



etherstack
wireless innovation

Investor presentation: Trading Update

Etherstack plc (ASX:ESK)

24 November 2021

Authorised for release by David Deacon, CEO and David Carter, CFO

FY21 trading update and revised guidance



US\$8.4m - US\$8.6m

Revenue guidance representing an increase of between 77% and 83% over FY20 full year revenue



Increased profitability



**US\$2.5m
EBITDA¹**

**US\$1.3m
NPAT¹**



**Healthy pipeline +
favourable tailwinds**



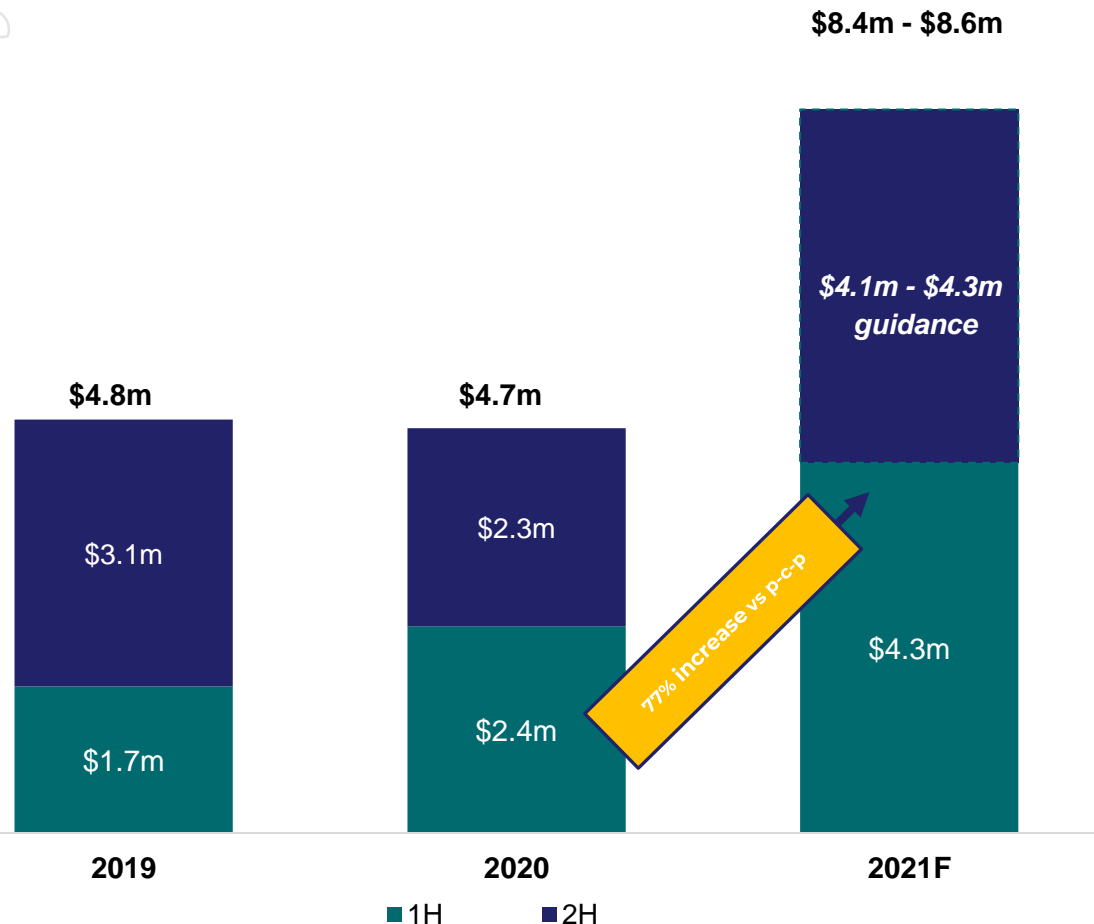
**Positive
Operating
cashflow**



**Strengthened
balance sheet**

Financial Highlights

Etherstack Revenue



Profitable and operating cash positive

- 2021 full year EBITDA US\$2.5 million
- 2021 full year profit after tax USD \$1.3m
- Operating cash positive for last 3 years



Revenue is growing

- 77% - 83% forecast revenue growth FY 2020 to FY 2021
- USD \$8.4 - USD \$8.6 million forecast revenue
- Multiple growth drivers
- First MCTPX contract with Samsung is producing revenue in H2

Leveraging innovative technology and IP that is adaptable across key platforms and customers

Digital land mobile radio (LMR) networks



- Long term profitability driven by recurring revenues continues to grow
- US infrastructure spending at the state & local government level is expected to drive significant growth
- Expectation to secure a material new award within the 6 months in the North American market

5G Cellular MCPTX



- Initial carrier win is progressing well, and on schedule for delivery in FY22
- Expect to announce a second telco carrier win via Samsung in the first half of 2022
- Further carrier pursuits are underway between Samsung and Etherstack.

Defence & Tactical



- The project with the Australian Defence Force is progressing well
- Positioned for subsequent opportunities
- Expect to announce further Australian projects within the next 6 months
- Actively engaged on other projects with the UK Ministry of Defence
- Received a new order from the Canadian government for tactical communications equipment

Resources sector



- Received a further follow-on order of A\$280k with an Australian iron ore manufacturer brings the total revenue from this account to over A\$1.1m
- Other opportunities exist including a large project planned for H2 FY22.



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Questions

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