

# 5GG



## INVESTOR UPDATE

Q3 FY21 Report



PENTAMETER

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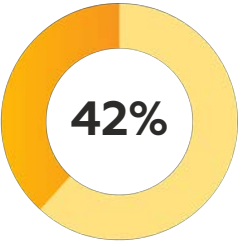
# FINANCIAL HIGHLIGHTS

Q3 FY21

## TOTAL SUBSCRIBERS



On-net customers in Q3 FY21



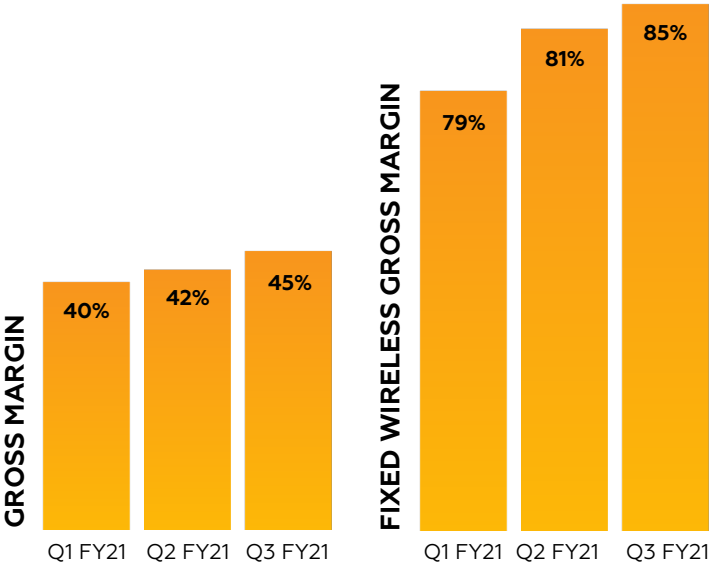
↑ 15%  
QoQ

↑ 54%  
Fixed Wireless net new subscribers (QoQ)

## GROSS MARGINS

↑ 7%  
QoQ  
↑ 18%  
YoY

↑ 4%  
QoQ  
↑ 114%  
YoY

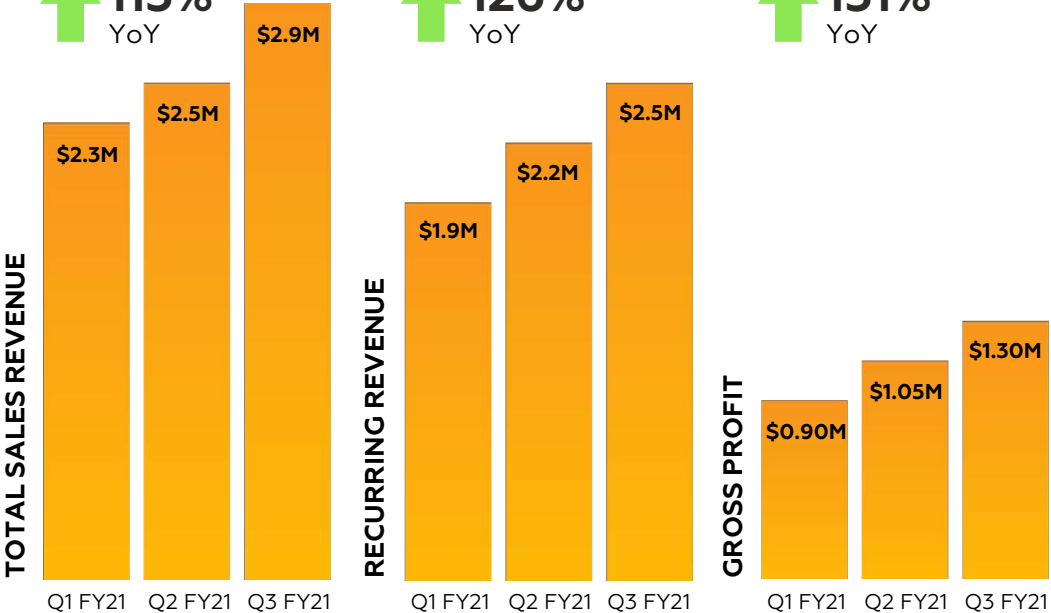


## REVENUE & GROSS PROFIT

↑ 15%  
QoQ  
↑ 113%  
YoY

↑ 13%  
QoQ  
↑ 126%  
YoY

↑ 151%  
YoY

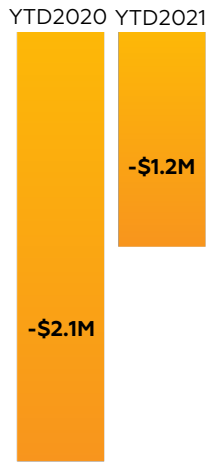


0.78%  
Churn

\$92  
ARPU

## UNDERLYING EBITDA

↑ 55%  
YoY



EBITDA is a financial measure which is not prescribed by Australian Accounting Standard ('AAS') and represents the profit under AAS adjusted for depreciation, amortisation, interest and tax. Underlying EBITDA is EBITDA adjusted to exclude share-based payments, options exercised on behalf of employees and IPO cost.

Gross Profit Margin is a measure of profitability that shows the percentage of revenue that exceeds the cost of goods sold (COGS). Cost of goods sold consist of network, carrier and hardware expenses.

# 5G SPECTRUM ACQUISITION

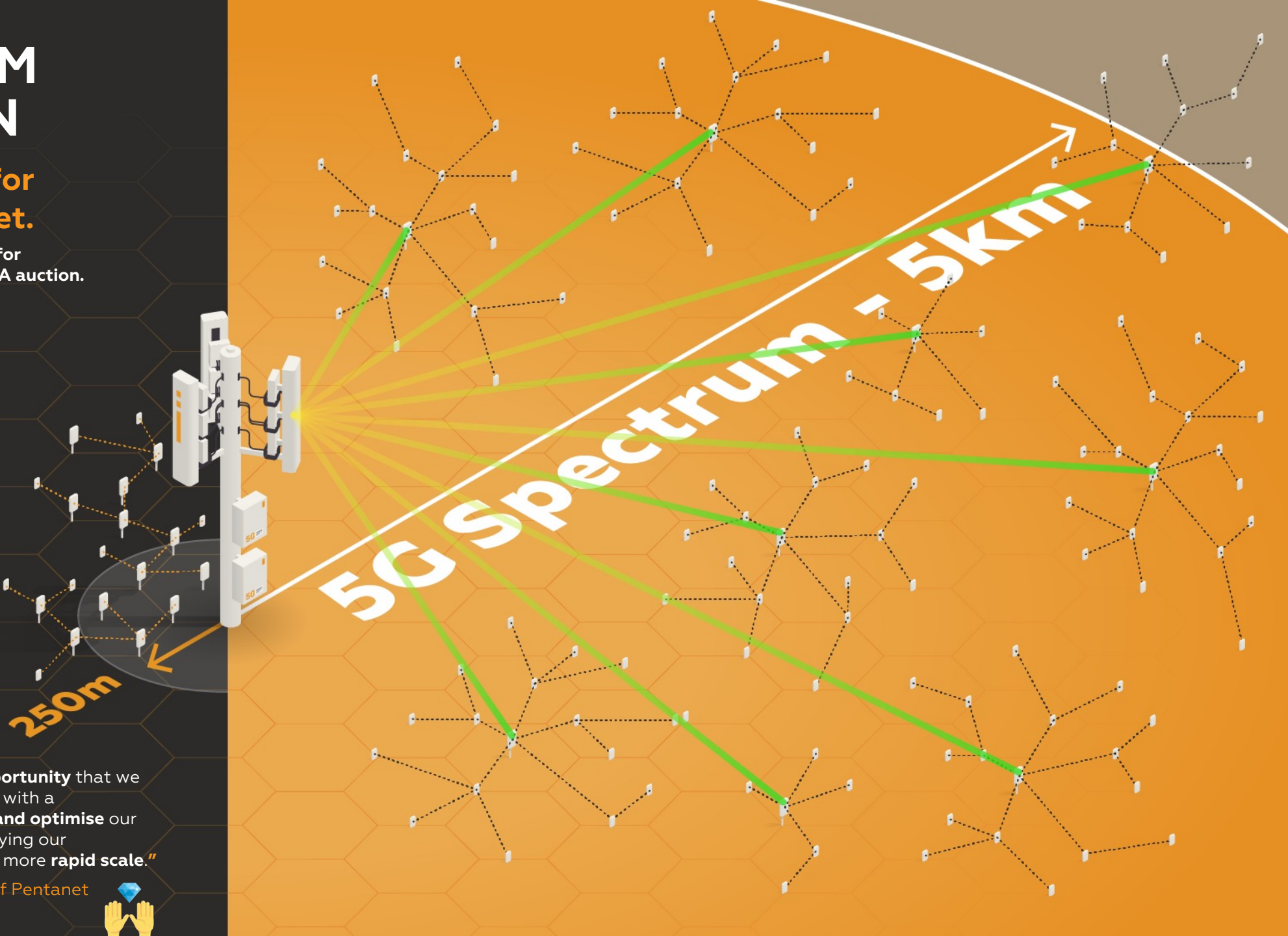
## Further acceleration for Perth powered internet.

Pentanet has secured a 15 year license for high-band 5G spectrum in 26 GHz ACMA auction.

- 5G mmWave spectrum covering Greater Perth (Perth, Mandurah, Bunbury & Margaret River)
- Enables delivery of multi-gigabit speeds anywhere in service area
- Increases capability of Pentanet Fixed Wireless business
- Significantly increased spacing between transmission towers and equipment
- Enables simultaneous rapid deployment of Terragraph at greater scale (anywhere within a 5Km radius from an existing tower, instead of only expanding 250m at a time outward from the existing tower footprint, as initially planned)
- Exclusive access to 5G spectrum also allows Pentanet to maintain high-performance and high-capacity of its network
- Future upgrade path for current PtMP Fixed Wireless network

"This is truly a **once in a generation opportunity** that we have been able to secure. It provides us with a tremendous opportunity to **accelerate and optimise** our network deployment, particularly deploying our Terragraph network technology at a far more **rapid scale**."

- **Stephen Cornish**, Managing Director of Pentanet





# NVIDIA GEFORCE NOW

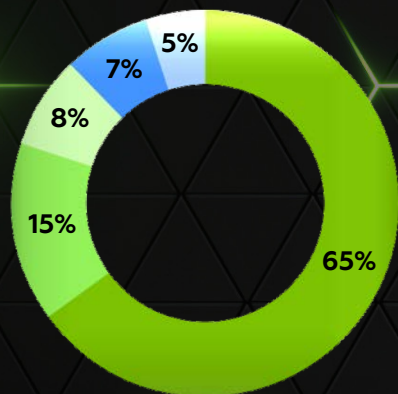
Key Global Figures

1000

Games Onboarded

10M

Members Globally



Breakdown  
of members:



Following the announcement of the NVIDIA Alliance Agreement, Pentanet launched a landing page to capture expressions of interest for the service ([gfn.pentanet.gg](https://gfn.pentanet.gg)). Since launch, over 35,000 gamers have claimed their unique username and registered interest for the Beta Program, which Pentanet aims to roll out this year.



GEFORCE  
NOW™

POWERED BY  
PENTANET

Key Regional Figures from Pentanet

35,224

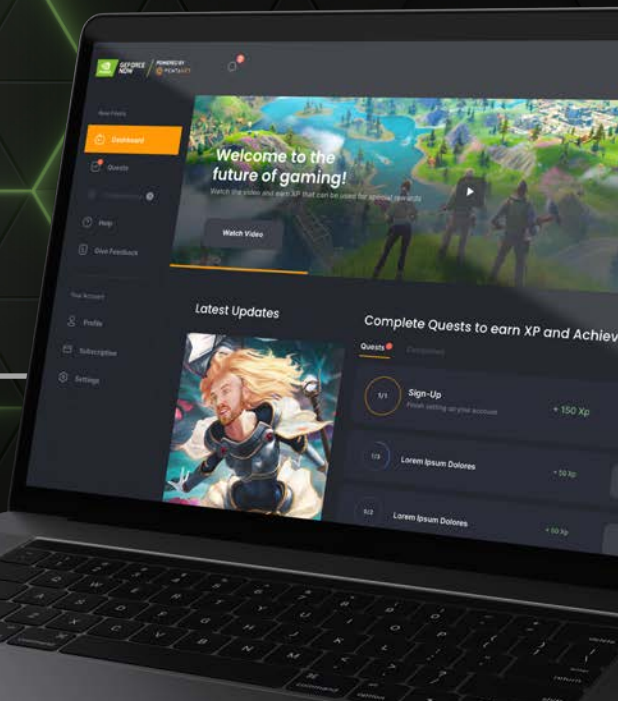
Unique Usernames Registered  
to 31 March 2021

↑ 44%  
Since 26 Feb 2021



18 RTX servers to be split  
across two deployments  
in PER and SYD

Development of Pentanet's  
GeForce NOW subscriber  
portal is underway, enabling user  
engagement through gamification.





# PENTANET.GG

## Esports Highlights

## 2021 Split 1 League of Legends Circuit Oceania (LCO) Champions.

PGG will compete at the global Mid-Season  
Invitational (MSI) in May 2021 in Reykjavik, Iceland.

**537k**

MSI Average  
Concurrent Viewers

**1.7M**

MSI Peak  
Concurrent Game

**43M**

Hours Watched  
(2019)

**81**

Hours of Air Time

**USD\$1M**

MSI Prize Pool

## USD \$15,000 LCO Prize Pool Secured.

PGG is the first ever team to  
represent WA on a global scale  
for League of Legends.



# ONGOING STRATEGY

## GROW OUR SUBSCRIBER BASE



- Introduce new technology to increase on-net coverage
- Deliver high-quality customer experience
  - Limit churn
  - Customers become advocates
- Competitive service offering
- Targeted marketing and media strategy

## EXPAND NETWORK INCREASING POTENTIAL MARKET



- Deployment of large-scale mmWave wireless telecommunications network
- Increase available speeds to 1Gbps for more fixed wireless customers
- Line of sight to tower no longer required for every subscriber
- Increase market penetration with greater fixed wireless coverage across Perth metro area

## INCREASE MARGINS



- Attract more off-net subscribers to higher margin on-net services
- Diversify product offering (VOIP, consumer electronics)
- NVIDIA GeForce NOW Alliance Member bringing cloud gaming service to Australia
- Continue development of premium brand for alignment to speed and quality

# THANK YOU

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