COMPANY NAME

Financial Plan (experience and capacity)

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

Points Awarded by the evaluation Committee

Financial Capacity	Maximum					
i ilialiciai Capacity	Points	1				
	. 5/110	1				
		1				
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										
Evalu	ation Criteria		Α	В	С	D	Е	F	G	Н		
1.	Market projections, subscriber roll-out,	7										
cove	erage, 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										
inqu	iries											
8.	Plans for universal service obligations	7										
9.	Billing features	3										
	Arbitration and dispute settlement and customer	3										
	procedures											
Tota	al	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										
То	Total											