

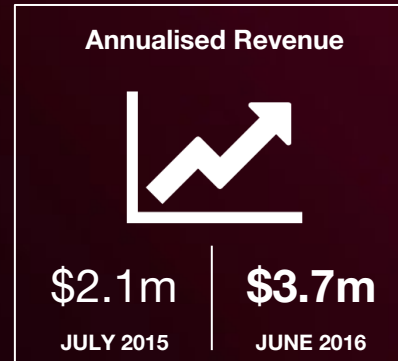
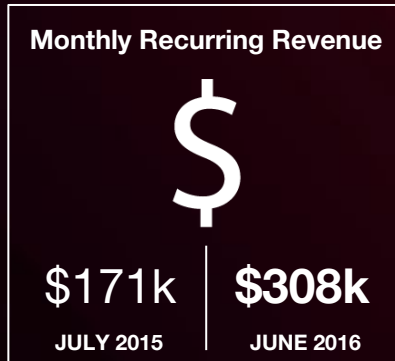
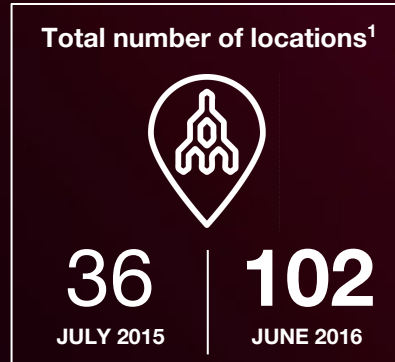
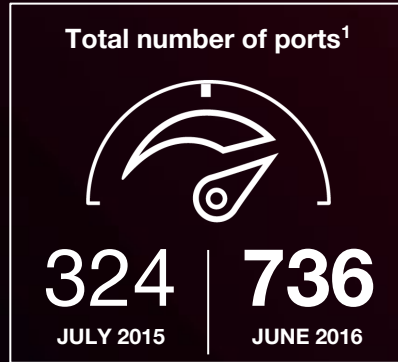


FY16 Full Year Results and Global Update

25 August 2016

Fiscal Year 2016 Highlights

Building the foundation for FY2017



1. As at 30th June 2016 (excludes the acquisition of PEERING GmbH)

Program



ANNUAL REPORTING RESULTS



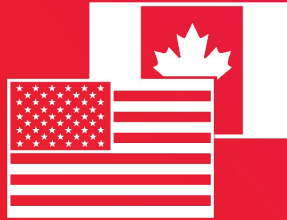
MEGABUSINESS UPDATE



MEGAPRIORITIES



**AUSTRALIA & NEW ZEALAND
OPERATING EBITDA POSITIVE**



**NORTH AMERICA
PROGRESS & PARTNERS**



**EUROPE
TRANSFORMATIONAL ACQUISITIONS**



Annual Results 2016



FY16 Financial Results

	\$
Revenue	2,679,410
Profit/(loss) after direct network costs ¹	(1,539,765)
Total net operating costs ²	(19,805,445)
Net profit/(loss)	(21,345,210)
Net profit/(loss) adjusted for acquisition / non-recurring costs ³	(17,734,217)
Cash and cash equivalents	11,869,997
Net assets	17,169,978

1. Revenue less direct network costs, which comprise of data centre power and space, physical cross connect fees, bandwidth and dark fibre, network operation and maintenance, and channel commissions which are directly related to generating the service revenue of Megaport Group.
2. Total net operating costs includes employee benefits expenses, professional fees, travel and marketing expenses, and other income and costs to the business.
3. This restatement of net profit/(loss) is to illustrate Megaport's results excluding one-off costs. This figure is a non-IFRS disclosure and is not audited. Reconciliation from IFRS net profit/(loss) to this restatement included in 2016 Annual Report (Director's Report).

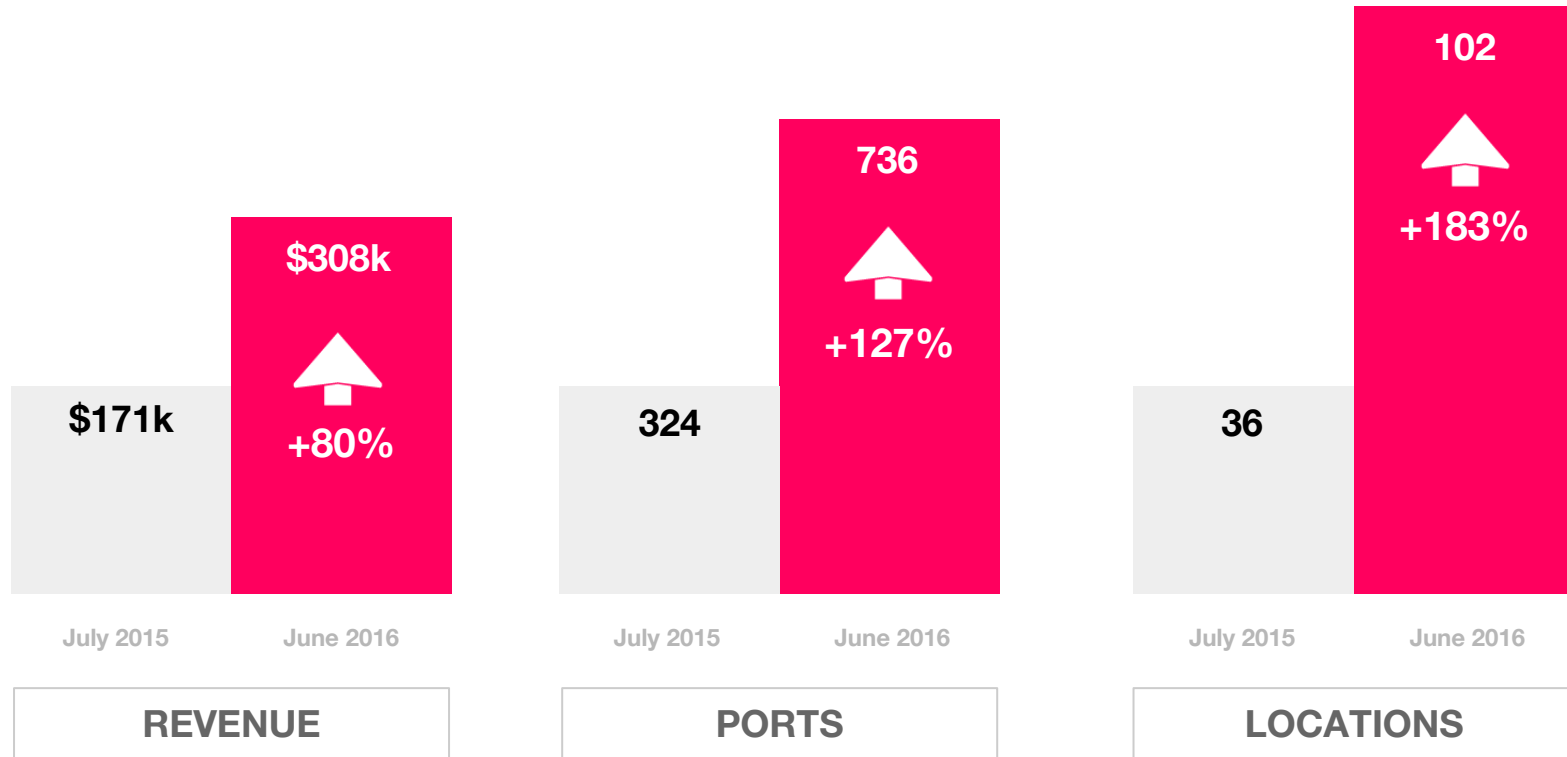
REVENUE
\$2.7M

Financial Results

First reporting year for eleven months ending 30 June 2016.

- **Revenue was \$2,679,410, monthly recurring revenue up 80% from start of the FY16**
- 86% from Australia business
- Loss after direct network costs for the Group of \$1,539,765
- Asia Pacific business unit is generating a profit after direct network costs
- Net operating costs² for investing into rollout of global business and teams
- Net loss adjusted for acquisition and non-recurring costs³ were \$17,734,217

FY16 - Growth & Momentum



Megabusiness Update



Market Update

European Acquisitions COMPLETE

TEAM IN PLACE, INTEGRATION UNDERWAY
WINNING NEW BUSINESS

Capital Raised \$31M

OVERSUBSCRIBED CAPITAL RAISING
\$30M (NET OF FEES AND COSTS)

ANZ markets are now
Operating EBITDA* positive

ECIX acquisition closed on
11 August 2016

Successful capital raising for
\$31M by 22 August 2016.

* Operating EBITDA excludes group and corporate overhead

Capital Raising Update

Offer 1 Private Placement - Completed

The Company offered a private placement to institutional and sophisticated investors for **10,500,000** fully paid Ordinary Shares at a discounted price of **\$1.70** to the market price of \$2.06 (based on the last trading day before announcing the placement).

The placement was oversubscribed with applications of \$x million. The Company successfully completed the private placement and issued **10,500,000** fully paid Ordinary Shares on 5 August 2016 at a discounted price of **\$1.70** to the market price raising **\$17.85M**.

Capital Raising

Since 30 June 2016, Megaport Limited successfully completed a private placement to institutional and sophisticated investors, which, together with a share purchase plan (SPP) for existing shareholders, raised **\$31 million**.

Net proceeds (after fees and expenses) of **\$30 million** will be used to further fund capital expenditure for the North American and European network and platform upgrades and new global locations, ongoing operating costs of the network, services and staff of existing business units, network capacity investment and additional acquisition opportunities.

Offer 2 SPP - Completed

The Company also offered existing eligible shareholders the opportunity under the SPP to purchase up to **\$15,000** worth of Ordinary Shares at the same price at which shares were issued under the placement of **\$1.70**.

The SPP closed oversubscribed with applications for 16.0 million shares totaling \$27.2 million. As announced on 22 August 2016, after applicants were scaled back on a pro-rata basis, Megaport issued **7,734,994** shares for **\$13.15M**.

Successfully
raised **\$31M**

Funding for
revenue growth,
market
development, and
**acquisition
opportunities**

Use of Funds

\$

Capital Expenditure

Europe Network and Platform Upgrades \$2.0

New Locations (Global) \$5.0

Total \$7.0M

Ongoing Operating Costs of Network, Services, Staff

North America \$6.4

APAC \$2.6

Total \$9.0M

Working Capital \$2.5

Network Investment \$5.0

Acquisition Opportunities \$6.5

Capital Raising Costs \$1.0

Total \$31.0M

**Current cash position
30 June 2016 ¹**

\$11.8M

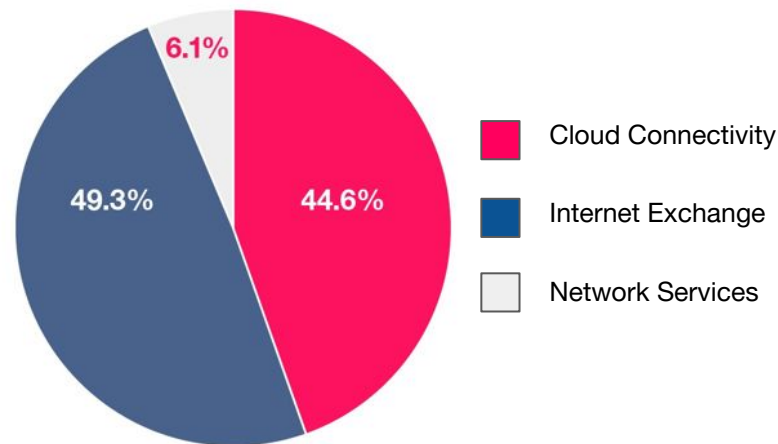
¹ Includes OM-NIX but does not
include ECIX acquisition

Capital Raised

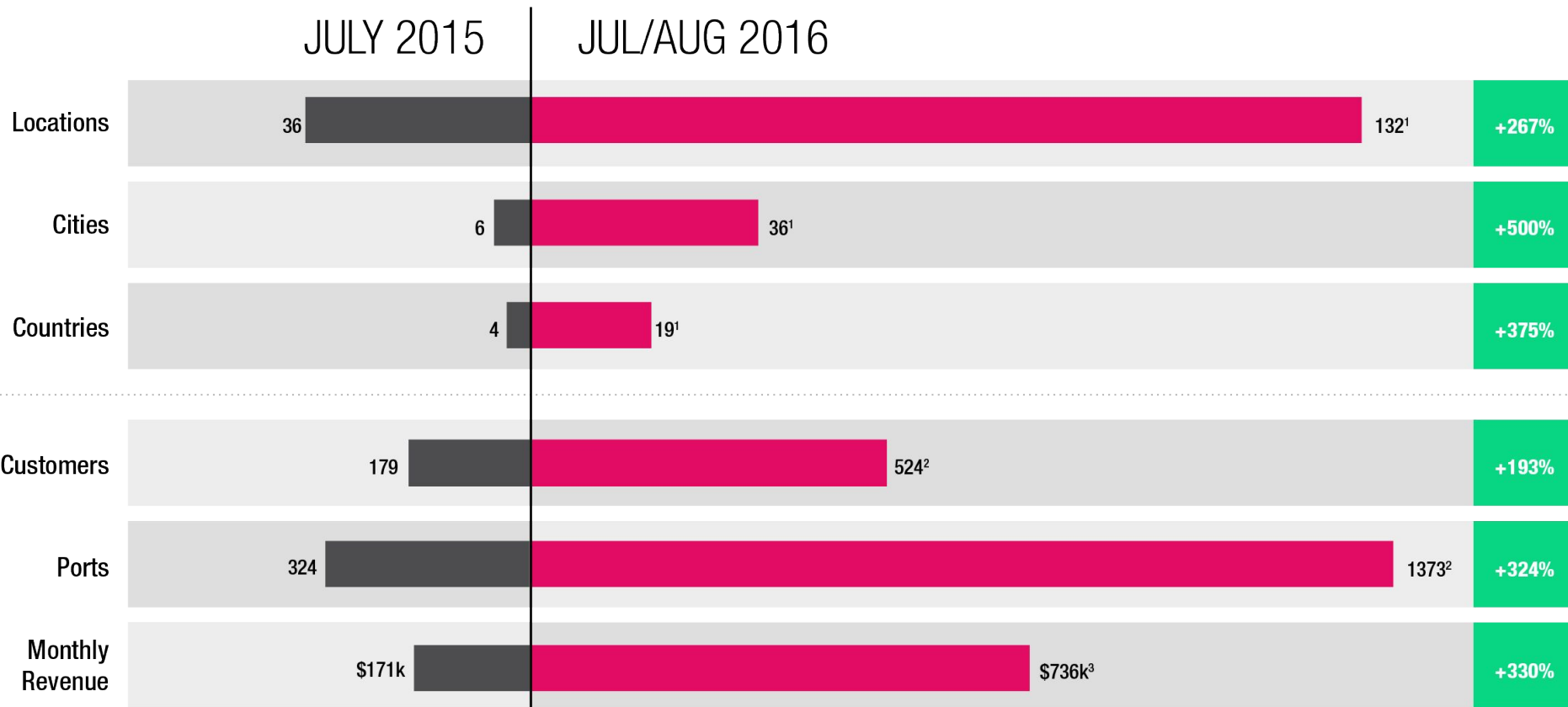
\$31.0M

Revenue Composition and Diversity

Revenue *	MP1	Europe Acquisitions	Total
Cloud Connectivity	\$328k	\$0	\$328k
Internet Exchange	\$35k	\$328k	\$363k
Network Services	\$0	\$45k	\$45k
Monthly Recurring Revenue*	\$363k	\$373k	\$736k
Annualised Revenue	\$4.4M	\$4.5M	\$8.9M



* Pro-forma Revenues July 2016

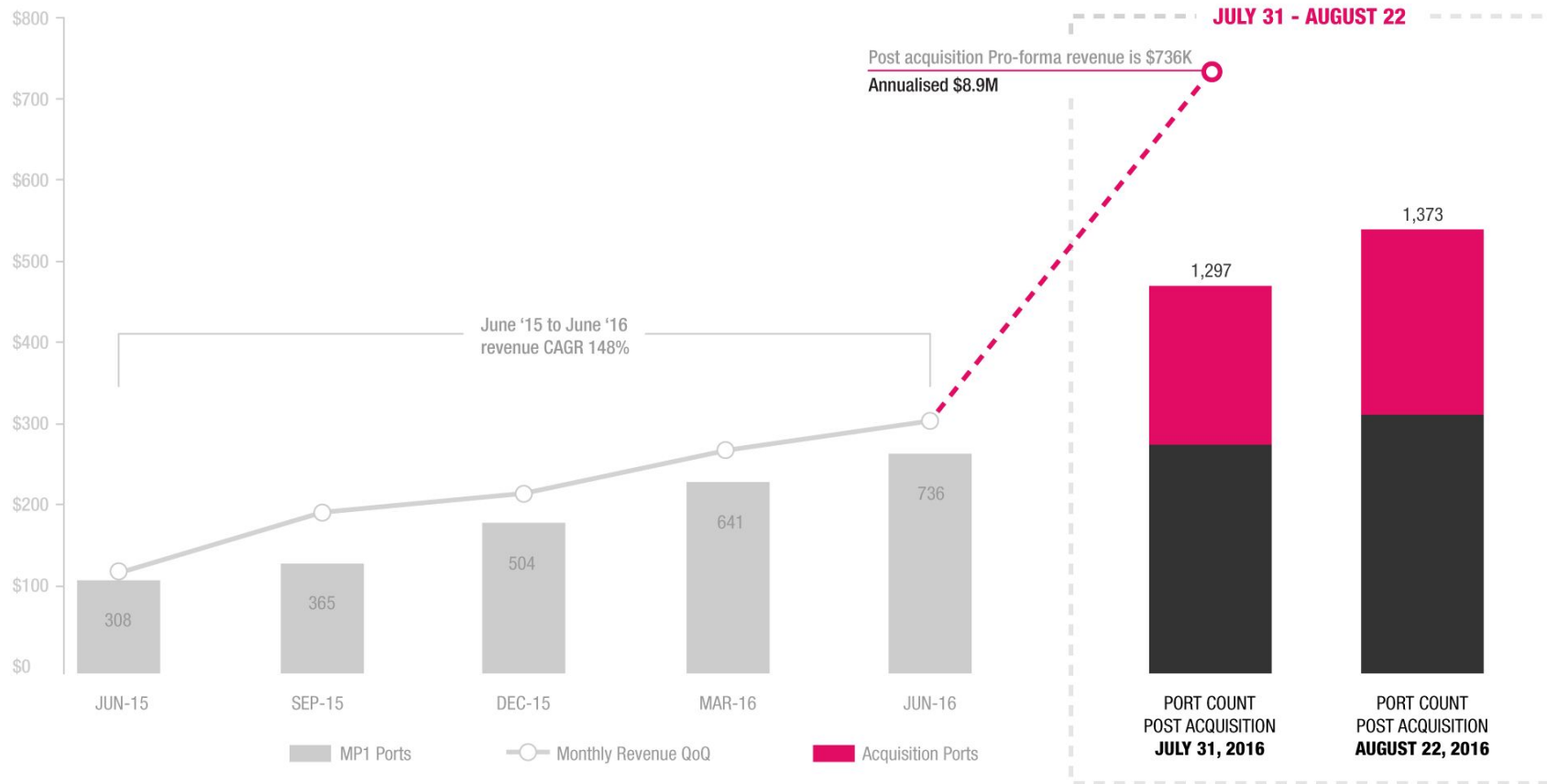


¹Includes locations and countries post-acquisition as at 22 Aug 2016

²Includes pro-forma acquisition ports and customer counts as at 22 Aug 2016

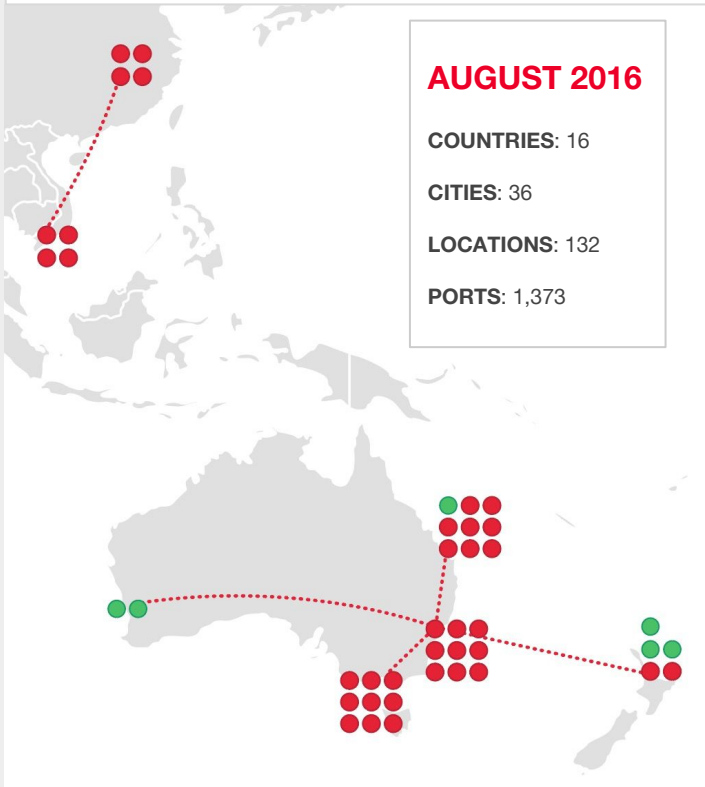
³Includes pro-forma acquisition revenue as at 31 Jul 2016. (August not shown as not yet complete)

Journey by numbers^{*}



Global Megaport Network Map

ASIA PACIFIC



NORTH AMERICA



EUROPE





OUR VISION

*To become the global leader
in elastic interconnection*

MegaPriorities

Accelerate revenue growth in all markets, especially Europe and North America

Continue ecosystem expansion with addition of new partners and geographic reach

Complete network development through organic means and acquisitions

Drive towards operational EBITDA positive at group level

Australia & New Zealand



Australia & New Zealand

**OPERATING
EBITDA*
POSITIVE**

**AUSTRALIA AND NEW ZEALAND
ARE NOW EBITDA POSITIVE**



**516 PORTS ACROSS
ANZ OVER 34 LOCATIONS**



**AUSTRALIA BUSINESS OPERATING EBITDA*
POSITIVE IN 2 YEARS & 7 MONTHS**



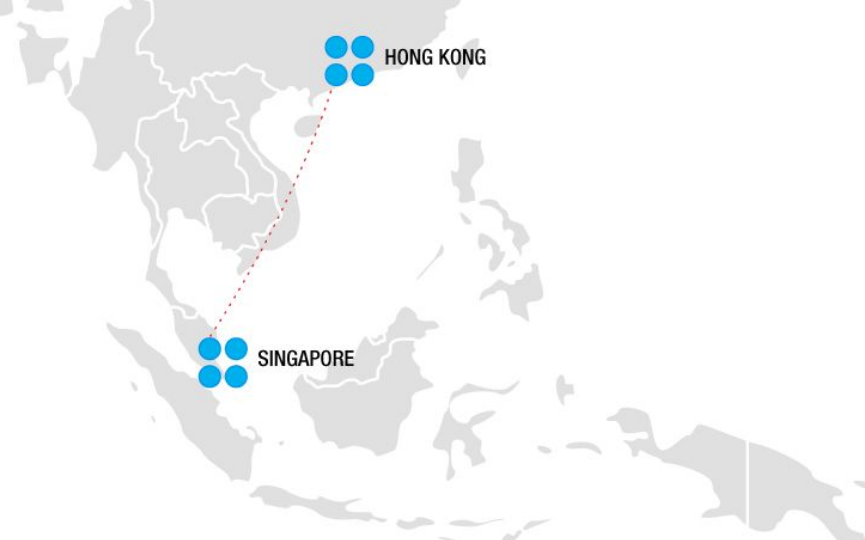
**NEW ZEALAND BUSINESS OPERATING
EBITDA* POSITIVE IN 1 YEAR & 6 MONTHS**

**ANZ markets are
now Operating
EBITDA* positive**

**Mature footprint
with expanding
customer base**

**Opportunistic
growth happening
through strategic
partnerships**

* Operating EBITDA excludes group and
corporate overhead



WHAT HAS HAPPENED IN APAC

Australia and New Zealand are Operating EBITDA* positive in July 2016

Expanded underserved markets for cloud connectivity such as Perth and Auckland with 6 new locations

Hong Kong to Singapore international capacity enabled for inter-regional cloud connectivity



APAC

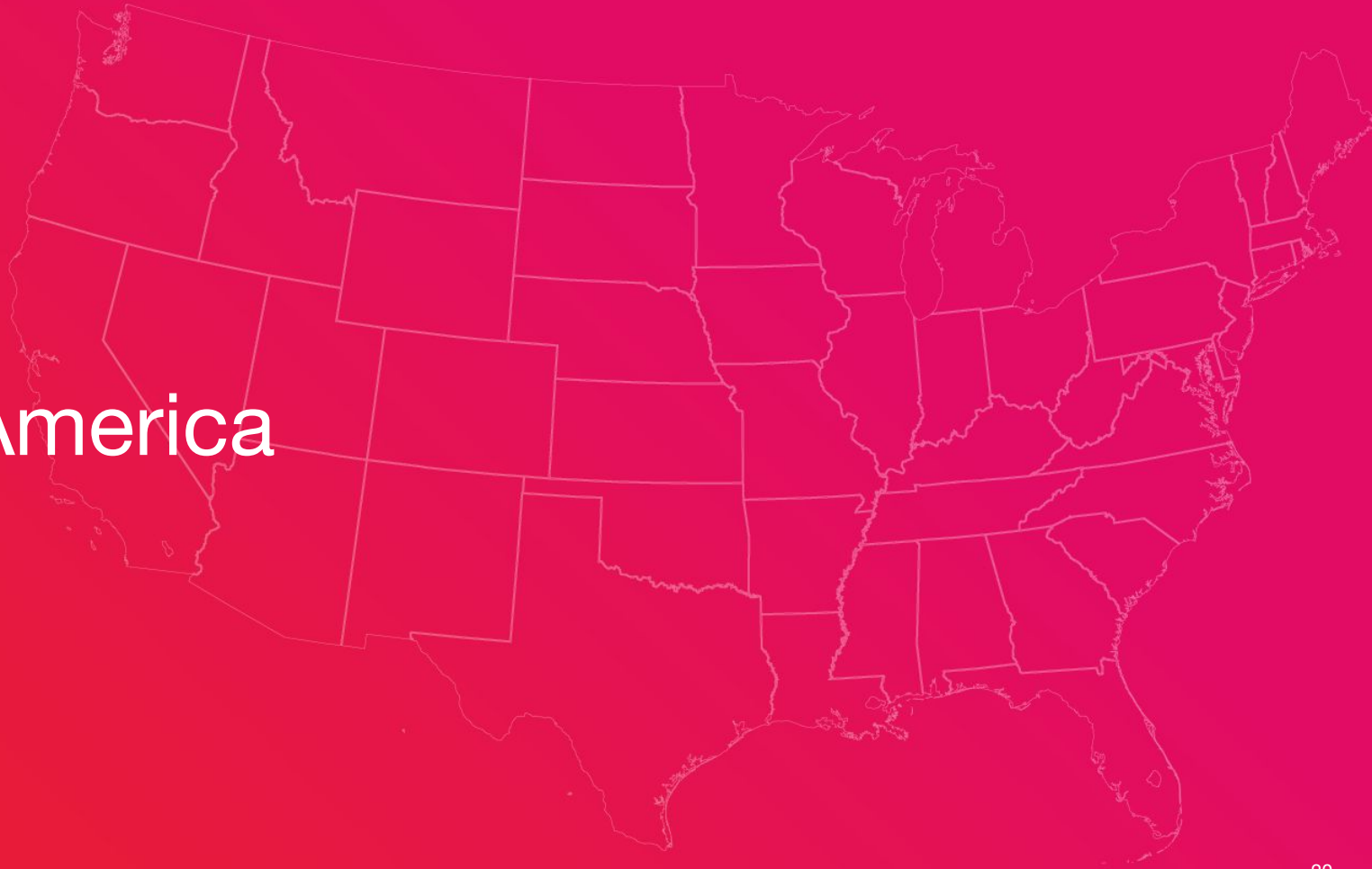
Metro	Locations	
	Pre IPO	Post IPO
Brisbane, QLD	8	9
Sydney, NSW	9	9
Melbourne, VIC	9	9
Perth, WA	0	2
Auckland, NZ	2	5
Hong Kong	4	4
Singapore	4	4
TOTAL	36	42

PRE IPO

POST IPO

* Operating EBITDA excludes group and corporate overhead

North America



Accomplishments and Progress

Strong strategic partnerships, footprint growth beyond IPO plan,
and generating revenue upon completion of network build in April 2016



MEGAPORT NORTH AMERICA
LIVE APRIL 2016



33 SITES LIVE SINCE IPO
DECEMBER 2015



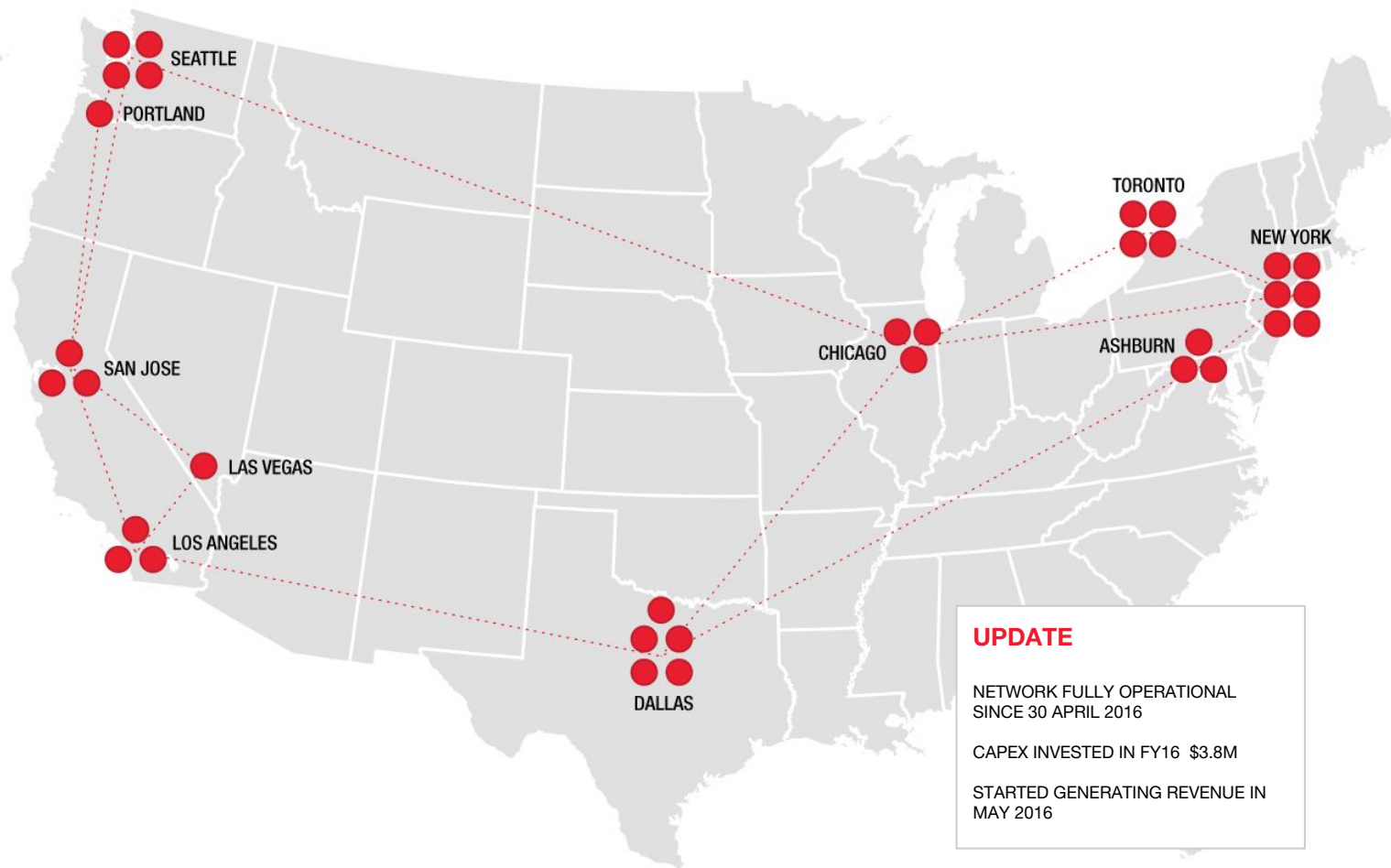
LEADING INTERNET
EXCHANGE PARTNERSHIP



NATIONAL CLOUD
NETWORKING PARTNERSHIP



DIRECT CLOUD
NETWORKING PARTNERSHIP



North America

Metro	Sites
Ashburn, Virginia	3
Chicago, Ohio	3
Dallas, Texas	5
Las Vegas, Nevada	1
Los Angeles, California	3
New York City, New York	6
Portland, Oregon	1
San Jose, California	3
Seattle, Washington	4
Toronto, Canada	4
TOTAL SITES	33
<i>Prospectus sites</i>	27

Europe



European Acquisitions - Update

Commercial IX services in Europe are very important and perfectly align with the Megaport technology stack. **ECIX** and **OM-NIX** acquisitions enhance MP1 earnings and jumpstart the network footprint throughout Europe.



Carrier-grade Pan-European transport services provider with access to key interconnection buildings and extensive Balkans footprint.

Locations: 18

Countries: 9

Services:

Remote Peering

Network on Demand

Founded: 2014

Acquisition Completed on 30th June 2016



2nd largest IXP in Germany with 160+ customers and aggregate traffic of 1Tbps. Deep German footprint including core metros and Enterprise-rich hubs.

Locations: 30

Countries: 2

Services:

Internet Exchange

Network on Demand

Founded: 2002

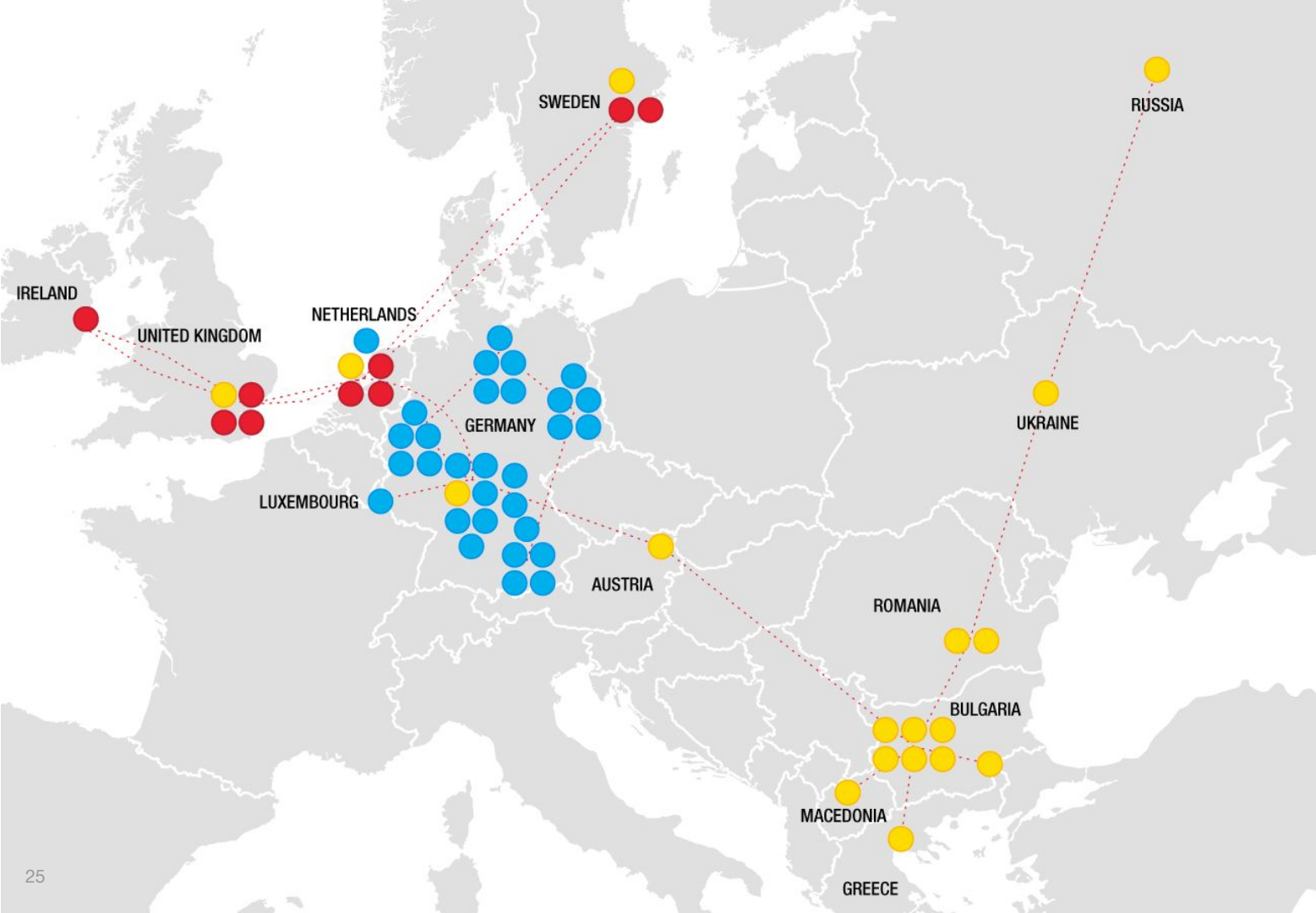
Acquisition Completed on 11th August 2016

Total Cost of Acquisitions: \$3.1M³

Impact of Completed Acquisitions

Pro-forma P&L ¹	Monthly \$	Annualised \$
Revenue	\$373k	\$4.5m
Direct Network Costs	\$168k	\$2.0m
Gross Margin	\$205k	\$2.5m
Operating Costs	\$124k	\$1.5m
EBITDA ²	\$81k	\$1.0m
EBITDA ² %	22%	22%

1. This is the pro-forma P&L for the combined acquisitions
2. This is the pro-forma EBITDA of the combined acquisitions on a standalone basis, as per standard accounting definition
3. Includes purchase price plus cost of acquisition



Europe

Metro	Sites
Vienna, Austria	1
Sofia, Bulgaria	6
Kapitan Andreevo, Bulgaria	1
Düsseldorf, Germany	5
Berlin, Germany	5
Nürnberg, Germany	2
Frankfurt, Germany	7
Munich, Germany	5
Hamburg, Germany	5
Thessaloniki, Greece	1
Dublin, Ireland	1
Luxembourg, Luxembourg	1
Skopje, Macedonia	1
Amsterdam, Netherlands	5
Bucharest, Romania	2
Moscow, Russia	1
Stockholm, Sweden	3
Kiev, Ukraine	1
London, United Kingdom	4
TOTAL	57

● MEGAPORT
 ● ECIX
 ● OMNIX

MegaPort Europe

**OPERATING
EBITDA¹
POSITIVE**

MARKET FULLY OPERATIONAL

57
locations

19 CITIES, 13 COUNTRIES



TOP 5 DATA CENTRE
LOCATIONS IN EUROPE



EUROPE IS LARGEST BUSINESS IN
MP1 GROUP BY LOCATIONS,
REVENUE, AND OPERATING
EBITDA¹



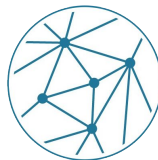
LEAPFROGGING THE PLAN WITH
SIZE AND REVENUE
THROUGH ACQUISITION



ACQUIRED ECIX AND OM-NIX FOR
COMBINED TOTAL OF \$3.1M³



ACQUISITIONS GENERATE
ANNUALISED REVENUE OF \$4.5M
AND EBITDA² OF \$1M WITH 180+
ADDITIONAL CUSTOMERS



ACQUISITION OF ECIX GIVES
MEGAPOST A LARGE FOOTPRINT
IN GERMANY,
EUROPE'S RICHEST MARKET



MARK COOPER, FORMER CHIEF
REVENUE OFFICER OF AMS-IX, NEW
EVP OF SALES, EUROPE



FUTURE INVESTMENTS REQUIRED
FOR EXPANSIONS AND
UPGRADES CIRCA \$2M

1. Operating EBITDA excludes group and corporate overhead
2. This is the pro-forma EBITDA of the combined acquisitions on a standalone basis, as per standard accounting definition
3. Includes purchase price plus cost of acquisition

About Megaport



Team Megaport

Denver Maddux

CEO & Executive Director

Vincent English

COO & CFO

Belle Lajoie

EVP Terraforming & Sales APAC

Eric Troyer

CMO

Cameron Daniel

VP of Technology &
Founding Engineer

Dan Ryan

VP of Sales, North America

Mark Cooper

EVP of Sales, Europe

Proven industry leadership from sectors including:

- Telecommunications
- Content Delivery
- Cloud Services
- Data Centre
- Digital Media
- Internet Exchange
- Mobile Telecommunications

Guidance and executive leadership from founder **Bevan Slattery** as **Executive Chairman**, and further board support from **Simon Moore** and **Drew Kelton**

Investments in North American sales leadership and sales execution capabilities

Launched Solutions Architecture, Customer Success, and Cloud Strategy teams in February and March 2016

Vincent English transitioning to Chief Operations Officer in September

New Chief Financial Officer Haidee Van Ruth starting on 5 September 2016

Mark Cooper joined on 8 August 2016

About Megaport

Megaport was founded in 2013 to become a global leader in the fast-growing elastic bandwidth services market.

The Company developed a software driven platform to give customers the ability to connect their network with a wide ecosystem of service providers including Cloud, Networking, Content, and Managed Services.

Bandwidth and services can be directly controlled via connected devices such as mobile phones and laptops or an open API to enable total services automation.

At Megaport we have created a better way for networks and cloud to interconnect.

Megaport now operates globally, has over **320 active customers**, and secured partnerships with some of the world's major cloud service providers, network operators, data centre operators, and content providers.

Megaport pioneered SDN-based Elastic Bandwidth

Network on Demand

**Amazon AWS
Technology Partner**

**Microsoft Azure
ExpressRoute &
O365 Partner**

**Google Cloud
Interconnection partner**

What is Elastic Bandwidth?

Elastic Bandwidth aligns network economics and capabilities with the flexibility and cost controls of cloud computing models

- Provision bandwidth in **real-time**
- **Right-size capacity** based on actual demand
- **Directly connect** to multiple partners & data centres on one platform
- Discover providers from a rich **ecosystem**

Megaport provides the tools to create an **on-demand network** enabling a variety of use-cases

- Multi and Hybrid Cloud
- Metro and longhaul backbone
- Backup and Site Recovery
- IP Peering and access to IP Transit



“... we like the ability to just flick a switch and ramp the bandwidth up for a period of time”

JB HI-FI

“... we can now seamlessly interconnect to all three of our key public cloud services through a single provider”

News Corp Australia

Important Information

Megaport Limited ACN 607 301 959

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EBITDA: Earnings Before Interest, Taxes, Depreciation and Amortisation. A measure of company operating cash flow calculated by earnings before the deduction of interest expenses, taxes, depreciation, and amortisation. Operating EBITDA for a particular geography is the earnings in that geography before interest, taxes, depreciation and amortisation, but excludes, in the calculation of earnings, group and corporate overheads.

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

Exchange rates for July figures used in this presentation are AUD:EUR 0.68, AUD:USD 0.74. All other exchange rates are reported figures and converted at time of reporting using current rate, as per the date noted.

Thank you



Point



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Provision

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