

Internal use only

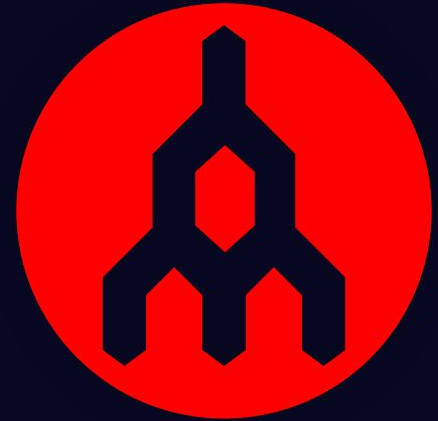


# Market Update

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**1HFY22 HALF YEAR RESULTS**

9 FEBRUARY 2022



# Company Highlights 1HFY22



# Company Highlights 1HFY22



**+23%**

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

**\$7.5M**

30 JUNE 2021

**\$9.2M**

31 DECEMBER 2021



**+23%**

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

**\$89.8M**

30 JUNE 2021

**\$110.4M**

31 DECEMBER 2021



**+7%**

**Total Number of Customers**

**2,285**

30 JUNE 2021

**2,455**

31 DECEMBER 2021



**+12%**

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

**21,712**

30 JUNE 2021

**24,359**

31 DECEMBER 2021



**+11%**

**Total Number of Ports**

**7,689**

30 JUNE 2021

**8,523**

31 DECEMBER 2021



**+20%**

**Total Number of MCRs**

**502**

30 JUNE 2021

**603**

31 DECEMBER 2021

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

2. Annualised Revenue is MRR for the month of December 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 1HFY22



## Partner Ecosystem

**NEW FY22**


vmware

VERSA NETWORKS

CISCO

FORTINET

aws

Microsoft Azure



Google Cloud

SAP

ORACLE Cloud

NUTANIX

salesforce

rackspace technology



IBM Cloud



## Cloud Onramps

**7** | **240**  
NEW | TOTAL



## Cloud Regions

**3** | **124**  
NEW | TOTAL



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

**6** | **411**  
NEW | TOTAL



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

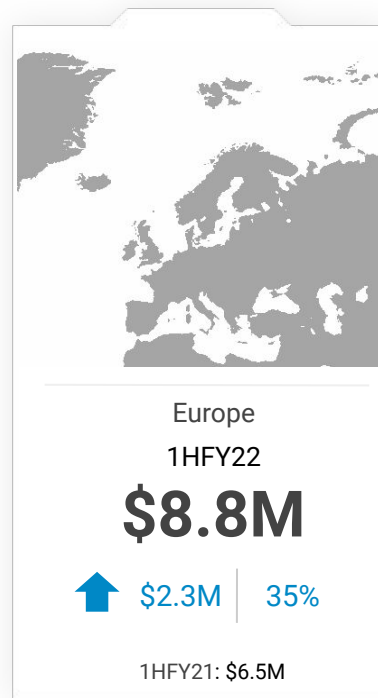
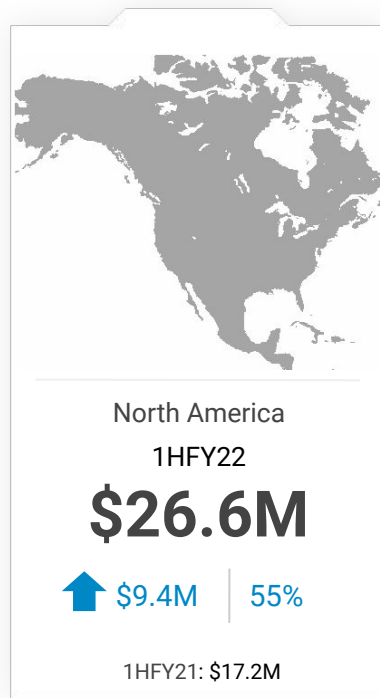
**7** | **768**  
NEW | TOTAL

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.

3. Announced Jan 17, 2022

# Revenue Performance 1HFY22

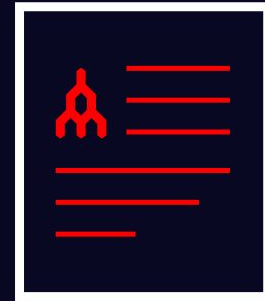


Note: Growth rates are calculated using the actual \$ values.

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# Financial Performance

## 1HFY22



# Financial Results

Consolidated Profit & Loss	1HFY22 \$'000	1HFY21 \$'000	Change %
<b>Revenue</b>	<b>51,160</b>	<b>36,005</b>	<b>42%</b>
Direct network costs	(14,766)	(14,037)	(5%)
Partner commissions	(5,517)	(3,745)	(47%)
<b>Profit after direct costs</b>	<b>30,877</b>	<b>18,223</b>	<b>69%</b>
<i>Profit after direct cost margin</i>	60%	51%	+9pp
Operating Expenses (OPEX)	(38,200)	(26,898)	(42%)
<b>Normalised EBITDA<sup>1</sup></b>	<b>(7,323)</b>	<b>(8,675)</b>	<b>16%</b>
<i>Normalised EBITDA margin</i>	(14%)	(24%)	+10pp
Depreciation and amortisation expense	(13,612)	(10,916)	(25%)
Non-operating items & tax	702	(18,830)	104%
<b>Net loss for the year</b>	<b>(20,233)</b>	<b>(38,421)</b>	<b>47%</b>

## Financial Results

For the half-year ended 31 December 2021

**Revenue** \$51.2M up 42%

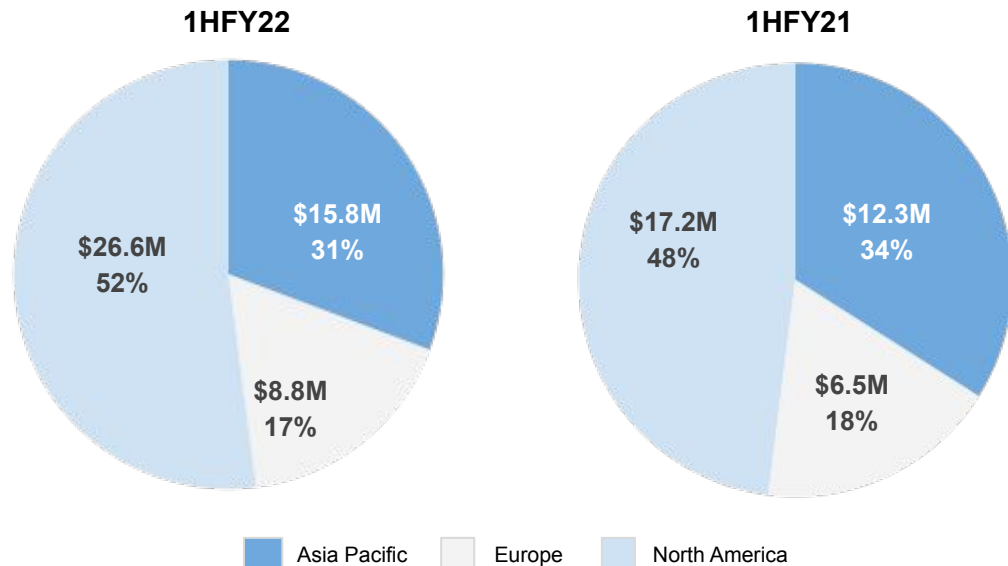
**Profit after direct costs** of \$30.9M improved by \$12.7M driven by revenue growth and a controlled network costs.

**Profit after direct cost margin** of 60% improvement from 51% in 1HFY21.

**Normalised EBITDA<sup>1</sup>** loss of \$7.3M, 14% of revenue (1HFY21: 24% of revenue).

<sup>1</sup> 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 (5,555,000) in 1HFY22 and (\$28,631,000) in 1HFY21.

# Revenue



**REVENUE: \$51.2M**

**↑ 42%** from 1HFY21

**MRR\*: \$9.2M**

**↑ 46%** from Dec 20

## Financial Results

For the half-year ended 31 December 2021

Revenue of \$51.2M, up 42%, driven by increased usage of services across all regions

NAM strongest growth across all regions, increasing \$9.4m/55%

MRR\* was \$9.2M for December 2021, up 46%, driven by strong customer growth compounded with a 5% increase in services per customer over prior period.



# Operating Costs

	1HFY22 \$'000	1HFY21 \$'000	Change %
Employee costs <sup>1</sup>	28,354	20,288	(40%)
Professional fees	3,235	2,973	(9%)
Marketing costs	1,059	469	(126%)
Travel costs	506	32	(>100%)
IT costs	1,631	791	(106%)
General and administrative costs	3,415	2,345	(46%)
<b>Total OPEX</b>	<b>38,200</b>	<b>26,898</b>	<b>(42%)</b>

1. Excludes equity-settled employee costs.

## Financial Results

For the half-year ended 31 December 2021

**Employee costs<sup>1</sup>** increased with investment in headcount to support business growth, with 300 staff at Dec-21 (Dec-20: 229). Employee costs as a percentage of revenue reduced to 55% (from 56% in 1HFY21).

**Marketing and travel costs** increased with a gradual return of travel and conference activities following global easing of COVID-19 restrictions.

**IT costs** increase attributed to expensing of Software as a Service (SaaS) costs, previously capitalised, following a change in accounting policy.

**General and administrative costs** increase is activity based and in line with overall business growth.

# Non-operating Costs

	1HFY22 \$'000	1HFY21 \$'000	Change %
Equity-settled employee costs and related costs	1,976	2,645	25%
Foreign exchange (gains) / losses	(4,606)	17,157	>100%
Interest expense and other finance costs	808	763	(6%)
Interest income	(34)	(268)	(87%)
Other non-operating expenses	861	154	(>100%)
Income tax expense / (benefit)	293	(1,621)	(>100%)
<b>Total non-operating items (income) / expenses</b>	<b>(702)</b>	<b>18,830</b>	<b>&gt;100%</b>

## Financial Results

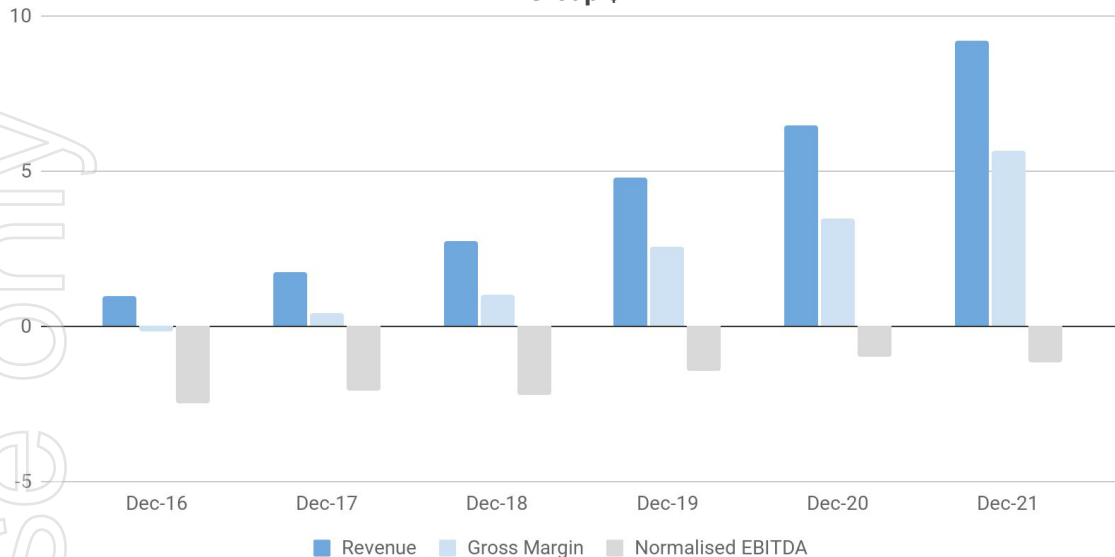
For the half-year ended 31 December 2021

**Equity settled employee costs** represent the fair value of the options granted recognised over the vesting period, including related employer taxes.

**Foreign currency gains** are due to the strengthening of other currencies, principally USD against the AUD and arising from revaluation of Intercompany and Cash balances.

**Other non-operating expenses** include \$895k of one off professional fees related to the acquisition of Innovoedge.

# Historical Financial Performance

Group \$M<sup>1</sup>

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

Normalised profit after direct cost margin<sup>2</sup>

Normalised EBITDA margin

	Dec-17	Dec-18	Dec-19	Dec-20	Dec-21
Normalised profit after direct cost margin <sup>2</sup>	26%	37%	53%	54%	61%
Normalised EBITDA margin	(120%)	(80%)	(30%)	(15%)	(13%)

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

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

Group EBITDA loss margin % improved YoY despite investment in *Scale Up and Scale Out*.

1. All figures are for the month of December.

2 Direct 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.

# Financial Position

Consolidated Financial Position	31 December 2021 \$'000	30 June 2021 \$'000
Current assets	121,474	150,349
Non-current assets	102,264	70,214
<b>Total assets</b>	<b>223,738</b>	<b>220,563</b>
Current liabilities	(39,094)	(33,495)
Non-current liabilities	(10,349)	(6,656)
<b>Total liabilities</b>	<b>(49,443)</b>	<b>(40,151)</b>
<b>Equity</b>	<b>174,295</b>	<b>180,412</b>
<b>Cash position</b>	<b>31 December 2021 \$'000</b>	<b>30 June 2021 \$'000</b>
Cash at end of the period	104,626	136,312

## Financial Position

As at 31 December 2021

**Current assets** include trade debtors amount of \$7.1M. DSO improved by 1 day to 23 days.

**Non-current assets** include \$21M identifiable assets and goodwill arising on acquisition of InnovoEdge Inc.

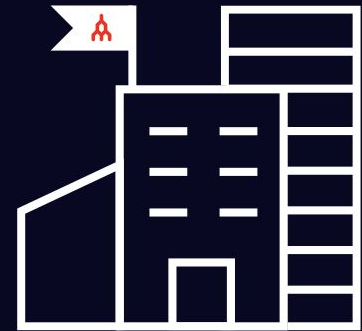
**Total liabilities** include vendor finance facility of \$12.7M outstanding at 31 December 2021 (June 2021: \$7.7M), funding MVE capability extension and network upgrades of end of life equipment.

Cash at 31 December 2021

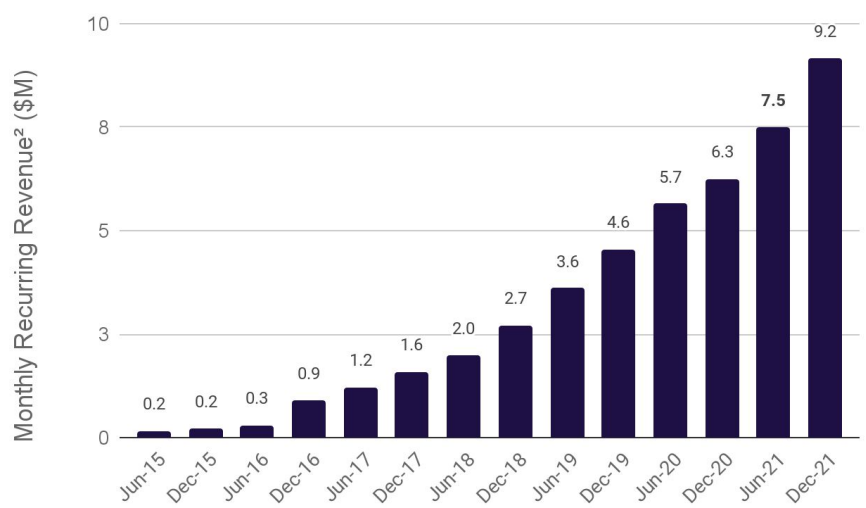
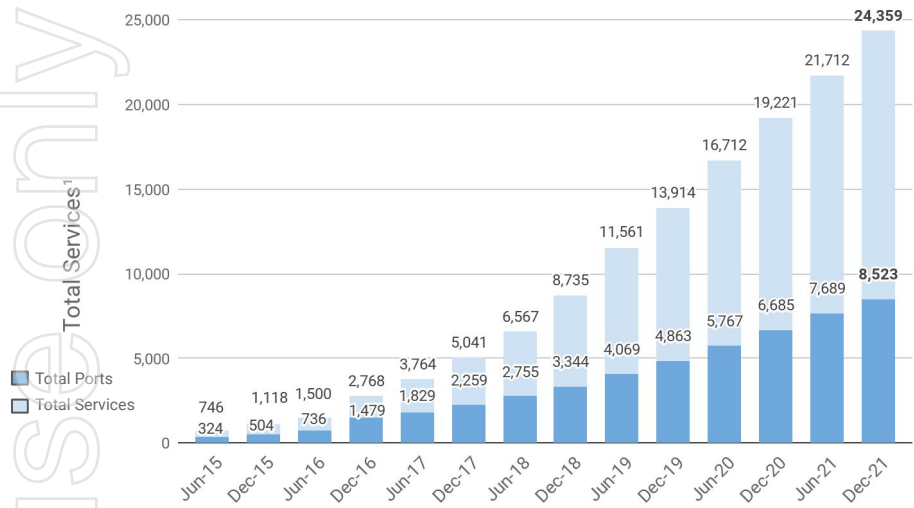
**\$104.6M**

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# Business Update



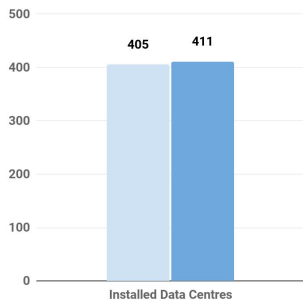
# Growth in Ports, Services, and Revenue



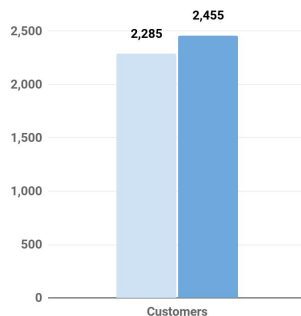
1. Total Services comprises of Ports, Virtual Cross Connections (VXCs), Megaport Cloud Router (MCR), Megaport Virtual Edge (MVE), and Internet Exchange (IX) at period end.  
 2. Monthly Recurring Revenue (MRR) is revenue (excluding one-off and non-recurring revenue) for the last month of the period.

# Growth 1HFY22

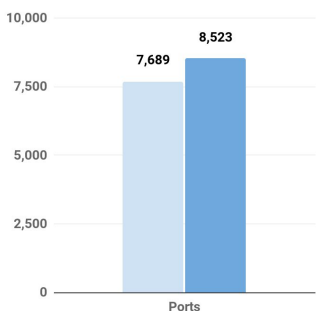
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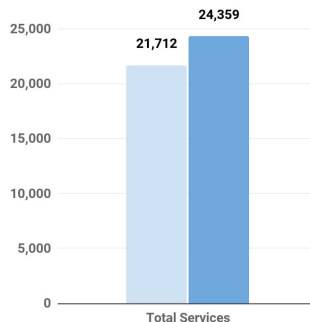
**+1%**



**+7%**



**+11%**



**+12%**

## Revenue Growth

The increase in Services per Port directly increases Port value

Monthly Recurring Revenue<sup>2</sup>

**\$7.5M**  
Jun 2021

**\$9.2M**  
Dec 2021

**↑ \$1.7M / 23%**

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

**\$974**  
Jun 2021

**\$1,074**  
Dec 2021

**↑ \$100 / +10%**

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

# Megaport Cloud Router (MCR)

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

**\$3.3k**

Port-only Customer

**\$6.2k**

MCR Customer

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

**9.2**

Port-only Customer

**14.4**

MCR Customer

## Total MCRs

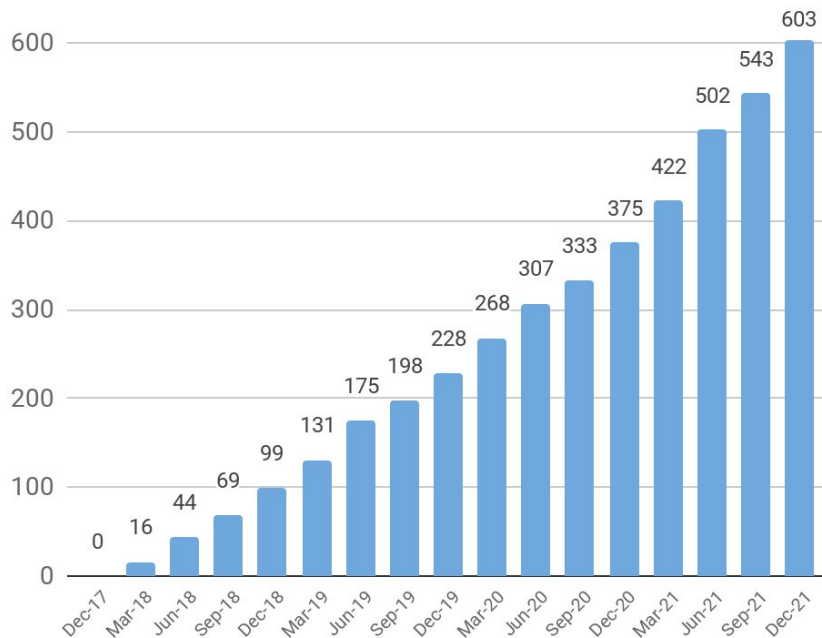
**502**

At 30 Jun 2021

**603**

At 31 Dec 2021

## MCR Growth



Cloud-to-Cloud



Hybrid Cloud Connect



No Hardware Needed



Managed Layer 3

1. Represents December 2021 MRR divided by relevant customer count at 31 December 2021.

2. At 31 December 2021.





# Megaport Virtual Edge (MVE)

## MVE Technology Partners







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

**\$3.3k**

Port only Customer

**\$11.1k**

MVE Customer

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

**9.2**

Port only Customer

**15.7**

MVE Customer

## Total MVE Metros

**24**

At 31 December 2021

**MVE partners represent over 70% of SD-WAN market share<sup>3</sup>**

**MVE pipeline of 202 opportunities for the second half of FY22**

**40 MVEs sold at end December 2021**

**First sales through Cisco Global Price List in Q3**

1. Represents December 2021 MRR divided by relevant customer count at 31 December 2021.

2. At 31 December 2021.

3. Source: OMDIA

# Market Expansion: Mexico

**Launching March, 2022**

Partnership with **KIO Networks** to enable **Software Defined Cloud Interconnection** and on-demand international connectivity

KIO is an **IT services leader** in Latin America with expansive data centre coverage and a range of managed and cloud services

Initial launch includes enablement of **4 DCs** across **Mexico City** and **Queretaro**

Full suite of Megaport **NaaS** capabilities including **Internet Exchange** in Mexico City and Queretaro.

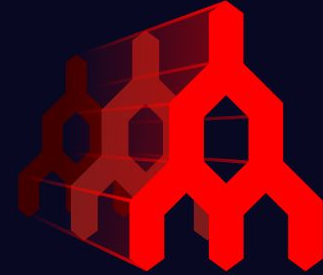


**#2 largest IT spend market in LATAM**

**Mexico accounts for 33% of the overall cloud spend across the Latin American market.**

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# Channel Update





# Launched November 2021

## 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

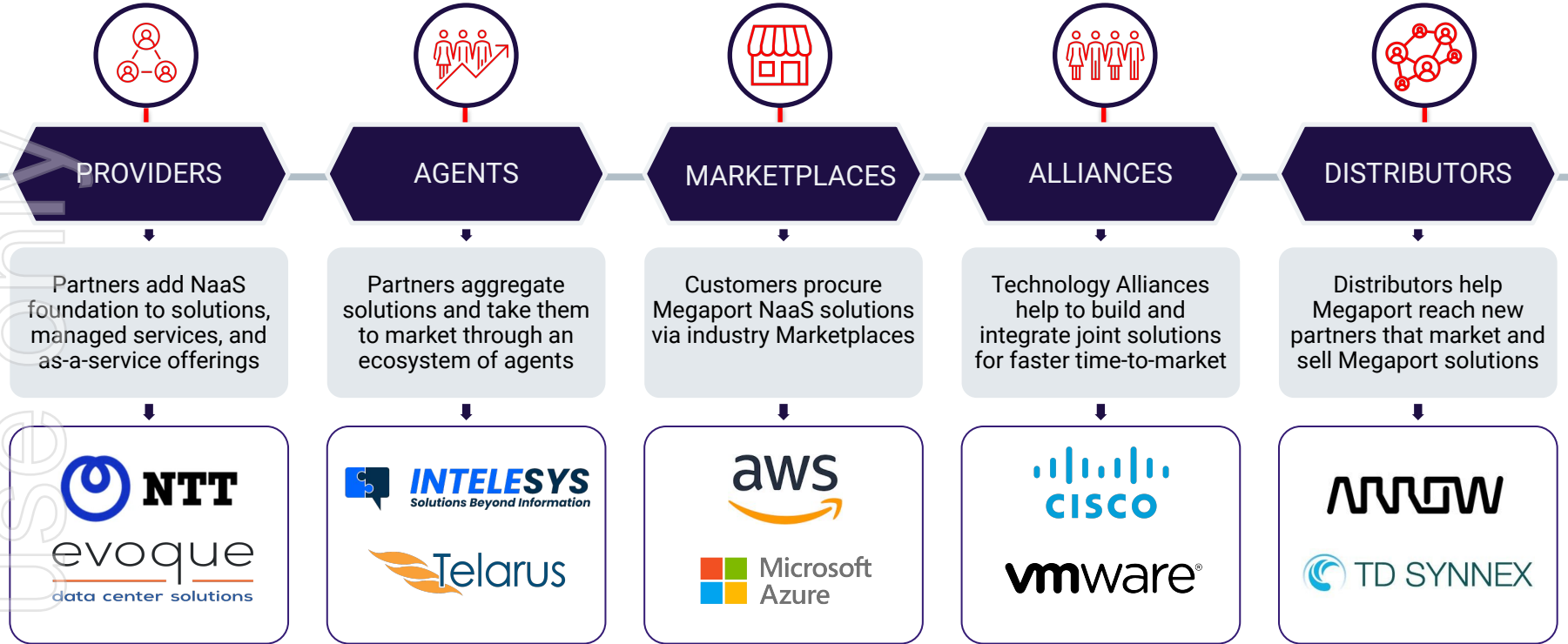
PartnerVantage provides comprehensive **sales, technical, and marketing** resources to help partners **accelerate their success**.



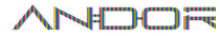
### Grow Revenue

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

# Channel Segmentation



# Key Partner Wins 1HFY22



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# Connect Anything. Control Everything.

**Megaport ONE** is a white-label, multi-tenant SaaS platform for data center operators (DCOs), network service providers (NSPs) and managed services providers (MSPs) to connect and control complex infrastructure and operations.



## Orchestrate

Find, manage, and provision high-performance network connectivity, cloud, edge, and compute/GPU resources easily in one place.



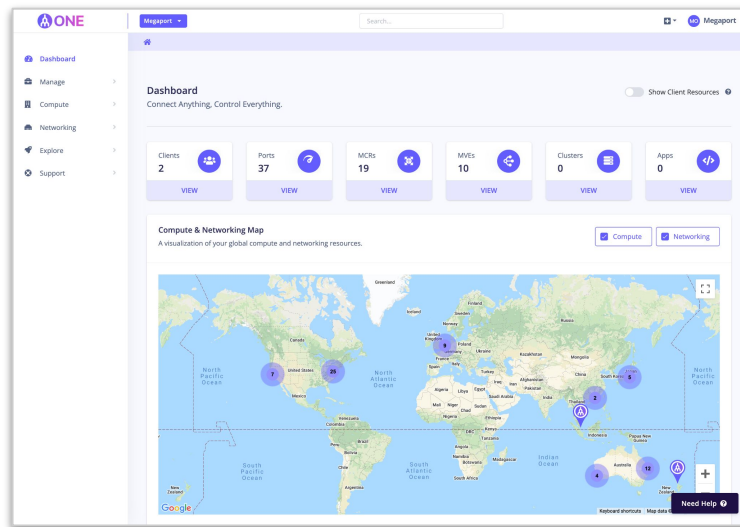
## Network

Automate provisioning of pre-lit infrastructure, and a global private backbone.



## Enable

Deploy Virtualised Network Functions, cloud-native applications, and GPU-destined workloads with real-time reporting and analytics.





# Innovative Features

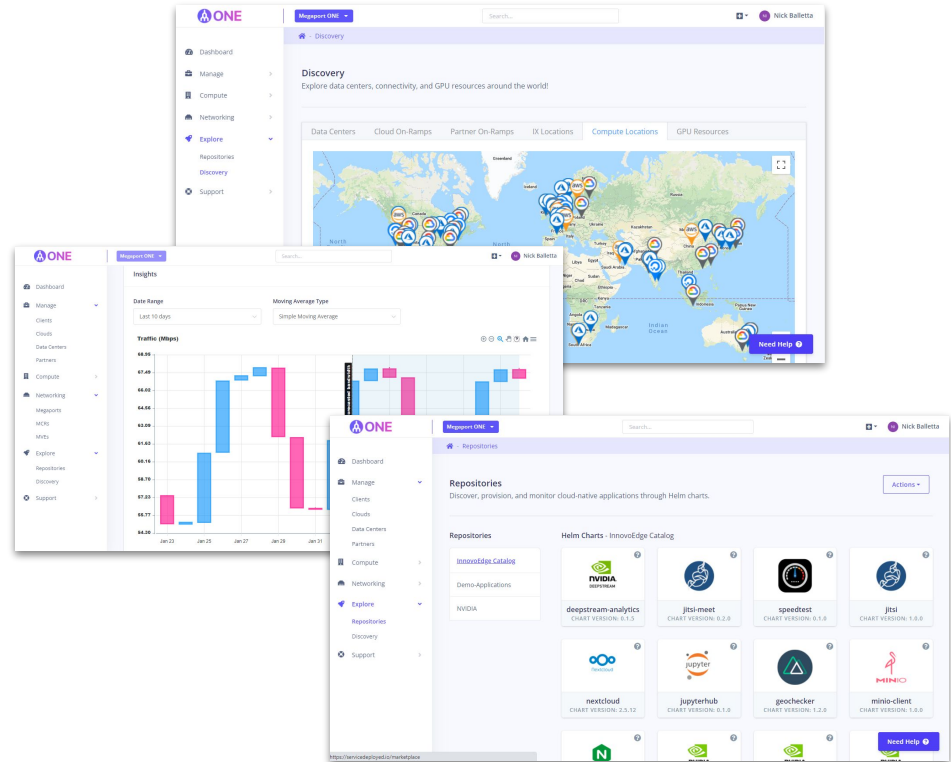
**DISCOVERY** of high performance network connectivity, cloud and edge compute & GPU resources

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.

**ARTIFICIAL INTELLIGENCE** for planning and smart capacity management

**BRING YOUR OWN:** *Cloud Keys* to facilitate cloud consumption; and *Apps* (public repositories, private repositories, custom repositories) to leverage platform for delivery of applications



# Megaport ONE Benefits



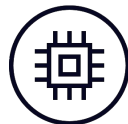
## DCOs

Incorporate global NaaS and Cloud capabilities into service offering

Integrate native services into one platform (bare metal, GPU, VM)

Move up-stack through service visibility, and orchestration

Whitelabel portal and integrated billing for seamless experience



## MSPs

Support hybrid offerings merging best of breed public cloud with native managed services

Rapidly deploy on-net capacity to new markets and onboard customers on-demand

Facilitate service interoperation

Whitelabel portal and integrated billing for seamless experience



## NSPs

Unify disparate network segments into a real-time network fabric

Enable software defined cloud interconnect services

Integrated billing and automated capacity management

Whitelabel portal and integrated billing for seamless experience

# Focus on Execution to Fiscal Year 22 Targets

**MegaPort is positioned to be 'The Edge' through our focus on:**

## **Product**

Integrating additional services to MVE to support SASE and branch connectivity capabilities. Innovating more discovery, deployment, and provisioning features on MegaPort ONE.

## **Network Growth**

Expanding network and services edge, scaling capacity with new markets, geographic expansion, 400G investments, and implementing next-gen capacity augmentation systems through machine learning.

## **Investment in Growth**

Resourcing commercial and operational teams to scale business globally, continued talent development and investments in people and benefits.

## **Channel and Partnerships**

Drive revenue via channel through PartnerVantage and unlock VADs, GSIs, and Marketplace segments. Drive further reseller opportunities through the MegaPort ONE self-service, white label platform.

# 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 December 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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Megaport Limited  
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# Thank you


**ASX:** MP1


**On the Web**

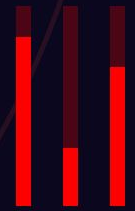
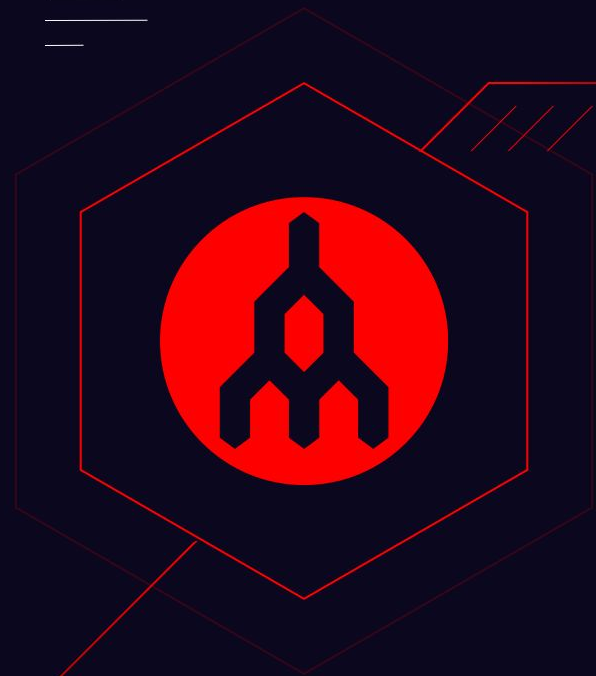
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[megaport.com/media-centre](http://megaport.com/media-centre)

**Social**

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 @megaportnetwork



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# Appendix



## Asia Pacific

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

## Total Installed Data Centres

105

30 JUNE 2021

106

31 DECEMBER 2021

## Total Number of Customers



917

30 JUNE 2021

958

31 DECEMBER 2021

## Total Number of Ports

2,977

30 JUNE 2021

3,212

31 DECEMBER 2021

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

8,937

30 JUNE 2021

9,844

31 DECEMBER 2021

Monthly Recurring Revenue<sup>2</sup>

\$2.4M

JUNE 2021

\$2.9M

DECEMBER 2021

## Profit After Direct Network Cost Margin



73%

30 JUNE 2021

74%

31 DECEMBER 2021

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

\$897

+12%

## No. of Ports per Data Centre

30.3

+7%

## Services per Port

3.1

+3%

## Services per Customer

10.3

+6%

Port Utilisation<sup>4</sup>

42%

Figures as at 31 December 2021 (vs 30 June 2021)

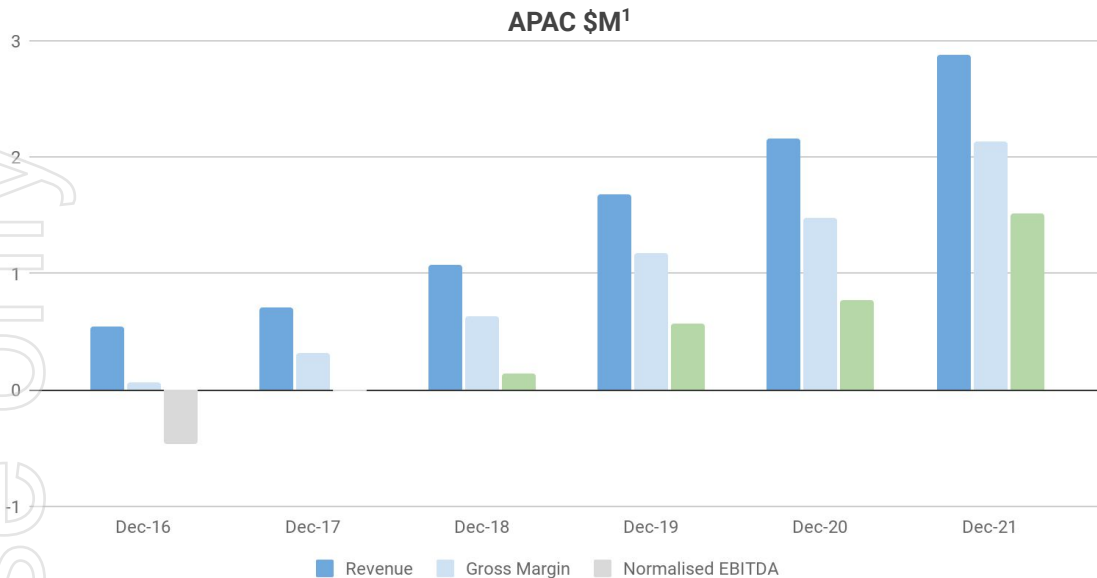
1. Total Services comprises of Ports, Virtual Cross Connections (VXCs), Megaport Cloud Router (MCR), Megaport Virtual Edge (MVE), and Internet Exchange (IX).

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

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>

Normalised profit after direct cost margin<sup>2</sup>

Normalised EBITDA margin

	Dec-17	Dec-18	Dec-19	Dec-20	Dec-21
Normalised profit after direct cost margin <sup>2</sup>	45%	58%	70%	68%	74%
Normalised EBITDA margin	(2%)	12%	34%	36%	52%

## 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 December.

2 Direct 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.



# Europe

## Europe profitability growth through operating leverage

### Total Installed Data Centres

102

30 JUNE 2021

103

31 DECEMBER 2021

### Total Number of Customers



430

30 JUNE 2021

469

31 DECEMBER 2021

### Total Number of Ports

1,137

30 JUNE 2021

1,240

31 DECEMBER 2021

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



3,044

30 JUNE 2021

3,380

31 DECEMBER 2021

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

\$1.3M

JUNE 2021

\$1.5M

DECEMBER 2021

### Profit After Direct Network Cost Margin



62%

30 JUNE 2021

68%

31 DECEMBER 2021

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

\$1,241

+8%

### No. of Ports per Data Centre

12.0

+8%

### Services per Port

2.73

+1%

### Services per Customer

7.2

+1%

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

26%

Figures as at 31 December 2021 (vs 30 June 2021)

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

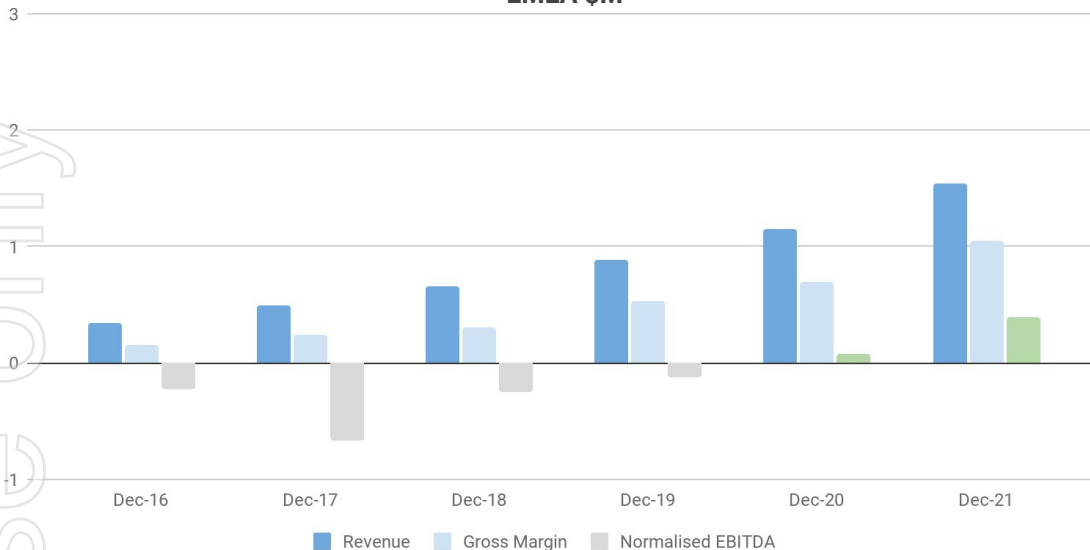
2. Monthly Recurring Revenue (MRR) is revenue (excluding one-off and non-recurring revenue) for the month of December

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 \$M<sup>1</sup>



## Margins<sup>1</sup>

Normalised profit after direct cost margin

Dec-17    Dec-18    Dec-19    Dec-20    Dec-21

Normalised EBITDA margin

(137%)    (39%)    (15%)    7%    25%

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

EMEA EBITDA margin improving quickly as operating leverage comes through.

EMEA in strong position for growth via indirect channel

EMEA EBITDA margin improvement driven by cost control

<sup>1</sup> All figures are for the month of December.

<sup>2</sup> Direct 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.

# North America

## NAM region growth continues apace.

### Total Installed Data Centres

198 | 202  
30 JUNE 2021 | 31 DECEMBER 2021

### Total Number of Customers

1,219 | 1,344  
30 JUNE 2021 | 31 DECEMBER 2021

### Total Number of Ports

3,575 | 4,071  
30 JUNE 2021 | 31 DECEMBER 2021

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

9,731 | 11,135  
30 JUNE 2021 | 31 DECEMBER 2021

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

\$3.8M | \$4.7M  
JUNE 2021 | DECEMBER 2021

### Profit After Direct Network Cost Margin

53% | 52%  
30 JUNE 2021 | 31 DECEMBER 2021

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

\$1,163 | +9%

### No. of Ports per Data Centre

20.2 | +12%

### Services per Port

2.74 | +1%

### Services per Customer

8.3 | +4%

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

33%

Figures as at 31 December 2021 (vs 30 June 2021)

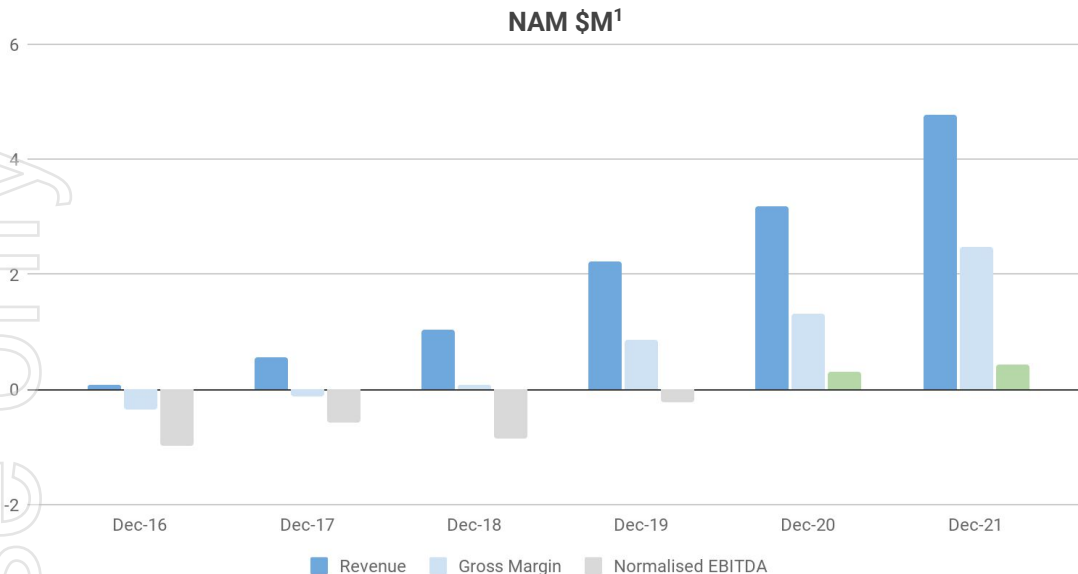
1. Total Services comprises of Ports, Virtual Cross Connections (VXCs), Megaport Cloud Router (MCR), Megaport Virtual Edge (MVE), and Internet Exchange (IX).

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

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>

Normalised profit after direct cost margin

	Dec-17	Dec-18	Dec-19	Dec-20	Dec-21
Normalised profit after direct cost margin	(21%)	8%	38%	42%	52%

Normalised EBITDA margin

Normalised EBITDA margin	(106%)	(83%)	(10%)	9%	9%
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## Margin Trends<sup>1</sup>

Revenue scale delivering strong margin % growth with stable network costs.

NAM EBITDA profitability maintained throughout investment in Scale Up / Scale Out.

1. All figures are for the month of December.

2 Direct 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.