

Reliance Globalcom provide perfect vision of global networking for Specsavers

Global optical services provider establishes strong market presence in Asia with network multi-sourcing approach

Sydney, 17 February 2009 - Specsavers - the largest privately owned and fastest growing optical chain in the world – has engaged Reliance Globalcom to design implement and manage a significant extension of the company's Wide Area Network (WAN). The highly sophisticated Reliance Globalcom global network already connects over 1100 stores in nine countries, with Specsavers today announcing an expansion of the network to over 100 additional retail outlets, business support and manufacturing facilities in Australia and New Zealand.

This deal represents an extension of the five-year agreement between Specsavers and Reliance Globalcom, initially signed in February 2008 with a contracted value of over \$9 million AUD. Reliance Globalcom will now deliver end-to-end connectivity using a public IP network with a combination of BDSL, ADSL and wireless technologies across Specsavers' entire estate, including more than 200 sites across Australia and New Zealand.

The Reliance Globalcom and Specsavers teams reached the milestone of connecting 100 new Australian stores, within 100 days, by mid-July 2008. This achievement won the Specsavers IT team the accolade of Retail Systems Magazine 'IT Team of the Year 2008' award as well as the 'Retail Systems Award 2008 - Overall Winner' honour.

Simon Baxter, Specsavers' Director of IT, Asia Pacific commented, "Specsavers' very ambitious roll-out target schedule of more than 150 new locations across Australia and New Zealand within 10 months was always going to mean relying on Reliance Globalcom to be a really proactive and strategic partner in order for us to achieve our business goals. The speed, consistency and accuracy of Reliance Globalcom's project management, technical service support and carrier management played a huge role in Specsavers, during this initial 10 month period, being able to achieve a higher than projected market share market, while being an entirely new retailer to the Australian market."

The inherent flexibility of Reliance Globalcom's multi-vendor, asset-light approach allowed the implementation of alternative vendor wireless solutions to handle temporary connectivity at sites where carrier infrastructure was either unavailable or delivered after the date set for trading to commence at a particular store. This combined with the a priority commitment from Reliance Globalcom to co-ordinate the technical implementation elements within the tight timeframes available in the accelerated retail store roll-out, ensured the project was a globally recognised success.

Tim Sullivan, Reliance Globalcom Australasia's Managing Director, commented, "All of our customers are major multi-national enterprises and like Specsavers', their global and regional Wide Area Networks involve complex requirements, well suited to the resiliency and agility of our multi-vendor sourcing approach. For Specsavers maintaining high levels of service that matched the challenging requirements of a rapid retail store roll-out like this was critical for their business growth in this region and the delivery of this continues to be our absolute priority. Our approach and partnership with Specsavers has delivered material financial and business benefits for them to date and will continue to do so going forward."

About Specsavers

Specsavers is the number three player in retail optics globally and the largest privately owned optical group in the world. The company predicts a global turnover of GBP1.05billion by the end of financial year 2008/09, up from GBP1.02billion last year. The Specsavers group currently has over 1150 optical stores around the world and expanding into its tenth country, New Zealand, late last year. In 2007, Specsavers sold 9 million pairs of spectacles, manufactured 18 million lenses and more than 25,000 people are employed across the group globally. In the UK and Ireland, Specsavers has a 39% share of the optical market, three times that of its nearest competitor. The first Specsavers store opened in the UK in 1984, with the company celebrating its 25th anniversary in February this year.

Specsavers opened its first Australian store in Melbourne in February 2008 and had commenced trading at 153 stores, located in every state and territory, by the end of that year. The first New Zealand store opened in November 2008 and 11 were open by the end of the year.

About Reliance Globalcom

Reliance Globalcom, a division of Reliance Communications, spearheads the Global Telecom operations of India's largest Integrated Telecom Service Provider. Reliance Globalcom brings together the synergies of Reliance Communications Global Business encompassing Enterprise Services, Capacity Sales, Managed Services and a highly successful bouquet of Retail products & services comprising of Global Voice, Internet Solutions and Value Added Services. The company serves over 1400 enterprises, 200 carriers and 2 million retail customers in 163 countries across 6 continents.

Reliance Globalcom owns the worlds largest private undersea cable system spanning 65,000 kms seamlessly integrated with Reliance Communications over 110,000 kms of domestic optic fiber provides a robust Global Service Delivery Platform connecting 40 key business markets in India, the Middle East, Asia, Europe, and the U.S. With its recent acquisition of eWave World, a pioneer in the global Wimax space, Reliance Globalcom has the capability to launch 4G services in over 50 countries. It has also acquired Vanco Group, enabling the company to provide managed services to over 230 countries across the globe. For further information, please visit www.relianceglobalcom.com

About Reliance Communications

Reliance Communications Limited founded by the late Shri Dhirubhai H Ambani (1932-2002) is the flagship company of the Reliance Anil Dhirubhai Ambani Group. The Reliance Anil Dhirubhai Ambani Group currently has a net worth in excess of Rs. 63,000 crore (US\$ 14 billion), cash

flows of Rs. 12,000 crore (US\$ 3 billion), net profit of Rs. 8,000 crore (US\$ 2 billion) and zero net debt.

Reliance Communications is India's foremost and truly integrated telecommunications service provider. The Company, with a customer base of over 65 million including over 2 million individual overseas retail customers, ranks among the Top 10 Telecom companies in the world by number of customers in a single country. Reliance Communications corporate clientele includes 2,100 Indian and multinational corporations, and over 800 global, regional and domestic carriers.

Reliance Communications has established a pan-India, next generation, integrated (wireless and wireline), convergent (voice, data and video) digital network that is capable of supporting best-of-class services spanning the entire communications value chain, covering over 20,000 towns and 450,000 villages. Reliance Communications owns and operates the world's largest next generation IP enabled connectivity infrastructure, comprising over 175,000 kilometres of fibre optic cable systems in India, USA, Europe, Middle East and the Asia Pacific region.

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