



PENTANET



# Express Post



**5GG  
Investors  
Presentation**

**Q4 2021**



For the Euroz Hartleys – Emerging Iconic Western Australian Brands

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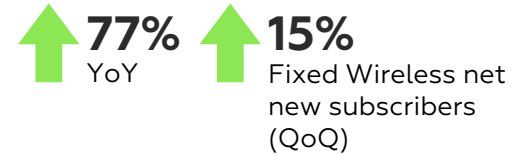
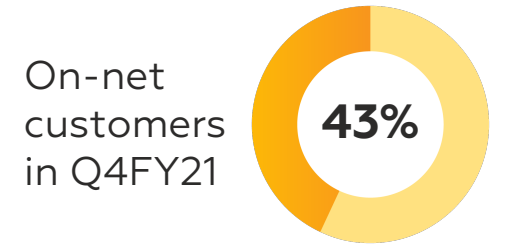
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# FINANCIAL HIGHLIGHTS

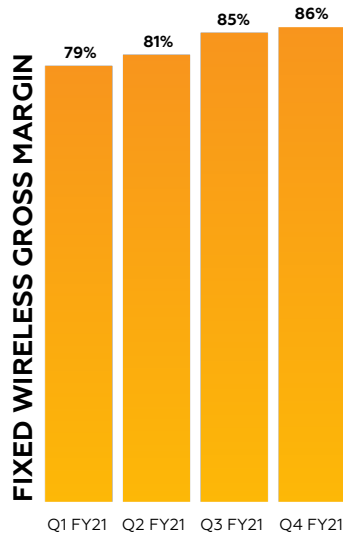
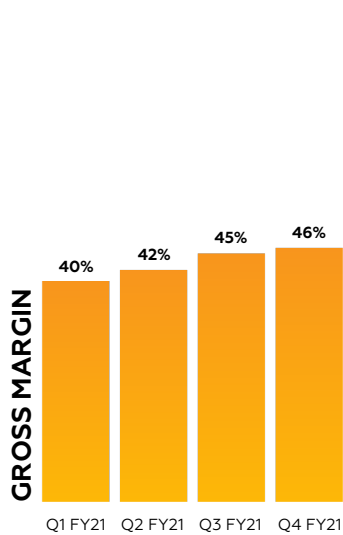
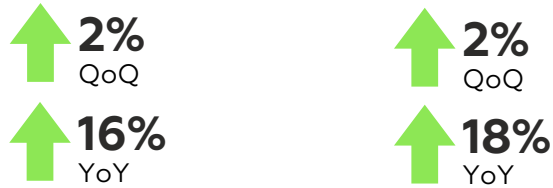
Q4 FY21

## TOTAL SUBSCRIBERS

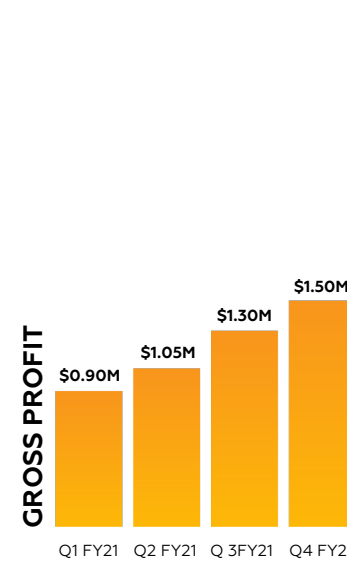
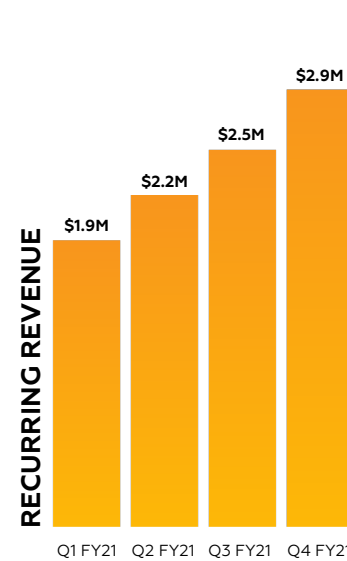
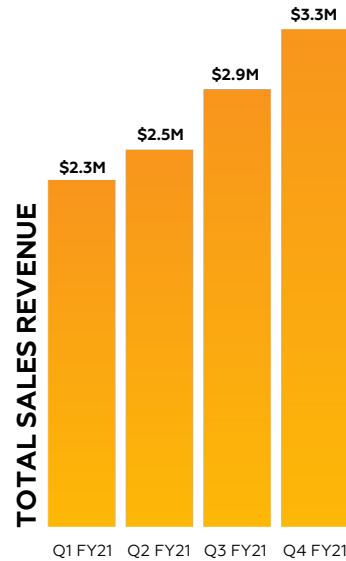
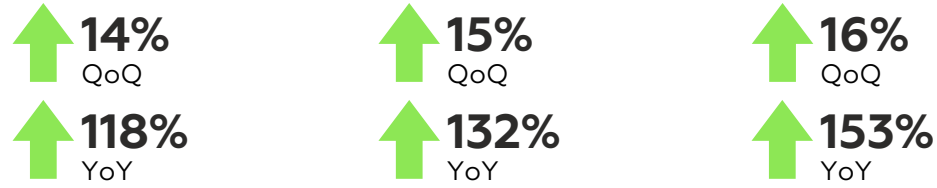


**0.82%** Churn  
**\$91** ARPU

## GROSS MARGINS



## 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.

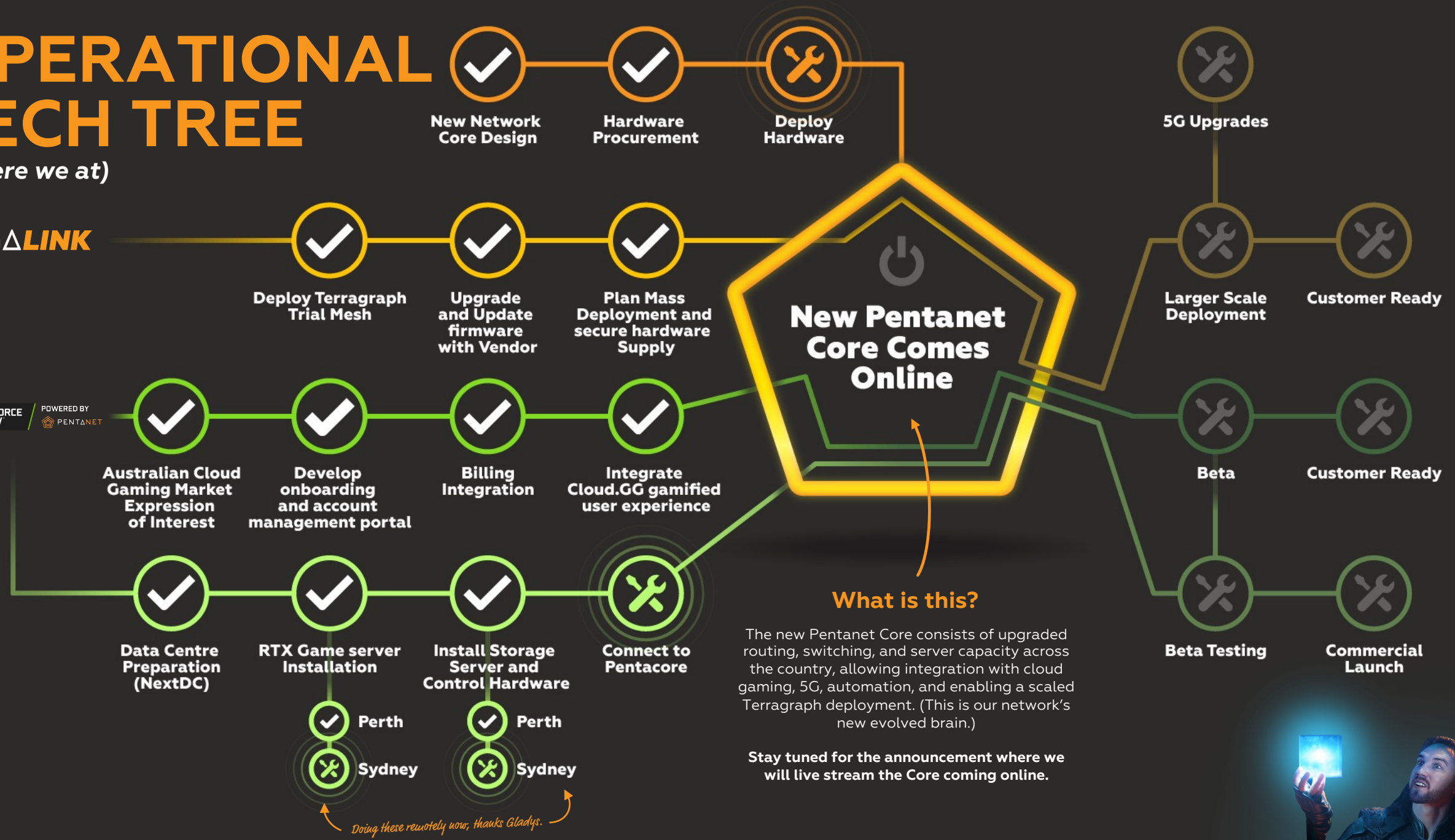
Gross Profit Margin is a measure of profitability that shows the percentage of revenue that exceeds the cost of goods sold (COGS). Cost of goods sold consist of network, carrier and hardware expenses.

# OPERATIONAL TECH TREE

(Where we at)

PROJECT  
**GIGALINK**

POWERED BY  
**GEFORCE NOW** / **PENTANET**



## New Pentanet Core Comes Online

### What is this?

The new Pentanet Core consists of upgraded routing, switching, and server capacity across the country, allowing integration with cloud gaming, 5G, automation, and enabling a scaled Terragraph deployment. (This is our network's new evolved brain.)

Stay tuned for the announcement where we will live stream the Core coming online.



*Doing these remotely now, thanks Gladys.*

# PROJECT GIGALINK

The real-world deployment of our design in the field has so far delivered last-mile speeds of 1-2 Gbps to the multiple mesh points, now reaching more than 3km from the nearest backhaul tower site.

In short, it works.



**Traditional Fixed Wireless:**  
Obstructions will prevent a customer from connecting to the network.

**Project Gigalink:**  
Network re-routes to subscriber in a resilient mesh design



# ONGOING STRATEGY

## GROW OUR 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

## 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

## 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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