

# **Denmark Telecommunications Report 2010**

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## **Abstracts**

BMI's 2010 report on the Danish telecommunications industry contains updated growth forecasts that predict the development of the country's mobile, fixed-line, broadband, internet and 3G subscriber markets over the next five years. Our forecasts, which have been extended to the end of 2014, are based on H109 regulatory data, as well as year-end data published by Denmark's leading telecoms service providers; these include the Danish incumbent operator TDC, as well as Norway's Telenor and Sweden/Finland's TeliaSonera.

At the end of 2009, Denmark's four mobile network operators were estimated to serve a total of 7.377mn subscribers. This is equivalent to a penetration rate of 135.2%. During 2009, the country's mobile subscriber base grew by 9.5%. Growth was higher than in 2008, when the sector expanded by 8.1%. The main reason for the stronger growth appears to a rapid expansion in the number of prepaid cards on the market; Denmark has a significant number of MVNOs that provide low-cost mobile prepaid services in conjunction with one the country's network operators. Our latest forecast for Denmark's mobile market assumes that MVNOs will continue to fuel growth over the next few years. Just as the number of mobile telephony customers in Denmark has continued to grow, the market for traditional fixed-line services based on PSTN and ISDN technology has been shrinking. The Danish fixed-line market declined at a record rate of around 19% in 2009. The demise of the fixed-line sector has been driven by the growing use of substitute services such as VoIP and mobile broadband.

BMI estimates that Denmark had more than 2.59mn broadband subscribers at the end of 2009. This gives the country a broadband penetration rate of 47.5%, up from 42.8% in 2008. In 2009, the Danish internet market became increasingly shaped by the spread of mobile broadband access, while demand for xDSL and cable services continued to slow. According to Denmark's telecoms regulator, the National IT and Telecom Agency (Telestyrelsen), the number of mobile broadband internet connections reached 419,000



by the end of June 2009, up by 36% since the start of the year. At the end of H109, mobile broadband subscriptions accounted for 17% of the total broadband market. Incumbent operator TDC reported that it experienced a boom in mobile broadband usage in 2009, primarily from notebooks and laptops. BMI's forecast for Denmark's broadband market assumes that xDSL and cable services will decline in relative importance over the next five years. By contrast, mobile broadband subscriptions and connections based on fibre optics will continue to increase. Mobile broadband services will benefit from the deployment of stronger network coverage and faster data transmission speeds.

Denmark sits in sixth position in BMI's Business Environment Ratings for Western Europe. With the exception of the Telecoms Market category, Denmark scores above average in all of the categories evaluated by BMI. In the Country Risk category, Denmark has the highest score in the region.



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