



CABLE & WIRELESS

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CABLE & WIRELESS INTERNATIONAL (CWI) CELEBRATES SIGNING OF NEW OPERATING AGREEMENT IN MACAU

- Agreement extended to 2021
- Extension signed following discussions with the Government of the Macau Special Administrative Region of China
- Future GDP growth in Macau expected to be strong

Cable & Wireless International (CWI), the full-service telecoms business, today announces the signing of a ten-year operating agreement in Macau from end-2011.

Since launching in 1981 CTM, 51% owned by CWI, has provided Macau residents, businesses and the millions of people who visit the territory each year, with world-class services.

Today's announcement supports CWI's continued investment in CTM and the further development of Macau's infrastructure and economy.

Under the operating agreement, CTM will continue to provide fixed line services to its 182,000 customers and 126,800 internet broadband customers.

CTM is the only full service provider in Macau and, thanks to its market-leading customer service, provides world-class mobile services to approximately 52% of the market, whilst competing with three mobile operators. CTM is also the key player in providing turnkey enterprise telecom and IT solutions to corporate customers including the Government, casinos, hotels and financial institutions.

Macau's economy is forecast to experience strong GDP growth over the next few years, with CTM well positioned to provide customers with the next generation services, including high speed internet services, faster mobile broadband services and high value managed services to support the growth.

A signing ceremony for the new agreement took place in Macau today where the Secretary for Transport and Public Works Lau Si lo and CTM's CEO, Vandy Poon officially confirmed the agreement. CWI's Chief Executive, Tony Rice travelled to Macau to celebrate the historic milestone in CTM's 28 year history.

Commenting on the signing of the agreement, Tony Rice, Chief Executive of CWI said: "Cable and Wireless are very proud of their association with CTM. This ten year operating agreement signifies the confidence that the Government, businesses and

consumers of Macau have in CTM. We can now invest with confidence in the next generation services that support the economic development and growth of Macau whilst maintaining the world class service that CTM provides its customers. It represents good news for the people of Macau as well as for CTM and CWI.”

Vandy Poon, Chief Executive of CTM commented “Macau’s economy has grown rapidly over the last ten years and CTM is proud to have led the development of the telecommunications market over this time. Our customers can expect some exciting new services over the coming years and as always, world class service.”

Notes to Editor

CTM is a joint venture between Cable and Wireless PLC (51%), Portugal Telecom (28%), CITIC Pacific (20%) and the Macau SAR Government (1%).

Macau's only full telecom service provider, CTM is a world-class communications company serving a 519,800 mobile customers, 126,800 internet broadband customers and 182,000 fixed line customers.

CTM's vision for the future is to further strengthen its position as Macau's telecommunications provider of choice by continually expanding its already impressive technological capabilities

About CWI Group

CWI Group (formerly International) is an owner and operator of market-leading telecoms businesses. Headquartered in London, we operate through four regionally-based business units – the Caribbean, Panama, Macau and Monaco & Islands. We are a full-service telecommunications provider offering mobile, broadband, and domestic and international fixed line services, as well as enterprise and managed service telecom solutions.

Our mission is to develop a portfolio of world class telecom businesses. Our businesses will be world class in terms of the products we offer; the service levels we provide; the training, career development and motivation levels of our people; and our financial performance. We aim to attain leadership in all of our product categories and markets.

www.cwig.com

Contacts

CWI Group			
Lachlan Johnston	Brand & Communications Director	lachlan.johnston@cwig.com	+44 (0) 7800 021405
Claire Wallace	Director of Internal & External Communications	claire.wallace@cwig.com	+44 (0) 7887 628275
FINSBURY			
Rollo Head			+44 (0) 20 72513801