**ECONOMIC ANALYSIS DIVISION
OF THE STRATEGY DEPARTMENT
OF THE COMMUNICATIONS REGULATORY AUTHORITY
OF THE REPUBLIC OF LITHUANIA**

REPORT
ON THE ELECTRONIC COMMUNICATIONS SECTOR ACCORDING TO INFORMATION PROVIDED BY ELECTRONIC COMMUNICATIONS OPERATORS AND SERVICE PROVIDERS ON THE ELECTRONIC COMMUNICATIONS ACTIVITIES CARRIED OUT DURING QUARTER I 2017

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CONTENT

1. PREFACE

- The report on the electronic communications sector has been prepared on the basis of information provided by electronic communications operators and providers of services about the electronic communications activities that were carried out in the first quarter of 2017. as well as in the report is used the information of the *Statistics Lithuania*, company *Point Topic Ltd*.
- Electronic communications operators' and service providers' data are updated after publication of the relevant quarterly report as well, therefore, the data used in subsequent reports on the electronic communications sector may be different from the used in the reports on previous periods.
- As the information reported in the report is rounded to one decimal place (on revenue and investment – two decimal places), the total sum of the market shares not in all charts and tables in this report is not always equal to 100 percent.
- Revenue or indicators received by providers of electronic communications networks and services indicated in the report, for calculating of which the revenue values are used, are excluding VAT.
- The summarised indicators of electronic communication activities are given in the Annex No. 1.

2. GENERAL OVERVIEW OF THE ELECTRONIC COMMUNICATIONS MARKET

Table 1. Number of service providers, engaged in appropriate electronic communications activities, in units, and their changes, in units 2017 IQ

Electronic communication activities	Service providers	Quarterly change	Annual change
1. Public mobile communication network and public mobile telephone services	13	-3	-3
2. Public fixed communication network and public fixed telephone services	44	2	4
3. Internet access services	88	-15	-15
4. Other data transmission services (excluding Internet access services)	17	1	3
5. Television services (pay-TV)	40	-2	0
6. Radio and television programmes transmission services	3	-1	-2
7. Access to physical infrastructure services	14	-1	0

Table 2. Number of service users that used bundled offers, in thousand units, and their changes, %, 2017 IQ

Bundled offers	Service users	Quarterly change	Annual change
Mobile telephony communication and broadband Internet	582,1	-2,9	41,1
Broadband Internet and television	196,5	73,4	77,1
Fixed telephony communication, broadband Internet and television	99,2	3,1	13,3
Fixed telephony communication and broadband Internet	60,9	-2,1	4,5
Fixed telephony communication and television	3,6	-	-

Table 3. Revenue, received from electronic communications networks and (or) services provision, Eur million, and their changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
Revenue	152,65	155,98	158,85	158,67	160,75	160,65	166,34	168,45	165,42	-1,79	2,91

Table 4. Structure of the revenue by groups of services, mill. Eur., market shares, %, and changes, in percentage points, 2017 IQ

Service group	Revenue	Change in quarter	Change during the year	Market share	Quarterly change	Annual change
Internet access services	52,21	-0,56	6,58	31,56	0,24	3,18
Mobile telephony communication	42,97	-0,29	-0,89	25,98	0,30	-1,31
Wholesale public mobile communication network and wholesale public mobile telephone services	34,29	-3,17	-2,04	20,73	-1,51	-1,87
Pay-TV	16,81	0,48	0,99	10,16	0,47	0,32
Fixed telephony communication	10,54	-0,27	-0,81	6,37	-0,05	-0,69
Data transmission services *	5,42	0,13	0,13	3,27	0,14	-0,01
Access to physical infrastructure services	2,08	0,72	0,74	1,26	0,45	0,42
Radio and television programmes transmission services	1,10	-0,09	-0,03	0,66	-0,04	-0,04

* excluding Internet access

Table 5. Structure of electronic communications market revenue by service providers, %, and changes in market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
„Telia Lietuva", AB	41,84	0,4	-0,7
UAB „Tele2"	19,61	0,1	0,6
UAB „Bitė Lietuva"	16,05	0,2	0,4
UAB „Mediafon Carrier Services"	4,32	-1,4	-1,0
UAB „Cgates""	3,07	0,8	0,7
AB Lietuvos radijo ir televizijos centras	2,04	0,0	-0,1
Other providers	13,07	-0,2	0,0

Table 6. Investments into the electronic communication network infrastructure, mill. Eur, and their changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
Investments	16,66	18,37	19,26	24,60	33,93	21,51	17,90	24,50	17,06	-30,36	-49,71

3. TELEPHONY COMMUNICATIONS

3.1. Retail mobile telephony communications services

- Retail mobile telephony communication services covered by this section of the report include voice services, sent short text messages (SMS) and illustrated messages (MMS) services, retail roaming voice, SMS and MMS, and other services.
- The terms and abbreviations used in this section of the report:
  - Active SIM (Subscriber Identity Module) card – such a SIM card, for which was made, in any way, the payment for the services at least once in a reporting period or was executed the telecommunication event.
  - Pre-paid – i.e. service users that use prepaid services.
  - Post-paid – i. e. service users, that pay for the services against the bills.
  - ARPU (Average Revenue per User) – the average revenue from one SIM card per month.
  - Quarterly change – change, comparing 2017 IQ with 2016 IVQ.
  - Annual change – change comparing 2017 IQ with 2016 IQ.
  - Revenue (unless otherwise stated) include the total revenue earned from the public mobile telephone services.

2017 Q1: compared to the previous quarter:

- The number of active SIM cards decreased by 0,3%.
- The duration of initiated voice calls increased by 0,4%.
- Revenue shrank by 0,7%.
- Voice call revenue increased by 2,1%.
- ARPU according to all service providers left almost unchanged (decreased by 1 euro ct).
- Number of sent SMS fell down by 7,9 proc.
- Number of sent MMS grew up by 0,1 %.

Table 7. Number of service providers, in units, and their changes, in units, 2017 IQ

Service	Service providers	Quarterly change	Annual change
Service provider has concluded wholesale service contract with mobile operator	6	1	1
Service provider resells services provided by other mobile telephone service provider	8	0	0
All providers	17	1	1

Table 8. Number of active SIM cards, in thousand units, their changes, %, and penetration (SIM cards per 100 population), %, changes in percentage points, 2015 IQ – 2017 m. I Q

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
SIM cards	4.173,1	4.184,2	4.235,6	4.184,1	4.158,2	4.182,5	4.238,7	4.204,7	4.192,2	-0,3	0,8
Penetration	143,3	144,1	146,3	144,8	144,5	145,7	148,2	147,6	148,0	0,4	3,5

Table 9. Structure of service providers according to the number of active SIM cards, %, and changes in market shares in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
UAB „Tele2“	42,9	0,0	0,2
„Telia Lietuva“, AB	30,0	0,1	-0,4
UAB „Bitė Lietuva“	25,0	-0,1	0,0
Other providers	2,1	0,0	-0,1

Table 10. Structure of SIM cards by service providers and method of payment, in thousand units, 2015 m. IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I
UAB „Bitė Lietuva“	1.006,8	1.016,2	1.036,6	1.041,7	1.038,1	1.040,1	1.055,2	1.055,5	1.046,9
Pre-paid	391,9	387,9	396,5	386,6	372,1	361,7	367,1	357,2	339,0
Post-paid:	615,0	628,3	640,1	655,1	666,1	678,4	688,2	698,3	707,9
• *Consumers*	337,3	343,4	348,3	356,6	361,1	366,6	369,8	375,4	377,4
•*Other service users*	277,7	284,9	291,8	298,4	304,9	311,8	318,3	322,9	330,4

UAB „Tele2“	1.797,6	1.796,9	1.817,3	1.782,9	1.776,8	1.798,0	1.823,4	1.803,2	1.798,7
Pre-paid	916,7	910,6	930,9	897,1	881,9	878,6	904,7	865,2	850,9
Post-paid:	880,9	886,4	886,4	885,9	894,9	919,4	918,7	938,0	947,8
• *Consumers*	700,5	706,5	705,1	700,8	698,8	717,0	726,2	744,3	749,8
•*Other service users*	180,4	179,8	181,4	185,1	196,1	202,4	192,5	193,6	198,0
„Telia Lietuva“, AB*	1.291,1	1.292,0	1.301,5	1.278,8	1.262,2	1.262,4	1.275,3	1.256,8	1.259,4
Pre-paid	388,3	373,7	378,0	351,3	331,7	322,8	328,3	305,8	291,3
Post-paid:	902,8	918,3	923,5	927,5	930,5	939,6	947,0	951,0	968,1
• *Consumers*	542,0	547,4	553,1	554,9	555,7	561,9	566,4	569,1	574,1
•*Other service users*	360,8	370,9	370,4	372,6	374,8	377,7	380,6	382,0	394,0
Other providers	77,6	79,0	80,1	80,7	81,0	82,1	84,8	89,2	87,2
Pre-paid	1,2	1,3	1,3	1,3	1,3	1,3	1,3	1,3	2,1
Post-paid:	76,4	77,8	78,8	79,3	79,7	80,8	83,5	87,9	85,1
• *Consumers*	51,9	52,2	52,2	52,5	52,3	52,7	52,8	55,4	53,2
•*Other service users*	24,5	25,6	26,7	26,9	27,4	28,1	30,6	32,5	31,9
All providers	4.173,1	4.184,2	4.235,6	4.184,1	4.158,2	4.182,5	4.238,7	4.204,7	4.192,2
Pre-paid	1.698,0	1.673,4	1.706,7	1.636,3	1.587,0	1.564,4	1.601,4	1.529,5	1.483,3
Post-paid:	2.475,1	2.510,7	2.528,8	2.547,8	2.571,2	2.618,1	2.637,4	2.675,2	2.708,9
• *Consumers*	1.631,7	1.649,5	1.658,6	1.664,8	1.667,9	1.698,2	1.715,2	1.744,2	1.754,5
•*Other service users*	843,4	861,3	870,3	883,0	903,3	919,9	922,1	931,0	954,4

Table 11. Number portability between public mobile networks, in units, 2017 IQ

Service providers	Transferred to network	Transferred from network	Difference
„Telia Lietuva“, AB	10766	8935	1831
UAB „Tele2“	7896	7513	383
UAB „Bitė Lietuva“	7480	10359	-2879
Other providers	1494	829	665

Table 12. Duration of initiated calls, mill. min., and their changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
Calls initiated in the Republic of Lithuania	2.047,0	2.148,5	2.112,5	2.097,0	2.140,5	2.173,4	2.129,5	2.123,8	2.123,2	-0,03	-0,8
Roaming initiated calls	11,4	13,8	14,5	14,0	13,7	21,8	25,2	25,8	36,1	39,8	163,7
All calls	**2.058,4**	**2.162,4**	**2.127,1**	**2.111,0**	**2.154,2**	**2.195,2**	**2.154,7**	**2.149,6**	**2.159,2**	0,4	0,2

Table 13. The structure of calls initiated in individual public mobile networks in Lithuania by voice call directions, mill. min., 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I
UAB „Bitė Lietuva“	**478,8**	**490,6**	**479,2**	**484,0**	**488,8**	**499,9**	**481,5**	**477,7**	**472,8**
Terminated on-net	248,5	253,1	244,9	242,7	240,3	244,2	232,4	228,6	221,0
Terminated in other public mobile communication networks	210,0	217,2	213,8	220,1	226,6	233,9	227,9	227,0	227,8
Terminated in public fixed communication networks	17,0	17,1	17,1	33,4	19,1	18,7	18,4	19,2	19,8
terminated in the networks of foreign countries	3,4	3,3	3,3	3,2	2,9	3,1	2,9	2,8	2,7
UAB „Tele2“	**973,8**	**1.042,1**	**1.016,3**	**999,8**	**1.030,7**	**1.033,4**	**1.022,9**	**1.023,0**	**1.031,2**
Terminated on-net	687,3	704,9	682,3	669,4	689,7	680,3	665,4	662,5	666,6
Terminated in other public mobile communication networks	258,3	298,9	298,3	292,3	301,0	312,9	317,5	320,3	322,5
Terminated in public fixed communication networks	23,7	33,7	31,2	33,4	35,4	35,4	35,3	35,7	37,7
terminated in the networks of foreign countries	4,5	4,6	4,6	4,6	4,6	4,8	4,6	4,5	4,3
„Telia Lietuva“, AB	**540,8**	**559,8**	**560,9**	**556,2**	**563,8**	**580,9**	**567,0**	**564,6**	**567,9**
Terminated on-net	289,9	295,3	291,6	285,8	285,5	294,2	284,8	281,0	276,9
Terminated in other public mobile communication networks	229,2	242,1	247,1	247,4	254,2	262,6	258,6	259,0	259,9
Terminated in public fixed communication networks	17,2	17,4	17,4	18,5	19,8	19,6	19,2	20,5	21,1
terminated in the networks of foreign	4,5	4,9	4,7	4,5	4,4	4,4	4,3	4,1	4,1

countries									
Other providers	**53,5**	**56,0**	**56,2**	**57,0**	**57,1**	**59,3**	**58,1**	**58,4**	**51,3**
Terminated on-net	17,8	18,5	18,5	18,8	18,7	19,8	19,5	19,7	14,7
Terminated in other public mobile communication networks	33,5	35,2	35,4	35,8	36,0	37,0	36,1	36,2	34,2
Terminated in public fixed communication networks	1,8	1,8	1,8	-13,6	2,0	2,0	1,9	2,1	1,8
terminated in the networks of foreign countries	0,5	0,5	0,5	0,5	0,5	0,5	0,5	0,5	0,4
All providers	**2.047,0**	**2.148,5**	**2.112,5**	**2.097,0**	**2.140,5**	**2.173,4**	**2.129,5**	**2.123,8**	**2.123,2**
Terminated on-net	1.243,5	1.271,8	1.237,3	1.216,7	1.234,2	1.238,5	1.202,2	1.191,8	1.179,1
Terminated in other public mobile communication networks	730,9	793,5	794,6	795,6	817,7	846,4	840,1	842,6	844,5
Terminated in public fixed communication networks	59,7	70,0	67,5	71,8	76,3	75,6	74,9	77,5	80,5
terminated in the networks of foreign countries	12,9	13,3	13,1	12,8	12,3	12,8	12,3	11,9	11,5

Table 14. Average call duration initiated in public mobile communication networks in Lithuania per subscriber per month by service providers, min., 2015 IQ – 2017IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I
UAB „Bitė Lietuva“	158,5	160,9	154,1	154,9	157,0	160,2	152,1	150,9	150,5
Pre-paid	75,6	78,2	74,0	75,9	79,3	83,4	79,4	77,9	79,9
Post-paid:									
• *Consumers*	*231,7*	*231,3*	*222,9*	*220,9*	*224,5*	*224,8*	*215,7*	*212,5*	*212,7*
•*Other service users*	*186,7*	*188,8*	*180,7*	*178,3*	*171,7*	*173,4*	*162,1*	*159,9*	*151,9*
UAB „Tele2“	180,6	193,3	186,4	186,9	193,4	191,6	187,0	189,1	191,1
Pre-paid	136,7	152,5	155,2	151,5	157,1	159,8	163,1	137,7	133,7
Post-paid:									
• *Consumers*	*238,8*	*239,3*	*223,2*	*229,1*	*240,8*	*231,7*	*215,9*	*243,6*	*251,4*
•*Other service users*	*177,7*	*218,9*	*204,0*	*199,0*	*187,2*	*187,6*	*190,5*	*209,4*	*209,6*
„Telia Lietuva“, AB	139,6	144,4	143,6	145,0	148,9	153,4	148,2	149,7	150,3
Pre-paid	76,2	76,2	70,6	72,1	73,9	74,4	68,6	70,0	70,8
Post-paid:									
• *Consumers*	*181,2*	*188,8*	*190,5*	*190,5*	*198,3*	*202,2*	*198,7*	*199,2*	*202,3*
•*Other service users*	*145,5*	*147,7*	*148,3*	*145,9*	*142,1*	*148,3*	*141,8*	*139,9*	*133,3*
Other providers	230,1	236,3	233,6	235,8	235,1	240,7	228,3	218,4	196,2
Pre-paid	3,0	3,9	4,0	3,8	3,1	3,3	3,8	2,8	0,8
Post-paid:									
• *Consumers*	*246,4*	*252,1*	*250,6*	*248,9*	*255,0*	*260,1*	*254,4*	*242,9*	*224,2*
•*Other service users*	*206,6*	*215,7*	*211,8*	*221,5*	*208,3*	*215,1*	*192,8*	*185,2*	*162,1*
All providers	163,5	171,2	166,3	167,1	171,6	173,2	167,5	168,4	168,8
Pre-paid	108,7	118,2	117,5	116,5	121,3	124,4	124,4	110,1	108,9
Post-paid:									
• *Consumers*	*218,4*	*221,3*	*213,1*	*215,1*	*223,6*	*221,3*	*211,3*	*222,4*	*226,2*
•*Other service users*	*167,7*	*178,2*	*172,7*	*170,3*	*163,9*	*167,5*	*160,7*	*162,9*	*156,6*

Table 15. Structure of service providers based on the duration of voice calls initiated by service users using roaming services, %, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
UAB „Tele2“	42,8	21,7	22,3
„Telia Lietuva“, AB	34,3	-12,7	-14,7
UAB „Bitė Lietuva“	21,8	-6,0	-6,0
Other providers	1,2	-0,9	-1,5

Table 16. Revenue, mill. Eur, and their changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
Revenue	43,84	44,75	45,50	44,88	43,86	43,83	43,90	43,25	42,97	-0,7	-2,0

Table 17. Structure of revenue by the way of payment, mill. Eur, and their changes, %, 2017 IQ

	Pre-paid	Post-paid	
		Consumers	*Other service users*
Revenue	**9,45**	**21,08**	**12,44**
• *Quarterly change*	*-5,2*	*2,7*	*-2,5*
• *Annual change*	*-7,6*	*-0,9*	*0,7*

Table 18. Structure of revenue by services providers, %, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
UAB „Tele2“	41,42	-1,38	-1,69
UAB „Bitė Lietuva“	27,75	1,87	2,22
„Telia Lietuva“, AB	27,71	-0,39	-0,98
Other providers	3,13	-0,39	0,45

Table 19. Structure of revenue by different groups of services, %, and changes of market shares, in percentage points, 2017 IQ

Services	Market share	Quarterly change	Annual change
Voice calls	68,80	2,54	2,24
SMS	14,62	0,49	0,98
Roaming	9,11	-0,45	-2,90
MMS	0,53	0,03	0,13
Other services	6,94	-2,61	-0,45

Table 20. ARPU according to the service providers, Eur, and their changes, Eur, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
UAB „Bitė Lietuva“	3,80	3,95	3,92	3,79	3,59	3,63	3,56	3,54	3,80	0,26	0,20
„Telia Lietuva“, AB	3,34	3,30	3,25	3,34	3,32	3,36	3,28	3,22	3,15	-0,07	-0,17
UAB „Tele2“	3,44	3,53	3,62	3,44	3,55	3,43	3,43	3,42	3,30	-0,12	-0,25
Other providers	3,77	3,89	3,83	3,77	4,83	5,21	5,21	5,19	5,14	-0,06	0,31
All providers	3,50	**3,57**	**3,58**	**3,50**	**3,52**	**3,49**	**3,45**	**3,43**	**3,42**	-0,01	-0,10

Table 21. Revenue, received from retail roaming services, mill. Eur, and their changes, Eur, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
Revenue	5,08	6,26	6,62	6,20	5,27	4,52	4,20	4,14	3,91	-5,33	-25,70

Table 22. Average revenue from voice calls by service providers, Eur ct per 1 minute, and their changes, Eur ct, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
UAB „Bitė Lietuva“	1,62	1,61	1,64	1,56	1,55	1,59	1,69	1,69	1,84	8,99	19,20
„Telia Lietuva“, AB	1,82	1,71	1,66	1,67	1,65	1,66	1,69	1,57	1,40	-10,97	-15,46
UAB „Tele2“	1,28	1,20	1,25	1,24	1,17	1,16	1,15	1,11	1,01	-8,73	-13,56
Other providers	0,51	0,50	0,47	0,47	0,42	0,55	0,63	0,63	1,08	71,54	156,64
All providers	**1,48**	**1,41**	**1,43**	**1,41**	**1,36**	**1,38**	**1,40**	**1,35**	**1,39**	**3,19**	**2,09**

Table 23. Sent SMS and MMS, mill., in units, and their structure by service providers, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I
SMS	**1698,08**	**1641,32**	**1506,82**	**1504,00**	**1417,61**	**1349,39**	**1235,82**	**1256,52**	**1156,85**
UAB „Bitė Lietuva“	*26,10*	*25,18*	*24,60*	*24,26*	*23,52*	*23,37*	*22,59*	*21,81*	*20,55*
UAB „Omnitel“	*22,74*	*22,47*	*22,54*	*22,32*	*21,76*	*21,65*	*21,04*	*21,70*	*22,02*

UAB „Tele2“	*50,28*	*51,30*	*51,67*	*52,09*	*53,17*	*53,41*	*54,69*	*54,58*	*55,85*
Other providers.	*0,88*	*1,05*	*1,19*	*1,33*	*1,55*	*1,58*	*1,68*	*1,92*	*1,58*
MMS	**1,90**	**2,03**	**1,95**	**2,19**	**2,29**	**2,34**	**2,36**	**2,44**	**2,44**
UAB „Bitė Lietuva“	*22,03*	*14,94*	*14,19*	*15,26*	*15,00*	*13,22*	*14,30*	*19,41*	*20,87*
UAB „Omnitel“	*30,25*	*29,97*	*31,50*	*29,62*	*31,44*	*33,30*	*29,78*	*28,98*	*30,45*
UAB „Tele2“	*42,44*	*49,81*	*48,79*	*48,07*	*46,26*	*45,63*	*49,98*	*43,30*	*44,22*
Other providers	*5,28*	*5,27*	*5,53*	*7,05*	*7,31*	*7,85*	*5,94*	*8,31*	*4,46*

Table 24. *Revenue*, received from SMS ir MMS, mill. Eur, and their structure by service providers, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I
Revenue from SMS	**5,98**	**5,78**	**6,06**	**6,12**	**5,98**	**5,79**	**5,69**	**6,11**	**6,28**
UAB „Bitė Lietuva“	*21,98*	*23,13*	*21,73*	*22,63*	*23,36*	*22,08*	*20,07*	*19,60*	*22,54*
UAB „Omnitel“	*17,90*	*16,67*	*16,57*	*16,14*	*14,64*	*15,55*	*15,13*	*16,59*	*15,26*
UAB „Tele2“	*58,23*	*58,43*	*60,00*	*59,41*	*59,88*	*59,41*	*61,58*	*60,40*	*57,24*
Other providers.	*1,89*	*1,77*	*1,70*	*1,82*	*2,12*	*2,96*	*3,22*	*3,41*	*4,95*
Revenue from MMS	**0,15**	**0,17**	**0,17**	**0,18**	**0,18**	**0,18**	**0,20**	**0,22**	**0,23**
UAB „Bitė Lietuva“	*41,57*	*39,96*	*39,98*	*39,42*	*38,13*	*36,29*	*36,25*	*35,49*	*32,69*
UAB „Omnitel“	*14,87*	*13,95*	*14,43*	*14,17*	*15,42*	*15,18*	*13,82*	*13,80*	*12,99*
UAB „Tele2“	*42,70*	*45,26*	*44,87*	*45,69*	*45,77*	*47,86*	*49,34*	*50,13*	*50,48*
Other providers	*0,86*	*0,82*	*0,72*	*0,73*	*0,67*	*0,67*	*0,59*	*0,58*	*3,85*

Table 25. Number of registered during the Q1, 2017 mobile radio base stations, in units, their changes, %, and total number of mobile radio base stations at the end of the Q1, 2017

Base stations	Number	Quarterly change	Annual change	Total number
GSM/DSC	35	0,80	2,7	4429
UMTS	93	2,33	7,9	4091
LTE	310	8,29	51,4	4049
Total	**438**			**12569**

3.2. Retail fixed telephony communications services

- Retail fixed telephony communication services covered by this section of the report include voice calls over PSTN (Public Switched Telephone Network), ISDN (Integrated Services Digital Network) and IP (Voice Over IP, VoIP) technologies. Also separately are discussed prepaid cards and payphone services.
- The terms and abbreviations used in this section of the report:
  - STP/UTP lines –Shielded Twisted Pair (STP) and Unshielded Twisted Pair (UTP).
  - ARPU (Average Revenue per User) – average revenue from one fixed telephony communication user per month.
  - Quarterly change – change, comparing 2017 IQ with 2016 IVQ.
  - Annual change – change comparing 2017 IQ with 2016 IQ.
  - Revenue (unless otherwise stated) include the total revenue earned from the public fixed telephone services.

2017 Q1: compared to the previous quarter:

- The number of service users declined by 4,6 %.
- The duration of initiated calls decreased by 0,7%. The duration of IP initiated calls increased by 8,6%.
- The revenue shrank by 2,5%.
- ARPU according to all service providers in 2017 IQ, comparing with the 2016 IVQ, increased by 20 ct and was 6,77 Eur.

Table 26. Number of service providers, in units, and their changes, in units, 2017 IQ

Service	Service providers	Quarterly change	Annual change
Total number of service providers	41	-2	1
Including: by using IP protocol	*33*	*0*	*2*

Table 27. Number of service users and lines used, in thousand units, and their changes, %, penetration of the lines used and their changes, in percentage points, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
Number of lines	**567,7**	**559,9**	**554,6**	**553,4**	**547,4**	**541,4**	**531,7**	**521,9**	**509,8**	**-2,3**	**-6,9**
Penetration of lines (per 100 population)	*19,5*	*19,3*	*19,1*	*19,2*	*19,0*	*18,9*	*18,6*	*18,3*	*18,0*	*-0,3*	*-1,0*
Penetration of lines (per 100 households)	*44,1*	*43,6*	*43,3*	*43,3*	*42,6*	*42,3*	*41,6*	*41,0*	*40,3*	*-0,7*	*-2,3*
Number of service users	**576,2**	**567,6**	**562,4**	**560,8**	**555,2**	**549,7**	**540,6**	**529,9**	**517,6**	**-2,3**	**-6,8**
-natural persons	*410,1*	*404,7*	*400,2*	*396,8*	*393,3*	*388,5*	*383,6*	*374,7*	*363,9*	**-2,9**	**-7,5**
-legal person	*166,0*	*163,0*	*162,2*	*164,0*	*161,9*	*161,2*	*157,0*	*155,2*	*153,8*	**-0,9**	**-5,0**

Table 28. Users of services and lines used, in thousand units, the structure by service providers, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I
Number of lines	**567,7**	**559,9**	**554,6**	**553,4**	**547,4**	**541,4**	**531,7**	**521,9**	**509,8**
„Telia Lietuva", AB	*91,14*	*91,31*	*91,17*	*90,24*	*89,75*	*89,37*	*89,43*	*89,06*	*88,90*
Other providers	*8,86*	*8,69*	*8,83*	*9,76*	*10,25*	*10,63*	*10,57*	*10,94*	*11,10*
Number of service users	**576,2**	**567,6**	**562,4**	**560,8**	**555,2**	**549,7**	**540,6**	**529,9**	**517,6**
„Telia Lietuva", AB	**89,8**	**90,1**	**89,9**	**89,0**	**88,5**	**88,0**	**88,0**	**87,7**	**87,5**
UAB „CSC Telecom"	**3,1**	**2,7**	**2,7**	**3,4**	**3,7**	**3,7**	**3,8**	**4,0**	**4,2**
UAB „Baltnetos komunikacijos"	**2,0**	**2,0**	**2,0**	**2,2**	**2,2**	**2,4**	**2,1**	**2,2**	**2,2**
UAB „Nacionalinis telekomunikacijų tinklas"	**2,7**	**2,8**	**2,8**	**3,0**	**3,0**	**3,2**	**3,3**	**3,4**	**3,6**
Oter providers	**2,5**	**2,5**	**2,5**	**2,4**	**2,6**	**2,6**	**2,8**	**2,7**	**2,5**

Table 29. Number portability between public fixed networks, in units, 2017 IQ

Service providers	Transferred to network	Transferred from network	Difference
UAB „Nacionalinis telekomunikacijų tinklas"	**626**	**32**	**594**
UAB „Mediafon Carrier Services"	**287**	**55**	**232**
AB Lietuvos radijo ir televizijos centras	**208**	**5**	**203**
UAB „Ecofon"	**67**	**3**	**64**
UAB „CSC Telecom"	**332**	**311**	**21**

UAB „Teledema SIP“	**2**	**0**	**2**
Voxbone SA	**0**	**1**	**-1**
UAB „Telekomunikacijų grupė“	**0**	**7**	**-7**
„Telia Lietuva“, AB	**171**	**1279**	**-1108**

Table 30. The number of fixed telephone communication lines of individual service providers, in thousand units, structure of lines by technology, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I
„Telia Lietuva“, AB	**517,4**	**511,2**	**505,6**	**499,3**	**491,3**	**483,9**	**475,5**	**464,8**	**453,2**
Twisted metallic pair lines	*82,4*	*81,7*	*80,7*	*79,9*	*79,3*	*78,8*	*78,4*	*77,9*	*79,8*
Fibre communication lines	*0,0*	*0,0*	*0,0*	*0,0*	*0,0*	*0,0*	*0,0*	*0,0*	*10,5*
Wireless communication lines	*4,4*	*4,4*	*4,3*	*4,3*	*4,3*	*4,3*	*4,2*	*4,2*	*4,3*
Coaxial cable lines	*0,0*	*0,0*	*0,0*	*0,0*	*0,0*	*0,0*	*0,0*	*0,0*	*0,0*
STP/UTP lines	*7,5*	*8,3*	*9,3*	*10,2*	*10,8*	*11,4*	*12,0*	*12,4*	*0,0*
ISDN channels	*5,7*	*5,6*	*5,6*	*5,6*	*5,5*	*5,5*	*5,4*	*5,4*	*5,4*
Other providers	**50,3**	**48,7**	**49,0**	**54,0**	**56,1**	**57,6**	**56,2**	**57,1**	**56,6**
Twisted metallic pair lines	31,4	28,4	28,2	25,5	24,6	24,0	24,8	25,2	25,3
Fibre communication lines	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Wireless communication lines	0,1	0,1	0,1	0,0	0,1	0,1	0,1	0,1	2,6
Coaxial cable lines	8,5	9,4	9,9	9,6	9,4	9,3	9,6	9,5	9,6
STP/UTP lines	48,8	50,5	50,3	47,7	46,5	47,6	45,7	45,5	41,9
ISDN channels	11,2	11,6	11,6	17,2	19,5	19,0	19,7	19,6	20,5
All providers	**567,7**	**559,9**	**554,6**	**553,4**	**547,4**	**541,4**	**531,7**	**521,9**	**509,8**
Twisted metallic pair lines	**77,9**	**77,0**	**76,1**	**74,6**	**73,7**	**73,0**	**72,7**	**72,2**	73,7
Fibre communication lines	**0,0**	**0,0**	**0,0**	**0,0**	**0,0**	**0,0**	**0,0**	**0,0**	9,4
Wireless communication lines	**4,0**	**4,0**	**4,0**	**3,9**	**3,9**	**3,9**	**3,8**	**3,8**	4,1
Coaxial cable lines	**0,8**	**0,8**	**0,9**	**0,9**	**1,0**	**1,0**	**1,0**	**1,0**	1,1
STP/UTP lines	**11,2**	**12,0**	**12,9**	**13,9**	**14,5**	**15,3**	**15,6**	**16,0**	4,7
ISDN channels	**6,2**	**6,2**	**6,1**	**6,7**	**7,0**	**6,9**	**6,9**	**7,0**	7,1

Table 31. Duration of calls initiated in public fixed telephone networks by service providers, mill. min. and their changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
„Telia Lietuva“, AB	222,7	200,8	183,4	196,0	201,3	178,5	161,9	173,4	173,3	-0,1	-13,9
Other providers	*16,5*	*15,9*	*16,4*	*17,7*	*19,9*	*21,0*	*20,2*	*22,6*	*21,4*	-5,5	7,4
All providers	**239,2**	**216,6**	**199,8**	**213,7**	**221,2**	**199,4**	**182,1**	**196,0**	**194,7**	**-0,7**	**-12,0**

Table 32. Duration of initiated calls, mill. min., the structure of service providers (except for Talia Lietuva, AB) according to the duration of the initiated calls, %, and changes of market shares, in percentage points, 2017 IQ

	Total duration of calls, mill. min.	Market share	Quarterly change	Annual change
International calls	**11,9**	**60,7**	**3,7**	**13,7**
- UAB „Baltnetos komunikacijos“		25,0	**3,4**	**19,9**
- UAB „TCG Telecom“		14,3	**-2,2**	**-8,5**
- UAB „CSC Telecom“		13,9	**4,6**	**3,6**
- UAB „Nacionalinis telekomunikacijų tinklas“		2,3	**-0,1**	**-0,9**
UAB "Peoplefone"		2,2	**0,2**	**2,2**
- Other providers		3,0	**-2,2**	**-2,6**
Calls in own network (national calls)	**129,6**	**7,0**	**-1,1**	**0,2**
- UAB „Nacionalinis telekomunikacijų tinklas“		3,2	**0,1**	**0,5**
- Other providers		4,0	**-1,0**	**-0,1**
Calls to mobile networks	**49,9**	**9,9**	**-1,4**	**0,4**
- UAB „CSC Telecom“		3,4	**-0,4**	**0,5**
- UAB „Nacionalinis telekomunikacijų tinklas“		3,8	**0,0**	**0,4**
- Other providers		2,7	**-1,0**	**-0,5**
All calls	**194,7**	**11,0**	**-0,5**	**2,0**
- UAB „Nacionalinis telekomunikacijų tinklas“		**3,3**	**0,2**	**0,5**
- UAB „CSC Telecom“		**2,4**	**-0,5**	**-0,1**
- UAB „Baltnetos komunikacijos“		**2,1**	**0,3**	**2,1**
- Other providers		**3,2**	**-0,5**	**-0,5**

Table 33. Duration of the calls initiated by using the IP protocol according to the directions of calls, milo. min., ant their chantes, %, 2015 IQ – 2017 IQ.

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
Calls in own network	0,5	0,5	0,5	0,7	0,8	1,0	1,1	1,2	1,3	14,2	64,8
International calls	1,5	1,4	1,5	1,6	1,5	2,4	2,5	3,6	4,3	17,7	183,0
Calls to mobile networks	1,6	3,7	1,9	2,2	2,4	2,3	2,5	2,6	2,8	7,6	15,2
Calls to other fixed networks	4,7	2,7	4,5	5,1	5,4	5,2	4,8	5,3	5,4	0,6	-0,7
Total duration of calls	**8,3**	**8,4**	**8,4**	**9,5**	**10,2**	**10,9**	**10,9**	**12,7**	**13,8**	**8,6**	**36,1**

Table 34. The average duration of calls initiated per service user per month by service providers, min, and the change, min., 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
„Telia Lietuva“, AB	143,5	130,9	120,9	130,8	136,6	122,9	113,5	124,4	127,5	3,1	-9,1
• *Consumers*	151,5	136,7	124,7	135,1	142,8	125,4	116,2	127,6	130,1	2,6	-12,7
• *Oter service users*	117,9	112,5	108,9	117,2	117,0	115,2	104,9	114,2	119,2	5,0	2,2
Other providers	93,5	93,7	96,1	96,0	103,6	106,1	103,5	115,7	110,4	-5,3	6,8
• *Consumers*	88,3	59,0	60,3	70,8	76,5	78,7	77,5	86,5	84,7	-1,8	8,2
• *Oter service users*	95,5	107,0	110,1	106,0	116,1	118,7	116,5	129,9	122,3	-7,6	6,2
All providers	138,4	127,2	118,4	127,0	132,8	120,9	112,3	123,3	125,4	2,0	-7,5
• *Consumers*	149,0	133,7	122,2	132,3	139,4	122,9	114,0	125,2	127,6	2,3	-11,8
• *Oter service users*	112,1	111,1	109,2	114,2	116,7	116,2	108,1	118,7	120,1	1,4	3,3

Table 35. The structure of revenue by service providers, mill. Eur, and their changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
„Telia Lietuva“, AB	11,61	11,38	11,13	10,91	10,60	10,37	10,07	9,90	9,64	-2,7	-9,0
Other providers	*0,68*	*0,68*	*0,70*	*0,68*	*0,75*	*0,77*	*0,79*	*0,90*	*0,90*	-0,7	19,1
All providers	**12,29**	**12,07**	**11,83**	**11,59**	**11,35**	**11,13**	**10,86**	**10,80**	**10,54**	**-2,5**	**-7,2**

Table 36. Revenue, received from the provision of IP telephony services, mill. Eur, and their changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
Revenue	0,40	0,38	0,41	0,41	0,41	0,43	0,46	0,55	0,64	15,7	56,8

Table 37. The structure of revenue, received from different directions of calls, by service providers, %, 2017 IQ

Directions of calls	**Total revenue, mill. Eur.**	„Telia Lietuva“, AB	**UAB „CSC Telecom“**	**UAB „Baltnetos komunikacijos“**	**UAB „TCG Telecom“**	**Other**
Calls in own network (national calls)	2,75	99,9	-	-	-	0,1
To short and service numbers	0,40	96,8	2,5	-	-	0,7
To other fixed networks	0,19	66,5	5,6	21,4	-	6,5
To other mobile networks	1,04	90,5	3,0	3,3	-	3,2
Total revenue from calls	**5,33**	**89,28**	**2,54**	**4,97**	**-**	**3,22**

Table 38. ARPU by service providers, Eur, and their changes, Eur, 2015 IQ. – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
„Telia Lietuva“, AB	7,47	7,41	7,32	7,27	7,18	7,13	7,04	7,09	7,08	-0,1	-1,4
Other providers	*3,78*	*3,93*	*3,96*	*3,57*	*3,82*	*3,69*	*3,85*	*4,39*	*4,61*	4,9	20,7
All providers	**7,09**	**7,06**	**6,98**	**6,86**	**6,79**	**6,71**	**6,66**	**6,76**	**6,77**	**0,2**	**-0,3**

Table 39. Average service revenue by service providers, Eur ct per 1 min., and their changes, Eur ct per 1 min., 2015 IQ – 2017 IQ

National call	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
„Telia Lietuva“, AB	2,14	2,40	2,64	2,45	2,29	2,55	2,71	2,46	2,64	0,18	0,35
Other providers	1,35	1,80	1,51	1,33	1,38	1,31	1,39	1,33	0,84	-0,49	-0,54
All providers	2,10	2,37	2,57	2,38	2,23	2,46	2,61	2,37	2,51	0,14	0,29
International call											
„Telia Lietuva“, AB	12,08	11,58	12,20	11,38	12,27	12,16	12,97	12,12	11,37	-0,75	-0,90
Other providers	8,15	8,52	8,54	8,10	6,07	5,26	5,71	6,15	11,71	5,56	5,64
All providers	10,81	10,66	11,02	10,35	9,35	8,64	9,04	8,72	11,51	2,79	2,16

Table 40. Information on public fixed telephony services provided by payphones, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I
Number of payphones, units	1.171	1.155	1.140	1.129	1.115	1.047	1.028	983	980
• *in cities*	981	967	952	948	933	867	853	810	807
• *in other areas*	190	188	188	181	182	180	175	173	173
Duration of call by using prepaid cards, in thousand min.	503,8	528,5	541,2	527,1	522,3	664,0	695,6	690,8	241,4
Duration of calls by payphone,, in thousand. min.	271,0	240,8	235,4	230,4	214,1	260,2	235,4	222,0	190,5
During the month by payphone was spoken, min	19,3	17,4	17,2	17,0	16,0	20,7	19,1	18,8	16,2
Revenue from prepaid cards, thousand Eur	35,84	42,87	57,73	37,57	33,89	59,49	64,01	58,31	15,56

3.3. Wholesale public communications networks provision and public telephone services

- Wholesale provision of public communications networks and public telephone services covered by this section of the report include wholesale call initiation on the own network, call termination in public mobile and fixed communication networks, forwarding of calls (transit) services (forwarding of calls via the third public electronic communications network and/or services provider's network). In this report wholesale public communications networks provision and public telephone services also include services of foreign countries' public mobile telephone service providers, when their subscribers visit the Republic of Lithuania and use roaming services.
- The terms and abbreviations used in this section of the report:
  - Quarterly change – change, comparing 2017 IQ with 2016 IVQ.
  - Annual change – change comparing 2017 IQ with 2016 IQ.
  - Revenue (unless otherwise stated) in the section 3.3.1 include total revenue from call initiation services, in the section 3.3.2.1. - total revenue from the call termination in public mobile networks, in the section 3.3.2.2 - total revenue from the call termination in public fixed networks, in the section 3.3.3 - total revenue from call transit services.

2017 Q1: compared to the previous quarter:

- The duration of calls terminated in public mobile communication networks decreased by 1,7%.
- The duration of calls terminated in public fixed communication networks decreased by 14,9%.
- The duration of transit calls increased by 6.0%.
- Revenue received from provision of wholesale public communications networks and public telephone services declined by 5.9%.

Table 41. The structure of revenue by groups of services, mill. Eur, and their changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
Call termination in mobile networks	9,80	10,49	10,52	10,53	12,57	11,57	11,44	11,04	10,71	-3,02	-14,77
Call termination in fixed networks	0,77	0,78	0,76	0,80	0,88	0,81	0,67	0,70	0,64	-8,06	-26,44
Transit services	17,63	15,31	17,87	16,66	15,84	16,43	18,10	19,92	17,87	-10,29	12,81
Roaming in	0,73	1,47	1,44	0,98	1,09	1,59	2,26	1,31	0,76	-42,43	-30,43
Other revenue	3,58	3,95	3,64	3,70	4,99	3,18	2,91	3,26	4,12	26,41	-17,47
Total revenue	**32,51**	**31,99**	**34,22**	**32,67**	**35,36**	**33,59**	**35,39**	**36,23**	**34,10**	**-5,90**	**-3,57**

3.3.1. Call termination services

3.3.1.1 Call termination in in public mobile networks

Table 42. Number of service providers, in units, and their changes, in units, 2017 IQ.

	Number	Quarterly change	Annual change
Service providers	6	-1	-2

Table 43. The duration of terminated calls according to the origin of call initiation, mill. min., and its changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
From public fixed communication networks	46,5	53,2	52,5	55,9	58,3	59,0	55,7	60,8	52,2	-14,1	-10,4
From public mobile communication networks	724,6	783,4	778,5	785,9	798,6	825,6	816,8	827,3	827,8	0,1	3,7

From foreign countries	81,7	76,4	80,5	82,9	82,0	94,9	96,7	98,1	88,9	-9,4	8,5
Total duration	**852,8**	**913,1**	**911,5**	**924,8**	**938,8**	**979,5**	**969,3**	**986,2**	**969,0**	**-1,7**	**3,2**

Table 44. The duration of terminated calls by service providers, %, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
UAB „Tele2“	41,2	0,5	0,0
„Telia Lietuva“, AB	32,3	0,7	1,2
UAB „Bitė Lietuva“	26,4	-0,3	-0,3
Other service providers	0,1	-0,8	-0,9

Table 45. The structure of revenue by service providers, %, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
UAB „Tele2“	39,2	1,3	0,7
„Telia Lietuva“, AB	33,6	-2,0	-0,7
UAB „Bitė Lietuva“	26,8	0,8	1,2
Other service providers	0,5	0,0	-1,1

3.3.1.2 Call termination in in public fixed networks

Table 46. Number of service providers, in units, and their changes, in units, 2017 IQ

	Number	Quarterly change	Annual change
Service providers	7	-1	-1

Table 47. The duration of terminated calls according to the origin of call initiation, mill. min., and its changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
From public fixed communication networks	19,9	18,1	15,2	16,5	21,2	21,3	19,6	22,2	22,2	0,2	4,8
From public mobile communication networks	67,6	66,6	64,9	68,3	75,0	75,0	72,3	76,5	61,2	-20,0	-18,4
From foreign countries	39,2	14,9	16,1	16,6	13,3	11,5	9,8	9,8	8,9	-9,2	-33,1
Total duration	**126,8**	**99,6**	**96,2**	**101,4**	**109,5**	**107,8**	**101,7**	**108,5**	**92,3**	-14,9	-15,7

Table 48. The duration of terminated calls by service providers, %, and changes of market shares, in percentage points, 2017 IQ

	Total	„Telia Lietuva“, AB	Other providers
Duration of calls	92,3	70,1	22,2
• Quarterly change	*-14,9*	*-18,8*	*0,6*
• Annual change	*-15,7*	*-21,3*	*0,9*

Table 49. The structure of revenue by service providers, %, and changes of market shares, in percentage points, 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
„Telia Lietuva“, AB	0,67	0,67	0,64	0,68	0,59	0,53	0,54	0,55	0,51	-9,0	-13,8
Other providers	*0,10*	*0,12*	*0,11*	*0,12*	*0,29*	*0,28*	*0,14*	*0,15*	*0,14*	-4,6	-52,0
All providers	**0,77**	**0,78**	**0,76**	**0,80**	**0,88**	**0,81**	**0,67**	**0,70**	**0,64**	**-8,1**	**-26,4**

3.3.2. Transit services

Table 50. Number of service providers, in units, and their changes, in units, 2017 IQ

	Number	Quarterly change	Annual change
Service providers	12	-1	-1

Table 51. The duration of forwarded calls by call directions, mill. min., and its changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
From Lithuania to Lithuania	61,7	69,1	57,9	75,3	79,6	91,2	86,4	101,3	2,2	-	-
From Lithuania to abroad	-	-	-	-	-	-	-	-	45,7	-	-
From abroad to Lithuania	-	-	-	-	-	-	-	-	129,4	-	-
From abroad to abroad	296,8	329,0	323,3	370,6	335,5	323,3	318,2	303,6	251,9	-	-
Total duration	**358,5**	**398,1**	**381,2**	**381,2**	**415,0**	**414,5**	**404,6**	**404,9**	**429,2**	**6,0**	**3,4**

Table 52. The structure of forwarded calls by service providers, %, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
UAB „Mediafon Carrier Services“	38,9	-7,1	-6,1
„Telia Lietuva“, AB	36,3	-2,9	-2,7
UAB „Nacionalinis telekomunikacijų tinklas“	9,6	-	-
UAB „Bitė Lietuva“	7,8	1,1	1,2
UAB „Raystorm“	3,7	0,6	-1,9
UAB „Ecofon“	2,6	-1,2	-0,2
Other providers	1,1	-0,2	0,1

Table 53. Revenue, mill. Eur, and its changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
Revenue	17,63	15,31	17,87	16,66	15,84	16,43	18,10	19,92	17,87	-10,3	12,8

Table 54. The structure of revenue by service providers, %, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
„Telia Lietuva“, AB	42,1	2,7	-4,6
UAB „Mediafon Carrier Services“	40,0	-8,4	-2,9
UAB „EcoFon“	9,9	5,1	8,3
UAB „Bitė Lietuva“	3,9	0,6	-1,1
UAB „Raystorm“	3,3	-0,1	0,0
Other providers	0,9	0,2	0,4

4. DATA TRANSMISSION SERVICES

4.1. Internet access services

- Internet access services covered by this section of the report include retail and wholesale Internet access services.
- The terms and abbreviations used in this section of the report:
    - Quarterly change – change, comparing 2017 IQ with 2016 IVQ.
    - Annual change – change comparing 2017 IQ with 2016 IQ.

Table 55. Number of service providers, in units, and their changes, in units, 2017 IQ

	Number	Quarterly change	Annual change
Service providers	88	-15	-13

Table 56. Revenue, mill. Eur, and its changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
Retail revenue	28,41	28,67	29,21	30,14	30,60	31,01	31,43	32,32	34,48	6,7	12,7
Including: retail roaming Internet access revenue	-	-	-	-	-	-	-	-	*2,62*	-	-
Wholesale revenue	2,65	3,68	2,13	2,47	1,38	1,34	2,15	1,91	1,36	-28,9	-1,8
Including: wholesale roaming Internet access revenue	-	-	-	-	-	-	-	-	*0,10*	-	-
Total revenue	**31,06**	**32,35**	**31,35**	**32,61**	**31,98**	**32,35**	**33,58**	**34,22**	**35,84**	4,7	12,0

Table 57. The structure of revenue from wholesale Internet access services by service providers, %., and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
UAB „Satgate“	49,6	-10,0	0,7
„Telia Lietuva“, AB	23,8	-1,2	-3,5
UAB „Nacionalinis telekomunikacijų tinklas“	8,4	3,2	0,5
UAB „Bitė Lietuva“	7,2	-	-
UAB „Ektra“	4,7	1,3	0,5
LATTELEKOM SIA filialas	2,9	0,8	-2,1
Other providers	3,3	-1,4	-3,4

4.1.1. Retail Internet access services

- Retail Internet access services covered by this section of the report include:
- fibre communication lines FTTx (FTTB, FTTH);
- through metallic twisted pair lines by using xDSL technology (xDSL);
- wireless communication lines;
- coaxial cable communication lines (CaTV networks);
- UTP and STP lines (excluding FTTB);
- provided via mobile communication network by using fixed payment plans, intended for paying for Internet access services by using a computer, M2M cards are not included;
- by other lines.
- The terms and abbreviations used in this section of the report::
    - ARPU (Average Revenue per User) – the average revenue from one user of Internet access services per month.
    - Quarterly change – change, comparing 2017 IQ with 2016 IVQ.
    - Annual change – change comparing 2017 IQ with 2016 IQ.

2017 Q1: compared to the previous quarter:

- The number of service users declined by 12,4%.
- The number of users of fiber communication lines increased by 2.2%.
- The revenue shrank by 1,1%.

Table 58. Number of service providers, in units, and their changes, in units, 2017 IQ

	Number	Quarterly change	Annual change
Service providers	89	-15	-13

Table 59. The number of service users according to the technologies, in thousand units, and their changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
FTTx	484,5	491,8	504,5	517,1	524,4	530,8	536,9	545,3	557,3	2,2	6,3
FTTB[1]	*287,0*	*289,6*	*293,2*	*297,7*	*299,2*	*299,7*	*300,4*	*303,2*	*309,2*	*2,0*	*3,4*
FTTH[2]	*197,6*	*202,2*	*211,3*	*219,4*	*225,2*	*231,1*	*236,6*	*242,2*	*248,1*	*2,4*	*10,1*
via mobile network	316,6	328,8	341,0	353,9	369,9	383,5	395,5	417,1	291,0	-30,2	-21,3
xDSL	168,9	167,9	166,3	165,2	163,8	162,1	160,2	157,3	153,3	-2,5	-6,4
wireless communication	105,7	106,8	108,8	108,8	112,4	112,2	114,1	114,6	74,9	-34,7	-33,4
WIMAX	*54,5*	*55,1*	*55,2*	*54,2*	*51,4*	*46,5*	*38,7*	*30,1*	*20,7*	*-31,3*	*-59,8*
Wi Fi	*44,8*	*45,2*	*48,9*	*48,9*	*50,6*	*50,2*	*51,3*	*51,0*	*51,7*	*1,4*	*2,2*
Other wireless	*6,4*	*6,5*	*4,7*	*5,7*	*10,4*	*15,5*	*24,1*	*33,6*	*2,5*	*-92,5*	*-75,7*
CaTV network	36,1	35,3	34,6	32,0	31,6	30,4	30,5	29,9	26,8	-10,3	-15,2
UTP and STP lines	11,2	11,2	10,1	9,8	9,8	9,6	9,8	10,2	13,3	31,0	36,2
Other lines	0,4	0,4	0,4	0,4	0,4	0,4	0,5	0,5	0,4	-11,3	-4,4
Total	**1123,3**	**1142,3**	**1165,7**	**1187,1**	**1212,3**	**1229,0**	**1247,4**	**1274,8**	**1117,0**	-12,4	-7,9

Table 60. The service penetration, %, and its changes, in percentage points, 2015 IQ – 2017 IQ

Per 100 population:	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
Internet access::											
• via mobile network	10,9	11,3	11,8	12,2	12,9	13,4	13,8	14,6	10,3	-4,4	-2,6
• via fixed network	27,7	28,0	28,5	28,8	29,3	29,5	29,8	30,1	29,2	-0,9	-0,1
Per 100 households:											
Internet access, by using fixed communication technologies	62,6	63,3	64,4	64,5	64,8	66,0	66,7	67,4	65,3	-2,1	0,5

Table 61. The number of service users by service providers, %., and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
„Telia Lietuva“, AB	46,1	-0,7	-1,8
UAB „Bitė Lietuva“	7,8	-5,9	-4,4
UAB „Cgates“	9,9	3,7	3,6
AB Lietuvos radijo ir televizijos centras	7,9	1,0	0,9
UAB „Tele2“	4,5	0,7	1,7
UAB „Init“	4,4	0,5	0,2
„Splius“, UAB	3,5	0,5	0,4
UAB „Balticum TV“	3,4	0,4	0,2
UAB „Penkių kontinentų komunikacijų centras“	2,8	0,4	0,2
Other providers	9,8	-0,6	-0,8

Table 62. The structure of revenue, according to technologies, mill. Eur, and their changes, %, 2015 IQ – 2017 IV.

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
FTTx	14,14	14,28	14,59	15,43	15,71	16,07	16,19	16,44	16,62	1,1	5,8

[1] Fiber to the Building, FTTB
[2] Fiber to the Home, FTTH

FTTB	*6,69*	*6,69*	*6,78*	*6,92*	*6,95*	*7,01*	*6,94*	*6,92*	*6,96*	*0,5*	*0,2*
FTTH	*7,45*	*7,59*	*7,81*	*8,50*	*8,76*	*9,06*	*9,25*	*9,52*	*9,66*	*1,5*	*10,2*
Via mobile network	4,83	5,10	5,44	5,67	5,92	6,15	6,57	7,12	7,56	6,2	27,7
xDSL	5,18	5,05	4,96	4,85	4,75	4,68	4,61	4,51	4,37	-3,2	-7,9
Wireless communication	3,17	3,12	3,13	3,16	3,15	3,10	3,21	3,22	2,41	-25,0	-23,4
WIMAX	*1,24*	*1,18*	*1,18*	*1,10*	*1,01*	*0,89*	*0,74*	*0,56*	*0,40*	*-28,6*	*-60,1*
Wi Fi	*1,64*	*1,66*	*1,74*	*1,75*	*1,82*	*1,78*	*1,83*	*1,83*	*1,92*	*5,3*	*5,5*
Other wireless	*0,29*	*0,28*	*0,21*	*0,30*	*0,32*	*0,44*	*0,64*	*0,83*	*0,09*	*-89,5*	*-72,9*
CaTV network	0,60	0,59	0,58	0,54	0,60	0,53	0,52	0,51	0,44	-12,3	-25,5
UTP ir STP lines	0,23	0,22	0,20	0,19	0,18	0,18	0,18	0,19	0,12	-36,5	-34,3
Other lines	0,25	0,32	0,31	0,31	0,29	0,29	0,15	0,33	0,31	-4,7	6,9
Total	**28,41**	**28,67**	**29,21**	**30,14**	**30,60**	**31,01**	**31,43**	**32,32**	**31,84**	**-1,5**	**4,1**

Table 63. The structure of revenue by service providers, %, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
„Telia Lietuva“, AB	52,76	-0,39	-1,30
UAB „Bitė Lietuva“	8,94	-0,50	0,92
AB Lietuvos radijo ir televizijos centras	6,97	0,18	-0,03
UAB „Cgates“	6,37	1,76	1,40
UAB „Tele2“	4,85	0,49	2,10
UAB „Init“	3,62	-0,10	-0,50
UAB „Balticum TV“	2,80	0,03	-0,16
UAB „Baltnetos komunikacijos“	2,42	0,01	-0,14
„Splius“, UAB	2,36	0,06	-0,06
UAB „Penkių kontinentų komunikacijų centras“	2,32	-0,03	-0,31
Other providers	6,59	-1,53	-1,93

Table 64. ARPU according to the manner of access, Eur per month, and their changes, Eur per month, 2017 IQ

Manner of access	ARPU	Quarterly change	Annual change
FTTx	9,94	-0,11	-0,05
Via mobile network	8,66	2,97	3,32
xDSL	9,50	-0,06	-0,16
Wireless communications	10,74	1,38	1,39
CaTV network	5,52	-0,12	-0,76
UTP and STP lines	3,05	-3,23	-3,27
Other lines	256,01	17,70	27,15
In all ways	**9,50**	1,05	1,09

Table 65. The number of public Wi-Fi zones and the number of registered WiMAX central stations, unis, and their changes, in units, 2015 IQ – 2017 IQ.

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
Public Wi Fi zones	4.354	4.469	4.308	4.246	4.163	4.081	2.764	2.933	2.697	-8,0	-35,2
WiMAX central stations	683	683	710	710	710	710	710	710	578	-18,6	-18,6

Table 66. The speed rate of direct international Internet communication channels (Mbps) by service providers, Mb/s, and its changes, %, 2017 IQ

Service providers	Speed	Quarterly change	Annual change
„Telia Lietuva“, AB	296.500	3,5	21,0
UAB „Bitė Lietuva“	61.440	0	0
UAB „Nacionalinis telekomunikacijų tinklas“	51.200	0	0
SIA „Lattelecom“ filialas	29.872	3,9	-2,9
AB Lietuvos radijo ir televizijos centras	24.000	-	-
UAB „Penkių kontinentų komunikacijų centras“	23.000	15,0	15,0
KTU Informacinių technologijų plėtros institutas	5 120	0	0
Other	8.930	53,7	53,7
Total	**494.942**	7,9	18,0

4.1.1.1 Internet access using mobile communication technologies

Internet access using mobile communications technologies covered by this section of the report include: services provided by UMTS (Universal Mobile Telecommunications System), UMTS HSDPA (High Speed Downlink Packet Access), UMTS HSUPA (High Speed Uplink Packet Access), LTE (Long Term Evolution) and faster technologies. In the section 4.1.1.1. of this report is discussed about the active SIM cards used to provide retail Internet access services.

2017 Q1: compared to the previous quarter:

- The number of active SIM cards decreased by 9.8%..
- The number of active SIM cards providing access to Internet services using LTE technology increased by 12.2%.
- Revenue grew by 29,2%.
- Revenue, when is applied non-telephony, but for provision of Internet access services plan, increased by 6,2%.
- The amount of sent and received data increased by 82.6%.*

*in 2017 IQ data are included AB Lietuvos radijo ir televizijos centras transmitted data by its LTE network.

Table 67. Number of service providers, in units, and their changes, in units, 2017 IQ

	Number	Quarterly change	Annual change
Service providers	7	1	1

Table 68. Number of active SIM cards by service groups, mill. , and their changes, %, 2017 IQ

	SIM cards	Quarterly change	Annual change
Total number of SIM cards used for provision Internet access services	2173,8	-9,8	-0,9
- *including: using LTE and faster data transfer technologies*	*1328,5*	*12,2*	*94,7*
1. SIM cards, used for provision Internet access services, when is paid for the amount sent/received data	218,1	-	-
- *including: using LTE and faster data transfer technologies*	79,9	-	-
2. SIM cards, used for provision Internet access services, when is used non-telephony, but Internet access payment plan *****	291,0	-	-
- *including: using LTE and faster data trasfer technologies*	*145,8*	-	-
3. SIM cards, used for provision Internet access services, when data services are purchased separately from voice services as an add-on data package to voice service or are used bundled offers services.	1470,8	-	-
- *including: using LTE and faster data transfer technologies*	*384,2*	-	-

***** This number of SIM cards is included in the calculation of the total penetration of broadband Internet.

Table 69. The number of active SIM cards by service providers, %, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
UAB „Tele2“	33,9	-6,6	-5,6
„Telia Lietuva“, AB	32,3	2,9	1,7
UAB „Bitė Lietuva“	30,1	1,8	2,0
Other service providers	3,7	2,0	2,0

Table 70. The number of active SIM cards, when is used non-telephony, but Internet access payment plan, by service providers, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
„Telia Lietuva“, AB	38,6	-7,9	-12,0
UAB „Bitė Lietuva“	29,7	-11,9	-10,3
UAB „Tele2“	17,1	5,6	8,0
AB Lietuvos radijo ir televizijos centras	13,8	-	-
Other service providers	0,9	0,5	0,6

Table 71. Revenue, mill. Eur, and their changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
Revenue	**13,79**	**16,03**	**17,64**	**18,30**	**19,57**	**21,23**	**24,23**	**25,66**	**26,57**	3,5	35,8
• *including: for Internet access services,* when is used non-telephony, but Internet access payment plan	4,83	5,10	5,44	5,67	5,92	6,15	6,57	7,12	7,56	6,2	27,7

Table 72. Revenue according to the service providers, %, changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
UAB „Tele2“	33,72	1,30	6,66
„Telia Lietuva“, AB	34,49	-1,13	-5,98
UAB „Bitė Lietuva“	27,83	-3,59	-4,11
AB Lietuvos radijo ir televizijos centras	3,16	-	-
Other service providers	0,80	0,26	0,27

Table 73. The total amount of data sent and received during the quarter by service providers, TB, and the amount of data sent and received by one user per month, MB, and their changes, %, 2017 IQ

Service provider	Total amount of data	Quarterly change	Using LTE and faster technologies	Quarterly change	Amount of data per user per month	Quarterly change
UAB „Tele2“	11.545	33,06	9.508	-	5468,4	76,1
AB Lietuvos radijo ir televizijos centras	9.748	-	9.748	-	84989,8	-
„Telia Lietuva“, AB	7.998	16,93	4.983	-	3980,6	17,9
UAB „Bitė Lietuva“	7.259	9,36	4.176	-	3883,2	14,3
Other service providers	151	-	19.328	-	1313,8	-
All providers	**36.702**	64,72	**26.049**	**-**	**5901,2**	**82,5**

4.1.1.2 Internet access, using fixed communication technologies

- Internet access using mobile communications technologies covered by this section of the report include: services provided by FTTx, xDSL technology, wireless, CaTV networks, UTP and STP lines, and other lines.

2017 Q1: compared to the previous quarter:

- The number of service users decreased by 3,7%.
- Most (40.3%) of the service users used Internet speeds of more than 100 Mbps..
- The revenue fell by 3,6%.

Table 74. Number of service providers, in units, and their changes, in units, 2017 IQ

	Number	Quarterly change	Annual change
Service providers	86	-15	-13

Table 75. The structure of service providers by technologies, %, 2017 IQ

	FTTx	Wireless communications	CaTV network	xDSL
„Telia Lietuva“, AB	45,0	-	-	99,2
UAB „Cgates“	19,2	2,4	4,1	
„Splius“, UAB	6,0	2,4	12,1	- -
UAB „Balticum TV“	5,8	5,9	4,5	
UAB „Init	5,2	-	74,6	-
UAB „Penkių kontinentų komunikacijų centras“	5,7	-	-	-
UAB „Kauno interneto sistemos“	2,6	-	-	-
AB Lietuvos radijo ir televizijos centras	-	63,7	-	-

UAB „Baltnetos komunikacijos“	-	2,1	-	-
KLI LT, UAB	-	3,2	-	-
UAB „Etanetas“	-	2,6	-	-
Other providers	10,5	17,6	4,6	0,8
Total number of providers	56	59	10	6

Table 76. The number of service users by technologies, in thousand units, and their changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
FTTx	484,5	491,8	504,5	517,1	524,4	530,8	536,9	545,3	557,3	2,2	6,3
xDSL	168,9	167,9	166,3	165,2	163,8	162,1	160,2	157,3	153,3	-2,5	-6,4
Wireless communications	105,7	106,8	108,8	108,8	112,4	112,2	114,1	114,6	74,9	-34,7	-33,4
CaTV network	36,1	35,3	34,6	32,0	31,6	30,4	30,5	29,9	26,8	-10,3	-15,2
UTP ir STP lines	11,2	11,2	10,1	9,8	9,8	9,6	9,8	10,2	13,3	31,0	36,2
Other lines	0,4	0,4	0,4	0,4	0,4	0,4	0,5	0,5	0,4	-11,3	-4,4
Total	**806,8**	**813,5**	**824,7**	**833,3**	**842,3**	**845,6**	**851,9**	**857,8**	**826,0**	**-3,7**	**-1,9**

Table 77. The structure of service users by service providers, %, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
„Telia Lietuva“, AB	48,8	1,9	2,1
UAB „Cgates“	13,3	4,1	4,3
UAB „Init“	5,9	0,1	-0,2
AB Lietuvos radijo ir televizijos centras	5,8	-4,4	-4,3
„Splius“, UAB	4,7	0,2	0,3
UAB „Balticum TV“	4,6	0,1	-0,1
UAB „Penkių kontinentų komunikacijų centras“	3,8	0,2	0,0
Other providers	13,0	-2,3	-2,2

Table 78. The structure of service users by downstream speed, in units, 2017 IQ

	FTTB	FTTH	xDSL	Wireless communica tions	CaTV network	UTP/STP	By other means	Total
More than 100 Mbps	228.121	96.366	0	5	8.036	99	45	**332.672**
From 30 Mbps to 100 Mbps	65.651	151.423	0	260	9.238	8.889	32	**235.493**
From 10 Mbps to 30 Mbps	10.894	217	57.379	28.855	4.039	1.734	92	**103.210**
From 2Mbps to 10 Mbps	3.975	52	95.900	39.130	3.111	2.339	160	**144.667**
Until 2 Mbps	608	3	44	6.612	2.392	238	80	**9.977**

Table 79. The structure of service users by downstream speed, %, and changes of market shares, in percentage points, 2017 IQ

Speed	Market share	Quarterly change	Annual change	Share of all households	Quarterly change	Annual change
Until 2 Mbps	1,2	-0,2	-0,7	0,8	-0,2	-0,5
From 2Mbps to 10 Mbps	17,5	-2,3	-5,0	11,4	-2,0	-3,3
From 10 Mbps to 30 Mbps	12,5	-3,4	-2,5	8,2	-2,5	-1,6
From 30 Mbps to 100 Mbps	28,5	-7,5	-14,1	18,6	-5,7	-9,3
More than 100 Mbps s	40,3	13,5	22,3	26,3	8,2	14,5

Table 80. Revenue according to technologies, mill. Eur, and their changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
FTTx	14,14	14,28	14,59	15,43	15,71	16,07	16,19	16,44	16,62	1,1	5,8
xDSL	5,18	5,05	4,96	4,85	4,75	4,68	4,61	4,51	4,37	-3,2	-7,9
Wireless communications	3,17	3,12	3,13	3,16	3,15	3,10	3,21	3,22	2,41	-25,0	-23,4
CaTV network	0,60	0,59	0,58	0,54	0,60	0,53	0,52	0,51	0,44	-12,3	-25,5
UTP and STP lines	0,23	0,22	0,20	0,19	0,18	0,18	0,18	0,19	0,12	-36,5	-34,3
Other lines	0,25	0,32	0,31	0,31	0,29	0,29	0,15	0,33	0,31	-4,7	6,9
Total	**23,58**	**23,58**	**23,77**	**24,47**	**24,68**	**24,86**	**24,86**	**25,20**	**24,28**	**-3,6**	**-1,6**

Table 81. Revenue according to service providers, %, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
„Telia Lietuva“, AB	58,81	1,99	3,20
UAB „Cgates“	8,35	2,44	2,19
AB Lietuvos radijo ir televizijos centras	5,68	-3,03	-3,00
UAB „Init“	4,75	1,20	1,08
UAB „Balticum TV“	3,67	-1,10	-1,44
UAB „Baltnetos komunikacijos“	3,17	0,08	-0,01
„Splius“, UAB	3,09	0,15	0,09
UAB „Penkių kontinentų komunikacijų centras“	3,05	0,04	-0,21
Other providers	9,43	-1,77	-1,91

Table 82. The number of service users of Internet access services, provided using fixed broadband technologies, per 100 population in European countries, in units, 2016 IVQ

No.	European country	Penetration	Annual change	No.	Europea n country	Penetration	Annual change	No.	European country	Penetration	Annual change
1.	Denmark	43,4	0,2	13.	Czech	32,5	2,3	25.	Bulgaria	24,3	2,3
2.	France	42,8	1,1	14.	Finland	31,9	-0,6	26.	Latvia	23,3	0,7
3.	Switzerland	42,5	-0,2	15.	Slovenia	31,6	2,6	27.	Romania	21,6	0,6
4.	Netherlands	42,2	0,7	16.	Greece	31,5	1,9	28.	Russia	19,5	0,9
5.	Denmark	41,4	1,7	17.	**Lithuania***	**30,1**	**1,3**	29.	Macedonia	18,0	0,3
6.	France	39,4	1,2	18.	Spain	29,9	0,8	30.	Poland	17,7	-0,6
7.	Switzerland	39,1	1,5	19.	Estonia	29,9	0,9	31.	Moldova	16,0	0,4
8.	Netherlands	37,7	1,4	20.	Austria	29,3	0,7	32.	Serbia	14,8	1,3
9.	Belarus	37,5	6,0	21.	Ireland	27,8	0,2	33.	Montenegro	13,3	-0,9
10.	Sweden	37,1	1,5	22.	Italy	25,7	1,0	34.	Ukraine	9,4	0,1
11.	Hungary	34,4	1,9	23.	Croatia	25,3	1,8				
12.	Portugal	33,1	2,5	24.	Slovakia	24,5	1,1				

* Lithuanian data according to the information available to the RRT
Source: Point Topic Ltd., RRT

4.2. Other data transmission services

- Data transmission services (excluding Internet access services) covered by this section of the report include: services virtual private network (VPN), Frame Relay,. Ethernet, MPLS, etc., also active SIM cards, used for provision M2M (Machine to Machine, Man to Machine, Machine to Man) services (Hereinafter in this section of the report - data transmission services).
- The terms and abbreviations used in this section of the report:
  - Quarterly change – change, comparing 2017 IQ with 2016 IVQ.
  - Annual change – change comparing 2017 IQ with 2016 IQ.
  - Revenue (unless otherwise stated) include the total revenue earned from data transmission services.

2017 Q1: compared to the previous quarter:

- The number of active SIM cards, used for provision M2M services increased by 22,3%.
- Revenue, received from the provision of M2M services increased by 1,2%.

Table 83. Number of service providers, in units, and their changes, in units, 2017 IQ

	Number	Quarterly change	Annual change
Service providers	17	1	1

Table 84. Numbers of users, for whom retail data transmission services are provided, in thousands units, and their changes. %, 2015 IQ - 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
Number of service users	16,569	16,679	17,488	17,023	17,348	17,276	17,239	17,241	12,168*	-29,4	-29,9

***-** until 2017 IQ retail and wholesale customers were not distinguished.

Table 85. Revenue, mill. Eur, and their changes, %, 2017 IQ

	Revenue	Quarterly change	Annual change
Retail revenue	3,97	3,96	-0,45
Wholesale revenue	1,44	-1,28	-61,79
Total revenue	**5,42**	2,51	-30,27

Table 86. Revenue by service providers, %, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
„Telia Lietuva“, AB	70,47	-0,93	-3,83
UAB „Bitė Lietuva“	6,63	-3,07	-3,47
Viešoji įstaiga „Plačiajuostis internetas“	9,29	0,29	0,99
UAB Duomenų logistikos centras	7,08	4,68	-
Other providers	6,54	-0,86	-0,76

Table 87. *The n*umber of active SIM cards used for provision M2M technology services, in thousands units, and revenue, received from provision M2M technology services, thousand Eur, and their structure by service providers, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I
SIM cards	**161,46**	**166,364**	**173,877**	**180,905**	**187,303**	**192,893**	**186,883**	**187,5**	**229,333**
UAB „Bitė Lietuva“	*36,0*	*35,9*	*35,3*	*34,8*	*34,6*	*34,5*	*36,4*	*37,0*	*71,0*
„Telia Lietuva“, AB	*42,4*	*43,4*	*42,8*	*42,7*	*42,5*	*42,0*	*45,0*	*46,6*	*127,0*
UAB „Tele2“	*21,4*	*20,5*	*21,8*	*22,3*	*22,8*	*23,4*	*18,5*	*16,3*	*31,3*
Other providers	*0,2*	*0,2*	*0,2*	*0,2*	*0,2*	*0,1*	*0,1*	*0,1*	*0,0*
Revenue	**579,64**	**630,25**	**607,95**	**642,66**	**632,64**	**639,19**	**646,90**	**670,43**	**678,52**
UAB „Bitė Lietuva“	*43,30*	*39,98*	*43,10*	*43,41*	*42,68*	*41,46*	*42,20*	*43,11*	*41,12*
„Telia Lietuva“, AB	*45,45*	*42,05*	*45,32*	*44,76*	*44,46*	*42,96*	*42,52*	*43,14*	*44,47*
UAB „Tele2“	*11,25*	*17,97*	*11,59*	*11,83*	*12,87*	*15,58*	*15,28*	*13,76*	*14,41*
Other providers	*0,00*	*0,00*	*0,00*	*0,00*	*0,00*	*0,00*	*0,00*	*0,00*	*0,00*

5. TELEVISION AND RADIO

5.1. Pay-TV services

- Pay-TV services were provided by:
  - Cable television networks (CaTV);
  - microwave multi-channel television networks (MMDS);
  - using IP technologies (IPTV);
  - digital terrestrial television networks (DVB–T);
  - satellite TV networks (satellite TV).
- The terms and abbreviations used in this section of the report:
  - ARPU (Average Revenue per User) – the average revenue from one user of pay-TV services per month.
  - Quarterly change – change, comparing 2017 IQ with 2016 IVQ.
  - Annual change – change comparing 2017 IQ with 2016 IQ.
  - Revenue (unless otherwise stated) include the total revenue earned from pay-TV services.

2017 Q1: compared to the previous quarter:

- The number of service users grew by 0,5 %.
- The number of IPTV subscribers increased by 2.8%.
- Most of the users (53.4%) used CaTV services
- The revenue increased by 2.9 %.

Table 88. Number of service providers, in units, and their changes, in units, 2017 IQ

	Number	Quarterly change	Annual change
Service providers	40	-2	0

Table 89. The structure of service users according to the methods of receiving the service, in thousands units, and their changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
CaTV	406,9	404,9	401,2	397,9	394,4	386,0	381,0	377,4	379,7	0,6	-3,7
- digital CaTV	123,8	125,2	127,1	132,4	141,9	152,1	152,5	164,0	181,8	10,8	28,1
IPTV	152,7	159,5	168,7	179,9	186,5	192,6	198,5	206,1	211,9	2,8	13,6
Satellite TV	90,5	88,8	86,5	83,6	81,0	77,5	74,9	73,6	71,7	-2,6	-11,4
DVB–T	54,6	52,5	50,7	48,7	46,7	45,3	43,7	39,6	37,3	-5,7	-20,1
MMDS	13,1	12,8	12,6	12,2	12,0	11,6	10,9	10,8	10,5	-2,8	-12,5
Total	**717,7**	**718,5**	**719,7**	**722,3**	**720,5**	**713,0**	**709,0**	**707,4**	**711,0**	**0,5**	**-1,3**

Table 90. The structure of pay-TV service users according to the methods of receiving the service, %, and changes of market shares, in percentage points, 2017 IQ

	Market share	Quarterly change	Annual change
CaTV	53,4	0,1	-1,3
IPTV	29,8	0,7	3,9
Satellite TV	10,1	-0,3	-1,1
DVB-T	5,3	-0,3	-1,2
MMDS	1,5	0,0	-0,2

Table 91. Service users' structure by service providers, %, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
„Telia Lietuva", AB	32,3	0,2	2,4
UAB „Cgates"	20,3	4,2	3,6
UAB „Init"	10,8	-0,6	-1,4
AS „Viasat"	10,1	-0,3	-1,1
UAB „Balticum TV"	10,4	-0,3	-0,6
„Splius", UAB	6,1	0,0	0,1
Other providers	10,0	-3,1	-3,0

Table 92. Structure of users of CaTV services by service providers, %, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
UAB „Cgates“	35,6	6,2	6,1
UAB „Init“	20,2	-0,5	-1,4
UAB „Balticum TV“	18,6	-0,7	-0,6
„Splius“, UAB	11,5	0,3	1,1
UAB „Parabolė“	2,1	-17,4	-17,1
Other providers	12,1	12,1	12,1

Table 93. Structure of users of IPTV services by service providers, %, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
„Telia Lietuva“, AB	91,2	-0,5	0,2
UAB „Penkių kontinentų komunikacijų centras“	6,1	-0,3	-1,0
Other providers	2,8	0,9	0,9

Table 94. Structure of users of other pay-TV services by service providers, %, 2017 IQ

	Satellite TV	DVB-T	MDTV
Service providers	AS „Viasat“	„Telia Lietuva“, AB (97,1 %)	UAB „Cgates“ (74,5 %.)
		UAB „Balticum TV“ (2,9 %)	UAB „Balticum TV“ (25,5 %)

Table 95. Revenue according to the methods of receiving the service, mill. Eur, and their changes, %, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I	Quarterly change	Annual change
CaTV	6,69	6,56	6,51	6,51	6,74	6,74	6,76	6,78	6,98	2,9	6,69
IPTV	3,63	3,82	4,05	4,48	4,84	4,99	5,27	5,51	5,87	6,5	3,63
Satellite TV	3,18	3,15	2,94	2,80	2,83	2,87	2,87	2,79	2,73	-2,0	3,18
DVB–T	1,24	1,21	1,20	1,17	1,13	1,09	1,06	0,99	0,97	-1,4	1,24
MMDS	0,31	0,30	0,29	0,29	0,29	0,28	0,27	0,27	0,26	-2,1	0,31
Total	**15,04**	**15,04**	**14,98**	**15,24**	**15,82**	**15,95**	**16,23**	**16,33**	**16,81**	**2,9**	**15,04**

Table 96. Revenue by service providers, %, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
„Telia Lietuva“, AB	39,67	0,77	2,57
UAB „Cgates“	17,44	0,34	2,84
AS „Viasat“	16,25	1,85	-1,65
UAB „Init“	8,77	-0,63	-1,33
UAB „Balticum TV“	8,00	-0,20	-0,70
„Splius“, UAB	4,04	-0,06	0,04
Other providers	5,83	-2,07	-1,77

Table 97. Revenue, received from CaTV services, by service providers, %, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
UAB „Cgates“	40,11	10,71	7,21
UAB „Init“	20,34	-0,36	-2,36
UAB „Balticum TV“	21,09	1,79	1,59
„Splius“, UAB	9,38	-1,82	0,38
Other providers	9,09	-10,41	-6,81

Table 98. Revenue, received from IPTV services, by service providers, %, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
„Telia Lietuva“, AB	97,27	-0,33	-1,03
Other providers	2,73	0,33	1,03

Table 99. Revenue, received from other pay-TV services, by service providers, %, 2017 IQ

	Satellite TV	DVB-T	MMDS
Service providers	AS „Viasat“ (**100%**)	„Telia Lietuva“, AB (99,1%)	UAB „Cgates“ (72,2%) UAB „Balticum TV“ (27,8%)

5.2. Radio and Television Programmes Transmission Services

Table 100. Service providers, 2017 IQ

	National networks	Regional networks	Not territory of Lithuania
Television	AB Lietuvos radijo ir televizijos centras	UAB „Balticum TV“	UAB „Satgate“
Radio	AB Lietuvos radijo ir televizijos centras	-	-

Table 101. Revenue, mill. Eur, and their changes, %, 2017 IQ

Total revenue received from the provision of radio and television transmission services.	**1,10**
Quarterly change	*-7,26*
Annual change	*-2,60*
Television transmission	**0,82**
Quarterly change	*-68,55*
Annual change	*-66,47*
Radio transmission	**0,28**
Quarterly change	*-4,87*
Annual change	*-4,42*

6. WHOLESALE ACCESS

- Wholesale access services covered by this section of the report include wholesale local lines for the provision of public fixed line telephony services using carrier pre-selection service (Wholesale Line Rental, hereinafter referred to as WLR), fully unbundled and shared access to the local loop, access to Dark Fiber, access to the communications cable channel system (hereinafter referred to as "RKKS") and other access to the physical infrastructure.
- The terms and abbreviations used in this section of the report:
  - Quarterly change – change, comparing 2017 IQ with 2016 IVQ.
  - Annual change – change comparing 2017 IQ with 2016 IQ.
  - Revenue (unless otherwise stated) include the total revenue earned from wholesale access services.

Table 102. Number of service providers, in units, and their changes, in units, 2017 IQ.

	Number	Quarterly change	Annual change
Service providers	14	-1	0

Table 103. Number of service providers according to the groups of access services provided, in units, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I
WLR	-	-	-	-	-	-	-	-	1
Fully unbundled access	1	1	1	1	1	1	1	1	2
Shared access	1	1	1	1	1	1	1	1	1
Access to *Dark Fiber*	14	14	14	14	14	15	15	15	14
Access to RKKS	-	-	-	-	-	-	-	-	2
Total	**14**	**14**	**14**	**14**	**14**	**15**	**15**	**15**	**15**

Table 104. Number of accesses provided by service groups, in units, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I
WLR	-	-	-	-	-	-	-	-	1.704
Fully unbundled access:	184	170	151	147	0	107	63	49	124
- to local twisted metallic pair *line*	-	-	-	-	-	-	-	-	*124*
- to local fibre line	-	-	-	-	-	-	-	-	*0*
- to local STP or local UTP line	-	-	-	-	-	-	-	-	*0*
Shared access	34	26	24	24	0	19	17	15	43
Access to *Dark Fiber*	3.162	3.098	3.047	3.066	0	2.956	2.945	2.761	2.795
Access to RKKS, km	-	-	-	-	-	-	-	-	8.609

Table 105. Revenue by service groups, mill. Eur, 2015 IQ – 2017 IQ

	2015 I	2015 II	2015 III	2015 IV	2016 I	2016 II	2016 III	2016 IV	2017 I
WLR	-	-	-	-	-	-	-	-	0,002
Fully unbundled access:	-	-	-	-	-	-	-	-	0,007
- to local twisted metallic pair *line*	-	-	-	-	-	-	-	-	0,007
- to local fibre line	-	-	-	-	-	-	-	-	*0*
- to local STP or local UTP line	-	-	-	-	-	-	-	-	*0*
Shared access	-	-	-	-	-	-	-	-	0
Access to *Dark Fiber*	1,37	1,38	1,34	1,34	1,35	1,32	1,31	1,37	1,29
Access to RKKS	-	-	-	-	-	-	-	-	0,70
Total revenue	**1,37**	**1,38**	**1,34**	**1,34**	**1,35**	**1,32**	**1,31**	**1,37**	**2,08**

Table 106. Structure of revenue from access to physical infrastructure services by service providers, %, and changes of market shares, in percentage points, 2017 IQ

Service providers	Market share	Quarterly change	Annual change
„Telia Lietuva“, AB	58,89	19,37	21,64
UAB „Skaidula“	26,04	-11,87	-12,52
Viešoji įstaiga „Plačiajuostis internetas“	10,17	-5,44	-4,92
UAB Duomenų logistikos centras	2,46	-1,29	-2,88
Other providers	2,43	-0,78	-1,33

Advisor of Economic Analysis Division Vilma Grigaliūnienė
e-mail: vilma.grigaliuniene@rrt.lt

7. ANNEX 1

Summarized indicators of the main electronic communications activities

Name of indicator	Quarter I of 2017	Quarter IV of 2016	Quarterly change, %	Quarter I of 2016	Annual change, %
1. Total number of fixed telephone subscribers, in units	**517.627**	**529.888**	-2,31	**555.232**	-6,8
2. Number of fixed telephone lines (including ISDN channels), total, in units	**509.756**	**521.893**	-2,33	**547.387**	-6,9
3. Number of lines per 100 population, in units	**18,0**	**18,3**	-1,63	**19,0**	-5,3
4. Number of active SIM cards, in units	**4.192.173**	**4.204.692**	-0,30	**4.158.196**	0,8
5. Number of active SIM cards per 100 population, in units	**148,0**	**147,6**	0,30	**144,5**	2,5
6. Number of broadband Internet access subscribers, in units	**1.117.034**	**1.274.838**	-12,38	**1.212.259**	-7,9
7. Number of broadband Internet access subscribers per 100 population, in units	**39,4**	**44,7**	-11,75	**42,1**	-6,3
8. Number of TV services subscribers (pay-TV), in units	**711.017**	**707.388**	0,51	**720.547**	-1,3
Including digital television	**513.160**	**494.055**	3,87	**468.016**	9,6
9. Number of pay-TV subscribers per 100 household	**56,2**	**55,6**	1,16	**56,1**	0,3
including: digital television	**40,6**	**38,8**	4,62	**36,4**	11,5
10. Revenue, in thousand EUR:	**165.409**	**168.447**	-1,80	**160.749**	2,9
mobile telephone	**42.966**	**43.252**	-0,66	**43.861**	-2,0
fixed telephone	**10.535**	**10.805**	-2,49	**11.350**	-7,2
wholesale public communications networks and telephone services	**34286**	**37453**	-8,46	**36327**	-5,6
internet access	**52.210**	**52.771**	-1,06	**45.635**	14,4
data transmission services (excl. Internet access)	**5.416**	**5.283**	2,51	**5.281**	2,5
pay TV	**16.812**	**16.333**	2,94	**15.819**	6,3
radio and television programmes transmission services	**1.099**	**1.185**	-7,26	**1.128**	-2,6
wholesale access	**2.084**	**1.366**	52,60	**1.348**	54,7
11. Investments, in thousand EUR	**23.505**	**33.693**	-30,24	**38.916**	-39,6
including the investments into the electronic communication network infrastructure	**17.062**	**24.500**	-30,36	**33.927**	-49,7