

Contact:

Marc Steatham
+1 (212) 518 1255
marc.steatham@enepath.com

Address:

enepath Global
Holdings PTE. Ltd.
10 Anson Road
International Plaza
#18-08#
Singapore,-079903



For immediate release

Press Release

Telstra to invest in and become global distribution partner for enepath

Allows trader voice specialist to offer enhanced global capability to financial market customers

Singapore, July 14 2015:

enepath announced today that it has received an investment from Telstra's Ventures team and signed a global distribution agreement with Telstra. enepath uses its Adaptive Media Platform (AMP), with fully distributed architecture, to deliver critical trader voice solutions and applications to trading rooms around the world. enepath and Telstra will be able to provide a range of deployment options, including on-premise and hosted, for customers globally.

Matthew Lempriere, Telstra's Global Head of Financial Services Market Segment, said Telstra would become enepath's new global partner and through its equity investment, will help enepath accelerate product development, expand its capabilities into new geographies and capitalise on emerging market opportunities, outside the financial services industry.

"enepath's fully virtualized voice trading platform is an industry leading solution that delivers all the scalability, reliability and security that one would expect of a fully distributed system, but with a much smaller footprint, faster installation and lower maintenance costs.

"Through our new global partnership, utilizing enepath's IP trading platform – in conjunction with Telstra's world-class integrated network, cloud data centers and suite of financial solutions – we will help our customers mitigate risk and quickly address compliance concerns, while focusing on what's most important to them – driving revenue and sustainable business growth," he said.

Stephen Phillips, Chief Executive Officer, enepath, said Telstra's investment was a critical milestone in the company's growth and a pivotal partnership for its future success.

"In today's highly competitive capital marketplace, financial services organisations face many challenges, including the need to comply with increasing regulatory requirements, together with greater volatility and increased pressure on margins.

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“As a result, demand for our IP technology among global traders is increasing and this investment will help us scale quickly while accelerating some exciting product developments, including new desktop solutions and applications.

“We’re thrilled to be joined by Telstra on this journey and look forward to uniting our resources with the goal of executing a shared strategy for IP trader voice technology on a global scale,” Mr Phillips said.

According to Mr Lempriere, Telstra is expanding its financial services portfolio at pace and will continue to build upon its domestic and global capabilities over the coming months.

“We see great synergy between Telstra and enepath and look forward to working in partnership with them to deliver leading trader voice solutions that meet the evolving needs of our customers in Australia and around the world,” Mr Lempriere said.

As part of the agreement, the AMP solution can be offered as one of a range of cloud services currently offered by Telstra as part of its capital markets ‘ecosystem’.

About Telstra

Telstra is the leading telecommunications and information services company in Australia. It provides end-to-end solutions including managed network services, global connectivity, cloud, voice, colocation, conferencing and satellite solutions. Telstra has licenses in Asia, Europe and the US and offers access to over 2,000 PoPs in 230 countries and territories across the globe. Telstra’s extended reach means that it can offer customers smarter technology solutions to support sustainable business growth.

About enepath

enepath is a network solution provider that uses its patented ‘fully-distributed’ software platform, the Adaptive Media Platform (AMP) to deliver higher levels of reliability, better ROI and greater ease of implementation than has been the case to date in the market. Applicable across multiple markets, aimed at the Trading Room as the initial vertical, enepath uses the flexibility and adaptability of IP as the start point for its range of voice and voice applications and aims to change the way that Traders use, manage and gain benefit from voice at their Trading position. Headquartered in Singapore, enepath is managed by a team of individuals with a wide range of experience in the both the finance and network sectors, having held senior positions at multiple major existing market vendors. For more information please email info@enepath.com