



Office of the Director of
**Telecommunications
Regulation**

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3G: Hutchison Whampoa Wins Competition

The Telecommunications Regulator, Eoin Doyle announced today that **Hutchison Whampoa** is the highest ranked of the three 'A' applications received for a 3G licence.

Applications for the 'A' licence were evaluated on the basis of offerings made by the applicants with respect to MVNO access (on a retail minus 'X' basis), quality of service, coverage, speed of roll-out, site sharing, promotion of competition, and performance guarantees to support the commitments made in respect of the offerings. The application from Hutchison Whampoa is strong on promotion of competition, MVNO access and quality of service.

Hutchison Whampoa will now be asked to formally agree to accept the 'A' licence while the other applicants have the right to make representations to the ODTR if they wish to do so. In accordance with the rules of the competition, if Hutchison Whampoa accepts the offer, B licences will then be offered to Vodafone and O2 both of whom have also submitted compliant applications for these licences. Should Hutchison Whampoa decline the 'A' licence offer, then it will be offered to the next highest ranked applicant and so on.

Eoin Doyle said today that Ireland will see the introduction of 3G services on the basis of well-constructed business plans. "I believe that this new technology will make a real difference to the mobile and data markets and I am particularly pleased that there is provision for MVNOs which should strengthen competition in the sector. I want to thank the bidders for their professional bids – I appreciate the major effort made by each of the three teams involved - and I look forward to the rollout of 3G services in Ireland."

Three applications were received for the 'A' licence (Hutchison Whampoa Group, O₂ and Vodafone Ireland) and two applications were received for the 'B' licence (O₂ and Vodafone Ireland). The 'A' licence provides for at least 80% population coverage. The 'B' licences provide for a minimum of 53%, equivalent to coverage of the five major cities and somewhat slower minimum roll-out conditions compared with the 'A' licence. The ODTR was assisted in the evaluation by Andersen Management International, Aegis Systems Limited and advised by Solicitors A&L Goodbody.

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