

Chile Telecommunications Report Q1 2016

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Abstracts

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BMI View: We have left our estimations and forecasts for our Q1 2016 report of the Chilean telecommunications market unrevised largely because the market has performed broadly in line with our previous projections. 3G and 4G services will continue to drive growth and WOM mobile and Virgin along with smaller players like VTR will look to gain a percentage of the market. The country's MVNOs already cater to the lower end of the market and we believe that VTR and WOM will struggle to make massive short term gains as the three large companies look to lure customers towards high value prepaid packages.

Latest Updates & Industry Developments

The Chilean mobile market lost 377,000 subscribers in H1 2015 and we attribute this largely due to the discounting of inactive sim cards. The prime focus of the three large operators is now on migrating prepaid customers to value added data packs. 3G and 4G services will be the primary drivers of growth with 3G and 4G connections reaching over 22.5mn at the end of our forecast period in 2019.



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