

# Regulatory decision making in telecoms.

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# About Three.



Hutchison  
Whampoa  
Ltd

**Bold claim.**

**Mobile telecoms:  
greater rent-seeking  
incentive than any  
other industry.**

**Why?**

**Only industry where  
Govt decides number  
of competitors.**

# Neither monopoly utility nor free market.

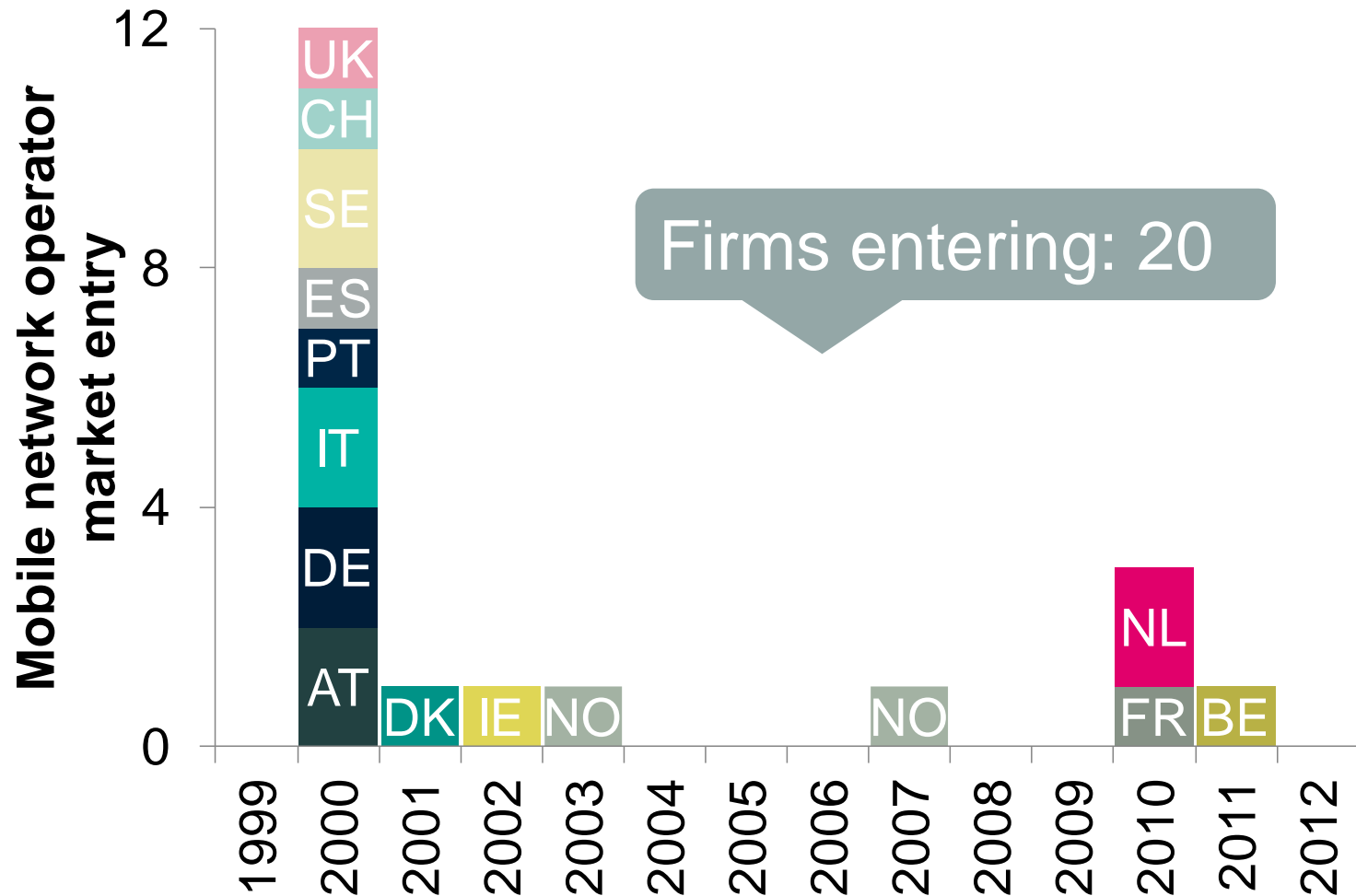


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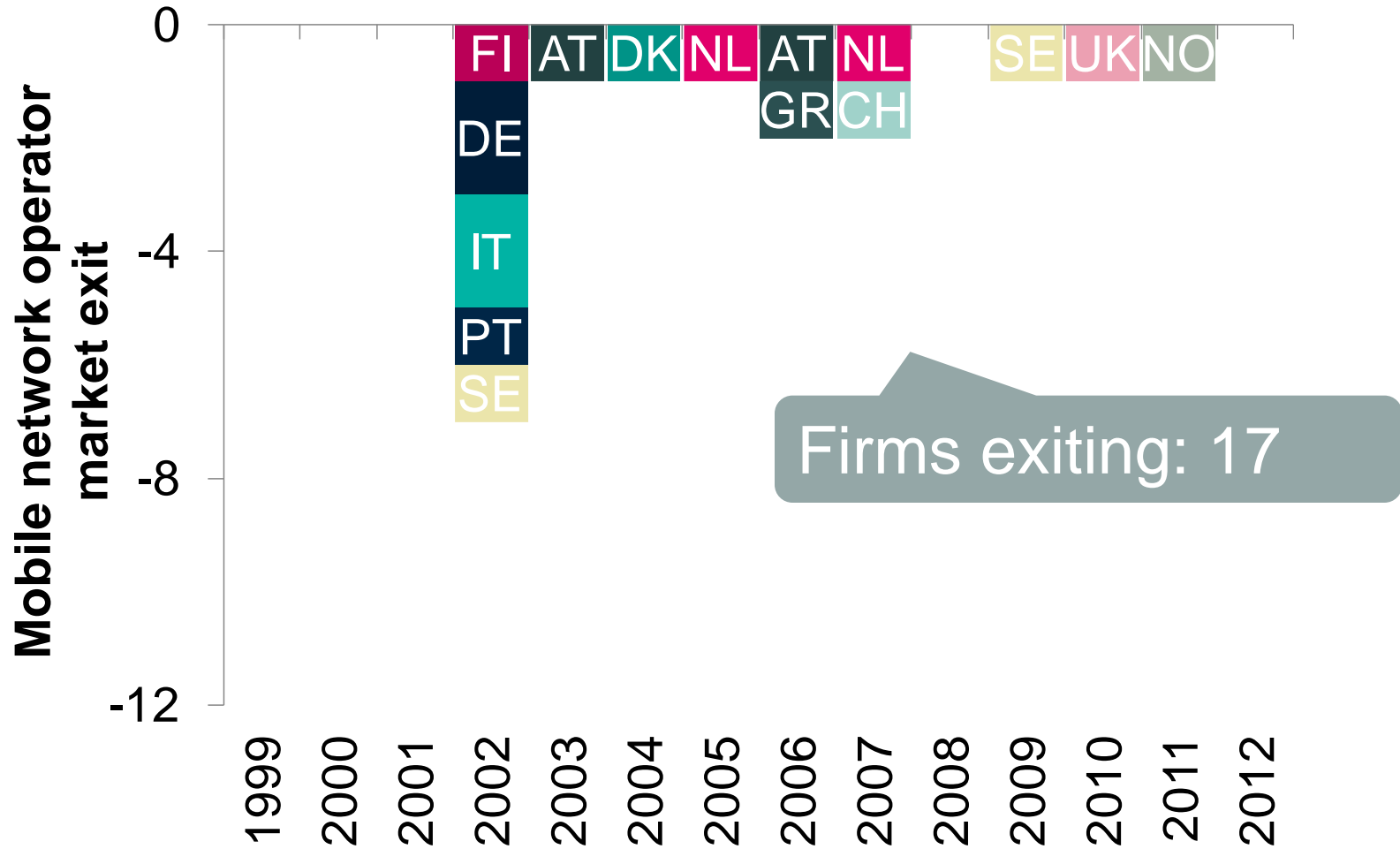


**x**

# Govts decided need for new mobile entry...



# ...but have also allowed progressive exit.

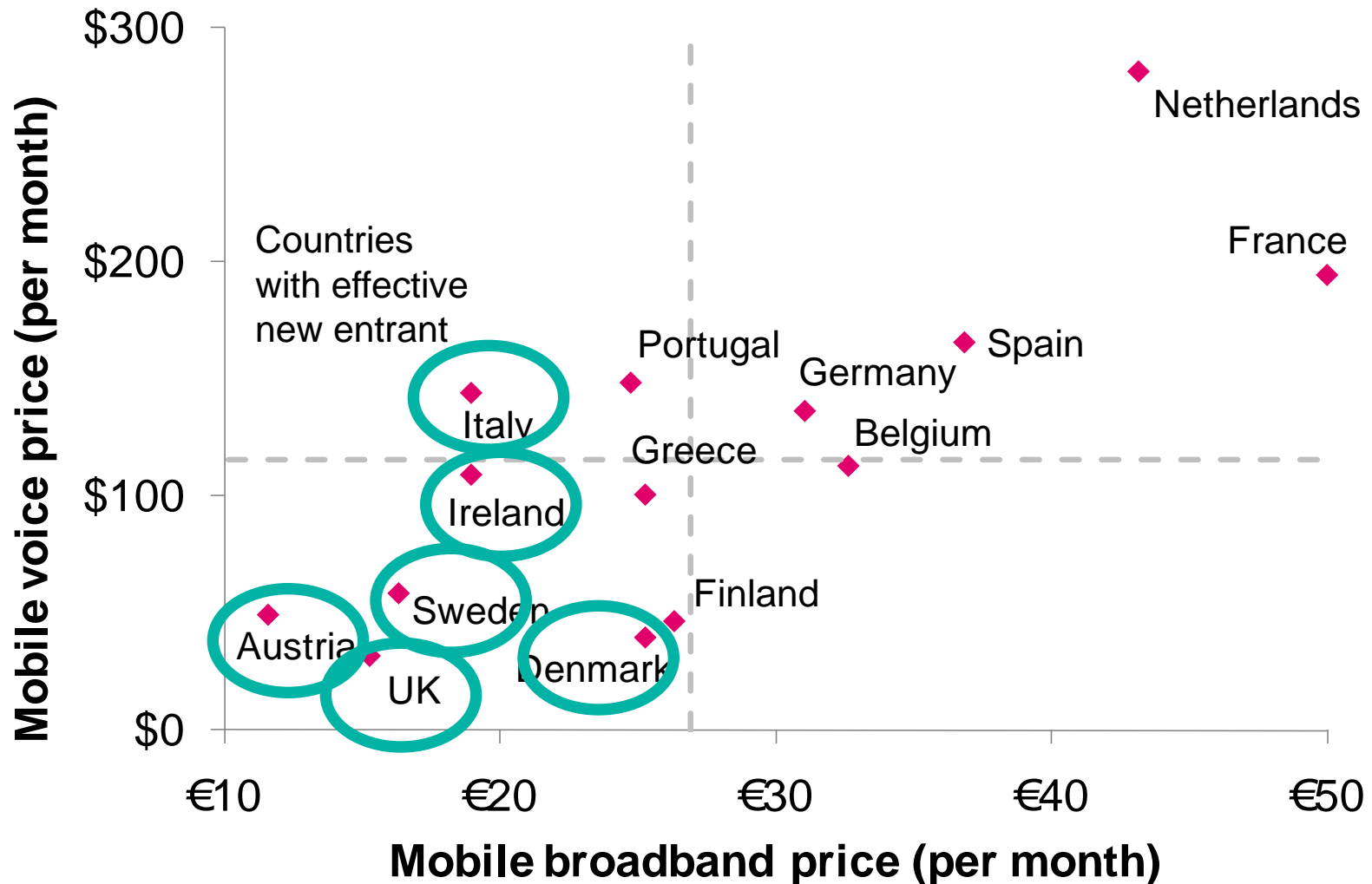


# **Exit not due to weak merger regulation.**

- **Many new entrants quickly failed.**
- **Other entrants struggled to grow.**



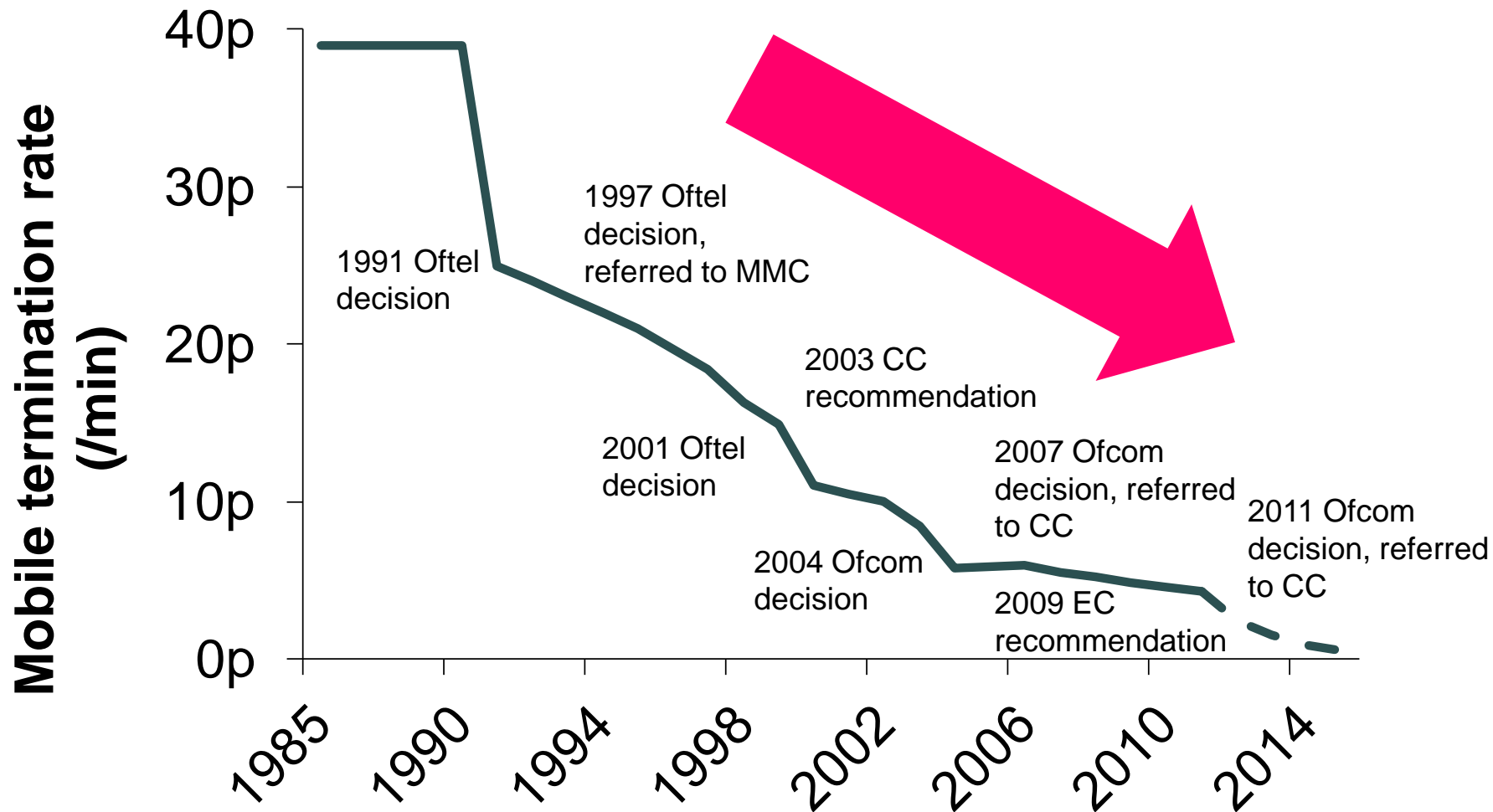
# Incumbent incentive to frustrate competition.



# **Usual regulatory trend: incumbent v. entrant.**

- **Spectrum licensing**
- **Mobile call termination**
- **Mobile number  
portability**
- **International roaming.**

# Mobile call termination: 99% regulated cut.



# **Need concerted pro-competitive effort.**

- **EU policy**
- **National Govt policy**
- **NRA decisions**
- **Competition appeals.**

**Thank you.**



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