



2 November 2006

MEDIA RELEASE

### **AAPT SIGNS WHOLESALE ACCESS AGREEMENT WITH POWERTEL**

Following hot on the heels of the launch of PowerTel's ADSL2+ service last week, the national telecommunications provider has strengthened its position in the Australian marketplace by signing an agreement with AAPT for access services to residential and business customers.

In a move that many see as the beginning of rationalisation in the Australian telecommunications industry, the deal has opened the door on continuing discussions about further expansion and rationalisation between the two companies.

PowerTel Managing Director Paul Broad said AAPT had agreed to purchase a number of products from PowerTel, including its ADSL2+ service.

"The agreement with AAPT further strengthens PowerTel's position in the Australian market as a key competitor in the wholesale telecommunications space," he said.

"We have the second largest DSL broadband access network in the country and we clearly focus on the development and growth of wholesale customers through distribution partnerships and strategic alliances.

"PowerTel's pricing is very competitive, our services are robust and reliable, we are flexible and we have the ability to respond to our customers' needs quickly and efficiently.

"The alliance with AAPT confirms another step up for PowerTel as a preferred supplier of wholesale telecommunications services in Australia," he said.

The past six months has changed the shape of PowerTel's business with the announcement of the strategic alliance with iiNet, the posting of the company's first-ever profit and the launch and provision of ADSL2+ services to the Australian marketplace.

The access service agreement with AAPT further adds to PowerTel's increasingly strong presence as a key player in the provision of wholesale services.

---

#### **FURTHER INFORMATION:**

Louise Di Francesco  
VERVE  
(02) 8234 4300 or (0418) 617 869