



REPUBLIC OF ESTONIA
TECHNICAL REGULATORY AUTHORITY

RLAH practical implementation in Estonia

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Surcharge applications for new period 15.06.2018 – 14.06.2019

All three operators (Telia, Elisa, Tele2) submitted surcharge applications for new period.

ETRA approved all three operators applications to apply roaming surcharge.

Roaming surcharges may not to exceed regulated roaming wholesale charges in roaming regulation: calls made 0,032 €/min, calls received 0,009€/min, SMS 0,01 €/sms, data 6,00 €/GB (to 31.12.18) and 4,50 €/GB (from 01.01.19)

Basis of the surcharges approval

The calculation of allowed surcharges based on BEREC guidelines.

Operators got the right to require surcharges if negative roaming retail net margin was equivalent to 3 % or more of mobile services margin.

And allowed surcharge amount was equivalent to operators prognoses of surcharge necessity minus previous period profit of regulated roaming services.

Basis of the surcharges approval

Three operators average negative roaming retail net margin was 12% of mobile services margin.

It's same like in previous period applications.

Basis of the surcharges approval

Three operators average prognose of surcharge amount necessity for next period was 835 000 €. It is ca 1% more than average used surcharge amount in previous period.

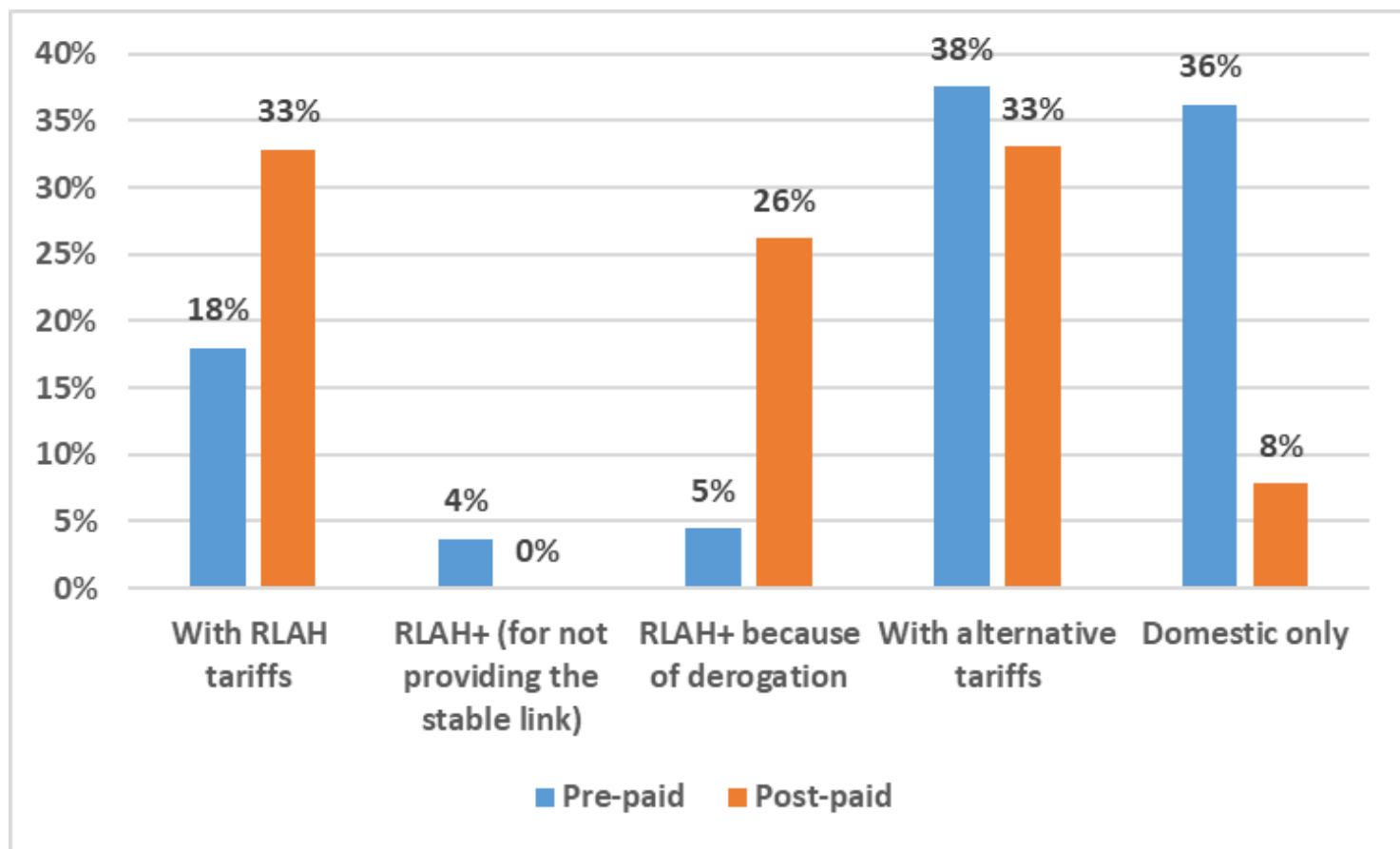
Two operators got profit from previous period regulated roaming services. After cut out profit from prognose average allowed surcharges amount was 600 000 €.

Approved surcharges check by the Commission

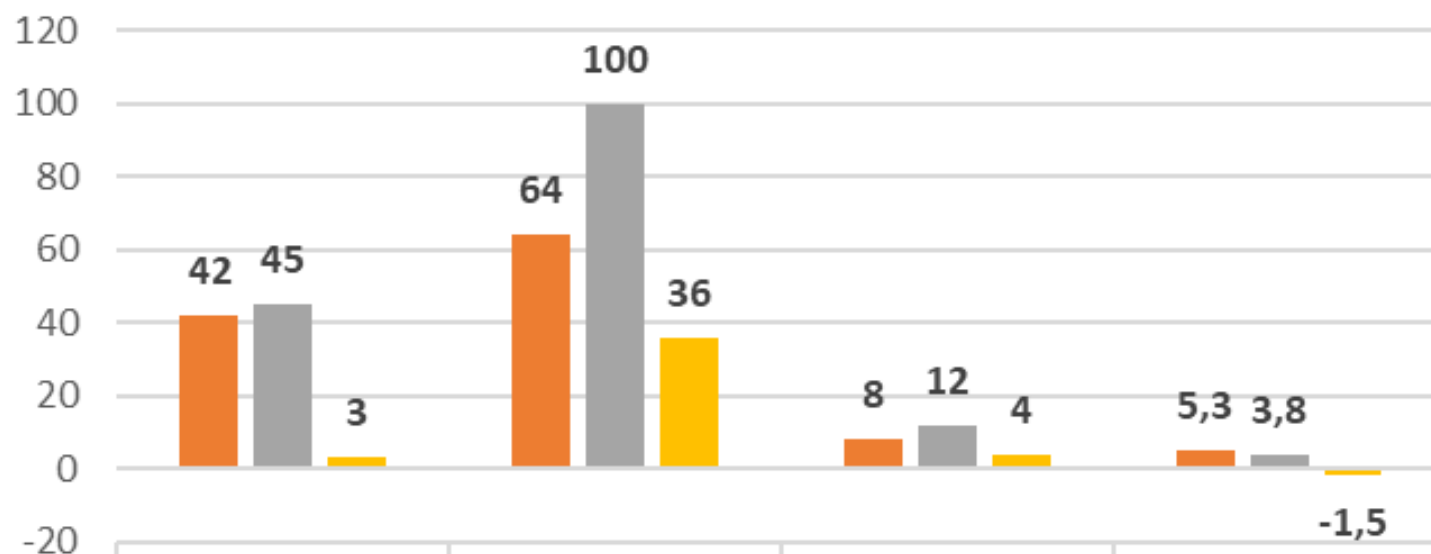
After our decisions to allow surcharges Commission contacted us and had doubts that our calculations is not correct.

We sent them all basic data. Afterward they announced that in their opinion operators prognoses of roaming volume growth is too optimistic.

Regulated Roaming tariffs proportions in March 2018



The Most Expensive RLAH packets Oct.2017 vs Aug 2018

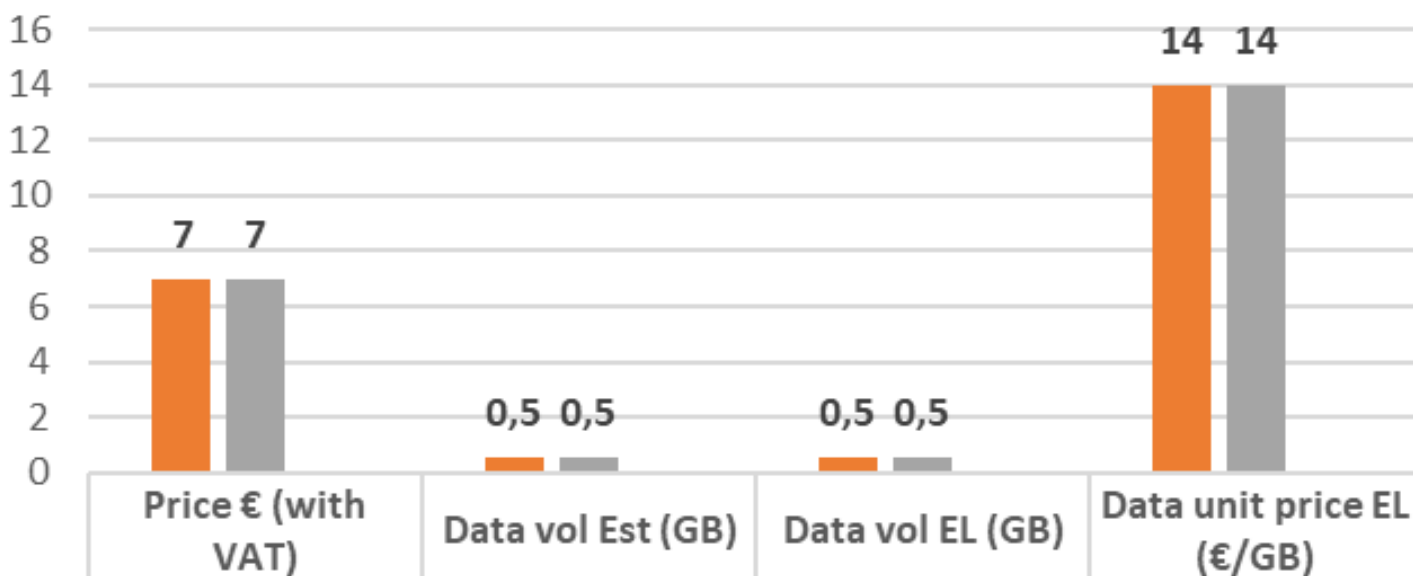


	Price € (with VAT)	Data vol Est (GB)	Data vol EL (GB)	Data unit price EL (€/GB)
Oct.2017	42	64	8	5,3
Aug.2018	45	100	12	3,8
Change	3	36	4	-1,5

Oct.2017 Aug.2018 Change

The cheapest RLAH packets

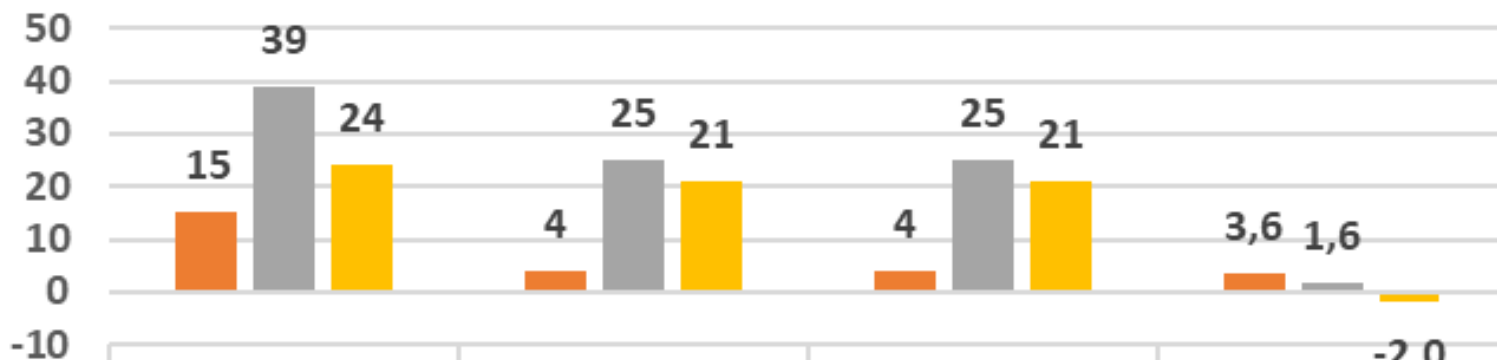
Oct.2017 vs Aug 2018



	Price € (with VAT)	Data vol Est (GB)	Data vol EL (GB)	Data unit price EL (€/GB)
Oct.2017	7	0,5	0,5	14,0
Aug.2018	7	0,5	0,5	14,0
Change	0	0	0	0

Oct.2017 Aug.2018 Change

The cheapest data unit price in EL in RLAH packets Oct.2017 vs Aug 2018



	Price € (with VAT)	Data vol Est (GB)	Data vol EL (GB)	Data unit price EL (€/GB)
Oct.2017	15	4	4	3,6
Aug.2018	39	25	25	1,6
Change	24	21	21	-2,0

Oct.2017 Aug.2018 Change

Regulated roaming for pre-paid tariff plans

All three operators provide roaming services to pre-paid tariff plans with surcharges, which are not higher than wholesale charges for regulated roaming services.



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Thank you!

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