



**OPENING ADDRESS AT GTM, WASHINGTON DC
REACH DIRECTOR, DATA SALES
GLENN OSBORNE**

On behalf of Reach it gives me great pleasure to welcome you the GTM reception and to be a major sponsor of such a wonderful global event.

Many of you will know already that Reach is the name of our joint venture between Telstra and PCCW-HKT International, and I'll elaborate on that in a moment.

But I'd first of all like to recall the long and proud association between our parent companies and Intelsat. And also with the many members of Intelsat whom we've come to know so well over the years.

I'm not old enough to remember the early days of the association between our organisations, of course; but I have it on good authority that it stretches back, in at least Telstra's case, to the early 1960s - when Australia's then international carrier, OTC, became a foundation member of Intelsat.

In the years of my own involvement at GTM, I've always enjoyed a strong relationship with Intelsat, its carrier members and many of the associated telecommunications companies whose representatives attend and support this event.

We are a proud sponsor of GTM 2001 – representing, as it does, a gathering of some of the most influential and certainly consequential organisations in the world.

The international telecommunications industry plays a key role in underpinning global socio-economic development - and the combined contributions of the people in this room today, and the organisations you represent, have strongly influenced the lives of many.

But having said that, it's probably worth remembering on this occasion that we live on a rollercoaster that's not always of our own making. I think we would all agree that the industry has been through a period of unprecedented turbulence in the past few years.

We are certainly living in interesting times, and there's little doubt that the increasing inroads into everyday life by the data paradigm – represented as it is for many by the Internet - has changed a lot of people's lives forever; and I'm not just talking about those who invested in dotcoms.

But underneath all the turbulence and change are some reassuring constants. One of them has been the ability of Intelsat to combine the intellectual inputs of members from many different backgrounds, and with many different national agendas, to produce something as consequential and profound as a global satellite communications system.

Telstra and Hongkong Telecom have always been proud of their associations with Intelsat - and I have absolutely no doubt that the relationship will continue now that we've merged the international arms of the two companies to form Reach.

This joint venture, which is a 50/50 partnership between Telstra and PCCW, is part of a focused strategy to create one of the world's top tier connectivity providers.

As Reach, we will tap into a strong demand for worldwide connectivity and take advantage of the explosive growth in data and Internet throughout Asia.

Our targeted customer base is not only the established carriers seeking pan-Asia and global connectivity, but also service providers and the new market entrants who don't possess the resources to achieve the regional and global connectivity that their customers demand.

We have built on this global connectivity to provide a services portfolio which includes an innovative mix of voice, data, IP and broadband services, supported by world class network management and strong commitment to meeting the growing needs of our customers. We have the combined resources and specialist expertise of around 1100 committed staff from Telstra and PCCW-HKTI to fulfil our promise of providing competitive and reliable services.

Reach is a new company, independent from its parents, with a separate brand personality. Given the long and rewarding association that Reach's parent companies have enjoyed with GTM, it is most appropriate that tonight marks the first event at which Reach is presenting its new logo.

During the conference we have a meeting facilities on the first floor of the hotel, as well as booths on the Independence and Constitution levels.

Please come and see us – we'd love to catch up with all our old friends and also make a lot of new ones.

Thank you – and please enjoy the rest of your night.