

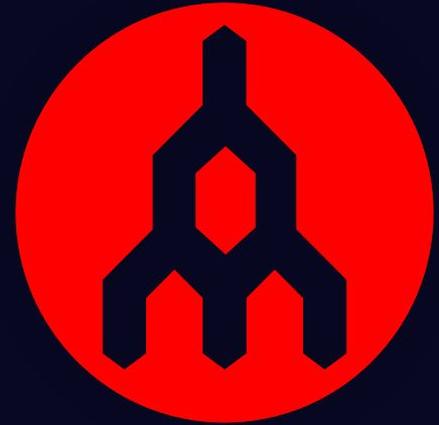
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Global Update

4QFY22

20 July 2022

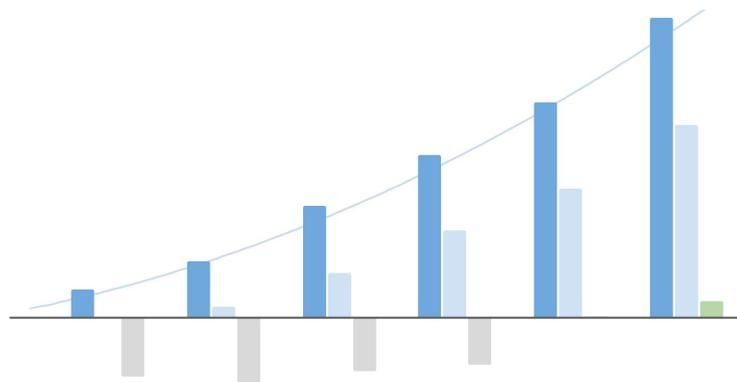


Company Highlights 4QFY22

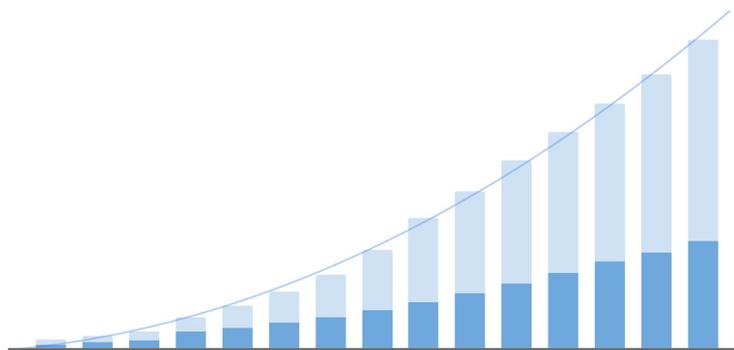


Q4 Highlights

EBITDA positive



Record MRR growth

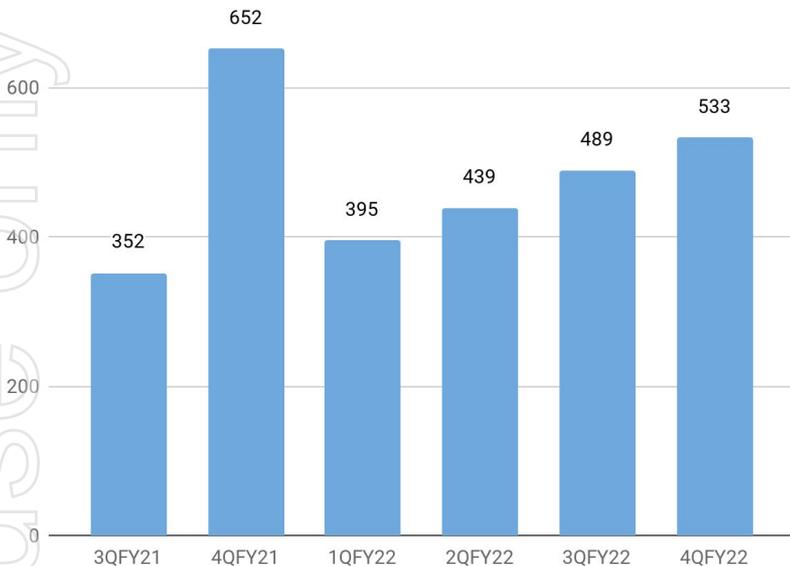


Growth across all metrics

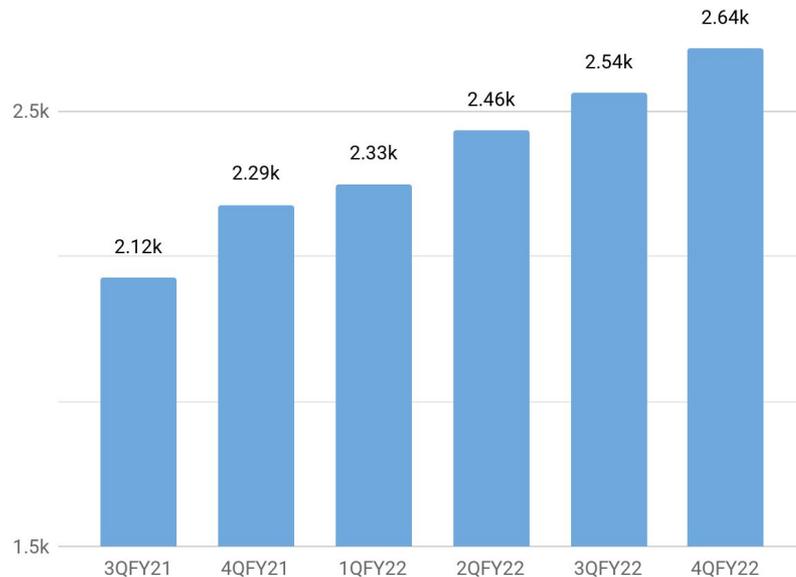
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Key Performance Indicators

Net New Ports

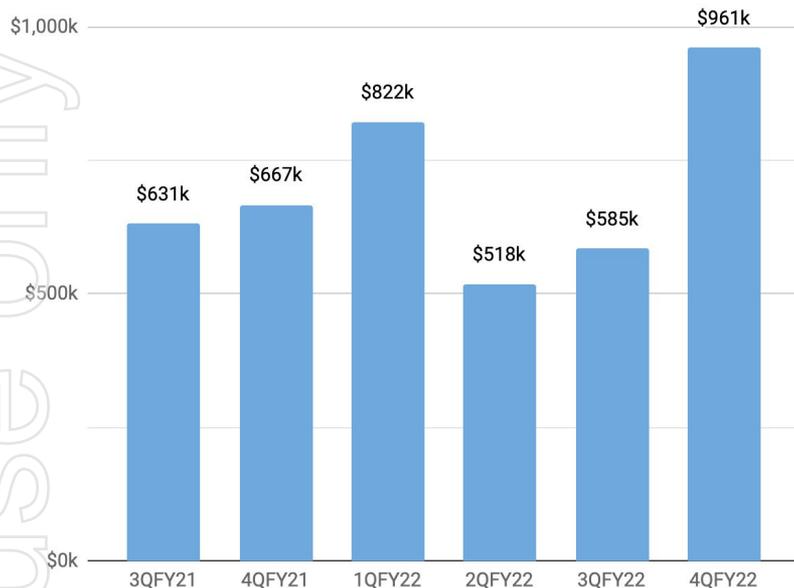


Total Customers

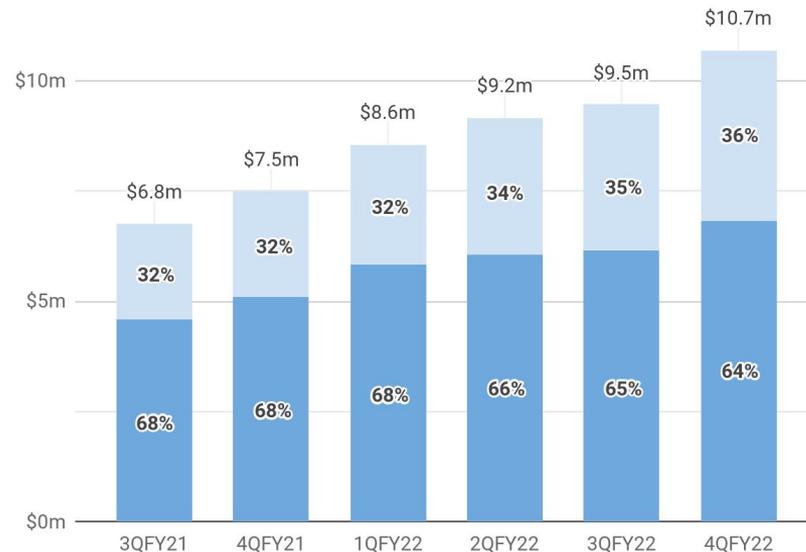


Key Performance Indicators

Underlying MRR Growth*



MRR by Channel



*Underlying Growth in MRR is the QoQ growth in MRR excluding the estimated impact of FX movements

Monthly Recurring Revenue Performance 4QFY22



North America
4QFY22

\$5.7M

↑ \$0.7M | 15%

3QFY22: \$5.0M



Asia Pacific
4QFY22

\$3.3M

↑ \$0.4M | 12%

3QFY22: \$2.9M



Europe
4QFY22

\$1.7M

↑ \$0.2M | 9%

3QFY22: \$1.5M



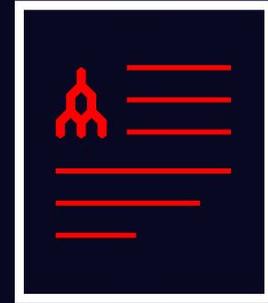
Global
4QFY22

\$10.7M

↑ \$1.2M | 13%

3QFY22: \$9.5M

Financial Performance 4QFY22



Unaudited Financial Results

Consolidated Profit & Loss \$'M	Q422 \$'M	QoQ %	YTD22 \$'M	YoY %
Revenue	30.6	10%	109.7	40%
Direct network costs	7.6	(3%)	29.7	(8%)
Partner commissions	3.1	-	11.7	(36%)
Profit after direct costs and partner commissions	19.9	14%	68.3	62%
Employee expenses	13.6	14%	57.8	(40%)
Professional fees	1.4	(8%)	5.9	(28%)
Marketing expenses	0.6	33%	2.5	(67%)
Travel expenses	1.0	(25%)	2.4	(1,100%)
IT Costs	0.8	11%	3.4	(48%)
Other operating expenses	1.5	-	6.5	(20%)
Normalised EBITDA¹	1.0	126%	(10.2)	23%

Financial Results

For the quarter and year ended 30 June 2022

Revenue \$30.6M up \$2.7M, 10% from Q3.

Profit after direct costs and partner commissions of \$19.9M improved by \$2.5M driven by revenue growth coupled with controlled costs.

Profit after direct costs and partner commissions margin of 65% improvement from 62% in Q3.

Normalised EBITDA¹ of \$1.0M, 3% of revenue (Q3FY22: Normalised EBITDA loss of 3.8M, 14% of revenue).

¹ Normalised Earnings Before Interest Tax Depreciation and Amortisation (Normalised EBITDA) represents operating results excluding equity-settled employee related costs, foreign exchange gains and losses on disposal of property, plant and equipment, and certain non-recurring non-operational expenses.

Unaudited Financial Results

Consolidated Cash Flow \$'M	Q422 \$'M	QoQ %	YTD22 \$'M	YoY %
Normalised EBITDA¹	1.0	126%	(10.2)	23%
Working Capital	0.6	124%	(6.2)	(1,340%)
Cash flow from Operating Activities	1.6	125%	(16.4)	(28%)
Acquisition of Subsidiaries	-	-	(10.4)	(100%)
Capital expenditure, incl IP	(9.5)	(6%)	(39.8)	(70%)
Cash flow from Investing Activities	(9.5)	(6%)	(50.2)	(115%)
Cash flow from issue of equity	-	-	5.1	(54%)
Cash flow from borrowings, (net)	0.7	40%	7.3	911%
Cash flow from Financing Activities	0.7	40%	12.4	20%
Effect of FX movements	0.9	190%	0.4	109%
Net Cash Flow	(6.3)	60%	(53.8)	(76%)
Opening Cash Balance	88.8		136.3	
Closing cash Balance	82.5		82.5	

Financial Results

For the quarter and year ended 30 June 2022

Positive EBITDA for Quarter

Positive cash flow from operating activities, with few annual outflows in Q4.

FY Capex of \$38.9m includes temporary acceleration of WIP of ~\$10m chip supply chain mitigation.

Total cash used in quarter \$6.3m improved by \$9.5m.

\$82.5m on hand gives runway to cash generation; (FCF positive).

Revolving credit facility being finalised of circa \$20m, giving cash and credit available **>\$100M.**

1. Normalised Earnings Before Interest Tax Depreciation and Amortisation (Normalised EBITDA) represents operating results excluding equity-settled employee related costs, foreign exchange gains and losses on disposal of property, plant and equipment, and certain non-recurring non-operational expenses.

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This presentation has been authorised by the Board of Megaport.

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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 2022 can be found on our website at <https://www.megaport.com/investor/business-overview/>.

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Full Year Results and Investor Briefing:

- 9 August 2022

