

## PRESS RELEASE

# TMN continues to enjoy higher profitability than Telecel Vodafone in Portugal's mobile operator space, according to new mobile operator 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 Portugal Mobile Operator Forecast.

"The 4Q08 Mobile Operator Forecasts demonstrate IEMR's capability to gather information from a variety of global resources and model it into accurate and timely forecasts for our clients," said Nizar Assanie, Vice President of Research at IEMR. "Clients will find the information easily accessible, comprehensive, and exceptionally relevant to enable them to make sound business and investment decisions about mobile operators and vendors strategies".

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

- The wireless market in Portugal will be growing somewhat slowly compared to many other European countries. We are now forecasting that the number of total subscribers will increase from our projected 14.7 million in 2008 to a forecasted 15.2 million in 2010. In 2010, the wireless penetration level in the country will reach 141.6%.
- Market shares (by subscribers) of the two largest operators will remain roughly the same over the next few years in Portugal. TMN, Telecel Vodafone and Optimus will continue to have approximately 44%, 35% and 20% of total subscribers respectively over the next three years.
- TMN will continue to be more profitable than Telecel Vodafone, and we forecast that TMN's EBITDA margin will be 43.1% in 2010. On the other hand, the EBITDA margin of Telecel Vodafone will continue to remain low at 34.9%.

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

TMN

Telecel Vodafone

Optimus

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\* Available only for TMN and Telecel Vodafone (CY04 – CY07)

\*\* Forecasts (CY08 – CY10) not available

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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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