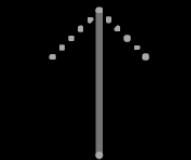


Development of Macquarie Park Data Centre Campus to 43MW.

August 2018

2 FY18 Colocation Business Highlights.

18.4% YoY



Revenue

\$33.4m

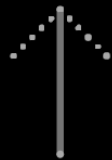
19.4% YoY



EBITDA

\$15.6m

14.6% YoY



EBITDAR

\$20.1m

- Colocation EBITDA Margin of 46%
- Market leading EBITDAR Margin of 60% in FY18
- Colocation revenue is billed through both Hosting and Telecom Groups



Cross connect / interconnect
5.3% of recurring revenue

Macquarie Park Campus expansion from 10MW to 43MW total load



- Modularised build for core and shell phases
- Carrier Neutral
- Designed for global hyperscalers, enterprise and Government customers

Total Campus Load 43MW

- Intellicentre 2 (IC2)
10MW existing
- Intellicentre 3 (IC3)
East/West 33MW

Macquarie Telecom Intellicentre 2



Intellicentre 2

- **IC2 Return on Assets 28%**
= *EBITDA* / Capex
includes sale and leaseback of land and shell
- **Total load 10MW**

Macquarie Telecom Intellicentre 3 East – Phase 1



Intellicentre 3 East

- Initial build capex \$75-80M
- Keppel contribution to core and shell build cost \$26-36M
- MEP and fit out \$45M
- Initial Capacity 2.4MW
- Modular fit out based on customer demand in years ahead
- IC3 East building area 13,400 sqm
- Practical completion in late 2019

Macquarie Telecom Intellicentre 3 East – South East Corner



7 Intellicentre Business.



Commercial &
design flexibility



Carrier Neutral



Proven Track
Record



Compliance and
Government Security

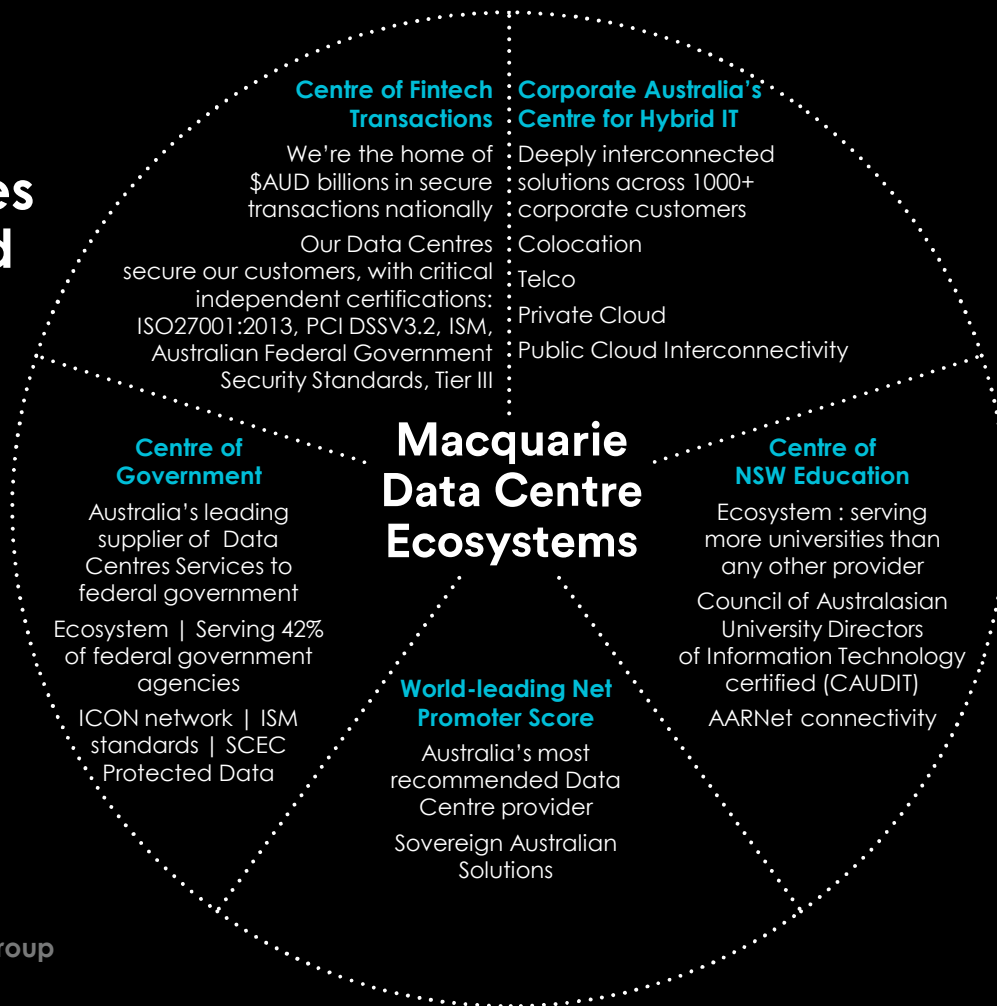


Customer
Service



Speed of
Response

Not all
colocation
data centres
are created
equal.



Carrier neutral. Better connected. More secure.

