







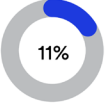

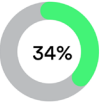














# Full Year Results 2023.

23 August 2023

Authorised for release by the Board of Directors of Macquarie Technology Group Limited

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# Business design.

Business Areas	 <b>macquarie</b> <small>CLOUD SERVICES</small>	 <b>macquarie</b> <small>GOVERNMENT</small>	 <b>macquarie</b> <small>DATA CENTRES</small>	 <b>macquarie</b> <small>TELECOM</small>
Percentage of Revenue and EBITDA in FY23	 <p>55%</p> <p>Revenue</p>	 <p>48%</p> <p>EBITDA</p>	 <p>11%</p> <p>Revenue</p>  <p>32%</p> <p>EBITDA</p>	 <p>34%</p> <p>Revenue</p>  <p>20%</p> <p>EBITDA</p>
What we do	For business customers, we are the specialists in hybrid IT. We integrate colocation, cloud & dedicated servers. Different applications need different types of hosting. We manage it.	We are the Australian specialists in cyber security, secure cloud & colocation for Federal Government. We deliver services to 42% of Federal Government agencies.	We are developers & operators of data centres for wholesale customers including underpinning our three internal BUs' colocation services.	For business customers, we are the full service provider of data, voice, mobile & colocation services. We are the telecom that does everything refreshingly different. We are where the Macquarie story started.
Value proposition	Customer Service, Specialised and Compliant Hosting.	Customer Service, Security Operations Centre (SOC), Cyber Security, Sovereign Certified Data Centres in Canberra	Customer Service, Commercial and Design Flexibility, Physically Secure for Federal Government, Highly Certified, Local and Data Sovereignty, Proven track record	Customer Service, Price, Choice, Flexibility, Control
Competitors	  	  	   	  
People / Skill	Cloud Specialists: Custom and Compliant	Cyber Security and Hosting Specialist to Government	Australian Data Centre Specialists	Generalist for Voice & Mobiles Technical Consultant for Data & Colo to Business

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# Key Business Highlights.

↑ Revenue  
**\$345.1m**

↑ EBITDA  
**\$103.1m**

↑ NPAT  
**\$17.7m**

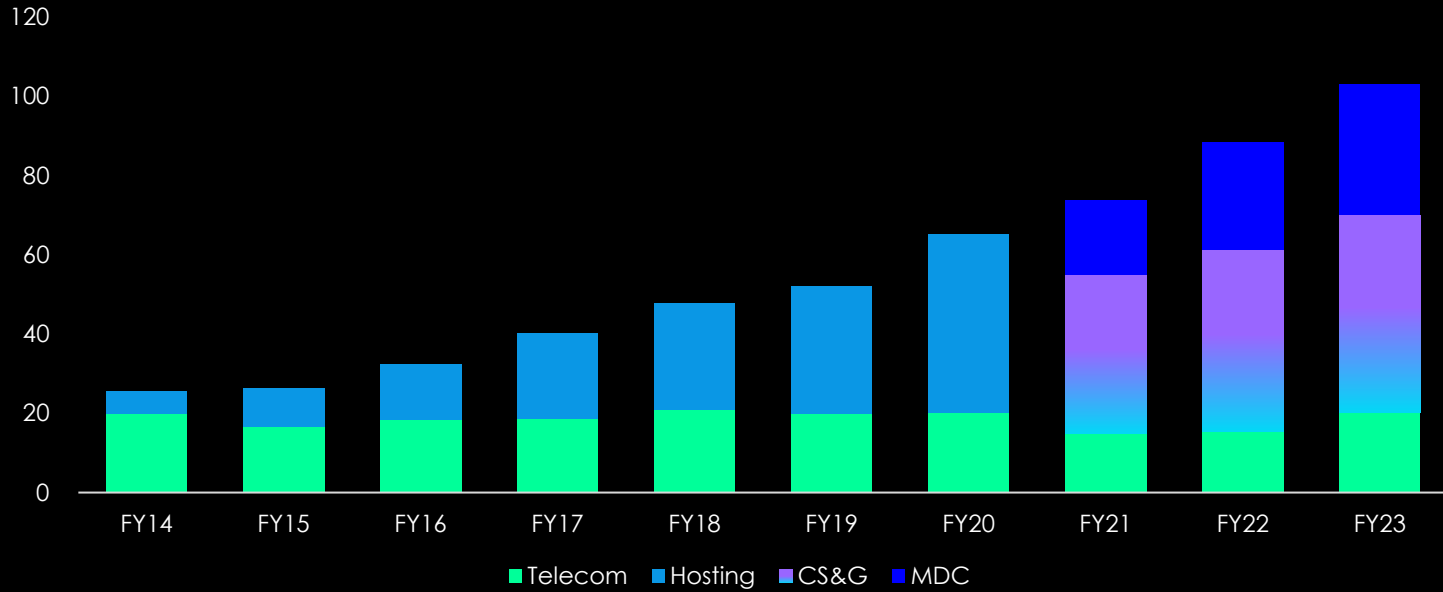
↑ EPS  
**81.8 cents ps**

- Nine consecutive years of EBITDA growth for the Group.
- EBITDA CAGR of 18.2% over the last 3 years.
- EBITDA has grown year on year in every segment.
- Healthy cash conversion. Over 95.6% of underlying operating cash flows.
- Circa 95% of revenue has come from contracted monthly recurring revenue.
- Name changed to Macquarie Technology Group to reflect the company's evolution to become a core plus digital infrastructure business. Reflected in S&P classification as "Internet Services & Infrastructure" business.
- Successful capital raising to institutional investors of \$160m.
- Undrawn debt facility of \$190m.
- Strengthened company's balance sheet, provides funding to pursue growth opportunities in our data centre portfolio.

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# 9 Years of Growth.

EBITDA \$'m



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# Business Highlights Summary.

## Macquarie Cloud Services

Microsoft's #1 Azure Partner nationally within small, medium and corporate sector.

Mega trend of hybrid IT sees continued growth in our private cloud and hybrid solutions.

Strong momentum in cyber security practice to help the corporate market's manage their security needs.

Australia's leading Microsoft Security Specialist (Azure Expert MSP and MISA member).

## Macquarie Government

42% of Australian Government agencies are customers and we continue to uplift their cyber security posture.

We monitor over 100 billion events per month.

Protects ATO from over 3 million attacks a month, the ATO extended this contract.

Our business is aligned with Australian Government's focus on sovereign capabilities, critical infrastructure and investing in cyber security.

First company to have both our cloud and data centres services certified to 'strategic' level by the Digital Transformation Agency.

## Macquarie Data Centres

Significant site preparation works undertaken throughout FY23 at the Macquarie Park Data Centre Campus in anticipation of receiving the DA for IC3 Super West.

Final stages of the State Significant Development Application for IC3 Super West.

Completed IT load upgrade of approximately 1MW for IC3 East. Zone 3 and 4 ready Government spaces.

We have 2 of the 3 hyperscalers in our Data Centres.

## Macquarie Telecom

Telecom BU increased profitability and cash flow through simplified operations and superior service.

Record sales of Cloud Services across the Telecom customer base.

Telecom customers include Bolton Clarke, Bank Australia, AMA, Green Cross/PetBarn & Regional Power.

Enhancing the managed connectivity business with the addition of SASE (network security) to the successful SD-WAN business.

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# A Differentiated Offering



## Company purpose.

To make a difference in markets that are underserved and overcharged.

**+78 NPS**

NPS is the measure of customer experience that is assessed on a scale of -100 to +100, where a score of greater than +50 is excellent



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# Quality Infrastructure





# Data Centre Portfolio.



**Sydney CBD Campus**  
Intellicentre 1



**Macquarie Park Data Centre Campus**  
Intellicentre 2, Intellicentre 3 East  
Intellicentre 3 Super West

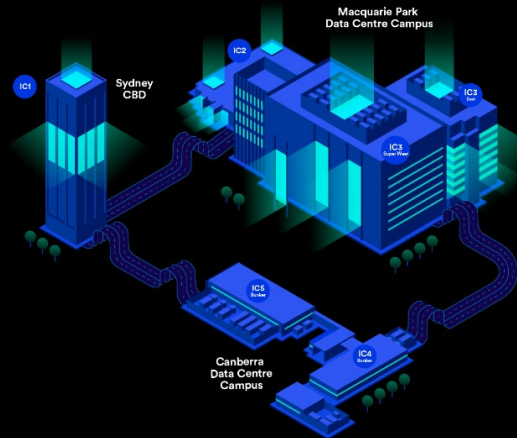


**Canberra Data Centre Campus**  
Intellicentre 4 Bunker & Intellicentre 5 Bunker

The portfolio comprises:

- Macquarie Park Data Centre Campus: IC2, IC3 East and IC3 Super West;
- Macquarie Canberra Data Centre Campus; and
- IC1 in Sydney CBD.

All our data centres are Certified Strategic by the Australian Government.



# Macquarie Park Data Centre Campus.

IC3 East Total IT load capacity was increased by approximately 1MW independent of the IC3 Super West build.

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State Significant Development Application submitted for IC3 Super West. We expect to receive DA approval in late calendar year 2023 and construction to be completed 30 months later.

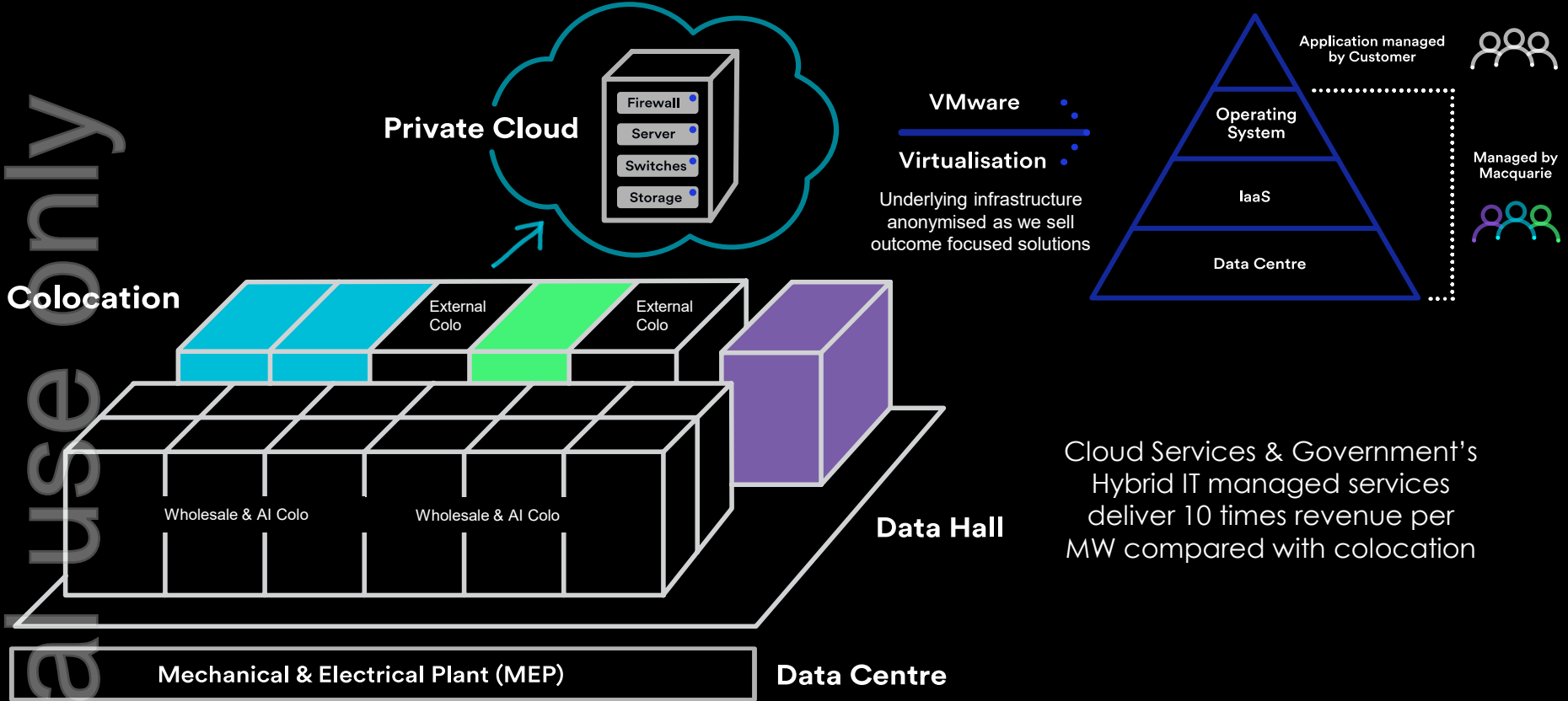
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AI is the next significant megatrend for data centres and the digital economy driving higher power density and demand for capacity.

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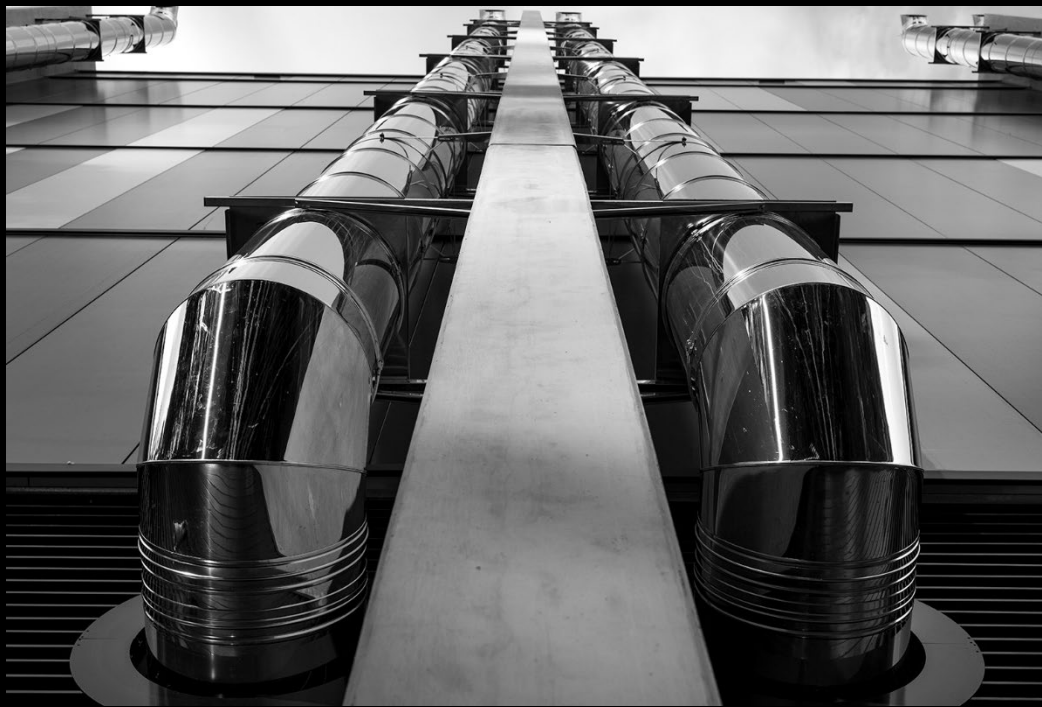


# Our private cloud continues to be a source of data centre utilization and generates higher revenue per rack.



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# Financials

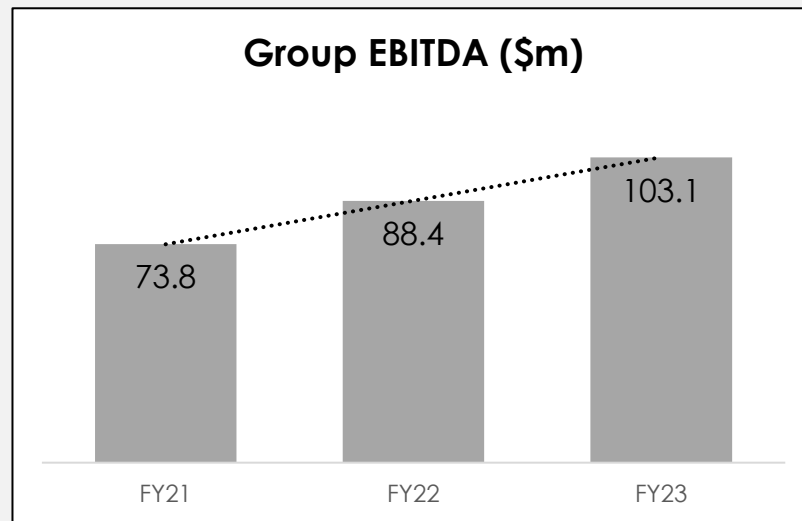
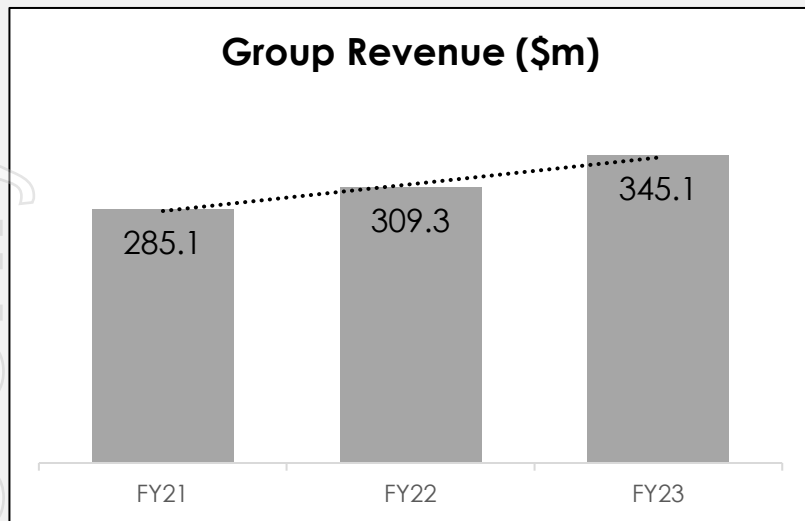


# Financial Results.

\$m	FY21	FY22	FY23	FY22 v FY23	% Change
<b>Revenue</b>					
Cloud Services & Government	138.6	164.3	191.9	27.6	16.8%
Data Centres	38.7	49.5	64.4	14.9	30.1%
Telecom	128.0	120.2	118.1	(2.1)	(1.7%)
Inter-segment	(20.2)	(24.7)	(29.3)	(4.6)	18.6%
<b>Total Revenue</b>	<b>285.1</b>	<b>309.3</b>	<b>345.1</b>	<b>35.8</b>	<b>11.6%</b>
<b>EBITDA</b>					
Cloud Services & Government	40.0	45.7	49.8	4.1	9.0%
Data Centres	18.9	27.1	33.1	6.0	22.1%
Telecom	14.9	15.6	20.2	4.6	29.5%
<b>Total EBITDA</b>	<b>73.8</b>	<b>88.4</b>	<b>103.1</b>	<b>14.7</b>	<b>16.6%</b>
Depreciation & Amortisation	(52.9)	(66.6)	(65.0)	1.6	(2.4%)
<b>EBIT</b>	20.9	21.8	38.1	16.3	74.8%
Interest	(3.4)	(8.5)	(12.6)	(4.1)	48.2%
<b>NPBT</b>	17.5	13.3	25.5	12.2	91.7%
Tax	(5.0)	(4.8)	(7.8)	(3.0)	62.5%
<b>NPAT</b>	<b>12.5</b>	<b>8.5</b>	<b>17.7</b>	<b>9.2</b>	<b>108.2%</b>

Inter-segment revenue predominately relates to services provided by the Data Centre segment to both the Cloud Services & Government and Telecom segments, eliminated on consolidation

# Group Financial Performance.

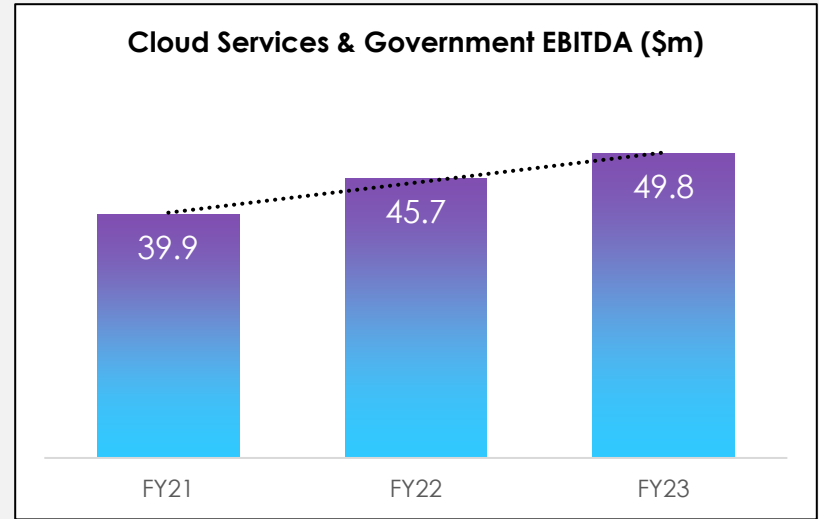
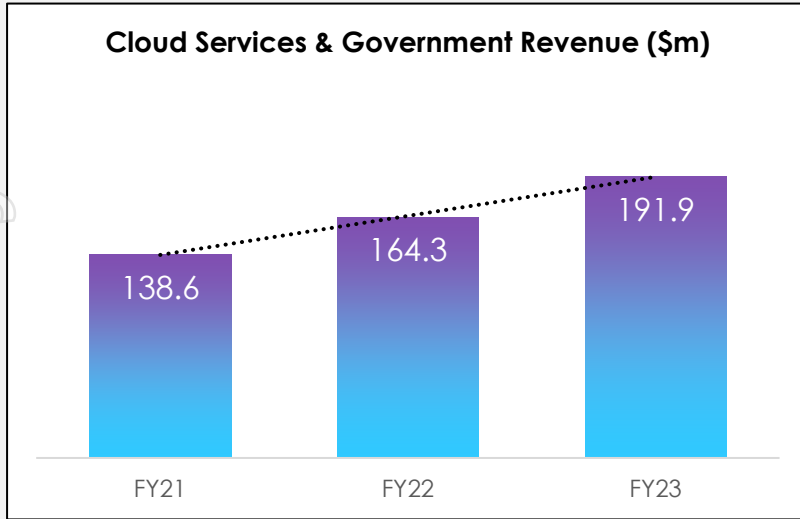


Over the last 3 years:

- Revenue CAGR of 10.0%
- EBITDA CAGR of 18.2%

EBITDA margin 29.9% in FY23

# Cloud Services & Government Financial Performance.

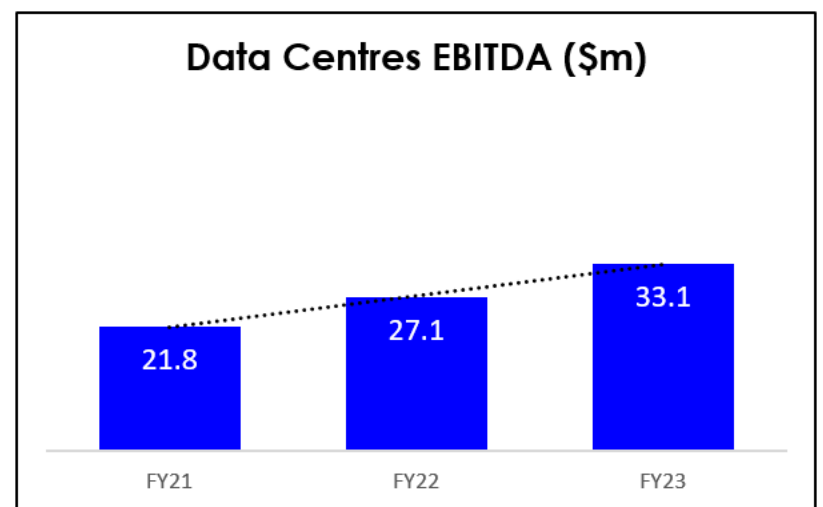
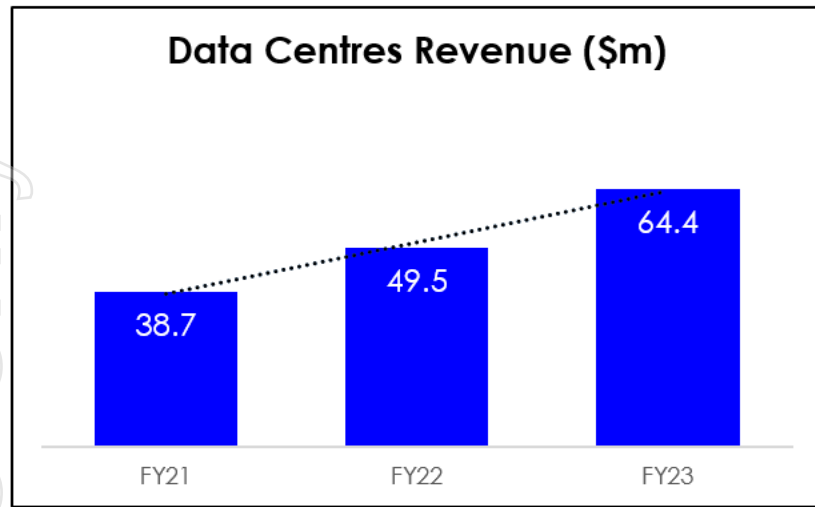


Over the last 3 years:

- Revenue CAGR of 17.6%
- EBITDA CAGR of 11.7%

EBITDA margin 25.9% in FY23

# Data Centres Financial Performance.



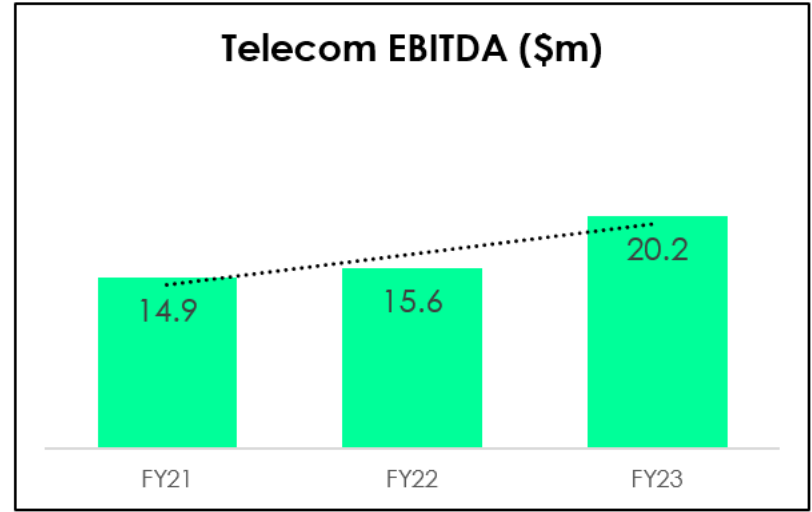
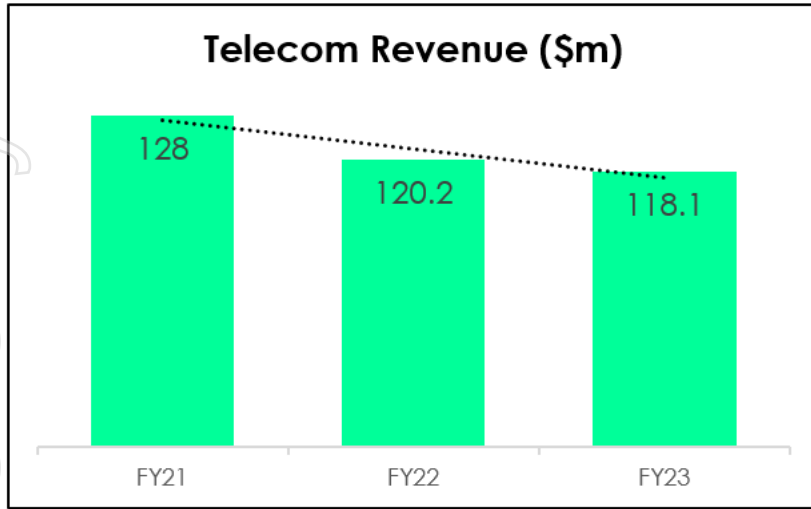
Over the last 3 years:

- Revenue CAGR of 29.0%
- EBITDA CAGR of 23.2%

EBITDA margin 51.3% in FY23



# Telecom Financial Performance.



Over the last 3 years:

- Revenue CAGR of (3.9)%
- EBITDA CAGR of 16.7%

EBITDA margin 17.1% in FY23

## Growth Capex

- **Growth Capex** is for the building of new data centre capacity, increased power supply, new technology creation and transformational investment.
- In the Data Centres business, a current example is power upgrades at IC3.
- **Growth Capex** was \$27.3m in FY23.

## Customer Growth Capex

- **Customer Growth Capex** is for additional cabling, racks, servers & storage that enable us to provision new customer orders.
- In the Telecom business, a current example is investment in SD WAN.
- **Customer Growth Capex** was \$21.4m in FY23.

## Maintenance Capex

- Most of the remaining Capex is infrastructure refresh and internal software development known as Maintenance Capex.
- **Maintenance Capex** was \$17.1m for FY23.

# Balance Sheet & Cash Flows.

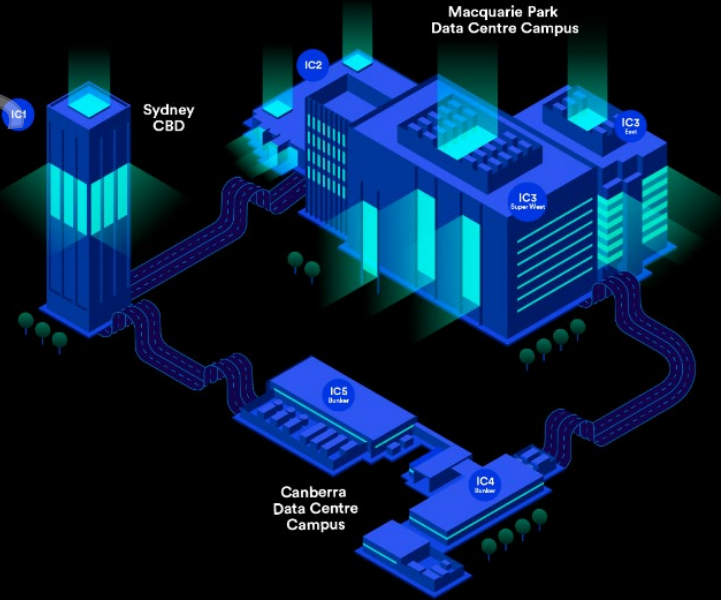
- Cash and cash equivalents of \$12.5m. The undrawn debt facility amounts to \$190m which allows us to pursue growth initiatives.
- FY23 capital spend of \$65.8m
  - Growth Capex \$27.3m
  - Customer Growth Capex \$21.4m
  - Maintenance Capex \$17.1m

\$m	FY22	FY23
<b>Assets</b>		
Cash & cash equivalents	3.0	12.5
Other current assets	59.0	99.3
Non-current assets	410.6	429.7
<b>Total assets</b>	<b>472.6</b>	<b>541.5</b>
<b>Liabilities</b>		
Creditors	40.8	46.0
Other liabilities	286.1	176.5
<b>Total liabilities</b>	<b>326.9</b>	<b>222.5</b>
<b>Total Equity</b>	<b>145.7</b>	<b>319.0</b>

- Operating cash flow of \$108.9m in FY23 included a tax received of \$9.9m and interest of \$0.4m. Conversion of EBITDA to operating cash flows excluding income tax received and interest received is 95.6%.
- Investments include \$65.8m capital spend, plus \$46.0m cash placed into investment accounts.
- Financing activities includes the \$155.8m net proceeds from the equity raise, of which \$126.0m was used to pay down the debt facility, leaving \$17.3m of lease payments plus interest and other finance costs.

\$m	FY22	FY23
<b>Revenue</b>		
Cash flows from operating activities	98.0	108.9
Cash flows used in investing activities	(95.4)	(111.8)
Cash flows from / used in financing activities	(19.4)	12.4
<b>Net decrease in cash</b>	<b>(16.8)</b>	<b>9.5</b>
<b>Opening cash &amp; cash equivalents</b>	<b>19.8</b>	<b>3.0</b>
<b>Total cash &amp; cash equivalents</b>	<b>3.0</b>	<b>12.5</b>

# Outlook.



IC3 Super West total IT Load will be increased from 32MW to 38MW, which is a 19% increase. This takes the Macquarie Park Data Centre Campus from 50MW to 56MW.

Due to demand from the AI megatrend, we could increase IT load of IC3 Super West from 38MW to 45MW. This potential 41% increase from our current plans would take the campus from 56MW to 63MW (subject to regulatory and Board approval).

Access to 63MW of power is available upon opening of IC3 Super West.

Focused on acquiring a campus site in Sydney to enable our ambitious growth plans. Exploring opportunities to accelerate growth to support the AI megatrend.

## Outlook.

The Company's EBITDA is expected to grow in FY24.

Due to investments being made in Cloud Services & Government and timing of sales in 2H FY23, EBITDA is expected to be flat 1H FY24 and grow in 2H FY24.

Non-recurring technical consulting to Government contributed \$4m of EBITDA in FY23 and is expected to only have a nominal contribution in FY24. New government policy to use the Public Service rather than consultants.

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We continue to see strong demand for cloud and cyber security services. In FY24 we are increasing our investment in people to position the business to grow our cloud and cyber security business.

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Telecom business has evolved to a managed connectivity and network security business via SDWAN.

Telecom maintaining operating efficiencies which will continue to generate current profitability and free cash flow.

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Group wide leveraging of AI internally, and designing infrastructure and services to enable AI for our customers.

## Outlook.

Depreciation and amortisation for FY24 is expected to be \$56m to \$60m, driven by full year impact of IC3 East in FY24. Hosting depreciation is expected to be at \$43m to \$46m and Telecom depreciation \$13m to \$14m in FY24.

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The Company plans to make further investment in growth and customer growth capex during FY24. Total capex before IC3 Super West is expected to be between \$34m to \$39m consisting of:

- Customer Growth - \$17m to \$19m,
- Growth Capex - \$8m to \$10m,
- Maintenance Capex - \$9m to \$10m.

IC3 Super West capex is expected to be between \$45m to \$50m.

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Telecom capex is expected to remain broadly flat at \$7m to \$8m in FY24 with Hosting capex at \$72m to \$81m.