




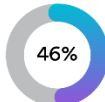
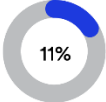

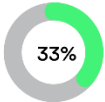
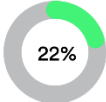
















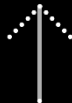


Full Year Results 2024.

28 August 2024

Business design.

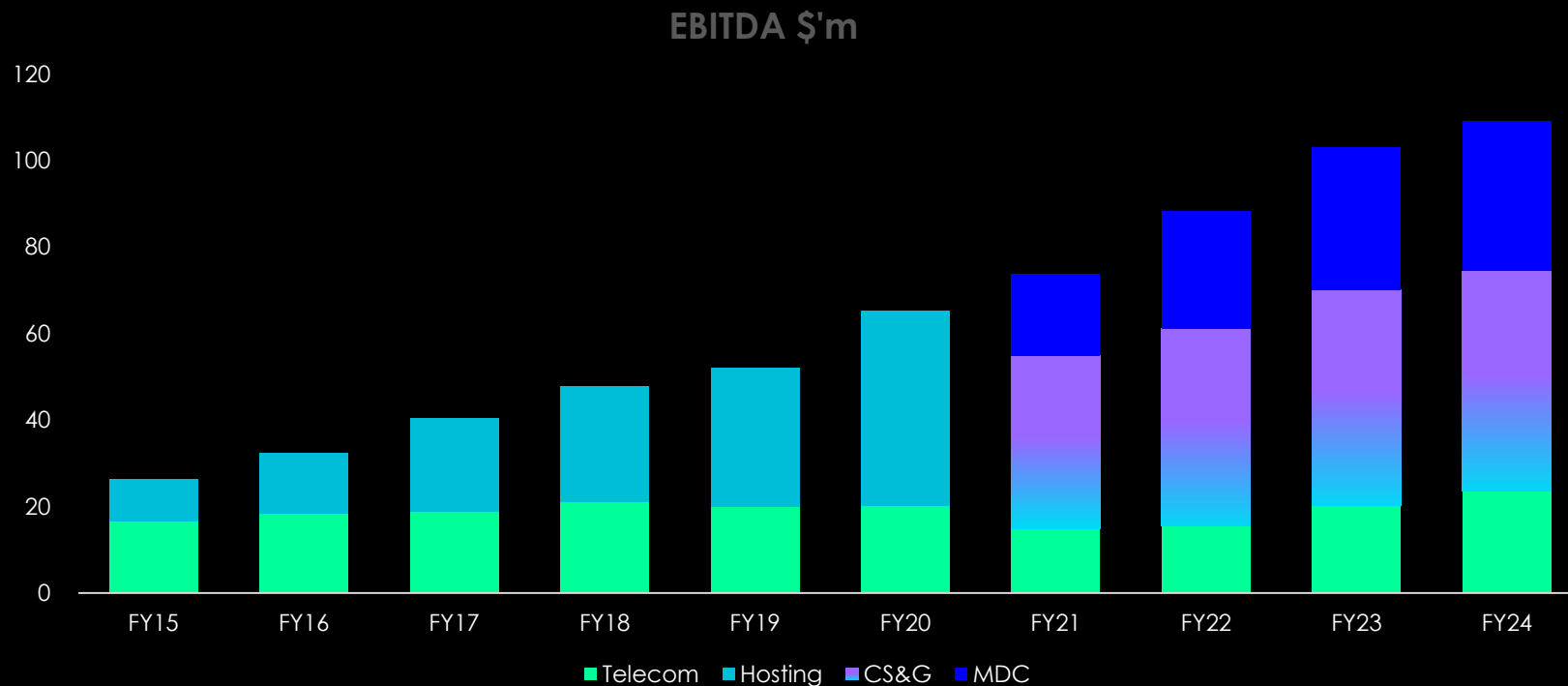
Business Areas	 macquarie CLOUD SERVICES	 macquarie GOVERNMENT	 macquarie DATA CENTRES	 macquarie TELECOM
Percentage of Revenue and EBITDA in FY24	 56% Revenue	 46% EBITDA	 11% Revenue  32% EBITDA	 33% Revenue  22% EBITDA
What we do	For business customers, we are the specialists in hybrid IT. We integrate colocation, cloud & dedicated servers. Different applications need different types of hosting. We manage it.	We are the Australian specialists in cyber security, secure cloud & colocation for Federal Government. We deliver services to 42% of Federal Government agencies.	We are developers & operators of data centres for wholesale customers including underpinning our three internal BUs' colocation services.	For business customers, we are the full service provider of data, voice, mobile & colocation services. We are the telecom that does everything refreshingly different. We are where the Macquarie story started.
Value proposition	Customer Service, Specialised and Compliant Hosting.	Customer Service, Security Operations Centre (SOC), Cyber Security, Sovereign Certified Data Centres in Canberra	Customer Service, Commercial and Design Flexibility, Physically Secure for Federal Government, Highly Certified, Local and Data Sovereignty, Proven track record	Customer Service, Price, Choice, Flexibility, Control
Competitors	  	  	   	  
People / Skill	Cloud Specialists: Custom and Compliant	Cyber Security and Hosting Specialist to Government	Australian Data Centre Specialists	Generalist for Voice & Mobiles Technical Consultant for Data & Colo to Business

Key Business Highlights.

 Revenue \$363.3m	 EBITDA \$109.1m	 NPAT \$33.0m	 EPS 134.7 cents ps
---	---	---	--

- Ten consecutive years of EBITDA growth.
- EBITDA CAGR of 13.9% over the last 3 years.
- EBITDA has grown year on year in every segment.
- Healthy cash conversion – 104% of EBITDA converted to underlying operating cash flows.
- 95% of revenue has come from contracted monthly recurring revenue.
- Completed acquisition of 17-23 Talavera Rd, Macquarie Park land and buildings for \$174 million plus transaction costs, including a \$90 million loan note from the vendor.
- Successful capital raising to institutional investors of \$100 million excluding transaction costs.
- Undrawn debt facility of \$190 million.
- Strengthened company's balance sheet, provides funding to pursue growth opportunities in our data centre portfolio.

10 Years of Growth.



Business Highlights Summary.

Macquarie Cloud Services

Microsoft's #1 Azure Partner nationally within small, medium and corporate sector.

Australia's leading Microsoft Security Specialist (Azure Expert MSP and MISA member).

Strong partnership with Dell & Microsoft driving huge demand for innovation hybrid cloud solutions (Azure Stack HCI)

Vendor consolidation and cost savings driving strong momentum for Microsoft Security services.

Macquarie Government

42% of Australian Government agencies are customers and we continue to uplift their cyber security posture.

We monitor over 150 billion events per month.

Protects ATO from over 3 million attacks a month.

Our business is aligned with Australian Government's focus on sovereign capabilities, critical infrastructure and investing in cyber security.

The only company to have both our cloud and data centres services certified to 'strategic' level by the Digital Transformation Agency.

Macquarie Data Centres

DA received for IC3 Super West. Signed the main build contract for IC3 Super West with construction recently under way.

Purchase of the land and buildings from Keppel at the Macquarie Park Data Centre Campus (MPDCC).

Secured all end state power for the MPDCC (including IC3 SuperWest).

Site preparation works completed in FY24 at the MPDCC.

We have 2 of the 3 hyperscalers in our Data Centres.

Continuing to look to acquire a new Data Centre campus in Sydney.

Macquarie Telecom

Successful transformation in operating performance and customer experience, resulting Year on Year growth in Revenue, Gross Margin, Free Cash Flow, double-digit growth at EBITDA and record +83 NPS result in FY24

Continued double digital growth in SDWAN sites under management due to strong sales and customer retention rates on this technology;

Record cloud sales, notably in Managed Azure and Cyber Security offering into the telecom customer base, growing the Cloud Services business and adding ongoing value for our Telecom customers.

A Differentiated Offering

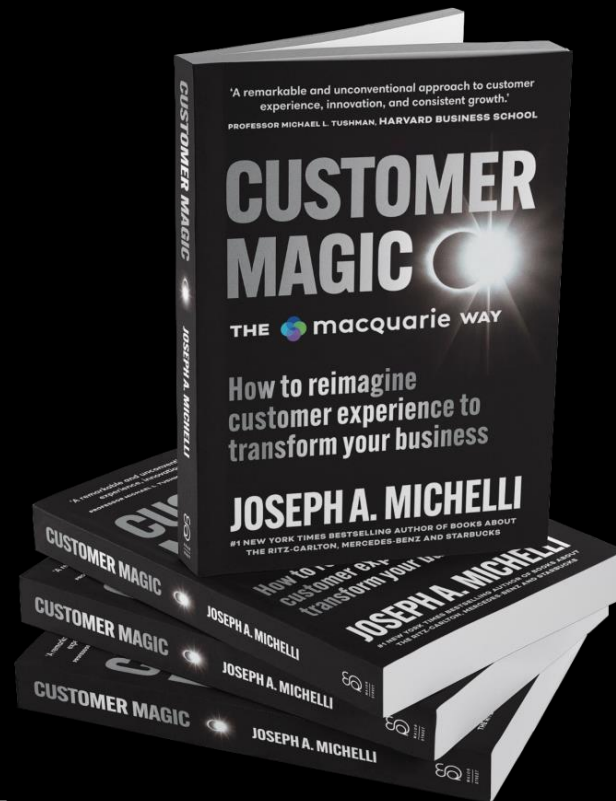


Company purpose.

To make a difference in markets that are underserved and overcharged.

+86 NPS

NPS is the measure of customer experience that is assessed on a scale of -100 to +100, where a score of greater than +50 is excellent



**GALLUP EXCEPTIONAL
WORKPLACE AWARD**
GLOBAL WINNER

Quality Infrastructure



Data Centre Portfolio.



Sydney CBD Campus
IC 1



Macquarie Park Data Centre Campus
IC 2, IC 3 East
IC 3 Super West

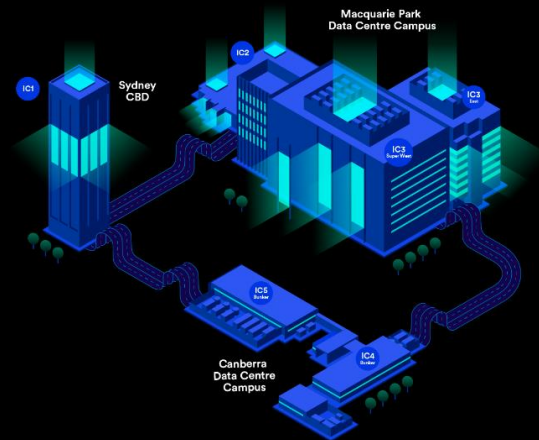


Canberra Data Centre Campus
IC 4 Bunker & IC 5 Bunker

The portfolio comprises:

- Macquarie Park Data Centre Campus: IC2, IC3 East and IC3 SuperWest (under construction);
- Macquarie Data Centres Canberra Campus: IC4 and IC5; and
- IC1 in Sydney's CBD.

All our Sovereign data centres are Certified Strategic by the Australian Government.



Macquarie Park Data Centre Campus.

State Significant Development Application approved for IC3 SuperWest.

Construction of IC3 SuperWest commenced in July 2024 with FDC appointed head contractor. Phase 1 of construction expected to be completed by Q3 2026.

Purchase of the land and buildings from Keppel at the Macquarie Park Data Centre Campus.

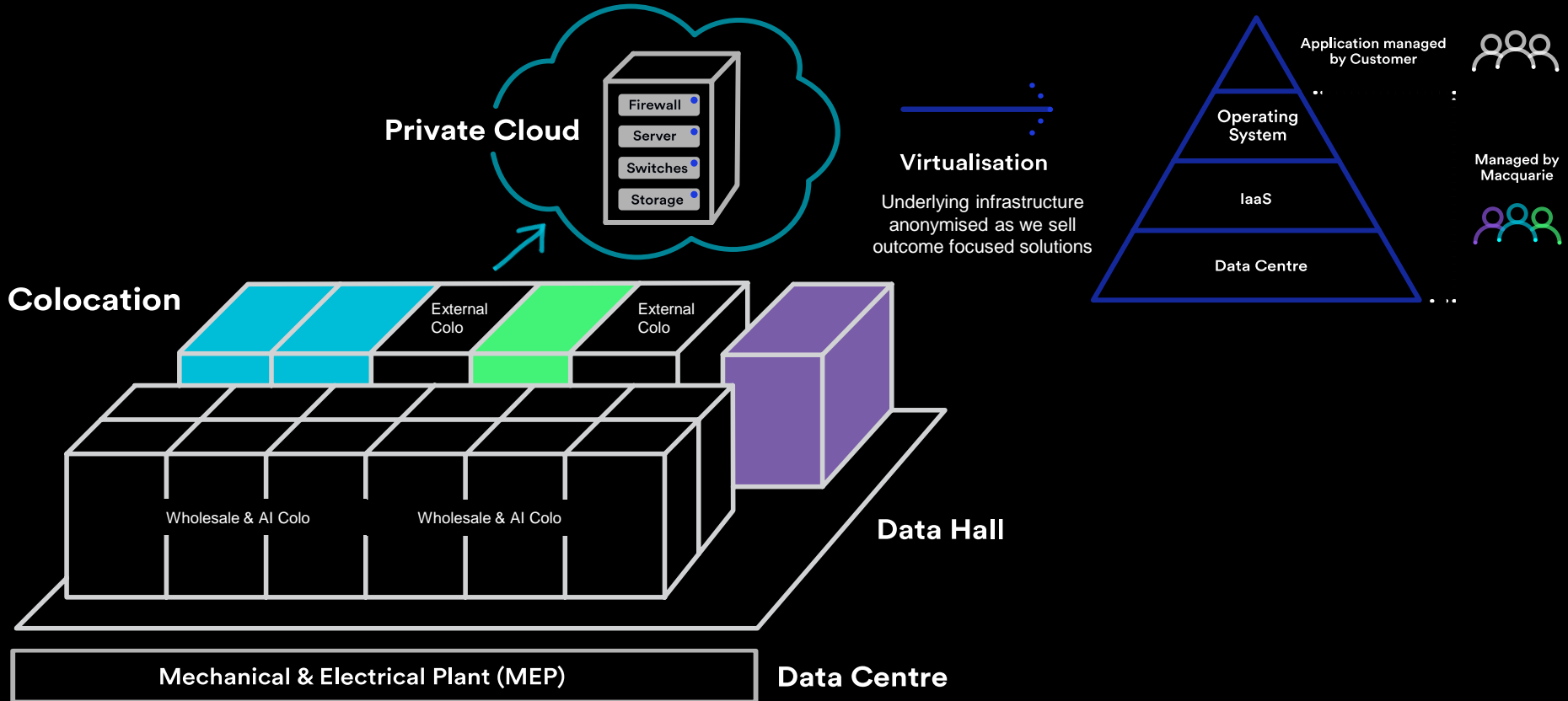
Secured all end state power for the MPDCC (including IC3 SuperWest).

Site preparation & early works completed in FY24 at the Macquarie Park Data Centre Campus de-risking delivery of phase 1 of the IC3 SuperWest project.

AI is the next significant megatrend for data centres and the digital economy driving higher power density and demand for capacity.



Our private cloud continues to be a source of data centre utilization and generates higher revenue per rack.



Financials

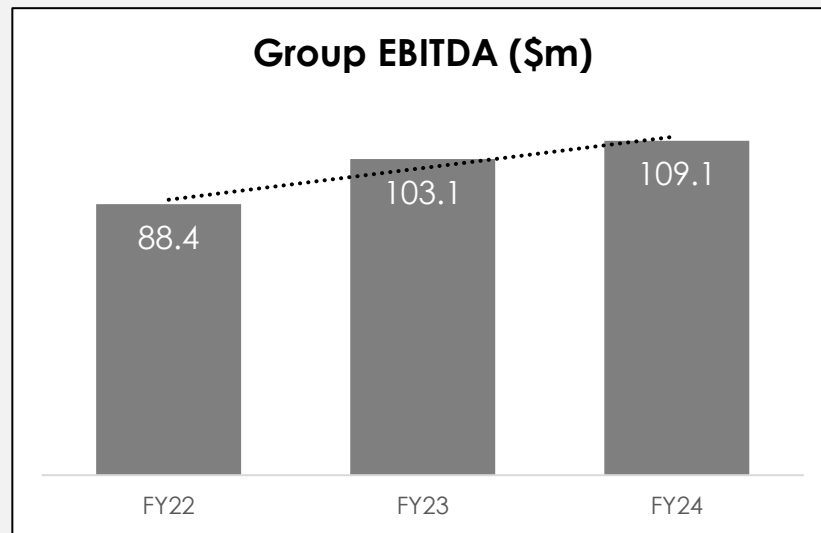
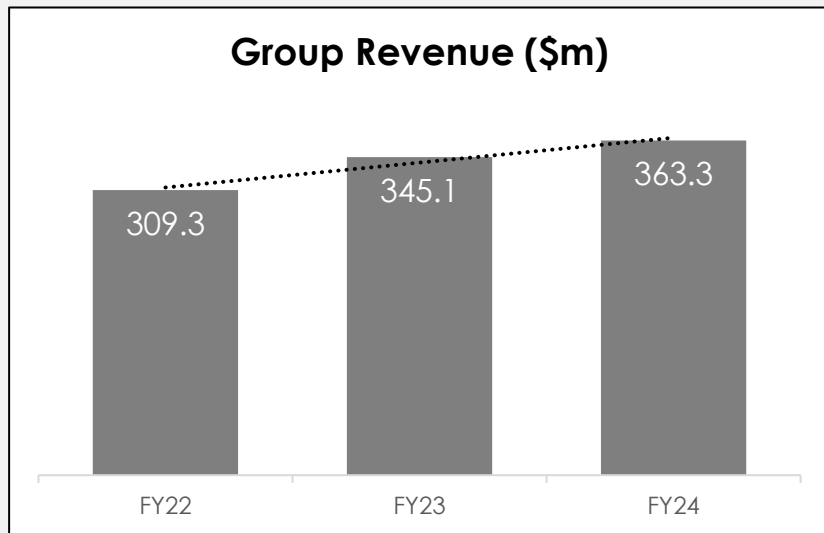


Financial Results.

\$m	FY22	FY23	FY24	FY23 v FY24	% Change
Revenue					
Cloud Services & Government	164.3	191.9	206.3	14.4	7.5%
Data Centres	49.5	64.4	70.0	5.6	8.7%
Telecom	120.2	118.1	119.9	1.8	1.5%
Inter-segment	(24.7)	(29.3)	(32.9)	(3.6)	12.3%
Total Revenue	309.3	345.1	363.3	18.2	5.3%
EBITDA					
Cloud Services & Government	45.7	49.8	50.8	1.0	2.0%
Data Centres	27.1	33.1	34.7	1.6	4.8%
Telecom	15.6	20.2	23.6	3.4	16.8%
Total EBITDA	88.4	103.1	109.1	6.0	5.8%
Depreciation & Amortisation	(66.6)	(65.0)	(58.0)	7.0	(10.8%)
EBIT	21.8	38.1	51.1	13.0	34.1%
Interest	(8.5)	(12.6)	(3.9)	8.7	(69.0%)
NPBT	13.3	25.5	47.2	21.7	85.1%
Tax	(4.8)	(7.8)	(14.2)	(6.4)	82.1%
NPAT	8.5	17.7	33.0	15.3	86.5%

Inter-segment revenue predominately relates to services provided by the Data Centre segment to both the Cloud Services & Government and Telecom segments, eliminated on consolidation

Group Financial Performance.

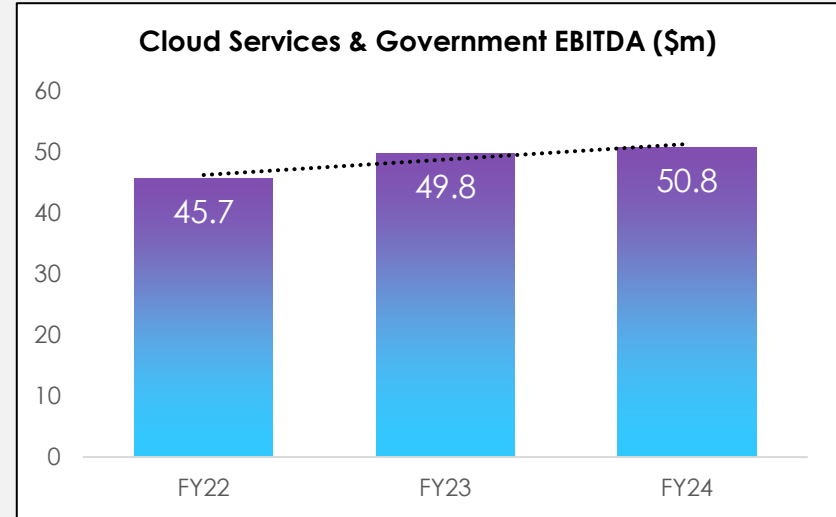
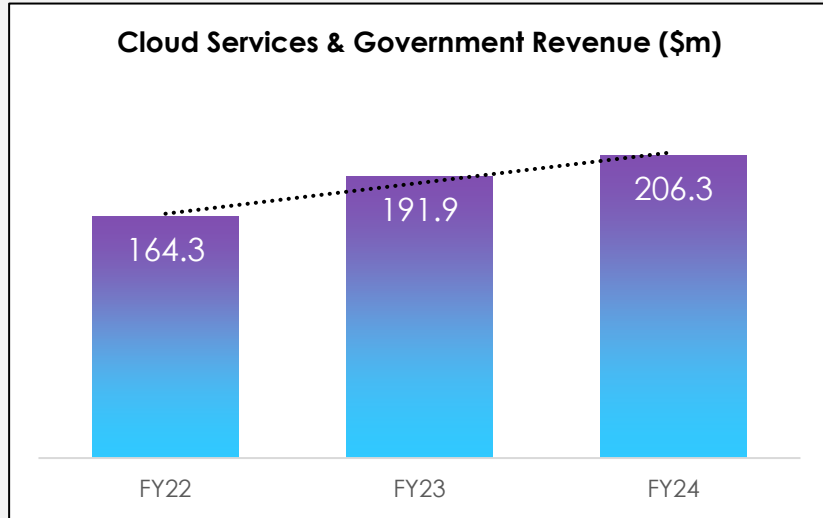


Over the last 3 years:

- Revenue CAGR of 8.4%
- EBITDA CAGR of 13.9%

EBITDA margin 30.0%

Cloud Services & Government Financial Performance.

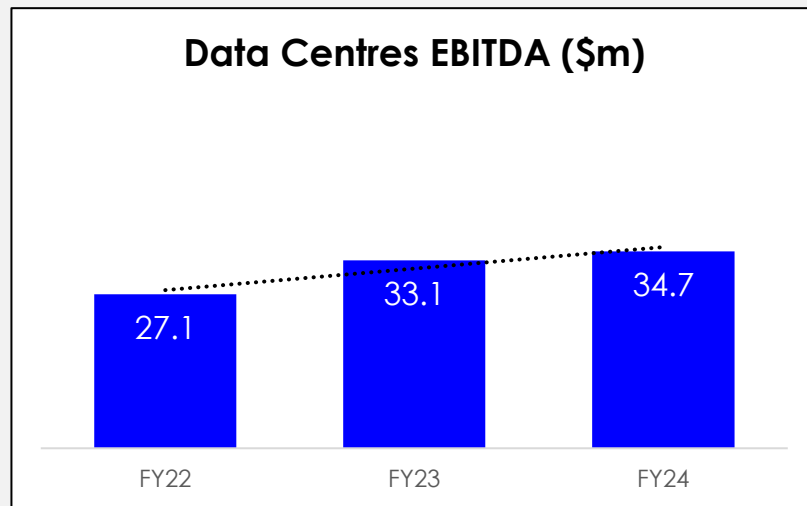
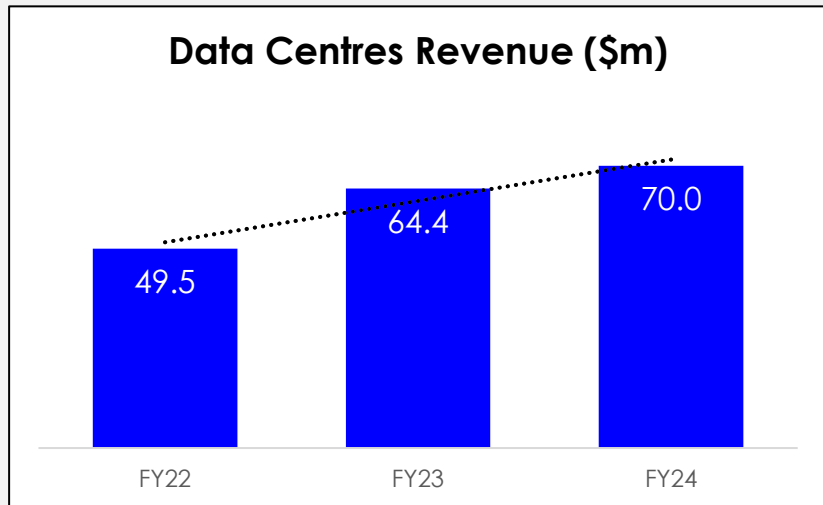


Over the last 3 years:

- Revenue CAGR of 14.1%
- EBITDA CAGR of 8.4%

EBITDA margin 24.6%

Data Centres Financial Performance.



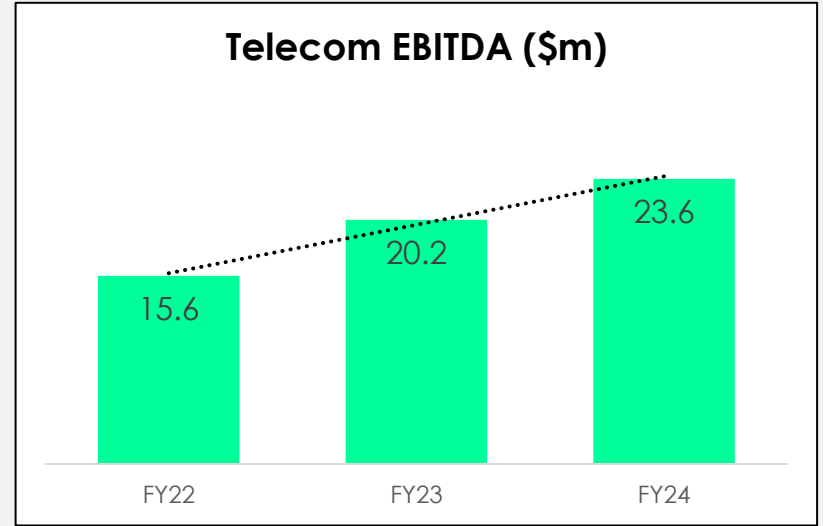
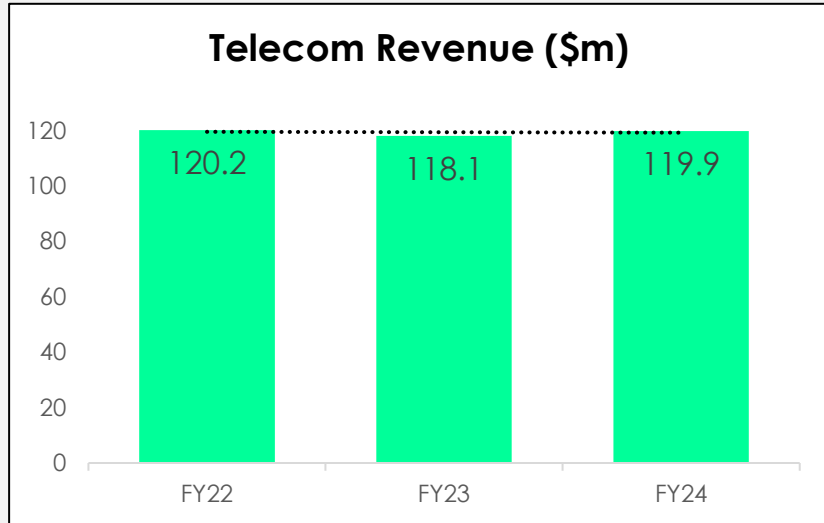
Over the last 3 years:

- Revenue CAGR of 21.8%
- EBITDA CAGR of 16.7%

EBITDA margin 49.5%

Excluding the impact of consumption of power by hyperscalers, EBITDA margin has remained constant with FY23.

Telecom Financial Performance.



Over the last 3 years:

- Revenue CAGR of (2.2%)
- EBITDA CAGR of 16.7%

EBITDA margin 19.7%

Growth Capex

- **Growth Capex** is for the building of new data centre capacity, increased power supply, new technology creation and transformational investment.
- In the Data Centres business, a current example is early works for IC3 Super West.
- **Growth Capex** was \$203.0 million in FY24, including \$19.2 million for IC3 SuperWest and \$179.0 million for property acquisitions. IC3 SuperWest spend was lower than guidance of \$45 to \$50 million due to the timing of signing a number of Mechanical Electrical Plant (MEP) contracts in July 2024.

Customer Growth Capex

- **Customer Growth Capex** is for additional cabling, racks, servers & storage that enable us to provision new customer orders.
- In the Telecom business, a current example is investment in SD WAN.
- **Customer Growth Capex** was \$18.5 million in FY24.

Maintenance Capex

- Most of the remaining Capex is infrastructure refresh and internal software development known as Maintenance Capex.
- **Maintenance Capex** was \$8.6 million for FY24.

Balance Sheet & Cash Flows.

- Cash and cash equivalents of \$30.0 million. The undrawn debt facility amounts to \$190.0 million which allows us to pursue growth initiatives.
- FY24 capital spend of \$230.1 million,
 - Growth Capex \$203.0 million (including \$179.0 million for land and buildings at Macquarie Park)
 - Customer Growth Capex \$18.5 million
 - Maintenance Capex \$8.6 million

\$m	FY23	FY24
Assets		
Cash & cash equivalents	12.5	30.0
Other current assets	99.3	139.9
Non-current assets	429.7	519.9
Total assets	541.5	689.8
Liabilities		
Creditors	46.0	50.0
Other liabilities	176.5	184.5
Total liabilities	222.5	234.5
Total equity	319.0	455.3

- Operating cash flow of \$117.8 million in FY24. Conversion of EBITDA to operating cash flows excluding income tax received and interest received is 104%.
- Cash flow used in investing activities includes \$39.0 million of cash placed into investment accounts (additional deposits). It excludes the \$90m vendor loan note which was non-cash.
- Financing activities includes the \$97.9 million net proceeds from the equity raise, less \$13.3 million of lease payments and interest and other finance costs.

\$m	FY23	FY24
Cash flow		
Cash flows from operating activities	108.9	117.8
Cash flows used in investing activities	(111.8)	(184.9)
Cash flows from / used in financing activities	12.4	84.6
Net decrease in cash	9.5	17.5
Opening cash & cash equivalents	3.0	12.5
Total cash & cash equivalents	12.5	30.0

Land and buildings acquisition 17-23 Talavera Road, Macquarie Park

\$m	30 June 2024 (Pre purchase)	MPDCC Leases	Acquisition	30 June 2024 (Statutory)
Assets				
Cash & cash equivalents	124		(94)	30
Financial assets	85			85
Property plant and equipment	275	(7)	186	454
Right of use assets	123	(88)		35
Other assets	86			86
Total assets	693	(95)	92	690
Liabilities				
Lease liabilities	134	(95)		39
Financial liabilities			92	92
Deferred tax liabilities	8			8
Other liabilities	96			96
Total liabilities	238	(95)	92	235
Net assets	455			455

Total addition to Property plant and equipment \$179.0 million comprising purchase price \$174.0 million, stamp duty and transaction adjustments \$5.0 million.

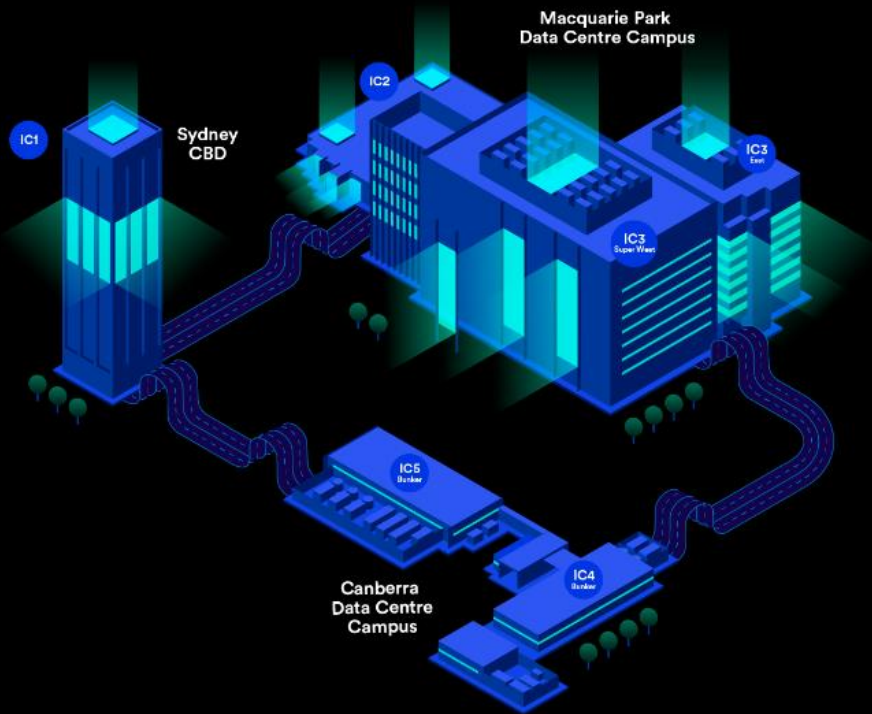
Property, plant and equipment includes depreciable buildings \$75.3 million with an average remaining life 33.5 years and land \$103.7 million.

Loan note face value \$90.0 million, initial interest rate 6.79% with an annual escalation over 8.5 years. Fair value of financial liability under AASB9 \$92.2 million.

FY24 annualised depreciation on the right of use assets prior to acquisition was \$3.2 million per AASB16. Annualised lease interest under AASB16 prior to acquisition was \$4.8 million for FY24.

Outlook:

Data Centres



Due to demand from the AI megatrend, we are increasing the IT load of IC3 SuperWest from 38MW to 45MW. This increase will take the campus from 56MW to 63MW (subject to regulatory approvals which are underway).

Access to 63MW of power is available upon opening of IC3 Super West.

Phase 1 construction cost is expected to be circa \$350 million and will deliver powered core and shell along with 6MW of IT Load fitted out.

Expect Phase 1 construction of IC3 SuperWest to be completed by Q3 2026.

Our data centre assets have been aligned into a new corporate structure to facilitate future growth and external funding opportunities.

We are investing in our capabilities to support the growth in the MDC platform.

Focused on acquiring a new campus in Sydney to enable our growth plans to ensure capacity runway for our customers and prospects.

Outlook:

Group

The Company's EBITDA is expected to grow in FY25, which would be 11 consecutive years of growth.

We see strong demand for cloud and cyber security services. However, the revenue and EBITDA growth rate in Macquarie Cloud Services and Macquarie Government will slow in FY25 due to US tech vendors increasing global pricing beyond CPI. We have not been able to fully pass on these additional costs to Government customers due to contract terms. We are addressing this in FY25 with new government contracts and changing to new tech vendors.

We are continuing to invest in people to grow our business.

Telecom business has evolved to a managed connectivity and network security business via SDWAN.

Telecom focused on maintaining operating efficiencies and generating free cash flow.

Group wide leveraging of AI internally and designing infrastructure and services to enable AI for our customers.

Outlook: Financials

Depreciation and amortisation for FY25 is expected to be \$49 million to \$54 million. The net impact of the Keppel transaction is expected to decrease depreciation and amortisation by \$1 million. Hosting depreciation and amortisation is expected to be at \$40 million to \$44 million and Telecom depreciation \$9 million to \$10 million in FY25.

The Company plans to make further investment in growth and customer growth capex during FY25. Total capex before IC3 SuperWest is expected to be between \$34 million to \$40 million consisting of:

- Customer Growth - \$20 million to \$22 million,
- Growth Capex - \$2 million to \$4 million,
- Maintenance Capex - \$12 million to \$14 million.

IC3 SuperWest capex is expected to be between \$110 million to \$130 million in FY25.

Telecom capex is expected to remain broadly flat at \$8 million to \$9 million in FY25, with Hosting capex at \$136 million to \$161 million.

Due to strong banking appetite, the new debt facility expected to be on improved terms. The capacity will significantly increase from the currently undrawn \$190 million and is expected to be in place within 1H FY25.