



June 2017

Research Tender

Equality: Affordable internet access

Purpose: Stewart Investors would like to better understand what telecommunications companies are charging for internet access for the bottom of the pyramid and examples of global best practice in providing access.

Requirements:

Help us answer the questions:

- (a) What are the fees and charges for data in the EM markets we invest in
- (b) What is this as a percentage of average income in those countries
- (c) What is the penetration rates of data availability to the lowest income segments of the markets under review
- (d) Modelling of a profitability impact of companies changing their charging rates for the lowest income segments
- (e) What examples are there of innovative approaches to providing access to the world's poorest – either by telecommunications companies or industry disruptors

Approach:

We envisage a two stage process. Stage one would be ascertaining the approaches in different markets and what telecommunications companies are currently doing.

Stage two would be sending a short survey to companies to incorporate into the assessment if needed (in collaboration with the Stewart Investors investment team).

Detours to be avoided:

- (a) Scoring companies based on information in policies (or not).

Scope:

25 Emerging Markets companies, names to be provided by Stewart Investors. Maximum 20 page report.

Tender specifics:

Please submit a proposal by email (maximum of two pages) to siresearchtenders@stewartinvestors.com on how you would conduct this research, over what timeframe and for what price.

In principle we support making your research report more widely available, however we reserve the right to prohibit, or place restrictions, on such circulation if we believe that is appropriate. Closing date for application: 30th April 2018.