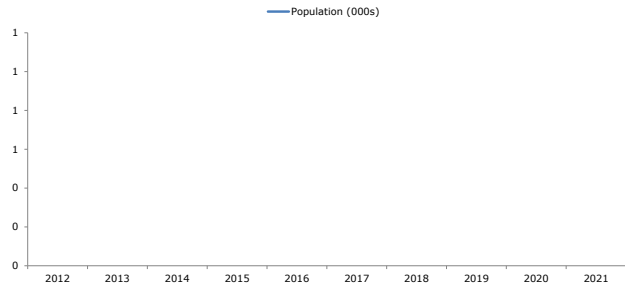




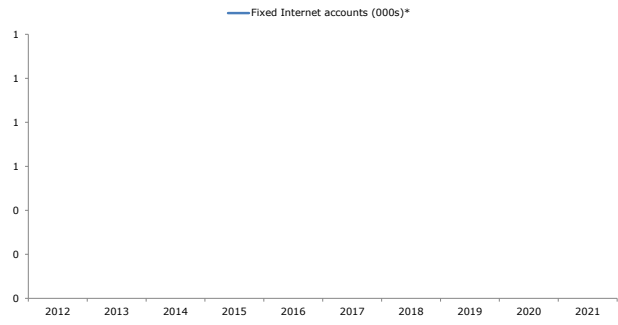
# Mauritania Telecommunications Market Indicators and Projections August 2017

| DEMOGRAPHICS   | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | COMPOUND ANNUAL GROWTH RATE |            |            |
|--|------|------|------|------|------|------|------|------|------|------|-----------------------------|------------|------------|
|  |      |      |      |      |      |      |      |      |      |      | CAGR 12-16                  | CAGR 17-21 | CAGR 12-21 |
| <b>Population (000s)</b>   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| Population growth (000s)   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| Population growth %  |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Number of households (000s)*</b>                                    |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| Households growth (000s)   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Household size</b>  |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| *Estimated   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>ECONOMY</b>   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>GDP (US\$ millions)</b>   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>GDP per capita (US\$)</b>   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| *Estimated   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>IT AND INTERNET INFRASTRUCTURE</b>                                  |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Fixed Internet accounts (000s)*</b>                                 |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| Fixed Internet accounts added (000s)                                   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Fixed Internet accounts penetration %</b>                           |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Internet users (000s)*</b>  |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Internet users penetration %</b>                                    |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>TELECOMS INFRASTRUCTURE</b>   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Number of fixed voice operators</b>                                 |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Mainlines (000s)</b>  |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| Mainlines added (000s)   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| Growth %   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Mainlines penetration %</b>   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>DSL broadband lines (000s)</b>                                      |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| DSL broadband lines added (000s)                                       |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| Growth %   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>DSL / broadband lines as % of total mainlines</b>                   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>DSL / broadband lines as % of total Internet accounts</b>           |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Number of cellular operators</b>                                    |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Cellular subscriptions (000s)</b>                                   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| Cellular subscriptions added (000s)                                    |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| Growth %   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Cellular penetration %</b>  |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Mobile Internet accounts (000s)</b>                                 |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| Mobile Internet accounts added (000s)                                  |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| Mobile Internet growth %   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Mobile Internet accounts as a % of total cellular subscriptions</b> |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| *Estimated   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>TELECOM REVENUES</b>  |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>FIXED VOICE</b>   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Fixed voice revenues (US\$ 000)*</b>                                |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Monthly ARPU (US\$)</b>   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>CELLULAR</b>  |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Cellular revenues (US\$ 000)</b>                                    |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Monthly ARPU (US\$)</b>   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>INTERNET</b>  |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Internet revenues (US\$ 000)*</b>                                   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| <b>Monthly ARPU (US\$)</b>   |      |      |      |      |      |      |      |      |      |      |                             |            |            |
| *Estimated   |      |      |      |      |      |      |      |      |      |      |                             |            |            |

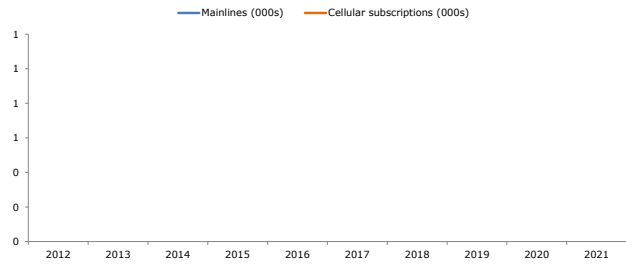
**Population**



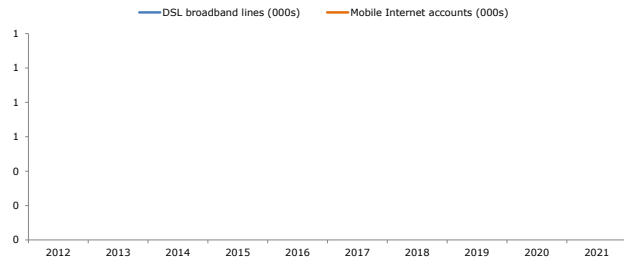
**Internet accounts**



**Cellular and mainlines**



**Mobile broadband and fixed broadband lines**



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