

News

CORPORATE

Roll of Honour

Reflecting the Group's ranking as one of the world's leading companies, **Hutchison Whampoa Limited (HWL)** has again notched up an impressive haul of regional and international titles and awards during the past six months.

The company was rated for its size and performance in a variety of categories through surveys conducted by leading financial magazines.

The annual "*BusinessWeek* Global 1000" (July 14 issue) ranked HWL No.140 globally and No.1 in Hong Kong.

Forbes magazine (July 21) rated HWL No.127 overall in the "The Global 500."

Euromoney (Sept. issue) named the Group No.1 for "Best Corporate Governance:

Hong Kong & China" and No.5 for "Best Corporate Governance: Emerging Markets." "*The Asset* Annual Benchmark Survey" (Sept. issue) named HWL No.1 in the category "Best Credits in Asia — Weighted by Assets" and No.1 "Best Credits in

Hong Kong — Weighted by Assets." *IFR Asia* (Sept. 20) rated HWL No.1 in the "Top 50 Asian Issuers" category for the period 31/8/02 – 31/8/03.

Asian Legal Business (Sept. 25) selected HWL as winner of the "In-House Team of the Year" award, a tribute to the Group's dynamic team of legal

advisors, headed by Edith Shih. Based in Hong Kong but working globally, the Group's legal team undertakes a range of complex M&A, financing, IP/IT and regulatory work.

Asia Risk magazine (Oct. issue) named Hutchison's Group Treasurer K.S. Chan "Corporate Risk Manager of the Year," an accolade widely seen as a positive vote of recognition of the company's prudent risk management strategy.

HWL featured prominently in a long list of rankings in the Chinese magazine *Yazhou Zhoukan* (Oct. 12). It ranked No.1 in the category "Top 500 Chinese Companies in the World"; No.1 "Top 20 Companies in HK"; No.1 "Top 10 Chinese Companies in HK" and; No.1 "Top 20 EBIT Chinese Companies."

Global Finance (Nov. issue) ranked HWL "Best Company in Asia — Conglomerates." *The Banker* magazine, the monthly finance title of the *Financial Times*, named Hutchison "Hong Kong Company of the Year, 2003" in its inaugural awards, citing the Group's

investment quality, fiscal results, corporate governance and creditworthiness.

Finally, HWL was highly commended for "Best Crisis Management" at the *IR Magazine* Asia Awards 2003.



The Right Medicine

China Beijing Tongrentang (Group) Co. Ltd. (Tongrentang) and **Hutchison Chinese Medicine Investment Ltd.** (HCMIL), a wholly owned subsidiary of **Hutchison Whampoa (China) Ltd.**, on Dec. 12 signed a contract to form a joint venture in Beijing to develop and invest in traditional Chinese medicine (TCM) business.

The JV company, to be named **Beijing Tongrentang Hutchison Pharmaceutical Investment Co. Ltd.**, will engage in TCM investment and health-related projects and enterprises. Total investment of the JV company will be approximately US\$239 million, with Tongrentang and HCMIL each taking a 49% shareholding. The remaining 2% will be taken up by a third-party enterprise to be named by Tongrentang.

HWL Sets Bond Financing Record

In its sixth visit to the market in 2003, **Hutchison** completed the largest-ever corporate bond financing in Asia ex Japan on Nov. 20 with a US\$5 billion three-tranche issue via **Citigroup, Goldman Sachs, HSBC and Merrill Lynch** as main book runners.

Deutsche Bank, JP Morgan and Morgan Stanley served as separate joint book runners in the three different tranches.

£2m Donation Stokes UK Scholarships Scheme

HWL Chairman Li Ka-shing has pledged to donate through HWL a total of £2 million over three years to support Mainland and Hong Kong scholars in their doctoral studies in the UK. The sum will be matched by the **UK Government** under its **Dorothy Hodgkin Postgraduate Awards** scheme.

The Hutchison scholarships will support up to 53 students and form a major part of a new scheme, announced by British PM Tony Blair on Nov. 17, to bring outstanding overseas PhD students to top UK universities.

Mr Blair applauded HWL for recognising the importance of scientific knowledge and highly skilled people.

Starting in 2004, students will study science, engineering, medicine, social sciences and technology.

Mr Li's donation is the latest move to support Mainland and Hong Kong scholars to study in the UK.

In October 2002, the Group donated £2.02 million to expand the **British Chevening Scholarships** scheme to include 63 extra postgraduate scholarships each year over a four-year period.

HUTCHISON WHAMPOA LIMITED



Hutchison Whampoa Limited (HWL), one of the largest companies listed on the main board of the Hong Kong Stock Exchange, is the holding company of the Hutchison Whampoa Group of companies. As one of the earliest big "hongs", or trading companies, in Hong Kong, Hutchison's history dates back to the 1800s. Today, HWL is a multi-national conglomerate with businesses spanning 39 countries. With around 167,000 employees worldwide, Hutchison operates and invests in five core businesses: ports and related services; telecommunications; property and hotels; retail and manufacturing; and energy and infrastructure.

Its flagship companies include Hutchison Port Holdings, Hutchison Telecom, Hutchison Whampoa Properties, A. S. Watson, and Cheung Kong Infrastructure.

In 2002, HWL's consolidated revenue was HK\$111,129 million (US\$14,247million).



PROPERTY & HOTELS

Reaching for the Stars

Just two weeks after his historic trip into orbit on Oct. 15, China's space hero, astronaut Colonel Yang Liwei, and a delegation of Chinese space experts chose **Harbour Plaza Hong Kong** as their base while on a flying



six-day visit to the territory. By all accounts Colonel Yang was "over the moon" about the service and accommodation.

General Manager Jonathan Wilson presented Colonel Yang with a 2.5kg hand-made chocolate named "Shenzhou V" after the spacecraft. The delicacy was specially designed by the hotel's award-winning pastry chef Roger Luk.

Earlier, on Oct. 24-26, 20 contestants of the first **Ms Shanghai Beauty Pageant** visited Hong Kong – and where better for them to stay than at the elegant Harbour Plaza Hong Kong?

A welcome cocktail party was held at the 4,000-sq.-ft. luxury Presidential Suite, with a



live piano performance and panoramic views of Victoria Harbour adding to the evening's ambience. Meanwhile, the 2003 **Miss Chinese Universe Pageant**, organised by **Phoenix Satellite Television**, was held at *The Patio* at **Harbour Plaza Metropolis** with more than 50 entrants participating.

E - COMMERCE

TOM Reports Q3 Profit

The **TOM Group** reported its second consecutive quarter of profit attributable to shareholders in the third quarter. Net profit rose 81% to HK\$18.5 million (approximately US\$2.3 million) quarter on quarter while EBITDA rose 25% from Q2 to HK\$82 million. Revenue for the nine months ended Sept. 30, 2003 amounted to HK\$1.3 billion, 17% up on the corresponding period in 2002. Operating profit was HK\$26 million compared to an operating loss of HK\$75 million for the same period in 2002.

JV Fuels China Growth

The **TOM Group** has set up its first Sino-foreign JV with state-owned publisher **Sanlian**. TOM has a 49% stake in the venture, called **Beijing Sanlian Shiji Wenhua Chuanbo**.



It will be involved in the print media business, including advertising sales and distribution of Sanlian's four magazines, which have a combined circulation of 3.8 million. TOM will invest 24.5 million yuan (approximately US\$3 million) with Salian contributing 15.5 million yuan in cash and 10 million yuan in assets.

applause

Hong Kong Internet portal **ESDlife** has won four awards for its achievements in e-government, e-commerce, and social responsibility.

On the international scene, the website came out on top in Asia's "e-government" category of the **United Nations** "World Summit Award (WSA) 2003" organised by the UN World Summit on the Information Society.

ESDlife also won the award for "Best e-Commerce Company" in the fourth annual "Outstanding Information Technology and Financial Enterprise Awards" organised by *Capital Magazine* to recognise outstanding performance and achievement of Hong Kong enterprises. For the second year running, **ESDlife** was named "Caring Company 2003/04" by the **Hong Kong Council of Social Service** in recognition of its efforts in caring for the community and commitment to corporate citizenship.

Finally, **ESDlife** received a "Distinguished Employers" award from the **Hong Kong Employment Development Service** in recognition of its support in providing employment opportunities to the vulnerable.

Anyone for Tennis?

TOM has formed a JV with popular newspaper *Beijing Youth Daily* to market and promote the **China Open**, to be held in Beijing in September 2004. Through its sports marketing subsidiary **Media Serv**, TOM has secured the rights from the **Association of Tennis Professionals** (ATP) to organise the first-ever ATP tennis tournament in Beijing. The JV, **China Open Sports Marketing Co. Ltd.**, will combine the strong local advertising and client network strength of *Beijing Youth Daily* with the sports marketing expertise of TOM.



PRICELESS: Miss Hong Kong (above left) visited the **Priceline** booth during the opening ceremony at New Town Plaza of the "E-Commerce Adoption Campaign Roadshows — e-Commerce in Real Life" led by the **Hong Kong General Chamber of Commerce** and funded by the government.

Newsbites

ENERGY & INFRASTRUCTURE

Husky Reports 40% YOY Earnings Rise

Husky Energy Inc. reported third quarter net earnings of C\$243 million (approximately US\$144 million) and C\$1.1 billion for the first nine months of 2003. Net earnings rose 40% year on year or C\$0.54 per share (diluted) in Q3 compared with C\$173 million or C\$0.38 per share (diluted) in Q3 2002. Cash flow from operations in Q3 was C\$604 million or C\$1.42 per share (diluted), up from C\$590 million or C\$1.39 per share (diluted) in the comparable period the year before.

Production averaged 300,200 barrels of oil equivalent (boe) per day, compared with 305,100 boe per day in Q3 2002, a decrease of 2%, mainly due to divestitures, turnarounds at producing facilities and natural reservoir declines. Husky's net earnings for the first nine months of 2003 were C\$1.1 billion or C\$2.60 per share (diluted) compared with C\$562 million or C\$1.31 per share (diluted) in the first nine months of 2002, an increase of 91%. Husky's debt meanwhile decreased by C\$834 million.



As at Sept. 30, 2003, net debt stood at C\$1.2 billion, down 40% from C\$2.1 billion on Dec. 31, 2002.

FPSO is Ready to Set Sail

The *Sea Rose*, **Husky Energy's** Floating Production Storage and Offloading (FPSO) facility, was launched in Korea in July. Preparations continue for its deployment at the White Rose oil field in St. John's, Newfoundland and Labrador, scheduled to begin production in 2005/06. The vessel will sail from Korea to Newfoundland in January 2004 where the topside production facilities will be installed before deployment to the field.



Acquisition Lifts Capacity

Husky Energy has acquired all of the issued and outstanding shares of **Marathon Canada Ltd.** and the Western Canadian assets of **Marathon International Petroleum Canada** for a total purchase price of US\$588 million. Production from Marathon Canada is approximately 27,000 gross barrels of oil equivalent per day (boe/d). The effective date of the transaction was Oct. 1, 2003. In a separate transaction, Husky agreed to sell certain of the Marathon Canada oil and gas properties with gross production of approximately 7,500 boe/d to a third party for US\$320 million. The acquisition will add approximately 19,500 boe/d to Husky's production.

China Sea Exploration

Husky Energy has signed a petroleum contract with **China National Offshore Oil Corp.** (CNOOC) for the 04/35 exploration block in the East China Sea. The block is located 350km east of Shanghai. This is the first exploration contract signed by Husky with CNOOC in the region and is Husky's sixth offshore contract with CNOOC. Husky currently holds four exploration blocks comprising more than 15,000 sq. km in the South China Sea and has a 40% interest, in partnership with CNOOC, in the Wenchang 13-1/2 offshore oil fields.



RETAIL & MANUFACTURING

Hands Free

Hutchison is introducing an accessory to the UK market that allows mobile-phone users to make and receive mobile calls without the need to hold their handsets and without troublesome wire attachments. The *Bluetooth Clip Headset*, manufactured by **i.Tech Dynamic**, a division of **Hutchison Harbour Ring (HHR)**, deploys Bluetooth wireless technology that enables electronic devices to communicate with each other. Thus, when the phone rings it can be conveniently left in a pocket or handbag while providing a perfect signal to a light and compact "earphone". The launch leverages on upcoming legislation on the use of mobile phones when driving. The product will also be introduced in other markets.



applause

Two **ASW** store managers have won the **Hong Kong Retail Management Association** "2003 Service & Courtesy Award." They are Clement Yip Ming-chi of Fanling **PARKnSHOP** and Jennifer Tse of Hing Wai Building **Watson's Wine Cellar**. Other winners included **Watsons** Health and Fitness Advisor Wing Tsui in the category "Supermarkets / Convenience Stores Frontline Level," and Assistant Store Manager Susan Wan of **Nuance-Watson** in the "Department Store Supervisory Level" category.

Tree-mendous

The "Watsons Water Tree" (right) turned heads at the **Lifestyle Asia Design Fair 2003** held in December. The exhibit, created from 800 **Watsons Water** bottles, marked the completion of the company's centennial campaign – "Year of Hong Kong Creativity."



PORTS

Felixstowe Expands

Port of Felixstowe has officially opened the first phase of its **Trinity Terminal** expansion, incorporating 6ha of back-up land behind the existing Trinity Terminal and increasing the port's storage capacity by 6,500 TEU. A further section of storage area is expected to open early in 2004 and the quay will be fully operational by July 2004. In another development, **Freightliner** has launched a new service providing one inbound and one outbound train daily between Port of Felixstowe and Daventry, with a further destination planned. There are now 22 inbound and 21 outbound trains per day from Port of Felixstowe's North and South Rail terminals. The port also handles two forestry-product trains per day at its dedicated paper-handling rail terminal.

First Call

On Oct. 16, the **Cosco** container vessel *Lausanne* became the first ship to berth at the Phase III Project at **Yantian International Container Terminals (YICT)** in China. The "Next-Generation System" (nGen) terminal operation control system, jointly developed by YICT and **HIT**, has been put on pilot at the new berth and will gradually replace the existing system.



Phase III covers 90ha with total investment of HK\$6.6 billion (approximately US\$846 million) and includes four 100,000-ton-plus container berths.

The second berth and a container yard of 200,000 sq.m is set for completion by the end of 2003, with the whole project due for completion by the end of 2005. YICT has meanwhile been recognised as one of the "Hundred Outstanding Overseas Chinese Enterprises in China." The award was made in September at the People's Great Hall in Beijing.

Smart Moves

The first batch of "smart and secure" containers entered **YICT** on Oct. 31, marking the successful completion of testing at YICT of *Smart and Secure Tradelanes (SST)*, an industry-driven supply chain security initiative.

Hutchison Port Holdings (HPH) has been a proactive participant in developing security measures for the marine transport of containers since the US Government implemented the *Container Security Initiative (CSI)*.

applause

Hongkong International Terminals (HIT) won a "Productivity Award" and a "Certificate of Merit for Environmental Performance" at the "2003 Hong Kong Awards for Industry," coordinated by the **Hong Kong Productivity Council**.

SCT Marks Milestone

Shanghai Container Terminals (SCT) celebrated its 10th anniversary on Aug. 12. Annual throughput has risen to over 3 million TEU, three times the volume recorded in its first year of operations.

TELECOMS

Easy on the Eyes

HONG KONG **Hutchison Global Communications**

(HGC) has launched a useful new service called *Vfone*. Utilising broadband based "V^oIP" technology the system allows users to make unlimited video and voice calls between *Vfones* for a flat rate of just HK\$48 per month (approximately US\$6.15). For HK\$68, subscribers can make unlimited voice calls to all Hong Kong fixed-line and mobile networks as well as to overseas *Vfone* users. The *Vfone* plugs into a broadband Internet connection and is compatible with TV and 3G devices. It can also be connected to digital camcorders and other appliances so that calls can be recorded and archived. What's more, with the *Auto-Answer* feature, users can see what's going on when they are away from home.



Location, Location

INDIA **Hutchison Essar** has

launched two new location-based services. *BuddyService* lets subscribers know if their friends are in the vicinity while *Vehicle Tracking Solution* keeps tabs on commercial vehicles.

Library Contract

HONG KONG **HGC** has won a contract to deploy its *MetroNET*

Gigabit Ethernet Wide Area Network (WAN) solution to extend the Hong Kong Public Libraries' Multimedia Information Systems (MMIS) from the Central Library to 26 libraries across the territory. Meanwhile, HGC is collaborating with Internet **Thailand Public Co. Ltd.** (INET) and **HiNet**, Taiwan, to target market opportunities in IP-related services. HGC has established business links in more than 10 overseas markets in the past 12 months.

Hot Services

THAILAND **Hutchison CAT**

Wireless MultiMedia (Hutch) launched three new services at **ICT Expo 2003** in Bangkok in August.

HutchReal provides instant online multimedia service, *HutchPlay* offers a variety of downloadable games applications based on **Qualcomm's BREW** platform and *HutchSay* delivers crystal-clear voice, SMS and data services.

A key highlight of the new technologies featured was a demonstration of Location Based Services (LBS), the first for the Thai market. Hutch also showcased the powerful data-handling capability of the *CDMA2000 1X* service along with several new CDMA terminals.

In December, Hutch launched its *M-sites* programme, designed to create a local community of content developers supported by Hutch's multi-media contents portal.



Newsbites

TELECOMS

3 Heralds Era of Video Mobile Communications in Hong Kong

HONG KONG

Hutchison has marked the start of the 3G era in Hong Kong with the unveiling of its 3 services. At a media event on Dec. 15, HWL Group Managing Director Canning Fok hailed the move as a breakthrough for the telecommunications industry in Hong Kong which will enable people to easily gather and share information while on the move. When 3 goes live, it will deliver to customers an integrated information, communication and entertainment service via its new generation of mobile phones, which also offer video calling and video messaging. "What we are going to offer has not been seen here before, but it will become a part of your everyday life," Mr Fok said. "3 will put Hong Kong at the forefront of mobile communications globally." He demonstrated person-to-person video calling by linking up with Kevin Russell, CEO of 3 Australia, in Sydney. Mr Fok also showed off some of 3's other features, including *Home Watch*, a remote surveillance service, and *3 Daily Express*, which allows customers to receive a host of information and entertainment services

delivered automatically throughout the day, just like SMS. The services Mr Fok demonstrated included news, business information, weather details and traffic updates. The launch of the Hong Kong service is a vital link in 3's global network. Using the world's most sophisticated mobile telephony,



it links the people of Hong Kong with friends, relatives and business colleagues across the world. Customers will be able to make video calls to Australia, Austria, Denmark, Italy, Japan, Sweden and the UK, and the network of such countries is expanding rapidly. Hutchison and NEC also launched the latest NEC 616 video mobile phone. "NEC is our supplier for both video mobile phones and the 3G infrastructure, and also a shareholder in our 3 Hong Kong operations," Mr Fok said.

"Together with our JV partner NTT DoCoMo, we are very pleased to announce this important handset launch and, most importantly, to know that we share NEC's full support for the future." NEC Corp. President Mr Akinobu Kanasugi said one million NEC 616s would be delivered by year end and another 1.5 million by the end of Q1 2004. Agnes Nardi, Managing Director of 3 Hong Kong, said: "We are fortunate we can leverage the resources of the global Hutchison 3G Group to bring these new services to market faster than our competitors. These services have only just become available in Europe and Australia through our sister companies." The NEC 616 video mobile phones will be sold at HK\$4,380 (approximately US\$561) each in Hong Kong, or HK\$3,980 for customers purchasing two or more units. Tariffs are simple and flexible with three basic plans. The monthly charges vary from HK\$263 to HK\$533. All tariff plans, which include video and voice minutes plus MMS and content, are designed to enable users to enjoy the entire range of 3 services.

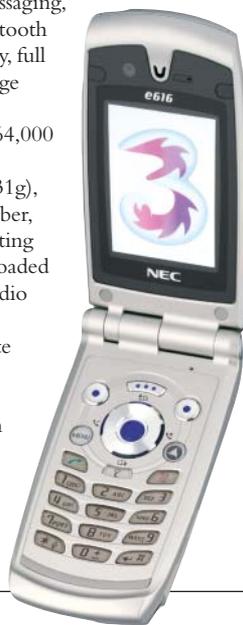
New Videophones Enter the Market

The second generation of 3G video mobile phones handsets has arrived, spearheaded by three new models that offer high-resolution videocalls and videomessages of striking quality, along



with a basket of powerful applications. The Motorola A920 (212g), launched in early Autumn, is a tri-band GSM/GPRS/UMTS "communicator" with integrated GPS, camera, audio/video player, video calling and full messaging support. It is a particularly powerful business tool. The Motorola A835 (168g)

offers the latest in multi-media entertainment with advanced messaging, video phone, Bluetooth wireless technology, full browsing and a large display capable of supporting up to 64,000 colours. The NEC 616 (131g), released in December, features a slim, cutting edge style, and is loaded with video and audio streaming, Global Positioning Satellite technology for enhanced location services, Bluetooth connectivity, memory card support, dual display and camera light.



Numbers Gain

Hutchison's global 3 network on Dec. 15 reported it had a total of 660,000 subscribers in Australia, Austria, Denmark, Italy, Sweden and the UK, up from 520,000 announced on Aug. 21, 2003. The subscriber numbers were: 340,000 in Italy, 210,000 in the UK and a combined 110,000 in Australia, Austria, Sweden and Denmark.



Kicking In

IRELAND

H3G Ireland and **Vodafone Ireland** have jointly secured the **FA Premier League** mobile rights in a three-season deal starting with the 2004/05 season. Customers of 3 in Ireland will have access, via their mobiles, to all 380 FA Premier League matches and related information. **H3G UK** already has mobile broadcasting rights for the League.



TELECOMS

See with 3

AUSTRALIA

A new TV commercial launched by **H3G**

Australia in September taps into the visual nature of video calling in a very emotional way, illustrating the benefit of being able to see rather than just hear. The commercial opens on a father working in his office. He receives a video call from his daughter who is at school. We quickly establish she is hearing-impaired. She uses sign language to communicate with her father about what time he will pick her up from school. This simple communication is only possible through video calling and it supports **3**'s proposition of making an everyday moment better with **3**.



The campaign was developed after general public feedback on how useful **3** would be to the deaf community. During the campaign, **3** worked with the **Royal Institute for Deaf and Blind Children** to develop scripts and ensure sign language was easily understood over a **3** mobile. The clip has researched as one of **3**'s most recalled TV commercials with wide appeal across all ages.

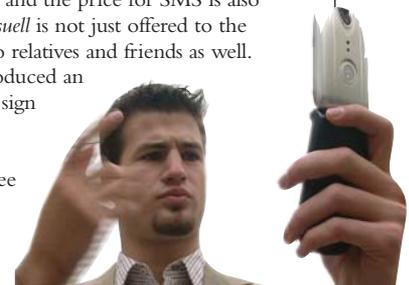
Sign of the Times

AUSTRIA

H3G Austria launched a special package called

3Visuell in October that enables more than 15,000 deaf people and their sign language-fluent relatives to communicate inexpensively via a video mobile phone.

The special price is 50% lower than for similar **3** offerings and the price for SMS is also lower. **3Visuell** is not just offered to the deaf, but to relatives and friends as well. **3** also introduced an interactive sign language dictionary available free on the Austrian **3Zone**.



Tua Good for Words

ITALY

H3G Italy launched *Tua* in September, the first

prepaid offer that includes free use of a video mobile phone. For a "one time only" sign-up fee of €99, customers are given a videophone, which **3** will replace

periodically with a new model, cost free. Monthly tariff plans start at €30.



Customers were also offered a *VideoChristmas* promotion in which the first minute of every Videocall to any **3** number was free. The company meanwhile launched **3 for Business Open**, a partnership programme in which **3** offers instruments and platforms to the software houses who are invited to bring business applications into mobility.

Seniors Synergy

ITALY

Italian weekly *Venerdì di Repubblica* carried an article

in October that focused on seniors as a unexplored market for new technology, specifically 3G mobile video phones. The piece made reference to the TV campaign of **3**'s Australian counterparts, in which a grandmother in Italy is able to see and speak to her family in Australia.

Continuing on the theme of the seniors market, **H3G Italy** is launching an educational course for the elderly that teaches them about the uses of the new technology.



Fashion on the Move

AUSTRIA

To celebrate the October launch of its *Fashion*

& Lifestyle channel, **H3G Austria** sponsored "A la Mode" — a fashion show in Vienna featuring top international designers presenting the looks of their spring and summer collections 2004. As the models strutted the catwalks, subscribers of **3** could enjoy the event via near-live coverage to their handsets. They were also able to view background information and exclusive interviews with the designers, who included Anne Klein, Escada, Zegna, Exté, GF Ferré, Just Cavalli, Versus by Versace, Tommy Hilfinger and Hugo Boss.

3 also delivered pictures and videos of the after-show parties.



Tantalising TV

ITALY

3's "teaser" TV campaign featuring

beautiful celebrities Malika El Hazzazi, Luana Spagnolo and Alexandra Merino was aired in Italy from Sept. 21, followed by the release of three new commercials on Sept. 28.

MTV on 3

EUROPE

In a move that will see music fans dancing

in the streets in Europe, **3** has signed a deal with **MTV** to distribute music videos on its networks.

Customers can access music videos, live performance footage and music news reports. Tailored clips from MTV's own programming, such as *Jackass* and *Dirty*

Sanchez, will also be available.

MTV will provide localised content in four categories. *Daily News* features showbiz news and gossip; *What's Hot* includes reviews of live performances and videos; *Best of MTV* uses clips from MTV's own programming and *MTV Live Lounge* provides archived live performance footage.

Newsbites

TELECOMS

E-mail, Banking and Dating on the Move

SWEDEN

Customers of **3** in Sweden have gained access to several innovative services via their **3** video mobile phones.

3 announced in October that it had developed two solutions for companies that enable their employees to read e-mail on their mobile handsets. One solution resembles a web-mail service (users are able to access a WAP page with e-mail, calendar and contacts) while the other solution synchronises e-mail, calendar and contacts in the company network with information on mobile handsets. **3** also teamed up with **SEB** to launch mobile banking services for private subscribers, enabling users to make transactions and payments, trade shares, and access quotations and financial

news. The services are included free in **3's** basic service package. Customers can also receive streamed video news presented by **Tidningarnas Telegrambyrå** (TT).

On a lighter note, subscribers of **3** can follow **Channel 5's** popular TV "docusoap" called **Masterplan**, allowing fans to enjoy the opportunity to constantly see what the participants are doing. **3** has also joined hands with **Lovesearch** to co-operate on a simple video-dating service whereby users can download short video clips on to the Lovesearch members' site. The goal, according to Beatrice Ståhle, creative director at Lovesearch, is that users will be able to see all potential dates within a 100m radius of their mobile phone.



3 and Me

Stockholm-based Robert Bauer is one of a growing number of subscribers who is finding that life can be a lot simpler and more productive with **3**.

Robert runs a small business in the electrical industry and was one of the first customers in Sweden to sign up for the **3** services.

Robert mainly uses his mobile at work. His staff all have a **3** video mobile phone and this has been a major advantage as it lets them show each other various technical connections from a distance.

Before he got his **3** video mobile phone, Robert would sometimes have to travel all the way across Stockholm — a journey of 50km — to solve a very simple problem. Now he can solve problems from the office.

"The mobile immediately paid for itself," he says.

When he is on the move, Robert particularly appreciates the Positioning Service which shows his location via an on-screen map.

"As an electrician, you sometimes get quite dangerous jobs. If someone falls off a ladder, it's a good thing for the others of us to know where he is," Robert explains. Although Robert chiefly uses his **3** video mobile phone in a work context, he also enjoys its benefits privately.

"It's great fun to sit in the pub and have a video conversation with your mates," he says. "I've shown the mobile to a lot of pals, and they're all interested."

He also uses his **3** video mobile phone to watch finance news and weather reports.

"It's like a microwave oven," he adds. "You don't know that you need one, but once you've gone out and got one it's difficult to see how you managed without it."



News on Stream

DENMARK / SWEDEN

Since Oct. 29, subscribers to **3** in Denmark and Sweden have had access to streamed video news via their mobiles, allowing them to view video directly instead of clips first being downloaded and then played. The news service is presented by **TV2**.

Pre-Booking

DENMARK

Following a national advertising campaign by **H3G Denmark**, customers started pre-booking video mobile phones on Oct. 13 via **3's** homepage (www.3.dk) and through the new **3Stores** in Copenhagen and Lyngby. Customers could also pre-book at selected distributors. Deliveries began in October.

Tempting Tariffs

H3G has been luring customers to its **3** networks with a selection of tariff plans.

Hi3G Access AB in Sweden launched two options, named **3Fri** (**3Free**). For as little as SEK149 per month (approximately US\$19.50) **3Fri** offers 60 or 300 free minutes of talk time and the same rates to all other networks in Sweden. **3** also launched a value package called **3Fri Kväll & Helg** (**3Free Evenings & Weekends**).

H3G Austria meanwhile has been offering special deals to businesses that provide wireless mobile Internet access. The **3Business 800+** package includes 800 minutes of voice and 30MB of data for €69 per month with savings of up to €100 on the **Motorola A920**. **3** also launched a student package that offers a €50 discount on the **A920**.

H3G UK has unveiled two new monthly

tariff plans. **VideoTalk 100** includes 100 voice minutes for £15 and **Football 500** is a £30 plan that combines 500 voice minutes with unlimited football content. **3** also introduced a wide range of content add-ons for as little as £5. **Video for Voice** is a promotion under which customers can make video calls for the same price as voice calls for the first three months of a 12-month contract. **3** celebrated the festive season with free videocalls for all between Dec. 22 and Jan. 2 inclusive.

"Down under," **H3G Australia** offered great savings on the **Motorola A835** when customers pre-ordered and connected to **3 for All** on a 24-month service plan. With **3 for All**, which replaces the **First on 3** introductory offer, connection fees and the price for **Videotalk** calls have been cut in half while customers can pay as little as 10c per SMS to any mobile.

Roaming Liaison

DENMARK

Hi3G Denmark in August signed an agreement of collaboration with telecom company **TDC** which will ensure that customers of the **3** service have roaming access to the national network for mobile telephony and SMS in areas outside the company's own mobile broadband network.