

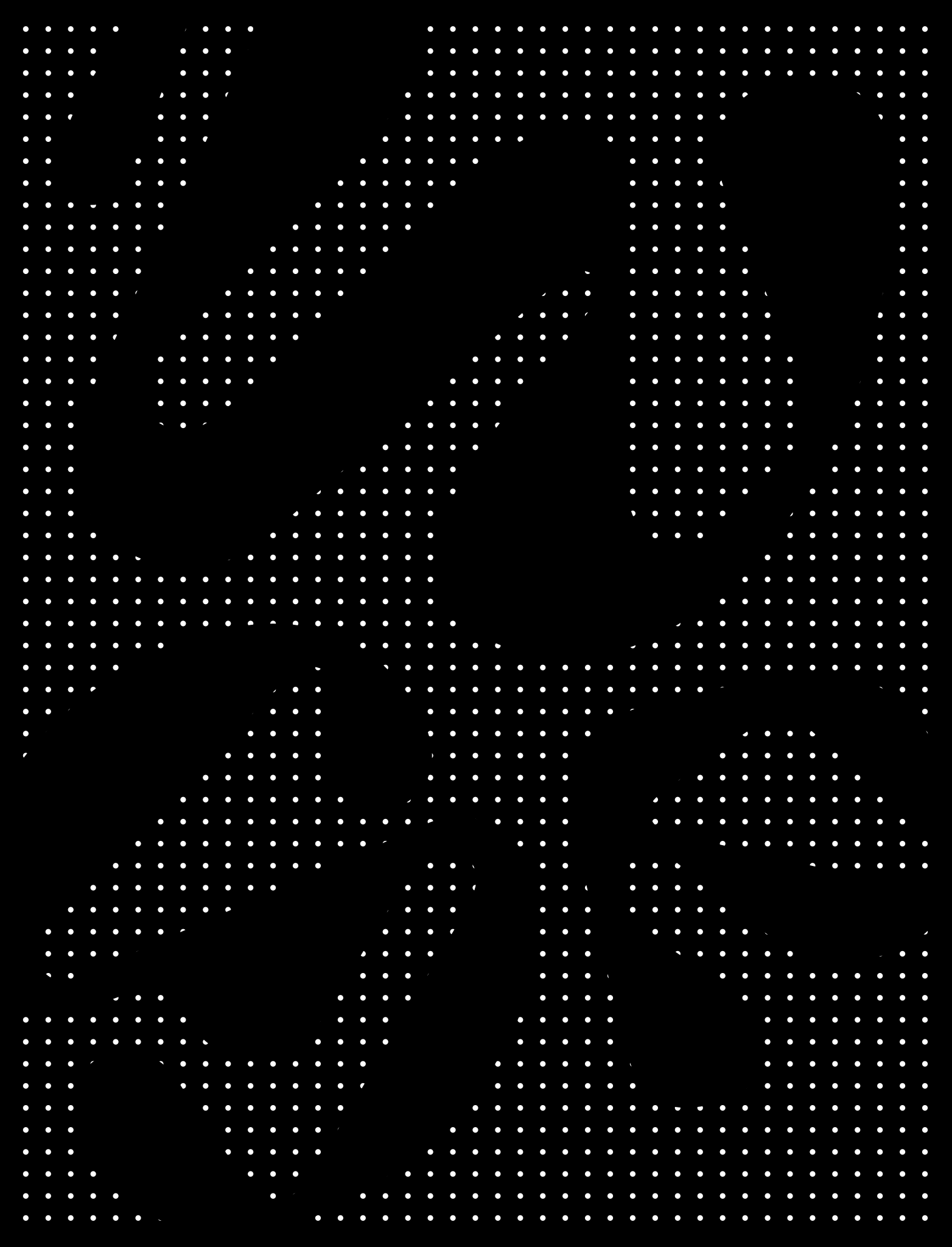
For personal use only

whispir

24 November 2021

Annual General Meeting

A S X W S P



CEO Presentation

—
Jeromy Wells
Founder, CEO & Executive



For personal use only



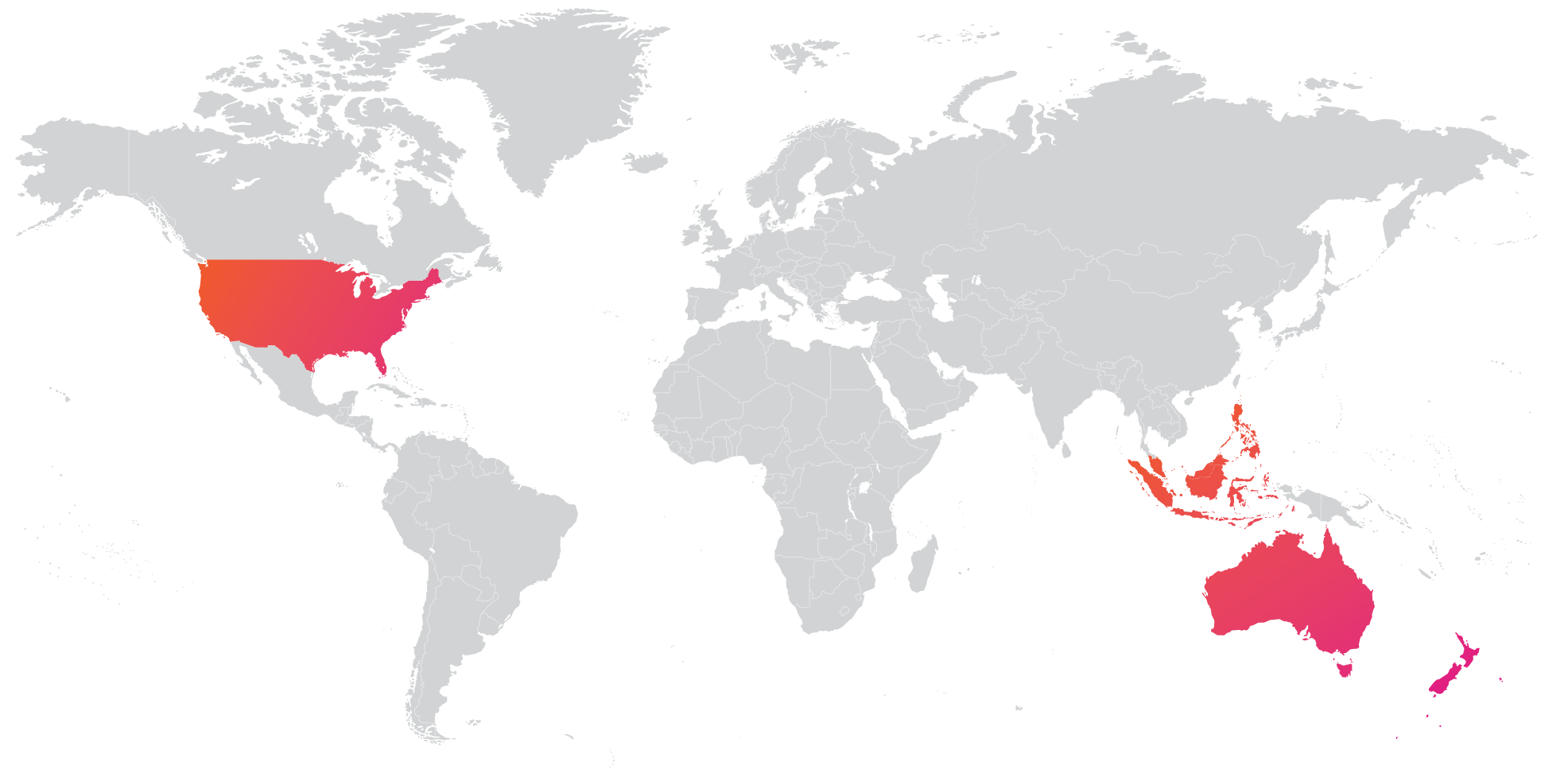
Whispir today

A global scale SaaS company providing a communications workflow platform that automates interactions between organisations and people to **innovate engagement and solve a growing range of business challenges.**

3 Regions

834 Customers

241 Staff



Customer diversity



FEPOC



For personal use only

Whispir today

A global scale SaaS company providing a communications workflow platform that automates interactions between organisations and people to **innovate engagement and solve a growing range of business challenges.**



North America

- **49** total customers
- **\$1.3m** revenue in FY21
- A market to accelerate Whispir's growth following 2H21 strategic reset



ANZ

- **648** total customers
- **\$39.7m** revenue in FY21
- A market with more growth potential among Whispir's existing blue-chip customer base



Asia

- **137** total customers
- **\$6.7m** revenue in FY21
- A market with significant digital tailwinds where Whispir can support Digital Transformation

Q1 FY22 starting strong

Whispir is accelerating growth with a strong Q1 FY22 performance

\$56.8m

Q1 FY22 Annualised Recurring Revenue
31.8% growth YOY

\$16.3m

Q1 FY22 customer cash receipts
55.7% growth YOY

\$43.9m

Cash & equivalents at 30 September 2021

834

Total customers 33 net new adds in Q1 FY22
25.4% growth YOY

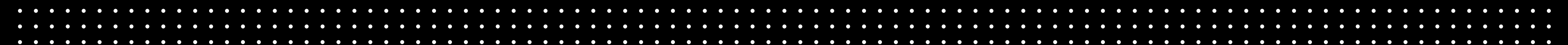
2.1%

Average revenue churn
28.6% lower YOY

6.8%

Average customer churn
20.2% lower YOY

For personal use only



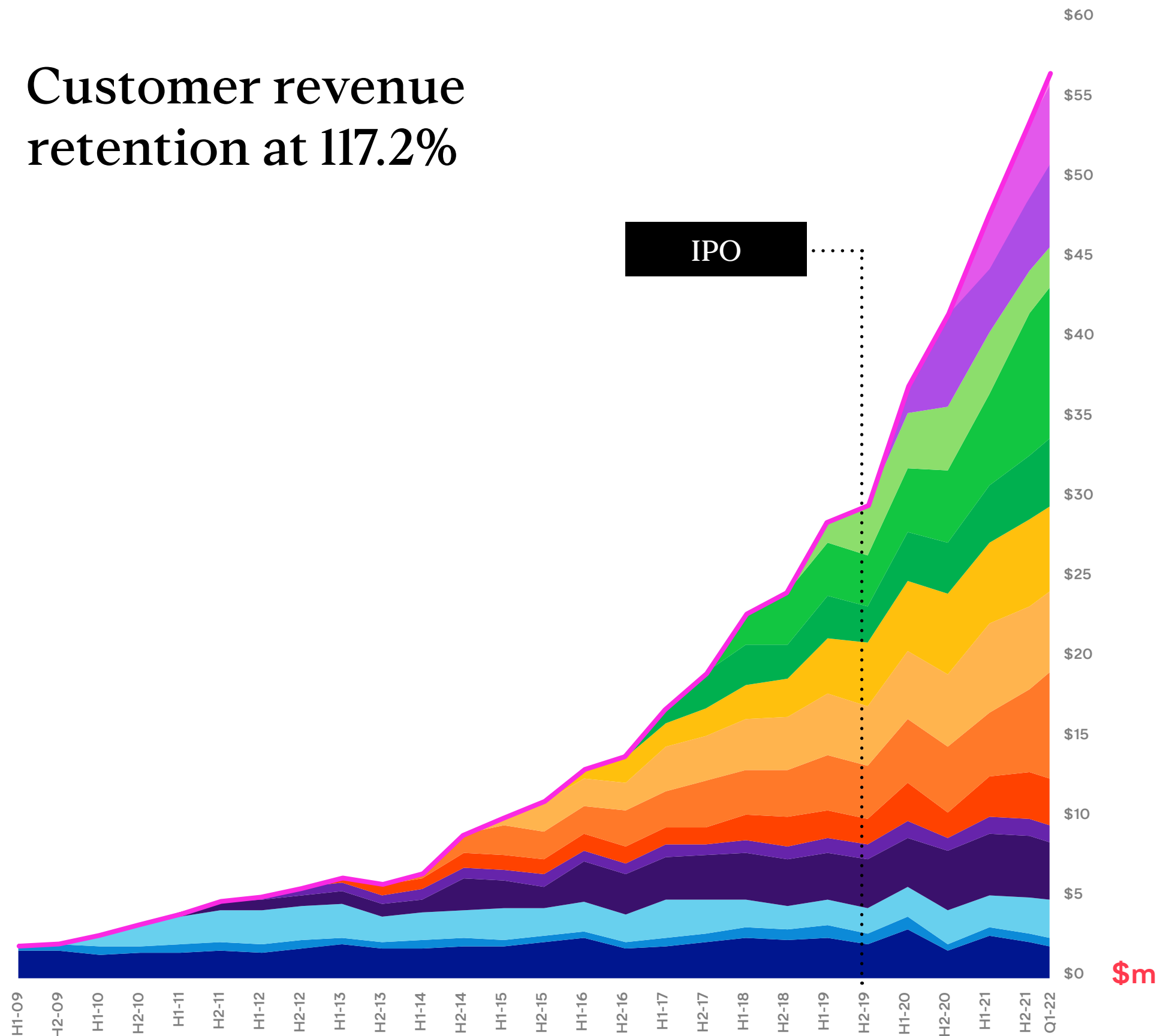
Organic growth opportunities

Whispir's install base continues to grow as customers adopt additional use cases that add value to their business

- Underpins future revenue growth
- Supported by Whispir's customer-centric approach, product satisfaction and a successful land & expand strategy

For personal use only

Customer revenue retention at 117.2%



*Excludes fluctuating transactional customers, also ARR is on a gross basis

Our People

Investing in the capability and capacity of our team as the business scales globally

Executive Leadership Team (ELT)



Jeremy Wells
Chief Executive Officer



Jenni Pilcher
Chief Financial Officer

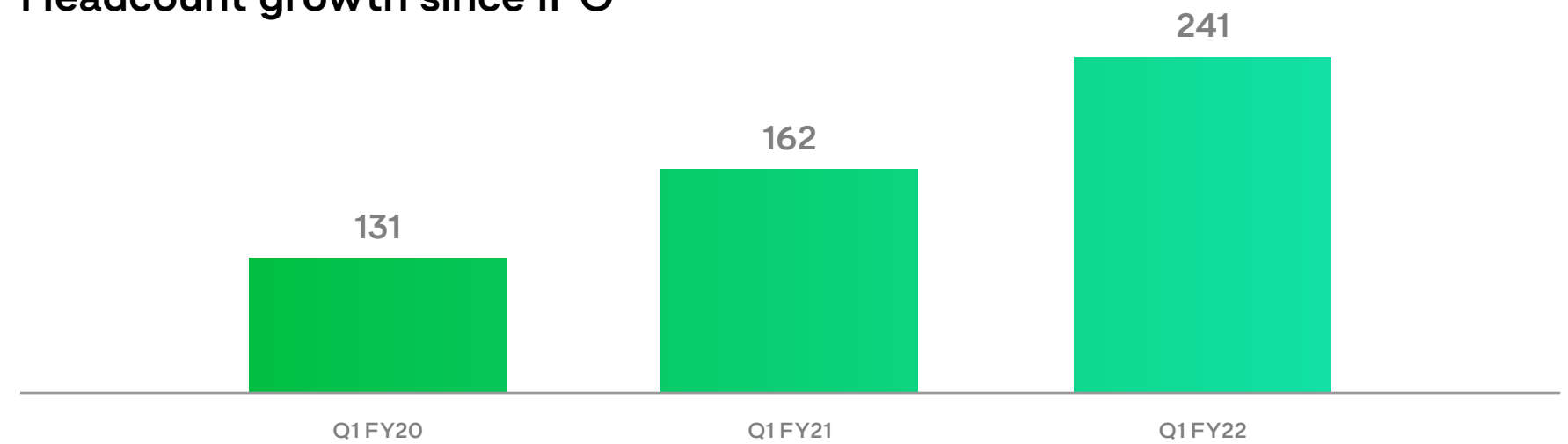


Tobi Brix
Chief Operating Officer

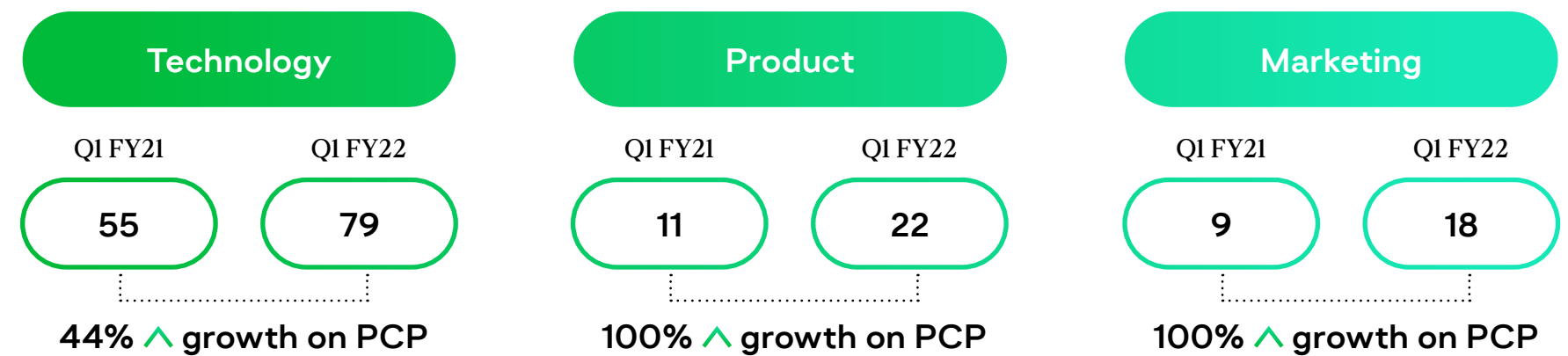


Chris Regan
Chief People Officer

Headcount growth since IPO



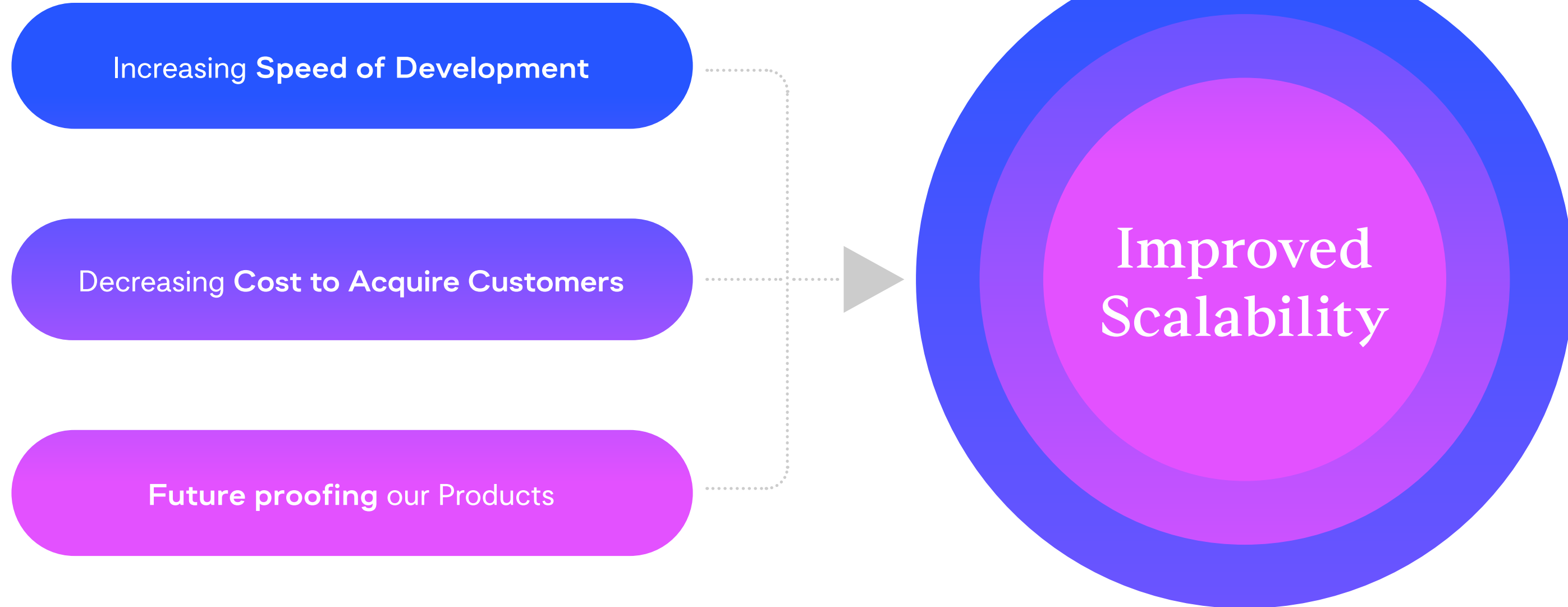
Talent acquisition and top 3 functions by growth



For personal use only

The Product Roadmap

Laser focus on expediting our evolution to product-led growth

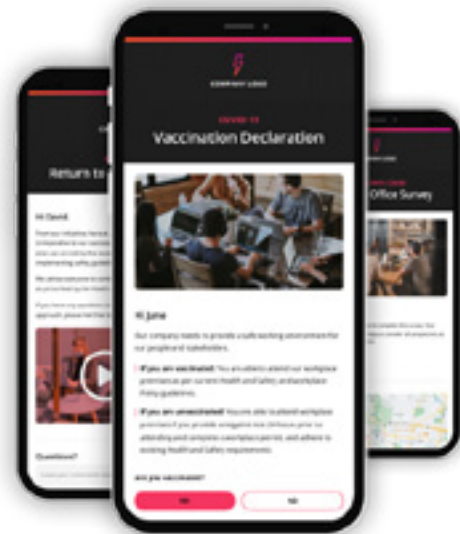


Living with COVID-19

Four end-to-end COVID-19 communication workflows to enable customers to confidently interact with stakeholders in real time, consistently and at scale with full audit trails.

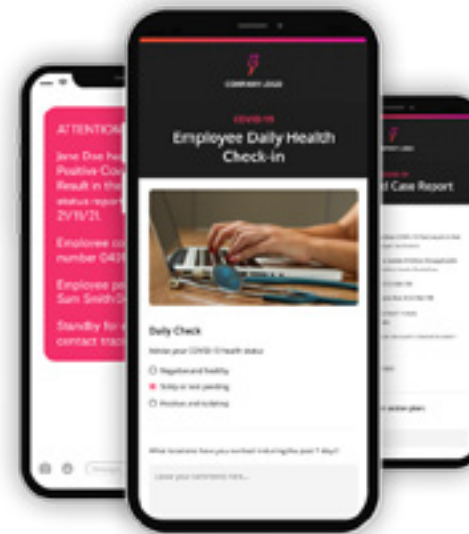
3 stages in the living with COVID-19 business lifecycle

1. Re-opening your business



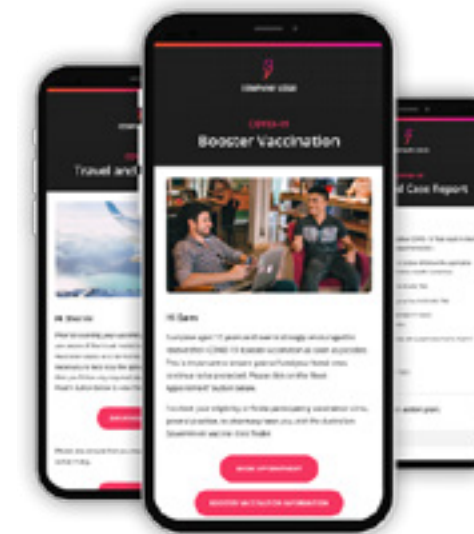
- Return to work vaccination policy management

2. Living with COVID-19



- Daily Check-in & Incident Management for Positive or Suspected On-Site Case
- Visitor Check-in Covid Health Declaration

3. Thriving above and beyond



- Rapid Antigen Testing Coordination

For personal use only



Navigating COVID normal

George Weston Foods, one of Australia and New Zealand's largest food manufacturers, has been a Whispir customer since 2017.

Use case

- Emergency communications
- Notifications of product short supply
- Staff/ company-wide updates
- Pricing changes for customers
- Customer service, including customer surveys
- Team rostering, training and education
- Lone worker "R U Safe" check-in
- COVID-19 lifecycle communications

Benefits

- One platform deployed across five brands, in multiple departments, to meet their specific needs
- Decreasing time resources spent on processes
- Streamlining operational processes
- COVID-19 safety templates to help manage the spread within their business, to ensure the health and safety of all stakeholders



Growth indicators

Delivering against our product roadmap, driving new and existing customer growth in ANZ and Asia; and expansion across North America

Whispir's business is supported by strong industry tailwinds...



Government investment in COVID response



Growing budgets for Digital Transformation Projects

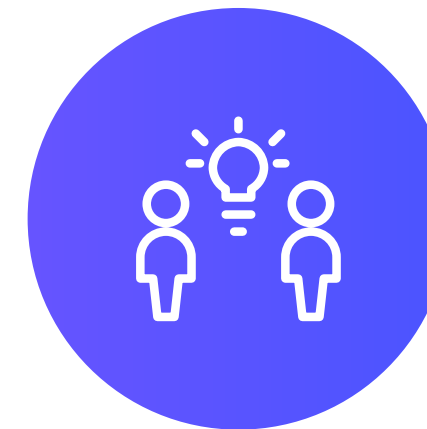


Broader adoption of Artificial Intelligence & Machine Learning functionality

And we have multiple levers to support our customers and continue our growth...



Targeted R&D for extracting value faster



People investment to enhance the customer experience



Product innovation to build competitive advantage

FY22 Guidance Update

Previous Guidance

FY22 Revenue

\$57.2m - \$60.2m

20-26% YOY growth

EBITDA excluding non-cash share-based payments

\$(15.5)m - \$(13.0)m

130 - 177%% down on FY21

FY22 ARR

\$65.4m - \$70.0m

22-31% YOY growth

R&D

\$17m - \$18m

70-80% increase on FY21

Strong business performance through the start of FY22, has resulted in updated guidance for revenue and EBITDA

Updated Guidance

FY22 Revenue

\$64m - \$68m

34-42% Growth YOY

An improvement on prior guidance of between 11.9% and 13.0%

EBITDA excluding non-cash share-based payments

\$(13.2)m - \$(11.2)m

181-138% down on FY21

An improvement on previous guidance of between 13.8% and 14.8%

FY22 ARR

No change

R&D

No change

For personal use only

Connect Engage Thrive

