

Annual General Meeting.

2022

Peter James - Chairman

2 Key Business Highlights.

Revenue
\$309.3m

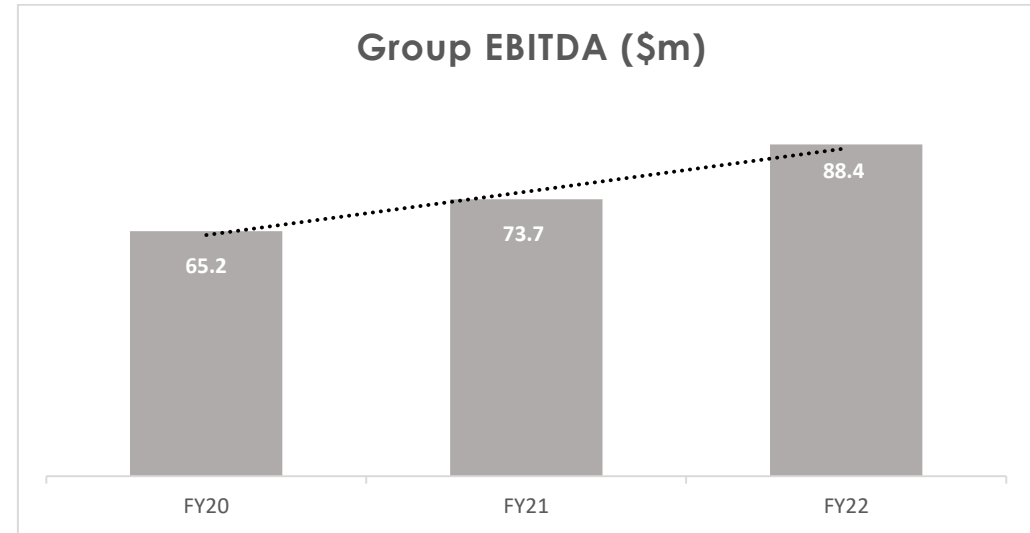
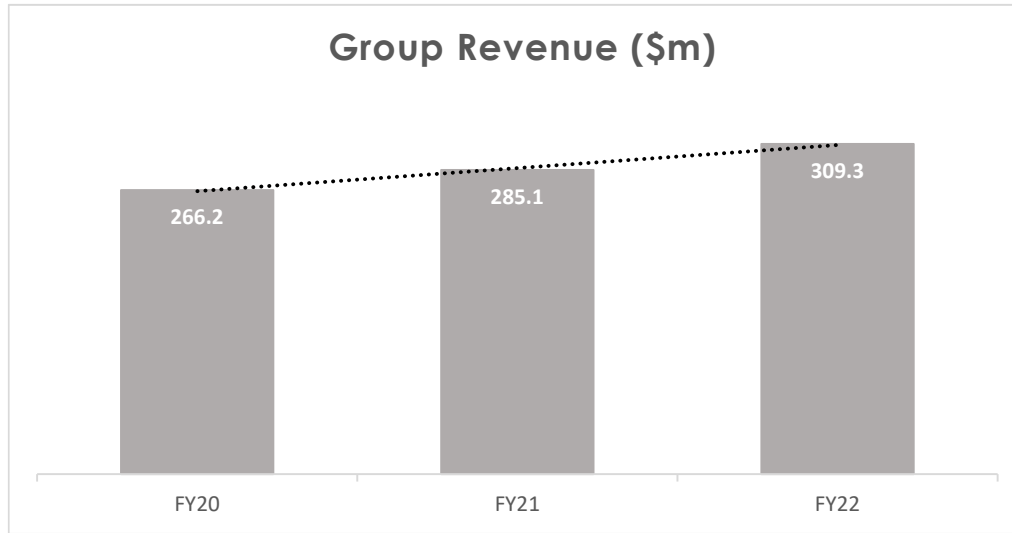
EBITDA
\$88.4m

NPAT
\$8.5m

EPS
39.3 cents ps

- Revenue now exceeds \$300m, a significant milestone for the Group.
- Eight consecutive years of EBITDA growth for the Group.
- EBITDA CAGR of 16.4% over the last 3 years.
- EBITDA has grown year on year in every segment.
- Healthy cash conversion.
- Macquarie Data Centres has completed the billing ramp up for its IC3 East hyperscale customer for approximately 10MW of IT Load.
- Strong growth in Cyber, Cloud and Security megatrends which drives our business.
- Remaining undrawn debt facility of \$64m to fund further investment to expand the Macquarie Data Centres business.

3 Group Financial Performance.



- Over the last 3 years:
 - Revenue CAGR of 7.8%
 - EBITDA CAGR of 16.4%
- EBITDA margin 28.6% in FY22

- The Company's EBITDA will continue to grow in FY23. Due to investments being made in Data Centres and Cloud Services & Government in the 1H FY23, EBITDA will grow in 2H FY23.
- Expected EBITDA for the Data Centres business in FY23 is between \$31 to \$33 million.
- Inflation impacts on cost base are being materially passed through to our customers.
- We continue to see strong demand for cyber security and hybrid IT in our Government and Cloud Services businesses.
- Telecom is focusing on new initiatives to improve operational efficiencies and continued growth of our successful SDWAN business.
- Pleasingly we are able to increase the total IT Load capacity of IC3E by approximately 1MW independent of the IC3 Super West build. We will invest in this opportunity by 2H FY23. This leverages our existing investment in IC3E.

- State Significant Development Application submitted for IC3 Super West. We expect to receive DA approval in late calendar year 2022 to mid-calendar year 2023 and construction to be completed 18 to 24 months later.
- Depreciation and amortisation for FY23 is expected to be \$70 to \$74 million, driven by full year impact of IC3 in FY22. Cloud Services & Government and Telecom depreciation to remain broadly flat at \$27 to \$28 million and \$19 to \$20 million respectively in FY22.
- We are focused on maintaining industry leading Net Promoter Score greater than +70 across all business segments.

Outlook.






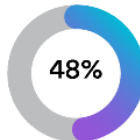
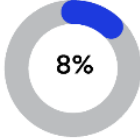
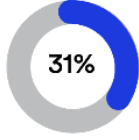
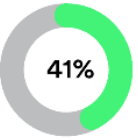
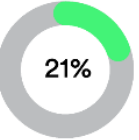














- The Company plans to make further investment in growth and customer growth capex during FY23. Total capex is expected to be between \$76 to \$80 million consisting of:
 - Growth Capex - \$37 to \$39 million
 - Customer Growth - \$23 to \$24 million
 - Maintenance Capex - \$16 to \$17 million
- Telecom capex will remain broadly flat at \$11 to \$12 million in FY23 with Hosting capex at \$65m to \$68m.

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David Tudehope – Chief Executive

8 Business design.

Business Areas	 macquarie CLOUD SERVICES	 macquarie GOVERNMENT	 macquarie DATA CENTRES	 macquarie TELECOM
Percentage of Revenue and EBITDA in FY22	 51% Revenue	 48% EBITDA	 8% Revenue  31% EBITDA	 41% Revenue  21% EBITDA
What we do	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.	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.
Value proposition	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	Customer Service, Price, Choice, Flexibility, Control
Competitors	   	  	   	  
People / Skill	Cloud Specialists: Custom and Compliant	Cyber Security and Hosting Specialist to Government	Australian Data Centre Specialists	Generalist for Voice & Mobiles Technical Consultant for Data & Colo to Business

Macquarie Cloud Services

- Microsoft's fastest growing Azure Managed Service Partner
- The only Microsoft Partner to hold Azure Expert MSP status and membership of the Microsoft Intelligent Security Association
- Continued growth in both private cloud and hybrid solutions
- Security practice continues to grow to meet the corporate market's need for managed security services

Macquarie Government

- Continued strong demand for our cyber security services and delivery reputation driving new revenue growth
- 42% of Australian Government agencies are customers and we are making significant inroads into the law enforcement markets
- Strong take up of our design, commissioning, migration and transition services, especially by our larger agencies
- Our business is aligned with Australian Government's focus on Sovereign capabilities and improving cyber security

Business Highlights Summary.

Macquarie Data Centres

- Full billing for the IC3 East hyperscale customer since February 2022
- Ramped up operations to meet the needs of hyperscale customers
- Continuing to progress the State Significant Development Application for IC3 Super West to bring total Macquarie Park Campus total IT load to at least 50MW

Macquarie Telecom

- Record year for new SDWAN connections adding new logos including Dominos, PetBarn, TAL and MyCar
- Strong cross sell of Cloud Services solutions into Telecom base
- Completion of the Telstra to Optus MVNO Migration for 5G opportunities

10 Data Centre Portfolio.



Intellicentre 1
Sydney CBD



Intellicentre 2
Macquarie Park



Intellicentre 3 East
Macquarie Park



Intellicentre 4 Bunker,
Canberra

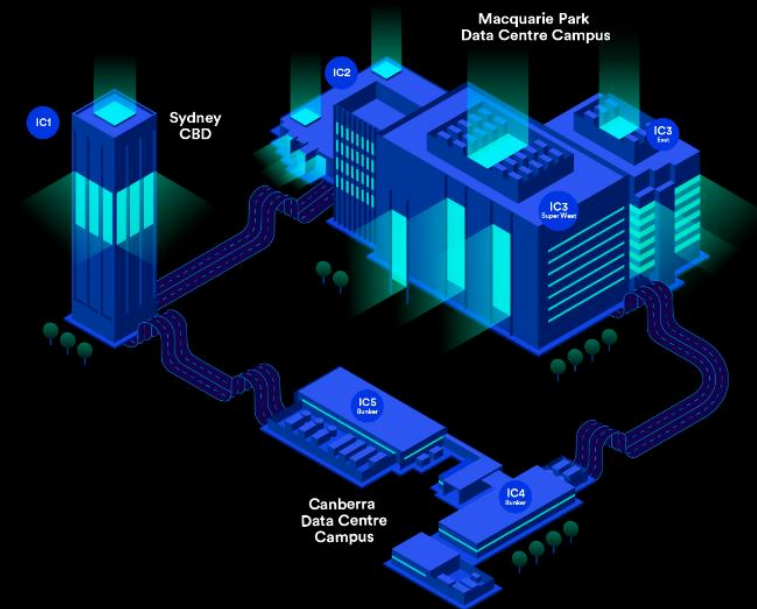


Intellicentre 5 South
Bunker, Canberra

Macquarie Data Centres' projected total IT load is **54MW** comprising of:

- Macquarie Park Data Centre Campus 50MW: IC2, IC3 East and IC3 Super West; and
- Macquarie Canberra Data Centre Campus and IC1 in Sydney CBD combined 4MW.

All our data centres are Certified Strategic by the Australian Government



11 Macquarie Park Data Centre Campus.

- IC3 East hyperscale customer now fully billing
- Pleasingly we are able to increase the total IT Load capacity of IC3E by approximately 1MW independent of the IC3 Super West build. We will invest to realise this opportunity in 2H FY23. This leverages our existing investment in IC3E.
- State Significant Development Application submitted for IC3 Super West. We expect to receive DA approval in late calendar year 2022 to mid-calendar year 2023 and construction to be completed 18 to 24 months later.
- Capex for mechanical, electrical and plant is deployed over time to meet customer demand.

