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# Office of Utilities Regulation

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## Telecommunications Market Information Report January – March 2016

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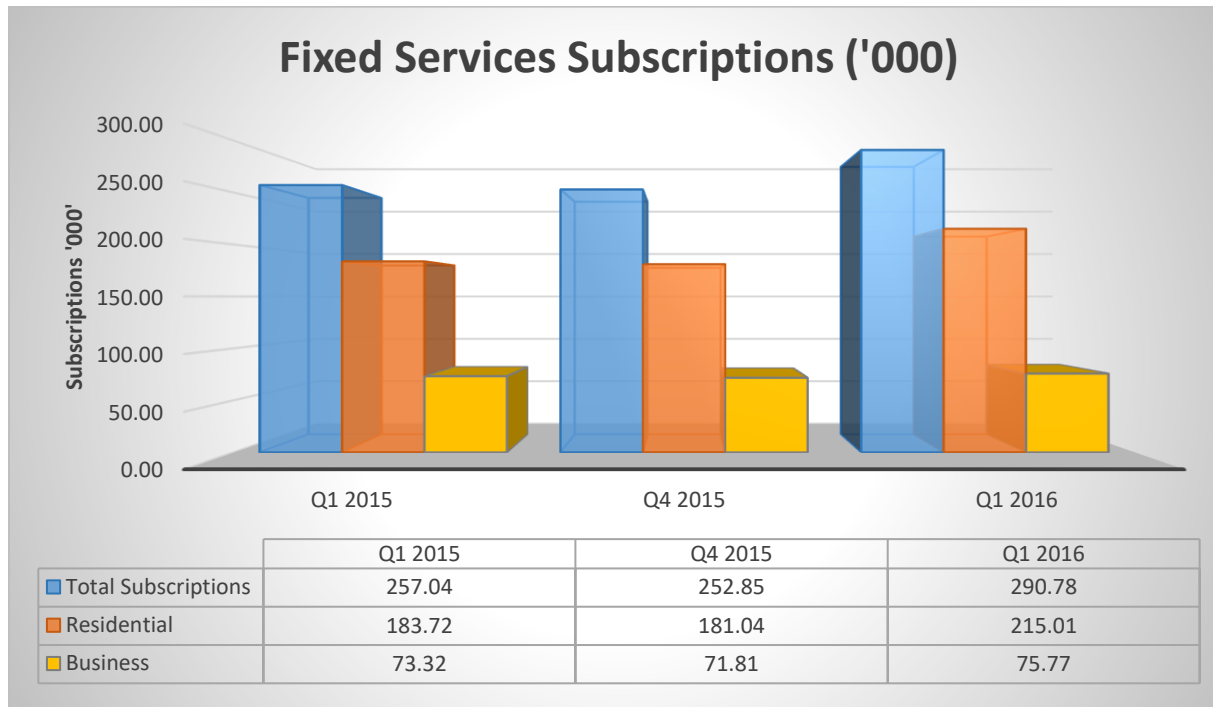
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# Fixed Market Data

Figure 1 Fixed Services Subscriptions



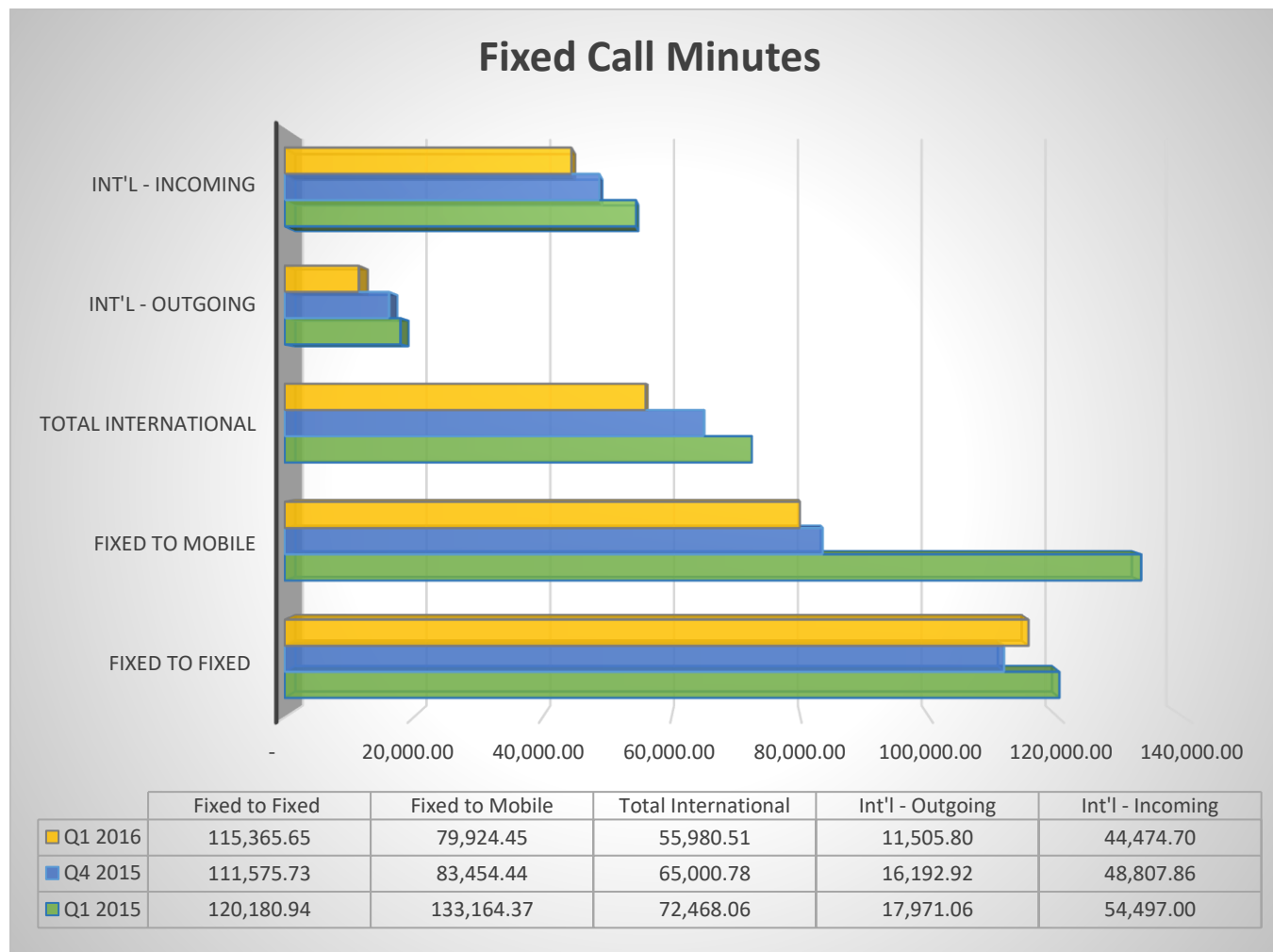
**% Change: Q1 '16/ Q4 '15**

Total Subscriptions: 15.00%

Residential: 18.76 %

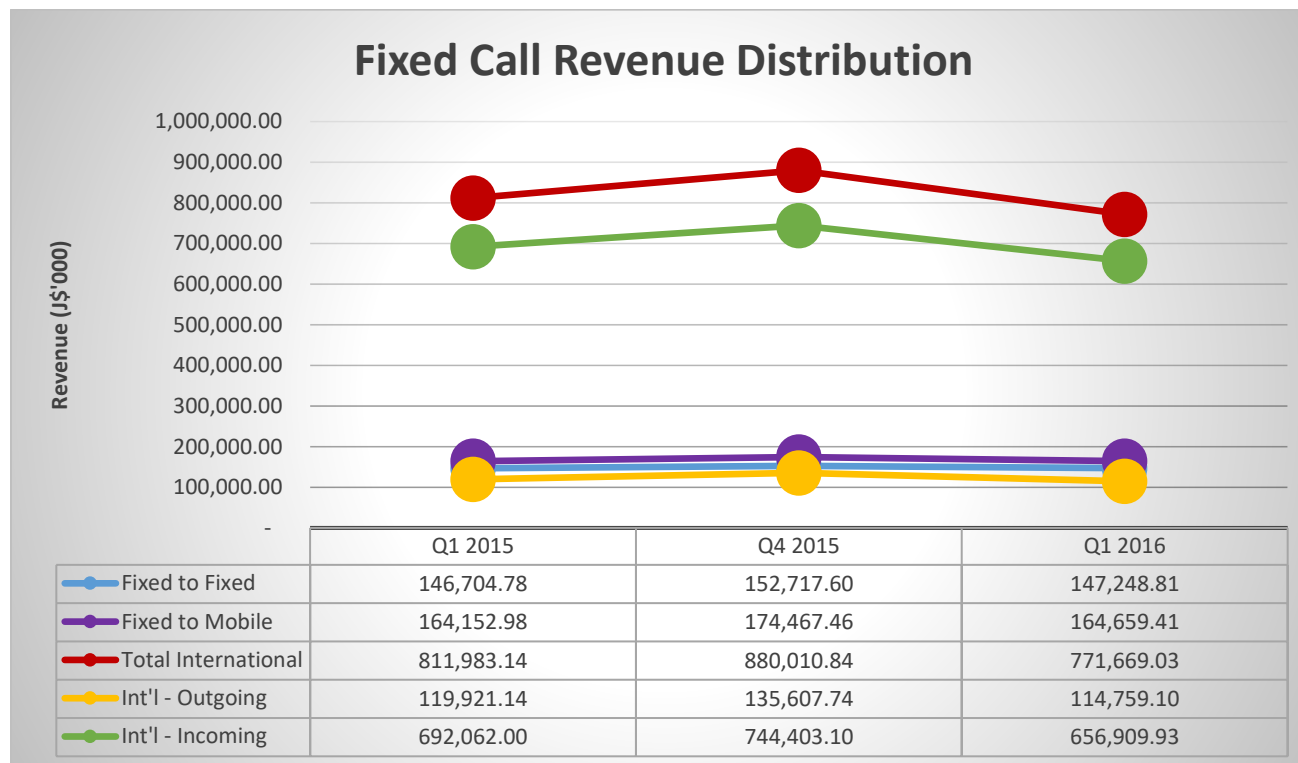
Business: 5.52%

Figure 2: Fixed Call Minutes



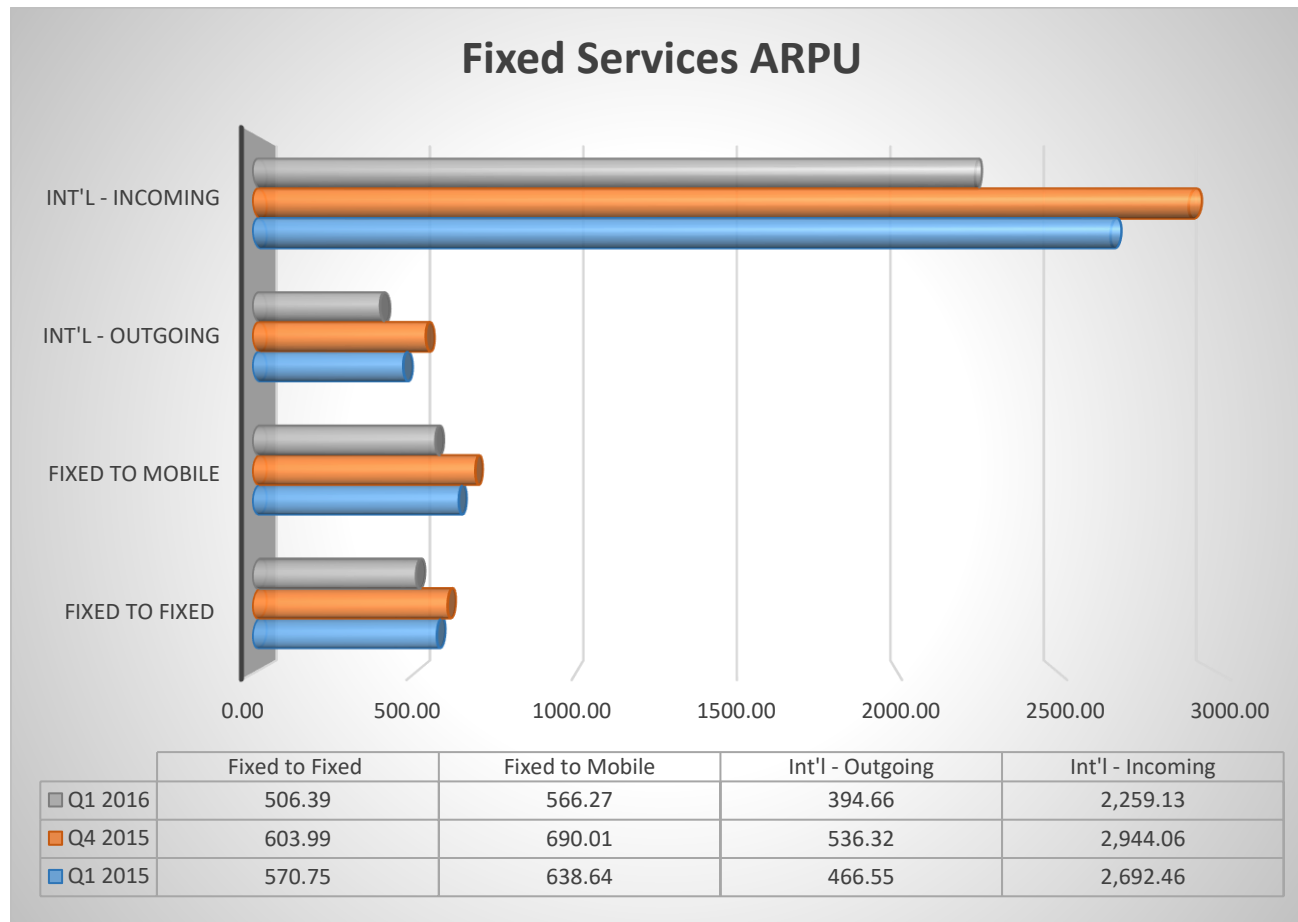
<b>% change: Q1 '16/Q4 '15</b>	
Fixed to Fixed:	3.4%
Fixed to Mobile:	- 4.23%
Total International:	-13.88%
Int'l - Outgoing:	-28.95%
Int'l - Incoming:	-8.88%

Figure 3: Fixed Call Revenue Distribution



<u>% change Q1 '16/ Q4 '15</u>	
Fixed to Fixed:	-3.58%
Fixed to Mobile:	-5.62%
Total International:	-12.31%
Int'l - Outgoing:	-15.37%
Int'l - Incoming:	-11.75%

Figure 4: Fixed Services Average Revenue per User (ARPU)

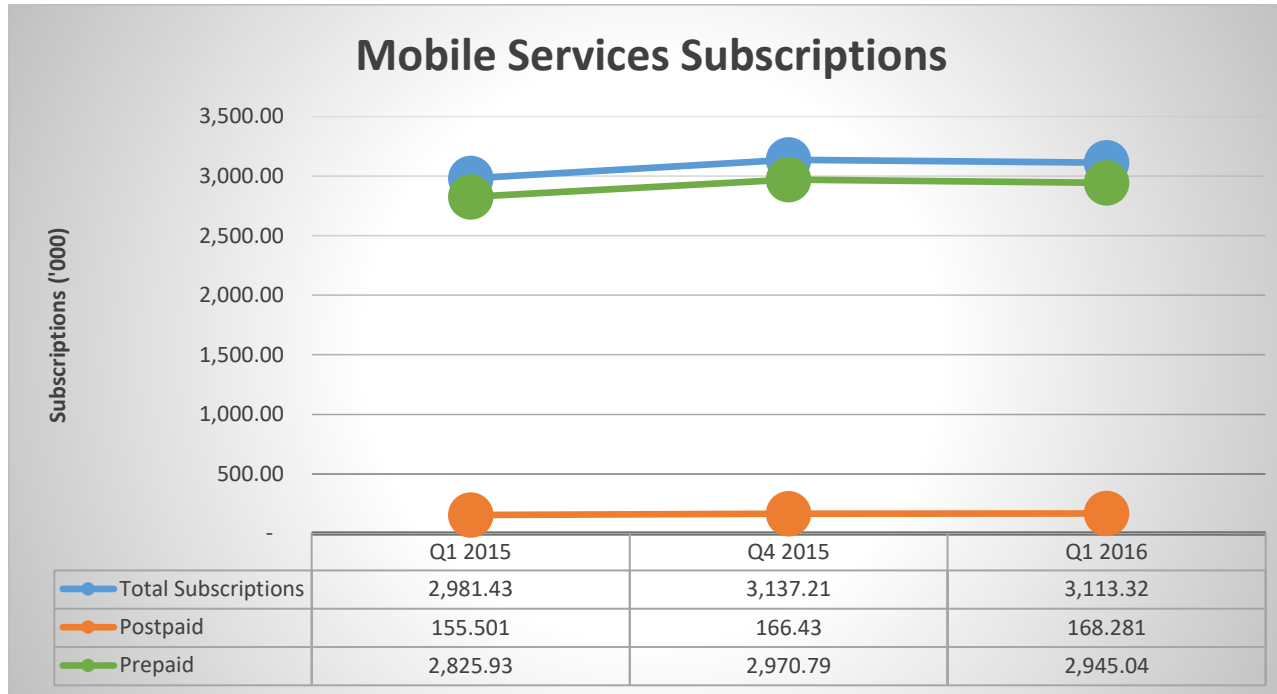


<b>% Change: Q1 '16/ Q4 '15</b>	
Fixed to Fixed:	-16.16%
Fixed to Mobile:	-17.93%
Int'l - Outgoing:	-26.41%
Int'l - Incoming:	-23.26%



# Mobile Market Data

Figure 5: Mobile Services Subscriptions



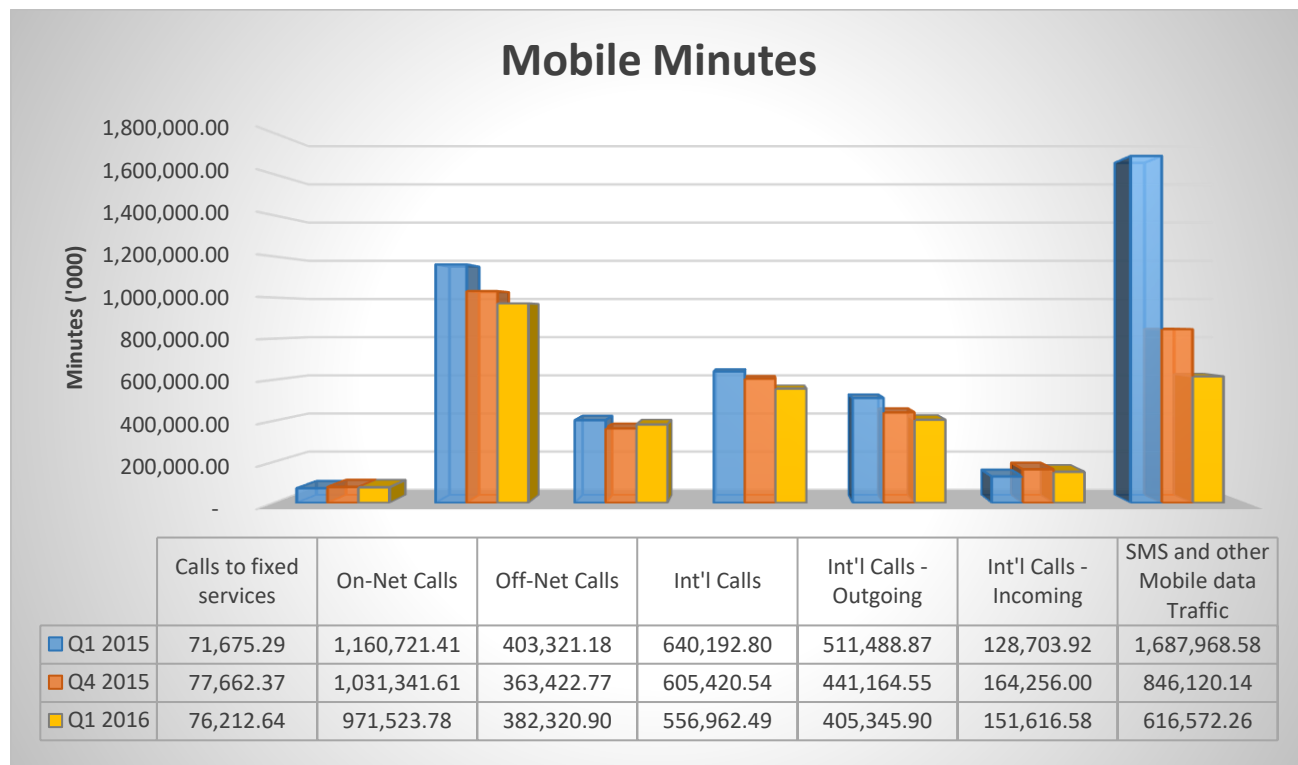
**% Change: Q1 '16/ Q4 '15**

Total Subscriptions: - 0.76 %

Postpaid: 1.11%

Prepaid: - 0.87 %

Figure 6: Mobile Minutes



**% Change: Q1 '16/ Q4 '15**

Calls to fixed services: -1.87%

On-Net Calls: -5.80%

Off-Net Calls: 5.20%

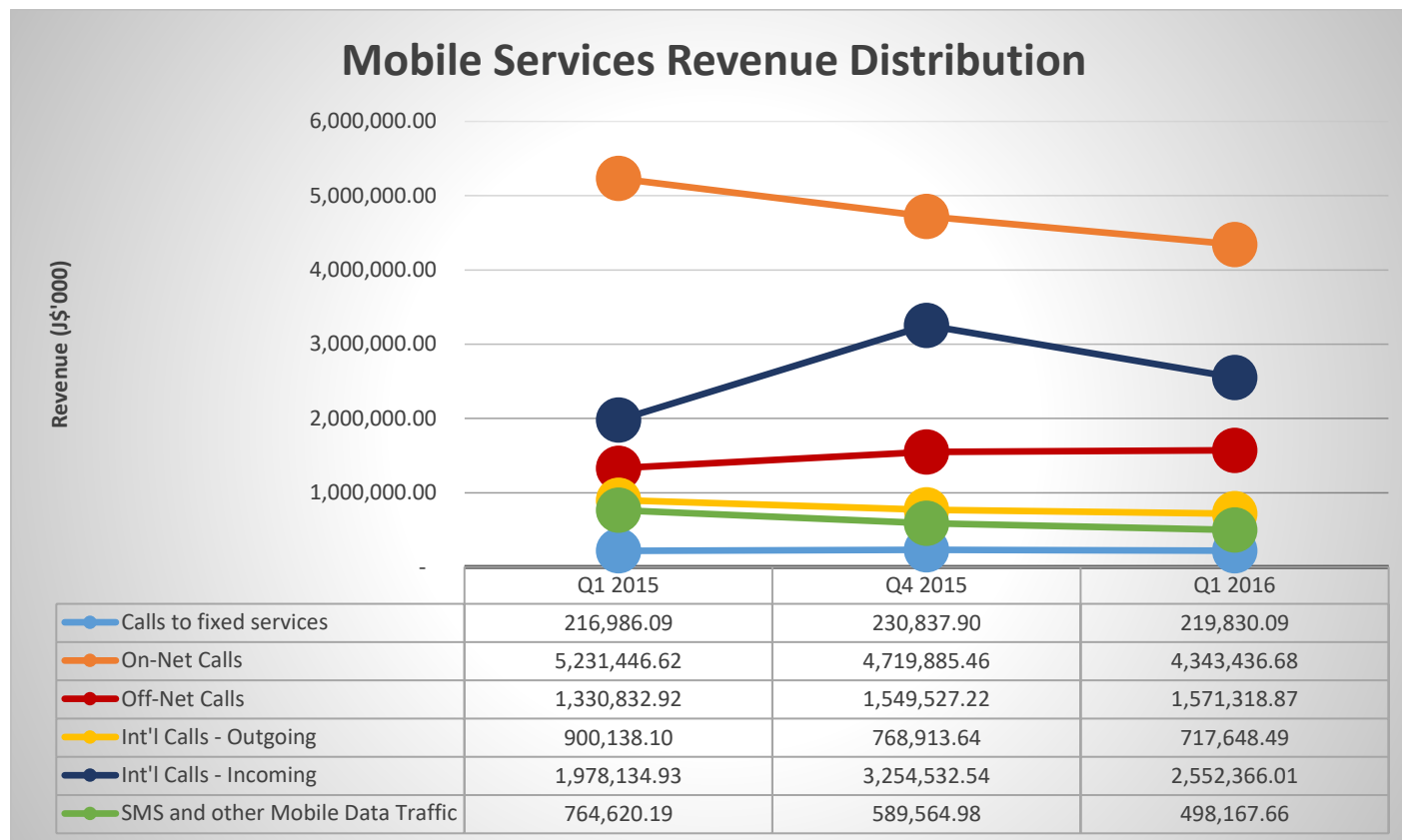
Int'l Calls: -8.00%

Int'l Calls – Outgoing: -8.12%

Int'l Calls – Incoming: -7.69%

SMS & other Mobile Data Traffic: -27.13%

Figure 7: Mobile Services Revenue Distribution



**% Change: Q1 '16/ Q4 '15**

Calls to Fixed services: - 4.77%

On-Net Calls: -7.98%

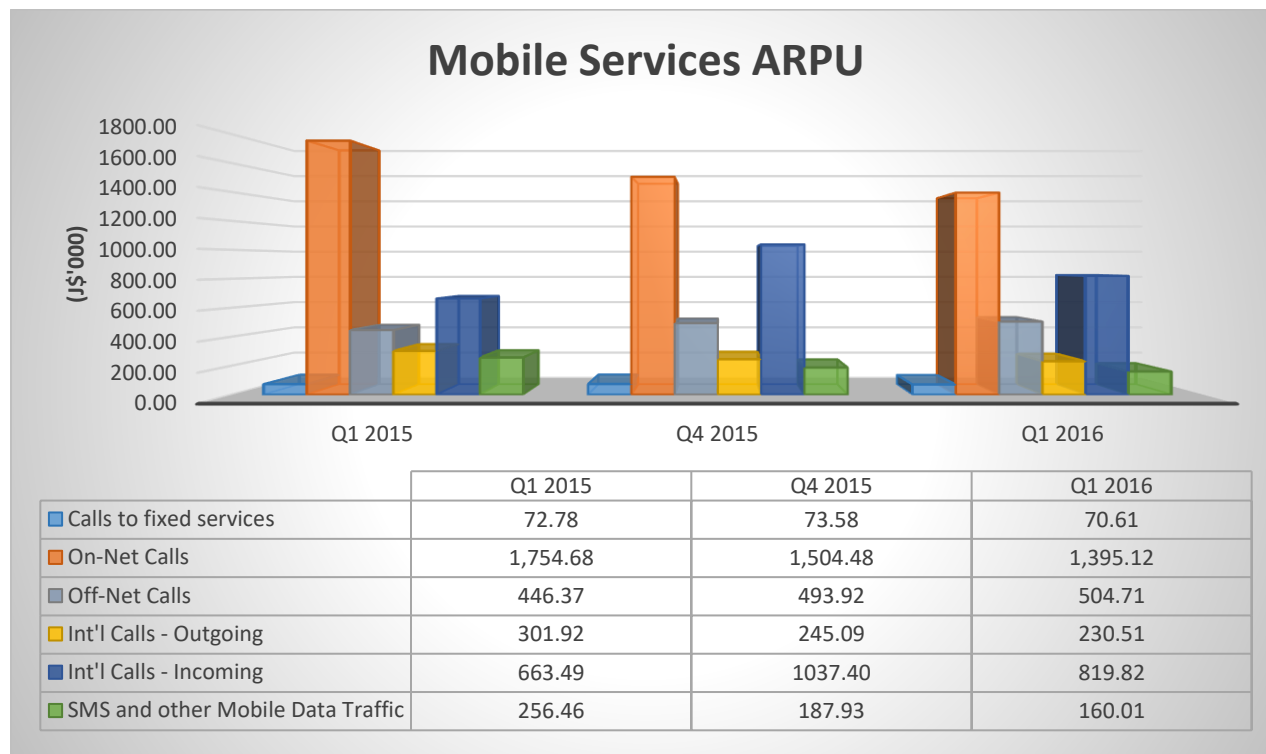
Off-Net Calls: 1.41%

Int'l Calls – Outgoing: - 6.67%

Int'l Calls – Incoming: -21.58%

SMS & other Mobile Data Traffic: -15.50%

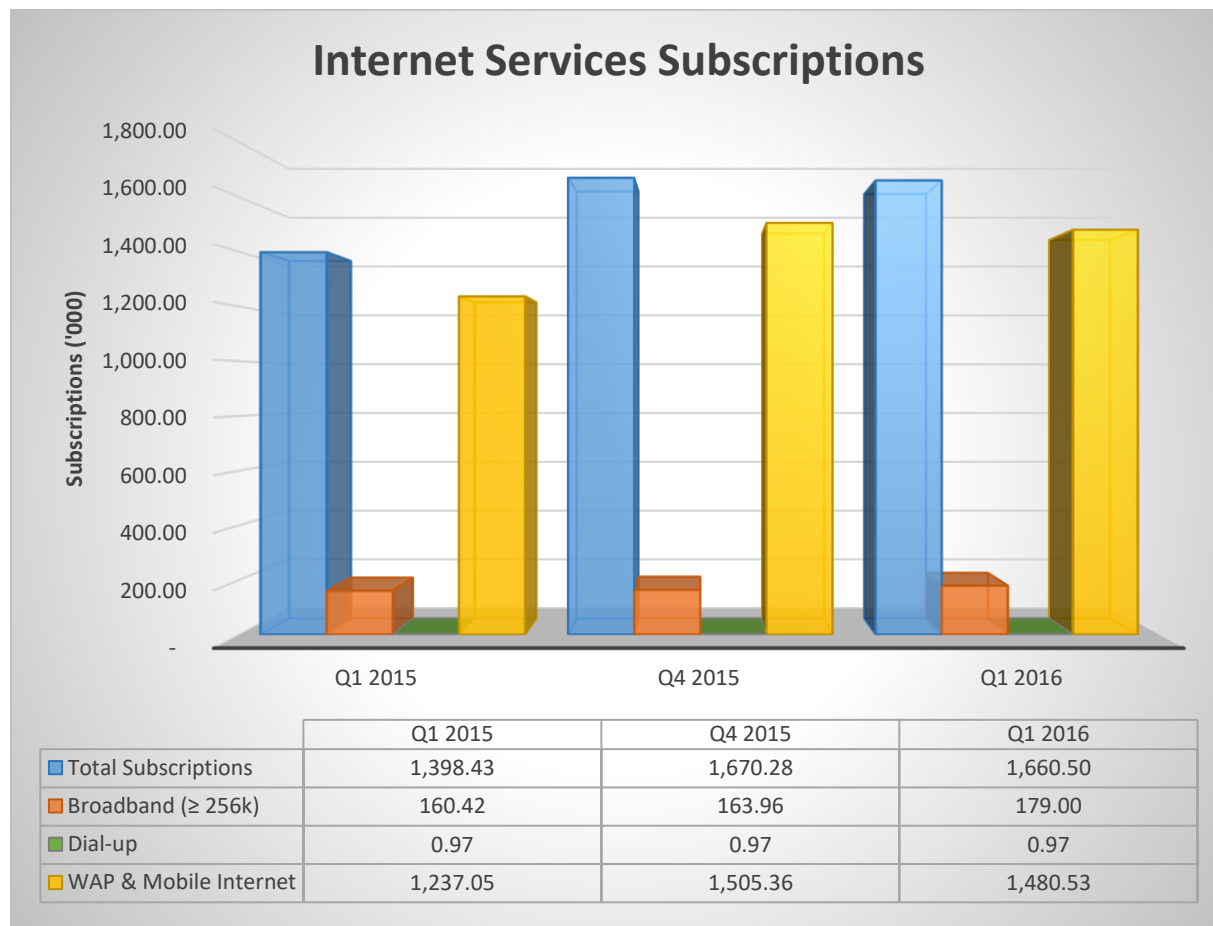
Figure 8: Mobile Services Average Revenue per User (ARPU)



<b>% Change Q1 '16/ Q4 '15</b>	
Calls to fixed service:	-4.04%
On-Net Calls:	-7.27%
Off-Net Calls:	2.18%
Int'l Calls – Outgoing:	-5.95%
Int'l Calls – Incoming:	-20.97%
SMS & other Mobile Data Traffic:	-14.85%

# Internet Market Data

Figure 9: Internet Services Subscriptions



<u>% Change Q1 '16/ Q4 '15</u>	
Total Subscriptions:	- 0.59%
Broadband (≥ 256k):	9.17%
Dial-up:	0%
WAP & Mobile Internet:	-1.65%

# Industry Penetration and Concentration



## Penetration Rate<sup>1</sup>

Penetration Rate	Q1 2015	Q4 2015	Q1 2016
Fixed Subscription Penetration Rate	9.44%	9.28%	10.68%
Mobile Subscription Penetration Rate	109%	115%	114%
Fixed Broadband Subscription Penetration Rate	6%	6%	7%
Mobile Broadband Subscription Penetration Rate	45%	55%	54%
Total Broadband Subscription Penetration Rate	51%	61%	61%

## Concentration Ratio (Herfindahl-Hirschman Index)<sup>2</sup>

Herfindahl-Hirschman Index (HHI)	Q1 2015	Q4 2015	Q1 2016
Fixed HHI	8,261	7,987	7,997
Mobile HHI	6,036	5,809	5,789
Fixed Broadband HHI	5,001	5,003	5,020
Mobile Broadband HHI	7,309	6,589	6,578

<sup>1</sup> Calculated using population year end 2014 data from the Statistical Institute of Jamaica: 2,723,246.

<sup>2</sup> Calculated using subscription data.

# Appendix

Fixed Market	Q1 2015	Q4 2015	Q1 2016	% Change Q1'16/Q4'15	% Change Q1'16/Q1 '15
Total Subscriptions ('000)	257.04	252.85	290.78	15.00	13.13
Fixed to Fixed ('000 minutes)	120,180.94	111,575.73	115,365.65	3.40	-4.01
Fixed to Mobile Calls ('000 minutes)	133,164.37	83,454.44	79,924.45	-4.23	-39.98
Total International Calls ('000 minutes)	72,468.06	65,000.78	55,980.51	-13.88	-22.75
Outgoing International Calls ('000 minutes)	17,971.06	16,192.92	11,505.80	-28.95	-35.98
Incoming International Calls ('000 minutes)	54,497.00	48,807.86	44,474.70	-8.88	-18.39
Total Revenue (J\$' million)	2,264.37	2,292.67	2,180.05	-4.91	-3.72

Mobile Market	Q1 2015	Q4 2015	Q1 2016	% Change Q1'16/Q4' 15	% Change Q1'16/Q1 '15
Total Subscriptions ('000)	2,981.43	3,137.21	3,113.32	-0.76	4.42
On-Net Calls ('000 minutes)	1,160,721.41	1,031,341.61	971,523.78	-5.80	-16.30
Off-Net Calls ('000 minutes)	403,321.18	363,422.77	382,320.90	5.20	-5.21
International calls	640,192.79	605,420.54	556,962.49	-8.00	-13.00
Outgoing International ('000 minutes)	511,488.87	441,164.55	405,345.90	-8.12	-20.75
Incoming International ('000 minutes)	128,703.92	164,256.00	151,616.58	-7.69	17.80
SMS and other mobile data traffic	1,687,968.58	846,120.14	616,572.26	-27.13	-63.47
Total Revenue (J\$ ' million)	13,849.97	15,196.85	14,192.33	-6.61	2.47

Internet Market	Q1 2015	Q4 2015	Q1 2016	% Change Q1'16/Q4'15	% Change Q1'16/Q1 '15
Total Subscriptions ('000)	1,398.43	1,670.28	1,660.50	-0.59	18.74
Broadband (≥256K)	160.42	163.96	179.00	9.17	11.58
Dial-up	0.97	0.97	0.97	0.00	0.00
WAP & Mobile Internet	1,237.05	1,505.36	1,480.53	-1.65	19.68
Total Revenue (J\$' million)	3,573.91	4,808.34	4,951.76	2.98	38.55

<b>Penetration Rate</b>	<b>Q1 2015</b>	<b>Q4 2015</b>	<b>Q1 2016</b>
<b>Fixed Subscription Penetration Rate</b>	9.44%	9.28%	10.68%
<b>Mobile Subscription Penetration Rate</b>	109%	115%	114%
<b>Fixed Broadband Subscription Penetration Rate</b>	6%	6%	7%
<b>Mobile Broadband Subscription Penetration Rate</b>	45%	55%	54%
<b>Total Broadband Subscription Penetration Rate</b>	51%	61%	61%

<b>Herfindahl-Hirschman Index (HHI)</b>	<b>Q1 2015</b>	<b>Q4 2015</b>	<b>Q1 2016</b>
<b>Fixed HHI</b>	8,261	7,987	7,997
<b>Mobile HHI</b>	6,036	5,809	5,789
<b>Fixed Broadband HHI</b>	5,001	5,003	5,020
<b>Mobile Broadband HHI</b>	7,309	6,589	6,578