
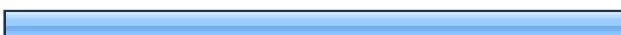






1. Are you happy with the commission you earn from phone recharge?

| | | Response Percent | Response Count |
|-------------------|--|---------------------|-------------------|
| Yes |  | 0.0% | 0 |
| No |  | 100.0% | 137 |
| answered question | | | 137 |
| skipped question | | | 1 |


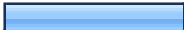

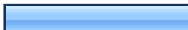

2. Do you think the major telcos - Optus, Telstra, Vodafone - treat newsagents fairly?

| | | Response Percent | Response Count |
|-------------------|--|---------------------|-------------------|
| Yes |  | 0.7% | 1 |
| No |  | 99.3% | 136 |
| answered question | | | 137 |
| skipped question | | | 1 |

3. What are your plans for selling mobile phone recharge in your business?

| | | Response Percent | Response Count |
|------------------------|---|---------------------|-------------------|
| To continue selling |  | 68.9% | 84 |
| To stop selling |  | 31.1% | 38 |
| Other (please specify) | | | 34 |
| answered question | | | 122 |
| skipped question | | | 16 |

4. If your plan is to stop selling, where does commission need to be for you to continue selling mobile phone recharge?

| | | Response Percent | Response Count |
|------------------|---|--------------------------|-------------------|
| Minimum 8% |  | 18.2% | 16 |
| 9% - 10% |  | 28.4% | 25 |
| 11% - 14% |  | 19.3% | 17 |
| 15% - 19% |  | 29.5% | 26 |
| 20% |  | 4.5% | 4 |
| | | answered question | 88 |
| | | skipped question | 50 |