

QUARTERLY MARKET UPDATE

July to September 2023



Quarterly Market Update – Q3 2023

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© December 2023

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TATT: 2/10/1/3

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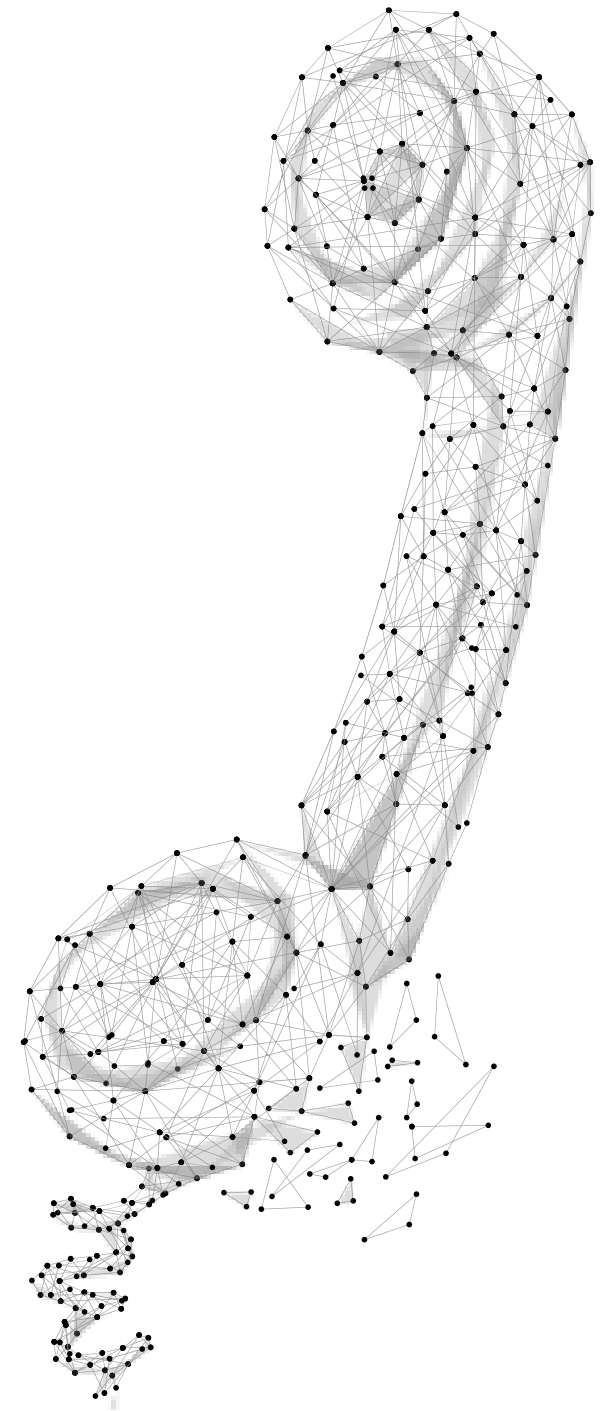
Notes

- 1. The number of subscriptions and revenue for the Fixed Internet and Subscription TV markets have been amended for 2023 based on revisions submitted by concessionaires.**
- 2. The Free to Air TV market has been separated into the Free to Air TV market and Broadcasting Services via Cable market.**
- 3. Penetration rates have been calculated using the following population figures:**
 - a) 1,365,805 (2022 Mid-year population estimate, Central Statistical Office)**
 - b) Number of households - 401,382 (Trinidad and Tobago 2011 Population and Housing Census Demographic Report, Central Statistical Office)**

Fixed Voice

12/14/2023

TATT: 2/10/1/3



Fixed Voice Subscriptions



TOTAL NUMBER OF SUBSCRIPTIONS

314,000



Y-o-Y PERCENT CHANGE

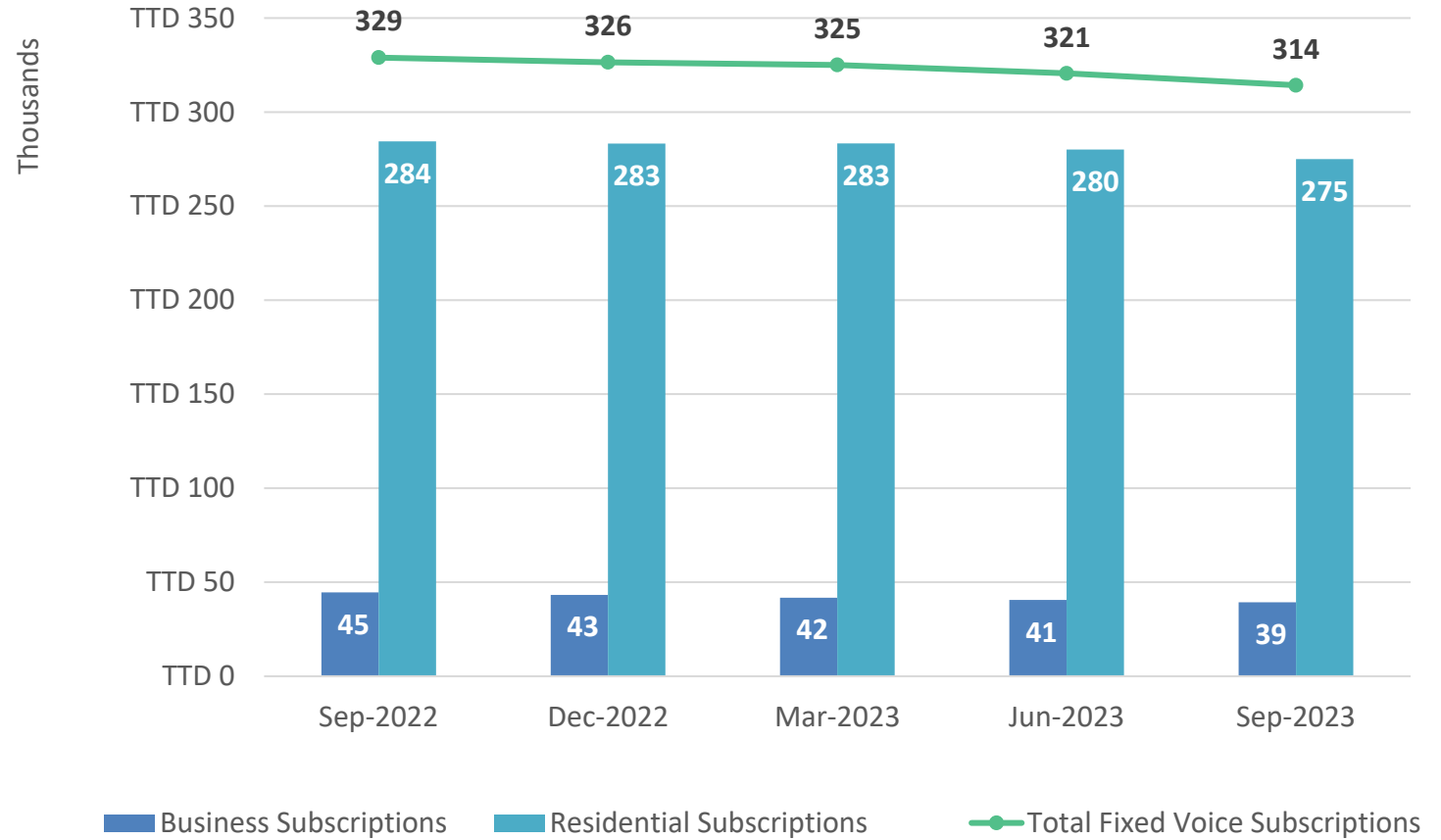
-4.6%



Q-o-Q PERCENT CHANGE

-2.2%

Number of Fixed Line Subscriptions
Q3 2022 to Q3 2023



Fixed Voice Penetration



**FIXED VOICE
PENETRATION PER
100 INHABITANTS**

23.0



**Y-o-Y
PERCENT
CHANGE**

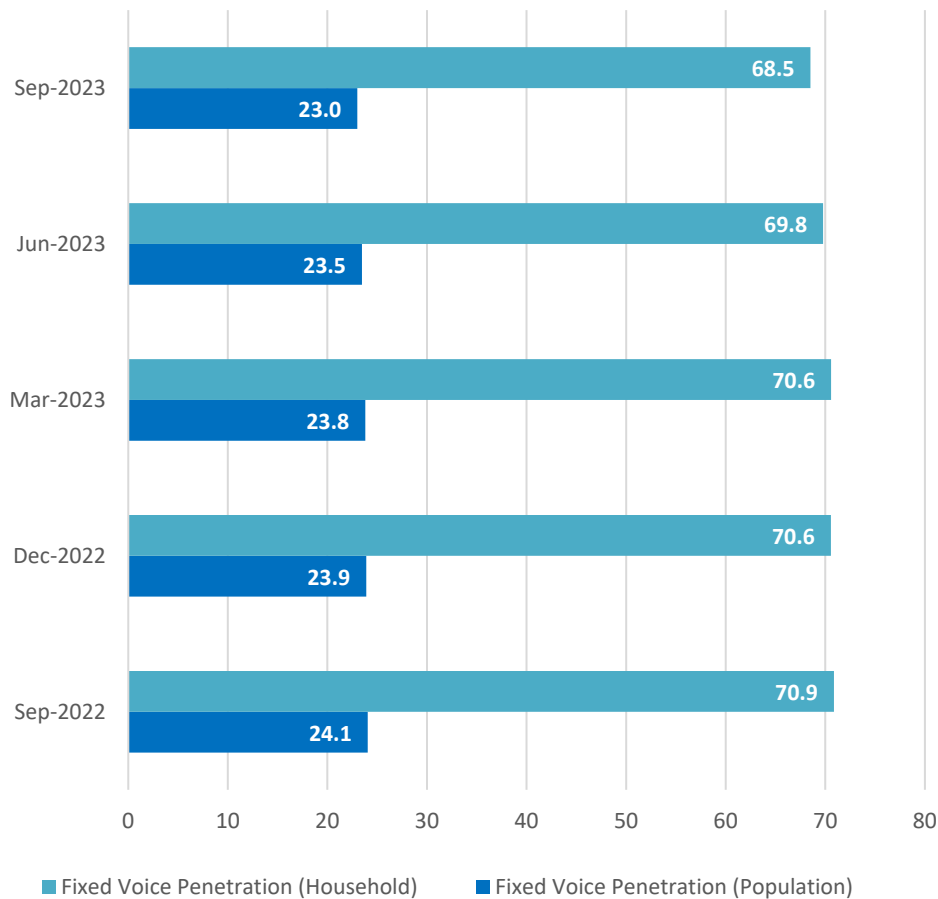
-2.1%



**Q-o-Q
PERCENT
CHANGE**

-4.7%

Penetration Rate of Fixed Line Subscriptions
from Q3 2022 to Q3 2023



**FIXED LINE
PENETRATION PER
100 HOUSEHOLDS**

68.5



**Y-o-Y
PERCENT
CHANGE**

-3.4%



**Q-o-Q
PERCENT
CHANGE**

-1.7%

Fixed Voice Revenues



**GROSS
REVENUES**

\$78.2m



**Y-o-Y
PERCENT
CHANGE**

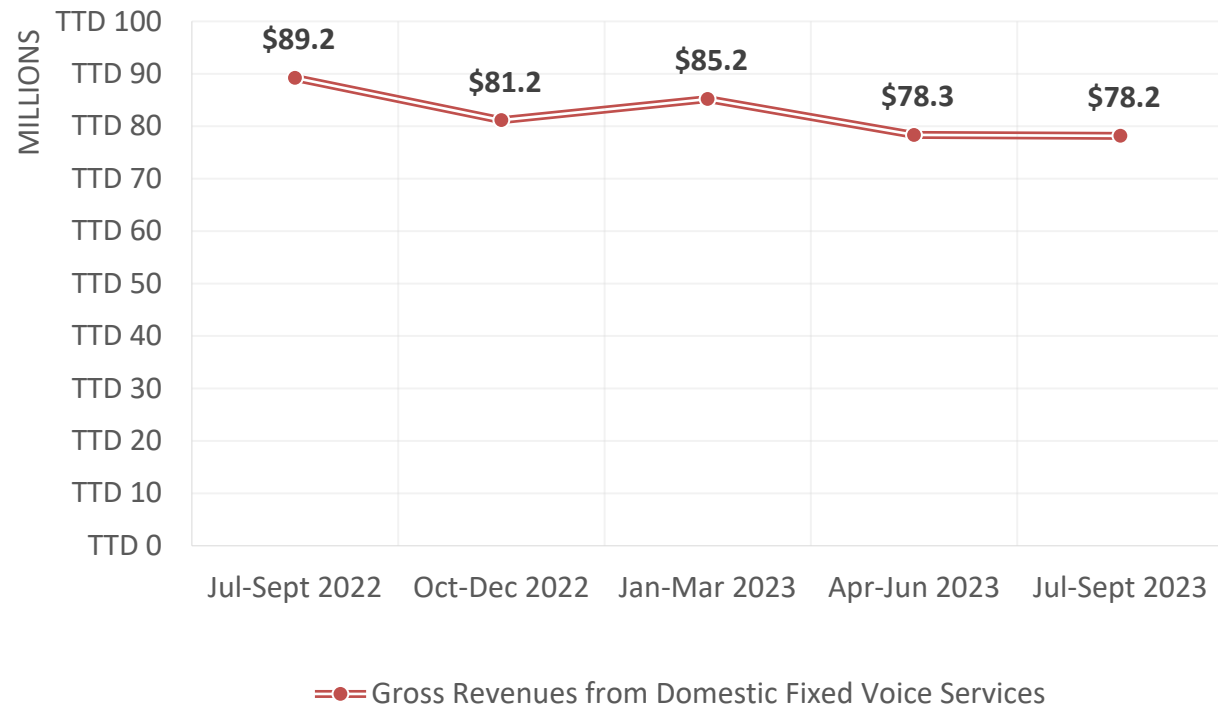
-12.3%



**Q-o-Q
PERCENT
CHANGE**

-0.1%

**GROSS REVENUES FROM DOMESTIC FIXED VOICE SERVICES
FROM Q3 2022 TO Q3 2023**



Fixed Voice HHI



HHI

3,286



Y-o-Y
PERCENT
CHANGE

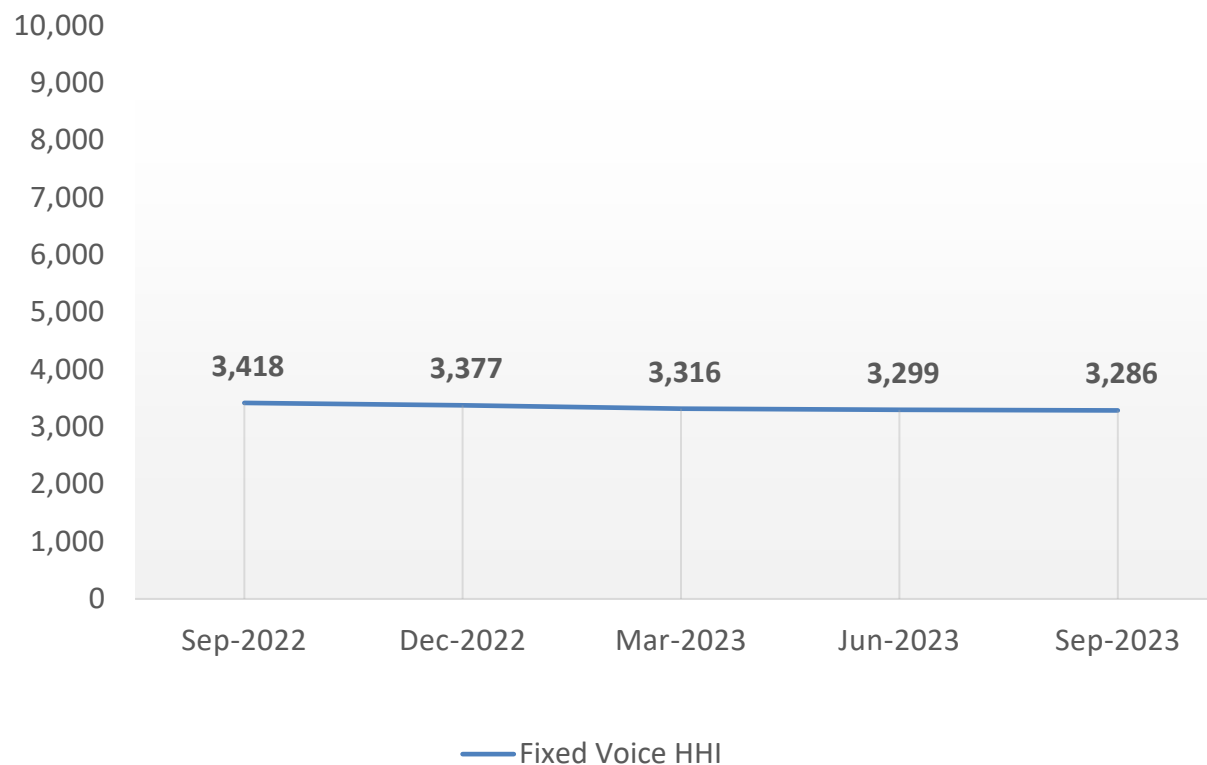
-3.9%



Q-o-Q
PERCENT
CHANGE

-0.4%

HHI for Domestic Fixed Line
from Q3 2022 to Q3 2023



Fixed Voice Average Revenue Per User



ARPU
\$247

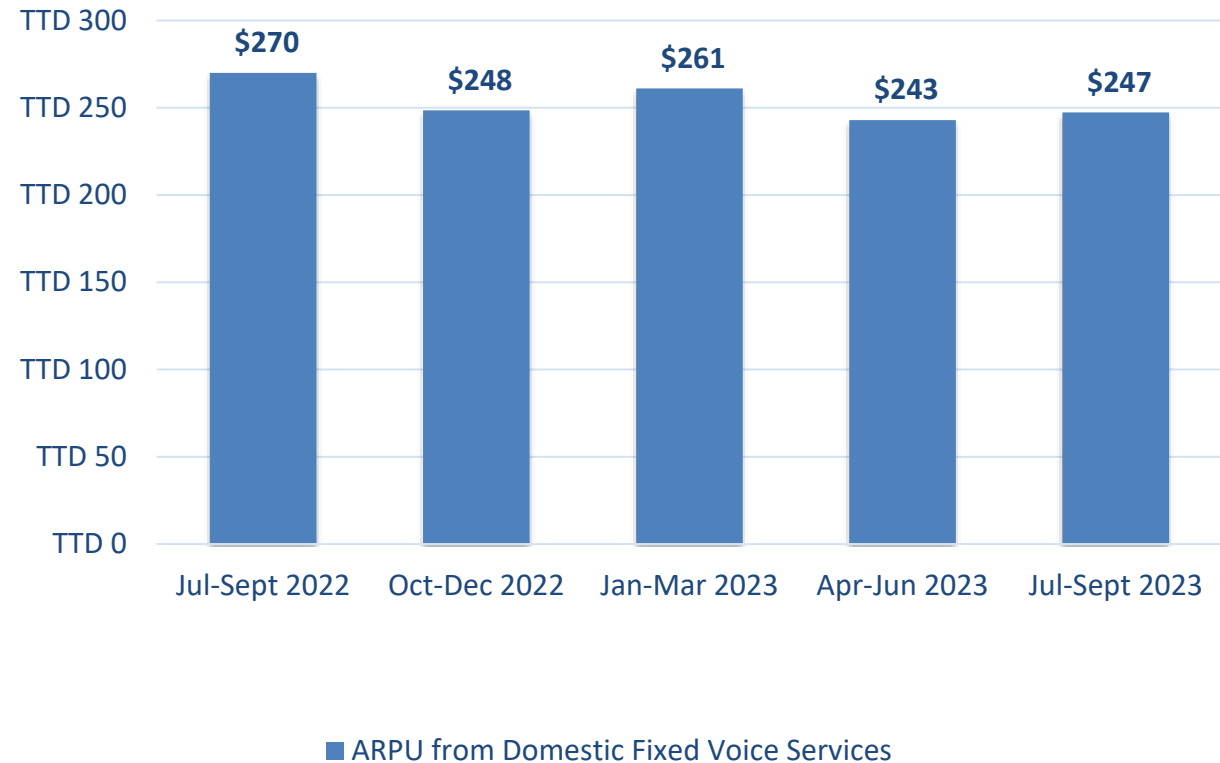


Y-o-Y
PERCENT
CHANGE
-8.5%



Q-o-Q
PERCENT
CHANGE
1.7%

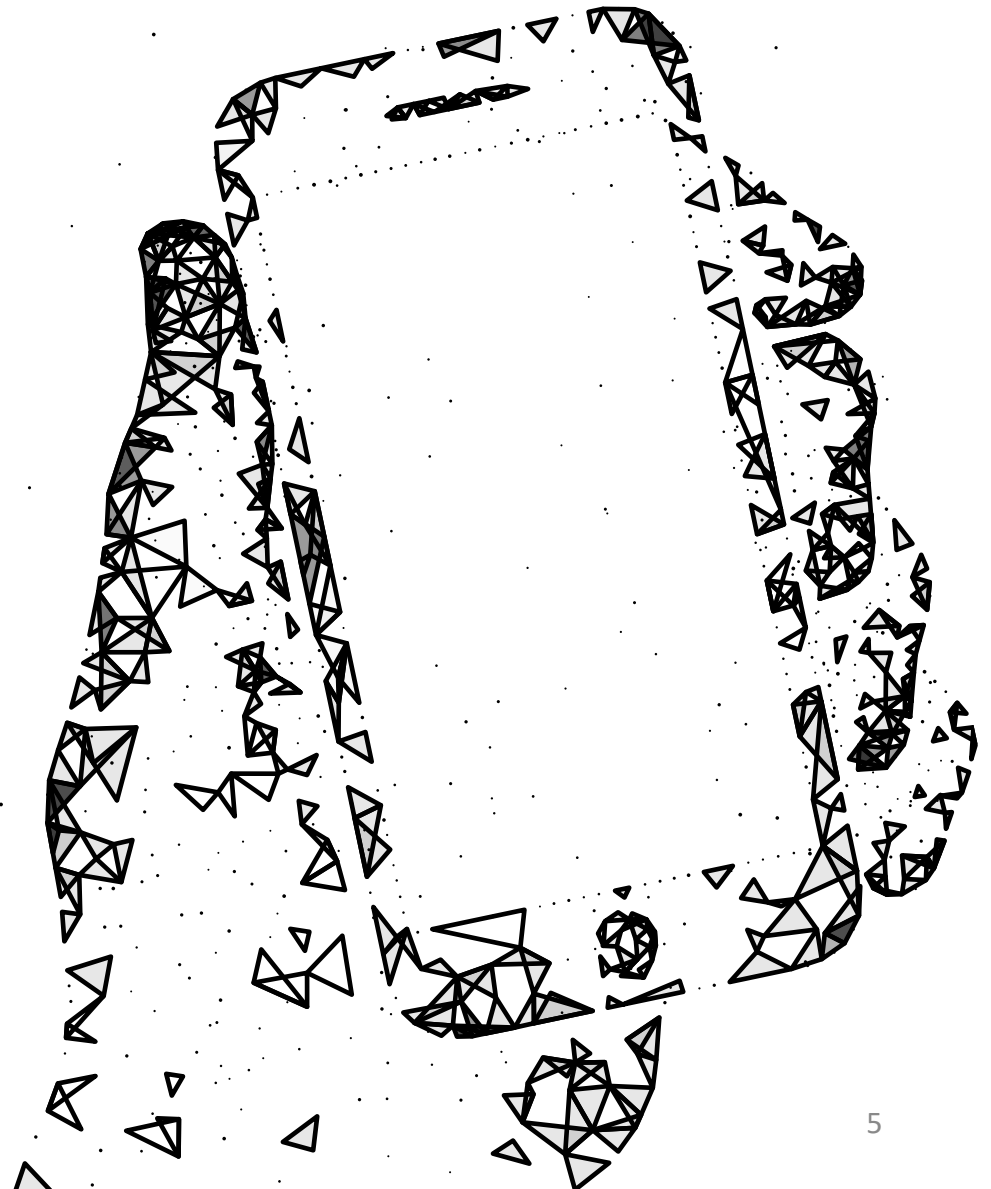
ARPU from Domestic Fixed Voice Services
from Q3 2022 to Q3 2023



Mobile Voice

12/14/2023

TATT: 2/10/1/3



Mobile Voice Subscriptions



TOTAL NUMBER OF SUBSCRIPTIONS

2,023,000



Y-o-Y
PERCENT
CHANGE

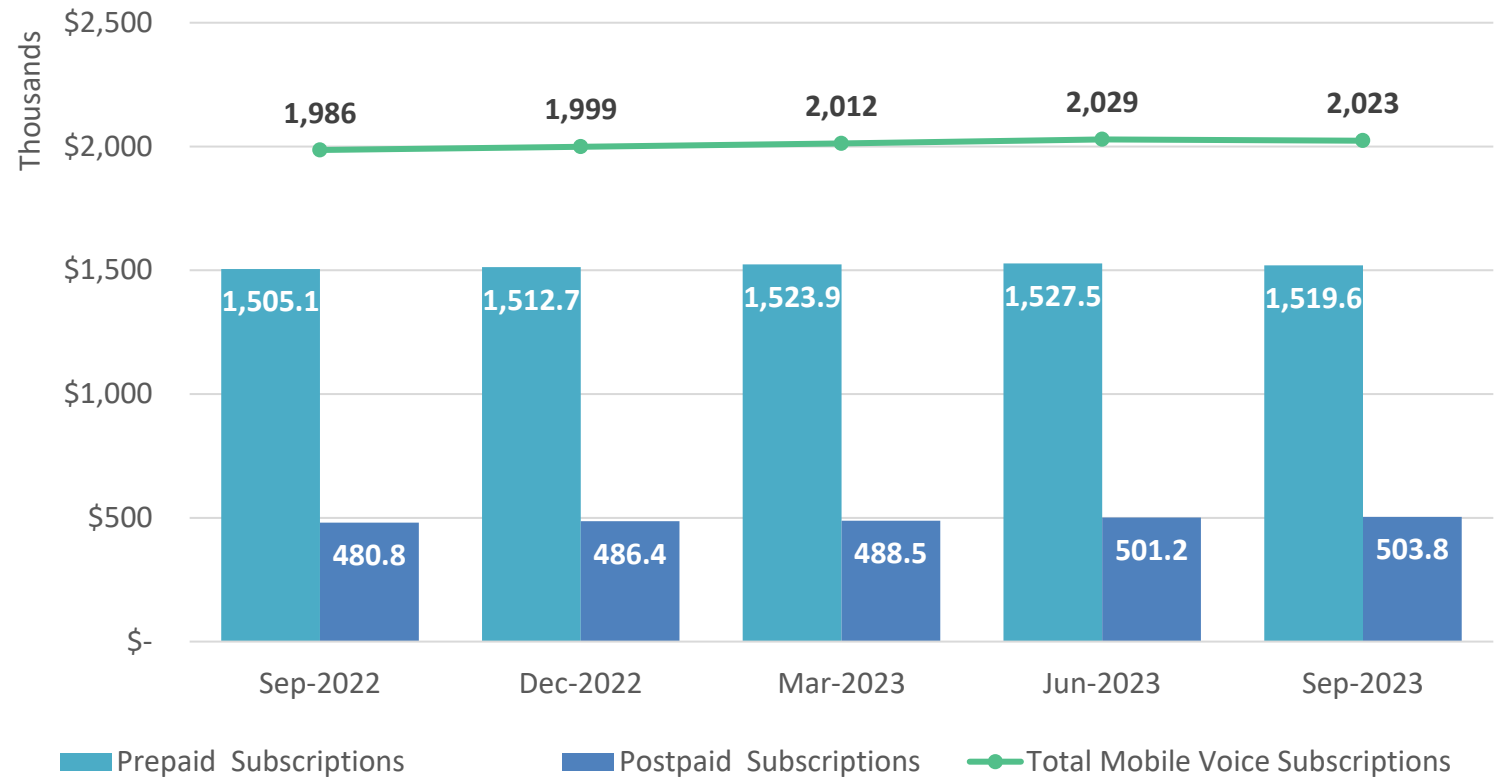
1.9%



Q-o-Q
PERCENT
CHANGE

0.3%

Number of Mobile Voice Subscriptions
from Q3 2022 to Q3 2023



Mobile Voice Penetration



**MOBILE VOICE
PENETRATION
PER 100
INHABITANTS**

148



**Y-o-Y
PERCENT
CHANGE**

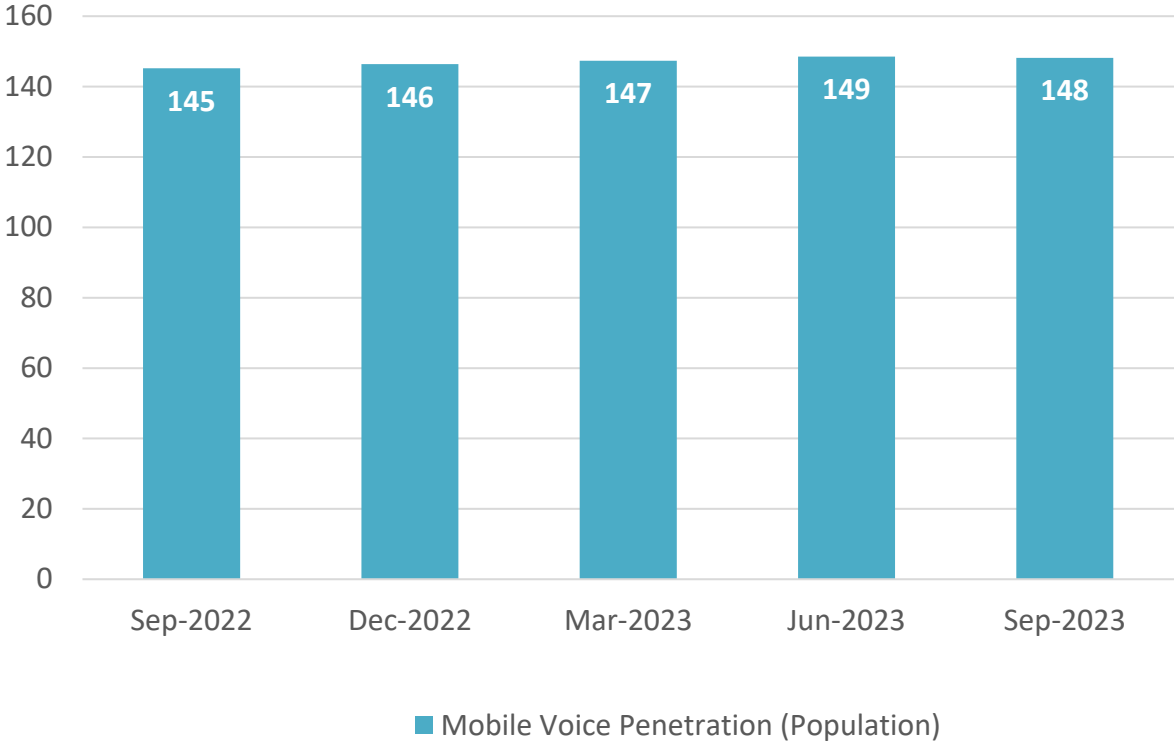
2.1%



**Q-o-Q
PERCENT
CHANGE**

0.7%

Penetration of Mobile Voice Subscriptions
from Q3 2022 to Q3 2023



Mobile Services Revenues



GROSS REVENUES

\$ 507.5m



Y-o-Y PERCENT CHANGE

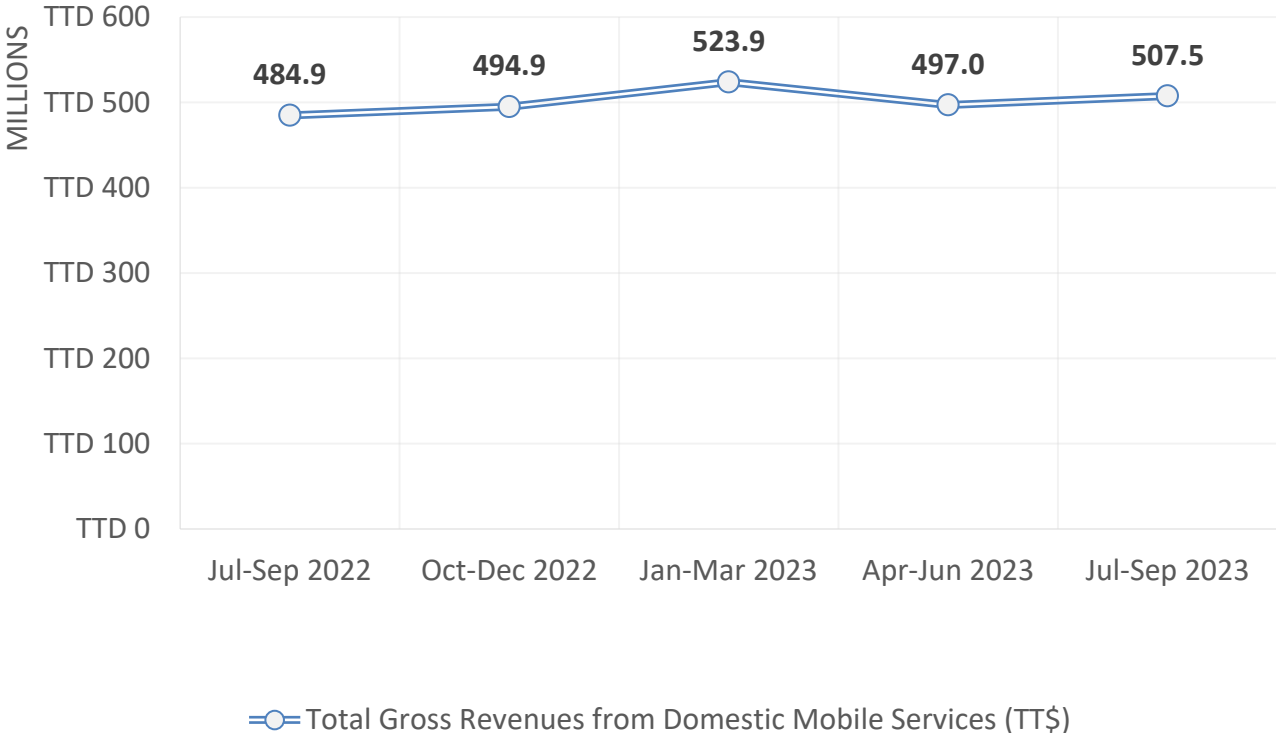
4.7%



Q-o-Q PERCENT CHANGE

2.1%

**TOTAL GROSS REVENUES FROM DOMESTIC MOBILE SERVICES (TT\$)
FROM Q3 2022 TO Q3 2023**



Includes revenues from Mobile voice and Internet services.

Mobile Voice HHI



HHI

5,194



Y-o-Y
PERCENT
CHANGE

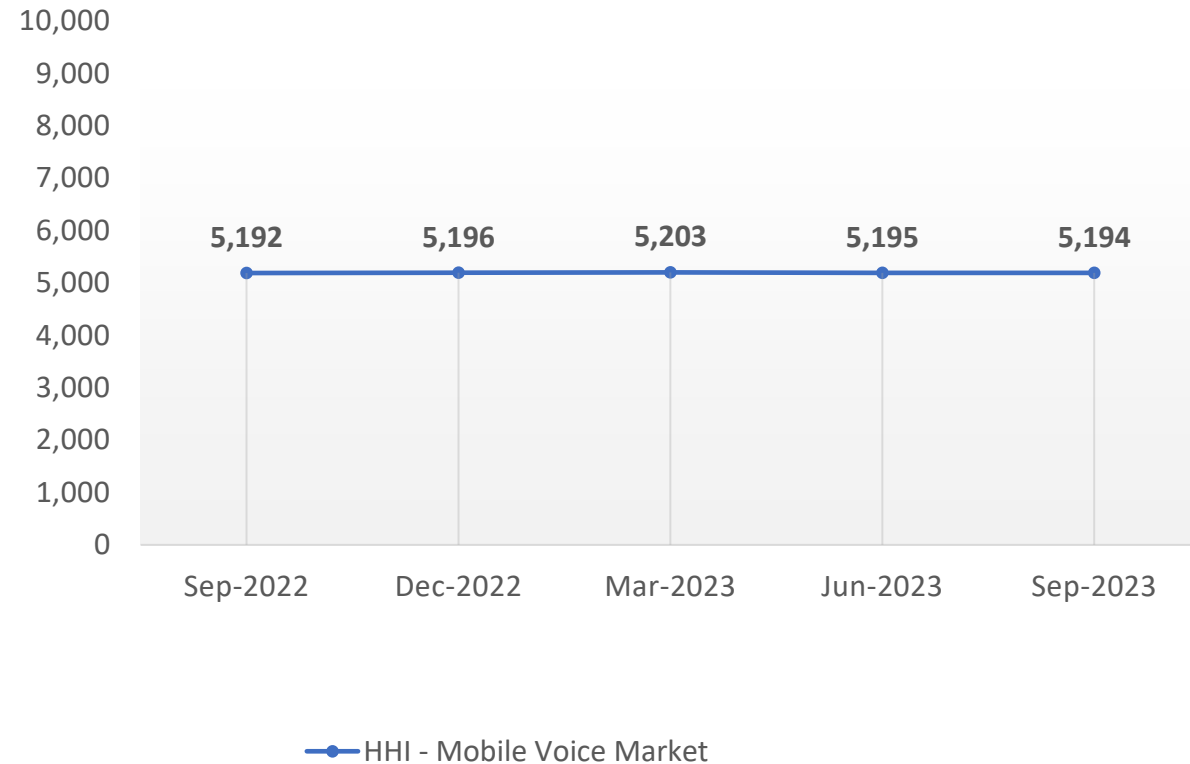
0.04%



Q-o-Q
PERCENT
CHANGE

-0.02%

HHI for Domestic Mobile Services
from Q3 2022 to Q3 2023



Average Revenue Per User

Mobile Services



ARPU
\$250



Y-o-Y
PERCENT
CHANGE

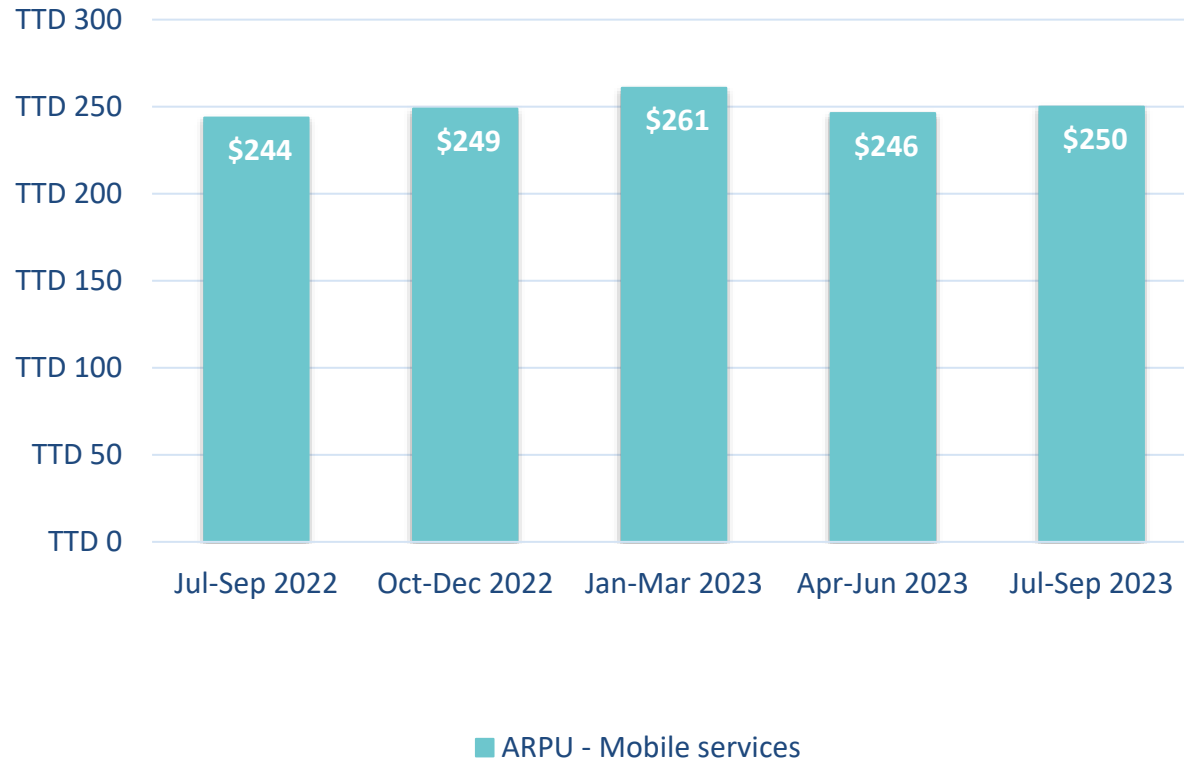
2.5%



Q-o-Q
PERCENT
CHANGE

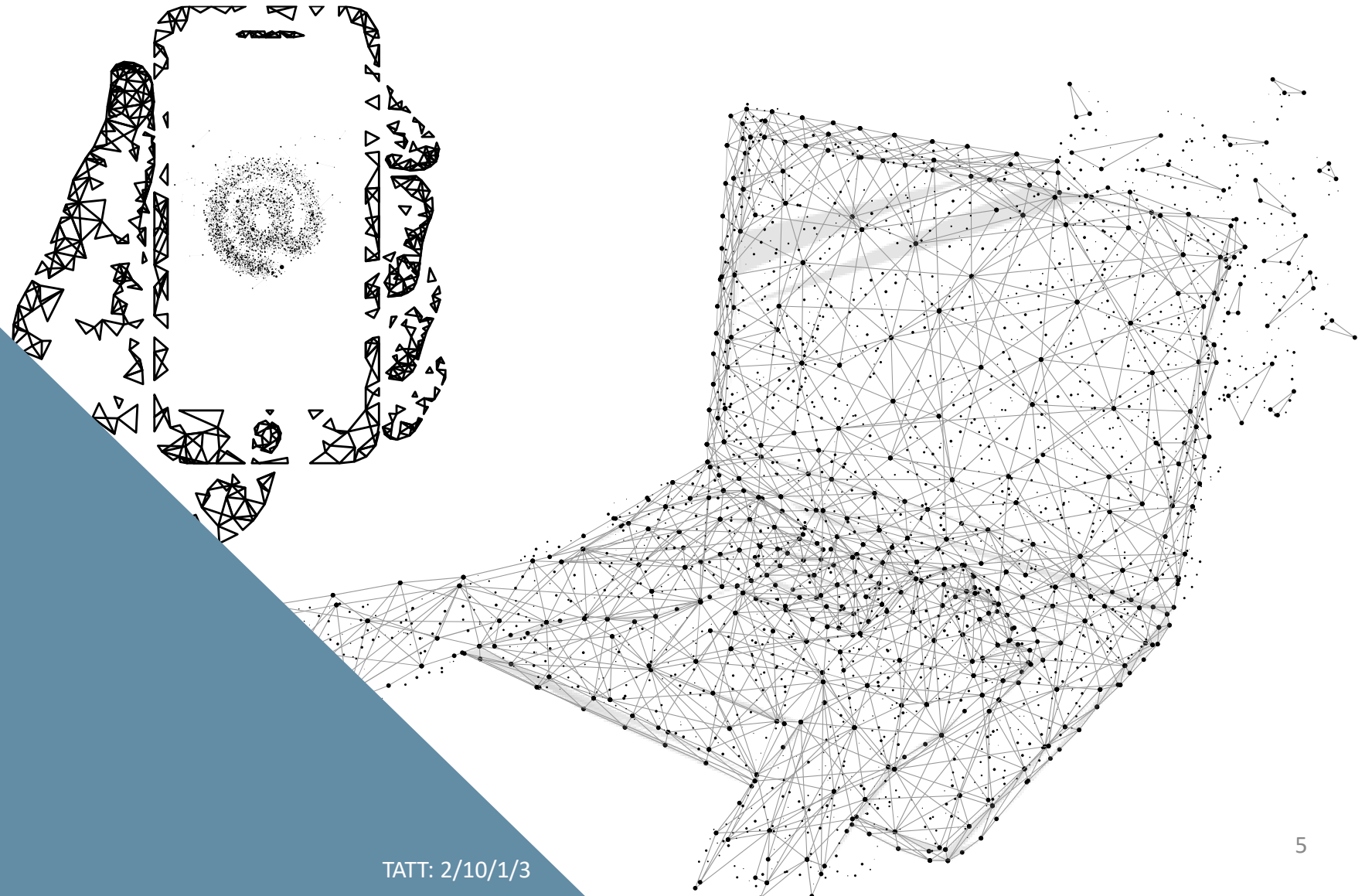
1.6%

ARPU for Domestic Mobile Services
from Q3 2022 to Q3 2023



Includes revenues from Mobile voice and Internet services.

Internet



Fixed Broadband Subscriptions



TOTAL NUMBER OF SUBSCRIPTIONS

399,500



Y-o-Y PERCENT CHANGE

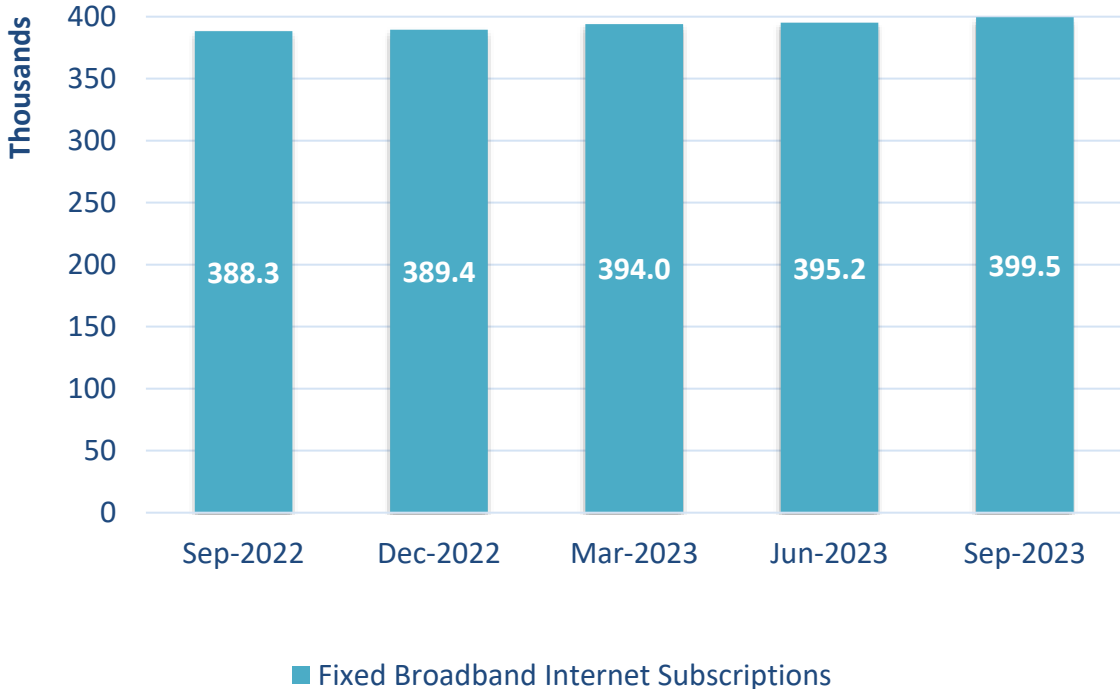
2.9%



Q-o-Q PERCENT CHANGE

1.1%

Number of Fixed Broadband Internet Subscriptions from Q3 2022 to Q3 2023



* Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q3 2022 – Q3 2023: Greendot Limited

Fixed Internet Penetration



**FIXED INTERNET
PENETRATION
PER 100
INHABITANTS**

29



**Y-o-Y
PERCENT
CHANGE**

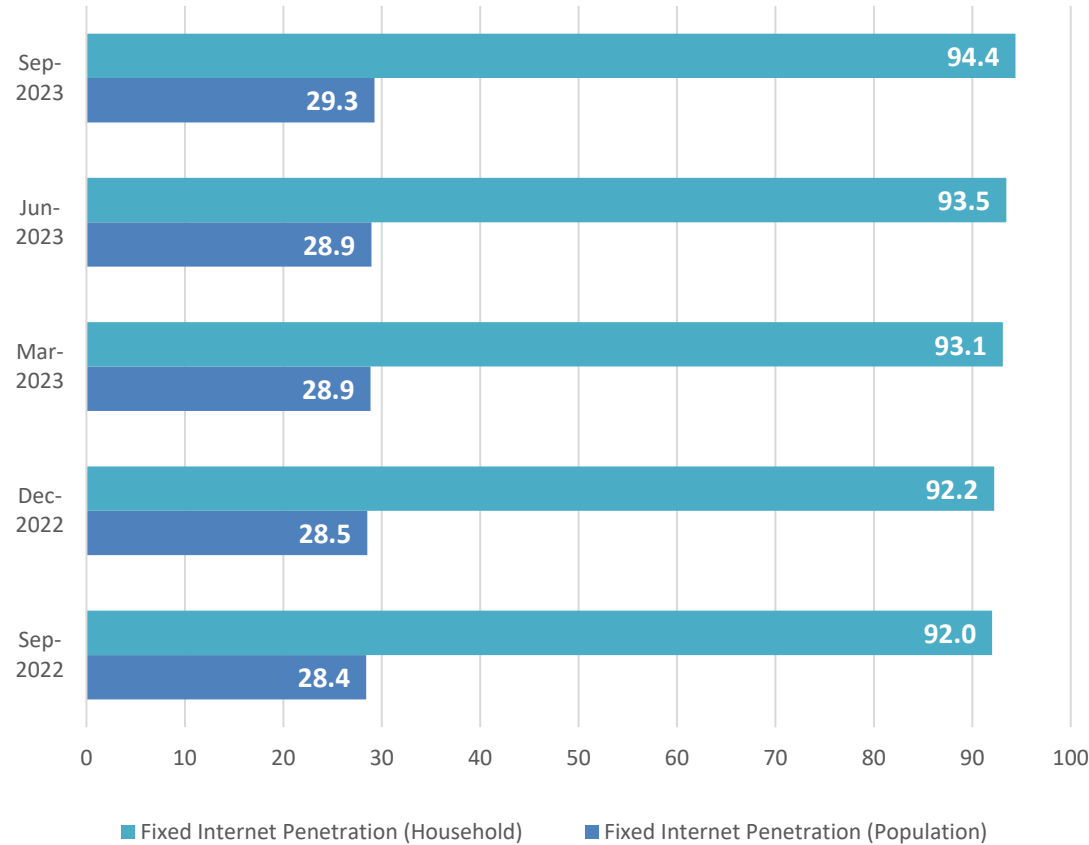
3.2%



**Q-o-Q
PERCENT
CHANGE**

1.4%

Penetration for Fixed Internet Subscriptions
from Q3 2022 to Q3 2023



**FIXED INTERNET
PENETRATION
PER 100
HOUSEHOLDS**

94



**Y-O-Y
PERCENT
CHANGE**

2.6%



**Q-O-Q
PERCENT
CHANGE**

1.0%

** Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q3 2022 – Q3 2023: Greendot Limited*

Mobile Internet Penetration



**MOBILE INTERNET
PENETRATION PER
100 INHABITANTS**

55



**Y-o-Y
PERCENT
CHANGE**

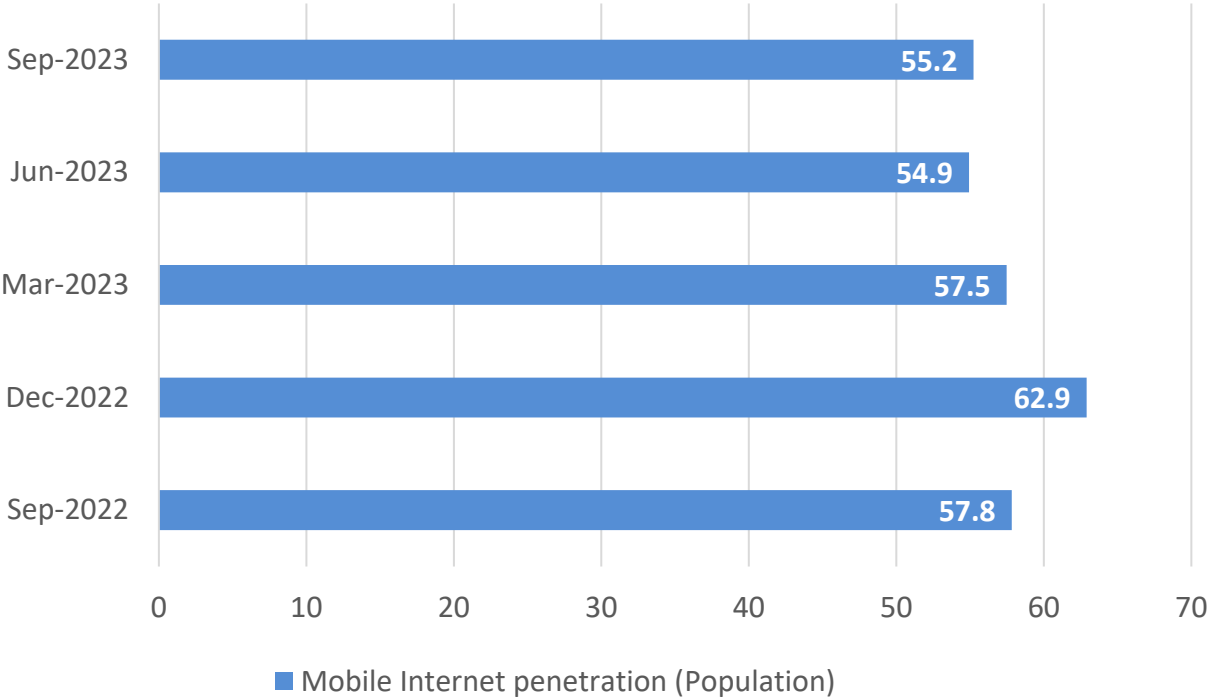
-4.5%



**Q-o-Q
PERCENT
CHANGE**

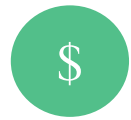
0.6%

Penetration for Mobile Internet Subscriptions
from Q3 2022 to Q3 2023



Calculated using the total number of active Prepaid and Postpaid Mobile Internet users divided by the total population

Fixed Internet Revenues



GROSS REVENUES
\$ 307.8m



Y-o-Y
 PERCENT CHANGE

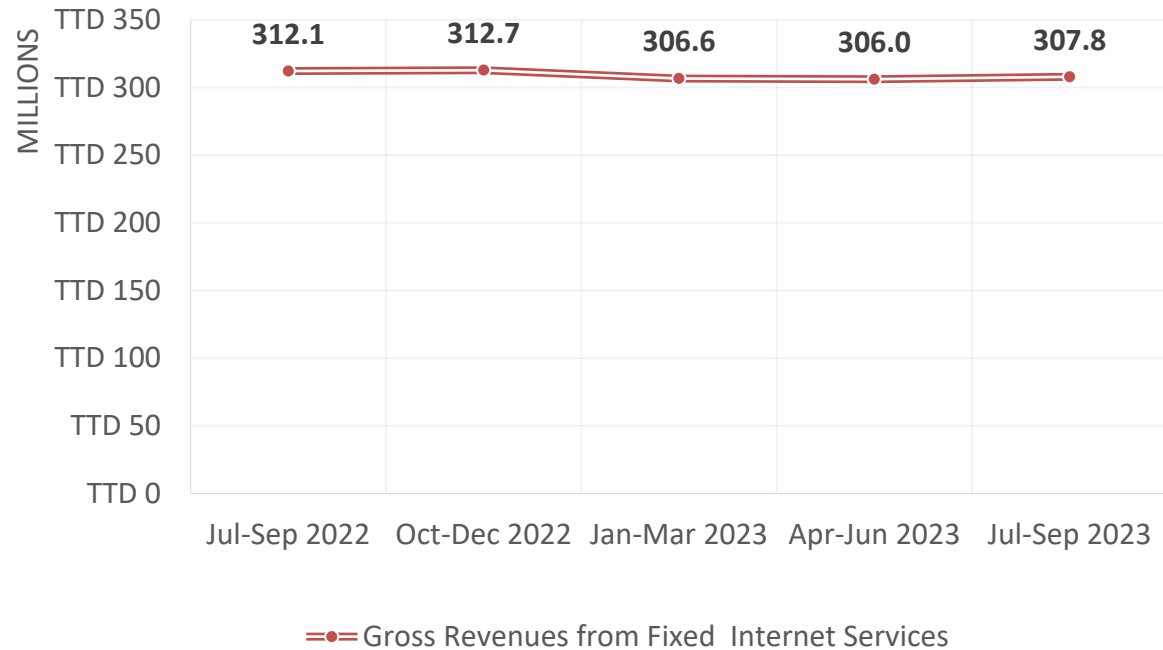
-1.4%



Q-o-Q
 PERCENT CHANGE

0.6%

GROSS REVENUES FROM FIXED INTERNET SERVICES FROM Q3 2022 TO Q3 2023



** Data estimated for the following concessionaires who had not submitted data at the date of publication:
 Q3 2022 – Q3 2023: Greendot Limited*

Fixed Internet HHI



HHI
2,661



Y-o-Y
PERCENT
CHANGE

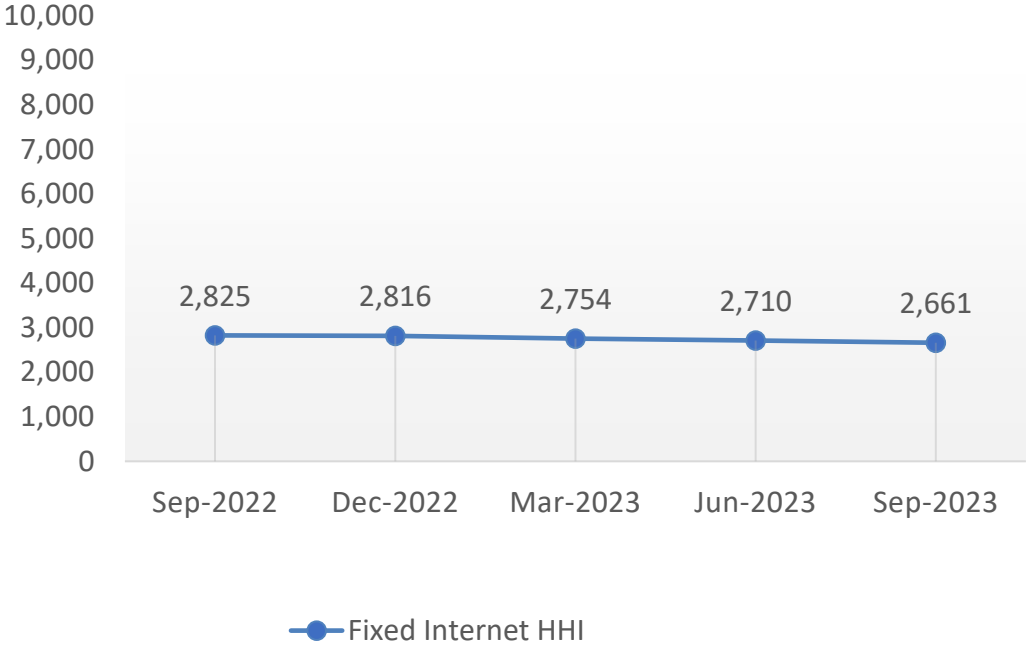
-5.8%



Q-o-Q
PERCENT
CHANGE

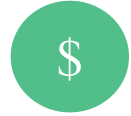
-1.8%

HHI for Fixed Internet Services
from Q3 2022 to Q3 2023



* Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q3 2022 – Q3 2023: Greendot Limited

Fixed Internet Average Revenue Per User



ARPU
\$773

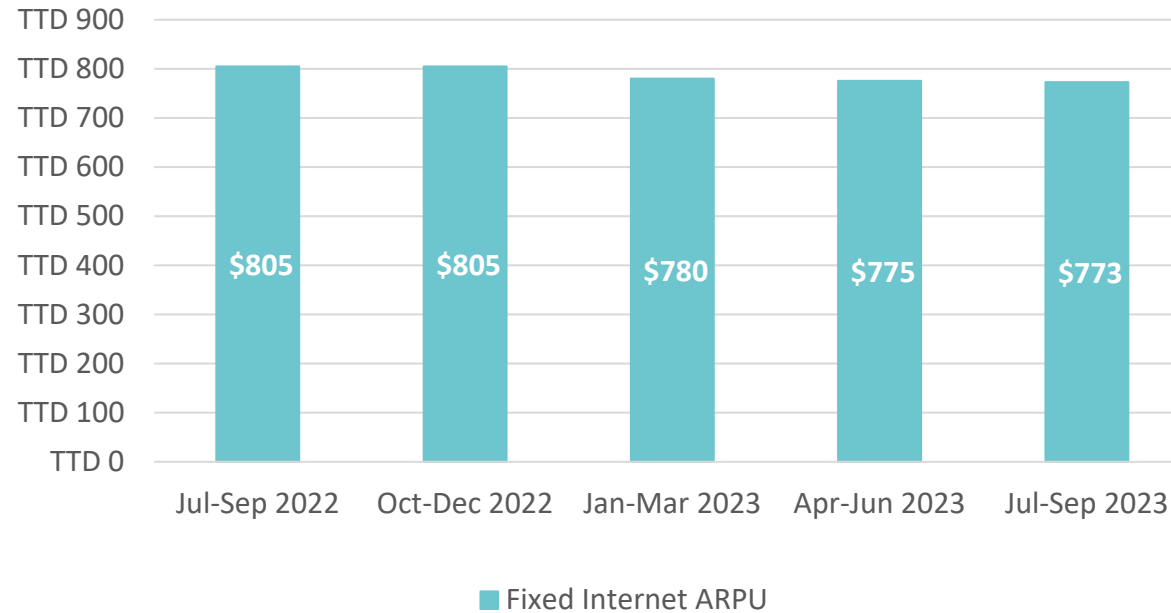


Y-o-Y
PERCENT
CHANGE
-4.0%



Q-o-Q
PERCENT
CHANGE
-0.3%

ARPU for Fixed Internet Services
from Q3 2022 to Q3 2023



** Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q3 2022 – Q3 2023: Greendot Limited*

Subscription TV



Subscription TV Subscriptions



TOTAL NUMBER OF SUBSCRIPTIONS

218,400



Y-o-Y PERCENT CHANGE

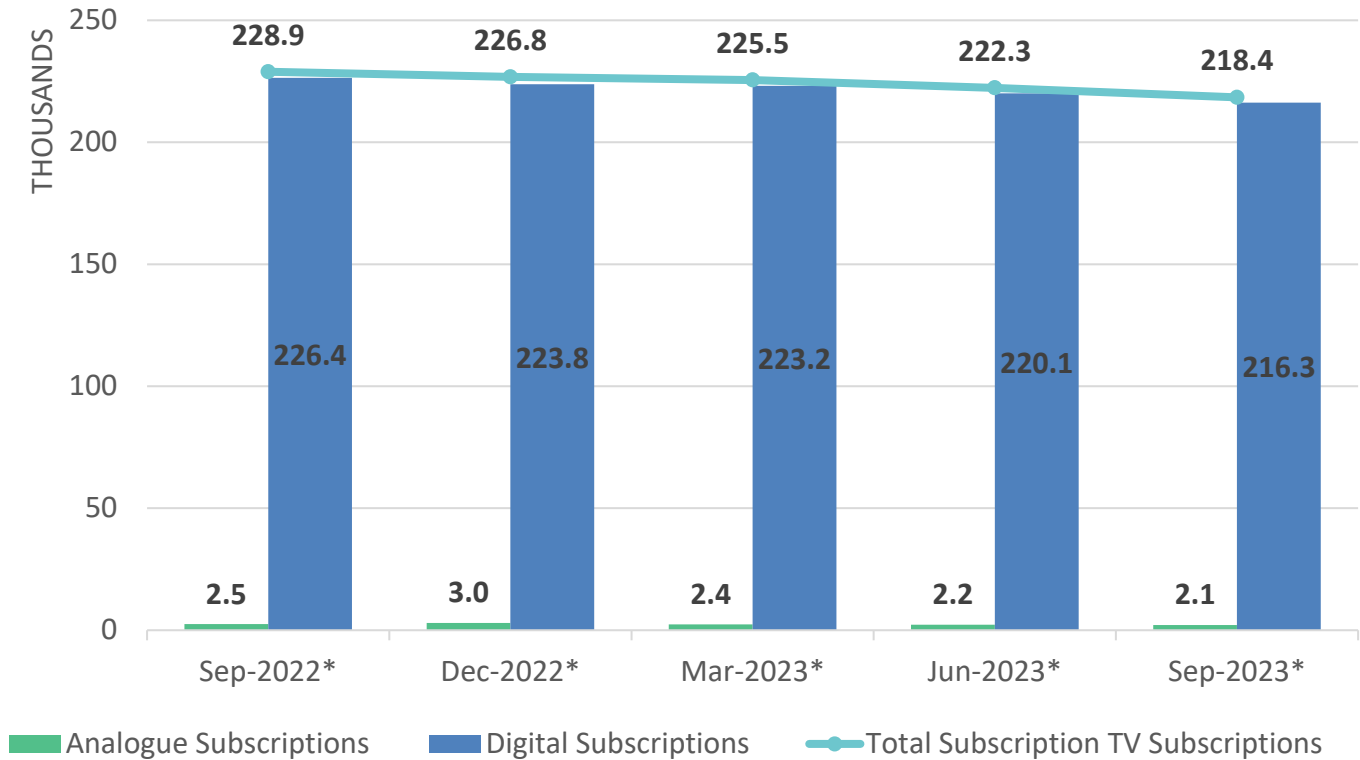
-4.6%



Q-o-Q PERCENT CHANGE

-1.8%

Number of Subscription TV Subscriptions from Q3 2022 to Q3 2023



* Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q3 2022-Q3 2023: Greendot Limited

Subscription TV Penetration

SUBSCRIPTION TV
PENETRATION PER
100 INHABITANTS



15.8

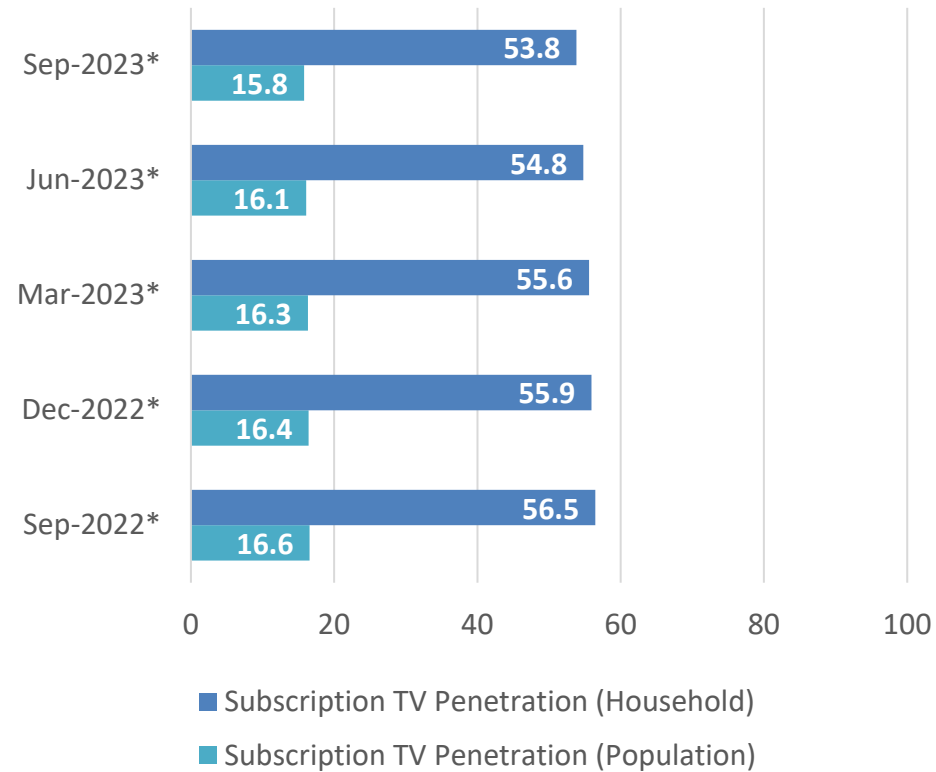
Y-o-Y
PERCENT
CHANGE

-4.9%

Q-o-Q
PERCENT
CHANGE

-1.9%

Penetration Rates of Subscription TV Services
from Q3 2022 to Q3 2023



SUBSCRIPTION TV
PENETRATION PER
100 HOUSEHOLDS



53.8

Y-O-Y
PERCENT
CHANGE

-4.8%

Q-O-Q
PERCENT
CHANGE

-1.8%

* Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q3 2022-Q3 2023: Greendot Limited

Subscription TV Revenues



GROSS REVENUES

\$149m



Y-o-Y PERCENT CHANGE

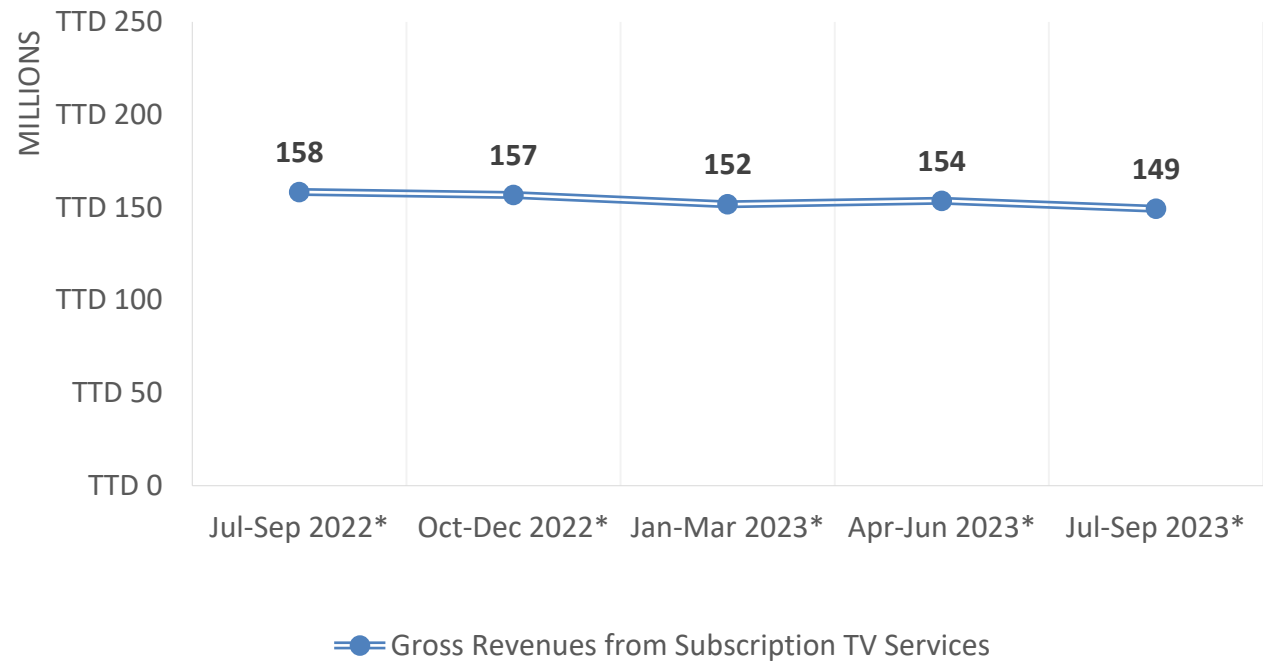
-5.7%



Q-o-Q PERCENT CHANGE

-3.3%

GROSS REVENUES FROM SUBSCRIPTION TV SERVICES FROM Q3 2022 TO Q3 2023



* Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q3 2022-Q3 2023: Greendot Limited

Subscription TV HHI



HHI
3,304

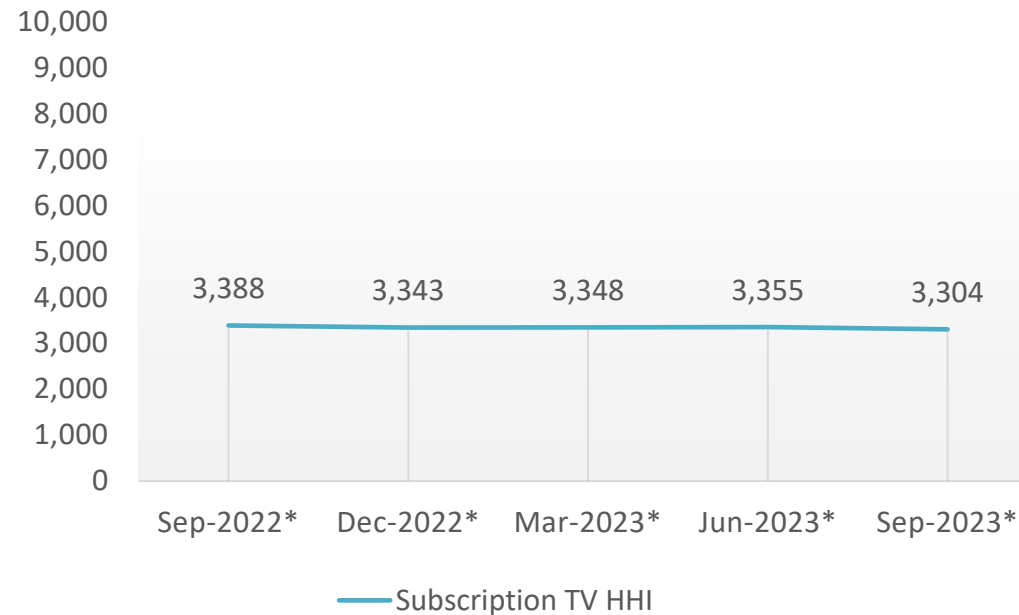


Y-o-Y
PERCENT
CHANGE
-2.5%



Q-o-Q
PERCENT
CHANGE
-1.5%

HHI for Subscription TV Services
from Q3 2022 to Q3 2023



** Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q3 2022-Q3 2023: Greendot Limited*

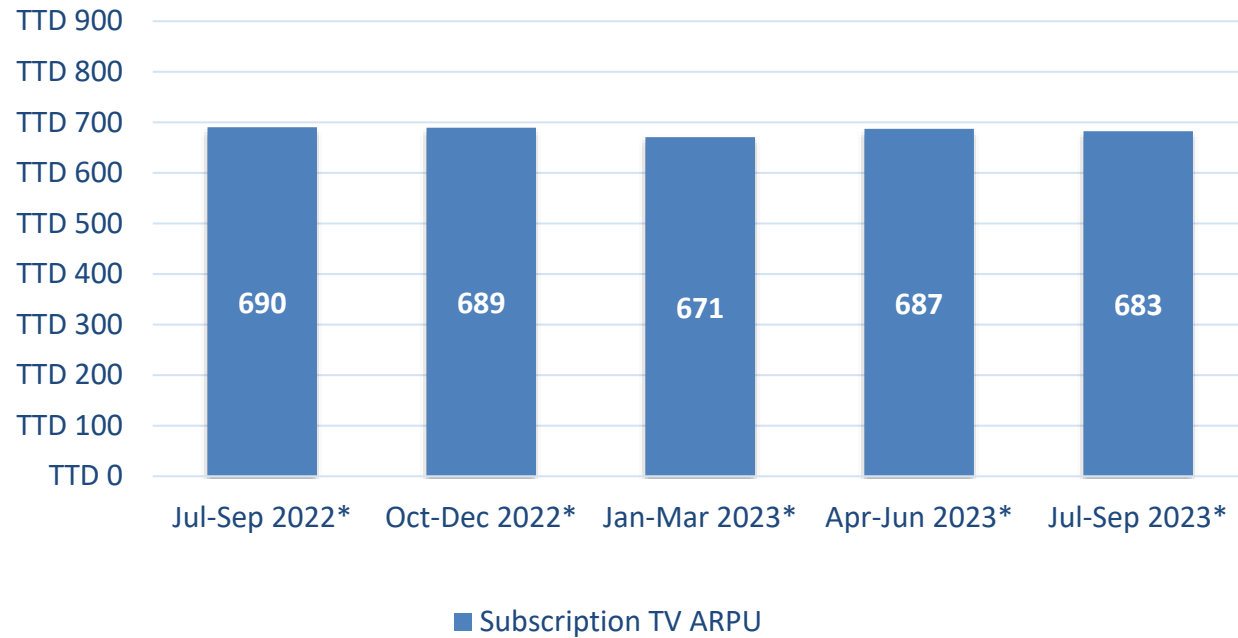
Subscription TV Average Revenue Per User

ARPU
\$683

Y-o-Y
PERCENT
CHANGE
-1.0%

Q-o-Q
PERCENT
CHANGE
-0.6%

ARPU for Subscription TV Services
from Q3 2022 to Q3 2023

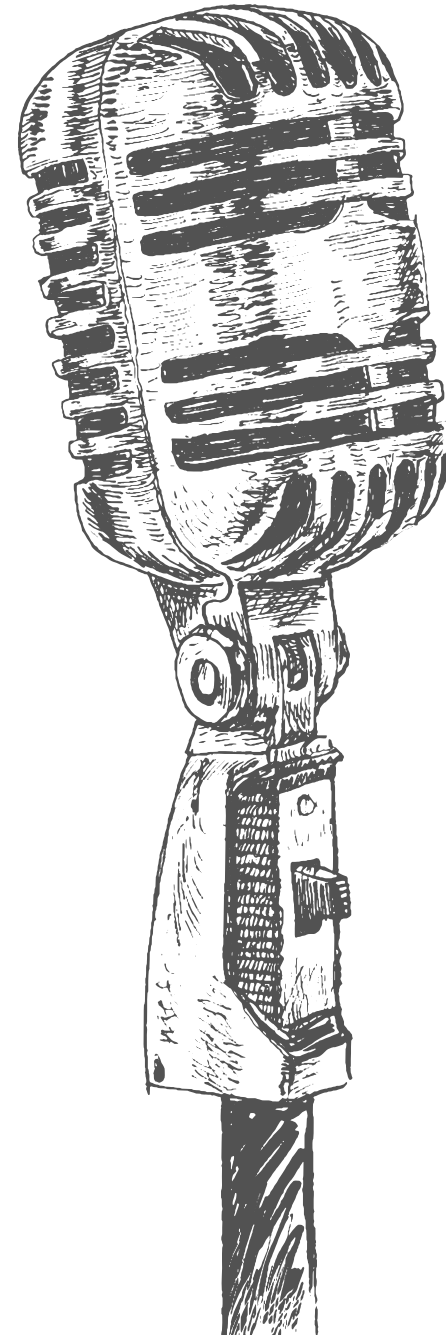


* Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q3 2022-Q3 2023: Greendot Limited

Free-to-Air Radio

12/14/2023

TATT: 2/10/1/3



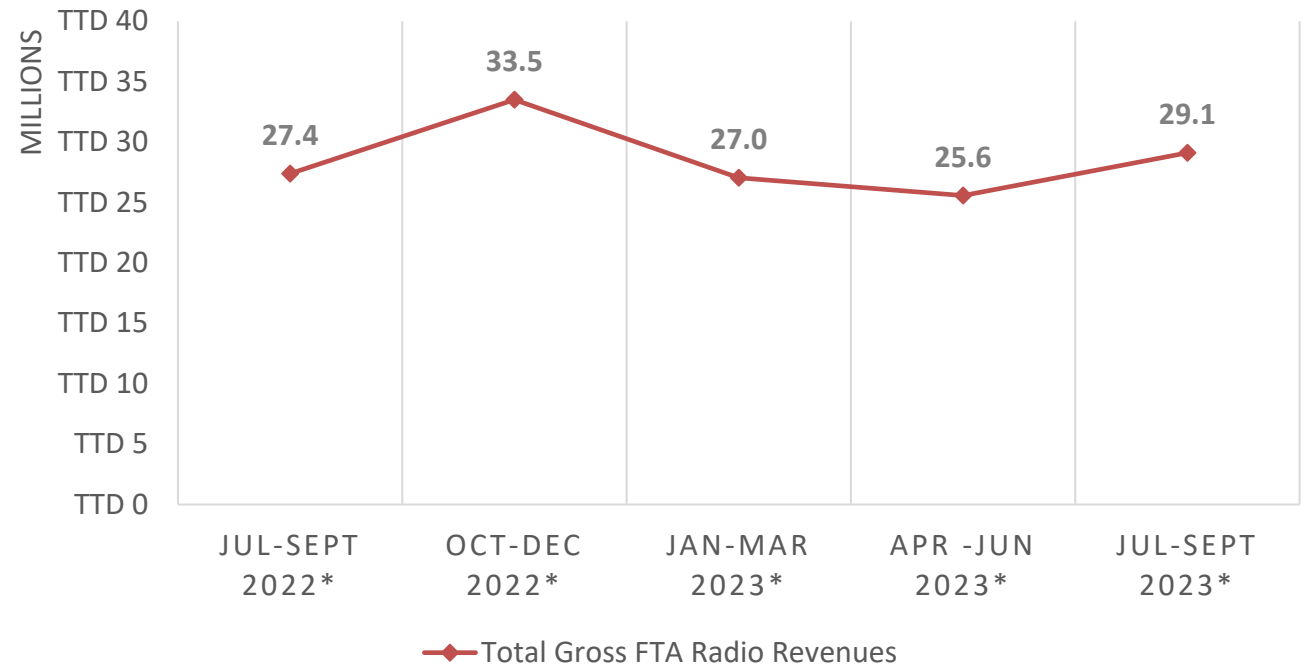
Free-to-Air Radio Revenues

GROSS REVENUES
\$ **\$29.1m**

Y-o-Y PERCENT CHANGE
6.2%

Q-o-Q PERCENT CHANGE
13.7%

GROSS REVENUES FROM FREE TO AIR RADIO SERVICES FROM Q3 2022 TO Q3 2023



- *Data estimated for the following concessionaires who had not submitted data at the date of publication:*
Q3-Q4 2022: Kaisoca, Trinibashment Limited, Upward Trend Entertainment Limited, Trinidad and Tobago Radio Network
Q1 2023: Kaisoca, Trinibashment Limited, Upward Trend Entertainment Limited
Q2-Q3 2023: Kaisoca, Trinibashment Limited, Upward Trend Entertainment Limited, Trinidad and Tobago Radio Network

Free-to-Air Radio HHI



HHI
445

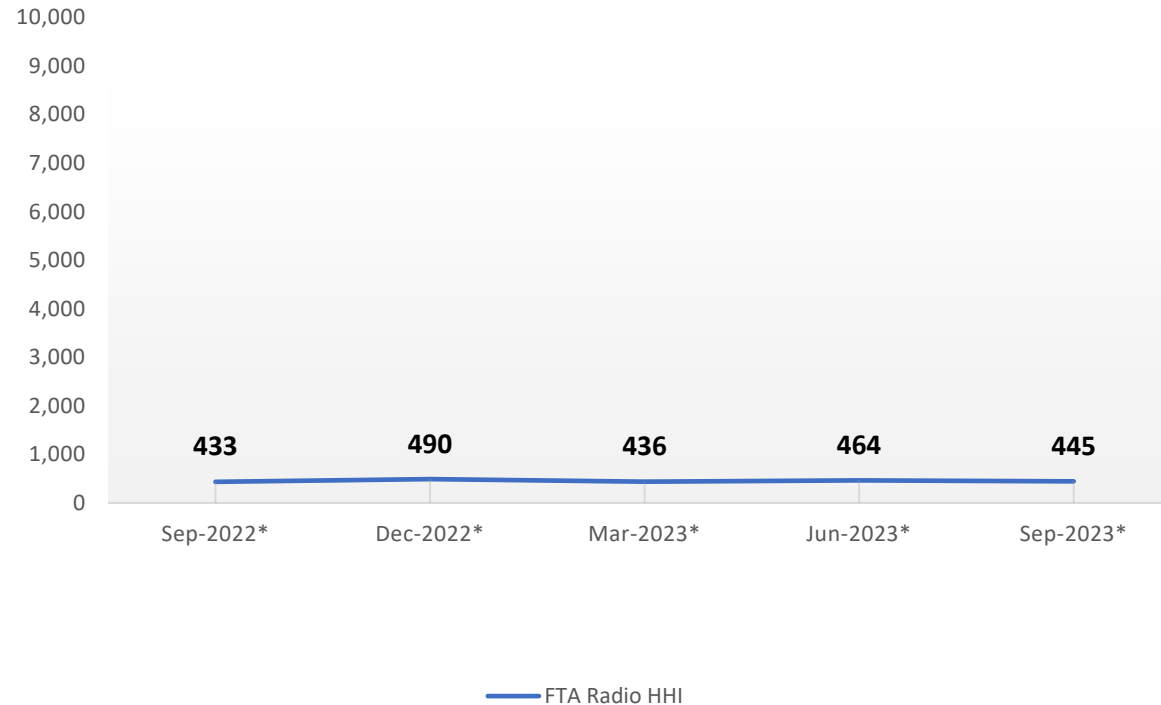


Y-o-Y
PERCENT
CHANGE
2.8%



Q-o-Q
PERCENT
CHANGE
-4.1%

HHI FOR FREE TO AIR RADIO SERVICES
FROM Q3 2022 TO Q3 2023

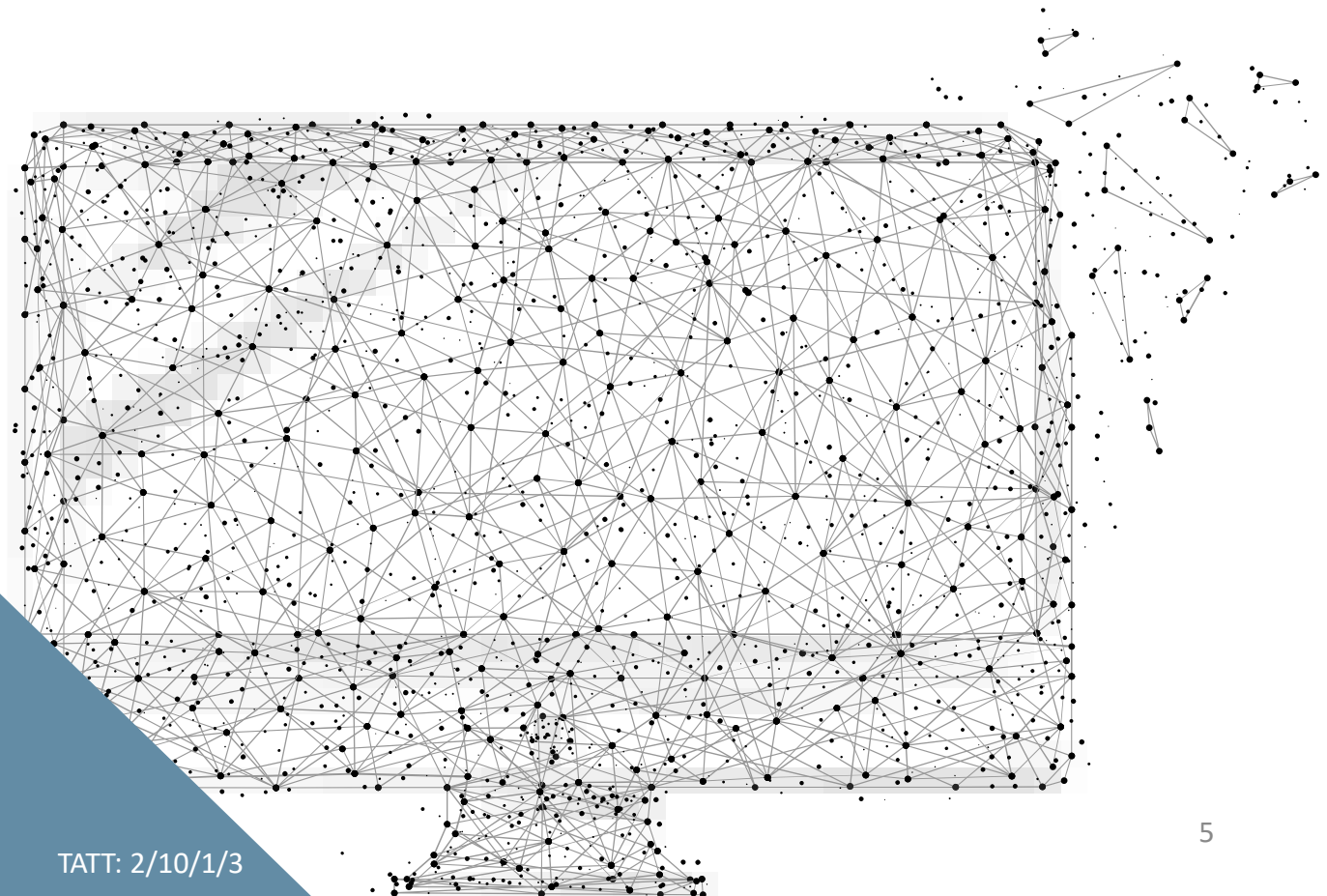


- *Data estimated for the following concessionaires who had not submitted data at the date of publication:*
Q3-Q4 2022: *Kaisoca, Trinibashment Limited, Upward Trend Entertainment Limited, Trinidad and Tobago Radio Network*
Q1 2023: *Kaisoca, Trinibashment Limited, Upward Trend Entertainment Limited*
Q2-Q3 2023: *Kaisoca, Trinibashment Limited, Upward Trend Entertainment Limited, Trinidad and Tobago Radio Network*

Free-to-Air TV

12/14/2023

TATT: 2/10/1/3



Free-to-Air TV Revenues



GROSS REVENUES

\$13.1m



Y-o-Y PERCENT CHANGE

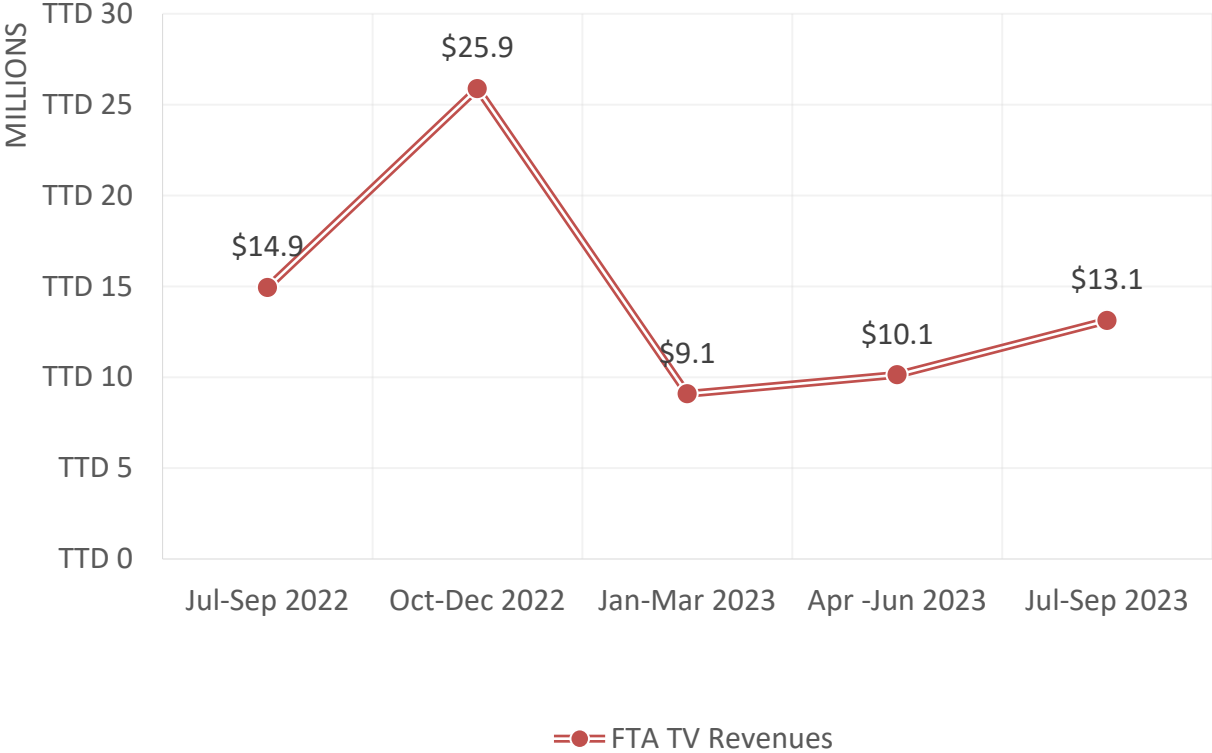
-12.1%



Q-o-Q PERCENT CHANGE

29.7%

GROSS REVENUES FROM FREE TO AIR TV SERVICES FROM Q3 2022 TO Q3 2023



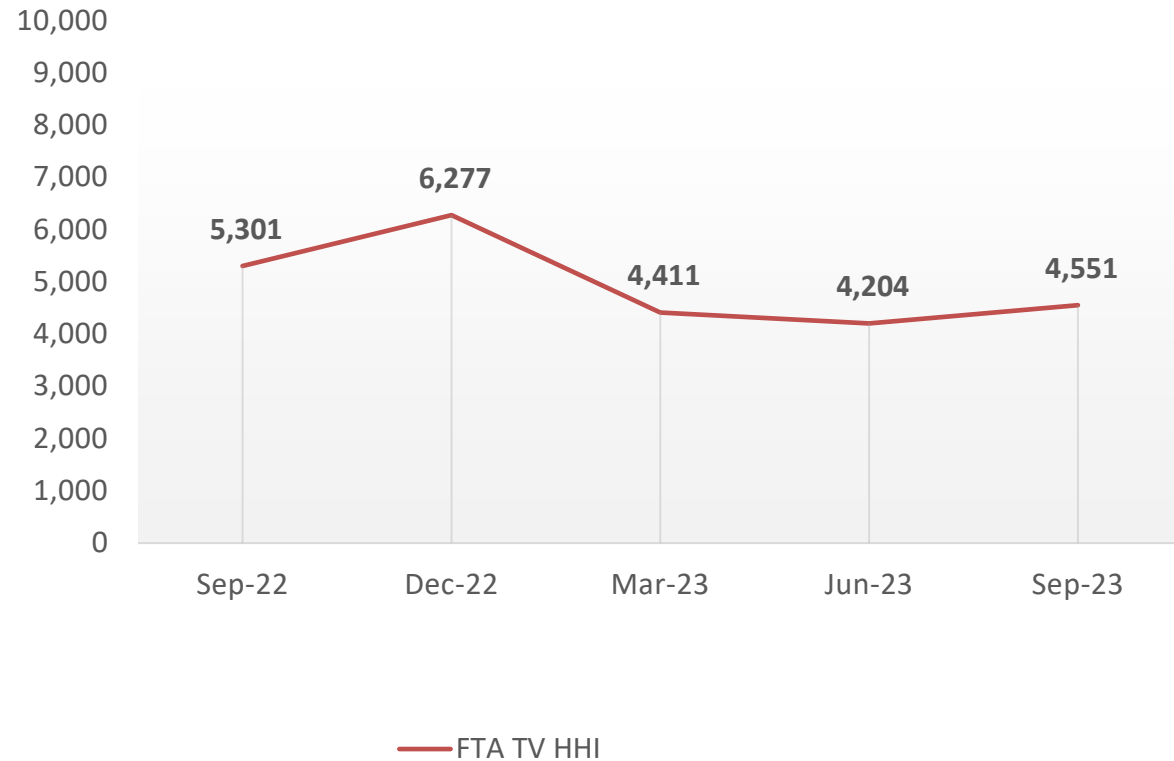
Free-to-Air TV HHI

HHI
4,551

Y-o-Y
PERCENT
CHANGE
-14.2%

Q-o-Q
PERCENT
CHANGE
8.3%

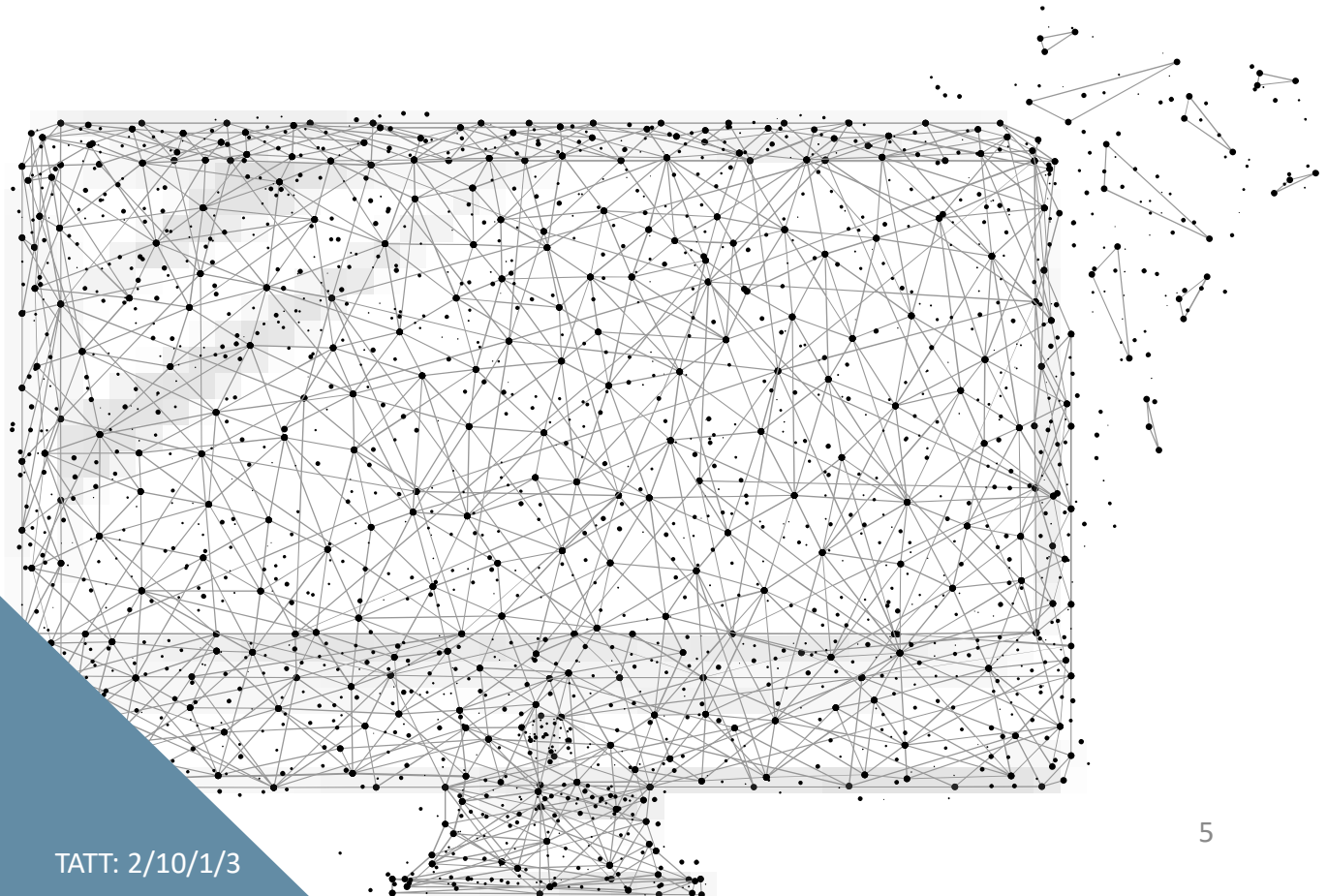
HHI for Free to Air TV Services
Q3 2022 to Q3 2023



Broadcasting Service via Cable TV

12/14/2023

TATT: 2/10/1/3



Broadcasting Service via Cable TV Revenues



GROSS REVENUES

\$1.8m



Y-o-Y PERCENT CHANGE

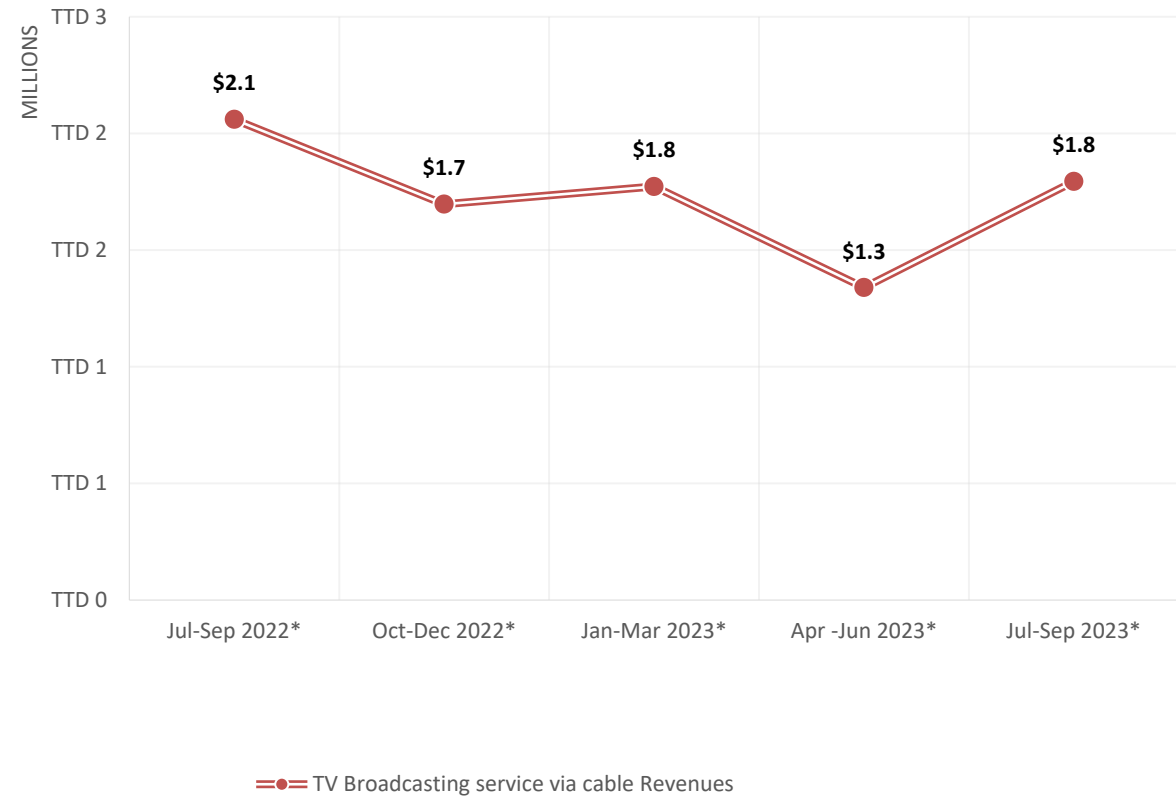
-14.3%



Q-o-Q PERCENT CHANGE

38.5%

GROSS REVENUES BROADCASTING SERVICE VIA CABLE FROM Q3 2022 TO Q3 2023



- *Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q3 2022 – Q3 2023: WI Sports*

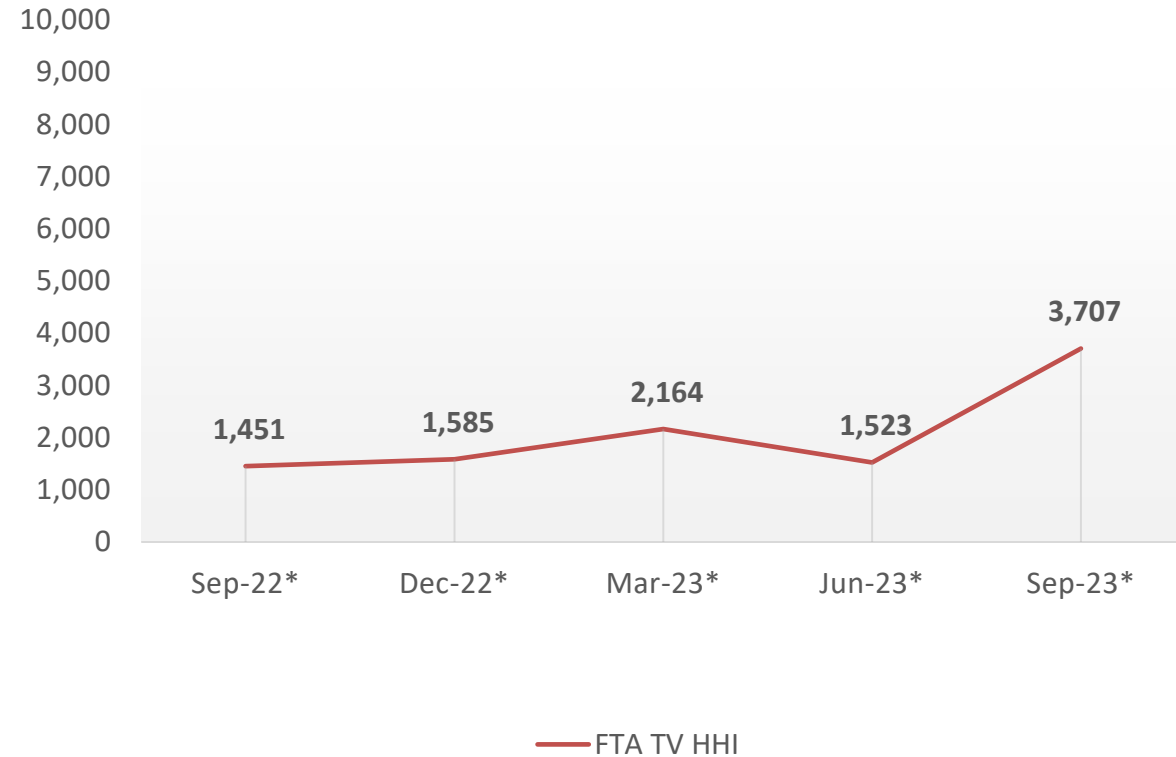
Broadcasting Service via Cable TV Revenues

HHI
3,707

Y-o-Y
PERCENT
CHANGE
155.5%

Q-o-Q
PERCENT
CHANGE
143.4%

HHI for Broadcasting Service via Cable
Q3 2022 to Q3 2023



- *Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q3 2022 – Q3 2023: WI Sports*

QUARTERLY MARKET UPDATE

July to September 2023

