Long Distance (Domestic & International) Telecom Market Shares

Service Provider	1983	1984	1988	1992	1996(a)	2002	2006	2009	2011(b)
Landline									
AT&T II (SBC)		1,8	1,6	1,4	2,7	3,2	28,4	24,0	24,0
AT&T Corp.	85,4	68,3	56,3	48,9	42,1	32,4	SBC		
Alascom		0,7	0,5	0,6	AT&T				
Ameritech	0,0	2,0	2,1	1,9	SBC				
PacTel	0,0	3,5	3,5	3,0	1,3	SBC			
Bell South		2,7	2,4	1,8	0,9	0,5	SBC		
Verizon						7,7	19,8	12,6	12,6
WorldCom/LDDS		0,0	0,1	1,0	4,8	19,6	Verizon		
MCI	3,4	3,4	8,0	13,3	17,6	Worldcom			
RCA Globecom		0,4	0,4	MCI					
Western Union International		0,2	0,4	MCI					
Intermedia						Worldcom			
Metromedia		0,4	Intermedia						
ITT			0,1	LDDS					
Comsystems		0,2	0,3	LDDS					
Bell Atlantic	0,0	2,6	2,5	2,2	2,5	Verizon			
NYNEX	0,0	2,3	2,2	1,7	1,1	Bell Atl			
GTE (Sprint)	3,6	3,6	6,4	3,0	2,7	Verizon			
CenturyLink								0,3	2,2
Qwest			0,2	0,5	1,4	2,1	2,0	1,9	CenturyLink
LCI			0,4	1,1	3,3	Qwest			
US West	0,0	1,5	2,2	2,1	1,1	Qwest			
Sprint (United)		0,2	0,4	8,0	8,5	7,1	5,7	2,6	2,6
Frontier/Citizens						1,8	1,4	0,8	0,8
Frontier/Rochester			0,1	0,3	1,9	Citizens			
Allnet			0,8	0,7	Frontier				
Level 3							1,1	1,4	3,1
Global Crossing				0,5	1,7	1,5	1,4	1,7	Level 3
FTC Communications	0,1	0,1							
TRT Telecom	0,2	0,2	0,1						
XO						0,3	0,4	0,2	0,2
Allegiance						XO			
Others (Landline):	7,3	5,9	9,0	8,0	6,5	7,1	7,2	3,9	3,9
Landline Revenue:	51.150	53.810	65.681	79.377	107.062	112.111	92.875	69.900	69.900
Mobile									
AT&T II (SBC)							8,5	13,6	16,5
Cingular						2,5	AT&T		
SBC						Cingular			
Ameritech						SBC			
BellSouth						Cingular			
AT&T I (McCaw)						1,7	Cingular		
SNET						Cingular			
Verizon Wireless						3,5	6,9	12,1	12,1
Bell Atlantic						Verizon			
Metro Mobile					Bell Atlantic				
NYNEX					Bell Atlantic				
GTE Mobilenet/Contel						Verizon			
Vodafone (Owns 45% of Verizon Wireless)						Verizon			
Air Touch (Pac Tel)					Vodafone				
US West New Vector					Airtouch				
MCI							Verizon		
Alltel						0,8	1,6	Verizon	
Sprint PCS (US Tel)						1,4	4,6	6,3	6,3
Centel					Sprint				
Nextel						1,0	Sprint		
T-Mobile						0,7	1,4	2,9	AT&T
Voicestream									
Century						0,1	0,2		
US Cellular(TDS)						0,4	0,8	0,8	0,8
Leap Wireless								0,4	0,4
Metro PCS								0,8	0,8
Other Mobile Providers:						0,3	0,8	0,4	0,4
Mobile Revenue:						34.189	52.097	64.092	67.158
Cable									
Comcast						0,6	2,4	3,5	3,5
Time Warner Telecom						1,3	2,3	3,2	3,2
Cablevision						1,3	2,3	1,9	1,9
Cox Communication						0,9	1,0	1,4	1,4
Charter						0,2	0,3	0,8	0,8
Other Cable Providers:						0,1	0,3	1,5	1,5
Cable Revenue:						5.200	8.475	15.532	15.532
VoIP									
Vonage							0,3	0,5	0,5
Skype							0,2	0,6	0,6
Other VoIP Providers:							0,0	0,0	0,0
VoIP Revenue:							500	1.200	1.200
Platform Based Concentration HI	7318	4731	3317	2675	2222	1592	1393	1138	1223
Platform Based Concentration C4	92,6	78,8	74,2	73,2	73,0	66,8	63,6	62,3	65,2
Company Based Concentration HI	7318	4731	3317	2675	2222	2098	2096	2050	2274
Company Based Concentration C4	92,6	78,8	74,2	73,2	73,0	77,4	65,9	65,8	68,7
AT&T Double Platform Market Share						38,1	36,9	37,6	40,5
Verizon Double Platform Market Share						11,2	26,7	24,7	24,7
Sprint Double Platform Market Share						8,5			
US Total Rev ($ mil)	51.150	53.810	65.681	79.377	107.062	151.500	153.947	150.724	153.790

Breakdown (% of market by year)

	1983	1984	1988	1992	1996	2002	2006	2009	2011
Landline	100	100	100	100	100	83,2	67,4	49,4	49,4
Mobile	0	0	0	0	0	12,4	24,8	37,3	37,3
Cable	0	0	0	0	0	4,4	7,8	12,3	12,3
VoIP	0	0	0	0	0	0	0,5	1,5	1,5

Methodology: Breakdown between mobile-landline (including business lines) percentages based on 2009 average minutes per month. Distribution among cable firms is based on national cable TV market share. Long distance breakdown between landline, mobile, cable, and VoIP assumed same as local service breakdown except for Skype. Landline assumed to have 100% of market until 2002, after which mobile and cable begin gaining overall market share (see chart above). *Sources:* CTIA Wireless Association Year End Figures: http://www.ctia.org/advocacy/research/index.cfm/AID/10323. Number of landlines: http://www.everycall.us/blog/wp-content/uploads/2008/07/landline-telephone-lines.pdf. VoIP percentage based on minutes and revenue. Past years market share breakdown extrapolated from 2009 average minutes per month data; assumed mobile and cable enter market in 2002, VoIP in 2006. Double-platform HHI and C4 combines AT&T's, Verizon's, and Sprint's landline and mobile services to produce one total long distance market share for each company, which, as illustrated in the table above, leads to increased overall concentration.

(a) Wireless existed, of course, in 1996 and before, but its price per minute was sufficiently high that it was used mostly for mobile and nomadic applications rather than for home and office usage. (b) 2011 data illustrate only CenturyLink's acquisition of Qwest, AT&T's pending (2011) acquisition of T-Mobile, and Level 3's pending (2011) acquisition of Global Crossing; all remaining data unchanged. *Note:* Figures include, for early years, both inter- and intra-LATA calls. *Sources*: Federal Communications Commission, Common Carrier Bureau, Long-Distance Market Shares, Washington DC, July 12, 1996. FCC, Statistics of the Long Distance Telecommunications Industry, January 2000. CLEC REPORT 2000, 11th edition, New Paradigm Resources Group. FCC "Study of Telephone Trends," May, 2004. Revenues for period 1992-2002 from FCC, "Trends in Telephone Service' May 6th, 2004. 2005 and 2006 figure only incorporate the mergers SBC/AT&T, Verizon/Worldcom, and AT&T/Bell South. Mergers subtract resale share to avoid double-counting. Assigned 40% of VoIP revenues of cable and VoIP firms to domestic long distance service. 2006 data includes only mergers. *Sprint was owned from 1982 to 1989 by GTW, when control shifted to United Telecom, which renamed itself Sprint. GTW kept, however, some of its short-haul long distance. eBay bought skype in 2007 for &4.1 billion. 2009 data: Annual Report 2009 AT&T. AT&T Investor Briefing No. 267 4th Quarter 2009: "AT&T Reports Fourth-Quarter Earnings Growth with a 2.7 Million Net Gain in Wireless Subscribers, Continued Strong Growth in IP-Based Revenues, Record Full-Year Cash Flow, Jan28, 2010. Last Accessed on August 30, 2010. Annual Report 2009, Verizon. Annual Report 2009, Qwest. Annual Report 2009, Sprint. Annual Report 2009, Frontier Communications. Annual Report 2009, Level3. Frost Sullivan (2005), http://www.frost.com/prod/servlet/press-release-print.pag?docid=35854302. http://www.inquisitr.com/71802/skype-commands-13-percent-of-international-calls/ (Mai 2010). http://skypenumerology.blogspot.com/ (August 2010). http://www.telegeography.com/cu/article.php?article_id=27800&email=html (March 2009). *Standard & Poor's Industry Surveys*, Telecommunications: Wireline. *Standard & Poor's* . April 8, 2010. *Standard & Poor's Industry Surveys* , Telecommunications: Wireless Standard & Poor's. July 22, 2010. "Skype Enjoys 12% Market Share of International Calls." January 23, 2010. *Tech Readers*, http://www.techreaders.com/2010/01/skype-enjoys-12-percent-market-share-of-international-calls/. Sources: AT&T market share for 1988 is estimated from http://www.bellsystemmemorial.com/pdf.tattc.pdf. Data for 1996 and 2001 are extrapolated and adjusted to include the 1.4% "other carrier" category as found in FCC reporting. Assigned 30% of VoIP revenues for cable and VoIP firms to international long distance service. FCC. 2008 International telecommunications data. FCC. 31 Oct. 2009. Last accessed on 20 Jul. 2010 at http://www.fcc.gov/ib/sand/mniab/traffic/files08/CREPOR08.PDF. FCC. 31 Oct. 2008. Last accessed on 21 Jul. 2010 at http://www.fcc.gov/ib/sand/mniab/traffic/files07/CREPOR07.PDFp://www.fcc.gov/ib/sand/mniab/traffic/files08/CREPOR08.PDF. FCC. 2007 International telecommunications data. FCC. 31 Oct. 2008. Last accessed on 21 Jul. 2010 at http://www.fcc.gov/ib/sand/mniab/traffic/files07/CREPOR07.PDF. FCC. 2008 International telecommunications data. FCC. 31 Oct. 2009. Last accessed on 20 Jul. 2010 at http://www.fcc.gov/ib/sand/mniab/traffic/files08/CREPOR08.PDF. FCC. 2008 International telecommunications data. FCC. 31 Oct. 2009. Last accessed on 20 Jul. 2010 at http://www.fcc.gov/ib/sand/mniab/traffic/files08/CREPOR08.PDF. Vonage. Vonage Holdings 10-K annual report 2008. Last accessed on 21 Jul. 2010 at http://ir.vonage.com/sec.cfm?DocType=&SortOrder=FilingDate%20Descending&Year=&Pagenum=8. Mercier, Jean. Quarterly results Skype. Skype Numerology. 25 Oct. 2010. Last accessed on 21 Jul. 2010 at http://skypenumerology.blogspot.com/. Skype. Skype fun facts: Q4 2008. Last accessed on 21 Jul. 2010 at http://ebayinkblog.com/wp-content/uploads/2009/01/skype-fast-facts-q4-08.pdf. FCC. 2008 International telecommunications data. FCC. 31 Oct. 2009. Last accessed on 20 Jul. 2010 at http://www.fcc.gov/ib/sand/mniab/traffic/files08/CREPOR08.PDF.