

Tariff Regulation Benefit for Indonesia Market or Industry ?

Mastel Forum
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Perbandingan Tarif Telepon di Antara Beberapa Negara yang Memiliki Pendapatan Per Kapita Sama

N E G A R A	LOCAL	LONG DISTANCE (180-300 Km)	MONTHLY
	USD / 1 minutes	USD/ 1 minute	USD
1. Afrika Selatan	0,110	0,121	13,727
2. Turki	0,110	0,120	3,022
3. Maroko	0,110	0,116	11,034
4. Bolivia	0,038	0,217	16,70
5. Uzbekistan	0,052	0,240	2,37
6. Jordania	0,035	0,047	9,814
7. India	0,018	0,040	4,63
8. Indonesia	0,019	0,136	3,86

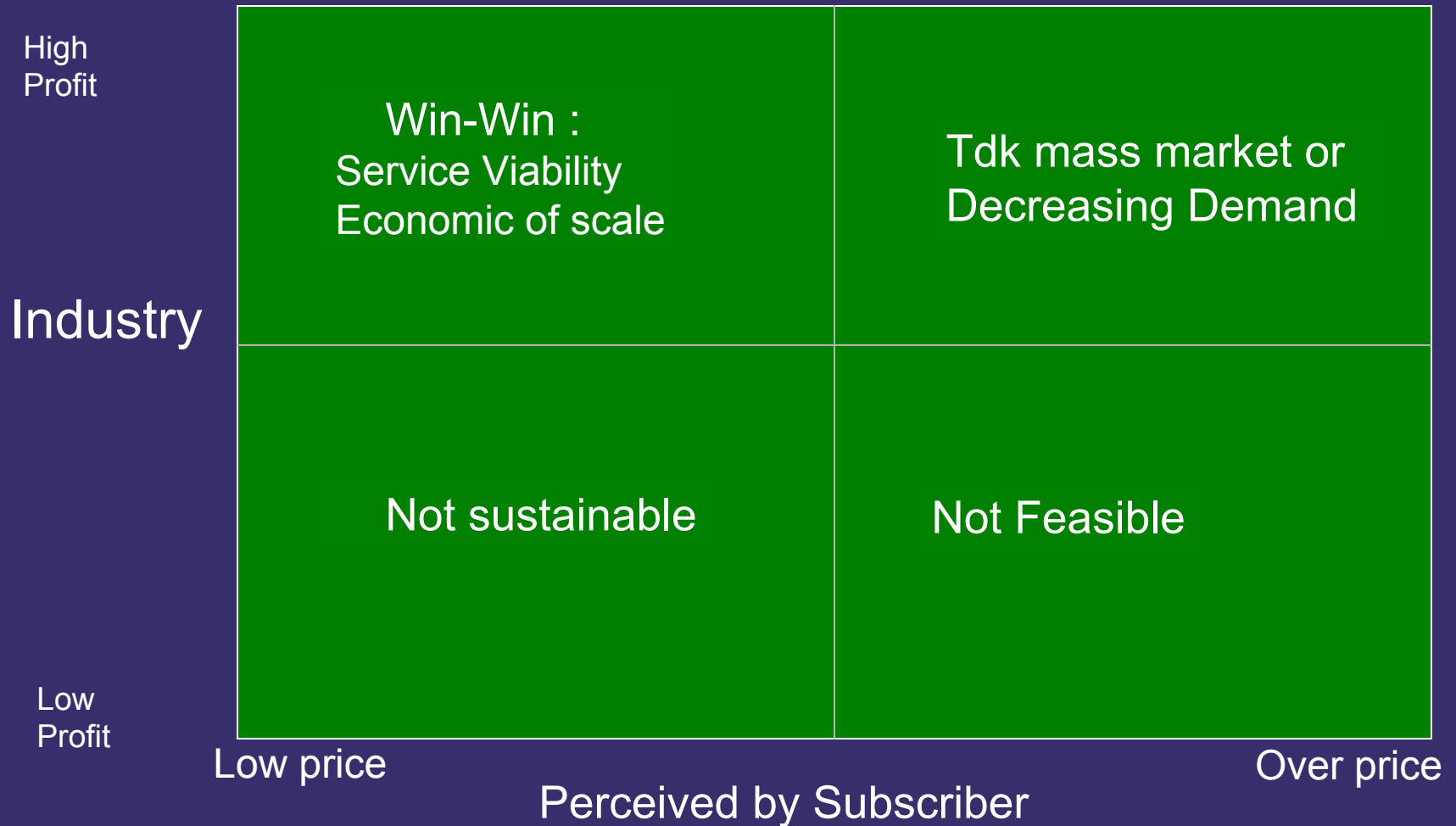
Kurs 1 USD = Rp. 9.000,-

Komparasi Tarif Teleponi - Ina dg. ASEAN & Perkapita Sama.

NEGARA	LOCAL USD / 1 minutes	NEGARA	LOCAL USD / 1 minutes
1. Hongkong	<i>No Charge</i>	1. Afrika Selatan	0,110
2. Brunei	<i>No Charge</i>	2. Turki	0,110
3. Thailand	0,075 (<i>per call</i>)	3. Maroko	0,110
4. Philliphines	<i>No Charge</i>	4. Bolivia	0,038
5. Vietnam	0,016	5. Uzbekistan	0,052
6. Malaysia	0,021	6. Jordania	0,035
7. Singapura	0,057	7. India	0,018
8. Indonesia "Existing"	0,019		

Sumber: TARIFICA - 2005. Kurs 1 USD = Rp. 9.000.

Tariff for Industry or Customer ?



Tariff Offnet (Antar Penyelenggara) Customer vs Industry Positioning



Dampak Regulasi tarif OffNet

1. Tarif OffNet masih cenderung pada harga yang mahal tidak kompetitif & terus makin jauh dibanding On-Net, customer sangat dirugikan siapapun Penyelenggaranya baik Entrant – Incumbent (OffNet dan OnNet bukan hanya suatu issue kompetisi)

- Ada suatu frase yg sering diungkapkan "... biarkan masyarakat memilih" artinya cenderung untuk customer harus pindah operator akibat tarif yg berubah menjadi mahal karena game of cross subsidy penurunan On-Net dan kenaikan OffNet.
- Cenderung Posisi pengguna semakin lemah, utk mendapatkan tarif murah harus berlangganan 2 nomor atau lebih kartu Seluler/Wireless

2. Meningkatnya tarif OffNet dapat dibuktikan sdh jauh keluar dari trend efisiensi cost teknologi, dan Masyarakat dirugikan kondisi di era kompetisi, tdk memberi perubahan atau benefit

- Cost interkoneksi turun tidak digunakan untuk menurunkan tarif Off-Net, tetapi profitnya digunakan untuk menurunkan kembali tarif OnNet.

Issue Termination Charge to Mobile

- **Mobile network operator have market power, will lead above cost charging termination, and that some portion of the economic profit earned from this will be transfer to give subsidize lower price of retail mobile service (subscribing or activation, handset subsidize).**

Rob Albon & Richard York – Australian competition & Consumer Commission

- **The other practice to rise up mobile termination because POC Interconnection have not standardized regulated yet, there are different number POC between each MNO, some MNO have to increasing number of POC in the interest to change the Local termination charge to Long distance charge (different or inter POC).**

Summary

- 1. Retail On-Net & OffNet tariff not only as issue of competitive for industri, but also Consumer concern how the provider ensure the network externalities**
- 2. Terminating charges not only about costbased of its services, but also how those services are standardized fully descriptive by regulation.**
 - Assumption in the costbased study, should be implemented for all operator.**
- 3. Harmonization the retail price & interconnection rate, such as the efficiency level of costbased interconnection become an economic welfare if followed by its direct service (retail price OffNet)**

Thank you