

**BTO**  
**RV meeting with Orange**  
**20 July 2021, 10:00-10:45**

**Orange:**

[Redacted]

**CNECT B:** Rita Wezenbeek,

[Redacted]

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**Main points discussed:**

**Replicability of bundled offers (with content included) in the Spanish market**

Main points raised by Orange and discussed with CNECT:

- Spanish market characterised by convergent offers (c.a. 90%). All market players need access to premium content to remain attractive vis-à-vis end users.
- The replicability of premium content – according to Orange – is a regulatory issue. The market analysis should go beyond classic telco markets and focus on packages as this is what end users buy.
- High market shares in pay TV and control over attractive content rights (e.g. football matches) increase attractiveness of providers of electronic communications services vis-à-vis end users. .

**Operational conclusions:**

- [Redacted]
- [Redacted]; [Redacted]
- [Redacted]

Personal data

Protection of commercial interests, Art 4(2)