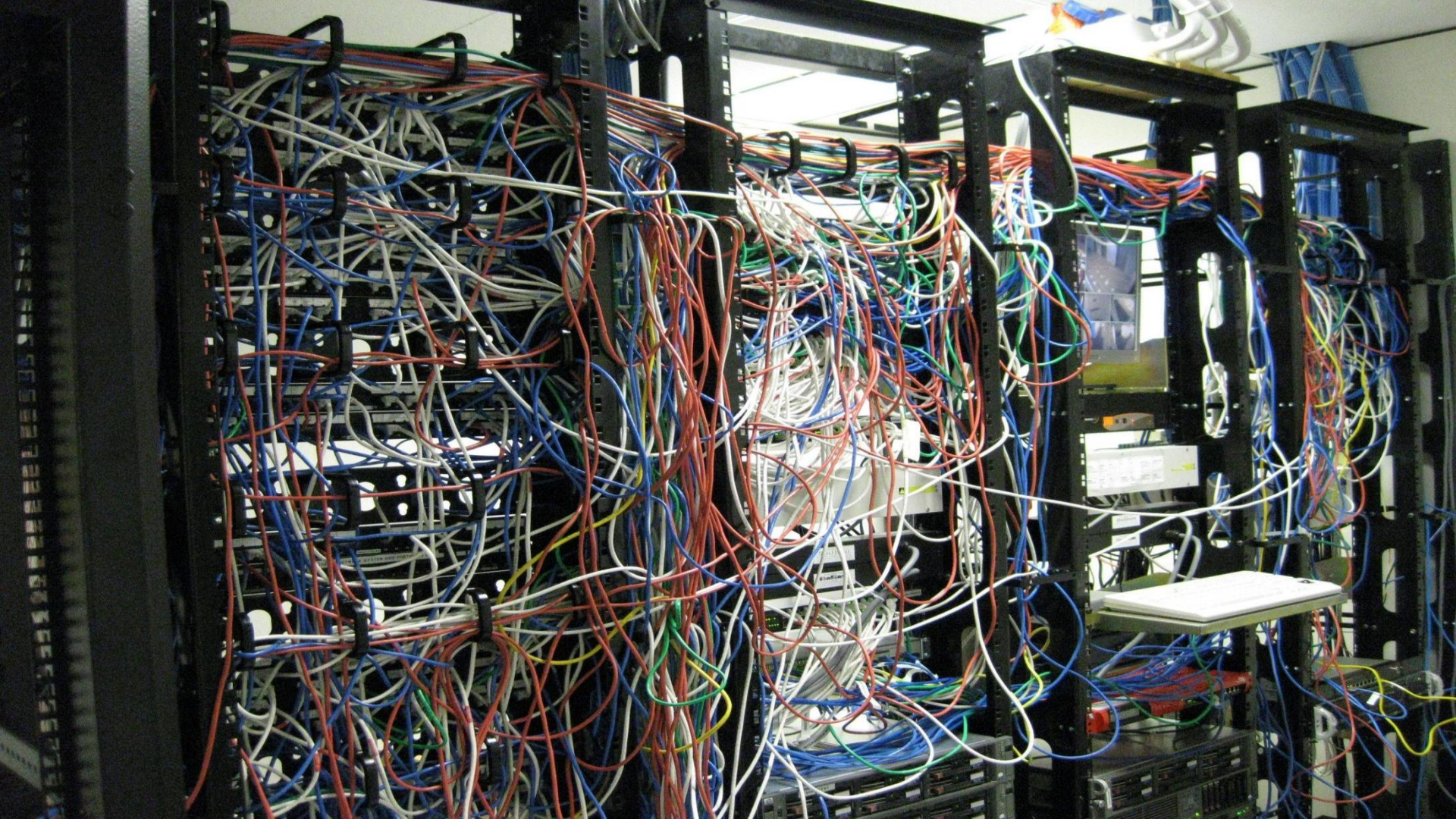





ADAM SCULLY

GROUP EXECUTIVE – SALES AND MARKETING









HYBRID
IS THE NEW NORMAL



A person in a blue shirt stands with their back to the camera, reaching up to a chalkboard. The chalkboard is densely covered with various mathematical and scientific notations, including calculus problems, algebraic equations, geometric diagrams like a pyramid and a cylinder, and chemical structures. The text 'HYBRID COMPLEXITY EQUALS INTEGRATOR OPPORTUNITY' is overlaid in large white letters across the center of the image.

HYBRID COMPLEXITY EQUALS INTEGRATOR OPPORTUNITY

PARTNER STRATEGY



NATIONAL



CONSISTENT



SCALABLE



RELIABLE



POWERFUL



CONNECTED



SUSTAINABLE



INTELLIGENCE

MULTI-CHANNEL GO-TO-MARKET



HOSTING AT B1 BRISBANE

CALL US TO
ARRANGE
A TOUR

Optus EXPAN NEXTDC provides co-located hosting services for your IT equipment in secure Tier 3 data centre facilities in most capital cities around Australia.

B1 is located in the heart of Brisbane's CBD, close to all major road networks and public transport links. This premium facility is Queensland's most fibre-connected commercial data centre, and has been retrofitted to our high standards for power, security and cooling.

Over 80% of the B1's construction is solid concrete, providing extra security and fire protection, while the elevated Wharf St

BUILDING OVERVIEW

- Six storey 2,900m² building with additional basement.
- Total technical space approximately 1650m² and rooftop plant.
- 700 rack capacity.
- 350m² per data hall.
- 500mm raised floors on Levels 3 to 6.

COOLING

- N+1 air-cooled UNIFLAIr chillers with variable speed motors.
- Dual chilled water risers servicing the building.
- Chilled water buffer tank with dual water bypass.
- Multiple redundant water pump and compressor configuration.
- Redundant back-up pipe systems to essential equipment.
- Server heat load approximately 1,400 W/m².
- N+1 Computer Room Air Conditioning (CRAC) units per data centre room.
- CRAC units fitted with supply temperature control and floor pressure control.
- Cold aisle containment system on Levels 3 to 6.
- Hot aisle containment system on Level 2.
- Average cold aisle temperature of 22 +/-2 degrees.
- Average cold aisle relative humidity of 50% +/- 15%.

TELECOMMUNICATIONS

- Diverse underground cable pathways to the building.
- Dedicated interconnect room for cable connections.
- 100% carrier and vendor neutral.

Optus EXPAN NEXTDC provides co-located hosting services for your IT equipment in secure Tier 3 data centre facilities in most capital cities around Australia.

HOSTING AT NEXTDC B1

Optus provides the physical infrastructure to host your equipment, including rack space or secure hosting floor space together with power supply to operate the equipment, power supply and generator backups, high volume cooling and on-site security.

By taking space in a state-of-the-art Optus EXPAN Hosting NEXTDC data centre, business systems are located at the gateway to the Optus international internet and benefit from direct high-speed connectivity. This helps businesses reduce traffic on the corporate network, optimise response times and avoid the expense of establishing and maintaining a comparable in-house facility.

- IT load capacity of approximately 2.25MW.
- Minimum N+1 redundancy.
- Dual underground 11kV Energex feeders from city power grid once complete.
- N+1 redundant 11kV/415V 2500kVA distribution transformers.
- N+1 redundant 1.2MW UPS modules for data centre load.
- 100% standby generator power (Cummins V16 60 litre quad turbo diesel with 2.25MVA output) with N+1 redundancy.
- Full N+1 main electrical infrastructure extending to N+N at PDU level.
- Diverse path vertical distribution cabling to data centre floors.
- Diverse A + B + C power supply distributed at 400V via UPS.
- Minimum 12 hours' onsite fuel supply.

PARTNER PRODUCTISATION

FACILITY OVERVIEW S1 SYDNEY



S1 Sydney: one more reason to choose NEXTDC

As Australia's only independent data centre operator with a national presence, NEXTDC provides scalable colocation services to government, enterprise and IT services organisations.

Supporting the growth of cloud computing and virtualisation, our next-generation data centres offer superior physical security, connectivity, energy-efficient cooling and high density power. Plus, our unique service includes real-time monitoring and remote controls through our award-winning data centre management tool, ONEDC®.

With the continual development of customer services and technical expertise that's delivering industry-leading colocation data centres, NEXTDC is redefining Data-Centre-as-a-Service (DCaaS).



About Telstra

More than 200 of the world's top 500 companies rely on us in over 230 countries. We work with them to achieve their strategic goals, uniting our significant resources – including 5,400 technology and technical specialists, over 1,900 network planners and engineers, and over 3,100 field technicians.

Whether on-premise or in the cloud, all our solutions are underpinned by our fast, far-reaching Next IP®, Next G® and Global IP® networks and backed by billion-dollar R&D investments to give you a competitive edge. Expert teams at our world-leading Operations Centres ensure business continuity 24/7/365, and our Customer Service has full international certification.





CHANNEL PARTNER ECOSYSTEM

350+

CHANNEL
PARTNERS

4000+

PARTNER
SALESPEOPLE

“

Your new digital platform will allow you to participate in the evolving world of business, government, and consumer ecosystems because ecosystems are the next evolution for digital. It's how you compete at scale.

Peter Sondergaard, Senior Vice-President and Global Head of Research, Gartner

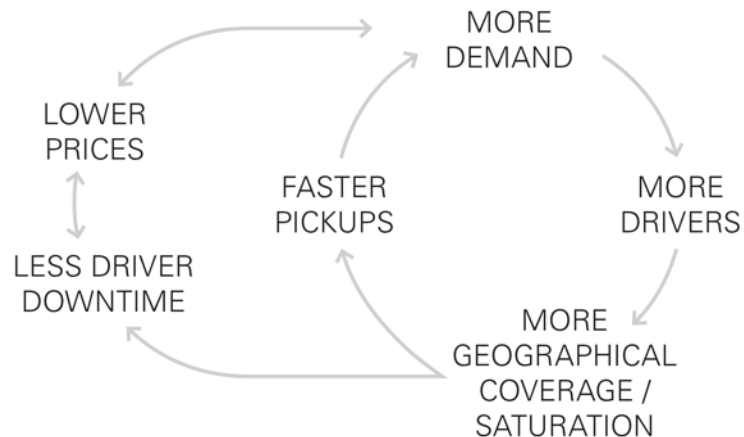
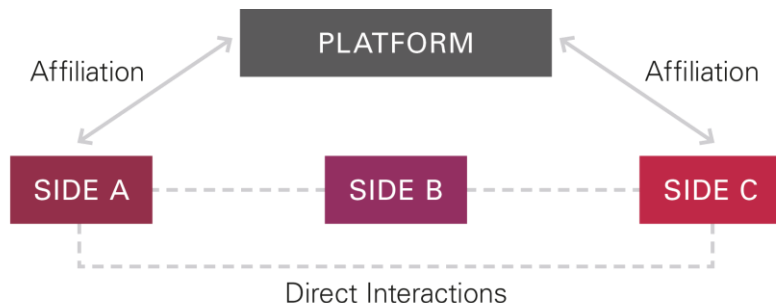
WHY MULTI-SIDED PLATFORMS WORK

Solving a hard coordination problem is the key: Airbnb and Uber

Network effects are the most significant way to create moat and generate profit

What is MSM?

Software, application or service creating value by facilitating direct interactions between affiliates on multiple sides.



U B E R

EVERYONE'S PRIVATE DRIVER™





airbnb

BUILD A SEAMLESS HYBRID CLOUD SOLUTION

Connect to
Australia's largest
independent
network of cloud
and ICT providers



CLOUD CENTRE





NEXTDC

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Search and select to find your
best match

Cloud Centre

Find your digital transformation partners in NEXTDC's ecosystem.

Search for new connection opportunities, fill in an online form and NEXTDC will connect you to the **right people, first time**. We have more than 300+ partners offering the full range of Telco and IT services.

[CLEAR](#)[Reset search](#)

- ☐ Cloud Connections
- ☐ Data Centre Services

Data centre:

Brisbane

☐ B1☐ B2

Canberra

☐ C1

Melbourne

☐ M1☐ M2

Perth

☐ P1

Sydney

☐

Cloud Centre



netdocuments®

Alvin Tedjamulia
CTO

“As the leading cloud-based document and email management provider for law firms and financial institutions, NetDocuments relies on world-class companies like NEXTDC to build and support a best-of-breed technology infrastructure that will ensure a highly secure, reliable, and efficient environment for NetDocuments global content management service.”



N E X T D C

Australia's leading independent
Data-Centre-as-a-Service provider

AUSTRALIA'S LARGEST NETWORK OF NEUTRAL COLOCATION DATA CENTRES

PERTH
P1 6MW

CANBERRA
C1 4.8MW

MELBOURNE
M1 15MW
M2 25MW

BRISBANE
B1 2.25MW
B2 6MW

SYDNEY
S1 15MW
S2 30MW



8 DATA CENTRES

104+ MEGAWATTS¹

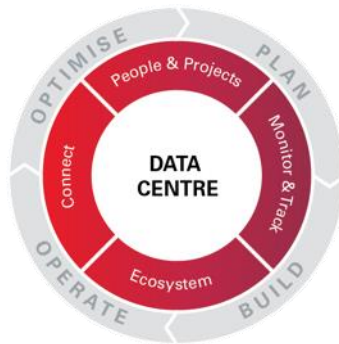
20,000+ RACKS¹

DATA CENTRE-AS-A-SERVICE

expertise that enables business transformation

Our services are designed to support you throughout your transformation and beyond. Helping you plan, build, operate and optimise your digital solutions to stay agile and disrupt your industry.

nextdc.com



100% CARRIER & VENDOR NEUTRAL

Benefit from our rapidly expanding Cloud Centre ecosystem where you can search and select potential suppliers, partners and customers for your business across our entire data centre network.



NEXTDC PREMIER PARTNERS

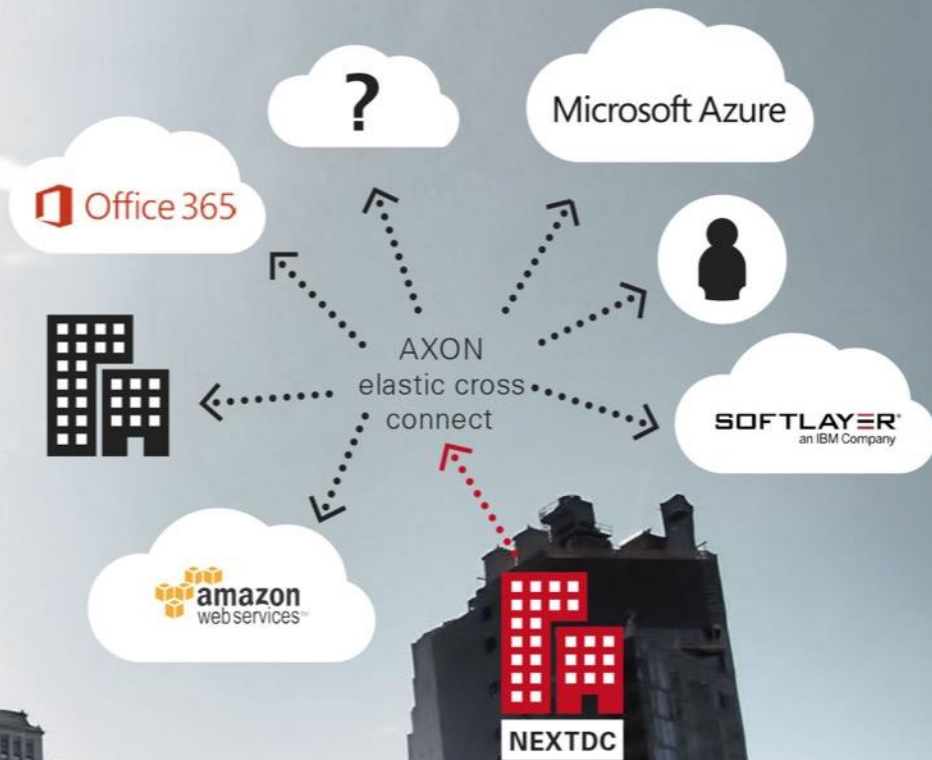


CLOUD CENTRE

300+ LEADING COMPANIES
50+ LOCAL & INTERNATIONAL CARRIERS

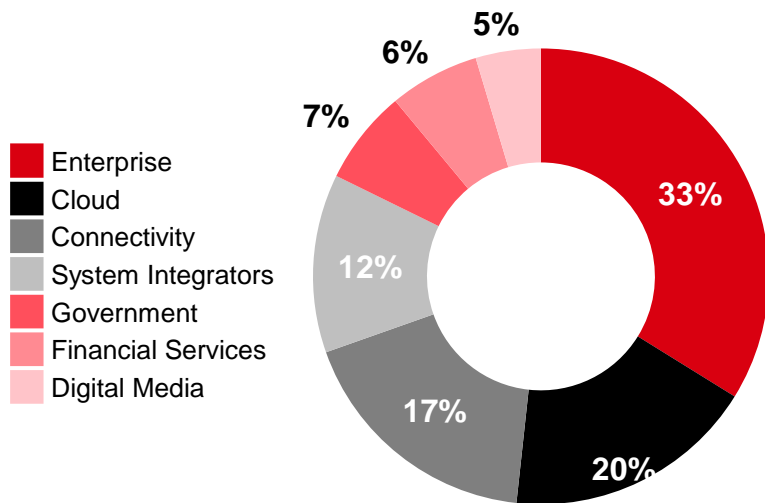
INTERCONNECT YOUR WORLD

In the digital age,
interconnectivity is your
competitive edge.

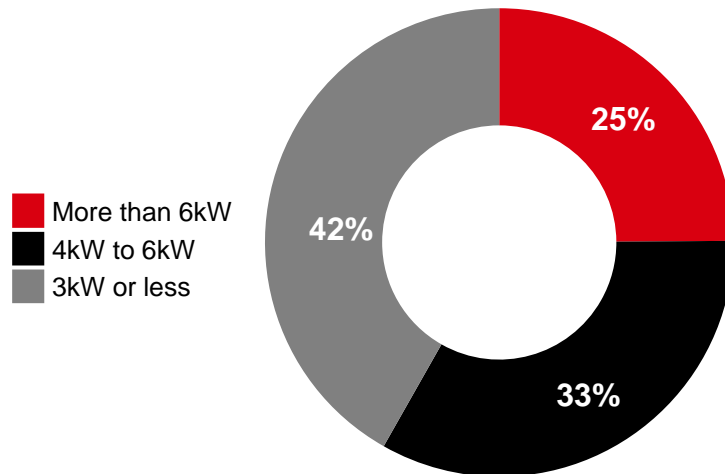


CUSTOMER BY INDUSTRY

Customer by industry^{1,2}



Utilisation by density³



1. As at 31 December 2016

2. Percentages refer to the number of customers belonging to each industry

3. Density per rack equivalent. Percentages refer to the proportion of rack equivalents contracted at each density

A photograph of a modern building lobby with four turnstiles. Each turnstile has a person passing through it. The turnstiles have silver tops and glass sides. The floor is dark wood, and the walls are glass with a green tint. The text "THE ENTERPRISE CUSTOMER BUYING JOURNEY" is overlaid in white at the bottom.

THE ENTERPRISE CUSTOMER BUYING JOURNEY



THE DIGITAL AGE IS FORCING FUNDAMENTAL CHANGE

How will the evolving forces of disruption change the

RULES OF RISK?



A hand is shown from the right side, pulling open a blue server rack door. The background is a blurred server room with blue lighting and green indicator lights on the server units.

DATA RETENTION
DATA BREACH
DATA SOVEREIGNTY

CONSUMPTION ECONOMICS IS A POWERFUL DRIVER OF HYBRID CLOUD AND COLOCATION

Public
cloud

Hybridised
cloud

Private
cloud

CONNECTING THE
CLOUDS



“

Microsoft says 50% of
all workloads will be in
the cloud by 2020

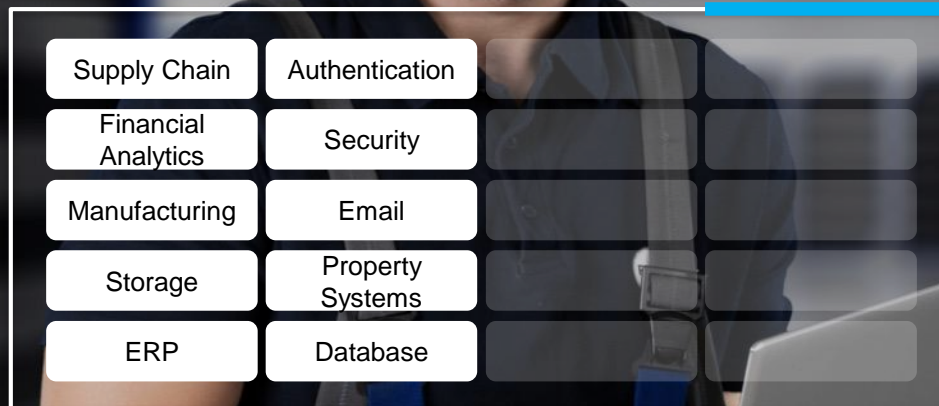
Phil Goldie, Director Partner and Business Development, Microsoft Australia

A blurred background image of an office environment. In the foreground, a person is seated at a desk, working on a laptop. The background shows other office desks, chairs, and equipment, all out of focus. The overall color palette is muted, with some red and blue accents from office furniture or partitions.

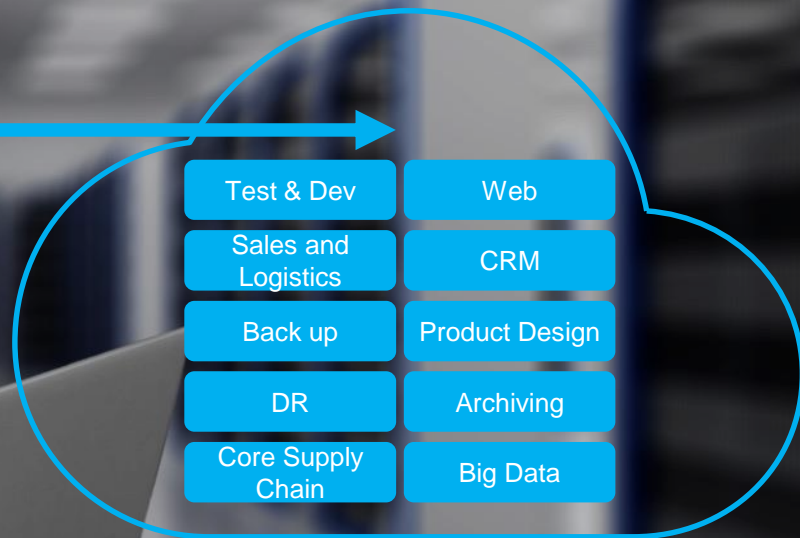
The other 50% will
remain in corporate
networks

THE EVOLUTION OF A TYPICAL CUSTOMER DC

~ 50% of workloads migrate to Public and Private clouds



Staffing | Security | Compliance | Real Estate | Connectivity |
Fire Suppression | Generators / UPS | Cooling Infrastructure



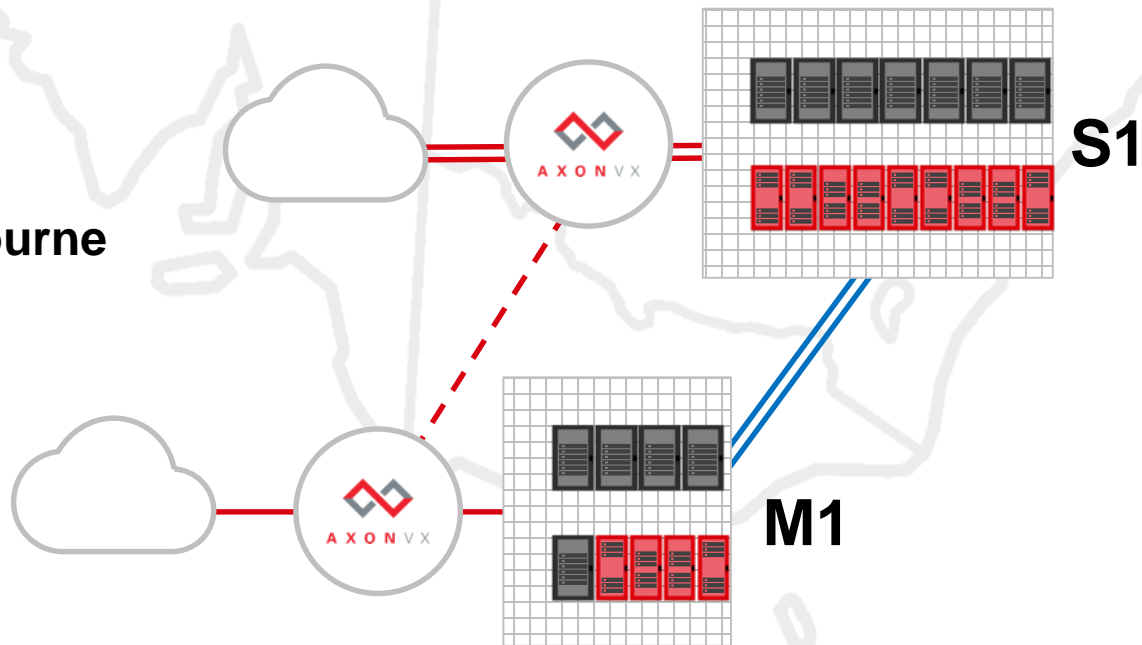
ENTERPRISE HYBRID EXAMPLE

Cage in Sydney and Melbourne

- Private Cloud (vBlocks)
- Colocation
- Public cloud via AXONVX

Diverse connectivity

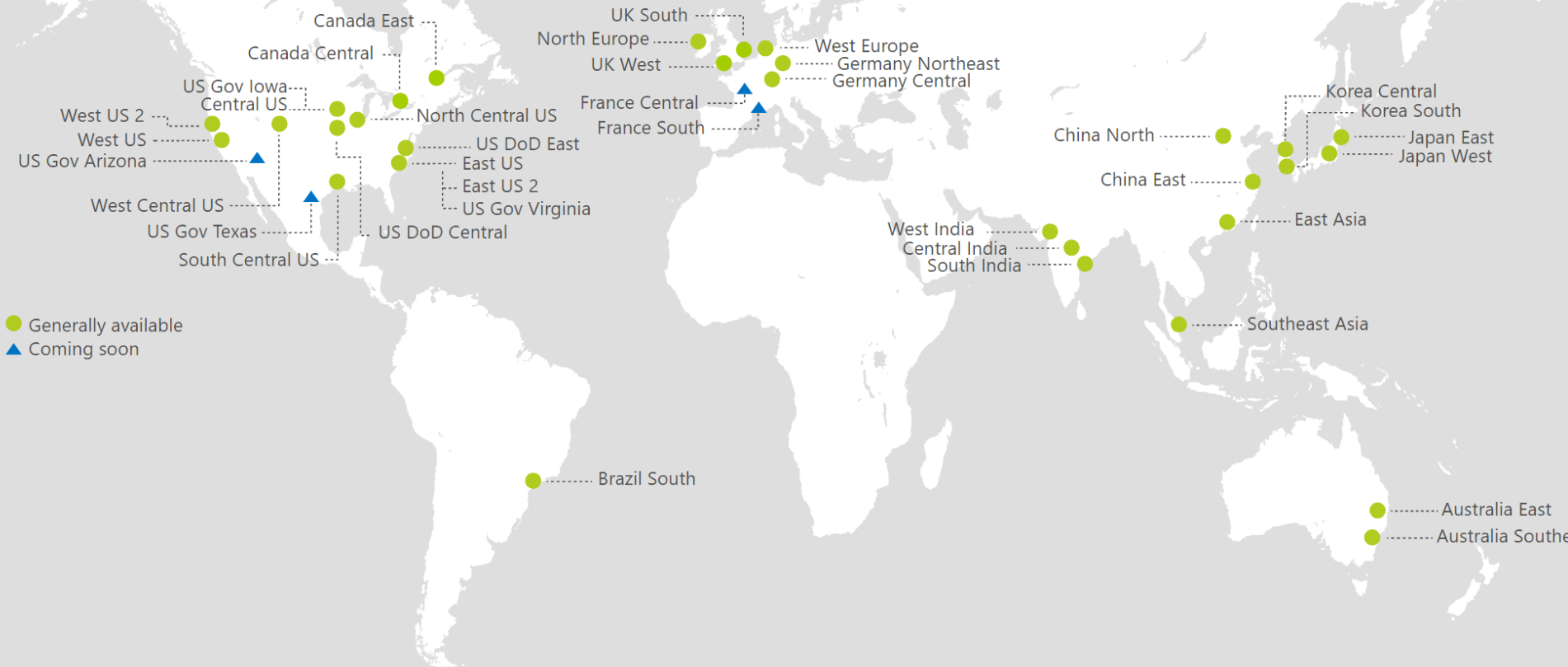
- Two carrier services
- AXONVX intercap



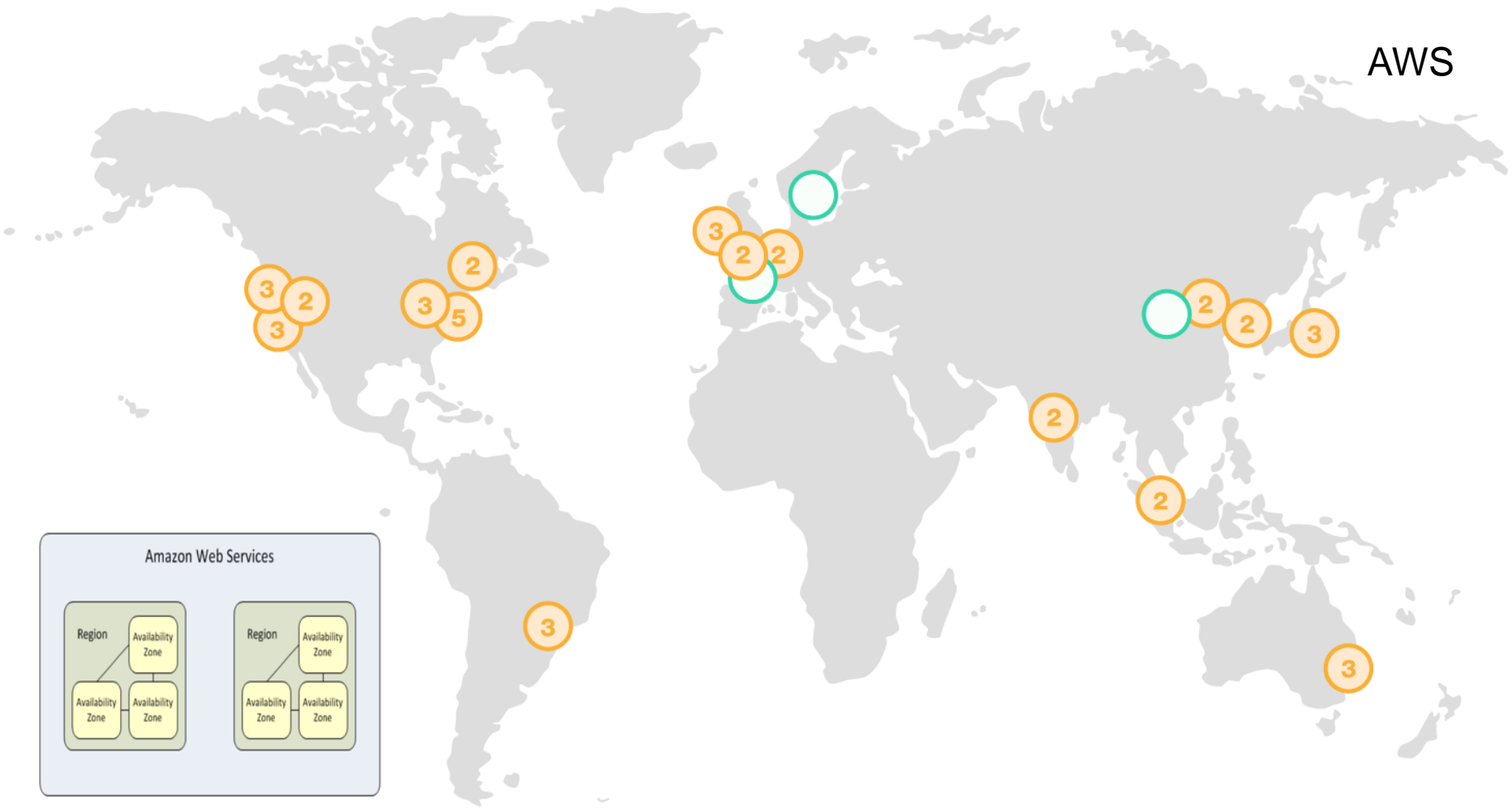
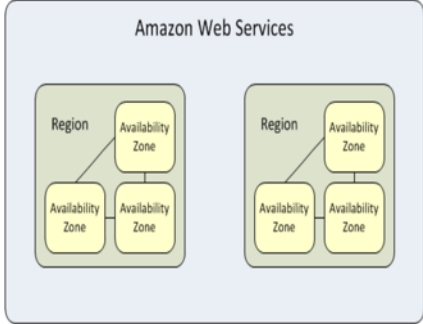


CLOUD ARCHITECTURE IS NOT A ZERO SUM GAME

Microsoft



AWS



Google



Current Regions & Number of Zones*

Future Regions & Number of Zones*

* While some regions may launch with 2 zones, all regions are planned for a minimum of 3 zones



A BOOMING MARKET OPPORTUNITY

APAC DC market the fastest growing of any region:

- 2016 revenue US\$14.13B
- 14.7% CAGR to 2022
- 2022 revenue US\$31.95B

Source: Frost & Sullivan (March 2017)

Supply deficit predicted in Australia in next 3 years

New DC capacity in Sydney and Melbourne (200MW) vs. estimated hyper-scale cloud demand (200-305MW)

Source: RBC Capital Markets (March 2017)