

Welcome to Teligen's Tariff Outlook Newsletter

Message From The Editor

Welcome to Tariff Outlook, a fortnightly newsletter brought to you by Teligen's team of tariff analysts and consultants.

Our stories this week include news about the agreement among EU telecom ministers to adopt the EU plans to cap roaming charges. This is a story we have been following for a while and it looks like we could now see the price changes coming into effect by August of this year. Other news items covered include price cuts in the UK, Venezuela and The Netherlands. We also bring you articles on new or expanded tariff plans from various operators from USA, Czech Republic to India.

If these stories, or any others featured in our newsletter are of interest, further details of the tariffs and services can be found in our comprehensive subscription based databases, the T-Products. Go to: www.teligen.com for further details and request a copy of our demo CD. You will also notice that we have included a short case study looking at an example of Teligen's consultancy services - if you are interested in learning more about this, just click on the banner on the right.

Please feel free to contact the editor if you have any questions about a particular story, or even just to give us your comments.

We look forward to hearing from you.

Bernadette Finn – *Manager Tariff Services*

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Need to benchmark prices between different markets and services?

Why not consider T-Basket, the industry recognised tool. T-Basket offers a unique insight into the price relationships between telecom services in OECD (Organisation for Economic Co-operation and Development) member countries. It uses basket methodologies that are OECD based and OECD-authorized, taking pricing information from the Teligen Master Tariff Database. It forms the basis of the official OECD price performance statistics. This unique tool uses proven methodologies to show you numerically and graphically whether an operator's prices are in line with those in the most competitive markets, the most industrialised markets, and those with close geographical or geopolitical proximity.

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To find out more or to request a demonstration, http://www.teligen.com/t_world_total.asp

Consulting



This Weeks Top Stories...

- UK - Fixed Charges Price War In The UK
- Czech Rep - Euphony Enters Market
- Venezuela - CANTV To Cut Calls The Netherlands - Vodafone To Offer PSTN and Internet
- France - Broadband Subscribers Get Unlimited Calls And Video On Demand
- Ireland - 3 Announce New Broadband Prices
- Teligen Tariff Consultancy - A Case Study
- EU Agrees Price For International Mobile Calls
- Denmark - TDC Lowers Roaming Charges
- USA - New Add-On Packages From AT&T
- Belgium - Mobistar Restructure Price Plan
- Germany - Versatel To Off Mobile Services On E-Plus Network
- India - BSNL Introduce New National Roaming Plan

PSTN

Price War In The UK

On June 1st BT, the UK incumbent, announced that it was cutting the prices for its Option 2 and Option 3 call packages by up to 20%. Furthermore, those who sign up for Option 2 for 12 months also get free evening and weekend calls. In response to this TalkTalk, the fixed line arm of the Carphonewarehouse, lowered line rental valid from 1st July and introduced a new international call plan that gives customers free calls to 30 countries.

Jóhanna Helgadóttir – *Senior Consultant*

Czech Republic – Euphony Enters Czech Fixed Line Market

The UK-based telecoms reseller Euphony announced the launch of fixed line and ADSL services in the Czech Republic. The company will offer their services at prices 30% less than those charged by the competition. In addition, Euphony is planning to begin offering GSM mobile services from the autumn.

Tamara Stancic – *Consultant*

CANTV Venezuela To Cut Call Costs

President Hugo Chavez has announced a plan to cut fixed and mobile call charges by up to 20% this year. The new price plans will be rolled out during the coming months.

CANTV's interconnection charges to cellular networks will also drop by 30% under the plan.

Also announced were discounts of 10% on local and 15% on national long distance calls for customers of the Social Plan for Low Incomes.

Adriana Rodriguez – *Tariff Analyst*

Multiplay

Vodafone Offers PSTN and Internet In The Netherlands

Vodafone Netherlands has started offering PSTN telephony as well as Internet access. The services are initially being offered on a trial basis to a few thousand users. If the trial is successful, Vodafone will be offering these packages on a larger scale.

One of the operator's Directors explained that this is a necessary step for Vodafone, as 'the telecommunications market is saturated'. Nevertheless, he also stated that there is room left for new players on the PSTN and internet market, as long as they are user-friendly and offer quality of service.

Ansfried Lekkerkerker – *Tariff Analyst*

French Broadband Subscribers Get Unlimited Calls And Video On Demand

Following the launch of its fibre optics solution "100% Neuf Box on fibre" package, Neuf Cegetel has announced a further offer. From 1st June 2007, all "100% Neuf Box" Broadband subscribers that no longer pay the traditional subscription fee to the incumbent operator will automatically benefit from unlimited calls. These calls will include Neuf phone line to landline numbers in France and to over 50 international destinations, plus unlimited calls to mobiles in Canada and USA.

In a separate news item Neuf Cegetel has extended its video-on-demand service, already available on Neuf TV HD, to offer all Neuf Broadband subscribers VOD access from their computer.

As of 31st May 2007, all Neuf Broadband subscribers in non-unbundled and unbundled zones, are able to rent or buy films for full screen viewing directly on their PCs, with no need for any additional equipment.

Nacera Touileb – *Senior Analyst*

Ireland – 3 Announce New Broadband Prices

Mobile and media network operator, 3, recently announced new broadband pricing for fixed and wireless broadband users in Ireland.

The new packages include an offer of 10GB of data for €19.99 per month. Subscribers will need to purchase a portable USB device to connect their computer to the 3 network.

3 launched its high-speed mobile broadband network in Dublin in December 2006. The service became available nationwide earlier this year, currently covering approx 85% of the population.

Bernadette Finn – *Manager Tariff Services*

Consultancy

Teligen Tariff Consultancy – A Case Study

Teligen is often asked to provide tariff data to companies that either want to collate prices from a range of sources or that need external data from a neutral source.

Most incumbent operators are constantly involved in price discussions with the national regulator. One issue in such discussions can be the source of the price data used – it is often sensible to get an external agency to provide the data, so as to ensure that the data is presented in a neutral way, and that the data for other regions or countries is covered consistently.

Additional functionality in the tariff presentation, such as price benchmarking and international coverage, can often be important in the provision of such data – Teligen is able to provide comprehensive data from a wide range of sources. The output formats can be developed to the client's requirements, and the scope of the tariff data and analysis can be as wide as the client requires.

Teligen has extensive experience in providing tariff information to support a variety of requirements, and is able to work with the client to obtain the best "value for money" results from the tariff delivery.

Halvor Sannæs – *Director Tariff Service*

Mobile

EU Agrees On Maximum Price For International Mobile Calls

The EU has agreed to set a maximum charge for roaming calls. Ministers of Transport have decided that the maximum price will be €0.60 for any mobile phone call within the boundaries of the European Union. Receiving a mobile call will cost a maximum of €0.30 per call. From the customers' point of view, providers will hopefully compete with each other to such an extent that prices will fall even more. On the other hand it is feared that the providers will raise their prices for national mobile calls en masse, to compensate for the loss. The EU however has made clear that they are certain this will not happen, as competition in national markets is very fierce and providers therefore cannot afford to raise their prices.

Ansfried Lekkerkerker – *Tariff Analyst*

TDC, Denmark, Lowers Roaming Charges

TDC, the Danish incumbent, has announced that it is going to lower roaming charges by the end of August 2007. TDC says this is a direct result of the EU approving the cut in roaming charges. All TDC mobile customers will automatically benefit from the new lower rates.

Jóhanna Helgadóttir – *Senior Consultant*

USA – New Add-On Packages From AT&T

AT&T has announced new add-on packages for their GoPhone Pay As You Go service effective from June 5th 2007. Prices range from \$4.99 to \$19.99 depending on the number of minutes or data options chosen.

The AT&T wireless unit also launched a new international text messaging plan on 3rd June 2007. This allows customers to send 100 long distance text messages for US \$9.99 a month.

These add-ons will give customers more options to customise the service they receive. The international text messaging package is likely to appeal to customers with friends and families in different time zones where making voice calls would be inconvenient.

Angela Toal – *Tariff Analyst*

Belgium – Mobistar Restructures Price Plans

Orange-owned Mobistar, which has a share of 33% of the Belgian mobile market, has re-aligned its subscriptions. The latest addition to its range is Mobistar Relax, a basic price plan that includes 45 cross-net minutes per month, with a 25% discount on call prices above a monthly usage threshold.

Mobistar has also adapted its Tempo Music offering for the postpaid market. Users of Tempo Music Monthly will receive a large number of texts as well as a number of cross-net minutes and a range of music content.

In addition, the operator is offering plans for on-net callers, high volume users and a family price plan.

Cora Hackwith – *Consultant*

Germany – Versatel To Offer Mobile Services On E-Plus' Network

By summer 2007 Versatel are planning to extend its product portfolio by including mobile telephony. They will offer this service using the E-Plus network.

Going forward, the plan is to market any new and existing Versatel products in E-Plus Partner Shops. Versatel will now be able to offer Internet, fixed-line telephony and mobile telephony from a single source. The company will be announcing the complete packages in the coming weeks.

Tamara Stancic – *Consultant*

India - BSNL Introduces A New National Roaming Plan

BSNL introduced a new national roaming plan on June 3rd, 2007. The plan offers free incoming calls while roaming within the country.

The new Post-paid tariff Plan-550 with a charge of Rs550 a month and 300 minutes of incoming calls will see a significant cut in the cost borne by users for using their phones across the country.

Outgoing calls on the same plan within BSNL's network will cost 40 paise (equivalent to 1/100th of a Rupee) per minute.

All these charges are VAT exclusive.

Adriana Rodriguez – *Tariff Analyst*