



Inabox Group Limited (ASX:IAB)

Morgan Stanley Microcap Conference

19 September 2017



# Disclaimer

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Some of the statements in this presentation constitute "forward-looking statements" that do not directly or exclusively relate to historical facts. These forward-looking statements reflect Inabox Group Limited's current intentions, plans, expectations, assumptions and beliefs about future events and are subject to risks, uncertainties and other factors, many of which are outside Inabox Group Limited's control. Important factors that could cause actual results to differ materially from the expectations expressed or implied in the forward-looking statements include known and unknown risks. Because actual results could differ materially from Inabox Group Limited's current intentions, plans, expectations, assumptions and beliefs about the future, you are urged to view all forward-looking statements contained in this presentation with caution. This investor presentation may not be copied or otherwise reproduced.

# Who is Inabox

Inabox provides technology platforms and solutions that deliver next gen IT, telco and cloud services.

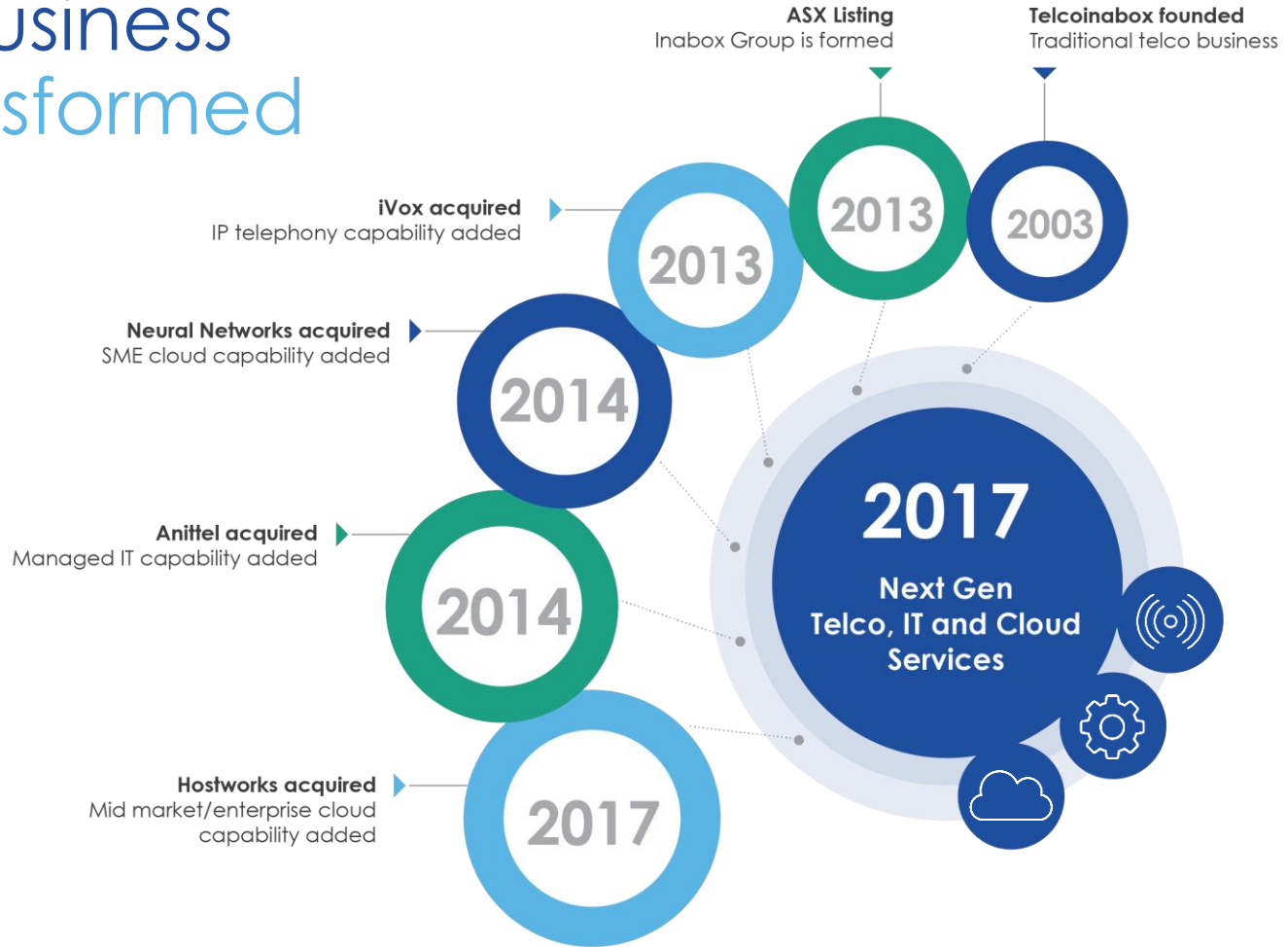


We do this via highly automated systems, a national team of over 320 knowledgeable and engaged people plus over 15 years of experience.

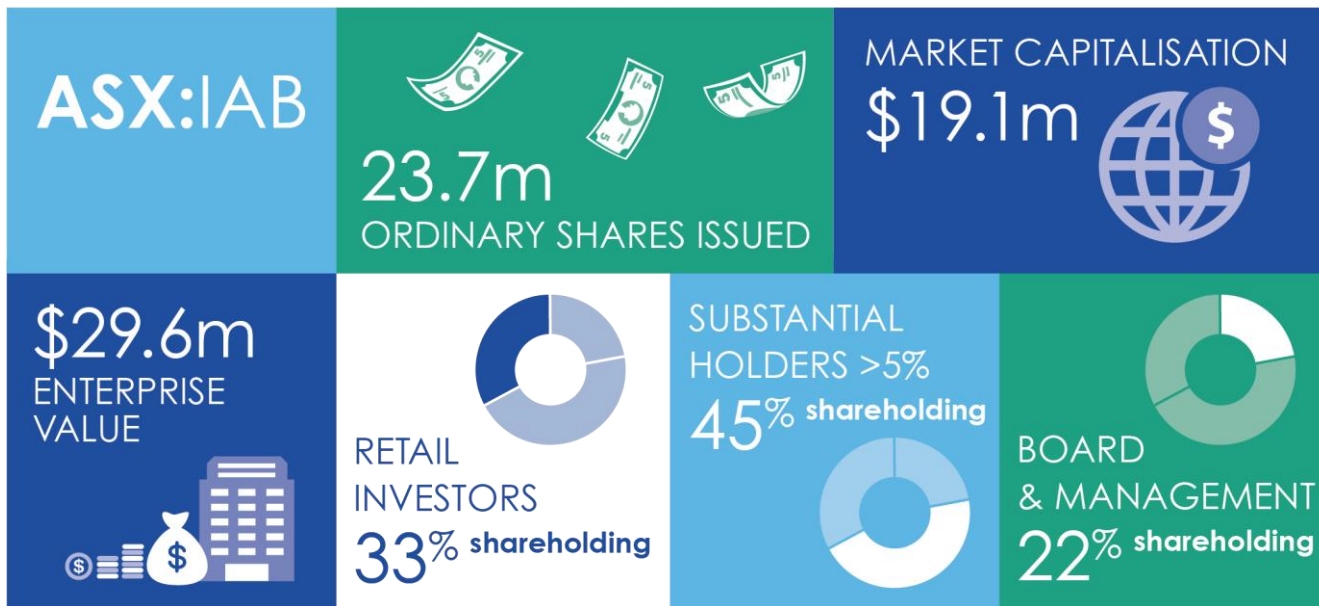
# By the Numbers



# A business transformed



# Capital Structure and Shareholder Distribution



As at September 18 2017

# FY17 Financial Results Snapshot



Revenue  
\$90.1m

up 2.4% on FY16  
76% recurring



Underlying  
EBITDA<sup>1</sup> \$6.1m

up 12% on FY16  
Reported EBITDA of \$4.6m



Underlying  
NPAT<sup>1</sup> \$1.1

up 27% on FY16

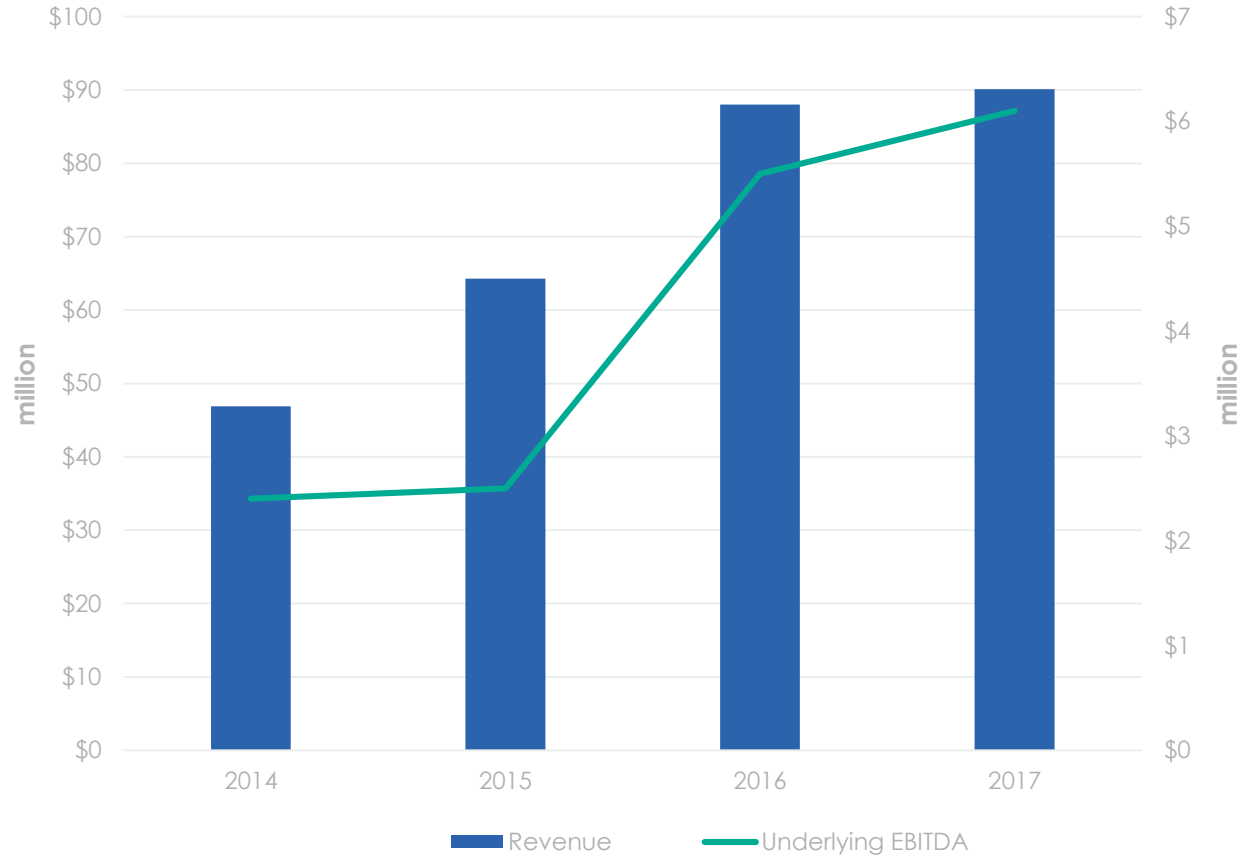


\$4.5m cash  
received

and \$2.5m debt retired  
following sale of HCS  
Business assets

1. Underlying EBITDA and underlying NPAT includes contribution from the HCS business, but excludes one-off transaction and restructuring costs of \$1.5m, relating to the acquisition of Hostworks and Logic Communications, the sale of HCS and the fixed access determination benefit related to FY16.

# Growth timeline





# Board



## David Rampa

**NON-EXECUTIVE CHAIRMAN  
B.BUS, FAICD**

- Local and international experience, predominantly in the IT&T sector
- Senior Advisor at TMT Partners, specialising in capital raises, IPOs and M&A
- Chairman of Advisory Board for Aviation Logistics Pty Ltd
- Previously senior executive in technology start-ups and multinationals
- 3 year investment banking experience based out of New York City



## Damian Kay

**MANAGING DIRECTOR AND CEO  
B.COMM, GAICD**

- Co-Founder and 11.6% shareholder
- Over 15 years experience in Telecommunications and IT
- Passionate about building businesses and realising their potential
- Finalist of the Ernst & Young Entrepreneur of the Year in 2008



## Garry Wayling

**NON-EXECUTIVE DIRECTOR B.COMM,  
ACA, GAICD**

- Over 30 years experience in audit, risk and finance
- Retired from Ernst & Young Partnership following an extensive career working with ASX listed companies
- Previously held CFO and MD roles with listed companies
- Holds Independent Director roles and Director and Chair roles of Audit and Risk committees for listed companies



## Tom Stianos

**NON-EXECUTIVE DIRECTOR  
BA (SC), FAICD**

- Specialist in growing IT services businesses and advises on corporate strategy, growth and performance
- Previously CEO of IT services provider SMS Management & Technology and Non-Executive Director of the Australian Information Industry Association
- Prior senior positions with the Department of Premier and Cabinet, Department of Justice and Department of Treasury & Finance

# Management Team



Iain Falshaw

**CHIEF COMMERCIAL OFFICER**

- 27 years of experience in the Telecommunication and IT
- Senior management roles including Managing Director of ACN Pacific from 2008 to 2014, CFO & Company Secretary of Aggregato Global and Non-Executive Director of the Telecoms Industry Ombudsman (TIO) from 2012 to 2017.



Laura Jacob

**CHIEF INFORMATION OFFICER B.A**

- 13 years experience in IT and telecommunications
- Experienced in building high performing IT teams, improving cost effectiveness and implementing enterprise IT systems to support business development



Michael Cheshire

**DIRECTOR SALES AND MARKETING**

- 20 years of experience in the Telecommunications
- Specialising across sales and marketing functions
- Senior sales positions spanning 14 years



Chris Ford

**CHIEF TECHNOLOGY OFFICER B.E (HONS), B.SC**

- 24 years of IT and telecommunications experience
- Specialised knowledge across fixed, mobile and voice networks, product and software management, architecture, product marketing and digital strategy, program management, technical sales and consulting



Deborah Zimmer

**CHIEF FINANCIAL OFFICER B.ACC, CA**

- 19 years of financial and commercial management experience predominantly in FMCG, telecommunications, and IT
- Expertise in commercial management and negotiations, financial control, M&A activities, project management and funding



Angus Fotheringham

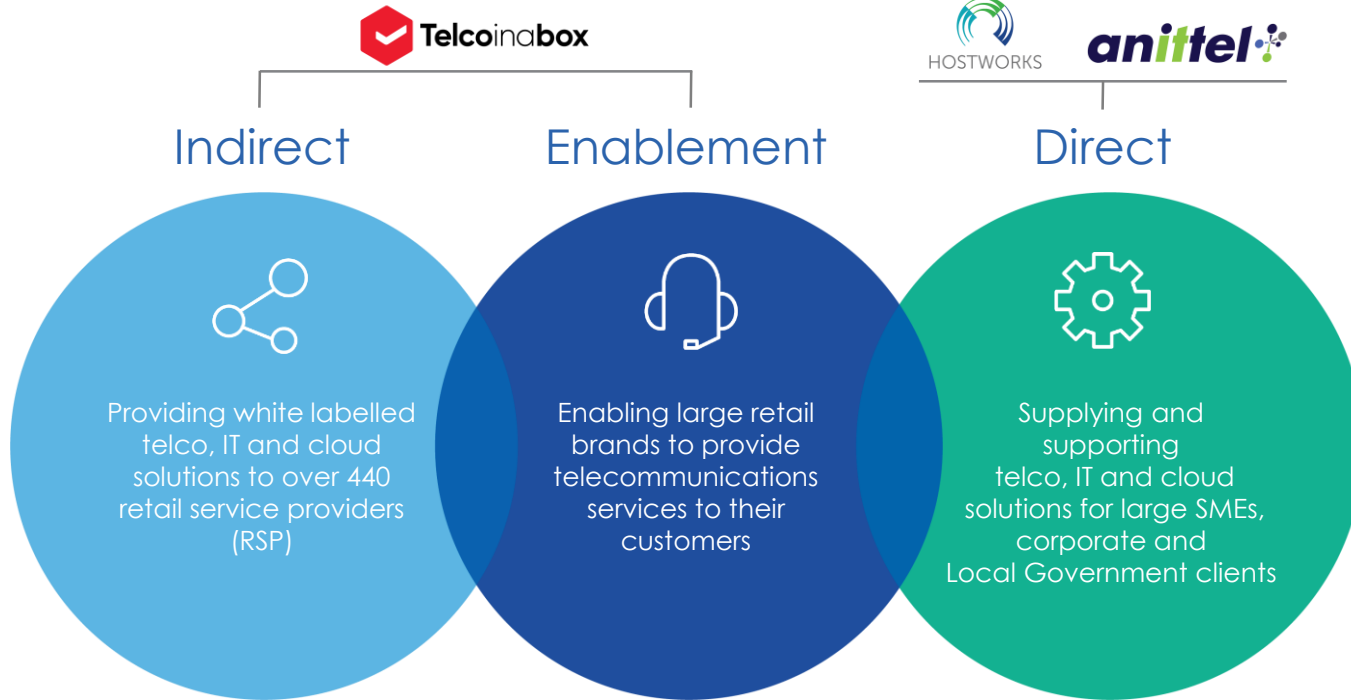
**COMPANY SECRETARY AND GENERAL COUNSEL LLB (HONS) BA, GAICD, GIA (CERT)**

- Over 15 years' experience in technology, media and telecommunications sectors
- Expertise in driving efficiencies in legal practice, fast-turnaround M&A and managing highly regulated industry sectors

# Some of Our Clients



# Our Business



# Changing telco landscape

Non-traditional entrants are  
changing the way consumers  
buy their telco services in  
Australia



In mature global mobile markets,  
**Mobile Virtual Network Operators  
(MVNO) are growing at 32%.**

Major brands and organisations can  
**seamlessly deliver NBN, mobile** and  
other services to their customers

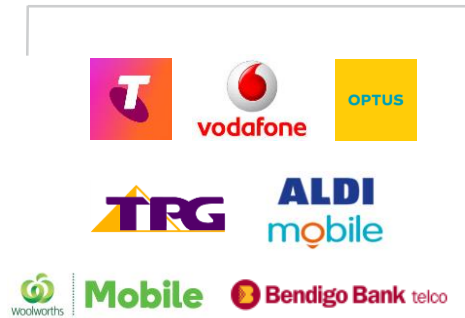
...via Inabox's Platform-as-a-Service

# Telco's of the future

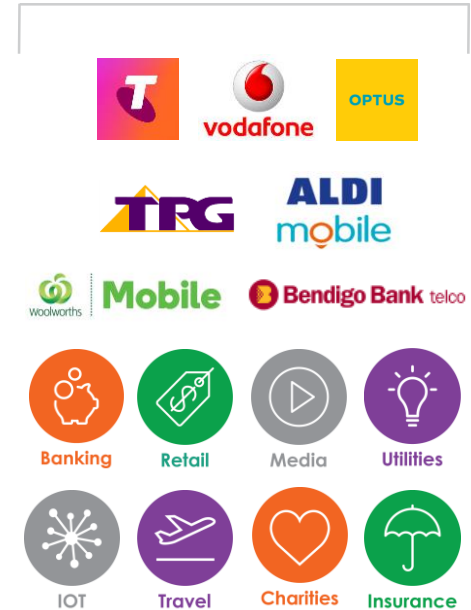
## YESTERDAY



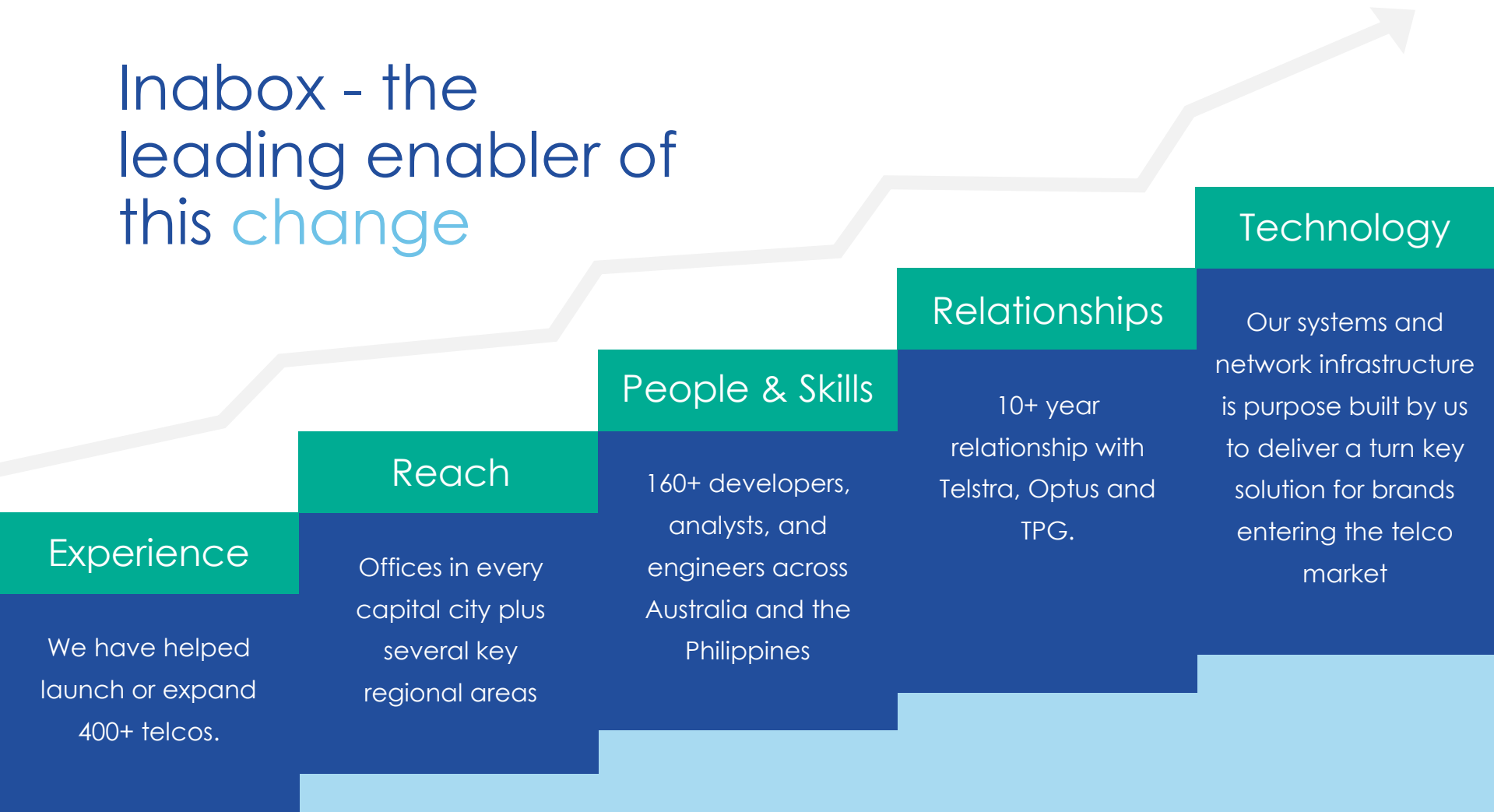
## TODAY



## TOMORROW



# Inabox - the leading enabler of this change





# Outlook



Over \$100m in revenue  
expected in FY18



Significant contract  
renewals and pipeline of  
opportunities, with national  
brands interested in Inabox's  
Enablement services



Revenue mix to continue  
to shift towards  
higher-margin, service  
based revenue



Next Generation

Telco, IT & Cloud Services

[inaboxgroup.com.au](http://inaboxgroup.com.au)