

# QUARTERLY MARKET UPDATE

October to December 2023



## Quarterly Market Update – Q4 2023

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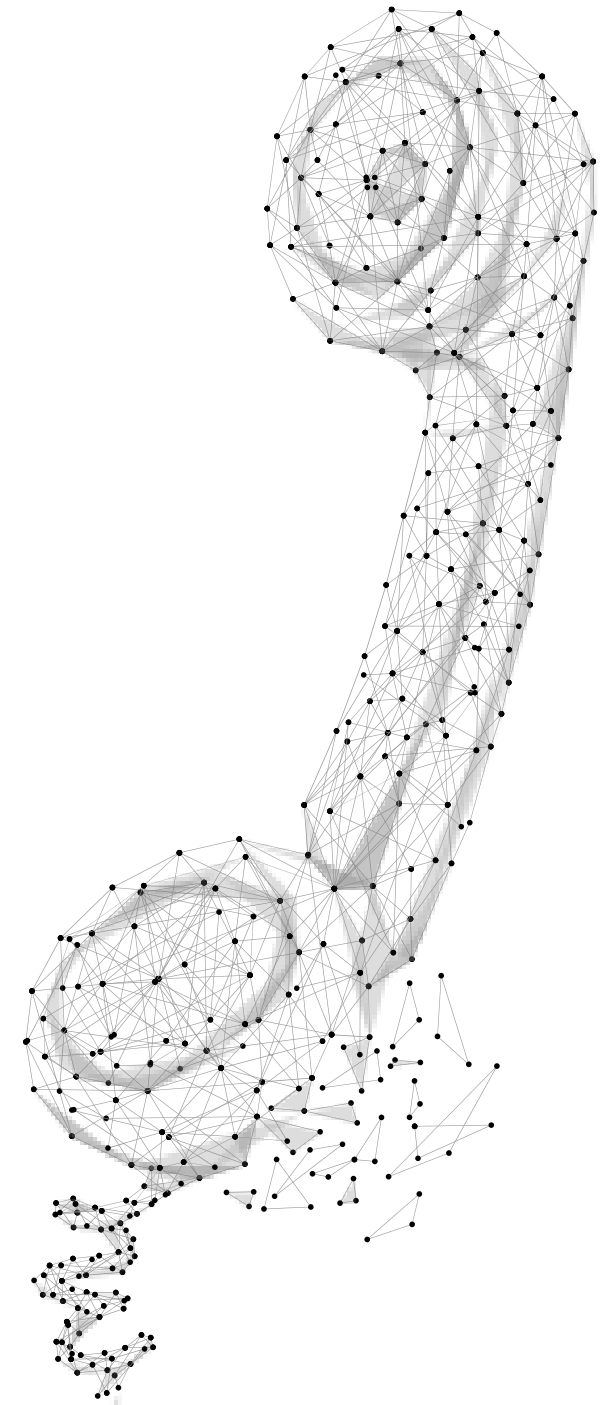
# Notes

- 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 Central Statistical Office figures as follows:**
  - a) 1,365,805 (2022 Mid-year population estimate) for Q4 2022 to Q3 2023**
  - b) 1,367,510 (2023 Mid-year population estimate) for Q4 2023**
  - c) Number of households - 401,382 (Trinidad and Tobago 2011 Population and Housing Census Demographic Report, Central Statistical Office)**
- 4. Average Revenue Per User (ARPU) is calculated for each quarter using total quarterly revenues divided by subscriptions.**

# Fixed Voice

4/3/2024

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# Fixed Voice Subscriptions



TOTAL NUMBER OF SUBSCRIPTIONS

311,000



Y-o-Y PERCENT CHANGE

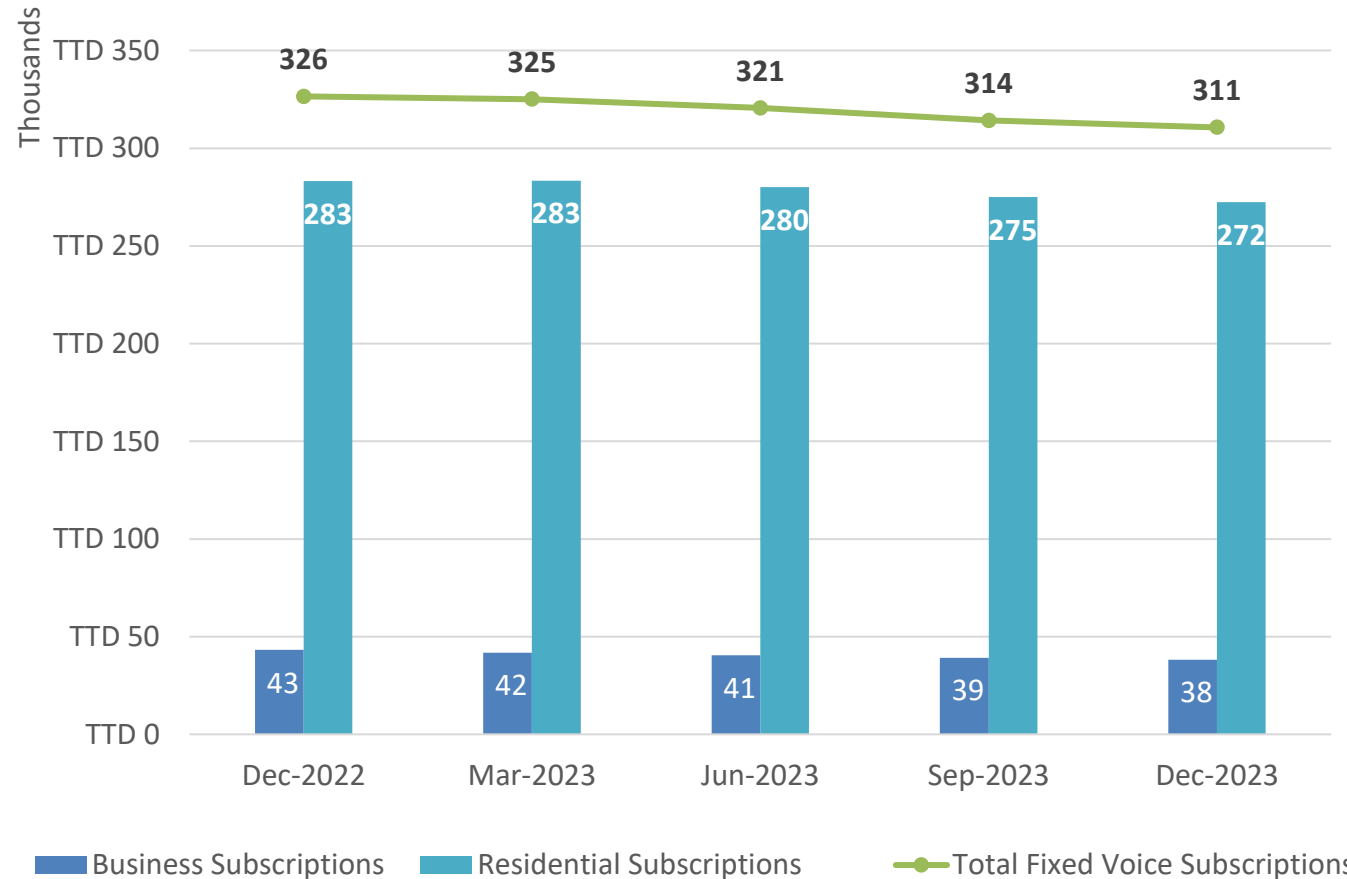
-4.6%



Q-o-Q PERCENT CHANGE

-1.0%

Number of Fixed Line Subscriptions  
Q4 2022 to Q4 2023



# Fixed Voice Penetration



**FIXED VOICE  
PENETRATION PER  
100 INHABITANTS**

**22.7**



**Y-o-Y  
PERCENT  
CHANGE**

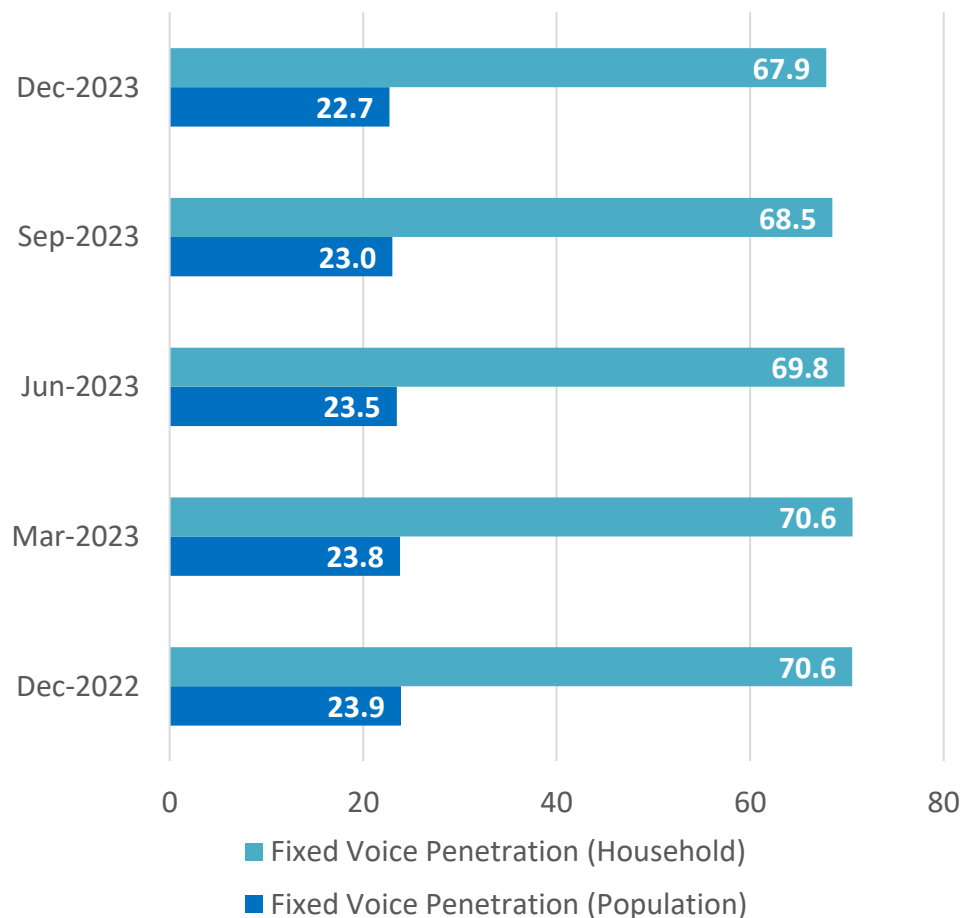
**-5.0%**



**Q-o-Q  
PERCENT  
CHANGE**

**-1.3%**

Penetration Rate of Fixed Line Subscriptions  
from Q4 2022 to Q4 2023



**FIXED LINE  
PENETRATION PER  
100 HOUSEHOLDS**

**67.9**



**Y-o-Y  
PERCENT  
CHANGE**

**-3.8%**



**Q-o-Q  
PERCENT  
CHANGE**

**-0.9%**

# Fixed Voice Revenues



**GROSS  
REVENUES**

**\$77.0m**



**Y-o-Y  
PERCENT  
CHANGE**

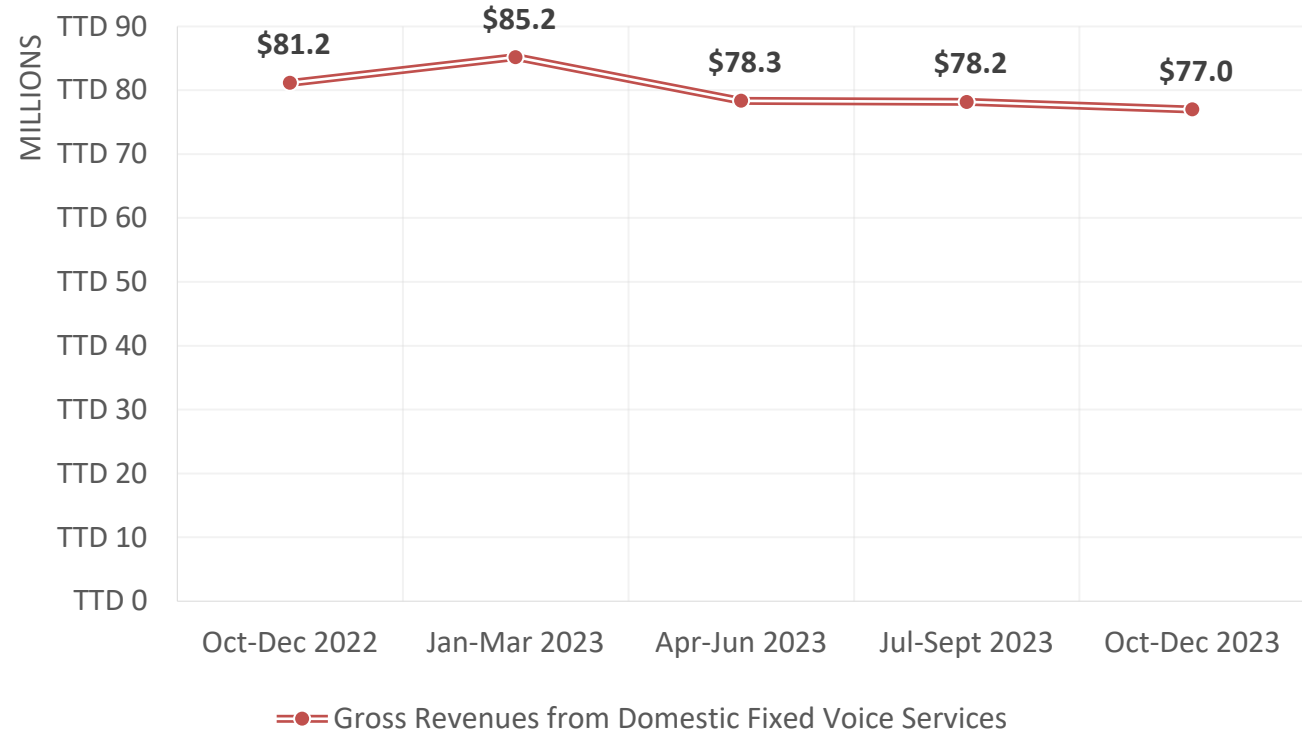
**-5.2%**



**Q-o-Q  
PERCENT  
CHANGE**

**-1.5%**

**GROSS REVENUES FROM DOMESTIC FIXED VOICE SERVICES  
FROM Q4 2022 TO Q4 2023**





# Fixed Voice HHI



HHI

3,271



Y-o-Y  
PERCENT  
CHANGE

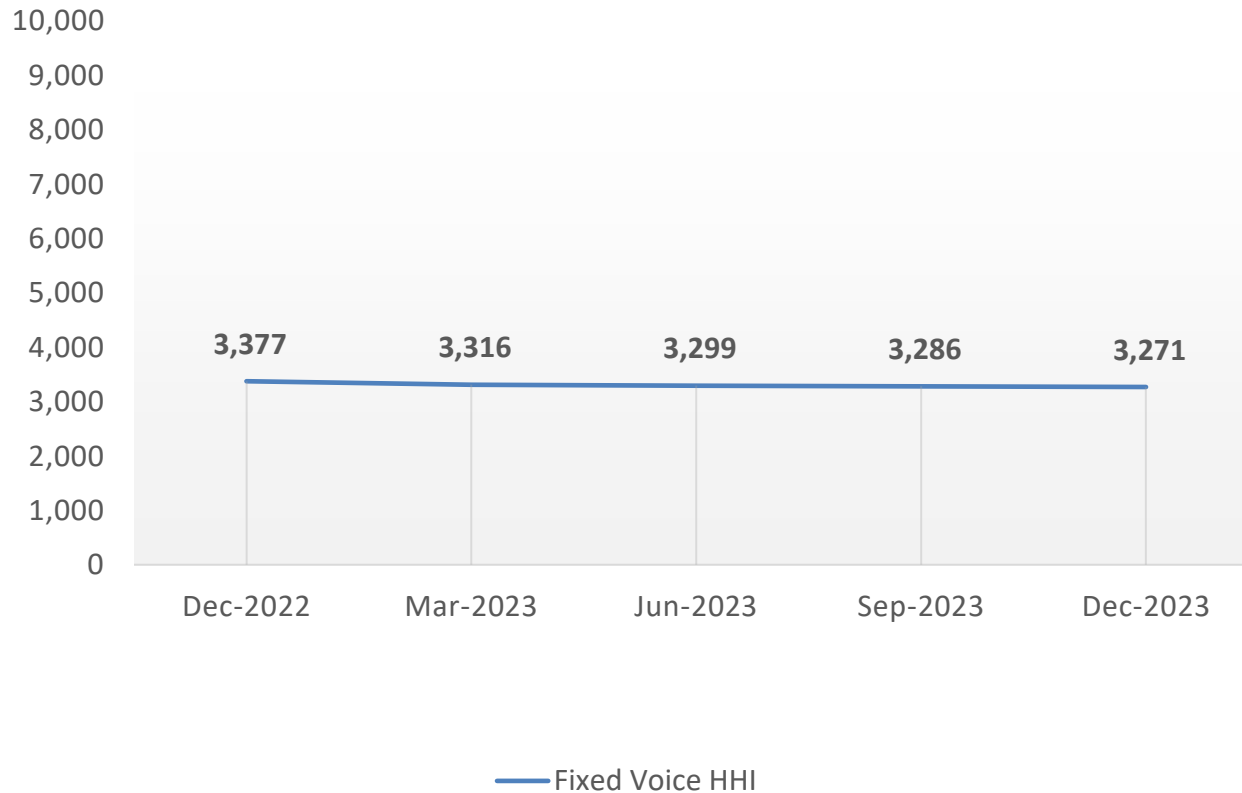
-3.1%



Q-o-Q  
PERCENT  
CHANGE

-0.5%

HHI for Domestic Fixed Line  
from Q4 2022 to Q4 2023



# Fixed Voice Average Revenue Per User



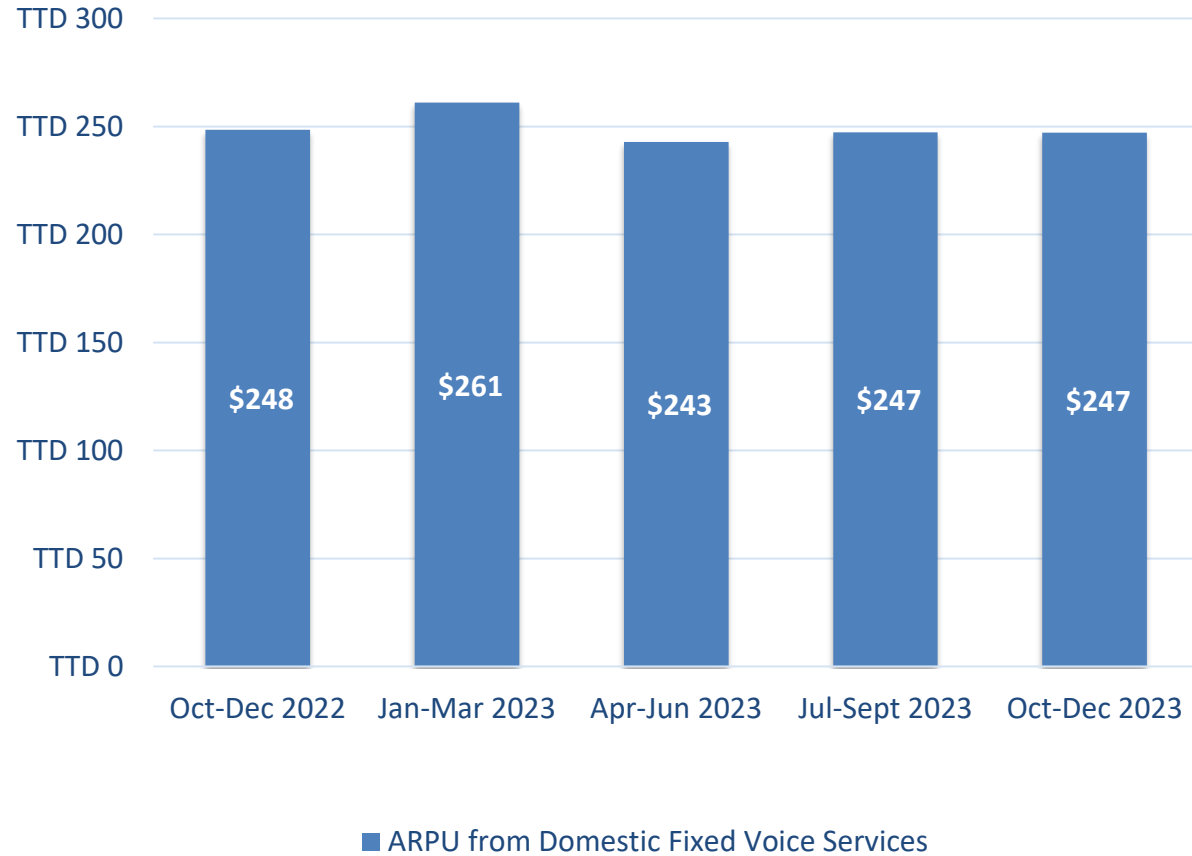
ARPU  
**\$247**



Y-o-Y  
PERCENT  
CHANGE  
**0.4%**

Q-o-Q  
PERCENT  
CHANGE  
**0%**

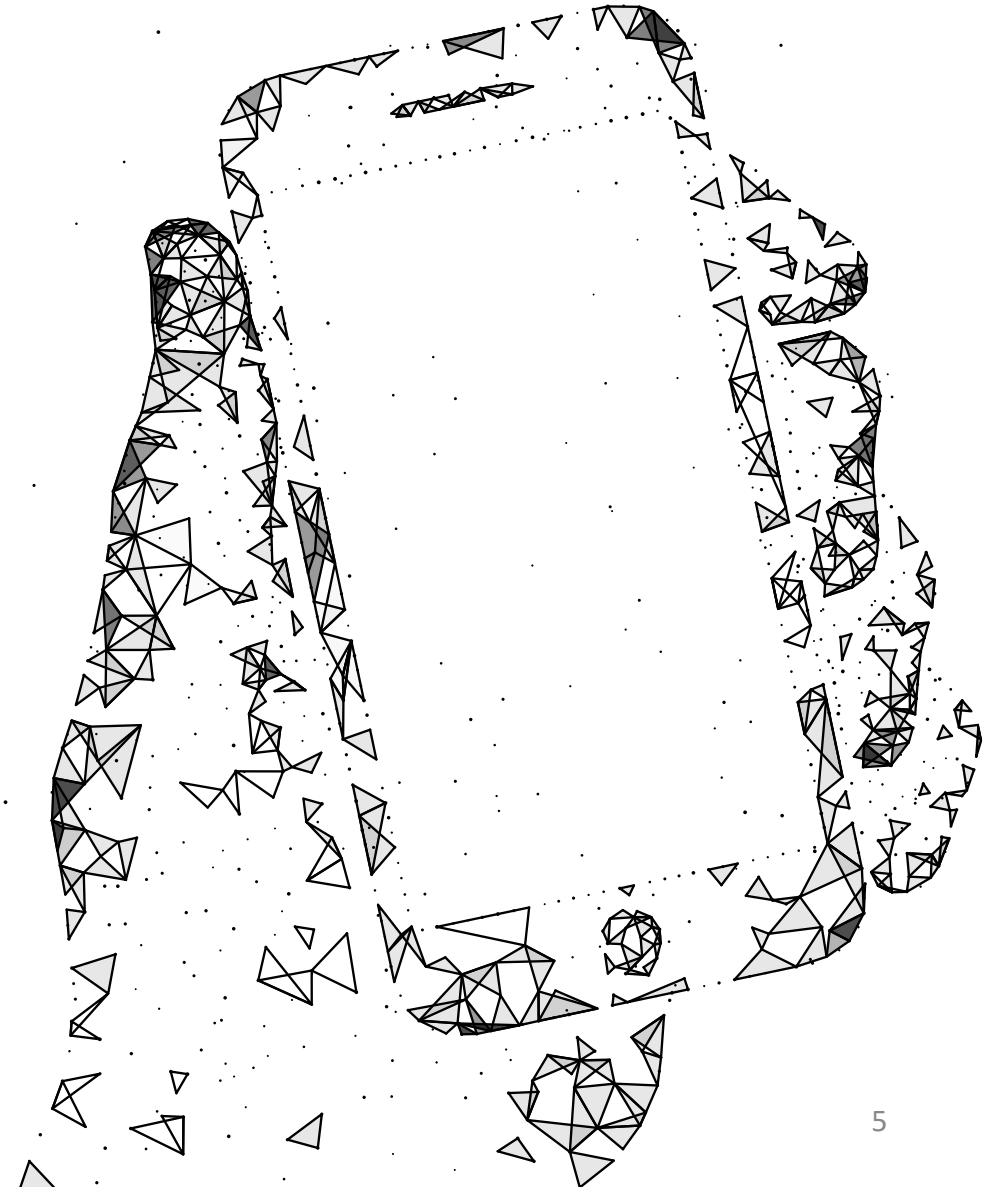
ARPU from Domestic Fixed Voice Services  
from Q4 2022 to Q4 2023



# Mobile Voice

4/3/2024

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# Mobile Voice Subscriptions



TOTAL NUMBER OF SUBSCRIPTIONS

2,017,400



Y-o-Y  
PERCENT  
CHANGE

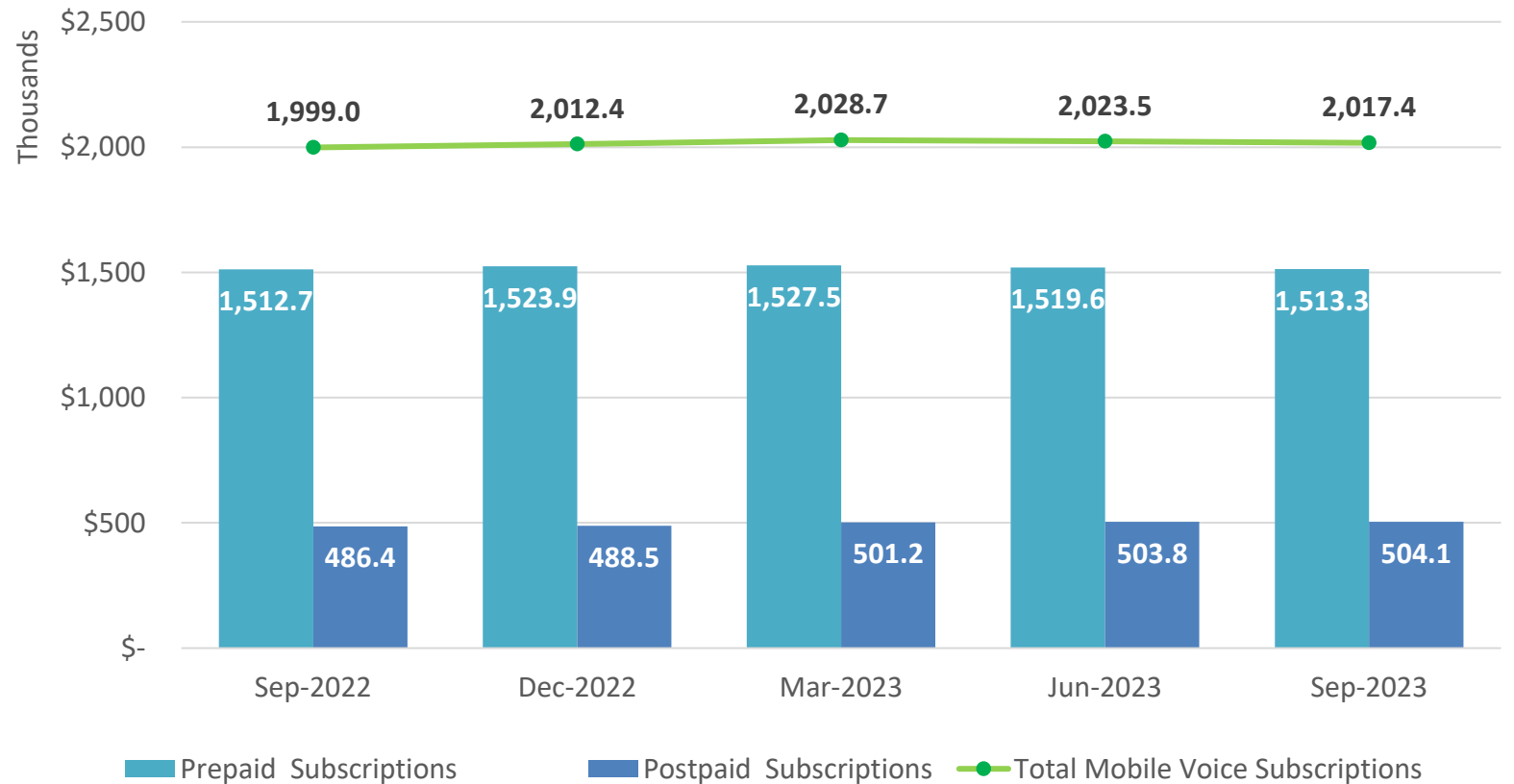
0.9%



Q-o-Q  
PERCENT  
CHANGE

-0.3%

Number of Mobile Voice Subscriptions  
from Q4 2022 to Q4 2023



# Mobile Voice Penetration



**MOBILE VOICE  
PENETRATION  
PER 100  
INHABITANTS**

**147.5**



**Y-o-Y  
PERCENT  
CHANGE**

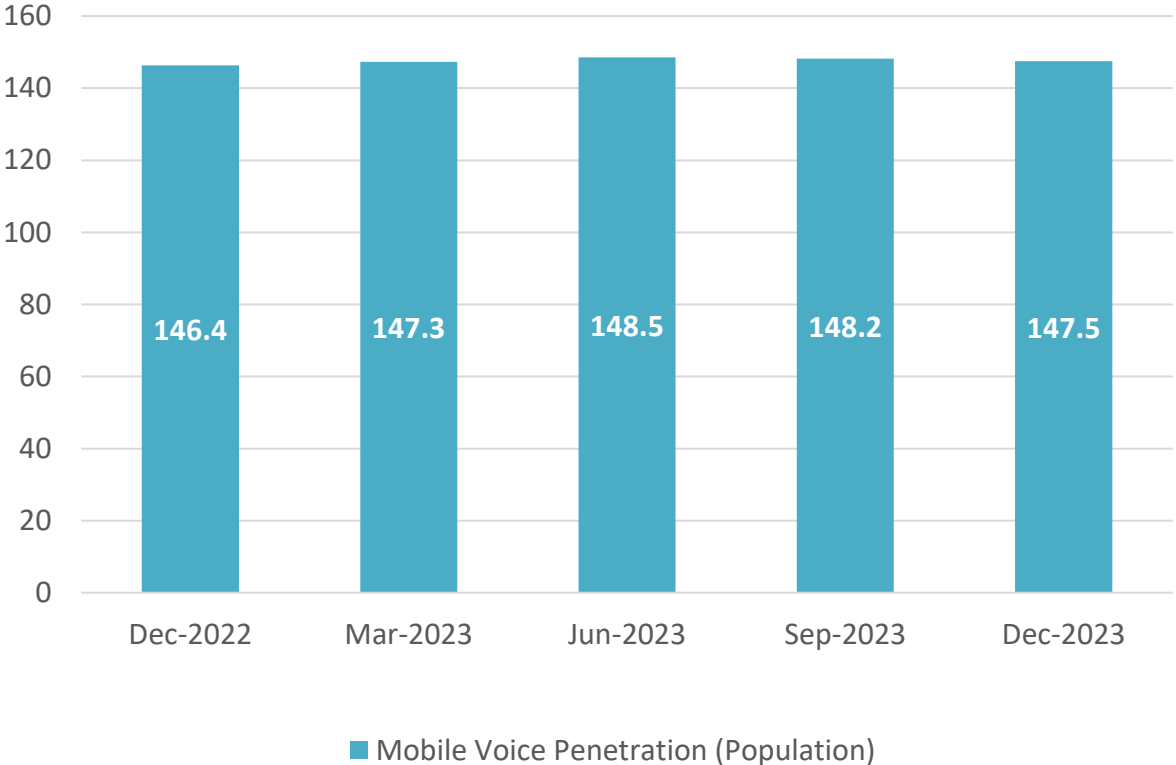
**0.6%**



**Q-o-Q  
PERCENT  
CHANGE**

**-0.5%**

Penetration of Mobile Voice Subscriptions  
from Q4 2022 to Q4 2023



# Mobile Voice Services Revenues



GROSS REVENUES

**\$ 254.6m**



Y-o-Y PERCENT CHANGE

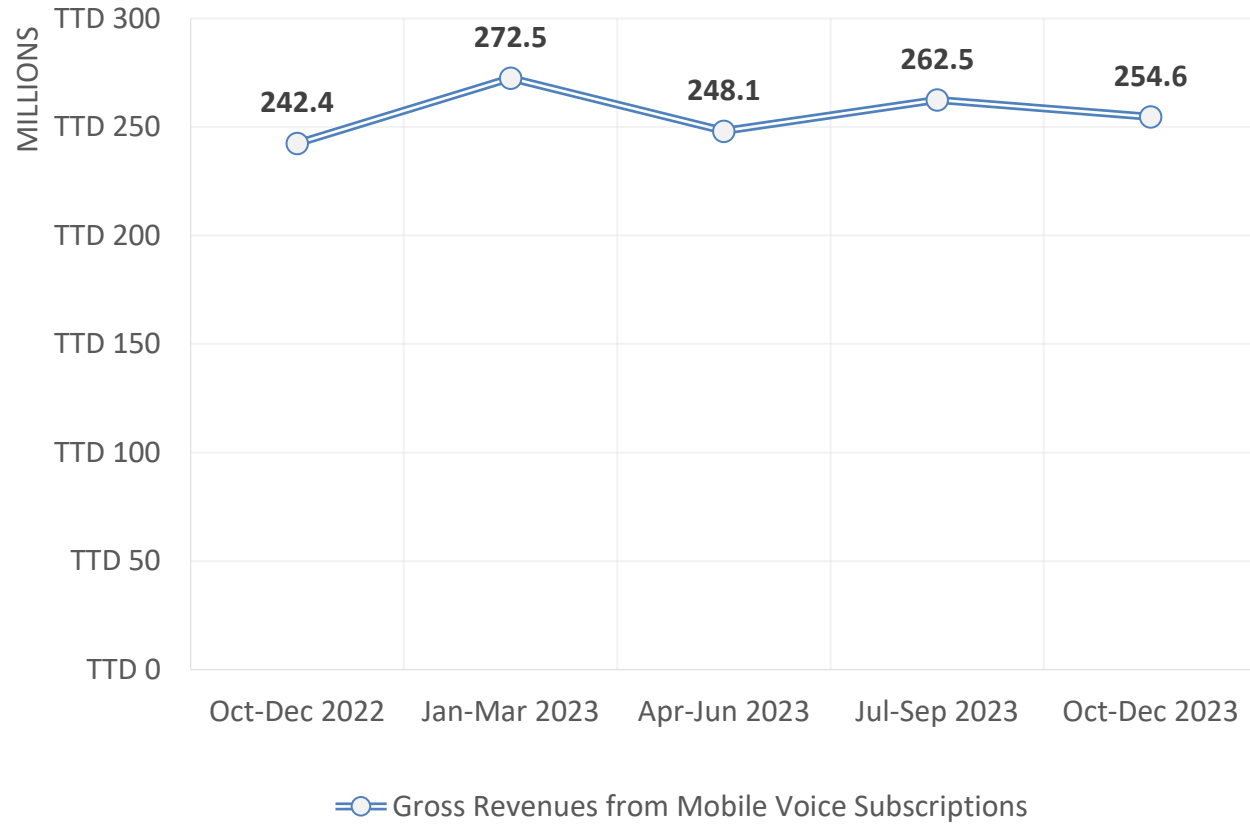
**5.0%**



Q-o-Q PERCENT CHANGE

**-3.0%**

REVENUES FROM DOMESTIC MOBILE VOICE SERVICES FROM Q4 2022 TO Q4 2023



# Mobile Voice HHI



HHI

5,218



Y-o-Y  
PERCENT  
CHANGE

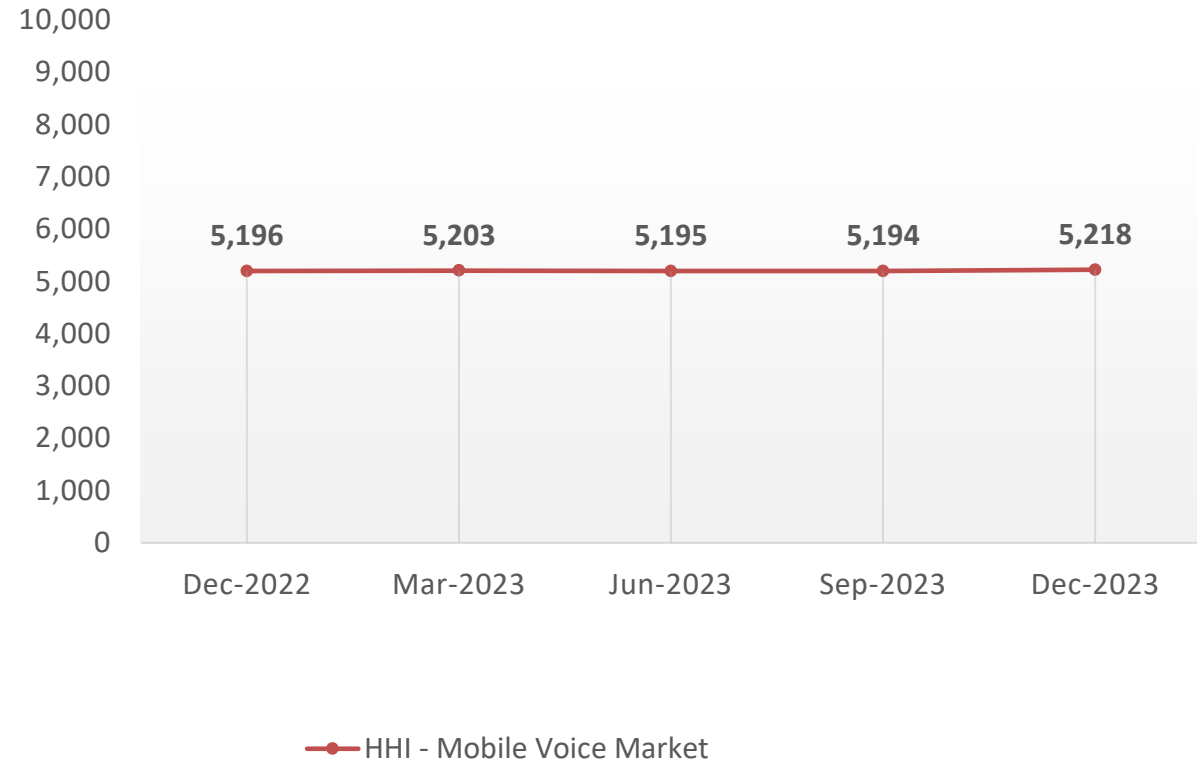
0.4%



Q-o-Q  
PERCENT  
CHANGE

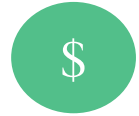
0.5%

HHI for Domestic Mobile Services  
from Q4 2022 to Q4 2023



# Average Revenue Per User

## Mobile Voice Services



ARPU  
**\$127**



Y-o-Y  
PERCENT  
CHANGE

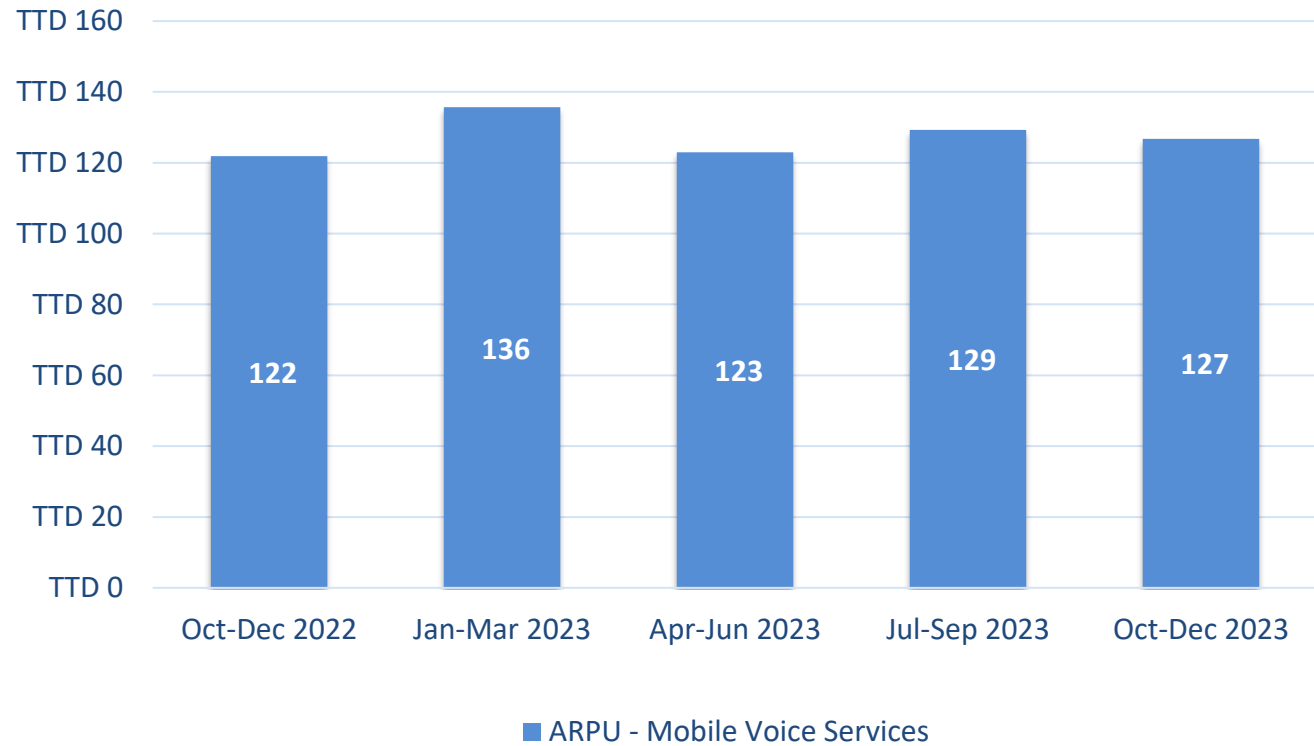
**4.1%**



Q-o-Q  
PERCENT  
CHANGE

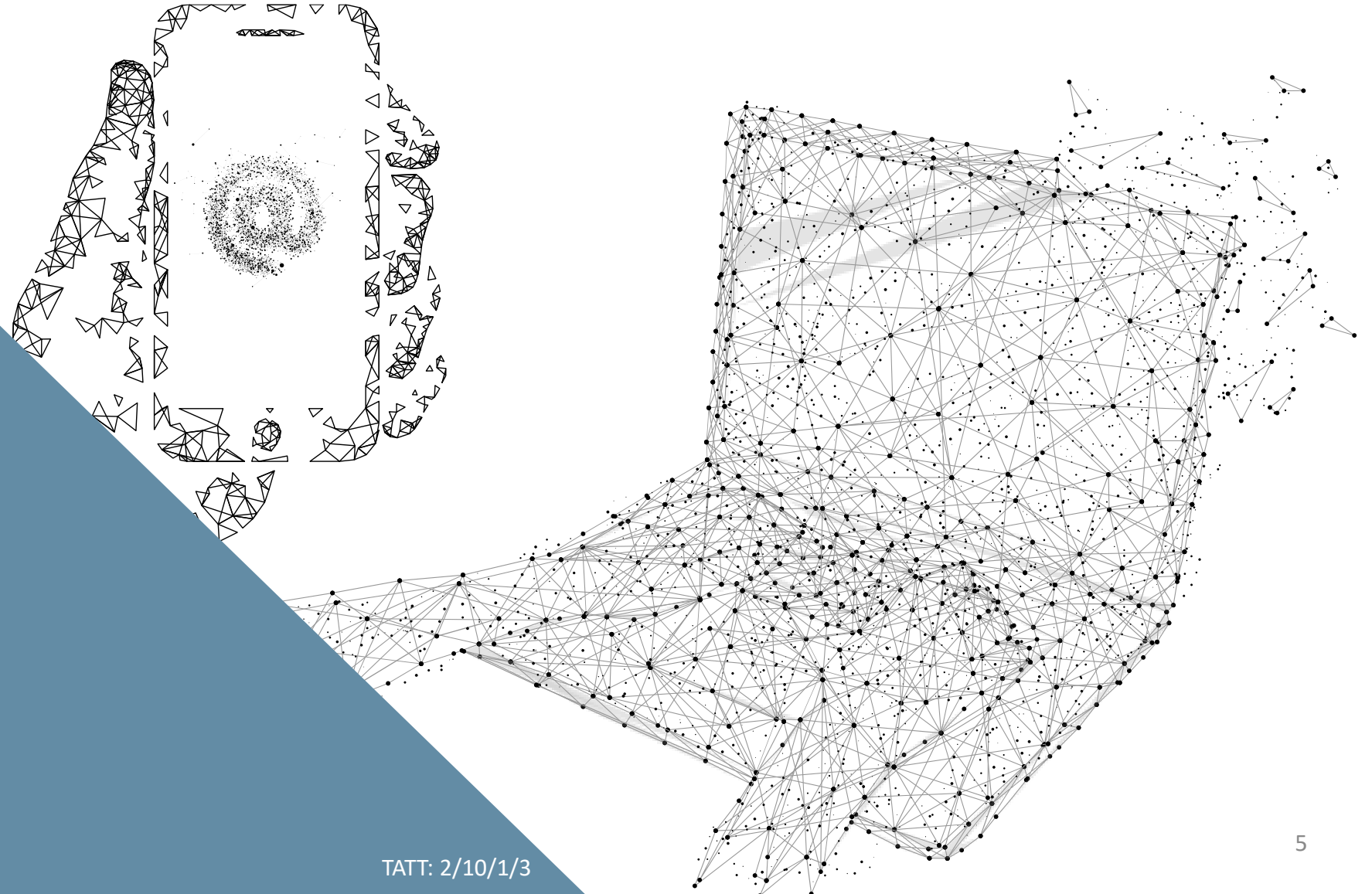
**-1.6%**

ARPU for Domestic Mobile Voice Services  
from Q4 2022 to Q4 2023





# Internet



# Fixed Broadband Subscriptions



TOTAL NUMBER OF  
SUBSCRIPTIONS

404,200



Y-o-Y  
PERCENT  
CHANGE

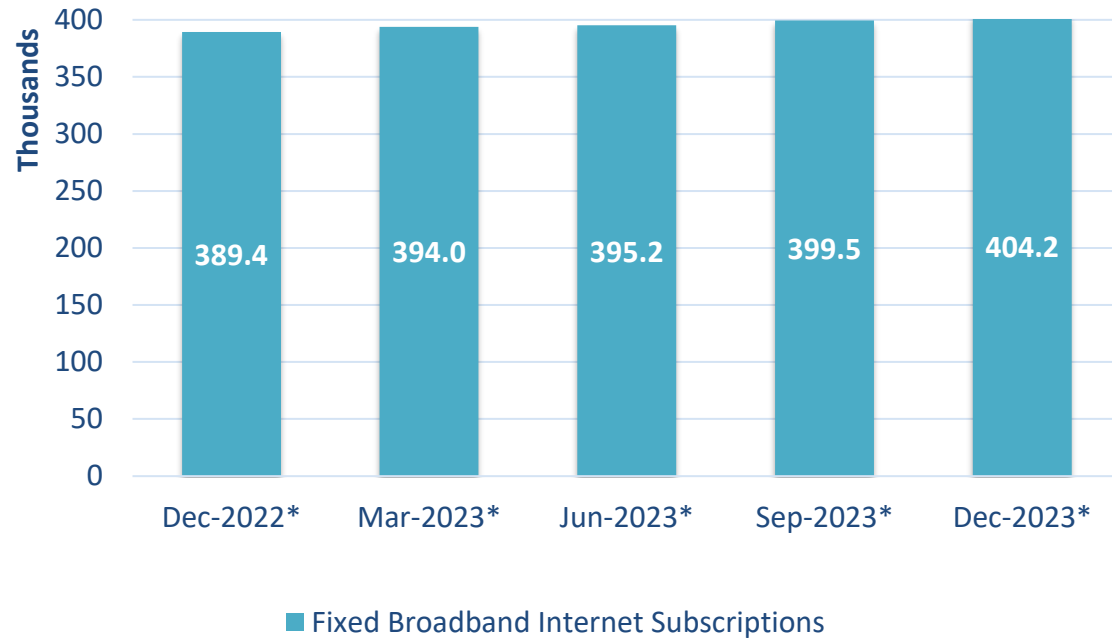
3.8%



Q-o-Q  
PERCENT  
CHANGE

1.2%

Number of Fixed Broadband Internet Subscriptions  
from Q4 2022 to Q4 2023



\* Data estimated for the following concessionaire who had not submitted data at the date of publication:  
Q4 2022 – Q4 2023: Greendot Limited

# Fixed Internet Penetration



**FIXED INTERNET  
PENETRATION  
PER 100  
INHABITANTS**

**30**



**Y-o-Y  
PERCENT  
CHANGE**

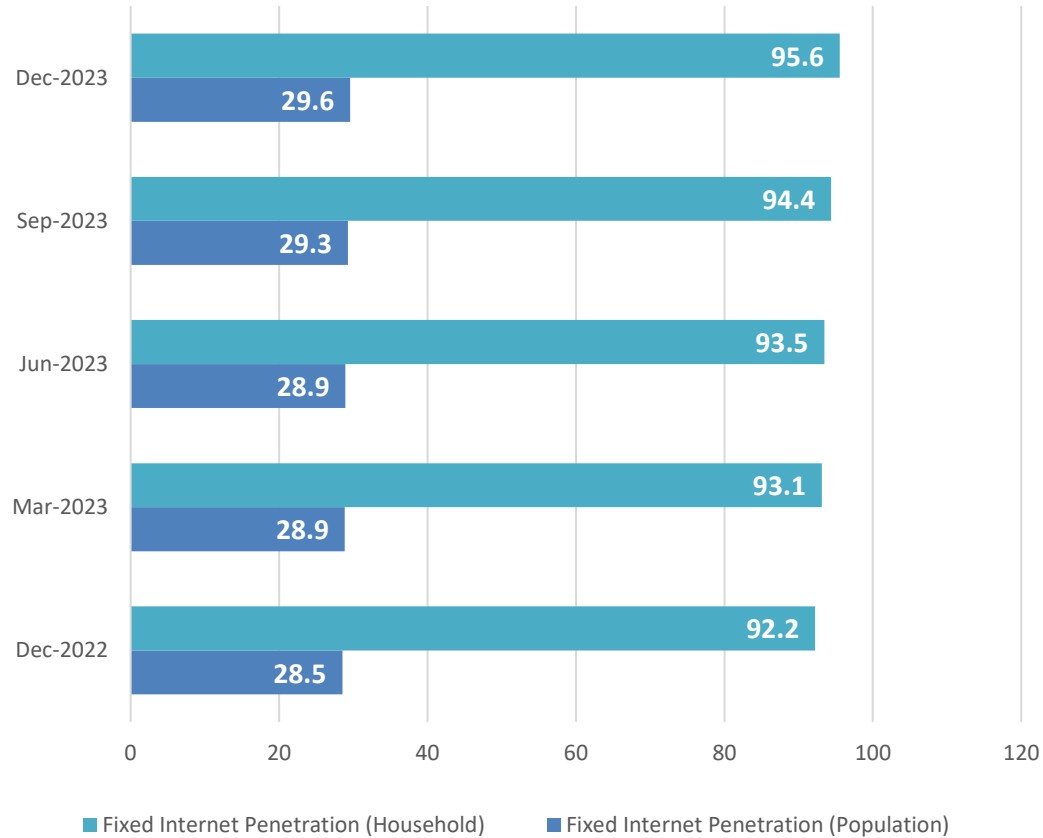
**3.9%**



**Q-o-Q  
PERCENT  
CHANGE**

**1.0%**

Penetration for Fixed Internet Subscriptions  
from Q4 2023 to Q4 2023



**FIXED INTERNET  
PENETRATION  
PER 100  
HOUSEHOLDS**

**96**



**Y-o-Y  
PERCENT  
CHANGE**

**3.7%**

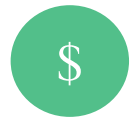


**Q-o-Q  
PERCENT  
CHANGE**

**1.3%**

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

# Fixed Internet Revenues



**GROSS REVENUES**  
**\$ 330.1m**



**Y-o-Y PERCENT CHANGE**

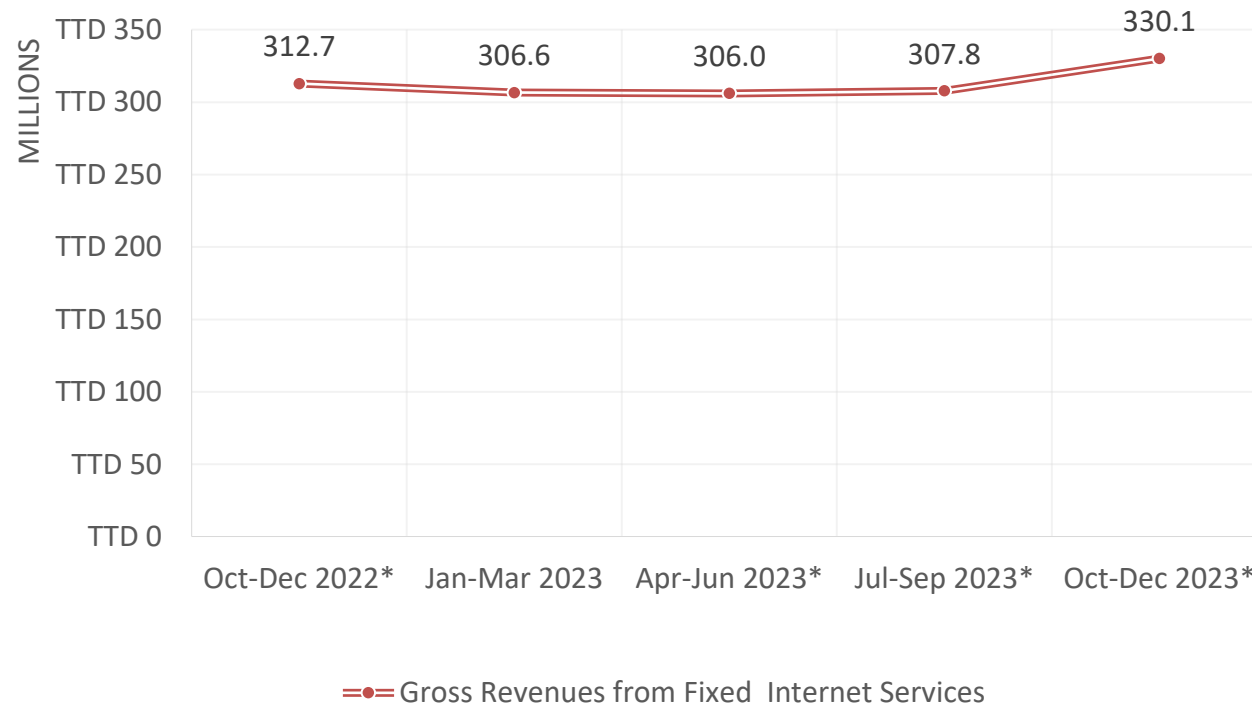
**5.6%**



**Q-o-Q PERCENT CHANGE**

**7.3%**

**GROSS REVENUES FROM FIXED INTERNET SERVICES FROM Q4 2022 TO Q4 2023**



*\* Data estimated for the following concessionaires who had not submitted data at the date of publication:  
Q4 2022 – Q4 2023: Greendot Limited*

# Fixed Internet HHI



HHI  
**2,608**

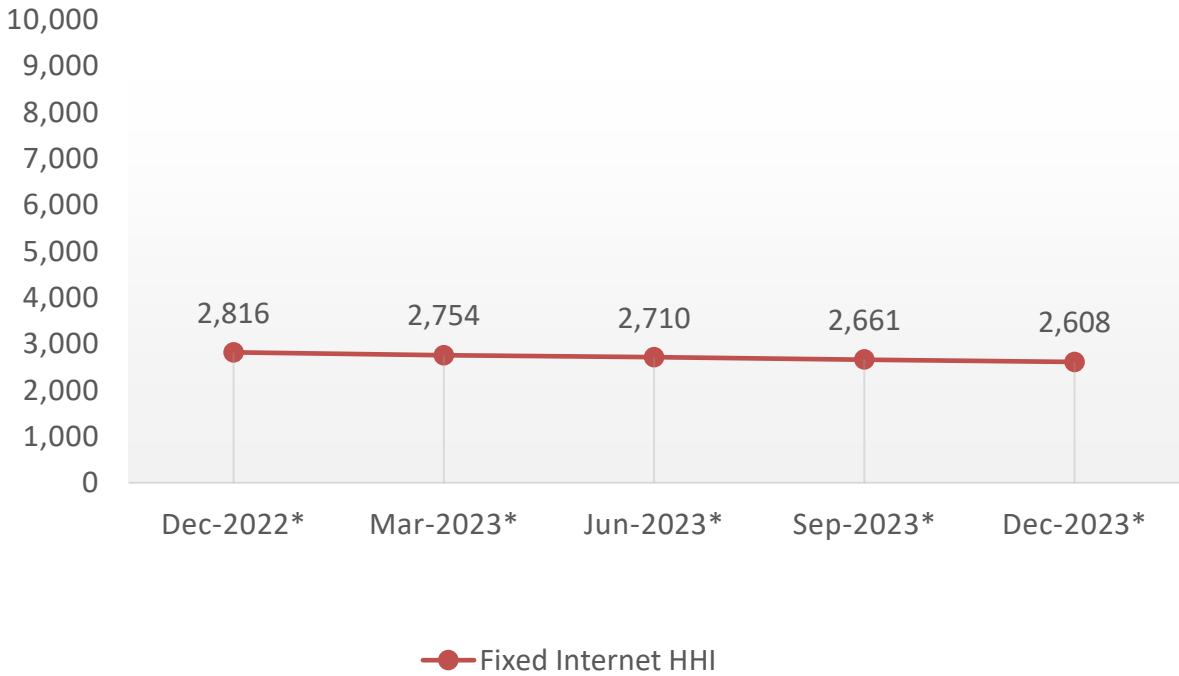


Y-o-Y  
PERCENT  
CHANGE  
**-7.4%**



Q-o-Q  
PERCENT  
CHANGE  
**-2.0%**

HHI for Fixed Internet Services  
from Q4 2022 to Q4 2023



\* Data estimated for the following concessionaires who had not submitted data at the date of publication:  
Q4 2022 – Q4 2023: Greendot Limited

# Fixed Internet Average Revenue Per User



ARPU  
**\$820**

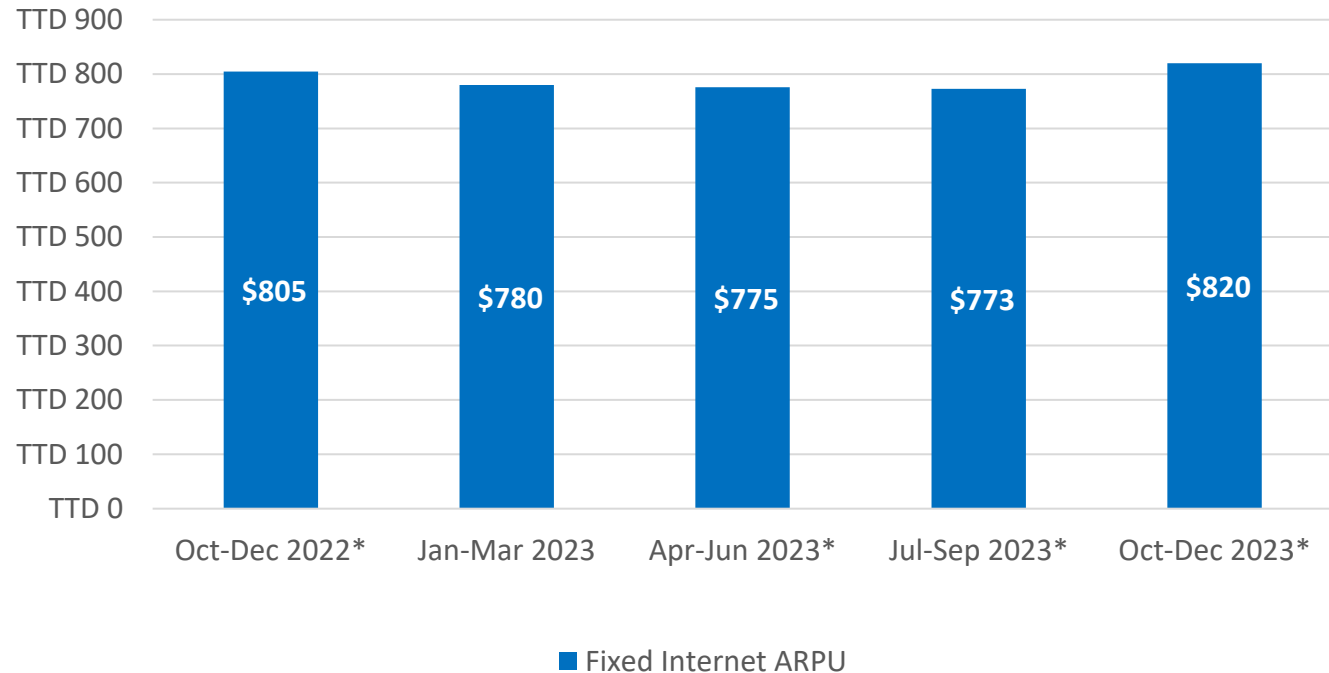


Y-o-Y  
PERCENT  
CHANGE  
**1.9%**



Q-o-Q  
PERCENT  
CHANGE  
**6.1%**

ARPU for Fixed Internet Services  
from Q4 2022 to Q4 2023



*\* Data estimated for the following concessionaires who had not submitted data at the date of publication:  
Q4 2022 – Q4 2023: Greendot Limited*

# Subscription TV



# TV Subscriptions



TOTAL NUMBER OF SUBSCRIPTIONS

**216,700**



Y-o-Y PERCENT CHANGE

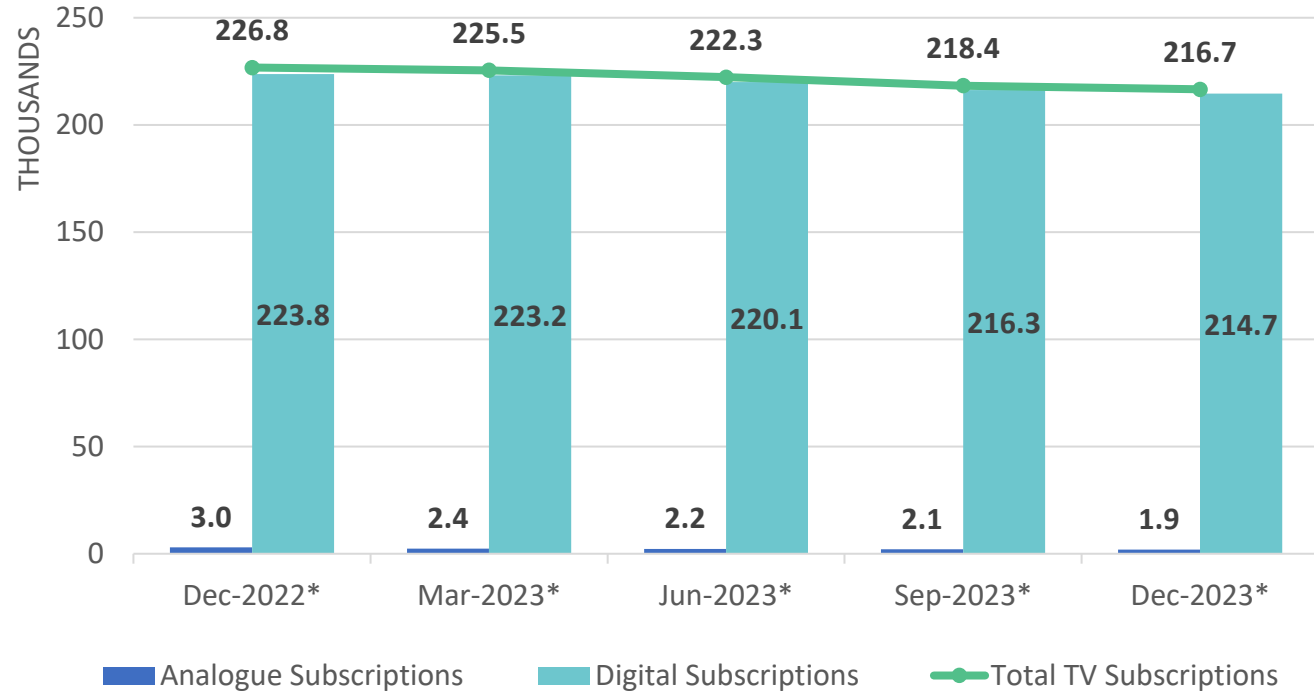
**-4.5%**



Q-o-Q PERCENT CHANGE

**-1.8%**

Number of TV Subscriptions from Q4 2022 to Q4 2023



TV Subscriptions refer to subscriptions to Subscription TV services

\* Data estimated for the following concessionaire who had not submitted data at the date of publication:  
Q4 2022-Q4 2023: Greendot Limited



# Subscription TV Penetration

SUBSCRIPTION TV  
PENETRATION PER  
100 INHABITANTS



15.7

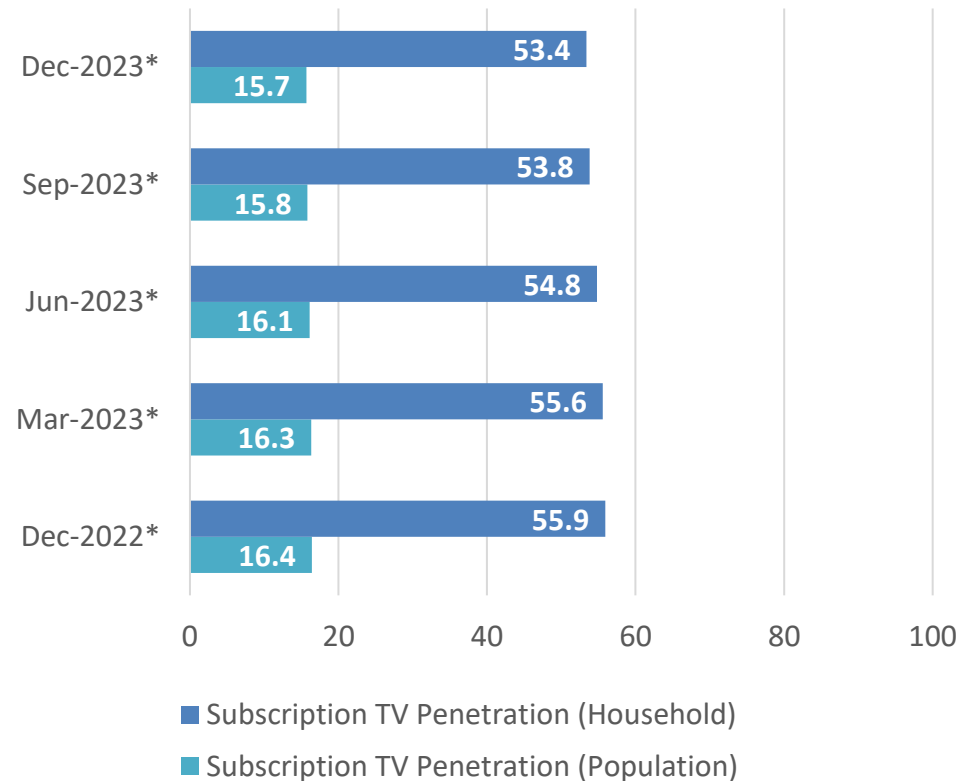
Y-o-Y  
PERCENT  
CHANGE

-4.3%

Q-o-Q  
PERCENT  
CHANGE

-0.6%

Penetration Rates of Subscription TV Services  
from Q4 2022 to Q4 2023



SUBSCRIPTION TV  
PENETRATION PER  
100 HOUSEHOLDS



53.4

Y-o-Y  
PERCENT  
CHANGE

-4.5%

Q-o-Q  
PERCENT  
CHANGE

-0.7%

\* Data estimated for the following concessionaires who had not submitted data at the date of publication:  
Q4 2022-Q4 2023: Greendot Limited

# Subscription TV Revenues



GROSS REVENUES

**\$157m**

Y-o-Y PERCENT CHANGE

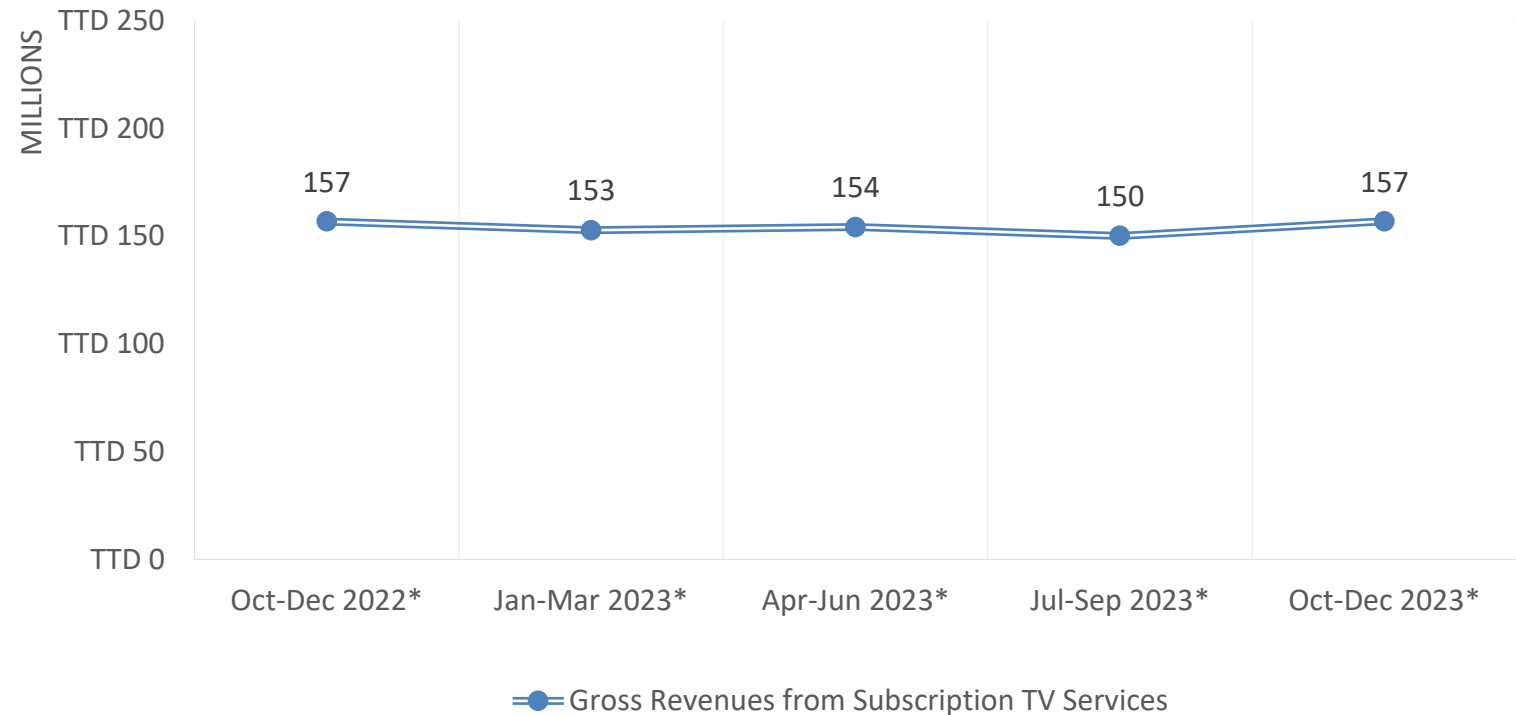
**0%**



Q-o-Q PERCENT CHANGE

**4.7%**

GROSS REVENUES FROM SUBSCRIPTION TV SERVICES FROM Q4 2022 TO Q4 2023



\* Data estimated for the following concessionaires who had not submitted data at the date of publication:  
Q4 2022-Q4 2023: Greendot Limited

# Subscription TV HHI



HHI  
**3,284**

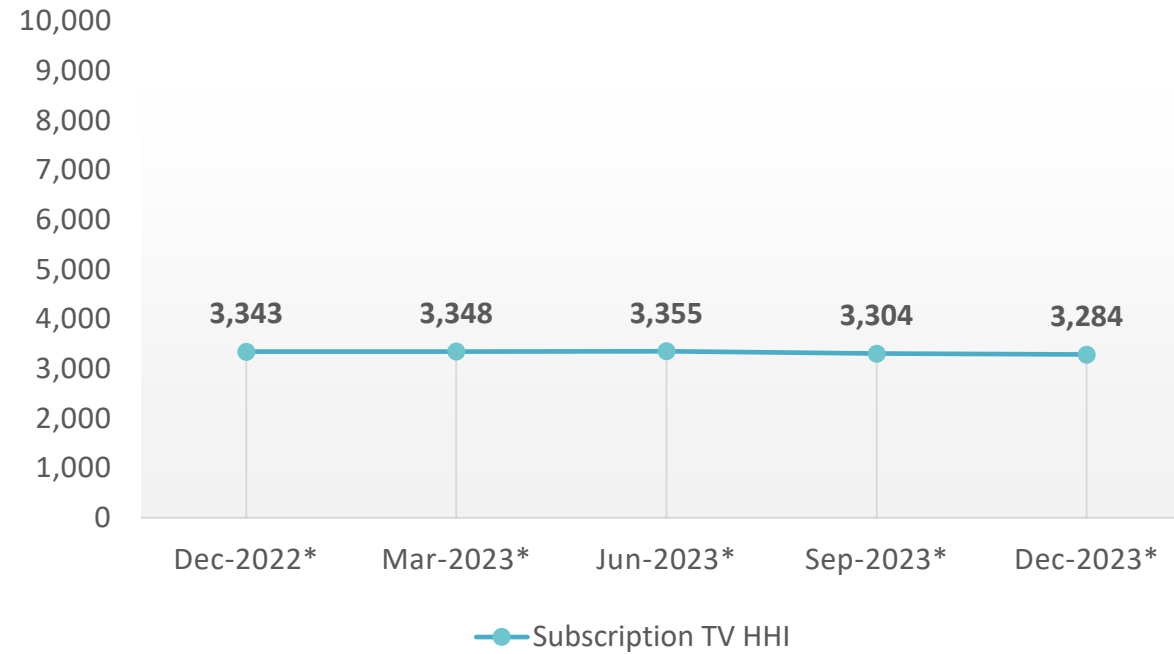


Y-o-Y  
PERCENT  
CHANGE  
**-1.8%**



Q-o-Q  
PERCENT  
CHANGE  
**-0.6%**

HHI for Subscription TV Services  
from Q4 2022 to Q4 2023



*\* Data estimated for the following concessionaires who had not submitted data at the date of publication:  
Q4 2022-Q4 2023: Greendot Limited*

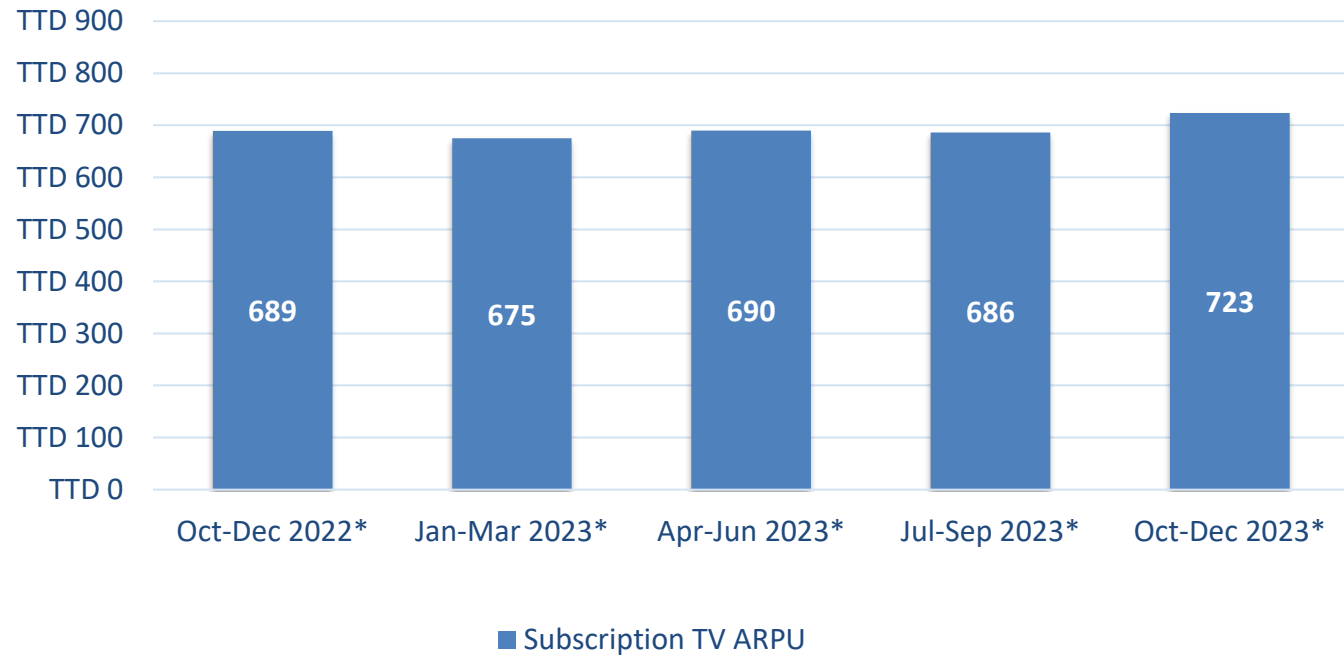
# Subscription TV Average Revenue Per User

ARPU  
\$ **\$723**

Y-o-Y  
PERCENT  
CHANGE  
**4.9%**

Q-o-Q  
PERCENT  
CHANGE  
**5.4%**

ARPU for Subscription TV Services  
from Q4 2022 to Q4 2023

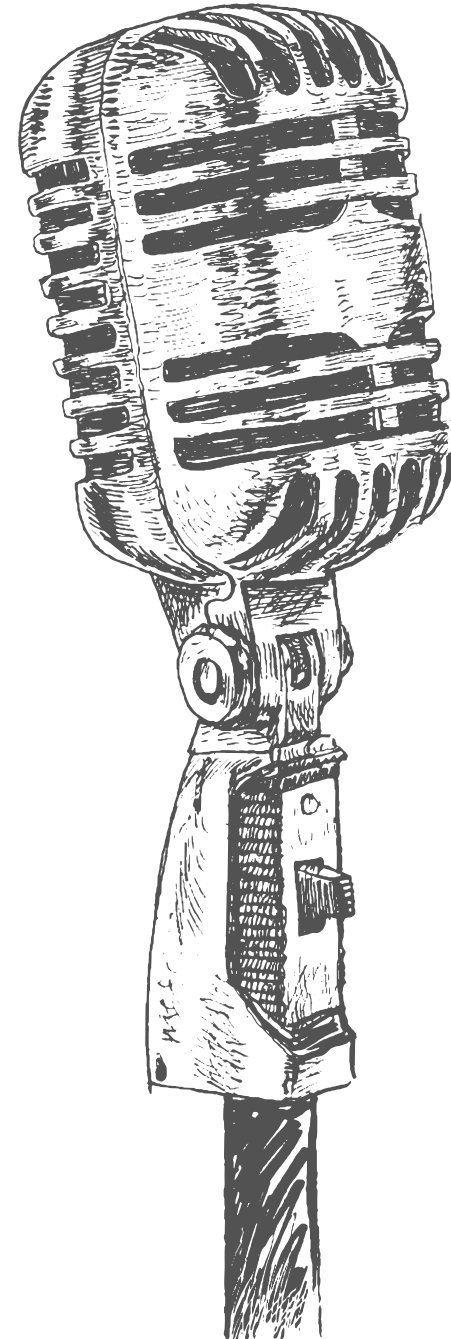


\* Data estimated for the following concessionaires who had not submitted data at the date of publication:  
Q4 2022-Q4 2023: Greendot Limited

# Free-to-Air Radio

4/3/2024

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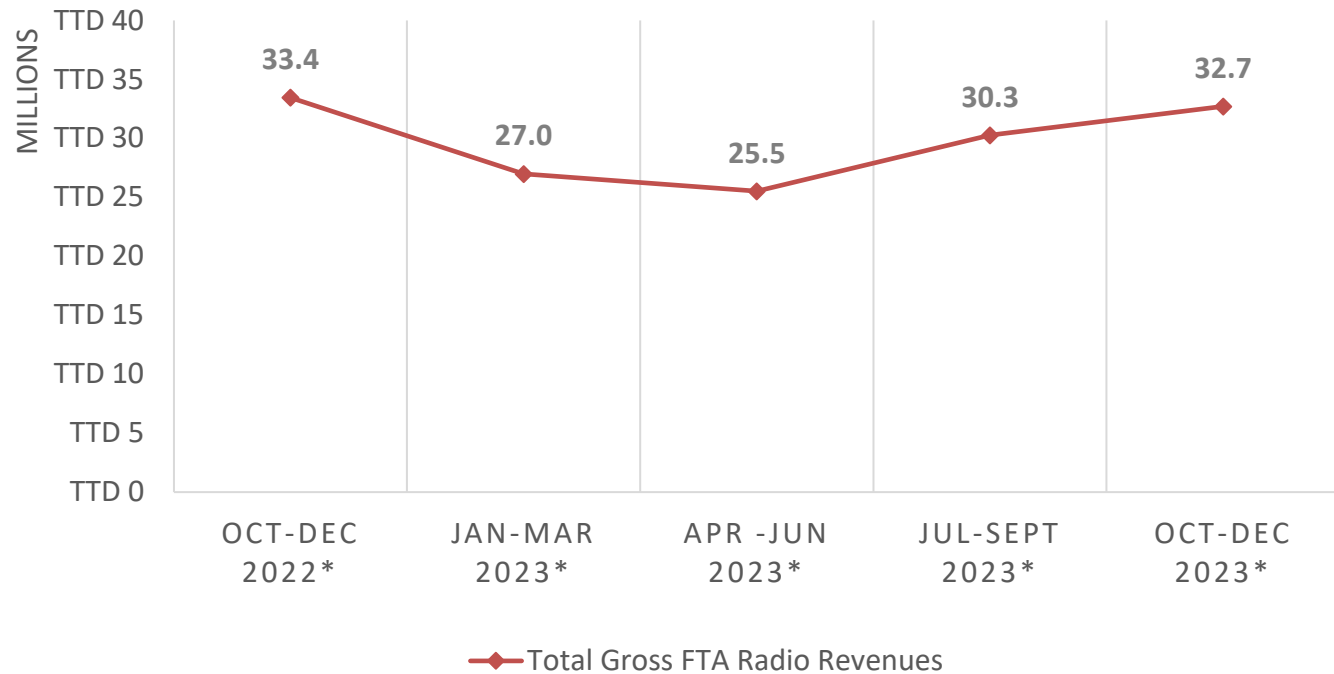
# Free-to-Air Radio Revenues

GROSS REVENUES  
\$32.8m

Y-o-Y PERCENT CHANGE  
-2.1%

Q-o-Q PERCENT CHANGE  
7.9%

GROSS REVENUES FROM FREE TO AIR RADIO SERVICES FROM Q4 2022 TO Q4 2023



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

# Free-to-Air Radio HHI



HHI  
**482**

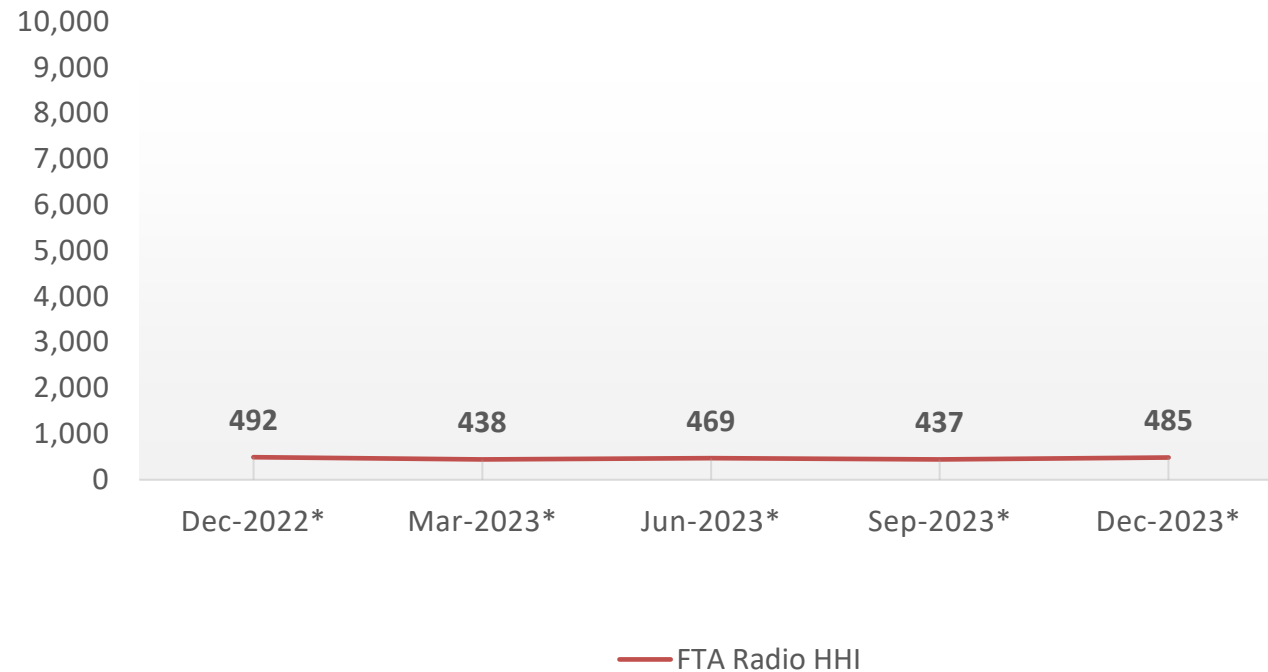


Y-o-Y  
PERCENT  
CHANGE  
**-2.0%**



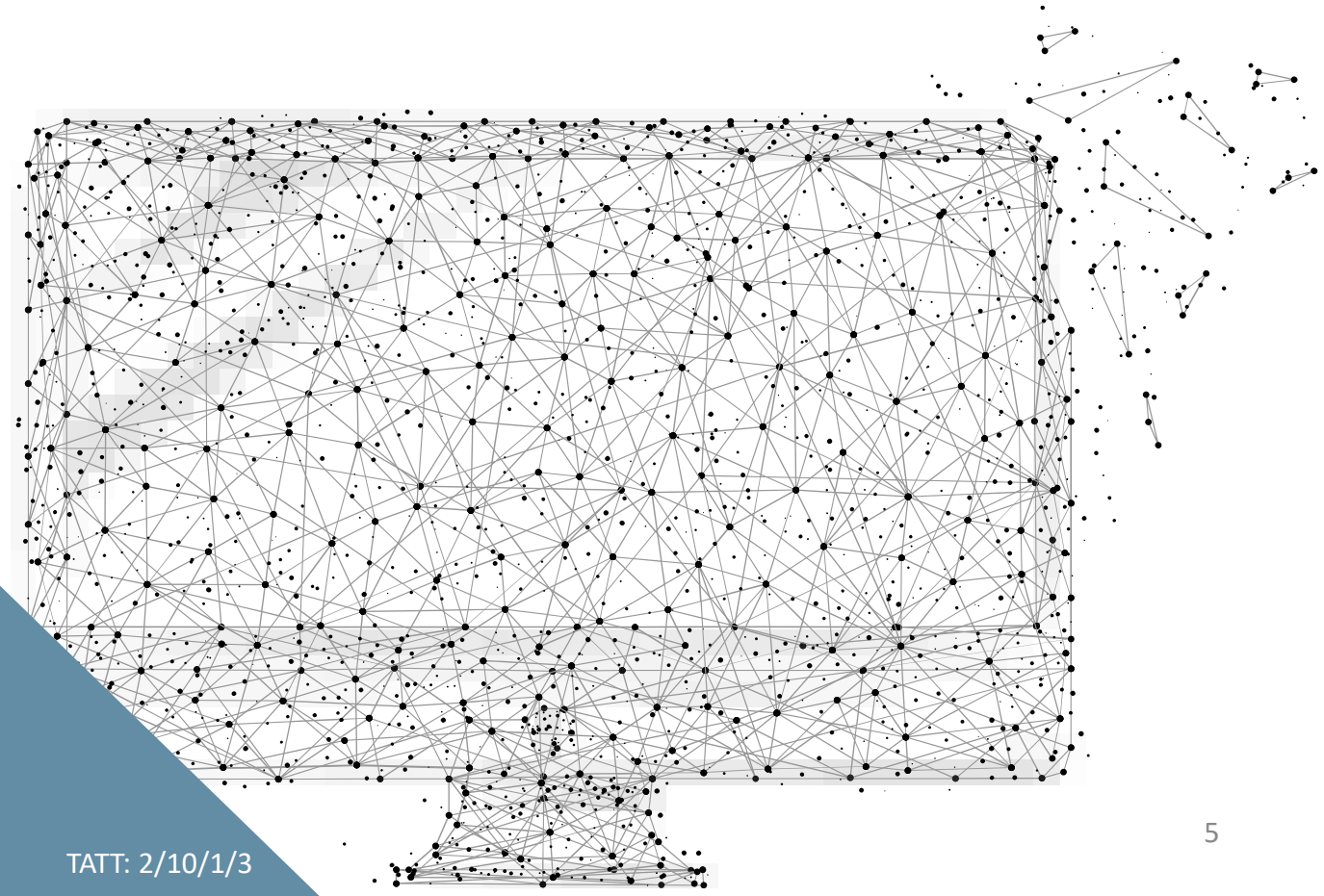
Q-o-Q  
PERCENT  
CHANGE  
**10.3%**

HHI for Free to Air Radio Services  
from Q4 2022 to Q4 2023



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

# Free-to-Air TV





# Free-to-Air TV Revenues



GROSS REVENUES

**\$9.9m**



Y-o-Y PERCENT CHANGE

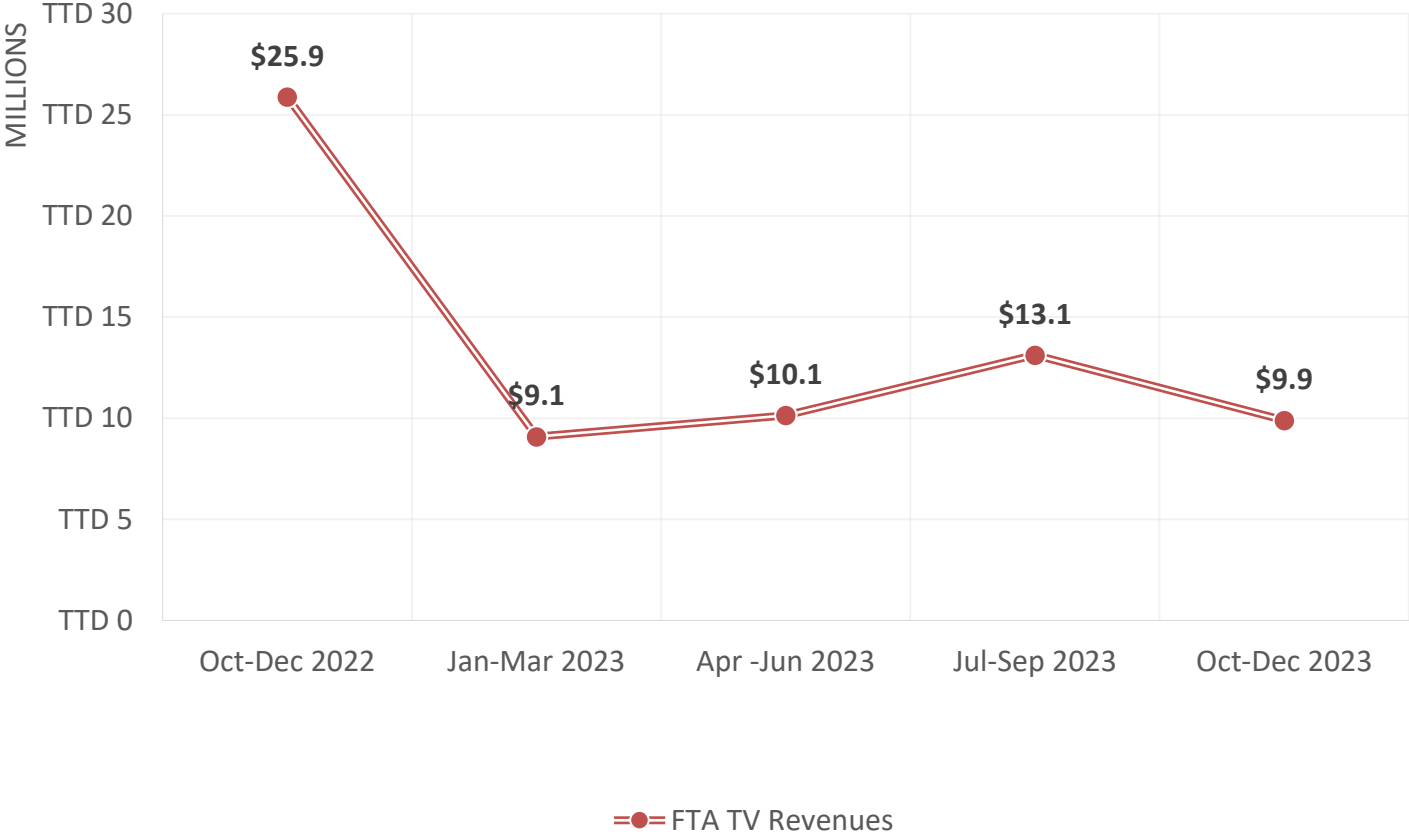
**-61.8%**



Q-o-Q PERCENT CHANGE

**-24.4%**

GROSS REVENUES FROM FREE TO AIR TV SERVICES FROM Q4 2022 TO Q4 2023



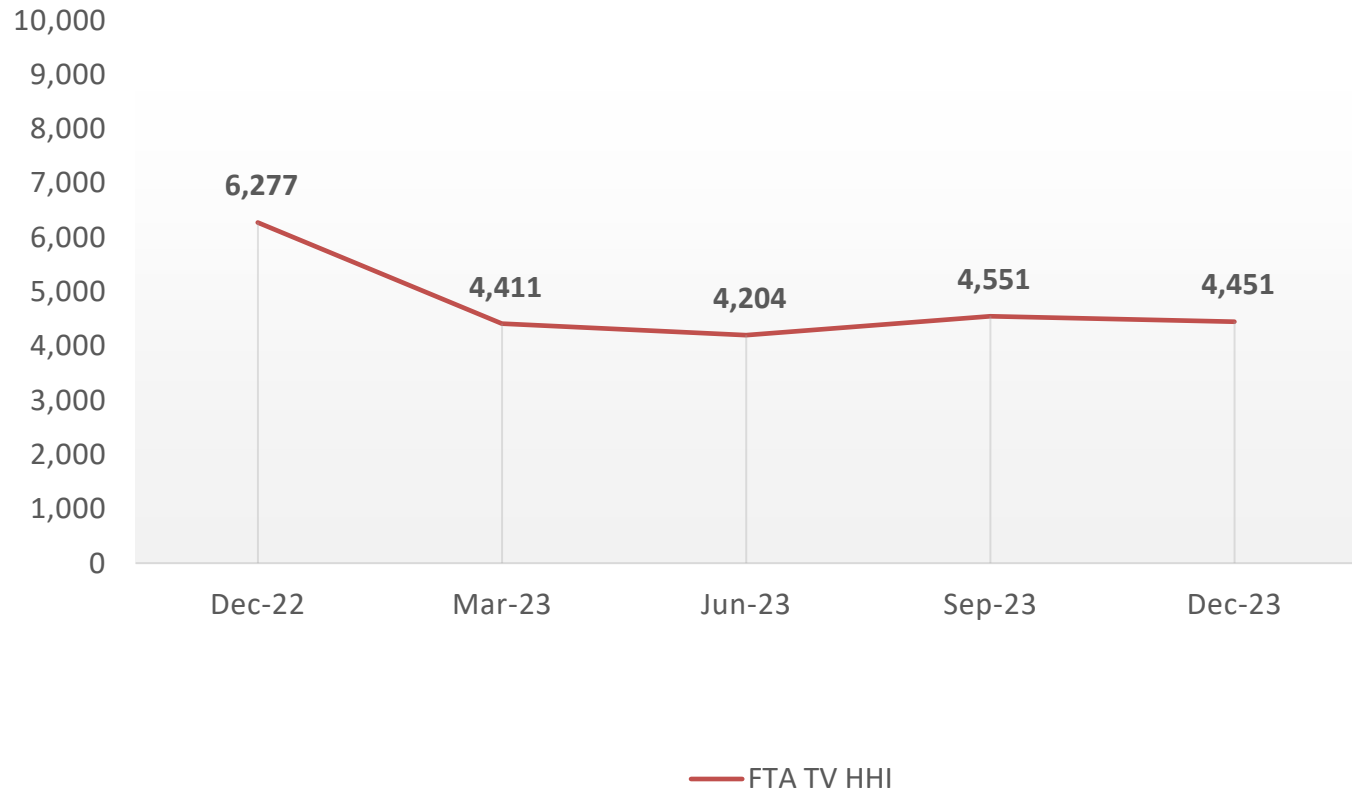
# Free-to-Air TV HHI

HHI  
**4,541**

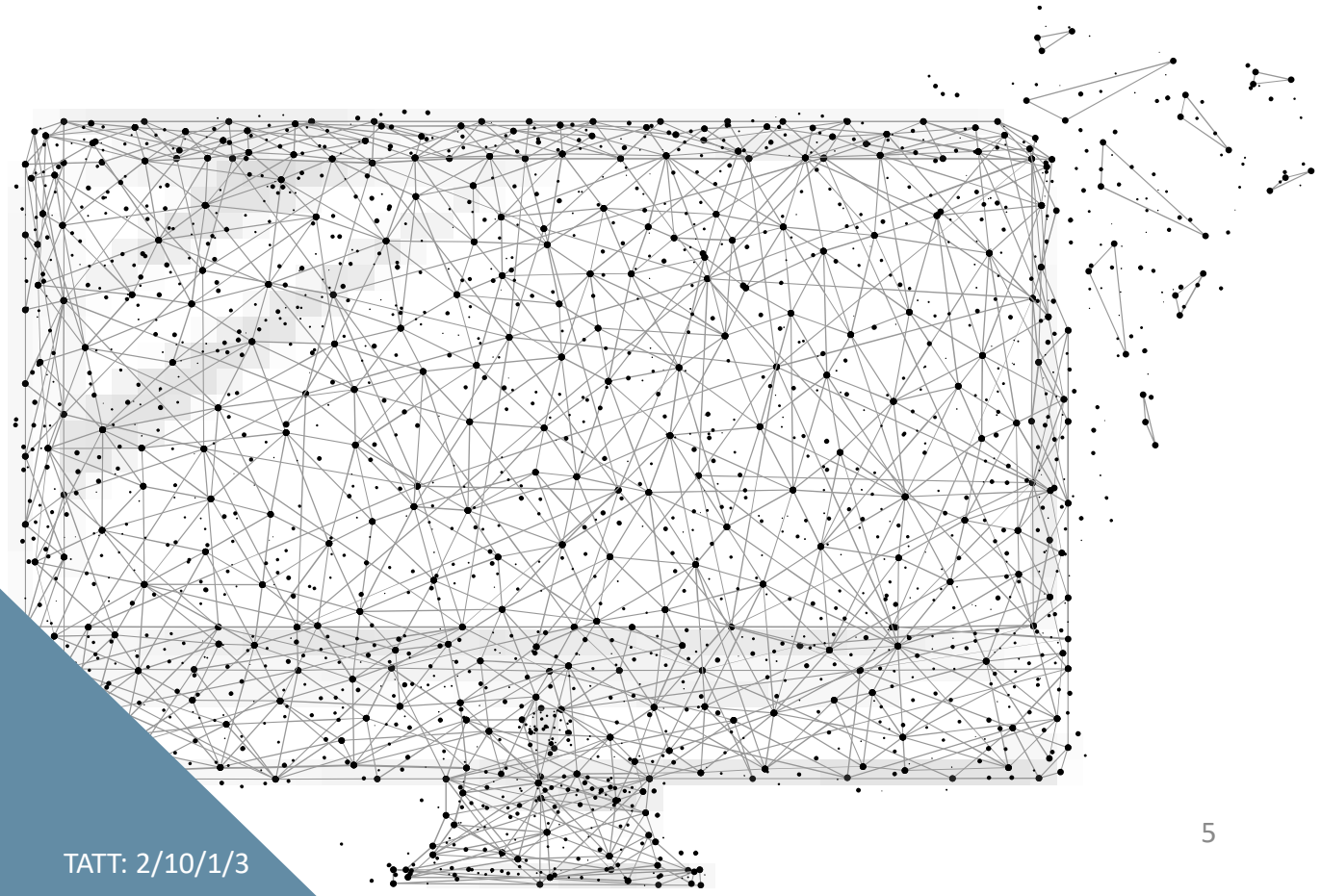
Y-o-Y  
PERCENT  
CHANGE  
**-29.1%**

Q-o-Q  
PERCENT  
CHANGE  
**-2.2%**

HHI for Free to Air TV Services  
Q4 2022 to Q4 2023



# Broadcasting Service via Cable TV



# Broadcasting Service via Cable TV Revenues



GROSS REVENUES

**\$1.6m**



Y-o-Y PERCENT CHANGE

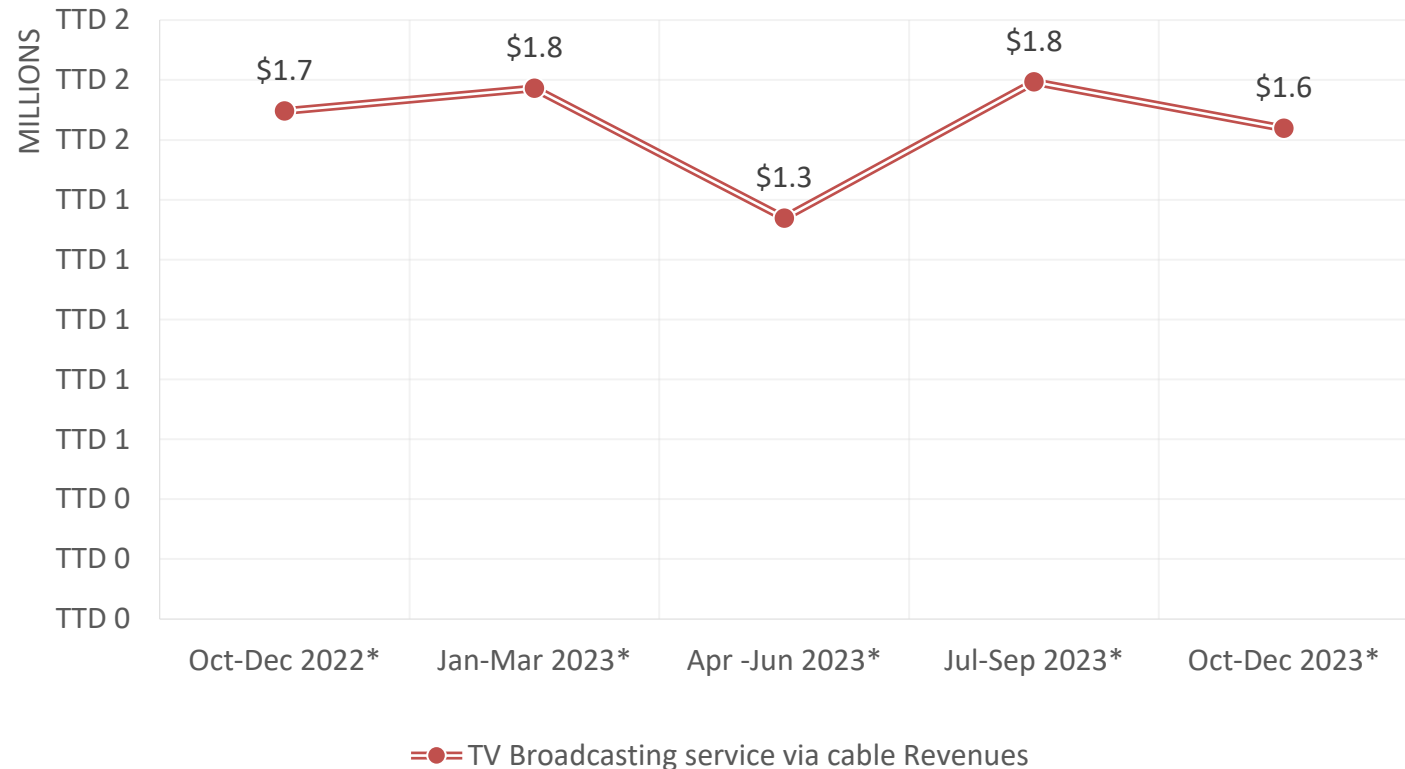
**-5.9%**



Q-o-Q PERCENT CHANGE

**-11.1%**

GROSS REVENUES BROADCASTING SERVICE VIA CABLE FROM Q4 2022 TO Q4 2023



• *Data estimated for the following concessionaires who had not submitted data at the date of publication:  
Q4 2022 – Q4 2023: WI Sports, Twenty Four Seven News and Sports Limited*

# Broadcasting Service via Cable HHI

HHI  
**1,513**

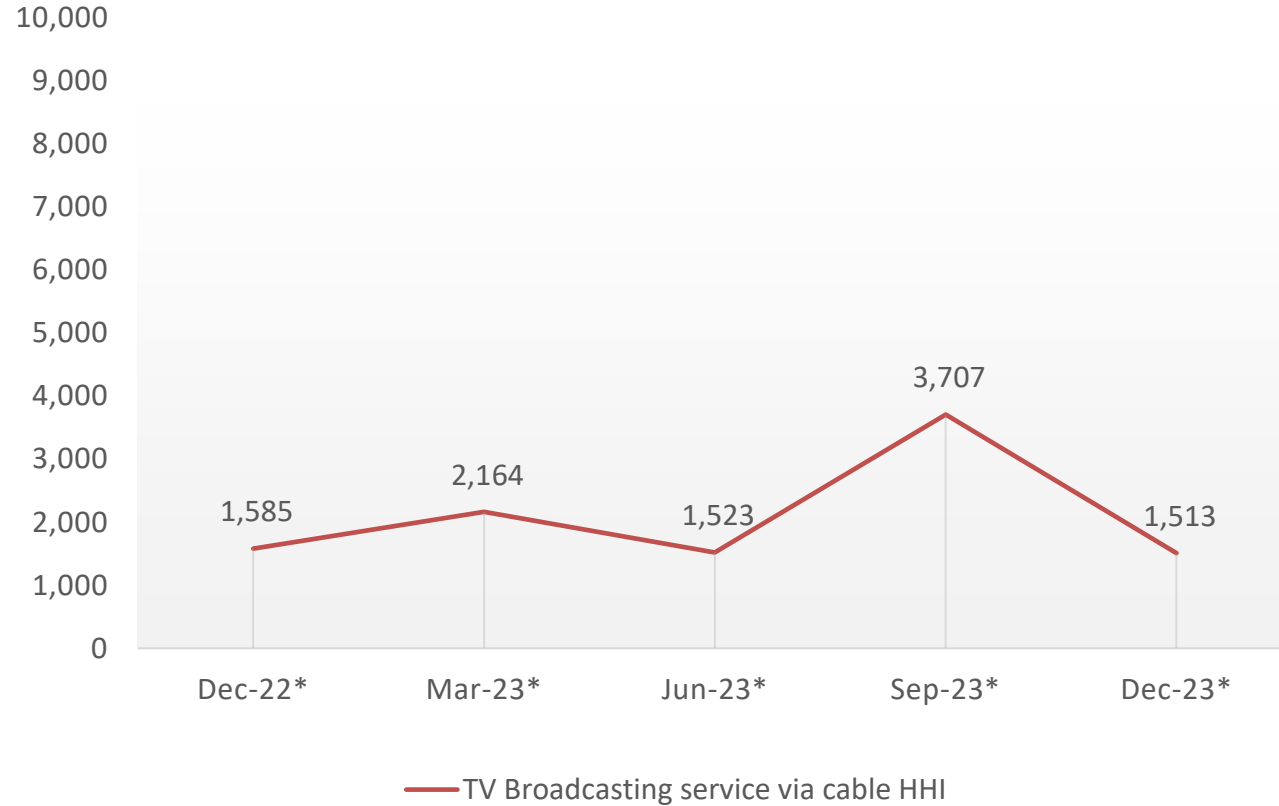
Y-o-Y  
PERCENT  
CHANGE

**-4.5%**

Q-o-Q  
PERCENT  
CHANGE

**-59.2%**

HHI for Broadcasting Service via Cable  
Q4 2022 to Q4 2023



• *Data estimated for the following concessionaires who had not submitted data at the date of publication:  
Q4 2022 – Q4 2023: WI Sports, Twenty Four Seven News and Sports Limited*

# QUARTERLY MARKET UPDATE

October to December 2023

