



ITU REGIONAL ECONOMIC & FINANCIAL FORUM OF TELECOMMUNICATIONS/ICT FOR AFRICA

INTERNATIONAL ROAMING SADC PERSPECTIVE

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- Vision & Mission of ICASA
- Introduction to SADC
- Problem statement
- Background to Project
- Reduction in roaming tariffs
- Challenges



VISION & MISSION OF ICASA



Vision

To advance the building of a digital society

Mission

To ensure that all South Africans have access to a wide range of high-quality communication services at affordable prices.



15 member countries, established in 1992

- Angola
- Botswana
- Democratic Republic of the Congo
- Lesotho
- Malawi
- Mauritius
- Madagascar
- Mozambique
- Namibia
- Seychelles
- South Africa
- Swaziland
- Tanzania
- Zambia
- Zimbabwe

SADC Common Agenda:

- Sustainable and equitable economic growth
- Common political values, systems, and other shared values
- Consolidation and maintenance of democracy, peace and security.



	Lesotho Local Calls	Tanzanian Roaming in Lesotho	EU Voice Roaming tariff
Voice call tariff per minute	US\$0.23	US\$1.00	US\$0.19

	Swazi Roaming in Angola	Swazi Roaming in Namibia	EU Data Roaming tariff
Data tariff per MB	US\$17.00	US\$1.84	US\$0.20

	Angolan	Mauritian Roaming in Angola	EU SMS Roaming tariff
Local SMS	US\$0.092	US\$0.47	US\$0.06
International SMS	US\$0.15	US\$0.48	US\$0.06

SADC roaming tariffs relatively high compared to tariffs paid by subscribers in visited SADC countries and EU



- July 2007, SADC Ministers directed SADC Secretariat to convene an “urgent meeting” in order to look into the excessive prices of international roaming within the region
- November 2008, Roundtable convened in Joburg
- Regulatory Impact Assessment I and II conducted between 2009 and 2011
- In 2012 Ministers decided that the SADC Home and Away Roaming Project should be implemented in three phases.



Action Taken	Date
<p>Regulatory Impact Assessment I</p> <ul style="list-style-type: none"> ▪ Overview of Roaming in SADC ▪ No Cost data collected 	May 2010
<p>Regulatory Impact Assessment II</p> <ul style="list-style-type: none"> ▪ Inadequate cost data from MNOs ▪ Led to 3 phases of project <ul style="list-style-type: none"> ○ Phase I: Transparency; ○ Phase II: Roam Like at Home; ○ Phase III: cost based roaming price regulation 	Nov 2012
Phase I – Transparency Guidelines	June 2013
Phase II – Roam Like at Home	January 2015
Phase III – Cost based Roaming Price Regulation	TBC

WHOLESALE VOICE, DATA & SMS GLIDE PATH



Glide Path Period	Proposed Rate
01 Jan. 2015 to 31 Dec 2015	$WTA + (IOT - WTA) * 67\% + 5\%$
01 Jan. 2016 to 31 Dec 2016	$WTA + (IOT - WTA) * 33\% + 5\%$
01 Jan. 2017 to 31 Dec 2017	$WTA + 5\%$

IOT means Inter-Operator Tariff

WTA means the Weighted Tariff Average of all SADC MTRs

RETAIL COST EFFECT ON ROAMING

- IOTs remain a barrier to operators in their efforts to make roaming for affordable
- Even where wholesale costs are low, retail prices may be high
- Retail prices seem to have no relation at all to costs
- Difficulties primarily lie with the outliers or most expensive routes. For example:

Country	Incumbent Data IOT/MB charged by some incumbents
Angola	\$11,00
Mauritius	\$10,78
Zimbabwe	\$1,05
Swaziland	\$0,42



Glide Path Period	Proposed Rate
01 Jan. 2015 to 31 Dec 2015	$RLAH + (ROAM - RLAH) * 67\%$
01 Jan. 2016 to 31 Dec 2016	$RLAH + (ROAM - RLAH) * 33\%$
01 Jan. 2017 to 31 Dec 2017	$RLAH + 5\%$

RLAH means Roam Like At Home i.e. prices a subscriber faces when roaming in a foreign country are the same as, or similar to, the subscriber's home prices

ROAM means existing roaming prices



- Moral suasion approach to negotiate a reduction in roaming rates;
- Regional treaty or agreement among NRAs; and
- Coordinated regulatory measures by NRAs



THANK YOU

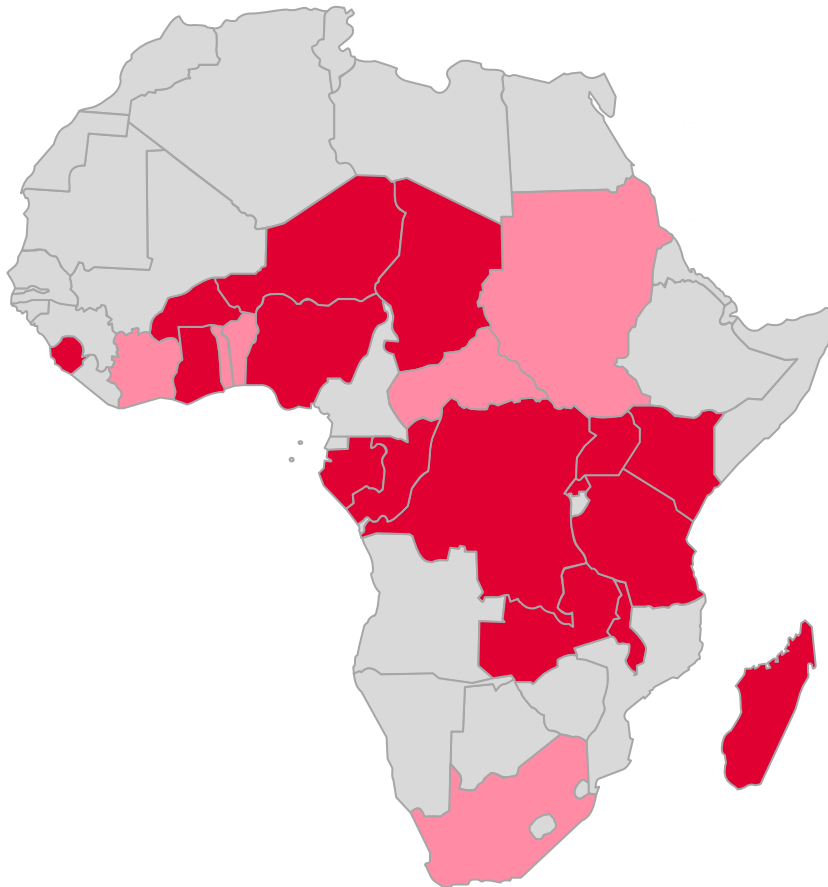


INITIATIVES BY OPERATORS TO REDUCE COST OF ROAMING IN THE REGION



“one airtel” proactively abolished roaming rates to offer local prices across its African operators

One Airtel footprint in Africa



■ Airtel Countries ■ Partner Countries ■ Rest of Africa

Roaming product features

- “one airtel” offers local tariffs for African roaming on its network
- Airtel prepaid customers can top-up with local cards in visited countries or use cards brought from home
- Customers are billed at local currency for prepaid
- Incoming calls are free for the first 100 minutes for Airtel countries
- Cross-border trade is facilitated with the abolishment of the roaming charges



MTN footprint in Africa



 MTN Countries

Roaming product features

- OneWorld offers local tariffs for African roaming on its network
- Preferential tariff rates on Voice, SMS and Data for on-net roaming (network of 20 countries with MTN operations)
- Ability to top-up credit with local cards
- No deposit required
- For pre- and post-paid subscribers



Vodafone footprint in Africa



Roaming product features

- Travel Saver offers is for African roaming on its network
- Subscribe to Vodacom Travel Saver for only R30 daily while roaming to make and receive calls for R2.50/min, send an SMS for 80c and use data for R2.00/MB
- The offer is available in Lesotho, Mozambique, Tanzania, DRC, Ghana and Kenya



Vodacom One Africa family



One Africa family, One low roaming rate.



With Africa Roaming you get one rate of just R2.90* per minute on calls PLUS free incoming calls.

vodacom.co.za/roam

power to you

*Terms and conditions apply.

Roaming product features

- One Africa provides one low roaming rate on Voice, SMS and Data for on Africa Family networks, with no subscription fees
- Customers automatically qualify for the rates when roaming on the Vodacom Lesotho, Vodacom Mozambique, Vodacom Tanzania, Vodacom DRC networks, Vodafone Ghana and Kenya Safaricom networks.
- Local calls for R2.90/min, other calls R5.00/min, incoming calls free, send an SMS for 1,50c and use data for R2.00/MB

Other operators with pan-African presence offer similar innovative tariffs to drive usage

Innovative tariffs in Africa

Kama Kawaida



- Alliance of major East African operators (Vodacom Tanzania, Safaricom Kenya, MTN and UTL Uganda, MTN Rwanda)
- Ability to top up with local cards and have the preferential tariff rates on Voice, SMS and Data

Orange Zone



- Preferential rates for Orange operators in West Africa (Senegal, Niger, Guinea, Guinea-Bissau, Cote d'Ivoire, Mali)
- Low outgoing tariffs and incoming calls are free
- Also preferential roaming between bordering Uganda and Kenya

UNI World – Glo Mobile



- Preferential roaming between bordering Nigeria, Ghana and Benin
 - Low flat rates for outgoing calls
 - Top-up using local recharge cards
 - Customer care available in the visited country
- For both pre and post-paid subscribers

Innovative offers might drive competition in the market and drive retail price reductions