

These savings do not apply with respect to:

- (a) a National Account Customer or a Major Account Customer who has entered into a contract known as a "Memorandum of Agreement" with a member of the Telecom Group; or
- (b) any other customer with whom a member of the Telecom Group contracts for a discount, rebate and/or price consideration in respect of all services provided to that customer by the Telecom Group.

National Call Savings

Monthly Expenditure range (GST exclusive)	Incremental Saving Per Expenditure Range
• Up to and including \$50.00 per month	0%
• \$50.01 - \$500.00 per month	4%
• \$500.01 to \$2,000.00 per month	8%
• \$2,000.01 to \$5,000.00 per month	12%
• \$5,000.01 and above	14%

International Call Savings

Monthly Expenditure range (GST exclusive)	Incremental Saving Per Expenditure Range
• Up to and including \$500.00 per month.....	0%
• \$500.01 to \$2,000.00 per month	2%
• \$2,000.01 to \$5,000.00 per month	4%
• \$5,000.01 and above	6%

Note:

Telecom Local calls, Telecom National Directory Assistance, Telecom 0800 calls, Telex service and calls from the Telecom Cellular Ltd, Telecom Paging Ltd and Telecom Mobile Radio Ltd networks are excluded.

2.1.2 Deductions Plus

Savings of up to a maximum of 10% for national calls and up to a maximum of 2% for international calls are available to National Account Customers or Major Account Customers who have signed a Memorandum of Agreement; the level of savings available is related to the level of rebate they receive under a "Memorandum of Agreement."

These savings may only be obtained (and then subject always to the conditions set out above and in the following paragraph) by a National Account Customer or a Major Account Customer who has entered into a contract known as a "Memorandum of Agreement" with a member of the Telecom Group.

These savings do not apply with respect to any customer with whom a member of the Telecom Group contracts for a discount, rebate and/or price consideration (other than a National Account or a Major Account Customer discount, rebate and/or price consideration) in respect of all services provided to that customer by the Telecom Group.