



United Africa Group

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2012-04-27

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Ultimate Holding Company

United Africa Group (Pty) Ltd.
Reg. No. 877182

SERVICES

United Africa Namibia (Pty) Ltd.

- Trans United Holdings Asset Leasing (Pty) Ltd
- United Grocer Stores (Pty) Ltd
- United VAT Consultants (Pty) Ltd
Tel: +264 61 277 800
Fax: +264 61 264 339
- United Security Services (Pty) Ltd
Tel: +264 61 237 566
Fax: +264 61 225 488

HOSPITALITY

Protea Hotels Namibia (Pty) Ltd.

- Steady Business Consulting (Pty) Ltd.
/a Hotel Fürstenthof
- Cre... Panda Namibia (Pty) Ltd
/a Protea Hotel Ondangwa
- Royal Investment (Pty) Ltd
/a Protea Hotel Pelican Bay
- Zum Sperrgebiet (Pty) Ltd
/a Protea Hotel Sesussw Zum Sperrgebiet
- Zambezi Lodge (Pty) Ltd.
/a Protea Hotel Zambezi River Lodge
- Burning Shore Investments (Pty) Ltd.
/a African Fields Burning Shore
- Protea Hotel Tlovinger Hof (Pty) Ltd.
- Oshikati Country Lodge (Pty) Ltd.
- De Dune Country Hotel (Pty) Ltd
Tel: +264 61 213 231
Fax: +264 61 246 880
E-mail: info@proteahotels.com.na
- Pride of Africa (Pty) Ltd /a Hilton /Windhoek
Tel: +264 61 296 2929
Fax: +264 61 296 2931
E-mail: waf@hilton.com

PROPERTY

United Property Management (Pty) Ltd.

- /Anco Properties (Pty) Ltd
- Hassan Investments (Pty) Ltd.
- Imperial Investments (Pty) Ltd.
- ...ndjubo United (Pty) Ltd.
- Sunset Street Properties (Pty) Ltd.
- Furstenhof (Pty) Ltd
- Zambezi Lodge (Pty) Ltd.
- Panda Investments (Pty) Ltd.
- Panda Ondangwa Hotel (Pty) Ltd.
- SSP /a Capital /Independence (Pty) Ltd
- CPN /a City Centre (Pty) Ltd
- Eco Restaurant (Pty) Ltd
Tel: +264 61 277 8187
Fax: +264 61 401 883

Group Chief Executive
Brian Rubinstein

Directors:
Martha Namundjebo - Tilahun
(Chairperson)
Haddis Tilahun (Executive Director)

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Administration / Finance:
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The CEO

Communications Regulatory Authority of Namibia

Windhoek

Attention: Mr. Shanapinda/Ms. Vosloo

27 April 2012

Dear Sir,

Re: Public Hearing i.t.o. s78 (1) of the Communications Act No. 8 of 2009

This letter serves as our response to the Authority's notice which recently appeared in print media inviting the public to make oral or written submissions in respect of a public hearing to be held in terms of section 78(1) of the Communications Act, to wit, determination of licensees that hold a dominant position in the market.

Accordingly, the undersigned submits as follows on behalf of United Africa Group (Pty) Ltd,

Submissions

There is reason to believe that there has been and still is dominance within the local mobile telephony industry from a market share perspective.

This is evidenced by, among others, the facts that were presented in the matter which was before the High Court of Namibia between MTC and NCC (substituted by CRAN), Telecom and Powercom under case number A26/2011. The aforementioned matter relayed that MTC had been a sole mobile operator for over 10 years from 1995 until 2006, and highlighted concerns such as 'abuse of dominant market power and anti-competitive market practices'. It also referred to MTC as having 'a lion's share of the market'.

While taking note of the effect of the order made in the aforementioned matter; this matter has, amongst others, confirmed that there had not been compliance with the licence conditions issued with intent to curb anti-competitive practices, alternatively that such conditions are not entirely effective in serving the objective.

- Equally, recent market events within the mobile telecommunications industry indicate a propensity of continued market dominance amongst the current players hence presenting further reason to believe that the market remains without liberalization in areas which have not yet been subject to challenge.
- While one may be inclined to argue that the market share unevenness can be remedied through the issuance of additional licences, this still have to be approached with caution, from the country's population size outlook. We are therefore of the opinion that conditions which promote a greater spread of ownership for specific classes of licenses might be another possibility, in order to dilute the current market share concentrate.

Yours faithfully



Brian Rubinstein

Group Chief Executive Officer

Received:

Name: Annamarie

Signature: Albas

Date: 27/04/12