



# Los aspectos económicos y financieros de la asignación de espectro

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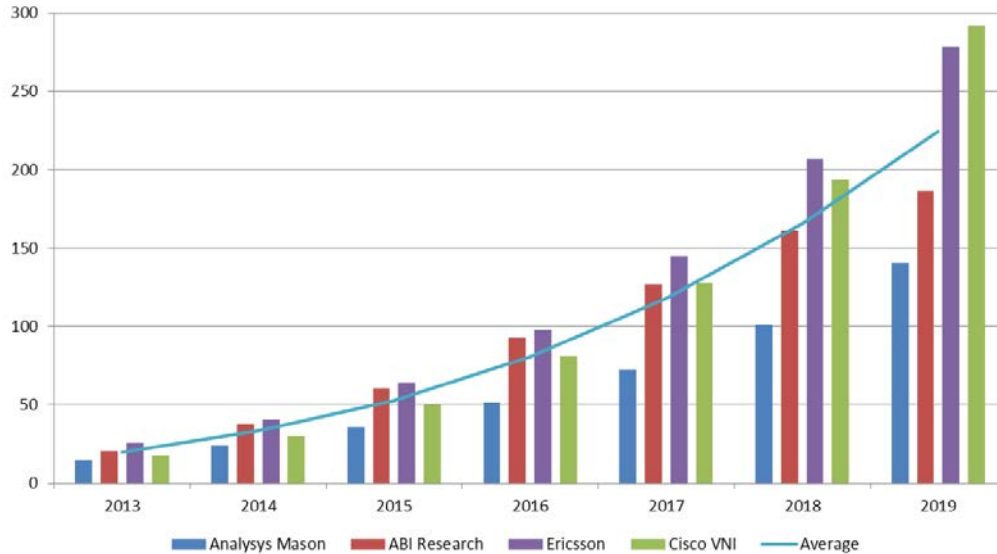
“Today, it’s all about mobile, mobile, mobile. And to me that means spectrum, spectrum, spectrum. To keep pace with a transforming mobile sector, expanding ecosystem, and soaring consumer demand for data, we need to release more airwaves for new broadband data use – and use the airwaves we have more efficiently. Spectrum, after all, is the lifeblood of mobile broadband.”

– **Jessica Rosenworcel, FCC**



# The tidal wave of data demand

Annual global mobile data traffic (in Exabytes)



Source: GSMAi

Alternatives for meeting the data demand:

- Network densification
- Offloading traffic
- Improving spectral efficiency
- **Acquiring more mobile spectrum**



# Important misconceptions

1) Spectrum has no intrinsic value – value is only created through investment and use. Therefore:

- Spectrum that lies fallow has no value; and
- If operators invest and build networks which are used and bring return on said investment, value is created. But this ROI needs to be at least as high as that as of an alternative investment of similar risk.

2) Not every new investment generates additional revenue, as, in addition to paying for acquiring the spectrum and the annual license fees, they incur in additional capex and opex. In some cases, this has not been offset by the longer term additional revenue and cost savings.



# Inefficient spectrum allocation can be costly

- Many governments have seen spectrum policy as an instrument to finance the state. However, trying to maximize short-term revenue collection can introduce downstream inefficiencies that will cause social and economic harm
- While distortions on spectrum auctions can lead to many adverse consequences, the estimated economic impact can be as high as USD 3.6 billion per annum in India or USD 3.4 billion per annum in Chile (Coleago 2014)
- The focus of spectrum policy should be to promote an efficient use of spectrum resources, particularly where internationally harmonized, and to create an enabling environment for investment and innovation



# GSMA Resources on Spectrum

