

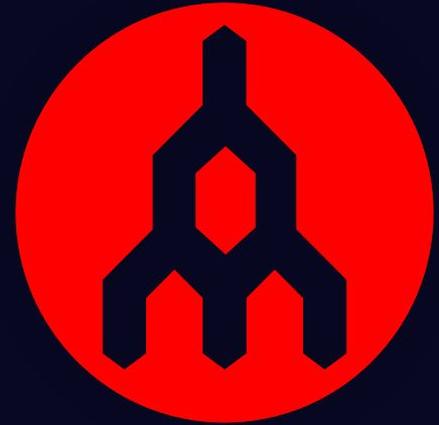
Internal use only



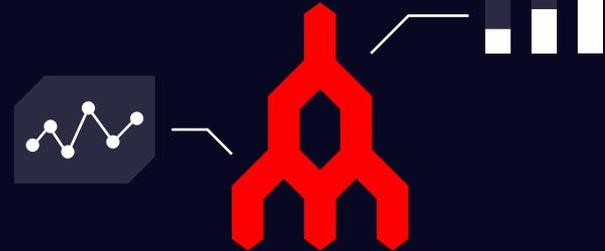
Global Update

FY21 FULL YEAR RESULTS

10 AUGUST 2021



Company Highlights FY21



Company Highlights FY21



+32%

Monthly Recurring Revenue¹

\$5.7M

30 JUNE 2020

\$7.5M

30 JUNE 2021



+32%

Annualised Revenue²

\$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 Services³

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 Centres¹

39 | **405**

NEW | TOTAL



Enabled Data Centres²

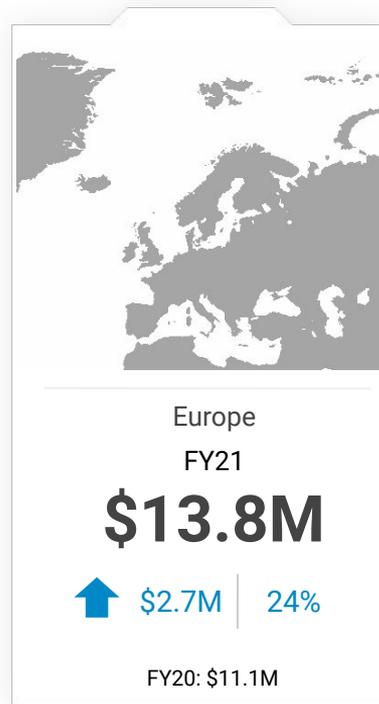
92 | **761**

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.

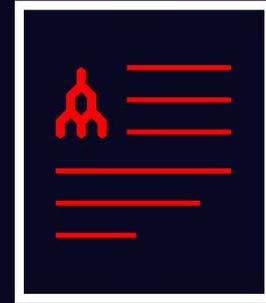
Revenue Performance FY21



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

Internal use only

Annual Results FY21



Financial Results

| Consolidated Profit & Loss | FY21 \$'000 | Restated FY20 \$'000 | Change % |
|------------------------------------------------------|-----------------|----------------------------|--------------|
| Revenue | 78,281 | 58,040 | 35% |
| Direct network costs ¹ | (36,213) | (28,522) | (27%) |
| Profit after direct network costs¹ | 42,068 | 29,518 | 43% |
| <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%) |
| Normalised EBITDA² | (13,320) | (21,063) | 37% |
| <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%) |
| Net loss for the year | (55,000) | (48,711) | (13%) |

Financial Results

For year ended 30 June 2021

Revenue \$78.3M up 35%

Profit after direct network costs¹ of \$42.1M improved by \$12.6M driven by revenue growth

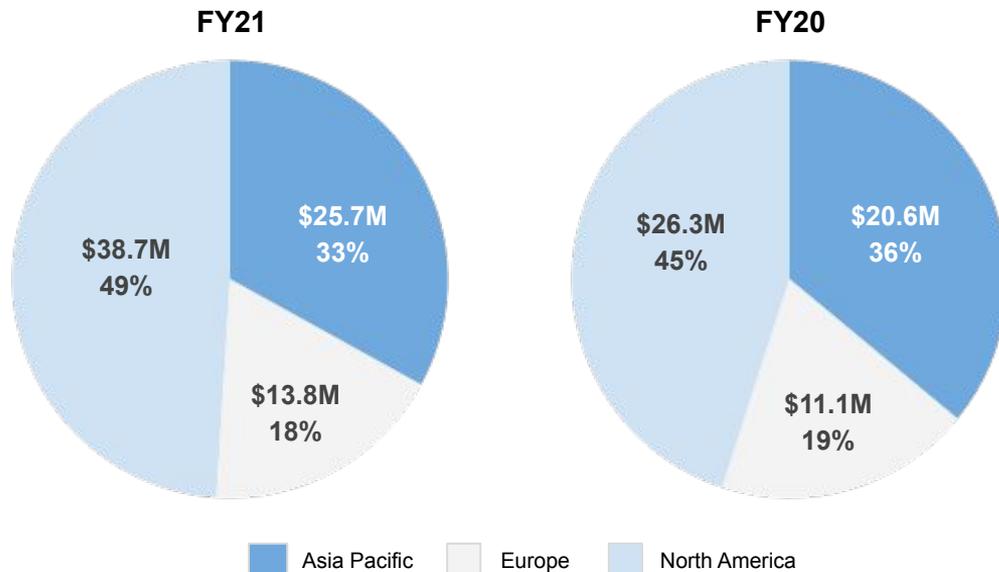
Profit after direct network cost margin of 54% improvement from 51% in FY20

Normalised EBITDA² 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

* Monthly Recurring Revenue (MRR) is revenue (excluding one-off and non-recurring revenue) for the last month of fiscal year.

Operating Costs

| | FY21 \$'000 | Restated FY20 \$'000 | Change % |
|------------------------------------------------------|----------------|----------------------------|--------------|
| Direct network costs | 36,213 | 28,522 | (27%) |
| Profit after direct network costs¹ | 42,068 | 29,518 | 43% |
| Employee costs ² | 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%) |
| Total OPEX | 55,388 | 50,581 | (10%) |

Financial Results

For year ended 30 June 2021

Average direct network cost¹ 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 costs² 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%) |
| Total non-operating items | 18,216 | 10,359 | (76%) |

Financial Results

For year ended 30 June 2021

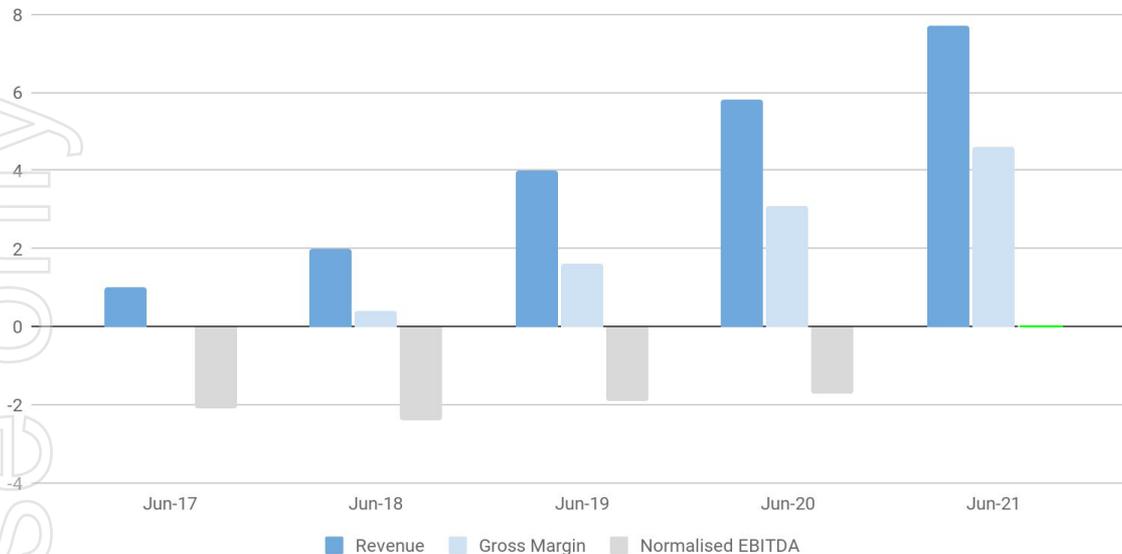
Equity settled employee costs included employer taxes related to the exercise of share options by employees

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 \$M¹



Group Margins¹

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

Margin Trends¹

Group profit after direct network cost² 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 Services¹



7,480

30 JUNE 2020

8,937

30 JUNE 2021

Monthly Recurring Revenue²

\$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 Port³

\$799

-

No. of Ports per Data Centre

28.4

1%

Services per Port

3.0

-2%

Services per Customer

9.7

+2%

Port Utilisation⁴

43%

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

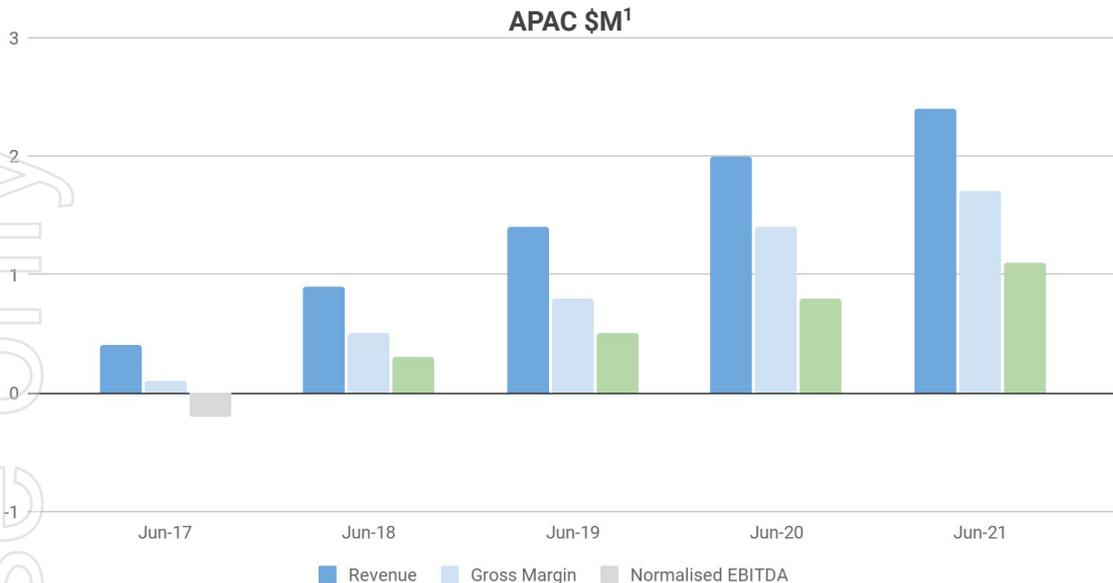
1. Total Services comprises of Ports, Virtual Cross Connections (VXCs), Megaport Cloud Router (MCR), Megaport Virtual Edge (MVE), and Internet Exchange (IX).

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



Margins¹

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

Margin Trends¹

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 Services¹

2,470

30 JUNE 2020

3,044

30 JUNE 2021

Monthly Recurring Revenue²

\$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 Port³

\$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 Utilisation⁴

26%

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

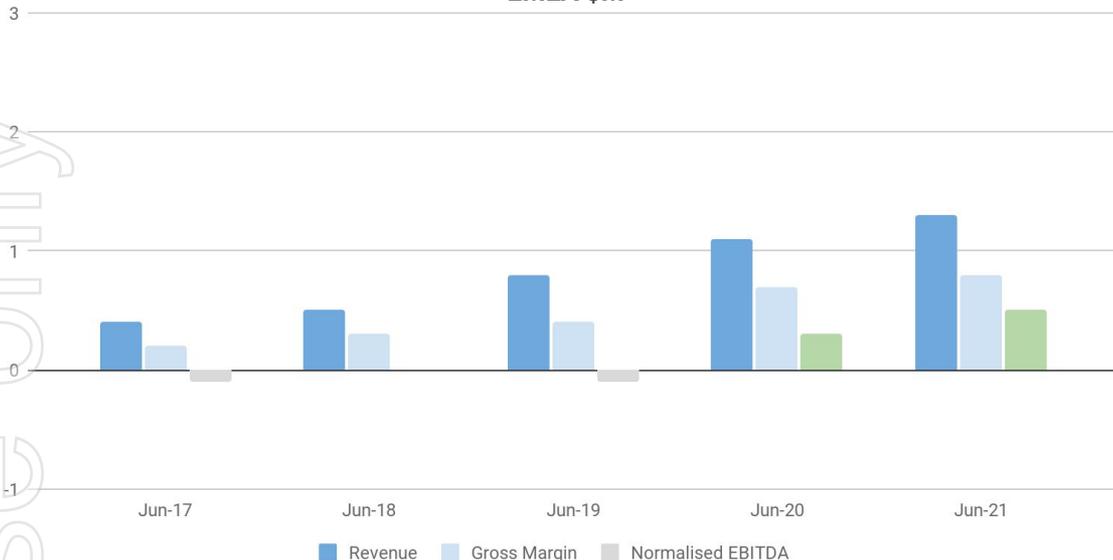
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2. Monthly Recurring Revenue (MRR) is revenue (excluding one-off and non-recurring revenue) for the month of June

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

EMEA \$M¹

Margins¹

| | Jun-17 | Jun-18 | Jun-19 | Jun-20 | Jun-21 ³ |
|----------------------------------------------------|--------|--------|--------|--------|---------------------|
| 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 Trends¹

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 Services¹



6,762

30 JUNE 2020

9,731

30 JUNE 2021

Monthly Recurring Revenue²

\$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 Port³

\$1,065

+2%

No. of Ports per Data Centre

18.1

+29%

Services per Port

2.7

-1%

Services per Customer

8

+6%

Port Utilisation⁴

32%

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

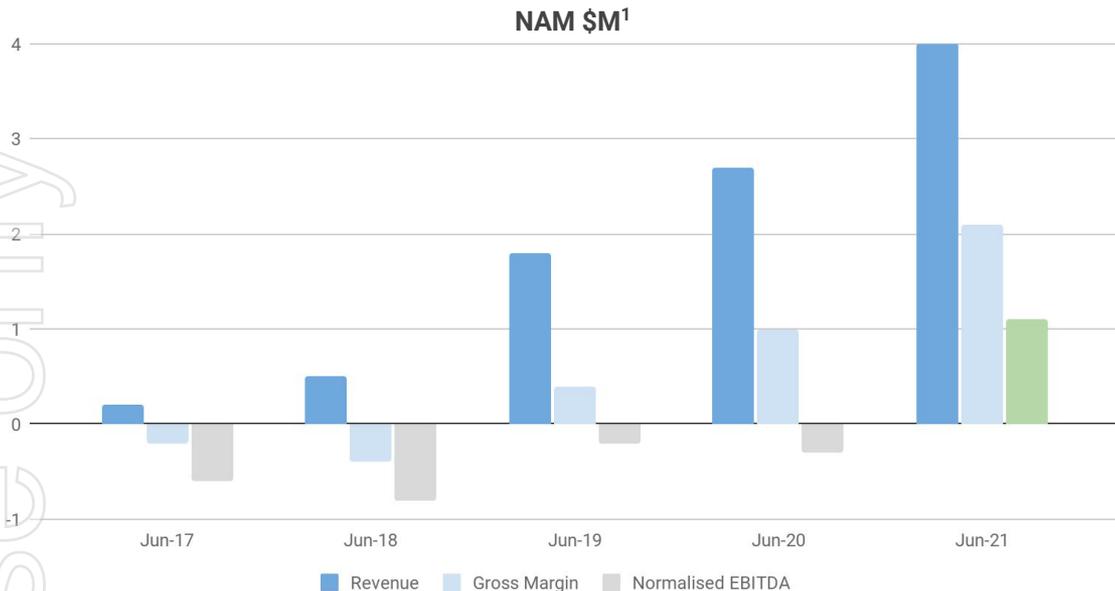
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2. Monthly Recurring Revenue (MRR) is revenue (excluding one-off and non-recurring revenue) for the month of June.

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



Margins¹

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

Margin Trends¹

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 |
| Total assets | 220,563 | 247,095 |
| Current liabilities | (33,495) | (24,033) |
| Non-current liabilities | (6,656) | (12,093) |
| Total liabilities | (40,151) | (36,126) |
| Equity | 180,412 | 210,969 |
| Cash position | 30 June 2021 \$'000 | 30 June 2020 \$'000 |
| Cash at end of the year | 136,316 | 166,877 |

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)

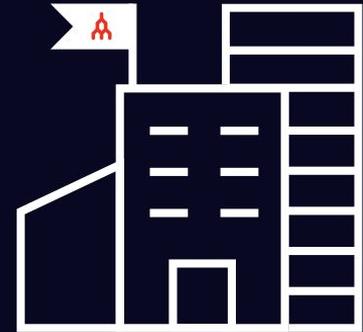
Note: FY20 results have been restated to recognise \$1.1m Software as a Service (SaaS) expense previously capitalised due to a change in accounting policy.

Cash at 30 June 2021

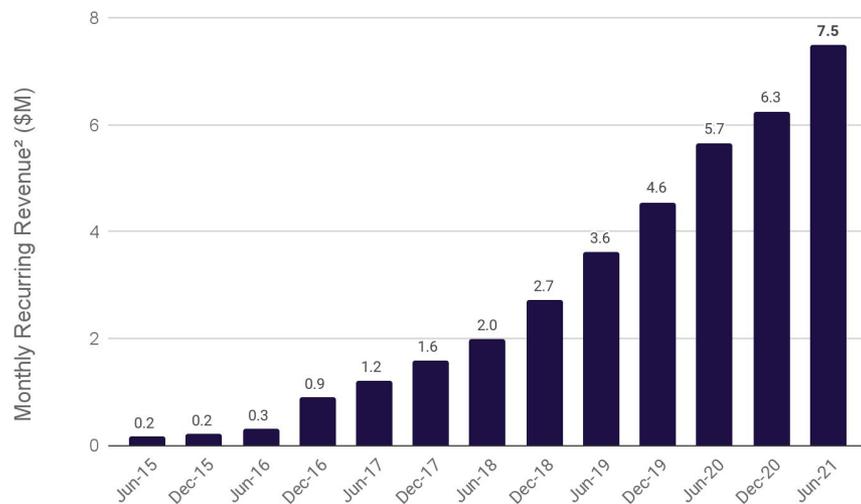
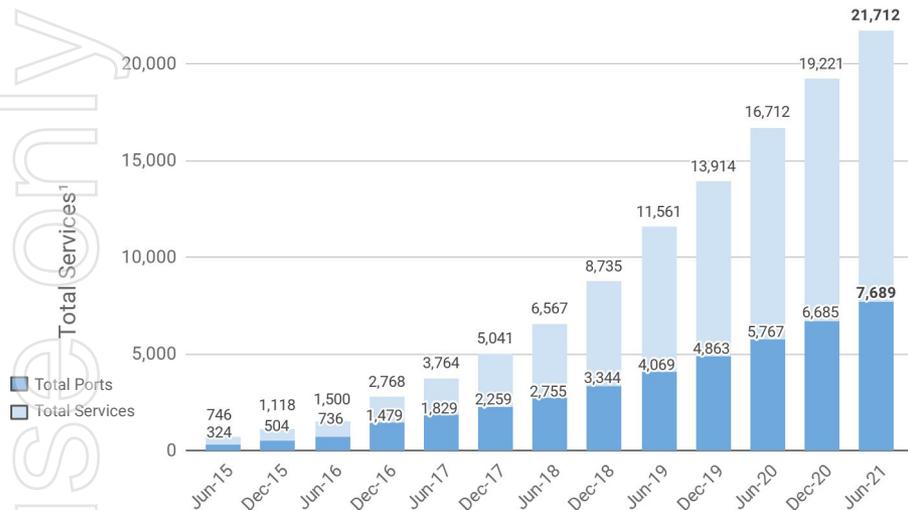
\$136.3M

Internal use only

Business Update

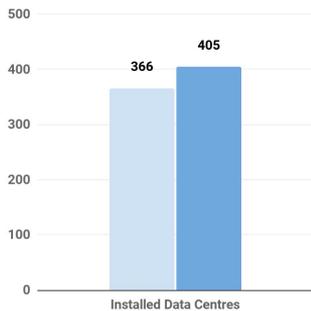


Growth in Ports, Services, and Revenue

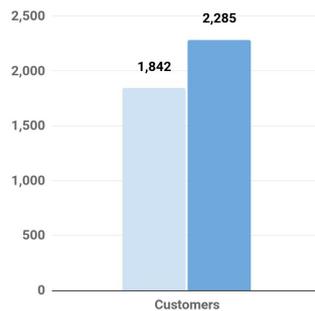


1. Total Services comprises of Ports, Virtual Cross Connections (VXCs), Megaport Cloud Router (MCR), Megaport Virtual Edge (MVE), and Internet Exchange (IX) at period end.
 2. Monthly Recurring Revenue (MRR) is revenue (excluding one-off and non-recurring revenue) for the last month of the period.

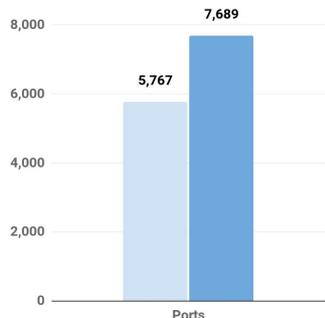
Growth FY21



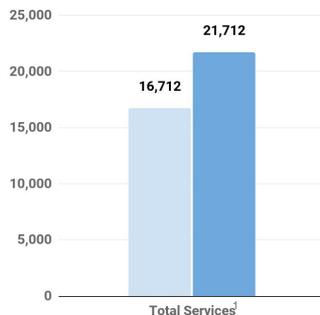
+11%



+24%



+33%



+30%

FY20
FY21

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%**

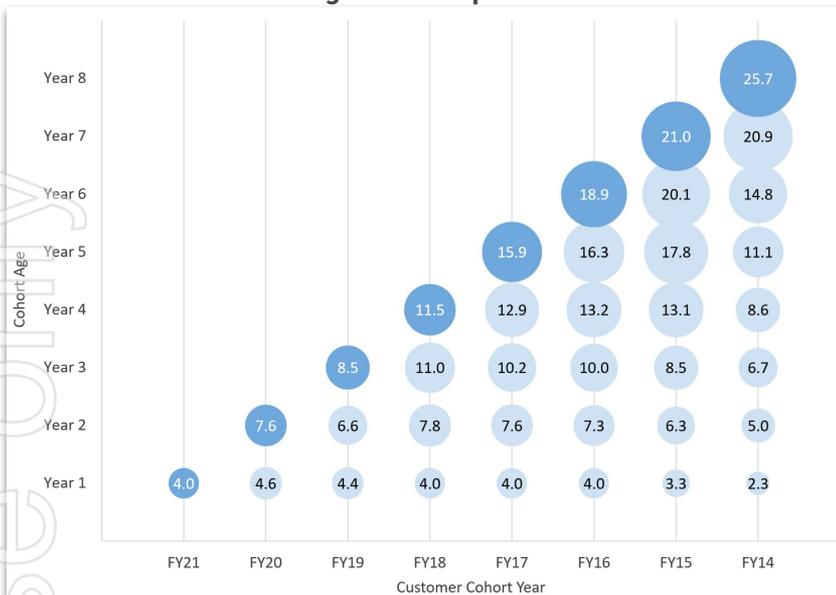


68% of Megaport connections terminate to public cloud providers

35% of Megaport customers are connecting to multicloud

Customer Cohort Trends

Average Services per Customer



CAGR¹ 66% 39% 42% 41% 36% 36% 41%

Average Monthly Revenue per Customer (\$)



CAGR¹ 62% 61% 48% 44% 48% 46% 36%

Average Services per Customer²

9.5

+5%

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

Average Revenue per Customer³

\$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 Customer¹

\$2.9k

Non MCR Customer

\$5.9k

MCR Customer

Avg Services per Customer²

8.8

Non MCR Customer

14.7

MCR Customer

Total MCRs

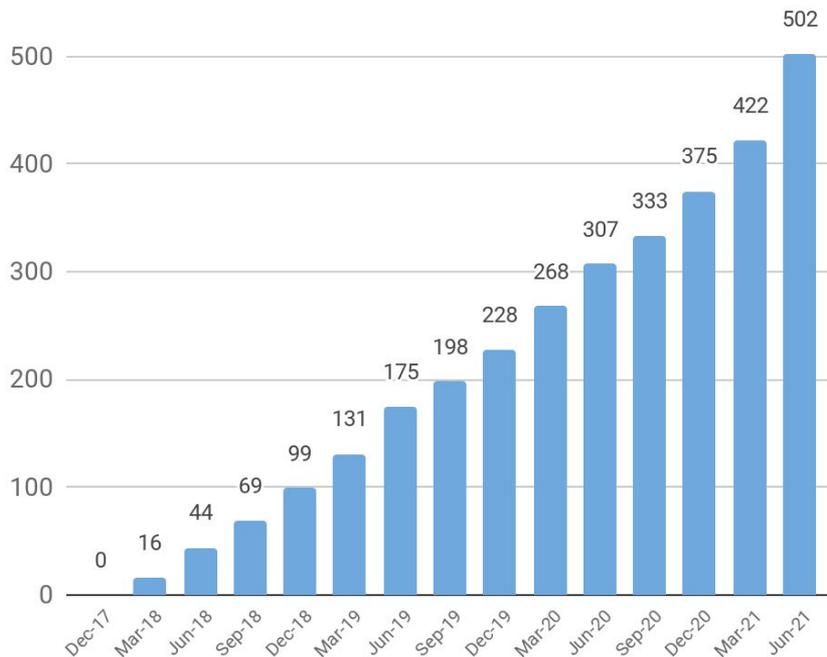
307

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 Customer¹

\$3.3k

Non MVE Customer

\$5.0k

MVE Customer

Avg Services per Customer²

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 share³

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+ branches¹; 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



Legend

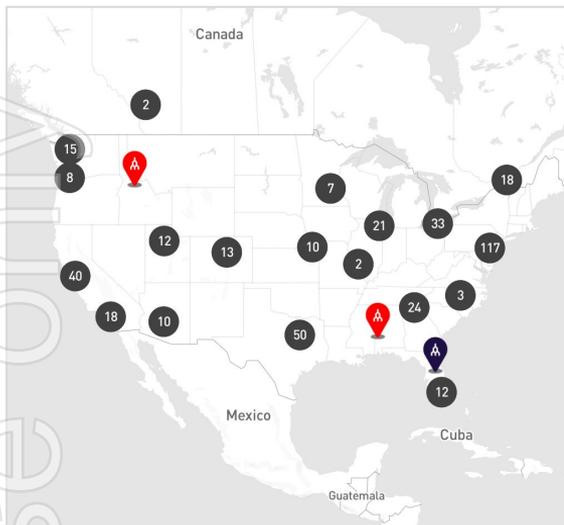
- MVE
- Port Connected to Private Cloud
- VXC
- 2 x VXCs to Cloud
- Cloud Region
- Branch Locations

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

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



Countries

2

YoY growth

Cities

86

8%

Installed

198

14%

Enabled

417

11%

EMEA



Countries

16

YoY growth

Cities

33

3%

Installed

102

-3%

Enabled

208

15%

Asia Pacific



Countries

5

YoY growth

Cities

17

6%

Installed

105

21%

Enabled

136

19%

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



PartnerVantage
P R E S T I G E



PartnerVantage
P R E F E R R E D

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



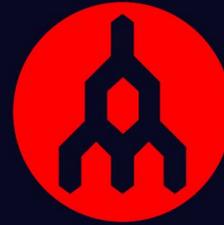
Marketing

Impactful Marketing

Highly targeted campaigns that can be adapted as needed and measured

INTERNAL USE ONLY

INNOVOEDGE®



Synergistic Acquisition

INNOVOEDGE

AI-powered multicloud and edge application and orchestration company

Neutral orchestration and visibility platform

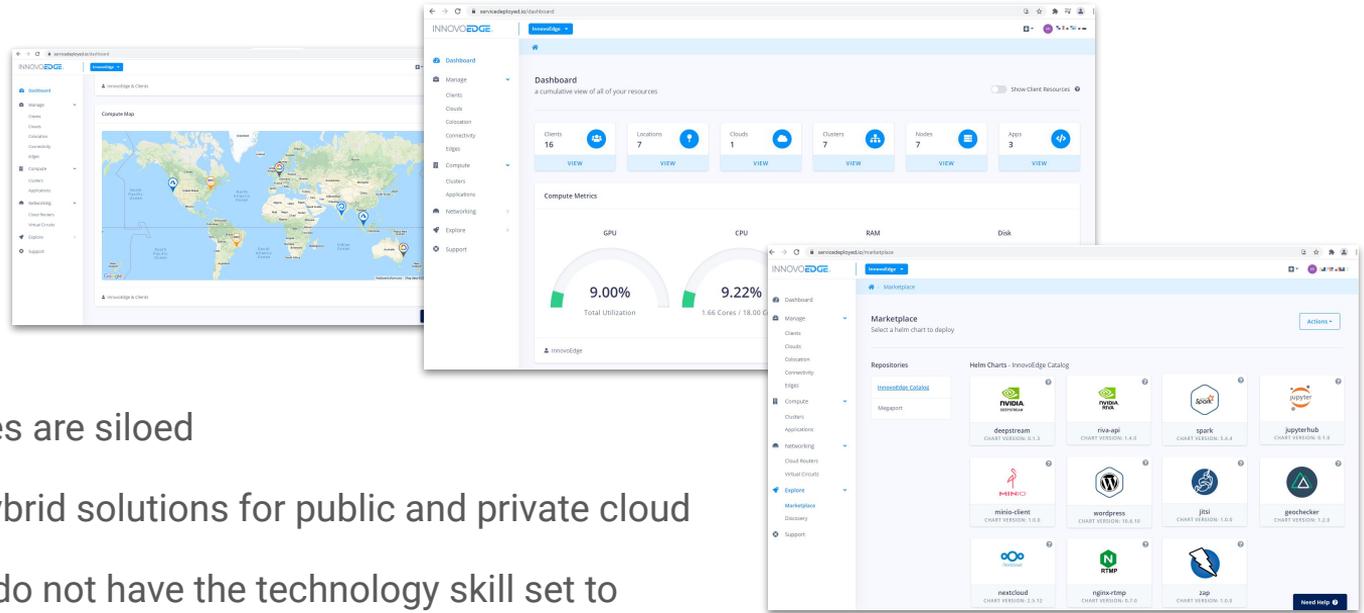
Discovery, and automated provisioning of high performance network connectivity, cloud, and edge Compute/GPU resources

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 platform. 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 with columns for Name, Provider, Region, Created, Status, and Actions. A detailed view for "aws-bra-cluster-1" is shown on the right, listing various provisioning steps such as "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", and "TLS_CONFIGURED", ending with a "READY" status.

Market Drivers



IaaS, PaaS, SaaS services are siloed

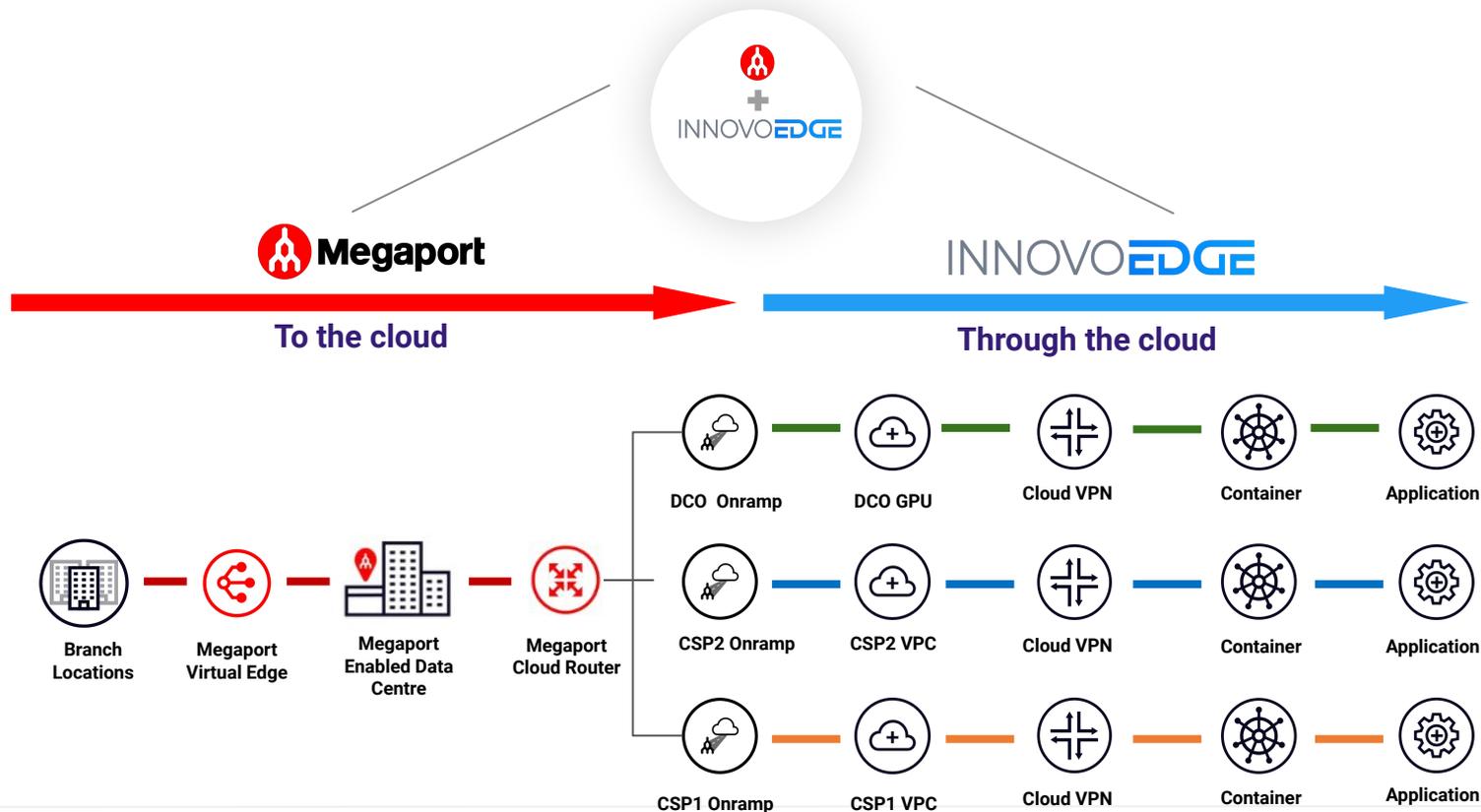
DCOs need cloud and hybrid solutions for public and private cloud

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



Internal use only

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

Internal use only

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

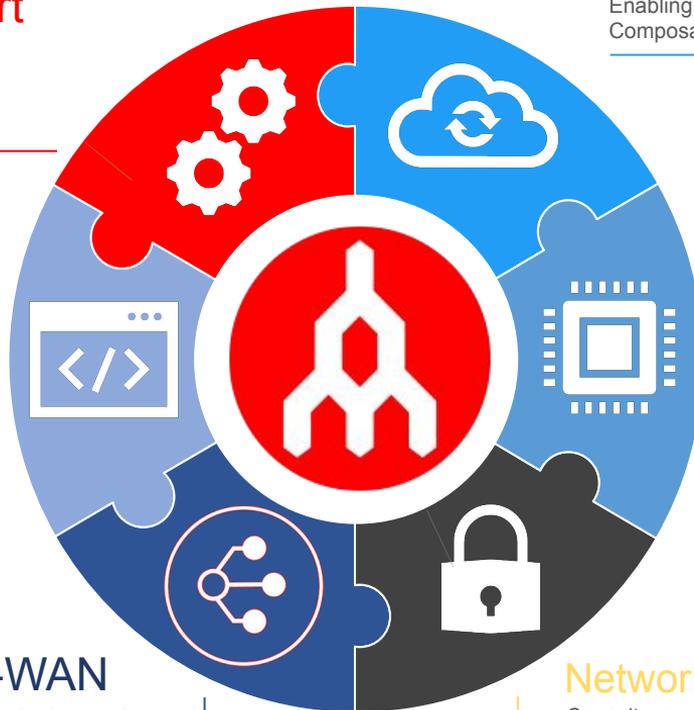
NVIDIA GPU Acceleration
AI / ML Workloads
DPU Networking
Enhanced analytics

SD-WAN

MVE vendor integrations
SASE, ZTNA

Network Detection and Response

Capacity monitoring, trend detection,
long-term planning



Internal use only

Acquisition Details

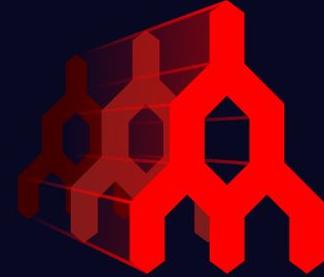
Under the Stock Purchase Agreement, Megaport agreed to pay up to USD \$15M comprising USD \$7.5M in cash consideration and up to USD \$7.5M in Megaport shares*. The equity consideration will be issued in three tranches over a period of three years following completion – with each tranche subject to the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

InnovoEdge 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

Nothing in this presentation should be construed as either an offer to sell or a solicitation of an offer to buy or sell Megaport securities in any jurisdiction. No representation or warranty, expressed or implied, is made as to the accuracy, completeness or thoroughness of the information, whether as to the past or future. Recipients of the document must make their own independent investigations, consideration and evaluation. The information contained in this presentation is subject to change without notification.

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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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