

Investor Presentation December 2021

ASX: WCG



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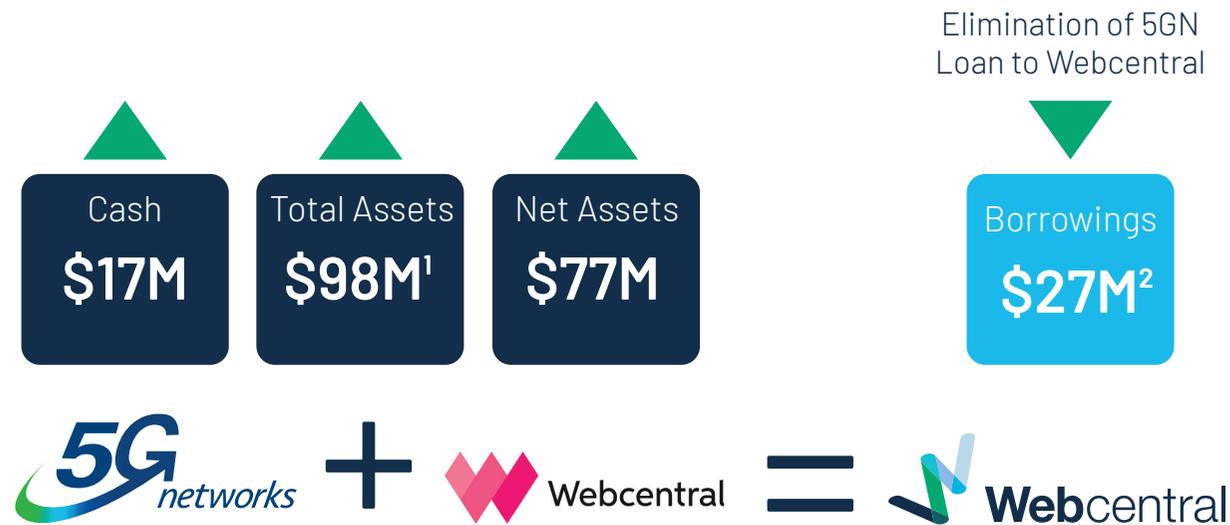
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Webcentral Owned and Operated Network Infrastructure



Merger Benefits

Significant improvement to cash position and balance sheet strength following merger with 5GN



Webcentral Capital Structure	
ASX Code	WCG
Share on Issue	332,288,464
Estimated post merger market capitalisation (at \$0.50 share)	\$166M
Cash (June 2021)	\$19.2M
Available Debt (June 2021)	\$4.0M

Merged Balance Sheet \$m	30-Jun-21
Total Current Assets	34.1
Total Non-Current Assets	133.0
Total Current Liabilities	59.0
Total Non-Current Liabilities	58.1
Net Assets	50.0
Total Equity	50.0

Notes:

1. Webcentral pro forma consolidated balance sheet as at June 2021
2. Total debt of \$27.1M including Term Debt of \$19.6M, Bank guarantees of \$5.7M and Equipment loans of \$1.8M

Strategic Plan Focused on Acquisitions and Organic Growth

Establish Infrastructure and Webcentral/5GN Merger

Strategic Acquisitions

- Webcentral – Domains, Hosting and Digital Marketing
- ColoAU & Intergid
- Anittel/Hostworks – Managed IT, Cloud & Hosting
- APTel – Managed Voice/Network
- Enspire – Data Networks & Cloud
- Melbourne, Sydney & Brisbane Data Centres (4)

Consolidate and Drive Organic Growth

Organic Growth Initiatives

- .au Domain launched March '22
- .au bundles selling now
- NBN services live April '22
- Target product campaigns
- Strategic pricing

Future Strategy

- Organic Growth - NBN and .au domains
- Expansion of Hosting Offers
- Target Acquisition
- Leverage idle cloud and DC capacity for Web 3.0

FY2017-2021

FY21 Revenue \$91.7M
EBITDA Margin 16.8%

- Targeted establishment of ICT operating capability and infrastructure
- Customer and Product expansion
- 5GN Cloud

Cloud/Hosting Services
Domain Registrations
Managed Services
Voice and Data Networks
Data Centres
Digital Marketing

350+
Staff

FY2022

FY22 Revenue \$105M¹
EBITDA Margin 20% Exit Run Rate

- Consolidation to one operating system, standardisation of products and services
- Online portal
- Simplifying of the buying process

Cloud/Hosting Services
Domain Registrations
Managed Services
Voice and Data Networks
Data Centres
Digital Marketing

350+
Staff

FY2023+

Revenue \$120M+
EBITDA Margin 23%+

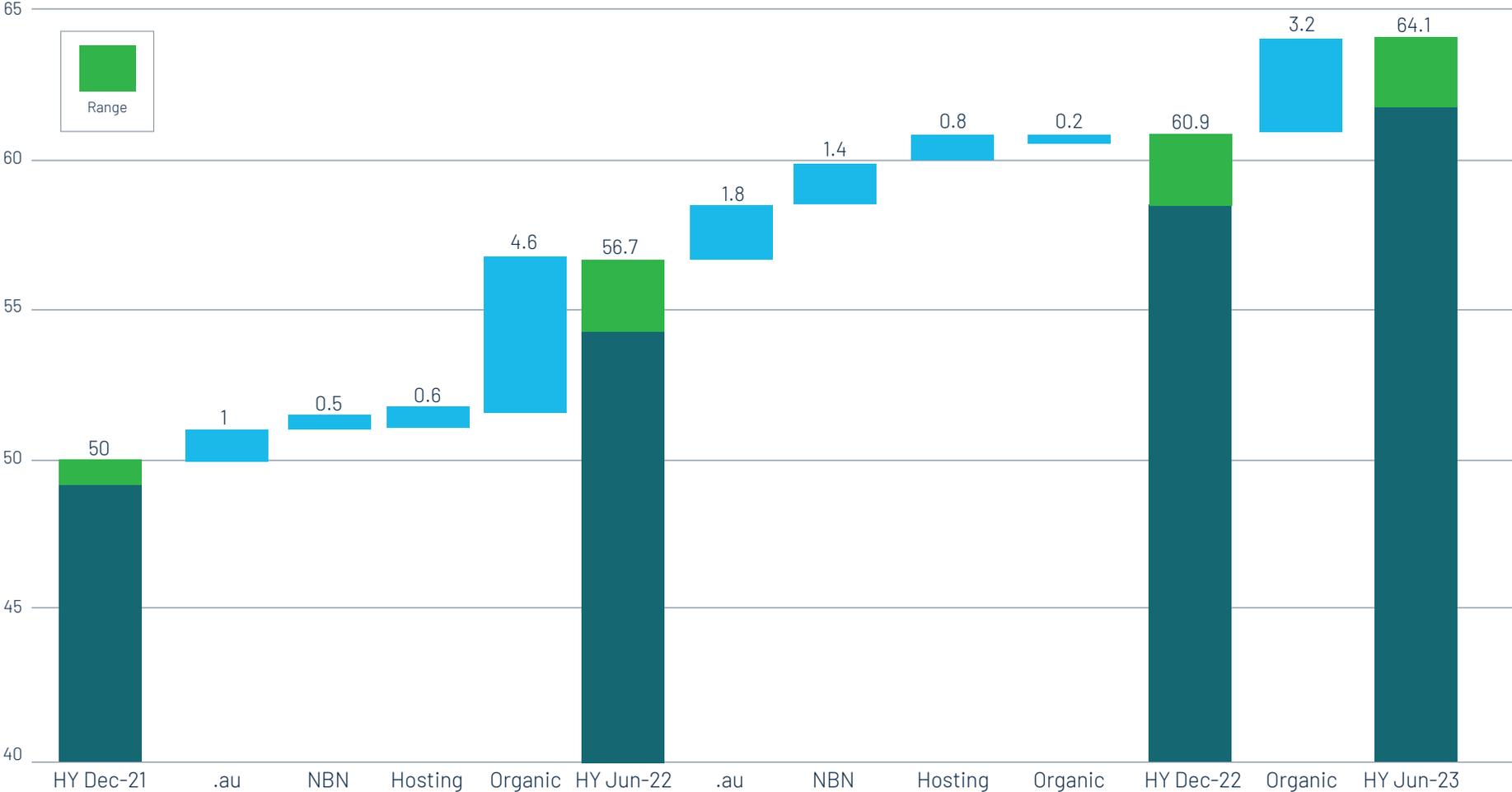
- 80% of all sales online
- Automation of support and provisioning
- Develop AI systems

Cloud/Hosting Services
Domain registrations
Managed Services
Voice and Data Networks
Data Centres
Digital Marketing

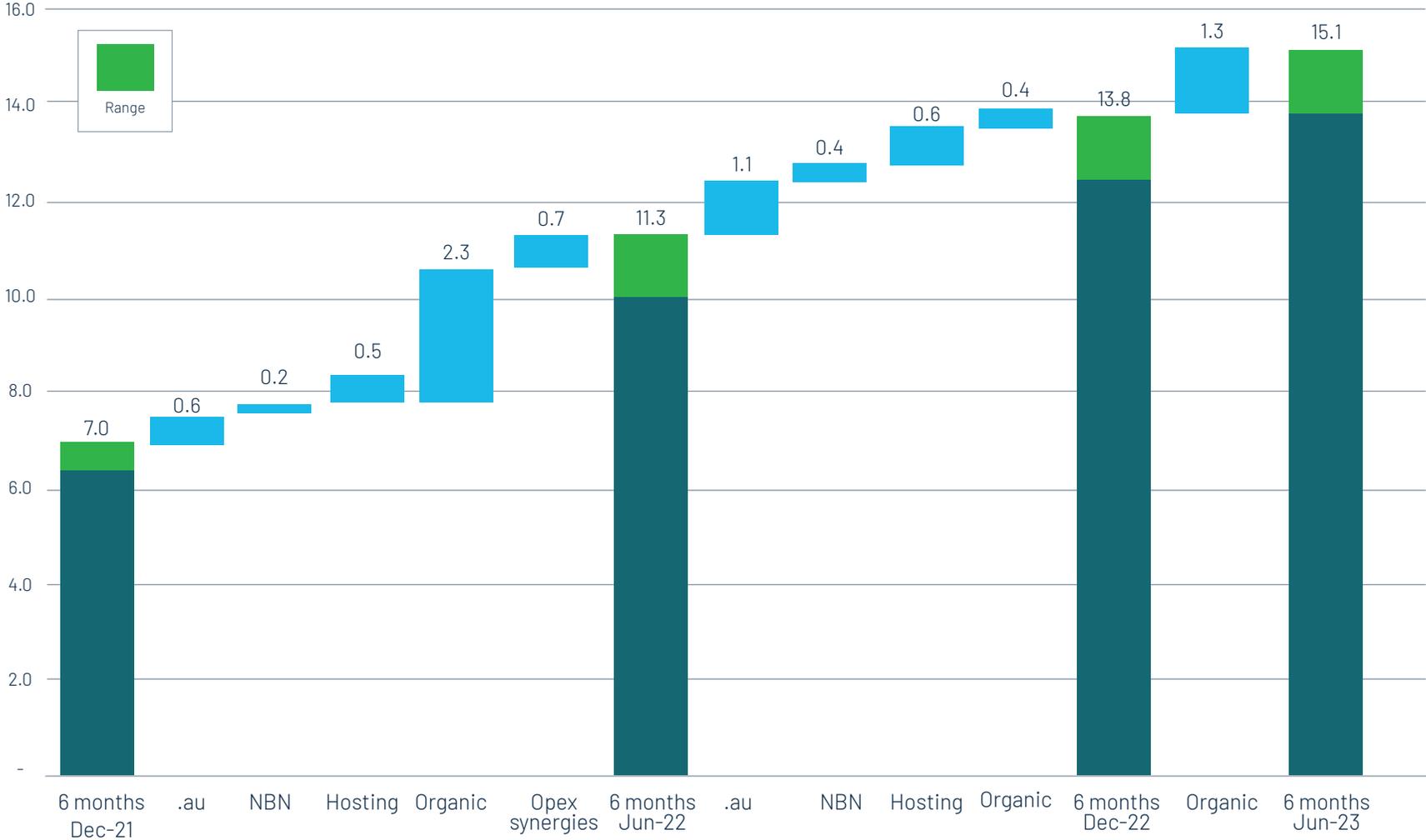
350+
Staff

Excludes any Acquisitions

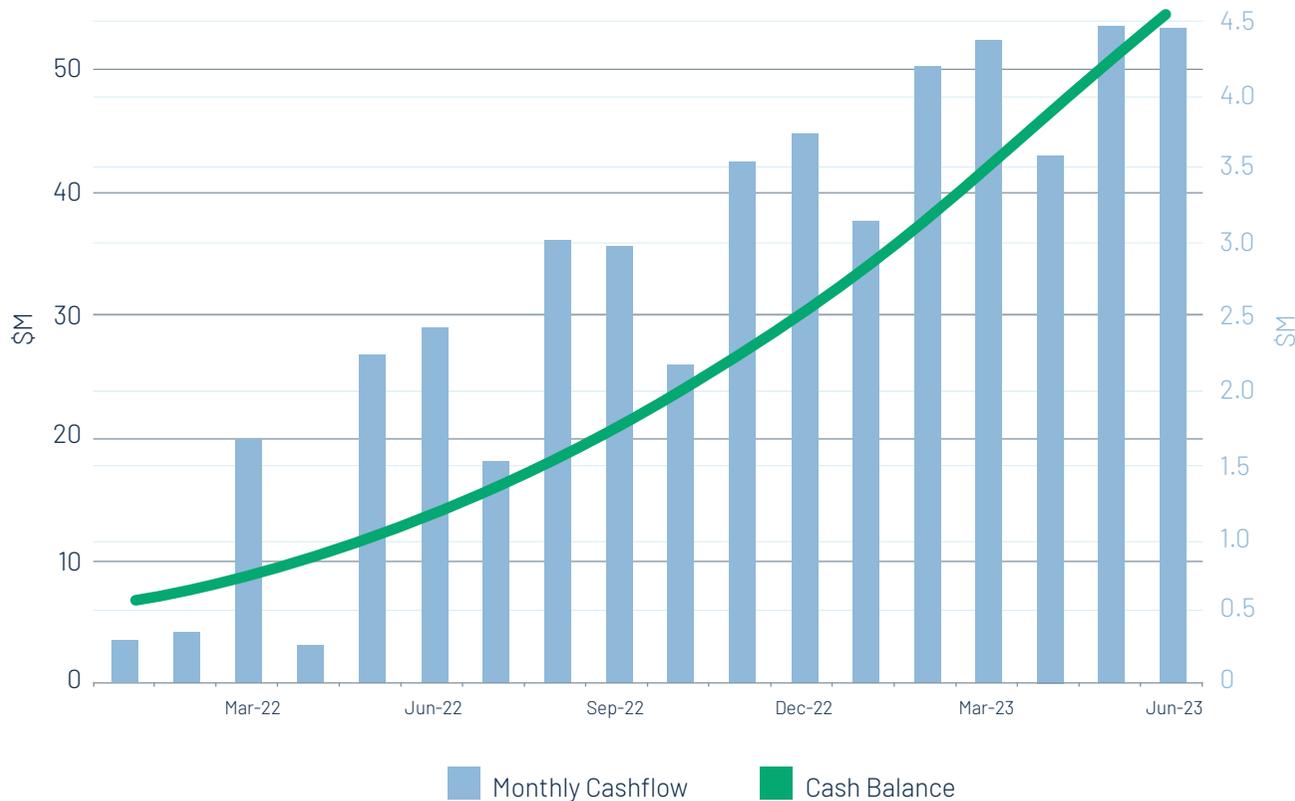
Revenue Trajectory



EBITDA Trajectory



Strong Cash Trajectory



Acceleration of operating cashflow generation expected from growth initiatives implemented and underway:

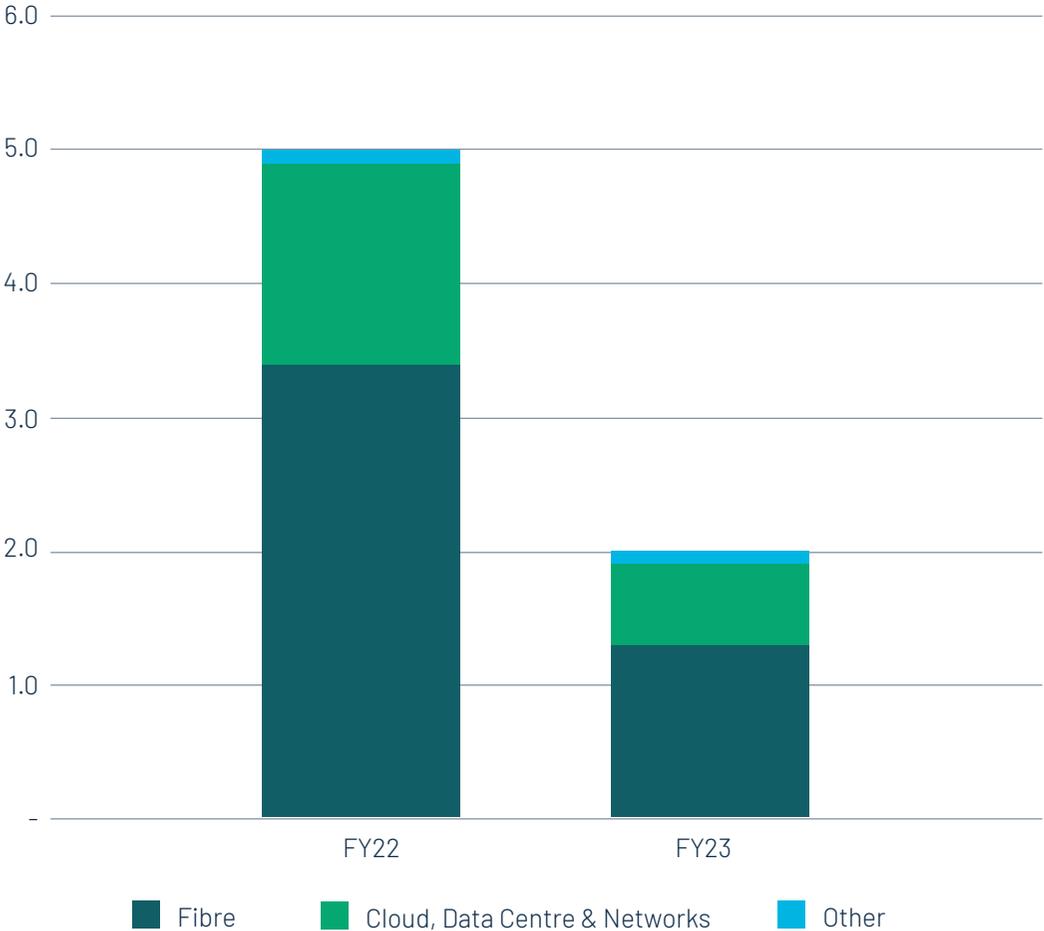
- Cash Balance at Jun '22 forecast to be \$14m circa.
- Cash Balance at Jun '23 forecast to be \$55m circa.
- Excludes cash used for potential Acquisition
- Excludes \$10.5M CBA Bridge Facility available for Cirrus Networks (ASX: CNW) acquisition

Notes:

1. Forecast impact of organic growth initiatives already implemented and to be implemented during the period shown.
2. Forecast excludes non-recurring and non-operating items including transaction and acquisition costs.
3. Forecast assumes no potential impacts from COVID or other economic impacts or events.

Capex Forecast

Forecast Capex



- FY22 Forecast capex \$5M
- FY23 Forecast capex \$2M
- Fibre network roll out completion in calendar year 2022 connecting 80 data centres across 5 capital cities
- Excludes customer-lead Capex

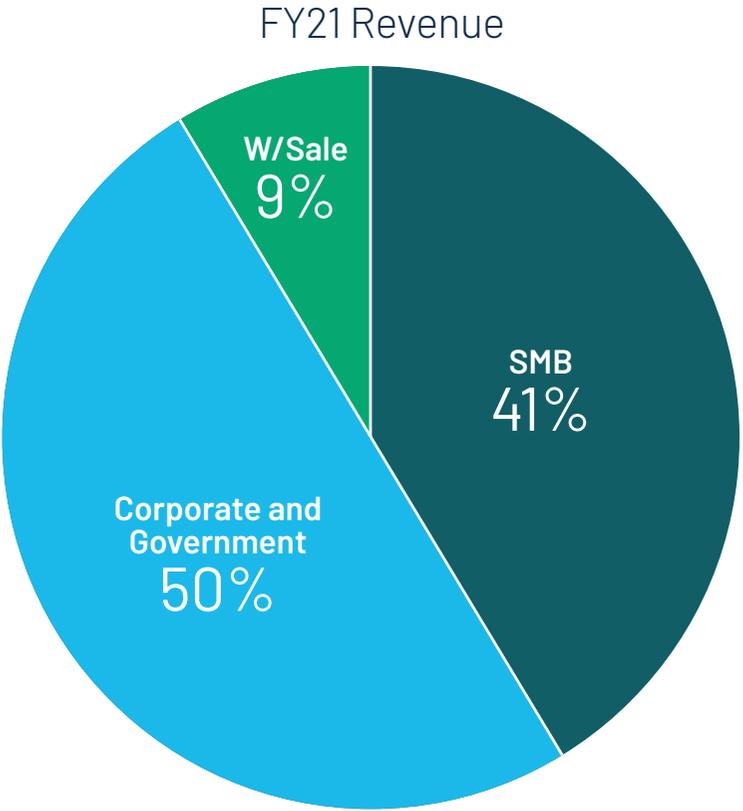
Highlights and Achievements

- ✓ Merger completed, propelling the company towards ASX300 Status¹
- ✓ Debt reduced by \$27M and strengthened balance sheet to target accretive acquisitions of listed or private enterprises
- ✓ New product releases into 330,000+ customers across government, enterprise, wholesale and small/medium businesses through a combined online portal
- ✓ Strong demand for services as we exit Covid lockdowns
- ✓ Significant increase in customer satisfaction
- ✓ Growth initiatives underway including launch of .au products bundles and other hosting services
- ✓ Webcentral strategic acquisition of 18% of Cirrus Networks Holdings

Notes:

1. Directors options linked to target

Customer Market Segments



500,000 Domain Registrations



Hosting 35,000 Websites and over 300,000 Email Accounts



330,000 SMB Customers



2,500 Corporate and Government Clients



25 Partners and growing

Product Offering

Webcentral services more than 330,000 Government, enterprise, wholesale, and small and medium businesses (SMB) customers across Australia and New Zealand. With 350 employees we seamlessly provide a range of cloud enabling solutions to businesses which consist of the following:



Webcentral is one of the Top 3 Domain providers in Australia and the largest Australian owned operator of Fibre Networks, Cloud and Data Centres

Experienced Board and Management Team

Board



Joe Gangi
Chairman

Ex 5G Networks



Joe Demase
Managing Director

Ex Uecomm Ltd, Co Founder of
Access Providers Ltd and Founder
of 5G Networks



Natalie Mactier
Non-Executive Director

CEO of Vivi International
and Ex SEEK & Kidspot



Jason Ashton
Non-Executive Director

NBN, Ex Superloop and Co-founder
of BigAir Group and Magna Data

Executive Team



John Stevens
Chief Operating Officer

Ex NBN, Macquarie
Cloud & Uecomm



Glen Dymond
Chief Financial Officer

Ex Zenitas, Spotless
& Broadspectrum



Michael Wilton
General Counsel

Partner, Cornwalls Lawyers



Garry White
Sales Director

Ex Uecomm, Macquarie
Telecom, TPG & Optus



Chris Demase
**Executive General
Manager - Operations**

Ex Sky Bridge Group & Uecomm



Joel Bruce
**Executive National
Field Manager**

Ex Anritel / Inabox Group



Marco Mattiuzzo
Chief Technical Officer

Ex Enspire & Barristers
Chambers Ltd



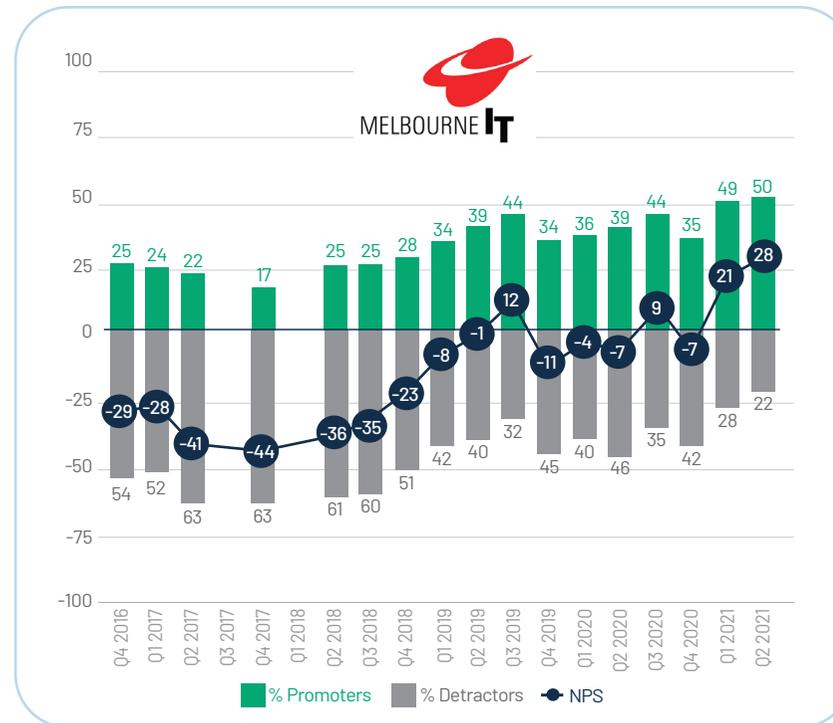
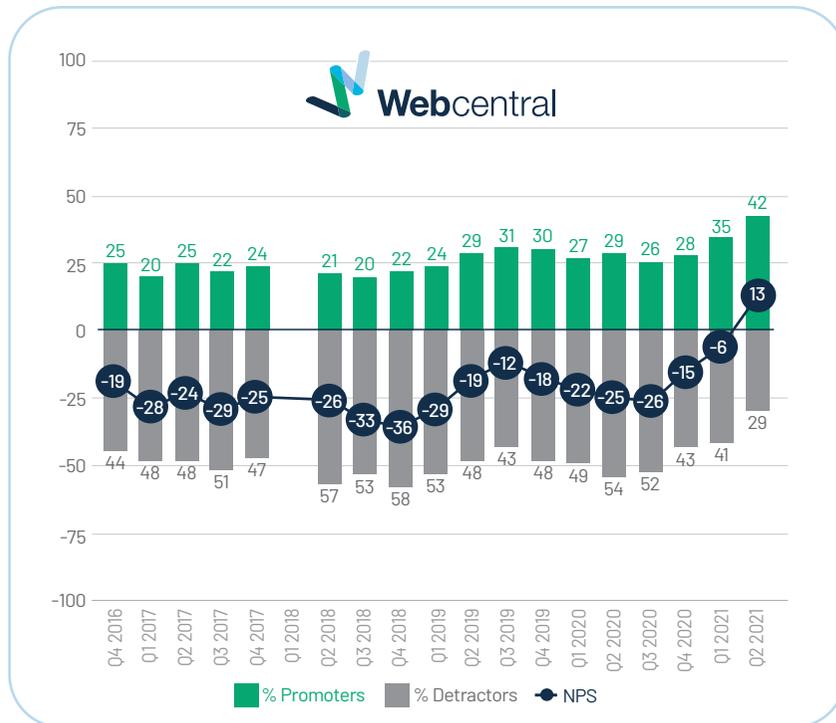
Steve Marchese
**Head of People
and Culture**

Psychologist & Organisational
Behaviour expert

Significant Improvements to Customer Satisfaction

Significant improvement of net promoter scores since 5GN acquisition in 2020 from:

- ✓ On-shoring of customer service roles
- ✓ Focus on resolving customer issues and improving customer retention
- ✓ Improvements to website and cart



Owned and Operated Infrastructure

MELBOURNE



SYDNEY



KEY

- 5G Data Centres (Blue circle)
- Activated Centre (Green circle)
- TBC (Grey circle)
- Fibre Network (Green dashed line)

Owned and Operated Infrastructure





Thank you

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