


11th microEQUITIES RISING STARS

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OVER THE WIRE (ASX OTW)

Presented by Michael Omeros (CEO)





Microequities Conference

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AGENDA



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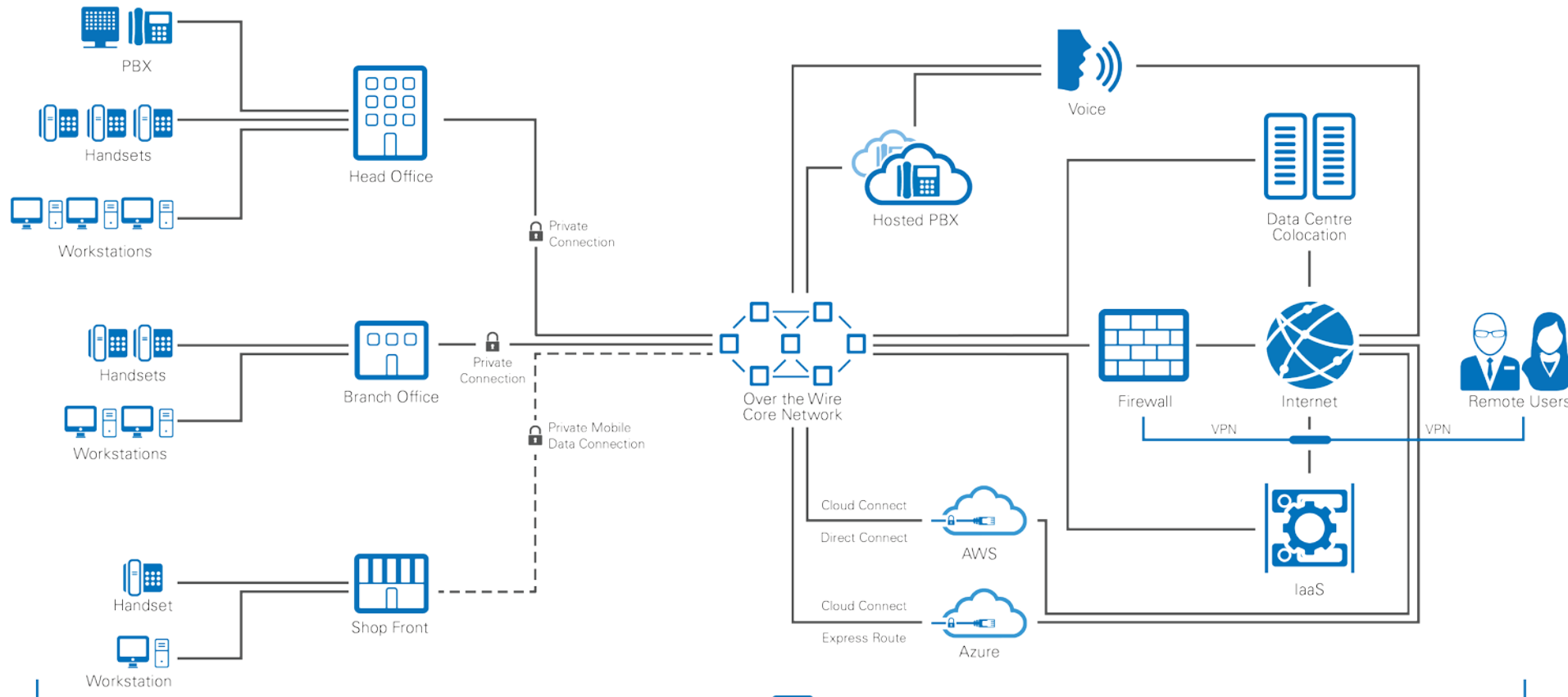
1. INTRODUCTION – OVER THE WIRE OVERVIEW



Objective	<ul style="list-style-type: none">▪ To be the telecommunications, cloud and IT services provider of choice to businesses in Australia and New Zealand
Business divisions	<ul style="list-style-type: none">▪ Data Networks (43% of H1FY2017 revenue)▪ Voice (34% of H1FY2017 revenue)▪ Cloud / Managed Services (13% of H1FY2017 revenue)▪ Data Centre Co-Location (10% of H1FY2017 revenue)
Value to customers	<ul style="list-style-type: none">▪ Delivering tailored, efficient and cost effective telecommunications, cloud and IT services▪ Providing an integrated, customer focussed solution▪ Ensuring that customers receive a high quality service at all times
Growth drivers	<ul style="list-style-type: none">▪ Organic growth through both geographic expansion and cross selling more products and services to existing customers▪ Growth through complimentary acquisitions which add shareholder value

2. BROAD PRODUCT OFFERING

Broad and integrated offering provides customers with a complete solution from one supplier dedicated to customer service



3. COMPETITIVE LANDSCAPE



Over the Wire focuses on business customers, offering high levels of customer service at a competitive price

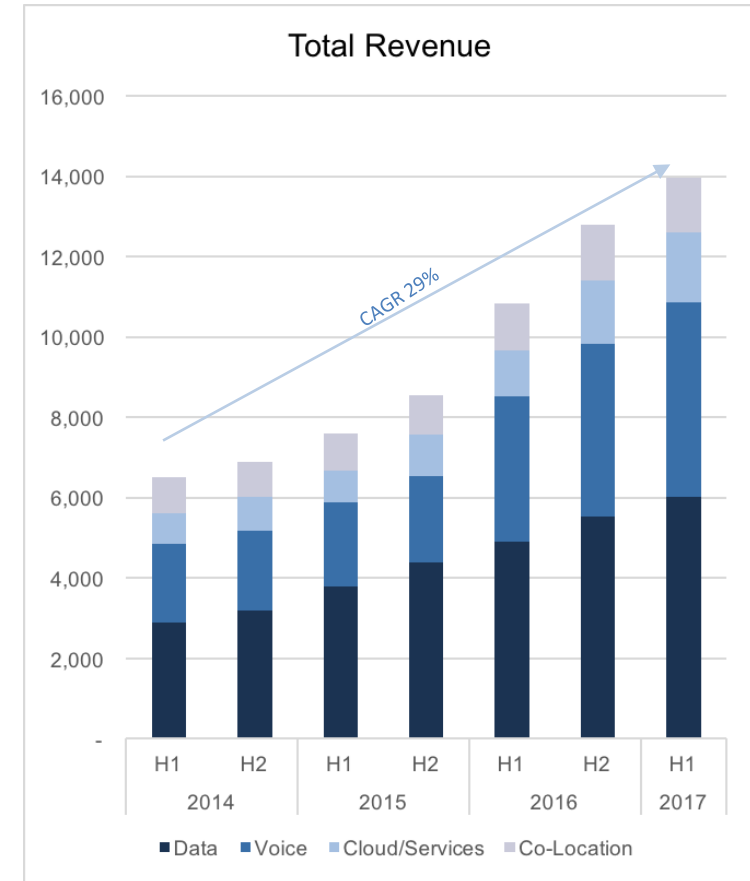


Source: Morgans Research – OTW Initiation, 21 November 2016

4. STRONG ONGOING REVENUE GROWTH

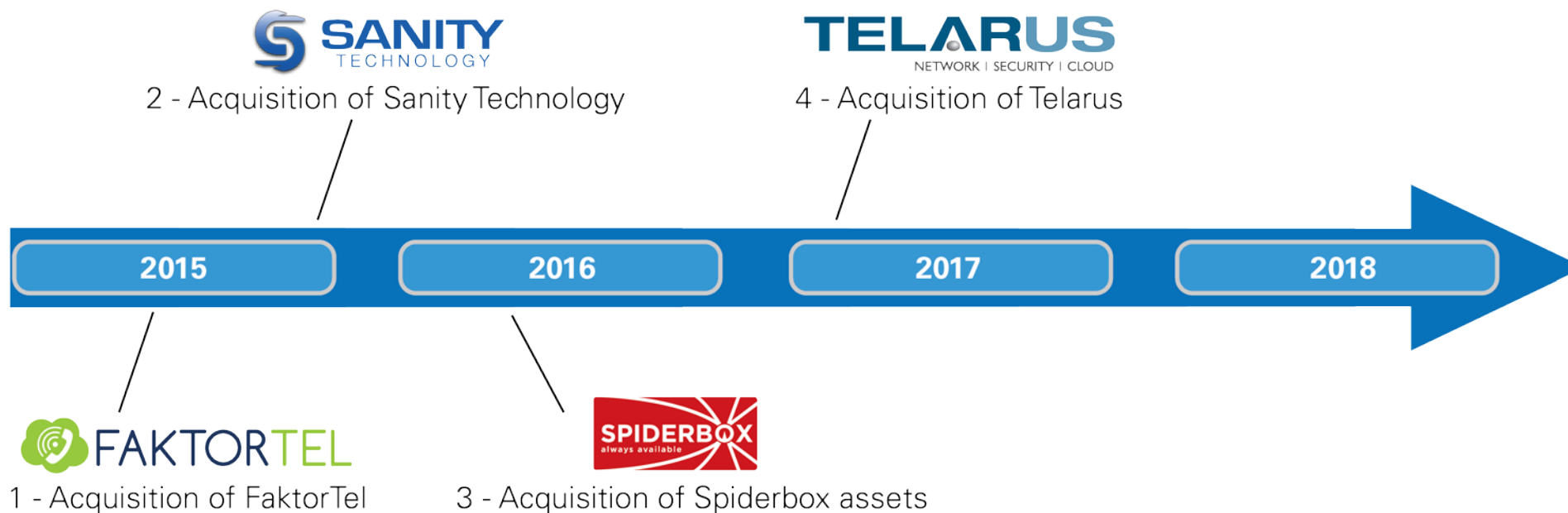


- Over the Wire will continue to target > 20% Year on Year organic growth
- Targeted organic growth will be achieved through continuing the following strategies
 - Increased penetration in existing established markets through Over the Wire's Sales function
 - Leveraging Over the Wire's platform to sell more products and services to existing customers
 - Continued geographic expansion into NSW and Victoria
- Full year contribution of Telarus in FY18



5. ACQUISITIONS TO ACCELERATE GROWTH

Over the Wire has a track record of successfully acquiring and then integrating acquisitions, with timely realisation of synergies and cost savings



5.1 TELARUS ACQUISITION UPDATE

Telarus is a leading Melbourne based provider of Data Networks, Cloud and Managed Security

Background

- Telarus is based in the Melbourne CBD and has more than 300 corporate customers
- Provides customers with services such as Data Networks, Voice, Managed Security and Cloud
- Acquired on January 15, 2017

Current status

- Team integration proceeding well, with full integration expected during the second half of CY2017
- System integration proceeding well, with all systems except for billing to be integrated by end CY2017
- Positive outcomes being achieved through cross selling of Voice and Mobility
- Realisation of synergies has commenced, and will contribute well to FY18
- New business being won by the combined capability of Over the Wire and Telarus



Telarus customers include:



6. POSITIVE OUTLOOK

- Continued strong revenue growth driven by:
 - Leveraging investment in Sales and Marketing
 - Cross selling to existing customers
 - Acquisition of Telarus
- Expanded product offering including:
 - Launch of new Hosted PBX product
 - Managed Security
 - Mobility
 - Private Cloud platform spanning Melbourne, Sydney and Brisbane
- Realisation of Synergies from Telarus acquisition
- Selective future acquisitions

Thank you for your time

Any questions?