

Half Year Results 1H2025.

26 February 2025







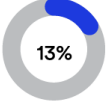

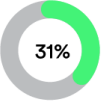
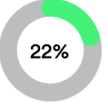




Growth across key financial metrics.

1H 2025 vs 1H 2024



- Twenty consecutive halves of EBITDA growth for the Group - consistent with outlook provided at the AGM.
- Megatrends in Cloud, Cyber and AI continue to drive our business.
- Maintained strong EBITDA margins in a period of increased cost pressures.
- Over 97% of revenue has come from contracted monthly recurring revenue.
- Strong balance sheet with undrawn debt facility of \$450m along with cash and deposits of c\$91m available to fund further investment.
- Continued healthy cash conversion at 105%.

Business design.

Business Areas	 macquarie <small>CLOUD SERVICES</small>	 macquarie <small>GOVERNMENT</small>	 macquarie <small>DATA CENTRES</small>	 macquarie <small>TELECOM</small>		
Percentage of Revenue and EBITDA in 1H25	 56% Revenue	 46% EBITDA	 13% Revenue	 32% EBITDA	 31% Revenue	 22% EBITDA
What we do	<p>For business customers, we are the specialists in hybrid IT. We integrate colocation, cloud & dedicated servers. Different applications need different types of hosting. We manage it.</p>	<p>We are the Australian specialists in cyber security, secure cloud & colocation for Federal Government. We deliver services to 42% of Federal Government agencies.</p>	<p>We are developers & operators of data centres for wholesale customers including underpinning our three internal BUs' colocation services.</p>	<p>For business customers, we are the full service provider of secure data networks, voice & mobile services. We are the managed service provider that does everything refreshingly different. We are where the Macquarie story started.</p>		
Value proposition	<p>Customer Service, Specialised and Compliant Hosting.</p>	<p>Customer Service, Security Operations Centre (SOC), Cyber Security, Sovereign Certified Data Centres in Canberra</p>	<p>Customer Service, Commercial and Design Flexibility, Physically Secure for Federal Government, Highly Certified, Local and Data Sovereignty, Proven track record</p>	<p>Customer Service, Industry-leading Technology, Commercial & Design flexibility, Networking & Cyber Security Specialists</p>		
Competitors						
People / Skill	<p>Cloud Specialists: Custom and Compliant</p>	<p>Cyber Security and Hosting Specialist to Government</p>	<p>Australian Data Centre Specialists</p>	<p>Technical Specialists for data, network security and voice. Business grade MVNO for mobility solutions</p>		

Business Highlights Summary.

Macquarie Cloud Services

Microsoft's #1 Azure Partner nationally within small, medium and corporate sector.

Australia's leading Microsoft Security Specialist (Azure Expert MSP and MISA member).

Optimisation of customers Private Cloud environment has reduced the impact of US tech vendor price hike.

Cloud forward cyber security practice helping customers manage their security and data resilience needs.

Macquarie Government

42% of Australian Government agencies are customers and we continue to uplift their cyber security posture.

Expanded the business we do for our largest customer, ATO, for another contracted 3 years.

Focused on delivering the Australian Government's Essential 8 policy mandate and is aligned with its drive to support Sovereign capabilities, critical infrastructure and investing in cyber security.

We monitor over 150 billion events per month.

The only company to have both our cloud and data centres services certified to 'strategic' level by the Digital Transformation Agency.

Macquarie Data Centres

Construction of IC3 SuperWest well underway and inground stage of works now complete.

Successfully obtained State government approval for IC3 Super West DA modification to increase capacity to 47MW. Design increased from 45MW to 47MW.

Investing in data centre development team including involvement of technical specialists and funding capacity to acquire a new data centre campus in Sydney.

2 out of 3 Hyperscalers are our customers.

Macquarie Telecom

Customer experience at record levels with +86 NPS for 1H FY25.

Ongoing transformation in operating performance with year-on-year growth in EBITDA and Free Cash Flow.

Expanding managed connectivity business with launch of bundled Secure Networks and scaling of SASE (network security) across the SD-WAN customer base.

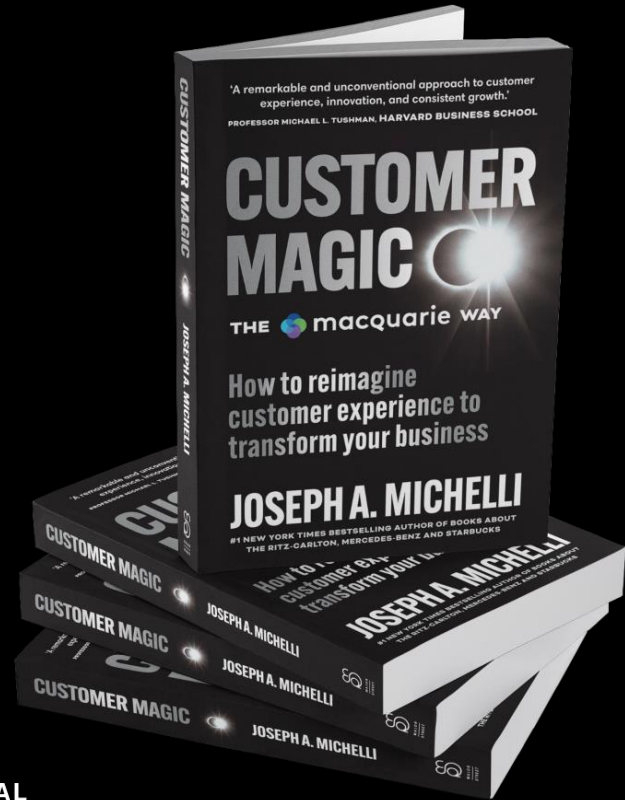
Continued cross sell outcomes, leveraging the Telecom customer base for Cloud Services solutions, notably in Managed Azure, Cyber Security and Business Continuity Services.

Company purpose.

To make a difference in markets that are underserved and overcharged.

+87 NPS

NPS is the measure of customer experience that is assessed on a scale of -100 to +100, where a score of greater than +50 is excellent



Quality Infrastructure



Data Centre Portfolio.



Sydney CBD Campus
IC1



Macquarie Park Data Centre Campus
IC2, IC3 East
IC3 SuperWest

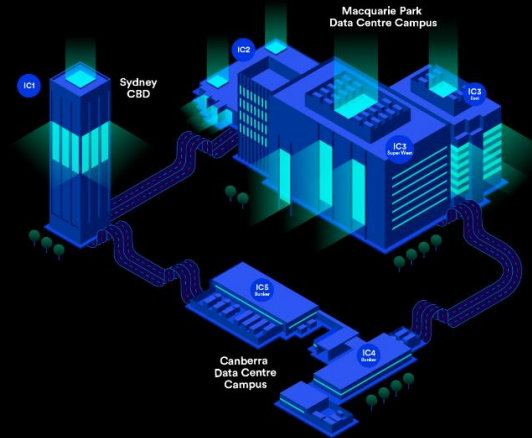


Canberra Data Centre Campus
IC4 Bunker & IC5 Bunker

The portfolio comprises:

- Macquarie Park Data Centre Campus: IC2, IC3 East and IC3 SuperWest (under construction)
- Macquarie Data Centres Canberra Campus: IC4 and IC5
- IC1 in Sydney's CBD

All our Sovereign data centres are Certified Strategic by the Australian Government.



Macquarie Park Data Centre Campus.

Construction of IC3 SuperWest is well underway. Complex ground works are complete and the building structure is progressing well.

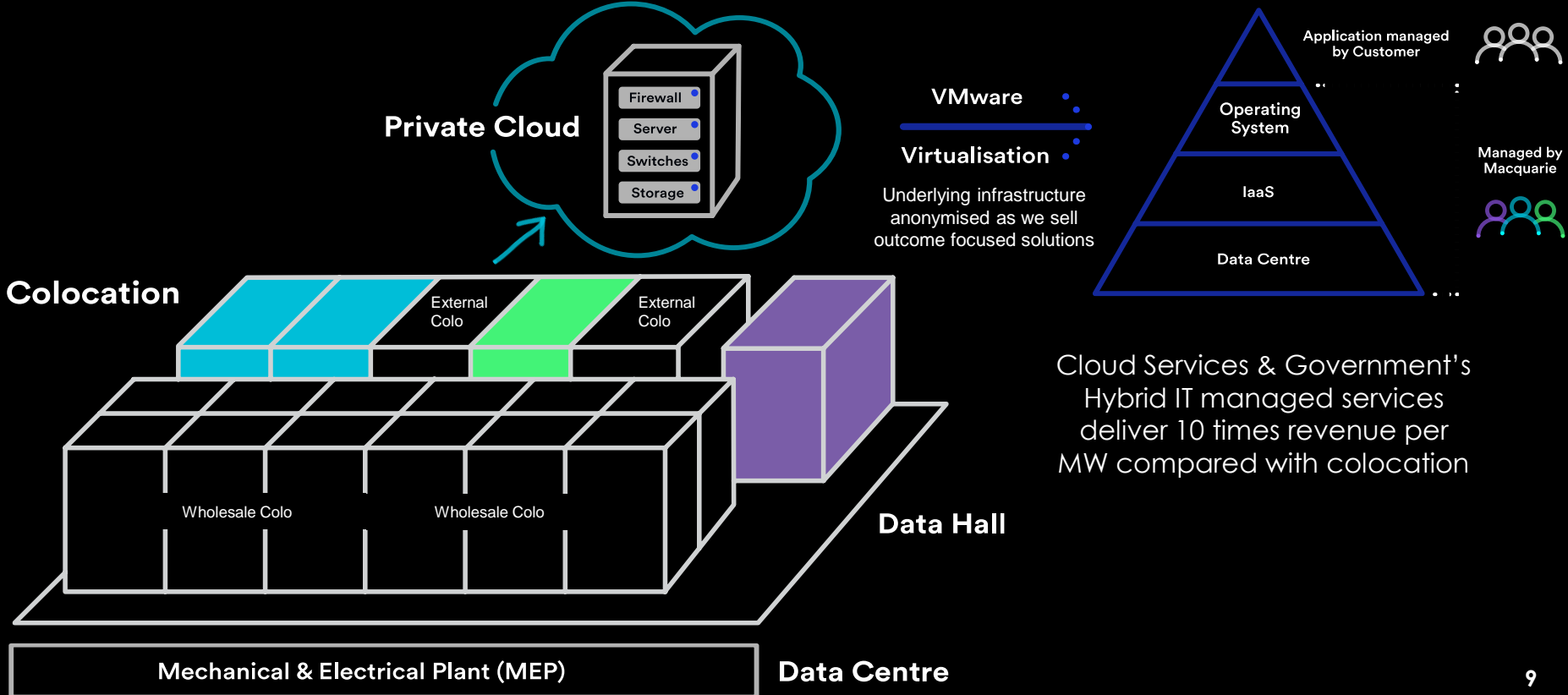
Phase 1 of construction expected to be completed in Q3 2026.

In December 2024 we successfully obtained a modification to our IC3 SuperWest DA to increase the density to 47MW. Hybrid design allows for a mix of traditional cloud and direct to chip cooling technologies, making IC3 SuperWest AI ready.

We have secured all end state power that we anticipate will be required for the life of the Campus, with the power infrastructure being deployed as required.



Our private cloud continues to be a source of data centre utilisation and generates higher revenue per rack.



Financials

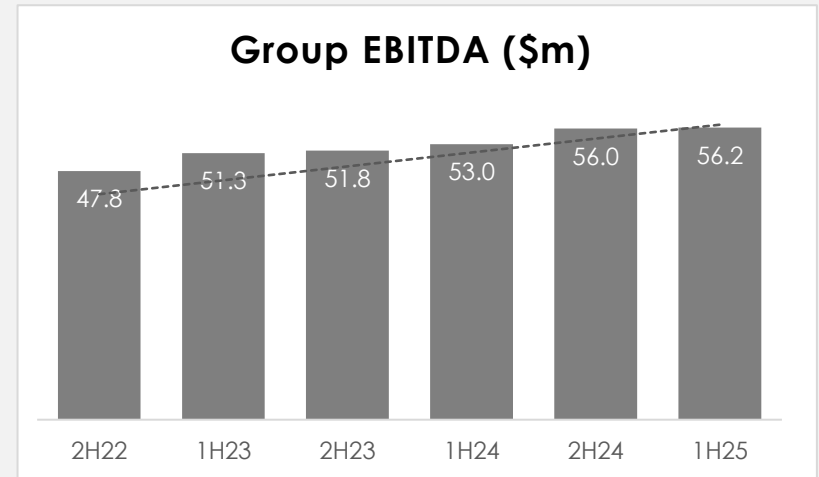
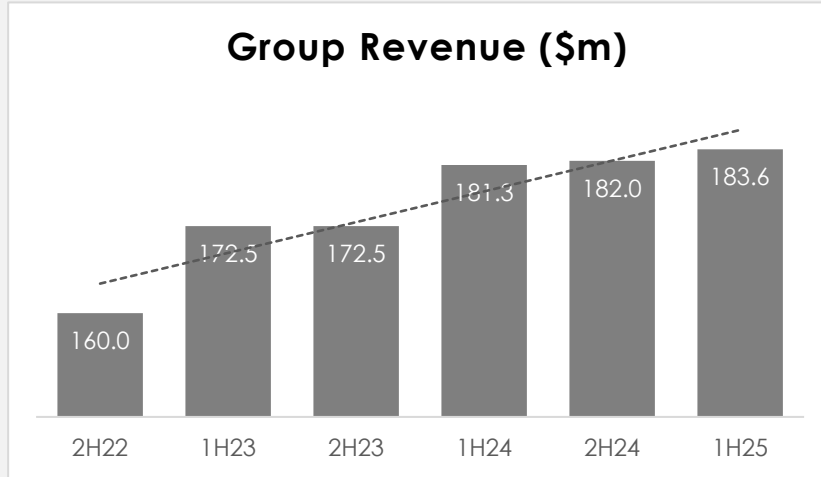


Financial Results.

\$m	1H FY24	1H FY25	1H FY25 v 1H FY24	% Change
Revenue				
Cloud Services & Government	102.4	103.9	1.5	1.4%
Data Centres	34.3	39.5	5.2	15.0%
Telecom	60.9	57.4	(3.5)	(5.7%)
Inter-segment	(16.3)	(17.2)	(0.9)	5.3%
Total Revenue	181.3	183.6	2.3	1.3%
EBITDA				
Cloud Services & Government	24.6	25.6	1.1	4.4%
Data Centres	17.2	18.1	0.8	4.8%
Telecom	11.2	12.5	1.3	11.3%
Total EBITDA	53.0	56.2	3.2	6.0%
Depreciation & Amortisation	(29.4)	(27.5)	1.8	(6.2%)
EBIT	23.7	28.7	5.0	21.2%
Interest	(2.4)	(2.8)	(0.4)	18.1%
NPBT	21.3	25.8	4.6	21.5%
Tax	(6.4)	(7.9)	(1.5)	22.8%
NPAT	14.8	17.9	3.1	21.0%

Inter-segment revenue predominately relates to services provided by the Data Centre segment to the Cloud Services & Government segment, eliminated on consolidation. All figures presented are subject to rounding.

Group Financial Performance.



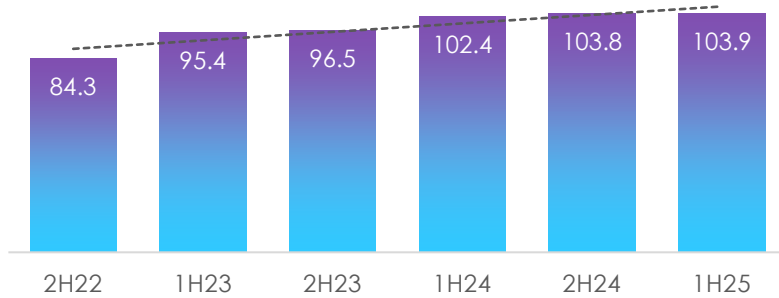
Over the last 3 years:

- Revenue CAGR of 7.1%
- EBITDA CAGR of 11.5%

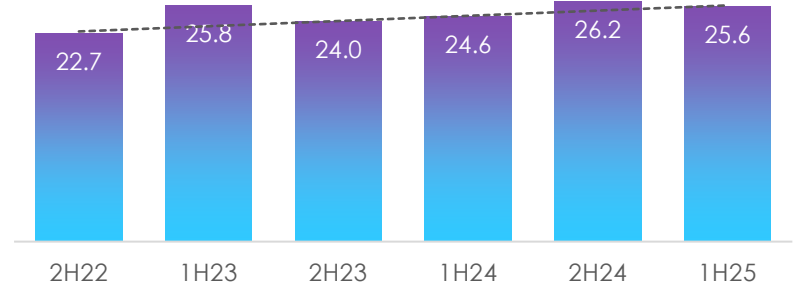
EBITDA margin of 30.6% in 1H FY25

Cloud Services & Government Financial Performance.

Cloud Services and Government Revenue (\$m)



Cloud Services and Government EBITDA (\$m)

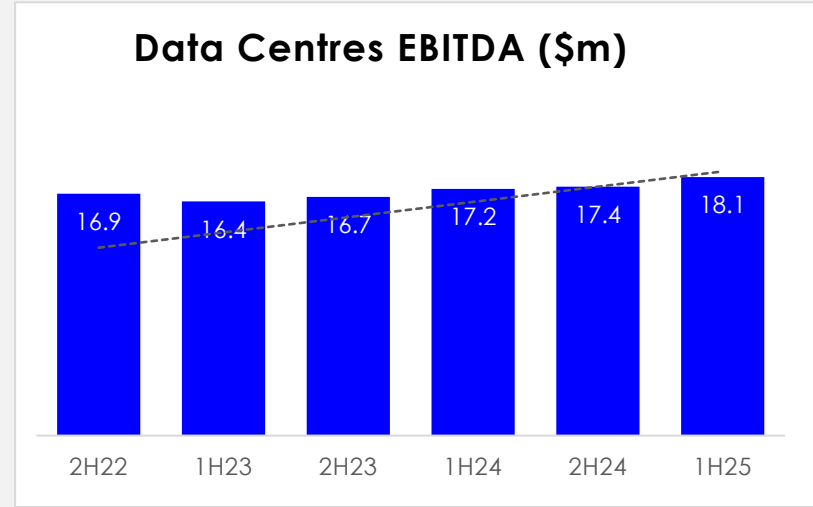
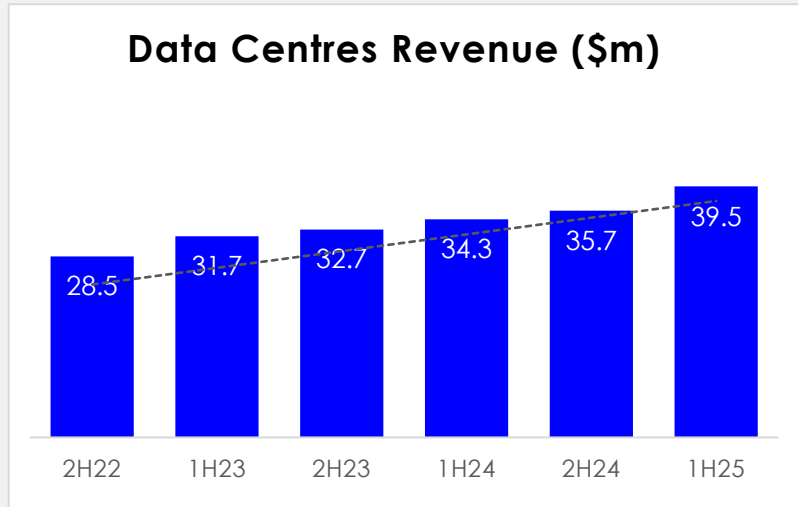


Over the last 3 years:

- Revenue CAGR of 9.1%
- EBITDA CAGR of 3.7%

EBITDA margin of 24.7% in 1H FY25

Data Centres Financial Performance.



Over the last 3 years:

- Revenue CAGR of 23.5%
- EBITDA CAGR of 21.0%

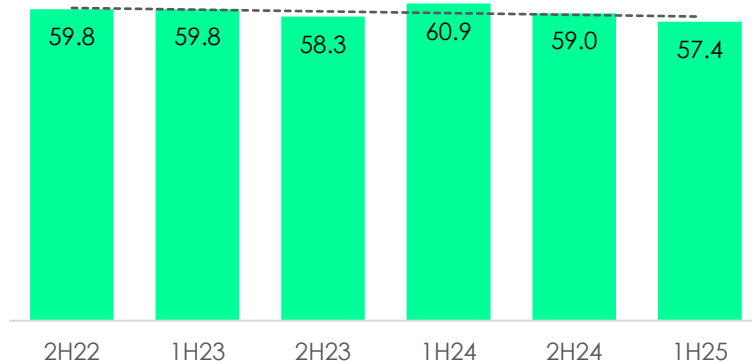
EBITDA margin of 45.8% in 1H FY25.

EBITDA impacted by investing in data centre development activities costs (incl. technical specialists) associated with the acquisition of a new data centre campus in Sydney. Excluding investment in data centre development activities and increased consumption of power by hyperscalers, EBITDA margin remains flat.

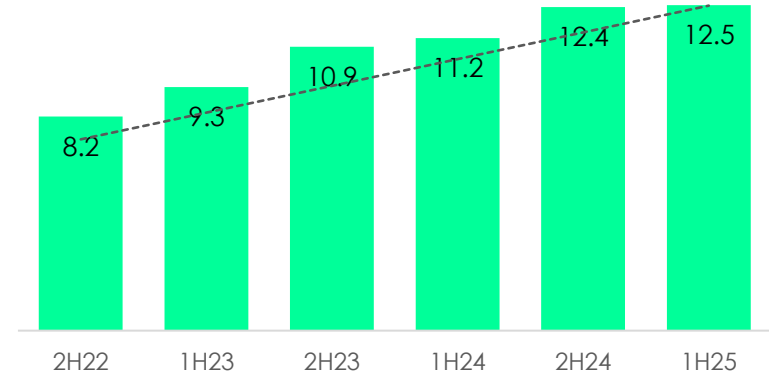
All figures presented are subject to rounding.

Telecom Financial Performance.

Telecom Revenue (\$m)



Telecom EBITDA (\$m)



Over the last 3 years:

- Revenue CAGR of (-1.7)%
- EBITDA CAGR of 19.3%

EBITDA margin of 21.7% in 1H FY25

Growth Capex

- **Growth** Capex is for the building of new data centre capacity, increased power supply, new technology creation and transformational investment.
- In the Data Centres business, a current example is capex for IC3 SuperWest.
- **Growth** Capex was \$41.8 million in 1H FY25, including \$39.0 million for IC3 SuperWest and \$2.8 million across the rest of the company.

Customer Growth Capex

- **Customer Growth** Capex is for additional cabling, racks, servers & storage that enable us to provision new customer orders.
- In the Telecom business, a current example is investment in SD WAN.
- **Customer Growth** Capex was \$6.3 million in 1H FY25.

Maintenance Capex

- Most of the remaining Capex is infrastructure refresh and internal software development known as Maintenance Capex.
- **Maintenance Capex** was \$10.8 million for 1H FY25.

Balance Sheet & Cash Flows.

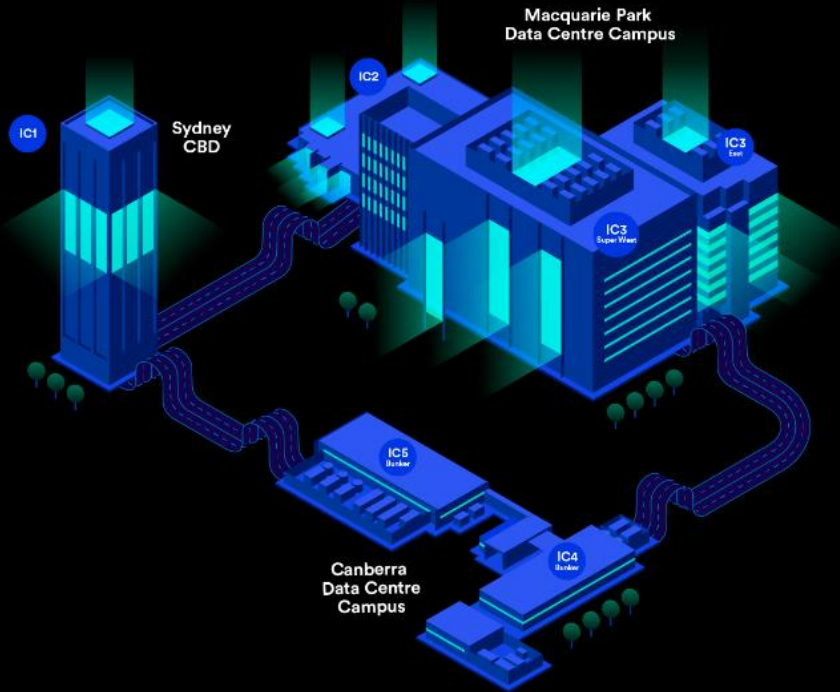
- The Group has Cash and cash equivalents of \$16.1 million, \$75.0 million in cash deposits plus undrawn debt facility of \$450.0 million for growth initiatives.
- 1H FY25 capital spend of \$58.9 million,
 - Growth Capex \$41.8 million (including \$39.0 million for IC3 SuperWest)
 - Customer Growth Capex \$6.3 million
 - Maintenance Capex \$10.8 million
- Operating cash flow of \$40.9 million in 1H FY25, includes an income tax payment for FY24 \$20.3 million. When comparing receipts from customers, less payments to suppliers and employees of \$59.0 million to EBITDA \$56.2 million this is a cash conversion of 105%.
- Cash flow used in investing activities \$44.4 million includes Capex and a net reduction in investment accounts (deposits) of \$10.0 million (1H FY24 includes \$29.0 million investments into term deposits).
- Financing activities outflow of \$10.4 million includes interest on the \$90.0 million loan note attached to the acquisition of land at Macquarie Park and other lease costs.

\$m	FY24	1H FY25
Assets		
Cash & cash equivalents	30.0	16.1
Other current assets	139.9	141.6
Non-current assets	519.9	551.2
Total assets	689.8	708.9
Liabilities		
Creditors	50.0	52.7
Other liabilities	184.5	184.8
Total liabilities	234.5	237.5
Total equity	455.3	471.4

\$m	1H FY24	1H FY25
Cash flow		
Cash flows from operating activities	49.5	40.9
Cash flows used in investing activities	(45.6)	(44.4)
Cash flows from / used in financing activities	(6.6)	(10.4)
Net decrease in cash	(2.7)	(13.9)
Opening cash & cash equivalents	12.5	30.0
Total cash & cash equivalents	9.8	16.1

Outlook:

Data Centres



We successfully obtained a modification to our IC3 SuperWest DA to increase the density to 47MW. This allows us to meet the needs of the AI and cloud megatrends. Access to 63MW of power is available upon opening of IC3 SuperWest.

Phase 1 construction cost is expected to be circa \$350 million and will deliver powered core and shell along with 6MW of IT Load fitted out.

Construction of IC3 SuperWest is forecast to be on time and on budget with phase 1 expected to be completed by Q3 2026.

Our data centre assets have been aligned into a new corporate structure to facilitate future growth and external funding opportunities.

We are investing in our capabilities to support the growth in the MDC platform.

Focused on acquiring a new campus in Sydney to enable our growth plans to ensure capacity runway for our customers and prospects.

Outlook.

FY25 Outlook	\$m
Data Centres	36-37
EBITDA	112-115
Cloud Services & Government	21-22
Data Centres	22-23
Telecom	10-11
Total depreciation	53-56
Customer Growth	18-20
Growth Capex	3-4
IC3 SuperWest (growth)	120-135
Maintenance Capex	21-22
Total Capex	162-181
Cloud Services & Government	23-25
Data Centres	129-145
Telecom	10-11
Total Capex	162-181

FY25 EBITDA is expected to be approximately \$112 to \$115 million which includes Macquarie Data Centres' EBITDA of \$36 to \$37 million. Continuing investment across the Group to drive future profitable growth.

CS&G 1H FY25 EBITDA margin is expected to be maintained through FY25. The impact of US tech vendors is expected to ease as we enter FY26.

Telecom FY25 revenue will decline reflecting reduction in NBN business broadband pricing plus change in mix from high-revenue voice services to low revenue higher margin data services. Operational efficiencies will continue to maintain EBITDA margins in 2H FY25.

Undrawn debt facility of \$450m along with cash and deposits of c\$91m is available to fund the construction of IC3 Super West and the potential acquisition of a new data centre campus.