

		Reportable Retail Products	Retail PSTN	Line Rental and Subscription	Local Calls	National Long Distance calls	International direct calls	Fixed to Mobile calls	13 and 18 calls	Retail ADSL	Reportable Wholesale Products	Voice and ADSL Bundle	Voice Bundle	Unconditional Local Loop	Line Sharing Services	Local Carriage Services	Local Carriage Services - Access	Local Carriage Services - Calls	PSTN Originating & Terminating Access	Wholesale ADSL
Sales Revenue	Access Related Revenue Usage Related Revenue Connection Revenue																			
Other Revenue																				
TOTAL REVENUE																				
Network Expenses	Access Platform Transmission Platform Other																			
Interconnection Costs																				
Non-Network Product and Customer Expenses																				
Non-Network Overhead Expenses																				
EBITDA																				
EBITDA %																				
Depreciation & Amortisation	Access Platform Transmission Platform Other																			
TOTAL DEPRECIATION																				
EBIT																				
EBIT %																				
Total Capital Employed	Access Platform Transmission Platform Other																			
Cost of Capital																				
TOTAL ECONOMIC COST	Access Platform Transmission Platform Other																			
ECONOMIC RETURN																				
ECONOMIC RETURN %																				
SERVICES	Number Units		SIOs	SIOs						SIOs	SIOs	SIOs	SIOs	SIOs	SIOs	SIOs	SIOs			SIOs
USAGE - ON-NET	Number Units				Calls	Mins	Mins	Mins	Mins									Calls		
USAGE - OFF-NET	Number Units				Calls	Mins	Mins	Mins	Mins										End Mins	Mbps
CONNECTION - IN-PLACE	Number Units		Connections	Connections						Connections				Connections	Connections	Connections	Connections			Connections
CONNECTION - NEW	Number Units		Connections	Connections										Connections		Connections	Connections			
UNIT REVENUE	Service Usage Connection																			
NETWORK UNIT COST	Service Usage Connection																			

(1) The Telstra Economic Model (TEM) is the financial management reporting system that Telstra uses for business management purposes and is derived independently from and may deliver different outputs to those used by Telstra for Regulatory purposes.

(2) Economic Return is reported as a proportion of capital employed. EBITDA % and EBIT % are reported as a proportion of Sales Revenue.

(3) Services, Usage and Connection data, including demand measures, are derived from different systems to TEM. Telstra will strive to ensure consistency between the data sources, but cannot guarantee that this will occur until further due diligence has taken place leading up to the production of the first report.

Wholesale Services			Internal Wholesale Price (Costs Telstra retail business units faces for the same components purchased by wholesale customers)	External Wholesale Price (Average revenue from supply to wholesale customers)	% Variation	Reference Offer
Wholesale Line Rental (WLR) Local Calls PSTN OTA	In-Place Connection	per connection	#REF!	#REF!	#REF!	From \$53.64 to \$204.55
	New Connection	per connection	#REF!	#REF!	#REF!	From \$271.82 to \$362.73
	Rental	per SIO	#REF!	#REF!	#REF!	\$22.84
	Usage	per call	#REF!	#REF!	#REF!	\$0.089
VOICE BUNDLE			#REF!	#REF!	#REF!	\$0.0095
Per SIO			#REF!	#REF!	#REF!	
Wholesale ADSL	In-Place Connection	per connection	#REF!	#REF!	#REF!	\$80
	New Connection	per connection	#REF!	#REF!	#REF!	\$55
	AGVC	per Mbps	#REF!	#REF!	#REF!	\$30
	Port Zone 1	per SIO	#REF!	#REF!	#REF!	\$37
VOICE AND ADSL BUNDLE			#REF!	#REF!	#REF!	
Per SIO			#REF!	#REF!	#REF!	
Unbundled Local Loop Service (ULLS)	Connection	per connection	#REF!	#REF!	#REF!	From \$52.67 to \$60.29
	Port	per SIO	#REF!	#REF!	#REF!	From \$16.21 to \$48.19
Line Sharing Service (LSS)	Connection	per connection	#REF!	#REF!	#REF!	\$45.04
	Port	per SIO	#REF!	#REF!	#REF!	\$1.80
TOTAL BUNDLE OF FIXED WHOLESALE SERVICES			#REF!	#REF!	#REF!	
Per SIO			#REF!	#REF!	#REF!	
MTAS	Usage	per end min	0.09	0.09	0.00%	[TBA]