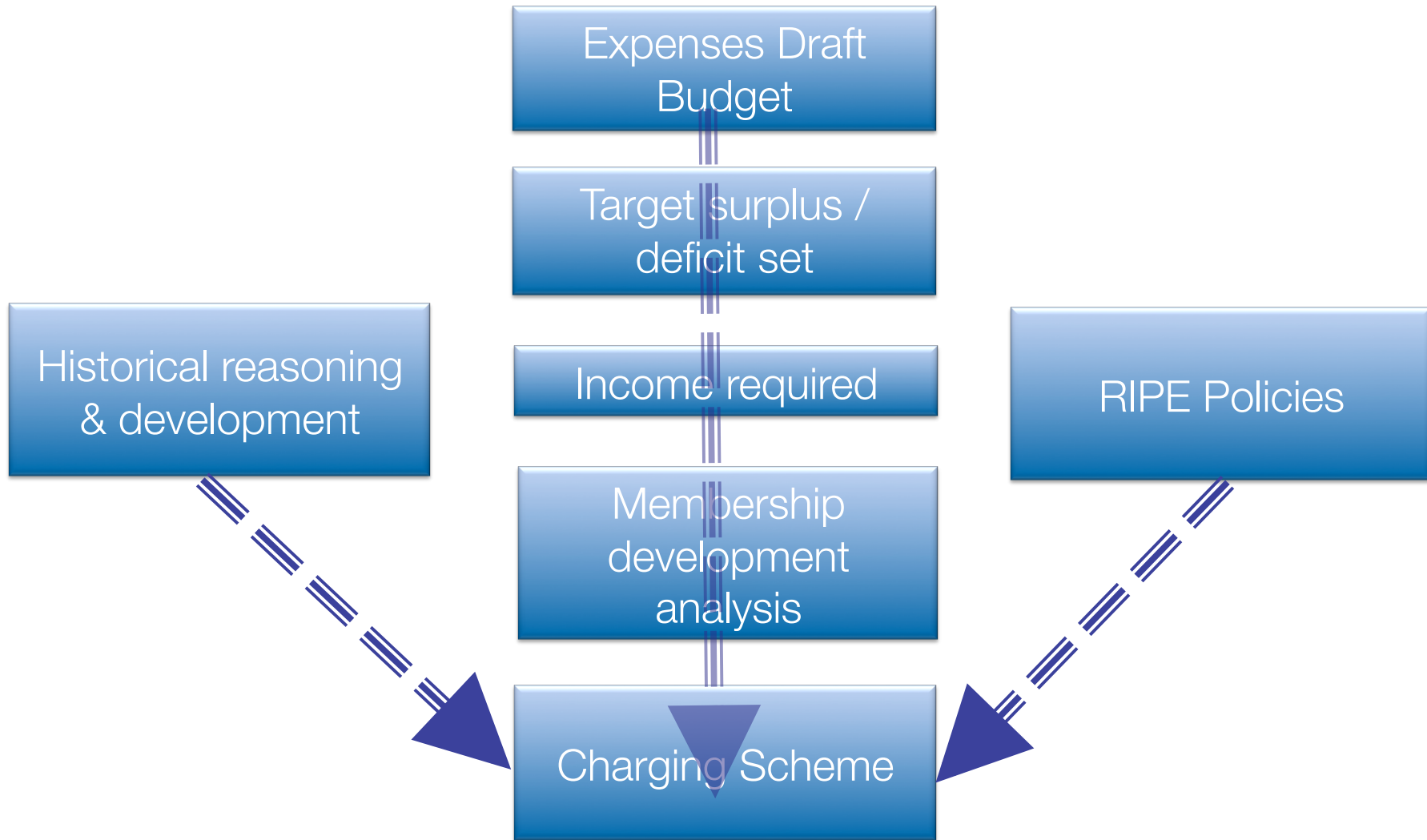


Charging Scheme 2011

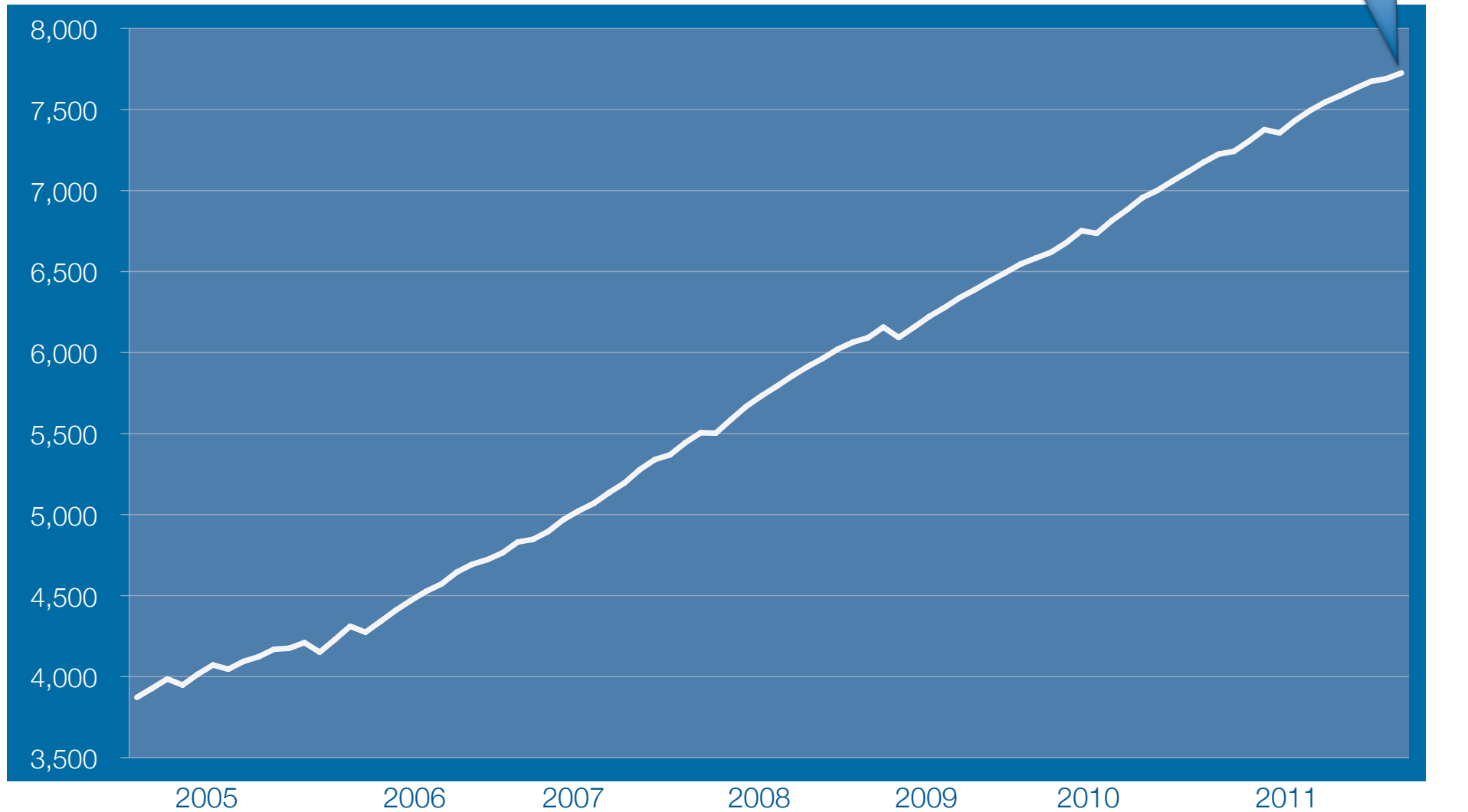
Jochem de Ruig - CFO



Charging Scheme Procedure 2011



Membership development 2005 – B2011



Estimated Membership 2011

No of Members	2007	2008	2009	Projection 2010	Budget 2011
Extra Small	1,977	2,080	1,893	1,589	1,601
Small	2,314	2,743	3,280	3,875	4,201
Medium	860	991	1,120	1,409	1,525
Large	175	198	233	282	304
Extra Large	43	52	57	70	75
Total Membership	5,369	6,064	6,583	7,225	7,725
Net growth %	14%	13%	9%	10%	7%

Charging Scheme 2011

- Five categories XS/S/M/L/XL
- A score determines what category a member has
- Score based on PA IPv4 & PA IPv6 over time
- Independent resources - 50 EUR per Assignment
- Independent Resource from one customer/one request – € 50
- First IPv6 allocation – no score (“no fee”)

Questions?

