

Half Year Results.

2019.

26 February 2019

Key Business Highlights.

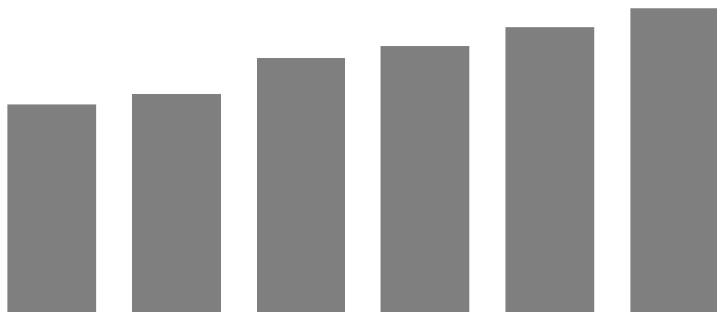
Business Summary.



7 Data Centre Business.

9 Data Centre Portfolio expansion.

Financial Performance – Hosting



- Over the last 3 years
 - Revenue CAGR of 17.6%
 - EBITDA CAGR of 34.4%
 - EBITDA margin improved to 29.0%
- Highly leveraged business with improving margins as infrastructure utilisation increases
- Strong Government cloud growth underpinned by ASD certification of secure private cloud offering

Growth Capex is for the building of new data centre capacity, increased power supply, new technology creation & transformational investment

In the Hosting business, a current example is Stage 3 and the fit out of Data Hall 4 for Fortune 100 Customer

In the Telecom business, a current example is investment in SDWAN and nbn migrations

IC3 spend not included in growth capex

Growth Capex was \$10.3m in 1H FY19

Customer Growth Capex is for additional cabling, racks, servers & storage that enable us to provision new customer orders

Customer Growth Capex was \$8.7m in 1H FY19

○ Macquarie Telecom Group

