

		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)	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
Local Calls	Rental	per SIO	#REF!	#REF!	#REF!	\$22.84
	Usage	per call	#REF!	#REF!	#REF!	\$0.089
PSTN OTA	Usage	per end min	#REF!	#REF!	#REF!	\$0.0095
VOICE BUNDLE		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
	Port Zone 2	per SIO	#REF!	#REF!	#REF!	
VOICE AND ADSL BUNDLE		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		Per SIO	#REF!	#REF!	#REF!	
MTAS	Usage	per end min	0.09	0.09	0.00%	[TBA]