

ComReg Trends Survey Q2 2006

Survey Results, July 2006

Prepared by Amárach Consulting

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Introduction

Introduction

- The research contained in this report is based on a quarterly survey by Amárach Consulting of 1,017 adults throughout Ireland, aged 15-74.
- The survey was conducted from April 24th – May 21st 2006, and the results have been weighted up to the total adult population aged 15-74 using the most recent CSO statistics.
- This quarter's report looks at trends in:
 - Fixed & Mobile Phone Usage
 - Internet Usage
 - International Mobile Roaming
- In presenting the findings we have taken care to report the sample sizes for each question analysed and we would draw the reader's attention to the table at the end of this report explaining the statistical variance applicable to all survey based studies of this nature.
- It should be noted that the data contained within this report is based on the responses provided by survey participants, and while providing useful insight into residential consumer experiences, it is not directly comparable to data collected from electronic communications operators as presented in the ComReg Quarterly Report

Fixed Phone Usage

Key Findings

- Survey results suggest that fixed line penetration in the home is still declining, albeit slowly. Younger respondents (39%) and those in the rental sector (28%) are least likely to have a fixed line subscription.
- 1 in 3 have their fixed line number registered as ex-directory. Women and older age groups i.e. 45 + are most likely to have ex-directory numbers.
- Overall 15% of fixed line households have switched fixed line providers at least once in the last 12 months.
- Over 9 in 10 receive their phone bill by post. Those who receive their bill electronically are more likely to be aged 25-44 years of age and living in Connaught/Ulster. 11% of those receiving their bill by post said that they would be interested in receiving it electronically.
- Eircom continues to be the largest fixed line operator in the market, with over 8 in 10 fixed line customers using them.
- This survey was conducted between April and May 2006, before Smart Telecom's withdrawal from the narrowband market.

Key Findings

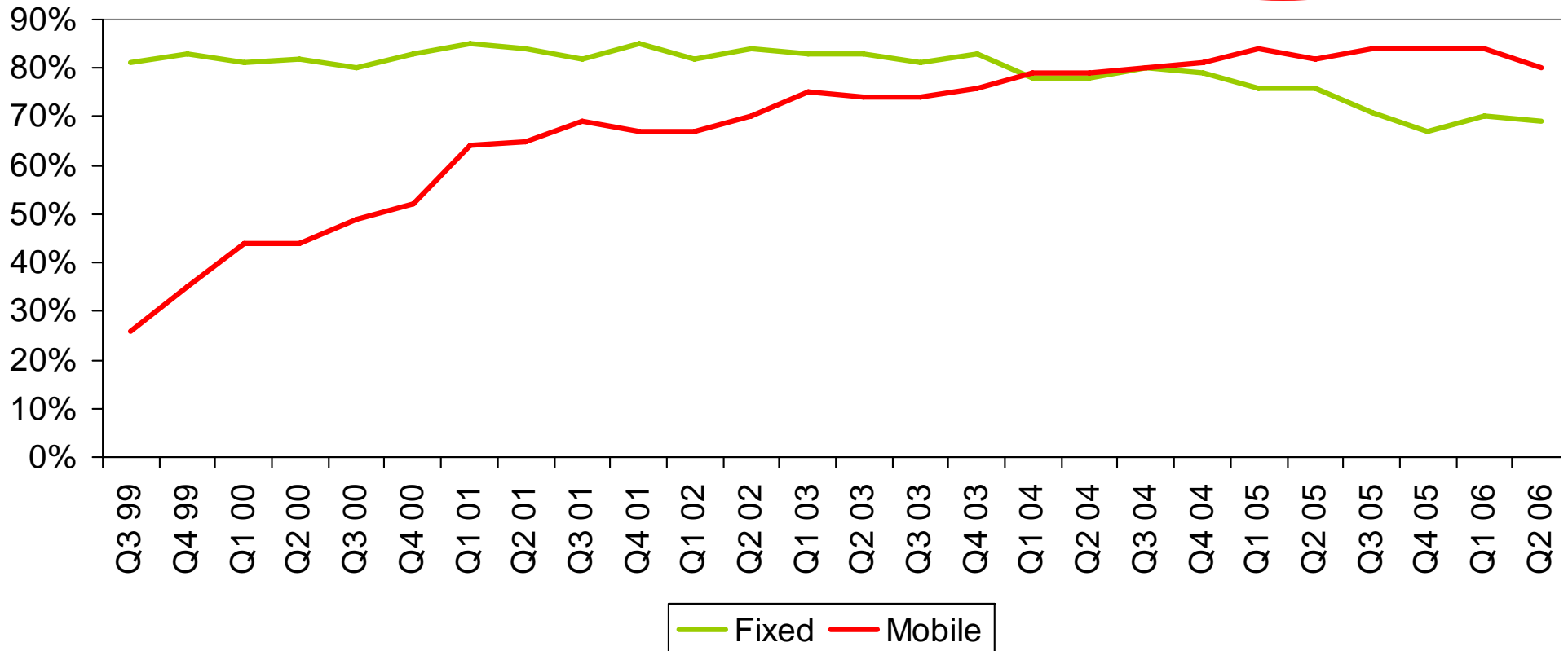
- Average fixed line spend stands at just over €100 every two months. Spend is higher among younger age groups, those conducting business from their home address, and those with internet access. It is also higher than average among those with mobile phones.
- Six in 10 fixed line households are aware of more than one provider of directory enquiries in Ireland, with Eircom's 11811 number being the most frequently used.
- 1 in 3 subscribe to bundled services with half of these getting their line rental and fixed line calls bundled together.

Mobile & Fixed Penetration

Base: All Respondents, N = 1,017

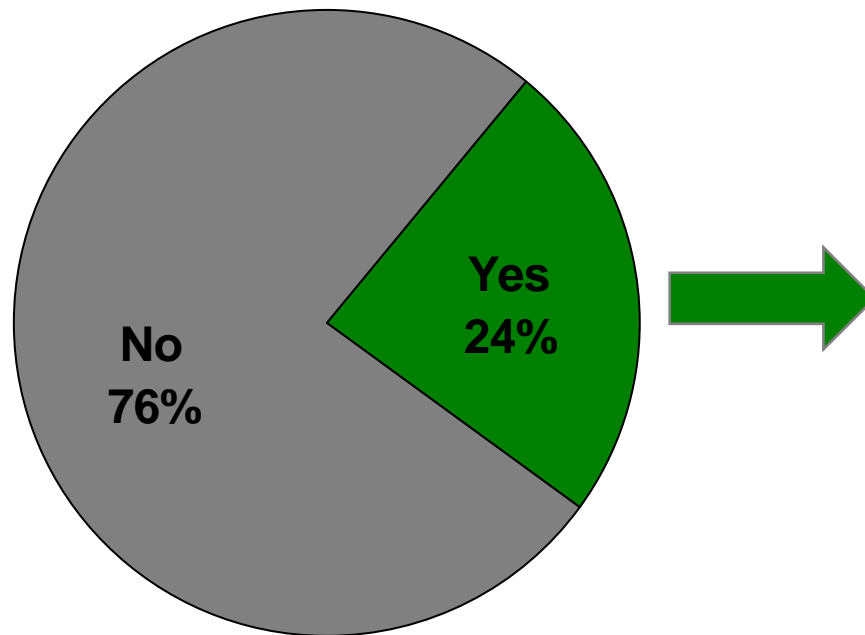
**% of consumers with Fixed Line Phone
vs. % with Mobile Phone**

Mobile Level: 80%
Fixed Line Level: 69%



Incidence of Previous Fixed Line Ownership

Base: No Residential Landline Now, N = 320



Percentage who said Yes:

Gender

Male 25%

Female 23%

Age

15-24 21%

25-44 21%

45-64 36%

65-74 30%

Region

Dublin 27%

ROL 20%

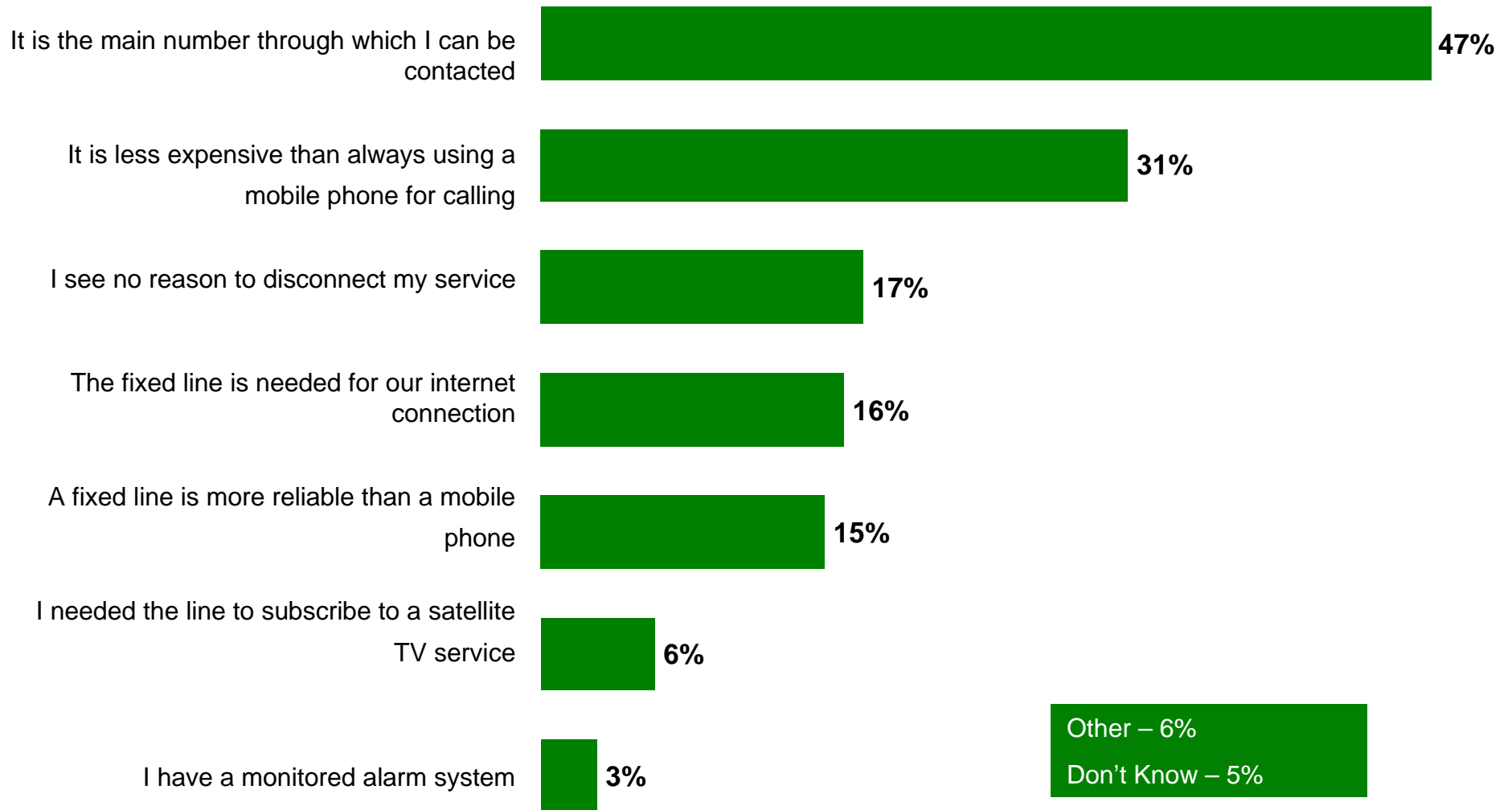
Munster 24%

Conn/Ulster 25%

Combining these results with current fixed line subscribers, 77% of total respondents either have a fixed line phone now or had one in the past.

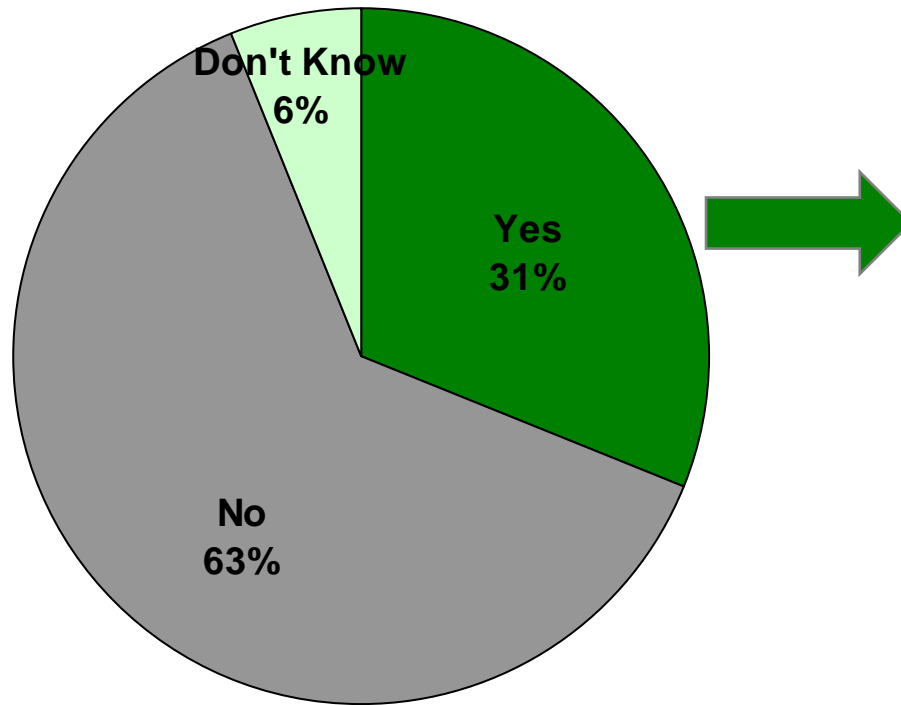
Rationale for Keeping Fixed Line Home Connection

Base: Has a Residential Landline, N = 697



Incidence of Ex-Directory Registered Phones

Base: Has a Residential Landline, N = 697



Percentage who said Yes:

Gender

Male 27%

Female 35%

Age

15-24 24%

25-44 29%

45-64 34%

65-74 37%

Region

Dublin 30%

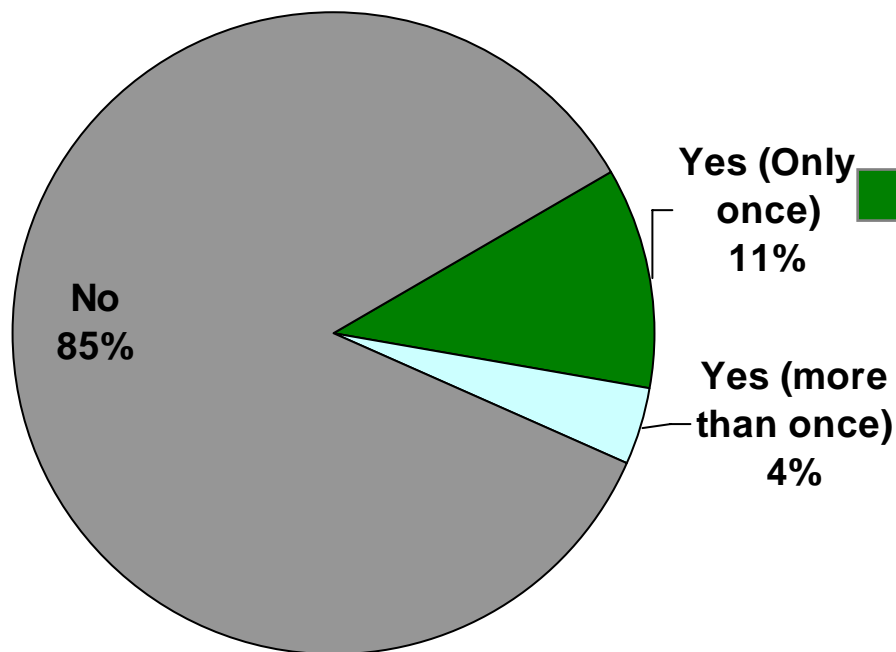
ROL 32%

Munster 31%

Conn/Ulster 31%

Incidence of Fixed Line Switching

Base: Has a Residential Landline, N = 697



Overall 15% have switched fixed line provider in the last year

Percentage who have switched : (once & more than once)

Gender

Male	11%
Female	19%

Age

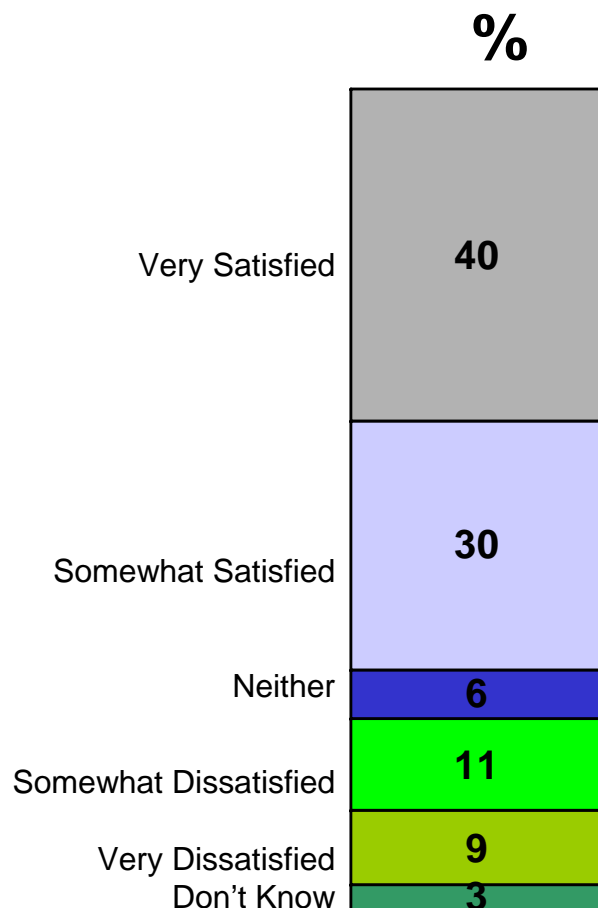
15-24	13%
25-44	17%
45-64	18%
65-74	3%

Region

Dublin	12%
ROL	19%
Munster	14%
Conn/Ulster	18%

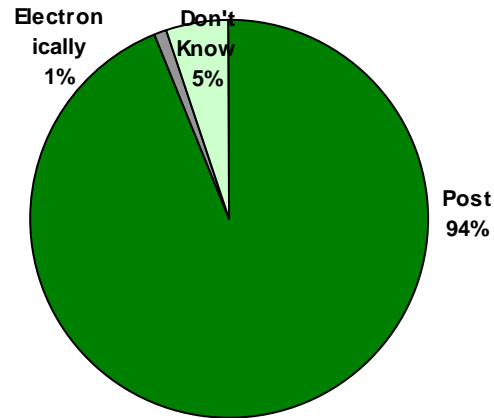
Satisfaction with Process of Switching

Base: Switched Landline Provider in last 12 months, N = 106



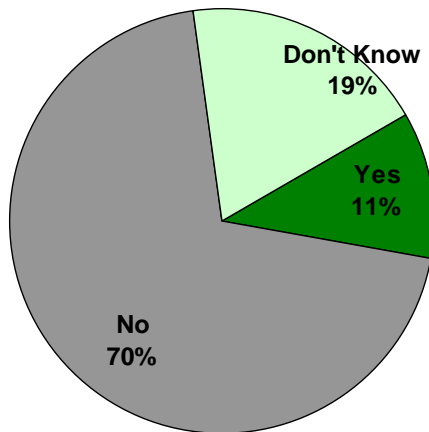
- Overall, 70% of switchers were satisfied with the process of switching
- Satisfaction was highest in Munster, and lowest in Ulster/Connaught where 36% switchers expressed dissatisfaction with the switching process

Method of Receiving Fixed Line Bill



Those who receive their fixed line bill electronically tend to be females, those aged between 25-44 years of age and those from the Connaught/Ulster area.

Interest in Receiving Fixed Line Bill Electronically



Male respondents, Dublin respondents and those aged 25-44 show the greatest interest in receiving electronic bills

Q8 Do you receive your bill electronically or by conventional post? N=697

Q9 Would you be interested in receiving your bill electronically? N= 653

Residential Service Providers

Base: Has a Residential Landline, N = 697

	Q2 2005	Q3 2005	Q4 2005	Q1 2006	Q2 2006
Eircom	82%	76%	81%	82%	86%
Smart Telecom	6%	6%	5%	6%	4%
BT Ireland	2%	3%	4%	3%	2%
Other Service Providers	6%	10%	8%	4%	7%
Don't Know	4%	7%	4%	4%	2%

Average Bi-monthly Bill

Base: Has a Residential Phone Bill, N = 697



Average Bill **€101.39** (~~€50.70~~ per month)

(excluding Don't Know/Refused/Not stated)

There is a relationship between age and average fixed line spend:

- 15-24 - €126.55
- 25-44 - €115.23
- 45-64 - €98.64
- 65-74 - €57.43

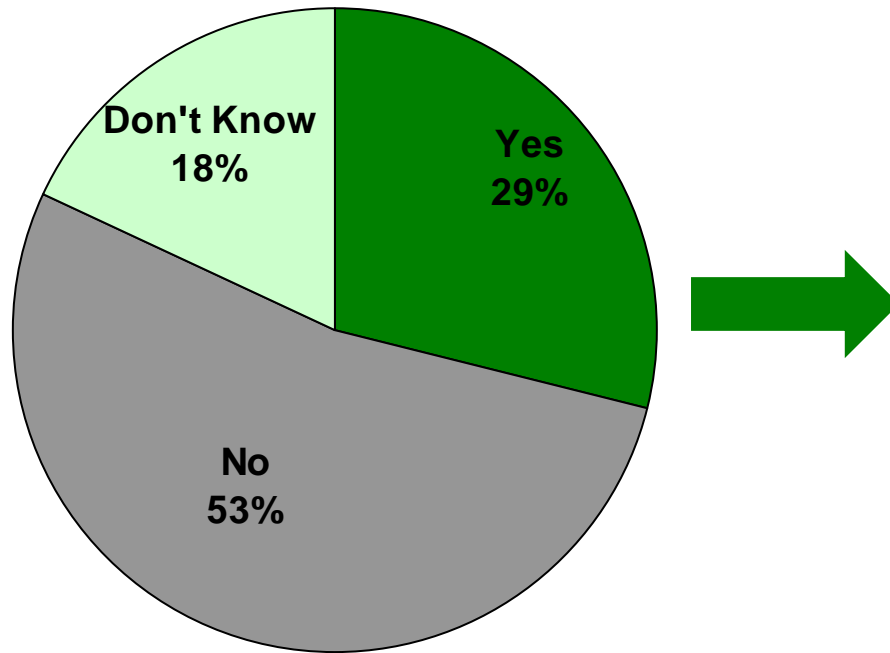


Groups with high spend include:

- Those running a business from home - €122.65
- Those with home internet access - €116.64
- Single respondents - €112.75
- Mortgage holders - €112.21
- Those working part time - €110.83
- Those with mobile phones - €109.44

Subscription to Bundled Services

Base: Has a Residential Landline, N = 697



Percentage who said Yes:

Gender

Male	26%
Female	31%

Age

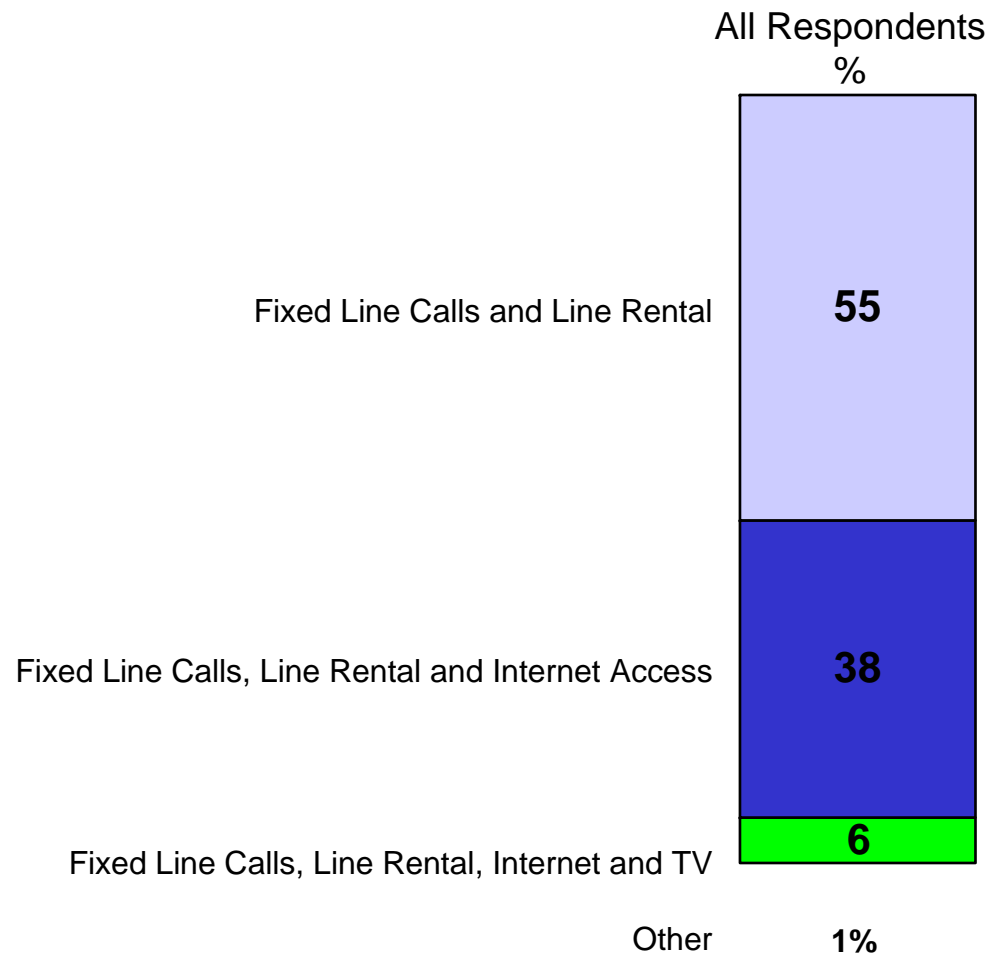
15-24	22%
25-44	33%
45-64	30%
65-74	18%

Region

Dublin	19%
ROL	36%
Munster	27%
Conn/Ulster	37%

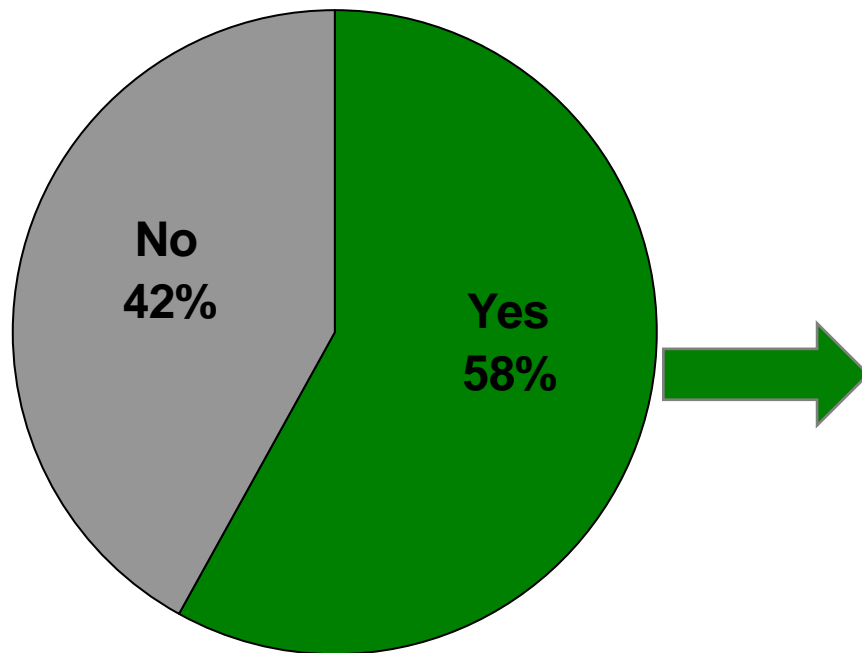
Elements Bundled By Provider

Base: Landline With Bundled Package, N=197



Awareness of Multiple Directory Enquiries Service Providers

Base: All Respondents N = 1,017



Percentage who said Yes:

Gender

Male 56%

Female 60%

Age

15-24 50%

25-44 65%

45-64 62%

65-74 31%

Region

Dublin 63%

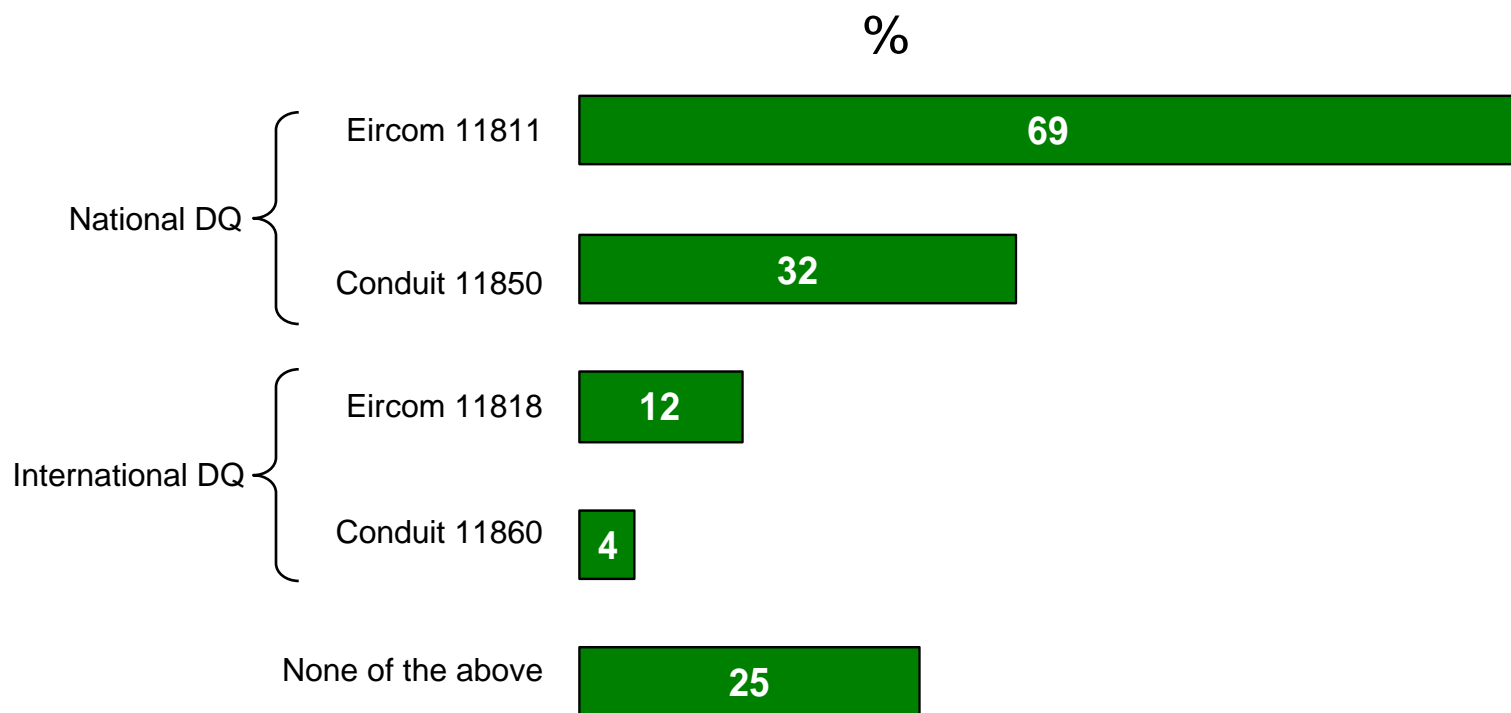
ROL 66%

Munster 52%

Conn/Ulster 48%

Level of Use of Directory Enquiries Services

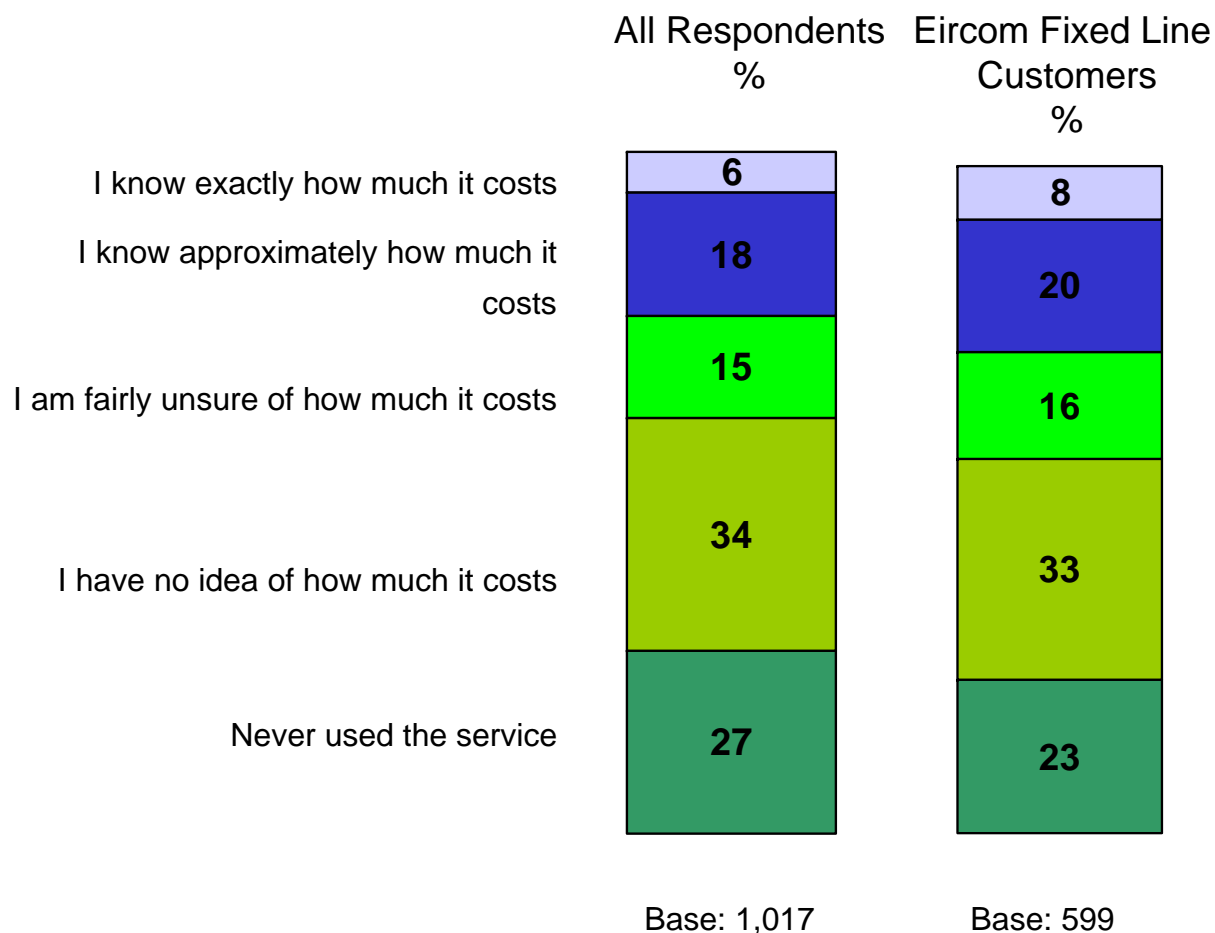
Base: All Respondents N = 1,017



Q16 Have you ever used any of the following directory enquiries services?

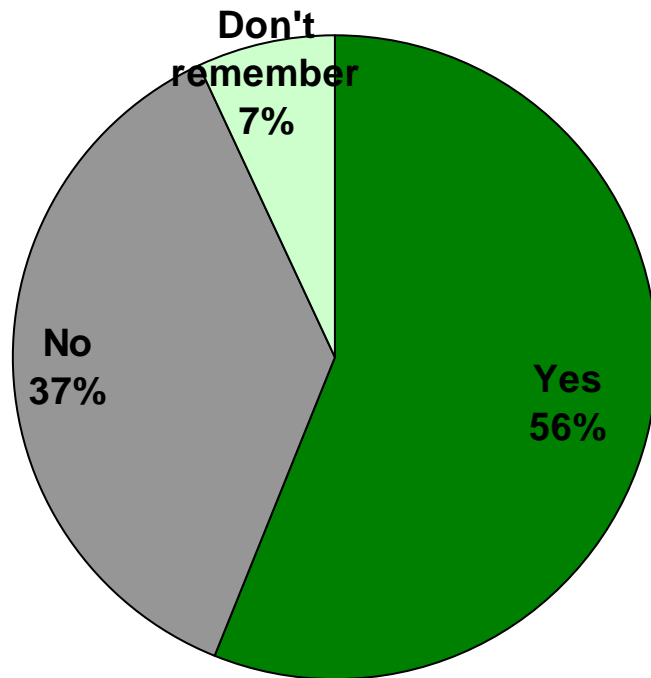
Awareness of Cost involved in calling Directory Enquiry Service

Base: All Respondents N=1017



Use of Call Completion Service

Base: Has ever used Directory Enquiries Call Completion Service N = 746



Percentage who said Yes:

Gender

Male	58%
Female	54%

Age

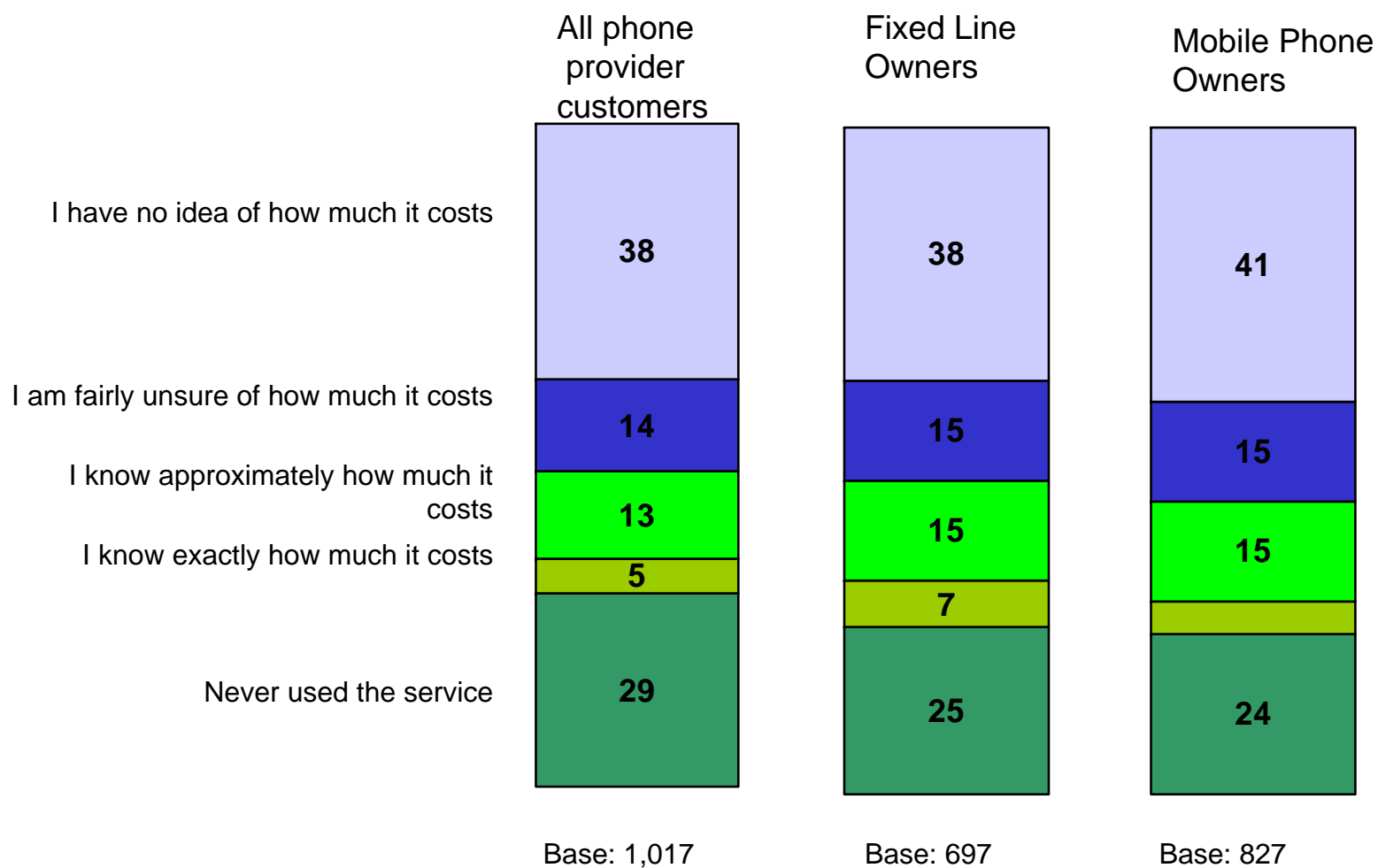
15-24	60%
25-44	59%
45-64	54%
65-74	35%

Region

Dublin	48%
ROL	57%
Munster	57%
Conn/Ulster	66%

Awareness of Additional Cost for Call Completion

Base: All Respondents



Mobile Phone Usage

Key Findings

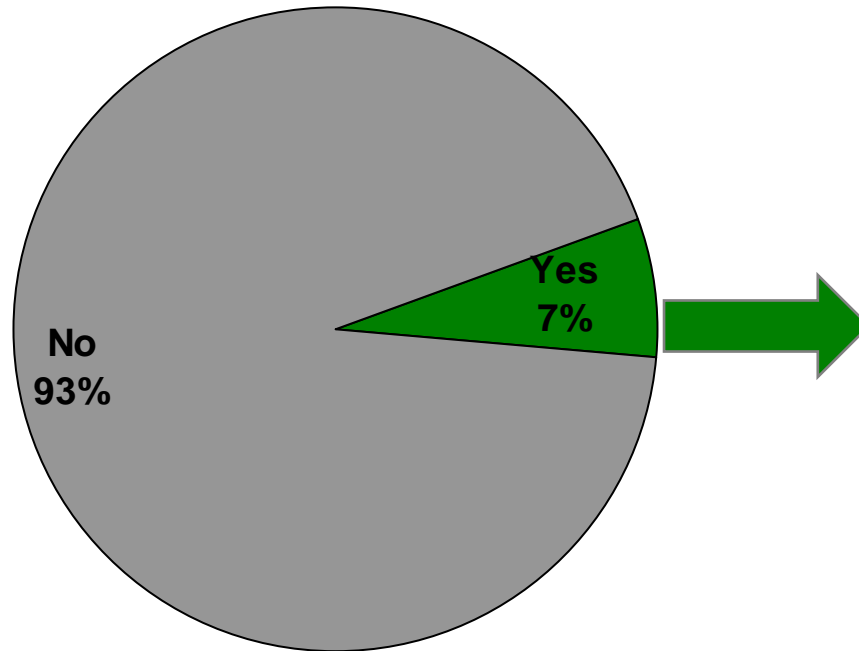
- Mobile penetration has dropped marginally by 4% to 80% (a 1% decline outside the margin of error) compared to quarter 1, suggesting that market penetration is reaching saturation point.
- In line with previous waves, over three quarters of respondents use the pay as you go service. There is a higher concentration of pre-paid phones among those those aged 15-24 and 65 +.
- Vodafone and O2 continue to retain a large share of the consumer mobile market with 53% and 33% respectively.
- 8 in 10 are aware that they can switch mobile operator and retain the same mobile number. Those least likely to be aware of mobile number portability are aged 45+.

Key Findings

- The average amount of time spent using a mobile is 4 hours 47 minutes per month. Bill-paying mobile customers are likely to spend more time on their mobiles than pre-paid customers, probably due to the availability of 'packages' to bill-payers, allowing them a certain amount of minutes as part of their service.
- Average spend on mobile phones is now at €57.62, up slightly since measured in Q4 2005.
- Almost 7 in 10 roaming customers have little or no idea of how much it costs to use their phone while abroad.
- 6% of mobile consumers currently subscribe to a 3G mobile service. These respondents are most likely to be aged 15-24 years of age. Those most likely to have availed of this service are younger consumers.

Multiple Phone Subscriptions

Base: Has a Mobile Phone N = 827



Percentage who said Yes:

Gender

Male	9%
Female	5%

Age

15-24	6%
25-44	9%
45-64	6%
65-74	-

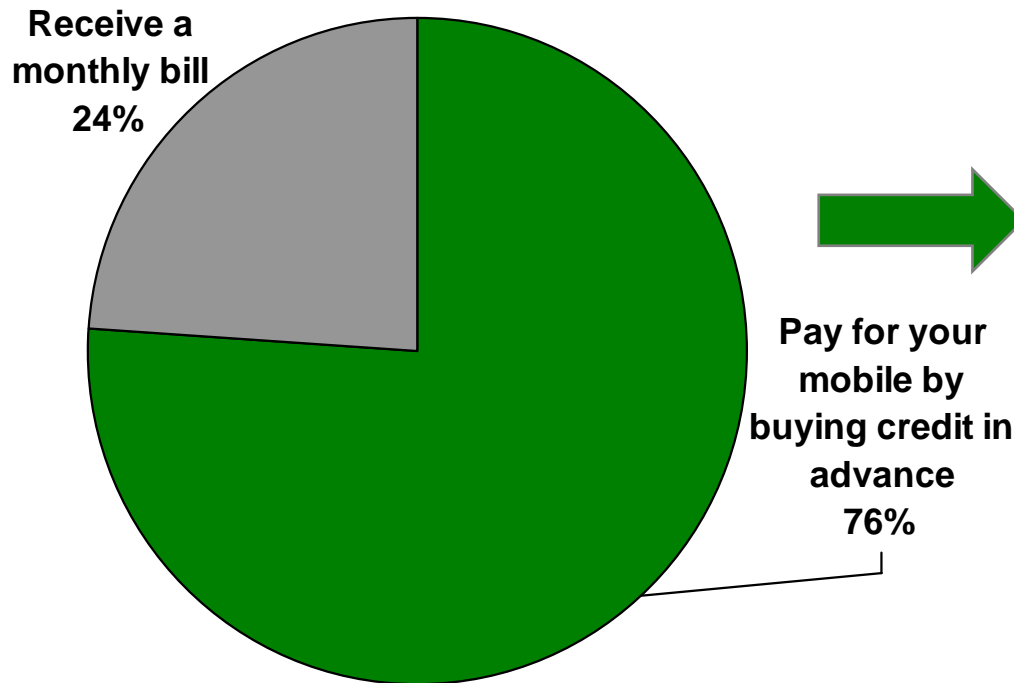
Region

Dublin	4%
ROL	16%
Munster	3%
Conn/Ulster	5%

- Billed mobile users who have more than one phone subscription tend to be men, those aged between 45-64 years of age and those from the Connaught/Ulster region.

Payment for Mobile Phone Service

Base: Has a Mobile Phone N = 827



Profile of those who buy credit:

Gender

Male	71%
Female	81%

Age

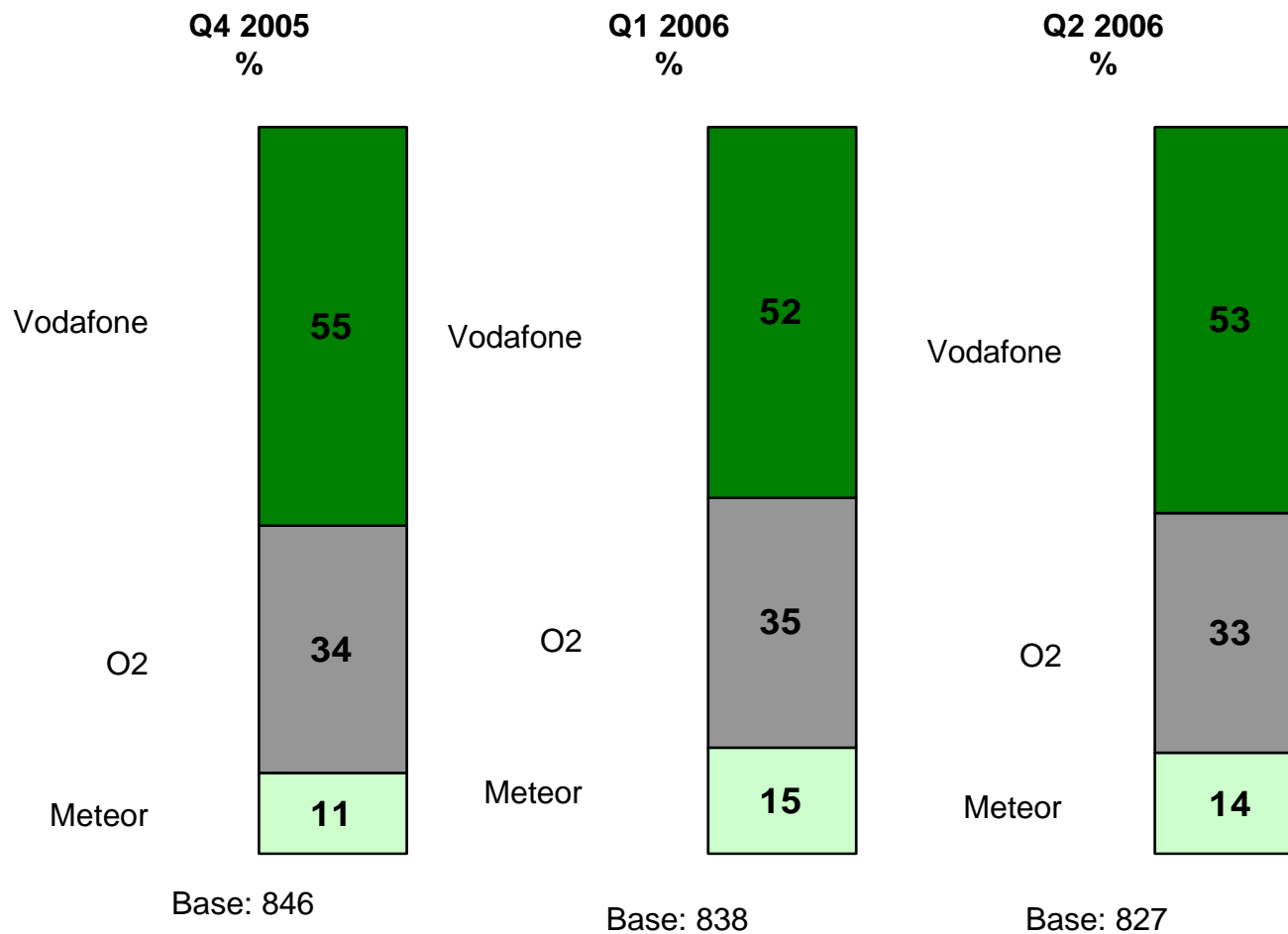
15-24	92%
25-44	71%
45-64	69%
65-74	85%

Region

Dublin	72%
ROL	80%
Munster	79%
Conn/Ulster	72%

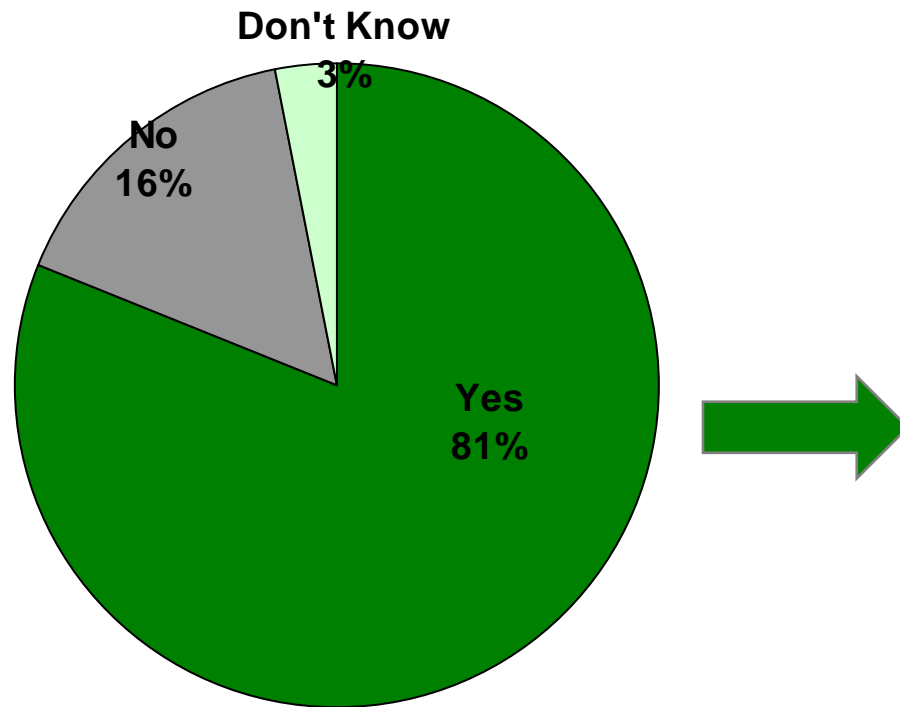
Mobile Suppliers

Base: Has a Mobile Phone



Awareness of Mobile Number Portability

Base: Has a Mobile Phone N = 827

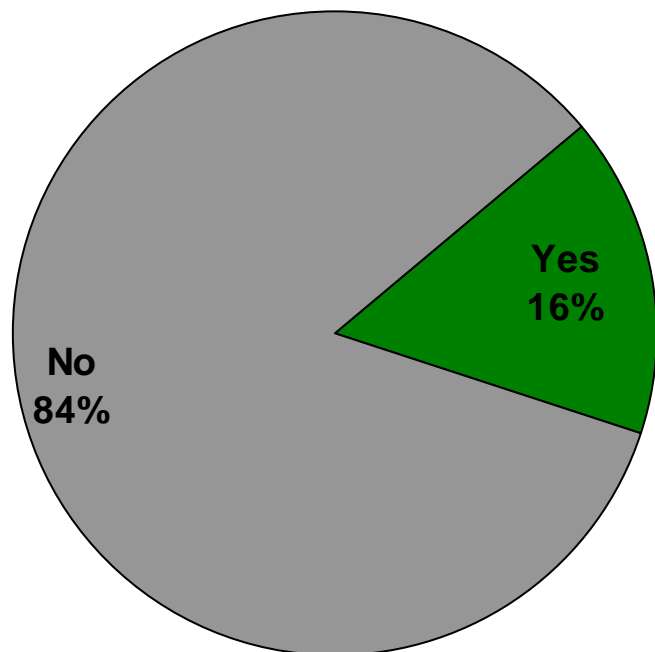


Percentage who said no:

<u>Gender</u>	
Male	13%
Female	18%
<u>Age</u>	
15-24	11%
25-44	13%
45-64	22%
65-74	31%
<u>Region</u>	
Dublin	30%
ROL	11%
Munster	10%
Conn/Ulster	9%

Level of Switching and Retention of Old Mobile Number

Base: Aware of Number Portability N = 672



Percentage who said yes:

Gender

Male	16%
Female	15%

Age

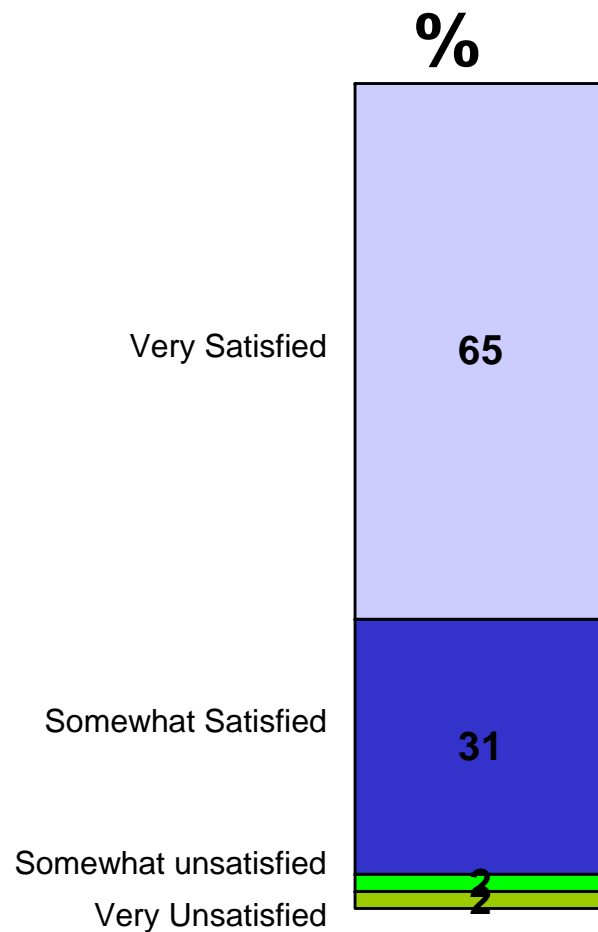
15-24	27%
25-44	14%
45-64	8%
65-74	-

Region

Dublin	19%
ROL	17%
Munster	13%
Conn/Ulster	14%

Level of Satisfaction with Mobile Switching Process

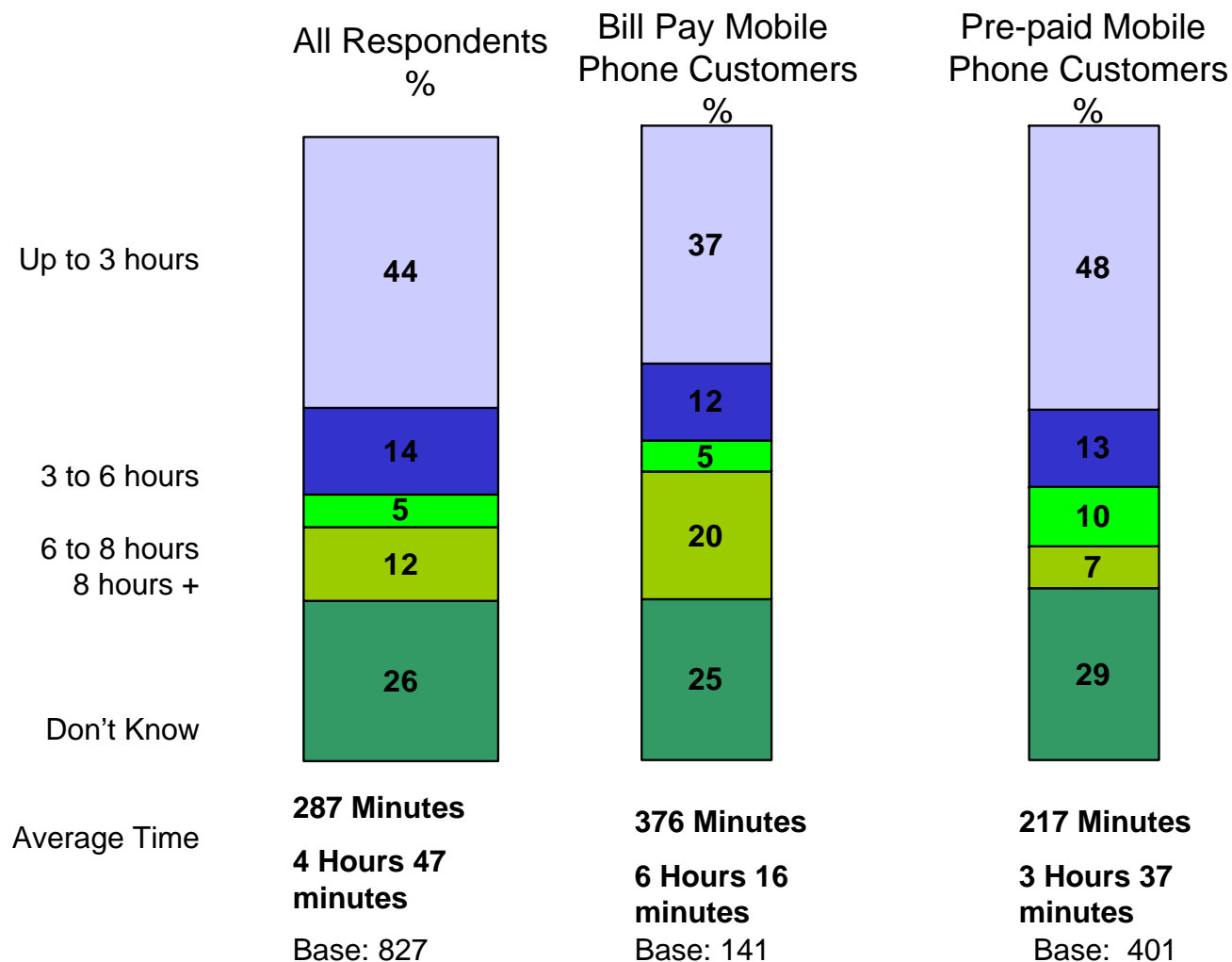
Base: Have Changed Providers N=104



Almost all respondents are satisfied with the process of switching mobile provider.

Average Time Per Month Using Mobile Phone

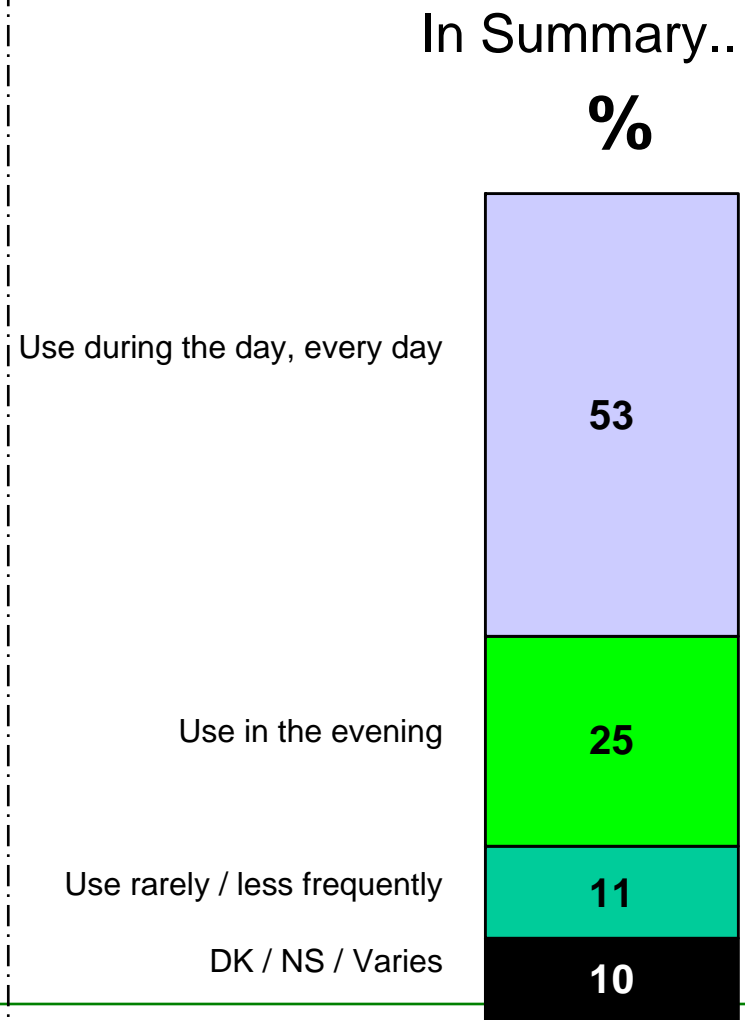
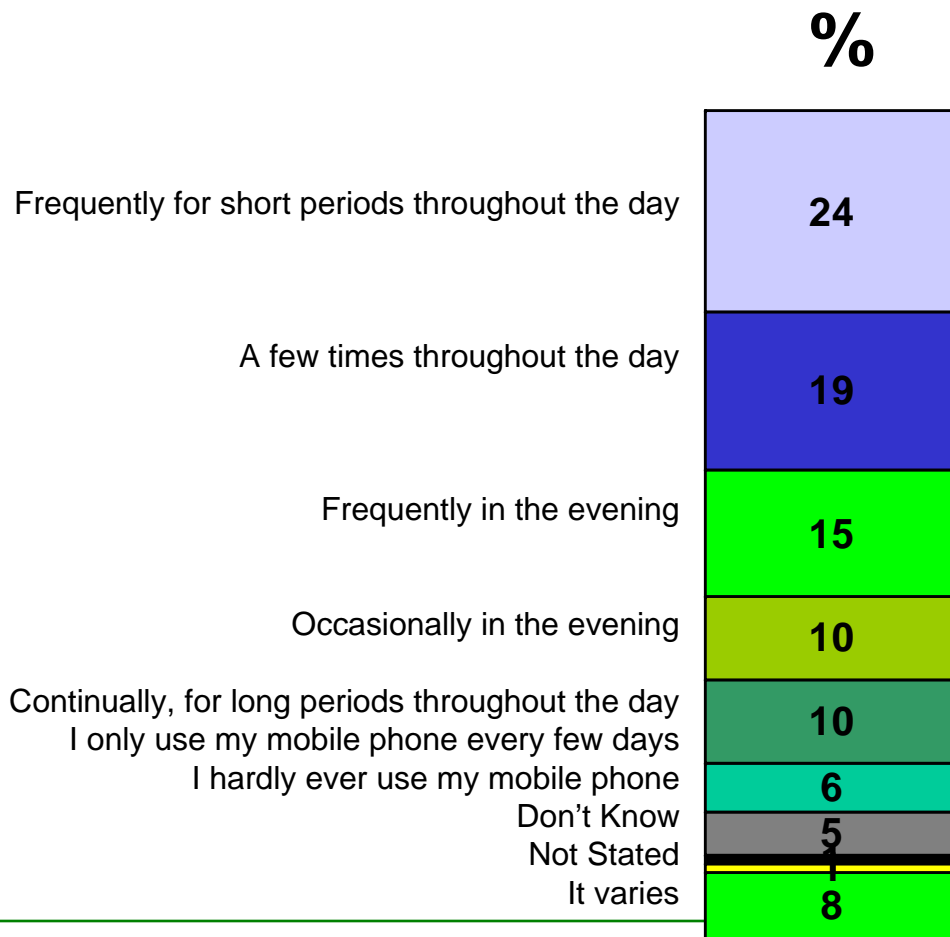
Base: Has a Mobile Phone, N=827



Note: The survey is based on what people estimate their monthly mobile phone usage to be and is not directly comparable to Minutes of Use (MoU) data as reported by particular mobile network operators.

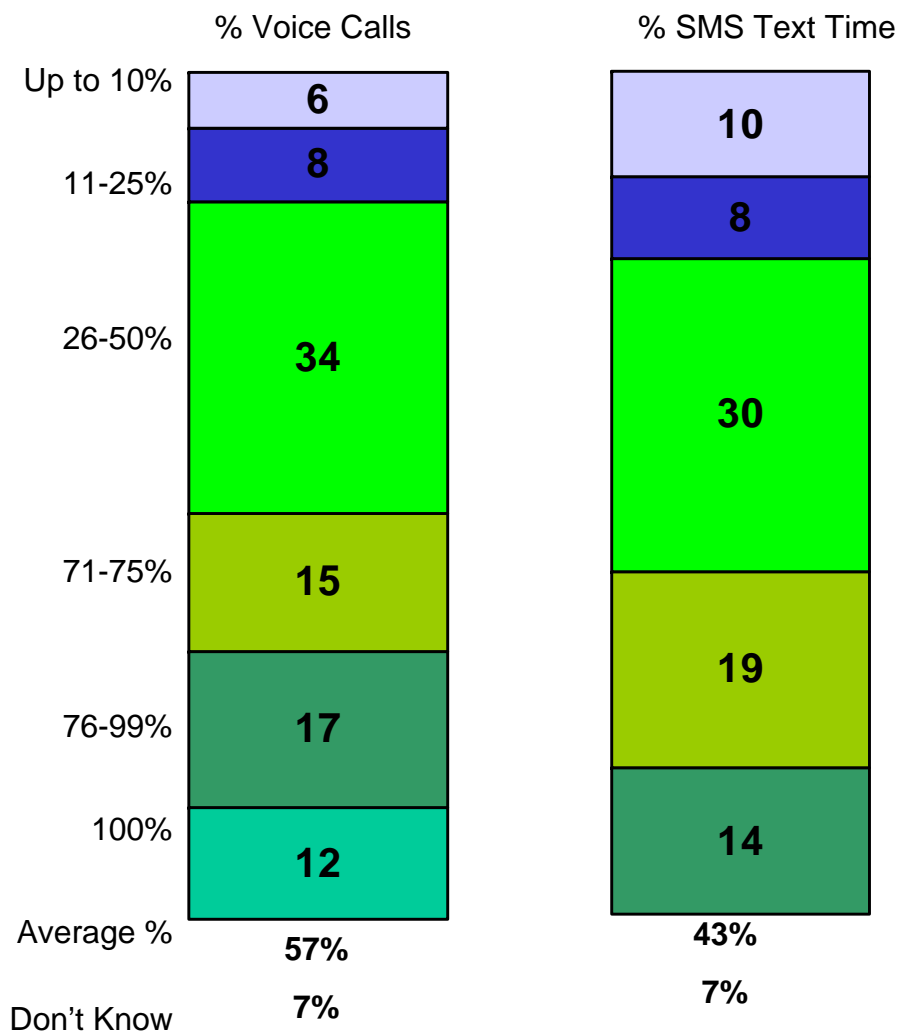
Level of Use of Mobile Phone

Base: Has a Mobile Phone N = 827



Level of Talk Time & SMS Phone Usage

Base: Has a Mobile Phone N = 827

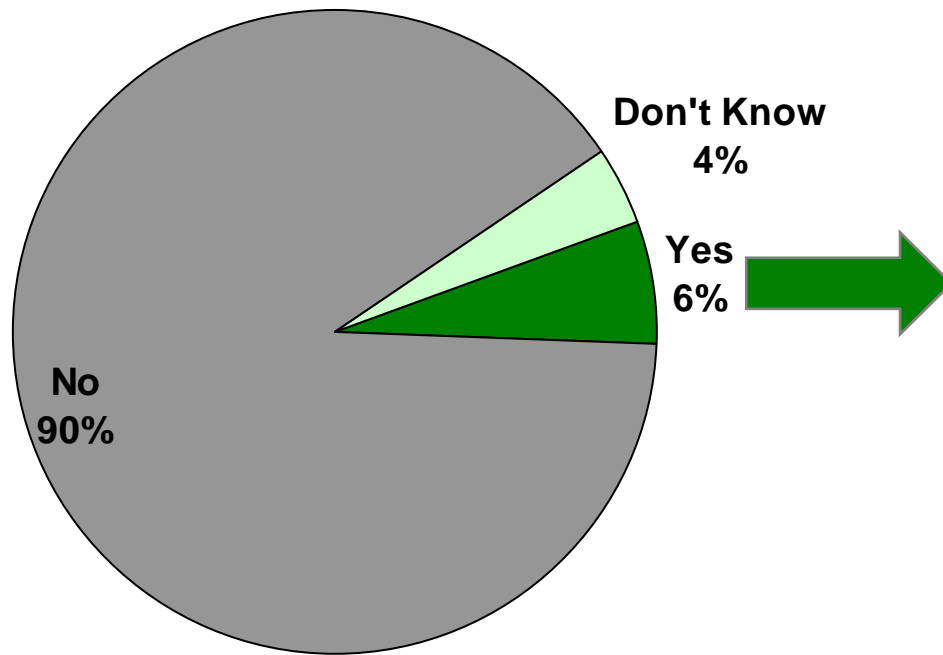


• 65-74 year olds are more likely to talk than text on their mobiles as are 45-64 year olds.

Research Note: due to aggregation of individual respondents' usage patterns and rounding of average, the average proportion of mobile usage between each age group may not total 100%.

Subscription to 3G Service

Base: Has a Mobile Phone N = 827



Percentage who said yes:

Gender

Male	5%
Female	6%

Age

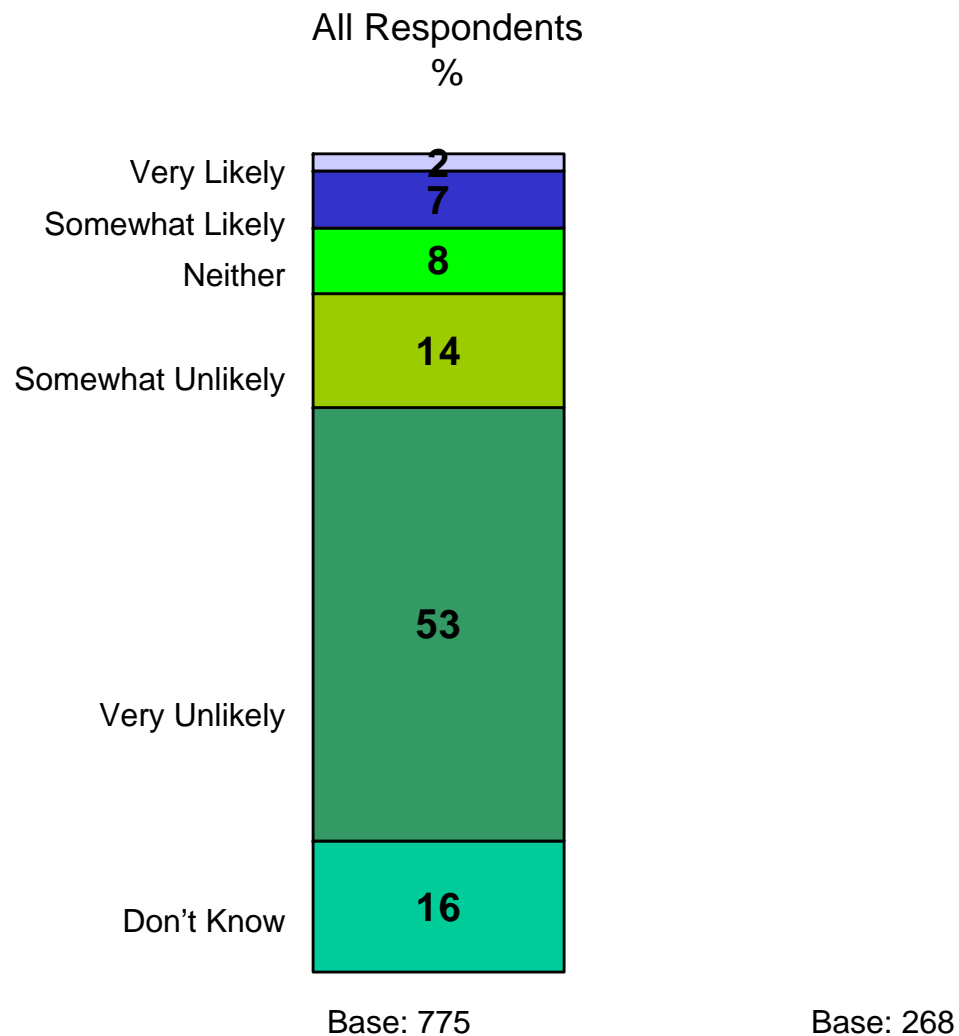
15-24	12%
25-44	5%
45-64	3%
65-74	-

Region

Dublin	8%
ROL	10%
Munster	2%
Conn/Ulster	7%

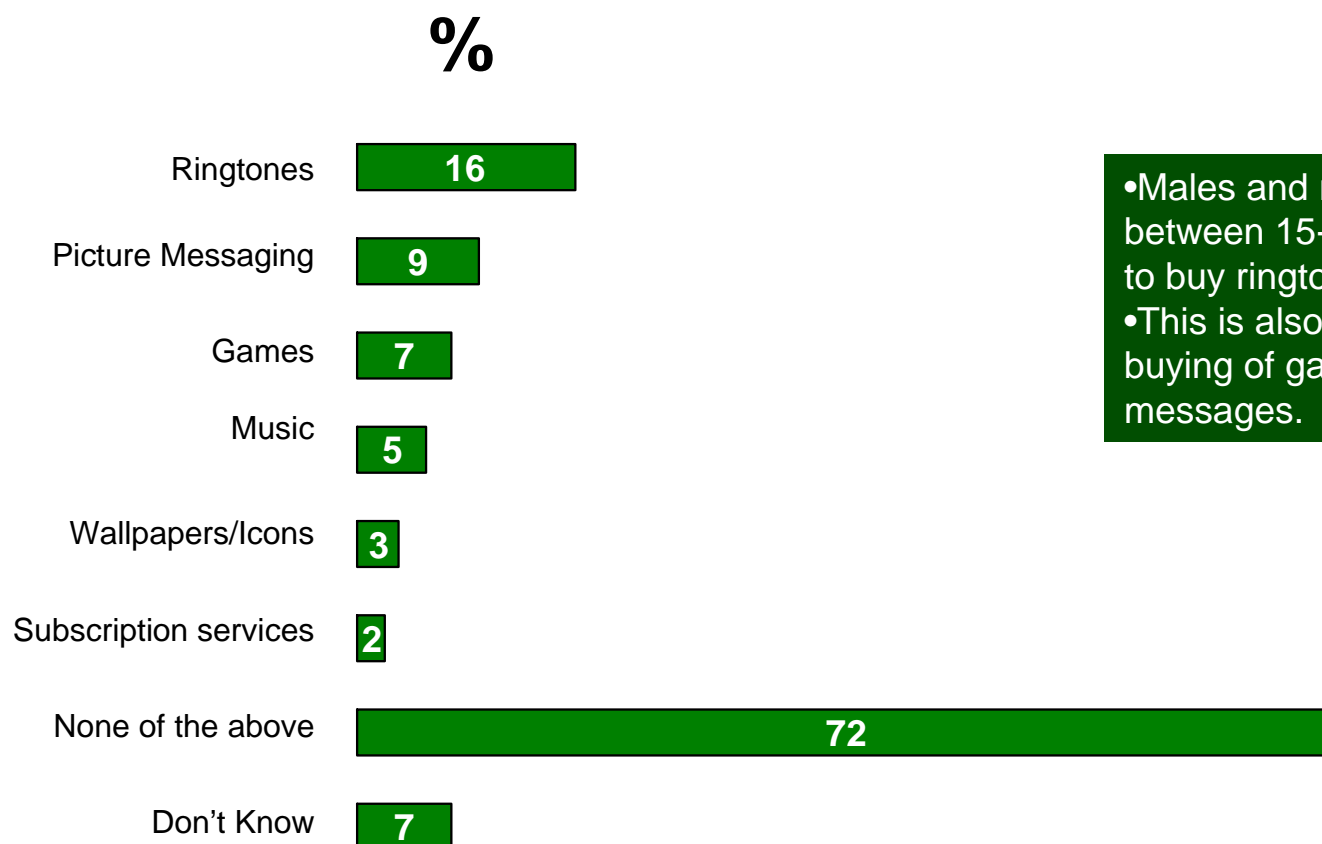
Likelihood to Subscribe to 3G in Next 3 Months

Base: Has a Mobile Phone, does not have a 3G Subscription



Mobile Phone Services Bought in Last 3 Months

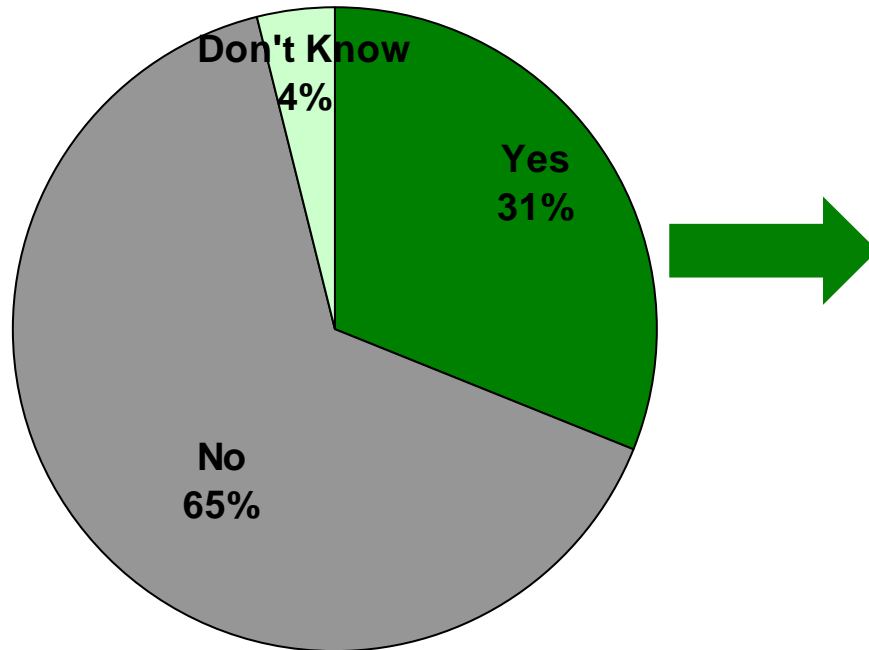
Base: Has a Mobile Phone N = 827



- Males and respondents aged between 15-24 are more likely to buy ringtones
- This is also the case for the buying of games and picture messages.

Use of Picture Messages

Base: Has a Mobile Phone N = 827



Percentage who said yes:

Gender

Male	32%
Female	29%

Age

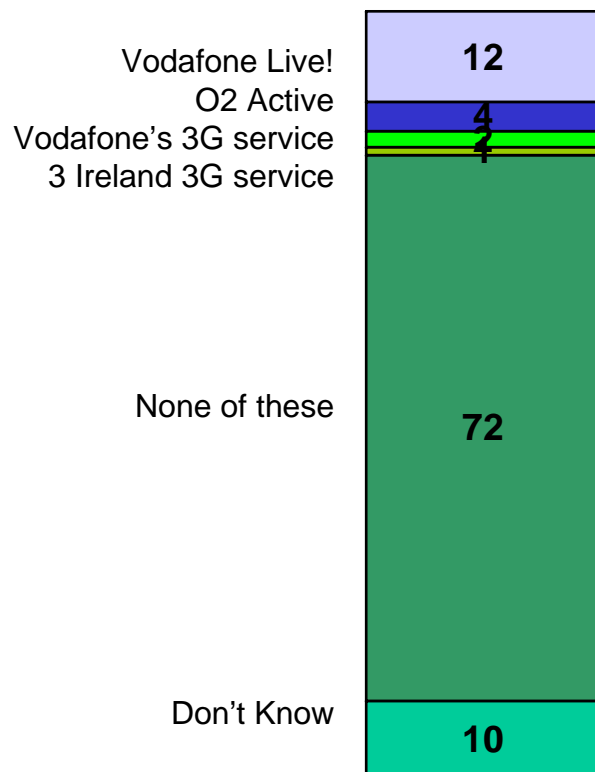
15-24	53%
25-44	33%
45-64	10%
65-74	-

Region

Dublin	31%
ROL	36%
Munster	26%
Conn/Ulster	30%

Use of Mobile Phone Services

Base: Has a Mobile Phone N = 827



Percentage who used Vodafone Live!:

Gender

Male	13%
Female	10%

Age

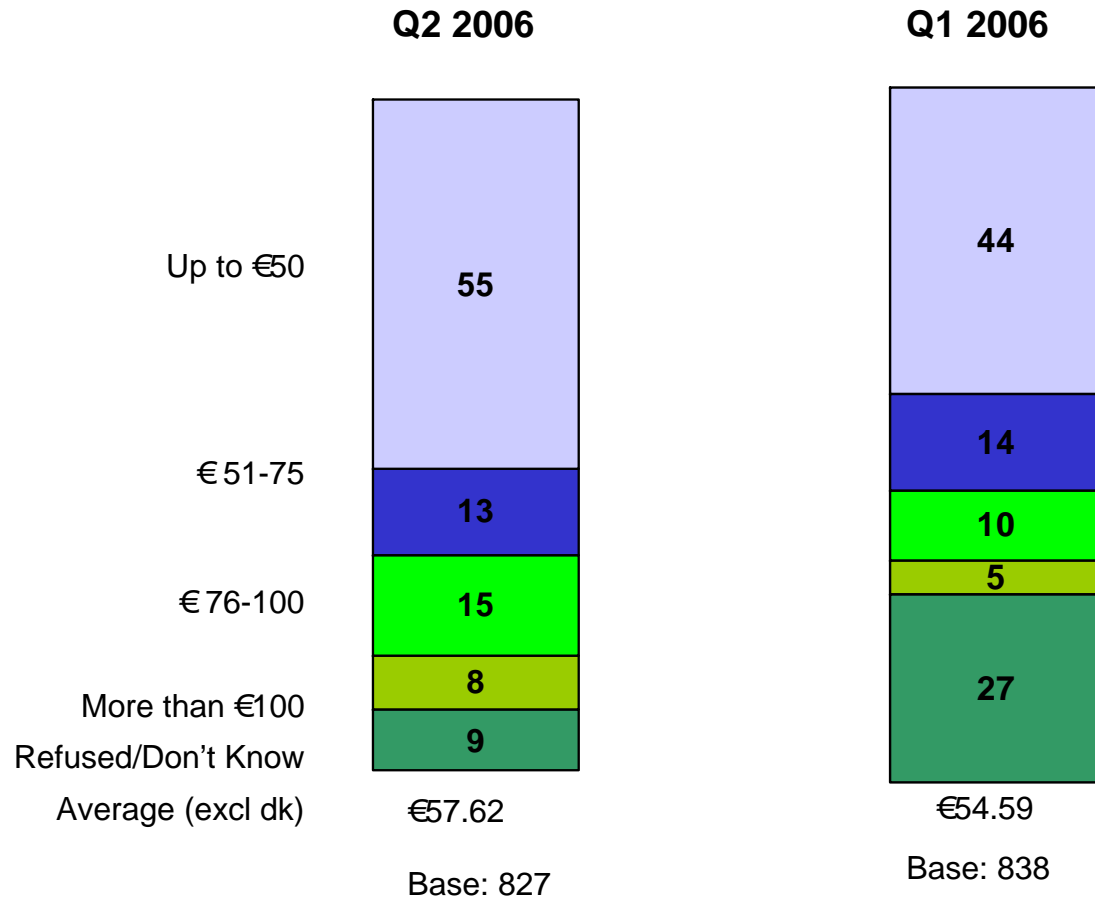
15-24	21%
25-44	12%
45-64	3%
65-74	-

Region

Dublin	10%
ROL	11%
Munster	14%
Conn/Ulster	10%

Average Spend on Mobile

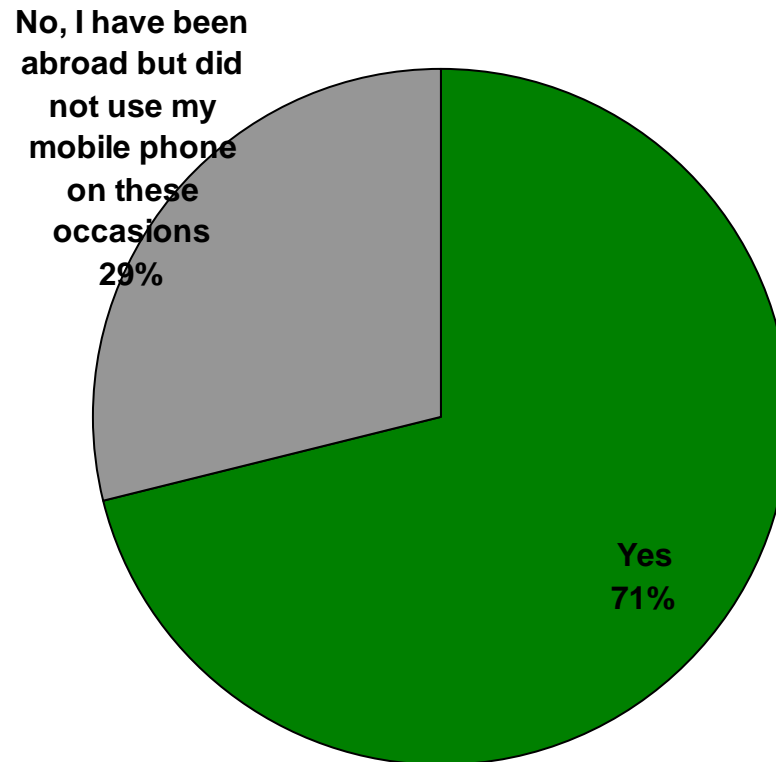
Base: Has a Mobile Phone, N=827



Note: The survey is based on what people estimate their monthly mobile bill was in the previous month and is not directly comparable with monthly ARPU as reported by mobile operators.

Use of Mobile Abroad

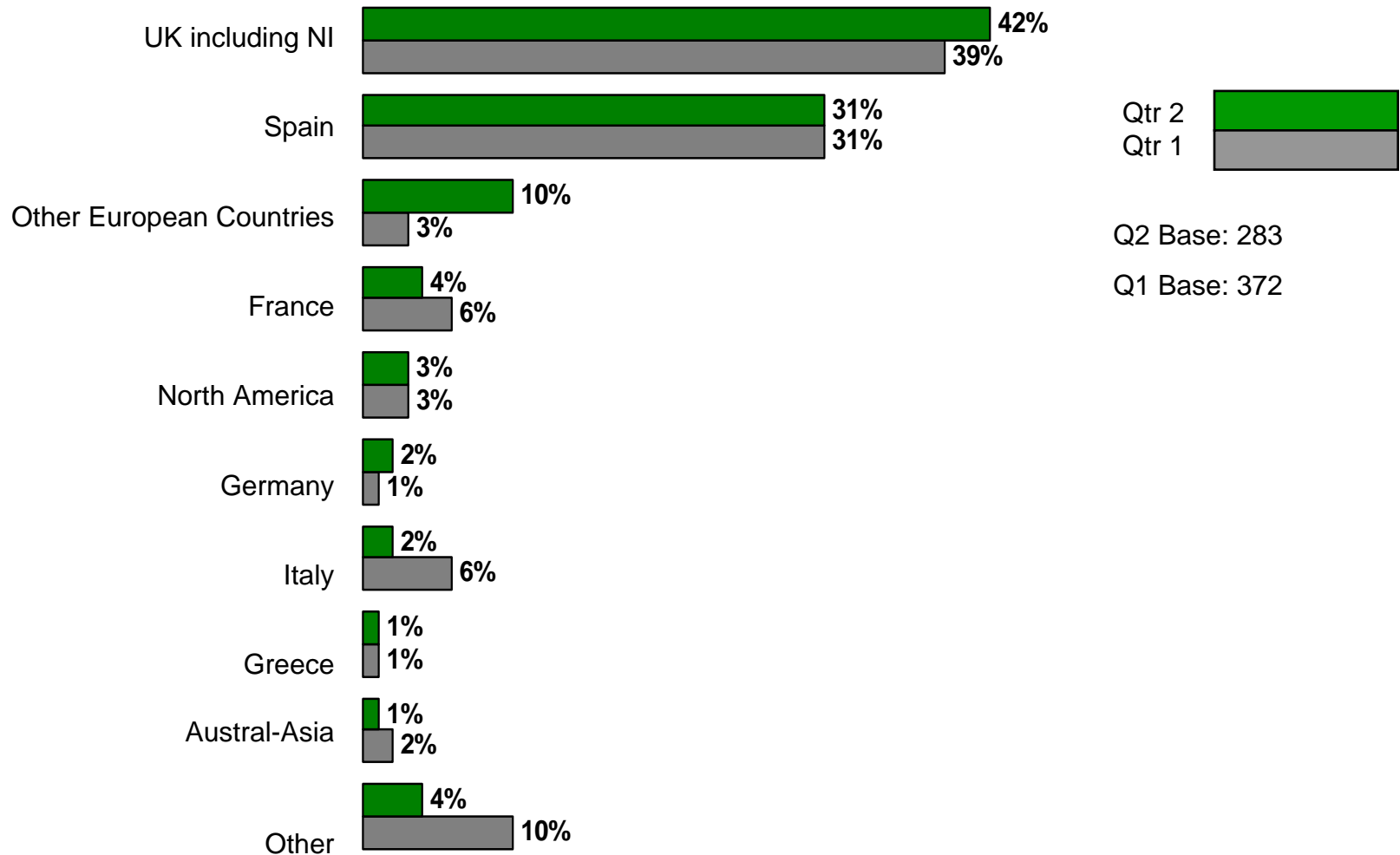
Base: Has Been Abroad in Last 12 Months N = 407



On average respondents have been abroad approximately 2.64 occasions in the last 12 months. NB: Average excludes those who have not been abroad in last 12 months

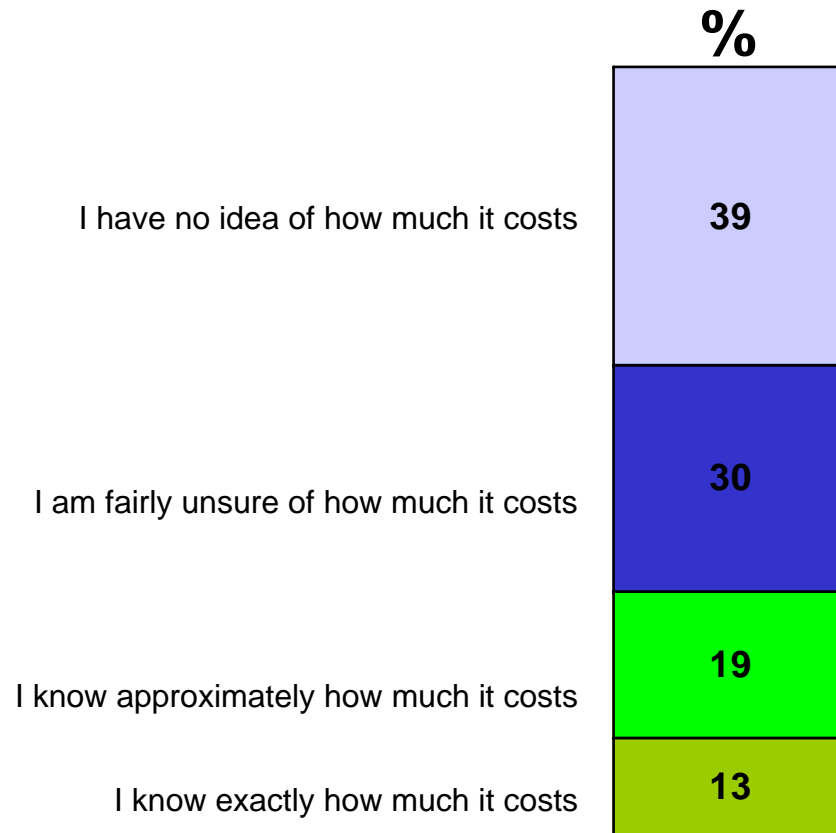
Countries in Which Phones Used Most in Last 12 Months

Base: Has Been Abroad in Past 12 Months & Used Phone Abroad N=283



Awareness of Mobile Cost Abroad

Base: Has Been Abroad in Past 12 Months & Used Phone Abroad N =283



Awareness of Mobile Cost Reduction Methods

Base: Has Been Abroad in Past 12 Months & Used Phone Abroad N =283

% Yes, are aware

Sending SMS messages instead of making voice calls

90

Keeping the handset switched off whilst abroad, but bringing it along in case I need to use it

78

Selecting the least expensive network after having found out in advance which network prices are the least expensive ones for me (i.e. manual network selection)

62

Buying a new subscription i.e. SIM card abroad

50

Use of Mobile Cost Reduction Methods

Base: Has Been Abroad in Past 12 Months & Used Phone Abroad N =283

% Yes, Have used

Sending SMS messages instead of making voice calls

71

Keeping the handset switched off whilst abroad, but bringing it along in case I need to use it

39

Selecting the least expensive network after having found out in advance which network prices are the least expensive ones for me

24

Buying a new subscription i.e. SIM card abroad

12

None of these

12

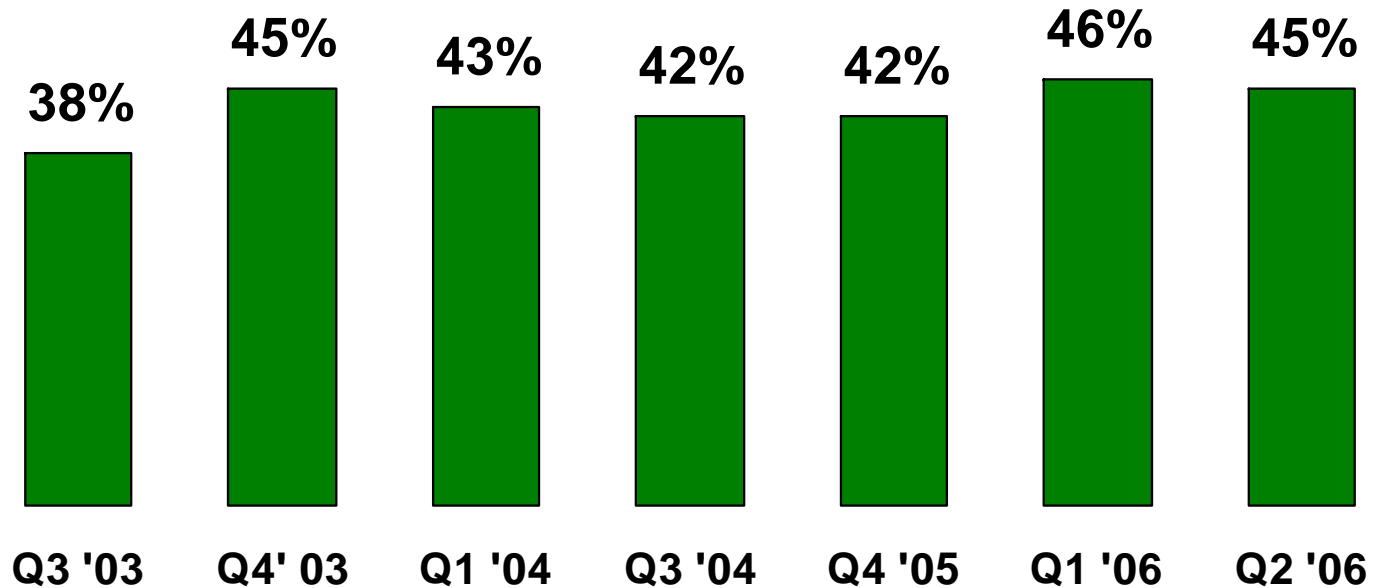
Internet Usage

Key Findings

- Consistent with previous quarters, over 4 in 10 of respondents personally use the internet from any location. These respondents are more likely to be aged 15-44 years of age. In terms of specific locations, two thirds use the internet from home and 12% use the internet at school/college.
- More than 3 in 10 have an internet connection in their home (35%), with those aged 65+ less likely to do so. Of those who don't have a home connection, 31% said they are likely to get a connection in the future.
- Eircom continues to lead as the main Internet Access Provider with 81% of respondents choosing to use them.
- Standard telephone dial-up remains the main method for consumers connecting to the internet (46%).
- 46% of those connecting to the internet via a narrowband connection claim not to connect via broadband because it is not available in their area. However, only 31% of those narrowband users attempted to get a broadband connection to their home and were told that it was not available to them. This suggests that not all narrowband users who claimed that they cannot get broadband, have actually tried to get a broadband connection.
- Broadband availability seems to be a bigger issue outside Dublin than it is in the greater Dublin area.
- Over 4 in 10 (42%) of internet users are aware of VOIP, up from 35% in quarter 4 2005. These respondents are typically male and aged between 25-44 years old. 23% of those aware of the existence of VOIP have actually used this service.

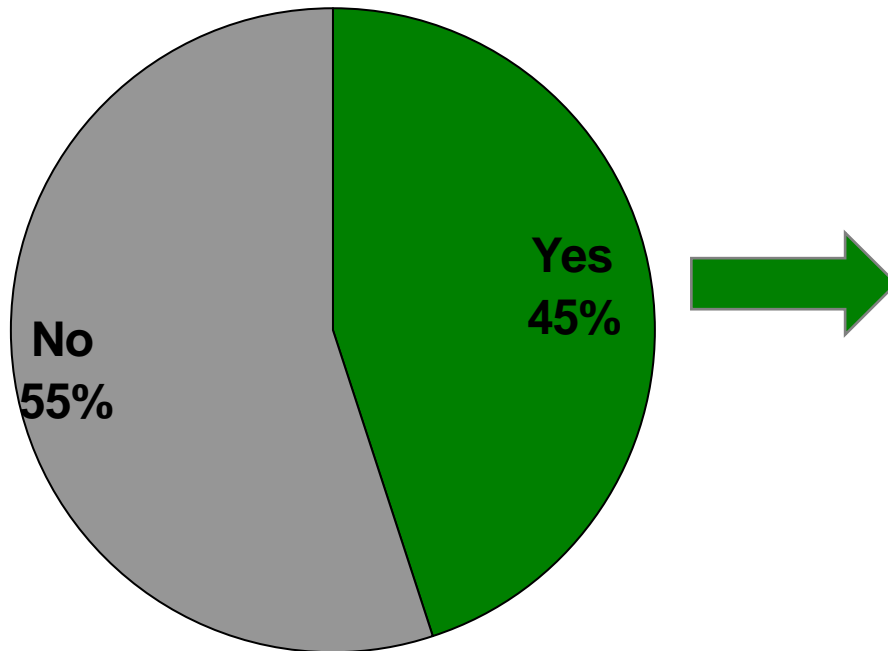
Internet Usage

Base: All Respondents N = 1,017



Internet Usage

Base: All Respondents N = 1,017



Percentage who said yes:

Gender

Male	48%
Female	42%

Age

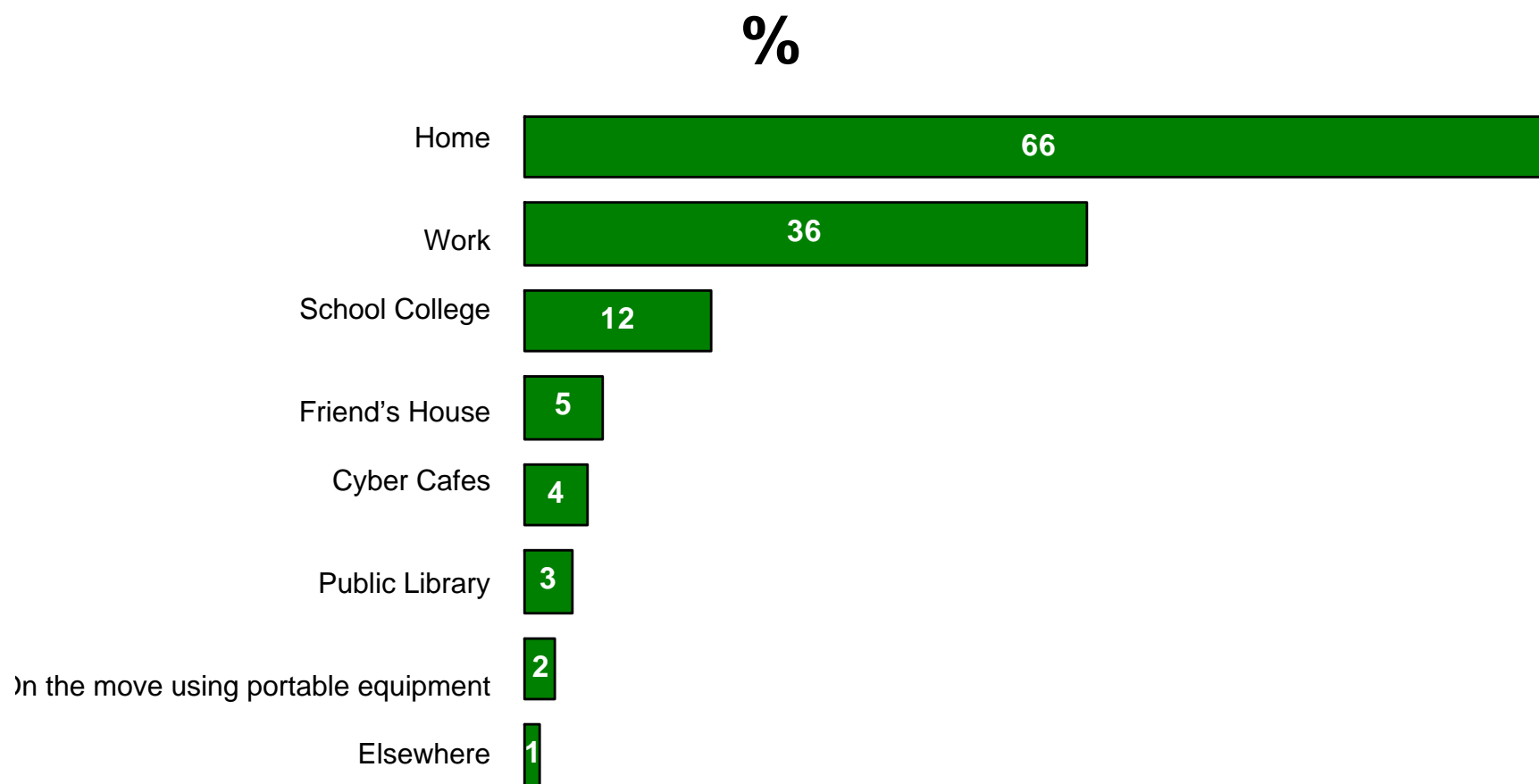
15-24	63%
25-44	54%
45-64	30%
65-74	14%

Region

Dublin	45%
ROL	42%
Munster	48%
Conn/Ulster	44%

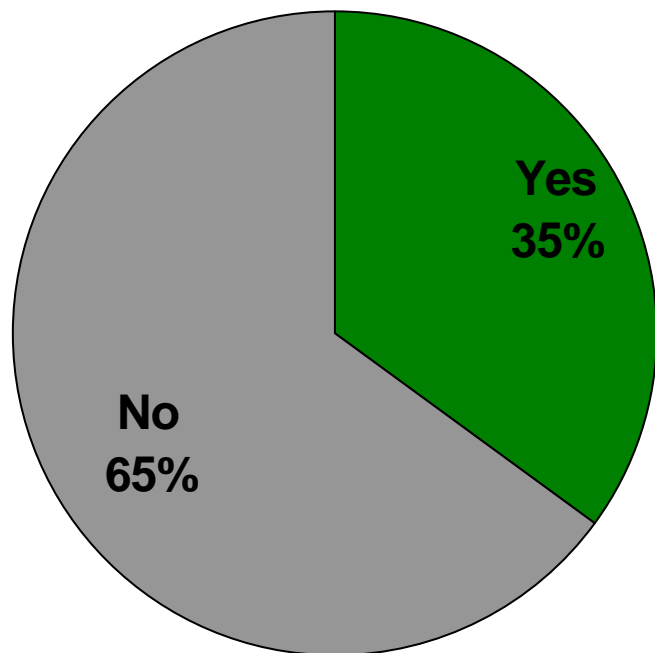
Main Internet Usage Locations

Base: Personally Uses Internet From Any Location N = 459



Home Internet Connections

Base: All Respondents N = 1,017



Percentage who said yes:

Gender

Male	36%
Female	34%

Age

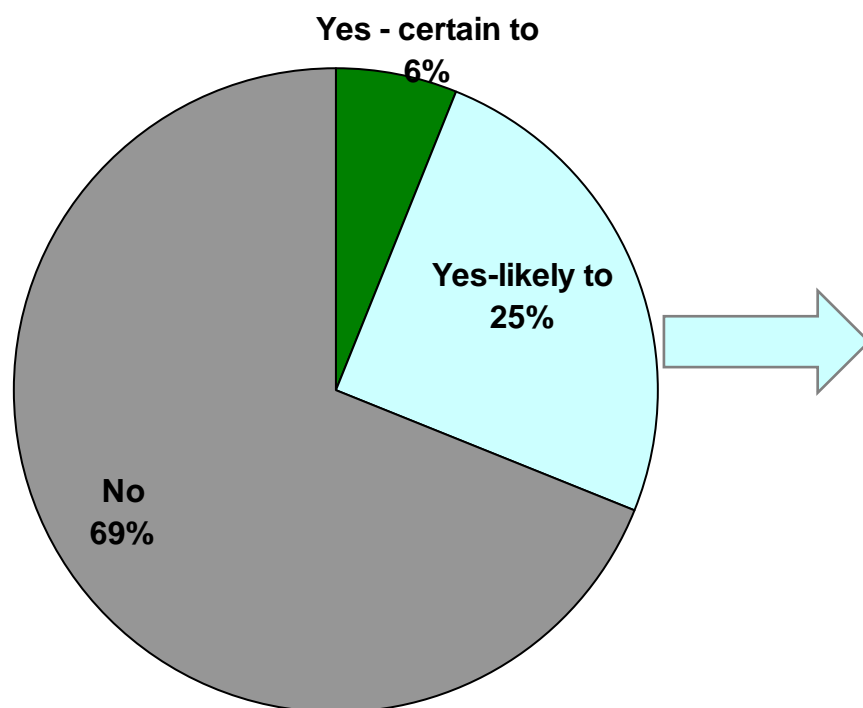
15-24	37%
25-44	38%
45-64	34%
65-74	18%

Region

Dublin	28%
ROL	35%
Munster	41%
Conn/Ulster	37%

Intention to Get Internet Connection In Future

Base: Doesn't Have An Internet Connection At Home N = 665



Percentage who said yes (certain/likely) :

Gender

Male	31%
Female	31%

Age

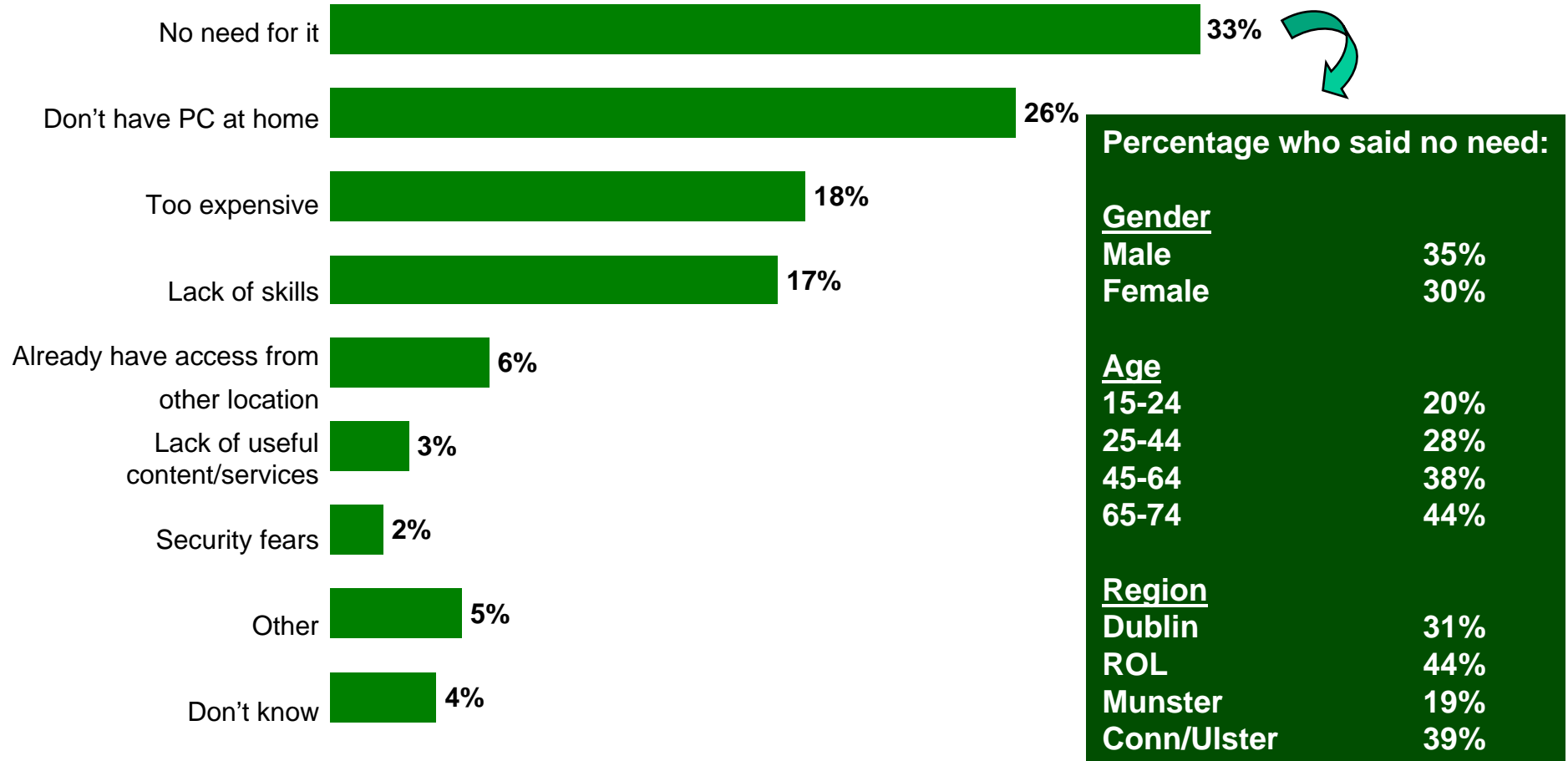
15-24	43%
25-44	39%
45-64	22%
65-74	4%

Region

Dublin	26%
ROL	30%
Munster	35%
Conn/Ulster	33%

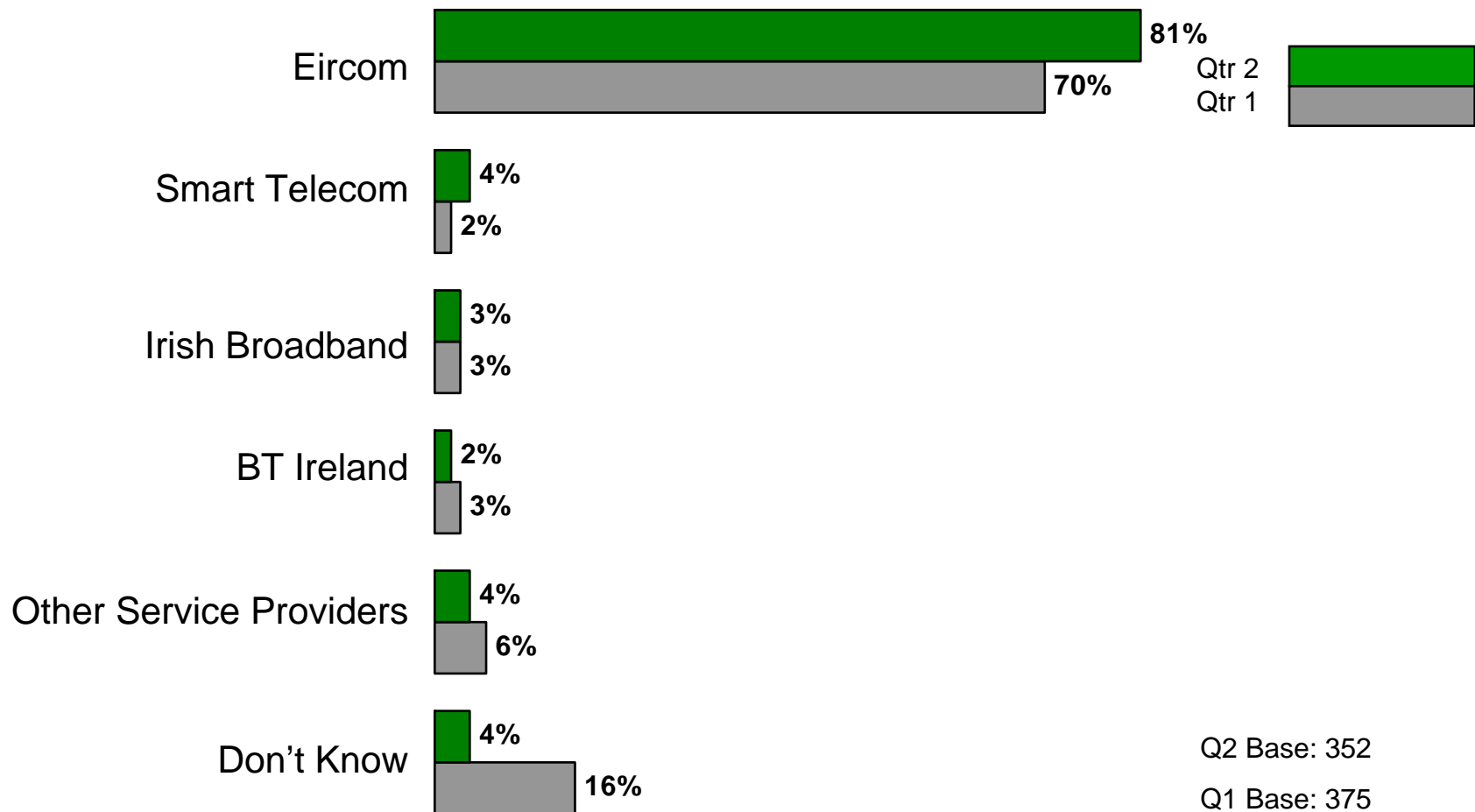
Rationale For Not Getting The Internet At Home

Base: Doesn't Intend Getting A Home Internet Connection In Future N =452



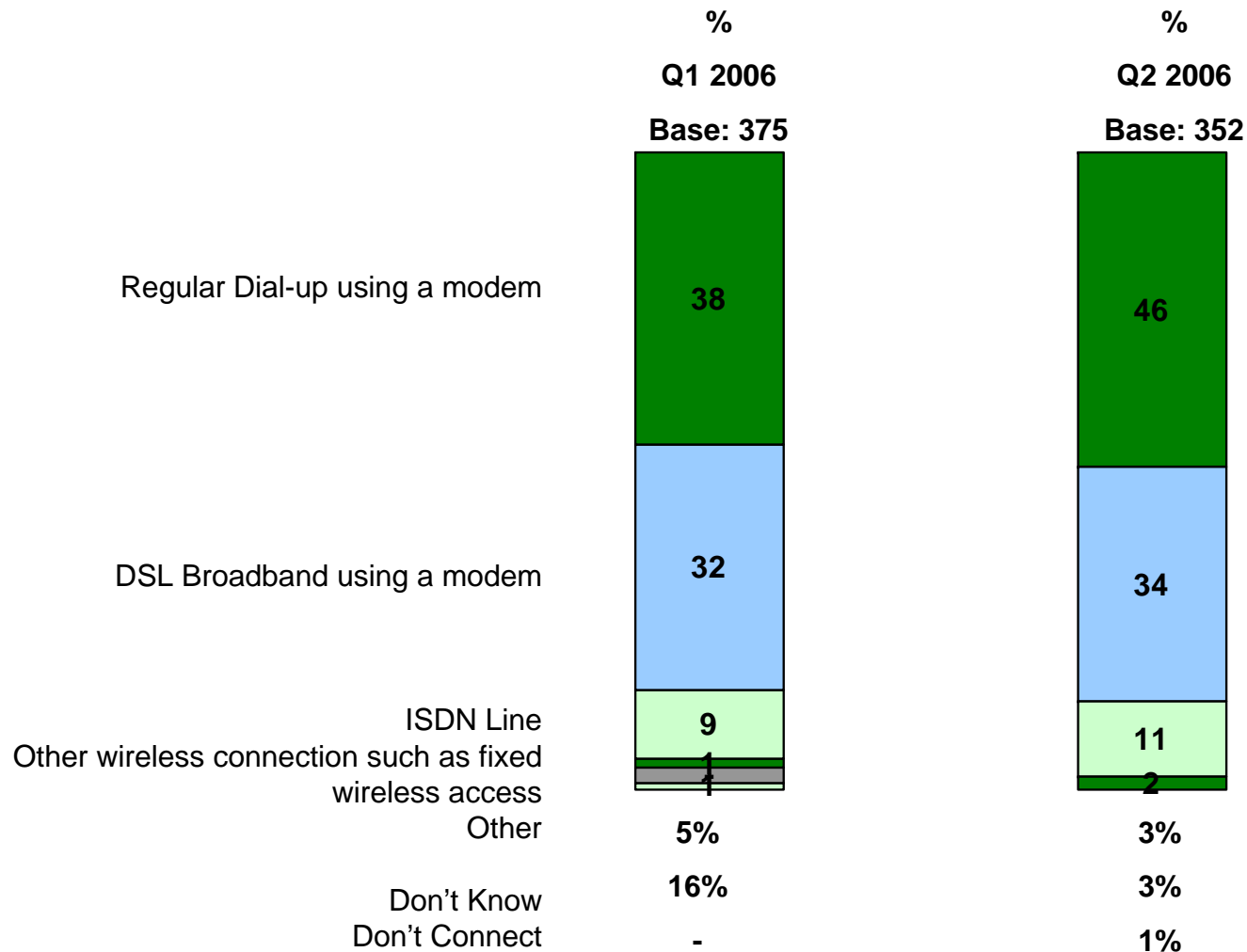
Home Internet Service Providers

Base: Has An Internet Connection At Home



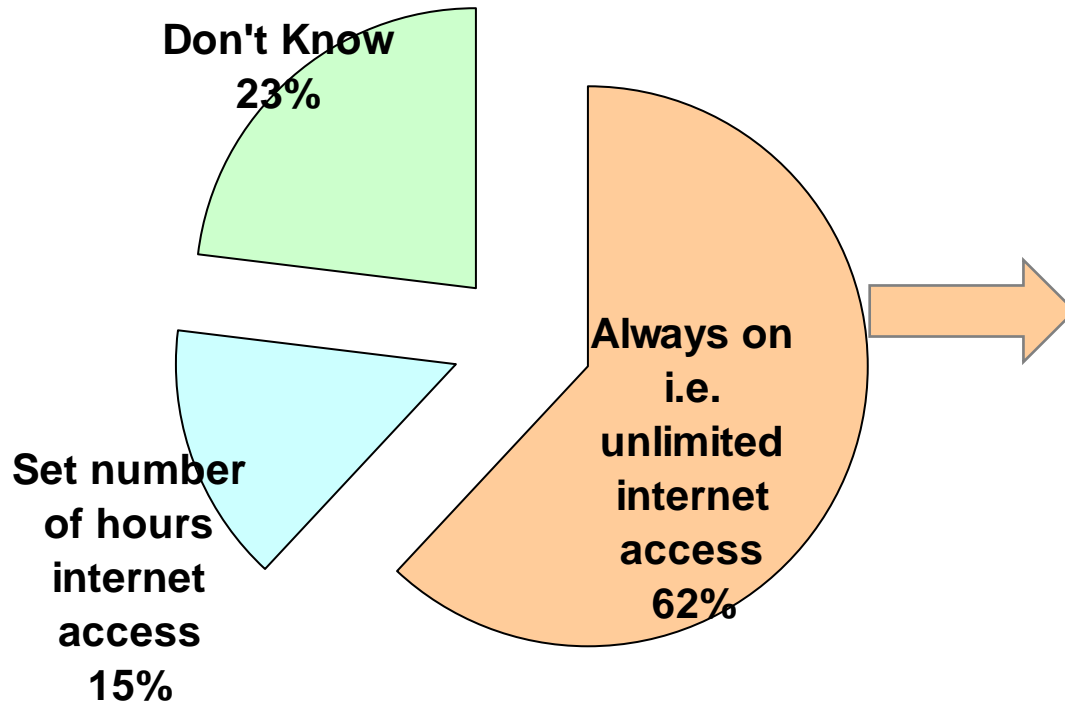
Methods of Home Internet Connections

Base: Has An Internet Connection At Home



Type of Broadband Connection

Base: Broadband Users N = 119



Percentage who said don't know:

Gender

Male	22%
Female	24%

Age

15-24	32%
25-44	14%
45-64	31%
65-74	100%

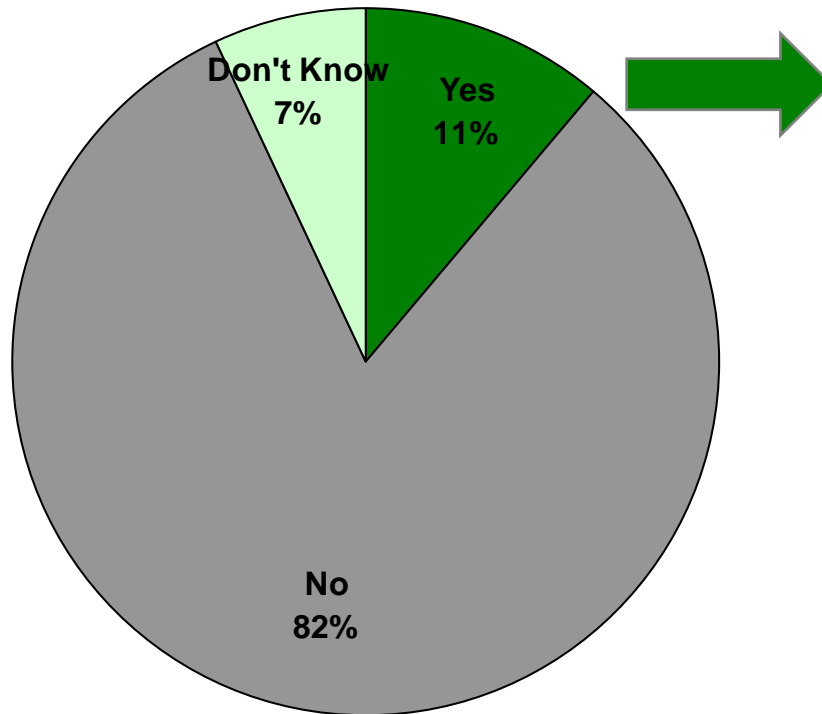
Region

Dublin	30%
ROL	17%
Munster	28%
Conn/Ulster	4%

Q53 Is your broadband connection one where you have a set number of hours per month or an always –on connection?

Level of Broadband Provider Switching

Base: Broadband Users N = 119



Percentage who said yes:

Gender

Male	16%
Female	5%

Age

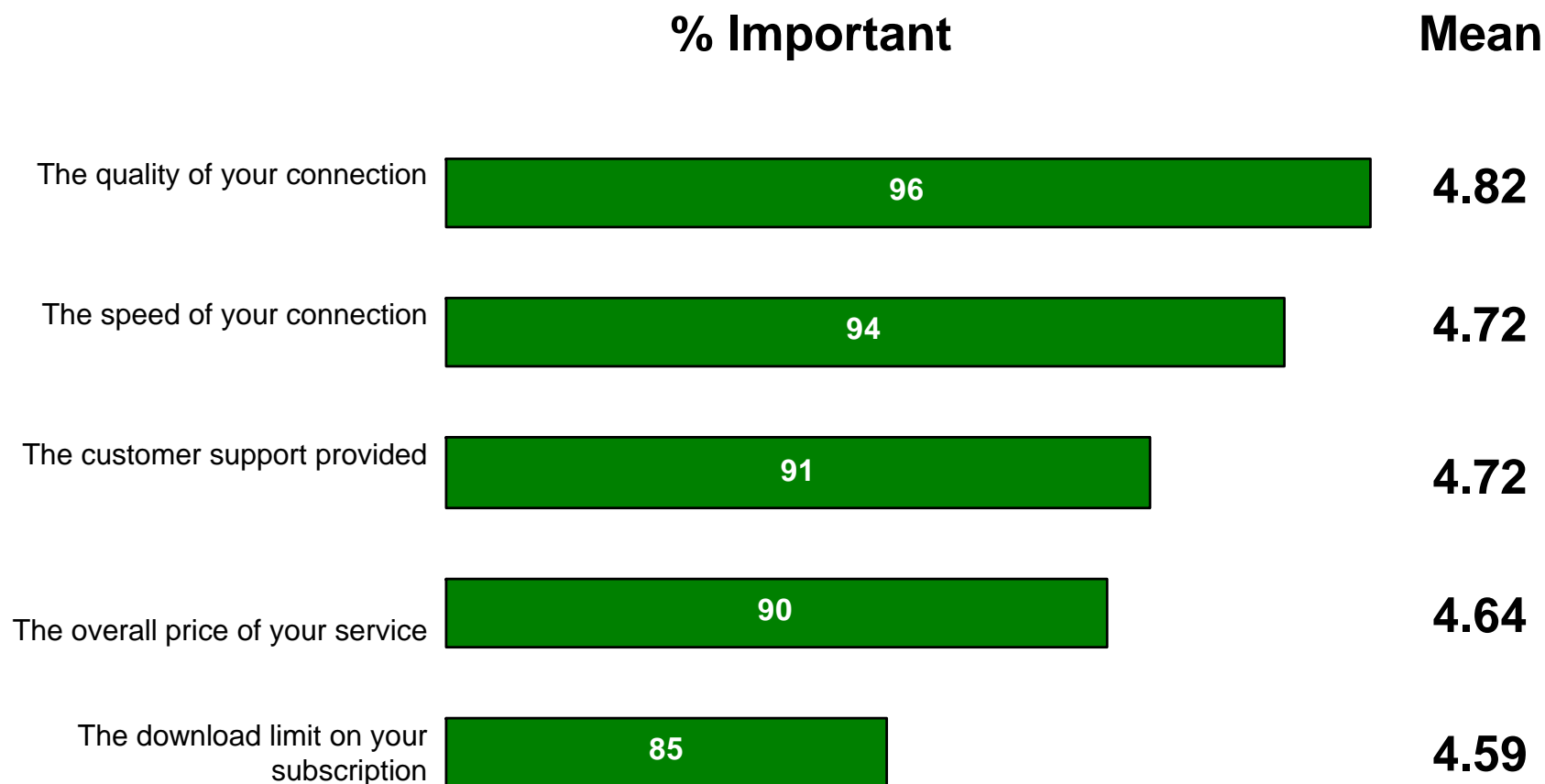
15-24	9%
25-44	15%
45-64	4%
65-74	0%

Region

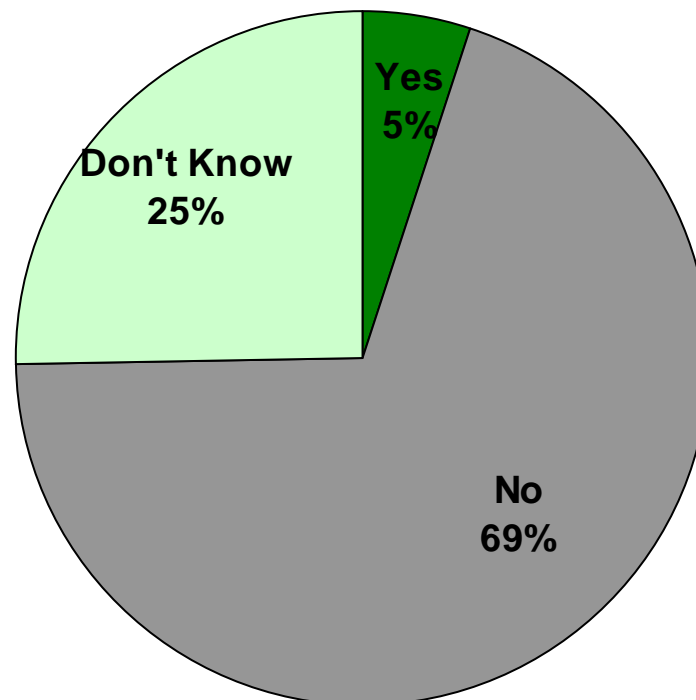
Dublin	10%
ROL	10%
Munster	12%
Conn/Ulster	13%

Important Factors for Broadband Provider Selection

Base: Broadband Users N=119

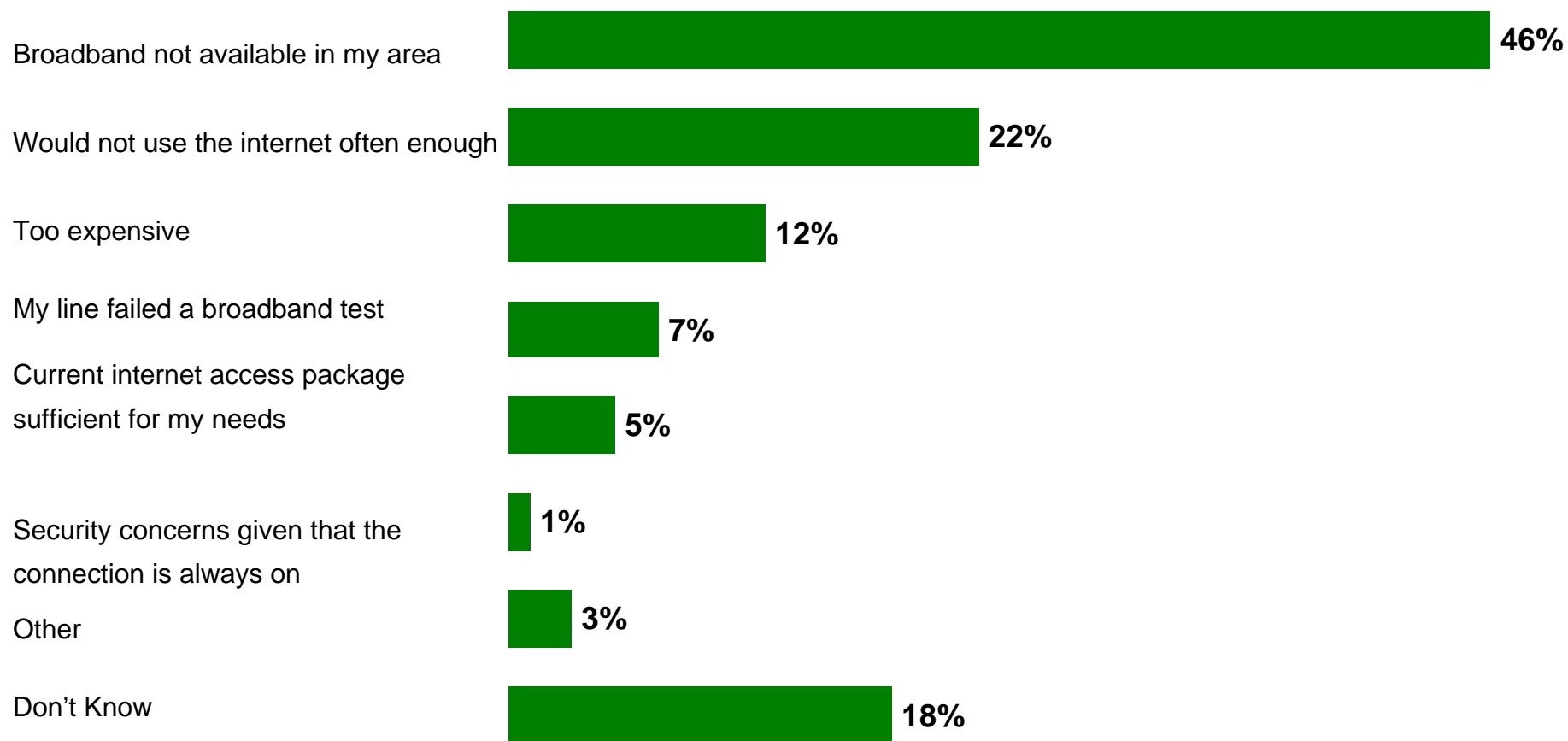


Ownership of Dial-up Subscriptions and Broadband Service Base: Broadband Users N = 119



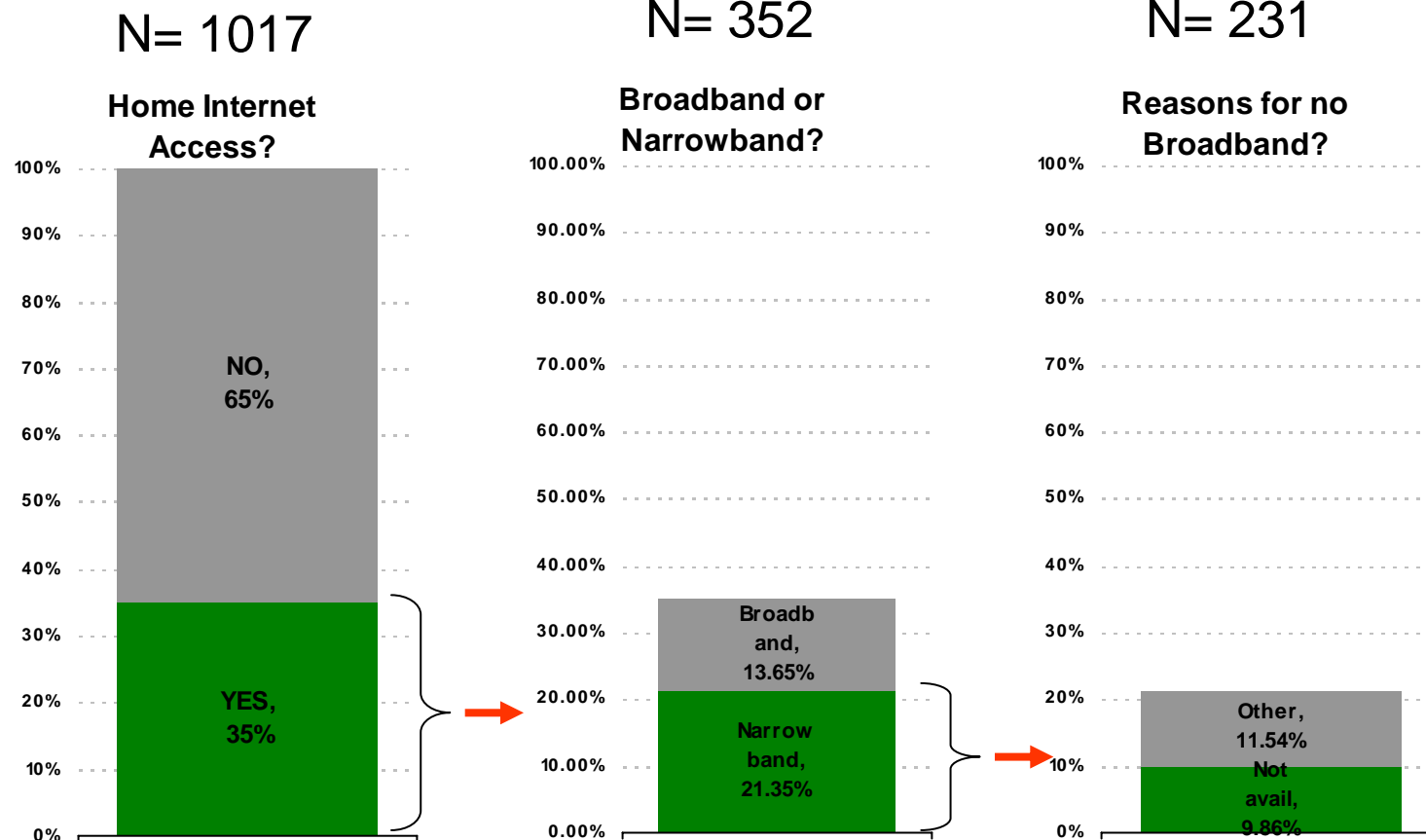
Rationale For Not Using a Broadband Connection

Base: Internet Connects By Method other than Broadband N = 231



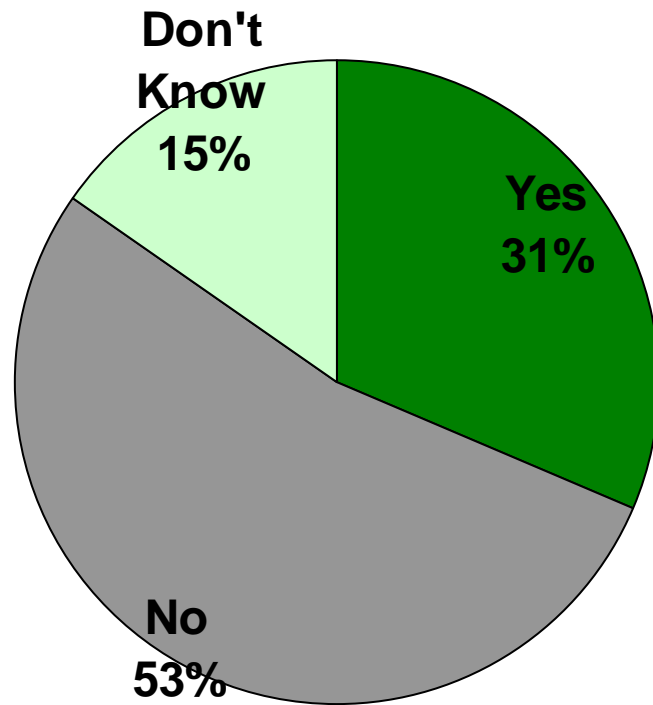
Rationale For Not Using a Broadband Connection

Base: All respondents N=1017



Unavailability of Broadband

Base: Internet Connects By Method other than Broadband N = 231



Profile of those who said yes:

N=72

Gender

Male	35%
Female	28%

Age

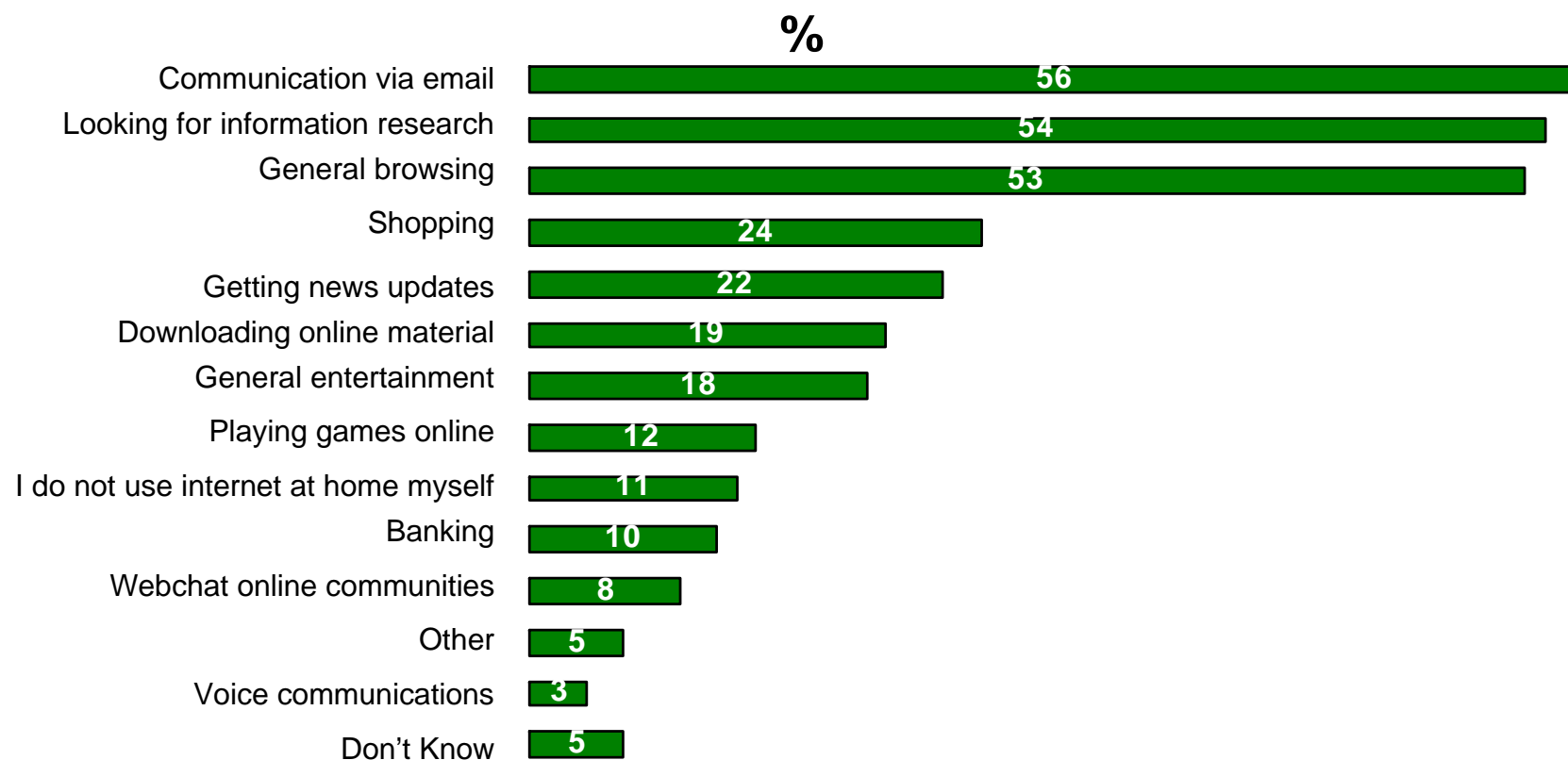
15-24	22%
25-44	38%
45-64	30%
65-74	32%

Region

Dublin	9%
ROL	40%
Munster	30%
Conn/Ulster	33%

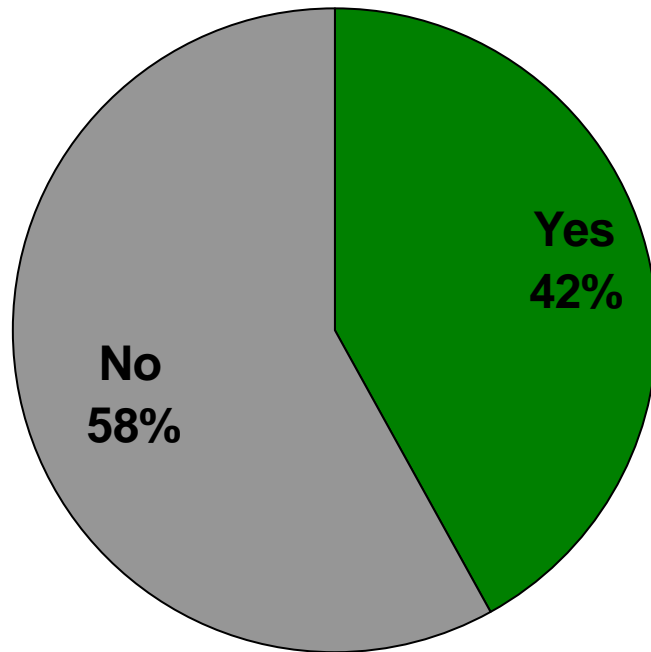
Main Activities Internet Connection Used For

Base: Has a Home Internet Connection N = 352



Awareness of VOIP

Base: Has a Home Internet Connection N = 352



Percentage who said yes:

Gender

Male	46%
Female	38%

Age

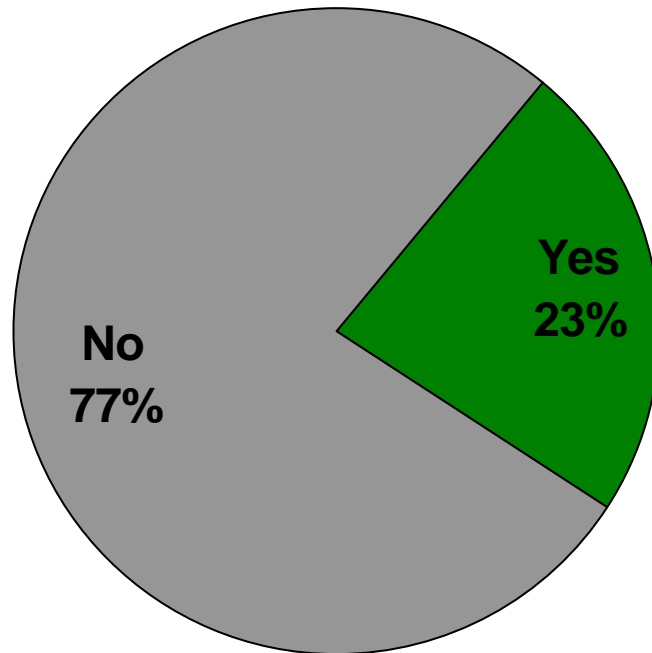
15-24	54%
25-44	49%
45-64	28%
65-74	6%

Region

Dublin	40%
ROL	45%
Munster	42%
Conn/Ulster	39%

Use of VOIP

Base: Has Heard of VOIP and has home Internet access N = 146



Percentage who said yes:

Gender

Male	29%
Female	16%

Age

15-24	22%
25-44	27%
45-64	17%
65-74	-

Region

Dublin	24%
ROL	29%
Munster	17%
Conn/Ulster	25%

Conclusions

Conclusions

- The first two waves of consumer technology trends for 2006 continue to see the gradual decline of fixed line telephones in the home, while mobile telephone penetration remains stable. Younger respondents and those in the rental sector are least likely to have a fixed line subscription.
- 1 in 3 have their fixed line number registered as ex-directory, particularly females and older age groups. Fixed line provider switching has occurred among 15% of respondents with fixed lines in the last 12 months. Awareness of multiple Directory Enquiries services is quite high with Eircom's 11811 number being the most frequently used.
- Mobile penetration has dropped marginally by 4% to 80% (a 1% decline outside the margin of error) compared to quarter 1, suggesting that market penetration is almost reaching saturation. Almost 1 in 10 has more than one mobile account.

Conclusions

- In line with previous surveys, over three quarters of respondents use the pay as you go service. Not surprisingly there is a higher concentration of pre-paid phones among those who are less likely to have a regular income or job i.e. those aged 15-24 and 65 +. Vodafone and O2 continue to retain a large share of the consumer mobile market with 53% and 33% respectively.
- 34% of Irish internet households connect via broadband. This penetration level will be likely to increase throughout the latter half of 2006.
- There has been slight growth in the awareness and usage of VOIP mobile phone services since 2005 and we expect that this trend will continue into 2006.

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independent insight

Appendix: Note on Methodology

Methodology

- ❏ 1,017 people surveyed aged 15 – 74.
- ❏ Fieldwork conducted: May - June 2006.
- ❏ Nationally representative survey with inter-locking controls set for age, gender, and marital status. Non-interlocking controls set for social class and region.
- ❏ Findings weighted up to represent the full population of adults aged 15-74 in the Republic of Ireland based on the most recent findings from the CSO.
- ❏ Given a sample size of just over 1,000 there is a margin of error of +/-3%.
- ❏ Surveys were conducted face-to-face in respondents' own homes at over 101 different locations throughout the Republic.

Data Interpretation

-  The table opposite shows the margin of error for a range of unweighted sample sizes
-  If 20% of a total sample of 1,000 adults say they do something, you can be 95% certain that the figure for the population lies between 17% and 23% (i.e. there is a margin of error of 3%)
-  As the sample size is reduced the margin of error increases
-  To determine the margin of error on a particular section look at the unweighted sample size on each question i.e. the “n” (number of respondents to that question) at the base of each slide

Percentage of respondents who said...	1,000	500	100
10%	+/-2%	+/-3%	+/-6%
20%	+/-3%	+/-4%	+/-8%
25%	+/-3%	+/-4%	+/-8%
40%	+/-3%	+/-5%	+/-10%
50%	+/-4%	+/-5%	+/-10%
60%	+/-3%	+/-5%	+/-10%
75%	+/-3%	+/-4%	+/-8%
80%	+/-3%	+/-4%	+/-8%
90%	+/-2%	+/-3%	+/-6%

• If the “n” or number of respondents to a particular question falls below **75** the findings are in no way representative and should be only regarded as indicative and not overly analysed or interpreted

Thank You

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