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# SPRK AND ELECTRONIC COMMUNICATIONS AND POSTAL MARKETS IN LATVIA

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# Outline of the presentation

- Basic factual information
- Electronic communications market
- Postal market

# Factual information

*Current SPRK's Board (5 persons) operable from 2016;  
regulatory responsibilities and functions since previous BALTREG- unchanged*

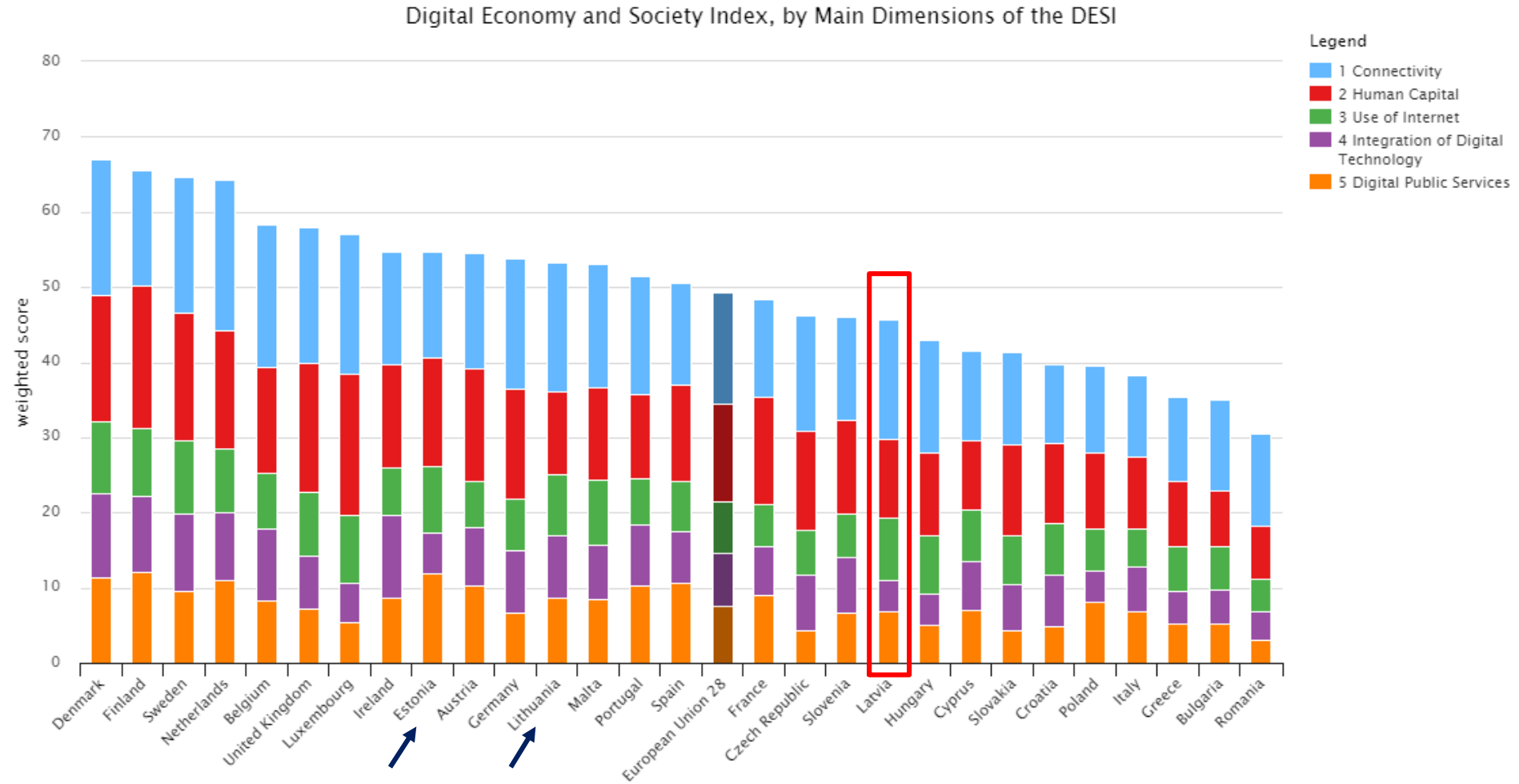
*Cooperation agreements signed in 2018 by SPRK:  
EKIP (Montenegro) on 11 May; NB Reg on 24 May*

*SPRK counted 17 years since its establishment on 1 July 2001*

*Radio frequency auctions (3,4-3,8 GHz range):  
1) finished on 27.11.2017 (100 MHz)  
2) scheduled for 29.08.2018 (50 MHz)  
(rights may be used for 10 years from 1st January 2019)*

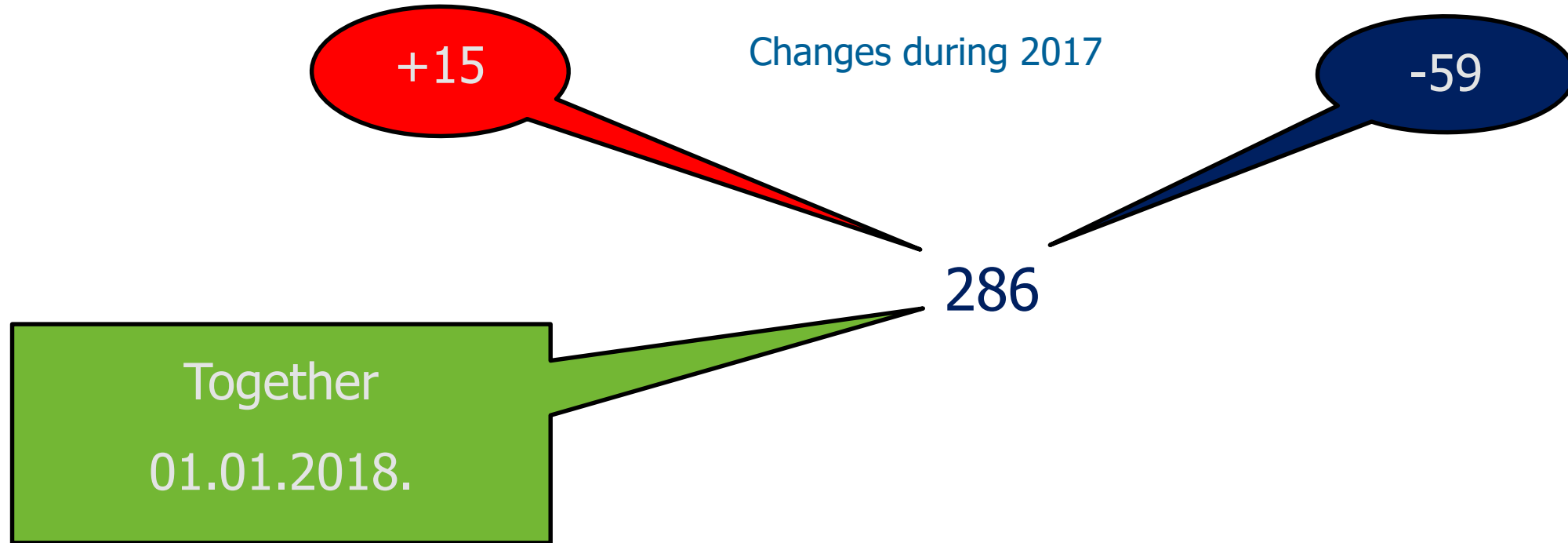
*MoU on improvement of strategic coordination of Lattelecom and Latvijas Mobilais Telefons  
signed by Latvian Government and Telia Company Ltd on 12 July this year*

# EU DESI Index 2017



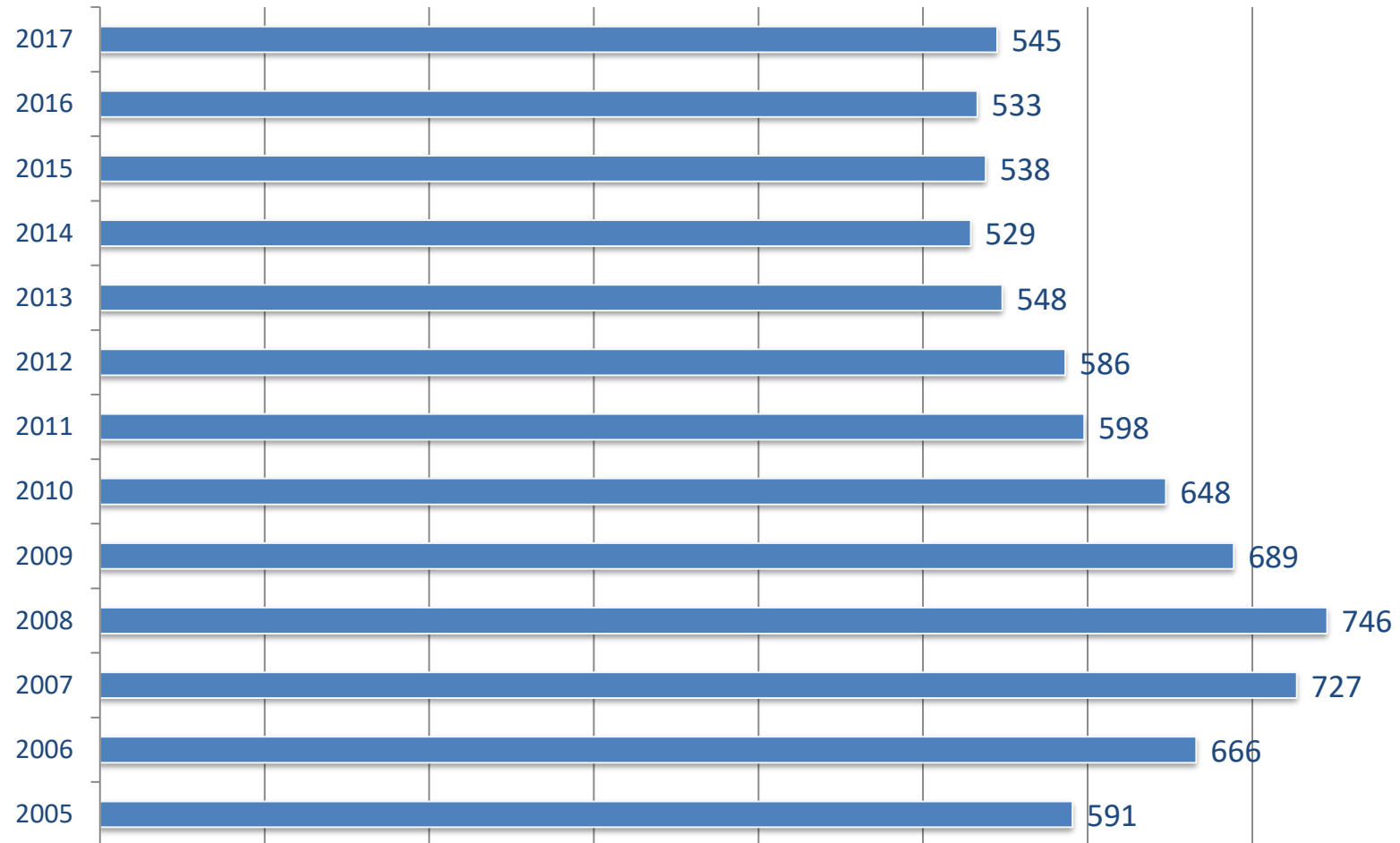
European Commission, Digital Scoreboard

# Registered participants of the elco market

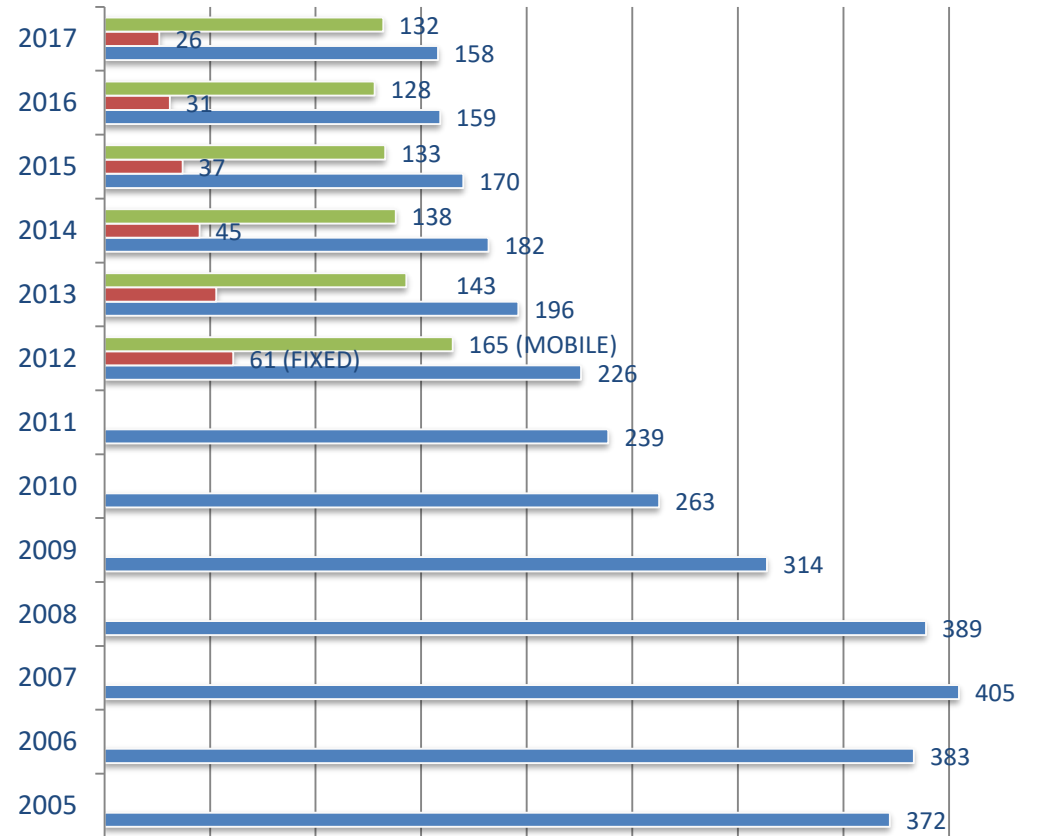


The largest mergers (2016-2018) - acquisition of Latvian players BITE Latvija, Unistars, MTG & Stream Networks by USA investment fund *Providence Equity Partners*

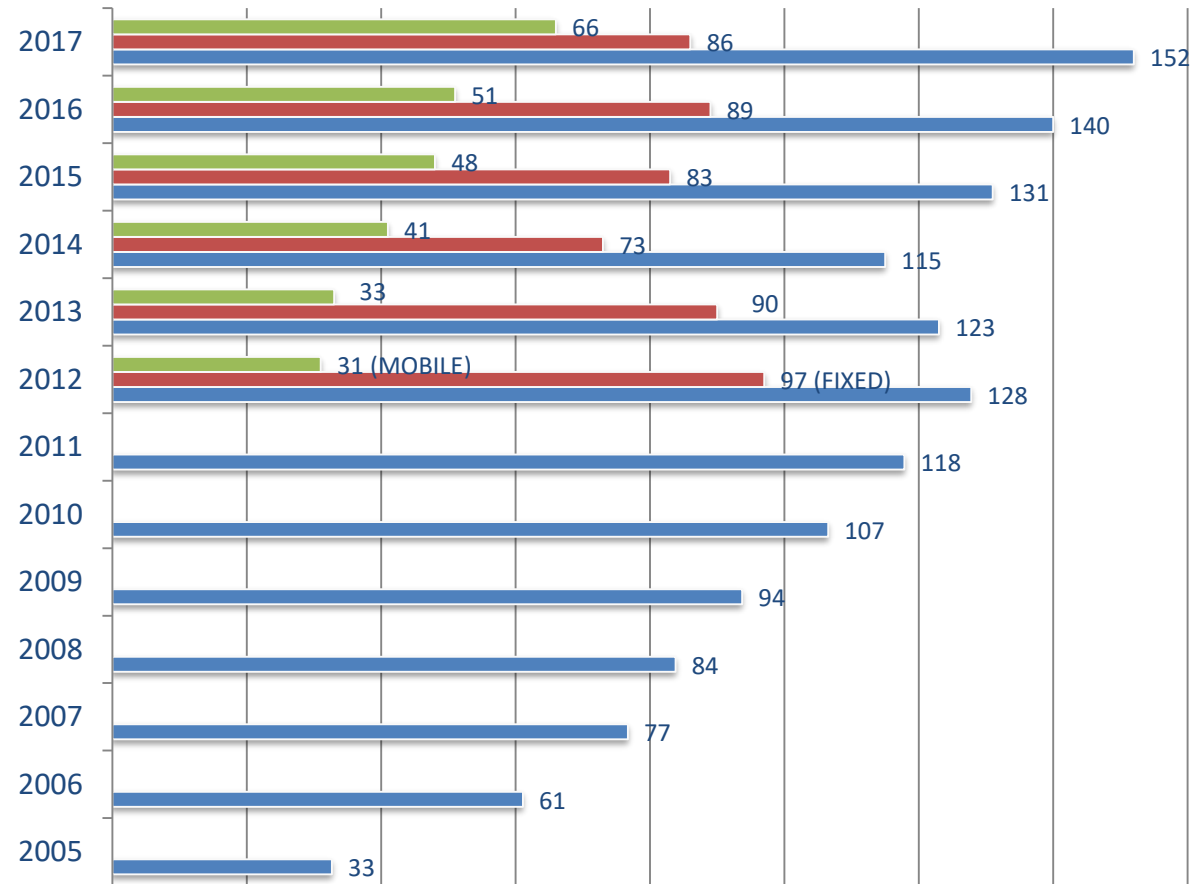
# Revenues of the sector (M EUR) from providing electronic communications services



# Voice telephony revenues (M EUR)



# Data transmission revenues (M EUR)



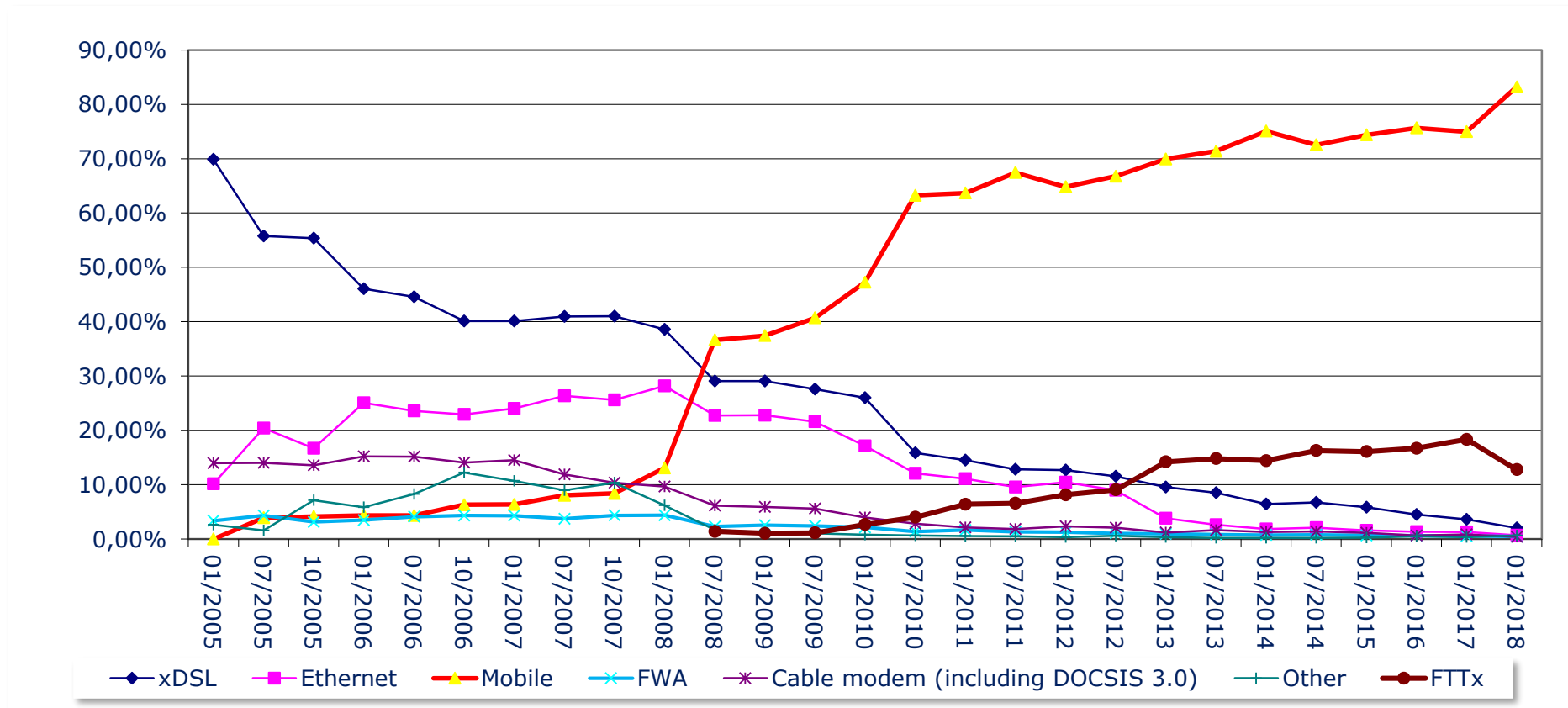


# Largest players in Latvian elco market (2017)\*

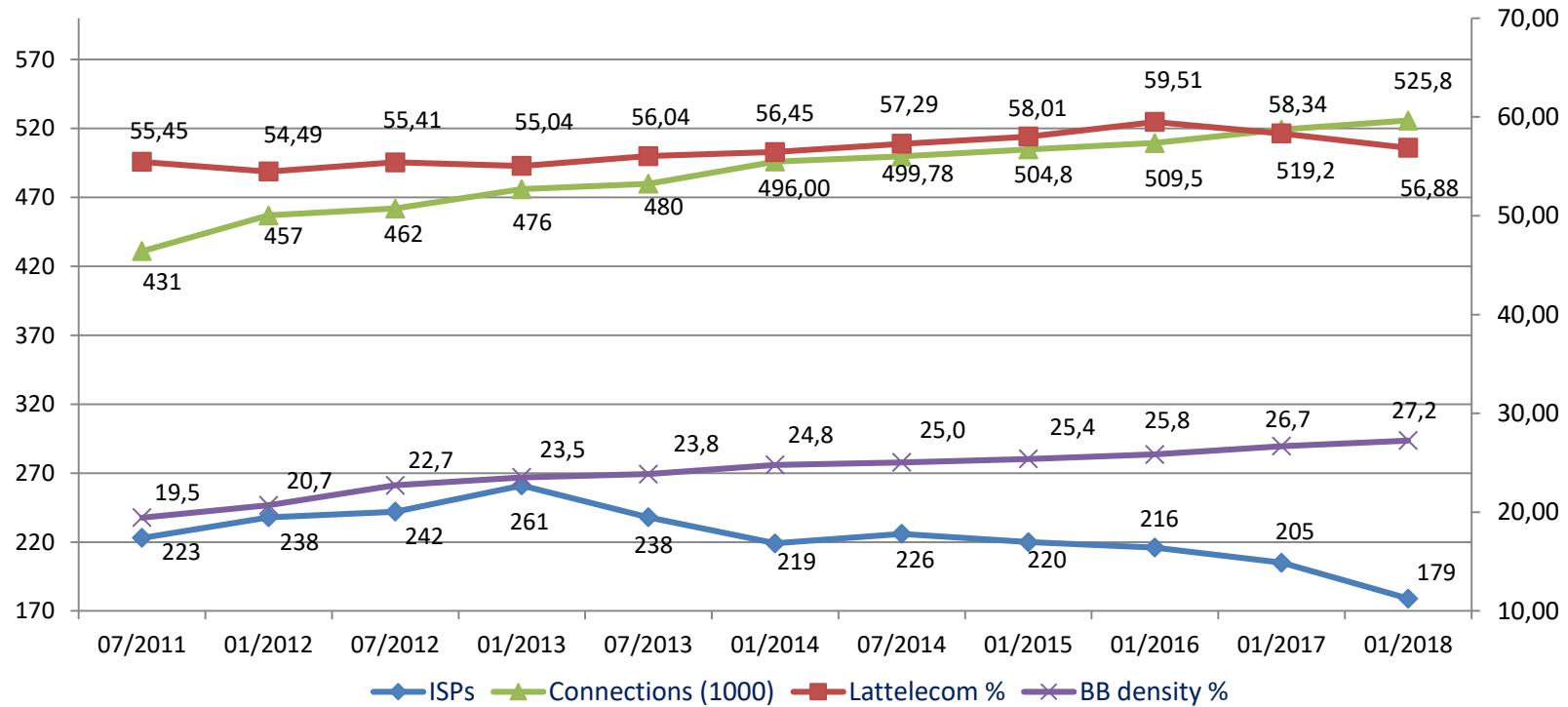
| No | Company      | Turnover 2017<br>(M EUR) | Compared<br>to 2016, % | Profit 2017<br>(M EUR) |
|----|--------------|--------------------------|------------------------|------------------------|
| 1  | Lattelecom   | 173.85                   | 7.21                   | 39.77                  |
| 2  | LMT          | 163.66                   | 3.73                   | 30.67                  |
| 3  | TELE2        | 125.21                   | 12.58                  | 28.69                  |
| 4  | BITE LATVIJA | 91.64                    | 16.05                  | 12.66                  |

\* *Source: Lursoft*

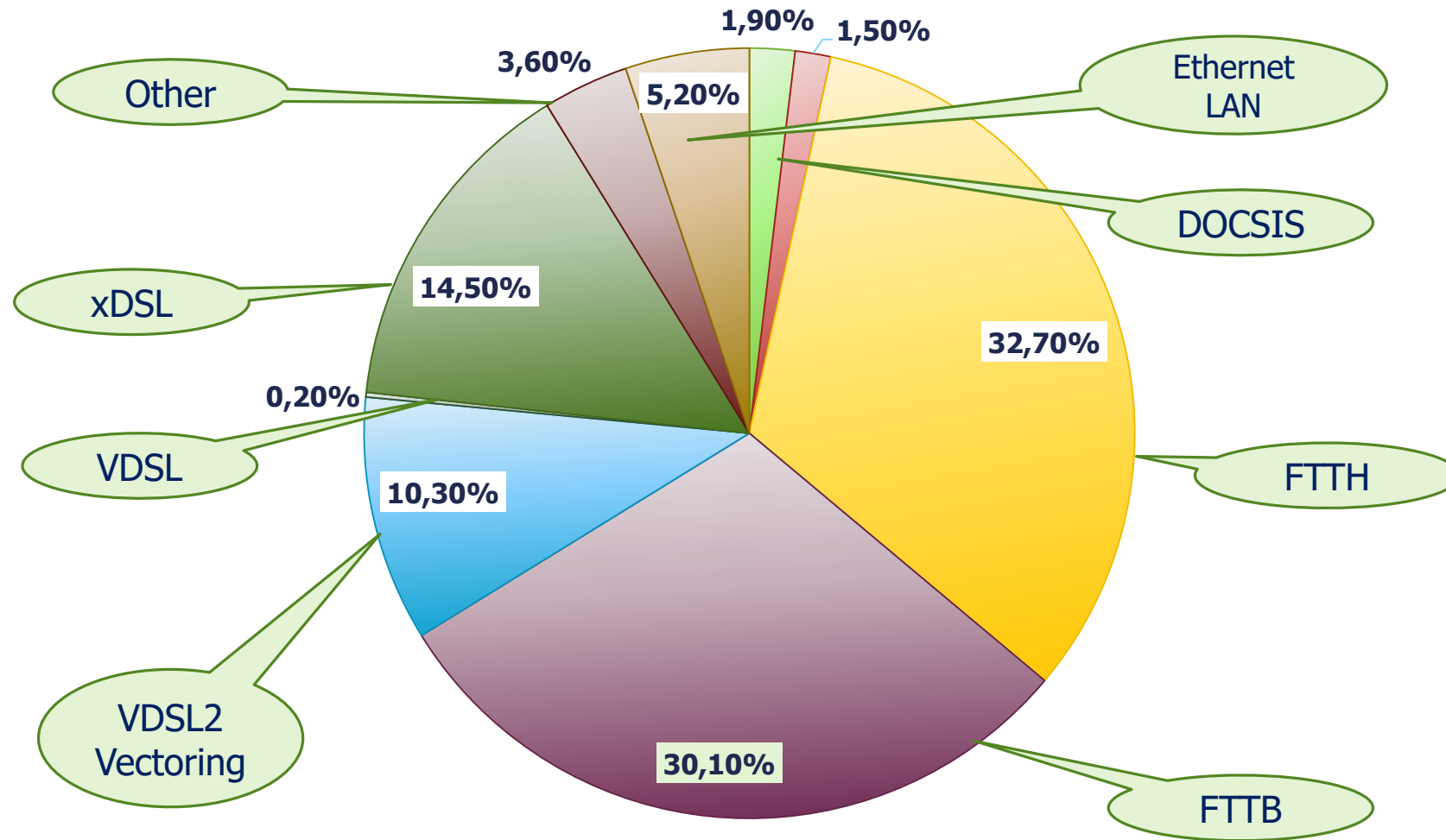
# Broadband connections by technology



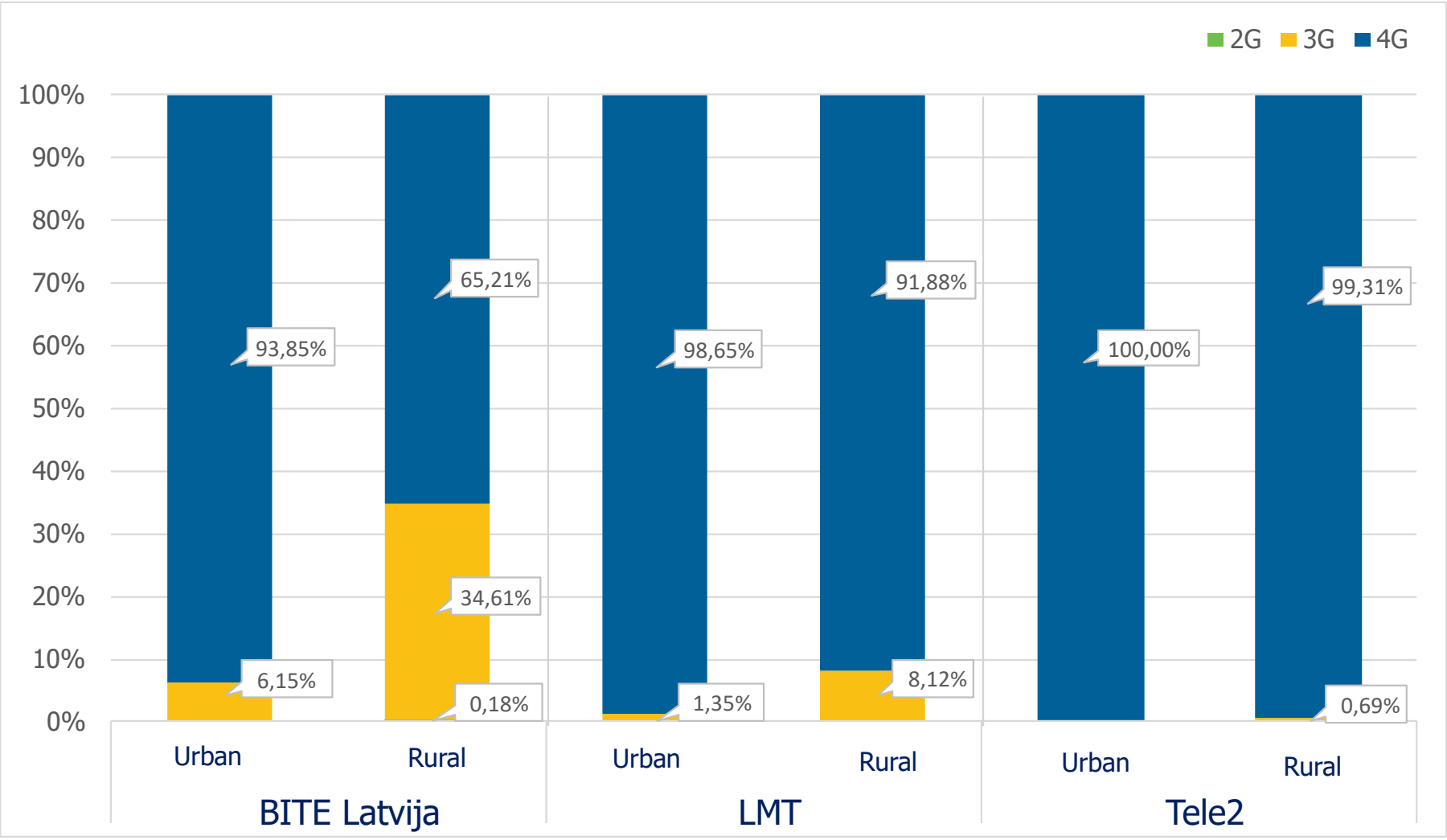
# Fixed broadband market



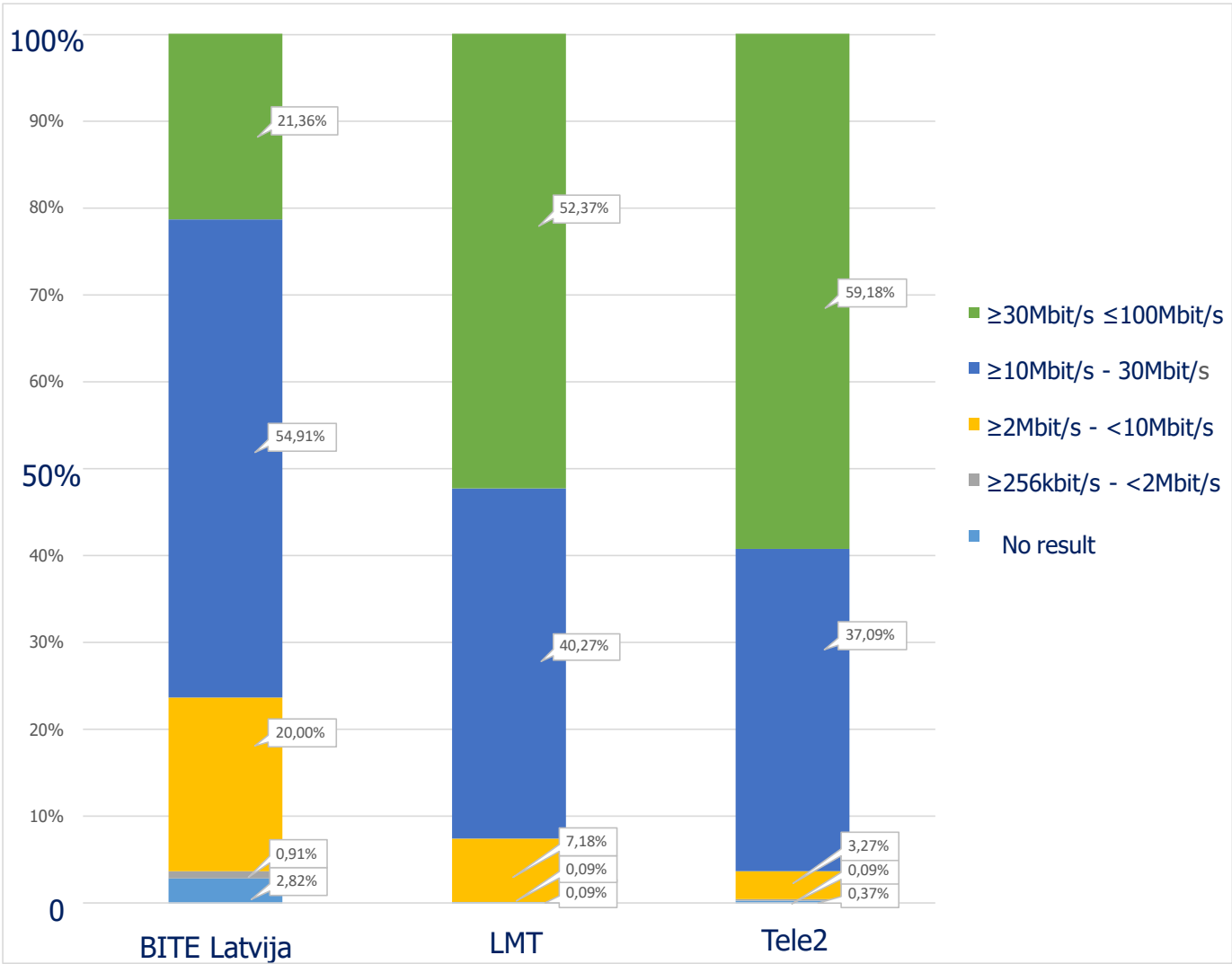
# Fixed BB by technologies 2017



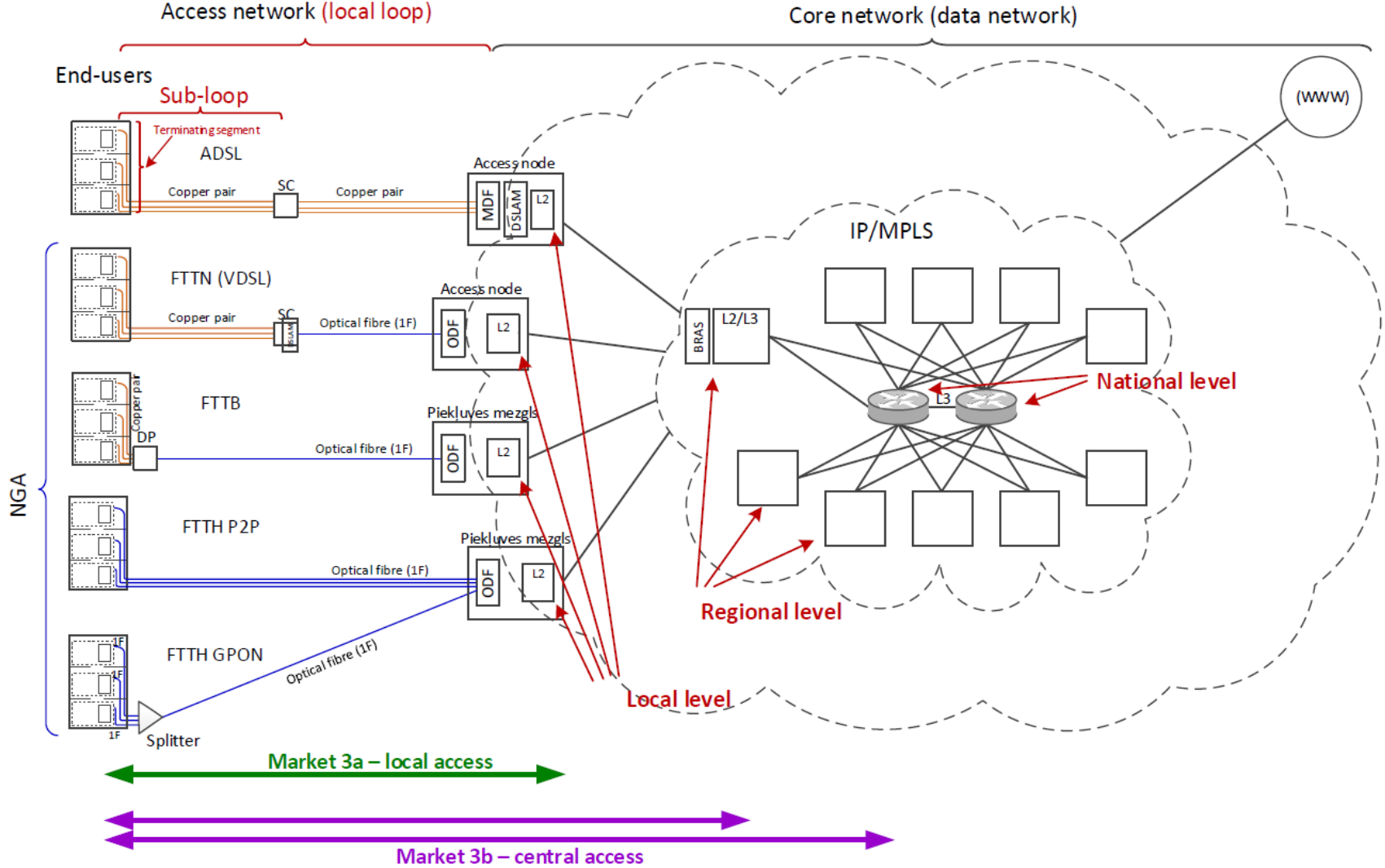
# Mobile BB availability by technologies (2017)



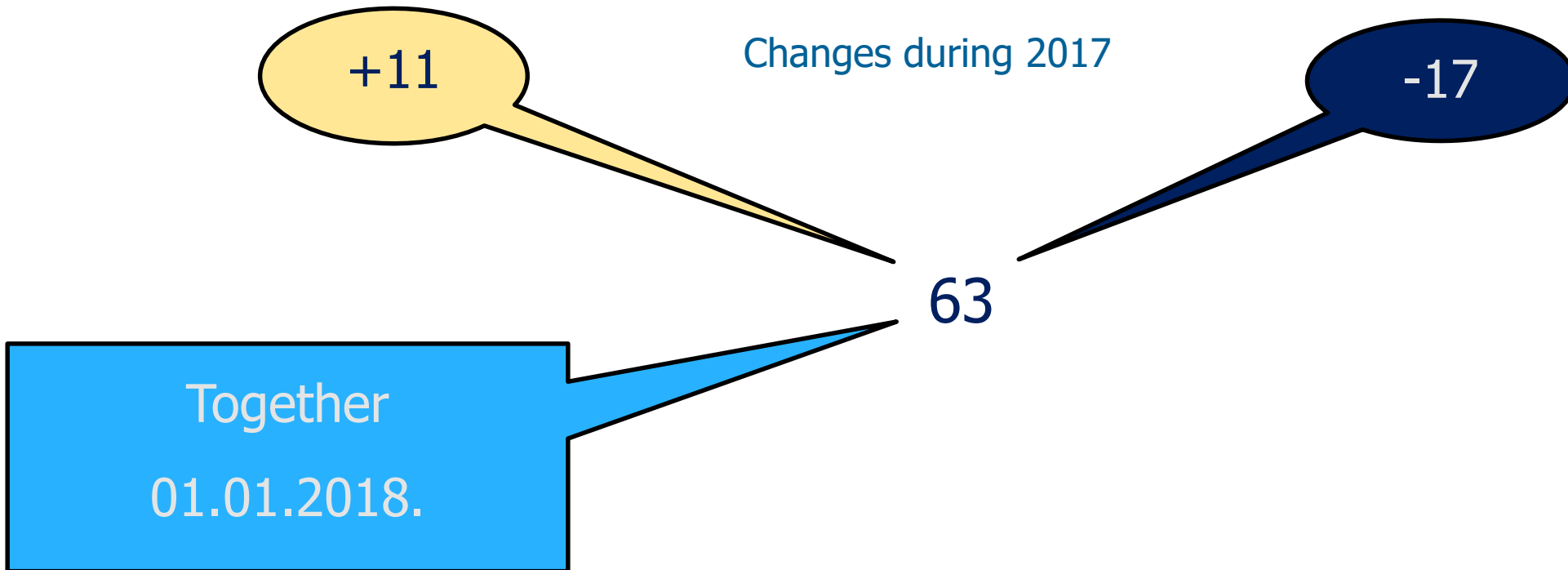
# Mobile BB by measured download speeds (2017)



# Market analysis priority in 2018: markets 3a & 3b



# Registered participants of the postal market





# Letters 2017

In comparison with 2016

Together

42 M

↓ - 2.5 %

Domestic

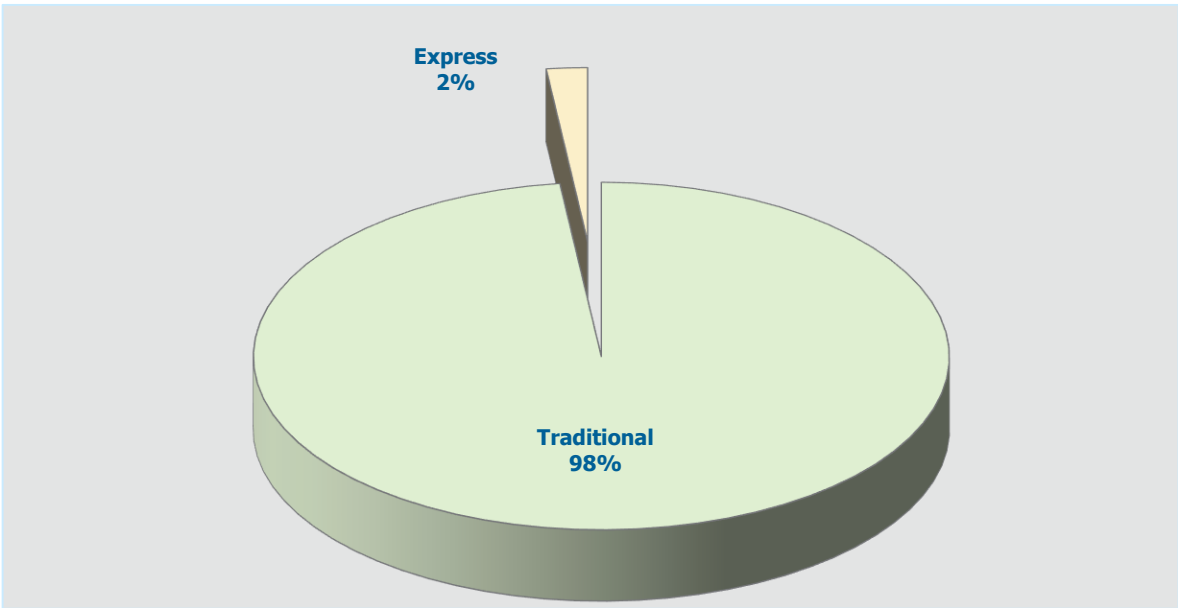
27.2 M

↓ - 6.2 %

Cross-border

14.8 M

↑ + 4.3 %



# Parcels 2017

In comparison with 2016

Together

9.1 M

↑ + 13.8 %

Domestic

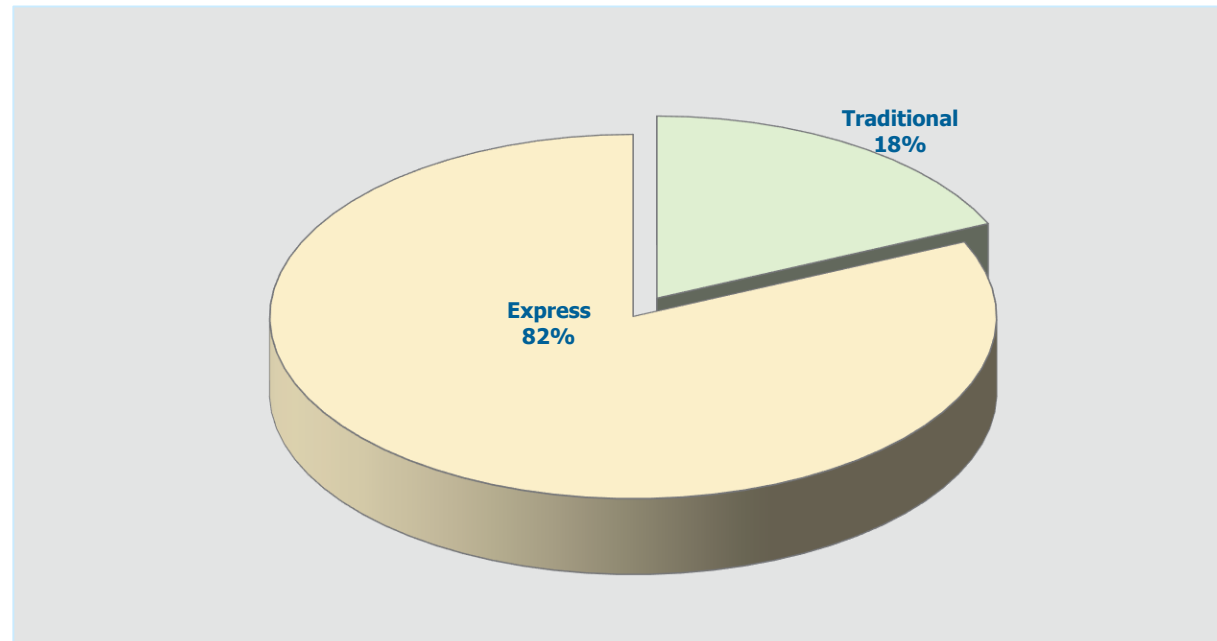
5.6 M

↑ + 16.7 %

Cross-border

3.5 M

↑ + 9.4 %



# Universal Postal Service



Items together ~ 64 M

In comparison with 2016



- 0.8 %

Letters

39.3 M



+ 1.5%

Parcels

152 th.



+ 1.5%

Subscribed press \*

23.3 M



- 3.3%

Express

983 th.



- 5.1%

\* not in the US basket until 2020

# New concept for customer services in post office





**Thank you!**

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