

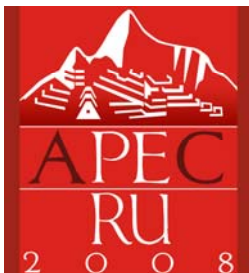


**Asia-Pacific
Economic Cooperation**

2008/TEL38/LSG/SEC/004

Engaging Stakeholders Workshop

Purpose: Information
Submitted by: Peru



Stakeholder Engagement and Consultations

Lima, Peru

14 October 2008

Engaging Stakeholders Workshop

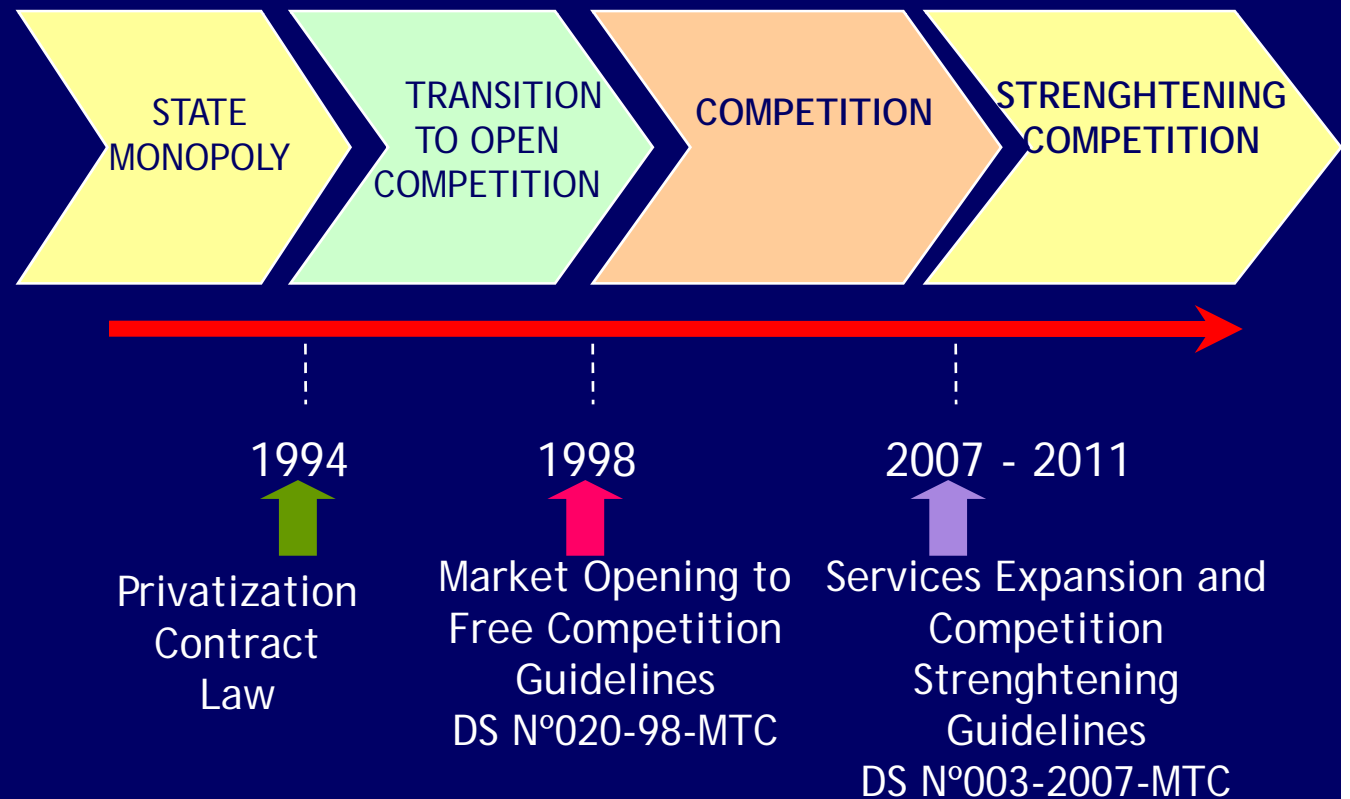
Carlos Valdez

General Director of Concessions on Communications
Ministry of Transportation and Communications, Peru

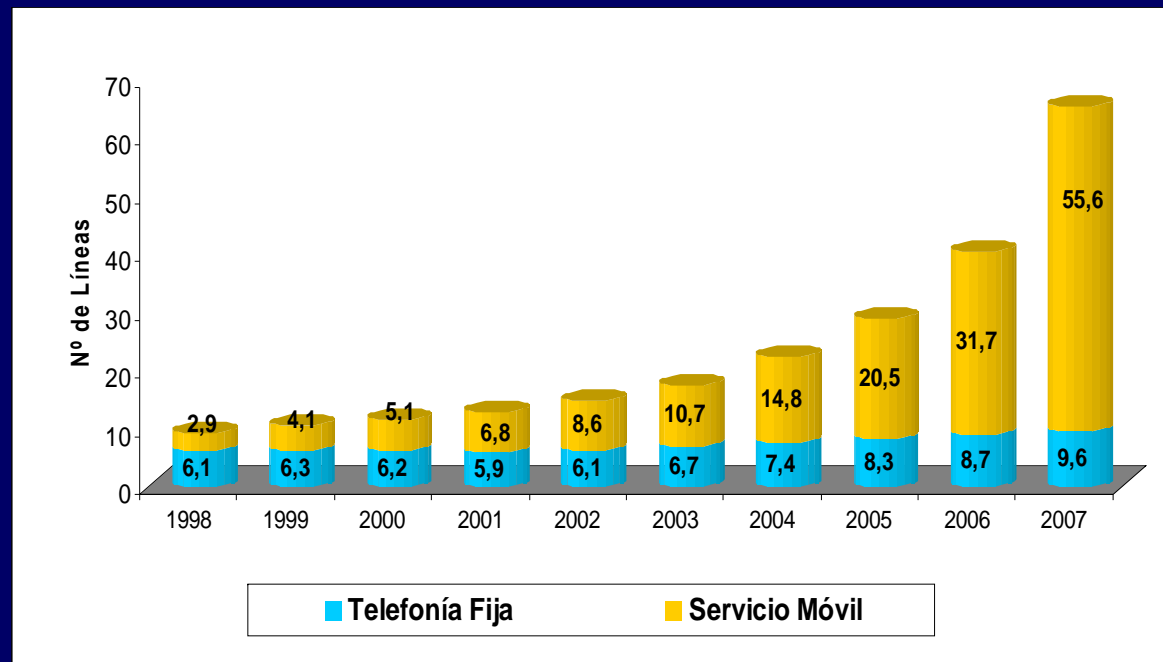
APEC TEL 38 - Lima, Peru

Tuesday, October 14, 2008

Telecom marketplace evolution



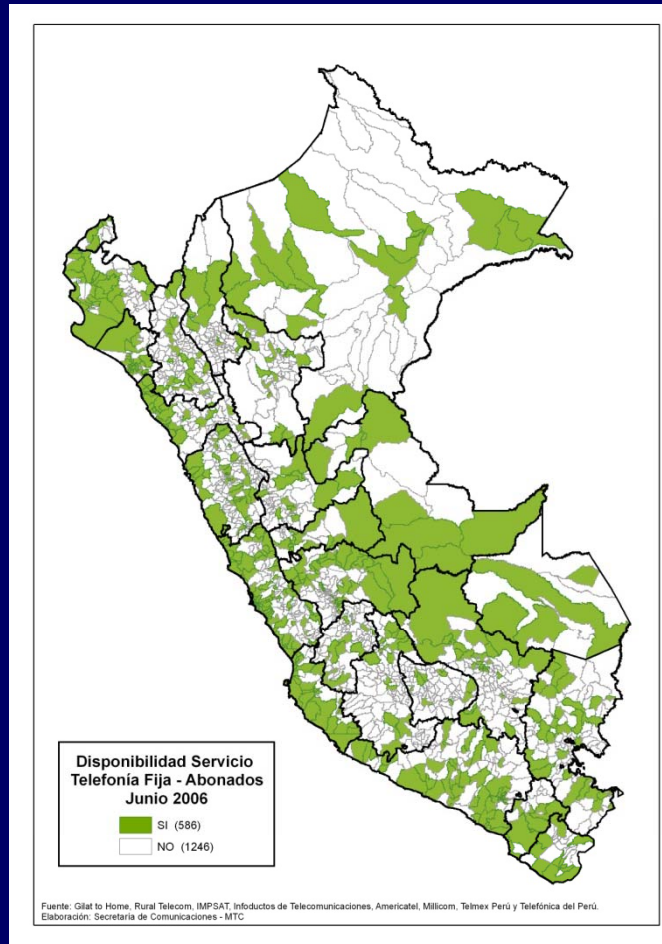
*Fix telephony and mobile penetration evolution
nationwide
(1998 - 2007)*



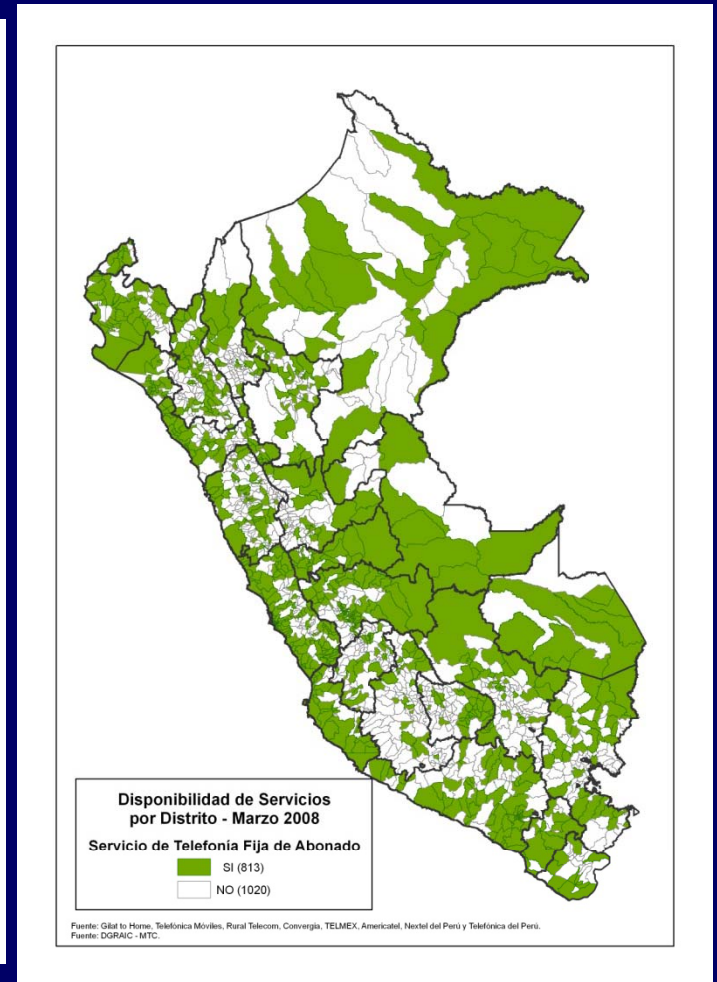
Servicios móviles: Telefonía móvil, PCS y Troncalizado digital
Fuente: Empresas operadoras
Elaboración: DGRAIC- MTC

Fix telephony evolution

Without fix telephony (residential) (1246 districts)
Without fix telephony (residential) (1020 districts)



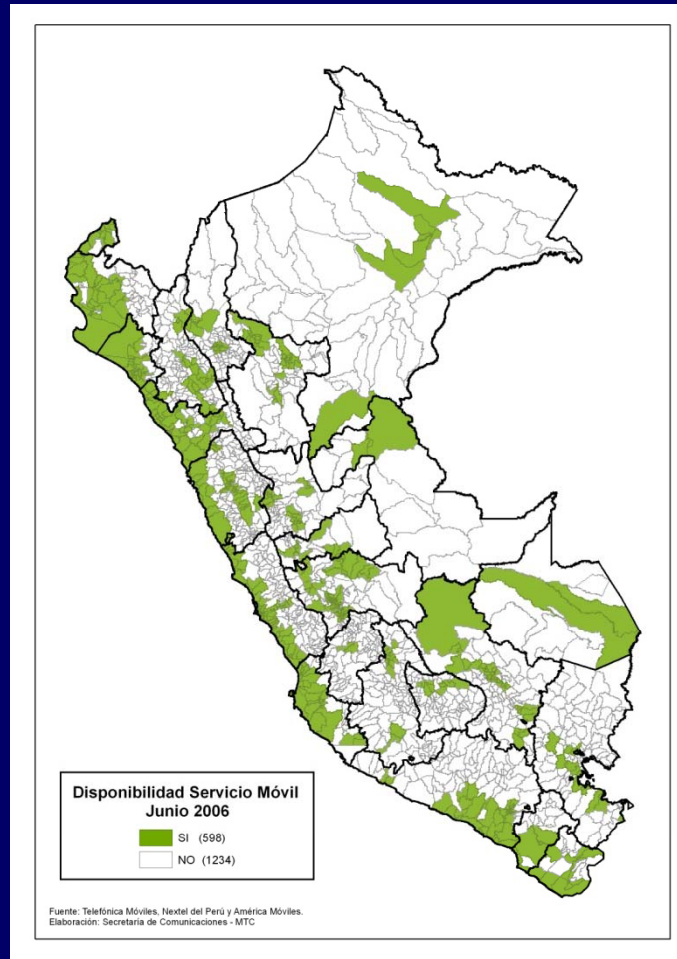
June 2006



March 2008

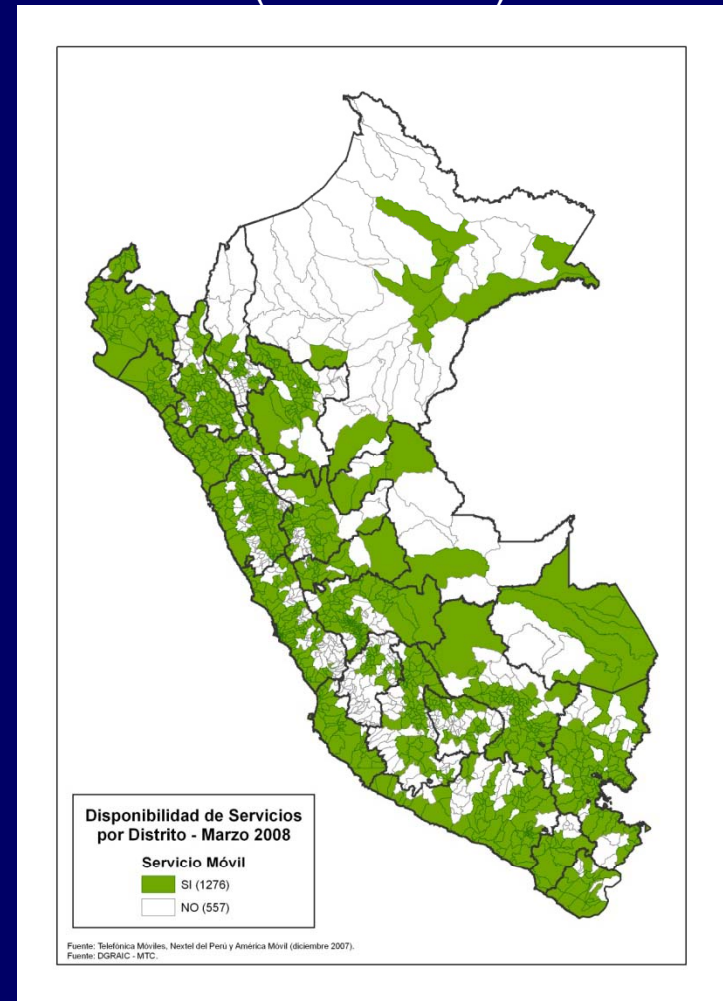
Mobile telephony evolution

Without mobile telephony
(1234 districts)



June 2006

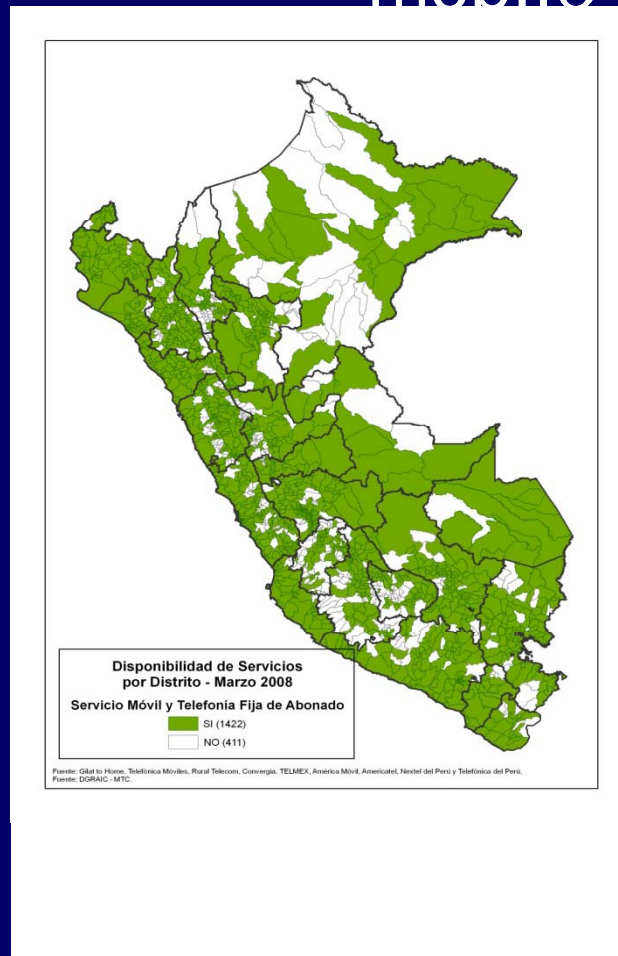
Without mobile telephony
(557 districts)



March 2008

All district capitals with fix or mobile telephony

National goal



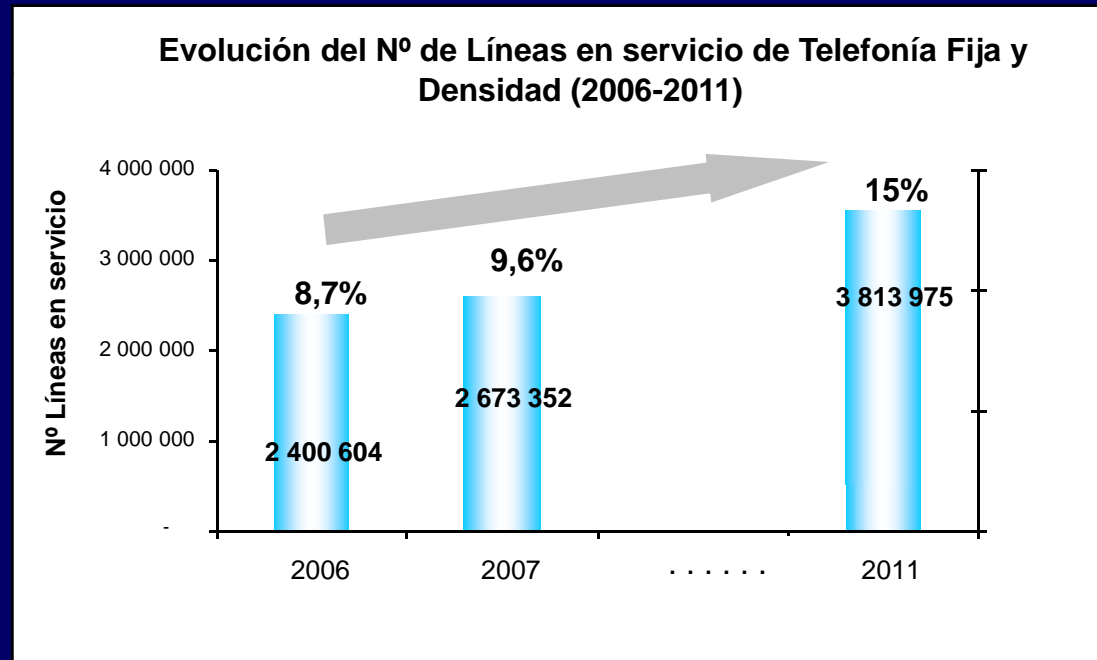
March 2008



2011

National Goals

Reach 15% of teledensity in fix telephony (2011)



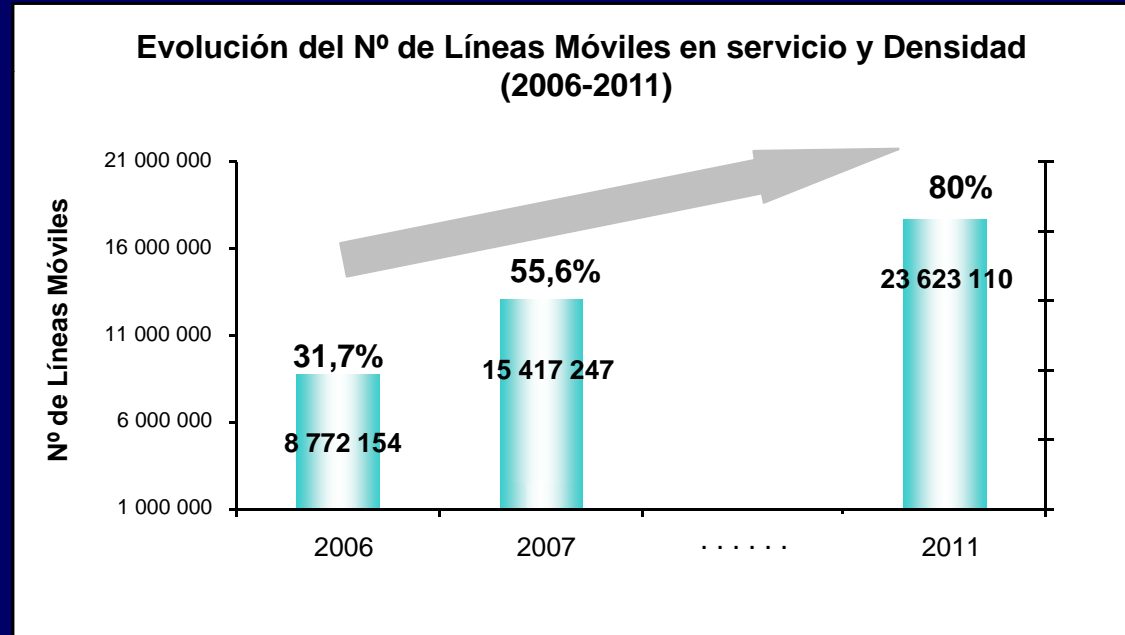
2007: información reportada por operadores.

2008- 2011: Proyección realizada en base a la información histórica reportada por los operadores

Elaboración: DGRAIC - MTC

Reach 80% of mobile telephony penetration (2011)

National Goals



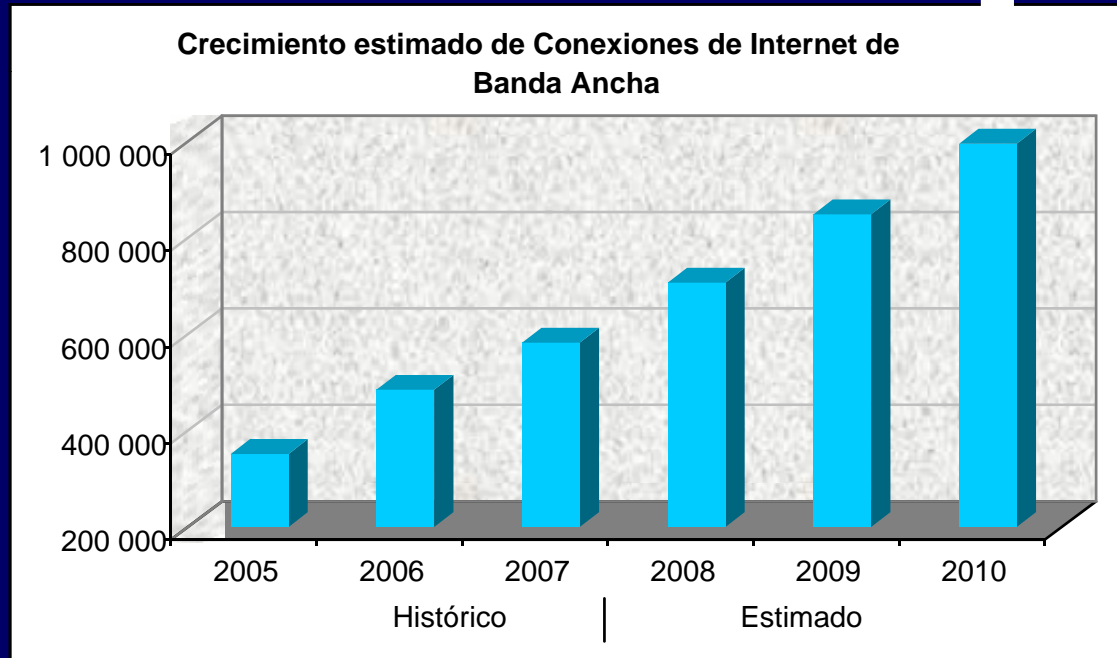
2007: información reportada por operadores.

2008- 2011: Proyección realizada en base a la información histórica reportada por los operadores

Elaboración: DGRAIC - MTC

1 million of broadband connections (2011)

National Goals



Fuente: Barómetro CISCO de Banda Ancha Perú 2005-2011-IDC y Empresas Operadoras
Elaboración: DGRAIC - MTC

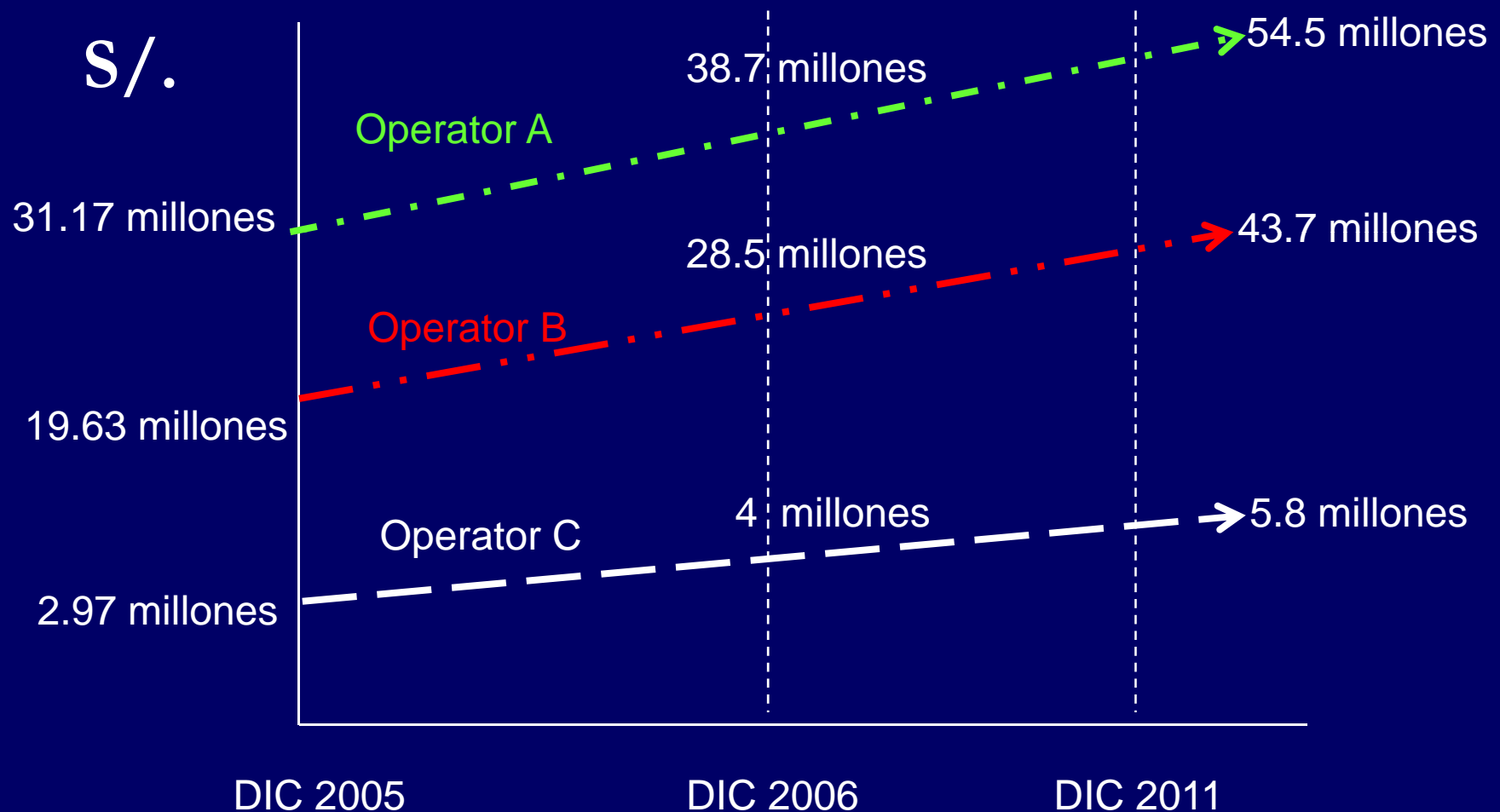
**Spectrum fee to promote mobile
telephony expansion
New policy**

Former system to pay spectrum fees

Depending on the number of operating mobile terminals declared the past year (december 31)

- 1 to 300,000 terminals, 0.35% de UIT per terminal
- 300 001 to 1500,000 terminals, 0.30% UIT per terminal
- 1500,001 to 3000,000 terminals, 0.25% UIT per terminal
- More than 3000,001 terminals, 0.20% UIT per terminal

Estimated spectrum fee amounts according to former approach (in soles* S/.)



*: 1 US\$: S/. 3.00

New approach for calculating spectrum fees (mobile services)

$$C(\text{UIT}) = CA \times CP \times CAB \times NF \times f(\text{CK}_i)$$

CA: area coefficient

CP: power coefficient

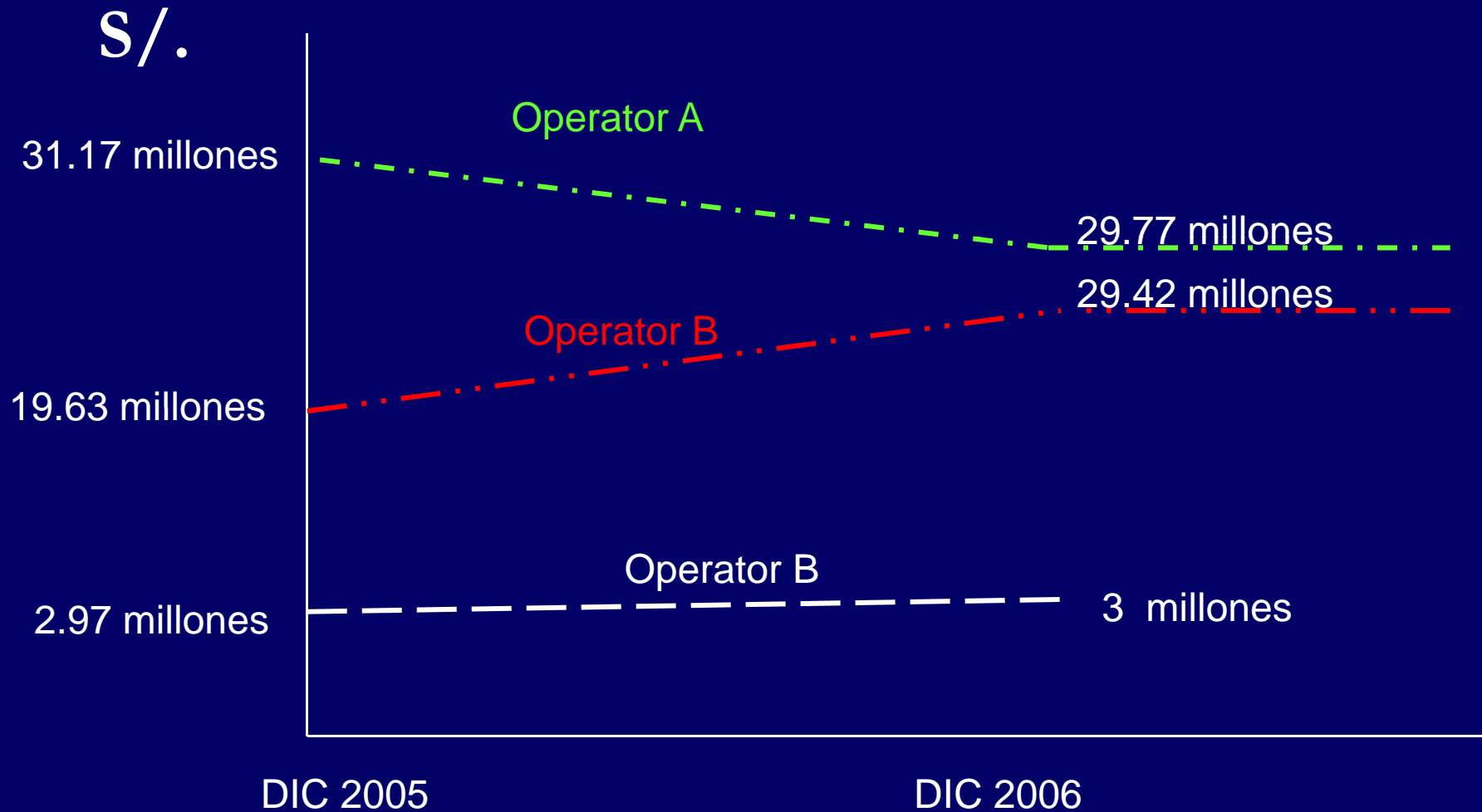
CAB: bandwidth coefficient

NF: number of frequencies

CK_i: other coefficients

(UIT: Tax Impositive Unit= S/. 3 500)

Former vs. New approach



Spectrum fee amount savings (2007-2011) and services expansion

Operator	VP (present value) spectrum fees savings	N° districts to be covered
A	64,142,394	131
B	7,522,256	15
C	24,422,241	50
total	96,086,891	196

- Mean cost per district: US \$/. 112 000 (1 BS)
- Includes 5 year operating costs

Consulting and approval process

- Meeting with operators (sept. 2006)
- Proposal published for comments (october 2006)
- Final version approved (december 2006)
- Two operators applied for new system, under compromise of service expansion in contract addenda