

2018

2018 ANNUAL GENERAL MEETING

19TH November 2018

Ben Gilbert, CEO

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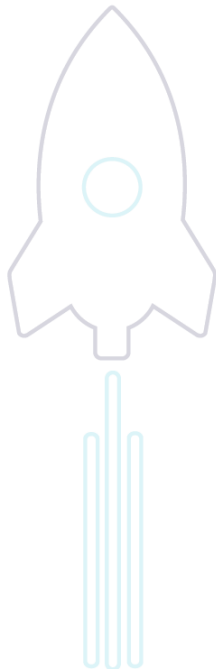
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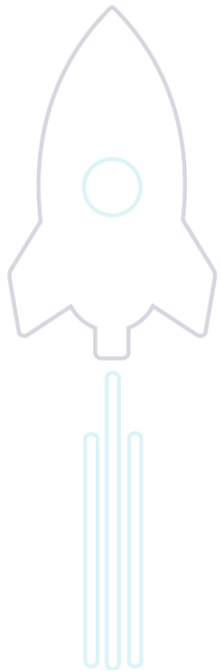
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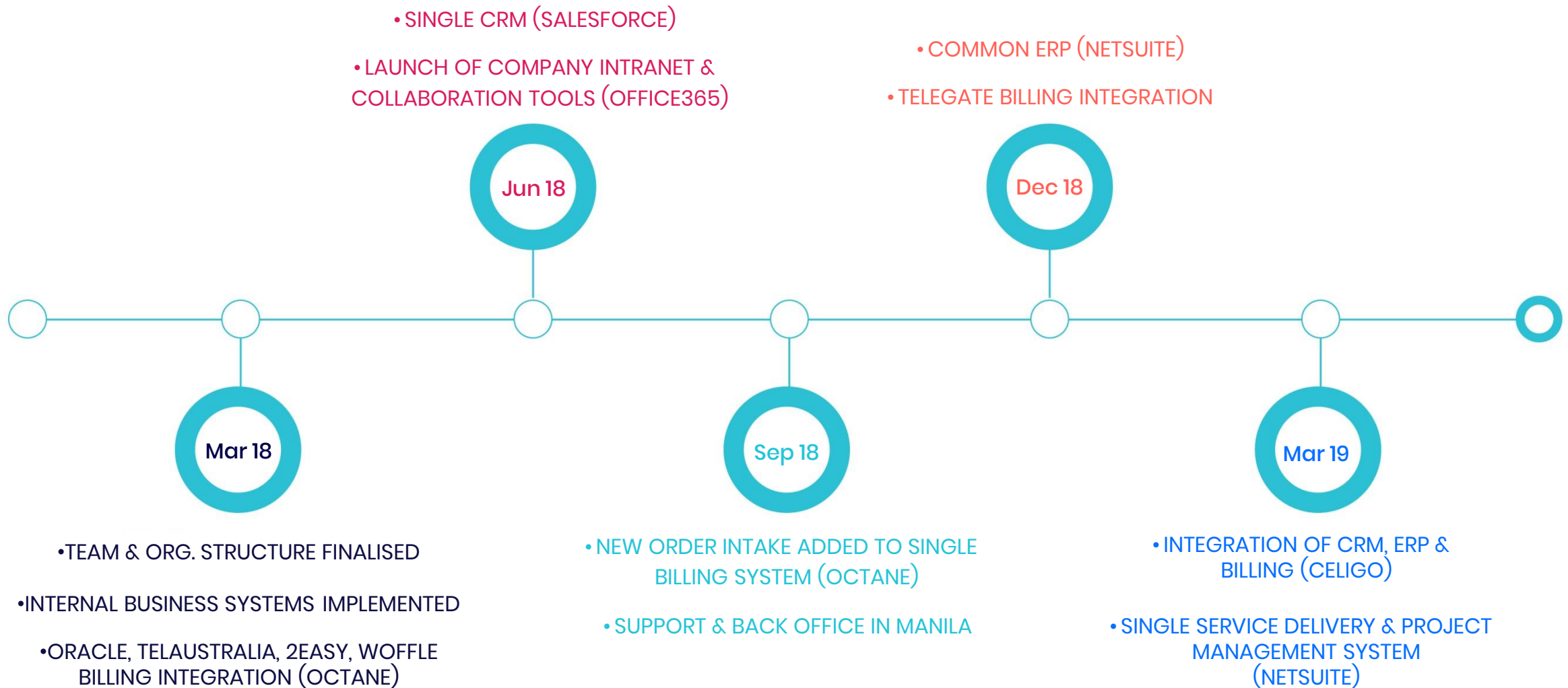
This presentation should be read in conjunction with other publicly available material. Further information including historical results and a description of the activities of CCG is available on our website, www.commschoice.com



- C A focus on growth & integration
- C Bold & contemporary brand
- C Future proof product suite
- C Unique, global reach
- C Favourable market opportunity
- C Client success
- C Looking forward
- C FY18 Financial Performance
- C FY19 Outlook



A focus on growth & integration



We simplify your journey to the cloud

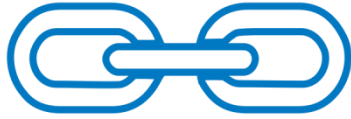
The benefits of the cloud are remarkable.

CommsChoice delivers a fresh approach to innovative, vendor-neutral managed network services and global hosted voice with the aim of optimising costs and improving performance.

Our proven onboarding capability, experience and remarkable service delivery is what sets us apart.



Future proof product suite



Connect Data Networks

SD WAN | Public Cloud Connect | WiFi
Mid-Band Ethernet | Fixed Wireless Ethernet
NBN | Fibre



Manage Managed Services

Managed Services | Cloud Firewall
Architect | Delivery



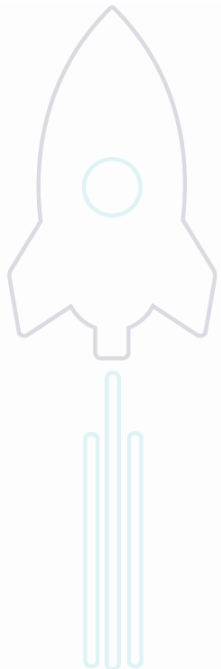
Collaborate Unified Communications

Global PBX | SIP Trunks | Inbound | PSTN | ISDN
Reporting Analytics | Recording | Voice Conferencing
Video Conferencing | Call Centre | Mobility



Wholesale Call Termination Services (CTS)

Voice & Call Termination (CTS) | Global PBX | SaaS
click-to-talk Direct In Dial (DID) | Number Allocation |
Full Number Portability



Unique global reach



Our sweet spot
is your multi-site,
multi-country
business

Favourable market opportunity

CCG Capability

Customers needing data networks to connect all offices securely and reliable to the cloud



Data



Managed

Legacy customer PABX need replacement, customers looking for opex models



Voice



Managed

NBN replacing ISDN creates an opportunity for CCG



Data

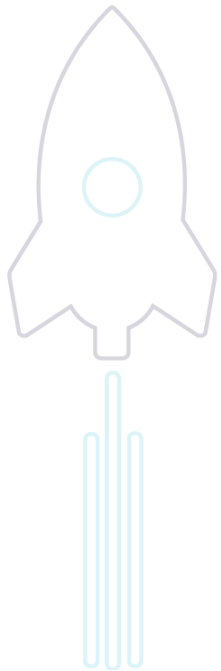


Voice

CCG ready to capitalise on NBN availability



Data






Leading disability employment service provider, embraces next generation SD-WAN solution integrating LAN, WiFi & Security across metro, regional and rural Australia; successfully transitioning from a legacy, infrastructure-heavy environment to a cloud-driven, collaborative workplace.

- Five (5) year Managed Services Agreement valued at \$5m
 - State-of-the-art Unified Comms solution
- Significant cost savings – 40% OPEX reduction
- 47 sites across metro & regional Australia
 - Significant bandwidth & productivity improvements

Client success – global hosted voice



UK-based foreign exchange broker and payments provider, deploys Contact Centre solution for a dynamic, virtualised, secure and flexible customer call centre solution.

Real-time analytics software that monitors, and records call metrics in real time helps to increase visibility and improve customer experience.

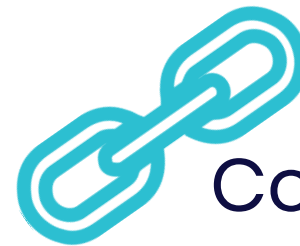
- UK-based foreign exchange broker and payments provider
- Six (6) sites delivered – UK, Spain, NZ, Aus, Canada, Netherlands
- 600+ seats in operation
 - Support of flexible, collaborative workplace – communication accessibility anytime, anywhere

Looking forward

With 'the Telecoms Managed Services market forecast to be worth A\$28.64B annual revenue by 2022 – and growing' *

Our primary focus remains unchanged: to deliver double-digit growth from here and attractive returns for our shareholders.

* MarketsandMarkets Telecom Managed Services Market Global Forecast to 2022.



Connect

And we're not talking online dating.



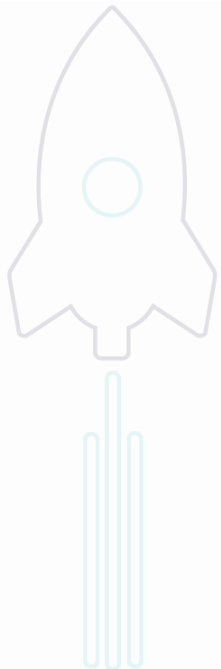
Collaborate

All talk and collaboration means more action.



Manage

Let us do your dirty work.

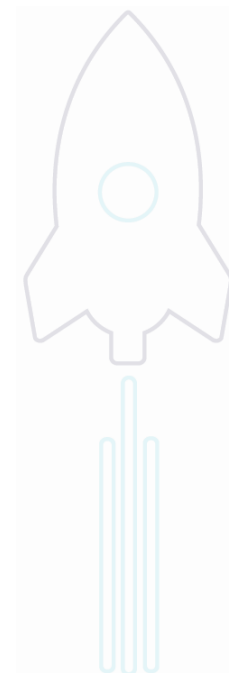


FY18 financial performance

\$m Group	Market Guidance (May 2018)	FY18	FY18 Prospectus	Variance
Revenue	20.4	20.7	23.7	(14%)
Cost of Sales	11.1	11.7		
Gross Margin	9.3	9.0		
Opex	7.5	7.2		
EBITDA	1.8	1.8	3.2	(44%)
EBITDA %	8.8%	8.7%		

Shortfall versus prospectus forecasts due to:

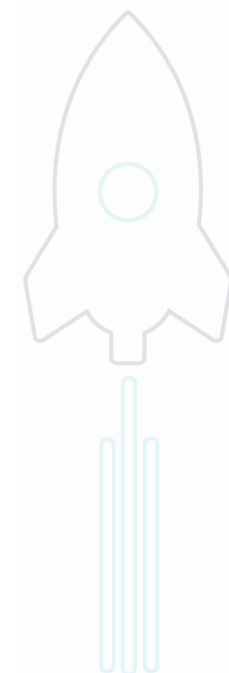
- C** Delays in business integration. All five (5) businesses on track to be fully integrated by 1Q CY19
- C** Delays in revenue realisation. Recent significant contract wins (Workways) demonstrates sales momentum is picking up, with more contract wins expected in coming months.



FY18 balance sheet

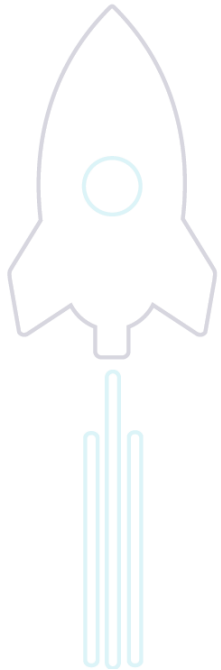
\$m Group	At 31 Dec 17	At 30 June 18
Cash	3.7	1.7
Total Assets	36.5	34.9
Borrowings	(0.1)	–
Total Liabilities	(6.8)	(6.4)
Net Assets	29.6	28.5
Equity attributable to members of the parent	29.6	28.5

- Net cash of \$1.7m
- Debt free
- Strong balance sheet



FY19 Outlook

- C Business integration to be completed in 3Q FY19
- C Sales momentum accelerating. Expect more contract wins in coming months
- C CommsChoice is profitable and has no debt
- C Expect double digit growth in FY19 versus FY18
- C No need to raise additional capital to support existing business
- C Potential acquisitions being considered to complement the existing business



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