

## **REACH GRANTED SINGAPORE CARRIER LICENCE**

### **FACILITIES BASED OPERATOR LICENCE ALLOWS REACH TO HOST INTERNATIONAL FACILITIES.**

**Singapore, July 9, 2001** - The Singapore Government, through its Telecommunications authority, Infocomm Development Authority of Singapore (IDA), has awarded a facilities-based operator licence (FBO) to Reach.

The licence is effective from June 28.

Reach - a 50/50 joint venture between Hong Kong based-PCCW and Australia's Telstra - is one of Asia's leading providers of international wholesale voice and data/Internet services.

The FBO licence enables Reach to connect to its own cable capacity in Singapore (SMW3, APCN2), and to provide high quality wholesale bandwidth and data services to a wide range of carriers, service providers and ISPs.

The new licence will also enable Reach to develop its Singapore operation as a regional gateway Point of Presence in Southeast Asia by offering cost effective direct bandwidth connectivity to neighbouring countries including Malaysia, Indonesia and Thailand.

Managing Director of Reach Singapore, Mr David Phua, says the newly liberalised markets in Asia, including Singapore, are of prime importance to Reach as the company expands its customer base across the region.

"We have a vision in Reach to enhance the competitiveness of Singapore and help make it a strategic communication hub for Southeast Asia," he said.

"The new licence will lower infrastructure costs, give us better network control, and allow us to deliver an enhanced product portfolio to our customers.

"Although the FBO licence allows the holder to undertake a range of activities, our interests are largely international in nature. Our business focus is wholesale, and our target customers are primarily carriers and service providers," he said.

The Products and Services offered by Reach Singapore include managed end-to-end International Private Leased Circuit (IPLC), Asynchronous Transfer Mode (ATM), Frame Relay (FR), IP-VPN (IP Virtual Private Network), Internet Gateway Services, and Voice Communications.

These services are provided on sophisticated quality network platforms with built-in network resilience to ensure high service availability.

## **ABOUT REACH**

Reach is a Hong Kong-based 50/50 joint venture between Telstra and PCCW and is part of a focused strategy to create one of the world's top tier connectivity providers. Reach will tap into a strong worldwide demand for connectivity and take advantage of explosive growth in data and Internet use throughout Asia. The aim is to quickly build on its position as a leading provider of voice and data/Internet connectivity services in Asia. In addition to established carriers seeking pan-Asia and global connectivity, Reach's primary customers are new market entrants who do not possess adequate resources to achieve their required connectivity. Reach's extensive product portfolio includes an innovative mix of traditional and new generation connectivity services, including voice, data/Internet and broadcast. Reach plans to be one of the top global connectivity providers by 2005 and the ability to leverage a strong position in Asia will be crucial to achieving this goal. Combining Telstra Global Wholesale and PCCW-HKTI's international infrastructure assets, as well as the intellectual competency of more than 1,000 employees worldwide, has already resulted in growing industry recognition of a formidable alliance that is destined to be among the top tier companies in world network data/Internet capability. Reach is a new, independent, company with its own brand personality, which offers unique services in the wholesale environment. The Company is headquartered in Hong Kong with a significant presence in Australia. It has an extensive and growing network of Points of Presence across Asia (including Australia), North America and Europe.

**Our Vision:** To be one of the top global connectivity providers, leveraging a strong Asia-Pacific presence.

### For further information

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