



Report for Nkom

Data request for Telenor for model implementation



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1 Introduction

Analysys Mason has been commissioned to support Nkom on the adaptation and finalisation of the margin-squeeze tool that was previously developed in 2016, to ensure that it can continue to be used as a primary price-control tool for the regulation of wholesale mobile access prices in the market for access and call origination on mobile networks (Market 15 (2004) of the EFTA¹ Surveillance Authority, or ESA).

1.1 Purpose of this document

This document is a data request for implementation of the aforementioned margin-squeeze tool and is directed to Telenor. The model has been updated from its original version of June 2016, following interactions with Telenor.

The purpose of this document is to formalise the discussions that have been held between Telenor, Analysys Mason and Nkom regarding what kind of information and what level of granularity Telenor can provide for the purpose of this model.

1.2 Data provided by Telenor

The model will be based on monthly average data. The data must be provided in the format specified in the Excel template accompanying this document. Nkom requires submissions be made on 1 April and 1 October of each year, covering the previous six months. For example:

- the submissions of 1 October 2022 will be for the months of March 2022, April 2022, May 2022, June 2022, July 2022 and August 2022
- the submissions of 1 April 2023 will be for the months of September 2022, October 2022, November 2022, December 2022, January 2023 and February 2023.

Please provide all cost/revenue information in nominal Norwegian kroner (NOK), excluding VAT.

1.3 Treatment of confidential information

Data provided by Telenor is of the utmost importance for the implementation of the model and the requested data must be sent to Nkom. The objective of the model is to be transparent and shareable for all industry parties. However, we recognise that the model must take into account confidentiality considerations and therefore some data will not be released in public models.

Within its response, Telenor should indicate to Nkom the specific areas of qualitative and quantitative confidentiality.

¹ European Free Trade Association.

2 Inputs on an offer-by-offer basis

All of the items in this section should be provided on an offer-by-offer basis (for all of the products that Nkom has selected to be tested) based on either direct extractions from Telenor's data warehouses or allocations conducted by Telenor.

2.1 Demand

The following demand data is requested for each of the products that Nkom has selected to be tested. Data should be provided separately for each of the six months in the relevant period.

Figure 2.1: Demand data requested from Telenor [Source: Analysys Mason, 2022]

Category	Label in data submission	Comments
Subscriptions	Month-average subscribers	Average of month-beginning and month-end subscribers
Voice	Voice minutes originated abroad inside the EEA	This should exclude call forwarding while roaming inside the European Economic Area (EEA)
Voice	Voice minutes originated abroad outside the EEA	This should exclude call forwarding while roaming outside the EEA
Voice	Call forwarding while roaming for calls originated abroad inside the EEA	
Voice	Call forwarding while roaming for calls originated abroad outside the EEA	
Voice	Originated VAS minutes	Value added service (VAS) minutes should include calls to: <ul style="list-style-type: none"> • special 18xx numbers • special 3- and 5-digit numbers • special 8xx numbers
Voice	Voice minutes originated in Norway to international destinations	
Voice	Voice minutes originated in Norway to domestic on-net mobile	
Voice	Voice minutes originated in Norway to domestic off-net mobile	
Voice	Voice minutes originated in Norway to domestic fixed	This should include calls to: <ul style="list-style-type: none"> • 8-digit geographical fixed destinations • any other fixed destinations
Voice	Voice minutes terminated from other networks	

Category	Label in data submission	Comments
Messages	Messages originated abroad inside the EEA	
Messages	Messages originated abroad outside the EEA	
Messages	BankID messages	
Messages	Other VAS messages	
Messages	Messages originated in Norway to international destinations	
Messages	Messages originated in Norway to domestic destinations	
Messages	Messages terminated from other networks	
Data	Data megabytes originated abroad inside the EEA	Ensure that all megabytes consumed are included (e.g. include zero-rated traffic)
Data	Data megabytes originated abroad outside the EEA	Ensure that all megabytes consumed are included (e.g. include zero-rated traffic)
Data	Data megabytes originated in Norway	<ul style="list-style-type: none"> • Ensure that <u>all</u> megabytes consumed are included (e.g. include zero-rated traffic) • Please split by Telenor's usage tier • Please do not specify more than 12 different tiers in total

2.2 Revenue

The following revenue data is requested for each of the products that Nkom has selected to be tested. Data should be provided separately for each of the six months in the relevant period.

Figure 2.2: Revenue data requested from Telenor [Source: Analysys Mason, 2022]

Category	Label in data submission	Comments
Subscriptions	Recurring	This should include monthly fees for the call plan, adjusted to be net of all discounts and credit notes, plus lock-in invoice reductions
Subscriptions	Lock-in	This should include any handset-related lock-in fees
Subscriptions	Breach in lock-in	This should include charges for breaches of lock-in
Subscriptions	Other fees	This should include all other revenue relevant to the product, such as: <ul style="list-style-type: none"> • connection fees related to either the plan or add-on services • fees for add-on services • invoicing/dunning charges

Category	Label in data submission	Comments
Voice	Voice minutes originated abroad inside the EEA	This should exclude call forwarding while roaming
Voice	Voice minutes originated abroad outside the EEA	This should exclude call forwarding while roaming
Voice	Call forwarding while roaming for calls originated abroad inside the EEA	
Voice	Call forwarding while roaming for calls originated abroad outside the EEA	
Voice	Originated VAS minutes	This should include calls to: <ul style="list-style-type: none"> • special 18xx numbers • special 3- and 5-digit numbers • special 8xx numbers
Voice	Voice minutes originated in Norway to international destinations	
Voice	Voice minutes originated in Norway to domestic destinations	This should include calls to: <ul style="list-style-type: none"> • on-net mobile destinations • off-net mobile destinations • 8-digit geographical fixed destinations • other fixed destinations
Voice	Voice minutes terminated from other networks	
Messages	Messages originated abroad inside the EEA	
Messages	Messages originated abroad outside the EEA	
Messages	BankID messages	
Messages	Other VAS messages	
Messages	Messages originated in Norway to international destinations	
Messages	Messages originated in Norway to domestic destinations	This should include messages to both on-net and off-net mobile destinations
Messages	Messages terminated from other networks	
Data	Data megabytes originated abroad inside the EEA	
Data	Data megabytes originated abroad outside the EEA	
Data	Data megabytes originated in Norway	

2.3 Tariffs

For each offer, please provide monthly tariffs (in NOK) for the nominal monthly fee of the base subscription. Please specify whether the tariffs provided for each segment include or exclude value-added tax (VAT). Please provide tariffs in effect as of the end of the relevant six-month period of the submission. Please also specify the speed option for each product (15Mbit/s, 150Mbit/s or unlimited).

2.4 Accounting information

For the 1 October submission only, using the most recent financial year of separated accounts, please provide a further breakdown of each of the following accounting categories between your residential and business customer segments:

- Revenues attributable to mobile handsets
- Other revenues
- External costs attributable to mobile handsets
- Other external costs.

Please provide values in NOK million.

3 Inputs at an aggregate level

3.1 Traffic

The following data is requested at an aggregate level, i.e. for the total Norwegian mobile business of Telenor, across the six calendar months in the relevant period.

Figure 3.1: Aggregated traffic information requested from Telenor [Source: Analysys Mason, 2022]

Label in data submission	Comments
Voice minutes originated abroad	Please split each category according to: <ul style="list-style-type: none"> • European Union (EU)/EEA • Zone 1 • Zone 2 • Zone 3 • Other zones (please specify)
Call forwarding minutes while roaming	
Messages originated abroad	
Data megabytes originated abroad	

3.2 Costs

The following data is also requested at an aggregate level, i.e. for the total Norwegian mobile business of Telenor, across the six calendar months in the relevant period.

Figure 3.2: Cost information requested from Telenor [Source: Analysys Mason, 2022]

Category	Label in data submission	Definition/label
Interconnect	Domestic voice minutes to domestic fixed networks	Average cost per minute across all such minutes originated in Norway
Interconnect	Domestic voice minutes to off-net domestic mobile networks	Average cost per minute across all such minutes originated in Norway
Interconnect	Domestic voice minutes to international destinations	Average cost per minute across all such minutes originated in Norway
Interconnect	Domestic messages to off-net domestic mobile networks	Average cost per message across all such messages originated in Norway
Interconnect	Domestic messages to international destinations	Average cost per message across all such messages originated in Norway
Interconnect /content	Costs for calls to VAS	Average cost per minute across calls to special 8xx/18xx/3- and 5-digit numbers
Interconnect /content	Costs for messages to BankID	Average cost per message across all such BankID messages
Interconnect /content	Costs for messages to VAS	Average cost per message across all such messages to VAS numbers (excluding BankID)
International	Outgoing international voice	Average cost per minute if Telenor's international voice was billed based on the SP reference offer
VAS	VAS traffic	Average cost per minute if Telenor's VAS minutes had been billed based on the SP reference offer