

Nextgen Group Overview Destination Digital-Geraldton

16th October 2013



WHAT WE DO

***We transport, house and secure critical data
for Australian industry and government***

CORE BUSINESS STRATEGY

Specialised communications solutions. Breaking traditional supply lines

Who?

- Enterprise, business, government and wholesale segments

Where?

- Intersection of high growth fibre networking, data centre and cloud services segments

What?

- Discrete and bundled products leveraging our unique assets and capabilities
- Security, reliability and high service levels

How?

- Differentiate with high value customised solutions
- Specialised sales and marketing, targeting key growth segments

OUR CUSTOMERS

Government



Carriers



Corporates



NEXTGEN GROUP NETWORK

Nextgen is a Specialist Provider of Data Solutions

Our Customers

- Medium to Large Corporates
- Government
- Carrier and ISPs

Our Products

- High Capacity Data Links
- Corporate WAN Networks
- Internet Solutions
- Data Centre Solutions

Our Fibre Network

- One of Australia's Largest
- Over 1,000 buildings connected
- Metro networks in key capital cities
- 104 Data Centres Connected



OUR ASSETS

National Network

We operate one of Australia's largest and most sophisticated networks.

It connects to Australia's mainland capital cities and to regional and remote areas

- Long-haul, wide reaching network of over 17,000 kilometres of fibre-optic cable
- Fully redundant network with multiple 10 Gigabits per second wavelengths of capacity upgrading to 100Gbps
- Australia's first Virtual Private LAN Service (VPLS) network



OUR ASSETS

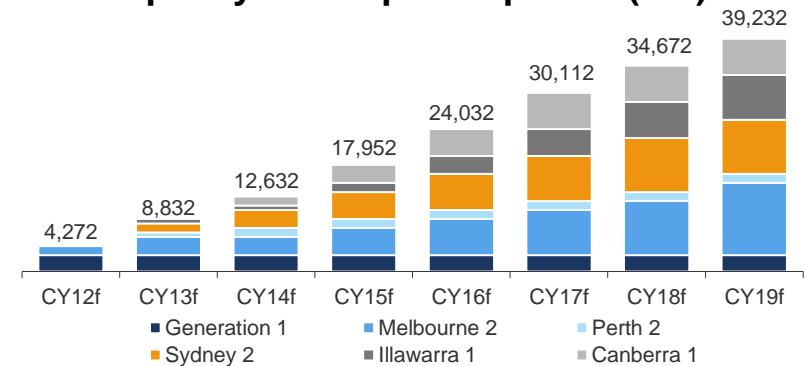
Nextgen Group's capabilities are supported by our data centres, which operate under the Metronode brand. We own and manage a total of eight data centres.

Nationwide infrastructure footprint

- Maintained 100% uptime in its five Gen 1 facilities since operations commenced in 2002
- Developing new, state of the art data centres (known as Gen 2 facilities) across Australia
- Significant capacity expansion plans to capture market demand



Capacity development profile (kW)

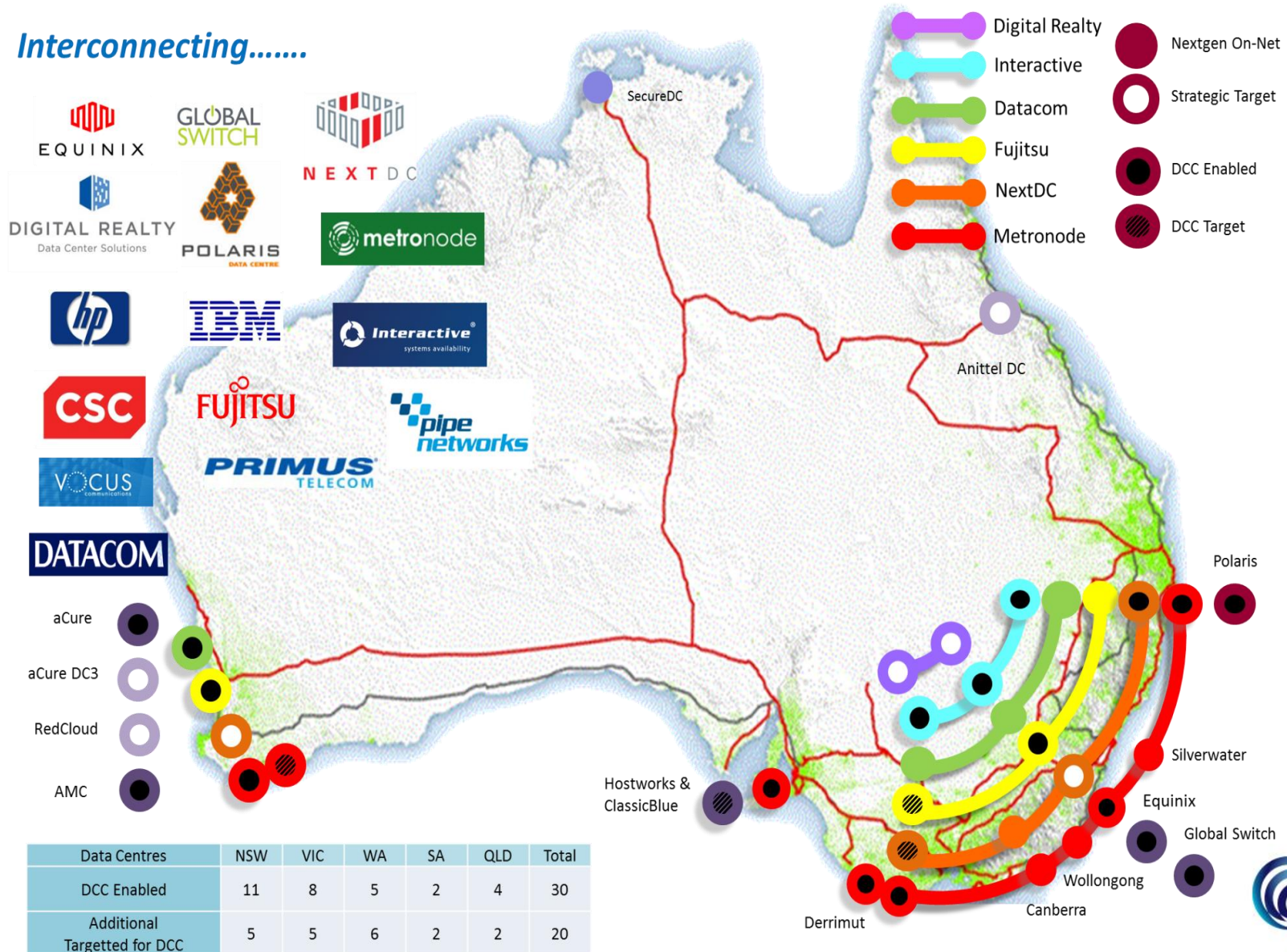


Metronode's new Melbourne-2 data centre



Nextgen Data Centre Connectivity

Interconnecting.....



ASC / NEXTGEN NETWORK OVERVIEW

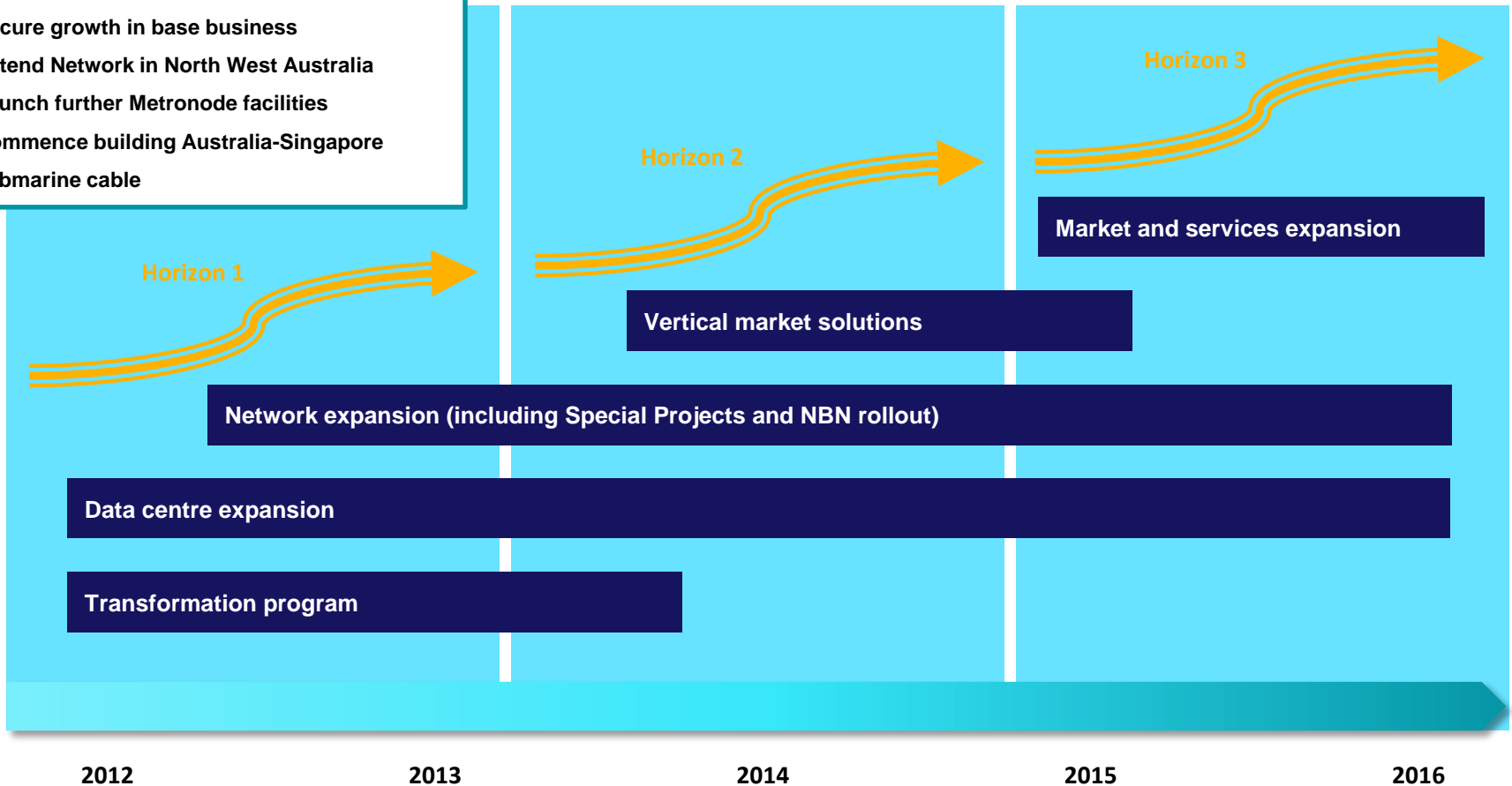


5 YEAR GROWTH STRATEGY

We have a clear growth strategy over the next 5 years

Key Current Priorities:

- Secure growth in base business
- Extend Network in North West Australia
- Launch further Metronode facilities
- Commence building Australia-Singapore submarine cable



REGIONAL BACKBONE BLACKSPOTS PROGRAM



Australian Government

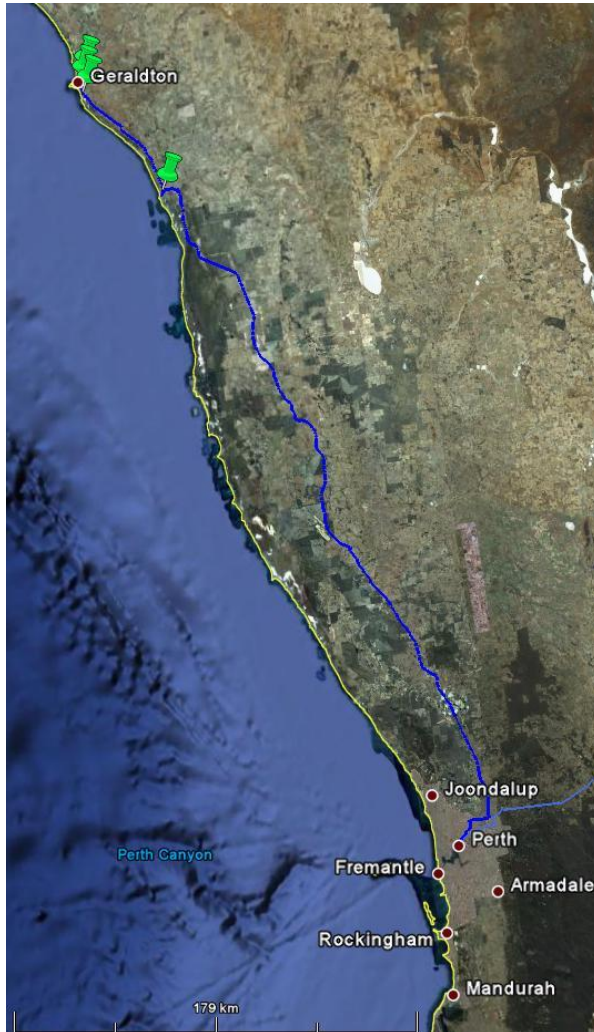
National Broadband Network

Regional Backbone Blackspots Program

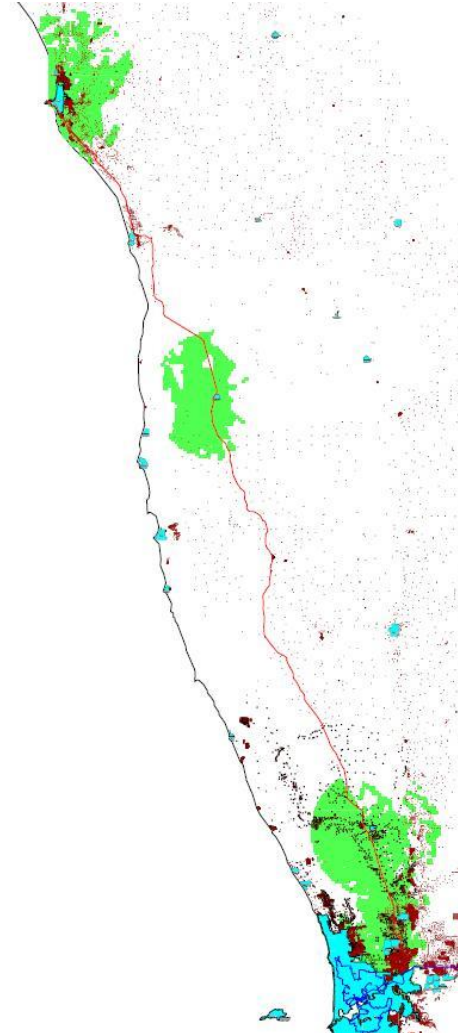
- The Regional Backbone Blackspots Program (RBBP) is an Australian Government initiative with the specific objectives of:
 - delivering an economic stimulus to Australian industry
 - providing competitive telecommunications services to underserved regional markets
 - forming foundations for the National Broadband Network.
- Nextgen has been awarded a \$250million contract to design, construct, operate and maintain backbone transmission links to nominated regional locations on behalf of the Australian Government and achieve these objectives.

SPECIFICS OF THE PERTH TO GERALDTON ROUTE

Fibre Path



Existing Tower Wireless Potential



ACCESS AND FACILITIES CAPTURE POPULATION CENTRES

Points of service in population centres along the Perth - Geraldton route

- The route will provide backhaul to an additional 20,000 premises in towns and 13,000 in rural areas if served by wireless
- An additional 3 transmission nodes (CEVs) at Rig Road, Boothendara and Arramall will also be installed and operate in between:

Route	BPol/CPol	Location	UCL Premises	GNAF UCL Premises Count	Non UCL Wireless Premises Count
F	CPol	PERTH			
F	Access	BULLSBROOK EAST	738	20,205	13,336
F	Access	GINGIN	416		
F	Access	ENEABBA	198		
F	BPol (Exchange)	DONGARA/PORT DENISON	2256		
F	BPol (Exchange)	GERALDTON SOUTH	16597		
F	CPol	GERALDTON			
F	BPol (Exchange)	GERALDTON			
F	BPol (Exchange)	BLUFF POINT			

AN OUTLINE OF NEXTGEN'S BID

5,800km of new fibre assets

- “Fat” fibre through towns and cities
- Primarily underground construction
- Protected active systems or protected and diverse using Nextgen network

Over 100 active access points for Wholesale Services

- 80x10Gb/s wavelength (40Gb/s wavelength capable) core capacity
- SDH and Ethernet over SDH carrier services
- Connectivity to nearest capital city and/or Sydney offered on all routes
- Connection to Nextgen switched network core for VPLS, VLAN, IP Transit services and national connectivity

Significant Nextgen contribution to project

- Access to over 2,800km of Nextgen fibre
- Use of exiting OSS/BSS and customer integration
- New market establishment activities
- Committed O&M costs for Ops Period and beyond

63 Telstra exchanges accessed for DSL services, initial customer Nextep

RBBP SERVICE OFFERING

- Nextgen will provide a range of wholesale RBBP Services during an initial 5 year Operations Period.
- RBBP Services will include:
 - Managed Wavelength and Leased line transmission services:
 - A full range of SDH and Ethernet-over-SDH
 - 1Gb/s & 10Gb/s Ethernet; 2.5Gb/s & 10Gb/s SDH
 - Managed Layer 2 Switched Ethernet services:
 - Point to Point VLL from 10Mb/s
 - Point to Multipoint VPLS from 10Mb/s
 - Wholesale ADSL and SHDSL services
 - from Cabinet BPOs only
 - Wholesale Internet Access from 10Mb/s to 10Gb/s
 - Co-location and cross-connect services
 - CPO co-location at CEVs and Nextgen capital city nodes
 - Subject to space availability
 - Managed Optical Fibre
 - For connection to RBBP transmission services
 - Subject to fibre availability

WHAT RBBP MEANS TO WESTERN AUSTRALIA

- Essential competitive backhaul. Providing opportunities for companies that are considering the rollout of access networks in regional areas such as ADSL, Mobiles, Wireless and Fibre to the Premises (FTTP). Nextgen customers have overwhelmingly indicated that they will not construct access networks in those regional locations which are not served by competitive fibre backbone.
- Strong infrastructure support now provided to academic and research activities (especially ASKAP and MRO) situated in Western Australia
- 8 new wholesale access points
 - Bluff Point, Geraldton, Geraldton South, Port Denison, Dongara, Arramall, Boothendara, Rig Road
- 5 new locations for competitive DSL using Telstra exchanges
 - Bluff Point, Geraldton, Geraldton South, Port Denison, Dongara
- New design and land access, construction, commissioning, project management and network support jobs