

The Claim: “The prices paid for many of the C-Block licenses exceeded what was reasonable and prudent.” -- Fidelity Capital (12/30/97)

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◆ The Facts:

- ✓ CBO report found that C Block prices were reasonable.
- ✓ Hudson Institute report found that C Block prices were reasonable.
- ✓ SBA suggests the C-Block prices were a reflection of “true marketplace” forces.
- ✓ CBO report also states that A and B Block prices were lower than C Block prices because of a relative lack of competition in that auction. A and B Block auction bidders received bargain prices.

## Selected Bids of Disappointed Bidders Show Their Long-Term Assumptions About Market Also Were Wrong

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Company	Market	Final Net Bid - PPP	F-Block Winning Bidder	F-Block Net Bid PPP	Percent Difference
GO	Los Angeles	\$ 41.35	Aer Force	\$ 0.31	13339%
U.S. AirWaves	Los Angeles	\$ 37.47	Aer Force	\$ 0.31	12087%
U.S. AirWaves	San Francisco	\$ 36.52	NextWave	\$ 0.68	5371%
GO	Houston	\$ 46.62	Telecorp	\$ 1.88	2480%
AirLink	Grand Rapids	\$ 21.19	Omnipoint	\$ 0.93	2278%
GO	W. Palm Beach	\$ 51.40	Omnipoint	\$ 2.80	1836%
U.S. AirWaves	Washington	\$ 38.55	Aer Force	\$ 2.15	1793%
AirLink	W. Palm Beach	\$ 39.85	Omnipoint	\$ 2.80	1423%
GO	New York	\$ 49.95	North Coast	\$ 4.17	1198%
U.S. AirWaves	Dallas	\$ 38.46	NextWave	\$ 3.70	1039%
AirLink	Chicago	\$ 23.17	NextWave	\$ 2.82	822%
GO	Miami	\$ 58.24	Omnipoint	\$ 8.49	686%

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- ◆ Hutchison's investment in Western equates to between \$45 to \$60 per POP, according to analysts.
  - ◆ BellSouth's \$2.5 billion bid for the Brazilian cellular license covering Sao Paulo equates to \$140 per POP.
  - ◆ AT&T's purchase of McCaw cellular averages out to \$250 to \$300 per POP.
  - ◆ Most cellular carriers command per POP valuations of \$200 or more.  
See the following transactions:

<u>Company</u>	<u>POPs</u>	<u>Price</u>	<u>Price- Per-POP</u>
U S West - AirTouch	35 million	\$5.7 billion	\$296
Palmer Wireless - Price	3.9 million	\$800 million	\$226
Wireless One - Price/Palmer	378,558	\$168 million	\$443
DLJ Typical Cellular	16.4 million	\$5.24 billion	\$319
DLJ Typical PCS	10.2 million	\$425 million	\$41.71

The Claim: “If the Commission were to attempt such significant [rule] changes, it would render a major part of its auction effort a sham...” -- Sprint Corp. (6/23/97)

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◆ The Facts:

- ✓ No rule change was required. Pre-auction FCC rule permits restructuring of payment obligations (Section 1.2110(e)(4)(ii)).
- ✓ Parties whose models valued spectrum the highest would have won regardless of what rules were in effect at the time of the auction.
- ✓ Without explanation, FCC removed this rule in the Part 1 Rewrite proceeding.

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- ◆ Modest rule changes are not uncommon. A number of other auction rules have been changed “mid-stream,” including:
    - ✓ Pre-auction FCC rule permitting restructuring of payment obligations (Section 1.2110(e)(4)(ii));
    - ✓ DEF Block auction, ensuring that bid prices would be well below C-Block;
    - ✓ Carolina PCS default waiver.
  
  - ◆ The real auction integrity issue is bid signaling.
    - ✓ Integrity requires close-out of FCC bid signaling investigation prior to acceptance of Forms 175 in C-Block reauction.
    - ✓ Companies that engaged in bid signaling should be prohibited from participating in the C-Block reauction.
    - ✓ Commission expressly recognizes in Part 1 rewrite that violators of anti-collusion rules “may be prohibited from participating in future auctions.” Part 1 Rewrite at para. 166 (12/31/97).

The Claim: “The public interest would be best served by bringing this chapter of the auction process to a close.”  
-- AT&T Wireless (12/29/97)

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◆ The Facts:

- ✓ Absent new C-Block entrants, markets will see license consolidation and could ultimately end up with only 4 competitors.
- ✓ C-Block licensees already have invested heavily in infrastructure. NextWave, for example, has invested over \$80 million in equipment, and had conducted commercial tests in Las Vegas, Washington, D.C., San Diego, and San Antonio.
- ✓ Resellers are relying on a robust C-Block. A number of resellers are on the record in this proceeding describing the difficulty they have faced attempting to obtain fair and reasonable resale terms.
- ✓ Hundreds of small business licensees, contractors, vendors, and investors are depending on a robust C-Block.