Megaport

We make connectivity easy
Goldman Sachs Eighth Annual Small & Mid-Cap Conference

27 April 2017

We make connectivity easy

Pay for what you use

Ease of use

POINT → CLICK → CONNECT

Fast, Instant, and Secure
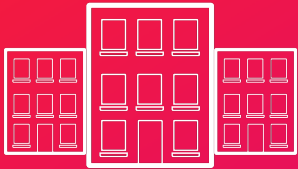
Google Cloud Platform

ORACLE® CLOUD

Microsoft Azure

amazon web services

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
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 (1 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

Partnership: Oracle Cloud

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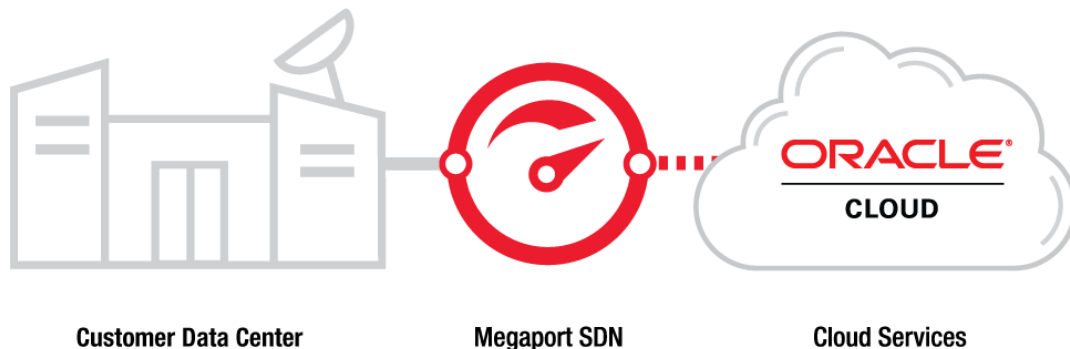
About Oracle: $182B (USD) Valuation with $34B (USD) revenue, over 420,000 customers and deployments in more than 145 countries, 136,263 employees. Oracle offers a comprehensive and fully integrated stack of cloud applications, platform services, and engineered systems.

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

MEGAPORT EXCHANGE

Neutral, inclusive marketplace

Self serve environment

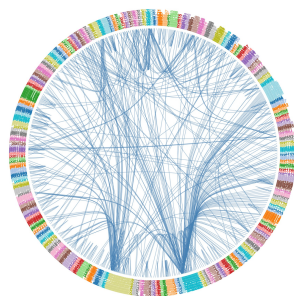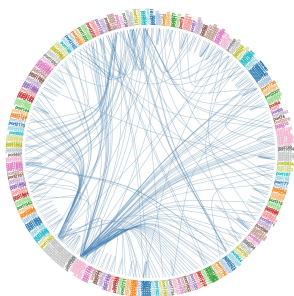**Connecting everyone to everything**

Adoption of Megaport Services

Dec 2015   **June 2016**   **Dec 2016**
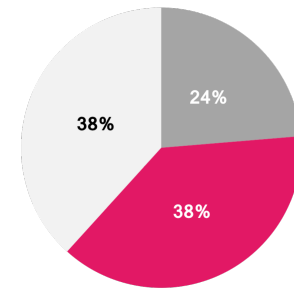
March 2017

Megaport Service Connections

Ports   Services

Service Connections Types

Dec 2015: 24%, 46%, 30%

June 2016: 24%, 47%, 29%

Dec 2016: 24%, 38%, 38%
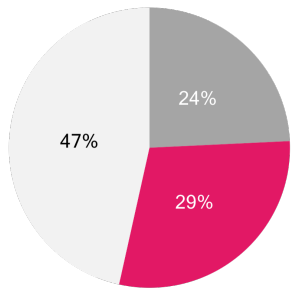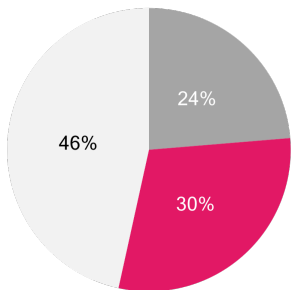
Direct Public Cloud   Internet Exchange   Private Connection

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

March 2017

COUNTRIES: 19

CITIES: 38

LOCATIONS: 150

PORTS: 1,658

Megaported Location   Seaborn Software Licensing Agreement (2017)

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Product Driven KPIs

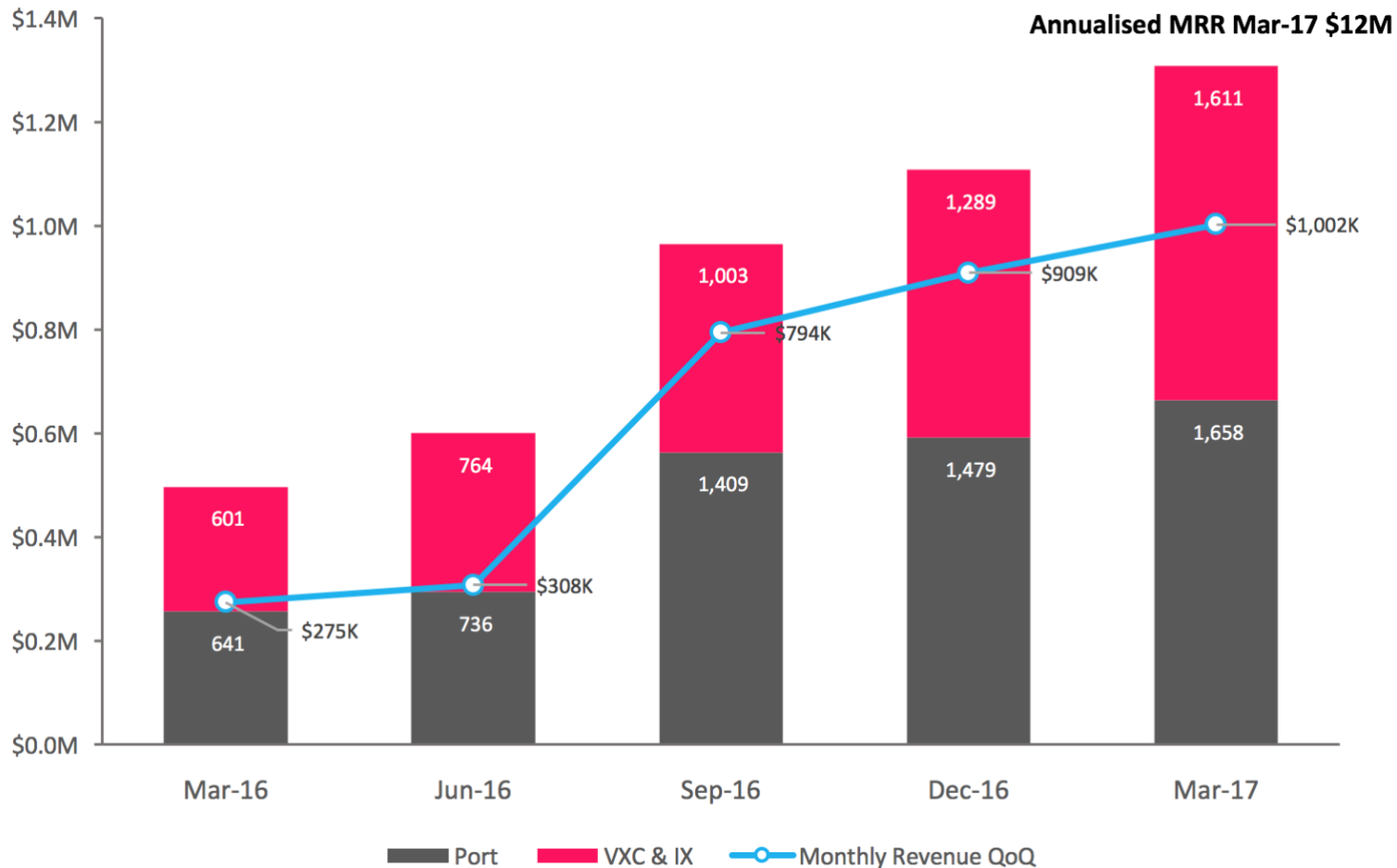|	DATA CENTRES	CUSTOMERS	PORTS	SERVICES	*MRR
**QoQ growth	6%	9%	12%	18%	**10%
March 2017	150	676	1658	3269	**$1002k**
December 2016	141	621	1479	2768	**$909k**
September 2016	132	561	1409	2412	**$794k**
June 2016	102	314	736	1500	**$308k**

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.

Megaport

Growth Trends

Increased services per port drives greater monthly recurring revenue growth

Annualised MRR Mar-17 $12M

Chart showing Port, VXC & IX, and Monthly Revenue QoQ:

Period	Port	VXC & IX	Monthly Revenue QoQ
Mar-16	641	601	$275K
Jun-16	736	764	$308K
Sep-16	1,409	1,003	$794K
Dec-16	1,479	1,289	$909K
Mar-17	1,658	1,611	$1,002K

Legend: ■ Port ■ VXC & IX ○— Monthly Revenue QoQ

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Where to next?

Continue our journey of connecting everyone to everything

Megaport

Thank you

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Important Information