

## OTW Chairman's address - AGM 2018

## Good morning all

Welcome all to our third shareholder's meeting as a public company.

It has been a very good year for Over the Wire.

This year we have continued our primary strategies of targeting systemic growth in our existing business and by adding key acquisitions, this financial year in Sydney, that have extended both our market coverage and our capacity.

These strategies have been working well for us and we have again increased revenue and earnings significantly.

We will continue to apply these core strategies for the immediate future and you will now have seen our recent activity in this regard with the acquisitions of Comlinx and Access Digital Networks that extend again both our reach and our product offering.

Pleasingly, Over the Wire continues to be recognised externally, winning an array of achievement awards from Forbes Asia in the 200 Best under a Billion; CRN Australia in the Fast 50; Financial Review in the Fast 100; SmartCompany in the Smart50 awards; Deloitte in the Tech Fast 50 and from Deloitte - 7<sup>th</sup> in their Leadership awards.

This is an outstanding record of external recognition for the company and reflects the dedicated and professional manner in which the entire Over the Wire team goes about its business.

I thank everyone involved in Over the Wire this year - our customers, our staff, our advisors, our partners and our suppliers. Your collective efforts have made it a very successful year for the company.

The format for today's meeting is for Michael to provide you with a briefing on the current state of the company.

There will then be time for questions from shareholders attending today on any matters raised or about the annual report.

Following this, we will proceed to conduct the formal business of the meeting as advised in the Meeting Notice.

We will then close the formal meeting and invite you to join us for refreshments where you can continue to discuss the company's activities with key executives.

It is now my great pleasure to introduce our Managing Director and CEO Michael Omeros.