

Secure. Sustainable. Scalable.

Annual General Meeting Managing Director and CEO Presentation

24 November 2023



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Board of Directors

Our Board has extensive experience leading some of the most successful companies in Australia.



James Joughin

Chairman



Julian Challingsworth

Managing Director & CEO



Greg Ridder

Non-Executive Director



Lynn Warneke

Non-Executive Director



Elie Ayoub

Co-CEO Nexgen & Executive Director

Executive Team

Our executive team has extensive experience across cyber security, managed services and IT&T



Julian Challingsworth
Managing Director & CEO



Paul Miller
Chief Financial Officer



Zoe Rosenwax
Head of People



Nathan Knox
Chief Operating Officer



James Harb
Co-CEO Nexgen



Elie Ayoub
Co-CEO Nexgen & Executive Director

Overview

Spirit Technology Solutions provides services and solutions that enable organisations to:

Secure

- Strengthen their security posture to match the constantly changing cyber threat landscape.

Sustainable

- Leverage intelligent, clean technologies to measure and reduce their carbon footprint, achieve net-zero targets, and potential cost savings.

Scalable

- Remain ahead of the curve and accelerate their digital transformation by adopting agile technology solution that can easily adapt to changing business needs and deliver their ROI goals for technology investments.



Our trajectory

Our past

Spirit was a provider of fixed wireless infrastructure and IT Services including high-speed internet, security, cloud, mobile, voice and managed services.

February 2022: introduction of Spirit 2.0 to focus on providing modern and secure digital workplaces.

June 2022: Spirit completes the sale of its wholesale fixed wireless assets, reducing debt by \$13 million.

October 2022: Spirit Transfer Consumer ISP to complete transition from B2C to B2B business model.

June 2023: Managed Services Restructure program reduces labour cost by \$12 million annualised as part of 'Shrink to profit' restructuring program and offboard customers from proprietary products with low margin to higher-margin solutions

September 2023: Planned completion of integrated technical backbone, getting all key business units onto one ERP platform to support future growth.

Where we are now

Spirit currently focuses on providing secure digital workspaces with three key offerings:

Managed Services (IT&T) – a comprehensive range of managed IT and professional services to SMB and mid-market customers.

Cyber Security – specialist cyber managed services and industry leading solutions to corporate and enterprise customers

Collaboration and Communication – voice solutions, data and office technology for small business.

Where we are going

Spirit is moving toward becoming one of Australia's leading providers of modern and secure digital workplaces via the following services:

Secure: Helping companies create a secure organisation and reduce risks through our Cyber Security solutions.

Sustainable: Working with our partners Cisco and Microsoft to provide companies with smart networks, IoT devices and carbon reporting and management models to help reduce their carbon footprint.

Scalable: We help businesses to be scalable at low cost through our smart infrastructure solutions.

Our go-to market strategy

As a business with a national footprint, a skilled team and key partnerships, we are well positioned to help organisations solve the key challenges they face.

The market is asking for solutions that improve their resilience to cyber attacks, climate change and are responsive to challenging business conditions.

Spirit's 7,000+ customers are benefitting from integrated solutions that deliver measurable business outcomes.

We believe this strategy will drive the growth of the business and deliver much better returns for our investors.



Key FY23 highlights

- Group audited FY23 Revenue of \$127M and Underlying EBITDA of \$5.2M achieved as previously guided and in line with unaudited results
- New go-to market strategy of Secure. Sustainable. Scalable launched
- 300+ new clients and 4 new partnerships secured as at 30 June 2023, delivering \$5M in contracted revenue
- New Cyber Security Operations Centre established – a key competitive advantage – protecting \$22B in client revenue
- Selected data centre and network assets divested December 2022



Growth strategy and outlook

- Due diligence progressing for potential acquisition opportunity
- Target additional acquisitions to grow further in the Secure, Sustainable and Scalable space
- Organic growth through expanding Australian presence, new customers and upselling offering to existing customers
- New cyber contracts signed from a number of new and renewing ASX 100 customers in the last 3 months
- Cyber managed security solution delivered from new SOC enables expansion into the growing higher value defence industry supply chain. DISP membership on track for FY24
- Launch of several new high-growth market offers to drive earnings growth:
 - Managed Services cyber security defence and workplace productivity offer for SME customers, to be sold into the existing SME customer base of 7,000+ customers
- Further agreements and partnerships with our leading global technology partners
- New Cisco agreement signed that will support an uplift in our cloud communication customer base by 4,000 customers to 11,000 further enhancing growth and cross sell opportunities
- Spirit dealer program launched with first sales achieved and targeting 100 new dealers over next 24 months