



**Date**

November 23, 2004

**Number**

04/063e

## **KPN extends its Asia-Pacific IP-VPN coverage with SingTel**



Singapore Telecommunications Limited (SingTel), Asia's leading communications group, and KPN, one of Europe's leading telecommunications service providers, announced today a significant expansion of their IP-VPN MPLS\* network coverage through a distribution agreement. The interconnection of both carriers' IP-VPN MPLS networks enables SingTel and KPN to leverage each other's extensive networks in their respective markets in Asia Pacific and Europe.

Together, both companies offer coverage to more than one thousand Points-of-Presence (PoPs) that cover all major businesses in logistics, healthcare, manufacturing as well as financial centers of the world. The companies will align their marketing and sales efforts to enhance delivery of their networking solutions to their respective enterprise customers.

With this partnership collaboration, SingTel and KPN are now able to offer their corporate customers a one-stop service - with seamless connectivity and fully managed networking solutions - that is highly reliable and secure across Asia Pacific, Europe and the US.

Mr John van Vianen, Director Business Unit Connectivity, KPN, said: "We are really pleased to be able to connect our customers to the huge booming economies in Asia through our partner SingTel, Asia's leading communications group. SingTel brings value to our partnership through the combination of their extensive infrastructure in Asia Pacific, and their expert knowledge and understanding of the telco market in Asia. As their pan-European distribution partner, we can serve SingTel's customers better by offering them extended reach into Europe with the same consistent level of high quality and innovative IP-VPN services that KPN offers to our customers in Europe. The fact that both networks use MPLS enables us to offer our customers the quality they require for converged services such as Voice over IP (VoIP) or videoconferencing."

Mr Thomas Yeo, SingTel's Vice President of Marketing, Corporate Business Group, said: "We are very pleased to work with a top notch and reliable partner such as KPN to extend our network coverage throughout Europe. Our customers will benefit from this partnership as we now have a more complete and seamless IP-VPN service to better serve their global communications needs in both Asia Pacific and Europe. The partnership with KPN forms part of our strategic thrust to strongly position SingTel as an Asia's leading communications group to serve the emerging needs of connectivity between pan-Europe and Asia."

**Corporate Communication**

Press Office

Fax: +31 70 4466310

E-mail: [press@kpn.com](mailto:press@kpn.com)



"This is a testament to SingTel's commitment to bring the best connectivity solutions to our customers through our extensive presence and reliable infrastructure across the continents. We will continue to develop the excellent relations and partnerships over the next 12 months to further enhance SingTel's competitive position and offering in the global telecommunications market." said Mr Yeo.

*\* MPLS technology allows corporations to prioritise data traffic delivery through different classes of service over a private network thus making it more secure and reliable.*

#### **About KPN**

KPN's international network is a state-of-the-art data/IP backbone with a seamless footprint extending across major business and financial centers in Europe. KPN's EuroRings portfolio delivers a full range of carrier and corporate networking solutions over a high-capacity fiber-optics network.

KPN is a telecommunication company that offers a broad range of high-quality, innovative telecommunication services for both the individual and the business market. KPN's core activities include fixed network services in the Netherlands, mobile communication in the Netherlands, Germany (E-Plus) and Belgium (BASE), and IP/data services. At the end of the second quarter of 2004, KPN had 7.6 million fixed telephone customers, 1.6 million Internet customers and 15.6 mobile customers. For more information about KPN, see [www.kpn.com](http://www.kpn.com).

#### **About SingTel**

SingTel is Asia's leading communications group with operations and investments around the world. Serving both the corporate and consumer markets, it is committed to bringing the best of global communications to customers in the Asia Pacific and beyond.

With significant operations in Singapore and Australia (through wholly-owned subsidiary SingTel Optus), the Group provides a comprehensive portfolio of services that include voice and data services over fixed, wireless and Internet platforms.

To serve the needs of multi-national corporations, SingTel has a network of 32 offices in 16 countries and territories throughout Asia Pacific, Europe and the US. These offices enable SingTel to deliver reliable and quality network solutions to its customers, either on its own or jointly with local partners.

The Group also has major investments in India, Indonesia, the Philippines and Thailand. Together with its regional partners, SingTel is Asia's largest multi-market mobile operator, serving more than 56 million customers in six markets.

SingTel employs more than 19,000 people worldwide and had a turnover of S\$12.0 billion (US\$7.17 billion) and net profit after tax of S\$4.49 billion (US\$2.68 billion) for the year ended 31 March 2004. More information can be found @ [www.singtel.com](http://www.singtel.com) and [www.optus.com.au](http://www.optus.com.au).

#### **Note to editors (not for publication):**

For more information contact KPN Press Office at +31 70 4466300.

#### **Media Contact SingTel:**

Chia Boon Chong, Senior Corporate Communications Manager SingTel

Tel: 6838 2022

Mobile: 9678 3716

Email: [boonchong@singtel.com](mailto:boonchong@singtel.com)