

**ASX Announcement** 

9 March 2006

## iiNet Announcement of ADSL2+ rollout

Please find attached an media release made today by iiNet Limited (ASX:IIN) titled "iiNet Announces \$15 Million Investment in its Next Generation ADSL2+ Network" which mentions PIPE Networks Limited (ASX:PWK).

This contract is executed over 10 years and represents a cornerstone in our investment philosophy of ensuring customer contracts are in place before significant investment in new dark fibre capacity is made.

A key driver of revenue for the Company is the length of fibre optic cable and utilisation of that cable to determine the capacity available for sale. Due to this contract, the expected growth of our fibre optic network will be significantly accelerated such that our core network will grow from 170,000 metres at the end of December 2005 to over 400,000 metres by July 2006 while utilisation rates will remain constant. This represents a significant opportunity to sell further services earlier than previously expected as this capacity was not expected to available for sale until the second half of the 2007 financial year.

PIPE Networks looks forward to this opportunity to accelerate the expansion of our network capacity. As it is too early to ascertain the financial impact for the 2007 and ongoing financial years due to the uncertainty of sales and timing of potential future contracts we are unable to provide financial guidance on the impact of this contract for future years. As this uncertainty reduces and new contracts become ascertainable, the board will provide further guidance as required by our continuous disclosure obligations.

We would like to reiterate the financial impact of long term contracts does not immediately flow through to the current financial year.

Regards

Bevan Slattery
Managing Director
PIPE Networks Ltd
T: 07 3233 9800

Bevan.Slattery@pipenetworks.com



## iiNet Announces \$15 Million Investment in its Next Generation ADSL2+ Network

Increase to 90% Metropolitan Coverage, Making 4 Million Households<sup>1</sup> Eligible for ADSL2+

**9 March, 2006** - iiNet Limited (ASX: IIN), Australia's third largest Internet Service Provider (ISP), today announced a \$15 million investment in its next generation ADSL2+ network, which will increase coverage to 90% of metropolitan Australia and enable four million households to be eligible for iiNet's ADSL2+ service, with speeds of up to 24,000kbps.

"iiNet was the first to introduce ADSL2+ broadband nationally and already has the largest next generation ADSL2+ network in Australia. \$15 million will be invested to install an additional 150 new DSLAM's in exchanges across Australia, by January 2007," said Michael Malone, Chief Executive Officer, iiNet Limited.

"In addition to the \$15million investment, we will be investing in alternative dark fibre backhaul infrastructure with PIPE Networks, a leading provider of telecommunications infrastructure. This dual supplier strategy will deliver lower cost backhaul transmission, with unlimited bandwidth for a fixed price, and significantly increased capacity for future bandwidth demand."

"The continued investment in the development of our next generation ADSL2+ network reduces our dependence on Telstra wholesale services with the end benefit to our customers of faster broadband speeds and greater reliability," added Michael Malone.

iiNet's next generation ADSL2+ network enables effective transmission of data, voice and video over the Internet, often referred to as 'Triple Play.' Customers can use high speed Internet to watch movies and TV over the Internet, download pay-to-play music, online gaming and voice over the Internet activities.

<sup>&</sup>lt;sup>1</sup> Australian Bureau of Statistics, 2001 Census

"This announcement, which comes hot on the heels of the activation of the 200<sup>th</sup> DSLAM in Queanbeyan, New South Wales, demonstrates our commitment to the expansion of our next generation ADSL2+ network, to offer the fastest broadband speeds possible to Australian households," concluded Michael Malone.

## -ENDS-

## About iiNet

iiNet is one of Australia's Internet service pioneers, having begun in Western Australia in 1993. With the completion of the OzEmail acquisition on February 28, 2005, iiNet became the third largest Internet Service Provider in Australia, and currently has over 690,000 subscribers across Australia and New Zealand. iiNet has built a reputation for providing innovative, quality and value Internet products, and friendly 24-hour customer service and support. For more information on iiNet, please visit <a href="www.iinet.net.au">www.iinet.net.au</a> or call 131917.

Contact: (iiNet) Michael Malone, Phone: 08 9214 2207 (Edelman) James Keulemans, Mob: 0421 633 841