

Appendix A: Current pricing plans offered by MNOs

- 1.1 The competitive nature of the Australian mobile industry can be observed through the pricing plans offered by MNOs to the consumer market. The following tables will provide a comparison of some of the key features of the current pricing plans offered by MNOs for the three main categories of mobile plans for consumers: (i) post-paid; (ii) capped; and (iii) prepaid offers.
- 1.2 As shown in the following tables, the retail prices offered by all MNOs remain competitive in terms of standard call rates and connection fees (flagfall) per call.

Table 1: Current post-paid pricing plans offered by MNOs

<u>Post Paid Plans</u>	Telstra	Optus	Vodafone	Hutchinson 3
Plans available	\$20, \$30, \$40, \$60, \$80, \$100, \$150 and \$250	\$9, \$19, \$29, \$39, \$49, \$59, \$79, \$99 and \$149	\$20, \$30, \$50, \$80, \$100 and \$150	
Contract period	12 or 24 months	12 or 24 months	12 or 24 months	
Included value	Credit equivalent to value of the plan PLUS additional member credit \$20 Plan: \$20 + \$5 \$30 Plan: \$30 + \$6 \$40 Plan: \$40 + \$7.50 \$60 Plan: \$60 + \$10 \$80 Plan: \$80 + \$15 \$100 Plan: \$100 + \$17.50 \$150 Plan: \$150 + \$20 \$250 Plan: \$250 + \$30	Included credit PLUS monthly extra included data \$9 Plan: \$5 \$19 Plan: \$14 + \$5 \$29 Plan: \$24 + \$5 \$39 Plan: \$34 + \$5 \$49 Plan: \$44 + \$5 \$59 Plan: \$54 + \$5 \$79 Plan: \$74 + \$5 \$99 Plan: \$94 + \$5 \$149 Plan: \$144 + \$5	Credit equivalent to value of the plan \$20 Plan: \$20 \$30 Plan: \$30 \$50 Plan: \$50 \$80 Plan: \$80 \$100 Plan: \$100 \$150 Plan: \$150	
Bonuses	Choice of one of the following options: <ul style="list-style-type: none"> • 20c for 10min Night • Free 24/7 • Free Text • Free 50 Text • My Hour • Per Second Saver 	Included bonuses with all 'yes' plans: <ul style="list-style-type: none"> • Free for 5 • Rollover AND choice of one of the following options: <ul style="list-style-type: none"> • MyTime • 'yes' Free Text • 'yes' Text & Talk • 'yes' Time 	Choice of one of the following options*: <ul style="list-style-type: none"> • Free standard text • Free standard call minutes • Free international call minutes • Free internet <i>* values associated with each bonus vary according to value of plan</i>	

<u>Post Paid Plans</u>	Telstra	Optus	Vodafone	Hutchinson 3
Standard call rates (per 30 seconds)	\$20 Plan: \$0.47 \$30 Plan: \$0.44 \$40 Plan: \$0.36 \$60 Plan: \$0.26 \$80 Plan: \$0.24 \$100 Plan: \$0.22 \$150 Plan: \$0.20 \$250 Plan: \$0.19	\$9 Plan: \$0.52 \$19 Plan: \$0.46 \$29 Plan: \$0.43 \$39 Plan: \$0.33 \$49 Plan: \$0.29 \$59 Plan: \$0.24 \$79 Plan: \$0.21 \$99 Plan: \$0.19 \$149 Plan: \$0.17	\$20 Plan: \$0.48 \$30 Plan: \$0.40 \$50 Plan: \$0.30 \$80 Plan: \$0.22 \$100 Plan: \$0.20 \$150 Plan: \$0.18	
International call rates (per 30 seconds)	~	As above International call cap – \$0.15 per 30 sec capped at \$3 for 10 minutes to selected countries	Varies depending on destination	
Flagfall (per voice call)	\$0.27 per call	\$0.25 per call	\$0.25 per call	
Standard video calls (per 30 seconds)	\$0.55	\$0.50	1.5 times standard call rate	
International video calls (per 30 seconds)	\$0.75 per 30 secs	\$0.75 per 30 secs	Varies depending on destination	
Flagfall (per video call)	\$0.27 per call	\$0.35 per call	\$0.25 per call	
Standard SMS (up to 160 characters)	\$0.25 each	\$0.25 each	\$0.25 each	
International SMS (up to 160 characters)	~	\$0.50 each	\$0.25 each	
Standard Picture MMS	\$0.50 each	\$0.50 each	\$0.50 each	
International Picture MMS	~	\$0.75 each	\$0.50 each	

<u>Post Paid Plans</u>	Telstra	Optus	Vodafone	Hutchinson 3
Standard Video MMS	\$0.75 each	\$0.50 each	\$0.75 each	
International Video MMS	~	\$0.75 each	\$0.75 each	
Voicemail	Retrieval: \$0.30 per 30 sec in Australia. No flagfall and no diversion charges.	Deposit: Free Retrieval: \$0.30 per 30 sec	Standard call rate via 121 <i>Free</i> if ring alert option is chosen	

All information has been compiled from company websites

Not all information for each plan has been included. For example, calls to 13 numbers, calls to operator assisted numbers, calls to premium services and data charges.

Table 2: Current capped pricing plans offered by MNOs

<u>Cap Plans</u>	Telstra	Optus	Vodafone	Hutchinson 3
Plans available:	\$49, \$79, \$99 and \$129 Caps	\$19, \$49 and \$59 Caps \$79 Cap + Unlimited Text	\$29, \$49, \$79, \$99 and \$129	\$29, \$39, \$49, \$69, \$99, \$129, \$149 and \$199
Contract period	12 or 24 months	24 months	24 months	24 months
Included value	<p>\$49 Cap: \$200 + \$50 (calls to Telstra mobiles)</p> <p>\$79 Cap: \$450 + \$100 (calls to Telstra mobiles)</p> <p>\$99 Cap: \$550 + \$150 (calls to Telstra mobiles)</p> <p>\$129 Cap: \$700 + \$200 (calls to Telstra mobiles)</p>	<p>\$19 Cap: \$50</p> <p>\$49 Cap: \$300</p> <p>\$59 Cap: \$350</p> <p>\$79 Cap: \$550 + unlimited standard SMS</p>	<p>\$29 Cap: \$150</p> <p>\$49 Cap: \$340</p> <p>\$79 Cap: \$650</p> <p>\$99 Cap: \$1000</p> <p>\$129: \$2000</p>	<p>\$29 Cap: \$150 (incl. up to 150MB) + \$160 (180 mins to 3 mobiles)</p> <p>\$49 Cap: \$350 (incl. up to 500MB) + \$240 (300 mins to 3 mobiles)</p> <p>\$69 Cap: \$650 (incl. up to 1GB) + \$350 (500 mins to 3 mobiles)</p> <p>\$99 Cap: \$1000 (incl. up to 2GB) + \$1750 (2500 mins to 3 mobiles)</p> <p>\$129 Cap: \$1200 (incl. up to 2GB) + \$1750 (2500 mins to 3 mobiles)</p> <p>\$149 Cap: \$1600 (incl. up to 2GB) + \$1750 (2500 mins to 3 mobiles)</p> <p>\$199 Cap: \$2000 (incl. up to 2GB) + \$2100 (3000 mins to 3 mobiles)</p>

<u>Cap Plans</u>	Telstra	Optus	Vodafone	Hutchinson 3
Bonuses		<p>Included bonuses with all 'yes' plans:</p> <ul style="list-style-type: none"> 'yes' Time Free for 5 	<p>Included bonus with all Caps:</p> <ul style="list-style-type: none"> Unlimited Free Weekends (to Vodafone mobiles) 	<p>Choice of one of the following options:</p> <ul style="list-style-type: none"> News Pack Sport Pack Fun Pack <p>Add another one for \$3</p>
Standard call rates (per 30 seconds)	<p>\$49 Cap: \$0.40 \$79 Cap: \$0.35 \$99 Cap: \$0.35 \$129 Cap: \$0.30</p>	<p>\$19 Cap: \$0.47 \$49 Cap: \$0.40 \$59 Cap: \$0.40 \$79 Cap: \$0.37</p>	<p>\$29 Cap: \$0.42 \$49 Cap: \$0.40 \$79 Cap: \$0.40 \$99 Cap: \$0.35 \$129 Cap: \$0.35</p>	<p>\$29 Cap: \$0.40 \$49 Cap: \$0.40 \$79 Cap: \$0.35 \$99 Cap: \$0.35 \$129 Cap: \$0.35 \$149 Cap: \$0.35 \$199 Cap: \$0.35</p>
International call rates (per 30 seconds)	~	<i>Varies depending on destination (not included in Cap)</i>	~	<i>Varies depending on destination (up to \$100 included in Caps)</i>
Flagfall (per voice call)	<p>\$49/\$79 Cap: \$0.37 per call \$99/\$129 Cap: \$0.27 per call</p>	<p>National: \$0.35 per call <i>International: \$0.27 per call</i></p>	\$0.35 per call	\$0.30 per call
Standard video calls (per 30 seconds)	~	\$0.50 per 30 secs	<p>\$29 Cap: \$0.63 \$49 Cap: \$0.60 \$79 Cap: \$0.60 \$99 Cap: \$0.525 \$129 Cap: \$0.525</p>	\$0.50 per 30 secs
International video calls (per 30 seconds)	~	Not included in Cap	~	<i>Varies depending on destination (up to \$100 included in Caps)</i>

<u>Cap Plans</u>	Telstra	Optus	Vodafone	Hutchinson 3
Flagfall (per video call)	\$49/\$79 Cap: \$0.37 per call \$99/\$129 Cap: \$0.27 per call	\$0.35 per call	\$0.35 per call	\$0.30 per call
Standard SMS (up to 160 characters)	\$0.25 each	\$0.25 each	\$0.25 each	\$0.25 each
International SMS (up to 160 characters)	\$0.50 each	\$0.50 each	\$0.25 each	\$0.35 each
Standard Picture MMS	\$0.50 each	\$0.50 each	\$0.50 each	\$0.50 each (to 3 mobiles) \$0.75 each (other network)
International Picture MMS	~	\$0.75 each	\$0.50 each	\$0.75 each
Standard Video MMS	\$0.50 each	\$0.50 each	\$0.75 each	\$0.50 each (to 3 mobiles) \$0.75 each (other network)
International Video MMS	~	\$0.75 each	\$0.75 each	\$0.75 each
Voicemail	Retrieval: \$0.30 per 30 sec in Australia. No flagfall and no diversion charges.	Deposit: Free Retrieval: \$0.30 per 30 sec	Standard call rate via 121 <i>Free</i> if ring alert option is chosen	Deposit: free Retrieval: Standard call rate + \$0.30 flagfall

All information has been compiled from company websites

Not all information for each plan has been included. For example, calls to 13 numbers, calls to operator assisted numbers, calls to premium services and data charges

Table 3: Current prepaid pricing plans offered by MNOs

<u>Pre-Paid Plans</u>	Telstra	Optus	Vodafone	Hutchinson 3
Plans available	Minimum \$30	\$30, \$40, \$50, \$70 and \$100	\$29, \$49, \$79 and \$149	\$29, \$49, \$69 and \$99
Types of plans available		Turbo Cap Data Blaster Bigger & Better Free Calls Every Now & Then	Pre-paid Caps	Pre-paid Caps

<u>Pre-Paid Plans</u>	Telstra	Optus	Vodafone	Hutchinson 3
Included value	Credit equivalent to value of the prepaid recharge	<p>Turbo Cap – \$30 Value: \$300 \$40 Value: \$400 \$50 Value: \$600 \$70 Value: \$1000 \$100 Value: \$1500</p> <p>Data Blaster – \$30 Value: \$20 + \$10 + 50MB \$40 Value: \$30 + \$100 + 100MB \$50 Value: \$40 + \$150 + 200MB \$70 Value: \$50 + \$250 + 500MB \$100 Value: \$80 + \$400 + 1GB</p> <p>Bigger & Better Free Calls– \$30 Value: \$30 + 300 mins \$40 Value: \$40 + 400 mins \$50 Value: \$50 + 500 mins \$70 Value: \$30 + 300 mins \$100 Value: \$100 + 1000 mins</p> <p>Every Now & Then – \$30 Value: \$30 \$40 Value: \$40 \$50 Value: \$50 \$70 Value: \$70 \$100 Value: \$100</p>	\$29 Jumbo Cap: \$150 \$49 Maxi Cap: \$340 \$79 Super Cap: \$650 \$149 Mega Cap: \$1250	\$29 Cap: \$150 (incl. up to 150MB) + \$160 (180 mins to 3 mobiles) \$49 Cap: \$350 (incl. up to 500MB) + \$240 (300 mins to 3 mobiles) \$69 Cap: \$650 (incl. up to 1GB) + \$350 (500 mins to 3 mobiles) \$99 Cap: \$1000 (incl. up to 2GB) + \$1750 (2500mins to 3 mobiles)

<u>Pre-Paid Plans</u>	Telstra	Optus	Vodafone	Hutchinson 3
Bonuses	Choice of one of the following options – <ul style="list-style-type: none"> • Talk & Text • 1c Text • Talk Time • Telstra Long Life 	Included bonuses: Turbo Cap – <ul style="list-style-type: none"> • Unlimited access to MySpace Mobile & YouTube Data Blaster – <ul style="list-style-type: none"> • Unlimited SMS/MMS Bigger & Better Free Calls and Every Now & Then – <ul style="list-style-type: none"> • MyTime minutes <ul style="list-style-type: none"> \$30 Value: 100 mins \$40 Value: 100 mins \$50 Value: 150 mins \$70 Value: 150 mins \$100 Value: 200 mins 	Included bonus for \$49, \$79 and \$149 Pre-paid Caps – <ul style="list-style-type: none"> • \$10 worth of Cap can be used for Vodafone live! Subscriptions and downloads 	Included bonus for all Caps – <ul style="list-style-type: none"> • \$10 worth of Cap can be used for Planet 3 services
Standard call rates (per 30 seconds)	\$0.39 per 30 secs	\$0.39 per 30 secs Turbo Cap – \$0.89 per min	\$0.78 per min	\$29 Cap: \$0.45 per 30 secs \$49 Cap: \$0.40 per 30 secs \$69 Cap: \$0.35 per 30 secs \$99 Cap: \$0.35 per 30 secs National roaming rate for all Cap plans: \$0.59 per 30 secs
International call rates (per 30 seconds)	~	Varies depending on destination	Varies depending on destination	Varies depending on destination (up to \$100 included within Cap)
Flagfall (per voice call)	\$0.30 per call	\$0.29 per call Turbo Cap - \$0.35 per call	\$0.35 per call	National: \$0.35^ per call International: \$0.40^ per call

<u>Pre-Paid Plans</u>	Telstra	Optus	Vodafone	Hutchinson 3
Standard video calls (per 30 seconds)	\$0.55 per 30 secs	\$0.50 per 30 secs	\$0.78 per min	\$0.50 per 30 secs
International video calls (per 30 seconds)	~	~	Varies depending on destination	\$0.85 per 30 secs (up to \$100 included in Cap)
Flagfall (per video call)	\$0.30 per call	\$0.35 per call	\$0.35 per call	National: \$0.35^ per call
Standard SMS (up to 160 characters)	\$0.25 each	\$0.25 each Turbo Cap – \$0.25 each (to Optus prepaid) \$0.29 each (other network)	\$0.25 each	\$0.25
International SMS (up to 160 characters)	\$0.50 each	\$0.35 each	\$0.25 each	\$0.45^ each
Standard Picture MMS	\$0.50 each	\$0.50 each	\$0.50 each	\$0.50 each (to 3 mobiles) \$0.75 each (other network)
International Picture MMS	\$0.75 each	\$0.75 each	\$0.50 each	\$0.75 each
Standard Video MMS	\$0.75 each	\$0.50 each	\$0.75 each	\$0.50 each (to 3 mobiles) \$0.75 each (other network)
International Video MMS	\$0.75 each	\$0.75 each	\$0.75 each	\$0.75 each
Voicemail	Retrieval: \$0.30 per 30 sec in Australia + \$0.30 flagfall and no diversion charges.	Deposit: free Retrieval: \$0.20 per 30 secs	Standard call rate via 121 <i>Free</i> if ring alert option is chosen	Deposit: free Retrieval: Standard call rate + \$0.35^ flagfall

<u>Pre-Paid Plans</u>	Telstra	Optus	Vodafone	Hutchinson 3
Credit expiry		Turbo Cap: 30 days Data Blaster: 30 days Bigger & Better Free Calls: 60 days Every Now & Then: 186 days	30 days	30 days

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Not all information for each plan has been included. For example, calls to 13 numbers, calls to operator assisted numbers, calls to premium services and data charges

^ The following price changes will be effective from 4 February 2009, as indicated on Hutchinson 3 website.