

ASX: CCG
ASX Release 10 April 2025

Q3FY25 Trading Update with Record Revenues Recorded in March 2025

Comms Group Limited (ASX:CCG) (“Comms Group” or “the Company”) today provides an update on recent business trading and key highlights for the quarter ended 31 March 2025.

Key highlights of the trading update are as follows:

Revenue

- Total revenue (unaudited) for the month of March 2025 was \$5.0m, which is the highest monthly revenue on record for the Company. This consisted of \$1.36m from our Global business, \$1.74m from our Secure Modern Workplace Solutions business and \$2.0m from our Cloud Communications and Collaboration business, less inter-company sales of ~ \$0.1m
- Total group revenue (unaudited) for the March-25 quarter was \$14.1m which compares to total revenue for the 1st half FY25 of \$27.0m. Total group revenue consisted of \$3.6m from our Global & Wholesale business, \$5.0m from our Secure Modern Workplace Solutions business and \$6.0m from our Cloud Communications and Collaboration business, less inter-company sales of \$0.5m.
- Global revenue in March of \$1.36m was 26% higher than the average monthly revenue of \$1.08m for the 1st half FY25. The revenue was boosted by the inclusion of revenue from several new domestic and multi-national corporate customers provisioned within the quarter.
- Our Secure Modern Workplace Solutions business also saw a good increase in revenues in the quarter. Our Cloud Communications and Collaboration business also had a solid result in the quarter.
- Our expectation is that the Global revenue should continue to increase over the coming months as we provision a number of major customers won, across approximately 20 countries, during the 1st half FY25, as well as new customers acquired in the 3rd quarter FY25.
- In respect of the previously announced key deals secured in the 1st half FY25:
 - On 9 September 2024, we announced that we had secured a A\$2.4M contract with a leading global SaaS provider. Significant provisioning has taken place and partial billing commenced in January 2025. Provisioning is expected to be completed in full by July 2025.
 - On 25 November 2024, we announced that we had secured a contract with a US headquartered technology company that’s expected to generate revenues estimated between \$1.5m to \$2.0m p.a. Provisioning began in February 2025 and partial billing has now commenced with the majority of revenue expected to commence tolling in the final quarter FY25.

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New Sales Contracts Awarded in Q3

- On the new business front, new sales contracts signed were strong within the quarter with a total of \$2.4m ARR. This takes the 9 month YTD new sales contracts signed figure to \$8.4m ARR.
- Global in particular had a strong quarter building upon the strong first half new sales recorded.
- End customers from sales within the quarter include an international automotive company, an international energy company, a number of large financial and insurance services companies, a number of Government clients, a major airline and a global consumer products company amongst others.

Other Key Initiatives

- A consolidation of billing systems within the Cloud Communications and Collaboration business commenced in the quarter with the objective to rationalise the number of billing systems used by the business. This is expected to not only result in billing cost savings, but indirectly result in other key benefits from a simplified billing process and greater capacity for data analysis.
- The Secure Modern Workplace Solutions business has recently completed a project to deploy a new IaaS hypervisor platform for our private cloud services which results in savings of circa \$300k p.a.
- Our Secure Modern Workplace Solutions business has commenced a project to upgrade and enhance its core customer support system and to deliver enhanced services to our customers including the latest generation remote monitoring and management, endpoint management, cloud backup and security monitoring and management. The new environment once fully deployed is expected to result in annual cost savings of circa \$300k with full deployment expected by April 2026.
- Our Corporate and Global business have recently achieved the UK Cyber Essentials Plus certification, demonstrating our commitment to the highest standards of cybersecurity. This independently verified certification strengthens our security posture and reinforces trust with our clients and partners. It also enhances our eligibility for UK government contracts, where Cyber Essentials Plus is a key requirement. This achievement marks another milestone in our ongoing dedication to protecting data and delivering secure, compliant solutions.

The Company expects to provide an update to the market on the financial results (unaudited) for Q3 FY25 within the month of April.

Authorised for release by the Board of Comms Group Limited.

ENDS

FOR MORE INFORMATION

Peter McGrath
Chief Executive Officer

Matthew Beale
Chief Financial Officer

<https://commsgroup.limited/feedback>

ABOUT COMMS GROUP

We enhance business agility through innovative cloud-based communications and secure modern workplace solutions.

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

Cloud Communications and Collaboration (Next Telecom)

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, and extensive connectivity solutions, including fibre and NBN broadband, SD-WAN and secure firewall services.

Secure Modern Workplace Solutions (onPlatinum)

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 UCaaS and Wholesale (Comms Group Global)

Specialist UCaaS for international business and CPaaS for wholesale 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 STN replacement services in over 65+ countries. We provide global MNCs with seamless international unified communications solutions over a reliable global network, along with the latest product solutions and high levels of technical knowledge and global 24x7 support.
