

28th April 2020

The Manager
Markets Announcement Office
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Port Melbourne VIC 3207
opticomm.net.au

ELECTRONIC LODGEMENT

Dear Sir or Madam

PRESENTATION TO GOLDMAN SACHS EMERGING LEADERS CONFERENCE

In accordance with the Listing Rules, I attach for immediate release a presentation to be delivered on 29 April 2020 by OptiComm Limited (**ASX: OPC**) to the Goldman Sachs Emerging Leaders conference.

This statement is authorised for lodgment by me.

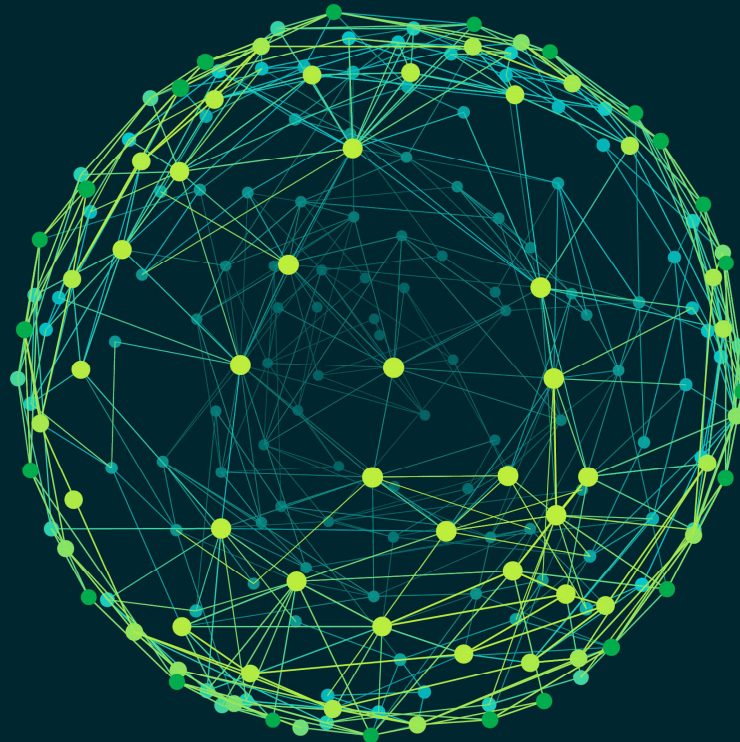
Your faithfully



John Phillips
Chief Financial Officer & Company Secretary

Investor Relations

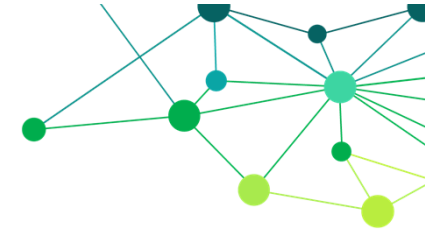
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GOLDMAN SACHS EMERGING LEADERS OPTICOMM LTD

29 APRIL 2020

CONTENTS AND PRESENTERS



- Introduction to OptiComm
- Australia-wide footprint
- Residential developments
- OptiComm's Business model
- Network growth and services
- Financial highlights
- Outlook
- Questions

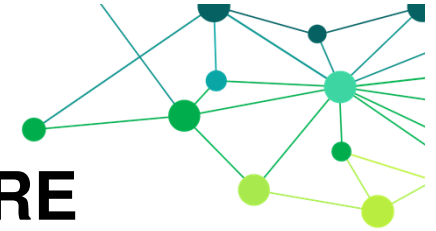


Paul Cross
Managing Director



John Phillips
Chief Financial Officer

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**



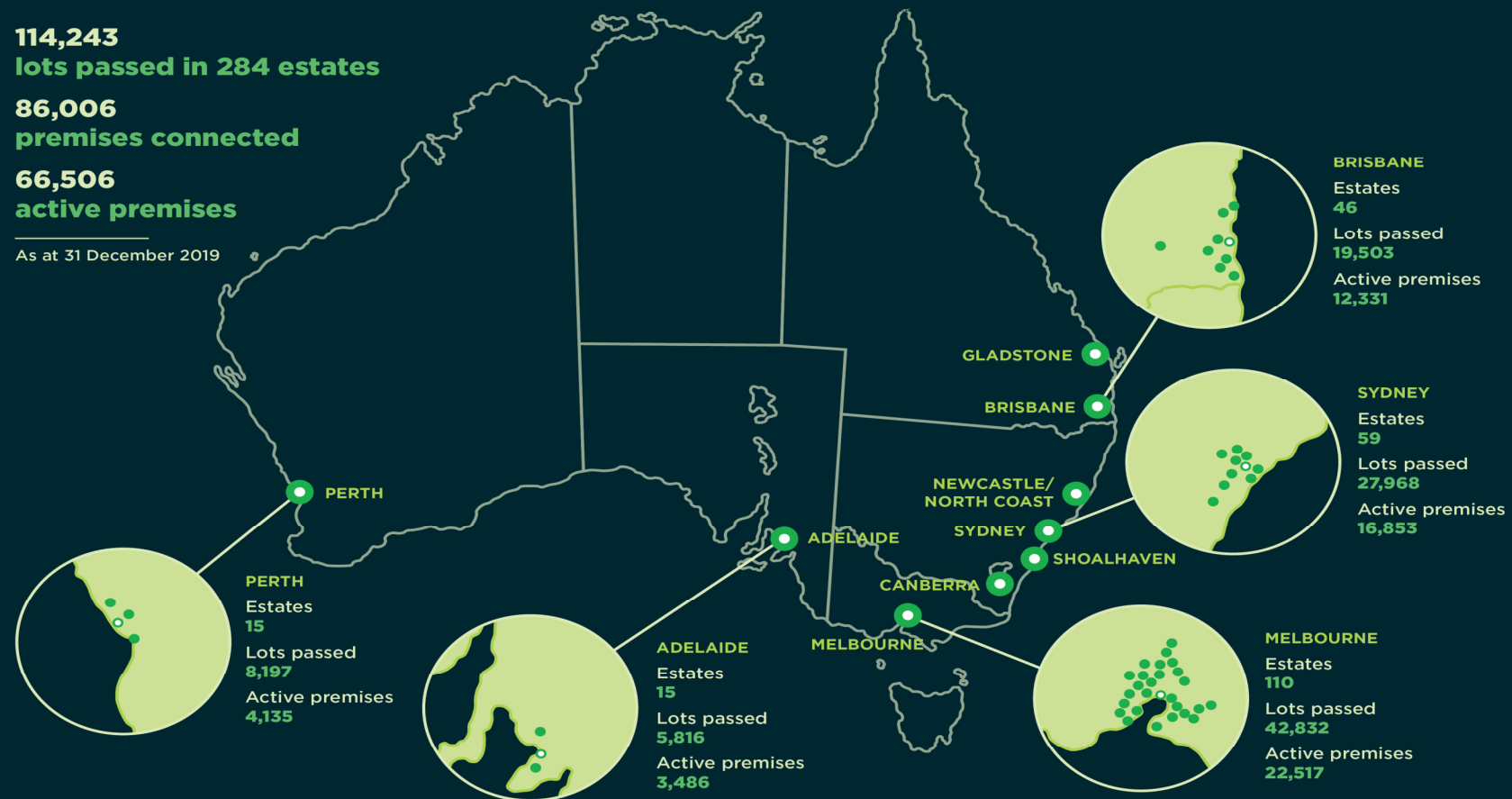
**Contracted obligations
to construct future networks
to over 140,000 additional
lots**

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.

CONNECTED RESIDENTIAL DEVELOPMENTS



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

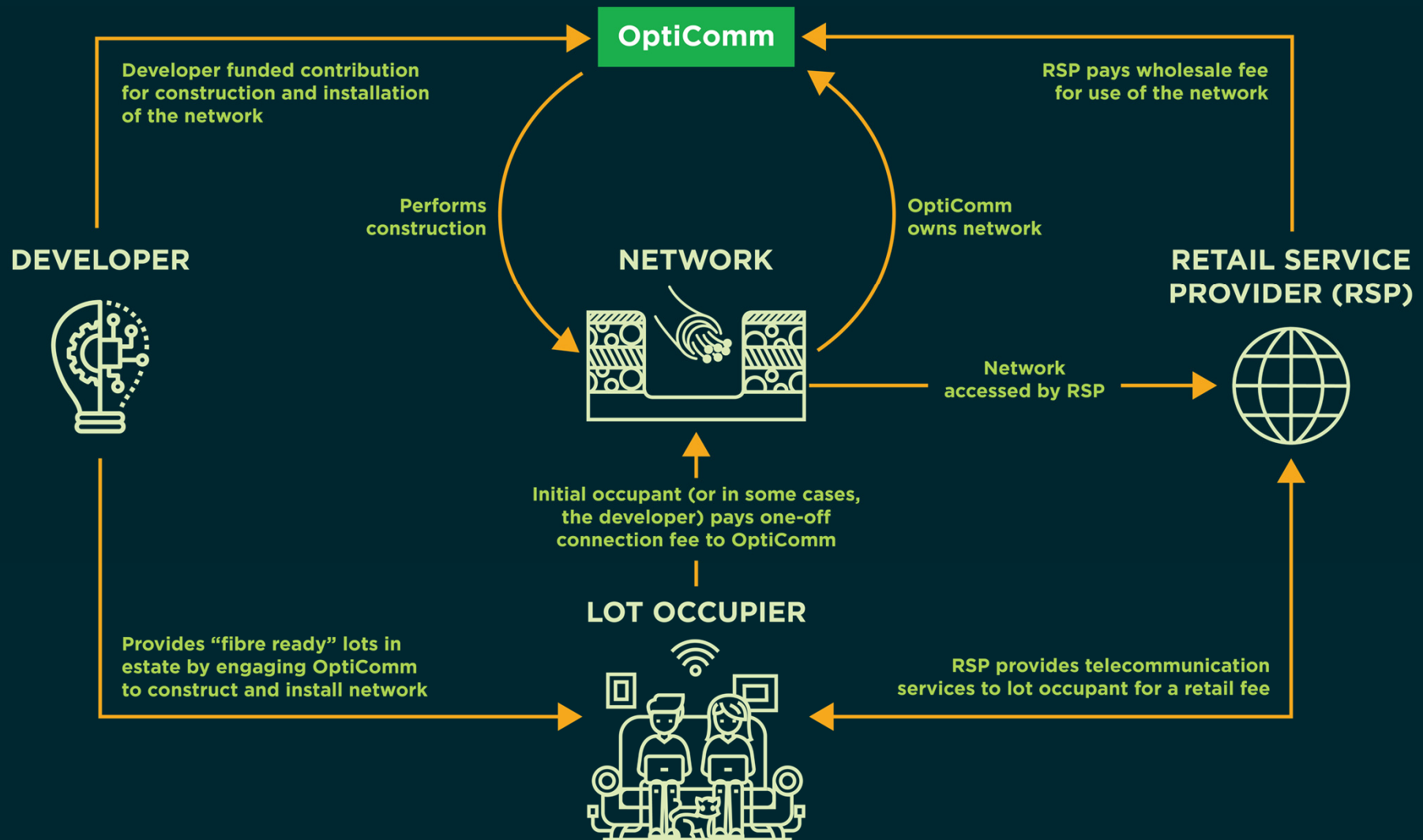


OptiComm offers

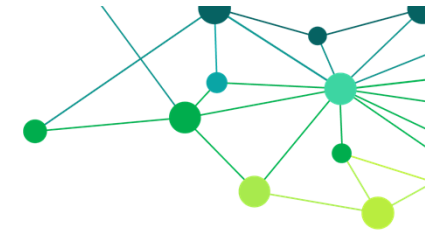
- **Over 12 years of Broadacre and MDU experience**
- **Budget certainty**
- **Dedicated project managers**
- **Management of all risk and compliance matters**
- **“Future proof” technology**
- **Streamlined and simplified installation**



THE OPTICOMM BUSINESS

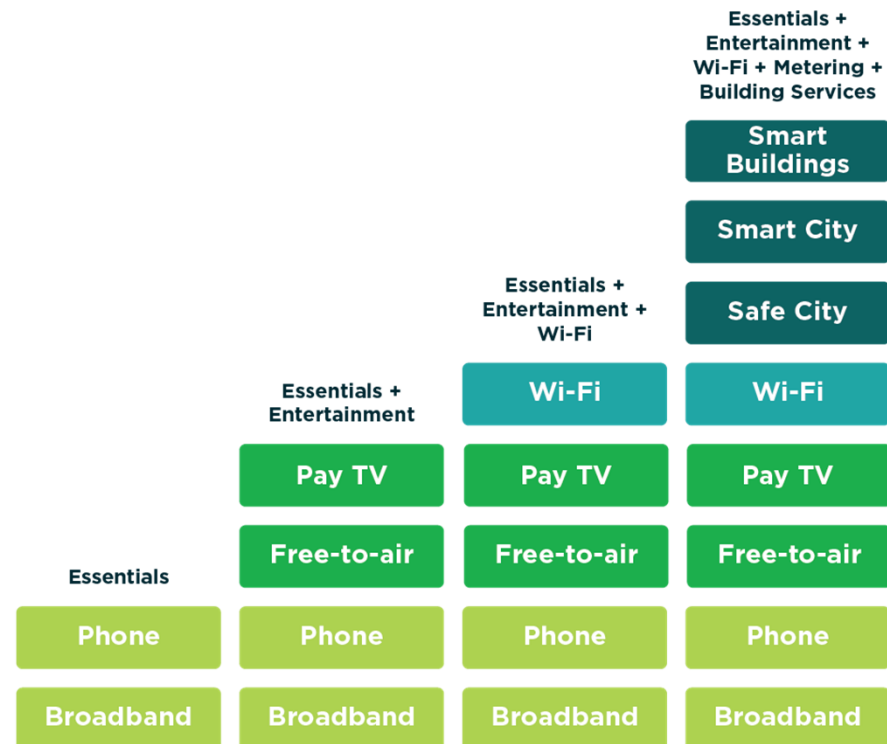


BUILDING ONLINE COMMUNITIES

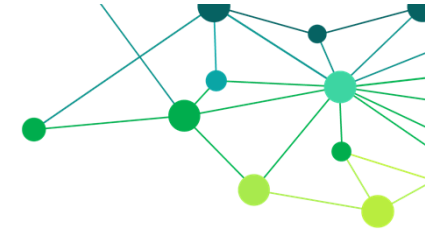


OptiComm enables, in conjunction with its RSPs, a range of services across its network that are in addition to the standard broadband, telephony and data services readily available

- Business Services
- Satellite Master Antenna (SMA) TV
- Community Wi-Fi
- Smart Cities
- Smart Poles
- Smart Building Services (Intercom, CCTV, BMS, EACS)



1H FY2020 HIGHLIGHTS - FINANCIAL



Revenue:
Up 19%*

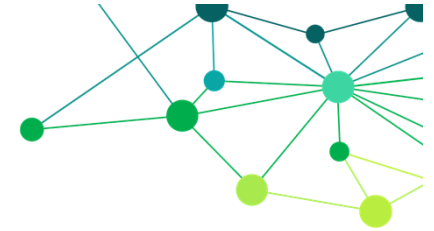
EBITDA:
Up 12%*

NPAT:
Up 7%*

- **Network operations revenue up 31% on the pcp**
- **Construction revenue up 4% on the pcp**
- **Network operating margins in line with previous guidance**
- **Construction margins impacted by mix change (more MDU and commercial) – expect construction margins to improve in 2H FY2020**
- **Operating expenditure in line with prospectus guidance**

* Pro forma compared to prior corresponding half year period (pcp)

1H FY2020 HIGHLIGHTS – NETWORK EXPANSION



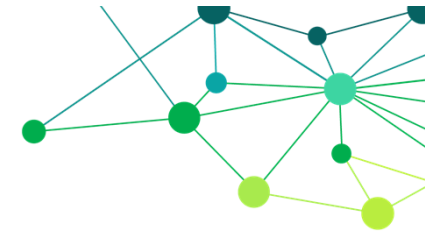
**Contracted
pipeline and
WIP:
~140,000 lots**

**New
contracted lots
in 1H FY20:
~19,000**

**Constructed
lots in 1H
FY20:
~7,500**

- **Contracted pipeline of lots at 140,000**
- **Lots in progress of over 26,000 – up 21% over the pcg**
- **Contracted lots for the half year up 28% on the pcg**
- **Constructed lots in line with the pcg – with some mix change**

1H FY2020 HIGHLIGHTS – NETWORK REVENUE



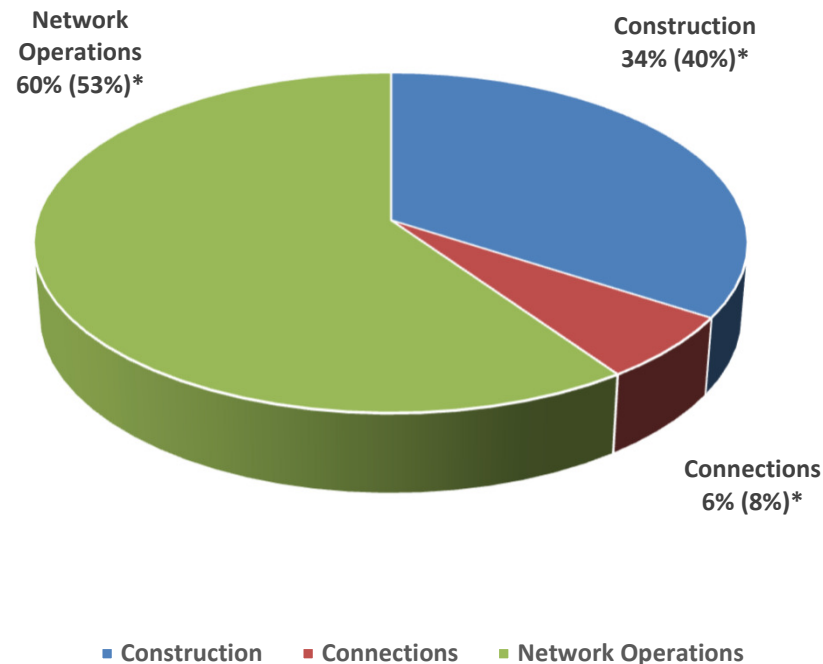
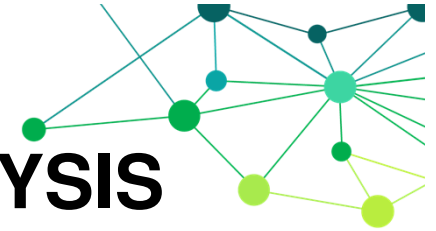
**Active
premises at 31
December:
~66,500**

**December 2019
ARPU:
~\$51**

**Connected
premises at 31
December:
~86,000**

- **New net active premises in the period of over 6,300 - up 12% on the pcp**
- **ARPU for the month of December 2019 over \$51 - up 8% on the pcp**
- **As at 31 December nearly 60% of active premises are on 50mbps and 100mbps plans (pcp 46%)**
- **Total connections now over 86,000 – ratio of connected to completed lots has improved over the pcp**

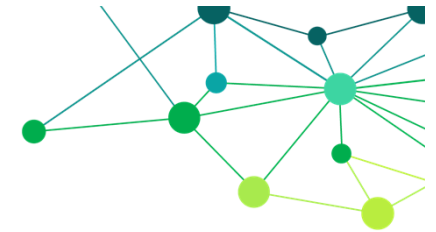
1H FY2020 RESULTS – REVENUE ANALYSIS



- **Network Operations revenue has increased due to additional Active Premises and an increase in ARPU**
- **Construction revenue increased but as expected fell as a proportion of total revenue**
- **Connections revenue relatively consistent with prior years**

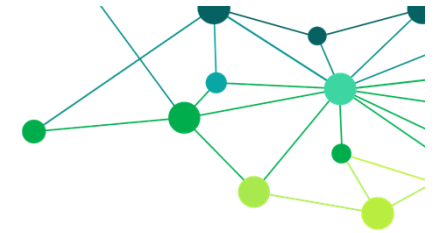
* 1H FY20 Percentage of total revenue (1H FY19)

FY2020 outlook



- Despite a market impacted by COVID-19, our business continues as normal (albeit with different working arrangements)
- Construction activity currently continuing as planned - over 28,000 lots in progress and we expect the majority of these to be completed over the next 18 months
- Forecasting to have over 5% of our contracted pipeline in the Independent Living Unit market by June 2020
- Continuing to increase our share of the Broadacre (>35% in CY2019) and MDU (>6% in CY2019) markets
- New lot signings in Q3 exceeded expectations

FY2020 outlook



- Recurring revenue in Q3 ahead of expectations
- % of active premises at 50mbps and 100mbps speed plans continues to grow, accelerated by “working from home” and this is driving further growth in ARPU
- OptiComm providing additional CVC’s at no charge to cover any “Corona virus peak time demands” during March to May 2020
- Regulatory changes (including RBS Levy) have not progressed; further round of consultation on the TIND Policy review
- In summary, our current trading position and outlook is supportive of the forecasts outlined in our prospectus

QUESTIONS

