

General Tariff Information

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| Service Provider Name | Qatar National Broadband Network Company |
| License | Passive Fixed Telecommunications Networks and Services |
| Tariff Number | R-02 |
| Product Name | End to End Point to Point |
| Tariff Type | Retail |
| Tariff Effective Date | 1 st June 2015 |
| Document Version | V2 |

1 Definitions

“Agreement” means the Agreement entered into between Qnbn and the Customer for the supply, installation and related services of the Product. The Agreement comprises the Master Service Agreement, together with this Tariff Document. Additional schedules (addressing such as matters as operational details, civil works, etc.) may be agreed with the Customer;

“Business Day” means any day other than Friday, Saturday or a public holiday in the State of Qatar;

“Calendar Day” or “Day” means any day of the week;

“Charge(s)” means the consideration payable by the Customer for the Products (including any ancillary goods or services) set out or referred to in the Tariff Document and/or the commercial offer;

“Central Office” or **“CO”** means Qnbn’s premises housing Qnbn’s ODF from where the feeder cable originates towards the outside plant;

“Connection” may refer to any one or all of the various passive fiber elements, links or Products, depending on the context;

“Coverage Area” means the territory of the State of Qatar where Qnbn has deployed its network;

“Customer” means a Qualifying Person or Persons who takes a service from Qnbn under its retail tariffs;

“Effective Date” means the date on which this Tariff has been approved by RA;

“Fiber Termination Box” or **“FTB”** means a device used typically at the customer premises to terminate the end of a Wireline;

“License” means the telecommunication license issued by the RA to Qnbn and/or the Customer (as required by the context) pursuant to Decree Law No. (34) of 2006 on the promulgation of the Telecommunications Law in the State of Qatar;

“Master Service Agreement” means the document that describes Qnbn’s General Terms and Conditions;

“Monthly Recurring Charges” refers to the charges the Customer shall pay for a given Product on a monthly basis computed from the beginning of the month (or part of month in which the Product is provided);

“Network” refers to a telecommunication system of a party which is used or intended to be used for telecommunications;

“Non-Recurring Charges” refers to the charges the Customer shall pay for a given Product on a one time basis only;



“Optical Distribution Frame” or **“ODF”** means the facility used typically at the CO, telecoms room, and/or customer premises to terminate the end of a Wireline;

“Outage” means any Product ceasing to function;

“Patching” means the patching service connecting two patching points in an ODF with an optical patch cord;

“Product” means any product and service as described in this Tariff Document for provisioning by Qnbn;

“P2P” is a point-to-point fiber to the premises network architecture in which one or more dedicated fibers serve a single location.

“Qnbn Point of Presence” or **PoP** means a third party location where the customer is present (e.g. data centre) and Qnbn has the right to terminate its Product and the Customer to connect thereto;

“Ready for Service location” or **RFS** refers to premises or locations where Qnbn offers to provision the Product to the telecom room of the Customer location and/or the specific Point of Presence;

“Regulatory Authority” or **RA** refers to the Telecommunications Regulatory Authority of the State of Qatar;

“QR” or **“Qatari Riyal”** means the currency of Qatar;

“Tariff Document” means this document;

“Term” means the initial term of the Agreement, or any extension thereof in writing;

“Wireline” means passive optical fiber cable deployed and owned by Qnbn.

2 Tariff Terms and Conditions

This Tariff is for a permanent standard service.

This Tariff only applies to the Product as described in section 3 Product Description.

This Tariff is only applicable to Qnbn retail Customers, as described in Qnbn's License.

This Tariff has been approved by the RA and will cease in case of and subject to RA approval procedures:

- Qnbn publishes a new approved Tariff; or
- Qnbn notifies and publishes the end of effectiveness of the Tariff.

Qnbn may publish promotions or Product re-adjustments that would suspend or modify this Tariff as described in the applicable document, subject to RA approval.

The Product is only available within Qnbn coverage area and the specific RFS location as defined by Qnbn and its provisioning may be subject to a feasibility study. Qnbn has no obligation to provide the Product outside of such area and locations.

The Product is only available with the features described in this Tariff. Qnbn has no obligation to provide a Product with different features.

Should the Customer request and Qnbn accept to provide an offer outside of the above said area and locations or with different features, such will be treated under specified terms and conditions.

These service terms and conditions are in addition to the terms and conditions specified in Qnbn's Master Services Agreement.

3 Product Description

This End to End Point to Point Product is a passive optical fiber product that allows the Customer to connect two (2) of its locations, within the Qnbn Coverage Area. The Product grants the use of two (2) or multiple dedicated fiber strands with their full transmission media capacity.

3.1 Product Structure

3.1.1 Qnbn Network

The Qnbn passive optical fiber network comprises:

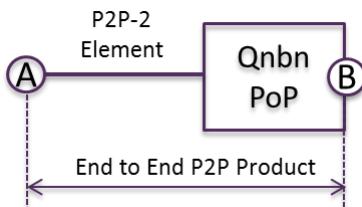
- a) **P2P-2** fiber links with two fiber strands each link between Qnbn's Central Offices/Point of Presence and the Customer location and,
- b) Central Office to Central Office (CO-CO) links with two fiber strands each link, between two Qnbn's Central Offices/Points of Presence or between a Qnbn **CO** and Qnbn Point of Presence.

3.1.2 Product Configurations

To provide this End to End Point to Point Product between two service delivery locations, Qnbn will use, whenever applicable, single P2P-2 and **CO-CO** links elements or combinations of both, together with the required Patching in the network elements along the route.

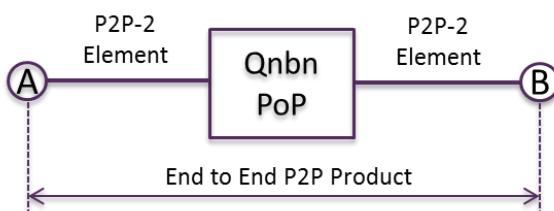
The diagrams below show the Product structure for the different cases shown:

- i. Service delivery locations with a P2P-2 link



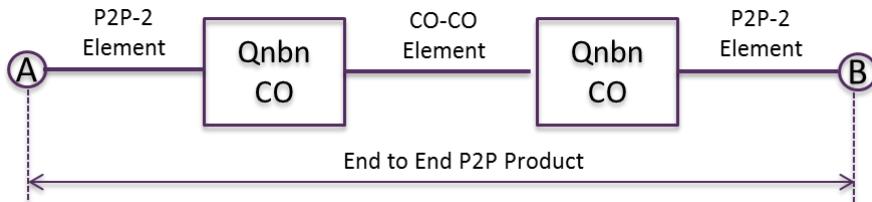
It applies to any Customer location to be connected to a Qnbn **PoP**

- ii. Service delivery locations connected with P2P-2 links



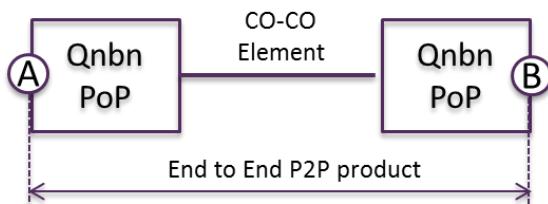
It applies to two Customer locations connected through a CO

iii. Service delivery locations connected with P2P-2 and CO-CO links



It applies to two Customer locations connected through COs¹

iv. Service delivery locations connected with CO-CO links



It applies to Connections between Qnbn PoPs¹

3.2 Demarcation Points

The Customer will have access to the Product at the telecom room of the Customer's building or the Qnbn Point of Presence.

Unless otherwise agreed with the Customer, the demarcation point will be an **ODF** or **FTB** placed in the Customer's building or the in the Point of Presence. The ODF or FTB will be owned by Qnbn.

No physical access shall be granted to the Customer to Qnbn's ODF or FTB and the interface shall be terminated by Qnbn staff at Qnbn's ODF or FTB at both ends and handed over to the Customer for connecting to their equipment.

3.3 Physical Interfaces and Acceptance Criteria

Qnbn shall connect the Patch Cables using standard LC/APC (Angled Polished) connectors.

The acceptance criteria for the link shall be the optical power loss measurement as mentioned below.

The optical power loss of the fiber strands will be less than 0.3 dB per connector+ 0.7 dB/km of physical cable length (splice + cable loss).

¹ More than one CO-CO link may be required

To verify that the connections meet the specified optical performance criteria, testing will be conducted by Qnbn at wavelengths of 1310 nm and 1550 nm.

3.4 Operational Matters

Provisioning, acceptance, handover, fault management, escalation, access policies, and other operational issues may be added in the Agreement.

This may include the following operational matters:

- i. Qnbn assumes that each Customer location has internal ducts, access route and entry point to the telecom room.
- ii. Qnbn operations and maintenance staff will be granted access to the Customer buildings up to the Qnbn's ODF in the telecom room on 24x7 basis to provide support and O&M services.
- iii. The proposed implementation plan will be finalized after survey.
- iv. The Customer will support Qnbn to secure access to both Customer locations telecom rooms and duct routes connecting telecom rooms to the outside plant.
- v. The Customer is responsible for providing the patch cords and carrying out the fiber connectivity between Customer's telecom rooms (Qnbn ODF) or Qnbn FTB to the Customer equipment.
- vi. Qnbn will provide the Customer with at least two (2) Business Days' notice for any planned activities that may cause an Outage.
- vii. In the event of a fault which requires carrying out planned Qnbn maintenance activities for a permanent solution after a work around or a temporary fix or any other reason, Qnbn will endeavor to notify the Customer as soon as reasonably practicable after becoming aware of the event and will also endeavor to provide the Customer with the links that will, or are likely to be, impacted by the activities; and the expected timeframes for the planned Qnbn maintenance.

4 Product Charges

Recurring and Non-Recurring Charges applied to each element in the Product.

The Monthly Recurring Charges are monthly fees for the product rental applied to each P2P-2 and CO-CO link elements. The amount varies with the radial distance between the two ends of each link element, according to a number of distance segments. The total Monthly Recurring Charges between two service delivery locations will be the sum of the monthly charges corresponding to the P2P-2 and CO-CO link elements that are necessary to connect the service delivery locations.

Additional Monthly Recurring Charges also apply for additional P2P-2 and CO-CO link elements sharing the same physical route, end to end, for a given Product configuration. The charges vary whether the additional Products are ordered together with the 1st one (multifiber order) or ordered at a later date under the same signed Agreement with the Customer.

The Non-Recurring Charges of the link elements are set-up charges related to the ordinary product ordering and provisioning and Customer specific charges as follows:

- i. Set-up charges related to the ordinary product ordering and provisioning;
- ii. Additional charges related to extra work necessary to provision the Customer, whenever necessary, to be determined on a case-by-case basis;
- iii. Patching charges for the connection of the different elements that compose the Product;
- iv. Disconnection charges related to work required for disconnecting the Product. The disconnection charges will be 50% the amount of the ordinary set-up charges.

4.1 Charges for P2P-2 Link Elements

| | Non-Recurring Charge (QR) ² | Monthly Recurring Charge (QR/month) | | | |
|--|--|-------------------------------------|-----------|------------|------------------------|
| Distance segments (radial km) | | < 5 | 5 to < 10 | 10 to < 20 | 20 to <30 ³ |
| 1 st P2P-2 Fiber connection | 2,100 | 8,500 | 30,400 | 42,300 | 84,500 |
| Additional P2P-2 Fiber connection (multifiber Product order) | 2,100 | 2,750 | 9,900 | 13,700 | 27,500 |
| Additional P2P-2 Fiber connection (later Product orders) | 2,100 | 3,400 | 12,200 | 16,900 | 33,800 |

² Ordinary set-up charge only

³ Qnbn requires specific project analysis over 30 km

4.2 Charges for CO-CO Link Elements

| | Non-Recurring Charge (QR) ² | Monthly Recurring Charge (QR/month) | |
|--|--|-------------------------------------|-------------------------|
| Distance segments (radial km) | | < 10 | 10 to < 30 ³ |
| 1 st CO-CO connection | 3,500 | 16,900 | 50,700 |
| Additional CO-CO Fiber connection (multifiber Product order) | 3,500 | 5,500 | 16,500 |
| Additional CO-CO Fiber connection (later Product orders) | 3,500 | 6,800 | 20,300 |

4.3 Charges for Patching

| | Non-Recurring Charge (QR) |
|--|---------------------------|
| Patching charge per patch point (1 fiber cable) ⁴ | 190 |

4.4 Change of Location

In case of change of location of one of the service delivery location of the Customer, and subject to feasibility, the Non-Recurring Charges that correspond to the new P2P-2 and/or CO-CO link elements will apply. The Monthly Recurring Charges might be updated accordingly to the new link elements included or eliminated and the new segments of distance involved. Additional Patching charges for the reconfiguration of the connection will apply.

4.5 Project Specific Charges

Other charges, such as civil works, will be agreed separately with the Customer and are not part of this Tariff Document.

4.6 Minimum Service Period

The minimum service period for the Product is a term of three (3) months. Should the Customer terminate the rental of the Product before the end of the period commitment, the Customer shall pay the full charges outstanding for the remainder of such period commitment.

4.7 Education Discount

Qnbn may apply a discount up to 15% to the charges for education entities.

⁴ Includes a patch cable not exceeding 10 meters

5 Tariff Version Control

| Tariff Version Number | Approval Date | Effective Date | Tariff Modification |
|-----------------------|-----------------------------|---------------------------|--|
| V2 | 27 th April 2015 | 1 st June 2015 | Multifiber capability addition to the initial tariff |

*** End of Tariff **