



ASX/Media Release

30 November 2012

NEXTDC LTD (ASX:NXT) 2012 ANNUAL GENERAL MEETING

In accordance with Listing rule 3.13.3, please find attached copies of the presentation to be provided today at NEXTDC's Annual General Meeting.

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



NEXTDC ANNUAL GENERAL MEETING 30 NOVEMBER 2011

Chairman's Address – Roger Clarke

Ladies and Gentlemen,

Thank you for attending the 2nd Annual General Meeting of NEXTDC Limited.

It has been a successful past twelve months for NEXTDC with the Company making significant progress in achieving its key milestones throughout the 2012 financial year.

I am pleased to advise that NEXTDC had successful launches for our first three facilities in Brisbane, Melbourne, Canberra respectively and the release of our revolutionary customer portal ONEDC.

The continued 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:

- Funds raised through institutional placement and our sale and leaseback of B1 data centre
- Continued development of our management team with the appointment of Craig Scroggie as Chief Executive Officer and executive director of NEXTDC in June and subsequent appointments of Paul Jobbins as Chief Financial Officer and Tanya Mangold to Chief Legal Officer and Company Secretary in Quarter Four of the 2012 financial year.

B1 opened in October 2011, M1 was officially launched on 4 July 2012 and C1 went live at the end of August. We expect P1 and S1 to be live in the second half of the 2013 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 \$10.7m for the year 1 July 2011 to 30 June 2012. This loss primarily relates to employee benefits expense of \$7.1m, facility related expenses of \$2.89m and other costs normally incurred in the start-up of a company. The company received approximately \$3.6 million interest income during that period through efficient cash flow and suppliers' payment term management.

The 2012 financial year was the first year the Company booked revenue from its core operations. With B1 only going live in October 2011, the nominal revenue of \$1.2m represents various start dates for foundation customers. It is anticipated, based on existing contracted customers and our Melbourne and Canberra facilities coming online, that revenue will grow considerably in the 2013 financial year.

Sales activities remain strong and we have added significant depth to the national ecosystem by bringing on more carriers and service providers to offer services to our customers. The 2012 financial year has seen a focus on building a strong sales resource and now with a team of 20 BDMs nationally we have greater coverage of each local market and have built a solid pipeline of opportunities.

The Company continues to differentiate itself in the marketplace by being the only independent data centre provider with a national footprint and offering advanced software technologies which are designed to provide greater visibility and functionality to our customers. The ONEDC portal allows customers to view real-time critical information about their services and simplifies monitoring and managing customers' equipment through a single portal available on any internet-enabled device.



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 Craig Scroggie, our CEO and Robin Khuda, our Deputy CEO. Their tireless efforts and many sleepless nights have led the Company to its present position.

Thank you.

ENDS

For more information:

Craig Scroggie

Chief Executive Officer

Paul Jobbins

Chief Financial Officer

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About NEXTDC

NEXTDC was established in May 2010 by one of Australia's most successful information technology and internet entrepreneurs, Mr Bevan Slattery, to build and operate premium data centres in Australia and New Zealand.

NEXTDC is the only ASX-listed independent data centre operator with strategic footprint in all major growth markets in Australia, namely Brisbane, Melbourne, Canberra, Perth and Sydney.

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

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 or www.nextdc.com/blog



N E X T D C

next generation data centres

2012 Annual General Meeting (AGM)

30 November 2012

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This presentation contains forward-looking statements which can be identified by the use of words such as “may”, “should”, “will”, “expect”, “anticipate”, “believe”, “estimate”, “intend”, “scheduled” or “continue” or similar expressions. Any forward-looking statements contained in this presentation are subject to significant risks, uncertainties, assumptions, contingencies and other factors (many of which are outside the control of, and unknown to, NEXTDC Ltd (“NXT”) and its officers, employees, agents or associates), which may cause the actual results or performance to be materially different from any future result so performed, expressed or implied by such forward looking statements. There can be no assurance or guarantee that actual outcomes will not differ materially from these statements.

Our Vision & Mission



Our Vision

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



Our Mission

“We are enabling the cloud
revolution by delivering
power-efficient data centres
across Australia and New
Zealand that provide the
highest standards of
availability, connectivity, and
security that organisations
need to transition to cloud
computing”

2012 Snapshot



JAN

Development approval received for Perth P1 data centre



FEB

M1 base building Practical Completion achieved
Installation of the first Iso-parallel based UPS system in Asia Pacific commences



MAR

ONEDC beta trials with select customers via any web browser and through iPhone application
Delivery of beta remote rack locking and unlocking from mobile handset



APR

National Service Management Centre open for business
50 employee milestone achieved
ONEDC access monitoring logs and self service ordering online



MAY

Completed further fund raising of \$51.3 million via institutional placement and share purchase plan
Commenced above ground works on Sydney S1 base building



JUN

Continued development of management team with appointment of Craig Scroggie as CEO
B1 phase II expansion complete



JUL

Launch of ONEDC® self-service management portal
Melbourne flagship data centre M1 officially opened
Announcement of Australia's largest privately owned PV solar array at M1



AUG

C1 data centre operational
First data hall slab poured at S1



SEP

Appointment of Robin Khuda as Chief Commercial Officer
Provisioning and inductions for foundation customers in both M1 and C1



OCT

Appointment of Paul Jobbins as Chief Financial Officer and Tanya Mangold as Chief Legal Officer
Recruitment of national sales team



NOV

80 employee milestone achieved
Core engineering team achieve Up Time Institute certification



DEC

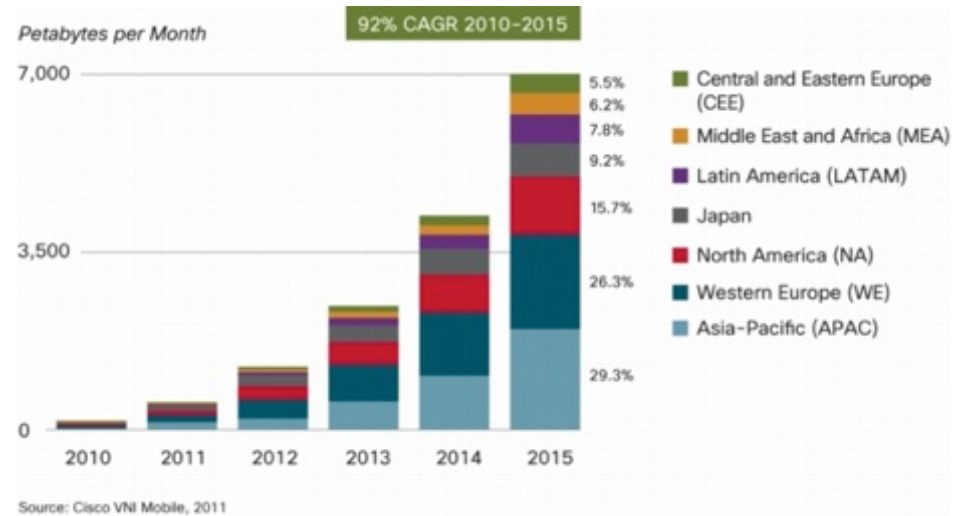
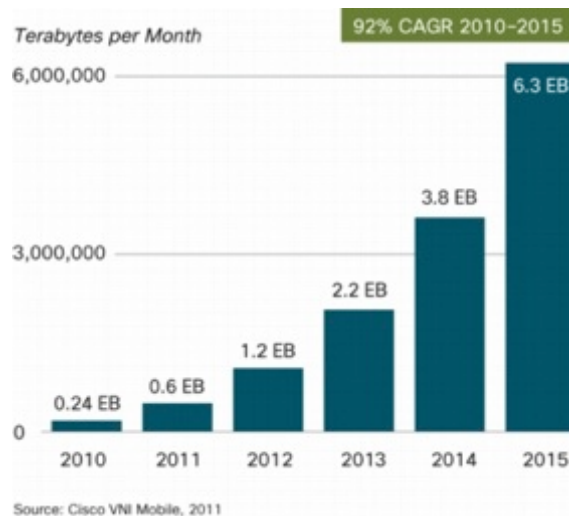
P1 base building commencement announced
S1 main structure complete



Market Drivers



Global mobile data traffic will increase 26 times from 2010 to 2015 and APAC will generate nearly one third of all mobile data traffic by 2015



Data Centre Industry



Global Trends



Mobile Computing



Social Media



Cloud Computing



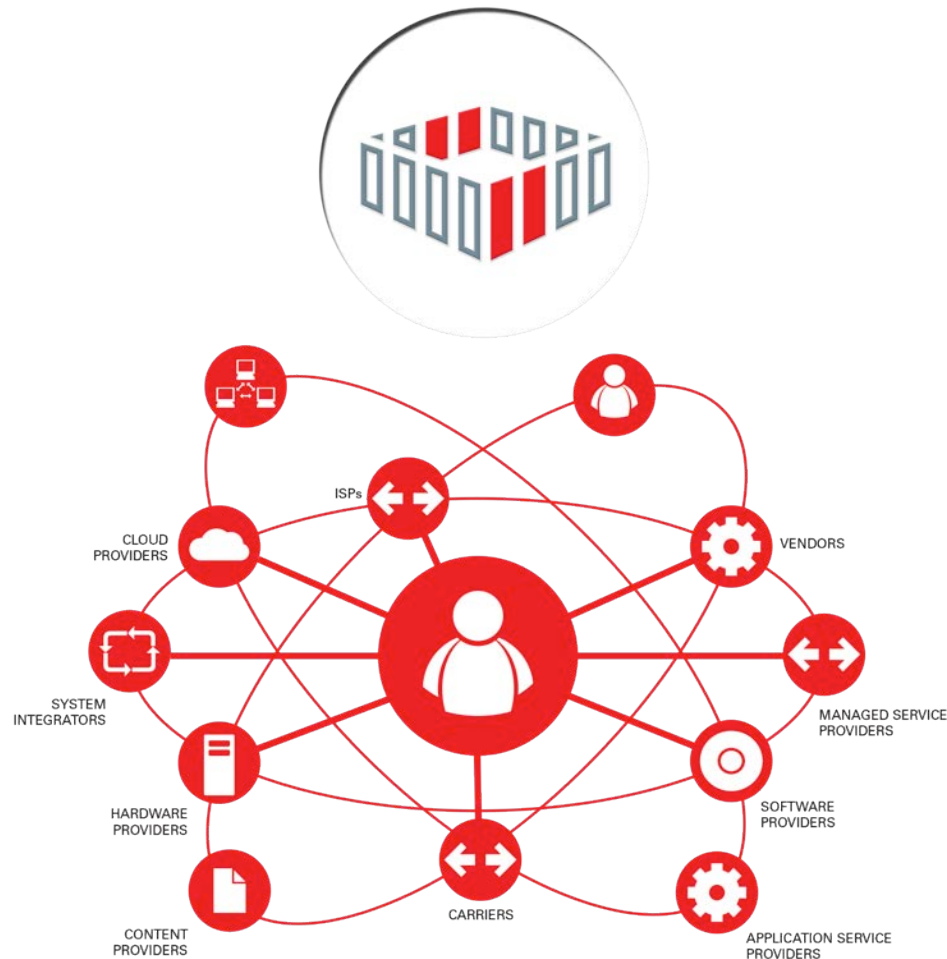
Virtualisation



Big Data



Data Centre Outsourcing



Local Features



Data Sovereignty



Latency



Business Continuity / DR



Power Supply

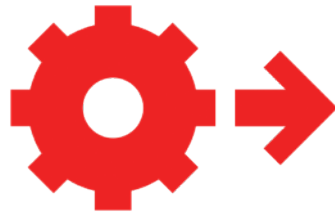


Privacy Act / Anton Pillar



Carbon Tax

Originating Opportunities



Outsourcing

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

Gartner



Organic Growth

Data traffic on our networks doubled in 2011, and is projected to increase 30-fold within 5 years and 1,000-fold within 10 years

Telstra Chairman's Speech – 2011 Annual General Meeting



Cloud Computing

20% of Australian IT heads are looking to implement cloud services within the next year, while a further 45% will implement these services after 12 months

Broadgroup, 2011



National Cross-selling

Nearly 75% of the data in the world is a copy – in other words, only 25% is unique

Dimension Data

Target Market



We focus on offering services to high-growth customers across all industry verticals. Due to wider acceptance of cloud computing, we expect that approximately half of our revenue (in long term) will come from cloud/ICT providers.



End Customers

Enterprise and Government



Cloud/ICT Providers

Telecommunications providers
Content delivery networks providers
System integrators
Managed services providers
SaaS Providers
Infrastructure as a service providers
Platform as a service providers
Application as a service providers



Our Difference

Unique Value Proposition



National Capability

Delivering Australia's first national network of independent data centres for our customers



Simplicity

We offer a single contract, consistent SLA and single customer interface to any customer nationally



Ecosystem

The NEXTDC ecosystem streamlines ease of doing business and creates a flexible business operational model that enables customers to have full control



Scalability

Through our design of high density data centres (2,000 watts/m²), we allow customers to increase power density within the same rack as the demand increases. We are geared for growth



DCaaS

Real time data centre analytics in the palm of your hand. ONEDC allows users real time information to manage your services anytime from anywhere.



Energy

Our focus is energy efficiency and maintaining a low PUE. NEXTDC is also looking to provide customers with alternate energy sources including solar, trigen and grid

Our National Capability



Delivering Australia's first national network of independent data centres for our customers

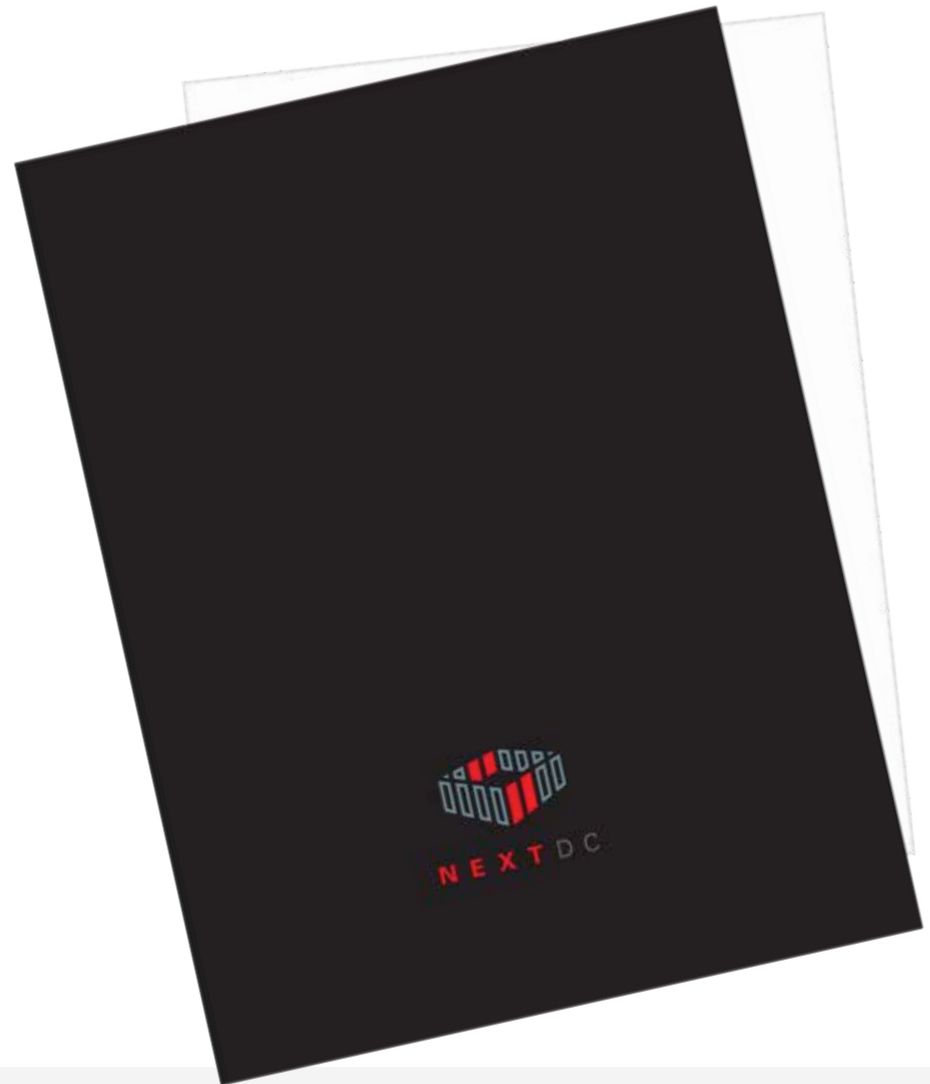
Facility	B1 Brisbane	M1 Melbourne	C1 Canberra	S1 Sydney	P1 Perth
Location	Brisbane CBD	Port Melbourne	Bruce	Macquarie Park	Malaga
Facility Size	3,000m ²	17,500m ²	6,000m ²	17,650m ²	9,600m ²
Technical Space	1,800m ²	6,000m ²	2,000m ²	5,600m ²	3,000m ²
Capacity	5 MVA	22.5 MVA	8.0 MVA	20.0 MVA	14.0 MVA
IT Load	2.25 MW	12.0 MW	4.0 MW	11.0 MW	6.0 MW
Target PUE	1.6	1.4	1.4	1.3	1.3
Operational	Now	Now	Now	Q3 2013 CY*	Q4 2013 CY*

* Approximate only and subject to change.

Simplified Customer Experience



National data centre capability under a simple, **single supply agreement** which streamlines the procurement of services regardless of location



Carrier and vendor neutrality



Telco Players



NEXTDC can service the whole market

IT Services Players



Our Ecosystem



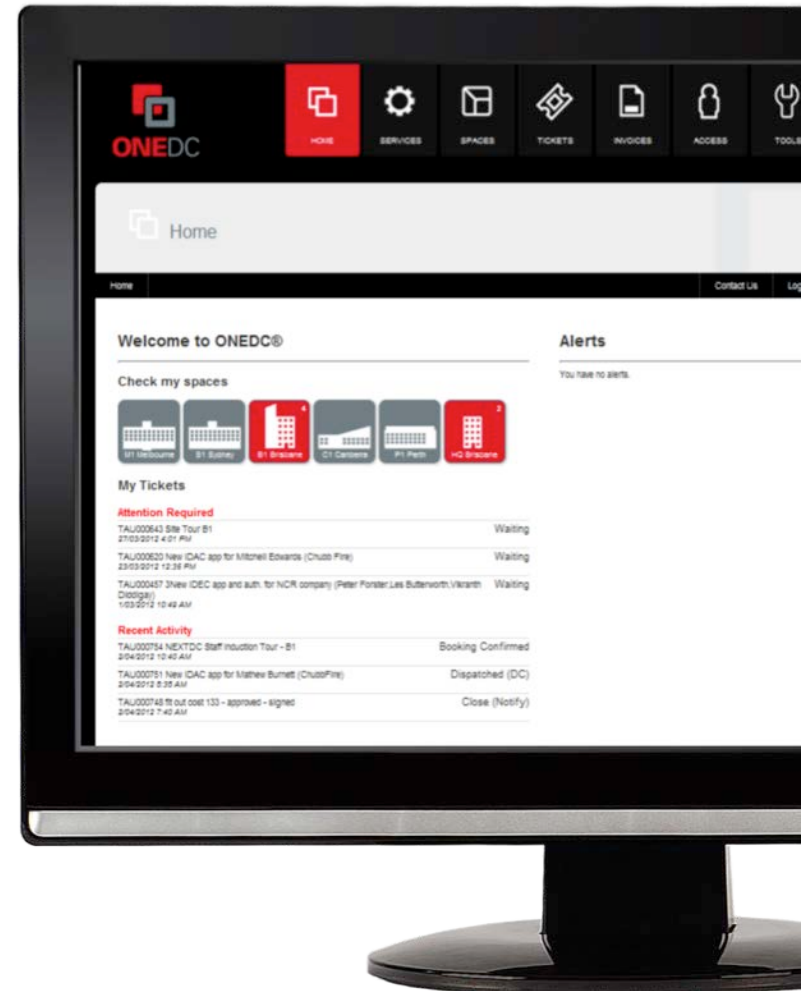
Scalability and efficiency through design excellence



Our Customer Experience



ONEDC® allows customers to monitor their racks anytime from anywhere.

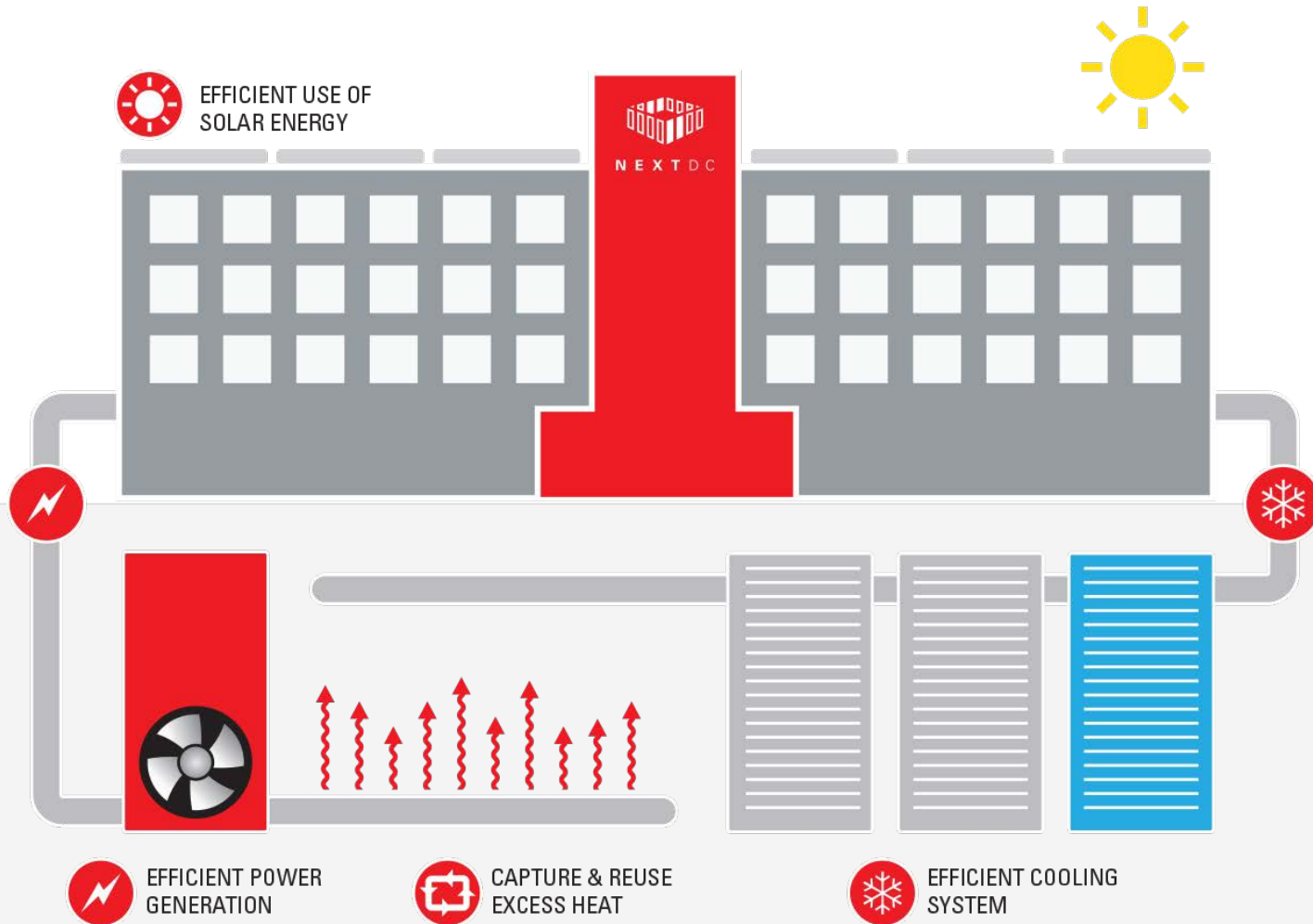


Solar power & energy management



- 1642 panels installed on the roof = 25,500m² area
- 400kW generating 550 megawatt hours per year
- Offset 670 tonnes of carbon each year.

Alternative Energy Sources – Tri Generation





Achievements and Milestones

B1 Brisbane



B1 Brisbane Customer Experience



B1 Our Customer Experience



M1 Melbourne's largest independent data centre



M1





M1 High Availability Mechanical & Electrical

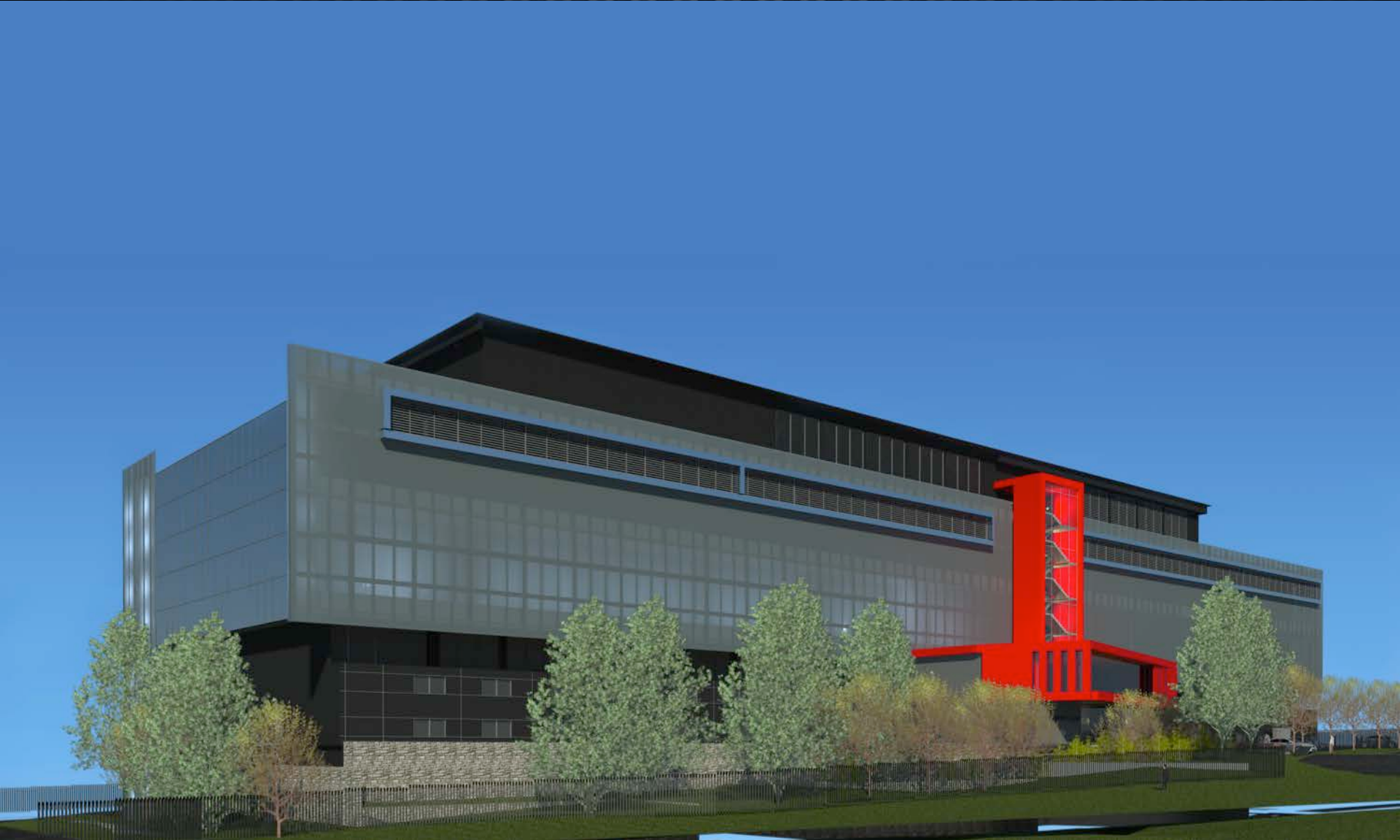


M1 Customer Workspaces











Building Our Expertise: Leadership



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



Mr Craig Scroggie

Chief Executive Officer

Craig is the CEO and an Executive Director at NEXTDC. Craig has substantial senior leadership experience within the IT and telco industries. Prior to joining NEXTDC Craig held the position of Vice President and Managing Director at Symantec in the Pacific Region.



Mr Robin Khuda

Chief Commercial Officer

Robin is the COO and an Executive Director of NEXTDC. Robin brings experience and success in managing large and high growth IT and telco companies. Prior to joining NEXTDC, Robin was the Chief Financial Officer with PIPE Networks Limited.



Mr Paul Jobbins

Chief Financial Officer

Paul is the CFO of NEXTDC and has extensive experience spanning a variety of industries from telecommunications and major financial institutions to resources and healthcare both locally in Australia and in the United Kingdom. Prior to joining NEXTDC Paul was CEO at Reverse Corp.



Mr Simon Cooper

Chief Operations Officer

Simon is the COO of NEXTDC and has impressive experience in the IT / Telco sector. Simon spent six years at Tata Communications where he was a Senior Vice President. Before this Simon held high level roles at Level 3 Communications and Cable & Wireless.



Ms Tanya Mangold

Chief Legal Officer & Company Secretary

Tanya is the Chief Legal Officer & Company Secretary and brings a wealth of experience to NEXTDC having spent four years previously with Clayton Utz. Prior to this Tanya has worked extensively across corporate advisory, shareholder agreements, IPOs, tax advice and ASIC and ASX matters.

Our Board of Directors



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 Craig Scroggie

Chief Executive Officer

Mr Scroggie is the CEO and an Executive Director at NEXTDC. Craig has substantial senior leadership experience within the IT and telco industries. Prior to joining NEXTDC

Craig held the position of Vice President and Managing Director at Symantec in the Pacific Region.



Mr Ted Pretty

Non-Executive Director

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

Mr Pretty is Group Managing Director and CEO of ASX-listed Hills Holdings Limited and Korvest Limited. He was previously Group Chief Executive Officer of Gulf Finance House in the Middle East.



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

Non-Executive Director
Deputy Chairman

Mr Slattery is the founder and Deputy Chairman of NEXTDC. Prior to establishing NEXTDC, Mr Slattery was co-founder and director of PIPE Networks Limited and iSeek Communications.

Mr Slattery has been awarded many industry accolades including National Benson Entrepreneur Award, Pearcey Entrepreneur Award and the ATUG Charles Todd Medal.



Mr Robin Khuda

Chief Commercial Officer

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.



Financial Capability

Our Financial Capability



NEXTDC is well-positioned to continue expansion across Australia.

Majority of costs to date have been funded by shareholder equity. Access to alternative capital sources is being pursued including sale and lease back (APDC), project finance, junior and senior debt facilities.

Balance sheet snapshot*

Shareholder funds	\$193.8 million
Cash and cash equivalents	\$40.7 million
Gross assets (excluding cash)	\$147.3 million
Bank debt	nil
Market capitalisation	\$350 million

*Approximate only as 30 June 2012

* Approximate market capitalisation as at 26 November 2012

Capital Recycling – APDC REIT



What it will deliver to NEXTDC shareholders

- Funding certainty and flexibility to continue our growth
- Recycles capital that can be utilised today to complete the build of S1 and P1
- Flexible lease structure and single landlord relationship

What it will deliver to APDC unitholders

- Opportunity to invest in high quality data centre assets in Australia, with possible expansion into Asia
- Attractive asset-backed yield (approximately 9%)
- Triple net lease arrangement with a single tenant
- Independent board / management with REIT expertise



Looking Ahead

Execution Priorities



People: Key leadership, sales and technical appointments to accelerate growth



Sales: Building the ecosystem by development of the largest cloud, carrier and vendor neutral base nationally



Development: Completion of S1 and P1 construction programs to bring the national network scale to market



Innovation: Continue to lead the industry with unique value in ONEDC remote DCaaS real time analytics, energy management and security



Capital Recycling: Successful completion of the Asia Pacific Data Centre Ltd Listed Property Trust

Building our brand as the industry leading provider



Mobile data centre management has arrived.
Find out how ONEDC can change your world.

NEXTDC is revolutionising the Australian data centre market with a national portfolio of next generation data centres.

Do you need to move your IT infrastructure to a purpose-built colocation facility? Are you looking for a trustworthy data centre in Australia that is independent and provides 100% availability? You can stop looking.

SYDNEY MELBOURNE BRISBANE CANBERRA PERTH

WISDOM YOU COULD MANAGE DATA CENTRE FROM THE

ONEDC IS YOUR PORTAL TO

ONEDC™ changes the way you manage your data centre services. The customisable user access to real-time information about all aspects of your service puts you back in control.

Using your iPhone or iPad, you can power on security access logs and even lock and unlock individual racks with the push of a button.

ONEDC is user-friendly and practical. In the one application you can raise a ticket, manage your invoices, contact your account manager, or even find the directions to the data centre from your current location!

MOBILE DATA CENTRE MANAGEMENT

FORGET EVERYTHING YOU KNOW ABOUT DATA CENTRES

WE'VE CHANGED THE GAME.

We call our data centres 'next generation' because that is exactly what they are.

Besides the high power densities, energy-efficient systems and mission-critical security, we've built technology that gives you access to your data centre in real-time from a simple online application.

For the first time in history you'll have more visibility and control over your colocation service than you would have in your own data centre.

The data centre revolution starts now. Join us and experience the difference.

www.nextdc.com

NEXTDC

+61 7 3177 4777 | www.nextdc.com | info@nextdc.com

MOBILE DATA CENTRE MANAGEMENT HAS ARRIVED

Ever wanted a colocation data centre that gave you control of your critical IT infrastructure?

ONEDC™ is a next generation service. You'll have access to real-time information about your space anytime, anywhere you have an internet connection.

Check security access logs, monitor your power usage or even unlock a rack from your handheld device.

The revolution has begun.



NEXTDC

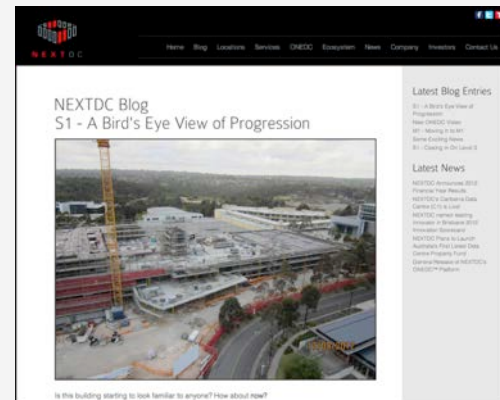
www.nextdc.com | sales@nextdc.com

13NEXT



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.

visit www.nextdc.com/blog to find out more



M1 - Moving in to M1



Day you needed to relocate your IT infrastructure. You'd be wondering what sort of facilities your new data centre had to...

[Add new comment](#)

[Read more...](#)

Some Exciting News



So we may have got a little over excited in our latest blog about an impending announcement. Having already announced it...

[Add new comment](#)

[Read more...](#)

S1 - Closing In On Level 3



Over more than 18 months, just one more building floor adds up to you. After months of pouring data we're getting close.

[Add new comment](#)

[Read more...](#)

M1 - The Service Corridors



This is a computer room air conditioning (CRAC) unit at our M1 data centre in Melbourne. Unlike C1 and B1 where the CRACs are housed inside the data halls, the CRACs at...

[Add new comment](#)

[Read more...](#)

M1 - The Data Halls



Our final step at M1 the week ends in March our way to the most important area of all for our customers - the data hall.

[Add new comment](#)

More Information



For more information please contact:



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Paul Jobbins

Chief Financial Officer

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N E X T D C

where the cloud lives