



## Megaport Secures 3-year \$35.4M Compute Contract

Megaport Limited (**Megaport** or **Company**) (**ASX: MP1**), a leading global automated infrastructure platform, today announced its wholly owned subsidiary, Latitude.sh, has secured a major new customer contract for compute and storage. The customer has signed a 36-month contract with a total value of approximately USD\$25.1M (AUD\$35.4M<sup>1</sup>), representing approximately USD\$8.4M (AUD\$11.8M<sup>1</sup>) in Annualised Recurring Revenue (ARR)<sup>2</sup>.

Under Megaport's ownership, Latitude.sh has experienced rapid growth. Compute ARR<sup>2</sup> for the platform's on-demand product, excluding this strategic deal, increased 31% to USD\$58.7M<sup>3</sup> (AUD\$82.7M<sup>1</sup>) from USD\$45.0M (AUD\$68.0M<sup>4</sup>) on 31 December 2025. The recent increase in ARR has seen a significant lift in the proportion of contracted revenue compared to historical month-to-month business. Latitude.sh is in an ideal position as a critical infrastructure platform to continue to capture the unprecedented AI-driven demand for CPU, GPU, and storage.

Megaport Network also continues to perform strongly, with Megaport Network ARR (including India)<sup>5</sup> of AUD\$272.0M at 31 March 2026, up 23% on a constant currency basis compared to 31 March 2025. Excluding India, Network ARR<sup>5</sup> increased 20% on a constant currency basis.

### Key contract information

**Customer:** A US-based, unlisted high-growth technology company operating in the developer tooling sector, serving enterprise customers' accelerating demand for agentic AI, and supported by institutional capital.<sup>6</sup>

<sup>1</sup> \$0.71 AUD:USD (current rate as at 25 April 2026). The contract is expressed in USD.

<sup>2</sup> Annual Recurring Revenue for Compute is the recurring revenue expected over a 12-month period, calculated as Monthly Recurring Revenue as at the final day of the month x 12, and excludes any non-recurring or one-off revenue.

<sup>3</sup> As of 25 April 2026.

<sup>4</sup> \$0.66 AUD:USD (average rate for December 2025).

<sup>5</sup> Annual Recurring Revenue for Network is the recurring revenue expected over a 12-month period, calculated as Monthly Recurring Revenue for March 2026 x 12, and excludes any non-recurring or one-off revenue.

<sup>6</sup> The identity of the customer has not been disclosed for competitive reasons. Megaport does not consider the identity of the customer to be information that a reasonable person would expect to have a material effect on the price or value of Megaport securities. Megaport confirms that this announcement contains all material information relevant to assessing the impact of the contract on the price or value of Megaport's securities and is not misleading by omission. A description of the customer is provided above.

**Total Contract Value:** USD\$25.1M (AUD\$35.4M<sup>1</sup>) in revenue over 36 months, irrespective of usage, expected to commence in H1 FY27.

**Investment:** The contract will be supported by approximately USD\$12.2M (AUD\$17.2M<sup>1</sup>) in incremental capital expenditure on CPU servers, with an attractive payback of approximately 24 months<sup>7</sup>. This investment will count towards the committed USD\$86.0M Capex undertaking agreed for CY26 and CY27 as part of the Latitude.sh acquisition.

**Compute Hardware:** Megaport has placed an order for the hardware, with delivery expected in FY26 and deployment to occur on a phased basis commencing in H1 FY27 in line with customer requirements. At the end of the 36-month contract term, the assets will remain within the Latitude.sh compute pool and will be available to generate revenue for their remaining asset life, either as a contract renewal by the existing customer or as part of the on-demand platform.

“Securing a contract of this size reflects both the scale of the opportunities we see in the compute market, and our disciplined approach to deploying capital,” said Michael Reid, CEO of Megaport. “We will continue to evaluate similar opportunities, investing alongside committed customer demand at compelling paybacks, ensuring capital is deployed after rigorous analysis while supporting the long-term growth of these markets.

“The explosion in AI use cases is driving incredible demand for compute and storage, with CPUs remaining a critical component of the infrastructure that powers AI. As businesses increasingly seek flexible, high-performance automated infrastructure, Megaport is perfectly positioned to capture a growing share of this rapidly accelerating opportunity.”

### **Guidance and Outlook**

Megaport reaffirms the FY26 Revenue and EBITDA guidance for the combined Group provided in the H1 FY26 half year results announcement lodged with ASX on 20 February 2026<sup>8</sup>.

FY26 Group Capex guidance of between AUD\$90M - \$100M remains unchanged, excluding this strategic deal<sup>8</sup>. To the extent that equipment acquired for this new contract is delivered prior to 30 June 2026, FY26 Group Capex could increase by up to AUD\$17.2M.

This announcement has been authorised by the Board of Megaport Limited.

<sup>7</sup> Payback refers to months required for cumulative EBITDA to exceed initial CPU server capex.

<sup>8</sup> Guidance utilises actual foreign exchange rates for H1 FY26, and assumes AUD:USD = 0.70, AUD:EUR = 0.60, and AUD:GBP = 0.50 for H2 FY26. Any variation to the exchange rate for H2 FY26 will impact revenue, costs and cash flow. Guidance is provided after taking into account planned investments in go-to-market capabilities, product development, operating expenses and planned capital expenditure, and excludes any future strategic initiatives the Company may decide to undertake.

## Supporting Resources

- Visit Megaport: <https://megaport.com>
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- Follow Megaport on [LinkedIn](#)
- Learn more about [MCR](#) and [MVE](#)
- For definitions refer to the [Glossary for Investors](#) in our [Business Overview](#)

## About Megaport

Megaport is changing how businesses manage their infrastructure, with one smart and simple platform. Bring network and compute together seamlessly and deploy secure, scalable infrastructure closer to users, data, and clouds. Trusted by leading companies worldwide, Megaport partners with service providers, data centres, and system integrators to provide programmable, software-driven connectivity across 1,100+ enabled locations. Megaport is ISO/IEC 27001 certified. Start building at [megaport.com](https://megaport.com).

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