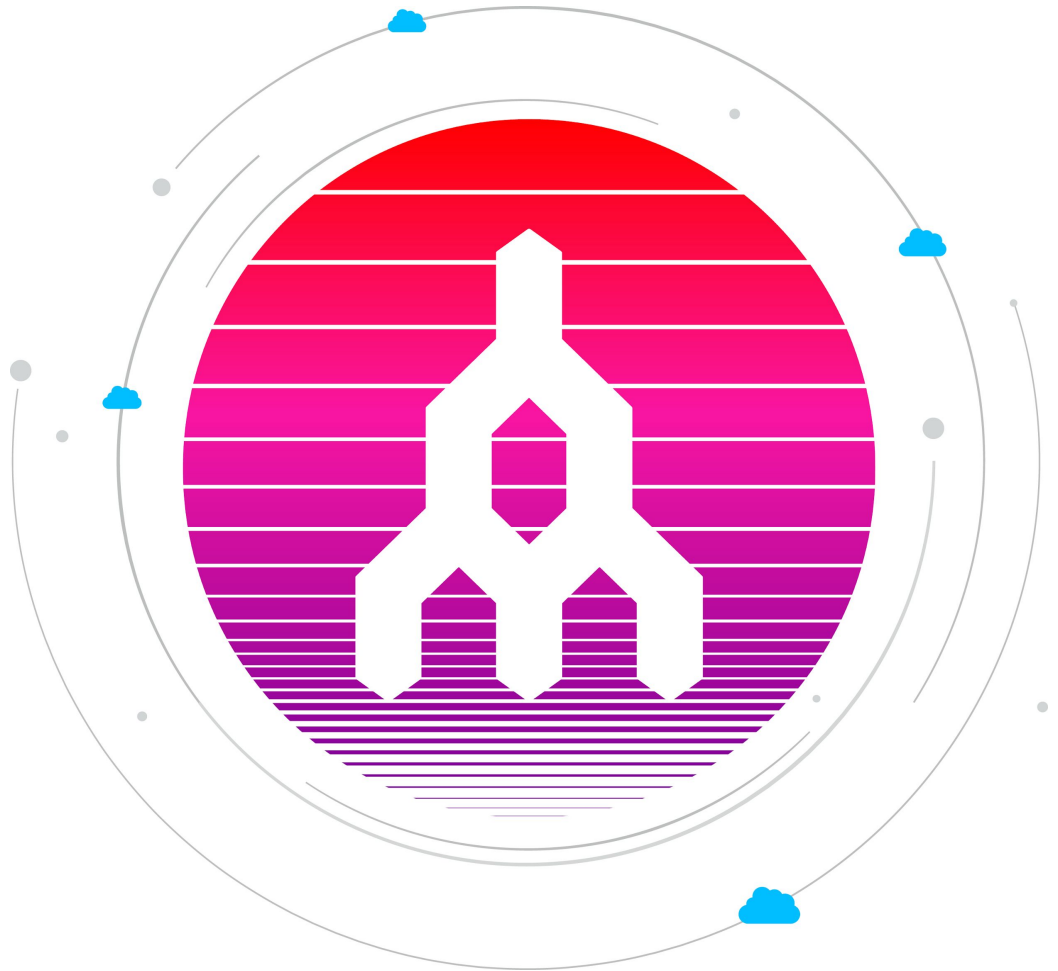


Megaport

RBC TIMT Conference 2018 - NYC

14 November 2018
New York, USA

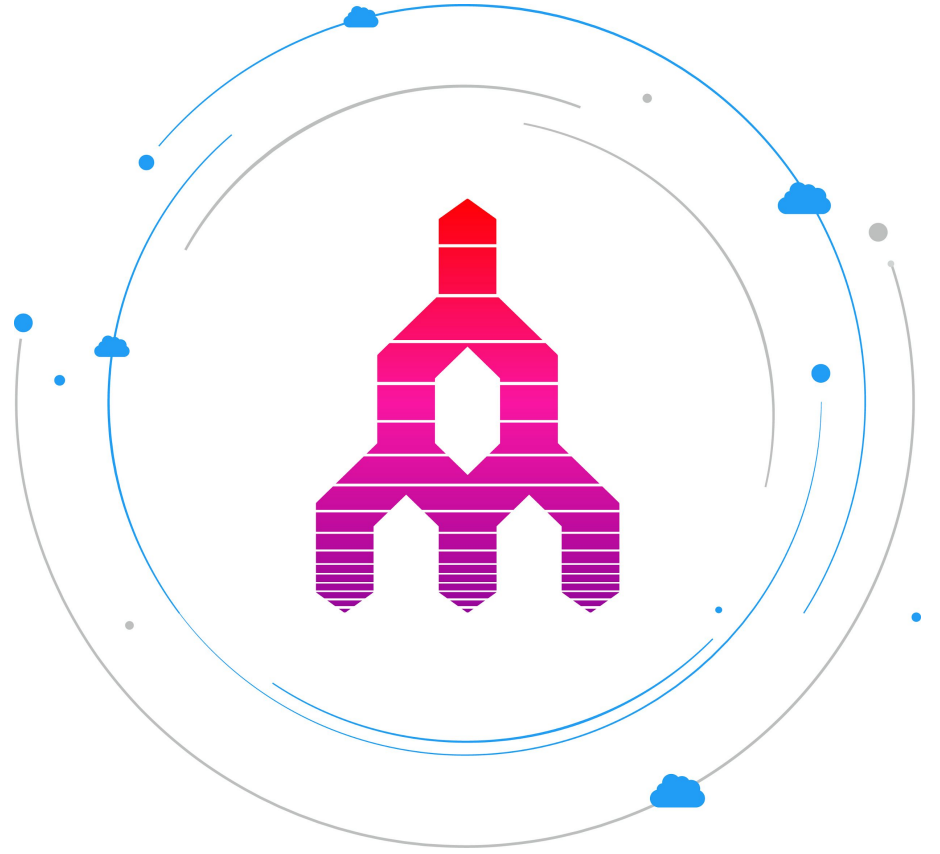


Document Purpose



The following slides will be presented to interested parties at the RBC Telecommunications, Internet, Media, Telecommunications Conference in New York City on 14 November 2018 (EST).

About Megaport



Who is Megaport?



Pay for what you use



Ease of use



Secure and on-demand

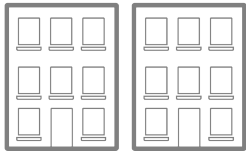


Leading service providers



Who we connect

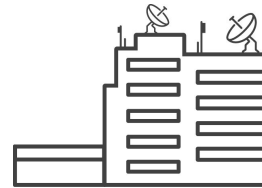
Enterprises



Cloud service providers



Data centre operators



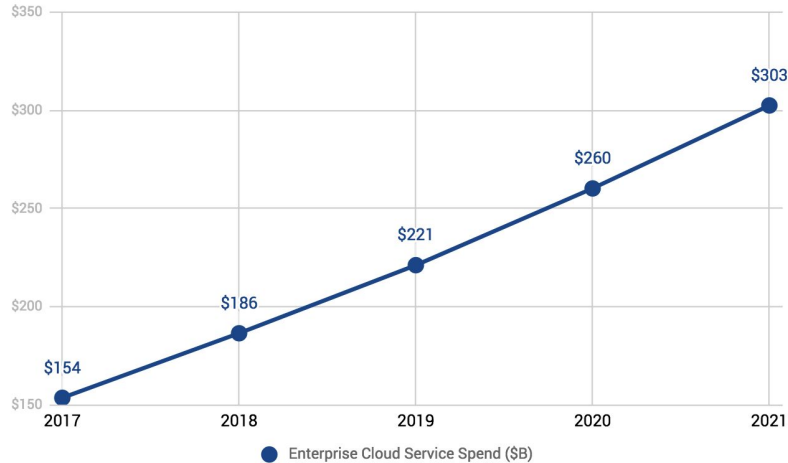
Network service providers



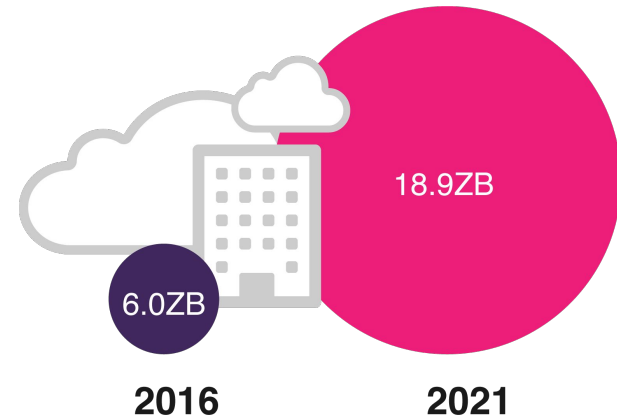
Industry Growth Trends



Enterprise Cloud Service Spend (\$B)



Cloud Data Centre Traffic



1 ZB = 1000⁷bytes

Source: Cisco Global Cloud Index 2018

Gartner Forecasts Worldwide Public Cloud Revenue to Grow 21.4 Percent in 2018







Total of: BPaaS, PaaS, SaaS, Cloud Management & Security Services, Source: Gartner, 2018



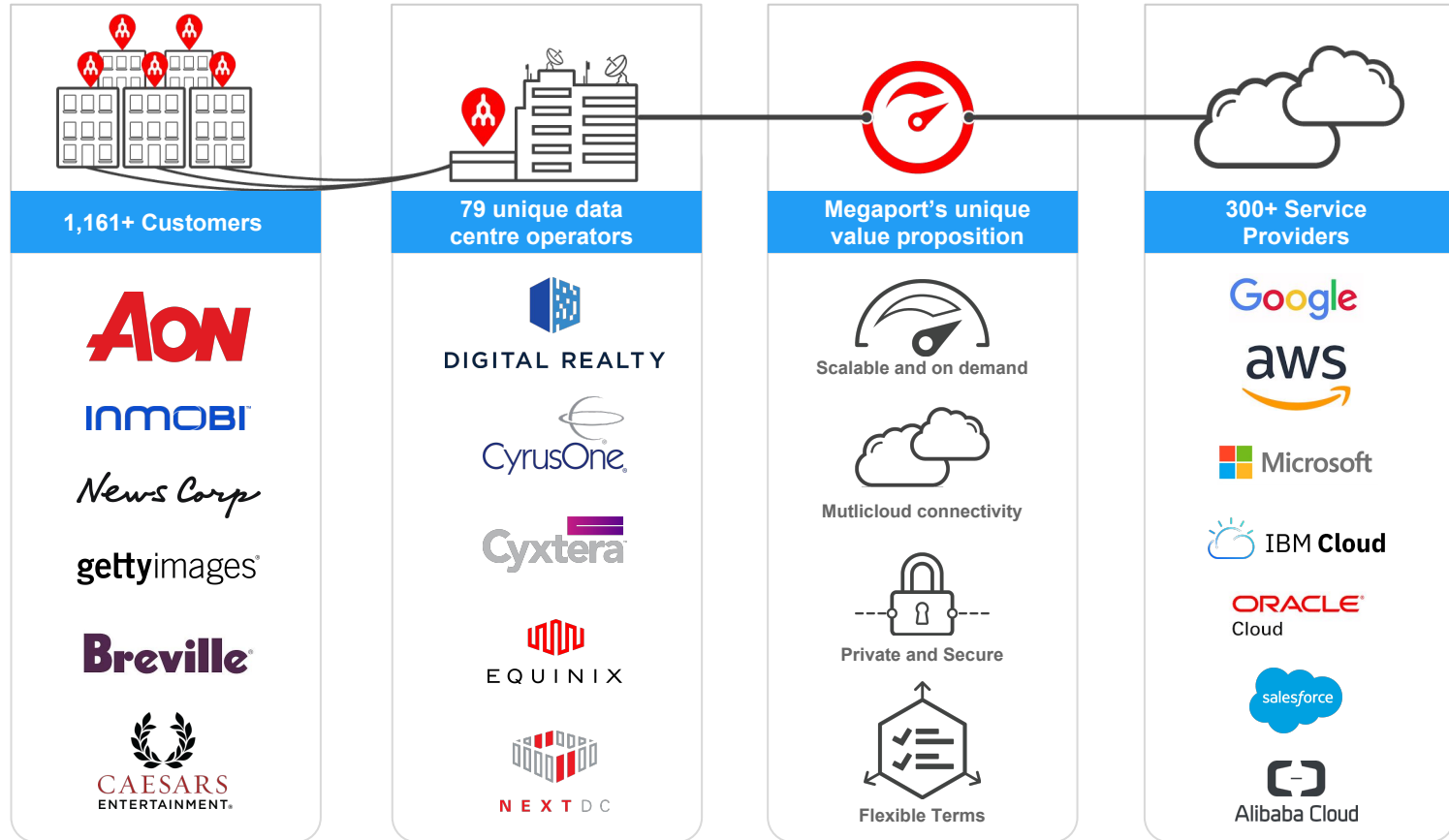
Megaport customers accessing multicloud increased 208% in FY18

Network as a Service

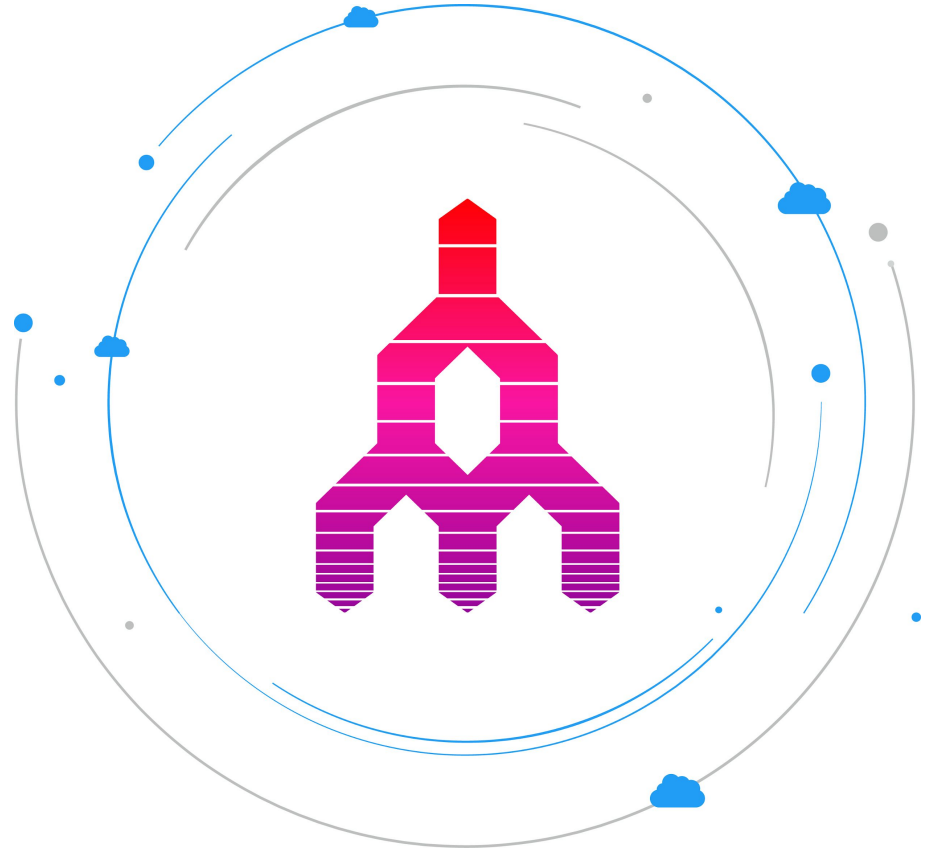


		Megaport's Connectivity Model	Traditional Connectivity
	Pricing	Pay for what you use, no setup fees	Expensive locked-in pricing model Expensive setup costs
	Speed	Real-time provisioning (59 seconds)	Long setup times (one week – several months)
	Capacity	Elastic, right-sized capacity	Fixed capacity
	Terms	Flexible terms, month to month contract	Locked-in long term contracts
	Providers	Neutral, one-stop shop featuring all service providers	Limited service providers
	Ease of Use	Intuitive portal to manage network	Multiple emails, calls to vendors, and paper contracts

Connecting Everyone to Everything



Performance Update



KPIs 1Q FY19



Total number of data centres



221

30 JUNE 2018

234

30 SEP 2018

Total number of Ports



2755

30 JUNE 2018

3,026

30 SEP 2018

Total number of services



6,567

30 JUNE 2018

7,648

30 SEP 2018

Total number of customers



1,038

30 JUNE 2018

1,161

30 SEP 2018

Monthly Recurring Revenue*



\$2.0M

JUNE 2018

\$2.4M

SEP 2018

Annualised Revenue^



\$23.8M

JUNE 2018

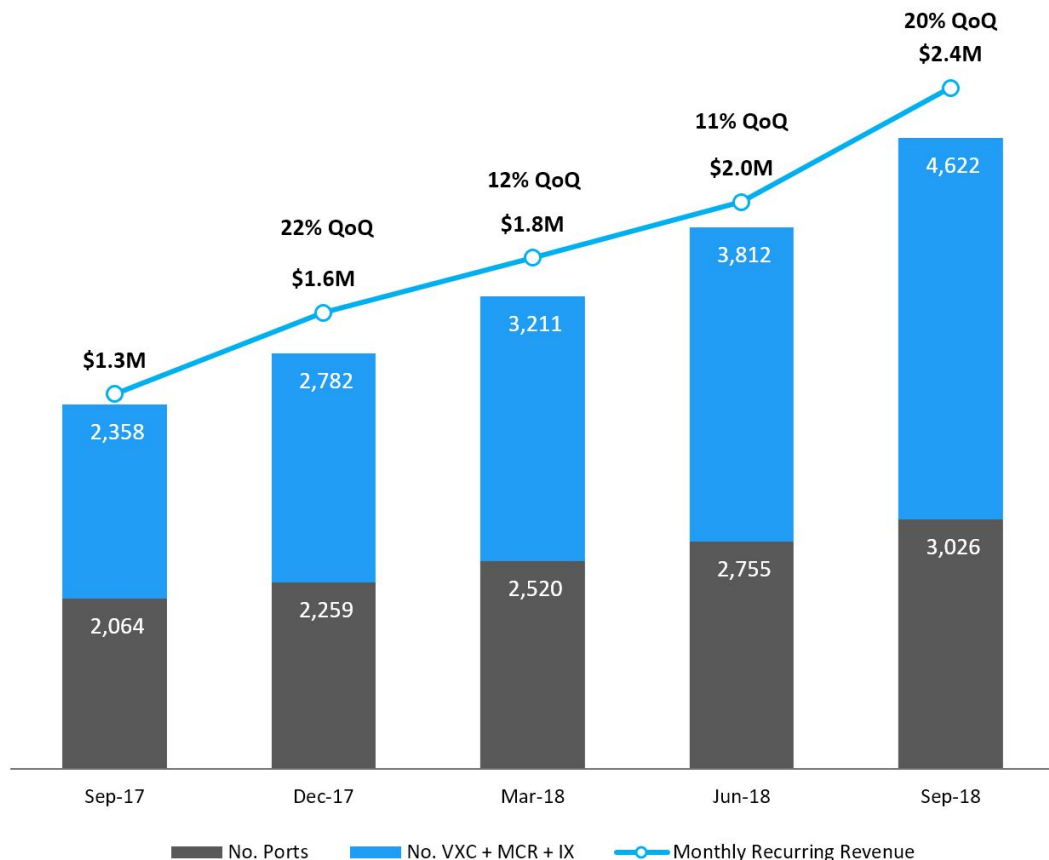
\$28.8M

SEP 2018

*Monthly Recurring Revenue (MMR) is revenue for the month of June/September

^Annualised Revenue is MRR for the month of June/September multiplied by 12

Growth Trends



*MRR is revenue for the last month of the quarter

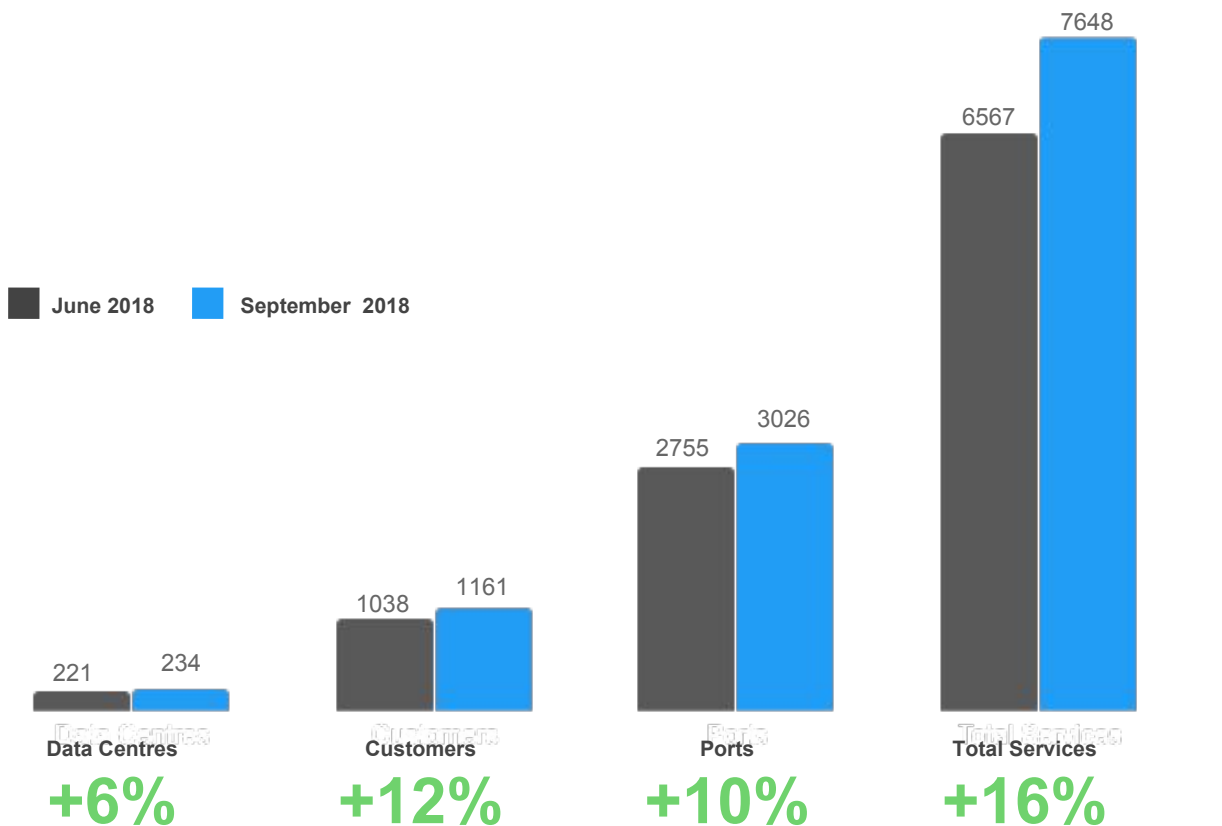
Ecosystem richness drives greater service connection opportunities

Growth in services is an indicator of overall customer usage on the network

Increased services per Port drives greater MRR growth and increased revenue per Port

MRR* has grown to \$2.4M, up 20% from June 2018

Growth 1Q FY19



What's driving revenue growth?

Average Revenue per Port*

June 2018

September 2018

\$720

\$788

\$68 / 9%

GROWTH

The increase in services per Port directly increases Port value

Building the Network Effect



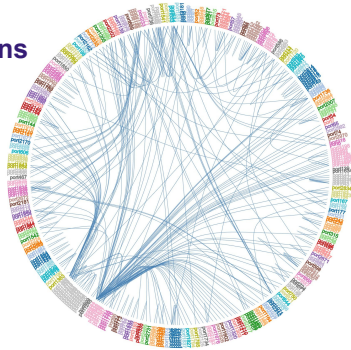
Megaport Service Connections



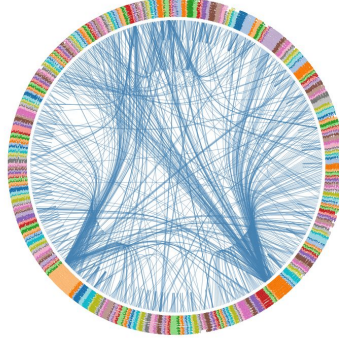
Ports



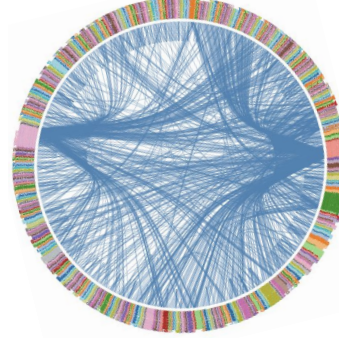
Services



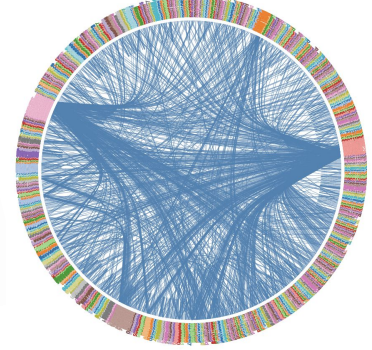
30 June 2016



30 June 2017



30 June 2018



30 Sep 2018

Service Connection Types



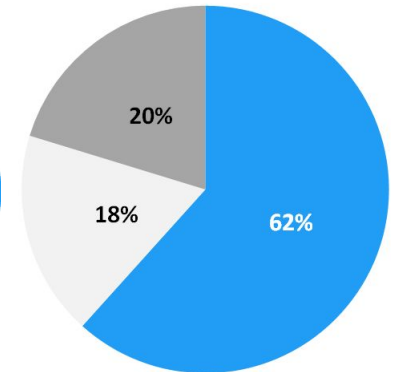
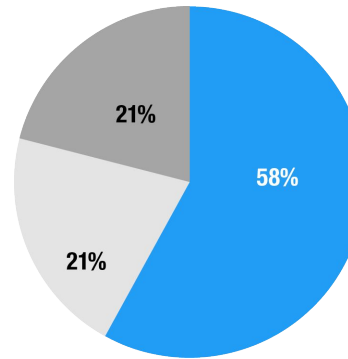
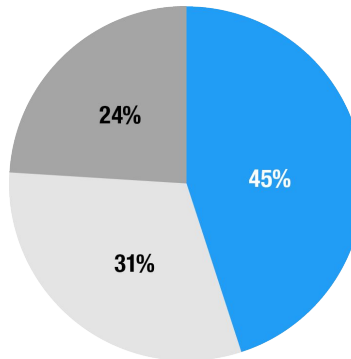
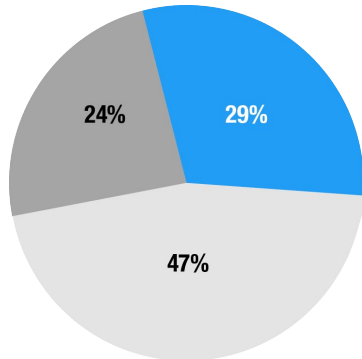
Direct Public Cloud



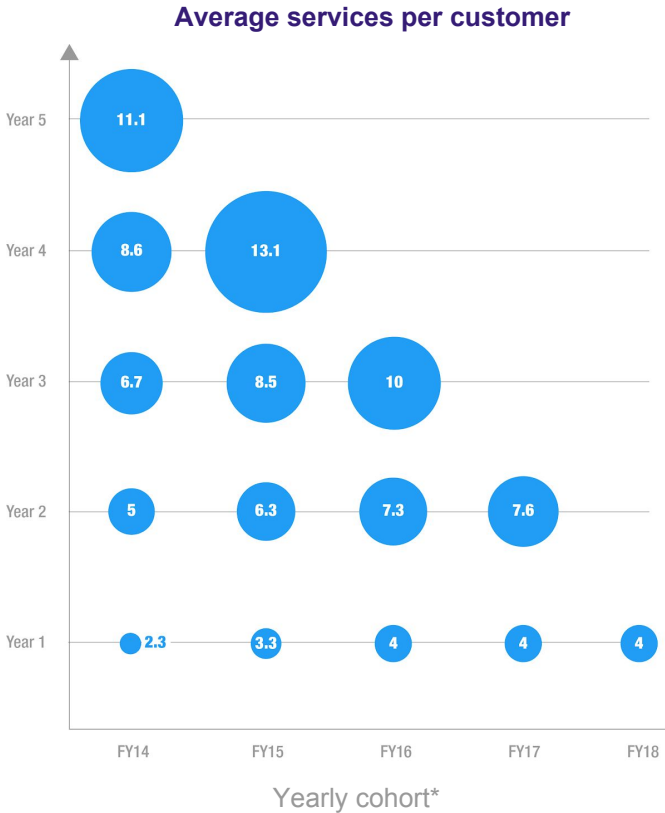
Internet Exchange



Private Connection



Customer Cohort Growth Trends (Global)



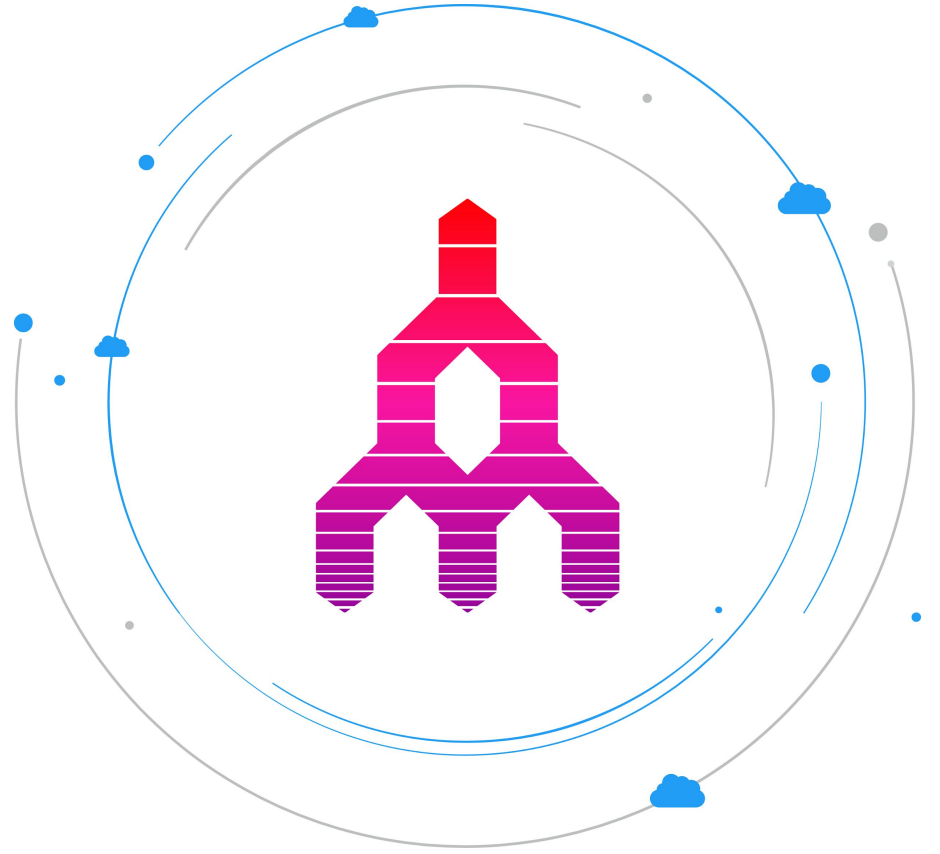
Global Average Per Customer
(June - Sep 2018)

Services	
6.6	+5%
Revenue	
\$2,067	+8%

Customer spend increases over time as a result of service uptake and adoption

*Yearly cohorts are customers acquired in a given reporting year

Partners & Customers



 We are seeing more and more customers acquire access to clouds via SDN solutions like what Megaport offers, which enable customers to bypass the need to establish a point of presence in very expensive traditional network hubs.

Our business with Megaport has nearly tripled over the past year, highlighting this powerful trend.



Gary Wojtaszek
President & CEO, CyrusOne

Data Centre Growth



Megaport Cloud Enablement



109

Total Onramps

Total Onramps

Amazon Web Services	32
Microsoft Azure	27
Google Cloud	18
IBM Cloud	12
Oracle Cloud	9
Alibaba Cloud	8
Salesforce	3



62

Cloud regions

 Alibaba Cloud

- Asia Pacific SE1 (Singapore)
- Asia Pacific SE2 (Sydney)
- CN-Hong Kong
- EU Central 1 (Frankfurt)
- US West 1 (Silicon Valley)
- US East 1 (Virginia)



IBM Cloud

- Asia Pacific South
- EU (UK)
- EU (Germany)
- UK South
- US East
- US South



- US East US
- Central EU
- US West



- Asia Pacific (Sydney)
- Asia Pacific (Singapore)
- EU (London)
- EU (Ireland)
- EU (Frankfurt)
- AWS GovCloud
- US (Ohio)
- US East (N. Virginia)
- US West (N. California)
- US West (Oregon)
- Canada (Central)



- Australia South East
- Australia East
- East Asia
- Southeast Asia
- UK South
- North Europe
- West Europe
- Germany Central
- US DoD East
- US Gov Texas
- US Gov Iowa
- US West
- West US 2
- South Central USI
- North Central US
- Canada East
- Canada Central



- APAC Sydney
- EMEA Frankfurt
- EMEA Slough
- EMEA Amsterdam
- US Ashburn
- US Chicago
- US Phoenix



- Asia Southeast 1 (Singapore)
- Australia South East 1 (Sydney)
- Asia East1 (Taiwan)
- Europe West2 (UK)
- Europe West3 (Germany)
- Europe West4 (Netherlands)
- North America-Northeast1 (Montréal)
- US Central1 (Iowa)
- US-East1 (South Carolina)
- US-East4 (Virginia)
- US-West1 (Oregon)
- US-West2 (Los Angeles)

Key Customer Wins



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zoom

morgans

PROVIDENCE
Health & Services

AON

LIGHTSTREAM®
A DIVISION OF SUNTRUST BANK

GO MARKETS
first choice for forex

ZUELLIG
PHARMA
making healthcare more accessible

HilltopSecurities
A Hilltop Holdings Company.



TAL

PACIFIC
DENTAL SERVICES®

Breville®

FRAMESTORE

Qrious

FLIGHT
CENTRE™

synchrony
FINANCIAL

M&CSAATCHI

CAESARS
ENTERTAINMENT®

vodafone

SPORTINGINDEX

aspect
capital

T · · Systems ·

arrow energy
go further

Sri Lanka Telecom

Case Study: Zuellig Pharma



Realising digital transformation in Asia's healthcare industry.



Challenge

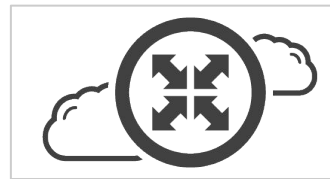
Zuellig Pharma's objective was to design an effective digital transformation strategy as part of their vision to become a technological and digital innovations hub for the healthcare industry.

To first create and solidify a firm foundational technology infrastructure and architecture on which to support their ambitions, they needed to make possible the concept of 'data exchange fluidity'. This would require the ability to circumvent the typical performance and latency challenges companies with similar initiatives face – and also save on costs.



Solution/Result

Zuellig Pharma bolstered their digital transformation strategy by creating an intelligent **hybrid** and **multicloud** architecture using an ecosystem of diverse applications that digitised day-to-day business processes. With Megaport connectivity as the foundation, the Company established a resilient data integration layer that facilitated fluid data exchange between their growing set of digital endpoints.



Future Plans

Zuellig Pharma will continue to expand further across the regions as well as embark on large-scale rollouts of the applications that have been developed to continue their work in new healthcare initiatives. - The Company is advancing their cloud journey by looking into additional providers available on the Megaport Network.

Zuellig Pharma is also considering Megaport Cloud Router as a cloud to cloud solution.

"Our digital transformation strategy, underpinned by Megaport connectivity, has propelled Zuellig Pharma's sales force into the digital age through real-time data access on the go which has increased decision-making autonomy and boosted our competitive edge on the ground."

– CIO, Maikel Kuijpers - Zuellig Pharma

Important Information



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All references to "\$" are to Australian currency (AUD) unless otherwise noted.




Thank you

ASX: MP1

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