



08 January 2026

TBC – RSP contact
TBC RSP
Address Line 1
Address Line 2

By email: [TBC]

Dear [TBC],

RESIDENTIAL WHOLESALE PROMOTION – Targeted Fibre Migration Offer

Introduction

In addition to the Services provided under the Enable UFB Services Agreement (**Services Agreement**), Enable Networks Limited (**Enable**) has agreed to offer a Targeted Fibre Migration 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 the Service Provider will use to drive an increase in new fibre connections.

The Offer is available on the following terms:

- 1) The Offer will run across eight months, commencing 01 April 2026 through till 30 November 2026 (**Offer Period**). The Service Provider may choose up to three (3) consecutive months within the Offer Period for their own promotional activity (**Activation Period**).
- 2) After signing this Offer letter and at least 10 business days prior to the start of the Activation Period, the Service Provider will finalise and share a list of addresses where they have existing retail customers using an alternative (ie: non-fibre) access method or have an existing relationship with that address through another product. Enable will validate this list as per the terms of this Offer and provide a final copy to the Service Provider (**Target Address List**). The Service Provider agrees to actively market to the end-users at the addresses on the Target Address List (**Target Address**) through outbound calling and other direct sales and marketing methods. Enable recognises that some Service Providers may have systems for managing customers that are not address-based. Enable are open to alternative methods of getting to an agreed Target Address List that may be proposed by the Service Provider. Any alternative method that may be agreed with a Service Provider will also be available to any other Service Provider.
- 3) Subject to the terms of this Offer, any fibre order that Enable receives from the Service Provider at a Target Address during the Activation Period (**Qualifying Order**) will be eligible for an incentive payment in the form of a credit as per the “RSP credit” column in the table below. A Qualifying Order must be connected within four months of Enable’s receipt of the Qualifying Order to be eligible for the incentive payment. The incentive payment will be used to support value offered directly to individual end-users. This value offered to each end-user must be no less than that shown in the “Minimum end user value” column of the table below. For clarity, Enable will not provide any monetary contribution directly to the



end-user. Each Target Address is limited to one incentive payment under this Offer.

Product	RSP Credit	Minimum end user value
Fibre Starter	\$200	\$100
BS2a 500/100	\$500	\$200
BS2a 1G/500	\$700	\$300

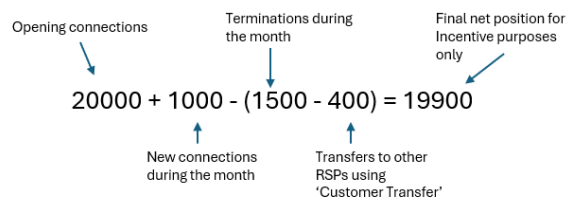
- 4) Upon connection of a Qualifying Order (**Qualifying Connection**), Enable will make a one-off credit (excluding GST) which corresponds to the relevant wholesale product connected to the Service Provider’s next month’s invoice under the following conditions:
- a. If the Service Provider has a positive net connection position for the given calendar month, 100% of the RSP Credit will be paid per Qualifying Connection.
 - b. If the Service Provider has a negative net connection position for the given calendar month, 67% of the RSP Credit will be paid per Qualifying Connection.

When calculating the net connection position, Enable will use an ‘opening’ and ‘closing’ number. The opening number is the number of residential connections as at the start of the 1st of each participating month. The closing number is the number of residential connections as at the start of the 1st of the following month.

For the purposes of calculating the positive or negative net connection position, Enable will not include addresses that have transferred to another RSP during the same calendar month using the Customer Transfer product, these will remain on the Service Providers total as a positive number.

Formula: Opening Connections + New Connections – (Terminations – Customer Transfers to another RSP) = Final Net Position

The working example below would result in a 67% payment to the Service Provider:



- 5) To be eligible to participate, the Service Provider must sign and send this offer letter back to Enable prior to the start of the Offer Period. The Service Provider must also share with Enable the details of the Service Provider’s promotional plan that it will undertake during the Activation Period prior to the first participating month and share any variation to this plan during the Activation Period. This is to be recorded on the supplied marketing plan template and to be approved by Enable before the Activation Period commences.
- 6) In providing this Offer to the Service Provider, Enable has an expectation that there will be a material



uplift in orders received for the participating months. The Service Provider should be targeting a minimum of 5% conversion of the Target Address List to an Enable fibre connection.

- 7) If a connection for which the Service Provider has received a credit under clause 3 above downgrades to a lower value plan (based on the wholesale input cost) or becomes inactive for one month or longer within twelve months of the date on which the connection for a Qualifying Order under clause 3 was completed, Enable will reverse the credit relating to that connection on a pro-rated basis for any remaining months in the applicable twelve-month period.

- 8) 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 addresses that have been offnet for less than 180 days; or
 - d. any address expressly excluded by Enable.

- 9) 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.

- 10) Enable reserves the right to cancel this Offer by providing no less than 30 days’ prior written notice to 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 or Service Delivery Manager.

Yours sincerely,

Donna Frew
Chief Commercial Officer
Enable Networks Limited



Service Provider action required below:

Please choose up to three (3) consecutive months which will be the Service Providers Activation Period:

- April 2026
- May 2026
- June 2026
- July 2026
- August 2026
- September 2026
- October 2026
- November 2026

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

Signed

Name of authorised person

Date