

9th micro EQUITIES RISING STARS

BIGAIR GROUP LIMITED (ASX BGL)

Presented by Jason Ashton (CEO)



BigAir has **evolved...**

Build and manage high speed data networks using -

- our own **national** fixed wireless network - a **unique** asset
- wholesale access to all major fixed line networks + our own wireless network
- provides unmatched flexibility and a unique value proposition

Unified communications using -

- our own carrier-grade hosted voice platform
- significant expertise gained from deploying IP Voice systems to enterprise

Cloud infrastructure and managed IT services using -

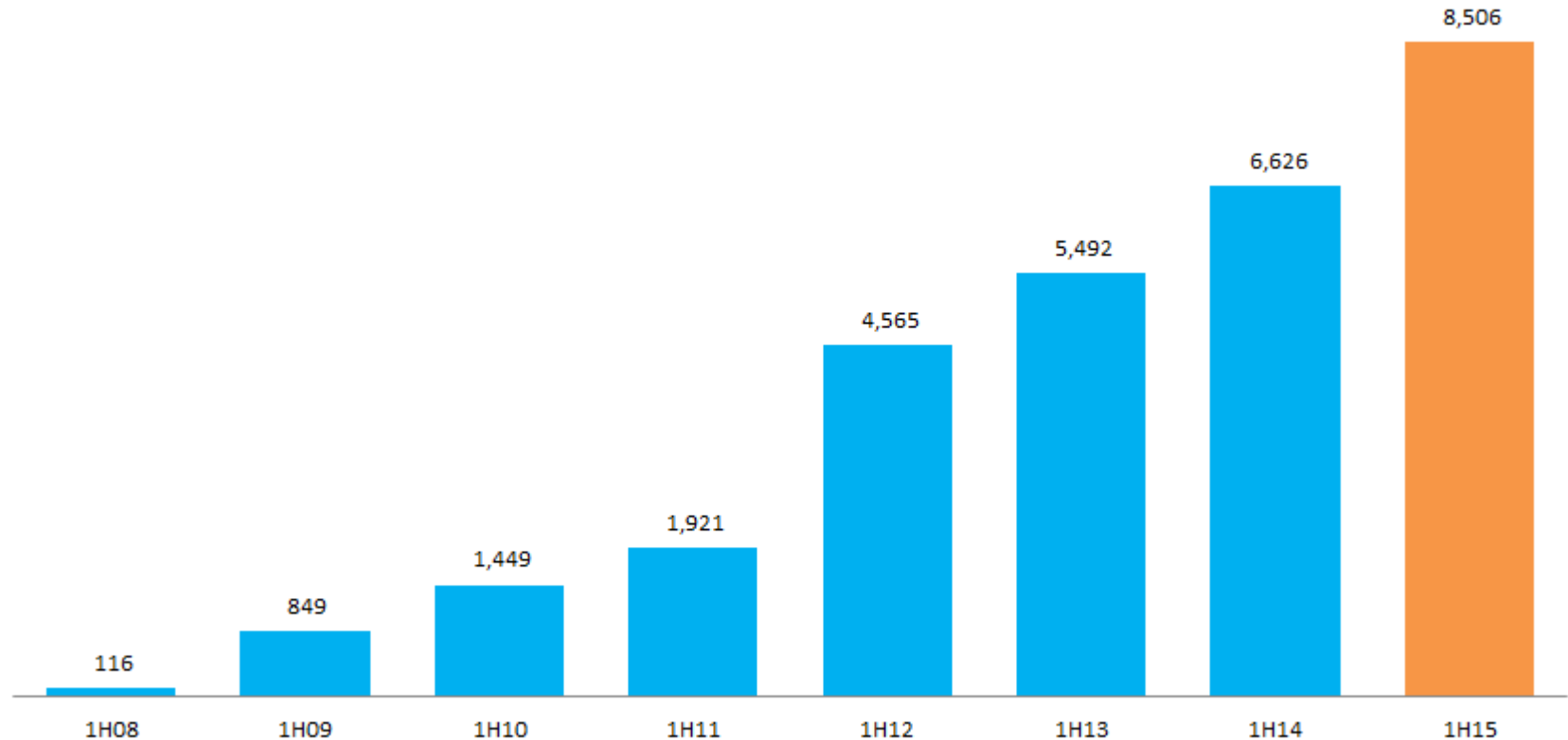
- our own **national** private cloud infrastructure that leverages our data networks
- strong in-house capability for onboarding mid-sized enterprise customers
- specialised high value managed service capabilities targeted at mid-market

BGL is delivering comprehensive ICT solutions - not just individual services



Consistent **double digit** growth in EBITDA

Underlying EBITDA (\$m)



Adding value through strategic **acquisitions**

FIXED WIRELESS



Startech acquired in 2014 - addition of highly capable engineering team with large installed base across local government. Student housing assets previously acquired by BGL in FY11



Allegro acquired in 2012 - extensive fixed wireless & fibre network assets across South East QLD and significant player in University housing market



Integrated Data Labs (IDL) acquired 2015 - fixed wireless network in Hunter region



Link Innovations acquired 2012 - marked BGL entry into regional wireless markets



Clever Communications acquired in 2011 - largest competitor in wholesale fixed wireless markets

COMMUNITY BROADBAND



AccessPlus acquired in 2011 - leading provider to University student housing segment. Represents the nucleus of the BigAir Community Broadband division today.

CLOUD & MANAGED SERVICES



Oriel Technologies acquired in 2014 - established managed services provider - broadening solutions portfolio

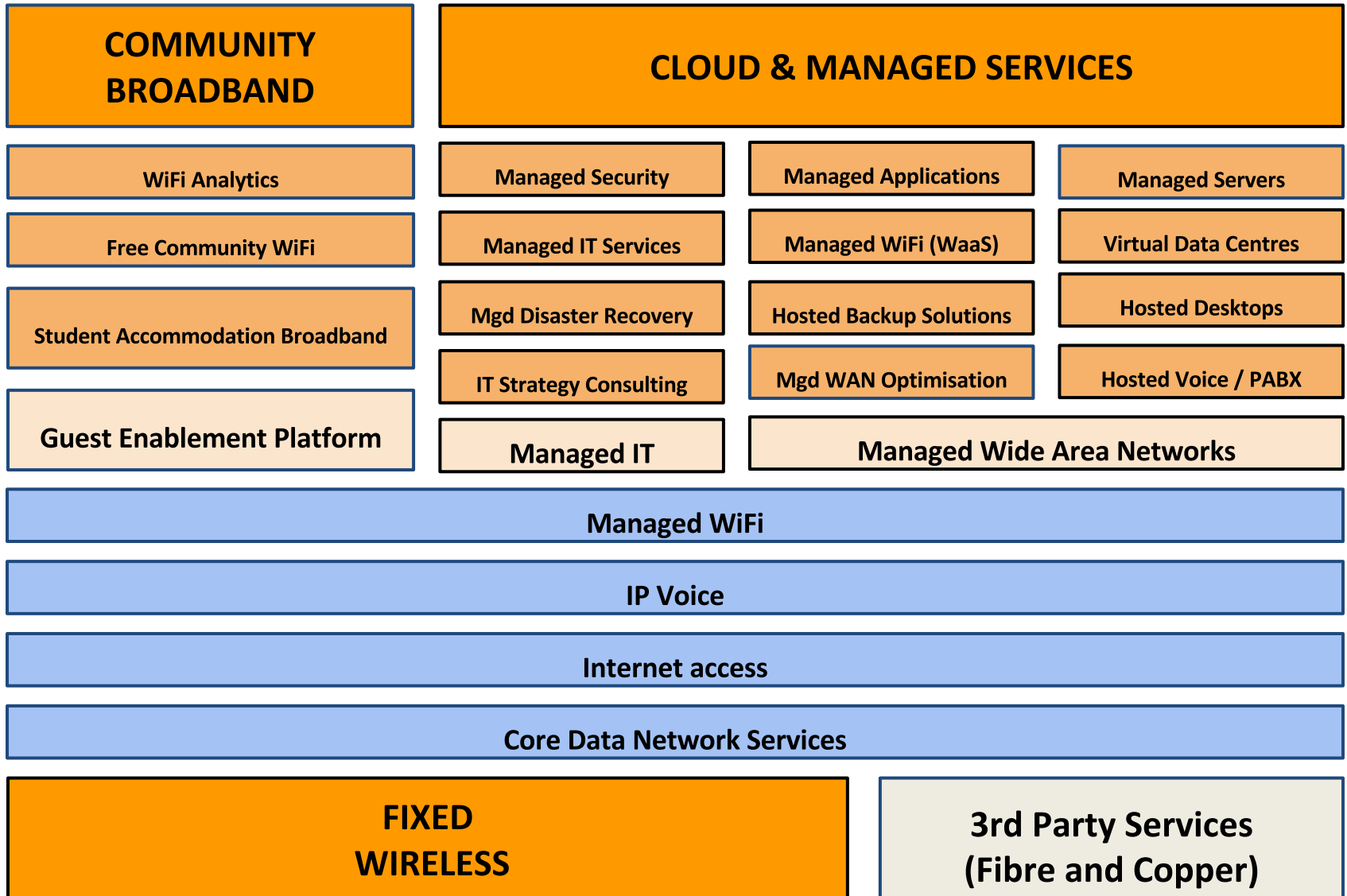


Anittel Communications acquired in 2014 - unified communications and managed services



Intelligent IP acquired in 2013 - providing BGL with its first entry into unified communications and managed services

Expanded range of products and services



Recent **customer** wins

- Won a new \$3.6M contract to deploy a managed data and hosted voice solution for a leading mental health service provider
- Established a relationship with a brand new student accommodation provider. The initial contracts were for the provision of Internet and managed WiFi for two new student residential sites with an aggregate capacity of 1,000 beds and an estimated initial contract value of \$1.4M
- Won a large \$2.5M outsourcing contract for desktop management and cloud for a publicly listed Australian wealth management company
- Implemented a high speed Internet and voice solution for a brownfield mining accommodation site in Western Australia as part of a new \$1M contract

Recent **customer** contract **re-signs**

- Re-contracted our largest student accommodation provider. The contracts include an upgrade to the latest generation WiFi access points and extend through to 2019 with an estimated contract value of \$10M
- Re-signed and upgraded a 120+ site national data network for a leading publicly listed Australian auto parts distributor for a 3 year \$2.8M contract value
- Expanded the existing contract with a large publicly listed commercial property developer for a Managed WiFi and data analytics solution for 5 additional shopping centres
- Upgraded a national data network for one of Sydney's premier private schools, including connecting their regional education facility with a high speed wireless data connection. The BigAir service provided their regional campus with a broadband experience for the first time

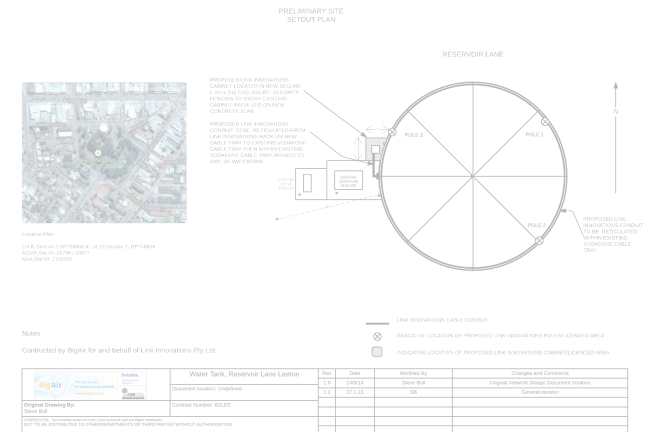
Expanding and Enhancing our Network

● New Core & Edge Network

- Fast, Scalable and Reliable
- Exploits low cost, high capacity dark fibre services
- Consolidation of existing services onto new network expected to be largely complete by end of Q1 FY16.

● Fixed Wireless Coverage

- New regional footprint
 - Riverina Region NSW - BigAir now has coverage in :-
 - Narrandera
 - Leeton
 - Griffith
 - Wagga Wagga
 - Rockhampton- Consolidation of costs and establishment of a new base to deliver services across the city.
 - Enhancing the coverage in the New England area including Armidale and Tamworth - Completion by end August 2015.



Expanding and **Enhancing** our Network

- **Fixed Wireless technology is evolving -**
 - Getting the most from existing technology - the BigAir development team continues to work closely with its vendors to innovate and exploit advances in wireless technology for the benefit of our customers and our shareholders
 - We are now able to extend the real world range of our 1Gbps services using the latest IP network and radio protocols
 - Recently we have introduced new wireless technology that enhances reach and reduces costs to enable delivery over distances up to 100 km and with Non Line of Sight
- **BigAir Community Broadband -**
 - The addition of many new sites along with extensive upgrades of existing sites with customers receiving the latest generation WiFi APs resulting in -
 - Greatly improved coverage to enhance customer experience
 - Increased take up and site revenue
 - Deepening our relationships with the accommodation providers and end users
 - 14 Brand new accommodation sites
 - Wifi across 4 Shopping villages utilizing and introducing Wifi Analytics for the first time
 - Upgraded and expanded 34 Existing sites
 - All up designing and implementing more than 2,500 new access points

Key **priorities** for FY16

- **Delight our customers** - our sales focus is to expand customer ARPU (average monthly spend per customer) through cross-selling our expanded service offerings into the mid-market corporate segment - Unified Communications, Cloud and Managed Services.
- **Operationally**, we are:
 - further consolidating and streamlining our operations and recent acquisitions
 - continuing to drive improvements in customer satisfaction and retention
 - developing additional complementary offerings
- **M&A strategy** will continue to identify accretive acquisitions to
 - increase our footprint in strategic markets
 - improve our penetration in the mid-market segment for Communications and Cloud and Managed Services



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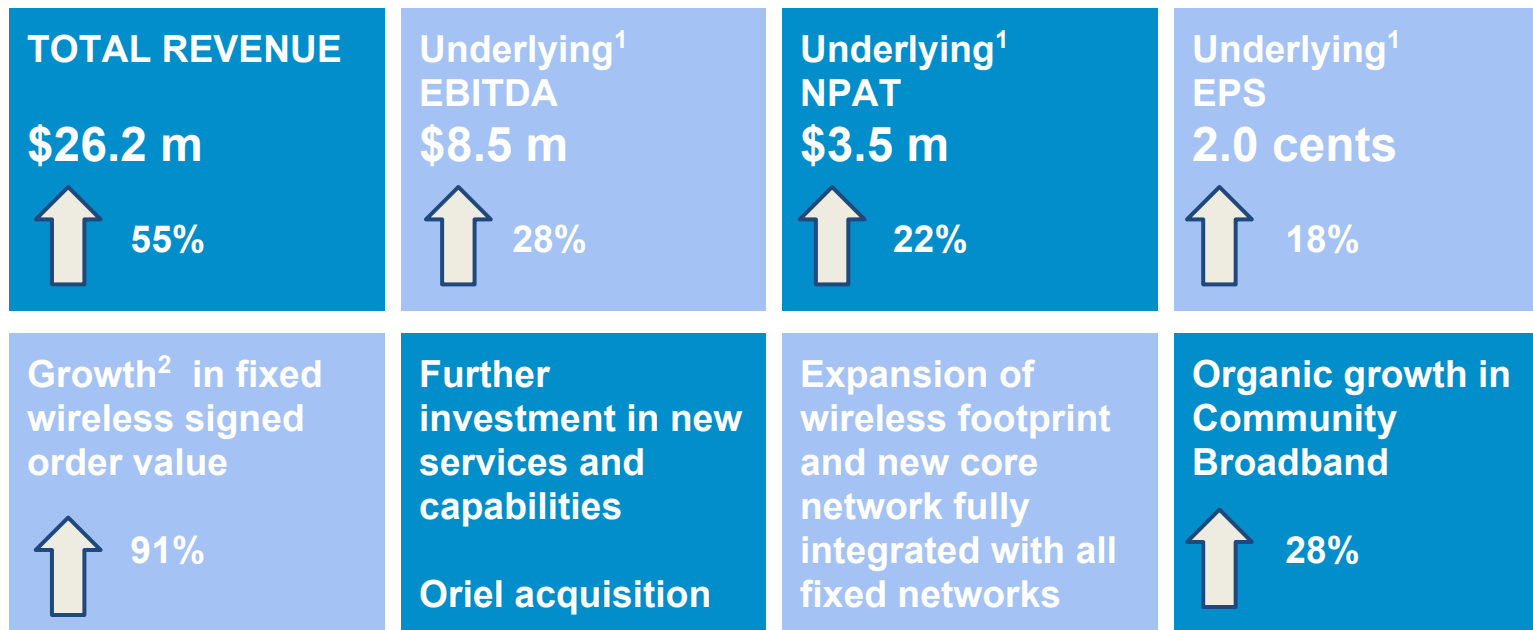
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Strong financial results - 1H15



All percentage movements indicate the increase for 1H15 over 1H14 (unless stated otherwise)

¹BigAir Group Limited considers underlying EBITDA and underlying NPAT to be a more suitable indicator of operating performance since it is not affected by one-off costs and amortisation of acquired customer bases associated with business combinations.

²Based on total contract value for new fixed wireless orders signed in 1H15 (versus 1H14). The impact from this increase in orders will flow into 2H15 as services are delivered.



Strong balance sheet

Consolidated balance sheet (\$'000)

	Dec 2014	June 2014
Current assets	10,508	7,429
Property, plant and equipment	27,633	24,318
Goodwill and other	48,132	35,432
Assets	86,273	67,179
Creditors and payables	8,724	4,789
Other liabilities and provisions	15,857	6,170
Borrowings and leases	18,018	13,939
Liabilities	42,599	24,898
Net assets	43,674	42,281
Issued capital and reserves	33,919	33,494
Accumulated profit/(loss)	9,755	8,787
Equity	43,674	42,281
Net debt : Equity	35%	28%
Net debt : EBITDA	.92x	.79x

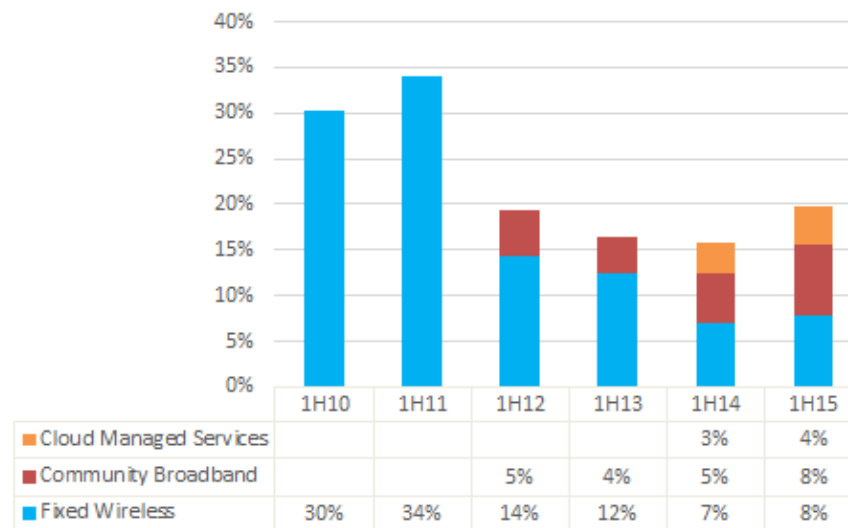
- Property, plant and equipment increase mainly due to installation of new services and infrastructure
- Goodwill increase due to acquisition of Oriel Technologies Pty Ltd
- Negotiated approval during 1H15 to increase debt facility up to \$25m
- Facility drawn to \$17m as at 19 Dec 2014, on completion of the Oriel acquisition

Strong cashflows

Cash flow (\$'000)

Operating activities	6,750
Investing activities - PPE	(5,194)
Investing activities - Acquisitions	(3,352)
Investing activities - other	(375)
Financing activities - Bank Facility	4,079
Financing activities - Dividend paid	(1,850)
Financing activities - other	438
Net increase for the period	496

Capex as % of Revenue



- Operating cash flows remain strong increasing by 20% versus 1H14
- Significant new investments made in 1H15 to support future growth
- Community Broadband Capex includes some large scale WiFi deployments rolled out in 1H15 to support new projects
- Investments in Cloud and Managed Services include new data centre infrastructure to support hosting and IaaS service growth

