



Broadcast Services Australia Limited

ABN: 50 088 412 748

ASX Announcement - 2 February 2006

BSA secures substantial new business with Telstra

Broadcast Services Australia Limited (ASX:BSA) has secured new business with Telstra for the provision of Specialist Contracting Services within Sydney, Canberra and Brisbane. The three year agreement will add substantial revenue to the significant business BSA currently undertakes for Telstra.

Under the new contract, the range of Specialist Contracting Services - which are related to the construction and maintenance of Telstra's Network - will include civil works, cable hauling, cable jointing, and various copper and fibre activities.

BSA's managing director Mark Foley said, "This contract further broadens BSA's capabilities and strengthens our relationship with Telstra. Having recently won a number of smaller contracts, this is the second major Telstra win against strong competition, firmly establishing us as a significant participant in technical contracting services.

"Telstra demands exacting technical standards and high quality service delivery from its contractors. BSA recently achieved ISO (AS/NZS ISO 9001:2000) certification and this, combined with the expansion of our training development program, reaffirms our long term approach to the market and our commitment and investment to provide the best service for all our customers," Mark Foley said.

The new Telstra contract enables BSA to leverage its existing business model and systems. As a registered training organisation (RTO) BSA has developed its traineeship programme specifically to create jobs and career paths for young people, while growing its contractor base to support these new services. To date over 200 technicians have attended BSA Advanced Learning courses and the 2006 traineeships commence in February.

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Broadcast Services Australia Limited is the largest provider of satellite installations for the subscription television industry and a significant provider of high volume contracting services to the telecommunications industry and a leading infrastructure and equipment supplier to the broadcast and telecommunication industries.

For more information visit our website: www.bsa.com.au