

# Webcentral 2022 Annual General Meeting – Chairman’s Address and Managing Director’s Address

ASX Announcement, 24 November 2022  Webcentral

The Webcentral Limited 2022 Annual General Meeting (AGM) will be held today at 11:30 am (Melbourne time) at Cornwalls Lawyers, Level 4, 380 Collins Street Melbourne and Online at <https://meetings.linkgroup.com/wcg22>.

The Chairman’s Address is set out below and the Managing Director’s Address is included in the attached presentation.

Details on how to access the virtual meeting are contained in the Notice of Meeting lodged with ASX on 24 October 2022.

## Chairman’s Address – Mr Joe Gangi

Financial Year 2022 has been another successful year for Webcentral.

The successful merger of Webcentral with 5G Networks Limited in November 2021 completed the integration of the two businesses, creating the largest Australian owned digital services business and operator of fibre networks, cloud and data centres.

The merger brought together the resources and strengths of Webcentral and 5G Networks with the combined business focused on profitable revenue growth. The benefits of the merger have now been realised including integrated product and marketing strategies, one highly motivated team and simplified organisational structure, consolidation onto 5G Networks’ cloud and network infrastructure, and a consolidated equity and debt capital base and associated corporate cost synergies.

Significant progress has been made this year building on the transformation of the business in FY21 with further improvements to customer journey and support, the successful launch of new product bundles and a major refresh of the Company’s digital marketing strategy. There has also been continued platform and system improvements to improve customer experience and improve efficiencies.

The Company’s continued focus during the year on simplifying the customer journey and purchasing process included further website cart development, process automation and improvements to customer self-service options, and other innovations such as

the introduction of customer chatbots. These improvements have resulted in increased customer engagement and retention as evidenced by our customer satisfaction metrics including Net Promoter Score (NPS) and customer reviews and ratings on third party customer review websites.

Most pleasing has been the return to profitable organic revenue growth following the relaunch of our digital marketing strategy across the Company’s brands including Webcentral, Melbourne IT Corporate and 5G Networks. This strategy was the cornerstone of the successful launch of the new .au domain in March 2022.

The significant achievements in FY22 were shown by the Company’s strong financial performance with underlying EBITDA growth of 13.5% to \$17.6M and revenue growth of 5.5% to \$97M.

The Board’s ongoing focus on capital management and returns to shareholders was demonstrated by the resumption of dividends to shareholders, with a dividend of half a cent per share paid to shareholders recently in respect of FY22. The Company also commenced an on-market buy back of shares in August 2022 and conducted an unmarketable share parcel facility in FY22.

Looking forward to FY23, Webcentral is focused on continued organic revenue growth and the ongoing improvement of systems and processes to enhance and simplify customer experience.

Finally, on behalf of the Board, we are extremely grateful for the continued support of our shareholders, customers, suppliers and business partners and thank our Managing Director, staff and executives for their outstanding achievements in FY22.



## Investor Enquiries

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## About Webcentral

Webcentral is an Australian owned digital services company who empower more than 330,000 customers to grow and thrive in the online world. Our portfolio of digital services is extensive, with market leading offers across domain management, website development and hosting, office and productivity applications and online marketing.

Webcentral currently owns and operates its own Nationwide highspeed Data Network with points of presence in all major Australian capital cities. In addition, the Company offers managed cloud solutions through its Cloud and Data Centre capabilities as well as managed services to optimise customers' IT and network environments. Supporting this is the Company's combined rack capacity of over 1,000 racks through its owned and operated Data Centres across Melbourne, Sydney, Brisbane and Adelaide.

Our customer focussed heritage has been built on expertise, innovation and personalised service; critical attributes delivered through our culture and embraced by our people. This is demonstrated through more than 25 years of online industry leadership across Australia's digital foundation brands such as Melbourne IT, Netregistry and WME.

The Webcentral mission is dedicated to leading online success for our customers. We achieve this by building trusted and valued client relationships which convert successful business outcomes at each milestone across the customers' digital journey.

# Webcentral Limited

ASX: WCG

## 2022 Annual General Meeting

24 November 2022





# Welcome

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- Quorum
- Notice of Meeting

# Introductions



**Joe  
Gangi**

Chairman



**Joe  
Demase**

Managing Director



**Glen  
Dymond**

CFO and Company  
Secretary



**Natalie  
Mactier**

Non-Executive  
Director



**Jason  
Ashton**

Non-Executive  
Director



**Michael  
Wilton**

General Counsel and  
Company Secretary

# Agenda

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- Chairman's Address
- Managing Director's Address
- Financial Statements
- Formal business of the meeting, including the resolutions of the meeting
- Questions



# Chairman's Address





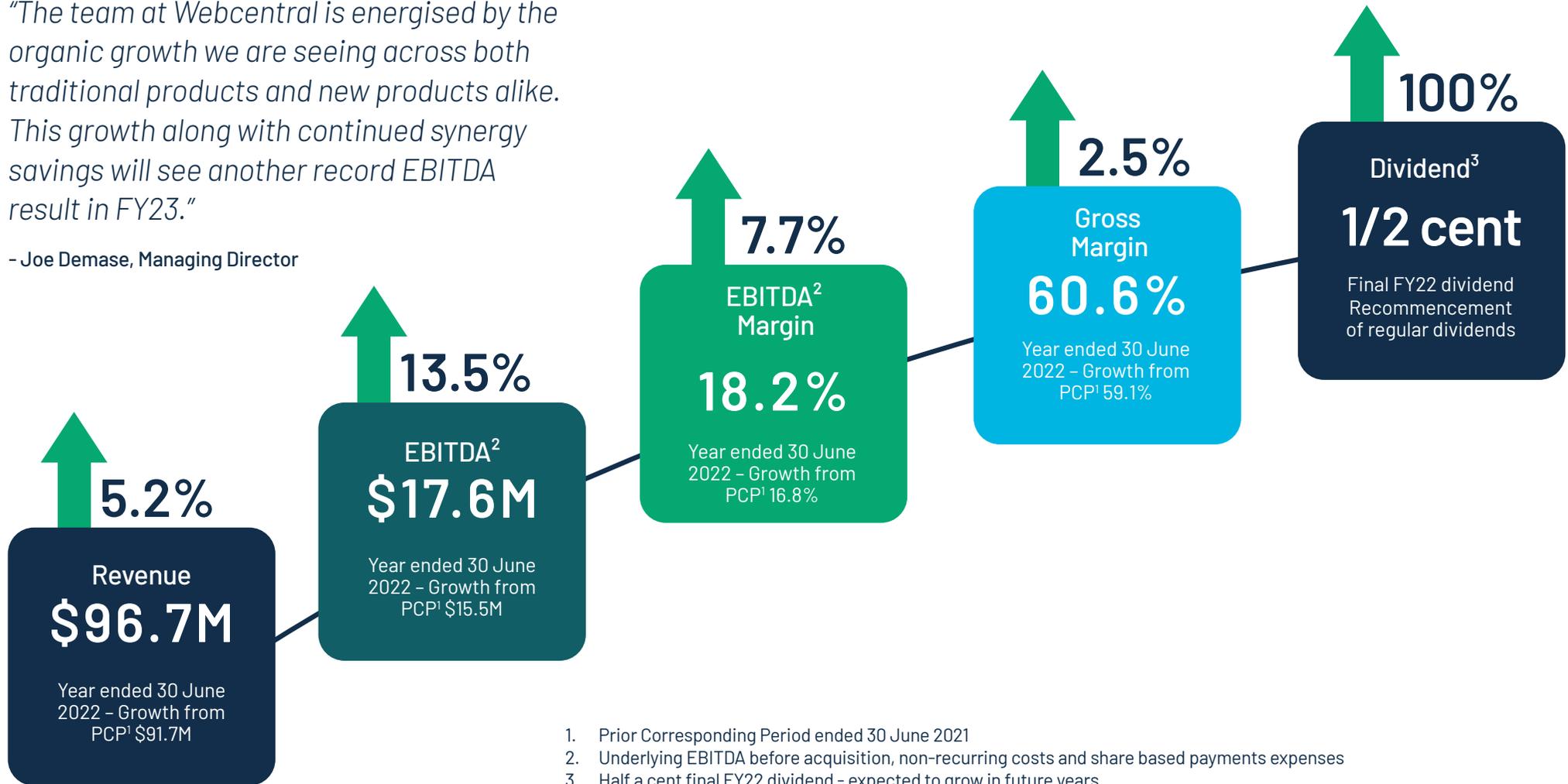
# Managing Director's Address

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# Continued Growth in FY22

*"The team at Webcentral is energised by the organic growth we are seeing across both traditional products and new products alike. This growth along with continued synergy savings will see another record EBITDA result in FY23."*

- Joe Demase, Managing Director



1. Prior Corresponding Period ended 30 June 2021
2. Underlying EBITDA before acquisition, non-recurring costs and share based payments expenses
3. Half a cent final FY22 dividend - expected to grow in future years

# Webcentral Owned and Operated Network Infrastructure



# Highlights and Achievements

- ✓ Launch new .au domains - March '22
  - 25k .au domains sales in FY22
  - 37k .au domain sales to mid Aug '22
  - Generated \$1.2m cash in FY22
  - Generated \$1.7m in cash to mid Aug '22
- ✓ Hosting increased from 6% to 25% of all new domain sales
- ✓ New products launched:
  - NBN offered to 330,000 customers Aug '22
  - CloudPort portal launched with enabled self provisioning, connecting public Cloud and IP Transit
  - OX Mail launch including the migration of 90k Microsoft mail accounts
- ✓ Dark Fibre Network extended to 50+ Data Centres
- ✓ Completion of CloudPort connecting 25 Data Centres in Australia plus LA, SGP, NZ and TYO - March
- ✓ Expansion of chatbots self service capability and expansion of local support

# Operational Update - Consumer

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- Successful launch of .au domains with sales exceeding 90,000 new domains, contributing over \$4m in gross sales
- Hosting and Web services continued growth with 20,000 new services added
- A number of new products launched
  - Internal M365 alternative (Ox Mail)
  - Domain protection
  - Word Press Hosting
  - Webcentral Internet (NBN)
  - Improved cart experience
- Relaunch of Melbourne IT brand to target corporate domain clients
- Focus on customer journey, upsell and customer retention
- NBN sales behind forecast due to hardware delays and competitive market conditions

# Operational Update – Enterprise and Wholesale

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- Markets returning to pre Covid conditions with strong pipelines across both segments
- Strong demand for security audits and upgrades, with specific focus on redundancy, data replication and backup services
- Hardware availability delays impacting revenue and project work
- Data centre sales see strong demand



# Formal Business

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# Voting Procedure

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- Voting on the resolution will be way of a poll
- Shareholders attending the meeting in person and online will be able to cast their vote using the physical voting card or electronic voting card received when online registration was validated
- Questions will be taken on each resolution – use ‘Ask a Question’ function in the virtual meeting online portal
- Online users - for assistance, please refer to the virtual meeting online portal guide or use the help line specified

# Financial Statements

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- Financial Statements
- Directors' Report
- Auditor's Report

# Resolution 1

## Adoption of Remuneration Report

This resolution is a non-binding ordinary resolution to approve the adoption of the Remuneration Report contained in the Annual Report.

**Voting on the resolution will be way of a poll.**

**Your Directors support the resolution being put to Shareholders.**

**Where permitted to do so, the Chairman will vote all available proxies “for” the item of business.**

To consider and, if thought fit, to pass the following resolution as a non-binding ordinary resolution:

***‘That the Remuneration Report contained in the Annual Report for the year ended 30 June 2022 be adopted.’***

This item is subject to voting exclusions – see the “Voting Exclusion Statement” in the Notice of Meeting.

Proxy Votes Received	Number	%
For:	29,140,685	96.3%
Open:	374,598	1.2%
Against:	750,680	2.5%
Abstain	600,560	

# Resolution 2

## Approval of Re-Election of Director – Ms Natalie Mactier

This resolution is an ordinary resolution to approve the re-election of Ms Natalie Mactier as a director of the Company.

**Voting on the resolution will be way of a poll.**

**Your Directors support the resolution being put to Shareholders.**

**Where permitted to do so, the Chairman will vote all available proxies “for” the item of business.**

To consider and, if thought fit, to pass, with or without amendment, the following resolution as an ordinary resolution:

***‘That, for the purpose of rules 9.3 and 9.9 of the Constitution of the Company, ASX Listing Rules 14.4 and 14.5 and for all other purposes, Ms Natalie Mactier who retires, and being eligible, is elected as a Director’***

Proxy Votes Received	Number	%
For:	108,245,758	99.4%
Open:	372,349	0.3%
Against:	340,289	0.3%
Abstain	63,423	

# Resolution 3

## Approval of Additional 10% Placement Capacity

This resolution is a special resolution to approve the increase in the placement capacity of the Company by a further 10%, in addition to the Company's existing 15% placement capacity under ASX Listing Rule 7.1.

**Voting on the resolution will be way of a poll.**

**Your Directors support the resolution being put to Shareholders.**

**Where permitted to do so, the Chairman will vote all available proxies "for" the item of business.**

To consider and, if thought fit, to pass the following resolution as a special resolution:

***'That, for the purposes of ASX Listing Rule 7.1A and for all other purposes, approval is given for the Company to issue up to that number of Shares equal to 10% of the issued capital of the Company at the time of issue, calculated in accordance with the formula prescribed in ASX Listing Rule 7.1A.2 and otherwise on the terms and conditions set out in the Explanatory Statement.'***

This item is subject to voting exclusions – see the "Voting Exclusion Statement" in the Notice of Meeting.

Proxy Votes Received	Number	%
For:	100,945,540	92.7%
Open:	377,003	0.3%
Against:	7,629,859	7.0%
Abstain	69,417	

# Resolution 4

## Approval of Prior Issued Securities

This resolution is an ordinary resolution to approve the issue of shares by the Company (the Prior Issued Securities). The Prior Issued Securities relate to 1,000,000 ordinary shares issued on 11 October 2022 as consideration for the earn-out payment in relation to the acquisition of the business and assets of Colocation Australia Pty Ltd in July 2020.

**Voting on the resolution will be way of a poll.**

**Your Directors support the resolution being put to Shareholders.**

**Where permitted to do so, the Chairman will vote all available proxies “for” the item of business.**

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

***‘That, for the purpose of ASX Listing Rule 7.4 and for all other purposes, Shareholders approve the issue of the Prior Issued Securities on the terms and conditions set out in the Explanatory Memorandum.’***

Proxy Votes Received	Number	%
For:	107,984,734	99.1%
Open:	385,003	0.3%
Against:	627,904	0.6%
Abstain	24,178	



## General Questions

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Thank you