

Reference Access and Interconnection Offer

Annex M Prices

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1 General

- 1.1 This Annex provides tariffs applicable to the Services described in Annex C of the Reference Access and Interconnection Offer.
- 1.2 The cost of additional product features, specialized billing, systems and/or network interfaces, non-standard connectivity and associated configuration, integration, testing and man-hours are not included in the published tariffs. Such cases will be dealt with on a case-by-case basis. These additional cost shall be discussed and agreed between both parties and accordingly Omantel shall inform the TRA to obtain the necessary approval.
- 1.3 The costs identified during feasibility and implementation of the Service in the published tariff which were not considered earlier will be charged to the Requesting Party accordingly.
- 1.4 Where certain site preparation is to be carried out by Omantel, the Requesting Party shall pay all the reasonable costs incurred by Omantel in carrying out this activity plus a markup of 16%.
- 1.5 If the Requesting Party requires Omantel to perform additional tasks, Omantel may offer to perform those additional tasks, subject to feasibility. The Requesting Party should request in writing for Omantel to perform such additional tasks. In such cases, Omantel will charge the Requesting Party on a cost plus 16% basis. Additional tasks are understood as those tasks not covered by any of the billing concepts defined herein.
- 1.6 The additional tasks may include, but are not limited to: a) Procurement of non-standard equipment, b) Custom network configurations, b) Integration with other systems not covered in scope, c) Additional acceptance testing beyond standard procedures, d) Preparation of content or documents, e) Special approvals from authorities, f) Support during initial days of operation etc.

- 1.7 Any increase (or reduction) in utility charges, taxes or VAT will be added to (or reduced from) the prices without any notice period and it shall be applicable from the date of validity of that new charge/tax or increase (or reduction) in any levied charge/tax provided such charge/taxes are passed directly on to the Requesting Party. Where there is such change in the charges, any retrospective invoicing or credit for such changes shall be done within a maximum of 60 calendar days from the increase (or reduction). In case of changes in taxes, utility charges or any other charge that form part of Omantel's cost base, any resulting amendment to the charges will be made following an approval by the TRA, as amendments to those charges. Any such change shall take effect from the date that the TRA shall specify in its approval.
- 1.8 In order to provide a requested service to the Requesting Party and in order to maintain the requested services, Omantel will recover if there is any cost incurred by Omantel in meeting the obligations under Article 44 of Telecommunication Regulatory Act from the Requesting Party (at the time of provisioning or even the future costs) that Omantel may incur in order to full fill Article 44 requirement. The specified cost shall be added to the prices on ongoing basis and/or one-time expense shall be charged to the Requesting Party. Such charges shall be agreed between the Parties and shall cover such costs as are reasonably incurred for the provision of such services. In all cases, such charges shall be subject to TRA approval.
- 1.9 Definition and Terms used can be found in Annex L and Annex C of the Reference Offer.
- 1.10 Conditions
- 1.10.1 The tariffs for all Services are in Omani Rials (OMR), unless specifically stated otherwise.
- 1.10.2 All the tariffs are subject to Minimum Contract Term as specified in the corresponding Service Annex.
- 1.10.3 All charges for non- voice related/ non-CDR generated Services shall be paid in advance as quarterly payments unless and otherwise specified in this Sub Annex.

- 1.10.4 All Tariffs for the Services are excluding the charges for co-location, power consumption, power backup, DC power and UPS.
- 1.10.5 If Omantel incurs costs in addition to the Charges in this Annex, in providing Access and Interconnection Services under this Access and Interconnection Agreement, Omantel reserves the right to recover its costs in addition to the Charges below.. Such charges shall be agreed between the Parties and shall cover such costs as are reasonably incurred for the provision of such services. In all cases such charges shall be subject to TRA approval.

2 Definitions

2.1 The definitions in Annex L shall apply to this Sub Annex in addition to the following.

2.1.1 NRC – Non-Recurring charges

2.1.2 MRC – Monthly recurring charges

3 C-FA 04 Colocation

3.1 Co-location of the Access Service Providers Equipment within the Omantel MDF Room.

Land Location	NRC	MRC OMR Per SQR meter
Co-location: indoor in Omantel buildings	1,087	<ul style="list-style-type: none"> ▪ For Secure Cage Colocation - 31 OMR/month/sqm ▪ For Shared Space Colocation - 62 OMR/month/sqm

The minimum space for the Co-location service shall be as follows:

- (1) six (6) square meters for the secure cage space;
- (2) two (2) square meters for the shared space.

4 C-FA 08 Wholesale Transmission

Type of Service	MRC and NRC
Wholesale Transmission (except CSI and IBI)	(2 x Terminating Segments of Leased Lines) + Wholesale Trunk Segment of Leased Lines
CSI	Terminating Segment of Leased Lines + Wholesale Trunk Segment of Leased Lines
IBI	Cross connect charges (refer to C-FA 18. Patching Service). A trunk segment may be required if the POIs are on different floors or in distant sections of a large building. In such case, Omantel shall share the technical arrangements with the Requesting Party justifying the use of trunk segment.

5 C-FA 09 Internet Broadband Resale Service

- 5.1 Retail minus methodology will be used. The “Retail minus percentage” will be 21% for both Consumer and Corporate segment..

6 C-FA 10 Wholesale Terminating Segment of Leased Line

Maximum distance will be 3 KM.

Capacity	Charges (OMR/line/month)
2 Mb/s	49
34 Mb/s	158
155 Mb/s	272
1 Gb/s	749
10 Gb/s	2,149
100 Gb/s	8,430

NRC = 72 OMR

7 C-FA 11 Wholesale Trunk Segment of Leased Line (National)

7.1 Terrestrial Links

MRC

Capacity	Within exchange	<100 km	101-300 km	301-400 km	>400 km
2 Mb/s	93	179	225	288	348
34 Mb/s	300	578	723	932	1,118
155 Mb/s	518	997	1,247	1,607	1,929
1 Gb/s	1,425	2,744	3,431	4,417	5,303
10 Gb/s	4,089	7,872	9,844	12,675	15,218
100 Gb/s	16,040	30,878	38,614	49,722	59,694

NRC = OMR 200

7.2 Submarine Cable (National)

MRC

Capacity	OMR/line/month
2 Mb/s	525
34 Mb/s	1,689
155 Mb/s	2,913
1 Gb/s	8,010
10 Gb/s	22,983
100 Gb/s	90,154

NRC = OMR 2,877

8 C-FA 12 Wholesale Trunk Segment of Leased Line (IPLC)

MRC

Capacity	OMR/line/month (Non-ME countries)	OMR/line/month (ME countries)
2 Mb/s	276	149
34 Mb/s	886	479
155 Mb/s	1,582	826
1 Gb/s	4,203	2,272
10 Gb/s	12,062	6,520
100 Gb/s	47,316	25,576

NRC = OMR 3,241

The above prices do not include the 3rd party charges. Omantel will provide the pricing for the segment in the destination country after sourcing it from its partners, and adding the royalty and admin charges. Omantel shall provide the quote of each requested destination to the Requesting Party upon request.

The MRC for the ME countries is only for the half-circuit. The other half-circuit will be included in the 3rd party charges. If Omantel is required to provide full circuit, the MRC will be doubled.

9 C-FA 13 IP Transit

MRC

Capacity	OMR/line/month
2 Mb/s	447
34 Mb/s	1,440
155 Mb/s	2,483
1 Gb/s	6,828
10 Gb/s	19,589
100 Gb/s	76,842

NRC = OMR 1,570

10 C-FA 14 Access to Omantel Landing Station

Description	NRC	MRC OMR per SQM
Access to Omantel Landing Station	7,071	729

11 C-FA 16 Access to Omantel Data Center

Description	NRC	MRC OMR per SQM
Access to Omantel Data Station	6,306	302

12 C-FA 17 Access to Passive Infrastructure

12.1 Access to Omantel Ducts

Description	NRC (OMR)	MRC (OMR)
Survey charges	Transportation charge of OMR 1 per Km per team member; plus	

	Man-hour charges as per section 27.3 "Site Visit".	
Installation charges	Hard area: OMR 18 per meter Soft area: OMR 16 per meter	
Sub-duct rental charges		0.058 OMR/m/month for soft areas 0.067 OMR/m/month for hard areas
Splicing charges	OMR 500 per splicing	
Duct cleaning charges	OMR 0.500 per meter	
Cable pulling charges	OMR 0.620 per meter	
Rope charges	OMR 0.400 per meter	
Rope pulling charges	OMR 0.500 per meter	
Fiber testing charges	OMR 80 per fiber	
Site preparation charges	Will be agreed with the Requesting Party after feasibility. The charge will be calculated as cost plus 16%.	
Cable recovery and retirement charges	Duct cleaning charges and cable pulling charges as per this table charged at the time of termination of Service.	
False alarm charges	OMR 38	

The charges under Installation charges, Splicing charges, Duct cleaning charges, Cable pulling, Rope charges, Rope pulling charges, Fiber testing and Cable recovery and retirement charges are ancillary charges.

Any additional costs for repair, equipment/material replacement or re-routing of the ducts and manholes, shall be borne by the Requesting Party at cost plus 16%. Man-hour charges as per section 27.3 "Site Visit".

Right of way charges – to be shared equally by the Requesting Party.

12.2 Access to Omantel Trenches

Charges for this Service shall be shared equally between the Parties. This service can only be offered if Omantel is actively digging the trench at that time. The charges shall be proportional to the length of the trench ordered by the Requesting Party.

Right of way charges – to be shared equally by the Parties

12.3 Access to Omantel Manholes

Description	NRC (OMR)	MRC (OMR)
Survey charges	Transportation charge of OMR 1 per Km per team member; plus Man-hour charges as per section 27.3 "Site Visit".	
Installation charges	Type 1 Manhole – OMR 2,900 per Manhole	
Maintenance charges		OMR 160 per annum per Manhole
Site preparation charges	Will be agreed with the Requesting Party after feasibility. The charge will be calculated as cost plus 16%.	

Any additional costs for repair, equipment/material replacement or re-routing of the ducts and manholes shall be borne by the Requesting Party at cost plus 16%. Man-hour charges as per section 27.3 "Site Visit".

Right of way charges – to be shared equally by the Parties

13 C-FA 18 Patching service

Description	NRC (OMR)	MRC (OMR)
Installation charges	OMR 27.5 per patching; plus Transportation charge of OMR 1 per Km per team member; plus	

	Man-hour charges as per section 27.3 "Site Visit".	
Patching monthly rental charges		OMR 15
Termination fee	Man-hour charges as per section 27.3 "Site Visit".	

Any additional costs for repair, equipment or material replacement shall be borne by the Requesting Party at cost plus 16%. Man-hour charges as per section 27.3 "Site Visit".

If fibre-optic cable is damaged within end-user premises, a fee of OMR 50 will be charged.

14 C-FA 19 Virtual Unbundled Local Access

14.1 Establishing the VULA NNI (charges are per NNI)

Description	NRC (OMR)	MRC (OMR)
Colocation survey and technical feasibility charges	Transportation charge of OMR 1 per Km per team member; plus Man-hour charges as per section 27.3 "Site Visit".	
Site preparation charges	Will be agreed with the Requesting Party after feasibility. The charge will be calculated as cost plus 16%.	
Setting up VULA NNI + Port charges	OMR 128	OMR 18.2 for 1 Gbps OMR 81.1 for 10 Gbps
VULA NNI Bandwidth charges (between the Edge routers; optional if the RP is not collocated close to the Edge Routers)	The charges will be in accordance with Trunk Segment of Leased Line (National) and Terminating Segment of Leased Line.	The charges will be in accordance with Trunk Segment of Leased Line (National) and Terminating Segment of Leased Line.

The charges to connect the Requesting Party's network to the Requesting Party's Edge router at the Omantel POI are not included above. Requesting Party shall request the appropriate RAIO service (C-FA 10 and C-FA 11) for this purpose.

Any additional costs for repair, equipment or material replacement shall be borne by the Requesting Party at cost plus 16%. Man-hour charges as per section 27.3 "Site Visit".

14.2 VULA connectivity

Description	NRC (OMR)	MRC (OMR)
Installation charges	OMR 35	
Modem charges	OMR 35	
VULA rental charges		See table below
Termination fee	Man-hour charges as per section 27.3 "Site Visit".	

VULA rental charges

Capacity	Residential Users OMR/line/month	Business Users OMR/line/month
100 Mbps	12.44	13.06
1 Gbps	35.45	37.22
10 Gbps	99.52	104.50

Any additional costs for repair, equipment or material replacement shall be borne by the Requesting Party at cost plus 16%. Man-hour charges as per section 27.3 "Site Visit".

Right of way charges – If Right of Way is required, it will be charged as actuals plus 16%.

15 C-FA 20 Network-to-Network Interface

15.1 Establishing the Layer 2 NNI (charges are per NNI)

Description	NRC (OMR)	MRC (OMR)
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Colocation survey and technical feasibility charges	Transportation charge of OMR 1 per Km per team member; plus Man-hour charges as per section 27.3 "Site Visit".	
NNI setup charges	OMR 128	OMR 18.2 for 1 Gbps OMR 81.1 for 10 Gbps
NNI Bandwidth charges (between the PE routers; optional if the RP is not collocated close to the Edge Routers)	The charges will be in accordance with Trunk Segment of Leased Line (National) and Terminating Segment of Leased Line.	The charges will be in accordance with Trunk Segment of Leased Line (National) and Terminating Segment of Leased Line.

The charges above are for each NNI.

The charges to connect the Requesting Party's network to the Requesting Party's PE router at the Omantel POI are not included above. Requesting Party shall request the appropriate RAIO service (C-FA 10 and C-FA 11) for this purpose.

Any additional costs for repair, equipment or material replacement shall be borne by the Requesting Party at cost plus 16%. Man-hour charges as per section 27.3 "Site Visit".

15.2 Setting up the customer on the Layer 2 NNI (charges are per customer per NNI)

Man-hour charges as per section 27.3 "Site Visit".

Any additional costs for repair, equipment or material replacement shall be borne by the Requesting Party at cost plus 16%.

15.3 Establishing the Layer 3 NNI (charges are per NNI)

Description	NRC (OMR)	MRC (OMR)
Colocation survey and technical feasibility charges	Transportation charge of OMR 1 per Km per team member; plus Man-hour charges as per section 27.3 "Site Visit".	
NNI setup charges	OMR 128	OMR 24.3 for 1 Gbps OMR 108.1 for 10 Gbps

NNI Bandwidth charges (between the PE routers; optional if the RP is not collocated close to the Edge Routers)	The charges will be in accordance with Within Exchange Trunk segment of leased line (National).	The charges will be in accordance with Within Exchange Trunk segment of leased line (National).
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The charges above are for each NNI.

The charges to connect the Requesting Party's network to the Requesting Party's PE router at the Omantel POI are not included above. Requesting Party shall request the appropriate RAIO service for this purpose.

Any additional costs for repair, equipment or material replacement shall be borne by the Requesting Party at cost plus 16%. Man-hour charges as per section 27.3 "Site Visit".

15.4 Setting up the customer on the Layer 3 NNI (charges per customer per NNI)

Man-hour charges as per section 27.3 "Site Visit".

Any additional costs for repair, equipment or material replacement shall be borne by the Requesting Party at cost plus 16%.

16 C-FA 21 Layer 2 Ethernet service

Note – The charges below are for connecting a single international location to an Omantel POP or a NNI in Oman.

This Service is a combination of international connectivity and national connectivity.

The prices for the international link are calculated based on the pricing for CFA-12 Wholesale Trunk Segment of Leased Line (IPLC).

For the National connectivity, the trunk segment and terminating segment prices from CFA-10 Wholesale Trunk Segment of Leased Line and CFA-11 Wholesale Terminating Segment of Leased Line shall be added accordingly. In addition to this, the charges for the connectivity from the handover point (Omantel POP or the NNI) to the Omantel international gateway are calculated as a Wholesale Trunk Segment of Leased Line C-FA 11 and two Terminating Segment of Leased Line C-FA 10, and will be charged to the Requesting Party.

If Omantel needs to buy the backhaul or access links from a third-party, a markup of 16% will be added to the third-party charges, and added to Omantel prices.

Other charges

Man-hour charges as per section 27.3 "Site Visit".

Any additional costs for repair, equipment or material replacement shall be borne by the Requesting Party at cost plus 16%.

17 C-FA 22 Layer 3 MPLS service

Same as C-FA 21 Layer 2 Ethernet Service

18 C-FA 23 Dark fiber service

Description	NRC (OMR)	MRC (OMR)
Survey charges	Transportation charge of OMR 1 per Km per team member; plus Man-hour charges as per section 27.3 "Site Visit".	
One-time charges	OMR 4 per meter per fiber	
ILA and add-drop deployment charges (per site)	Transportation charge of OMR 1 per Km per team member; plus Man-hour charges as per section 27.3 "Site Visit".	
Dark fiber monthly rental charges		OMR 1.01 per meter per fiber
Colocation at ILA sites (ancillary)	Colocation charges same as C-FA 04 Colocation. Power charges same as power charges under 27 Other Services	Colocation charges same as C-FA 04 Colocation. Power charges same as power charges under clause 27 Other Services
Colocation at add-drop sites (ancillary)	Colocation charges same as C-FA 04 Colocation.	Colocation charges same as C-FA 04 Colocation.

	Power charges same as power charges under 27 Other Services	Power charges same as power charges under clause 27 Other Services
ILA site and add-drop site power (DC) (ancillary)	Power charges same as power charges under 27 Other Services	Power charges same as power charges under clause 27 Other Services
Backup power (in addition to DC power) (ancillary)	Same as power charges under clause 27 Other Services	Same as power charges under clause 27 Other Services

Any additional costs for repair, equipment or material replacement shall be borne by the Requesting Party at cost plus 16%. Man-hour charges as per section 27.3 "Site Visit".

The charges for connectivity (if required) to extend Requesting Party network up to Omantel POP location are not included in this section.

19 C-FI 01 Fixed Ancillary services

19.1 Number Ranges Implementation

Item Description	NRC per order	Delivery Time
Omantel Number implementation within a time frame	480	Maximum 4 months from order date.
Omantel Number implementation at a specified time	960	At a time mutually agreed by the parties at the time of order

The tariff comprises implementation of each single number or number ranges which are geographical or non-geographical. For example, single number is short code and number range is implementing the couple of digits of the whole number range e.g. implementing number range of Mobile 99xxxxxx.

20 C-FI 06 Calls to Special Fixed Services

20.1 Calls to Emergency Services

Service	(Baiza / Min)
General Emergencies on Omantel Network	1.98

The above charges exclude emergency call center fee and the administration fee which will be charged separately wherever is applicable. Such charges shall be agreed between the Parties and shall cover such costs as are reasonably incurred for the provision of such services. In all cases, such charges shall be subject to TRA approval.

20.2 Calls to Directory Enquiry Services

Service	(Baiza / Min)
Directory Enquiry Services	1.98 Bz/min Plus 151 Bz per call
International Number Enquiries (Service number 1319)	2.34 Bz/min Plus 151 Bz per call

20.3 Calls to Local Time Enquiry Service

Item Description	Service Number	(Baiza / Min)
Local Number Enquiries	1318	1.98 Bz/min Plus 151 Bz per call
International Number Enquiries	1319	1.98 Bz/min Plus 151 Bz per call
Time in Arabic & English	1306	1.98 Bz/min Plus 151 Bz per call

20.4 Calls to Omantel Service Center

Service	Service Number	(Baiza / Min)
Local Number Enquiries	1234	1.98 Bz/min Plus 151 Bz per call

21 C-FI 09 Fixed Call Termination Service

Fixed Call Termination: 1.98 Bz/min

22 C-MA 01 National Roaming Service

22.1 Setup Fee:

Service	NRC per Site (OMR)
National Roaming Services	OMR 1,929 per site for upgrading the site plus OMR 100 per site labor cost

The charges on account of upgradation shall be recoverable only in case a site requires upgradation, for which Omantel shall provide evidence to the Requesting Party based on the traffic forecast and investment involved.

22.2 Services Charges:

The price of the Service will be based on Retail minus 28.84%.

23 C-MA 02 Mobile Access Services

23.1 Setup Fee:

Service	NRC
Mobile Access Services	72,020

The charges are the minimum charges. In case if the actual cost including the mark ups exceeded the above charged, the charge will be modified accordingly. Any deviation from these charges is subject to agreement between the Parties and shall cover such costs as are reasonably incurred for the provision of such services. In all cases such deviations shall be subject to prior TRA approval.

23.2 Services Charges:

23.2.1 National Services: Retail minus 23.5%.

23.2.2 International Roaming: Retail minus 2%.

24 C-MI 01 Mobile Ancillary Services

24.1 Number Ranges Implementation

Service	NRC per Level	Delivery Time
Omantel Number implementation within a time frame	480	Maximum 4 months from order date.

Omantel Number implementation at a specified time	960	At a time mutually agreed by the parties at the time of order
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The tariff comprises implementation of each single number or number ranges which are geographical or non-geographical. For example, single number is short code and number range is implementing the couple of digits of the whole number range e.g. implementing number range of Mobile 99xxxxxx.

25 C-MI 02 Mobile Call Termination Services

Service	Bz/Min
Mobile Call Termination (National)	3.03 bz/min
Mobile Call Termination (International)	3.03 bz/min

26 C-MI 03 SMS Termination Services

SMS Termination	0.33 bz/SMS
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27 Other Services

27.1 Electrical Power and UPS protected power

Item Description	Installation Charges*	AC Power Charges (OMR/kWh)
Electrical Power	1,394	0.040

PUE (Power Utilization Efficiency) = 2.0

The above PUE shall be used in the calculation of power charges due to which the effective AC Power Charges shall be OMR 0.080 per kWh.

* Minimum charges and shall depend on the actual number.

Item Description	Installation Charges*	Protected Power UPS monthly charges (OMR/kVA)
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UPS protected power	1,394	24
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* Minimum charges and shall depend on the actual number.

DC Power charges are not included in the above charges.

27.2 Other Charges for connectivity purpose

Item Description	NRC	MRC
Cable Pulling (100 meter) along with Ducts	2,975	446
Communication Earth (new Pit)	7,000	275
Power Earth (new Pit)	7,000	275
MDF/DDF/Patch Panel Patching	2,083	275

27.3 Site Visit

27.3.1 Sunday to Thursday (07.30 – 15:30), except Public Holidays:

Item Description	OMR/ Hour
Technician	24
Engineer	44
Project Manager	49
Senior Manager	49
GM	79
VP	127

27.3.2 Sunday to Thursday after 15:30, full day on weekends and Public Holidays:

Item Description	OMR/ Hour
Technician	29
Engineer	52
Project Manager	58
Senior Manager	58
GM	95
VP	152

27.3.3 The Clock includes the travel time to and from the location.

27.3.4 The hourly charges above will be multiplied by the number of hours and the Overhead factor to calculate the total charges. The overhead factor is 1.18 for Mobile and 1.16 for Fixed.

27.4 Fault repair

- 27.4.1 For all fault reported by the Requesting Party, in case no fault is found from Omantel side, the Requesting Party shall compensate Omantel for all costs to investigate the fault. The hourly charges are listed in 27.3 above.

28 Retail Minus Methodology

The below process will be used for calculating the rates for the Services for which Retail Minus pricing methodology has been specified by the TRA.

28.1 The Quarters starting from first day of January, April, July and October are named Q1, Q2, Q3 and Q4 respectively.

28.2 Omantel will calculate the Average Retail Rate (ARR) on a quarterly backward looking basis using the formula:

$$\text{ARR} = (\text{Total Revenue from the product}) / (\text{Total units consumed});$$

The unit is GB for data, minutes for Voice, and so on.

The ARR will be calculated separately for each product; i.e Voice, Data, SMS.

The ARR shall include retail promotions including discounts and special offers.

28.3 The Wholesale Rate (WSR) is calculated using the below formula:

$$\text{WSR} = \text{ARR} * (1 - \text{Retail Minus percentage})$$

Eg. If the ARR is 5 OMR/GB and the Retail Minus percentage is 23%, the WSR is calculated to be 3.85 OMR/GB.

28.4 The WSR will be effective from the 1st day of next Quarter; i.e If the ARR in Q1 is 5 OMR/GB and the Retail Minus percentage is 23%, then the WSR of 3.85 OMR/GB will be applied in Q2.

28.5 The discount rate shall be updated on an annual basis.

28.6 The Providing Party and Requesting Party shall agree on detailed methodology to implement the above process in accordance with the Access and Interconnection Regulation in a fair and non-discriminatory manner.