

### Revised Criteria & Tariff for Grant of Landing Rights Permission to Satellite TV Channels

<b>Description</b>	<b>Criteria</b>	<b>Remarks</b>
Paid Up Capital	Rs. 20.0 Million (for single channel) Rs. 5.0 Million (for each additional channel)	<i>Criteria shall be applicable across the board on all Landing Rights cases desirous of seeking Landing Rights Permission or whose cases are under process for permission.</i>

SR #	Categories	Tariff
1	<i>Landing Rights for News / Current Affairs Satellite TV Channels.</i>	<i>Permission Fee: Rs. 5.0 Million (Per Channel)</i> <i>Annual Renewal: 30% of Permission fee Plus 7% of Gross Revenue as per Audited Accounts.</i>
2	<i>Landing Rights for Sports and Educational Satellite TV Channels.</i>	<i>Permission Fee: Rs. 1.0 Million (Per Channel)</i> <i>Annual Renewal: 30% of Permission fee Plus 5% of Gross Revenue as per Audited Accounts.</i>
3.	<i>Landing Rights for Regional Language Satellite TV Channels generating advertisements.</i>	<i>Permission Fee: Rs. 1.50 Million (Per Channel) (FTA Channel)</i> <i>Permission Fee: Rs. 1.750 Million (Per Channel) (Encrypted Channel)</i> <i>Annual Renewal: 30% of Permission fee Plus 5% of Gross Revenue as per Audited Accounts.</i>

4.	Landing Rights for Regional Language Satellite TV Channels not generating advertisements.	<p>Permission Fee: Rs. 0.30 Million (Per Channel)</p> <p>Annual Renewal: 30% of Permission fee.</p>
5.	Landing Rights for category other than news, current affairs, educational, sports and regional Satellite TV Channels not generating advertisements	<p>Permission Fee: Rs. 0.30 Million (Per Channel) (FTA Channel)</p> <p>Permission Fee: Rs. 0.70 Million (Per Channel) (Encrypted Channel)</p> <p>Annual Renewal: 30% of Permission fee.</p>

**Landing Rights Fee For Category other than News, Current Affairs, Educational, Sports and Regional Satellite TV Channels Generating Advertisements Revenue.**

*Rs In Million*

SR #	Category	Max Limit of Adv: Revenue (Yearly)	Fee For Landing Rights		Annual Renewal Fee	Advertising Revenue
			Encrypted	FTA		
1	A	Upto Rs. 30 Million	3.500	3.000	30% of Landing Rights Permission Fee	5% of Gross Revenue as per Audited Accounts
2	B	31---60 Million	5.000	4.000		
3	C	61---90 Million	7.500	6.500		
4	D	91---100 Million	12.500	11.500		

### **Explanations:-**

1. All future Landing rights, including those whose applications are presently under process shall be subject to new criteria. Existing Permission holders may however pay the annual renewal fee at the existing rate till the expiry of their permission period.
2. In case a permission holder qualifies for a Satellite TV licence and is desirous of establishing a Satellite TV channel in Pakistan, he will have to apply afresh, provided that other conditions for issuance of Satellite TV license are also fulfilled. In order to provide incentive to establish Satellite TV stations in the country full adjustment of the Landing Rights fee would be made against the Satellite TV licence fee in case the Landing Rights holder sets up a Satellite TV station within 02 years of obtaining the Landing Rights permission. After 02 years the adjustment would be made for the remaining period on pro-rata-basis.
3. 15% of Final fee for Landing Rights will be payable alongwith the application. In case of acceptance of the application, the balance payment will be made as per schedule notified by the Authority. If the application is rejected the above 15% up front fee will be refundable however, in case of failure on the part of applicant the same will be forfeited.

4. In case of applicant, whose channel is not yet aired in Pakistan and no advertising revenue is generated, at the time of submission of the application, whether directly or indirectly, and fall in the category of other channels generating advertisements, Category "A" of the respective schedule would be applicable in the first instance.
5. For the purpose of determining advertising revenue of the applicant, audited accounts for the last three years (where applicable) will be required alongwith the application.
6. For calculation purposes "**Gross Revenue**" means Revenue earned by the channel from the advertising.
7. In case the advertising revenue exceeds the maximum of slab (D) in Landing Rights fee for other channels generating advertisements, 10% of the amount in excess , shall also be payable additionally.