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| **The Meeting of the SATRC Working Group**  **on Policy, Regulation and Services** | **SAPIX-PRS1/ OUT-06** |
| 14 – 16 May 2024, Islamabad, Pakistan | 16 May 2024 |

Working Group on Policy, Regulation and Services

**QUESTIONNAIRE ON ANALYZING THE IMPACT OF**

**CONVERGENCE AND EMERGING SERVICES ON THE TARIFF POLICIES IN SATRC COUNTRIES**

**Analyzing the impact of convergence and emerging services of the Tariff policies in SATRC countries.**

As like all others countries, SATRC countries have also overseen transition from traditional circuit based network to IP based network in the last decade. It has not only transformed the network topology and service delivery, but also the method of price regulation. This is specially creating new tariff setting methodologies to balance among, but not limited to, decreasing ARPU, increasing investment requirement, maintaining competition, auctioning spectrum, tax policy etc. This work item aims at analyzing the change in the tariff setting methods in the SATRC countries, especially it will focus in the shifting strategy of the regulators in addressing the convergence of network and service as well as how they are balancing among different conflicting factors.

1. Which regulatory bodies oversee telecom tariffs in your country?
2. How many Significant Market Power (SMP) operators are there in your country?

**Tariff Regulation Factors**

1. Whether tariffs are set by the operator or regulator? Are there specific laws or regulations governing the tariffs of telecom services in your country?

4. What factors are considered when setting/approving telecom tariffs in your country?

a) Capex/Opex of infrastructure

b) Market competition

c) Consumer affordability

d) Regulatory objectives ( such as ensuring affordability)

e) All of the above

f) Any other factors? Please mention.

**Tariff Regulation in a Converged Environment**

5. Which approach is employed for regulating/approving tariffs in a converged environment (fixed-mobile, internet)?

6. Identify the three biggest challenges faced by your regulatory body in approving/regulating tariffs for converged services (e.g., cost allocation across services, service differentiation etc.).

7. How has the decline in Average Revenue Per User (ARPU) impacted your approach to regulating/approving tariffs for new and emerging services?

**a)** Increased focus on usage-based pricing models

**b)** Emphasis on promoting bundled services to boost ARPU

**c)** Relaxation of regulations to encourage innovation and competition

**d)** Implementation of minimum revenue guarantees for operators

e) Any other? Please specify.

**Impact of IP Convergence on Tariffs**

8. How has the transition from circuit-switched to IP-based network influenced tariff regulation?

a) Reduced operational costs

b) Enhanced service offerings

c) Shift in pricing models

d) All of the above

e) No significant impact

9. How has the transition to IP-based network impacted the pricing of traditional voice call services (fixed and mobile)?

a) **Significant decrease in voice call tariffs due to lower network costs**

b) **Shift towards bundled voice and data plans at flat rates**

c) **Increased focus on premium voice features for additional revenue**

d) **Limited impact with voice tariffs remaining relatively stable**

**e) Any other? Please specify.**

10. Explain how the transition to IP-based networks and the growing demand for mobile data usage have impacted data pricing structures in your country.

11. How has the growth of Over-The-Top (OTT) service providers (e.g., Skype, WhatsApp, WeChat etc.) impacted the traditional telecom revenue model and your approach to regulating/approving tariffs?

1. **Significant impact on traditional voice and data revenue streams**
2. **Limited impact with OTT services complementing telecom offerings**
3. **Exploring regulatory options for OTT services to ensure a level playing field**

12. How does your regulatory framework differentiate tariffs for fixed and mobile services? Please provide examples. If so, how? (e.g., tiered pricing based on usage or speed)

**Spectrum Management and Pricing**

**13. How do spectrum license fees or auction outcomes impact the overall cost structure considered for tariff regulating/approving/setting?**

**Taxation**

14. What is applicable tax regime in your country? Explain how tax policies (e.g., VAT, GST) affect the final tariff paid by consumers for telecom services.

15. Does your tax regime differentiate taxes for voice and data services?

**Future Recommendation**

16. Do you have any recommend to address the tariff implications of convergence and emerging services?