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LAWYERS

Our Ref: RHW:DMH:193276

21 May 2010

The General Manager Adjudication Branch Australian Competition and Consumer Commission Level 7, Angel Place 123 Pitt Street SYDNEY NSW 2000

AUST. COMPETITION & CONSUMER COMMISSION 2 6 MAY 2010

Dear Sir/Madam

Form G - Notification of Third Line Forcing Exclusive Dealing

We act for Trinity Telecom Pty Ltd (Trinity) and enclose a Form G - Notification of Exclusive Dealing for lodgement on behalf of Trinity.

We also enclose a cheque in the amount of \$100 for the filing fee.

Trinity's proposed partner in the notified conduct is Retail Decisions Pty Ltd (ACN 005 970 570) (ReD), with which Trinity will offer a co-branded Trinity Telecom and Motorpass card.

Yours faithfully

HWL Ebsworth

Richard Westmoreland

Partner

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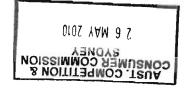
Sydney

Form G

Commonwealth of Australia

Trade Practices Act 1974 — subsection 93 (1)

NOTIFICATION OF EXCLUSIVE DEALING



To the Australian Competition and Consumer Commission:

Notice is hereby given, in accordance with subsection 93 (1) of the *Trade Practices Act* 1974, of particulars of conduct or of proposed conduct of a kind referred to subsections 47 (2), (3), (4), (5), (6), (7), (8) or (9) of that Act in which the person giving notice engages or proposes to engage.

PLEASE FOLLOW DIRECTIONS ON BACK OF THIS FORM

- Applicant
- (a) Name of person giving notice: (Refer to direction 2)

N94686

Trinity Telecom Pty Ltd ACN 108 322 452 (Trinity)

(b) Short description of business carried on by that person: (Refer to direction 3)

Trinity is an Australian telecommunications company that supplies a range of telecommunication services and related retail services including fixed-line (local, national and international) telephone services, mobile telephone services and internet data services to residential customers and small to medium sized business customers.

(c) Address in Australia for service of documents on that person:

Managing Director Trinity Telecom Pty Ltd 243 Riverside Drive West End QLD 4101

- 2. Notified arrangement
- (a) Description of the goods or services in relation to the supply or acquisition of which this notice relates:

The supply of telecommunication services and associated products and services and the acquisition of payment system services.

(b) Description of the conduct or proposed conduct: (Refer to direction 4)

Trinity proposes to give or allow or offer to give or allow a discount to customers of its telecommunication services on the condition that the customer acquires payment system services from a nominated third party or class of third parties.

- 3. Persons, or classes of persons, affected or likely to be affected by the notified conduct
- (a) Class or classes of persons to which the conduct relates: (Refer to direction 5)

Actual and potential customers of Trinity who acquire telecommunication services.

- (b) Number of those persons:
- (i) At present time:

Trinity proposes to make this offer to all existing Trinity customers. At present, Trinity has 5,000 such customers.

(ii) Estimated within the next year:

(Refer to direction 6)

Not known.

(c) Where number of persons stated in item 3 (b) (i) is less than 50, their names and addresses:

Not applicable

- 4. Public benefit claims
- (a) Arguments in support of notification:

(Refer to direction 7)

The proposed conduct will allow Trinity to offer a new product offering that combines telecommunication and charge card services into one product. This is an innovative product that would not otherwise be available.

The proposed conduct will also allow Trinity to receive payment for its services more quickly and provide guaranteed payment to Trinity. This creates efficiencies for Trinity's administration and debtors management. These efficiencies will be passed on to customer in the form of discounted rates for Trinity's telecommunication services.

(b) Facts and evidence relied upon in support of these claims:

Please see 4(a) above.

5. Market definition

Provide a description of the market(s) in which the goods or services described at 2 (a) are supplied or acquired and other affected markets including: significant suppliers and acquirers; substitutes available for the relevant goods or services; any restriction on the supply or acquisition of the relevant goods or services (for example geographic or legal restrictions): (Refer to direction 8)

The relevant markets likely to be affected by the proposed conduct are market in Australia for the supply of:

- (a) mobile and fixed line telephony and ancillary services;
- (b) payment system services; and
- (c) consumer credit card, charge card and other non-cash card services.

Competition in each relevant market is extremely vigorous with many suppliers.

- 6. Public detriments
- (a) Detriments to the public resulting or likely to result from the notification, in particular the likely effect of the notified conduct on the prices of the goods or services described at 2 (a) above and the prices of goods or services in other affected markets:

(Refer to direction 9)

Both Trinity and its proposed payment partners are small participants in their respective markets with many competitors. The proposed conduct will therefore not restrict the supply of any products to any consumers or raise consumer prices in any way.

(b) Facts and evidence relevant to these detriments:

See 6(a) above.

- 7. Further information
- (a) Name, postal address and contact telephone details of the person authorised to provide additional information in relation to this notification:

Richard Westmoreland HWL Ebsworths Lawyers Level 14, Australia Square 264-278 George Street SYDNEY NSW 2000

AUST. COMPETITION & CONSUMER COMMISSION SYDNEY

2 6 MAY 2010

Dated: 26 May 2010

Signed by/on behalf of the applicant

Richard Westmoreland

Partner

HWL Ebsworths Lawyers

DIRECTIONS

- 1. In lodging this form, applicants must include all information, including supporting evidence that they wish the Commission to take into account in assessing their notification.
 - Where there is insufficient space on this form to furnish the required information, the information is to be shown on separate sheets, numbered consecutively and signed by or on behalf of the applicant.
- 2. If the notice is given by or on behalf of a corporation, the name of the corporation is to be inserted in item 1 (a), not the name of the person signing the notice, and the notice is to be signed by a person authorised by the corporation to do so.
- 3. Describe that part of the business of the person giving the notice in the course of the which the conduct is engaged in.
- 4. If particulars of a condition or of a reason of the type referred to in section 47 of the *Trade Practices Act* 1974 have been reduced in whole or in part to writing, a copy of the writing is to be provided with the notice.
- 5. Describe the business or consumers likely to be affected by the conduct.
- 6. State an estimate of the highest number of persons with whom the entity giving the notice is likely to deal in the course of engaging in the conduct at any time during the next year.
- 7. Provide details of those public benefits claimed to result or to be likely to result from the proposed conduct including quantification of those benefits where possible.
- 8. Provide details of the market(s) likely to be affected by the notified conduct, in particular having regard to goods or services that may be substitutes for the good or service that is the subject matter of the notification.
- 9. Provide details of the detriments to the public which may result from the proposed conduct including quantification of those detriments where possible.