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50 Largest Telecommunications Service Providers for 2006 Ranked by The Eastern Management Group

BRIDGEWATER, N.J.--(BUSINESS WIRE)-- Leading telecommunications research and consulting firm, The Eastern Management Group, today announced the release of the names of the World's 50 Largest Telecommunications Service Providers for 2006. Compilation of the list is an annual joint effort between the firm's two largest and oldest practices. The Service Provider Consulting Practice assists businesses to establish and manage distribution channels and channel partners that sell to service providers throughout the world; while the Service Provider Market Research Practice performs ongoing tracking of all of the world's telecommunications service providers, in more than 200 countries and territories.

Topping the list as the world's largest service provider in 2006 was Japan's NTT, with revenues of \$95 billion. Verizon ranked number two among service providers worldwide, followed by AT&T. The smallest company making the list of the 50 was Italy's Wind Telecomunicazioni, with revenues of \$6 billion.

Combined revenue for the top 50 service providers worldwide in 2006 was \$1.2 trillion (USD). In 2007 The Eastern Management Group estimates that organic growth for the group will increase revenue five and a half percent.

Key drivers behind the 2006 revenue growth of the 50 service providers were demand for wireless services, plus several mergers and acquisitions, as the telecommunications industry continued down a path of consolidation. In 2007, growing demand for data and video will add to the revenue acceleration of the group.

Among the 50 largest service providers, European companies constituted 37 percent of the \$1.2 trillion revenue total; Asian businesses accounted for 27 percent; and US and Canadian service providers were 26 percent. Four companies in the CALA region made the list of 50, as did two in the Middle East and Africa.

"For telecommunications manufacturers and software companies that sell to service providers, these 50 businesses are the customer sweet spot," said John Malone, CEO of The Eastern Management Group. "They account for the majority of the world's telecommunications service provider sales and purchases. Large suppliers frequently have their direct sales force call on these accounts, while using channel partners to address smaller service provider opportunities."

50 Largest Service Providers for 2006

Rank	Service Provider	Rank	Service Provider
1	NTT	26	TeliaSonera
2	Verizon Communications	27	China Unicom Ltd.
3	AT&T Inc.	28	China Netcom Corporation
4	Deutsche Telekom	29	SK Telecom
5	Telefonica	30	Softbank Telecom
6	France Telecom	31	Portugal Telecom
7	Vodafone Group	32	TDC Denmark
8	NTT DoCoMo	33	Rogers Communications Inc.
9	Sprint Nextel Corporation	34	Telemar Norte Leste
10	Telecom Italia	35	Singapore Telecom
11	China Mobile (HK) Ltd	36	Alltel Corp.
12	BellSouth Corp.	37	Telkom SA
13	BT Group	38	Swisscom
14	KDDI	39	TELUS Corporation
15	China Telecom	40	Belgacom
16	America Telecom SA de CV	41	Tele Norte Leste Participações ON
17	America Movil	42	Telkom
18	Telstra Corporation Limited	43	OTE
19	BCE Inc.	44	MTN Group Ltd
20	Telefonos de Mexico	45	KTF
21	Carso Global Telecom	46	Tele2
22	KPN Telecom	47	Telesp Fixed ON
23	Telenor	48	Embarq Corp
24	Qwest Communications	49	MTS
25	KT Corp.	50	Wind Telecomunicazioni

Source: The Eastern Management Group, 2007

About The Eastern Management Group

The Eastern Management Group is a global research and consulting firm advising clients in the telecommunications and media industries. Its Service Provider Practices are the company's oldest practices, and have assisted hundreds of worldwide companies for three decades.

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