## ENTREPRENEURIAL ACTIVITIES OF THE GROUP

1.- FIRST 26 YEARS 1965-1990

| COMPANY | SOCIAL PURPOSE AND BRANDS | COMPETITORS |
| :--- | :--- | :--- |
| Jarritos del Sur | Softdrink -bottling with national brand. | Coca Cola, Pepsi, Mundet, etc. |
| Inversora Bursátil | Brokerage House | Several |
| Constructora Carso | Construction, Building Company | Several |
| Promotora del Hogar | Housing (Condominiums for sale) | Several |
| Inmobiliaria Carso | Investment in Real Estate | Several |
| SSG Inmobiliaria | Stone aggregate mine. <br> Rental and purchase of construction equipment <br> Investment in securities and real estate | Several |
| Inmobiliaria <br> Pedregales del Sur Bienes <br> Raíces de México | Purchase of many lots of rough land in Mexico City, <br> expropriated in 1989 in the South 2 square meters. |  |
| Galas de México | Printing of labels for consumption products, <br> calendars, Christmas and all occasions paper. <br> Rotogravure lithography and printing. | Several |
| Flornamex | Flower crops for exports |  |
| Cigatam | Production and sale of national and international <br> brands' cigarettes, such as: Benson, Marlboro, <br> Delicados, Faros, Elegantes, Broadway | British American Tobacco |

## ENTREPRENEURIAL ACTIVITIES OF THE GROUP

1.- FIRST 26 YEARS 1965-1990

| COMPANY | SOCIAL PURPOSE AND BRANDS | COMPETITORS |
| :---: | :---: | :---: |
| Agusa | Polypropylene, polyethylene and aluminum sheets packaging | Several |
| Seguros de México and important minority investments in several companies in August 1984: US\$55'000,000 | Life and casualty insurance company | N.P, América, La Comercial, Asemex |
|  |  | Cemex, Anderson Clayton, Empresas La Moderna, Firestone and Condumex |
| Fondo Inbursa | Variable income investment fund Investment fund of variable rent |  |
| Bimex | Bicycles | Several |
| Nacobre | Copper and copper alloy products such as pipelines, sheets, "cospeles", connections and wire rods. | IUSA, Conductores Monterrey |
| Porcelanite | Vegetable color floor ceramic tiles and tile bonding material and "technowall" paste | Vitromex, Interceramic and Lamosa |
| Euzkadi | Tires, vinyl floors and industrial belts | Good Year, Bridgestone, and Michelin |
| Swecomex | Heat Exchangers' capital goods. At present it also produces big oil rigs |  |

## ENTREPRENEURIAL ACTIVITIES OF THE GROUP

## I.- FIRST 26 YEARS 1965-1990

| COMPANY | SOCIAL OBJECT AND BRANDS | COMPETITORS |
| :--- | :--- | :--- | :--- |
| Loreto y Peña Pobre | Cellulose, bond and tissue paper and Chinese <br> packaging paper. | Kimberly Clark and San <br> Cristóbal |
| Bond Company |  |  |
| Luxus | Manufacturer of Hershey's chocolate and Luxus <br> candy. |  |
| Sanborns | This restaurant-store sells food and beverages, gifts, <br> books, records, CDs, pastry, chocolates, cosmetics, <br> eau de cologne and Teatrical cream. <br> El material que en enviaron Acrobat no dice farmacia, <br> pero si se quiere agregar hay que ponerle pharmacy big. <br> or drug store. en .. |  |
| Minera Frisco | Silver, gold, copper, zinc, lead and molybdenum <br> mining. |  |
| Química Fluor | Hydrofluoric acid HF Production |  |
| PC Construcciones | Housing, buildings, industrial bays, electric and <br> plumbing installations.. |  |
| Museo Soumaya | Power plants. |  |
| Fundación Carso | Exhibition collection; carries out research, <br> conservation and dissemination of artistic testimonies <br> mainly of Mexico and Europe.. |  |
| Calinda and justice support | Cultural, health, education and <br> activities. | Hotels en several beaches in México. |

## MARKET VALUE OF THE COMPANIES LISTED IN THE MEXICAN STOCK EXCHANGE (BMV, AS PER INITIALS

 IN SPANISH) AS OF DECEMBER 31, 1982| [Amount in millions) | PESOS | M. V. | USD |
| :--- | ---: | ---: | ---: |
| TELÉFONOS DE MÉXICO | $25,809.1$ | 172.1 |  |
| EL PUERTO DE LIVERPOOL | $10,176.0$ | 67.8 |  |
| AURRERA | $10,054.8$ | 67.0 |  |
| INDUSTRIAS PEÑOLES | $6,550.5$ | 43.7 |  |
| KIMBERLY CLARK DE MÉXICO | $4,075.3$ | 27.2 |  |
| CEMENTOS MEXICANOS | $3,900.0$ | 26.0 |  |
| SANBORN HERMANOS | $3,450.6$ | 23.0 |  |
| INDUSTTRIAS RESISTOL | $2,737.2$ | 18.2 |  |
| BACARDI Y CIA | $2,633.0$ | 17.6 |  |
| VALORES INDUSTRIALES | $2,409.8$ | 16.1 |  |
| APASCO | $2,270.1$ | 15.1 |  |
| EMPRESAS TOLTECA DE MÉXICO | $2,062.8$ | 13.8 |  |
| GRUPO INDUSTRIAL BIMBO | $1,926.2$ | 12.8 |  |
| CELANESE MEXICANA | $1,771.9$ | 11.8 |  |
| DESC. SOCIEDAD DE FOMENTO | $1,719.2$ | 11.5 |  |
| GRUPO CONDUMEX | $1,281.5$ | 8.5 |  |
| VITRO | $1,189.0$ | 7.9 |  |
| CIGARROS LA TABACALERA | 986.1 | 6.6 |  |
| INDUSTRIA L DE SAN CRISTOBAL | 882.0 | 5.9 |  |
| SPICER | 857.4 | 5.7 |  |
| GRUPO INDUSTRIAL ALFA | 848.7 | 5.7 |  |
| CERVECERIA MOCTEZUMA | 778.9 | 5.2 |  |
| HULERA EUZKADI | 759.2 | 5.1 |  |
| EMPRESAS LA MODERNA | 723.6 | 4.8 |  |
| EL PALACIO DE HIERRO | 54.7 | 3.6 |  |
| ANDERSON CLAYTON | 280.8 | 1.9 |  |

## TELMEX <br> (milllon dollars )

|  |  | Yield <br> Date |  |
| :--- | :---: | :---: | :---: |
| Dec-87 | Market value |  |  |
| Dec-88 | 630.5 |  | $82.8 \%$ |
| Dec-89 | $1,152.4$ |  |  |
| Year of Privatization | $3,730.2$ |  |  |
| Jan-90 | $4,538.9$ |  |  |
| Feb-90 | $4,845.4$ |  |  |
| Mar-90 | $5,111.7$ |  |  |
| Apr-90 | $5,514.0$ |  |  |
| May-90 | $7,713.7$ |  |  |
| June-90 | $6,949.0$ |  |  |
| July-90 | $7,999.3$ |  |  |
| Aug-90 | $7,069.7$ |  |  |
| Sep-90 | $6,118.0$ |  |  |
| Oct-90 | $7,448.2$ |  |  |
| Nov-90 | 7.552 .6 |  |  |


| Privatization price <br> Market value Nov 15-90 <br> Above market value |  | $\begin{array}{r} \hline 8,615.7 \\ 7,387.8 \\ 16.6 \% \end{array}$ |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Dec-90 | 7,273.2 |  | 95.0\% | 1053.6\% |
| Dec-91 | 24,314.4 |  | 234.3\% | 3756.4\% |
| Dec-92 | 29,336.2 |  | 20.7\% | 4552.8\% |
| Dec-93 | 33,274.1 |  | 13.4\% | 5177.4\% |
| Dec-94 | 21,737.0 |  | -34.7\% | 3347.6\% |
| Dec-95 | 15,822.3 |  | -27.2\% | 2409.5\% |
| Dec-96 | 14,711.6 |  | -7.0\% | 2233.3\% |
| Dec-97 | 22,848.0 |  | 55.3\% | 3523.8\% |
| Dec-98 | 19,105.3 |  | -16.4\% | 2930.2\% |
| Dec-99 | 41,638.3 |  | 117.9\% | 6504.0\% |
| Dec-00 | 31,906.8 |  | -23.4\% | 4960.6\% |
| *Dec-01 | 22,800.0 |  | -28.5\% | 3516.2\% |
| Dec-02 | 20,390.0 |  | -10.6\% | 3133.9\% |
| Dec-03 | 19,513.0 |  | -4,3\% | 2994.8\% |
| Dec-04 | 23,444.0 |  | 20.1\% | 3618.3\% |
| Dec-05 | 28,315.0 |  | 20.8\% | 4390.9\% |
| Dec-06 | 30,206.9 |  | 6.7\% | 4690.9\% |

22.6\%

CompoundedAnnual Yield 1987-2006
*In February 2001 Telmex and América Móvil spinned-off
Without considering dividends, stock buybacks or spin-offs

## 10 Grupo Carso Principles

1. Simple structures, organizations with minimal hierarchies, personal development and internal training for executives. Flexibility and rapid decision making. Operate with small company advantages, those that make great companies grow large.
2. Maintain austerity in good times in order to strengthen, capitalize and accelerate the development of the company, and thus avoid bitterly drastic adjustments in times of crisis.
3. Always be active in modernization, growth, training, quality and the simplification and continuous improvement of production processes. Increase productivity and competitiveness, reduce costs and expenses using global benchmarks.
4. Companies should never be limited by the size of the owner or manager. Do not be a big fish in a small pond. Minimize investment in non-productive assets.
5. There is no challenge that we cannot overcome if we work together, with clear objectives and knowing the tools we have at our disposal.
6. Money that leaves the company evaporates. This is why we reinvest profits.
7. Corporate creativity is not only applicable to business, but also to solving many of the problems our countries face. This is what we do through the Group's Foundations.
8. Firm and patient optimism always yields its rewards.
9. All times are good for those who know how to work and have the tools to do so.
10. Our premise is and has always been that we leave with nothing; that we can only do things while we are alive and that businessmen are creators of the wealth they temporarily manage.

## ENTREPRENEURIAL ACTIVITIES OF THE GROUP

## II- SECOND 25 YEARS 1991-2015

GRUPO CARSO

| COMPANY | SOCIAL PURPOSE AND BRANDS | COMPETITORS |
| :--- | :--- | :--- |
| Condumex | Wires | Several |
| Aluminio | Aluminum | Several |
| General Tire | Tires | Goodyear, Bridgestone, and <br> Michelin |
| Mix Up | Record Store | Several |
| Sears Roebuck de México | Department Store | Liverpool and Palacio de Hierro |
| Conductores Latincasa | Wires | Several |
| El Globo | Pastry shops | Several |
| Ferrosur | Railroads | Transportation trucks |
| CompUSA | Retail computer and technology Company | Best Buy, Circuit City, Officemax <br> and Office Depot |
| Carso Mexicano de <br> Construcción (CICSA) with filial <br> companies of Grupo Carso | Infrastructure Construction for oil, telephone <br> and civil facilities. | ICA, Grupo Mesarrollo, Pinfra, FCC amongst <br> Desal <br> other. |
| Dorian's | Department Store | Several |

## GRUPO FINANCIERO INBURSA

| Banco Inbursa y <br> Arrendadora Inbursa | Financial Services | Several |
| :--- | :--- | :--- |
| Factoraje Inbursa | Financial Services | Several |
| Afore Inbursa | Retirement Fund Management Company | Several |
| Impulsora del Desarrollo y <br> el Empleo en América <br> Latina spinned-off. | Physical and human capital development promotion. | ICA, Grupo Mexicano de <br> Desarrollo, Pinfra, FCC. |

## ENTREPRENEURIAL ACTIVITIES OF THE GROUP

II.- SECOND 25 YEARS 1991-2015
TELMEX

| COMPANY | SOCIAL PURPOSE AND BRANDS | COMPETITORS |
| :--- | :--- | :--- |
|  | Telecommunications | Several |
| Teléfonos de México | Telecommunications | Several |
| Red Uno (México) | Telecommunications | Several |
| Kb/Tel (México) | Internet Services | Several |
| Prodigy Communications Corp | Telecommunications | Several |
| Topp Telecom | Telecommunications | Several |
| Embratel (Brasil) | Telecommunications | Several |
| Chilesat (Chile) | Several |  |
| ATT Latinoamérica (Argentina, Brasil, Chile, <br> Colombia y Perú) | Telecommunications | Several |
| Techtel (Argentina) | Telecommunications | Several |
| Metrored (Argentina) | Telecommunications | Several |
| Primesys (Brasil) | Telecommunications | Several |
| Cobalt Publishing LLC (Estados Unidos) | Yellow Pages | Several |
| Superview (Colombia) | Cable TV | Several |
| TV Cable, Cablepacifico y Cablecentro <br> (Colombia) | Cable TV | Several |
| Boga (Perú) | Cable TV |  |

## ENTREPRENEURIAL ACTIVITIES OF THE GROUP

II.- SECOND 25 YEARS 1991-2015

AMERICA MOVIL

| COMPANY | SOCIAL PURPOSE AND BRANDS | COMPETITORS |  |  |
| :--- | :--- | :--- | :---: | :---: |
| Telgua (Guatemala) | Telephony services in Guatemala | Several |  |  |
| Telefónica Móviles (Telefónica from Spain) bought 4 companies with licenses to operate cellular phone in 9 estates in the North of <br> México |  |  |  |  |
| Conecel (Ecuador) | Telecommunications | Several |  |  |
| Tess (del Estado de Brasil de Sao Pablo) | Telecommunications | Several |  |  |
| Telet (Brasil) | Telecommunications | Several |  |  |
| Americel (Brasil) | Telecommunications | Several |  |  |
| ATL (Brasil) | Telecommunications | Several |  |  |
| Comcel (Colombia) | Telecommunications | Several |  |  |
| Licence for wireless phone PCS in Nicaragua | Telecommunications | Several |  |  |
| BSE (Nicaragua) | Telecommunications | Several |  |  |
| Telecomunicaciones de El Salvador | Telecommunications | Several |  |  |
| CTI Móvil (Argentina) | Telecommunications | Several |  |  |
| BCP (Brasileña) | Telecommunications | Several |  |  |
| Enitel (Nicaragua) | Telecommunications | Several |  |  |
| Megatel Honduras | Telecommunications | Several |  |  |
| Cia. de Telecomunicaciones de EI Salvador | Telecommunications | Several |  |  |
| Licencia para operar telefonía celular en Perú | Telecommunications | Several |  |  |
| Hutchison Télécommunications Paraguay | Telecommunications | Several |  |  |
| Smartcom (Chile) | Telecommunications | Several |  |  |
| TIM Peru | Telecommunications | Several |  |  |
| Verizon República Dominicana | Telecommunications | Several |  |  |
| License to operate 180 <br> (Paraná and Sta. Catarina, Bahía and Minas Gerais) | Telecommunications | Several |  |  |

AMERICA MÓVIL

| CLIENTS |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Clients | Increase <br> number <br> clients Total | \% <br> increase Total | Cellular telephones Mexico | Increase <br> number <br> clients México of <br> of | $1 \%$ <br> increase <br> México | (million USD) | Var \% | Dollars Per client (1) | Var \% |
| 1990 | 35,000 |  |  | 35,000 |  |  | 17.4 |  | 497.4 |  |
| 1991 | 70,597 | 35,597 | 101.7\% | 70,597 | 35,597 | 101.7\% | 35.1 | 101.7\% | 497.4 |  |
| 1992 | 145,828 | 75,231 | 106.6\% | 145,828 | 75,231 | 106.6\% | 72.5 | 106.6\% | 497.4 |  |
| 1993 | 195,409 | 49,581 | 34.0\% | 195,409 | 49,581 | 34.0\% | 97.2 | 34.0\% | 497.4 |  |
| 1994 | 306,500 | 111,091 | 56.9\% | 306,500 | 111,091 | 56.9\% | 152.5 | 56.9\% | 497.4 |  |
| 1995 | 399,000 | 92,500 | 30.2\% | 399,000 | 92,500 | 30.2\% | 198.5 | 30.2\% | 497.4 |  |
| 1996 | 657,000 | 258,000 | 64.7\% | 657,000 | 258,000 | 64.7\% | 326.8 | 64.7\% | 497.4 |  |
| 1997 | 1,112,000 | 455,000 | 69.3\% | 1,112,000 | 455,000 | 69.3\% | 553.1 | 69.3\% | 497.4 |  |
| 1998 | 2,113,000 | 1,001,000 | 90.0\% | 2,113,000 | 1,001,000 | 90.0\% | 1,051.0 | 90.0\% | 497.4 |  |
| 1999 | 5,272,000 | 3,159,000 | 149.5\% | 5,272,000 | 3,159,000 | 149.5\% | 2,622.3 | 149.5\% | 497.4 |  |
| 2000 | 12,948,869 | 7,676,869 | 145.6\% | 10,500,000 | 5,228,000 | 99.2\% | 6,440.8 | 145.6\% | 497.4 |  |
| 2001 | 27,309,000 | 14,360,131 | 110.9\% | 16,965,000 | 6,465,000 | 61.6\% | 15,125.6 | 134.8\% | 553.9 | $\begin{array}{r} 11.4 \\ \% \end{array}$ |
| 2002 | 32,404,000 | 5,095,000 | 18.7\% | 20,067,000 | 3,102,000 | 18.3\% | 10,491.4 | -30.6\% | 323.8 | $\begin{array}{r} 41.5 \\ \% \end{array}$ |
| 2003 | 45,712,000 | 13,308,000 | 41.1\% | 23,444,000 | 3,377,000 | 16.8\% | 17,558.9 | 67.4\% | 384.1 | $\begin{array}{r} 18.6 \\ \% \\ \hline \end{array}$ |
| 2004 | 63,004,000 | 17,292,000 | 37.8\% | 28,851,000 | 5,407,000 | 23.1\% | 33,418.4 | 90.3\% | 530.4 | $\begin{array}{r} 38.1 \\ \% \end{array}$ |
| 2005 | 95,325,000 | 32,321,000 | 51.3\% | 35,914,000 | 7,063,000 | 24.5\% | 53,028.2 | 58.7\% | 556.3 | 4.9\% |
| 2006 | 127,671,000 | 32,346,000 | 39.9\% | 43,190,000 | 7,276,000 | 20.3\% | 81,185.8 | 53.1\% | 635.9 | $\begin{array}{r} 14.3 \\ \% \\ \hline \end{array}$ |

Annual 67.0\%
56.0\%
69.5\%

Compounded
increase (1) The average market value per client from 2001 to 2006 is USD $\$ 497.4$. This amount was used to determine the value of years prior to 2001

Comparison of rates in OECD member countries. Parity Used by OECD

| Country Currency |  |  |
| :--- | ---: | ---: |
| Country | Per Dollar | Per PPP |
| Australia | 1.31 | 1.36 |
| Austria | 0.78 | 0.89 |
| Belgium | 0.78 | 0.87 |
| Canada | 1.13 | 1.26 |
| Czech | 22.37 | 14.32 |
| Denmark | 5.85 | 8.54 |
| Finland | 0.78 | 1.01 |
| France | 0.78 | 0.90 |
| Germany | 0.78 | 0.90 |
| Greece | 0.78 | 0.74 |
| Hungary | 213.56 | 130.27 |
| Iceland | 72.80 | 104.83 |
| Ireland | 0.78 | 1.08 |
| Italy | 0.78 | 0.84 |
| Japan | 114.52 | 144.29 |
| Korea | 965.81 | 878.89 |
| Luxemburg | 0.78 | 0.89 |
| Mexico | 10.89 | 7.19 |
| Netherlands | 0.78 | 0.88 |
| New Zeland | 1.62 | 1.52 |
| Norway | 6.17 | 9.45 |
| Poland | 3.09 | 1.88 |
| Portugal | 0.78 | 0.67 |
| Slovac Republic | 29.90 | 18.84 |
| Spain | 0.78 | 0.76 |
| Sweden | 7.23 | 9.04 |
| Swizerland | 1.23 | 1.79 |
| Turkey | 1.50 | 0.93 |
| United Kingdom | 0.54 | 0.61 |
| USA | 1.00 | 1.00 |
| PPS |  |  |

PPS means Purchasing Power .
Results from Teligen T-Basket.
Copyright Teligen, UK, August 2006

## CPP Interconnection rates

| Country | Fixed Rates - Mobile US \$ |
| :--- | :---: |
| Mexico | $\$ 0.12$ |
| Argentina | $\$ 0.09$ |
| Brazil | $\$ 0.20$ |
| Chile | $\$ 0.21$ |
| Colombia | $\$ 0.14$ |
| Peru | $\$ 0.22$ |
|  | $\$ 0.12$ |
| France | $\$ 0.15$ |
| Spain | $\$ 0.14$ |
| United Kingdom | $\$ 0.12$ |
| Germany | $\$ 0.15$ |
| Italy | $\$ 0.14$ |
| Netherlands | $\$ 0.16$ |
| Greece | $\$ 0.14$ |
| Portugal | $\$ 0.14$ |
| Belgium | $\$ 0.13$ |
| Ireland | $\$ 0.11$ |
| Austria | $\$ 0.12$ |
| Sweden | $\$ 0.15$ |
| Denmark | $\$ 0.17$ |
| Luxemburg |  |

The rates may be diferent because of the phone calls made in peak and non-peak hours, the rates reported are the lowest..
Source: JP Morgan, AMX Subsidiaries , Merrill Lynch Wireless Matrix

15 June 2007

Table 1: Industry snapshot by region - 1Q07

|  | $\begin{gathered} \text { GDP per } \\ \text { Capita (USS) }{ }^{1} \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Pop } \\ & (\mathrm{mn}) \end{aligned}$ | Penetration |  | $\begin{aligned} & \hline \text { Mob. \% } \\ & \text { of GDP } \end{aligned}$ | Subscribers |  |  | Service Rev. ${ }^{2}$ |  | ARPU |  | MOU |  | RPM |  | $\begin{aligned} & \hline \hline \text { Data \% } \\ & \text { of ARPU } \\ & \hline \end{aligned}$ | $\begin{gathered} \hline \text { Monthly } \\ \text { Churn } \\ \hline \end{gathered}$ | EBITDA Margins | $\begin{aligned} & \hline \text { No. of } \\ & \text { Players } \end{aligned}$ | Top 2 Players |  | $\mathrm{CPP}^{4} \quad \mathrm{MNP}{ }^{\text {b }}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Mobile | Fixed |  | (mn) | Yoy | Prepaid | (USS bn) | Yoy | (USS) | Yor ${ }^{3}$ | (Min.) | Yoy | (USS) | Yoy ${ }^{3}$ |  |  |  |  | Share | Yoy |  |  |
| DEVEIOPEDCOUNTRIES | 38,642 | 899 | 93.6\% | 58.7\% | 1.2\% | 841.6 | 8.7\% | 39\% | 417.6 | 6.0\% | 41.97 | -2.5\% | 355 | 4.6\% | 0.16 | -10\% | 19.3\% | 1.7\% | 34.1\% |  |  |  |  |  |
| ASIA-PACIFC | 35,286 | 164 | 85.3\% | 68.6\% | 1.3\% | 139.9 | 6.1\% | 17\% | 74.5 | 2.6\% | 44.97 | -2.3\% | 175 | -0.2\% | 0.22 | -6\% | 26.8\% | 1.4\% | 25.3\% |  |  |  |  |  |
| Australia | 36,075 | 21 | 99.7\% | 52.9\% | 1.2\% | 20.7 | 5.7\% | 50\% | 9.0 | 9\% | 36.35 | 2.9\% | 189 | 6.0\% | 0.15 | -10\% | 22.0\% | 1.2\% | 31.1\% | 4 | 75.9\% | 75.9\% | Yes | Yes |
| Hong Kong | 26,951 | 7 | 123.2\% | 53.9\% | 1.1\% | 8.5 | 13.5\% | 66\% | 2.0 | 3.4\% | 21.76 | 6.5\% | 475 | 5.3\% | 0.04 | -2\% | 10.3\% | 3.6\% | 21.6\% | 5 | 57.8\% | 57.8\% | No | Yes |
| Japan | 35,955 | 128 | 79.6\% | 73.6\% | 1.3\% | 101.7 | 5.4\% | 2\% | 60.1 | 1.1\% | 49.76 | -4.0\% | 139 | -2.8\% | 0.25 | -6\% | 29.4\% | 1.3\% | 23.0\% | 3 | 78.6\% | 78.6\% | Yes | Yes |
| New Zealand | 27,777 | 4 | 100.2\% | 42.9\% | 1.4\% | 4.2 | 5.9\% | 68\% | 1.6 | -0.3\% | 32.11 | -6.0\% | 182 | 12.8\% | 0.15 | -18\% | 23.1\% | 1.6\% | 40.8\% | 2 | 100.0\% | 100.0\% | Yes | Yes |
| Singapore | 32,324 | 4 | 109.0\% | 42.4\% | 1.3\% | 4.8 | 9.1\% | 40\% | 1.9 | 8.3\% | 32.99 | -0.7\% | 333 | 7.4\% | 0.08 | -11\% | 23.9\% | 1.1\% | 42.3\% | 3 | 71.2\% | 71.2\% | No | Yes |
| EUROPE | 35,868 | 402 | 110.4\% | 53.1\% | 1.3\% | 444.2 | 8.2\% | 60\% | 182.0 | 3.3\% | 35.34 | -4.4\% | 153 | 7.0\% | 0.19 | -12\% | 19.0\% | 1.9\% | 36.8\% |  |  |  |  |  |
| Austria | 40,070 | 8 | 114.2\% | 45.7\% | 1.2\% | 9.4 | 7.3\% | 40\% | 4.1 | 5.9\% | 36.59 | -6.4\% | 178 | 14.0\% | 0.18 | -22\% | 18.7\% | 1.6\% | 35.6\% | 5 | 72.7\% | 72.7\% | Yes | Ye |
| Belgium | 38,326 | 10 | 95.9\% | 45.4\% | 1.3\% | 10.0 | 7.0\% | 58\% | 5.0 | 0.0\% | 44.33 | -3.7\% | 152 | -1.4\% | 0.22 | -8\% | 18.1\% | 1.4\% | 44.2\% | 3 | 75.2\% | 75.2\% | Yes | Yes |
| Denmark | 52,148 | 5 | 107.3\% | 61.7\% | 0.9\% | 5.8 | 8.9\% | 52\% | 2.4 | 4.7\% | 36.65 | -0.7\% | 175 | 3.3\% | 0.19 | -6\% | 15.3\% | 2.2\% | 26.1\% | 4 | 77.3\% | 77.3\% | Yes | Yes |
| Finland | 40,551 | 5 | 114.7\% | 40.4\% | 1.2\% | 6.0 | 5.6\% | 5\% | 2.6 | 15.6\% | 39.49 | 7.2\% | 304 | 7.1\% | 0.11 | 1\% | 14.3\% | 1.4\% | 28.4\% | 3 | 81.5\% | 81.5\% | Yes | Yes |
| France | 36,399 | 63 | 79.0\% | 55.7\% | 1.2\% | 49.9 | 4.0\% | 34\% | 27.3 | 0.4\% | 46.81 | -0.7\% | 256 | 5.3\% | 0.16 | -5\% | 15.1\% | 1.9\% | 37.7\% | 3 | 82.5\% | 82.5\% | Yes | Yes |
| Germany | 36,117 | 83 | 106.9\% | 66.6\% | 0.8\% | 88.2 | 8.9\% | 54\% | 25.1 | -2.8\% | 24.06 | -10.3\% | 96 | 15.5\% | 0.21 | -23\% | 21.6\% | 1.6\% | 36.5\% | 4 | 72.4\% | 72.4\% | Yes | Yes |
| Greece | 22,615 | 11 | 132.0\% | 56.8\% | 2.1\% | 14.6 | 15.6\% | 70\% | 5.3 | 1.2\% | 31.53 | -12.6\% | 139 | 4.4\% | 0.20 | -16\% | 12.6\% | 2.0\% | 36.1\% | 4 | 71.3\% | 71.6\% | Yes | Yes |
| reland | 53,563 | 4 | 109.2\% | 49.5\% | 1.4\% | 4.6 | 8.1\% | 75\% | 3.1 | 3.8\% | 56.31 | -4.5\% | 227 | 6.4\% | 0.22 | -12\% | 26.0\% | 0.0\% | 36.4\% | 3 | 83.0\% | 83.0\% | Yes | Yes |
| traly | 32,305 | 59 | 141.7\% | 43.1\% | 1.5\% | 83.3 | 12.9\% | 90\% | 28.6 | 2.3\% | 28.62 | -10.7\% | 127 | -4.5\% | 0.18 | -8\% | 20.6\% | 1.4\% | 49.4\% | 4 | 73.2\% | 73.2\% | Yes | Yes |
| Netherlands | 41,653 | 16 | 105.4\% | 46.6\% | 1.2\% | 17.3 | 6.3\% | 53\% | 8.0 | 7.0\% | 38.64 | -0.5\% | 149 | 4.6\% | 0.23 | -5\% | 16.5\% | 2.4\% | 32.9\% | 5 | 73.0\% | 73.0\% | Yes | Yes |
| Norway | 71,842 | 5 | 109.3\% | 45.7\% | 0.8\% | 5.1 | 0.5\% | 43\% | 2.7 | 2.2\% | 50.71 | 1.7\% | 218 | 14.1\% | 0.19 | -11\% | 17.2\% | 1.4\% | 38.3\% | 2 | 100.0\% | 100.0\% | Yes | Yes |
| Portugal | 18,785 | 11 | 124.7\% | 40.3\% | 2.0\% | 13.1 | 9.3\% | 79\% | 4.0 | 2.8\% | 25.67 | -6.4\% | 116 | 1.1\% | 0.19 | -8\% | 12.6\% | 2.1\% | 37.3\% | 3 | 79.9\% | 79.9\% | Yes | Yes |
| Spain | 28,085 | 45 | 107.1\% | 42.9\% | 1.8\% | 47.9 | 8.0\% | 45\% | 22.2 | 8.4\% | 39.72 | -0.2\% | 162 | 8.9\% | 0.21 | -9\% | 14.5\% | 2.0\% | 38.0\% | 3 | 76.7\% | 76.7\% | Yes | Yes |
| Sweden | 43,880 | 9 | 116.9\% | 58.2\% | 0.8\% | 10.6 | 4.8\% | 53\% | 3.1 | 8.2\% | 27.32 | 1.0\% | 165 | 18.8\% | 0.15 | -15\% | 7.0\% | 1.0\% | 35.1\% | 4 | 78.6\% | 78.6\% | Yes | Yes |
| Sw itzerland | 52,802 | 7 | 103.3\% | 69.0\% | 1.2\% | 7.5 | 9.0\% | 43\% | 4.4 | -0.9\% | 50.92 | -10.5\% | 127 | 5.8\% | 0.29 | -17\% | 21.0\% | 0.8\% | 40.5\% | 3 | 81.3\% | 81.3\% | Yes | Yes |
| UK | 37,909 | 61 | 117.0\% | 53.3\% | 1.5\% | 70.9 | 5.0\% | 66\% | 34.1 | 9.2\% | 43.20 | 4.2\% | 165 | 10.4\% | 0.19 | -10\% | 24.7\% | 2.7\% | 22.2\% | 5 | 49.6\% | 49.6\% | No | Yes |
| NORTH AMEREA | 43,644 | 333 | 77.3\% | 60.6\% | 1.1\% | 257.5 | 11.2\% | 16\% | 161.0 | 12.3\% | 51.77 | 0.6\% | 802 | 3.2\% | 0.06 | -8\% | 15.8\% | 1.7\% | 34.2\% |  |  |  |  |  |
| Canada | 40,141 | 32 | 59.1\% | 65.1\% | 0.9\% | 18.8 | 9.3\% | 22\% | 10.9 | 16.4\% | 48.81 | 7.2\% | 397 | 3.0\% | 0.12 | 1\% | 11.4\% | 1.6\% | 45.\% | 3 | 68.6\% | 68.6\% | No | Yes |
| us | 44,015 | 301 | 79.2\% | 60.1\% | 1.1\% | 238.6 | 11.3\% | 15\% | 150.1 | 12.0\% | 52.01 | 0.1\% | 834 | 3.2\% | 0.05 | -9\% | 16.1\% | 1.7\% | 33.3\% | 4 | 51.5\% | 51.5\% | No | Yes |
| EMERGING MARKEIS | 2,605 | 4,373 | 39.0\% | 15.5\% | 2.1\% | 1,704 | 31.7\% | 80\% | 228.8 | 26.0\% | 11.60 | -2.9\% | 224 | 9.4\% | 0.07 | -12\% | 17.6\% | 3.1\% | 44.3\% |  |  |  |  |  |
| Emercing asia | 1,787 | 3,225 | 30.0\% | 14.9\% | 2.0\% | 969 | 34.9\% | 75\% | 116.5 | 22.6\% | 10.47 | -7.5\% | 311 | 10.1\% | 0.03 | -18\% | 21.1\% | 3.4\% | 46.6\% |  |  |  |  |  |
| Bangladesh | 447 | 146 | 15.6\% | 12.5\% | 1.8\% | 23 | 93.3\% | 96\% | 1.1 | 32.5\% | 3.58 | -45.8\% | 230 | 24.2\% | 0.02 | -31\% | N.A. | 2.1\% | 42.4\% | 6 | 76.4\% | 76.4\% | Yes | No |
| China | 1,972 | 1,316 | 36.5\% | 26.6\% | 2.0\% | 481 | 17.3\% | 67\% | 51.3 | 15.3\% | 9.53 | -2.0\% | 365 | 15.6\% | 0.02 | -17\% | 23.2\% | 2.7\% | 47.4\% | 2 | 96.3\% | 96.3\% | No | No |
| India | 755 | 1,130 | 14.3\% | 3.7\% | 2.0\% | 162 | 67.3\% | 93\% | 17.3 | 55.5\% | 8.89 | -7.0\% | 487 | 7.5\% | 0.02 | -21\% | 8.7\% | 4.0\% | 39.0\% | 6 | 49.2\% | 49.2\% | Yes | No |
| Indonesia | 1,575 | 230 | 31.4\% | 5.7\% | 1.5\% | 72 | 40.0\% | 96\% | 5.6 | 24.5\% | 7.00 | -8.4\% | N.A. | N.A. | N.A. | N.A. | 30.9\% | 8.6\% | 65.1\% | 4 | 79.0\% | 79.0\% | Yes | No |
| Korea | 16,895 | 48 | 84.9\% | 47.9\% | 2.5\% | 41 | 5.5\% | 3\% | 20.5 | 6.2\% | 43.64 | 1.0\% | 303 | -0.6\% | 0.12 | 2\% | 18.7\% | 3.1\% | 28.7\% | 3 | 82.4\% | 82.4\% | Yes | Yes |
| Malaysia | 7,782 | 27 | 75.9\% | 16.8\% | 2.0\% | 21 | 0.2\% | 83\% | 4.2 | 6.6\% | 18.74 | 13.3\% | 185 | 12.4\% | 0.08 | -10\% | 21.2\% | 3.7\% | 50.6\% | 3 | 71.9\% | 71.9\% | Yes | No |
| Pakistan | 870 | 158 | 37.1\% | 3.3\% | 2.0\% | 58 | 113.5\% | 99\% | 2.8 | 37.8\% | 4.00 | -35.5\% | 124 | -15.1\% | N.A. | -24\% | N.A. | N.A. | 39.5\% | 6 | 64.6\% | 64.6\% | Yes | No |
| Philippines | 1,432 | 86 | 51.8\% | 3.3\% | 2.3\% | 45 | 23.8\% | 98\% | 2.8 | 11.8\% | 5.27 | -11.2\% | 24 | -1.2\% | 0.11 | -12\% | 47.7\% | 3.1\% | 70.5\% | 3 | 94.9\% | 94.9\% | Yes | No |
| Taiw an | 16,012 | 23 | 103.4\% | 59.8\% | 1.8\% | 24 | 6.1\% | 23\% | 6.6 | 2.1\% | 23.00 | -3.8\% | 202 | -1.5\% | 0.11 | -3\% | 7.8\% | 1.4\% | 48.7\% | 5 | 62.3\% | 62.3\% | Yes | Yes |
| Thailand | 3,751 | 62 | 69.5\% | 10.7\% | 1.8\% | 43 | 34.6\% | 86\% | 4.3 | -1.5\% | 8.04 | -26.4\% | 293 | 14.0\% | 0.03 | -35\% | 10.1\% | 2.9\% | 36.3\% | 5 | 79.3\% | 79.3\% | Yes | No |
| EMERCING EUROPE | 4,132 | 700 | 66.7\% | 17.0\% | 2.8\% | 467 | 29.2\% | 89\% | 66.5 | 29.0\% | 12.20 | 1.8\% | 112 | 7.9\% | 0.10 | -4\% | 13.5\% | 2.6\% | 46.6\% |  |  |  |  |  |
| Algeria | 3,198 | 34 | 66.8\% | 10.0\% | 2.7\% | 23 | 47.9\% | 97\% | 2.9 | 23.9\% | 11.01 | -20.0\% | 130 | -13.3\% | 0.08 | -8\% | N.A. | 4.4\% | 56.1\% | 3 | 87.3\% | 87.3\% | Yes | No |
| czech | 13,775 | 11 | 109.9\% | 31.5\% | 2.3\% | 12 | 7.5\% | 59\% | 3.5 | 4.8\% | 23.85 | -1.2\% | 104 | 16.0\% | 0.18 | -15\% | 20.5\% | 1.4\% | 45.0\% |  | 80.1\% | 80.1\% | Yes | Yes |
| Egypt | 1,370 | 75 | 26.8\% | 14.4\% | 2.7\% | 20 | 49.0\% | 94\% | 2.8 | 35.2\% | 11.68 | -9.3\% | 137 | 18.7\% | 0.08 | -24\% | 4.2\% | 2.0\% | 46.9\% |  | 100.0\% | 100.0\% | Yes | No |
| Hungary | 11,597 | 11 | 88.2\% | 33.2\% | 2.3\% | 10 | 5.8\% | 64\% | 2.9 | 5.3\% | 24.91 | -0.9\% | 149 | 9.1\% | 0.15 | -9\% | 13.7\% | 1.5\% | 39.7\% | 3 | 77.9\% | 77.9\% | Yes | Yes |
| Iraq | 1,534 | 27 | 34.6\% | 5.0\% | 3.7\% | 9 | 60.1\% | 99\% | 1.5 | 47.6\% | 13.78 | -15.4\% | 170 | -37.7\% | 0.09 | 21\% | N.A. | 5.7\% | 42.3\% | 3 | 69.0\% | 69.0\% | Yes | No |
| Israel | 18,450 | 7 | 121.5\% | 54.0\% | 2.7\% | 9 | 8.1\% | 53\% | 3.4 | 5.4\% | 34.05 | -2.0\% | 336 | 4.4\% | 0.09 | -8\% | 8.8\% | 1.4\% | 33.0\% | 4 | 66.2\% | 66.2\% | Yes | No |
| Morocco | 1,824 | 32 | 53.5\% | 4.2\% | 3.9\% | 17 | 33.1\% | 96\% | 2.2 | 22.1\% | 11.31 | -7.1\% | N.A. | N.A. | N.A. | N.A. | N.A. | 1.7\% | 51.5\% | 2 | 100.0\% | 100.0\% | Yes | Yes |
| Nigeria | 991 | 143 | 22.1\% | 0.9\% | 3.7\% | 32 | 64.8\% | 100\% | 5.3 | 27.3\% | 17.00 | -15.0\% | N.A. | N.A. | N.A. | N.A. | N.A. | 3.0\% | 53.0\% | 4 | 72.6\% | 72.6\% | Yes | No |
| Poland | 9,629 | 40 | 95.3\% | 30.7\% | 1.8\% | 38 | 23.2\% | 62\% | 7.0 | 2.9\% | 15.74 | -16.6\% | 92 | 9.1\% | 0.16 | -24\% | 17.0\% | 2.5\% | 33.7\% | 4 | 67.3\% | 67.3\% | Yes | No |
| Russia | 7,033 | 147 | 105.3\% | 27.9\% | 1.5\% | 155 | 17.4\% | 96\% | 15.1 | 53.6\% | 8.17 | 29.0\% | 132 | 15.9\% | 0.05 | 11\% | 14.2\% | 2.4\% | 52.5\% | 4 | 64.4\% | 64.4\% | Yes | No |
| South Arrica | 4,789 | 49 | 74.4\% | 10.3\% | 3.9\% | 36 | 19.2\% | 83\% | 9.1 | 18.0\% | 20.96 | -1.0\% | 117 | -3.7\% | 0.18 | 2\% | N.A. | 4.0\% | 33.0\% | 4 | 91.3\% | 91.3\% | Yes | Yes |
| Turkey | 3,663 | 75 | 73.3\% | 25.9\% | 2.6\% | 55 | 19.7\% | 87\% | 7.1 | 4.1\% | 11.05 | -9.4\% | 63 | 8.5\% | 0.17 | -7\% | 13.0\% | 1.7\% | 42.3\% | 4 | 84.0\% | 84.0\% | Yes | No |
| Ukraine | 2,022 | 49 | 103.7\% | 23.5\% | 3.5\% | 51 | 55.2\% | 94\% | 3.5 | 22.8\% | 5.71 | -20.8\% | 130 | 1.9\% | 0.04 | -24\% | 12.3\% | 2.6\% | 46.8\% | 5 | 83.5\% | 83.5\% | No | No |
| Latin am erica | 6,111 | 448 | 60.0\% | 17.8\% | 1.7\% | 268 | 24.3\% | 83\% | 45.8 | 32.6\% | 14.66 | 5.7\% | 102 | 9.7\% | 0.13 | -5\% | 11.8\% | 2.7\% | 32.1\% |  |  |  |  |  |
| Argentina | 5,561 | 39 | 83.1\% | 22.6\% | 2.1\% | 33 | 42.2\% | 73\% | 4.5 | 38.7\% | 11.79 | -3.4\% | 109 | 1.5\% | 0.10 | -5\% | N.A. | 2.2\% | 28.3\% | 3 | 69.3\% | 69.3\% | Yes | Yes |
| Brazil | 6,018 | 188 | 54.8\% | 18.2\% | 1.5\% | 103 | 14.5\% | 80\% | 17.4 | 35.6\% | 13.98 | 15.6\% | 75 | 5.4\% | 0.18 | 8\% | 7.7\% | 2.7\% | 24.4\% | 4 | 53.7\% | 53.7\% | Yes | No |
| Chile | 8,863 | 16 | 82.3\% | 22.0\% | 1.7\% | 13 | 15.9\% | 78\% | 2.5 | 29.0\% | 15.01 | 7.2\% | 121 | 10.2\% | 0.12 | -5\% | 17.7\% | 1.9\% | 32.4\% |  | 81.0\% | 81.0\% | Yes | No |
| Colombia | 3,217 | 43 | 69.5\% | 17.0\% | 2.3\% | 30 | 19.1\% | 83\% | 3.2 | 23.7\% | 9.72 | -2.8\% | 117 | 9.3\% | 0.08 | -9\% | N.A. | 2.7\% | 37.1\% | 3 | 92.6\% | 92.6\% | Yes | No |
| Mexico | 7,814 | 105 | 56.6\% | 18.9\% | 1.5\% | 59 | 22.2\% | 90\% | 12.6 | 25.1\% | 18.13 | 2.6\% | 139 | 27.2\% | 0.11 | -20\% | 0.0\% | 3.2\% | 44.0\% | 4 | 91.3\% | 91.3\% | Yes | No |
| Peru | 3,093 | 29 | 34.7\% | 8.0\% | 1.4\% | 10 | 62.4\% | 85\% | 1.2 | 44.2\% | 11.00 | -8.5\% | 68 | -1.4\% | 0.14 | -19\% | N.A. | 2.0\% | 29.9\% | 4 | 96.3\% | 96.3\% | Yes | Yes |
| Venezuela | 7,048 | 27 | 73.9\% | 13.5\% | 2.3\% | 20 | 46.8\% | 95\% | 4.3 | 38.8\% | 21.40 | -2.2\% | 102 | -1.0\% | 0.13 | -16\% | 28.6\% | N.A. | 35.9\% | 4 | 81.6\% | 81.6\% | Yes | No |
| MATRIX TOTALIAVG. | 8,752 | 5,273 | 48.3\% | 22.9\% | 1.9\% | 2,546 | 24.1\% | 66\% | 646.4 | 19.4\% | 21.64 | -2.8\% | 267 | 7.9\% | 0.10 | -11\% | 18.1\% | 2.6\% | 40.9\% |  |  |  |  |  |

 RPM calculated in reported currency terms. 4) CPP = Calling Party Pays. 5) MNP = Mobile Number Portability.

