

## Supplementary Submission on Broadband Solutions for Remote Areas.

Prepared by NewSat Limited (NWT:ASX)  
For the Department for Broadband Communication and the Digital Economy  
30<sup>th</sup> June, 2008

*This document supports the original submission made by NewSat to the Regional Telecommunications Independent Review Committee in December 2007 which was represented personally at the RTIRC hearing in Perth in January 2008.*

*Further it builds on Precision Farming details provided to some Committee members in May 2008.*

*Please note that unlike all previous material put forward by NewSat Ltd in this process, this document is issued under Commercial In Confidence practice whereby the contents are for the eyes of Senator Conroy's Ministry, the Department BCDE, and the RTIRC members and administrators, only.*

**NewSat Limited**  
ABN 12 003 237 303

**Melbourne**  
**Principal Office**  
Tel +61 3 9674 4644  
Fax +61 3 9674 4655

**Sydney**  
Tel +61 2 9009 8888  
Fax +61 2 9009 8899

**Adelaide**  
Tel +61 8 8359 1362  
Fax +61 8 8359 6043

**Perth**  
Tel +61 8 6467 1100  
Fax +61 8 6467 1177

**Brisbane**  
Tel +61 7 5526 2841  
Fax +61 3 9674 4655

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### Supplementary Position

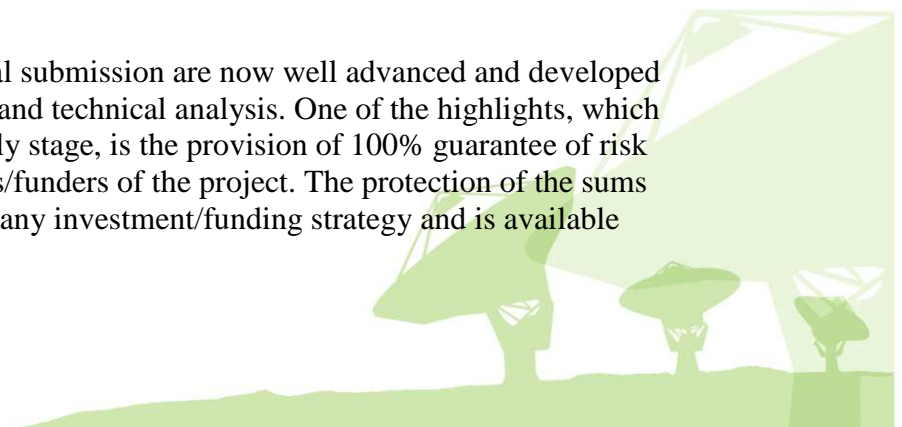
NewSat has several issues to expand and detail in this submission.

**1. Original offer of launching a satellite still stands:** NewSat regards its original offer as providing innovation, choice and best price for resolving the Government's policy issues for delivering equitable and complete broadband communications across Australia.

It is a supplementary plan to the NBN and in fact, actively supports it.

NewSat repeats its dollar for dollar commitment, to a limit of AUD \$200million each, with the Australian Government and is confident of an expeditious commencement of the project with a launch date in 2011, subject to legal's being transacted without undue delay.

NewSat's plans since its original submission are now well advanced and developed including all manner of market and technical analysis. One of the highlights, which should be recognised at this early stage, is the provision of 100% guarantee of risk mitigation available to investors/funders of the project. The protection of the sums invested is an important part of any investment/funding strategy and is available under the NewSat plans.



**2. Serving the National Interests:** The provision of bandwidth by a new satellite provides not only the solution to the myriad of broadband connectivity problems encountered in “the bush” as evidenced around the nation before the RTIRC, it secures the capacity of bandwidth and underpins the economic benefits which have been estimated to total more than AUD\$100 billion across Australia by Budde.

We see, for instance, the current economic downside of interruption to gas supply – a commodity just like bandwidth capacity - in the West, and a new satellite, owned and operated in Australia can provide an advantage for securing economic growth as well as national security issues.

The recent Australian Government Senate Enquiry in May noted several submissions which highlighted the jeopardy of the national interests by not having a locally owned and run space and specifically a satellite programme.

This NewSat proposal addresses both the Governments broadband policy imperatives as well as providing the opportunity for national interest issues to be addressed for the first time in Australia.

**3. NewSat and new ABG Guidelines:** It should be noted that NewSat will be applying for an ABG approval under the new Guidelines when announced. NewSat contributed advice to the Department in the spirit of co-operation as to how to maximise the benefits of the scheme under the new Guidelines and expects to be able to propose a new and exciting submission when the Guidelines are released.

**4. NewSat and Government initiatives:** Notwithstanding this, NewSat has completed “on time and on budget” a “whole of region” installation of an extensive project for the Australian Government and Department of Industry and resources of the Western Australian Government. The Kimberley project details will be sent under separate cover as an outstanding example of how Commonwealth and State Governments may work together and with private enterprise to deliver policy outcomes.

NewSat has installed 16 remote locations with satellite, wireless and hotspot areas for broadband communications. These locations include a number which the RTIRC visited and since then may find that communication conditions have changed significantly as a result of the installations by NewSat on the policy set down by the joint governments.

Some of these areas were so remote that access was only available by unscheduled barge trips.

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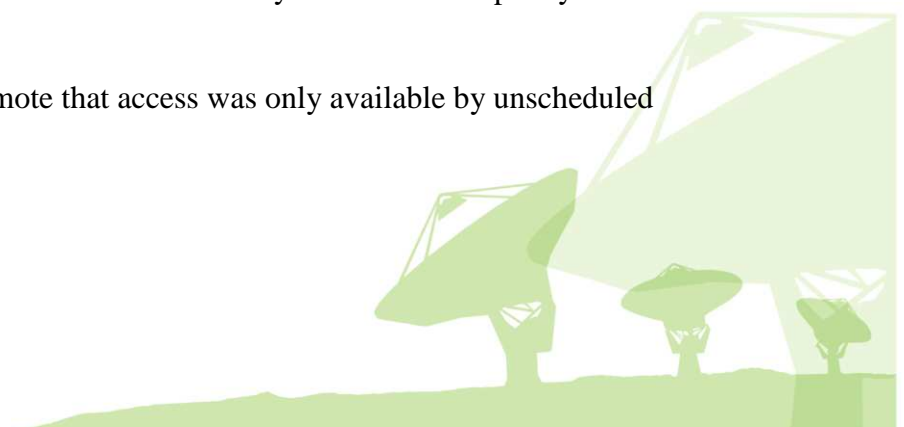
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NewSat will continue to work with all State Governments, eg Queensland and their \$180m extension and maximising of the NBN proposal announced by Premier Bligh today.

**5. Commitment to Remote Communities:** Inspired by this regional remote installation system, NewSat has initiated a not dissimilar process for assisting broadband access to indigenous, remote communities in association with major mining and extractive industry corporations.

**6. Unique Security from Asset Base:** With the best independently-owned, ground, satellite facilities in Australia, by a country mile, NewSat is committed to maximising the opportunities not only for a new satellite in orbit, but ensuring that remote Australians today have access to the best communication, which includes reliability of service.

Our Thai competitors, for instance, have just 2 antenna in Australia, some drive outside of Kalgoorlie and Broken Hill but these facilities are not manned on site at all. Previously, NewSat has provided a DVD (in the corporate brochure) which takes the viewer on a thorough tour of the two NewSat teleports (Adelaide and Perth), their 23 antenna, communicating with 12 satellites, and show staffing which runs 24 hours a day every day of the year. (Should further copies of the brochure or the DVD be required, please contact the undersigned.)

**7. Quality of Service:** NewSat has worked with The Victorian State Government's Spatial Information Unit to develop world leading Precision Farming techniques provided by satellite at new levels of accuracy.

This technology has been recognised for its ground-breaking solution and received awards from both the Victorian State Government innovation awards as well as ATUG.

This project is developing through further commitment to infrastructure from the Victorian State Government and its benefits will be available nationwide. They include not only minimising costs though reduced use of water, fuel and crop fertilisers etc, but the maximising of crop harvest.... and also minimising the run off of water, ie the process is water saving as well.

NewSat continues to be committed to delivering desirable outcomes for all remote Australians. Not just those communities in the red heart of the nation.

## **8. Support for the NBN:**

NewSat would like to enter a secondary round of commercial contact with the

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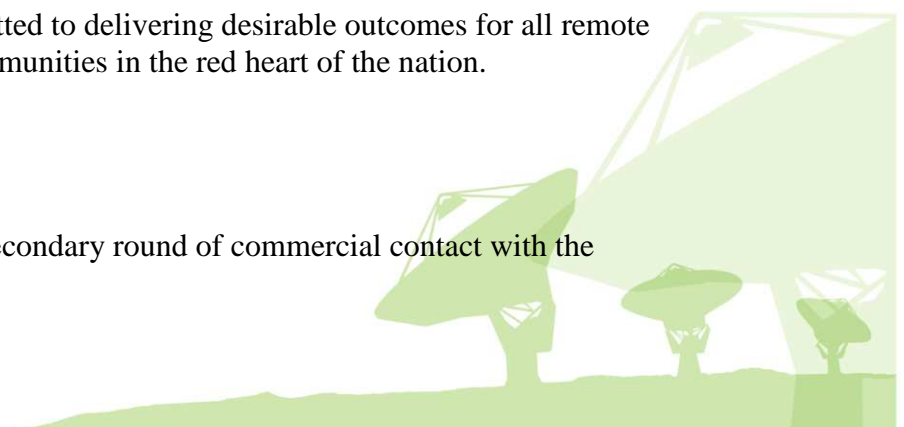
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Tel +61 2 9009 8888  
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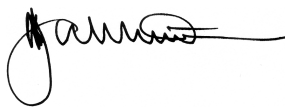
**Brisbane**  
Tel +61 7 5526 2841  
Fax +61 3 9674 4655

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Australian Government to spell out the alternative proprietary technologies and delivery outcomes which are now available and could economically support the policy requirements.

NewSat fully supports the policies of the Australian Government and seeks to actively engage with the Department and RTIRC to propose workable solutions to the equitable outcomes sought in the broadband telecommunications sector.

A handwritten signature in black ink, appearing to read "Adrian Ballintine". The signature is fluid and cursive, with a large loop at the end.

**Adrian Ballintine**  
Chief Executive Officer

**NewSat Limited**  
ABN 12 003 237 303

**Melbourne  
Principal Office**  
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