COMPANY NAME

Financial Plan(experience and capacity)

Evaluation Criteria		Points Awarded by the evaluation Committee								
Experience with mobile networks	Maximum Points									
Subscriber Base	Points	Α	В	С	D	Е	F	G	Н	
250,000 and below	0									
250,001 - 500,000										
500,001 - 1,000,000										
1,000,000 & above	4									
Years of experience in operating mobile networks									+	
0	0									
Below 5	1									
5 and Above	2									
Number of Countries operating in				+	+				+	
no country	0								1	
Below 3 countries	2									
3 countries and above	4								1	
Experience in developing Countries									+	
Region & Others	5									
Region only	3									
Others only										
No Country										
Role of Local Partners	5									

Points Awarded by the evaluation Committee

Financial Capacity	Maximum Points				
Ability to raise funds (Averages over 3 years)					
(Gearing ratio = Debt/Total assets)					
30% and below	6				
30 - 40 %	5				
40 - 50%	4				
50 - 55%	2				
55 - 65%	1				
65% and above	0				
Profitability*	Points				
(Net profit Margin = Net income/Net Sales)					
30% and above	4				
25 - 29%	3				
20 - 24%	2				
10 - 19%	1				
below 10%	0				
Total	30	•			

Business Plan			Points Awarded by the evaluation Committee								
	Maximum Points										
Evaluation Criteria		Α	В	С	D	Е	F	G	Н		
 Market projections, subscriber roll-out, 	7										
coverage, and assumptions											
2. Service tariffs and fees	3										
3. Proposed marketing program	3										
4. Financial projections and assumptions	3										
5. Staffing requirements	5										
6. Capital costs	3										
7. Access to emergency numbers and directory	3										
inquiries											
8. Plans for universal service obligations	7										
9. Billing features	3										
10. Arbitration and dispute settlement and customer	3										
care procedures											
Total	40										

<u>Technical Plan</u>			Points Awarded by the evaluation Committee								
		Maximum Points									
Eva	luation Criteria		Α	В	С	D	Е	F	G	Н	
1.	Conceptual Plan and Network Hierarchy	4									
2.	Network planning principles	4									
3.	Operations and maintenance plan	6									
4.	Quality of service targets	4									
5.	Metering and billing	2									
6.	Frequency Plan	5									
7.	Network development schedule	5									
To	Total										