

CIRRUS

Cirrus Networks Holdings Ltd

Next Generation National Managed Services Provider

Investor Presentation
November 2022 Update

PERTH | CANBERRA | MELBOURNE



Disclaimer

This Presentation is not a prospectus nor an offer for securities in any jurisdiction nor a securities recommendation. The information in this Presentation is an overview and does not contain all information necessary for investment decisions. In making investment decisions in connection with any acquisition of securities, investors should rely on their own examination of the assets and consult their own legal, business and/or financial advisers.

The information contained in this Presentation has been prepared in good faith by Cirrus Networks Holdings Limited, however no representation or warranty expressed or implied is made as to the

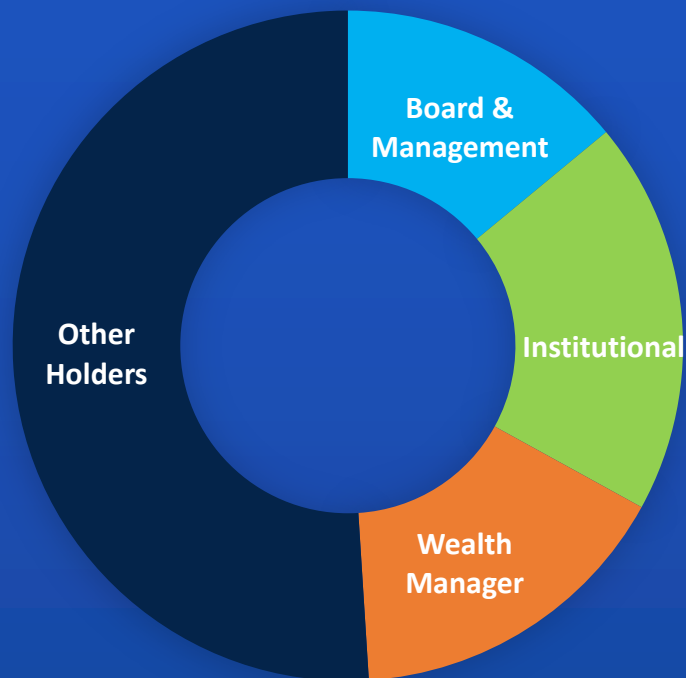
accuracy, correctness, completeness or adequacy of any statements, estimates, opinions or other information contained in the Presentation.

To the maximum extent permitted by law, Cirrus Networks Holdings Limited, its Directors, officers, employees and agents disclaim liability for any loss or damage which may be suffered by any person through the use or reliance on anything contained in or omitted in this Presentation.

Certain information in this Presentation refers to the intentions of Cirrus Networks Holdings Limited, but these are not intended to be forecasts, forward looking statements or statements about future matters for the

purpose of the Corporations Act or any other applicable law. The occurrence of events in the future are subject to risks, uncertainties and other factors that may cause Cirrus Networks Holdings Limited's actual results, performance or achievements to differ from those referred to in this Presentation. Accordingly, Cirrus Networks Holdings Limited, its Directors, officers, employees and agents do not give any assurance or guarantee that the occurrence of the events referred to in the Presentation will actually occur as contemplated.

Top Shareholders



Capital Structure and Finance

Debt Free

CASH AT 30 JUNE 2022

\$9.6M

DEFERRED TAX ASSET

\$4.97MSHARE PRICE **3.3c**

MARKET CAP \$30.69M

BOARD OF DIRECTORS

Paul Everingham (Non-Executive Chairman)
Chris McLaughlin (CEO and Managing Director)
Daniel Rohr (Non-Executive Director)
Adam Waterworth (Non-Executive Director)

MANAGEMENT

Chris McLaughlin (CEO and Managing Director)
Matt Green (Chief Financial Officer)
Darren Grocott (Chief Solutions Officer)
Matt Shelley (Chief Technology Officer)
Helen Weightman (GM – Integration Services)
Paul Crockford (GM – Managed Services)

BROKER RESEARCH COVERAGE

Veritas
Euroz Hartleys

Who we are



Advisory Services



Pushing the transformation envelope - We engage our clients via a consultancy approach and push technology innovation specific for the industry type.

Business Strategy

Business Process

Project Management

Integration Services



Relentless market disruption - Staying on top of the emerging technology trends helps us stay ahead of competitors that are too slow to adapt, embrace and seize the available market.

Networks & Connectivity

Collaboration

Digital Transformation & Hybrid Cloud

Modern Workspace & Mobility

Apps, Data & IoT

Managed Services



Annuity focus - Providing longer term relationships, investment predictability and the opportunity for continuous service improvement.

Security Services



Our Customers

ACT



Western Australia



Victoria



Our Partners

Connectivity & Collaboration



Analytics, Reporting & IoT



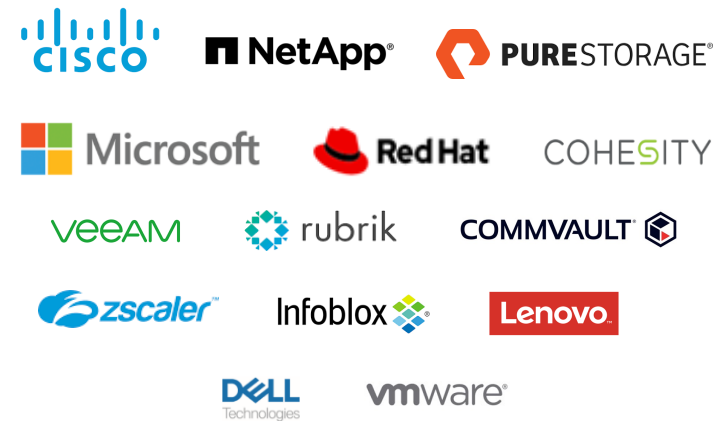
Security



Cloud



Hybrid Cloud Centre



National Technical Practices

100+ Trained Engineers

Networks

Route, Switch, Wireless and Firewalls

Collaboration

Telephony, Video, Meetings and Teams


Cyber Security

Multi-domain information security

Hybrid Cloud

Storage, Compute, Automation and Cloud

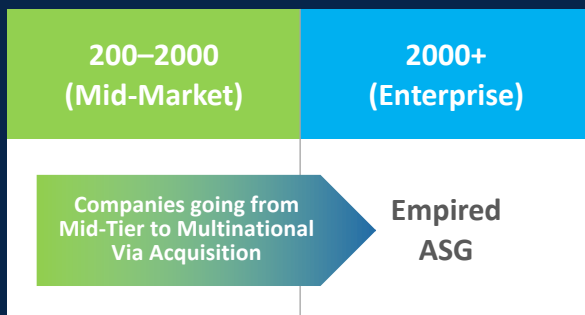
Growth Journey to Date


	2015	2016	2017	2018	2019	2020	2021	2022
2012 CIRRUS FOUNDED	Cirrus lists on ASX and relocates to a new corporate office including state of art National Operations Centre (NOC).	New Strategic Focus pushing into IT Services.	Cirrus achieves Cisco Gold status and wins CRN Leader Award.	Major Managed Services Wins - Peter Mac, Crown and UWA. Cirrus awarded Cisco Enterprise Networking Partner of the year. New Offices in Vic and ACT.	Last year of the 5 Year Strategic Plan, moving from Product to Services model.	New WA Office in CBD. COVID-19 Business Strategy implemented.	Major Managed Services Win - Geoscience Australia. Security Practice Growth and Business Restructure.	Major Managed Services Win – Icon Water and ENI. NetApp Star Partnership. National growing team. Enviably client base. Well positioned in mid-market.
Business 								
Acquisitions	Cirrus Acquires L7 in WA.	Cirrus Acquires VTS in ACT.	Cirrus Acquires NGAGE in Vic. Cirrus Acquires Correct Comms in ACT.					

Company Positioning

Cirrus is a market leader in
Mid-Market Managed Services

- ✓ Strong Competency
- ? Not key element for the market segment



CLIENT SEGMENT	 0–200 (Small/SME)	 200–2000 (Mid-Market)	 2000+ (Enterprise)
AGILITY	✓	✓	?
AUSTRALIAN SOVEREIGNTY	✓	✓	?
VALUE	✓	✓	✓
CAPABILITY	?	✓	✓
SUSTAINABILITY	?	✓	✓
Competitive Advantage in the client segment	Small Niche Startup	Cirrus Networks	Multinationals

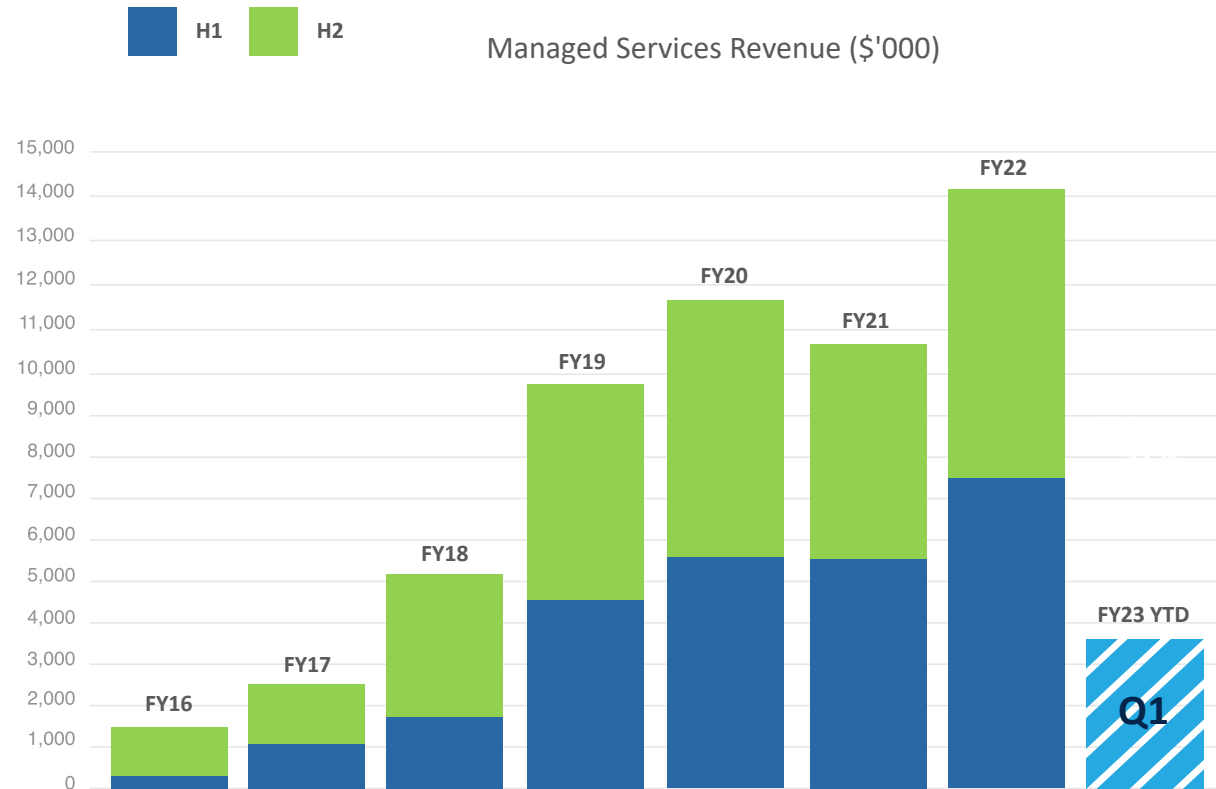
Managed Services Focus

Overview

- Multi-year higher margin reoccurring revenue contracts
- Cloud & DC, niche managed services, outsourcing and XaaS, Maintenance/Asset Management
- Australian based National Operations Centres with location-based support including Canberra state-of-art Secured NOC
- Average margin at circa 35%
- Provides a stream of complementary adhoc IT solution projects.

Q1 FY23

- Significant new ENI contract signed Aug 22
> Transition on track – operating and contribution from Nov
- Implementation of Icon progressing well – MS expected to contribute from Q4
- Continues to grow with some good opportunities awaiting final decisions and strong pipeline across the country.



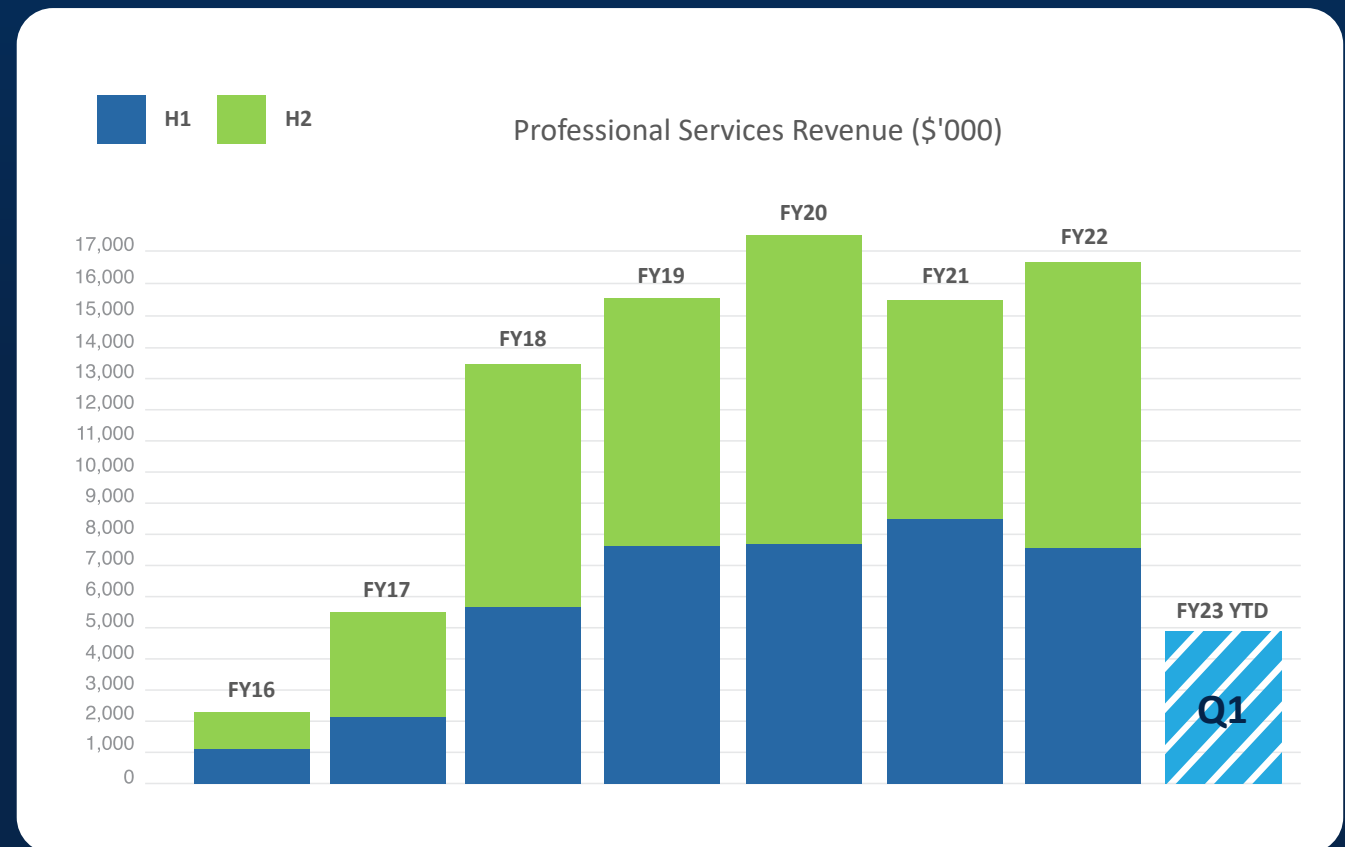
Professional Services

Overview

- IT Consulting, architecture, integration and support services
- Continued strategic focus
- Mid-cycle margins average 20% - 25%
- Upside of fixed price contracts

Q1 FY23

- Trends of H2 FY22 continue
 - > Strong demand for labour resources
 - > Pandemic challenges continue in both access to and cost of labour
- Headwinds causing squeeze in margins
- Executing on H2 FY22 wins in Canberra with a solid pipeline of work across numerous key government agencies
- WA continues to be strong with ongoing work with bluechip resource companies



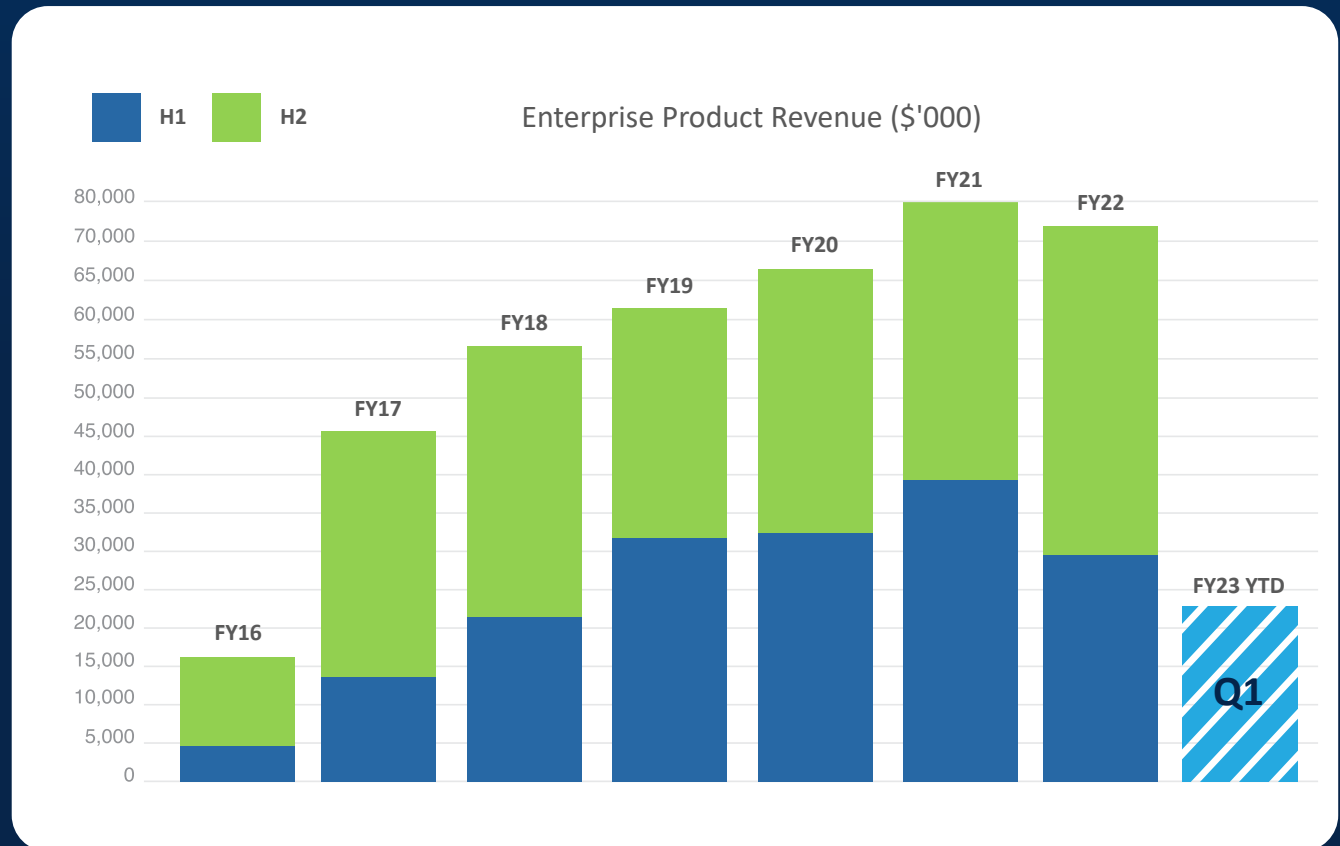
Enterprise Product

Overview

- Enterprise level product resale, both hardware and software
- Integral in full-service solutions-based IT provider
- Tier 1 vendors and technical knowledge support and integration
- Average margins 8% - 10%, lower margins as we move into larger enterprise deals
- Transitioning business to services growth with less underlying reliance on product margin

Q1 FY23

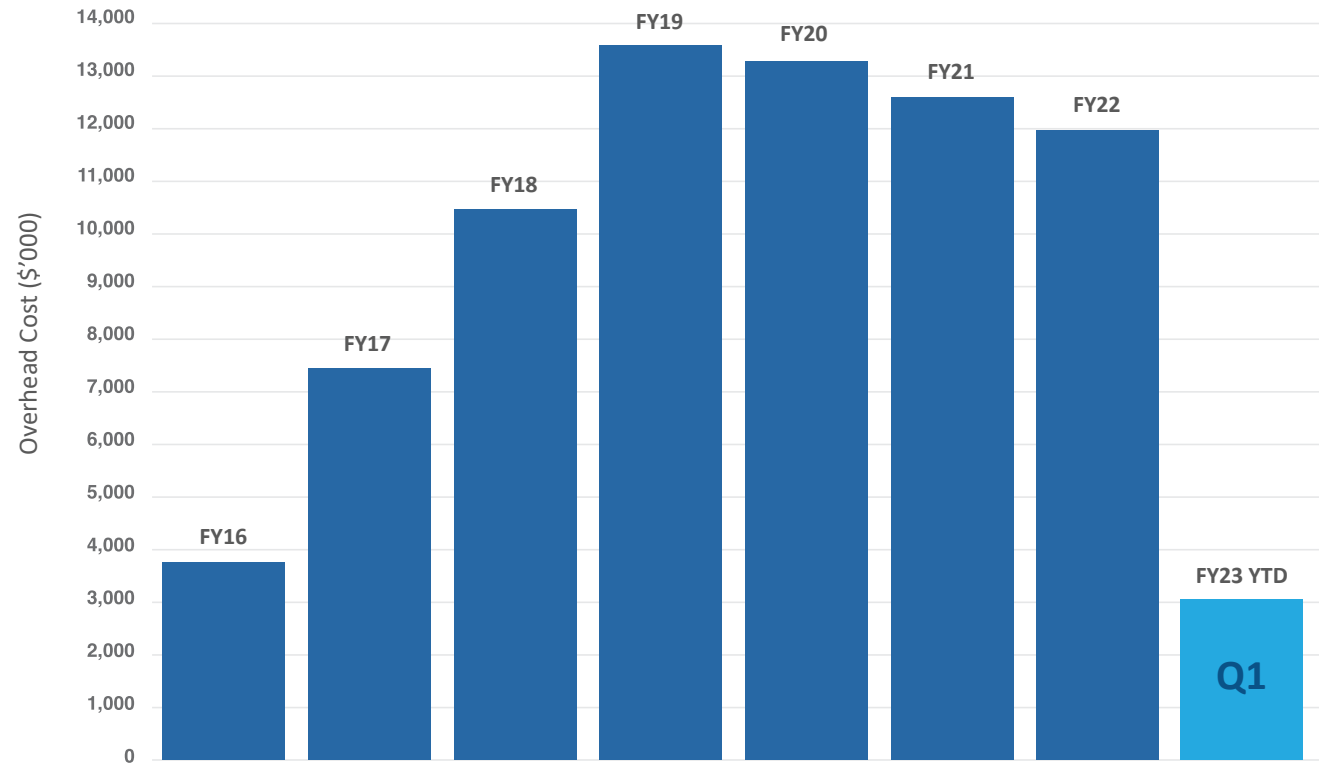
- High calibre national Enterprise Sales team continue to drive opportunities
- Strong backorder exiting FY22 has been maintained while delivering record Q1 product revenue
- Pandemic related supply chain challenges easing but ongoing
- Margins continue to be under pressure in competitive commoditised space and shift to Enterprise
- Solutions focused to drive greater value in associated services rather than a “box drop”.



Cost Management

Significant business restructure benefits maintained

- Continued disciplined focus on overhead spend
- Q1 FY23 overhead cost includes higher sales commissions associated with strong professional services and product revenues
- Q1 FY23 overhead cost also include higher than expected recruitment expenditure which is expected to normalise for the remainder of FY23
- Continued to yield benefit of CirrusWay business systems powered by Netsuite/OpenAir and Microsoft Power BI overlay
- Reviewed and automated processes to deliver improved efficiency and governance.

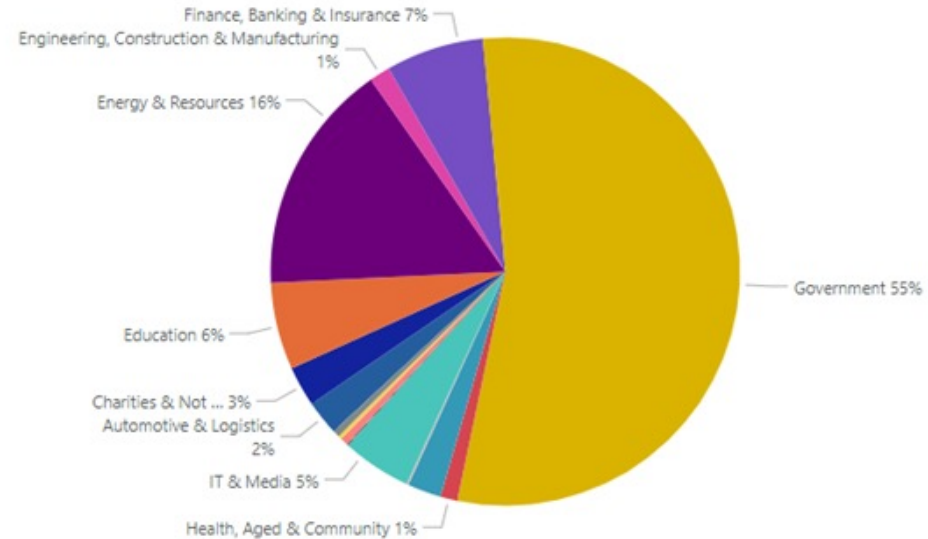


Q1 Industry Sectors and Clients

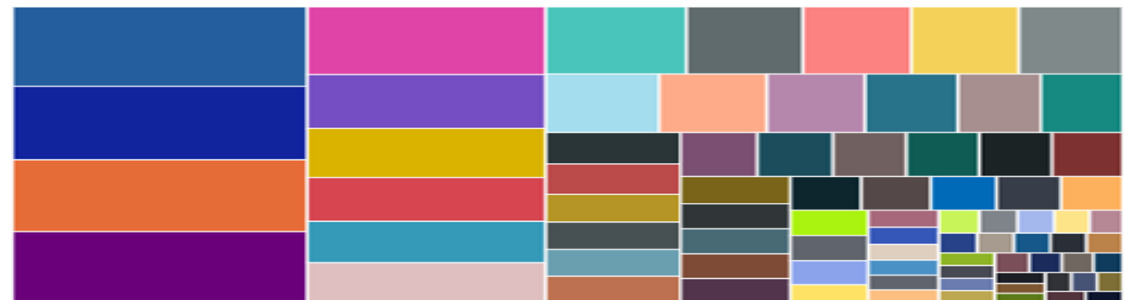
Spread of clients across key sectors

- Cirrus continues it's strong position in Government and resources with significant growth opportunities
- We remain focused on growth opportunities Nationally across services
- Positioned for expansion in a number of large corporate and government clients.

Revenue by Sector



Revenue by Customer



Strategic Priorities

Key Priorities

1. Grow Managed Service Recurring Revenue

- Key-market focus 200–2000 seats
- Promote operational excellence and reference ability
- Very large total addressable market and organic growth opportunity

2. Expand transformation offerings for digital, data and cloud

- Advisory agile approach
- Use Microsoft Gold and other technology partners as a platform for growth

3. Broaden Offerings for Cyber Security and Consulting Practice

- Leverage Defence Industry Security Program (DISP) certified Canberra secure NOC.

4. Accelerate Acquisition Plan

- Build out geographic diversity along with Managed Service and Security capability.

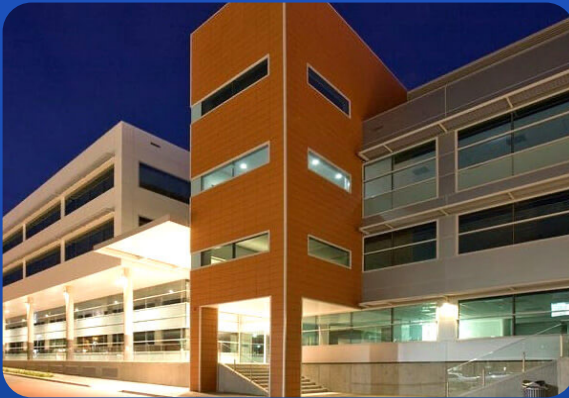
Business Capabilities



National Offices

1800 549 616

ACT



Equinox 4
Level 1, 70 Kent St
Deakin ACT 2600

VIC



Level 2
5 Queens Rd
Melbourne VIC 3004

WA



Level 28
108 St Georges Terrace
Perth WA 6000