

Letter to Newsagents increasing the XchangeIT subscription fees

Dear Newsagent,

It is with some reluctance that XchangeIT has to increase the annual subscription fee, for only the second time in about 12 years. We have again kept the increase to a nominal amount (see below), and believe the continued improvements for newsagents, POS Suppliers, and distributors have been to everyone's benefit. Newsagents receive their files close to 98% of the time, can track their Returns claims accurately, receive early warning communications, and even have non-XchangeIT issues resolved by us. And, we have not passed on any credit card or BPAY fees to newsagents.

For those newsagents on the Base rate, the fee will increase by 4% per annum (\$34 EX-GST).

For those newsagents on the Discount rate, the fee will increase by 3% per annum (\$12 EX-GST).

Fortunately, most newsagents are on the discounted rate because you are supplying good data, and that is one reason why we restricted the increase to \$1 per month.

When will the increase apply? The Effective Date is January 1st 2014.

All invoices where the membership term begins on or after January 1st 2014 will have the increase applied to their subscription fee. For example, a Discount rate renewal invoice will be as follows:

Item	Net Amount	GST	Total
Regular Membership 01/01/14 to 06/07/14	\$206.00	\$20.60	\$226.60

If you have any questions, please call us on 1 300 551 212.

Regards,
The XchangeIT team.