



Megaport

Investor Presentation

May 15th, 2019



Megaport

Megaport Limited
ACN 607 301 959



About Megaport

Who is Megaport?

Pay for what you use



Ease of use



Secure and on-demand

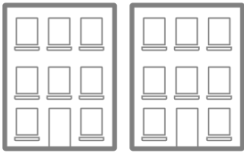


Leading service providers



Who we connect

Enterprises



Cloud service providers



Data centre operators

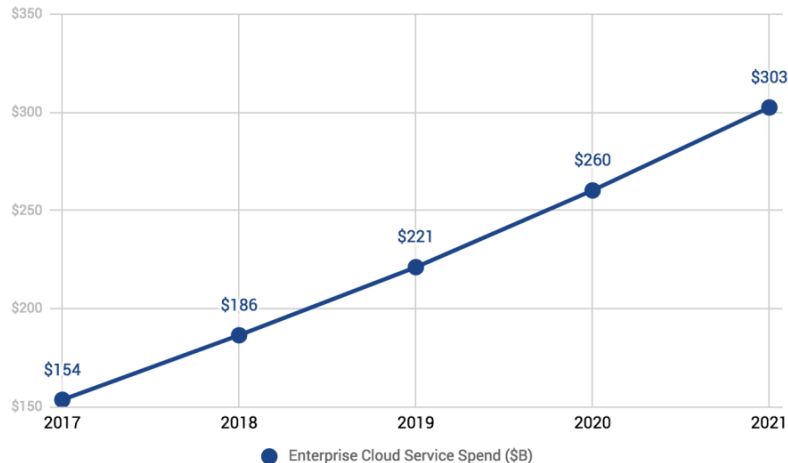


Network service providers

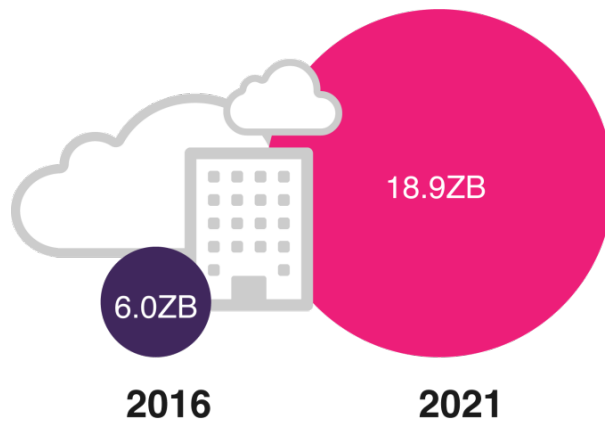


Industry Growth Trends

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

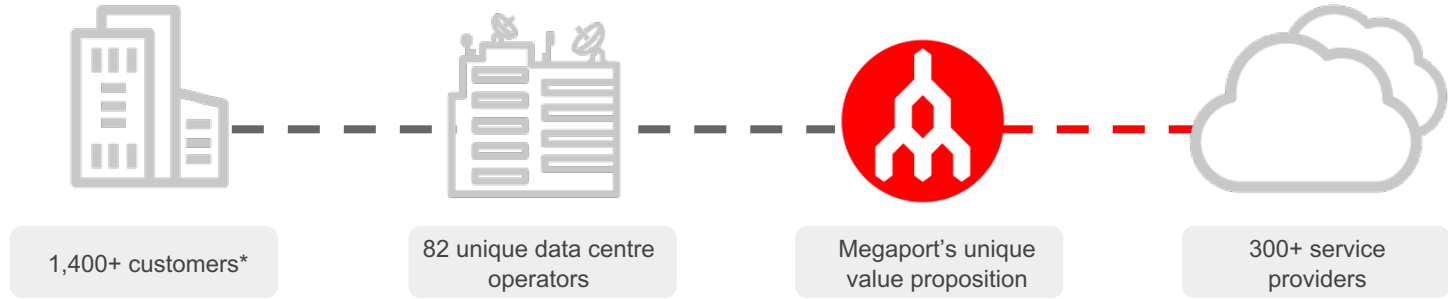
Total of: BPaaS, PaaS, SaaS, Cloud Management & Security Services, Source: Gartner, 2018

“69% of organizations plan to run a multi-cloud environment by 2019”

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



AON

aviatrix

BEST BUY

splunk



DOLLAR SHAVE CLUB

Rakuten



DIGITAL REALTY



EQUINIX



CyrusOne

Cyxtera

interxion

FLEXENTIAL



Megaport's unique value proposition

Scalable and on demand

Multicloud connectivity

Private and secure

Flexible terms

Google
aws

Microsoft

IBM Cloud

ORACLE
Cloud

salesforce



Alibaba Cloud

NUTANIX



Business Update

Q3 FY19

Group KPIs

Total Installed Data Centres



245

31 DEC 2018

264

31 MAR 2019

Total Number of Ports



3,344

31 DEC 2018

3,668

31 MAR 2019

Total Number of Services³



8,735

31 DEC 2018

10,374

31 MAR 2019

Total Number of Customers



1,277

31 DEC 2018

1,367

31 MAR 2019

Monthly Recurring Revenue¹



\$2.7M

31 DEC 2018

\$3.1M

31 MAR 2019

Annualised Revenue²



\$32.6M

31 DEC 2018

\$37.3M

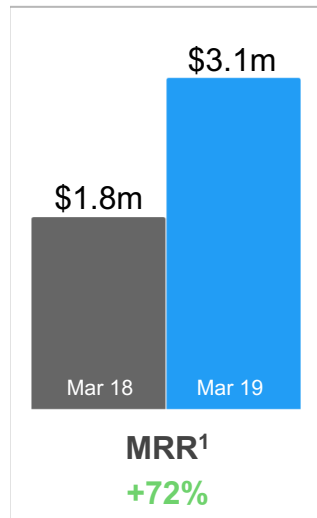
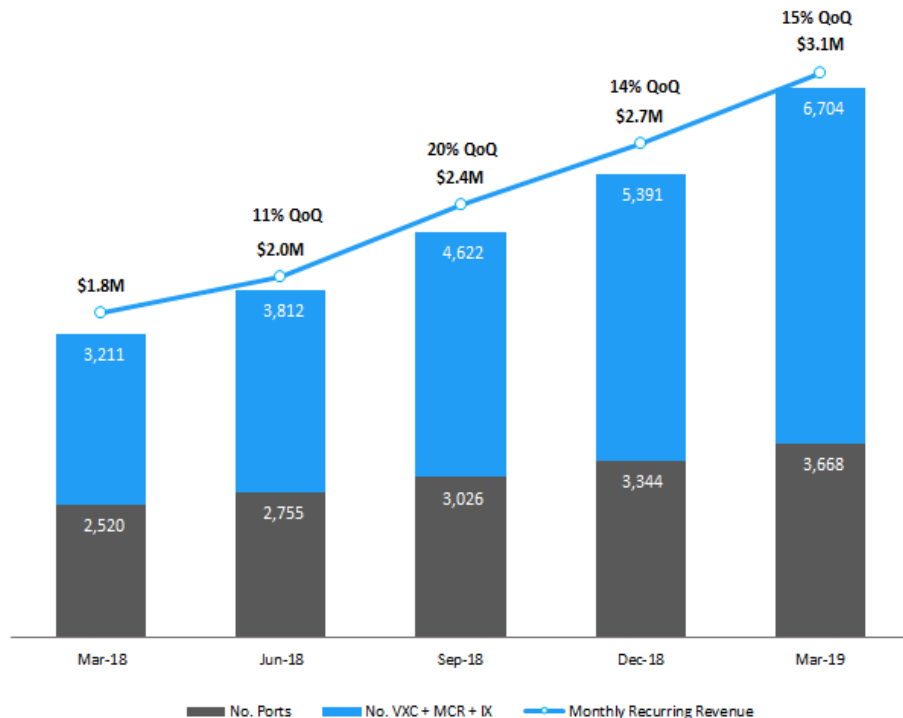
31 MAR 2019

¹ Monthly Recurring Revenue (MRR) is revenue for the last month of the relevant period

² Annualised Revenue is MRR for the last month of the reporting period multiplied by 12

³ Total services comprise of Ports, Virtual Cross Connections (VXCs), Megaport Cloud Router (MCR), and Internet Exchange (IX)

MRR Growth Trends

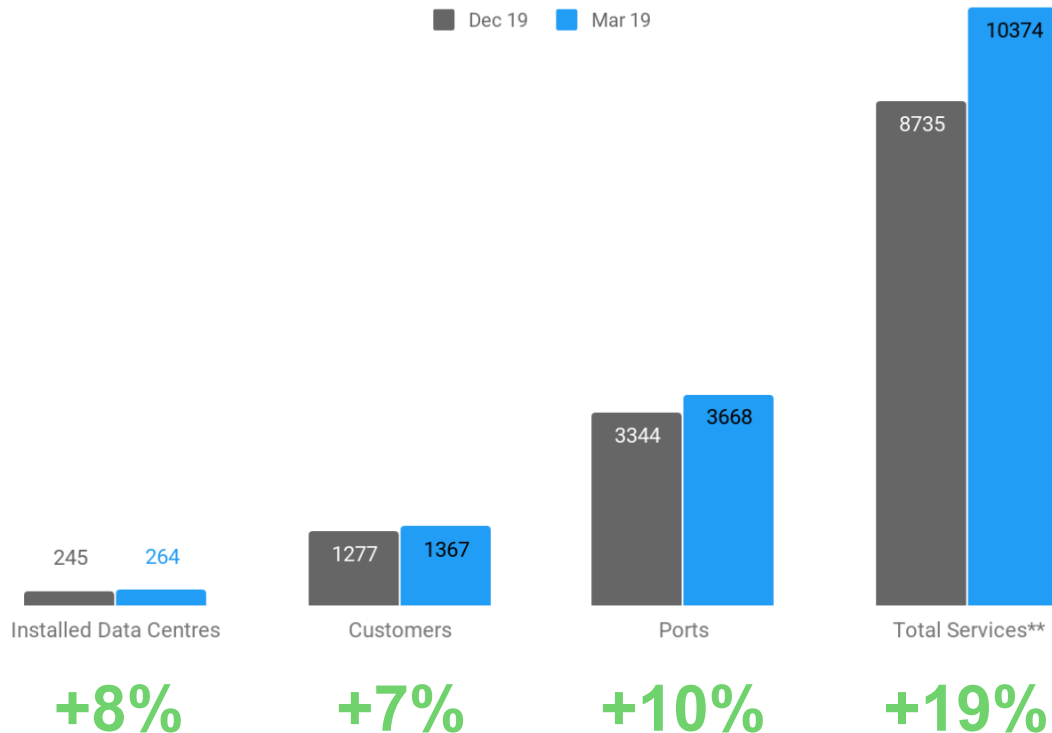


Growth in services is an indicator of overall customer usage on the network

Increased services per Port drives greater MRR¹ growth and increased revenue per Port

MRR¹ has grown to \$3.1M, up 72% from March 2018

Growth Q3 FY19



What's driving revenue growth?

Average Revenue per Port¹

Dec 2018	Mar 2019
\$812	\$848

\$36 / +4%
GROWTH

The increase in services per Port directly increases Port value

MegaPort Cloud Enablement



125

Total Onramps



*Increase: 10 +4%

Total Onramps

Amazon Web Services	35
Microsoft Azure	29
Google Cloud	24
IBM Cloud	14
Oracle Cloud	9
Alibaba Cloud	8
Salesforce	3
Nutanix	3



68

Cloud regions



*Increase: 3 +4%



- 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 Gov Arizona
- US DoD East
- US DoD Central



- Asia Pacific SE1 (Singapore)
- Asia Pacific SE2 (Sydney)
- CN-Hong Kong
- 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



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



- Asia Southeast1 (Singapore)
- Australia South East1 (Sydney)
- Asia East1 (Taiwan)
- Europe West2 (UK)
- Europe West3 (Germany)
- Europe West4 (Netherlands)
- Europe west6 (Switzerland)
- North America-Northeast1 (Montréal)
- US Central1 (Iowa)
- US East1 (South Carolina)
- US East4 (Virginia)
- US West1 (Oregon)
- US West2 (Los Angeles)

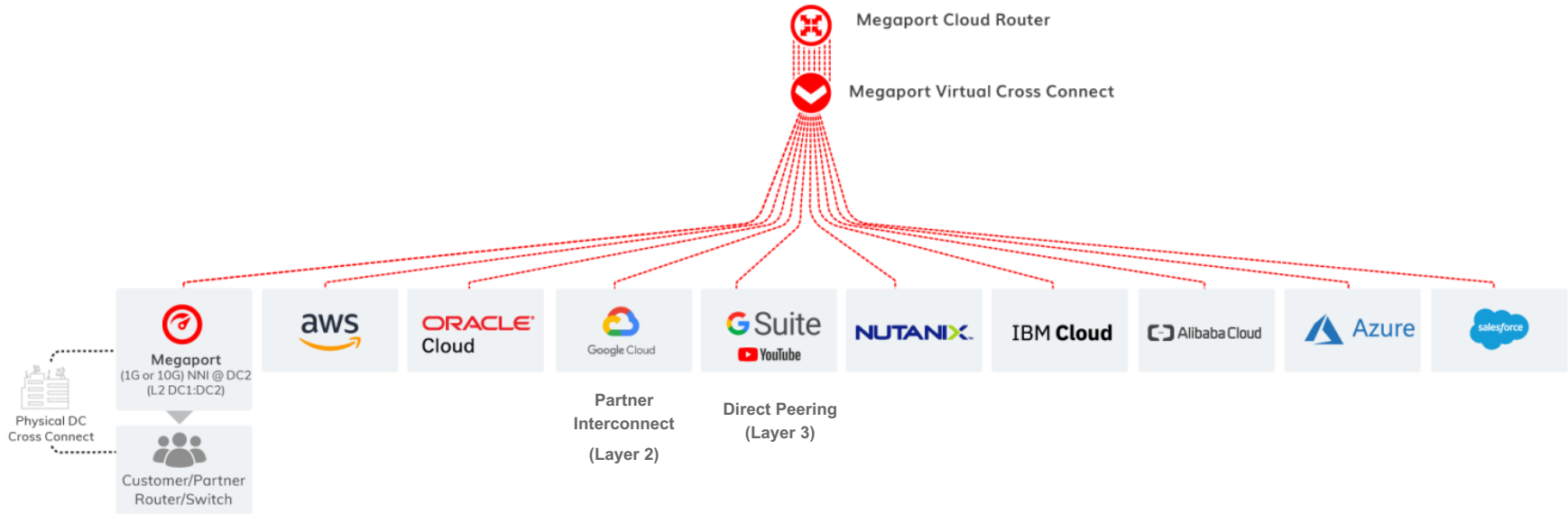


- San Francisco
- San Clara
- Ashburn



Megaport Cloud Router

Cloud to Cloud Routing



Virtual Networking



Managed Layer 3
Connectivity



Cloud to Cloud
Networking



Hybrid Cloud at
Layer 3



Localised Traffic

Important Information

Megaport Limited ACN 607 301 959

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

Thank you

ASX: MP1

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