



# Investor Presentation

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OCTOBER 2019

# About Megaport



# Who is Megaport?

Pay for what you use



Ease of use



Secure and on-demand



Leading service providers

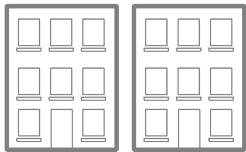


Google Cloud



## Who we connect

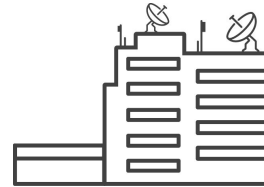
Enterprises



Cloud service providers



Data centre operators

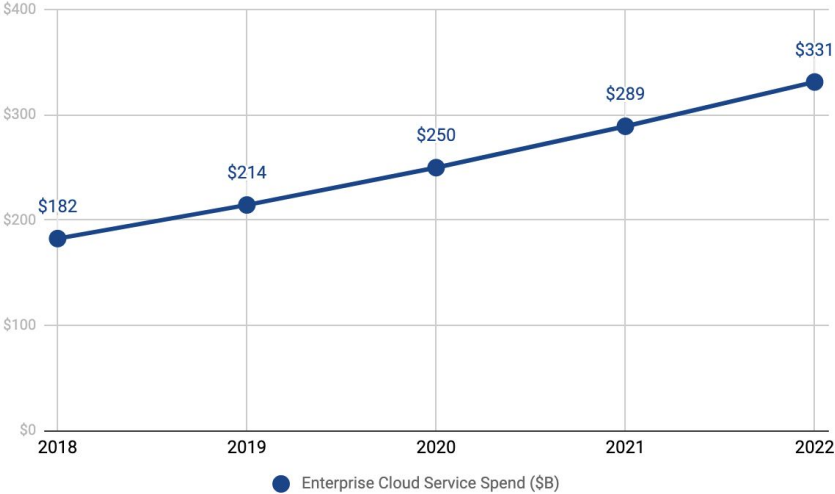


Network service providers



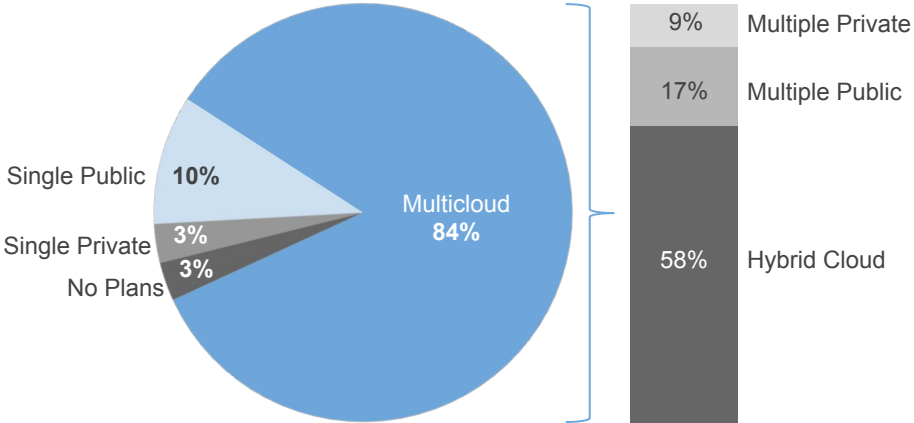
# Industry Growth Trends

Enterprise Cloud Service Spend (\$B)



Total of: BPaaS, PaaS, SaaS, Cloud Management & Security Services, Source: Gartner, 2019

Enterprise Cloud Strategy  
1000+ Employees



Source: RightScale 2019 State of the Cloud Report



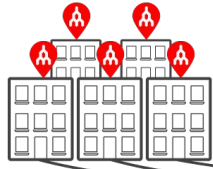
Megaport customers accessing multicloud increased 100% in FY19

# The Leader in Network as a Service (NaaS)



	Megaport's Connectivity Model	Traditional Connectivity
<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 (one 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 contracts

# Connectivity Ecosystem



1,490+ Customers



90 Unique Data Centre Operators



Megaport's Unique Value Proposition



346+ Service Providers

**AON**

**INMOBI**

*News Corp*

**gettyimages**

**Breville**



**DIGITAL REALTY**



**FLEXENTIAL**

**DigiPlex**



Scalable and on demand



Multicloud connectivity



Private and Secure



Flexible Terms



Scalable and on demand



Google Cloud



IBM Cloud



Alibaba Cloud

# Business Update

FY19 Full Year Results



# Company Highlights FY19



**+82%**

**Monthly Recurring Revenue<sup>1</sup>**

**\$2.0M\***

30 JUNE 2018

**\$3.6M**

30 JUNE 2019



**+82%**

**Annualised Revenue<sup>2</sup>**

**\$23.8M**

30 JUNE 2018

**\$43.3M**

30 JUNE 2019



**+44%**

**Total Number of Customers**

**1,038**

30 JUNE 2018

**1,490**

30 JUNE 2019



**+76%**

**Total Number of Services<sup>3</sup>**

**6,567**

30 JUNE 2018

**11,561**

30 JUNE 2019



**+48%**

**Total Number of Ports**

**2,755**

30 JUNE 2018

**4,069**

30 JUNE 2019



**+36%**

**Total Installed Data Centres<sup>4</sup>**

**221**

30 JUNE 2018

**300**

30 JUNE 2019

1. Monthly Recurring Revenue (MRR) is revenue (excluding one-off and non-recurring revenue) for the month of June.

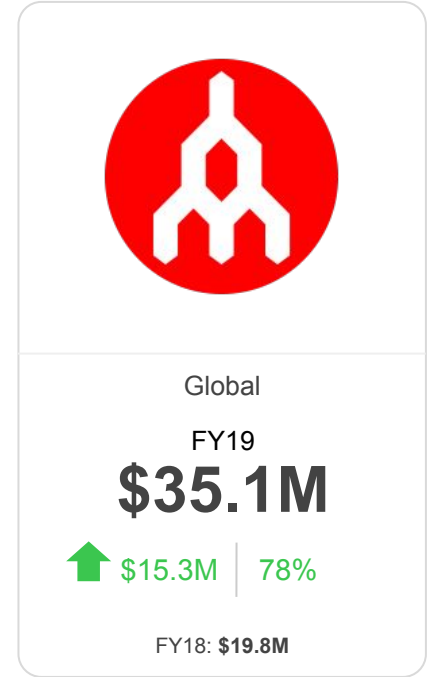
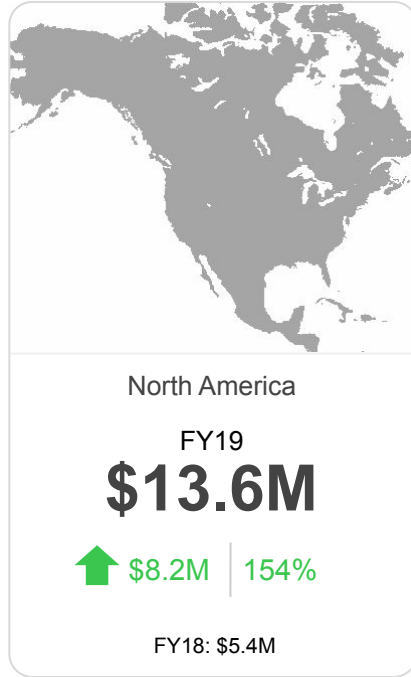
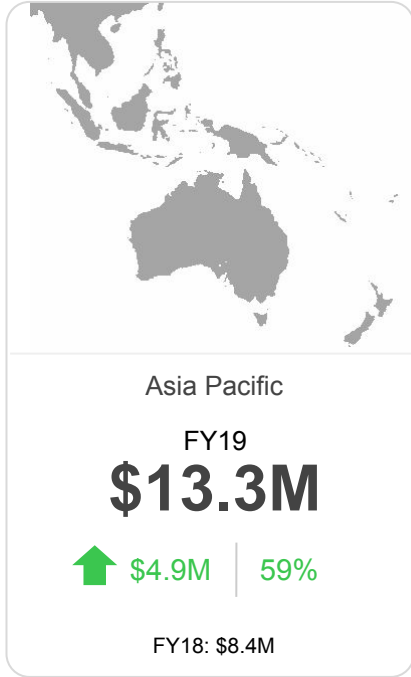
2. Annualised Revenue is MRR for the month of June multiplied by 12

3. Total Services comprises of Ports, Virtual Cross Connections (VXCs), Megaport Cloud Router (MCR), and Internet Exchange (IX)

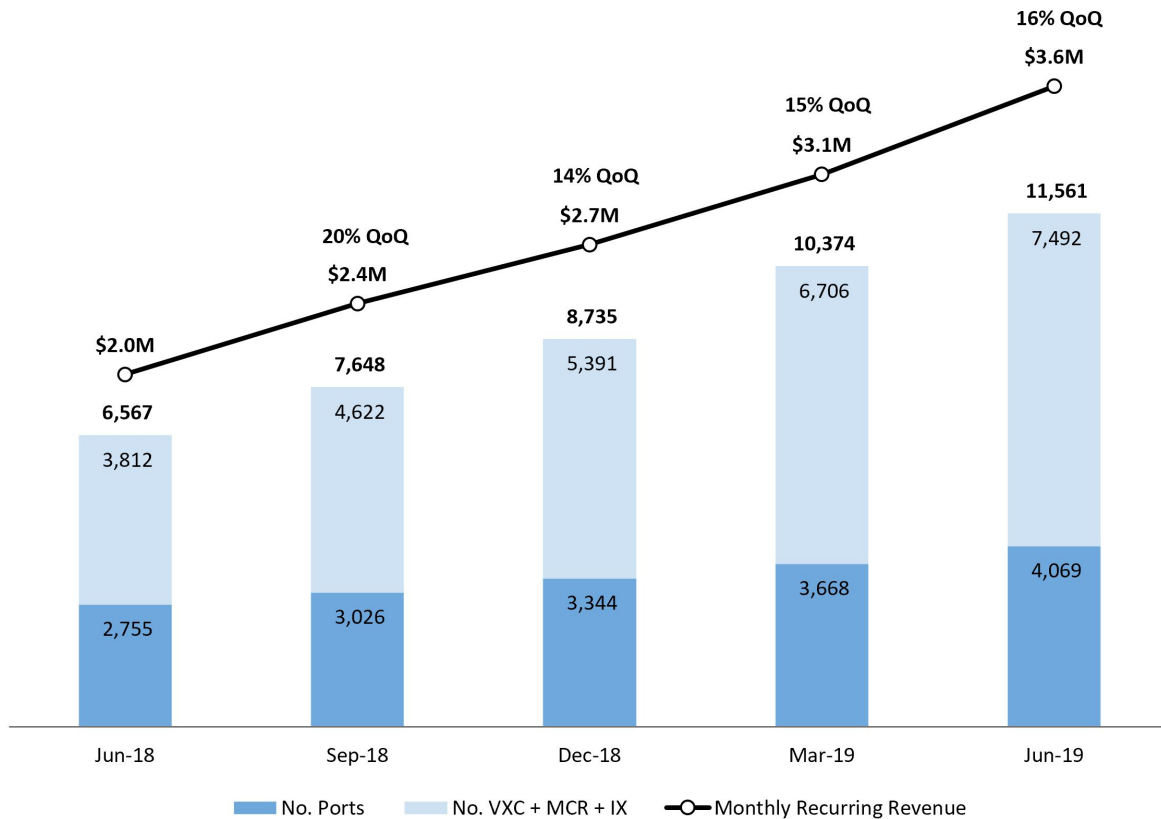
4. Installed Data Centres are data centres in which Megaport has a Point of Presence with physical infrastructure. This definition is consistent with the data centre count reported previously.



# Regional Highlights FY19



# Growth Trends



Ecosystem richness drives greater service connection opportunities

Growth in services indicates overall customer usage on the Network

Increased Services per Port drives greater MRR\* growth and increased Revenue per Port

**MRR\* has grown to \$3.6M, up 82% from June 2018**

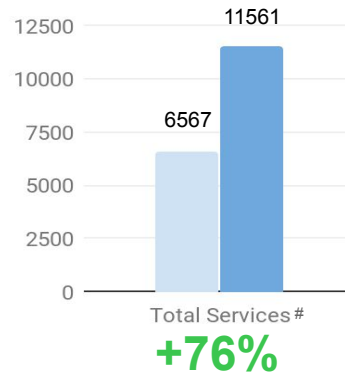
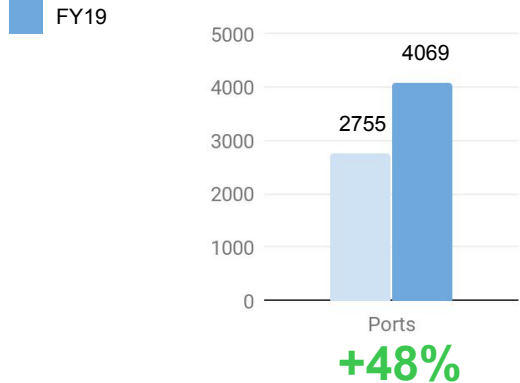
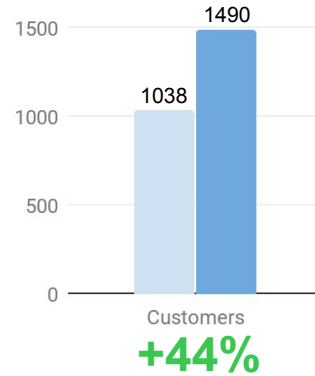
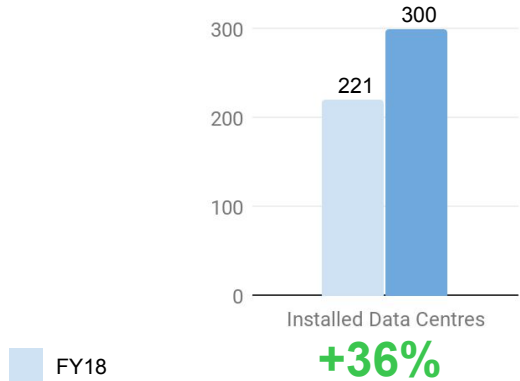
## Monthly Recurring Revenue\*

**\$2.0M**  
June 2018

**\$3.6M**  
June 2019

\*MRR is revenue (excluding one-off and non-recurring revenue) for the last month of the quarter

# Growth FY19



## Revenue Growth

The increase in Services per Port directly increases Port value

### Average Revenue per Port\*

**\$720**  
June 2018

**\$887**  
June 2019

**↑ \$167 / 23%**

\* MRR divided by number of Ports at reporting period end date  
# Total Services comprises Ports, Virtual Cross Connections (VXCs), Megaport Cloud Router (MCR), and Internet Exchange (IX)

# Megaport Cloud Enablement

## 132 Total Onramps

\*Increase: 24 **+22%**

	Total Onramps
Amazon Web Services	37
Microsoft Azure	31
Google Cloud	24
IBM Cloud	14
Oracle Cloud	11
Alibaba Cloud	8
Salesforce	3
Nutanix	3
SAP	1

## 73 Total Cloud Regions

\*Increase: 11 **+18%**



- San Francisco
- Santa Clara
- Ashburn

- Asia Pacific SE1 (Singapore)
- Asia Pacific SE2 (Sydney)
- CN-Hong Kong
- US West 1 (Silicon Valley)
- US East 1 (Virginia)

- Asia Pacific South
- EU (UK)
- EU (Germany)
- UK South
- US East
- US South

- US East US
- Central EU
- US West

- Sydney



- Asia Pacific (Sydney)
- Asia Pacific (Hong Kong)
- Asia Pacific (Singapore)
- EU (London)
- EU (Ireland)
- EU (Frankfurt)
- AWS GovCloud
- US (Ohio)
- US East (N.Virginia)
- US West (N.California)
- US West (Oregon)
- Canada (Central)

- Australia South East
- Australia East
- East Asia
- Southeast Asia
- UK South
- North Europe
- West Europe
- Germany Central
- US Gov Arizona
- US DoD East
- US DoD Central
- US Gov Virginia

- US Gov Texas
- US Gov Iowa
- US East
- US West
- West US2
- West Central US
- South Central US
- North Central US
- Canada East
- Canada Central

- APAC Sydney
- EMEA Frankfurt
- EMEA Slough
- EMEA Amsterdam
- US Ashburn
- US Chicago
- US Phoenix
- US Gov DC
- US Gov PHX

- Asia Southeast1 (Singapore)
- Australia South East1 (Sydney)
- Asia East1 (Taiwan)
- Europe West2 (UK)
- Europe West3 (Germany)
- Europe West4 (Netherlands)
- North America-Northeast1 (Montréal)
- US Central1 (Iowa)
- US East1 (South Carolina)
- US East4 (Virginia)
- US West1 (Oregon)
- US West2 (Los Angeles)



# Megaport Cloud Router

Megaport Cloud Router (MCR) equips anyone with virtual routing capabilities for on-demand private connectivity at Layer 3 from key routing zones around the world.

# Megaport Cloud Router (MCR)



## Average Monthly Revenue per Customer<sup>1</sup>

<b>\$2,307</b>	<b>\$3,967</b>
Non MCR Customer	MCR Customer

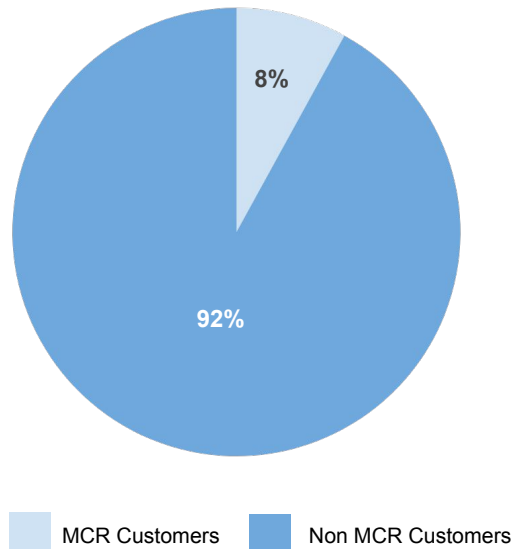
## Avg Services per Customer<sup>2</sup>

<b>7.4</b>	<b>11.9</b>
Non MCR Customer	MCR Customer

## Total MCRs

<b>42</b>	<b>175</b>
At 30 June 2018	At 30 June 2019

## Customer Breakdown



## Customer Benefits

Ease of Use

No Customer Infrastructure Needed

Real-Time Provisioning

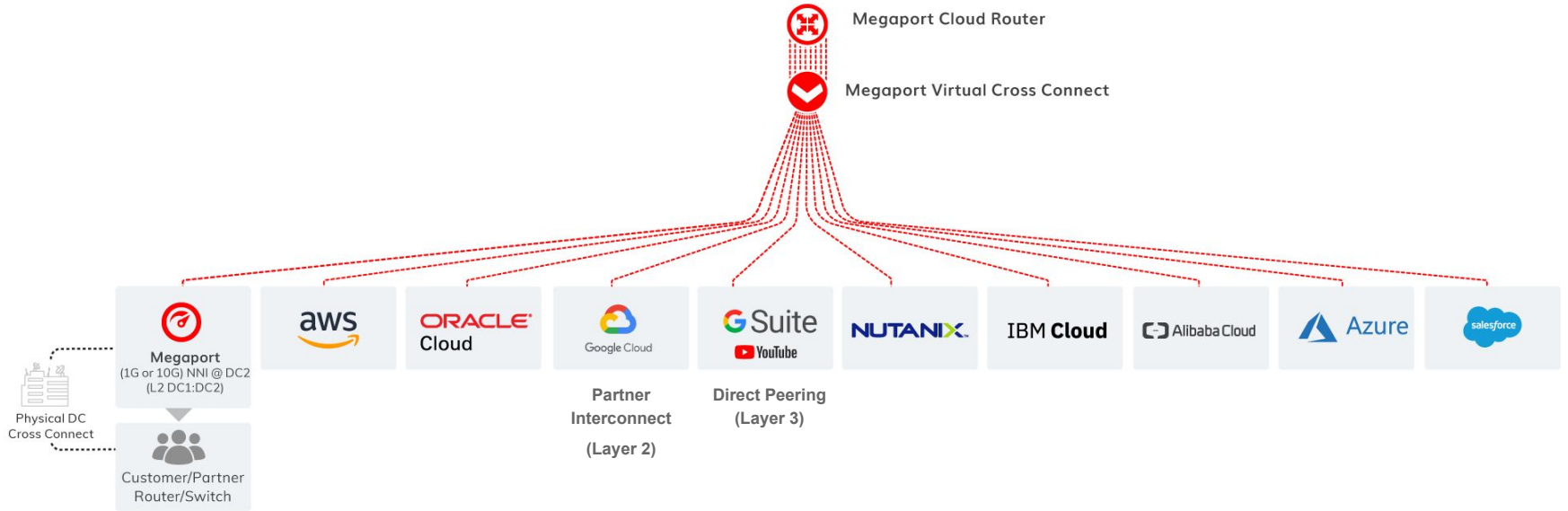
Global Reach

Cloud and Service Agnostic

Cloud to Cloud Networking

1. Represents June 2019 MRR divided by relevant customer count at 30 June 2019  
2. At 30 June 2019

# Cloud to Cloud Routing



Virtual Networking



Managed Layer 3  
Connectivity



Cloud to Cloud  
Networking



Hybrid Cloud at  
Layer 3



Localised Traffic

# Important Information

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



# Thank you

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ASX: MP1

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