



**Global connections.**  
**Infinite possibilities.**



Presence in more than  
**30 countries**

Connectivity in  
**200+**  
countries and  
territories globally

Access to more than  
**2,000 PoPs**  
across the globe

Own/manage/resell  
**77 DCs**

**Amazing things  
happen when  
we connect.**

Global connections create infinite possibilities. Free your business to dream big, knowing Telstra has the solutions, services and partners you need to turn your vision into reality.

Our global network spans 400,000km and includes Asia Pacific's largest subsea cable routes. We connect millions of users every day. We carry more than a third of Asia's internet traffic. And we do it all with robust, proactive security and 24/7 global support that's agile and flexible.

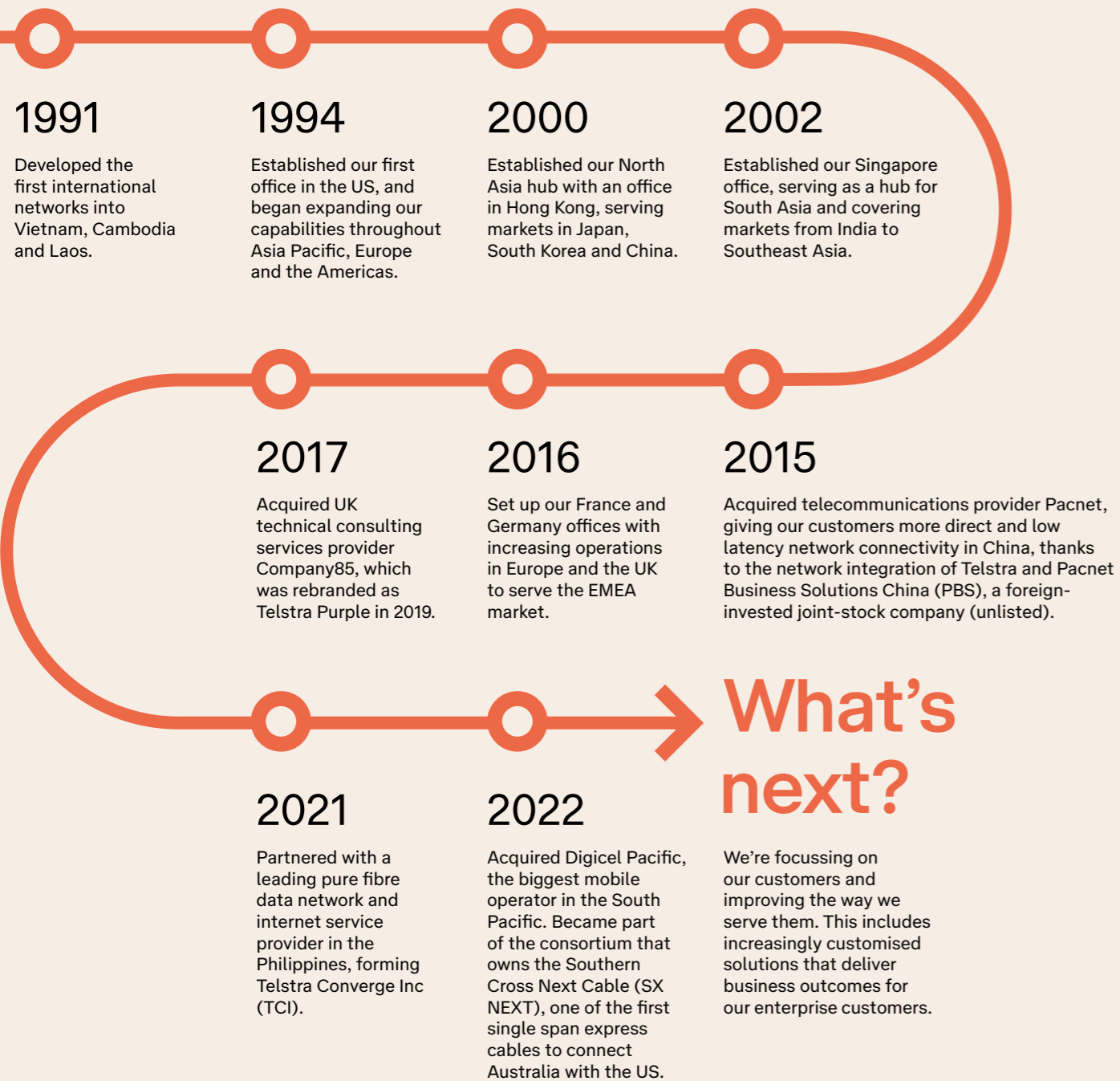
When you connect with us, you empower your business with a modern digital fabric that can harness innovation, growth, transformation, and new business

opportunities. We invest heavily in infrastructure, innovation, capability and talent, so you can benefit from the smartest solutions from the brightest minds with the best performance. And our rich ecosystem of committed partners adds on to the technology and expertise to solve any challenge.

So whether you need to elevate your security posture, get more from your cloud investment, improve data management, expand into new territories, or empower your people to work securely from anywhere, start by connecting with Telstra. Because amazing things happen when we connect.

# Proud history, bright future.

From managing all of Australia's telephone, telegraph and postal services in 1901 to becoming the number one subsea network operator in Asia Pacific, Telstra has always been a connectivity pioneer. We've operated internationally for more than 70 years, building a heritage of excellence that allows us to bring deep expertise to any project. Here are our key milestones:



# How we work with you.

Telstra brings you a platform of global connections and infinite possibilities, which we deliver through four key attributes. As your technology services partner, we work with you to understand your business and your objectives and design the right solution and service model to help you achieve success.



## Service

**Enjoy service that's second to none.** Working with us means working with a team that's as passionate about your success as you are. Our customer-first culture ensures we are flexible in the way we work while upholding our high standards. We are constantly innovating with simpler and better processes, so that we not only get it right the first time, but make sure it takes less time.



## Solutions

**Use our innovative solutions to expand your possibilities.** When our network is your network, you'll have a future-proofed digital fabric that empowers you to innovate and grow. Whether you need automated intelligent routing, edge computing, world-class peering with major carriers, or protecting your data assets, Telstra can help you deliver it with outstanding performance and user experience.



## Partnership

**We are your partners in success.** With our experts on your team, you will be able to draw on specialist skills in solution and service design, delivery and management across networks, security, cloud and more. Plus, our global ecosystem of network and equipment suppliers and strong local relationships with technology providers, such as Cisco, Genesys, Microsoft, Netskope, Palo Alto, and VMware, ensure innovative solutions and smooth integrations for your digitalisation journey.



## Trust

**We take care of what matters—our customers, our people and our planet.** To safeguard our customers' business continuity, our resilient, proactively monitored global network has embedded security and multi-layered protection. Our international reputation for professional conduct, ethical governance and commitment to sustainability brings you best-in-class solutions and services from a safe, neutral brand.



# Service

It's simple. No matter how complex your needs, we make it easy to do business with us. That's our world-class service with a friendly local touch.



## World-class service, when and where you need it.

Our professional service extends right from consultancy to delivery, service management and incident response. As our processes are certified to ISO 27001 Information Security Management standard, you can be assured that the security of your business information is at the front of our mind.

With thousands of network sites across multiple countries, we can support you with nuanced local experience and expert assistance, such as multilingual support through our Global Service Desk, at any hour of the day. You can also self-manage your Telstra products and services or send incident and service requests digitally on Telstra Connect.

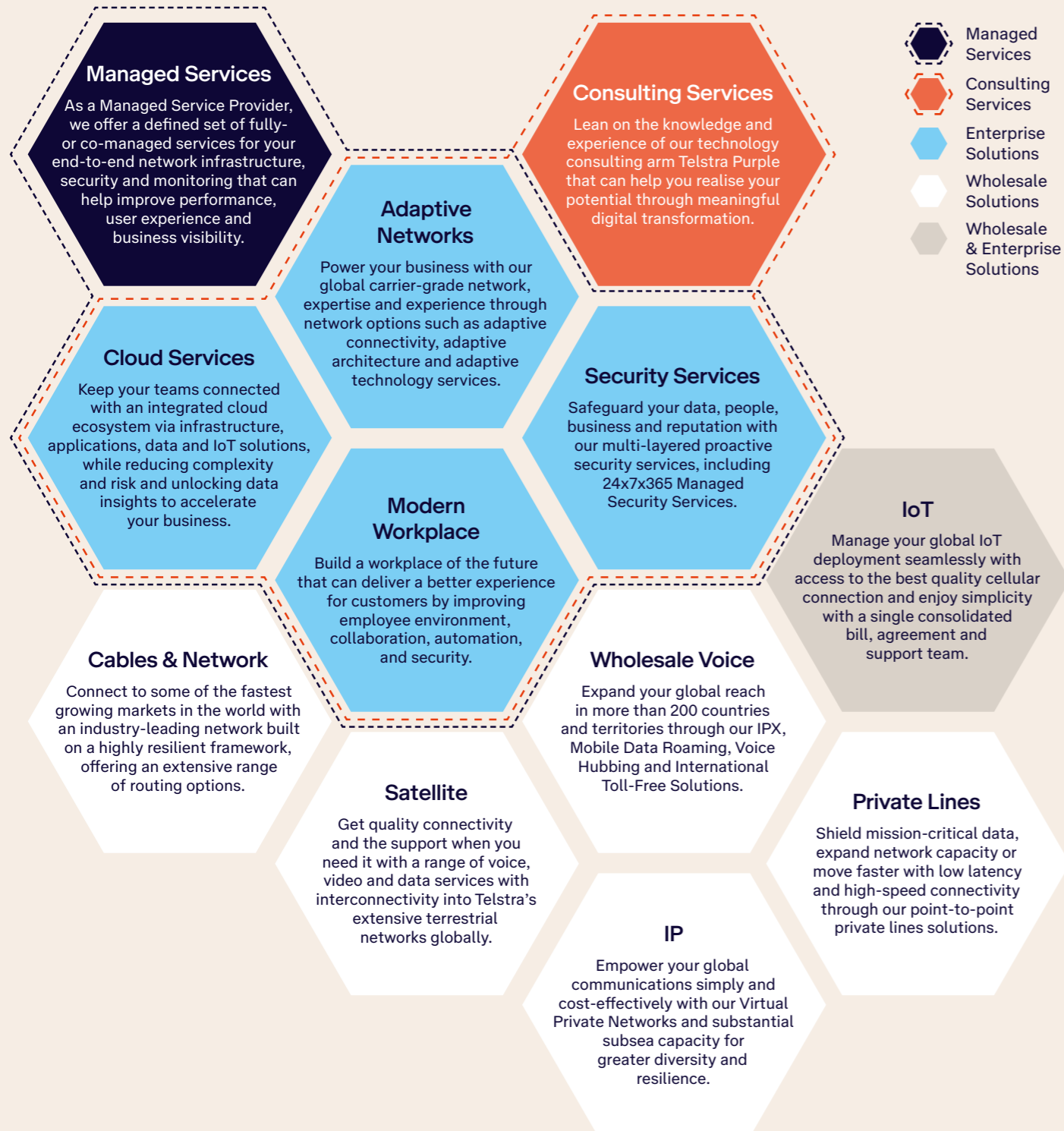
- Agile Network Operations Centre
- Global Service Desk
- Managed Cloud Service Centres
- Regional Service Management & Delivery
- Security Service Centres
- Security Operations Centres
- Security Network Operations Centres
- Transmission Network Operations Centre
- Telstra PBS Customer Service Engineering





# Solutions

In an ever-evolving world, does your business have the right platform to innovate, seize opportunities, and grow? Whether you have specific technological needs in mind or would like us to help you discover, define and deliver the perfect solution, we are here to help with our extensive suite of enterprise and wholesale solutions.



## Tailored to your industry.

In whichever industry you do business, Telstra solutions can spark innovation and create new possibilities for everyone. Our experts are able to draw on decades of experience, bringing together the right technology and talent to empower your business and solve your industry-specific needs. Here are just some of the industries we serve:

- Financial Services
- Oil & Gas
- Broadcast Services
- Education
- IT & Communications
- Healthcare
- Manufacturing
- Retail
- Transport & Logistics
- Pharmaceuticals & BioTech
- Professional Services
- Government

# Managed Services.

Technology is evolving quicker than ever. Staying at the forefront can be a challenge — one that you don't have to take on your own. When Telstra helps manage your solution, you can free up your business and your people to be more strategic and efficient.

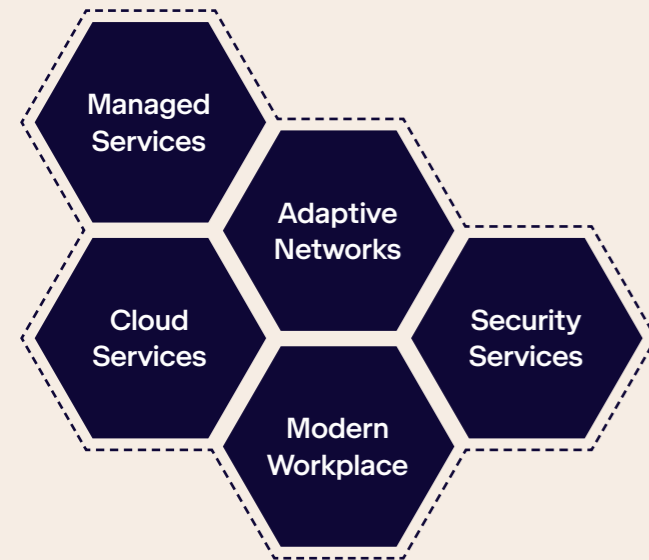
We offer Managed Services across our solutions portfolio, which you can engage individually or use together, to help you focus on solving real business problems.

**Managed Network Services** help you extend your reach, create new business possibilities and improve user experiences.

**Managed Security Services** make it easier to manage risk and stay ahead of potential threats with confidence.

**Managed Cloud Services** enable you to orchestrate and optimise your cloud with our cloud experts.

**Managed Modern Workplace Services** give you a powerful way to modernise your organisation with unified communications and collaboration.



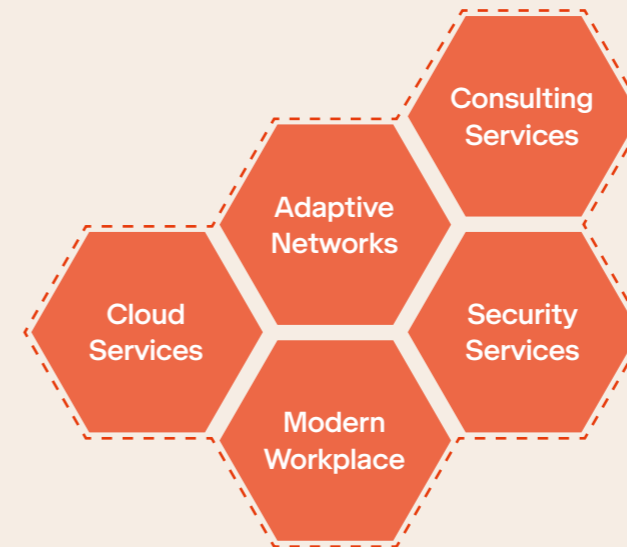
# Consulting Services.

As technology experts with a rich history of successful transformation, we know what it takes to thrive in a rapidly evolving world. That's why we created Telstra Purple. It's our specialised technology consulting service that brings the very best of our experience, solutions, and strategy to your business.



Transformations can be daunting — but not with Telstra Purple. Our technology consulting service has helped more than 1,600 organisations across the world successfully solve problems, innovate, and thrive in challenging market conditions.

We use our proprietary 4D Methodology to work closely with you to discover your purpose and challenges, and define your future opportunities. This could include any combination of Cloud Services, Adaptive Networks, Security Services and Modern Workplace. From there, we are perfectly placed to draw on more than 2,500 expert specialists, our powerful partnerships, leading-edge technology, and smart solutions and strategy to not only deliver the best for your business, but to keep it driving forward.





**400,000+ km**  
of subsea cable access

Access to over  
**30** cable systems,  
including 3 fully-owned  
(TEC, EAC and C2C)\*

**38** cable landing stations  
across Asia, Australia  
and the USA

# Telstra Wholesale

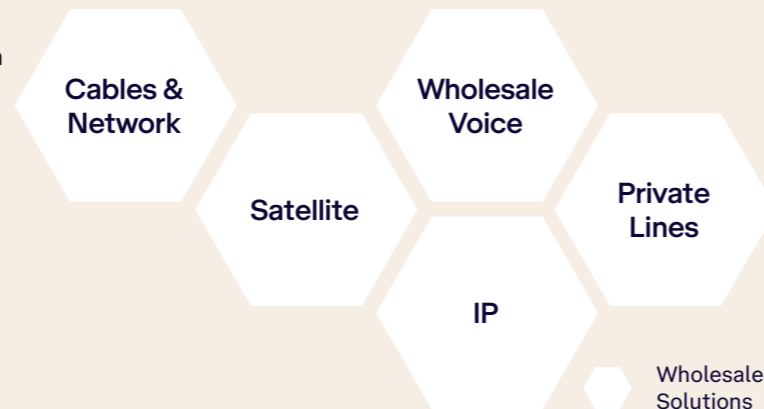
## Above, below and beyond.

Give your business the scale, resilient connectivity and performance to deliver for your customers on the network that goes above, below and beyond. Telstra International brings you the reach to expand globally, with robust availability, local expertise and privileged relationships that stem from over 70 years of solving some of the toughest connectivity challenges.

By 2025, telcos are predicted to face an additional billion mid-tier customers, such as users of subscription services. This opens exciting opportunities for new over-the-top (OTT) and wholesale businesses.<sup>1</sup>

Our focus on connectivity goes beyond subsea cables to encompass significant investment in terrestrial connectivity in markets including Japan, the Philippines and Taiwan. With the largest subsea cable networks in Asia Pacific and increasing investments in new growing markets, our extensive footprint means you can connect more customers in more places.

Telstra makes it easy to deliver a smooth high-bandwidth solution that performs at peak. Our deep regional expertise helps you deliver fast, flexible, convenient and cutting-edge customer experience.



## Partnership

At Telstra, you join a large network. We've built a partner ecosystem that can bring you the specialist expertise, solutions, and services you need for any challenge. From adaptive networks to application services, we can work with you and our partners to build the right solution, in the right way for you.

### Better together

For all your digital ambitions, not only will you be able to draw on the expertise of our professionals—spanning from Connectivity and Adaptive Networks, to Security, Cloud Services, Modern Workplace, and more—but also that of our technology partners. Our partner ecosystem brings you the best of both worlds: the relevance of local relationships with the power of global expertise. This means you can enjoy smooth integrations and solutions, while leveraging the competitive services of our worldwide partners.

Our relationships are strong, with some going back 20 years or more. We've won numerous awards from partners, such as Microsoft, Equinix and Genesys, in recognition of how well we have worked together.

We also run our industry-leading Telstra Agent Programme, which provides expert support and competitive incentives to help our partner agents realise new international opportunities. So when you work with a Telstra agent, you know they'll be supported by us to keep delivering more for you.



\* EAC (East Asia Crossing) and C2C (City-to-City) are subsea cables that connect between Singapore and Asia while TEC (Telstra Endeavour Cable) connects between Australia and the United States.  
<sup>1</sup> <https://www.mckinsey.com/industries/technology-media-and-telecommunications/our-insights/overwhelming-ott-telcos-growth-strategy-in-a-digital-world>



# Trust

We do the right thing — for people, your business, and our planet. Rely on our safe, neutral brand that’s built on ethical governance, inclusive professionalism and respect for life on Earth.

You’ll have a fully accountable partner with high professional standards maintained through strong governance. And you’ll be taken care of by an international team of professionals who are trained and motivated to uphold our values of respect, integrity and inclusivity.

We are on track to be using 100% renewable energy by **2025**

We invest in charitable projects to help communities build digital skills and drive **climate action**

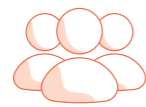
Our employee engagement score puts us in the **top 10%** of companies worldwide

Our employees clocked **3,642 hours** volunteering across 30 locations in one week during our inaugural **#InternationalChangemakersWeek 2023**



## Environment

- We are working to reduce emissions, and then offset the remainder of emissions from our operations.
- We adhere to environmental standards from the UN, GRI, TCFD, CDP and others.
- We support our suppliers to disclose their carbon footprint.



## People

- Telstra International offers a diverse and inclusive workplace, and we are ranked in top 50 of the 2022 Equileap Gender Equality Global Report.
- Telstra Foundation invests in non-profit projects that build digital skills, community support, and tech-enabled climate action.



## Governance

- We strive for excellence in our corporate governance, accountability, and ethical behaviour.
- We’re part of the Joint Audit Cooperative (JAC) working to improve the ethical performance of our suppliers.



# Our customers speak for us.

“Telstra’s consultative approach combined with their technical expertise is industry leading. We were able to rely on their expansive knowledge of the region and leverage their partnerships to navigate any region-specific issues in an extremely agile fashion. It is rewarding to collaborate with a customer-centric partner that can help lead the way through both their technology and their expertise.”

- Raphael Maunier, CTO of Network and Infrastructure, F5

“Telstra was compelling for multiple reasons. They were considerate of our needs, offered competitive pricing, provided stable circuits, and they were transparent with delivery. They could also provide support, including technical knowledge, to our teams across multiple geographies and in multiple languages.”

- Anthony Forder, Head of Information Technology Operations, Transcosmos Information Systems

“From colocation services to private lines, our relationship has developed into a multi-region, multi-service partnership. The team at Telstra worked closely with us to design a future-proof network supported by Telstra’s massive subsea cable infrastructure — which gives us a lot of options in terms of network resiliency, reliability and redundancy — and the team’s on-the-ground expertise. That means we can continue to deliver innovative alternative cloud services to our customers around the world.”

- Dan Spataro, Director of Infrastructure Operations, Linode

“Telstra Purple worked with us to create a customised out-of-the-box solution that is aligned to our needs and develops our skills so we can manage in the future. They also delivered streamlined operating structures, ensuring we were able to meet our project deadlines.”

- Vijayjumar Shah, Assistant Vice President (IT), PSA International



## Regional Headquarters

### Asia

Level 19, Telecom House, 3 Gloucester Road  
Wan Chai, Hong Kong

#22-01 Manulife Tower, 8 Cross Street  
Singapore 048424

### Americas

Suite 2010, 30 Rockefeller Plaza  
New York, NY 10112

### EMEA

2nd Floor, Blue Fin Building, 110 Southwark Street  
London, SE1 0TA

### Australia

400 George Street  
Sydney, NSW 2000

## Got a question? Let's connect.

 [telstraenquiry@team.telstra.com](mailto:telstraenquiry@team.telstra.com)

 [telstrainternational.com](http://telstrainternational.com)

 [linkedin.com/showcase/telstra-enterprise](https://www.linkedin.com/showcase/telstra-enterprise)

 [twitter.com/TelstraEnt](https://twitter.com/TelstraEnt)

 [youtube.com/TelstraEnterprise](https://www.youtube.com/TelstraEnterprise)