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Macquarie Telecom upgrades Earnings Guidance for 2012 Full-Year Results and Announces the Successful Commissioning of its Second Sydney Data Centre, Intellicentre 2

Macquarie Telecom (ASX: MAQ) today announced upgraded earnings guidance for the full year ended 30 June 2012.

Earnings before interest, tax, depreciation and amortisation (EBITDA) for the full year from unaudited management accounts is $40.6 million. This expected result exceeds the previous EBITDA guidance of between $36 million and $38 million, and represents an increase in EBITDA of approximately 9 per cent on the previous corresponding period.

In addition, Macquarie Telecom announced the successful commissioning of its second Sydney data centre, Intellicentre 2, in Macquarie Park.

The facility, built over a 20,000 sqm site, is the first of its type in Australia to be certified to a Tier III standard by the Uptime Institute. Intellicentre 2 utilises global-leading energy, cooling and management technologies to drive down power consumption. Intellicentre 2 is engineered to world-class standards with a focus on sustainability, security and full N+1 redundancy for all elements including power, water and data.

Macquarie Telecom's anchor tenant News Limited is currently in the process of moving into the facility and there is strong interest from potential new customers.

Chief Executive David Tudehope said the company continues to experience increasing demand for its hosting services due to the growing trend of selective outsourcing of Information Technology.

"We believe this trend of outsourcing is accelerating due to higher speed internet connectivity driving new web technology and the associated demand for managed hosting. In addition, we believe the emergence of cloud computing, which is a natural extension of managed hosting, will increase this trend and provide new market opportunities for Macquarie Telecom. Intellicentre 2 will enable the company to take full advantage of these and other future growth opportunities and capitalise on the continued demand for our Hosting services," Mr Tudehope said.

Macquarie Telecom maintains a strong balance sheet with cash and cash equivalents of $30.8 million and no debt as at 30 June 2012.

It should be noted that these results are preliminary in nature and subject to final review by the company and its external auditors.

Macquarie Telecom will release its results for the year ended 30 June 2012 on 23 August 2012.

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About Macquarie Telecom
Macquarie Telecom is Australia's only integrated Managed Hosting, Cloud and Telecommunications Company focused solely on mid-size businesses, corporate IT and government. Working with and supporting some of Australia's best-known organisations, Macquarie Telecom is a full service hosting provider offering managed dedicated servers, managed co-location, and managed private, hybrid and public clouds. Our fully owned, Australian based data centres are the most secure and accredited data centres in Australia with ISO27001, PCI Compliance, DSD Gateway and ASIO Intruder Resistant accreditation. Macquarie Telecom's offerings are underpinned by world-class customer care which is delivered by our fully owned and managed customer service centre, MacquarieHUB. Macquarie Telecom is best placed to help transition organisations to the new online NBN era.

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