

11 April 2016

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ELECTRONIC LODGEMENT

Dear Sir or Madam

Telstra and nbn announce HFC delivery agreement

In accordance with the Listing Rules, I attach a copy of a market release, for release to the market.

Yours faithfully



Damien Coleman
Company Secretary

Telstra and nbn announce HFC delivery agreement

11 April 2016 – Telstra has today signed a new contract with **nbn** worth approximately \$1.6 billion to provide Planning, Design, Construction and Construction Management services within the existing Telstra Hybrid Fibre-Coaxial (HFC) footprint.

The works are expected to continue until the end of the **nbn** build, slated to be completed by 2020, and include geographic areas within the Telstra HFC network footprint in Sydney, Melbourne, Brisbane, Gold Coast, Perth and Adelaide.

All design, program management, construction management and scheduling activities will be undertaken by Telstra. Construction is split into two areas – field construction activities will largely be performed by **nbn's** MIMA partners, while in-exchange construction activities and limited upstream in-field activities will be undertaken by Telstra.

The Multi Technology Mix (MTM) network architecture will be deployed to deliver **nbn™** broadband capability in the areas covered by the existing Telstra HFC footprint, expected to mainly involve the HFC access technology.

Under a Memorandum of Understanding (MoU) and Letter of Intent (LoI) signed by the parties late last year, Telstra has undertaken some early works to support the build of the **nbn™** network in the existing HFC footprint. This has included preparing **nbn** exchange locations and HFC planning and design work.

Telstra CEO Andrew Penn said he was pleased to have come to such an important agreement with **nbn**.

"We have a very strong relationship with **nbn** and I am pleased that we have reached an agreement and can support **nbn** in building out the **nbn™** network in the existing Telstra HFC footprint," said Mr Penn.

"Telstra has a long and proud history in network construction and we believe we will bring great expertise to this important part of the **nbn™** network. We are already mobilising our workforce to ensure we support **nbn** in their roll out schedule.

"We look forward to working with **nbn** on this significant program of work, helping to bring the **nbn™** network to millions of homes and businesses."

Late last year Telstra was awarded two new contracts as one of the network service and assurance providers to **nbn** and this work has already commenced. Telstra was also engaged to work with **nbn** on the successful 1000-node trial including Fibre To The Node (FTTN) design and construction as well as further design work under a Planning and Design Services Agreement.

ENDS

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