



# Megaport

## Transforming Cloud Connections

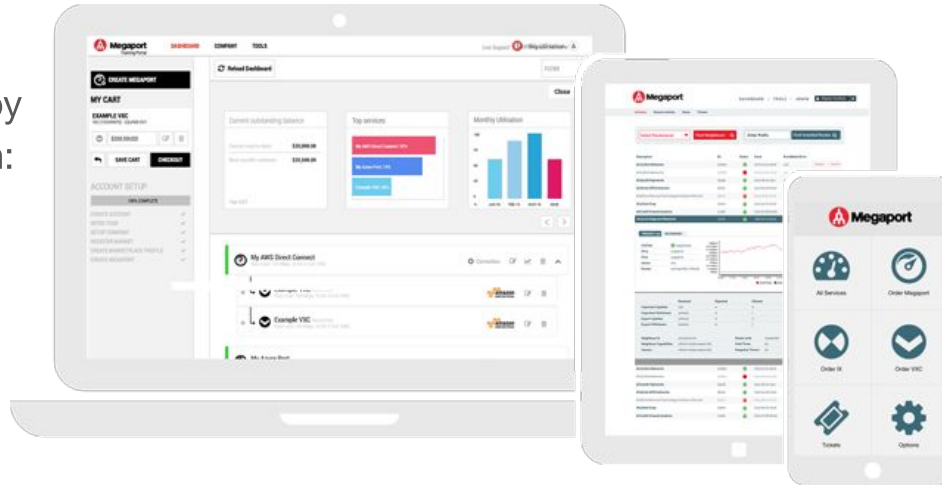
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October 2016

# About Megaport

Megaport was founded by posing a central question:

**“Why can’t I build an On-demand network from my phone?”**



Founded to become the **global leader** in the fast-growing **elastic interconnection** services market.

Over **320 customers** use Megaport around the globe to simplify their cloud connectivity.

**Megaport pioneered SDN-based Elastic Bandwidth**

**Network on Demand**

**Amazon AWS Technology Partner**

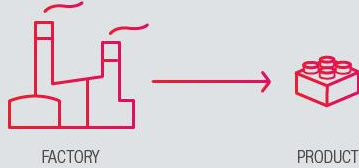
**Microsoft Azure ExpressRoute & O365 Partner**

**Google Cloud Interconnection partner**

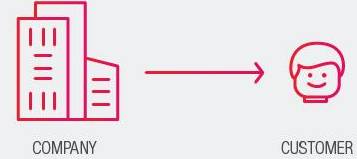
A transformed supply chain  
requires a transformed  
delivery system



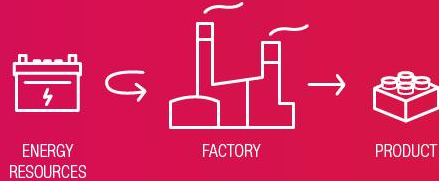
**Factories needed energy resources to create the product...**



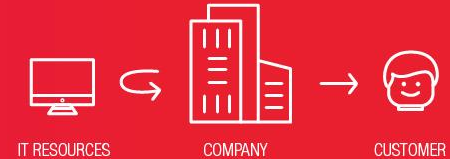
**Much like companies needed IT resources to service the customer.**



**So they made their own energy resources to create said product.**

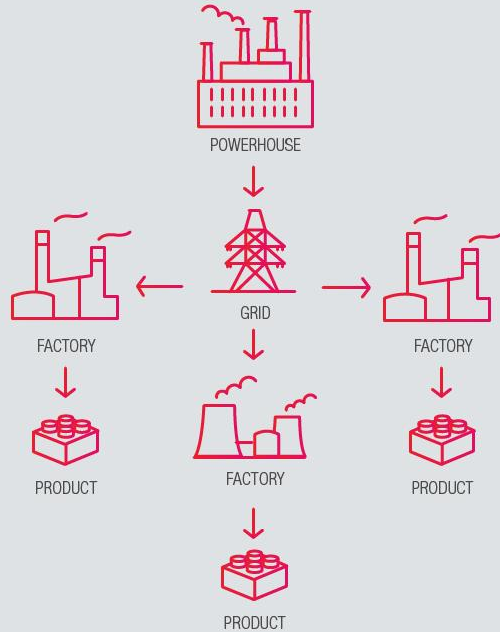


**So they built their own IT resources to service said customer**

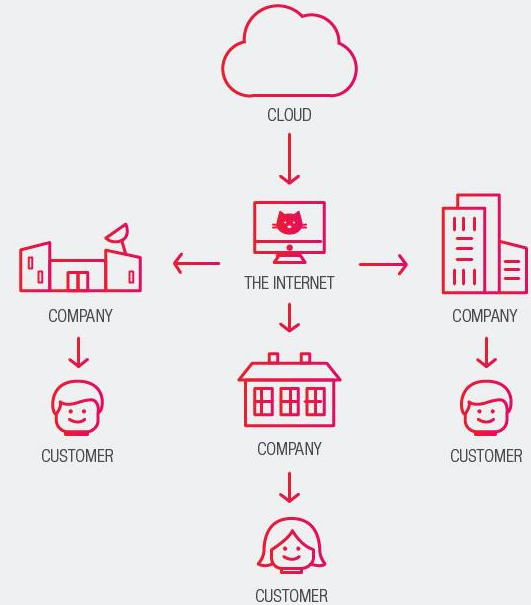


This cost businesses time and money. But the in-house production of energy resources and IT resources were necessary expenses

**Enter the grid and the powerhouse.**  
**Factories could now access energy via the grid.**



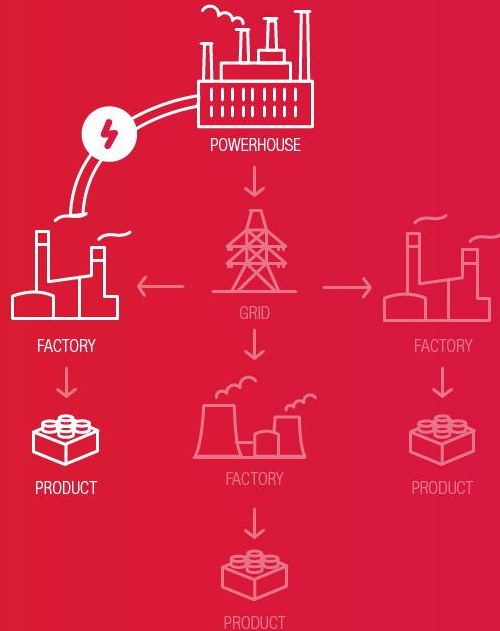
**Enter the internet and the cloud.**  
**Companies could now access IT resources via the internet**



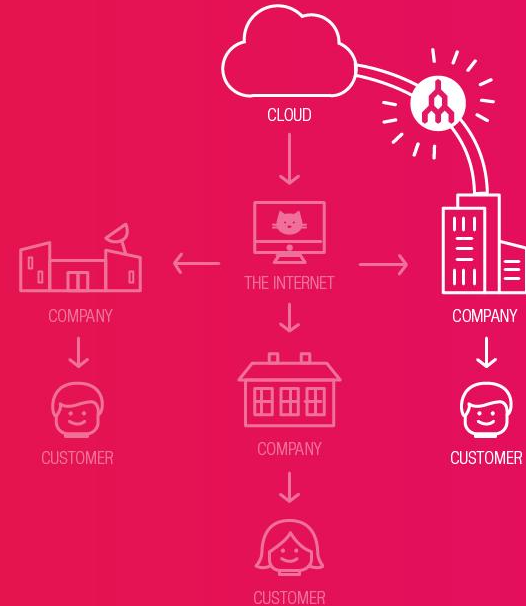
This meant that energy became a utility. As did IT resources.  
But sometimes the grid and the internet were not able to handle demand.

When factories needed more energy to create the product, they could access the powerhouse directly with a substation.

They traveled along the same grid, but with dedicated connections along high voltage lines.

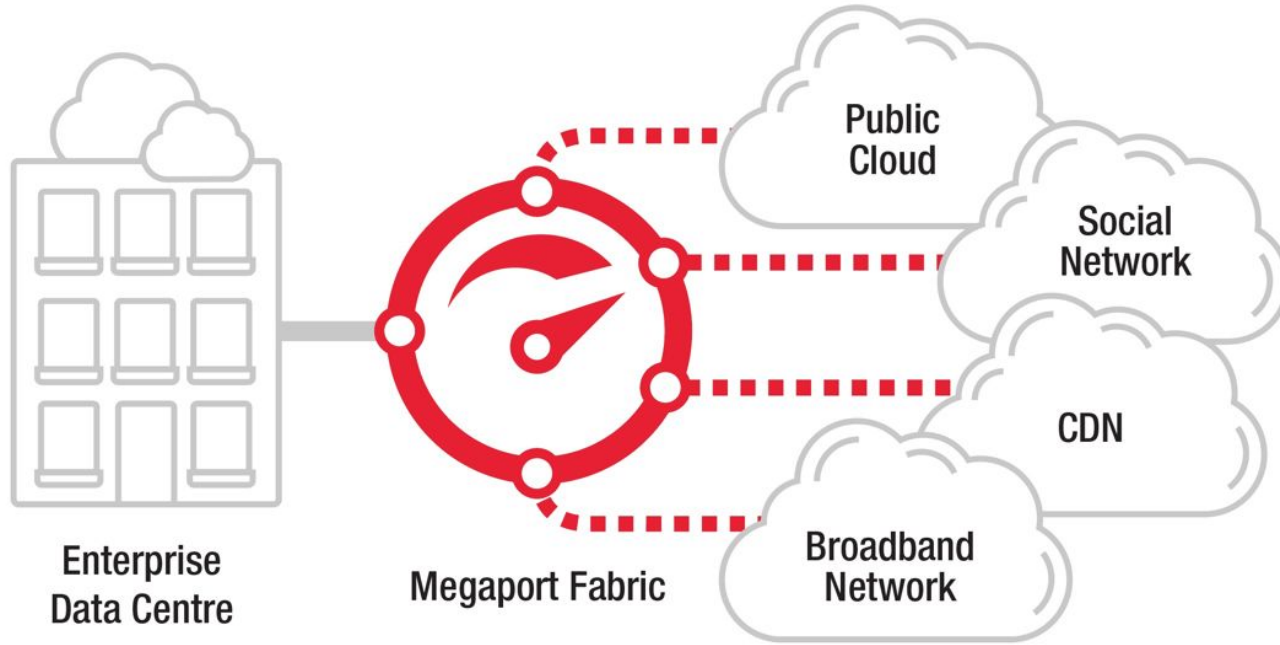


When companies need more IT resources to service the customer, they can access the cloud directly with Megaport. Bypassing the public internet entirely, companies can directly connect to public cloud service providers.

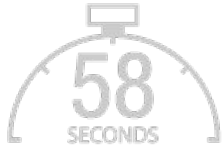




# Digital Media Use Case: Hybrid, Multi-cloud



# The Benefits of Megaport



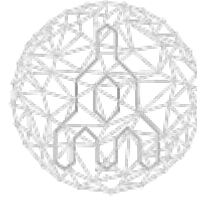
## Capacity on Demand

Scale Rapidly, Near Instantaneously  
Provision in seconds, not months



## Multi-Cloud Ecosystem

Wide array of service providers



## Security

Internet bypass for direct connectivity

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

**News Corp**  
Australia



## Flexible Terms

Consumption-based economics



## Powerful Tools

Simple to design & manage capacity  
Integration enables full automation



## Performance

Internet bypass for direct connectivity

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

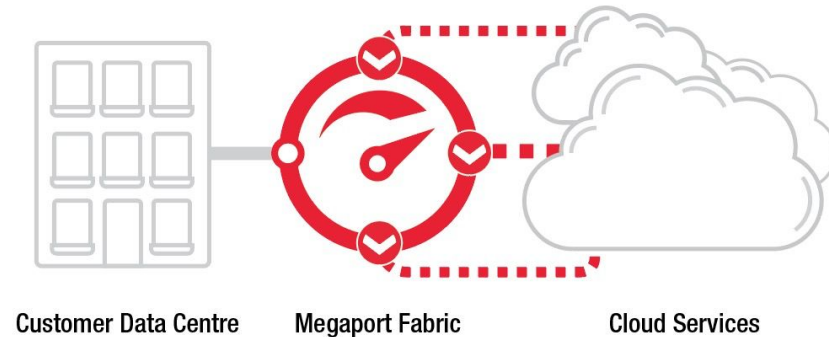
**JB HI-FI**



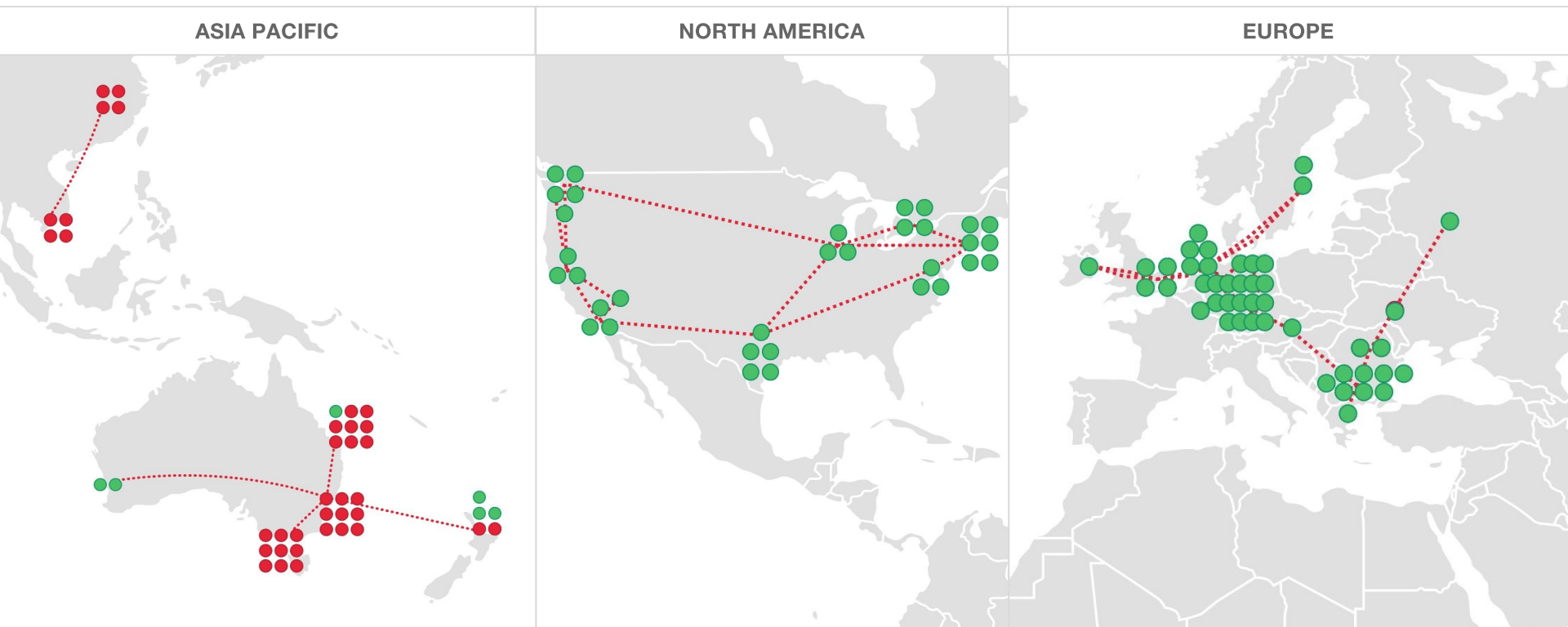
# What do we sell?

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

- A global network connecting customers to services and data centres
- Software that orchestrates service provisioning
- Key locations enable connections to service providers and consumers of services
- An elegant portal with powerful tools to simply administer connectivity
- An open API that enables integration to the fabric for automation and service development capabilities
- Product units consist of:
  - Ports - physically connect customers to the Megaport fabric
  - Virtual Cross Connect (VXC) services - virtual connections
- Many VXCs can run over the same port



# Global Megaport Footprint



● Pre IPO ● Post IPO



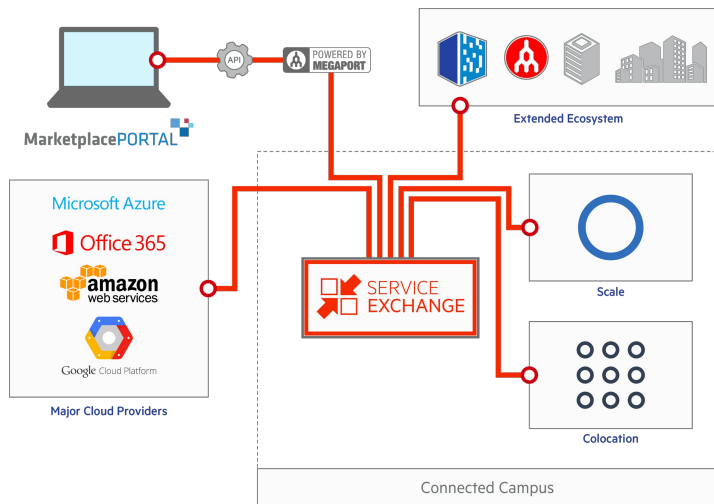
# OUR VISION

*To become the global leader  
in elastic interconnection*

# Key Partnerships:



**GLOBAL CLOUD**  
CO-BRANDED PARTNERSHIP



## Digital Realty Stats:

**140** plus properties  
Over **26** Million Square Feet  
**33** Global Metros  
Over **2000** Customers

Service Exchange Markets		
Available (Nov2016)	Planned (thru 2Q2017)	
Ashburn Atlanta Chicago Dallas Los Angeles New York San Francisco Seattle	Amsterdam Dublin London Miami Phoenix Portland Singapore	



**DIRECT CLOUD**  
NETWORKING PARTNERSHIP

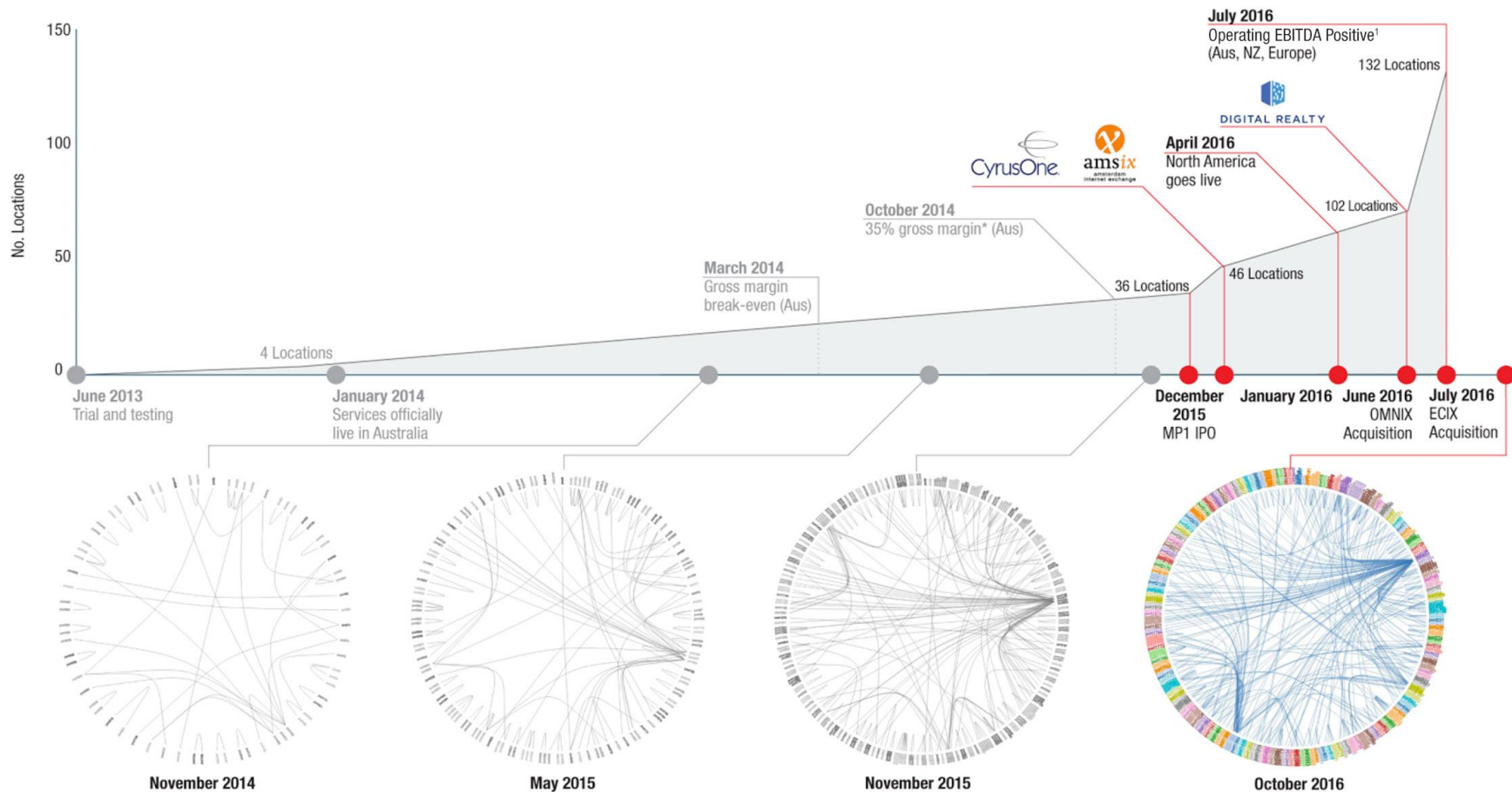


**NATIONAL CLOUD**  
NETWORKING PARTNERSHIP



**LEADING INTERNET**  
EXCHANGE PARTNERSHIP

# Journey by numbers



<sup>1</sup>Operating EBITDA excludes group and corporate overhead

# Important Information

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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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