



N E X T D C

ASX/Media Release

31 October 2011

NEXTDC LIMITED 2011 ANNUAL GENERAL MEETING

In accordance with Listing Rule 3.13.3, please find attached copies of the presentations to be provided today at NEXTDC Limited's (**ASX:NXT**) first Annual General Meeting.

The Board wishes to thank our shareholders for their support and encouragement.

Robin Khuda
Company Secretary

NEXTDC

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13 NEXT

ACN 143 582 521

Chairman's Address – Mr Roger Clarke

Ladies and Gentlemen,

Thank you for attending the 1st Annual General Meeting of NEXTDC Limited.

Following its successful Initial Public Offering (IPO) on 13 December 2010, the Company continued to expand aggressively and established a national footprint in a very short period of time and is the only neutral data centre provider with strategic footprint in all major growth markets in Australia, namely Brisbane, Melbourne, Canberra, Perth and Sydney.

The amount of support and interest shown from investors, media, suppliers and customers has been tremendous and is a testament to our solid business model supported by our high quality staff and management team.

In the past 12 months, the Company has achieved many of its goals including:

- establishing itself in all five growth markets in Australia;
- raising over \$150 million equity;
- assembling a highly experienced management team; and
- developing smart systems and processes.

B1 was officially announced as “live” on Monday 10 October 2011. We expect M1 and C1 to be live in the not too distant future, and P1 and S1 to be live in the second half of the 2012 calendar year. With its independent national ecosystem, NEXTDC boasts a competitive advantage that no other neutral data centre provider currently has.

The Company is on track to execute its business strategy and to execute its vision to become the most recognised, connected and trusted data centre brand in Australia and New Zealand.

The Company recorded a loss of approximately \$1.7 million for the period 11 May 2010 to 30 June 2011. The loss relates primarily to salaries (approximately \$1.5 million), depreciation and amortisation of old equipment in B1 facility (approximately \$0.7 million) and other costs normally incurred in the start-up of a company. The Company received approximately \$1.8 million interest income during that period through efficient cash-flow and suppliers' payment term management.

While the Company recorded no data centre revenue in this period, it is well placed to commence delivering revenue from the 2012 financial year following the opening of Brisbane, Melbourne and Canberra facilities. It should be noted that revenue for the 2012 financial year will be nominal due to different go live dates for the facilities and the management does not expect to a profit in the year to 30 June 2012.

Sales activities remain strong with over ten high-quality medium to long term customer contracts having already been secured. With recently recruited additional sales resources, we expect solid sales performance in the year ended 30 June 2012.

The Company continues to differentiate itself in the marketplace by being a national and neutral data centre provider and offering advanced software technologies which are designed to provide greater visibility and functionality to our customers. When completed, our ONEDC portal will allow customers to view near real-time critical information about their services and will simplify monitoring and managing customers' equipment from a single portal for all NEXTDC facilities.

Our enviable position in the marketplace would not be possible without the hard work and dedication of our executive management team. I would like to acknowledge and give special thanks to Bevan Slattery, our CEO and Robin Khuda, our CFO. Their tireless efforts and many sleepless nights have led the Company to its present position.

Now, I would like to invite Bevan to provide a detailed overview of NEXTDC business.

Thank you.



N E X T D C

2011 Annual General Meeting (AGM)

31 October 2011

“To become the most
**recognised, connected &
trusted** data centre brand in
Australia and New Zealand.”



NEXTDC



Our Business



NEXTDC established a national footprint in a very short period of time and is the only neutral data centre provider with strategic footprint in all major growth markets in Australia.



Speed to Market



Access to Capital



Access to Suitable Sites



Experienced Team



Independent National Ecosystem



Systems and Processes



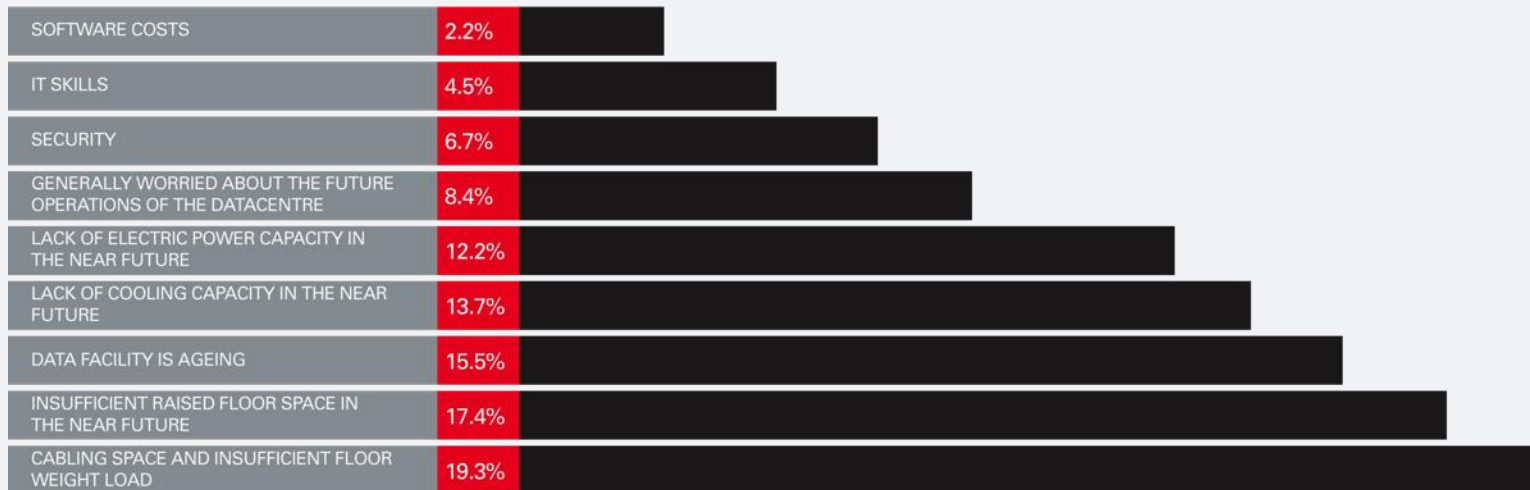
Efficient Design



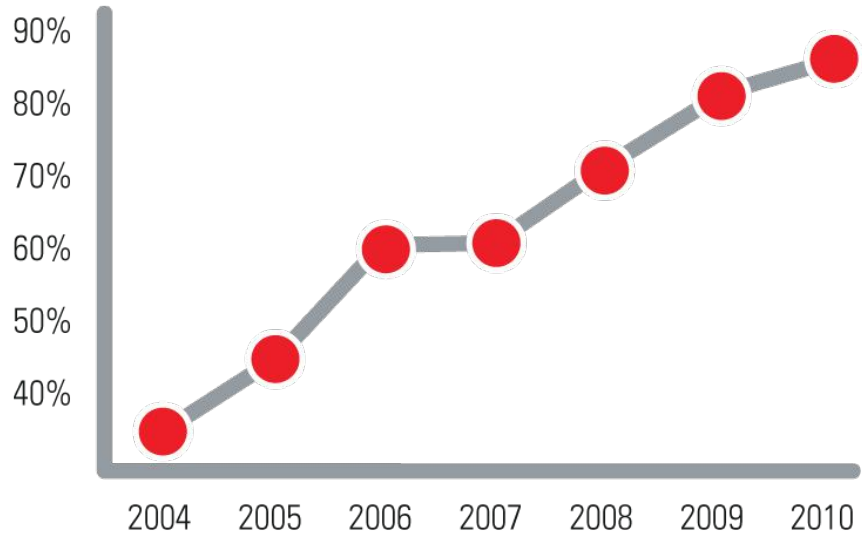
Speed to Market

Many IT Managers are experiencing a number of pain points that existing data centres cannot cope with:

- lack of power and cooling – combined (25.9%);
- insufficient floor weight load and cabling space (19.3%);
- lack of raised floor space (17.4%); and
- ageing and inefficient facility (15.5%).



Source: IDC Australian Data Centre Study, April 2010



Data Centre Occupancy Rate for Australia and New Zealand.

Increasing occupancy rates – from 30 to 40% in 2004, to 50 to 70% in 2008 and growing to 80 to 90% in majority of facilities.

Source: Broadgroup Report 2009

“Over 80 percent of the major data centres in Asia-Pacific are running at close to 90 percent capacity and space is at a premium.”

Frost & Sullivan (2010)

“Crisis ahead for Oz data centres: many close to capacity.”

Gartner (2011)

Market Situation # 3: Increasing Demand

Approximately 50 percent of companies with existing data centres will require upgrades and 30 per cent will have to build new data centres by 2011.

Source: Gartner

Federal Government data centre-related spending is predicted at \$850 million p.a. representing approximating 30,000 m² of data centre space.

Source: Australian Government Data Centre Strategy 2010 – 2025, March 2010.

NBN is expected to drive significant internet usage and online applications.

Source: NBN Co.

Data centre consolidation project is expected to be undertaken by all major State Governments.

Source: State Government websites.

In Australia 41% of IT decision makers believe that cloud computing is a top priority for them in the current financial year resulting in workloads moving from head offices and branches to the data centre.

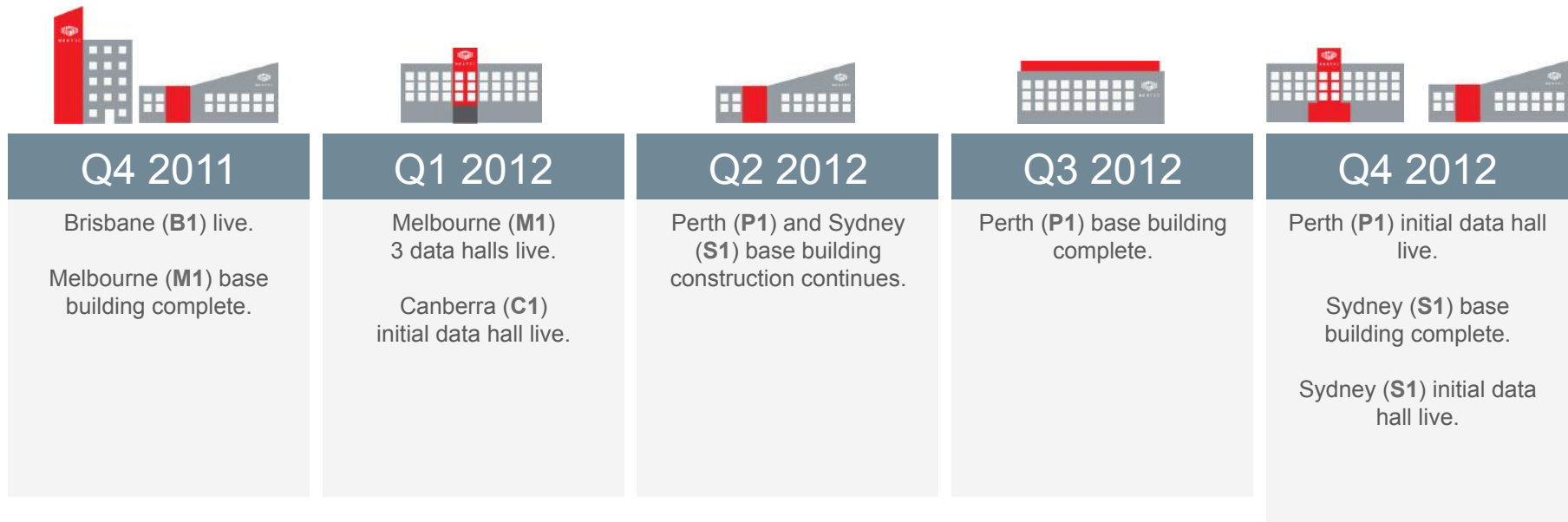
Source: Frost & Sullivan.

Introduction of carbon tax is expected to provide boon to green data centres.

Source: Gartner.

Our Response: Aggressive Roll-out Program to Address Anticipated Growth

We have undertaken an aggressive roll-out program to establish a national footprint in a very short period of time to capture immediate and long-term demand.



NOTES:

- 1. Approximate only and subject to change.
- 2. Live dates are reported on a Calendar Year (CY) basis. Live dates are subject to receiving planning and development approval from relevant government bodies, receiving power supply from electricity distribution companies on time and construction related timelines being met.



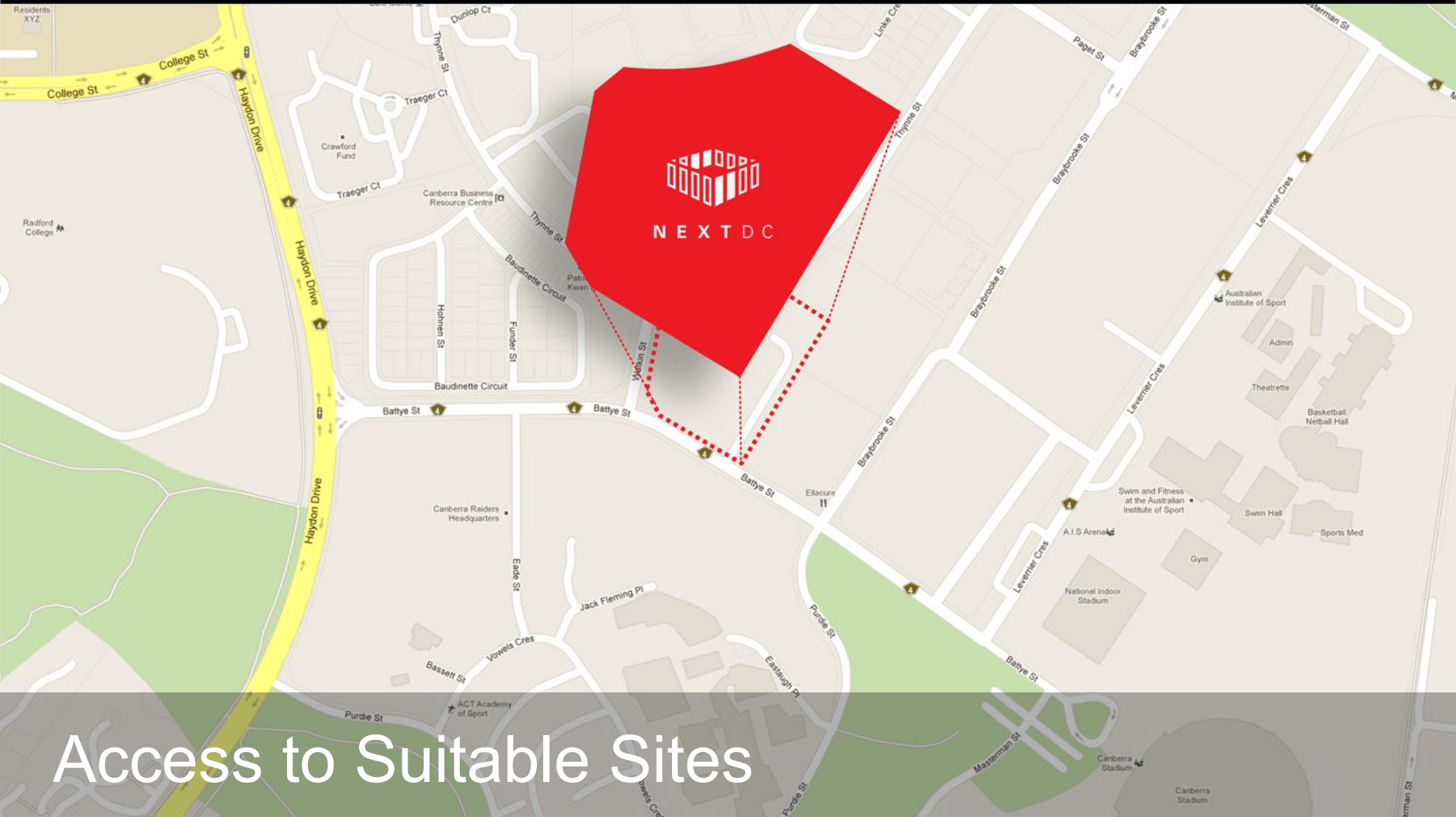
Access to Capital

Data centre fit-out is capex intensive. The supply of 1 MW of IT load (power) to a data centre could require an investment of between \$7 million and \$9 million.

With our strong balance sheet, NEXTDC is well-funded to undertake expansion and growth programs in Australia. This also allows us to review strategic M&A opportunities.

Balance sheet snapshot*	
Shareholder Funds	\$154.9 million
Cash and Cash Equivalents	\$78.6 million
Assets (excluding Cash and Cash Equivalents)	\$76.3 million
Bank Liabilities	NIL
Market Capitalisation	\$235 million

*Approximate only as of 27 October 2011



Access to Suitable Sites

Securing a suitable data centre site requires extensive due diligence process.

- Access to significant power
- Access to competitive telecommunications infrastructure
- Access to public infrastructures
- Planning assessment
- Transport assessment
- Geotechnical assessment
- Contaminated land assessment
- Floor risk assessment
- Flight path assessment
- Availability of business services including gas and water
- Future development risk



Existing facilities have IT power density of 400-800 Watt/ sqm compared to 1,200-1,500 Watt/ sqm in modern data centre facilities.

Source: Broadgroup Report 2009.

Energy cost and availability is the #1 worry of data centre operators.

Source: DatacentreDynamics Industry Census (October 2011)

Australia's looming power crisis.

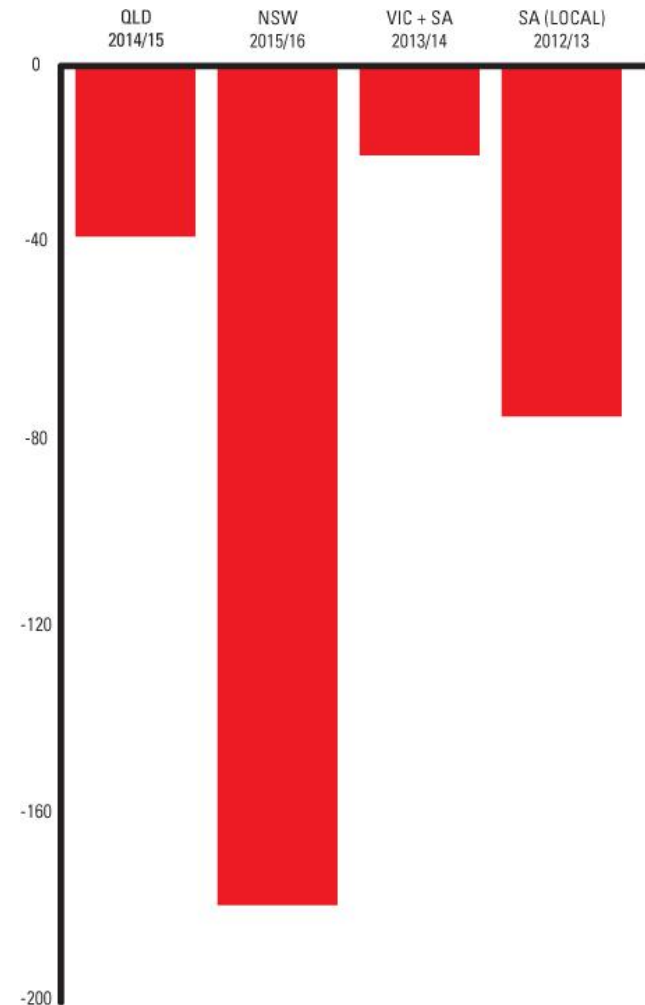
Source: Robert Gottliebsen, Renowned Journalist (March 2010)

Australian data centre operators face significant energy security fear.

Recent estimates suggest that close to \$40 billion worth of investment in new generation, and in refinancing or augmenting existing generation, will be required by 2014.

Source: Deloitte (August 2010)

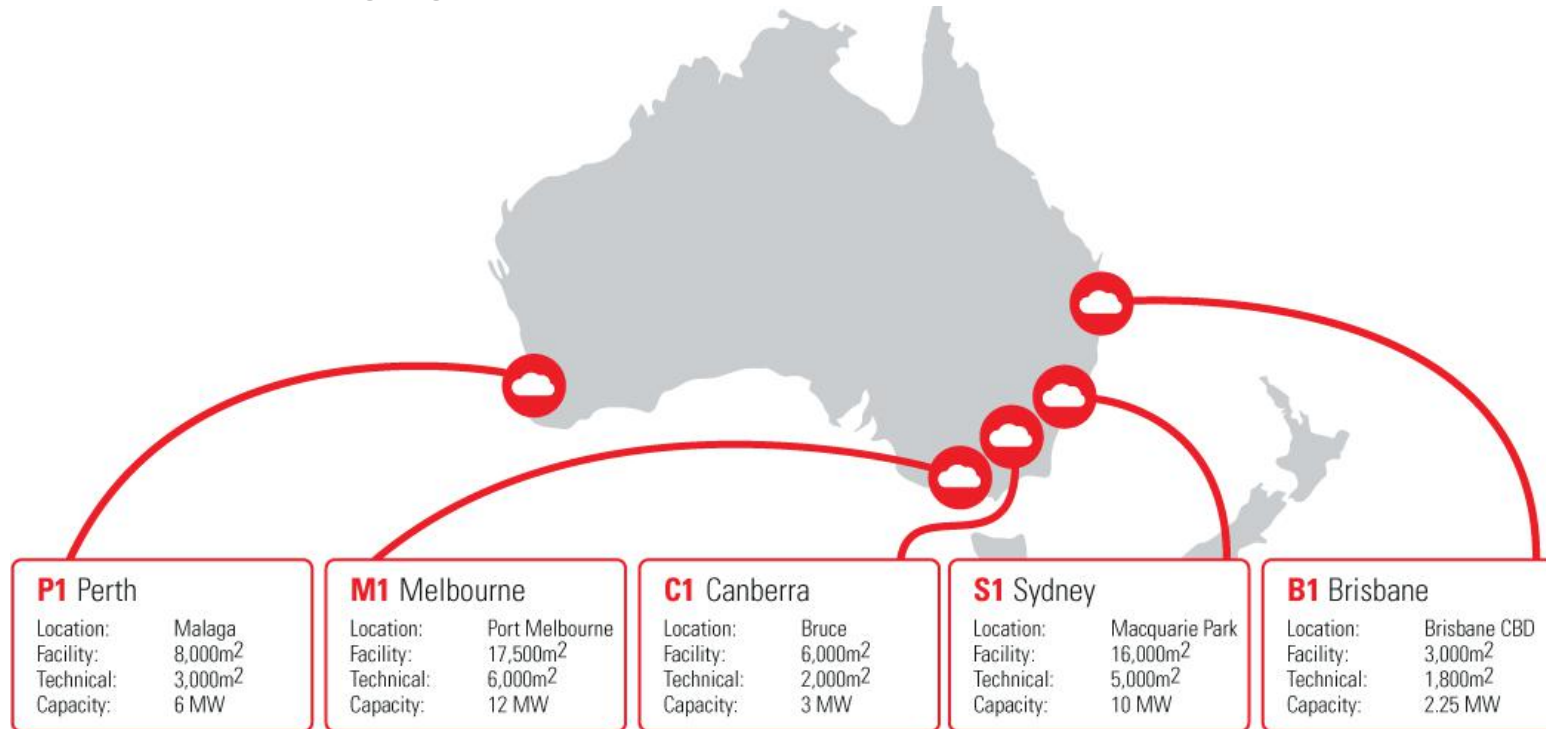
Energy supply deficit projections by state (MW)



Source: AEMO 2009, Deloitte Economics

Our targeted growth program enabled us to secure strategic data centre sites nationally.

NEXTDC's national portfolio will deliver approximately **33 MW** of IT load capacity (power) to Australian organisations. Once our facilities are fully fitted out, we will have access to significant amounts of power creating significant barriers to new entrants.



NOTE: approximate only and subject to change.

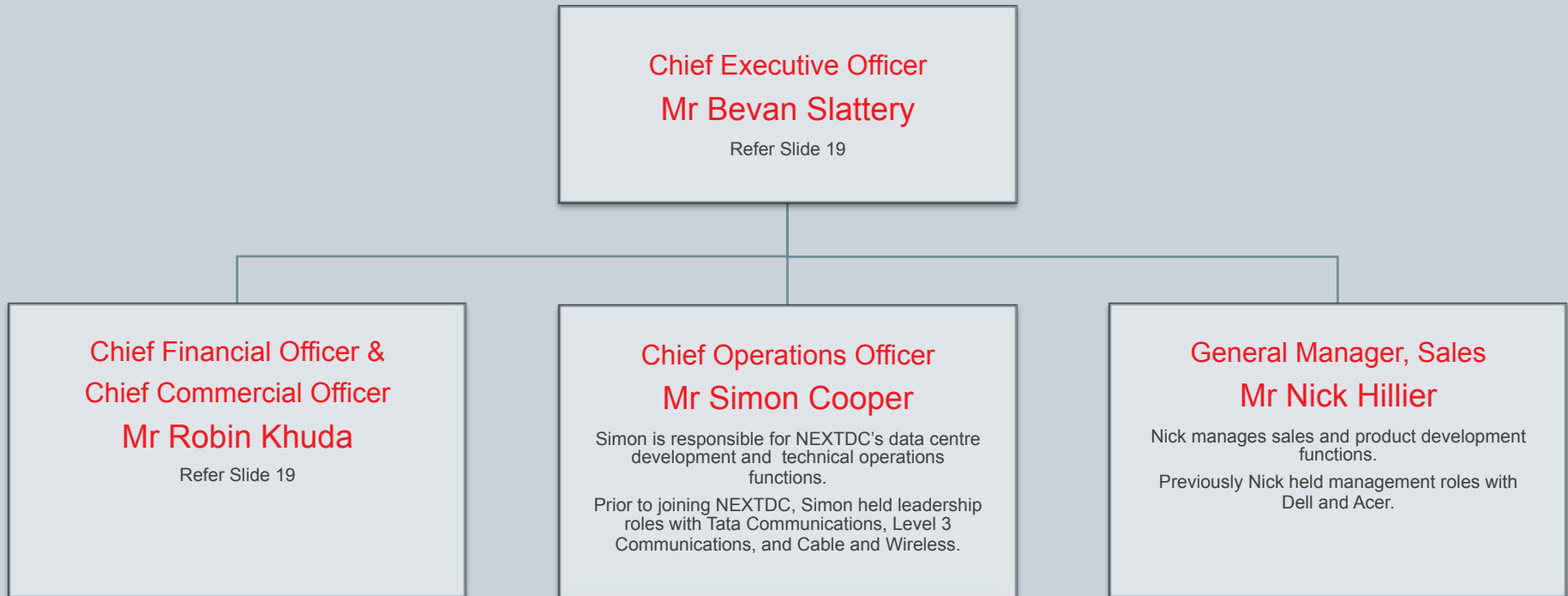


NEXTDC



Experienced Team

We have focused on building a strong management team with strong industry experience.



The management team is well equipped to deliver future growth supported by experienced board of directors and data centre development team.



Mr Roger Clarke

Non-Executive Chairman

Mr Clarke has over 30 years' commercial experience in the investment banking industry, with responsibilities in fund management, banking and corporate finance.

He is currently Chairman of the Board of Advice at RBS Morgans Limited.

Previously he was Chairman of PIPE Networks Limited.



Mr Ted Pretty

Executive Deputy Chairman

Mr Pretty is known for his vision, leadership and reputation as one of the most successful IT&T executives in Australia.

He was previously Chairman of Fujitsu Australia & New Zealand, Director at RP Data Limited, Group Managing Director at Telstra Corporation Limited and Executive Director at Macquarie Capital Advisers.



Mr Craig Scroggie

Non-Executive Director

Mr Scroggie is currently Vice President and Managing Director of Symantec for the Pacific region.

He has substantial experience within IT&T industry including senior leadership positions with Veritas Software, Computer Associates, EMC Corporation and Fujitsu Australia & New Zealand.



Mr Greg Baynton

Non-Executive Director

Mr Baynton has extensive experience in infrastructure investment, capital raisings, IPOs, pre-IPO funding, corporate structuring and corporate governance.

Previously he was Non-Executive Director at PIPE Networks Limited.



Mr Bevan Slattery

Executive Director

Mr Slattery is a well-known entrepreneur in the IT&T industry.

Prior to establishing NEXTDC, he was Co-Founder and Director of PIPE Networks Limited and iSeek Communications.



Mr Robin Khuda

Executive Director

Mr Khuda brings significant experience in managing large and high growth IT & telecommunications companies.

Previously he held leadership positions with PIPE Networks Limited, Fujitsu Australia and New Zealand, SingTel Optus and Cheung Kong Communications Group.



P1 Perth



B1 Brisbane



S1 Sydney



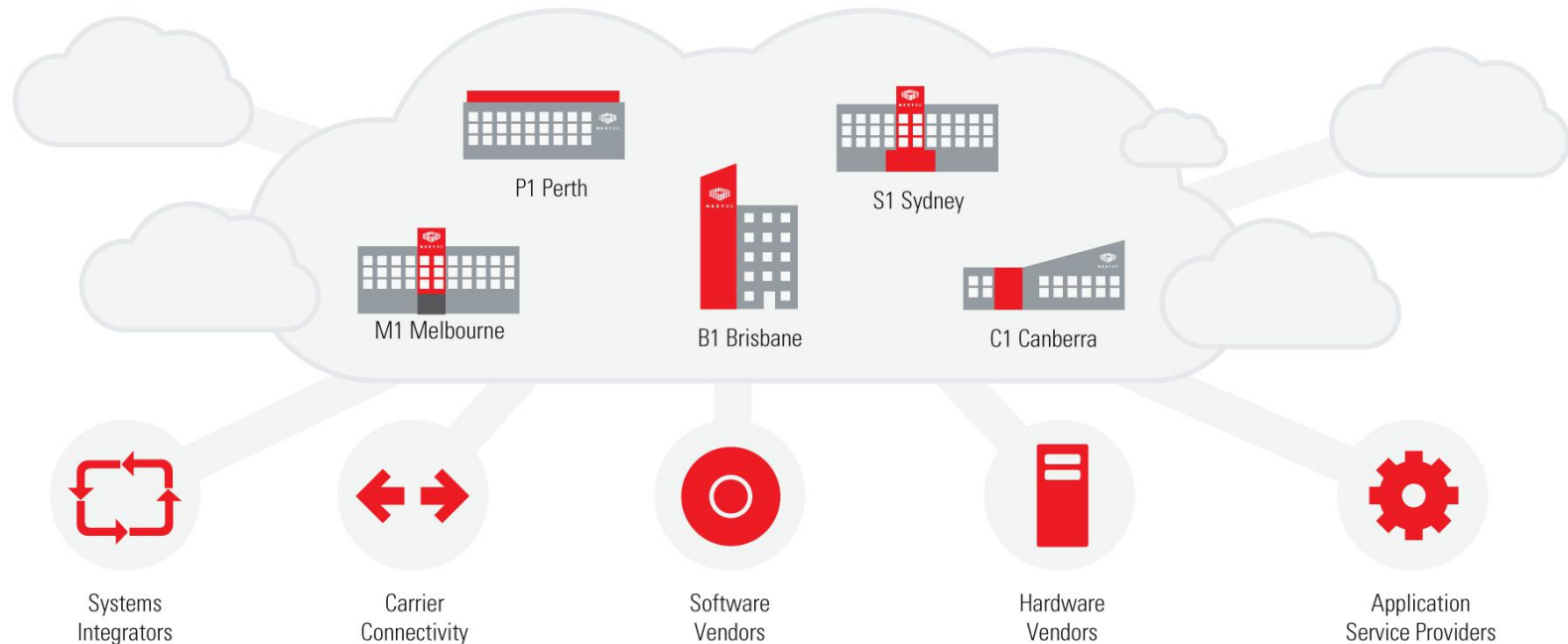
M1 Melbourne



C1 Canberra

Independent National Ecosystem

NEXTDC's independent ecosystem provides customers more than just space, power, cooling and security. It streamlines ease of doing business and creates a completely flexible business operational model that customers have full control over.



“NEXTDC is enabling the **cloud revolution**, by delivering a national network of independent data centres that provide the geographical **diversity**, high **availability**, **connectivity**, and power **efficiency** required for organisations to successfully transition to cloud computing.”



NEXTDC

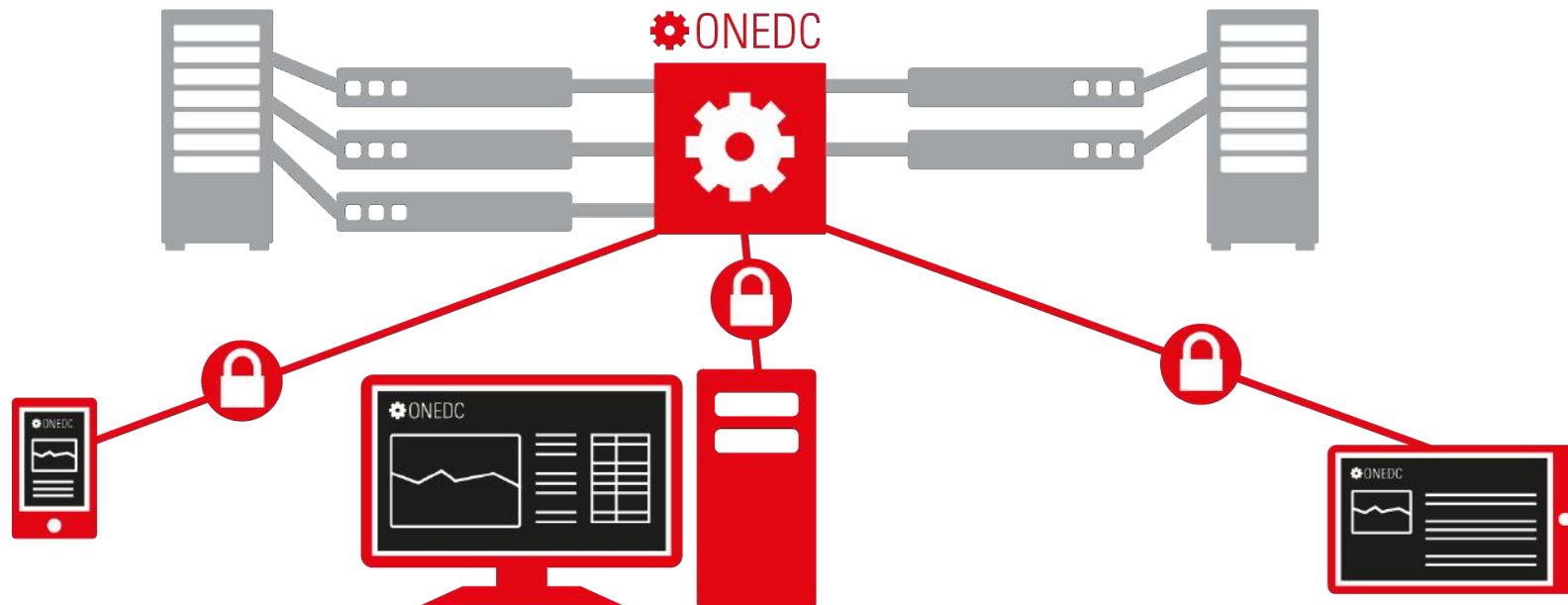


Systems and Processes

We are developing a world class customer-facing and internal systems and processes with following features:

- Highly automated
- Easily scalable
- Extremely flexible
- Easily accessible from various devices
- Real-time visibility of Service Level Agreements (SLAs) and data centre performance providing complete transparency
- Self provisioning (by customers) of value added services

ONEDC (due for release later this year) is a portal that allows customers to view real-time SLAs from most internet enabled devices and will simplify monitoring and managing customers' equipment from a single portal for all **NEXTDC** facilities.



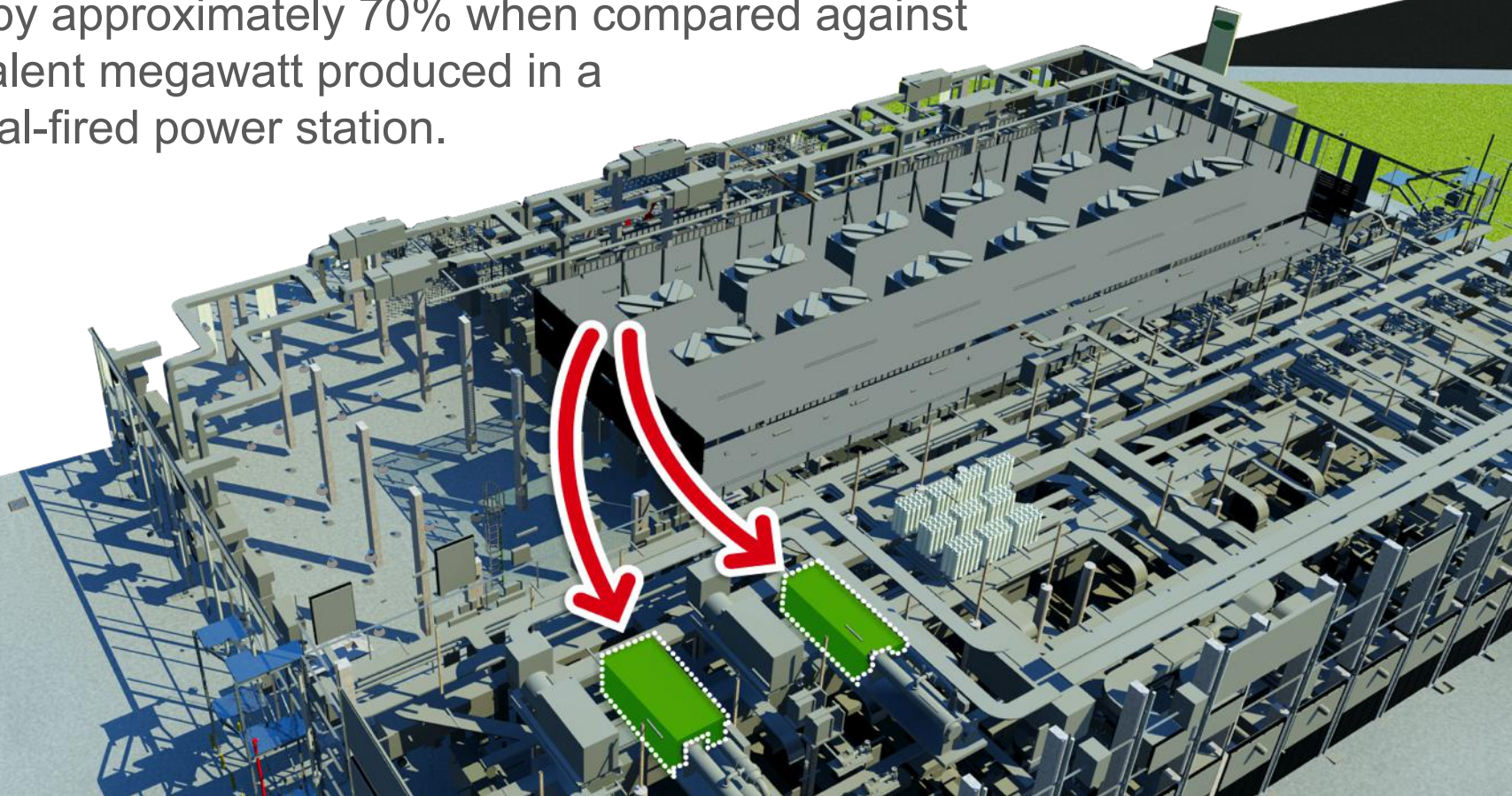


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Efficient Design

NEXTDC's purpose-built data centre design incorporates a series of “green” features including tri-generation plants. For example, using tri-gen plant with 1 MW of continuous consumption at the M1 facility, CO₂ emissions can be reduced by approximately 70% when compared against an equivalent megawatt produced in a brown coal-fired power station.





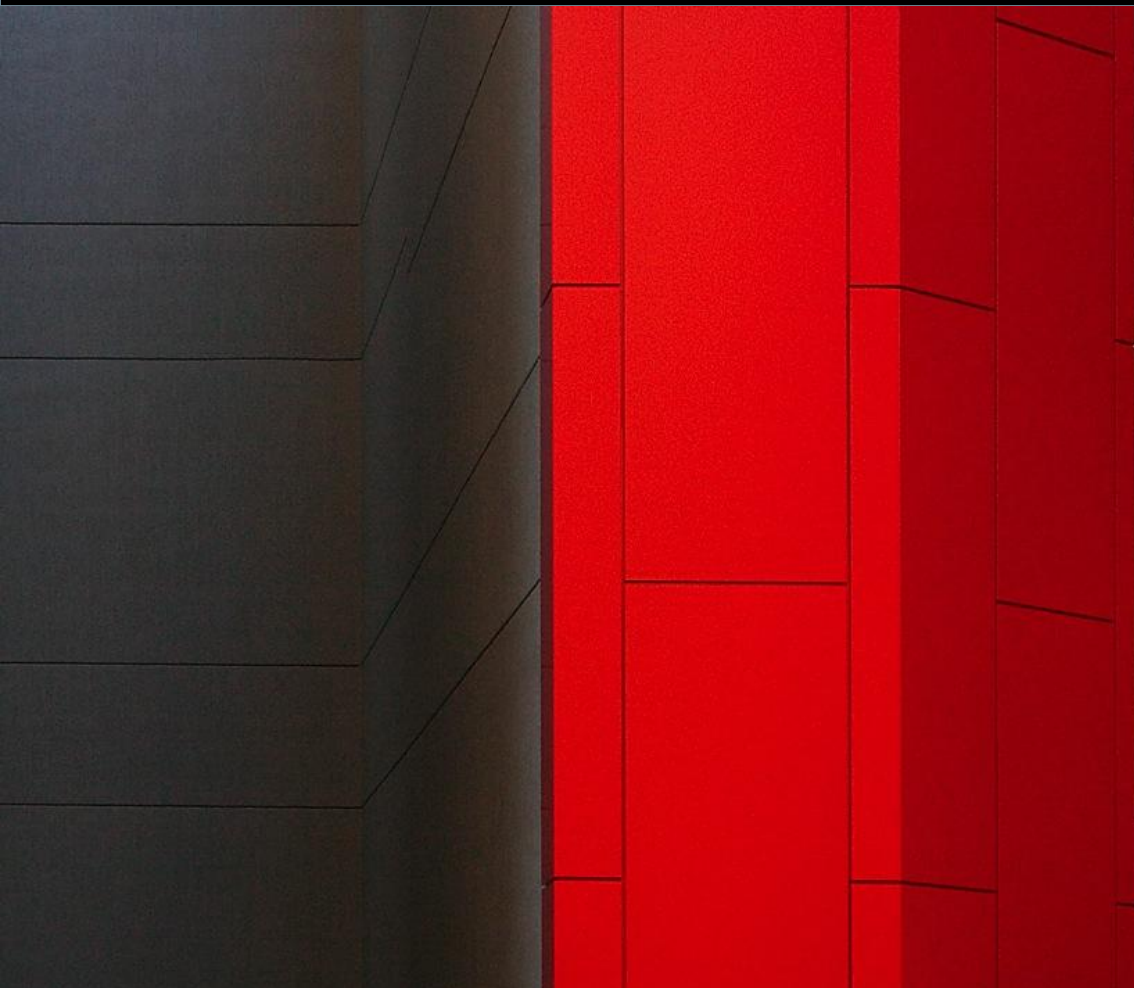
Our data centre development team have developed a “cookie-cutter” model that has enabled cost efficiency as we expand to various other markets.



Focus on both upfront capex and ongoing operational cost efficiency provides us with significant competitive advantage in marketplace.



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SALES UPDATE

- Over \$28 million Total Contract Value (TCV) have already been secured. This amount excludes any options period and CPI increase.
- Pipeline activities continued to improve. TCV pipeline snapshot (excluding large strategic opportunities) as follows:



- Targeted recruitment program has attracted high quality sales resources. Five additional sales resources are commencing in November 2011 and further 3-5 in December 2011.
- Sales conversion and pipeline are expected to improve further as those new resources commence.
- Solid sales conversion rate past three weeks since B1 went live. Ten new customers secured in three weeks. This re-validates “chicken and egg” situation.
- Sales incentive plan focuses on securing new revenue, profitability and new customers.

-  Global telecommunications
-  Global content delivery networks
-  Managed service providers
-  Satellite service providers
-  Large engineering
-  Global transportation
-  Hosting
-  Domestic telecommunications
-  Cloud computing

Marketing Update



Billboard in Canberra

CANBERRA'S MOST SECURE DATA CENTRE OPENS Q1 2012

INDEPENDENT | CONNECTED | SECURE | TRUSTED | EFFICIENT | FLEXIBLE | RELIABLE

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50% Off Colocation for the first 12 months*

MAKE YOUR MOVE

YOUR SOLUTIONS → **NEXTDC DATA CENTRES** → **CLOUD ENABLED**

YOUR SOLUTIONS
You have spent a lot of time developing your solutions, now you need to deliver them to the cloud. The cloud is the next step in your journey.

NEXTDC DATA CENTRES
Our data centres provide the high power densities, security and availability that organisations need to transition their business to a cloud computing model.

CLOUD ENABLED
NEXTDC is enabling the cloud revolution by delivering the next generation of independent well-connected data centres across Australia.

LOCATIONS

Location	Facility	Capacity	Initial P1 Out	Operational
Brisbane	3,000m ²	12 MW	Q3 2011	Q3 2011
Melbourne	5,000m ²	12 MW	Q3 2011	Q3 2011
Perth	6,000m ²	12 MW	Q3 2011	Q3 2011
Canberra	6,000m ²	12 MW	Q3 2011	Q3 2011
Sydney	16,000m ²	10 MW	Q3 2011	Q3 2011

WELCOME TO NEXTDC COUNTRY
BUILDING THE NEXT GENERATION OF DATA CENTRES

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Australian Full Page Advert

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www.nextdc.com/blog

Building the next generation of independent, well-connected data centres nationally.

We're here!
And here and here and here and here...

Location	Facility	Capacity	Initial P1 Out	Operational
B1 Brisbane	3,000m ²	12 MW	Q3 2011	Q3 2011
M1 Melbourne	5,000m ²	12 MW	Q3 2011	Q3 2011
C1 Canberra	6,000m ²	12 MW	Q3 2011	Q3 2011
P1 Perth	6,000m ²	12 MW	Q3 2011	Q3 2011
S1 Sydney	16,000m ²	10 MW	Q3 2011	Q3 2011

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Targeted marketing campaigns have attracted strong market awareness and lead generation. High visibility billboards in Canberra and Melbourne, Major Sponsorships including vForum and Symantic Vision, national and local advertising.

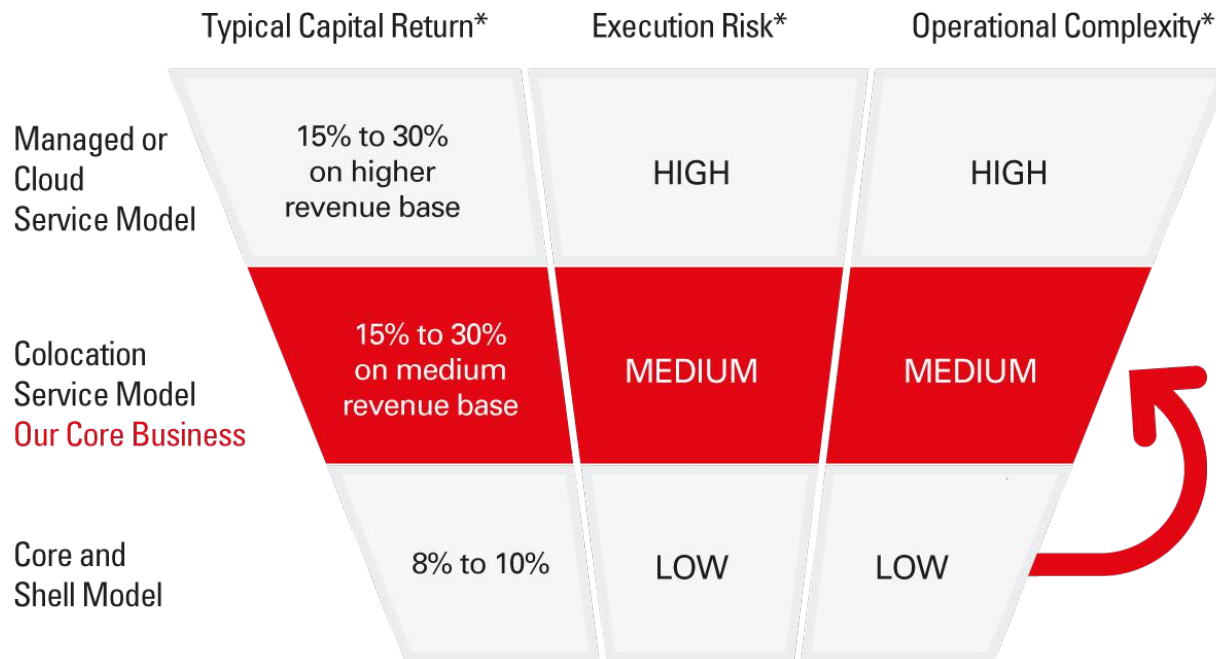


NEXTDC



CAPITAL RECYCLING PROGRAM

Previously announced Capital Recycling Program with a view of re-investing property investment (yield of 8% -10%) to data centre infrastructure assets (yield 15% - 30%) via sale and leaseback arrangement.



* Approximate only based on internal estimate and may vary provider to provider.

- Information Memorandum (IM) completed in mid October 2011.
- Domestic and international marketing commenced.
- Immediate focus on selling B1 and M1.
- 20 years initial lease term + 4 x 5 year options,
- Projected annual rental as follows (approximate only):
 - B1 - \$942,500 + GST
 - M1 - \$4,812,500 + GST
- Possibility of some development profits.
- Expect to finalise lease and leaseback agreement by end of 2011.
- Sale and leaseback of S1 and P1 will commence in mid 2012 calendar year.
- Triple net lease provides effective control over properties.
- Provides maximum flexibility in pursuing expansion program over long term without diluting existing shares.



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NEXTDC BLOG

The screenshot shows the NEXTDC blog interface. At the top, there are navigation links for Home, Services, Facility, Media Centre, Company, Blog, Contact, and Investors. A '13 NEW!' badge is visible in the top right corner. The main content area features several blog posts:

- B1 - Switchboard Testing**: A post by Graham Ernst dated Sunday, 17 July 2011. It includes an image of a switchboard with glowing blue lights. The text describes the testing process for the main switchboards.
- M1 - Precast Panels**: A post by Graham Ernst dated Tuesday, 12 July 2011. It includes an image of a truck carrying precast panels. The text discusses the delivery and installation of these panels.
- B1 - Power On!**: A post by Graham Ernst dated Tuesday, 12 July 2011. It includes an image of two workers in orange safety gear. The text reports on the successful power-up of the system.
- B1 Data a Pass**: A post by Graham Ernst dated Tuesday, 12 July 2011. It includes an image of a worker. The text mentions the successful completion of data testing.

The NEXTDC blog has been created to provide a transparent insight into the construction of our data centres and has become a trusted source of information for thousands of readers.

Through our blog we aim to provide helpful and informative posts to our readers, and answer any questions that they may have about the construction process.

Our blog is continually being updated with information, pictures and video, visit www.nextdc.com/blog to find out more.

The NEXTDC blog: www.nextdc.com/blog.



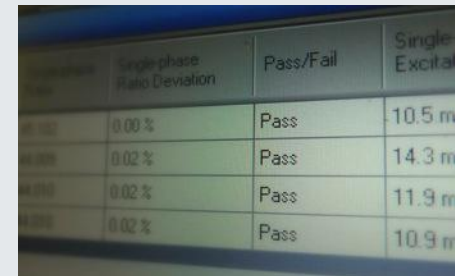
"This morning we finished pouring cement for data hall 3. As you can see it is raining and a balmy 10 degrees!"



"On Saturday we achieved another significant milestone for our Brisbane B1 Data Centre Site. Power went live."



"Each day, more and more of M1 comes together. Above, you can see the scaffolding in place for lift wells 2 and 3."



Single-phase Ratio Deviation	Pass/Fail	Single Excit
0.00 %	Pass	10.5 m
0.02 %	Pass	14.3 m
0.02 %	Pass	11.9 m
0.02 %	Pass	10.9 m

"With our B1 Brisbane Data Centre going live soon, we're going through the final stages of testing."

For more information please contact Bevan Slattery or Robin Khuda.



Bevan Slattery

Chief Executive Officer

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Robin Khuda

Chief Financial Officer

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THANK YOU