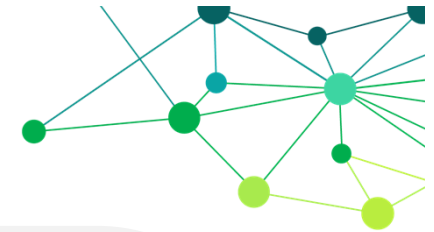




FY2020 RESULTS OPTICOMM LTD

19TH AUGUST 2020

FY2020 HIGHLIGHTS - FINANCIAL



Revenue:
Up 17%*

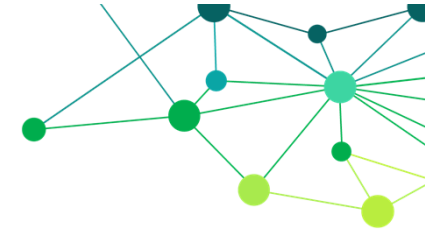
EBITDA:
Up 17%*

NPAT:
Up 14%*

- **Network operations revenue up 35% on the pcp**
- **Construction revenue down 2% on the pcp**
- **Network operating margins in line with previous guidance**
- **Construction margins impacted by mix change (more MDU and commercial)**
- **Operating expenditure improved marginally over prospectus guidance**

* Pro forma normalised compared to prior corresponding pro forma full year period (pcp)

FY2020 HIGHLIGHTS – NETWORK EXPANSION



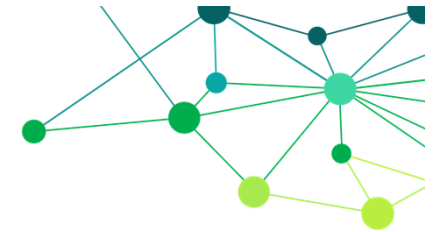
**New
contracted lots
in FY20:
~37,000**

**Contracted
pipeline and
WIP:
~150,000 lots**

**Constructed
lots in FY20:
~18,500**

- **Despite a challenging 2H, new contracted lots for the full year were over 37,000**
- **Contracted pipeline of lots now over 150,000**
- **Lots in progress of over 28,000 – up 19% on the pcip**
- **Constructed lots in line with the pcip – with some mix change; total constructed lots now over 124,000**

FY2020 HIGHLIGHTS – NETWORK REVENUE



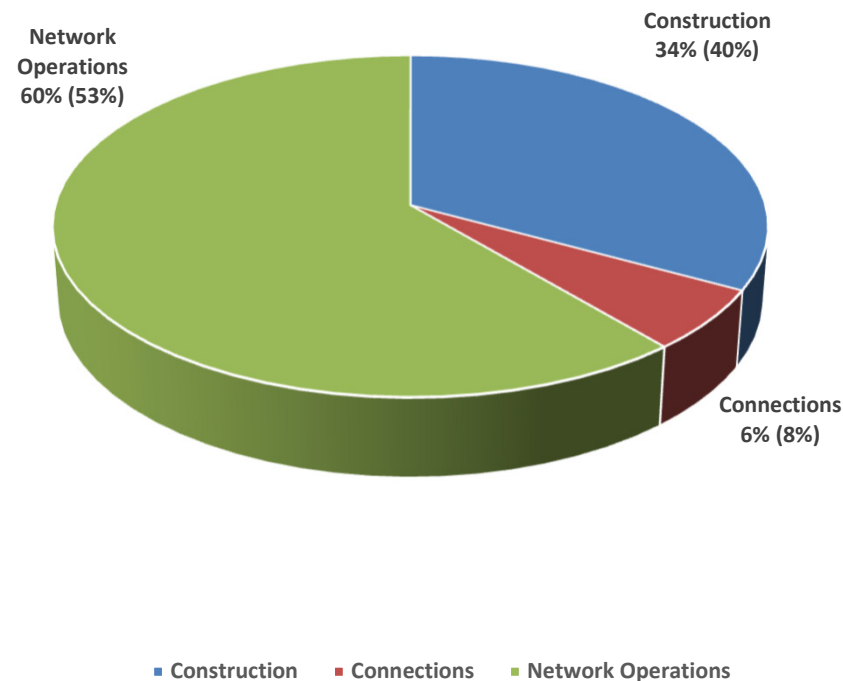
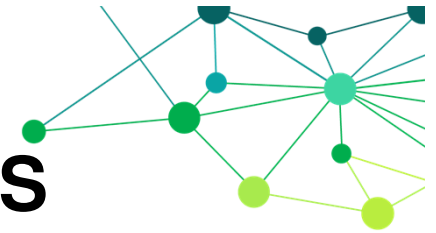
**Active
premises at 30
June:
~73,000**

**June 2020
ARPU:
~\$53**

**Connected
premises at 30
June:
~89,000**

- **New net active premises in the year of almost 13,000 – in line with the pcp**
- **ARPU for the month of June 2020 over \$53 - up 8% on the pcp**
- **As at 30 June over 60% (pcp 51%) of active premises are on 50mbps and 100mbps plans**
- **Total connections now over 89,000 – ratio of connected to completed lots has improved over the pcp**

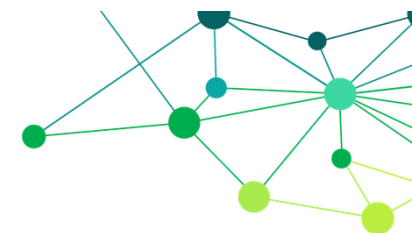
FY2020 RESULTS – REVENUE ANALYSIS



- **Network Operations revenue has increased due to growth in both Active Premises and ARPU**
- **Construction revenue slightly reduced and as expected fell as a proportion of total revenue**
- **Connections revenue relatively consistent with prior years**

* FY20 Percentage of total revenue (FY19)

FY2020 RESULTS - DETAIL



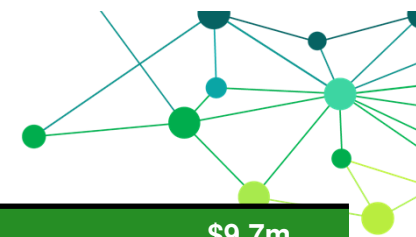
Profit and Loss \$A millions (pro forma and normalised)	FY2020	FY2019
Revenue	\$73.04	\$62.26
EBITDA	\$39.79	\$34.10
NPAT	\$23.06	\$20.19

- Overall revenue up 17%, with strong growth in network operating revenue (up 35% on the pcip)
- Construction revenue slightly down on the pcip (2%), with a higher contribution from commercial (integration) projects (at lower margins)
- EBITDA (pro forma normalised) up 17% and NPAT (pro forma normalised) up 14% on the pcip with margins on network operations at guidance levels; connections margin improved over prospectus guidance
- FY20 pro forma normalised excludes one off IPO costs of \$1.2m, one off M&A costs of \$1.3m and includes employee incentive adjustments
- FY19 pro forma reflects listed company recurring costs

- Year end cash balance reflects one off cash outflows in the period as outlined in our prospectus plus one off M&A costs (refer following slide)
- Continued expansion of network infrastructure will drive future connections and net active premise additions

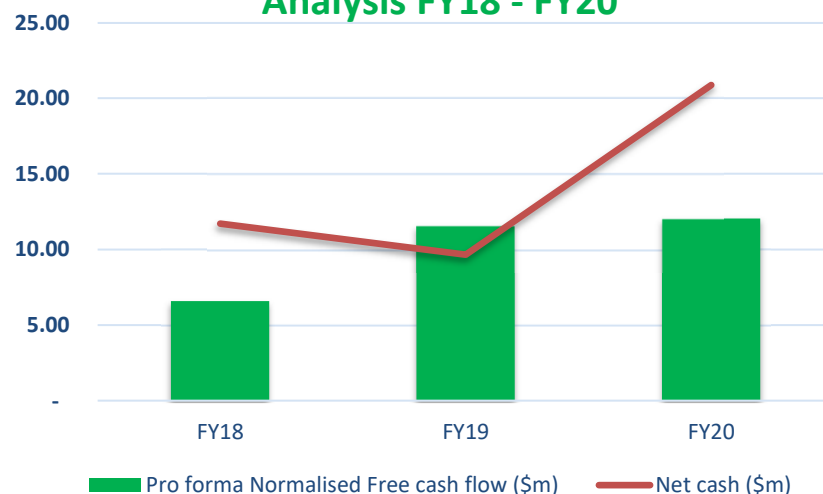
Balance Sheet extract - \$A millions	FY2020	FY2019
Cash	\$20.88	\$9.65
Network Infrastructure	\$85.99	\$71.34
Liabilities	\$45.64	\$42.59
Net Assets	\$87.18	\$59.57

FY2020 – CASH FLOW SUMMARY



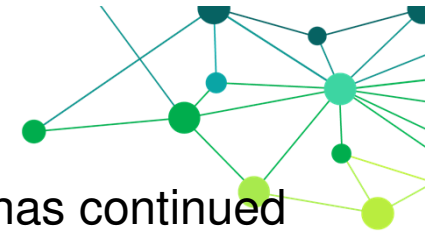
- Statutory operating and investing cash flow of \$5.9m
- Pro forma normalised operating and investing free cash flow for the year of \$12.2m after adjusting for the following cash outflows:
 - \$2.4m of IPO costs
 - \$1.1m tax instalment timing. Lower than expected instalment rate for FY19 with catch up payment in FY20
 - \$2.4m Network and Corporate capex in FY20 – one off costs incurred in upgrading our CORE network, upgrading our network operating systems, and Head Office fit out
 - one off M&A cash outflows of \$0.4m

Pro forma normalised free Cash Flow Analysis FY18 - FY20



Opening Balance		\$9.7m
Operating (statutory)		
Net operating inflows	37.7	
Net interest received/(paid)	0.2	
Income tax paid	(11.8)	
Total operating	26.1	
Investing (statutory)		
Network and other capex	(20.2)	
Total investing	(20.2)	
Free cash flow (statutory)	\$5.9m	
Financing (statutory)		
IPO proceeds	13.4	
Lease repayments	(0.5)	
Dividends	(7.5)	
Total Financing	5.3	
Closing Balance		20.9m

Summary and outlook



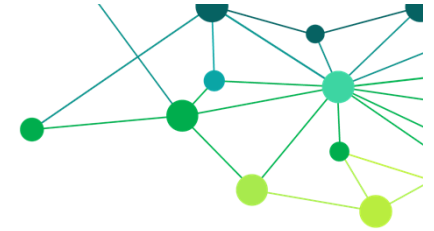
- Despite a market impacted by COVID-19, our overall business has continued largely as normal through the 2H of FY20 (albeit with different working arrangements)
- Notwithstanding a challenging housing market, our construction revenue has remained similar to FY19 levels with the number of lot completions in line with the pcg
- Solid growth in the Independent Living Unit market and commercial sector with our integrated solutions
- Indications are for a subdued construction market in FY21 with demand expected to be impacted by unemployment levels, lower immigration and credit availability; the “homebuilder” scheme will provide some offsetting stimulus
- Have signed a number of whole of business agreements which will increase our pipeline of contracted lots in the medium term

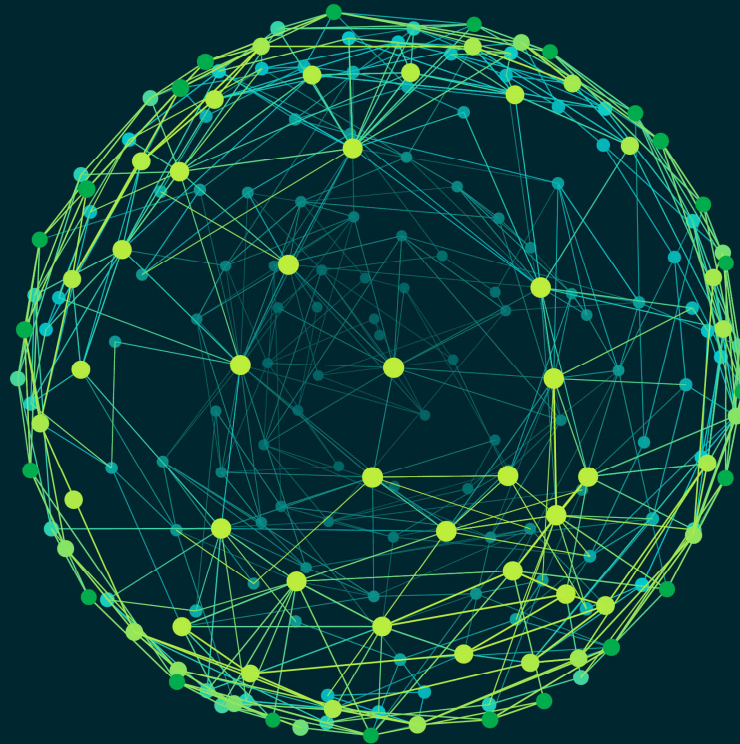
Summary and outlook



- % of active premises at 50mbps and 100mbps speed plans continues to grow, accelerated by “working from home” and this is expected to drive further growth in ARPU; this will be partially offset by a pricing change effective from July 2020
- OptiComm continues to provide additional CVC’s at no charge to cover any “Corona virus peak time demands”; this will be progressively phased out from end August 2020
- We will continue to invest in new services (including smart/safe city technology), network capacity and improved redundancy
- Over 40 RSP’s on our network as at end June 2020
- RBS Levy will apply from 1 January 2021; further round of consultation on the TIND policy has been completed

QUESTIONS





THIS CONCLUDES THE PRESENTATION

19TH AUGUST 2020