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# Teligen Outlook

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## Welcome to Teligen's Tariff Outlook Newsletter

### Message from the Editor

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

In this week's issue of the Tariff Outlook we bring you stories from near and far. Many people in the Netherlands are dropping their fixed line service in favour of only having a mobile phone – to protect its market share KPN has launched a new calling bundle that does not require customers to pay monthly line rental. PLDT in the Philippines and BTC in Bulgaria have both announced a change to their fixed tariffs. We hope you will find these and this week's other stories interesting.

Our continuing aim is to provide you with up to the minute pricing news and tariff developments. That being said, Tariff Outlook not only serves as an opportunity for us to communicate with you on a regular basis but equally for you to tell us what you think. As such, we would really appreciate any feedback you may have that will help us deliver a newsletter that provides you with real value, so feel free to contact us - we've put our numbers and e-mail addresses at the foot of each article.

We look forward to hearing from you.

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## This Week's Top Stories...

- [\*KPN Netherlands unveils calling bundles without line rental\*](#)
- [\*Telia Sweden introduces new PSTN discount business packages\*](#)
- [\*PLDT Philippines reduces fixed line service charges\*](#)
- [\*BTC Bulgaria changes tariffs\*](#)
- [\*BSNL revises the General and Alternative Tariff for ISDN services\*](#)
- [\*Maltanet launches two new Broadband offers for Businesses\*](#)
- [\*3 UK introduces new music tariff\*](#)
- [\*Movistar Chili launches new mobile plans\*](#)
- [\*Orange Switzerland introduces new PrePay Unlimited Plan\*](#)

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## Want up to date tariff information at the touch of button?

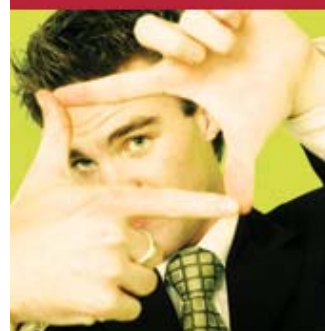
T-World Total is the most advanced information system and calculation tool of its kind. It will answer your questions about tariffs, their structures and levels. It will allow you to compare prices among operators and countries in customisable list formats. In addition it has an in-built Analyser, with an integrated global location database. It allows the user to show price developments of a call with duration, or a circuit with distance and it also allows easy calculation of national distances and corresponding circuit prices. With so much to offer this makes T-World Total the only

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## PSTN

### KPN Netherlands unveils calling bundles without line rental

On 1st May, KPN launched two new call bundles under the brand name "Slim" (Clever). The significance of the new offer is that customers are not charged for line rental but only for calling charges. The new SlimBellen offer uses KPN's digital IP network. Prices are as follows:

	Package Price	Inclusive Minutes	Call Setup Charge	Out of Bundle Charges to Fixed	Out of Bundle Charges to Mobile
Slim 500	€19.95	500	€0.05	€0.025	€0.165
Slim 1000	€24.95	1000	€0.05	€0.025	€0.165

Prices include VAT and out-of-bundle charges are quoted per minute. The inclusive minutes can be used for calls at any time to the fixed network in the Netherlands, with the exclusion of premium rate numbers.

Users who are currently on a dial-up Internet package will receive free Internet access at twice the speed of their current connection without additional cost. They will have to set up their own email and home page as Slim will not be acting as an Internet provider.

*Comment: Recent research indicates that an increasing number of Dutch consumers are considering canceling their fixed lines and going 'mobile-only', with the cost of line rental being one of the main considerations. With the introduction of the new tariff, KPN is trying to protect its share of the fixed market. The Slim price plan is primarily aimed at users who make calls to fixed lines, but if proven successful, KPN may well launch mobile calling bundles. In this respect, it is worth noting that KPN lowered its fixed-to-mobile rates by 12% in December and also allows its fixed line users to nominate three mobile numbers for a discount.*

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### Telia Sweden introduces new PSTN discount business packages

Telia Sweden has introduced two new PSTN discount packages for business customers.

Småföretagspaketet (The small business package) is aimed at one man businesses and customers receive free calls on fixed and mobile. Customers are required to have both a fixed and mobile contract with Telia. Calls to own fixed line number and own mobile number are free as well as calls to other Telia mobiles and all fixed networks. Customers pay for their calls to other mobiles and also a call set up charge for all calls at 0.49 SEK. The monthly rental for this service is 399 SEK. All prices are excluding VAT at 25%.

The second new package is Telia Företagsavtal (Telia Business Talk). Customers

can use this package for mobile services only or for both mobile and fixed services.

	<b>Telia Företagsavtal</b>			
	<b>Mobile</b>		<b>Mobile and Fixed</b>	
Package Options	Start	Double	Start	Double
Connection Charge	SEK 100		SEK 100	
Monthly Rental	SEK 89	SEK 299	SEK 89	SEK 299

Customers who choose the combined option qualify for four Telia Företagsavtal broadband packages.

	<b>Broadband with Telia Företagsavtal</b>			
Package Options - Speeds	Up to 0.5MB	Up to 1MB	Up to 2MB	Up to 2MB
Connection Charge	SEK 995			
Monthly Rental	SEK 325	SEK 375	SEK 475	SEK 775

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**PLDT Philippines reduces fixed line service charges**

Due to the strength of the Philippine Peso in relation to the US Dollar, the Philippine Long Distance Telephone Co. (PLDT) has cut service charges to its fixed line subscribers. As of April this year, the Dollar was worth over 51 Pesos compared to the base rate of 11 Pesos in 1983. In a filing with the National Telecommunications Commission, a PLDT representative said that the country's largest telco would reduce its local service rates by 6% as of April due to the increase in its currency exchange rate adjustment (CERA).

The planned reductions include: charges for residential subscribers from 677.41 Pesos per month at present to 639.97 Pesos per month, and charges for business subscribers to 1,304.10 Pesos per month from the current 1,382.34 Pesos. PLDT's subsidiary, Republic Telephone Co. (Retelco) has also reduced service rates to provincial subscribers. PLDT has stated that in the future, pursuant to the currency adjustment provisions, it may increase or decrease its local service rates by 1% for every 10 cents' upward or downward change in the Peso in relation to the Dollar.

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**BTC Bulgaria changes tariffs**

The Bulgarian Telecommunications Company (BTC) has announced a series of new tariff changes that will become effective on 1st June 2006.

Monthly rental charges will increase by between 6% and 8% on the "At Home" subscription plans.

Call charges are also being revised. BTC plans to abolish the night time city call tariffs. Currently, these night-time city calls cost a fixed BGN 0.11 per call. After the change, the calls will be BGN 0.12 set up and BGN 0.018 per minute thereafter. The reason behind the new decision is that few people take advantage of the discounted night time calls. According to statistics most people make phone calls between 7pm and 8 pm.

International calls will decrease on average by 18.5% for residential customers and by 19.5% for business customers. The company is introducing a new international city calling zone which will feature Athens, Vienna, Paris, Moscow, London and Istanbul as part of the zone and calls will cost a discounted BGN 0.18 per minute. Calls to Italy, Russia, Greece, Germany, UK and US were also revised to BGN 0.264 a minute, a reduction of 12%.

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## ISDN

### BSNL revises the General and Alternative Tariff for ISDN services

From the first of May this year, BSNL will offer their residential customers a revised ISDN tariff for Basic and Primary Services.

The new offer includes a new Economy Plan with 1000 free calls for the basic rate service and 10000 in the case of primary rate service.

The registration and initial deposit charges on the PRI access have remained the same but for BRI access they will be Rs. 3000.

The following are the new prices with effect from 1st May 2006. VAT at 12.5% is not included.

Residential	ISDN Primary Rate Plans (Amount in Rs.)				
	Economy Plan	Special Plan	Super Plan	Mega Plan	Super Mega Plan
Monthly Rental	Rs. 1750 p.m.* & Rs. 1000 on each additional Km or part	1750	1750	1750	1750
Plan Charges	8250	18250	43250	88250	298250
Free Calls	10000	22500	52500	100000	400000
Call charges after free calls (Rs.)	1.1	1	0.85	0.8	0.7

Residential	ISDN Basic Rate Plans			
	General Plan	Economy Plan	Special Plan	Super Plan
Monthly Rental	360	360	360	360
Plan Charges	-	590	1140	2640
Monthly Free Calls	25	1000	1750	3800

Unit call charges beyond free calls	1.1	1	0.9	0.85
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**Broadband**

**Maltanet launches two new Broadband offers for Businesses**

Maltanet has launched two new broadband offers “Business Broadband 8GB” and “Business Broadband unlimited” both packages offer speeds of 4096/256. The new offers are only available for business telephone lines using a USB or Ethernet ADSL modem and listed as business service with Maltacom plc.

Details of the new offers are shown below – all prices exclude VAT at 18%:

Package	Speed/Kbps	Data Limit/Month	LM/Activation Charge	LM/Month
Business Broadband 8GB	4096/256	8GB	LM 29.66	LM 12.71
Business Broadband Unlimited	4096/256	Unlimited	LM 29.66	LM 22.63

Both offers include free static IP, free use of Modem, 24x7 telephone support, 4 email boxes, 100MB mail box quota, anti-spam protection and anti-virus protection.

The modem will be supplied by Maltanet against a refundable deposit.

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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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## Mobile

### 3 UK introduces new music tariff

3 UK has introduced a new tariff "Music & Talk & Text 700". For a monthly rental of £37.50 customers receive, 400 inclusive any network, any time voice minutes per month, 250 text messages per month as well as 25 phone or video messages.

The tariff also comes with £7.50 per month to spend on music tracks, music videos and music alerts. The value of £7.50 is the equivalent of 5 music videos or 5 music tracks or a combination of both based upon £1.50 download charge. Ringtones, Dialtunes and TV Channels are not included.

The company is currently running a promotional offer. When signing up for "Music & Talk & Text 700" customers receive 10 music downloads instead of 5 every month for 6 months.

Music & Talk & Text 700	
Monthly Rental	£37.50
UK Voice Minutes	400
UK Video Minutes	25
UK Text Messages	250
UK Photo Messages	25 phone or video messages
UK Video Messages	
Music Downloads	£7.50

Customers can chose between a 12 and 18 month contract.

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### Movistar Chili launches new mobile plans

Movistar Chili has launched new plans, called *eNe Minutos* and *eNe Minutos + SMS*. These plans include a bundle of minutes or a combination of minutes and texts. Both plans include free minutes to the fixed and mobile networks.

Following are the prices for the plans; prices are in Chilean pesos and include VAT at 18 %.

#### Plan eNe Minutos

					CHP
Name	Rental p/m	Minutes to Fixed	Minutes to Mobile Network	Additional Minutes to Fixed	Additional Minutes to Mobile Network
Plan eNe Minutos 360	\$15,490	300	60	\$90	\$190
Plan eNe Minutos 770	\$18,490	700	70	\$80	\$170

Plan eNe Minutos 1100	\$21,990	1000	100	\$75	\$160
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### Plan eNe Minutos + SMS

CHF						
Name	Rental p/m	Minutes to Fixed	Minutes to Mobile Network	Number of SMS	Additional Minutes to Fixed	Additional Minutes to Mobile Network
Plan eNe Minutos/SMS 360	\$16,990	300	60	50	\$90	\$190
Plan eNe Minutos/SMS 770	\$19,990	700	70	50	\$80	\$170
Plan eNe Minutos/SMS 1100	\$23,490	1000	100	50	\$75	\$160

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### Orange Switzerland introduces new PrePay Unlimited Plan

Orange Switzerland has introduced a new PrePay tariff to replace the existing PrePay SMS Unlimited offer.

Calls will be charged at CHF 0.50 for the first minute, with each further minute being charged at half this price. This tariff is ideal for people who like to make long calls at a low cost. The tariff is valid 24-hours per day, for all calls within Switzerland to all Swiss mobile and fixed networks.

The Plan also keeps the benefits of SMS Unlimited package with only the first 10 Text Messages of the day being charged, with the next 290 free. Orange also offers Unlimited customers two free calls of up to 30 seconds each to Swiss mobile and fixed networks even if they have completely used up the credit in their PrePay account.

Call charges are shown below in CHF including VAT at 7.6%.

1st Minute of Call	Further Minutes	1st 10 SMS of Day	11th-300th SMS of Day	MMS	GPRS/Per 10KB
0.50	0.25	0.19	Free	0.60	0.15

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