

QUARTERLY MARKET UPDATE

April to June 2024



Quarterly Market Update – Q2 2024

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© September 2024

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TATT: 2/10/1/3

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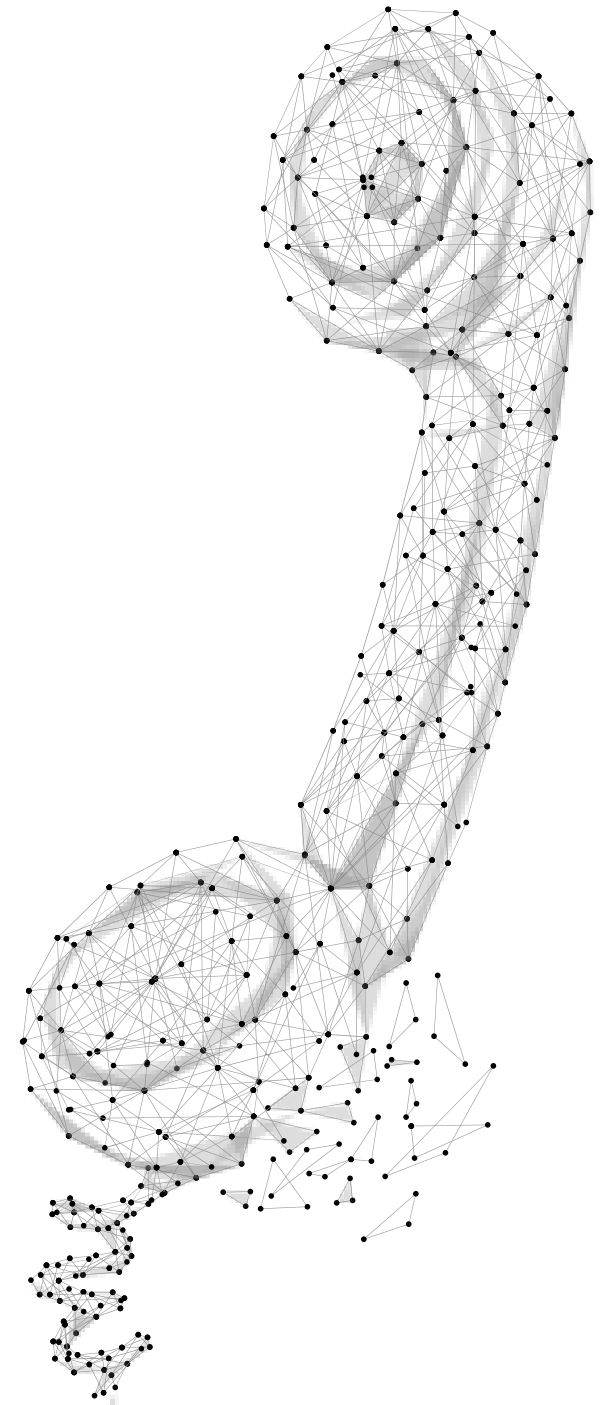
Notes

- 1. The number of mobile voice subscriptions has been adjusted downward due to revised figures submitted by an operator.**
- 2. Free-to-Air Revenues have been amended for Q4 2023 based on revisions submitted by concessionaires.**
- 3. The Free to Air TV market has been separated into the Free to Air TV market and Broadcasting Services via Cable market.**
- 4. 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 to Q1 2024**
 - c) Number of households - 401,382 (Trinidad and Tobago 2011 Population and Housing Census Demographic Report, Central Statistical Office)**
- 5. Average Revenue Per User (ARPU) is calculated for each quarter using total quarterly revenues divided by subscriptions.**

Fixed Voice

9/19/2024

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Fixed Voice Subscriptions



TOTAL NUMBER OF SUBSCRIPTIONS

304,000



Y-o-Y PERCENT CHANGE

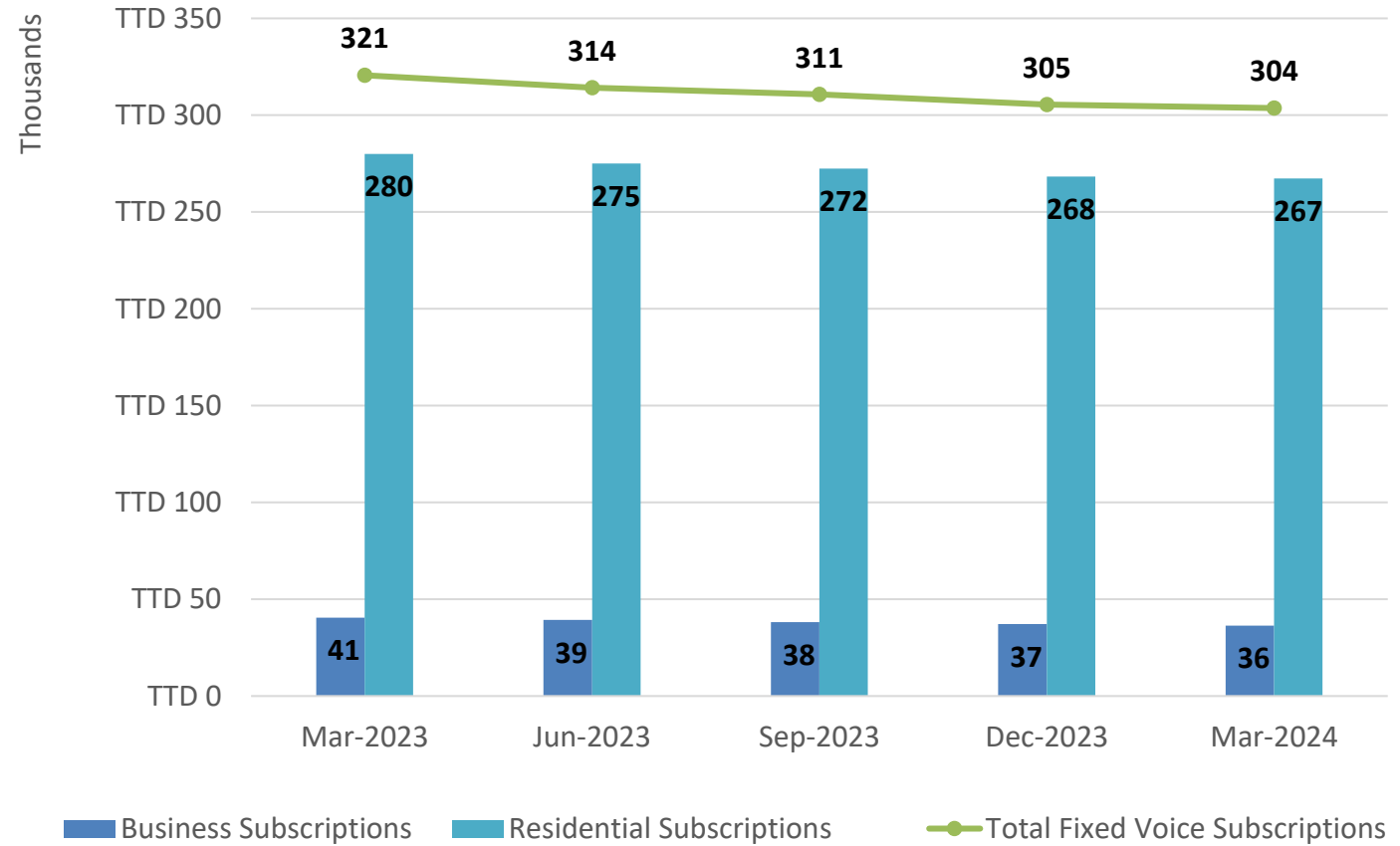
-5.3%



Q-o-Q PERCENT CHANGE

-0.3%

Number of Fixed Line Subscriptions
Q2 2023 to Q2 2024



Fixed Voice Penetration



**FIXED VOICE
PENETRATION PER
100 INHABITANTS**

22.2



**Y-o-Y
PERCENT
CHANGE**

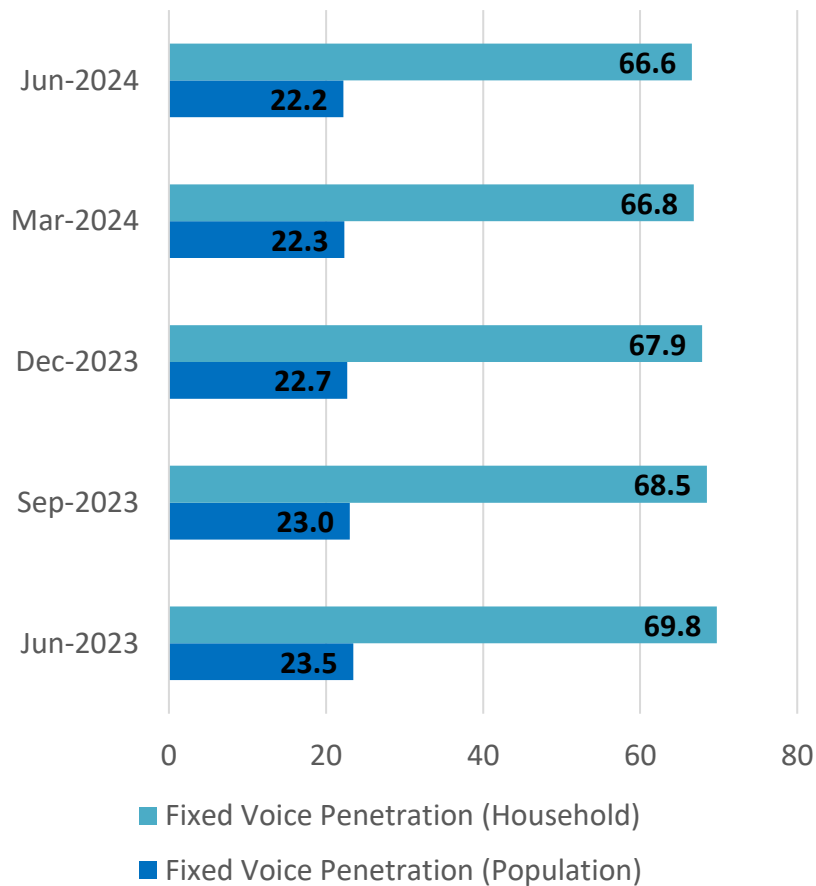
-5.5%



**Q-o-Q
PERCENT
CHANGE**

-0.5%

Penetration Rate of Fixed Line Subscriptions
from Q2 2023 to Q2 2024



**FIXED LINE
PENETRATION PER
100 HOUSEHOLDS**

66.6



**Y-o-Y
PERCENT
CHANGE**

-4.6%



**Q-o-Q
PERCENT
CHANGE**

-0.3%

Fixed Voice Revenues



**GROSS
REVENUES**

\$72.9m



**Y-o-Y
PERCENT
CHANGE**

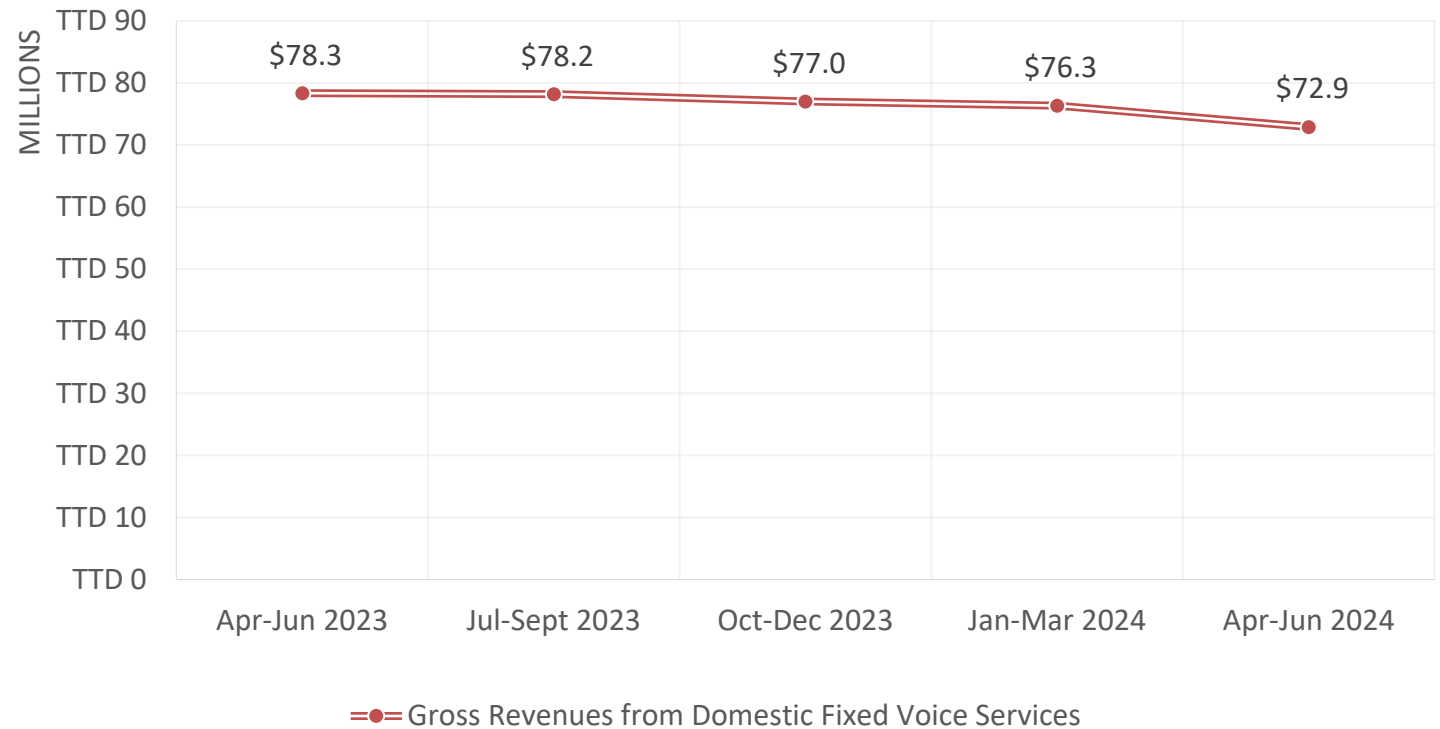
-6.9%



**Q-o-Q
PERCENT
CHANGE**

-4.5%

**GROSS REVENUES FROM DOMESTIC FIXED VOICE SERVICES
FROM Q2 2023 TO Q2 2024**



Fixed Voice HHI



HHI

3,218



Y-o-Y
PERCENT
CHANGE

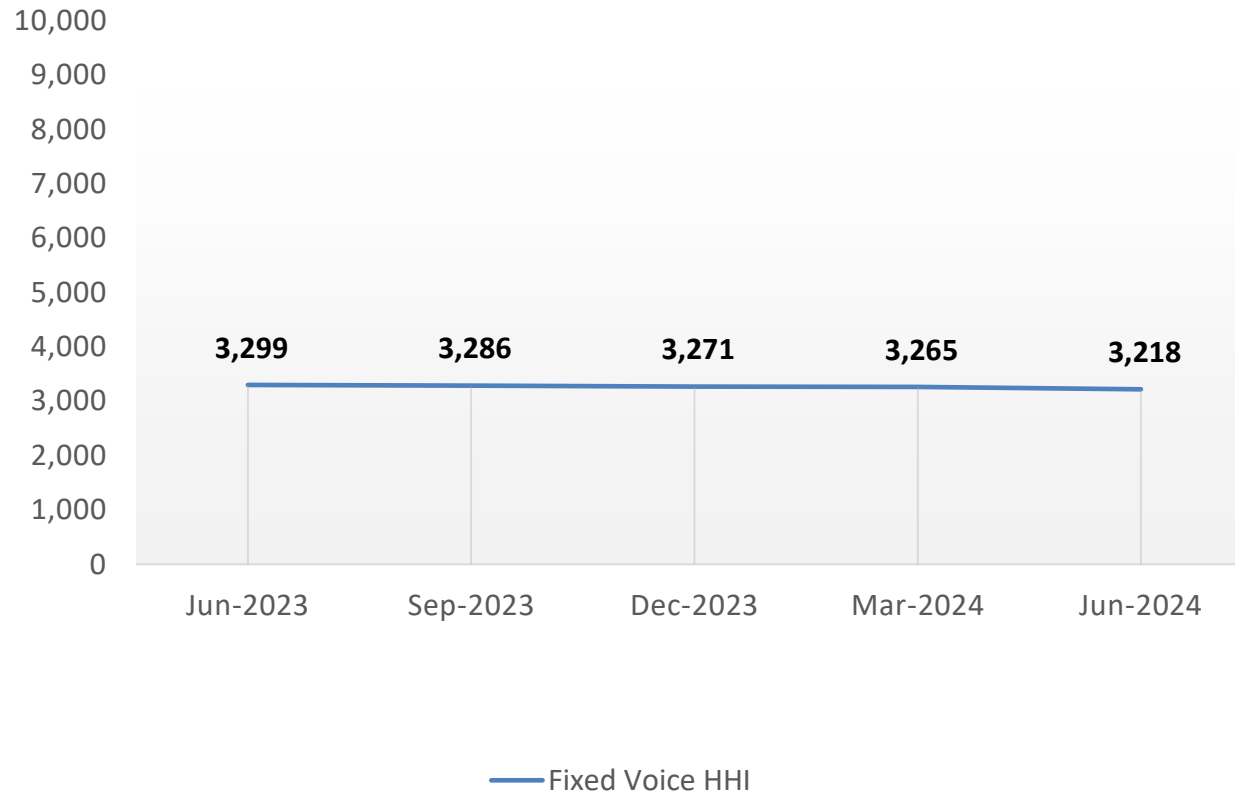
-2.5%



Q-o-Q
PERCENT
CHANGE

-1.4%

HHI for Domestic Fixed Line
from Q2 2023 to Q2 2024



Fixed Voice Average Revenue Per User



ARPU
\$240

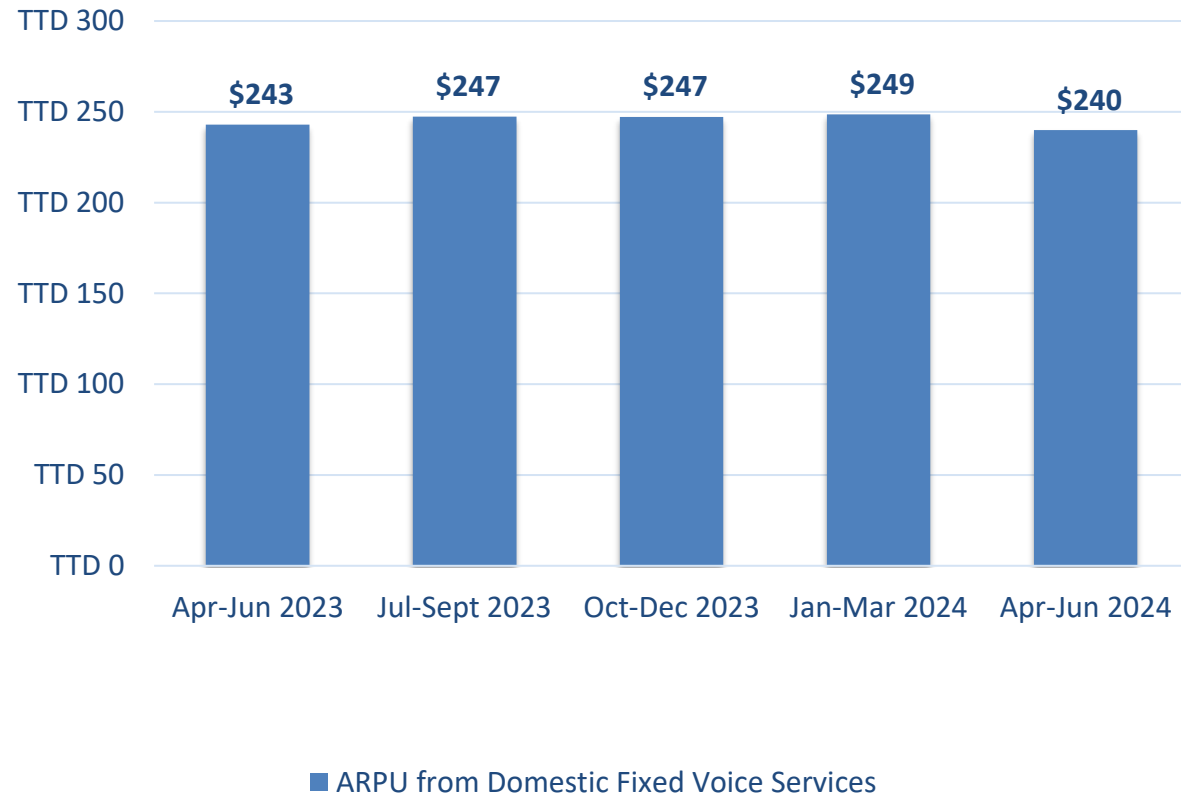


Y-o-Y
PERCENT
CHANGE
-1.2%



Q-o-Q
PERCENT
CHANGE
-3.6%

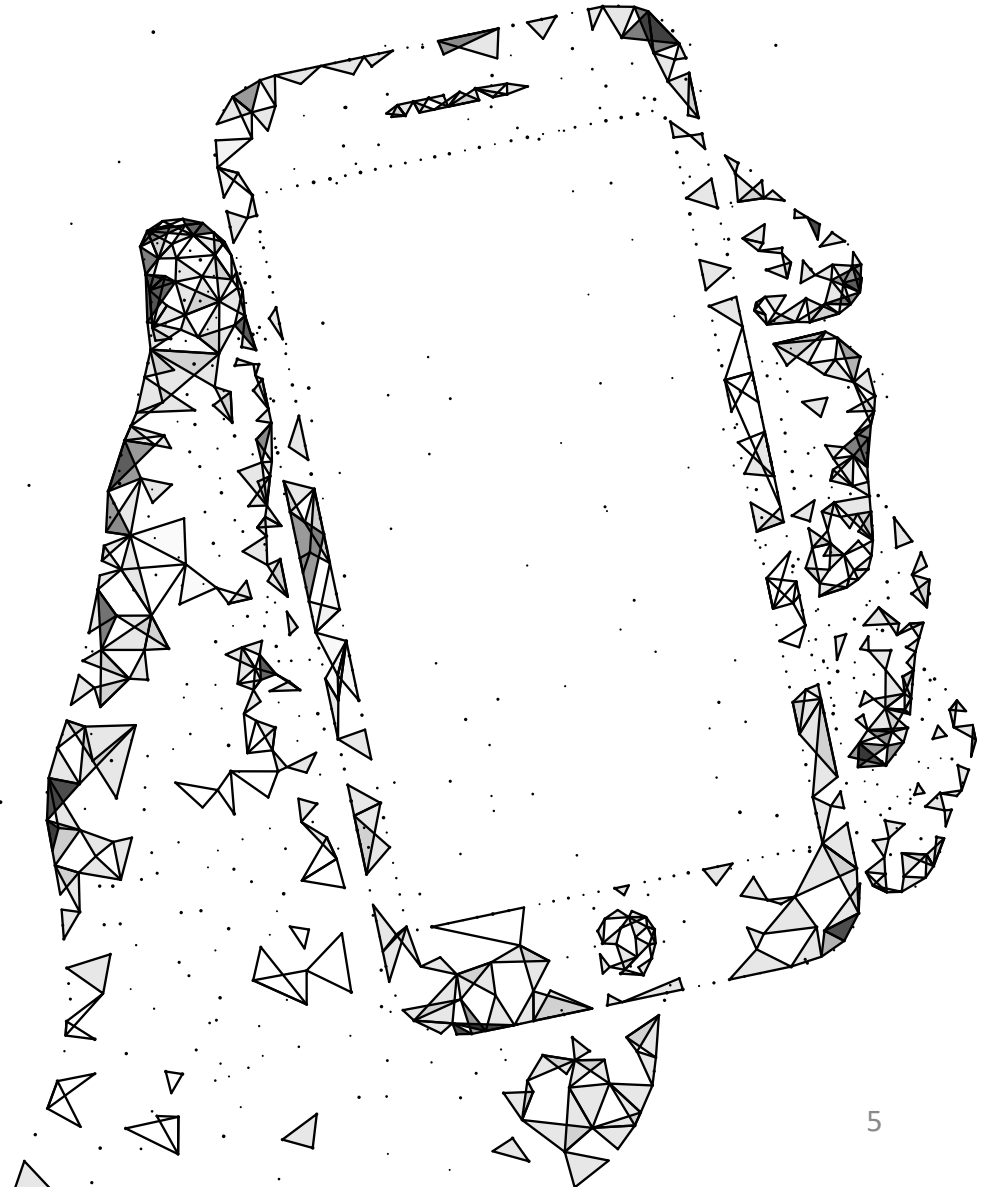
ARPU from Domestic Fixed Voice Services
from Q2 2023 to Q2 2024



Mobile Voice

9/19/2024

TATT: 2/10/1/3



Mobile Voice Subscriptions



TOTAL NUMBER OF SUBSCRIPTIONS

1,770,300



Y-o-Y PERCENT CHANGE

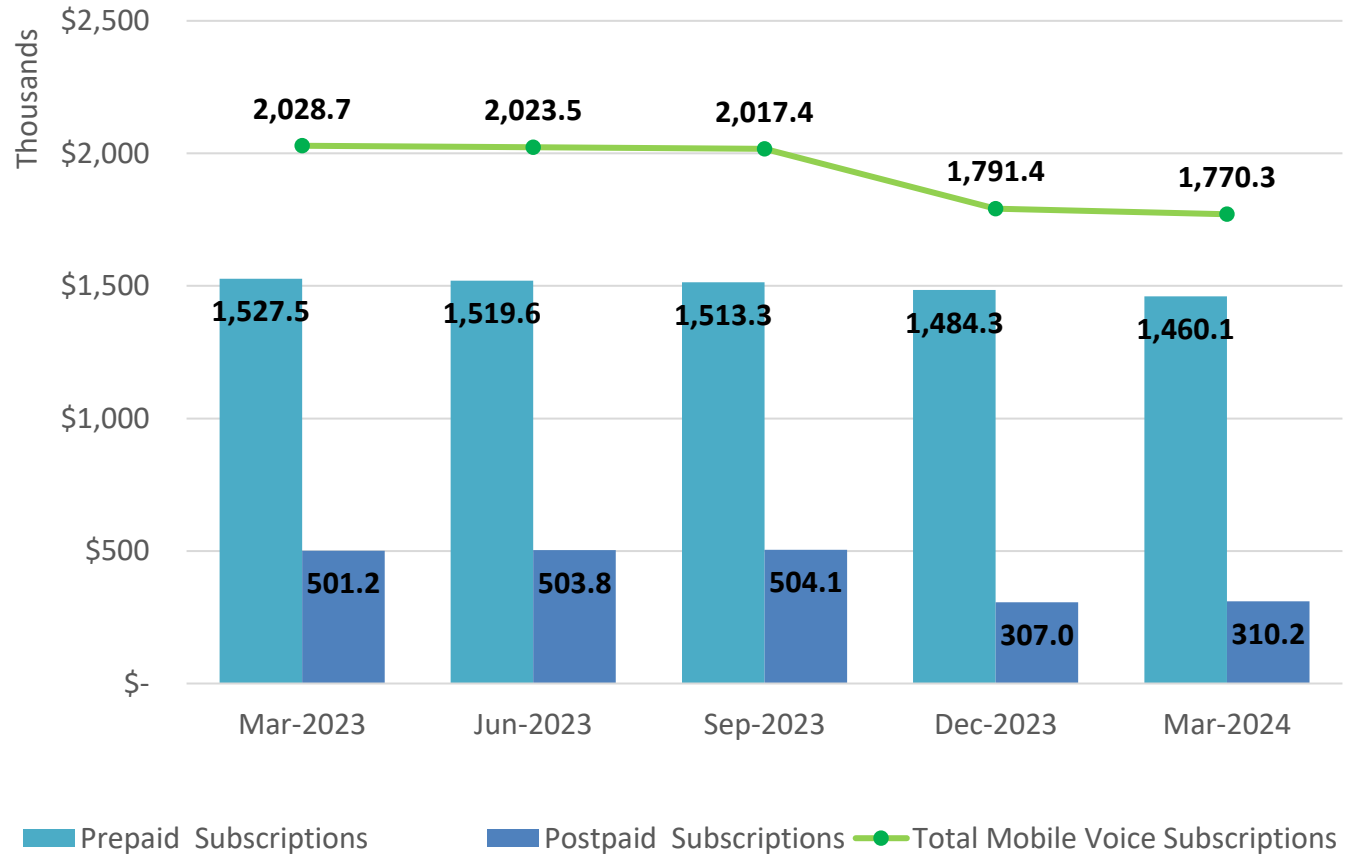
-12.7%



Q-o-Q PERCENT CHANGE

-1.2%

Number of Mobile Voice Subscriptions from Q2 2023 to Q2 2024



Mobile Voice Penetration



MOBILE VOICE
PENETRATION
PER 100
INHABITANTS

129.5



Y-o-Y
PERCENT
CHANGE

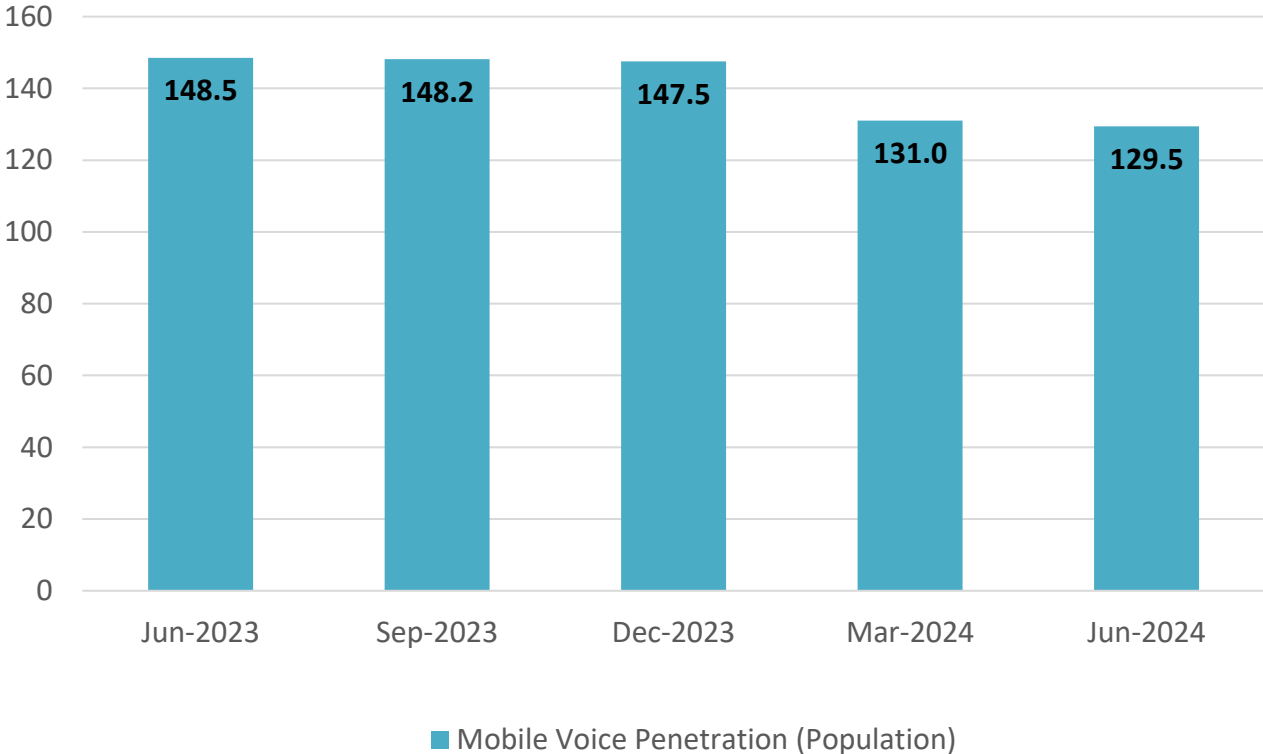
-12.8%



Q-o-Q
PERCENT
CHANGE

-1.2%

Penetration of Mobile Voice Subscriptions
from Q2 2023 to Q2 2024



Mobile Internet Penetration



**MOBILE
INTERNET
PENETRATION
PER 100
INHABITANTS**

62



**Y-o-Y
PERCENT
CHANGE**

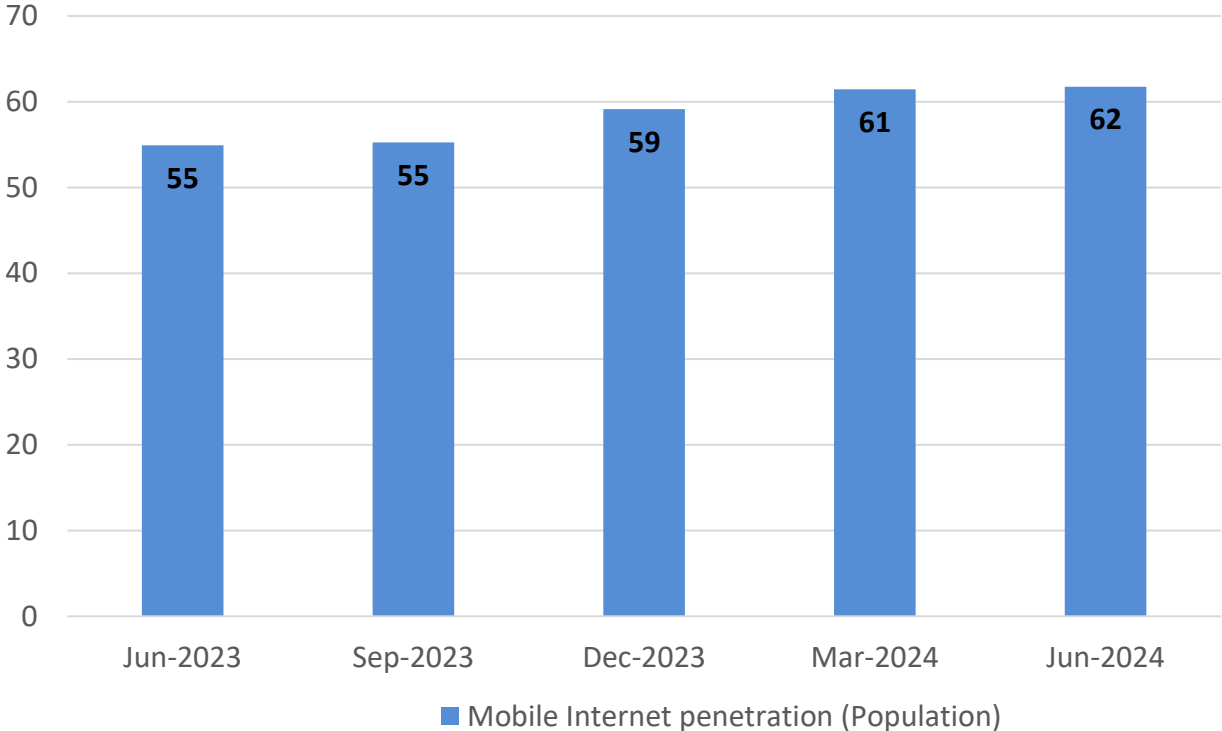
12.7%



**Q-o-Q
PERCENT
CHANGE**

1.6%

Penetration for Mobile Internet Subscriptions
from Q2 2023 to Q2 2024



Mobile Services Revenues



GROSS REVENUES

\$ 472.3m



Y-o-Y PERCENT CHANGE

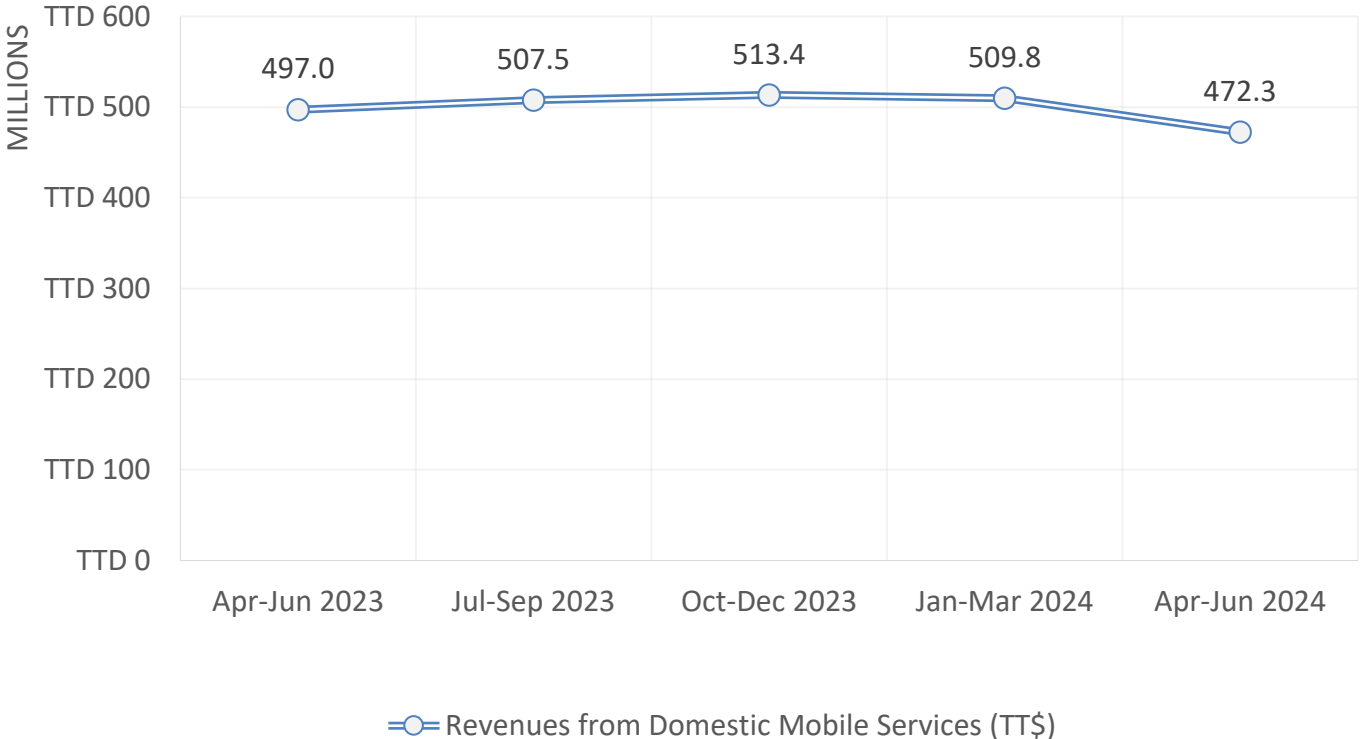
-5.0%



Q-o-Q PERCENT CHANGE

-7.4%

REVENUES FROM DOMESTIC MOBILE SERVICES FROM Q2 2023 TO Q2 2024



Mobile services revenues include revenues from mobile voice and Internet subscriptions.

Mobile Voice HHI



HHI

5,051



Y-o-Y
PERCENT
CHANGE

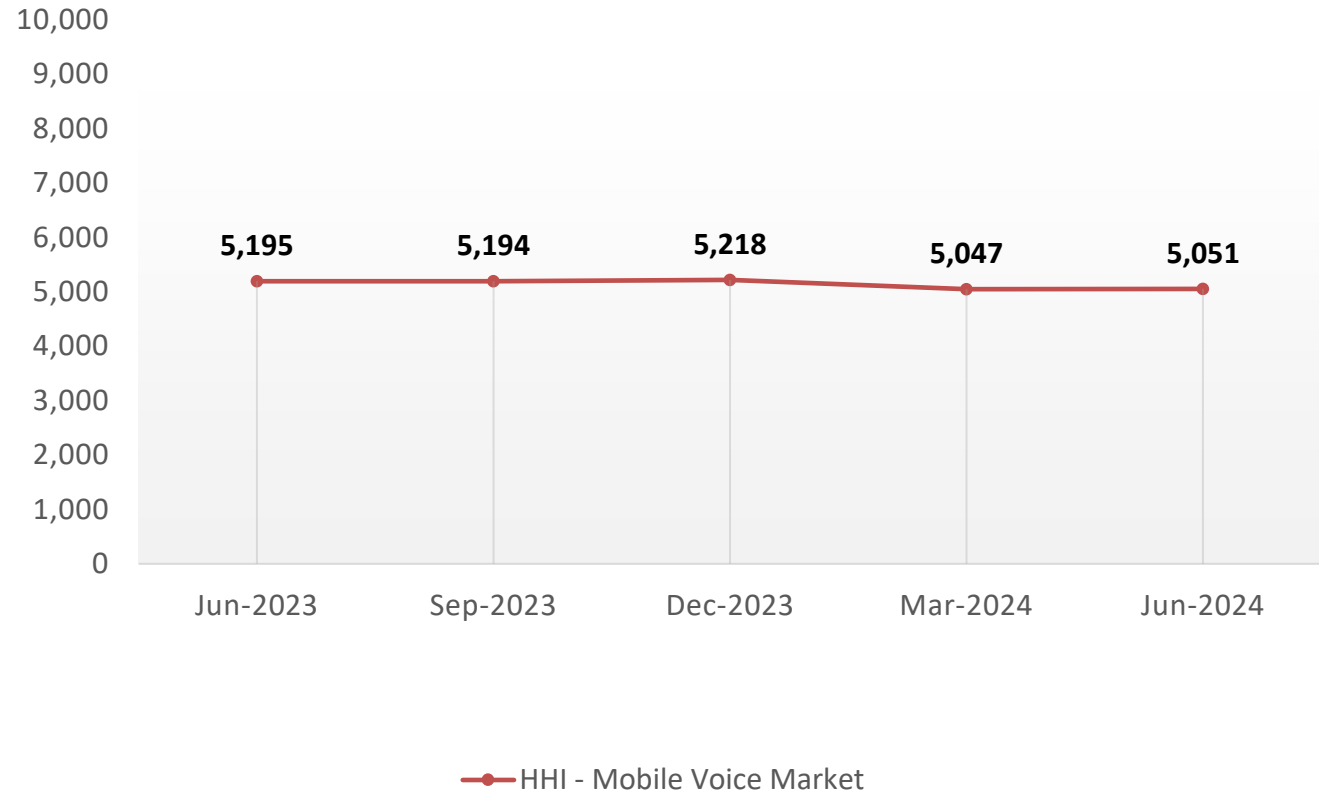
-2.8%



Q-o-Q
PERCENT
CHANGE

-0.1%

HHI for Domestic Mobile Services
from Q2 2023 to Q2 2024



Average Revenue Per User Mobile Services



ARPU
\$266



Y-o-Y
PERCENT
CHANGE

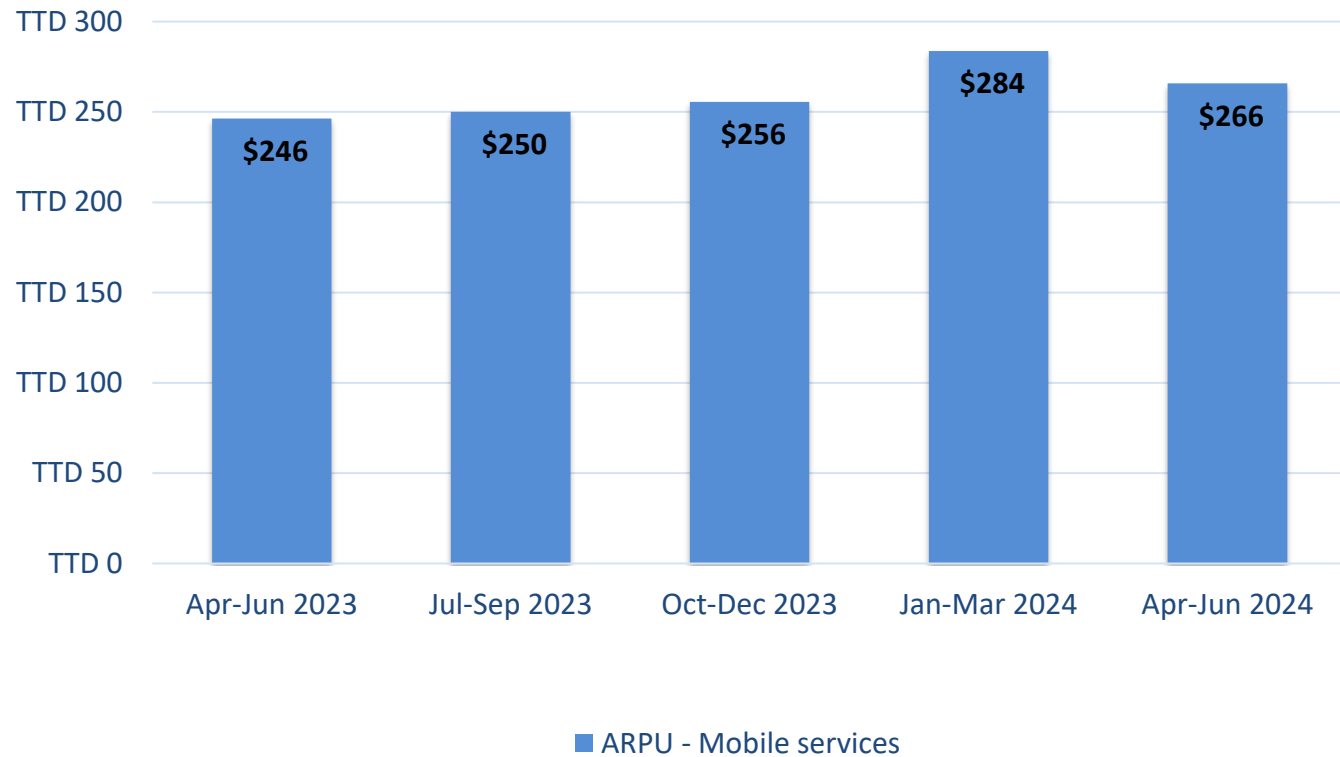
8.1%



Q-o-Q
PERCENT
CHANGE

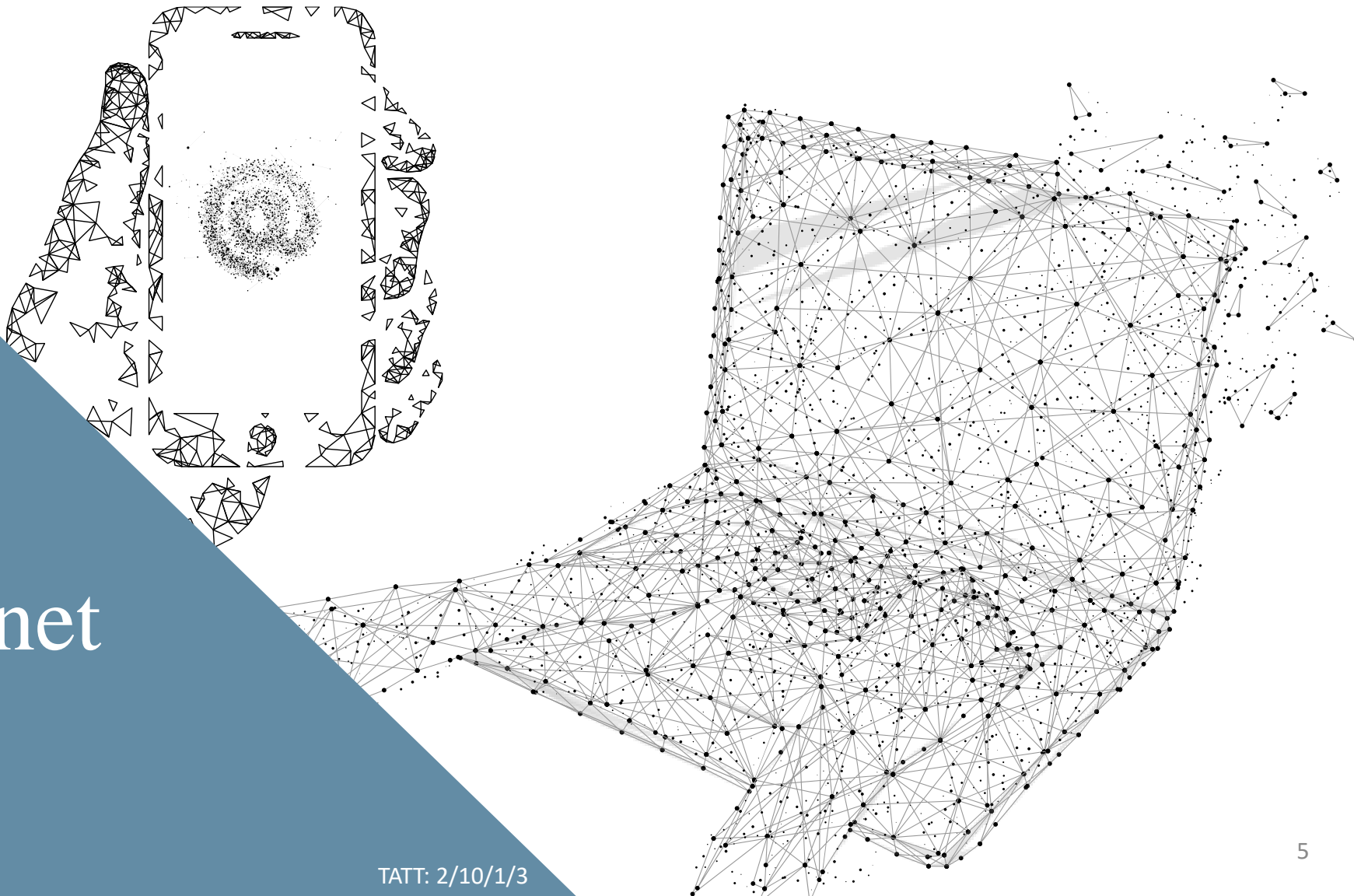
-6.3%

ARPU for Domestic Mobile Voice Services
from Q2 2023 to Q2 2024



Mobile services revenues include revenues from mobile voice and Internet subscriptions.

Fixed Internet



Fixed Broadband Subscriptions



TOTAL NUMBER OF SUBSCRIPTIONS

404,000



Y-o-Y PERCENT CHANGE

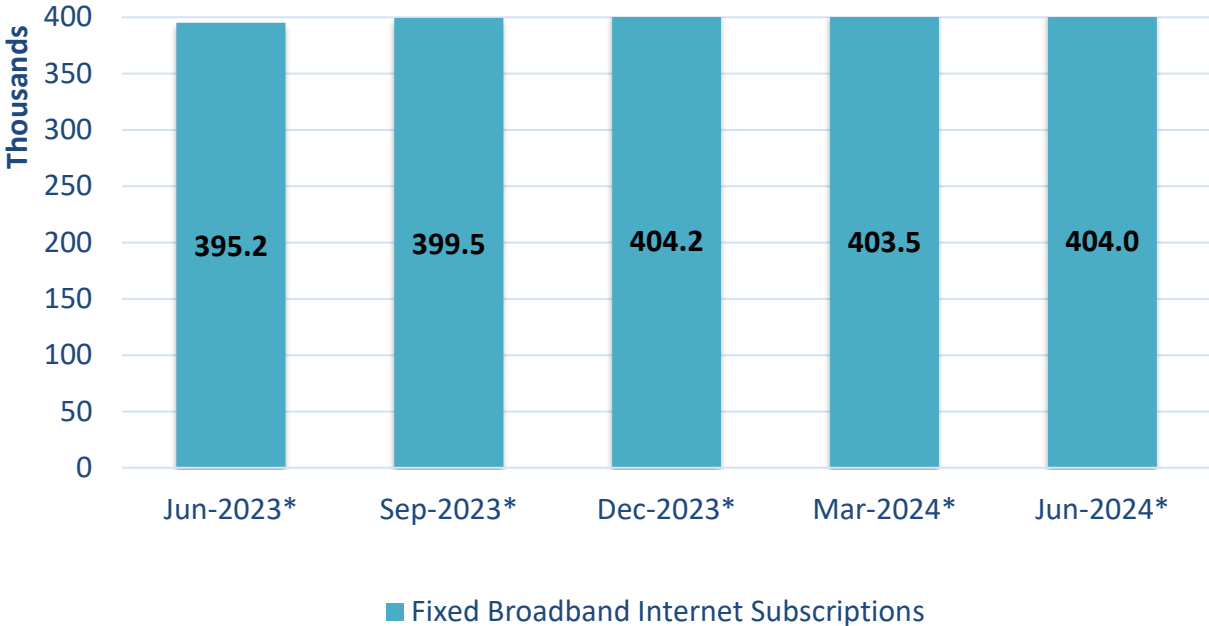
2.2%



Q-o-Q PERCENT CHANGE

-0.1%

Number of Fixed Broadband Internet Subscriptions from Q2 2023 to Q2 2024



* Data estimated for the following concessionaire who had not submitted data at the date of publication:
Q2 2023 – Q2 2024: Greendot Limited

Fixed Internet Penetration



**FIXED INTERNET
PENETRATION
PER 100
INHABITANTS**

29.6



**Y-o-Y
PERCENT
CHANGE**

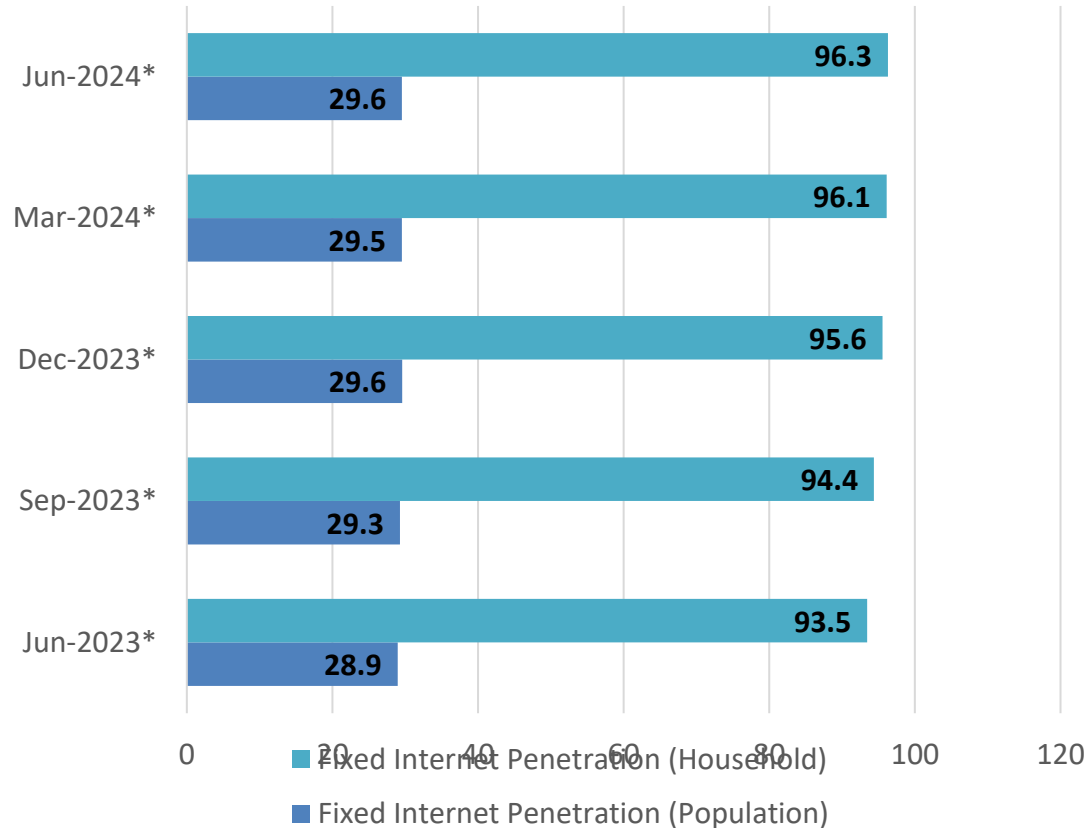
2.4%



**Q-o-Q
PERCENT
CHANGE**

0.3%

Penetration for Fixed Internet Subscriptions
from Q2 2023 to Q2 2024



**FIXED INTERNET
PENETRATION
PER 100
HOUSEHOLDS**

96.3



**Y-O-Y
PERCENT
CHANGE**

3.0%



**Q-O-Q
PERCENT
CHANGE**

0.2%

** Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q2 2023 – Q2 2024: Greendot Limited*

Fixed Internet Revenues



GROSS REVENUES
\$ 322.2m



Y-o-Y
PERCENT
CHANGE

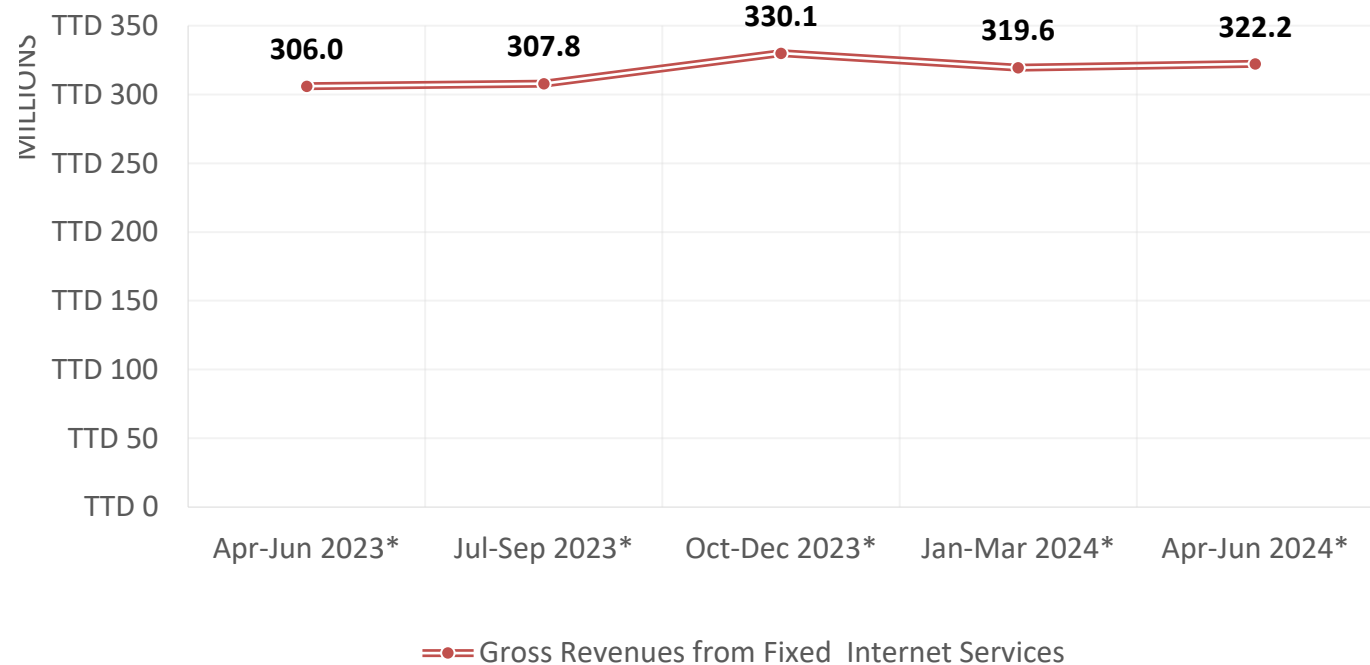
5.3%



Q-o-Q
PERCENT
CHANGE

0.8%

GROSS REVENUES FROM FIXED INTERNET SERVICES
FROM Q2 2023 TO Q2 2024



* Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q2 2023 – Q2 2024: Greendot Limited

Fixed Internet HHI



HHI
2,524

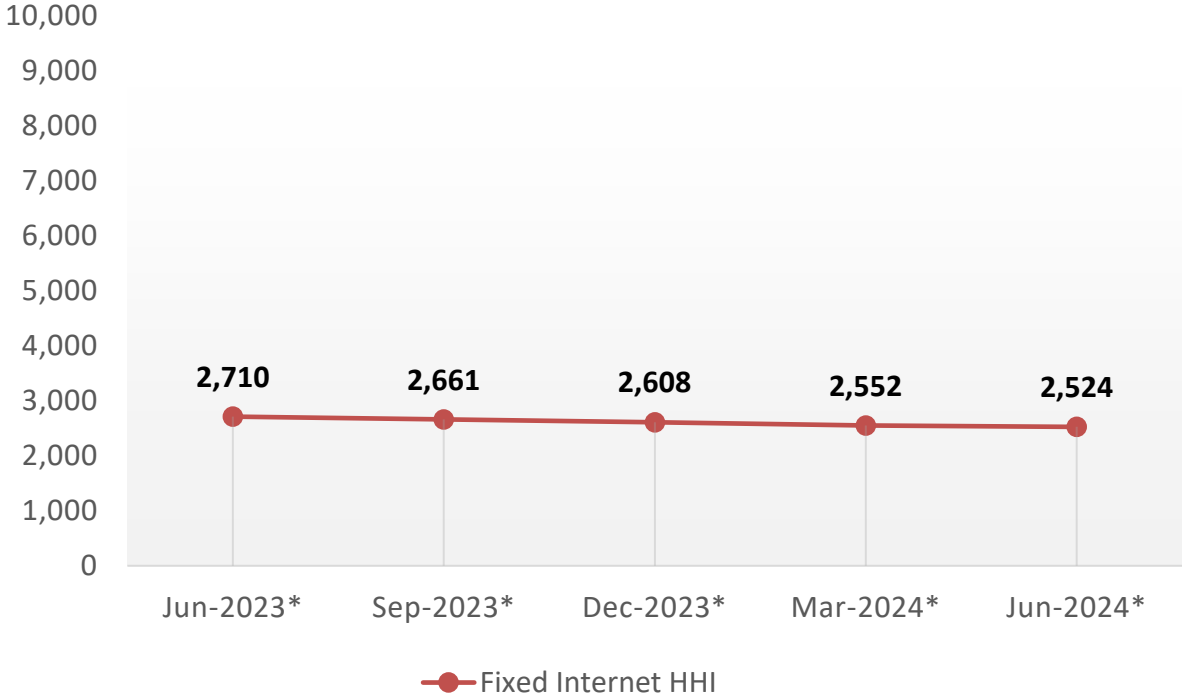


Y-o-Y
PERCENT
CHANGE
-6.9%



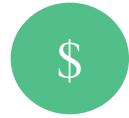
Q-o-Q
PERCENT
CHANGE
-1.1%

HHI for Fixed Internet Services
from Q2 2023 to Q2 2024



* Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q2 2023 – Q2 2024: Greendot Limited

Fixed Internet Average Revenue Per User



ARPU
\$803

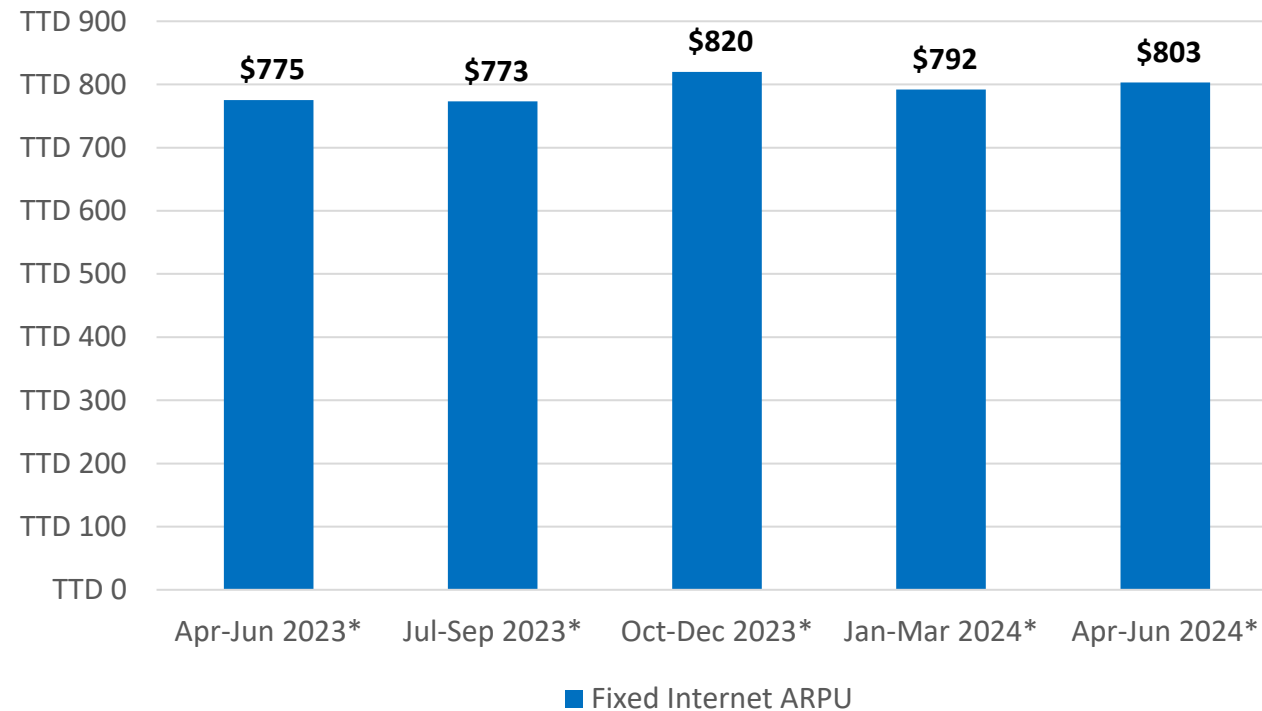


Y-o-Y
PERCENT
CHANGE
3.6%



Q-o-Q
PERCENT
CHANGE
1.4%

ARPU for Fixed Internet Services
from Q2 2023 to Q2 2024



** Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q2 2023 – Q2 2024: Greendot Limited*

Subscription TV



TV Subscriptions

Number of Subscription TV Subscriptions
from Q2 2023 to Q2 2024



TOTAL NUMBER
OF
SUBSCRIPTIONS

213,400



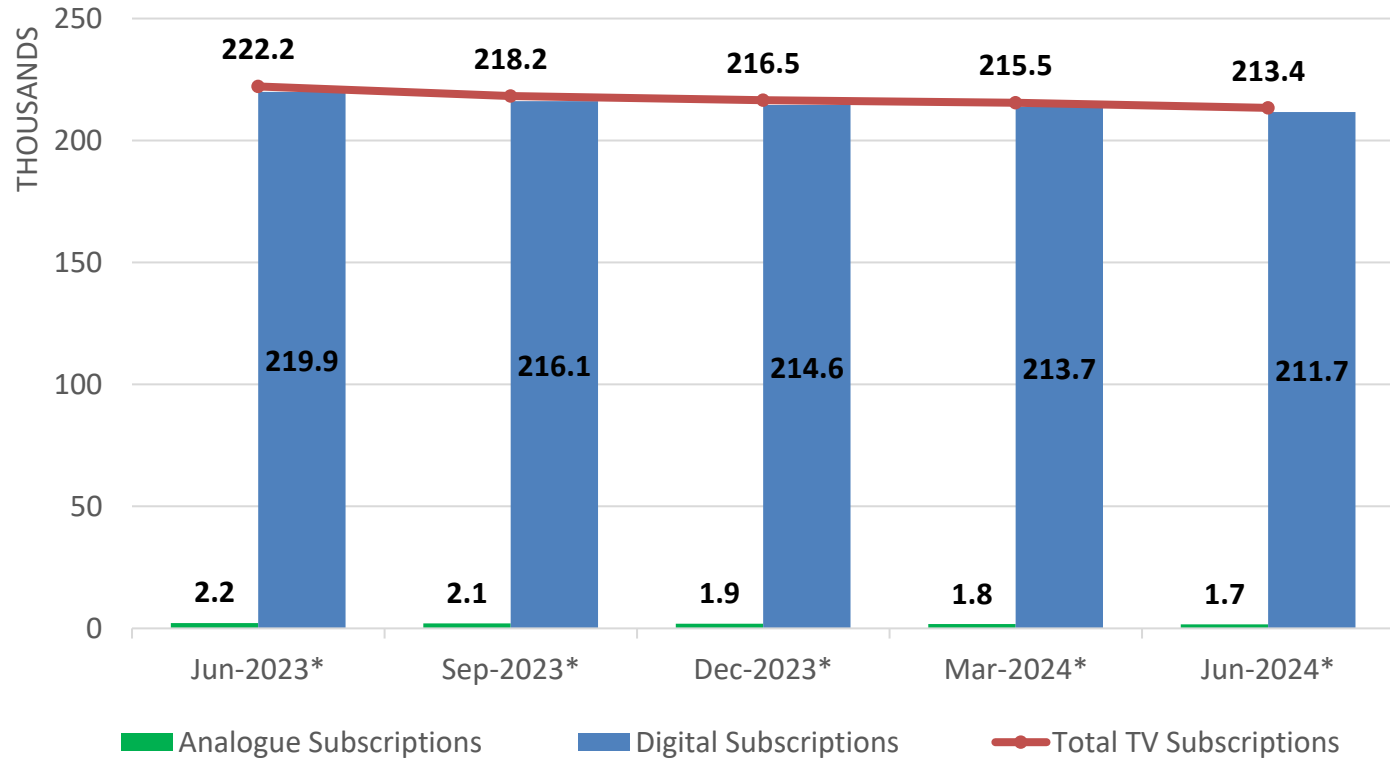
Y-o-Y
PERCENT
CHANGE

-4.0%



Q-o-Q
PERCENT
CHANGE

-1.0%



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:
Q2 2023 – Q2 2024: Greendot Limited

Subscription TV Penetration

SUBSCRIPTION TV
PENETRATION PER
100 INHABITANTS

15.5

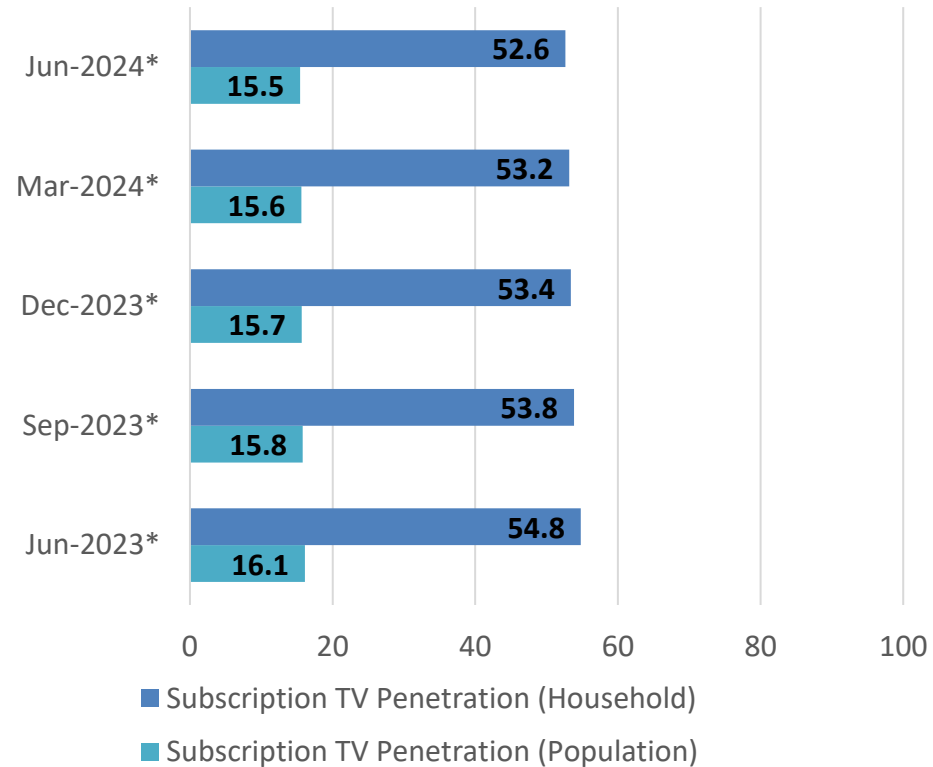
Y-o-Y
PERCENT
CHANGE

-3.7%

Q-o-Q
PERCENT
CHANGE

-0.6%

Penetration Rates of Subscription TV Services
from Q2 2023 to Q2 2024



SUBSCRIPTION TV
PENETRATION PER
100 HOUSEHOLDS

52.6

Y-o-Y
PERCENT
CHANGE

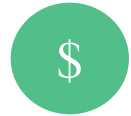
-4.0%

Q-o-Q
PERCENT
CHANGE

-1.1%

* Data estimated for the following concessionaires who had not submitted data at the date of publication:

Subscription TV Revenues



**GROSS
REVENUES**

\$150m



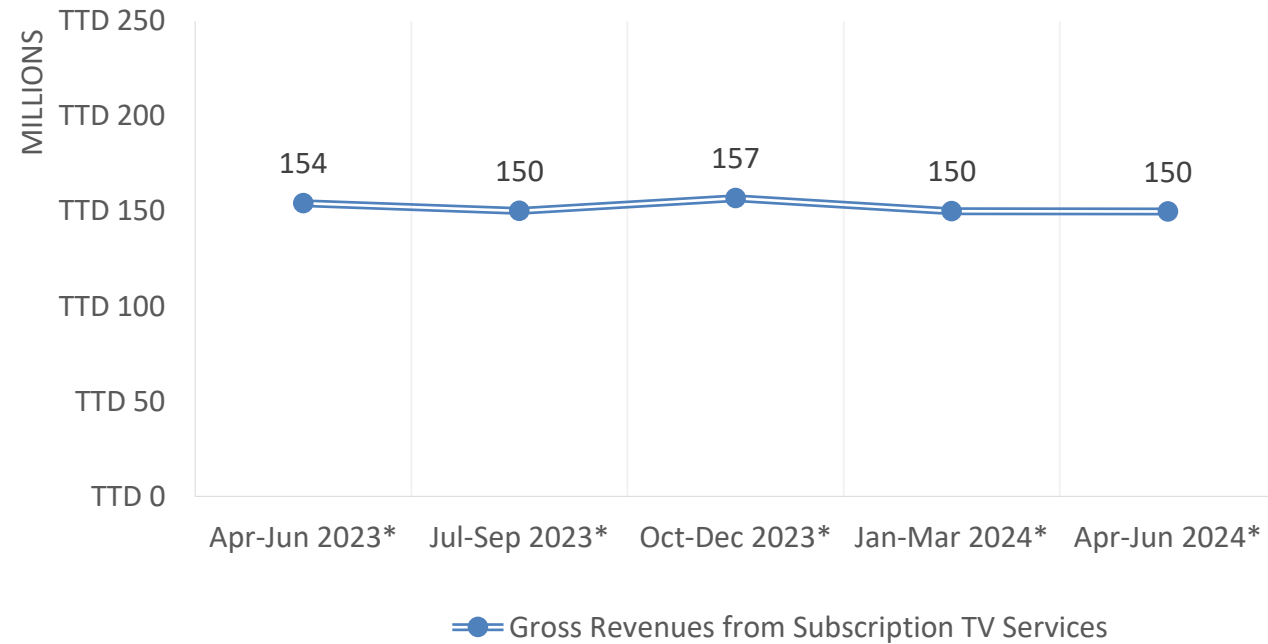
**Y-o-Y
PERCENT
CHANGE**

-2.6%

**Q-o-Q
PERCENT
CHANGE**

0%

**GROSS REVENUES FROM SUBSCRIPTION TV SERVICES
FROM Q2 2023 TO Q2 2024**



** Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q2 2023 – Q2 2024: Greendot Limited*

Subscription TV HHI



HHI
3,338

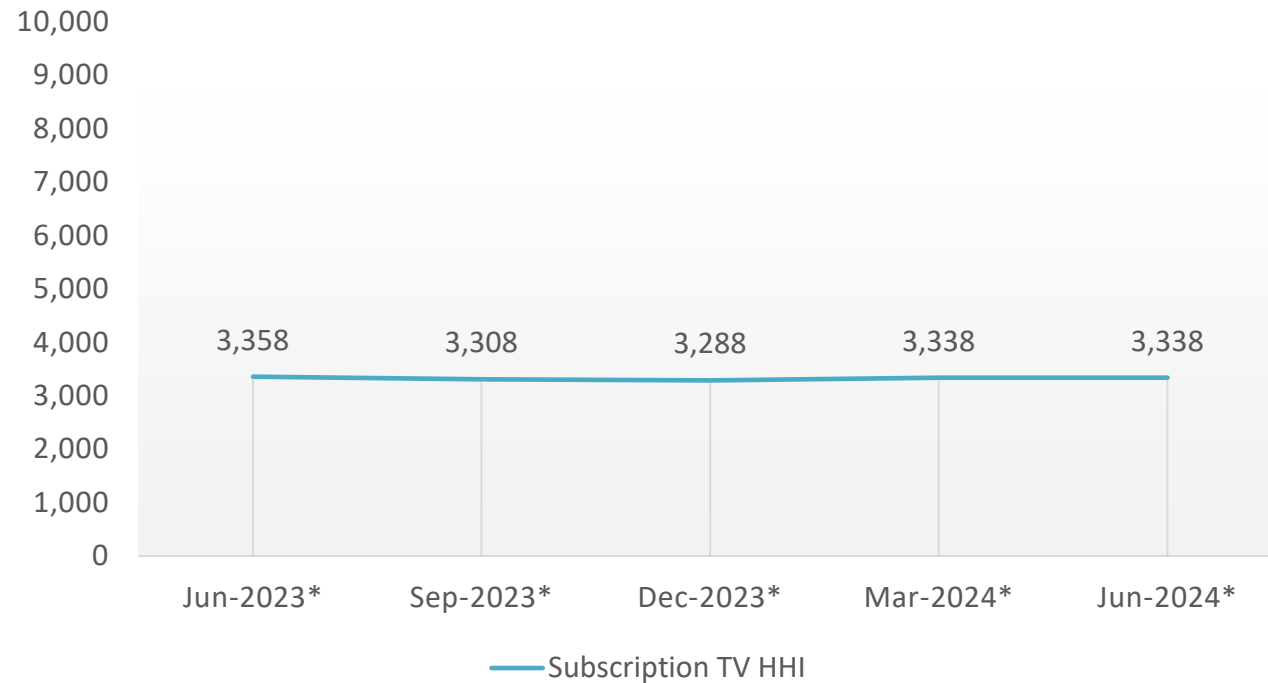


Y-o-Y
PERCENT
CHANGE
-0.6%

Q-o-Q
PERCENT
CHANGE

0%

HHI for Subscription TV Services
from Q2 2023 to Q2 2024



** Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q2 2023 – Q2 2024: Greendot Limited*

Subscription TV Average Revenue Per User



ARPU
\$697

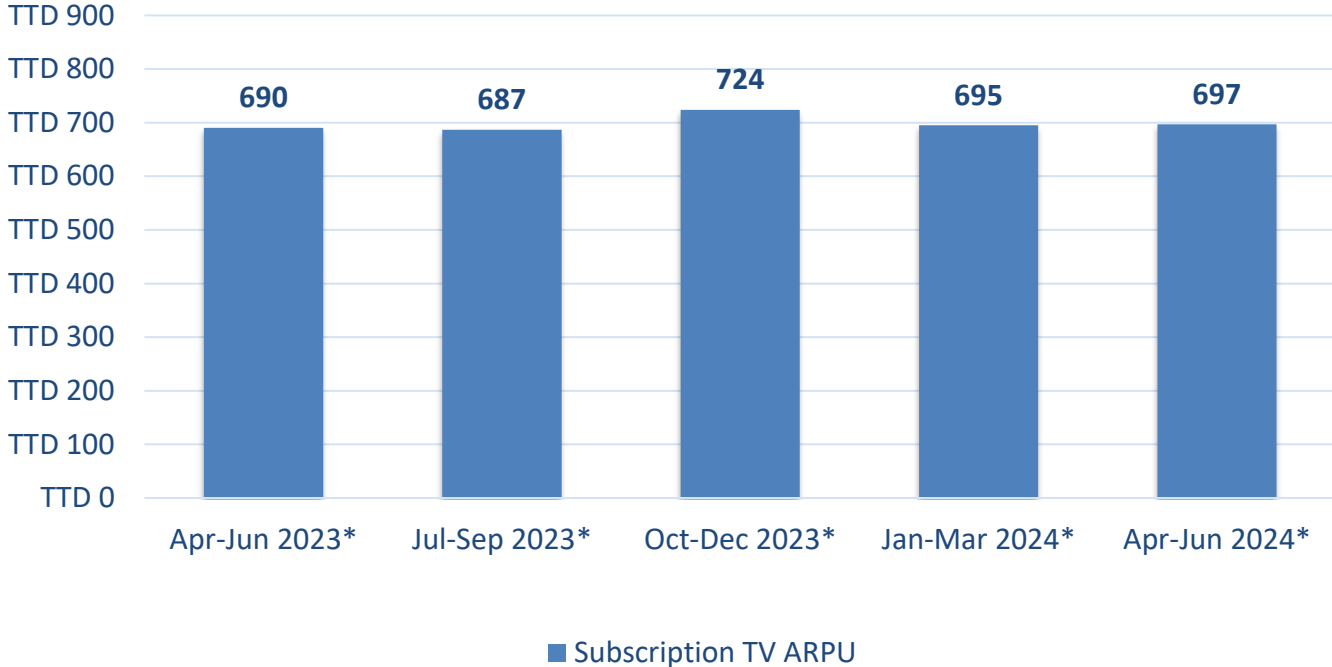


Y-o-Y
PERCENT
CHANGE
1.0%



Q-o-Q
PERCENT
CHANGE
0.3%

ARPU for Subscription TV Services
from Q2 2023 to Q2 2024

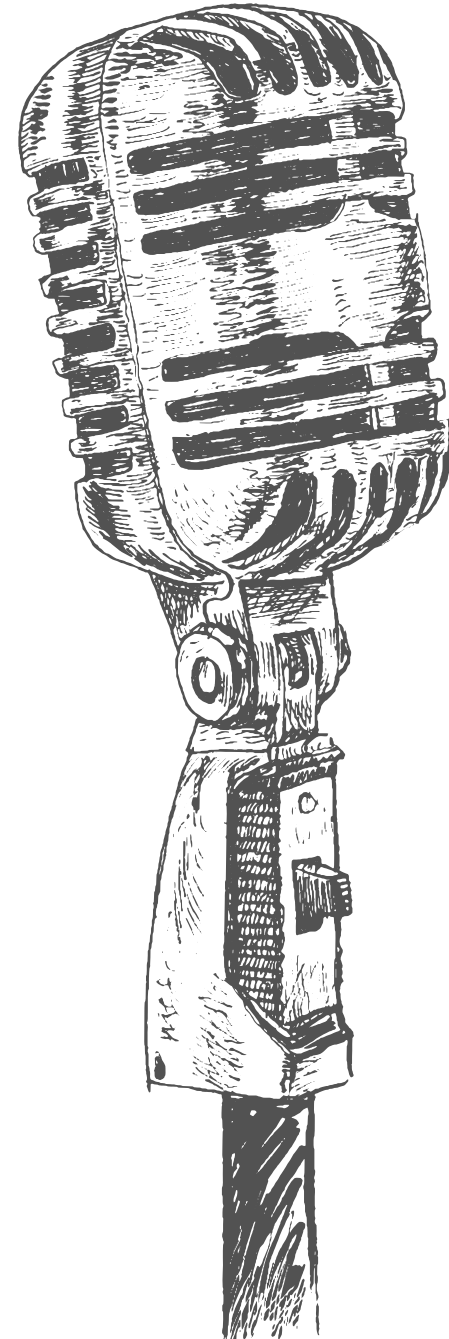


* Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q2 2023 – Q2 2024: Greendot Limited

Free-to-Air Radio

9/19/2024

TATT: 2/10/1/3



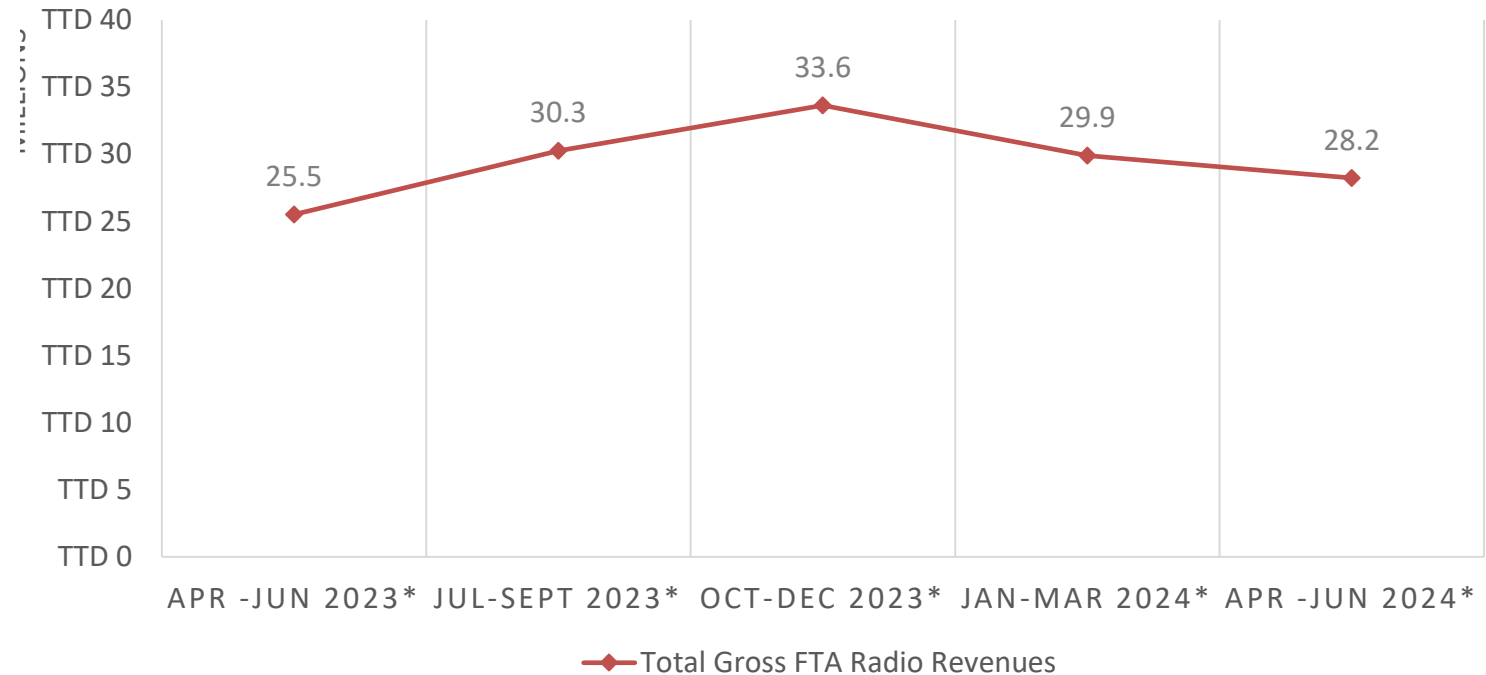
Free-to-Air Radio Revenues

GROSS REVENUES
\$28.2m

Y-o-Y PERCENT CHANGE
10.7%

Q-o-Q PERCENT CHANGE
-11.0%

GROSS REVENUES FROM FREE TO AIR RADIO SERVICES FROM Q2 2023 TO Q2 2024



- *Data estimated for the following concessionaires who had not submitted data at the date of publication:*
 Q2 2023-Q2 2024: *Kaisoca, Trinibashment Limited*
 Q4 2023-Q2 2024: *Upward Trend*
 Q1 2024-Q2 2024: *Trinidad and Tobago Radio Network*

Free-to-Air Radio HHI



HHI
425

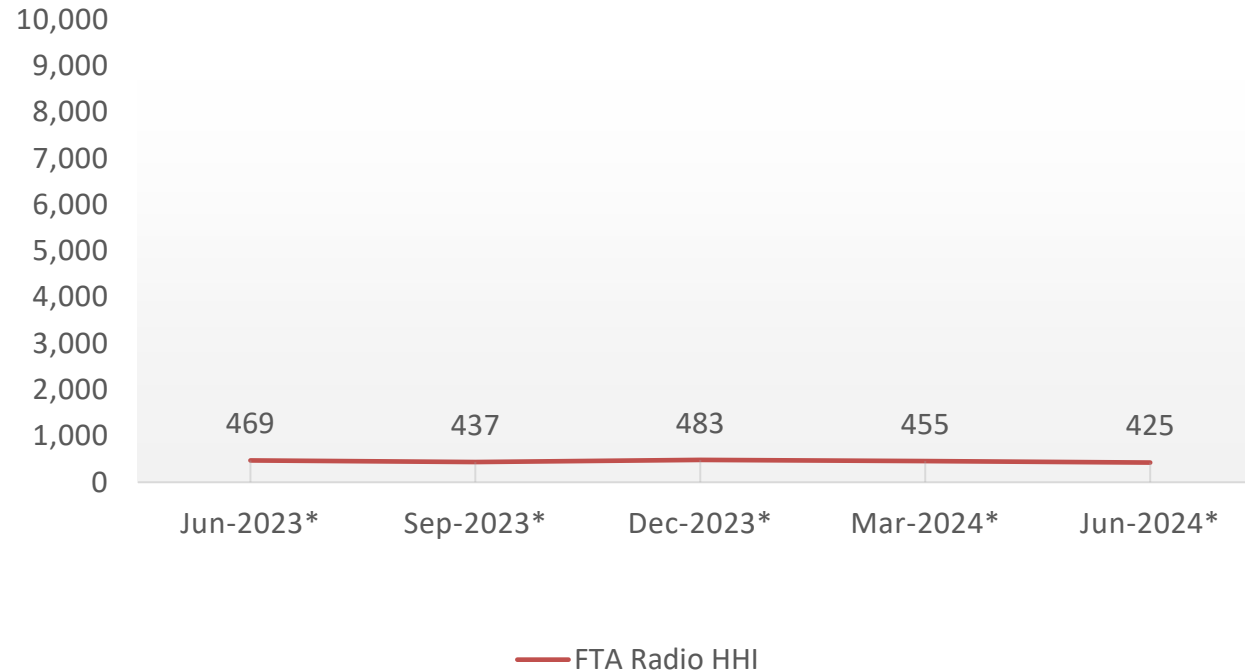


Y-o-Y
PERCENT
CHANGE
3.9%



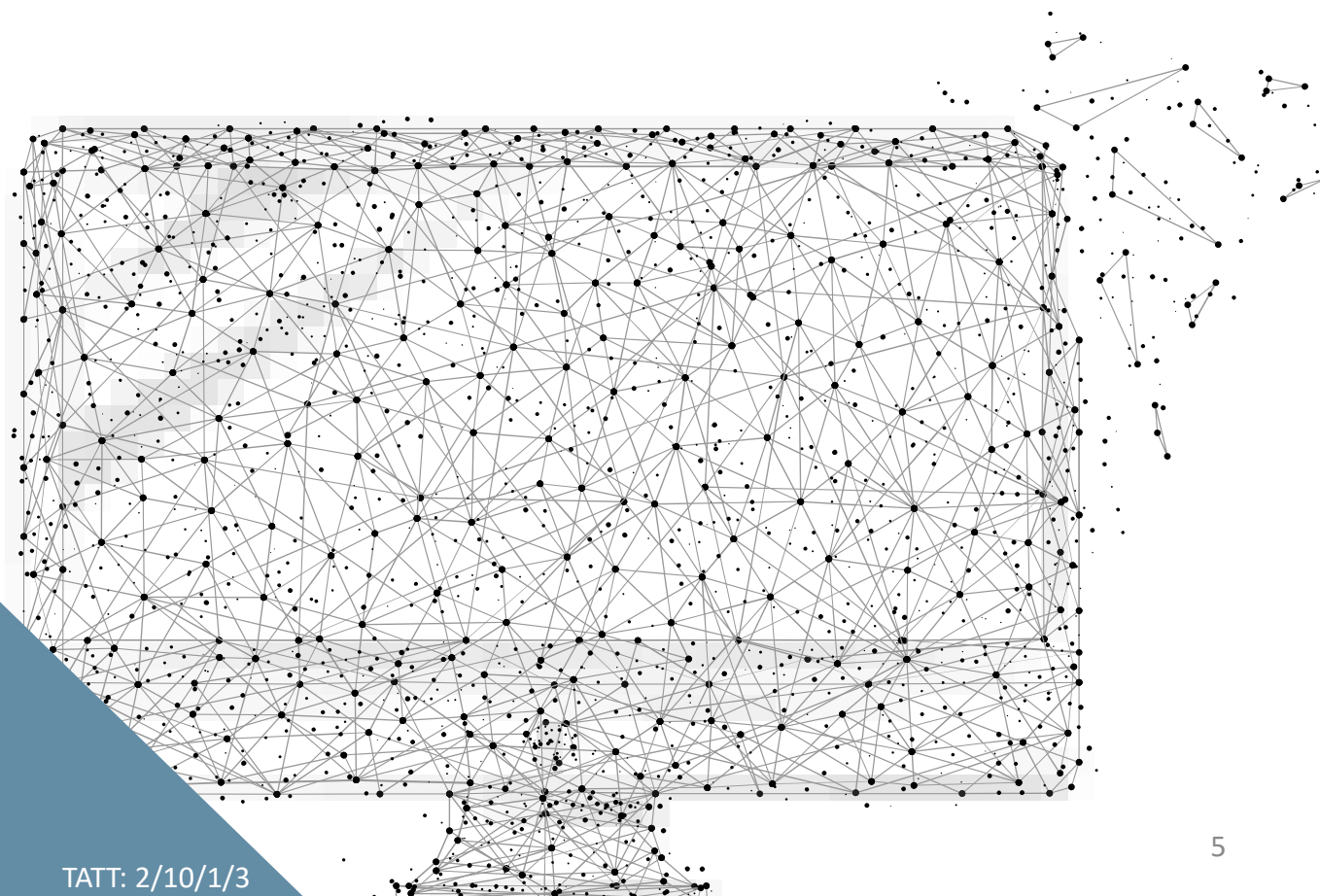
Q-o-Q
PERCENT
CHANGE
-5.8%

HHI for Free to Air Radio Services
from Q2 2023 to Q2 2024



- *Data estimated for the following concessionaires who had not submitted data at the date of publication:*
Q2 2023-Q2 2024: Kaisoca, Trinibashment Limited
Q4 2023-Q2 2024: Upward Trend
Q1 2024-Q2 2024: Trinidad and Tobago Radio Network

Free-to-Air TV



Free-to-Air TV Revenues



GROSS REVENUES

\$10.3m

Y-o-Y PERCENT CHANGE

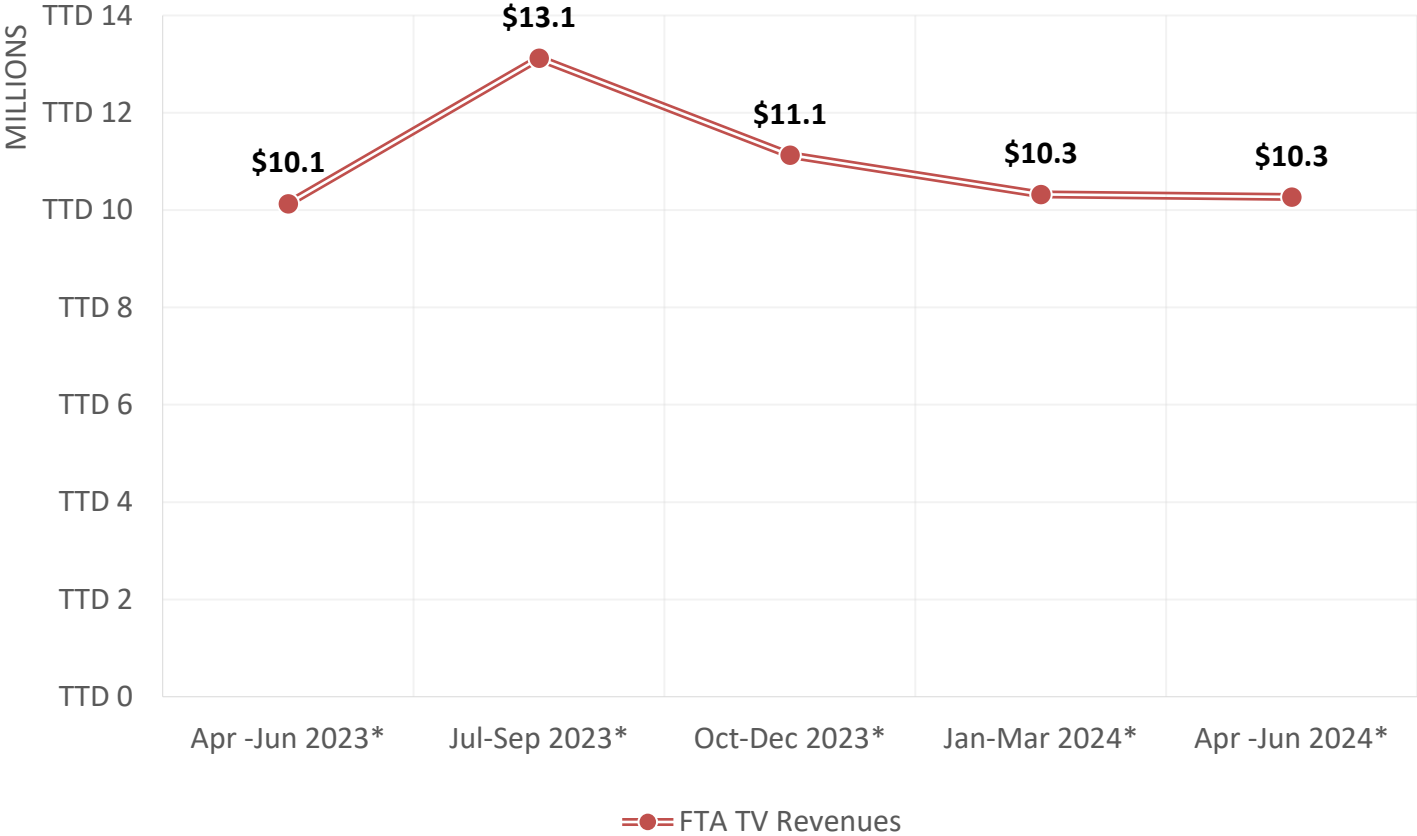
0%



Q-o-Q PERCENT CHANGE

2.0%

GROSS REVENUES FROM FREE TO AIR TV SERVICES FROM Q2 2023 TO Q2 2024



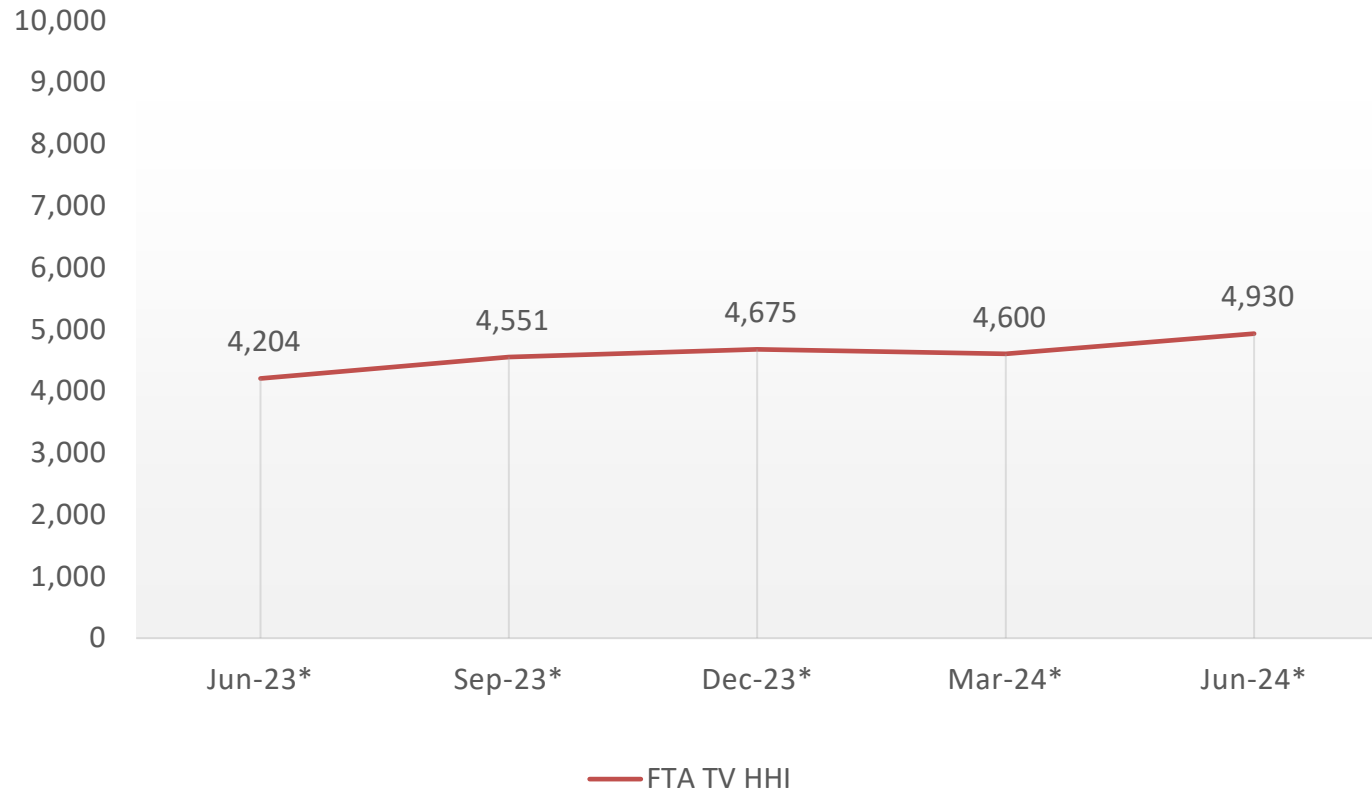
Free-to-Air TV HHI

HHI
4,930

Y-o-Y
PERCENT
CHANGE
17.3%

Q-o-Q
PERCENT
CHANGE
7.2%

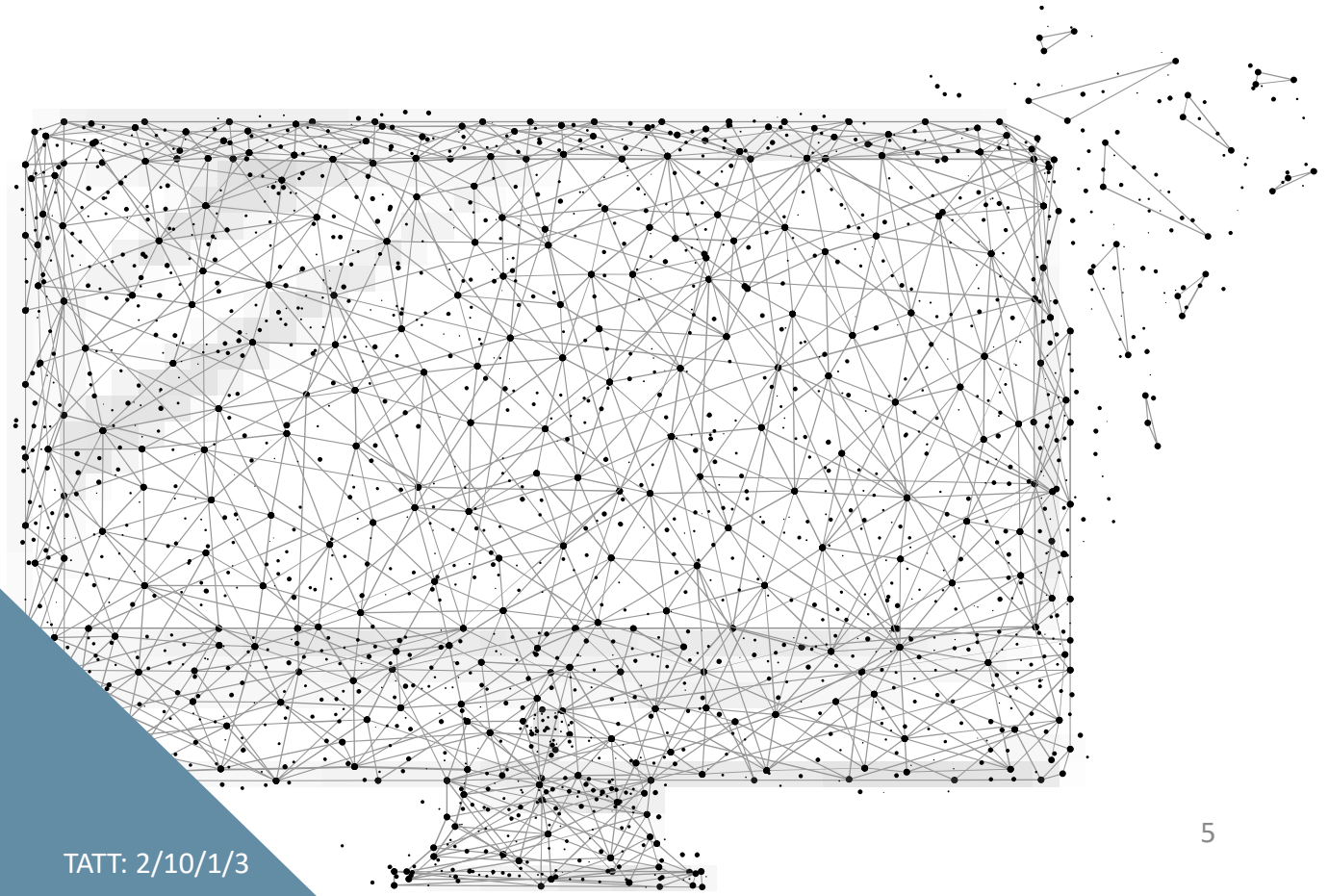
HHI for Free to Air TV Services
Q2 2023 to Q2 2024



Broadcasting Service via Cable TV

9/19/2024

TATT: 2/10/1/3



Broadcasting Service via Cable TV Revenues



GROSS REVENUES

\$1.6m



Y-o-Y PERCENT CHANGE

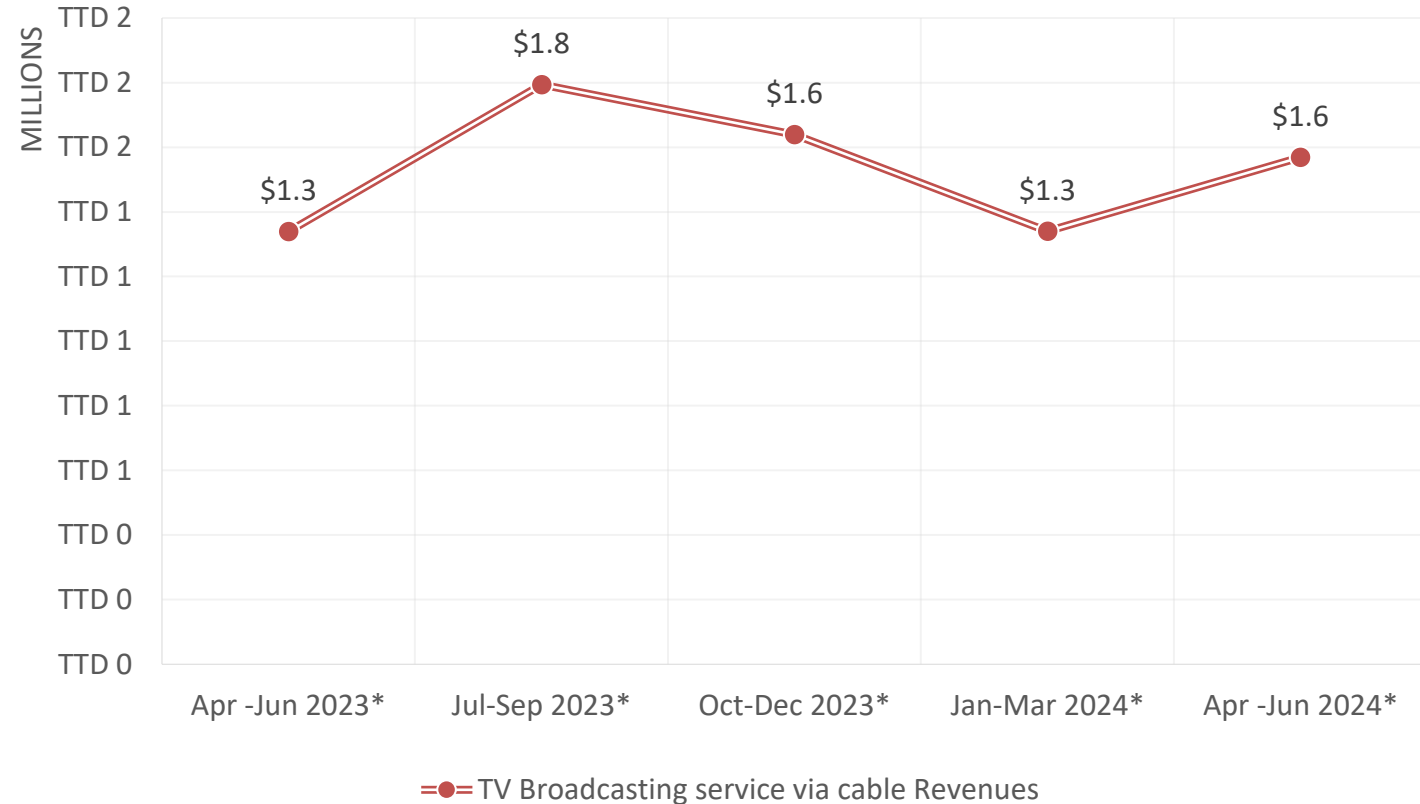
23.1%



Q-o-Q PERCENT CHANGE

23.1%

GROSS REVENUES BROADCASTING SERVICE VIA CABLE FROM Q2 2023 TO Q2 2024



- *Data estimated for the following concessionaires who had not submitted data at the date of publication: Q2 2023 – Q2 2024: WI Sports, Twenty-Four Seven News and Sports Limited*

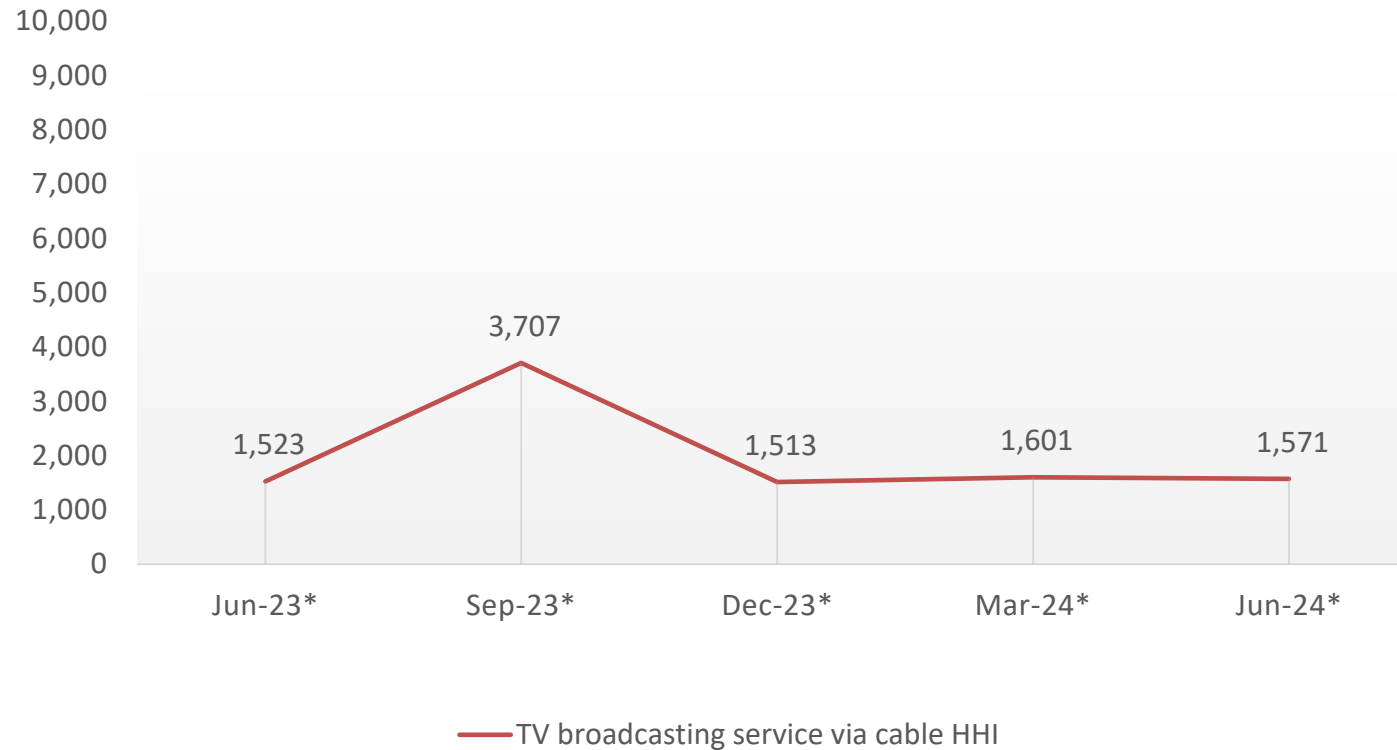
Broadcasting Service via Cable HHI

HHI
1,571

Y-o-Y
PERCENT
CHANGE
3.2%

Q-o-Q
PERCENT
CHANGE
-1.9%

HHI for Broadcasting Service via Cable
Q2 2023 to Q2 2021



• *Data estimated for the following concessionaires who had not submitted data at the date of publication:
Q1 2023 – Q1 2024: WI Sports, Twenty-Four Seven News and Sports Limited*

QUARTERLY MARKET UPDATE

April to June 2024

