



Media Release
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TELECOM SIGNS NEW AGREEMENT WITH SKY TELEVISION

Telecom and SKY have today announced a new commercial agreement that will enable Telecom to sell all of SKY's television services to its customers alongside their home line, mobile and broadband products.

Alan Gourdie, Chief Executive of Telecom Retail said the new agreement with SKY will further strengthen the company's bundle products with new triple and quadruple play offerings.

"We are pleased to renew our relationship with SKY and customers can expect to see some exciting packages that will deliver a greater range of SKY Direct-To-Home channels alongside their landline, mobile and broadband services.

"We currently have a number of customers receiving their SKY Basic package through Telecom and we are very pleased to be extending that SKY offering, so all SKY products and services can be made available to our home customers.

"With television services becoming more widely accessible through faster broadband speeds, continuing our partnership with premium content providers like SKY makes sense," said Mr Gourdie.

SKY Television Chief Executive, John Fellet, endorsed the new deal saying "Telecom and SKY have worked together with bundled products for a number of years, accessing SKY services through Telecom has proven very popular in the past. The new agreement gives Telecom the ability to bill for the whole suite of SKY services, something I'm sure customers will find both convenient and good value."

Announcements about the pricing and timing of Telecom's new SKY packages will be made available closer to launch and Telecom customers with existing SKY packages will be contacted to discuss their options.

Telecom customers will have an expanded choice of TV services with new SKY packages to be offered in addition to Telecom's existing TiVo product.

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