

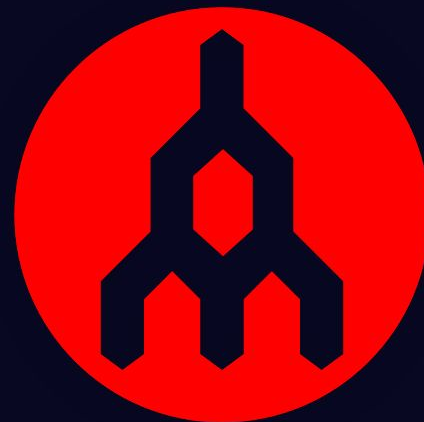


# Global Update

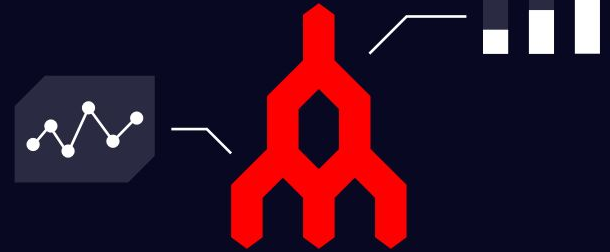
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**FY21 FULL YEAR RESULTS**

10 AUGUST 2021



# Company Highlights FY21



# Company Highlights FY21



**+32%**

**Monthly Recurring Revenue<sup>1</sup>**

**\$5.7M**

30 JUNE 2020

**\$7.5M**

30 JUNE 2021



**+32%**

**Annualised Revenue<sup>2</sup>**

**\$67.8M**

30 JUNE 2020

**\$89.8M**

30 JUNE 2021



**+24%**

**Total Number of Customers**

**1,842**

30 JUNE 2020

**2,285**

30 JUNE 2021



**+30%**

**Total Number of Services<sup>3</sup>**

**16,712**

30 JUNE 2020

**21,712**

30 JUNE 2021



**+33%**

**Total Number of Ports**

**5,767**

30 JUNE 2020

**7,689**

30 JUNE 2021



**+64%**

**Total Number of MCRs**

**307**

30 JUNE 2020

**502**

30 JUNE 2021

1. Monthly Recurring Revenue (MRR) is revenue (excluding one-off and non-recurring revenue) for the month of June.

2. Annualised Revenue is MRR for the month of June multiplied by 12.

3. Total Services comprises of Ports, Virtual Cross Connections (VXCs), Megaport Cloud Router (MCR), Megaport Virtual Edge (MVE), and Internet Exchange (IX).

# Company Highlights FY21



## Technology Ecosystem

NEW FY21



Google Cloud



IBM Cloud



## Cloud Onramps

**36** | **233**

NEW | TOTAL



## Cloud Regions

**12** | **121**

NEW | TOTAL



## Installed Data Centres<sup>1</sup>

**39** | **405**

NEW | TOTAL



## Enabled Data Centres<sup>2</sup>

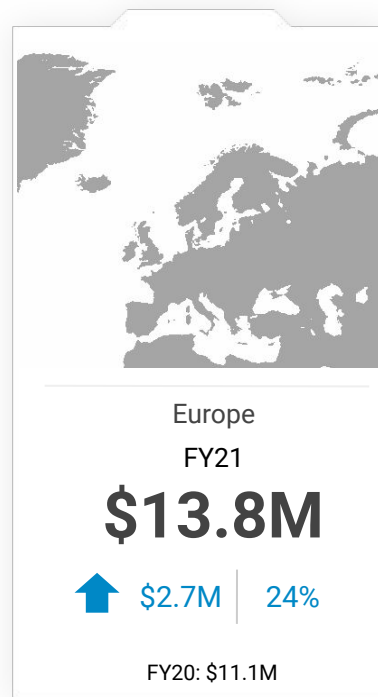
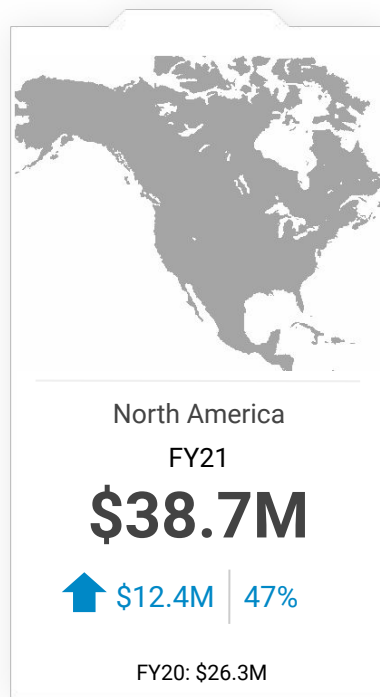
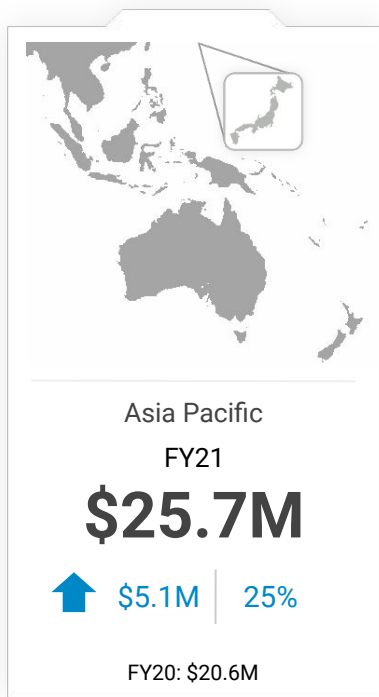
**92** | **761**

NEW | TOTAL

1. Installed Data Centres are Data centres in which Megaport has a Point of Presence with physical networking hardware.

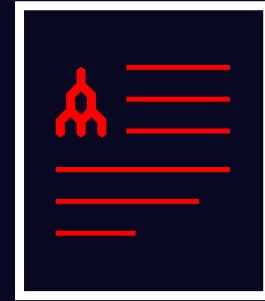
2. Enabled Data Centres is the total of Installed Data Centres plus Extended Data Centres. Extended Data Centres are data centres that can be connected directly to Megaport networking hardware within Installed Data Centres by means of interconnection services offered directly by the data centre campus / facility operator of an Installed Data Centre.

# Revenue Performance FY21



Note: Growth rates are calculated using the actual \$ values.

# Annual Results FY21



# Financial Results

Consolidated Profit & Loss	FY21 \$'000	Restated FY20 \$'000	Change %
<b>Revenue</b>	<b>78,281</b>	<b>58,040</b>	<b>35%</b>
Direct network costs <sup>1</sup>	(36,213)	(28,522)	(27%)
<b>Profit after direct network costs<sup>1</sup></b>	<b>42,068</b>	<b>29,518</b>	<b>43%</b>
<i>Profit after direct network cost margin</i>	<i>54%</i>	<i>51%</i>	<i>+3pp</i>
Operating Expenses (OPEX)	(55,388)	(50,581)	(10%)
<b>Normalised EBITDA<sup>2</sup></b>	<b>(13,320)</b>	<b>(21,063)</b>	<b>37%</b>
<i>Normalised EBITDA margin</i>	<i>(17%)</i>	<i>(36%)</i>	<i>+19pp</i>
Depreciation and amortisation expense	(23,464)	(17,289)	(36%)
Non-operating items & tax	(18,216)	(10,359)	(76%)
<b>Net loss for the year</b>	<b>(55,000)</b>	<b>(48,711)</b>	<b>(13%)</b>

## Financial Results

For year ended 30 June 2021

Revenue \$78.3M up 35%

Profit after direct network costs<sup>1</sup> of \$42.1M improved by \$12.6M driven by revenue growth

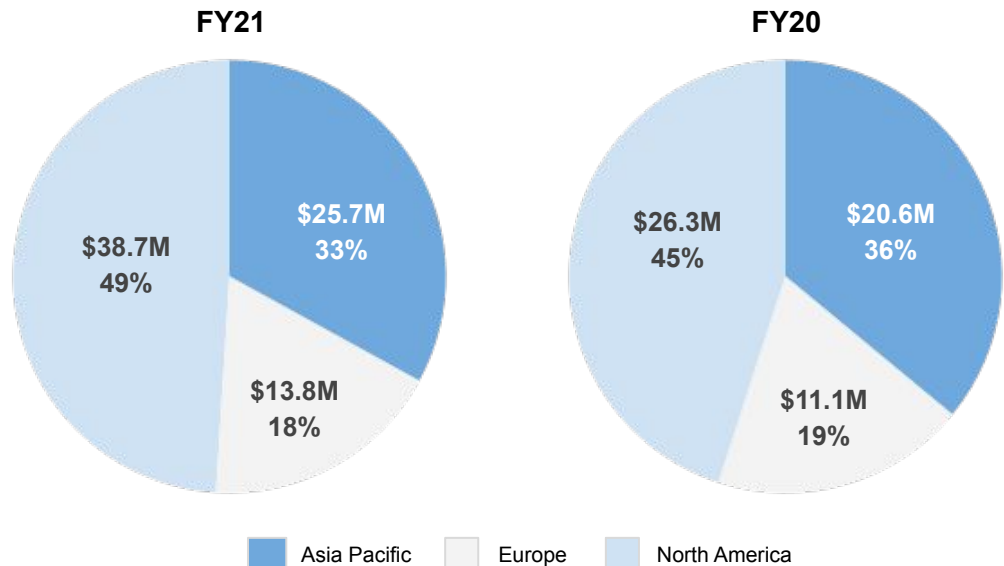
Profit after direct network cost margin of 54% improvement from 51% in FY20

Normalised EBITDA<sup>2</sup> loss of \$13.3M, 17% of revenue (FY20: 34% of revenue)

Note: FY20 results have been restated to recognise \$1.1m Software as a Service (SaaS) expense previously capitalised due to a change in accounting policy.

1. Direct network costs comprise data centre power and space, physical cross connect fees, bandwidth and dark fibre, network operation and maintenance, and channel commissions which are directly related to generating the service revenue of Megaport Group.  
2. Normalised Earnings Before Interest Tax Depreciation and Amortisation (Normalised EBITDA) represents operating results excluding equity-settled employee and related costs, foreign exchange gains and loss on disposal of property, plant and equipment.  
Including these amounts, EBITDA would be (\$36,993,000) in FY21 and (\$31,742,000) in FY20.

# Revenue



**REVENUE: \$78.3M**

**↑ 35%** from FY20

**MRR\*: \$7.5M**

**↑ 32%** from FY20

## Financial Results

For year ended 30 June 2021

Revenue of \$78.3M, up 35%, driven by increased usage of services across all regions

NAM strongest growth across all regions, increasing \$12.4m in FY21

MRR\* was \$7.5M for June 2021, up 32%, driven by increased utilisation of Megaport services globally

# Operating Costs

	FY21 \$'000	Restated FY20 \$'000	Change %
Direct network costs	36,213	28,522	(27%)
<b>Profit after direct network costs<sup>1</sup></b>	<b>42,068</b>	<b>29,518</b>	<b>43%</b>
Employee costs <sup>2</sup>	41,369	36,164	(14%)
Professional fees	4,626	4,897	6%
Marketing costs	1,539	1,760	13%
Travel costs	185	2,179	92%
IT costs	2,252	2,315	3%
General and administrative costs	5,417	3,266	(66%)
<b>Total OPEX</b>	<b>55,388</b>	<b>50,581</b>	<b>(10%)</b>

## Financial Results

For year ended 30 June 2021

**Average direct network cost<sup>1</sup>** per data centre per month is \$7.8k in FY21 (\$7.1K in FY20) due to an increase in channel commissions associated with growth in partner revenue

**Employee costs<sup>2</sup>** increased due to investment in headcount to support business growth. Employee costs as a percentage of revenue reduced to 53% (from 62% in FY20)

**General and administrative** includes an increase in Insurances as the Group scales

Savings in **travel costs** are due to the impact of COVID-19

1. Direct network costs comprise data centre power and space, physical cross connect fees, bandwidth and dark fibre, network operation and maintenance, and channel commissions which are directly related to generating the service revenue of Megaport Group.  
2. Excludes equity-settled employee costs.

# Non-operating Costs

	FY21 \$'000	Restated FY20 \$'000	Change %
Equity-settled employee costs and related costs	9,828	6,911	(42%)
Foreign exchange losses	13,478	3,768	(>100%)
Interest expense and other finance costs	1,488	1,233	(21%)
Interest income	(300)	(1,070)	(72%)
Other non-operating expenses	367	-	(100%)
Income tax benefit	(6,645)	(483)	(>100%)
<b>Total non-operating items</b>	<b>18,216</b>	<b>10,359</b>	<b>(76%)</b>

## Financial Results

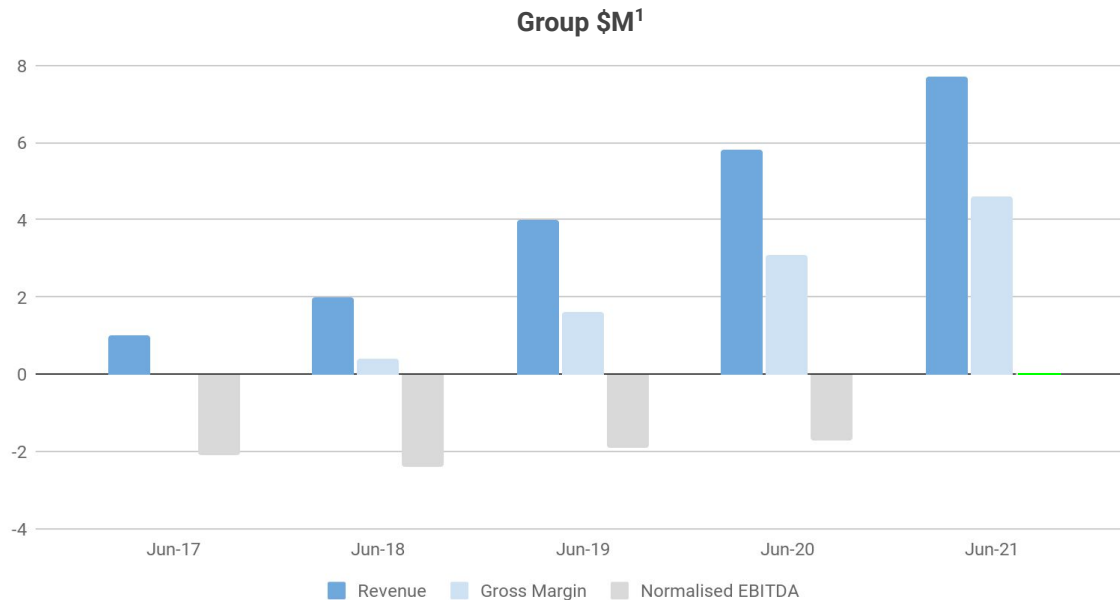
For year ended 30 June 2021

**Equity settled employee costs** included employer taxes related to the exercise of share options by employees

**Foreign currency losses** due to the strengthening of the AUD against major currencies, mainly the USD

The Group has recognised deferred tax on tax losses carried forward for the first time as subsidiary entities move to profitability

# Historical Financial Performance



## Group Margins<sup>1</sup>

	Jun-17	Jun-18	Jun-19	Jun-20	Jun-21 <sup>3</sup>
Normalised profit after direct network cost margin <sup>2</sup>	5%	19%	41%	55%	60%
Normalised EBITDA margin	(215%)	(120%)	(49%)	(29%)	0.5%

## Margin Trends<sup>1</sup>

Group profit after direct network cost<sup>2</sup> margin has continued to expand as MRR growth has outstripped growth in direct network costs

Group EBITDA turned positive in June, following on from all three regions becoming EBITDA positive in December 2020

1. All figures are for the month of June.

2. Direct network costs comprise data centre power and space, physical cross connect fees, bandwidth and dark fibre, network operation and maintenance, and channel commissions which are directly related to generating the service revenue of Megaport Group.

3. Normalised profit after direct network cost margin excludes partner commissions recognised in June relating to earlier months of FY21.

# Regional Highlights



## Asia Pacific

## APAC Region, mature market still growing with leveraged returns

## Total Installed Data Centres



87

30 JUNE 2020

105

30 JUNE 2021

## Total Number of Customers



783

30 JUNE 2020

917

30 JUNE 2021

## Total Number of Ports



2,452

30 JUNE 2020

2,977

30 JUNE 2021

Total Number of Services<sup>1</sup>

7,480

30 JUNE 2020

8,937

30 JUNE 2021

Monthly Recurring Revenue<sup>2</sup>

\$2.0M

JUNE 2020

\$2.4M

JUNE 2021

## Profit After Direct Network Cost Margin



72%

30 JUNE 2020

73%

30 JUNE 2021

Average Revenue per Port<sup>3</sup>

\$799

-

## No. of Ports per Data Centre

28.4

1%

## Services per Port

3.0

-2%

## Services per Customer

9.7

+2%

Port Utilisation<sup>4</sup>

43%

Figures as at 30 June 2021 (vs 30 June 2020)

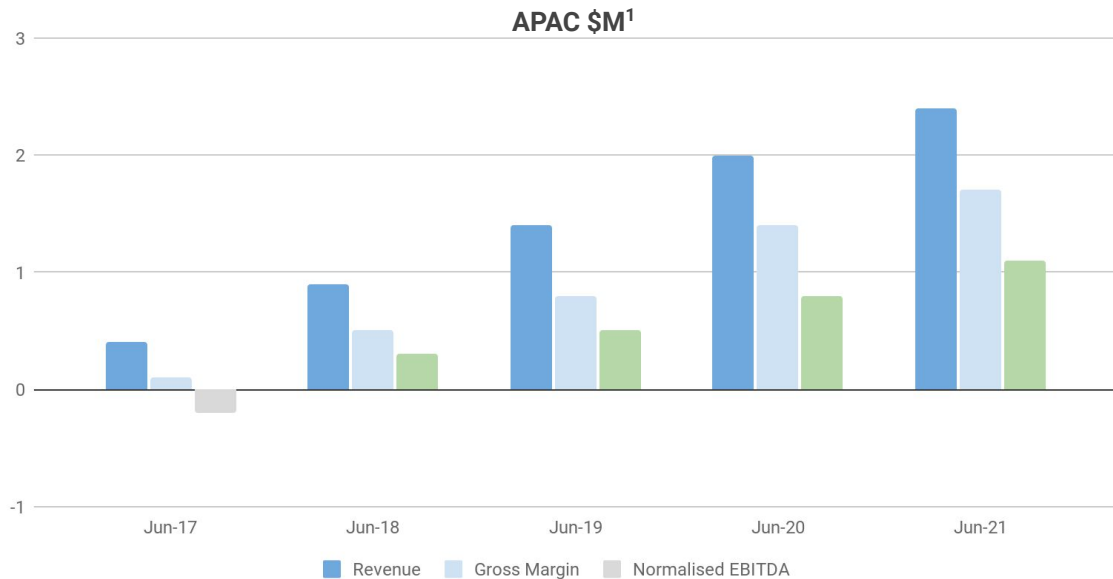
1. Total Services comprises of Ports, Virtual Cross Connections (VXCs), Megaport Cloud Router (MCR), Megaport Virtual Edge (MVE), and Internet Exchange (IX).

2. Monthly Recurring Revenue (MRR) is revenue (excluding one-off and non-recurring revenue) for the month of June.

3. MRR divided by number of Ports at reporting period end date.

4. Ports sold/used divided by total Ports available.

# Asia Pacific Historical Financial Performance



## Margins<sup>1</sup>

	Jun-17	Jun-18	Jun-19	Jun-20	Jun-21 <sup>3</sup>
Normalised profit after direct network cost margin <sup>2</sup>	25%	51%	62%	72%	73%
Normalised EBITDA margin	(40%)	32%	39%	41%	47%

## Margin Trends<sup>1</sup>

Japan included in APAC result

APAC profit after direct network costs margin continues to grow with increasing MRR

EBITDA return increasing with revenue with opex costs covered

1. All figures are for the month of June.

2 Direct network costs comprise data centre power and space, physical cross connect fees, bandwidth and dark fibre, network operation and maintenance, and channel commissions which are directly related to generating the service revenue of Megaport Group.

3. Normalised profit after direct network cost margin excludes partner commissions recognised in June relating to earlier months of FY21.

## Europe

## Europe Region EBITDA Positive for full year

## Total Installed Data Centres



105

30 JUNE 2020

102

30 JUNE 2021

## Total Number of Customers



355

30 JUNE 2020

430

30 JUNE 2021

## Total Number of Ports



862

30 JUNE 2020

1,137

30 JUNE 2021

Total Number of Services<sup>1</sup>

2,470

30 JUNE 2020

3,044

30 JUNE 2021

Monthly Recurring Revenue<sup>2</sup>

\$1.1M

JUNE 2020

\$1.3M

JUNE 2021

## Profit After Direct Network Cost Margin



64%

30 JUNE 2020

62%

30 JUNE 2021

Average Revenue per Port<sup>3</sup>

\$1,144

-12%

## No. of Ports per Data Centre

11.1

+39%

## Services per Port

2.7

-8%

## Services per Customer

7.1

+1%

Port Utilisation<sup>4</sup>

26%

Figures as at 30 June 2021 (vs 30 June 2020)

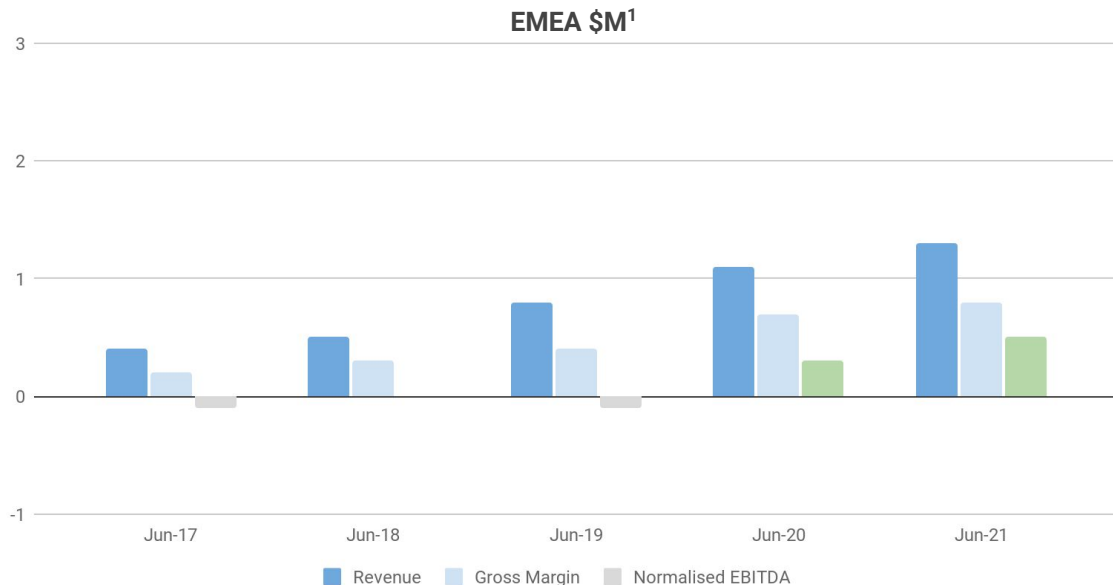
1. Total Services comprises of Ports, Virtual Cross Connections (VXCs), Megaport Cloud Router (MCR), Megaport Virtual Edge (MVE), and Internet Exchange (IX)

2. Monthly Recurring Revenue (MRR) is revenue (excluding one-off and non-recurring revenue) for the month of June

3. MRR divided by number of Ports at reporting period end date.

4. Ports sold/used divided by total Ports available.

# Europe Historical Financial Performance



Margins <sup>1</sup>	Jun-17	Jun-18	Jun-19	Jun-20	Jun-21 <sup>3</sup>
Normalised profit after direct network cost margin	49%	48%	46%	64%	62%
Normalised EBITDA margin	(37%)	(5%)	(13%)	23%	42%

1. All figures are for the month of June.

2 Direct network costs comprise data centre power and space, physical cross connect fees, bandwidth and dark fibre, network operation and maintenance, and channel commissions which are directly related to generating the service revenue of Megaport Group.

3. Normalised profit after direct network cost margin excludes partner commissions recognised in June relating to earlier months of FY21.

## Margin Trends<sup>1</sup>

EMEA EBITDA positive for full year

EMEA in strong position for growth via indirect channel

EMEA EBITDA margin improvement driven by cost control

# North America

## NAM region growth continues apace.

### Total Installed Data Centres



174

30 JUNE 2020

198

30 JUNE 2021

### Total Number of Customers



903

30 JUNE 2020

1,219

30 JUNE 2021

### Total Number of Ports



2,453

30 JUNE 2020

3,575

30 JUNE 2021

### Total Number of Services<sup>1</sup>



6,762

30 JUNE 2020

9,731

30 JUNE 2021

### Monthly Recurring Revenue<sup>2</sup>



\$2.6M

JUNE 2020

\$3.8M

JUNE 2021

### Profit After Direct Network Cost Margin



38%

30 JUNE 2020

53%

30 JUNE 2021

### Average Revenue per Port<sup>3</sup>

\$1,065

+2%

### No. of Ports per Data Centre

18.1

+29%

### Services per Port

2.7

-1%

### Services per Customer

8

+6%

### Port Utilisation<sup>4</sup>

32%

Figures as at 30 June 2021 (vs 30 June 2020)

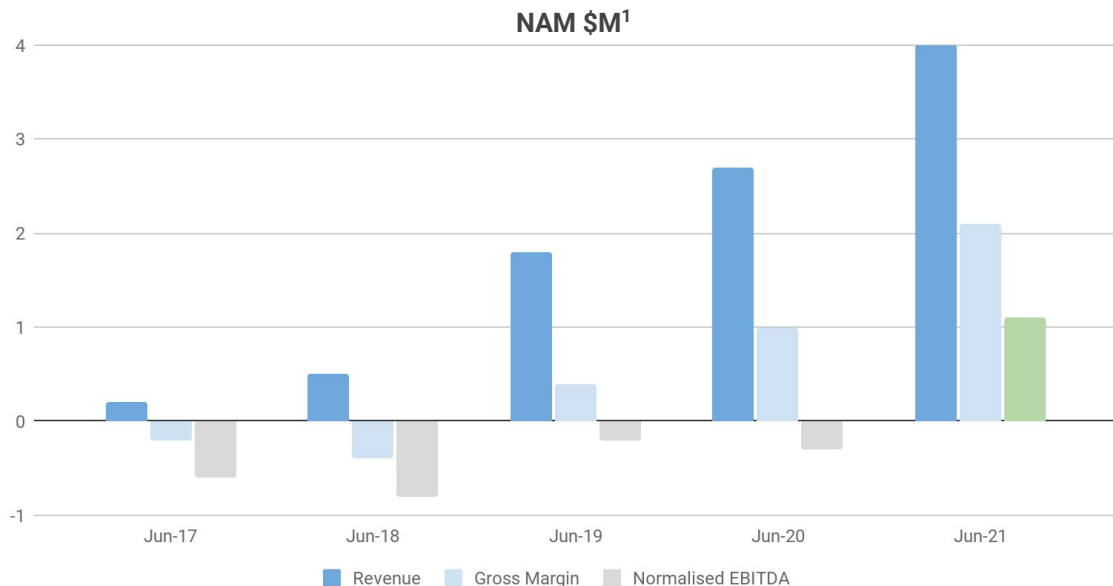
1. Total Services comprises of Ports, Virtual Cross Connections (VXCs), Megaport Cloud Router (MCR), Megaport Virtual Edge (MVE), and Internet Exchange (IX).

2. Monthly Recurring Revenue (MRR) is revenue (excluding one-off and non-recurring revenue) for the month of June.

3. MRR divided by number of Ports at reporting period end date.

4. Ports sold/used divided by total Ports available.

# North America Historical Financial Performance



## Margins<sup>1</sup>

	Jun-17	Jun-18	Jun-19	Jun-20	Jun-21 <sup>3</sup>
Normalised profit after direct network cost margin	(136%)	(70%)	22%	38%	53%
Normalised EBITDA margin	(313%)	(147%)	(9%)	(13%)	22%

## Margin Trends<sup>1</sup>

Sharp increase in NAM EBITDA profitability as revenues reach scale

Scale achieved with capacity to spare for additional revenue with little incremental cost

1. All figures are for the month of June.

2 Direct network costs comprise data centre power and space, physical cross connect fees, bandwidth and dark fibre, network operation and maintenance, and channel commissions which are directly related to generating the service revenue of Megaport Group.

3. Normalised profit after direct network cost margin excludes partner commissions recognised in June relating to earlier months of FY21.

# Financial Position

Consolidated Financial Position	30 June 2021 \$'000	Restated 30 June 2020 \$'000
Current assets	150,349	180,335
Non-current assets	70,214	66,760
<b>Total assets</b>	<b>220,563</b>	<b>247,095</b>
Current liabilities	(33,495)	(24,033)
Non-current liabilities	(6,656)	(12,093)
<b>Total liabilities</b>	<b>(40,151)</b>	<b>(36,126)</b>
<b>Equity</b>	<b>180,412</b>	<b>210,969</b>
<b>Cash position</b>	<b>30 June 2021 \$'000</b>	<b>30 June 2020 \$'000</b>
<b>Cash at end of the year</b>	<b>136,316</b>	<b>166,877</b>

## Financial Results

For year ended 30 June 2021

Trade debtors down 24% at \$6.6m with DSO now 25 days

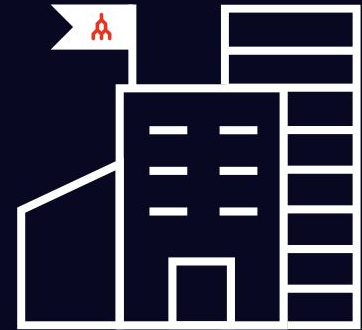
Total liabilities include the 0% vendor finance facility of \$7.7M outstanding at 30 June 2021 (\$8.8M at 30 June 2020)

Note: FY20 results have been restated to recognise \$1.1m Software as a Service (SaaS) expense previously capitalised due to a change in accounting policy.

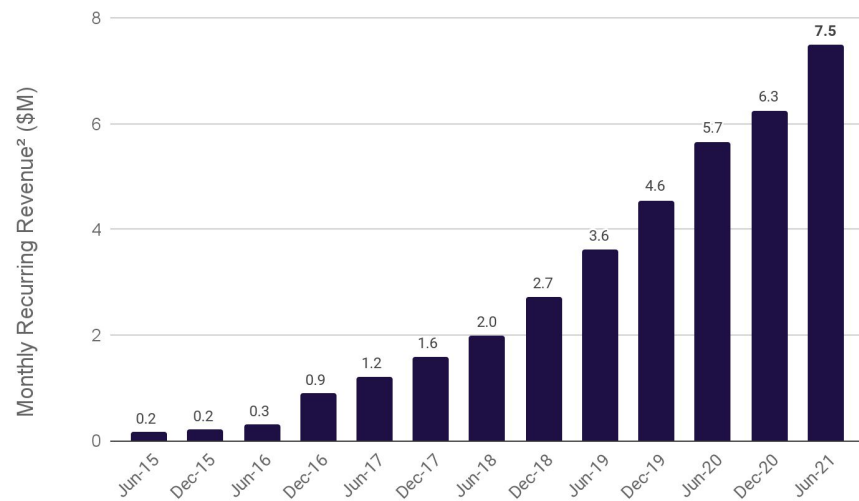
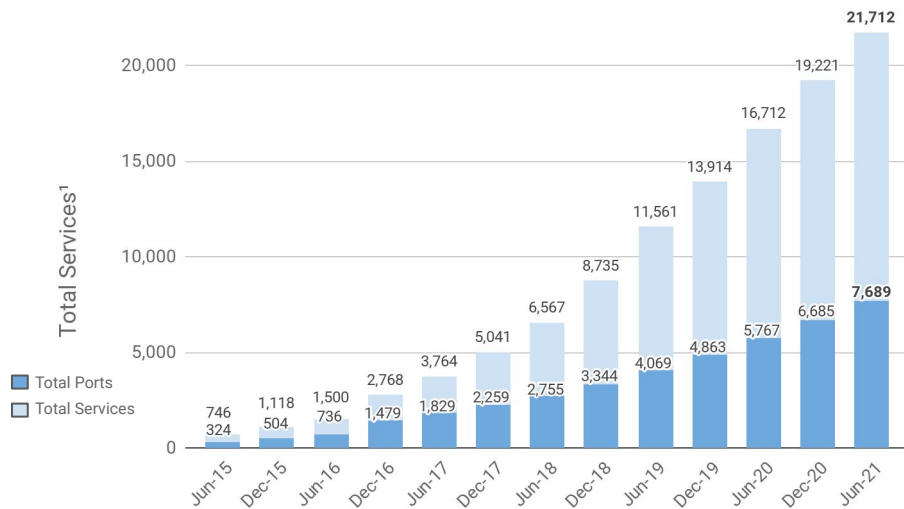
Cash at 30 June 2021

**\$136.3M**

# Business Update

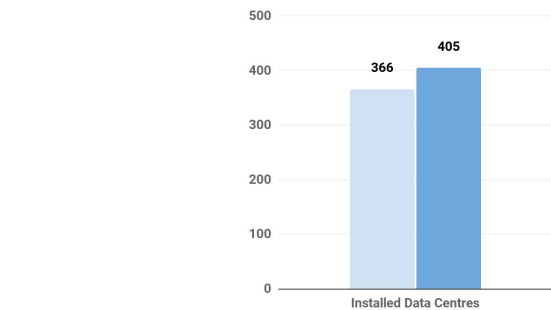


# Growth in Ports, Services, and Revenue



1. Total Services comprises of Ports, Virtual Cross Connections (VXCs), Megaport Cloud Router (MCR), Megaport Virtual Edge (MVE), and Internet Exchange (IX) at period end.  
 2. Monthly Recurring Revenue (MRR) is revenue (excluding one-off and non-recurring revenue) for the last month of the period.

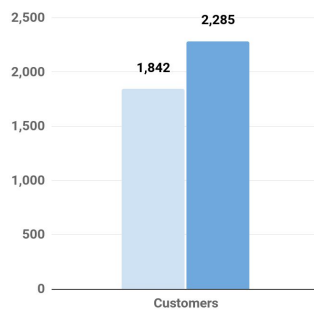
# Growth FY21



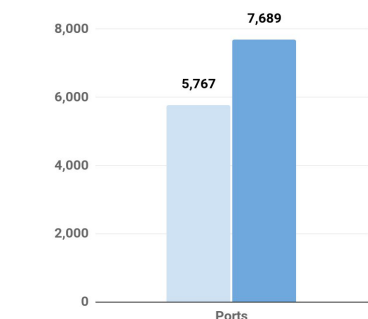
**+11%**

FY20

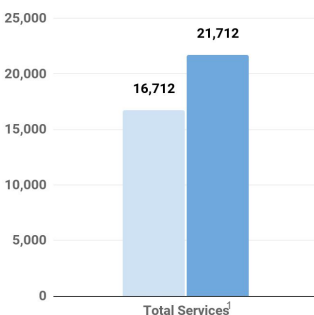
FY21



**+24%**



**+33%**



**+30%**

## Revenue Growth

The increase in Services per Port directly increases Port value

Monthly Recurring Revenue²

**\$5.7M**  
June 2020

**\$7.5M**  
June 2021

**↑ \$1.8M / 32%**

Average Revenue per Port³

**\$980**  
June 2020

**\$974**  
June 2021

**↓ \$6 / -**

1. Total Services comprises of Ports, Virtual Cross Connections (VXCs), Megaport Cloud Router (MCR), Megaport Virtual Edge (MVE), and Internet Exchange (IX).  
 2. MRR is revenue (excluding one-off and non-recurring revenue) for the month of June.  
 3. MRR divided by number of Ports at reporting period end date.

# Megaport Cloud Enablement

## 233 Total Onramps

FY21 Increase: 36 **+18%**

	Onramp Total
Microsoft Azure	53
Amazon Web Services	47
Google Cloud	37
Oracle Cloud	22
IBM Cloud	19
Rackspace	9
Salesforce	10
Alibaba Cloud	9
Cloudflare	14
Nutanix	5
SAP	5
OVHcloud	3

## 121 Total Cloud Regions

FY21 Increase: 12 **+12%**



IBM Cloud

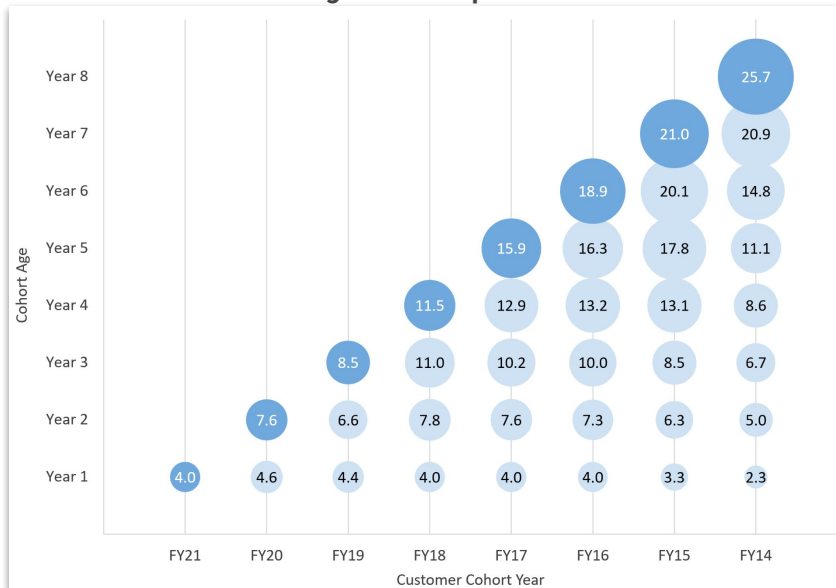


**68% of Megaport connections terminate to public cloud providers**

**35% of Megaport customers are connecting to multicloud**

# Customer Cohort Trends

### Average Services per Customer



CAGR<sup>1</sup> 66% 39% 42% 41% 36% 36% 41%

### Average Monthly Revenue per Customer (\$)



CAGR<sup>1</sup> 62% 61% 48% 44% 48% 46% 36%

Average Services per Customer<sup>2</sup>

9.5

+5%

Customer spend increases over time as a result of service uptake and adoption

Average Revenue per Customer<sup>3</sup>

\$3.3k

+7%

Note: Yearly cohorts are customers acquired in a given reporting year.

1. Compound average growth rate for each customer cohort is calculated for the period from end of Year 1 to 30 June 2021.

2. At 30 June 2021; percentage represents growth compared to 12 months earlier.

3. Represents June 2021 MRR divided by total customers at 30 June 2021; percentage represents movement compared to 12 months earlier.

# Megaport Cloud Router (MCR)

## Average Monthly Revenue per Customer<sup>1</sup>

**\$2.9k**

Non MCR Customer

**\$5.9k**

MCR Customer

## Avg Services per Customer<sup>2</sup>

**8.8**

Non MCR Customer

**14.7**

MCR Customer

## Total MCRs

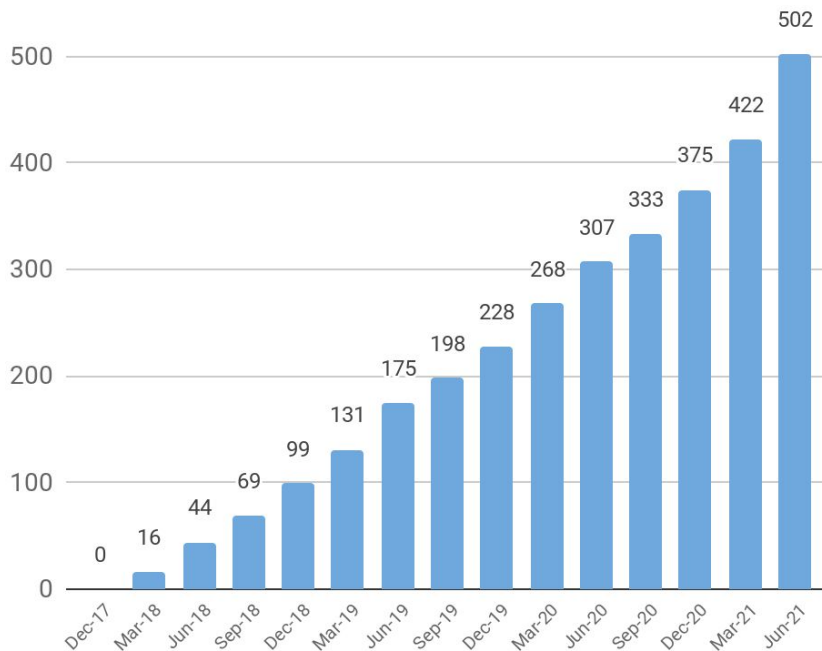
**307**

At 30 June 2020

**502**

At 30 June 2021

## MCR Growth



Cloud-to-Cloud



Hybrid Cloud Connect



No Hardware Needed



Managed Layer 3

1. Represents June 2021 MRR divided by relevant customer count at 30 June 2021.

2. At 30 June 2021.



# Megaport Virtual Edge (MVE)

## MVE Overview

NFV hosting platform

Connect to Megaport via SD-WAN

Improve network performance

Improve network security

Reduce Cloud Egress

Real-time provisioning

### Average Monthly Revenue per Customer<sup>1</sup>

**\$3.3k**

Non MVE Customer

**\$5.0k**

MVE Customer

### Avg Services per Customer<sup>2</sup>

**9.5**

Non MVE Customer

**12.1**

MVE Customer

### Total MVE Metros

**20**

At 30 June 2021

**MVE partners represent over 50% of SD-WAN market share<sup>3</sup>**

**MVE pipeline of 129 customer opportunities for the first half of FY22**

**21 MVEs sold at end June 2021**

1. Represents June 2021 MRR divided by relevant customer count at 30 June 2021.

2. At 30 June 2021.

3. Source: India..

# Use Case - Fortune 500 US Company

Large enterprise deployment with 1,100+ branches<sup>1</sup>; applications run on AWS and Microsoft Azure Branches were previously connecting to private infrastructure hosted in Vegas and Reno then connecting across to Microsoft Cloud Region

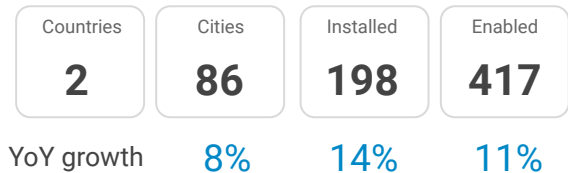
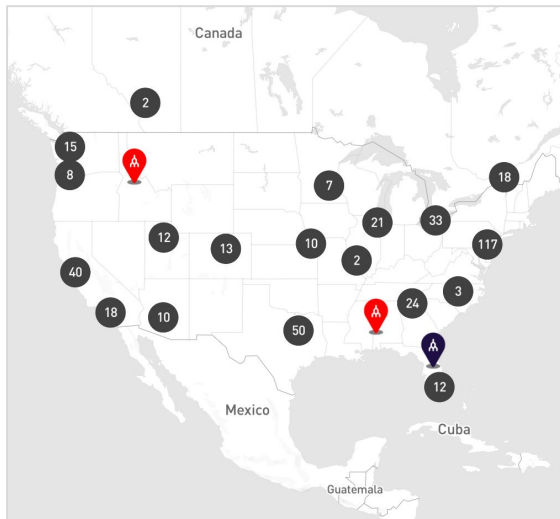


Product Description	Per Unit	# of Units	Total (\$USD)
MVE-Medium <sup>1</sup>	\$2,640 <sup>2,3</sup>	4	\$10,560 <sup>2,3</sup>
VXCs to Ports	\$200 <sup>3</sup>	4	\$800 <sup>3</sup>
MVE VXCs to Ports & Cloud	Variable	16	\$2,894 <sup>3</sup>
Ports	\$500 <sup>3</sup>	2	\$1,000 <sup>3</sup>
<b>Total</b>		<b>26</b>	<b>\$15,254</b>

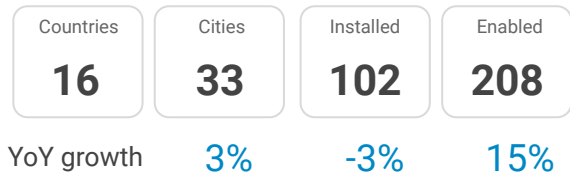
1. A single medium MVE can accommodate up to 100 branches, a small MVE up to 40 branches, and a large MVE up to 500 branches.  
 2. Unit pricing is for a bundle of MVE and IP transit. Megaport passes cost of IP transit to customers with no mark-up. Pricing for a medium MVE (excluding IP transit) is US\$1,750.  
 3. Megaport may need to pay partner commissions and/or revenue share, depending on the source of the revenue and ownership of the customer.

# Growing Global Ecosystem

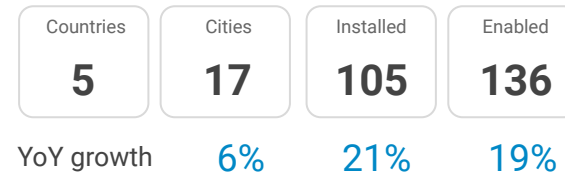
## North America



## EMEA



## Asia Pacific



# Scaling Revenue Through Channel



**Megaport**  
PartnerVantage



# Megaport PartnerVantage Overview

## World-class channel program to drive NaaS revenue

Megaport provides an **intuitive, powerful** and **secure** NaaS platform to enable partners to expand services and drive more revenue.



### Ease of Doing Business

PartnerVantage makes it Easy to **order**. Easy to **provision**. Easy to **learn**. Easy to get **paid**.



### Drive Customer Success

PartnerVantage provides comprehensive **sales, technical,** and **marketing** resources to help partners **accelerate their success**.



### Grow Revenue

PartnerVantage empowers partners to **build a new foundation** for their cloud and networking solutions with the Megaport platform.



# Megaport PartnerVantage Segment

## Providers

Partners who add NaaS to their solutions, services, and managed services.

- | Cloud service providers
- | Network service providers
- | Data center operators
- | Managed service providers
- | Global systems integrators
- | Value added resellers
- | Value added distributors

## Agents

Partners who aggregate solutions and work with Megaport

- | Master agents
- | Sub-agents
- | Direct agents
- | Consultants



Two tiers that compensate for expertise, performance, and customer satisfaction

Higher level unlocks additional benefits



# PartnerVantage Constituents



## HUB

### Innovative PRM

*One-stop to drive a partner's entire Megaport Business*



## Transact

### Transactional Portal

*Self-provisioning, single pane of glass Megaport management*



## Funds

### Financial Incentives

*Earn, track, and manage incentives, commissions & MDF from single source*



## Learn

### Learning Pathways

*Flexible learning courses to increase Sales & Technical capabilities*



## Selling

### Selling Resources

*Access sales resources to help close business fast*

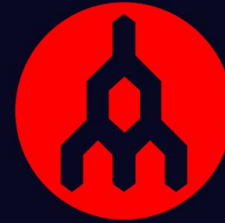


## Marketing

### Impactful Marketing

*Highly targeted campaigns that can be adapted as needed and measured*

INNOVOEDGE®



# Synergistic Acquisition

# INNOVOEDGE

AI-powered multicloud and edge application and orchestration company

Neutral orchestration and visibility platform

Discovery, and automated provisioning of high performance network connectivity, cloud, and edge Compute/GPU resources

Automated deployment of Virtual Network Functions, Cloud Native Applications, and GPU destined workloads

AI-driven insights and actions

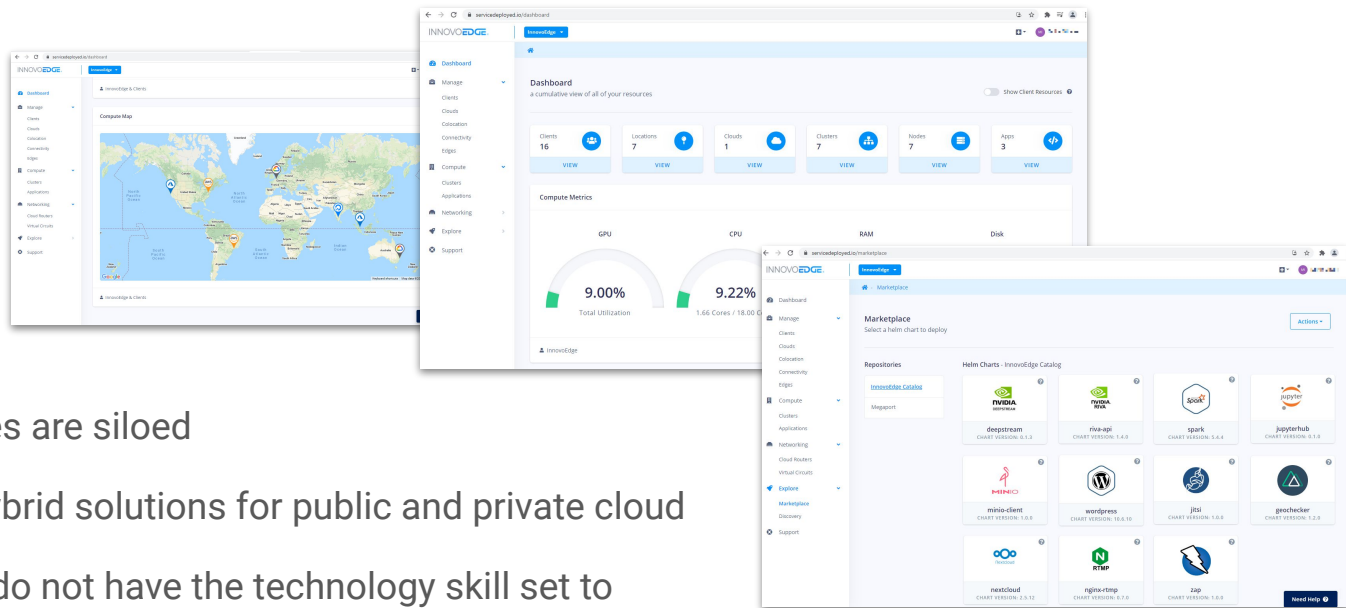
The image displays two screenshots of the Megaport web application. The top screenshot shows the login page with the text "Welcome to Megaport Universal Multi-Cloud and Edge Orchestration" and a "Sign in" button. A dashboard preview shows three progress indicators: 41%, 43%, and 23%. The bottom screenshot shows the "Clusters" management page. It features a table of clusters and a detailed view of the "aws-bra-cluster-1" on the right.

NAME	PROVIDER	REGION	CREATED	STATUS	ACTIONS
gcp-aws-cluster-1	Google Cloud AUSTRALIA SOUTHEAST1-A	Oceania AUS			
aws-bra-cluster-1	AMAZON Web Services SA-EAST-1	South Amer BSA			
azure-na-cluster-1	MICROSOFT Azure WESTUS	North Amer USA			
gcp-bel-cluster-1	Google Cloud EUROPE WEST1-B	Europe BEL			
azure-sgp-cluster-1	MICROSOFT Azure SOUTHEASTASIA	Asia SGP			
do-blr-cluster-1	DigitalOcean BLR1	Asia IND			
aws-na-gpu-cluster-1	AMAZON Web Services US-EAST-1	North Amer USA			

**aws-bra-cluster-1** Progress: 100%

- NEW\_CLUSTER\_REQUESTED
- PROVISIONING\_CLUSTER
- CLUSTER\_PROVISIONED
- PROVISIONING\_NODE\_POOL
- NODE\_POOL\_PROVISIONED
- DEPLOYING\_LOAD\_BALANCER
- LOAD\_BALANCER\_DEPLOYED
- DNS\_GEOLOCATION\_CONFIGURED
- DNS\_ROUTING\_CONFIGURED
- CONFIGURING\_TLS
- TLS\_CONFIGURED
- READY

# Market Drivers



IaaS, PaaS, SaaS services are siloed

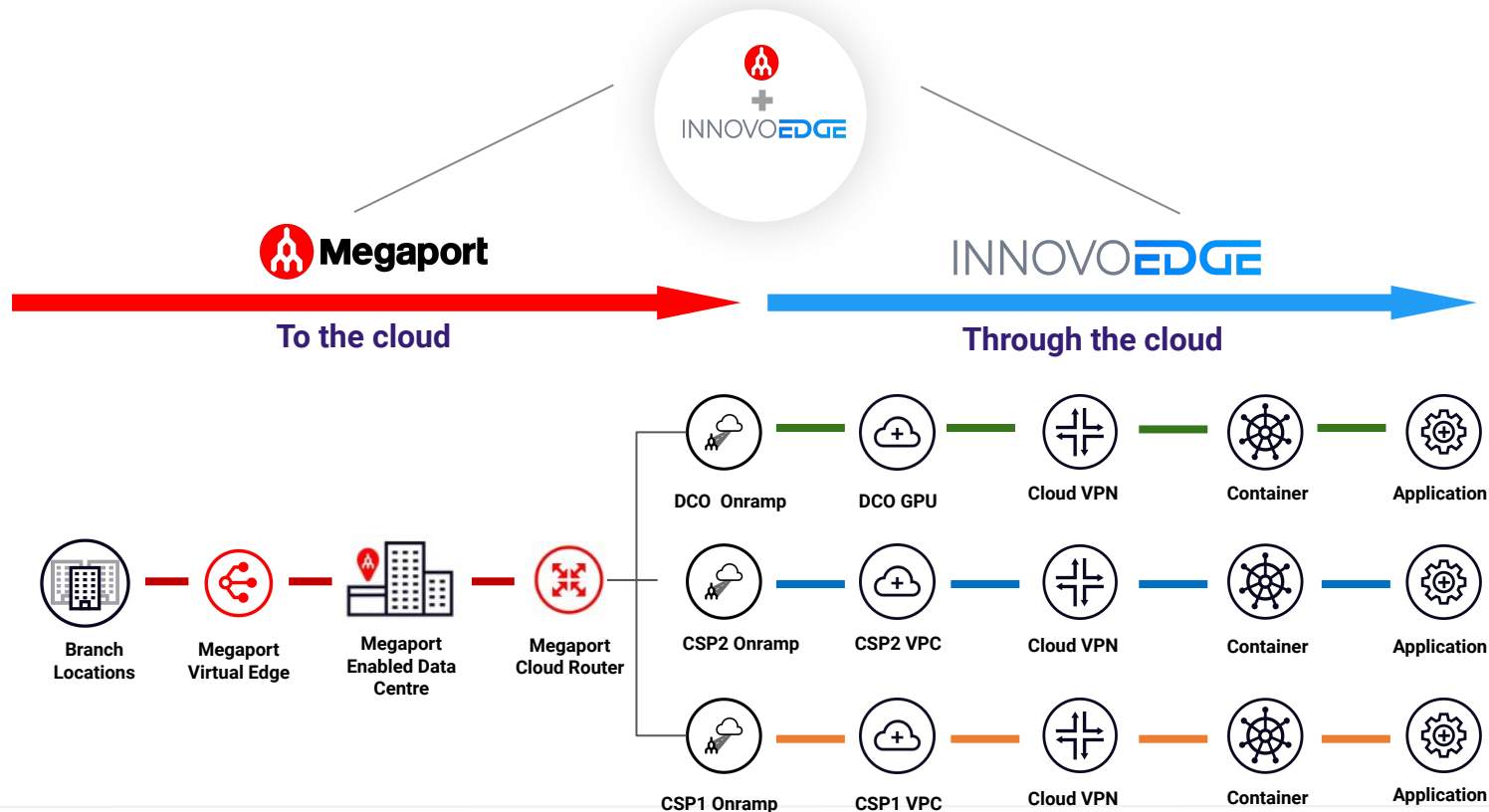
DCOs need cloud and hybrid solutions for public and private cloud

Many service providers do not have the technology skill set to address the end user requirements

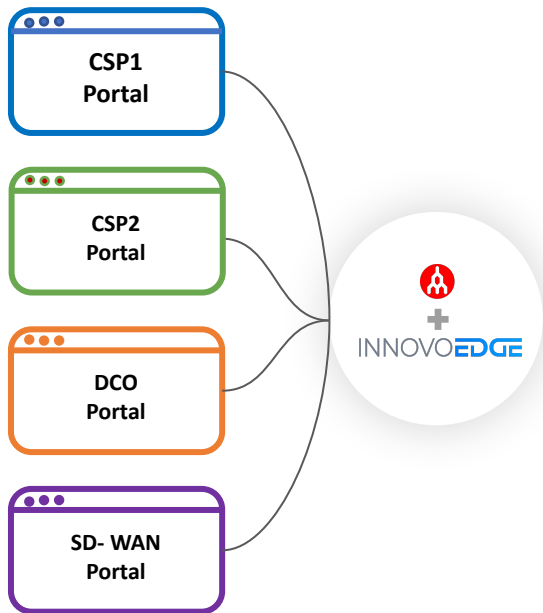
AI /ML workloads are driving consumption of compute and network

Enterprises are focusing on simplicity and agility

# Orchestration: to the cloud and through the cloud



# Simplicity With Single Pane of Glass



## Create and Manage:

- Bare Metal Services
- Cloud Instances
- Containers and Applications
- Virtual Routers
- SD-WAN Controllers
- Cloud connections

## Access to:

- Application marketplaces
- Visibility and reporting
- Deep-learning analytics

## Enterprise Benefits

- Reduce complexity
- Rapid service turn-up
- Provision real time network and compute
- Bridge network and DevOps functions
- Optimize to reduce costs
- Improve performance and user experience

## Service Provider Benefits

- White label portal
- Multi tenant provisioning capabilities
- Facilitate end-to-end solution
- Reduced development requirements

# Megaport Business Drivers



## Partner Enablement

White label to allow partners to sell multi-tenant services



## Drive Revenue & Service Adoption

Ease-of-use supports more connections and stickier customers



## Innovation

Foundation for integrating and orchestrating future services



## Agility

Development resources support rapid dev



## Competitive Advantage

Accelerate lead in NaaS and Tech industry



## AI-based Decisions

Next-gen capacity planning across core network



## Expand Channel

Enable marketplaces and solution selling



## Futureproof

Maintain relevance & protect against price erosion

# Innovation Roadmap

## XOps Support

DevOps  
NetOps  
AI / ML Ops  
DataOps

## Cloud Native

Infrastructure as code  
Enabling Digital transformation  
Composable Infrastructure

## CN-WAN

App deployment meets SD-WAN  
Widening the user base

## GPU Revolution

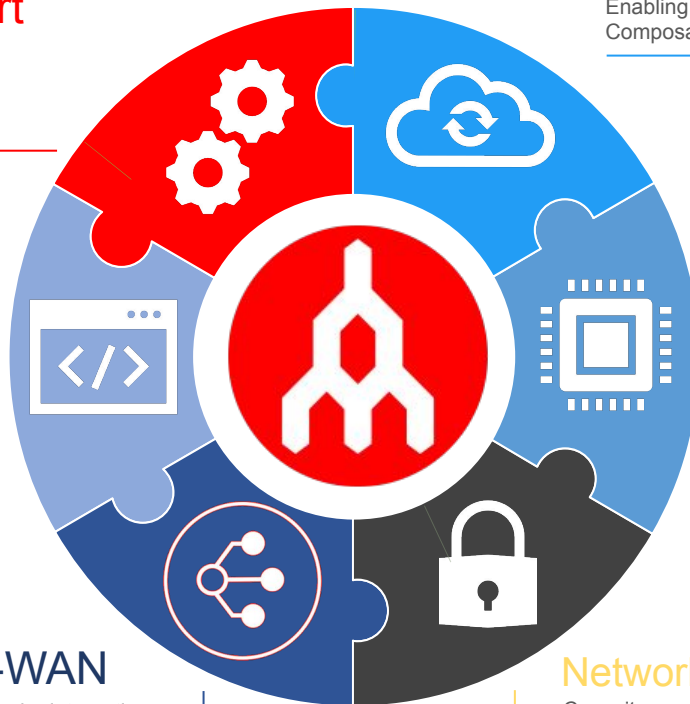
NVIDIA GPU Acceleration  
AI / ML Workloads  
DPU Networking  
Enhanced analytics

## SD-WAN

MVE vendor integrations  
SASE, ZTNA

## Network Detection and Response

Capacity monitoring, trend detection,  
long-term planning



# Acquisition Details

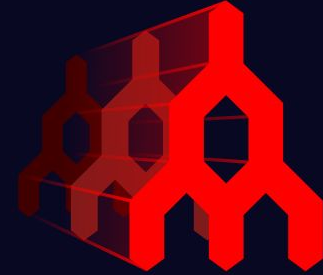
Under the Stock Purchase Agreement, Megaport agreed to pay up to USD \$15M comprising USD \$7.5M in cash consideration and up to USD \$7.5M in Megaport shares\*. The equity consideration will be issued in three tranches over a period of three years following completion – with each tranche subject to the achievement of specified product development or revenue milestones.

The sale and purchase is subject to customary conditions precedent and is anticipated to complete in mid-August.

InnovEdge team are committed to an initial 3-year term to successfully achieve planned technological and commercial integration.

\*The number of ordinary shares in Megaport Limited will be up to 604,626 shares (being USD\$7.5M as converted to AUD\$ using an exchange rate of USD\$1 to AUD\$1.3592 divided by AUD\$16.86 (being the volume weighted average price of Megaport Limited shares in the 30-trading day period up to and including 6 August 2021)).

# Scale Up, Scale Out



# Investment in Growth

## Channel

Drive revenue via channel through PartnerVantage and unlock VADs, GSIs, and Marketplace segments

## Product

More MVE integrations to support new connectivity use cases and edge features to drive service uptake

## Investment in Growth

Resource commercial and operational teams to scale business globally, continue talent development and investments in people and benefits

## Platform Innovation

InnoEdge integration to provide orchestration and greater ease-of-use to drive services and differentiation

## Network Growth

Expand edge, scale capacity with new markets, geographic expansion, and 400G investments

# Important Information

This presentation has been authorised by the Board of Megaport.

**Megaport Limited ACN 607 301 959**

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All references to “\$” are to Australian currency (AUD) unless otherwise noted.

For definitions refer to the [Glossary for Investors](https://www.megaport.com/investor/business-overview/) on the Megaport website at <https://www.megaport.com/investor/business-overview/>.

A summary of Megaport's [5 year Historical KPIs and metrics](https://www.megaport.com/investor/business-overview/) to June 2021 can be found on our website at <https://www.megaport.com/investor/business-overview/>.

Subscribe for ASX announcements at <https://www.megaport.com/investor/#investor-contact>.

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# Thank you

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