

3 February 2020

The Manager
Markets Announcement Office
Australian Securities Exchange
4th floor, 20 Bridge Street
Sydney NSW 2000

ELECTRONIC LODGEMENT

Dear Sir/Madam

OPTICOMM LIMITED INVESTOR DAY

In accordance with the Listing Rules, I attach the Chairman and CEO address and presentation to be delivered at the OptiComm Ltd Investor Day, for release to the market.

The Investor Day is being held at the OptiComm Head office at 22 Salmon Street, Port Melbourne on 3 February 2020 from 11am.

This statement is authorised for lodgment by me.

Your faithfully



John Phillips
Chief Financial Officer & Company Secretary

Investor Relations

Tel: +61 3 9024 9503; 0418 530 478
investors@opticomm.net.au

OptiComm Limited

3rd February 2020

Investor Day

Chairman and CEO address

Level 1, 22 Salmon Street, Port Melbourne VIC 3207

11am (AEDST) | Monday 3 February 2020

1. Chairman's address

Open and welcome

Good morning ladies and gentlemen. My name is Allan Brackin, and I am the chairman of OptiComm Limited. On behalf of the OptiComm board, I welcome our shareholders, other stakeholders and our management team to the first Investor Day for OptiComm.

The objective of today is to give you first-hand experience of how our business operates – from sales through to construction and then to the operations of our network. This will also involve site tours to an apartment site and a broadacre estate which have our network infrastructure installed. This will provide you with an opportunity to see how the OptiComm story comes to life.

Here today we have the senior management team with us who I will now introduce:

- Our CEO and a founder of the business – Paul Cross
- Chief Financial Officer - John Phillips
- Chief Customer Officer – Geoff Aldridge. Geoff has been with the business almost since its inception
- Chief Construction Officer - Martin Stockley. Martin has been with OptiComm for many years and has extensive experience across all aspects of the business
- Chief Technology Officer- Stephen Davies. Stephen is another long-term employee having been with the business for over 10 years
- Chief Network Officer – Ben Liew. Ben joined OptiComm from the NBN over 2 years ago
- Head of HR – Cassandra Eastham. Cassandra joined OptiComm 18 months ago.

2019 was an exciting year for Opticomm and the culmination of several years of work and commitment from our Board and management team. As you know we completed a successful IPO in August which to date has been well received by the market. Along with that, we continued to grow organically, and we moved into our new "state of the art" head office and operating centre here in Port Melbourne. Shortly you will have an opportunity to tour our facilities here.

Our results to date have set a solid platform for business growth in the coming years and both myself and the Board are excited with the opportunities ahead of us.

Leading this growth, OptiComm has a strong and experienced management team and Board, with highly relevant telecommunications industry experience across various areas of the business.

On behalf of my fellow directors and the OptiComm management team, I would like to thank both our existing shareholders and new shareholders who have joined us since the IPO for your support and we look forward to your continued involvement with OptiComm.

I would now like to hand over to our CEO and Managing Director, Paul Cross, to give you an update on our business and performance.

2. CEO's address and presentation

Thank you Allan and I would like to add my welcome to everyone here today.

OptiComm is a designer, builder, owner and operator of wholesale open-access, Fibre to the Premises telecommunications infrastructure networks in new residential, commercial and retail developments.

We were established in 2005 and now employ just over 80 staff. We are a licensed telecommunications carrier.

As of the end of December 2019, OptiComm networks were deployed to over 280 estates nationally, with over 114,000 lots on those estates passed. In addition to these lots passed, we now have a contracted pipeline of over 140,000 lots to construct future networks to.

As this next slide outlines, OptiComm:

- builds, owns (in most cases) and operates fibre-based open access wholesale telecommunication networks in residential single dwelling unit development estates (referred to as 'Broadacre' estates), apartment or unit developments with multiple dwellings (referred to as 'Multi Dwelling Units'), retirement and independent living unit estates and commercial precincts and buildings;
- provides wholesale access to its networks to Retail Service Providers who provide retail telecommunications, entertainment and other services to end user consumers (being residents and businesses in dwellings within the Broadacre estates and Multi Dwelling Unit complexes that are connected to OptiComm's networks)
- provides ongoing support and maintenance services to the networks, including those networks that OptiComm manages but does not own, and
- provides other ancillary value add services, such as integrated building administration support networks (referred to as 'Integrated Communication Networks') that support building operations and other building services within mixed use developments, such as hotels and apartments, shopping centres, and other commercial complexes.

I would now like to give you an operational update on some of our key achievements to 31 December 2019:

- Our contracted pipeline of lots now exceeds 140,000. Of these, we have over 26,000 lots currently in progress
- In the 6 months to 31 December 2019 we contracted just on 19,000 additional lots
- Our network continues to expand with
 - Constructed or passed lots in the 6 month period of approximately 7,500. This is in line with the PCP. We now have passed over 114,000 lots with our network infrastructure
 - Our lots in progress are over 26,000 which is 21% up on the PCP and supports our current forecast of 18,000 completed lots for this financial year
 - Our net new active service additions were just on 6,300 for the 6 months which is a 12% increase on the PCP
- Our recurring revenue base continues to grow with ARPU as at 31 December over \$51, which is 8% up on the PCP. Our total active services are now over 66,500
- We continue to expand our developer relationships with over 20 new clients added in the 6 month period with over 9,000 lots contracted with these developers. We are also currently negotiating a number of "whole of business" agreements with developers which will provide access to a number of lots into the future.
- Our markets continue to expand with over 4 new clients added and 6,000 lots now contracted in the lifestyle village segment of the market. We have a dedicated sales team for this growing sector and we expect to continue to expand our presence here with further contract signings in the second half

of this financial year. We also continue to win work in the commercial sector where our integrated communication solutions are well suited. We have won 8 new projects in this sector in the 6 month period with a TCV of over \$2m.

- We continue to add new Retail Service providers to our network with both Aussie Broadband and Spirit Telecom currently on-boarding to our network. This brings our number of RSP's to 39
- We continue to develop services that will provide us with a competitive advantage. We are deploying "safe city" CCTV in a number of estates and MDU's; in FY2021 we will be rolling out a connected/smart home solution for some developers, in addition to continuing to implement a range of smart city initiatives such as community Wi-Fi, intercom, access control, in house TV channels and energy management.

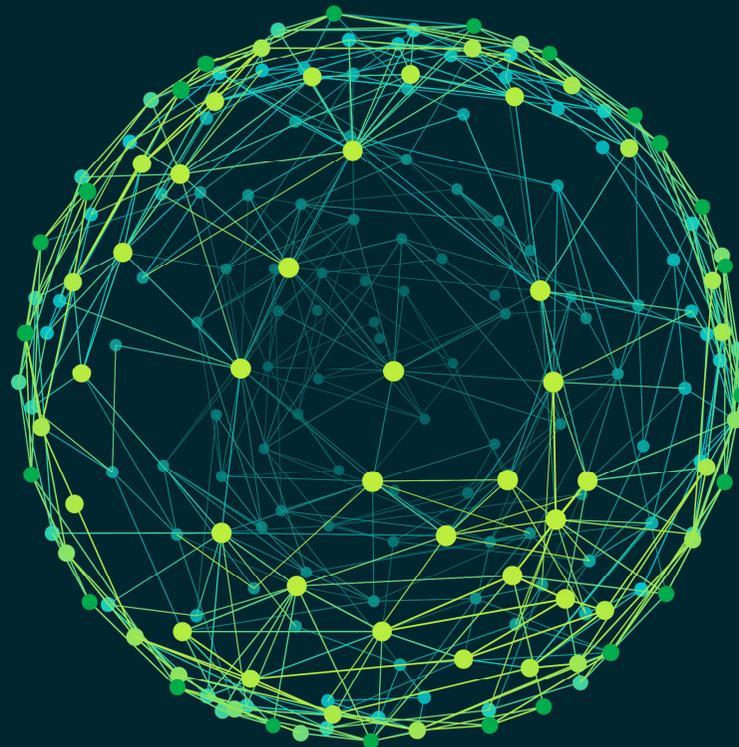
In relation to regulatory developments, the Telecommunications Reform Package was tabled in Parliament in late November 2019. This has been referred to a Senate Committee. OptiComm, along with a number of Telco's have submitted responses to the Committee on the draft legislation. In relation to the TIND policy review, we have also submitted our response to the Department and await further feedback.

In summary, we are:

- Confirming guidance for FY20 as per our prospectus
- Delivering on our organic growth targets, supported by the ever-increasing demand for fixed line broadband
- Progressing opportunities that will grow our market share and expand into new markets.

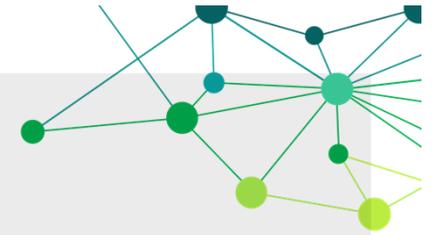
Opportunities exist to grow via M&A, but we will be selective to ensure sustainable shareholder value.

I will now hand over to members of the management team. Thank you.



INVESTOR DAY PORT MELBOURNE HEAD OFFICE

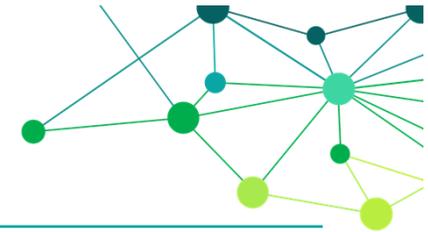
Monday 3rd February 2020



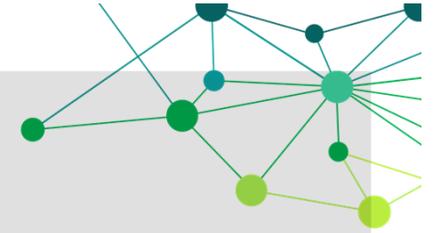
OBJECTIVES OF TODAY

- **Engage** with the broader management team
- Provide a **deeper dive** into key aspects of the business
- Bring the OptiComm **story to life**
 - Head office tour
 - Site tours

AGENDA



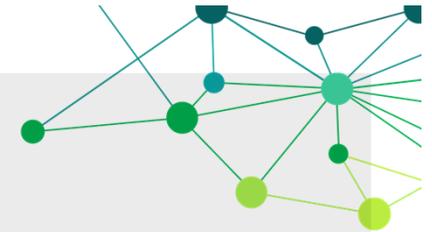
11am	Introduction	Allan Brackin - Chairman
11.05am	Presentation from the CEO/MD	Paul Cross – CEO/MD
11.30am	Business overview – Engaging with Developers	Geoff Aldridge – Chief Customer Officer
11.40am	Business overview – Construction	Martin Stockley – Chief Construction officer
11.50am	Business overview – Network Operations	Stephen Davies – Chief Technology Officer/Ben Liew – Chief Network Officer
12pm	Logistics centre and Network Operating Centre tour	
12.20pm	Lunch and refreshments	
1pm – 4pm	Site tours	
4.30/5pm	Airport drop off	
5/5.30pm	Return to Port Melbourne	



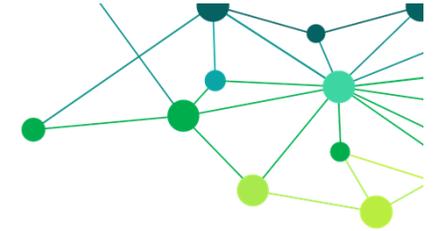
Introduction from the Chairman Allan Brackin

Introduction from the Chairman

- Welcome to our shareholders, management team and other stakeholders to our first Investor Day
- The objective of today is to give you first hand experience of how our business operates - from sales to construction to running of the network
- It will also involve 2 site visits – an apartment and a broadacre estate where you can see the OptiComm story “come to life”
- Here today we have our senior management team who I will now introduce



MANAGEMENT TEAM



Paul Cross
Chief Executive Officer and
Managing Director



John Phillips
Chief Financial Officer



Geoff Aldridge
Chief Customer
Officer



Stephen Davies
Chief
Technology
Officer



Martin Stockley
Chief Construction
Officer



Ben Liew
Chief Networks
Officer

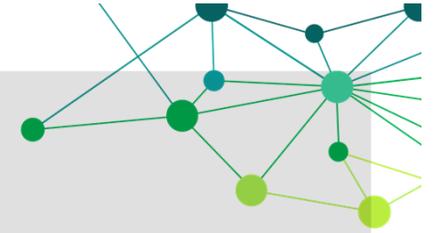


Cassandra Eastham
Head of HR

Introduction from the Chairman

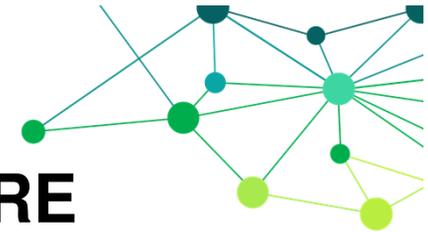
- 2019 was an exciting year for OptiComm and the culmination of several years of work and commitment from our Board and management team
- In August 2019 we completed a successful IPO that has been well received by the Market
- Whilst doing that we continued to grow organically and also moved into a new “state of the art” office and operating centre here in Port Melbourne
- Our results to date have set a solid platform for growth in the coming years
- I will now hand over to our CEO Paul Cross





Presentation from the Managing Director/CEO Paul Cross

ONE OF AUSTRALIA'S LARGEST TELECOMMUNICATIONS INFRASTRUCTURE PROVIDERS



OptiComm is a designer, builder, owner and operator of wholesale, open-access, Fibre-to-the-Premises telecommunications infrastructure networks in new residential, commercial, and retail developments



Licensed Telecommunications carrier established in 2005 and employing over 80 staff

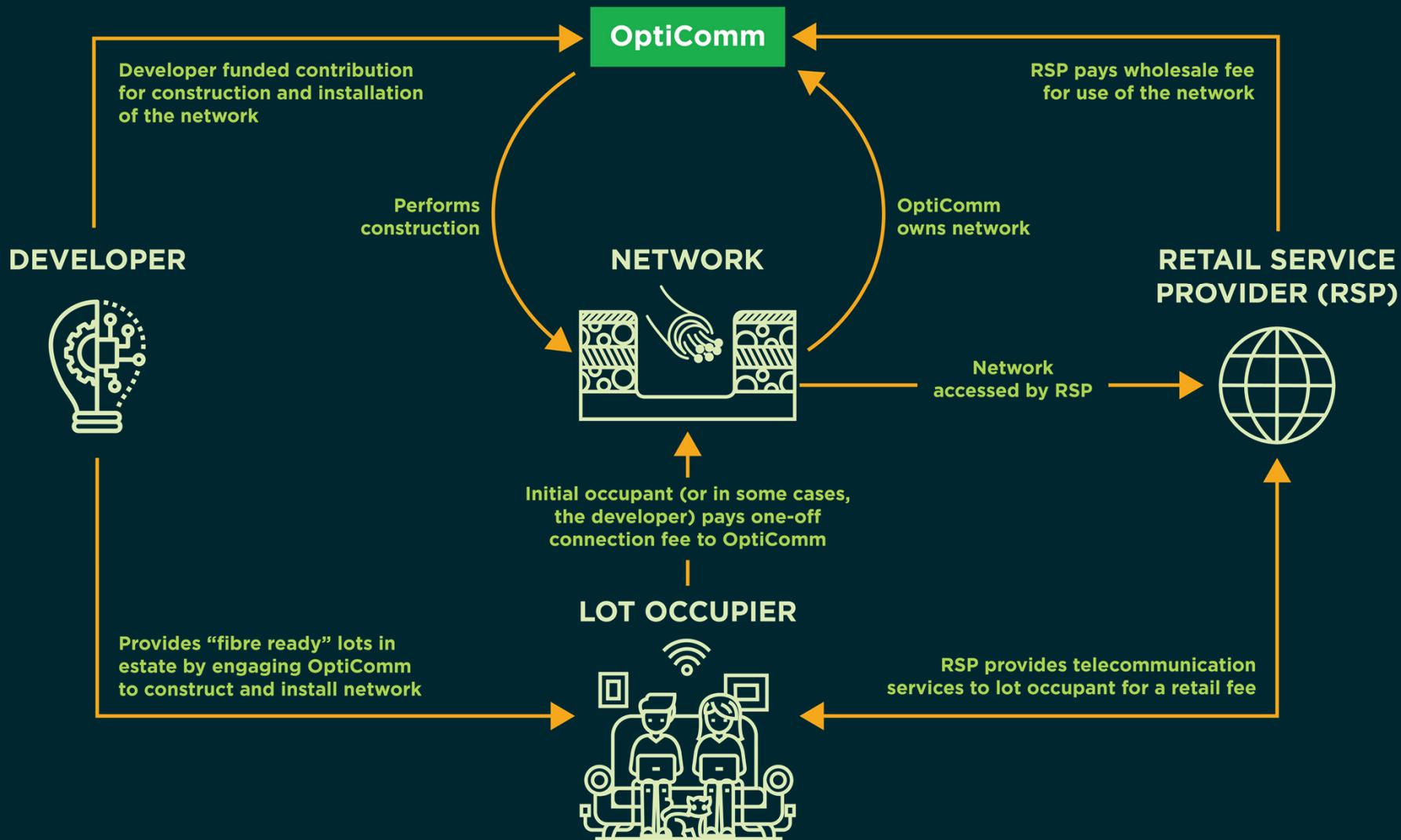
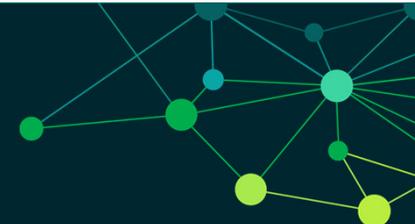


OptiComm networks deployed to over 280 estates nationally with over 114,000 lots passed

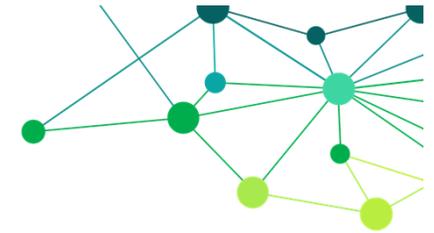


Contracted obligations to construct future networks to over 140,000 additional lots

THE OPTICOMM BUSINESS



OPERATIONAL UPDATE



140k

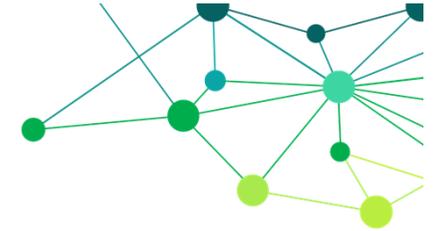
Contracted lots pipeline now over 140k, including lots in progress of over 26k

✓ **Growing our contracted pipeline**

19k

New contracted lots in the 1H FY2020 of 19k

OPERATIONAL UPDATE



114k

Constructed (passed) lots for 1H FY2020 7.5k; in line with the PCP. Total lots passed now over 114k

✓ **Expanding our network**

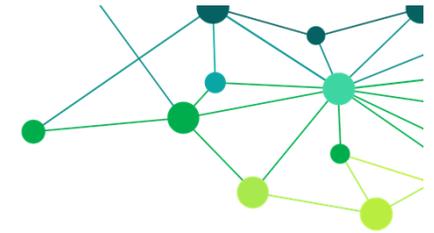
+21%

Lots in progress over 26k – up 21% on the PCP; forecast to deliver 18k constructed (passed) lots in FY2020

+12%

Net new active premises of over 6.3k in 1H FY2020 – up 12% on the PCP

OPERATIONAL UPDATE



✓ Growing our recurring revenue

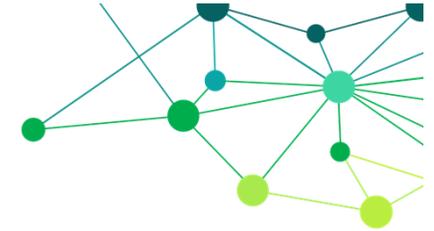
+8%

ARPU at 31 December 2019 over \$51 – up 8% on the PCP

66.5k

Total active premises now over 66.5k as at 31 December 2019

OPERATIONAL UPDATE



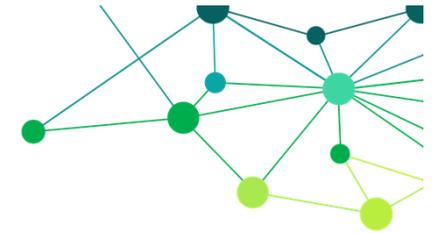
Over 20 new developer clients added with over 9,000 lots contracted

✓ **Expanding our developer relationships**



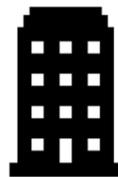
Negotiating a number of new “whole of business” agreements

OPERATIONAL UPDATE



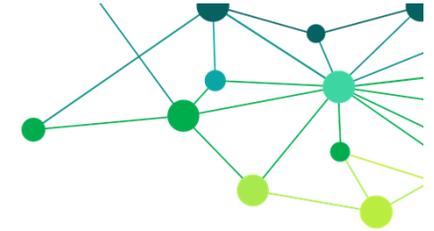
4 new clients added in the half year in the “lifestyle villages” sector; Over 6k lots now contracted and we expect to add another 3k lots by June 2020

✓ **Expanding our markets**



8 new contract wins in the commercial sector; TCV of over \$2m

OPERATIONAL UPDATE



Aussie Broadband and Spirit Telecom are currently on boarding to the OptiComm network

✓ **Retail Service Provider expansion**

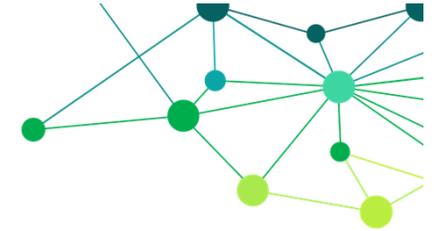
39

Total RSP's now 39



Continuing discussions with other RSP's

OPERATIONAL UPDATE



Deploying “safe city” CCTV across multiple broadcast estates and MDU’s

✓ **Develop service offers**

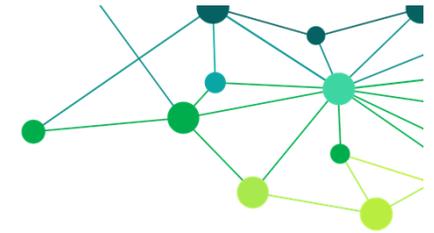


Connected/smart home solution to be rolled out in FY2021



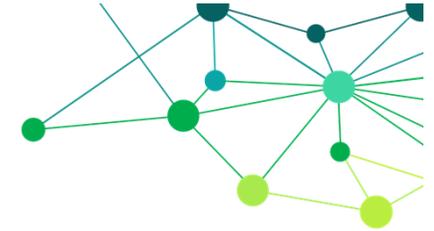
Number of initiatives being rolled out – community Wi-fi, intercom, Access control, in house TV channels, energy management

REGULATORY DEVELOPMENTS



- **Telco Reform Package tabled in Parliament late 2019 – has been referred to a Senate committee**
 - **Bush Tax – effective from 1 July 2020 (a threshold applies)**
 - **Wholesale/retail functional separation possible subject to ACCC approval**
 - **Statutory Infrastructure Provider (SIP) replaces the IPOLR**
- **Telecommunications in New Developments (TIND) Policy review – consultation process underway**

SUMMARY



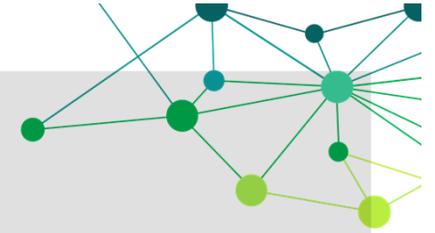
- ✓ **Confirming guidance for FY20 as per our prospectus; Delivering on our organic growth targets, driven by ever increasing demand for fixed line broadband**



- ✓ **Developing services that will grow our market share and expand into new market segments**

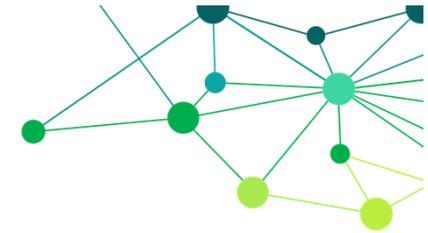


- ✓ **Opportunities exist to grow via M&A but we will be selective to ensure sustainable shareholder value**



Presentation from the Chief Customer Officer Geoff Aldridge

DEMAND FOR NEW HOUSING REMAINS STRONG



OptiComm's growth is supported by continued demand for property in Australia's capital cities and fringes where new Broadacre developments and Multi-Dwelling Units are typically located

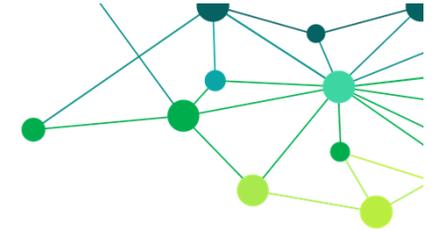
In CY2017 and CY2018, there have been on average ~126,000 new land lot releases and multi-dwelling unit completions in major capital city areas on an annual basis¹

Research commissioned by OptiComm indicates over 1.1 million potential new dwellings in estates and development areas across the major capital cities are in various stages of approval and are yet to be developed and constructed²

Australian Federal legislation requires new residential developments developed from September 2011 to have 'fibre ready' facilities installed

1. UDIA, 'State of the Land 2019: National Residential Greenfield and Apartment Market Study', 27 March 2019; UDIA, 'State of the Land 2018: National Residential Greenfield and Multi-Unit Market Study', 22 March 2018
2. Charter Keck Cramer, 'Greenfield Benchmarking Assessment', April 2019

WHY DEVELOPERS CHOOSE OPTICOMM



✓ **Developers are attracted to OptiComm's flexible and reliable approach and our ability to deliver with certainty**



➤ **Flexible approach as timelines and requirements change**



➤ **Progressive and innovative solutions**



➤ **Proactive client service**

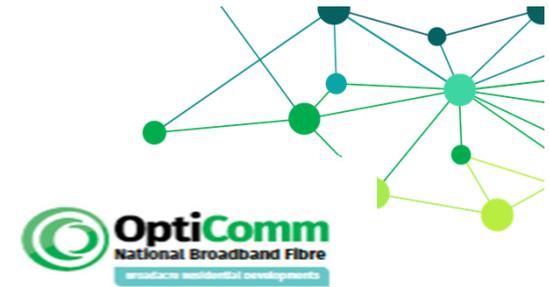


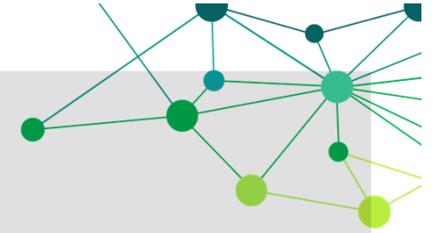
➤ **Value add services**



➤ **Breadth and quality of RSP's**

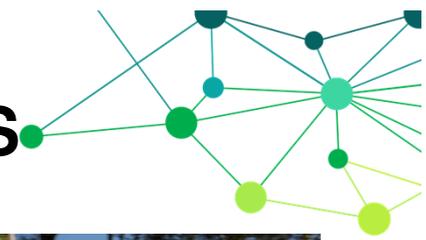
BUILDING SMART COMMUNITIES





Presentation from the Chief Construction Officer Martin Stockley

CONNECTED RESIDENTIAL DEVELOPMENTS



OptiComm is engaged by property developers during the planning phase of new developments to design and build network infrastructure.



OptiComm offers

- **Over 12 years of Broadacre and MDU experience**
- **Budget certainty**
- **Dedicated project managers**
- **Management of all risk and compliance matters**
- **“Future proof” technology**
- **Streamlined and simplified installation**



OPTICOMM CONSTRUCTED NETWORKS AND CONNECTIONS

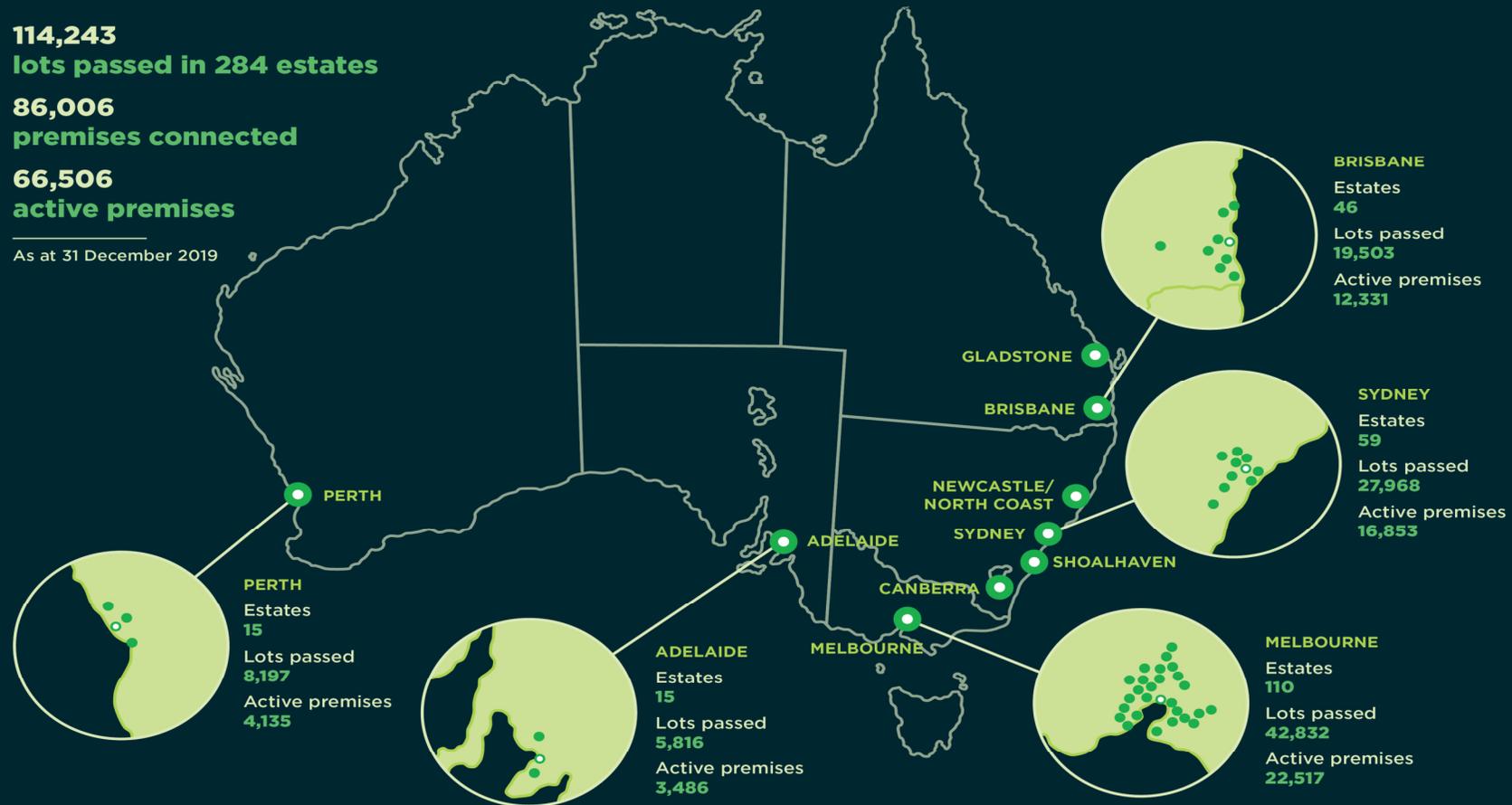


114,243
lots passed in 284 estates

86,006
premises connected

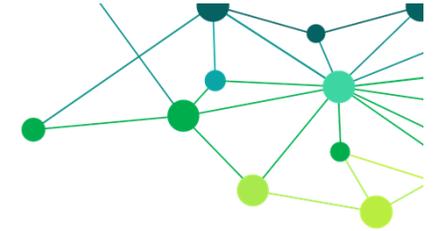
66,506
active premises

As at 31 December 2019



¹ Figures shown for estates, lots passed and active premises are within the capital cities noted and do not include all OptiComm connected estates in which OptiComm has infrastructure installed.

SOME OF OUR PROJECTS



Master Planned Communities

Yarrabilba, Greater Springfield, Oran Park, Jordan Springs, Gregory Hills, Brighton North Harbour, Alkimos



Commercial Buildings

Melbourne Quarter, GE Building, Kings Co-op, HQ Moorabbin, various mining camps



Retirement and Lifestyle Villages

Over 20 retirement and lifestyle villages



Shopping Centres

Eastlands, Grand Central, Robina Town Centre, Castle Towers, Logan Hyperdome



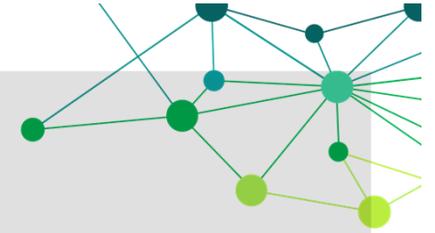
Apartments

One Central Park, Docklands, Barangaroo, South City Square, Toorak Park, Arc, Infinity and Waterfall



Hotels

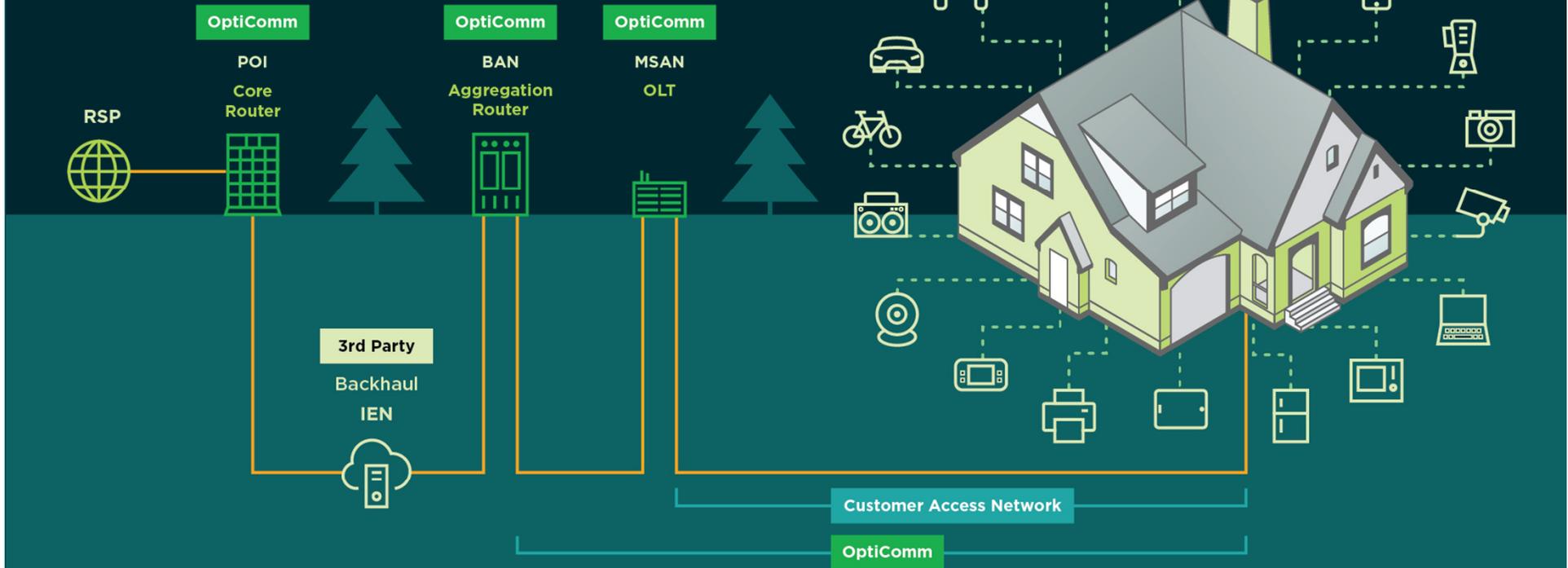
Marriott, Westin, Aloft, Ruby and Alcylene



Presentation from the CTO and CNO Stephen Davies and Ben Liew

DELIVERING ENHANCED NETWORKS

OptiComm designs and delivers enhanced networks, cost effectively with a low maintenance overhead



GLOSSARY

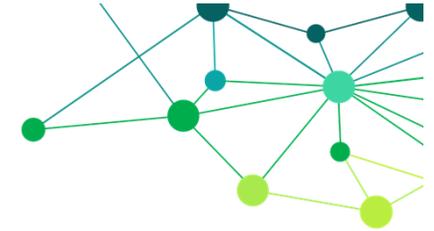
BAN	Broadband Aggregation Network	OLT	Optical Line Terminal
IEN	Inter Exchange Network	POI	Point of Interconnect
MSAN	Multi Service Access Node	RSP	Retail Service Providers

LEGEND

	Fibre
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Refer to prospectus for further detail regarding key network components.

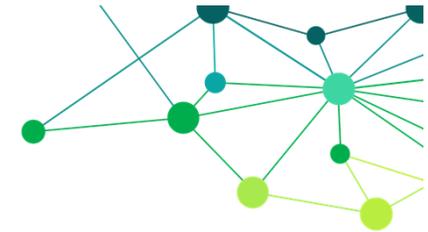
NETWORK OVERVIEW



Quality and Robust Network

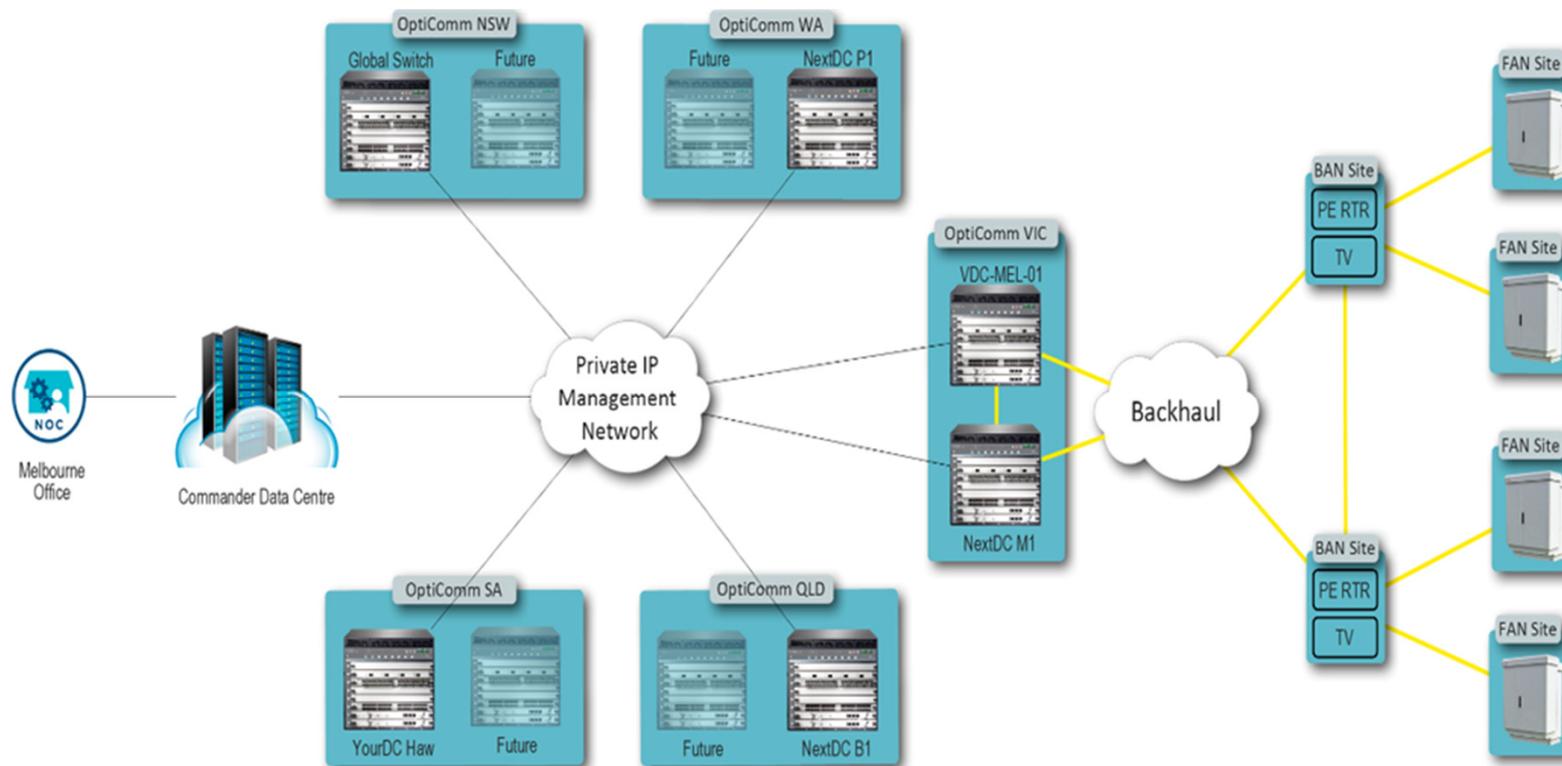
- **Over 98% FTTP with no competing fixed line infrastructure**
- **Core**
 - **MPLS Core Network**
- **Aggregation**
 - **Inter Exchange Network**
- **Access**
 - **GPON access technology today**
 - **Next Generation PON rolling out from Q4 FY20**
 - **10 times faster than FTTC**
 - **100+ times faster than FTTN**

NETWORK OVERVIEW



Upgrading the Network Topology

- Moving to a protected “Hub and Spoke” architecture
- Key hub sites around the city with 2 x 100Gbits link to each hub site
- Delivers significant capacity growth and improves resilience

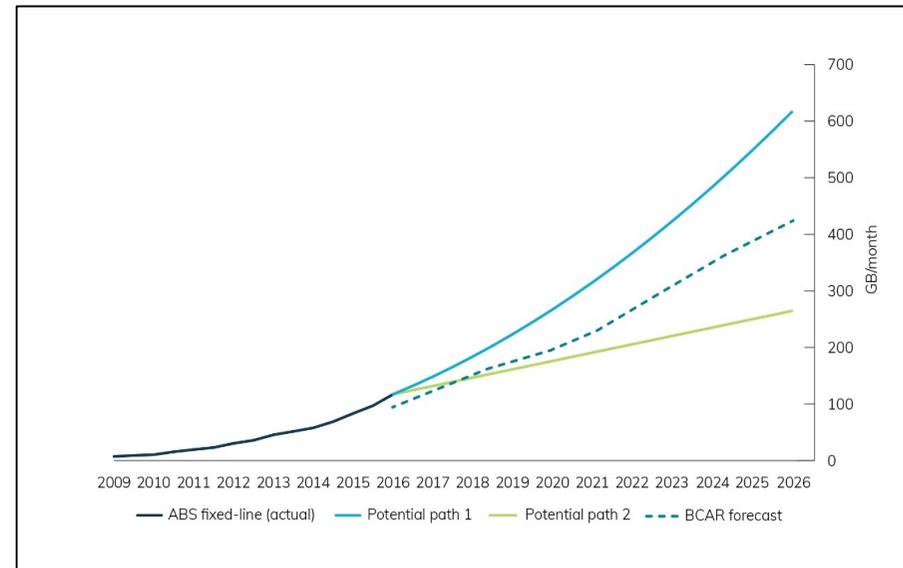


NETWORK OVERVIEW



Our network has grown significantly

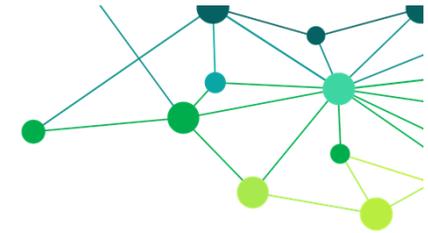
- Today 25 Petabytes of data traverses our network each month
- BCAR* predicts 480Gbytes per Service in Operation (SIO) will be consumed on average each month
 - Our average consumption is already 350Gbytes per SIO
 - Nearly 30% of our SIO's are 100Mbps or higher
- Growing our 1Gbps services
 - Will drive more bandwidth demand, more revenue with a lower cost per Gbit



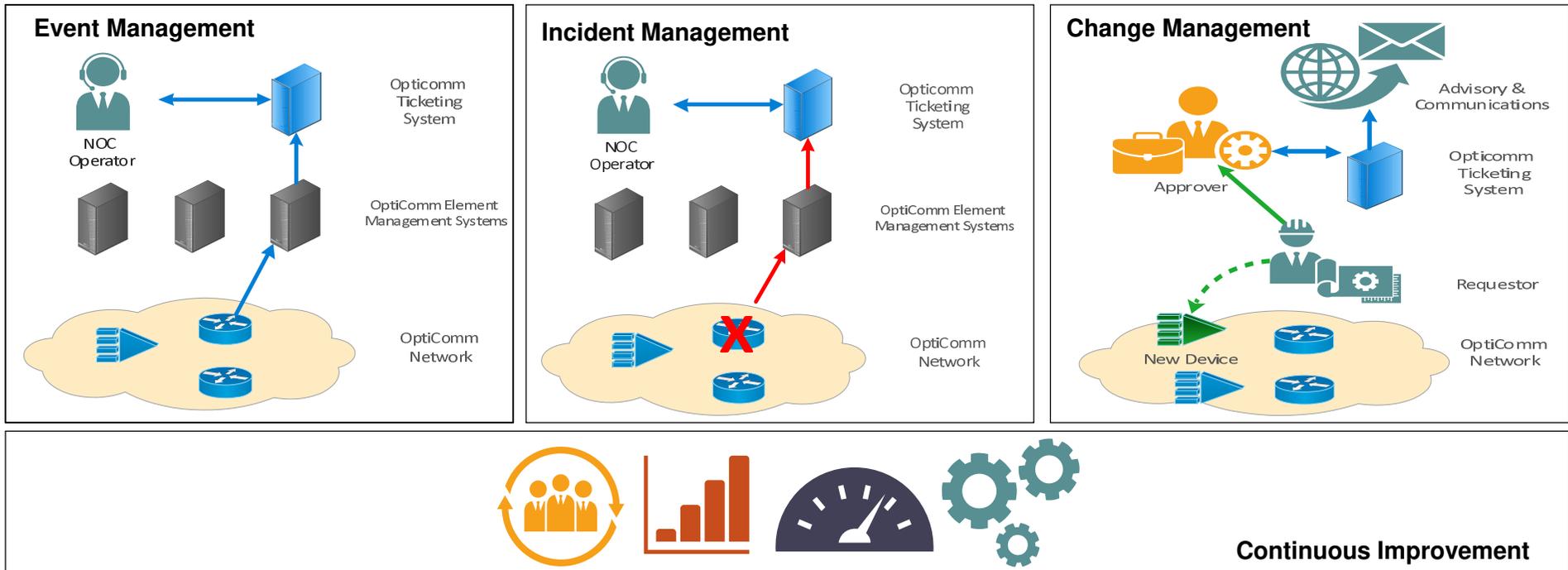
ABS statistics showing growth in traffic.
Australian Bureau of Statistics (ABS)
Internet Activity, Australia, June 2018.

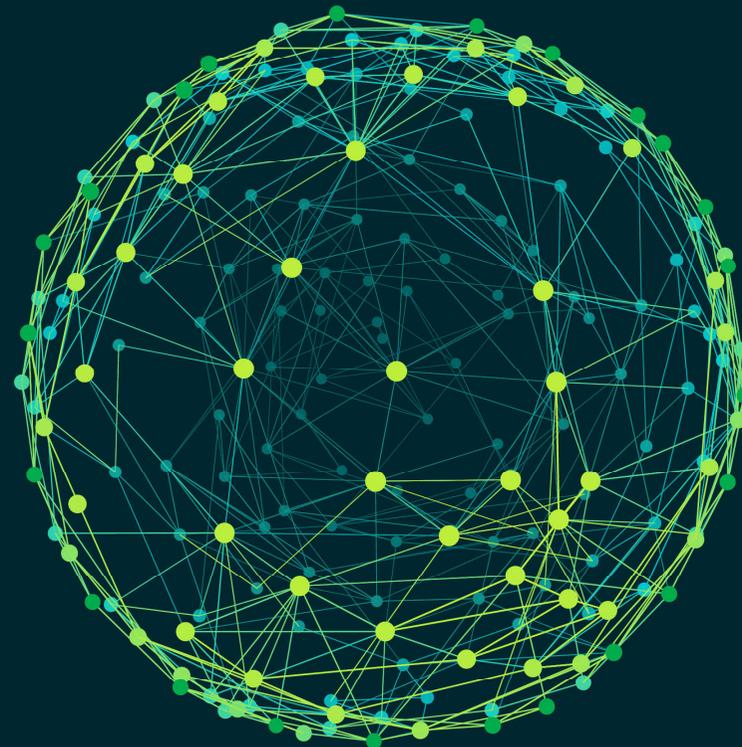
* Bureau of Communications Arts and Research

NETWORK OPERATIONS CENTRE



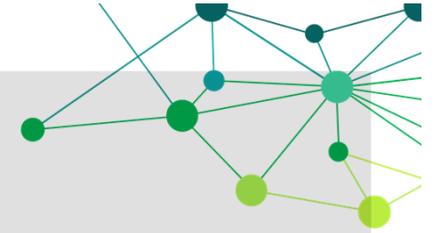
✓ Processes and Systems Alignment to Industry Standards (ITIL/ITSM)



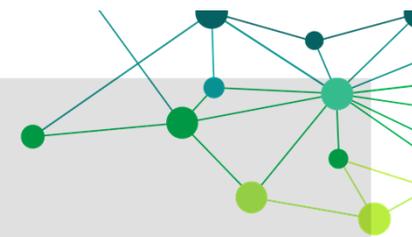


INVESTOR DAY QUESTION AND ANSWER

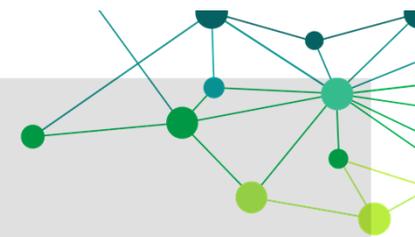
Monday 3rd February 2020



Head Office tour

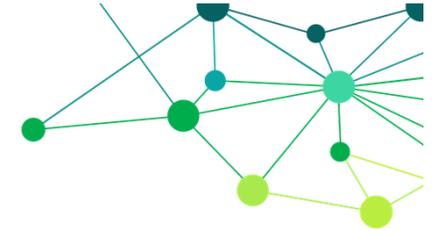


Lunch and refreshments



Site Tours

SITE TOURS



Apartment

“Dock 5” headend servicing multiple sites

“Concavo” apartment, Docklands (Lend Lease)

Over 200 units

OptiComm host: Paul Carney



Broadacre

“Westbrook” (Dennis Family), Truganina

4,000 total lots

OptiComm host: Lee Oettinger

**This concludes the
presentation**

