

Whangarei Local Fibre Company Limited

28 Mt Pleasant Road
Raumanga
Whangarei 0110

Private Bag 9018
Whangarei Mail Centre
Whangarei 0148

Phone 0800 667 847

www.northpowerfibre.co.nz

1 July 2013

[Insert Name]

[Insert Company Name]

[Insert Company Address]

Dear [Insert Name]

Wholesale Services Agreement – Additional 50/20 Bitstream 2 Products

In November 2011, Whangarei Local Fibre Company Ltd, trading as Northpower Fibre (**WLFC**), published its UFB Reference Offer (**Reference Offer**).

WLFC and [Insert RSP] have signed the Northpower Fibre UFB Services Agreement version 1.0 (**WSA**) which forms part of the Reference Offer, and have agreed to amend the WSA as set out in this letter agreement.

Northpower Fibre will introduce a new Bitstream 2 service template for residential and business customers that will be available for RSP consumption during July 2013.

Product outline

The new service template is under the Bitstream 2 Service Description and will be available in WLFC areas where LFC GPON coverage is available. Bandwidth templates will be as follows:

	EiR Down (Mbps)	EiR Up (Mbps)	CiR Down (Mbps)	CiR UP (Mbps)
Residential	50	20	2.5	2.5
Business	50	20	5	5

Pricing

The building blocks in the Price Book have been used to establish the price cap for the new service templates.

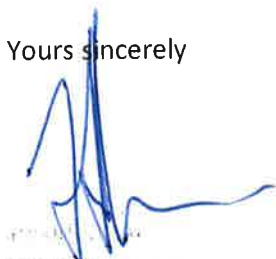
Northpower Fibre will discount the standard price of both 50/20 residential and business product until 31 December 2014. This will provide RSPs with an opportunity to utilise a fibre product that is easily differentiated from VDSL and also provides significant improvement on wholesale input costs.

	Price Cap	Discount Price until 31/12/14
Residential	\$42.90	\$39.95
Business	\$55.35	\$49.95

Any further building blocks will apply to the price cap.

Please confirm your acceptance of these terms and conditions by signing below and returning a copy of this letter to WLFC.

Yours sincerely



Darren Mason
Chief Executive Officer
Whangarei Local Fibre Company Ltd

Agreed for and on behalf of [Insert RSP]

Name:

Position:

Date: