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Goldman Sachs Small and Mid Cap Conference

Ken Sheridan – CFO and Executive Director



An established business with over 34 years experience selling industry-leading data communications devices through the wireless evolution

Unique engineering capabilities and high profile partnerships

Substantial software offering delivered within a hardware platform



STABLE DOMESTIC CONSUMER BUSINESS, GLOBAL M2M TO DRIVE GROWTH



Broadband Business

Restricted to Australia and New Zealand.
Encompasses sales of primarily:

- Consumer grade ADSL/VDSL and 3G routers to internet service provider's, Telco Carriers such as Telstra and Vodafone NZ and retailers such as Officeworks
- Powerline devices to FOXTEL
- ADSL Filters to Telstra

Global M2M and Fixed Wireless

The M2M and Fixed Wireless has a global reach and includes sales to:

- nbn (via Ericsson)
- USA Carrier
- Substantial international opportunities
- Direct customers in Australia, North America, Middle East, Europe/UK, South Africa and Japan



OUR GLOBAL GROWTH STRATEGY

- Key focus on “first to Market” Fixed Wireless position
 - ✓ nbn Australia
 - ✓ USA Carrier
 - ✓ Overseas opportunities via coat-tail partners
- Actively pursue “pain points” in M2M
- Customise solutions to meet individual customer requirement
- Customer “stickiness” and “technology refresh”
- Open systems approach: Allow “best of breed” partnerships
- Invest appropriately in product development and sales to fund growth

WELL FUNDED TO DRIVE GLOBAL GROWTH

Recently completed heavily oversubscribed \$50m placement to fund:

- additional investment in engineering (R&D) resources
- additional investment in sales & marketing, customer relationship management and support resources
- additional infrastructure to deliver existing contracts given their ramp-up
- enhanced capabilities to progress new global fixed wireless opportunities already in the Company's pipeline
- development and acceleration of a number of major projects
- repayment of existing debt facility
- general working capital needs of the business

Currently undertaking Share Purchase Plan of up to \$10m



FIXED WIRELESS



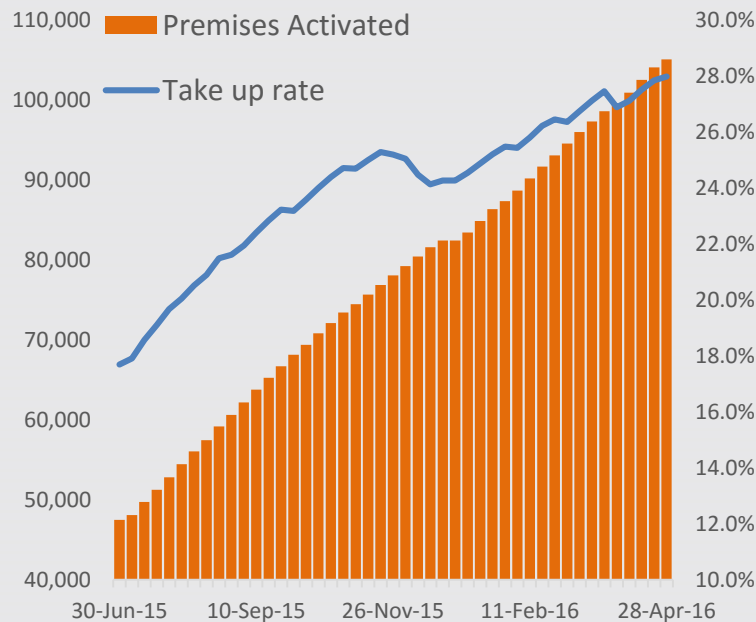
FIXED WIRELESS AUSTRALIA



Continued ramp up in the Ericsson/NBN contract rollout, with substantial future volume increases anticipated

ERICSSON/NBN FIXED WIRELESS ROLL-OUT

Pace of installation of rural broadband devices is increasing



- Fixed wireless coverage increased by 107k premises since June 2015 to be at 376k premises at 28 April 2016
- Fixed wireless take up rate increased from 18% at 30 June 2015 to be at 28% at 28 April 2016
- 105k premises have activated fixed wireless connections as at 28 April 2016

Source: nbn



THE GLOBAL OPPORTUNITY IN FIXED WIRELESS

FIXED WIRELESS IS A HUGE OPPORTUNITY

\$80 billion
worldwide

BCG

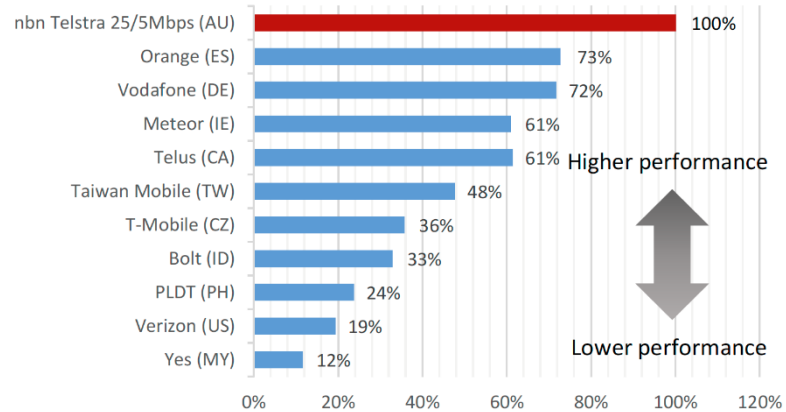
THE BOSTON CONSULTING GROUP

OVUM RESEARCH: NBN RURAL BROADBAND BEST IN WORLD

Ovum's Global Comparison of Fixed Wireless concluded:

- nbn's fixed wireless product outperforms international peers across a range of metrics.
- The nbn product is technically superior to its peers.
- nbn's fixed wireless products are made available at affordable prices

Composite score for data allowance, download speed and price per GB



Source: Ovum Fixed Wireless Broadband: A Global Comparison 10 July 2015

NETCOMM WIRELESS HAS THE EXPERTISE IN FIXED WIRELESS

A “compelling event”: PSTN (copper line) shut down

- Carriers around the world have indicated that they are going to shut down the use of copper lines - this impacts fixed line (ADSL) broadband
- The standard replacement is fibre in “built up areas” which cover 90% of customers
- For the remaining 10%, being regional and rural customers, Boston Consulting Group concludes that fixed wireless is the best solution
- Carriers to announce a plan to shut down their copper networks include AT&T and Verizon in the USA

NTC’s expertise gained in delivering the Ericsson/NBN fixed wireless solution is being sought after to address the “last 10%”

We are leveraging our experience gained in our local market to provide services to international markets

MAJOR FIXED WIRELESS CONTRACT WIN IN USA IN NOVEMBER 2015

Master Purchase Agreement signed with one of the two largest USA based telecommunications carriers

- Agreement to supply fixed-wireless devices required to connect households and businesses to a fixed-wireless rural broadband network which will be build by that carrier
- A key milestone in NTC's global growth strategy for Fixed Wireless
- Building on the success to date with Ericsson where we are delivering a similar service to Australia's National Broadband Network



ACTIVELY PURSUING GROWTH OPPORTUNITIES

FIXED WIRELESS OPPORTUNITIES

Actively pursuing “substantial” fixed wireless opportunities globally

- Significant focus on North America and Europe
- Projects involve “substantial” volumes and leverage off our demonstrated expertise from the Ericsson/NBN contract
- Recent Master Purchase Agreement with a large USA based telco highlights NTC’s strong global market position



OTHER SIGNIFICANT GROWTH OPPORTUNITIES

FTTdp and CableTTdp for Network Operators

- With the replacement of copper networks with fibre and HFC cable, there is a large opportunity to deploy Fibre To The Distribution Point (“FTTdp”) and Cable to the Distribution Point (“CTTdp”). This requires a device that “connects” fibre or cable which is deployed down a street to the copper line that enters the customers premises
- This type of technology provides high speed connectivity at an affordable price and can be deployed much faster than fibre all the way to the home
- nbn currently has a tender process underway in respect of FTTdp
- These are large volume global opportunities

M2M BUSINESS

Global opportunities

- Globally focussed
- Continue to pursue specific customer “pain points” where we see the greatest opportunity, avoiding crowded markets
- Targeting high volume opportunities where customers require a customised device
- Our “coat-tail” partnerships are critical



OTHER SIGNIFICANT GROWTH OPPORTUNITIES IN AUSTRALIA

Technology refresh opportunities

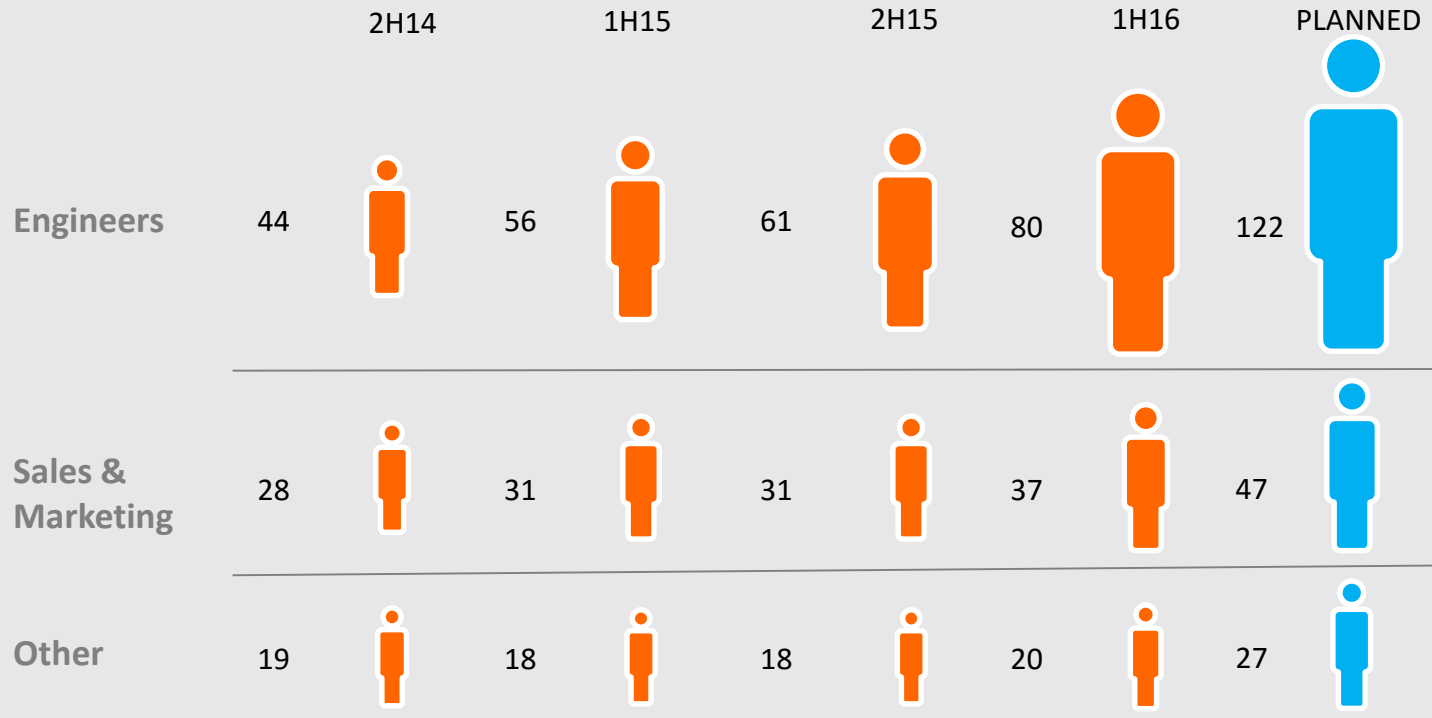
- With the rollout of nbn, all ADSL devices will be replaced. Over 8.5 million devices.
- Great opportunity for NTC's VDSL2 devices which have been “field proven” in NZ



INVESTING TO GROW

INVESTING IN M2M and RBB CAPABILITIES

- Investments into our people and infrastructure are generally made a year ahead of revenue generation.





**WELL POSITIONED TO DRIVE STRONG
FUTURE GROWTH**

FY16 – SIGNIFICANT INVESTMENT UNDERPINNING ATTRACTIVE LT OPPORTUNITIES

Expect to achieve following results for the year ended 30 June 2016 (FY16):

- Revenue of approximately \$85m, up 14.4% on FY15
- EBITDA of approximately \$6.4m, down slightly on FY15:
 - \$4.3m investment in staff, skills and infrastructure to deliver on the substantial growth opportunities available, and
 - \$0.7m non-cash accounting expense associated with Share Appreciation Rights
- Underlying EBITDA¹ of \$11.4m, up 25.3% on FY15's result of \$9.1m

(1) Before investment in staff, skills and infrastructure and non-cash Share Appreciation Rights expense

The expected results for FY16 outlined above are based on unaudited management accounts. NetComm Wireless intends to release its audited FY16 results on 19 August 2016

KEY PRIORITIES

- Focus on Fixed Wireless sector both internationally and locally where NTC has a world leading position and demonstrable expertise
- Obtain formal technical approval in respect of the new USA fixed wireless contract
- Deliver additional revenues from growing Ericsson/nbn fixed wireless demand
- Continue to build partnerships with key industry and telco players
- Deliver new products from Engineering pipeline, with applicability to overseas markets
- Grow M2M revenues in overseas markets with focus on “pain points”

SUMMARY

- Increasing investment in people and infrastructure to underpin long term growth
- Master purchase agreement signed with one of two largest US telcos for fixed wireless regional broadband solution
- Increasing pace of Ericsson/nbn contract rollout
- Pursuing multiple attractive fixed wireless growth opportunities
- Well placed to continue growing:
 - FY17: further ramp-up of Ericsson/nbn contract rollout and start of US regional broadband revenues + new contract wins
 - FTTdp and CTTdp opportunities being pursued



QUESTIONS