**PIPE Networks Corporate Overview**

PIPE Networks is recognised as one of the market leaders in the telecommunications industry, proving we are capable of delivering innovative solutions across corporate businesses, government offices and wholesale carrier providers.

We continue to revolutionise the Australian telecommunications industry with our extensive network coverage, competitive and market-leading products and world-class dedication to customer service.

**Who we are**

PIPE Networks is part of TPG Telecom Limited (ASX: TPM). Since the merger with TPG in early 2010, we have leveraged each company’s individual assets to create value-driven change in the telecommunications industry to the benefit of our customers. The group has consolidated all corporate, government and wholesale businesses including TPG Networks, SOUL and Intrapower under the PIPE Networks brand. In the residential market, TPG will continue to operate under the TPG brand and TPG’s new Cloud business will operate as the Trusted Cloud brand.

TPG’s financial position remains strong; TPG Telecom is approaching $600M of annualised revenue and $250M of EBITDA. At over $1B in market capitalisation TPG is the 4th largest Telco in Australia.

**Our Network**

PIPE Networks operates a nationwide, multi-gigabit protected network that delivers industry-leading IP and network solutions at the fastest speeds available today. We’ve built our state-of-the-art network from the ground up with the industry’s most advanced IP and optical technology. Our unrivalled network assets include nationwide IP and transport networks, metropolitan networks, access networks and connectivity to global service locations for end-to-end delivery of customer traffic nationwide and around the globe.

- Over 2,400 km of cable (containing over 300,000 km of optic fibre) in Brisbane, Sydney, Melbourne, Perth and Adelaide;
- More than 300 Points of Presence;
- 400 DSLAM exchanges;
- Over 1,000 fibre-lit buildings;
- Active peering network with over 30 Internet Exchange (IX) points;
- MPLS core network infrastructure available to over 96% of regional and metropolitan Australia;
- A nationwide voice network interconnecting to the PSTN at 65 of the 66 Call Collection Areas in Australia;
- Ownership of an international submarine cable connecting Australia to Guam, with onward capacity available to Asia and the United States.

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**EBITDA Composition ($m)**

- **Broadband**
- **TPG Mobile**
- **Other Consumer**
- **Corporate**

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www.pipenetworks.com
Businesses, enterprises and governments increasingly face pressure to consolidate different types of traffic on one network, accommodate huge surges in IP traffic of all types, stay competitive in an exploding world of E-commerce, and reliably and securely transport sensitive information to help meet regulatory requirements. Whether you need business-grade Internet connections, high-performance private data networks, or high-capacity bandwidth to store, send and receive mission-critical data, PIPE Networks has a full range of network services that can be tailored to your specific needs, connectivity requirements, infrastructure and applications. Maximise your performance and simplify the management of your networking through PIPE Networks.

PIPE has a range of managed products to support you in this regard including:

- Private Networks
- PipeEthernet® metro ethernet services
- High Capacity Transmission Services
- Ethernet over First Mile (EFM)

**National**

**International**

PPC-1 is the PIPE submarine cable connecting Sydney to Guam. It is a state-of-the-art cable system spanning approximately 7,000 km of distance and providing a new and innovative alternative to interconnect to the international market. PPC-1 can deliver up to 2.56 Tbps of bandwidth and can be expanded beyond this with changes in the technology.

PPC-1 provides the Australian market with the lowest latency connectivity to Guam and Japan as well as onward connectivity into Asia and the United States. We can provide you with dedicated bandwidth directly into multiple locations in Asia including Hong Kong, Tokyo, Philippines, Singapore and New Zealand. We also have extensive redundant capacity to the US west coast via multiple cable systems and PoP locations.
**Dark Fibre**

Initially built for the expansion of our peering infrastructure, PipeFibre® is available in most Australian capital cities and continues to grow to ensure competitive pricing and wider customer reach. PipeFibre® provides unlit, custom-built, point-to-point optical fibre that allows you to build your own optical fibre network. Unlike the managed services offered by most carriers, you are free to equip the dark fibre in a manner which best suits you.

PipeFibre® is constructed as either a single fibre or a pair of fibres with almost limitless capacity. It enables you to operate your own network ensuring excellent security, reliability and quality of service. PipeFibre® is built to exacting standards, utilising single-mode fibres meeting ITU-T Recommendation G.652.
Internet

While there are many internet players in the market today, PIPE Networks can easily be seen as a cut above the rest when it comes to performance, reliability and cost-effectiveness. We have established extensive public and private peering arrangements with major ISPs across the country as well as connectivity to international content via PPC-1, AAG, Southern Cross and TGN Pacific Cable Systems.

We apply closest exit routing policies and employ the latest traffic engineering technologies to ensure latency is as low as possible. We continue to enhance our network infrastructure utilising strategic technologies to keep in step with the IP generation as it gears toward IPv6 connectivity.

PipeIP® makes us ideally placed to supply all of your internet needs whether you are looking for a filtered internet solution for your staff, or a high capacity network to supply content to your customers.
**Peering**

PIPE Networks is the largest independent peering provider in Australia operating over 30 Internet Exchange points in 6 cities with over 300 active connections. It enables ‘peers’ to access each other’s networks and their customer’s networks to exchange traffic, providing a high quality alternative to internet connections. PipeIX® is cost effective as costs are based on the size of connection, not on the amount of traffic being exchanged over the link.

We have connectivity to all the major content distribution networks and global internet organisations, making us the ideal partner for ISPs, content and media companies.

**Voice**

PipeVoice services help you simplify, streamline and reduce costs by converging voice and data communications over a single IP network infrastructure. Our services can work with your existing infrastructure and provide your organisation with new VoIP capabilities, or they can be used to help you migrate to an all IP network architecture utilising an enterprise SIP Trunking solution to get the most of your latest IP-PBX investment.

PIPE has a deep heritage in VoIP infrastructure, having deployed the first nationwide converged voice and data network with connectivity to 65 of the 66 Call Collection Areas in Australia, and servicing all 66. We have led the market in the area of SIP trunking and Call Termination Services for a number of years. Our infrastructure is robust and carries many hundreds of million minutes of converged traffic each month. In conjunction with our leading Private Network solutions we supply best-of-breed converged solutions to the Australian marketplace.

In addition to our range of converged solutions, PipeVoice provides a full range of traditional voice services enabling us to support your full range of requirements. We have considerable expertise supporting hybrid networks containing both traditional and IP-based voice services.

**Colocation**

PipeRack® gives you the advantage of focusing more on your business operations and less on maintaining your equipment and servers. We operate a number of data centres around the country, all of which are set to meet industry standard environmental controls, and provide benefits to our customers including 24-hour access, individual power circuits to each cabinet, fire early warning and suppression systems and security operations manned 24×7. The facilities are strategically situated in and around the CBD locations. They operate as ‘carrier neutral’ which allows our customers to connect at high speed to many telecommunication companies effectively reducing access cost and enabling multiple carrier service delivery for additional protection and flexibility.

Combine this capability with our extensive fibre infrastructure linking most data centres in the major metropolitan areas and you have the key elements required to support your IT infrastructure needs for the future.
**Backend Operations**

Our Network Operations Centre (NOC) is manned 24×7. The primary centre is based in Sydney with secondary centres in Brisbane and Newcastle which provide redundancy and business continuity. These centres monitor the entire network, including all Network Access Points (NAPs), our DSLAM network of 400 exchanges, and links for both government and commercial customers. It features extensive monitoring, graphing, alerting and warning systems to ensure that we know when something goes wrong before you do.

Our Service Assurance team operates 24×7 providing a single point of contact for any technical problems that may arise. Our aim is to get your connection restored in the quickest possible time, minimising impact on your business operations.

PIPE is also a member of Dial-Before-You-Dig (DBYD) who refer enquiries to PIPE from those who propose to excavate near our fibre network. This ensures that the work is done safely and with no threat to our infrastructure.

Our Service Delivery group has extensive capability to deliver services ranging from dark fibre all the way to sophisticated security solutions. There are multiple teams spread throughout Sydney, Melbourne and Brisbane who work together to deliver a seamless delivery experience for you.

We operate an ISO 9001:2008 certified management system that ensures the quality of installation, management and maintenance of our services. Our project management process leverages the Prince 2 methodology and is supported by detailed risk management and quality control processes. Our teams have deep knowledge and experience delivering large and complex converged network solutions and have applied that experience to the delivery of all customer services.

**Customers**

We serve a diverse range of corporate, government and wholesale customers.

- 4 of the Top 5 Global Banks in Australia
- Federal, state and local governments
- 4 of the Top 5 Global Carriers
- 8 of the Top 10 ISPs in Australia

Our customers include:

- Australian Stock Exchange
- Vodafone Hutchison Australia
- IRESS Market Technology