



Our ref: GRCR/GR 15.20

22 November 2012

Mr. David Archbold
Managing Director
Information and Communications Technology Authority
PO Box 2502
3rd Floor Alissta Towers
Grand Cayman, KY1-1104

Dear Mr. Archbold,

Re: Introduction of New Service

Pursuant to paragraph 31 of Annex 5 to its Licence, Cable and Wireless (Cayman Islands) Limited, t/a LIME ("**LIME**") applies to the Authority for authorization to offer a new service in the Cayman Islands for business customers called ### (the "**Service**").

Service Description

###. The Service will be offered on a minimum one-year contract term basis.

Service Category

This new Service is based on Internet Protocol (IP) technology and is of a discretionary nature, given the competitive options that exist in the market. In past correspondence the Authority noted that "in categorizing new ICT services on a going forward basis, the Authority takes into account the service functionality and its similarity with other services in the same category and the degree of competition the service faces". This new service uses similar technology to that used by LIME's ### service, and provides similar functionality. As such, LIME submits that this new Service is a Category 3A service, given that it is primarily a ### service and faces competition in the market.

REDACTED

As the Authority noted at paragraph 13 of ICT Decision 2006-3,¹ the terms of paragraph 32 of Annex 5 of LIME's ICT Licence state that a new service:

shall only be included as a Category 1 Service if the Authority determines that there is not sufficient competition for the ICT Service and that the ICT Service is of a non-discretionary nature such that price cap regulation is appropriate.

LIME notes that the Service is clearly of a discretionary nature. Further, in the event the Authority were minded to place this Service in Category 2, LIME notes that there exists in the Cayman Islands another operator offering the same service. Under the terms of the LIME Licence, this is sufficient basis to classify it as a Category 3A service, as is LIME's ### service.

Tariff Pages

LIME considers that this new Service does not require inclusion in the General or Special Tariffs. As required by paragraph 20.1 of Annex 5 of LIME's Licence, LIME shall publish the rates, terms and conditions of this Service on its website.

Rates and Charges

LIME intends to offer its Service at the rates represented in the attached confidential Table.

Effective Date

LIME intends to begin offering this service on a commercial basis on ###, 2013.

Confidentiality Claim

This application and its attachment are filed under confidential cover. The marketing and product development plans of LIME's information that is of a commercially sensitive nature and is consistently treated in a confidential manner by LIME until implementation. In the event the information were to be treated otherwise, LIME's competitors and potential competitors would gain advance knowledge of C&W's marketing and pricing plans, even before the information could be made available to LIME's customers or to the general public. This would put LIME at a competitive disadvantage.

An abridged version of this letter will be filed. All confidential information in this letter will be replaced by "###". LIME does not propose to provide a redacted version of the attachment, as this would be meaningless.

Please contact the undersigned directly should you have any questions.

¹

ICT Decision 2006-3, "TeleCayman's Request re: MPLS and CJFS Cable System Pricing", 20 November 2006.

REDACTED

Yours faithfully,
Cable and Wireless (Cayman Islands) Limited, trading as LIME

‘Signed’

Anthony Ritch
General Manager

c.c. Rod Kirwan, LIME General Counsel

Encl.

REDACTED

Prices

*LIME will offer term discounts of 5%, 10% and 15% for a one-year, two-year and three-year contract, respectively.

Cable and Wireless (Cayman Islands) Limited . Registration Number: 60022 . Registered Office: One Technology Square, 19 Eastern Avenue, P.O. Box 293, Grand Cayman, KY1 - 1104, Cayman Islands.