

MACQUARIE TELECOM GROUP LIMITED

ANNUAL GENERAL MEETING

TUESDAY, 20 NOVEMBER 2018

CHIEF EXECUTIVE'S ADDRESS

Welcome fellow shareholders to the 2018 AGM and thank you for your investment.

Business Summary

Our Business Summary slide brings to life the three business units that have been the foundation of our Group's success over the last 4 years. Our Strategy recognized that each Business has different customers with different needs. Importantly for implementation, the same Executive Team that together created this Strategy has consistently and passionately executed this Strategy.

Business Highlights

Our Business Highlights slide captures the key changes in the business over the last year from each of our 4 businesses. Macquarie Telecom has brought innovation to the Australian market with SDWAN as well as realizing the potential of NBN for business customers. Macquarie Cloud Services leads the Australian market in hybrid IT hosting and exceptional customer service. Macquarie Government is purely built to help the Government digitally transform using secure cloud as well as providing cyber security to around 40% of Federal Government agencies.

NPS

Our customer experience focus is at the heart of our "Why" and is one of the common differentiators across our businesses. We measure customer experience through Net Promotor Score or NPS, this slide brings captures how our NPS score compares and how it has benefited our performance. Quite simply, our experience is that happy customers stay, buy more, refer their friends and pay their bills faster.

IC3

Intellicentre 3 East will be the next phase of the Macquarie Park Data Centre Campus. The initial build cost will be \$75-80m and the initial capacity will be 2.4MW. The new data centre is located on the same campus as Intellicentre 2 in Macquarie Park. We will then add further floor fitout and MEP inside as customers join. The Macquarie Data Centre Business Unit was created this year in recognition of the importance of this opportunity and the significant capital investment in the years ahead. Here's a video of this exciting project.

I will now pass back to our Chairman Peter James.