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## **Additional information on Regulatory regime and KPI by country**

December 19, 2008

# Regulatory regime and termination rates by country

	Country	Penetration in %	Regulated	Regulator sets caps or ceilings	Asymmetry (Fixed versus mobile)	Asymmetry (amongst mobile operators)	Average MTC (q4 2007, USD Cents)	Average FTC (q4 2007, USD Cents)
<b>High Penetration &gt; 90 %</b>	UK	122	✓	✓	X	✓	10.73	0.1
	Austria	121	✓	✓	X	✓	8.4	1.07
	Norway	119	✓	✓	✓	X	8.9	0.7
	Taiwan	105	✓	X	X	X	N.A	N.A
	Belgium	97	✓	✓	✓	✓	12.4	0.9
<b>Medium Penetration 50-90 %</b>	Malaysia	87	✓	✓	X	X	2.55	2.55
	USA	84	✓	X	N.A	X	N.A	N.A
	Turkey	84	✓	✓	N.A	✓	6.5*	N.A
	Brazil	65	✓	✓	✓	✓	26	1.6
<b>Low Penetration 0-50%</b>	Pakistan **	49	✓	✓	✓	X	1.4**	1.03
	Bolivia	41	✓	✓	X	X	N.A	N.A
	Tanzania	22	✓	✓	X	X	6.8	N.A

# KPIs by country

	Country	Penetration in %	ARPU (Q42007) in \$	EBITDA margin (2007)
<b>High Penetration &gt; 90 %</b>	UK	122	46.68	25%
	Austria	121	36.43	32%
	Norway	119	59.42	35%
	Taiwan	105	22.97	33%
	Belgium	97	42.95	42%
<b>Medium Penetration 50-90 %</b>	Malaysia	87	19.1	49%
	USA	84	52.47	33%
	Turkey	84	13.7	43%
	Brazil	65	17.18	24%
<b>Low Penetration 0-50%</b>	Pakistan **	49	3.02	43%
	Bolivia	41	N.A.	N.A
	Tanzania	22	8.20	39%