



Westnet expands through Australia via Telstra deal

Monday 18 August 2003

Top West Australian Internet Service Provider expands throughout Australia via a deal with Telstra Wholesale

Leading Internet Service Provider Westnet will for the first time offer services to customers outside its home state of Western Australia following a major deal with Telstra Wholesale.

Westnet and Telstra Wholesale today announced a deal for the increased supply of DSL Layer 2 Internet Grade and MegapPoP that will significantly expand Westnet's DSL offerings to home and business customers throughout mainland Australia from the end of August.

Westnet's Managing Director, Mr Peter Brown, said today: "We are very excited about this deal with Telstra Wholesale and now feel comfortable extending our DSL coverage and dialup solutions to home, small to medium enterprises and corporates in the Northern Territory, South Australia, Victoria, Queensland and New South Wales.

"We are now amongst the top 20 largest internet service providers in Australia. Prior to this deal we were providing competitively priced Internet services in both metro and regional Western Australia only. "

"This boost to our service capability enables us to take full advantage of broadband market growth around Australia, offering competitive prices and excellent service to both our direct customers and re-sellers nationwide", he said.

Managing Director, Telstra Wholesale, Ms Deena Shiff, said: "Westnet's expansion of services will help drive further broadband growth in the highly competitive broadband market. We have seen competition drive dramatic growth in the past year, with Telstra Wholesale connections increasing by more than 400 per cent in just one year. There is enormous potential in this market.

"Telstra Wholesale is seeing exceptional DSL take up, as our customers connect several thousand people every week.

"We are pleased that Westnet has chosen Telstra Wholesale over other DSL wholesalers to help them grow their business." said Ms Shiff.

Westnet will launch its DSL service offerings in New South Wales, Queensland, Victoria, Northern Territory and South Australia by the end of August 2003.

Contact

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About Westnet

Westnet was established in Western Australia in 1994. This year, Westnet was ranked as the top Internet Service Provider in WA by WA Business News. Westnet's market strength is underpinned by the company's dedication to customer service backed by a highly experienced technical team available seven days a week to support homes and businesses. Visit www.Westnet.com.au

About Telstra Wholesale

Westnet Internet Services

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Telstra Wholesale, a division of Telstra Corporation, is Australia's leading full service wholesaler of innovative telecommunications solutions and network capacity. Telstra Wholesale products and solutions are backed up by the coverage, reliability and flexibility of Telstra's national telecommunications network infrastructure—well known in Australia for its coverage, interoperability and reliability. Interoperability is a key feature of Telstra's network platforms making it easier to develop fully integrated communications solutions. International carriage requirements—data, Internet, voice and satellite capabilities—are also available through Telstra Wholesale's distribution arrangement with the international carrier, Reach. With the re-integration of NDC (Telstra's network design and construction group), Telstra Wholesale is able to offer its customers a real choice of build or buy network solutions to suit both short and longer-term business need.

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