

# Investor Presentation November 2021

ASX: WCG



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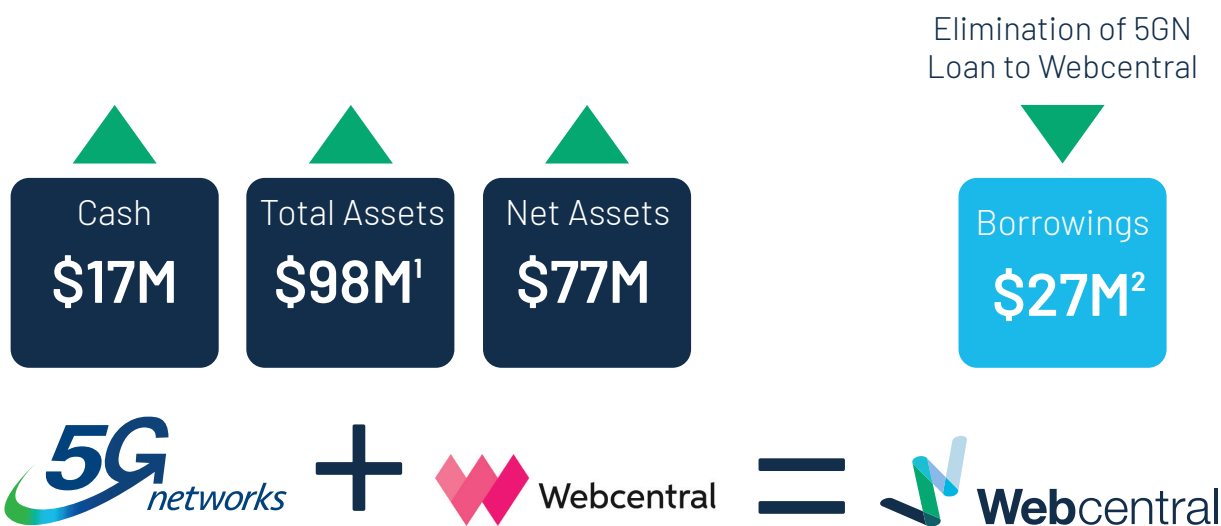
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# Webcentral Owned and Operated Network Infrastructure



# Merger Benefits

Significant improvement to cash position and balance sheet strength following merger with 5GN



Webcentral Capital Structure	
ASX Code	WCG
Share on Issue	332,288,464
Estimated post merger market capitalisation (at \$0.50 share)	\$166M
Cash (June 2021)	\$19.2M
Available Debt (June 2021)	\$4.0M

Merged Balance Sheet \$m	30-Jun-21
Total Current Assets	34.1
Total Non-Current Assets	133.0
Total Current Liabilities	59.0
Total Non-Current Liabilities	58.1
Net Assets	50.0
Total Equity	50.0

Notes:

- 1. Webcentral pro forma consolidated balance sheet as at June 2021
- 2. Total debt of \$27.1M including Term Debt of \$19.6M, Bank guarantees of \$5.7M and Equipment loans of \$1.8M

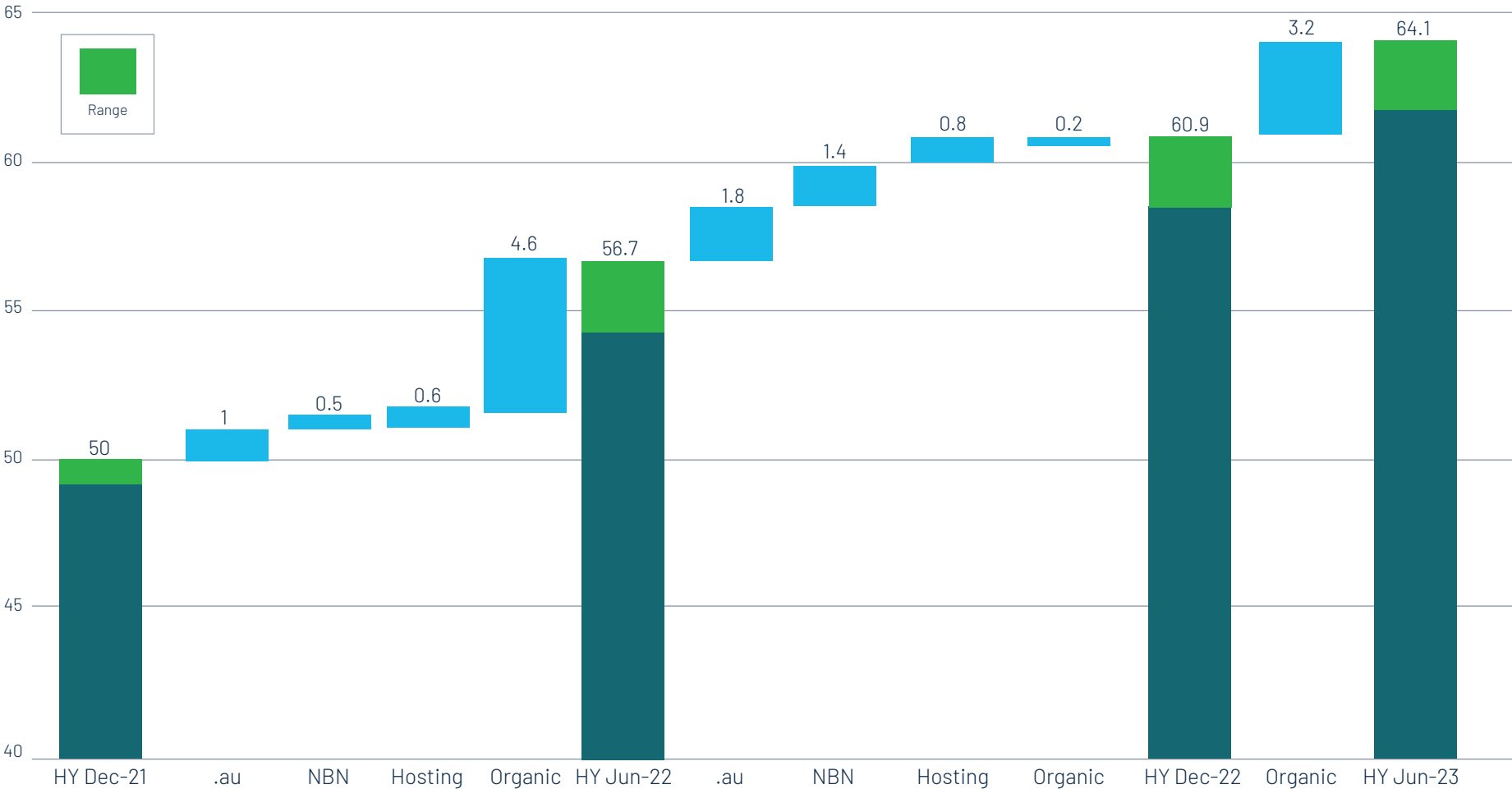


# Strategic Plan Focused on Acquisitions and Organic Growth

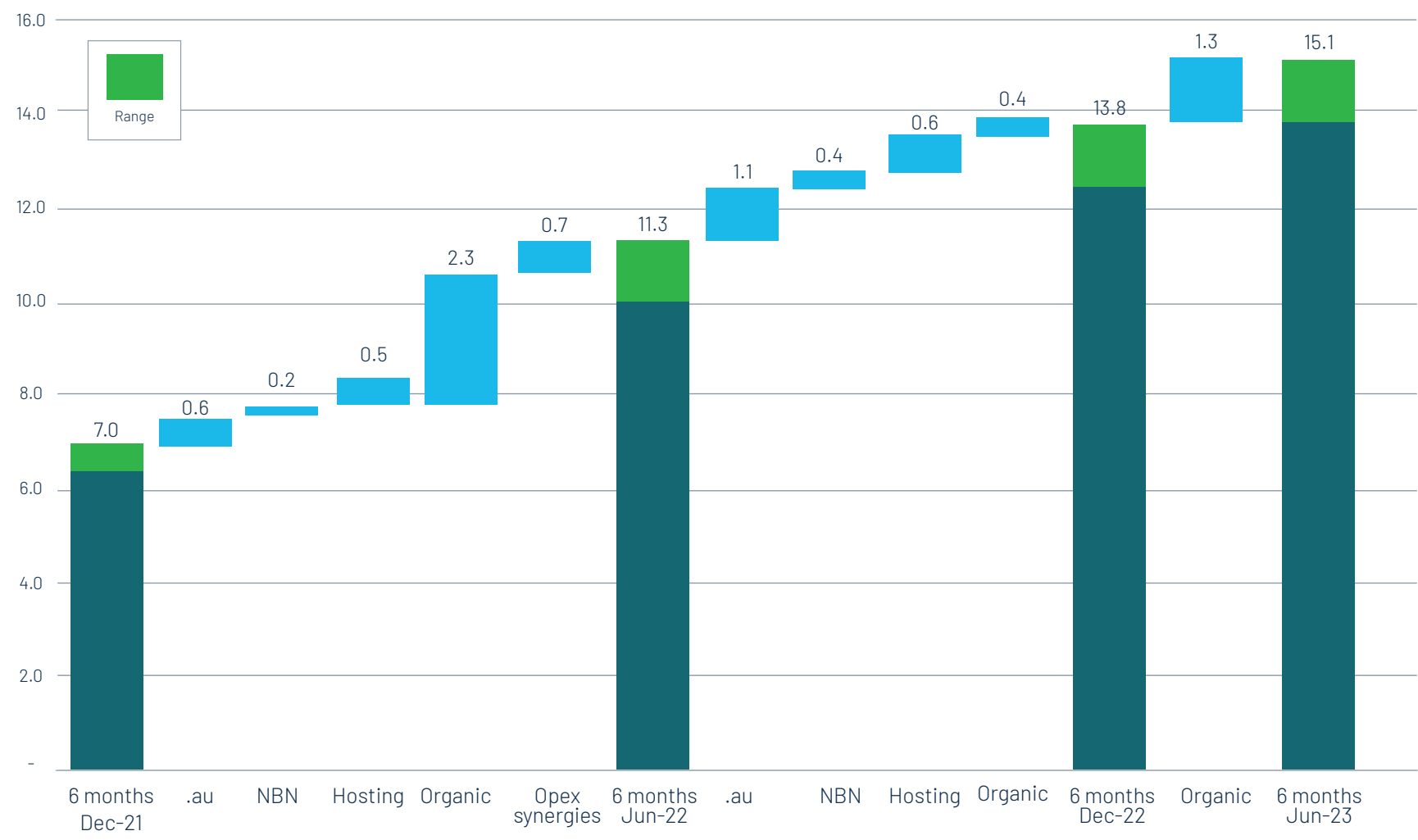


Excludes any Acquisitions

# Revenue Trajectory



# EBITDA Trajectory



# Highlights and Achievements

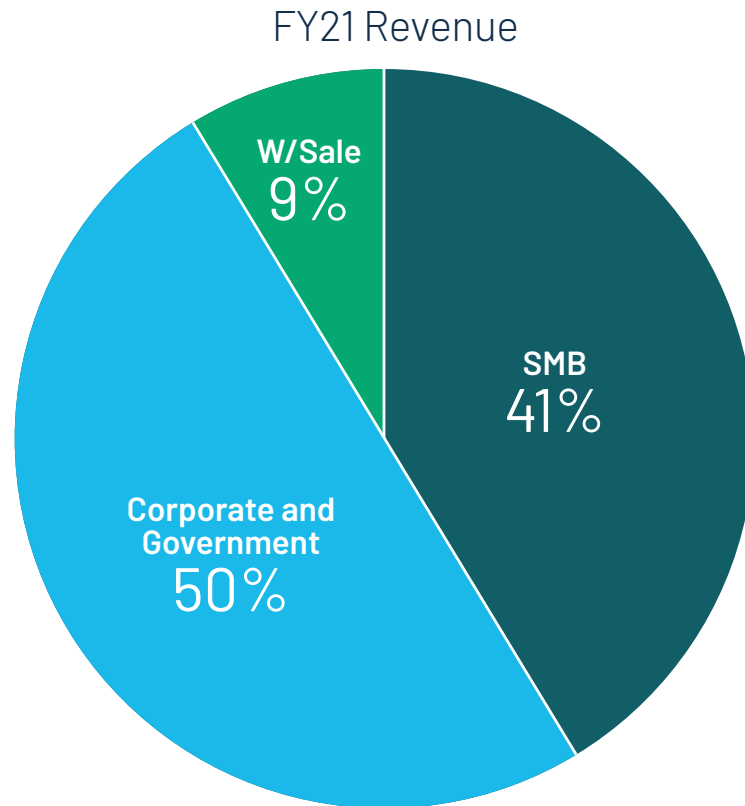
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- ✓ Merger completed, propelling the company towards ASX300 Status<sup>1</sup>
- ✓ Debt reduced by \$27M and strengthened balance sheet to target accretive acquisitions of listed or private enterprises
- ✓ New product releases into 330,000+ customers across government, enterprise, wholesale and small/medium businesses through a combined online portal
- ✓ Strong demand for services as we exit Covid lockdowns
- ✓ Significant increase in customer satisfaction
- ✓ Growth initiatives underway including launch of .au products bundles and other hosting services
- ✓ Webcentral strategic acquisition of 18% of Cirrus Networks Holdings

**Notes:**

1. Directors options linked to target

# Customer Market Segments



500,000 Domain Registrations



Hosting 35,000 Websites and over 300,000 Email Accounts



330,000 SMB Customers



2,500 Corporate and Government Clients










25 Partners and growing



# Product Offering

Webcentral services more than 330,000 Government, enterprise, wholesale, and small and medium businesses (SMB) customers across Australia and New Zealand. With 350 employees we seamlessly provide a range of cloud enabling solutions to businesses which consist of the following:

Domains		Registration		Domain Portfolio Solutions				
Cloud		Email and O365		Web Hosting		5GN Private Cloud		
Data Centre		Colocation		Bare Metal		5GN CloudPort		
Data Networks		National MPLS network		National Links	International Links	Dark Fibre		
Managed Services		SharePoint	O365	Consulting	Design	Network & Infrastructure	End User Support	
Digital Marketing		SEO		Social		PPC	Content	
Hardware & Software		Cisco	Juniper	Dell	EMC	Microsoft	VMware	Citrix

**Webcentral is one of the Top 3 Domain providers in Australia and the largest Australian owned operator of Fibre Networks, Cloud and Data Centres**

# Experienced Board and Management Team

## Board



**Joe Gangi**  
**Chairman**  
Ex 5G Networks



**Joe Demase**  
**Managing Director**  
Ex Uecomm Ltd, Co Founder of  
Access Providers Ltd and Founder  
of 5G Networks



**Natalie Mactier**  
**Non-Executive Director**  
CEO of Vivi International  
and Ex SEEK & Kidspot



**Jason Ashton**  
**Non-Executive Director**  
NBN, Ex Superloop and Co-founder  
of BigAir Group and Magna Data

## Executive Team



**John Stevens**  
**Chief Operating Officer**  
Ex NBN, Macquarie  
Cloud & Uecomm



**Glen Dymond**  
**Chief Financial Officer**  
Ex Zenitas, Spotless  
& Broadspectrum



**Michael Wilton**  
**General Counsel**  
Partner, Cornwalls Lawyers



**Garry White**  
**Sales Director**  
Ex Uecomm, Macquarie  
Telecom, TPG & Optus



**Chris Demase**  
**Executive General  
Manager – Operations**  
Ex Sky Bridge Group & Uecomm



**Joel Bruce**  
**Executive National  
Field Manager**  
Ex Anritel / Inabox Group



**Marco Mattiuzzo**  
**Chief Technical Officer**  
Ex Enspire & Barristers  
Chambers Ltd

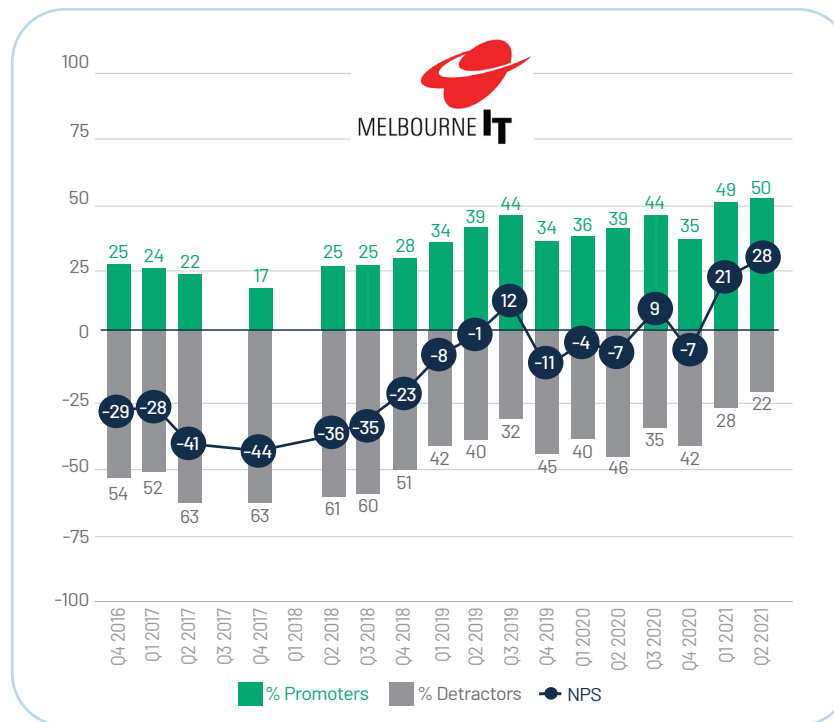
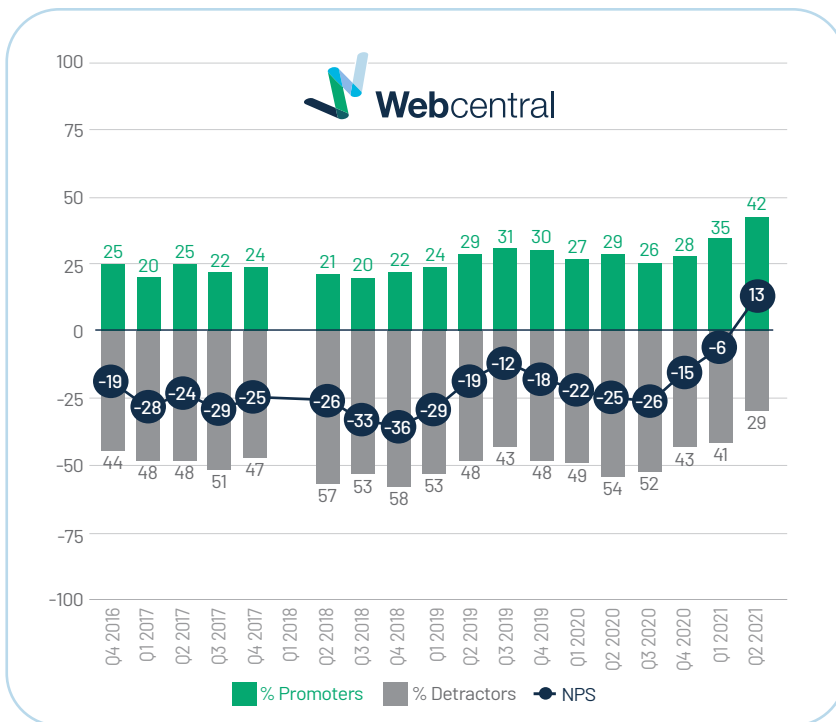


**Steve Marchese**  
**Head of People  
and Culture**  
Psychologist & Organisational  
Behaviour expert

# Significant Improvements to Customer Satisfaction

Significant improvement of net promotor scores since 5GN acquisition in 2020 from:

- ✓ On-shoring of customer service roles
- ✓ Focus on resolving customer issues and improving customer retention
- ✓ Improvements to website and cart



# Owned and Operated Infrastructure





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# Thank you

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