



ASX : 5GG

**INVESTOR UPDATE
Q3 FY25**

DISCLAIMER

IMPORTANT: You must read the following before continuing.

Summary information in relation to Pentanet Limited.

This presentation contains summary information about Pentanet Limited (ACN 617 506 279) (“Company”), its subsidiaries and their activities which is current as at the date of this presentation, unless otherwise indicated. The information in this presentation remains subject to change without notice, and the Company is not responsible for updating, nor does it undertake to update it.

Industry data - Certain market and industry data used in connection with or referenced in this presentation, including in relation to other companies in the Company’s peer group, may have been obtained from public filings, research, surveys or studies made or conducted by third parties, including as published in industry-specific or general publications. Neither the Company nor its advisors or their respective representatives, have independently verified any such market or industry data.

Not financial product advice - This presentation, and the information provided in it, does not constitute, and is not intended to constitute, investment or financial product advice (nor tax, accounting or legal advice). This presentation should not be relied upon as advice to investors or potential investors and has been prepared without taking account of any person’s individual investment objectives, financial situation or particular needs. Any investment decision should be made based solely upon appropriate due diligence. Before making an investment decision, prospective investors should consider the appropriateness of the information having regard to their own investment objectives, financial situation and needs and seek legal, accounting and taxation advice appropriate to their jurisdiction. Recipients of this presentation are advised to consult their own professional advisers. An investment in the Company is subject to significant risks, both known and unknown and including (without limitation) risks of loss of income and capital. A number of risks are beyond the control of the Company.

Future performance, forward-looking statements and key risks - This presentation contains certain “forward-looking statements”. Forward-looking statements can generally be identified by the use of forward looking words such as “forecast”, “likely”, “believe”, “future”, “project”, “opinion”, “guidance”, “should”, “could”, “target”, “propose”, “to be”, “foresee”, “aim”, “may”, “will”, “expect”, “intend”, “plan”, “estimate”, “anticipate”, “continue”, “indicative” and “guidance”, and other similar words and expressions, which may include, without limitation, statements regarding plans, strategies and objectives of management, anticipated dates, expected costs or outputs for the Company. To the extent that this presentation contains forward-looking information (including forward-looking statements, opinions or estimates), the forward-looking information is subject to a number of risk factors, including those generally associated with the telecommunications industry. Any such forward-looking statement also inherently involves known and unknown risks, uncertainties and other factors that may cause actual results, performance and achievements to be materially greater or less than estimated.

Any forward-looking statements are also based on assumptions and contingencies which are subject to change without notice and which may ultimately prove to be materially incorrect, as are statements about market and industry trends, which are based on interpretations of current market conditions. Investors should consider the forward-looking statements contained in this presentation in light of those disclosures and not place reliance on such statements. The forward-looking statements in this presentation are not guarantees or predictions of future performance and may involve significant elements of subjective judgment, assumptions as to future events that may not be correct, known and unknown risks, uncertainties and other factors, many of which are outside the control of the Company. As a result, there can be no assurance that actual outcomes will not materially differ from these forward-looking statements. The forward-looking statements are based on information available to the Company as at the date of this presentation. Except as required by law or regulation, the Company undertakes no obligation to provide any additional or updated information or update any forward-looking statements, whether as a result of new information, future events or results or otherwise.

Indications of, and guidance on, future performance are also forward-looking statements, and include statements in this presentation regarding expected or indicative costs, indicative revenues, indicative outputs and anticipated dates. To the maximum extent permitted by law, the Company, its advisors and their respective directors, officers, employees, advisers, agents and intermediaries (together, “Relevant Parties”) disclaim any obligation or undertaking to release any updates or revisions to the information to reflect any change in expectations or assumptions, or any change in events, conditions or circumstances on which any such information or statement is based. Nothing in this presentation will, under any circumstances (including by reason of this presentation remaining available and not being superseded or replaced by any other presentation or publication with respect to the Company or the subject matter of this presentation), create an implication that there has been no change in the affairs of the Company since the date of this presentation.

To the maximum extent permitted by law, the Relevant Parties make no representation or warranty (express or implied) as to the fairness, accuracy, reliability, currency, reasonableness or completeness of the contents of this presentation or any other information (whether written or verbal) that the Relevant Parties otherwise provide to the recipient. The recipient may not rely on the contents of the presentation or any information in it in making any decision to invest or acquire an interest in the Company or its assets. To the maximum extent permitted by law, the Relevant Parties are not liable for any direct, indirect or consequential loss or damage suffered (whether foreseeable or not) by any person (whether arising from negligence or otherwise) as a result of relying on this presentation or the information in it, any errors therein or omissions therefrom, or any other written or oral communications transmitted to the recipient in the course of its evaluation of the Company, or otherwise in connection with this presentation or the information in it.

Investment risk - As noted above, an investment in the Company’s securities is subject to investment and other known and unknown risks, a number of which are beyond the control of the Company. The Company (nor its related bodies corporate) does not guarantee any particular rate of return or the performance of the Company, nor does it guarantee the repayment of capital from the Company or any particular tax treatment. Prospective investors should make their own enquiries and investigations regarding all information in this presentation, including but not limited to the assumptions, uncertainties and contingencies which may affect future operations of the Company and the impact that different future outcomes may have on the Company.

Not an offer - This presentation is for information purposes only and does not constitute or form any part of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities in the Company in any jurisdiction. This presentation and its contents must not be distributed, transmitted or viewed by any person in any jurisdiction where the distribution, transmission or viewing of this document would be unlawful under the securities or other laws of that or any other jurisdiction.

AGENDA

01 INTRODUCTION AND KEY HIGHLIGHTS



STEPHEN CORNISH
MANAGING DIRECTOR

02 STRATEGY UPDATE



03 FINANCIAL RESULTS



MART DERMAN
CHIEF FINANCIAL OFFICER

04 Q&A



INTRODUCTION AND SUMMARY OF RESULTS



We're pleased to share Pentanet achieved another positive EBITDA quarter in Q3, continuing positive financial growth momentum.

This demonstrates that the company has a strong financial foundation to support our upcoming growth objectives.

This quarter's performance reflects the ongoing momentum across both core business segments and reinforces our confidence in the path ahead.



STEPHEN CORNISH
FOUNDER & MANAGING DIRECTOR

Key Financial Highlights from Q3 FY25



EBITDA increased 17% QoQ^① to \$0.7m



Second consecutive^② quarter +EBITDA



Consolidated Revenue increase of 10% on PcP



Consolidated gross profit increased 21% on PcP



Gaming revenue up 29% on PcP

① 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.

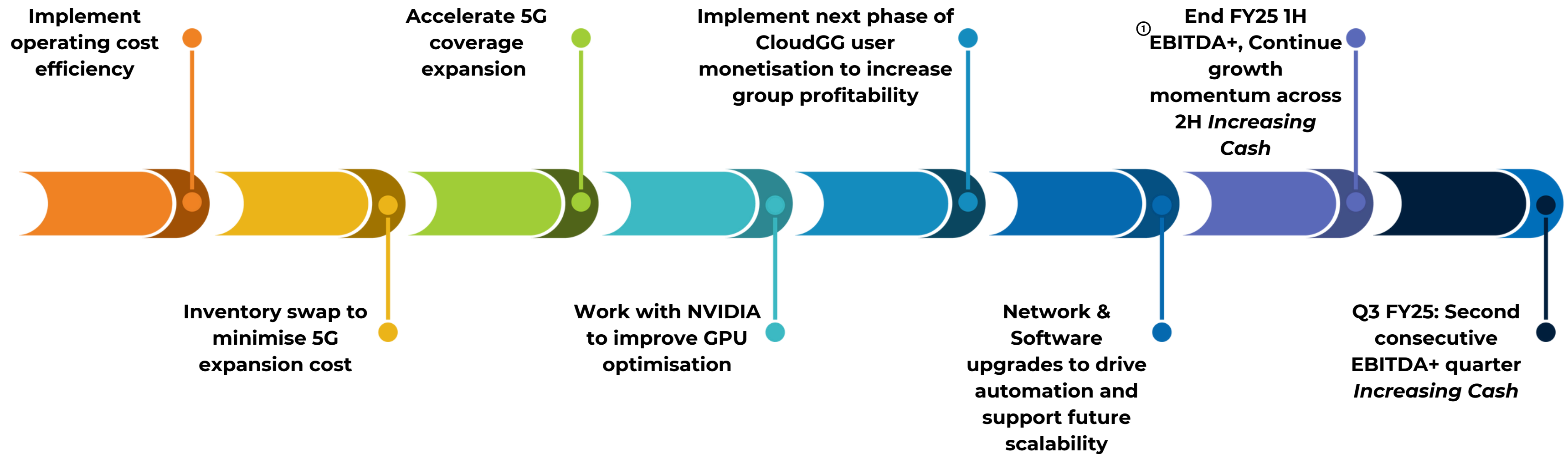
② Q1FY25 EBITDA included one-off restructuring costs of \$0.25m

FY25 Key Objectives

-  Establish and operate from a sustainably profitable foundation
-  Expand network footprint to support future growth plans
-  Increase NVIDIA cloud GPU optimisation and capacity headroom
-  Increase revenue and margin as we set the stage for new growth
-  Prepare for new 5G product launch

FY25 Strategic Delivery

Amidst other operational initiatives, these were the **key** objectives completed which underpinned our forward strategy

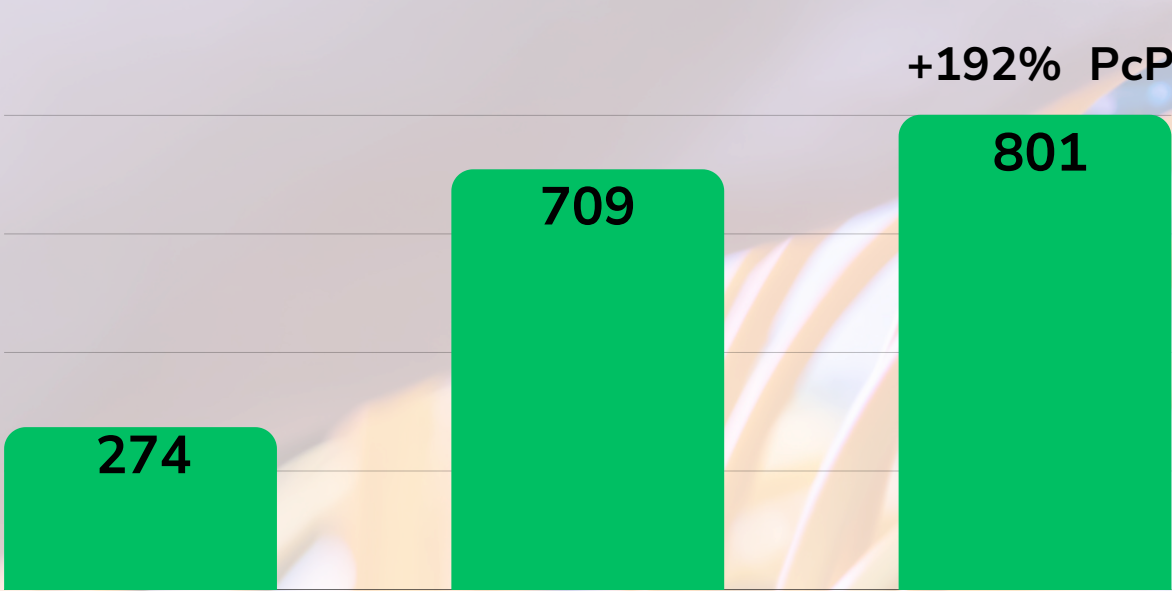


^①EBITDA is a financial measure which is not prescribed by Australian Accounting Standard ('AAS') and represents the profit under AAS adjusted for depreciation, amortisation, interest and tax.

Incremental User Growth as 5G Coverage Scales

- Resources are focused on coverage and capacity expansion to facilitate returning to high growth
- To drive a competitive on-net offering in market, we need the Ultrafast capability of 5G
- The strategy is to cast a wider coverage net, to allow for broader marketing whilst further reducing CAC
- 5G subscribers are still being added as we go, with targeted marketing initiatives

5G QoQ Growth



	Total	
	Q2FY25	Q3FY25
Opening Balance	17,732	17,856
Gross New Subscribers	791	823
Churn	(667)	(677)
Closing Balance	17,856	18,002
Average Monthly Churn	1.2%	1.3%

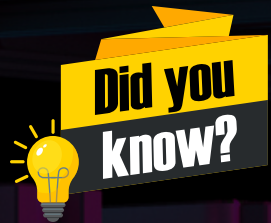
Net subscriber growth is still present, but we must expand our catchment/coverage, and launch 5G at scale in market to return Telco to high growth.

NVIDIA Cloud Strategy



GEFORCE
NOW

POWERED BY
CLOUDGG



Every month, our free users play for over 20 million minutes on our infrastructure. That would equate to one person gaming 24 hours a day for **FOURTY YEARS.**

2024

Own & Operate the Largest Commercial Deployment of NVIDIA GPU's in the Country, Profitably

Profitable Gaming Platform

Evolve Freemium to Paid conversion, as Captured Userbase Matures

Demonstrate Margin Uplift at Each Optimisation inflection

Oversubscription Efficiency & Margin Continually improves with Scale

Scale Existing Infrastructure and expand Offering to enable 4K high FPS

Freemium adoption to grow market awareness - Currently 696,000 Users

Deploy and Launch service in Australia, Retaining exclusivity



I WONDER IF THERE WILL BE OTHER USE CASES FOR RUNNING HIGH-END NVIDIA GPUS AT SCALE IN THE NEAR FUTURE?



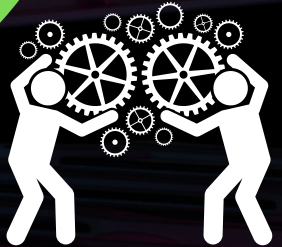
Increase Market Awareness



Adopt & Convert Users



Increase value offering to gamers. Layer commercial GPU revenue on idle capacity.

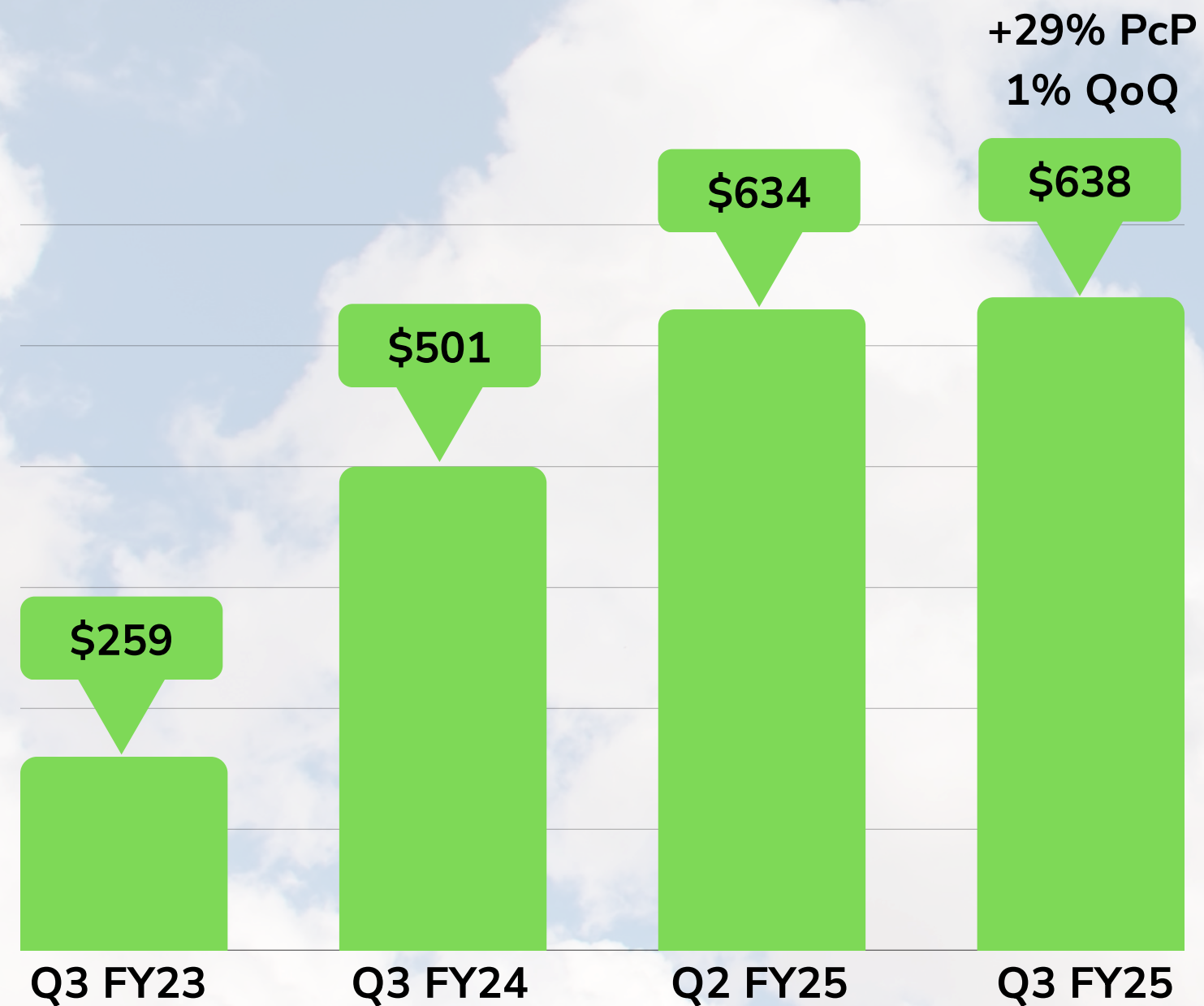


Scale. Expand. Optimise.

2021

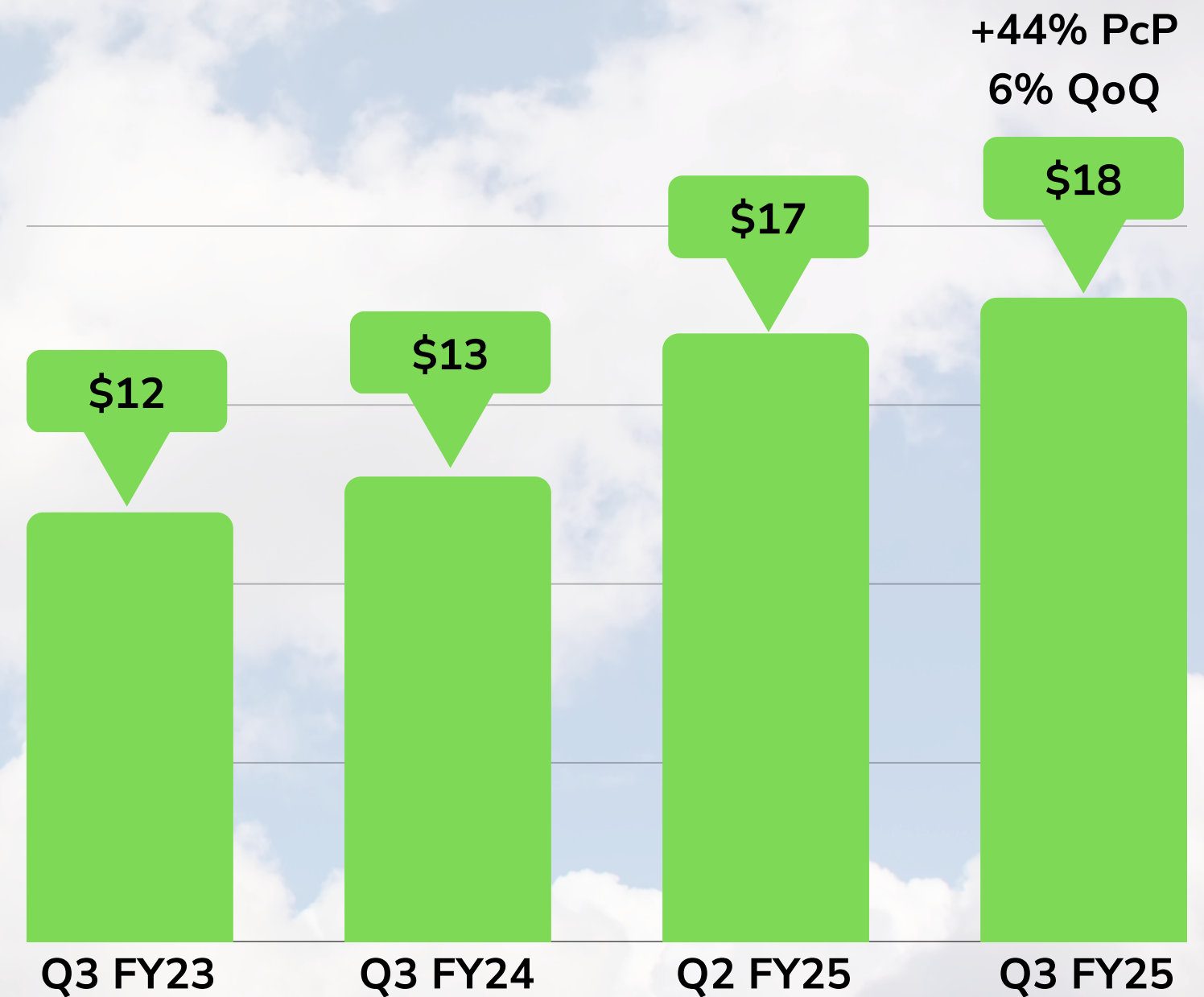
Revenue Uplift Remained Following Margin Optimisation

Gaming Revenue \$'000



+29% PcP
1% QoQ

ARPU



+44% PcP
6% QoQ

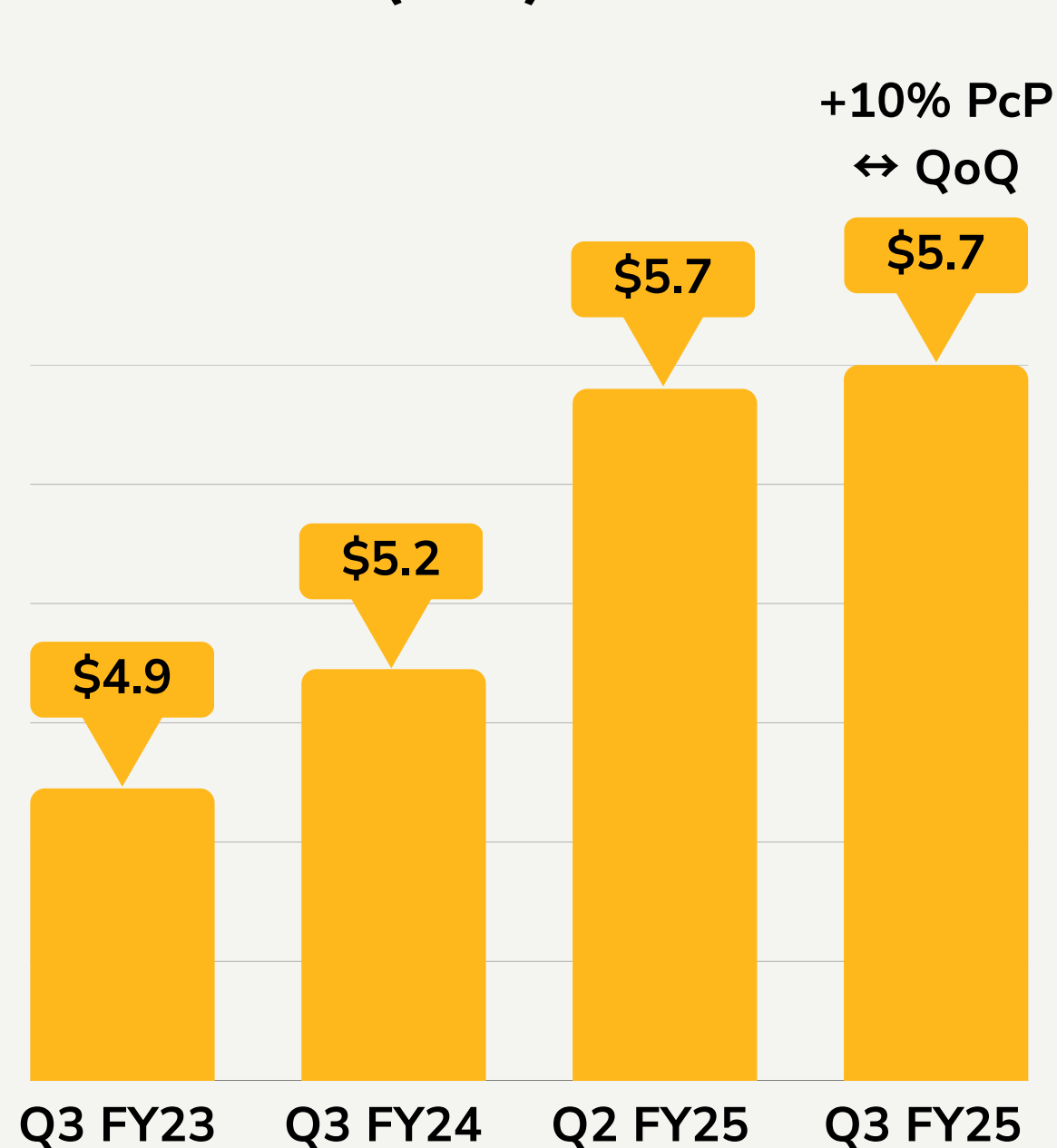
Prior Comparative Quarters

This Financial Year

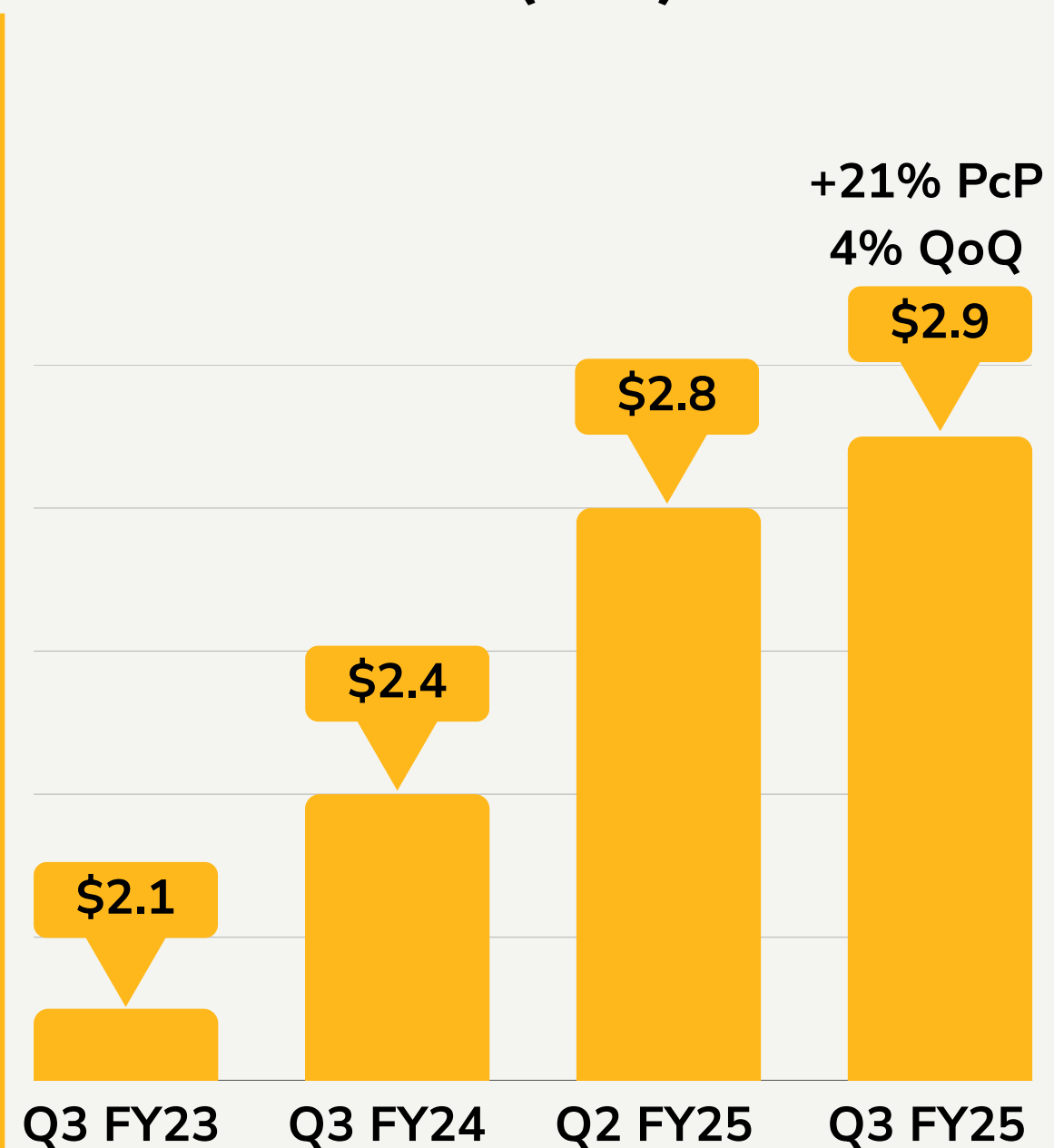
Monetisation strategy evolving—targeting retention, ARPU growth, and platform efficiency.

EBITDA Momentum Continues as Gross Profit Improves

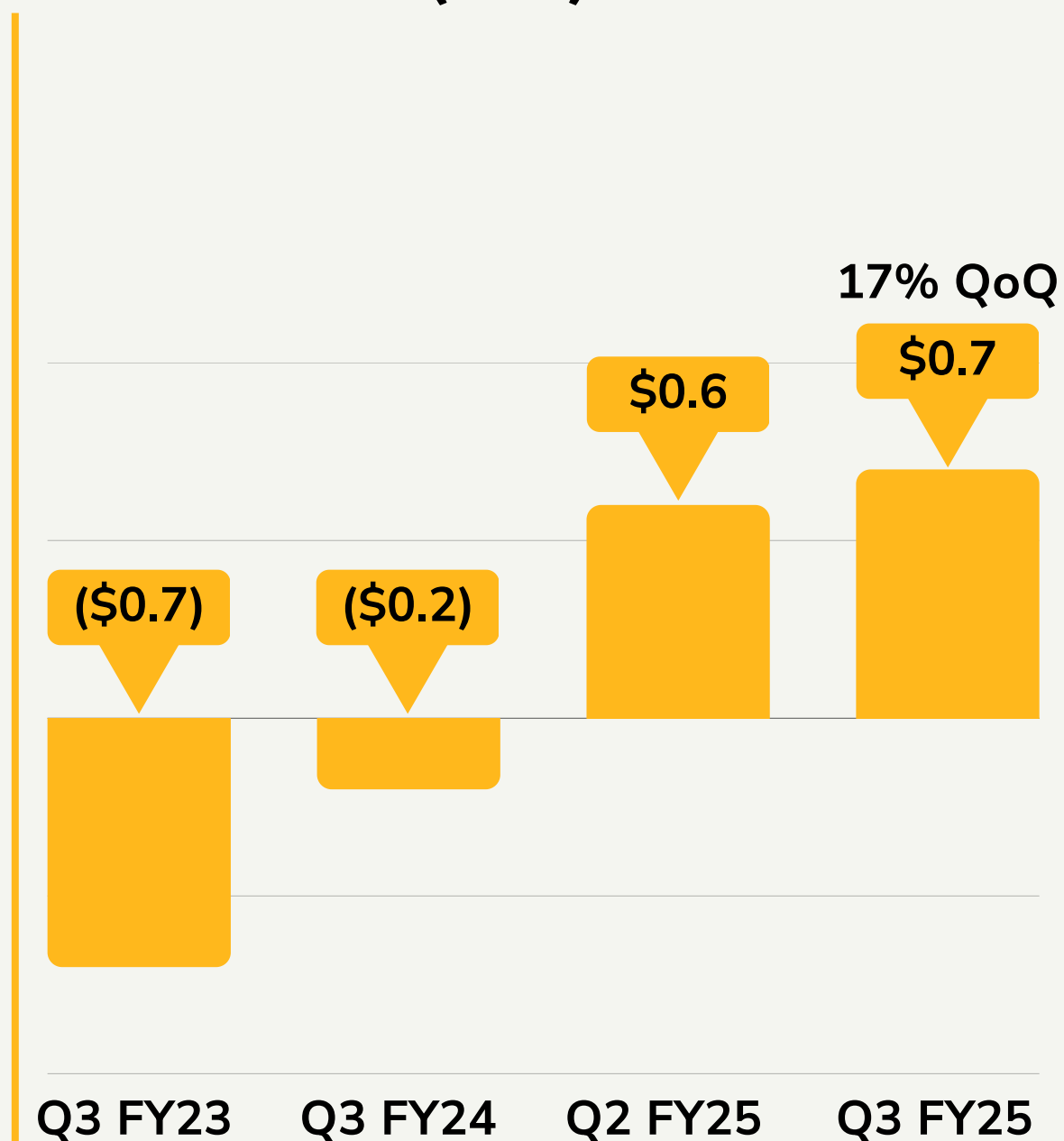
Revenue (\$m)



Gross Profit (\$m)



^①EBITDA (\$m)



Margin-accretive growth driven by operational efficiency and pricing strategy

^① 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.

FINANCIAL RESULTS



Our **Q3** performance reflects the benefits of disciplined execution and ongoing operational optimisation. We maintained stable revenue, delivered our second consecutive EBITDA-positive quarter, and continued to improve gross margins.

Through careful cost control and strategic prioritisation, we preserved cash while supporting targeted growth across both core business segments.

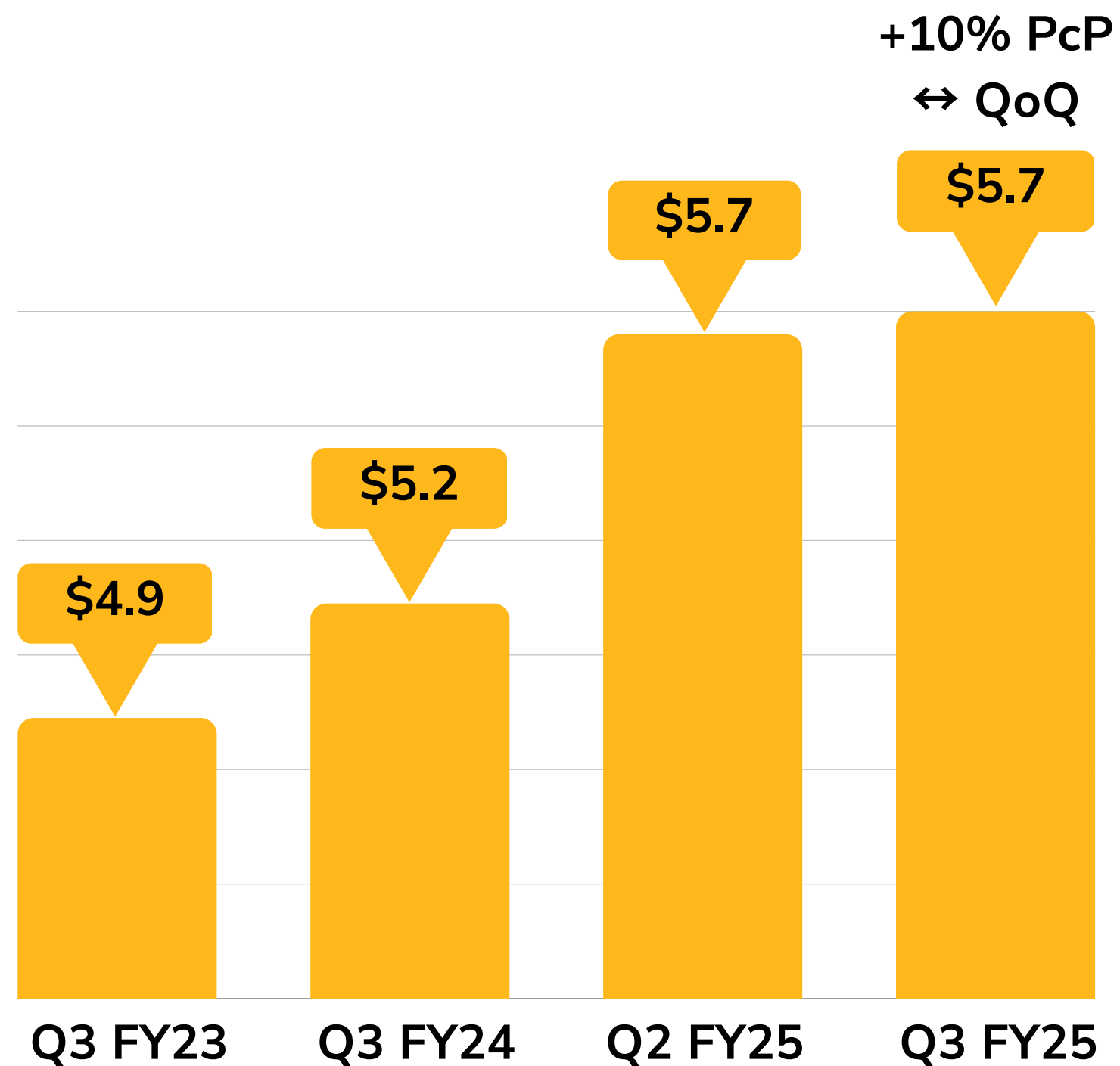
This quarter reinforces the strength of our financial foundations and our focus on sustaining momentum through the remainder of FY25.



MART DERMAN
CHIEF FINANCIAL OFFICER

Telco and Cloud Strategies Support Revenue

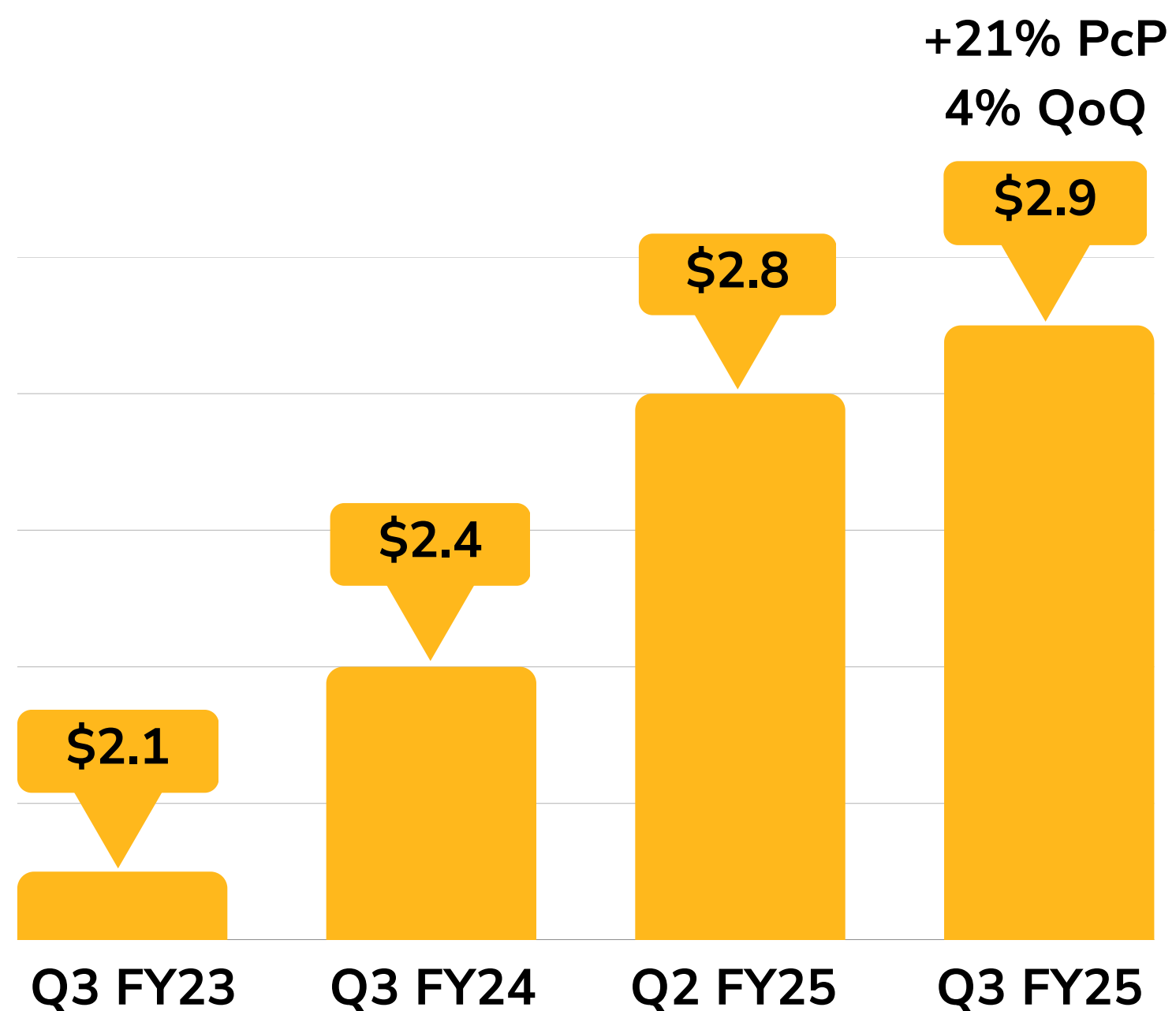
Revenue (\$m)



- **Group revenue** of \$5.7 million, up 10% on PcP and stable QoQ
- **Telecommunications recurring revenue** up 9% on PcP and 2% QoQ to \$5.1 million, supported by ongoing subscriber growth and network expansion
- **Gaming revenue** increased 29% on PcP and 1% QoQ, driven by membership growth and pricing adjustments
- **Cloud Gaming** ARPU up 6% QoQ to \$18, reflecting improved monetisation from premium plans

Consolidated Gross Profit Update Across Segments

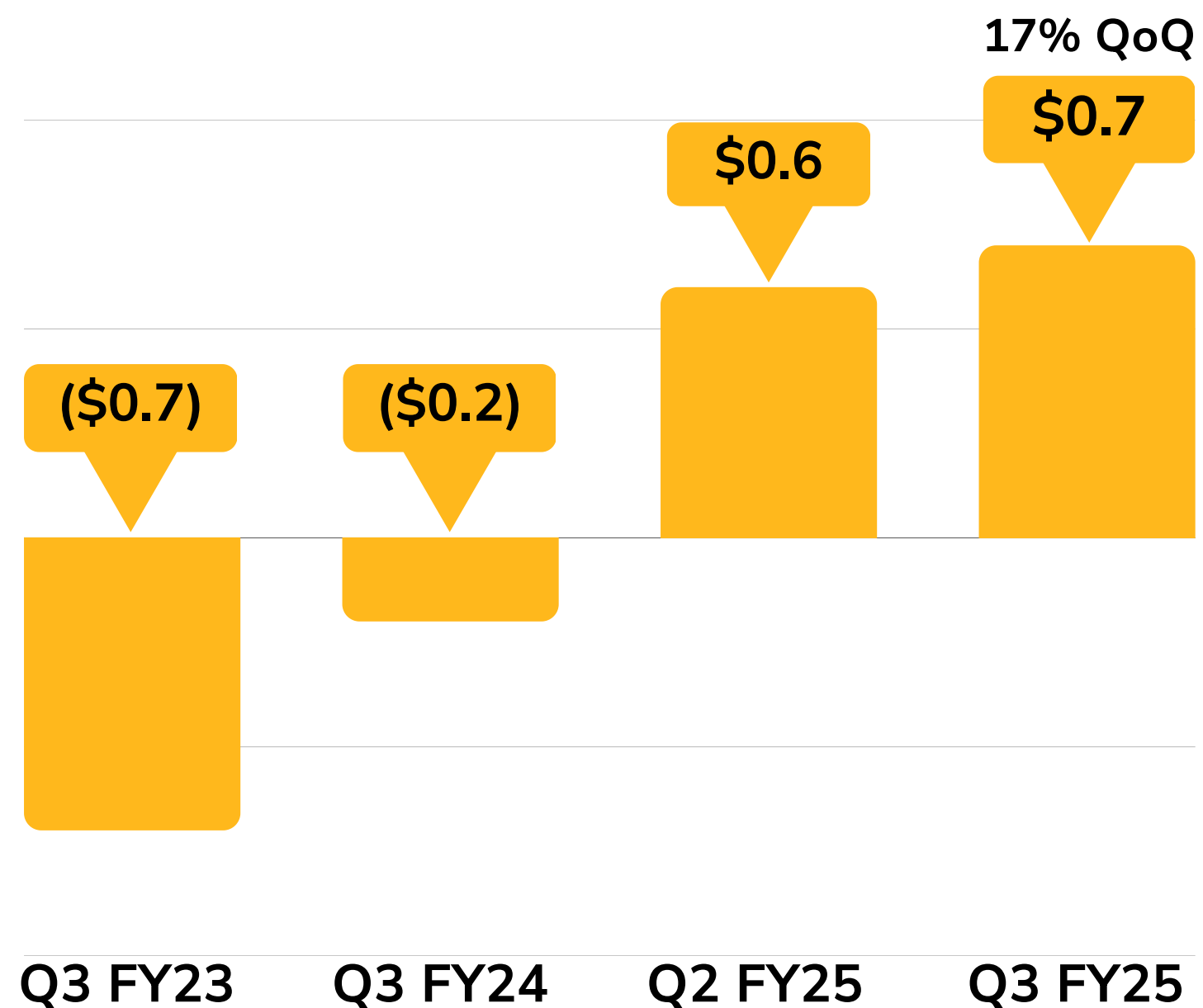
Gross Profit (\$m)



- **Gross profit** of \$2.9 million, up 21% on PcP and 4% QoQ, reflecting strong operational execution
- **Consolidated gross margin** increased 2pp to 51%, driven by improvements across both business segments
- **Telecommunications gross margin** rose 1pp to 49%, supported by recurring revenue growth and NBN margin optimisation
- **GeForce NOW gross margin** remained at 66%, benefiting from earlier pricing adjustments and platform efficiencies

Second Consecutive EBITDA-Positive Quarter

^①EBITDA (\$m)



- EBITDA increased 17% QoQ to \$0.7 million, marking Pentanet's second consecutive EBITDA-positive quarter
- **Segmental contribution** remained strong, with Telecommunications EBITDA up 50% QoQ to \$0.3 million and Gaming EBITDA up 2% to \$0.4 million.
- **EBITDA uplift** driven by margin expansion, recurring revenue growth, and disciplined cost management
- **Cost efficiencies** from platform optimisation and supplier negotiations continued to support improved profitability
- Pentanet remains committed to sustainable cost discipline, while continuing to invest in strategic initiatives that support long-term growth.

Positive operating cash flow, driven by improved EBITDA performance

- Net cash position improved by **\$0.1m**, supported by positive operating cash flow
- **Operating cash flow remained positive at \$0.8m**, reflecting EBITDA growth and improved working capital management
- Closing cash balance as of 31 March 2025 was **\$2.3m**



	Q3 FY25 \$m	Q2 FY25 \$m	Change QoQ \$m
Cash and cash equivalents	2.3	2.2	+0.1
Net operating cash inflow	0.8	0.9	-0.1
Net cash used in investing activities	(0.5)	(0.3)	-0.2
Net cash used in financing activities	(0.1)	(0.2)	+0.1
Net cash movement	0.1	0.4	-0.3

Wrapping up, key takeaways

- ✓ Delivering Second^① EBITDA+ Quarter
- ✓ Aim to doubling of 5G coverage across FY25 is on track
- ✓ Increased NVIDIA Cloud GPU Optimisation
- ✓ We expect financial growth to continue across Q4 FY25

① 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.

Q & A



Glossary

ARPU (Average Revenue Per User)

A key performance indicator that calculates the average revenue generated per user or subscription over a specific period, often used to measure the revenue of individual customers. ARPU is calculated.

CAC (Customer Acquisition Cost)

The total marketing cost associated with acquiring a new customer, including expenses for marketing and other related efforts, is divided by the number of new customers gained.

CPE (Customer Premises Equipment)

Devices located at a customer's premises and used to access telecommunications or internet services, such as routers, modems, or set-top boxes.

Churn

Churn is the rate at which customers discontinue their subscriptions or services with the company over a specific period, often expressed as a percentage. It is calculated by dividing the number of customers lost during a period by the total number of customers for that period.

FPS (Frames Per Second)

A measurement of how many individual frames are displayed per second in a video or game. Higher FPS typically results in smoother motion and better visual performance.

EBITDA (Earnings Before Interest, Taxes, Depreciation, and Amortisation)

A financial metric measures a company's operational profitability by excluding the effects of financing and non-cash expenses. 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.

GPU (Graphics Processing Unit)

A specialised electronic circuit designed to accelerate the rendering of images, video, and 3D graphics, widely used in gaming, AI, and cloud computing applications.

PcP (Prior Corresponding Period)

A comparison of a company's performance or metric in a given period to the same period in the previous year, providing insights into year-over-year trends.

pp (Percentage Points):

A unit used to describe the absolute difference between two percentages.

QoQ (Quarter-on-Quarter)

A comparison of a company's performance or metric between one fiscal quarter and the immediately preceding quarter, used to assess short-term trends.

Subscribers:

The number of individuals actively enrolled in and paying for a company's services on a recurring basis.

YTD (Year-to-Date):

A time-based metric that refers to the period starting from the beginning of the current calendar or fiscal year up to the present date. It is often used to measure performance or progress over the year.