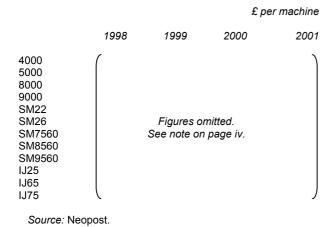
APPENDIX 3.6 (referred to in paragraph 2.109 and 3.75)

Average realized selling prices for Neopost and AMS machines

1. Neopost and AMS provided us with data on average realized selling prices (ie net of discounts) for each of their machines. These are shown below.

TABLE 1 Average realized selling prices for Neopost franking machines by model



2. Neopost told us that the sales of some of these models were low in some of these years as the models were being discontinued. It said sales of the 9000 machine in 1999 were just of refurbished units.

TABLE 2 Average realized selling prices for AMS franking machines by model

