



Investor Presentation

FEBRUARY 2021

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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 31-Dec-20 can be found on our website at <https://www.megaport.com/investor/business-overview/>.

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INVESTOR PRESENTATION

About Megaport

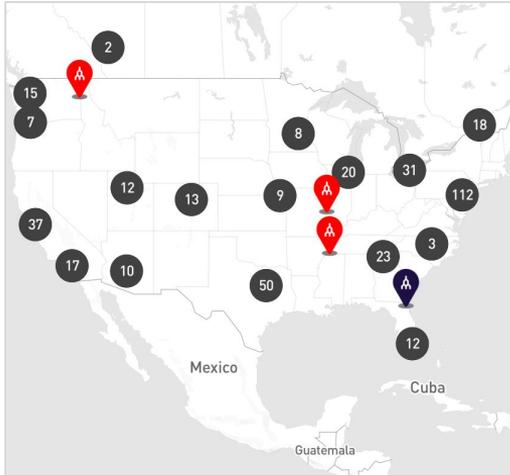


The Leader in Network as a Service (NaaS)

	Megaport's Connectivity Model	Traditional Connectivity
Pricing	Pay for what you use, no setup fees	Expensive locked-in pricing model, expensive setup costs
Speed	Real-time provisioning (59 seconds)	Long setup times (one week – several months)
Capacity	Elastic, right-sized capacity	Fixed capacity
Terms	Flexible terms, month to month contract	Locked-in long term contracts
Providers	Neutral, one-stop shop featuring all service providers	Limited service providers
Ease of Use	Intuitive portal to manage network	Multiple emails, calls to vendors, and contracts

Growing Global Network

North America



Countries	Cities	Installed ¹	Enabled ²
2	82	184	390

EMEA



Countries	Cities	Installed ¹	Enabled ²
16	32	105	202

Asia Pacific



Countries	Cities	Installed ¹	Enabled ²
5	16	97	124

Group

Countries	23
Cities	130
Installed ¹	386
Enabled ²	716

Megaport Enabled and In-Built Data Centres Two or more Megaport Enabled and In-Built Data Centres

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.

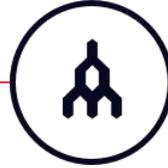
Connecting the Ecosystem



2,043 Customers



102 Unique Data Centre Operators



Megaport's Unique Value Proposition



365+ Service Providers

Canon

BHP

The Washington Post

accenture

suez

AutoNation

Pulsant
Business Unlimited

NEC

tierpoint

SUNGARD
AVAILABILITY SERVICES™

RagingWire
DATA CENTERS
An NTT Communications Company

DIGITAL REALTY



Scalable and on demand



Multicloud connectivity



Private and Secure



Flexible Terms

aws

Microsoft
Azure



Google Cloud

ORACLE
Cloud

SAP

NUTANIX

IBM Cloud

salesforce

Alibaba Cloud

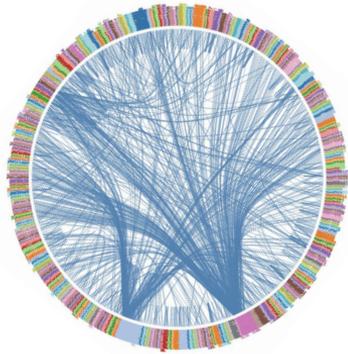
rackspace
technology

CLOUDFLARE

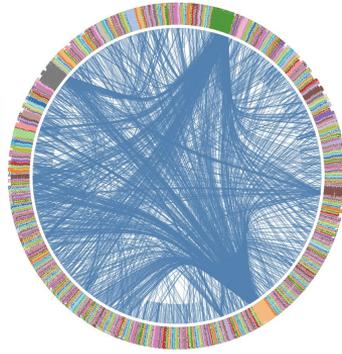
OVHcloud

The Network Effect

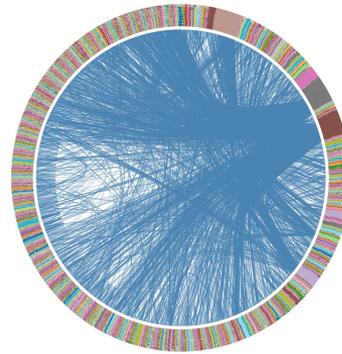
MegaPort Service Connections



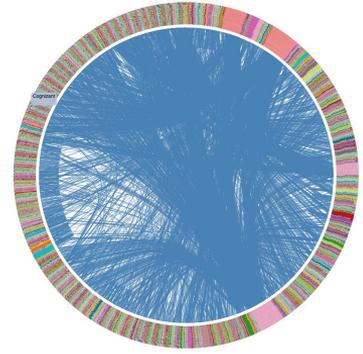
31 Dec 2017



31 Dec 2018

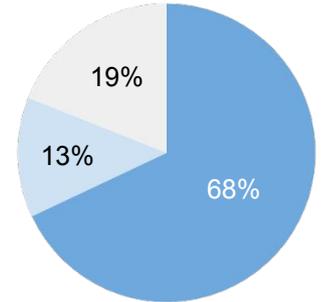
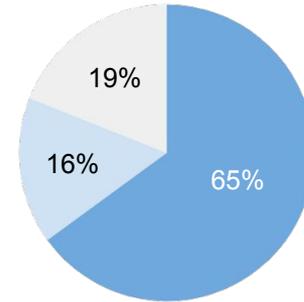
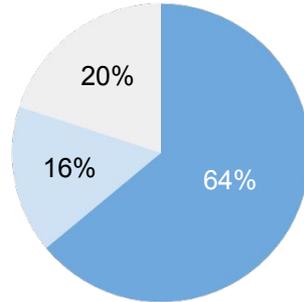
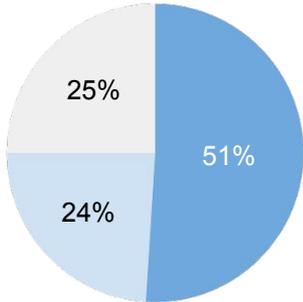
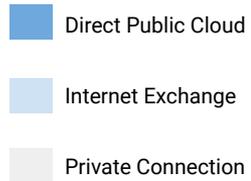


31 Dec 2019



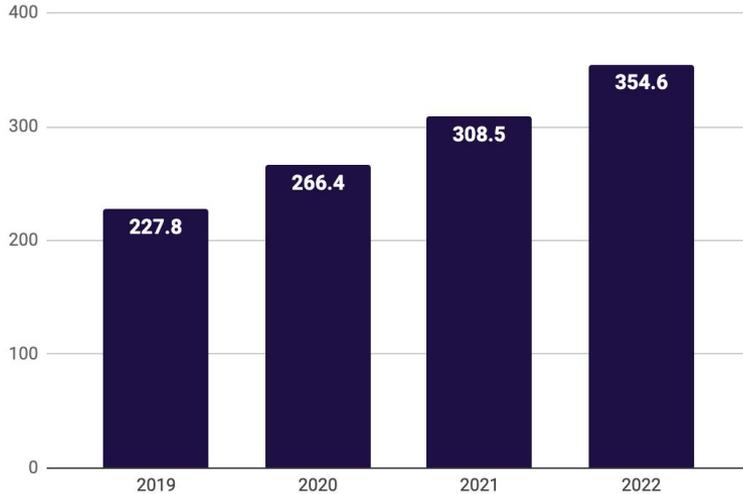
31 Dec 2020

Service Connection Types



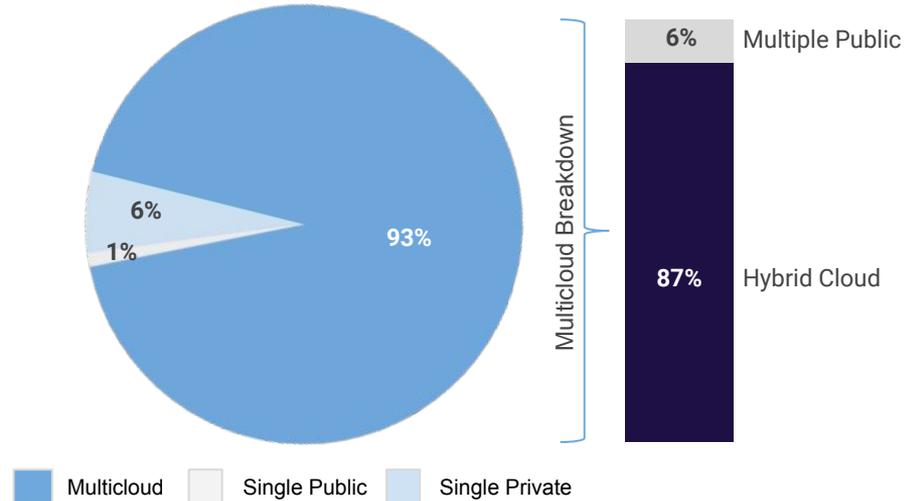
Industry Growth Trends

Enterprise Cloud Service Spend (US\$B)



Total of: BPaaS, PaaS, SaaS, Cloud Management & Security Services, Source: Gartner, 2019

Enterprise Cloud Strategy
1000+ Employees



Source: Flexera 2020 State of the Cloud Report



Number of Megaport customers connecting to multiple clouds up 7.5 times over 3 years

Selection of Major Customers



102 Unique Data Centre Operator Partners



Note: List of DCO partners as at 30 June 2020

INVESTOR PRESENTATION

Business Update



Highlights 1HFY21



+11%

Monthly Recurring Revenue ¹

\$5.7M

30 JUNE 2020

\$6.3M

31 DEC 2020



+11%

Annualised Revenue ²

\$67.8M

30 JUNE 2020

\$75.0M

31 DEC 2020



+11%

Total Number of Customers

1,842

30 JUNE 2020

2,043

31 DEC 2020



+16%

Total Number of Ports

5,767

30 JUNE 2020

6,691

31 DEC 2020



+15%

Total Number of Services ³

16,712

30 JUNE 2020

19,278

31 DEC 2020



+5%

Total Installed Data Centres ⁴

366

30 JUNE 2020

386

31 DEC 2020

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

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

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

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

Highlights 1HFY21



Leading Cloud Partners

NEW 1HFY21



+12%

Cloud Onramps

23	220
NEW	TOTAL



+10%

Cloud Regions

11	120
NEW	TOTAL



+7%

Total Enabled Data Centres ¹

47	716
NEW	TOTAL

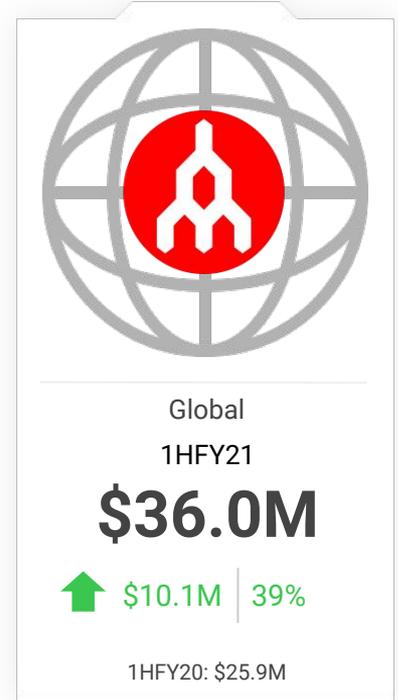
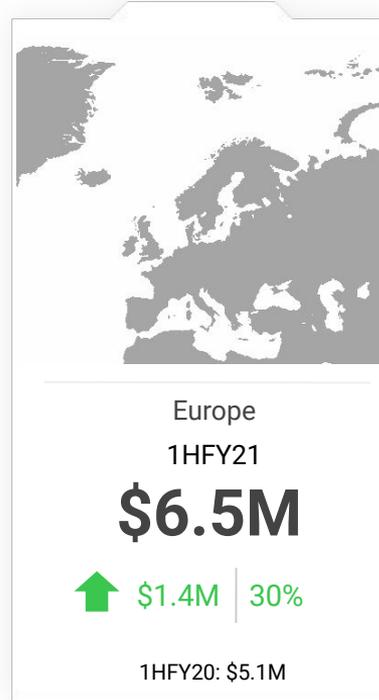


Megaport Marketplace

365+

1. 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 1HFY21



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

Megaport Cloud Enablement

220 Onramps

1HFY21 +23 +12%

	Total Onramps
AWS	46
Microsoft Azure	45
Google Cloud	34
Oracle Cloud	22
IBM Cloud	16
Cloudflare	14
Rackspace	11
Salesforce	10
Alibaba Cloud	8
Nutanix	6
SAP	5
OVHcloud	3

Available Cloud Regions



- Asia Pacific (Sydney)
- Asia Pacific (Hong Kong)
- Asia Pacific (Singapore)
- Asia Pacific (Tokyo)
- Asia Pacific (Osaka)
- EU (London)
- EU (Ireland)
- EU (Frankfurt)
- EU (Paris)
- EU (Stockholm)
- AWS GovCloud (West)
- US East (Ohio)
- US East (N. Virginia)
- US West (N. California)
- US West (Oregon)
- Canada (Central)



Microsoft Azure

- Australia East
- Australia South East
- East Asia
- Southeast Asia
- Japan East
- Japan West
- UK South
- France South
- Germany North
- Germany Central
- West Europe (Amsterdam)
- North Europe (Ireland)
- Switzerland North
- Switzerland West
- Norway East
- Norway West



- Asia Northeast1 (Japan)
- Asia Northeast2 (Osaka)
- Asia Southeast1 (Singapore)
- Australia South East1 (Sydney)
- Asia East1 (Taiwan)
- Europe West1 (Belgium)
- Europe West2 (UK)
- Europe West3 (Germany)
- Europe West4 (Netherlands)
- Europe West6 (Zurich)
- North America-Northeast1 (Montréal)
- US Central1 (Iowa)
- US East1 (South Carolina)
- US East4 (Virginia)
- US West1 (Oregon)
- US West2 (Los Angeles)



- APAC Sydney
- APAC Melbourne
- Japan East (Tokyo)
- Japan West (Osaka)
- EMEA Frankfurt
- UK South (Slough)
- UK Gov (London)
- Switzerland North (Zurich)
- US Ashburn
- US Chicago
- US West Phoenix
- US West San Jose
- US Gov DC
- US Gov PHX
- Canada (Toronto)
- Canada (Montreal)



- Asia Pacific SE1 (Singapore)
- Asia Pacific SE2 (Sydney)
- CN-Hong Kong
- US West 1 (Silicon Valley)
- US East 1 (Virginia)



- Amsterdam
- Chicago
- Dallas
- Frankfurt
- Hong Kong
- London
- Miami
- New York
- San Jose
- Seattle
- Singapore
- Sydney
- Tokyo
- Toronto
- Washington DC



- APAC South (Sydney)
- APAC North (Tokyo)
- EU (London)
- EU (Germany)
- US East (DC)
- US South (Dallas)



- San Francisco
- Santa Clara
- Ashburn



- Frankfurt
- London
- Paris



- Washington DC
- Dallas
- Chicago
- Hong Kong
- London
- Frankfurt
- Sydney



- US East
- US West
- EU Central
- London UK
- Tokyo



- Australia (Sydney)
- Europe (Frankfurt)
- US East (Ashburn)
- US East (Sterling)
- US West (Chandler)

120 Regions

1HFY21 +11 +10%

Customer Cohort Trends

Average Services per Customer



CAGR¹

44%	43%	42%	48%	66%	50%
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Average Services per Customer²

9.1	+17%
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Customer spend increases over time as a result of service uptake and adoption

Average Monthly Revenue per Customer (\$)



CAGR¹

39%	54%	60%	53%	70%	119%
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Average Revenue per Customer³

\$3,068	+27%
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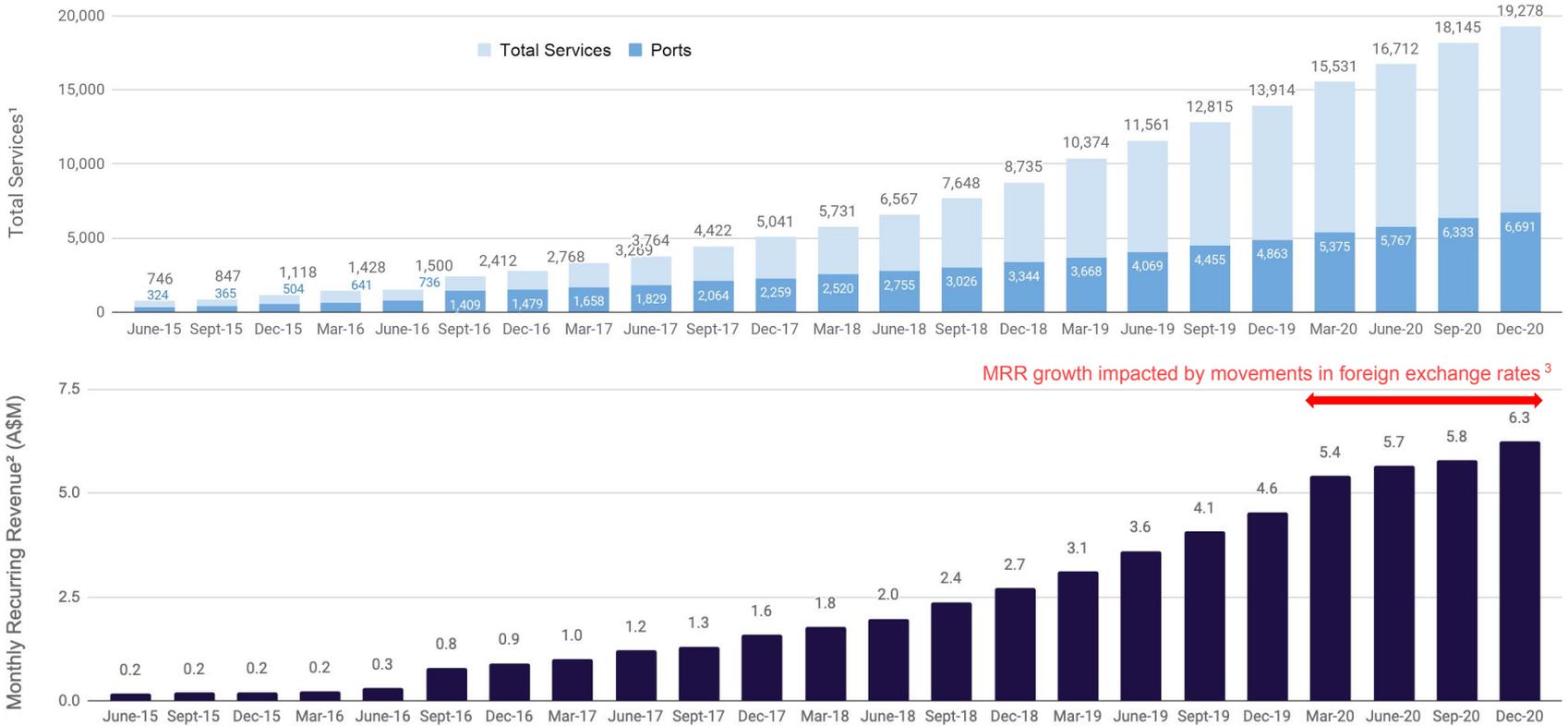
Note: Yearly cohorts are customers acquired in a given reporting year

1. Compound average growth rate for each customer cohort is calculated for the period from end of Year 1 to 30 June 2020.

2. At 30 June 2020; percentage represents growth compared to 12 months earlier

3. Represents June 2020 MRR divided by total customers at 30 June 2020; percentage represents movement compared to 12 months earlier

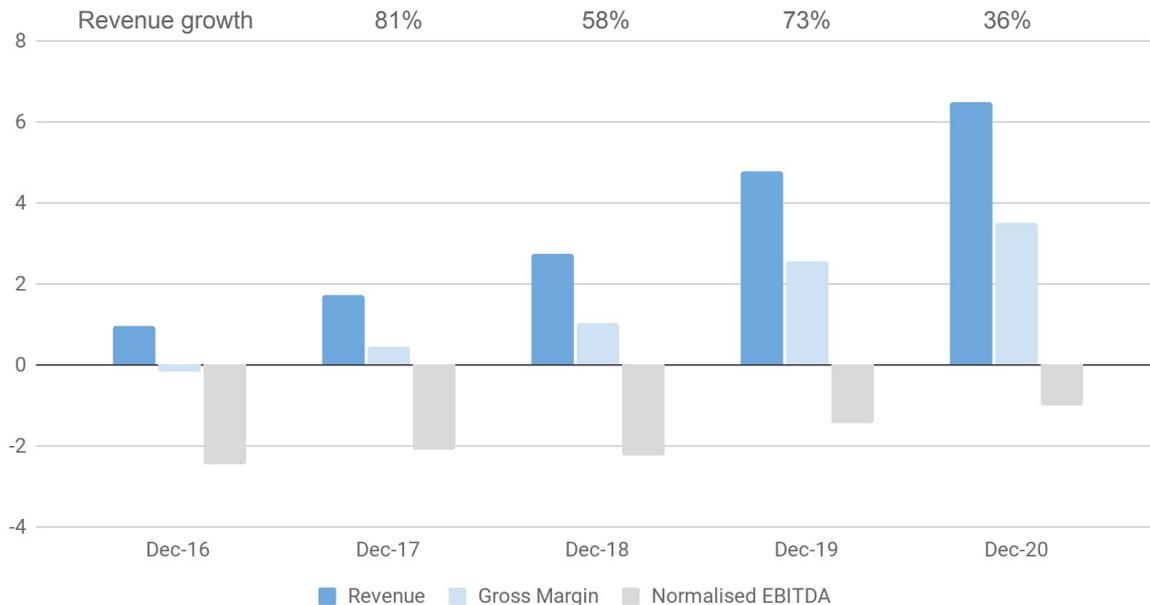
Growth in Ports, Services, and Revenue



1. Total Services comprises of Ports, Virtual Cross Connections (VXCs), Megaport Cloud Router (MCR), 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.
 3. Refer to Appendix for details of MRR growth in local currency.

Operating Leverage (month of December¹)

Group (A\$ million)



Margins

	Dec-16	Dec-17	Dec-18	Dec-19	Dec-20
Profit after Direct Network Cost Margin %	(16%)	26%	37%	53%	54%
Group EBITDA Margin %	n.m.	(120%)	(80%)	(30%)	(15%)

Group EBITDA loss narrowed in Dec-20 as all regions were EBITDA positive in 2QFY21

Margin Trends ¹

Group Profit after direct network cost ² margin has continued to expand as MRR growth has outstripped growth in direct network costs

Group EBITDA margin has significantly improved as all regions were EBITDA positive in 2QFY21

¹ All figures are for the month of December

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.

INVESTOR PRESENTATION

Innovation



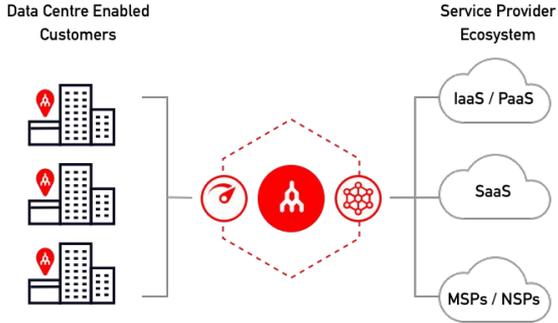
Platform Evolution

2014

2018

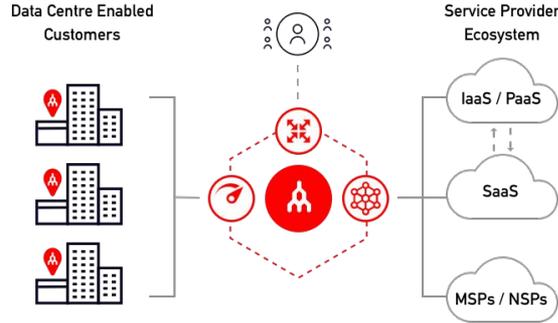
2020

Elastic Interconnection



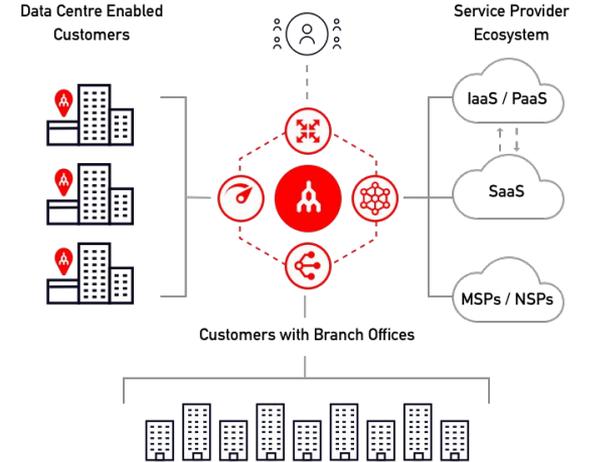
Network as a Service

Born in the Cloud Customers



Megaport Connected Edge

Born in the Cloud Customers

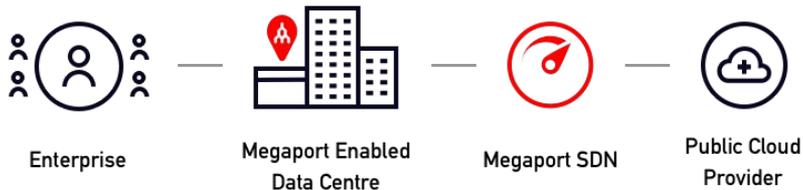


-  Megaport Software Defined Network
-  Port
-  Marketplace
-  Megaport Cloud Router
-  Megaport Virtual Edge*
- Cloud to Cloud Connection

IaaS = Infrastructure as a Service, PaaS = Platform as a Service, SaaS = Software as a Service, MSP = Managed Service Provider, NSP = Network Service Provider
 *MVE is under development with anticipated launch in 2QFY21

Megaport Connected Edge Model

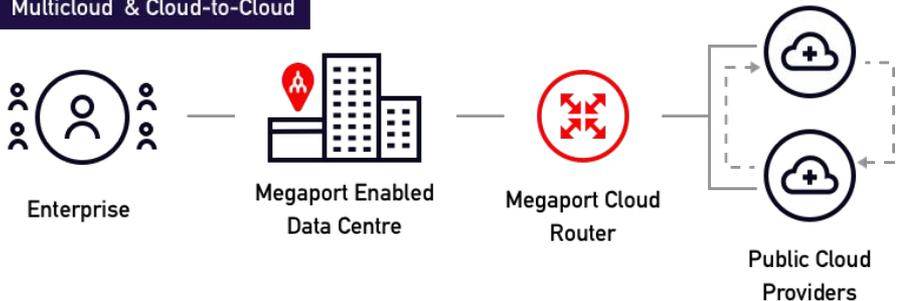
Cloud Connect



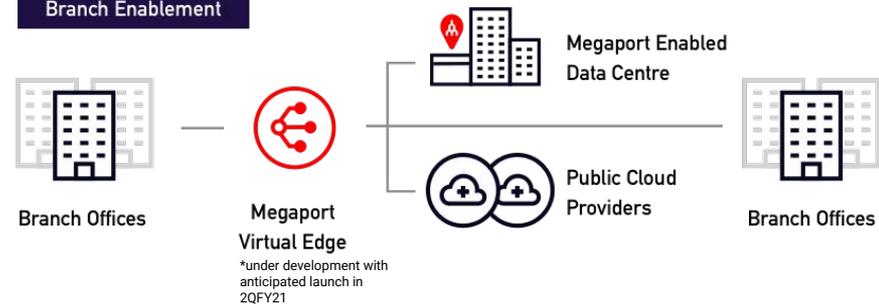
Data Centre to Data Centre



Multicloud & Cloud-to-Cloud

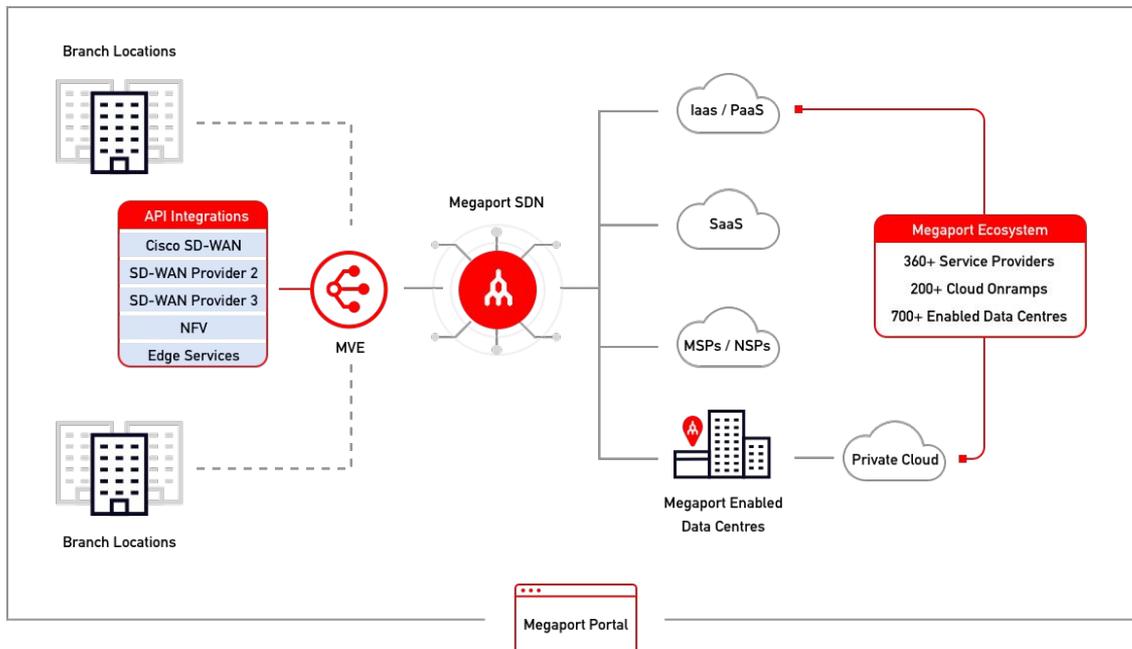


Branch Enablement



Megaport Virtual Edge Overview

 MVE* will integrate Megaport's platform with various networking technologies including SD-WAN



- Extends reach of Megaport platform
- Cisco SD-WAN first MVE use case
- Enables branch office connections
- API for future technology support
- Extends enterprise network edge
- Activate on demand network devices
- End-to-end provisioning



Megaport Virtual Edge (MVE)

MVE Platform Status:

- MVE deployed to 11 major metros, with 10 additional metros to be added in H2 FY21
- MVE platform availability on target: **March 31**
- VMWare Velocloud SD-WAN integration underway
- Technology Partner pipeline: **50% of SD-WAN market share** (source: IHS Markit)

Cisco SD-WAN Integration and Service Offering

- Customer trials underway
- Integrated Cisco Viptela service offering availability: **4QFY21**
- Product launch will be featured at *Cisco Live! 2021*, Cisco's premiere global conference (30 March to 1 April 2021)



“This collaboration extends Cisco’s SD-WAN leadership, by offering an ecosystem platform for partners, of which Megaport is the first, to bridge Cisco SD-WAN fabric with the carrier-neutral and software-defined cloud interconnect fabrics.”

Raj Gulani, Senior Director,
Product Management
Cisco SD-WAN and Cloud
Networking

Thank you

ASX: MP1

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