

# **Bulgaria Telecommunications Report Q3 2016**

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### **Abstracts**

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BMI View: Mobiltel's acquisition of Blizoo further boosts the competition between Mobitel and Vivacom. This will benefit consumers with the introduction of a wider range of services over faster networks. Third player Telenor will have to become more dynamic. We see no real opportunities for the new fourth mobile network operator, Max Telecom.

Latest Updates & Industry Developments

Incumbent wireline and mobile operator Vivacom was acquired by local businessman Spas Rusev for EUR330mn in November 2015. Mr Rusev also agreed to pay off EUR400mn of the company's debt. The deal was ratified in early January 2016 and will enable the operator to bundle a larger range of services but this won't be possible until the lawsuit filed by Emprone Ventures is resolved.

Mobile subscription growth will steadily slow over the 2016-2020 period as market saturation offers fewer organic customer addition opportunities; rather, there will be a slow improvement in subscriber mix, in favour of postpaid services.



#### **Contents**

**BMI Industry View** 

**SWOT** 

Industry SWOT

**Industry Forecast** 

Latest Updates

Structural Trends

Table: Telecoms Sector - Historical Data & Forecasts (Bulgaria 2013-2020)

Telecoms Risk/Reward Index

Industry Risk Reward Ratings

Table: Central And Eastern Europe Risk/Reward Index, Q3 2016

Bulgaria Risk/Reward Index

Market Overview

Market Drivers & Trends

Mobile

Wireline Voice & Broadband

Table: Vivacom/M-Tel Wireline Subscriptions ('000)

Pay-TV/Convergence

Table: Cable And Satellite Dominate Pay-TV Market, IPTV Figures High In Bundles

Regulatory Development

Table: Bulgaria Regulatory Bodies And Responsibilities

Regulatory Developments
Competitive Landscape

Table: Key Players: Bulgaria Telecoms Sector

Table: Selected Operators' Financial Indicators (USDmn)

Mobile Operator Data

Table: Mobile Market Overview

Table: Mobiltel (M-Tel)
Table: Telenor Bulgaria

Table: Vivacom Company Profile Mobiltel (M-Tel)

Vivacom

Demographic Forecast Demographic Outlook

Table: Population Headline Indicators (Bulgaria 1990-2025)

Table: Key Population Ratios (Bulgaria 1990-2025)

Table: Urban/Rural Population & Life Expectancy (Bulgaria 1990-2025)



Table: Population By Age Group (Bulgaria 1990-2025)

Table: Population By Age Group % (Bulgaria 1990-2025)

Glossary

Table: Glossary Of Terms

Methodology

Industry Forecast Methodology

Sources

Risk/Reward Index Methodology

Table: Risk/Reward Index Indicators

Table: Weighting Of Indicators



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