

# Investor Presentation – June 2021

Webcentral  
ASX: WCG



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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**

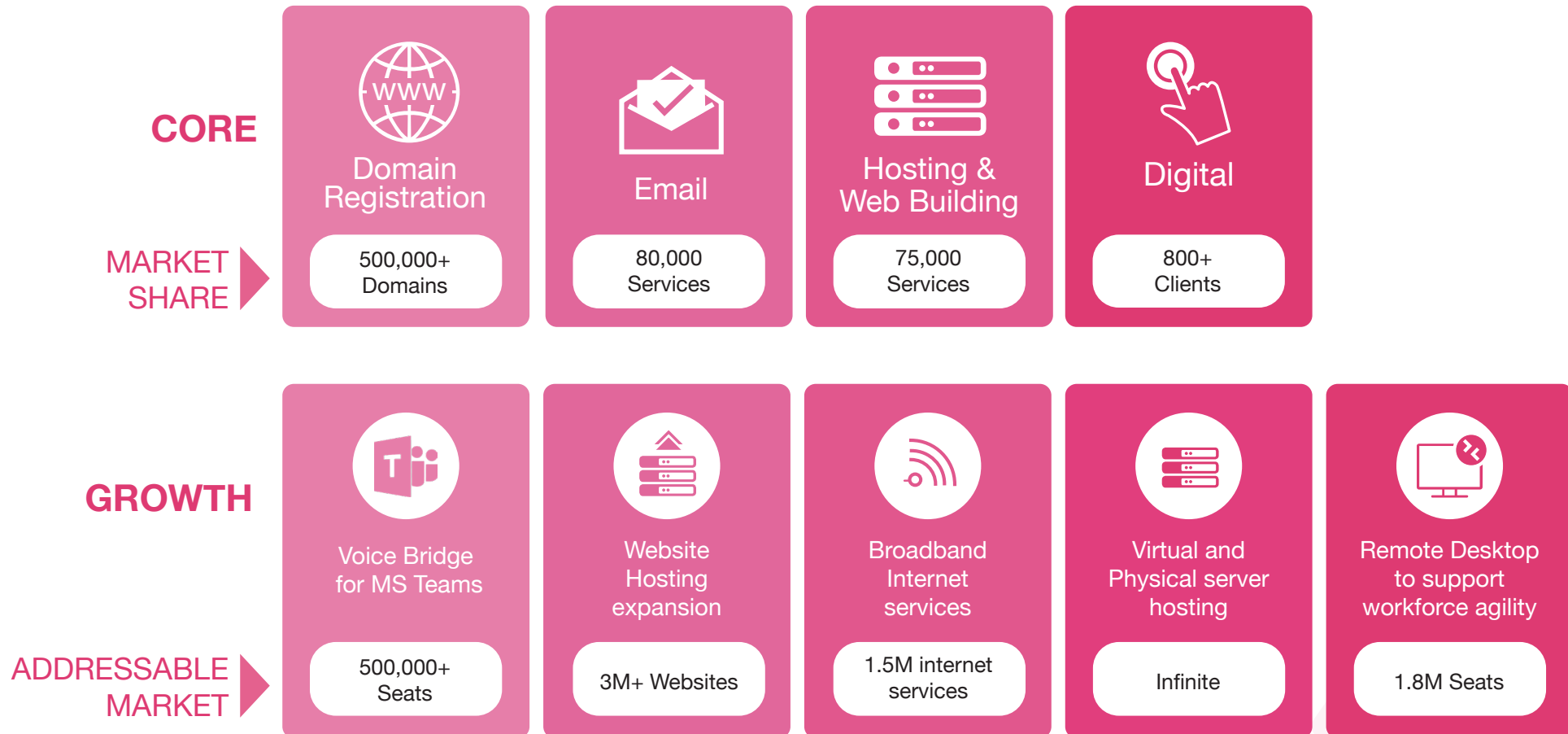


## Webcentral Milestones Achieved

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



## Core and Growth Products Portfolio



# Strong Q3 FY21 Financial Results

## 5G Networks

Unaudited Results' \$M	Quarter ended 31 March 21		Year to date <sup>3</sup>
	Consolidated Group	Webcentral	Consolidated Group
Revenue	26.5	14.1	64.8
EBITDA <sup>2</sup>	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 <sup>2</sup>	2.4	3.2	5.6
EBITDA %	8%	23%	13%

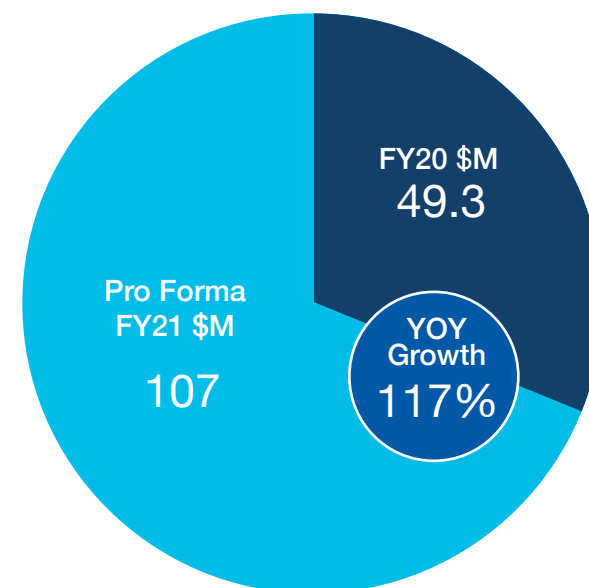
- Significant improvement underpinned by tight cost management and refocus on core, profit generating operations.
- Expected approval of initial \$15m bank debt facility in June, allowing WCG to partially repay 5GN loan.
- Customer support and service. Significant improvement in the last 3 months.
-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



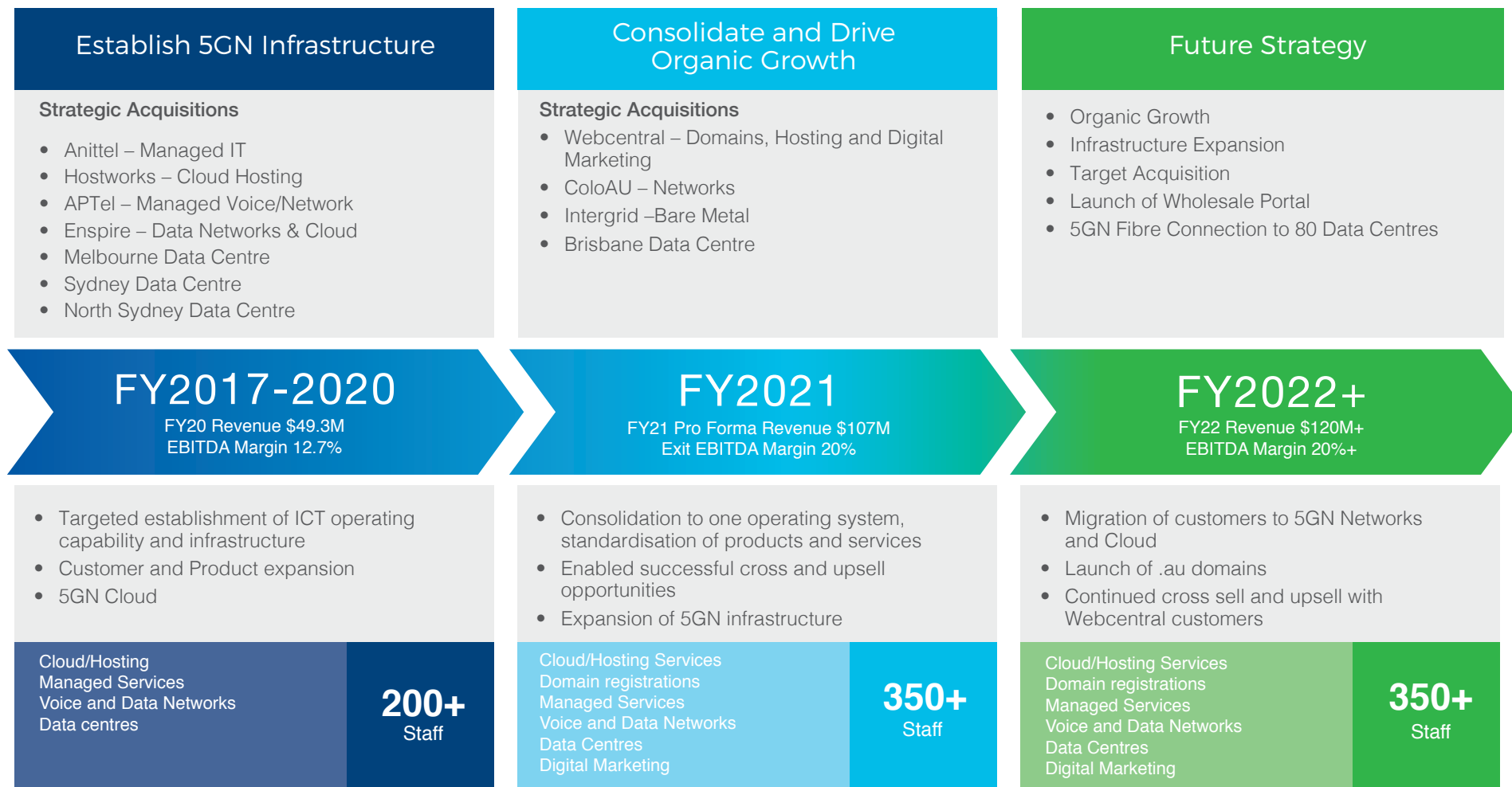
# Revenue by Product – 5G Networks and Webcentral Consolidated

	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
<b>Total</b>	<b>49.3</b>	<b>63.8</b>	<b>107.1</b>

## Total Revenue



# Strategic Plan Focussed on Acquisitions and Organic Growth



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

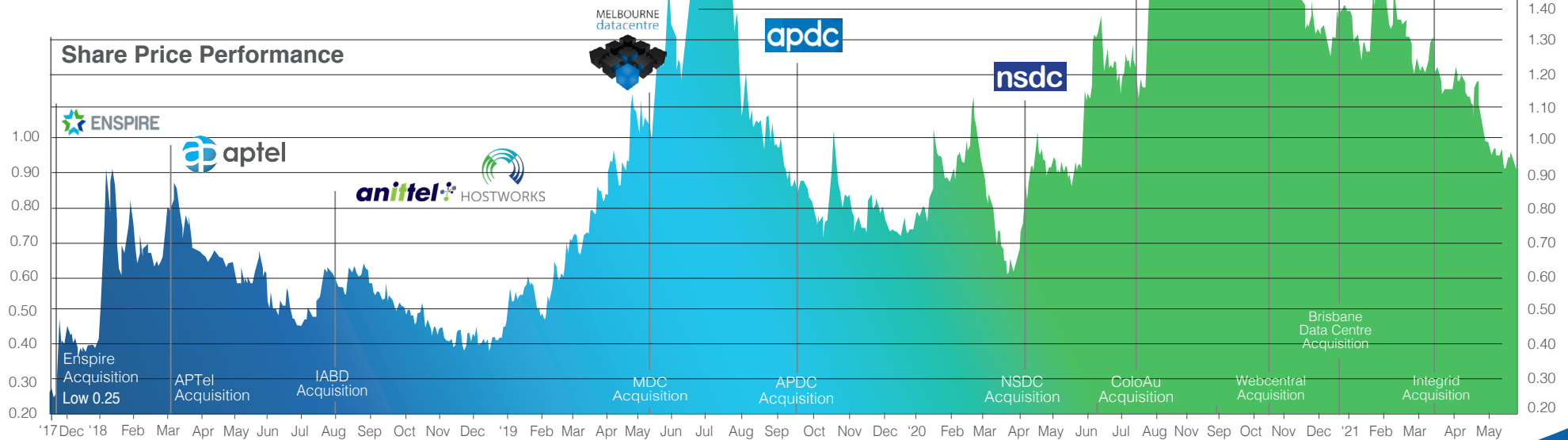
# 5G Networks Capital Structure

## 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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