commsgroup

AGM Presentation

24 November 2026

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

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

Chairman's Address



"FY26 was a year of significant delivery for Comms Group, with record revenue and EBITDA. The sale of our ICT business onPlatinum has crystallised significant value for shareholders."

Ryan O'Hare
Non-Executive Chairman

CEO's Address



"Revenue was up 32% and underlying EBITDA up 52% showing the strength of our combined business - we enter FY27 with a simpler structure and a growing sales pipeline."

Peter McGrath
CEO and Executive Director

Who We Are

A business-focused telecommunications and cloud services provider, delivering advanced communications and technology solutions across Australia and internationally.

Headquartered in Sydney, with operations in Australia, Singapore, United Kingdom and The Philippines, with extensive coverage across the Asia-Pacific region.

Serving SME, corporate and government customers in Australia, and multinational enterprises, carriers and service providers internationally.

Domestic (Australian) Business:

- **Business Communications & Technology** provides services for SME, Corporate & Government customers.

Global Business:

- **Global Unified Communications** provider for multinational enterprises and wholesale carriers across multiple countries, with a strong Asia-Pacific focus.

Operating Businesses



commsgroup

We enhance business agility through secure and innovative communications, connectivity and technology services.

Business Communications & Technology (BC&T)

We enable Australian businesses & government to modernise, collaborate and work more securely through communications, AI, cloud and security services.

Global Unified Communications (Global)

We enable multinational enterprises & wholesale partners to integrate and simplify their global communications, collaboration and customer engagement through advanced unified communications and voice services, with a strong focus on the Asia-Pacific region.

ICT Business

onPlatinum ICT sold for $31m

Completion occurred 1 Sept 2026.

Originally acquired Feb 2022 for $12m.

FY26 Financial Highlights



Total Revenue

Up 32% on PCP
to $74.5M

Within recent guidance range of $74m-$75m.



Gross Profit

Up 31% on PCP
to $35.5M

Significant increase in Gross Profit.



Gross Margin %

47.9% in PCP
to 47.6%

Continued high gross margins.



Underlying EBITDA[1]

Up 52% on PCP
to $8.7M

Above recent market guidance.



Operating Cashflow

Up 7% on PCP
to $4.7M

Strong operating cashflow result after significant one-off integration & transaction costs.

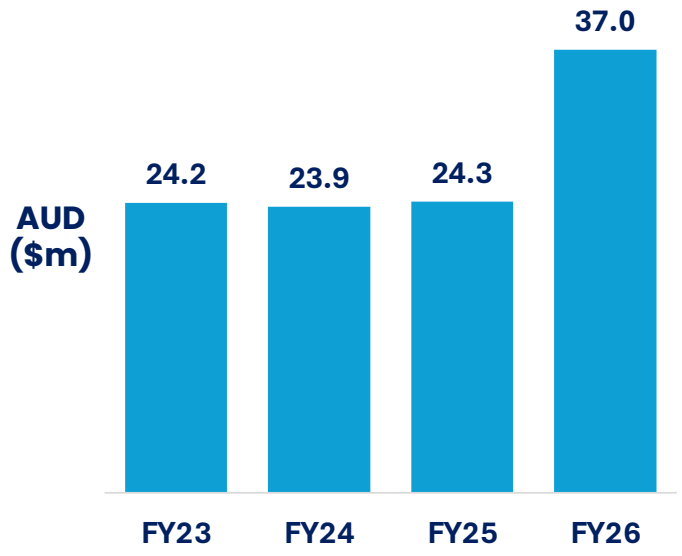
[1]Underlying EBITDA excludes net interest, tax, non-cash share LTIP costs, rent, depreciation, amortisation, business acquisition, integration, restructuring and non-recurring costs.

Revenue: Continuing Divisions

Diversifying our revenue streams with high-quality customers and strong portfolio of products

Business Communications & Technology*

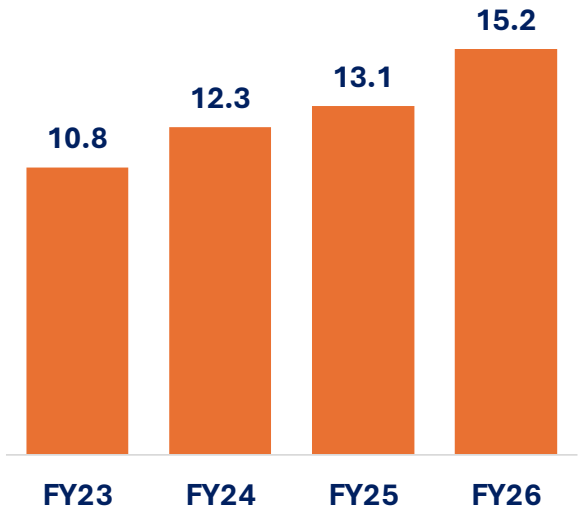
Step-change in revenue driven by the TasmaNet acquisition on 16 June 2025



*Includes TasmaNet from 16 June 2025

Global Unified Communications

Continued revenue growth with strong level of new business contracts signed in the year and low churn levels




GROWTH
STRATEGY

Current Business Strategy

To build a leading business-focused telecommunications and cloud services provider, delivering advanced communications and technology solutions across Australia and internationally.

Strategy

- Complete the ICT divestment and strengthen the balance sheet through lower net debt.
- Finalise the OneNetwork and OneCloud consolidation program.
- Expand the BC&T go-to-market across mainland Australia and Tasmania.
- Realise remaining cost synergies and drive further operational efficiency.
- Continue the international expansion of the Global Unified Communications business.

Growth Opportunities

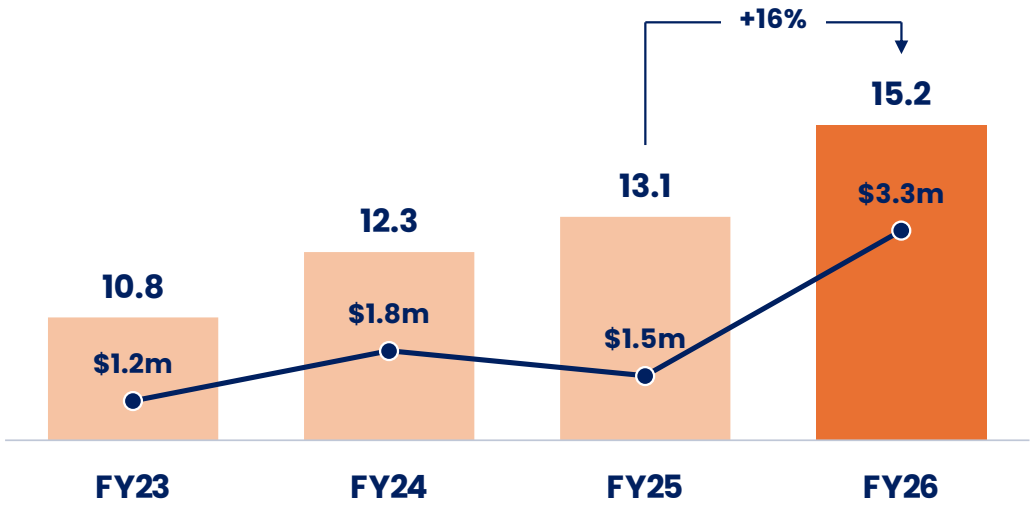
- New product offerings and additional go-to-market channels in the BC&T business.
- Cross-sell of the combined network and cloud stack into the existing customer base.
- Global growth via additional service provider partners, growth of existing partner accounts, enhanced geographical reach and new product offerings.


Global
& Wholesale

Global & Wholesale: Performance

Track record

Revenue and underlying EBITDA, A$m, FY23–FY26



- Underlying EBITDA up **112% to $3.25m** on FY25
- Segment EBITDA margin **21.4%**, up from 11.7%
- Record **$4.0m new ARR**, incl. $1.8m in Q4 FY26
- Continuing to see good growth opportunities

Source: CCG FY26 results, August 2026; CCG 2023, 2025 and 2026 Annual Reports.

Revenue up 16% and EBITDA more than doubled in FY26

Where growth is coming from

Multinational demand
MNCs want one partner across many countries; sales strong in **APAC and EMEA.** They require access to these markets but lack expertise.

Tier 1 customer base
Trusted by **Tier 1 carriers, government, Tier 1 banks** and **Global MNCs** for Asia-Pacific exposure.

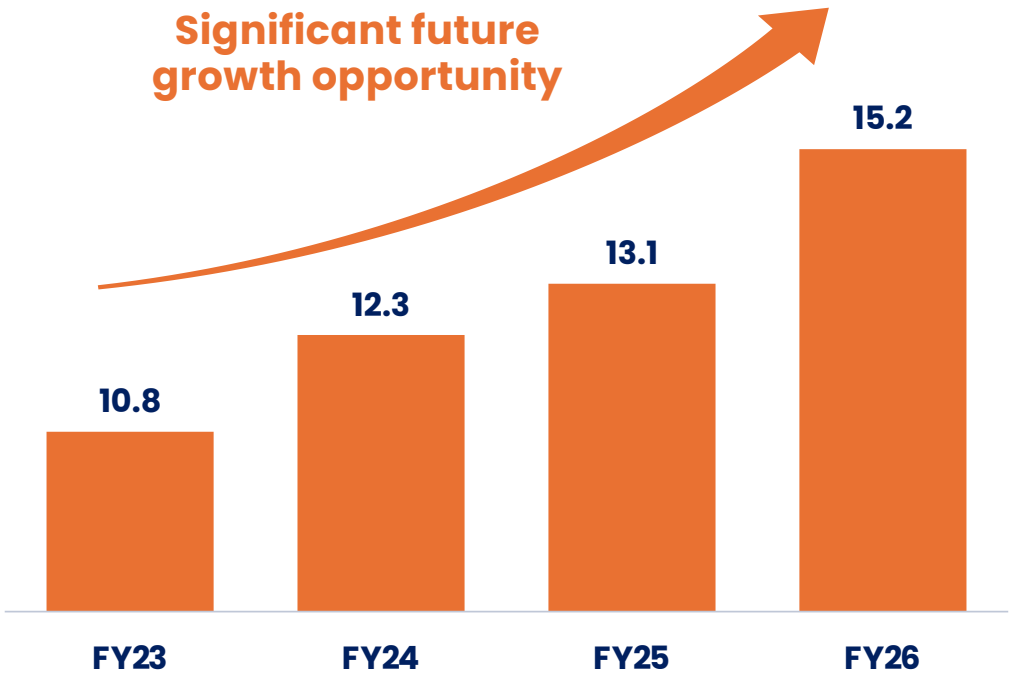
Wholesale and carrier partners
White-label UCaaS and CPaaS with local (in-country) compliant PSTN for carriers and contact centres, sold through partners.

Wider footprint
Range of products available across **65+ markets**; supported by local subsidiaries or branches where necessary.

Global: Leveraging APAC

FY23 to today, and the future opportunity

Global revenue, A$m, FY23–FY26



Targeting a fast-growing Asia Pacific market

Addressable market and growth drivers

US$42.5bn

Asia Pacific UCaaS market by 2035, growing ~10% a year[1]. Global's FY26 revenue: A$15.2m.

- Growth via additional service provider partners, enhanced geographical reach and additional products is the main lever for new multinational wins
- **~150** customers, high transaction value builds over time
- Licences and partners in **65+ markets**, now incl. Vietnam.
- Strong new sales with **$1.8m new ARR** in Q4 FY26.

[1] *GM Insights, UCaaS Market Report 2026–2035. Sources: CCG annual reports FY23–FY26.*

Global: Key Growth Markets

Where our growth is coming from:

South-East Asian demand

- **Vietnam**
- **Malaysia**
- **Singapore**
- **Philippines**
- **Indonesia**
- **Japan**

65+
markets with local numbers.

8
in-country subsidiaries across Asia, the UK, Europe and Africa.

$4.0m
new ARR signed in FY26 across APAC and EMEA.

Our customers are expanding into the Asia Pacific region – the world's fastest growth market

Low capital requirements, deep in-country licensing and operating expertise – low risk approach to Asia



Real GDP growth forecast[1], 2026, %

2.7x **Vietnam vs world growth**
8.4% forecast for 2026

Trusted by Tier 1 customers
Government, Tier 1 banks and large MNCs

[1] *IMF World Economic Outlook, October 2026.*

Global: Low-Risk Expansion

We follow our customers into new countries, then offer services more widely to the market

How we enter a new market

STEP 1

Licence locally, global network

Local licence (subsidiary/branch as required), delivered over our global network, high level of technical expertise and 24x7 NOC.

STEP 2

Build out progressively

Enter each country with minimal capital, funding the build-out from divisional cash flow.

STEP 3

Scale in-market

Replicate services in that country leveraging wholesale brand networks.

The payoff is showing in Global's results

21.4%

segment EBITDA margin in FY26, up from 11.7%[1].

$4.0m

new ARR signed in FY26, across APAC and EMEA[1].

65+

markets with local numbers, from subsidiaries in 8 countries[2].

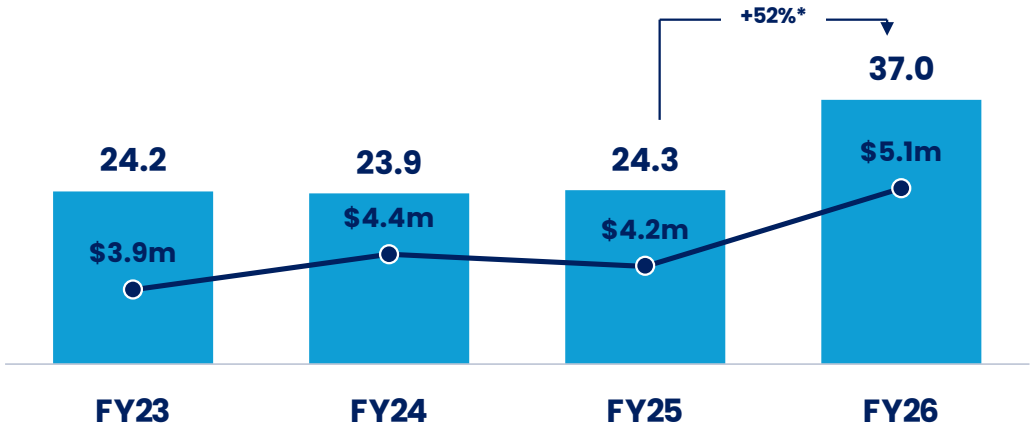
[1] CCG FY26 results, August 2026. [2] Subsidiaries in Singapore, Philippines, Hong Kong, Malaysia, UK, Vietnam, South Africa and EU. CCG 2026 Annual Report.


Business Communications
& Technology (BC&T)

BC&T: Track Record & Targets

Track record

Revenue and underlying EBITDA, A$m, FY23–FY26



- Underlying EBITDA up **21% to $5.1m**, after ~$0.6m of duplicated mainland network costs.
- TasmaNet customers, incl. **Tasmanian Government**, and suppliers fully transitioned in FY26.
- **~ 5,000** customers at **$7.4k ARPC**[1] with inclusion of TasmaNet.

Revenue up 52% with TasmaNet; FY27 focus is margin and cross-sell

Key target areas to improve

Reignite growth

Through **TasmaNet** data and cloud cross-sell, new **agentic AI** products and managed security bundles.

Grow revenue per customer

Bundle security, private cloud and agentic AI into the +5,000 customer base, starting with local government (Top 20% of clients).

Strong early demand for agentic AI offering

Seeing good interest in AI contact centre and agentic AI in the Local Government space after a successful marketing campaign.

Expand go-to-market

- Mainland and Tasmanian mid-market corporate and government.
- Key new Tasmanian wireless contract fully delivered from **Q2 FY27.**

*[1] Annual revenue per customer, based on customers at 30 June 2026. *Revenue includes TasmaNet from 16 June 2025. Source: CCG 2026 Annual Report.*

BC&T Future Growth Strategy

Security and AI Customer Engagement are two key drivers in Corporate Market today

The secure business bundle

Connectivity & Communications
NBN, fibre, 4/5G and IoT across multiple carriers, Teams & Webex Calling

Security
Security Managed Fortinet firewalls, SD-WAN, network edge

Cloud
Private cloud, backup and recovery, data centre

AI Customer Engagement
AI Contact Centre, Transcription, agentic AI

One provider, one bill, one support team for Australian businesses and government

Resetting BC&T for future growth

Higher revenue per customer
Increase ARPC[1] by increasing sales to existing customers.

Lower churn
Customers taking more services tend to stay longer, protecting recurring revenue.

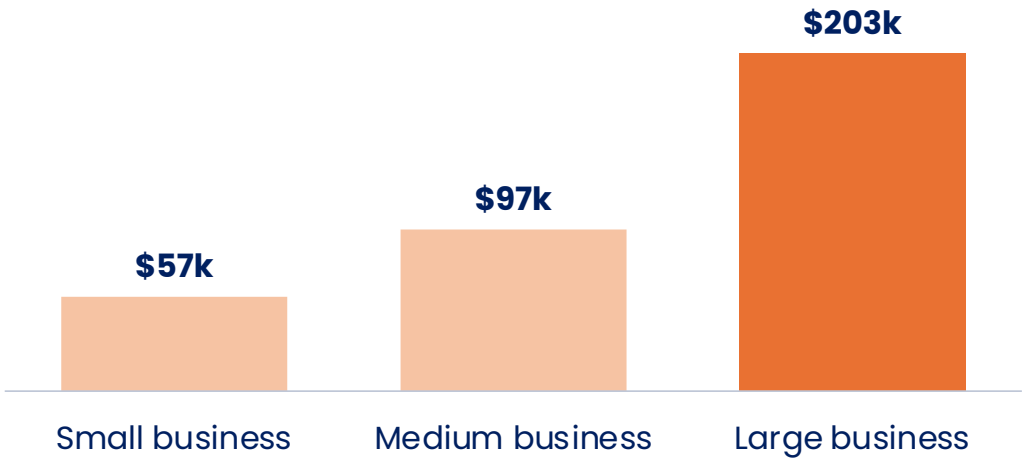
Security a Key Driver
Security as the way into BC&T's +5,000 customers, growing recurring security revenue.

[1] *Annual revenue per customer, based on customer numbers at 30 June 2026. Source: CCG 2026 Annual Report. Bundle structure, pricing and targets indicative and subject to Board approval.*

BC&T: Cloud Security

Cybercrime costs rise with business size

Average cost per cybercrime report[1], A$k, FY25



84,700
cybercrime reports in FY25, one every six minutes[1]

US$1.1bn
Australian managed security market, growing ~12% a year[2]

Managed security protects customers and grows recurring revenue

For customers

SMBs
Enterprise-grade protection **without an IT team**; firewalls, SD-WAN, backup on one bill.

Enterprise and government
Private cloud, **secure network edge** and endpoint protection for multi-site organisations.

For Comms Group

Recurring revenue
Monthly managed fees **lift ARPC** and reduce churn.

Opens the bundle
Security leads; **cloud, connectivity and AI** follow.

Low cost to scale
Runs on our **existing network and 24x7 NOC.**

[1] *ASD Annual Cyber Threat Report 2024–25, October 2025; self-reported averages, large-business figure affected by low report numbers.*
[2] *IMARC Group, Australia Managed Security Services Market, 2025 (US$1,115m, 12.1% CAGR 2026–34).*

Agentic AI: Transforming customer engagement

AI agents take the routine enquiries; humans handle the exceptions

The BC&T AI service stack



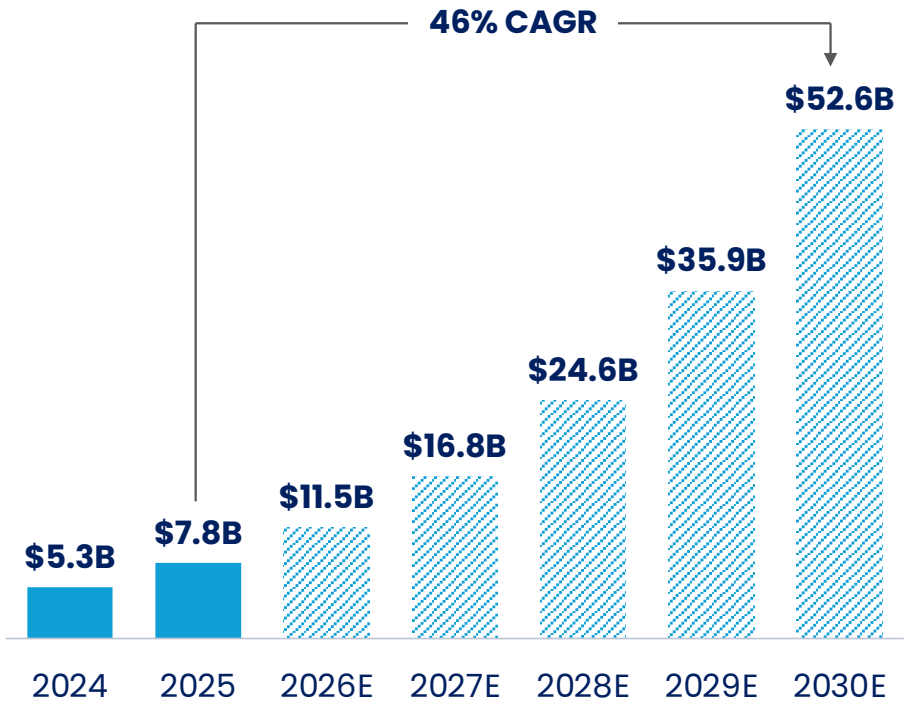
1 in 10

contact centre interactions automated in 2026, up from 1.6% in 2022[1]

80%

of common service issues resolved by AI by 2029, at 30% lower cost[2]

Global AI agents market[3]



[1] Gartner, conversational AI forecast, August 2022. [2] Gartner, March 2025. [3] MarketsandMarkets, AI Agents Market report, 2025–26. 2026E–2029E derived from the published 2025 base and 46.3% CAGR; E = forecast.

Q1 FY27
TRADING UPDATE

Q1 FY27 Trading Update

Positive start to FY27 with growing momentum

Q1 FY27 trading (unaudited)

- Group revenue of $16.7m and underlying EBITDA $1.6m which included ICT for 2 months.
- Global revenue of $4.2m for the quarter, up 14% on pcp.

Recent – new sales contracts signed

- New ARR[1] of $1.7m signed Q1FY27 across BC&T and Global.
- Some key sales prospects in the sales pipeline - both domestically and globally.

1 Annual recurring revenue.

Finance Update

FY27 outlook, dividends and capital returns

Recent Dividends and Proposed Capital Return

- FY26 final dividend of 0.125c per share, fully franked, paid 28 September 2026.
- Following the sale of ONP and receiving proceeds, Comms Group planning on a proposed distribution/capital return of 3.5–4.0c per share (incl. franking), expected Q3 FY27, with ATO ruling being sought.

Ongoing dividend policy

- Ordinary dividends to reset to lower from the FY27 interim (February 2027), in line with the smaller business.

Outlook

- Expect full year revenue in the range of $50m to $55m.
- FY27 EBITDA guidance will be confirmed later in the financial year

Note: Dividend and distribution amounts, method and timing remain subject to Board approval.

Q&A SESSION

Please use the LUMI function on your screen

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