

17 June 2013

Macquarie Telecom Announces Earnings Guidance Update for 2013 Full-Year Results

Australian carrier Macquarie Telecom (ASX: MAQ) today announced revised earnings guidance for the full year ended 30 June 2013.

As a result of revenue realisation delays from large government and corporate deals signed over the past twelve months, earnings before interest, tax, depreciation and amortisation (EBITDA) from continuing operations for the full year is now expected to be between \$35 million and \$36 million, in comparison to original guidance of between \$38 million to \$42 million.

The company is experiencing longer than expected lead times in realising the contracted revenue of some of the larger customers moving into its new data centre facility, Intellicentre 2. In addition, the company is experiencing similar dynamics with its contracted customers under the Australian Government's Lead Agency Secure Internet Gateway program.

Chief Executive David Tudehope said: "It is important to recognize that the delays in realising revenue from these larger Corporate and Federal Government customer deals have a short term impact on earnings, specifically in calendar 2013. Our servicing of the Federal Government's Lead Agency Gateway program and Intellicentre 2 are on track to deliver long term profitable growth."

Macquarie Telecom will release its results for the year ended 30 June 2013 on 22 August 2013.

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For more information, please contact:

MAGNUS Investor Relations + Corporate Communication

Garry Nickson

(02) 8999 1004 or 0414 930 082

Dudley White

(02) 8999 1002 or 0413 439 883

About Macquarie Telecom

Macquarie Telecom is Australia's number one integrated Managed Hosting, Cloud and Telecommunications Company. Working with and supporting some of Australia's best-known organisations, Macquarie Telecom is a full service hosting provider offering managed dedicated servers, managed co-location, and managed private, hybrid and public clouds. Our fully owned, Australian based data centres are the most secure and accredited data centres in Australia with ISO27001, PCI Compliance, DSD Gateway and ASIO Intruder Resistant accreditation. Macquarie Telecom's offerings are underpinned by world-class customer care which is delivered by our fully owned and managed customer service centre, MacquarieHUB. Macquarie Telecom is best placed to help transition organisations to the new online NBN era.

Head office, Level 20, 2 Market Street, Sydney 2000

www.macquarietelecom.com