

# QUARTERLY MARKET UPDATE

July to September 2024



## Quarterly Market Update – Q3 2024

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TATT: 2/10/1/3

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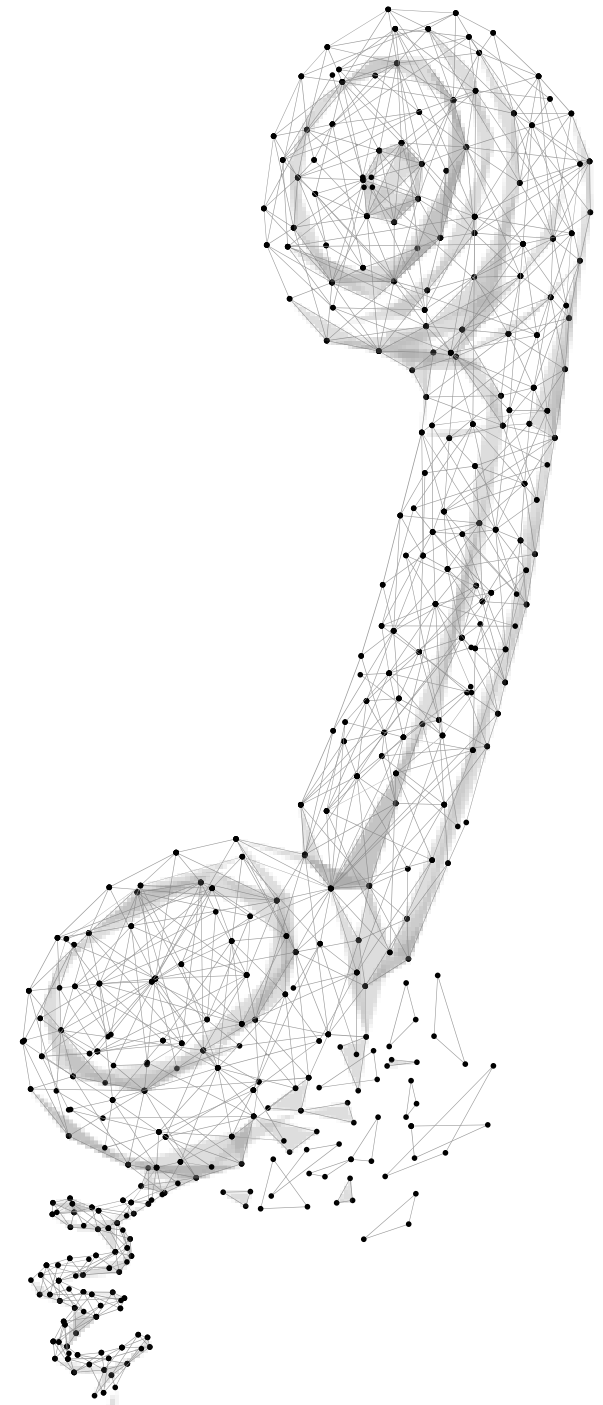
# Notes

- 1. The number of mobile voice subscriptions has been adjusted downward due to revised figures submitted by a concessionaire.**
- 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

1/16/2025

TATT: 2/10/1/3



# Fixed Voice Subscriptions



**TOTAL NUMBER OF SUBSCRIPTIONS**

**301,000**



**Y-o-Y PERCENT CHANGE**

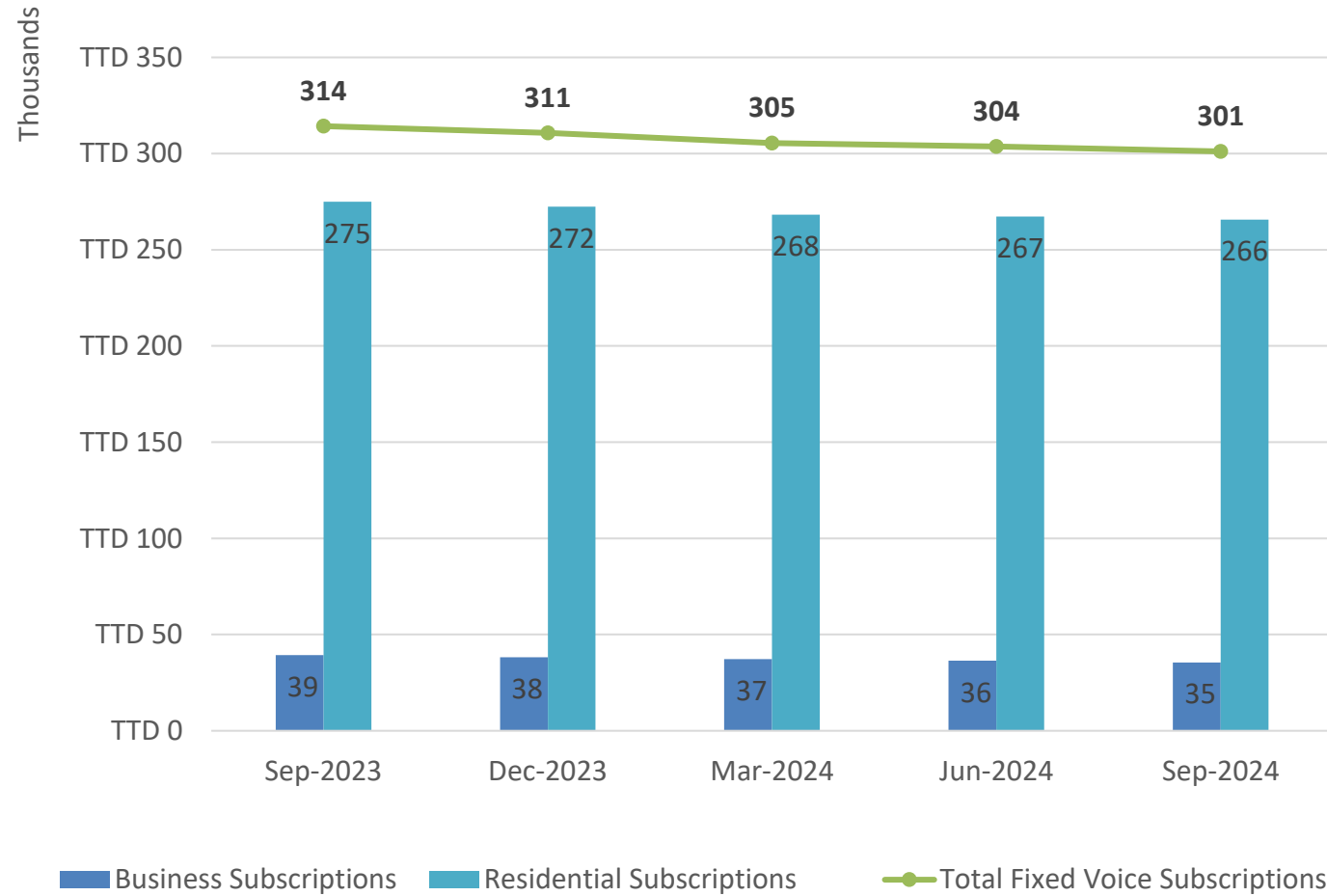
**-4.1%**



**Q-o-Q PERCENT CHANGE**

**-1.0%**

Number of Fixed Line Subscriptions  
Q3 2023 to Q3 2024



# Fixed Voice Penetration



**FIXED VOICE  
PENETRATION PER  
100 INHABITANTS**

**22.0**



**Y-o-Y  
PERCENT  
CHANGE**

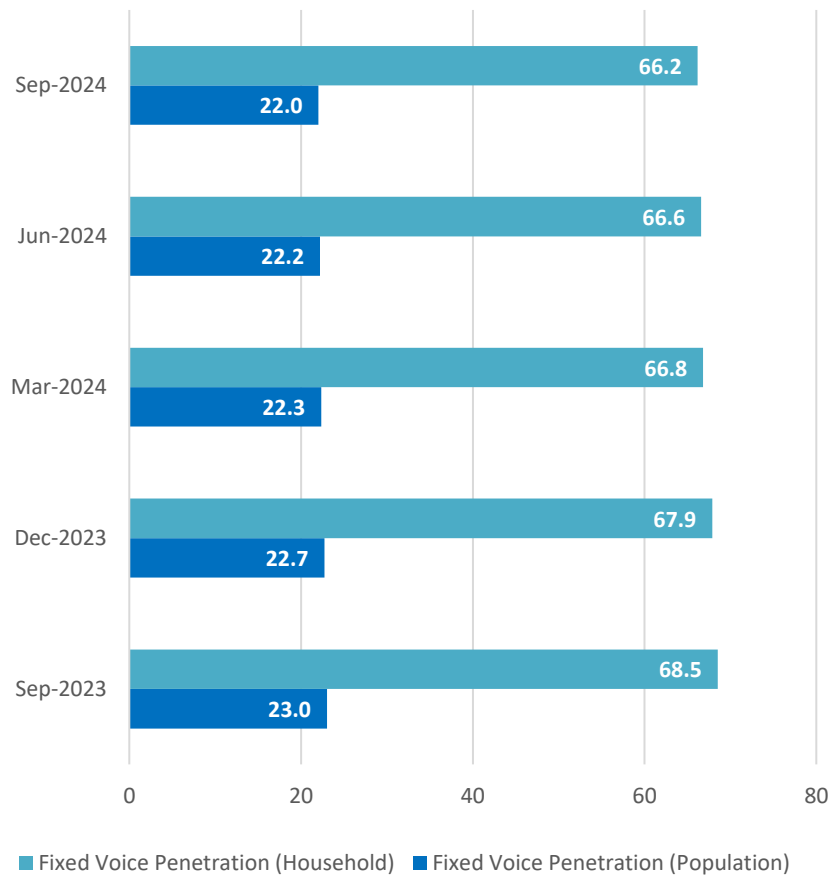
**-4.3%**



**Q-o-Q  
PERCENT  
CHANGE**

**-0.9%**

**Penetration Rate of Fixed Line Subscriptions  
from Q3 2023 to Q3 2024**



**FIXED LINE  
PENETRATION PER  
100 HOUSEHOLDS**

**66.2**



**Y-o-Y  
PERCENT  
CHANGE**

**-3.4%**



**Q-o-Q  
PERCENT  
CHANGE**

**-0.6%**

# Fixed Voice Revenues



**GROSS  
REVENUES**

**\$75.0m**



**Y-o-Y  
PERCENT  
CHANGE**

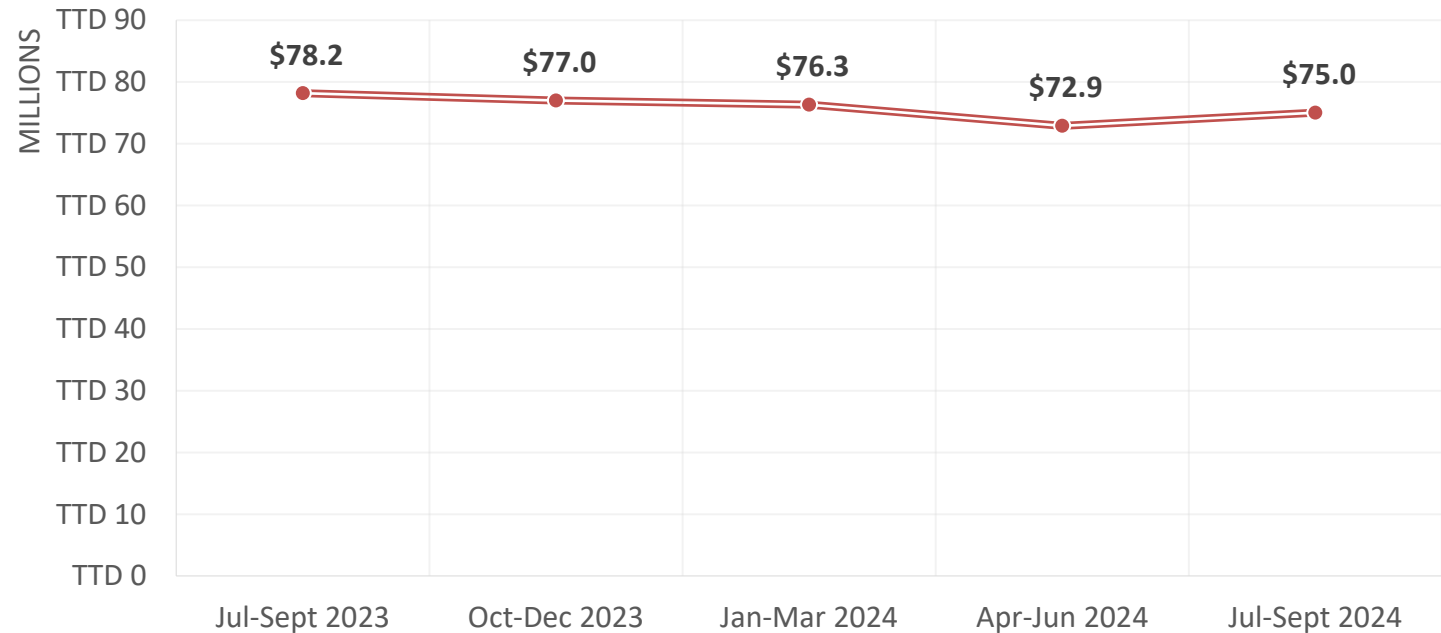
**-4.1%**



**Q-o-Q  
PERCENT  
CHANGE**

**2.9%**

**GROSS REVENUES FROM DOMESTIC FIXED VOICE SERVICES  
FROM Q3 2023 TO Q3 2024**



● Gross Revenues from Domestic Fixed Voice Services



# Fixed Voice HHI



HHI

3,209



Y-o-Y  
PERCENT  
CHANGE

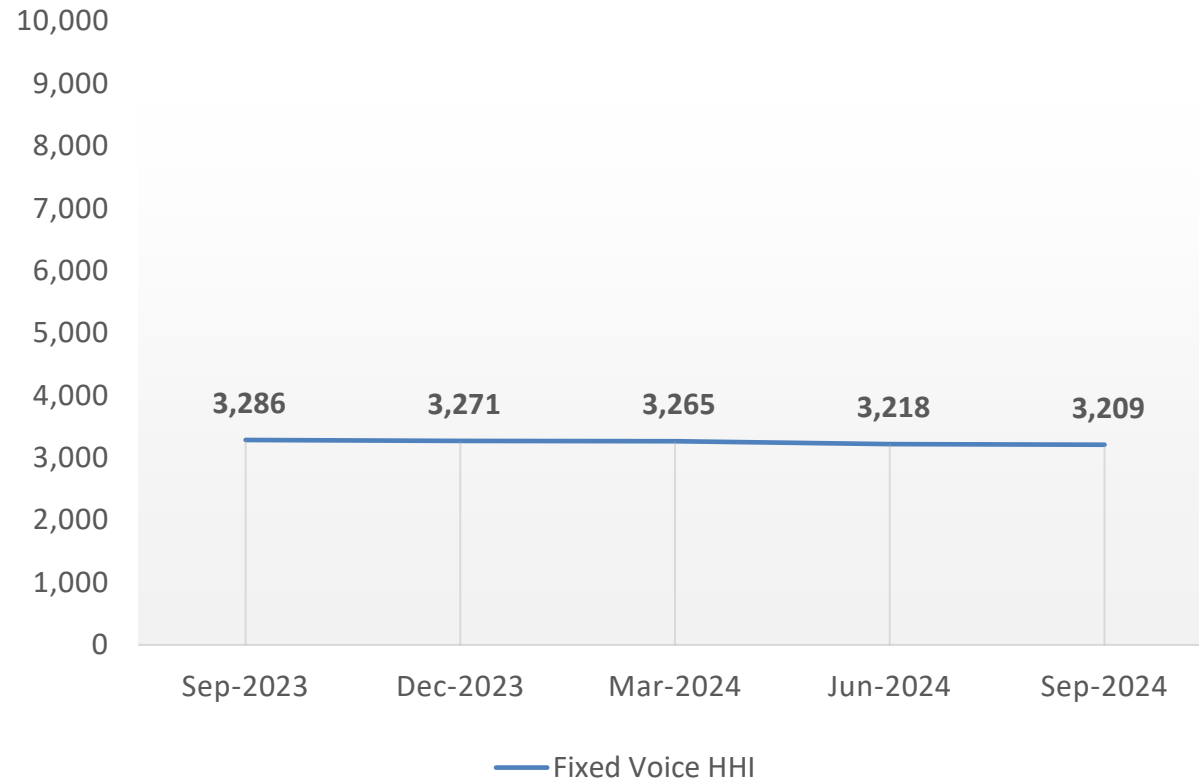
-2.3%



Q-o-Q  
PERCENT  
CHANGE

-0.3%

HHI for Domestic Fixed Line  
from Q3 2023 to Q3 2024



# Fixed Voice Average Revenue Per User



ARPU  
**\$249**

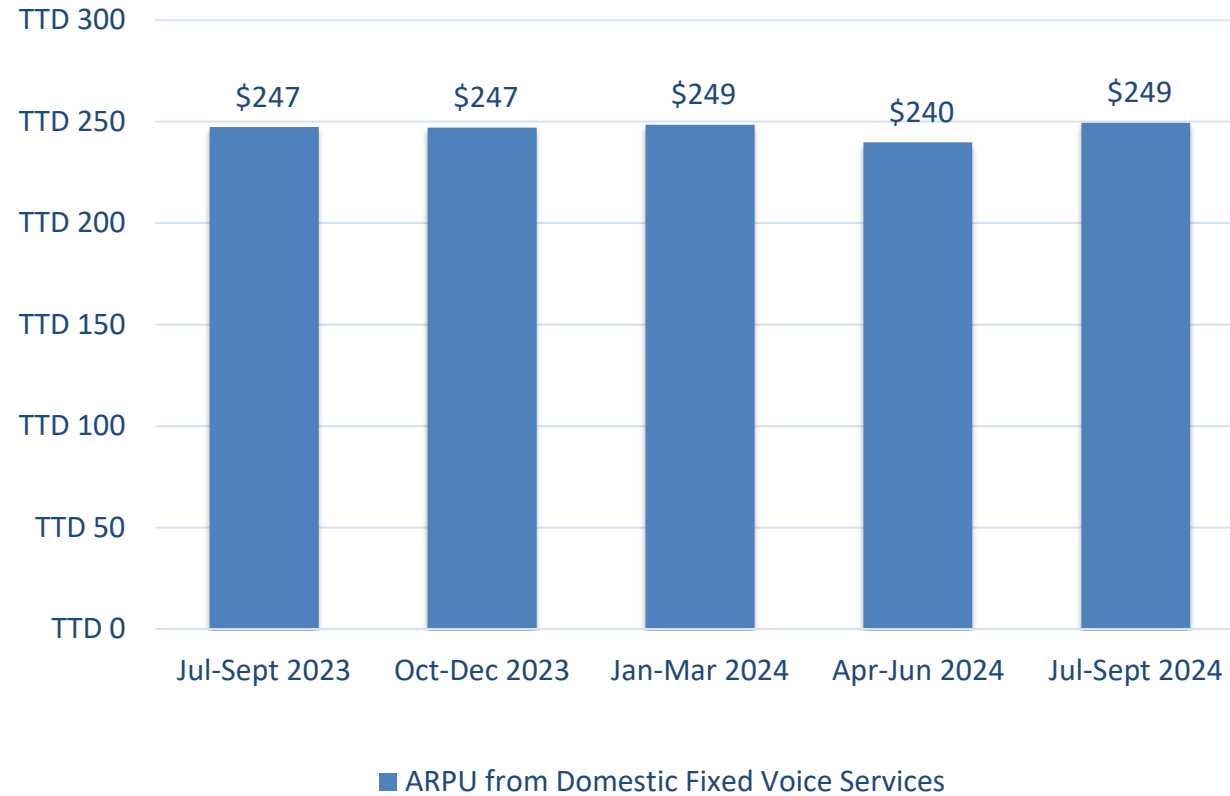


Y-o-Y  
PERCENT  
CHANGE  
**0.8%**



Q-o-Q  
PERCENT  
CHANGE  
**3.8%**

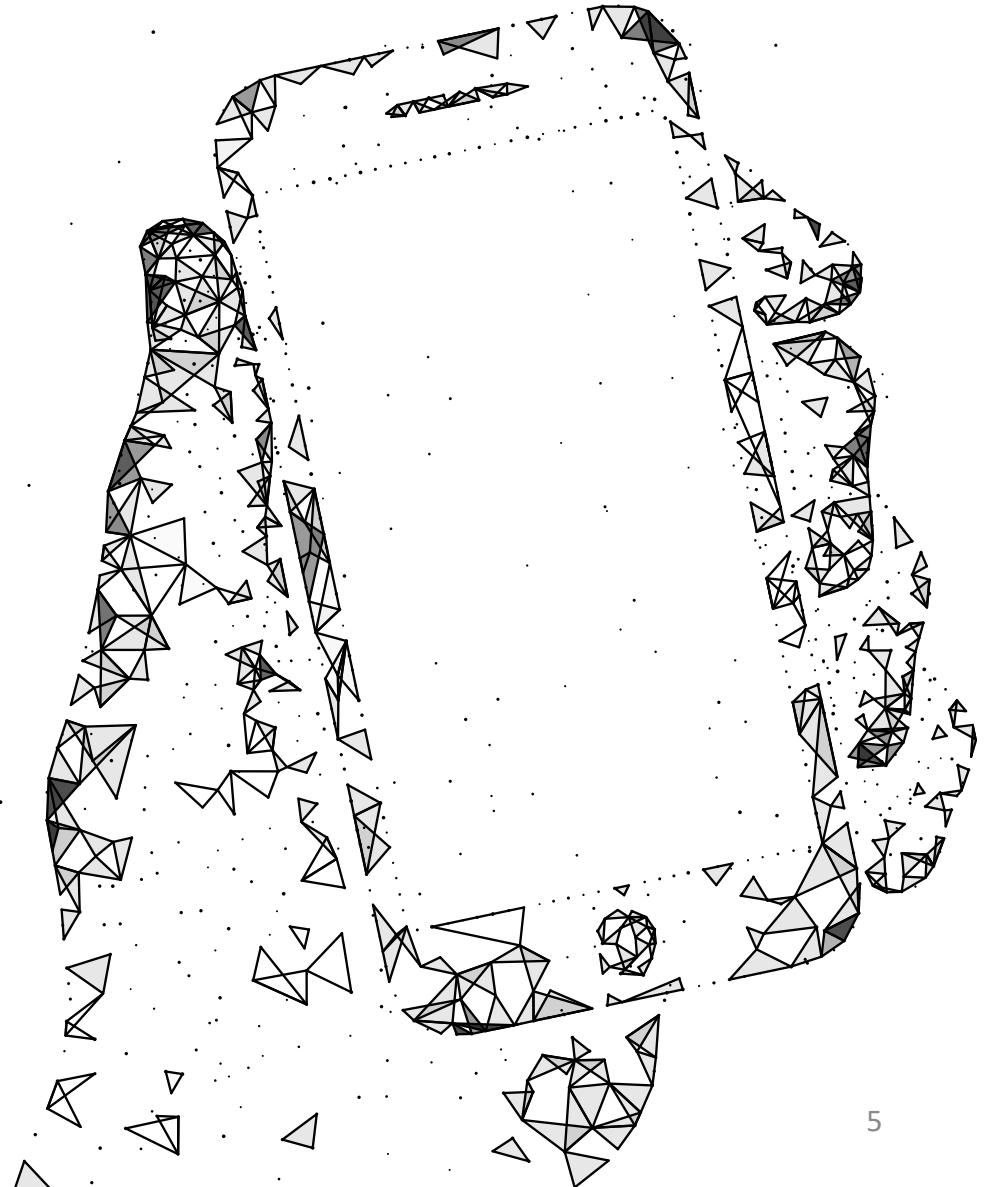
ARPU from Domestic Fixed Voice Services  
from Q3 2023 to Q3 2024



# Mobile Voice

1/16/2025

TATT: 2/10/1/3



# Mobile Voice Subscriptions



TOTAL NUMBER OF SUBSCRIPTIONS

1,787,400



Y-o-Y  
PERCENT  
CHANGE

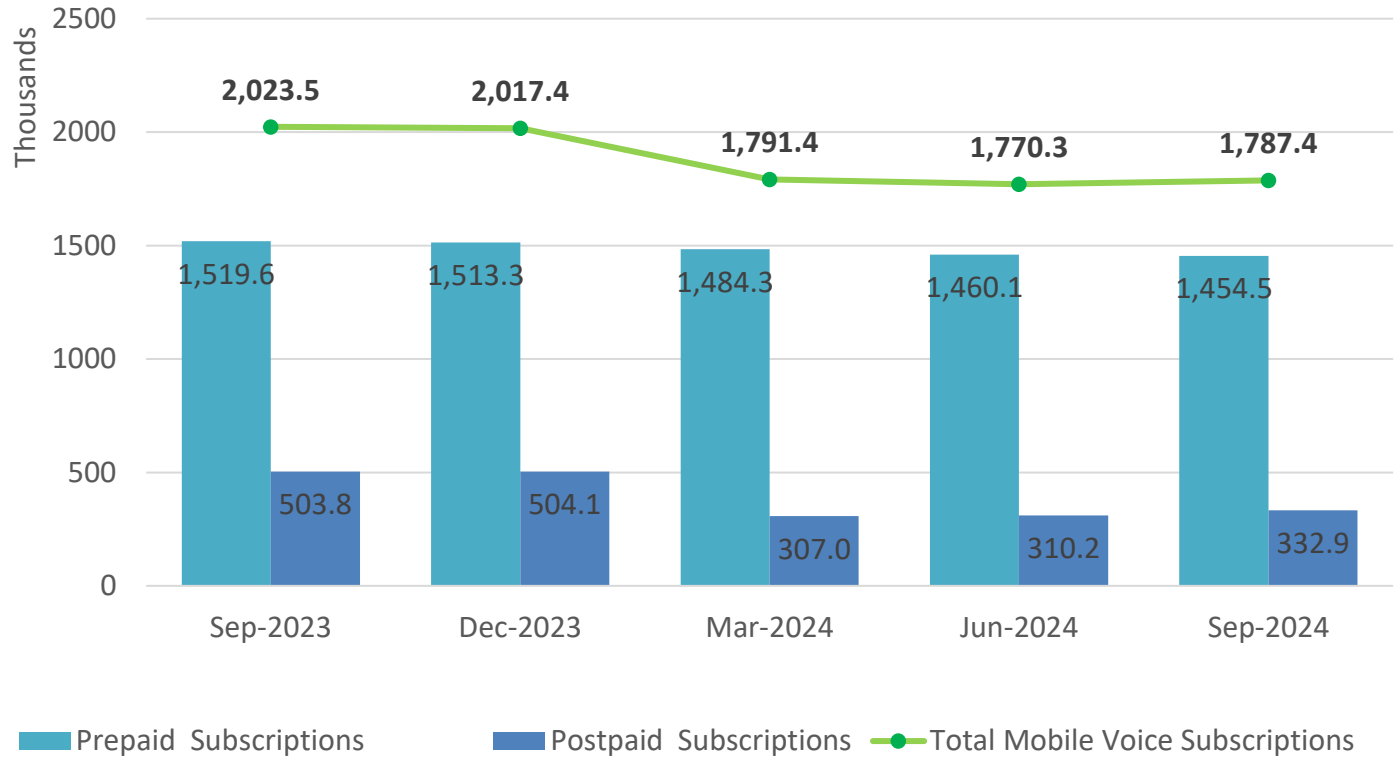
-11.7%



Q-o-Q  
PERCENT  
CHANGE

1.0%

Number of Mobile Voice Subscriptions  
from Q3 2023 to Q3 2024



# Mobile Voice Penetration



MOBILE VOICE  
PENETRATION  
PER 100  
INHABITANTS

130.7



Y-o-Y  
PERCENT  
CHANGE

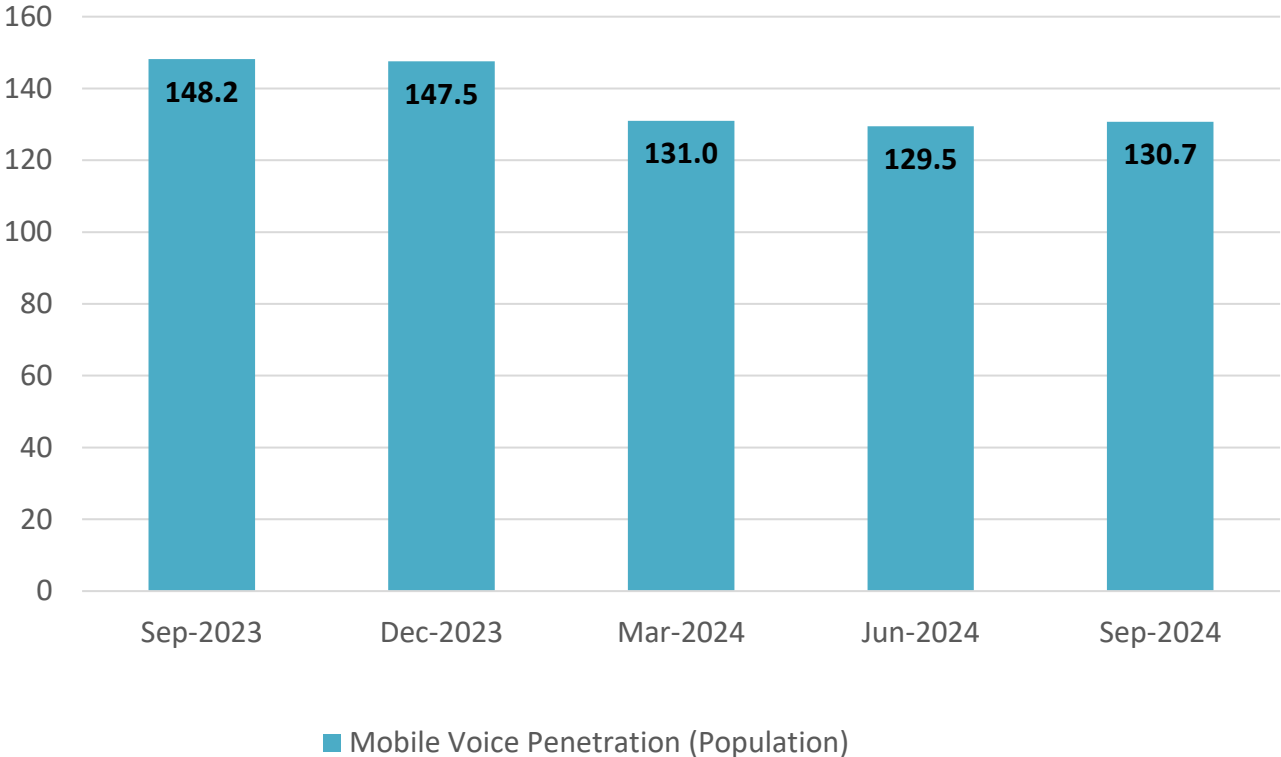
-11.8%



Q-o-Q  
PERCENT  
CHANGE

0.9%

Penetration of Mobile Voice Subscriptions  
from Q3 2023 to Q3 2024



# Mobile Internet Penetration



**MOBILE  
INTERNET  
PENETRATION  
PER 100  
INHABITANTS**

**71**



**Y-o-Y  
PERCENT  
CHANGE**

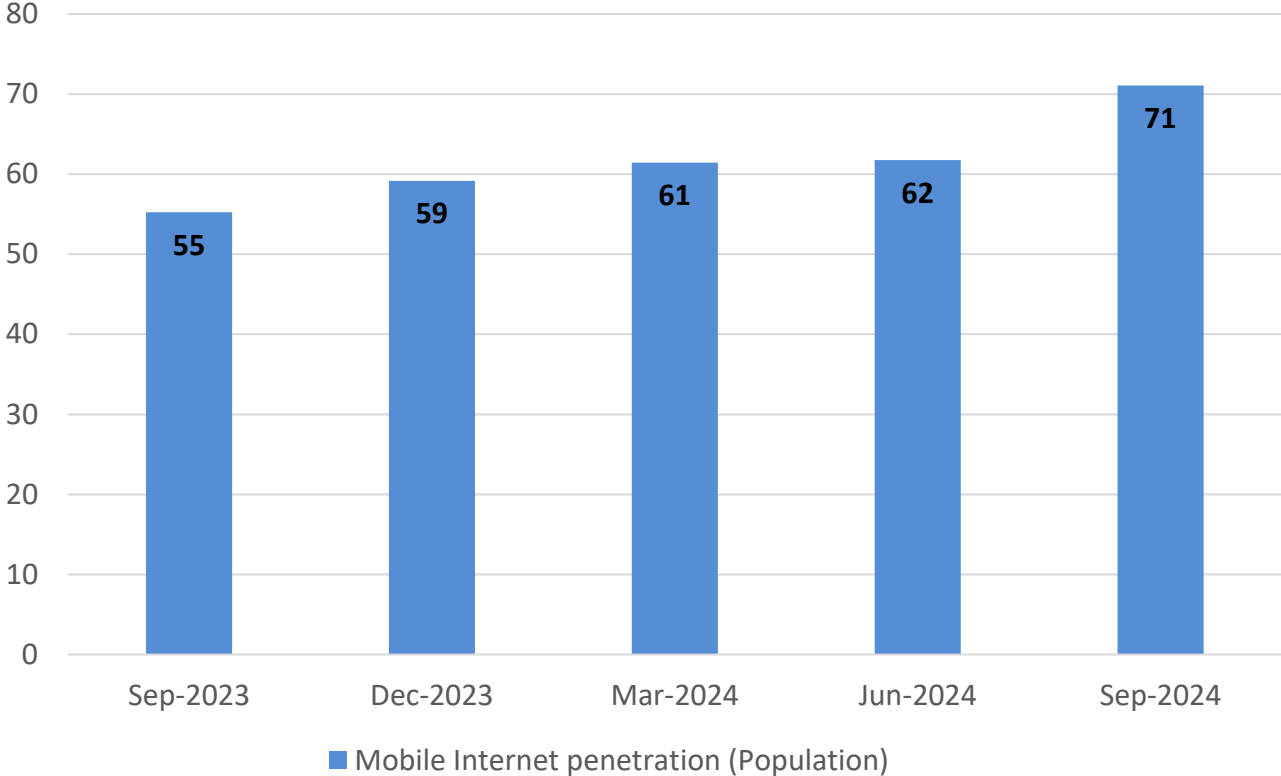
**29.1%**



**Q-o-Q  
PERCENT  
CHANGE**

**14.5%**

Penetration for Mobile Internet Subscriptions  
from Q3 2023 to Q3 2024



# Mobile Services Revenues



**GROSS  
REVENUES**

**\$ 508.5m**



**Y-o-Y  
PERCENT  
CHANGE**

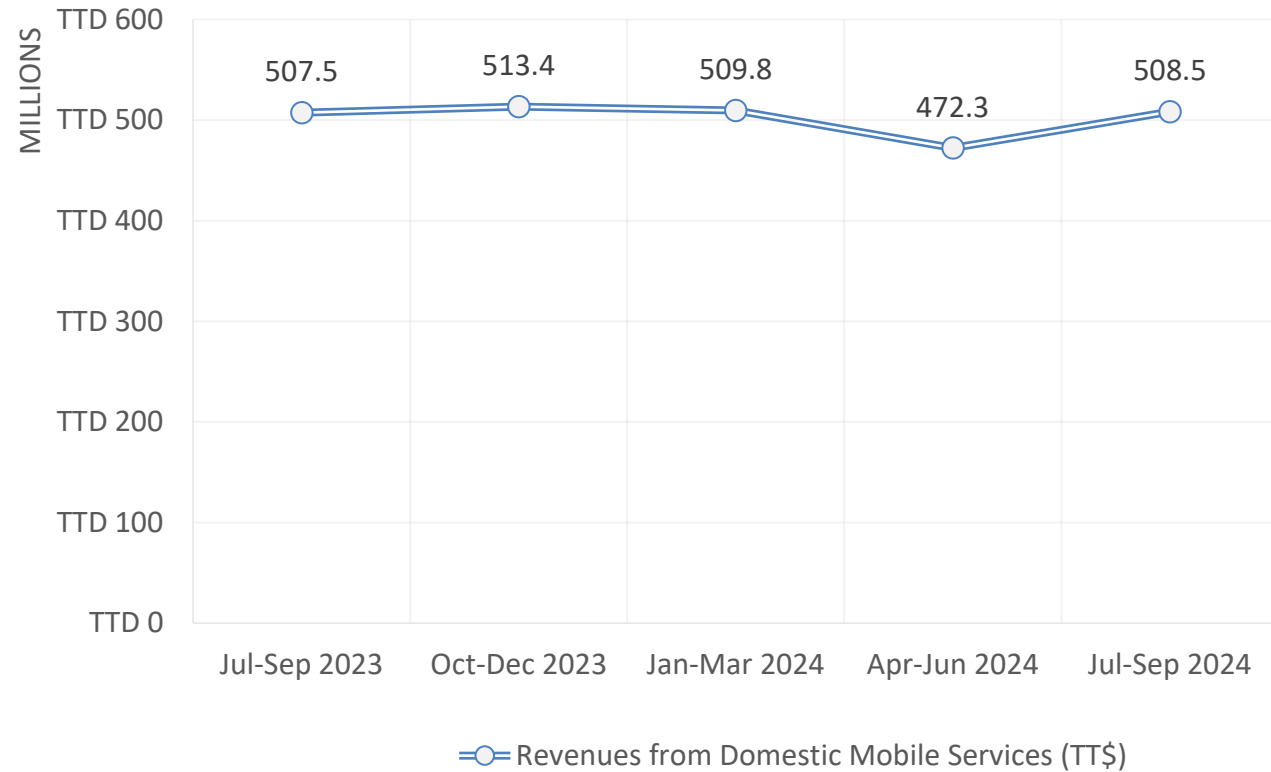
**0.2%**



**Q-o-Q  
PERCENT  
CHANGE**

**7.7%**

**REVENUES FROM DOMESTIC MOBILE SERVICES  
FROM Q3 2023 TO Q3 2024**



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

# Mobile Voice HHI



HHI

5,034



Y-o-Y  
PERCENT  
CHANGE

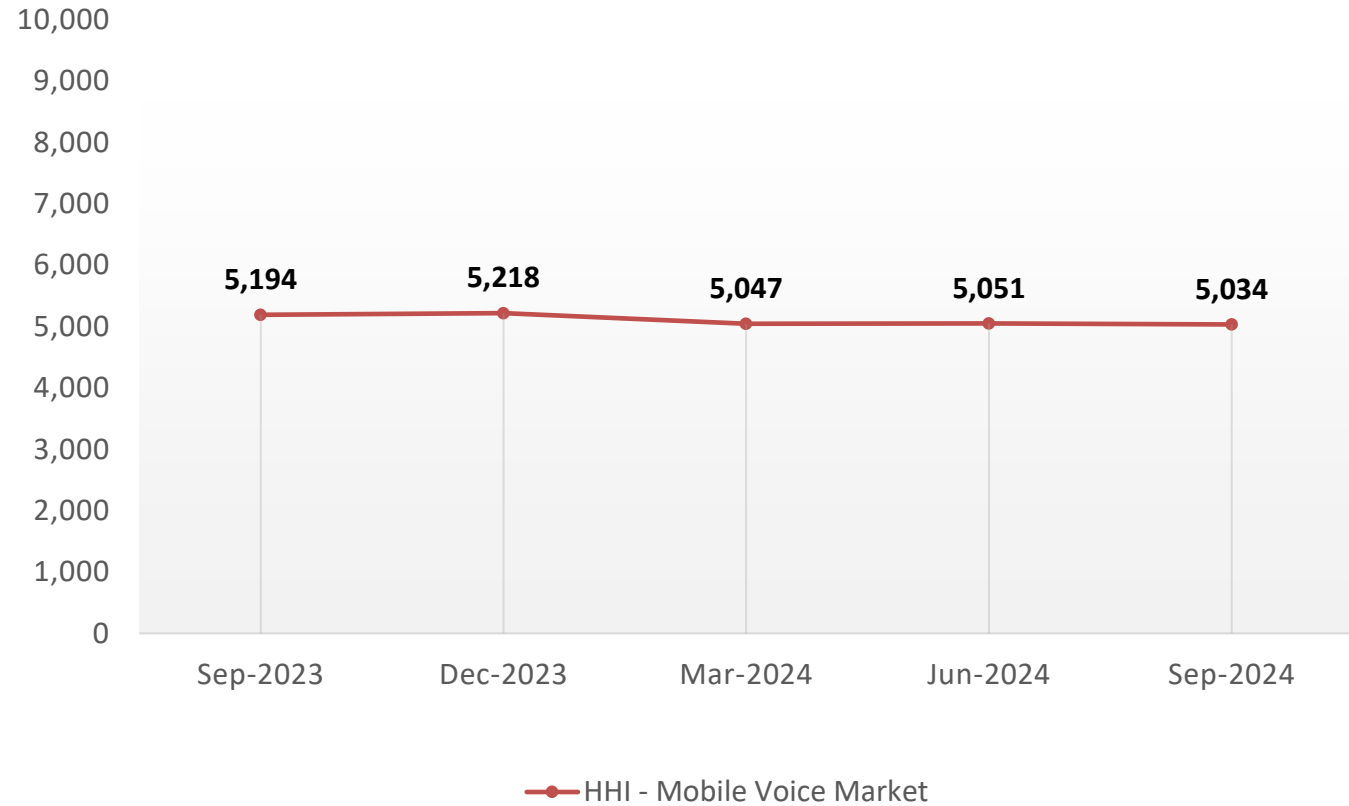
-3.1%



Q-o-Q  
PERCENT  
CHANGE

-0.3%

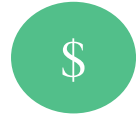
HHI for Domestic Mobile Services  
from Q3 2023 to Q3 2024





# Average Revenue Per User

## Mobile Services



ARPU  
**\$284**



Y-o-Y  
PERCENT  
CHANGE

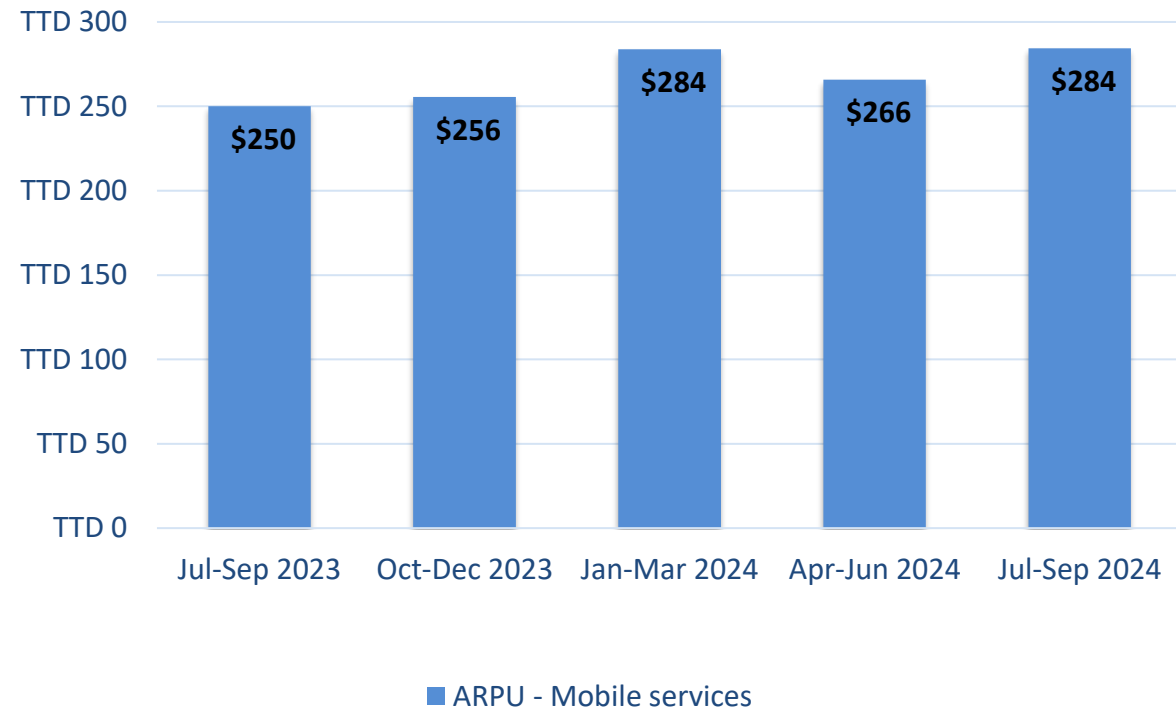
**13.6%**



Q-o-Q  
PERCENT  
CHANGE

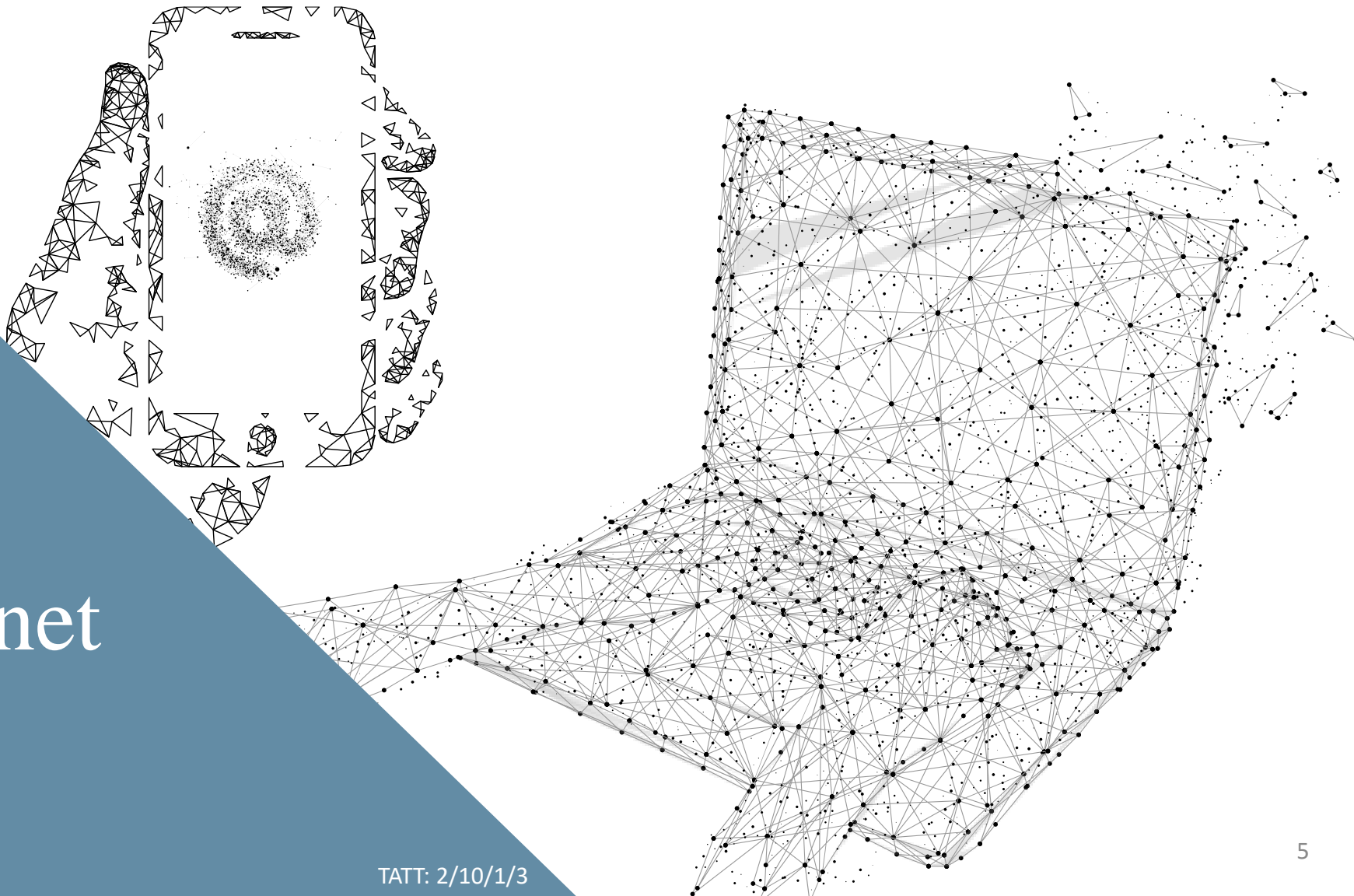
**6.8%**

ARPU for Domestic Mobile Voice Services  
from Q3 2023 to Q3 2024



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

# Fixed Internet



# Fixed Broadband Subscriptions



TOTAL NUMBER OF SUBSCRIPTIONS

407,300



Y-o-Y PERCENT CHANGE

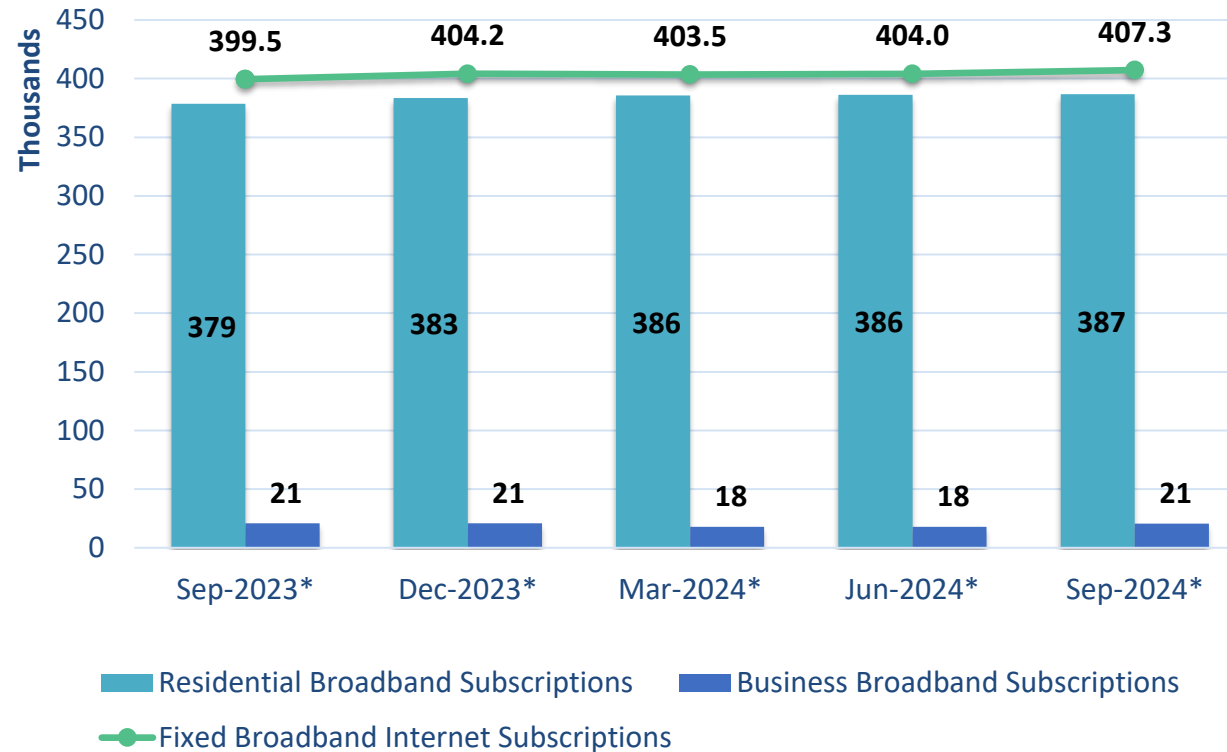
2.0%



Q-o-Q PERCENT CHANGE

0.8%

Number of Fixed Broadband Internet Subscriptions from Q3 2023 to Q3 2024



\* Data estimated for the following concessionaire who had not submitted data at the date of publication:  
Q3 2023 – Q3 2024: Greendot Limited

# Fixed Internet Penetration



**FIXED INTERNET  
PENETRATION  
PER 100  
INHABITANTS**

**29.8**



**Y-o-Y  
PERCENT  
CHANGE**

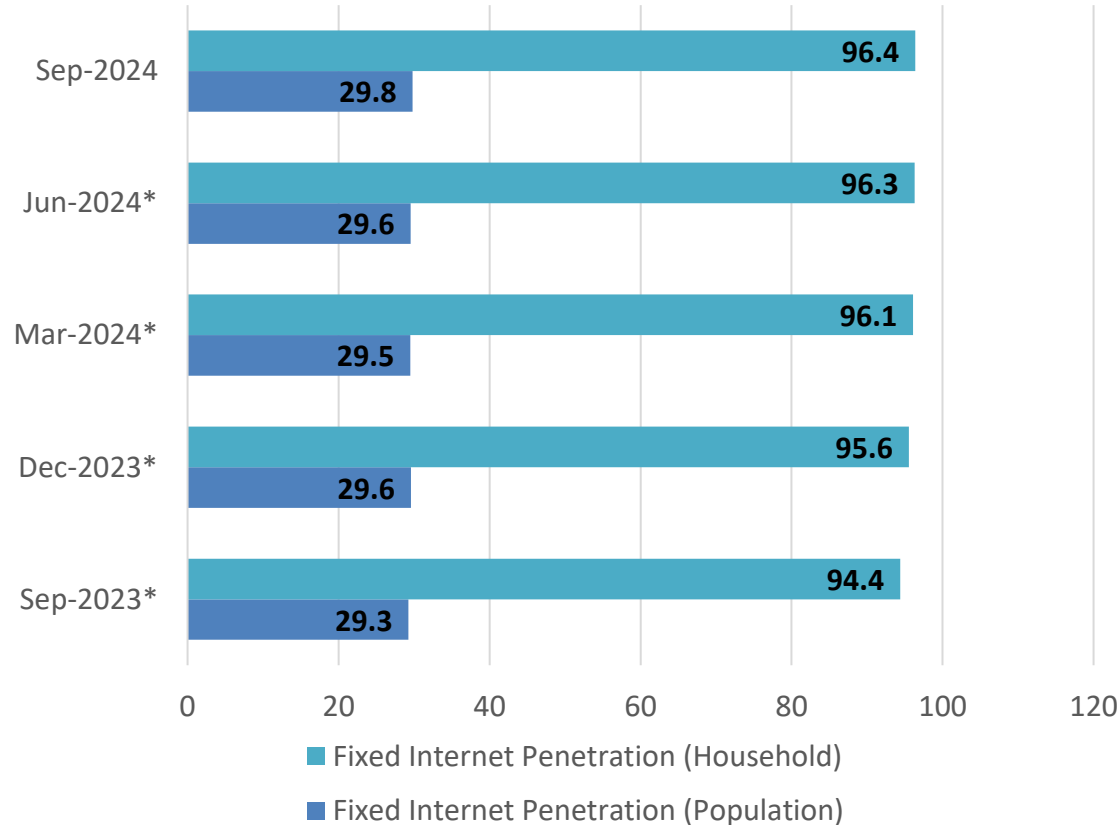
**1.7%**



**Q-o-Q  
PERCENT  
CHANGE**

**0.7%**

Penetration for Fixed Internet Subscriptions  
from Q3 2023 to Q3 2024



**FIXED INTERNET  
PENETRATION  
PER 100  
HOUSEHOLDS**

**96.4**



**Y-O-Y  
PERCENT  
CHANGE**

**2.1%**



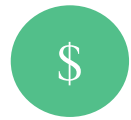
**Q-O-Q  
PERCENT  
CHANGE**

**0.1%**

• Data estimated for the following concessionaires who had not submitted data at the date of publication: Q3 2023 – Q3 2024: Greendot Limited

Fixed Internet penetration is calculated as the number of residential subscriptions divided by the number of households x 100

# Fixed Internet Revenues



GROSS REVENUES  
**\$ 335.3m**

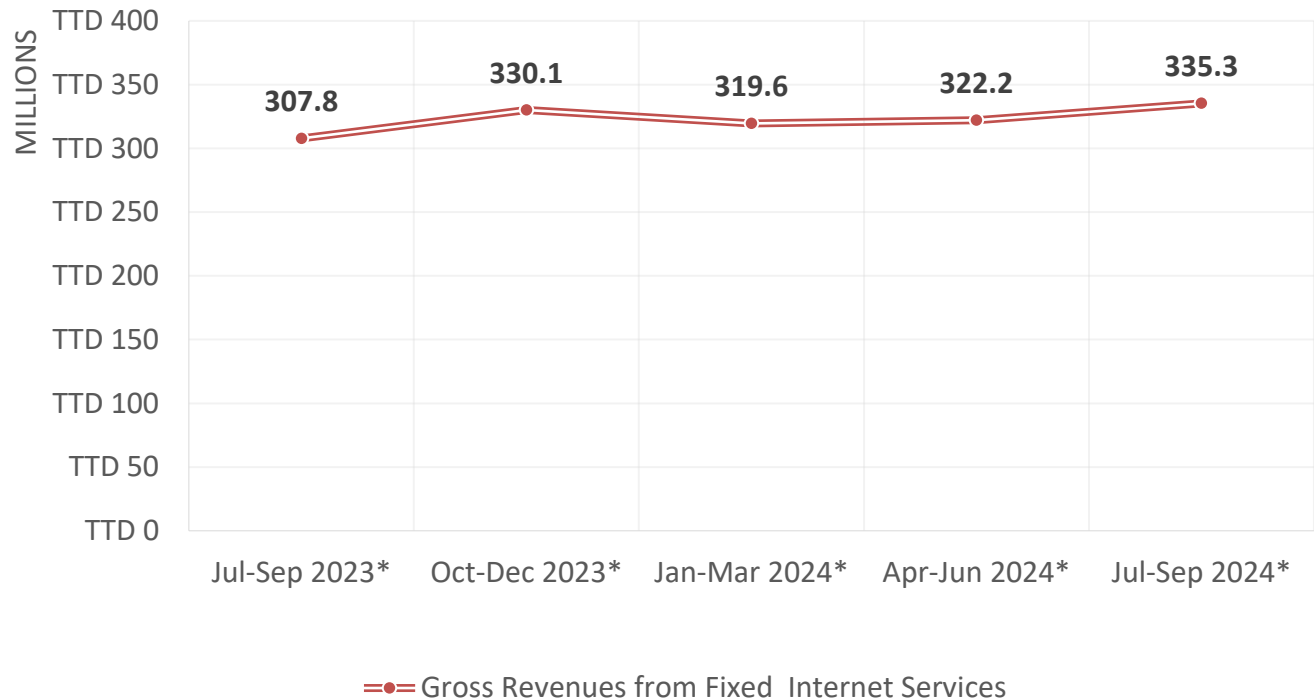


Y-o-Y  
PERCENT CHANGE  
**8.9%**



Q-o-Q  
PERCENT CHANGE  
**4.1%**

GROSS REVENUES FROM FIXED INTERNET SERVICES  
FROM Q3 2023 TO Q3 2024



\* Data estimated for the following concessionaires who had not submitted data at the date of publication:  
Q3 2023 – Q3 2024: Greendot Limited

# Fixed Internet HHI



HHI  
**2,488**



Y-o-Y  
PERCENT  
CHANGE

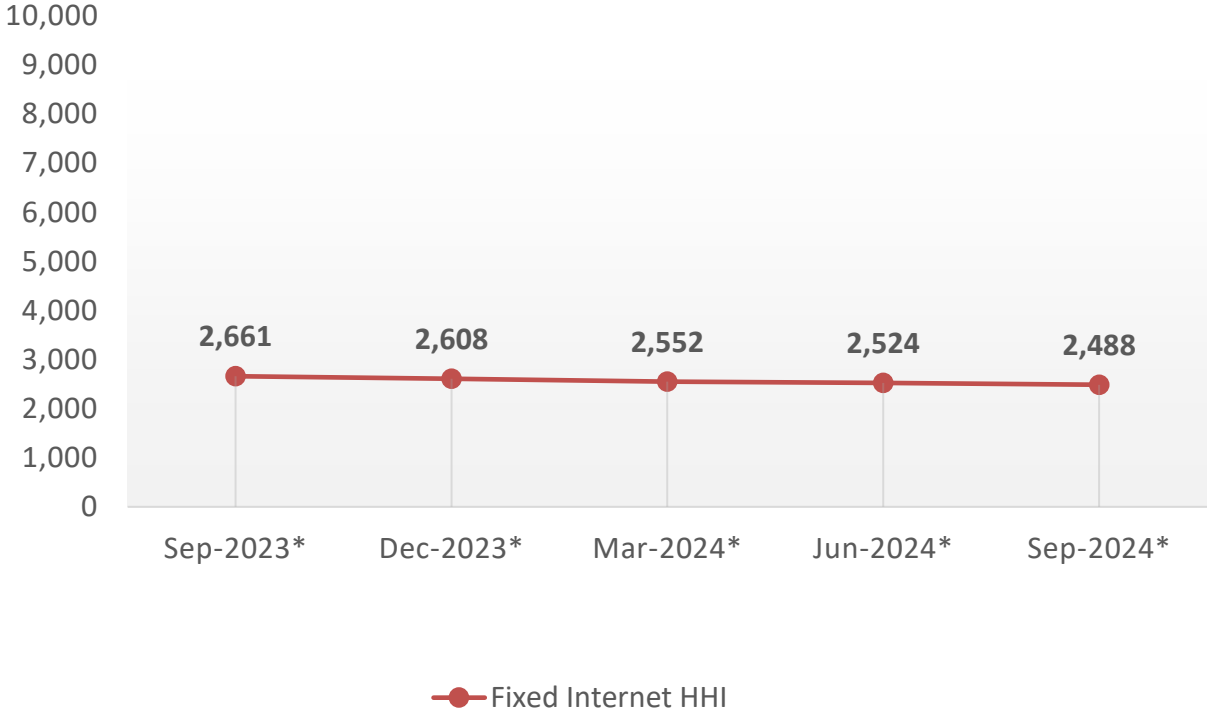
**-6.5%**



Q-o-Q  
PERCENT  
CHANGE

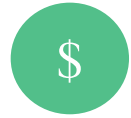
**-1.4%**

HHI for Fixed Internet Services  
from Q3 2023 to Q3 2024



\* Data estimated for the following concessionaires who had not submitted data at the date of publication:  
Q3 2023 – Q3 2024: Greendot Limited

# Fixed Internet Average Revenue Per User



ARPU  
**\$824**

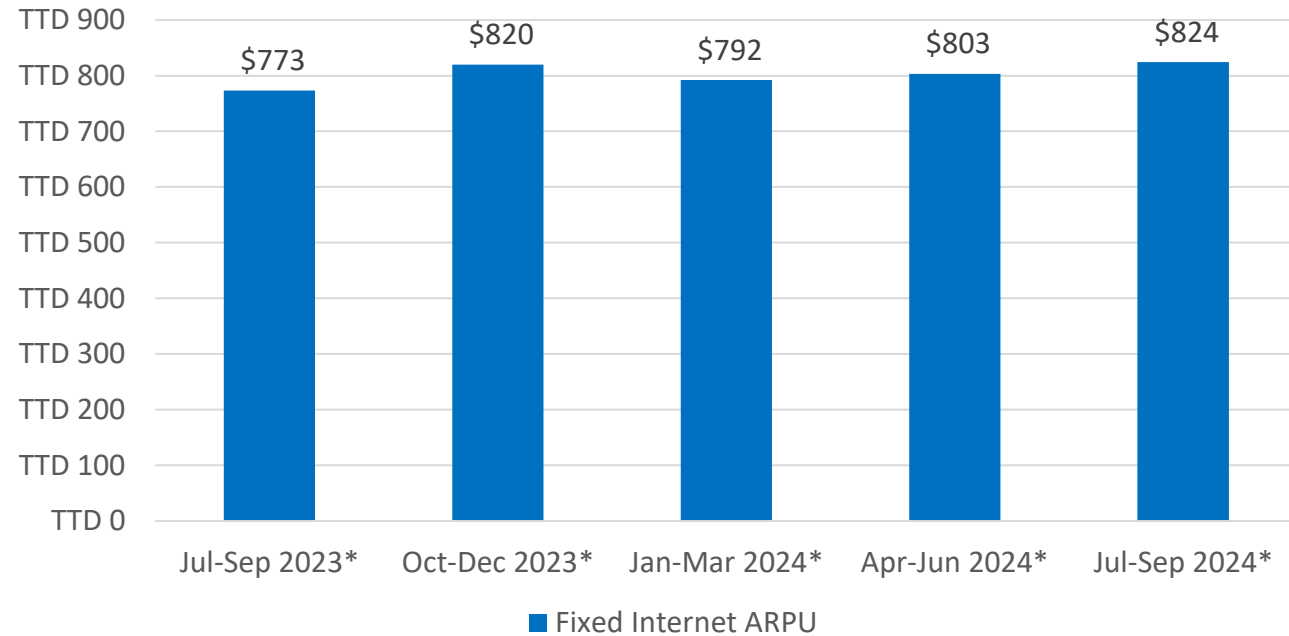


Y-o-Y  
PERCENT  
CHANGE  
**6.6%**



Q-o-Q  
PERCENT  
CHANGE  
**2.6%**

ARPU for Fixed Internet Services  
from Q3 2023 to Q3 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





# Subscription TV



TOTAL NUMBER OF SUBSCRIPTIONS

210,600



Y-o-Y PERCENT CHANGE

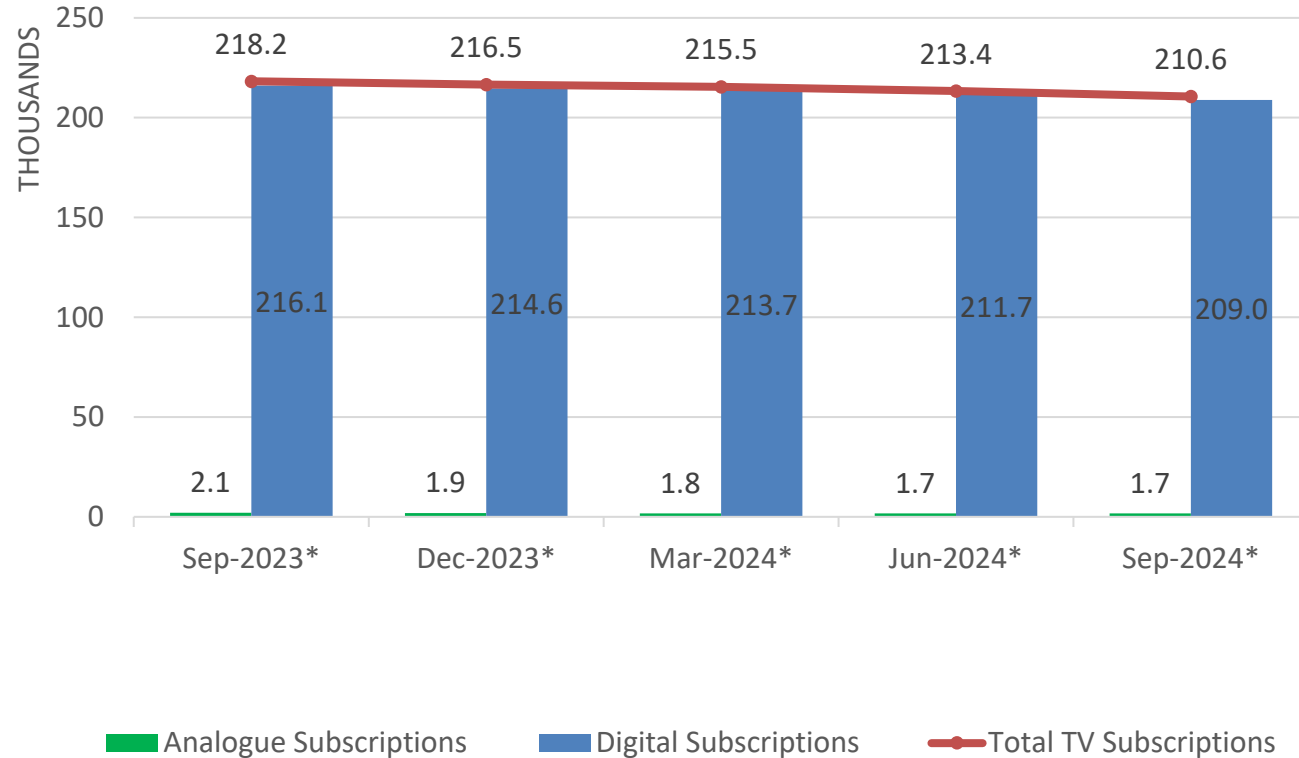
-3.5%



Q-o-Q PERCENT CHANGE

-1.3%

Number of Subscription TV Subscriptions from Q3 2023 to Q3 2024



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:  
Q3 2023 – Q3 2024: Greendot Limited

# Subscription TV Penetration

SUBSCRIPTION TV  
PENETRATION PER  
100 INHABITANTS

15.3

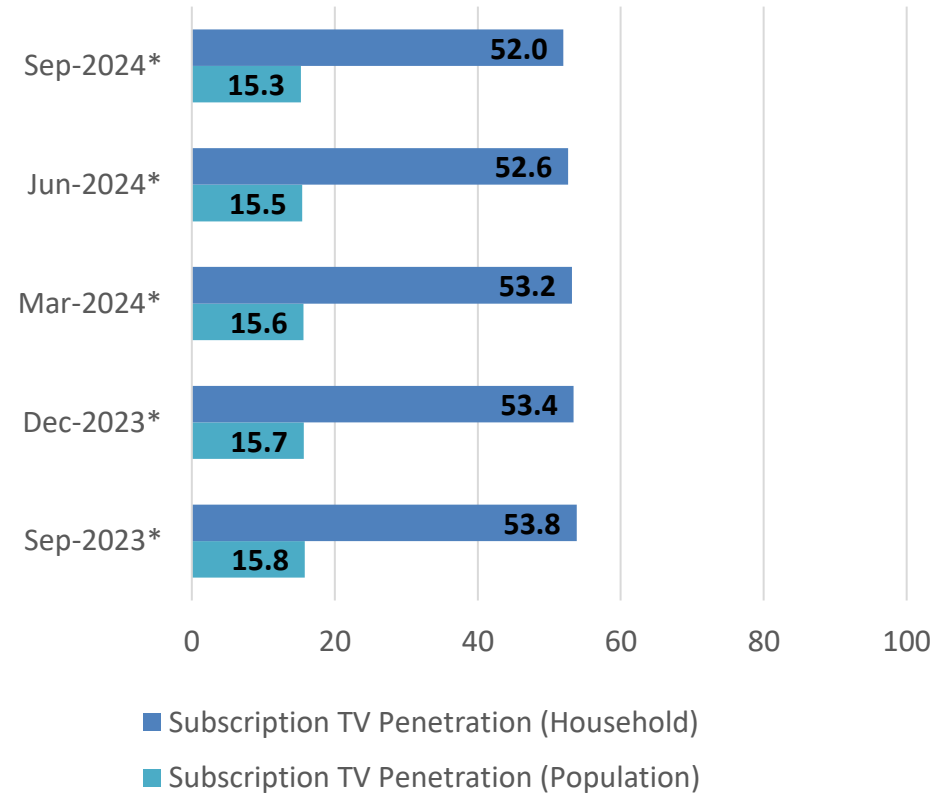
Y-o-Y  
PERCENT  
CHANGE

-3.2%

Q-o-Q  
PERCENT  
CHANGE

-1.3%

Penetration Rates for Subscription TV Services  
from Q3 2023 to Q3 2024



SUBSCRIPTION TV  
PENETRATION PER  
100 HOUSEHOLDS

52.0

Y-o-Y  
PERCENT  
CHANGE

-3.3%

Q-o-Q  
PERCENT  
CHANGE

-1.1%

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

- Q3 2023 – Q3 2024: Greendot Limited

# Subscription TV Revenues



**GROSS  
REVENUES**

**\$155m**



**Y-o-Y  
PERCENT  
CHANGE**

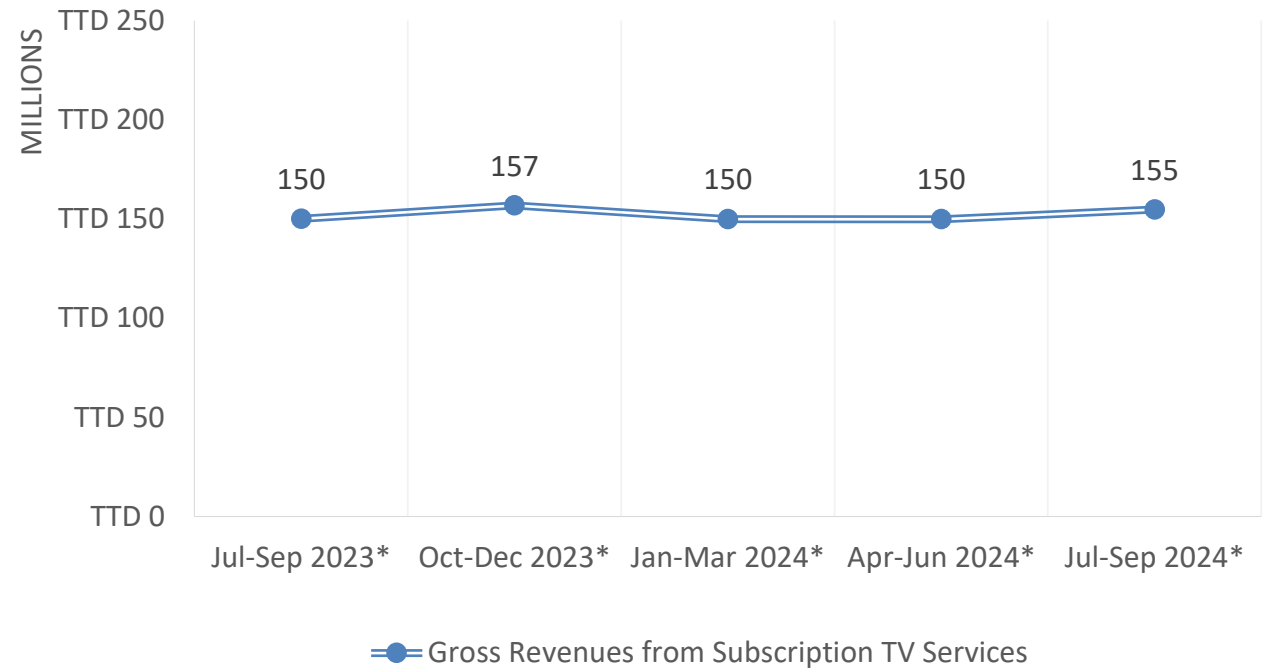
**3.3%**



**Q-o-Q  
PERCENT  
CHANGE**

**3.3%**

**GROSS REVENUES FROM SUBSCRIPTION TV SERVICES  
FROM Q3 2023 TO Q3 2024**



*\* Data estimated for the following concessionaires who had not submitted data at the date of publication:  
Q3 2023 – Q3 2024: Greendot Limited, DirecTV  
Q3 2024: DirecTV*

# Subscription TV HHI



HHI  
**3,337**

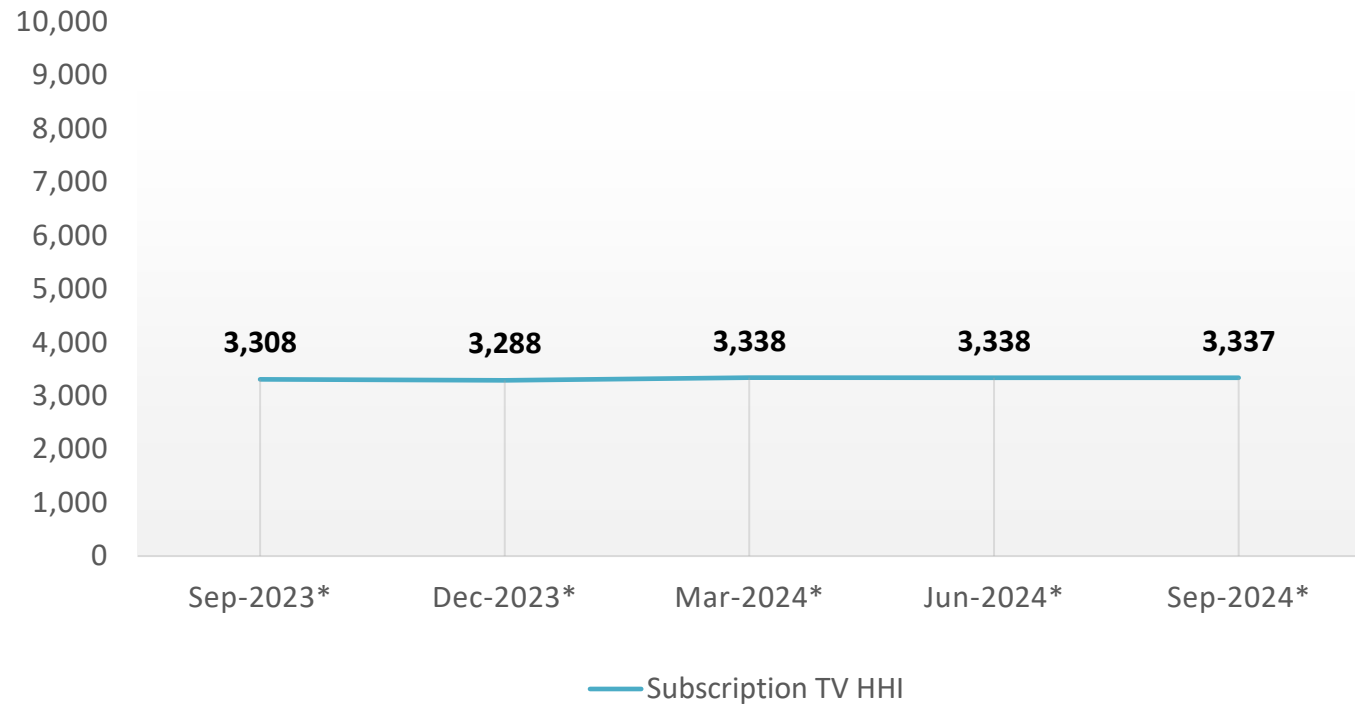


Y-o-Y  
PERCENT  
CHANGE  
**0.9%**



Q-o-Q  
PERCENT  
CHANGE  
**-0.03%**

HHI for Subscription TV Services  
from Q3 2023 to Q3 2024



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

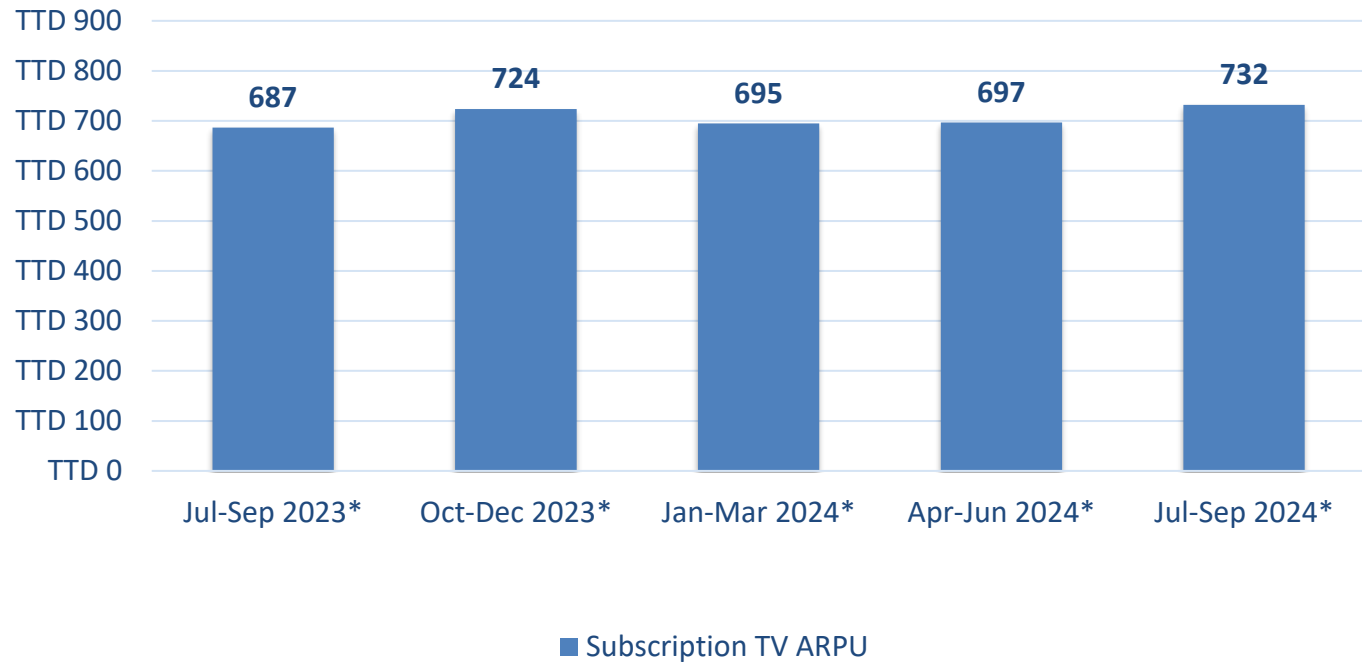
# Subscription TV Average Revenue Per User

ARPU  
\$ **\$732**

Y-o-Y  
PERCENT  
CHANGE  
**6.6%**

Q-o-Q  
PERCENT  
CHANGE  
**5.0%**

ARPU for Subscription TV Services  
from Q3 2023 to Q3 2024

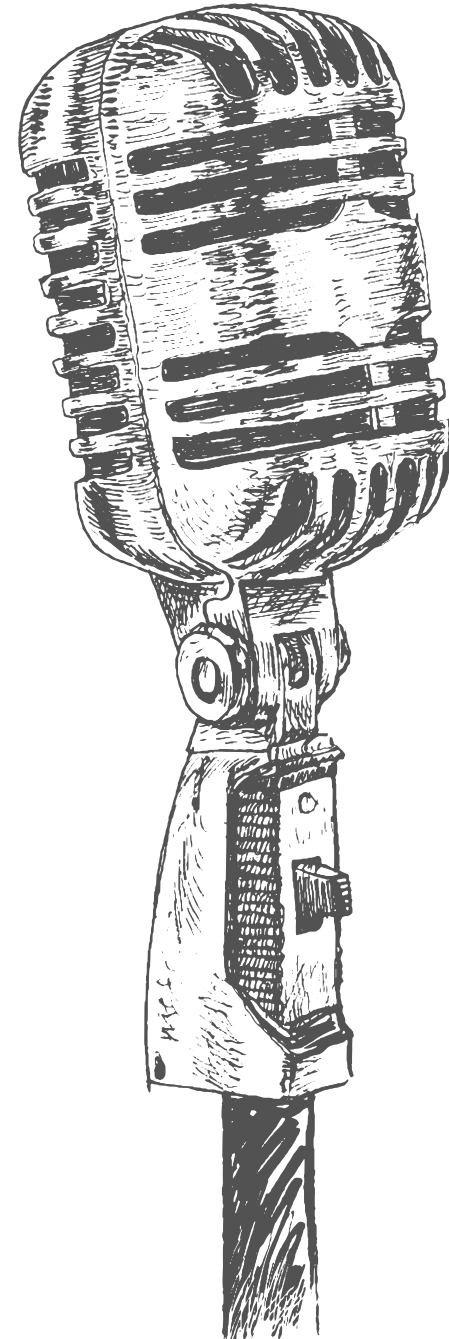


\* Data estimated for the following concessionaires who had not submitted data at the date of publication:  
Q3 2023 – Q3 2024: Greendot Limited, DirecTV  
Q3 2024: DirecTV

# Free-to-Air Radio

1/16/2025

TATT: 2/10/1/3



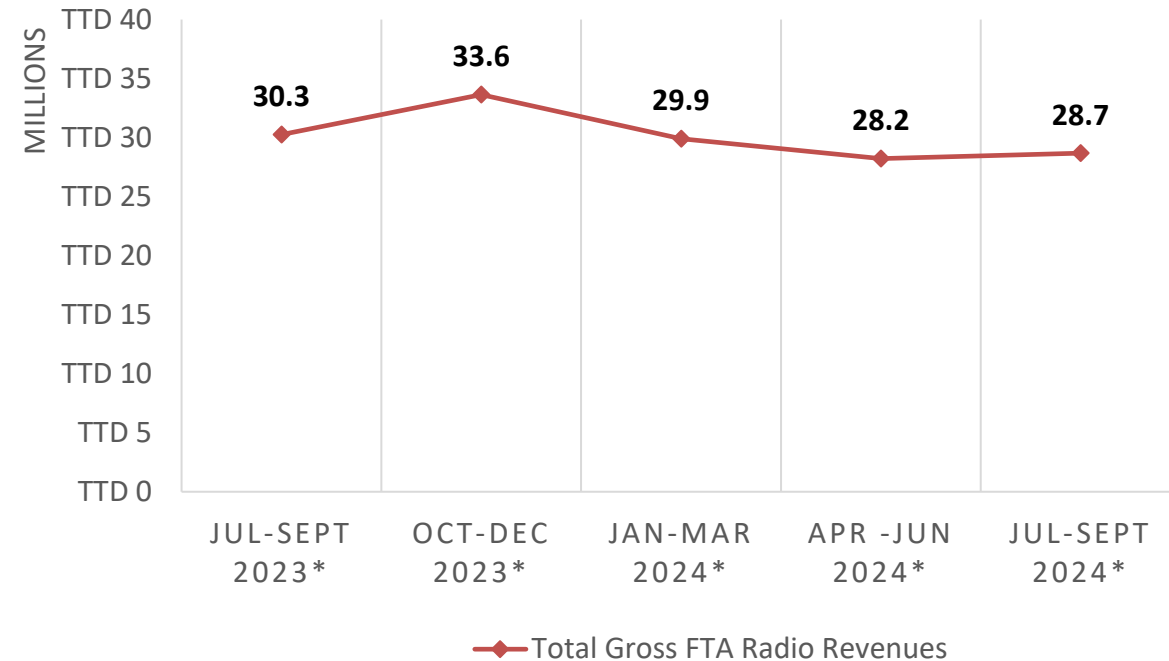
# Free-to-Air Radio Revenues

GROSS REVENUES  
**\$28.7m**

Y-o-Y PERCENT CHANGE  
**-5.3%**

Q-o-Q PERCENT CHANGE  
**1.8%**

GROSS REVENUES FROM FREE TO AIR RADIO SERVICES FROM Q3 2023 TO Q3 2024



- *Data estimated for the following concessionaires who had not submitted data at the date of publication:  
 Q3 2023-Q3 2024: Kaisoca, Trinibashment Limited, Trinidad and Tobago Radio Network, Upward Trend  
 Q3 2024: PBCT*

# Free-to-Air Radio HHI



HHI  
**438**

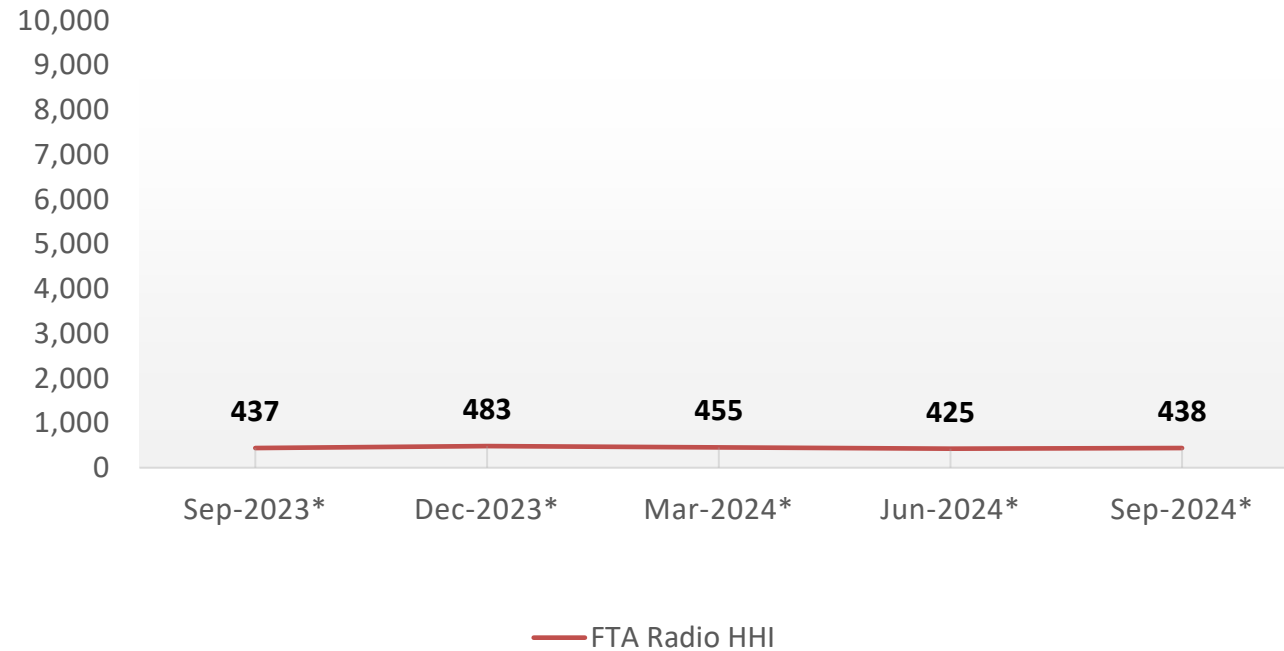


Y-o-Y  
PERCENT  
CHANGE  
**0.2%**



Q-o-Q  
PERCENT  
CHANGE  
**3.1%**

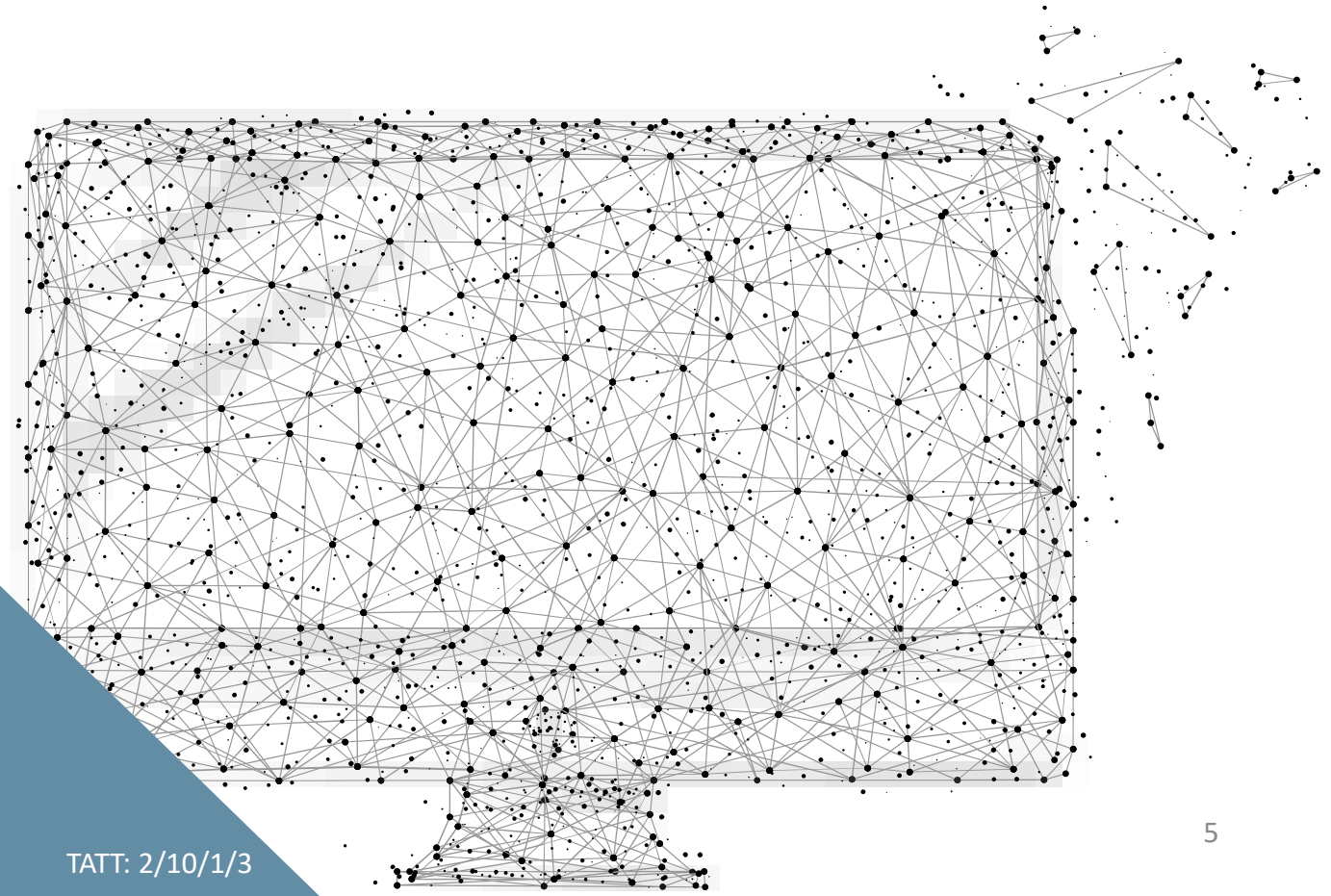
HHI for Free to Air Radio Services  
from Q3 2023 to Q3 2024



- *Data estimated for the following concessionaires who had not submitted data at the date of publication:  
Q3 2023-Q3 2024: Kaisoca, Trinibashment Limited, Trinidad and Tobago Radio Network, Upward Trend  
Q3 2024: PBCT*



# Free-to-Air TV



# Free-to-Air TV Revenues



GROSS REVENUES

**\$11.6m**



Y-o-Y PERCENT CHANGE

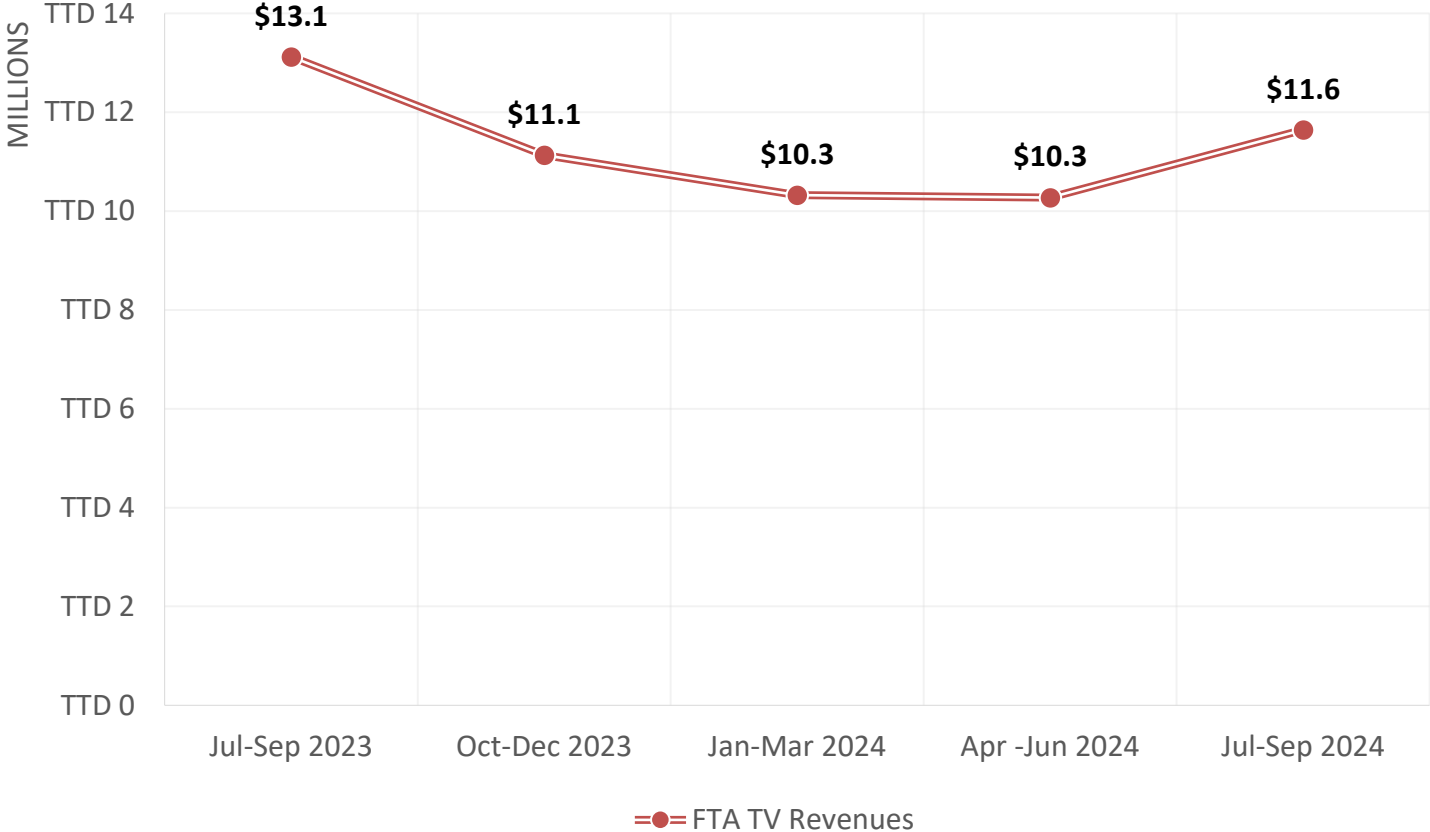
**-11.5%**



Q-o-Q PERCENT CHANGE

**12.6%**

GROSS REVENUES FROM FREE TO AIR TV SERVICES FROM Q3 2023 TO Q3 2024



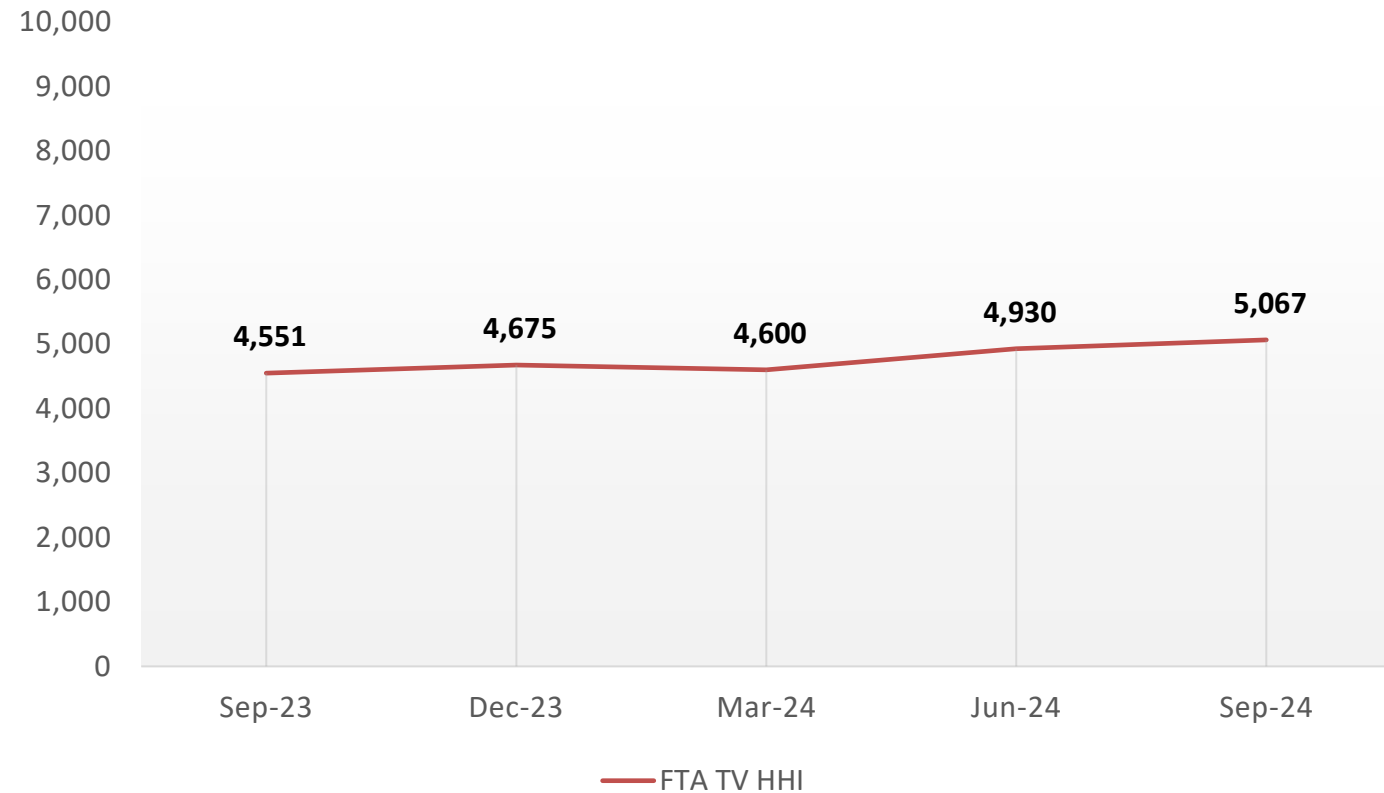
# Free-to-Air TV HHI

HHI  
**5,067**

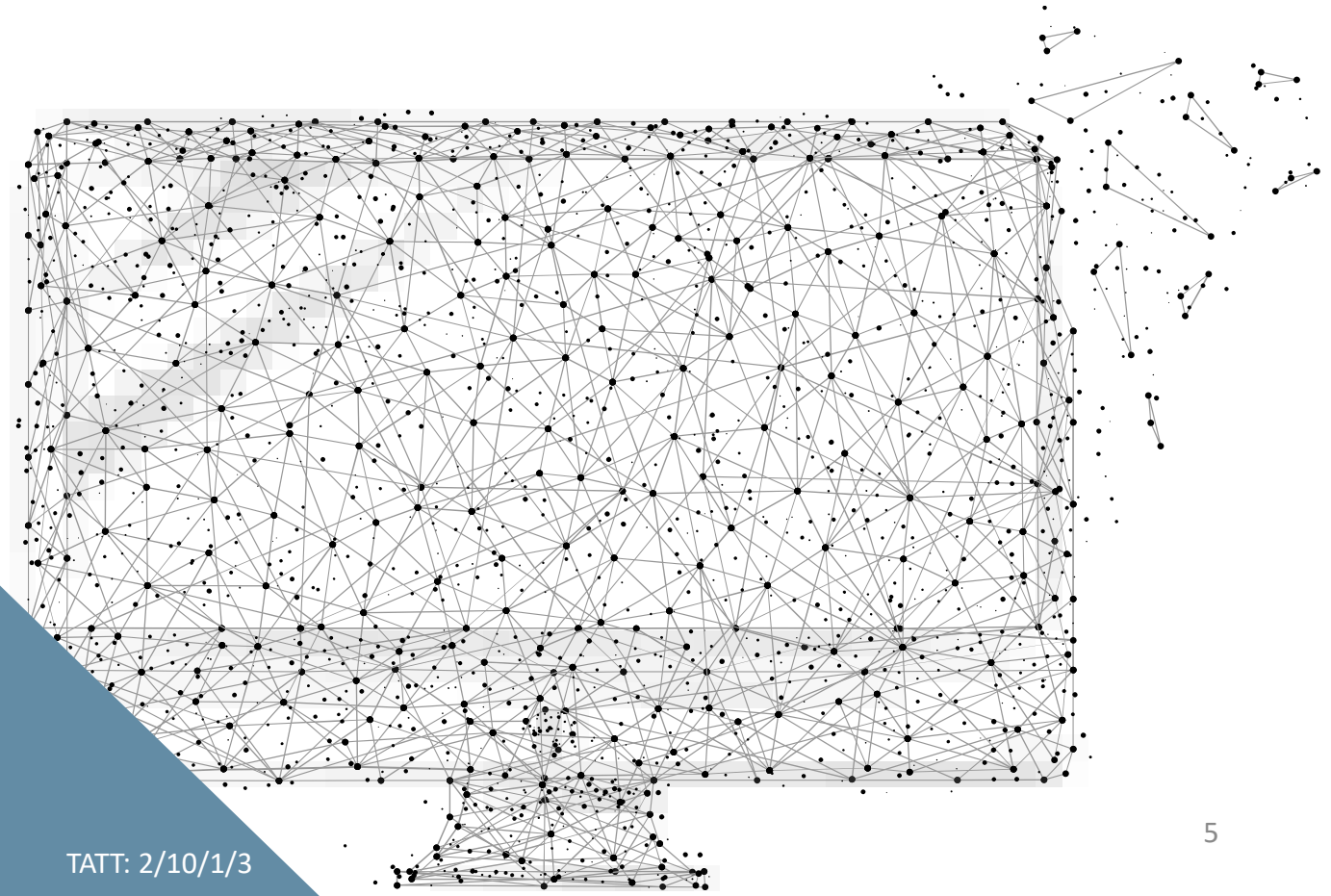
Y-o-Y  
PERCENT  
CHANGE  
**11.3%**

Q-o-Q  
PERCENT  
CHANGE  
**2.8%**

HHI for Free to Air TV Services  
Q3 2023 to Q3 2024



# Broadcasting Service via Cable TV



# Broadcasting Service via Cable TV Revenues



GROSS REVENUES

**\$1.7m**



Y-o-Y PERCENT CHANGE

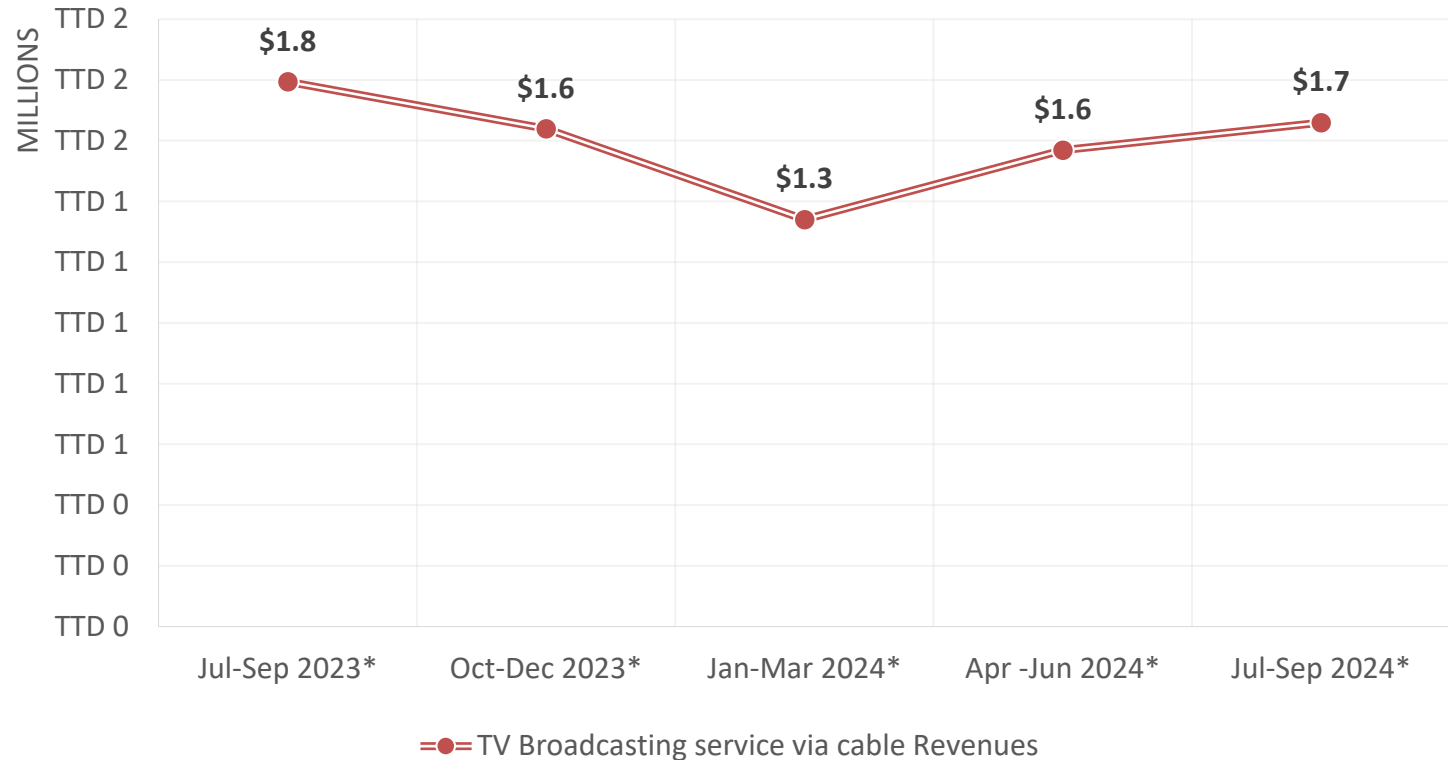
**-5.5%**



Q-o-Q PERCENT CHANGE

**6.3%**

GROSS REVENUES BROADCASTING SERVICE VIA CABLE FROM Q3 2023 TO Q3 2024



- Data estimated for the following concessionaires who had not submitted data at the date of publication:  
Q3 2024: WI Sports, Twenty-Four Seven News and Sports Limited, Liming Monkey Limited

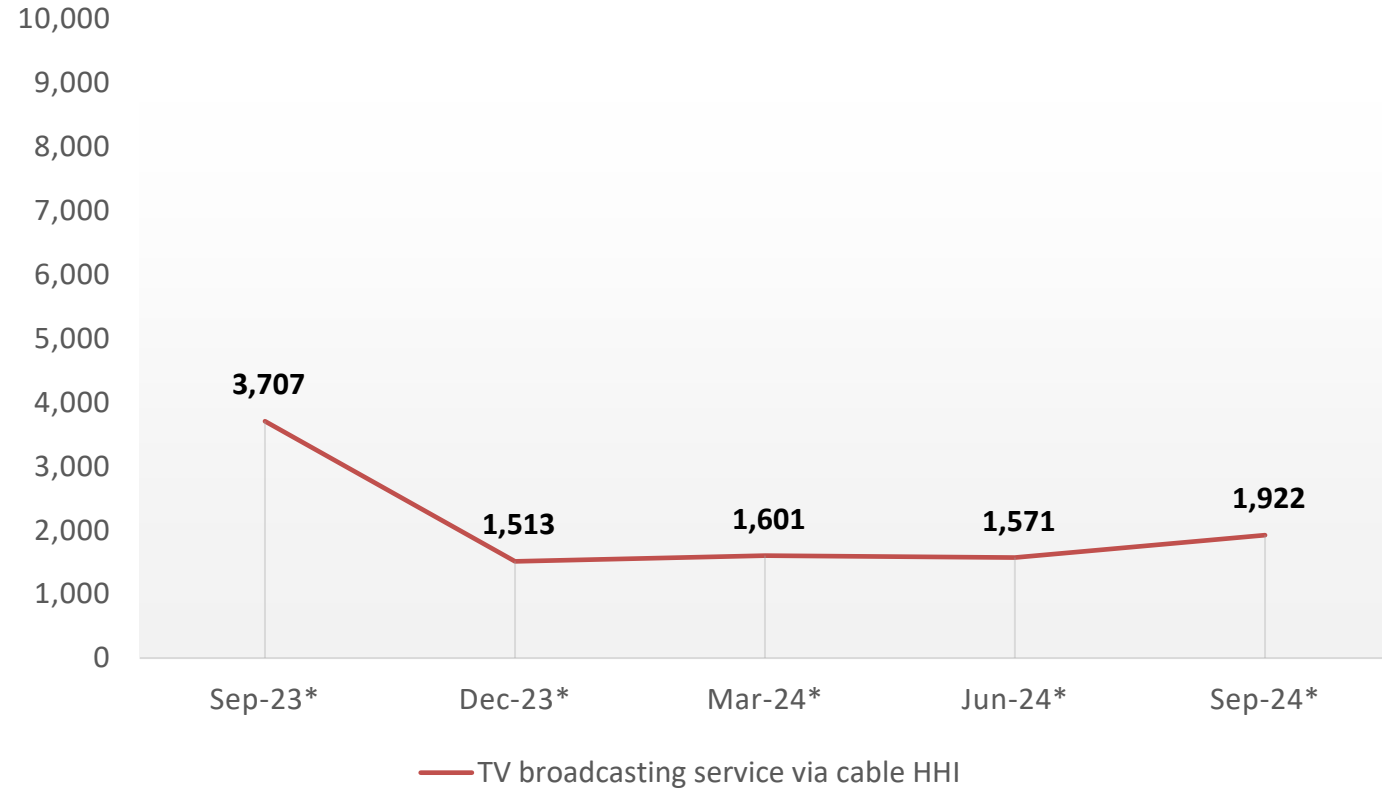
# Broadcasting Service via Cable HHI

HHI  
**1,922**

Y-o-Y  
PERCENT  
CHANGE  
**48.2%**

Q-o-Q  
PERCENT  
CHANGE  
**22.3%**

HHI for Broadcasting Service via Cable  
Q3 2023 to Q3 2024



- *Data estimated for the following concessionaires who had not submitted data at the date of publication:  
Q3 2024: WI Sports, Twenty-Four Seven News and Sports Limited, Liming Monkey Limited*

# QUARTERLY MARKET UPDATE

July to September 2024

