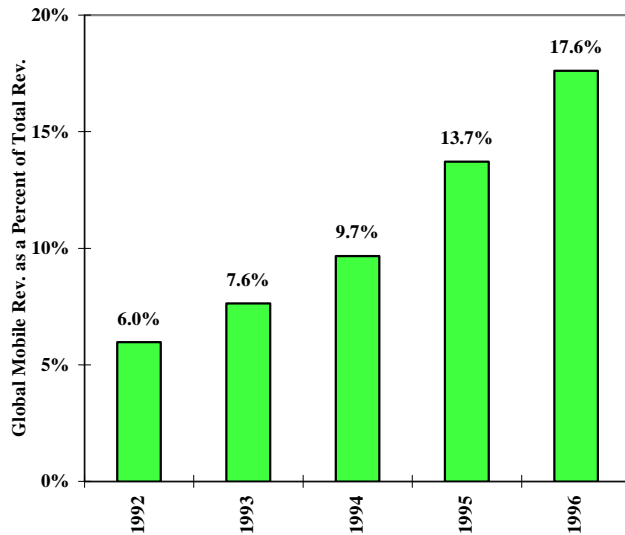
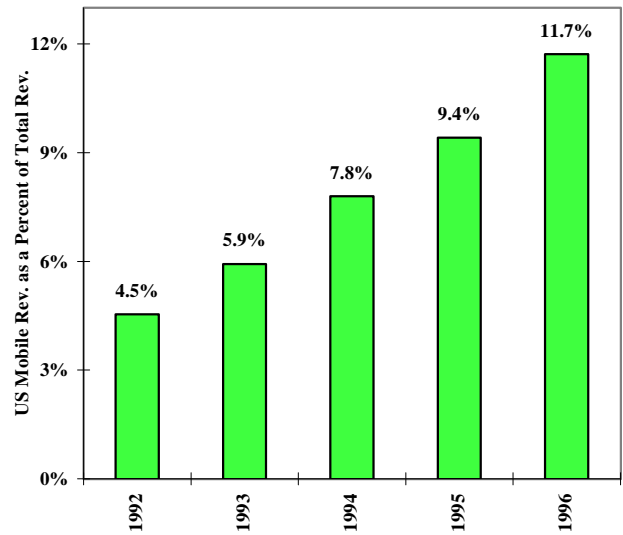


Figure 1: The Growth of Mobile Telecommunications

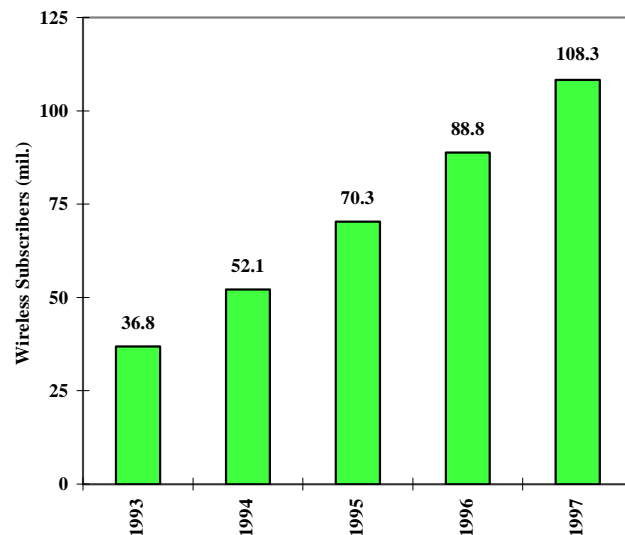
Global Mobile Revenues as a Percentage of Total Telecommunications Revenues



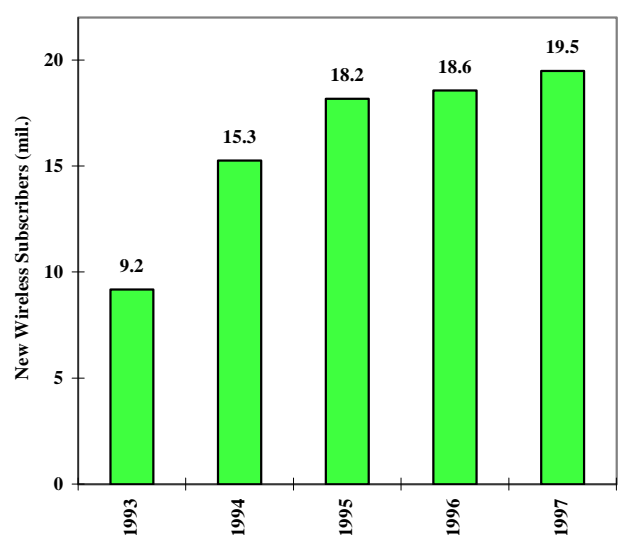
U.S. Mobile Revenues as a Percentage of Total Telecommunications Revenues



Total U.S. Mobile Subscribers - 1993 to 1997



New U.S. Mobile Subscribers - 1993 to 1997



Sources: Global Revenue - *World Telecommunications Development Report*, International Telecommunications Union, March 1997. U.S. Revenue - *Telecommunications Industry Revenue: TRS Fund Worksheet Data*, Industry Analysis Division, Common Carrier Bureau, Federal Communications Commission, November 1997. U.S. Subscribers - Sum of figures from Appendixes B, C, and D.

Estimated Mobile Telephony Service Deployment: Number of Operators* in Each BTA with Some Level of Coverage

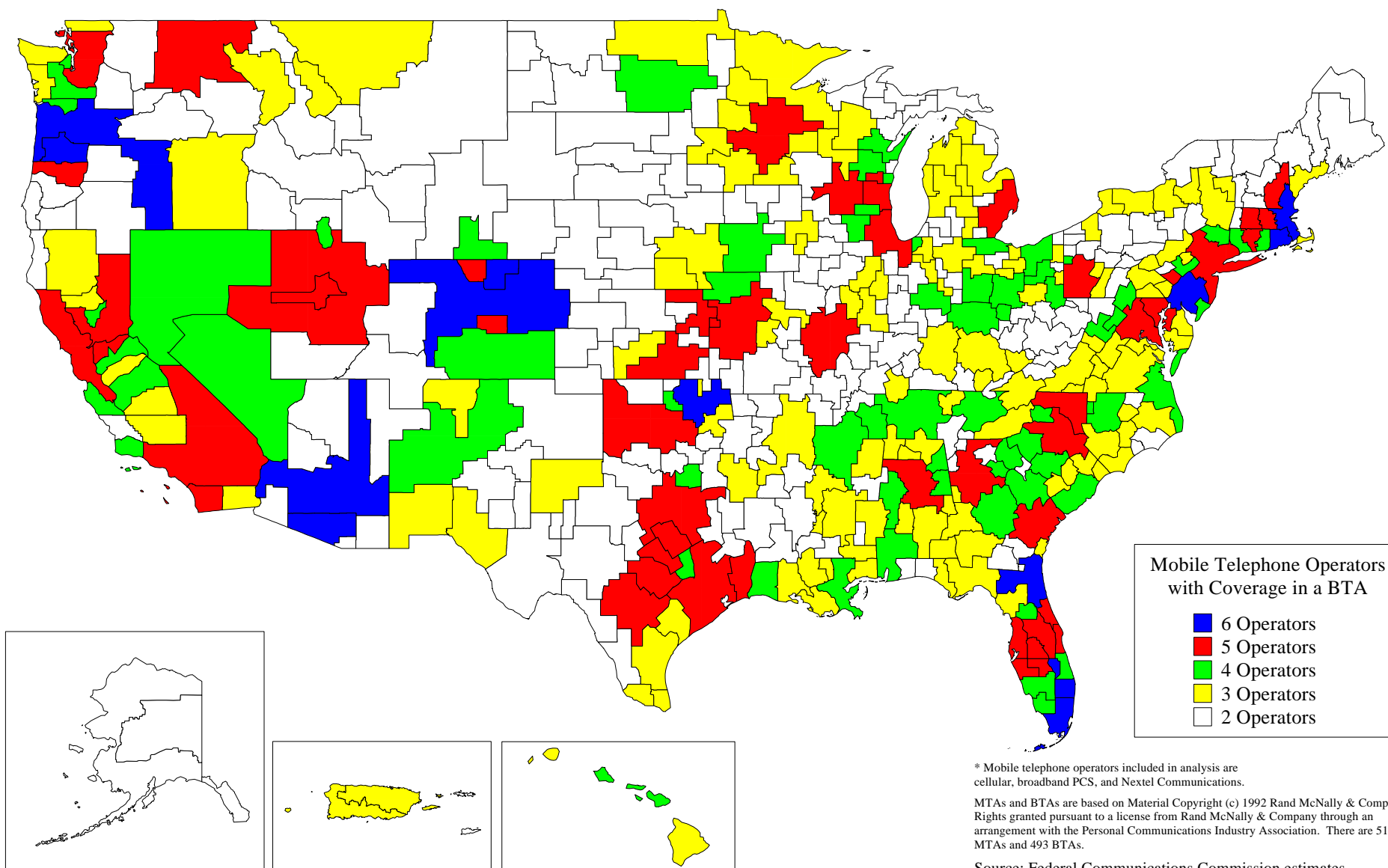
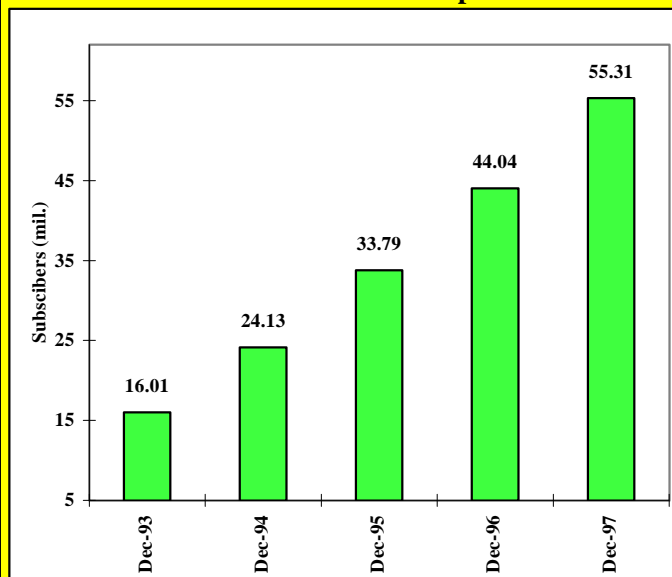


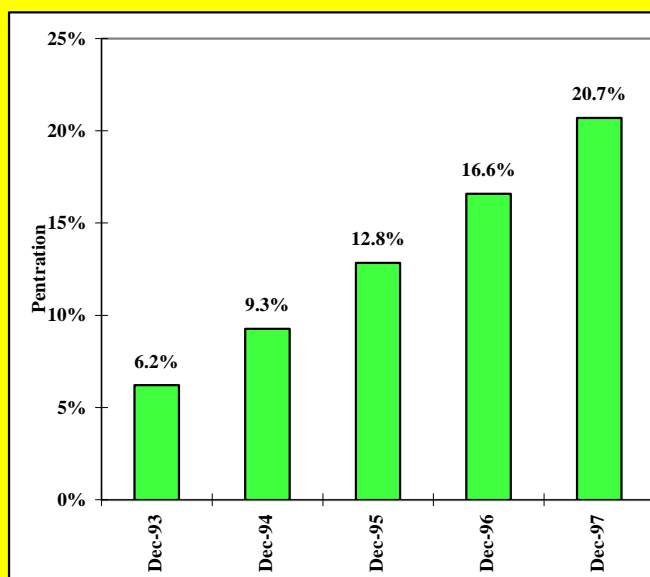
Figure 2

Figure 3: Mobile Telephone Industry - 1993 to 1997

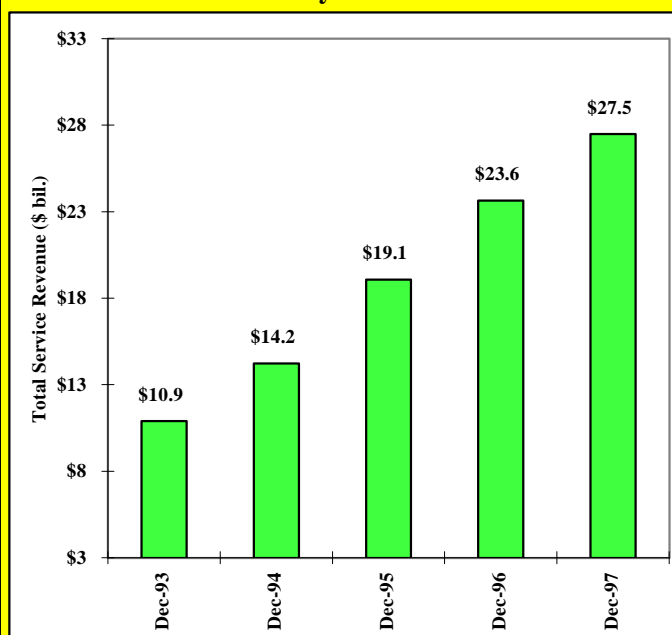
Total Subscribership



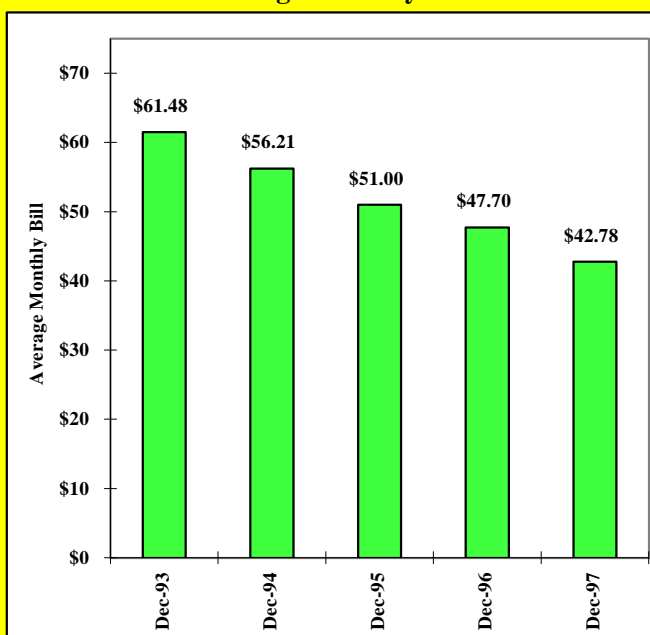
National Penetration



Annual Industry Service Revenues



Average Monthly Bill



Source: Cellular Telecommunications Industry Association, *see* Appendix B, Table 1 p. B-2 for complete data.

National Penetration figures are calculated using US population estimates from Dennis Leibowitz, et. al., *The Wireless Communications Industry*, Donaldson, Lufkin & Jenrette, Fall 1997, at 16.

Estimated Broadband PCS Service Rollouts: Number of PCS Operators in Each BTA with Some Level of Coverage

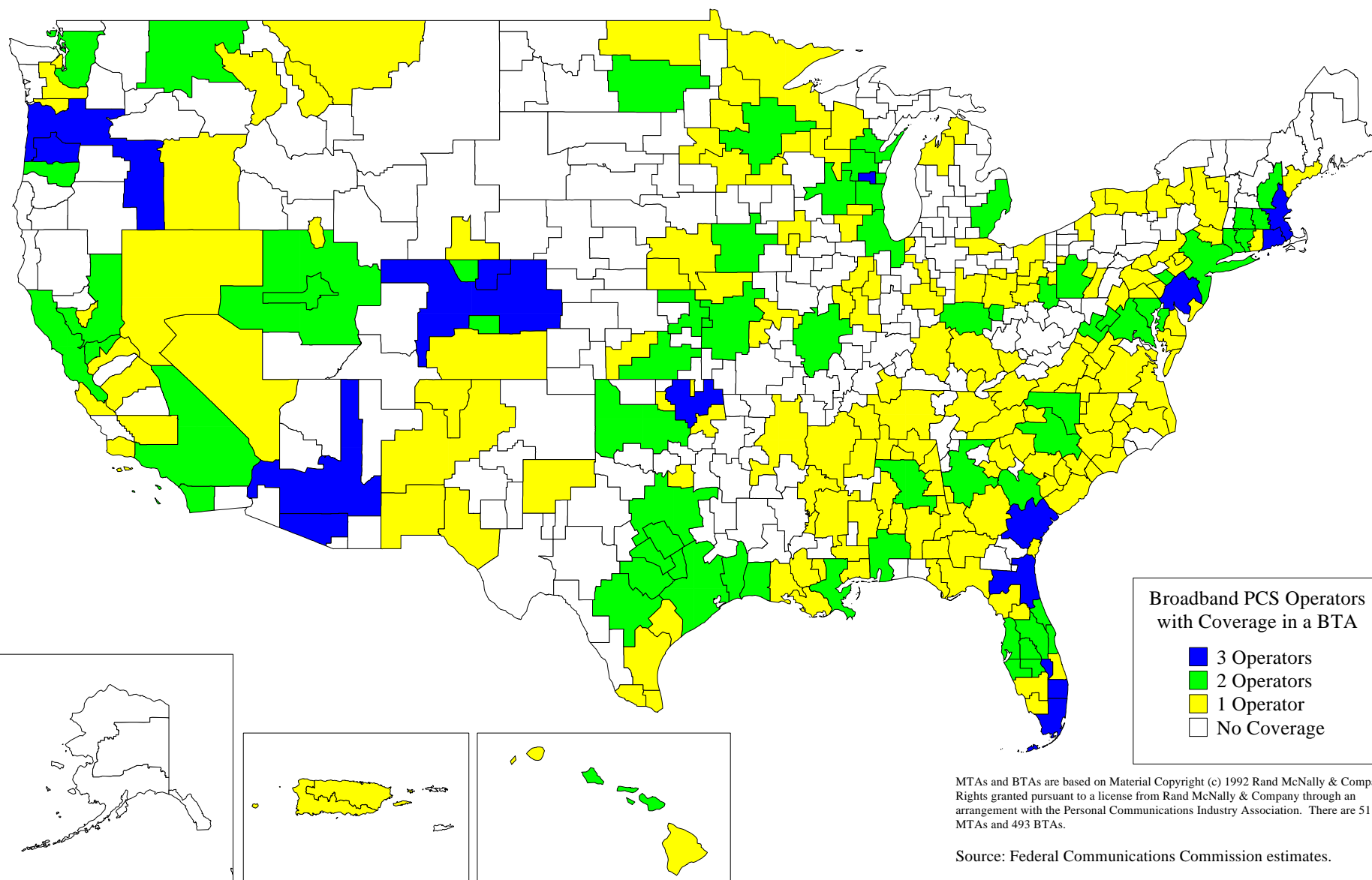
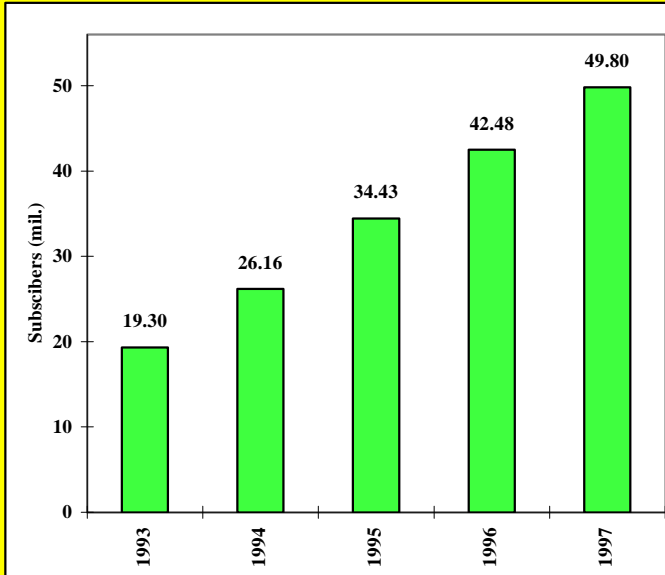


Figure 4

Figure 5: Paging/Messaging Industry - 1993 to 1997

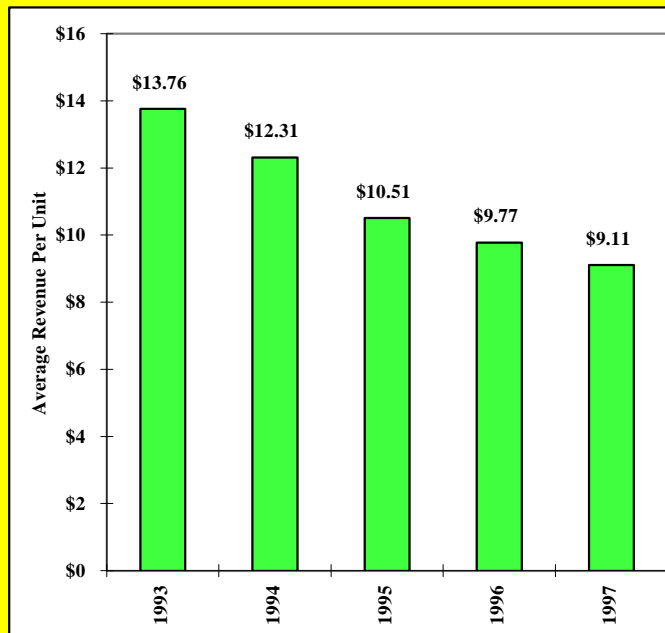
Total Subscribership



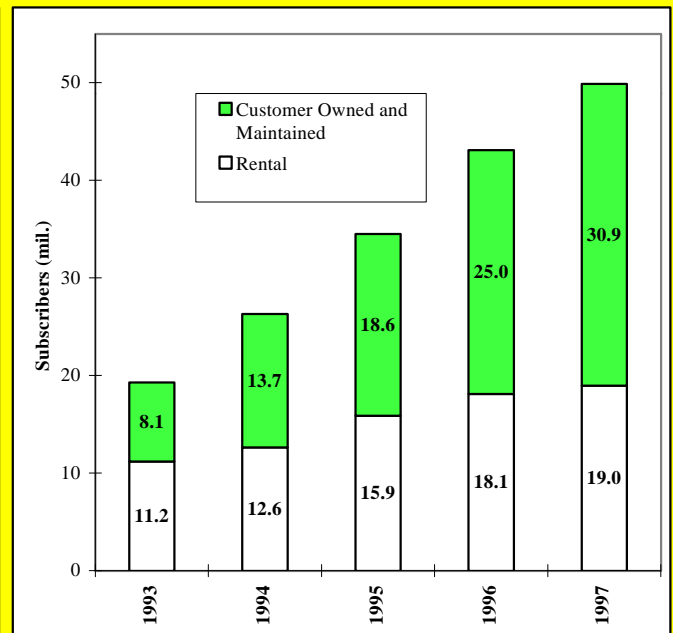
Annual Industry Revenues



Average Revenue Per Unit

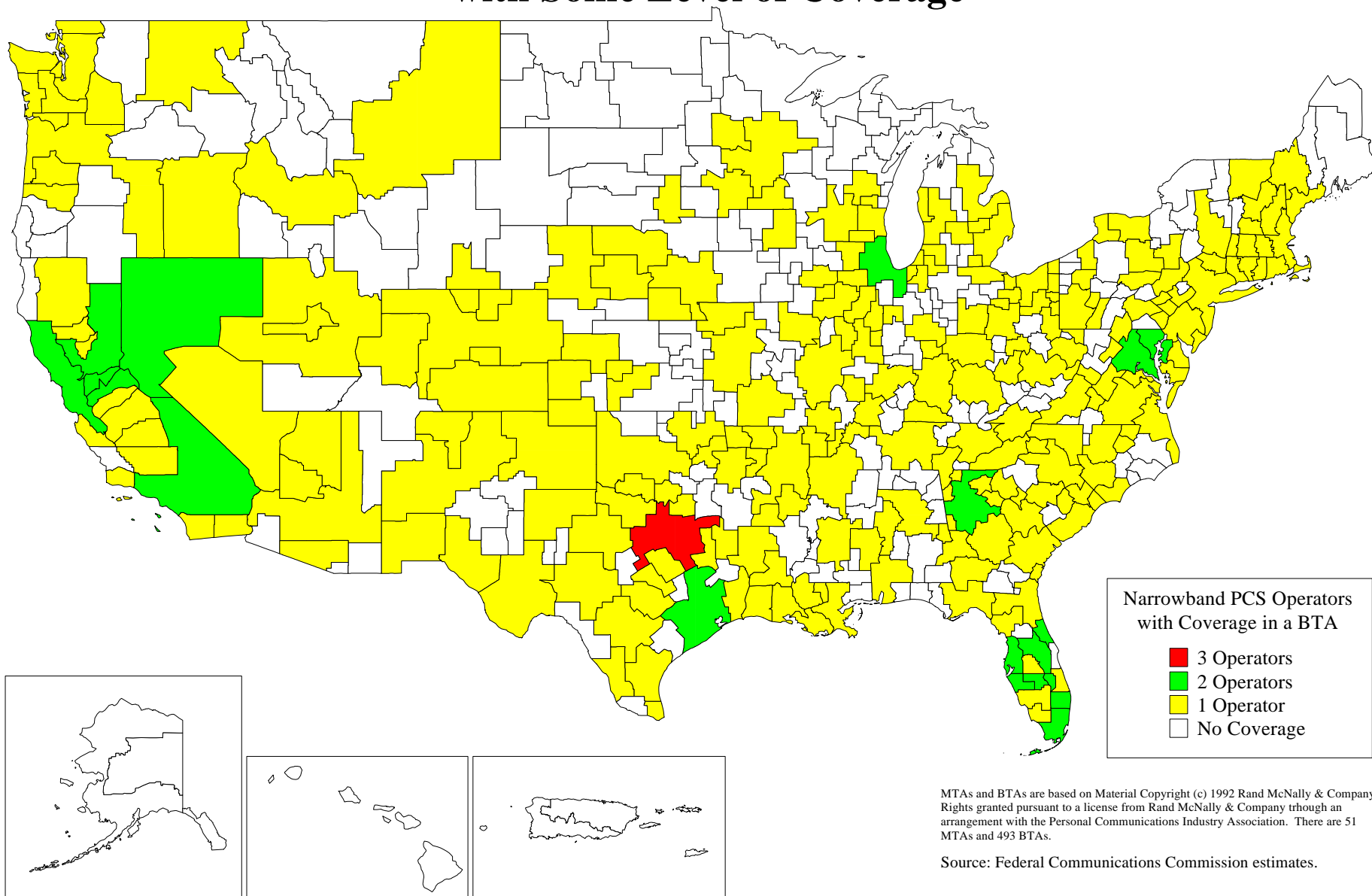


Total Subscribers on Type



Source: *The State of the U.S. Paging Industry: 1997*, The Strategis Group, August 1997.

Estimated Narrowband PCS Service Rollouts: Number of Narrowband PCS Operators in Each BTA with Some Level of Coverage



MTAs and BTAs are based on Material Copyright (c) 1992 Rand McNally & Company. Rights granted pursuant to a license from Rand McNally & Company through an arrangement with the Personal Communications Industry Association. There are 51 MTAs and 493 BTAs.

Source: Federal Communications Commission estimates.

Figure 6