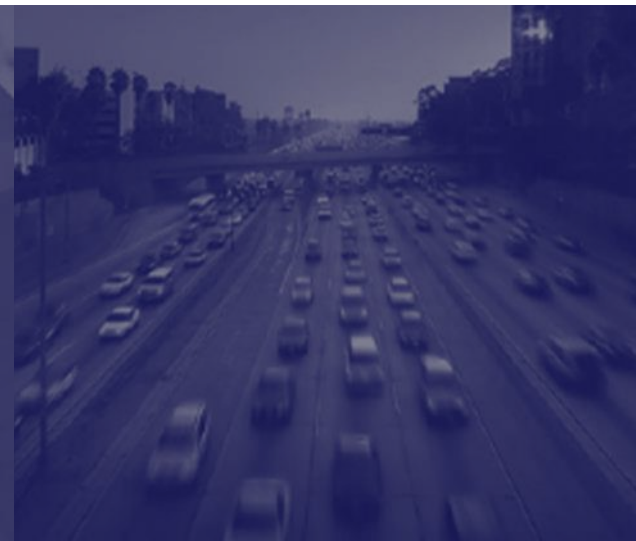
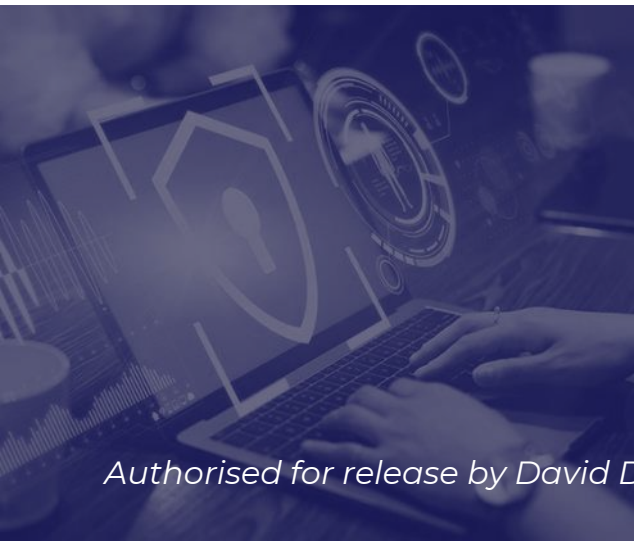




etherstack
wireless innovation

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



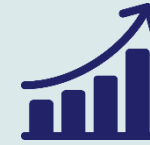
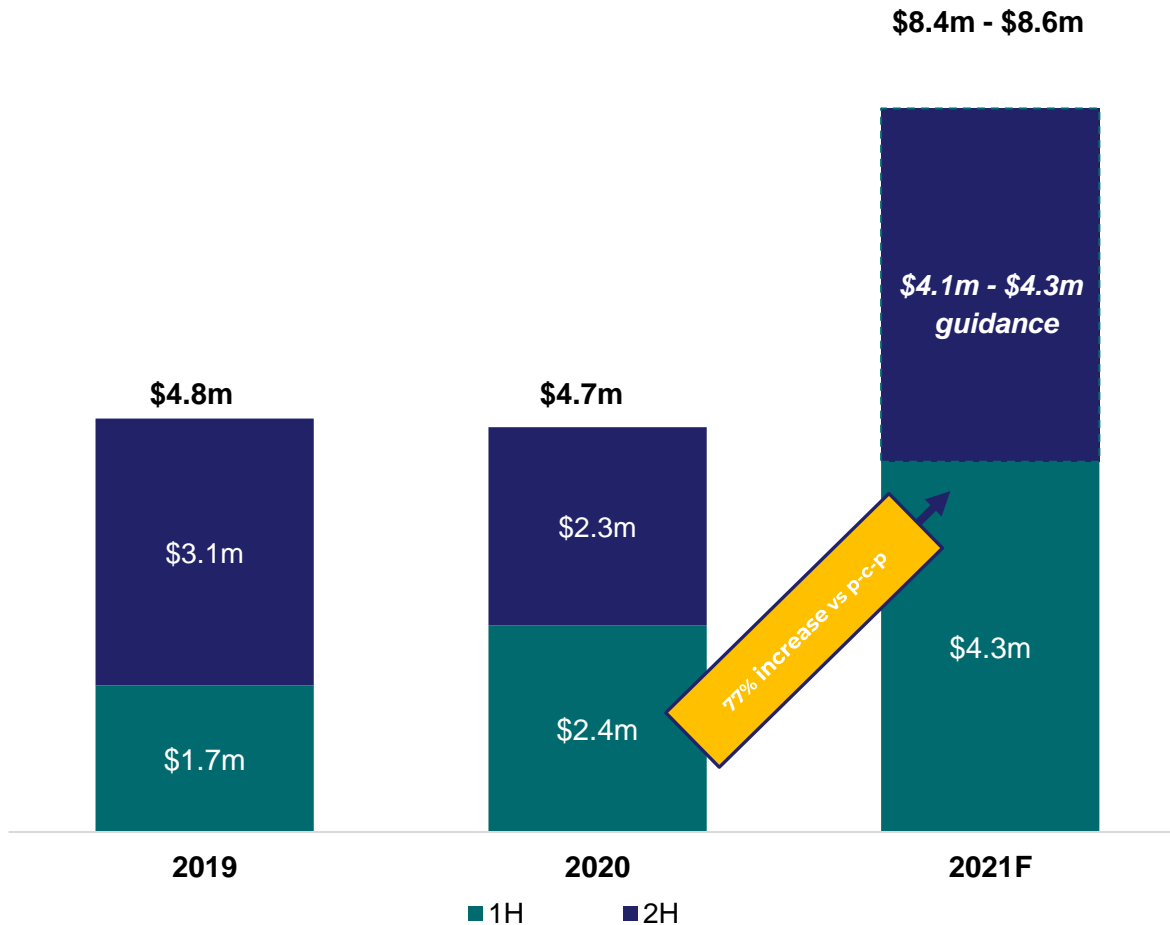
Positive Operating cashflow



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 	5G Cellular MCPTX 	Defence & Tactical 	Resources sector 
<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• 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.	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• 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.



Questions

Etherstack plc

93A Shepherd Street,
Chippendale NSW 2008

Phone +61 2 8399 7500

David Deacon, CEO

david.deacon@etherstack.com

David Carter, CFO

david.carter@etherstack.com

Martin Duff, Corporate & Legal

martin.duff@etherstack.com