

CIRRUS

Cirrus Networks Holdings Ltd

Next Generation National Managed Services Provider

Investor Presentation
FY23 Financial Results

PERTH | CANBERRA | MELBOURNE



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Who we are



Advisory Services



Pushing the transformation envelope - We engage our clients via a consultancy approach and push technology innovation specific for the industry type.

Business Strategy

Business Process

Project Management

Integration Services



Relentless market disruption - Staying on top of the emerging technology trends helps us stay ahead of competitors that are too slow to adapt, embrace and seize the available market.

Managed Services



Annuity focus - Providing longer term relationships, investment predictability and the opportunity for continuous service improvement.

Networks & Connectivity

Collaboration

Digital Transformation & Hybrid Cloud

Modern Workspace & Mobility

Apps, Data & IoT

Security Services



Key Priorities



1 Grow Managed Service Recurring Revenue

- Key-market focus 200–2000 seats
- Promote operational excellence and reference ability.

2 Expand transformation offerings for digital, data, AI and cloud

- Advisory agile approach
- Use Microsoft Gold, NVIDIA and other technology partners as a platform for growth.

3 Broaden Offerings for Cyber Security and Consulting Practice


- Leverage Defence Industry Security Program (DISP) certified Canberra secure NOC.

4 Accelerate Acquisition Plan

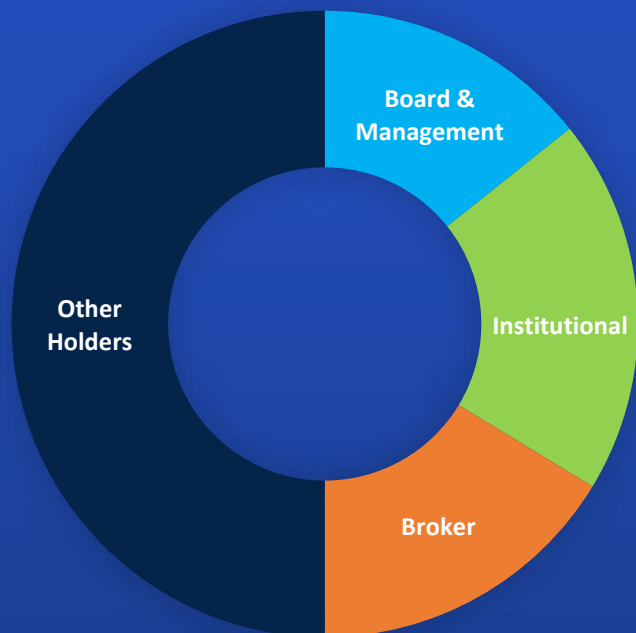
- Build out geographic diversity along with a Managed Service, Cloud and Security capability.



Growth Journey to Date

	2015	2016	2017	2018	2019	2020	2021	2022	2023
2012 CIRRUS FOUNDED	Cirrus lists on ASX and relocates to a new corporate office including state of art National Operations Centre (NOC).	New Strategic Focus pushing into IT Services.	Cirrus achieves Cisco Gold status and wins CRN Leader Award.	Major Managed Services Wins - Peter Mac, Crown and UWA. Cirrus awarded Cisco Enterprise Networking Partner of the year. New Offices in Vic and ACT.	Last year of the 5 Year Strategic Plan, moving from Product to Services model.	New WA Office in CBD. COVID-19 Business Strategy implemented.	Major Managed Services Win - Geoscience Australia. Security Practice Growth and Business Restructure.	Major Managed Services Win – Icon Water and ENI. NetApp Star Partnership. National growing team. Enviably client base. Well positioned in mid-market.	Nvidia Collaboration. Managed Service contract won in Federal Government.
Business 									
Acquisitions / Corporate Activity	Cirrus Acquires L7 in WA.	Cirrus Acquires VTS in ACT.	Cirrus Acquires NGAGE in Vic. Cirrus Acquires Correct Comms in ACT.				Cirrus restructure and turnaround launched.	Cirrus turnaround delivered with consecutive record halves.	Cirrus announce record FY23 results.

Top Shareholders



Capital Structure and Finance

Debt Free

CASH AT 30 JUNE 2023

\$13.9M

DEFERRED TAX ASSET

\$3.6m

AT 3 AUGUST 2023

SHARE PRICE 4.3c

MARKET CAP \$40.0M

BOARD OF DIRECTORS

Paul Everingham (Non-Executive Chairman)
Chris McLaughlin (CEO and Managing Director)
Daniel Rohr (Non-Executive Director)
Adam Waterworth (Non-Executive Director)

MANAGEMENT

Chris McLaughlin (CEO and Managing Director)
Matt Green (Chief Financial Officer)
Darren Grocott (Chief Solutions Officer)
Matt Shelley (Chief Technology Officer)
Helen Weightman (GM – Integration Services)
Paul Crockford (GM – Managed Services)

BROKER RESEARCH COVERAGE

Veritas
Euroz Hartleys

FY23 Financial Highlights

	FY23	FY22
Revenue	 \$112M UP 8%	\$104M
Gross Margin	 \$16M UP 14%	\$14.1M
Adjusted EBITDA	 \$4.8M UP 127%	\$2.1M
Cash from Ops	 \$5.4M UP 80%	\$3.0M
Net Cash at 30 June	 \$13.9M UP 45%	\$9.6M

FY23 Highlights

Continue to drive a balanced, growing and profitable business

- Strong revenue (8%) and margin (14%) growth continues across all income types
- A solid pipeline of Managed Service opportunities, including:
 - > New win in Federal Government
 - > Positive on a number of renewals
- Developing skillsets and new revenue lines in security, automation and cloud
- New AI collaboration with NVIDIA
- Strong customer engagement in all markets with ongoing high demand
- Cost stewardship and efficient process delivering 4th straight year of reduced overheads
- Enhanced business systems continue to deliver heightened view of business metrics and performance

Strong Debt-Free Balance sheet maintained

- Record Net Cash at 30 June \$13.9m
- Record cash from operations of \$5.4m
- Strong Balance Sheet with no borrowings
- Efficient working capital model, net working capital improvement in line with trading outcomes
- Average DSO solid
- Deferred Tax Asset - \$3.6m

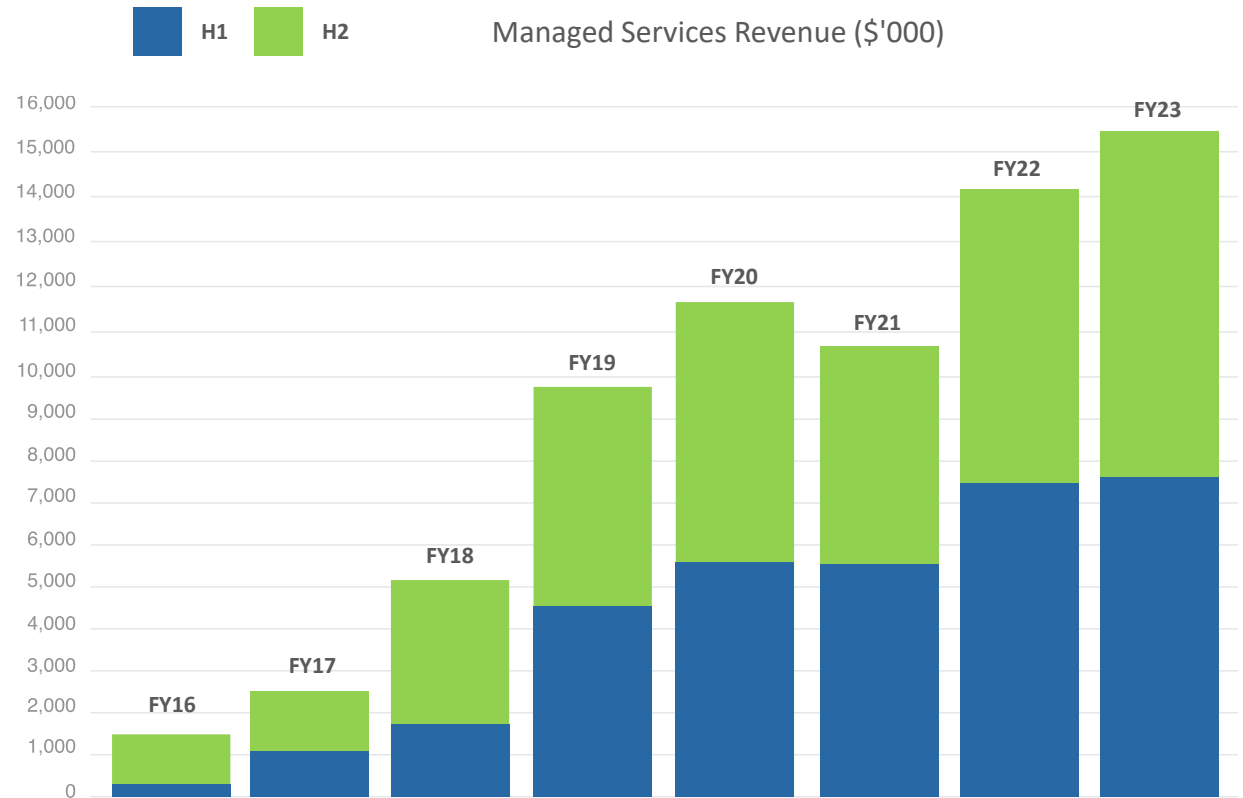
Managed Services Focus

Overview

- Multi-year higher margin reoccurring revenue contracts
- Cloud & DC, niche managed services, outsourcing and XaaS, Maintenance/Asset Management
- Australian based National Operations Centres with location-based support including Canberra state-of-art Secured NOC
- Average margin at circa 35%
- Provides a stream of complementary adhoc IT solution projects

FY23

- Successful transition new ENI contract
- Icon project progressing well but behind original schedule – MS expected to commence from Q1FY24 and increasing throughout FY24
- Continues to grow with strong pipeline across the country



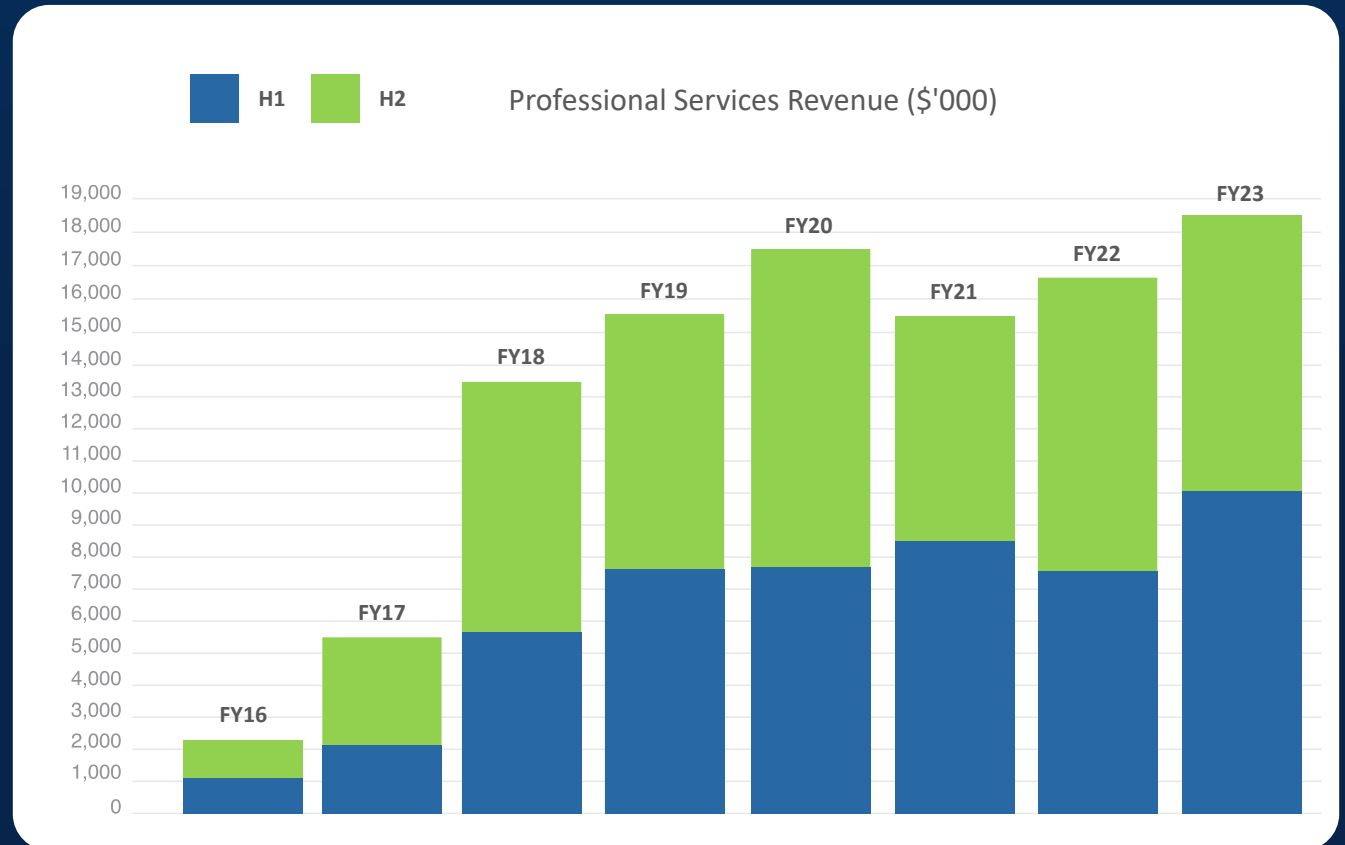
Professional Services

Overview

- IP Consulting, architecture, integration and support services
- Continued strategic focus
- Margins average 16% - 18%
 - > labour market headwinds easing
 - > Expect small incremental margin improvements
- Upside of fixed price contracts

FY23

- Trends of H1 continue into H2
 - > Strong demand for labour resources
 - > Pandemic challenges while easing continue in both access to and cost of labour
- Headwinds caused squeeze in margins
- WA continues to be strong with ongoing work with bluechip resource companies
- Executing on a solid pipeline of work in Canberra



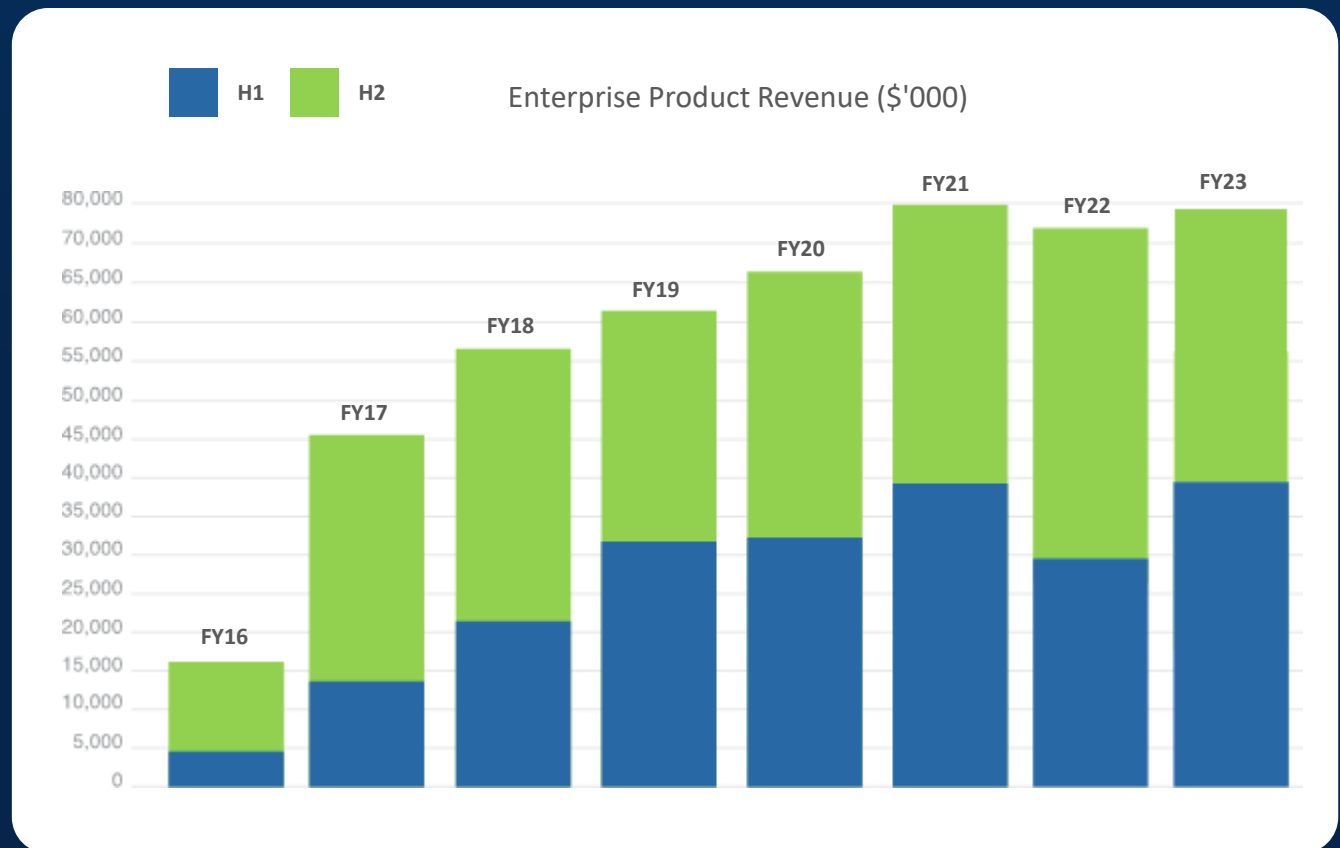
Enterprise Product

Overview

- Enterprise level product resale, both hardware and software
- Integral in full-service solutions-based IT provider
- Tier 1 vendors and technical knowledge support and integration
- Average margins 8% - 10%, lower margins as we move into larger enterprise deals
- Transitioning business to services growth with less underlying reliance on product margin

FY23

- High calibre national Enterprise Sales team continue to drive opportunities
- Pandemic related supply chain challenges continued to ease through FY23
- Margins continue to be under pressure in competitive commoditised space and shift to Enterprise
- 25% of Enterprise Product sales in renewal based software licencing and support – expect to see that shift continue
- Solutions focused to drive greater value in related services

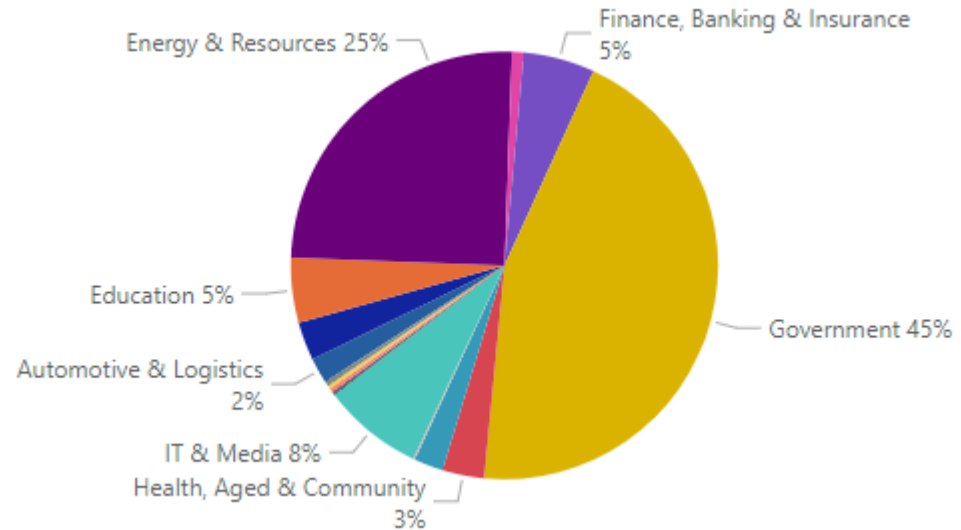


Industry Sectors and Clients

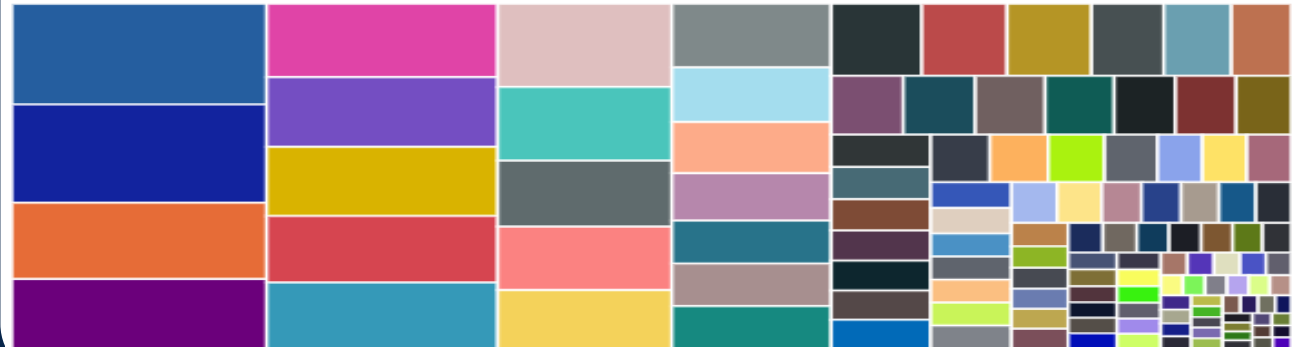
Spread of clients in key sectors continues

- Cirrus continues its strong position in Government and Resources consistent with business trends
- Significant growth opportunities and new logos
- We remain focused on growth Nationally across services
- Positioned for expansion in a number of large corporate and government clients.

Revenue by Sector



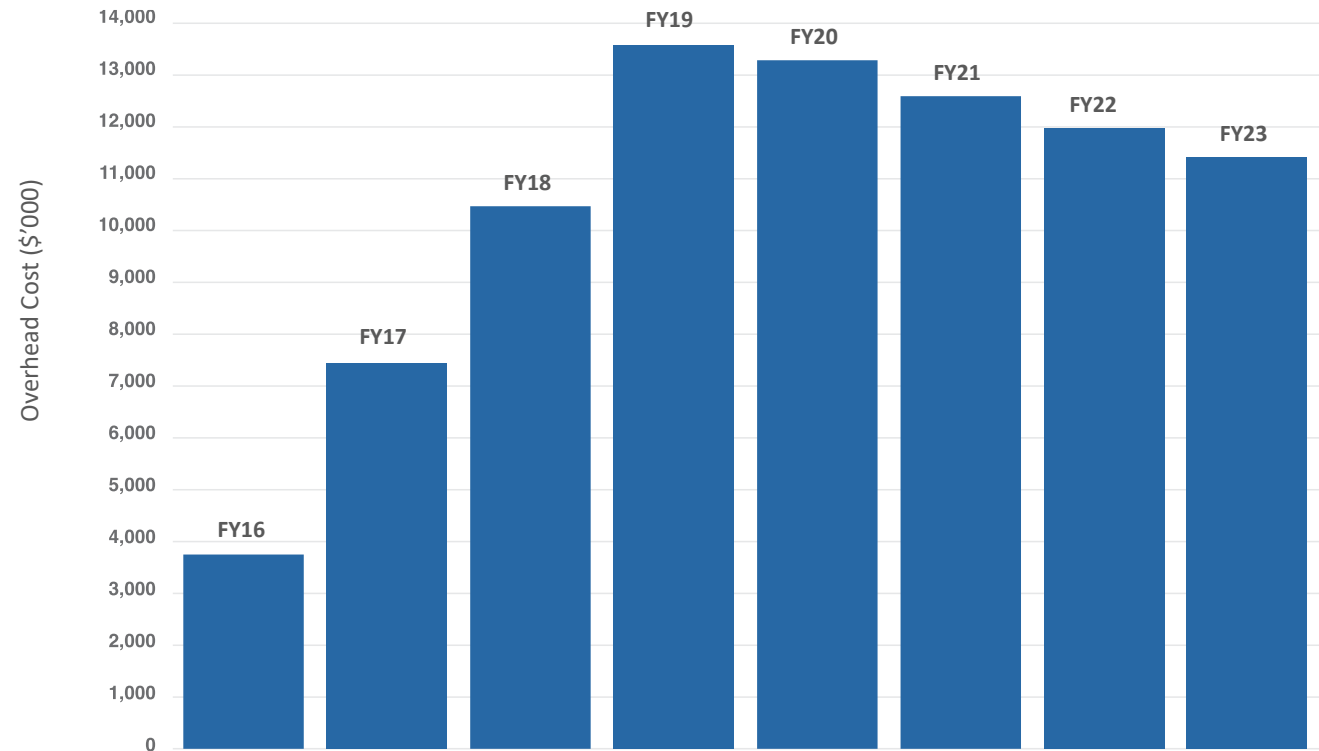
Revenue by Customer



Cost Management

Efficiency focus maintained

- Cost stewardship and efficient process delivering 4th straight year of reduced overheads
- Benefit of CirrusWay business systems powered by Netsuite/OpenAir driving lower cost base
- Overheads at sustainable level to drive business growth



Our Partners

Connectivity & Collaboration



AI, Analytics, Reporting & IoT



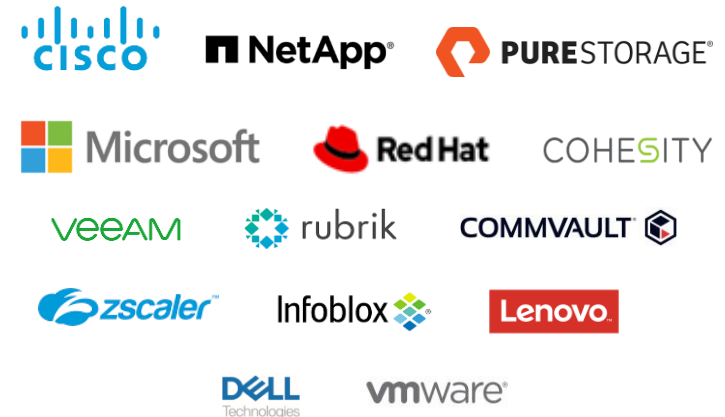
Security



Cloud



Hybrid Cloud Centre



National Technical Practices

100+ Trained Engineers

Networks

Route, Switch, Wireless and Firewalls

Collaboration

Telephony, Video, Meetings and Teams

Cyber Security

Multi-domain information security

Hybrid Cloud

Storage, Compute, Automation and Cloud

Our Customers

ACT



Western Australia



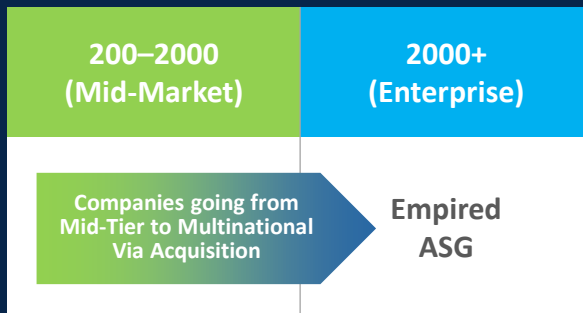
Victoria



Company Positioning

Cirrus is a market leader in
Mid-Market Managed Services

- ✓ Strong Competency
- ? Not key element for the market segment



CLIENT SEGMENT	 0–200 (Small/SME)	 200–2000 (Mid-Market)	 2000+ (Enterprise)
AGILITY	✓	✓	?
AUSTRALIAN SOVEREIGNTY	✓	✓	?
VALUE	✓	✓	✓
CAPABILITY	?	✓	✓
SUSTAINABILITY	?	✓	✓
Competitive Advantage in the client segment	Small Niche Startup	Cirrus Networks	Multinationals

Business Capabilities

Legend

- Partner
- Future or Building Capability
- Strong Presence and Capability



National Offices

1800 549 616

ACT



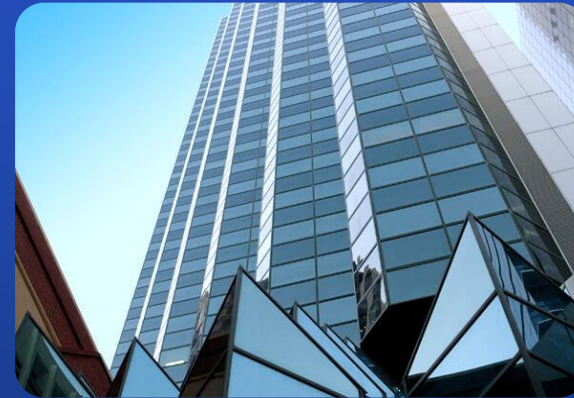
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