Megaport
RBC Capital Markets Presentation
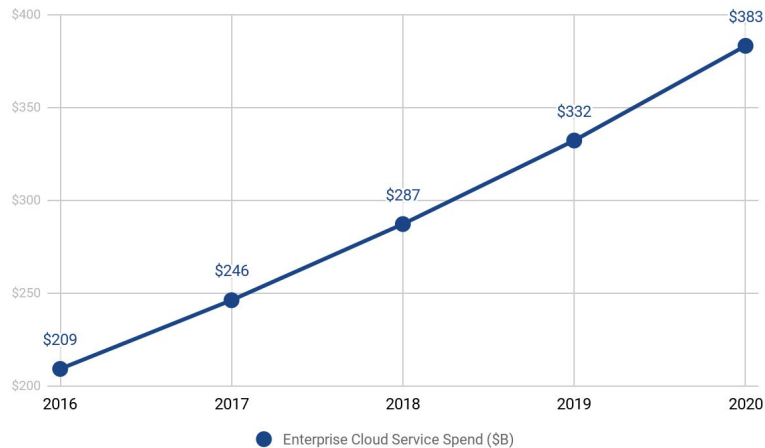
November 2017
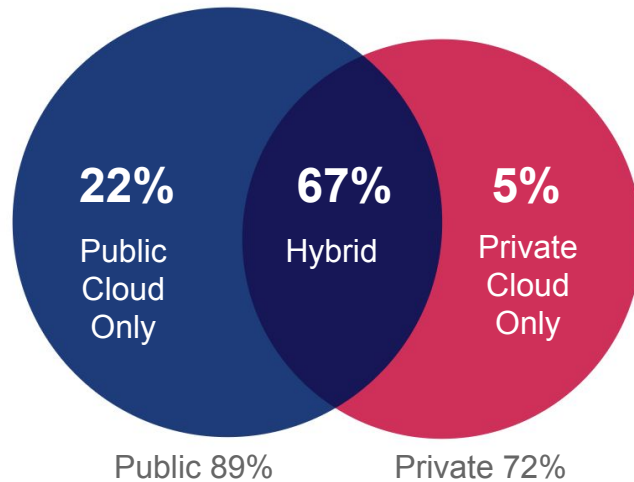
Industry Growth Trends

Enterprise Cloud Service Spend ($B)

- $209 (2016)
- $246 (2017)
- $287 (2018)
- $332 (2019)
- $383 (2020)

● Enterprise Cloud Service Spend ($B)

Total of: BPaaS, PaaS, SaaS, Cloud Management & Security Services, Cloud Advertising
Source: Gartner, 2017

95% of Respondents are using Cloud

22% Public Cloud Only

67% Hybrid

5% Private Cloud Only

Public 89%   Private 72%

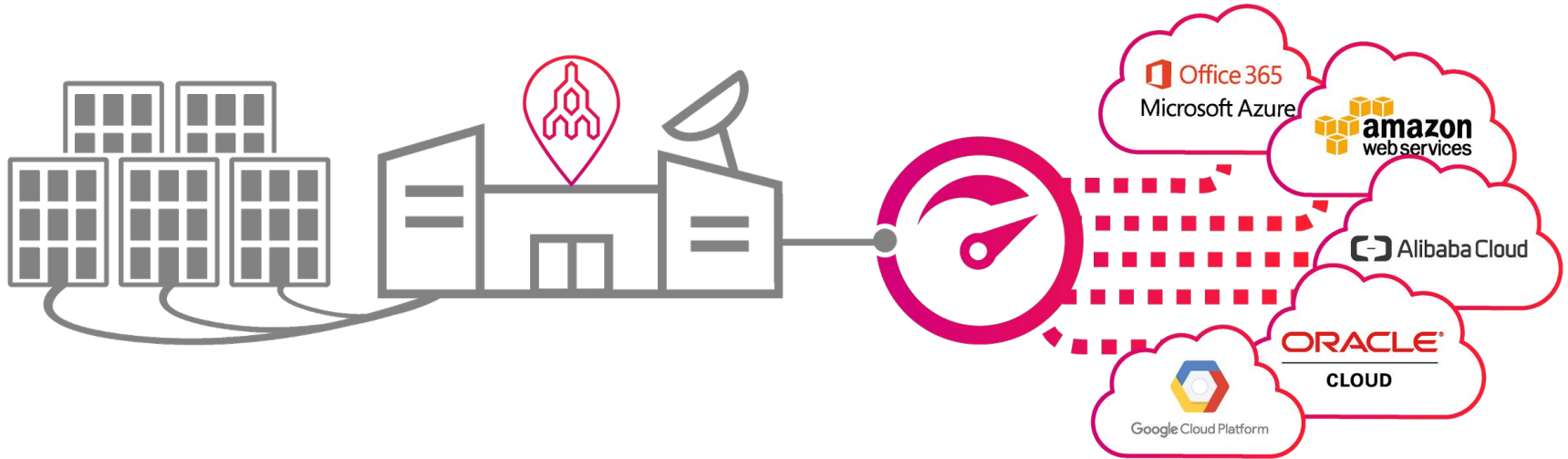**Source:** RightScale 2017 State of the Cloud Report

79% of companies surveyed use two or more cloud or hosting providers.

Source: 451 Research 2016

Connecting everyone to everything

The Megaport Software Defined Network (SDN) brings greater cloud connectivity to the enterprise.

There are over **4000** commercial enterprise data centres

165 Megaport-enabled data centres

Approximately **80** Cloud Service Provider owned on-ramp locations

Who is Megaport?

Pay for what you use

Ease of use

POINT → CLICK → 59 sec CONNECT
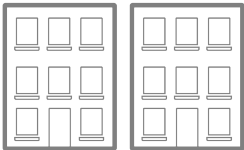
Fast, instant, and secure

Leading service providers

ORACLE CLOUD

amazon web services

Google Cloud Platform

Alibaba Cloud

Microsoft Azure

Office 365

Who we connect

Enterprises

Cloud service providers

Data centre operators

Network service providers

Global Ecosystem

Direct, secure connectivity to hundreds of cloud and network service providers.

780+	**240+**	**170+**
*Active Customers	**Service Providers	Locations

amazon web services ORACLE CLOUD Microsoft Azure / Office 365 Google Alibaba Cloud aliyun.com

CyrusOne DIGITAL REALTY orionVM Rackspace the #1 managed cloud company 4° DATA CENTERS

AON News Corp FUJITSU NEC Virgin australia zettagrid

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*Customer = at least one ordered service as at June 30 2017. **available on Megaport Exchange

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

KPI Growth: 15 Months

Total number of data centres

102
JUNE 2016

173
SEPT 2017

Total number of ports

736
JUNE 2016

2064
SEPT 2017

Total number of services

1500
JUNE 2016

4422
SEPT 2017

Total number of customers

314
JUNE 2016

783
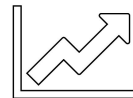SEPT 2017

Monthly Recurring Revenue*

$308k
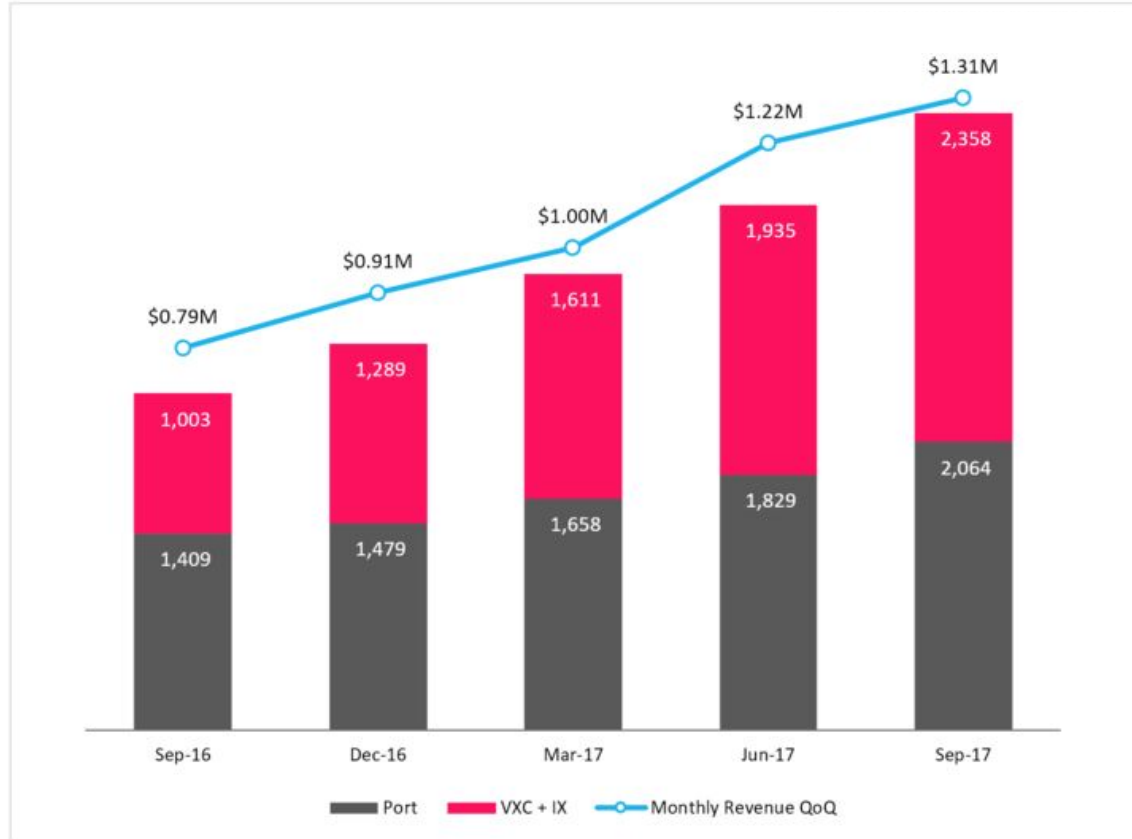JUNE 2016

$1.31M
SEPT 2017

Annualised Revenue

$3.7M
JUNE 2016

$15.7M
SEPT 2017

*Monthly Recurring Revenue is closing monthly revenue for the month of June.

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Growth Trends

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 Monthly Recurring Revenue (MRR) growth and increased revenue per port

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Building the Network Effect
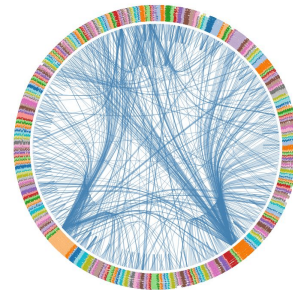
Megaport Service Connections

Ports
Services

| Dec 2015 | Dec 2016 | Sept 2017 |

Service Connection Types

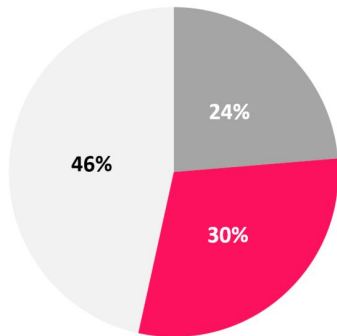- Direct Public Cloud
- Internet Exchange
- Private Connection

Dec 2015: 24%, 30%, 46%

Dec 2016: 24%, 38%, 38%

Sept 2017: 25%, 48%, 27%
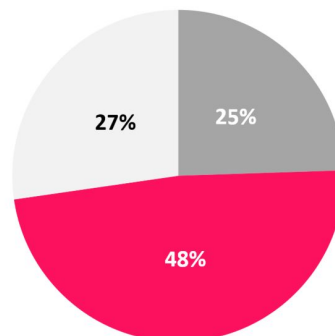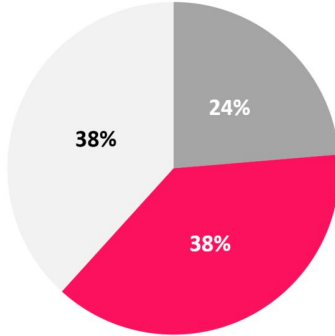
66% of Direct Public Cloud connections originate from data centres without public cloud onramps

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Strategic Partnerships

| Master Agencies	Data Centre Operators	Cloud and Managed Service Provider
Vast agency sales resources Aligned to solution-sell via solution architects Promotional and educational opportunities	Resellers of Megaport services White labelled Megaport service integration Targeted go to market engagements	Aligned with Product and Sales organizations Solution-selling and sell-with oriented Demand signal for new locations

Megaport Benefits:
Enables larger, distributed sales force for Megaport services. Rapid speed to market. Minimise go to market complexities and costs

Use Case: News Corp Australia

News Corp leverage the Megaport SDN to access 3 cloud providers as well as the MegaIX peering platform.
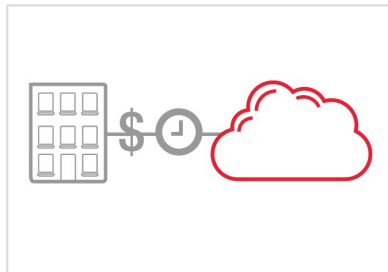
Challenge

Security, agility, IT staffing, and high-cost network infrastructure were mitigating organisation agility and speed to market.

Solution/Result

New Corp deployed a multi-cloud strategy with AWS, Google Cloud, and Microsoft Azure for a faster, secure, consumption based network strategy.

Future Plans:

Might have to change up this format without really knowing what's on the cards...

"...The recent addition of Microsoft Azure ExpressRoute as a choice on the Megaport Fabric means that we can now seamlessly interconnect to all three of our key public cloud services through a single provider."

Nicholas Tan,
Chief Architect for Infrastructure/Cloud

Case Study: G·CORE LABS

G-Core Labs is a Luxembourg based global IT solutions provider offering managed hosting, CDN and cloud services.

Challenge

To scale mission-critical infrastructure in a cost effective manner while meeting the stringent performance demands of massive real-time data traffic.

Solution

Right-sized, scalable connectivity in an on-demand and cost-effective manner between key Point Of Presences (POPs) in Asia Pacific region.

WORLD OF TANKS

For example, a 1-week cost comparison with daily peak of 3 hours results in **82% savings.**
Constant 1G with traditional provider: $500 USD/week
Right-sized connectivity with Megaport: $88 USD/week

Results
- Improved Network Resiliency
- Minimized Latency
- Right-Scaled Connectivity
- Direct Cloud Connectivity

> *"We've researched and found no such provider in Asia except Megaport, who provides true flexibility to scale connectivity real-time, up or down at a per Mbps granularity. Another key value to us, both cost and operations wise, is the ability to easily self-provision additional services through the portal."*
>
> *– Andre Reitenbach, Managing Director*

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Executive Team

Vincent English
Chief Executive Officer

Belle Lajoie
Chief Commercial Officer

Eric Troyer
Chief Marketing Officer

Tim Hoffman
Chief Technical Officer

Haidee Van Ruth
Chief Financial Officer

Anna Hale
General Counsel

Helen Storckmeijer
People and Culture Manager

Thank you

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