

## Conxxion in partnership with NMI

Conxxion is partnered with NMI to provide payment processing (the ability to accept electronic payments) to the Australian small business market.

This partnership provides huge benefits to customers who can take advantage of the combined buying power of the Conxxion and NMI relationship. This means better negotiating power.

IBOs benefit with a simple referral process and the opportunity to earn revenue for the life of the customer.

**Training:** A range of Payment Processing modules and resources can be found on Pacific Compass:

[www.acnpacific.com/ibo](https://www.acnpacific.com/ibo)

## The role of Tyro with NMI

Tyro is NMI's technology partner and provider of payment terminals. They help businesses by simplifying their payments with smart technology.

## The Payment Processing Opportunity

Electronic payments for Australians have rapidly evolved over the years. There are over 2.3 million merchants in Australia. Australians have increasingly adopted electronic payments moving away from cheques and cash with close to 13% growth in the last year.

## Why sell Payment Processing?

NMI's Payment Processing service is one of the simplest products for Australian IBOs to sell and NMI has the potential to be the highest earning sale an IBO can make. Here are some of the reasons why you should be selling NMI:

**Simply submit a referral form along with a customer's recent merchant services statement and an experienced NMI Sales Executive will do the selling for you!**

**There are up to 3 customer points available and if your customer has multiple businesses or stores you may even be eligible for up to 3 points per location or business. For example, one simple referral could earn you 15 customer points.**

**NMI also offers lifetime residuals – as long as the customer stays, you'll continue to be recognised and remunerated for their loyalty.**

The payments processing industry in Australia often sees very low churn or change of providers. This means you should have strong customer retention and little need to upgrade them to retain them as customers.

NMI billing volume is also some of the highest offered by Conxxion Pacific and this is vitally important to increase your earnings once you start to hit leadership positions within the Conxxion business.

NMI has strong credibility having won many global awards over the last 5 years including 2017 ISO of the Year from the Electronic Transactions Association (ETA) under the previous Anovia brand name.

There is no residual cap for NMI so if your customer's business sees amazing growth in transactions, you could see your earnings skyrocket too.

## NMI Solutions and Services

Solutions and services provided by NMI are:

Storefront terminals (supplied by First Data)

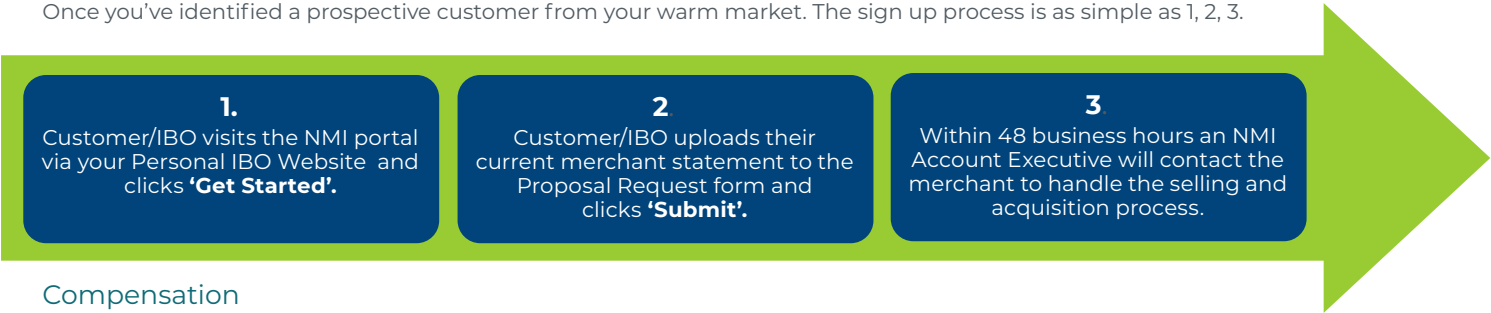
E-commerce for online retailers

Telephone orders

Mobile solutions for businesses on the go

Sign up process

Once you've identified a prospective customer from your warm market. The sign up process is as simple as 1, 2, 3.



Compensation

IBOs will be compensated when the Merchant's account is active. The account is active when the Merchant lead has been approved and the Merchant starts transacting.

NMI Payment Processing	Customer Points	Commission Earning Rate
NMI Merchant processing ≥ \$10,000	3	70% (Paid on NMI revenue)
NMI Merchant processing <\$10,000 per month OR 'New Merchants'	1	70% (Paid on NMI revenue)

Customer point(s) acquired for each successful service activation are static allocations based on point in time payment processing volume (\$) as evidenced by the Merchant's provided statement/s, or lack thereof, during sign up. Volume (\$) fluctuations in the Merchant's monthly processed revenue will not alter original customer point(s) allocation, but will however be reflected in IBO residual commissions.

How is commission calculated and awarded to IBOs?

NMI Payment Processing services provide a unique monthly commission based on: the type of transaction (e.g. Credit, Debit, MasterCard, Visa), the average value of transactions processed (e.g. \$25), and the total volume of transactions processed by a Merchant in any given month (e.g. 2000 transactions).

An IBO's residual commission is calculated from the Revenue earned by NMI in a given month.

NMI's revenue is calculated from the the 'Merchant Fee' line item charged on a customer's monthly statement, minus any fees and charges levied by interchange and processing providers such as MasterCard, Visa, and other partners and processors. IBOs will continue to earn an ongoing residual commission for payment processing customers as long as they retain their NMI Payments service.

It is important to note that IBO Residual commissions for payment processing work differently to most other Connexion products and services available to IBOs where a flat consistent monthly residual commission is earned. This allows Connexion to provide IBOs with increased monthly commission payments for merchants that may experience seasonal increases in transaction volumes. However, in some cases, it is possible that the fees incurred by NMI from providers such as MasterCard, Visa, and other interchange partners and processors, exceed the total revenue earned by NMI from a customer in a given month. In this case no commission will be awarded to the IBO for that given month.

It's important to remember that the Payment Processing customer commission is paid 3 months in arrears. For example, so the commission an IBO receives in January, does not relate to transactions processed in January, but rather transactions processed in October of the previous year.

