<u>CANADIAN</u> <u>INTERNET SERVICE PROVIDERS</u> <u>MARKET REPORT</u>



2018 EDITION

NBI / MICHAEL SONE ASSOCIATES INC.

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CANADIAN ISP MARKET REPORT 2018 EDITION

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About this Report

The Canadian Internet Service Providers Market Report, 2018 Edition is part of NBI/Michael Sone Associates' ongoing analysis of the Canadian ISP market and continues to be the most comprehensive and rigorously researched document available on the subject.

The report is divided into three main sections. The first presents an overview that discusses major issues such as fibre-to-the-home/premises deployment and the provision of broadband to all corners of the country. This overview also explores developments and technology pertinent to the industry including the growth of broadband penetration, the maturation of the market and Internet consumption habits. The section is punctuated with four figures illustrating five-year (2017 – 2021) subscriber and revenue trends. The second section provides qualitative and quantitative profiles of a dozen significant national and regional ISPs, including telcos, cablecos and non-aligned ISPs. The third section contains three detailed exhibits, which illustrate cableco and telco broadband subscribers & revenues, business versus consumer data, segmentation by speed level of residential broadband service and forecasts through 2021, along with provincial subscriber distribution. Each industry segment has been explored so that the report presents services offered and planned, marketing activities, price ranges, as well as technology trends.

Please note that the mobile Internet market is examined and discussed in depth in NBI/Michael Sone Associates' Canadian Mobile Wireless Communications Services Market Report. ISP subscriber totals and revenues in this report's exhibits do not include mobile Internet customers.