



Thursday, 15 July 2010

The Manager  
Company Announcements  
Australian Stock Exchange Limited  
20 Bridge Street  
SYDNEY NSW 2000

Dear Sir / Madam

**ETSA UTILITIES WINS NBN CONSTRUCTION CONTRACT**

Please find attached the statements issued by NBNC Co Limited and ETSA Utilities announcing that ETSA Utilities has been awarded the contract to build the passive optical fibre network at Willunga, one of the five sites selected for the initial roll-out of the national broadband network.

Yours faithfully,

A handwritten signature in blue ink, appearing to read "Alexandra Finley".

**Alexandra Finley**  
**Company Secretary**



Immediate release | Thursday 14 July 2010

## ETSA Utilities wins Willunga NBN construction contract

ETSA Utilities has welcomed news that it has been appointed to manage construction of NBN Co Limited's 'first-release site' at Willunga.

NBN Co is rolling out a high-speed broadband fibre-to-the-premise (FTTP) network to five first release sites on mainland Australia as part of live trials of design and construction methods for a national broadband roll out.

"We are thrilled to be involved in the first stage of this national project," said ETSA Utilities CEO Rob Stobbe. "Willunga is a unique town and it can take some pride in being selected as a first-release site."

Apart from its role as South Australia's electricity distributor, ETSA Utilities has a long-established role in the competitive infrastructure market and telecommunications.

Major private sector projects (as project manager/constructor) include electrification of the Prominent Hill mine in South Australia's far north. ETSA Utilities also provides telecommunications services to a number of external clients and manages its own telecommunications network encompassing more than 1,000 kilometres of optical fibre used to monitor and manage the distribution network.

"The NBN Co decision reflects our experience and success in the competitive infrastructure market," said Mr Stobbe.

"We believe there are significant benefits for South Australia in ETSA Utilities being involved in this first-release site project.

"It gives us the opportunity to prove our capability as we bid for the larger project to roll out the broadband network across the State.

"We have extensive experience in building and maintaining major infrastructure in this State and demonstrated success in delivering large-scale projects and a long-established record in working with stakeholders.

"We will ensure we keep the local community well informed through the construction process."

Mr Stobbe said ETSA Utilities believed a faster broadband network would deliver benefits for business, residents, schools and students in the town.

**Media contact: Paul Roberts 08 8404 5500 or 0400 026 028 (direct mobile)**

### About ETSA Utilities

ETSA Utilities is South Australia's electricity distributor, delivering electricity to more than 800,000 customers. We are one of South Australia's largest organisations, employing about 1800 people throughout metropolitan and regional SA. ETSA Utilities is 51 percent owned by Cheung Kong Infrastructure Holdings Limited and Hongkong Electric Holdings, which form part of the Cheung Kong Group of companies. The remaining 49 percent is owned by ASX-listed Spunk Infrastructure

## Media Release

### ETSA Utilities wins Willunga NBN construction contract

**14 July 2010**

NBN Co Limited, the company responsible for the delivery and operation of the national broadband network, today announced ETSA Utilities will construct the passive optical fibre network in Willunga.

Willunga is among five sites around Australia selected for the initial rollout of the national broadband network.

ETSA Utilities, the South Australian power distribution network operator, is one of three organisations awarded construction contracts for the first release sites. The others are Silcar Pty Ltd, Armidale NSW; and Transfield Services, Minnamurra/Kiama Downs, NSW.

In the fourth site, Ergon Energy will construct the passive optical fibre network in Townsville. In the case of Brunswick, NBN is in discussions with Telstra regarding the potential design and construction solutions that may be possible making use of the Telstra infrastructure.

NBN Co Chief Executive Officer, Mike Quigley said: "We will be offering free fibre-to-the-premises connections to home and business owners in the first release sites during the rollout."

"Premises will then be NBN ready when retail service providers start to use our network to offer high-speed broadband services."

The first release sites were announced in March and selected to allow NBN Co to test the rollout in areas of different terrain, housing type and density, demographics, climate, existing infrastructure and other local factors.

The selection of a mix of contractors and power utilities will further allow NBN Co to evaluate the suitability of different contractor and construction models.

The selection of the construction contractors followed the detailed design phase at each site – allowing NBN Co to source an aerial and an underground solution for each one.

The construction of the passive optical network is the first of three phases of work outlined by NBN Co when it announced the first release sites. Construction is planned to start in the second half of the calendar year.

The second stage will see NBN Co deploy some of the active network equipment in the Fibre Access Nodes. This is the equipment that allows NBN Co to "light up" the fibre in readiness for service delivery.

Stage three will involve work with retail service providers, giving them access to the network and, via the network, to end-users so RSPs can test their retail services.

NBN Co has already started the process of community consultation regarding its plans, with information sessions conducted in Willunga last month. Further information and opportunities for discussion will be provided prior to the commencement of construction.

Further information, including site maps, is available at [www.nbnco.com.au](http://www.nbnco.com.au)

**Media inquiries:** Jane Sullivan  
0457509 118