

MACQUARIE TELECOM GROUP LIMITED ("the Company")

ANNUAL GENERAL MEETING

FRIDAY 29 NOVEMBER 2019

CHIEF EXECUTIVE'S ADDRESS

Welcome fellow shareholders to the 2019 AGM and thank you for your investment.

Introduction

In 2019 we embarked on a significant investment program that will continue through the next few years. We believe that this investment program will generate significant value to our shareholders, as we have excellent opportunities for growth across all of our businesses.

As Peter covered, I am delighted to welcome two new faces to our AGM, Adelle Howse who has joined us as a Non-executive Director, and Helen Cox who has joined us as CFO.

Business Highlights

Macquarie Telecom has yet again led the market in SDWAN, out selling some of the world's largest Telcos in this rapidly growing field. Their focus is on creating a full service offering for our "Customer of the Future" and backing it up with exceptional customer service. Macquarie Cloud Services leads the Australian market in hybrid IT hosting and this year we have further enhanced our offering by adding public cloud capability. Recognising the importance of cyber security and data sovereignty, Macquarie Government is investing in new technology and resources to enhance our capabilities in cyber security and secure cloud.

Customer Experience

Our company purpose is to make a difference in markets that are underserved and overcharged. We do that by focussing on providing a great customer experience. We measure customer experience through Net Promotor Score or NPS. Quite simply, our experience is that happy customers stay, buy more, refer their friends and pay their bills faster.

Growth for the Future

Although the financial results demonstrate five years of continued growth, we aren't taking our foot off the accelerator. This year we will continue to make substantial investments in all four of our business units, to ensure that the Company can continue to scale, and we create the right platform for our future success together.

IC3

In FY20 the most significant investment will be in Macquarie Data Centres. We are on track to build the first stage of IC3 East at our Macquarie Park Data Centre Campus by the second half of calendar year 2020, subject to the normal contingencies expected in a construction project of this nature. IC3 East will enable the Company to expand its Macquarie Park Data Centre capacity from a total load of 10MW to 26MW. The Campus is designed to meet the growing needs of global hyperscalers, private cloud, enterprise and Government customers.

Before I pass back to our Chairman Peter James, we have a short case study on how we helped one of our Macquarie Government customers.