

PRESS RELEASE

Aggressive on-net promotional pricing initiated by TSU and followed by Vivo keeps subscriber and service revenue growth buoyant among Brazil's Mobile Operators, according to new market research report by IEMR

Vancouver, October 16, 2008 – IE Market Research Corp. (IEMR), the Canadian-based provider of market intelligence services, announced today the release of its 4Q08 Brazil Mobile Operator Forecast.

"Subscriber growth has continued to accelerate in the Brazilian market, at 25% YoY in 2Q08," said Carlos Fernandez, Principal Research Associate at IEMR. "While ARPU continued to fall sharply to -6.1% YoY, we are not seeing EBITDA margin declines among Brazilian operators primarily because of increased voice and data traffic flowing through operator networks," said Mr. Fernandez. "Average EBITDA margins have declined by only 20 bps over the last four quarters."

"Q2 saw strong subscriber growth from all carriers, although growth at TIM was mostly prepaid. Q2 also saw significant revenue market share gains by Vivo and AMX (Claro) at the expense of TIM," said Nizar Assanie, Vice President (Research) at IEMR. "It was the same story for margins, with gains at Vivo and Claro and continuing margin weakness at TIM".

IEMR's Brazil Mobile Operator Forecast covers up to 65 financial and operational metrics on four wireless operators. Notable highlights of the 4Q08 Brazil Mobile Operator Forecast include:

- Given strong subscriber growth figures and higher overall growth levels in the Brazilian economy, we are now forecasting the wireless penetration level in Brazil to reach 97.6% in 2010 (previously 93.5%). The number of total subscribers will increase from 122.3 million in 2007 to 192 million in 2010.
- Given data from the previous few quarters and consolidation in the industry, we now think that there will be only slight shift in market shares (by subscribers) between the four major operators in Brazil. We are now forecasting that Vivo and Claro Brazil will all maintain their market share over the next three years while TIM will likely lose some market share to Oi. We expect Oi's market share to increase from 13.1% in 2007 to 17.4% in 2010 (our previous forecast was for 16.7% in 2010). This is primarily because of TNE's entry into the São Paulo market in 4Q08, which we think will create some churn among subscribers in Brazil's main market.
- We are maintaining that Claro Brazil will continue to register the highest EBITDA margins in Brazil's competitive operator space at 39.9% in 2010 (our new forecast is 100 bps below our previous forecast).

IEMR's Global Mobile Operator Forecast covers up to 65 operational metrics of 213 mobile operators in 50+ countries, making up 80% of the world's population. Forecasts are based on our proprietary, country-specific forecasting models. These models deploy multiple regression analysis and cross-impact matrices that estimate relationships between subscriber data, technology use and deployment data, overall economic and demographic changes expected in a particular country; and relate these to company operational and financial metrics.

Companies Covered in this Country Mobile Operator Forecast

Vivo (PT/Telefonica)
TIM Brazil (TI)
Claro Brazil (AMX)
Oi (Tele Norte Leste)
Others

Charts 1-68 Results & Forecasts for: CY04-CY10

Chart 1: PREPAID AND POSTPAID SUBSCRIBERS
Chart 2: SUBSCRIBER GROWTH (YoY)
Chart 3: SUBSCRIBERS BY OPERATOR
Chart 4: SUBSCRIBER GROWTH BY OPERATOR (YoY)
Chart 5: NET SUBSCRIBER ADDS BY OPERATOR
Chart 6: NET SUBSCRIBER ADDS GROWTH BY OPERATOR
Chart 7: MONTHLY CHURN BY OPERATOR
Chart 8: POST-PAID SUBSCRIBERS BY OPERATOR
Chart 9: POST-PAID SUBSCRIBER GROWTH BY OPERATOR (YoY)
Chart 10: PREPAID/WHOLESALE SUBSCRIBERS BY OPERATOR
Chart 11: PREPAID/WHOLESALE SUBSCRIBER GROWTH BY OPERATOR
Chart 12: POST-PAID % OF TOTAL SUBSCRIBERS BY OPERATOR
Chart 13: PREPAID/WHOLESALE % OF TOTAL SUBSCRIBERS BY OPERATOR
Chart 14: POST-PAID NET ADDS BY OPERATOR
Chart 15: POST-PAID ADDS GROWTH BY OPERATOR (YoY)
Chart 16: PREPAID/WHOLESALE NET ADDS BY OPERATOR
Chart 17: PREPAID/WHOLESALE ADDS GROWTH BY OPERATOR
Chart 18: GROSS ADDITIONS BY OPERATOR
Chart 19: GROSS ADDITIONS GROWTH BY OPERATOR (YoY)
Chart 20: MONTHLY ARPU BY OPERATOR
Chart 21: MONTHLY ARPU GROWTH BY OPERATOR (YoY %)
Chart 22: DATA % OF SERVICE REVENUES BY OPERATOR
Chart 23: MONTHLY DATA ARPU BY OPERATOR
Chart 24: DATA ARPU GROWTH BY OPERATOR (YoY)
Chart 25: MONTHLY VOICE ARPU BY OPERATOR
Chart 26: VOICE ARPU GROWTH BY OPERATOR (YoY)
Chart 27: VOICE REVENUE PER MINUTE BY OPERATOR *
Chart 28: VOICE REVENUE PER MINUTE GROWTH BY OPERATOR (YoY) *
Chart 29: MOU PER SUBSCRIBER BY OPERATOR (MINUTES/MONTH) *

Chart 30: MOU/SUBSCRIBER GROWTH BY OPERATOR (YoY %) *
Chart 31: AGGREGATE MOU BY OPERATOR *
Chart 32: AGGREGATE MOU GROWTH BY OPERATOR (YoY %) *
Chart 33: SHARE OF TOTAL SUBSCRIBERS BY OPERATOR
Chart 34: HHI INDEX BY SUBSCRIBER SHARE
Chart 35: SHARE OF NET ADDS BY OPERATOR
Chart 36: SHARE OF POST-PAID NET ADDS BY OPERATOR
Chart 37: SHARE OF PREPAID/WHOLESALE NET ADDS BY OPERATOR
Chart 38: SHARE OF GROSS ADDS BY OPERATOR
Chart 39: SHARE OF SERVICE REVENUE BY OPERATOR
Chart 40: HHI INDEX BY SERVICE REVENUE SHARE
Chart 41: YoY CHANGE IN REVENUE SHARE BY OPERATOR
Chart 42: REPORTED REVENUE BY OPERATOR (REPORTING CURRENCY)
Chart 43: SERVICE REVENUE BY OPERATOR (REPORTING CURRENCY)
Chart 44: EBITDA BY OPERATOR (REPORTING CURRENCY)
Chart 45: CAPEX BY OPERATOR (REPORTING CURRENCY)
Chart 46: SERVICE REVENUE GROWTH BY OPERATOR (YoY)
Chart 47: EBITDA GROWTH BY OPERATOR (YoY)
Chart 48: EBITDA/REPORTED REVENUE BY OPERATOR
Chart 49: EBITDA/SERVICE REVENUE BY OPERATOR
Chart 50: EBITDA/INCREMENTAL SERVICE REVENUE BY OPERATOR
Chart 51: CAPEX/REPORTED REVENUE BY OPERATOR
Chart 52: CAPEX/SERVICE REVENUE BY OPERATOR
Chart 53: (EBITDA-CAPEX)/REPORTED REVENUE BY OPERATOR
Chart 54: EBITDA MARGIN EXPANSION/CONTRACTION BY OPERATOR
Chart 55: REPORTED REVENUE BY OPERATOR (USD)
Chart 56: ARPU BY OPERATOR (USD)
Chart 57: DATA ARPU BY OPERATOR (USD)
Chart 58: VOICE REV/MINUTE BY OPERATOR (USD) *
Chart 59: SERVICE REVENUE BY OPERATOR (USD)
Chart 60: EBITDA BY OPERATOR (USD)
Chart 61: CAPEX BY OPERATOR (USD)
Chart 62: REPORTED REVENUE BY OPERATOR (EUR)
Chart 63: ARPU BY OPERATOR (EUR)
Chart 64: DATA ARPU BY OPERATOR (EUR)
Chart 65: VOICE REVENUE/MINUTE BY OPERATOR (EUR) *
Chart 66: SERVICE REVENUE BY OPERATOR (EUR)
Chart 67: EBITDA BY OPERATOR (EUR)
Chart 68: CAPEX BY OPERATOR (EUR)

Charts 69-136 Quarterly Results for: Jun 05 - Jun 08
Chart 69: PREPAID AND POSTPAID SUBSCRIBERS
Chart 70: SUBSCRIBER GROWTH (YoY)
Chart 71: SUBSCRIBERS BY OPERATOR

- Chart 72: SUBSCRIBER GROWTH BY OPERATOR (YoY)
- Chart 73: NET SUBSCRIBER ADDS BY OPERATOR
- Chart 74: NET SUBSCRIBER ADDS GROWTH BY OPERATOR
- Chart 75: MONTHLY CHURN BY OPERATOR
- Chart 76: POST-PAID SUBSCRIBERS BY OPERATOR
- Chart 77: POST-PAID SUBSCRIBER GROWTH BY OPERATOR (YoY)
- Chart 78: PREPAID/WHOLESALE SUBSCRIBERS BY OPERATOR
- Chart 79: PREPAID/WHOLESALE SUBSCRIBER GROWTH BY OPERATOR
- Chart 80: POST-PAID % OF TOTAL SUBSCRIBERS BY OPERATOR
- Chart 81: PREPAID/WHOLESALE % OF TOTAL SUBSCRIBERS BY OPERATOR
- Chart 82: POST-PAID NET ADDS BY OPERATOR
- Chart 83: POST-PAID ADDS GROWTH BY OPERATOR (YoY)
- Chart 84: PREPAID/WHOLESALE NET ADDS BY OPERATOR
- Chart 85: PREPAID/WHOLESALE ADDS GROWTH BY OPERATOR
- Chart 86: GROSS ADDITIONS BY OPERATOR
- Chart 87: GROSS ADDITIONS GROWTH BY OPERATOR (YoY)
- Chart 88: MONTHLY ARPU BY OPERATOR
- Chart 89: MONTHLY ARPU GROWTH BY OPERATOR (YoY %)
- Chart 90: DATA % OF SERVICE REVENUES BY OPERATOR
- Chart 91: MONTHLY DATA ARPU BY OPERATOR
- Chart 92: DATA ARPU GROWTH BY OPERATOR (YoY)
- Chart 93: MONTHLY VOICE ARPU BY OPERATOR
- Chart 94: VOICE ARPU GROWTH BY OPERATOR (YoY)
- Chart 95: VOICE REVENUE PER MINUTE BY OPERATOR *
- Chart 96: VOICE REVENUE PER MINUTE GROWTH BY OPERATOR (YoY) *
- Chart 97: MOU PER SUBSCRIBER BY OPERATOR (MINUTES/MONTH) *
- Chart 98: MOU/SUBSCRIBER GROWTH BY OPERATOR (YoY %) *
- Chart 99: AGGREGATE MOU BY OPERATOR *
- Chart 100: AGGREGATE MOU GROWTH BY OPERATOR (YoY %) *
- Chart 101: SHARE OF TOTAL SUBSCRIBERS BY OPERATOR
- Chart 102: HHI INDEX BY SUBSCRIBER SHARE
- Chart 103: SHARE OF NET ADDS BY OPERATOR
- Chart 104: SHARE OF POST-PAID NET ADDS BY OPERATOR
- Chart 105: SHARE OF PREPAID/WHOLESALE NET ADDS BY OPERATOR
- Chart 106: SHARE OF GROSS ADDS BY OPERATOR
- Chart 107: SHARE SERVICE REVENUE BY OPERATOR
- Chart 108: HHI INDEX BY SERVICE REVENUE SHARE
- Chart 109: YoY CHANGE IN REVENUE SHARE BY OPERATOR
- Chart 110: REPORTED REVENUE BY OPERATOR (REPORTING CURRENCY)
- Chart 111: SERVICE REVENUE BY OPERATOR (REPORTING CURRENCY)
- Chart 112: EBITDA BY OPERATOR (REPORTING CURRENCY)
- Chart 113: CAPEX BY OPERATOR (REPORTING CURRENCY) **
- Chart 114: SERVICE REVENUE GROWTH BY OPERATOR (YoY)
- Chart 115: EBITDA GROWTH BY OPERATOR (YoY)

- Chart 116: EBITDA/REPORTED REVENUE BY OPERATOR
- Chart 117: EBITDA/SERVICE REVENUE BY OPERATOR
- Chart 118: EBITDA/INCREMENTAL SERVICE REVENUE BY OPERATOR
- Chart 119: CAPEX/REPORTED REVENUE BY OPERATOR **
- Chart 120: CAPEX/SERVICE REVENUE BY OPERATOR **
- Chart 121: (EBITDA-CAPEX)/REPORTED REVENUE BY OPERATOR **
- Chart 122: EBITDA MARGIN EXPANSION/CONTRACTION BY OPERATOR
- Chart 123: REPORTED REVENUE BY OPERATOR (USD)
- Chart 124: ARPU BY OPERATOR (USD)
- Chart 125: DATA ARPU BY OPERATOR (USD)
- Chart 126: VOICE REV/MINUTE BY OPERATOR (USD) *
- Chart 127: SERVICE REVENUE BY OPERATOR (USD)
- Chart 128: EBITDA BY OPERATOR (USD)
- Chart 129: CAPEX BY OPERATOR (USD) **
- Chart 130: REPORTED REVENUE BY OPERATOR (EUR)
- Chart 131: ARPU BY OPERATOR (EUR)
- Chart 132: DATA ARPU BY OPERATOR (EUR)
- Chart 133: VOICE REVENUE/MINUTE BY OPERATOR (EUR) *
- Chart 134: SERVICE REVENUE BY OPERATOR (EUR)
- Chart 135: EBITDA BY OPERATOR (EUR)
- Chart 136: CAPEX BY OPERATOR (EUR) **

* Not available for Oi (Tele Norte Leste)

** Not available for Claro Brazil (AMX)

For more information, visit

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About IE Market Research Corp.:

IE Market Research Corp. ("IEMR") is a market intelligence and business strategy consulting firm. Our goal is to assist our clients build value and compete in international markets. We build value in four sectors: wireless telecommunications, health care, finance, and government. We build value for our clients by undertaking international brand perception surveys, consumer satisfaction surveys, distributor/channel partner selection and due diligence, market size and opportunity assessments, competitor strategy assessments, government regulatory analysis, and public opinion surveys.

We offer a variety of research products including **CONSUMEREADY™** and **EXPORTREADY™**. **CONSUMEREADY™** provides detailed demographic information on brand strengths and marketing strategies that are crucial to know when competing in international markets. **EXPORTREADY™** is based on our on-going business strategy research that allows us to establish strengths and weaknesses of firms in a wide variety of areas, ranging from intellectual property portfolios to strengths of marketing strategies to quality of engineering. These results are highlighted in our **EXPORTREADY™** publications and form a valuable tool for firms wanting to strategize their market entry options in international markets.

Our corporate values are: Top-Quality Service to Clients, Commitment to see the Client Succeed, Excellence and Integrity in Research, Transparency and Respect toward our Employees. These core values drive all of our research and every client engagement.

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