

# Nigeria Telecommunications Report Q2 2015

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## Abstracts

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**BMI View:** Since mid-2014, three of Nigeria's four major GSM operators have outsourced their towers infrastructure to independent tower companies, the government completed the sale of dormant incumbent fixed-line operator NITEL, including its mobile arm Mtel, to NATCOM Consortium, and also awarded the first two InfraCo licences for the Lagos area and the North Central Zone. These major developments will all help to drive expansion and densification of both mobile and wireline networks in Nigeria, supporting our positive growth outlook for its telecoms market. The sale of NITEL and allocation of InfraCo licences are particularly positive for the wireline market, which has thus far underperformed owing to mismanagement and underinvestment in NITEL's legacy fixed-line network.

## Key Data

Mobile subscriptions grew by 3.5% quarter-on-quarter (q-o-q) in Q414, bringing total growth in 2014 to 9.4%.

Mobile ARPU dropped by 0.4% in Q414.

The fixed-line sector contracted by 3.9% in Q414, but expanded by 6.5% y-o-y in December 2014.

The number of mobile data users grew by nearly 19% in the 12 months to December 2014 to account for 55% of total mobile subscriptions.

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