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TELECOM GROUP

Investor Briefing 2021.

15 December 2021

Authorised for release by the Chief Executive of Macquarie Telecom Group Limited

Business design.

Business Areas	macquarie TELECOM	macquarie CLOUD SERVICES	macquarie GOVERNMENT	macquarie DATA CENTRES
Percentage of Revenue and EBITDA in FY21				
What we do	For business customers, we are the full service provider of data, voice, mobile & colocation services. We are the telecom that does everything refreshingly different. We are where the Macquarie story started.	For business customers, we are the specialists in hybrid IT. We integrate colocation, cloud & dedicated servers. Different applications need different types of hosting. We manage it.	We are the Australian specialists in cyber security, secure cloud & colocation for Federal Government. We deliver services to 42% of Federal Government agencies.	We are developers & operators of data centres for wholesale customers including underpinning our three internal BUs' colocation services.
Value proposition	Customer Service, Price, Choice, Flexibility, Control	Customer Service, Specialised and Compliant Hosting.	Customer Service, Security Operations Centre (SOC), Cyber Security, Sovereign Certified Data Centres in Canberra	Customer Service, Commercial and Design Flexibility, Physically Secure for Federal Government, Highly Certified, Local and Data Sovereignty, Proven track record
Competitors	OPTUS TPG VOCUS	NEXTDC INHOUSE amazon web services rackspace	verizon INHOUSE DXC.technology	NEXTDC EQUINIX GLOBAL SWITCH AIRTRUNK
People / Skill	Generalist for Voice & Mobiles Technical Consultant for Data & Colo to Business	Cloud Specialists: Custom and Compliant	Cyber Security and Hosting Specialist to Government	Australian Data Centre Specialists

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CLOUD SERVICES

James Mystakidis

Group Executive
Macquarie Cloud Services

Why Macquarie Cloud Services?

ASX Leading NPS +86
We are the most recommended cloud service provider in Australia.

Azure Expert MSP & MISA Member
We are the fastest growing Azure practice in Australia and the only partner to be both an Azure Expert MSP and a member of the Microsoft Intelligent Security Association (MISA)

Launch® Private Cloud
We are Australia's only truly sovereign private cloud. Owned and operated Tier III certified data centres.

What does this mean for our customers?

Exceptional people with a steadfast focus on their business

Consistent service across both LAUNCH Private Cloud & Azure Public Cloud

Expert advice aligning business needs to the right platform or hybrid services architecture

Seamless portability & commercial flexibility between the LAUNCH Private Cloud & Azure Public Cloud

Innovative products that span both LAUNCH & Azure: Data Protection, DRaaS, Azure Virtual Desktop

The cloud market.

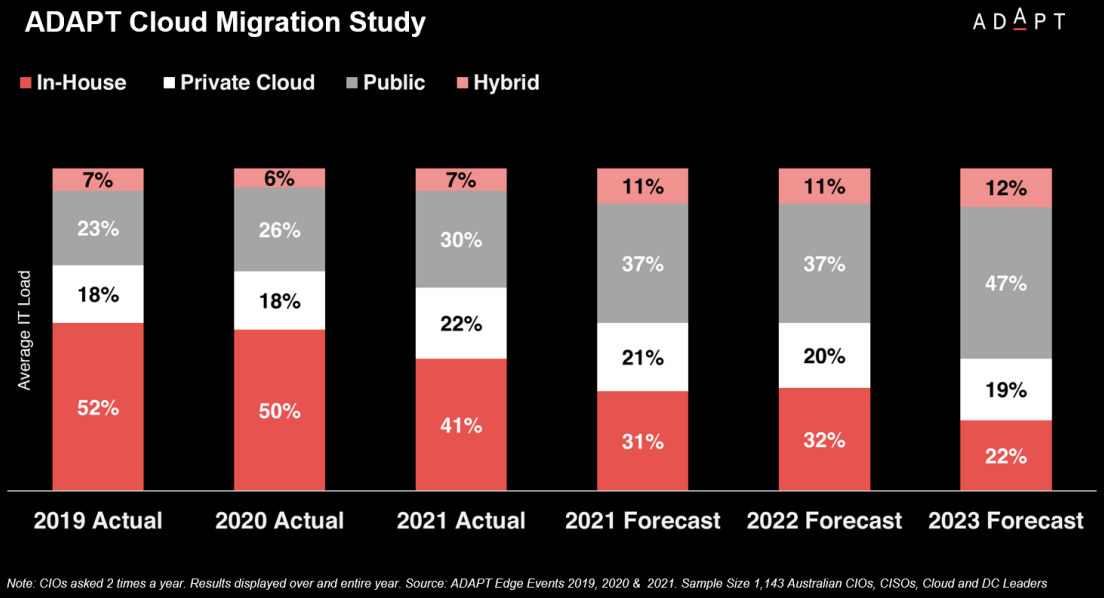
By 2023:

In House workloads set to decrease by 50%

47% of workloads in Public Cloud

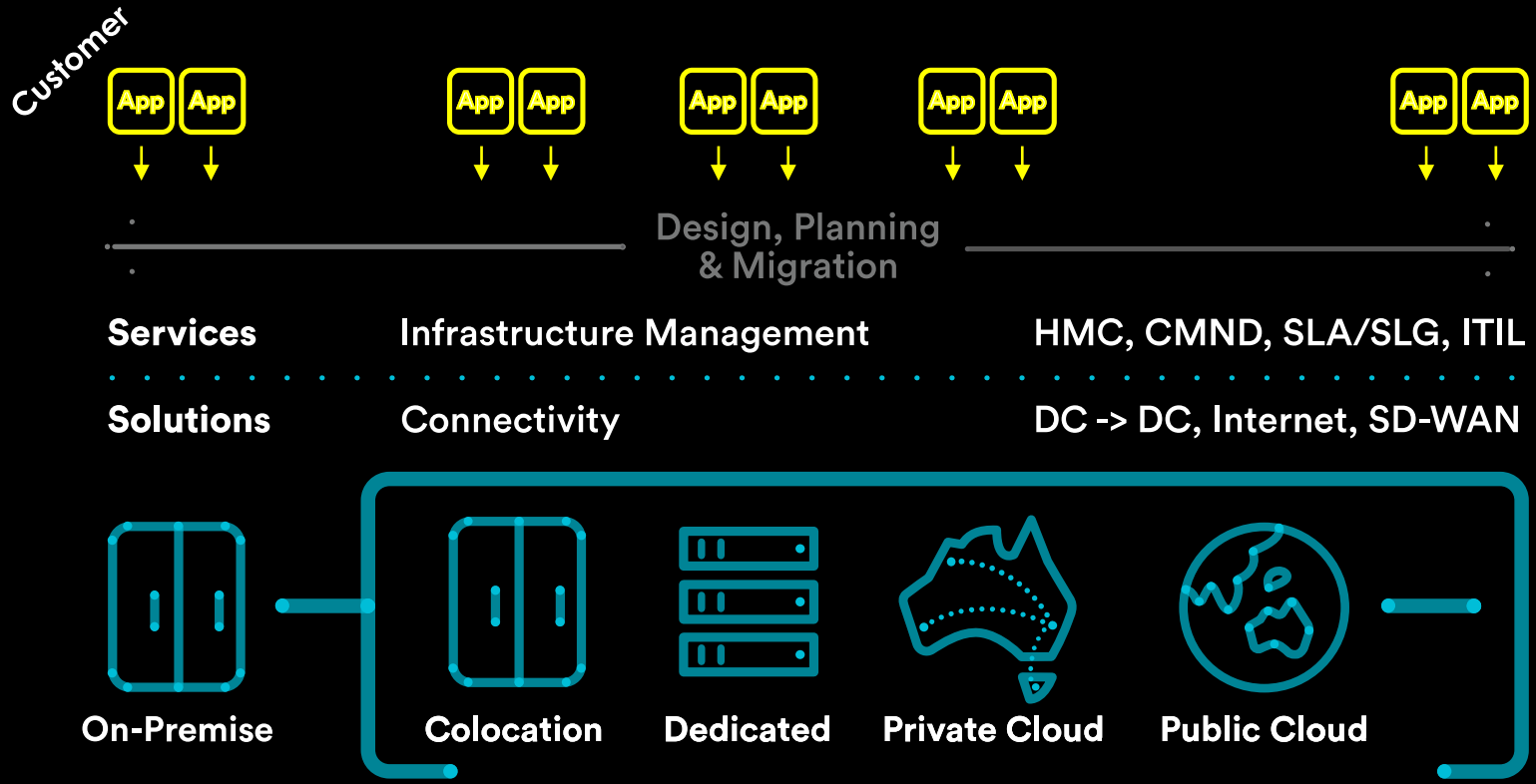
Hybrid Cloud predicted to almost double

The ‘move to managed’ for corporate Australia is underway



Note: CIOs asked 2 times a year. Results displayed over and entire year. Source: ADAPT Edge Events 2019, 2020 & 2021. Sample Size 1,143 Australian CIOs, CISOs, Cloud and DC Leaders

Our hybrid solution.



Customer Stories.
Opal – Managed Azure

Opal Packaging is a leading manufacturer of renewable packaging products with 80 sites across ANZ.

Opal were told by their incumbent DC provider that their SAP infrastructure would be unsupported by a critical date. This, combined with a series out recent outages, sent Opal looking in market for a new MSP.

With exceptionally strong Microsoft partnership and associated funding for the project, MCS offered a seamless transition to Azure. MCS was successful with the bid and was then able to migrate Opal to Azure in under 3 months and importantly before the critical SAP support date.

Opal are now stable on Azure for all business systems and managed by MCS, and both the performance and resilient of SAP has improved markedly.

MCS are now a trusted & strategic cloud Partner for Opal.

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GOVERNMENT

Aidan Tudehope

Managing Director
Government & Hosting Group

Australia's first line of defence.

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We are well positioned to benefit from 2 mega trends:

Cyber Security
Adoption of Cloud

Why people buy from us:

Increasing Cyber Security Breaches
(impact & frequency)

Service & Technical 24x7 support

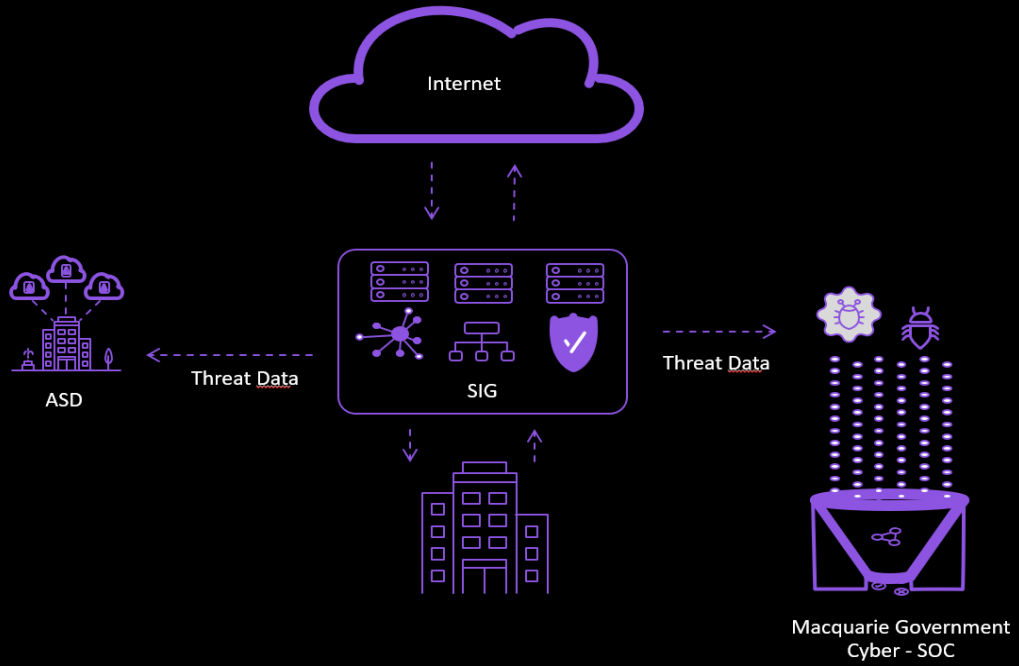
200+ AU Gov cleared staff

Trusted advisor relationship

Sovereignty

Sovereign, Secure, Compliant.

Cyber Security



Secure Hybrid Cloud (Protected/Classified workloads)

Secure Backup to the cloud from anywhere

Secure Cloud Exchange (connecting securely to public clouds)

Desktop-as-a-Service for Secure enclaves

Virtual Private Data Centre

SIGBOX Secure Collaboration

Essential 8 Compliance

Security-Operations-Centre-As-A-Service (SOCaaS)

Australian Government

Australian Taxation Office

David Hirst

Group Executive
Macquarie Data Centres

IC3 East Customer Success.

In November 2020, MDC announced the signing of a **long-term contract** with a leading corporation for approx. **10MW** of IT Load at IC3 East located at the Macquarie Park Data Centre Campus in Sydney's North Zone.

Macquarie Data Centres has delivered this significant fit-out project **on time** and **on budget** and **billing has commenced and ramping** up over FY22.

Our ongoing focus on safety is an integral part of MDC's success. We have achieved **zero Lost Time and zero Medical Treatment Injuries** for the project.

Our ability to continue to deliver in a challenging Covid year has resonated strongly with our customer and sets Macquarie Data Centres apart from our competition.

IC3 Super West.

- 32 MW of IT Load which takes the Macquarie Park Data Centre Campus to 50MW IT Load over time.
- State Significant Development application submitted.
- Flexibly designed to meet the needs of corporates, government, wholesale and hyperscale customers.
- Mechanical, electrical and plant is deployed over time.
- Covid is accelerating the move to cloud, Macquarie Data Centres is well placed to meet customer demand.

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Helen Cox

CFO

Outlook.

- The Company's EBITDA will continue to grow in FY22, with first half of fiscal year 2022 in the range of $39-40 million with investment continuing in Data Centres and Cloud Services & Government into 2H FY22. An update on full year performance in fiscal 2022 will be given with the half year results announcement.
- We will continue to develop public cloud capability to enhance the current hybrid cloud offering.
- We see strong demand for cyber security in our Government and Cloud Services businesses and will be making significant investments through out FY22 to realise this opportunity.
- Macquarie Data Centres is investing from 1H FY22 in new staffing and technology ahead of revenue from our leading corporation contract win. Fit out completed on time and on budget and billing has commenced and ramping up over FY22.
- Telecom revenue and EBITDA will continue to be affected by COVID lockdowns, which reduce the office based higher margin voice usage and access lines. This is partially offset by demand for new technologies including SDWAN.

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Q&A.