

## PRESS RELEASE

### Vocus Wins Deloitte 2010 Technology Fast 50

**Sydney, 19 November 2010:** Independent wholesale telco Vocus Communications Limited (ASX: VOC), has been named the winner of the Deloitte 2010 Technology Fast 50.

"Vocus' success is testament to our commitment to the wholesale business model," Vocus CEO, James Spenceley said. "Exceptional customer service and superior technical delivery is part of the company's DNA – and we are extremely proud that all our hard work has translated into Vocus being recognised as number 1 in the Deloitte 2010 Technology Fast 50 for this year in Australia," he added.

Joshua Tanchel, leader Deloitte Technology Fast 50 Program agrees.

"Since its launch Vocus has experienced a meteoric rise through the telecommunications industry. Deloitte assessed the company's growth in revenue, against the awards criteria, at 11,306% for the 3 years, placing Vocus clearly in the number one position for 2010."

Having listed on the ASX in July 2010, Vocus has since announced that, for the year to June 30 2010, EBITDA grew by 641% to \$8.15 million through organic growth alone. Consolidated profit before tax was \$5.69 million, up 501% over the previous year, with a 242% increase in revenue for the same period.

The company's listing on the ASX in July 2010 boosted its corporate profile and enabled further investment in organic and acquisitive growth. At listing David Spence, former Unwired CEO, joined a high calibre Board of Directors in the role of Chairman. In addition this week has seen another high profile member of the industry, PIPE Networks co-founder Steve Baxter join the board.

In 2010 Vocus also added to its 100+ customers by securing a NZ\$11.3 million multi-year international internet capacity contract with Vodafone New Zealand. This was followed by the acquisition of the Sydney and Melbourne data centre businesses from E3 Networks in November 2010. The transaction was for a total consideration of \$5.9 million, and will add at least \$1.5 million of underlying annualised profit before tax to Vocus' bottom line.

In 2010 Vocus' ascent was shaped by key milestones:

- Becoming an ASX listed company in July 2010
- Signing a NZ\$11.3 million Vodafone New Zealand contract in August 2010
- Announcing 501% increase in profitability in its first annual report as a listed company
- Acquisition of Sydney & Melbourne data centre business E3 Networks

## **About Vocus**

(ASX:VOC) Vocus Communications is an ASX listed leading telecommunications provider of wholesale data centre, voice, peering and international Internet connectivity to telecommunications companies and ISPs across Australia, NZ and the US. The company provides high performance, high availability, and highly scalable communications solutions, which allow service providers to quickly and easily deploy new services for their own customer base.

The recently acquired Vocus Data Centre Division operates state of the art Data Centre facilities in Sydney and Melbourne providing data centre suites, cabinets and racks. High-density power requirements are met utilising state-of-the-art products like Hot Aisle Containment Systems with industry leading power densities of up to 30KW per rack.

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