

[date]

[name of recipient]

[name of RSP]

[address]

By email [email address of recipient]

Dear [name of recipient]

RESIDENTIAL WHOLESALE PROMOTION – New Fibre Connection Offer

Introduction

In addition to the Services provided under the Enable UFB Services Agreement (**Services Agreement**), Enable Networks Limited (**Enable**) has agreed to offer an Upgrade to Fibre Offer (**Offer**) to assist **[RSP] (Service Provider)** to accelerate the move of our community onto retail fibre broadband services.

The purpose of this Offer is to provide a marketing fund that you will use to drive an increase in new fibre connections.

The Offer is available on the following terms.

1. The Offer will run across nine months, commencing 01 October 2021 through till 30 June 2022. Participating RSPs may choose to participate in up to six of the nine months (**Offer Period**).
2. Participating RSPs will be provided with an order volume target based on their historic run-rate (see Schedule) (**Target**). Subject to the terms of this Offer, for orders placed between 50% and 100% (inclusive) of the Target (**First Threshold**), a \$50 credit will be made at the time of connection of a valid order in the First Threshold. For orders placed between 100% (exclusive) and 120% (inclusive) of the Target (**Second Threshold**), a \$200 credit will be made at the time of connection of a valid order in the Second Threshold. For orders placed above 120% of the Target (**Final Threshold**) a \$400 credit will be made at the time of connection of a valid order in the Final Threshold. Please refer to the Schedule for clarity.
3. To be eligible to participate, the Service Provider must sign and send this offer letter back to Enable prior to the first participating month. The Service Provider must also share with Enable the details of the Service Provider's promotional plan that it will undertake in each participating month during the Offer Period prior to the first participating month and share any variation to this plan during the Offer Period. This is to be recorded on the supplied marketing plan template.
4. If a connection for which the Service Provider has received a credit under clause 2 above becomes inactive for one month or longer within six months of the date on which the connection for a qualifying order under clause 2 was completed, Enable will reverse the credit relating to that connection on a pro-rated basis for any remaining months in the applicable six month period. If a connection is not completed within four months of the order placement, this order is not eligible for the credit referred to in clause 2 above.

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5. The Offer does not apply to:
- a. fibre to fibre transfers (RSP to RSP at same address); or
 - b. upgrades to existing fibre connections: or
 - c. inactive intacts <90 days.
6. All orders are to be placed in good faith with the intention of reaching “Service Given” state. If there is a material increase in the cancellation rate that has an impact on the connection rate, Enable reserves the right to review the terms of this offer letter in consultation with the Service Provider.

Unless stated otherwise in this offer letter, all of the provisions of the current Services Agreement (as may be amended from time to time in accordance with its terms) will continue to apply to the parties and capitalised terms used in this offer letter shall have the meaning given in the current Services Agreement. The terms set out in this offer letter will prevail over the terms of the current Services Agreement to the extent of any inconsistency between them.

You may confirm your participation in this Offer and your acceptance of these terms set out in this offer letter by signing where indicated below and returning a copy of this offer letter to your Enable Account Manager.

Yours sincerely



David Cooper
Chief Commercial Officer
Enable Networks Limited

The Service Provider agrees to participate in up to six of the following nine months. Please indicate the months participating:

- October 2021**
- November 2021**
- December 2021**
- January 2022**
- February 2022**
- March 2022**
- April 2022**
- May 2022**
- June 2022**

Agreed on behalf of **[name of RSP]** by:

Signed

Name of authorised person

Date

Schedule Target – Historic new address run-rate Target (based on May/June/July 2021 new address orders including >90 days)

| | | |
|---------------|---|-----|
| October 2021 | – | xxx |
| November 2021 | – | xxx |
| December 2021 | – | xxx |
| January 2022 | – | xxx |
| February 2022 | – | xxx |
| March 2022 | – | xxx |
| April 2022 | – | xxx |
| May 2022 | – | xxx |
| June 2022 | – | xxx |

Worked Example RSP X has a target of 200 and achieves 289 orders in the participating months

| New Address Target | Eligible Orders | Achievement | Payment per valid order upon connection | Total Credit Due |
|----------------------------|---------------------|--------------|-----------------------------------------|------------------|
| 0 to 98 eligible orders | 0 | 0% to 50% | \$Nil | \$0 |
| 100 to 198 eligible orders | 100 | 51% to 100% | \$50 | \$5,000 |
| 200 to 238 eligible orders | 40 | 101% to 120% | \$200 | \$8,000 |
| 239 + | 50 | 121% + | \$400 | \$20,000 |
| Total orders = 289 | 190 eligible orders | Maximum | | \$33,000 |

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