

From: Stephen Jeffs [REDACTED]
Sent: Thursday, 16 June 2022 8:26 AM
To: Koh, Soo Sian <soosian.koh@acc.gov.au>
Cc: Martin, Jaime <jaime.martin@acc.gov.au>; Li, Janet <Janet.Li@acc.gov.au>
Subject: Re: Network Communications Pty Ltd: MA1000021 - Telstra TPG Spectrum Transaction - Submission [SEC=OFFICIAL] [ACCC-ACCCANDAER.FID3169713]

To Whom it may Concern:

This November marks the 30th anniversary of our family business, a business started by my parents, which I now have the honour of leading. It also represents the year we quite possibly face one of our most significant threats to the viability of the business we have built over many decades due to the proposed Telstra/TPG Merger.

My name is Stephen Jeffs and I'm the Managing Director of Network Communications Pty Ltd, we are a Master licensee for Optus Communications. We directly employ over 150 team members who work in our head office and our 17 retail stores. In addition to this we sublicense to a further 11 local owner operators who run a combined number of 29 retail stores, totalling 46 stores representing the Optus brand.

These stores are situated throughout QLD, NSW, VIC and SA with the majority serving regional Australia and key regions such as the Hunter Region, Central coast Gold Coast and Sunshine Coast.

Since Optus first arrived on the Australian telecommunications scene the vision was to bring 'Choice' to a market that was ruled by a monopoly. Since then Optus and their partners have been successful in changing the telecommunication landscape by delivering competitive pricing, a world class network and service that far exceeded anything Australians had seen before. The winners through all of this were, and continue to be everyday Aussies. Now more than ever Australians need 'Choice', and it is my deeply held concern that should this merger proceed it will unravel 3 decades of investment, not just by Optus, but by the 1000's of owners and team members I've had the privilege to serve alongside as we committed to the vision of Optus to bring 'Choice' to our nation, particularly those in regional and rural Australia.

So I would earnestly ask that the ACCC reject this TPG/Telstra merger entirely and avoid taking us back to the early 90's, to a time when 'Choice' simply did not exist. Should this merger be approved I fear it would simply move the industry into an anti competitive environment once again, whereby consumers will be the ones to pay the price of such a decision.

Yours Sincerely

Stephen Jeffs

Managing Director

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