

ASX ANNOUNCEMENT - 18 May 2017

Copy of presentation to Morgans' Technology and Telecommunications Day

Attached is a copy of the presentation to be made by Michael Omeros to the Morgans' Technology and Telecommunications Day today.

Yours sincerely



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About Over the Wire Holdings Limited

Over the Wire Holdings (ASX: OTW) is an ASX listed telecommunications, cloud and IT solutions provider that has a national network with points of presence in all major Australian capital cities and Auckland, NZ. The company offers an integrated suite of products and services to business customers including Data Networks and Internet, Voice, Data Centre co-location, Cloud and Managed Services.

Over the Wire Holdings companies include Over the Wire, Netsip, Telarus, Faktortel and Sanity Technology.



Morgans Technology and Telecommunications Day

May 2017

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- References to Over the Wire in this presentation are to the Over the Wire group including all subsidiaries.

AGENDA



Page number

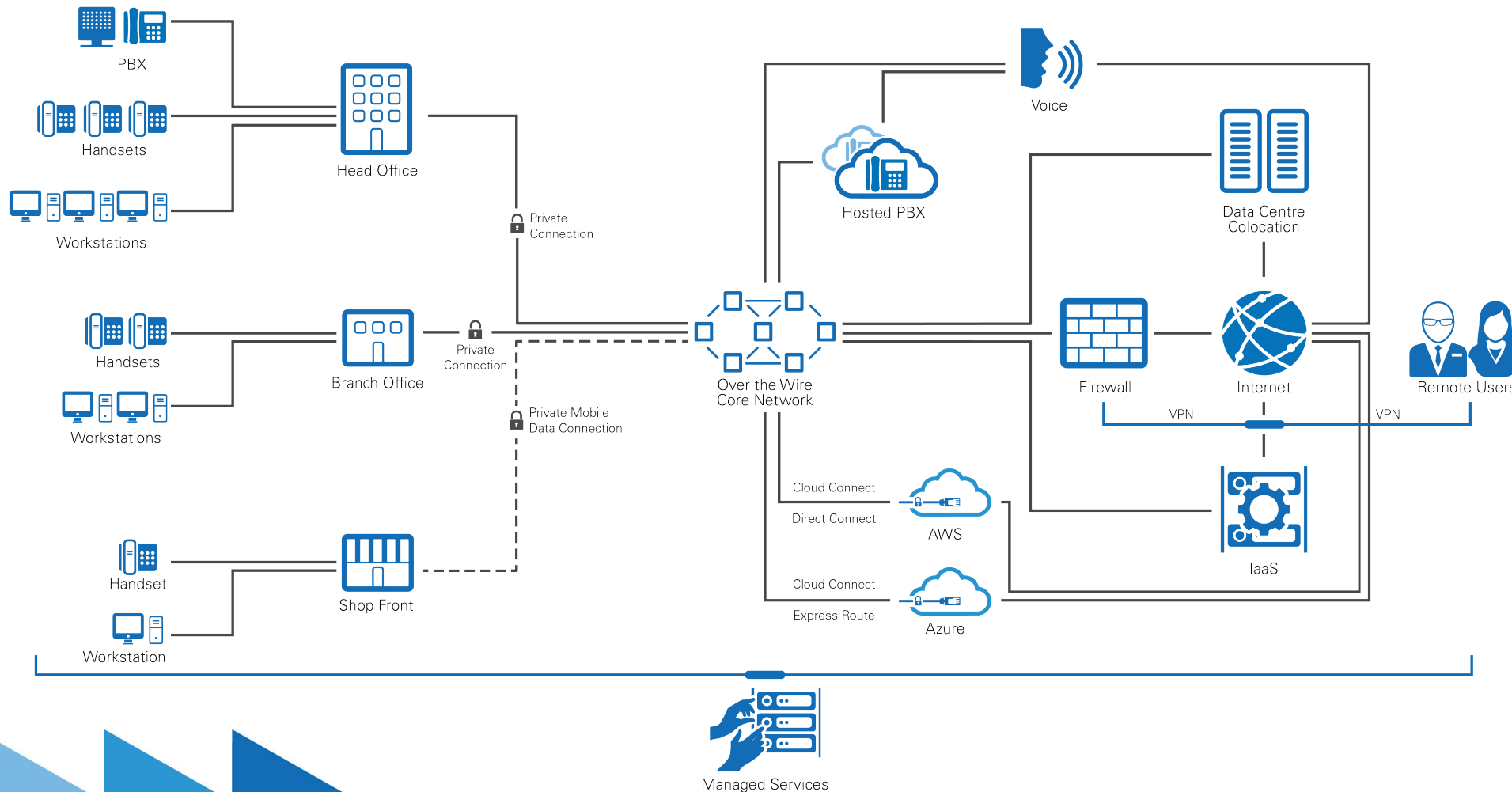
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1. INTRODUCTION – OVER THE WIRE OVERVIEW

Objective	<ul style="list-style-type: none">▪ To be the telecommunications, cloud and IT services provider of choice to businesses in Australia and New Zealand
Business divisions	<ul style="list-style-type: none">▪ Data Networks (43% of H1FY2017 revenue)▪ Voice (34% of H1FY2017 revenue)▪ Cloud / Managed Services (13% of H1FY2017 revenue)▪ Data Centre Co-Location (10% of H1FY2017 revenue)
Value to customers	<ul style="list-style-type: none">▪ Delivering tailored, efficient and cost effective telecommunications, cloud and IT services▪ Providing an integrated, customer focussed solution▪ Ensuring that customers receive a high quality service at all times
Growth drivers	<ul style="list-style-type: none">▪ Organic growth through both geographic expansion and cross selling more products and services to existing customers▪ Growth through complimentary acquisitions which add shareholder value

2. BROAD PRODUCT OFFERING

Broad and integrated offering provides customers with a complete solution from one supplier dedicated to customer service



3. COMPETITIVE LANDSCAPE

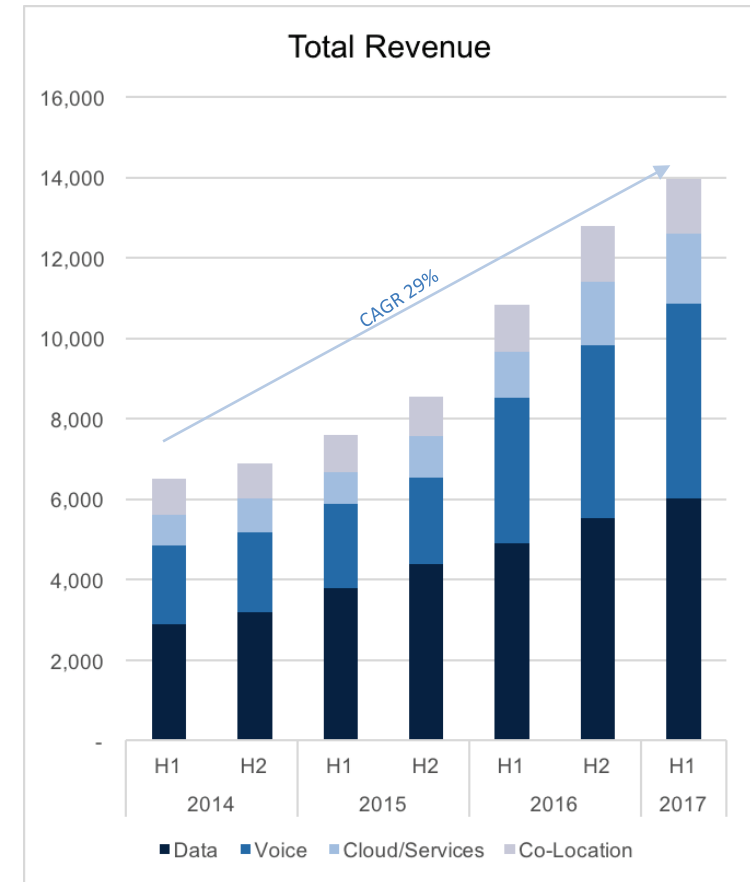
Over the Wire focuses on business customers, offering high levels of customer service at a competitive price



Source: Morgans Research – OTW Initiation, 21 November 2016

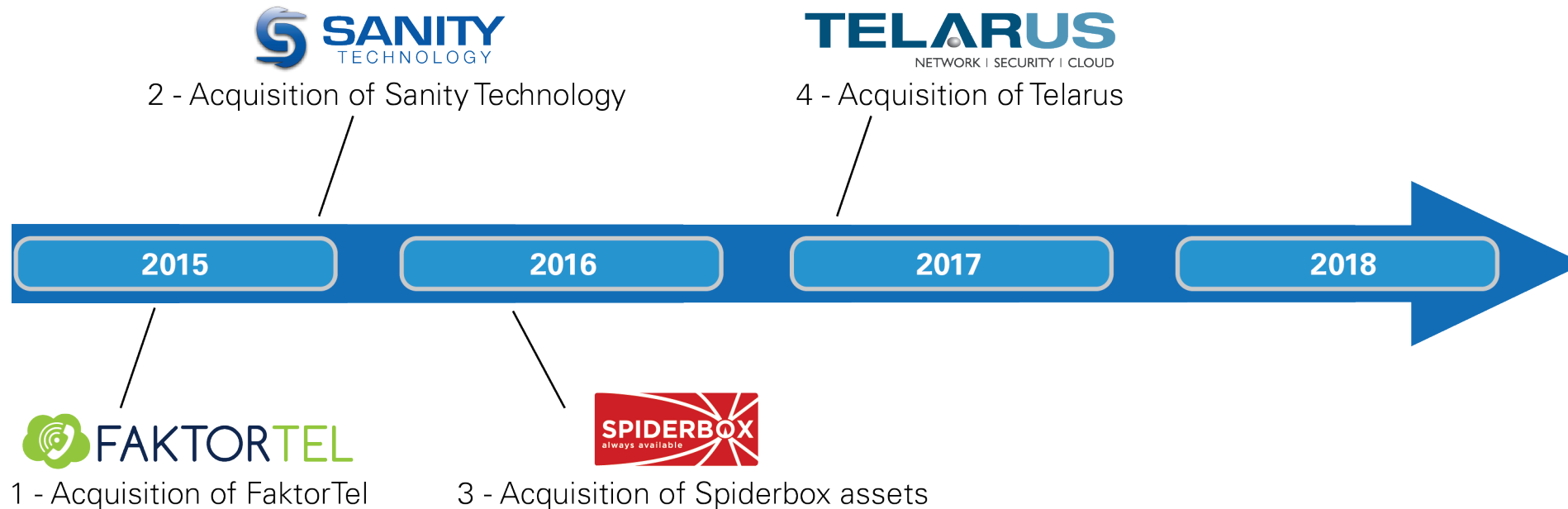
4. STRONG ONGOING REVENUE GROWTH

- Over the Wire will continue to target > 20% Year on Year organic growth
- Targeted organic growth will be achieved through continuing the following strategies
 - Increased penetration in existing established markets through Over the Wire's Sales function
 - Leveraging Over the Wire's platform to sell more products and services to existing customers
 - Continued geographic expansion into NSW and Victoria
- Full year contribution of Telarus in FY18



5. ACQUISITIONS TO ACCELERATE GROWTH

Over the Wire has a track record of successfully acquiring and then integrating acquisitions, with timely realisation of synergies and cost savings



5.1 TELARUS ACQUISITION UPDATE

Telarus is a leading Melbourne based provider of Data Networks, Cloud and Managed Security

Background

- Telarus is based in the Melbourne CBD and has more than 300 corporate customers
- Provides customers with services such as Data Networks, Voice, Managed Security and Cloud
- Acquired on January 15, 2017

Current status

- Team integration proceeding well, with full integration expected during the second half of CY2017
- System integration proceeding well, with all systems except for billing to be integrated by end CY2017
- Positive outcomes being achieved through cross selling of Voice and Mobility
- Realisation of synergies has commenced, and will contribute well to FY18
- New business being won by the combined capability of Over the Wire and Telarus



Telarus customers include:



6. POSITIVE OUTLOOK

- Continued strong revenue growth driven by:
 - Leveraging investment in Sales and Marketing
 - Cross selling to existing customers
 - Acquisition of Telarus
- Expanded product offering including:
 - Launch of new Hosted PBX product
 - Managed Security
 - Mobility
 - Private Cloud platform spanning Melbourne, Sydney and Brisbane
- Realisation of Synergies from Telarus acquisition
- Selective future acquisitions

Thank you for your time

Any questions?