

# Spirit Telecom bullish after ASX listing – insanely fast internet!

20 July 2016 Written by Ray Shaw

**Freshly ASX listed Sprit Telecom has issued a market update – and its up, up and away for this niche, ultra-fast Internet access and telephony services, telecommunications carriage service provider.**

**Spirit Telecoms** operates in a niche supplying fibre-based broadband services to multi-dwelling user locations including residential, business, student accommodation, community housing and business parks.

It provides Ultra-Fast Internet (UFI) at individual connection speeds up to 200/200Mbps and unlimited data to high-rise and apartment buildings. Sure speed costs but the prices for symmetric bandwidth range from 25/25 at \$67 per month to 200/200 at \$169 per month.

It also delivery business Fibre Optic data and voice solutions to businesses in Melbourne, Sydney, Brisbane, Perth and Adelaide CBD and surrounding areas offering unmetered bandwidth at up to 1 Gbps.

There is a small catch – a building must sign up and be provisioned to the “basement”. At launch, it had 38 in or around central Melbourne. It has announced over 50 additional buildings have been added – a 25% growth in the first half of 2016. It has 200 buildings (online or in the provisioning process) not including any that it acts as an NBN reseller for.

Spirit says that its UFI may **increase the value of the building** citing similar increases in the US after Google introduced Gigabit fibre to dwellings.

Some of the recent buildings in the provisioning process include Vogue (500 apartments), Maxx Apartments (130 apartments) and Yarra’s Edge Towers 2 & 3 (280 apartments). The latter expands existing Spirit serviced Yarra’s Edge Towers 1 & 4, delivered last year.

Spirit has gone one further by launching 400/400Mbps into Freshwater Place, one of Melbourne’s premier residential apartment buildings. Aside from making Freshwater Place the fastest residential Internet building in Australia, Spirit continues to demonstrate its market leading deployment, creating the fastest residential deployment of symmetrical superfast Internet to date.

Spirit’s commercial customer growth has included the rollout of the Marriner Group, including Melbourne’s Princess, Comedy and Forum Theatres; hoteliers Punt Hill in Brisbane and Melbourne and the “Awesome student accommodation” group Iglu, in Sydney and Melbourne.

It has upgraded its points of presence. It will expand its network to NextDC in Brisbane and is in the process of upgrading Melbourne (NextDC) and Sydney (Equinix), to accommodate the increase in demand and maintain the current network performance.

Finally, its looking for suitable acquisitions to complement its directions.

<http://www.itwire.com/telecoms-and-nbn/73924-spirit-telecom-bullish-after-asx-listing—insanely-fast-internet.html>