

commsgroup

# 2025 Annual General Meeting

25 November 2025

COMMS GROUP LIMITED (ASX: CCG)  
[www.commsgroup.limited](http://www.commsgroup.limited)

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

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## 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 LBNC. 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



**commsgroup**

**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



## 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



Acquired 16 June 2025 -

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# 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

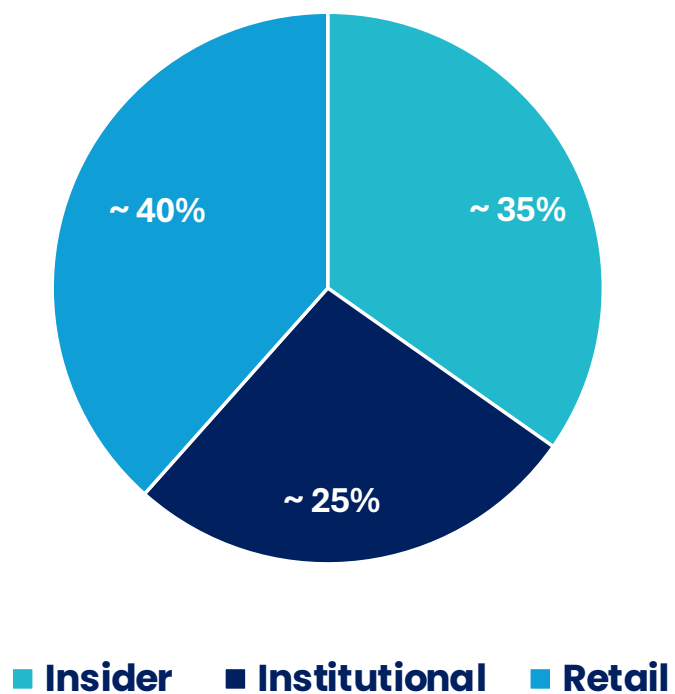


**Patrick Simon**

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

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**FY25**

# **FINANCIAL HIGHLIGHTS**

# FY25 Financial Highlights



## Total Revenue<sup>1</sup>

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 EBITDA<sup>2</sup>

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

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

<sup>2</sup>Underlying 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 ARR<sup>1</sup> compared to \$7.5m ARR in FY24.

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

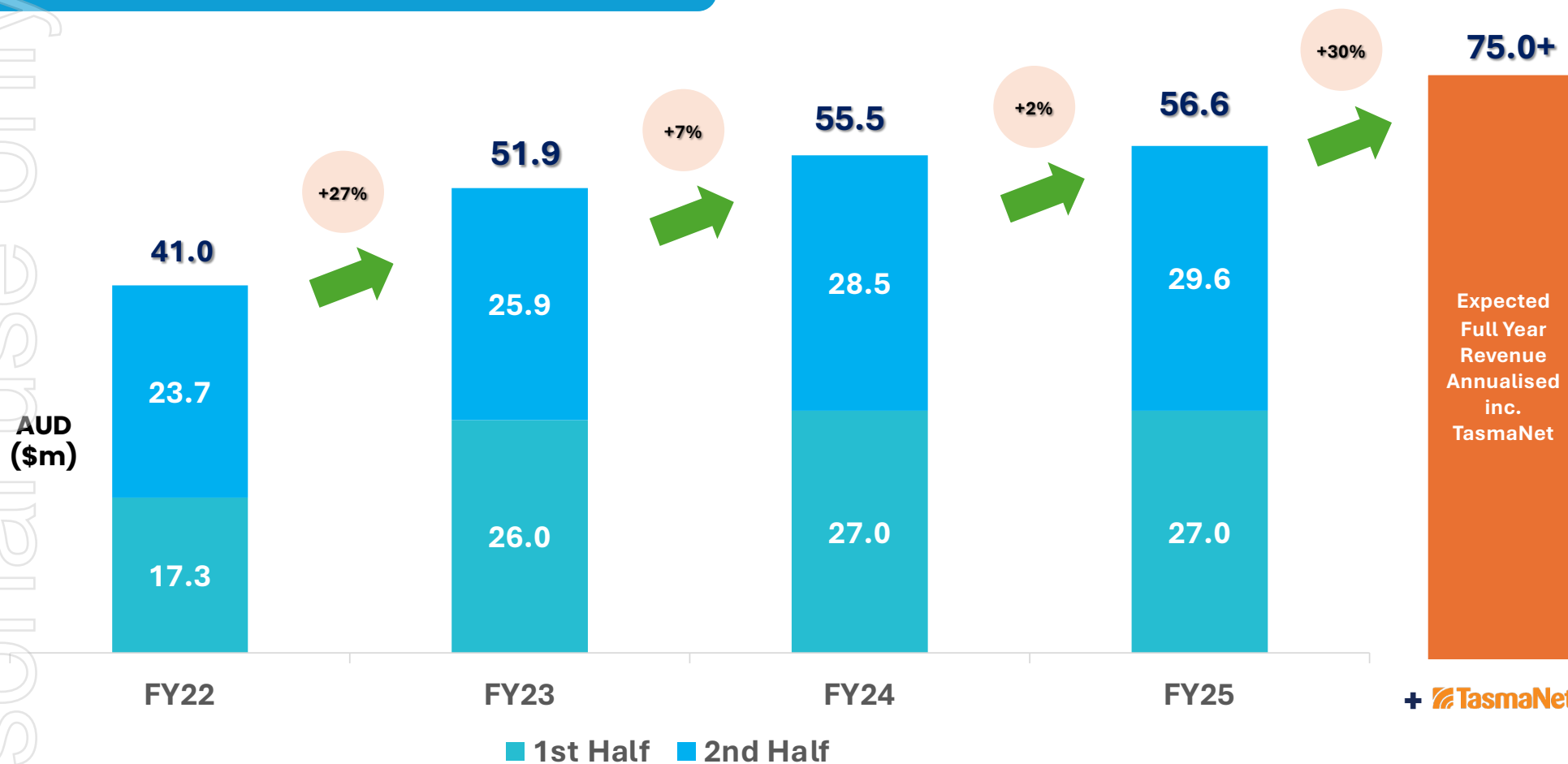
**Finalised acquisition of leading Tasmanian telco TasmaNet** in the year.

**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.

<sup>1</sup> Annual recurring revenue.

# Group Revenue

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



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**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 ARR<sup>1</sup> 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 MRR<sup>1</sup>

#### Financing

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

<sup>1</sup> Monthly recurring revenue.

# Strategic & Capital Allocation Priorities

## Capital management priorities

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