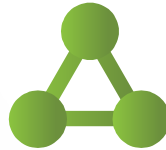


macquarie
TELECOM



INVESTOR UPDATE



5 June 2015



AGENDA

- Corporate overview

David Tudehope

- Telecom

Luke Clifton

- Macquarie Hosting

Aidan Tudehope & James Mystakidis

- Financial Update

Michael Simmonds

- Q&A

All





TELECOM



HOSTING CORPORATE IT DIGI SaaS



HOSTING FEDERAL GOVT

VALUE PROPOSITION

Price,
Choice, Flexibility, Control

Specialized & Compliant
Hosting for Apps not suitable for
Public Cloud

SIG Accreditation
50 Cleared Engineers
Secure Hosting –
Private Secure Cloud

COMPETITORS



PEOPLE / SKILL

Generalist for Voice & Mobiles
TC for Data & CoLo
Know Business Drivers

Hosting Specialists
- Complex
- Compliant

Secure Hosting Specialist
Know government drivers





VALUE PROPOSITION

TELECOM

BUSINESS
HOSTING

GOVERNMENT
HOSTING

COMPETITORS



PEOPLE / SKILL

HR
FINANCE, IT, LEGAL
REGULATORY



MACQUARIE TELECOM GROUP WIDE CRITICAL SUCCESS FACTORS



VALUES



NPS +50

**\$
NET SALES
PERFORMANCE**

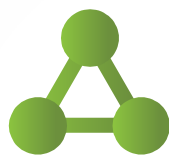


**CRM
KNOWLEDGE
MANAGEMENT**



**PROFIT & REVENUE
ALIGNMENT**





TELECOM



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TODAY

MARKET GROWING

MID-SIZED BUSINESS MARKET

↑ OVER CHARGED
↓ SERVICED

WHO

MID SIZED

HOW

STRATEGY:

+50 NPS

EASY TO USE TOOLS FLASH

↑

RETENTION

↑ AUTOMATION FLASH ↓ COST TO BUY & SERVE ↑ INVIEW FLEETVIEW

CHALLENGER VOICE

DIGITAL & SOCIAL MEDIA

EVENTS

GROWTH

PROFIT

NPS +50





SONY





MACQUARIE HOSTING
DIGI SaaS CORP IT



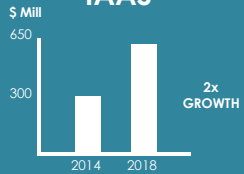
HOSTING DIGI SAAS, CORP IT

TODAY

SAAS GROWING



IAAS



WHO



CORPORATE IT
COMPLEX NEED
JOURNEY TO CLOUD



SOFTWARE AS A
SERVICE PROVIDER



WEB BUSINESS
WEB SITES
DIGI RETAIL

HOW

STRATEGY:

14 YEARS +
HYBRID + PRIVATE CLOUD



ACCREDITATIONS



DATA SOVEREIGNTY

MARKETING

DIGITAL &
SOCIAL MEDIA



EVENTS

PRINCIPAL
CONSULTING
PROGRAM

OUTCOME

GROWTH
SAAS



DIGITAL



MAINTAIN
SUCCESS IN
CORPORATE IT

↑ AUTOMATION
LAUNCH

↑ VALUE THAT WE
CAN CHARGE

↑ HOSTING &
CLOUD SPECIALIST





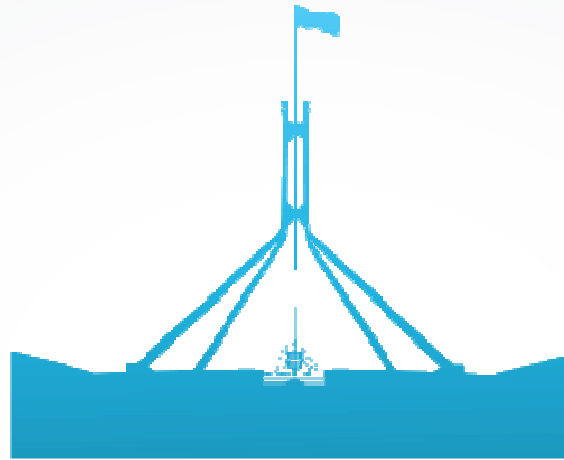
mimecast[®]
unified email management

VMWARE SERVICE PROVIDER
PARTNER OF THE YEAR



vmware
PARTNER NETWORK AWARD
2015 ASIA PACIFIC AND
JAPAN WINNER





MACQUARIE HOSTING
GOVERNMENT

HOSTING GOVERNMENT

TODAY

POLICY CHANGE

WHO

Secure Internet Gateway (SIG) AGENCIES

NON SIG GOVERNMENT ENTITIES

SaaS vendors To Government

Department Finance – Whole of Government

MARKETING

Policy Influence

Brand Awareness

Thought Leadership

Intimacy

OUTCOME

GROWTH 

PROFIT 

NPS +50 


 SIG IC4 REFERENCE ARCHITECTURE ISM protected


HOW


STRATEGY:

SIG CREDENTIALS





10+ YEAR TRACK RECORD

ASIO T4 



+50 NPS EASY 

DATA SOVEREIGNTY 

SIG SOC

IC4     SaaS ...

FEDLINK

 COST / ALL OF GOVERNMENT PRICING

 SECURITY STATURE





Australian Government

Department of the Prime Minister and Cabinet



ASIC

Australian Securities & Investments Commission



Australian Government

Geoscience Australia

ACSC
AUSTRALIAN CYBER SECURITY CENTRE

Australia's Only Government Certified Cloud.

[LEARN MORE](#)



FINANCIAL UPDATE

- Sale of Intellicentre 2 Land and Building for \$43.3m
- Payable in 2 tranches - \$40.3m at settlement, \$3m 12 months after settlement
- Triple net Lease entered into for 20 years plus 2 5 year options
- Funds to be used to repay existing debt
- Net debt \$15.6m at 31 May 2015 (31 Dec 2014 Net debt \$22.0m)
- Guidance confirmed of \$24m - \$26m EBITDA for FY15
- Resumption of dividend payments to be reviewed by Board



Q&A



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