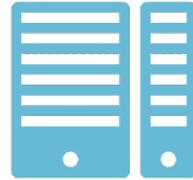
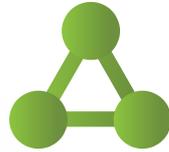


macquarie
TELECOM



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





SAAS
DIGI



	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**

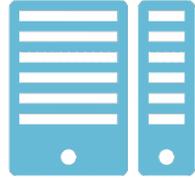
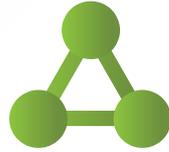


**CRM
KNOWLEDGE
MANAGEMENT**



**PROFIT & REVENUE
ALIGNMENT**





TELECOM





TODAY

MARKET GROWING



WHO

MID SIZED



CHALLENGER VOICE

DIGITAL & SOCIAL MEDIA

GROWTH



MID-SIZED BUSINESS MARKET

↑ OVER CHARGED
↓ SERVICED

HOW

STRATEGY:



+50 NPS



⚡ EASY TO USE TOOLS FLASH

EVENTS



PROFIT



NPS +50



RETENTION

↑ AUTOMATION FLASH

↓ COST TO BUY & SERVE

↑ INVVIEW FLEETVIEW



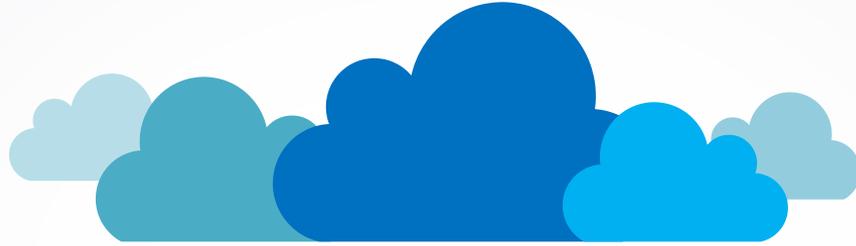


SONY

GWF

George Weston
Foods Limited





MACQUARIE HOSTING
DIGI SaaS CORP IT



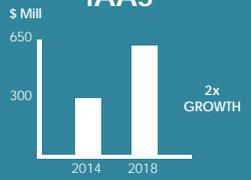
HOSTING DIGI SAAS, CORP IT

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



NPS + 50

ACCREDITATIONS



Uptime Institute

DATA SOVEREIGNTY



MARKETING

DIGITAL &
SOCIAL MEDIA



EVENTS

PRINCIPAL
CONSULTING
PROGRAM

OUTCOME

GROWTH
SAAS



DIGITAL

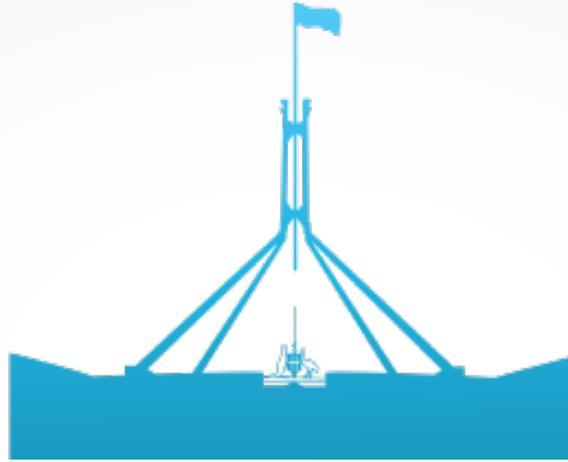


MAINTAIN
SUCCESS IN
CORPORATE IT

↑ AUTOMATION LAUNCH ↑ VALUE THAT WE CAN CHARGE ↑ HOSTING & CLOUD SPECIALIST







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

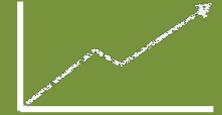
Brand Awareness

Thought Leadership

Intimacy

OUTCOME

GROWTH



PROFIT



NPS +50



SIG IC4 REFERENCE ARCHITECTURE ISM protected

STRATEGY:

HOW

SIG CREDENTIALS 10+ YEAR TRACK RECORD



+50 NPS EASY

ASIO T4



DATA SOVEREIGNTY

SIG SOC

IC4



SaaS ...

FEDLINK



COST / ALL OF GOVERNMENT PRICING



SECURITY STATURE





Australian Government

Department of the Prime Minister and Cabinet



Australian Government

Geoscience Australia



ASIC

Australian Securities & Investments Commission

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



DISCLAIMER

No express or implied warranty is given as to the accuracy or completeness of the information in this document or any corresponding presentation. This document may contain forward looking statements that, while used in good faith, reflect Macquarie Telecom Group Limited's current intention, plans, expectations, assumptions and beliefs about future events and are subject to risks, uncertainties and other factors, many of which are outside the control of Macquarie Telecom Group Limited.

Factors that could cause actual results to differ materially from the expectations expressed or implied in the forward-looking statements include known and unknown risks. Because actual results could differ materially from Macquarie Telecom Group Limited's current intentions, plans, expectations, assumptions and beliefs about the future, disclosures herein should not be relied upon as advice to investors or potential investors and should be viewed with caution.



macquarie
TELECOM

