

The pricing matrix will drive the intended business strategy and will be tracked via Fleats

	Pricing Strategy	Conditions	Commission Split	Service Fees
1	Reward high volume writers and converters ("Super Brokers")	Converting 75%+/ Volume \$10m / per Quarter Super Broker: > 3+ sub aggregating brokers within first 6 months from joining super Broker tier.	\$499 flat fee / per month	<ul style="list-style-type: none"> • =< 3 Sub Brokers = \$499 1st month thereafter \$200 per month / per additional Sub Agg broker • > 3 Sub Brokers = \$499 1st month thereafter \$95 per month / per broker retrospective. • Introducing Referrer fee: \$295/ first month, thereafter \$95/per month
2	Rewards high quality individual loan writers	Converting 75% + Volume \$5 m / per Quarter OR Converting >70% - < 75% + Volume \$8 m / per Quarter	95/5	
3	Fair return for performance	Converting 70% + Volume \$4m / per quarter	90/10	
4	For start-up brokers and those who fail to meet criteria in 1-3	=> 65% conversion If outside above performance (floor conversion metric will be managed to hold model strategy)	85/15	<ul style="list-style-type: none"> • Includes business consulting help from FFF strategy team

Key points

- Pricing will ONLY fall in this matrix. (no side deals)
- Conversion will be tracked by Fleats and will be compulsory for conversion metric calculation
- Conversion will be aligned to the QUARTERLY conversion calculation by key banks
- Pricing strategy is innovation for market without being market breaking
- Software system (FleaTs) \$60 +GST / per month