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RS Telecommunications JSC

Republic of Srpska, Bosnia-Herzegovina

National Carrier Relations



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BOSNIA AND HERZEGOVINA IN SOUTH-EASTERN EUROPE



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BOSNIA AND HERZEGOVINA

- The Bosnia and Herzegovina territory covers 51.129,2 km² with population of about 4 million.
- Republic of Srpska covers 49% of territory, with population of 1.4 million.



TELECOM OPERATORS IN B&H

- The market is regulated by the Communication Regulatory Agency – CRA
- **Telekom Srpske** is one of the three incumbent operators, along with **BH Telecom** and **HT Mostar**
- The CRA has granted three licences for mobile telephony and services on BH territory
- The fixed market has been liberalised since January 2006 while the Internet market has always been liberalised

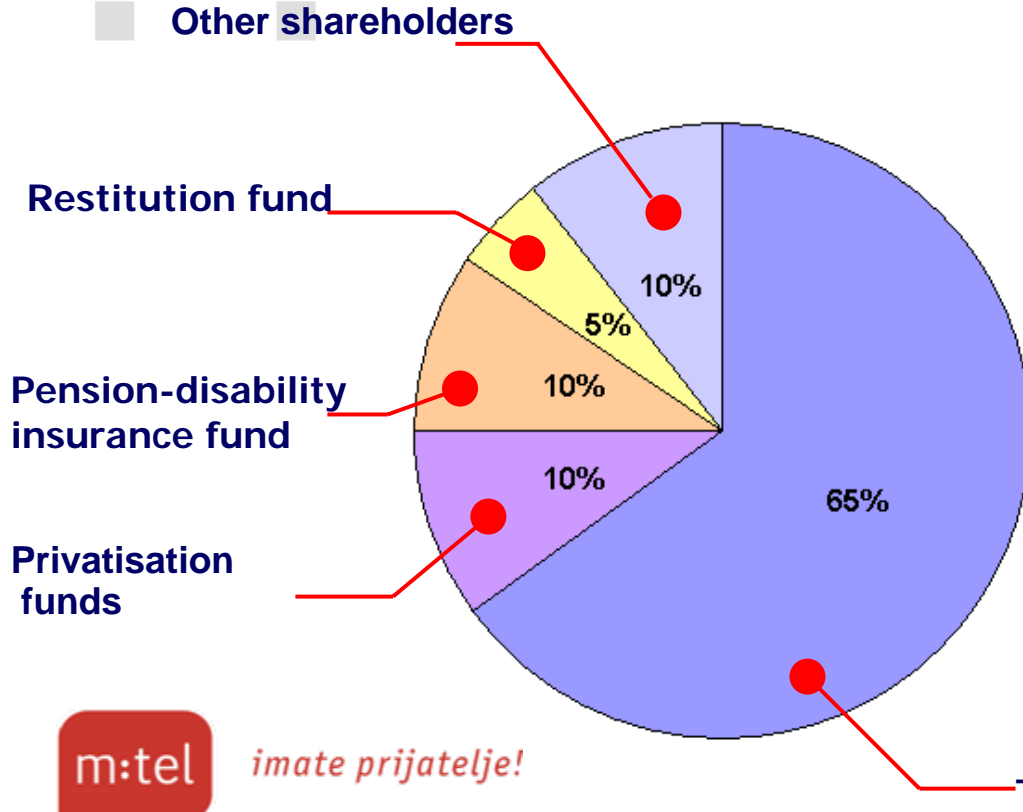


OWNERSHIP STRUCTURE OF TELEKOM SRPSKE

- Since 2002, Telekom Srpske has been functioning as a shareholding company.

- The Republic of Srpska Government had 65% share of Telekom Srpske, thus the Government share of capital has been privatised under a special privatisation programme.

- Telekom Srbija won the tender in November 2006 and in June 2007 become the owner of 65 % share of Telekom Srpske.



Telekom Srbija share



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INTERCONNECTION

- Interconnection with fixed networks of other two incumbant operators in B&H realised out of RIO
- **11 new licenses** for provision of Fixed Public Telephone Services were issued **by CRA**
- First RIO made public in February 2006
- Telekom Srpske received ten (10) requests for interconnection
- Up to now, nine (9) Interconnection Agreements signed;
 - seven (7) interconnected operators are working commercialy
 - two (2) interconnected operators are in testing phase

INTERCONNECTION SERVICES

- National Call Termination
- International Call Termination
- National Call Transit
- International Call Transit
- Indirect Access Services (CS, CPS)
- Physical Interconnection
- Access to the Information on the Operator and Directory Enquiries
- Access to Emergency Services
- Additional services (Premium Rate and Free Phone services)
- Co-location



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TARRIF ISSUES

- Stage of temporarily controlled liberalisation
- At a time to be determined by the Agency, interconnection charges shall be cost based and shall be based upon such appropriate standards and methodologies as may be specified by the Agency
- Agency determined price caps for standard Interconnection services based on Recommendation 98/511/EC (2000) – Best practice, Benchmarking EU 15 (2003 and 2004) and Benchmarking EU 10+surrounding countries (2003), as follows:

National Calls Termination

Prices for use of the national calls termination service of Telekom Srpske

Period	Local termination	Single transit termination	Double transit termination
	Price per minute of call (KM/min)	Price per minute of call (KM/min)	Price per minute of call (KM/min)
Peak	0,0195	0,0293	0,0400
Off peak	0,0146	0,0147	0,0400

Price for establishing and testing the signaling links

Type of link	Capacity	Price (KM)	
		Establishing	Testing
<i>signaling link</i>	64kb/s	1.060	540



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Carrier Selection (CS)

- One time price for Carrier Selection service.....9.000 KM
- Prices for use of the Carrier Selection service

Period	Single transit termination	Double transit termination
	Price per minute of call (KM/min)	Price per minute of call (KM/min)
Peak	0,0293	0,0400
Off peak	0,0147	0,0400

Carrier Pre-Selection (CPS)

- One time price for the Carrier Pre-selection service.....30.000 KM
- One time price for activation of the service per subscriber...200 KM
- Prices for use of the Carrier Pre-selection service

Period	Single transit termination	Double transit termination
	Price per minute of call (KM/min)	Price per minute of call (KM/min)
Peak	0,0293	0,0400
Off peak	0,0147	0,0400

Access to information on the Operator and directory

Prices for access to the information on the Operator and directory service of Telekom Srpske

Type of service	Price per call (KM)
Information on subscribers in national traffic (1185)	0,040
Information on subscribers in international traffic (1186)	0,040
Time (125)	0,040

Access to emergency services

Prices for access to emergency services of Telekom Srpske

Type of service	Price per call (KM)
Centre for public information (121)	0,020
Police (122)	0,020
Fire Department(123)	0,020
Paramedics (124)	0,020



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National calls transit

The prices for National calls transit service of Telekom Srpske are subject to a commercial agreement between Telekom Srpske and the Operator and the following shall be taken into account while negotiating the prices:

- price of national calls transit towards other fixed networks together with the price for call termination is determined in the way that the price for double transit termination for the Operator into whose network the call transits is increased up to 50%
- price of national calls transit together with the price for termination of calls towards the own mobile network represents the user price applied to the other mobile networks, decreased for at least 25% in relation with the price given in the applicable Price Schedule of that Operator
- Price of termination and transiting into the other mobile Operator's networks is determined in the way that the user's price of the Operator into whose network the call transits is decreased for at least 15% in relation with the price given in the applicable Price Schedule of that Operator.



International incoming calls termination

The prices that the Operator pays to Telekom Srpske for the International incoming calls termination service are subject to a commercial agreement between Telekom Srpske and the Operator.

International calls transit

Prices for use the international call transit services are subject to a commercial agreement between Telekom Srpske and the Operator, but they will be at least 25% lower than the call prices according to the applicable Price Schedule of Telekom Srpske.



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CONCLUSIONS

- Tarrif policy regulated and controled by the Agency
- New operators interconnected to fixed network of Telekom Srpske, mostly provide International calls termination and International calls transit services
- This year, three interconnected operators started with Indirect Access Service (CS) – benefit for population of B&H
- CRA - Rule on unbundled access to the local loop; work on Reference Offer for LLU
- Increased overall volume of traffic (national and international level), as well as profit of Telekom Srpske



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USEFUL LINKS

RS Telecommunications JSC

www.mtel.ba

www.telekomsrpske.com

Communications Regulatory Agency (CRA) of Bosnia–Herzegovina

www.cra.ba

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THE END

THANK YOU FOR
YOUR ATTENTION

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