

ASX: CCG
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1st Quarter Trading Update Reflects Growing Momentum in FY26

Comms Group Limited (ASX: CCG) (“Comms Group” or “the Company”) today provides an update on recent business trading for the quarter ended 30 September 2025.

Key highlights of the 1st quarter trading update are as follows:

- Group revenue (unaudited) was \$19.4m which compares with pcg of \$13.7m, an increase of 41.6%.
- Divisional revenue (including intercompany sales) consisted of \$3.9m from our Global & Wholesale business (“Global”), \$5.9m from our Secure Managed IT Solutions business (“Secure IT”) and \$10.0m from our Cloud Communications and Collaboration business (“Communications”) which includes the recently acquired TasmaNet business.
- Total revenue attributable to TasmaNet was ~\$4.9m. This includes \$3.7m in the core Tasmanian business (“TasmaNet”) and \$1.2m from mainland customers transferred directly to our mainland Communications and Secure IT businesses. On current estimates, we expect total FY26 TasmaNet related revenue to be in the range of \$17m to \$19m including those novated to other business units.
- Underlying Group EBITDA¹ (unaudited) was \$2.2m which compares with pcg of \$1.1m.
- The Group remains on track to achieve the annualised run-rate revenue target of \$75m+ and annualised run-rate underlying EBITDA target of \$9m to \$10m.

New Sales Wins - 1st Quarter

- Strong new sales contracts signed of \$2.8m in new ARR².
- All businesses saw a good level of new business sales with our Secure IT business having a strong 1st quarter.
- TasmaNet secured a major contract and expansion of connectivity services with a key customer with a Total Contract Value (TCV) of over \$1m.

New Sales Wins – 2nd Quarter to Date

- New business momentum has continued into the 2nd Quarter with a total of \$1.8m in new ARR signed over the last 6 weeks.
- Our Global business has seen significant new sales in the 2nd quarter (to date) with a total of \$1.1m in new ARR with deals across a range of countries including across the **Asia Pacific**: Australia, China, Fiji, Hong Kong, Indonesia, Japan, Malaysia, New Zealand, Philippines, Singapore, South Korea, Thailand, Vietnam; and in **Europe**: France,

¹ Underlying EBITDA excludes net interest, tax, non-cash share LTIP costs, rent, depreciation, amortisation, business acquisition, integration, restructuring and non-recurring costs.

² Annual Recurring Revenue

Germany, Ireland and the United Kingdom. Additional revenue will be generated from call traffic which is not included in contracted ARR.

- 80 Australian & International companies have ordered new services in FY26 (YTD) from our Global business either directly or via our partner channels. Recent wins span global wholesale telco and UC providers, global financial institutions, industrial, medical technology, a major foreign Government organisation and a leading consumer goods manufacturer.
- Separately to these orders, we have been advised of some further key wins with global multi-national companies (MNCs) currently in the contracting phase (A\$0.25m of ARR). These companies include two multi-national banks headquartered in Europe and the United States respectively.

Progress with TasmaNet Transition

- The transition of TasmaNet into Comms Group has progressed well.
- All customers, including key Tasmanian Govt customers, are now transitioned across into Comms Group. The bulk of the Tasmanian customers have been migrated across to a standalone entity ("TasmaNet Pty Ltd"). Mainland customers have been novated across to either our existing Secure IT or Communications businesses.
- All key suppliers have been novated and onboarded. We are working to eliminate excess supplier costs across the group, with a synergy project underway.
- We have hired new sales and marketing resources within TasmaNet and have established a strong connection with the local market through a range of events and targeted programs. We continue to see good opportunities for growth within the business through a mix of new business, upsell and cross-sell from our existing business units.
- A substantial network and cloud platform integration and rationalisation project has commenced. We are consolidating our three disparate domestic telco networks into one plus two private cloud platforms into one. Current estimates are that the rationalisation project should save the company up to \$2m per annum in external costs. We expect to complete this project in Q4FY26.

Key Product Announcements

- We recently announced that Comms Group is officially a Cisco Webex Certified Calling Partner (CCP), delivering enterprise-grade voice services into Cisco's global Webex platform. This is available initially in 14 key countries which includes Australia, New Zealand, Hong Kong, Singapore, China, Indonesia, Japan, Malaysia, Vietnam, Thailand, South Korea, Philippines, United Kingdom and the United States. This will position Comms Group Global as the leading Cisco Webex CCP partner across the Asia Pacific region. A number of key wholesale and enterprise partners have expressed an interest in the product.

Authorised for release by the Board of Comms Group Limited.

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FOR MORE INFORMATION

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ABOUT COMMS GROUP

We enhance business agility through innovative cloud-based communications and secure managed IT solutions.

Comms Group provides a full range of advanced communications, collaboration and IT solutions from the Cloud. We specialise in the delivery of secure managed IT solutions, modern workplace offerings, managed services, cloud hosting, cloud communications, CPaaS and UCaaS, delivering reliable and scalable technology solutions to empower businesses.

Cloud Communications and Collaboration

Cloud communications service provider to Australian SME & corporates with award winning customer service. Key offerings include unified communications solutions including Microsoft Teams Calling, value added services, cloud business phone/hosted PBX, inbound/toll-free services, mobile services, extensive connectivity solutions including fibre and NBN broadband, SD-WAN and secure firewall services.

Secure Managed IT Solutions

Award-winning IT & Cloud Services Managed Service Provider supporting corporate customers' ICT needs. We assist mid-market businesses with tailored solutions for enhanced productivity, security, and efficiency. Our proactive IT support and flexible cloud solutions drive your business forward, while multi-layered protections keep your data and systems secure. We work closely with our customers to create a secure, modern workplace where their organisation can thrive.

Global And Wholesale Unified Communications

Specialist UCaaS for international business and wholesale voice for telco and OTT customers with global network reach. With our cloud-based network and expertise in Microsoft Teams, Cisco Webex and SIP, we offer fully managed services and PSTN replacement services in over 65+ countries. We provide global MNCs seamless international unified communications solutions over a reliable global network with the latest product solutions and high levels of technical knowledge and global 24x7 support.