

FROM UAE TO THE WORLD - INTERNATIONAL TELECOM WEEK

Region

All

| Region | Total Minutes | Belgacom Avg. Cost/min | France Telecom Avg. Cost/min | Telstra Avg. Cost/min | TATA Avg. Cost/min |
|-------------------------|----------------|------------------------|------------------------------|-----------------------|--------------------|
| Eastern Africa | 53,580,539.00 | | 1.415 | 1.187 | 1.512 |
| Western Africa | 50,084,978.00 | | 1.440 | 1.037 | 1.363 |
| Southern Europe | 47,671,045.00 | | 0.696 | 0.419 | 0.977 |
| South America | 47,626,997.00 | | 0.491 | 0.304 | 0.531 |
| Western Asia | 45,806,597.00 | 0.007 | 0.621 | 0.500 | 0.678 |
| Northern Europe | 42,246,744.00 | | 1.123 | 0.415 | 0.549 |
| Eastern Europe | 41,338,093.00 | | 1.171 | 0.754 | 0.762 |
| Western Europe | 37,476,720.00 | 0.016 | 0.477 | 0.361 | 0.810 |
| Caribbean | 35,845,585.00 | | 0.352 | 0.233 | 0.295 |
| South-Eastern Asia | 26,321,120.00 | 0.015 | 0.306 | 0.568 | 0.260 |
| Middle Africa | 25,233,279.00 | | 1.825 | 0.704 | 0.582 |
| Southern Asia | 22,516,489.00 | 0.001 | 0.558 | 0.453 | 0.817 |
| Central America | 18,612,332.00 | | 0.342 | 0.340 | 0.478 |
| Northern Africa | 18,412,150.00 | | 1.032 | 0.738 | 1.263 |
| Unspecified Region | 12,643,117.00 | | 13.242 | | |
| Eastern Asia | 11,645,124.00 | | 0.145 | 0.135 | 0.097 |
| Southern Africa | 10,060,814.00 | 0.009 | 0.492 | 0.394 | 0.300 |
| Central Asia | 8,788,857.00 | | 0.427 | 0.404 | 0.503 |
| Polynesia | 7,614,598.00 | | 0.702 | 0.677 | 0.300 |
| Australia and Newzeland | 6,337,873.00 | | 1.455 | 0.033 | 0.127 |
| Melanesia | 6,021,688.00 | | 0.830 | 0.917 | 0.262 |
| Northern America | 4,982,391.00 | | 0.143 | 0.133 | 0.170 |
| Micronesia | 4,054,889.00 | | 0.338 | 0.609 | 0.424 |
| Total | 584,922,019.00 | 0.002 | 1.113 | 0.563 | 0.745 |

Belgacom Total Cost

1.45M

France Telecom Total Cost

650.76M

Telstra Total Cost

329.37M

TATA Total Cost

435.68M

Minimum Cost Provider

Telstra Australia

Minimum Cost/Min

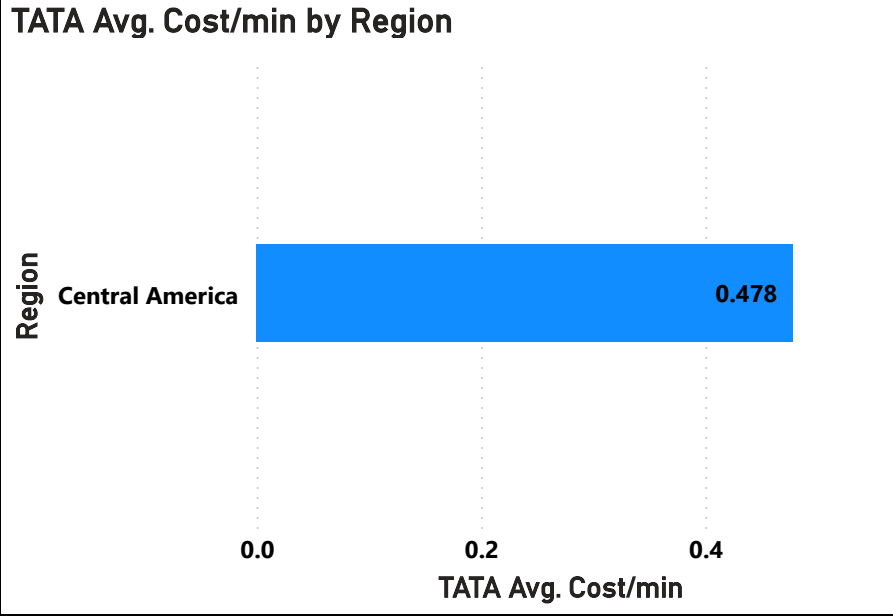
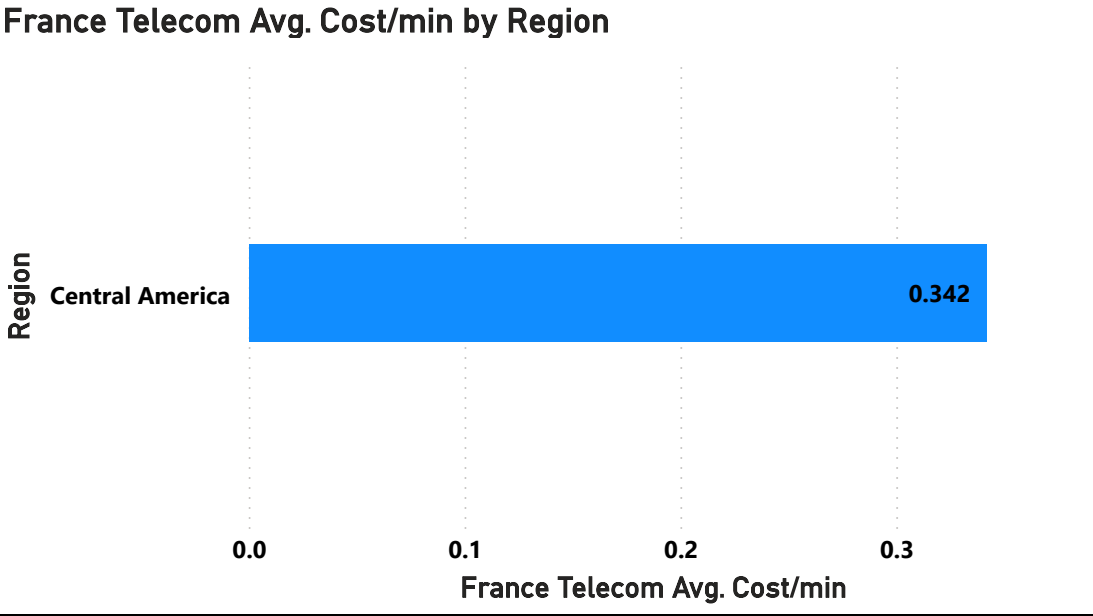
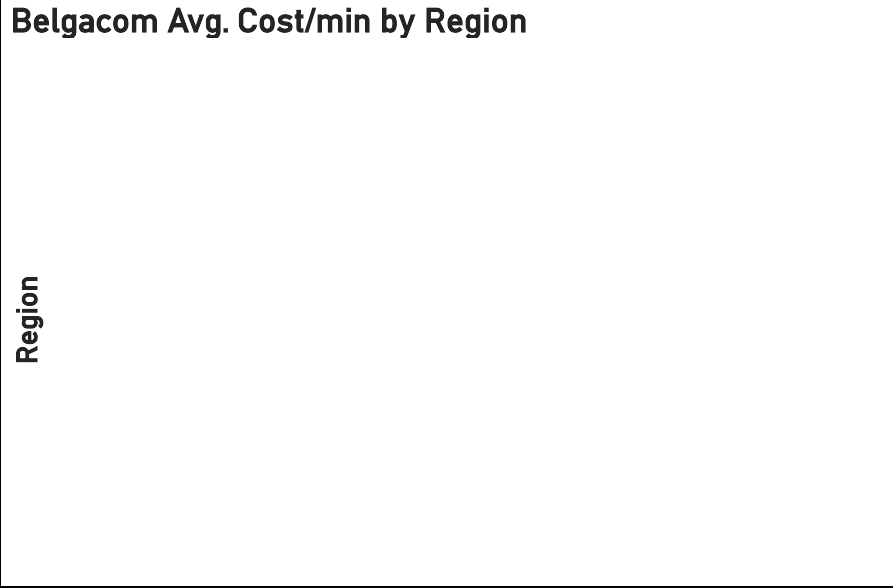
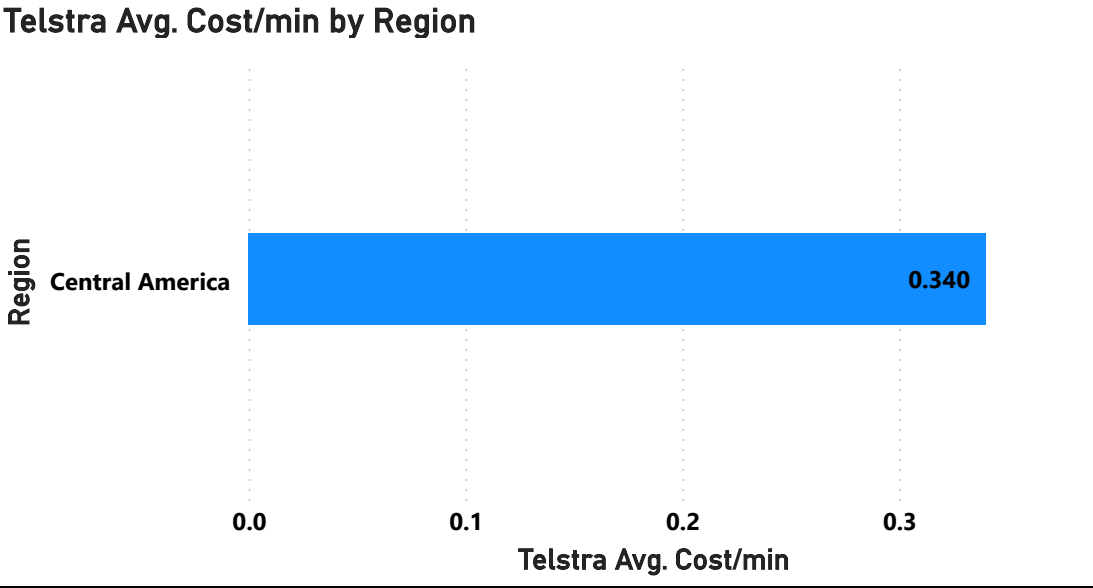
0.340

Maximum Cost Provider

TATA India

Maximum Cost/Min

0.478



Region

| | |
|-------------------------|--------------------|
| Australia and Newzeland | Northern Europe |
| Caribbean | Polynesia |
| Central America | South America |
| Central Asia | South-Eastern Asia |
| Eastern Africa | Southern Africa |
| Eastern Asia | Southern Asia |
| Eastern Europe | Southern Europe |
| Melanesia | Unspecified Region |
| Micronesia | Western Africa |
| Middle Africa | Western Asia |
| Northern Africa | Western Europe |
| Northern America | |

Region

| | |
|-------------------------|--------------------|
| Australia and Newzeland | Northern Europe |
| Caribbean | Polynesia |
| Central America | South America |
| Central Asia | South-Eastern Asia |
| Eastern Africa | Southern Africa |
| Eastern Asia | Southern Asia |
| Eastern Europe | Southern Europe |
| Melanesia | Unspecified Region |
| Micronesia | Western Africa |
| Middle Africa | Western Asia |
| Northern Africa | Western Europe |
| Northern America | |

Total Proposed Cost

6.27M

Total Cost Saved

63.32K

Minimum Cost Provider

Telstra Australia

| Region | Minimum Cost Provider | Minimum Cost/Min | Proposed price |
|-----------------|-----------------------|------------------|----------------|
| Central America | Telstra Australia | 0.340 | 0.337 |

Total Cost

6.33M

France Telecom Reduction

1.49%

Telstra Reduction

1.00%

TATA Reduction

29.61%

France Telecom Proposal

0.337

Telstra Proposal

Minimum Offer

TATA Proposal

No Proposal

| Region | Total Minutes | Minimum Cost/Min | Minimum Cost Provider |
|-----------------|---------------|------------------|-----------------------|
| Central America | 18,612,332.00 | 0.340 | Telstra Australia |

Savings With France Telecom

63.32K

Savings With Telstra

Minimum Price

Savings With TATA

0.00

| Region | |
|-------------------------|--------------------|
| Australia and Newzeland | Northern Europe |
| Caribbean | Polynesia |
| Central America | South America |
| Central Asia | South-Eastern Asia |
| Eastern Africa | Southern Africa |
| Eastern Asia | Southern Asia |
| Eastern Europe | Southern Europe |
| Melanesia | Unspecified Region |
| Micronesia | Western Africa |
| Middle Africa | Western Asia |
| Northern Africa | Western Europe |
| Northern America | |

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| Region | France Telecom Proposal | Telstra Proposal | TATA Proposal |
|-------------------------|-------------------------|-----------------------|-----------------------|
| Australia and Newzeland | No Proposal | Minimum Offer | No Proposal |
| Caribbean | No Proposal | Minimum Offer | No Proposal |
| Central America | 0.337 | Minimum Offer | No Proposal |
| Central Asia | 0.400 | Minimum Offer | No Proposal |
| Eastern Africa | 1.175 | Minimum Offer | No Proposal |
| Eastern Asia | No Proposal | No Proposal | Minimum Offer |
| Eastern Europe | No Proposal | Minimum Offer | 0.746 |
| Melanesia | No Proposal | No Proposal | Minimum Offer |
| Micronesia | Minimum Offer | No Proposal | No Proposal |
| Middle Africa | No Proposal | No Proposal | Minimum Offer |
| Northern Africa | No Proposal | Minimum Offer | No Proposal |
| Northern America | 0.132 | Minimum Offer | No Proposal |
| Northern Europe | No Proposal | Minimum Offer | No Proposal |
| Polynesia | No Proposal | No Proposal | Minimum Offer |
| South America | No Proposal | Minimum Offer | No Proposal |
| South-Eastern Asia | 0.257 | No Proposal | Minimum Offer |
| Southern Africa | No Proposal | No Proposal | Minimum Offer |
| Southern Asia | No Proposal | Minimum Offer | No Proposal |
| Southern Europe | No Proposal | Minimum Offer | No Proposal |
| Unspecified Region | Minimum Offer | Service Not Available | Service Not Available |
| Western Africa | No Proposal | Minimum Offer | No Proposal |
| Western Asia | No Proposal | Minimum Offer | No Proposal |
| Western Europe | No Proposal | Minimum Offer | No Proposal |

RECOMMENDATIONS:

-->Regions to be given to **Telstra**:

Australia & New Zealand, Caribbean, Eastern Asia, Northern Africa, Northern Europe, South America, Southern Asia, Southern Europe, Western Africa, Western Asia, Western Europe.

-->Regions to be given to **TATA**:

Melanesia, Middle Africa, Polynesia, Southern Africa.

-->Regions to be given to **France Telecom**:

Micronesia, Unspecified regions (Satellite Communication).

-->Regions where we can propose **negotiations**:

Central America (Offer **France Telecom** 0.337 cost/min to transfer)

Central Asia (Offer **France Telecom** 0.400 cost/min)

Eastern Africa (Offer **France Telecom** 1.175 cost/min),

South-Eastern Asia (Offer **France Telecom** 0.257 cost/min).

NOTE:

Belgacom provides limited coverage in terms of regions and countries. We can inquire if they can expand their coverage to match our call terminations and request an updated price list for consideration.