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INVESTOR UPDATE & H1 FY21 HIGHLIGHTS

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PENTANET

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INITIAL PUBLIC OFFERING

With COVID-19 capacity limits in place at the ASX in Perth, in true Pentanet style we found somewhere that could more suitably fit the team behind our journey – Perth’s Bell Tower.

Pentanet successfully listed on the ASX at 10am on Friday 29 January 2021, by ringing the iconic bells to signal the start of our public journey.

“Being listed is a new acceleration point for our business. What we’ve achieved in under four years is only the beginning, and I’m looking forward to the future we can deliver with the proceeds from the IPO.

- Pentanet Founder & Managing Director, Stephen Cornish



FINANCIAL HIGHLIGHTS

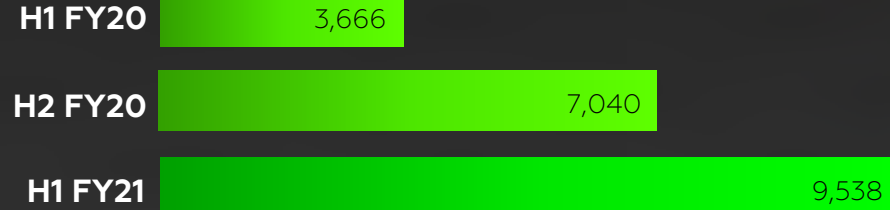
H1 FY21

0.8%

AVERAGE MONTHLY CHURN over 12 months



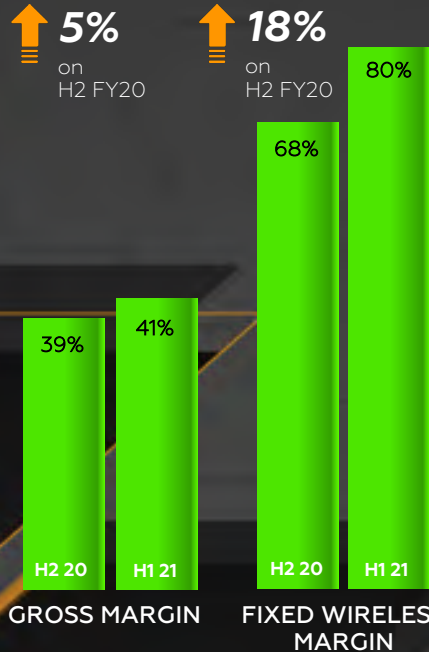
TOTAL SUBSCRIBERS



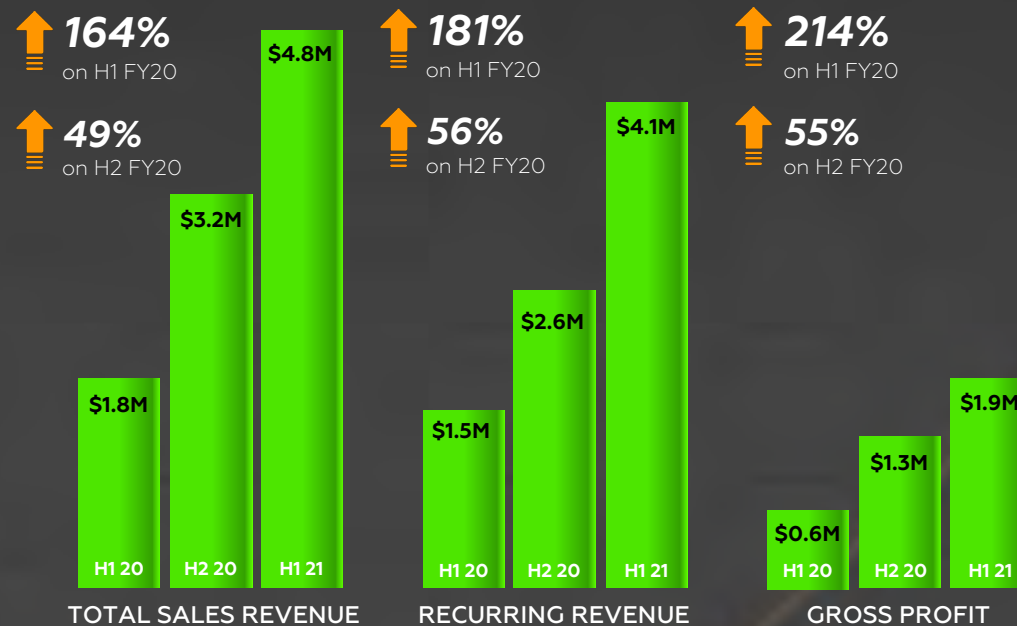
↑ 160%
on H1 FY20

↑ 35%
on H2 FY20

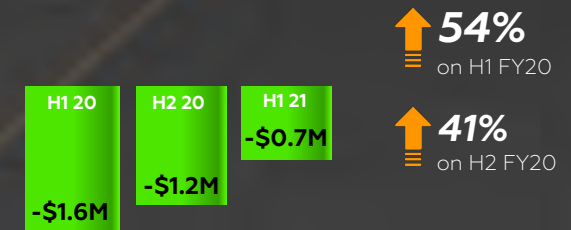
MARGIN



REVENUE & GROSS PROFIT



UNDERLYING EBITDA



EBITDA is a financial measure which is not prescribed by Australian Accounting Standard ('AAS') and represents the profit under AAS adjusted for depreciation, amortisation, interest and tax. Underlying EBITDA is EBITDA adjusted to exclude share-based payments, options exercised on behalf of employees and IPO cost.

Gross Profit Margin is a measure of profitability that shows the percentage of revenue that exceeds the cost of goods sold (COGS). Cost of goods sold consist of network, carrier and hardware expenses.



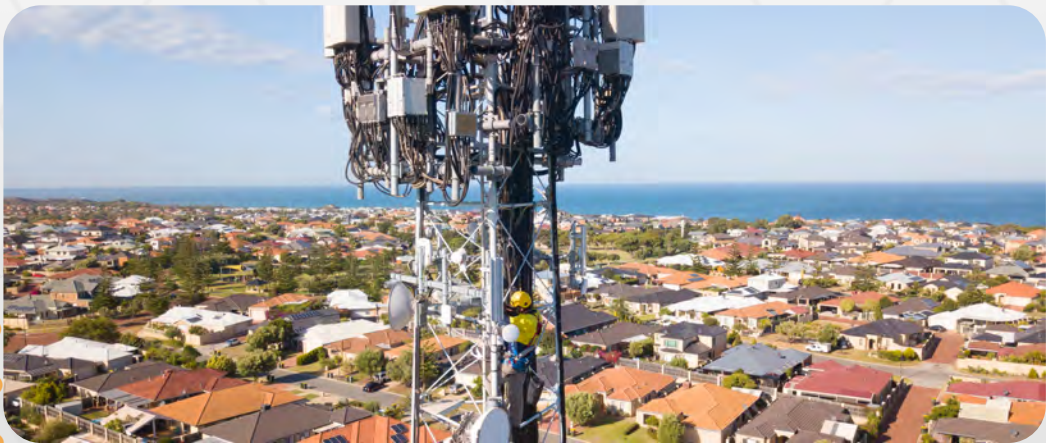
NETWORK ROLLOUT

FIXED-WIRELESS INFRASTRUCTURE

With two new telecommunications towers built and additional capacity added to five, we have increased coverage and the speed of the upcoming mmWave wireless deployments.

mmWave WIRELESS TRIALS (TERRAGRAPH)

Terragraph technology continues to impress, with over 3Gbps of throughput between devices achieved in a testing environment. Traffic was able to be passed consistently at 1.5Gbps - 2Gbps in our trial zone.



(Left) A Pentanet telecommunications tower

(Right and Above) Stephen & Timothy Cornish holding the Terragraph distribution node (DN) and customer premises equipment (CPE)



NVIDIA GEFORCE NOW CELEBRATES FIRST ANNIVERSARY

A look at current global numbers released by NVIDIA to celebrate the first year of GeForce NOW.



6M

MEMBERS
(AND GROWING)



157M

HOURS STREAMED



130M

MOMENTS CAPTURED
ON NVIDIA HIGHLIGHTS



65

COUNTRIES
NOW SUPPORTED



80

FREE-TO-PLAY
GAMES



800+

TITLES SUPPORTED
FROM 300+ PUBLISHERS

SOURCE: 'Achievement Unlocked: Celebrating Year One of GeForce NOW'
<https://blogs.nvidia.com/blog/2021/02/04/geforce-now-anniversary/>



Following the announcement of the NVIDIA Alliance Agreement, Pentanet launched a landing page to capture expressions of interest for the service (gfn.pentanet.gg). The registrations from this page will give us a better understanding of what market demand will be like following the one-month anniversary of our launch campaign.



GEFORCE
NOW



MARKETING & BRAND

The Pentanet brand continues to build in market, positioned around **high-performance, speed, gaming, and next-generation technology**. The Company maintains strong customer satisfaction results with a weighted average of **4.57 stars** across Facebook, Google and Product Review for our telecommunications services.

October 2020 Brand Health Check Reporting highlights:

- Sustained growth of **brand consideration**:
 - **+125%** from October 2019
 - **+50%** from January 2020
- **55% YoY growth** in prompted brand awareness;
- **64% conversion** from brand awareness to consideration from October 2019.



4.6



Google

4.5



facebook

4.7



PRODUCT REVIEW .COM.AU



EXECUTIVE TEAM



Stephen Cornish

FOUNDER AND MD

Mechanical Engineer with strong leadership, technical and business development skills.

Founder of Pentanet, Pentanet.GG and actively championing the digitisation of Australia..



Timothy Cornish

EXECUTIVE DIRECTOR

Chartered Accountant with 20 years domestic and international business expertise in Asia-Pacific and South American engineering and mining service industries.

Bachelor of Commerce (UWA)
Graduate Diploma of Chartered Accounting (CA ANZ)



Mart-Marie Derman

CHIEF FINANCIAL OFFICER

Mart-Marie Derman has been with Pentanet since its infancy bringing significant financial acumen. 15 years in finance roles including senior management and executive support.

Bachelor of Accounting Science
Graduate Diploma of Chartered Accounting (CA ANZ)



Connor Llewellyn

CHIEF OPERATING OFFICER

Extensive career history and demonstrated success in sales, project management, and operations, spanning several industry sectors in the local and international market. Founding member of Pentanet's management team.



Jeremy Hall

CHIEF TECHNOLOGY OFFICER

Strategic leader focussed on scalable growth by design. 10+ years experience across small and large-scale startups, bringing established proficiency within IT and energy sectors. Founding member of Pentanet's management team.



Alison Balch

CHIEF MARKETING OFFICER

Strategic marketing specialist with consumer neuroscience background and 15 years experience spanning brand development, communications, and consumer engagement globally.

ONGOING STRATEGY



1. GROW SUBSCRIBER BASE



- Introduce new technology to increase on-net coverage
- Deliver high-quality customer experience
 - Limit churn
 - Customers become advocates
- Competitive service offering
- Targeted marketing and media strategy

2. EXPAND NETWORK INCREASING POTENTIAL MARKET



- Deployment of large-scale mmWave wireless telecommunications network
- Increase available speeds to 1Gbps for more fixed-wireless customers
- Line of sight to tower no longer required for every subscriber
- Increase market penetration with greater fixed-wireless coverage across Perth metro area

3. INCREASE MARGINS



- Attract more off-net subscribers to higher margin on-net services
- Diversify product offering (VOIP, consumer electronics)
- NVIDIA GeForce NOW Alliance Member bringing cloud gaming service to Australia
- Continue development of premium brand for alignment to speed and quality



THANK YOU

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