

Spirit Telecom Limited (ASX:ST1)
Building A Modern Telco For Business

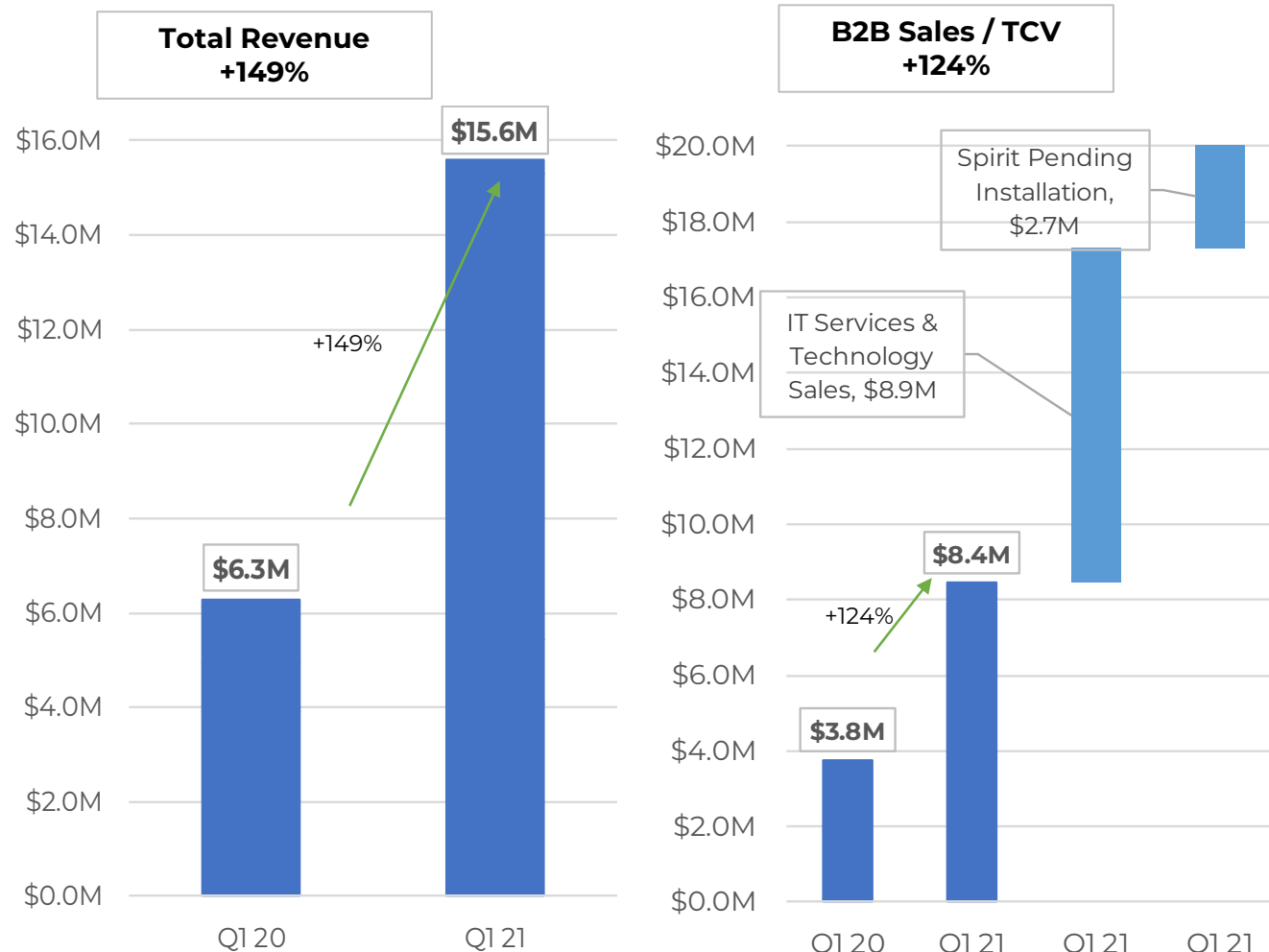
Record Growth & Scale - Market Update Q1 FY21
October 2020



Q1 FY21 – Scale & Growth Continues: up 149% YOY

Record growth, Spirit continues to build a very scalable and high growth IT & Telco company:

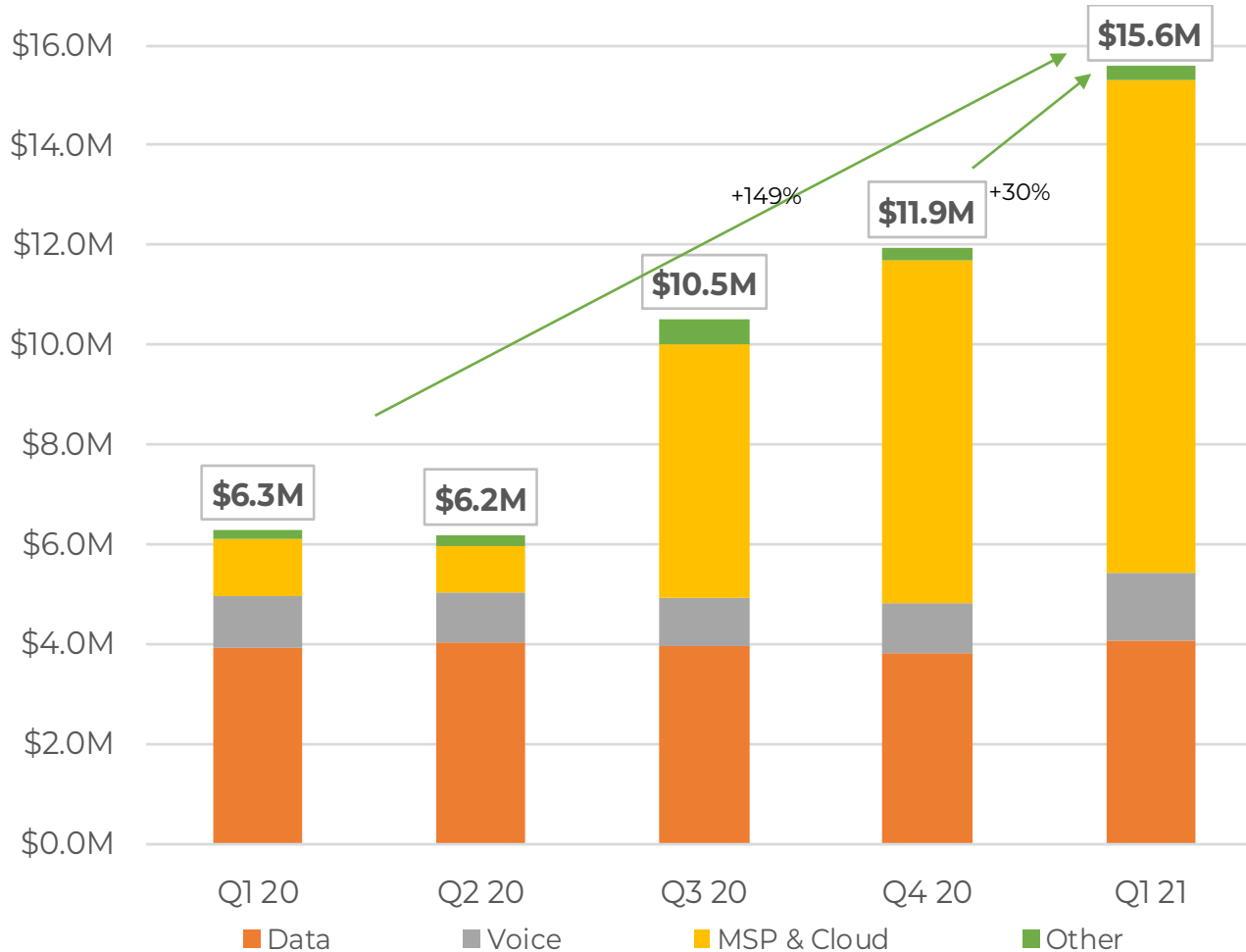
- Total revenue for the quarter at **\$15.6M, up 149% YoY and 30% on Q4 20.**
- **Q1 recurring revenue up 78% year on year to \$9.2M and *S&P revenue up 507% year on year to \$6.2M.**
- **TCV sales up 124% year on year to \$8.4M**, with pending installations at \$2.7M and IT Services & Technology Sales at \$8.9m as of September 30.
- Healthy balance sheet with **\$30.1M of cash and available debt as of September 30.**
- Acquisition pipeline: multiple targets under consideration & due diligence.
- Recent acquisition integrations ahead of schedule.
- Organic growth initiatives Q2-Q3: **70+new resellers signed, with new mobile products to be launched.**



*S&P = Solutions & Projects Revenue. Project revenue includes government grant revenue

N.b. All results provided on an unaudited basis.

Year on Year Revenue up 149% (Q1 FY20)



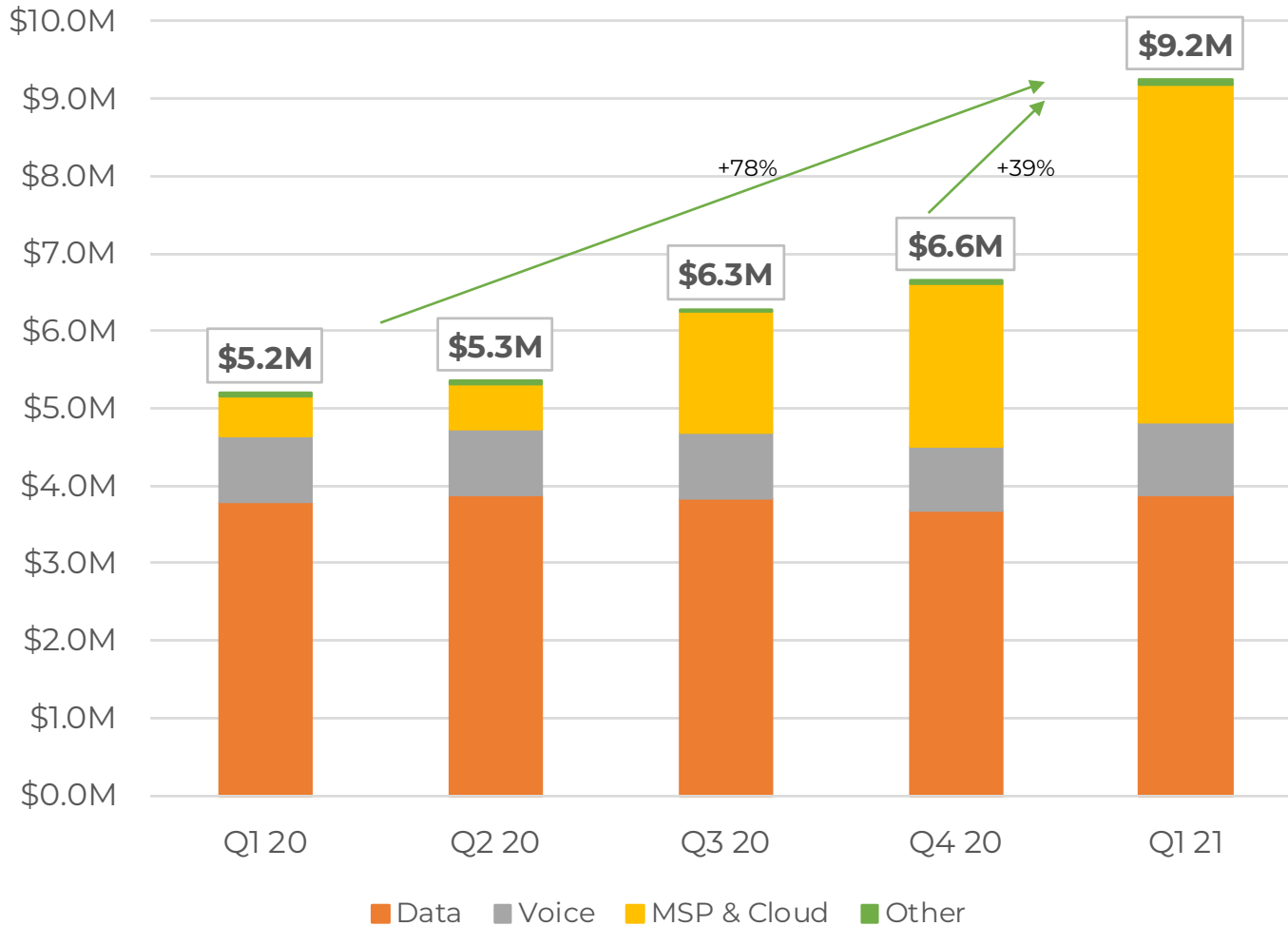
Total Revenue Growth to \$15.6M

- Total revenue for the quarter at \$15.6M, up 149% YoY and 30% on Q4 20.
- Managed Services and Cloud revenue at \$9.9M, 761% up YoY and 44% up on the previous quarter.
- Data services revenue at \$4.1M up 7% on the previous quarter.
- Voice services revenue at \$1.3M, 28% up YoY and 38% up on the previous quarter.

Note:

*S&P = Solutions & Projects Revenue. Project revenue includes government grant revenue

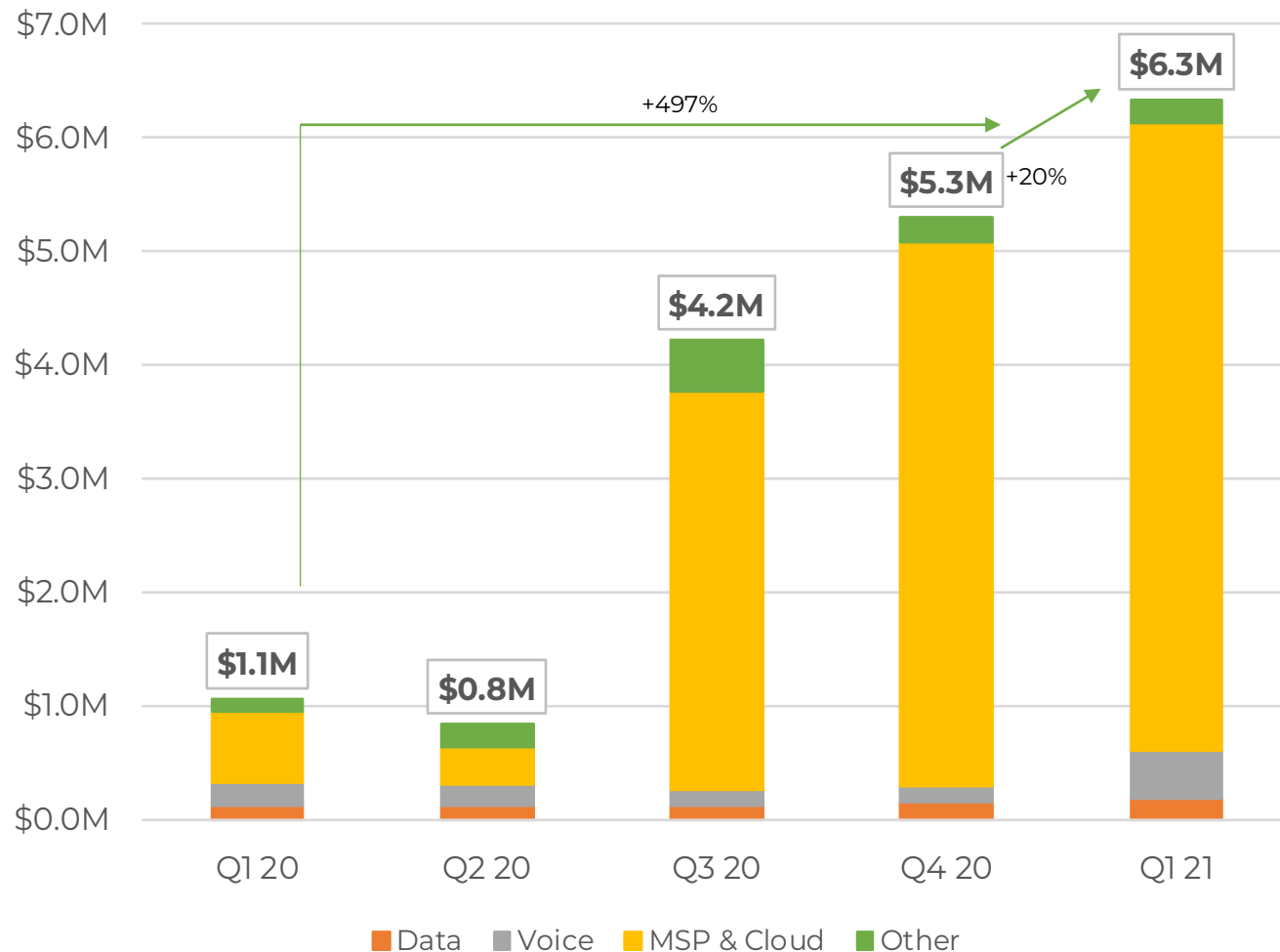
Year on Year Recurring Revenue up 78% (Q1 FY20)



Recurring Revenue Growth to \$9.2M

- Recurring revenue growth up 78% YoY to \$9.2M, and 39% on Q4 20.
- Managed Services and Cloud recurring revenue at \$4.4M, 724% up YoY and 108% up on the previous quarter.
- Data services recurring revenue at \$3.9M - 6% up on the previous quarter.
- Voice services recurring revenue at \$0.9M, 11% up YoY and 12% up on the previous quarter.

Year on Year Solutions & Projects Revenue up 497% (Q1 FY20)

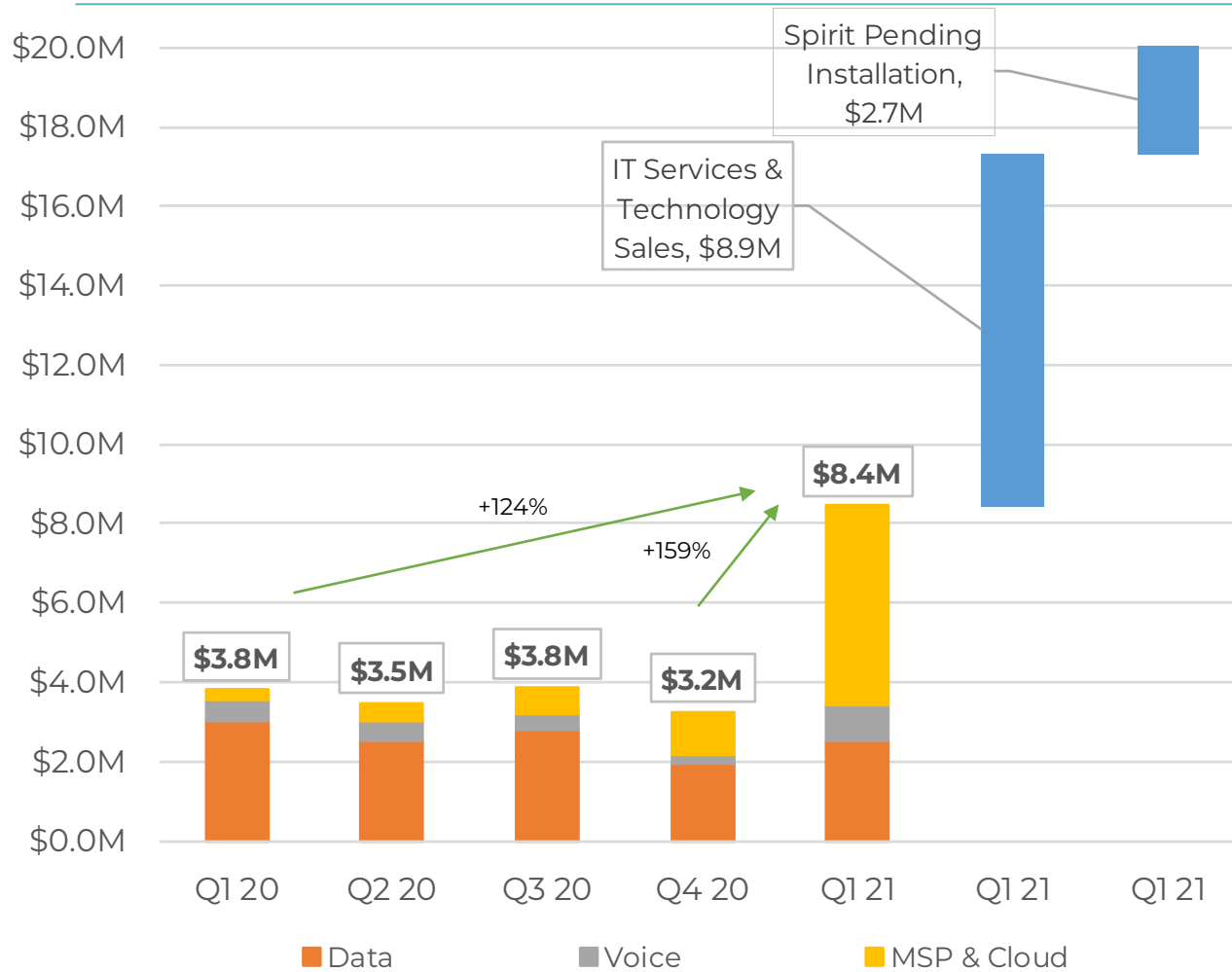


S&P Revenue Growth to \$6.3M

- *S&P revenue up to \$6.3M, up 497% YoY and 20% of Q4 20.
- Managed Services and Cloud S&P revenue at \$5.5M, 793% up YoY and 15% up on the previous quarter.
- Data services S&P revenue at \$0.2M, 64% up YoY and 25% up on the previous quarter.
- Voice services S&P revenue at \$0.4M, 95% up YoY and 197% up on the previous quarter.

Note: *S&P = Solutions & Projects Revenue. Project revenue includes government grant revenue

B2B Sales / TCV Growth up 124% (Q1 FY20)



TCV at \$8.4m excluding pending installations & IT Sales:

- B2B TCV for the quarter at \$8.4M, up 124% YoY and 159% on Q4 20.
- Total Data & IT services including pending installations at \$20.0M (pending installations \$2.7M, IT Services Technology Sales \$8.9M).
- IT Services Technology Sales includes orders placed so far for the schools notebook program which runs from October to January.
- TCV uplift driven through expansion into managed services.

Note: B2B TCV incorporates recurring revenue across data, voice and managed services and cloud solution contracts calculated as monthly recurring revenue contract tenure in months.
 IT Services Technology Sales reflect orders placed for non-recurring revenue items to be billed in October / November.

GROWTH COMING IN Q2/Q3-21



RESELLERS GROWING

70+ new resellers signed nationally – further growth in play



SPIRIT BRANDED MOBILE PRODUCT TO LAUNCH

New Spirit branded mobiles products and bundles to be launched nationally across Q2-Q3



LiveCall & LivePBX LAUNCHED

First unified voice communications platform operating from Spirit's own infrastructure at 75% gross margin



FEDERAL GOVERNMENT BUDGET TAX INCENTIVES

Spirit see's material demand from businesses refreshing IT&T needs – taking advantage of tax incentives



TRIDENT TECHNOLOGY SOLUTIONS ORDERS RECEIVED Q1

CIRCA \$6.6M
Including several major Schools PC Programs re-signed



NBN ENTERPRISE ETHERNET PROMOTIONS

Spirit see material upside in light new NBN EE geographic expansion and reduced pricing



SPIRIT X DIGITAL PLATFORM RECORD SQ'S

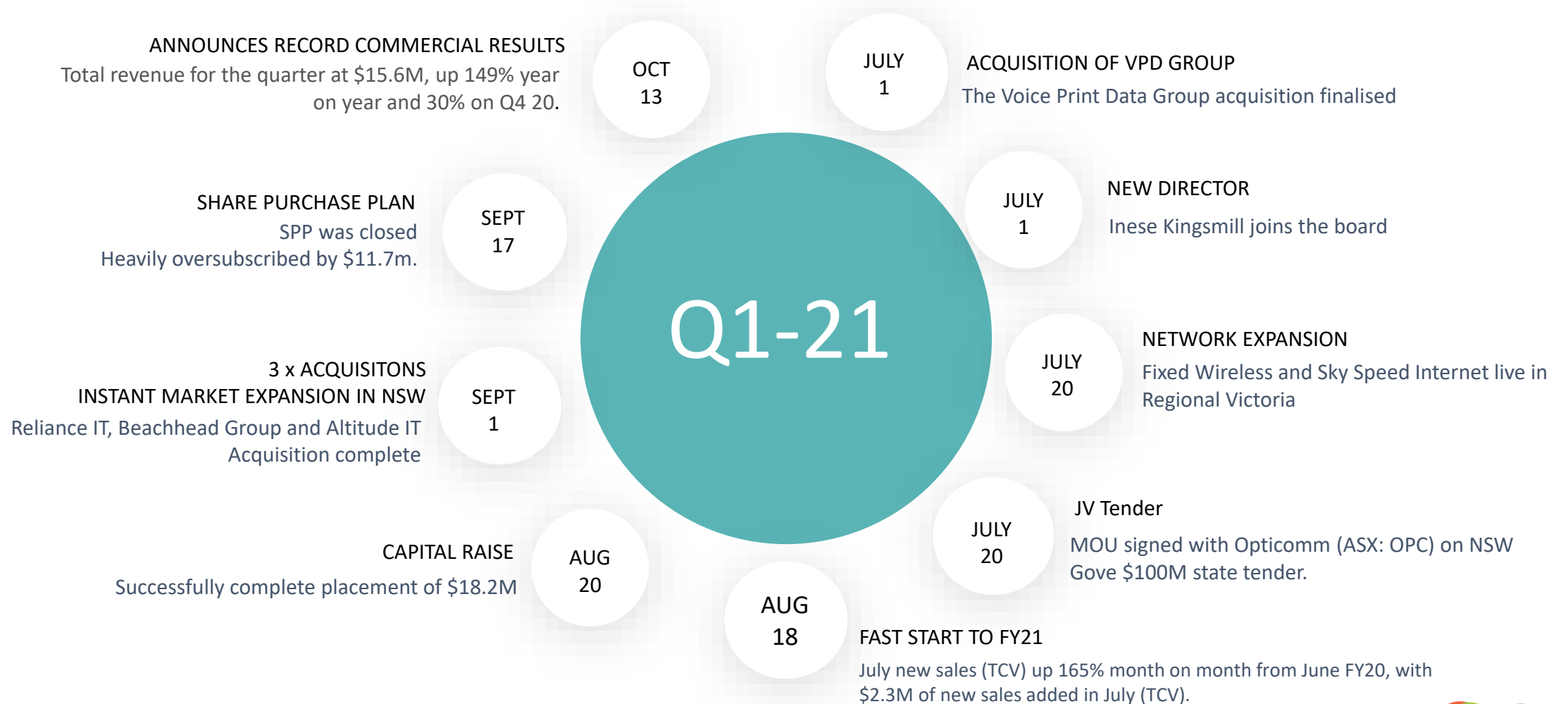
Over 18,000 new leads / service qualifications since 1 Jan 20.



ACQUISITION OPPORTUNITIES

Multiple targets under consideration & DD

SUMMARY OF CORPORATE ACHIEVEMENTS Q1-21



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