



PENTANET

5000

# BUSINESS UPDATE

Annual General Meeting – 23 November 2021

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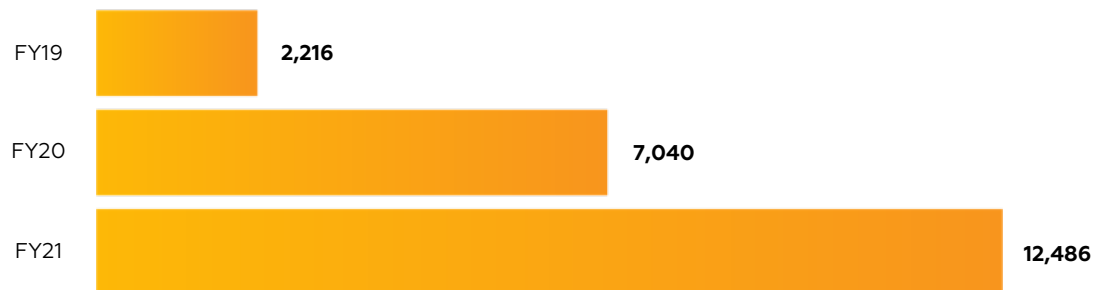
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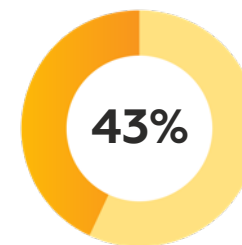
# FINANCIAL HIGHLIGHTS

FY21

## TOTAL SUBSCRIBERS



On-net customers in Q4FY21

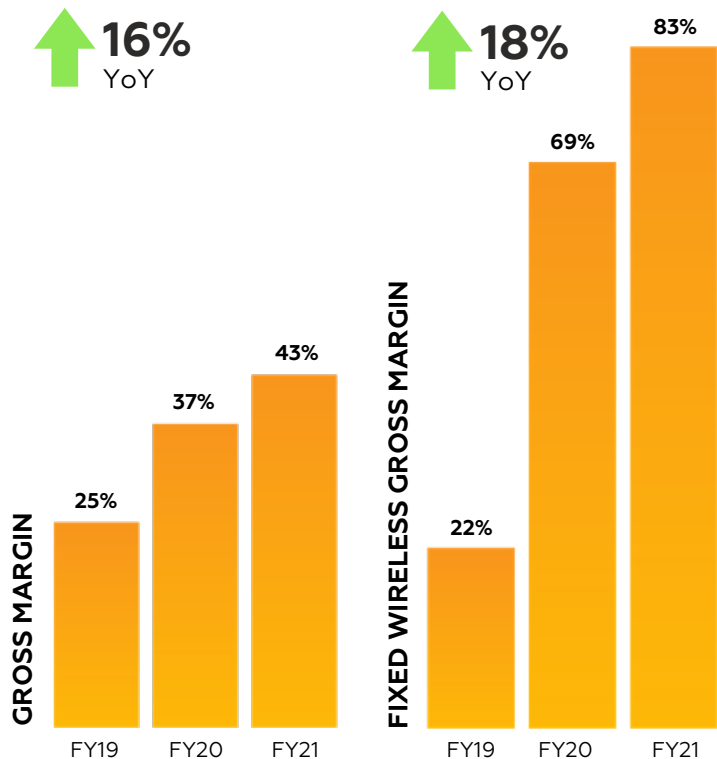


↑ 77%  
YoY

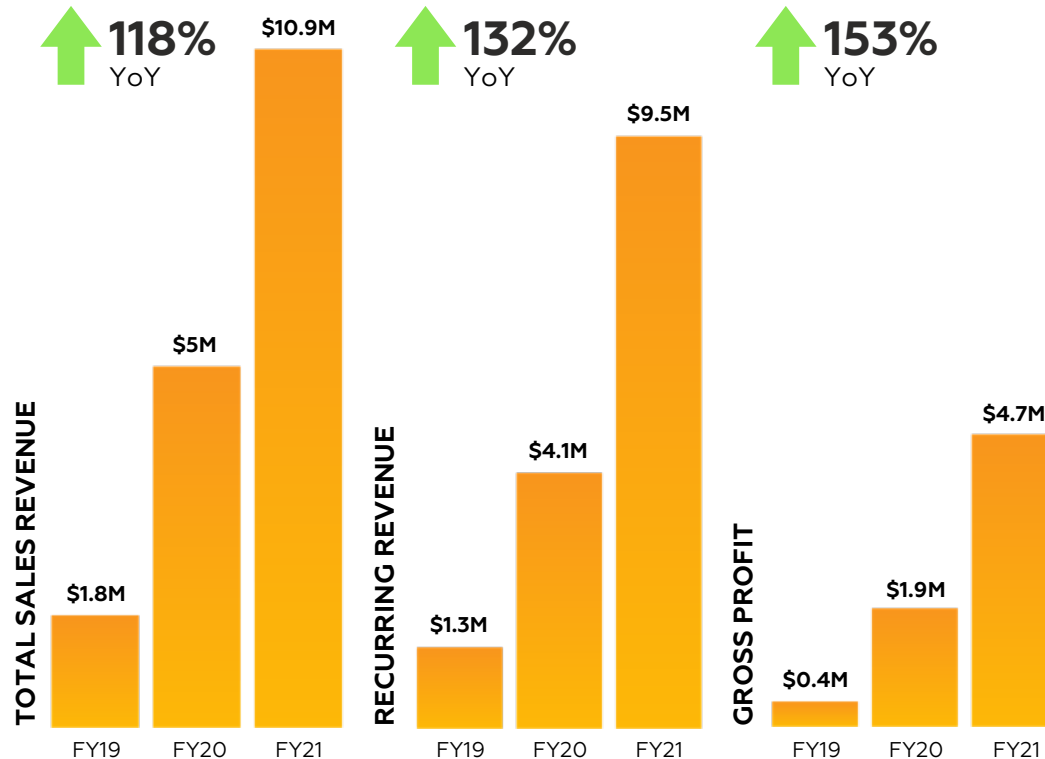
0.82%  
Churn

\$91  
ARPU

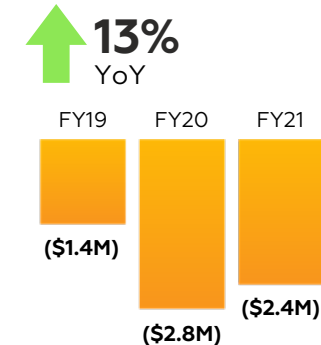
## GROSS MARGINS



## 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.

# nexus

We continue to evolve and deploy the next-generation of the Pentanet wireless network, **neXus**. Combining the power of both 5G mmWave and Terragraph technology, our on-net wireless network will be multi-gigabit capable and significantly increases scale and coverage across Perth.

The deployment of **neXus** has attracted the attention of industry leaders Cambium Networks and Facebook who invited Pentanet founder & managing director Stephen Cornish to appear as a panellist on their respective conferences on wireless connectivity.

- **Cambium Connections Asia-Pacific**  
*discussing Pentanet 60GHz Case Study*
- **Facebook Inside the Lab: Connectivity**  
*APAC Roundtable with Facebook's VP of Engineering*
- **Goldman Sachs Fifth Annual Emerging Technology Conference**



## neXus infrastructure

now covers 100sqkm on the road to commercialisation.

LOADING...

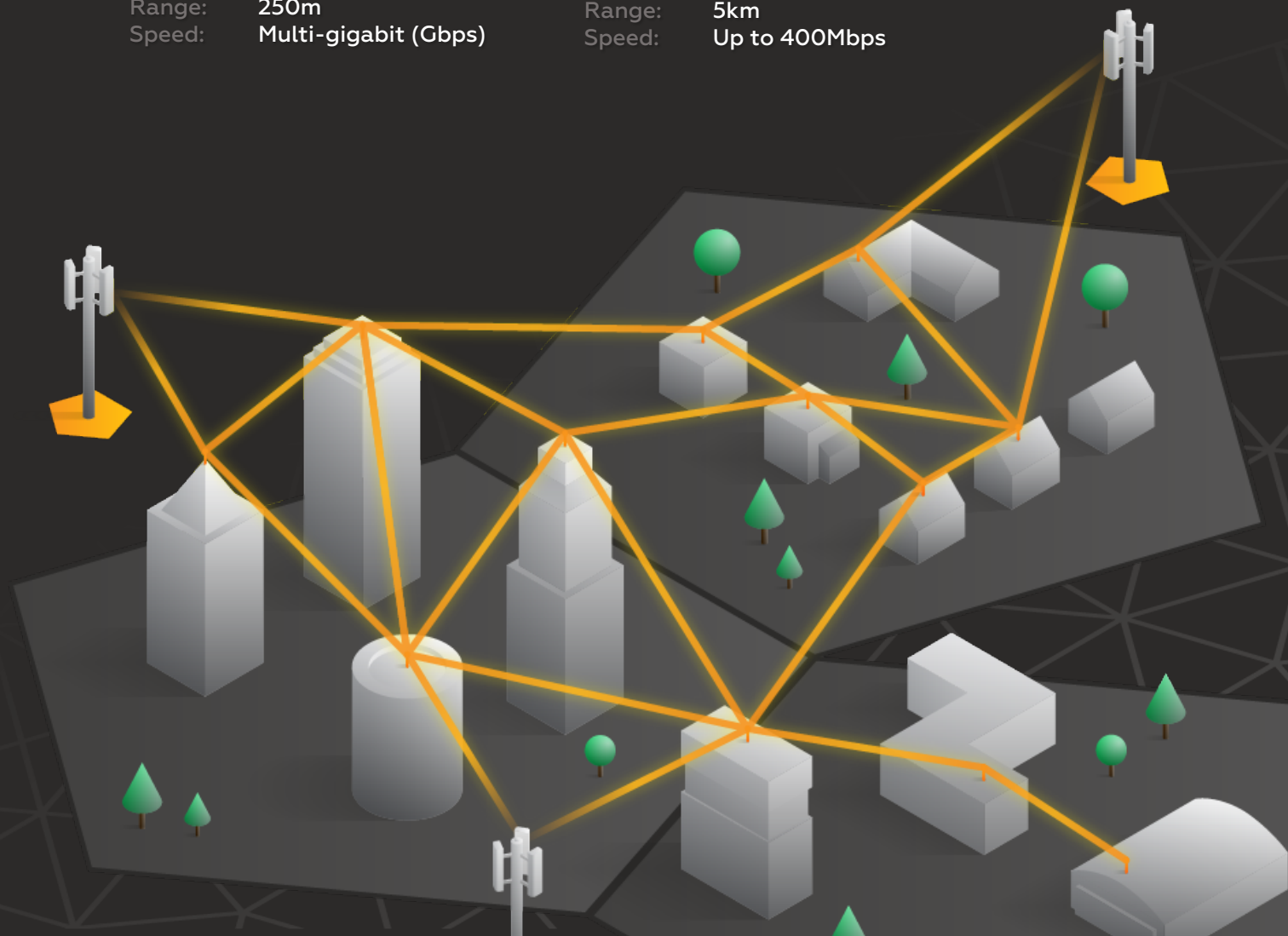


### Terragraph

Range: 250m  
Speed: Multi-gigabit (Gbps)

### 5G mmWave

Range: 5km  
Speed: Up to 400Mbps





**GEFORCE  
NOW™**

POWERED BY



**PENTANET**

**WE'RE EXCLUSIVE** ❤️

The Australian commercial launch enacted our initial exclusivity period for GeForce NOW in Australia.



Pentanet successfully launched GeForce NOW on 19 October 2021.

Key focus for the remainder of 2021 is on utilising the limited **Basic** free subscription as a pipeline to convert to the full-featured **Priority** subscriptions as popularity grows.

**1,000+ games ready to play!**

## Access

Priority subscribers will skip the queue when there is one. During peak usage periods this will encourage Basic subscribers to move to a Priority subscription.

## Session Times

Priority subscribers will have a 4-hour Play Sessions—increased from the 1-hour Play Sessions available to Basic accounts.

## NVIDIA RTX

Priority subscribers will be able to experience today's biggest blockbusters like never before with RTX turned on. NVIDIA's RTX platform includes dedicated RT Cores for ray tracing and Tensor Cores for AI that enable groundbreaking graphical technologies.

### Basic

Try it for free

1 Hour Sessions

Free Plan

**\$0/mth**

### Priority

The best way to play

- ✔ Priority Access
- ✔ 4 Hour Sessions
- ✔ RTX ON

Special Founders Pricing

Monthly Plan

**\$19.99/mth**

Annual Plan

**\$17.99/mth**

Best Value - Save \$24

**12,000+**

UNIQUE ACTIVE USERS  
AT LAUNCH ON 19  
OCTOBER 2021

**36,000+**

UNIQUE ACTIVE  
USERS AS AT  
23 NOVEMBER 2021





Following a global appearance at MSI mid-year, Pentanet.GG continues to achieve great heights in the regional tournament, League of Legends Circuit Oceania (LCO). Our team placed 1<sup>st</sup> for Split 1 and 2<sup>nd</sup> for Split 2 2021.

Pentanet.GG revenue streams for the 2021 season are comprised of competition prize pools, royalties from in – client sales and sponsorships.



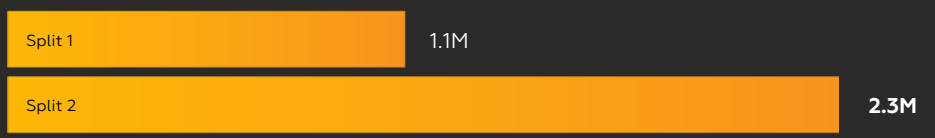
Total Q12022 revenue  
**\$235K**

We welcome NatChats as our latest content creator

Brand deals delivered



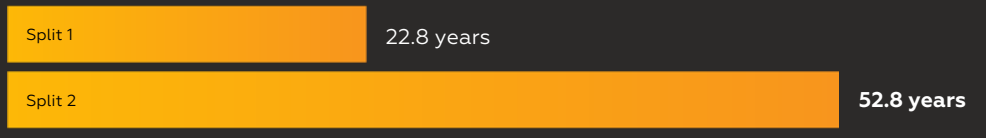
LCO 2021: Total views



LCO 2021: Peak views (average)



LCO 2021: Time watched (years)



Total views across LCO season

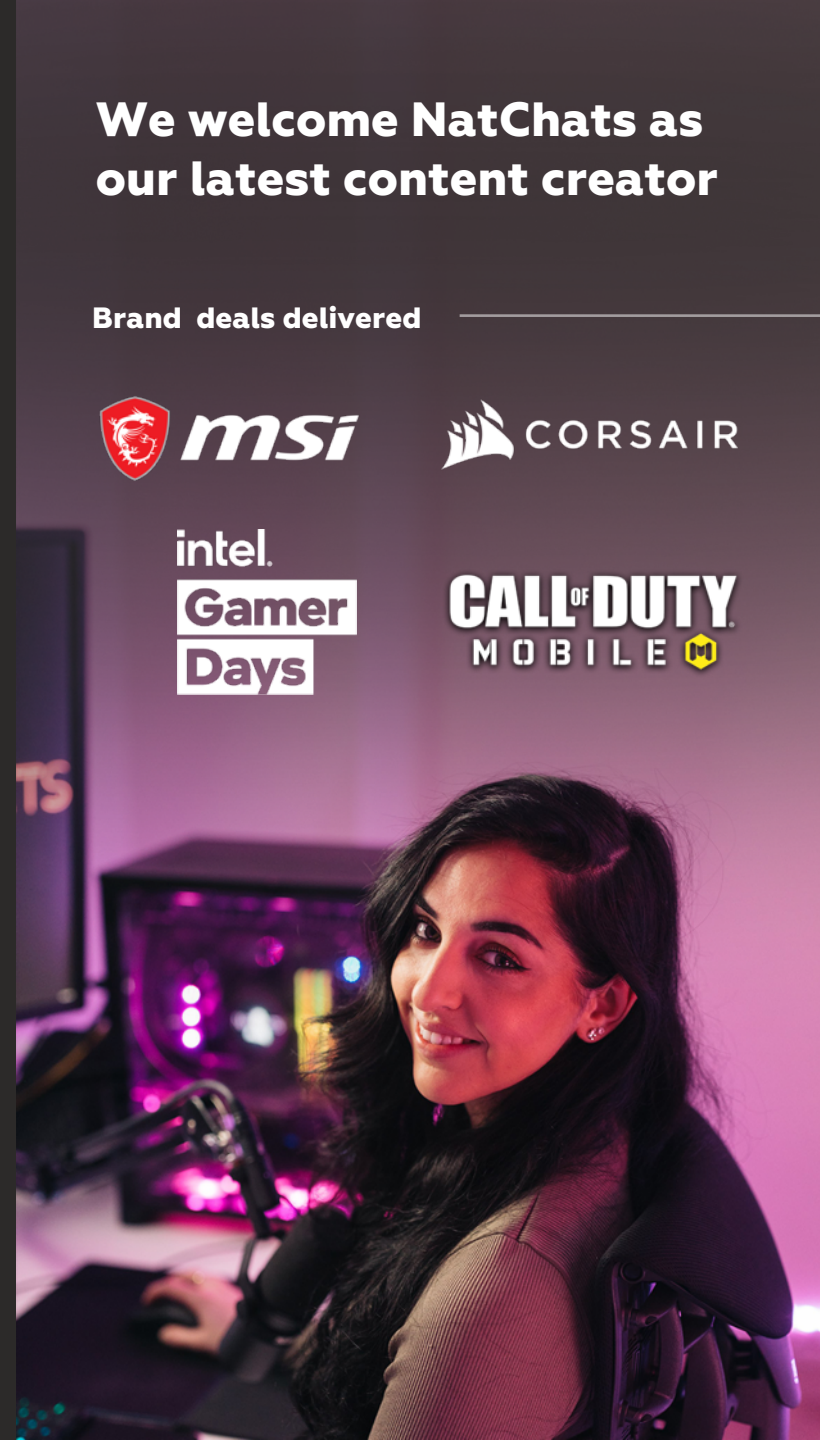
**3.5M**

Peak views (average) across LCO season

**8.5K**

Time watched (years) across LCO season

**75.7**



# OPERATIONAL TECH TREE

(Where we at today)

PROJECT  
**GIGALINK**



Plan mass deployment and secure hardware supply

CloudGG



Integrate CloudGG gamified user experience

GEFORCE NOW  
POWERED BY  
PENTANET



Connect to PentaCore



5G upgrades



Larger scale deployment 'neXus'



Region by region coming online



Commercialisation and release of plans



CloudGG Beta testing



Customer ready



Continued development of features



GeForce NOW beta testing



Commercial launch October 2021



Evolve business model

# ONGOING STRATEGY (continues)

## 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

2/8 Corbusier Place  
Balcatta WA

+61 8 9466 2672  
investors@pentanet.com.au

[pentanet.com.au/investor-centre](http://pentanet.com.au/investor-centre)  
ASX: 5GG



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