



2025 Annual General Meeting

25 November 2025

COMMS GROUP LIMITED (ASX: CCG)
www.commsgroup.limited

This document has been approved by the Board of Comms Group Limited

Board of Directors



Ryan O'Hare

Non-Executive Chairman

Ryan, a telecom industry pioneer, co-founded corpTEL, People Telecom, and Next Telecom—now part of major groups—and founded Next Business Energy, one of Australia's fastest-growing B2B energy firms



Peter McGrath

CEO & Executive Director

Peter McGrath, CEO of Comms Group Ltd, has 30+ years in telecommunications, ICT, and finance, leading firms like Nextgen and Visionstream. He holds an Engineering degree (RMIT) and an MBA (Melbourne)



Ben Jennings

Non-Executive Director

Ben Jennings, Non-Executive Director at Comms Group, has 18 years as an accountant and founded Jennings Partners. He serves on several boards and holds a Bachelor of Business (Accounting)



Claire Bibby

Independent
Non-Executive Director

Claire is a highly experienced lawyer with over 30 years' experience as a lawyer, Executive and Non-Executive Director with ASX, multinational, private and NFP organisations and executive coach.



Steve Picton

Independent
Non-Executive Director

Mr Picton is a technology industry leader with senior roles at BT and AAPT, founder of GoTalk, FuzeNet and LBNCo. He holds BSc and MBA degrees, is a Chartered Engineer, and serves on several boards including Echo IQ Ltd.

Chairman's Address



“

FY25 was a transformative year for Comms Group, establishing the foundations for future growth and expansion

”

Ryan O'Hare

Non-Executive Chairman

CEO's Address



“

A strong operational and financial performance in FY25, positions the company well for continued positive momentum into FY26

”

Peter McGrath

CEO and Executive Director

Who We Are



A specialised communications and managed IT services provider to businesses.

Headquartered in Sydney, Australia with operations in Melbourne, Gold Coast, Hobart, Singapore, London, and the Philippines, including extensive coverage across the Asia-Pacific region.

Servicing businesses, Enterprise and Government, as well as wholesale services to domestic and international telcos and IT services companies.

Focused on generating strong shareholder returns.

C Domestic (Australian) Business:

- **Communications & Collaboration** services for Small Medium Enterprise (SME), Corporate & Gov.
- **Secure Managed IT Solutions** including cloud computing services for Corporate & Gov.

C Global Business:

- **Global & Wholesale Unified Communications** provider for Global Enterprises & Wholesale Voice Services for Global Telcos and Application Service Providers.

Operating Businesses



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

Communications & Collaboration

Full-service telco service provider to Australian Small and Medium Enterprise (SME), Enterprise and Government



Acquired 16 June 2025 -

Secure Managed IT Solutions

Award-winning Managed IT & Cloud Services Provider supporting the needs of corporate customers



Global & Wholesale Unified Communications

Servicing enterprise and wholesale customers globally, we are specialists with Unified Comms as a Service (UCaaS) and wholesale voice services



Executive Management



Peter McGrath

CEO
& Executive Director

Peter McGrath, CEO of Comms Group Ltd, has 30+ years in telecommunications, ICT, and finance, leading firms like Nextgen and Visionstream. He holds an Engineering degree (RMIT) and an MBA (Melbourne)



Matthew Beale

Chief Financial Officer

Matthew Beale, CFO of Comms Group, is a Chartered Accountant with 15+ years of CFO experience in diverse industries, including finance, agriculture, and IT. He holds an MBA from AGSM



Gavin Roache

CEO,
Next Telecom

Gavin Roache, co-founder of Next Telecom, has 30 years in telecommunications and 13 years as a Director. He's held senior roles at People Telecom, Tel.net Media, and corpTEL, with experience in energy and hospitality



Michael Diamond

Group
Chief Operating Officer

Michael Diamond, Comms Group COO, has 20 years in telecom with expertise in network systems, automation, and business operations. Founder of Binary Networks, he's active in TIO and CommsAlliance panels



Shannon Overs

CEO,
OnPlatinum

Shannon Overs, Founder and CEO of onPlatinum ICT, has 20+ years in IT and holds an MBA. An Entrepreneur of the Year awardee (2016), he specializes in IT governance, risk management, and customer experience

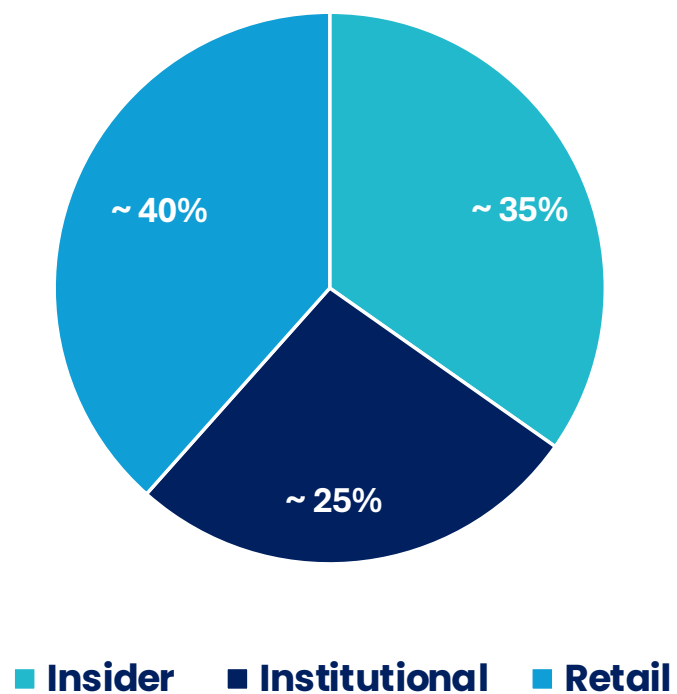


Patrick Simon

Head of
Global Sales

Patrick has over 25 years' experience in the telco industry, having held sales management positions in businesses such as Orange, Wavecrest, and Tata Communications

Shareholder Composition



Source*: Boardroom (excludes performance rights)

Shareholders*	% Ownership
Disclosed Institutions	
NAOS Asset Management	9.2%
Board/Management	
Ryan O'Hare (Director)	9.5%
Peter McGrath (CEO)	5.5%
Benjamin Jennings (Director)	3.3%



FY25

FINANCIAL HIGHLIGHTS

FY25 Financial Highlights



Total Revenue¹

Up 2% on PCP
to **\$56.6M**

At top end of guidance range
of \$55m-\$57m



Gross Profit

Up 3% on PCP
to **\$27.1M**

Highest Gross Profit achieved
since listing



Gross Margin %

Up from 47.3% PCP
to **47.9%**

Highest Gross Margin in last 5
years, strong pricing and cost
management maintained



Underlying EBITDA²

Top of guidance
Down 12.7% on PCP
to **\$5.7M**

With investment in additional
global resources (\$0.4M),
benefit in FY26



Operating Cashflow

Down 5% on PCP
to **\$3.6M**

Excluding \$0.7m TasmaNet one-
off transaction costs, an
increase of 13% to \$4.3m vs pcip

¹Includes \$0.7m revenue from TasmaNet which was consolidated from 16 June 2025.

²Underlying EBITDA excludes net interest, tax, non-cash share LTIP costs, rent, depreciation, amortisation, business acquisition, integration, restructuring and non-recurring costs.

FY25 Key Highlights

Comms Group delivered underlying EBITDA at top end of guidance

Total revenue \$56.6m was ahead c.f. FY24 and at top end of guidance

- Global division revenue in particular increased strongly in the period.

Group Gross Margin increased to 47.9% with overall Gross Profit increase.

Underlying EBITDA of \$5.7m – at the top end of guidance

New business contracts signed with customers saw our strongest year on record, up +35%

- Total of \$10.4m in new ARR¹ compared to \$7.5m ARR in FY24.

Continued strong cashflow position with cashflow from operations of **\$3.6m**.

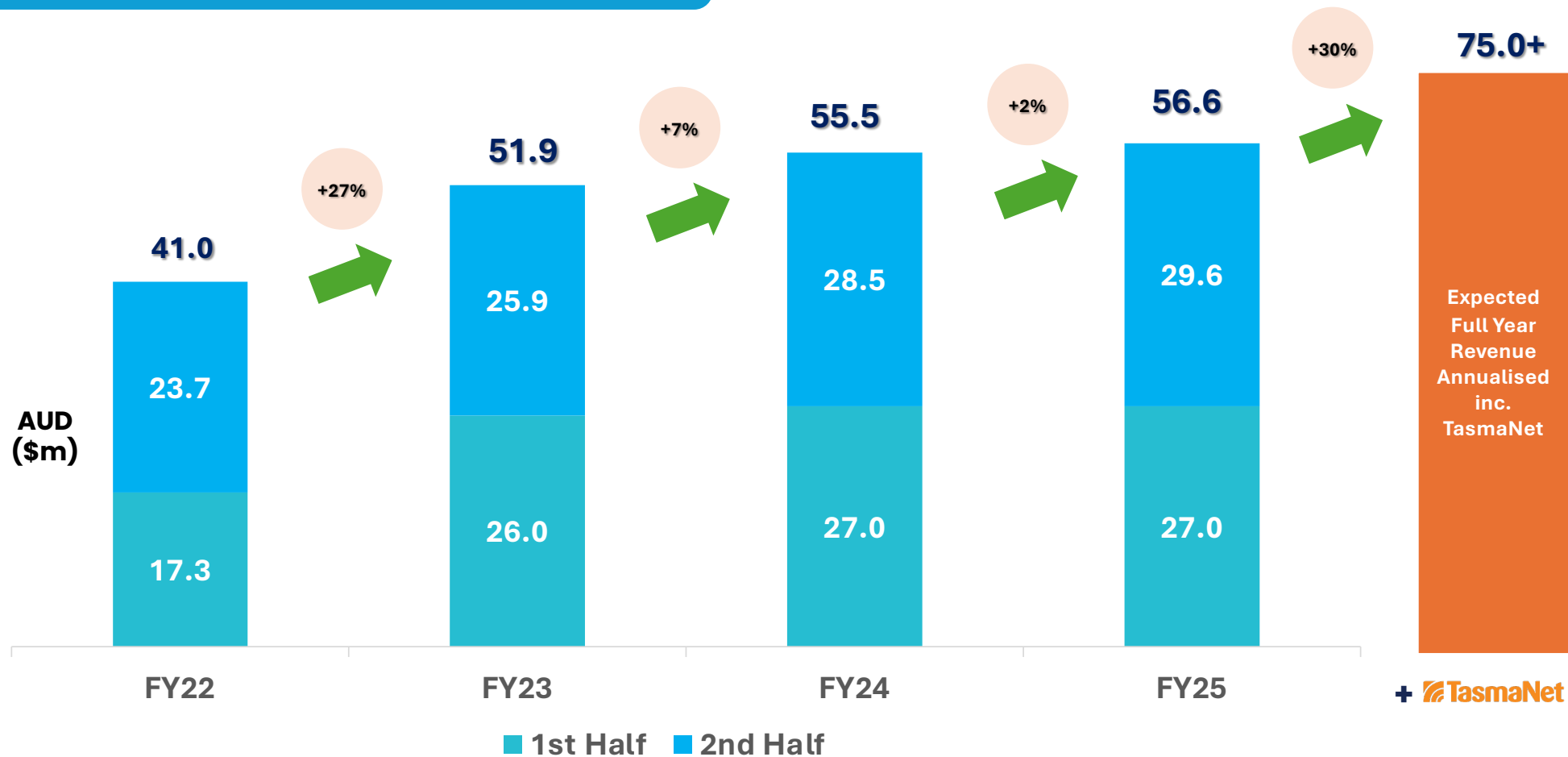
Finalised acquisition of leading Tasmanian telco TasmaNet in the year.

Final dividend of 0.125c (\$0.00125) per share (fully franked) was declared which brought the total dividends declared in FY25 to 0.25c (\$0.0025) per share.

¹ Annual recurring revenue.

Group Revenue

Group Revenues continue to grow with a positive mix of organic growth and via acquisitions.





Q1 FY26 **TRADING UPDATE**

Q1 FY26 Trading Update

Strong Q1 FY26 trading with growing momentum

Strong start to FY26, TasmaNet integration on track

- TasmaNet integration going to plan – Group remains on target to achieve run-rate Revenue of \$75M+ and run-rate EBITDA of \$9M-\$10M
- Q1 FY26 Group Revenue (unaudited) was \$19.4m which compares with \$13.7m for the prior corresponding period – an increase of 41.6%
- Q1 FY26 Underlying Group EBITDA (unaudited) was \$2.2m which compares with \$1.1m for the prior corresponding period – an increase of 100%

Organic Growth – Strong new sales contracts signed YTD

- New ARR¹ of \$4.6m signed YTD
- Key sales wins in Q2 with a range of corporate and Government clients, pipeline building
- Global business has won over 80 Australian & International customers YTD in FY26
- Key deal won into Asia for leading foreign Government organisation valued at +\$70k in MRR¹

Financing

- Offer from a leading commercial bank to refinance existing Term Loan on improved terms. To be finalised next few weeks.

¹ Monthly recurring revenue.

Strategic & Capital Allocation Priorities

Capital management priorities

01	Strong balance sheet supported by disciplined liquidity and risk controls	Ensure the business has sufficient liquidity to operate in all operating environments
02	Reduce debt post the TasmaNet acquisition by internally generated cashflow	Reducing debt remains a key management priority, refinancing expected to be
03	Invest to maintain our competitive advantage	Continued investment in technology and service
04	Identify and pursue strategically relevant and accretive growth opportunities	Pursue M&A opportunities that are strategically aligned and value accretive for shareholders
05	Dividend distributions to continue, employing balanced approach to investment versus shareholder returns	Continue dividends; consider other capital management options over the longer term

Strategy and Outlook

To become a leading cloud communications, collaboration and secure managed IT solutions provider across the Asia Pacific region

Strategy

- Focus on successful transition & integration of TasmaNet
- Strong focus on the corporate mid-market and Govt sectors
- Upsell strategic accounts to include, additional products & services
- Leverage Asia-Pacific footprint to provide services to MNCs

Financial Outlook

- On track to achieve annualised run-rate revenue target of \$75m+ and annualised run-rate underlying EBITDA target of \$9m to \$10m
- Aiming to grow operating and FCF generation given capex-light business model
- **FY26 guidance to be provided as year progresses**

Growth Opportunities

- Organic & inorganic opportunities to add additional capabilities being pursued
- Digital transformation to implement common Group-wide systems
- Rationalise/combine duplicated networks to a common platform and “One” business over time

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