



# Megaport

*We make connectivity easy*

*Goldman Sachs Eighth Annual Small & Mid-Cap Conference*

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27 April 2017

## We make connectivity easy



**Pay for what you use**



POINT



CLICK



CONNECT

**Ease of use**



**Fast, Instant, and Secure**



Google Cloud Platform

ORACLE<sup>®</sup>

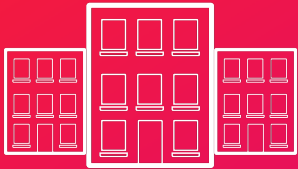
CLOUD

Microsoft Azure



**Leading Service Providers**

## Who do we connect?



**Enterprises**



**Cloud Service Providers**



**Data Centre Operators**



**Network Service Providers**

*We are network on demand*

Megaport is the leading Software Defined Network (SDN) connecting data centres to cloud, and cloud to enterprise



There are over **4000** enterprise data centres







**150** Megaported data centres

Megaport SDN

Only about **80** cloud on-ramp locations

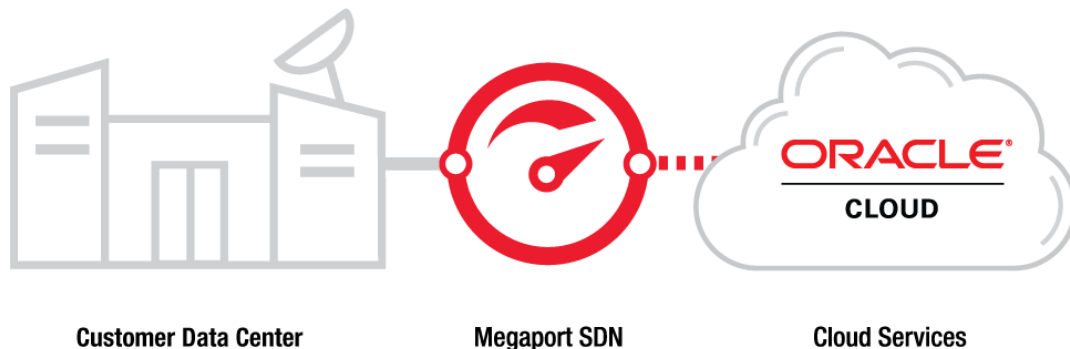
*We make cloud connectivity easy*

# Our Competitive Advantage

	Megaport's Network on Demand	Traditional Network
 <b>Pricing</b>	Pay for what you use, no setup fees	Expensive locked-in pricing model Expensive setup costs
 <b>Speed</b>	Real-time provisioning (59 seconds)	Long setup times (1 week - several months)
 <b>Capacity</b>	Elastic, right-sized capacity	Fixed capacity
 <b>Terms</b>	Flexible terms, month to month contract	Locked-in long term contracts
 <b>Providers</b>	Neutral, one-stop shop featuring all service providers	Limited Service Providers
 <b>Ease of Use</b>	Intuitive portal to manage network	Multiple emails, calls to vendors, and paper contracts



# Partnership: Oracle Cloud



**About Oracle:** \$182B (USD) Valuation with \$34B (USD) revenue, over 420,000 customers and deployments in more than 145 countries, 136,263 employees. Oracle offers a comprehensive and fully integrated stack of cloud applications, platform services, and engineered systems.

## Partner Benefits

Instant access Megaport's 150 data centre locations

Extend services globally to enterprise customers

Align Oracle cloud consumption model with Megaport's usage-based economics



## MEGAPORT EXCHANGE

Neutral, Inclusive Marketplace - Rapid and Agile Connectivity - Self-Serve Environment

# The Megaport Exchange

The screenshot displays the Megaport Exchange portal. The top navigation bar includes 'Megaport PORTAL', 'DASHBOARD', 'COMPANY', 'TOOLS', and 'MEGAPORT EXCHANGE'. The left sidebar features filters for 'PORT SPEED' (1, 10, 100 GBPS) and 'COUNTRY' (AUSTRALIA, CANADA, GERMANY, HONG KONG, IRELAND, NETHERLANDS, NEW ZEALAND, SINGAPORE, USA, UNITED KINGDOM). The main content area shows a grid of service providers with their logos and details:

Company Name	Ports	Locations
2talk Ltd	1	1
AARNet	5	4
ALH Group	1	1
ALINK	1	1
amsix	5	5
APEXnetworks	3	3
ASE	4	4
AUS IT	1	1
amazon web services™	20	18
Aconex	1	1
Acquire BPO	2	2
Actrix Networks Ltd	1	1

Additional logos visible include talk, aarnet, ALH Group, aLINK, apex NETWORKS, ase, AUS IT, and ACTRI. A 'Back to Dashboard' button is at the bottom left.



MEGAPORT EXCHANGE

Neutral, inclusive  
marketplace

Self serve environment

Connecting everyone  
to everything

# Adoption of Megaport Services

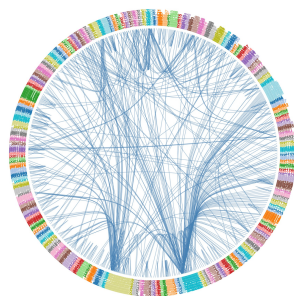
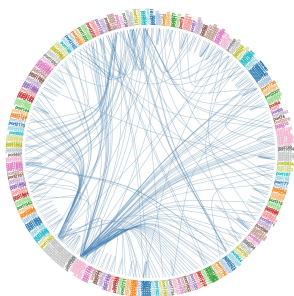
Dec 2015

June 2016

Dec 2016

March 2017

Megaport  
Service  
Connections

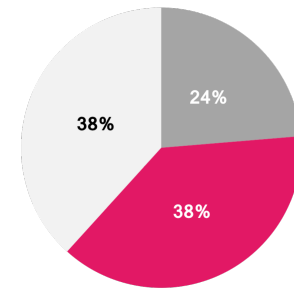
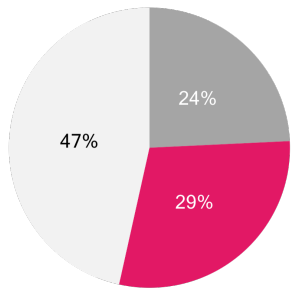
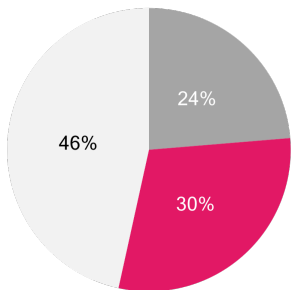


Ports



Services

Service  
Connections  
Types



Direct Public Cloud



Internet Exchange



Private Connection

Megaport connectivity mirrors  
cloud adoption trends

All graphs exclude acquisitions

# Connecting Sydney to Los Angeles



Enabling this route is key for customers wanting to utilise key cloud nodes outside of Australia and provides access to any cloud node across the Megaport platform.

# The Megaport Network





# Product Driven KPIs



**QoQ growth	6%	9%	12%	18%	10%
March 2017	150	676	1658	3269	\$1002k
December 2016	141	621	1479	2768	\$909k
September 2016	132	561	1409	2412	\$794k
June 2016	102	314	736	1500	\$308k

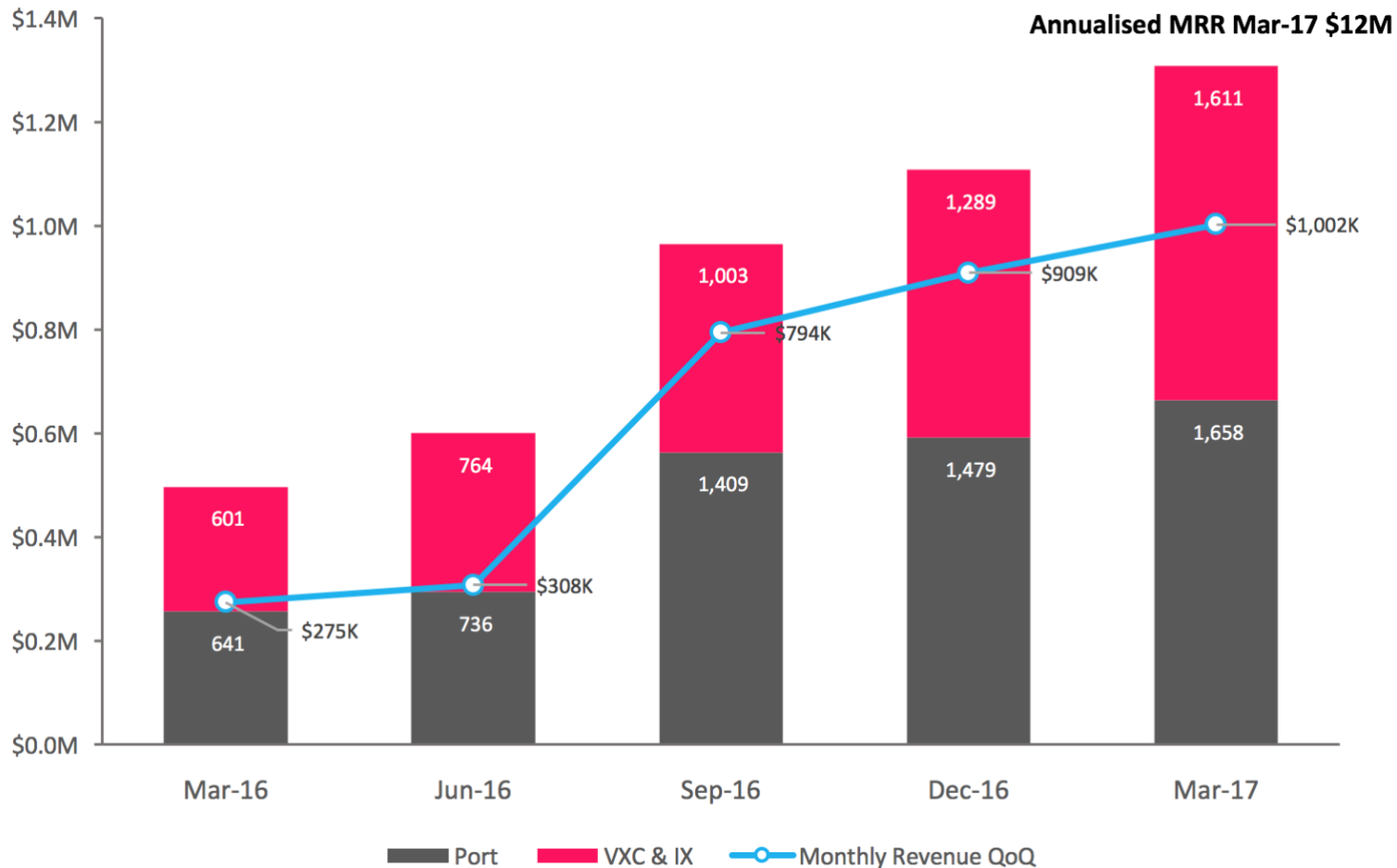
Services comprise of Ports, Virtual Cross Connections (VXCs), and Internet Exchange (IX).

\*Monthly Recurring Revenue is the closing monthly revenue for the relevant month.

\*\*December 2016 to March 2017.

# Growth Trends

*Increased services per port drives greater monthly recurring revenue growth*



# Where to next?

Continue our journey of connecting everyone to everything



# Thank you

## On the Web:

[Megaport.com/investor](http://Megaport.com/investor)

[Megaport.com/newsroom](http://Megaport.com/newsroom)

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 [/megaportnetworks](https://www.facebook.com/megaportnetworks)

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 [@megaportnetwork](https://twitter.com/megaportnetwork)

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**ASX:** MP1

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