2023 AGM Presentation

21 November 2023

COMMS GROUP LIMITED (ASX: CCG)
www.commsgroup.limited

This document has been approved by the Board of Comms Group Ltd

Global Cloud Communications

CEO & Managing Directors Address

Mr Peter McGrath

Comms Group Today

A leading provider of cloud-based communications and managed IT services to businesses

We enhance business agility through innovative cloud-based communications and IT solutions

We service our customers via three key divisions

next. telecom (a commsgroup business)	commsgroup Global	onPlatinum (a commsgroup business)
Telco service provider to Australian SME & corp. mid-market sectors (<1,000 employees) with the latest products and award winning customer service.	Specialist UCaaS and CPaaS provider to Wholesale, Enterprise and Global MNCs (>1,000 employees) with global network reach.	Award-winning IT Managed Service Provider supporting corporate customers' ICT needs, focusing on innovation and developing long-term relationships.
www.nexttelecom.com.au	www.commsgroup.global	www.onPlatinum.com.au

Note: Refer glossary for definitions.

- Located across Sydney, Melbourne, Gold Coast, Singapore, Philippines, and the UK
- Refer www.commsgroup.limited/managementteam for management team

FY23 Key Results Summary

Continued revenue & EBITDA growth in FY23 with good underlying growth in all business units

FY23 Revenue	FY23 Underlying EBITDA[1]	FY23 Gross Profit
Up 27% to $51.9m	Up 17% to $4.8m	Up 27% to $24.2m

[1] Underlying EBITDA excludes net interest, tax, non-cash LTIP costs, rent, depreciation, amortisation, business acquisition, integration, restructuring and non-recurring costs.

Business Highlights FY23 & FY24 YTD

Strong overall performance emerging across the Group

Strong New Sales Level Continues	• Group new sales in FY23 was strongest level on record with total of $9.6m ARR[1] of new sales contracts closed. • Strong sales performance continues into Q1 FY24. • Our ICT business - onPlatinum - continues to see new sales growth significantly above its targets. Last 12 mths new sales add has been significant which is expected to result in strong revenue growth.
Cost Reductions & Synergies Delivered	• Restructure announced April 2023 has resulting in circa $2m annualised cost savings. • Majority of targeted synergies in the SME & ICT businesses have been delivered over the last 2 years with further synergies delivered in Q4 FY23. • Cross sell opportunity of IT services has been strong FY24 YTD with over $0.5m ARR of new IT services sales contracts to our existing telco customers.
Significant Additional agreement with Vodafone	• In June 23 we announced we had signed an additional supply agreement with Vodafone Business's global business (the business division of Vodafone Group PLC) to expand the range of services provided. • Global is seeing solid growth with several key wholesale customers including Vodafone.
YTD Business Performance & Outlook	• FY24 has started well with all business units performing strongly. • Q1 FY24 revenue (unaudited) of $13.6m & Q1 FY24 underlying EBITDA (unaudited) of $1.5m • In FY24 we expect to close some larger opportunities in our Global business. Both enterprise and wholesale (carrier) deals are in the pipeline.

[1] ARR is annual recurring revenue from new sales contracts and excludes upfront or one-off sales.

Our Global Network

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Comms Group is a leader in Microsoft Teams calling for global businesses.

Our Goal is to be the leading provider in the Asia Pacific region for both CPaaS and UCaaS offerings.

We continue to expand our network reach into new countries with a number of licence applications in progress across the Asia Pacific region.

Expansion also underway currently into South America, South Africa & the Middle East.

Currently rolling out new customer facing systems for both our CPaaS and UCaaS offerings with goal to automate and streamline many of the interactions with our key wholesale customers.

Strategic Review Update

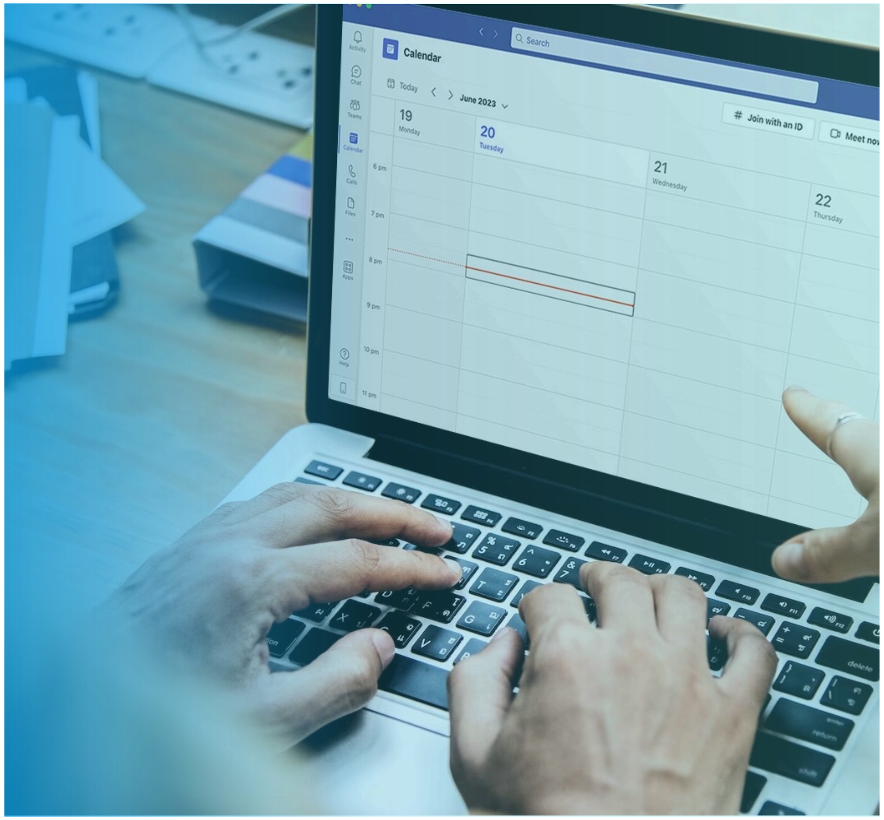
The Board commenced a strategic review in June 2023 to consider all options available to the Board, including a potential sale of one or more of Comms Group's businesses, in order to maximise shareholder value.

We are part way through this review. We have received interest in a number of our business units and the assessment as to whether any business units will be sold or retained is still underway.

All business units are performing well with strong underlying growth expected across the board.

We are seeing excellent cross-sell opportunities emerging between our domestic IT services and Telco businesses.

The Global business is seeing strong growth potential from a number of key wholesale clients. **As such, the Board is keen to see further investment in and expansion of the Global business.**



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Business Outlook FY24

FY24 revenue target

$53m to $55m

FY24 Underlying EBITDA target

$6.5m to $7m

Seeing strong performance across all 3 business units in 1st quarter

Contact Us

Website: www.commsgroup.limited

Email: www.commsgroup.limited/feedback

Glossary

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Term	Definition
Cloud Communications	The provision of key communications services from cloud servers based in data centres and over high speed internet connections.
Cloud PBX, Cloud Phone, Hosted PABX	A cloud PBX functions the same as an in office PABX but is hosted in a cloud server accessed via the internet. This is becoming the preferred option for providers and customers today. Comms Group operates a global Cloud Phone network.
Corporate mid-market	For Comms Group, this is larger organisations with typically 500+ employees and monthly spend (MRR) of typically > $5,000.
CPaaS	Communications Platform as a Service is a cloud-based platform that enables developers to add real-time communications features to their own applications without needing to build backend infrastructure and interfaces. Comms Group provides call termination (SIP Trunks), telephone numbers and management across multiple geographies.
CTS	Call Termination Services – provision of a service by wholesale service providers to terminate voice calls in different markets or countries and on to different networks such as mobile and fixed voice networks.
Data Service	A broadband service that delivers voice, video and data over a private network or the Internet. NBN and fibre optic services are the most common forms of data services in the SME and corporate mid-market. Comms Group operates a domestic Layer 2 (data) and Layer 3 (internet) network with key Points of Presence (PoPs) in Sydney, Melbourne & Brisbane and aggregates a range of layer 2 wholesale access services.
Enterprise	For Comms Group, this is organisations with typically > 1,000 employees and operating multi-nationally as an MNC.
Fibre (optic)	Use of fibre optic networks to carry digital signals (data) via light transmission at very high speeds, transforming the telco and cloud services market globally.
ICT	Information Communication Technology is an umbrella term that covers the wide range of IT services and Communications services provided to businesses.
MNC	Multi-national corporate whereby the corporation has offices, facilities and assets in multiple countries.
MRR	Monthly recurring revenue is the monthly recurring annuity style revenue received from customers.
NBN	Australia's national broadband network, which is a wholesale open access data network, replacing older copper and cable broadband with optic fibre networks, high speed switches and other technologies.
PABX	A typically in-house telephone switching system that interconnects telephone extensions to each other as well as the outside telephone network known as the public switched telephone network (PSTN).
SD-WAN	A software-defined wide-area network (SD-WAN) uses software-defined network technology, such as communicating over the Internet with encryption between an organisation's locations. Allow companies to build higher-performance WANs using lower-cost and commercially available Internet access. SD-WAN is replacing traditional data networks such as MPLS.
SIP	Session Initiation Protocol - being the standard IP telephony signalling protocol used to manage voice calls over the internet.
SME	For Comms Group, this is small to medium enterprise businesses typically up to 500 employees.
Unified Communications (UCaaS)	A communications delivery model based on the cloud, providing key communications services including telephony (voice), video, messaging, chat, collaboration, document storage supporting teamwork, agility, mobility and work from anywhere. Comms Group is a leading provider of MS Teams calling with a global network and offering.

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