AGENDA

- Corporate overview: David Tudehope
- Telecom: Luke Clifton
- Macquarie Hosting: Aidan Tudehope & James Mystakidis
- Financial Update: Michael Simmonds
- Q&A: All
**Value Proposition**

- Price, Choice, Flexibility, Control

**Competitors**

- TELSTRA
- OPTUS

**People/Skill**

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

**Hosting Corporate IT (DIGI SaaS)**

- Specialized & Compliant Hosting for Apps not suitable for Public Cloud

**Hosting Federal Govt**

- SIG Accreditation
- 50 Cleared Engineers
- Secure Hosting - Private Secure Cloud

**Hosting Services**

- Hosting Specialists
  - Complex
  - Compliant

- Secure Hosting Specialist
  - Know Government Drivers
VALUE PROPOSITION

COMPETITORS

PEOPLE / SKILL

TELECOM

BUSINESS HOSTING

GOVERNMENT HOSTING

HR

FINANCE, IT, LEGAL

REGULATORY
MACQUARIE TELECOM GROUP WIDE
CRITICAL SUCCESS FACTORS

VALUES

NPS +50

NET SALES
PERFORMANCE

CRM KNOWLEDGE MANAGEMENT

REVENUE
PROFIT

PROFIT & REVENUE ALIGNMENT
MARKET GROWING TODAY

WHO

MID-SIZED

STRATEGY:

+50 NPS

EASY TO USE TOOLS FLASH

AUTOMATION

RETENTION

HOW

COST TO BUY & SERVE

EVENTS

FLEETVIEW

INVIEW

CHALLENGER VOICE

DIGITAL & SOCIAL MEDIA

GROWTH

PROFIT

NPS +50

OVERCHARGED

SERVICED

MID-SIZED BUSINESS MARKET

MARKET GROWING
MACQUARIE HOSTING DIGISaaS CORP IT
HOSTING DIGI SAAS, CORP IT

**TODAY**
SAAS GROWING

**WHO**
- CORPORATE IT COMPLEX NEED JOURNEY TO CLOUD
- SOFTWARE AS A SERVICE PROVIDER
- WEB BUSINESS WEB SITES DIGI RETAIL

**MARKETING**
DIGITAL & SOCIAL MEDIA

**OUTCOME**
GROWTH SAAS

**HOW**
- STRATEGY: 14 YEARS + HYBRID + PRIVATE CLOUD
  - NPS +50
  - ACCREDITATIONS
  - PCI
  - Uptime Institute
  - DATA SOVEREIGNTY
- MAINTAIN SUCCESS IN CORPORATE IT

**MARKETING**
- EVENTS
- PRINCIPAL CONSULTING PROGRAM

**SAAS GROWING**
- $Mill
  - 300
  - 650
- 2x GROWTH

**IAAS**
- 2014
- 2018

**HOW**
- AUTOMATION LAUNCH
- VALUE THAT WE CAN CHARGE
- HOSTING & CLOUD SPECIALIST
MACQUARIE HOSTING
GOVERNMENT
TODAY

POLICY CHANGE

SIG IC4 REFERENCE ARCHITECTURE ISM protected

FEDLINK

Secure Internet Gateway (SIG) AGENCIES

NON SIG GOVERNMENT ENTITIES

SaaS vendors To Government

Department Finance - Whole of Government

WHO

HOW

STRATEGY:

SIG CREDENTIALS
10+ YEAR TRACK RECORD

ASIO T4
+50 NPS EASY

DATA SOVEREIGNTY

SIG SOC

IC4

SaaS ...

MARKETING

Policy Influence
Brand Awareness
Thought Leadership
Intimacy

OUTCOME

GROWTH

PROFIT

NPS +50

COST / ALL OF GOVERNMENT PRICING

SECURITY STATURE
FINANCIAL UPDATE

• Sale of Intelicentre 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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