commsgroup

FY26 Full Year Results

24 August 2026

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

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

Agenda

- Introduction & Highlights
- Financial Highlights
- Operational Update
- Strategy & Outlook
- Q&A

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 partners/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.

Secure Managed IT Solutions (ICT)

Award-winning Managed IT Service Provider (MSP) supporting the needs of corporate customers

Sale of onPlatinum announced for A$30m, with completion expected Q1 FY27.

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.

FY26 Key Highlights

Comms Group delivered strong overall revenue and profit growth

Total revenue $74.5m, 31.6% increase over FY25 underpinned by strong growth in both Global and ICT.

Underlying EBITDA $8.7m, 52% increase over FY25 and above recent market guidance.

Gross Profit $35.5m, 30.8% increase over FY25.

Group Gross Margin 47.6% (FY25: 47.9%).

Net Profit Before Tax of $1.4m (FY25 loss $0.6m).

Record new sales contracts signed with $10.9m of ARR[1], higher than the previous year in FY25 ($10.4m).

Continued strong cashflow position: Cashflow from operations $4.7m, after the payment of significant restructuring and rationalisation one-off costs from the integration of TasmaNet and sale transaction costs for the sale of ONP.

Announced the sale of onPlatinum in the year for $30m, crystalising significant value accretion for shareholders with the business acquired in 2022 for $12m.

Final dividend declared of $0.00125 (0.125 cents) per share (fully franked).

[1] *Annual recurring revenue.*

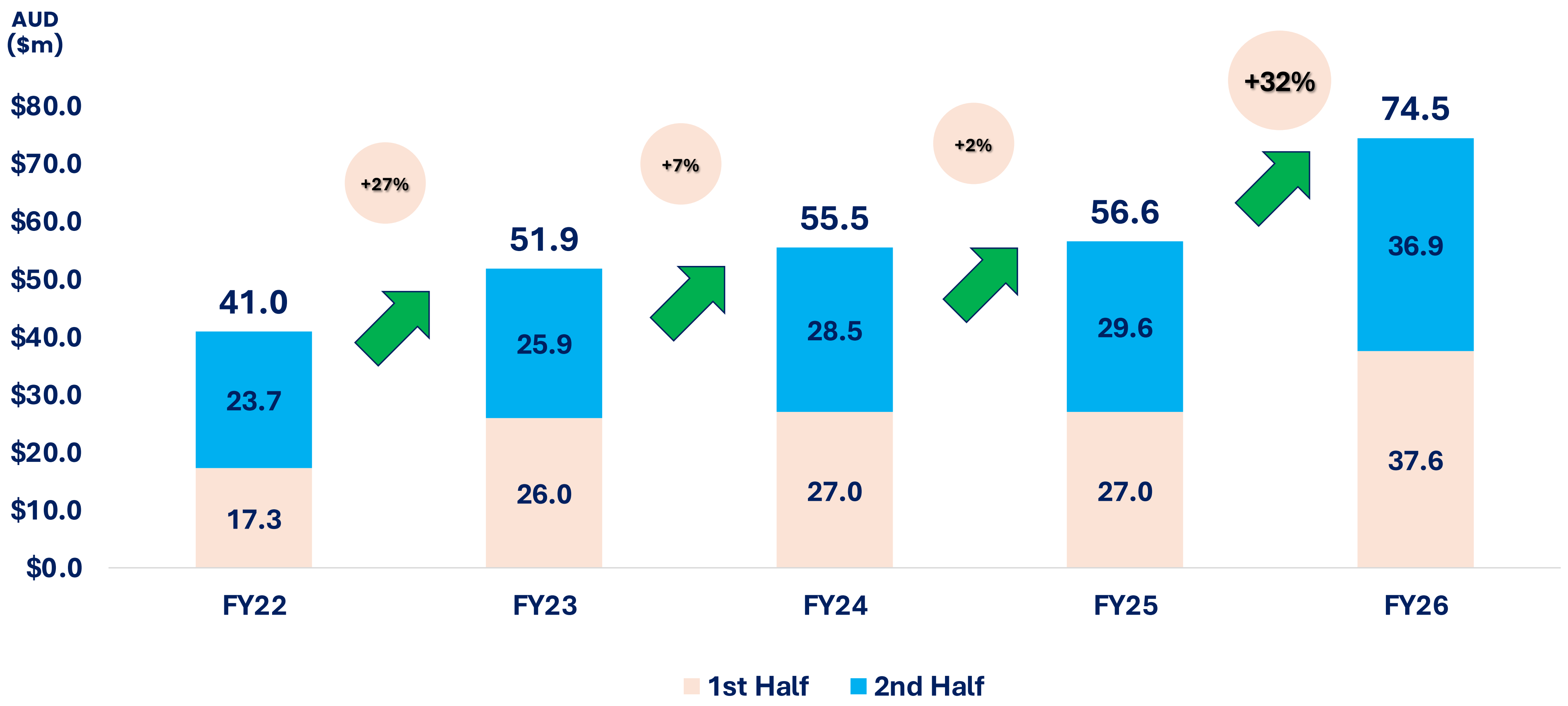
FY26 Financial Highlights

Total Revenue[1]	Gross Profit	Gross Margin %	Underlying EBITDA[2]	Operating Cashflow
Up 32% on PCP **to $74.5M**	Up 31% on PCP **to $35.5M**	47.9% in PCP **to 47.6%**	Up 52% on PCP **to $8.7M**	Up 7% on PCP **to $4.7M**
Within recent guidance range of $74m-$75m.	Significant increase in Gross Profit.	Continued high gross margins.	Above recent market guidance.	Strong operating cashflow result after significant one-off integration & transaction costs.

[1] Includes $22.3m of onPlatinum revenue; sale announced for A$30m, with completion expected Q1 FY27.
[2] Underlying EBITDA excludes net interest, tax, non-cash share LTIP costs, rent, depreciation, amortisation, business acquisition, integration, restructuring and non-recurring costs.

Group Revenue

FY26 was a year of strong overall revenue growth with a positive mix of organic and acquisition growth

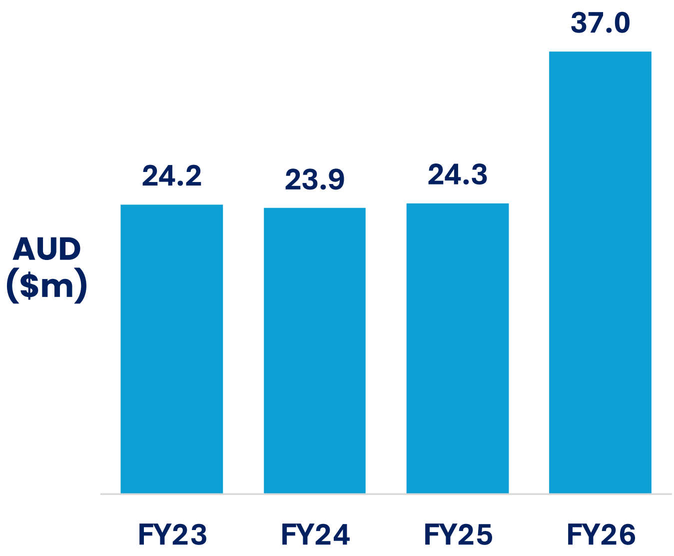


Revenue By Division

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

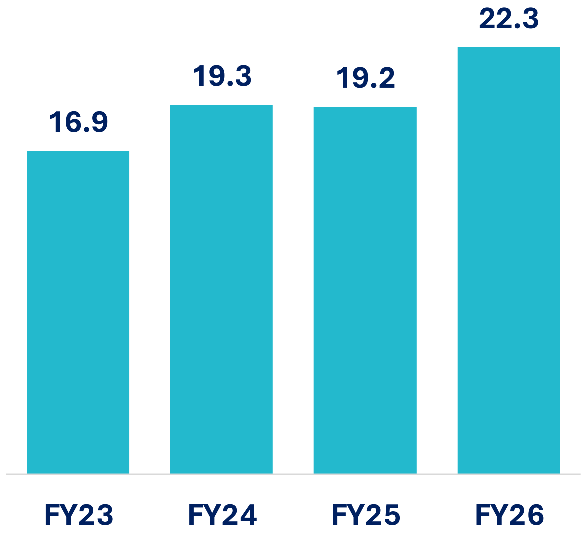
Business Communications & Technology*

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



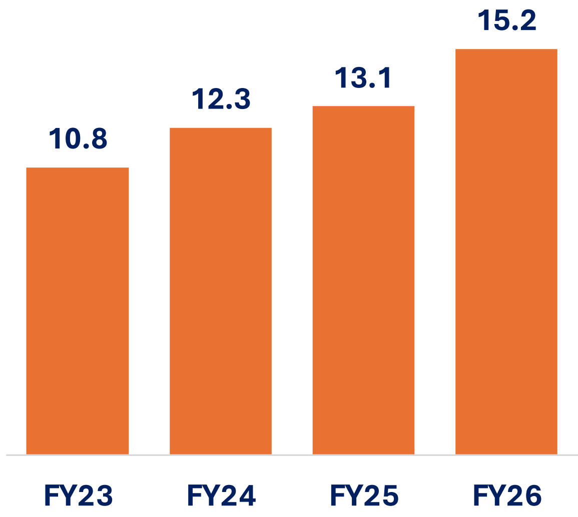
Secure Managed IT Solutions

Diversified revenue base achieving good revenue growth in FY26



Global Unified Communications

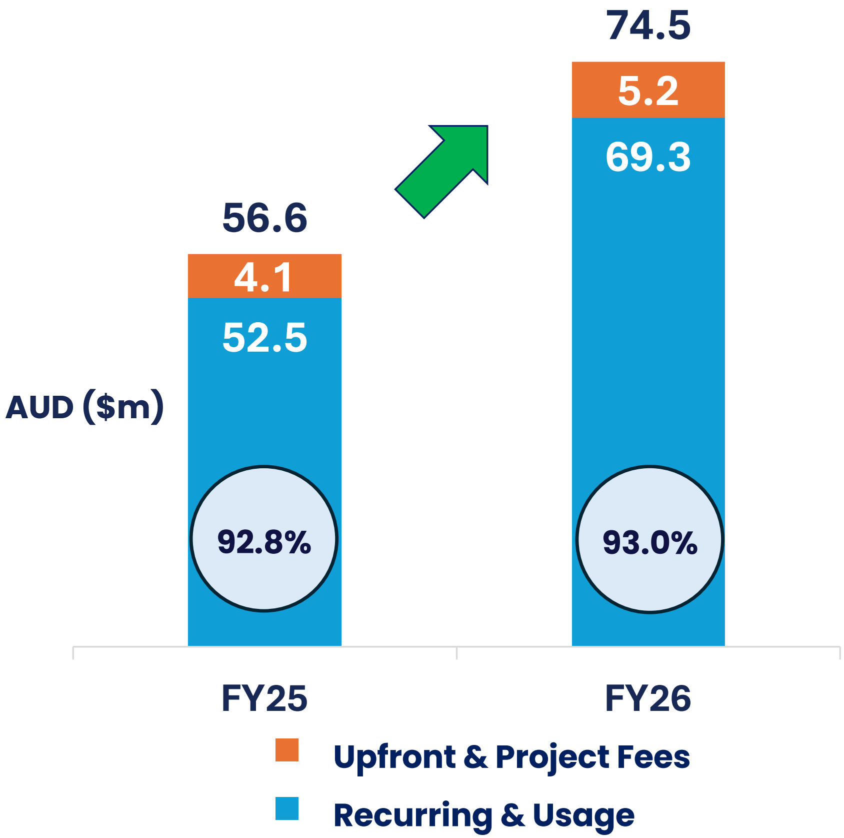
Continued revenue growth, strong new contract wins and low churn, despite FX headwinds.



*BC&T was previously referred to as Communications and Collaboration or SME

Revenue Composition

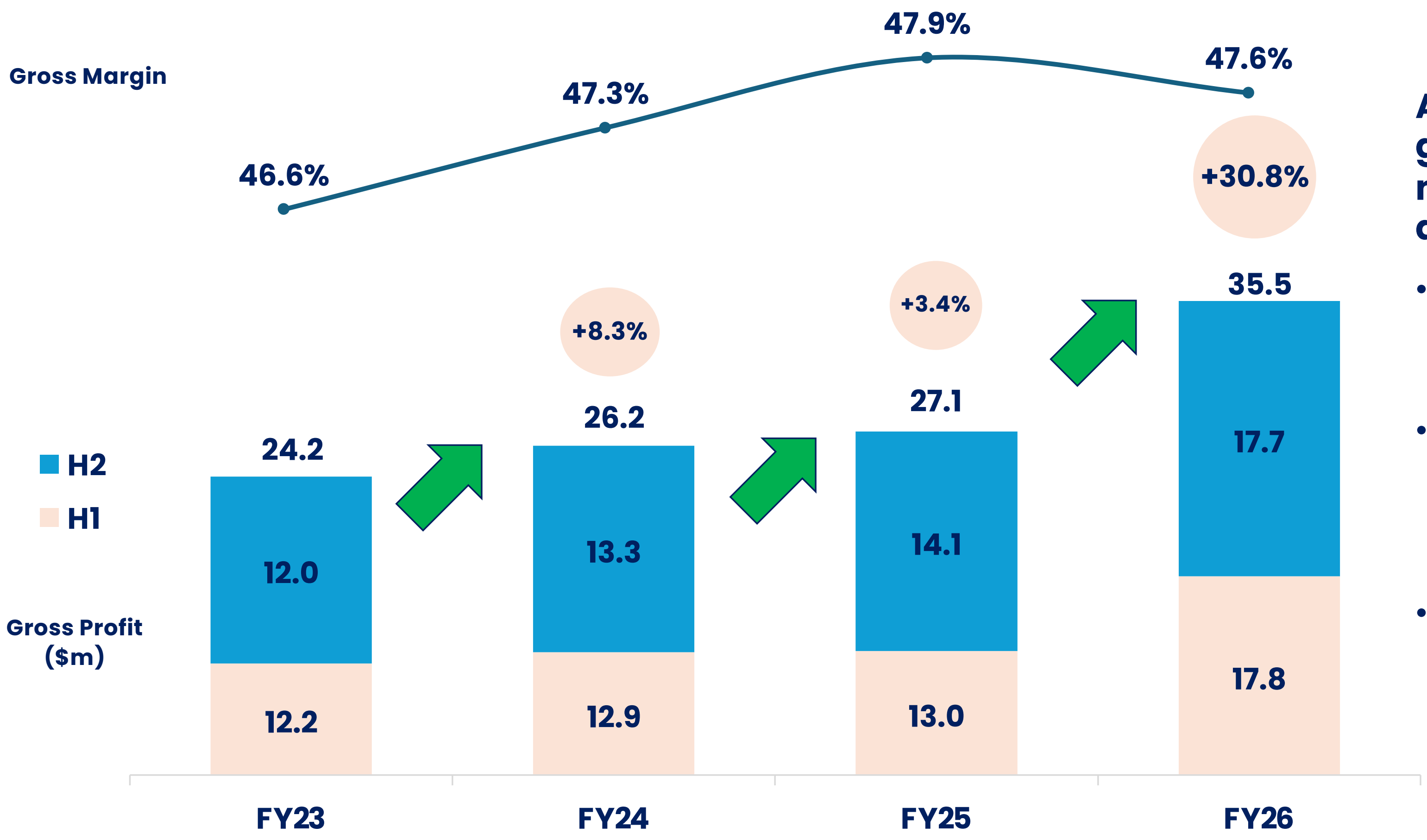
Strong revenue growth in FY26 with high levels of recurring service and usage fees (> 90%)



- Group revenue grew to $74.5m in FY26, up from $56.6m in FY25, with recurring, services and usage fees increasing to $69.3m.
- Recurring, services and usage fees represented 93.0% of total revenue in FY26 (FY25: 92.8%), underpinning the quality and predictability of the Group's earnings base.
- Upfront and project fees of $5.2m (FY25: $4.1m) reflect continued project activity, with most revenue from contracted services and usage.

Gross Profit and Margin

Gross profit up 31% to $35.5m with margin easing 30bps to 47.6% on TasmaNet mix shift

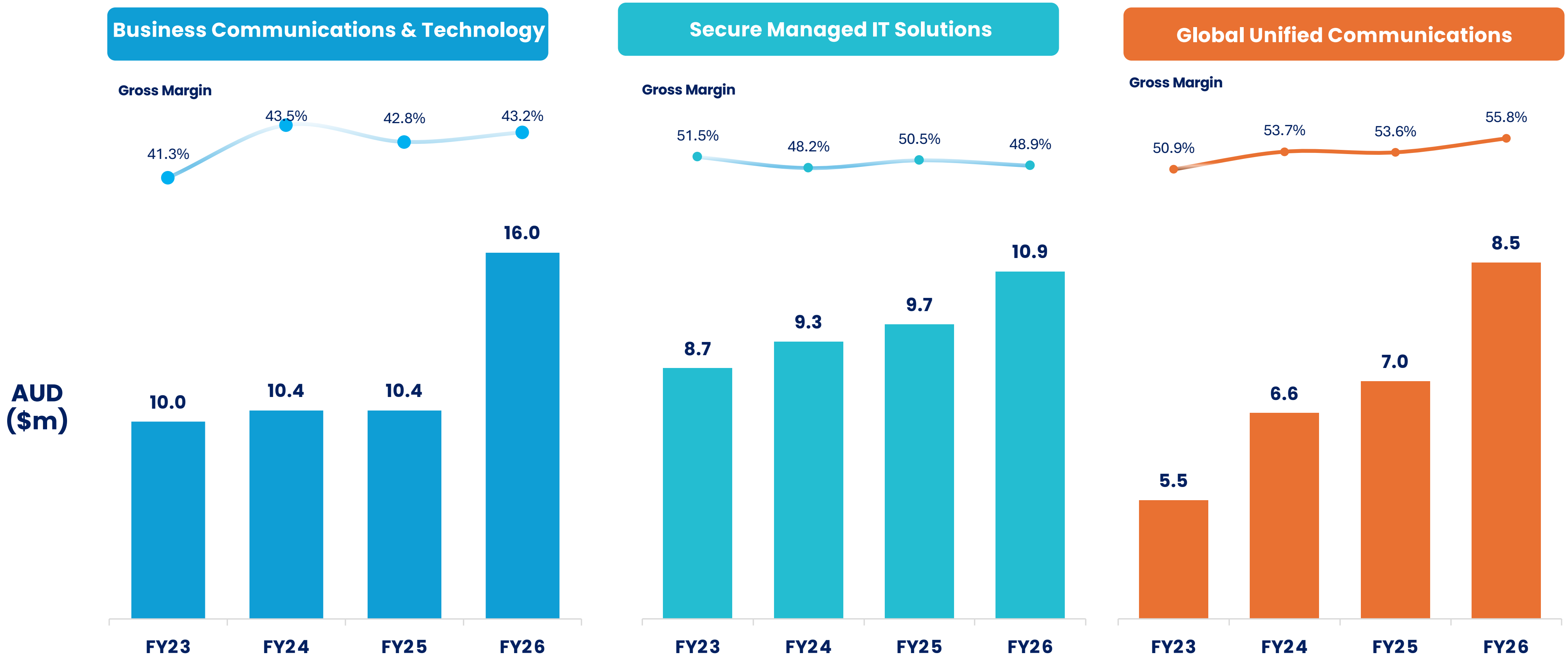


All three divisions grew gross profit in FY26, with margin expansion in BC&T and ICT.

- Gross profit increased 30.8% to $35.5m from $27.1m pcp.
- Gross profit mix shift toward BC&T, contributing 45.1% of total (FY25 38.4%).
- Gross margin of 47.6%, broadly in line with 47.9% pcp.

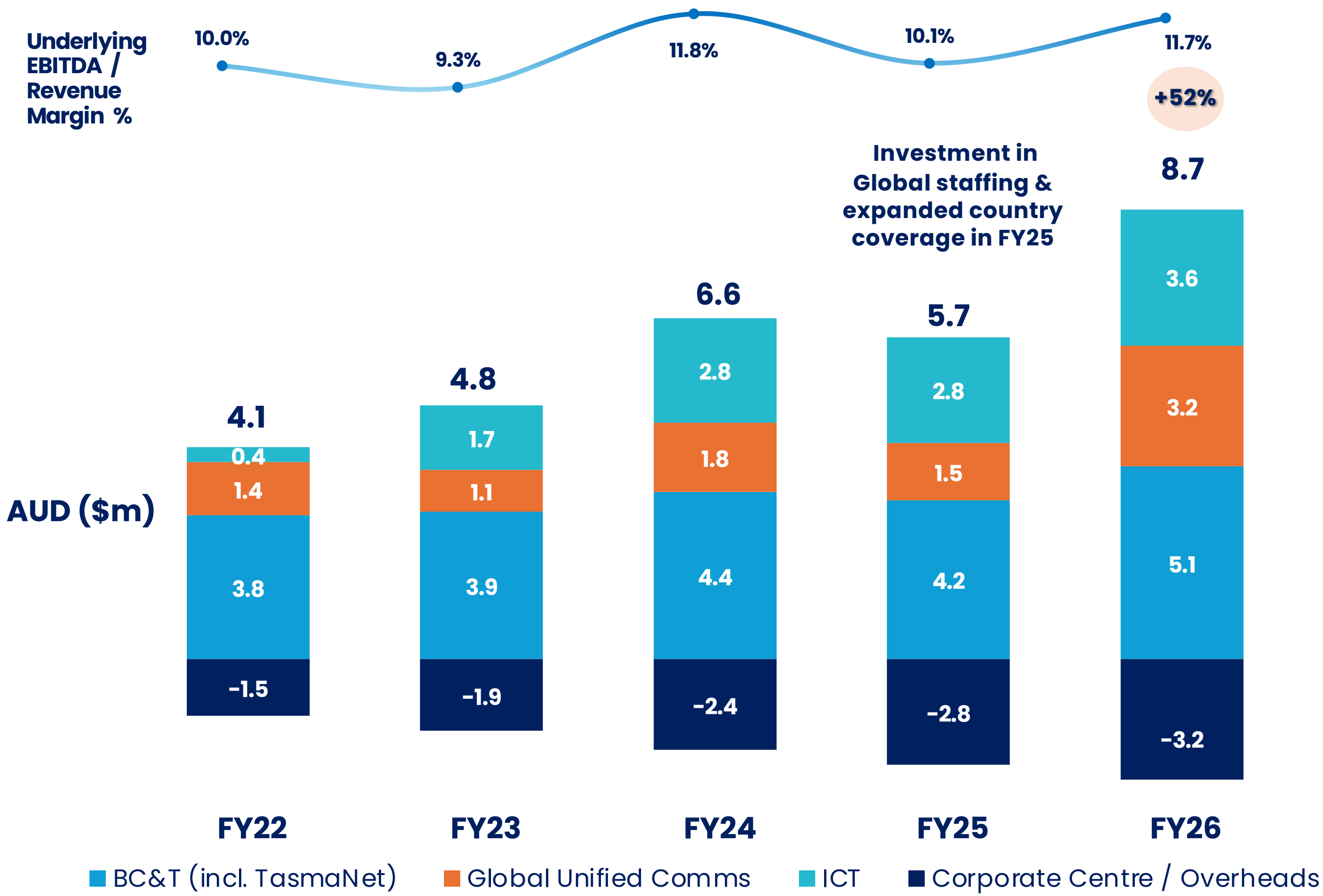
Gross Profit by Division

All three divisions grew gross profit in FY26, with a strong Global performance



Underlying EBITDA

Underlying EBITDA up 52% to $8.7m with growth across all three segments



- Underlying EBITDA of $8.7m, up 52.0% on FY25 and above recent market guidance.
- All three segments grew: BC&T $5.1m, Global $3.2m and ICT $3.6m (FY25: $4.2m, $1.5m, $2.8m respectively).
- Underlying EBITDA margin improved to 11.7% from 10.1% pcp, with EBITDA scaling corporate costs.
- Global underlying EBITDA increased 112% to $3.2m (FY25: $1.5m) underpinned by strong contract wins.
- ICT underlying EBITDA up 30% to $3.6m (FY25: $2.8m); corporate overheads of $3.2m.

Income Statement

A$m	FY25	FY26
Reported Revenue	**56.6**	**74.5**
(-) Cost of Sales	(29.5)	(39.1)
Gross Profit	**27.1**	**35.5**
Gross Margin (%)	*47.9%*	*47.6%*
(-) Operating Expenses	(21.4)	(26.8)
Underlying EBITDA	**5.7**	**8.7**
EBITDA Margin (%)	*10.1%*	*11.7%*
(-) Share based payments	(0.4)	(0.3)
(-) Acquisition & Restructuring	(2.3)	(2.1)
EBITDA	**3.0**	**6.3**
(-) Depreciation & Amortisation	(2.8)	(3.7)
EBIT	**0.2**	**2.6**
Finance Charges	(0.8)	(1.2)
Net Profit/(Loss) Before Tax	**(0.6)**	**1.4**
(+) Non-operating income	0.1	-
(+) Amortisation of Brands/Contracts	1.4	1.5
(+) Acquisition & Restructuring	2.3	2.1
(-) Tax Expense [1]	(0.3)	(0.9)
Underlying NPATA	**2.9**	**4.1**
Underlying NPATA Margin (%)	*4.9%*	*5.5%*
Weighted Avg. Shares (m)	**401.6**	**540.7**
Underlying EPSA	**0.7**	**0.8**

Revenue and underlying EBITDA growth, with the Group returning to a statutory profit

- Revenue increased +32% to $74.5m vs $56.6m pcp, with a full-year TasmaNet contribution and continued organic growth.
- Gross Profit increased 31% to $35.5m up from $27.1m.
- Underlying EBITDA increased +52% to $8.7m vs $5.7m pcp.
- Underlying EBITDA margin 11.7% vs 10.1% pcp, with strong divisional performances in ICT and Global.
- Net profit before tax of $1.4m vs a $0.6m loss pcp.
- Underlying NPATA increased +41.4% to $4.1m vs $2.9m pcp, whilst NPATA margin increased to 5.5% vs 4.9%.
- Underlying EPSA increased to 0.8c from 0.7c pcp, with an increased weighted average share count.

[1] *Tax expenses calculated 30% of (NPBT + Non-deductible brands and contracts amortisation)*

Cashflow Statement

$M	FY25	FY26
Underlying operating cashflows	**7.2**	**7.3**
Less: payment of business acquisition, restructuring, integration & other one-off expenses	(2.4)	(2.1)
Less: income tax paid	(0.4)	(0.5)
Operating cashflow	**4.4**	**4.7**
Less: Capex	(0.3)	(1.7)
Free Cash Flow	**4.1**	**3.0**
Less: lease payments (AASB-16)	(0.9)	(1.3)
Less: net interest paid	(0.7)	(0.9)
Less: investing activities	(8.5)	(0.9)
Plus: proceeds from share issues	6.6	0.5
Plus: proceeds from bank borrowings, net of transaction costs	10.4	11.6
Less: dividends paid	(1.4)	(1.3)
Less: bank borrowings repaid	(7.6)	(11.5)
Cash Flow Movement	**1.9**	**(0.9)**
Opening cash	3.6	5.5
Closing cash	**5.5**	**4.6**
Closing cash – continuing operations	5.5	2.9
Closing cash – discontinued operations	-	1.7

Solid free cashflow underpins future growth

- Underlying operating cashflow of $7.3m vs $7.2m pcp, reflecting continued strong working capital management and cash conversion of 84% of underlying EBITDA.
- Operating cashflow of $4.7m vs $4.4m pcp, up 7% on FY25, after $2.1m of acquisition, restructuring and one-off payments.
- Capex of $1.7m vs $0.3m pcp, due to cloud and network capacity upgrades under synergy program to remove duplicated networks. Expected to decrease significantly moving forward.
- Free cash flow of $3.0m vs $4.1m pcp, reflecting the higher network investment following TasmaNet.
- Borrowings of $11.6m drawn and $11.5m repaid as the facility was refinanced with Westpac under a new three-year agreement, including an undrawn $8.0m acquisition facility.
- Dividends of $1.3m paid during FY26.
- Closing cash of $4.6m vs $5.5m pcp, comprising cash of $2.9m of continuing operations and $1.7m of discontinued operations.

Balance Sheet[1]

A$m	FY25	FY26
Current Assets		
Cash	5.5	2.9
Receivables	6.6	5.7
Other	3.1	2.7
Assets held for sale	-	18.7
Total Current Assets	**15.2**	**30.0**
Current Liabilities		
Payables	8.5	5.9
Contract Liabilities	1.4	1.1
Provisions	1.9	1.3
Borrowings	10.7	1.7
Lease Liabilities	1.0	0.7
Deferred consideration	0.9	-
Income Tax Payable	0.1	0.2
Liabilities held for sale	-	6.6
Total Current Liabilities	**24.5**	**17.5**
Non-Current Assets		
P,P & E	2.1	2.6
Right of Use Assets	2.7	1.1
Goodwill	23.7	18.0
Intangible Assets	25.6	15.3
Deferred Tax Assets	0.1	0.1
Total Non-Current Assets	**54.2**	**37.2**
Total Assets	**69.4**	**67.2**
Non-Current Liabilities		
Provisions	0.3	0.2
Deferred Tax Liability	5.8	2.5
Lease Liabilities	2.1	0.3
Borrowings	-	9.2
Total Non-Current Liabilities	**8.2**	**12.3**
Total Liabilities	**32.7**	**29.8**
Net Assets	**36.7**	**37.4**
Net Debt	**5.2**	**6.3**

Balance sheet restated ahead of ICT sale, debt reduction post divestment

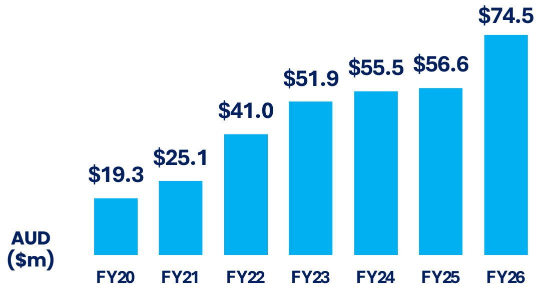
- Cash of $2.9m, with $18.7m of ICT business assets (inc. cash of $1.7m) classified as held for sale; finalisation of sale process expected in Q1 FY27.
- Goodwill of $18.0m vs $23.7m pcp, excludes Goodwill attributed to ICT reclassified to Assets held for sale.
- Net assets increased to $37.4m vs $36.7m pcp, attributable to the positive net profit after tax generated during the year.
- Net debt increased to $6.3m vs $5.2m pcp, with gearing anticipated to reduce upon settlement of the ICT sale.

[1] Balance sheet includes all assets and liabilities of the ICT business classified as held for sale.

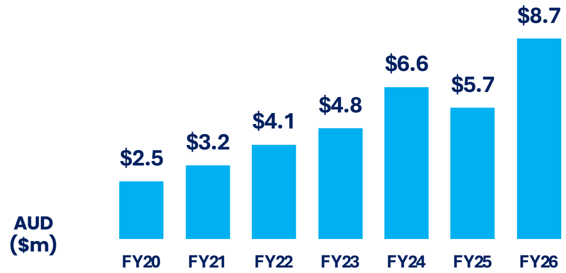
Financial Track Record

Revenue and underlying EBITDA step-change delivered in FY26 post TasmaNet contribution

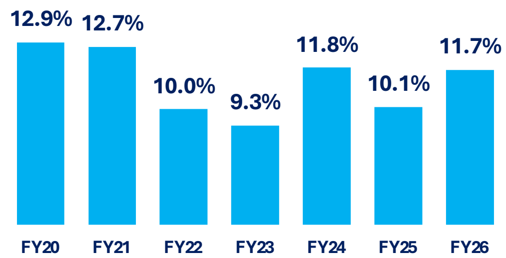
REVENUE HAS DEMONSTRATED ROBUST GROWTH SINCE FY20[1]



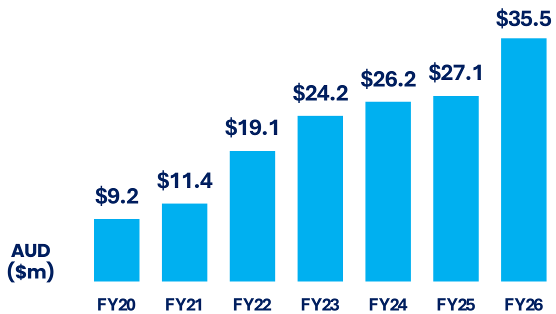
UNDERLYING EBITDA UP +52% IN FY26[1]



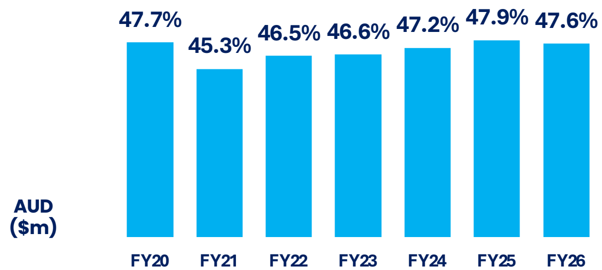
UNDERLYING EBITDA MARGIN IMPROVED TO 11.7% IN FY26



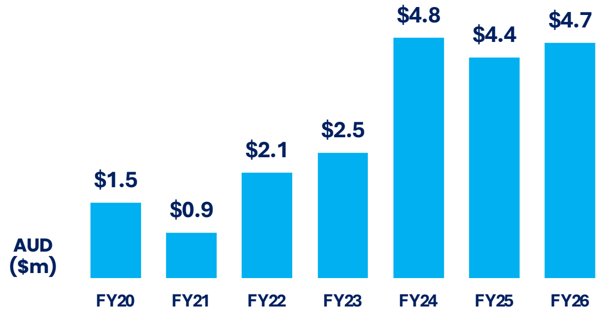
GROSS PROFIT UP 31% TO $35.5M IN FY26[1]



GROSS MARGIN OF 47.6% IN FY26



STRONG OPERATING CASHFLOW IN FY26[2]



[1] FY26 includes a full-year contribution from TasmaNet.
[2] Operating cashflow for FY20–FY24 restated to exclude interest paid, consistent with the FY26 classification of interest paid within financing activities.

Capital Management Framework

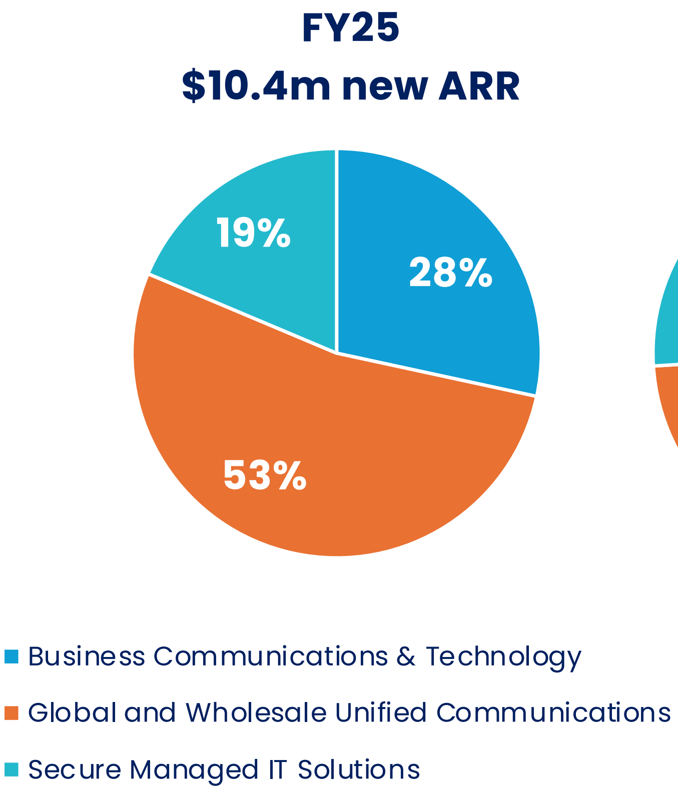
Our capital management priorities

01	Strong balance sheet supported by disciplined liquidity and risk controls	Ensure the business has sufficient liquidity to operate in all operating environments
02	Reduce debt post the sale of onPlatinum, distribute capital to shareholders	Once debt has been reduced, intend to distribute capital to shareholders with various methods under consideration
03	Invest to maintain our competitive advantage	Continued investment in technology and service
04	Identify and pursue strategically relevant and accretive growth opportunities	Pursue M&A opportunities that are strategically aligned and value accretive for our shareholders
05	Dividend distributions to continue with capital to shareholders over the long term as the business scales	Continue dividends; consider other capital management options over the longer term

OPERATIONAL UPDATE

New Sales Performance

Increase in new sales performance in FY26 with $10.9m in new ARR[1]



- Strong levels of new sales contracts won performance in FY26.
- FY26 new sales of $10.9m ARR, up ~5% on the $10.4m delivered in FY25.
- FY26 new ARR was broadly even across the Group: Global $4.0m (37%), BC&T $4.0m (37%) and ICT $2.9m (26%).
- BC&T new ARR grew ~36% to $4.0m, supported by a full-year TasmaNet contribution.
- ICT new ARR of $2.9m, up ~49% on FY25, rebuilding the division's revenue base.
- Global new ARR of $4.0m vs ~$5.5m in FY25, with a portion of prior year wins still to be provisioned in FY27.

[1] *Annual recurring revenue.*

Comprehensive Communications and Technology Portfolio

Business Communications and Technology

Communications
- Microsoft Teams (TDR & OC) and Cisco Webex
- AI-Powered Transcription, AI Sentiment Analysis and Insights
- Contact Centre (inc. Agentic AI), Call recording and live analytics
- Cloud phone and inbound services
- Mobile Calling

Connectivity
- NBN Broadband, Fibre Ethernet, MPLS and point-to-point
- Fixed wireless and dark fibre
- Multi-carrier network services
- 4/5G Mobile Broadband, LP-WAN and IoT

Security
- SD-WAN and firewalls
- On-Premise and Network Edge Security
- Managed Firewalls including Fortinet Flex

Cloud
- Private cloud (IaaS)
- Backup and recovery
- Data centre, co-location and IP transit
- Public and Hybrid Cloud and Solutions

Global Unified Communications

Global Calling & Unified Communications
- Microsoft Teams (TDR & OC) and Cisco Webex Calling
- SIP Trunking and Call Termination Services
- Multi-country deployment for multinational organisations

Value-Added Communications
- Contact centre, call recording and analytics
- SMS messaging

White-Label UCaaS & CPaaS
- White-label solutions for carriers and contact centres
- Fast enablement and managed services

Global Numbers
- Geographic and toll-free numbers in more than 65 markets
- International subsidiaries in Singapore, Philippines, Hong Kong, Malaysia, UK, Vietnam, South Africa and EU providing flexibility of contracting and currency

Global Network & 24x7 Support
- Extensive international network with a strong Asia-Pacific focus
- Dedicated account and project management
- Ongoing support through a 24x7 Global NOC

Global Network

- Differentiate with local telco licences in key markets enabling compliant PSTN replacement
- Expanding go-to-market channels, including new carrier partners

Licensed Markets
Australia
Singapore
New Zealand
Hong Kong
Indonesia
Japan
Malaysia
Philippines
Vietnam
United States
+ 6 Additional European Markets

15 SuperPoP Locations

- Global Routing Network (GRN) with optimal route selection and active-active resiliency
- Connectivity to Microsoft and Cisco peering fabrics
- Geo-redundant & High-Availability
- Auto-scaling Cloud-first Architecture
- Supporting 65+ countries with local voice services

STRATEGY
& OUTLOOK

Strategy and Outlook

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
- Realise remaining cost synergies & drive further operational efficiency
- Expand the BC&T go-to-market across mainland Australia and Tasmania
- Continue the international expansion of the Global Unified Communications business

Financial Outlook

- FY27 opens with a strong earnings base, a simpler structure and a growing sales pipeline
- Margin improvement expected as network consolidation and synergy benefits annualise
- ICT sale proceeds to reduce net debt and fund growth, with completion expected in Q1 FY27
- FY27 guidance to be provided as the year progresses

Growth Opportunities

- Organic and inorganic opportunities to build global scale and add capability
- New product offerings across the BC&T business
- Additional go-to-market channels in both BC&T and Global
- Cross-sell of the combined network and cloud stack into the existing customer base

Q&A
SESSION

Disclaimer

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Glossary

Term	Definition
Cloud Communications	The provision of key communications services from cloud servers based in data centres and over high speed internet connections.
Cloud PBX, Cloud Phone, Hosted PABX	A cloud PBX functions the same as an in-office PABX but is hosted in a cloud server accessed via the internet. This is becoming the preferred option for providers and customers today. Comms Group operates a global Cloud Phone network.
Corporate mid-market	For Comms Group, this is larger organisations with typically 500+ employees and monthly spend (MRR) of typically > $5,000.
CPaaS	Communications Platform as a Service is a cloud-based platform that enables developers to add real-time communications features to their own applications without needing to build backend infrastructure and interfaces. Comms Group provides call termination (SIP Trunks), telephone numbers and management across multiple geographies.
CTS	Call Termination Services – provision of a service by wholesale service providers to terminate voice calls in different markets or countries and on to different networks such as mobile and fixed voice networks.
Data Service	A broadband service that delivers voice, video and data over a private network or the Internet. NBN and fibre optic services are the most common forms of data services in the SME and corporate mid-market. Comms Group operates a domestic Layer 2 (data) and Layer 3 (internet) network with key Points of Presence (PoPs) in Sydney, Melbourne & Brisbane and aggregates a range of layer 2 wholesale access services.
Enterprise	For Comms Group, this is organisations with typically > 1,000 employees and operating multi-nationally as an MNC.
Fibre (optic)	Use of fibre optic networks to carry digital signals (data) via light transmission at very high speeds, transforming the telco and cloud services market globally.
ICT	Information Communication Technology is an umbrella term that covers the wide range of IT services and Communications services provided to businesses.
MNC	Multi-national corporate whereby the corporation has offices, facilities and assets in multiple countries.
MRR	Monthly recurring revenue is the monthly recurring annuity style revenue received from customers.
NBN	Australia's national broadband network, which is a wholesale open access data network, replacing older copper and cable broadband with optic fibre networks, high speed switches and other technologies.
PABX	A typically in-office telephone switching system that interconnects telephone extensions to each other as well as the outside telephone network known as the public switched telephone network (PSTN).
SD-WAN	A software-defined wide-area network (SD-WAN) uses software-defined network technology, such as communicating over the Internet with encryption between an organisation's locations. Allow companies to build higher-performance WANs using lower-cost and commercially available Internet access. SD-WAN is replacing traditional data networks such as MPLS.
SIP	Session Initiation Protocol: the standard IP telephony signalling protocol used to manage voice calls over the internet.
SME	For Comms Group, this is small to medium enterprise businesses typically up to 500 employees.
Unified Communications (UCaaS)	A communications delivery model based on the cloud, providing key communications services including telephony (voice), video, messaging, chat, collaboration, document storage supporting teamwork, agility, mobility and work from anywhere. Comms Group is a leading provider of MS Teams calling with a global network and offering.

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