MACQUARIE TELECOM GROUP LIMITED ("the Company")

ANNUAL GENERAL MEETING

FRIDAY 26 NOVEMBER 2021

CHIEF EXECUTIVE'S ADDRESS

Welcome fellow shareholders to the 2021 AGM and thank you for your investment.

Introduction

Customers are the foundation of our business and I'm very pleased that despite all the challenges from lockdowns and restrictions faced during the year, we have maintained our industry leading Net Promoter Score of +75 and supported our customers through these difficult times.

Seven consecutive years of profit 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. We provide unparalleled levels of service and support for public cloud and private cloud. We also provide expert advice to ensure that you choose the right cloud strategy for your business.

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 three internal customers.

During the year the Australian Government certified our data centres as "Certified Strategic" under the Hosting Framework, a designation meaning we are able to provide the highest level of security compliance available to support government data. In combination with our 250+ Australian Government security-cleared specialists, we are well positioned to meet the cyber security and cloud needs of government agencies.

During 2021 technology enabled us to keep driving the Company forward, but there is no substitute to connecting in real life and collaborating in person.

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 is a leader in SDWAN;
- Cloud Services is benefiting from the hybrid IT megatrend and achieved 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 had success with its build programme and customer growth, which is further explained on the next 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 new "Leading Corporation" customer.

In August we announced our latest data centre development, called IC3 Super West. The project will expand our Macquarie Park Data Centre Campus to 50 MW of IT Load 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 2022 and another year of profitable growth for our Shareholders.

I will now pass back to our Chairman Peter James.