

ASX Release

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Focus on service continues to drive Vocus' strong growth

Vocus Communications Ltd. (ASX:VOC) announced strong revenue growth of 92% to \$13.9 million in its FY2011 first half year results today.

James Spenceley, Vocus CEO, stated that these were another excellent set of results, with earnings before interest, tax, depreciation and amortisation (EBITDA) up 35% to \$6.4 million.

Key highlights include:

- Revenue up 92% to \$13.9 million (H1 FY10: \$7.2 million)
- NPAT up 54% to \$3.7 million (H1 FY10: \$2.4 million)
- EBITDA up 35% to \$6.4 million (H1 FY10: \$4.7 million)

Key operational highlights include:

- Vocus became Vodafone NZ's sole international transit provider
- Launched Pacific IX Peering facilities and Inter-capital data services products
- Completed data centre business acquisition in November 2010
- Launched a second Sydney data centre in December 2010
- Activated second IRU arrangement in January 2011

Mr Spenceley said the strong results are driven by Vocus' continued focus on product innovation and world class customer service.

"We continue to be a leading innovator and challenger in the Australian and New Zealand wholesale telecommunications market," Mr Spenceley said.

"The company's financial and operational results will enable Vocus to continue to focus on organic growth and explore further acquisition opportunities," he added.

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 ISP's 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.

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