

Quarterly Market Indicators Report

Q3 2024

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






20-23

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Main Telecom Market Indicators (Q3 2023 – Q3 2024)

	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024
 Mobile subscribers	2,328,750	2,415,715	2,449,728	2,504,794	2,480,340
 Mobile penetration	148%	153%	154%	158%	156%
 Mobile prepaid subscriptions	1,512,500	1,561,966	1,559,011	1,598,997	1,567,349
 Mobile postpaid subscriptions	816,250	853,748	890,717	905,797	912,991
 Average outgoing minutes from mobile (Domestic & Inter.)	136	140	125	123	113
 Fixed telephony subscriptions	215,085	212,204	210,358	209,822	210,358
 Fixed telephony penetration (Excluding ISDN)	13.6%	13.4%	13.3%	13.3%	13.2%
 Domestic monthly average minutes per line*	53	53	50	50	47
 International outgoing minutes (Mobile)	191,292,046	185,562,210	173,367,504	171,564,023	164,950,106
 International outgoing minutes (Fixed telephony)	1,556,065	1,427,326	1,329,043	1,292,542	821,646
 Mobile broadband subscriptions	2,314,646	2,317,171	2,375,854	2,431,445	2,423,677
 Mobile broadband penetration rate	143.2%	147%	151%	154%	152.6%
 Fiber broadband subscriptions	177,935	178,862	179,111	179,690	181,503
 Fiber broadband penetration per household**	62%	63%	63%	63%	64%
 Total data usage (Petabyte)	474	474	475	502	508
 Average total data usage per month per subscription	63	63	62	64	65

*An operator restated for the year 2022-2023.

**Fiber Broadband penetration is based on the latest available number of households provided by IGA in 2024.

Main Telecom Market Indicators for Q3 2024



Mobile subscribers: **2,480,340**
Penetration: **156%**

Average Int. & Domestic minutes per month per mobile subscription: **113**

Average data usage per mobile broadband subscription*: **24.3**

Fixed telephony subscriptions (Exclud. ISDN): **210,358**

Penetration: **13.2%**

Fixed Wired Telephony subscriptions **95%**

Fixed Wireless Telephony subscriptions: **5%**

Mobile Broadband subscriptions: **2,605,180**

Mobile Broadband penetration rate: **152.6%**

Fiber Broadband subscriptions: **181,503**

Fiber Broadband penetration rate per household: **64%****



Mobile Prepaid subscriptions: **1,567,349**

Mobile postpaid subscriptions: **912,991**

% of prepaid out of Mobile market subscriptions: **63%**

% of postpaid out of Mobile market subscriptions : **37%**

Domestic monthly average minutes per line: **47**

International Outgoing Minutes (Mobile): **164,950,106**

International Outgoing Minutes (Fixed telephony): **821,646**

Total Data Usage: **508 Petabyte**

Fiber Broadband Traffic: **281 Petabyte**

Avg. Traffic per broadband subscription per month: **65 GB**

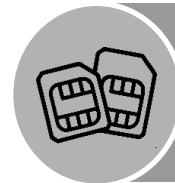
Avg. Fiber Broadband Traffic per month: **516 GB**

*Average data usage per mobile broadband subscription excludes Standalone subscribers' traffic.

** Based on latest available number of households provided by IGA.

*** Includes Broadband added to voice & Standalone mobile broadband.

Mobile services: Subscriptions* (1/2)



Number of Mobile subscriptions (End of Q3 2024)

2,480,340 Subscriptions

156% Penetration rate

Q3 2023

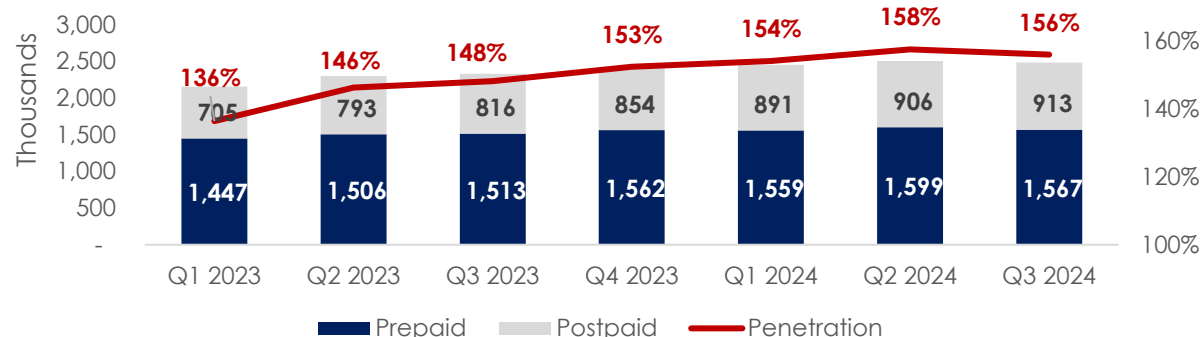
2,299,208

Q3 2024

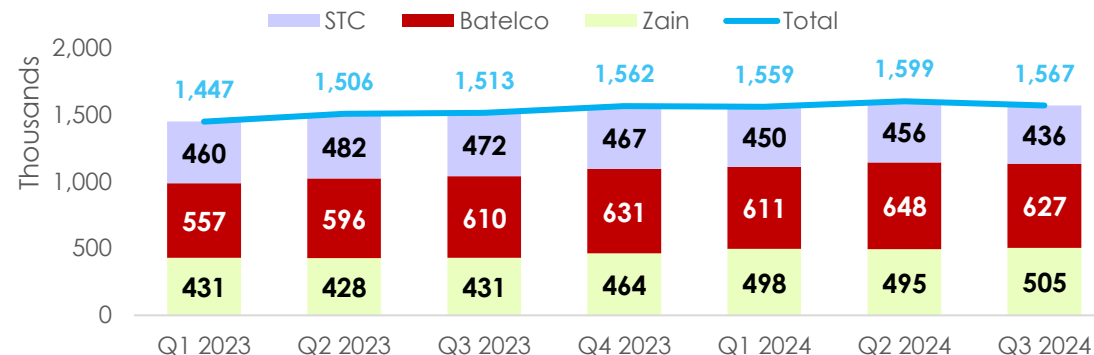
2,480,340

7%

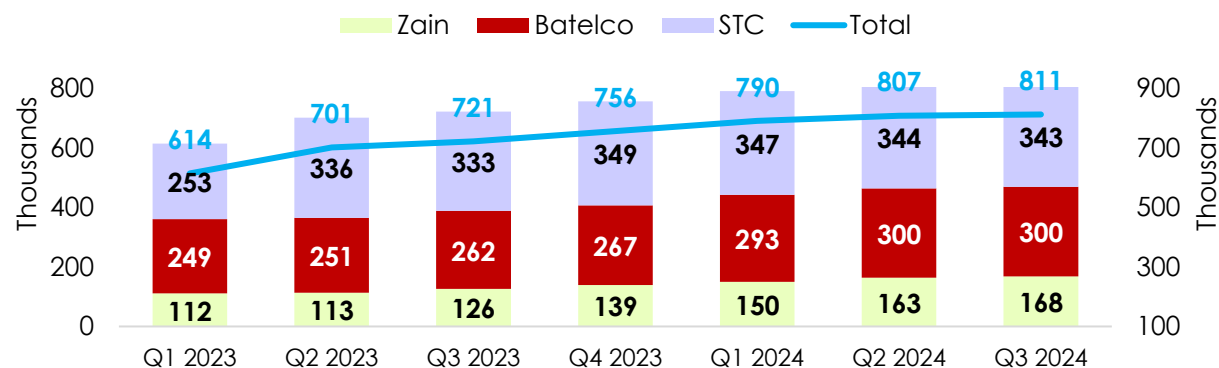
Number of Mobile Subscriptions & penetration



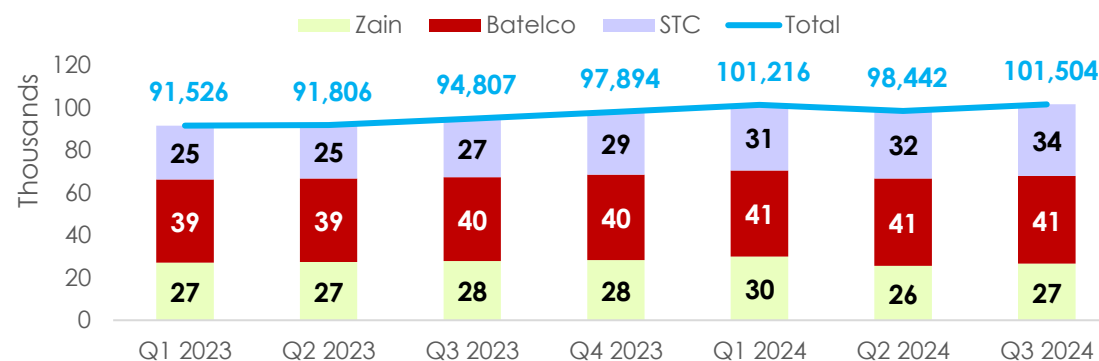
Prepaid subscribers - Residential**



Postpaid subscribers - Residential



Postpaid subscribers - Non Residential



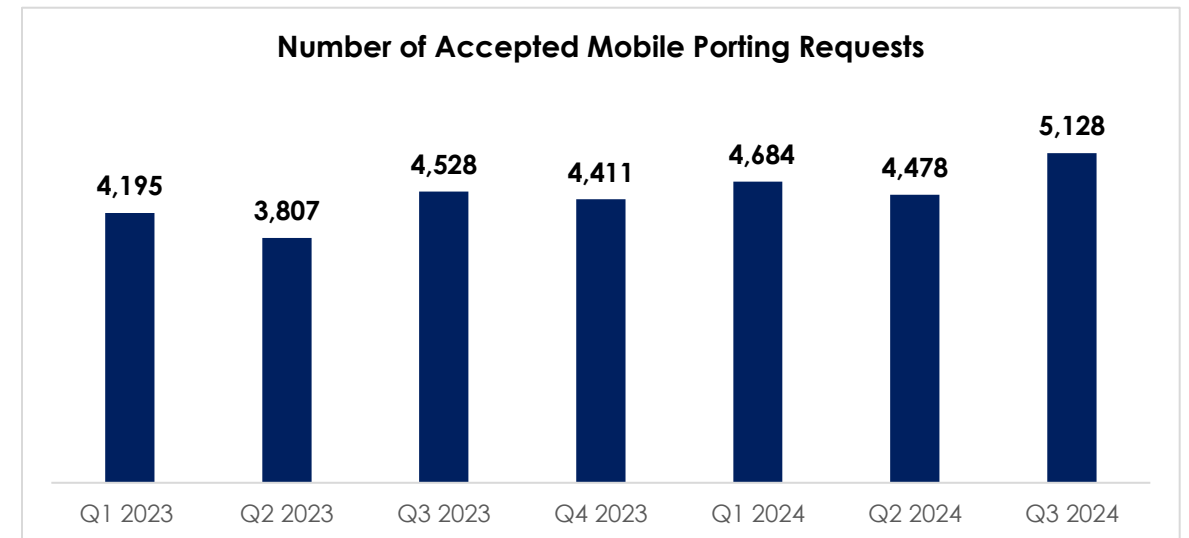
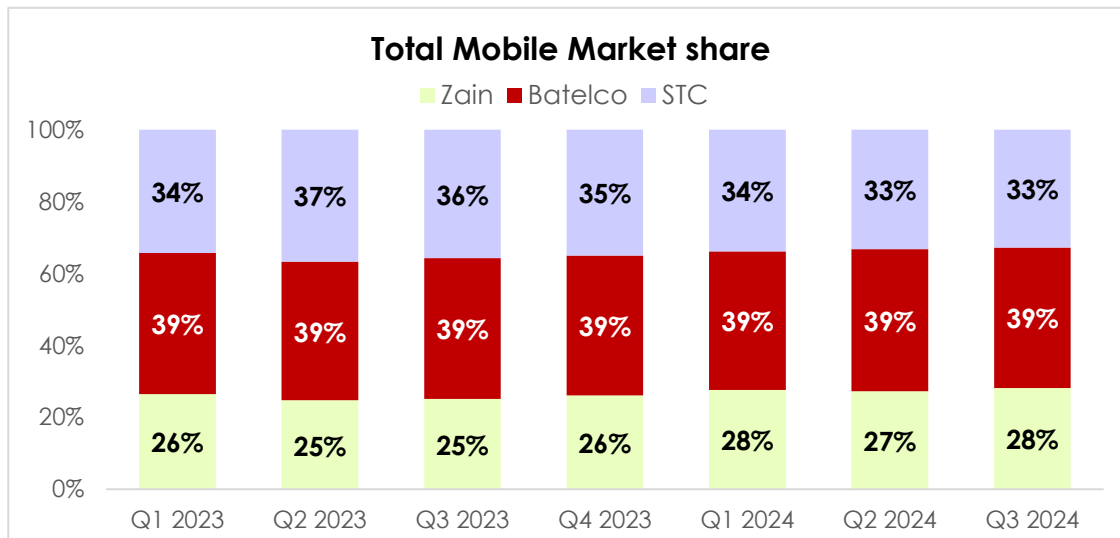
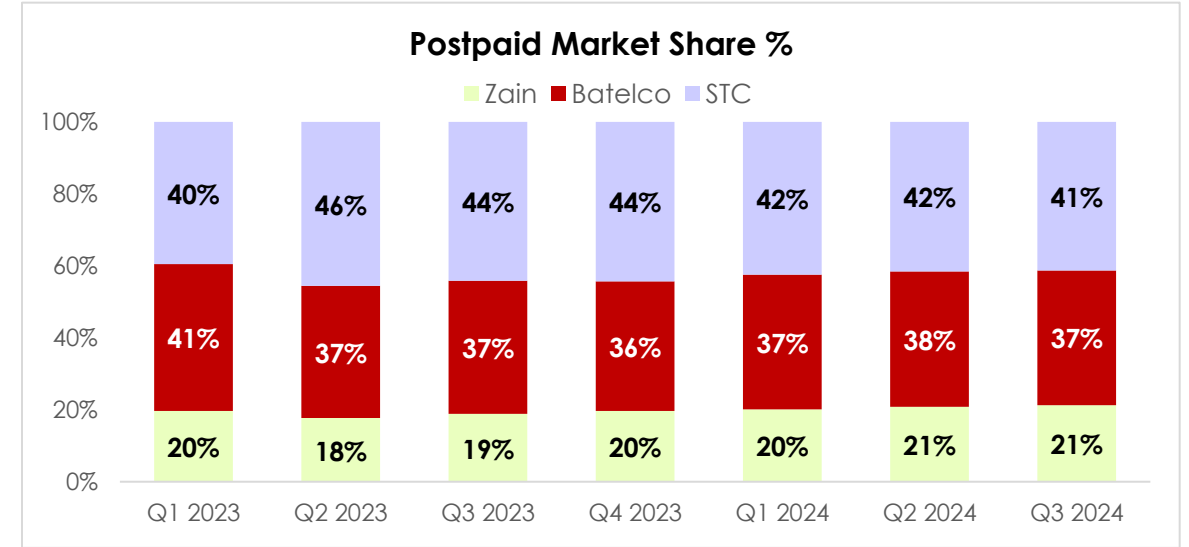
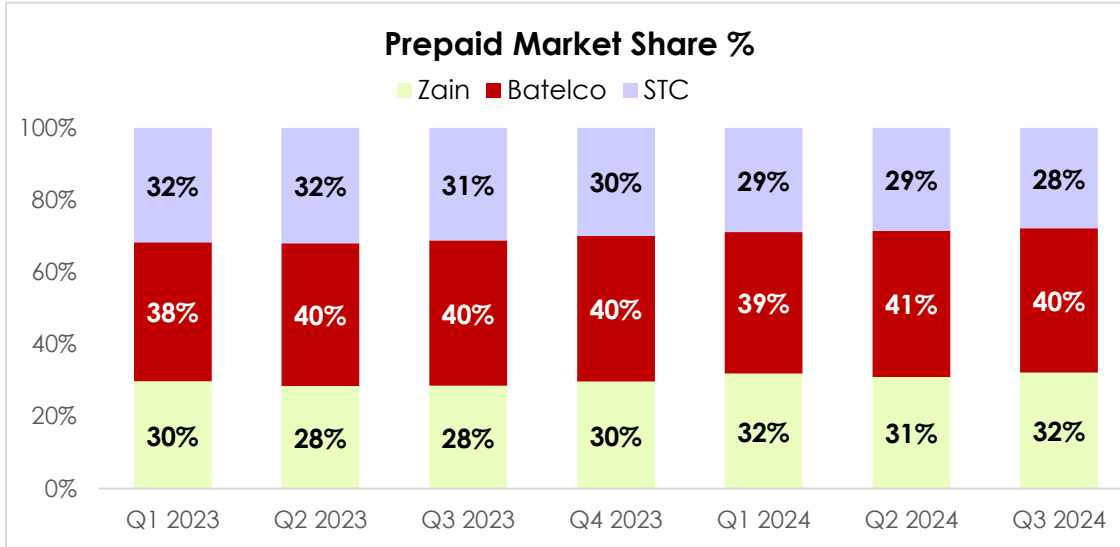
Population***	2021	2022	2023	2024
By IGA	1,504,365	1,565,000	1,577,059	1,588,670

* Data for Prepaid Non-residential subscribers not yet available for all MNOs.

** Increase in prepaid and postpaid subscribers is due to operators activating voice on their standalone mobile broadband packages.

*** Source: IGA

Mobile services: Subscriptions (2/2)

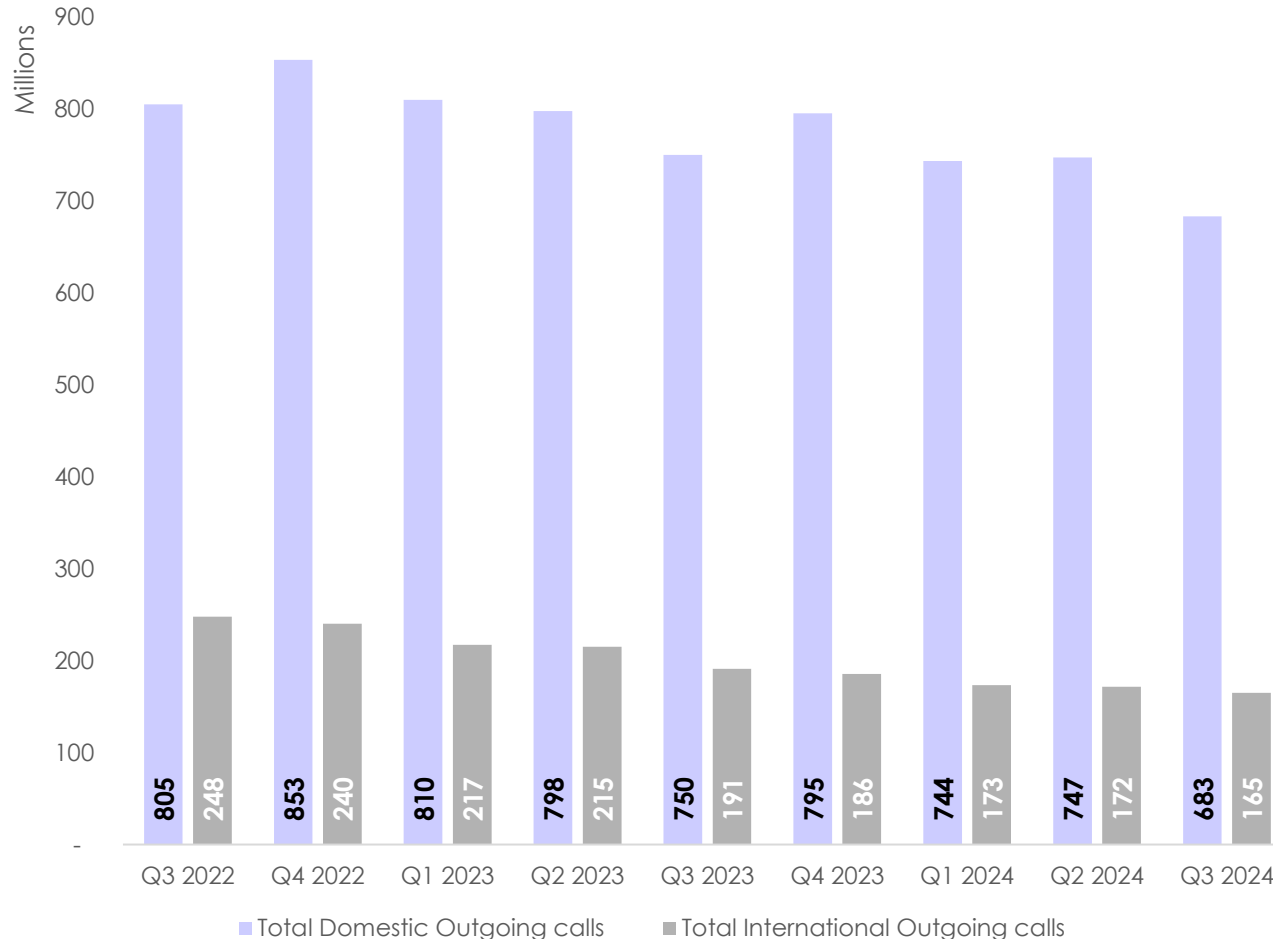


Mobile services: Traffic* (Minutes) (1/2)



Total Outgoing Traffic in Minutes
(Domestic + International)

Total Outgoing Mobile Voice Traffic in Millions of Minutes
(Domestic-International)



* Historical data for Non-residential (Domestic & Intl.) Traffic is not unavailable.

Q3 2023

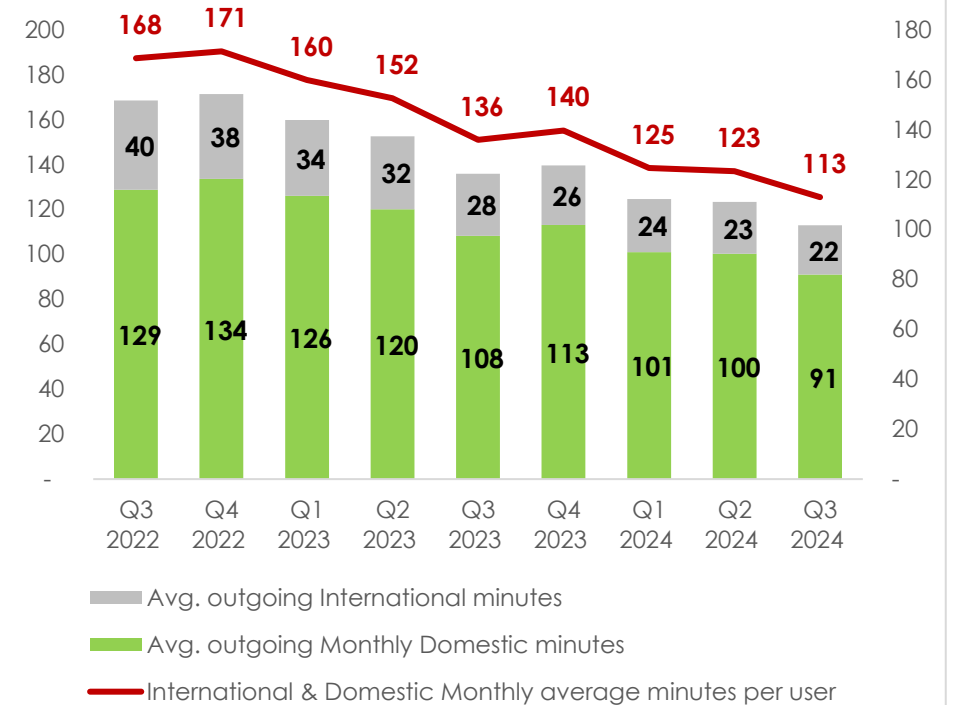
941,458,662

Q3 2024

848,340,762

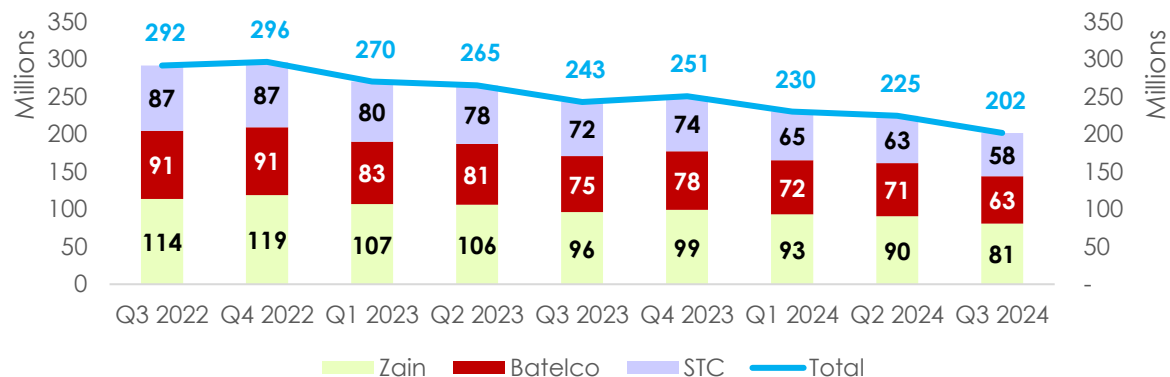
▼10%

Average Monthly Minutes per User

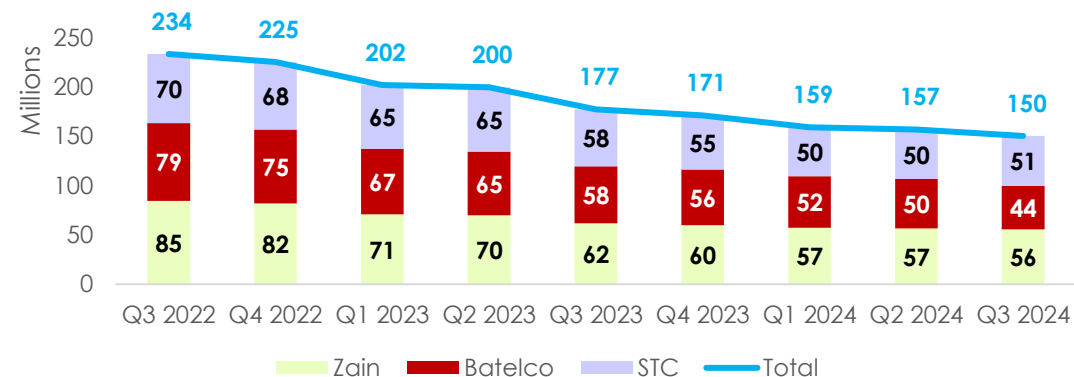


Mobile services: Traffic*/** (Minutes) (2/2)

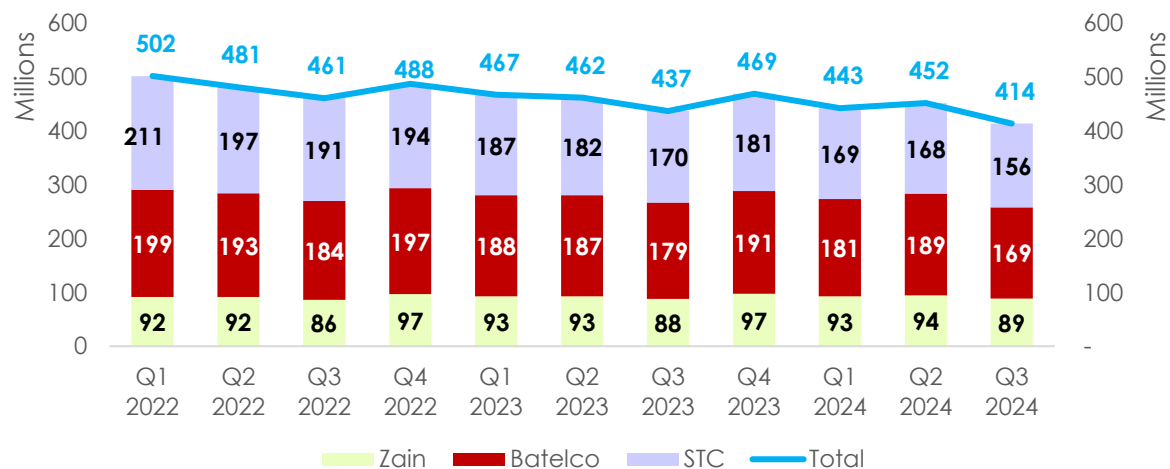
Prepaid Domestic Outgoing traffic (minutes) - residential



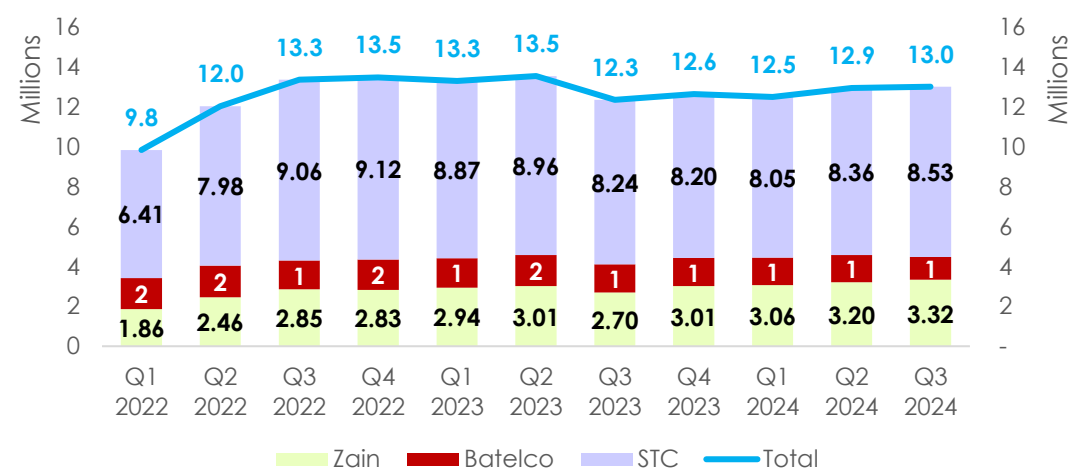
Prepaid International Outgoing traffic (minutes) - residential



Postpaid Domestic Outgoing traffic (minutes) - residential



Postpaid International Outgoing traffic (minutes) - residential



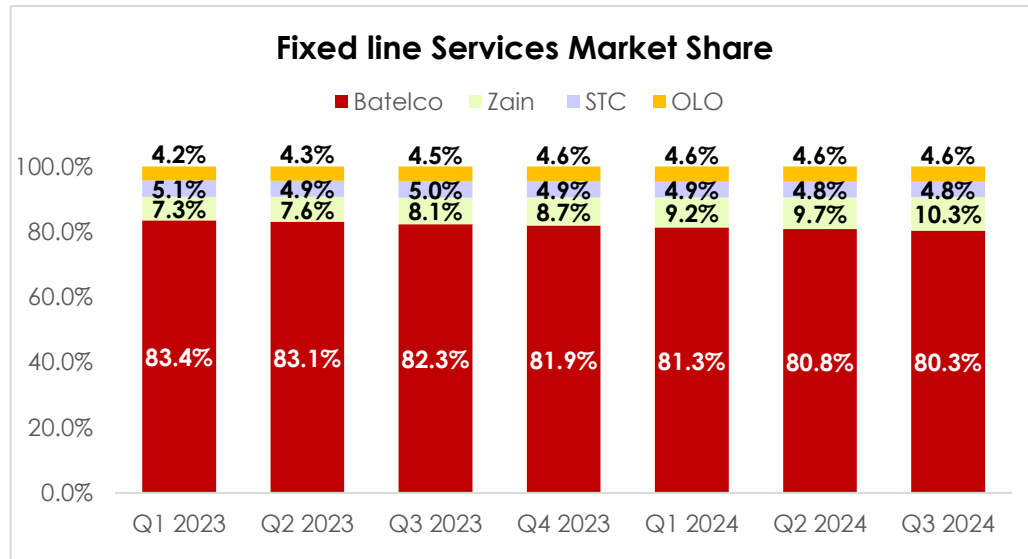
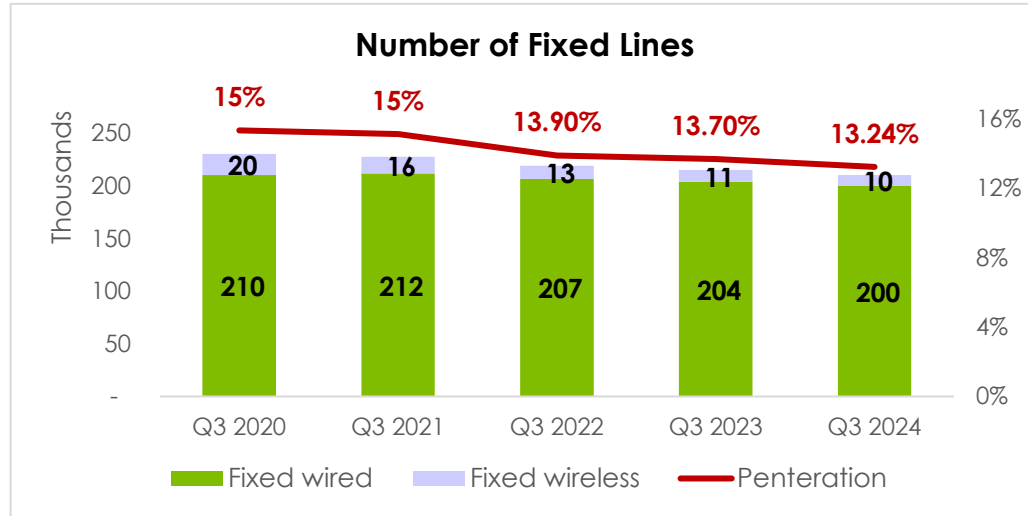
* Historical data for Non-residential (Domestic & Intl.) Traffic is not available.

** Mobile-voice traffic is under review and is therefore subject to change.

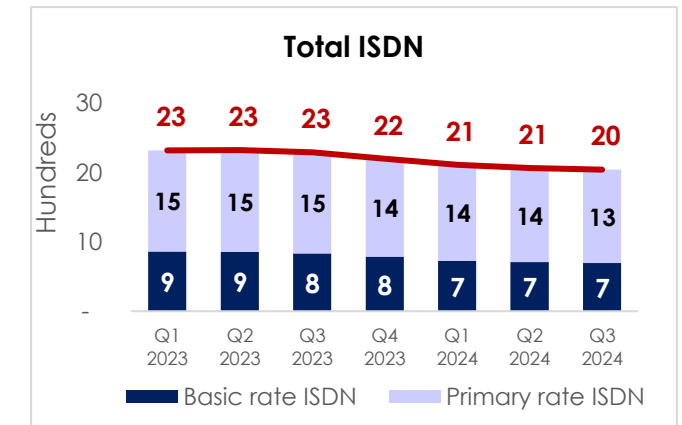
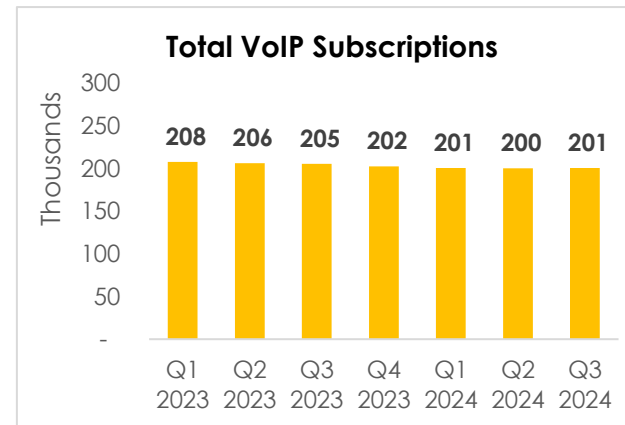
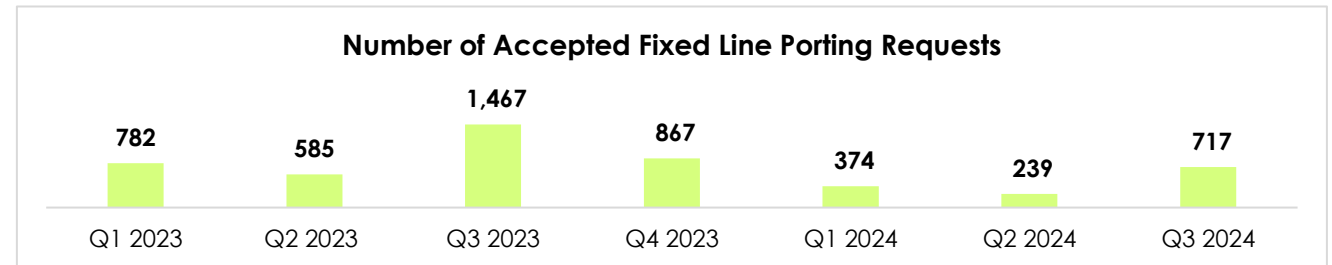
Fixed telephony services: Subscriptions (PSTN & Fixed wireless)*



No. of fixed telephony subscriptions
(Excluding ISDN)



End of Q3 2023		End of Q3 2024			
215,085		210,358			
13.7% Penetration rate		13.2% Penetration rate			
	2022	2023	Q1 2024	Q2 2024	Q3 2024
	217,077	212,204	210,358	209,822	210,358
% of Fixed Wired	94%	95%	95%	95%	95%
% of Fixed Wireless	6%	5%	5%	5%	5%



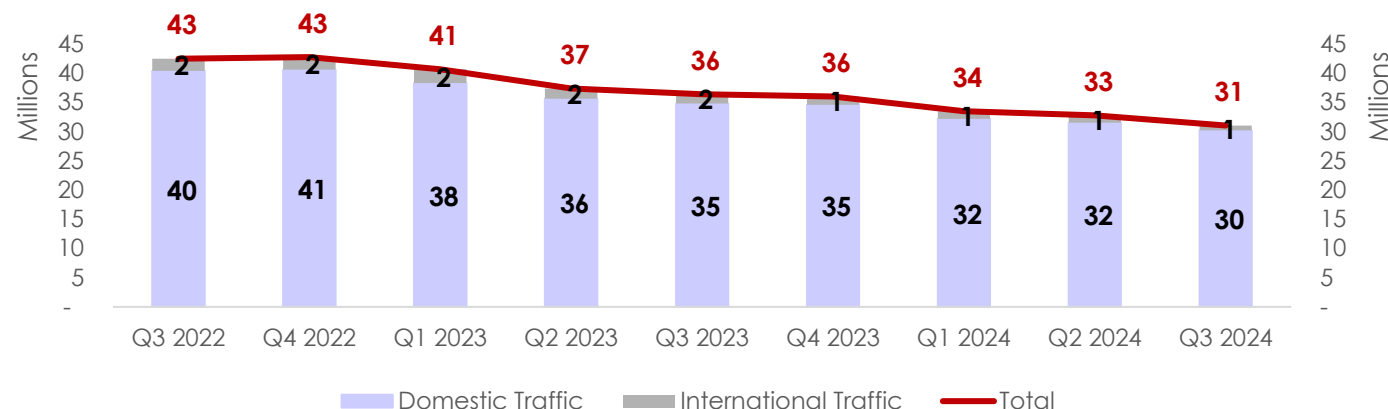
* Includes VoIP as of 2021 but excludes ISDN.

Fixed telephony services: Traffic (PSTN & Wireless - Minutes)*

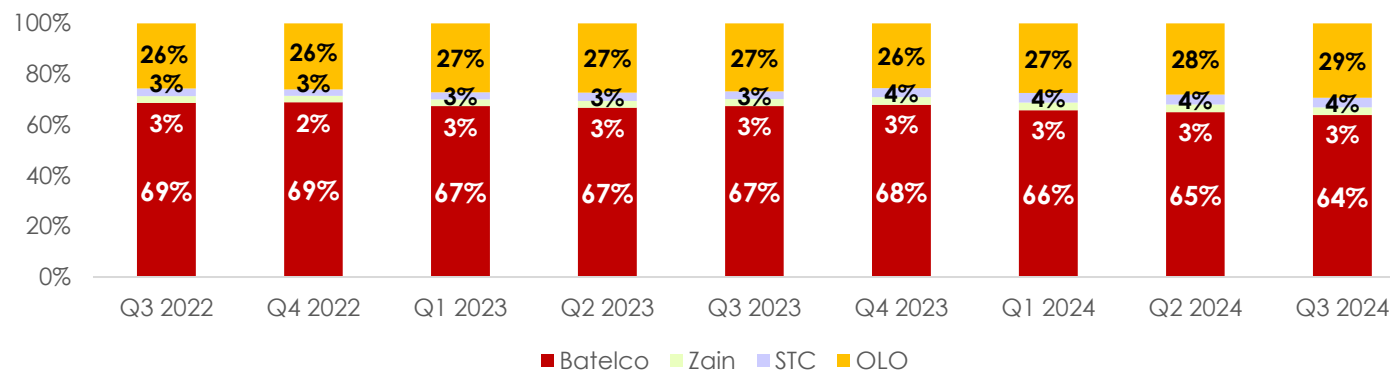


Total fixed domestic outgoing
traffic in minutes

Fixed line Domestic & International Outgoing traffic**



Fixed line Domestic traffic market share by operators



* Includes VoIP and ISDN traffic.

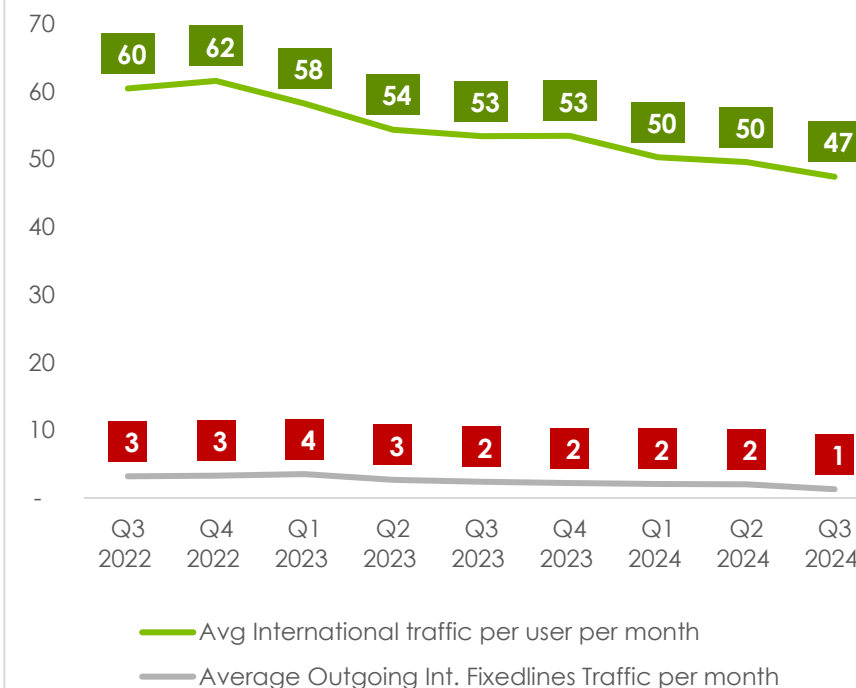
Q3 2023

36,396,634

Q3 2024

31,050,985

Monthly Average Outgoing Domestic & International Minutes Per Subscription



Broadband services: Subscriptions* (1/2)



No. of broadband subscriptions (End of Q3 2024)

2,605,180

164% Penetration rate

Q3 2023

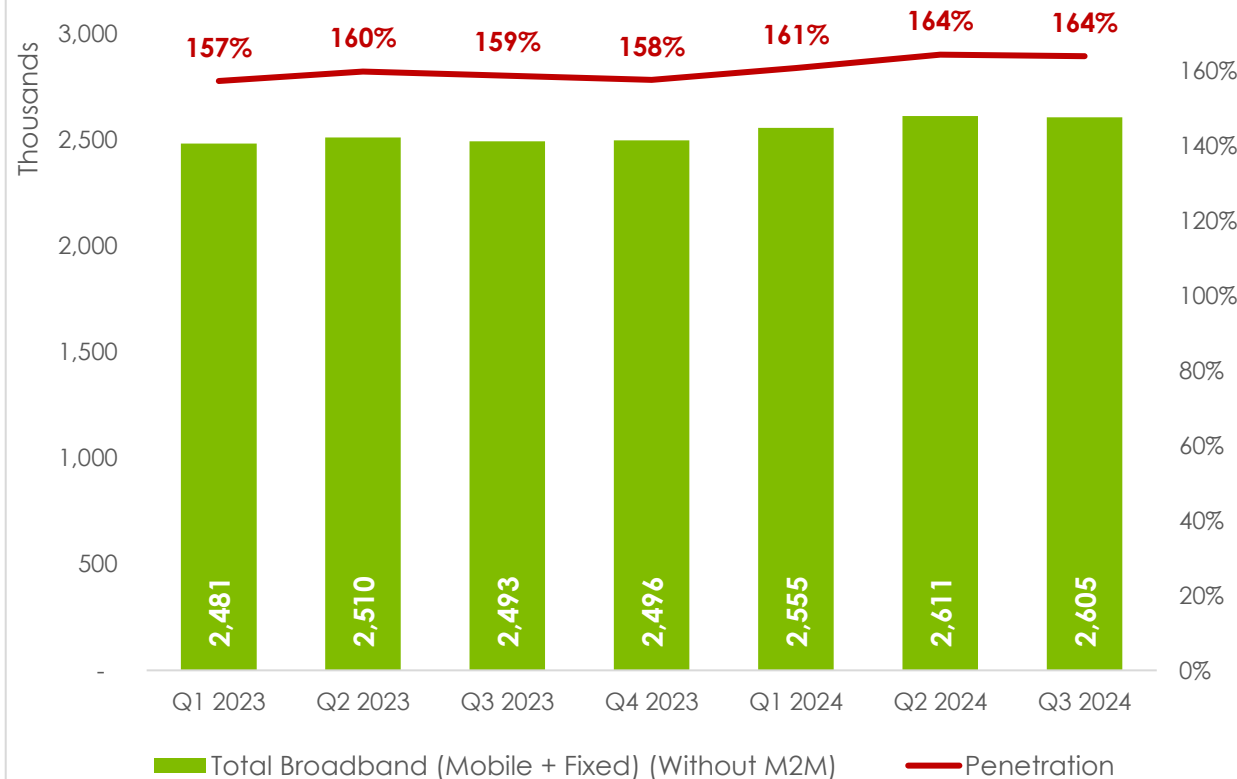
2,492,581

Q3 2024

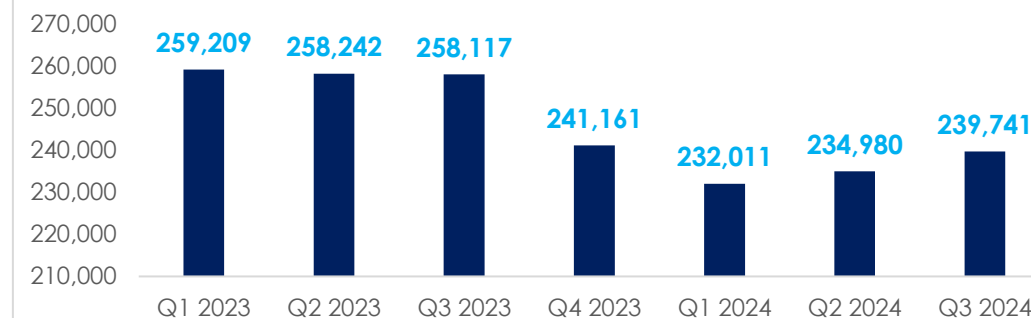
2,605,180

▲
5%

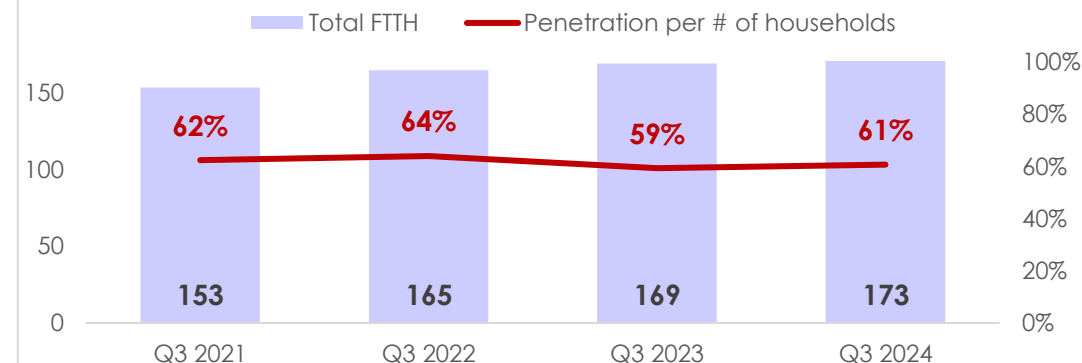
Broadband Subscriptions and Penetration**



Home Broadband Subscriptions (Including Wired & Wireless)***



Fiber subscriptions and household penetration***



* Doesn't include M2M.

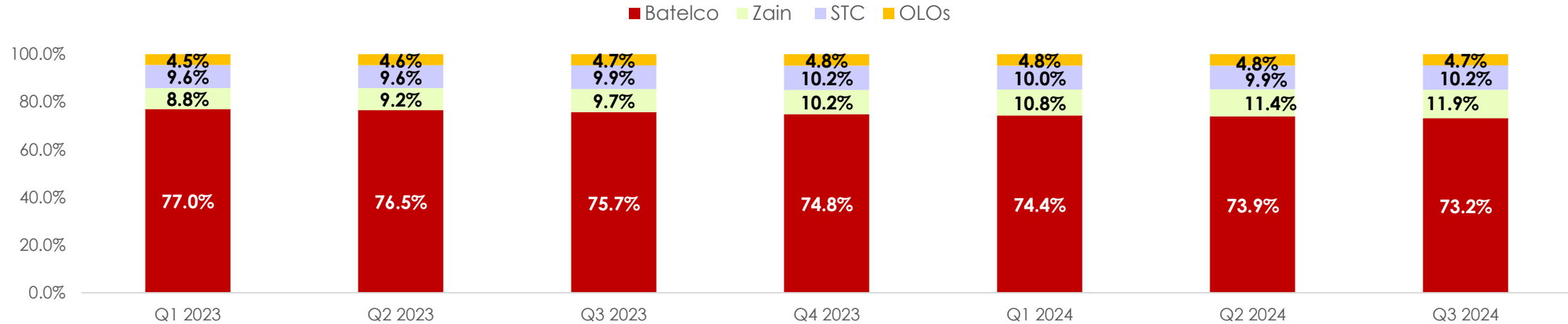
** Mobile broadband data is currently under review.

*** Includes residential Fiber, Fixed Terrestrial and Mobile Home BB. Drop in Home Broadband subscriptions is due to activation of voice service.

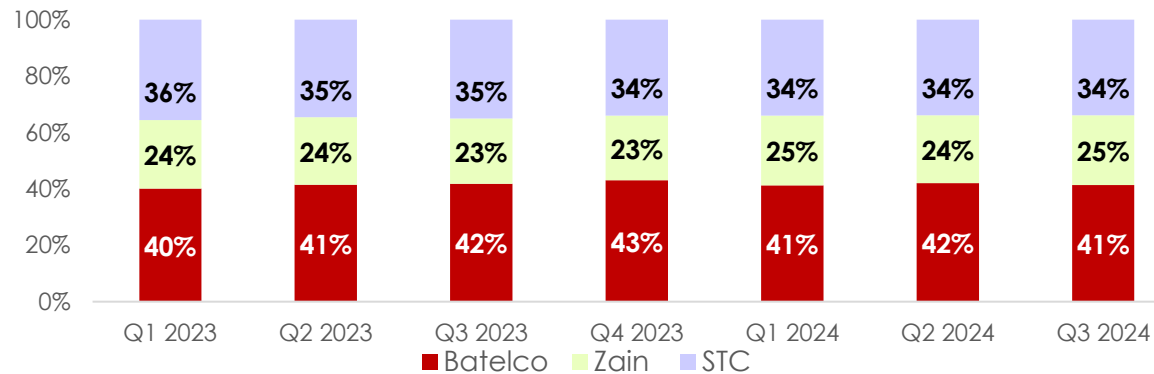
**** Number of households is based on the latest IGA data in 2024.

Broadband services: Subscriptions (2/2)

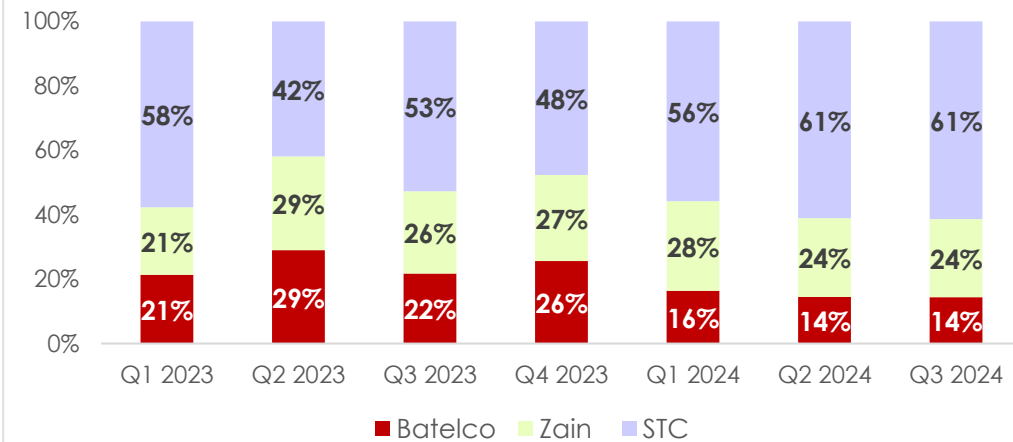
Fibre Broadband Subscriptions Market Share



Mobile Broadband Subscriptions Market Shares (Including Add-On, Pay-Per-Use & Standalone)



Mobile Standalone Broadband Market Share



Broadband services: Data Traffic 1 of 2



Total data traffic in Gigabyte

Q3 2023

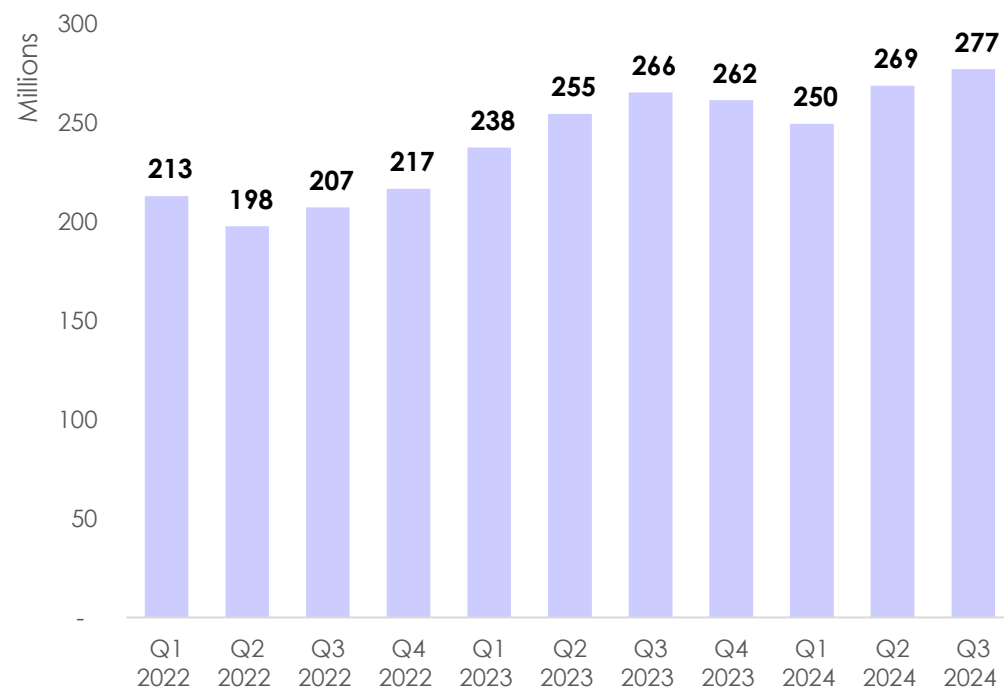
485,247,653

Q3 2024

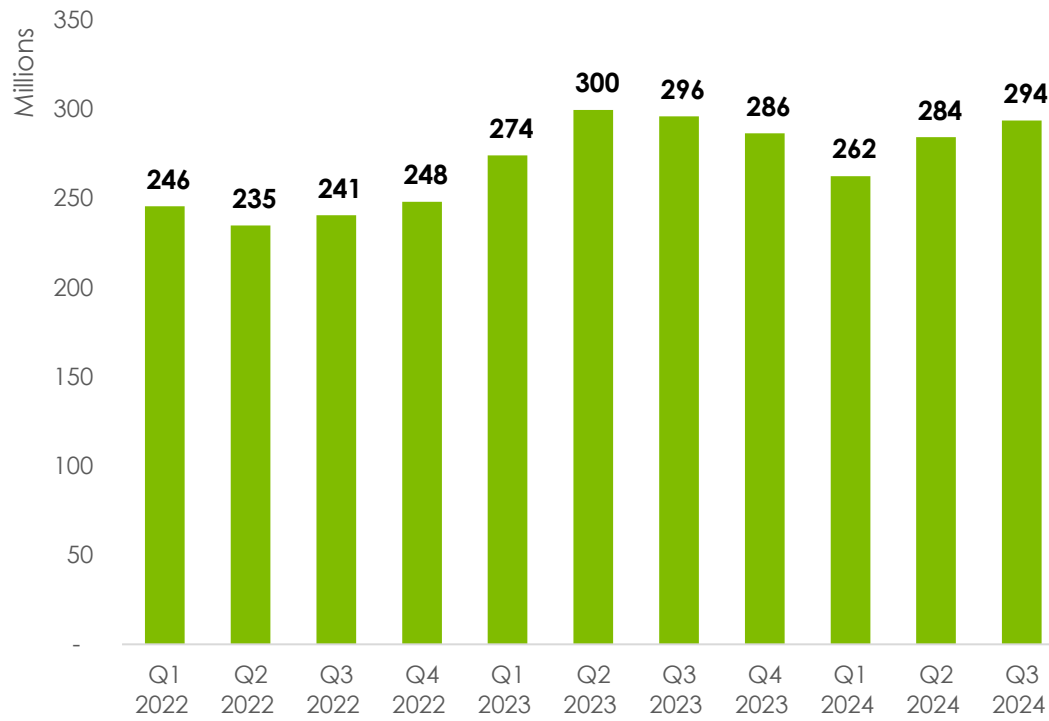
507,731,671

▲ 5%

Fibre Broadband Traffic



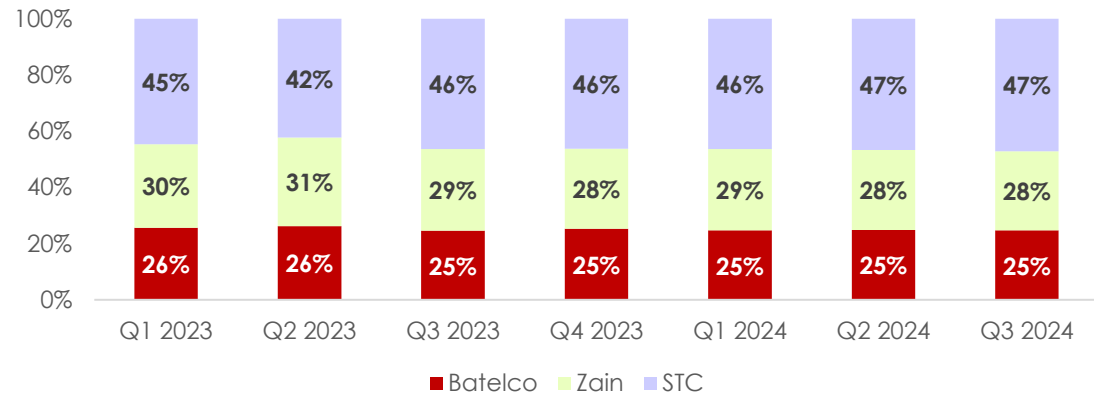
Home Broadband Traffic* (Including Wired & Wireless)



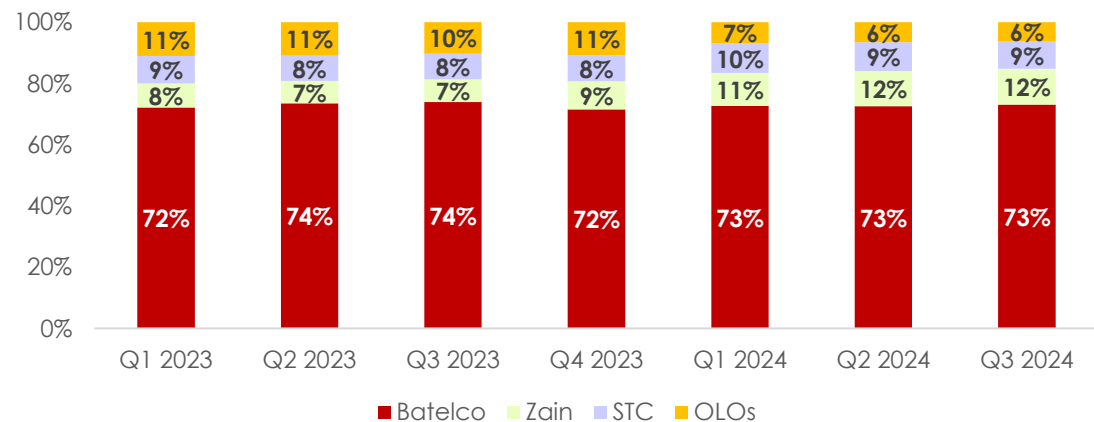
* Includes residential Fiber, Fixed Terrestrial and Mobile Home BB.

Broadband services: Data Traffic 2 of 2

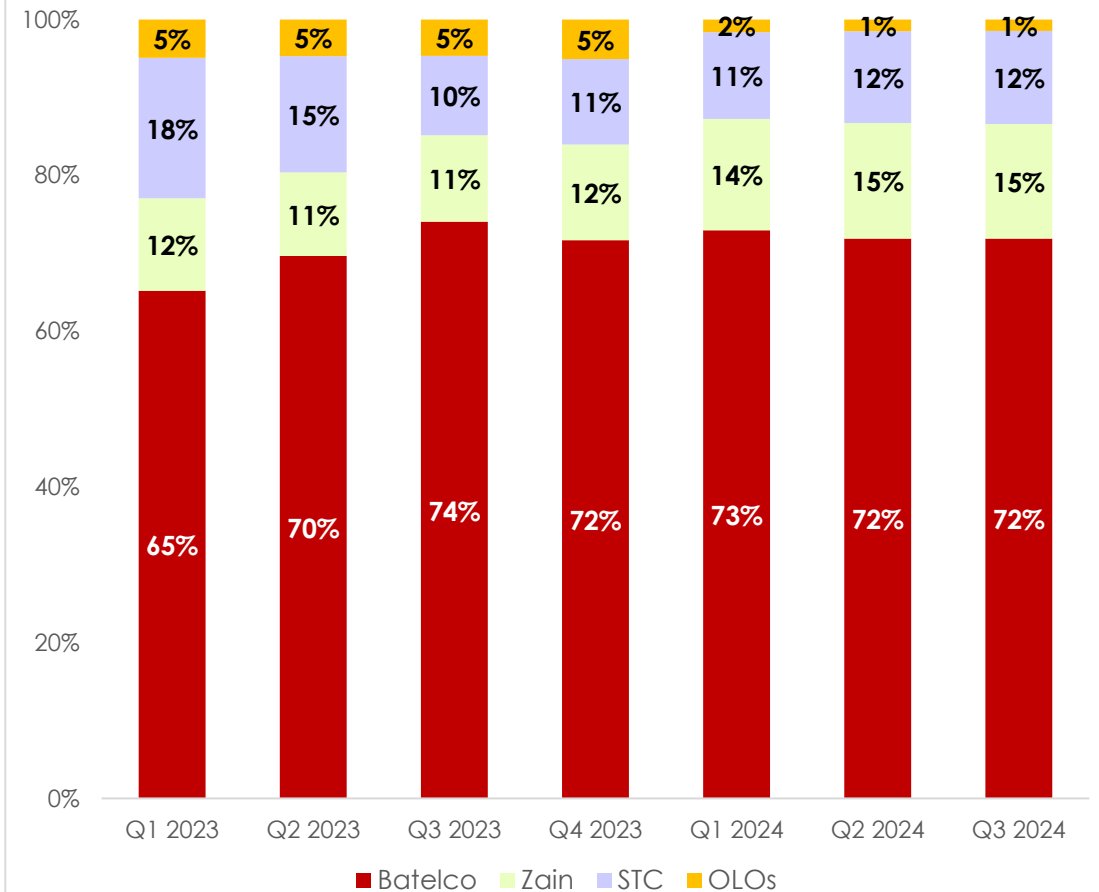
Mobile Broadband Traffic Market Share (Pay-per-use, Standalone & Add-on)



Fixed Broadband Traffic Market Share

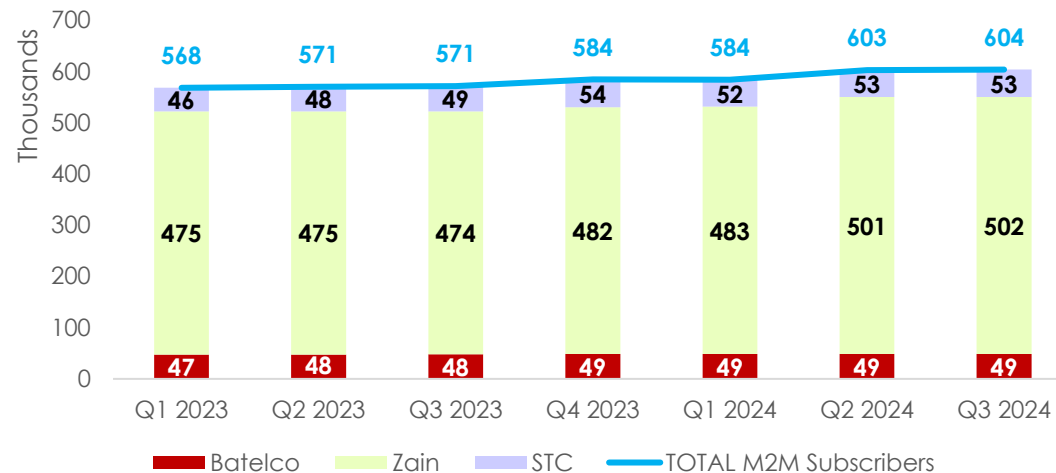


Home Broadband Market Share (including Fixed wired, Fixed Wireless, Mobile Home BB)

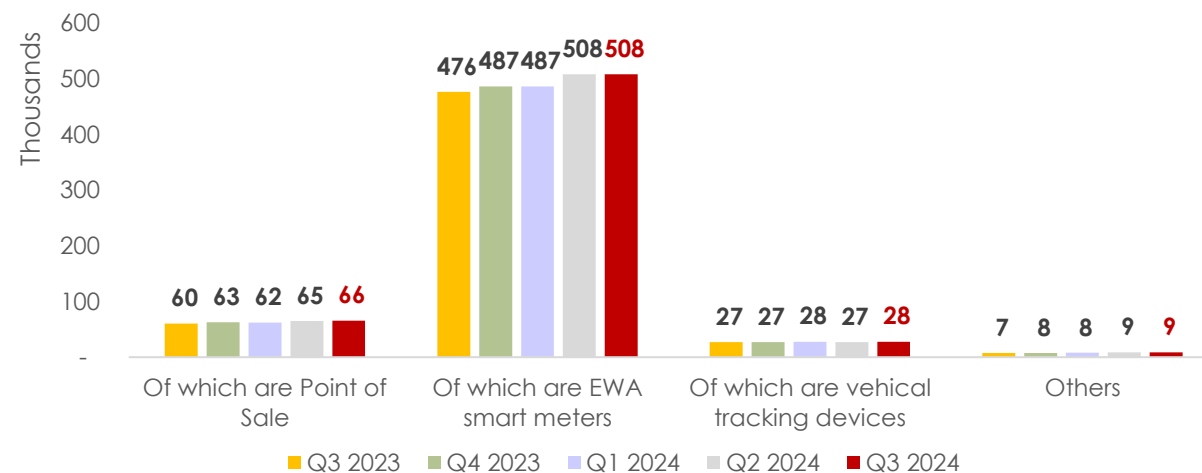


M2M Subscribers & Traffic

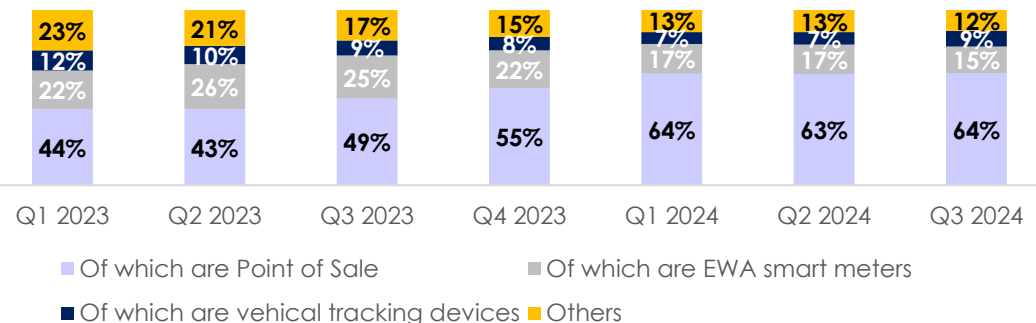
M2M Subscribers (Thousands)



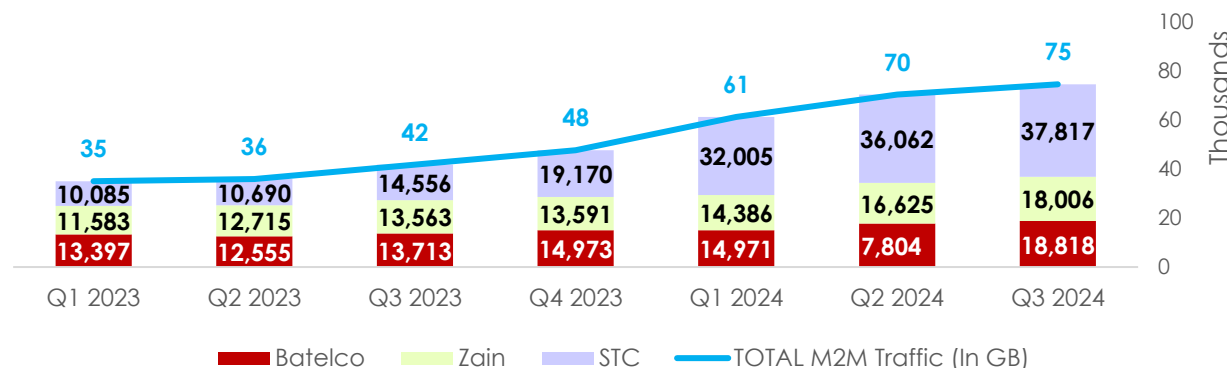
M2M Subscribers by type



M2M Traffic by type (GB)



M2M Traffic (in GB)



Definitions

Fixed-telephone subscriptions

Fixed-telephone subscriptions refers to the sum of all active

- i) analogue fixed-telephone lines,
- ii) voice-over-IP (VoIP) subscriptions,
- iii) fixed wireless local loop (WLL) subscriptions,
- iv) ISDN voice-channel equivalents,
- v) fixed public payphones and vi) satellite-based subscriptions

provided to fixed locations that allow for a voice communication. This indicator was previously called Main telephone lines in operation.

*Active lines are those that have registered an activity in the past three months.

Prepaid mobile-cellular telephone subscriptions

Prepaid mobile-cellular telephone subscriptions (ITU code i271p) refers to the total number of mobile-cellular telephone subscriptions that use prepaid refills. These are subscriptions where, instead of paying an ongoing monthly fee, users purchase blocks of usage time. Only active subscriptions should be included (those used at least once in the last three months for making or receiving a call or carrying out a non-voice activity such as sending or reading an SMS or accessing the Internet).

Postpaid mobile-cellular telephone subscriptions

Postpaid mobile-cellular telephone subscriptions Refers to the total number of mobile-cellular subscriptions where subscribers are billed after their use of mobile services, at the end of each month. The postpaid service is provided on the basis of a prior arrangement with a mobile cellular operator. Typically, the subscriber's contract specifies a limit or allowance of minutes, text messages, etc. The subscriber will be billed at a flat rate for any usage equal to or less than that allowance. Any usage above that limit incurs extra charges. Theoretically, a subscriber in this situation has no limit on use of mobile services and, as a consequence, unlimited credit.

Active mobile-broadband subscriptions

Active mobile-broadband subscriptions refers to the sum of active handset-based and computer-based (USB/dongles) mobile-broadband subscriptions that allow access to the Internet. It covers actual subscribers, not potential subscribers, even though the latter may have broadband-enabled handsets. Subscriptions must include a recurring subscription fee or if in the prepayment modality, pass a usage requirement – users must have accessed the Internet in the last three months.

Clarification: For mobile data subscription to be considered broadband, the operator must advertise a connection that will be capable of using at least a 3G/UMTS network, so that a nominal downloading speed of 256 kbit/s is at a minimum expected. Hence, subscriptions that are only to use GPRS and EDGE technologies are to be excluded. A contract (post pay) subscription pays a recurrent bill with a predetermined frequency. It should be counted as an active mobile broadband subscription no matter the effective data consumption realized by the user. A prepayment or a pay-as-you-go subscription needs to pass the activity criterion to be considered as 'active': a billable Internet connection must have occurred in the last three months. Note that for a mobile subscription to be considered broadband it must allow access to the public open Internet, hence, any subscription that limits access only to walled garden or services provided in exclusivity by the mobile operator, are not counted as access to the open Internet, and hence, are not 'broadband'. Several cases are defined below. (See Table 4 in ITU document)

Thank You

Annex A

Mobile subscriptions – raw data

Prepaid <u>residential</u> subscribers						Prepaid non- <u>residential</u> subscribers*				
	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024
Batelco	609,640	630,755	610,892	648,126	627,135	N/A	N/A	N/A	N/A	N/A
Zain	430,924	463,812	497,767	494,880	504,525	N/A	N/A	N/A	N/A	N/A
STC	471,936	467,399	450,349	455,991	435,685	N/A	1	3	N/A	4
Total	1,512,500	1,561,966	1,559,008	1,598,997	1,567,345	0	1	3	0	4
Postpaid <u>residential</u> subscribers						Postpaid non- <u>residential</u> subscribers				
	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024
Batelco	262,205	267,218	292,698	299,533	300,463	39,561	40,252	40,597	41,146	41,264
Zain	126,083	139,471	149,593	163,369	167,775	27,784	28,240	29,900	25,573	26,615
STC	333,155	349,165	347,210	344,453	343,249	27,462	29,402	30,719	31,723	33,625
Total	721,443	755,854	789,501	807,355	811,487	94,807	97,894	101,216	98,442	101,504

*An operator amended their reporting of prepaid non-residential subscribers starting Q3 2023.

Fixed line subscriptions – raw data

Fixed line subscriptions – PSTN & VoIP (residential)

	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024
Batelco	125,047	122,374	121,662	120,859	120,228
Zain	15,673	16,467	17,235	18,072	18,930
STC	7,850	7,298	7,105	7,000	6,951

Fixed line subscriptions – PSTN & VoIP (non-residential)

Batelco	52,065	51,369	49,347	48,695	48,767
Zain	1,825	1,944	2,177	2,359	2,648
STC	2,909	3,036	3,116	3,121	3,118
OLOs*	9,716	9,716	9,716	9,716	9,716
Total**	215,085	212,204	210,358	209,822	210,358

* Includes residential & non-residential

** Excluding ISDN.

	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024
Basic-rate ISDN	833	788	726	707	696
Primary-rate ISDN	1,455	1,408	1,382	1,356	1,344
Total	2,288	2,196	2,108	2,063	2,040

Fiber Broadband subscriptions – raw data

Fiber Broadband subscriptions – (residential)

	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024
Batelco	126,908	126,394	125,958	125,740	125,853
Zain	14,901	15,711	16,502	17,362	18,243
STC	14,162*	14,466*	13,976	13,649	13,237
OLOs	5,629	5,855	5,855	5,855	5,855
Total	161,600	162,426	162,291	162,606	163,188

Fiber Broadband subscriptions – (non-residential)

	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024
Batelco	1,341	1,214	1,165	1,085	1,045
Zain	1,596	1,723	1,963	2,148	2,437
STC	2,297	2,487	2,790	3,007	4,052
OLOs	2,297	2,326	2,326	2,326	2,326
Total	7,531	7,750	8,224	8,566	9,860
GRAND TOTAL	169,131	170,176	170,515	171,172	173,048

*STC figures amended for Q3-Q4 2023.

Total Mobile Broadband subscriptions* – raw data

Mobile Broadband subscriptions – (Prepaid)

	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024
Batelco	609,640	630,755	610,892	648,126	627,135
Zain	349,554	344,437	368,943	361,249	367,675
STC	364,645	368,735	359,752	371,892	363,945

Mobile Broadband subscriptions – (Postpaid)

	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024
Batelco	358,302	366,998	369,968	372,920	374,941
Zain	187,256	185,787	218,848	224,873	231,247
STC	437,174	420,459***	447,451	452,385	458,734
Total**	2,314,646	2,317,171	2,375,854	2,431,445	2,423,677

* Excluding M2M

** Increase in BTC prepaid Mobile BB is due to BTC revising definition to reflect subscriptions that had access to Internet in the last 90 days rather than 30 days previously (i.e. ITU definition).

*** STC Postpaid data amended from Q2 – Q4 2023.