



26 May 2026

[REDACTED]  
Commerce Commission  
Level 12  
55 Shortland Street  
Auckland  
New Zealand

Dear [REDACTED],

I write on behalf of Spark New Zealand Trading Limited ("**Spark**") in response to the application by HP New Zealand ("**HPNZ**") seeking authorisation under the Commerce Act 1986 to engage in resale price maintenance ("**RPM**") in relation to its HP online stores and prospective HP online marketplace stores for a period of up to ten years.

We understand the Commission previously granted HPNZ authorisation for the same conduct in August 2021 for a period of five years, and that the current authorisation is due to expire on 31 August 2026. We further understand that HPNZ is now seeking an extension of that authorisation on substantially the same terms.

#### **Spark supports HPNZ's application.**

As one of New Zealand's largest resellers of HP products to business and enterprise customers, Spark has had the benefit of operating alongside HPNZ's authorised RPM arrangements since they came into effect in 2021. Based on our experience over that period, we do not consider that the continuation of these arrangements will have any material adverse impact on Spark's resale business or on the competitiveness of the markets in which we participate. In particular:

1. The arrangements have not impeded Spark's ability to offer HP products to our customers on competitive terms, nor have they diminished the value we are able to provide to those customers.
2. The presence of minimum advertised pricing on HPNZ's direct online channels has, in our experience, supported a more consistent and predictable marketplace, which has been constructive for resellers who invest in pre-sales engagement, solution design, and post-sales service.
3. We have not identified any conduct under the existing authorisation that has produced anti-competitive effects in the channels in which Spark operates.

For these reasons, Spark is comfortable that an extension of the authorisation — including its proposed application to HPNZ's prospective online marketplace stores — would not give rise to detriment to Spark's business or, to the best of our knowledge, to the broader reseller channel in New Zealand.

We are happy to provide further information or to respond to any questions the Commission may have in considering this application. I can be contacted at [REDACTED]@spark.co.nz

Yours sincerely,

[REDACTED]

National Partner & Business Development Lead