

## ASX RELEASE

14 February 2019

### OVER THE WIRE HOLDINGS LIMITED HALF YEAR RESULTS TO 31 DECEMBER 2018

#### H1 2019 Highlights

- Total Revenue up 43% to \$34.34m
- EBITDA up 53% to \$7.53m
- NPATA up 56% to \$4.17m
- NPAT up 45% to \$3.16m
- Acquired Access Digital Networks Pty Ltd on 1 November 2018
- Acquired Comlinx Pty Ltd on 1 November 2018
- Interim dividend of 1.25 cents per share fully franked
- Basic EPS up 36%

Over the Wire Holdings Limited (ASX:OTW) is pleased to announce its financial results for the half-year ended 31 December 2018 (H1 2019). Key financial highlights from the results include:

	H1 2019	H1 2018	% Change
<b>Total Revenue</b>	\$34.34m	\$24.05m	↑ 43%
<b>EBITDA</b>	\$7.53m	\$4.94m	↑ 53%
<b>NPATA</b>	\$4.17m	\$2.68m	↑ 56%
<b>NPAT</b>	\$3.16m	\$2.18m	↑ 45%

Commenting on the H1 2019 results, Managing Director Michael Omeros said, “We are pleased to deliver another strong result, our eighth consecutive half year increase in each of Revenue and EBITDA. Our growth objectives are complemented by our recent acquisitions, Access Digital Networks and Comlinx, and we remain focussed on delivering exceptional service to our customers and quality returns for our shareholders.”

## Business Performance

Revenue from ordinary activities for the half-year was \$34.34m (H1 2018: \$24.05m), representing an increase of 43% on the corresponding half year. The result demonstrates demand from customers across all four product lines including:

	H1 2019	H1 2018	% Change
<b>Data Networks</b>	\$17.66m	\$12.60m	↑ 40%
<b>Voice</b>	\$8.11m	\$6.69m	↑ 21%
<b>Cloud / Managed Services</b>	\$7.04m	\$3.33m	↑ 111%
<b>Co-location</b>	\$1.54m	\$1.43m	↑ 7%

The consolidated entity made a statutory Net Profit after Tax of \$3.16m (H1 2018: \$2.18m), representing an increase of 45% on the corresponding half year. Statutory NPATA was \$4.17m (H1 2018: \$2.68m), representing an increase of 56% on the corresponding half year. Statutory EBITDA was \$7.53m (H1 2018: \$4.94m), representing an increase of 53% on the corresponding half year.

The increase in profitability has been primarily achieved through increased revenue, which has been achieved organically and through acquisition. The consolidated entity has maintained an effective management of overhead expenses in the underlying business and is progressively recognising cost synergies in the acquired entities.

## Positive Outlook

Business performance for the first half of the year is pleasing. The company continues to generate strong operational cash flow and remains well positioned to continue its growth.

The company acquired Access Digital Networks and Comlinx in November 2018, which will contribute significantly in the second half of 2019, as the company further realises the value of its acquisitions.

The company remains confident that it will achieve greater than 18% organic growth in the coming year.

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## About Over the Wire Holdings Limited

Over the Wire Holdings Limited (ASX: OTW) is an ASX listed telecommunications, cloud and IT solutions provider that has a national network with points of presence in all major Australian capital cities and Auckland, NZ. The company offers an integrated suite of products and services to business customers including Data Networks and Internet, Voice, Cloud and Data Centre co-location, Security and Managed Services.

Over the Wire Holdings Limited companies include Over the Wire, NetSIP, Faktortel, Sanity Technology, Telarus, VPN Solutions, Access Digital Networks and Comlinx.