



ASX Release

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NEXTDC signs national agreement with Telstra to expand cloud reach

NEXTDC (ASX: NXT), Australia's leading Data-Centre-as-a-Service (DCaaS) provider today announced an agreement with Telstra that enables Telstra's enterprise, government and business customers access to NEXTDC data centres across Australia.

This national agreement allows Telstra customers the ability to move critical IT infrastructure to NEXTDC's data centre co-location facilities in Brisbane, Sydney, Canberra, Melbourne and Perth (from February 2014), with connectivity via Telstra's Next IP® network.

Craig Scroggie, NEXTDC's CEO, said the signing of this national agreement with Telstra is strategically a game changer with NEXTDC's national carrier and vendor neutral ecosystem further strengthened by the agreement.

"NEXTDC's data centre environment offers security, performance and a nationally consistent experience for organisations that are moving into the cloud," he commented.

"Through this agreement with Telstra, we are further enhancing our ecosystem to provide customers new opportunities for hybrid cloud computing models".

Michael Riad, Telstra's Director of Cloud Services, said the partnership would help to expand Telstra's existing global data centre footprint in Australia, Asia, Europe and North America.

"We recognise that some of our customers want to complement their Telstra cloud infrastructure environment with equipment that is co-located in a managed data centre in their region. Our relationship with NEXTDC allows our customers to deploy hybrid solutions, combining Telstra's cloud infrastructure and superior Next IP® network with NEXTDC data centre services," he said.

Telstra customers are able to order NEXTDC data centre co-location services in Australia from today, Monday 16th December 2013, through their Telstra Account Executive or from NEXTDC.

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For more information:

Craig Scroggie

Chief Executive Officer

Paul Jobbins

Chief Financial Officer

T: +61 7 3177 4777

E: investorrelations@nextdc.com



About NEXTDC

NEXTDC is an ASX 300 company and is the only independent data centre operator with a strategic footprint in all major growth markets in Australia.

NEXTDC offers a range of highly flexible, scalable, resilient and secure colocation services to corporate, government and IT services companies.

NEXTDC's purpose-built facilities have been designed to address the market's growing appetite for energy-efficient, independent data centres in which organisations can host their critical IT infrastructure, and also to address the emergence and growth of cloud (internet-based) computing.

As a cloud enabler, NEXTDC's enterprise-class data centre facilities address the challenges of security, connectivity and neutrality that have hindered the wider acceptance of cloud computing.

Further information is available at www.nextdc.com