



Collective bargaining class exemption notice form

1. Who is in the collective bargaining group?

Describe or list the current members of the group and those who may join the group in the future.

If you have a small group that will not change, you can list the names of all members.

If you expect to add new members over time, you should provide a **general description of the members of the group**. For example: *A group of dairy farmers in the Manning Valley area in New South Wales.*

Agents of Honda Australia Pty Ltd who are authorised to sell Honda motor vehicles in Australia pursuant to agency agreements with Honda Australia Pty Ltd (the Group) in their own right and as represented by National Honda Representative Council Limited.

2. Who does the group propose to collectively bargain with?

If you intend to negotiate with just one particular target business, or a small number of known target businesses, you can list the names of each target business.

If you do not yet know all the businesses or organisations you will bargain with (e.g. your group will run a tender) or you expect to add new target businesses over time, you should provide a **general description of the type of target businesses the group intends to collectively bargain with**. For example: *Dairy processing companies.*

Honda Australia Pty Ltd (ACN 004 759 611)

3. What does the group propose to collectively bargain about?

Describe the goods or services that the group proposes to bargain about with the target businesses. For example: *Supply of raw milk.*

The right to sell motor vehicles (Target Products) and offer associated services (Target Services) as agents for Honda and associated rights (Agent Rights) pursuant to the agency agreements signed by each member of the Group (being 'Franchise Agreements' within the meaning of the Franchising Code of Conduct (Agent Agreements)).

The Group proposes to bargain in respect of all elements of the agency relationship with Honda including the following matters (without limitation):

- the terms of the Agent Agreements;
- the commission paid by Honda to Group Members for selling the Target Products and Target Services;
- the availability and features of the Target Products and Target Services;
- the level of transparency and disclosure by Honda of information and/or records in respect of Honda's governance, corporate strategy, business strategy, budgets and financial position to members of the Group;
- the terms of supply, margins and prices charged to members of the Group by Honda for Target Products and Target Services;
- pricing and discounts in respect of Target Products and Target Services;
- incentives, rebates and other amounts that Honda pays to members of the Group;
- the terms upon which Target Products and Target Services are sold or supplied by members of the Group to

consumers;

- sales and other performance targets/KPIs that are linked in any way to incentives, discounts, rebates and other amounts paid to members of the Group;
- the prices paid by Honda to members of the Group for warranty work and related terms;
- support by Honda for Regional and Provincial members of the Group;
- strategies for increasing ROI for members of the Group;
- plans for the development and implementation of measures to increase profit margins for Group members;
- short and long term strategies for increasing market share of Honda in Australia;
- the marketing and promotion of Target Products and Target Services and the Honda brand; and
- strategies for innovation and growth in respect of the Target Products and Target Services.

4. Contact details

A person the ACCC can contact in relation to the collective bargaining arrangements. This can be any member of the group or a nominated representative who is able to provide the ACCC with further information about the group if required. The contact person's name, telephone number, email address and signature will be redacted when the ACCC places this notice on its public register.

Please advise the ACCC as soon as possible if the contact person, or their details, change.

Contact person (name and, if relevant, position):

Telephone number:

Email address:

Signature of contact person:

Date:



24 May 2024