

November 2023

Annual General Meeting

Whispir Limited



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Presentation of information

- Currency All amounts in this presentation are in Australian dollars unless otherwise stated.
- FY refers to the full year to 30 June.
- Rounding Amounts in this document have been rounded to the nearest \$0.1m. Any differences between this document and the accompanying financial statements are due to rounding.

Third party information and market data

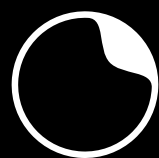
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Agenda

Introducing Whispir

Communication as a Service (CaaS) Platform for enterprise communications

FY23 Achievements & Results

Reduced cost base, improving gross margins, trending to free cash flow positive

Growth Strategy

Existing install-base to drive revenue growth with planned product releases

Outlook & Investment Proposition

Planned revenue growth with improved margins leads to positive free cash flow

Jeromy Wells

Founder & Chief Executive Officer



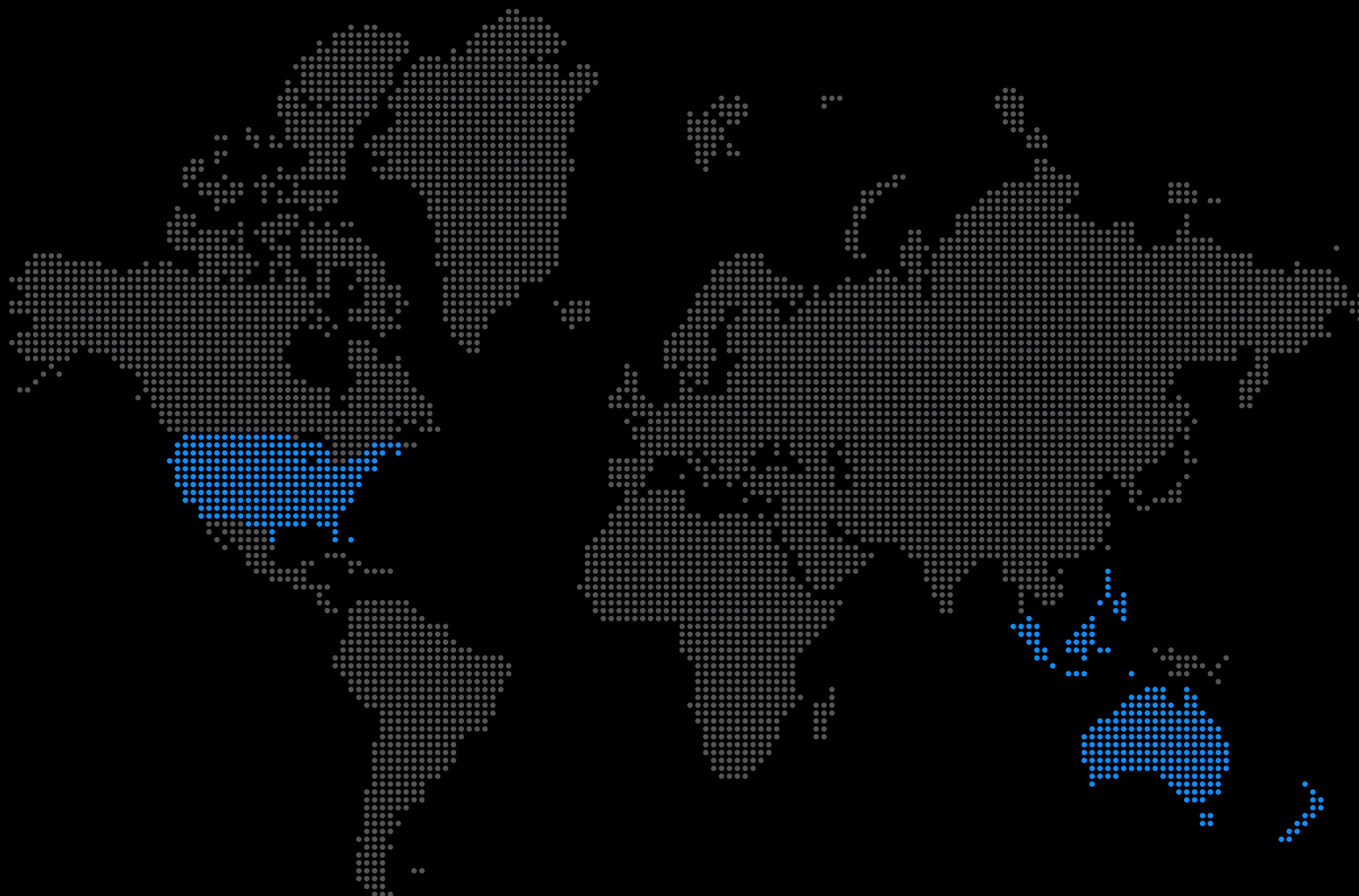


Whispir Today

A S X **W S P**

Whispir provides a cloud-based communications platform for enterprise customers globally. Whispir's tools connect business and people - unifying various messaging systems eg SMS/MMS, voice, email, web, social and app alerts on one platform.

The platform facilitates business coordination, customer engagement and crisis management. The product is billed on a subscription plus usage basis and is sold through a reseller partner network that includes large international telecommunications carriers, and direct sales.

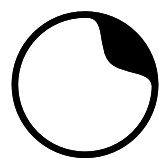




Our ambition

Enabling effective and personal engagement with people at scale, for enterprises and governments globally.

1. The world's highest engagement rates
2. A complete and actionable view of the customer
3. Distraction-free, highly-targeted messaging



We are addressing a large and growing market with our Communications-as-a-Service Platform

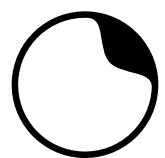
The ability of Whispir to embed communication and collaboration into business applications and processes to support enterprise digital transformation requirements is driving future growth. Moreover, the increasing adoption of Omni channel communication models by enterprises offers significant growth opportunities.

IDC forecasts the worldwide CPaaS* market to grow from \$14.3 billion in 2022 to \$29.7 billion in 2026.**

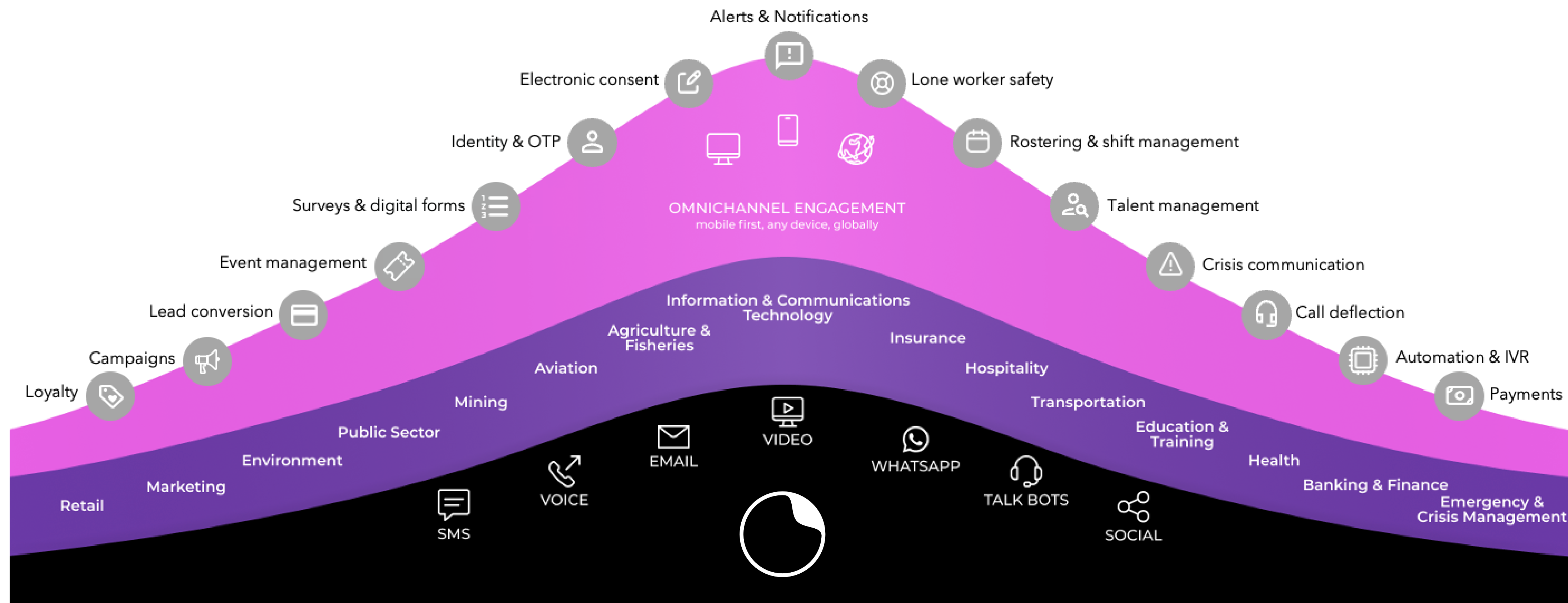
*“CPaaS will continue to grow at a rapid pace (15.8% compound annual growth rate or CAGR for 2022-2027) as many enterprises embrace cloud-enabled communication API solutions and services that help them easy and affordably increase customer engagement and improve operational efficiencies.”***

*Communications Platform as a Service

**Ref: <https://blogs.idc.com/2023/06/05/momentum-is-building-in-the-cpaas-market/>



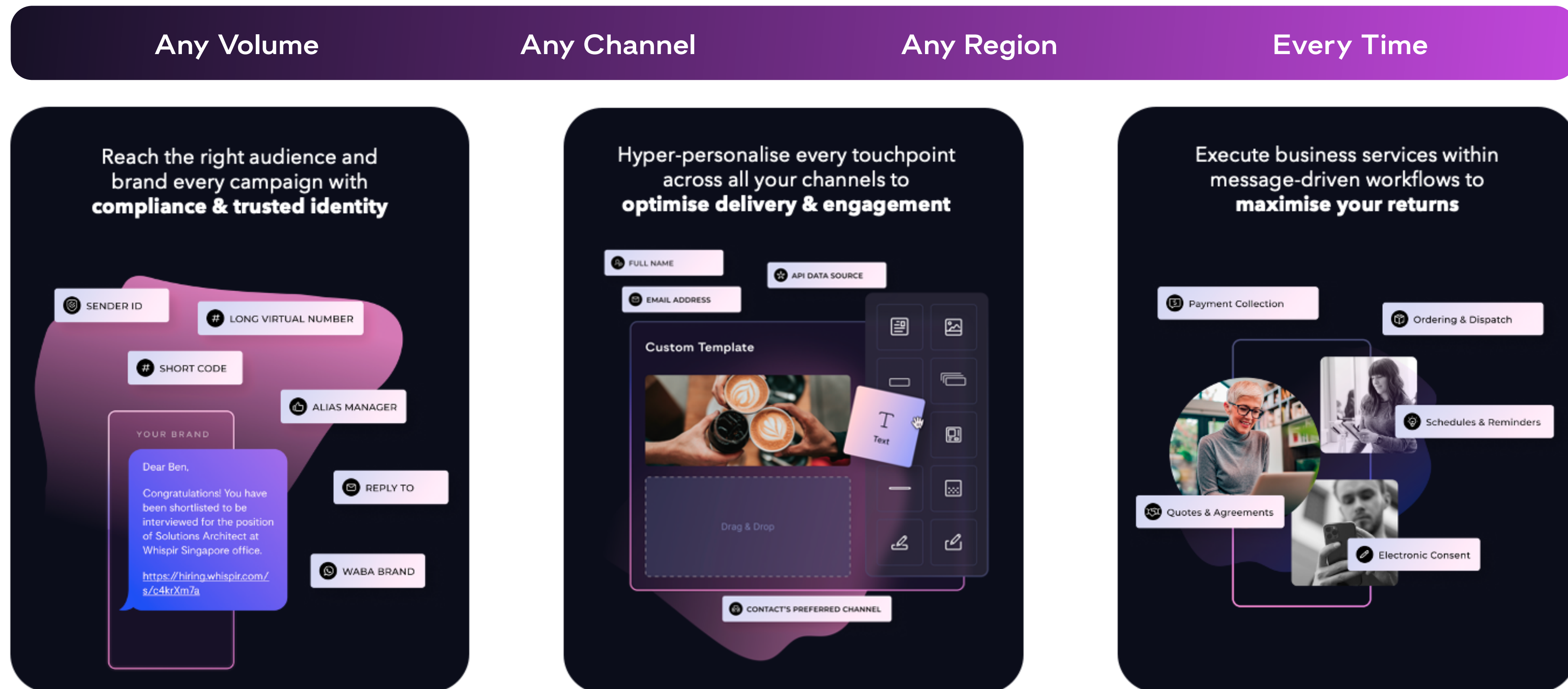
Use Cases that Drive our Customers' Journey

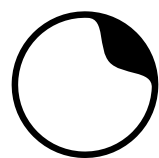




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Messaging value through trust, engagement and execution





Our customers

Diverse blue chip customer base with substantial opportunities for growth

A sample of customer logos:

Consumer



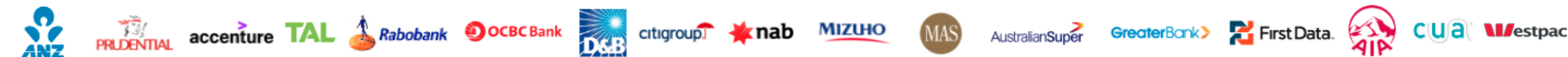
Education



Emergency Services



Finance, Insurance & Legal



Government



Healthcare



IT, Telecommunications & Media



Resources Mining



Transport Logistics



Utilities Infrastructure

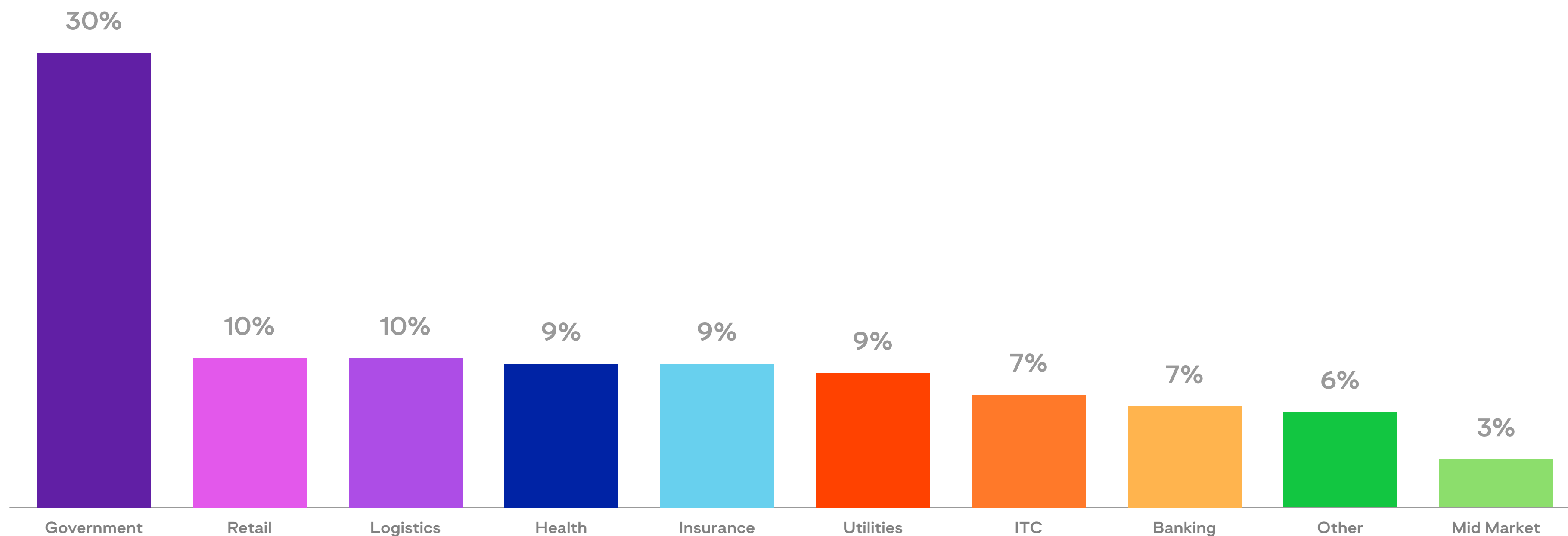


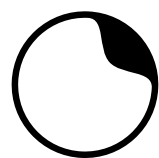


Whispir is diversified across industries

Customer diversity de-risk growth plans

Percentage of Revenue as at Q3 FY23





FY23 Achievements

In FY23 Whispir focused on shoring up its financial position & right-sizing the business whilst not forsaking innovation – providing a solid platform for growth ahead



Asia Revenue Growth Accelerates

19% revenue growth in Asia (YoY)



Continued Innovation

R&D spend not sacrificed >27% revenue



Gross Margin Improvement

From cost efficiency gains



Right-sized the Business

Delivering savings >\$20m p.a.



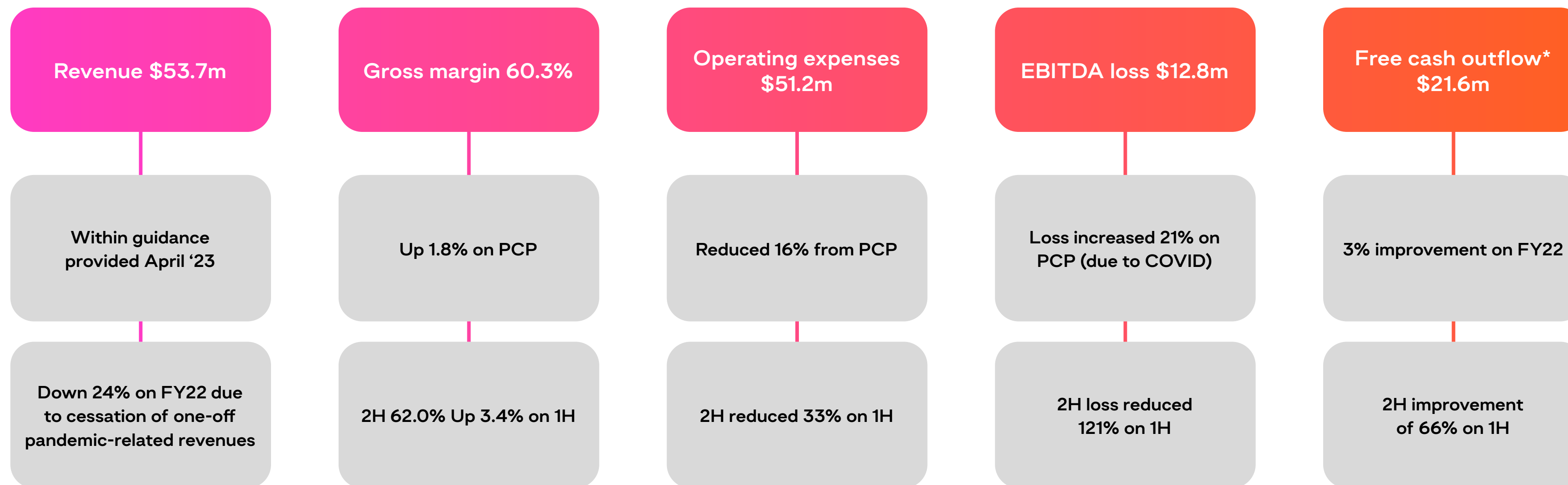
Secured Debt Funding

\$7.5m debt facility

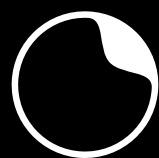


FY23 Headline Results

FY23 result (whilst down on FY22 due to loss of one-off pandemic-related revenue) shows a demonstrably better second half with cash losses substantially reduced



*Cash flow from operating and investing activities (excluding leasehold fit-out refunded via a lease incentive payment shown in financing activities).



Innovation

Investing in innovation to further enhance competitive advantage



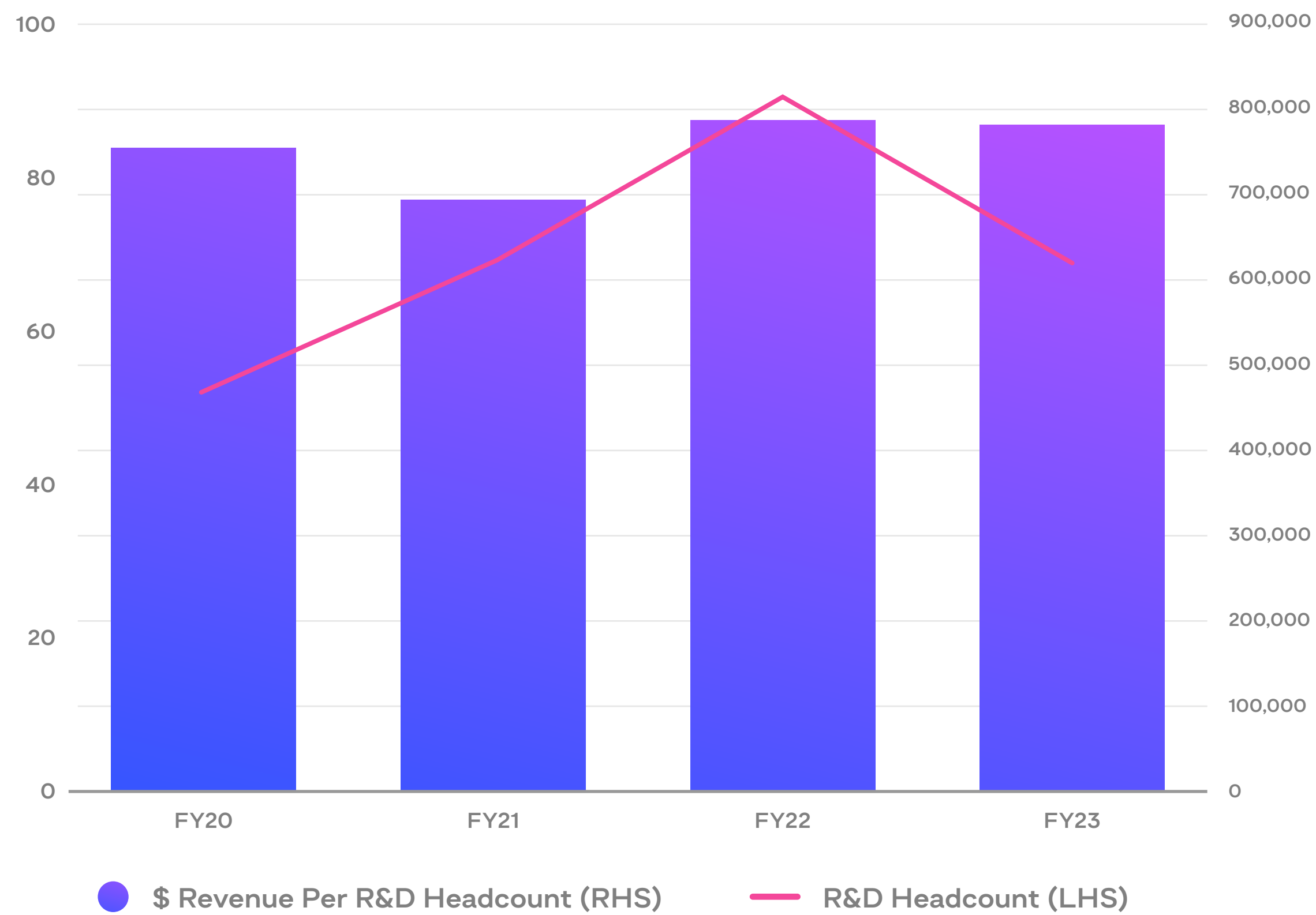
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\$0.75m of revenue is generated per R&D employee annually

On average \$0.75m of annual revenue is generated per R&D employee*

*Since listing June 2019

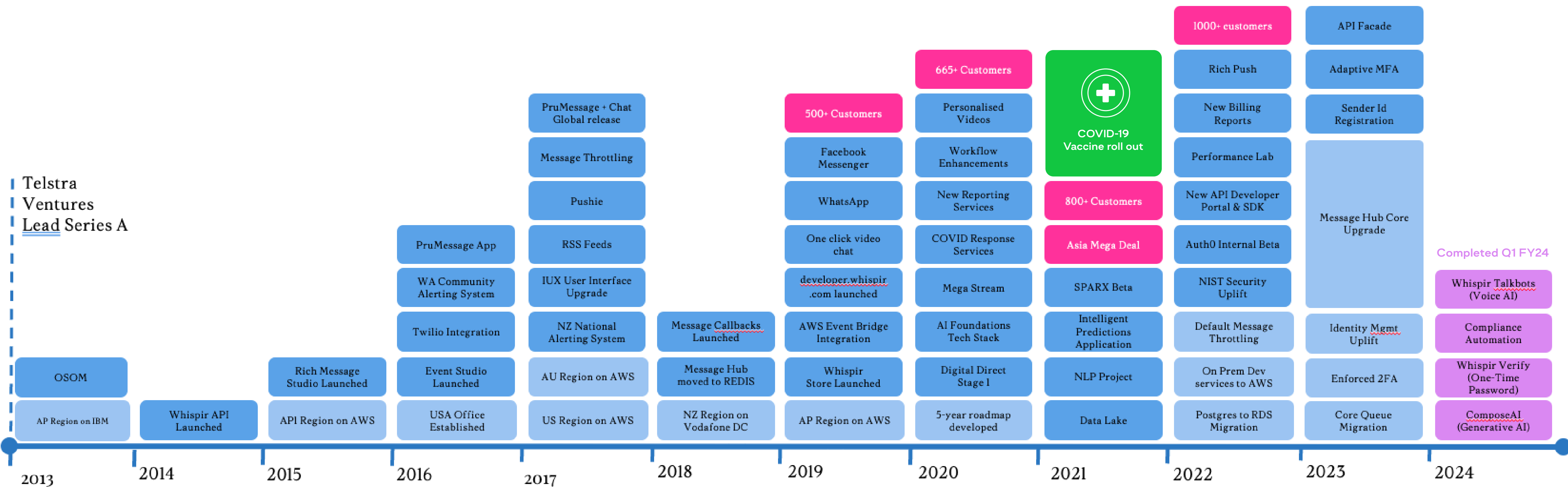
Revenue per R&D Employee





Whispir platform development milestones

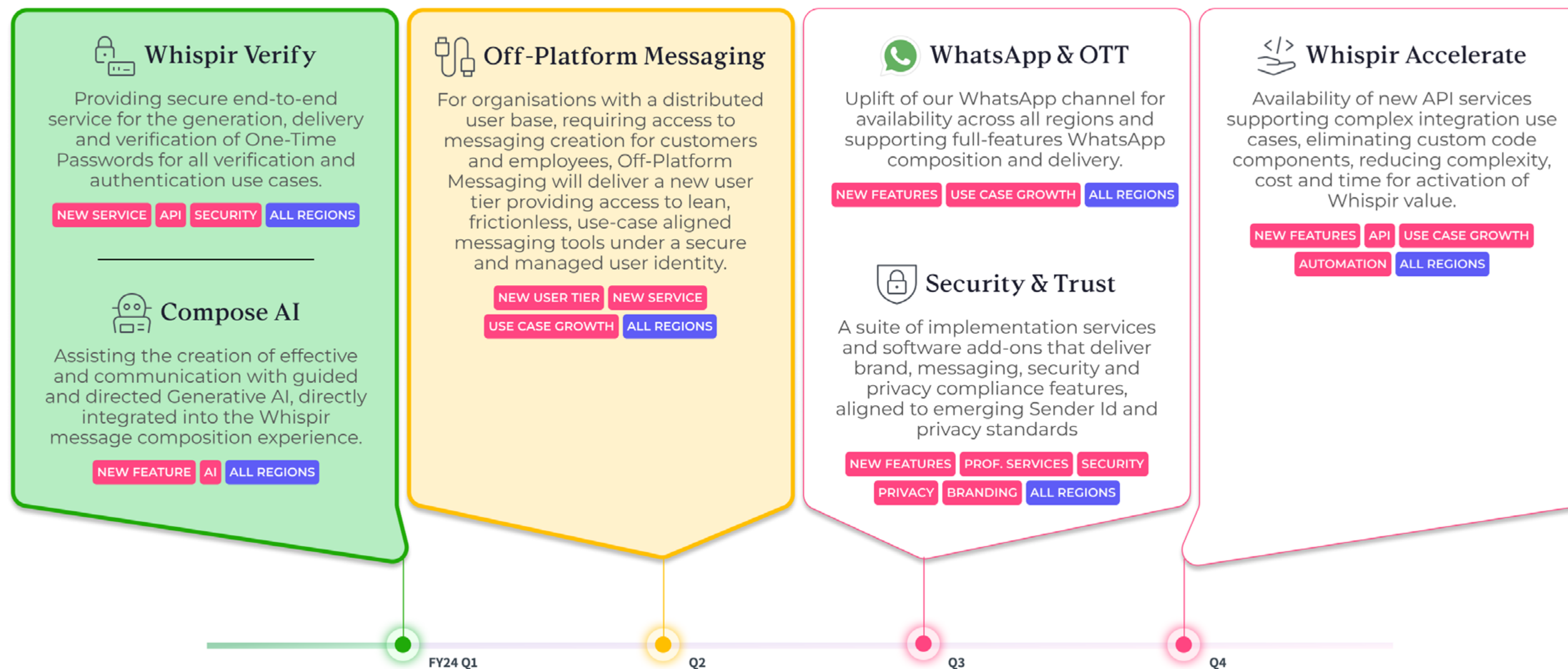
Whispir’s DNA is in market, informing unique IP, driving consistent product and service innovation

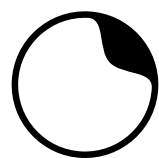




Rapid roll out of new product innovations

Four major releases targeting revenue diversification and growth





Recent Financings Contribute \$4.09M

Cash, debt as at 30 Sept 2023

- Cash at bank \$2.04M
- Restricted cash* \$1.25M
- Debt (incl interest) \$1.03M

Total cash (net of debt) \$2.26M

Recent Financing Events Contribute \$4.09M

23 October 2023:

Capital raise \$3.25M (12.74M shares at 25c per share) + 6% broker fee

10 November 2023:

RiverFort convert all outstanding principal and interest (\$0.93M) to shares, at 34.33c per share, extinguishing loan

20 November 2023:

RiverFort exercise all outstanding options (1,126,129) at 34.33c per share, contributing \$0.39M cash

Cash, debt as at 30 Sept 2023 + Financing (proforma basis)

- Cash at bank \$5.10M
- Restricted cash* \$1.25M
- Debt Nil

Total cash (net of debt) \$6.35M

*bank guarantees



Scaling internal systems and processes for the future

Departments are aligned and focused on scaling for long term success



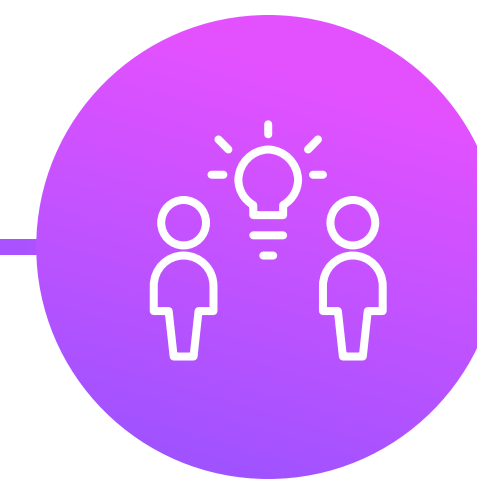
**Additional
automated billing**



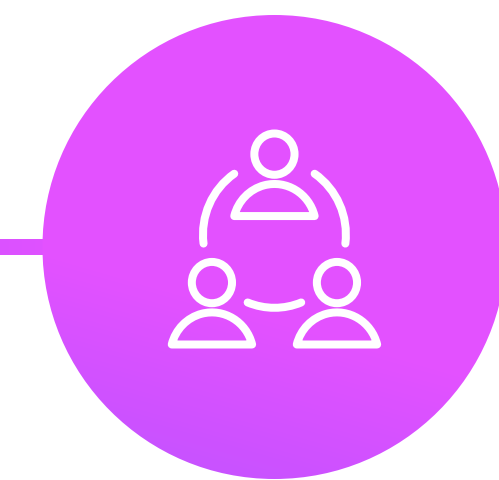
**New Cost Price Quote
(CQP) proceses**



**Streamlined quote
to sign process**



**New InfoSec
capabilities**



**Upgraded
cloud infrastructure**



Established platform for future growth

Whispir is well positioned to accelerate regional scale and revenue growth

1

Deeper integration with existing Telco partners

In addition to expanding use cases with the telcos as a customer and expanding new product/service bundles; deeper integration with the Telco's core CPaaS stack creates substantially more transactional activity and more revenue. 5G services provide large new revenue opportunities over time.

2

Additional feature and new services monetisation

Higher margin channel options as part of the omnichannel communications mix increases revenue and improves gross margin. Rich data services, leveraging Whispir's unique data lake create premium revenue opportunities. Support for next generation 5G services and use cases at scale.

3

Diversification of partners and resellers

Adding new Telcos to Whispir's partner ecosystem will leverage Whispir's proven telco play-book to create geographic and revenue diversity. Systems Integrators can leverage Whispir's differentiated offer to win new business and grow attractive recurring revenue streams.

4

Integrations with 3rd party software solutions

Focus on becoming the default communications partner for 3rd party software solutions by providing richer, more effective communications at scale:

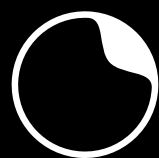
- Low cost market entry
- Low cost customer acquisition
- Sticky value proposition
- Cross sell & up sell opportunities
- Low credit risk.



FY24 Outlook

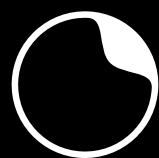
Positive free cash flow driven by strengthened operating leverage and planned revenue growth

- Execution of the product road map – delivering four new major releases
- Revenue growth largely driven by existing install-base increasing usage
- Continued improvement in gross margins, driven by more favourable wholesale pricing recently obtained from Telco carriers
- Cost base to remain capped at \$36M
- Generating free cash flow from 2H FY24 onwards.



Value proposition

- 1. Leadership position serving a large and growing addressable market for digital communications*
- 2. Established track record of securing new customers through telco partnerships alongside a sophisticated direct sales capacity provides for a capital efficient go to market*
- 3. Quality install base of blue-chip companies across a diversity of sectors and geographies provides a de-risked pathway to organic growth*
- 4. Strengthening operating leverage via improving gross margins and reset cost base*
- 5. Positive free cash flows during FY24.*



Experienced management team



Jeromy Wells

Founder and CEO

20+ years industry leadership experience. Pioneering the development of innovative communications solutions that deliver customer impact and value. Responsible for leading the development and execution of Whispir's long term strategy.



Jenni Pilcher

Chief Financial Officer

15+ years' experience as CFO/Company Secretary of ASX-listed companies in the biotechnology/technology sectors. Executed multiple capital raises, company acquisitions, asset sales and in-licensing agreements and has extensive financial accounting experience. CA qualified with PWC.



Wayne Lee

Chief Revenue Officer

15+ years experience in enterprise tech sales with senior management positions. Held multiple leadership roles at IBM across APAC and Global, including responsible for \$2.1B cloud infrastructure portfolio.



Jonathan W. Baldrey

Chief Technology and Product Officer

20+ years' experience in product & technology leadership roles in software development, architecture and blue-chip consulting roles. Extensive experience in asset-intensive industries in EMEA and APAC, specialising in procurement and logistics integration, mobility, and field service.



Dima Vovchak

Chief Customer Officer

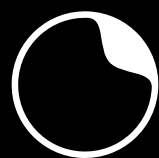
20+ years of enterprise IT Service experience across multiple industries. P&L ownership and extensive Executive leadership experience in Cloud technologies, AI, professional services & service management, business operation, & sales management.



Andrew Fry

VP Global Strategic Partnerships

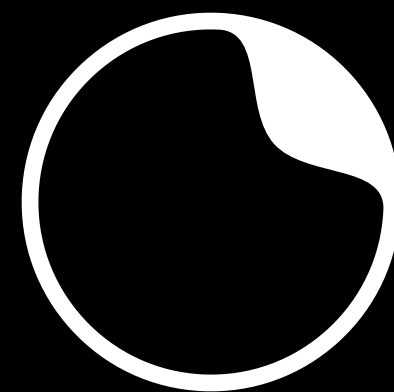
20+ years' experience managing large-enterprise technology services and software businesses across Asia Pacific, pioneering Whispir's international growth. A proven transformational deal-maker and CPaaS industry expert.



Update on unsolicited Soprano offer

We advise shareholders to take **no action** until you have received Whispir's Target Statement in early December.

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