

# 2024 Annual General Meeting

26 November 2024



[commsgroup.limited](https://commsgroup.limited) ↗

ASX:CCG

COMMS GROUP LTD

*This document has been approved by the Board of Comms Group Limited*

# Board of Directors



**Ryan O'Hare**

Non-Executive Chairman

Ryan, a telecom industry pioneer, co-founded corpTEL, People Telecom, and Next Telecom—now part of major groups—and founded Next Business Energy, one of Australia's fastest-growing B2B energy firms



**Peter McGrath**

CEO & Executive Director

Peter McGrath, CEO of Comms Group Ltd, has 30+ years in telecommunications, ICT, and finance, leading firms like Nextgen and Visionstream. He holds an Engineering degree (RMIT) and an MBA (Melbourne)



**Ben Jennings**

Non-Executive Director

Ben Jennings, Non-Executive Director at Comms Group, has 18 years as an accountant and founded Jennings Partners. He serves on several boards and holds a Bachelor of Business (Accounting)



**Claire Bibby**

Independent  
Non-Executive Director

Claire is a highly experienced lawyer with over 30 years' experience as a lawyer, Executive and Non-Executive Director with ASX, multinational, private and NFP organisations and executive coach.



**John Mackay**

Independent  
Non-Executive Director

John Mackay, Non-Executive Chairman of CommsChoice, has 15+ years of experience, including leading SpeedCast to ASX200 and founding ActewAGL and TransACT. He holds a BA and Honorary Doctorate



# Chairman's Address

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**A Year of Expansion and  
Transformation Supported by  
an Improving Financial Position**

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**Ryan O'Hare**

**Non-Executive Chairman**



# CEO's Address

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**Strong Operational and  
Financial Performance and  
Continued Momentum in FY25**

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**Peter McGrath**

**CEO and Executive Director**

# Who are we?

- Comms Group is a specialised “cloud” communications and managed IT services provider to businesses
- Listed on the Australian Securities Exchange (ASX:CCG) in 2017
- Headquartered in Sydney, Australia with operations in Melbourne, Gold Coast, Singapore, London and the Philippines, also with extensive coverage across the Asia-Pacific
- We provide services to businesses, Enterprise and Government, as well as wholesale services to domestic and international telecommunications and IT services companies
- We have a key focus on cash generation and generating strong shareholder returns
- We have 3 key divisions:
  1. **Cloud Communications & Collaboration** – for Domestic SMEs and Corporates
  2. **Secure Modern Workplace Solutions** – ICT Services for Domestic Corporates
  3. **Global Unified Communications services for Global Enterprises & Wholesale Voice Services** – for Global Telcos and Large Application Service Providers





**commsgroup**  
Global Cloud Communications

**We enhance business agility  
through innovative cloud-based  
communications and secure  
modern workplace solutions**

## Comms Group in 2024

### Cloud Communications & Collaboration

Cloud communications service provider to Australian SME's & corporates, with award-winning customer service

**next:**  
telecom  
a commsgroup business

### Secure Modern Workplace Solutions

Award-winning IT & Cloud Services Managed Service Provider, supporting corporate customers' ICT needs

**onPlatinum**  
a commsgroup business

### Global UCaaS & Wholesale

Specialist Unified Communications as a Service (UCaaS) for international business and Communications Platform as a Service (CPaaS) for wholesale customers with global network reach

**commsgroup**  
GLOBAL

*Located across Sydney, Melbourne, Gold Coast, Singapore, Philippines, UK*

# Executive Management



**Peter McGrath**

CEO  
& Executive Director

Peter McGrath, CEO of Comms Group Ltd, has 30+ years in telecommunications, ICT, and finance, leading firms like Nextgen and Visionstream. He holds an Engineering degree (RMIT) and an MBA (Melbourne)



**Matthew Beale**

Chief Financial Officer

Matthew Beale, CFO of Comms Group, is a Chartered Accountant with 15+ years of CFO experience in diverse industries, including finance, agriculture, and IT. He holds an MBA from AGSM



**Gavin Roache**

CEO,  
Next Telecom

Gavin Roache, co-founder of Next Telecom, has 30 years in telecommunications and 13 years as a Director. He's held senior roles at People Telecom, Tel.net Media, and corpTEL, with experience in energy and hospitality



**Michael Diamond**

Group  
Chief Operating Officer

Michael Diamond, Comms Group COO, has 20 years in telecom with expertise in network systems, automation, and business operations. Founder of Binary Networks, he's active in TIO and CommsAlliance panels



**Shannon Overs**

CEO,  
OnPlatinum

Shannon Overs, Founder and CEO of onPlatinum ICT, has 20+ years in IT and holds an MBA. An Entrepreneur of the Year awardee (2016), he specializes in IT governance, risk management, and customer experience



**Patrick Simon**

Head of  
Global Sales

Patrick has over 25 years' experience in the telco industry, having held sales management positions in businesses such as Orange, Wavecrest, and Tata Communications

# FY24 Key Results

In 2024, we delivered record **Revenue and EBITDA** and a significant improvement in **Operating and Free Cash Flow**



Record  
Revenue



Up 7% on PCP  
to \$55.5M



Gross  
Profit



Up 9% on PCP  
to \$26.3M



Underlying  
EBITDA<sup>1</sup>



Up 36% on PCP  
to \$6.6M



Total New  
Contracts  
Signed FY24



\$7.5 Million  
New ARR

<sup>1</sup> Underlying EBITDA excludes net interest, tax, non-cash share LTIP costs, rent, depreciation, amortisation, business acquisition, integration, restructuring and non-recurring costs



# FY24 Business Highlights & Continued Momentum into FY25

A significant year for Comms Group, achieving **record sales and underlying EBITDA, as well as major milestones**



Total revenue of \$55.5m (exceeding guidance) & underlying EBITDA of \$6.6m (in line with guidance), with over 90% of revenue being recurring



Continued development of key relationships and strategic accounts<sup>2</sup> (e.g. Vodafone) in Australia and the Asia-Pacific



- Operating cashflow up 153% to \$3.8m
- Free cashflow increased nearly 200% to \$3.5m



In FY24, new sales contracts of \$7.5m in new ARR<sup>1</sup>

## Continued Momentum into Q1 FY25



Q1 FY25 new sales contracts signed of \$2.5m ARR – our strongest quarter on record



Key deals announced 9 September and 25 November for major blue-chip corporate customers



Inaugural dividend of 0.25c (\$0.0025) per share declared in Aug-24 (fully franked)

<sup>1</sup> Annual Recurring Revenue

<sup>2</sup> Strategic accounts use our services for their own customers and typically bill > \$100k pcm (or are expected to reach this figure over time)

# Recent Highlights with the Global Business

## Our Global business provides:

- I. The latest generation Unified Communications as a Service (UCaaS) solutions for Multi-National Corporates (MNCs) covering 65+ countries

*(Example products include Microsoft Teams & Cisco Webex PSTN calling)*

- II. Wholesale Voice solutions for large carriers, Over-the-Top (OTT) providers, and Application Service Providers (ASPs)

*(Example products include domestic voice calling solutions in the Philippines for large contact centre companies)*



Our key focus is on the Asia-Pacific and we are eager to take other products to market, including Secure Modern Workplace (IT) solutions



Significant achievements in FY24 – the business was granted voice licences across APAC, allowing us to provide services to Multi-National Corporates (MNCs) in 13 countries



- On 9 Sept 2024<sup>1</sup>, we announced a significant contract win worth a minimum of A\$2.4m over 3 years.
- On 25 Nov 2024<sup>2</sup>, we announced a significant further contract win worth \$1.5m to \$2m pa.



Significant increase in new business across many countries where we operate today vs 12 months ago (e.g. Nov-24 MTD, we have sold services into 14 countries).

<sup>1</sup> ASX Announcement (9 September 2024) – “Comms Group secures A\$2.4M contract with leading global SaaS Provider”

<sup>2</sup> ASX Announcement (25 November 2024) – “Comms Group secures major contract to provide key telecommunications services to NASDAQ-listed blue-chip global technology company”

## Global Expansion and International Licences Update

Comms Group is a key provider of unified communications as a service (UCaaS) for global businesses

We also provide wholesale voice CPaaS services (SIP trunks, DIDs, local voice termination) across the Asia-Pacific region for global telcos and OTT (Over the Top) providers including CPaaS and CCaaS providers

Our Goal is to be the leading provider in the Asia-Pacific region for both CPaaS and UCaaS (unified comms) offerings

Significant work undertaken in FY24 on regional expansion with local voice licences now in place in **Australia, NZ, Singapore, Hong Kong, Indonesia, Japan, Malaysia, Philippines** and **Taiwan** (in progress), as well as local partnerships in **China, South Korea, Thailand** and **Vietnam**

Recently we added Points of Presence in **South America (Brazil)** and **South Africa**



# Group Outlook



Targeting Group organic **Revenue** growth in FY25 of **5% to 10%**



FY25 Underlying EBITDA target  
**\$7.0m+**



Targeting increase in operating cashflow and improvement in FCF conversion to generate strong shareholder returns



Business exploring strategic growth opportunities



# Contact Us

## Investor Website

[www.commsgroup.limited](http://www.commsgroup.limited)

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## Enquiries

[www.commsgroup.limited/feedback](http://www.commsgroup.limited/feedback)

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commsgroup  
Global Cloud Communications