

Investor Presentation December 2021

ASX: WCG



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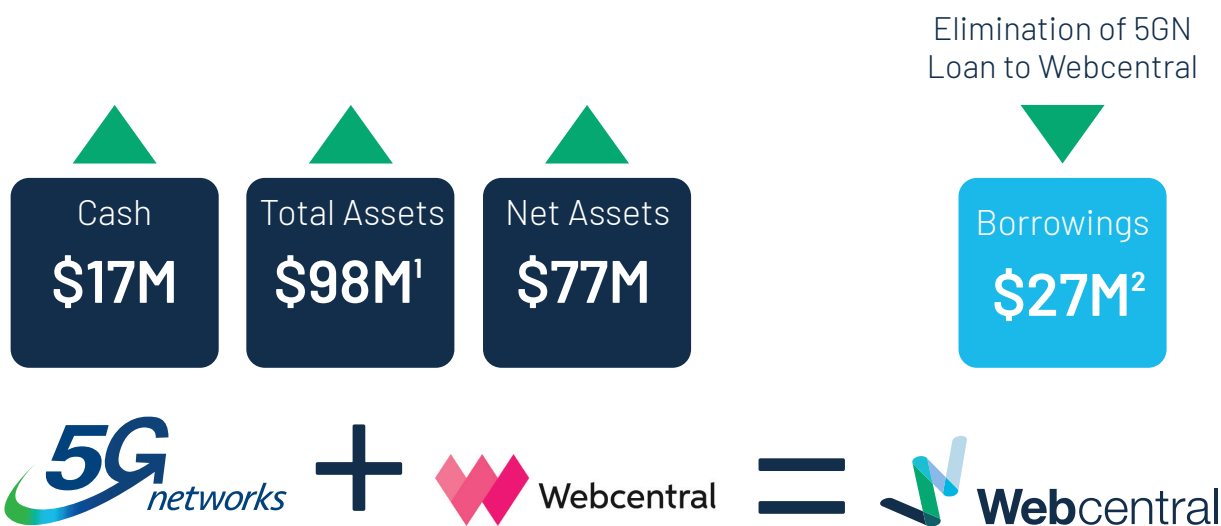
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Webcentral Owned and Operated Network Infrastructure



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:

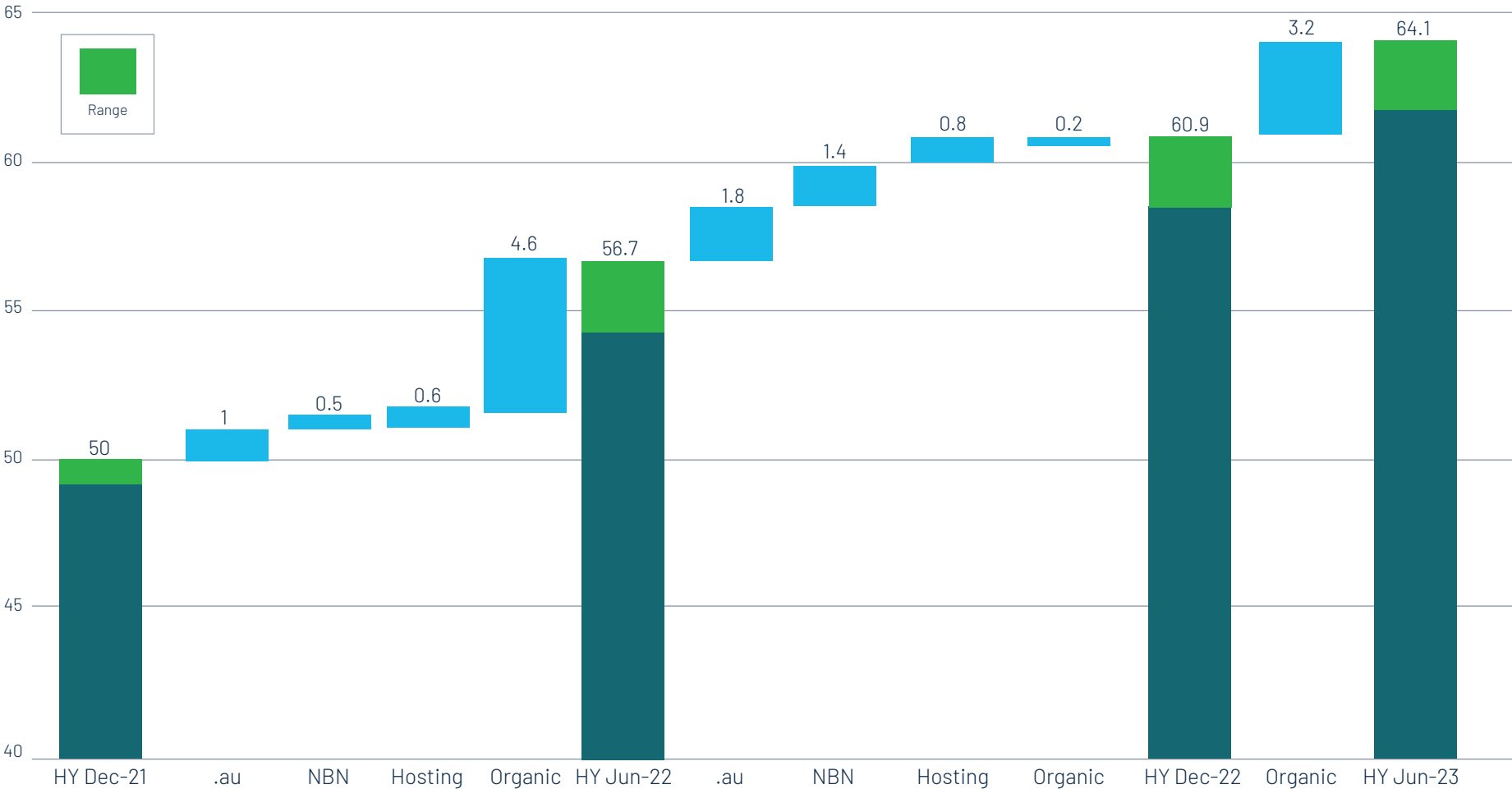
- 1. Webcentral pro forma consolidated balance sheet as at June 2021
- 2. Total debt of \$27.1M including Term Debt of \$19.6M, Bank guarantees of \$5.7M and Equipment loans of \$1.8M

Strategic Plan Focused on Acquisitions and Organic Growth

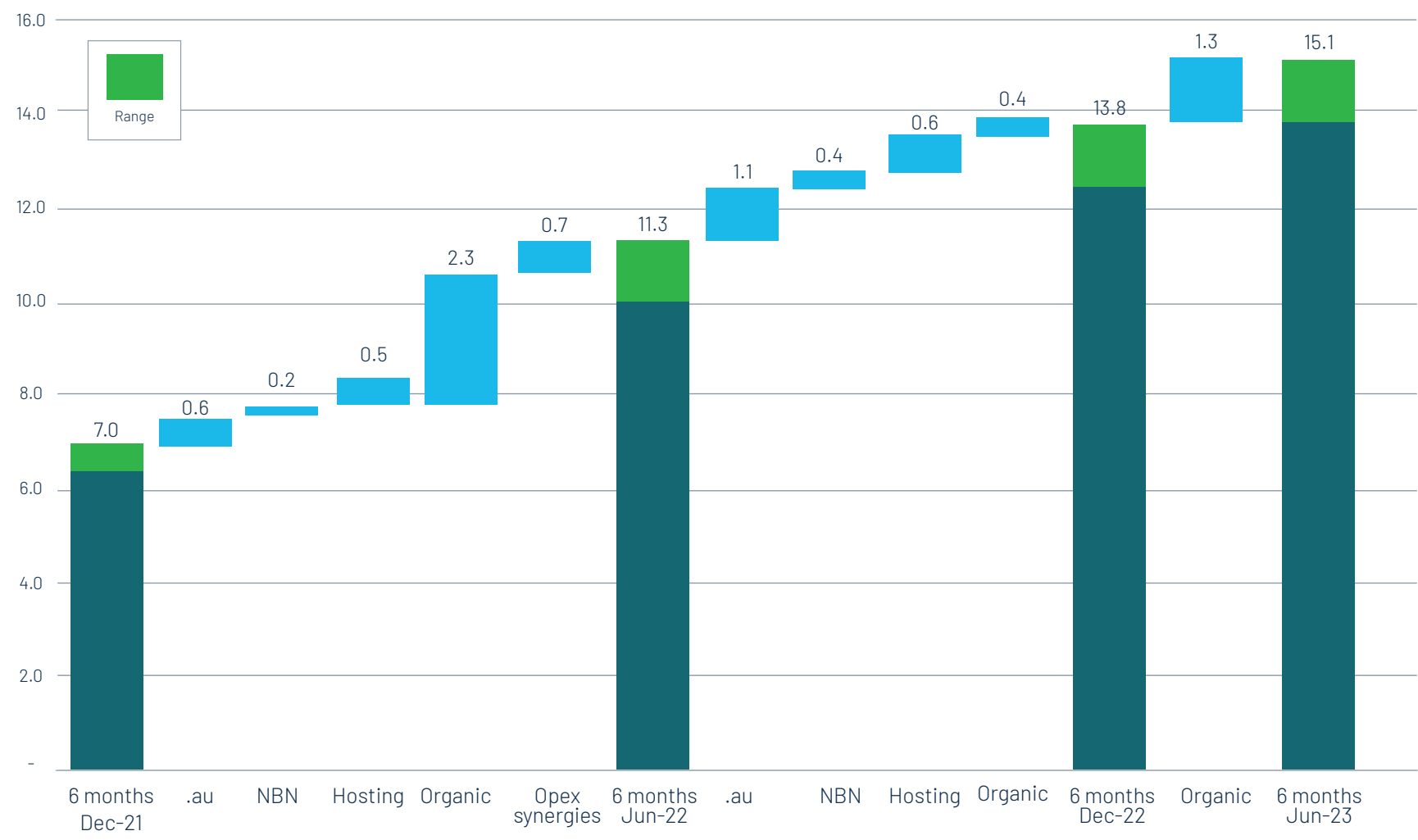


Excludes any Acquisitions

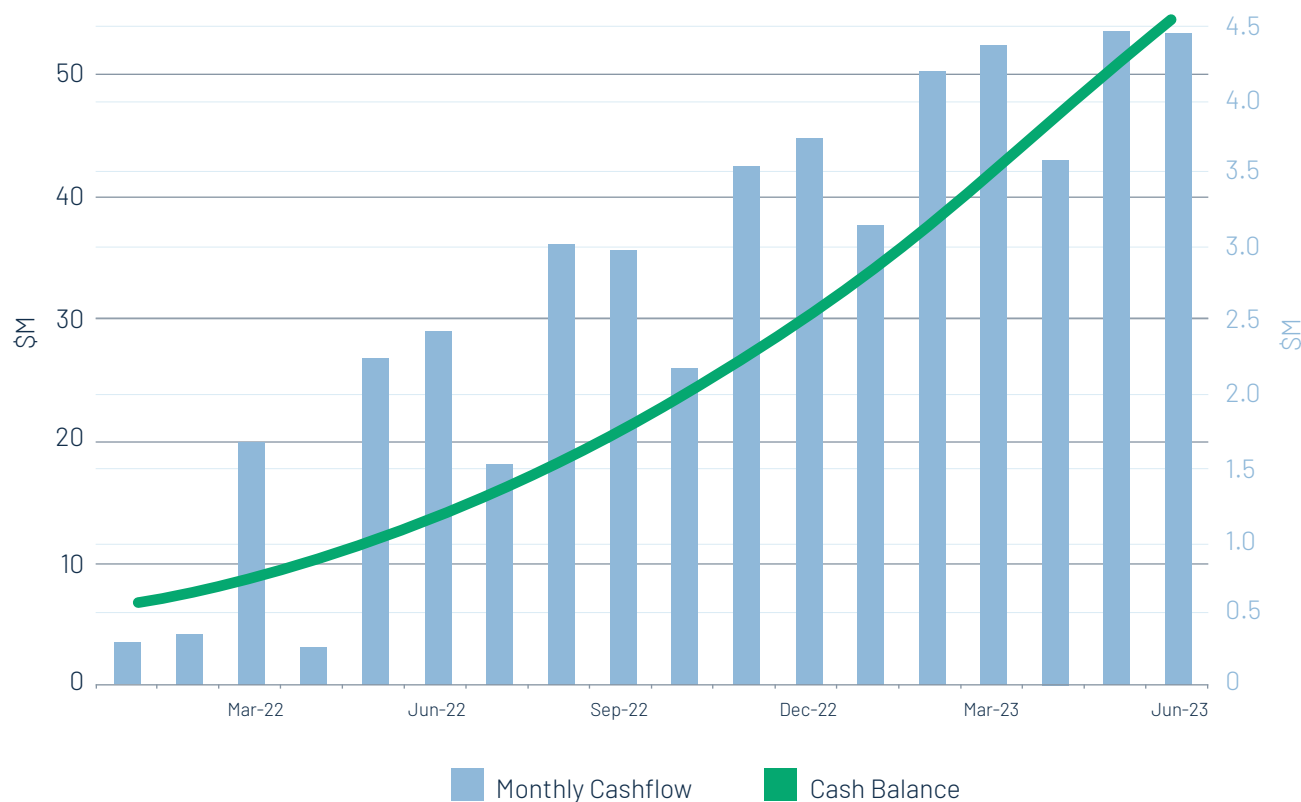
Revenue Trajectory



EBITDA Trajectory



Strong Cash Trajectory



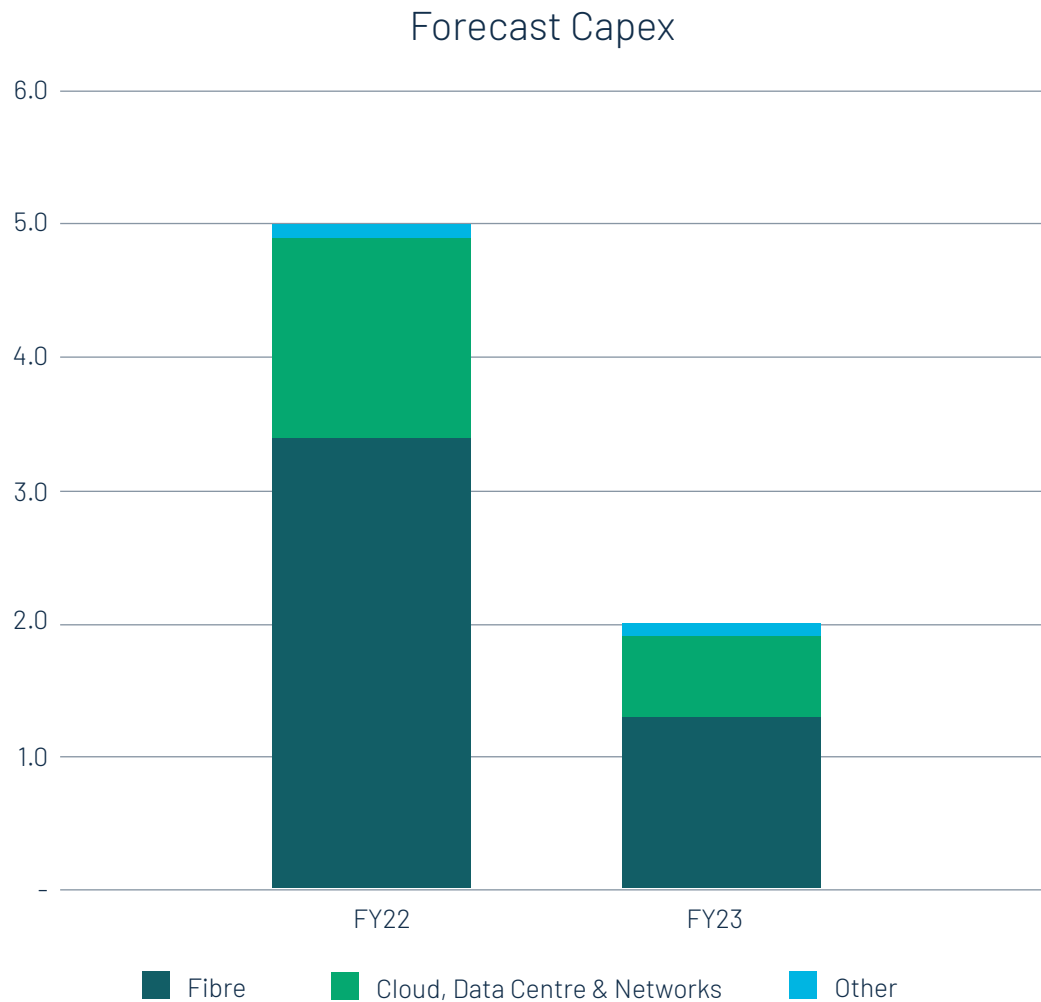
Acceleration of operating cashflow generation expected from growth initiatives implemented and underway:

- Cash Balance at Jun '22 forecast to be \$14m circa.
- Cash Balance at Jun '23 forecast to be \$55m circa.
- Excludes cash used for potential Acquisition
- Excludes \$10.5M CBA Bridge Facility available for Cirrus Networks (ASX: CNW) acquisition

Notes:

1. Forecast impact of organic growth initiatives already implemented and to be implemented during the period shown.
2. Forecast excludes non-recurring and non-operating items including transaction and acquisition costs.
3. Forecast assumes no potential impacts from COVID or other economic impacts or events.

Capex Forecast



- FY22 Forecast capex \$5M
- FY23 Forecast capex \$2M
- Fibre network roll out completion in calendar year 2022 connecting 80 data centres across 5 capital cities
- Excludes customer-lead Capex

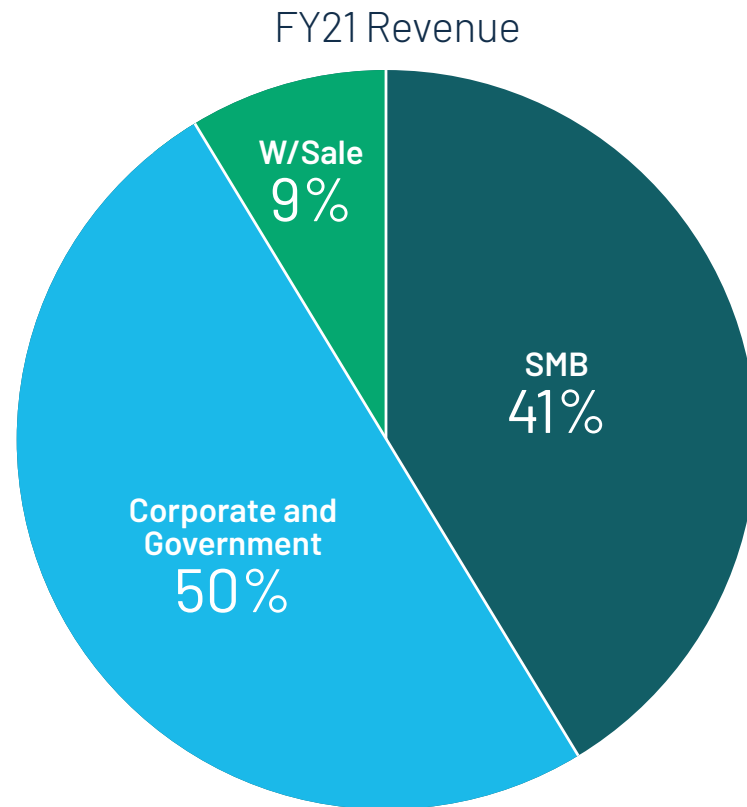
Highlights and Achievements

- ✓ Merger completed, propelling the company towards ASX300 Status¹
- ✓ 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 Ucomm 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 & Ucomm



Glen Dymond
Chief Financial Officer
Ex Zenitas, Spotless
& Broadspectrum



Michael Wilton
General Counsel
Partner, Cornwalls Lawyers



Garry White
Sales Director
Ex Ucomm, Macquarie
Telecom, TPG & Optus



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



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



Marco Mattiuzzo
Chief Technical Officer
Ex Enspire & Barristers
Chambers Ltd

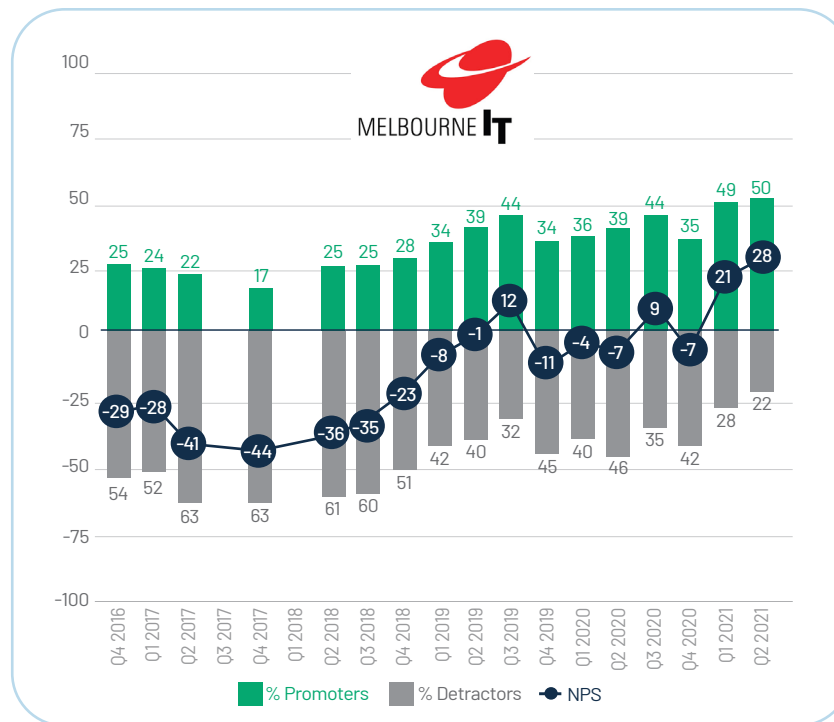
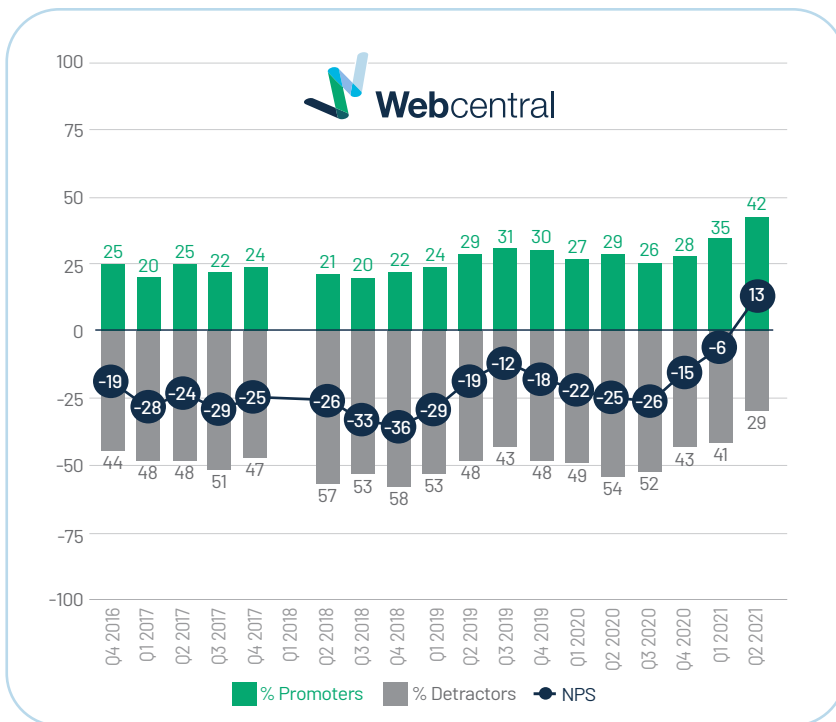


Steve Marchese
**Head of People
and Culture**
Psychologist & Organisational
Behaviour expert

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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