

# 1H FY25 Results Presentation

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27th February 2025



# Disclaimer

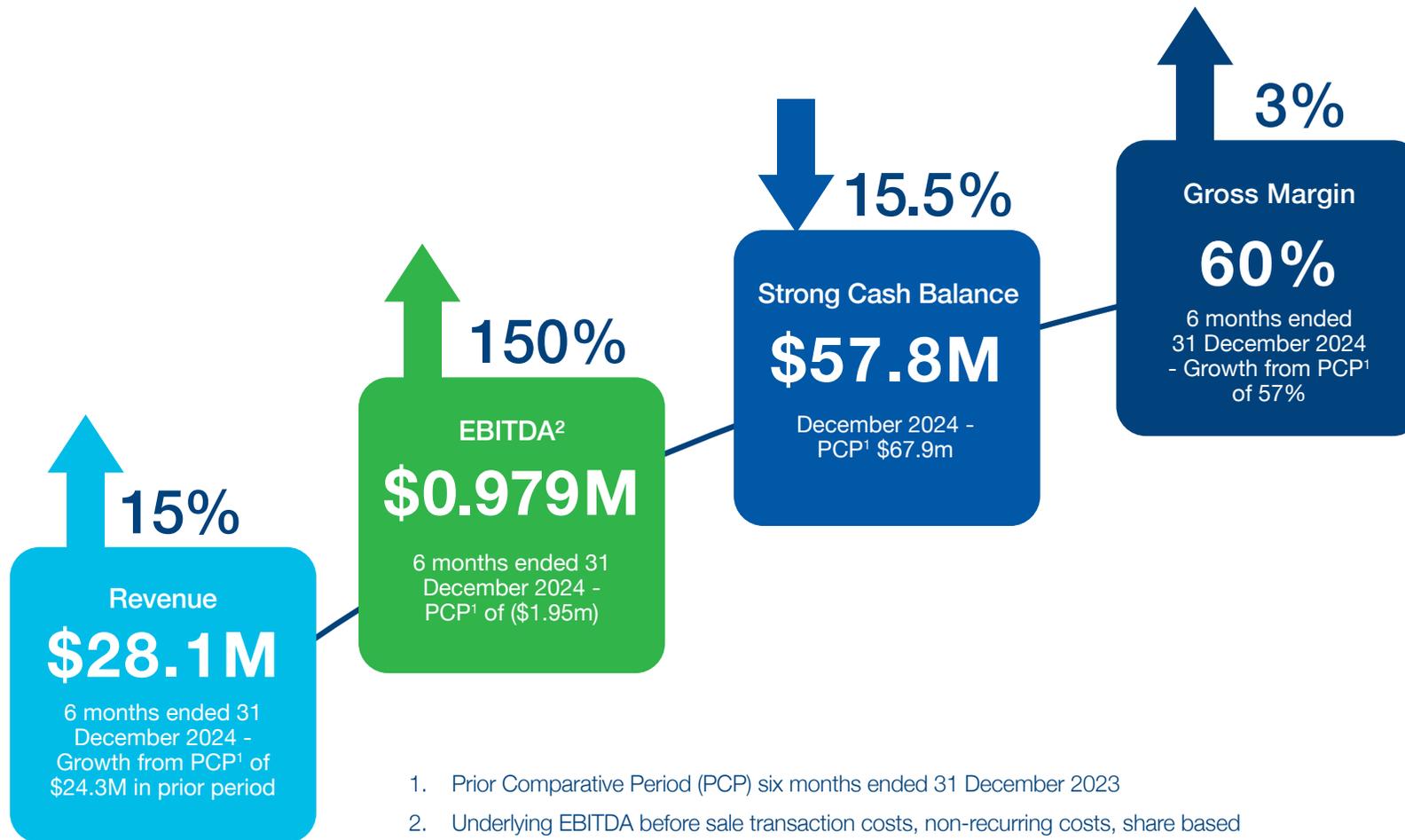
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# FY25 First Half Financial Results – Continued Growth



1. Prior Comparative Period (PCP) six months ended 31 December 2023
2. Underlying EBITDA before sale transaction costs, non-recurring costs, share based payments expenses and loss on remeasurement of assets held for sale

# Key Strategic and Financial Growth Highlights

The key strategic and financial growth highlights for the half-year ended 31 December 2024 were as follows:

- Strong cash position of \$58 million at 31 December 2024.
- Revenue and other income from continuing operations of \$28.1 million, representing growth of 15% compared to the prior comparative period (PCP).
- Revenue growth was experienced in all key segments, Cloud 20.5%, Data Centre 53% and Managed services 43% assisted by the Security Shift Acquisition.
- EBITDA from normal operations of \$0.979m an increase of 150% on the PCP.
- Appointment of Mr Hugh Robertson to the Board of 5GN.

# Profit & Loss - 1H FY25

	Dec-24	Dec-23	Change - PCP	
	\$M	\$M	\$M	%
<b>Revenue</b>				
Cloud	4.17	3.46	0.71	20%
Network & Voice	3.77	3.71	0.06	2%
Data Centres	6.45	4.20	2.24	53%
Managed Services	8.51	5.98	2.53	42%
Hardware & Software	3.60	3.74	(0.14)	(4%)
Digital Marketing	-	1.35	(1.35)	(100%)
Other Income	1.57	1.94	(0.37)	(19%)
<b>Total Revenue and Other Income</b>	<b>28.07</b>	<b>24.38</b>	<b>3.69</b>	<b>15%</b>
Gross Profit	16.73	13.94	2.79	20%
Gross Margin	60%	57%	-	3%
<b>EBITDA pre non-recurring costs</b>	<b>0.98</b>	<b>(1.95)</b>	<b>2.93</b>	<b>150%</b>
EBITDA margin	3%	(8%)	-	11%
Non-operating items	(4.91)	(7.30)	2.39	33%
<b>EBITDA after non-recurring costs</b>	<b>(3.93)</b>	<b>(9.25)</b>	<b>5.32</b>	<b>58%</b>
Depreciation & amortisation	(0.67)	(3.74)	3.07	82%
Net interest	0.86	(2.02)	2.88	143%
<b>Loss before tax</b>	<b>(3.74)</b>	<b>(15.00)</b>	<b>11.27</b>	<b>75%</b>

- Revenue and other income of \$28.1m increasing by 15% on PCP. Strong organic growth in Data centre 53%, managed service growth through Security Shift income 42% and project work.

- Revenue offset by digital marketing exit, reducing overall revenue by \$1.35m

- Gross Margin increased 60% an improvement of 3% on PCP

- Net Profit after tax of \$6.3m

# Revenue and Margin by Product

	Dec-24 \$M	Dec-23 \$M	% Change	Actual Margin %	Incremental Margin %
Cloud 	4,173	3,464	20.5%	60%	75%
Network & Voice 	3,774	3,712	1.7%	5%	80%
Data Centres 	6,447	4,204	53.4%	20%	80%
Managed Services 	8,508	5,977	42.3%	30%	35%
Hardware and Software 	3,597	3,737	(3.7%)	15%	15%
Other Income 	1,570	1,940	(19.1%)		
<b>Total</b>	<b>28,069</b>	<b>23,034</b>	<b>21.9%</b>		

# 5GN operates in Retail, Enterprise and Wholesale customer segments

Customer Segments (\$M)	Dec-24	Dec-23	Change	Change in %
Enterprise	19.53	18.34	1.19	7%
Wholesale	6.97	4.11	2.86	70%
<b>Total Revenue</b>	<b>26.50</b>	<b>22.44</b>	<b>4.06</b>	<b>18%</b>

Services / Segment	Domains	Cloud, Email & Webhosting	Data Centre	Networks & Voice	Managed Services	Hardware & Software	Cyber Security
Enterprise		✓	✓	✓	✓	✓	✓
Wholesale		✓	✓	✓		✓	

Services provided to each customer segment:

- **Enterprise:** cloud hosting, cyber security, data centre, networks and voice, IT managed services, hardware and software and digital marketing products and services provided to enterprise and government customers
- **Wholesale:** cloud hosting, data centre, networks and voice products and services provided to wholesale

## Cashflow - 1H FY24

	24-Dec \$M	24-Jun \$M	Change \$M	Change %
Receipts	28.74	52.49	(23.75)	(45%)
Payments	(31.14)	(53.85)	22.71	42%
Net Interest Paid	1.40	(1.15)	2.55	222%
<b>Underlying Operating Cashflow</b>	<b>(1.00)</b>	<b>(2.51)</b>	<b>1.51</b>	<b>60%</b>
Restructuring, acquisition and transaction costs	(0.83)	(7.38)	6.55	89%
<b>Operating Cash Flows</b>	<b>(1.83)</b>	<b>(9.90)</b>	<b>8.06</b>	<b>81%</b>
Sale of Domains Business	-	107.42	(107.42)	(100%)
Net Cash - Other Acquisitions/Investments	-	(1.50)	1.50	(100%)
Increase in pledged bank deposits	-	(4.75)	4.75	(100%)
Capex	3.25	0.48	(3.73)	782%
Other investing cashflows - AUCyber	(1.94)	-	(1.94)	100%
<b>Investing Cash Flows</b>	<b>(5.19)</b>	<b>101.65</b>	<b>(106.84)</b>	<b>(105%)</b>
Proceeds from shares/options	-	0.14	(0.14)	(100%)
Net borrowings	-	(28.00)	28.00	(100%)
Payments for share buyback	(4.56)	-	(4.56)	100%
Other financing cash flows	(1.82)	(2.01)	0.19	(10%)
<b>Financing Cash Flows</b>	<b>(6.37)</b>	<b>(29.87)</b>	<b>23.50</b>	<b>79%</b>
<b>Net Cash Flows</b>	<b>(13.39)</b>	<b>61.88</b>	<b>(75.27)</b>	<b>(122%)</b>

- Purchase of AUCyber shares \$3.25m representing 11%. Current ownership now 89.7%

- Share Buy back of 10% of the issued shares \$4.56m

- Cash at bank \$58m

# Balance sheet – 1H FY24

	Dec-23 \$M	Jun-23 \$M	Change
Cash and cash equivalents	54.94	64.99	(10.05)
Restricted cash	2.93	2.93	-
Trade and other receivables	4.32	0.52	3.80
Contract assets	0.66	-	0.66
Other current assets	3.79	0.87	2.92
Assets classified as held for sale	-	31.28	(31.28)
<b>Total Current Assets</b>	<b>66.64</b>	<b>100.58</b>	<b>(33.95)</b>
Intangible assets	2.89	-	2.89
Property, plant and equipment	10.29	-	10.29
Right-of-use assets	6.35	-	6.35
Investments	3.36	0.73	2.64
Other non-current assets	-	0.43	(0.43)
<b>Total Non-Current Assets</b>	<b>22.89</b>	<b>1.15</b>	<b>21.74</b>
Trade and other payables	7.51	5.02	2.48
Lease Liabilities	3.36	-	3.36
Employee benefits	2.01	-	2.01
Provision for income tax	4.44	14.35	(9.91)
Contract liabilities	0.44	-	0.44
Other liabilities	0.99	-	0.99
Other financial liabilities	1.91	-	1.91
Liabilities directly related to assets classified as held for sale	-	29.75	(29.75)
<b>Total Current Liabilities</b>	<b>20.66</b>	<b>49.13</b>	<b>(28.46)</b>
Lease liability	9.76	-	9.76
Employee benefits	0.34	-	0.34
<b>Total Non-Current Liabilities</b>	<b>10.09</b>	<b>-</b>	<b>10.09</b>
<b>Net Assets</b>	<b>58.77</b>	<b>52.61</b>	<b>6.16</b>

- Cash at Bank \$58m
- Provision for income tax decreased by \$10m
- Net Assets \$59m

# Product Offering

5GN services more than 2,500 Government, enterprise, wholesale, and small and medium business (SMB) customers across Australia and New Zealand. With 170 employees we seamlessly provide a range of cloud enabling solutions to businesses which consist of the following:

Cloud		Email and 0365	Web Hosting	5GN Private Cloud				
Data Centre		Co-location	Bare Metal	5GN CloudPort				
Data Networks		National MPLS network	National Links	International Links	Dark Fibre			
Managed Services		SharePoint	0365	Consulting	Design	Network & Infrastructure	End User Support	
Security		Cyber consulting	SaaS	ISO & ISM Audit	PCI-DSS			
Hardware & Software		Cisco	Juniper	Dell	EMC	Microsoft	VMware	Citrix

**5GN is one of the largest Australian owned operator of Fibre Networks, Cloud and Data Centres**

## About AUCyber CYB.ASX

- AUCyber (ASX: CYB) is an Australian publicly listed provider of cyber security solutions, sovereign cloud infrastructure, managed IT services and consulting.
- AUCyber provides mission critical support to Australia's leading enterprise organisations and governments. Leveraging sovereign cloud infrastructure and adhering to the highest security standards,
- AUCyber ensures the reliability of data, systems, backup, managed IT and cyber security services.

Segment Revenue & Earnings	Cloud \$	Cyber \$	Other \$	Total \$
<b>31 Dec 2024</b>				
Segment Revenue	7,038,878	5,110,603	-	12,149,481
Segment Underlying EBITDA	(282,439)	109,657	(1,563,869)	(1,736,651)

# 5GN Strategy



# 5GN Owned and Operated Network Infrastructure



# Thank you

For further information contact

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