

**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 II 2017**

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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 second 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. MAIN CHANGES AND TRENDS IN THE SECOND QUARTER OF 2017

- 128 undertaking was engaged in electronic communications activities in the second quarter of 2017, most of them (more than 40%) carried out several activities of electronic communications.
- Electronic communications market (according to revenues) in the second quarter of 2017, in comparison with the first quarter of 2017, increased by 5,7%, and constituted EUR 174,75 million. In comparison with the second quarter of 2016, it increased by 8,8% (EUR 14,10 million).
- In the second quarter of 2017, electronic communications operators continued to invest into broadband communications networks (mobile 4G networks (LTE), fixed broadband, using fibre communication lines, networks). In the second quarter of 2017, the investments into the electronic communications network infrastructure amounted to EUR 17,0 million. Mainly in the second quarter of 2017 invested „Telia Lietuva“, AB into broadband communication network (more than 50% quarter of all investments).
- The broadband penetration (subscribers per 100 population) was 39,7%, and during the second quarter it increased by 0,7 percentage point, during the year – 3,1 percentage point.
- At the end of the second quarter of 2017, 44,5% of households could use 30Mbps and higher speed of the Internet, including 26,7% which could use higher speed than 100 Mbps (at the end of the second quarter of 2016 these figures were accordingly 40,5% and 12,4%).
- During the second quarter of 2017, total number of Internet service subscribers using fibre-optic communication lines was 553,1, during the fourth quarter this number increased by 0,3% (17 thousand new connections), during the year – 4,2%.
- Total number of subscribers that used services of data transmission through public mobile communication network (GPRS/EDGE, UMTS, UMTS HSDPA, LTE) in the second quarter of 2017 totalled 2.254,8 thousand (1,6% more comparing with previous quarter and 8,2% more comparing with the fourth quarter of 2015).
- The total number of subscribers that used LTE (Long Term Evolution) technology-based Internet access services, during the second quarter of 2017 this number increased by 12,2%, during the year – by 79,8% and was 1.490,9 thousand.
- During the second quarter of 2017 the number of LTE base stations increased by 13,9%, during the year – by 53,5% and at the end of second quarter of 2017 there were 4.612 LTE base stations.
- In the second quarter of 2017, in comparison with the first quarter of 2017, the amount of data sent and received by using the GPRS/EDGE, UMTS, UMTS HSDPA, LTE technologies increased by 16,8% and amounted to approximately 42.878 terabytes (TB). Comparing with the second quarter of 2016, in the second quarter of 2017 their number increased more than 3 times. 86,3 % of all sent and received data were sent by using LTE and faster technologies.
- At the end of the second quarter of 2017, 708,0 thousand subscribers (i. e. 56,2% of all households) used pay television (pay-TV) services. During the fourth quarter the number of pay-TV subscribers decreased by 0,4%. Though the majority of subscribers still use cable TV services, their share decreases. However, the number of IPTV service subscribers increases: during the second quarter of 2017, the number of IPTV subscribers increased by 2,1%, during the year – by 12,3%, and totalled 216,3 thousand, i. e. 30,5% of all pay-TV subscribers.

3. 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 IIQ

| Elektroninių ryšių veikla | Paslaugų teikėjai | Pokytis per ketvirtį | Pokytis per metus |
|---|-------------------|----------------------|-------------------|
| 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 |
| Total: | 128 | -1 | -12 |

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

| Bundled offers | Service users | Quarterly change | Annual change |
|--|---------------|------------------|---------------|
| Mobile telephony communication and broadband Internet | 562,3 | -3,4 | 20,2 |
| Broadband Internet and television | 200,4 | 2,0 | 81,1 |
| Fixed telephony communication, broadband Internet and television | 98,5 | -0,7 | 8,2 |
| Fixed telephony communication and broadband Internet | 58,3 | -4,4 | -3,5 |
| Fixed telephony communication and television | 3,7 | 4,4 | - |
| Total: | 923,1 | -2,0 | 26,5 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|---------|---------|----------|---------|--------|---------|----------|---------|--------|---------|------------------|---------------|
| Revenue | 155,98 | 158,85 | 158,67 | 160,75 | 160,65 | 166,34 | 168,45 | 165,29 | 174,75 | 5,72 | 8,78 |

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

| Service group | Revenue | Change in quarter | Change during the year | Market share | Quarterly change | Annual change |
|--|---------|-------------------|------------------------|--------------|------------------|---------------|
| Internet access services | 54,76 | 4,85 | 15,47 | 31,34 | -0,26 | 1,82 |
| Mobile telephony communication | 44,11 | 2,83 | 0,64 | 25,24 | -0,71 | -2,04 |
| Wholesale public mobile communication network and wholesale public mobile telephone services | 39,71 | 16,04 | 14,84 | 22,72 | 2,02 | 1,20 |
| Pay-TV | 16,87 | 0,36 | 5,77 | 9,66 | -0,52 | -0,27 |
| Fixed telephony communication | 10,16 | -3,54 | -8,71 | 5,82 | -0,56 | -1,11 |
| Data transmission services * | 5,96 | 10,02 | 15,23 | 3,41 | 0,13 | 0,19 |
| Access to physical infrastructure services | 2,09 | 0,21 | 58,19 | 1,20 | -0,07 | 0,37 |
| Radio and television programmes transmission services | 1,09 | -0,73 | -12,16 | 0,62 | -0,04 | -0,15 |

* excluding Internet access

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

| Service providers | Market share | Quarterly change | Annual change |
|--|--------------|------------------|---------------|
| „Telia Lietuva“, AB | 44,00 | 2,1 | 1,4 |
| UAB „Tele2“ | 19,71 | 0,1 | 0,6 |
| UAB „Bitė Lietuva“ | 16,28 | 0,2 | 0,4 |
| UAB „Mediafon Carrier Services“ | 3,43 | -0,9 | -1,0 |
| UAB „Cgates“ | 2,84 | -0,2 | 0,5 |
| AB Lietuvos radio ir televizijos centras | 1,98 | -0,1 | -0,2 |
| Other providers | 11,77 | -1,2 | -1,7 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|-------------|---------|----------|---------|--------|---------|----------|---------|--------|---------|------------------|---------------|
| Investments | 18,37 | 19,26 | 24,60 | 33,93 | 21,51 | 17,90 | 24,50 | 17,06 | 16,96 | -30,78 | -50,02 |

4. TELEPHONY COMMUNICATIONS

4.1. 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 IIQ with 2017 IQ.
 - Annual change – change comparing 2017 IIQ with 2016 IIQ..
 - Revenue (unless otherwise stated) include the total revenue earned from the public mobile telephone services

2017 Q2: compared to the 2016 Q2:

- The number of active SIM cards increased by 0,8%.
- The duration of initiated voice calls increased by 0,3%.
- Revenue grew by 0,6%.
- Voice call revenue decreased by 0,06%.
- ARPU according to all service providers decreased by 0,19%.
- Number of sent SMS fell down by 14,8 proc.
- Number of sent MMS grew up by 28,4%.

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

| Service | Service providers | Quarterly change | Annual change |
|--|-------------------|------------------|---------------|
| Service providers providing services on their network (mobile operators) | 3 | 0 | 0 |
| Service providers have concluded wholesale service contract with mobile operator | 4 | 0 | 1 |
| Service providers resell services provided by other mobile telephone service providers | 7 | 0 | -1 |
| All providers | 14 | 0 | -2 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|-------------|---------|----------|---------|---------|---------|----------|---------|---------|---------|------------------|---------------|
| SIM cards | 4.184,2 | 4.235,6 | 4.184,1 | 4.158,2 | 4.182,5 | 4.238,7 | 4.204,7 | 4.192,2 | 4.217,1 | 0,6 | 0,8 |
| Penetration | 144,1 | 146,3 | 144,8 | 144,5 | 145,7 | 148,2 | 147,6 | 148,0 | 149,5 | 1,4 | 3,8 |

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

| Service providers | Market share | Quarterly change | Annual change |
|---------------------|--------------|------------------|---------------|
| UAB „Tele2“ | 42,8 | -0,1 | -0,2 |
| „Telia Lietuva“, AB | 30,1 | 0,0 | -0,1 |
| UAB „Bité Lietuva“ | 25,1 | 0,1 | 0,2 |
| Other providers | 2,0 | -0,1 | 0,0 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II |
|--------------------|---------|----------|---------|---------|---------|----------|---------|---------|---------|
| UAB „Bité Lietuva“ | 1.016,2 | 1.036,6 | 1.041,7 | 1.038,1 | 1.040,1 | 1.055,2 | 1.055,5 | 1.046,9 | 1.057,8 |
| Pre-paid | 387,9 | 396,5 | 386,6 | 372,1 | 361,7 | 367,1 | 357,2 | 339,0 | 337,5 |
| Post-paid: | 628,3 | 640,1 | 655,1 | 666,1 | 678,4 | 688,2 | 698,3 | 707,9 | 720,3 |

| | | | | | | | | | |
|-----------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| • Consumers | 343,4 | 348,3 | 356,6 | 361,1 | 366,6 | 369,8 | 375,4 | 377,4 | 382,6 |
| • Other service users | 284,9 | 291,8 | 298,4 | 304,9 | 311,8 | 318,3 | 322,9 | 330,4 | 337,7 |
| UAB „Tele2“ | 1.796,9 | 1.817,3 | 1.782,9 | 1.776,8 | 1.798,0 | 1.823,4 | 1.803,2 | 1.798,7 | 1.806,5 |
| Pre-paid | 910,6 | 930,9 | 897,1 | 881,9 | 878,6 | 904,7 | 865,2 | 850,9 | 840,5 |
| Post-paid: | 886,4 | 886,4 | 885,9 | 894,9 | 919,4 | 918,7 | 938,0 | 947,8 | 965,9 |
| • Consumers | 706,5 | 705,1 | 700,8 | 698,8 | 717,0 | 726,2 | 744,3 | 749,8 | 764,8 |
| • Other service users | 179,8 | 181,4 | 185,1 | 196,1 | 202,4 | 192,5 | 193,6 | 198,0 | 201,1 |
| „Telia Lietuva“, AB* | 1.292,0 | 1.301,5 | 1.278,8 | 1.262,2 | 1.262,4 | 1.275,3 | 1.256,8 | 1.259,4 | 1.268,1 |
| Pre-paid | 373,7 | 378,0 | 351,3 | 331,7 | 322,8 | 328,3 | 305,8 | 291,3 | 287,6 |
| Post-paid: | 918,3 | 923,5 | 927,5 | 930,5 | 939,6 | 947,0 | 951,0 | 968,1 | 980,6 |
| • Consumers | 547,4 | 553,1 | 554,9 | 555,7 | 561,9 | 566,4 | 569,1 | 574,1 | 582,7 |
| • Other service users | 370,9 | 370,4 | 372,6 | 374,8 | 377,7 | 380,6 | 382,0 | 394,0 | 397,9 |
| Other providers | 79,0 | 80,1 | 80,7 | 81,0 | 82,1 | 84,8 | 89,2 | 87,2 | 84,8 |
| Pre-paid | 1,3 | 1,3 | 1,3 | 1,3 | 1,3 | 1,3 | 1,3 | 2,1 | 0,7 |
| Post-paid: | 77,8 | 78,8 | 79,3 | 79,7 | 80,8 | 83,5 | 87,9 | 85,1 | 84,1 |
| • Consumers | 52,2 | 52,2 | 52,5 | 52,3 | 52,7 | 52,8 | 55,4 | 53,2 | 53,5 |
| • Other service users | 25,6 | 26,7 | 26,9 | 27,4 | 28,1 | 30,6 | 32,5 | 31,9 | 30,5 |
| All providers | 4.184,2 | 4.235,6 | 4.184,1 | 4.158,2 | 4.182,5 | 4.238,7 | 4.204,7 | 4.192,2 | 4.217,1 |
| Pre-paid | 1.673,4 | 1.706,7 | 1.636,3 | 1.587,0 | 1.564,4 | 1.601,4 | 1.529,5 | 1.483,3 | 1.466,3 |
| Post-paid: | 2.510,7 | 2.528,8 | 2.547,8 | 2.571,2 | 2.618,1 | 2.637,4 | 2.675,2 | 2.708,9 | 2.750,8 |
| • Consumers | 1.649,5 | 1.658,6 | 1.664,8 | 1.667,9 | 1.698,2 | 1.715,2 | 1.744,2 | 1.754,5 | 1.783,6 |
| • Other service users | 861,3 | 870,3 | 883,0 | 903,3 | 919,9 | 922,1 | 931,0 | 954,4 | 967,1 |

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

| Service providers | Transferred to network | Transferred from network | Difference |
|----------------------|------------------------|--------------------------|------------|
| „Telia Lietuva“, AB | 9.865 | 7.125 | 2.740 |
| UAB „Tele2“ | 9.468 | 10.603 | -1.135 |
| UAB „Bitė Lietuva“ | 8.174 | 10.296 | -2.122 |
| Other providers | 1.705 | 1.188 | 517 |
| All providers | 27.636 | | |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|---------------|
| Calls initiated in the Republic of Lithuania | 2.148,5 | 2.112,5 | 2.097,0 | 2.140,5 | 2.173,4 | 2.129,5 | 2.123,8 | 2.123,2 | 2.158,8 | 1,68 | -0,7 |
| Roaming initiated calls | 13,8 | 14,5 | 14,0 | 13,7 | 21,8 | 25,2 | 25,8 | 36,1 | 42,8 | 18,6 | 96,5 |
| All calls | 2.162,4 | 2.127,1 | 2.111,0 | 2.154,2 | 2.195,2 | 2.154,7 | 2.149,6 | 2.159,2 | 2.201,5 | 2,0 | 0,3 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II |
|--|----------------|----------------|--------------|----------------|----------------|----------------|----------------|----------------|----------------|
| UAB „Bitė Lietuva“ | 490,6 | 479,2 | 484,0 | 488,8 | 499,9 | 481,5 | 477,7 | 472,8 | 480,4 |
| Terminated on-net | 253,1 | 244,9 | 242,7 | 240,3 | 244,2 | 232,4 | 228,6 | 221,0 | 223,6 |
| Terminated in other public mobile communication networks | 217,2 | 213,8 | 220,1 | 226,6 | 233,9 | 227,9 | 227,0 | 227,8 | 232,7 |
| Terminated in public fixed communication networks | 17,1 | 17,1 | 33,4 | 19,1 | 18,7 | 18,4 | 19,2 | 19,8 | 19,7 |
| terminated in the networks of foreign countries | 3,3 | 3,3 | 3,2 | 2,9 | 3,1 | 2,9 | 2,8 | 2,7 | 2,7 |
| UAB „Tele2“ | 559,8 | 560,9 | 556,2 | 563,8 | 580,9 | 567,0 | 564,6 | 567,9 | 575,9 |
| Terminated on-net | 295,3 | 291,6 | 285,8 | 285,5 | 294,2 | 284,8 | 281,0 | 276,9 | 278,7 |
| Terminated in other public mobile communication networks | 242,1 | 247,1 | 247,4 | 254,2 | 262,6 | 258,6 | 259,0 | 259,9 | 265,6 |
| Terminated in public fixed communication networks | 17,4 | 17,4 | 18,5 | 19,8 | 19,6 | 19,2 | 20,5 | 21,1 | 21,1 |
| terminated in the networks of foreign countries | 4,9 | 4,7 | 4,5 | 4,4 | 4,4 | 4,3 | 4,1 | 4,1 | 4,2 |
| „Telia Lietuva“, AB | 1.042,1 | 1.016,3 | 999,8 | 1.030,7 | 1.033,4 | 1.022,9 | 1.023,0 | 1.031,2 | 1.049,3 |
| Terminated on-net | 704,9 | 682,3 | 669,4 | 689,7 | 680,3 | 665,4 | 662,5 | 666,6 | 674,4 |
| Terminated in other public mobile communication networks | 298,9 | 298,3 | 292,3 | 301,0 | 312,9 | 317,5 | 320,3 | 322,5 | 332,9 |

| | | | | | | | | | |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Terminated in public fixed communication networks terminated in the networks of foreign countries | 33,7 | 31,2 | 33,4 | 35,4 | 35,4 | 35,3 | 35,7 | 37,7 | 37,9 |
| Other providers | 4,6 | 4,6 | 4,6 | 4,6 | 4,8 | 4,6 | 4,5 | 4,3 | 4,1 |
| Terminated on-net | 56,0 | 56,2 | 57,0 | 57,1 | 59,3 | 58,1 | 58,4 | 51,3 | 53,1 |
| Terminated in other public mobile communication networks | 18,5 | 18,5 | 18,8 | 18,7 | 19,8 | 19,5 | 19,7 | 14,7 | 15,1 |
| Terminated in public fixed communication networks terminated in the networks of foreign countries | 35,2 | 35,4 | 35,8 | 36,0 | 37,0 | 36,1 | 36,2 | 34,2 | 35,6 |
| All providers | 1,8 | 1,8 | -13,6 | 2,0 | 2,0 | 1,9 | 2,1 | 1,8 | 1,8 |
| Terminated on-net | 0,5 | 0,5 | 0,5 | 0,5 | 0,5 | 0,5 | 0,5 | 0,4 | 0,4 |
| Terminated in other public mobile communication networks | 2.148,5 | 2.112,5 | 2.097,0 | 2.140,5 | 2.173,4 | 2.129,5 | 2.123,8 | 2.123,2 | 2.158,8 |
| Terminated in public fixed communication networks terminated in the networks of foreign countries | 1.271,8 | 1.237,3 | 1.216,7 | 1.234,2 | 1.238,5 | 1.202,2 | 1.191,8 | 1.179,1 | 1.191,8 |
| All providers | 793,5 | 794,6 | 795,6 | 817,7 | 846,4 | 840,1 | 842,6 | 844,5 | 866,9 |
| Terminated on-net | 70,0 | 67,5 | 71,8 | 76,3 | 75,6 | 74,9 | 77,5 | 80,5 | 80,5 |
| Terminated in other public mobile communication networks | 13,3 | 13,1 | 12,8 | 12,3 | 12,8 | 12,3 | 11,9 | 11,5 | 11,5 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II |
|----------------------------|---------|----------|---------|--------|---------|----------|---------|--------|---------|
| UAB „Bitė Lietuva“ | 160,9 | 154,1 | 154,9 | 157,0 | 160,2 | 152,1 | 150,9 | 150,5 | 151,4 |
| Pre-paid | 78,2 | 74,0 | 75,9 | 79,3 | 83,4 | 79,4 | 77,9 | 79,9 | 81,0 |
| Post-paid: | | | | | | | | | |
| • Consumers | 231,3 | 222,9 | 220,9 | 224,5 | 224,8 | 215,7 | 212,5 | 212,7 | 214,6 |
| • Other service users | 188,8 | 180,7 | 178,3 | 171,7 | 173,4 | 162,1 | 159,9 | 151,9 | 150,2 |
| UAB „Tele2“ | 144,4 | 143,6 | 145,0 | 148,9 | 153,4 | 148,2 | 149,7 | 150,3 | 151,4 |
| Pre-paid | 76,2 | 70,6 | 72,1 | 73,9 | 74,4 | 68,6 | 70,0 | 70,8 | 66,1 |
| Post-paid: | | | | | | | | | |
| • Consumers | 188,8 | 190,5 | 190,5 | 198,3 | 202,2 | 198,7 | 199,2 | 202,3 | 204,1 |
| • Other service users | 147,7 | 148,3 | 145,9 | 142,1 | 148,3 | 141,8 | 139,9 | 133,3 | 135,8 |
| „Telia Lietuva“, AB | 193,3 | 186,4 | 186,9 | 193,4 | 191,6 | 187,0 | 189,1 | 191,1 | 193,6 |
| Pre-paid | 152,5 | 155,2 | 151,5 | 157,1 | 159,8 | 163,1 | 137,7 | 133,7 | 136,6 |
| Post-paid: | | | | | | | | | |
| • Consumers | 239,3 | 223,2 | 229,1 | 240,8 | 231,7 | 215,9 | 243,6 | 251,4 | 251,9 |
| • Other service users | 218,9 | 204,0 | 199,0 | 187,2 | 187,6 | 190,5 | 209,4 | 209,6 | 210,5 |
| Other providers | 236,3 | 233,6 | 235,8 | 235,1 | 240,7 | 228,3 | 218,4 | 196,2 | 208,8 |
| Pre-paid | 3,9 | 4,0 | 3,8 | 3,1 | 3,3 | 3,8 | 2,8 | 0,8 | 4,2 |
| Post-paid: | | | | | | | | | |
| • Consumers | 252,1 | 250,6 | 248,9 | 255,0 | 260,1 | 254,4 | 242,9 | 224,2 | 231,0 |
| • Other service users | 215,7 | 211,8 | 221,5 | 208,3 | 215,1 | 192,8 | 185,2 | 162,1 | 174,8 |
| All providers | 171,2 | 166,3 | 167,1 | 171,6 | 173,2 | 167,5 | 168,4 | 168,8 | 170,6 |
| Pre-paid | 118,2 | 117,5 | 116,5 | 121,3 | 124,4 | 124,4 | 110,1 | 108,9 | 109,9 |
| Post-paid: | | | | | | | | | |
| • Consumers | 221,3 | 213,1 | 215,1 | 223,6 | 221,3 | 211,3 | 222,4 | 226,2 | 227,7 |
| • Other service users | 178,2 | 172,7 | 170,3 | 163,9 | 167,5 | 160,7 | 162,9 | 156,6 | 157,6 |

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 IIQ

| Service providers | Market share | Quarterly change | Annual change |
|---------------------|--------------|------------------|---------------|
| UAB „Tele2“ | 42,0 | -0,8 | 22,7 |
| „Telia Lietuva“, AB | 34,3 | 0,0 | -17,8 |
| UAB „Bitė Lietuva“ | 22,7 | 0,9 | -3,6 |
| Other providers | 1,0 | -0,2 | -1,3 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|---------|---------|----------|---------|--------|---------|----------|---------|--------|---------|------------------|---------------|
| Revenue | 44,75 | 45,50 | 44,88 | 43,86 | 43,83 | 43,90 | 43,25 | 42,89 | 44,11 | 2,8 | 0,6 |

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

| Service providers | Pajamos | Pokytis per ketvirtį | Pokytis per metus |
|-----------------------|---------|----------------------|-------------------|
| Pre-paid | 9,24 | -2,05 | -11,43 |
| Post-paid: | 34,87 | 4,20 | 4,40 |
| • Consumers | 22,29 | 5,76 | 6,75 |
| • Other service users | 12,58 | 1,55 | 0,49 |

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

| Service providers | Market share | Quarterly change | Annual change |
|---------------------|--------------|------------------|---------------|
| UAB „Tele2“ | 41,20 | -0,28 | -1,00 |
| UAB „Bitė Lietuva“ | 28,74 | 0,95 | 2,87 |
| „Telia Lietuva“, AB | 27,17 | -0,59 | -1,83 |
| Other providers | 2,89 | -0,07 | -0,04 |

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

| Services | Market share | Quarterly change | Annual change |
|----------------|--------------|------------------|---------------|
| Voice calls | 68,21 | -0,71 | -0,06 |
| SMS | 13,93 | -0,72 | 0,72 |
| Roaming | 9,42 | 0,46 | -0,89 |
| MMS | 0,54 | 0,02 | 0,14 |
| Other services | 7,90 | 0,95 | 0,09 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|----------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|------------------|---------------|
| UAB „Bitė Lietuva“ | 3,95 | 3,92 | 3,79 | 3,59 | 3,63 | 3,56 | 3,54 | 3,80 | 3,99 | 5,25 | 9,92 |
| „Telia Lietuva“, AB | 3,30 | 3,25 | 3,34 | 3,32 | 3,36 | 3,28 | 3,22 | 3,15 | 3,15 | -0,06 | -6,14 |
| UAB „Tele2“ | 3,53 | 3,62 | 3,44 | 3,55 | 3,43 | 3,43 | 3,42 | 3,30 | 3,35 | 1,68 | -2,20 |
| Other providers | 3,89 | 3,83 | 3,77 | 4,83 | 5,21 | 5,21 | 5,19 | 4,86 | 5,01 | 3,07 | -3,88 |
| All providers | 3,57 | 3,58 | 3,50 | 3,52 | 3,49 | 3,45 | 3,43 | 3,41 | 3,49 | 2,22 | -0,19 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|---------|---------|----------|---------|--------|---------|----------|---------|--------|---------|------------------|---------------|
| Revenue | 6,26 | 6,62 | 6,20 | 5,27 | 4,52 | 4,20 | 4,14 | 3,84 | 4,15 | 8,07 | -8,14 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2007 I | 2017 II | Quarterly change | Annual change |
|----------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|------------------|---------------|
| UAB „Bitė Lietuva“ | 1,61 | 1,64 | 1,56 | 1,55 | 1,59 | 1,69 | 1,69 | 1,84 | 1,87 | 1,42 | 17,52 |
| „Telia Lietuva“, AB | 1,71 | 1,66 | 1,67 | 1,65 | 1,66 | 1,69 | 1,57 | 1,40 | 1,46 | 4,55 | -12,13 |
| UAB „Tele2“ | 1,20 | 1,25 | 1,24 | 1,17 | 1,16 | 1,15 | 1,11 | 1,01 | 1,22 | 20,58 | 5,32 |
| Other providers | 0,50 | 0,47 | 0,47 | 0,42 | 0,55 | 0,63 | 0,63 | 1,08 | 1,06 | -1,22 | 91,94 |
| All providers | 1,41 | 1,43 | 1,41 | 1,36 | 1,38 | 1,40 | 1,35 | 1,39 | 1,39 | 0,08 | 1,23 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|---------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|---------------|
| SMS skaičius | 1.641,32 | 1.506,82 | 1.504,00 | 1.417,61 | 1.349,39 | 1.235,82 | 1.256,52 | 1.156,85 | 1.150,00 | | |
| UAB „Bitė Lietuva“ | 25,18 | 24,60 | 24,26 | 23,52 | 23,37 | 22,59 | 21,81 | 20,55 | 19,80 | | |
| „Telia Lietuva“, AB | 22,47 | 22,54 | 22,32 | 21,76 | 21,65 | 21,04 | 21,70 | 22,02 | 21,34 | | |
| UAB „Tele2“ | 51,30 | 51,67 | 52,09 | 53,17 | 53,41 | 54,69 | 54,58 | 55,85 | 57,26 | | |

| | | | | | | | | | |
|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Other providers. | 1,05 | 1,19 | 1,33 | 1,55 | 1,58 | 1,68 | 1,92 | 1,58 | 1,60 |
| MMS skaičius | 2,03 | 1,95 | 2,19 | 2,29 | 2,34 | 2,36 | 2,44 | 2,44 | 3,01 |
| <i>UAB „Bitė Lietuva“</i> | 14,94 | 14,19 | 15,26 | 15,00 | 13,22 | 14,30 | 19,41 | 20,87 | 19,26 |
| <i>„Telia Lietuva“, AB</i> | 29,97 | 31,50 | 29,62 | 31,44 | 33,30 | 29,78 | 28,98 | 30,45 | 27,01 |
| <i>UAB „Tele2“</i> | 49,81 | 48,79 | 48,07 | 46,26 | 45,63 | 49,98 | 43,30 | 44,22 | 49,59 |
| <i>Other providers</i> | 5,27 | 5,53 | 7,05 | 7,31 | 7,85 | 5,94 | 8,31 | 4,46 | 4,13 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II |
|----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Revenue from SMS | 5,78 | 6,06 | 6,12 | 5,98 | 5,79 | 5,69 | 6,11 | 6,28 | 6,14 |
| <i>UAB „Bitė Lietuva“</i> | 23,13 | 21,73 | 22,63 | 23,36 | 22,08 | 20,07 | 19,60 | 22,54 | 23,35 |
| <i>„Telia Lietuva“, AB</i> | 16,67 | 16,57 | 16,14 | 14,64 | 15,55 | 15,13 | 16,59 | 15,26 | 15,14 |
| <i>UAB „Tele2“</i> | 58,43 | 60,00 | 59,41 | 59,88 | 59,41 | 61,58 | 60,40 | 57,24 | 56,75 |
| <i>Other providers</i> | 1,77 | 1,70 | 1,82 | 2,12 | 2,96 | 3,22 | 3,41 | 4,95 | 4,76 |
| Revenue from MMS | 0,17 | 0,17 | 0,18 | 0,18 | 0,18 | 0,20 | 0,22 | 0,23 | 0,24 |
| <i>UAB „Bitė Lietuva“</i> | 39,96 | 39,98 | 39,42 | 38,13 | 36,29 | 36,25 | 35,49 | 32,69 | 35,88 |
| <i>„Telia Lietuva“, AB</i> | 13,95 | 14,43 | 14,17 | 15,42 | 15,18 | 13,82 | 13,80 | 12,99 | 13,46 |
| <i>UAB „Tele2“</i> | 45,26 | 44,87 | 45,69 | 45,77 | 47,86 | 49,34 | 50,13 | 50,48 | 50,09 |
| <i>Other providers</i> | 0,82 | 0,72 | 0,73 | 0,67 | 0,67 | 0,59 | 0,58 | 3,85 | 0,56 |

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

| Base stations | Number | Quarterly change | Annual change | Total number |
|---------------|------------|------------------|---------------|---------------|
| GSM/DSC | 36 | 0,81 | 2,9 | 4.465 |
| UMTS | 126 | 3,08 | 8,7 | 4.217 |
| LTE | 563 | 13,90 | 53,5 | 4.612 |
| Total | 725 | | | 13.294 |

4.2. 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 IIQ with 2017 IQ.
 - Annual change – change comparing 2017 IIQ with 2016 IIQ.
 - Revenue (unless otherwise stated) include the total revenue earned from the public fixed telephone services.

2017 Q2: compared to the 2016 Q2:

- The number of service users declined by 8,5 %.
- The duration of initiated calls decreased by 11,7%.
- The duration of IP initiated calls increased by 10,0%.
- The revenue shrank by 8,7%.
- ARPU according to all service providers increased by 0,1%.

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

| Service | Service providers | | Quarterly change | | Annual change | |
|-----------------------------------|-------------------|--|------------------|--|---------------|--|
| Total number of service providers | 36 | | 0 | | -6 | |
| Including: by using IP protocol | 30 | | 2 | | -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 IIQ – 2017 IIQ

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2007 I | 2017 II | Quarterly change | Annual change |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------|---------------|
| Number of lines | 559,9 | 554,6 | 553,4 | 547,4 | 541,4 | 531,7 | 521,9 | 509,8 | 495,8 | -2,7 | -8,4 |
| Penetration of lines (per 100 population) | 19,3 | 19,1 | 19,2 | 19,0 | 18,9 | 18,6 | 18,3 | 18,0 | 17,6 | -0,4 | -1,3 |
| Penetration of lines (per 100 households) | 43,6 | 43,3 | 43,3 | 42,6 | 42,3 | 41,6 | 41,0 | 40,3 | 39,4 | -1,0 | -2,9 |
| Number of service users | 567,6 | 562,4 | 560,8 | 555,2 | 549,7 | 540,6 | 529,9 | 517,6 | 503,2 | -2,8 | -8,5 |
| -natural persons | 404,7 | 400,2 | 396,8 | 393,3 | 388,5 | 383,6 | 374,7 | 363,9 | 351,4 | -12,5 | -37,1 |
| -legal person | 163,0 | 162,2 | 164,0 | 161,9 | 161,2 | 157,0 | 155,2 | 153,8 | 151,8 | -2,0 | -9,4 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Number of lines | 559,9 | 554,6 | 553,4 | 547,4 | 541,4 | 531,7 | 521,9 | 509,8 | 495,8 |
| „Telia Lietuva“, AB | 91,31 | 91,17 | 90,24 | 89,75 | 89,37 | 89,43 | 89,06 | 88,90 | 88,84 |
| Other providers | 8,69 | 8,83 | 9,76 | 10,25 | 10,63 | 10,57 | 10,94 | 11,10 | 11,16 |
| Number of service users | 567,6 | 562,4 | 560,8 | 555,2 | 549,7 | 540,6 | 529,9 | 517,6 | 503,2 |
| „Telia Lietuva“, AB | 90,1 | 89,9 | 89,0 | 88,5 | 88,0 | 88,0 | 87,7 | 87,5 | 87,5 |
| UAB „CSC Telecom“ | 2,7 | 2,7 | 3,4 | 3,7 | 3,7 | 3,8 | 4,0 | 4,2 | 3,8 |
| UAB „Baltnetos komunikacijos“ | 2,0 | 2,0 | 2,2 | 2,2 | 2,4 | 2,1 | 2,2 | 2,2 | 2,3 |
| UAB „Nacionalinis telekomunikacijų tinklas“ | 2,8 | 2,8 | 3,0 | 3,0 | 3,2 | 3,3 | 3,4 | 3,6 | 3,7 |
| Oter providers | 2,5 | 2,5 | 2,4 | 2,6 | 2,6 | 2,8 | 2,7 | 2,5 | 2,6 |

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

| Service providers | Transferred to network | Transferred from network | Difference |
|---|------------------------|--------------------------|------------|
| UAB „Nacionalinis telekomunikacijų tinklas“ | 541 | 30 | 511 |
| AB Lietuvos radio ir televizijos centras | 294 | 20 | 274 |
| UAB „Mediafon Carrier Services“ | 201 | 59 | 142 |

| | | | |
|----------------------|--------------|-------|--------|
| UAB „CSC Telecom“ | 558 | 498 | 60 |
| UAB „EcoFon“ | 24 | 0 | 24 |
| UAB „Tele2“ | 2 | 0 | 2 |
| UAB „Teledema SIP“ | 1 | 0 | 1 |
| Voxbone SA | 0 | 13 | -13 |
| „Telia Lietuva“, AB | 275 | 1.276 | -1.001 |
| All providers | 1.693 | | |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II |
|------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| „Telia Lietuva“, AB | 511,2 | 505,6 | 499,3 | 491,3 | 483,9 | 475,5 | 464,8 | 453,2 | 440,5 |
| Twisted metallic pair lines | 81,7 | 80,7 | 79,9 | 79,3 | 78,8 | 78,4 | 77,9 | 79,8 | 79,1 |
| Fibre communication lines | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 10,5 | 11,2 |
| Wireless communication lines | 4,4 | 4,3 | 4,3 | 4,3 | 4,3 | 4,2 | 4,2 | 4,3 | 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 | 8,3 | 9,3 | 10,2 | 10,8 | 11,4 | 12,0 | 12,4 | 0,0 | 0,0 |
| ISDN channels | 5,6 | 5,6 | 5,6 | 5,5 | 5,5 | 5,4 | 5,4 | 5,4 | 5,4 |
| Other providers | 48,7 | 49,0 | 54,0 | 56,1 | 57,6 | 56,2 | 57,1 | 56,6 | 55,3 |
| Twisted metallic pair lines | 28,4 | 28,2 | 25,5 | 24,6 | 24,0 | 24,8 | 25,2 | 25,3 | 26,3 |
| 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 | 0,0 | 0,1 | 0,1 | 0,1 | 0,1 | 2,6 | 37,4 |
| Coaxial cable lines | 9,4 | 9,9 | 9,6 | 9,4 | 9,3 | 9,6 | 9,5 | 9,6 | 9,9 |
| STP/UTP lines | 50,5 | 50,3 | 47,7 | 46,5 | 47,6 | 45,7 | 45,5 | 41,9 | 43,0 |
| ISDN channels | 11,6 | 11,6 | 17,2 | 19,5 | 19,0 | 19,7 | 19,6 | 20,5 | 17,6 |
| All providers | 559,9 | 554,6 | 553,4 | 547,4 | 541,4 | 531,7 | 521,9 | 509,8 | 495,8 |
| Twisted metallic pair lines | 77,0 | 76,1 | 74,6 | 73,7 | 73,0 | 72,7 | 72,2 | 73,7 | 73,2 |
| Fibre communication lines | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 9,4 | 9,9 |
| Wireless communication lines | 4,0 | 4,0 | 3,9 | 3,9 | 3,9 | 3,8 | 3,8 | 4,1 | 4,2 |
| Coaxial cable lines | 0,8 | 0,9 | 0,9 | 1,0 | 1,0 | 1,0 | 1,0 | 1,1 | 1,1 |
| STP/UTP lines | 12,0 | 12,9 | 13,9 | 14,5 | 15,3 | 15,6 | 16,0 | 4,7 | 4,8 |
| ISDN channels | 6,2 | 6,1 | 6,7 | 7,0 | 6,9 | 6,9 | 7,0 | 7,1 | 6,8 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------|---------------|
| „Telia Lietuva“, AB | 200,8 | 183,4 | 196,0 | 201,3 | 178,5 | 161,9 | 173,4 | 173,3 | 156,6 | -9,6 | -12,2 |
| Other providers | 15,9 | 16,4 | 17,7 | 19,9 | 21,0 | 20,2 | 22,6 | 21,4 | 19,5 | -8,8 | -7,1 |
| All providers | 216,6 | 199,8 | 213,7 | 221,2 | 199,4 | 182,1 | 196,0 | 194,7 | 176,1 | -9,5 | -11,7 |

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

| | Total duration of calls, mill. min. | Market share | Quarterly change | Annual change |
|---|-------------------------------------|--------------|------------------|---------------|
| International calls | 10,4 | 57,0 | -3,7 | 6,1 |
| - UAB „Baltnetos komunikacijos“ | | 18,2 | -6,8 | 6,4 |
| - UAB „TCG Telecom“ | | 16,6 | 2,3 | -2,3 |
| - UAB „CSC Telecom“ | | 15,2 | 1,3 | 4,9 |
| - UAB „Nacionalinis telekomunikacijų tinklas“ | | 2,4 | 0,1 | -0,5 |
| - Other providers | | 4,5 | -0,7 | -2,5 |
| Calls in own network (national calls) | 113,8 | 7,4 | 0,4 | -14,5 |
| - UAB „Nacionalinis telekomunikacijų tinklas“ | | 3,4 | 0,2 | -6,0 |
| - Other providers | | 4,0 | 0,2 | -8,5 |
| Calls to mobile networks | 48,8 | 10,3 | 0,4 | -0,9 |
| - UAB „CSC Telecom“ | | 3,6 | 0,2 | -0,6 |
| - UAB „Nacionalinis telekomunikacijų tinklas“ | | 4,0 | 0,2 | 0,6 |
| - Kiti teikėjai | | 2,7 | 0,0 | -0,9 |
| All calls | 176,1 | 11,0 | 0,0 | 0,5 |
| - UAB „Nacionalinis telekomunikacijų tinklas“ | | 3,4 | 0,1 | 0,5 |
| - UAB „CSC Telecom“ | | 2,6 | 0,2 | -0,5 |
| - Other providers i | | 5,0 | 1,8 | 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 IIQ – 2017 IIQ.

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|------------------------------------|------------|------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|------------------|---------------|
| Calls in own network | 0,5 | 0,5 | 0,7 | 0,8 | 1,0 | 1,1 | 1,2 | 1,3 | 1,3 | -5,1 | 31,2 |
| International calls | 1,4 | 1,5 | 1,6 | 1,5 | 2,4 | 2,5 | 3,6 | 4,3 | 2,9 | -30,8 | 23,8 |
| Calls to mobile networks | 3,7 | 1,9 | 2,2 | 2,4 | 2,3 | 2,5 | 2,6 | 2,8 | 3,1 | 8,7 | 33,0 |
| Calls to other fixed networks | 2,7 | 4,5 | 5,1 | 5,4 | 5,2 | 4,8 | 5,3 | 5,4 | 4,7 | -11,9 | -9,7 |
| Calls to short and service numbers | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,1 | 0,1 | -13,3 | - |
| Total duration of calls | 8,4 | 8,4 | 9,5 | 10,2 | 10,9 | 10,9 | 12,7 | 13,8 | 12,0 | -12,9 | 10,7 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|----------------------------|---------|----------|---------|--------|---------|----------|---------|--------|---------|------------------|---------------|
| „Telia Lietuva“, AB | 130,9 | 120,9 | 130,8 | 136,6 | 122,9 | 113,5 | 124,4 | 127,5 | 118,5 | -9,0 | -4,4 |
| • Consumers | 136,7 | 124,7 | 135,1 | 142,8 | 125,4 | 116,2 | 127,6 | 130,1 | 120,8 | -9,4 | -4,6 |
| • Other service users | 112,5 | 108,9 | 117,2 | 117,0 | 115,2 | 104,9 | 114,2 | 119,2 | 111,6 | -7,6 | -3,6 |
| Other providers | 93,7 | 96,1 | 96,0 | 103,6 | 106,1 | 103,5 | 115,7 | 110,4 | 103,6 | -6,8 | -2,6 |
| • Consumers | 59,0 | 60,3 | 70,8 | 76,5 | 78,7 | 77,5 | 86,5 | 84,7 | 90,9 | 6,2 | 12,1 |
| • Other service users | 107,0 | 110,1 | 106,0 | 116,1 | 118,7 | 116,5 | 129,9 | 122,3 | 109,1 | -13,3 | -9,6 |
| All providers | 127,2 | 118,4 | 127,0 | 132,8 | 120,9 | 112,3 | 123,3 | 125,4 | 116,6 | -8,7 | -4,3 |
| • Consumers | 133,7 | 122,2 | 132,3 | 139,4 | 122,9 | 114,0 | 125,2 | 127,6 | 119,1 | -8,4 | -3,7 |
| • Other service users | 111,1 | 109,2 | 114,2 | 116,7 | 116,2 | 108,1 | 118,7 | 120,1 | 110,9 | -9,2 | -5,3 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------|---------------|
| Telia Lietuva, AB | 11,38 | 11,13 | 10,91 | 10,60 | 10,37 | 10,07 | 9,90 | 9,64 | 9,32 | -3,3 | -10,1 |
| Other providers | 0,68 | 0,70 | 0,68 | 0,75 | 0,77 | 0,79 | 0,90 | 0,90 | 0,85 | -5,7 | 10,3 |
| All providers | 12,07 | 11,83 | 11,59 | 11,35 | 11,13 | 10,86 | 10,80 | 10,54 | 10,16 | -3,5 | -8,7 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|---------|---------|----------|---------|--------|---------|----------|---------|--------|---------|------------------|---------------|
| Revenue | 0,38 | 0,41 | 0,41 | 0,41 | 0,43 | 0,46 | 0,55 | 0,64 | 0,60 | 8,2 | 46,6 |

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

| 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) | 2,69 | 100,0 | - | - | - | 0,0 |
| To short and service numbers | 0,33 | 95,3 | 3,3 | - | - | 1,4 |
| To other fixed networks | 0,18 | 64,2 | 4,9 | 20,8 | 2,5 | 7,7 |
| To other mobile networks | 1,04 | 90,2 | 3,3 | 3,3 | - | 3,2 |
| International | 0,89 | 60,4 | 9,6 | 15,7 | 7,9 | 6,4 |
| Total revenue from calls | 5,13 | 91,71 | 1,90 | 2,08 | - | 4,30 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|---------------------|---------|----------|---------|--------|---------|----------|---------|--------|---------|------------------|---------------|
| „Telia Lietuva“, AB | 7,41 | 7,32 | 7,27 | 7,18 | 7,13 | 7,04 | 7,09 | 7,08 | 7,04 | -0,6 | -1,2 |
| Other | 3,93 | 3,96 | 3,57 | 3,82 | 3,69 | 3,85 | 4,39 | 4,61 | 4,47 | -3,0 | 21,2 |

| providers | | | | | | | | | | | |
|---------------|------|------|------|------|------|------|------|------|------|------|-----|
| All providers | 7,06 | 6,98 | 6,86 | 6,79 | 6,71 | 6,66 | 6,76 | 6,77 | 6,72 | -0,8 | 0,1 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|---------------------------|---------|----------|---------|--------|---------|----------|---------|--------|---------|------------------|---------------|
| National call | | | | | | | | | | | |
| „Telia Lietuva“, AB | 2,40 | 2,64 | 2,45 | 2,29 | 2,55 | 2,71 | 2,46 | 2,64 | 2,88 | 9,4 | 13,2 |
| Other providers | 1,80 | 1,51 | 1,33 | 1,38 | 1,31 | 1,39 | 1,33 | 0,84 | 0,95 | 13,1 | -27,5 |
| All providers | 2,37 | 2,57 | 2,38 | 2,23 | 2,46 | 2,61 | 2,37 | 2,51 | 2,74 | 9,2 | 11,7 |
| International call | | | | | | | | | | | |
| „Telia Lietuva“, AB | 11,58 | 12,20 | 11,38 | 12,27 | 12,16 | 12,97 | 12,12 | 11,37 | 11,26 | -0,9 | -7,4 |
| Other providers | 8,52 | 8,54 | 8,10 | 6,07 | 5,26 | 5,71 | 6,15 | 11,71 | 10,59 | -9,6 | 101,5 |
| All providers | 10,66 | 11,02 | 10,35 | 9,35 | 8,64 | 9,04 | 8,72 | 11,51 | 10,99 | -4,5 | 27,1 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II |
|---|---------|----------|---------|--------|---------|----------|---------|--------|---------|
| Number of payphones, units | 528,5 | 541,2 | 527,1 | 522,3 | 664,0 | 695,6 | 690,8 | 241,4 | 229,3 |
| • in cities | 240,8 | 235,4 | 230,4 | 214,1 | 260,2 | 235,4 | 222,0 | 190,5 | 184,3 |
| • in other areas | 42,87 | 57,73 | 37,57 | 33,89 | 59,49 | 64,01 | 58,31 | 15,56 | 20,94 |
| Duration of call by using prepaid cards, in thousand min. | 25,00 | 28,00 | 16,00 | 14,00 | 21,00 | 26,00 | 13,34 | 10,66 | 15,96 |
| Duration of calls by payphone, in thousand min. | 1.155 | 1.140 | 1.129 | 1.115 | 1.047 | 1.028 | 983 | 980 | 974 |
| During the month by payphone was spoken, min | 967 | 952 | 948 | 933 | 867 | 853 | 810 | 807 | 802 |
| Revenue from prepaid cards, thousand Eur | 188 | 188 | 181 | 182 | 180 | 175 | 173 | 173 | 172 |
| Number of payphones, units | 17,4 | 17,2 | 17,0 | 16,0 | 20,7 | 19,1 | 18,8 | 16,2 | 15,8 |

4.3. 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 IIQ with 2017 IQR.
 - Annual change – change comparing 2017 IIQ with 2016 IIQ.
- Revenue (unless otherwise stated) in the section 4.3.1 include total revenue from wholesale provision of public communications networks and public telephone services, in the section 4.3.1.1. - total revenue from the call termination in public mobile networks, in the section 4.3.1.2 - total revenue from the call termination in public fixed networks, in the section 4.3.2 - total revenue from call transit services.

2017 Q2: compared to the 2016 Q2:

- The duration of calls terminated in public mobile communication networks increased by 2,8%.
- The duration of calls terminated in public fixed communication networks decreased by 18,2%.
- The duration of transit calls increased by 1,5%.
- Revenue received from provision of wholesale public communications networks and public telephone services increased by 14,8%.

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|-------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------|---------------|
| Call termination in mobile networks | 10,49 | 10,52 | 10,53 | 12,57 | 14,74 | 11,44 | 11,04 | 10,69 | 11,00 | 2,83 | -25,41 |
| Call termination in fixed networks | 0,78 | 0,76 | 0,80 | 0,88 | 0,82 | 0,67 | 0,70 | 0,59 | 0,67 | 12,01 | -19,01 |
| Transit services | 15,31 | 17,87 | 16,66 | 15,84 | 16,43 | 18,10 | 19,92 | 17,87 | 22,56 | 26,24 | 37,30 |
| Roaming in | 1,47 | 1,44 | 0,98 | 1,09 | 1,59 | 2,26 | 1,31 | 2,15 | 2,57 | 19,72 | 61,27 |
| Other revenue | 3,95 | 3,64 | 3,70 | 4,99 | 0,99 | 2,91 | 3,26 | 2,91 | 2,92 | 0,07 | 195,11 |
| Total revenue | 31,99 | 34,22 | 32,67 | 35,36 | 34,58 | 35,39 | 36,23 | 34,22 | 39,71 | 16,04 | 14,84 |

4.3.1. Call termination services

4.3.1.1 Call termination in public mobile networks

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

| Service providers | Number | | Quarterly change | | Annual change | |
|-------------------|--------|----|------------------|---|---------------|---|
| | 5 | -1 | 0 | 0 | 0 | 0 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|---|---------|----------|---------|--------|---------|----------|---------|--------|---------|------------------|---------------|
| From public fixed communication networks | 53,2 | 52,5 | 55,9 | 58,3 | 59,0 | 55,7 | 60,8 | 53,4 | 54,4 | 1,9 | -7,8 |
| From public mobile communication networks | 783,4 | 778,5 | 785,9 | 798,6 | 825,6 | 816,8 | 827,3 | 828,8 | 851,4 | 2,7 | 3,1 |

| | | | | | | | | | | | |
|------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|------------|------------|
| From foreign countries | 76,4 | 80,5 | 82,9 | 82,0 | 94,9 | 96,7 | 98,1 | 89,0 | 100,9 | 13,4 | 6,4 |
| Total duration | 913,1 | 911,5 | 924,8 | 938,8 | 979,5 | 969,3 | 986,2 | 971,2 | 1006,7 | 3,7 | 2,8 |

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

| Service providers | Market share | Quarterly change | Annual change |
|-------------------------|--------------|------------------|---------------|
| UAB „Tele2“ | 41,1 | 0,0 | -0,2 |
| „Telia Lietuva“, AB | 32,0 | -0,2 | 0,3 |
| UAB „Bitė Lietuva“ | 26,6 | 0,2 | -0,3 |
| Other service providers | 0,2 | 0,0 | 0,2 |

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

| Service providers | Market share | Quarterly change | Annual change |
|-------------------------|--------------|------------------|---------------|
| UAB „Tele2“ | 40,1 | 0,8 | 1,8 |
| „Telia Lietuva“, AB | 32,5 | -1,1 | -2,9 |
| UAB „Bitė Lietuva“ | 27,0 | 0,2 | 1,3 |
| Other service providers | 0,5 | 0,1 | -0,2 |

4.3.1.2 Call termination in public fixed networks

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

| Service providers | Number | | Quarterly change | | Annual change | |
|-------------------|--------|---|------------------|--|---------------|--|
| | 7 | 0 | | | -1 | |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|---|-------------|-------------|--------------|--------------|--------------|--------------|--------------|-------------|-------------|------------------|---------------|
| From public fixed communication networks | 18,1 | 15,2 | 16,5 | 21,2 | 21,3 | 19,6 | 22,2 | 22,4 | 19,7 | -11,7 | -7,5 |
| From public mobile communication networks | 66,6 | 64,9 | 68,3 | 75,0 | 75,0 | 72,3 | 76,5 | 59,7 | 59,3 | -0,7 | -20,9 |
| From foreign countries | 14,9 | 16,1 | 16,6 | 13,3 | 11,5 | 9,8 | 9,8 | 8,9 | 9,2 | 2,9 | -20,4 |
| Total duration | 99,6 | 96,2 | 101,4 | 109,5 | 107,8 | 101,7 | 108,5 | 91,0 | 88,2 | -3,0 | -18,2 |

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

| Service providers | Duration of calls | | Quarterly change | | Annual change | |
|-----------------------|-------------------|--|------------------|--|---------------|--|
| „Telia Lietuva“, AB | 68,5 | | -2,3 | | -22,1 | |
| Other providers | 19,7 | | -5,4 | | -0,9 | |
| Total duration | 88,2 | | -3,0 | | -18,2 | |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|----------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|------------------|---------------|
| „Telia Lietuva“, AB | 0,67 | 0,64 | 0,68 | 0,59 | 0,53 | 0,54 | 0,55 | 0,51 | 0,49 | -2,9 | -6,8 |
| Other providers | 0,12 | 0,11 | 0,12 | 0,29 | 0,28 | 0,14 | 0,15 | 0,09 | 0,18 | 96,6 | -38,2 |
| All providers | 0,78 | 0,76 | 0,80 | 0,88 | 0,81 | 0,67 | 0,70 | 0,59 | 0,67 | 12,0 | -17,8 |

4.3.2. Transit services

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

| Service providers | Number | | Quarterly change | | | | Annual change | |
|-------------------|--------|--|------------------|--|--|---|---------------|--|
| | 11 | | -1 | | | 0 | | |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Pokytis per ketv. | Pokytis per metus |
|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------------|-------------------|
| From Lithuania to Lithuania | 69,1 | 57,9 | 75,3 | 79,6 | 91,2 | 86,4 | 101,3 | 2,2 | 2,3 | 4,3 | - |
| From Lithuania to abroad | x | x | x | x | x | x | x | 45,7 | 36,0 | -21,1 | - |
| From abroad to Lithuania | x | x | x | x | x | x | x | 129,4 | 122,7 | -5,2 | - |
| From abroad to abroad | 329,0 | 323,3 | 370,6 | 335,5 | 323,3 | 318,2 | 303,6 | 251,9 | 259,9 | 3,2 | - |
| Total duration | 398,1 | 381,2 | 445,9 | 415,0 | 414,5 | 404,6 | 404,9 | 429,2 | 420,9 | -1,9 | 1,5 |

Table 52. The structure of forwarded calls by call direction and by service providers, %, 2017 IIQ

| | „Telia Lietuva“, AB | UAB „Bitė Lietuva“ | UAB „EcoFon“ | UAB „Mediafon Carrier Services“ | Voxbone SA | UAB „Raystorm“ | UAB „Nacionalinis telekomunikacijų tinklas“ | Other |
|-----------------------------|---------------------|--------------------|--------------|---------------------------------|------------|----------------|---|------------|
| From Lithuania to Lithuania | 23,0 | 3,6 | 10,4 | 23,9 | 38,2 | - | - | 0,8 |
| From Lithuania to abroad | 18,6 | 15,1 | - | - | - | 64,4 | | 1,9 |
| From abroad to Lithuania | 26,8 | 13,9 | 8,2 | 17,4 | - | - | 31,8 | 1,9 |
| From abroad to abroad | 40,0 | 6,0 | | 52,0 | - | - | - | 2,0 |
| Total duration | 34,2 | 9,0 | 3,0 | 37,4 | - | 6,0 | 9,3 | 1,1 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|---------|---------|----------|---------|--------|---------|----------|---------|--------|---------|------------------|---------------|
| Revenue | 15,31 | 17,87 | 16,66 | 15,84 | 16,43 | 18,10 | 19,92 | 17,87 | 22,56 | 26,2 | 37,3 |

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

| Service providers | Market share | Quarterly change | Annual change |
|---------------------------------|--------------|------------------|---------------|
| „Telia Lietuva“, AB | 64,1 | 21,9 | 20,9 |
| UAB „Mediafon Carrier Services“ | 26,5 | -13,5 | -17,1 |
| UAB „EcoFon“ | 2,7 | -7,2 | -4,4 |
| UAB „Bitė Lietuva“ | 4,0 | 0,1 | -0,1 |
| UAB „Raystorm“ | 2,2 | -1,1 | 0,6 |
| Other providers | 0,6 | -0,2 | 0,1 |

5. DATA TRANSMISSION SERVICES

5.1. 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 IIQ with 2017 IQ.
 - Annual change – change comparing 2017 IIQ with 2016 IIQ.

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

| Service providers | Number | | Quarterly change | | | | Annual change | | |
|-------------------|--------|--|------------------|--|--|--|---------------|--|--|
| | 90 | | -2 | | | | -12 | | |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------|---------------|
| Retail revenue | 39,61 | 41,41 | 42,77 | 44,25 | 46,09 | 49,09 | 50,86 | 50,87 | 52,98 | 4,15 | 14,97 |
| <i>Including: by using fixed communication technologies</i> | 23,58 | 23,77 | 24,47 | 24,68 | 24,86 | 24,86 | 25,20 | 24,30 | 23,85 | -1,9 | -4,1 |
| <i>By using mobile communication technologies</i> | 16,03 | 17,64 | 18,30 | 19,57 | 21,23 | 24,23 | 25,66 | 26,57 | 29,13 | 9,6 | 37,2 |
| <i>Including: retail roaming Internet access revenue</i> | - | - | - | - | - | - | - | 2,62 | 2,84 | 8,6 | - |
| Wholesale revenue | 3,68 | 2,13 | 2,47 | 1,38 | 1,34 | 2,15 | 1,91 | 1,36 | 1,78 | 31,20 | 32,66 |
| <i>Including: wholesale roaming Internet access revenue</i> | - | - | - | - | - | - | - | 0,10 | 0,20 | 101,0 | - |
| Total revenue | 43,28 | 43,54 | 45,24 | 45,64 | 47,43 | 51,23 | 52,77 | 52,23 | 54,76 | 4,85 | 15,47 |

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“ | 56,3 | 6,7 | 6,4 |
| „Telia Lietuva“, AB | 17,7 | -6,1 | -8,6 |
| UAB „Nacionalinis telekomunikacijų tinklas“ | 5,7 | -2,7 | -2,7 |
| UAB „Bitė Lietuva“ | 11,1 | - | - |
| UAB „Ektra“ | 3,6 | -1,1 | -0,6 |
| LATTELEKOM SIA filialas | 2,8 | -0,1 | -1,5 |
| Other providers | 2,8 | -0,5 | -4,0 |

Table 58. 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 | 306.500 | 3,4 | 17,9 |
| UAB „Bitė Lietuva“ | 81.920 | 33,3 | 33,3 |
| UAB „Nacionalinis telekomunikacijų tinklas“ | 51.200 | 0,0 | 0,0 |
| SIA „Lattelecom“ filialas | 29.822 | -0,2 | -0,9 |
| AB Lietuvos radio ir televizijos centras | 24.000 | 0,0 | - |
| UAB „Penkių kontinentų komunikacijų centras“ | 23.000 | 0,0 | 15,0 |
| KTU Informacinių technologijų plėtros institutas | 5.120 | 0,0 | 0,0 |
| Other | 3.510 | -60,7 | -39,6 |
| Total | 525.072 | 6,1 | 21,1 |

5.1.1. 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 IIQ with 2017 IQR.
 - Annual change – change comparing 2017 IIQ with 2016 IIQ.

2017 Q2: compared to the 2016 Q2:

- The number of service users declined by 8,9%.
- The number of users of fiber communication lines increased by 4,2%.
- The revenue grew by 2,7%.

Table 59. Number of service providers, in units, and their changes, in units, 2017 IIQ

| Service providers | Number | | Quarterly change | | Annual change | |
|-------------------|--------|--|------------------|--|---------------|--|
| | 89 | | -1 | | -11 | |

Table 60. The number of service users according to the technologies, in thousand units, and their changes, %, 2015 IIQ – 2017 IIQ

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------------|---------------|
| FTTx | 491,8 | 504,5 | 517,1 | 524,4 | 530,8 | 536,9 | 545,3 | 551,3 | 553,1 | 0,3 | 4,2 |
| FTTB ¹ | 289,6 | 293,2 | 297,7 | 299,2 | 299,7 | 300,4 | 303,2 | 303,3 | 300,7 | -0,8 | 0,3 |
| FTTH ² | 202,2 | 211,3 | 219,4 | 225,2 | 231,1 | 236,6 | 242,2 | 248,1 | 252,4 | 1,8 | 9,2 |
| via mobile network | 328,8 | 341,0 | 353,9 | 369,9 | 383,5 | 395,5 | 417,1 | 291,0 | 319,2 | 9,7 | -16,8 |
| xDSL | 167,9 | 166,3 | 165,2 | 163,8 | 162,1 | 160,2 | 157,3 | 153,2 | 149,5 | -2,4 | -7,8 |
| wireless communication | 106,8 | 108,8 | 108,8 | 112,4 | 112,2 | 114,1 | 114,6 | 72,9 | 63,3 | -13,1 | -43,5 |
| WiMAX | 55,1 | 55,2 | 54,2 | 51,4 | 46,5 | 38,7 | 30,1 | 20,7 | 13,1 | -36,7 | -71,9 |
| Wi Fi | 45,2 | 48,9 | 48,9 | 50,6 | 50,2 | 51,3 | 51,0 | 49,5 | 48,2 | -2,6 | -4,1 |
| Other wireless | 6,5 | 4,7 | 5,7 | 10,4 | 15,5 | 24,1 | 33,6 | 2,2 | 2,1 | -4,3 | -86,6 |
| CaTV network | 35,3 | 34,6 | 32,0 | 31,6 | 30,4 | 30,5 | 29,9 | 26,8 | 26,0 | -3,2 | -14,8 |
| UTP and STP lines | 11,2 | 10,1 | 9,8 | 9,8 | 9,6 | 9,8 | 10,2 | 8,5 | 8,6 | 0,4 | -10,6 |
| Other lines | 0,4 | 0,4 | 0,4 | 0,4 | 0,4 | 0,5 | 0,5 | 0,5 | 0,5 | -2,3 | 5,5 |
| Total | 1142,3 | 1165,7 | 1187,1 | 1212,3 | 1229,0 | 1247,4 | 1274,8 | 1104,2 | 1120,2 | 1,4 | -8,9 |

Table 61. The service penetration, %, and its changes, in percentage points, 2015 IIQ – 2017 IIQ

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|--|---------|----------|---------|--------|---------|----------|---------|--------|---------|------------------|---------------|
| Per 100 population: | | | | | | | | | | | |
| Internet access:: | 39,4 | 40,3 | 41,1 | 42,1 | 42,8 | 43,6 | 44,7 | 39,0 | 39,7 | 0,7 | -3,1 |
| • via mobile network | 11,3 | 11,8 | 12,2 | 12,9 | 13,4 | 13,8 | 14,6 | 10,3 | 11,3 | 1,0 | -2,0 |
| • via fixed network | 28,0 | 28,5 | 28,8 | 29,3 | 29,5 | 29,8 | 30,1 | 28,7 | 28,4 | -0,3 | -1,1 |
| Per 100 households: | | | | | | | | | | | |
| Internet access, by using fixed communication technologies | 63,3 | 64,4 | 64,5 | 64,8 | 66,0 | 66,7 | 67,4 | 64,3 | 63,6 | -0,7 | -2,4 |

¹ Fiber to the Building, FTTB

² Fiber to the Home, FTTH

Table 62. The number of service users by service providers, %., and changes of market shares, in percentage points, 2017 IIQ

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

Table 63. The structure of revenue, according to technologies, mill. Eur, and their changes, %, 2015 IIQ – 2017 II.

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|------------------------|---------|----------|---------|--------|---------|----------|---------|--------|---------|------------------|---------------|
| FTTx | 14,28 | 14,59 | 15,43 | 15,71 | 16,07 | 16,19 | 16,44 | 16,62 | 16,51 | -0,65 | 2,76 |
| FTTB | 6,69 | 6,78 | 6,92 | 6,95 | 7,01 | 6,94 | 6,92 | 6,96 | 6,72 | -3,42 | -4,06 |
| FTTH | 7,59 | 7,81 | 8,50 | 8,76 | 9,06 | 9,25 | 9,52 | 9,66 | 9,79 | 1,34 | 8,03 |
| Via mobile network | 5,10 | 5,44 | 5,67 | 5,92 | 6,15 | 6,57 | 7,12 | 7,56 | 8,00 | 5,88 | 30,07 |
| xDSL | 5,05 | 4,96 | 4,85 | 4,75 | 4,68 | 4,61 | 4,51 | 4,37 | 4,26 | -2,38 | -8,95 |
| Wireless communication | 3,12 | 3,13 | 3,16 | 3,15 | 3,10 | 3,21 | 3,22 | 2,31 | 2,09 | -9,64 | -32,70 |
| WIMAX | 1,18 | 1,18 | 1,10 | 1,01 | 0,89 | 0,74 | 0,56 | 0,40 | 0,26 | -35,53 | -70,70 |
| Wi-Fi | 1,66 | 1,74 | 1,75 | 1,82 | 1,78 | 1,83 | 1,83 | 1,82 | 1,76 | -3,22 | -0,92 |
| Other wireless | 0,28 | 0,21 | 0,30 | 0,32 | 0,44 | 0,64 | 0,83 | 0,09 | 0,07 | -24,52 | -85,03 |
| CaTV network | 0,59 | 0,58 | 0,54 | 0,60 | 0,53 | 0,52 | 0,51 | 0,44 | 0,42 | -4,71 | -20,13 |
| UTP ir STP lines | 0,22 | 0,20 | 0,19 | 0,18 | 0,18 | 0,18 | 0,19 | 0,24 | 0,21 | -13,18 | 16,23 |
| Other lines | 0,32 | 0,31 | 0,31 | 0,29 | 0,29 | 0,15 | 0,33 | 0,31 | 0,35 | 11,20 | 20,43 |
| Total | 28,67 | 29,21 | 30,14 | 30,60 | 31,01 | 31,43 | 32,32 | 31,86 | 31,85 | -0,03 | 2,72 |

Table 64. The structure of revenue by service providers, %, and changes of market shares, in percentage points, 2017 IIQ

| Service providers | Market share | Quarterly change | Annual change |
|--|--------------|------------------|---------------|
| „Telia Lietuva“, AB | 53,02 | 0,3 | -1,22 |
| UAB „Bitė Lietuva“ | 9,43 | 0,49 | 0,9 |
| AB Lietuvos radiojo ir televizijos centras | 7,18 | 0,21 | 0,38 |
| UAB „Cgates“ | 5,84 | -0,53 | 1 |
| UAB „Tele2“ | 4,88 | 0,03 | 2,17 |
| UAB „Init“ | 3,47 | -0,15 | -0,55 |
| UAB „Balticum TV“ | 2,8 | 0,01 | -0,12 |
| UAB „Baltinetos komunikacijos“ | 2,45 | 0,03 | 0,02 |
| „Splius“, UAB | 2,42 | 0,07 | 0 |
| UAB „Penkių kontinentų komunikacijų centras“ | 2,15 | -0,17 | -0,44 |
| Other providers | 6,36 | -0,29 | -0,13 |

Table 65. ARPU according to the manner of access, Eur per month, and their changes, Eur per month, 2017 IIQ

| Manner of access | ARPU | Quarterly change | Annual change |
|-------------------------|--------|------------------|---------------|
| FTTx | 9,95 | -0,98 | -1,37 |
| Via mobile network | 8,36 | -3,48 | 56,52 |
| xDSL | 9,51 | 0,02 | -1,26 |
| Wireless communications | 10,99 | 3,99 | 19,24 |
| CaTV network | 5,43 | -1,54 | -6,37 |
| UTP and STP lines | 8,19 | -13,56 | 29,95 |
| Other lines | 254,22 | 13,87 | 14,12 |
| In all ways | 9,48 | -1,45 | 12,71 |

Table 66. The number of public Wi-Fi zones and the number of registered WiMAX central stations, unis, and their changes, in units, 2015 IIQ – 2017 II.

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

5.1.2. 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 Q2: compared to the 2016 Q2:

- The number of active SIM cards increased by 1,0%.
- The number of active SIM cards providing access to Internet services using LTE technology increased by 79,8%.
- Revenue grew by 37,2%.
- Revenue, when is applied non-telephony, but for provision of Internet access services plan, increased by 30,1%.
- The amount of sent and received data increased more than 3 times.*

*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 IIQ

| | Number | Quarterly change | Annual change |
|-------------------|--------|------------------|---------------|
| Service providers | 7 | 0 | 1 |

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

| | SIM cards | Quarterly change | Annual change |
|--|-----------|------------------|---------------|
| Total number of SIM cards used for provision Internet access services | 2254,8 | 3,7 | 1,0 |
| - including: using LTE and faster data transfer technologies | 1490,9 | 12,2 | 79,8 |
| 1. SIM cards, used for provision Internet access services, when is paid for the amount sent/received data | 234,9 | 7,7 | |
| - including: using LTE and faster data transfer technologies | 91,5 | 14,5 | |
| 2. SIM cards, used for provision Internet access services, when is used non-telephony, but Internet access payment plan * | 319,2 | 9,7 | |
| - including: using LTE and faster data transfer technologies | 166,5 | 14,1 | |
| 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. | 1804,3 | 22,7 | |
| - including: using LTE and faster data transfer technologies | 390,0 | 1,5 | |

* 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 IIQ

| Service providers | Market share | Quarterly change | Annual change |
|---|--------------|------------------|---------------|
| UAB „Tele2“ | 34,0 | 0,1 | -6,2 |
| „Telia Lietuva“, AB | 32,1 | -0,2 | 1,4 |
| UAB „Bitė Lietuva“ | 29,7 | -0,3 | 2,4 |
| AB Lietuvos radijo ir televizijos centras | 2,2 | 0,4 | 2,2 |
| Other service providers | 1,9 | -1,8 | 0,2 |

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 IIQ

| Service providers | Market share | Quarterly change | Annual change |
|--|--------------|------------------|---------------|
| „Telia Lietuva“, AB | 35,8 | -2,8 | -13,5 |
| UAB „Bitė Lietuva“ | 28,4 | -1,3 | -12,9 |
| UAB „Tele2“ | 19,4 | 2,2 | 10,3 |
| AB Lietuvos radio ir televizijos centras | 15,6 | 1,9 | 15,6 |
| Other service providers | 0,8 | -0,1 | 0,5 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|---|---------|----------|---------|--------|---------|----------|---------|--------|---------|------------------|---------------|
| Revenue | 16,03 | 17,64 | 18,30 | 19,57 | 21,23 | 24,23 | 25,66 | 26,57 | 29,13 | 9,6 | 37,2 |
| • including: for Internet access services, when is used non-telephony, but Internet access payment plan | 5,10 | 5,44 | 5,67 | 5,92 | 6,15 | 6,57 | 7,12 | 7,56 | 8,00 | 5,9 | 30,1 |

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

| Service providers | Market share | Quarterly change | Annual change |
|--|--------------|------------------|---------------|
| UAB „Tele2“ | 35,27 | 1,55 | 6,41 |
| „Telia Lietuva“, AB | 32,76 | -1,73 | -5,86 |
| UAB „Bitė Lietuva“ | 27,35 | -0,48 | -4,58 |
| AB Lietuvos radio ir televizijos centras | 3,76 | 0,60 | 3,76 |
| Other service providers | 0,86 | 0,06 | 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 IIQ

| 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“ | 13.566 | 17,50 | 11.589 | 21,89 | 6180,7 | 13,0 |
| AB Lietuvos radio ir televizijos centras | 11.879 | 21,86 | 11.879 | 21,86 | 83193,3 | -2,1 |
| „Telia Lietuva“, AB | 9.120 | 14,03 | 7.698 | 54,49 | 4401,0 | 10,6 |
| UAB „Bitė Lietuva“ | 8.137 | 12,09 | 5.835 | 39,74 | 4245,8 | 9,3 |
| Other service providers | 176 | 16,97 | 21 | -71,00 | 1414,5 | 7,7 |
| All providers | 42.878 | 16,83 | 37.023 | 29,96 | 6646,7 | 12,6 |

5.1.3. 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 Q2: compared to the 2016 Q2:

- The number of service users decreased by 5,3%.
- The number of the service users that used Internet speeds bigger than 100 Mbps increased by 14,3%.
- The revenue fell by 4,1%.

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

| Service providers | Number | Quarterly change | Annual change |
|-------------------|--------|------------------|---------------|
| Service providers | 85 | -1 | -13 |

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

| | FTTx | Wireless communications | CaTV network | xDSL |
|--|-----------|-------------------------|--------------|----------|
| „Telia Lietuva“, AB | 46,0 | - | - | 99,3 |
| UAB „Cgates“ | 19,4 | 2,8 | 4,3 | |
| „Splius“, UAB | 6,1 | 2,8 | 12,3 | |
| UAB „Balticum TV“ | 6,0 | 6,8 | 4,1 | |
| UAB „Init“ | 5,2 | | 74,7 | |
| UAB „Penkių kontinentų komunikacijų centras“ | 5,3 | | | |
| UAB „Kauno interneto sistemos“ | 2,5 | | | |
| AB Lietuvos radiojo ir televizijos centras | | 61,9 | | |
| UAB „Baltinetos komunikacijos“ | | 2,4 | | |
| KLI LT, UAB | | 3,6 | | |
| Other providers | 9,5 | 19,8 | 4,6 | 0,7 |
| Total number of providers | 55 | 58 | 10 | 6 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|-------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------|---------------|
| FTTx | 491,8 | 504,5 | 517,1 | 524,4 | 530,8 | 536,9 | 545,3 | 551,3 | 553,1 | 0,3 | 4,2 |
| xDSL | 167,9 | 166,3 | 165,2 | 163,8 | 162,1 | 160,2 | 157,3 | 153,2 | 149,5 | -2,4 | -7,8 |
| Wireless communications | 106,8 | 108,8 | 108,8 | 112,4 | 112,2 | 114,1 | 114,6 | 72,9 | 63,3 | -13,1 | -43,5 |
| CaTV network | 35,3 | 34,6 | 32,0 | 31,6 | 30,4 | 30,5 | 29,9 | 26,8 | 26,0 | -3,2 | -14,8 |
| UTP ir STP lines | 11,2 | 10,1 | 9,8 | 9,8 | 9,6 | 9,8 | 10,2 | 8,5 | 8,6 | 0,4 | -10,6 |
| Other lines | 0,4 | 0,4 | 0,4 | 0,4 | 0,4 | 0,5 | 0,5 | 0,5 | 0,5 | -2,3 | 5,5 |
| Total | 813,5 | 824,7 | 833,3 | 842,3 | 845,6 | 851,9 | 857,8 | 813,2 | 801,0 | -1,5 | -5,3 |

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

| Service providers | Market share | Quarterly change | Annual change |
|--|--------------|------------------|---------------|
| „Telia Lietuva“, AB | 50,4 | 0,9 | 3,5 |
| UAB „Cgates“ | 13,7 | 0,2 | 4,8 |
| UAB „Init“ | 6,0 | 0,0 | 0,0 |
| AB Lietuvos radiojo ir televizijos centras | 4,9 | -1,0 | -5,3 |
| „Splius“, UAB | 4,8 | 0,0 | 0,4 |
| UAB „Balticum TV“ | 4,8 | 0,2 | 0,1 |
| UAB „Penkių kontinentų komunikacijų centras“ | 3,7 | -0,2 | -0,1 |
| Other providers | 11,6 | -0,1 | -3,6 |

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

| | FTTB | FTTH | xDSL | Wireless communications | CaTV network | UTP/STP | By other means | Total |
|--------------------------|----------------|----------------|----------------|-------------------------|---------------|--------------|----------------|----------------|
| More than 100 Mbps | 227.031 | 100.465 | 0 | 4 | 8.952 | 94 | 43 | 336.589 |
| From 30 Mbps to 100 Mbps | 60.001 | 151.632 | 1 | 392 | 8.519 | 3.785 | 70 | 224.400 |
| From 10 Mbps to 30 Mbps | 9.610 | 253 | 59.240 | 23.505 | 3.649 | 2.378 | 104 | 98.739 |
| From 2Mbps to 10 Mbps | 3.481 | 55 | 90.229 | 33.110 | 2.722 | 2.074 | 161 | 131.832 |
| Until 2 Mbps | 601 | 4 | 31 | 6.316 | 2.109 | 253 | 80 | 9.394 |
| Total | 300.724 | 252.409 | 149.501 | 63.327 | 25.951 | 8.584 | 458 | 800.954 |

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

| Speed | Market share | Quarterly change | Annual change | Share of all households | Quarterly change | Annual change |
|--------------------------|--------------|------------------|---------------|-------------------------|------------------|---------------|
| Until 2 Mbps | 1,2 | -0,1 | -0,6 | 0,7 | 0,0 | -0,5 |
| From 2Mbps to 10 Mbps | 16,5 | -1,2 | -5,3 | 10,5 | -0,9 | -3,9 |
| From 10 Mbps to 30 Mbps | 12,3 | -0,1 | -2,8 | 7,8 | -0,1 | -2,2 |
| From 30 Mbps to 100 Mbps | 28,0 | 0,3 | -14,5 | 17,8 | 0,0 | -10,3 |
| More than 100 Mbps s | 42,0 | 1,1 | 23,2 | 26,7 | 0,4 | 14,3 |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|-------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------|---------------|
| FTTx | 14,28 | 14,59 | 15,43 | 15,71 | 16,07 | 16,19 | 16,44 | 16,62 | 16,51 | -0,7 | 2,8 |
| xDSL | 5,05 | 4,96 | 4,85 | 4,75 | 4,68 | 4,61 | 4,51 | 4,37 | 4,26 | -2,4 | -8,9 |
| Wireless communications | 3,12 | 3,13 | 3,16 | 3,15 | 3,10 | 3,21 | 3,22 | 2,31 | 2,09 | -9,6 | -32,7 |
| CaTV network | 0,59 | 0,58 | 0,54 | 0,60 | 0,53 | 0,52 | 0,51 | 0,44 | 0,42 | -4,7 | -20,1 |
| UTP and STP lines | 0,22 | 0,20 | 0,19 | 0,18 | 0,18 | 0,18 | 0,19 | 0,24 | 0,21 | -13,2 | 16,2 |
| Other lines | 0,32 | 0,31 | 0,31 | 0,29 | 0,29 | 0,15 | 0,33 | 0,31 | 0,35 | 11,2 | 20,4 |
| Total | 23,58 | 23,77 | 24,47 | 24,68 | 24,86 | 24,86 | 25,20 | 24,30 | 23,85 | -1,9 | -4,1 |

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

| Service providers | Market share | Quarterly change | Annual change |
|--|--------------|------------------|---------------|
| „Telia Lietuva“, AB | 60,12 | 1,36 | 3,96 |
| UAB „Cgates“ | 7,78 | -0,56 | 1,74 |
| AB Lietuvos radiojo ir televizijos centras | 4,99 | -0,69 | -3,50 |
| UAB „Init“ | 4,64 | -0,11 | 1,00 |
| UAB „Balticum TV“ | 3,74 | 0,08 | -1,28 |
| UAB „Baltnetos komunikacijos“ | 3,27 | 0,10 | 0,24 |
| „Splius“, UAB | 3,24 | 0,15 | 0,22 |
| UAB „Penkių kontinentų komunikacijų centras“ | 2,87 | -0,18 | -0,37 |
| Other providers | 9,35 | -0,16 | -2,02 |

Table 82. The number of service users of Internet access services, provided using fixed broadband technologies, per 100 population in European countries, in units, 2017 IQ

| No. | European country | Penetration | Annual change | No. | European country | Penetration | Annual change | No. | European country | Penetration | Annual change |
|-----|------------------|-------------|---------------|-----|------------------|-------------|---------------|-----|------------------|-------------|---------------|
| 1. | Switzerland | 46,0 | 1,2 | 13. | Czech | 33,2 | 2,5 | 25. | Bulgaria | 24,8 | 2,2 |
| 2. | Denmark | 43,4 | 0,0 | 14. | Slovenia | 32,8 | 3,6 | 26. | Latvia | 23,6 | 0,8 |
| 3. | France | 43,1 | 1,1 | 15. | Greece | 31,8 | 1,6 | 27. | Romania | 21,7 | 0,4 |
| 4. | Netherlands | 42,3 | 0,8 | 16. | Finland | 31,7 | -0,3 | 28. | Russia | 19,3 | 0,8 |
| 5. | Norway | 40,7 | 1,6 | 17. | Spain | 30,1 | 0,7 | 29. | Macedonia | 18,8 | 0,9 |
| 6. | UK | 39,6 | 1,1 | 18. | Estonia | 30,0 | 0,9 | 30. | Poland | 18,7 | 0,2 |
| 7. | Germany | 39,5 | 1,4 | 19. | Austria | 29,4 | 0,5 | 31. | Moldova | 16,8 | 1,0 |
| 8. | Sweden | 38,0 | 1,9 | 20. | Lithuania | 28,7 | -0,6 | 32. | Serbia | 15,2 | 1,4 |
| 9. | Belgium | 37,3 | 0,9 | 21. | Ireland | 28,3 | 0,6 | 33. | Montenegro | 11,1 | -2,8 |
| 10. | Belarus | 37,3 | 4,7 | 22. | Italy | 26,3 | 1,2 | 34. | Ukraine | 9,3 | 0,0 |
| 11. | Hungary | 34,9 | 1,8 | 23. | Croatia | 25,8 | 1,9 | | | | |
| 12. | Portugal | 33,6 | 2,4 | 24. | Slovakia | 24,8 | 1,2 | | | | |

* Lithuanian data according to the information available to the RRT

Source: Point Topic Ltd., RRT

5.2. 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 IIQ with 2017 IQ.
 - Annual change – change comparing 2017 IIQ with 2016 IIQ.
- Revenue (unless otherwise stated) include the total revenue earned from data transmission services.

2017 Q2: compared to the 2016 Q2:

- The number of active SIM cards, used for provision M2M services increased by 20,9%.
- Revenue, received from the provision of M2M services increased by 14,5%.

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

| Service providers | Number | | Quarterly change | | Annual change | |
|-------------------|--------|---|------------------|--|---------------|--|
| | 17 | 0 | | | 1 | |

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

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|-------------------------|---------|----------|---------|--------|---------|----------|---------|--------|---------|------------------|---------------|
| Number of service users | 16,68 | 17,49 | 17,02 | 17,35 | 17,28 | 17,24 | 17,24 | 12,17 | 12,22 | 0,4 | -29,3 |

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

Table 85. The number of wholesale central access provided at a fixed location for mass-market products, in units, 2017 IIQ

| | Number | | Quarterly change | | Annual change | |
|---------------------------|--------|--|------------------|--|---------------|--|
| Wholesale access provided | 1.862 | | 5,32 | | 18,30 | |

Table 86. Revenue, mill. Eur, and their changes, %, 2015 IIQ – 2017 IIQ

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|-------------------|---------|----------|---------|--------|---------|----------|---------|--------|---------|------------------|---------------|
| Retail revenue | 4,04 | 4,01 | 4,14 | 3,91 | 3,78 | 3,75 | 3,82 | 3,97 | 4,42 | 11,23 | 16,99 |
| Wholesale revenue | 1,34 | 1,33 | 1,33 | 1,37 | 1,39 | 1,42 | 1,46 | 1,44 | 1,54 | 6,70 | 10,46 |
| Total revenue | 5,38 | 5,34 | 5,47 | 5,28 | 5,17 | 5,17 | 5,28 | 5,42 | 5,96 | 10,02 | 15,23 |

Table 87. Revenue by service providers, %, and changes of market shares, in percentage points, 2017 IIQ

| Service providers | Market share | Quarterly change | Annual change |
|--|--------------|------------------|---------------|
| „Telia Lietuva“, AB | 68,14 | -2,33 | -6,47 |
| UAB „Bitė Lietuva“ | 9,89 | 3,26 | 3,74 |
| Viešoji įstaiga „Plačiajuostis internetas“ | 8,44 | -0,85 | 0,12 |
| UAB Duomenų logistikos centras | 7,88 | 0,80 | 3,43 |
| Other providers | 5,66 | -0,88 | -0,81 |

Table 88. The number 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 IIQ – 2017 IIQ

| SIM cards | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II |
|---------------------|---------|----------|---------|--------|---------|----------|---------|--------|---------|
| UAB „Bitė Lietuva“ | 35,9 | 35,3 | 34,8 | 34,6 | 34,5 | 36,4 | 37,0 | 30,9 | 31,3 |
| „Telia Lietuva“, AB | 43,4 | 42,8 | 42,7 | 42,5 | 42,0 | 45,0 | 46,6 | 55,4 | 55,2 |
| UAB „Tele2“ | 20,5 | 21,8 | 22,3 | 22,8 | 23,4 | 18,5 | 16,3 | 13,7 | 13,5 |
| Other providers | 0,2 | 0,2 | 0,2 | 0,2 | 0,1 | 0,1 | 0,1 | 0,0 | 0,0 |

| Revenue | 630,25 | 607,95 | 642,66 | 632,64 | 639,19 | 646,90 | 670,43 | 678,52 | 751,63 |
|----------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <i>UAB „Bitė Lietuva“</i> | 39,98 | 43,10 | 43,41 | 42,68 | 41,46 | 42,20 | 43,11 | 41,12 | 38,58 |
| <i>„Telia Lietuva“, AB</i> | 42,05 | 45,32 | 44,76 | 44,46 | 42,96 | 42,52 | 43,14 | 44,47 | 47,87 |
| <i>UAB „Tele2“</i> | 17,97 | 11,59 | 11,83 | 12,87 | 15,58 | 15,28 | 13,76 | 14,41 | 13,55 |
| <i>Other providers</i> | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 | 0,00 |

6. TELEVISION AND RADIO

6.1. 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 IIQ with 2017 I.
 - Annual change – change comparing 2017 IIQ with 2016 IIQ.
 - Revenue (unless otherwise stated) include the total revenue earned from pay-TV services.

2017 Q2: compared to the 2016 Q2:

- The number of service users decreased by 0,7 %.
- The number of IPTV subscribers increased by 12,3%.
- The revenue increased by 5,8%.

Table 89. Number of service providers, in units, and their changes, in units, 2017 IIQ

| Service providers | Number | | Quarterly change | | Annual change | |
|-------------------|--------|--|------------------|--|---------------|--|
| | 41 | | 1 | | 0 | |
| | | | | | | |

Table 90. The structure of service users according to the methods of receiving the service, in thousands units, and their changes, %, 2015 IIQ – 2017 II

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|----------------|---------|----------|---------|--------|---------|----------|---------|--------|---------|------------------|---------------|
| CaTV | 404,9 | 401,2 | 397,9 | 394,4 | 386,0 | 381,0 | 377,4 | 379,7 | 375,9 | -1,0 | -2,6 |
| - digital CaTV | 125,2 | 127,1 | 132,4 | 141,9 | 152,1 | 152,5 | 164,0 | 181,8 | 183,0 | 0,6 | 20,3 |
| IPTV | 159,5 | 168,7 | 179,9 | 186,5 | 192,6 | 198,5 | 206,1 | 211,9 | 216,3 | 2,1 | 12,3 |
| Satellite TV | 88,8 | 86,5 | 83,6 | 81,0 | 77,5 | 74,9 | 73,6 | 71,7 | 70,1 | -2,2 | -9,5 |
| DVB-T | 52,5 | 50,7 | 48,7 | 46,7 | 45,3 | 43,7 | 39,6 | 37,3 | 35,9 | -3,9 | -20,8 |
| MMDS | 12,8 | 12,6 | 12,2 | 12,0 | 11,6 | 10,9 | 10,8 | 10,5 | 10,4 | -0,4 | -10,0 |
| Total | 718,5 | 719,7 | 722,3 | 720,5 | 713,0 | 709,0 | 707,4 | 711,0 | 708,1 | -0,4 | -0,7 |

Table 91. The structure of pay-TV service users according to the methods of receiving the service, %, and changes of market shares, in percentage points, 2017 IIQ

| | Market share | Quarterly change | Annual change |
|--------------|--------------|------------------|---------------|
| CaTV | 53,1 | -0,3 | -1,0 |
| IPTV | 30,5 | 0,7 | 3,5 |
| Satellite TV | 9,9 | -0,2 | -1,0 |
| DVB-T | 5,1 | -0,2 | -1,2 |
| MMDS | 1,5 | 0,0 | -0,1 |

Table 92. Service users' structure by service providers, %, and changes of market shares, in percentage points, 2017 IIQ

| Service providers | Market share | Quarterly change | Annual change |
|---------------------|--------------|------------------|---------------|
| „Telia Lietuva“, AB | 32,7 | 0,5 | 1,9 |
| UAB „Cgates“ | 20,4 | 0,1 | 4,2 |
| UAB „Init“ | 10,5 | -0,3 | -1,6 |
| AS „Viasat“ | 9,9 | -0,2 | -1,0 |
| UAB „Balticum TV“ | 10,4 | -0,1 | -0,5 |
| „Splius“, UAB | 6,1 | 0,0 | 0,0 |
| Other providers | 10,0 | 0,0 | -3,1 |

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

| Service providers | Market share | Quarterly change | Annual change |
|-------------------|--------------|------------------|---------------|
| UAB „Cgates“ | 35,9 | 0,4 | 6,9 |
| UAB „Init“ | 19,8 | -0,4 | -1,7 |
| UAB „Balticum TV“ | 18,5 | 0,0 | -0,8 |
| „Splius“, UAB | 11,5 | 0,0 | 0,6 |
| UAB „Parabole“ | 2,1 | 0,0 | - |
| Other providers | 12,2 | 0,1 | -7,2 |

Table 94. Structure of users of IPTV services by service providers, %, and changes of market shares, in percentage points, 2017 IIQ

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

Table 95. Structure of users of other pay-TV services by service providers, %, 2017 IIQ.

| Service providers | Satellite TV | DVB-T | MMDS |
|-------------------|--------------------|---|---|
| | AS „Viasat“ (100%) | „Telia Lietuva“, AB (97,0%) UAB „Balticum TV“ (3,0%) | UAB „Cgates“ (74,9%) UAB „Balticum TV“ (25,1%) |

Table 96. Revenue according to the methods of receiving the service, mill. Eur, and their changes, %, 2015 IIQ – 2017 IIQ

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|--------------|---------|----------|---------|--------|---------|----------|---------|--------|---------|------------------|---------------|
| CaTV | 6,56 | 6,51 | 6,51 | 6,74 | 6,74 | 6,76 | 6,78 | 6,98 | 7,01 | 0,4 | 4,0 |
| IPTV | 3,82 | 4,05 | 4,48 | 4,84 | 4,99 | 5,27 | 5,51 | 5,87 | 5,94 | 1,2 | 19,0 |
| Satellite TV | 3,15 | 2,94 | 2,80 | 2,83 | 2,87 | 2,87 | 2,79 | 2,73 | 2,75 | 0,6 | -4,2 |
| DVB-T | 1,21 | 1,20 | 1,17 | 1,13 | 1,09 | 1,06 | 0,99 | 0,97 | 0,92 | -5,1 | -15,1 |
| MMDS | 0,30 | 0,29 | 0,29 | 0,29 | 0,28 | 0,27 | 0,27 | 0,26 | 0,26 | -1,5 | -6,3 |
| Total | 15,04 | 14,98 | 15,24 | 15,82 | 15,95 | 16,23 | 16,33 | 16,81 | 16,87 | 0,4 | 5,8 |

Table 97. Revenue by service providers, %, and changes of market shares, in percentage points, 2017 IIQ

| Service providers | Market share | Quarterly change | Annual change |
|---------------------|--------------|------------------|---------------|
| „Telia Lietuva“, AB | 39,47 | -0,20 | 1,97 |
| UAB „Cgates“ | 17,72 | 0,28 | 3,52 |
| AS „Viasat“ | 16,28 | 0,03 | -1,72 |
| UAB „Init“ | 8,58 | -0,19 | -1,42 |
| UAB „Balticum TV“ | 7,97 | -0,03 | -0,63 |
| „Splius“, UAB | 4,07 | 0,03 | -0,03 |
| Other providers | 5,90 | 0,07 | -1,70 |

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

| Service providers | Market share | Quarterly change | Annual change |
|-------------------|--------------|------------------|---------------|
| UAB „Cgates“ | 39,57 | -0,54 | 6,67 |
| UAB „Init“ | 20,65 | 0,31 | -2,05 |
| UAB „Balticum TV“ | 18,03 | -3,06 | -1,47 |
| „Splius“, UAB | 9,81 | 0,43 | 0,81 |
| Other providers | 11,95 | 2,86 | -3,95 |

Table 99. Revenue, received from IPTV services, by service providers, %, and changes of market shares, in percentage points, 2017 IIQ

| Service providers | Market share | Quarterly change | Annual change |
|---------------------|--------------|------------------|---------------|
| „Telia Lietuva“, AB | 96,83 | -0,44 | 59,44 |
| Other providers | 3,17 | 0,44 | -59,44 |

Table 100. Revenue, received from other pay-TV services, by service providers, %, 2017 IIQ

| Service providers | Satellite TV | DVB-T | MMDS |
|-------------------|--------------------|-----------------------------|---|
| | AS „Viasat“ (100%) | „Telia Lietuva“, AB (99,1%) | UAB „Cgates“ (71,8%) „Balticum TV“ (28,2%) |

6.2. Television and Radio Programmes Transmission Services

Table 101. Service providers, 2017 IIQ

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

Table 102. Revenue, mill. Eur, and their changes, %, 2017 IIQ

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|---|---------|----------|---------|--------|---------|----------|---------|--------|---------|---------------------|------------------|
| Television transmission | 1,05 | 1,09 | 1,14 | 1,13 | 1,24 | 1,11 | 1,18 | 1,10 | 1,09 | -0,7 | -12,2 |
| Radio transmission | 0,83 | 0,85 | 0,86 | 0,84 | 0,96 | 0,83 | 0,89 | 0,82 | 0,81 | -1,0 | -15,5 |
| Total revenue received from the provision of radio and television transmission services. | 0,22 | 0,24 | 0,28 | 0,29 | 0,28 | 0,29 | 0,29 | 0,28 | 0,28 | 0,0 | -0,8 |

7. 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 IIQ with 2017 IQ.
 - Annual change – change comparing 2017 IIQ with 2016 IIQ.
 - Revenue (unless otherwise stated) include the total revenue earned from wholesale access services..

Table 103. Number of service providers, in units, and their changes, in units, 2017 IIQ.

| Service providers | Number | | Quarterly change | | | Annual change | | |
|-------------------|--------|--|------------------|--|---|---------------|--|--|
| | 15 | | 1 | | 0 | | | |
| Service providers | 15 | | 1 | | 0 | | | |

Table 104. Number of service providers according to the groups of access services provided, in units, 2015 IIQ – 2017 IIQ

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

Table 105. Number of accesses provided by service groups, in units, 2015 IIQ – 2017 IIQ

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II |
|---------------------------------------|---------|----------|---------|--------|---------|----------|---------|--------|---------|
| WLR | - | - | - | - | - | - | - | 1.704 | 1.668 |
| Fully unbundled access: | | | | | | | | | |
| - to local twisted metallic pair line | 170 | 151 | 147 | 148 | 107 | 0 | 49 | 124 | 101 |
| - to local fibre line | - | - | - | - | - | - | - | 124 | 99 |
| - to local STP or local UTP line | - | - | - | - | - | - | - | 0 | 0 |
| Shared access | 26 | 24 | 24 | 22 | 19 | 0 | 15 | 43 | 40 |
| Access to Dark Fiber | 3.098 | 3.047 | 3.066 | 3.323 | 2.956 | 0 | 2.761 | 2.795 | 3.216 |
| Access to RKKS, km | - | - | - | - | - | - | - | 8.609 | 8.688 |

Table 106. Revenue by service groups, mill. Eur, 2015 IIQ – 2017 IIQ

| | 2015 II | 2015 III | 2015 IV | 2016 I | 2016 II | 2016 III | 2016 IV | 2017 I | 2017 II | Quarterly change | Annual change |
|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|------------------|---------------|
| WLR | - | - | - | - | - | - | - | 0,002 | 0,003 | 3,0 | - |
| Fully unbundled access: | | | | | | | | | | | |
| - to local twisted metallic pair line | - | - | - | - | - | - | - | 0,007 | 0,006 | -6,5 | - |
| - to local fibre line | - | - | - | - | - | - | - | - | 0,001 | - | - |
| - to local STP or local UTP line | - | - | - | - | - | - | - | - | 0,005 | - | - |
| Shared access | - | - | - | - | - | - | - | 0,00 | 0,00 | - | - |
| Access to Dark Fiber | 1,38 | 1,34 | 1,34 | 1,35 | 1,32 | 1,31 | 1,37 | 1,29 | 1,28 | -0,6 | -3,02 |
| Access to RKKS | - | - | - | - | - | - | - | 0,70 | 0,71 | 1,9 | - |
| Total revenue | 1,38 | 1,34 | 1,34 | 1,35 | 1,32 | 1,31 | 1,37 | 2,08 | 2,09 | 0,2 | 58,19 |
| WLR | 1,38 | 1,34 | 1,34 | 1,35 | 1,32 | 1,31 | 1,37 | 2,08 | 2,09 | 0,2 | 58,19 |

Table 107. Structure of revenue from access to physical infrastructure services by service providers, %, and changes of market shares, in percentage points, 2017 IIQ

| Service providers | Market share | Quarterly change | Annual change |
|--|---------------------|-------------------------|----------------------|
| „Telia Lietuva“, AB | 58,72 | -0,18 | 21,31 |
| UAB „Skaidula“ | 26,02 | -0,03 | -12,90 |
| Viešoji įstaiga „Plačiajuostis internetas“ | 10,01 | -0,16 | -5,49 |
| UAB Duomenų logistikos centras | 2,72 | 0,27 | -2,05 |
| Other providers | 2,53 | 0,10 | -0,87 |

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8. ANNEX 1

Summarized indicators of the main electronic communications activities

| Name of indicator | Quarter II of 2017 | Quarter I of 2017 | Quarterly change, % | Quarter II of 2016 | Annual change, % |
|--|-----------------------|----------------------|---------------------------|-----------------------|------------------------|
| 1. Total number of fixed telephone subscribers, in units | 503.153 | 517.627 | -2,80 | 549.685 | -8,5 |
| 2. Number of fixed telephone lines (including ISDN channels), total, in units | 495.821 | 509.756 | -2,73 | 541.448 | -8,4 |
| 3. Number of lines per 100 population, in units | 17,6 | 18,0 | -0,4 | 18,9 | -1,3 |
| 4. Number of active SIM cards, in units | 4.217.131 | 4.192.173 | 0,60 | 4.182.532 | 0,8 |
| 5. Number of active SIM cards per 100 population, in units | 149,5 | 148,0 | 1,4 | 145,7 | 3,8 |
| 6. Number of broadband Internet access subscribers, in units | 1.120.178 | 1.104.245 | 1,44 | 1.229.049 | -8,9 |
| 7. Number of broadband Internet access subscribers per 100 population, in units | 39,7 | 39,0 | 0,7 | 42,8 | -3,1 |
| 8. Number of TV services subscribers (pay-TV), in units | 708.057 | 711.017 | -0,42 | 712.979 | -0,7 |
| Including digital television | 515.620 | 513.160 | 0,48 | 479.032 | 7,6 |
| 9. Number of pay-TV subscribers per 100 household | 56,2 | 56,2 | 0,0 | 55,7 | 0,5 |
| including: digital television | 40,9 | 40,6 | 0,3 | 37,4 | 3,5 |
| 10. Revenue, in thousand EUR: | 174.750 | 165.290 | 5,72 | 160.649 | 8,8 |
| <i>mobile telephone</i> | 44.106 | 42.894 | 2,83 | 43.827 | 0,6 |
| <i>fixed telephone</i> | 10.162 | 10.535 | -3,54 | 11.132 | -8,7 |
| <i>wholesale public communications networks and telephone services</i> | 39707 | 34220 | 16,04 | 34576 | 14,8 |
| <i>internet access</i> | 54.763 | 52.230 | 4,85 | 47.427 | 15,5 |
| <i>data transmission services (excl. Internet access)</i> | 5.958 | 5.416 | 10,02 | 5.171 | 15,2 |
| <i>pay TV</i> | 16.873 | 16.812 | 0,36 | 15.953 | 5,8 |
| <i>radio and television programmes transmission services</i> | 1.091 | 1.099 | -0,73 | 1.242 | -12,2 |
| <i>wholesale access</i> | 2.089 | 2.084 | 0,21 | 1.321 | 58,2 |
| 11. Investments, in thousand EUR | 24.592 | 23.505 | 4,62 | 38.916 | -36,8 |
| including the investments into the electronic communication network infrastructure | 16.958 | 17.062 | -0,61 | 33.927 | -50,0 |