

ASX: CCG
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Comms Group Delivers Record Trading Performance in 1st Half FY26

Comms Group Limited (ASX:CCG) (“Comms Group” or “the Company” or “Group”), a leading global communications and IT services business, has today released its financial results for the half year ended 31 December 2025 (1H FY26).

1H FY26 Highlights

- Achieved record group revenue of \$37.6m vs \$27.0m pcp, an increase of 39%.
- Strongest underlying EBITDA¹ result for a half year, recording \$4.5m vs \$2.4m pcp, up 87.3%.
- Standout performances from Global & Wholesale and Secure Managed IT, recording material increases in underlying EBITDA. of 161% and 40% respectively.
- Underlying NPATA² increased to \$1.8m vs \$0.9m pcp, up 100%.
- Underlying Operating cashflow increased to \$2.7m vs \$2.3m pcp, up 17.4%.
- TasmaNet integration is progressing in-line with plans with key milestones achieved.
- The Group remains on track to achieve the annualised run-rate revenue target of \$75m+ and annualised run-rate underlying EBITDA target of \$9m to \$10m in FY26.
- Interim dividend has been declared of 0.125 cents per share.

Results Summary

A\$M	1H FY26	1H FY25
Operating Revenue	37.6	27.0
Gross Profit	17.8	13.1
Underlying EBITDA ¹	4.5	2.4
EBITDA	3.4	1.4
NPATA ²	1.8	0.9
Underlying Operating Cash Flow	2.7	2.3

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

² **Net Profit After Tax and Amortisation** of Acquired Customer Contracts and Brands.

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- Divisional revenue consisted of \$7.5m from our Global & Wholesale business, \$10.9m from our Secure Managed IT Solutions business and \$19.3m from our Cloud Communications and Collaboration business which includes TasmaNet.
 - Strong organic revenue growth of circa 10% versus pcp, driven by strong organic growth in Global & Wholesale (+23%) and Secure Managed IT Solutions (+16%).
 - Gross profit increased 37% versus the previous period, to \$17.8m, up from \$13.1m.
 - Total underlying EBITDA came in at \$4.5m for the half, increasing underlying EBITDA margin to 12.0% vs 8.9% in the pcp.

New Business and Customer Wins – 1H FY26

- The business achieved strong performance with new business ARR³ of sales contracts signed of \$5.4m.
- All divisions saw growth in new business sales in the half.
- TasmaNet secured a major contract and expansion of its connectivity services with a key customer representing a Total Contract Value (TCV) of over \$1m.
- Our Global and Wholesale Unified Communications business has seen significant new sales in the half, with a total of \$1.8m in new ARR across a range of countries across the Asia Pacific including: Australia, China, Fiji, Hong Kong, Indonesia, Japan, Malaysia, New Zealand, Philippines, Singapore, South Korea, Thailand, Vietnam; and in Europe: France, Germany, Ireland and the United Kingdom.
- Approximately 80 Australian & International corporates have ordered new services in 1H FY26 from our Global & Wholesale business either directly or via our partner channels. These customers include: global telecommunications carriers and UC providers, global banking, insurance and investment institutions, industrial & manufacturing, global medical technology operators, a US federal government agency and a world-renowned consumer goods manufacturer.
- Separately to these orders, we have been advised of further key wins including global multi-national companies (MNCs) currently in the final contracting phase (A\$0.9m of ARR). These companies include two multinational banks one headquartered in Europe and the other in the United States. Global & Wholesale also has a strong pipeline of new sales, with the open opportunities pipeline exceeding \$5m in ARR.

Progress with TasmaNet Transition

- The transition of TasmaNet into Comms Group has progressed to plan with the integration set to complete by the end of FY26.
- All customers, including key Tasmanian Govt customers, are now transitioned across into Comms Group. Mainland customers have been novated across to both our

³ Annual Recurring Revenue

existing Secure Modern IT Solutions and our Communications and Collaboration businesses where appropriate.

- All key suppliers have been novated and onboarded with our focus now being to optimise supplier costs across the Group, with a synergy plan well underway.
- We have hired additional sales and marketing resources within TasmaNet and have established a strong connection in the local market through a range of events and targeted programs. We continue to see good opportunities for growth within the business through a mix of new business plus, upsell and cross-sell initiatives from our existing business units.

Investment In Core Capabilities and Key Infrastructure

- A substantial network and cloud platform integration and rationalisation project has commenced for the domestic businesses. This also includes upgrading core capacity and capability with some one-off capex to being incurred in FY26.
- We are consolidating our three domestic telco networks into a single national network (“One Network”) plus merging our two private compute (cloud) infrastructure platforms (“One Cloud”).
- Current initial estimates are that this rationalisation project should save the company up to \$2m per annum in external costs. We expect to complete this project in Q4 FY26.
- Within our Global division, we expanded our reach into new markets and added additional licences and carrier partners in key markets including Vietnam and six additional European countries.
- We have also laid the groundwork for expansion into further key countries with several licence applications underway.
- We also added additional carrier partners in existing markets to add greater capability, supply diversity and to lower our cost of supply.
- Today, we believe we have the most extensive licensed coverage in the Asia Pacific region for the supply of local PSTN and Unified Communications services including local direct in-dial services (DIDs or telephone numbers) and we are highly regarded in terms of our quality of supply, delivery timeframes and the high levels of customer service we provide.

Business Outlook

- The Group remains on track to achieve both our annualised run-rate revenue target of \$75m+ and annualised run-rate underlying EBITDA target of \$9m to \$10m.
- Business is seeing continuing strong organic growth opportunities, particularly in Global & Wholesale and Secure Managed IT.
- TasmaNet integration to be finalised within the current financial year.
- Continue to actively look at M&A opportunities whilst remaining disciplined on price and business quality.

Authorised for release by the Board of Comms Group Limited.

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FOR MORE INFORMATION

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ABOUT COMMS GROUP

We enhance business agility through innovative cloud-based communications and secure managed IT solutions.

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

Cloud Communications and Collaboration

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

Secure Managed IT Solutions

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 And Wholesale Unified Communications

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

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