Investor Presentation – June 2021

Webcentral
ASX: WCG

Webcentral

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Webcentral

Overview and Background

WCG is an ASX listed company servicing 330,000 small and medium businesses (SMB) customer across Australia and New Zealand. With 170 employees we provide a range cloud enabling solutions to the business which consist of four key portfolios:

Domains
Domain name registrations and renewals

Email and M365
Provide value added software and solutions for existing customers and new service acquisitions

Hosting Services
Website and email hosting, as well as Website development services

Digital Marketing
Provides digital marketing solutions, such as search engine optimisation

WCG are in the Top 3 Domain providers in Australia

Webcentral

Webcentral Milestones Achieved

Operating Cash flow $12M Annual run rate	✓
EBITDA range $10 – $12M Annual run rate	✓
Sydney office rent reduction – $2.1M	✓
Customer support improvements and onshoring	Underway
Webcentral brand simplication	Underway
Release of .au domains by auDA	Pending

Core and Growth Products Portfolio

	Domain Registration	Email	Hosting & Web Building	Digital	
CORE MARKET SHARE	500,000+ Domains	80,000 Services	75,000 Services	800+ Clients	

	Voice Bridge for MS Teams	Website Hosting expansion	Broadband Internet services	Virtual and Physical server hosting	Remote Desktop to support workforce agility
GROWTH ADDRESSABLE MARKET	500,000+ Seats	3M+ Websites	1.5M internet services	Infinite	1.8M Seats

Strong Q3 FY21 Financial Results

5G Networks

	Quarter ended 31 March 21		Year to date[3]
Unaudited Results[1] $M	Consolidated Group	Webcentral	Consolidated Group
Revenue	26.5	14.1	64.8
EBITDA[2]	4.7	3.2	10.2
EBITDA %	18%	23%	16%

- Strong growth across all three core products.
- EBITDA target of 20% of Revenue achieved for the month of March.
- Wholesale automated service fulfilment portal launched in May 2021.
- Data Centre Fibre build progressing rapidly.
- Intergrid integration completed and 50% of synergies recognised.

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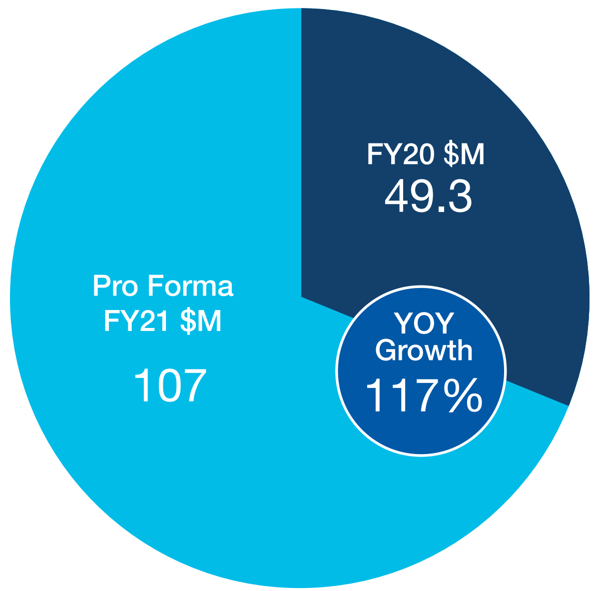
Unaudited Results[1] $M	Half year ended 31 Dec 21	Quarter ended 31 March 21	Year to date 31 Mar 21
Revenue	31.5	14.1	45.6
EBITDA[2]	2.4	3.2	5.6
EBITDA %	8%	23%	13%

- Significant improvement underpinned by tight cost management and refocus on core, profit generating operations.
- Expected approval of initial $15m bank debt facility in June, allowing WCG to partially repay 5GN loan.
- Customer support and service. Significant improvement in the last 3 months.
- 5GN direct sales leveraging the WCG digital marketing team to grow organic sales.

Revenue by Product – 5G Networks and Webcentral Consolidated

	FY20 $M	Q3FY21 YTD $M	Pro Forma FY21 $M
Cloud	13.7	17.9	33.6
Domains	–	9.3	22.4
Network and Voice	7.4	7.2	9.6
Data Centres	7.7	6.7	8.5
Managed Services	12.8	10.4	14.6
Digital Marketing	–	3.4	7.8
Hardware and Software	7.7	8.9	10.6
Total	49.3	63.8	107.1

Total Revenue



Strategic Plan Focussed on Acquisitions and Organic Growth

Establish 5GN Infrastructure

Strategic Acquisitions

- Anittel – Managed IT
- Hostworks – Cloud Hosting
- APTel – Managed Voice/Network
- Enspire – Data Networks & Cloud
- Melbourne Data Centre
- Sydney Data Centre
- North Sydney Data Centre

FY2017-2020

FY20 Revenue $49.3M
EBITDA Margin 12.7%

- Targeted establishment of ICT operating capability and infrastructure
- Customer and Product expansion
- 5GN Cloud

Cloud/Hosting
Managed Services
Voice and Data Networks
Data centres

200+ Staff

Consolidate and Drive Organic Growth

Strategic Acquisitions

- Webcentral – Domains, Hosting and Digital Marketing
- ColoAU – Networks
- Intergrid –Bare Metal
- Brisbane Data Centre

FY2021

FY21 Pro Forma Revenue $107M
Exit EBITDA Margin 20%

- Consolidation to one operating system, standardisation of products and services
- Enabled successful cross and upsell opportunities
- Expansion of 5GN infrastructure

Cloud/Hosting Services
Domain registrations
Managed Services
Voice and Data Networks
Data Centres
Digital Marketing

350+ Staff

Future Strategy

- Organic Growth
- Infrastructure Expansion
- Target Acquisition
- Launch of Wholesale Portal
- 5GN Fibre Connection to 80 Data Centres

FY2022+

FY22 Revenue $120M+
EBITDA Margin 20%+

- Migration of customers to 5GN Networks and Cloud
- Launch of .au domains
- Continued cross sell and upsell with Webcentral customers

Cloud/Hosting Services
Domain registrations
Managed Services
Voice and Data Networks
Data Centres
Digital Marketing

350+ Staff

Note: 5GN and Webcentral consolidated Group

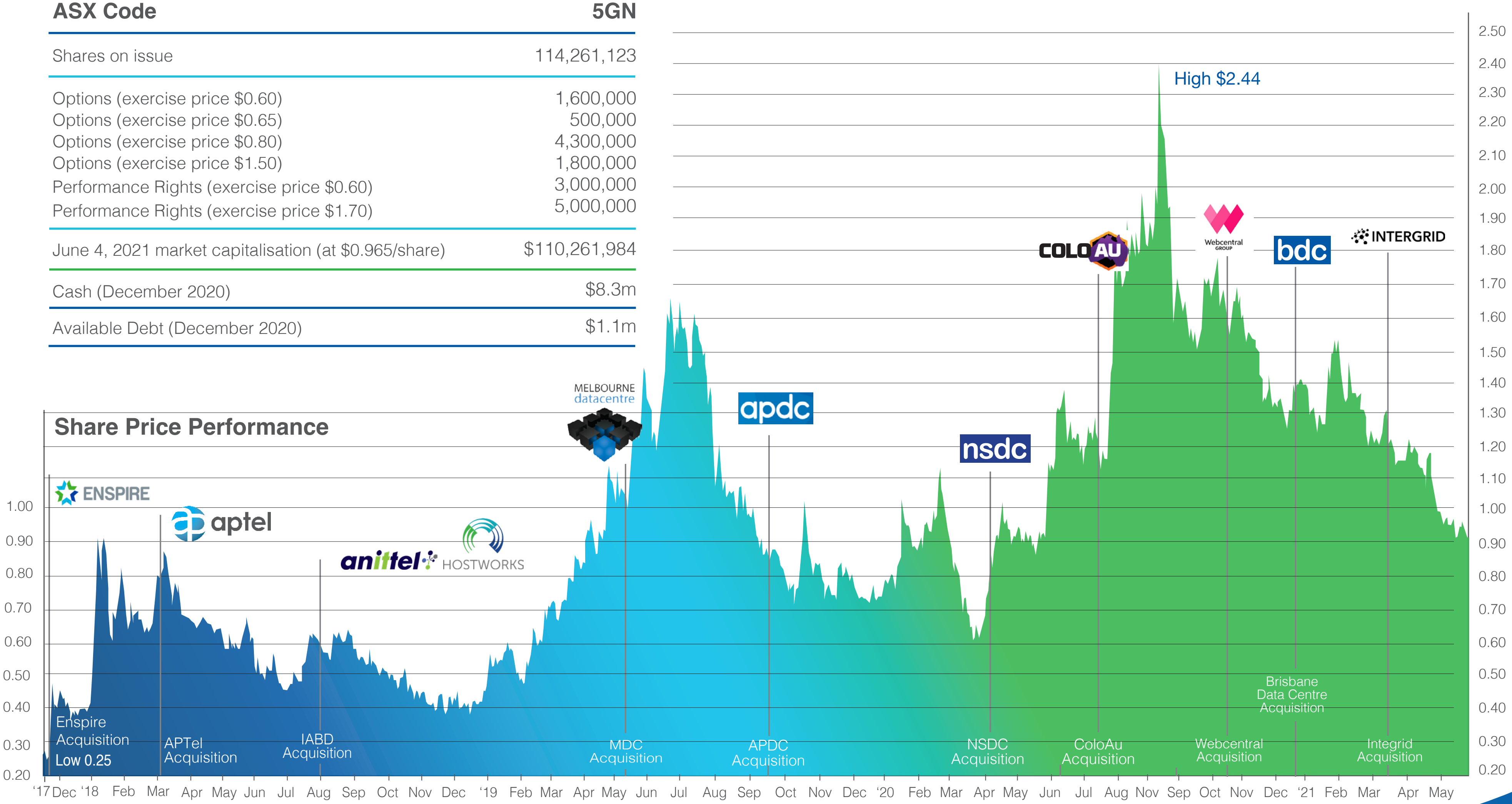
5GN and WCG Integration Milestones Achieved

Migration of Webcentral Network and Managed Services to 5GN	✓
5GN support centre for WCG onshore Customer Support	✓
Executive and Management team integration	✓
Wholesale Portal and strategy launched	✓
Migration of WCG public cloud services to 5GN private cloud	**Underway**

5G Networks Capital Structure

ASX Code	5GN
Shares on issue	114,261,123
Options (exercise price $0.60)	1,600,000
Options (exercise price $0.65)	500,000
Options (exercise price $0.80)	4,300,000
Options (exercise price $1.50)	1,800,000
Performance Rights (exercise price $0.60)	3,000,000
Performance Rights (exercise price $1.70)	5,000,000
June 4, 2021 market capitalisation (at $0.965/share)	$110,261,984
Cash (December 2020)	$8.3m
Available Debt (December 2020)	$1.1m

Share Price Performance

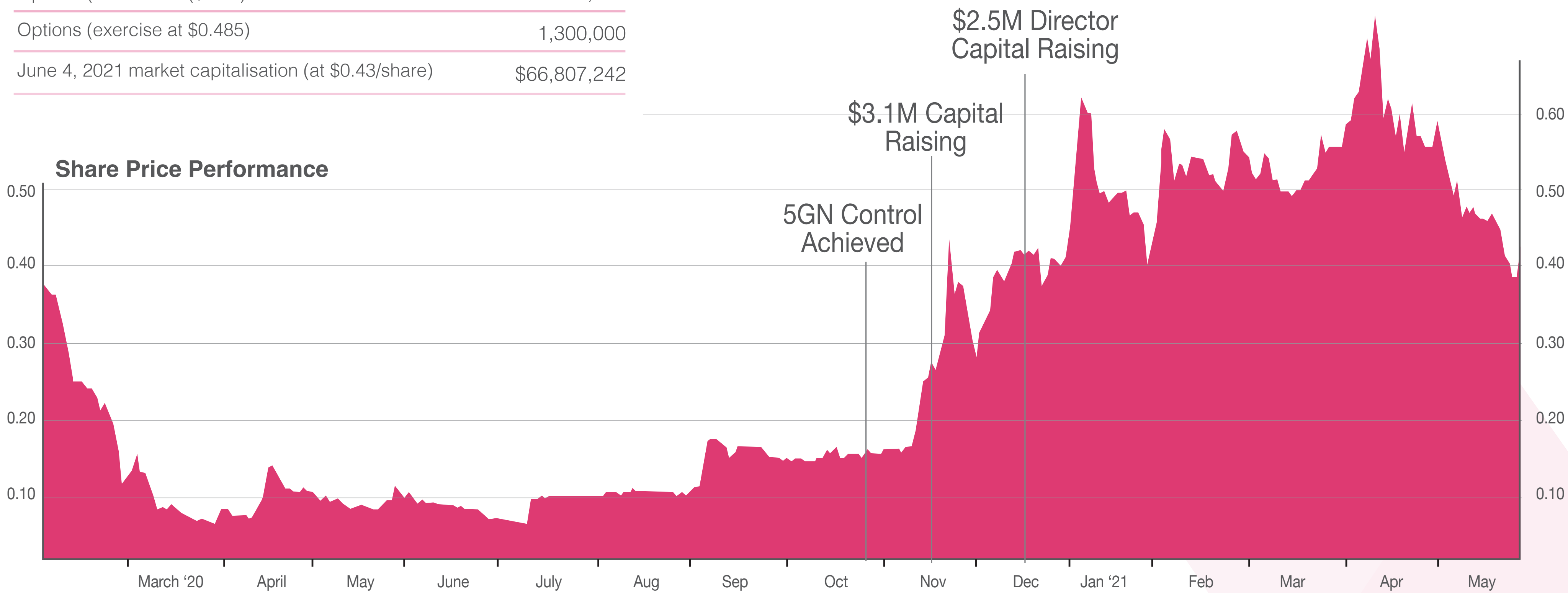


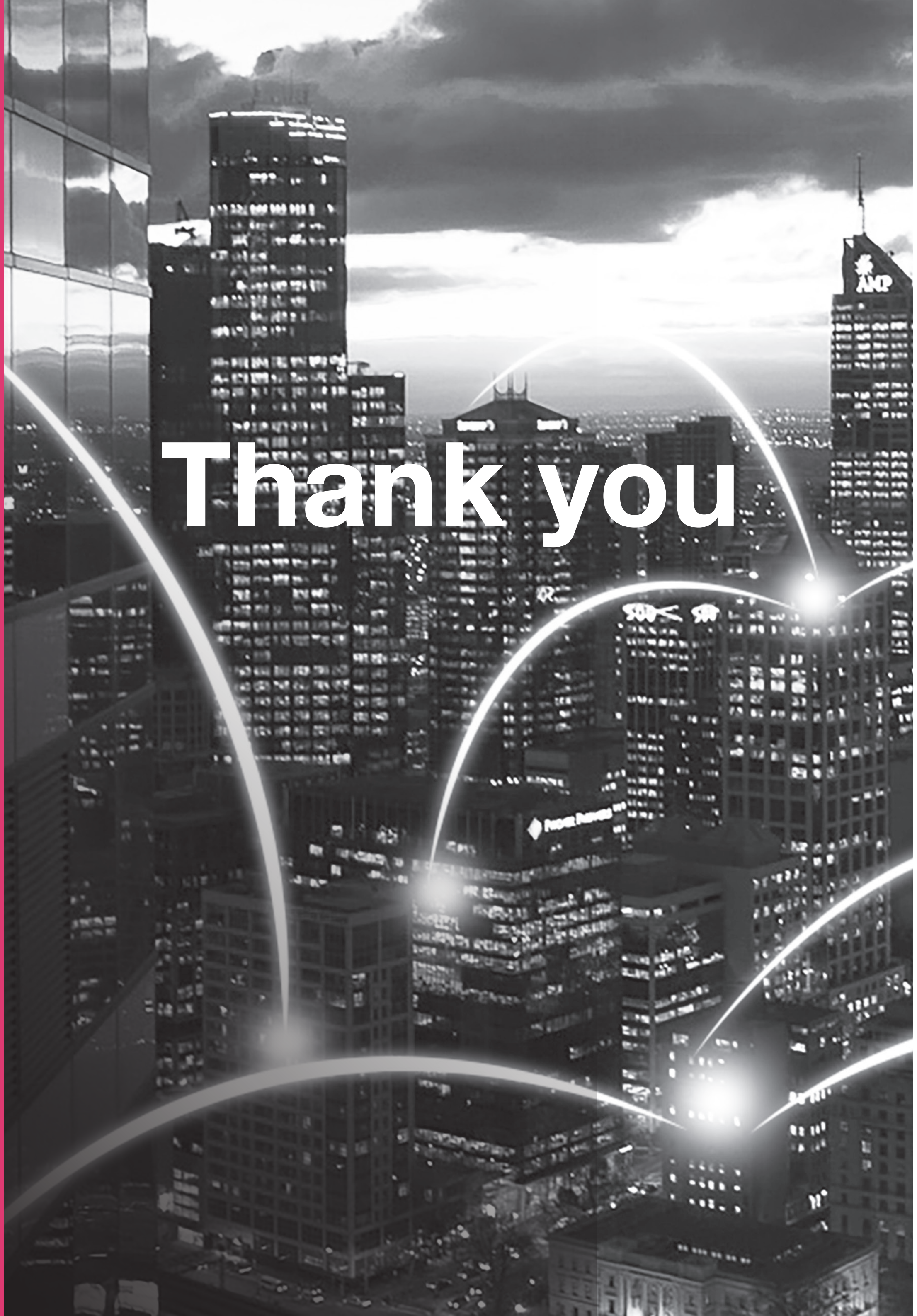
5GN®

Webcentral Capital Structure

ASX Code	WCG
Shares on issue	155,365,679
5GN Shareholding – 44.6%	69,231,266
Options (exercise at $0.20)	13,250,000
Options (exercise at ($0.45)	750,000
Options (exercise at $0.485)	1,300,000
June 4, 2021 market capitalisation (at $0.43/share)	$66,807,242

Share Price Performance





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