

Germany Telecommunications Report Q3 2015

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Abstracts

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Key Data

Mobile subscriptions have decreased due to the consolidation to 112.6mn in 2014, but the market will recover to 115.9mn by the end of 2019. The market is buoyed by robust mobile virtual network operator (MVNO) expansion and customer migration to 4G (LTE).

Improved mobile subscriber mix and the loss of non revenue-generating inactive subscriptions at Vodafone (and likely also at O2 after the E-Plus acquisition) should lead to a small improvement in the rate of average revenue per user (ARPU) erosion. However, the trend remains downward overall. BMI forecasts industry average ARPUs to fall from EUR13 in 2014 to EUR12 in 2019.

Key Developments

The German government plans to auction two blocks of 30MHz frequencies in the 700MHz band. Mobile broadband services using this spectrum will be phased in from 2017. The auction will take place in H115, at the same time as a separate auction for 900MHz and 1800MHz frequencies, rights to which expire at the end of 2016. Lots, consisting of two paired blocks of 5MHz in the 700MHz band, will be offered at a starting price of EUR75mn per lot.



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