



**中华人民共和国工业和信息化部**

Ministry of Industry and Information Technology of the People's Republic of China



# **Mobile Roaming -Chinese Experience**

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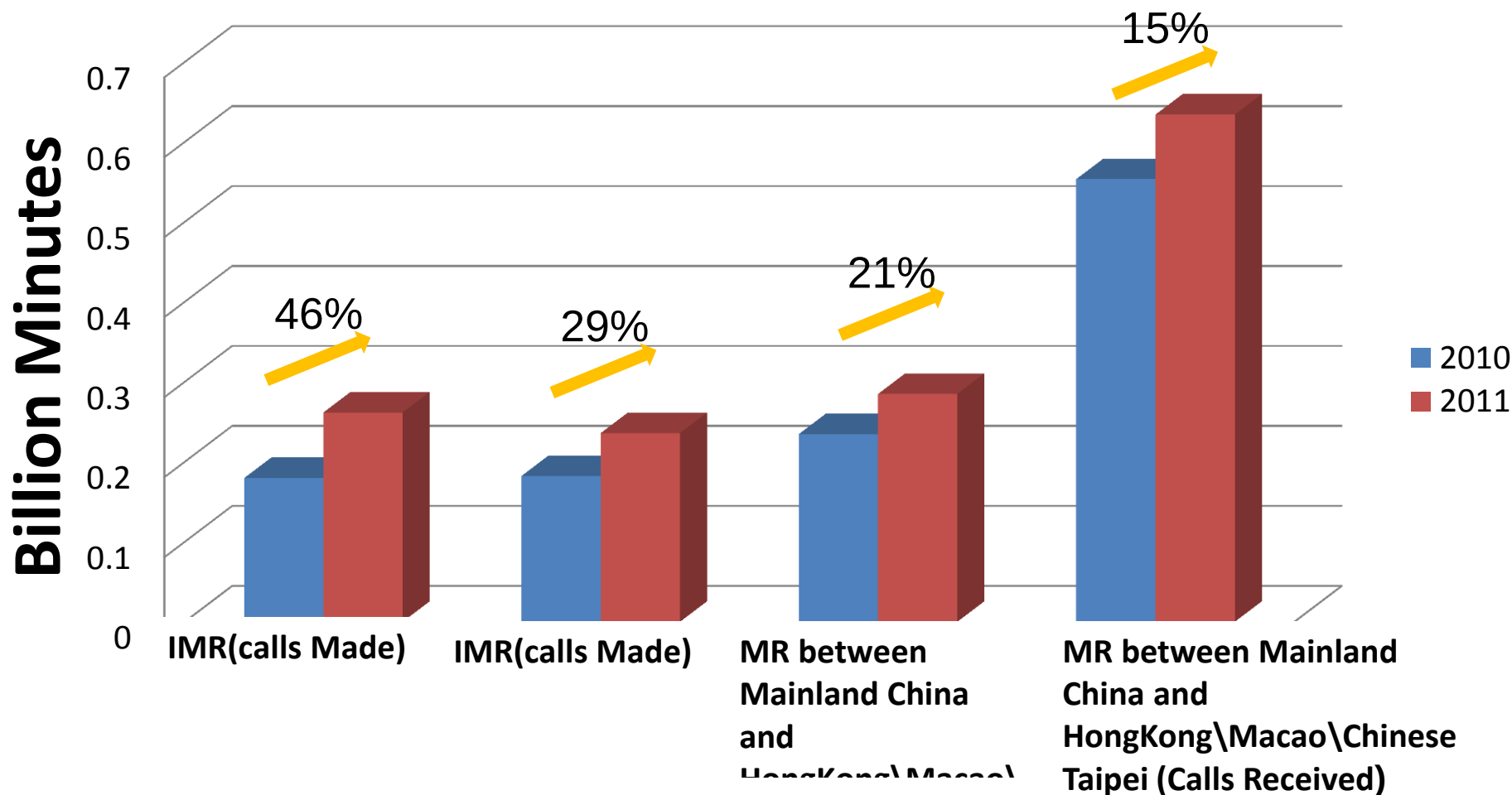


## Mobile Roaming Service Increases

| Mobile Roaming                                                               | Unit            | 2010   | 2011          |
|------------------------------------------------------------------------------|-----------------|--------|---------------|
| IMR (Calls Made)                                                             | Billion Minutes | 0.1797 | <b>0.2617</b> |
| IMR(Calls Received)                                                          | Billion Minutes | 0.1823 | <b>0.2359</b> |
| MR between Mainland China and Hong Kong\Macao\Chinese Taipei (Calls Made)    | Billion Minutes | 0.2346 | <b>0.2848</b> |
| MR between Mainland China and Hong Kong\Macao\Chinese Taipei(Calls Received) | Billion Minutes | 0.5534 | <b>0.6342</b> |



## Mobile Roaming Service Increases





## MR Service Retail Tariffs Before 2009

| Telecom Operators                                                                                                      | Local Calls       | Calls Received   | Calls to Mainland China | Notes           |
|------------------------------------------------------------------------------------------------------------------------|-------------------|------------------|-------------------------|-----------------|
| <br>中国移动通信<br>CHINA MOBILE             | 1.99-7.99RMB/min  | 1.99-5.99RMB/min | 2.99-59.99RMB/min       | 14 Tariff Zones |
| <br>China unicom中国联通                 | 1.19-11.99RMB/min | 3.88-5.88RMB/min | 2.99-48.99RMB/min       | 10 Tariff Zones |
| <br>中国电信<br>CHINA TELECOM<br>世界触手可及 |                   |                  |                         |                 |



## MR Service Wholesale Tariffs

- Wholesale Tariff is the key factor for the Retail Tariff
- Roaming Agreement
- Commercial Secret



## Promoting the Negotiation

| Telecom Operators                                                                                                      | Service            | Countries and Regions | Operators |
|------------------------------------------------------------------------------------------------------------------------|--------------------|-----------------------|-----------|
| <br>中国移动通信<br>CHINA MOBILE            | GSM                | 237                   | 403       |
|                                                                                                                        | GPRS               | 186                   | 280       |
| <br>China<br>unicom中国联通              | GSM/WCDMA<br>Voice | 245                   | 536       |
|                                                                                                                        | GPRS/WCDMA<br>Data | 170                   | 383       |
| <br>中国电信<br>CHINA TELECOM<br>世界触手可及 | CDMA<br>GSM        | More than 200         |           |



## Enhance the Cooperation

- Mainland China operators cooperate with Hong Kong/Macao/Chinese Taipei operators to lower down the Roaming Service Tariffs
- One SIM Card , Dual Numbers
- Daily Price Plan and Weekly Price Plan



## Overall Effect

■ Decreased Mobile Roaming Tariff 9 Rounds from 2010

■ 80 Countries and Regions Covered

| Operators 2011 Mobile Roaming Service Rate of Decline |             |                |                         |      |
|-------------------------------------------------------|-------------|----------------|-------------------------|------|
| China Mobile<br>China Unicom<br>China Telecom         | Local Calls | Calls Received | Calls to Mainland China | GPRS |
|                                                       | 88%         | 83%            | 87%                     | 95%  |



## Key Country and Region

| <br>中国移动通信<br>CHINA MOBILE | 2009<br>Calls to<br>Mainland China | 2011<br>Calls to<br>Mainland China | Notes                  |
|-------------------------------------------------------------------------------------------------------------|------------------------------------|------------------------------------|------------------------|
| USA<br>7.2% MR<br>Service                                                                                   | 12.99RMB/min                       | 0.99 (T-Mobile)<br>-4.99RMB/min    | Rate of Decline<br>92% |
| Hong Kong<br>24.4% MR<br>Service                                                                            | 2.68RMB/min                        | 0.69RMB/min                        | Rate of Decline<br>65% |



## Views

- IMR Tariffs based on Market Mechanism
- More research needed on Applicability of GATS to IMR
- We are willing to work together with WTO members/related organizations to promote the lowering down of IMR Tariffs



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**Thank you for your attention !**