



Eftel and NBN Co. Sign Agreement

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Eftel to wholesale NBN services Signs large consumer provider Dodo Australia as customer

Eftel Ltd (ASX: EFT) today announced it has signed a deal with NBN Co. as part of the current NBN mainland trials. This is the first step towards Eftel's plans to be a leading player in the wholesale aggregation of national broadband services.

As part of this arrangement, Eftel has secured a deal with Australia's largest private telecommunications company Dodo Australia, for Dodo to purchase services as part of the trial through Eftel.

CEO Scott Stavretis said today "This deal with NBN Co. not only allows us to provide NBN services to our customers via both the Eftel corporate brand and our ClubTelco retail consumer brand, it also allows us to provide these services to our wholesale clients."

"Dodo Australia has come on-board with the trial as our first wholesale client. With Dodo's significant consumer customer base of approximately 300,000 services, combined with Eftel and Eftel's wholly owned brand ClubTelco with over 120,000 services, this gives us significant scale in providing NBN services."

"This scale will allow us to ensure we can provide a competitive price to our consumers and our wholesale customer base. In an NBN world where there are 121 points of interconnect, scale is certainly an important factor and we are pleased we have now entered arrangements that give us this scale and hence allows us to really compete on both a service and price level," he said.

Ben Salmon NBN Co. Sales Director said, "We are pleased to welcome another customer to our network to participate in the mainland trials. The trials are an important part of our preparations ahead of the delivery of commercial services later in the year, when an array of competitive plans from services providers will be important for consumers."

Dodo's CEO Larry Kestelman stated, "We are pleased to be on-board with the NBN trials through Eftel and will soon be releasing our go to market strategy. I'm sure we will shake up the market with our NBN plans, by continuing to provide the lowest prices possible to consumers right around the country. It will be great for Australians to now not only just have access to the NBN as it rolls out, but to now have NBN fibre services at extremely competitive prices."

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Mr Stavretis said, "We are now starting the integration with NBN and look forward to announcing our NBN fibre product set in the near future."

Enquiries

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About Eftel Ltd

Eftel Ltd is a multiple award winning Internet and telecommunications provider, with offices in Perth, Gold Coast, Melbourne, Kuala Lumpur and Manila. The company operates wholesale, retail and corporate divisions.

The corporate division offers tailored solutions to business and government clients throughout Australia. It is a preferred supplier to the Victorian Government.

The wholesale division services a quarter of Australia's ISPs with a complete range of services.

The retail division is a Top 10 Internet Service Provider offering a full suite of consumer Internet products. Its flagship brand ClubTelco offers extensive member benefits such as dedicated account managers for a single point-of-contact relationship, no long term contracts or set-up charges and a personal assistant messaging service, together with thousands of rewards across everyday products and services throughout Australia.