

VISION NETWORK – PROMOTIONS ANNEXURE TO THE PRICE BOOK (Version 43)

This is version 43 of the Promotions Annexure to the Price Book published by Vision Network Pty Limited (**Vision Network**). This document describes the various promotions offered by Vision Network for the Price Book including the terms and conditions on which such promotions are made available to you.

This document should be read in conjunction with the Price Book and the Wholesale Service Agreement.

Vision Network reserves the right to amend this document from time to time by adding additional promotions.

The effective date of this Promotions Annexure is 1 ~~May~~November 2023.

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The active Promotions are:

1. NNI RSP Connect Promotion (1 March 2023 – 31 December 2023)
2. Spectrum Freedom Plan Free Install Promotion (1 May 2023 – 31 December 2023)
3. Spectrum Freedom Plan Go Fast Promotion (1 May 2023 – 31 December 2023)*
- ~~3-4.~~ [NAME] Spectrum HyperSpeed 100Mbps Promotion (1 November 2023 – 31 December 2023)

* Except where replaced with [NAME] Spectrum HyperSpeed 100Mbps Promotion from 1 November 2023.

This Promotions Annexure to the Price Book supersedes the Promotion Annexure released on 1 ~~March~~May 2023.

PROMOTIONS

1. NNI RSP Connect Promotion

Overview

The Network to Network (**NNI**) RSP Connect Promotion (**NNI RSP Connect Promotion**) is a new incentive program for Vision Network's new and existing wholesale customers.

For new customers joining Vision Network, the NNI RSP Connect Promotion allows them to connect their first NNI at any or all of Vision Network's Point of Interconnect (**POI**) locations with no up-front cost, and waives the monthly recurring charge for such POIs from 1 March 2023 to 31 December 2023.

However, existing wholesale customers of Vision Network may also take up this offer by connecting their first NNI at a POI location where they are not already connected as at 1 March 2023. This allows Vision Network's existing wholesale customers the opportunity to provide new product types they may have otherwise not provided including our FTTB, FTTN and HFC products in locations where they may have previously not been connected to.

Eligibility criteria apply to the NNI RSP Connect Promotion. Please see details in the terms and conditions below.

Promotion Terms

- a) The NNI RSP Connect promotion is available to new and existing wholesale customers of Vision Network who have executed a Wholesale Service Agreement with Vision Network.
- b) The NNI RSP Connect promotion is available from 1 March 2023 until 31 December 2023. During this period, Vision Network's wholesale customers who take up this promotion will (subject to meeting eligibility criteria) receive a 100% discount on the NNI setup fee (of any speed) for the first NNI at each of Vision Network's POI locations ordered and delivered in 2023. The promotion will not apply to any NNI orders placed before 1 March 2023.
- c) As part of the NNI RSP Connect Promotion, the first NNI ordered by Vision Network's wholesale customers at a POI location will (subject to meeting eligibility criteria) also receive a 100% discount on the monthly recurring charge from the delivered date of the NNI until 31 December 2023. From 1 January 2024 onwards the regular monthly charge for NNIs as set out in the Vision Network Price Book will apply.

- d) Vision Network's wholesale customers are required to connect and maintain a minimum of 10 Local Access Line Services per each 1 Gbps POI or a minimum of 30 Local Access Line services per each 10 Gbps NNI within six months of the NNI connection date to receive the benefit of the NNI RSP Connect Promotion. If the minimum number of Local Access Line services are not connected and maintained in this period for any NNI ordered under the promotion, Vision Network reserves the right to charge the regular NNI setup fee and monthly charge for that NNI.
- e) The NNI RSP Connect Promotion applies only to the first NNI ordered at a given POI location. In other words, the promotion will not apply where a wholesale customer has an existing NNI in place or to any NNI upgrades or subsequent orders, which will be charged at Vision Network's standard rates as set out in Vision Network's Price Book.
- f) Vision Network's wholesale customers may choose the NNI location and product types they wish to offer at each POI location at their discretion.
- g) Vision Network reserves the right to limit the number of NNIs ordered under the promotion per POI location and in total across Vision Network's national footprint in its sole discretion, and preference will be given on a first come, first served basis.
- h) Vision Network will use its best endeavors to provide an acknowledgement and confirmation of order receipt and eligibility of the order for the NNI RSP Connect promotion within 1 week of a customer ordering an NNI connection during the promotion period.
- i) All existing terms and conditions of the Vision Network Wholesale Service Agreement and Vision Network Service Description apply to any NNIs ordered under the NNI RSP Connect Promotion.
- j) Vision Network's wholesale customers must source their own back-haul connectivity delivered to a Vision Network NNI, along with any necessary terminating equipment on the customer side to interface with the Vision Network NNI.
- k) Service delivery times for NNI connections during the campaign may vary. Vision Network will fulfil orders on a first-come, first-served basis. Vision Network will use all endeavors to deliver NNI connectivity as soon as practicable. Customers will be notified of indicative installation dates by the Vision Network customer on-boarding team.

2. Spectrum Freedom Plan Free Installation Promotion

Overview

The Spectrum Freedom Plan Free Installation Promotion is a new promotion for Vision Network's new and existing wholesale customers. To encourage uptake of its services, Vision Network is waiving the one-off installation fee (typically \$99.00) on all new local access line services activated on the following plans on and from 1 May 2023 until 31 December 2023:

FTTB and FTTH Spectrum Freedom Plans

- L2 FTTB/FTTH Spectrum Data 25Mbps/5Mbps
- L2 FTTB/FTTH Spectrum Data & Voice 25Mbps/5Mbps
- L2 FTTB/FTTH Spectrum Data 50Mbps/20Mbps
- L2 FTTB/FTTH Spectrum Data & Voice 50Mbps/20Mbps
- L2 FTTB/FTTH Spectrum Data 100Mbps/40Mbps
- L2 FTTB/FTTH Spectrum Data & Voice 100Mbps/40Mbps

FTTB G.Fast Spectrum Super Freedom Plans

- L2 G.Fast Spectrum Data 250Mbps/50Mbps
- L2 G.Fast Spectrum Data Max/50Mbps

FTTN Spectrum Freedom Plans

- L2 FTTN Spectrum Data 25Mbps/5Mbps
- L2 FTTN Spectrum Data 50Mbps/20Mbps
- L2 FTTN Spectrum Data 100Mbps/40Mbps
- L2 FTTN G.Fast Spectrum Data Max/100Mbps

HFC Layer 2 Spectrum Freedom Plans

- L2 HFC Spectrum Data 25Mbps/5Mbps
- L2 HFC Spectrum Data 50Mbps/20Mbps
- L2 HFC Spectrum Data 100Mbps/40Mbps



- L2 HFC Spectrum Data 250Mbps/50Mbps
- L2 HFC Spectrum Data Max/50Mbps

HFC Layer 3 Spectrum Freedom Plans

- L3 HFC Spectrum Data 25Mbps/5Mbps
- L3 HFC Spectrum Data 50Mbps/20Mbps
- L3 HFC Spectrum Data 100Mbps/40Mbps
- L3 HFC Spectrum Data 250Mbps/50Mbps
- L3 HFC Spectrum Data Max/50Mbps

Promotion Terms

- a) The Spectrum Freedom Plan Free Installation Promotion is available to all wholesale customers of Vision Network who have executed a Wholesale Service Agreement with Vision Network.
- b) This promotion applies only to the plans listed above, which for completeness are all Spectrum Freedom Plans across all technology types and all speed tiers. However, services activated on Spectrum Smart Plans are not eligible to receive the benefit of this promotion.
- c) The Spectrum Freedom Plan Free Installation Promotion is available from 1 May 2023 until 31 December 2023. During this period, wholesale customers of Vision Network who activate any local access line on an eligible plan will not be required to pay the \$99.00 installation fee.
- d) This promotion relates to the installation fee only. Other relevant fees and charges incurred with respect to a service installation (such as NTU fee, missed appointment fee) apply.
- e) This promotion only applies for services that are activated during the campaign period, meaning a service ordered on 31 December 2023 but activated on 1 January 2024 would not be eligible to receive the benefit of this promotion.
- f) This promotion may be used in conjunction with other offers within this Promotions Annexure, as updated from time to time.

3. Spectrum Freedom Plan Go Fast Promotion

Overview

The Spectrum Freedom Plan Go Fast Promotion is a new promotion for Vision Network's new and existing wholesale customers. To encourage uptake of Vision Network's higher speed product offerings, including G.Fast (available in select FTTN/ACT and FTTB premises) and HFC (in select regional Victorian locations), selected plans will be eligible for a discounted monthly recurring charge (**MRC**) for the first 12 months after activation, and a one-off Activation Credit.

The following plans are eligible for a MRC of \$65.00 for 12 months, and a one-off Activation Credit of \$130.00:

FTTB and FTTH Spectrum Freedom Plans (Until 31 October 2023, thereafter **[Name]** Spectrum HyperSpeed 100Mbps Promotion applies, see section 4 below)

- L2 FTTB/FTTH Spectrum Data 100Mbps/40Mbps

FTTN Spectrum Freedom Plans (Until 31 October 2023, thereafter **[Name]** Spectrum HyperSpeed 100Mbps Promotion applies, see section 4 below)

- L2 FTTN Spectrum Data 100Mbps/40Mbps

HFC Layer 2 Spectrum Freedom Plans (Until 31 October 2023, thereafter **[Name]** Spectrum HyperSpeed 100Mbps Promotion applies, see section 4 below)

- L2 HFC Spectrum Data 100Mbps/40Mbps

HFC Layer 3 Spectrum Freedom Plans (Until 31 October 2023, thereafter **[Name]** Spectrum HyperSpeed 100Mbps Promotion applies, see section 4 below)

- L3 HFC Spectrum Data 100Mbps/40Mbps

The following plan is eligible for a MRC of \$67.50 for 12 months, and a one-off Activation Credit of \$130.00:

FTTB and FTTH Spectrum Freedom Plans (Until 31 October 2023, thereafter **[Name]** Spectrum HyperSpeed 100Mbps Promotion applies, see section 4 below)

- L2 FTTB/FTTH Spectrum Data & Voice 100Mbps/40Mbps

The following plans are eligible for a promotional discounted MRC of \$65.00 for 12 months, and a one-off Activation Credit of \$195.00:

G.Fast Spectrum Super Freedom Plan

- L2 G.Fast Spectrum Data 250Mbps/50Mbps
- L2 G.Fast Spectrum Data Max/50Mbps

FTTN Spectrum Freedom Plans

- L2 FTTN G.Fast Spectrum Data Max/100Mbps

HFC Layer 2 Spectrum Freedom Plans

- L2 HFC Spectrum Data 250Mbps/50Mbps
- L2 HFC Spectrum Data Max/50Mbps

HFC Layer 3 Spectrum Freedom Plans

- L3 HFC Spectrum Data 250Mbps/50Mbps
- L3 HFC Spectrum Data Max/50Mbps

Promotion Terms

- a) The Spectrum Freedom Plan Go Fast Promotion is available to all wholesale customers of Vision Network who have executed a Wholesale Service Agreement with Vision Network.
- b) The Spectrum Freedom Plan Go Fast Promotion is subject to the availability of the technology and infrastructure to deliver the eligible plans at the intended location. Information about location eligibility is available in the building list / coverage footprint published by Vision Network.
Eligibility criteria
- c) The discounted MRC and one-off Activation Credit available under this promotion will only be applied to eligible plans, being the plans listed above. The following additional criteria must also be met for the discounted MRC and one-off Activation Credit to be applied to an eligible plan:
 - i. the plan must be ordered by Vision Network's wholesale customer and activated during the promotion period of 1 May 2023 to 31 December

2023;

- ii. the wholesale customer must have submitted a request to its Vision Network account manager for the plan to be included in the Spectrum Freedom Plan Go Fast Promotion, and that request must have been accepted by Vision Network, in each case in accordance with the process notified by Vision Network from time to time; and
- iii. the plan must be for a newly connected end user, being an end user that was not receiving a service from the wholesale customer (or a related body corporate of the wholesale customer, as defined in the *Corporations Act 2001 (Cth)*, who also acquires wholesale services from Vision Network) immediately prior to when the plan was ordered.

Promotional discounted MRC

d) In relation to the promotional discounted MRC:

- i. the wholesale customer will receive the discounted MRC for the first 12 months after the activation date of the applicable service. Following this 12 month period, the wholesale customer will be charged for the applicable service in accordance with the then-current Price Book rate; and
- ii. If the customer changes an applicable service's speed (for example downgrade) they will revert to the then-current rates of the chosen plan set out in the Price Book without a promotional discount and will be ineligible to connect back onto the promotional rates of this promotion.

One-off Activation Credit

- iii. In relation to the one-off Activation Credit, this one-off credit is provided by Vision Network on the basis that the wholesale customer acquires the relevant service for a period of 12 months from its activation.
- iv. If during this 12 month period a plan for which a one-off Activation Credit was provided is changed to a plan which is ineligible to receive the one-off Activation Credit, or the service is cancelled by the wholesale customer, Vision Network reserves the right to cancel any remaining portion of the Activation Credit and may charge the wholesale customer a pro-rata amount of the Activation Credit for the remaining portion of the 12 month period.¹

General terms

- e) Neither the discounted MRC nor the one-off Activation Credit may be reset during the 12 months following the activation of a plan due to a plan change. This means a wholesale customer of Vision Network may only receive the Activation Credit once, and the promotional discounted MRC for up to 12 months following the activation date of a relevant plan.
- f) For completeness, this promotion does not apply to:
 - i. any Spectrum Freedom Plans that are not listed above, or any 'Spectrum Smart Plans';

¹ For example, if a wholesale customer claims the \$130 one-off Activation Credit on the HFC Layer 2 Spectrum Freedom Plan - L2 HFC Spectrum Data 100Mbps/40Mbps, and cancelled this plan after five months, $\frac{7}{12}$ of the Activation Credit is payable to Vision Network, being \$75.83. Vision Network will apply this against the next invoice issued to the customer.

- ii. any services activated before the promotion period began on 1 May 2023;
 - iii. any existing services which are not eligible to participate in this promotion which are upgraded to eligible plans; and
 - iv. any plans which are not provided to a newly connected end user, ie. Plans provided to a wholesale customer's end user who transfers between related bodies corporate, business units or brands of the wholesale customer.
- g) Vision Network is not required to back-date the promotional discounted MRC or one-off Activation Credit for any reason.
- h) Vision Network's wholesale customers have discretion whether or not to pass on part, all or none of the promotional benefit to its end users.
- i) This promotion may be used in conjunction with other offers within this Promotions Annexure, as updated from time to time.
- j) If Vision Network changes the Price Book such that the standard MRC for an eligible plan is less than the promotional discounted MRC set out in this promotion, the lower price will apply.

4. [Pre-Christmas] Spectrum HyperSpeed 100Mbps Promotion

Overview

The [promotion name] Spectrum HyperSpeed 100Mbps is a new promotion for Vision Network's new and existing wholesale customers. It provides even further discounts on the 100/40 Spectrum Freedom plans than those offered under the Spectrum Freedom Plan Go Fast Promotion (see 3 above) and also offers the same discount to 100/40 Spectrum Smart Plans offered by Vision Network.

The following plans are eligible for a one-off Activation Credit of \$195.00:

- FTTB/FTTH, FTTN or HFC Spectrum Freedom Plan (Data) – 100Mbps/40Mbps
- FTTB/FTTH Spectrum Freedom Plan (Data & Voice) – 100Mbps/40Mbps
- L2 FTTB/FTTH Spectrum Smart Plan (Data) 100Mbps/40Mbps
- L2 FTTB/FTTH Spectrum Smart Plan (Data & Voice) 100Mbps/40Mbps

Promotion Terms

- a) The [INSERT] Spectrum HyperSpeed 100Mbps Promotion is available to all wholesale customers of Vision Network who have executed a Wholesale Service Agreement with Vision Network.
- b) The [INSERT] Spectrum HyperSpeed 100Mbps Promotion is subject to the availability of the technology and infrastructure to deliver the eligible plans at the intended location. Information about location eligibility is available in the building list / coverage footprint published by Vision Network.
- ##### **Eligibility criteria**

- c) The one-off Activation Credit available under this promotion will only be applied to eligible plans, being the plans listed above. The following additional criteria must also be met for the Activation Credit to be applied to an eligible plan:
- i. the plan must be ordered by Vision Network's wholesale customer and activated during the promotion period of 1 November 2023 to 31 December 2023;
 - ii. the wholesale customer must have submitted a request to its Vision Network account manager for the plan to be included in the [INSERT] Promotion, and that request must have been accepted by Vision Network, in each case in accordance with the process notified by Vision Network from time to time; and
 - iii. the plan must be for a newly connected end user, being an end user that was not receiving a service from the wholesale customer (or a related body corporate of the wholesale customer, as defined in the *Corporations Act 2001 (Cth)*, who also acquires wholesale services from Vision Network) immediately prior to when the plan was ordered.
 - iv. The Activation Credit is provided by Vision Network on the basis that the wholesale customer acquires the relevant service for a period of 12 months from its activation.
 - v. If during this 12 month period a plan for which a one-off Activation Credit was provided is changed to a plan which is ineligible to receive the one-off Activation Credit, or the service is cancelled by the wholesale customer, Vision Network reserves the right to cancel any remaining portion of the Activation Credit and may charge the wholesale customer a pro-rata amount of the Activation Credit for the remaining portion of the 12 month period.²
 - vi. If the customer is migrated from an eligible Spectrum Smart Plan to an eligible Spectrum Freedom Plan (being another plan listed in this Section 4), and cumulatively acquires those relevant services for a period of 12 months from activation, then Vision Network may not cancel the Activation Credit in accordance with clause (c)(v) above.

General terms

- d) The Activation Credit may not be reset during the 12 months following the activation of a plan due to a plan change. This means a wholesale customer of Vision Network may only receive the Activation Credit once following the activation date of a relevant plan.
- e) For completeness, this promotion does not apply to:
- i. any Spectrum Freedom Plans or Spectrum Smart Plans that are not listed above;
 - ii. any services activated before the promotion period began on 1 November 2023;
 - iii. any existing services which are not eligible to participate in this promotion which are upgraded to eligible plans; and
 - iv. any plans which are not provided to a newly connected end user, ie. Plans provided to a wholesale customer's end user who transfers

² For example, if a wholesale customer claims the \$195 one-off Activation Credit on the HFC Layer 2 Spectrum Freedom Plan - L2 HFC Spectrum Data 100Mbps/40Mbps, and cancelled this plan after five months, $\frac{7}{12}$ of the Activation Credit is payable to Vision Network, being \$113.75. Vision Network will apply this against the next invoice issued to the customer.

between related bodies corporate, business units or brands of the wholesale customer.

f) Vision Network is not required to back-date the Activation Credit for any reason.

g) Vision Network's wholesale customers have discretion whether or not to pass on part, all or none of the promotional benefit to its end users.

This promotion may be used in conjunction with other offers within this Promotions Annexure, as updated from time to time.

VERSION HISTORY

Version	Description	Issue Date
Version 1	First published version of the Promotions Annexure to the Price Book	1 October 2022
Version 2	Second published version of the Promotions Annexure to the Price Book	23 February 2023
Version 3	Third published version of the Promotions Annexure to the Price Book	26 April 2023
Version 4	Fourth published version of the Promotions Annexure to the Price Book	XX 30 October 2023