



OvertheWire

AGM 2018

29 NOVEMBER 2018

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THE STRAIGHT TALKING ALTERNATIVE

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

AGENDA

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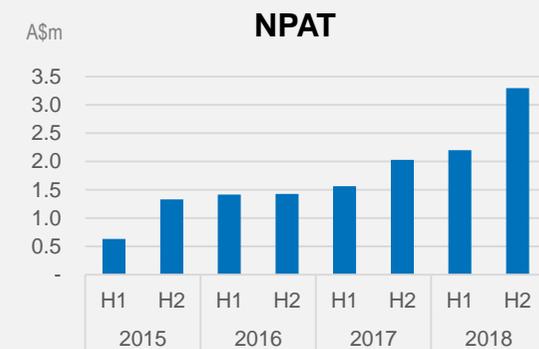
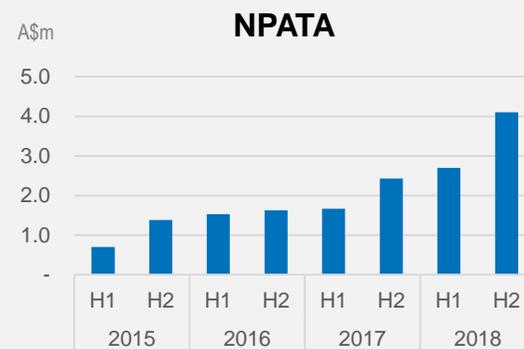
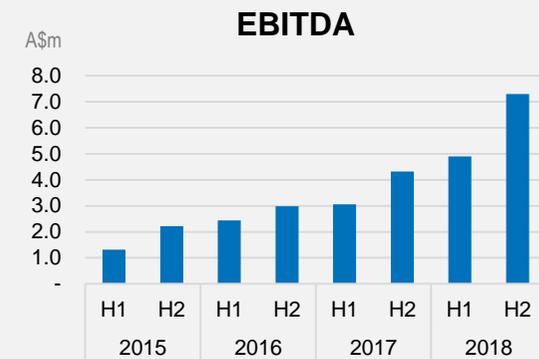
FY18 HIGHLIGHTS

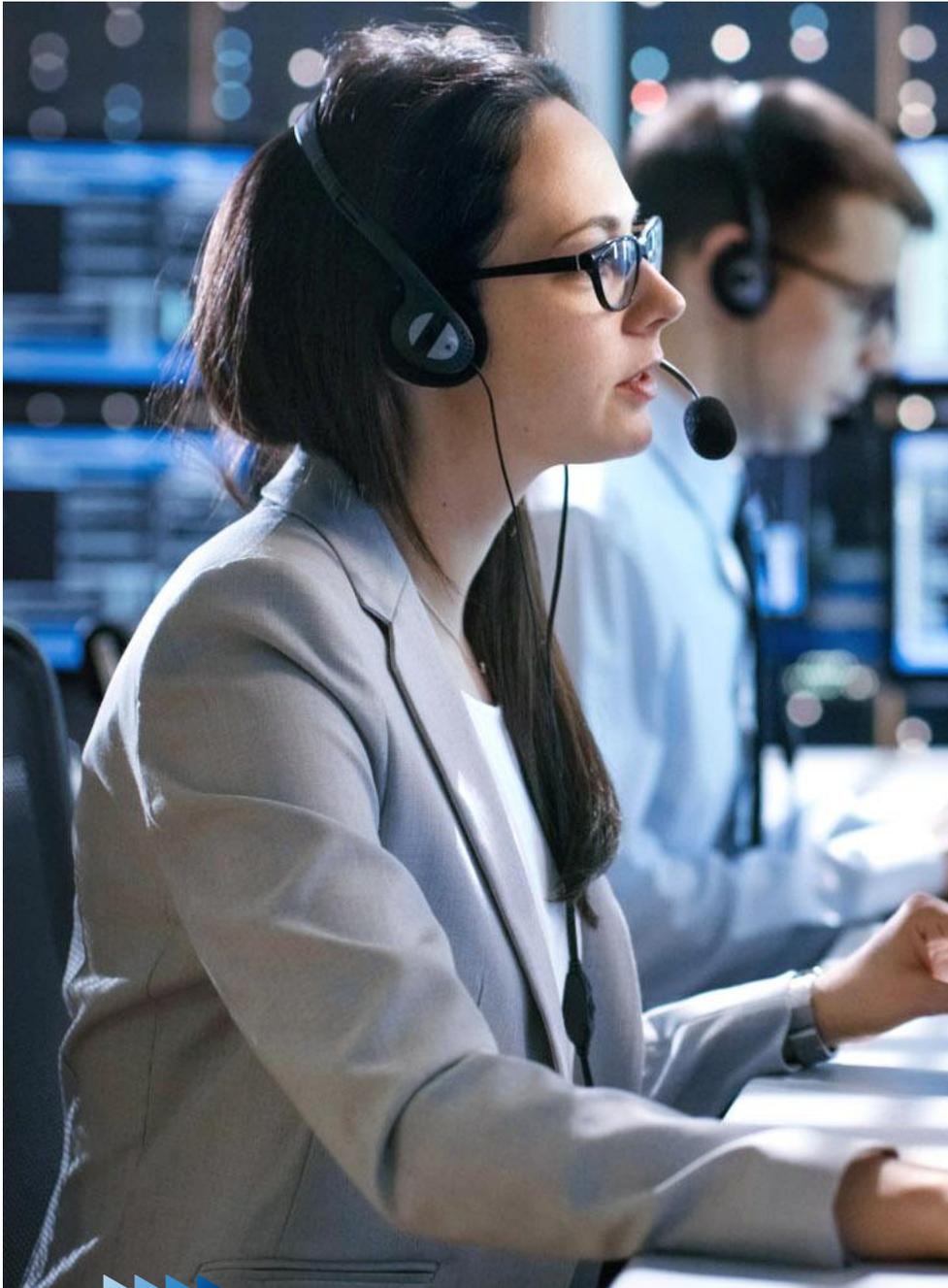
- Completed acquisition of VPN Solutions
- Achieved Statutory Revenue growth of 57%
- Achieved Organic Growth of 20% (>20% CAGR over last 6 years)
- Achieved EBITDA growth of 66%
- Achieved EPS growth of 53%
- Completed acquisition of Access Digital Networks (November 2018) *
- Completed acquisition of Comlinx (November 2018) *

*Post FY18

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 (97.3% in FY18)

- Over the Wire has developed a culture which consistently delivers high levels of customer service and retention.
- This high level of customer service allows Over the Wire to win customers from its competitors and expand the services provided to customers.
- 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



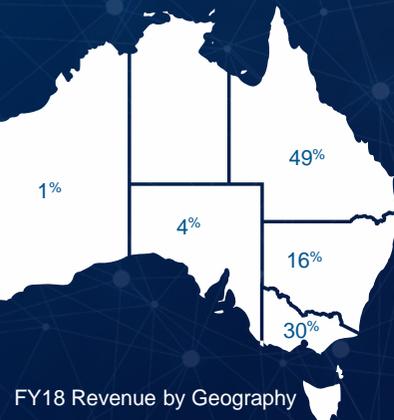
Notes:

- (1) Does not include acquisitions until they have been owned for 2 full comparative years.
- (2) A customer's 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.

GROWTH STRATEGY

ORGANIC GROWTH

- IPO strategy being successfully implemented.
- Growth achieved aligns with geographic investment made.
- Over the Wire will continue to target > 20% Year on Year organic growth.
- Targeted organic growth will be achieved through continuing the following strategies:
 - Continued geographic expansion.
 - Leveraging Over the Wire's platform to sell more products and services to existing customers.
 - Evolving Over the Wire's products and services to deliver value added offerings that result in improving the customer experience.



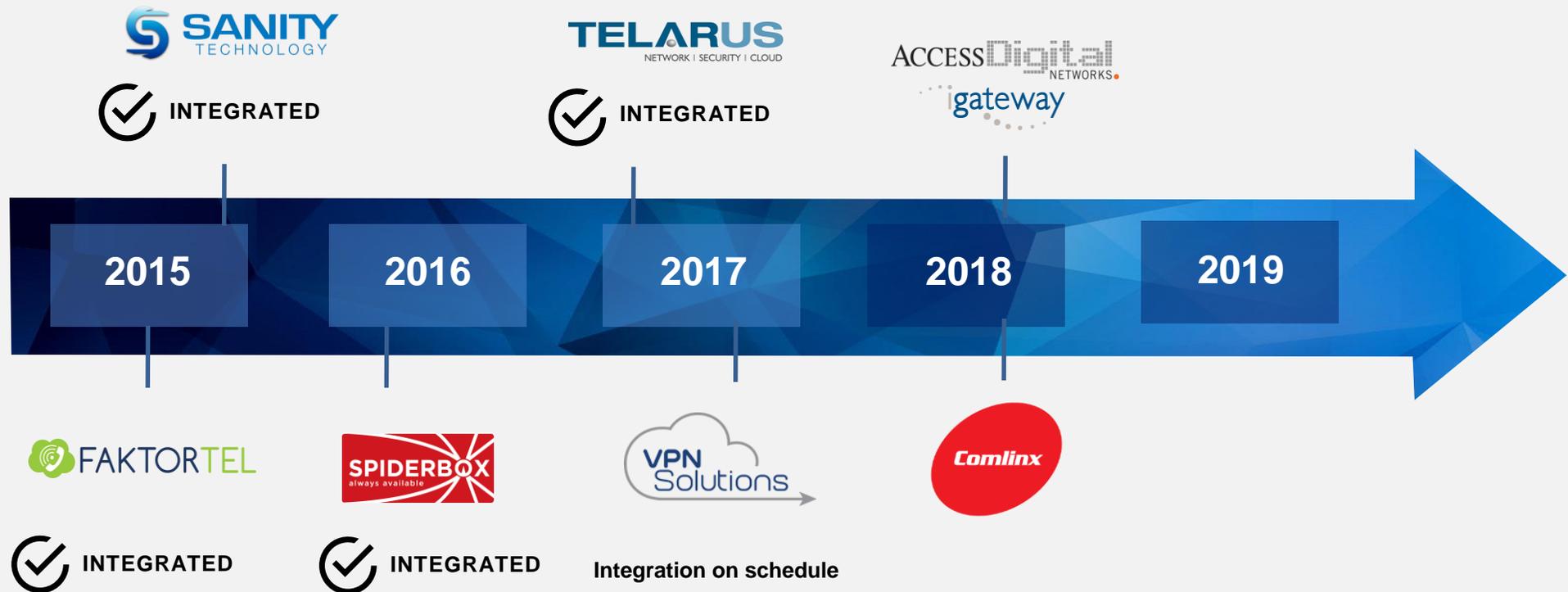
FY18 Revenue by Geography

	FY18 Revenue Growth - Organic	FY18 Revenue Growth - Statutory
Queensland	6%	23%
New South Wales	30%	60%
Victoria	153%	133%
Other	62%	276%

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

STRATEGIC ACQUISITIONS - ACCELERATE GROWTH

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



AWARDS AND RECOGNITION

- Forbes Asia 200 Best Under a Billion
- Financial Review Fast 100
- Deloitte Tech Fast 50
- Deloitte Leadership Award
- CRN Fast 50
- Smart Company Smart 50



LEADERSHIP TEAM

Michael Omeros, *Managing Director and CEO*

- Michael is the co-founder and Managing Director of Over the Wire. Michael is focussing on delivering the Over the Wire vision as well as returns for our shareholders.

Mike Stabb, *CFO and Company Secretary*

- Mike was appointed CFO of Over the Wire in 2012. Mike is focussing on shaping and delivering the financial strategies needed for growth, as well as providing the commercial stewardship needed to preserve long-term shareholder value.

Gary Pittorino, *COO*

- Gary was appointed COO of Over the Wire in September 2018. Gary is focussing on further improving the Over the Wire customer experience and establishing scalable and sustainable systems and processes to support Over the Wire's growth strategy.

Ben Cornish, *CTO*

- Ben joined Over the Wire in 2012 and was appointed CTO in September 2018 after having held the role of COO since listing. Ben is focussing on the growth, stability, automation and scaling of Over the Wire's network, products and supporting systems.

Brent Paddon, *Executive Director*

- Brent is a co-founder and Director of Over the Wire. Brent is focussing on strategic alliances and partnership growth opportunities as well as identifying inorganic growth for the company.

Dennis Muscat, *GM – Business Development and Marketing*

- Dennis joined Over the Wire after the acquisition of Telarus where he was the CEO. Dennis is focussing on expanding the organic growth of the company through targeted marketing and sales execution of new business opportunities.

Daniel Roates, *GM – Account and Partner Management*

- Daniel joined Over the Wire in 2016. Daniel is focussing on the commercial engagement strategy with our existing customers and partners. With a focus for value driven partnerships, he is creating a platform for sustained customer retention and organic growth.

Rebecca Tuma, *HR Manager – People and Culture*

- Rebecca joined Over the Wire in April 2018. Rebecca is focussing on implementing a program of work that develops our talent and builds a happy, engaged, customer focused environment that delivers business growth and creates a thriving workplace.



STRATEGIC 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
- Selective future acquisitions
- Realisation of synergies from VPN Solutions acquisition
- Integration of Comlinx and Access Digital acquisitions

IMPROVE

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

- Further develop our offering in:
 - SD-WAN
 - Cyber Security
 - Mobility

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
- Strengthen our Leadership team
- 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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