

### **Instant Forecast – An Industry First**

Web-based Tool From Telsyte Provides Industry Stakeholders with Forecast Data on Demand

**Sydney, 2 May, 2006** – Australia’s leading telecommunications market research and strategy firm, Telsyte, today launched a new research tool, **Instant Forecast** that provides instant access to telecommunications industry KPIs – such as subscriber numbers, service revenue, market size and service provider share – and reliable forecast data.

Accessed via the Internet, **Instant Forecast** ([www.telsyte.com.au/instantforecast/](http://www.telsyte.com.au/instantforecast/)), is Australia’s first web-based tool that enables telecommunications industry stakeholders to quickly assess their performance against that of competitors. It also gives users an insight into what the future holds – a tool which organisations can use to develop product offerings which will capitalise on industry growth areas.

For example, according to Telsyte’s **Instant Forecast**:

- With the mobile market approaching 100% penetration this year, “tweens” – children between 8 and 12 years old – and machine-to-machine communications are the new target markets for carriers;
- Despite strong growth in 3G uptake and continual rise in mobile data usage, it will not be until 2010 that 3G users will actually outnumber their 2G counterparts;
- Wireless broadband is poised to lead broadband market growth, outgrowing the overall market by three times over the next five years to constitute about 10% of the market in 2010; and
- Capped plans, which have entered the fixed telephone market after their phenomenal success in the mobile space, and increasingly VoIP are accelerating the PSTN market decline, particularly in the local and international long-distance segments.

Commenting on this latest addition to Telsyte’s easy-to-use online product offerings, Telsyte Managing Director Warren Chaisatien said:

“Instant Forecast is the first comprehensive tool to provide on-demand market forecast data to marketers, analysts and commentators.”

“The difference is the user can access the data on demand. It is fast, cost-effective and instantly available. The data is essential for industry leaders to develop accurate marketing and sales plans, comment authoritatively on industry trends and develop effective business strategy.”

Telsyte’s **Instant Forecast** covers four specific telecommunications market segments:

- Internet access (broadband and narrowband)
- Cellular mobile (voice and data)
- PSTN (voice)
- Data communications

With today's launch, December 2005 KPIs and 2006-2010 forecasts for the Internet, mobile and fixed line markets are available for purchase. Those for the data communications market will be available shortly. Telsyte's **Instant Forecast** complements the **Instant Benchmark**, its flagship telecommunications pricing online database established in 2004.

For further information, please contact:

Vanessa Liell  
 n2n communications  
 Ph: + 61 2 8396 6009 / 0418 662 168  
 vliell@n2n.com.au

Warren Chaisatien  
 Telsyte  
 Ph: + 61 2 8297 4651  
 warren.chaisatien@telsyte.com.au

#### **About Telsyte**

Telsyte is an Australian-based market research and strategy organisation specialising in telecommunications technologies, services and metrics. Telsyte is a wholly-owned business unit of leading independent telecommunications consulting firm Gibson Quai - AAS ([www.gqaas.com.au](http://www.gqaas.com.au)).

Gibson Quai - AAS is a UXC Limited company.

UXC Limited (ASX: UXC) - [www.uxc.com.au](http://www.uxc.com.au) - is a publicly-listed Australian company providing Information and Communications Technology (ICT) and utility solutions and services to more than 1,000 enterprises and government departments in Australia and New Zealand.

In FY 2005 UXC posted revenue of more than \$242 million and net profit of \$11.7 million. With a market cap of around \$190 million, UXC is an S&P / ASX Top 300 company, and was named in the 2005 Deloitte Technology Fast 50, which recognises the most dynamic and fastest growing technology companies in Australia. UXC is one of only 14 companies to make the Fast 50 for two years running.

UXC has more than 1,600 staff in offices around Australia and New Zealand, providing its services through three divisions: Business Solutions, Utility Services Group and Intellectual Property Ventures Group.

The largest group, Business Solutions, provides ICT solutions to large and medium corporates and governments across Australia and New Zealand. Brands include CNS, Dytech Solutions, Eclipse Computing, GibsonQuai - AAS, Integ Communications, Opticon Australia, Oxygen Business Solutions, Planpower, QSP, Red Rock Consulting, and XSI Data Solutions.