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**From:** Alex Papamanuel [REDACTED]  
**Sent:** Friday, 14 October 2022 3:54 PM  
**To:** Merger Authorisations  
**Subject:** Alex Papamanuel: MA1000021 – submission

Hello I wanted to express my thoughts on the proposed sharing agreement between TPG and Telstra.

Our company is an Australian owned and operated manufacturing company.

Our staff are based in Sydney, Melbourne, Brisbane and Adelaide. Since we are all based in larger cities, we have fantastic coverage using the Vodafone (TPG) network, and so we have 60 mobile services for our staff, on the Vodafone network.

Over the past 35 years we've been operating, we have had mobile contracts with Telstra, Optus, and now Vodafone.

Living in big cities, we have no shortage of available providers with good mobile coverage, so this gives us many good options to find the most competitive provider, for our business.

Despite us living in the big cities, many of our staff need to travel to regional areas of Australia for business purposes, particularly as our products are used a lot in the mining industry.

We see two clear advantages for our staff and customers, to this proposed sharing agreement between TPG and Telstra:

1/ Having access to the Telstra 4G and 5G networks whilst we're travelling in regional Australia, would greatly benefit our 60 mobile services. So much of our work now is data dependant, using phones and tablets and laptops to communicate using Outlook, Teams, WhatsApp etc.

TPG does have patchy 4G/5G access in many regional areas, so a sharing agreement to jump onto the Telstra network if required, would be a huge improvement for our business and its connectivity.

2/ During our visits to regional areas, we speak to many customers who live locally. Many of them often have no option other than Telstra mobile, due to poor coverage from other providers.

Telstra is not always the most price competitive provider. So when we compare prices with our customers using Telstra, they are often surprised at the cheaper phone deals we can get using TPG, from being in the cities with more competition.

It seems regional customers are price disadvantaged in this way, and can only use Telstra and its network re-sellers such as Boost.

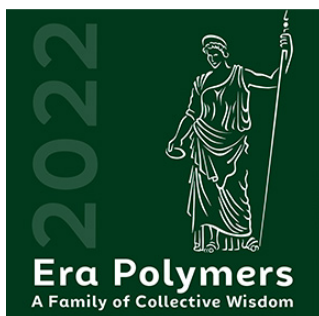
If the sharing agreement was passed, it would open up more competition for regional customers, to consider other providers such as TPG.

Regional customers could find more competitive plans as we can in the city, knowing that if they're with TPG in the bush, their phone will also work on the Telstra network, if it needs to.

The sharing agreement would provide more competition and more coverage, for more Australians.

Thank you for your consideration,

**Alex Papamanuel | Sales Director | [REDACTED] | Mobile: [REDACTED]**



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