Investor Briefing

MEGAPORT VIRTUAL EDGE

2 JUNE 2021

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

For definitions refer to the Glossary for Investors on the Megaport website at https://www.megaport.com/investor/business-overview/.

A summary of Megaport's 5 year Historical KPIs and metrics to 31-Mar-21 can be found on our website at https://www.megaport.com/investor/business-overview/.

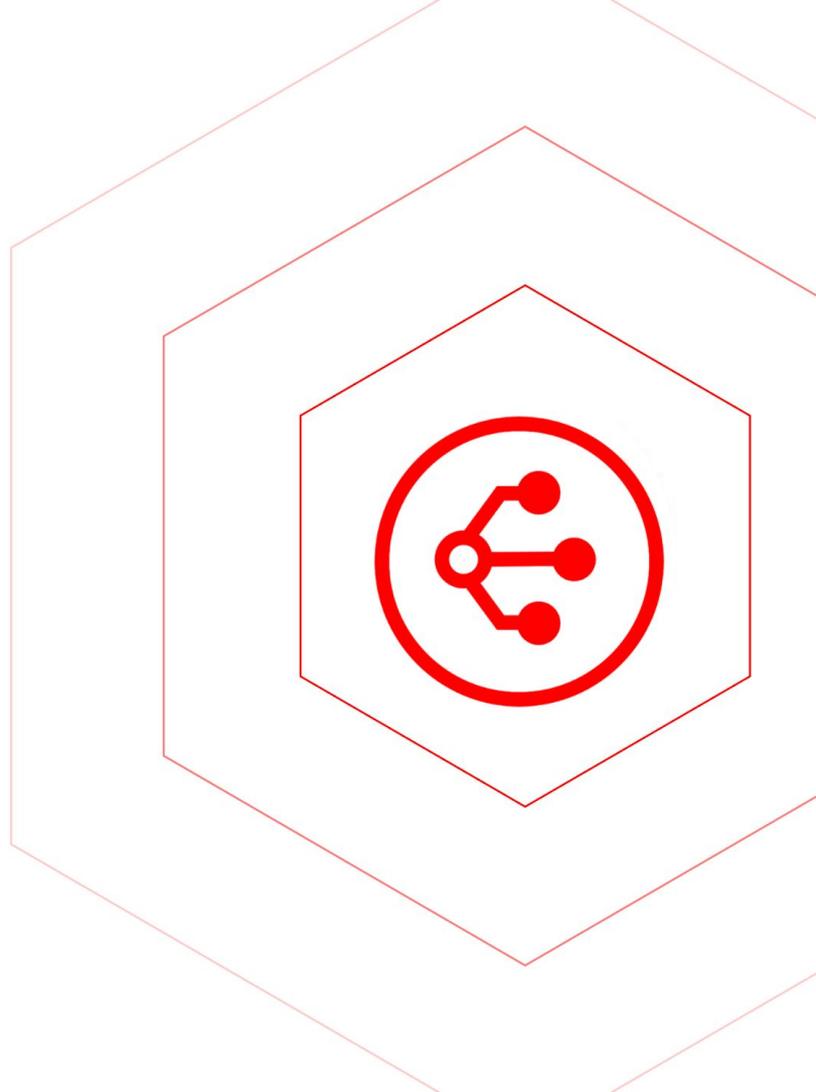Subscribe for ASX announcements at https://www.megaport.com/investor/#investor-contact

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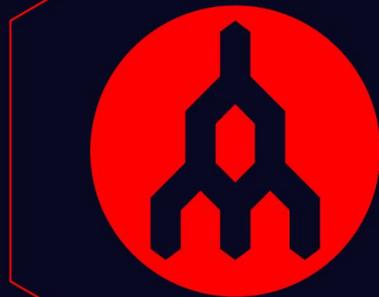
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Megaport

Deploy edge networking in minutes. Modernize connectivity from branch to cloud.

MVE Overview

Megaport

Evolution to MVE

IaaS = Infrastructure as a Service, PaaS = Platform as a Service, SaaS = Software as a Service, MSP = Managed Service Provider, NSP = Network Service Provider
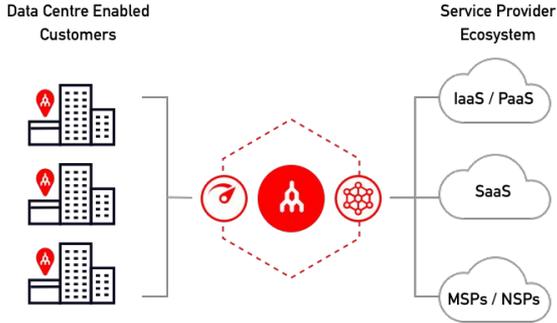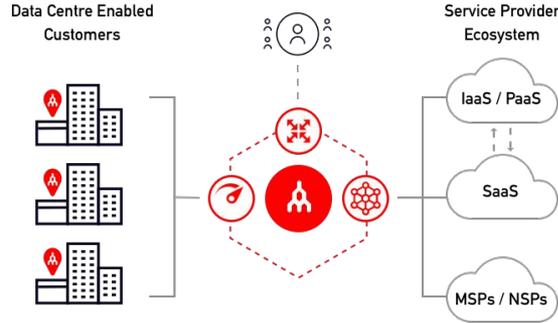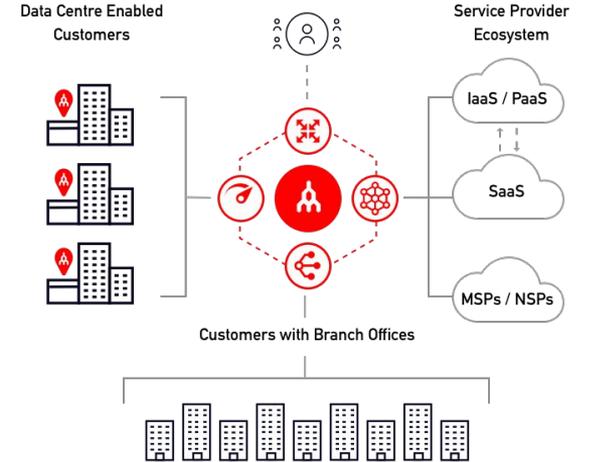
Megaport 5

What is MVE?

Hybrid network and compute service that hosts "Network Function Virtualization" on Megaport's SDN

NETWORK: Connection point bridging public internet to Megaport's private, on-demand network platform.
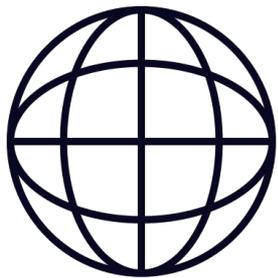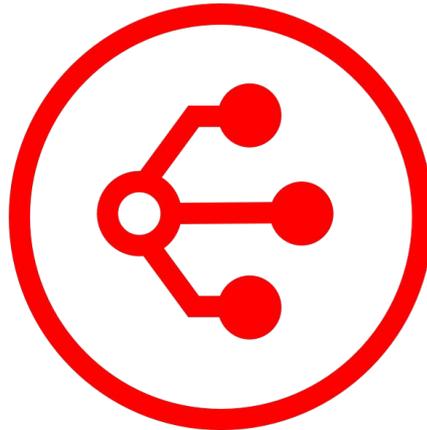
COMPUTE: hosting of software, like SD-WAN Device Controllers, or virtual routers

Public Internet

MVE

CISCO

FORTINET

vmware

VERSA
NETWORKS

Future Integrations

Integrations
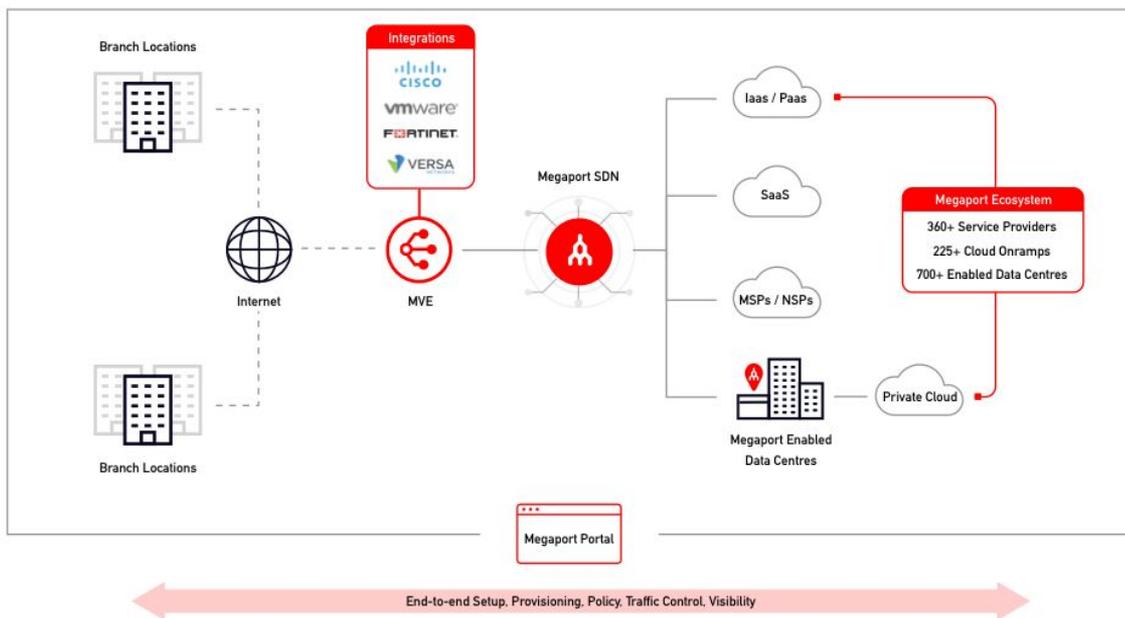
Megaport Virtual Edge Overview

MVE integrates Megaport's platform with various networking technologies including SD-WAN

- Extends reach of Megaport platform
- Cisco SD-WAN first MVE use case
- Enables branch office connections
- API for future technology support
- Extends enterprise network edge
- Activate on demand network devices
- End-to-end provisioning

SD-WAN

Megaport
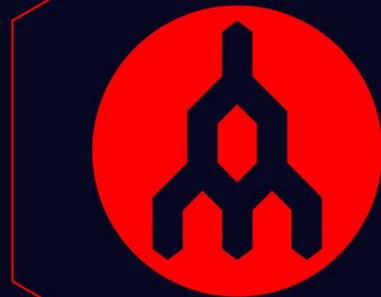
Why SD-WAN?

Before SD-WAN	Advent of SD-WAN	Megaport's Solution

Enterprise Network

Corporate WAN built on MPLS tech

Delivered by incumbent Telco

Purchased on a 2-4 year terms

Provides private connectivity to all enterprise locations

Increasing network strain

MPLS is costly, compared to the internet

Setup time can take months for new locations

Worked well for data center connections but not so well for cloud connections

Use internet connections vs MPLS

Easy to set up, multiple connection methods (DSL, LTE, etc)

Policy-based traffic routing
- Encrypt enterprise data
- Send the rest directly to the internet

Route traffic based on link quality

Cloud is still hard

Complex setup for SD-WAN

Costly data charges for cloud data

Costly deployments for many applications in cloud with one license per cloud network

Extend Megaport platform to any branch location using SD-WAN

Simplify cloud connections

Deliver a global enterprise class network on the Megaport backbone

Minimize traversal over the internet by placing locations "close" to the enterprise

Support the customer's choice of SD-WAN providers

APIs support deeper integration into SD-WAN management consoles

SD-WAN Market Size & Major Players

Megaport is partnering with several Gartner SD-WAN Magic Quadrant leaders
Opportunities with existing Megaport customers as well as tens of thousands of additional businesses

Wordwide SD-WAN Infrastructure Revenue (US$M)

*2018-2023E CAGR 30.8%
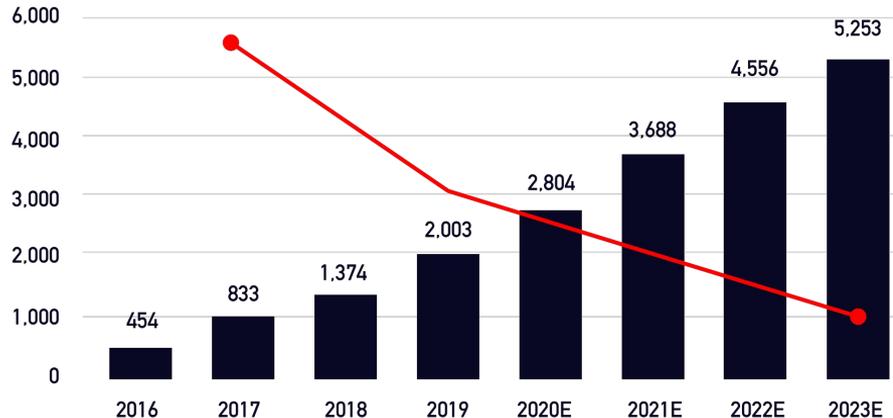
Source: IDC ▇ Revenue (US$M) ─── Growth (%)

4Q19 Worldwide SD-WAN Revenue Market Share

Other: 18.7%
VMware: 16.3%
Cisco: 13.0%
Fortinet: 12.3%
Aryaka: 7.8%
Silver Peak: 7.7%
Versa Networks: 7.5%
Huawei: 4.8%
Nuage Networks: 4.4%
Oracle 3.8%
CradlePoint: 3.7%

Source: Omida

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Cisco SD-WAN Collaboration

User Experience

Industry-first solution fully integrated with Cisco SD-WAN and "vManage"

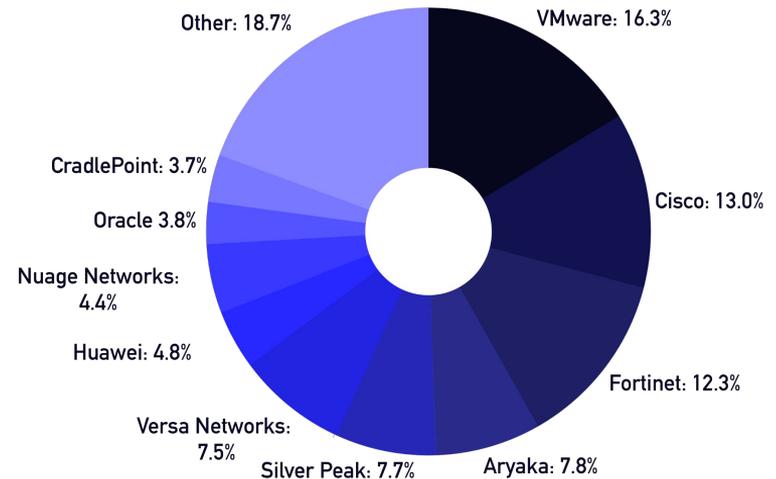Seamless ordering experience through single pane of glass (Cisco UI)

Traffic policy control

Cloud to cloud connection enablement

Billing Experience

Megaport services are on Cisco price book

Cisco customers have Megaport services billed by Cisco

Sold by Cisco SD-WAN specialists

"This collaboration extends Cisco's SD-WAN leadership, by offering an ecosystem platform for partners, of which Megaport is the first, to bridge Cisco SD-WAN fabric with the carrier-neutral and software-defined cloud interconnect fabrics."

Raj Gulani, Senior Director, Product Management Cisco SD-WAN and Cloud Networking

SD-WAN Use Cases
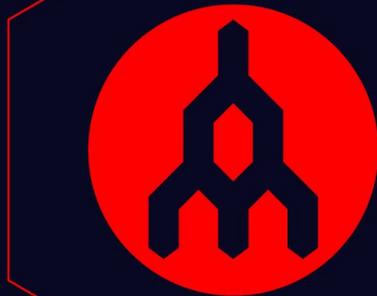
MVE Pricing

MVE Type	Apx SD-WAN Endpoints	NA / EU USD[1]	ASIA USD[1]	ANZ AUD[1]	Pricing for MVE only[2]
Small (2 vCPU - 500Mbps)	40	$1,545	$2,140	$2,670	$1,000
Medium (4 vCPU - 1Gbps)	100	$2,640	$3,820	$4,810	$1,750
Large (8 vCPU - 5Gbps)	500	$6,850	$12,760	$17,470	$3,000

Recommended configuration is for 2 metro VXCs consumed per cloud connection for redundancy.
VXCs associated with an MVE instance to cost $200 for capacity up to 1G and $400 up to 10G

1. Regional MVE Pricing is for a bundle of MVE and IP transit. Megaport passes the cost of IP transit to customers with no mark-up. The variation in pricing between regions is attributable to the different cost of IP transit by country.
2. The MVE pricing excluding the cost of IP transit is in US dollars, except for Australia and New Zealand where it is in Australian dollars.
3. Pricing for MVE only is shown gross, and Megaport may need to pay partner commissions and/or revenue share, depending on the source of the revenue and ownership of the customer.

MVE Locations

MVEs hosted across 2 different DCs per metropolitan area, 2 different internet transit providers used per metro

Asia Pacific

Auckland
Hong Kong
Osaka
Perth
Singapore
Sydney
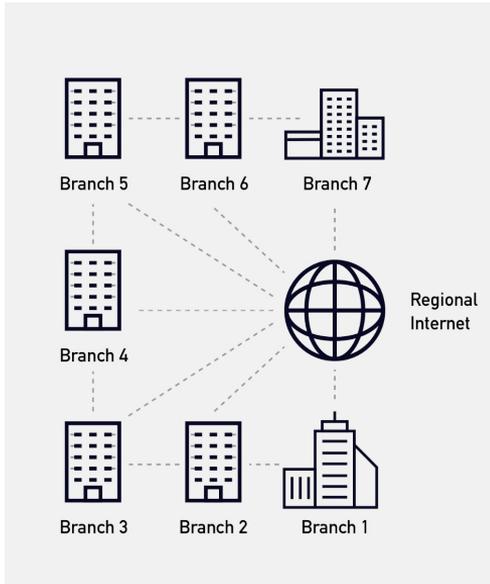Tokyo

North America

Ashburn
Atlanta
Bay Area
Chicago
Dallas
Denver
Los Angeles
New York
Phoenix
Seattle
Toronto

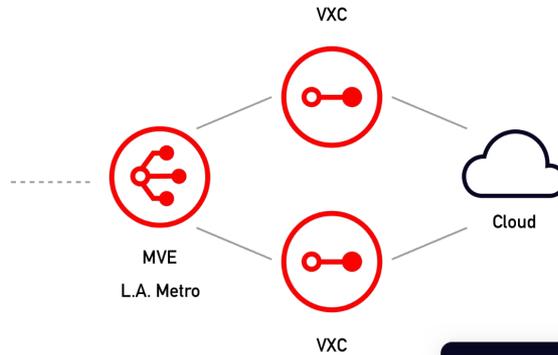## Europe

Amsterdam
Frankfurt
London

Use Case #1 - Small Enterprise

Small enterprise customer deployment with seven[1] branches and a single Cloud connection

Los Angeles Metro Area

7 Branch Locations

Product Description	Per Unit	# of Units	Total ($USD)
Small (2 vCPU* - 500Mbps)	$1,550[2][3]	1	$1,550[2][3]
1 Gbps VXCs	$200[3]	2	$400[3]
Total			$1,950

1. A single small MVE can accommodate up to 40 branches, a medium MVE up to 100 branches and a large MVE up to 500 branches.
2. Unit pricing is for a bundle of MVE and IP transit. Megaport passes the cost of IP transit to customers with no mark-up. Pricing for a small MVE (excluding IP transit) is US$1,000.
3. Megaport may need to pay partner commissions and/or revenue share, depending on the source of the revenue and ownership of the customer.

Use Case #2 - Fortune 500 US Company

Large enterprise deployment with 1,100+ branches[1]; applications run on AWS and Microsoft Azure
Branches were previously connecting to private infrastructure hosted in Vegas and Reno then
connecting across to Microsoft Cloud Region

Product Description	Per Unit	# of Units	Total ($USD)
MVE-Medium[1]	$2,640[2,3]	4	$10,560[2,3]
VXCs to Ports	$200[3]	4	$800[3]
MVE VXCs to Ports & Cloud	Variable	16	$2,894[3]
Ports	$500[3]	2	$1,000[3]
Total		26	$15,254

Legend

- MVE
- Port Connected to Private Cloud
- VXC
- 2 x VXCs to Cloud
- Cloud Region
- Branch Locations

Seattle · Reno · West · Las Vegas · Toronto · Chicago · East · Atlanta

1. *A single medium MVE can accommodate up to 100 branches, a small MVE up to 40 branches, and a large MVE up to 500 branches.*
2. *Unit pricing is for a bundle of MVE and IP transit. Megaport passes cost of IP transit to customers with no mark-up. Pricing for a medium MVE (excluding IP transit) is US$1,750.*
3. *Megaport may need to pay partner commissions and/or revenue share, depending on the source of the revenue and ownership of the customer.*

What do customers get

What the customer brings

Internet connection from branch

SD-WAN vendor selected and enabled at branch

Customer Premises Equipment (CPE) installed in branch

SD-WAN software license to use on Megaport

What the customer gets from Megaport

Platform to host virtual SD-WAN appliances

DDoS protected connection to internet to terminate tunnel between MVE and CPE at Branch

Access to Megaport Ecosystem

Create up to max 24 VXCs per MVE

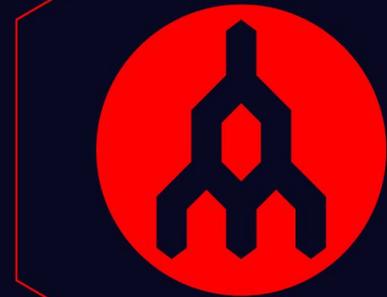MVE + VXC provides complete connection from branch to any destination on Megaport's network

MVE Demonstration
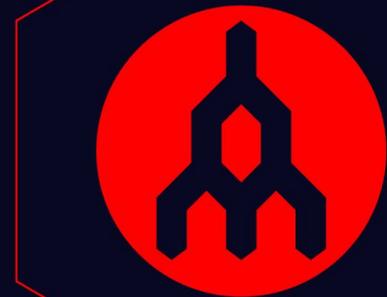
Go to Market and Selling Motions

Go-to-Market

MVE Specialist Team

Team dedicated to support, train, and be trusted advisors with Cisco, VMware, and Fortinet

Team to support and align with our sell-with SD-WAN Partners Fortinet, VMware, Versa ,and others

Seller Enablement

Establishing technical sales and sales training with SD-WAN Partner teams

Developing sales playbooks

Bundled offers: Partners can purchase branch devices and Megaport services as a bundled offer

Target InDirect and Direct

Indirect: Identifying and targeting strategic SD-WAN resellers, distributors, and service providers

Direct: Targeting key SD-WAN industries: Retail, Manufacturing, Healthcare, Finance.

Cisco Global Price List

Megaport will be integrated and featured on the Cisco Global Price List - Cisco Commerce Workspace (CCW).

CCW is a multipurpose tool that Cisco Partners and employees can quickly create a bill of materials with list price quotes.

Cisco Partners have existing agreements and are familiar with the ordering, deal process.

Cisco Partners and employees will be incentivised to sell Megaport services via CCW

Sales Motions

- Blended Go-To-Market with both partner and direct sales teams working in harmony
- Leverage Cisco, Fortinet, and VMware reseller and future partner networks
- Collaboration with all sellers and partners compensated and able to retire quota

Direct Sellers	**Partners**	**Joint Selling**
Sellers and Solution Architects from both Megaport and Cisco actively generating new opportunities and progressing to close. This includes joint POCs and running targeted sales campaigns.	Enable an ecosystem of Cisco, Fortinet, and VMware partners to identify opportunities and sell. This includes the Value Added Reseller, Managed Service Provider, Global System Integrator, and Value Added Distributor community.	Megaport and Cisco, VMware, and Fortinet sellers actively collaborating on joint activities, conducting joint presentations/demos, and targeting existing customers.

Megaport GTM Actions

Summary: Megaport is building a repeatable sales and marketing machine to support the selling efforts of Megaport, our SD-WAN partners, and their sales channels.

Developing repeatable MVE marketing assets and plans	Integrated solution capabilities	Field Enablement	Strategic GTM Planning

Mission: Develop repeatable and white-labelable marketing assets and artifacts for Cisco Sellers, both direct and indirect.

Mission: Megaport can be integrated into the management consoles of the SD-WAN solutions via API.

Mission: Arm, train and compensate Direct and Indirect Sales channels from both organizations.

Mission: Developing Value Prop, better-together messaging, processes, customer journey, buying centers, regional plans, and offers.

Artifacts
Battlecards
External Messaging Deck
Internal Sales FAQ
Internal Demo Workflow
Training Videos

Marketing Activities
Events
Social/Blogs
Webinars
Website Marketing
Internal Newsletters
Analyst Presentations

Features
Megaport enabling network as code deployments

Megaport can be featured as a new service in the price lists of partner platforms

Customers can order Megaport services through familiar tools

Sellers, both direct and indirect can be compensated and retire quota

Active Initiatives
Dedicated Alliance Managers
Align Regional Sales Leadership
Align Regional Alliance Managers
Field Alignment
Account Mapping
Channel Outreach
SA Training

Resources Developed
Sales Runbook
Sales Playbook
Demo scripts and platform

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Q&A

Please send all questions to investor@megaport.com
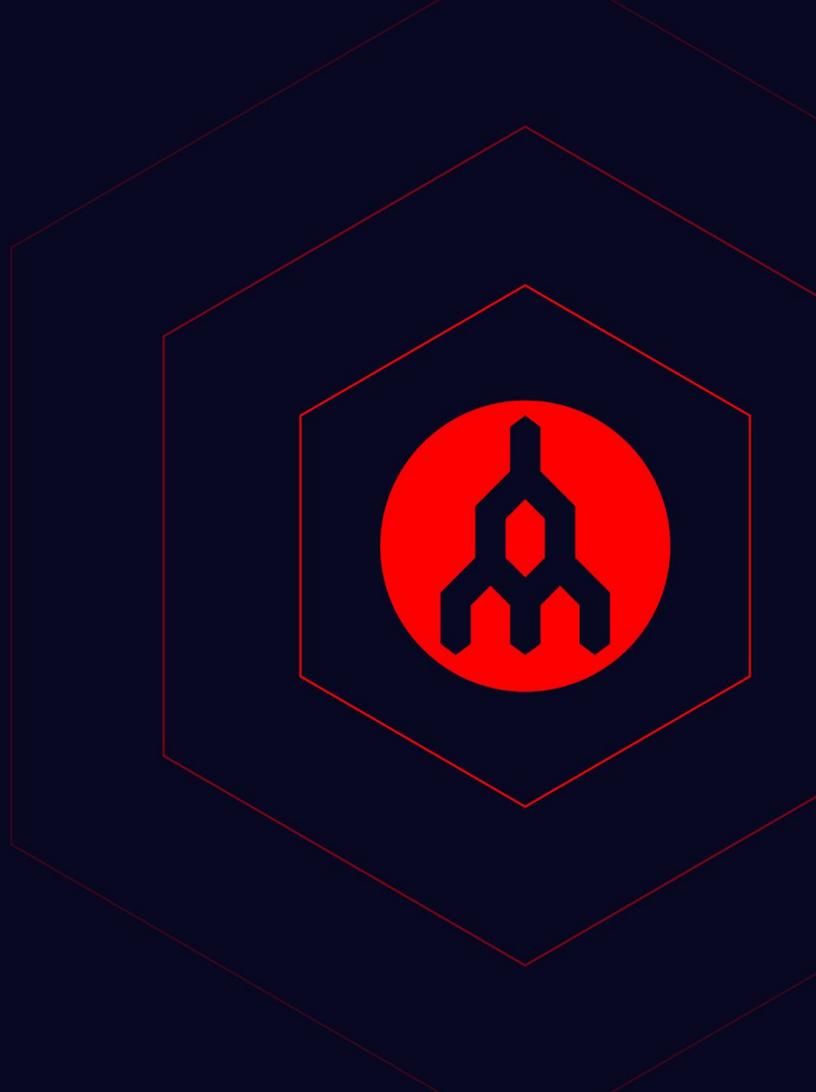
MVE & SD-WAN reference materials

Megaport resources

17 Aug 20 - ASX announcement on [Development of MVE and collaboration with Cisco](#)
31 Mar 21 - [Launch of MVE](#) press release
19 May 21 - [Partnership with Fortinet](#) press release

[MVE overview](#) on Megaport website
[Introducing MVE](#)
[MVE infopaper](#)
[MVE deployment scenarios](#)
[Cisco SD-WAN with MVE](#)
How to [create an MVE in Cisco's vManage](#)
[Fortinet Secure SD-WAN with MVE](#)
MVE on Megaport's [blog](#)
[MVE FAQs](#)

Other resources

[Cisco SD-WAN](#)
[Cisco SD-WAN Walk-through](#) video
[Cisco SD-WAN FAQs](#)

[Cisco What is SDCI](#) video (also [here](#))
[Cisco SD-WAN Cloud Interconnect with Megaport](#) on Cisco Blog
[Cisco SD-WAN Cloud Interconnect At-a-Glance](#)
[Cisco SD-WAN Cloud Interconnect FAQ](#)

[Fortinet Secure SD-WAN](#)
[Fortinet SD-WAN explainer](#) video (also [here](#))

[What is SD-WAN and why do you need it?](#) explainer video

Thank you

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