

**From:** Vasiliki Mylona  
**Sent:** Tuesday, July 12, 2016 1:49 PM  
**To:** 'Valeria.AMBROSIO@ec.europa.eu'  
**Cc:** Panayiotis Kyriakides; Marios Ioannides;  
'Reinald.Krueger@ec.europa.eu'; 'Stefan.KRAMER@ec.europa.eu';  
'CNECT-ARTICLE7@ec.europa.eu';  
'Alexander.THELEN@ec.europa.eu'; Ioannis Vassiliades  
**Subject:** FW: CY-2016-1882-1883  
**Attachments:** bitstream\_llu\_main\_products.docx  
**Categories:** Red Category

Dear Mrs Ambrosio,

Further to our telephone conversation please find below the information you requested:

a. please indicate briefly the current price levels charged by the SMP operator (and approved by OCECPR) for the main copper access products (LLU and Bitstream). Please also specify until when these prices are applicable.

See attached. Prices are valid until superseded.

b. please summarize on the basis of which model they were calculated.

The Commissioner uses currently a hybrid model, i.e. a BU LRIC model that takes into consideration a number of inputs from the Top Down LRIC model of the incumbent.

Moreover there is use of a Margin-Squeeze Model run each time that calculates the costs and corresponding revenues of the Retail Tariffs modelled. The main variables considered in the Margin-Squeeze Model are revenues, wholesale costs, own network costs and retail costs, which can be expressed in different dimensions. The total revenues are those the operator receives per each tariff and include revenues from installation and subscription fees, charged traffic, etc. The wholesale costs derived from the procurement of wholesale services such as LLU or Bitstream services from the incumbent operator. The own network costs are those associated to the provision of the services from the own network, such as core platforms and transmission costs. The retail costs are associated to the commercial campaigns carried out to improve customer engagement, which are not associated to the network (e.g. advertising costs).

c. Please confirm that the notified document includes all the changes that you decided to do in order to take into account the third parties' comments.

We confirm your understanding.

d. Please provide a short explanation of the timing and steps of the NGA rollout planned by CYTA.

Cyta intends to deploy a GPON technology fiber optic network. The proposed timeframe is specified between the years 2016-2020. In slide 6 of the CYTA presentation (see Answer to Q5) CYTA states a slightly shifted timeline (2017-2021). At the same time Cyta is investigating the use of vectoring technique by the end of 2017.

For any further clarifications, please feel free to contact us directly in the following tel. numbers:

Marios Ioannides: 00357 22693131 (for technical issues)

P.Kyriakides: 00357 22693184(for economic issues)

V.Mylona :00357 22693141 (for legal issues)



**Vasiliki Mylona**

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**BITSTREAM**  
**xDSL VDSL3**  
**without VAT**

**Speed**  
**(kbps)**  
**(up to)**

**Speed**  
**(up to)**

**Connection**  
**Fee**

**Monthly Fee**

**Without modem**

€

Wholesale xDSL 3 3072/768	3072	768	31,27	47,69	3,21
Wholesale xDSL 3 8192/768	8192	768	31,27	47,69	8,08
Wholesale xDSL 3 10240/768	10240	768	31,27	47,69	11,18
Wholesale xDSL 3 16384/768	16384	768	31,27	47,69	14,76
Wholesale VDSL 3 25600/1024	25600	1024	31,27	47,69	17,93
Wholesale VDSL 3 51200/2048*	51200	2048	31,27	47,69	21,11
Wholesale xDSL 3 8192/1024	8192	1024	31,27	47,69	21,11
Wholesale xDSL 3 16384/1024	16384	1024	31,27	47,69	25,09
Wholesale VDSL 3 25600/1024	25600	1024	31,27	47,69	37,01
Wholesale VDSL3 51200/2048*	51200	2048	31,27	47,69	60,86
Wholesale VDSL3 81920/4096*	81920	4096	31,27	47,69	68,81

**WITHOUT VAT**

<b>xDSL 2 and VDSL 2</b>	<b>Speed (Kbps (up to)</b>	<b>Upload Speed (Kbps (up to)</b>	<b>Connection Fee</b>	<b>Monthly Fee</b>	
<b>€</b>	<b>€</b>	<b>Without Modem</b>	<b>€</b>		
Wholesale xDSL 2 3072/768	3072	768	31,27	47,69	2,72
Wholesale xDSL 2 8192/768	8192	768	31,27	47,69	7,07
Wholesale xDSL 2 10240/768	10240	768	31,27	47, 69	9,85
Wholesale xDSL 2 16384/768	16384	768	31,27	47, 69	13,05
Wholesale VDSL 2 25600/1024	25600	1024	31,27	47, 69	15,90
Wholesale VDSL 2 51200/2048*	51200	2048	31,27	47,69	18,75
Wholesale VDSL 2 81920/4096*	81920	4096	31,27	47,69	61,46

#### LLU

	<b>Fees without VAT</b>
<b>LLU subscription Full Loop</b>	<b>€ 8.51</b>
<b>LLU connection Full Loop (Active Loop)</b>	<b>€ 45.07</b>
<b>LLU connection Full Loop (Inactive Loop)</b>	<b>€ 90.15</b>
<b>LLU Subscription Shared Access</b>	<b>€ 1.54</b>
<b>LLU Connection Shared Access</b>	<b>€ 35.71</b>
<b>LLU subscription Sub Loop</b>	<b>€ 5.45</b>
<b>LLU connection Sub Loop (Active Loop)</b>	<b>€ 43.04</b>
<b>LLU connection Sub Loop (Inactive Loop)</b>	<b>€ 59.39</b>