

Chile Telecommunications Report Q4 2015

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Abstracts

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BMI View: VTR's launch of 4G services in June 2015 will put additional pressure on Chile's rapidlyevolving mobile broadband market. 3G services are already widely adopted and rising smartphone penetration is generating a commensurate increase in non-voice service usage. Progress has been undermined by mobile termination rate cuts and other regulatory developments, as well as the rebranding of Nextel as a prepaid-focused player: WOM. The country's MVNOs already cater to the lower end of the market and we believe that VTR and WOM will struggle to gain traction. We do not rule out VTR acquiring WOM, if only for its spectrum and infrastructure. Meanwhile, mobile broadband is moving more towards voice-and-data plans rather than pure mobile broadband, dragging down our long term outlook for the broadband market.

Key Data

Mobile penetration reached 151.1% at the end of 2014, with 26.86mn subscribers, representing a y-o-y decline of 0.9%.

4G connections rose 8,196% y-o-y in Q115 to reach 815,413.

Fixed lines increased 2.3% y-o-y to the end of March 2015, driven partially by the gradual elimination of national long distance calling rates in 2014 and growth in the cable broadband market.



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