Press Release

Telstra International and Chayora enter into strategic partnership to deliver world-class colocation and network connectivity services in China

Hong Kong, 16 January 2020 – Chayora Holdings Limited ("Chayora") and Telstra International ("Telstra") have entered a strategic partnership aiming to provide world-class colocation services and network connectivity from Chayora's hyperscale campus serving the Tianjin-Beijing corridor in the People's Republic of China.

The partnership aims to enable customers to access a range of high-performance Data Centre Capacity, from retail colocation through to build-to-suit Hyperscale Capacity with more than 300MW available on Chayora's Tianjin campus. The Chayora campus is uniquely located at the heart of Northern China's Artificial Intelligence "powerhouse hub".

The Telstra Chayora facility in Beichen (TJ1) aims to serve as a high quality, scalable extension to Telstra's existing nearby Tier III colocation facility in Tianjin, with up to 3000 racks of capacity available in Q3 of 2020.

The Chayora campus including the colocation facility will be served by a high-performance, low latency, carrier neutral network, connecting Telstra's existing locations in Wuqing and Shanghai and providing high performance connectivity, managed by Telstra to Beijing.

At the new facility, all data halls are designed to Tier III maintainable international standards to accommodate the high demand for smaller scale data storage requirements, including high density requirements up to 30KVA/rack at leading edge PUEs of <1.4. TJ1 aims to complement build-to-suit services available to both international and Chinese domestic hyperscale cloud service providers elsewhere on the Chayora campus. The entire campus will be served by a Telstra managed carrier neutral network with latency to Beijing CBD of <2.5ms round trip. The plan is for each plot within the campus to be interconnected to each other and to the existing Telstra PBS data centres. Within the colocation facility customers can also access cross-connects to Telstra's Programmable Network.

"As a hyperscale, build-to-suit campus developer and operator, this move represents Chayora's first steps into multi-tenant facilities. The partnership aims to provide an improved standard of service for both international companies operating in China as well as premium domestic cloud

and technology service companies given the carrier neutral multi-provider fibre options under Telstra's network management." says Oliver Jones, Chayora CEO.

"Telstra's commitment to our Asia Pacific customers means we aim to adapt and continuously work to deploy new technologies that enhance our existing infrastructure. That is why we are very proud to be the strategic partner to the new Chayora campus," comments Oliver Camplin-Warner, CEO Telstra International.

"Telstra has built and currently operates the largest subsea cable network in APAC with 30 per cent of the lit intra-Asia capacity. In addition to this, Telstra has also created a strong in-country footprint across the region due to the scale and resilience of our network. This work has resulted in Telstra being recognised as the number one foreign telecommunications provider in South Korea, Taiwan and the Philippines, and one of the top few in mainland China, Hong Kong, Japan and Singapore*," continued Camplin-Warner.

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*Assessment based on three criteria, including each of total number of in-country employees, total in-country revenue and domestic network footprint.

About Telstra PBS:

Telstra has operated in China since 1989 and was the first foreign company licensed to provide connectivity and network services in the mainland through the Telstra PBS venture, Telstra has decades of experience helping customers thrive in China.

Telstra is a leading Australia-based tier one telecommunications and information services company offering a full range of communications services. Telstra's international operations are headquartered in Hong Kong where wholesale and enterprise customers are provided with a full breadth of holistic and end-to-end solutions across data, voice, satellite and managed network services. Through Telstra's strategic investments over the years and the recent acquisition of Pacnet in Asia, Telstra now has the largest subsea cable network in Asia Pacific, with licences throughout Asia, Europe and the Americas and facilitates access to more than 2,000 Points of Presence (PoPs) in 230 countries and territories.

For more information visit www.telstraglobal.com

About Chayora: Chayora Limited, headquartered in Hong Kong, is wholly-owned by Chayora Holdings Limited, a Cayman Island-based company. Chayora develops hyperscale, world-class designed and operated, scalable data centres and data centre campuses in China. Chayora serves global Fortune 500 companies, premium Chinese data centre operators and international standard colocation users to enable cloud services, ICT services, financial services or other services offerings dependent on intensive, high quality data centre infrastructure in China.

Chayora's core offer is to develop and operate large-scale, built-to-suit, high-performance data centres for individual clients on 5 to 15-year contracts, on multiple strategically located campuses with 'ready to operate' robust scalable infrastructure capable of supporting the operation of data centres to world-class standards. Subject to customer requirements, Chayora can offer this on a flexible powered land basis through to a full turnkey and operate solution with a unique modular approach to growth in required capacity as it is needed. As part of the overall solution Chayora offers highly competitive power supply arrangements and green power solutions, project financing solutions and fully transparent contracts with best-in-class global performance commitments in China.

For more information about Chayora, visit www.chayora.com.

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