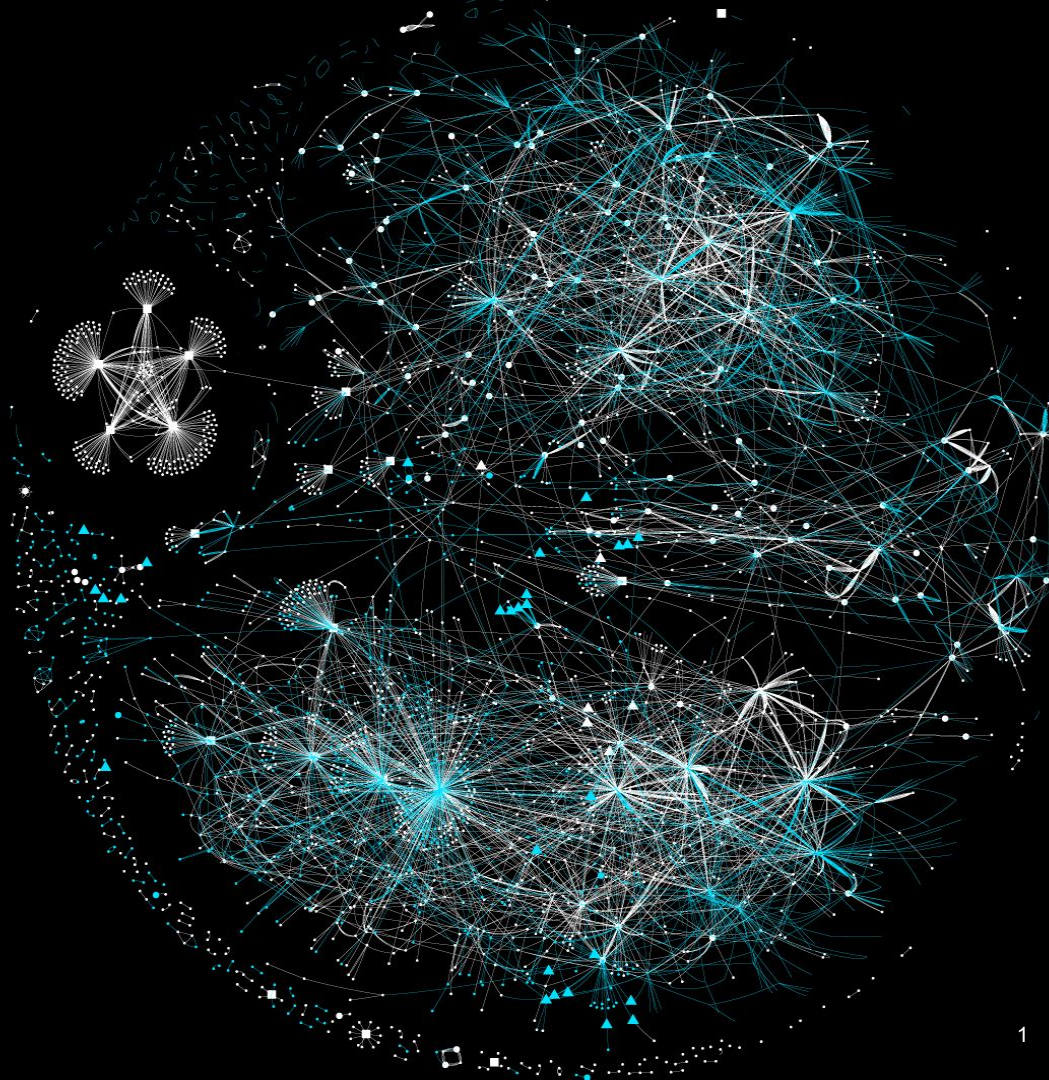


Investor Presentation

AUGUST 2020



Megaport Limited | ACN 607 301 959 | ASX: MP1



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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/>

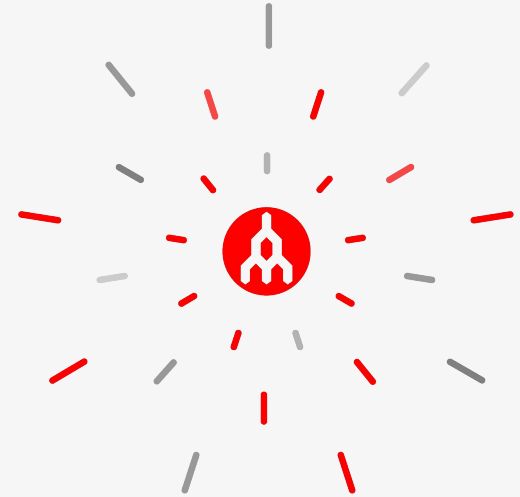
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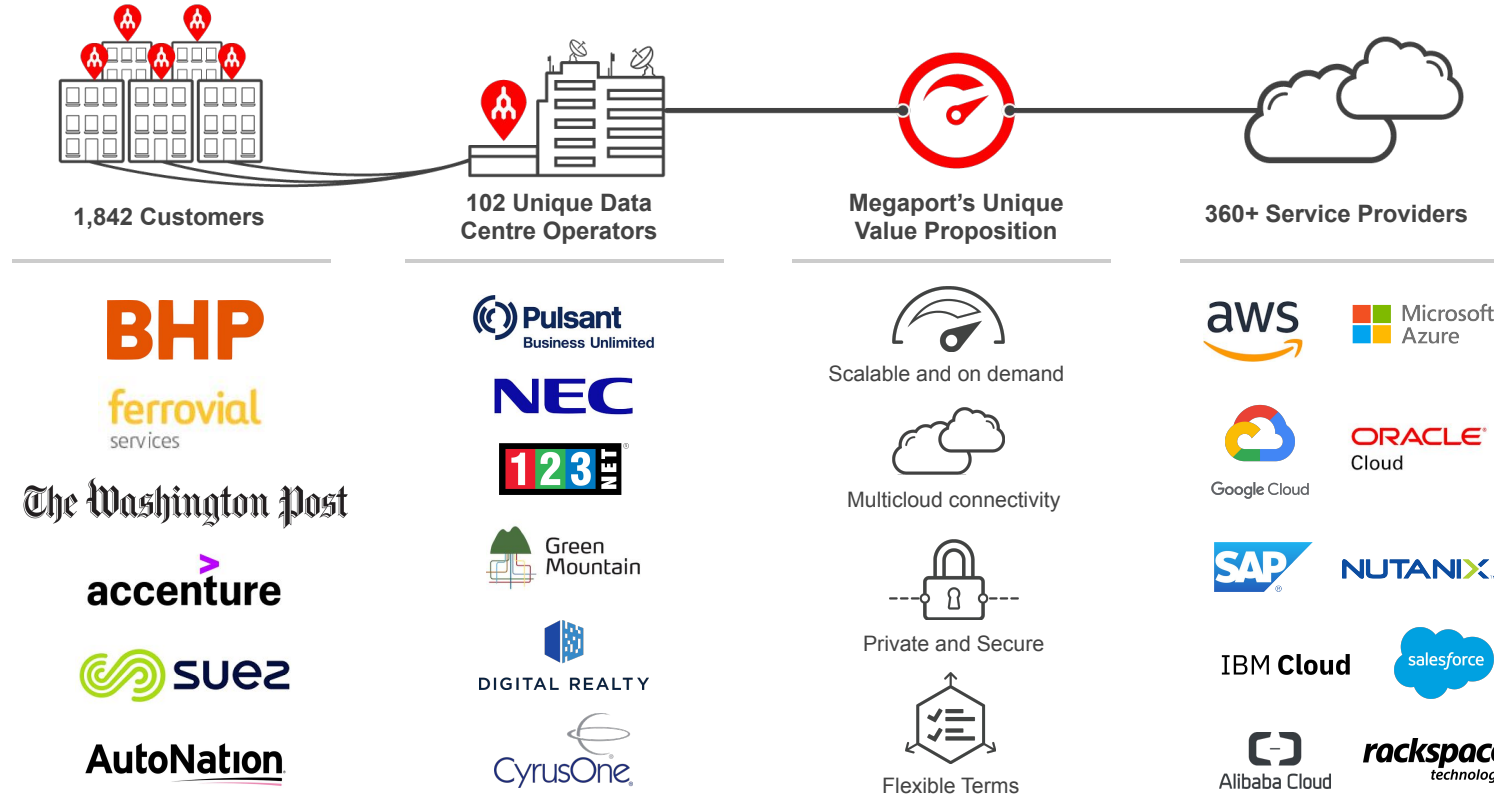
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INVESTOR PRESENTATION

About Megaport

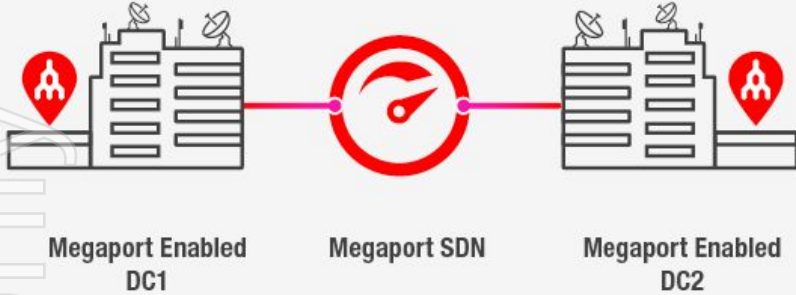


Connecting the Ecosystem

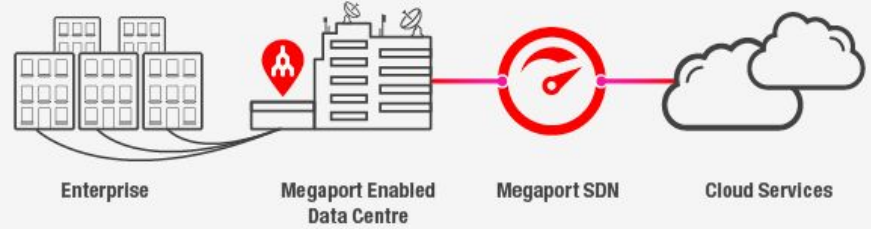


Connectivity Model

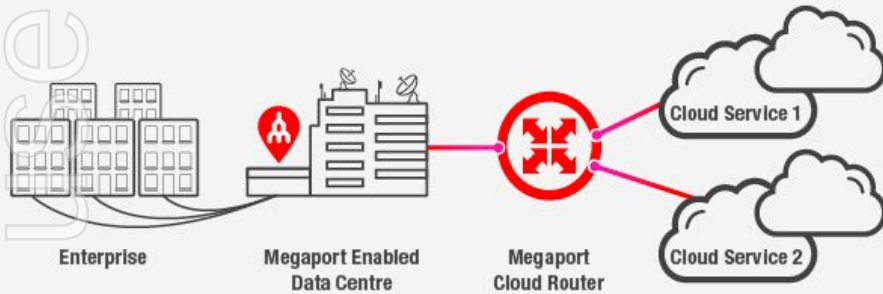
DC to DC Connectivity



Cloud Connectivity



Multicloud Connectivity



Layer 3 Cloud-to-Cloud Connectivity



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 Ecosystem



North America



Countries	Cities	Installed	Enabled
2	80	174	374

EMEA



Countries	Cities	Installed	Enabled
16	32	105	181

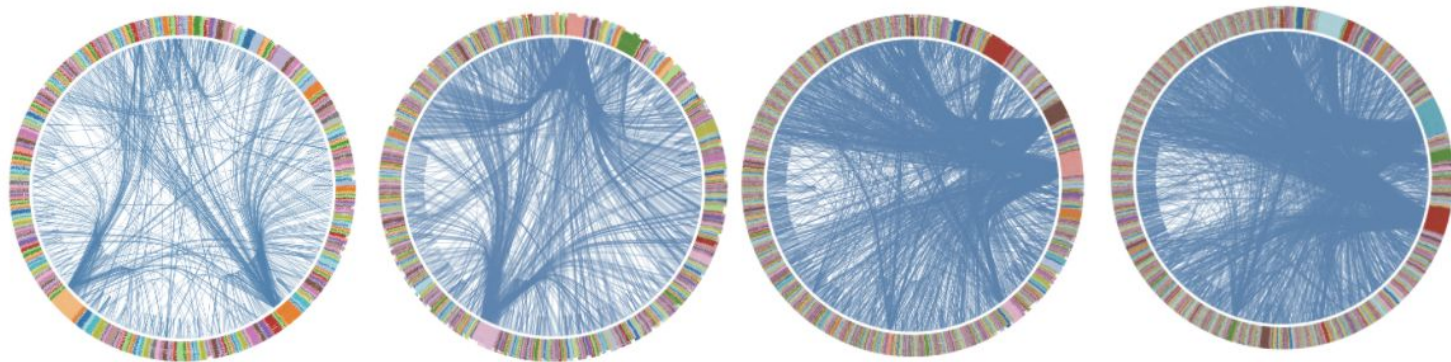
Asia Pacific



Countries	Cities	Installed	Enabled
5	16	87	114

The Network Effect

Megaport Service Connections



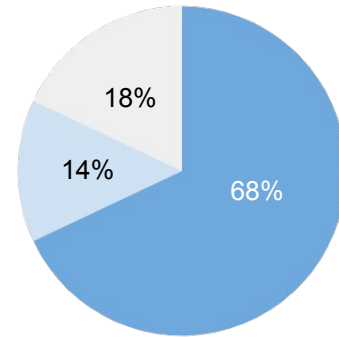
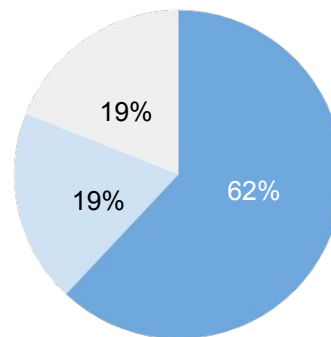
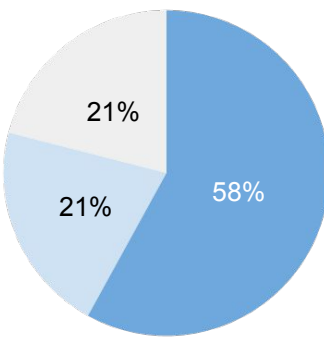
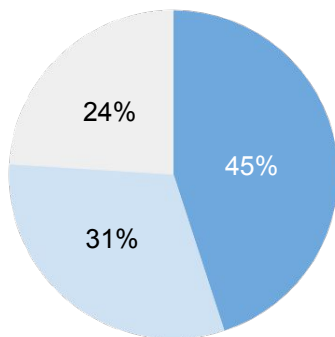
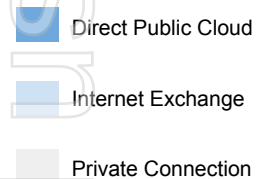
30 June 2017

30 June 2018

30 June 2019

30 June 2020

Service Connection Types



Selection of Major Customers



102 Unique Data Centre Operators



INVESTOR PRESENTATION

Business Update



Company Highlights FY20



+57%

Monthly Recurring Revenue¹

\$3.6M

30 JUNE 2019

\$5.7M

30 JUNE 2020



+57%

Annualised Revenue²

\$43.3M

30 JUNE 2019

\$67.8M

30 JUNE 2020



+24%

Total Number of Customers

1,490

30 JUNE 2019

1,842

30 JUNE 2020



+45%

Total Number of Services³

11,561

30 JUNE 2019

16,712

30 JUNE 2020



+42%

Total Number of Ports

4,069

30 JUNE 2019

5,767

30 JUNE 2020



+22%

Total Installed Data Centres⁴

300

30 JUNE 2019

366

30 JUNE 2020

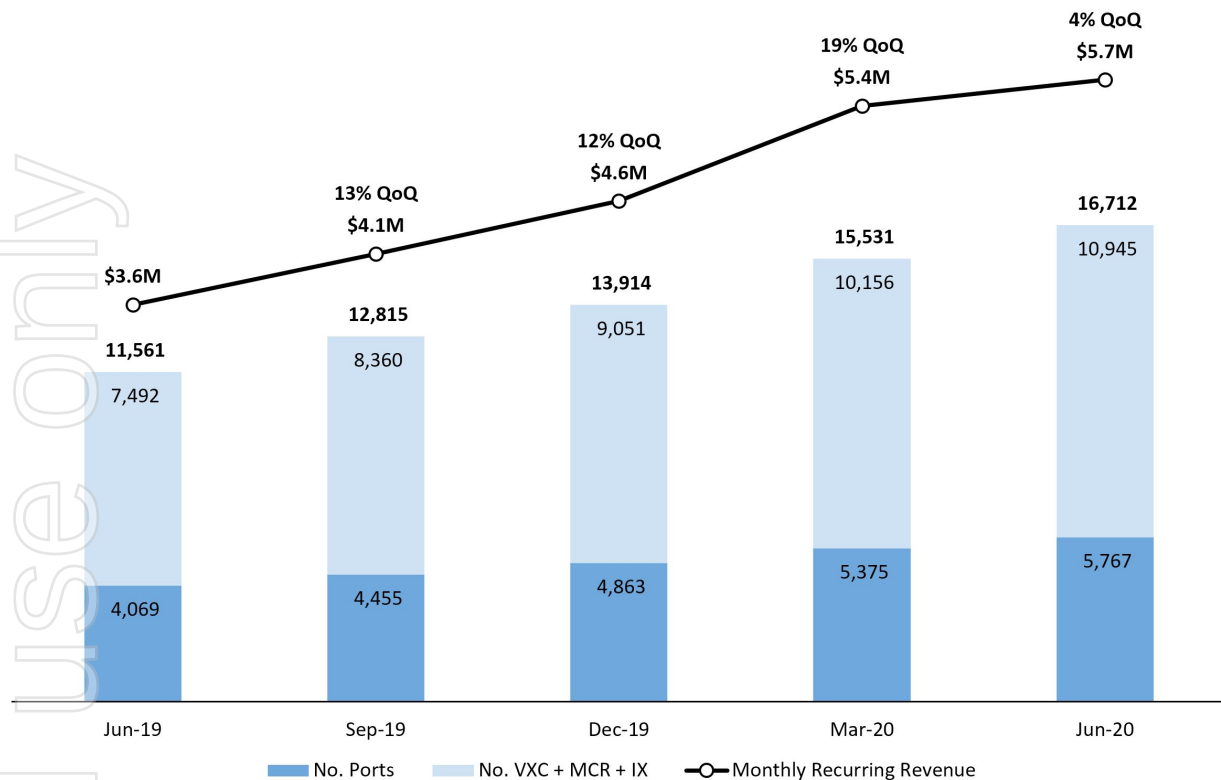
1. Monthly Recurring Revenue (MRR) is revenue (excluding one-off and non-recurring revenue) for the month of June.

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), and Internet Exchange (IX)

4. Installed Data Centres are data centres in which Megaport has a Point of Presence with physical infrastructure. This definition is consistent with the data centre count reported previously.

Growth Trends



Ecosystem richness drives greater service connection opportunities

Growth in services indicates overall customer usage on the Network

Increased Services per Port drives greater MRR* growth and increased Revenue per Port

MRR* has grown to \$5.7M, up 57% from June 2019

Monthly Recurring Revenue*

\$3.6M
June 2019

\$5.7M
June 2020

*MRR is revenue (excluding one-off and non-recurring revenue) for the last month of the relevant quarter.

MegaPort Cloud Enablement



197 Total Onramps

*Increase: 26 **+15%**

	Total Onramps
Amazon Web Services	44
Microsoft Azure	43
Google Cloud	29
Oracle Cloud	18
IBM Cloud	16
Rackspace	11
Alibaba Cloud	8
Salesforce	5
SAP	5
Nutanix	3

109 Total Cloud Regions

*Increase: 11 **+11%**

- San Francisco
- Santa Clara
- Ashburn

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

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

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

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

- Washington DC - IAD30
- Dallas - DFW30
- Chicago - ORD30
- Hong Kong - HKG2
- London - LON32
- Frankfurt - FRA1
- Sydney - SYD30

- 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)

- 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

- UAE North
- US Gov Arizona
- US Gov Virginia
- US Gov San Antonio
- US DoD East (Virginia)
- US DoD Central (Chicago)
- North Central US
- South Central US
- West Central US
- East US
- East US2
- West US
- West US2
- Canada East
- Canada Central

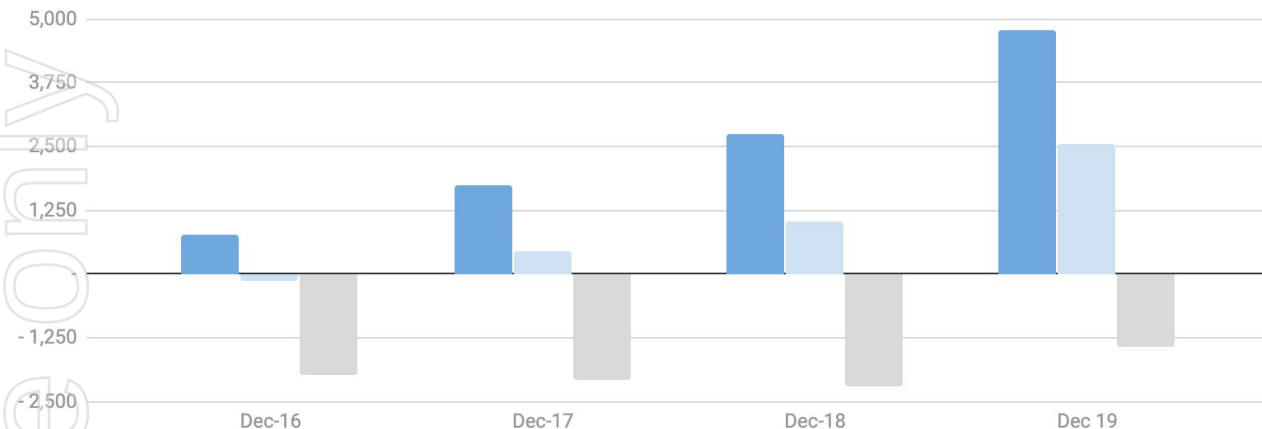
- APAC Sydney
- APAC Melbourne
- Japan East (Tokyo)
- Japan West (Osaka)
- EMEA Frankfurt
- UK South (Slough)
- UK Gov (London)
- Switzerland North (Zurich)
- US Ashburn
- US Chicago
- US Phoenix
- US Gov DC
- US Gov PHX
- Canada (Toronto)
- Canada (Montreal)

- 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)

Historical Financial Performance

Group

■ Revenue ■ Profit after Direct Network Costs ■ EBITDA



Margins

	Dec-16	Dec-17	Dec-18	Dec-19 ²
Profit after Direct Network Cost Margin %	(16%)	26%	37%	53%
Group EBITDA Margin %	n.m.	(120%)	(80%)	(30%)

Margin Trends¹

Overall profit after direct network cost³ margin has continued to expand as MRR growth has outstripped growth in Direct Network Costs

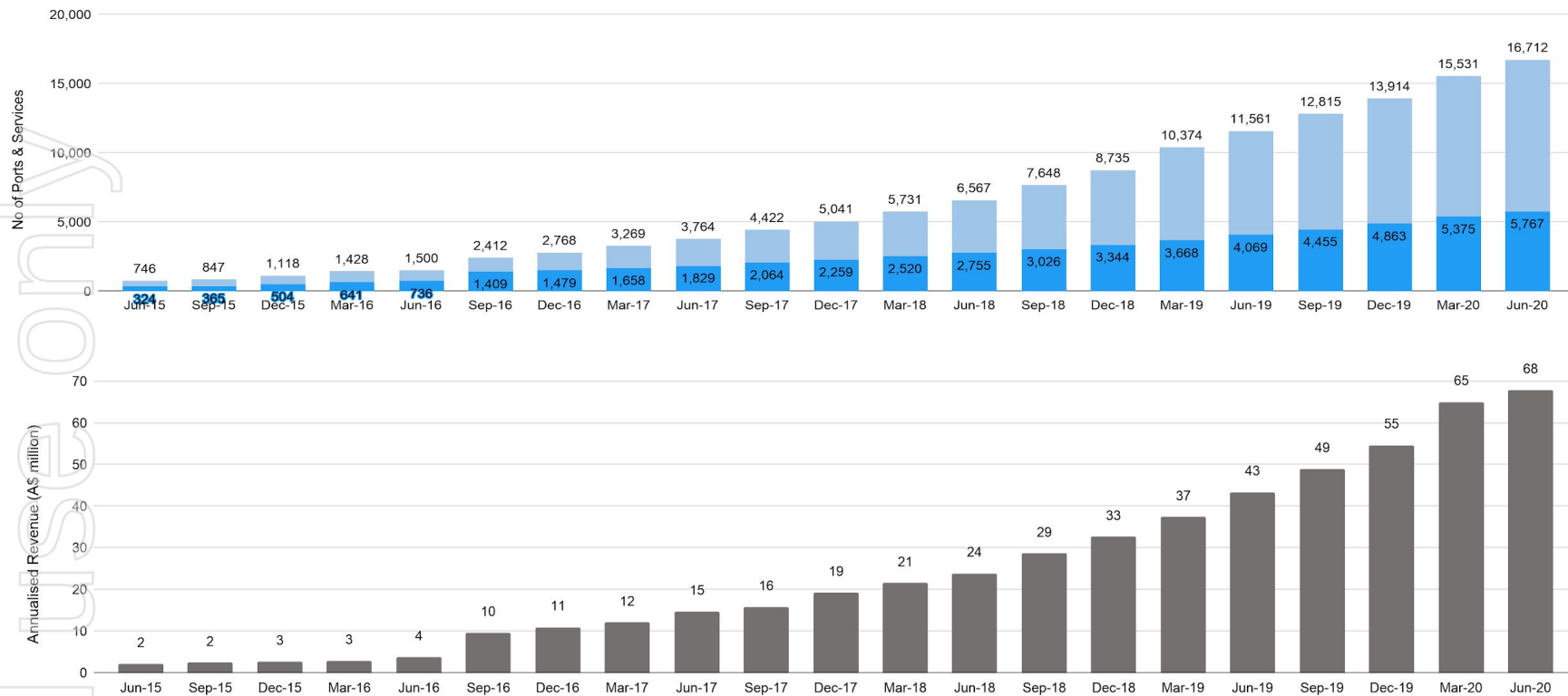
Overall EBITDA margin has significantly improved following strong contributions in APAC and reductions in regional EBITDA losses in NAM and EMEA

1. All figures are for the month of December

2. Figures are as reported. Excluding the impact of AASB16, profit after direct network cost margin would be 45% and Group EBITDA margin would be (40%) for the month of Dec-19

3. 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.

Resilient Growth in Ports, Services and Recurring Revenue



Thank you

ASX: MP1

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