Local Telecom -- Platform-Based Concentration in a Local Market outside of AT&T and Verizon Wireline territory

Service Provider	1983	1984	1988	1992	1996(b)	2002	2006	2009	2011(a)
Telecom Wireline Incumbent	100,0	100,0	100,0	100,0	100,0	83,3	67,4	49,4	49,4
Cable TV Provider	0,0	0,0	0,0	0,0	0,0	4,4	7,8	12,3	12,3
Mobile	0,0	0,0	0,0	0,0	0,0	*12,4*	*24,8*	*37,3*	*37,3*
AT&T	-	-	-	-	-	2,5	8,7	13,6	16,6
Verizon	-	-	-	-	-	3,5	6,9	12,2	12,2
Sprint	-	-	-	-	-	1,4	4,7	6,3	6,3
T-Mobile	-	-	-	-	-	0,8	1,5	3,0	AT&T
VoIP	0,0	0,0	0,0	0,0	0,0	0,0	*0,3*	*1,0*	*1,0*
Vonage	-	-	-	-	-	-	0,3	1,0	1,0
Company Based Concentration HHI	10.000	10.000	10.000	10.000	10.000	6.979	4.751	2.975	3.057
Company Based Concentration C4	100,0	100,0	100,0	100,0	100,0	95,1	90,8	87,5	90,5

Breakdown (% of local telecom 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	0,3	1,0	1,0

Methodology: Platform Diversity HHI & C4 calculated by using national market shares for wireline, national market share for cable, national market share for VoIP, and distributing national market shares for mobile companies. Breakdown of mobile vs. landline (including business lines) percentages are based on 2009 average minutes per month. Earlier years extrapolated based on 2009 figure. Distribution among cable firms is based on telephone revenue. Assumed one landline incumbent available to a local subscriber. Assumed one cable provider available to a local subscriber.

Notes: (a) 2011 data represents only AT&T's potential acquisition of T-Mobile. (b) 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.

Local Telecom -- Provider Concentration in an AT&T Landline Local Franchise Market

Service Provider	1983	1984	1988	1992	1996(b)	2002	2006	2009	2011(a)
Telecom LEC (AT&T Landline Plus its Mobile)	100,0	100,0	100,0	100,0	100,0	85,8	76,1	63,0	66,0
AT&T LEC						*83,3*	*67,4*	*49,4*	*49,4*
AT&T Mobile	-	-	-	-	-	*2,5*	*8,7*	*13,6*	*16,6*
Cable TV Provider	0,0	0,0	0,0	0,0	0,0	4,4	7,8	12,3	12,3
Non-Incumbent Mobile									
Verizon	-	-	-	-	-	3,5	6,9	12,2	12,2
Sprint	-	-	-	-	-	1,4	4,7	6,3	6,3
T-Mobile	-	-	-	-	-	0,8	1,5	3,0	AT&T
VoIP									
Vonage	-	-	-	-	-	-	0,3	1,0	1,0
Company Based Diversity HHI	10.000	10.000	10.000	10.000	10.000	7.396	5.924	4.319	4.697
Company Based Diversity C4	100,0	100,0	100,0	100,0	100,0	95,1	95,5	93,8	96,8

Methodology: Breakdown of mobile vs. landline (including business lines) percentages are based on 2009 average minutes per month. Earlier years extrapolated based on 2009 figure. Distribution among cable firms is based on telephone revenue. Assumed one landline incumbent available to a local subscriber. Assumed one cable provider available to a local subscriber. In AT&T wireline service areas, it was assumed that AT&T had 100% of wireline market share. Then its mobile market share (16.6% in 2009) was added to its wireline share (49.4% in 2009) to get AT&T's total share within one of its LEC markets. That total share was used to calculate HHI and C4.

Notes: (a) 2011 data represents only AT&T's potential acquisition of T-Mobile. (b) 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.

Local Telecom -- Provider Concentration in a Verizon Landline Local Franchise Market

Service Provider	1983	1984	1988	1992	1996(b)	2002	2006	2009	2011(a)
Telecom LEC (Verizon) Plus its Mobile	100,0	100,0	100,0	100,0	100,0	86,8	74,3	61,6	61,6
Verizon LEC	-	-	-	-	-	*83,3*	*67,4*	*49,4*	*49,4*
Verizon Mobile	-	-	-	-	-	*3,5*	*6,9*	*12,2*	*12,2*
Cable TV Provider	0,0	0,0	0,0	0,0	0,0	4,4	7,8	12,3	12,3
Non-Incumbent Mobile									
AT&T	-	-	-	-	-	2,5	8,7	13,6	16,6
Sprint	-	-	-	-	-	1,4	4,7	6,3	6,3
T-Mobile	-	-	-	-	-	0,8	1,5	3,0	AT&T
VoIP									
Vonage	-	-	-	-	-	-	0,3	1,0	1,0
Company Based Concentration HHI	10.000	10.000	10.000	10.000	10.000	7.562	5.681	4.181	4.262
Company Based Concentration C4	100,0	100,0	100,0	100,0	100,0	95,1	95,5	93,8	96,8

Methodology: Breakdown of mobile vs. landline (including business lines) percentages are based on 2009 average minutes per month. Earlier years extrapolated based on 2009 figure. Distribution among cable firms is based on telephone revenue. Assumed one landline incumbent available to a local subscriber. Assumed one cable provider available to a local subscriber. In Verizon wireline service areas, it was assumed that Verizon had 100% of wireline market share. Then its mobile market share (10.4% in 2009) was added to its wireline share (49.4% in 2009) to get Verizon's total share within one of its LEC markets, and that total share was used to calculate HHI and C4.

Notes: (a) 2011 data represents only AT&T's potential acquisition of T-Mobile. (b) 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.

Weighted Average of Local Telecom in Local Markets

Service Provider	1983	1984	1988	1992	1996(b)	2002	2006	2009	2011(a)
LEC Incumbent (plus its mobile where applicab	100,0	100,0	100,0	100,0	100,0	86,0	73,1	59,4	60,7
Weighted Incumbent Mobile						*2,6*	*5,7*	*10,0*	*11,3*
Cable TV Provider	0,0	0,0	0,0	0,0	0,0	4,4	7,8	12,3	12,3
Non-LEC Incumbent Mobile									
AT&T or Verizon in rival's territory	-	-	-	-	-	3,0	8,0	13,3	15,6
Sprint	-	-	-	-	-	1,4	4,7	6,3	6,3
T-Mobile	-	-	-	-	-	0,8	1,5	3,0	AT&T
VoIP									
Vonage	-	-	-	-	-	-	0,3	1,0	1,0
Weighted Average HHI	10.000	10.000	10.000	10.000	10.000	7.428	5.496	3.907	4.120
Weighted Average C4	100,0	100,0	100,0	100,0	100,0	94,8	93,6	91,3	94,9

Methodology: This table was created by taking the weighted averages of the three previous tables. Breakdown of mobile vs. landline (including business lines) percentages are based on 2009 average minutes per month. Earlier years extrapolated based on 2009 figure. Distribution among cable firms is based on telephone revenue. Assumed one landline incumbent available to a local subscriber. Assumed one cable provider available to a local subscriber.

Notes: (a) 2011 data represents only AT&T's potential acquisition of T-Mobile. (b) 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.