

From: Tim Wildash
Sent: Monday, April 15, 2024 9:32 AM
To: Exemptions <exemptions@acc.gov.au>
Subject: ABA application for authorisation [AA1000664]

Dear Interested party,

Thank you for the opportunity to provide information to this application,

We support the application as we appreciate the short term issues confronting the merged identity.

At all times we support a level playing field for all and encourage competition in everything we do, the public benefits from competition. We strongly support Australia aggressively pursuing a healthy competitive environment.

As we clearly articulated (via Allen's Mr Robert Walker) via our original submission the industry needs competition. We appreciate that the ABA needs to settle the industry down as a priority but as soon as that responsibility is achieved we would like to participate in any industry discussions for a healthy go forward, we appreciate the industry needs to re price going forward.

We are concerned that the public and SMEs panic and there is a rush on cash, therefore we appreciate why you need to stabilise the situation immediately, we support the application

Businesses like Next work in harmony with suppliers and do third party due diligence on suppliers at the highest level, if others had undertaken this behaviour we would not be in this position today, when the local CEO of Prosegur called me 6/9 mths prior to the merger and laid out his position, I agreed to a 12.5% increase in 30 mins. We had been waiting for the call for two years. In NZ we work

with Armorguard CEO Shane (USA owned) and we understand his requirements for servicing and pricing, we co operate, it's not hard if you are firm but fair.

With digital and card transaction fees increasing, anti competitive behaviour such as Pemba PE buying BePoz and three other points of sale business (60% of hospitality)and blocking out all competition, forcing merchants to use the expensive Oolio payments product behind the point of sale software also owned by Pemba, the only hope we have is for cash to keep these anti competitive influences reasonably honest, hotels in Vic going from 1.1 % to 1.35 % and 1.65% and the POS providers support passing it directly on to the consumer as do Smart Pay with their Zero cost Eftpos advertisements every day, this is un healthy for Australia (consumer pays) . Cash at no retail surcharge is the best option

Thank you

Tim Wildash

Executive Chairman

Mobile: | Phone: 1300 659 918

Address: 3-4/148 Chesterville Rd. Cheltenham, VIC 3192

nextpayments.com.au

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