
ASX Announcement
MNF Group Limited (ASX: MNF)

11 August 2020

Canaccord Annual Growth Conference Presentation

Please see attached the Canaccord Annual Growth Conference Presentation to be presented by Mr Rene Sugo, MNF Group's CEO, at Canaccord annual conference held virtually in the USA on 11 to 13 August 2020.

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The announcement has been authorized for release by MNF Group Limited Board of Directors.

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About MNF Group Limited

MNF Group Limited (ASX: MNF) is one of Asia-Pacific's fastest growing technology companies. Listed on the ASX since 2006, it is now capitalised at around \$480M, and twice winner of the Forbes Asia-Pacific "Best under a Billion" award. Headquartered in Sydney, Australia, the company has over 500 people located across Asia-Pacific, Europe and North America. MNF develops and operates a global communications network and software suite enabling some of the world's leading innovators to deliver new-generation communications solutions.

As the world moves to IP, MNF Group is building the brands, services, network and technology to lead the way.

For further information about MNF Group Limited please visit: <http://mnfgroup.limited/>

Canaccord Annual Growth Conference Presentation

Rene Sugo, CEO

Boston - 11 – 13 August 2020

Full year results published at 9am on 25 August 2020 (Sydney Time)

Register for the results webinar here: <https://mnfgroup.limited/investors>

Who is MNF Group?

MNF Group (ASX: MNF) combines its proprietary **software** with its **communications** experience to power the rapidly emerging **cloud communications** market in the **Asia-Pacific** region

- Disrupting traditional voice industry
- Strategic Customers i.e. Google, Cisco etc
- Australian HQ

EBITDA guidance FY20 – *Re-affirmed April 2020*

A\$36-39M

Strong Balance Sheet – 31 December 2019

A\$69M

(\$39M cash & \$30M undrawn debt)



Share price: A\$5.80 (5 August)

Market Cap: A\$480m

Today's software and tech giants are chasing a **\$70Bn opportunity** – revolutionising how we communicate...



...but they are **hamstrung** by a telecom environment that is stuck in last century

Upfront CapEx



High risk

Physical connectivity



Not agile

Heavy regulation



Complex

Routing complexity




Costly

Porting unavailable



Can't scale





Cloud vendors want a cloud backbone that
can **power** their global ambitions



API connectivity

Agility & scale



SaaS / OpEx

Low risk



Fully compliant

Seamless



VoIP network

Future-proof



Full porting support

Growth driver



Optimised routing

Seamless

Long term opportunity

The worldwide shift to cloud communication has **only just begun**



Software & tech is driving rapid innovation



Legacy networks are being disconnected



Global, multi-decade transition ahead



MNF is already capturing this opportunity, and poised for multi-decade growth

MNF is the AU/NZ carrier partner of choice for leading UCaaS, CPaaS and CCaaS vendors



*Gartner – Magic Quadrant for Unified Communications as a Service, Worldwide (30 July 2019) ID G00354149



“

MNF has a strong understanding of LogMeIn's (NASDAQ: LOGM) vision for cloud communications, working with our GoTo Unified Communications & Collaboration (UCC) products for nearly a decade.

They provide us with in-country capabilities optimized for the cloud in the Australian region, allowing us to focus on innovating our GoTo product suite rather than the intricacies of telecom infrastructure.



MNF provides the **cloud backbone** of software and infrastructure that is key to the \$70Bn communications revolution

AU



NZ



SG



Build underway

Global



API connectivity

Domestic PSTN

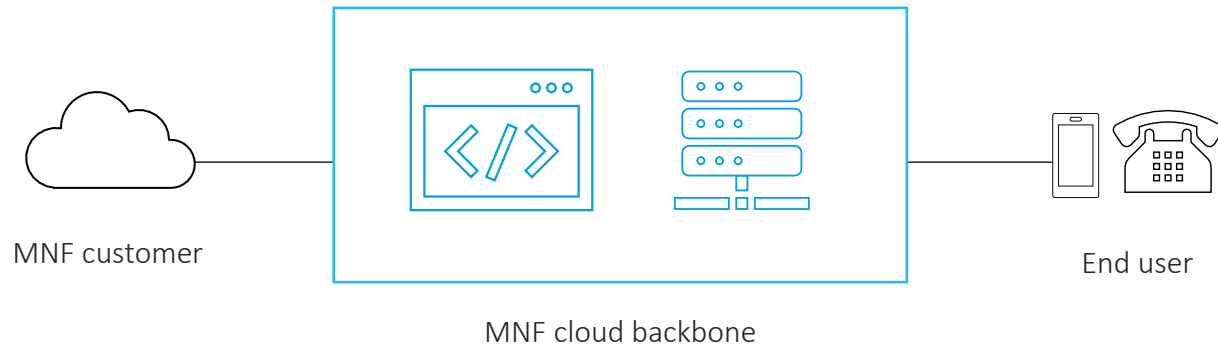
Cloud numbers

Number porting

Optimised routing

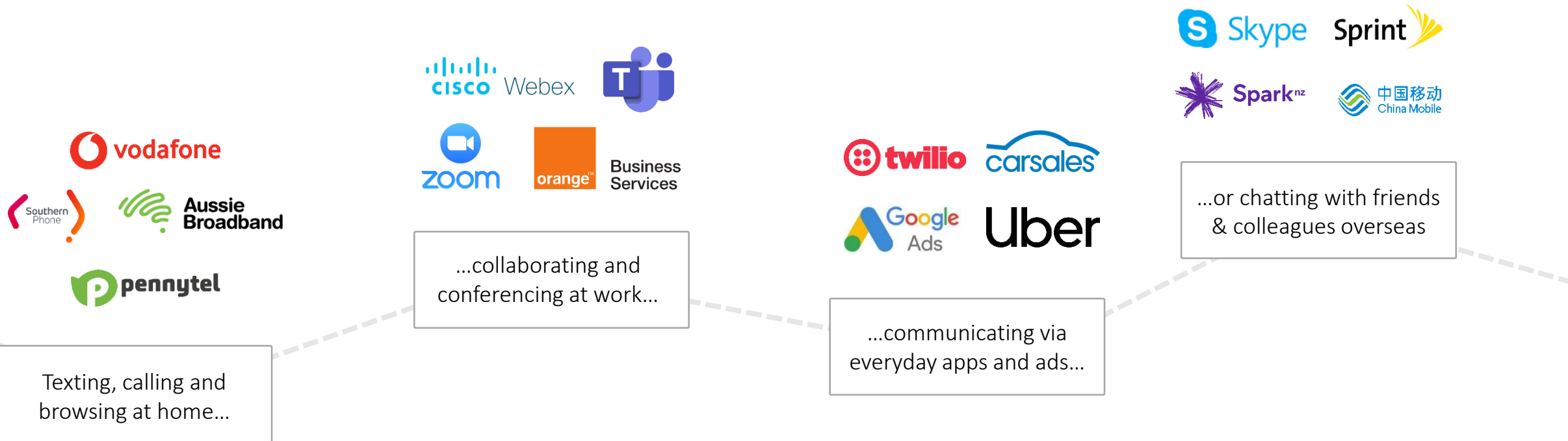
Unique differentiator

Combining **both** software **and** infrastructure solves the key challenges of carrier connectivity, scale and reliability **in one relationship**



Use case: Powering experiences

MNF underpins the voice, video, messaging and telco capabilities that connect your daily life



Use case: Powering global collaboration

MNF underpins voice and video calling for leading UCaaS vendors and conferencing providers

Our capabilities allow software vendors to localise their products, offer full PSTN replacement and win customers away from legacy telcos

Underpinned by MNF capabilities:



Virtual
Numbers



Voice Calling
(SIP Trunks)



Video Calling
(SIP Trunks)



Conferencing
(SIP Trunks)



Any-to-Any
Connectivity



Global calling
(Routing)

In partnership with:



Webex Teams



Microsoft Teams



Use case: Powering advertising & analytics

MNF underpins call analytics for major advertising networks and e-commerce companies

Our capabilities allow advertising vendors to present trackable numbers in search results, connect calls in real time and capture call data

Underpinned by MNF capabilities:



Virtual
Numbers



Toll Free
Numbers



Geo-Location
Data



Call Analytics
Data



Any-to-Any
Connectivity

In partnership with:



Use case: Powering in-app privacy

MNF underpins 'masked numbers' for leading CPaaS vendors and online marketplaces

Number masking enables marketplace users (such as drivers and riders) to call and text each other, using temporary numbers that protect their privacy

Underpinned by MNF capabilities:



Virtual
Numbers



Voice Calling
(SIP Trunks)



2-Way SMS



Any-to-Any
Connectivity



Ephemeral

In partnership with:



MNF Group strategic vision

Company purpose

Enabling our customers to innovate their voice communications

Values-led approach



Deliver excellence



Be brave



We care



Collaborate



Honest & fair

Strategic priorities



Market share

20% YoY organic growth in Australia, New Zealand & Asia-Pacific



Global growth

Expand our footprint across Asia-Pacific



Trusted partner

Build long-term strategic customer relationships



Software & APIs

Invest for resilience, scale and automation



Acquisition

Outcomes

Recurring revenue growth

Achieve globally diversified, long-term high margins built on > 80% recurring revenues

Asia-Pacific market leader

Become preferred provider of cloud servicing communications infrastructure, software and APIs

Singapore



Strategic ambition

Targeting 10% market share within 5 years of network launch



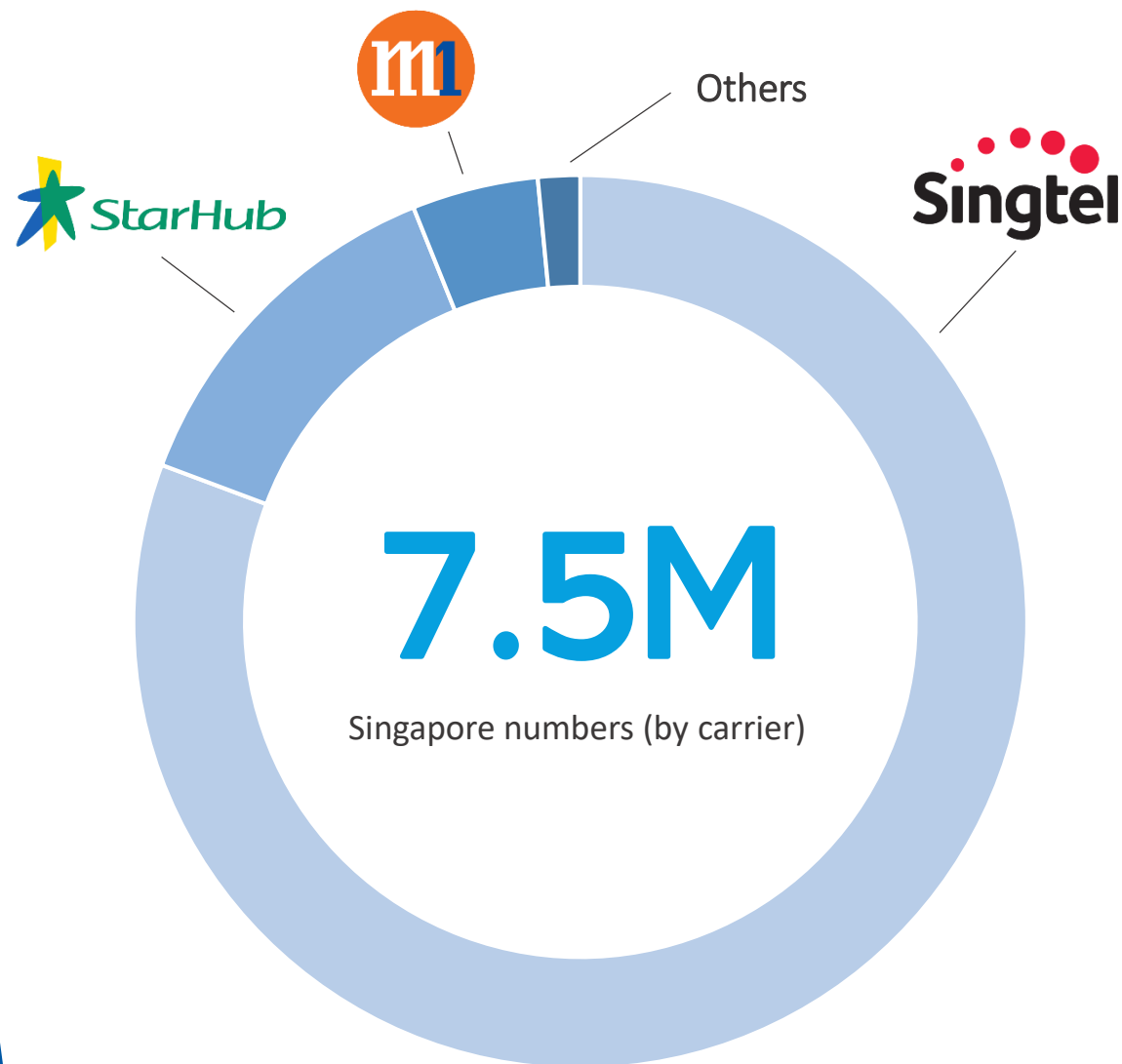
Disruptor DNA

First fixed voice network to launch in Singapore since 2000



Ripe for competition

97% of fixed phone numbers carried by just 3 incumbent networks



Trading through COVID-19



People & culture: Successful business continuity plan execution. Health and safety of staff remains #1 priority, global business now fully working from home



Reaffirmed guidance (28 April 2020): Expect to deliver EBITDA in the range of A\$36 million - A\$39 million for FY20



Wholesale business: Seeing greater demand for voice and collaboration technology – UCaaS usage surge



Direct business: Increased calling and conferencing by SMB, Enterprise and Government customers



Compelling investment case



Huge market opportunity

Cloud communications is a \$70B+ global market. MNF is the go-to cloud comms enabler in the Australian region.



100% proprietary network

Use our own multi-regional IP voice network, providing unmatched control over quality and reliability



Strong balance sheet

A\$39M in cash + A\$30M undrawn debt. Strong recurring revenue. EBITDA CAGR of 22% over last 5 years.



Quality customers

Wholesale customers inc. Zoom, Twilio, Microsoft and RSPs. Direct customers inc. Australian government and enterprise.



Global expansion

Growing share in Australia & New Zealand. Singapore set to launch in 2020, followed by strategic Asia-Pacific expansion.



Founder led

Co-founder Rene Sugo is Group CEO and co-founder Andy Fung serves as a Non-Executive Director.



Endless use cases

Potential applications of MNF's software are vast: UCaaS, CPaaS, CCaaS, conferencing, masked numbers *and more*

Thank you



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Visit our corporate website
<http://mnfgroup.limited>



Glossary

- › **API** – A set of coding standards for developers wishing to connect different bits of software.
- › **Copper access network** – Telephone wires, cables and physical equipment connecting subscribers to a local exchange.
- › **CCaaS** - Software that enables customer service through an in-house or outsourced contact center, delivered as-a-service via the cloud.
- › **CPaaS** – A framework for developers to add telecom capabilities to their software, without needing to build backend infrastructure.
- › **MVNO** – A way to provide mobile services without need to build an independent mobile network.
- › **Porting** – The process of transferring a phone number from one telecom carrier to another.
- › **PSTN** – The global network of phone users, encompassing every phone number in the world.
- › **Recurring Revenue** – Revenue that is billed every month regardless of user activity, typically high margin and stable.
- › **SLA** – The agreed standard of service reliability between a customer and a service provider.
- › **SIP Trunk** – A way for voice and video calls to travel over VoIP networks. It is the digital equivalent of a phone line.
- › **Termination** – The process of routing a phone call, from one telecom provider to another, until it reaches the recipient.
- › **Transaction Revenue** – Revenue that is billed when a user makes a phone call, typically low margin and variable.
- › **UCaaS** – Software that enables users to call, conference and message from a single interface, delivered as-a-service via the cloud.
- › **Virtual Number** – A phone number that is operated on a VoIP network without needing an underlying phone line service.
- › **Virtual PBX** – A business phone service, typically connecting multiple business users, delivered as-a-service via the cloud.
- › **VoIP** – A way of turning phone calls into data that can be transmitted over the internet and routed to any recipient.

Disclaimer

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