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Business Verticals



TELECOMMUNICATIONS

- Private high-speed wireless network across Perth
- Current rollout of a next-generation community-powered gigabit wireless technology – **neXus**
- Largest global deployment of Terragraph technology, developed by Meta (Facebook) Connectivity
- Holds mmWave 5G spectrum covering Perth, Peel, Bunbury & Margaret River
- Market-leading brand with consistent growth in subscriber numbers and champions in the community
- Brand pillars of speed, high-performance, impactful innovation and next-generation technology
- Multi award-winning innovation-led company



CLOUD GAMING & ESPORTS

- NVIDIA Alliance Partner for **GeForce NOW (GFN)** cloud gaming in Australia
- GFN instantly transforms nearly any laptop, desktop, smartphone or smart TV into a high-performance gaming rig, democratising gaming for the masses.
- 270,000+ members across Australia and New Zealand
- Over 180 million minutes of game time powered since October 2021
- Significant Australian market research data on gaming demographics, connectivity and behavior
- Competitive esports team, **Pentane.GG** competing in League of Legends Circuit Oceania (LCO)
 - **LCO Split 1 Champions 2021**
 - **LCO Split 2 Second Place 2022**



SOFTWARE

- CloudGG – a machine-learning platform that rewards users for every action they take online, like a frequent flyer program for the internet.
- Enterprise Application Software currently named **Mission Control (MC-CRM)** that provides an end-to-end solution for operating a next-gen wireless network.



Traditional Fixed Wireless Network

Pentanet's traditional Fixed Wireless network relies on a line of sight (LoS) to the customers roof and can deliver download speeds up to 120Mbps and upload speeds up to 30Mbps.

CRITICAL INFORMATION

- 50+ tower sites (9 new towers added in FY22).
- Coverage over majority of the Perth Metropolitan area with ~45% of addressable market having LoS.
- 88% Gross Margin.
- Theoretical capacity of ~10,000 customers.
- Data centre connectivity in 5x Perth Metro data centres.
- Dark fibre backhaul network linking towers in figure-8 shape to remain resilient at scale and support future network requirements.

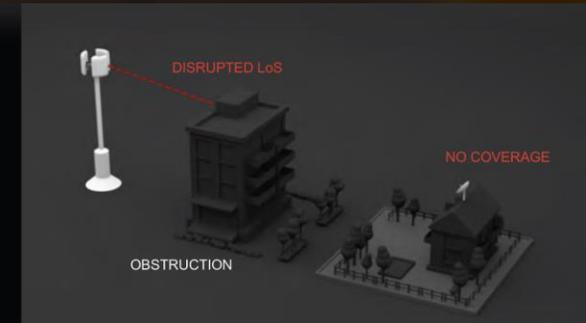
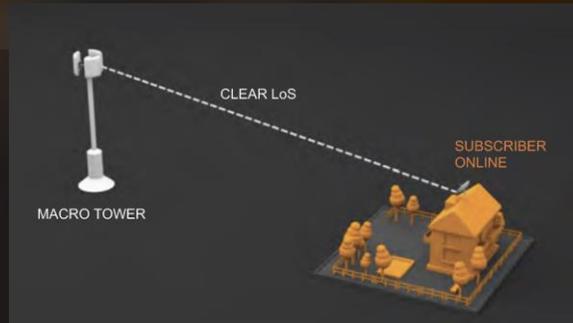
"OFF-NET" OFFERINGS



DEFINITIONS

On-Net - All wireless services using infrastructure operated by Pentanet such as Fixed Wireless, neXus & 5G.

Off-Net - Resold fixed line services such as NBN & Opticomm.





Next-Generation Wireless Solutions

Phase one of the commercial launch of neXus introduced new technical challenges unique to our deployment at this scale. The solutions to these early issues are being implemented across the already-installed subscribers currently. We plan to restart billing and continue further deployment from Q3 FY23.

13,000+

registrations of interest generated from nexus hype campaign.

700+

neXus nodes have been installed at **30 September 2022**.

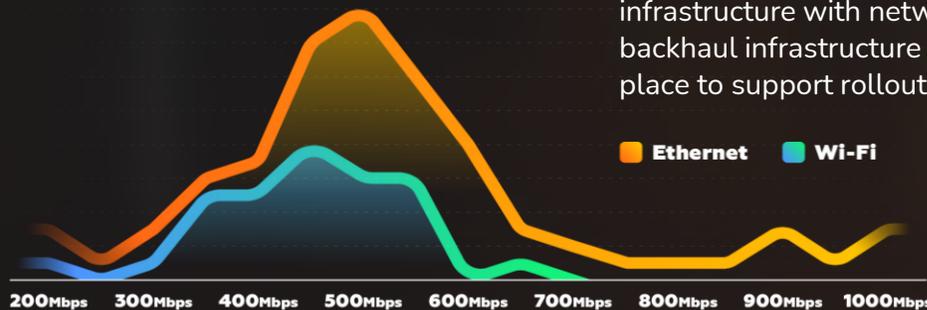
970Mbps

download and 857Mbps upload achieved throughout the beta.

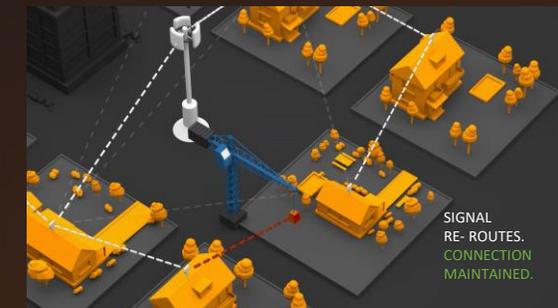
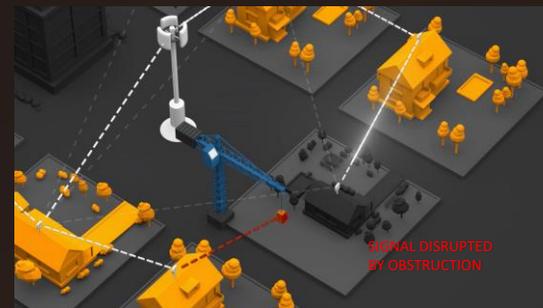
Average speed of beta users was **535Mbps**.

CRITICAL INFORMATION

- Licensed 5G mmWave spectrum in Perth, Peel, Bunbury & Margaret River areas.
- Capacity for well over 100,000 on-net subscribers once built.
- neXus speeds:
- Average COCPU of \$900 - \$1100 (less than 12-month payback period).
- >80% GP Margins to continue across on-net services.
- Retrofit on top of existing tower infrastructure with network and backhaul infrastructure already in place to support rollout.



SIGNAL ROUTES FROM SUBSCRIBER. NOW ONLINE.





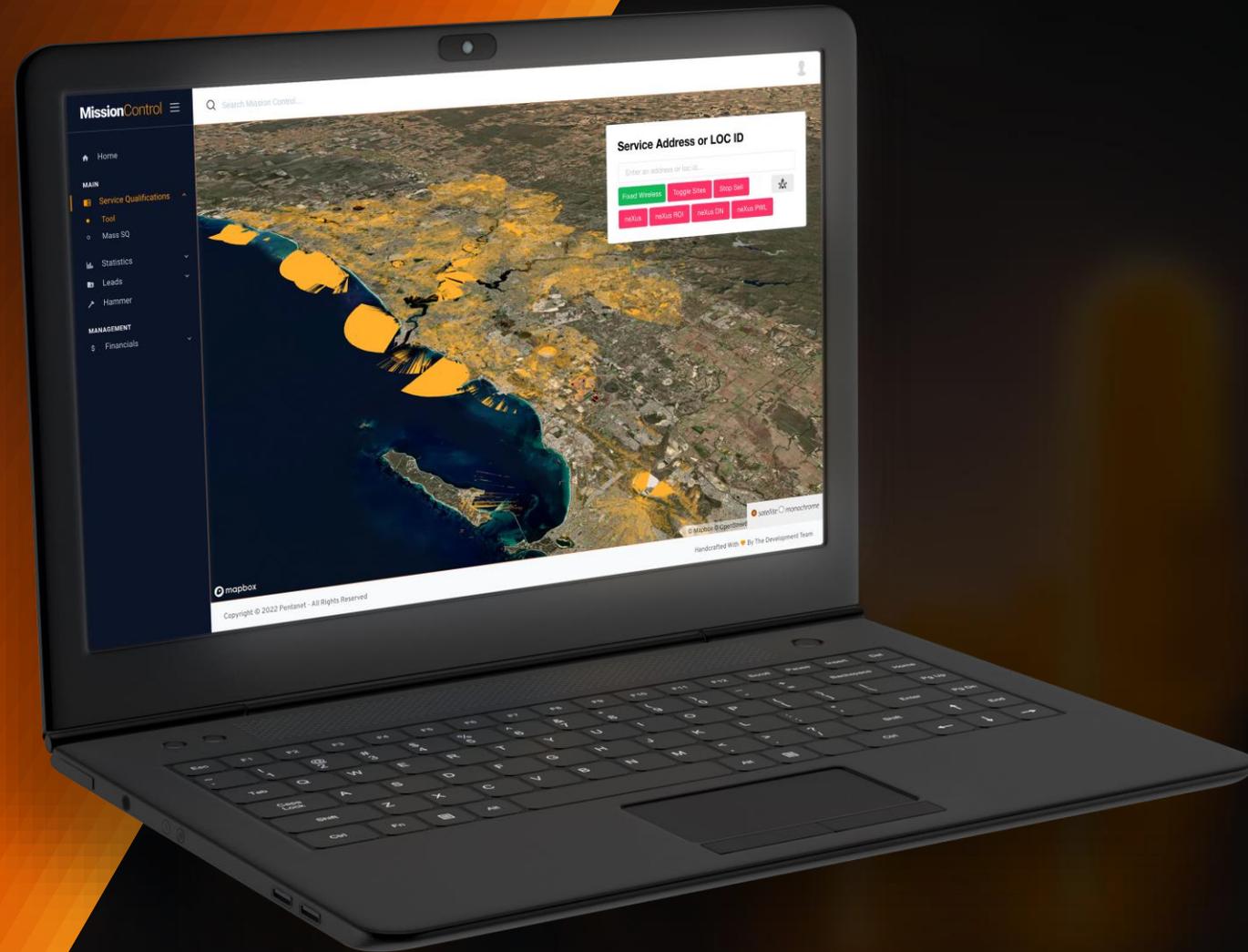
Mission Control

Pentinet continually looks for ways in which its current systems can be improved through automation.

The Company has developed its own system, **Mission Control (MC-CRM)**, which integrates both backend and customer-facing software which can be sold into global SaaS markets.

KEY FEATURES

- Automated address checker.
- Network Coverage Mapping Tool.
- Lead, Sales & Account Management System.
- Installation / Operational Works Scheduler.
- Wholesale NBN Automation.
- Automatic Configuration System (ACS).
- Customer Portal.
- Partner Portal.





Marketing & Brand

We continue building the Pentanet brands in market, cementing today's key positioning as a leader in next-level customer experience across the telecommunications, gaming and esport sectors, while advocating for technology advancements in Australia's digital future.

Telecommunication Marketing investment is sitting at 8% of total Revenue.

KEY MILESTONES



National launch of GeForce NOW Powered by Pentanet cloud gaming.



Commercial launch of neXus, our next-generation intelligent mesh wireless network for Perth.

Technology
WA Govt must invest in digital future to stop companies moving East, Pentanet founder says
 Caitlin Paroczai | The West Australian
 Sun, 13 February 2022 3:32PM | [Comments](#) | [+](#)



Stephen Cornish, founder and managing director of Pentanet with staff. Credit: Ross Swanborough/The West Australian

The State Government will need to invest in digital resources if it wants to prevent Perth tech companies and talent from moving to the east coast, Pentanet founder and managing director Stephen Cornish says.

Mr Cornish — who founded the Perth-based 5G fixed-wireless network provider in 2017 — said the WA Government needed to be “swifter to the table” in recognising the challenges of tech businesses across the State.

“The big pressure for a company like ours is: when are you going over East? In order to stop that, we need State support to fund our requirements here,” he said.

“Not only to grow our industries and digitise Perth, but to retain the next generation of talent... we need companies for that talent to land and stay in our economy”



THE WEST AUSTRALIAN
 Extra subscribers boost Pentanet revenue June quarter
 Danielle Le Messurier | The West Australian
 Fri, 29 July 2022 12:26PM | [Comments](#)

PENTANET UP ON EXTRA SUBSCRIBERS

ANALYST: The West Australian reported Pentanet's revenue for the quarter to the end of June has risen by 10 per cent on the previous quarter, to \$15.2 million, and the company has added 10,000 extra subscribers.

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GEFORCE NOW POWERED BY PENTANET

MORE WAYS TO PLAY

NEW PLANS

Starting from **\$3.49** /mth*

APEX LEGENDS

STARBUCKS

*Price based on Basic Membership with 6 month billing cycle. T&Cs Apply, see website for details.

AWARDS & RECOGNITION

- Australian Financial Review Fast Starters - #19
- Deloitte Tech Fast 50 - #30
- 2021 Global Connectivity Hero of the Year
- INCITE Transformative Solutions Winner
- LEADER Technologies WISP of the Year

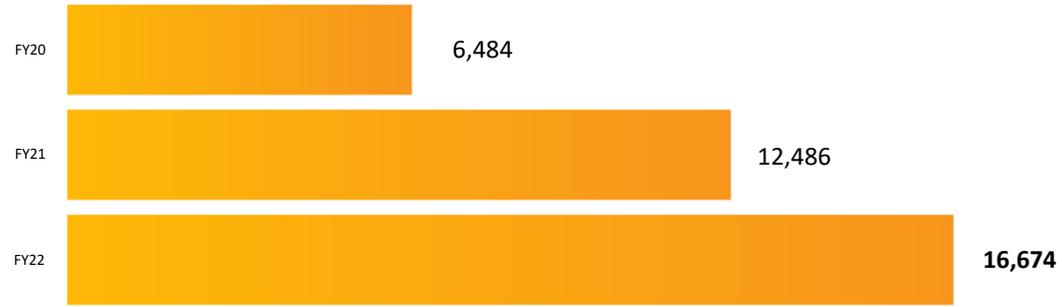


Financial Highlights

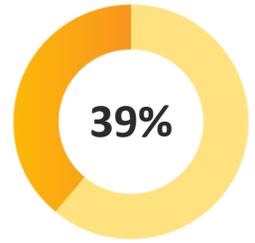
FULL YEAR FY22

- CAPEX requirement to end FY23 of approximately \$6.0m. Covers expansion of NVIDIA GeForce NOW, 5G upgrades and on-net installations. The company is seeking alternate finance to cover this, in addition to the existing Westpac facility of \$5.0m (\$2.5m cash currently held as security subject to covenants).

TOTAL SUBSCRIBERS



On-net customers in FY22



↑ 34% YoY

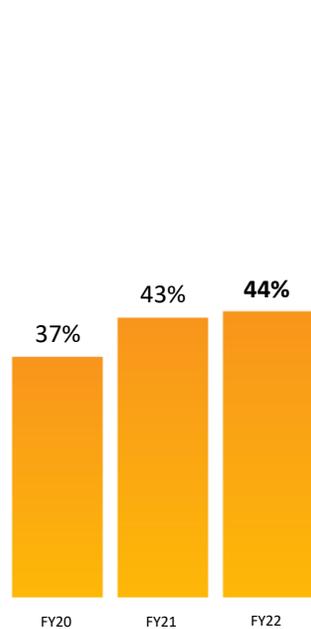
0.95% Churn

\$90 ARPU

GROSS MARGINS

Gross Margin

↑ 1% YoY



Fixed Wireless Gross Margin

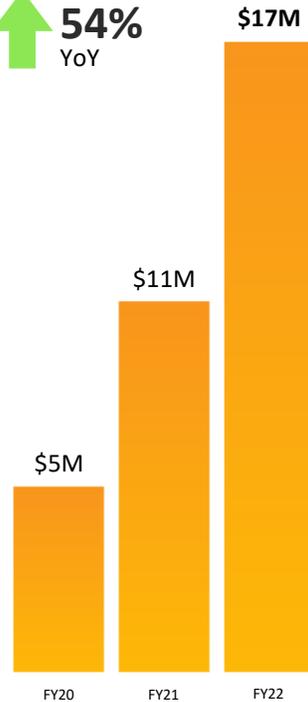
↑ 4% YoY



REVENUE & GROSS PROFIT

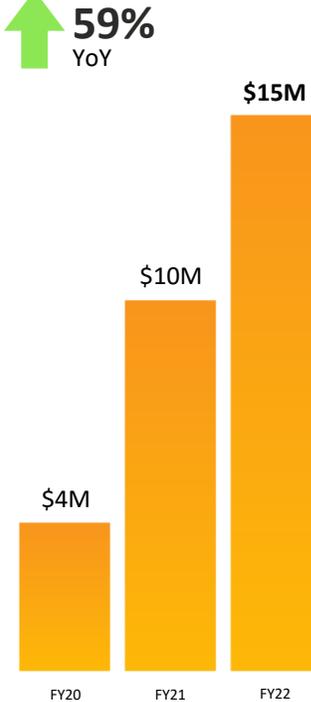
Total Sales Revenue

↑ 54% YoY



Recurring Revenue

↑ 59% YoY



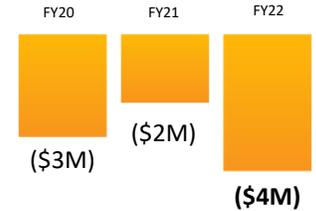
Gross Profit

↑ 55% YoY



UNDERLYING EBITDA

↓ 79% YoY



Reflects increased operating expenses primarily around product expansion efforts with a national launch of GeForce NOW Powered by Pentanet cloud gaming and the introduction of neXus.

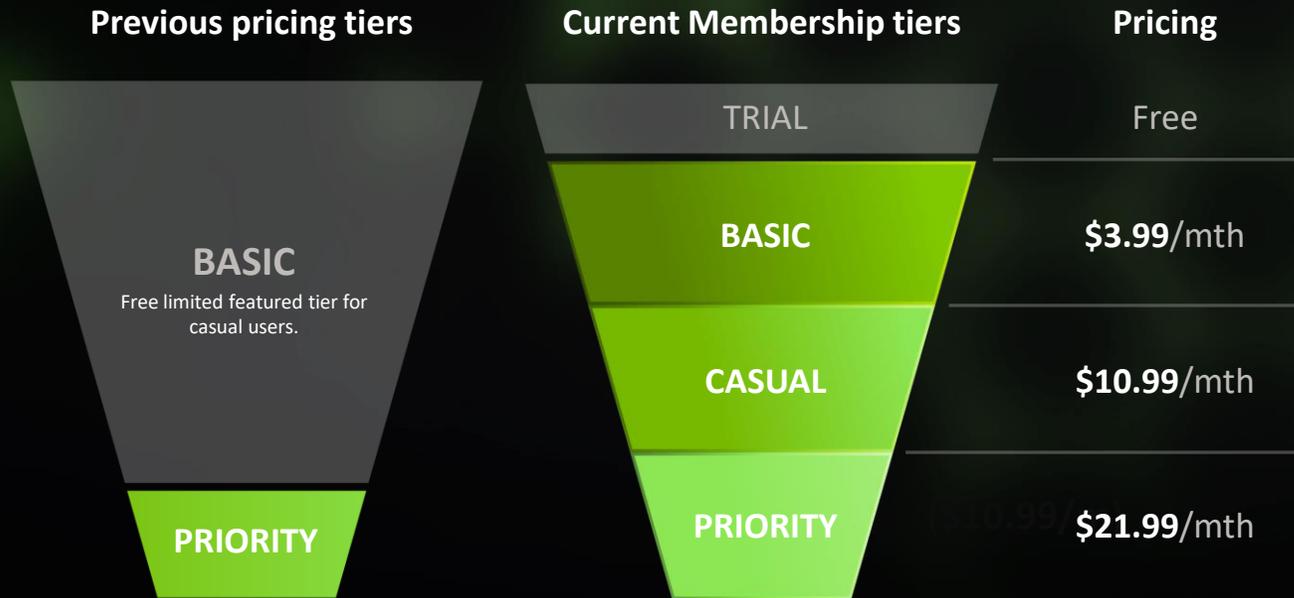
EBITDA is a financial measure which is not prescribed by Australian Accounting Standard ("AAS") and represents the profit under AAS adjusted for depreciation, amortisation, interest and tax. Underlying EBITDA is EBITDA adjusted to exclude share-based payments, options exercised on behalf of employees and IPO cost.

Gross Profit Margin is a measure of profitability that shows the percentage of revenue that exceeds the cost of goods sold (COGS). Cost of goods sold consist of network, carrier and hardware expenses.



GeForce NOW Revenue Growth Strategy

Pentanet continues to capture new cloud gaming market nationally. As we continue to demonstrate the technology to market, we will look to convert more users to paid subscribers. The recent launch of a refreshed range of membership plans includes options for a range of budgets and lifestyles.

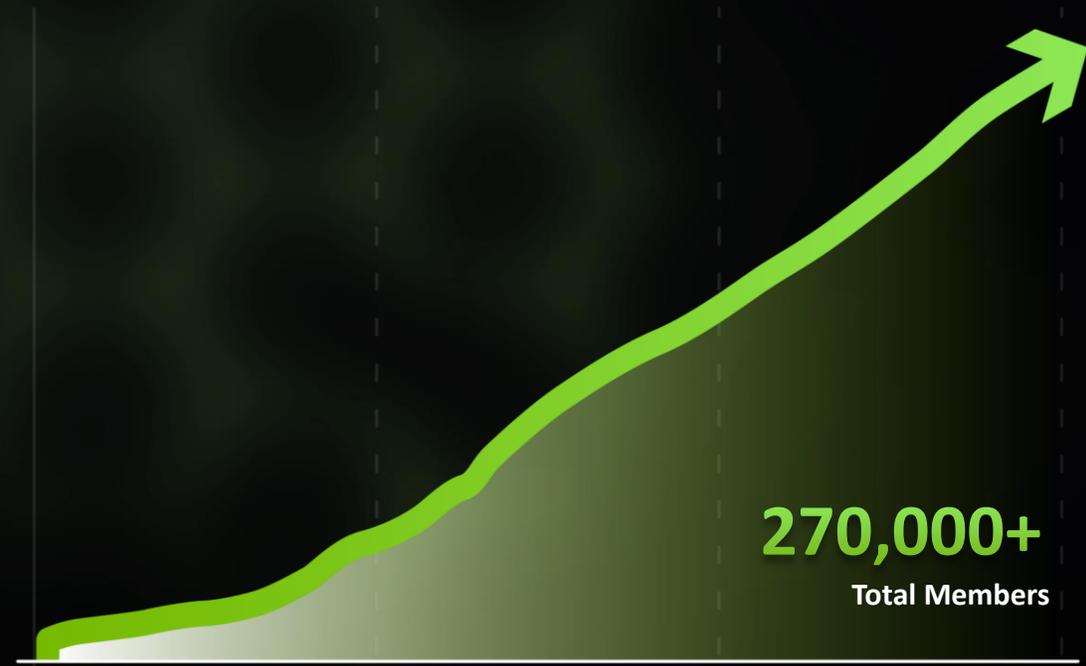


180 million

minutes played.

20% increase

in paid memberships in first month of releasing additional plans.





GEFORCE NOW

POWERED BY



PENTANET

Company update on NVIDIA GeForce NOW alliance agreement and expansion plans



3080 MEMBERSHIP TIERS COMING TO AUSTRALIA

Pentinet is pleased to confirm discussions are nearing completion to further the GeForce NOW Alliance Agreement and exclusivity in Australia under new commercial terms. These will allow the introduction of next-gen RTX3080 hardware and higher tier plans. New Zealand will also be formally recognised as a Pentinet serviceable territory with a pathway to include new additional neighbouring territories in the future.

NEW TERRITORY SECURED

On the back of a successful launch into the Australian market, Pentinet has secured the expansion of the NVIDIA Alliance Agreement for GeForce NOW cloud gaming into New Zealand with a pathway to expansion into other nearby countries on a non-exclusive basis.

- **NZ:** 73% of population are gamers. Total 3.65m gamers in NZ.

(Source: Brand, J. E., & Jervis, J. (2021). Digital New Zealand 2022. Eveleigh, IGEA.)

70x

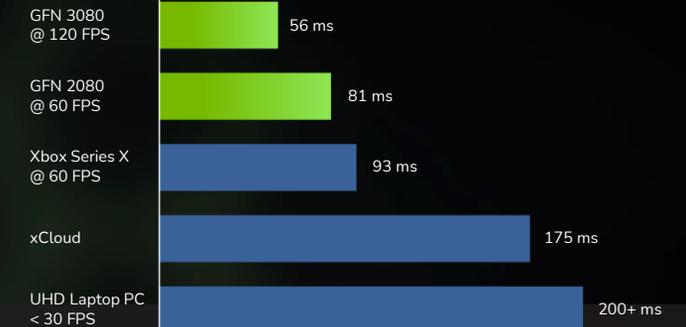
Average Steam Laptop (Intel UHD 620)

13x

Average Steam Desktop (GTX 1060)

7x

Apple M1 MacBook Air (Integrated)



NEXT GENERATION GAMING ON ANY DEVICE

The GeForce NOW RTX 3080 membership tier provides gamers with access to the greatest-ever generational leap in GeForce® history, delivering cloud gaming's highest resolutions and fastest frame rates, paired with the lowest latency.¹

Each cloud GeForce NOW pod consists of over 1,000 GPUs that deliver more than 39 petaflops of graphics horsepower. Each instance is 35 teraflops of performance, nearly 3x that of an Xbox Series X.

¹ <https://nvidianews.nvidia.com/news/nvidia-introduces-the-next-generation-in-cloud-gaming>



**GEFORCE
NOW**

POWERED BY



310,000+

5GG total active audience
in Australia.

Active Audience

Across Australia, 270,000+ gamers have signed up to GeForce NOW Powered by Pentanet. During service sign up, each member completed an internet health check to determine their service suitability for the GFN platform.

The data captured during this activity includes connection speed, ISP satisfaction, and location, formulating detailed geographical information of the GeForce NOW audience. This data can be used to determine demand and theoretically plan the rollout of a national neXus network.




GEFORCE NOW +
 
POWERED BY PENTANET GeForce NOW Subscribers


PENTANET Telecommunications Subscribers +

nexus Registrations of interest

5GG Active Audience in Perth



CLOUD.GG

Pentanet has acquired a 13.4% stake in CANOPUS to enable exclusive co-development of Pentanet’s unique gamified telecommunications and gaming loyalty platform, Cloud.GG, using CANOPUS’ analytics technology.

- The partnership is consistent with Pentanet's strategy to create additional revenue generating opportunities by further developing the Cloud.GG portal into a gamified network loyalty, rewards and incentive program.
- CANOPUS will invest \$1.5M in the development of a consumer facing gaming loyalty and reward program that will fully exploit Canopus’ real-time gaming analytics capability.
- CANOPUS is an aspiring market leader in providing deep application-aware network visibility using Artificial Intelligence and Programmable Networking.



Internet User

Does stuff online.



FlowPulse

Machine Learning enables deep visibility into network traffic, in real-time.



Cloud.GG

Data plugs in to Cloud.GG – creates gamified network with gaming loyalty and rewards platform to create our new telco meta currency.

This image was generated by AI software as a representation of a futuristic cinematic Perth skyline.



THANK YOU

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