

Appendix B: Evidence Relating to Long Distance Customers

Optus Wholesale's long distance customers

- 1.1 Optus currently sells long distance services at wholesale (in reliance on the PSTN OA service) to **CiC** customers. Optus does not resupply the WLR or LCS service at wholesale to any of these customers.
- 1.2 The figures for calendar year 2008 to date for Optus sales to its long distance wholesale customers demonstrate that this market remains active:
 - Long distance call minutes (using the PSTN OA service) have increased **CiC**
 - The number of long distance calls (using the PSTN OA service) has increased **CiC**
 - Long distance revenue did not change materially over the period.
- 1.3 The following graph depicts Optus Wholesale's long distance position for calendar year 2008 to date, during which there has been a steady upward trend in the number of long distance calls and call minutes provided in reliance on the PSTN OA service.

CiC

- 1.4 Over 2005-08 long distance call minutes sold by Optus Wholesale (using the PSTN OA service) have shown, overall, almost no decline **CiC**