



Investor Presentation →

May 2022



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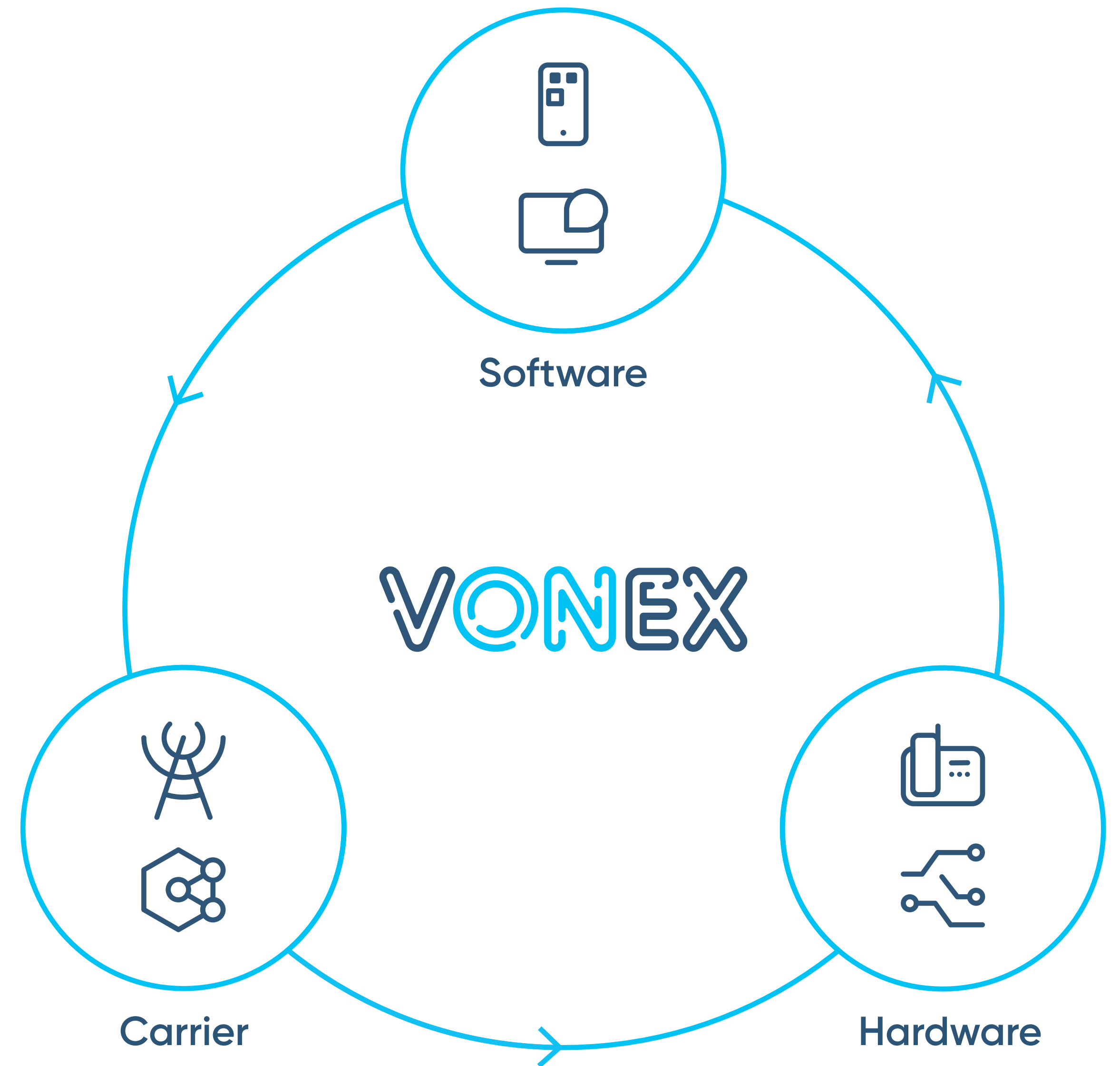
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Who We Are

Vonex Ltd (ASX: VN8) provides breakthrough technology and challenges the use of existing infrastructure to keep business communications ahead of the game.

We do all of this remotely, which means that our products are scalable and customisable to the thousands of Australian businesses we keep connected, wherever they go however they grow.



What We Do

SME Business

Wholesale Residential



Phone Systems

NBN-ready office phone solutions. Options for on-premise & cloud



4G Mobile

SIM-only mobile plans



Internet & NBN

Future-proof NBN & high speed ethernet



Add Ons

1300 numbers, conferencing, ex-fax desktop SMS & more



Infrastructure

Cabling and other technical integrations



Wholesale Products

Delivering excellence in wholesale connectivity



Residential

Residential phone systems

Hosted PBX

SIP Trunks

Microsoft Teams Integration

4G Voice & Data

Mobile Fleet

NBN

Fibre

Wireless Broadband

5G

Virtual Fax

Phone Numbers
• DID, 1300/1800
• International Numbers

Desktop SMS

Audio Conferencing

On the ground capability

Data Cabling

Optical fibre installations

Active IT hardware installations

Data cabinet strip, rebuild & maintenance

CCTV

Business Fibre

IoT/M2M

Hosted PBX & SIP

NBN

Mobile

Wireless Broadband

Home Phone

Consumer NBN

Consumer Mobile

Vonex Corporate Snapshot

Vonex is executing a disciplined M&A growth strategy, targeting profitable IT and telco businesses that offer potential to accelerate our growth through further product expansion, scale and cross-selling.

Key Metrics →

H1 FY22 revenue	\$15.0m
Annualised recurring revenue	\$34.5m
H1 FY22 net operating cashflow	\$2.4m
H1 FY22 underlying proforma EBITDA ¹	\$3.3m
Market cap at \$0.10/share	\$33.0m
Net debt of ²	\$11.9m
Enterprise value of ²	\$37.6m

Note 1 → Underlying EBITDA excludes (i) share based payment expenses; (ii) acquisition, integration, migration and capital raising costs; and includes (iii) the results of the acquired MNF business and Voiteck business and associated synergies as if included for the whole of 1H of FY22 (based on vendor provided unaudited management accounts). Contributions to EBITDA may vary due to integration costs, accounting policy harmonisation and synergies. Refer to Appendix for a reconciliation of reported to underlying EBITDA.

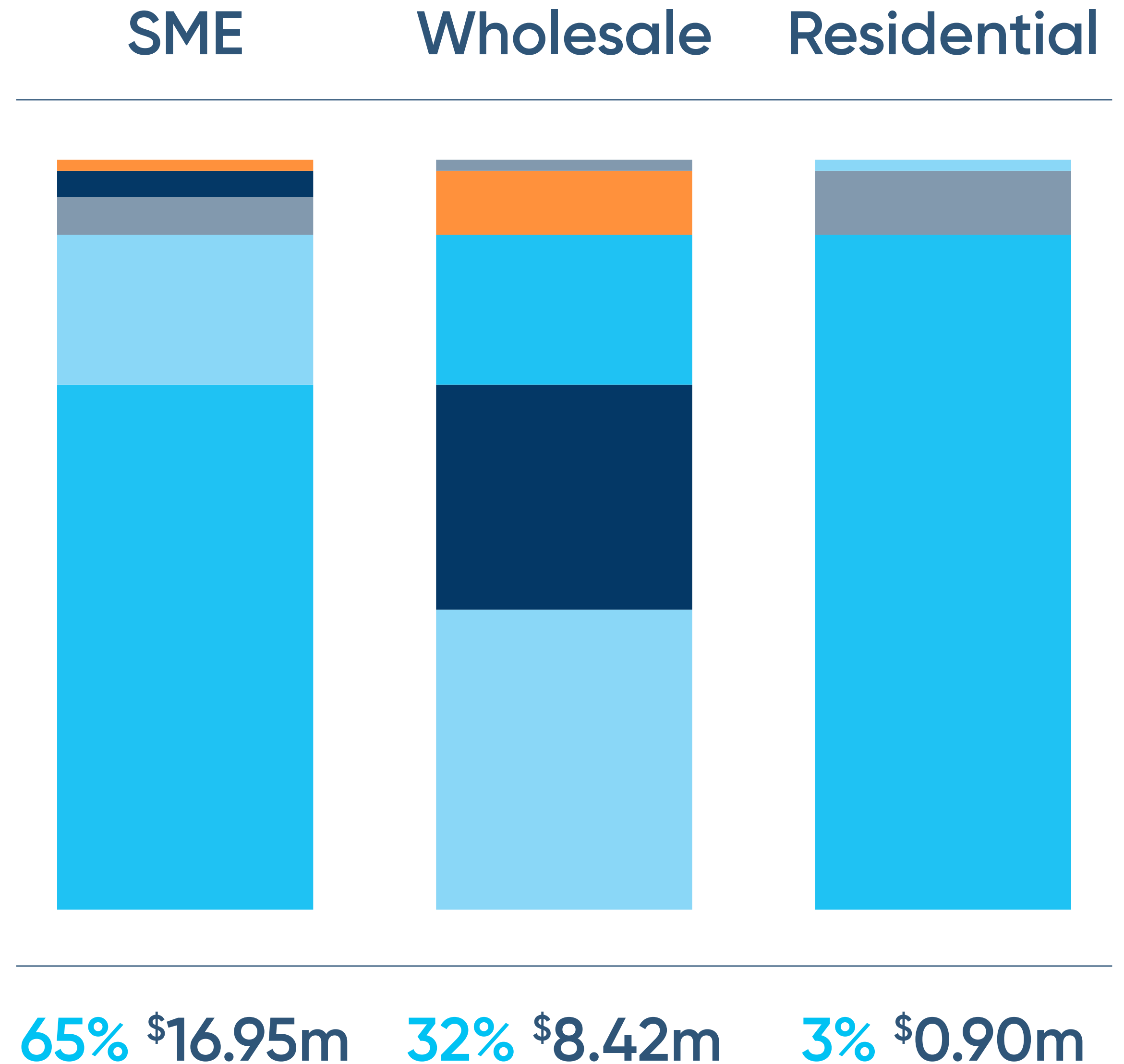
Note 2 → As at 31 December 2021

Revenue Stacks

→ As at Quarter 3
of Financial Year 2022

- Voice
- Data
- Mobile (Voice & Data)
- Hardware
- Other

Figures are unaudited and don't represent accrued revenue for the period. Data supplied are extracts from customer billing reports and may include charges in advance.

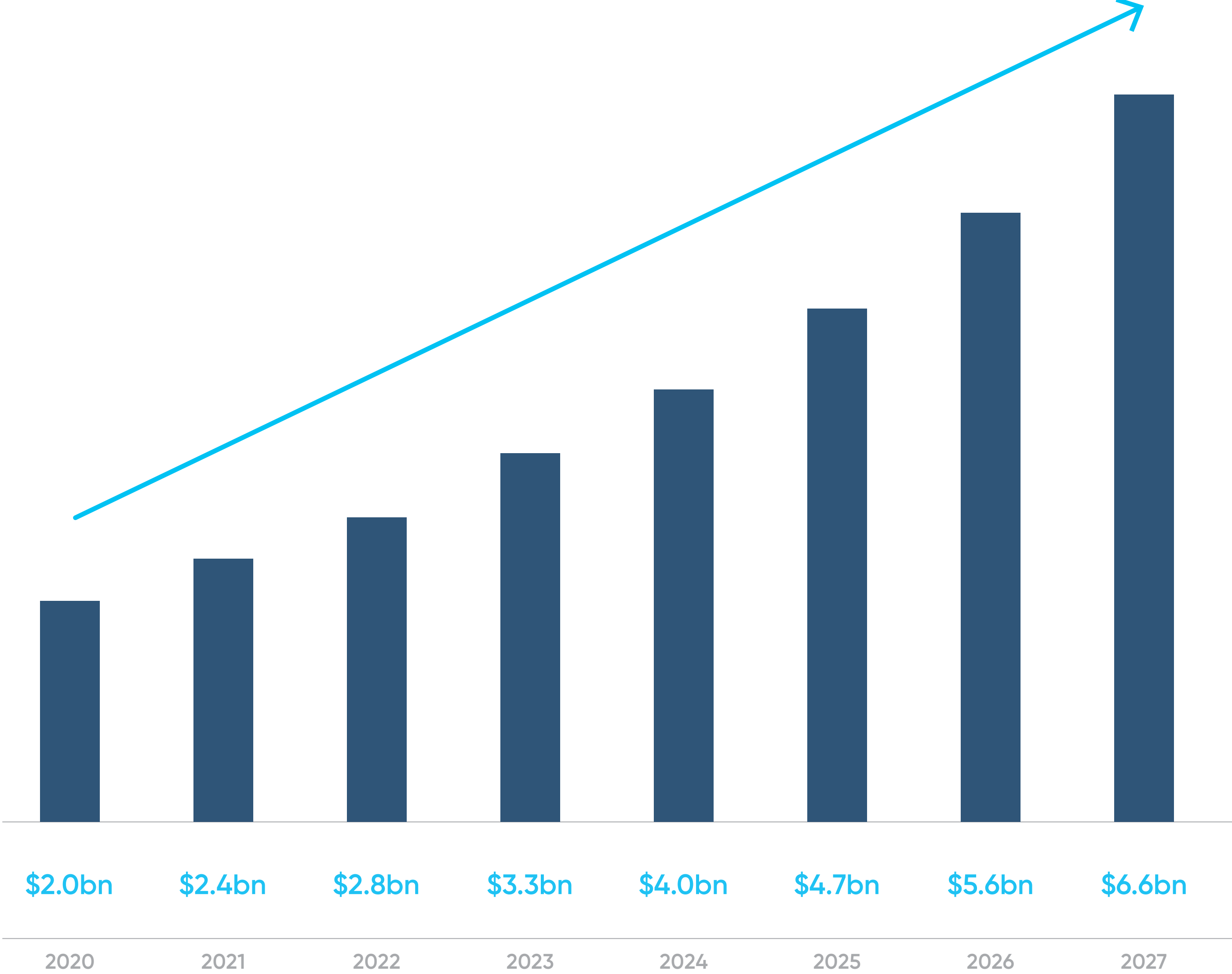


Growing Customer Demand in the Cloud PBX Market

18.6%
CAGR
2020-27

The APAC Virtual PBX market is set to grow substantially between 2022 and 2027.

Source → Business Market Insights, Asia Pacific Cloud Pacific Market to 2027

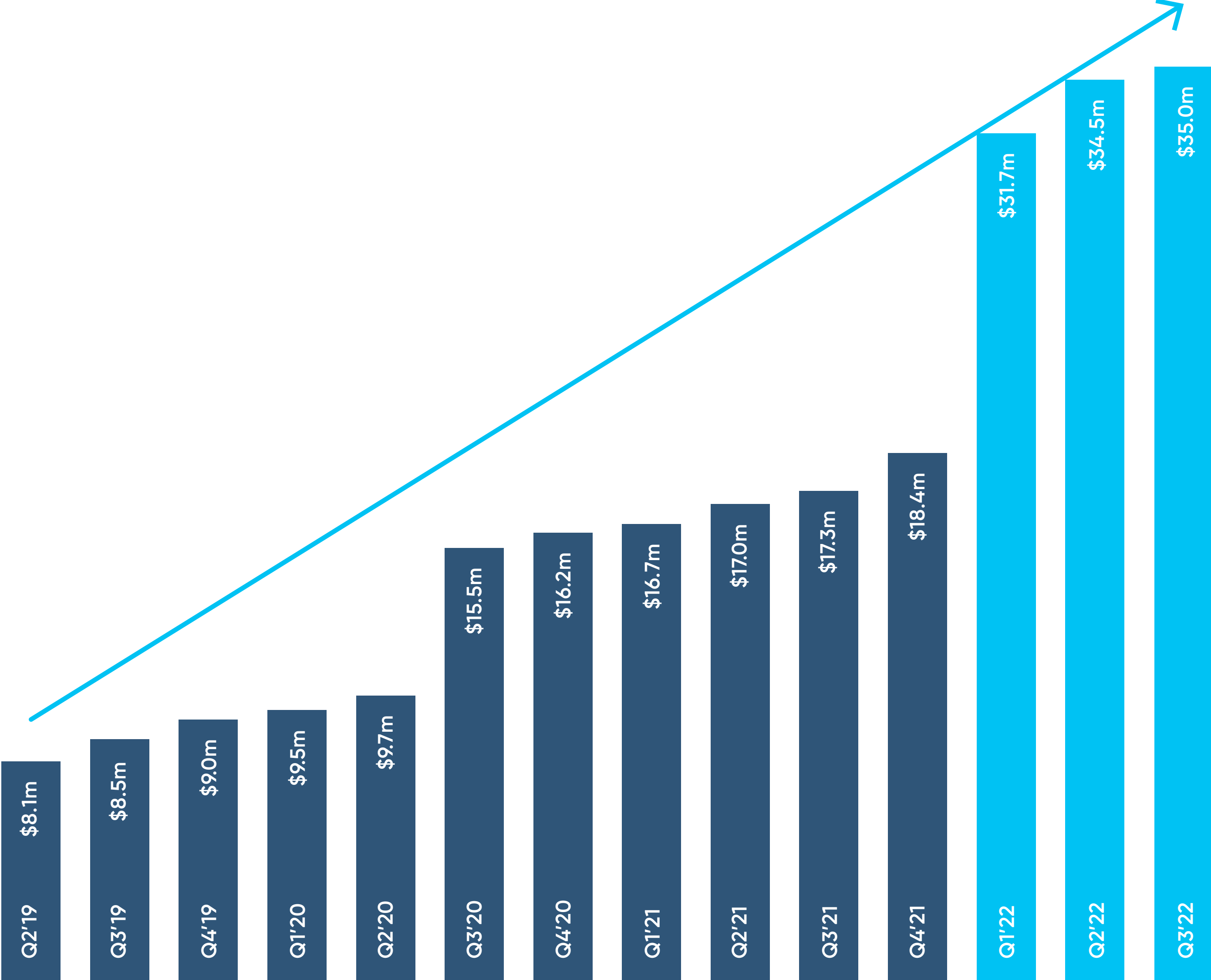


Strong Growth in Annualised Recurring Revenue (ARR)

62.1%
CAGR¹
2019-22

- Prior Financial Years
- Current Financial Year

Note 1 → Compound Annual Growth Rate (CAGR) calculated using Q2 of each respective financial year



Accelerating Growth

Through Selective Acquisitions:
Nextel, Voiteck & MNF Direct Business all acquired
since start of 2021

Through completing these acquisitions and delivering organic growth, in CY21 the Company doubled Vonex's base of annualised recurring revenue, on a full year basis, to \$35 million.

PBX Subscriptions

↑129%

SME Customer Growth

↑312%

Total Contract Value

↑25%

Nextel
Acquired
Feb 2021

46,274

Active PBX Users

~3,300

SME Customers

MNF DB
Acquired
Aug 2021

90,000+

↑94%

~8,500

↑157%

Voiteck
Acquired
Jan 2022

96,000+

↑7%

~9,500

↑12%




















Acquisition synergies driving ARPU growth

- The Direct Business customers have primarily been sold voice services accounting for 90% of CY20 revenue
- Significant opportunity exists to leverage the channel partner network to cross-sell and bundle products including NBN and mobility services
- This provides a strong platform for organic growth and further development of ARR
- By bundling additional products and cross-selling them into the Direct Business customer base, there is potential for significant growth in ARR

Our M&A strategy cross-pollinates our organic growth. We proactively cross-sell incoming customers to Vonex's wider range of products and services to grow wallet share and ARPU.

	Vonex	Direct Business	Difference
Customers who purchase Voice Services	90%	82%	8%
Customers who purchase Mobile Services	18%	4%	14%
Customers who purchase Internet Services	56%	27%	29%

Acquisition Integration Update

	Branding	Products	Team	Finance	Systems	Integration Date
Voiteck						Jun 2022
MNF Direct Business						Jul 2022
Nextel						Jun 2021
2SG						Sep 2021

H1 FY22 Financial Highlights



Sales Revenue

\$15.0m

\$8.9m H1 FY21

↑67%



Annual Recurring Revenue

\$34.5m

\$17.0m Q2 FY21

↑103%



Underlying EBITDA¹

\$3.3m

\$0.2m H1 FY21

↑1,550%



Net Debt

\$11.9m

31-Dec-2021



Cash at Bank

\$8.4m

\$3.6m 31-Dec-20

31-Dec-2021

Acquisition Health Check

H1 2022	Organic Growth	Acquired Growth
Retail & Wholesale	13%	54%
Total	67%	

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Q3 FY22 Operational Highlights

→ Retail Business

 Up 312%
year on year

9696

SME Customers

→ Wholesale Business

 year-on-year
growth

↑31%

NBN + 4G Backup

 year-on-year
growth

↑35%

Voice & PBX

→ Group Performance

 Up 96%
year on year

\$10.2m*

Quarterly Revenue


 Up 107%
year on year

100K

PBX Users

*Please note that these results are unaudited.

Outlook



Vonex continues to see a positive outlook for growth as the Company's customer base expands driven by strong market tailwinds.

- Complementary acquisitions are delivering high quality earnings, readily addressable synergies and improved scale in ARR, channel partners and profile.
- Vonex has built a strong platform to gain scale organically, targeting further growth in lead generation, brand awareness and average revenue per user (ARPU).
- Vonex is well placed to capitalise on its increased market presence, lower marginal cost base and capacity to realise cross-selling opportunities.
- Vonex continues to execute a disciplined M&A growth strategy for FY23, targeting profitable IT and telco businesses that offer potential for growth in revenue, profit and earnings per share through further product expansion, scale and cross-selling.

Board of Directors



Nicholas Ong / Non-Executive Chairman

Mr Ong was a Principal Adviser at the Australian Securities Exchange (ASX) and brings 15 years' experience in IPO, listing rules compliance and corporate governance. Mr Ong has developed a wide network of clients in Asia-Pacific region and provides corporate and transactional advisory services through boutique firm Minerva Corporate Pty Ltd. He is a member of the Governance Institute of Australia and holds a Bachelor of Commerce and a Master of Business Administration from the University of Western Australia.



Matthew Fahey / Managing Director & CEO

Mr Fahey is Vonex Telecom's Chief Executive Officer and joined the Board as Managing Director. Mr Fahey joined Vonex Ltd in 2013, through the Vonex Group's acquisition of iTrinity (IP Voice & Data) where he had served as Sales Director. Mr Fahey brings with him 20 years' extensive experience in building and managing telco companies having built a well-regarded reputation in the industry for channel partner programs as well as excellence in VoIP and Telco.



David Vilensky / Non-Executive Director

Mr Vilensky is a practicing corporate lawyer and the managing director of Perth law firm Bowen Buchbinder Vilensky. He has more than 30 years' experience in the areas of corporate and business law and in commercial and corporate management.

Mr Vilensky practices mainly in the areas of corporate and commercial law, mergers and acquisitions, mining and resources, trade practices and competition law and complex dispute resolution.



Jason Gomersall / Non-Executive Director

Mr Gomersall is a former Director of 2SG Wholesale and is the Founder, CEO and Managing Director of iseek Communications. Mr Gomersall has long been at the forefront of the telecommunications industry and the mobile phone market since being one of the foundation franchisees of the Optus World chain of retail stores in the 1990s.



Winnie Lai Hadad / Non-Executive Director

Ms Lai Hadad has expertise in change management, corporate governance, business process improvement and has been involved in listings on the Australian Securities Exchange. Ms Lai Hadad has been involved with both investments into China and out-bound investment from China. Her past roles include implementing Coca-Cola bottling strategies into Greater China and administering the first Chinese direct investment in an iron ore mine in the Pilbara Region of Western Australia.



Daniel Smith / Company Secretary

Mr Smith is a member of the Australian Institute of Company Directors, a Fellow of the Governance Institute of Australia and has over 11 years' primary and secondary capital markets expertise. As a director of Minerva Corporate, he has advised on, and been involved in, a significant number of IPOs, RTOs and capital raisings on both the ASX and NSX. His key focus is on corporate governance and compliance, commercial due diligence and transaction structuring, as well as ongoing investor and stakeholder engagement.



Contact Us →

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