



AGM 2017

28 NOVEMBER 2017

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THE STRAIGHT TALKING ALTERNATIVE

A customer focused, viable alternative in the Australian and New Zealand
Telecommunications and IT Sectors

AGENDA

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FY17 HIGHLIGHTS

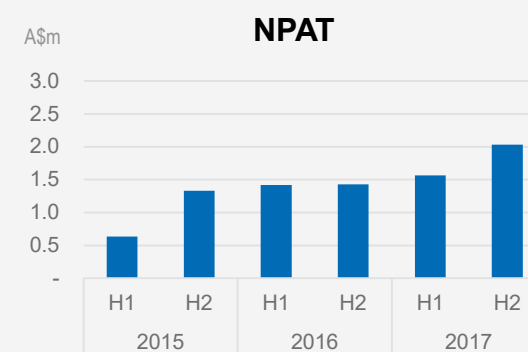
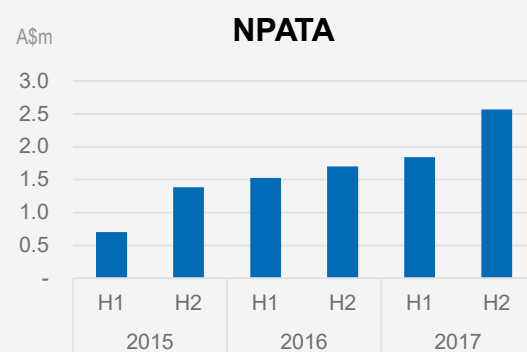
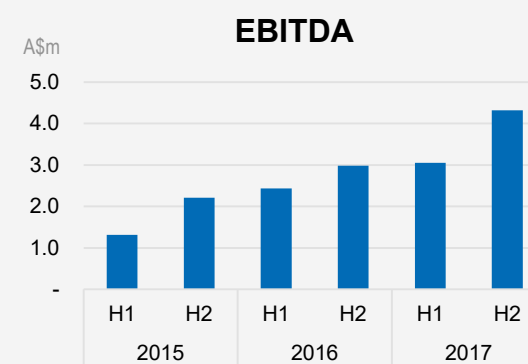
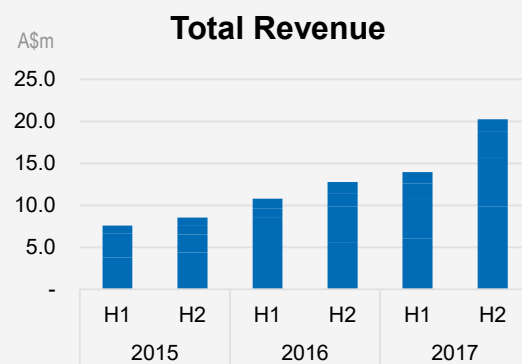
- Completed acquisition of Telarus
- Launched next generation Virtual PBX platform
- Expanded Private Cloud platform across eastern seaboard
- Achieved Statutory Revenue growth of 45%
- Achieved Organic Growth of 21% (> 20% CAGR over last 5 years)
- Achieved EBITDA growth of 36%
- Completed acquisition of VPN Solutions (November 2017) *

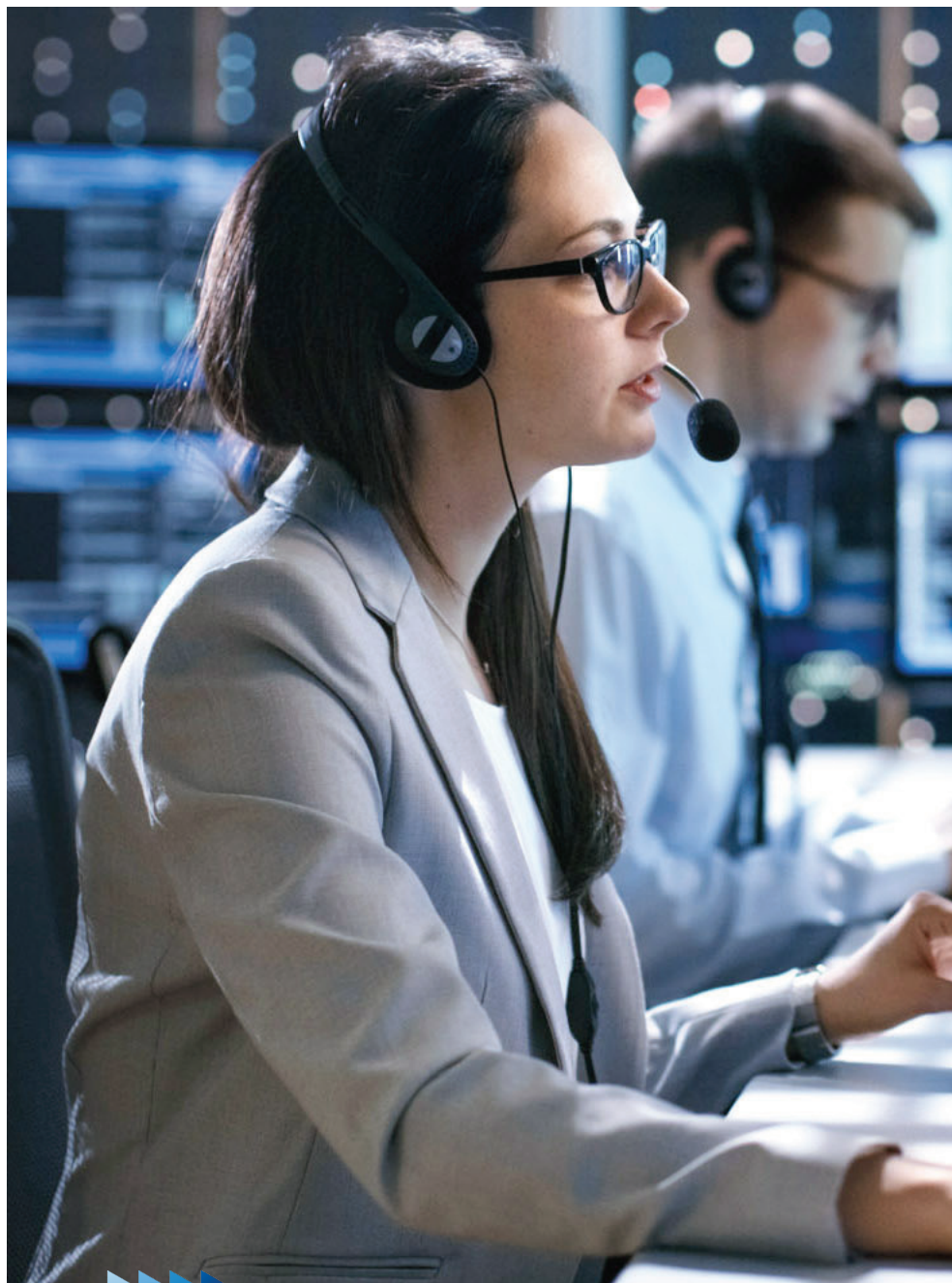
*Post FY17



STRONG FINANCIAL PERFORMANCE

Over the Wire has delivered consistent growth in revenue and profitability since listing





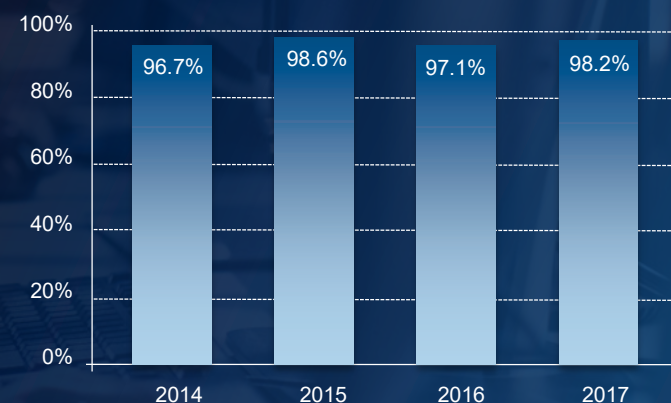
CUSTOMER SERVICE A COMPETITIVE ADVANTAGE

Over the Wire's customer service has led to very high levels of customer retention (98.2% in FY17)

- Over the Wire has developed a culture which consistently delivers high levels of customer service and retention.
- Our customers choose to stay with us (our contracts do not automatically roll over).
- Customer experience remains a key differentiator in an industry that is known for poor customer service.

OVER THE WIRE CUSTOMER RETENTION

Revenue Year-on-Year



Notes:

- (1) Does not include acquisitions until they have been owned for 2 full years.
- (2) A customers revenue is classified as retained in a given year if Over the Wire had revenue from the customer in the current year and in the previous year.

EVOLVING OUR PRODUCT OFFERING



CLOUD TELEPHONY

Positive results being delivered from release of next generation virtual PBX. Customer demand is expected to increase given cloud adoption and the retirement of the ISDN network.



SECURITY

Improved Managed Security offering to be released in Q3 FY18. Security is a key agenda item for businesses and this will continue to drive demand.



MOBILITY

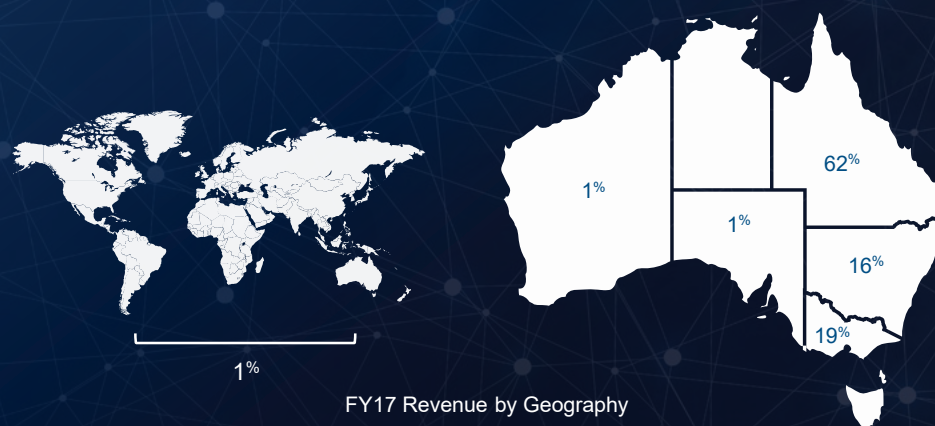
Private mobility offering developed is reducing the reliance on fixed line infrastructure. Businesses continue to demand an economical backup to the NBN in order to deal with well publicised issues.



GROWTH STRATEGY

ORGANIC GROWTH

- Combined New South Wales and Victorian revenue has more than doubled between FY16 and FY17.
- Over the Wire will continue to target > 20% Year on Year organic growth.
- Positive sales result in first quarter of FY18 with sales pipeline remaining strong.
- Revenue contribution outside of Queensland expected to contribute ~50% of FY18 revenue.

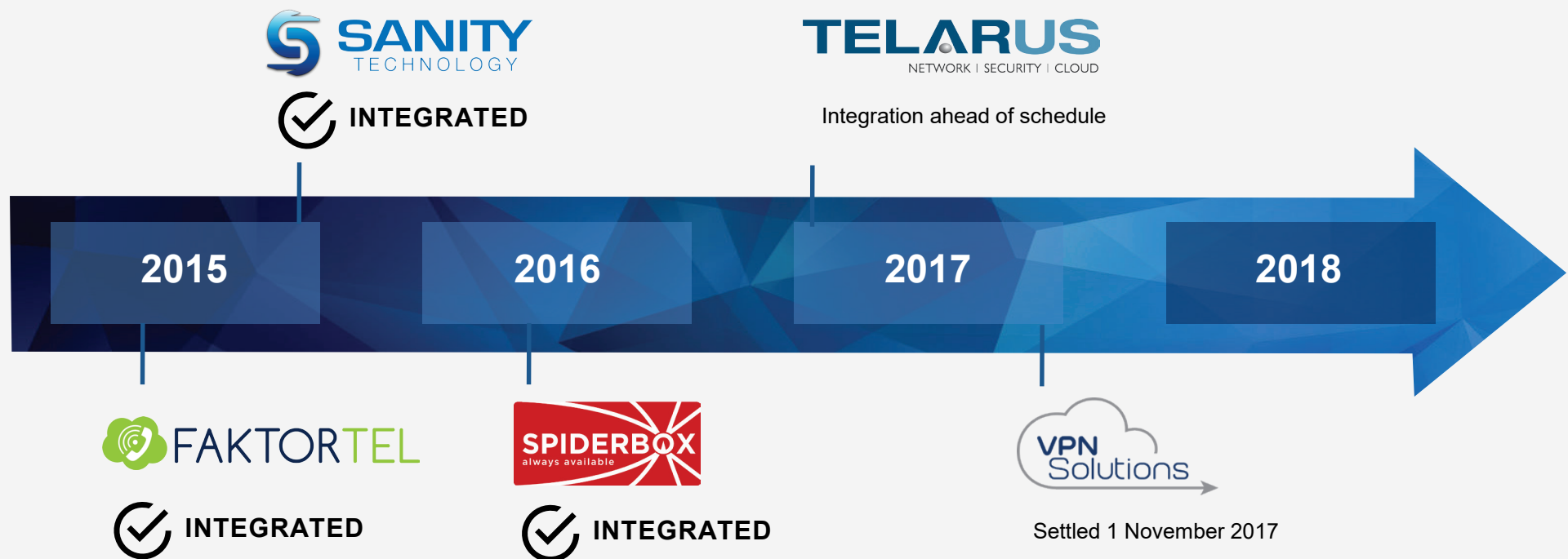


	FY17 Revenue Growth - Organic	FY17 Revenue Growth - Statutory
Queensland	12%	13%
New South Wales	58%	84%
Victoria	45%	452%
Other	48%	49%

Note: Revenue by State is based on the customer's billing address.

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



POSITIVE OUTLOOK

We remain **focussed on achieving our vision** and continuously **improving the financial performance** of the business and the **returns for our shareholders**

GROW

Grow organically by 20% annually and supplement our growth with strategic acquisitions that accelerate our growth and add long term value.

- Continue investment in Sales and Marketing
- Continue cross selling to existing customers
- Realisation of synergies from Telarus acquisition
- Realisation of synergies from VPN Solutions acquisition
- Selective future acquisitions

IMPROVE

Continuously improve our product offering to offer seamless solutions with no gaps.

- Further develop our offering in:
 - Cloud Telephony
 - Managed Security
 - Mobility
 - Private Cloud

FOCUS

Our customers remain at the epicentre of all that we do, receiving exceptional service and recommending us to others.

- Continuously focus on how we are improving the experience for our customers

ENGAGE

Ensure our team is engaged and customer focussed, embodying our core values.

- Build on our performance culture
- Be a great place to work
- Attract, develop and retain great talent

EVOLVE

Evolve our systems to support and enhance customer experience, our growth and our corporate performance.

- Continue integration of systems to ensure seamless customer and team experience
- Further enhance our customer portal for optimal customer experience

THANK YOU



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