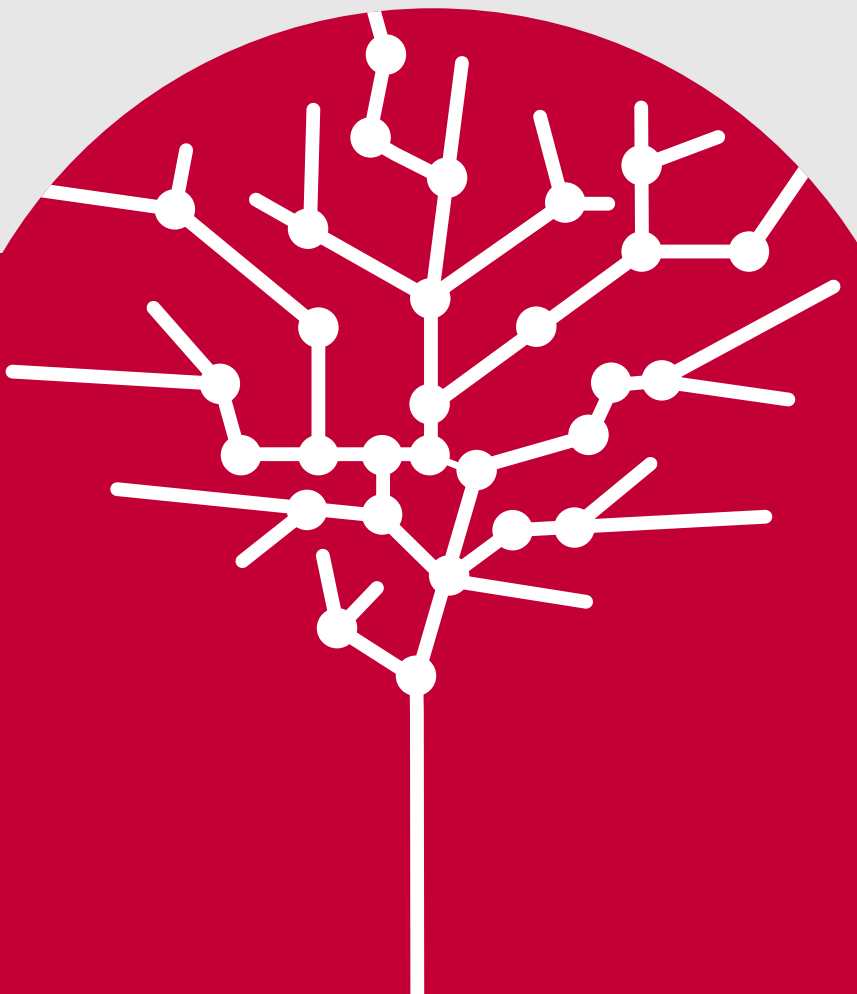


# OVERVIEW OF MARKETS



## 1. Overview of Markets

In the Chapter "Overview of Markets", series of statistical data regarding the telecommunications and postal services markets, are illustrated.

In the telecommunications services sector, from the general financial overview it is evident that the mobile telephony market keeps developing, contrary to the fixed telephony market which shows a decline. This conclusion is in line with the corresponding conclusions of the 10<sup>th</sup> Report of the European Commission (also see subsection 7.1.4.) for all member states.

In fixed telephony market, competition is enhanced. This arises from the stable increase of the shares of the alternative providers and decisively contributes to tariffs reduction to the benefit of consumers.

The Internet connections and revenues have significantly increased resulting to an upward trend of the Internet market.

A significant increase of ADSL connections and Unbundled Access to the Local Loop (LLU) lines is demonstrated, reflecting the strong interest of the market. However, Greece, remains in the last positions of the EU25, as also stressed in the 10<sup>th</sup> Report of the European Commission.

High growth rates can be observed in the postal services sector. As regards the Courier services market, 2004 was marked by a significant increase in the volume of delivered postal items. Equally important was the increase in the volume of domestic mail within the Universal Service (US).

### 1.1. Telecommunication Services

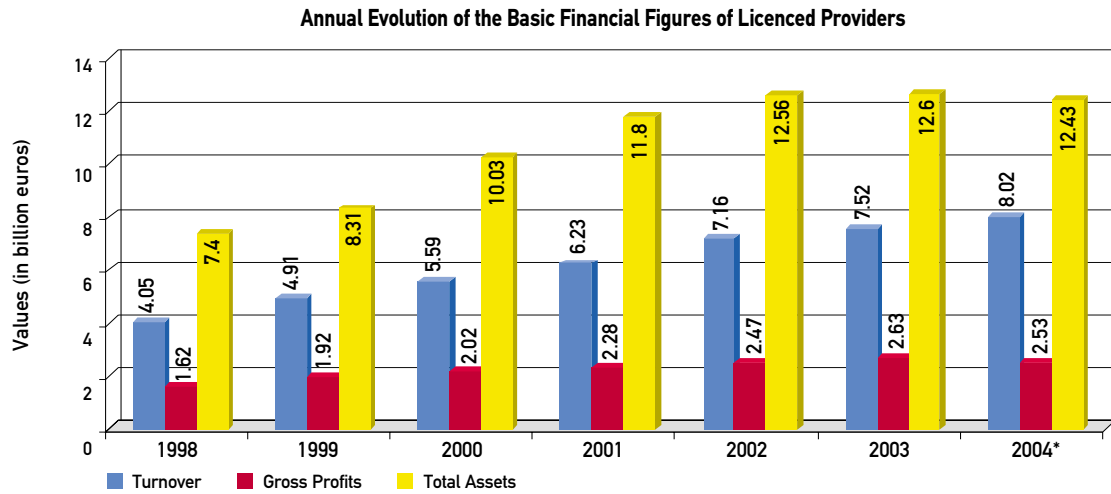
#### 1.1.1. Financial Figures of the Telecommunication Market

The specific financial overview of the Greek telecommunication market is based on the published balance sheets of licensed providers during 1998 - 2003. Especially, for 2004, the various financial figures are based on estimates, taking into consideration the quarterly statements released by those providers listed on the Athens Stock Exchange (ASE), as obliged by the relevant for Stock Exchange registered companies legislation. Moreover the overview is based on information collected by EETT on a six-month basis from licensed providers as regards turnover, investments, number of staff, etc.

The evolution of the Greek telecommunication market follows the general trends of the European market, as these are recorded in the 10<sup>th</sup> Report of the European Commission. More specifically, fixed telephony shows downward trends from 2002 on, which can be attributed (according to the Report) both to the compression of prices due to competition and the substitution of fixed telephony by mobile telephony.

On the contrary, mobile telephony keeps growing at stable rates. The total Greek market, as shown in Chart 1, measured on the basis of turnover, displayed an increase during the years 2003 - 2004 (5.1% for 2003 and anticipated 6.6% for 2004). It is estimated that in 2004 both gross profits and total assets remained, more or less, at the same levels as in 2003, with a slight decline of 3.6% and 1.4% respectively.

Chart 1



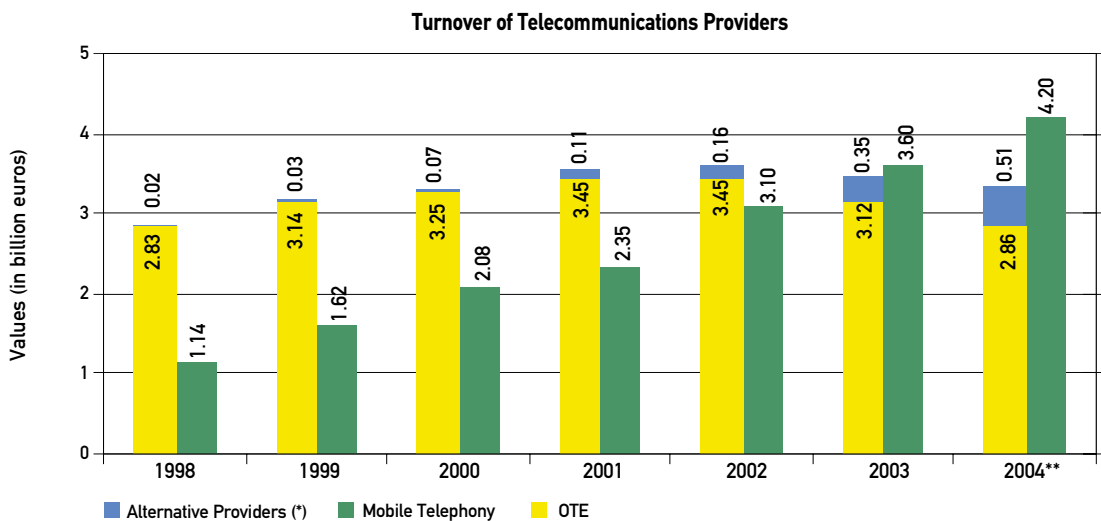
\* Estimation.

Source: EETT, based on published balance sheets

The evolution of the turnover (namely all revenues of a provider during a year) is shown in Chart 2. It is noted that, based on 2004 estimates, OTE revenues declined in comparison to alternative providers and Mobile Telephony Operators (MTOs). Therefore, the share of OTE in the entire telecommunication market (measured on the basis of turnover) was reduced to 36% for 2004 compared to 41% for 2003 and 55% for 2001 (Chart 3). Accordingly, the share of alternative

providers of fixed telephony was significantly increased, standing at 6% in 2004 compared to 2% in 2001. The MTO increased their share to 52% compared to 48% in 2003 and 38% in 2001, exceeding 50% for the first time. It should be noted that the turnover of MTO exceeded for the first time the turnover of OTE in 2003. This is in line with the status in Europe, as it is recorded in the 10<sup>th</sup> Report of the European Commission.

Chart 2



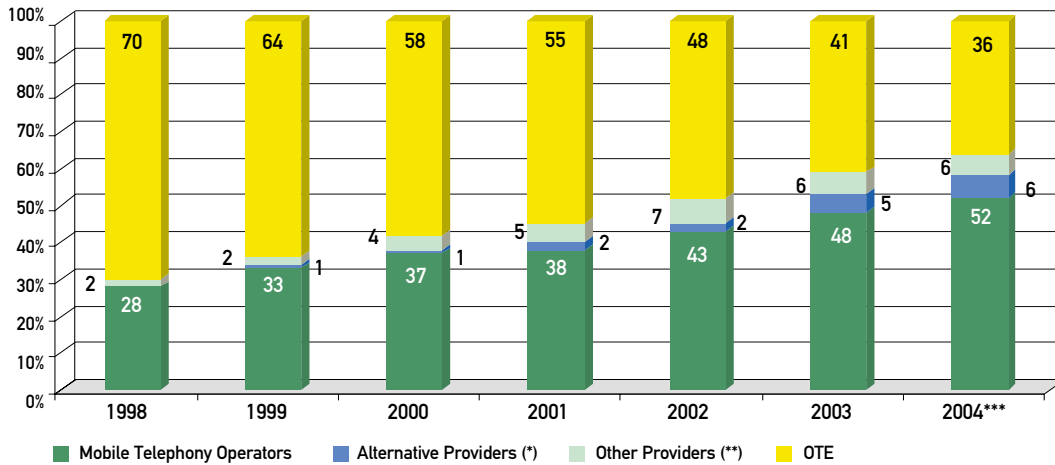
\* Only alternative providers under Individual Licences included.

\*\* Estimation.

Source: EETT, based on published balance sheets

Chart 3

Shares in the Telecommunication Market (based on Turnover)



\* Only alternative providers under Individual Licences included.  
 \*\* Satellite providers and providers under General Authorization.  
 \*\*\* Estimation.

Source: EETT, based on published balance sheets

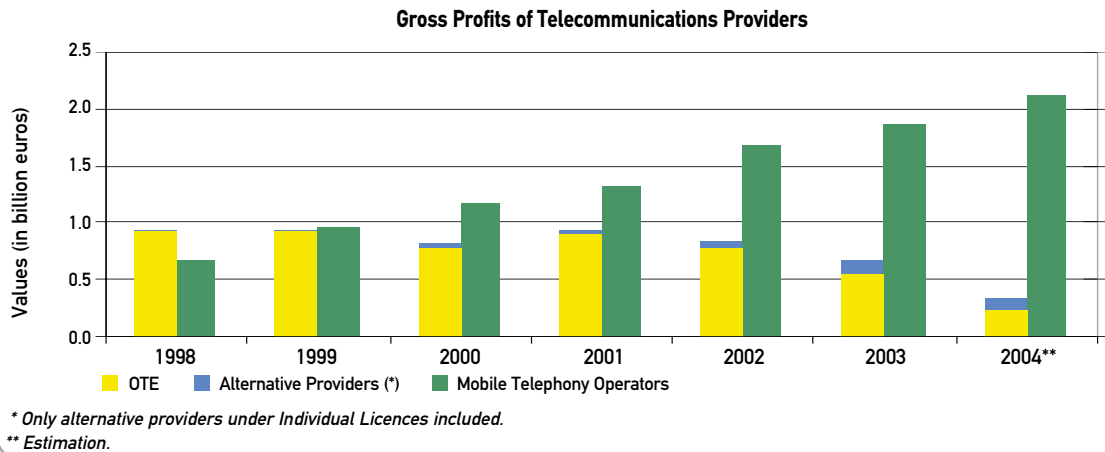
It should be also noted that over 90% of the telecommunications providers revenues originate from telecommunications services, while the remaining 10% comes from the marketing, installation and exploitation of telecommunications networks (according to the providers' answers to the bi-annually questionnaires of EETT).

The progress of gross profits (i.e. the difference between turnover and cost of goods sold) is in line with the turnover. As shown in Chart 4, MTOs gross profits displays a continuous and stable increase and is expected to exceed 2.1 billion euros for 2004. On the contrary, OTE gross profits continued to decline and they are estimated at 226 million euros in 2004 (compared to 552 million euros for 2003 and 773

million euros for 2002). It should be noted that the estimate of gross profits of OTE for 2004 is based on the following assumption: the annual rate of change in gross profits resulting from the published balance sheets for the nine-month period, equals the respective annual rate of change in gross profits based on balance sheets for the twelve-month period. The gross profit of alternative providers is expected to exceed 100 million euros being close to 2003 results (111 million euros).

The above progress of gross profits may be correlated to the low growth in the provision of access and broadband services, which (according to the 10<sup>th</sup> Report) is one of the main growth gears of the European telecommunication market.

Chart 4



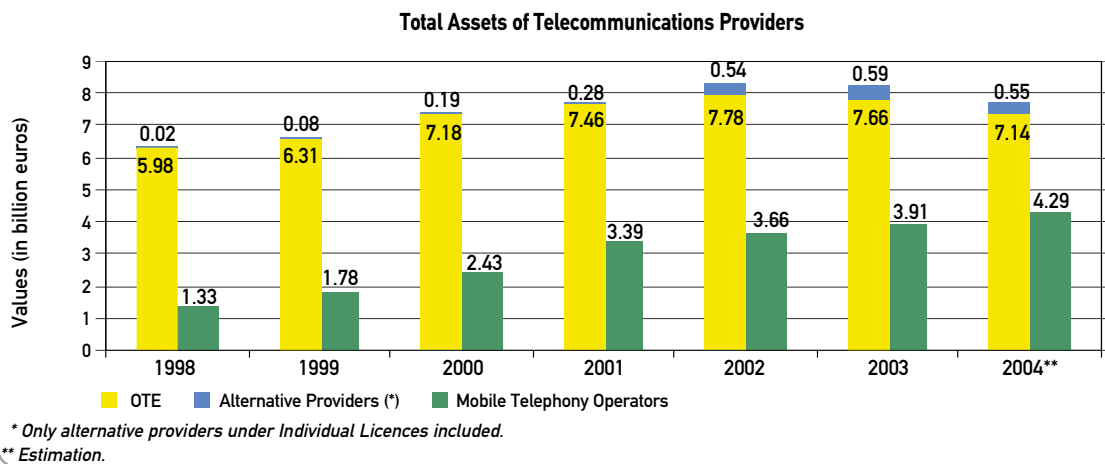
Source: EETT, based on published balance sheets

The evolution of assets (i.e. all funds of a provider and including fixed assets such as buildings, machinery, etc., as well as current assets such as cash, receivables, stock, etc.) is shown in Chart 5. OTE kept its far-leading position with estimated total assets at 7.14 billion euros for 2004, although it showed a slight decline compared to the 2003-2004 period. The MTOs kept developing their assets which are estimated at 4.3 billion euros in 2004 (compared to 3.9 billion euros for 2003). On the contrary, alternative providers, following the boom of 2002 (280 to 540 million euros), remained rather stable in the next

two years [585 million euros in 2003 and 550 million euros in 2004 (estimate)].

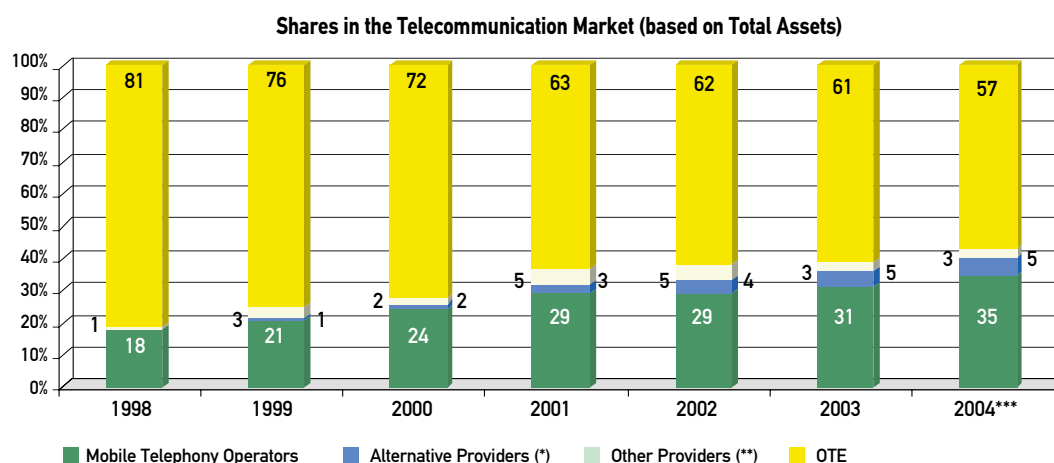
As shown in Chart 6, OTE retains more than 50% of the total assets of the market, even though its share declines 57% (estimate) for 2004 compared to 63% in 2001). This reduction is due to the increase of total assets mainly of MTOs, and secondly of alternative providers. It may also be attributed to possible transfer of assets by OTE to subsidiaries.

Chart 5



Source: EETT, based on published balance sheets

Chart 6



\* Only alternative providers under Individual Licences included.

\*\* Satellite providers and providers under General Authorization.

\*\*\* Estimation.

Source: EETT, based on published balance sheets

Table 1 summarizes the information on which the conclusions above are based.

Table 1

Evolution of Telecommunications Companies Financial Figures

Turnover (in billion euros)	1998	1999	2000	2001	2002	2003	2004***
OTE	2.83	3.13	3.25	3.45	3.45	3.12	2.86
Alternative Providers (*)	0.02	0.04	0.07	0.11	0.16	0.35	0.51
MTOs	1.14	1.62	2.08	2.35	3.10	3.60	4.20
Other Providers (**)	0.06	0.12	0.19	0.32	0.45	0.45	0.45
<b>Total</b>	<b>4.05</b>	<b>4.91</b>	<b>5.59</b>	<b>6.23</b>	<b>7.16</b>	<b>7.52</b>	<b>8.02</b>
Gross Profits (in billion euros)							
OTE	0.93	0.91	0.78	0.89	0.77	0.55	0.23
Alternative Providers (*)	0.01	0.01	0.03	0.04	0.06	0.11	0.10
MTOs	0.67	0.96	1.17	1.33	1.67	1.88	2.12
Other Providers (**)	0.01	0.04	0.04	0.02	-0.03	0.09	0.08
<b>Total</b>	<b>1.62</b>	<b>1.92</b>	<b>2.02</b>	<b>2.28</b>	<b>2.47</b>	<b>2.63</b>	<b>2.53</b>
Total Assets (in billion euros)							
OTE	5.98	6.31	7.18	7.46	7.78	7.66	7.14
Alternative Providers (*)	0.02	0.08	0.19	0.28	0.54	0.59	0.55
MTOs	1.33	1.78	2.43	3.39	3.66	3.91	4.29
Other Providers (**)	0.07	0.14	0.23	0.67	0.58	0.44	0.45
<b>Total</b>	<b>7.40</b>	<b>8.31</b>	<b>10.03</b>	<b>11.80</b>	<b>12.56</b>	<b>12.60</b>	<b>12.43</b>

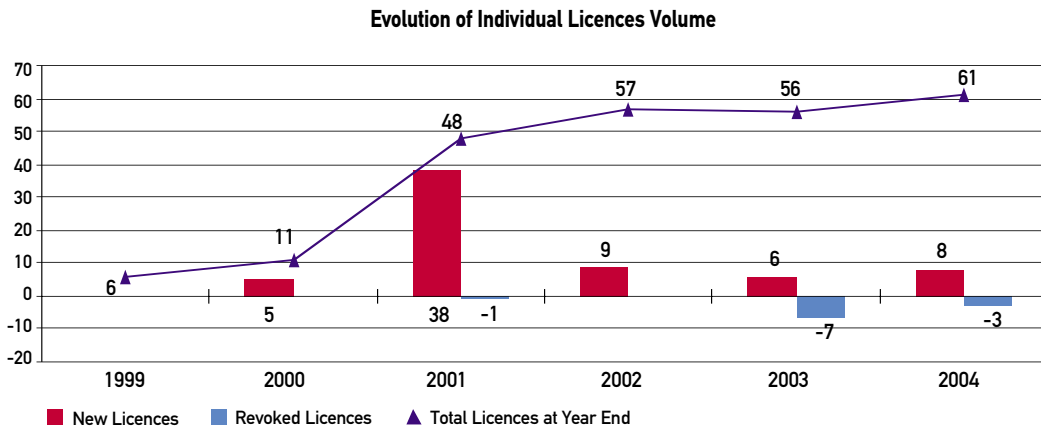
\* Only alternative providers under Individual Licences included.

\*\* Satellite providers and providers under General Authorization.

\*\*\* Estimation.

Source: EETT, based on published balance sheets

Chart 7



Source: EETT

### 1.1.2. Licensing

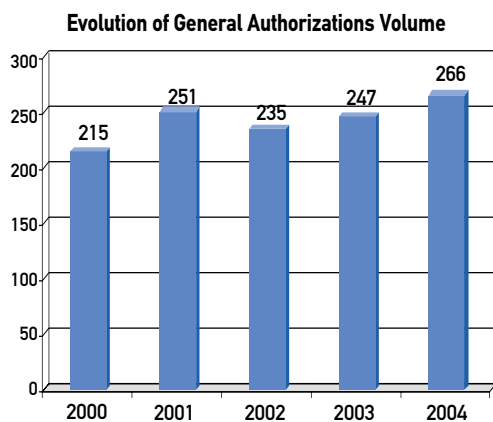
Charts 7 and 8 present the annual growth of licensed providers (holders of Individual Licences as well as of General Authorizations). Starting from the beginning of 2001 till the end of 2004, Chart 7 reflects market potential in terms of Individual Licences. After 2001, when the main volume of Individual Licences was granted, some new Individual Licences are granted every year, corresponding to 10% to 20% of existing ones.

Furthermore, Table 2 illustrates the number of Individual Licence holders per activity, by the end of 2004.

It is noted that the Individual Licence is required for the installation of telecommunications networks through public areas (rights of way) and the provision of telecommunications services, through the use of scarce resources (i.e. numbers or frequencies). In this context, a provider may hold Individual Licences for different activities (Table 2). A General Authorization is required to perform any telecommunications activity not falling in the scope of the Individual Licence.

It should be stressed that according to the new European legislative framework the specific regime of General and Individual Licences is repealed. Transposition of the European legislation into the Greek legislation is expected during 2005.

Chart 8



Source: EETT

Table 2

**Number of Providers holding Individual Licence  
(per Activity, on 31-12-2004)**

Activity	Number of Providers
Voice Telephony and Fixed Network Development	12
Voice Telephony	13
Fixed Network Development	2
Satellite	11
2 <sup>nd</sup> Generation Mobile Telephony	4
3 <sup>rd</sup> Generation Mobile Telephony	3
TETRA	1
W – LAN	6

Source: EETT

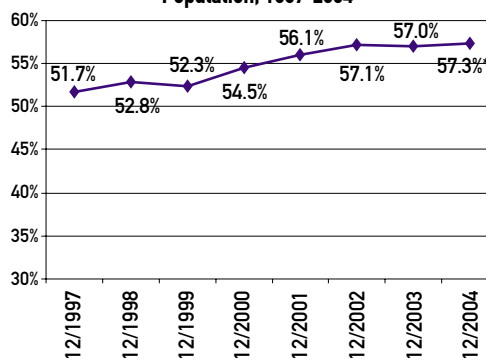
### 1.1.3. Retail Services

#### i. Access to the Public Switched Telephone Network

In 2004, access of the Greek population to the Public Switched Telephone Network (PSTN) (measured in lines equivalent to 64 Kb/s), remained at stable levels compared to the two previous years (Chart 9 and Table 3), with the relevant share of OTE exceeding 99%. The annual evolution in PSTN and ISDN lines volume is shown in Chart 10. A gradual increase of ISDN lines as opposed to PSTN lines can be observed.

Chart 9

Penetration of PSTN Lines and ISDN Channels in Greek Population, 1997-2004



\* Estimation.

Source: EETT, based on figures of licensed providers

Table 3

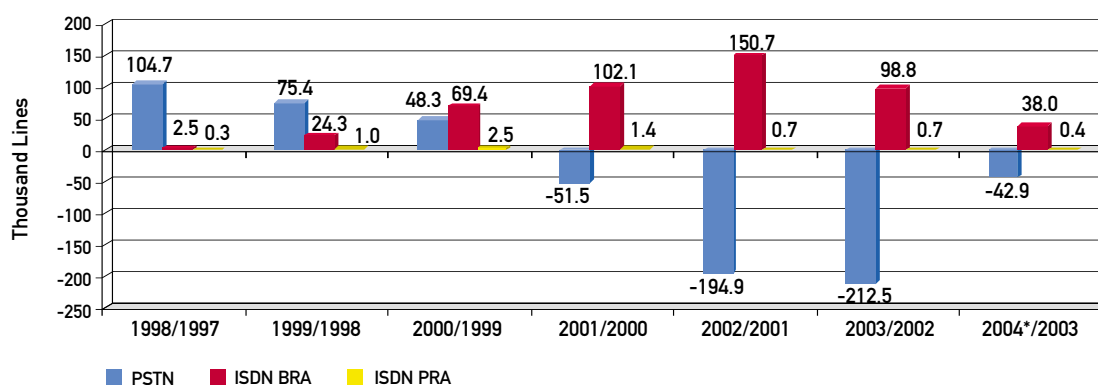
Access Lines to the Public Telephone Network (Lines in Operation)

	Dec. 1998	Dec. 1999	Dec. 2000	Dec. 2001	Dec. 2002	Dec. 2003	Dec. 2004 (Estimation)
PSTN	5,535,521	5,610,931	5,659,274	5,607,726	5,412,842	5,200,368	5,157,503
ISDN BRA	3,258	27,542	96,972	199,033	349,751	448,542	486,508
ISDN PRA	448	1,478	3,946	5,385	6,048	6,766	7,126
Penetration	52.8%	52.3%	54.5%	56.1%	57.1%	57.0%	57.3%

Source: EETT, based on figures of licensed providers

Chart 10

Changes in (operating) Access Lines Volume (Absolute Numbers)



\* Estimation.

Source: EETT, based on figures of licensed providers

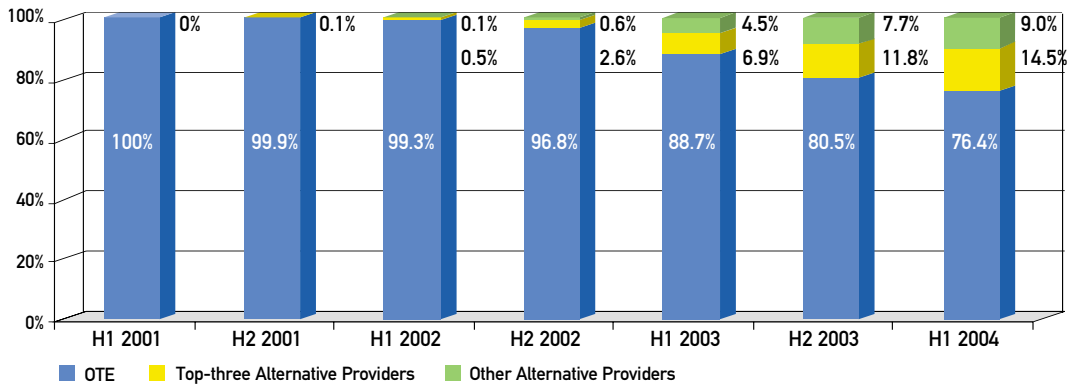
ii. Fixed Telephony

The competition in the fixed telephony services is enhanced, as shown by the increasing share maintained by the alternative providers (Chart 11). This share, is measured based on the volume of local, national, international and calls to mobile (except dial-up calls) and it reached for the first semester of 2004 at 23.6%. 60% of that share has been attracted by the three top alternative providers<sup>1</sup> (based on traffic data).

Chart 12 presents the evolution of the OTE share on outgoing telephone traffic<sup>2</sup>, for the various types of calls. In all types of calls, alternative providers increased their shares (except for the dial-up calls in which OTE maintains its monopoly status). More specifically, high attraction has been achieved, as demonstrated, in international calls (39%) followed by long-distance calls (31%) and calls to mobiles (29%).

Chart 11

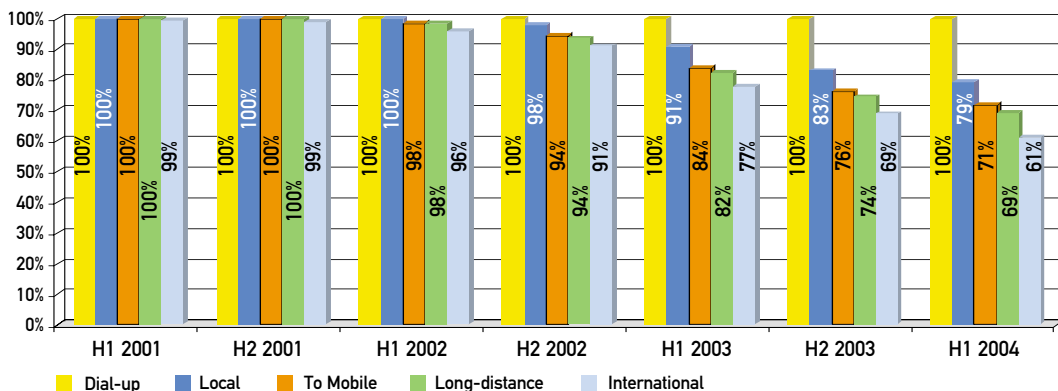
Evolution of Fixed Telephony Market Shares based on Outgoing Calls Volume (except Dial-up Calls)



Source: EETT, based on figures of licensed providers

Chart 12

OTE Market Shares based on Outgoing Calls Volume (Various Types of Calls)



Source: EETT, based on figures of licensed providers

<sup>1</sup> Reference to the percentage of the three top providers serves as an indication of market concentration and does not imply the existence of significant differentiation (in terms of customer base) among the 3<sup>rd</sup>, 4<sup>th</sup>, 5<sup>th</sup>, etc. providers.

<sup>2</sup> Prepaid card calls not included (except for international calls case).

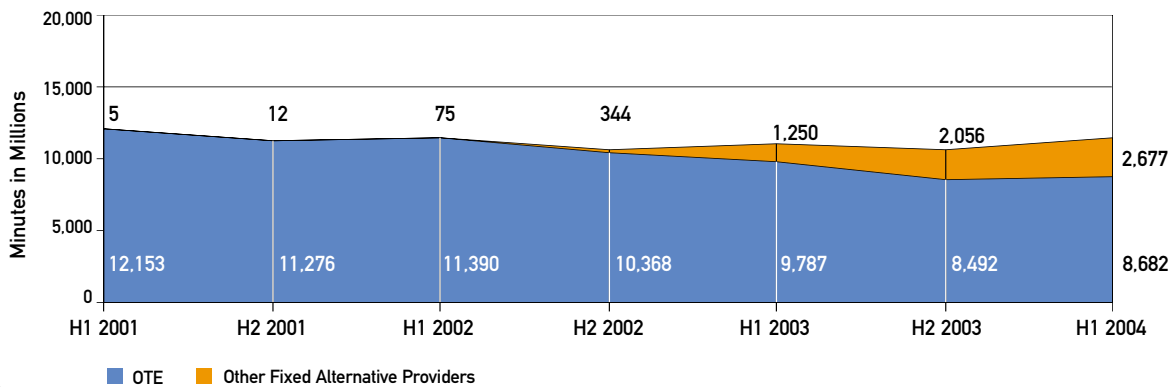
The evolution in time of the fixed telephony call-minutes volumes for OTE as well as the alternative providers is presented in Charts 13 and 14. Chart 13 includes local, national, international and calls to mobiles excluding dial-up calls. Chart 14 refers to

the same call-minutes volumes including dial-up calls.

These Charts show a significant raise in the traffic of alternative providers since 2002 and a continuous decline of OTE since 2001.

**Chart 13**

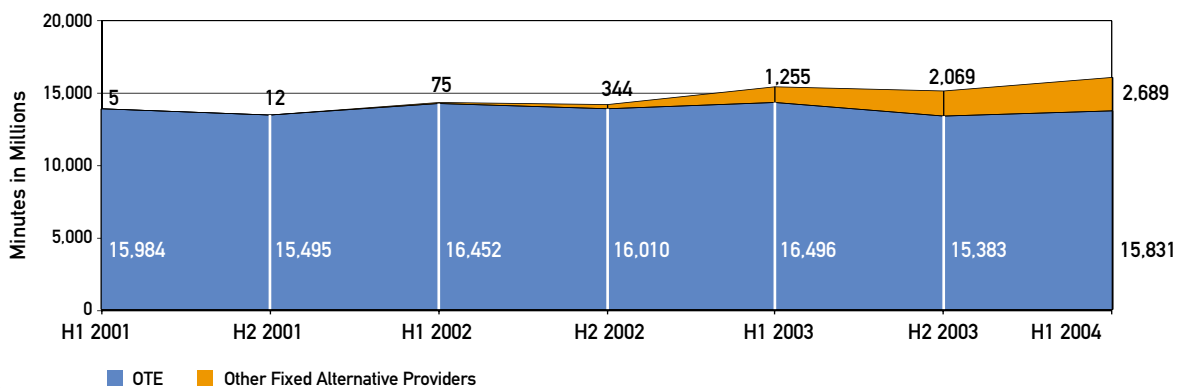
**Evolution of Outgoing Calls Volume (Fixed Phone Originating, except Dial-up Calls)**



Source: EETT, based on figures of licensed providers

**Chart 14**

**Evolution of Outgoing Calls Volume (Fixed Phone Originating, including Dial-up Calls)**

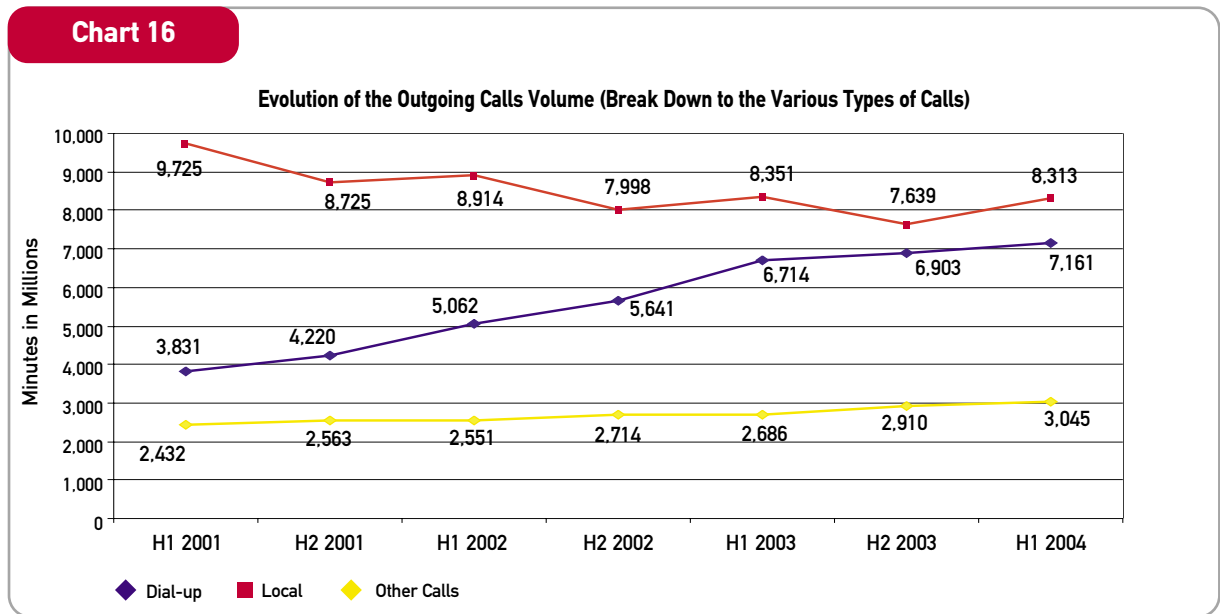
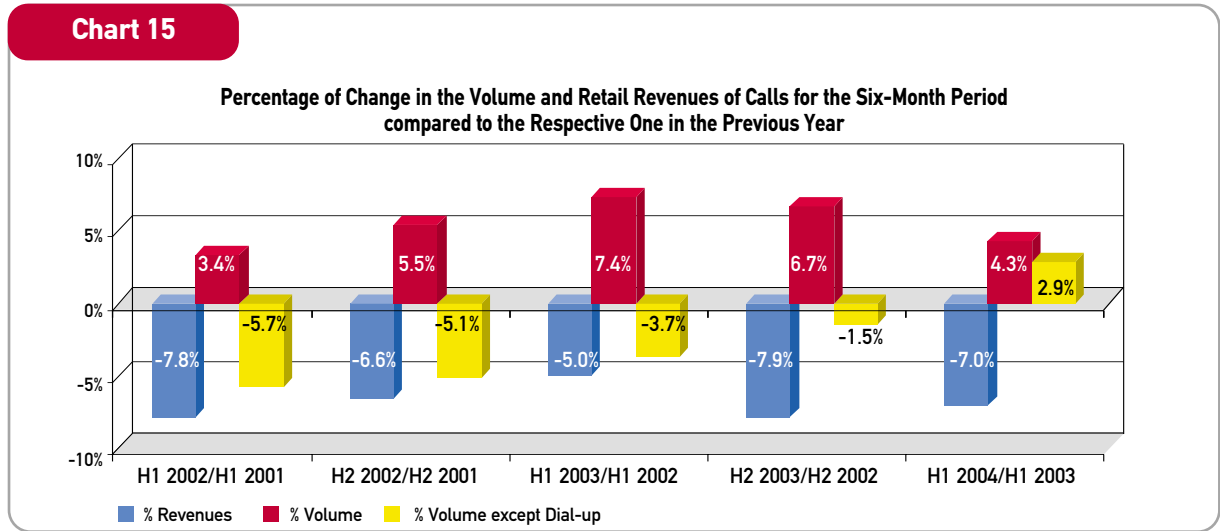


Source: EETT, based on figures of licensed providers

Chart 15 presents the rate of evolution of some significant data. These are the retail revenues, the call-minutes volume including dial-up calls and the call-minutes volume excluding dial-up calls sampled bi-annually. Each one of the above parameters is compared to the previous year corresponding value. A steady decline in the revenues and an upward trend in traffic is demonstrated. The latter is attributed to the

dial-up traffic. For traffic excluding dial-up, it is worth noting the increase for H1/2004 compared to H1/2003.

The allocation of the fixed-originating traffic volume to the various type of calls is shown in Table 4 and Chart 16. The 85% of the total traffic is apportioned to the low price calls (dial-up, local).



**Table 4**

**Evolution of the Outgoing Calls Volume from a Fixed Telephone (Break Down to the Various Types of Calls, in Millions of Minutes)**

Calls	H1 2001	H2 2001	H1 2002	H2 2002	H1 2003	H2 2003	H1 2004
Local	9,725	8,725	8,914	7,998	8,351	7,639	8,313
Dial-up	3,831	4,220	5,062	5,641	6,714	6,903	7,161
Long-distance	1,152	1,188	1,178	1,218	1,237	1,312	1,375
International	337	381	388	422	417	459	478
To mobile	943	994	985	1,074	1,032	1,138	1,193
Total except dial-up	12,158	11,288	11,465	10,712	11,037	10,548	11,359
<b>Total</b>	<b>15,988</b>	<b>15,507</b>	<b>16,527</b>	<b>16,353</b>	<b>17,751</b>	<b>17,452</b>	<b>18,520</b>

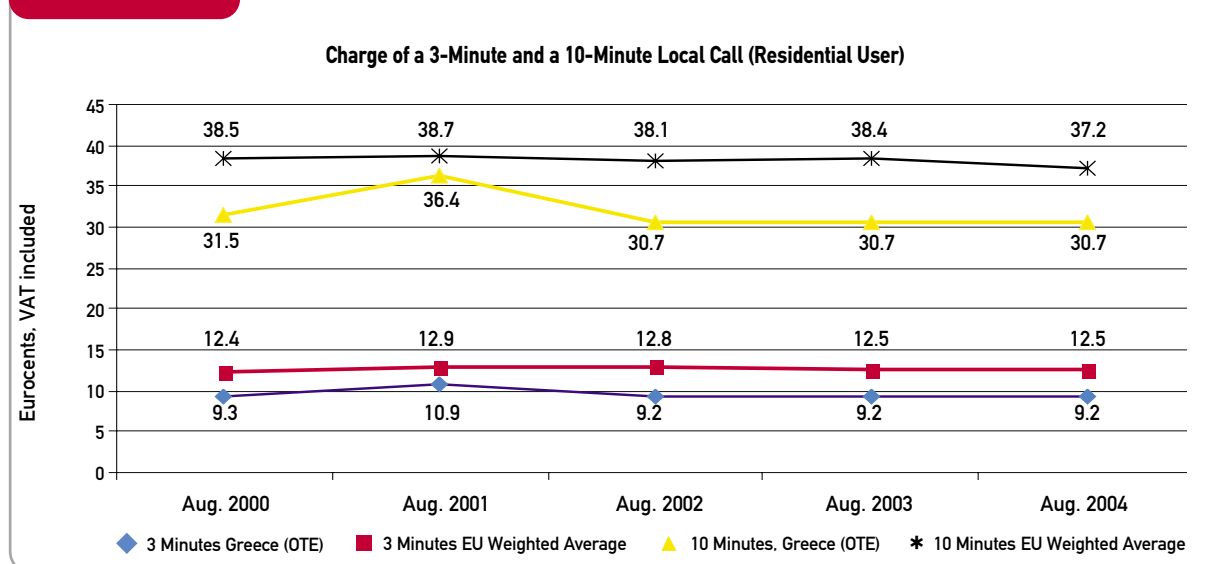
Source: EETT, based on figures of licensed providers

### iii. Fixed Telephony Tariffs

Competition reinforcement resulted to further price reduction in fixed telephony (subsection 2.2.1.). Charts 17 and 18 present the evolution of the charge of a Greek residential user (OTE) compared to the EU (weighted average of former state monopolies in

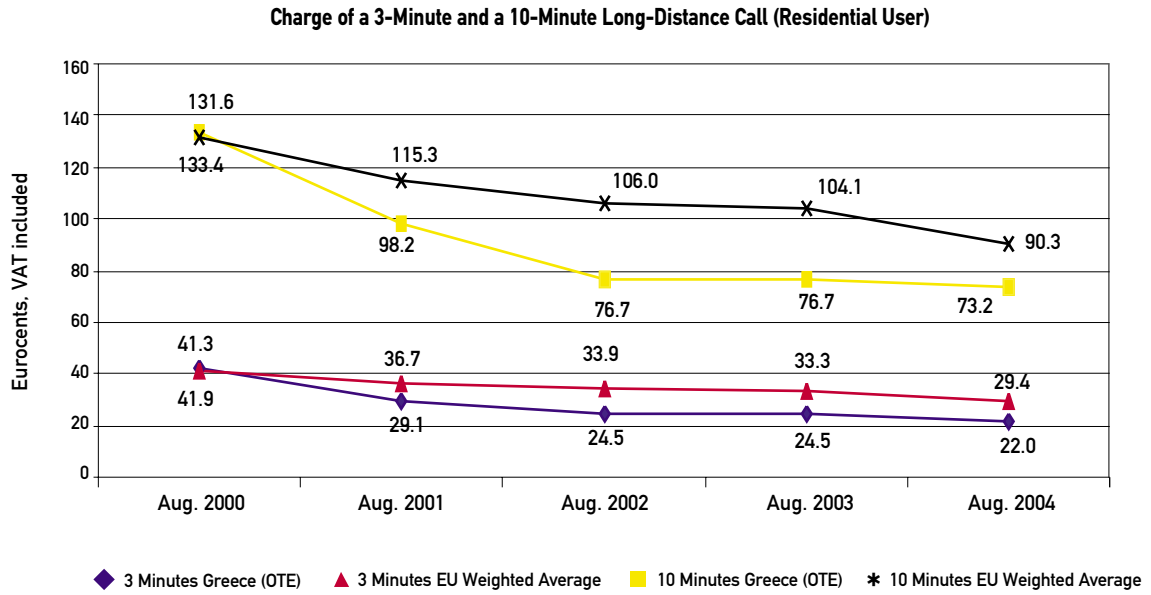
the member states of the EU). The comparison is performed regarding a 3-minute and a 10-minute local and long-distance calls in the peak-hour. More specifically, in Chart 18 it can be observed that since August 2000, the cost of long-distance calls has been reduced almost at half.

**Chart 17**



Source: EETT and 10<sup>th</sup> Report of the European Commission

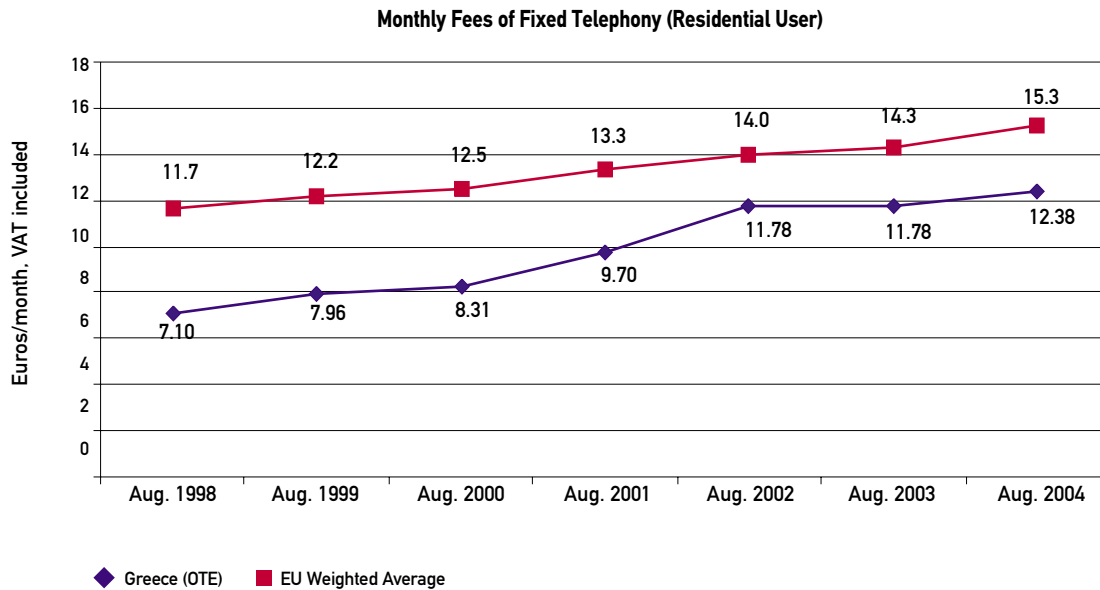
**Chart 18**



Source: EETT and 10<sup>th</sup> Report of the European Commission

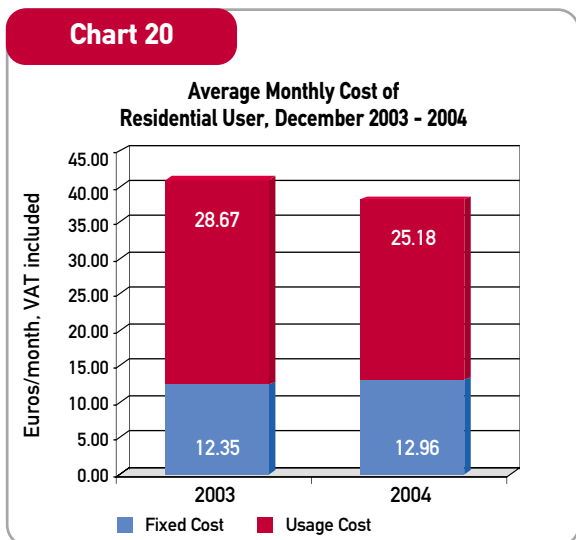
As shown in Chart 19 and opposed to the above data, monthly fees for residential users kept increasing, though they are significantly lower than the EU weighted average.

**Chart 19**

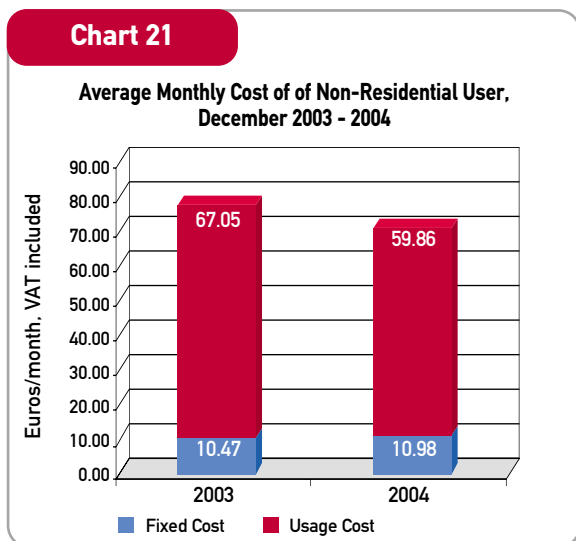


Source: EETT and 10<sup>th</sup> Report of the European Commission

These changes in fixed telephony tariffs led to the reduction of the average monthly cost for both residential and non-residential users in 2004 (Charts 20 and 21).



Source: EETT, based on OECD methodology



Source: EETT, based on OECD methodology

The data results of the above charts are based on a methodology used both by the EU and the Organization of Economic Cooperation and Development (OECD) for international tariff

comparisons. According to this methodology, the average cost is specified on the basis of a "bunch" of calls, which is defined by OECD, taking into account the basic tariff of the incumbent telecommunication provider of each member state.

Based on the specific methodology, the annual residential user cost includes: a) The fixed cost that contains fixed fee and installation fee for a new connection (depreciated in a 5 years-time) VAT included and b) usage cost, i.e. variable cost, which is related to 1,200 national calls to fixed phones, 120 calls to mobile phones (i.e. 10% of the call-volume to fixed phones) and 72 international calls (i.e. 6% of the call-volume to fixed phones).

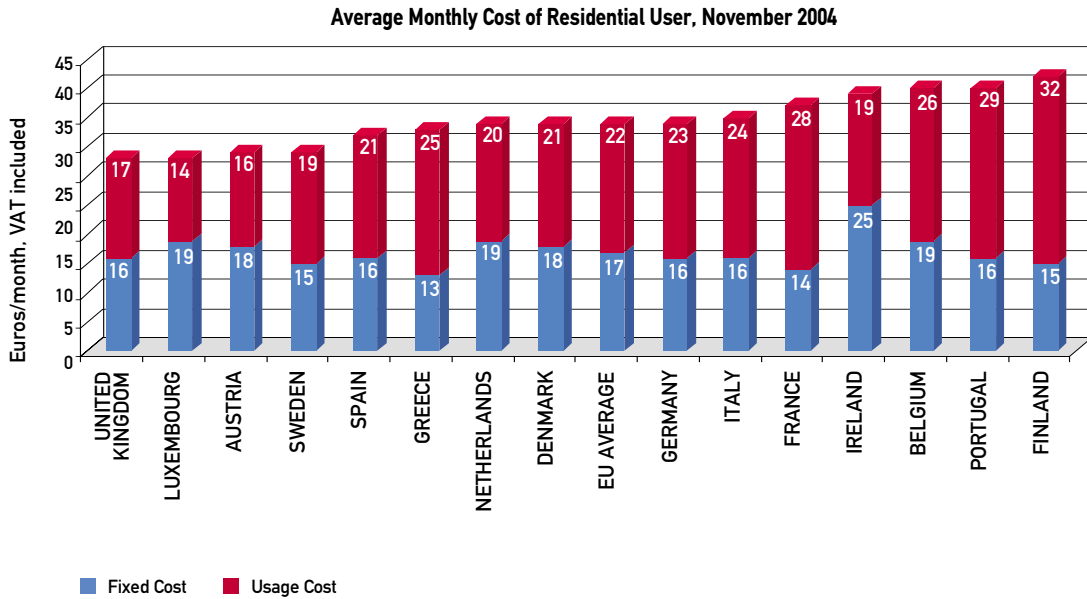
Regarding the non-residential user, the annual cost includes: a) The fixed cost, that contains fixed and installation fees for a new connection (depreciated in 5 years), VAT excluded, and b) the usage cost, which is related to 3,600 national calls to fixed phone, 360 calls to mobile phone and 216 international calls.

Charts 22 and 23 present a comparison between EU member states with respect to the average monthly cost for a residential and a non-residential user of fixed telephony respectively. The cost in Greece is significantly lower than the average European one both for the residential (6<sup>th</sup> more advantageous member state in 2004 from 10<sup>th</sup> in 2003) and for the non-residential users (4<sup>th</sup> most advantageous member state in 2004 from 6<sup>th</sup> in 2003).

This favorable image is differentiated taking into account the Purchasing Power Parities<sup>3</sup> of each member state. In this case (Charts 24 and 25), Greece is placed at the 13<sup>th</sup> position for residential user cost and 8<sup>th</sup> for non-residential user cost (in 2003 it held the 14<sup>th</sup> and 9<sup>th</sup> position respectively).

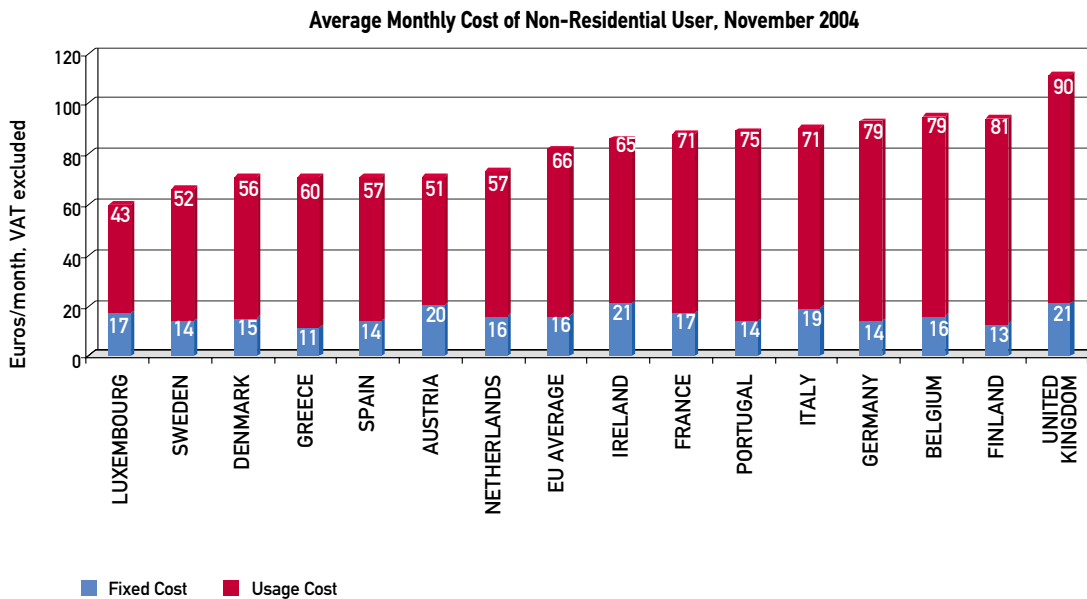
<sup>3</sup> OECD Issue, December 2004 (September 2004 prices).

**Chart 22**



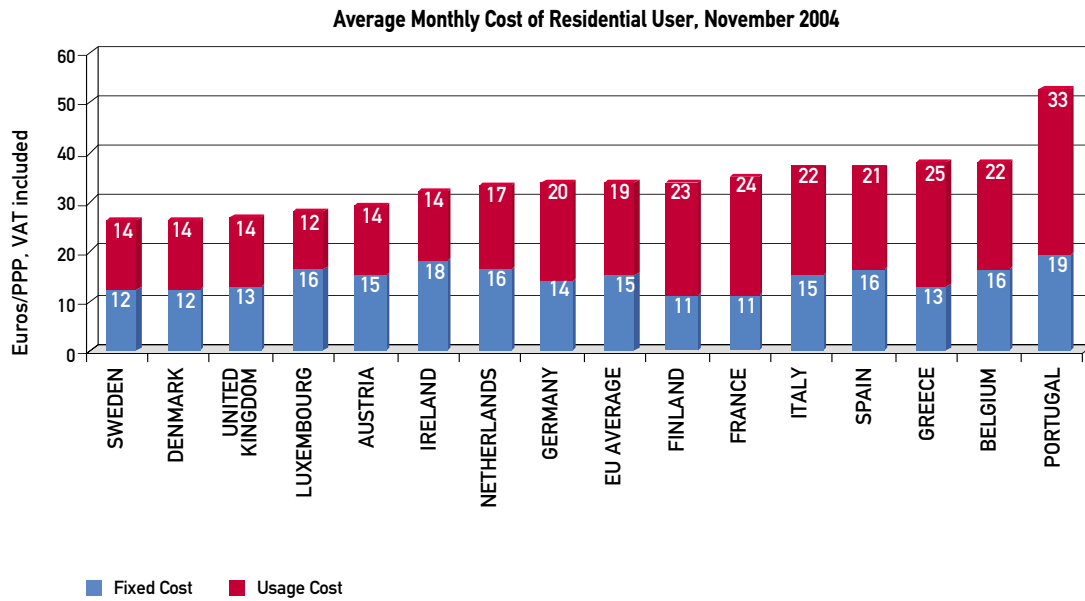
Source: EETT, based on OECD methodology

**Chart 23**



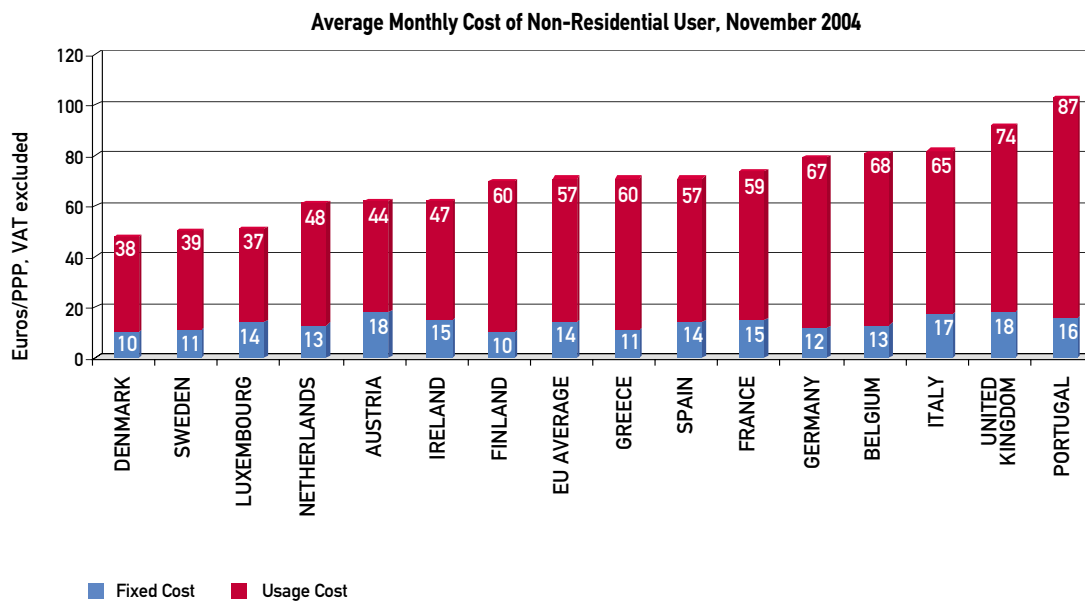
Source: EETT, based on OECD methodology

Chart 24



Source: EETT, based on OECD methodology

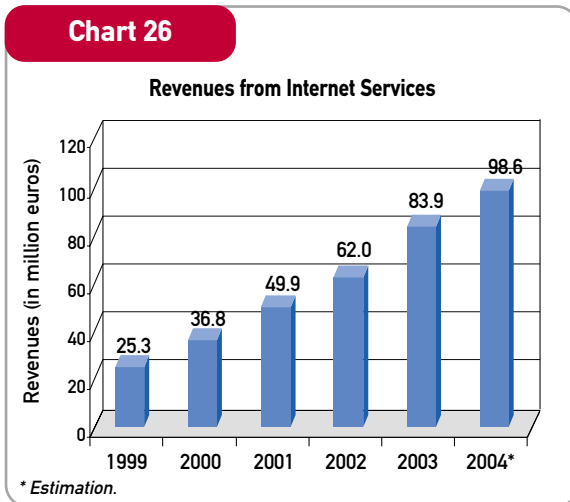
Chart 25



Source: EETT, based on OECD methodology

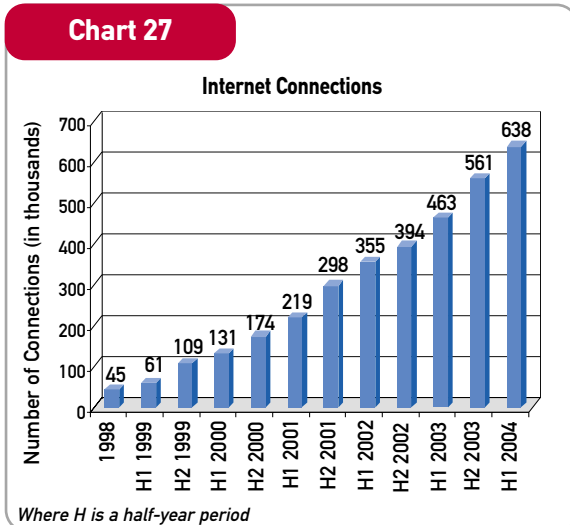
**iv. Internet**

Based on information collected from licensed providers, the Internet market in Greece keeps growing. The total retail revenues of the licensed providers that originate from Internet services are estimated at 100 million euros for 2004, showing an increase of 17% compared to 2003 (Chart 26).



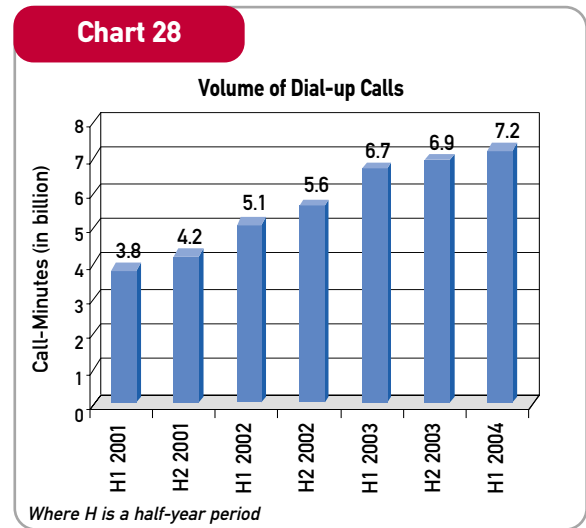
Source: EETT, based on figures of providers

This increase is aligned to the upward trend of Internet connections reported by the licensed providers. The Internet connections were 638,000 by the end of the first semester of 2004, while they were 561,000 by the end of 2003 and 394,000 by the end of 2002 (Chart 27).



Source: EETT, based on figures of providers

Moreover, an increase in the volume of dial-up call-minutes to the Internet was performed reaching at 7.2 billion minutes by the first semester of 2004, compared to 6.9 billion minutes for the second semester of 2003 (Chart 28).



Source: EETT, based on figures of providers

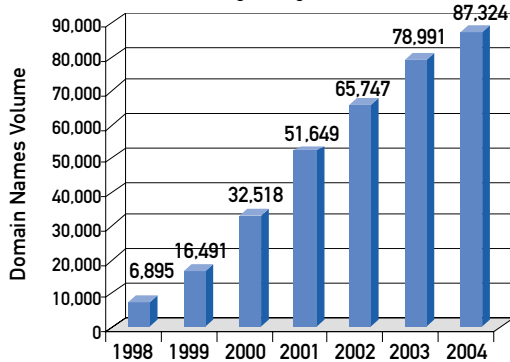
**Domain Names holding the [.gr] Suffix**

The volume of the Domain Names holding the [.gr] suffix kept increasing during 2004 (87,324 on 31<sup>st</sup> December 2004 compared to 78,991 on 31<sup>st</sup> December 2003) but at lower rates compared to the previous years. This is attributed to the cleansing of unused Names, which was performed in the first semester of 2004 and resulted in the deletion of about 20,000 Names.

The volume of the new Domain Names assigned during 2004 were 32,871 (subsection 2.2.5.).

**Chart 29**

**Evolution of the Volume of Assigned Domain Names holding the [.gr] Suffix**



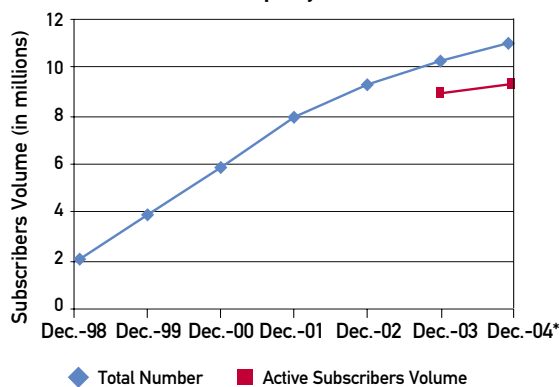
Source: Foundation for Research and Technology Hellas-Institute of Computer Science (FORTH – ICS)

**v. Mobile Telephony**

The upward course of the MTOs is attributed mainly to the high penetration of mobile telephony in Greece, that reached the 84.4% (in country population). The specific rate is calculated on the basis of active subscribers number which reached 9.3 millions, compared to 8.9 millions in 2003 (Chart 30).

**Chart 30**

**Evolution of Mobile Telephony Subscribers Volume**



\* The volume of active subscribers for 2004 is based on an estimation, due to the non-provision of data by TIM HELLAS

Source: EETT, based on figures of MTOs

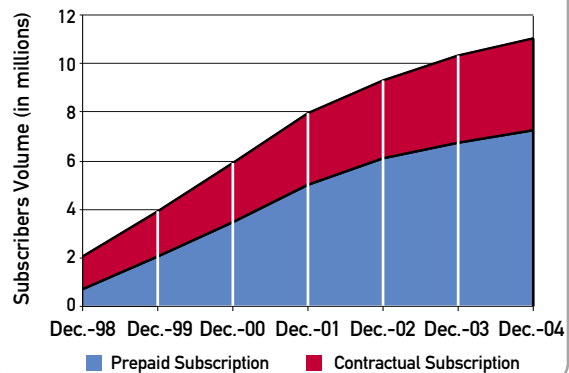
It should be clarified that the term "active subscribers" refers to all subscribers under contract or prepaid status, that have contributed to the generation of income during the last three months. The specific income may be either retail (call or SMS/ MMS etc.) or wholesale (call reception or SMS/ MMS etc.).

Chart 31 shows the evolution of the total number of subscribers as it is broken down to prepaid and contract customers. The percentage of the prepaid subscribers has reached 66% in 2004.

The allocation of the total number of subscribers to each MTO is shown in Chart 32.

**Chart 31**

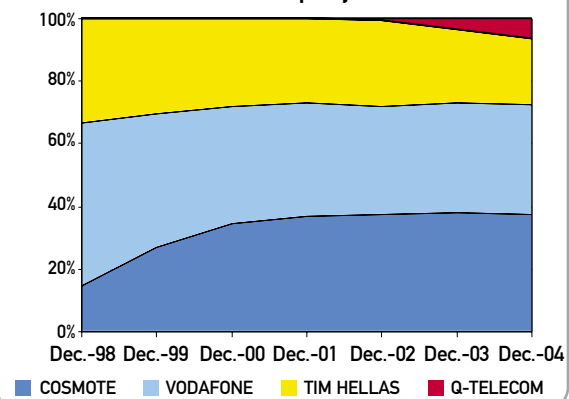
**Evolution of the Contract/ Prepaid Customers Volumes**



Source: EETT, based on figures of MTOs

**Chart 32**

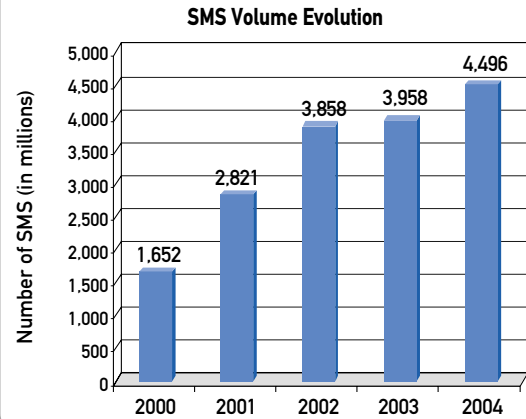
**MTOs Shares in the Mobile Telephony Subscribers' Volume**



Source: EETT, based on figures of MTOs

A significant rise in the volume of Short Message Service (SMS) has been observed, as 4.5 billion messages were sent during 2004 with a 13.6% increase of compared to 2003 (Chart 33). It is worth mentioning the emerging market of Multimedia Message Service (MMS) which reached 27 million messages during 2004 (compared to 6.7 million MMS during 2003).

**Chart 33**



Source: EETT, based on figures of MTOs

### 1.1.4. Interconnection

#### i. Fixed Telephony

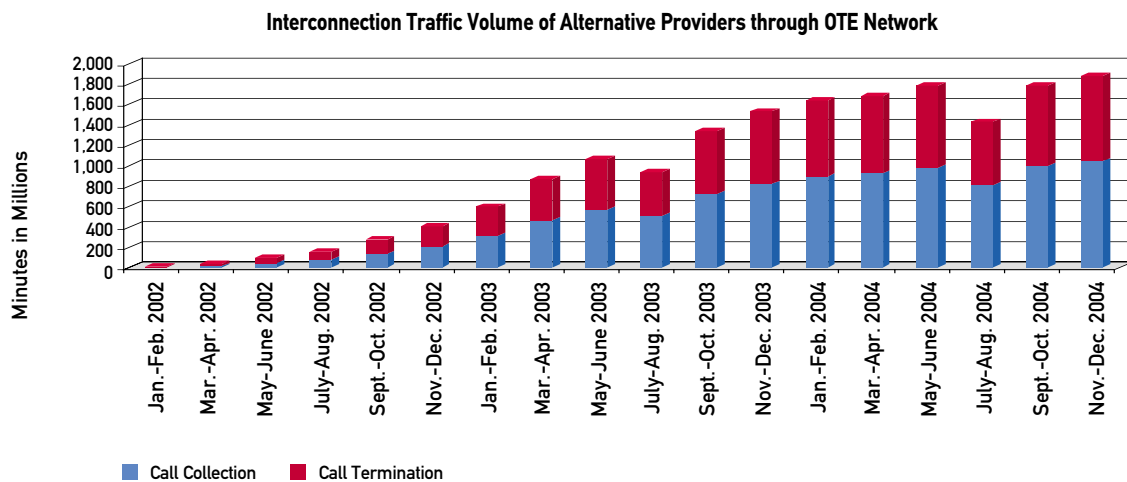
Chart 34 presents the evolution of Interconnection volume. This volume includes: calls collection from the OTE network and calls termination to the OTE network, on behalf of fixed telephony alternative providers.

fixed telephony market. More specifically, the annual change (2004 - 2003) for the call collection reached 67%, while call termination 54%.

Both calls collection and termination showed a rapid increase, which reflects the higher competition in the

The reduction of termination calls fees, which is discussed in subsection 4.1.1., is expected to strengthen competition even more and lead to a further growth of Interconnection traffic.

**Chart 34**



Source: EETT, based on figures of licensed providers

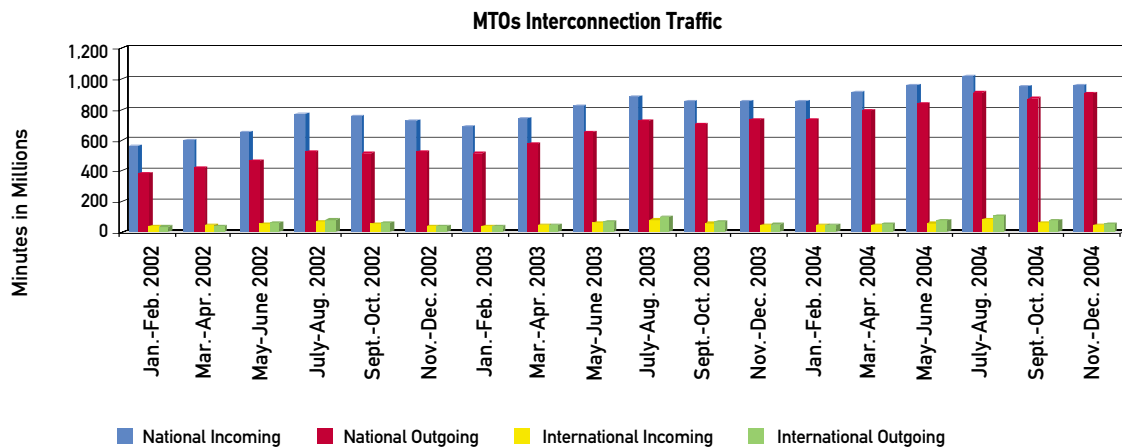
ii. Mobile Telephony

During 2004, the Interconnection traffic for MTOs showed a significant increase, as demonstrated in Chart 35. The specific chart presents the national and international Interconnection traffic (incoming and outgoing) for the four MTOs. National incoming traffic is the total traffic terminating to the network of each MTO, originating from the networks of other domestic MTOs and fixed telephony providers (OTE and alternative ones). Similarly, the national outgoing traffic is the total

traffic originating from the network of each MTO and terminates to the other domestic MTOs and fixed telephony providers (OTE and alternative ones). Likewise, International incoming and outgoing traffic refers to the total traffic which originates from or terminates to international providers.

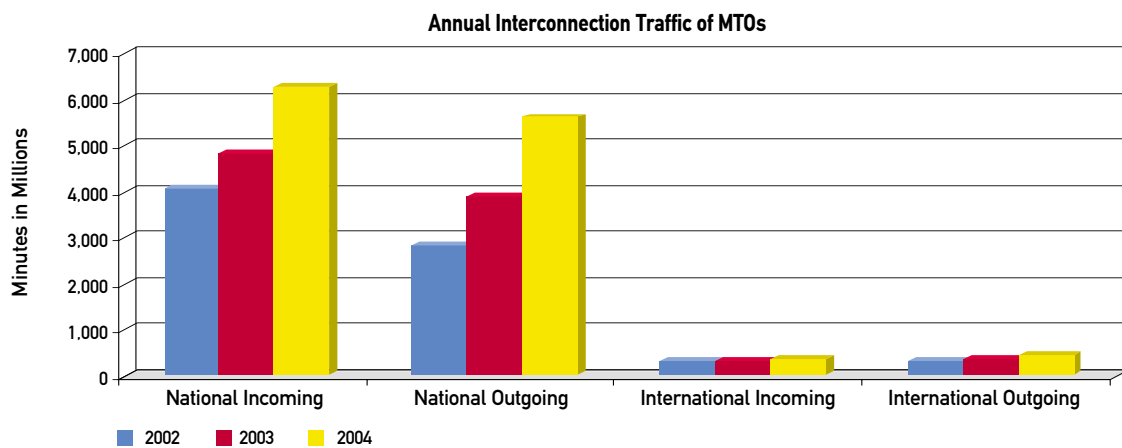
Chart 36 presents the yearly evolution of the aforementioned types of Interconnection traffic illustrating the continuous increase in Interconnection traffic from 2002 to 2004.

Chart 35



Source: EETT, based on figures of MTOs and OTE

Chart 36



Source: EETT, based on figures of MTOs and OTE

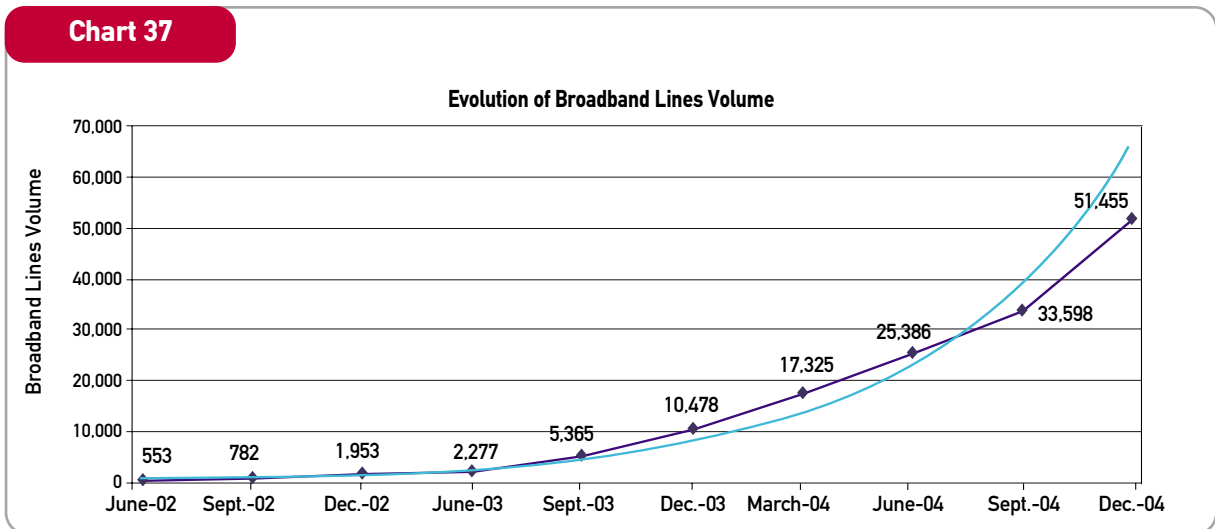
The recent fee reduction for fixed to mobile call termination (released on 1<sup>st</sup> October 2004, see subsection 4.1.1.) is expected to further assist the Interconnection traffic increase.

## 1.1.5. Broadband Services

### i. Broadband Lines

Broadband access was launched in 2003 and it was significantly accelerated during 2004 (Chart 37). More specifically, the number of broadband lines was doubled in the last semester of 2004 and went 5 times up since the beginning of the year. However, this development does not compensate for the significant lag of Greece with respect to the other EU member states (subsection 4.3.1.).

Chart 37



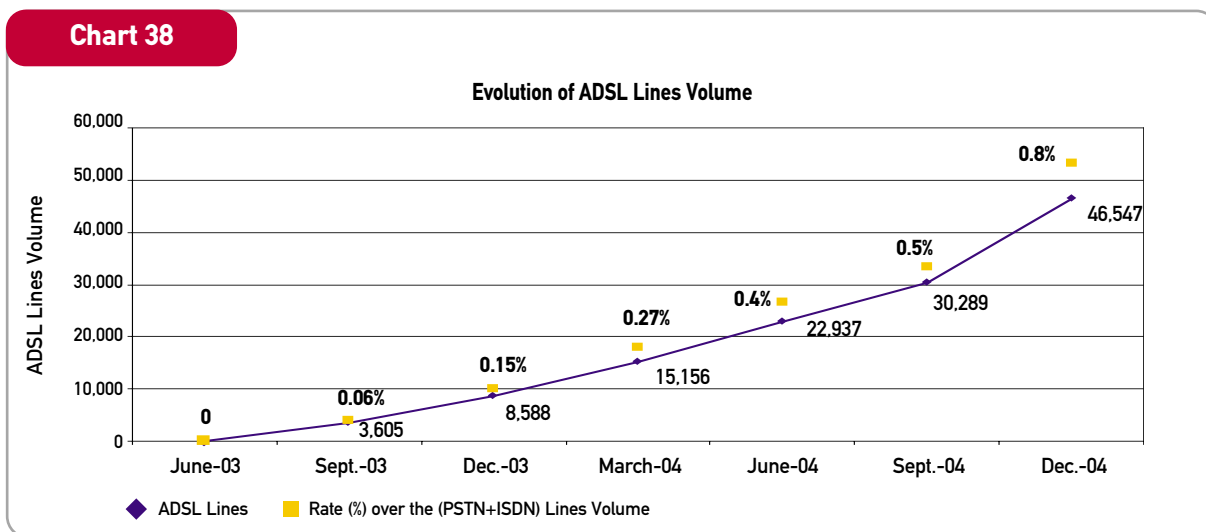
Source: EETT, based on figures of licensed providers

### ii. ADSL Access

During 2004, a rapid increase of the number in ADSL lines was noted. This increase was more than double during the second semester, while since the beginning of the year it has increased five times (Chart 38).

In Table 5 the evolution of the ADSL lines volume is presented. The specific volumes are broken down to the various types of lines i.e. retail lines provided by OTE or alternative operators and full/shared LLU lines.

**Chart 38**



Source: EETT, based on figures of OTE

It is worth noting that the average rate of the ADSL lines over the basic telephone lines in EU exceeded the 10% in July 2004.

**Table 5**

	Number of OTE ADSL Lines	Number of ADSL of Alternative Providers	Number of Full Access LLU Lines	Number of Shared Access LLU Lines	Total ADSL Lines
31-12-2003	7,159	774	650	5	8,588
31-03-2004	12,958	1,419	769	10	15,156
30-06-2004	19,789	2,056	932	160	22,937
30-09-2004	25,680	2,974	1,158	477	30,289
31-12-2004	37,930	5,902	1,787	928	46,547

### iii. Unbundled Access to the Local Loop

LLU grew in terms of the line volume, especially in the second half of 2004. As a result of this growth, the number of LLU lines reached at 2,715 by the end of 2004, compared to 655 by the end of 2003 (Chart 39). It should also be stressed that, while until March 2004 there were no Shared Access LLU lines, by the end of 2004 there were 928 lines. The specific development denotes the increasing interest of the alternative providers in LLU as well as the constructive effects of the respective EETT interventions.

The recent modification of LLU fees (subsection 4.3.2.) is expected to further reinforce the LLU market growth.

## 1.2. Postal Services

### 1.2.1. The Courier Services Market

The Courier Services market in Greece keeps growing at high rates. This can be confirmed by the increase in market figures, such as the volume of postal items handled and the number of the sector's employees.

In total, the number of undertakings operating in the Courier market for 2000 - 2004 showed a weighted average increase of 13% on an annual basis. At the end of 2004, 266 undertakings (compared to 176 in 2000) were registered with EETT's Postal Undertakings Registry, holding a General Authorization for the Provision of Postal Services, a regime under which Courier services are mainly provided.

More specifically, 77 declarations for the provision of services under a General Authorization and 2 applications for Individual Licences were submitted to EETT in 2004, the first already approved and the second still at the stage of evaluation.

