

Session 1

Incentives on distributors to adopt more efficient pricing

Distribution pricing conference

17 August 2016

What do we mean by more efficient pricing?



Service-based

Cost-reflective



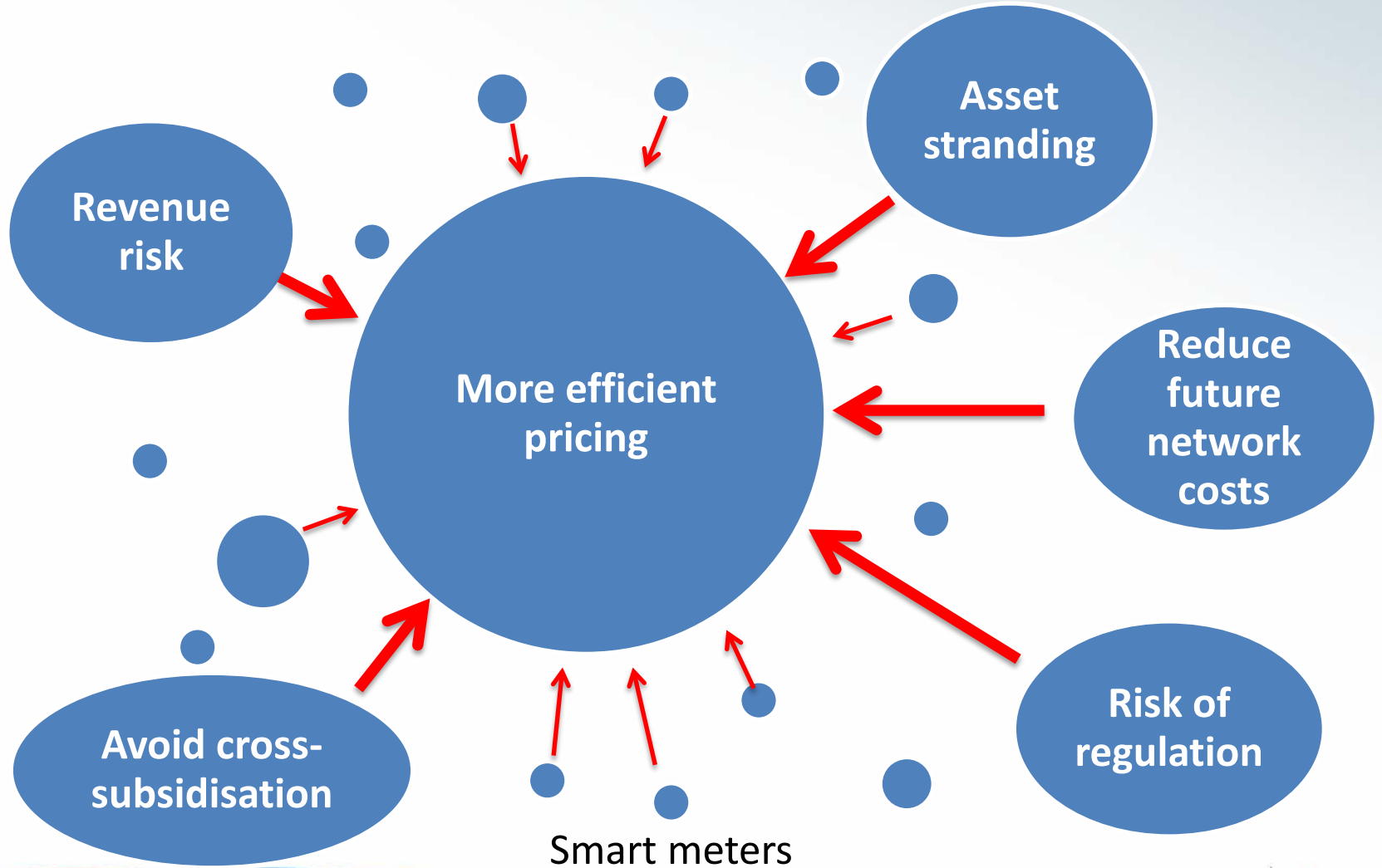
Correct signals



Not flat
consumption
charges



Incentives to introduce more efficient pricing



Potential barriers to more efficient pricing

