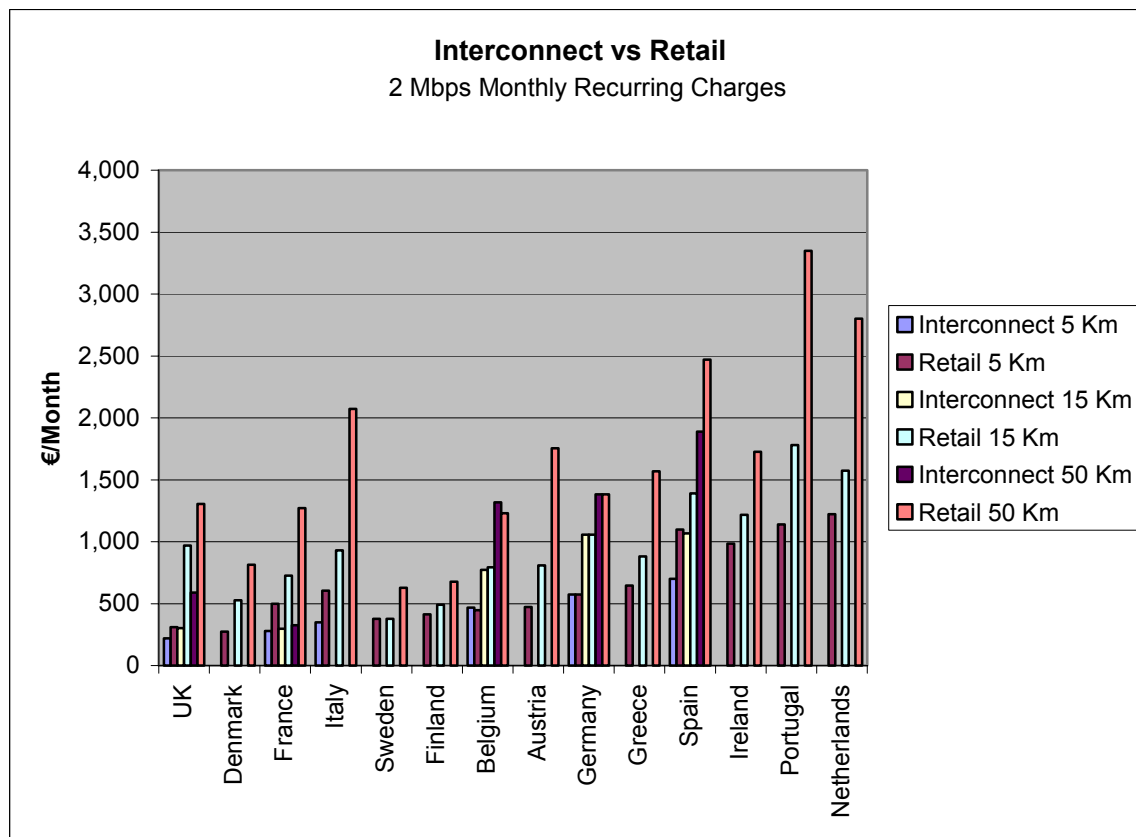


Leased Line Scorecard



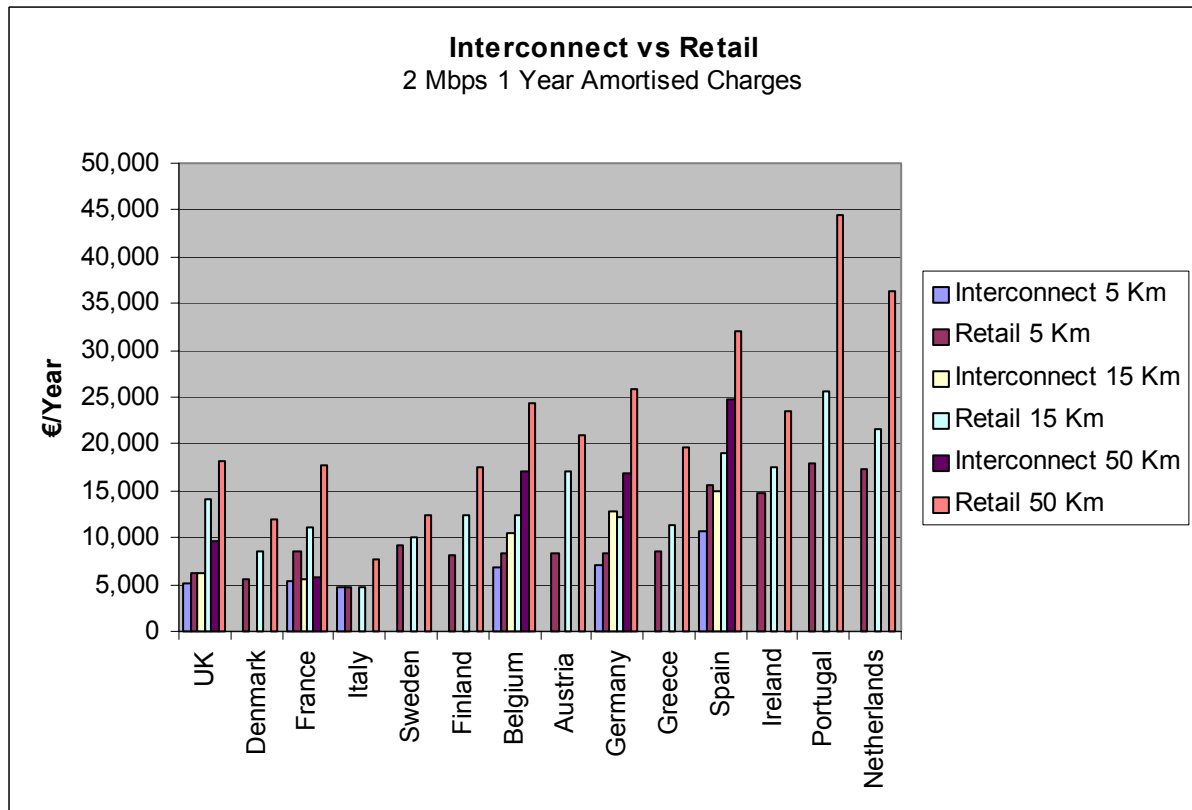
Prices generated using *Magenta netLogic's netVESPA*, accurate rule-based pricing tool with world-wide coverage.

- Prices from March 2002, produced using example circuits in *netVESPA*.
- Countries ordered by Interconnect prices then Retail prices.
- Retail Prices are fully discounted to show typical off-net purchase prices of service and network providers with bulk buying capability.
- 0 Km circuits use typical Metro zones. 15 and 50 Km circuits use typical non-Metro zones. Examples include:

	Metro (5 Km)	Non-Metro (15 & 50 Km)
BT	Central London Zone reduced fixed price	Outside CLZ – distance-based.
DTAG	Local Zone 1	Local Zone 2/Long Distance, City-to-City discounts
Belgacom	Zone 1 – High Concentration of businesses	Zone 4 – Low Concentration of businesses.
Telia	Metropolitan/Green – lower fixed price.	White/Blue – high fixed prices.

Example Metro and non-Metro pricing rules automatically applied by netVESPA

Annual Amortised Rates (Install + 12xMRC)



Interconnect tariffs:

Partial Private Circuits (PPCs) are used where available and information is provided. Specific tariffs and assumptions applied include:

- Belgium: Belgacom Half Links used. Installation fee assumes the first half link has been purchased. (First half link costs €2,107.09 and subsequent half links cost €1,239.47.) Rental fee for 0 Km is Z1-Z1 same zone, and for 15 Km uses Z1-Z1 different zone.
- France: France Telecom Interconnection service used. Prices assume that there are less than twelve 2 Mbps circuits to the customer site. (If there are 12 or more circuits to a customer site, installation reduces from €1,959 to €468.50 and annual rental fee reduces by €747.)
- Germany: SFV tariffs used for Interconnect and DDV tariffs used for retail.
- Italy: Telecom Italia PPC tariffs are used, where prices are from the customer site to the Telecom Italia exchange only. Prices are provided for up to 5 Km only.
- Spain: Telefonica Interconnect service used. Installation prices assume a 66% occupation of STM1 between OLO and incumbent site. Installation fee includes one-off payment for the interconnection link and link between incumbent and OLO's customer.
- UK: BT PPC rates for third party customer links are used and a new circuit is installed. (BT also offers Customer Sited Handover and In-Span Handover.)