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**From:** Graham Catt [REDACTED]  
**Sent:** Monday, 13 June 2022 9:06 AM  
**To:** Merger Authorisations  
**Subject:** Telstra and TPG Spectrum Sharing Proposal MA100021-1

Dear sir / Madam

Thank you for the opportunity to make this brief submission in response in support of the proposed Multi-Operator Core Network (**MOCN**) commercial arrangement between Telstra Corporation Limited and TPG Telecom limited.

The Canberra Business Chamber is the peak body representing the private sector in the Australian Capital Territory. We also represent more than 50 peak industry and not-for-profit member organisations covering a wide range of industries, professions, and trade sectors.

The ACT now has approximately 31,500 active trading businesses, and the private sector now provides around 64% of the territory's jobs. 97% of these businesses employ fewer than 20 staff.

Our membership includes over 600 businesses based in the ACT, and many in the adjoining NSW border communities of Queanbeyan, Yass, Braidwood, and surrounds. Many business operators based in towns across the region use Canberra as a trading hub, and many Canberra based business operators spend some of their time and operate their business from second/holiday homes in the broader capital region.

The longer-term economic prosperity of the region requires infrastructure that allows businesses to trade and to expand across the capital region, and that supports commercial cooperation and joint activity. With regards to the proposed MOCN arrangement, we believe that there are benefits for residents & businesses in the ACT & broader capital region.

In summary these are:

- For ACT based businesses who serve a customer base across the broader Capital region in NSW (eg. Transport, construction, etc.), more choice through increased competition across a larger coverage area
- For Business owners, employees and residents of the ACT are frequent visitors to tourist areas of NSW such as the South Coast & Snowfields, better use of available spectrum under this arrangement should ensure network capacity can be maintained for good mobile data experience in high tourist population areas
- Flexible & remote working in the Capital region can be supported if businesses have access to greater choice & better network capacity. In the short – medium term this may help businesses address the significant skills and labour shortages currently being experienced, and in the longer term help support business growth.
- Access to more consumer technology choice on Telstra's 5G & IoT networks may create and support more opportunities for innovation on automation & smart technology

We support the proposed MOCN agreement between Telstra and TPG Telecom as it will deliver improved choice, better quality of service and enhanced access to technology. All of these will deliver real benefits to the thousands of small, family and micro businesses operating in the ACT and the broader capital region.

Kind regards

**Graham Catt**

Chief Executive Officer

**Canberra Business Chamber**

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*In the spirit of reconciliation, we acknowledge that we are on Ngunnawal land*