

[insert Date]

[insert name]
 [insert name of RSP]
 [insert address of RSP]

Dear [insert name]

MULTICAST OFFER

This letter sets out the terms on which Enable Networks Limited (**ENL**) will offer alternative pricing for the Multicast Service (the **Multicast Offer**).

You may accept the Multicast Offer by signing this letter. If you accept the Multicast Offer, it will form part of your Enable UFB Reference Offer (as amended from time to time) (the **Reference Offer**) with effect from the date that you sign this letter.

The terms of the Multicast Offer set out in this letter will prevail over the terms of the Reference Offer to the extent of any inconsistency between them. Terms used in this letter that are defined in the Reference Offer have the same meanings in this letter.

Terms of the Multicast Offer

- 1 The Multicast Offer applies only to the Bistream 2 Wholesale Services stated in paragraphs 3, 4 and 5 below (the **Bitstream 2 Products**) and the Multicast Wholesale Services (**Multicast**).
- 2 The Multicast Offer is available for you to accept from [insert Date] (the **Commencement Date**) until 30 June 2020 (the **Availability Period**). If you accept the Multicast Offer, it will take effect from the date you sign this letter.
- 3 **Bitstream 2 30/10 Mbps Service with Multicast**
 During the Availability Period, Enable will charge the Recurring Charges set out in the table below for the Bitstream 2 30/10 Mbps Wholesale Service with Multicast ordered by [insert name of RSP]

| Period | Recurring Charges | | |
|--|-------------------|-----------|---------|
| | BS2 30/10 | Multicast | Total |
| From the Commencement Date to 30 June 2015 | \$37.50 | \$3.00 | \$40.50 |
| From 1 July 2015 to 30 June 2016 | \$38.50 | \$3.00 | \$41.50 |
| From 1 July 2016 to 30 June 2017 | \$39.50 | \$3.00 | \$42.50 |
| From 1 July 2017 to 30 June 2018 | \$40.50 | \$3.00 | \$43.50 |

| | | | |
|----------------------------------|---------|--------|---------|
| From 1 July 2018 to 30 June 2019 | \$41.50 | \$3.00 | \$44.50 |
| From 1 July 2019 to 30 June 2020 | \$42.50 | \$3.00 | \$45.50 |

4 **Bitstream 2 50/20 Mbps Service with Multicast**

- a. Subject to paragraph 4b below, during the Availability Period, Enable will charge the Recurring Charges set out in the table below for the Bitstream 2 50/20 Mbps Wholesale Service with Multicast ordered by the Service Provider.
- b. Notwithstanding paragraph 4a above, Enable may withdraw the below cap pricing set out in the table below anytime from 1 January 2015, by providing notice in writing of the withdrawal to **[insert name of RSP]**.

| Period | Recurring Charges | | |
|--|-------------------|-----------|---------|
| | BS2 50/20 | Multicast | Total |
| From the Commencement Date to 30 June 2015 | \$39.95 | \$1.00 | \$40.95 |
| From 1 July 2015 to 30 June 2016 | \$40.95 | \$1.00 | \$41.95 |
| From 1 July 2016 to 30 June 2017 | \$41.95 | \$1.00 | \$42.95 |
| From 1 July 2017 to 30 June 2018 | \$42.95 | \$1.00 | \$43.95 |
| From 1 July 2018 to 30 June 2019 | \$43.95 | \$1.00 | \$44.95 |
| From 1 July 2019 to 30 June 2020 | \$44.95 | \$1.00 | \$45.95 |

5 **Bitstream 2 Wholesale Services with a minimum headline download speed of 100 Mbps and a Recurring Charge of \$45.00 or higher**

During the Availability Period, Enable will not apply the Recurring Charge for Multicast in relation to Bitstream 2 Wholesale Services which have a minimum headline download speed of 100 Mbps and a Recurring Charge of \$45.00 or higher, ordered by the Service Provider. Accordingly, from the Commencement Date, the Recurring Charges set out in the table below for all Bitstream 2 100/50 Mbps, Bitstream 2 100/20 and Bitstream 2 200/20 with Multicast ordered by the Service Provider will apply.

| Period | Recurring Charges | | |
|--|-------------------|-----------|---------|
| | BS2 100/50 | Multicast | Total |
| From the Commencement Date to 31 August 2014 | \$55.00 | \$0.00 | \$55.00 |
| From 1 September 2014 to 30 June 2019 | \$50.00 | \$0.00 | \$50.00 |
| From 1 July 2019 to 30 June 2020 | \$49.90 | \$0.00 | \$49.90 |
| Period | Recurring Charges | | |
| | BS 100/20 | Multicast | Total |
| From the Commencement Date to 30 June 2020 | \$45.00 | \$0.00 | \$45.00 |
| Period | Recurring Charges | | |
| | BS 200/20 | Multicast | Total |
| From the Commencement Date to 30 June 2020 | \$55.00 | \$0.00 | \$55.00 |

- 6 In addition to the Recurring Charges set out above, the outgoing charge per Mbps for the Multicast Offer is replaced by an upfront fee of \$50,000 for 1Gbps of multicast capacity. The 1Gbps of multicast capacity will be available to be used during the period from the date on which you sign this letter until the end of the Availability Period only. If you accept the Multicast Offer and the 1Gbps of multicast capacity is exceeded before the end of the Availability Period, you may:
- a. purchase a further 1Gbps of multicast capacity for a further \$50,000; or
 - b. revert to one of the two charging options in the Reference Offer Price List (refer to Appendix 2, clauses 5.24 and 5.25).
- 7 Notwithstanding the terms of the Multicast Offer, Vodafone will order all Services (including Multicast) using the applicable Enable order process and otherwise in accordance with the requirements of the Reference Offer.
- 8 Following the expiry of the Availability Period, **[insert name of RSP]** will pay the Recurring Charges stated in the Reference Offer Price List for the Bitstream 2 Products and Multicast.
- 9 The Multicast Offer does not apply to any other Wholesale Services provided by Enable, or ordered by **[insert name of RSP]** during the Availability Period or otherwise.



10 Unless otherwise agreed by Enable in writing, the Multicast Offer cannot be used in conjunction with any other offers made by Enable from time to time.

Please confirm your acceptance of these terms by signing below and returning a copy of this letter to ENL.

Yours sincerely

Steve Fuller
Chief Executive Officer
Enable Networks Limited

Agreed on behalf of **[insert name of RSP]** by:

Signed

Name of authorised person

Date