ROYAUME DU MAROC
LE PREMIER MINISTRE
ANRT
الوكالة الوطنية لتقنين المواصلات
Agence Nationale de Réglementation des Télécommunications

THE TELECOMMUNICATIONS SECTOR EVOLUTION AT 30th SEPTEMBER 2010

Mobile Telephony Market[1]

At the end of the third quarter of 2010, the number of mobile subscribers reached **30 502 991**, with a **quarterly growth of 9.41%.**

This situation was reflected positively on the penetration rate which reached **96.79%** at the end of September 2010 against 88.47% in June 2010.

Market size

MOBILE TELEPHONY (in thousands)	Sept-09	Jun-10	Sept-10
Market size	25 077	27 879	30 503
Quarterly growth [2]	**1 543**	**833**	**2 624**
Growth (%)[3]	**6.56%**	**3.08%**	**9.41%**
Penetration rate[4]	**80.44%**	**88.47%**	**96.79%**

Through the analysis of the evolution of the number of mobile subscribers for the third quarter of 2010, we notice that the number of subscribers of IAM reached 16 740 (in thousands) against 15 900 (in thousands) at the end of June 2010. For Medi Telecom, the number of mobile subscribers reached 10 674 (in thousands) (10 396 thousands subscribers in June 2010) and for Wana Corporate this number reached 3 089 (in thousands) (1 583 thousands subscribers in June 2010) carrying out a quarterly rise of 5.29% for IAM, 2.67% for Medi Telecom and almost 95.07% for Wana Corporate.

In terms of market share, the incumbent operator holds almost 54.88% of the mobile subscribers market followed by Medi Telecom with 34.99% and Wana corporate with 10.13%.

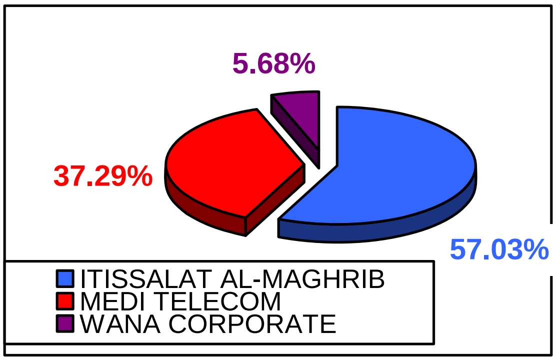
[1] This figure includes mobile subscribers to mobile telephony using the 2G and 3G networks.

[2] The growth at the quarter N equals to the difference between the market size of N and N-1.

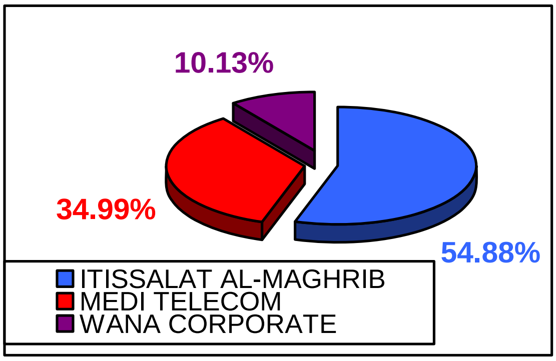
[3] % of growth at the quarter N equals to the difference between the market size of N and N-1 divided by the market size of N-1.

[4] The accounting of the penetration rate for mobile telephony by the ANRT Market Observatory is based on the population projections published by the Statistics Department/HCP based on the General census of population 2004. Starting from March of the year N, the reference population for accounting this rate results from Statistics Department/HCP projections of the year N-1.

Market share at 30/06/10



Market share at 30/09/10



With regard to the distribution of mobile customers by type of subscription, we notes that there is no change in the structure of the market compared to the previous quarter and that prepaid always prevails with a share of 96.31% (96.13% at the end of June 2010) against 3.69% for post-paid.

The two types of subscription finished the quarter with a rise by recording a growth of 9.61% for prepaid and of 4.48% for post-paid compared to June 2010.

Post-paid market size evolution

POST-PAID MARKET (in thousands)	Sept-09	Jun-10	Sept-10
Post-paid market size	987	1 078	1 126
Quarterly growth	9	41	48
Growth (%)	0.92%	3.99%	4.48%
Penetration rate	3.17%	3.42%	3.57%

Prepaid market size evolution

PREPAID MARKET (in thousands)	Sept-09	Jun-10	Sept-10
Prepaid market size	24 090	26 801	29 377
Quarterly growth	1 534	792	2 576
Growth (%)	6.80%	3.04%	9.61%
Penetration rate	77.27%	85.05%	93.22%

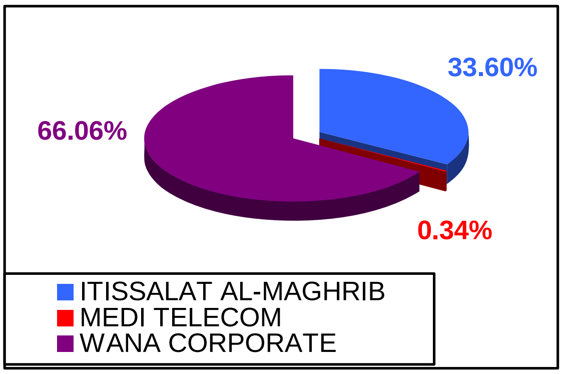
Fixed Telephony Market

At September 30th 2010, the number of subscribers recorded **a slight growth of 0.62%** compared to the previous quarter. The total number of subscribers reached **3 705 571**[5] (against 3 682 748 at the end of June 2010) which 2 456 121 subscribers used the fixed telephony with restricted mobility.

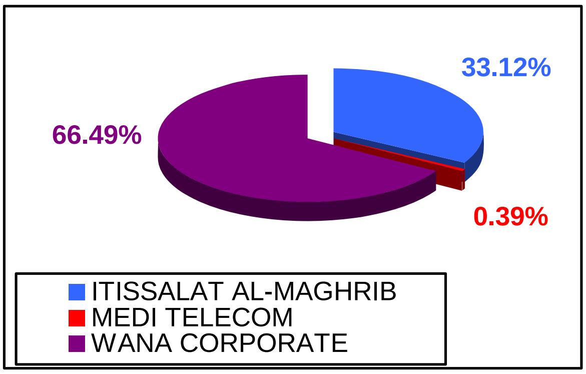
Consequently, the penetration rate of fixed telephony is **11.76%** at the end of September 2010 against 11.69% in June 2010.

In terms of market share, Wana Corporate holds 66.49% of the fixed telephony subscriber followed by IAM with 33.12% and Medi Telecom with 0.39%.

Market share at 30/06/10



Market share at 30/09/10



Market size

FIXED TELEPHONY	Sept-09	Jun-10	Sept-10
Market size	**3 393 992**	**3 682 748**	**3 705 571**
Restricted mobility	2 110 084	2 425 608	2 456 121
Quarterly growth [6]	**126 474**	**238 090**	**22 823**
Growth (%)[7]	**3.87%**	**6.91%**	**0.62%**
Penetration rate[8]	**10.89%**	**11.69%**	**11.76%**

[5] This figure includes residential and professional subscribers and payphones using fixed telephony network.
[6] The growth at the quarter N equals to the difference between the market size of N and N-1.
[7] % of growth at the quarter N equals to the difference between the market size of N and N-1 divided by the market size of N-1.
[8] The accounting of the penetration rate for fixed telephony by the ANRT Market Observatory is based on the population projections published by the Statistics Department/HCP based on the General census of population 2004. Starting from March of the year N, the reference population for accounting this rate results from Statistics Department/HCP projections of the year N-1.

Number of residential subscribers

Residential subscribers	Sept-09	Jun-10	Sept-10
Market size	2 843 789	3 130 860	3 157 271
Quarterly growth	**127 477**	**232 966**	**26 411**
Growth (%)	**4.69%**	**8.04%**	**0.84%**

Number of Professional subscribers

Professional subscribers	Sept-09	Jun-10	Sept-10
Market size	386 632	397 891	398 624
Quarterly growth	**- 880**	**6 488**	**733**
Growth (%)	**- 0.23%**	**1.66%**	**0.18%**

Public Payphones Market

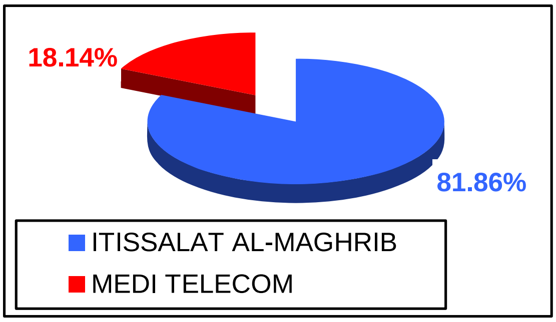
At September 30th 2010, the number of public payphones recorded a **quarterly decrease of 2.3%** compared to June 2010. The total number of public payphones[9] reached **183 784** (against 188 119 at the end of June 2010).

Number of Public payphones

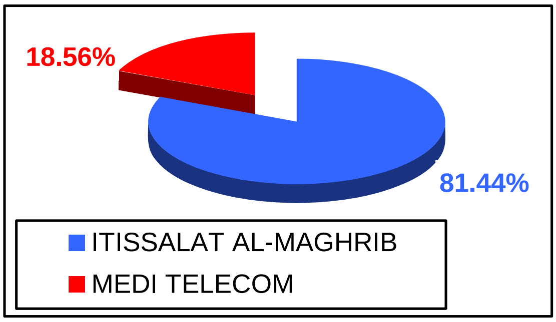
Public payphones	Sept-09	Jun-10	Sept-10
Market size	177 495	188 119	183 784
Quarterly growth	**- 535**	**2 922**	**- 4 335**
Growth (%)	**- 0.30%**	**1.58%**	**- 2.30%**

[9] The public payphones includes fixed and GSM phone shops, coin and card public telephones.

Market share at 31/06/10



Market share at 30/09/10

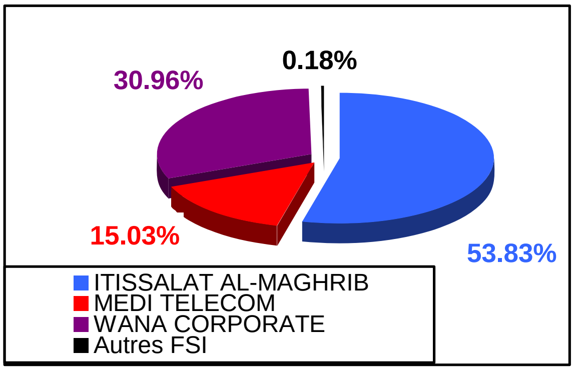


Internet Market

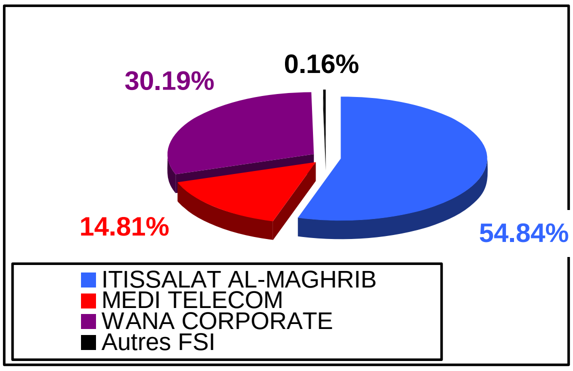
At 30th September 2010, the total Internet subscribers reached **1 646 967** carrying out **an increase of 9.83%** during the third quarter of 2010 and of **57.13%** since September 2009.

In terms of market share, IAM holds 54.84% of the Internet subscribers market followed by Wana Corporate with 30.19% and Medi Telecom with 14.81%.

Market share at 30/06/10



Market share at 30/09/10



Market size

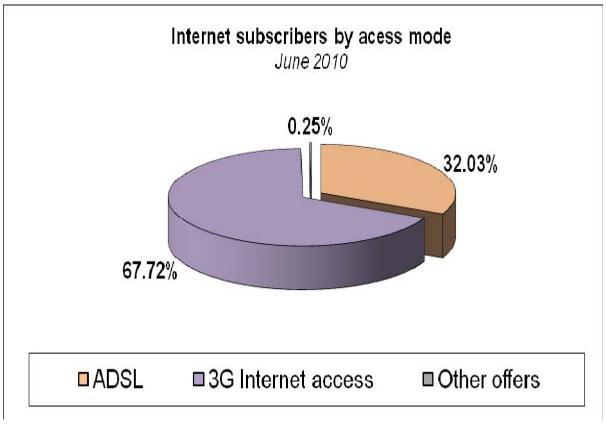
INTERNET MARKET	Sept-09	Jun-10	Sept-10
Market size	1 048 168	1 499 505	1 646 967
Quarterly growth	**85 482**	**137 487**	**147 463**
Growth (%)	**8.88%**	**10.09%**	**9.83%**

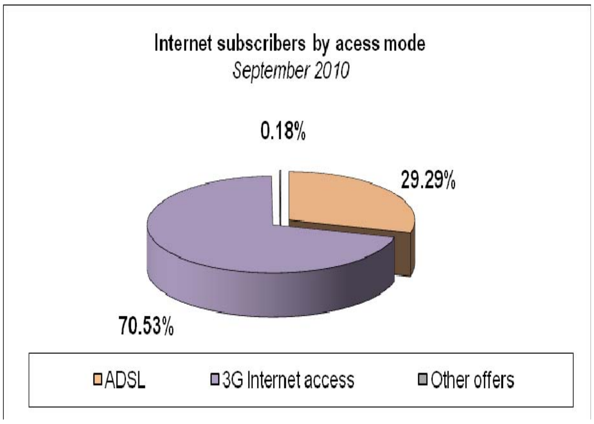
The number of the narrowband subscribers, by including the users of "Internet access without subscription" option, moved from **4 094** in September 2009 to **1 836** in September 2010.

The number of ADSL subscribers **increases by 0.45%** for the third quarter of 2010. From September 2009, this number is increasing by 1.28%. The total of Internet **ADSL subscribers reached 482 448** at the end of the third quarter of 2010.

The estimated number of Internet access via Leased Lines (LL) is **decreasing by 16.92%** for the third quarter of 2010 and by 10.16% since September 2009. This number reached **1 026 subscribers** in September 2010.

The distribution of subscribers by access mode is as follows, with a predominance of the 3G internet access, representing **70.53%** of the global Internet market and broadband ADSL Internet access with 29.29%.



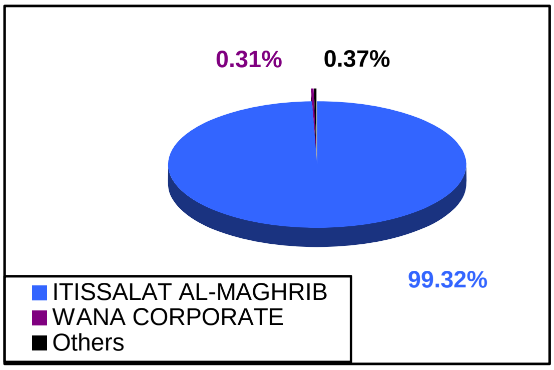


ADSL market size evolution

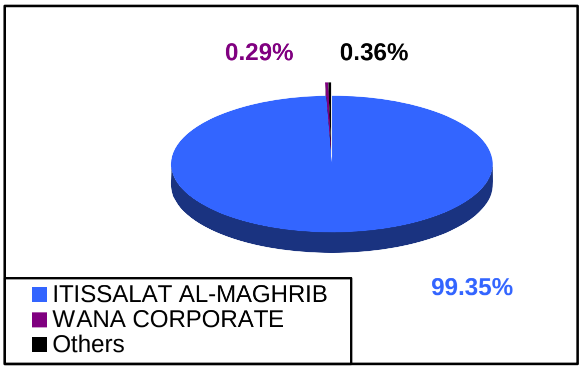
ADSL INTERNET	Sept-09	Jun-10	Sept-10
Market size	476 357	480 304	482 448
Quarterly growth	**- 12 210**	**1 334**	**2 144**
Growth (%)	**- 2.50%**	**0.28%**	**0.45%**

In terms of market share, IAM holds 99.35% of the ADSL Internet subscribers followed by Wana Corporate with 0.29%.

Market shares of ADSL Internet at 30/06/10



Market shares of ADSL Internet at 30/09/10



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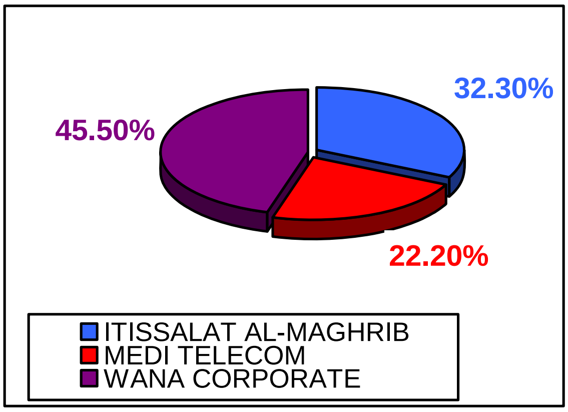
3G Internet Market size evolution

At the end of September 2010, the number of 3G Internet subscriber's reached **1 161 657** by recording an **increase of 14.39%** for the third quarter of 2010 and by **105.03%** since September 2009.

3G INTERNET	Sept-09	Jun-10	Sept-10
Market size	566 575	1 015 525	1 161 657
Quarterly growth	**97 794**	**136 665**	**146 132**
Growth (%)	**20.86%**	**15.55%**	**14.39%**

In terms of market share, Wana Corporate holds 42.68% of the 3G Internet access followed by IAM with 36.33% and Medi Telecom with 20.99%.

Market shares of 3G Internet at 30/06/10



Market shares of 3G Internet at 30/09/10