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**SERVICES BASED OPERATOR LICENSE
TELECOMMUNICATIONS ORDINANCE (Chapter 106)
ORANGE BUSINESS SERVICES HONG KONG LIMITED**

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hereby publishes the following tariffs pursuant to Special Condition 4 of its Services Based Operator License.

Name of Tariff

Business Talk Local Voice Services (“Business Talk LVS”)

Description of Tariff

Business Talk is a fixed voice service designed for multinational companies with offices in Hong Kong, and provides end-to-end voice calls.

Business Talk Local Voice Service has the following categories of sub-services and features:

- Direct Inward Dialing - DID. Orange will provide Customer with range of telephone numbers that are reachable from any public telephone numbers.
- Direct Outwards Dialing to standard fix and mobile destinations
- Direct Outwards Dialing to non-geographical destinations
- Direct outwards Dialing to Short Numbers
- Emergency Services
- External Telephony Services

Please refer to the [Business Talk Service Description](#) for details.

Effective date of Tariff

31st January 2016

Pricing Structure:

The pricing for Business Talk LVS includes:

- Installation Charges
- Access charges
- Price per DID number
- Price for Voice Channel
- Usage prices per destination
- Value added services

1) Installation Charges - site survey charge

Site type	One time price (OTP) per site	
Orange Cities	HKD	4,199
Orange Major Cities*	HKD	9,099

*complex sites with more than 100 voice channels

2) Access charges – for establishing and maintaining the connection between the customer site and Orange network node

Access type	One time price (OTP) per site		Monthly recurring price	
Dedicated Access	HKD	3,079	HKD	3,079
IP Access Small	HKD	3,079	HKD	3,079
IP Access Connect hub	HKD	20,525	HKD	20,525
IP Access Satellite	HKD	20,525	HKD	20,525
IP Access	HKD	3,079	HKD	3,079

3) Price per DID number

These are prices for using the limited numbering resources in the country.

Orange proposes the numbering allocation, or, the number portability for regular PSTN, and free phone numbers.

Order by lot	One time price per DID	Monthly price per DID
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10 DID	HKD	24.5	HKD	24.5
100 DID	HKD	20.5	HKD	20.5
1 Free phone	HKD	30.5	HKD	30.5

4) Price per voice channel

A monthly recurring charge per voice channel is applied to cover the cost of prioritizing the voice traffic in the network, the cost of the voice infrastructure (depreciation and maintenance) as well as the labor costs for operating the customer voice network service.

Capacity	Quantity in VC	MRC per 1 VC
Small	1 - 5	HKD 165
Medium	6 - 24	HKD 85
Large	25	HKD 55

5) Usage prices per destinations

- **Usage charges** are linked to the duration of calls as they are transported in our network to their final destination. All usage charges apply in increments of 1 second after, and initial increment of 20 seconds.
- **On-net calls:** Calls between different sites of the same customer: there is no usage charge for on-net calls between IP sites. This is included in the monthly recurring charge per voice channel.

Destination	Price per minute
On-net calls	HKD 0.000
Received calls	HKD 0.000

- **Domestic usage charge:** The domestic price lists include rates towards purely domestic destinations.

Destination	Price per minute
Hong Kong Mobile	HKD 0.22
Hong Kong National	HKD 0.22
Hong Kong Pager	HKD 0.22

Hong Kong toll free	HKD	0
Hong Kong Emergency	HKD	0
Hong Kong Directory	HKD	0.22
Hong Kong Time/Temp	HKD	0.22
Hong Kong Help desk	HKD	0.22
Hong Kong Access Codes	HKD	0.14
Hong Kong VAS	HKD	4.40

- **External usage charge:** Usage termination charges depend on the precise destination of the call.
 - o For international calls, the same termination price list will apply by all access type (IP or Dedicated access).

Countries have been split into 4 zones:

zone A	zone B	zone C	zone D
Western Europe + +China, Taiwan +Japan +North America	Eastern Europe+ Russia+ APAC	South America	Other
HKD 0.89	HKD 1.64	HKD 2.85	HKD 4.73

6) Value Added services

- VPN option includes Private Numbering Plan, forced on-net and virtual on-net calls
- Continuity option includes traffic overflow, access redundancy and load balancing
- On-line option includes Destination screening, Black/White List and Reporting features

Value added service	Prices	
	OTP	MRC
VPN option	HKD 1,026	HKD 513
Continuity option	HKD 1,026	HKD 513
On-Line option	HKD 1,026	HKD 513

7) Discounts:

Discounts are possible and they depend on a customer overall monthly spend. Four standard discounts levels are generally available, however, they are subject to management approvals. The following table gives guidance on when each tariff level should be considered:

Tariff	Guide monthly spend	Approval level
List price	<100k HKD	None
Sales discretionary	100k – 500k HKD	Sales Account Manager
Country manager	500k – 1000k HKD	Country Manager
Region manager	>1000k HKD	Region Manager

Other discounts may also be provided (long term contract discounts, multi-service discounts etc.). When Customer use Business Talk in combination with other services provided by Orange (IT, data, security, consultations) , some of the charges may be abandoned.

8) Service Suspension and Termination Policy

- A Service Agreement will be signed by Orange and Customer prior to providing any service. The agreement will be construed in accordance with and be governed by the laws of Hong Kong.
- All Services provided by Orange shall be used by Customer in compliance with laws and regulations.
- All charged amounts will be invoiced and paid as individually agreed by parties in writing.
- Each Service may have its own agreed service term, however, the minimum service term is 12 months. Should the customer terminate its service before expiration of the minimum service term, then all monthly charges for the minimum service term shall be due to Orange.
- Orange may suspend the service if Customer fails to pay any eligible charges.

- Orange may suspend the service if Customer has violated any laws, rules or regulation including but not limited to regulations laid down by the Communications Authority.