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## **Spirit releases NBN Enterprise Ethernet products via its proprietary Spirit X Digital Sales Platform Launches Spirit Brand Nationally**

- **Adds NBN Enterprise Ethernet (NBN EE) in Spirit X, Australia's largest digital aggregator of business Internet products nationally across over 70% of Australian business premises.**
- **Spirit Brand & Products launched nationally across Sky News, Sydney & Melbourne Billboards, AFR.com and the NINE network.**
- **Spirit X allows Resellers and Businesses to find and purchase High Speed B2B Internet products nationally in seconds: <https://shop.spirit.com.au/>**
- **NBN EE is enterprise grade fibre service, accessible to 70% of Australian business premises.**
- **Spirit pushing for aggressive organic growth and fast start in FY21 with NBN EE and Sky Product bundles of IT/MSP Services.**

Spirit Telecom (ASX:STI) (Spirit) is pleased to announce that its Spirit X platform, Australia's largest digital aggregator of business internet products, has launched the NBN Enterprise Ethernet (NBN EE) range to its resellers and direct customers via its sales platform.

NBN EE is an enterprise grade fibre service, with superior symmetrical performance to that of legacy business Internet products and via Spirit X can reach in the vicinity of two million businesses. The addition of the NBN EE product range significantly expands the market opportunity for Spirit X across Australia, which could previously service ~100,000 addresses with fibre internet products to now being able to provide symmetrical data connections across a truly national footprint. Spirit X now aggregates, service qualifies and sells high speed products from Spirit's own Network in addition to: Opticomm, NBN, TPG, DGTek, FG Telecom and Vocus.

In line with the expanded market for Spirit X, the company expects further organic growth as cross selling opportunities emerge and the platform moves from a data platform to a marketplace in FY21, offering cloud services, IT support and security. Customers can expect bundled, high-speed Internet and IT services in one offering.

Commenting on the NBN EE, Spirit's Managing Director Sol Lukatsky said; "The launch of the NBN Enterprise Ethernet product moves Spirit into a new phase of growth. Additionally, the Spirit X product range is being promoted via our first national marketing campaign. Spirit X has already generated over 6200 service qualifications and leads in a few months. With the ability to service a much larger number of businesses, Spirit can drive greater awareness of the platform and continue to fill the demand for bundled, high-speed internet links and IT services in one offering."

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This announcement is authorised for release to the market by the Board of Directors of Spirit Telecom Limited.

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