

mate.

internet ♥ mobile

# Why MATE & how we win...



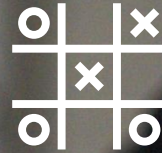
Aussie owned & operated



Customer service focused



Simplicity



Value driven



Our own built systems, network infrastructure and customer features exclusive to MATE.

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# IBO Support

## 4 x MATE support options for IBO's



ACN IBO dedicated support line:  
Open 9am – 7pm, Monday to Friday  
Call us on [1300 952 675](tel:1300952675)



ACN IBO dedicated email inbox:  
[ACNsupport@letsbemates.com.au](mailto:ACNsupport@letsbemates.com.au)



ACN dedicated support website:  
[mateACN.com.au](http://mateACN.com.au)



ACN dedicated online live chat:  
Available at [mateACN.com.au](http://mateACN.com.au)

Scan to add me to  
your contacts



# Our current **market leading** nbn offer...

Save **\$180\*** on selected internet plans!

Use promo code **MATE30**

\* \$180 saving based on a connected internet service over a period of six months (\$30 discount per month). T&Cs apply



\* Excludes Ripper 50/20

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# Let's talk about internet...

Update on nbn plans on our own **internet network**:

Price with MATE30 + Bundle	Price with RIPPER20 + Bundle	Price with MATE30 + Bundle		
<b>Crikey</b> nbn 25/5 <b>\$30 per month</b> unlimited data	<b>Ripper</b> nbn 50/20 <b>\$50 per month</b> unlimited data	<b>No Worries</b> nbn 100/20 <b>\$50 per month</b> unlimited data	<b>You Beaut</b> nbn 100/40 <b>\$60 per month</b> unlimited data	<b>Fair Dinkum</b> nbn 250/25 <b>\$75 per month</b> unlimited data

**Bring your own (BYO) modem**

**No contracts on any services**

**Bundle nbn with a mobile to save \$10 a month (\$120 saving over 12 months)**

**MATE30 promotion (\$30 off for 6 months for all new services) – excludes Ripper 50/20**

**RIPPER20 promotion (\$20 off for 6 months for all new services) – ONLY the Ripper 50/20**

**Different addresses have different technology with certain capabilities.**

**Check with your MATE Conxxion's team if you have any questions.**

# Australian internet provider landscape...

- dodo
- iPrimus
- TANGERINE
- more
- origin
- kogan internet
- BELONG
- Moose nbn
- pennytel

- VOCUS
- OPTUS
- Telstra
- tpg TELECOM
- Aussie Broadband




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**MATE makes the internet we sell.**

# MATE nbn plans compared (standard pricing)

Pricing as of 13<sup>th</sup>  
November 2024

Provider	nbn 25/5	nbn 50/20	nbn 100/20	nbn 100/40	nbn 250/25
	\$89	\$105	\$110	N/A	\$130
<b>OPTUS</b>	\$75	\$89	\$99	N/A	\$119
	\$74.99	\$79.99	\$89.99	N/A	\$94.99
	\$79	\$89	\$95	N/A	\$119
<b>mate.</b>	<b>\$70</b>	<b>\$80</b>	<b>\$90</b>	<b>\$100</b>	<b>\$115</b>
MATE30 promo price for 6 months	<b>\$40</b>	<b>RIPPER20</b> <b>\$60</b>	<b>\$60</b>	<b>\$70</b>	<b>\$85</b>
<b>MATE30 + bundled discount</b>	<b>\$30</b>	<b>RIPPER20</b> <b>\$50</b>	<b>\$50</b>	<b>\$60</b>	<b>\$75</b>

# Let's talk about mobile...



	5G (capped at 100mbps)	DOUBLE DATA 5G (capped at 100mbps)	DOUBLE DATA 5G (capped at 100mbps)	DOUBLE DATA 5G (capped at 100mbps)	DOUBLE DATA 5G (capped at 250mbps)
<b>Good Mates</b> \$25 per month <b>15GB</b> data 500GB data bank	<b>Top Mates</b> \$30 per month 30GB data 500GB data bank	<b>Great Mates</b> \$35 per month <b>32GB</b> data 500GB data bank	<b>Best Mates</b> \$40 per month <b>50GB</b> data 500GB data bank	<b>Elite Mates</b> \$45 per month <b>100GB</b> data <b>1000GB data bank</b>	<b>Soul Mates</b> \$55 per month <b>150GB</b> data <b>1000GB data bank</b>

**eSIM + Physical SIM available to connect**

**2 x points on the Elite Mates exclusive**

**DOUBLE DATA on selected plans**

**International talk & text to 15 selected countries**



**Get your SIM cards from [mateacn.com.au](http://mateacn.com.au) or choose an eSIM to start earning sooner.**



# MATE mobile plans compared (standard pricing)

Pricing as of 13<sup>th</sup> November 2024



Provider	15GB	30GB	35GB	50GB	65GB	100GB	150GB
	N/A	N/A	N/A	\$65	N/A	N/A	N/A
	N/A	N/A	N/A	\$52	N/A	N/A	N/A
	N/A	N/A	N/A	\$49	N/A	N/A	N/A
	N/A	N/A	N/A	\$35	NA	\$45	N/A
	\$25	\$30	\$30	\$40	\$45	\$45	\$55

# Current mobile exclusive



**ACN exclusive**  
mobile with **mate.**

**Elite Mates mobile plan**

- 100GB data
- \$45 per month
- 1000GB data bank
- 5G capped at 100Mbps



**\$45**  
a month



**100GB**  
Per Month



**1000GB**  
Data Bank

## Details of the offer:

1. This plan is exclusive to IBO's, \$45 per month for 100GB
2. Unlimited talk & text
3. 5G capped at 100Mbps
4. Unlimited international calls & SMS to 15 selected countries
5. Worth 2 x POINTS!

# NEW mobile exclusive



**ACN exclusive**  
**Top mates**  
**\$30 for 30GB**

\*Terms and Conditions apply.

Data Banking - 500GB  
Unlimited talk and text\*  
Unlimited international calls and SMS\*  
eSIM available  
Voice over LTE  
5G enabled\*



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**\$30**  
a month



**30GB**  
Per Month



**500GB**  
Data Bank

## Details of the offer:

1. This plan is exclusive to IBO's, \$30 per month for 30GB
2. Unlimited talk & text
3. 5G capped at 100Mbps
4. Unlimited international calls & SMS to 15 selected countries

# Auto-configuration now ready, we call this **MATE connect**

## How MATE Connect works

Internet access made easy



Sign-up to a MATE internet plan



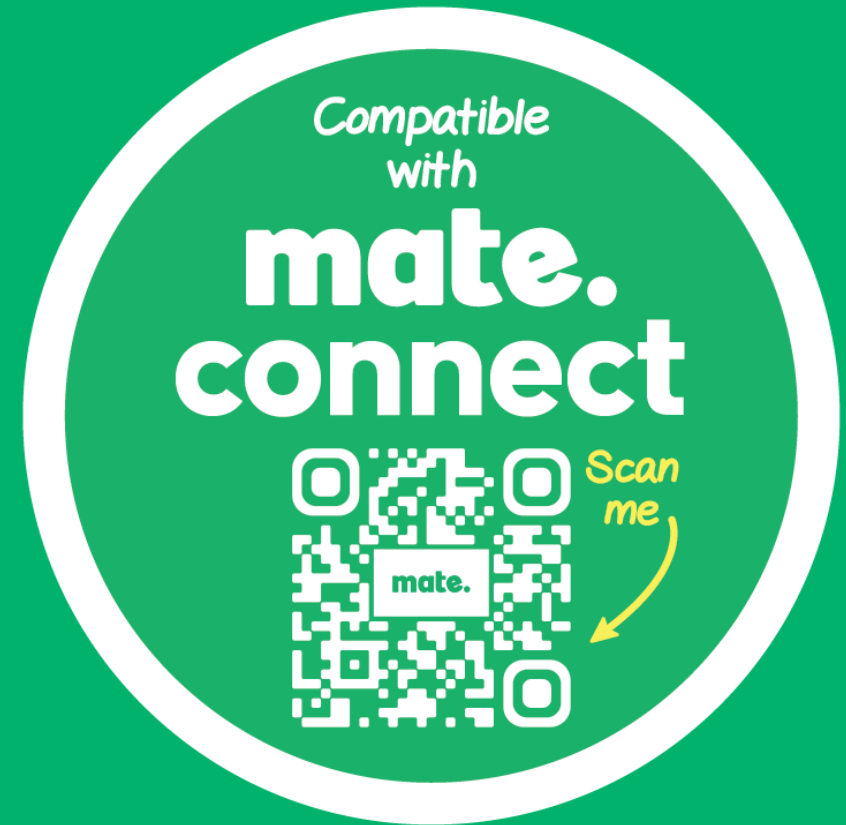
Connect your modem/router



No configuration required



Start surfing quicker than ever





# Strive for 5

A promotional graphic for the 'Strive for 5' offer. It features a white envelope-like shape with a green top flap. The text 'STRIVE FOR' is written in white on the flap, with '\*T&Cs apply' below it. The main text 'mate. STRIVE FOR 5' is centered, with 'mate.' in green, 'STRIVE FOR' in blue, and '5' in green. At the bottom, a white box contains the text: 'Successfully refer 5 MATE services in a calendar month and receive a \$50 credit on your own MATE Mobile or NBN account the following month\*'.

STRIVE FOR  
\*T&Cs apply

**mate.**  
**STRIVE FOR**  
**5**

Successfully refer **5 MATE services** in a calendar month and receive a **\$50 credit on your own MATE Mobile or NBN account** the following month\*

Sign up and Activate 5 MATE services in a calendar month and receive a \$50 credit on your own MATE Mobile or NBN account the following month!

# After you sell, we keep selling for you!



**Every additional service that is added to a customer's account which was originally signed up by an IBO, you keep earning!**  
(even if you didn't sell them the service).

## The Journey

- Partnered Up with ACN in 2020
- In FEB21 we implemented 'on the spot' activation with ACN to give IBO's points quicker than ever!
- FEB21 - Launched our first ACN Exclusive plan - \$40 for 50GB
- JUN21 - Ran our first national training sessions with cinema training in Sydney, Melbourne & Brisbane
- OCT21 We opened dedicated ACN dealer support to assist IBO's with selling services.
- AUG24 We launched MATE Connect assisting IBO's in activating NBN services.
- SEPT24 We launched our first BONUS POINT Campaign

## The Numbers

- Over 8000+ Points given to IBO's who have sold NBN services in 2024!!
- Over 8000+ Points given to IBO's who have sold mobile services in 2024!!
- OCT24 + SEP24 Recorded biggest back-to-back months in over a year and a half (Remember the \$1 Promo?)
- Over 45000+ Services since our relationship started in AUG2020

Our **biggest** announcement yet...

