

# Investor's Guide to Licensed Telecommunications Services in Egypt

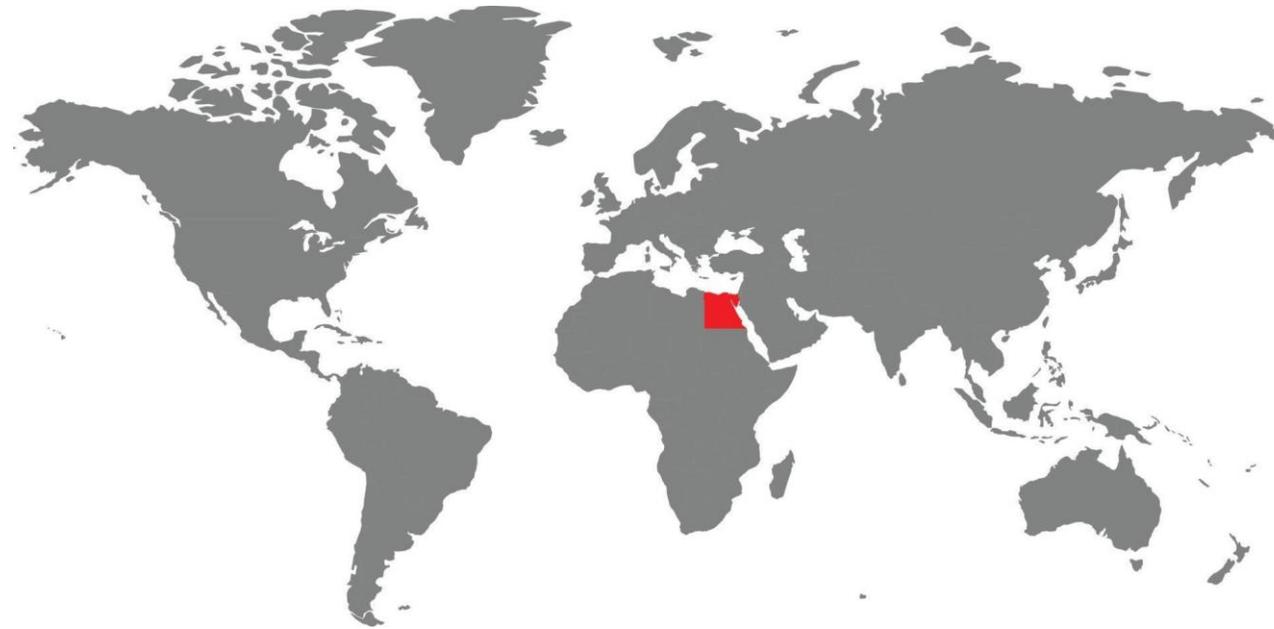
# Glance on ICT Sector and Licensing



**5%** ICT Sector contribution to GDP  
(2022)

**4.85 Billion USD**  
Telecom Market Revenue  
2021/2022

**16.7%** Sector growth  
(2021/2022)

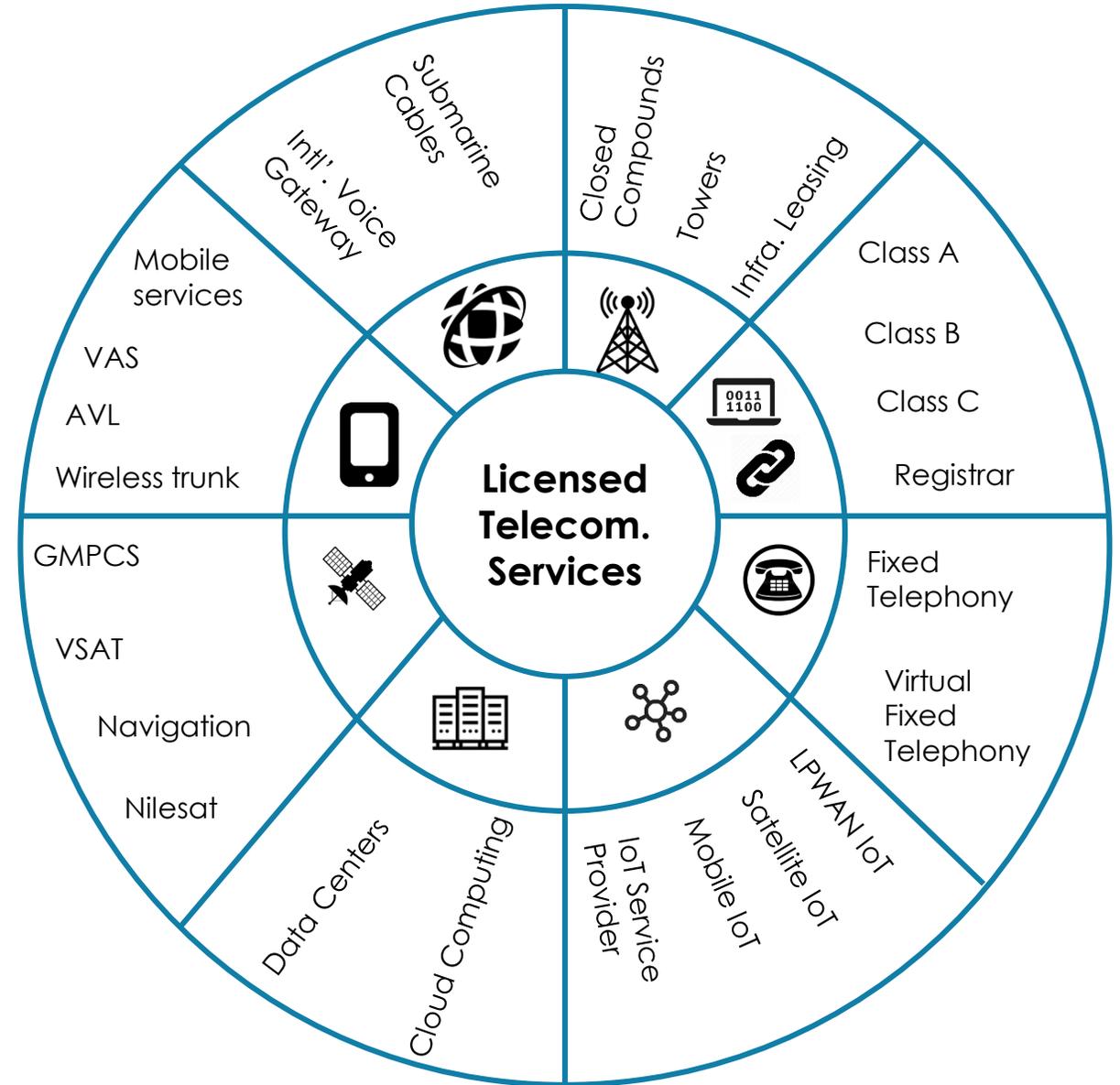


**92**

**Telecommunication  
services License**

# NTRA Licensing Chart

- 1 Fixed Telephony Services
- 2 Internet & Data Services
- 3 Satellite Services
- 4 Wireless Telecommunications
- 5 Infrastructure Leasing
- 6 International Services
- 7 Data center & Cloud Computing
- 8 Internet of things



# Telecommunications Services Licensing Regime



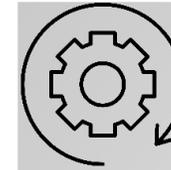
Article (21) of the Egyptian Telecommunications law No 10. (2003) lists the activities subject to licensing obligations



The licensing regime is a mixture of individual ,class licenses and registration depending on the type of telecommunications service to be provided



NTRA telecommunications services regulatory framework defines the main licensing, technical, financial and regulatory obligations of the service providers

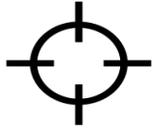


Licensing process endures three months from the date of complete submission of the required data and documents by the license applicant

# Telecommunication Services Licenses



# Data License: Class A



## Scope of License

- Provisioning Internet and data connectivity to individuals & companies.
- Provisioning of VoIP services only to enterprise customers over VPNs without interconnecting to PSTN.



## Financial Obligations

1. Concession Fees\* : 5 Million EGP
2. Renewal Fees\* : 5 Million EGP
3. Annual Fees for services : 3% of basic Internet services revenue  
6% of other licensed services revenue
4. Performance Bond : 5 Million EGP
5. Annual NTRA Burdens : 100.000 EGP



## License Duration

5 Years



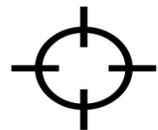
## Current licensees

6

\* As issued by last NTRA Board of Directors decision.



# Data License: Class B



## Scope of License

- Provisioning of connectivity to local and international data networks to individuals and companies (not including Internet access or voice services).



## Financial Obligations

1. Concession Fees\* : 150.000 EGP
2. Renewal Fees\* : 150.000 EGP
3. Annual Fees for services : 3% of licensed services revenues.
4. Performance Bond : 1.000.000 EGP
5. Annual NTRA Burdens : 20.000 EGP
6. R&D Fees : 0.5% of licensed services revenues.
7. Universal service Fees: : 1% of licensed services revenues.



## License Duration

5 Years



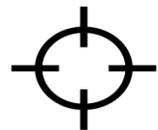
## Current licensees

3

\* As issued by last NTRA Board of Directors decision.



# Data License: Class C



## Scope of License

- Provisioning of Internet connectivity (not including voice) to individuals & companies.
- The licensee is not allowed to establish or operate infrastructure for telecommunications services.



## Financial Obligations\*

1. Annual Fees for services : 6% of licensed services adjusted revenues.
2. Performance Bond : 10,000 EGP
3. Annual NTRA Burdens : 2000 EGP
4. R&D Fees : 0.5% of licensed services adjusted revenues.
5. Universal service Fees: : 0.5 % of licensed services adjusted revenues.



## License Duration

2 Years



## Current licensees

1

\* Concession & renewal fees will be determined by NTRA Board of Directors in due course.



# Data License: Registrar



## Scope of License

- Provisioning of Arabic Internet domain registration under the top level domain ".مصر."



## Financial Obligations\*

1. Annual Fees for services : 3% of licensed services revenues.
2. Performance Bond : 20.000 EGP
3. Annual NTRA Burdens : 15.000 EGP
4. R&D Fees : 0.5% of licensed services revenues.
5. Universal service Fees: : 1 % of licensed services revenues.



## License Duration

5 Years



## Current licensees

4

\* Concession & renewal fees will be determined by NTRA Board of Directors in due course.



# Fixed Telephony



## Scope of License

- Establishing and operating telecommunications infrastructure nationwide.
- Wholesale Leasing of telecommunications infrastructure to licensed operators or others.
- Provisioning of local calls via PSTN network, prepaid calling cards, public phones and fixed voice value added services to individuals and companies.
- Establishing and operating international gateway to serve international voice calls to individuals and companies.
- Establishing and operating submarine cable infrastructure and offering international services to licenses and others.



## Financial Obligations\*

1. Performance Bond : 20 Million EGP
2. Annual NTRA works : 10 Million EGP
3. R&D Fees : 0.5% of licensed services adjusted revenues.
4. Universal service Fees : 0.5 % of licensed services adjusted revenues.



## License Duration

10 Years



## Current licensees

1

\* Concession fees, renewal fees and annual fees will be determined by NTRA Board of Directors in due course .



# Fixed Telephony: Fixed Telephony (Virtual)



## Scope of License

- Provisioning of local calls via PSTN network, prepaid calling cards, public phones and fixed voice value added services to individuals and companies via the infrastructure of a licensed operator.
- Provisioning of international voice calls to individuals and companies via the infrastructure of a licensed operator.



## Financial Obligations\*

1. Annual Fees for services : 3% of licensed services adjusted revenues.
2. Performance Bond : 10 Million EGP
3. Annual NTRA works : 5 Million EGP
4. R&D Fees : 0.5% of licensed services adjusted revenues.
5. Universal service Fees : 0.5 % of licensed services adjusted revenues.



## License Duration

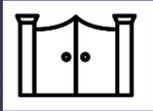
15 Years



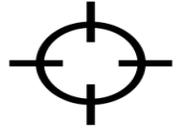
## Current licensees

3

\* Concession fees & renewal fees will be determined by NTRA Board of Directors in due course.



# Access: Gated Communities



## Scope of License

- Establishing access networks infrastructure inside closed compounds (Gated communities with less than 100K housing units).
- Provisioning of voice calls to individuals and companies inside the closed compound.
- Provisioning of Internet and value added services to individuals and companies after concluding agreements with other licensees and acquiring content approvals from competent authorities.



## Financial Obligations

1. Concession Fees\* : 25 Million EGP
2. Annual Fees for services : 6% of licensed services revenues.
3. Performance Bond : 10 Million EGP
4. Annual NTRA works : 1 Million EGP
5. R&D Fees : 0.5% of licensed services revenues.
6. Universal service Fees: : 1% of licensed services revenues.



## License Duration

15 Years



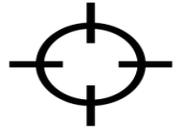
## Current licensees

3

\* As issued by last NTRA Board of Directors decision.



# Mobile Network Services



## Scope of License

- Establishing and operating public mobile network nationwide using the designated frequencies by NTRA
- Provisioning of mobile voice and data services and features using different mobile technologies as approved by NTRA.



## Financial Obligations

1. Annual Fees for services : 6% of licensed services adjusted revenues.
2. Performance Bond : 100 Million EGP.
3. R&D Fees : 0.5 % of licensed services adjusted revenues.
4. Universal service Fees: : 0.5 % of licensed services adjusted revenues.



## License Duration

15 Years



## Current licensees

4



# Mobile Tower Leasing



## Scope of License

- Establishing wireless telecommunication towers within Arab Republic of Egypt.
- Leasing wireless telecommunication towers within Arab Republic of Egypt to licensed mobile network operators or others after acquiring NTRA approval.



## Financial Obligations

1. Concession Fees\* : 3 Million USD
2. Annual Fees for services : 3% of licensed services revenues.
3. Performance Bond : 10 Million EGP
4. Annual NTRA works : 100.000 EGP
5. R&D Fees : 0.5% of licensed services revenues.
6. Universal service Fees: : 0.5% of licensed services revenues.



## License Duration

15 Years



## Current licensees

4

\* As issued by last NTRA Board of Directors decision.



## Scope of License

- Provisioning of value added services to end-users including (SMS, MMS, IVR, RBT, DCB, USSD, WAP, Short numbers, Video streaming, special tariff numbers) via connecting to licensed MNOs via virtual private networks.



## Financial Obligations

1. Concession Fees\* : 2.5 Million EGP
2. Annual Fees for services : 3% of licensed services adjusted revenues.
3. Performance Bond : 500.000 EGP
4. Annual NTRA works : 40.000 EGP



## License Duration

5 Years

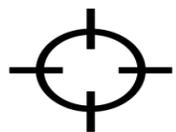


## Current licensees

21



# Automatic Vehicle Location



## Scope of License

- Provisioning of individual and vehicle automatic location services via licensed telecommunication providers networks for individuals and companies.



## Financial Obligations\*

1. Annual Fees for services : 3% of licensed services revenues.
2. Performance Bond : 2 Million EGP
3. Annual NTRA works : 1.5 Million EGP
4. R&D Fees : 0.5% of licensed services revenues.
5. Universal service Fees: : 1% of licensed services revenues.



## License Duration

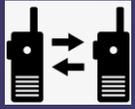
2 Years



## Current licensees

1

\* Concession fees and renewal fees will be defined by NTRA Board decisions.



# Wireless Trunking Services



## Scope of License

- Provisioning of voice calls services between users of a closed group through network for wireless transmission system TETRA.
- Provisioning of Data transfer services between users of specific group of users through network for wireless transmission system TETRA.
- Provisioning of additional services as defined by the standard specifications of the TETRA Supplementary services system.



## Financial Obligations\*

1. Annual Fees for services : 3% of licensed services revenues.
2. Performance Bond : 600.000 EGP
3. Annual NTRA works : 50.000 EGP
4. R&D Fees : 0.5% of licensed services revenues.
5. Universal service Fees: : 0.5% of licensed services revenues.



## License Duration

5 Years



## Current licensees

1

\* Concession fees, renewal fees and Spectrum fees will be defined by NTRA Board decisions.



# Satellite License: Iridium System Operator



## Scope of License

- Operating Iridium satellite system by using the allocated frequency band for the provision of the Global Mobile Personal Communications Services (GMPCS).



## Financial Obligations

1. Concession Fees\* : 20.000 USD
2. Renewal Fees\* : 20.000 USD
3. Performance Bond : 30.000 USD
4. Annual NTRA works : 1500 USD



## License Duration

4 Years



## Current licensees

1



# Satellite License: Iridium Service Provider



## Scope of License

- Provisioning of the Global Mobile Personal Communications Services (GMPCS) by Iridium satellite system to individuals or companies.



## Financial Obligations\*

1. Annual Fees for services : 3% of licensed services revenues.
2. Performance Bond : 150.000 EGP
3. Annual NTRA works : 10.000 EGP
4. R&D Fees : 0.5% of licensed services revenues.
5. Universal service Fees: : 1% of licensed services revenues.



## License Duration

4 Years



## Current licensees

1

\* Concession fees and renewal fees will be defined by NTRA Board decisions.



# Satellite License: Al Thuraya System Operator



## Scope of License

- Operating Al Thuraya satellite system by using the allocated frequency band for the provision of the Global Mobile Personal Communications Services (GMPCS).



## Financial Obligations\*

1. Performance Bond : 30.000 USD
2. Annual NTRA works : 1500 USD



## License Duration

4 Years



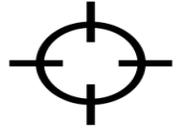
## Current licensees

1

\* Concession fees, renewal fees and Spectrum Fees will be determined by NTRA Board decisions in due course.



# Satellite License: Al Thuraya Service Provider



## Scope of License

- Provisioning of the Global Mobile Personal Communications Services (GMPCS) by Al Thuraya satellite system to individuals and companies.



## Financial Obligations

1. Concession Fees\* : 500.000 EGP
2. Renewal Fees\* : 500.000 EGP
3. Annual Fees for services : 3% of licensed services revenues.
4. Performance Bond : 300.000 EGP
5. Annual NTRA works : 20.000 EGP
6. R&D Fees : 0.5% of licensed services revenues.
7. Universal service Fees: : 1% of licensed services revenues.



## License Duration

4 Years



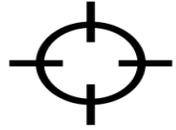
## Current licensees

2

\* As issued by last NTRA Board of Directors decision.



# Satellite License: Inmarsat System Operator



## Scope of License

- Operating Inmarsat satellite system by using the allocated frequency band for the provision of the Global Mobile Personal Communications Services (GMPCS).



## Financial Obligations

1. Performance Bond : 110.000 USD
2. Annual NTRA works : 12.000 USD



## License Duration

4 Years



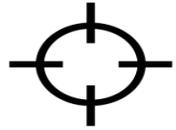
## Current licensees

1

\* Concession fees, renewal fees and Spectrum Fees will be determined by NTRA Board decisions in due course.



# Satellite License: Inmarsat Service Provider



## Scope of License

- Provisioning of the Global Mobile Personal Communications Services (GMPCS) by Inmarsat satellite system to individuals and companies.



## Financial Obligations

1. Concession Fees\* : 50.000 EGP
2. Renewal Fees\* : 50.000 EGP
3. Annual Fees for services : 3% of licensed services revenues.
4. Performance Bond : 100.000 EGP
5. Annual NTRA works : 20.000 EGP
6. R&D Fees : 0.5% of licensed services revenues.



## License Duration

4 Years



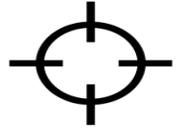
## Current licensees

4

\* As issued by last NTRA Board of Directors decision.



# Satellite License: VSAT System Operator



## Scope of License

- Establishing earth stations to control and monitor VSAT satellite network and operating VSAT satellite system as approved by NTRA.
- Leasing Satellite capacities to licensed operators offering telecom services aboard airlines lines passing through the Egyptian airspace or vessel crossing the Egyptian territorial waters).
- Provisioning of Internet and connectivity services to licensed operators.



## Financial Obligations\*

1. Annual Fees for services : 3% of licensed services revenues.
2. R&D Fees : 0.5% of licensed services revenues.
3. Universal service Fees: : 1% of licensed services revenues.
4. Performance Bond : 500.000 EGP
5. Annual NTRA works : 100.000 EGP



## License Duration

15 Years



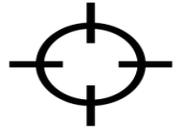
## Current licensees

1

\* Concession fees, renewal fees and Spectrum Fees will be determined by NTRA Board decisions in due course.



# Satellite License: VSAT Service Provider



## Scope of License

- Establishing and operating a local network via VSAT satellite system
- Provisioning of voice, video and data services except radio and TV broadcasting



## Financial Obligations\*

1. Annual Fees for services : 3% of licensed services revenues.
2. Performance Bond : 500.000 EGP
3. Annual NTRA works : 20.000 EGP
4. R&D Fees : 0.5% of licensed services revenues.
5. Universal service Fees: : 1% of licensed services revenues.



## License Duration

5 Years



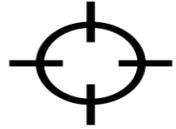
## Current licensees

9

\* Concession fees and renewal fees will be determined by NTRA Board decisions in due course.



# Satellite License: Telecom Services on Navigation lines



## Scope of License

- Provisioning of broadband connectivity services aboard airplanes passing the Egyptian airspace or vessels crossing the Egyptian territorial waters).



## Financial Obligations

1. Concession Fees : 20.000 USD
2. Renewal Fees : 20.000 USD
3. Performance Bond : 30.000 EGP



## License Duration

2 Years



## Current licensees

8



# Data Center Services



## Scope of License

1. Establishing, operating and providing data centers services.
2. Provisioning of cloud computing services (IaaS, PaaS and SaaS) to customers inside Egypt after acquiring the proper accreditation level.



## Financial Obligations\*

1. Annual Fees for services
  - a) Data center services: 3% increasing gradually to 5% of service revenues.
  - b) Cloud computing services: Defined according to cloud computing annual revenues with a cap of 3.000.000 EGP.
2. Performance Bond : 1 Million EGP
3. Annual NTRA works : 100.000 EGP
4. R&D Fees : 0.5% of licensed services revenues.
5. Universal service Fee: : 0.5% of licensed services revenues.



## License Duration

15 Years



## Current licensees

4

\* Concession fees will be determined by NTRA Board decisions in due course.



# Cloud Computing Services



## Scope of License

- Provisioning of cloud computing services (IaaS, PaaS and SaaS) to customers inside Egypt after acquiring the proper accreditation level.



## Financial Obligations

1. Performance Bond : 250.000 EGP
2. Annual Fees for services : Defined according to cloud computing annual revenues with a cap of 3.000.000 EGP.



## License Duration

15 Years



## Current Registrants

4



# Internet of Things (IoT) Service Provider



## Scope of License

- Establish and operate IoT systems to provide IoT services.



## Financial Obligations

1. Concession Fees : 1 Million EGP
2. Annual Fees for services : 6% of licensed services revenues.
3. Performance Bond : 250.000 EGP
5. Annual NTRA works : 10.000 EGP
6. R&D Fees : 0.5% of licensed services revenues
7. Universal service Fee: : 1% of licensed services revenues



## License Duration

5 Years



## Current licensees

3