

1H FY25 Results Presentation



27th February 2025



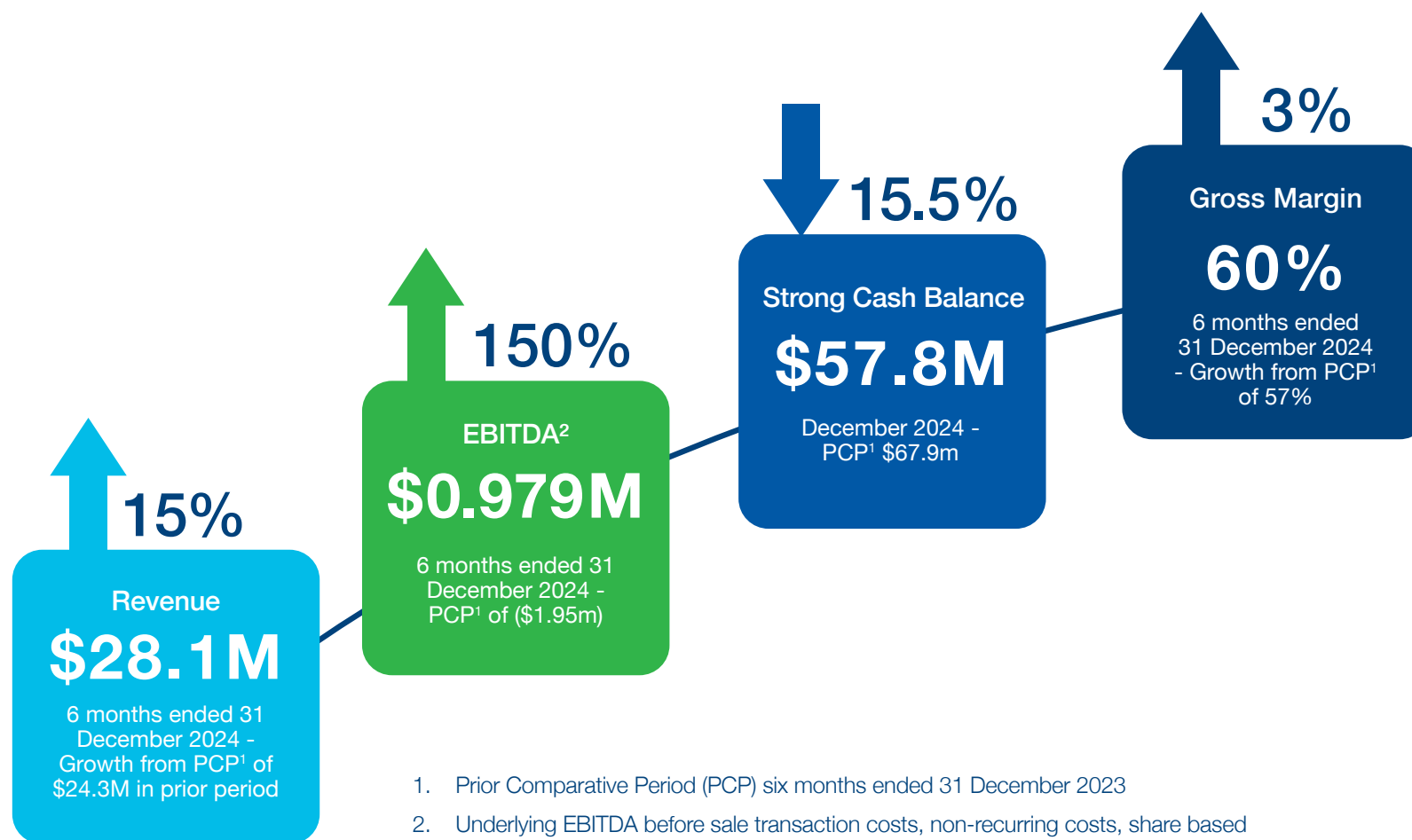
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FY25 First Half Financial Results – Continued Growth



1. Prior Comparative Period (PCP) six months ended 31 December 2023
2. Underlying EBITDA before sale transaction costs, non-recurring costs, share based payments expenses and loss on remeasurement of assets held for sale

Key Strategic and Financial Growth Highlights

The key strategic and financial growth highlights for the half-year ended 31 December 2024 were as follows:

- Strong cash position of \$58 million at 31 December 2024.
- Revenue and other income from continuing operations of \$28.1 million, representing growth of 15% compared to the prior comparative period (PCP).
- Revenue growth was experienced in all key segments, Cloud 20.5%, Data Centre 53% and Managed services 43% assisted by the Security Shift Acquisition.
- EBITDA from normal operations of \$0.979m an increase of 150% on the PCP.
- Appointment of Mr Hugh Robertson to the Board of 5GN.

Profit & Loss - 1H FY25

	Dec-24	Dec-23	Change - PCP	
	\$M	\$M	\$M	%
Revenue				
Cloud	4.17	3.46	0.71	20%
Network & Voice	3.77	3.71	0.06	2%
Data Centres	6.45	4.20	2.24	53%
Managed Services	8.51	5.98	2.53	42%
Hardware & Software	3.60	3.74	(0.14)	(4%)
Digital Marketing	-	1.35	(1.35)	(100%)
Other Income	1.57	1.94	(0.37)	(19%)
Total Revenue and Other Income	28.07	24.38	3.69	15%
Gross Profit	16.73	13.94	2.79	20%
Gross Margin	60%	57%	-	3%
EBITDA pre non-recurring costs	0.98	(1.95)	2.93	150%
EBITDA margin	3%	(8%)	-	11%
Non-operating items	(4.91)	(7.30)	2.39	33%
EBITDA after non-recurring costs	(3.93)	(9.25)	5.32	58%
Depreciation & amortisation	(0.67)	(3.74)	3.07	82%
Net interest	0.86	(2.02)	2.88	143%
Loss before tax	(3.74)	(15.00)	11.27	75%





















- Revenue and other income of \$28.1m increasing by 15% on PCP. Strong organic growth in Data centre 53%, managed service growth through Security Shift income 42% and project work.

- Revenue offset by digital marketing exit, reducing overall revenue by \$1.35m

- Gross Margin increased 60% an improvement of 3% on PCP

- Net Profit after tax of \$6.3m

Revenue and Margin by Product

		Dec-24 \$M		Dec-23 \$M		% Change	Actual Margin %	Incremental Margin %
Cloud		4,173		3,464		20.5%	60%	75%
Network & Voice		3,774		3,712		1.7%	5%	80%
Data Centres		6,447		4,204		53.4%	20%	80%
Managed Services		8,508		5,977		42.3%	30%	35%
Hardware and Software		3,597		3,737		(3.7%)	15%	15%
Other Income		1,570		1,940		(19.1%)		
Total		28,069		23,034		21.9%		

5GN operates in Retail, Enterprise and Wholesale customer segments

Customer Segments (\$M)	Dec-24	Dec-23	Change	Change in %
Enterprise	19.53	18.34	1.19	7%
Wholesale	6.97	4.11	2.86	70%
Total Revenue	26.50	22.44	4.06	18%

Services / Segment	Domains	Cloud, Email & Webhosting	Data Centre	Networks & Voice	Managed Services	Hardware & Software	Cyber Security
Enterprise		✓	✓	✓	✓	✓	✓
Wholesale		✓	✓	✓		✓	

Services provided to each customer segment:

- **Enterprise:** cloud hosting, cyber security, data centre, networks and voice, IT managed services, hardware and software and digital marketing products and services provided to enterprise and government customers
- **Wholesale:** cloud hosting, data centre, networks and voice products and services provided to wholesale

Cashflow - 1H FY24

	24-Dec \$M	24-Jun \$M	Change \$M	Change %
Receipts	28.74	52.49	(23.75)	(45%)
Payments	(31.14)	(53.85)	22.71	42%
Net Interest Paid	1.40	(1.15)	2.55	222%
Underlying Operating Cashflow	(1.00)	(2.51)	1.51	60%
Restructuring, acquisition and transaction costs	(0.83)	(7.38)	6.55	89%
Operating Cash Flows	(1.83)	(9.90)	8.06	81%
Sale of Domains Business	-	107.42	(107.42)	(100%)
Net Cash - Other Acquisitions/Investments	-	(1.50)	1.50	(100%)
Increase in pledged bank deposits	-	(4.75)	4.75	(100%)
Capex	3.25	0.48	(3.73)	782%
Other investing cashflows - AUCyber	(1.94)	-	(1.94)	100%
Investing Cash Flows	(5.19)	101.65	(106.84)	(105%)
Proceeds from shares/options	-	0.14	(0.14)	(100%)
Net borrowings	-	(28.00)	28.00	(100%)
Payments for share buyback	(4.56)	-	(4.56)	100%
Other financing cash flows	(1.82)	(2.01)	0.19	(10%)
Financing Cash Flows	(6.37)	(29.87)	23.50	79%
Net Cash Flows	(13.39)	61.88	(75.27)	(122%)

- Purchase of AUCyber shares \$3.25m representing 11%. Current ownership now 89.7%

- Share Buy back of 10% of the issued shares \$4.56m

- Cash at bank \$58m







Balance sheet – 1H FY24

	Dec-23 \$M	Jun-23 \$M	Change
Cash and cash equivalents	54.94	64.99	(10.05)
Restricted cash	2.93	2.93	-
Trade and other receivables	4.32	0.52	3.80
Contract assets	0.66	-	0.66
Other current assets	3.79	0.87	2.92
Assets classified as held for sale	-	31.28	(31.28)
Total Current Assets	66.64	100.58	(33.95)
Intangible assets	2.89	-	2.89
Property, plant and equipment	10.29	-	10.29
Right-of-use assets	6.35	-	6.35
Investments	3.36	0.73	2.64
Other non-current assets	-	0.43	(0.43)
Total Non-Current Assets	22.89	1.15	21.74
Trade and other payables	7.51	5.02	2.48
Lease Liabilities	3.36	-	3.36
Employee benefits	2.01	-	2.01
Provision for income tax	4.44	14.35	(9.91)
Contract liabilities	0.44	-	0.44
Other liabilities	0.99	-	0.99
Other financial liabilities	1.91	-	1.91
Liabilities directly related to assets classified as held for sale	-	29.75	(29.75)
Total Current Liabilities	20.66	49.13	(28.46)
Lease liability	9.76	-	9.76
Employee benefits	0.34	-	0.34
Total Non-Current Liabilities	10.09	-	10.09
Net Assets	58.77	52.61	6.16

- Cash at Bank \$58m
- Provision for income tax decreased by \$10m
- Net Assets \$59m

Product Offering

5GN services more than 2,500 Government, enterprise, wholesale, and small and medium business (SMB) customers across Australia and New Zealand. With 170 employees we seamlessly provide a range of cloud enabling solutions to businesses which consist of the following:

Cloud		Email and 0365		Web Hosting		5GN Private Cloud		
Data Centre		Co-location		Bare Metal		5GN CloudPort		
Data Networks		National MPLS network		National Links	International Links	Dark Fibre		
Managed Services		SharePoint	0365	Consulting	Design	Network & Infrastructure	End User Support	
Security		Cyber consulting		SaaS	ISO & ISM Audit		PCI-DSS	
Hardware & Software		Cisco	Juniper	Dell	EMC	Microsoft	VMware	Citrix

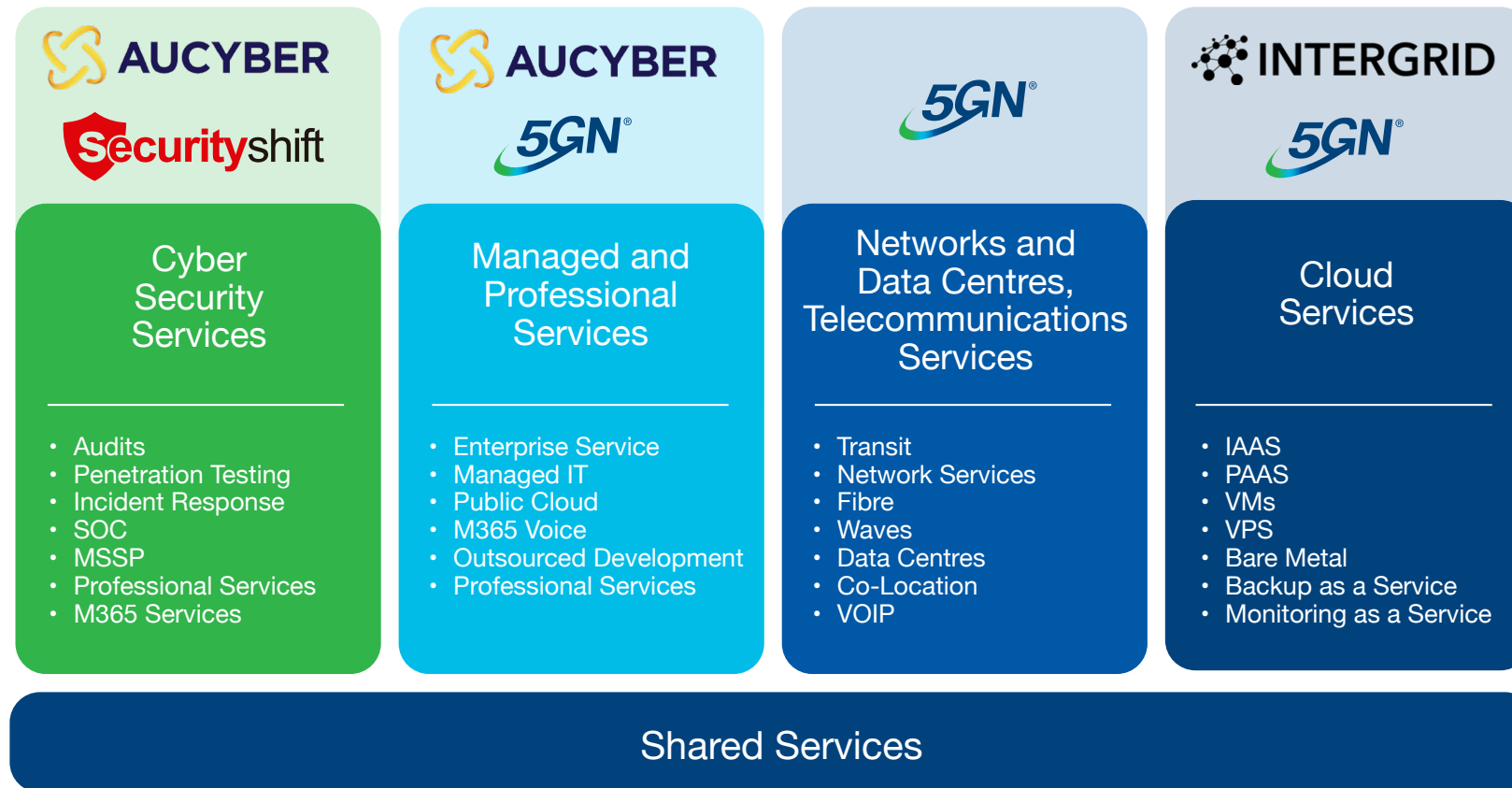
5GN is one of the largest Australian owned operator of Fibre Networks, Cloud and Data Centres

About AUCyber CYB.ASX

- AUCyber (ASX: CYB) is an Australian publicly listed provider of cyber security solutions, sovereign cloud infrastructure, managed IT services and consulting.
- AUCyber provides mission critical support to Australia's leading enterprise organisations and governments. Leveraging sovereign cloud infrastructure and adhering to the highest security standards,
- AUCyber ensures the reliability of data, systems, backup, managed IT and cyber security services.

Segment Revenue & Earnings	Cloud \$	Cyber \$	Other \$	Total \$
31 Dec 2024				
Segment Revenue	7,038,878	5,110,603	-	12,149,481
Segment Underlying EBITDA	(282,439)	109,657	(1,563,869)	(1,736,651)

5GN Strategy



5GN Owned and Operated Network Infrastructure



Thank you

For further information contact

Joe Demase
Managing Director
jd@5gn.com.au
1300 10 11 12

