

Investor Presentation – June 2021

Webcentral
ASX: WCG



Webcentral



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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 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 simplification

Underway



Release of .au domains by auDA

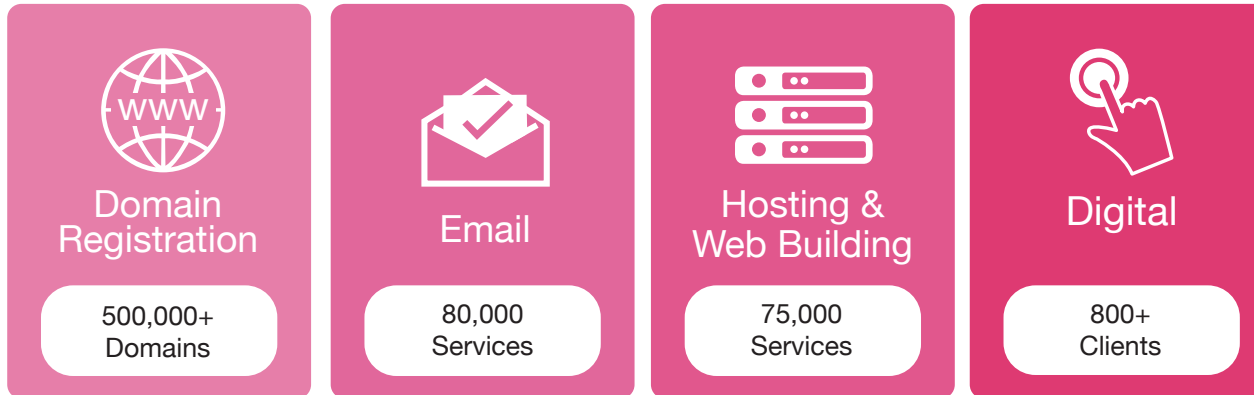
Pending



Core and Growth Products Portfolio

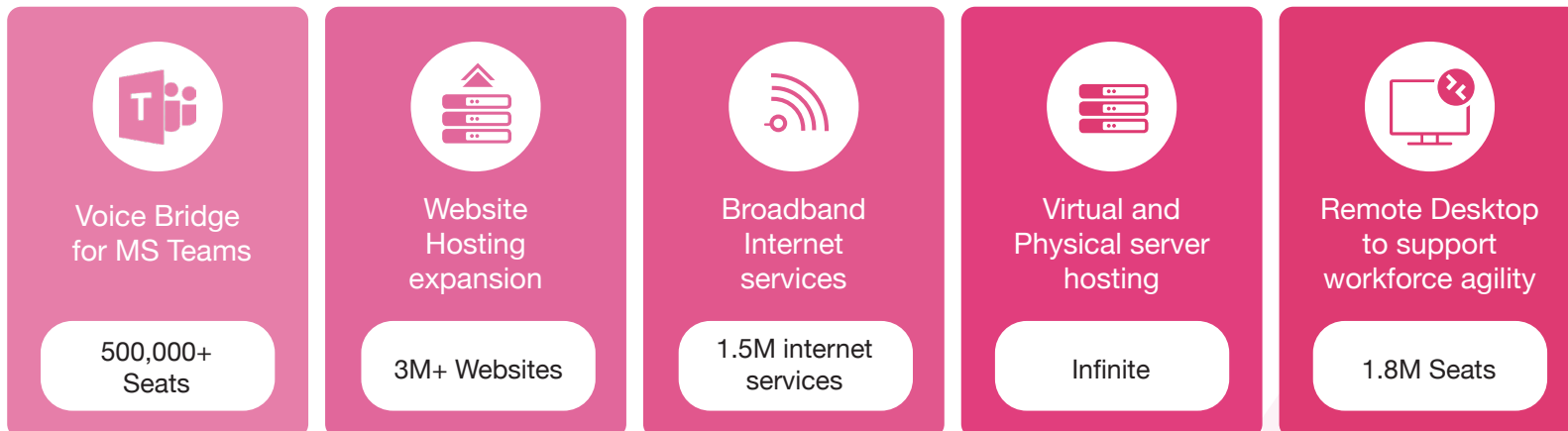
CORE

MARKET
SHARE ▶



GROWTH

ADDRESSABLE
MARKET ▶



Strong Q3 FY21 Financial Results

5G Networks

| Unaudited Results' \$M | Quarter ended 31 March 21 | | Year to date ³ |
|------------------------|---------------------------|------------|---------------------------|
| | 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.

Webcentral

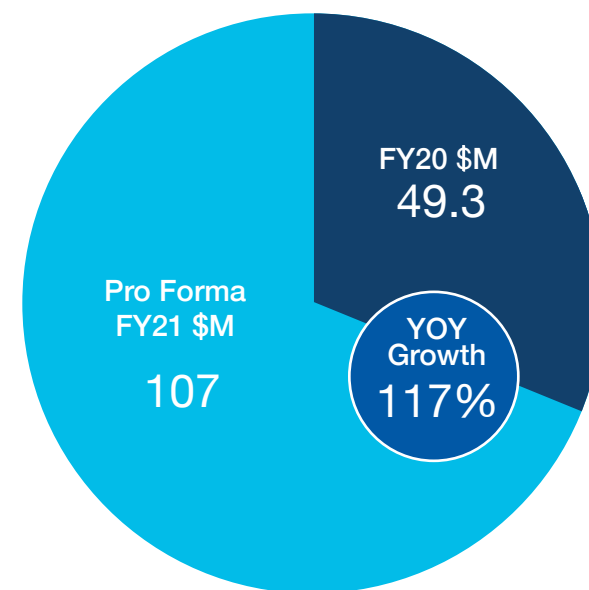
| Unaudited Results' \$M | Half year ended 31 Dec 21 | Quarter ended 31 March 21 | Year to date 31 Mar 21 |
|------------------------|---------------------------|---------------------------|------------------------|
| Revenue | 31.5 | 14.1 | 45.6 |
| EBITDA ² | 2.4 | 3.2 | 5.6 |
| EBITDA % | 8% | 23% | 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

Consolidate and Drive Organic Growth

Strategic Acquisitions

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

Future Strategy

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

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

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

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

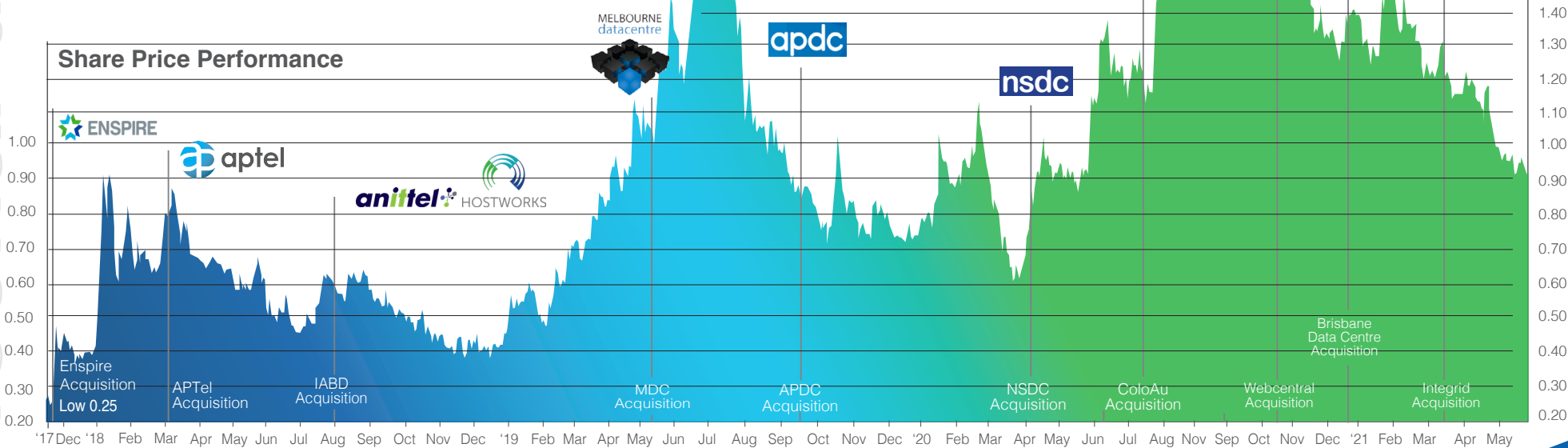
5G Networks Capital Structure

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





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 |





Thank you

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