

## ASX Announcement

20 September 2022

### Megaport Limited

#### Restatement of CAPEX AUD amount on Global Update and Investor Presentation

Megaport Limited (ASX:MP1) (**Company** or **Megaport**) wishes to advise, of a correction of the AUD translation of the cash flow on slide 11 of the investor presentation.

The amendments in the AUD column 4 Q1FY23 are as follows:

Capital Expenditure, including IP changes from (16.0) to (14.4)

Cash flow used in Investing activity changes from (15.8) to (14.2)

Net Cash Flow changes from (13.9) to (12.3)

Effect of FX movement changes from 0.8 to (0.8)

There are no changes to the reported cash balances.

There are no changes to the USD cash flow.

There are no changes to the Appendix 4C

The corrected Investor Presentation is attached.

Authorised by the Board.

#### Supporting Resources

- Visit Megaport: <https://megaport.com>
- Subscribe for ASX announcements [here](#)
- Follow Megaport on Twitter: [@megaportnetwork](#)
- Like Megaport on [Facebook](#)
- Follow Megaport on [LinkedIn](#)
- Learn more about [MCR](#) and [MVE](#)
- For definitions refer to the [Glossary for Investors](#) in our [Business Overview](#)

#### About Megaport

Megaport is the global leading provider of Elastic Interconnection services. Using Software Defined Networking (SDN), the Company's global platform enables customers to rapidly connect their network to other services across the Megaport Network. Services can be directly controlled by customers via mobile devices, their computer, or our open API. Megaport connects more than 2,500 customers in over 770 enabled data centres globally. Megaport is an Alibaba Cloud Technology Partner, AWS Technology Partner, AWS Networking Competency Partner, Cloudflare Network Interconnect Partner, Google Cloud Interconnect Partner, IBM Direct Link Cloud Exchange provider, Microsoft Azure ExpressRoute Partner, Nutanix Direct Connect Partner, Oracle Cloud Partner, Rackspace RackConnect Partner, Salesforce Express Connect Partner, and

SAP PartnerEdge Open Ecosystem Partner.

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# GLOBAL UPDATE

1QFY23

MEGAPORT LIMITED | ACN 607 301 959 | ASX: MP1 | 19 OCTOBER 2022

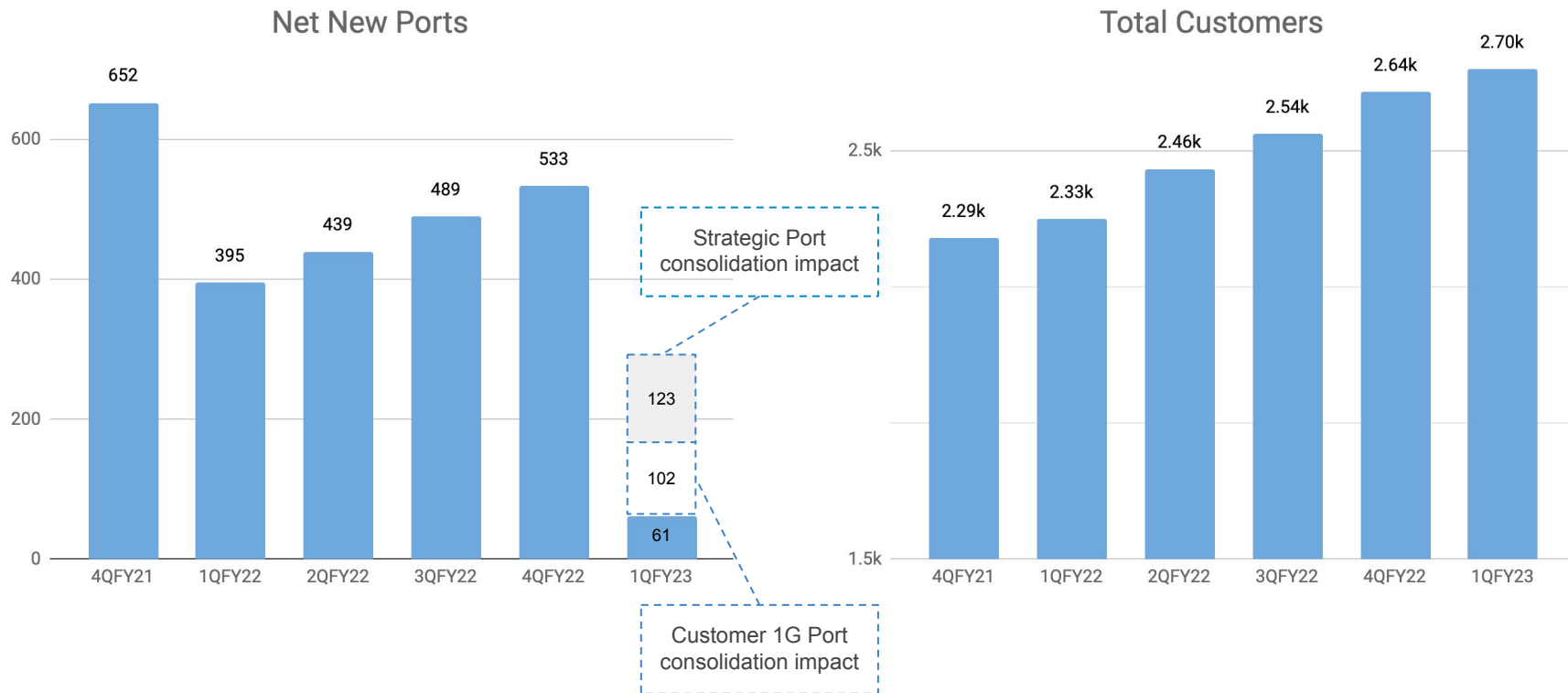
# COMPANY HIGHLIGHTS 1QFY23



## Q1 HIGHLIGHTS

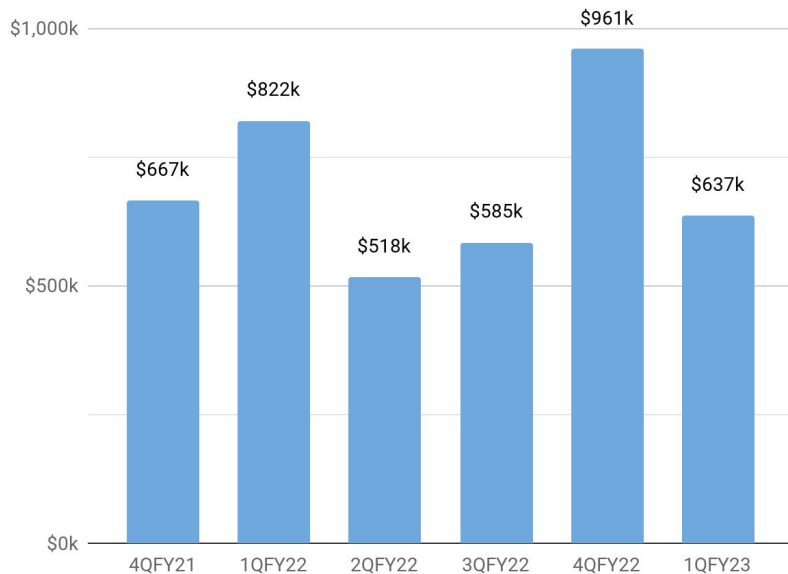
- | Continued EBITDA growth
- | Channel strengthening
- | MegaportONE commercial sales
- | Strategic alliance with Zenlayer extending reach

# KEY PERFORMANCE INDICATORS

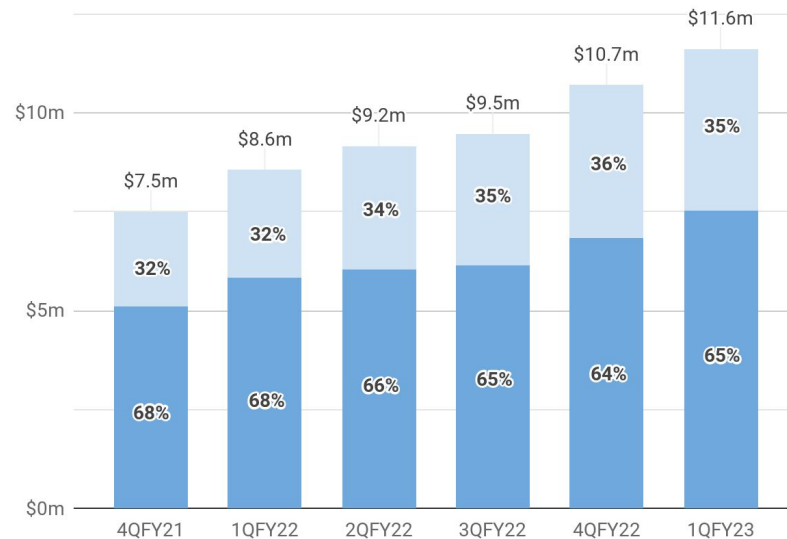


# KEY PERFORMANCE INDICATORS

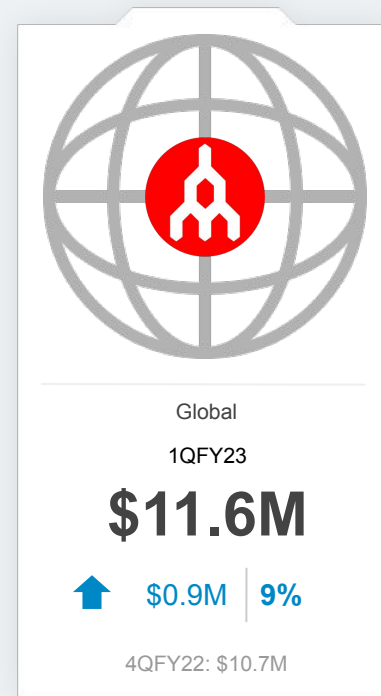
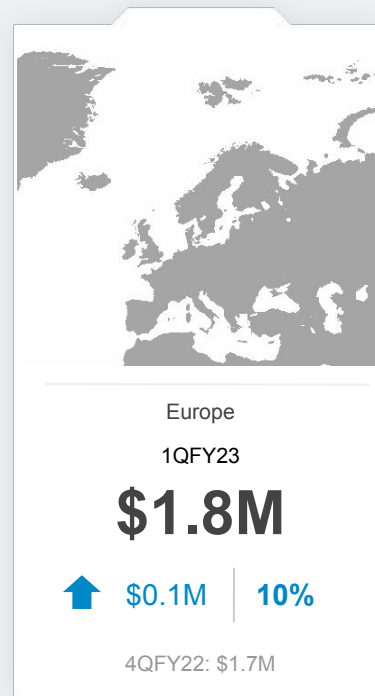
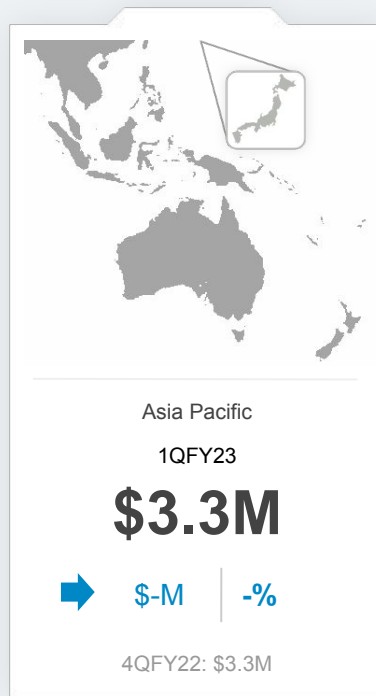
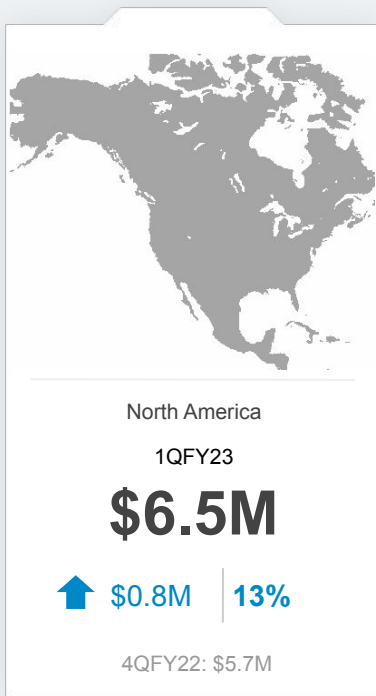
## Underlying MRR Growth\* (AUD)



## MRR by Channel (AUD)



# MONTHLY RECURRING REVENUE PERFORMANCE 1QFY23 (AUD)

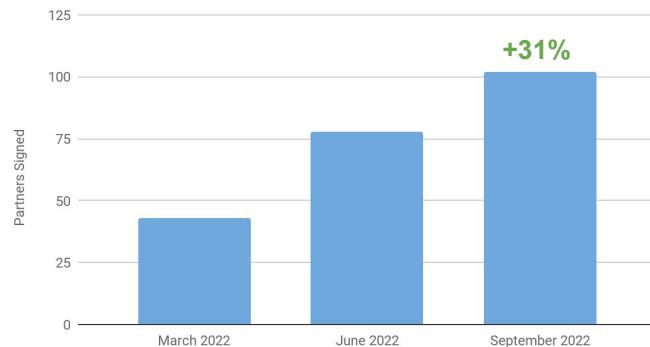


Note: Growth rates are calculated using the actual \$ values.

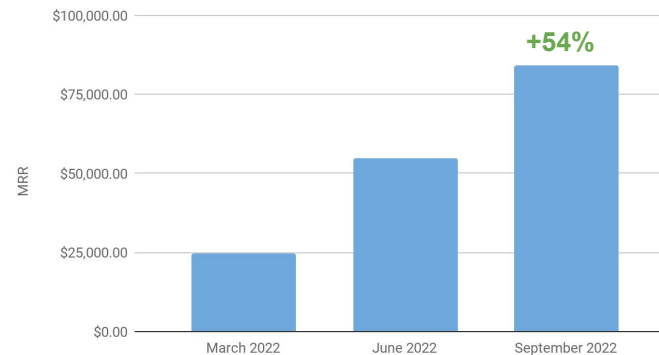


# PARTNERVANTAGE CONTINUES TO GROW

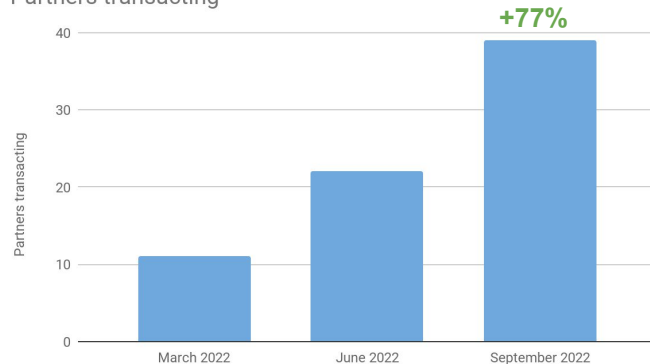
## New Partners Signed



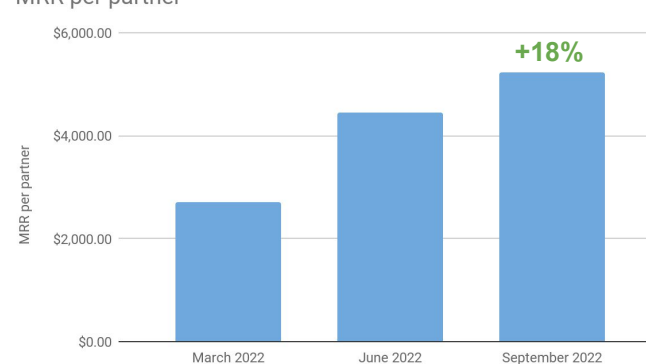
## MRR



## Partners transacting



## MRR per partner



# LEADING COMPANIES TRUST MEGAPORT



**GENERAL DYNAMICS**



Fortune 100

20  
Customers

20%

Fortune 500

80  
Customers

16%

Fortune 1000

143  
Customers

14%

ASX 100

32  
Customers

32%

ASX 200

48  
Customers

24%

# FINANCIAL PERFORMANCE 1QFY23



# UNAUDITED FINANCIAL RESULTS

Consolidated Profit & Loss	Q1FY23 \$'M AUD	Q1FY22 \$'M AUD	YoY %	Q1FY23 \$'M USD
Revenue	33.7	24.6	37%	23.0
Direct network costs	(8.2)	(7.5)	(9%)	(5.6)
Partner commissions	(3.8)	(2.7)	(41%)	(2.6)
Profit after direct network costs and partner commissions	21.7	14.4	51%	14.8
Employee expenses	(14.9)	(13.7)	(9%)	(10.2)
Professional fees	(1.6)	(2.1)	24%	(1.1)
Marketing expenses	(1.2)	(0.1)	(>100%)	(0.8)
Travel expenses	(0.6)	(0.2)	(>100%)	(0.4)
IT costs	(0.9)	(0.9)	-	(0.6)
Other operating expenses	(1.5)	(1.5)	-	(1.0)
Normalised EBITDA <sup>1</sup>	1.0	(4.1)	>100%	0.7
Normalised EBITDA margin	3%	(17%)	+20pp	3%

## FINANCIAL RESULTS FOR THE QUARTER ENDED 30 SEPTEMBER 2022

**Revenue** of A\$33.7M (US\$23.0M) up A\$3.1M (US\$1.1M), 10% (5% in US\$) from Q4.

**Profit after direct costs and partner commissions** of A\$21.7M (US\$14.8M) improved by A\$1.8M (US\$0.5M).

**Profit after direct costs and partner commissions margin** of 64% is broadly in line with Q4.

**Normalised EBITDA<sup>1</sup>** of \$1.0M, (US\$0.7M) 3% of revenue (Q4FY22: A\$1.0M US\$0.9M)

# CASH FLOW

	Q1FY23 \$'M AUD	Q1FY22 \$'M AUD	YoY %	Q1FY23 \$'M USD
Normalised EBITDA <sup>1</sup>	1.0	(4.1)	>100%	0.7
Working Capital	(0.7)	(1.4)	50%	1.3
Cash flow from Operating Activities	0.3	(5.5)	>100%	2.0
Acquisition of subsidiary	-	(10.4)	100%	-
Interest received	0.2	-	100%	0.1
Capital expenditure, including IP	(14.4)	(14.1)	(13%)	(8.6)
Cash flow used in Investing Activities	(14.2)	(24.5)	36%	(8.5)
Cash flow from issue of equity	-	1.7	(100%)	-
Cash flow from borrowings, (net)	4.1	6.5	(37%)	2.8
Principal lease payments	(2.5)	(1.4)	(79%)	(1.7)
Cash flow from Financing Activities	1.6	6.8	(76%)	1.1
Net Cash Flow	(12.3)	(23.2)	40%	(5.4)
Effect of FX movements	(0.8)	1.1	(27%)	(6.6)
Opening Cash Balance	82.5	136.3		56.9
Closing Cash Balance <sup>2</sup>	69.4	114.2		44.9

## FINANCIAL RESULTS FOR THE QUARTER ENDED 30 SEPTEMBER 2022

Cash from operations of A\$0.3M an improvement of A\$5.8M over the same period previous year. Cash flow from operations was positive both quarters Q4FY22 and Q1FY23.

Cash used in investing activities of A\$14.2M is A\$4.7M (48%) more than Q4FY22 with the acceleration in capital spend with the result at purchasing of equipment for FY23 is largely complete.

Net cash used for the quarter was A\$12.3M, A\$10.9M lower than Q1FY22 largely because of the acquisition in that period.

**Cash on hand at 30 September was A\$69.4M (US\$44.9M)**



# THANK YOU

ASX:

MP1

ON THE WEB:

[megaport.com/investor](https://megaport.com/investor)  
[megaport.com/media-centre](https://megaport.com/media-centre)

SOCIAL:

 /megaportnetworks  
 @megaport  
 @megaportnetwork

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# IMPORTANT INFORMATION

This presentation has been authorised by the Board of Megaport.

Megaport Limited ACN 607 301 959

Nothing in this presentation should be construed as either an offer to sell or a solicitation of an offer to buy or sell Megaport securities in any jurisdiction. No representation or warranty, expressed or implied, is made as to the accuracy, completeness or thoroughness of the information, whether as to the past or future. Recipients of the document must make their own independent investigations, consideration and evaluation. The information contained in this presentation is subject to change without notification.

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

For definitions refer to the [Glossary for Investors](https://www.megaport.com/investor/business-overview/) on the Megaport website at <https://www.megaport.com/investor/business-overview/>.

A summary of Megaport's 5 year Historical KPIs and metrics can be found on our website at <https://www.megaport.com/investor/business-overview/#kpis>.

Subscribe for ASX announcements at <https://www.megaport.com/investor/#investor-contact>.

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