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Development of

Digital TV in Belgium

1998 report

LENTIC

1.Digital TV market overview

1.1 Development of digital television and the future of cable

As far as the mode of reception of T.V. signals is concerned, the main characteristic of the Belgian situation is doubtless the exceptionally high ratio of cable penetration : the hertzian reception has become marginal, concerning at most 5% of the T.V. households. Direct satellite reception, although growing, does not involve more than some tens of thousands families, essentially immigrant families wishing to access analogue services broadcasted from North Africa or from the Middle East, not available on cable. In addition some Walloon households subscribe to French digital bouquets.
Compared with Luxembourg and the Netherlands, it appears that DTH reception is nearly non existent in Belgium. This could partly be explain by the fact that belgian cable networks reach every household in the country, which is not totally the case in the two others Benelux countries.

In that context, the various actors - first the cable operators but also the national pay T.V. operators and, to a certain extent, the authorities - all show the same preoccupation : that the development of digital T.V. not challenge the existence of a specifically Belgian television offer. This led to the (relatively late) emergence - the result of negotiations, sometimes difficult and not completely finished yet, between cable operators and pay T.V. operators - of formulas based on the offer of bouquets appropriate to the Belgian market, made by national “ service integrators ” and broadcast via cable.

At the same time, the marketing of foreign digital bouquets broadcast by satellite, which occurs under hazy legal conditions, does not appear to be significantly progressing. Since, on the one hand, copyrights are marketed on a teritorial basis and not on a language basis, and since, on the second hand, no foreign bouquet operator bought them for Belgium, the broadcasting of foreign bouquets in Belgium could only stay “ confidential ” at least for the moment.

And the discussions on terrestrial digital are still in embryo.

1.2 The respective roles of CANAL+ and the network operators

Whether in the French-speaking or the Dutch-speaking part of the country, CANAL+ stands as the main actor in the development of digital television in Belgium. Nevertheless, the situation is profoundly different in the south and in the north :

- ✔ in the south, (French-speaking market), CANAL+ BELGIUM has been broadcasting in digital since March 1, 1998, three multiplexed versions of its analogue channel. Those services directly injected on the cable from a digital broadcasting platform in Charleroi, are available on all the cable networks of Wallonie except for those which are not yet linked to the fiber-optic backbone managed by A.C.M., a company comprising the various Walloon cable operators with, in addition, some state or state linked financial partners (CREDIT COMMUNAL DE BELGIQUE, S.M.A.P., S.R.I.W.). The networks broadcasting the CANAL+'s offer have agreed to offer, at no extra cost, a second canal for a maximum of 7 years, in order to allow the broadcaster to make its progressive transition to digital. At the end of that period, the pay-TV service should be broadcast only digitally on the cable networks. (The analogue decoders will have been swapped out by then.)
  What's more, starting in January 99, it will offer, together with the Walloon operators, a larger digital bouquet, essentially made up of T.V. services taken up from CANALSATELLITE, TPS and AB-Sat bouquets. This launching will be accomplished by an association without legal status, between CANAL+ BELGIUM and the Walloon cable operators. According to the terms of the agreement signed by the parties, CANAL+ BELGIUM will bring its know-how in the area of the marketing of subscriptions and programming, while the cable operators will bring their distributing capabilities. The investments will be handled by the associates and the revenues will be split 50/50. The bouquet of services will thus be managed by CANAL+ BELGIUM, under the control of a board of directors, where the cable operators have the voting majority.

- ✔ in the north, (Dutch-speaking area), CANAL+ has offered, since April 1998, through its subsidiary V.D.D., a digital bouquet of about 15 services, mainly its " premium " multiplexed analogue channel and English or American theme services, edited by DISCOVERY and T.B.S. It is interesting to notice that the CANAL+ group offers two different flemish bouquets, one on the Flemish part of Belgium and one in the Netherlands, what can partly be explain by the fact that rights are differents for the two countries.

- ✔ in Brussels, the digital services of CANAL+ Televisie are not broadcast since the possibilities for channels are few and the marketing potential is especially limited, considering the small number of Dutch-speaking families. The digital services of CANAL+ Belgium have not been taken up neither on three out of the four cable networks from the Brussels region. The cable operators try to obtain a substantial increase in CANAL+'s payments - currently 5% of its turnover for access- to give access to the teledistribution networks.

Thus, in one case, the cable operators were allowed to participate in the running of the new digital services. In the other, they play no key-role - which explains the reticent attitude of some operators to broadcast this digital bouquet - and they must limit their ambition to obtaining payment for the use of their network. This difference in situation is mostly explained by the fact that the degree of competition in the field of digital television is far from being equal on the French-speaking and Dutch-speaking markets:

- ✔ the existence of T.P.S. - and to a lesser extent of AB-Sat - has definitely reinforced the cable operators' ability to negotiate in the southern part of the country; indeed, they were able to reach an agreement where the composition, the management and the marketing of the future digital bouquet will be controlled by an authority in which they will have the majority of voting rights;
- ✔ on the other hand, on the Dutch-speaking market, even if there is a future possibility of a K.P.N. or Belgacom proposal for a digital bouquet, at present for the cable operators, there is hardly any alternative solution to the CANAL+ bouquet, which has allowed the latter not to share the new functions linked to digital development.

In both cases, the formulas which emerged make the arrival, on cable, of an offer competing with CANAL +'s offer or with the offer to which CANAL+ is associated, rather unlikely. Now this actor must take care that the development of the digital does not contribute to deviate too many subscriptions from its analogue offer or to make obsolete too big a part of its present reserve of decoders inasmuch as neither CANAL+ BELGIUM nor CANAL+ TELEVISIE have yet reached long-term equilibrium, because of the plentiful offer available on cable.

The marketing options adopted by the operators - as in the rates - will have to take this situation into account, especially in the northern part of the country where the pay T.V. operators are the sole decision makers and where the consumers are not, like those in the southern part, exposed to media repercussions of the marketing fight which opposes, on the French market, TPS and CANALSATELLITE. Under those conditions, it is likely that in the short and middle course, the market will prove more dynamic in the French-speaking part than in the Dutch-speaking area of Belgium.

1.3 The limitations of a purely national approach

Digital television is known as an area with strong economies of scale; this is a powerful factor in the concentration of the offers, with various repercussions in the framework of limited national markets, like Belgium :

- ✔ first, the operators have very little autonomy in choosing the set-top boxes and in the definition of their technical specifications. Unless they accept major additional costs, they have to keep the configurations already set up on the big markets.

  For example, the decoders in use in Belgium are very similar to those used in France and Spain - except for the cable head, the modem and the software. At this time, they are supplied by PHILIPS and built in Hasselt, in the Belgian Limburg. But the market should gradually open up to other manufacturers (SONY, PIONEER, PACE, SAMSUNG, DASSAULT ELCTRONIQUE, maybe NOKIA etc.);

- ✔ the profitability of digital theme T.V. services for a small national market is far from certain. The Belgian bouquets or bouquet projects are essentially composed, for now, of foreign theme services. The Flemish Community is trying to promote the start of a local theme offer. T.N.C.C.(the NARROW CASTING COMPANY) which has also asked for an authorization in the southern part of the country, is going to broadcast a digital service in Flanders. But the prospects are still uncertain. On the other hand, the lack of competition between the bouquets offered on cable renders the signing of agreements with free TV services (in order to insert them in the digital bouquets) less strategic or, at least, less urgent than in other countries. Actually, in a market where competition is fierce, which is not the case in Belgium for the moment, having agreements with free TV services constitutes a real competitive advantage.

- ✔ finally, the small size of the markets for the two national speech communities makes the emergence of interactive services risky with a profitability, even more than that of T.V. services, looking uncertain. Except for an E.P.G., those interactive services are in any case absent from CANAL+ TELEVISIE’s present offer and they do not appear to figure among the priorities of the promoters of the future French-speaking bouquet.

1.4 Little room for the authorities to manoeuvre

If the national economic actors have little room to manoeuvre, the authorities have even less room:

- ✔ due to the directive “T.V. sans frontière” and to the Court of Justice’s decisions on this issue, the cable broadcasting of foreign services recognized by another member state, can no longer be subjected to a system of national authorization;
- ✔ on the other hand, the digital services proposed by CANAL+ BELGIUM or by CANAL+ TELEVISIE are authorized *de facto* according to the general license granted to those bodies, in the framework of their analogue offer. Their services benefit from a “ must carry ” rule in the respective language communities. However, in the Brussels region, certain cable companies have disputed whether this applies to digital services as well and have refused access, resulting in legal proceedings with Canal+ Belgium.

At this stage, digital offers on cable are developing. The Belgian authorities have had no say and have granted no specific authorizations.

1.5 The transposition of the directive and the issue of access to the network

In each Community, the authorities are trying to adapt to national law the directive on conditional access. For the French-speaking area, a statutory order project was handed in to the broadcasting regulatory body and to the Council of State. In Flanders, they chose to proceed with ministerial orders. In both cases, those texts should be adopted before the end of 1998.

In their present form, those texts take up essentially the dispositions of the directive, as they are. The only uncertainty on this issue is about the dispositions which, due to their economic aspect, could be looked upon as coming under federal law; at present , it is not known whether they can be taken up, according to the so-called thesis of the “implicit authorities” , in each community text - as just agreed to by the Council of State - or if they must be part of a national regulation (as, for example, in the case of Brussels).

In any case, it is not certain that the directive and the texts meant to transpose it to national law are completely suited to the specifically Belgian situation :

- ✔ owing to uncertainty in the regulatory structure, it is currently hard to perceive which regulator is competent to apply the dispositions concerning non-discriminatory access to conditional access by third parties ;

- ✔ on the other hand, it now seems obvious that, in a country where more than 9/10° of the households receive cable television, these dispositions would benefit from being completed with other measures more specifically meant to guarantee the service suppliers fair access to the cable networks.

2. Key figures for the Belgium market

2.1 Country fundamentals

	1993	1994	1995	1996	1997	1998	1999
Population (millions)	10,085	10,116	10,130	10,143	10,170		
Households (millions)	3,894	3,921	3,952	3,983	4,020		
GDP (in ECU billions)	183,1	195,7	209,0	211,3	219,1		

Source : OECD

2.2 Equipment

As of 31 of December	*1993*	*1994*	*1995*	*1996*	*1997*	*1998*	*1999*
TV households (millions)	3,716	3,740	3,771	3,806	3,845		
TV households (% of total households)	*95%*	*95%*	*95%*	*96%*	*96%*		
TV Households with 2 TV sets or more (millions)	0,743	0,860	0,980	1,095	1,192		
TV Households with 2 TV sets or more (% of TV Households)	*20%*	*23%*	*26%*	*29%*	*31%*		
TV Households with 16:9 Television sets (millions)	na	na	na	na	na		
TV Households with 16:9 Television sets (% of TV Households)	*na*	*na*	*na*	*na*	*na*		
VCR Households (millions)	2,141	2,301	2,385	2,485	2,536		
VCR Households (% of TV Households)	*58%*	*61%*	*63 %*	*65%*	*66%*		
Digital STB Housholds (millions)	0,000	0,000	0,000	0,000	0,000		
Digital STB Households (% of TV Households)	*0%*	*0%*	*0%*	*0%*	*0%*		
Digital TV Households (millions)	0,000	0,000	0,000	0,000	0,000		
Digital TV Households (% of TV households)	*0%*	*0%*	*0%*	*0%*	*0%*		
Digital Households (millions)	0,000	0,000	0,000	0,000	0,000		
Digital Households (% of TV households)	*0%*	*0%*	*0%*	*0%*	*0%*		

Source : E.A.O./L.E.N.T.I.C. estimation

2.3 Television market estimates*

Millions ECUs	*1993*	*1994*	*1995*	*1996*	*1997*	*1998*	*1999*
Analogue TV Market							
Public funding	237	252	265	241	246		
Advertising (1)	212	246	288	302	317		
Subscriptions	72	87	98	90	92		
Total analog TV	522	584	651	633	655		
Digital TV Market							
Public funding	0	0	0	0	0		
Advertising (1)	0	0	0	0	0		
Subscriptions	0	0	0	0	0		
Total digital TV	0	0	0	0	0		
TV market							
Public funding	237	252	265	241	246		
Advertising (1)	212	246	288	302	317		
Subscriptions	72	87	98	90	92		
Total TV market.	522	564	651	633	655		

Source : E.A.O./Trends/L.E.N.T.I.C. estimation

** "**Public funding**" comprise grants and licence fees; "**Advertising**" also includes sponsoring expenditures whereas "**Subscriptions**" cover subscriptions to the basic multi-channel package as well as subscriptions to Premium pay-TV services.*

(1) Net revenues estimation (discount and agency costs excluded).

2.4 Distribution mechanisms

Cable

	1993	*1994*	*1995*	*1996*	*1997*	*1998*	*1999*
Home passed (millions)	3,697	3,721	3,759	3,794	3,838		
of which digital (millions)	*0,000*	*0,000*	*0,000*	*0,000*	*0,000*		
Home passed (% of TV households)	99%	99%	100%	100%	100%		
of which digital (% of TV households)	*0%*	*0%*	*0%*	*0%*	*0%*		
Analogue Basic Subscribers (millions)	3,210	3,219	3,240	3,308	3,360		
Analogue Optional services subscribers (millions)	0,300	0,331	0,354	0,321	0,324		
Digital package subscribers (millions)	0,000	0,000	0,000	0,000	0,000		
Analogue Basic Subscribers (% of TV households)	*86%*	*86%*	*86%*	*87%*	*87%*		
Analogue Optional services subscribers (% of TV households)	8%	9%	9%	8%	8%		
Digital package subscribers	*0%*	*0%*	*0%*	*0%*	*0%*		

(% of TV households)

Source : E.A.O./L.E.N.T.I.C. estimation

Satellite

	1993	1994	1995	1996	1997	1998	1999
Satellite households (millions)	0,030	0,040	0,050	0,060	0,070		
Satellite households (% of TV households)	*1%*	*1%*	*1%*	*2%*	*2%*		
Satellite susbcribers (millions)	0,000	0,000	0,000	0,000	0,000		
Satellite susbcribers (% of TV households)	*0%*	*0%*	*0%*	*0%*	*0%*		
of which digital (millions)	0,000	0,000	0,000	0,000	0,000		
of which digital (% of TV households)	*0%*	*0%*	*0%*	*0%*	*0%*		

Source : L.E.N.T.I.C. estimation

3.

Presentation of the major digital services

3.1 Satellite services

In Belgium, there is no national offer of digital satellite T.V. services.

A number of households subscribe to foreign bouquets principally to French bouquets, or to non-EU services in the case of immigrant families. However, as things stand, their numbers are not very high. Currently, in fact, the foreign bouquets are developing no significant marketing activities specifically aimed at the Belgian market for which, as a rule, they do not appear to have broadcasting rights.
Compared with Luxembourg and the Netherlands, it appears that DTH reception is nearly non existent in Belgium. This could partly be explain by the fact that belgian cable networks reach every household in the country, which is not totally the case in the two others Benelux countries.

3.2 Cable services

CANAL+ Belgique

Presentation	
Name	CANAL+ Belgique
Date of launch (digital service)	01.03.98
Shareholders	Groupe CANAL+ (40%), Deficom (30%), R.M.B. (17%), R.T.B.F. (6%), Brutélé (4%), Realia (2%)

CANAL+ BELGIUM, the only pay-TV channel in the French Community of Belgium (Wallonie + Brussels), started digital broadcasting on March 1, 1998.

For the broadcaster, it was a matter of:

- ✔ satisfying the needs of the new subscribers since the production of SYSTER (Pal) analogue decoders had been stopped early in 1998;
- ✔ facing the slow but genuine development of direct satellite reception of the two main French bouquets - Canalsatellite and TPS - marketed in French-speaking Belgium under hazy legal conditions.

As of August 31,1998, CANAL+ BELGIUM was offering, in digital, three multiplexed versions of the analogue channel (CANAL +, Canal Jaune, and Canal Bleu).

Those services directly injected on the cable from a digital broadcasting platform in Charleroi, are available on all the cable networks of Wallonie except for those which are not yet linked to the fiber-optic backbone managed by A.C.M., a company comprising the various Walloon cable operators with, in addition, some state or state linked financial partners (CREDIT COMMUNAL DE BELGIQUE, S.M.A.P., S.R.I.W.).

The digital services of CANAL+ BELGIUM - as opposed to its analogue service which benefits a “must carry” rule - have not been taken up, as of now, on CODITEL, RADIO PUBLIC and WOLU TV, three out of the four cable networks from the Brussels region which try to obtain a substantial increase in CANAL+’s payments - currently 5% of its turnover for access- to give access to the teledistribution networks.

The other networks in southern Belgium - one of them (BRUTELE) is a minor shareholder in the Belgian pay-TV - have agreed to offer, at no extra cost, a second canal for a maximum of 7 years, in order to allow the broadcaster to make its progressive transition to digital. At the end of that period, the pay-TV service should be broadcast only digitally on the cable networks.(The analogue deccoders will have been swapped out by then.)
NB C+ is transmitting in 16:9 on analogue and digital.

History of subscription

(thousands)

	1993	1994	1995	1996	1997	07.98	1999
Number of subscriptions		162	172	182	182	184	
Of which digital						4	

(Source : O.E.A./entretiens)

Channel line-up

Offer	Price per month
Canal Plus, Canal Jaune, Canal Bleu (4 :3 et 16 :9)	1.645 BEF (1)

(1) : service + decoder

Major channel providers

Channels	Provider
Canal Plus, Canal Jaune, Canal Bleu	Canal Plus Belgique

Distribution

Network	Owner	Potential reach (thousands)
Cable	ALE-Teledis, Brutélé, Inatel, Interest, AIESH, …	1.025

Conditional access

Name of the decoder	
Technology	Mediaguard Mediahighway
Available for sale/price	No
Available for rent/price	No (included in the service offer)
CA agreements	None

Digital cable offer

Presentation	
Name	Pas de nom commercial connu au 01.09.98
Date of launch (digital service)	02.11.98 (prev.)
Shareholders	CANAL+ Belgique, câblo-opérateurs du Sud du pays

By the end of the mid of January 1999, a larger bouquet of digital services will be proposed on cable.

This launching will be accomplished by an association without legal status, between CANAL+ BELGIUM and the Walloon cable operators. According to the terms of the agreement signed by the parties, CANAL+ BELGIUM will bring its know-how in the area of the marketing of subscriptions and programming, while the cable operators will bring their distributing capabilities. The investments will be handled by the associates and the revenues will be split 50/50.

The bouquet of services will thus be managed by CANAL+ BELGIUM, under the control of a board of directors, where the cable operators have the voting majority. Even if we still do not know what the composition of this bouquet will be, it appears that it will comprise essentially services from the three French bouquets - CANALSATELLITE, TPS and ABSat - decoded and recoded (under Mediaguard and Mediahighway), using the so-called " transcontrol " technique. An audio offer will also take up the services offered by MUSIC CHOICE EUROPE.

At first, the cable operators should offer what amounts to three analogue channels, which will allow the broadcasting of 24 TV services. In the middle course, the offer could go up to 40 services (on 5 channels). In any case, at least to begin, there will only be theme TV services : no access to Internet and no PPV services are envisaged in the short run. It even appears that during the first 6 months of operation, the initial offer will not contain any E.P.G.
At first, no Belgian program - except maybe a " regional " channel made up of programs from the various local T.V. of the French Community of Belgium - is expected to figure in this bouquet.

The first decoders will be similar to the set-top boxes offered in France and Spain, except for the cable head, the modem (V22bis) and the software; they will be manufactured in Hasselt (Belgian Limburg) and supplied by PHILIPS.

History of subscription

(thousands)

	1993	1994	1995	1996	1997	1998	1999
Number of subscriptions							
Of which digital							

Channel line-up

Offer	Price per month
About 20 TV services TV + 40 audio services	Unknown

Major channel providers

Channels	Provider
Canal Plus (Canal Janne, Canal Bleu)	Canal Plus Belgique
Services thématiques (non définis aujourd'hui)	Canalsatellite, TPS and AB-Sat
Services audio	Music Choice (BskyB : 49 % ; Warner : 30 % ; Sony : 15 %)

Distribution

Network	Owner	Potential reach (thousands)
Cable	ALE-Teledis, Brutélé, Inatel, AIESH, …	1.025

Conditional access

Name of the decoder	
Technology	Mediaguard Mediahighway
Available for sale/price	No
Available for rent/price	No (included in the service offer)
CA agreements	None

CANAL+ Televisie

Presentation	
Name	CANAL+ Televisie (CANAL+ Vlaanderen)
Date of launch (digital service)	21.04.98
Shareholders	Groupe CANAL+ (100%)

Since 1996, meaning since the purchase of NETHOLD by the Group CANAL +, CANAL+ TELEVISIE - wholly-owned CANAL+ subsidiary - has replaced FILMNET as the pay-TV service in the Dutch Community of Belgium (Flanders + Brussels).

Its analogue offer is made up of three services: CANAL +, service designed according to the French concept - multiple showings of films, soccer, some series and documentaries, packaged like a generalist channel -, CANAL+ Bleu (a kind of " multiplex " of the first service, eg same programmes scheduled in a different time/date order but on another channel) and, for the former subscribers to FILMNET, the series channel HALLMARK. The analogue decoders, using IRDETO's analogue CA, are in fact FILMNET's old decoders.

The buying up of FILMNET transferred to the new owner NETHOLD's previous responsibilities, such as those resulting from the agreement concluded with the Flemish cable operators, dealing with the broadcasting of a digital offer on cable.

Thus, last April 21, CANAL+ TELEVISIE launched on the Flemish cable networks, the first "Belgian" digital bouquet which comprises about 15 services:

- ✔ the multiplex of the premium analogue channel;
- ✔ a dozen theme services;
- ✔ an E.P.G.

... thus without offering Internet or PPV.

However, at this point, this offer is only available on the cable networks of Flanders which are part of a mixed intermunicipal association (association between the districts in question and ELECTRABEL, first producer and distributor of energy in the country, subsidiary via Tractebel (39%) of the Société Générale de Belgique and thus of the French group SUEZ-LYONNAISE). As of the beginning of September 98, no agreement had been concluded between the state cable networks, such as INTEGAN and INTERLECTRA - close to 30% of the Flemish subscribers -, who have an agreement bearing only on the cable broadcasting of CANAL +'s analogue offer (5% of the canal's turnover for the first channel, plus a flat rate for the second and third channels).

Furthermore, the digital services are not broadcast in Brussels either, where the possibilities for channels are few and where the marketing potential is especially limited, considering the small number of Dutch-speaking families.

The fact that the digital services are not available everywhere explains the limited effort of external communication in the launching of the digital bouquet : a “ soft launch ” according to one of Pay-TV’s executives.

We must note that none of the services taken up in the digital bouquet come from CANAL SATELLITE’s offer : generally, they are English or American channels already carried on Dutch cable networks and thus already adapted (dubbed or subtitled) in Dutch. In fact, all those services are not necessarily, from the start, digital services: some are analogue services recoded into digital. Sometimes, these channels are free-to-air services in the “basic” tier on Dutch cable networks. Thus the analogue services are digitally coded and scrambled while the digital services are unscrambled, reassembled and rescrambled, using the so-called “ transcontrol technique ”, in a central platform belonging to the VLAAMSE DIGITALE DIENSTMAATSCHAPIJ (V.D.D.), wholly owned subsidiary of CANAL +, which manages Subscribers Management Systems for itself and the cable operators.

On the mixed (semi-public) intermunicipal networks, the equivalent of three analogue channels is thus reserved for the broadcasting of digital services. On the other hand, according to the terms of the agreement made between V.D.D. and the cable operators, the latter will receive a percentage of the turnover achieved on the digital services or, below a certain threshold, a flat rate (guaranteed minimum).

History of subscription

(thousands)

	1993	1994	1995	1996	1997	07.98	1999
Number of subscriptions		185	200	158	160	155	
Of which digital						6	

(Source : EAO/Interviews)

Channel line-up

Offer	Price per month
Canal Plus, Canal Bleu, Canal Jaune + 10 theme TV services and 5 audio services	1.495 BEF (set-top box incl.)
Same offer + 40 audio services	1.695 BEF (set-top box incl.)
10 theme TV services + 5 audio services	995 BEF (set-top box incl.)
40 chaînes audio (MUSIC CHOICE)	695 BEF (set-top box incl.)

Major channel providers

Channels	Provider
Cartoon Network, TNT	T.B.S./Warner
Animal Planet	Discovery Commn. (D.C.I.)/BBC Worldwide
Discovery	D.C.I.
CNBC	N.B.C.
Fashion TV, Travel, etc.	
Audio services	Music Choice Europe

Distribution (digital)

Network	Owner	Potential reach (thousands)
Cable	Semi-public intermunicipal networks: Gaselwest, Teveoost, Iverlek, Intergem, Tevewest, etc.	1.480

Conditional access

Name of the decoder	
Technology	Mediaguard Mediahighway
Available for sale/price	No
Available for rent/price	No (included in the service offer)
CA agreements	None