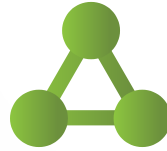


macquarie
TELECOM



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

VALUE PROPOSITION

Price,
Choice, Flexibility, Control

COMPETITORS



PEOPLE / SKILL

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



SAAS
DIGI

HOSTING CORPORATE IT DIGI SaaS

Specialized & Compliant
Hosting for Apps not suitable for
Public Cloud



Hosting Specialists

- Complex
- Compliant



HOSTING FEDERAL GOVT

SIG Accreditation
50 Cleared Engineers
Secure Hosting –
Private Secure Cloud



Secure Hosting Specialist
Know government drivers





VALUE PROPOSITION

TELECOM



COMPETITORS

BUSINESS
HOSTING

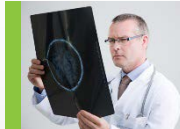
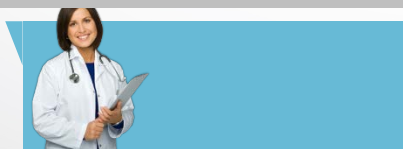


GOVERNMENT
HOSTING



PEOPLE / SKILL

HR
FINANCE, IT, LEGAL
REGULATORY



MACQUARIE TELECOM GROUP WIDE CRITICAL SUCCESS FACTORS



VALUES



NPS +50

\$
**NET SALES
PERFORMANCE**

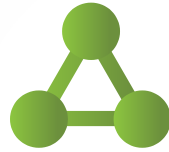


CRM
KNOWLEDGE
MANAGEMENT



**PROFIT & REVENUE
ALIGNMENT**





TELECOM





TODAY

MARKET
GROWING



MID-SIZED
BUSINESS
MARKET

↑ OVER CHARGED
↓ SERVICED



WHO

MID SIZED



HOW

STRATEGY:



⚡ EASY TO USE
TOOLS FLASH



RETENTION

↑ AUTOMATION
FLASH

↓ COST TO
BUY & SERVE

↑ INVUEW
FLEETVIEW

CHALLENGER
VOICE

DIGITAL &
SOCIAL MEDIA

EVENTS



GROWTH



PROFIT



NPS +50



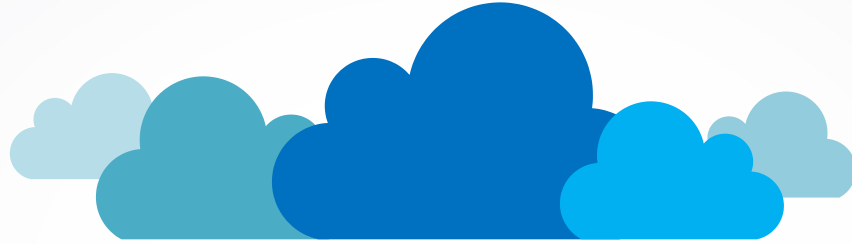


SONY

GWF

George Weston
Foods Limited





MACQUARIE HOSTING
DIGI SaaS CORP IT



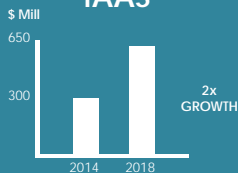
HOSTING DIGI SAAS, CORP IT

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



UptimeInstitute

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

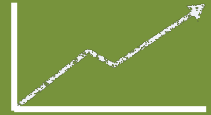
Brand
Awareness

Thought
Leadership

Intimacy

OUTCOME

GROWTH



PROFIT



NPS +50



STRATEGY:

HOW

SIG CREDENTIALS
10+ YEAR TRACK RECORD

ASIO T4



DATA
SOVEREIGNTY



+50 NPS
EASY

SIG SOC

IC4



SaaS ...



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



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