

*For immediate release*

**Second Strike by Hong Kong Broadband Network  
PCCW Business Line Customers Enjoy up to 50% off their Current Service Bills  
upon Switching to HKBN**

(Hong Kong, 4 February 2013) Further to an exciting offer announced two weeks ago, which allows designated PCCW residential telecom service customers who switch to Hong Kong Broadband Network (“HKBN”) to enjoy an all-in bundle service at only \$188<sup>^</sup>, HKBN today announced another attractive offer to PCCW customers. Current PCCW business line customers with an average monthly service payment of not less than HK\$500 can enjoy up to 50% off\* their monthly service fees when they subscribe to HKBN business line service.

Such PCCW business line customers who switch to HKBN and commit to a 24-month contract can enjoy the following HKBN business line and value-added services at discounted tariffs which measure up to a 50% discount of their current PCCW monthly service fee:

- Business Direct Line
- Business Fax
- Hunting Line
- Direct Dial In (DDI)
- Integrated Digital Access-P (IDA-P)
- Relevant value-added service(s)

“The tariffs of business telecom service by other telecom operators are unacceptably high. We are ready to bring revolutionary changes to the business market by delivering true value through our fiber optic network and full IP voice technology,” said William Yeung, CEO of HKBN. “Our premier business line service offers great flexibility, reliability and scalability.”

For more information, please visit HKBN corporate website at <http://corp.hkbn.net> or call our enquiry hotline at 128 1111.

**About Hong Kong Broadband Network Limited**

Hong Kong Broadband Network Limited is a leading broadband service provider with most high-speed residential broadband subscriptions (100Mbps and above) in Hong Kong, offering a diversified portfolio of innovative products in broadband access, communication and entertainment to over 1.3 million subscribers. As the owner and operator of one of the biggest fiber optic networks in Hong Kong which covers over 80% of residential homes and more than 1,700 commercial buildings, HKBN provides premier telecommunications services to both business and residential markets.

HKBN takes great pride in developing its 2,800-strong Talent force into a competitive advantage, and has established a solid market position for sustaining growth and success. In May 2012, HKBN underwent a management buy-out and is now majority-owned by funds advised by CVC Capital Partners and 62 HKBN managers.

## **Issued by Hong Kong Broadband Network Ltd**

^HKBN provides the following Business Line Services for customers to choose from including Business Direct Line, Business Fax, Hunting Line, Direct Dial In (DDI), Integrated Digital Access-P (IDA-P) and relevant valued-added service(s). The monthly service fee of each service can be as low as half of the contracted average monthly service fee of existing similar Business Line services provided by PCCW.

- \*1. To be eligible for the above offer, (i) customer must be an existing PCCW Business Line service subscriber paying a total monthly service fee of not less than HK\$500; (ii) customer must commit to a 24-month Business Line service contract with monthly service fee of at least HK\$250; (iii) service installation address with no provision of HKBN Business Line within 120 days prior to registration; and (iv) successful registration and installation of the Business Line service at commercial buildings within HKBN network coverage on or before 28 February 2013.
2. Each customer can enjoy a waiver of standard installation charge once only and does not include any other additional installation charges (e.g. one-time charge or other monthly charges payable to the Building Management Office).
3. Customer must present the billing statement of the existing Business Line service within the past 3 months and the duly completed form of "Notification of Service Disconnection from Customer" to HKBN within 30 days upon successful installation of the Business Line service(s). Customer will be entitled to the above offer only when the original telephone number has been successfully ported to HKBN.
4. If service is terminated within the contract period for whatever reasons, customers shall pay the monthly fees for the entire remaining contract period or the total amount as stated in the contract to HKBN as liquidated damages.
5. Terms and conditions apply. Please refer to the relevant registration form or ask our staff for details.



Enterprise Solutions

To Achieve an Extraordinary Future

# ARE YOU READY?

**WE ARE!!!**

Introducing the new HKBN fibre-optic and full IP voice technology Business Line network. More Flexible! More Reliable! More Scalable!

**PCCW Business Line customers**  
who switch to HKBN  
can enjoy up to **50% off**  
service monthly fee\*



Hotline : 128 1111  
Website : corp.hkbn.net

This offer is only applicable to PCCW Business Line subscribers paying total monthly service fee of not less than HK\$500. 24-month fixed term contract required.

\*HKBN provides the following Business Line Services for customers to choose from including Business Direct Line, Business Fax, Hunting Line, Direct Dial In (DDI), Integrated Digital Access-P (IDA-P) and relevant value-added services. The monthly service fee of each service can be as low as half of the contracted average monthly service fee of existing similar Business Line services provided by PCCW.  
1. To be eligible for the above offer, (i) customer must be an existing PCCW Business Line subscriber paying a total monthly service fee of not less than HK\$500; (ii) customer must commit to a 24-month Business Line service contract with monthly service fee of at least HK\$250; (iii) service installation address with no provision of HKBN Business Line within 120 days prior to registration; and (iv) successful registration and installation of the Business Line service at commercial buildings within HKBN network coverage on or before 28 February 2013. 2. Each customer can enjoy a waiver of standard installation charge once only and does not include any other additional installation charges (e.g. one-time charge or other monthly charges payable to the Building Management Office). 3. Customer must present the billing statement of the existing Business Line service within the past 3 months and the duly completed form of "Notification of Service Disconnection from Customer" to HKBN within 30 days upon successful installation of the Business Line service(s). Customer will be entitled to the above offer only when the original telephone number has been successfully ported to HKBN. 4. If service is terminated within the contract period for whatever reasons, customers shall pay the monthly fees for the entire remaining contract period or the total amount as stated in the contract to HKBN as liquidated damages. 5. Terms and conditions apply. Please refer to the relevant registration form or ask our staff for details.