



23rd November 2016

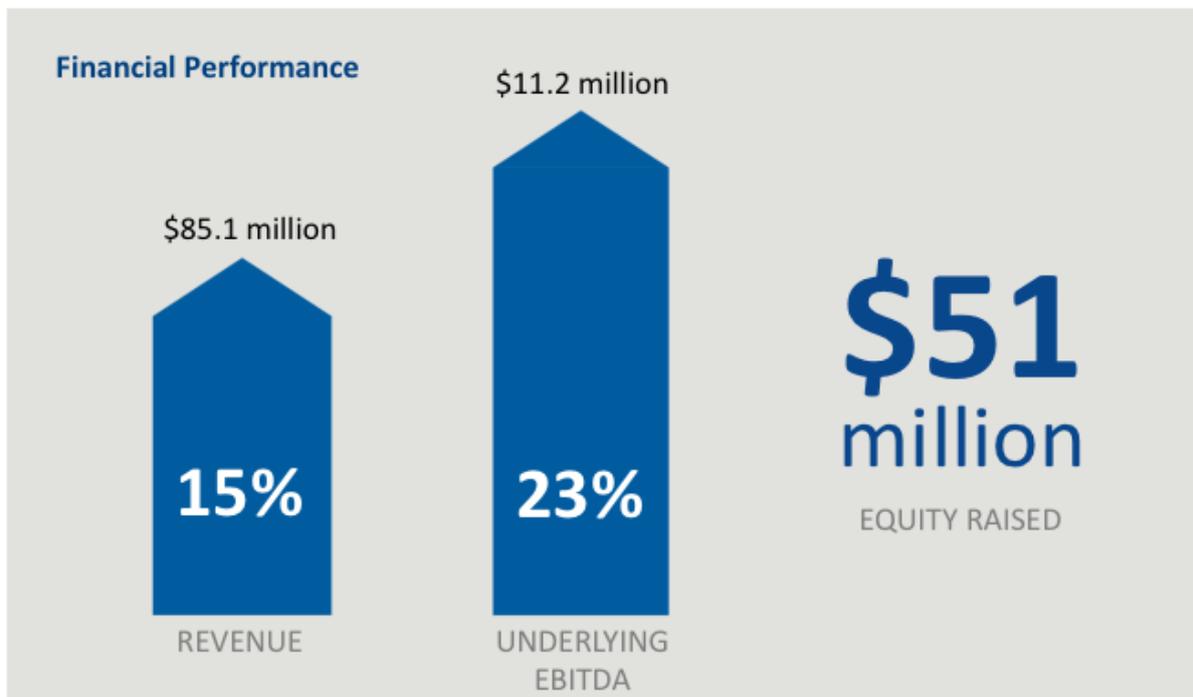
# AGM: CHAIRMAN'S ADDRESS

Justin Milne



 NetCommWireless

I want to start with some very exciting news. Just last night we formally signed a contract with nbn for the supply of so-called "drop-point" connectivity which will allow nbn to roll out its Fibre To The Curb solution to hundreds of thousands of Australian homes. This is an extremely important contract win for us with implications in the global market. I'll spend a little more time on it shortly but this is literally late breaking news of which we have informed the markets just last night.



 **NetCommWireless**

Allow me to briefly review some of our progress over FY16. Our revenues increased by 15% to \$85.1 million, while underlying EBITDA was up 23% to \$11.2 million.

In May, we successfully raised over \$51 million of new capital which, together with our profits, has put us in an excellent position to invest in our business and take advantage of wonderful growth opportunities which currently present themselves.

## 34 Years of Technical Innovation



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Over the last 34 years NetComm has shown itself to be an innovative and agile business, constantly adjusting to the rapidly changing telecommunications environment and able to reposition itself in this vital sector so as to take advantage of new opportunities as they emerge.

## PSTN Shutdown



2020



Progressively  
before 2021



Progressively as the  
NBN is rolled out



ASAP



2016



Macedonia  
completed

A few years ago, we saw a new trend emerge as governments and telcos around the world shut down their old analogue phone networks to invest in new high speed broadband networks. A number of key opportunities presented themselves to us:



Wireless M2M



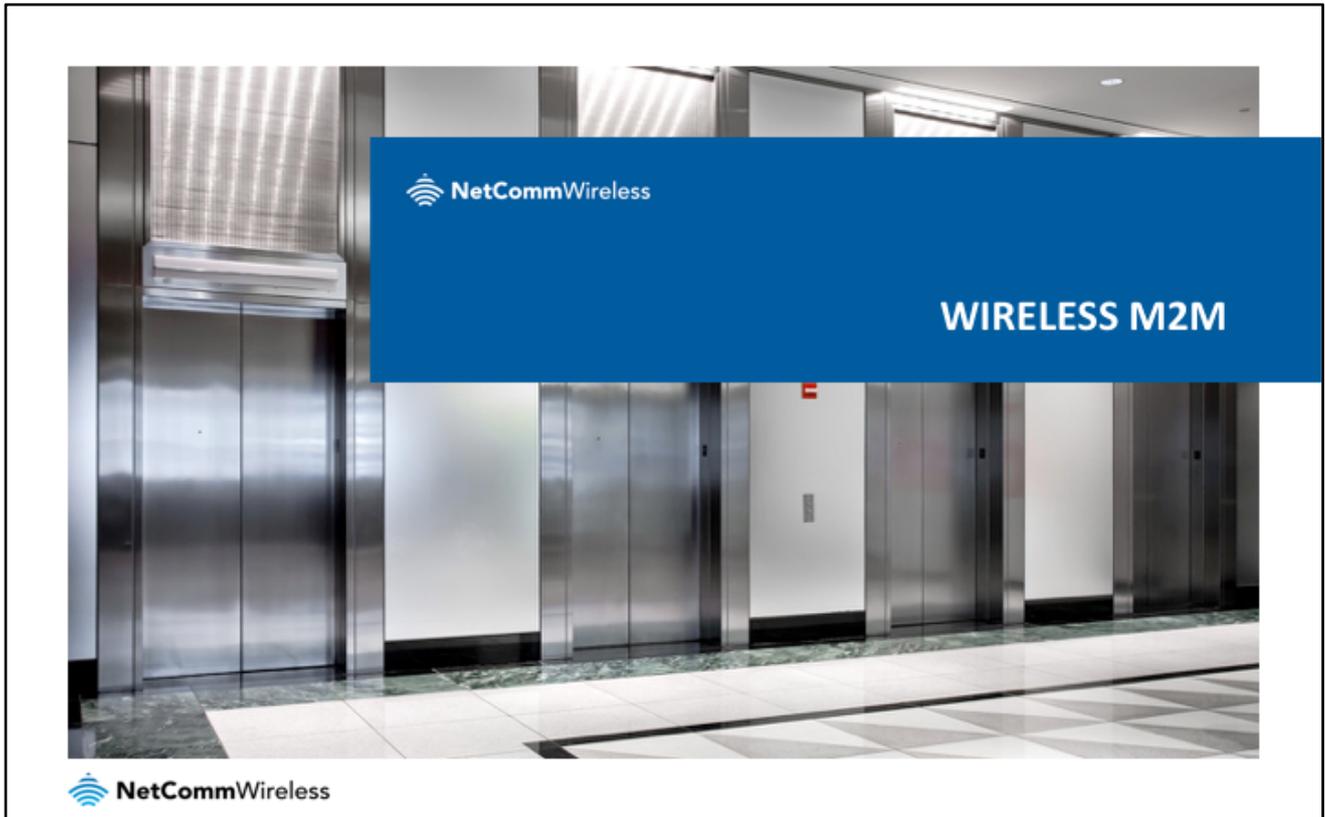
Fixed Wireless



DPU's

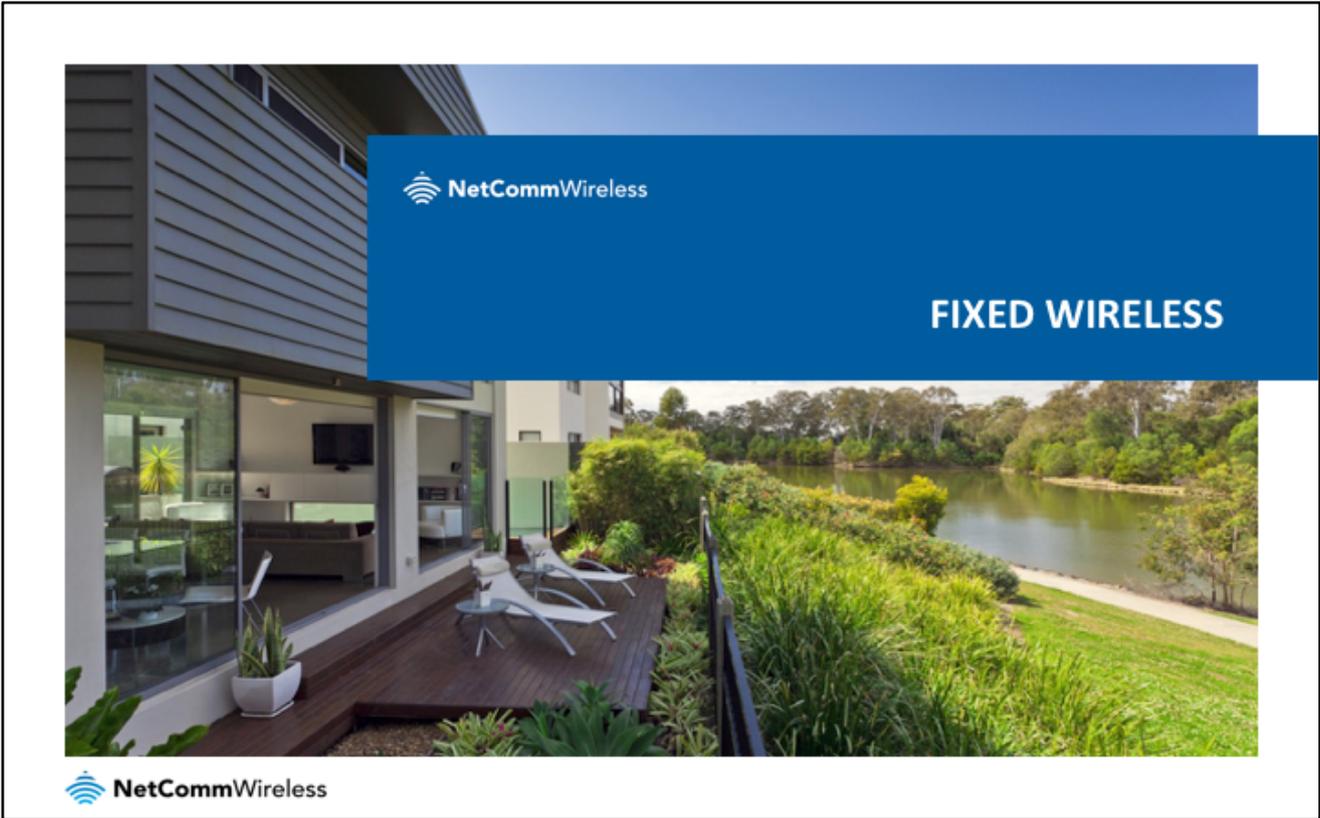


- Connecting machines to machines in this new environment,
- Connecting rural communities with high speed wireless broadband, and;
- Connecting the new fibre networks to the last few metres of copper running from each house to the street.



During 2016 we have made excellent progress in each of these areas. For example, in our M2M business we are actively working on an opportunity with one of the world's leading manufacturers of elevators. The analogue phone network shutdown provides them, and all other lift manufacturers, with a problem because each lift in the first world must have a phone line available in it for emergency calls.

As the PSTN shuts down around the world the lifts need new phones. We are currently providing this manufacturer with one of our existing wireless M2M devices in advance of securing a contract for a bespoke solution which will allow it to wirelessly connect lifts 24/7 and actually save money at the same time. We intend to pursue similar opportunities with other lift companies around the world.



We have continued to supply our fixed wireless broadband technology to the nbn in Australia, and very much as a result of the success of this technology, we were able to land a contract with a very large US telco to provide a similar, but slightly different, solution to the same problem experienced by nbn.



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We find that we are world leaders in this new market which BCG estimates to be over \$80B in size. We are currently in conversation with a number of other telcos around the world to provide similar technology to them. In addition, we have recently signed an agreement with Nokia to work with them in the fixed wireless area. We see this fixed wireless sector as providing tremendous opportunities for the Company.



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During 2016 we worked very closely with nbn



to build a unique device to connect an optic fibre, laid down the street to the short copper tail currently running from every house to the street.



This small connectivity box will allow telcos to provide extremely high speed broadband services to homes but at a greatly reduced cost compared to running fibre all the way to the home.

So called Fibre to the Curb relies on a box like ours to connect a fibre and copper network. The device needs to be powered, extremely rugged and able to function under water in the event that the pit in which it will reside is flooded following a deluge.

Yesterday we announced that nbn has selected NetComm to provide this box in Australia after thoroughly testing our technology.

Thailand



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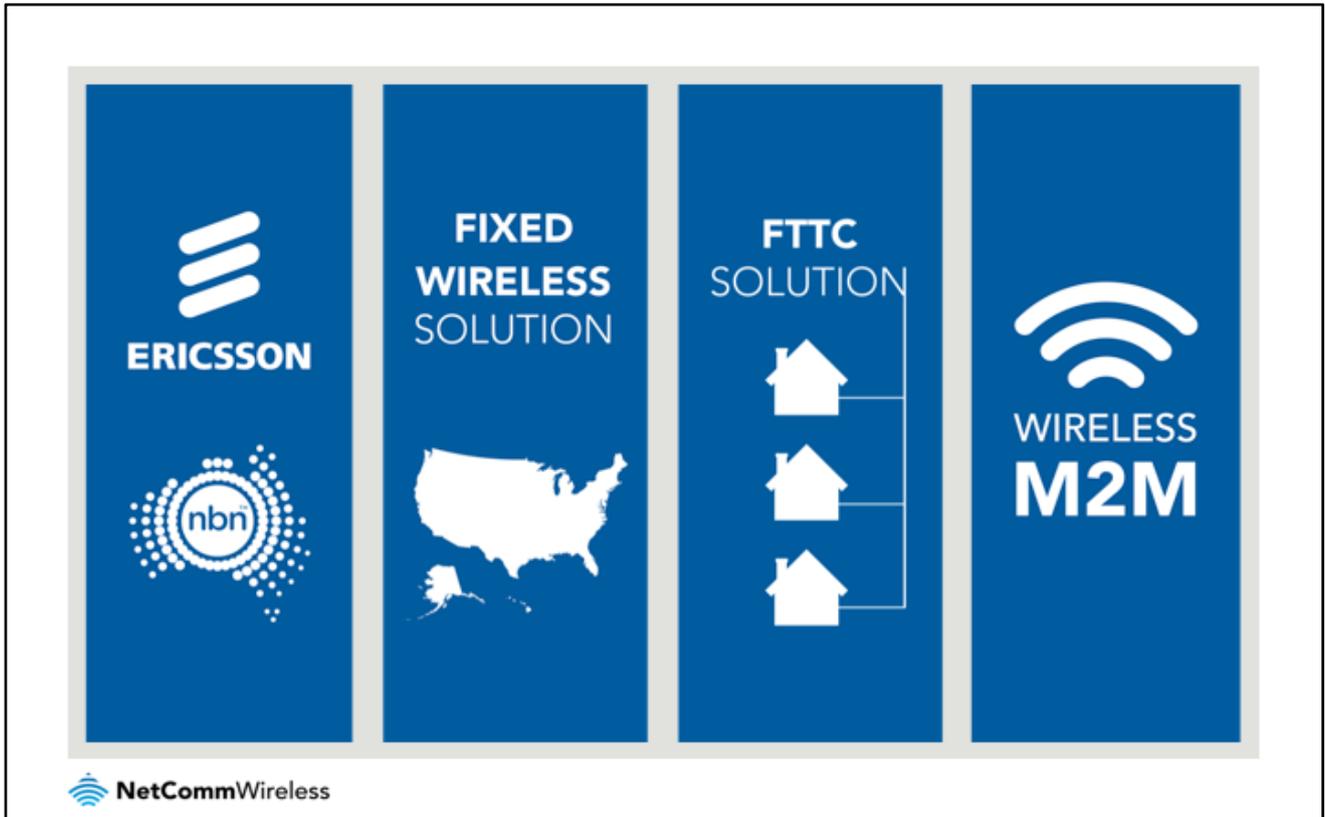
Today I'm also pleased to inform you that the same technology is currently being trialled in Thailand and we expect to provide it to other countries in the coming years. FTTC or drop point technology may be one of the most important solutions for telcos over the next 10 years and the size of the market is hard to estimate at this time but it will certainly provide us with great opportunities.

## Traditional Broadband Business – Australia / NZ



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And while these three new technologies: M2M, fixed wireless and Distribution Point provide us with exciting new global opportunities, our traditional broadband business in Australia and New Zealand continues. We see growth for this business too and will be investing during 2017 to take advantage of consumers upgrading from ADSL to VDSL modems as the nbn rolls out Fibre to the Node and Fibre to the Curb.



FY16 was a busy, exciting, and successful year for our business. With continuing growth in the rollout of our Ericsson/nbn™ project, attainment of technical approval for our Fixed Wireless solution in the US with a small scale trial in process, our appointment by nbn™ to provide our Distribution Point solution, and several exciting opportunities being worked on in M2M, I look forward to another successful year in FY17 and am very excited about the outlook for our Company.



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I also want to take this opportunity to acknowledge the phenomenal contribution of our CEO, David Stewart.

He is a living legend in the Australian Technology space. Under his guidance NetComm Wireless has won numerous awards for innovation and he has overseen the growth of the Company from less than \$10 million market capitalisation to today's value which is in excess of \$300 million.



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Just a few months ago David won the ultimate industry accolade when he was awarded the status of Industry Ambassador at the annual ACOMM Awards. In making their decision to select David for this prestigious award, the judges acknowledged David's pioneering industry role in producing dialup modems, ADSL and now VDSL2 routers, creating the first Australian cellular broadband devices, being a leader in the Australian M2M space as well as becoming a global leader in the Fixed Wireless. And since then the Company has secured the very significant Fibre-to-the Curb project with nbn.



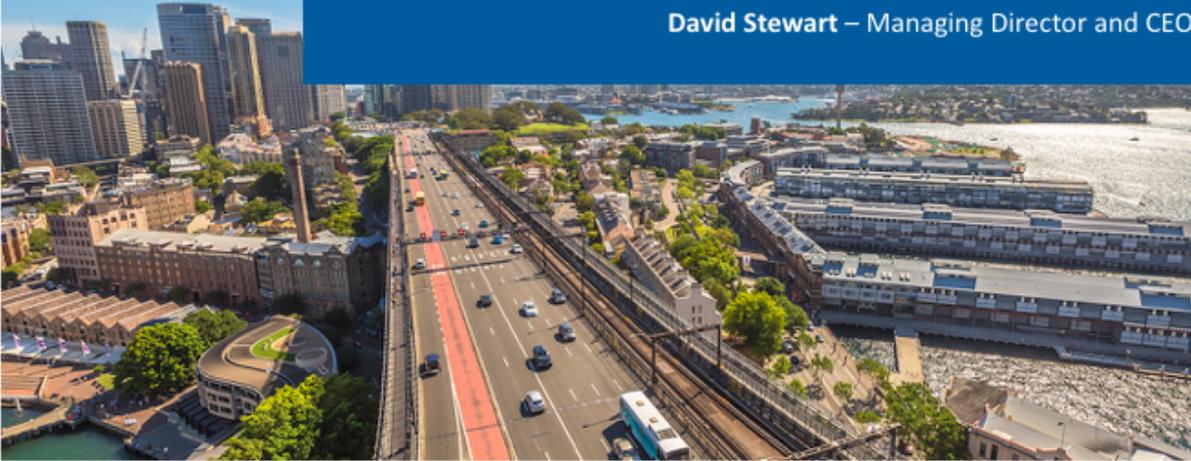
On behalf on the Board I would like to thank you, our shareholders, our team of amazing engineers and people, and of course our customers for their continued support. And now I'm going to hand over to David to provide some more business detail. David.



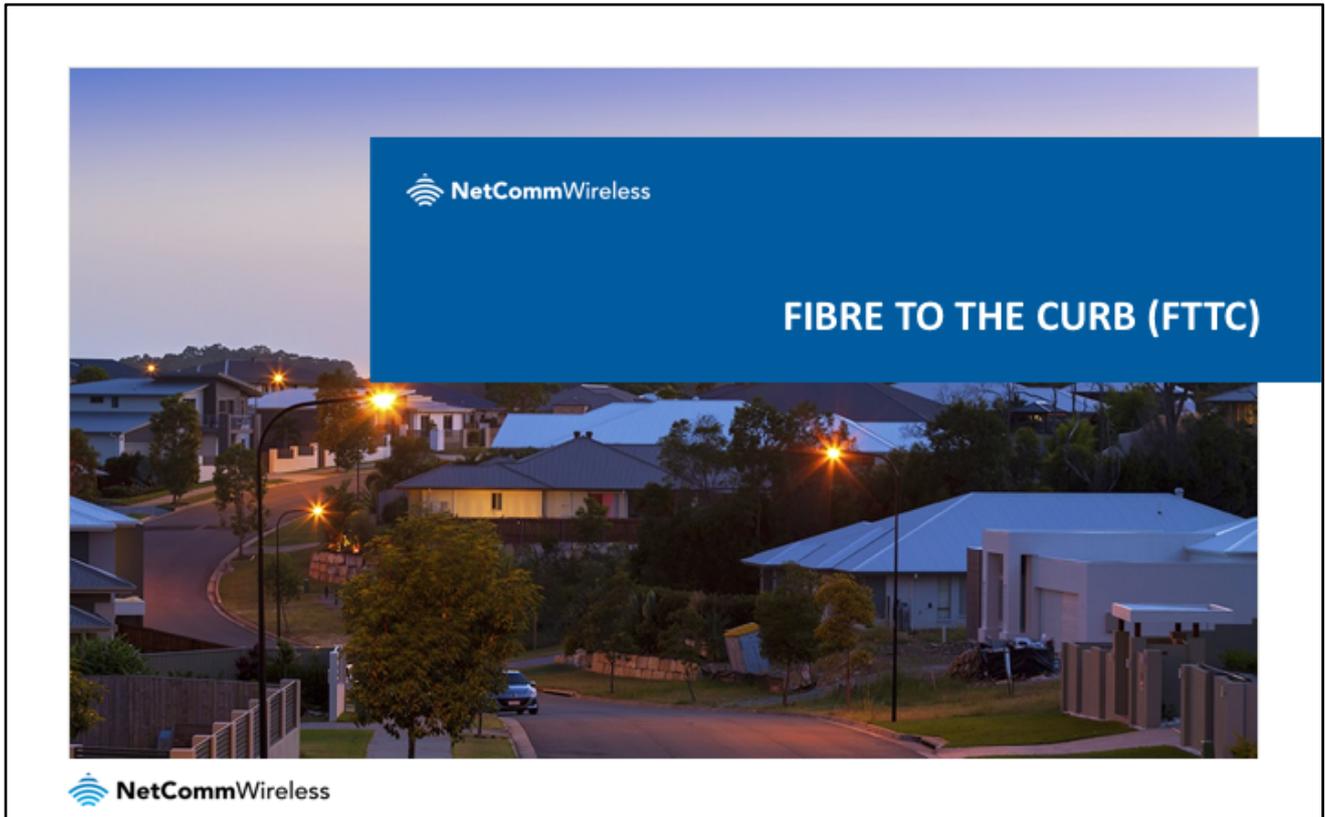
23<sup>rd</sup> November 2016

## AGM: CEO'S ADDRESS

David Stewart – Managing Director and CEO



Thank you Justin, and good morning everyone.



### Fibre to the Curb (FTTC)

Justin mentioned the nbn™ Fibre to the Curb (FTTC) supply agreement that we signed yesterday. This is a tremendous milestone for the Company where, once again, we were successful in competing with large overseas multi-nationals on a high profile project of national significance.



The agreement involves the supply of specialised Distribution Point Units (DPU's) and services needed for the nbn's Fibre-to-the-Curb (FTTC) rollout.

DPU's offer a great solution in terms of rollout time and cost. And the nbn's FTTC footprint has already expanded to cover more premises than first planned. nbn's public announcements indicate that at least 700,000 premises will be covered with the FTTC project.

## Rolling out fast broadband



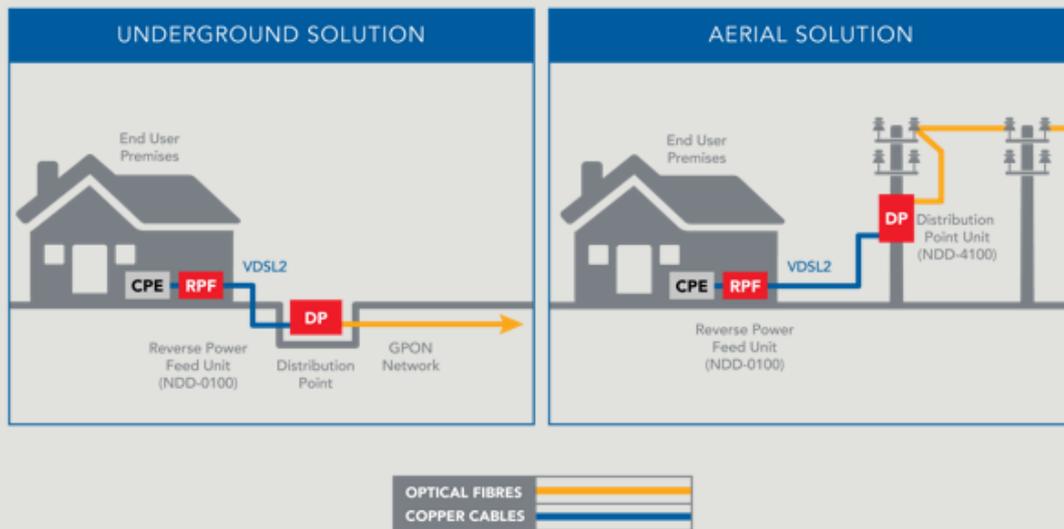
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The DPU technology overcomes a challenge that is not unique to Australia.

All around the world, governments and network operators are rolling out fast broadband initiatives.

They all need to prepare for a digital future – and they all need to do it efficiently and cost-effectively.

## Deployment



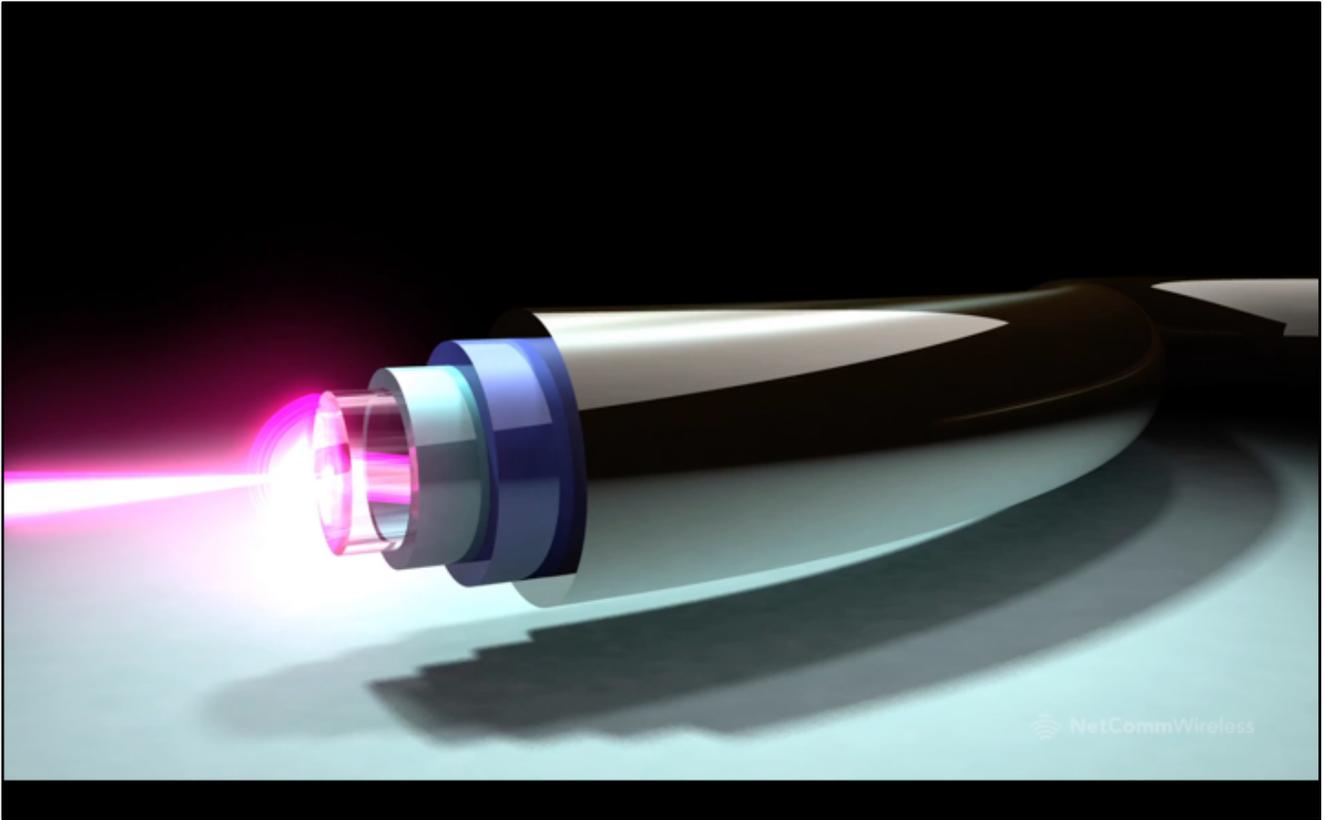
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A DPU based solution offers a new alternative to costly Fibre to the Premise rollouts, and delivers much better speeds than Fibre to the Node, without a significant additional cost.

The FTTC solution brings fibre close to the premises, without requiring entry to private property.

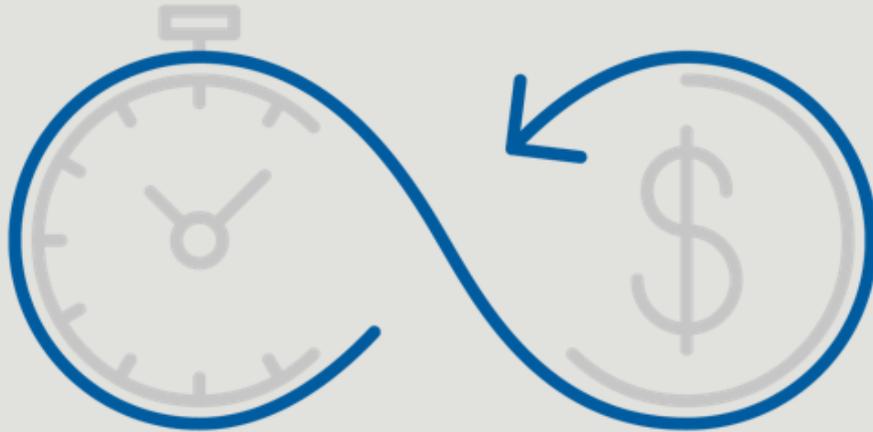
The DPU can be installed inside sunken distribution pits, or mounted on poles – and links a single fibre connection to up to four premises.

With such a new concept, maybe the best thing to do is to show you a video.



<https://www.youtube.com/watch?v=bHSX9gMvLHo>

## DPU Solution

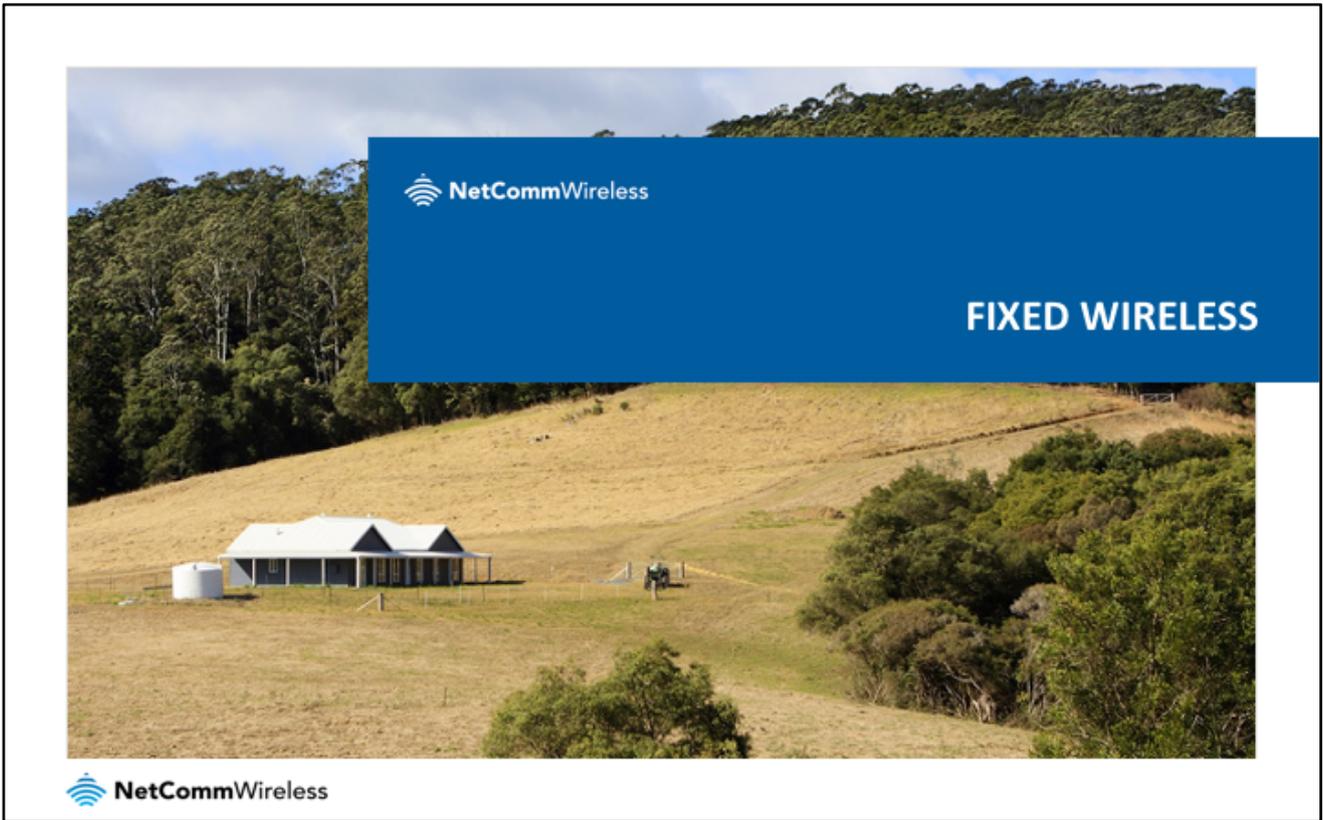


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As you can understand, a DPU deployment saves a huge amount of time and cost when compared to a FTTH connection.

This is why a DPU solution represents a significant global market opportunity for NetComm Wireless.

And we will leverage the expertise gained from the nbn's FTTC rollout to grow partnerships offshore, as we are doing with our Fixed Wireless solution.



## Fixed Wireless

At last year's AGM, I talked about the success of the nbn Fixed Wireless network.

Download/Upload Speed

**then**

**25/5 Mbps**

**now**

**50/20 Mbps**

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At that time, its download/upload speed was a world leading 25/5 Mbps.

Since then, nbn introduced a new 50/20 Mbps speed tier using our Wireless Network Terminating Devices.

The progress is impressive.

Earnings growth

**118,000  
UNITS**

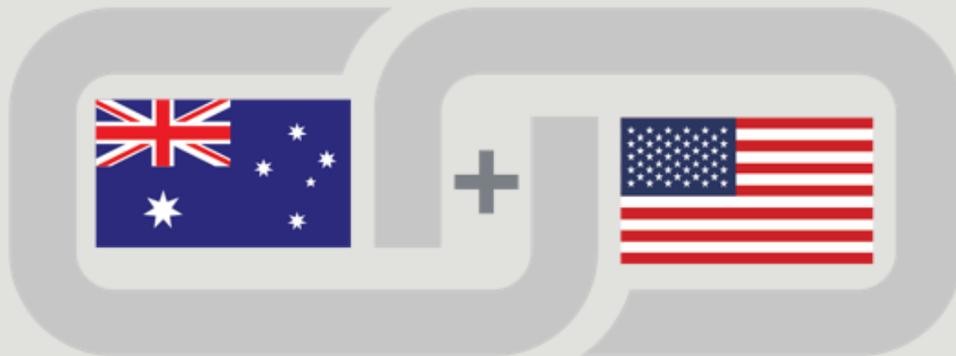
ACTIVATED BY 30 JUNE 2016



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The number of homes and businesses actively using the service more than doubled, and 118,000 units were deployed and activated by 30 June this year. This is driving strong revenue and earnings growth for our Company.

## Enabling progress



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In the US, we are making excellent progress on our Fixed Wireless partnership. We recently announced a key technical milestone that allowed us to progress the contract to the next in field trial stage.

Although complex large-scale projects involve long lead times, the Fixed Wireless experience that we gained in Australia has enabled us to pass the US project's technical requirements relatively quickly. And we are now working on a small scale trial and ecosystem testing.

**NOKIA FastMile**



**NOKIA**  
FastMile

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We also strengthened our position in the global Fixed Wireless market following the signing of a supply agreement with Nokia for its global “FastMile” initiative.



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**NEW R&D FACILITY IN US**

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New R&D facility in US



Last year I told you that we would grow our team of engineers to meet our increasing pipeline of opportunities.

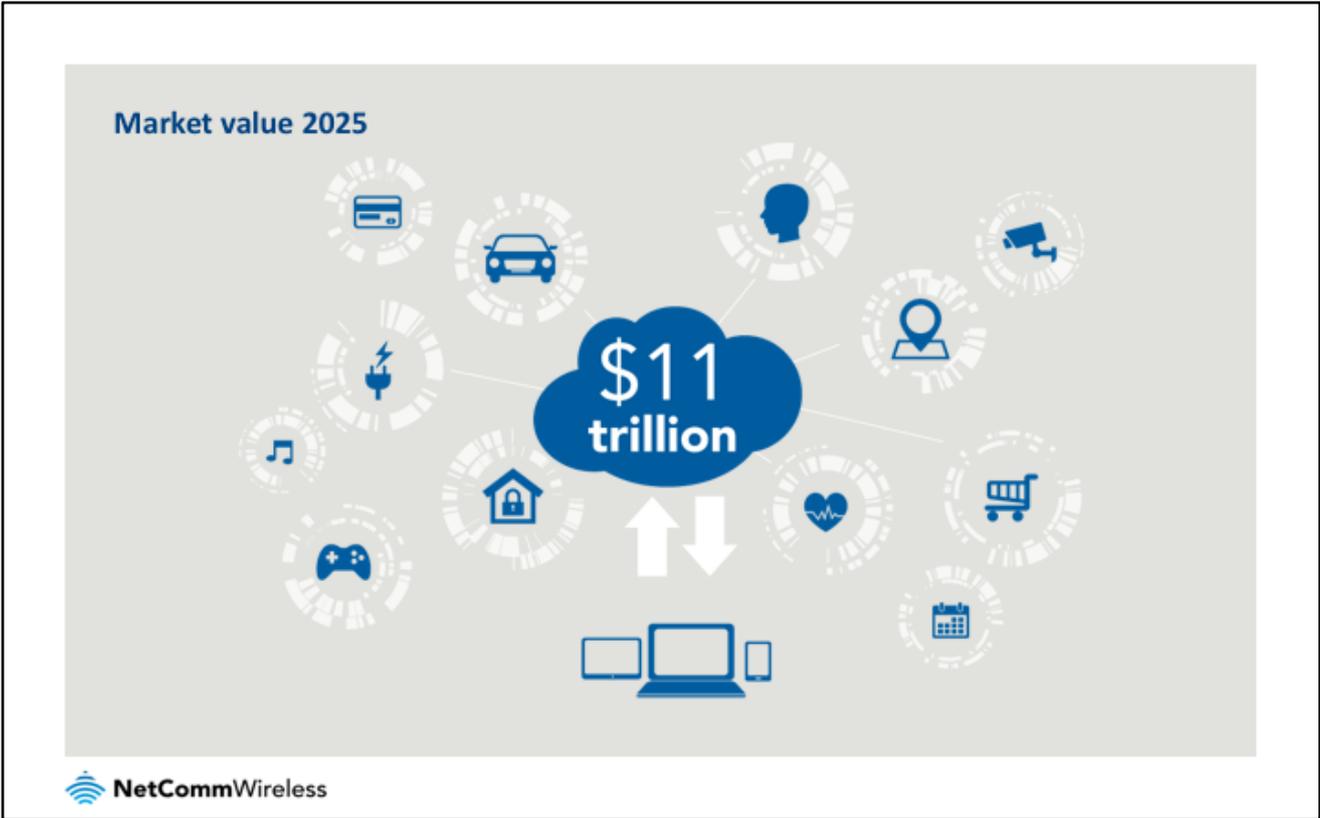
This objective was achieved with the launch of our first R&D facility outside of Australia – in Sunrise, Florida; and the further expansion of our R&D centres in both Sydney and Melbourne.

Over the coming year we will continue to invest in our engineering resources to support our strategic growth objectives.



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Wireless M2M



The Wireless M2M, or Industrial IoT, market is expected to reach \$11 trillion by 2025.

Everything is being connected to the Internet, and this is disrupting public and private organisations across every industry sector worldwide.

## Methodology



Listen



Innovate



Solve



NetComm Wireless is globally recognised for its unique capabilities in this area –and our “Listen. Innovate. Solve.” methodology is providing us the opportunity to differentiate ourselves in the global M2M market.

Bespoke solutions



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We are growing our strategic partnerships and developing bespoke solutions engineered to overcome complex project challenges in areas such as building automation and vending solutions.



For less challenging deployments, we also engineer pre-certified M2M devices that are ready for global deployment. Network and technological upgrades drive ongoing demand for these devices.

## 2G Shutdown



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Telstra has previously announced that it will shut down its 2G network before the end of the year. And Optus and Vodafone have announced plans to do the same in 2017.

This has forced a nationwide upgrade of 2G devices – many of which are M2M devices used by utility, security and manufacturing companies.

Businesses all around the world will need to prepare for the inevitable migration to 3G and 4G, and this presents a large-scale opportunity for our Company.

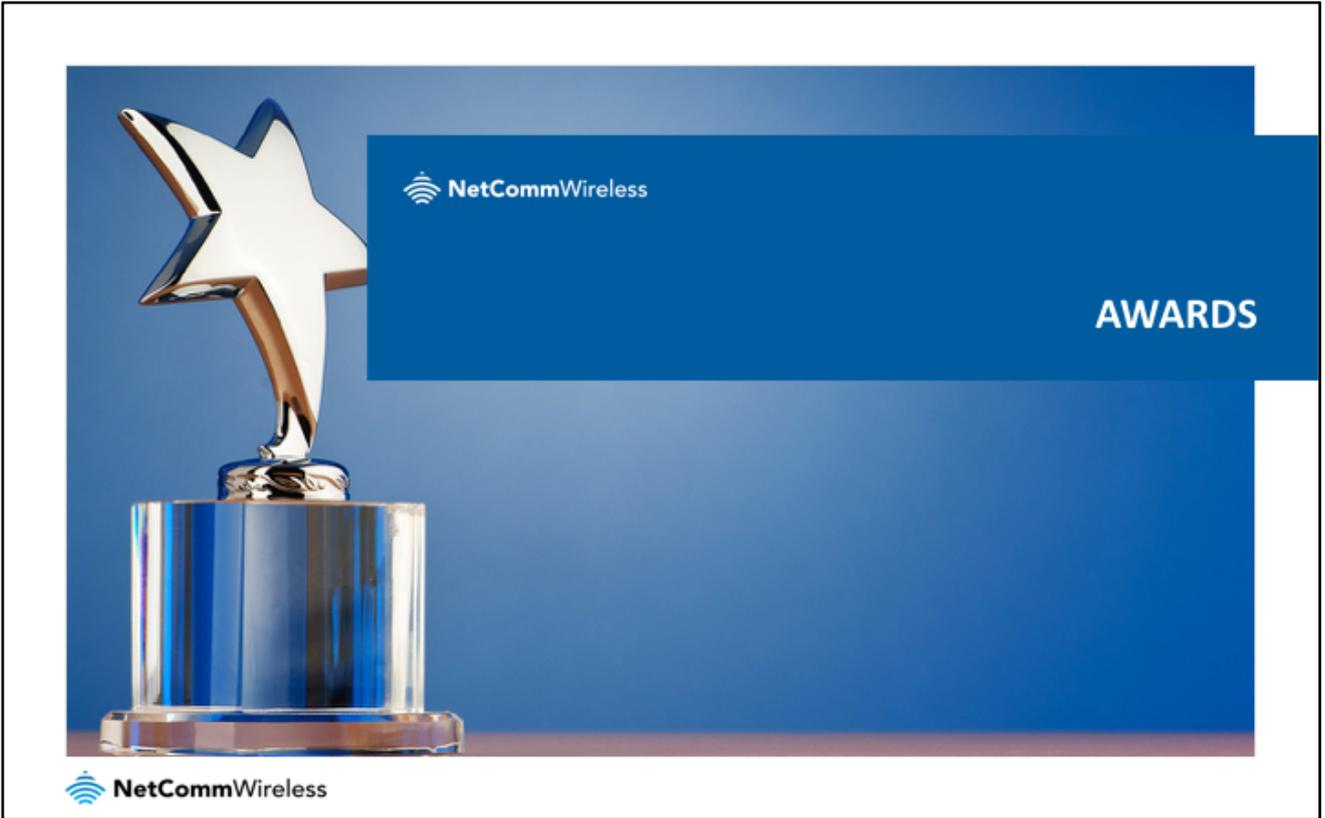


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Businesses all around the world will need to prepare for the inevitable migration to 3G and 4G, and this presents a large-scale opportunity for our Company.

During the year we developed the Vodafone MachineLink 4G, which Vodafone launched globally this year; and our latest 4G M2M device was certified in the US by Verizon Wireless.

And as Justin mentioned, we're seeing a number of opportunities resulting from the shutdown of PSTN networks around the world.



Awards

## Awards



ACOMM Award for  
IoT Innovator



A-List Award for  
M2M Innovative Product  
of the year



Compass Intelligence Award for  
IoT innovation



NetComm Wireless won multiple awards for innovation again in 2016. And this year we won the industry's top award for IoT innovation – the newly introduced ACOMM award for IoT Innovator.

Our innovation capabilities have also been honoured in the US where we were presented with the Compass Intelligence Award for IoT innovation at CES in Las Vegas earlier this year.



Additions to the Management Team

## Timo Brouwer & Chris Last



In October this year we welcomed Timo Brouwer and Chris Last to our senior management team.

Timo was appointed as Chief Operating Officer. This is a newly created role introduced to oversee global sales, marketing, operations and customer support.

Timo has over 30 years of experience in the global telecommunications sector. His background in engineering, manufacturing and sales spans many geographies, and complements our global growth initiatives.

Chris has joined the Company as Chief Financial Officer. He brings 25 years of chartered accounting, treasury, investor relations and senior finance experience to the role – which focuses on strengthening our internal finance capabilities.

## Ken Sheridan, Sergio Berriz & Steve Collins



Ken Sheridan has moved from CFO to the position of Chief Strategy Officer. Ken has been a key member of our board and management team for over 5 years, and is very well placed to guide the Company's strategic direction.

Last week we announced a new engineering group structure and the appointment of Sergio Berriz to the newly created position of Senior Vice President Engineering.

This appointment reflects the restructure of the Company's engineering activities into two key areas to support the rapid growth of the business:

- Product development execution: activities that deliver products to customers
- Future technologies: activities that identify, review, evaluate, design and introduce future technologies.

Sergio has a 32-year background in product development, design engineering and high-volume mass production — and will take on full responsibility for project engineering activities in Sydney, Melbourne and Sunrise, Florida.

Under the new structure our Chief Technology Officer, Steve Collins, will focus on future technologies. Steve will drive innovation and further strengthen the Company's position as a global communications technology leader.



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Our Business



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We are developing a “portfolio” business covering 3 dimensions:

- Technology
- Geography and
- Customers



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Today our technology covers Fixed Wireless, Distribution Point, M2M with a focus on customer “pain points” as well as consumer devices for the Australia and New Zealand market. But we are technology “agnostic” and always look for the next technical solution.



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In terms of geography we are looking at “first world” countries and so the US and Europe are of key interest to us.

A photograph of two business professionals in blue suits sitting at a table. One person is holding a pen and pointing at a document held by the other. The text 'focus on Tier 1 Networks' is overlaid on the image.

focus on  
**Tier 1 Networks**

Customers



As for customers, we are focussed on the “Tier 1” network operators and large, global clients who require specialised communications devices.

Long lead times reap great rewards



Ours is a long term business. While we have long lead times in our sales cycle, the rewards are great. Our “design wins” involve large scale, multiple year contracts with significant and influential counterparties. As we “layer up” multiple design wins over the next few years, we will move to having a well balanced portfolio of projects and revenues.

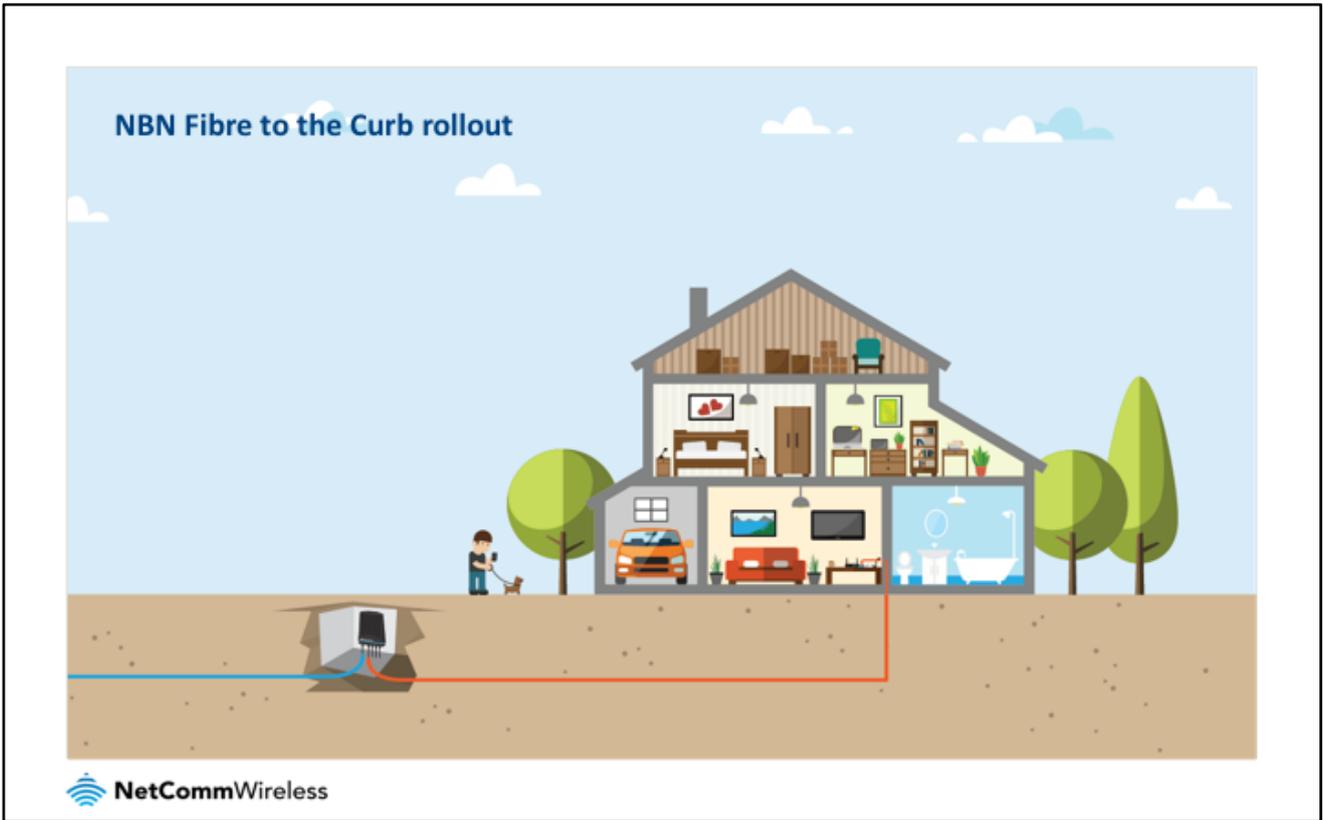


The year ahead



 NetComm Wireless

NetComm Wireless has been connecting people and things for over 34 years, and we are now connecting places to fast and reliable broadband with our Fixed Wireless and new Distribution Point technologies.



The nbn Fibre to the Curb rollout will be the world's largest VDSL based Distribution Point deployment.

The number of premises earmarked for FTTC has already expanded to 700,000 premises, and we expect that more homes and businesses will be added over time.

Following a period of in field testing by nbn, we would expect to start making shipments of DPU's for the FTTC project early in FY18.



We also expect growing demand for our DPU technology from governments and operators in Europe, USA and other regions worldwide.

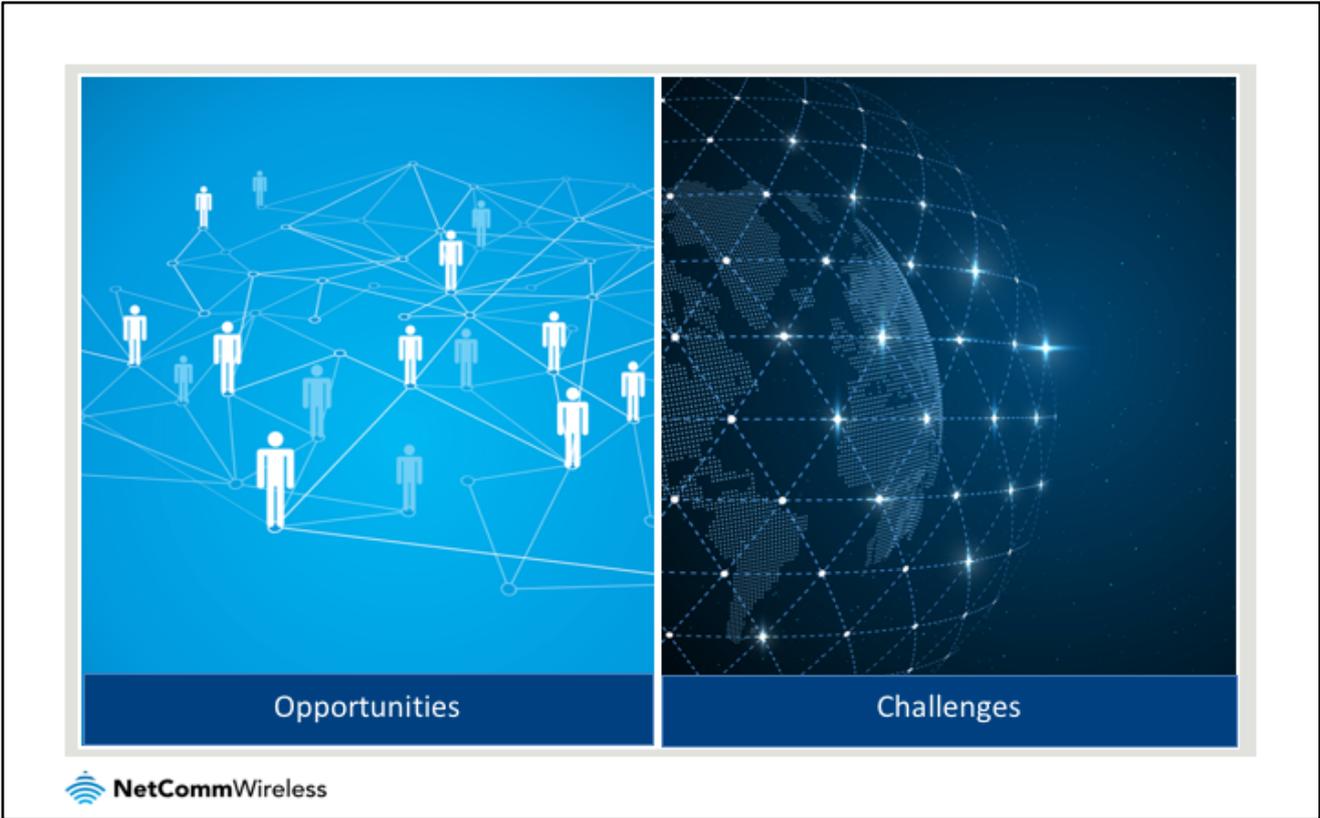
In the U.S., we are making excellent progress working with one of the nation's largest telcos to connect homes and businesses to a national Fixed Wireless network – and raised the \$51 million needed to back our growth plans.



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Our agreement with Nokia further strengthens our position in the global Fixed Wireless market.

We have developed strong partnerships and have proven technology.



The rapid growth of our business presents both opportunities and challenges.

## Opportunities



**NETWORK**  
TECHNOLOGY



**GLOBAL**  
DIGITAL DEMANDS



**EVOLVING**  
BUSINESS MODELS

Opportunities come from the introduction of new generations of network technology, global digital demands and evolving business models.

## Challenges



And the challenge is to grow our pool of talented hardware, software and RF engineers, to ensure that we have the engineering resources in place to accelerate our growth trajectory, both locally and globally.

We are investing in future growth, with a focus on our people.



I would like to thank our management team, engineers and all our staff for their hard work this year.

I would also like to thank the Chairman and the Board for their guidance and support.

Thank you.