



Ventia Services Group Ltd
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AUSTRALIA

ventia.com

ASX and NZX Release

20 December 2024

Ventia and Telstra sign five-year strategic agreement to support critical digital infrastructure

Ventia (ASX:VNT) and Telstra (ASX:TLS) have today announced a major expansion of their long-standing partnership with a five-year agreement to optimise the delivery of design, construct and maintenance of Telstra's critical digital infrastructure.

For Ventia, the strategic partnership is expected to generate over \$400 million in annual revenue over the next five years and reflects Ventia's strong customer focus and its strategy to redefine service excellence.

The agreement covers nationwide lifecycle management and fixed network services for Telstra's digital infrastructure facilities. The partnership will also cover the design and large-scale construction of asset relocation and commercial works, as well as continuation of some services related to network design & construction, including Wideband, optical fibre, data, IP networks and Wireless.

Ventia's Group Chief Executive Officer and Managing Director, Dean Banks said: "We are proud to have been a trusted partner to Telstra for nearly 30 years and we are excited to expand our partnership to support their strategic goals."

Telstra InfraCo Chief Executive Officer, Brendon Riley said: "We are delighted to continue our valued partnership with Ventia, leveraging their extensive experience and knowledge in infrastructure construction and maintenance to help drive further operational efficiencies across our extensive fixed network site portfolio."

With the expiry of the existing contracts in late December, works under the new contract are expected to commence in early 2025.

This announcement has been authorised for release by the Ventia Board.

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About Ventia

Ventia is a leading essential infrastructure services provider in Australia and New Zealand, proudly providing the services that keep infrastructure working for our communities. Ventia has access to a combined workforce of more than 35,000 people, operating in over 400 sites across Australia and New Zealand. With a strategy to redefine service excellence by being customer-focused, innovative and sustainable, Ventia operates across a broad range of industry segments, including defence, social infrastructure, water, electricity and gas, resources, telecommunications and transport. We are an Australian Securities Exchange (ASX) top 200 company, with a secondary listing on New Zealand's Exchange (NZX).

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