

Report for Nkom

Data request for Telenor
for model implementation

27 June 2016

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1 Introduction

Analysys Mason Limited ('Analysys Mason') has been commissioned to support Nkom in the adaptation and finalization of the previously developed margin squeeze tool to ensure that it can be used as a primary price control tool for the setting of M15 wholesale prices.

1.1 Purpose of this document

This document is a data request for the implementation of the aforementioned margin squeeze tool and is directed to Telenor. It is based on the public consultation conducted by Nkom in the second half of 2015 and on the subsequent 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. You can provide the data in the format that is in the model or in other formats that are easier for you to provide.

Please provide monthly data for the latest 12 month period for which the data is available. Please indicate the currency of any cost information provided (NOK or other).

We understand that the data provided will be a mixture of:

- Offer-by-offer level data and data at a more granular level
- Direct extracts from the Telenor billing system and data allocated through allocation keys.

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.

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

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 the Telenor billing systems or allocations conducted by Telenor.

2.1 Subscriptions

- Beginning of period subscribers
- End of period subscribers
- Churners
- Gross additions

2.2 Volumes

Specific considerations

If possible, please also indicate, for each of the below items, the split between:

- In-bundle traffic
- Traffic in add-on packages
- Billed traffic

Voice traffic originated in Norway

- Voice originating in Norway: fixed destinations
 - Voice originating in Norway: to 8digit geographical fixed numbers gross
 - Voice originating in Norway: to voice special 8xx gross
 - Voice originating in Norway: content costs gross to voice special 8xx
 - Voice originating in Norway: to special 18xx number information (1880, 1881 etc) Gross
 - Voice originating in Norway: content costs gross to special 18xx number information
 - Voice originating in Norway: to special 3&5 digit gross
 - Voice originating in Norway: To other fixed numbers gross
- Voice originating in Norway: mobile destinations on-net
- Voice originating in Norway: mobile destinations off-net
- Voice originating in Norway: international destinations

Messages originated in Norway

- Messages originating in Norway: all destinations
 - Messages originating in Norway: domestic destination
 - Messages originating in Norway: international destination

- Content in Norway - net revenues
 - Content Provider Access- gross revenues
 - Content Provider Access- gross content costs

Domestic data traffic

- Data traffic originating in Norway:
- Data top-up for data originating in Norway:

Roaming

- Voice origination abroad and roaming call forward
- Messages originating in abroad: all destination
- Data traffic originating in abroad:

Incoming traffic

- Terminated calls from other networks
- Terminated messages from other networks

2.3 Revenues

2.3.1 Connection fees

- Connection fee in call plan
- Connection fee in add-on service

2.3.2 Subscription fees

- Monthly fee in call plan (which we understand will be provided net of discounts)
- Monthly fee in add-on service (which we understand will be provided as a sum of different add-on packages). Please also provide the data per add-on service.
- Credit notes

2.3.3 Lock in revenues

- Lock-in fees
- Lock-in invoice reductions
- Breach of lock-in contract

2.3.4 Invoicing and payment revenues

- Invoicing charges
- Paid for customer services

- Reopening charges
- Dunning charges
- Misc various fees

2.3.5 Revenues from billed traffic

Voice traffic originated in Norway

- Voice originating in Norway: fixed destinations
 - Voice originating in Norway: to 8digit geographical fixed numbers gross
 - Voice originating in Norway: to voice special 8xx gross
 - Voice originating in Norway: content costs gross to voice special 8xx
 - Voice originating in Norway: to special 18xx number information (1880, 1881 etc) Gross
 - Voice originating in Norway: content costs gross to special 18xx number information
 - Voice originating in Norway: to special 3&5 digit gross
 - Voice originating in Norway: To other fixed numbers gross
- Voice originating in Norway: mobile destinations on-net
- Voice originating in Norway: mobile destinations off-net
- Voice originating in Norway: international destinations

Messages originated in Norway

- Messages originating in Norway: all destinations
 - Messages originating in Norway: domestic destination
 - Messages originating in Norway: international destination
- Content in Norway - net revenues
 - Content provider access- gross revenues
 - Content provider access- gross content costs

Domestic data traffic

- Data traffic originating in Norway:
- Data top-up for data originating in Norway:

Roaming

- Voice origination abroad and roaming call forward
- Messages originating in abroad: all destination
- Data traffic originating in abroad:

Incoming traffic

- Terminated calls from other networks

- Terminated messages from other networks

2.4 Direct costs

Traffic originated in Norway

- Average interconnection cost for domestic voice calls to fixed networks
- Average interconnection cost for domestic voice calls to off-net mobile networks
- Average interconnection cost for voice calls originated in Norway with international destinations
- Average interconnection cost for domestic messages to off-net mobile networks
- Average interconnection cost for messages originated in Norway with international destinations
- Average interconnect / content cost for voice calls and SMS to VAS

Roaming

- Average cost for voice origination abroad and roaming call forward
- Average cost for messages originating in abroad: all destination
- Average cost for data traffic originating in abroad:

2.5 Data bandwidth distribution

- The distribution of users across different data speeds for each offer / plan

2.6 Tariffs

National tariffs

- For each segment and for each offer, please provide monthly tariffs (in NOK) for:
 - the nominal monthly fee of the base subscription
 - the out of bundle tariffs (call set-up, national voice minute rate, national SMS and data (per MB))
 - the maximum or minimum monthly billing of the offers, including the maximum data charge per month

Please specify if the tariffs provided for each segment include VAT (25%) or VAT exclusive.

2.7 Specific cost inputs

For each segment and for each offer please provide the average cost per month for specific costs incurred such as specific additional services included (e.g. cloud storage, music or content services).

Please also specify to where this cost is captured in the separate accounts submissions so that we can ensure that it is not double-counted.

3 Inputs at an aggregate level

3.1 Traffic inputs

At an aggregate level (i.e. for the total Norwegian mobile business of Telenor), please provide the following breakdowns:

- Mix of outgoing international traffic:
 - Please provide an average cost per minute that Telenor would have been charged if it had been procuring international traffic from the service provider reference offer
- Roaming across the dimensions listed in table Figure 1, please provide the blend of traffic for:
 - Calls
 - SMS
- Data roaming: please provide the blend of data roaming volumes across:
 - The Nordics
 - EU
 - Europe
 - Outside Europe

Figure 1: Dimensions for which to provide split for roaming calls and SMS

From zone	Outgoing				
	To Norway	To Nordics	To EU	To Europe	Outside Europe
Nordics					
EU					
Europe					
Outside Europe					

3.2 Revenue reconciliation

Please provide a reconciliation between the revenue data provided (see Section 2.3) and the separated accounts submission covering the same time period. The reconciliation should show a mapping of revenue items between the two sources.

