

**MACQUARIE TELECOM GROUP LIMITED (“the Company”)**

**ANNUAL GENERAL MEETING**

**TUESDAY 22 NOVEMBER 2022**

**CHIEF EXECUTIVE'S ADDRESS**

Welcome fellow shareholders to the 2022 AGM and thank you for your investment.

**Introduction**

Customers are the foundation of our business and I'm very pleased we have maintained our industry leading Net Promoter Score of +73 and supported our customers through these uncertain times.

Eight consecutive years of profitable growth reflects our commitment to our purpose of making a difference in markets that are underserved and overcharged, and our consistent strategy of investing in the growing data centre, cloud and cyber security markets.

I would now like to take you through some of the key highlights from the last 12 months.

**Business Summary**

We operate in four key markets:

- (1) Telecom;
- (2) Cloud Services;
- (3) Government; and
- (4) Data Centres

In Telecom we are a full-service provider of data, voice, mobiles and co-location services for business customers. Telecom is where the Macquarie story started.

In Cloud Services we specialise in hybrid IT and digital infrastructure. We provide unparalleled levels of service and support for private cloud, public cloud and co-location. We also provide expert advice to ensure that our customer's choose the right cloud strategy for their applications.

In Government we are Australia's sovereign specialists in cyber security, secure cloud and certified co-location. We deliver services to 42% of Federal Government agencies.

In data centres we design, build and operate data centres. We wholesale data centre space to hyperscale and wholesale customers, and also cross sell co-location space to our own internal customers.

**Business Highlights**

You can see from this slide that each of our business units are successful in their own right and have achieved great things over the last year.

- Telecom has had great success in data networks and continues to be a leader in SDWAN;
- Cloud Services is benefiting from the hybrid IT megatrend and holds Microsoft Azure Expert MSP status which means that we have been independently assessed to meet the highest managed services standards;
- Government has had great success in cyber security; and
- Macquarie Data Centres has been highly successful in growing its platform as further set out in the following slides.

## **Data Centre Portfolio**

We currently have five data centres, with two located in Canberra and three in Sydney.

Our largest site is the Macquarie Park Data Centre Campus which is located in the Sydney North Zone.

Fit out works have now been completed for our large hyperscale customer on time and budget, and our wholesale customer has been very complementary with the way that the build and commissioning was completed during the year.

Last year we announced our latest data centre development, called IC3 Super West. The project will expand our Macquarie Park Data Centre Campus even further and is currently in the planning approval process.

The project is designed to make the campus of global scale to attract investment from multinationals looking to expand into the Asia Pacific region and appealing to both hyperscale and SaaS customers.

## **Conclusion**

With the right people, the right products and the right strategy we look forward to 2023 and another year of profitable growth for our Shareholders.

Before I pass back to our Chairman, Peter James, I would like to share this short customer video with you.