

New World Telecom and IBM Jointly Pursue Technology Development and Business Opportunities in the Wireline and Wireless Broadband Markets

New World Telecommunications Limited (NWT) has announced a collaborative agreement with IBM China/Hong Kong Limited (IBM) to jointly develop and promote strategic business initiatives in wireline and wireless broadband technologies, applications and services. The collaboration aims at providing corporate customers with total telecom and IT solutions to meet their business challenges and optimise their IT environments.

The agreement combines NWT's experience in managing sophisticated network infrastructure with IBM's leadership in information technology services and innovation. The two companies will collaborate in areas, such as the exchange of information on wireline and wireless broadband technologies, sales and marketing opportunities, bilateral business cooperation, etc. Secure mobile computing, believed to be a new engine for growth, is one of the strategic areas that both companies are closely working on currently. As part of this initiative, mobile office and WLAN services will be introduced in the next few months.

"We are pleased to work with the world's leading information technology company, IBM," said William Kwan, Vice President, Corporate Market of NWT. "IBM's expertise and experience in advanced wireless technologies provide us with the ability to develop leading-edge integrated telecom and IT solutions to enterprises."

The partnership demonstrates another dimension of our Managed Network services. In combination with IBM's premium products and solutions, we can further enhance our portfolio of Managed Network services as more integrated, innovative and customised mobile computing solutions will soon be added. In turn, our corporate customers are able to enjoy unparalleled value which means lower cost of ownership and enhanced operational efficiency," Kwan added.

Commenting on the partnership, Christine Ng, Executive, Wireless Solutions, IBM China/Hong Limited said, "IBM is happy to partner with New World Telecommunications to tackle the emerging market of managed network. The new development of secure mobile computing solutions will provide a more cost effective and productive platform for enterprise customers to access corporate data for decision making."

About New World Telecommunications Limited

New World Telecommunications Limited, a subsidiary of New World Development Company Ltd., was inaugurated in July 1995. With a vision to become a leading provider of global telecommunications services, NWT has continuously expanded its business coverage by investing in both local and international network infrastructure, and establishing bilateral partnerships with 100 global incumbent and major carriers. In addition, NWT has obtained appropriate facility-based licenses and has established Point-of-Presence facilities and offices in strategically selected countries and regions including the US, Taiwan, the UK and Singapore.

New World Telecom's mission is to better serve the communication requirements of its customers in Hong Kong, Greater China and beyond. The Company is committed to delivering best-of-class communications solutions with professionalism and a customer-focused philosophy.

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