

# Agenda



Chairman's address - Paul Tyler

CEO's presentation - Jason Ashton

Formal AGM - Paul Tyler

Afternoon tea - All



An *even* better way to connect

# Chairman's address

- Paul Tyler



# CEO's presentation - Jason Ashton



# BigAir Group at a glance



**Network Services**



**Cloud and  
Managed Services**



**Campus &  
Managed WiFi  
Solutions**



# BigAir is an **integrated telecom** and **trusted managed services provider**

## Network Services

- Build and manage high speed, high availability data networks
- Leveraging industry leading experience with WiFi and Microwave
- Our own national fixed wireless network (a unique asset)
- Now includes integrated national access with all fixed line networks

## Cloud & Managed Services

- **Unified Communications** using our own carrier-grade hosted voice platform
- National **private cloud** infrastructure including IaaS and DaaS
- **Managed networks** provider able to leverage a diverse range of networks

**Campus & Managed WiFi** - centrally managed Internet, WiFi and Campus network solutions for Accommodation Providers, Retailers, Hospitality and Gov't

*Our vision is “to be the #1 managed technology provider for the mid-market and a great place to work”*



# Our **markets** are underpinned by **attractive growth fundamentals**

## Network Services

- Increasing demand for data ... from June 2014 to June 2015, the volume of data downloaded over fixed broadband connections increased by 40%
- Advanced Cloud Applications require fast Download **and** Upload speeds

## Cloud & Managed Services

- Public and Private Cloud expected to grow at 24% CAGR between 2013 and 2018
- Global Data Centre Traffic expected to grow at 25% CAGR between 2014 and 2019
- Global Cloud Traffic expected to grow at 33% CAGR between 2014 and 2019

## Campus & Managed WiFi

- Foreign student visas expected to reach record levels within the next two years fueling demand for student accommodation
- WiFi adoption continues to grow ... now 4 x WiFi devices for every 3 Australians
- The rapid growth in WiFi data is driving network refresh projects

# Building **capabilities** and adding value through **strategic acquisitions**

Cloud & Managed Services



Network Services



Campus & Managed WiFi



# Expanded range of products and services

## IT STRATEGY CONSULTING

WiFi Analytics

Managed Service Desk

Community and Shopping Centre WiFi

Managed Security

Managed Student Accommodation WiFi

Managed Applications

High Speed Internet

Managed IT Services

Hosted PABX

Managed Disaster Recovery

SIP Voice

Hosted Desktops

WAN Optimisation

Managed Servers

Managed Wide Area Networks

Virtual Data Centres

NETWORK SERVICES

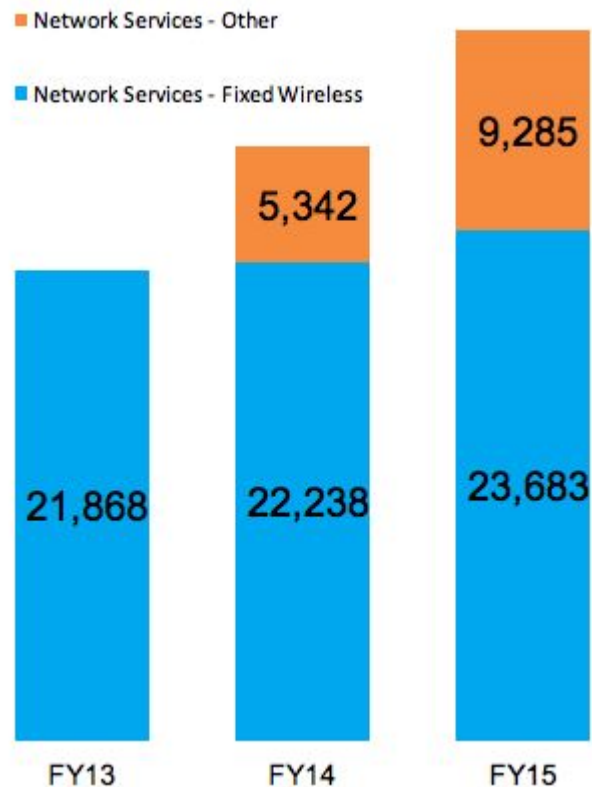
CLOUD & MANAGED SERVICES



# Network Services

- Includes services delivered on-net using our fixed wireless network and since FY14 also via wholesale fixed line network partners
- National fixed wireless footprint continues to be expanded with targeted regional rollout (\$1.4m invested in FY15).
- BigAir's Next-Generation Network (NGN) now deployed nationally to support future WAN, IaaS and DaaS requirements.
- Consolidation of existing services onto NGN during FY16 will deliver reduced operational complexity, improved reliability and further reduce operational cost (\$1m targeted FY16).

Network Services Revenue (\$'000)

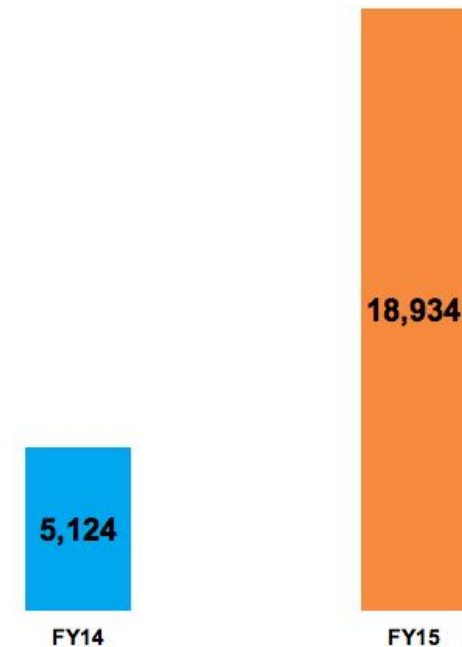


"Network Services - Other" is the data services revenue from IIPC and ACPL that is included in the CMS segment in the Financial Statements.

# Cloud and Managed Services

- The CMS offering significantly enhances our capability in the enterprise space enabling us to deliver a fully Managed Communications, Cloud & IT solution offering - a unique service provider model targeted at Mid-market
- CMS creates growth opportunities by cross-selling into the existing customer base
- CMS customers benefit by leveraging the strong data networking capability of BGL
- Significant investment in National Private Cloud infrastructure established in Tier 3 data centres to meet customer demand
- Oriel Technologies recently appointed to the NSW Govt “End User Computing as a Service” panel
- Applaud IT has very strong capabilities in the mid-market Managed Services space, with particular focus on outsourced Service Desk

Cloud and Managed Services Revenue (\$'000)



Note “Cloud and Managed Services Revenue” chart above does not include the the data services revenue from IIPC and ACPL (although this revenue is included in the CMS segment in the Financial Statements).



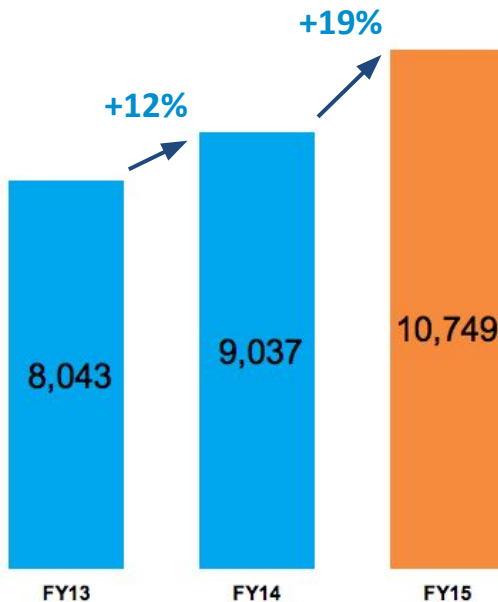
# Community Broadband & Managed WiFi

**Community Broadband division** now offers managed Internet, WiFi and Campus network solutions for Mining, Accommodation Providers, Retailers, Hospitality and Govt

- Improving macro conditions (declining AUD driving foreign student intake)
- Record pipeline of new Student Accommodation projects
- WiFi market opportunity expanding to include analytics

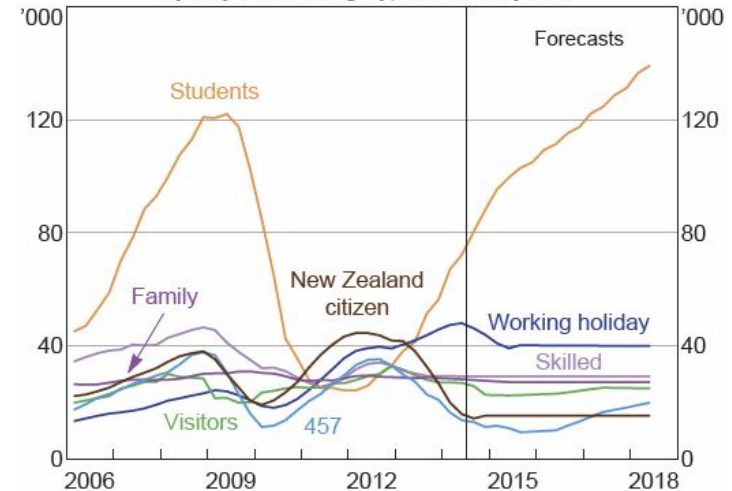


Community Broadband Revenue (\$'000)



## Net Immigration\*

By major visa category, forecasts by DIBP



\* Net immigration is not finalised until 21 months after the relevant quarter

Source: DIBP

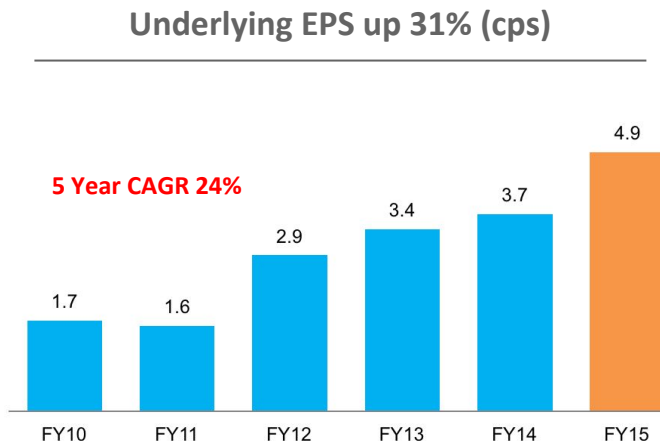
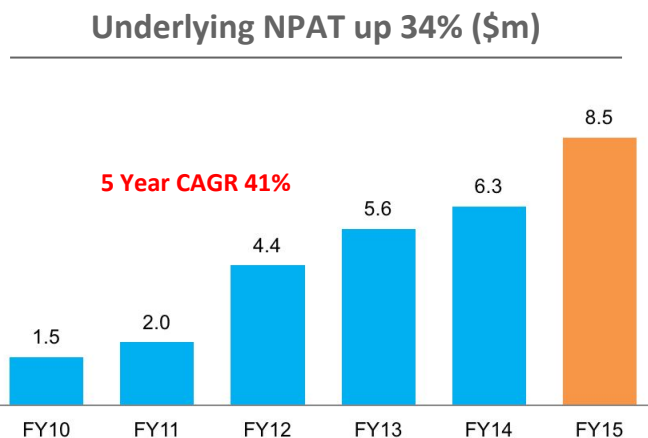
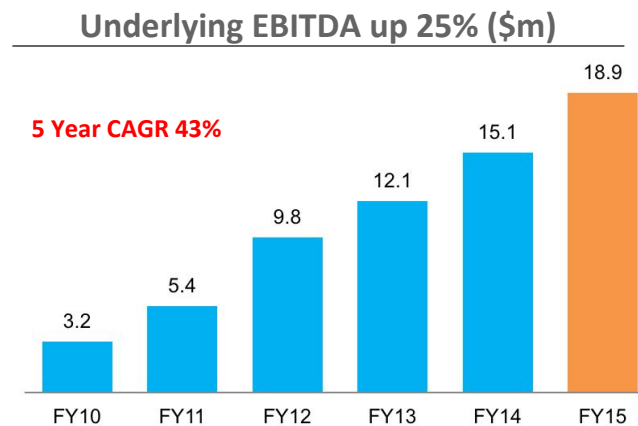
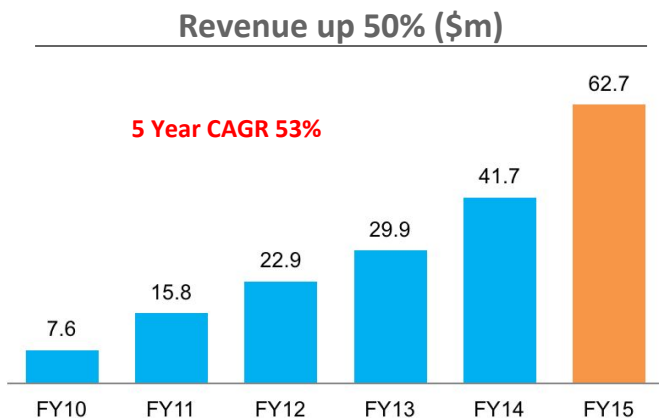


# Strategic positioning driving new contract wins

- A leading automotive company had been seeking a monitoring solution, enabled it to continually test and prove the availability of its Dealership software tools. Applaud/BigAir offered a solution at the company's HQ with the added assurance of having the Applaud NOC monitor this as a managed service in the event that the company's personnel were unavailable.
- Secured a \$3m IT outsourcing contract for Oriel/BigAir to provide remote desktop and IaaS services for the 300 person strong organisation. As part of the services, Oriel/BigAir will also provide a new WAN solution for the financial planning organisation demonstrating the synergies possible with a joint service offering.
- Signed a \$750k outsourcing contract for Oriel to provide remote desktop and IaaS Services for a fast growing 150 person organisation. Additional contract also signed that includes WAN and LAN management.



# A track record of **growing returns**

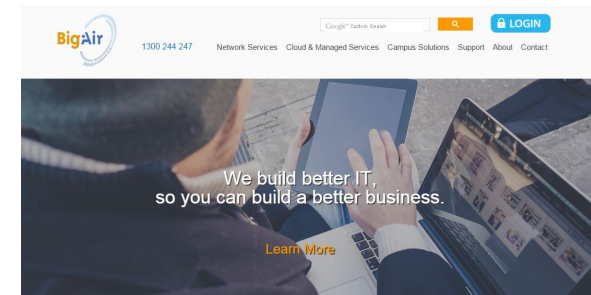


BigAir Group Limited considers underlying EBITDA and underlying NPAT to be a more suitable indicator of operating performance since it is not affected by one-off costs and amortisation of acquired customer bases associated with business combinations. For a reconciliation of underlying EBITDA and underlying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

# Key priorities for FY16

*Our vision is “to be the #1 managed technology provider for the mid-market and a great place to work”*

- **Delight our customers** - through delivering excellent service and cross-selling our product and service offerings
- **Operationally**, we are:
  - further consolidating and streamlining our operations and recent acquisitions (\$1 million in additional savings targeted from end FY16)
  - continuing to drive customer satisfaction and retention
  - developing additional complementary offerings
  - continuing to expand footprint while driving complexity out of operational execution
- **M&A strategy** will continue to identify accretive acquisitions
  - Increase our footprint in strategic markets -
    - Cloud and Managed Services
    - Unified Communications
    - Managed IT services
    - Managed WiFi and analytics



Connect better. To improve the way business works.



# In summary

- The markets BigAir operates in are underpinned by attractive fundamentals
- BigAir has a track record of successfully integrating acquisitions
- BigAir has a history of delivering yoy growth in earnings
- BigAir has a unique range of Communications, Cloud and Managed IT services designed specifically for mid-market enterprise customers
- BigAir has the foundations in place to drive continued growth through cross-selling its expanded range of services to existing customers and through ongoing customer growth



# Formal AGM - Proxy count

## Resolution 1: Adoption of Remuneration Report for 30 June 2015

Total number of proxy votes exercisable by proxies validly appointed	56,993,511
Total number of proxy votes in respect of which the appointment specifies that:	
- the proxy is to vote for the resolution	55,440,183
- the proxy is to vote against the resolution	664,726
- the proxy is to abstain on the resolution	189,594
- the proxy may vote at the proxy's discretion	699,008



# Formal AGM - Proxy count

## Resolution 2: Re-election of Mr. Vivian Stewart

Total number of proxy votes exercisable by proxies validly appointed	71,399,409
Total number of proxy votes in respect of which the appointment specifies that:	
- the proxy is to vote for the resolution	68,807,454
- the proxy is to vote against the resolution	654,769
- the proxy is to abstain on the resolution	39,730
- the proxy may vote at the proxy's discretion	1,897,456



# Formal AGM - Proxy count

## Resolution 3: Financial Assistance by Unistar Enterprises Pty Ltd

Total number of proxy votes exercisable by proxies validly appointed	71,909,409
Total number of proxy votes in respect of which the appointment specifies that:	
- the proxy is to vote for the resolution	69,626,158
- the proxy is to vote against the resolution	155,508
- the proxy is to abstain on the resolution	230,287
- the proxy may vote at the proxy's discretion	1,897,456



# Formal AGM - Proxy count

## Resolution 4: Financial Assistance by Oriel Technologies Pty Ltd

Total number of proxy votes exercisable by proxies validly appointed	71,909,409
Total number of proxy votes in respect of which the appointment specifies that:	
- the proxy is to vote for the resolution	69,626,158
- the proxy is to vote against the resolution	155,508
- the proxy is to abstain on the resolution	230,287
- the proxy may vote at the proxy's discretion	1,897,456



# Formal AGM - Proxy count

## Resolution 5: Financial Assistance by Integrated Data Labs Pty Ltd

Total number of proxy votes exercisable by proxies validly appointed	71,909,409
Total number of proxy votes in respect of which the appointment specifies that:	
- the proxy is to vote for the resolution	69,626,158
- the proxy is to vote against the resolution	155,508
- the proxy is to abstain on the resolution	230,287
- the proxy may vote at the proxy's discretion	1,897,456





# Formal AGM - Proxy count

## Resolution 6: Financial Assistance by Applaud IT Pty Ltd

Total number of proxy votes exercisable by proxies validly appointed	71,909,409
Total number of proxy votes in respect of which the appointment specifies that:	
- the proxy is to vote for the resolution	69,621,158
- the proxy is to vote against the resolution	157,508
- the proxy is to abstain on the resolution	228,287
- the proxy may vote at the proxy's discretion	1,902,456



# Formal AGM - Proxy count

## Resolution 7: Grant of Performance Rights to the Managing Director, Mr Jason Ashton

Total number of proxy votes exercisable by proxies validly appointed	60,173,255
Total number of proxy votes in respect of which the appointment specifies that:	
- the proxy is to vote for the resolution	56,626,532
- the proxy is to vote against the resolution	1,498,040
- the proxy is to abstain on the resolution	148,630
- the proxy may vote at the proxy's discretion	1,900,053



# Formal AGM - Proxy count

## Resolution 8: Grant of Service Rights to Paul Tyler

Total number of proxy votes exercisable by proxies validly appointed	68,982,674
Total number of proxy votes in respect of which the appointment specifies that:	
- the proxy is to vote for the resolution	52,289,172
- the proxy is to vote against the resolution	14,628,973
- the proxy is to abstain on the resolution	167,073
- the proxy may vote at the proxy's discretion	1,897,456



# Formal AGM - Proxy count

## Resolution 9: Grant of Service Rights to Nigel Jeffries

Total number of proxy votes exercisable by proxies validly appointed	70,659,409
Total number of proxy votes in respect of which the appointment specifies that:	
- the proxy is to vote for the resolution	53,965,907
- the proxy is to vote against the resolution	14,628,973
- the proxy is to abstain on the resolution	167,073
- the proxy may vote at the proxy's discretion	1,897,456



# Formal AGM - Proxy count

## Resolution 10: Grant of Service Rights to Vivian Stewart

Total number of proxy votes exercisable by proxies validly appointed	70,149,409
Total number of proxy votes in respect of which the appointment specifies that:	
- the proxy is to vote for the resolution	53,455,907
- the proxy is to vote against the resolution	14,628,973
- the proxy is to abstain on the resolution	167,073
- the proxy may vote at the proxy's discretion	1,897,456



# Contact us

**Jason Ashton, CEO**  
jason@bigair.net.au  
T:(02) 9461 0162

**Charles Chapman, CFO**  
charles@bigair.net.au  
T:(02) 9993 1353

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### The BGL Board

Paul Tyler: Chairman

Jason Ashton: Managing Director, CEO

Vivian Stewart: Non Executive Director

Nigel Jeffries: Non Executive Director

### The BGL Executive Team

Jason Ashton: CEO

Charles Chapman: CFO

Scott Mason: CMO

Scott Atkinson: CTO, Cloud Managed Services

Aidan Mountford: COO, Network Services

Tony Tilbrook: CTO, Design and Construction

**ASX code:**

**BGL**

**Number of Shares on Issue:**

175,770,100

**Share Price:**

\$0.87

**Market Capitalisation:**

\$153 million

## Appendix 2 : Strategic acquisitions

### CLOUD & MANAGED SERVICES

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

 **Intelligent IP** Communications

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

 **anittel**

Anittel Communications acquired in 2014 - unified communications and managed services



Applaud IT acquired in 2015 - managed services provider specialising in managed service desk offering



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



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



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

### NETWORK SERVICES



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



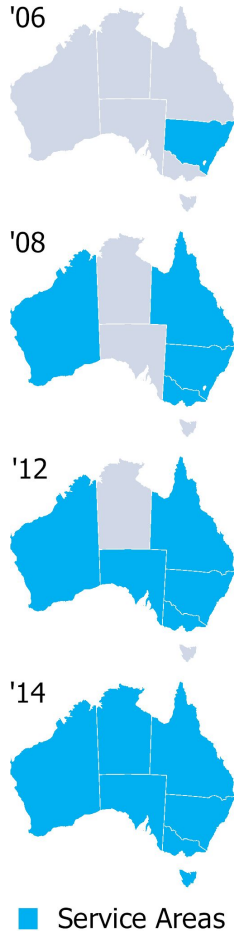
Allegro acquired in 2012 - extensive fixed wireless & fibre network assets across South East QLD and significant player in University housing market

### COMMUNITY BROADBAND

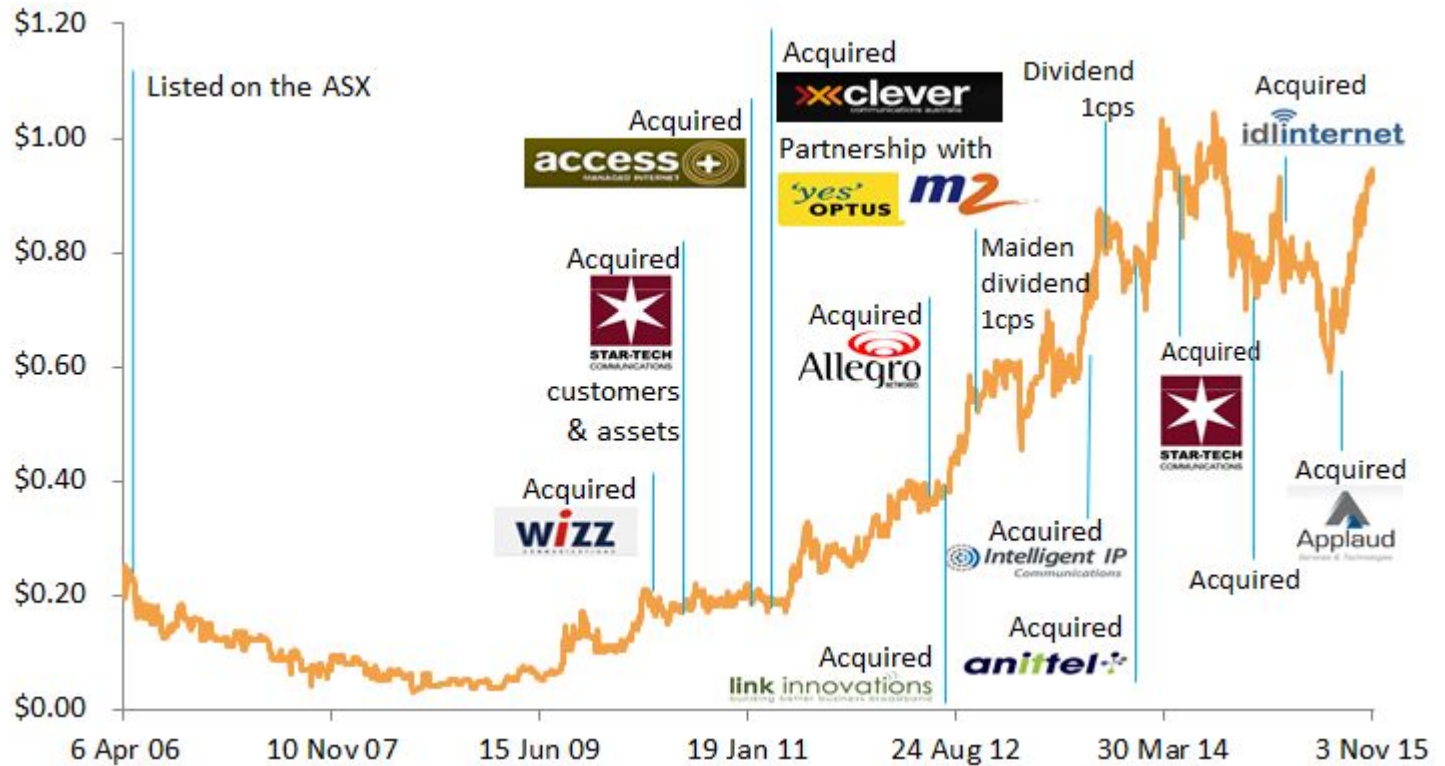


AccessPlus acquired in 2011 - leading provider to University student housing segment. Represents the nucleus of the BigAir Community Broadband division today.

## Appendix 3 : Delivering growth over the past 9 years

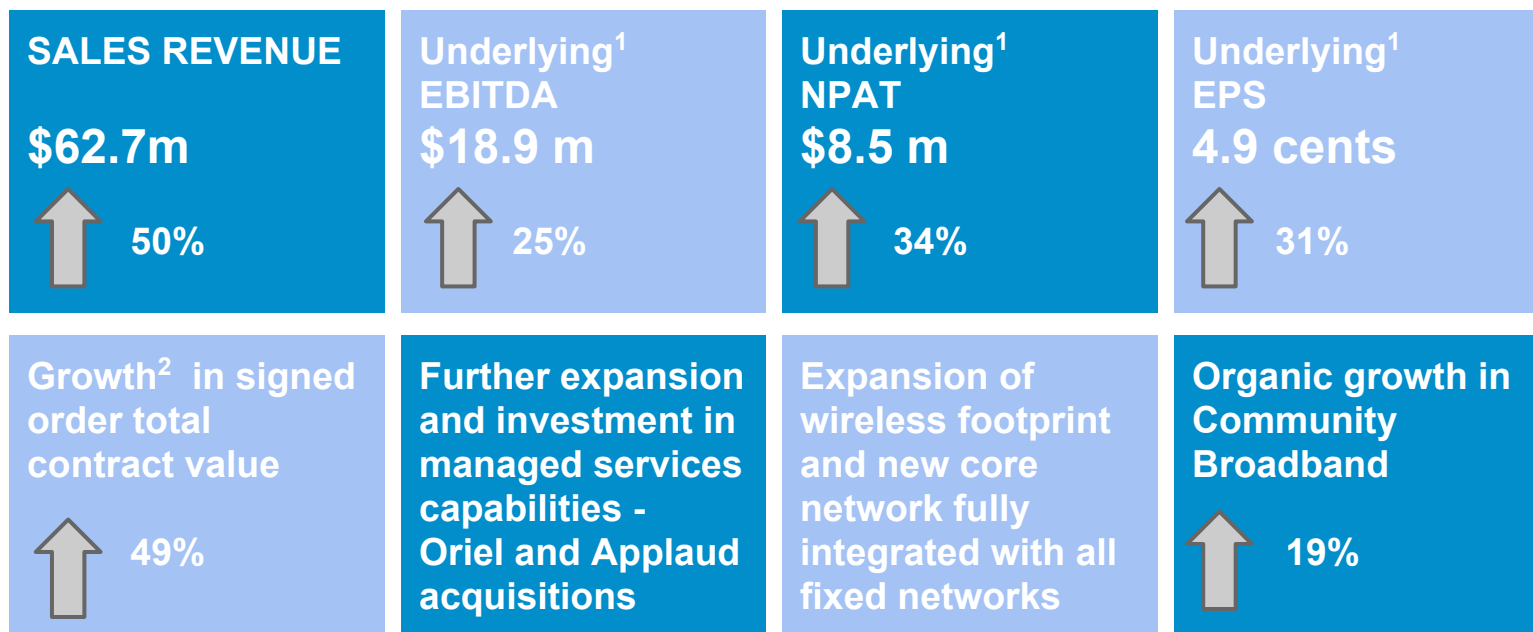


Share price and key events since listing



Source: IRESS as at 6 November 2015.

## Appendix 4 : FY15 – another strong set of results





All percentage movements indicate the increase for FY15 over FY14 (unless stated otherwise)

<sup>1</sup>BigAir 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.

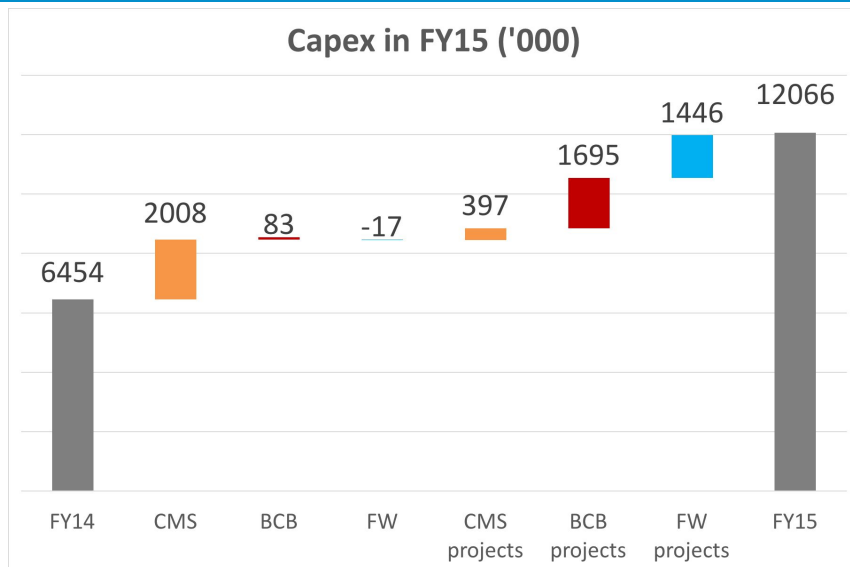
<sup>2</sup>Based on total contract value for new orders signed in FY15 (versus FY14). The full impact from this increase in orders will flow into 1H16 as services are delivered.

## Appendix 5 : Strong balance sheet

 000		FY15	FY14
Net assets	3,723	46,003	42,280
Borrowings	5,194	19,133	13,939
Operating cash flow	3,002	13,510	10,508
Earn out provisions	9,706	11,557	1,851
Gearing		41.59%	32.97%
Return on Invested Capital (ROIC)		15.85%	15.11%

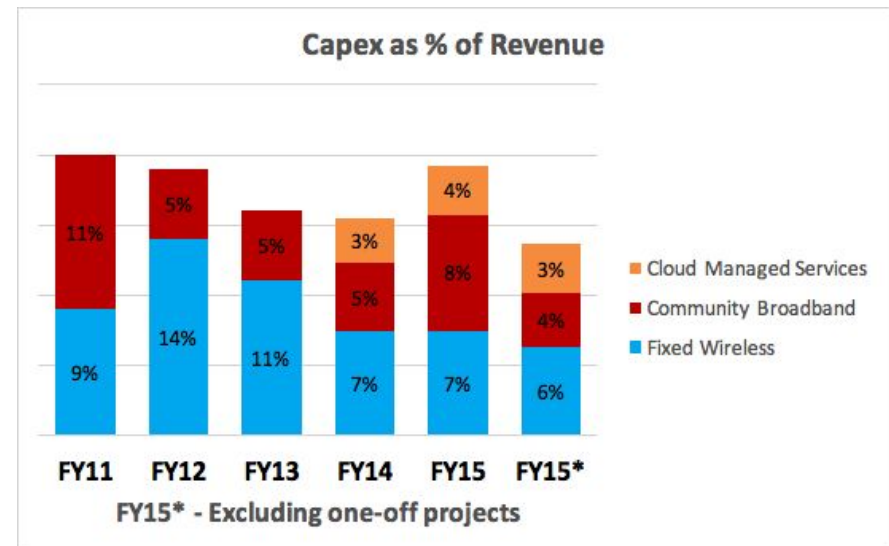
- Significant investments in new infrastructure expected to drive future growth in operating cashflows
- Debt facilities drawn to \$18.3m as at 30 June 2015
- Expanded debt facilities of \$45m now in place which provides balance sheet flexibility for continued growth

## Appendix 6 : Capex – investing for growth



- BCB projects completed in FY15 includes a record number of new Accommodation sites
- In addition a number of new Retail WiFi and Retirement Living projects were completed in FY15
- CMS investments include new Private Cloud infrastructure to support Oriel customer growth and cross-selling

- Significant new investments made in CMS and BCB to support new customer growth
- FW project Capex used for Regional expansion
- BAU capex similar to FY14
- Excluding one-off growth projects Capex as a % Revenue continues to decline





## Appendix 7 : Segment financial reporting

<b>Fixed Wireless Segment</b>	<b>FY15 ('000)</b>	<b>FY14 ('000)</b>	<b>Δ ('000)</b>	<b>%</b>
Corporate Revenue	11,631	8,802	+2,829	+32%
Wholesale Revenue	12,052	13,437	-1,385	-10%
<b>Total Fixed Wireless</b>	<b>23,683</b>	<b>22,239</b>	<b>+1,444</b>	<b>+6%</b>
<b>Underlying EBITDA</b>	<b>13,794</b>	<b>13,152</b>	<b>+632</b>	<b>+5%</b>

<b>Cloud Managed Services Segment</b>	<b>FY15 ('000)</b>	<b>FY14 ('000)</b>	<b>Δ ('000)</b>	<b>%</b>
CMS Network Services	9,285	5,342	+3,943	+74%
CMS Managed Services	18,934	5,124	+13,810	+269%
<b>Total Revenue</b>	<b>28,218</b>	<b>10,466</b>	<b>+17,752</b>	<b>+170%</b>
<b>Underlying EBITDA</b>	<b>5,138</b>	<b>1,804</b>	<b>+3,334</b>	<b>+185%</b>

- Corporate fixed wireless growth more than offsetting slow decline in wholesale
- Bundling of new services increases customer stickiness

<b>Fixed Wireless Revenue split</b>	<b>FY15</b>	<b>FY14</b>
Corporate	49%	40%
Wholesale	51%	60%

- Cross-selling services to existing Corporate Fixed Wireless and Community Broadband customers is driving growth in CMS

Fixed Wireless and CMS Network Services are now operationally merged and form the “**Network Services**” division

## Appendix 8 : Segment financial reporting (Continued)

Community Broadband Segment	FY15 ('000)	FY14 ('000)	Δ ('000)	%
Total Revenue	10,749	9,037	+1,712	+19%
Underlying EBITDA	2,087	1,894	+193	+10%

- Community Broadband division growth has accelerated in FY15
- Growth is entirely organic
- Significant investments in FY15 will drive further growth in FY16

Corporate Division	FY15 ('000)	FY14 ('000)	Δ ('000)	%
Total Revenue	836	431	+405	94%
Underlying EBITDA	-2,146	-1,718	-428	25%

- Corporate costs split out in FY15
- Corporate expenses increased to \$2.98m in FY15 (\$2.15m in FY14) due largely to expansion of Senior Management Team
- Revenue \$836k is largely R&D rebate

BGL Consolidated	FY15 ('000)	FY14 ('000)	Δ ('000)	%
Total Revenue	63,486	42,172	+21,314	+50%
Underlying EBITDA	18,863	15,132	+3,731	+25%

