



## **The MNO Directory 2011**

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Blycroft Publishing

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# THE MNO DIRECTORY 2011

418 Pages - 816 MNOs - 3,300+ Management contacts  
Subs data - Ownership - Network data (GSM, CDMA, iDEN)  
2G, 3G & 4G coverage, new for 2011

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## New for 2011 - The MNO Directory, 4<sup>th</sup> Edition

Blycroft Publishing's MNO Directory has become a staple of global industry knowledge for keeping track of who operates where. Telecoms analysts have been using this directory since its first launch back in March 2006. Each new edition builds upon the work of the previous, with this year's edition containing 816 mobile network operators (featuring both management contacts, network technology and subscriber data), of which 71 MNOs are new to the 2011 edition, and 4G for the first time.

This directory tracks mobile network operators; companies which mainly provide mobile voice services as their core activity using their own licensed spectrum frequencies across their own network of base stations. WLL, MVNO, WiFi and WiMAX (MNOs which also provide WiMAX are tracked) only operators are not included in The MNO Directory.

Research for the directory has been conducted in house throughout Q4 2010 for release January 2011. Subscriber data for the Africa & Middle-East section has been extracted from Blycroft's weekly research service, Africa & Middle-East Telecom-Week ([www.ametw.com](http://www.ametw.com)). Other subscriber data has been extracted from operators and regulators. WiMAX information has been extracted from the Blycroft WiMAX Directory, published September 2010.

Information such as network technology has been retained from previous editions, while fields such as ownership have been used as a guide to either confirm or replace information with the latest the research team could find. Management contacts are either as publicised by the operators or have been referenced within trade media during September 2010 to January 2011. All data, including subscriber data is provided on a where possible basis and is provided to assist in building a profile of each MNO.

Sample pages within the brochure provide an accurate and fair demonstration of the level of data presented.



### AFRICA & THE MIDDLE-EAST

227 Operations  
856 Management contacts

### AMERICAS

223 Operations  
826 Management contacts



### ASIA-PACIFIC

162 Operations  
755 Management contacts

### EAST & WESTERN EUROPE

204 Operations  
881 Management contacts



## PRICING & FORMAT

PDF (single user)	GBP 995
PDF (multi-user)	GBP 1,295
PDF + Excel (1-10 users)	GBP 1,495
PDF + Excel (11-20 users)	GBP 1,995
PDF + Excel (20+ users)	GBP 2,995





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## PROFILES

The MNO Directory 2011 consists of 816 MNO profiles. Profiles contain company contact information, ownership and network technology information, subscriber data and management contacts. It is not always possible to provide 100% complete profiles, please view the samples included with this profile to see what a typical profile contains.

**Contact info** - Main telephone number(s), fax number, address and brand URL. Where a main telephone number is not available and the company has not offered one, we have listed a customer service number or similar rather than no number. In some instances this is in fact a main number too.

**Ownership** - Name of parent company and URL.

**Network tech** - GSM/CDMA/iDEN, GPRS, EDGE, 3G and included new for 2011, 4G (LTE and WiMAX). The directory contains a lot of network technology information including HSDPA, HSUPD and HSPA+. Please note the directory does not provide a definitive listing of all active operators for each technology, the directory does not aim to list networks in trial status phases.

**Management** - Over 3,300 contacts across 816 MNO profiles.

## MANAGEMENT CONTACTS

The MNO Directory 2011 contains over 3,300 named management contacts. These people are selected from the MNOs' senior management teams and feature job titles such as President, CEO (Chief Executive Officer), CFO (Chief Financial Officer), CTO (Chief Technology Officer), CCO (Chief Commercial Officer) CMO (Chief Marketing Officer), Executive and Senior Vice Presidents plus other senior positions. It is not feasible to provide direct email or telephone numbers for these people so you will not find these within the directory; to get such information would require the individuals to volunteer their correct contact information for 3<sup>rd</sup> party marketing, which is something a senior executive will not do. (Be wary of any directory claiming to have this data as direct lines change too often to track and a large proportion of senior managers do not use standard format e-mail addresses, making these impossible to guess.)

734 profiles have at least 1 contact listed. We have not listed the same person twice, even though they may manage multiple MNOs across different countries, such as the C&W and Digicel operations. The majority of profiles with no named contact are based within small island nations, are very small players or are managed by a larger operator elsewhere, such as China Mobile Hong Kong, where readers should refer to China Mobile in China.

## RESEARCH PROCESS

The MNO Directory 2011 has been research in house, lead by Mark Thomas, who has lead all of the research for the directory series since 2006 (MNO Directory, MVNO Directory, WiMAX Directory, and the Fixed Line Directory). Other in house material has been extracted from Africa & Middle East Telecom week, mainly the subscriber data for this region.

The first stage of creating a new edition of the MNO Directory is to verify the list of operators is still valid. The researchers use several telecoms news feeds which track global changes. For this edition the researchers examined articles from March 2009 to January 2011, adding new operators, removing defunct entries and amending all those noted as changing ownership, names or launching new technology. Operators may however choose to action technology or ownership changes without notifying the media.

The second stage is the main research stage which may take the form of Internet research or contacting the operators directly. Every operation is examined individually and updated as best possible. The main sources of information are MNO websites, parent companies, company filings, interim and annual reports, media / press releases, regulator pages and data, other trade media as well as blogs, conference companies and social networking sites. Where the last 3 sources are utilised the researchers have sought to find a secondary source to verify against. When the data file has been fully researched an e-mail merge is sent to the media contacts as identified by the research, profiles are then updated of those who reply.

During the editing and proofing process the researchers cleanse the data further by removing obvious errors and enriching where possible. The team would like to continually update the data but due to the nature of the data involved at some point the directory has to be released; indefinitely updating and improving it is detrimental to the overall research. This whole process began October 2010 and was concluded January 10<sup>th</sup>, 2011.



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## GLOBAL COVERAGE

### AFRICA & THE MIDDLE-EAST

- 227 MNOs (Africa 173 | Middle-East 54)
- 856 Management contacts

**Africa** Algeria - Angola - Botswana - Burkina Faso - Burundi - Cameroon - Cape Verde - Central African Republic - Chad - Comores - Congo Brazzaville - Côte d'Ivoire - Democratic Republic of the Congo - Djibouti - Egypt - Equatorial Guinea - Eritrea - Ethiopia - Gabon - The Gambia - Ghana - Guinea-Bissau - Guinea-Conakry - Kenya - Lesotho - Liberia - Libya - Madagascar - Malawi - Mali - Mauritania - Mauritius - Mayotte - Morocco - Mozambique - Namibia - Niger - Nigeria - Réunion - Rwanda - São Tomé and Príncipe - Senegal - Seychelles - Sierra Leone - Somalia - South Africa - Sudan - Sudan (Southern) - Swaziland - Tanzania - Togo - Tunisia - Uganda - Zambia - Zimbabwe

**Middle East** Afghanistan - Bahrain - Cyprus - Iran - Iraq - Israel - Jordan - Kuwait - Lebanon - Oman - Palestine - Qatar - Saudi Arabia - Syria - Turkey - United Arab Emirates - Yemen

### AMERICAS

- 23 MNOs (North 87 | South 136)
- 826 Management contacts

**North** Canada - USA

**South** Aruba - Bahamas - Barbados - Belize - Bermuda - Bolivia - Brazil - British Virgin Islands - Chile - Colombia - Costa Rica - Cuba - Dominica - Dominican Republic - Ecuador - El Salvador - Falkland Islands - French West Indies and French Guiana - Grand Cayman - Grenada - Guatemala - Guyana - Haiti - Honduras - Jamaica - Mexico - Montserrat - Netherlands Antilles - Bonaire, Curaçao, Saba, St. Eustatius, St. Maarten - Nicaragua - Panamá - Paraguay - Peru - Puerto Rico - Saint Kitts and Nevis - Saint Lucia - Saint Pierre and Miquelon - Saint Vincent and the Grenadines - Suriname - Trinidad and Tobago - Turks and Caicos Islands - Uruguay - US Virgin Islands (USVI) - Venezuela

### ASIA-PACIFIC

- 162 MNOs (Asia 124 | Pacific 38)
- 755 Management contacts

**Asia** Bangladesh - Bhutan - Brunei Darussalam - Cambodia - China - Diego Garcia - Hong Kong - India - Indonesia - Japan - Japan (Okinawa) - Kazakhstan - Laos - Macau - Malaysia - Maldives - Mongolia - Myanmar - Nepal - North Korea - Pakistan - Republic of South Korea - Singapore - Sri Lanka - Taiwan - Thailand - Timor-Leste - Uzbekistan - Vietnam

**Pacific** American Samoa - Australia - Cook Islands - Fiji - French Polynesia - Guam - Kiribati - Micronesia - Nauru - New Caledonia - New Zealand - Norfolk Island - Northern Mariana Islands - Saipan - Palau - Papua New Guinea - Philippines - Samoa - Solomon Islands - Tonga - Vanuatu

### EAST & WESTERN EUROPE

- 204 MNOs (East 111 | West 93)
- 881 Management contacts

**East** Abkhazia - Albania - Armenia - Azerbaijan - Belarus - Bosnia and Herzegovina - Bulgaria - Croatia - Czech Republic - Estonia - Georgia - Hungary - Kosovo - Kyrgyzstan - Latvia - Lithuania - Macedonia - Moldova - Moldova (Transdnister) - Montenegro - Nagorno Karabakh Republic (NKR) - Republic of South Ossetia - Romania - Russia - Serbia - Slovakia - Slovenia - Tajikistan - Turkmenistan - Ukraine

**West** Andorra - Austria - Belgium - Denmark - Faroe Islands - Finland - Finland (Åland Islands) - France - Germany - Gibraltar - Greece - Greenland - Guernsey - Iceland - Ireland - Isle of Man - Italy - Jersey - Liechtenstein - Luxembourg - Malta - Monaco - Netherlands - Norway - Poland - Portugal - San Marino - Spain - Sweden - Switzerland - United Kingdom

Blycroft does not accept liability for any losses resulting from purchasing or using this directory and notes that accuracy of information within the directory is based upon information presented by the operators themselves. Blycroft Ltd., Registered in England and Wales No. 3666284. Registered Office: 2a Alton House Office Park, Gateway House, Aylesbury, HP19 3XU, UK. VAT No. GB 697 9253 64. www.Blycroft.com | editor@blycroft.com | T: +44-870-241-4505

<b>Web:</b> <a href="http://www.moov.com">http://www.moov.com</a> <b>T1:</b> +225-20-25-01-01 <b>Fax:</b> +225-20-25-26-62	<b><u>Technology</u></b>  GSM 900 launched July 2006 UMTS licence expected Q4 2008												
<b><u>Management</u></b>  1. Ahmed Mamadou Cisse - Director General 2. Gervais Ehuy - Director of Commerce 3. Marius Yao - Director of Marketing and Communication 4. Laure Besse - Director of Administration and Human Resources 5. Abdoulaye Cisse - Director of Finance 6. Emeka Eruokwu - Technology Director 7. Michel Fofana - Director of Information Systems													
<b><u>Subscribers</u></b>  <table> <tr> <td><b>09/10</b> - 1520416</td> <td><b>12/09</b> - 1391787</td> <td><b>12/08</b> - 1285796</td> </tr> <tr> <td><b>06/10</b> - 1448015</td> <td><b>09/09</b> - 1364497</td> <td><b>09/08</b> - 1260584</td> </tr> <tr> <td><b>03/10</b> - 1419623</td> <td><b>06/09</b> - 1337742</td> <td><b>06/08</b> - 1235867</td> </tr> <tr> <td></td> <td><b>03/09</b> - 1311512</td> <td><b>03/08</b> - 1211634</td> </tr> </table>		<b>09/10</b> - 1520416	<b>12/09</b> - 1391787	<b>12/08</b> - 1285796	<b>06/10</b> - 1448015	<b>09/09</b> - 1364497	<b>09/08</b> - 1260584	<b>03/10</b> - 1419623	<b>06/09</b> - 1337742	<b>06/08</b> - 1235867		<b>03/09</b> - 1311512	<b>03/08</b> - 1211634
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	<b>03/09</b> - 1311512	<b>03/08</b> - 1211634											

## MTN

MTN Côte d'Ivoire (*Côte d'Ivoire*)

Plateau, 12 avenue Crosson Duplessis 01 B.P. 3865 ABIDJAN 01 Côte d'Ivoire  <b>Web:</b> <a href="http://www.mtn.ci">http://www.mtn.ci</a> <b>T1:</b> +225-20-31-84-84 <b>T2:</b> +27-11-912-3000	<b><u>Owner(s)</u></b>  MTN Group (60%)   Teylium Telecom (15%) <a href="http://www.mtn.com">http://www.mtn.com</a>   <a href="http://www.teylium.com">http://www.teylium.com</a>  <b><u>Technology</u></b>  GSM 900 launched October 1996 GPRS active												
<b><u>Management</u></b>  1. Wim Vanhelleputte - Chief Executive Officer													
<b><u>Subscribers</u></b>  <table> <tr> <td><b>09/10</b> - 4966000</td> <td><b>12/09</b> - 4424000</td> <td><b>12/08</b> - 3562000</td> </tr> <tr> <td><b>06/10</b> - 4818000</td> <td><b>09/09</b> - 4210000</td> <td><b>09/08</b> - 3243000</td> </tr> <tr> <td><b>03/10</b> - 4590000</td> <td><b>06/09</b> - 4013000</td> <td><b>06/08</b> - 3030080</td> </tr> <tr> <td></td> <td><b>03/09</b> - 3810000</td> <td><b>03/08</b> - 2896019</td> </tr> </table>		<b>09/10</b> - 4966000	<b>12/09</b> - 4424000	<b>12/08</b> - 3562000	<b>06/10</b> - 4818000	<b>09/09</b> - 4210000	<b>09/08</b> - 3243000	<b>03/10</b> - 4590000	<b>06/09</b> - 4013000	<b>06/08</b> - 3030080		<b>03/09</b> - 3810000	<b>03/08</b> - 2896019
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	<b>03/09</b> - 3810000	<b>03/08</b> - 2896019											

## Orange

Orange Côte d'Ivoire S.A (Côte d'Ivoire Telecom ) (*Côte d'Ivoire*)

Immeuble "Le Quartz" boulevard Valéry Giscard d'Estaing 11 BP 202 Abidjan 11 Côte d'Ivoire  <b>Web:</b> <a href="http://www.orange.ci">http://www.orange.ci</a> <b>T1:</b> +225-21-23-90-00	<b><u>Owner(s)</u></b>  Orange (France Telecom, 85%) <a href="http://www.orange.com">http://www.orange.com</a> ( <a href="http://www.citelem.com">http://www.citelem.com</a> )  <b><u>Technology</u></b>  GSM 900/1800 launched October 1996 GPRS active EDGE active
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**Subscribers**

09/10 - 39700000  
 06/10 - 37800000  
 03/10 - 28100000

12/09 - 31510000  
 09/09 - 28700000  
 06/09 - 28429000  
 03/09 - 33267000

12/08 - 36510246  
 09/08 - 35473336  
 06/08 - 32387436  
 03/08 - 26437966

**Mobile 8**

PT Mobile-8 Telecom Tbk (*Indonesia*)

18th Floor, Menara Kebon Sirih  
 Ji. Kebon Sirih Kav. 17-19  
 Jakarta 10340  
 Indonesia

**Web:** <http://www.mobile-8.com/fren/>  
**T1:** +62-21-392-0218  
**Fax:** +62-21-392-0219

**Owner(s)**

Jerash Investment Ltd (19.60%) | Corporate United Investments Limited (12.67%) | ETRADING Securities (11.97%) | Public (55.76%)

**Technology**

CDMA2000 1xEV-DO (Cellular, 800 MHz) launched May 2006

**Management**

1. Henry Cratein Suryanaga - President Commissioner
2. Merza Fachys - President Director

**Subscribers**

12/08 - 4400000  
 03/08 - 3400000

**SMART Telecom**

PT SMART Telecom (*Indonesia*)

Jl. H. Agus Salim No. 45  
 Kel. Kebon Sirih, Menteng  
 Jakarta Pusat  
 Indonesia

**Web:** <http://www.smart-telecom.co.id>  
**T1:** +62-21-3192-2277  
**T2:** +62-88-1122-3344  
**Fax:** +62-21-3190-0303

**Owner(s)**

PT SMART Telecom

**Technology**

CDMA2000 1xEV-DO REV A (1900MHz) launched September 2007, REV B launch January 2010

**Management**

1. Adji P. Utomo - General Manager of Network Operation
2. Faizal Adiputra - Head of VAS Services Development
3. Amit Sethi - Vice President - Device and Technology
4. Darmawan Suleh - Head of Network Operation
5. Januar Kurniawan - Manager Mobile Broadband Product
6. Eriek Nur Fadli - Head of Information Security Assurance
7. Pranoto Pranoto - Head of Quality Assurance
8. Brenda Lynn Dichoso - Chief Customer Care Officer
9. Arasi Ramli - Head of IT Policies and Compliance

## TerreStar

TerreStar Canada (*Canada*)

<p>1035 Laurier Avenue West Outremont (Québec) H2V 2L1 Canada</p> <p><b>Web:</b> <a href="http://www.terrestar.ca">http://www.terrestar.ca</a> <b>T1:</b> +1-514-843-0679 (Canada) <b>T2:</b> +1-877-878-2701 (Group, USA HQ) <b>Fax:</b> +1-514-843-0360</p>	<p><b><u>Owner(s)</u></b></p> <p>TerreStar Corporation <a href="http://www.terrestarcorp.com">http://www.terrestarcorp.com</a></p> <p><b><u>Technology</u></b></p> <p>W-CDMA and satellite combined service</p>
<p><b><u>Management</u></b></p> <ol style="list-style-type: none"> <li>1. Jeffrey Epstein - President and Chief Executive Officer, Group</li> <li>2. Vincent Loiacono - Chief Financial Officer, Group</li> <li>3. Dennis Matheson - Chief Technology Officer, Group</li> <li>4. Douglas Brandon - General Counsel and Secretary, Group</li> </ol>	

## Vidéotron

Vidéotron Limited (*Canada*)

<p>c/o Quebecor 612, Saint-Jacques Street Montreal (Quebec) H3C 4M8 Canada</p> <p><b>Web:</b> <a href="http://www.videotron.com">http://www.videotron.com</a> <b>T1:</b> +1-514-281-1711</p>	<p><b><u>Owner(s)</u></b></p> <p>Quebecor Média <a href="http://www.quebecor.com">http://www.quebecor.com</a></p> <p><b><u>Technology</u></b></p> <p>Roams on Rogers network (previously MVNO) HSPA launched September 2010</p>
<p><b><u>Management</u></b></p> <ol style="list-style-type: none"> <li>1. Robert Dépatie - President and Chief Executive Officer</li> <li>2. Donald Lizotte - President, Le SuperClub Vidéotron, Vice President, Videotron Retail Sales</li> <li>3. Jean Novak - President, Videotron Business Solutions</li> <li>4. Bernard Bricault - Vice President, Technical Quality</li> <li>5. Sylvain Brosseau - Vice President, Customer Service, Consumer Division</li> <li>6. Manon Brouillette - Executive Vice President, Strategy and Market Development</li> <li>7. Éric Champagne - Vice President, Marketing, Videotron Business Solutions</li> <li>8. Myrienne Collin - Vice President, Marketing, Consumer Sector</li> <li>9. Isabelle Dessureault - Vice President, Corporate Affairs and President of VOX</li> <li>10. Claude Foisy - Vice President, Brand Management and Content</li> <li>11. Marie-Josée Marsan - Vice President, Finance, and Chief Financial Officer</li> <li>12. Marie Piuze - Vice President, Control</li> <li>13. Daniel Proulx - Senior Vice President, Engineering</li> <li>14. Pierre Roy Porretta - Vice President, IP Technology</li> <li>15. Normand Vachon - Vice President, Human Resources</li> <li>16. Denis Veilleux - Vice President, Customer Service, Pricing and Operations Support, Videotron Business Solutions</li> </ol>	

## WIND Mobile

Globalive Communications Corp. (*Canada*)

<p>48 Yonge Street Suite 1200 Toronto, ON M5E 1G6 Canada</p>	<p><b><u>Owner(s)</u></b></p> <p>Globalive Communications Corp. (Orascom Telecom) <a href="http://www.globalive.com">http://www.globalive.com</a></p>
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**Subscribers**

<b>09/10</b> - 529000	<b>12/09</b> - 399000	<b>12/08</b> - 225100
<b>06/10</b> - 466000	<b>09/09</b> - 341000	<b>09/08</b> - 189000
<b>03/10</b> - 431000	<b>06/09</b> - 289200	<b>06/08</b> - 168600
	<b>03/09</b> - 246400	<b>03/08</b> - 146200

**Geocell**

Geocell LLC (*Georgia*)

<p>#3 Gotua str, The Right Riverside of Mtkvari Tbilisi 0160 Georgia</p> <p><b>Web:</b> <a href="http://www.geocell.ge">http://www.geocell.ge</a> <b>T1:</b> +995-822-770-177 <b>T2:</b> +31-10-447-93-65 <b>Fax:</b> +995-32-770-101</p>	<p><b><u>Owner(s)</u></b></p> <p>Fintur Holdings B.V. (97.5%) <a href="http://www.finturholdings.com">http://www.finturholdings.com</a></p> <p><b><u>Technology</u></b></p> <p>GSM 900 launched December 1996, GSM 1800 launched 2001 GPRS active EDGE active UMTS 2100 licenced May 2006, launched December 2006</p>								
<p><b><u>Management</u></b></p> <p>1. Osman Turan - Chief Executive Officer</p>									
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<b>03/10</b> - 1900000	<b>09/08</b> - 1456000								
	<b>06/08</b> - 1445000								
	<b>03/08</b> - 1397000								

**MagtiCom**

Magti GSM (*Georgia*)

<p>5 A. Politkovskaya St. Tbilisi, 0186 Georgia</p> <p><b>Web:</b> <a href="http://www.magtigsm.com">http://www.magtigsm.com</a> <b>T1:</b> +995-32-17-17-17 <b>Fax:</b> +995-32-17-11-71</p>	<p><b><u>Owner(s)</u></b></p> <p>Telcell Wireless LLC   ITC LLC</p> <p><b><u>Technology</u></b></p> <p>GSM 900/1800 launched September 1997 GPRS active EDGE active UMTS licenced August 2005, launched July 2006 HSDPA launched January 2009 WiMAX - 802.16e (3.5GHz) - Cisco - Launched February 2009 (Nationwide)</p>
<p><b><u>Management</u></b></p> <p>1. David Lee - General Director</p>	