macquarie TELECOM GROUP

# Development of Macquarie Park Data Centre Campus to 43MW.

August 2018

# FY18 Colocation Business Highlights.

18.4% YonY

**Revenue**
$33.4m

19.4% YonY

**EBITDA**
$15.6m

14.6% YonY

**EBITDAR**
$20.1m

- Colocation EBITDA Margin of 46%
- Market leading EBITDAR Margin of 60% in FY18
- Colocation revenue is billed through both Hosting and Telecom Groups

**Cross connect / interconnect**
5.3% of recurring revenue

# Macquarie Park Campus expansion from 10MW to 43MW total load


- Modularised build for core and shell phases
- Carrier Neutral
- Designed for global hyperscalers, enterprise and Government customers

**Total Campus Load 43MW**

- Intellicentre 2 (IC2) 10MW existing
- Intellicentre 3 (IC3) East/West 33MW

# Macquarie Telecom Intellicentre 2


## Intellicentre 2

- **IC2 Return on Assets 28%**
  ***= EBITDA / Capex***
  ***# includes sale and leaseback of land and shell***
- **Total load 10MW**

# Macquarie Telecom Intellicentre 3 East – Phase 1


## Intellicentre 3 East

- Initial build capex $75-80M
- Keppel contribution to core and shell build cost $26-36M
- MEP and fit out $45M
- Initial Capacity 2.4MW
- Modular fit out based on customer demand in years ahead
- IC3 East building area 13,400 sqm
- Practical completion in late 2019

# Macquarie Telecom Intellicentre 3 East – South East Corner

# Intellicentre Business.

Commercial & design flexibility

Carrier Neutral

Proven Track Record

Compliance and Government Security

Customer Service

Speed of Response

# Not all colocation data centres are created equal.

## Macquarie Data Centre Ecosystems

### Centre of Fintech Transactions

We're the home of $AUD billions in secure transactions nationally

Our Data Centres secure our customers, with critical independent certifications: ISO27001:2013, PCI DSSV3.2, ISM, Australian Federal Government Security Standards, Tier III

### Corporate Australia's Centre for Hybrid IT

Deeply interconnected solutions across 1000+ corporate customers

Colocation

Telco

Private Cloud

Public Cloud Interconnectivity

### Centre of Government

Australia's leading supplier of Data Centres Services to federal government

Ecosystem | Serving 42% of federal government agencies

ICON network | ISM standards | SCEC Protected Data

### Centre of NSW Education

Ecosystem : serving more universities than any other provider

Council of Australasian University Directors of Information Technology certified (CAUDIT)

AARNet connectivity

### World-leading Net Promoter Score

Australia's most recommended Data Centre provider

Sovereign Australian Solutions

# Carrier neutral. Better connected. More secure.

macquarie TELECOM

Megaport

TELSTRA

OPTUS yes

uecomm Powering Network Convergence

ICON
Intra-government
Communications Network

nbn Australia's broadband network

aarnet Australia's Academic and Research Network

AAPT

pipe networks

telecom nz

cirrus NETWORKS

verizon

VOCUS communications

TATA