

1. EXECUTIVE SUMMARY

1.1. Rights of Use and Granting Process

The procedure described in the draft Tender Document (full version is available in Greek on the EETT website) will result in the administration of:

- **fourteen (14) blocks** of 2 x 2,5 MHz in the radio frequency band of 880 - 915 MHz & 925 - 960 MHz and
- **four (4) blocks** of 2 x 5 MHz in the radio frequency band of 1710 - 1730 MHz & 1805 - 1825 MHz

More specifically, the following radiofrequency blocks will be granted:

Frequency Band of GSM 900:

A.1 and A.2: Blocks of 2 x 2,5 MHz within the range of 885 - 890 MHz & 930 - 935 MHz (effective starting date of use 9-9-2017)

A.3 and A.4: Blocks of 2 x 2,5 MHz within the range of 900 - 905 MHz & 945 - 950 MHz (effective starting date of use 6-8-2016)

A.5 up to and including A.14: Blocks of 2 x 2,5 MHz within the range of 880 - 885 MHz & 925-930 MHz, 890 - 900 MHz & 935 - 945 MHz, and 905 - 915 MHz & 950 - 960 MHz (effective starting date of use 30-9-2012)

Frequency Band of DCS 1800:

B.1 up to and including B.4: Blocks of 2 x 5 MHz within the range of 1710 MHz – 1730 MHz & 1805 MHz – 1825 MHz

1.1.1. Duration of Rights of Use

The duration of rights of use is listed below:

- a) Radiofrequency blocks A.5 up to and including A.14 is set from 30-9-2012 until 29-9-2027, namely for **fifteen (15) years**,
- b) Radiofrequency blocks B.1 up to and including B.4 is set to **fifteen (15) years**,
- c) Radiofrequency blocks A.1 and A.2 is set from 9-9-2017 until 29-9-2027, namely for **ten (10) years and twenty (20) days**,
- d) Radiofrequency blocks A.3 and A.4 is set from 6-8-2016 until 29-9-2027, namely for **eleven (11) years and twenty-three (23) days**.

1.1.2. Reserve Price for spectrum rights of use

The proposed Reserve Price represents the minimum valid Bid of the auction per each radiofrequency block. The reserve price is presented in the following table:

<i>Radiofrequency Blocks</i>	<i>Reserve Price</i>
A.1 and A.2 : Blocks of 2 x 2,5 MHz within the range of 885-890 MHz & 930-935 MHz (with an effective starting date of use, the 9-9-2017)	15,5 M Euro
A.3 and A.4: Blocks of 2 x 2,5 MHz within the range of 900-905 MHz & 945-950 MHz (with an effective starting date of use, the 6-8-2016)	17,1 M Euro
A.5 up to and including A.14: Blocks of 2 x 2,5 MHz within the range of 880-885 MHz & 925-930 MHz, and 890-900 MHz & 935-945 MHz, and 905-915 MHz & 950-960 MHz (with an effective starting date of use, the 30-9-2012)	23,3 M Euro
B.1 up to and including B.4: Blocks of 2 x 5 MHz within the range of 1710 MHz – 1730 MHz & 1805 MHz – 1825 MHz	20,5 M Euro

1.1.3. Licensees' Rights

The assignment of spectrum rights of use in the above bands grants the right of installation, operation and exploitation of a public electronic communications network, so as to provide public electronic communications services in the Greek territory.

Successful bidders will be granted the right to install GSM / DCS, UMTS, LTE and WiMax systems, as well as other terrestrial systems capable of providing electronic communications services to the public. Such systems may coexist with GSM / DCS systems, based on the technical measures adopted, pursuant to EU Directive 676/2002/EC.

Successful bidders may select, without any limitations, the technology that will be used in accordance with the above, by also ensuring that there is no harmful interference with other legitimate spectrum users. They are also bound to make every effort to resolve any interference problems that may arise with other holders of spectrum usage rights in the bands of 900 MHz and 1800 MHz.

1.1.4. Procedure for Granting the Rights of Use

The procedure to be followed consists of two stages : in the first stage, the network providers, for which radiofrequency blocks have been reserved, have the first right to request the granting of such rights of use, as defined in the draft Tender Document.

Specifically, in the first stage the radio frequency blocks A.1, A.2, A.3 and A.4 plus four radiofrequency blocks A.5 to A.14 are reserved.

In the second stage, the radio frequency blocks that remain unallocated, following the completion of the first phase, as well as the radio frequency blocks which are not reserved for the first phase, are administered through a multiple rounds auction process with increasing price.

If after the end of the auction:

- a) There remains any radio frequency block (A.1, A.2, A.3 or A.4), which was reserved for the existing mobile operators, and was not granted under the first stage, no future renewal request from its current holder will be accepted by EETT. The remaining radio frequency block will be granted in accordance with Article 25 of Law 3431/2006.
- b) There remains any radio frequency block following the completion of the whole process; this may be granted through a new process that will commence at least two (2) years after the completion of the current auction.
- c) All radio frequency blocks remain unallocated; these will be granted at a later point in time.

1.1.5. Payment Terms

The final Auction Bid is paid as follows:

- 100% of the final Auction Bid to be deposited in a bank account specified by EETT, within twenty (20) days following EETT's Decision announcing the successful bidders or
- 70% of the final Auction Bid to be deposited in a bank account specified by EETT, within twenty (20) days following EETT's Decision announcing the successful bidders. The remaining 30% of the Auction Bid has to be paid in three (3) equal annual installments, adjusted by the twelve month Greek government treasury bill interest rate and increased by an additional 0.25 percentage basis points (0.25%). The first annual installment date is set on December 15th, 2015.

1.2. Rules of the Auction

Chapters 4-8 of the draft Tender Document set forth detailed rules regarding confidentiality, anti-competitive practices and collusive behavior, the process of granting spectrum rights of use as well as the selection criteria of the Participants.

The process of awarding spectrum rights of use will be tentatively based on the timetable set out in Table 3.1 below:

Table 3.1: Auction timetable

Publication of Information Memorandum – Tender Auction Draft Document	July 26 th , 2011
Deadline for Filing Comments Regarding the Information Memorandum	September 9 th , 2011
Publication of the Tender Auction Document	October 3 rd , 2011
Filing of Applications for Participation in the Auction	November 4 th , 2011 Time 10:00 – 13:00
Publication of the List of Prospective Participants	November 4 th , 2011
Posting the List of Selected Participants and Dispatching the Auction Entry Forms to them	November 11 th , 2011
Deadline for Submission of Objections	November 14 th , 2011 Time 13:00
EETT’s Decision on any Submitted Objections	November 16 th , 2011
Scheduled Completion of the Process – Announcement of Successful Bidders	November 25 th , 2011
Payment of Final Price	Until December 15 th , 2011, twenty (20) days after Successful Bidders Announcement
Contract signature – Grant of Rights of Use	Up to sixty (60) days after Successful Bidders Announcement