

# Development of Macquarie Park Data Centre Campus to 43MW.

August 2018

# <sup>2</sup> FY18 Colocation Business Highlights.



- 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



# <sup>7</sup> Intellicentre Business.









Compliance and Government Security



Customer Service



Speed of Response

Not all colocation data centres are created equal.

Our Data Centres: Colocation secure our customers, with critical Itelan independent certifications: ISO27001:2013, PCI DSSV3.2, ISM, Australian Federal Government: Public Cloud Interconnectivity Security Standards, Tier III:

### Centre of Fintech: Corporate Australia Transactions : Centre for Hybrid IT

We're the home of : Deeply interconnected \$AUD billions in secure: solutions across 1000+ transactions nationally: corporate customers

: Private Cloud

### Centre of Government

Australia's leadina supplier of Data Centres Services to federal government

Ecosystem | Serving 42% of federal government agencies

ICON network | ISM standards | SCEC Protected Data

# Macquarie **Data Centre Ecosystems**

### **World-leading Net Promoter Score**

Australia's most recommended Data Centre provider Sovereign Australian

Solutions

### Centre of **NSW Education**

Ecosystem: serving more universities than any other provider

Council of Australasian **University Directors** of Information Technology certified (CAUDIT)

AARNet connectivity

O Macquarie Telecom Group

# Carrier neutral. Better connected. More secure.





























