

[date]

[name of recipient]

[name of RSP]

[address]

By email [email address of recipient]

Dear [name of recipient]

RESIDENTIAL WHOLESALE PROMOTION – Fibre Starter Forward – August 2026

Introduction

In addition to the Services provided under the Enable UFB Services Agreement (**Services Agreement**), Enable Networks Limited (**Enable**) has agreed to offer an additional Fibre Starter Offer (**Fibre Starter Forward**) (**Offer**) to further assist [**RSP**] (**Service Provider**) to accelerate the move of our community onto fibre broadband services. The Offer will operate alongside the existing Fibre Starter Offer, and Service Providers may elect to participate in either or both offers, subject to the terms of the applicable offer letter.

The purpose of this Offer is to support the availability of a lower-priced entry-level fibre service within Enable's coverage area. This Offer enables participating RSPs to provide a stand-alone fibre service at a maximum retail price of \$65 (inclusive of GST) for eligible residential customers.

This Offer is limited to BS2a 100/20 CIR 2.5/2.5 Fibre Starter Forward (E02106) wholesale input service at \$35 per month (**Qualifying Wholesale Product**), where it is used for a \$65 or less inclusive of GST retail offer to residential customers.

The Offer is available on the following terms.

1. Service Provider confirms participation in writing to this Offer by signing and returning this letter to its Enable Account Representative.
2. This Offer will be available from 1 September 2026 to 1 September 2027 subject to clause 3 below (**Offer Period**).
3. Enable may extend the Offer Period or withdraw the Offer by giving no less than 30 days' notice via an RSP informer.
4. Participating Service Providers must have a stand-alone retail fibre product in market with a maximum retail price (**MRP**) equivalent to, or less than \$65 (inclusive of GST) per month (based on a 30-day month) using the Qualifying Wholesale Product as the wholesale access product. Any orders placed by a participating Service Provider during the Offer Period using the Qualifying Wholesale Product and sold at \$65 retail price (including GST) per month or less to the end user will be deemed a **Qualifying Order**.
5. The **Qualifying Wholesale Product** is available to any residential end user premises within Enable's UFB

Our city of possibilities

enable.net.nz

PO Box 9228
Tower Junction
Addington
Christchurch 8149

coverage area and will be applied to the **Service Provider's** provisioning account with Enable within 7 days acceptance of this offer by the Service Provider, or as otherwise agreed between the Service Provider and Enable.

6. **Eligibility**

- a. The Qualifying Wholesale Product is available for new service orders only.
- b. Existing Fibre Starter Offer services are not eligible to be modified, migrated or transferred to the Qualifying Wholesale Product.
- c. Participation in this Offer does not affect the Service Provider's participation in the existing Fibre Starter Offer.

7. At Enable's request, participating Service Providers will provide a reconciliation report of all **Qualifying Connections**. This report will be at individual customer level and must include:

- a. Enable Service ID
- b. The end-user's current retail price
- c. Where the Service Provider represents multiple market brands, the retail brand from which the end-user procured the service
- d. Identification of whether the service is supplied under the Fibre Starter Offer or Fibre Starter Forward Offer.

8. Enable will review this Offer on an annual basis. CPI or any other pricing adjustments may be made to the **Qualifying Wholesale Product** within the Offer Period by providing no less than 60 days' notice.

9. Participating Service Providers must inform Enable immediately if their retail price exceeds \$65 incl GST.

10. 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 Service Provider's cancellation rate, Enable reserves the right to review the terms of this offer letter in consultation with the Service Provider.

11. This Offer cannot be combined with any other Enable wholesale incentive unless explicitly included in the relevant Enable wholesale incentive.

12. If Enable reasonably believes the Service Provider isn't complying with any of the terms of the Offer, Enable may at any time and from time to time do any or all of the following:

- a. meet with the Service Provider in good faith to discuss Enable's concerns and what the Service Provider is doing to comply;
- b. escalate the issue within Enable and the Service Provider's companies for discussion in good faith;
- c. suspend the Offer until the issue is resolved;
- d. terminate this Offer by 30 days' written notice to the Service Provider and/or
- e. as a last resort:
 - i. migrate the Service Provider's services from the Fibre Starter Forward Qualifying Wholesale Product to the BS2a 100/20 CIR 2.5/2.5 service at its current price (\$54.51 plus GST from 1 August 2026); and/or
 - ii. require the Service Provider to pay the difference in the Qualifying Wholesale Product price and the BS2a 100/20 CIR 2.5/2.5 service price on a pro-rata basis to cover the period of non-compliance.

For the purposes of this clause, “good faith” means the need to work together in an open, co-operative, honest and fair manner, provided that nothing prevents a party from acting in its own self-interest.

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.

To confirm your participation in this Offer and your acceptance of the terms set out in this Offer letter please sign where indicated below and return a copy of this Offer letter to your Enable Account Representative.

Yours sincerely

Donna Frew
Chief Commercial Officer
Enable Networks Limited

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

Signed

Name of authorised person

Date