



FOR IMMEDIATE RELEASE

## Hawaiki Chooses Equinix for Australian Cable Landing Station

*New submarine cable reinforces Equinix's position as a leader in the Australian data center market*

**SYDNEY — June 10, 2014** — [Equinix, Inc.](#) (Nasdaq: EQIX), the global interconnection and [data center](#) company, today announced that one of its International Business Exchange™ (IBX®) data centers in Sydney has been selected by Hawaiki Cable Limited as the site of the company's landing station in Australia and prime [interconnection](#) point. The Hawaiki submarine cable landing station in [SY3](#) will be located directly within Equinix's global data center footprint made up of over 100 data centers.

### Highlights / Key Facts

- Hawaiki is building a 14,000-kilometer cable system providing trans-Pacific connectivity between Australia, New Zealand and the United States; trans-Tasman connectivity between Australia and New Zealand; connectivity from Hawaii to the continental United States; and Pacific islands connectivity to New Zealand, Australia and the United States. The entire system is planned to go live in early 2016.
- The landing station will provide [cross-connect opportunities](#) for all Equinix customers collocated in its [Sydney data centers](#), and will give Hawaiki direct access to potential customers. As a new submarine cable provider in Australia, Hawaiki initiates further market competitiveness, which will result in improved costs and quality of service for all customers within the market.
- When fully operational through SY3, Hawaiki will add to the rich density of submarine cable systems that serve Equinix's customers globally, reaffirming Equinix's network neutral value proposition. With over 120 networks available locally and access to over 975 network providers globally, SY3 is already one of the most densely connected data centers in Australia.
- Equinix customers will be able to connect with Hawaiki's submarine cable for the cost of a simple cross-connect within Equinix's rich [business ecosystems](#), which will result in direct cost benefits. Utilizing a cross connect within Equinix also lowers latency to finalize a connection.
- Equinix has continued to grow in the Asia-Pacific region, as demand for premium data centers, [cloud services](#) and carrier neutral environments increases. The recent completion of the third phase of SY3 is the latest in a series of expansions across Asia-Pacific, which includes new data centers in Tokyo, Osaka, Jakarta and Singapore, and Equinix's first facility in Melbourne.

### Quotes

- **Jeremy Deutsch, country manager, Equinix Australia:**  
*"Choice is a key consideration for companies investigating data center providers. Hawaiki is a great addition to the list of service providers on offer within Equinix, as it presents further connectivity options for all of our customers. For Hawaiki, Equinix offers direct access to all of our Sydney customers, as well as connectivity to the more than 4,500 customers on [Platform Equinix](#)."*
- **Rémi Galasso, chief executive officer, Hawaiki Cable Limited:**  
*"After a thorough consideration, Hawaiki determined that Equinix's SY3 data center is the best facility to locate our Australian landing station. All of the carriers, cloud providers and customer opportunities are there, creating the best meeting point for us and our current and future customers."*

### About Equinix

Equinix, Inc. (Nasdaq: EQIX), connects more than 4,500 companies directly to their customers and partners inside the world's most networked data centers. Today, businesses leverage the Equinix interconnection platform in 32 strategic markets across the Americas, EMEA and Asia-Pacific. [www.equinix.com](http://www.equinix.com).

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### **Forward Looking Statements**

*This press release contains forward-looking statements that involve risks and uncertainties. Actual results may differ materially from expectations discussed in such forward-looking statements. Factors that might cause such differences include, but are not limited to, the challenges of acquiring, operating and constructing IBX centers and developing, deploying and delivering Equinix services; unanticipated costs or difficulties relating to the integration of companies we have acquired or will acquire into Equinix; a failure to receive significant revenue from customers in recently built out or acquired data centers; failure to complete any financing arrangements contemplated from time to time; competition from existing and new competitors; the ability to generate sufficient cash flow or otherwise obtain funds to repay new or outstanding indebtedness; the loss or decline in business from our key customers; and other risks described from time to time in Equinix's filings with the Securities and Exchange Commission. In particular, see Equinix's recent quarterly and annual reports filed with the Securities and Exchange Commission, copies of which are available upon request from Equinix. Equinix does not assume any obligation to update the forward-looking information contained in this press release.*

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