

H1 FY20 RESULTS

24 FEBRUARY 2020



**UNITI
GROUP**



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HIGHLIGHTS OF CY19 & H1 FY20



BEST IPO of 2019 – POISED TO ENTER ASX300
MARKET CAP INCREASED FROM \$25M TO >\$500M

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- Underlying EBITDA⁽¹⁾ full year (pro forma) forecast of \$32M provided in December '19 post recent acquisitions. Included efficiencies from integration and organic growth.
 - Underlying EBITDA⁽¹⁾ H2 forecast upgraded in February '20 to a range of \$17.5M - \$18.5M (\$35M - \$37M annualised) following successful integration of all acquisitions and improved organic growth.
 - Underlying EBITDA⁽¹⁾ H1 of \$7.2M, a \$8.8M increase half on half (only a partial contribution from acquisitions).
 - H2 FY20 will benefit from a full 6 months of ownership of recent acquisitions, fully integrated and delivering organic growth.

\$M p.a.	H1 EXIT RUN RATE	H2 EXIT RUN RATE ⁽²⁾
Revenue	\$68.9	\$75.4
Gross Margin	\$54.8	\$61.6
EBITDA (Underlying)	\$33.0	\$38.0-\$40.0

(1) Underlying EBITDA excludes share based payments and acquisition costs required to be expensed.

(2) Expected June 2020 result, annualised.

HIGHLIGHTS OF CY19 & H1 FY20 CONTINUED



GROSS MARGIN RUN RATE INCREASES FROM 78.2% H1 EXIT TO EXPECTED H2 RUN RATE EXIT OF 81.7%

- ▶ EBITDA Margin run rate increases from 47.1% H1 exit to 51.8% at expected H2 Exit (midpoint).
- ▶ Free Cash Flow (EBITDA less Capex) is forecast at \$13M for H2 2020, being 73% of midpoint EBITDA a result of high cash generation in Specialty Services Business Unit (BU) and attractive cash payback achieved on infrastructure investments in Wholesale & Infrastructure (W&I) BU.
- ▶ Capex H1 of \$2.1M – 84% growth capex supporting the organic growth in W&I BU. Expected capex in H2 2020 of \$4.8M (85% growth) based on healthy pipeline and full period of ownership of W&I.
- ▶ Compelled to recognise a Tax Benefit in H1 of \$5.4M from Accumulated Income Tax Losses as extent of profitability means certainty of recovery.

HIGHLIGHTS OF CY19 & H1 FY20 CONTINUED



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THE THREE BU'S (PILLARS) ARE ESTABLISHED TO ACHIEVE CONTINUED SYNERGISTIC AND ORGANIC GROWTH WITH SOUND BUSINESS PLATFORMS & STRONG MANAGEMENT TEAMS NOW IN PLACE

- Integration of acquisitions within the pillar and not across. Realising acquisition cost efficiencies and organic growth early after completion.
- Efficient Operating Model established for the Group with efficient Shared Service support of BU's led by outstanding management team.
- Balance Sheet positioning Group for continued growth with c \$33M cash and minimal debt of \$2M at low interest rate from SA Govt.
- W&I ports in construction + contracted ports will double the active ports forecast in H2 2020, providing continued assured organic growth.
- Specialty Services BU integration of 1300 Australia producing nearly 40% increase in the EBITDA achieved by previous owners. EBITDA is near cash. Gross margins >90% with minimal carriage revenue.
- Consumer & Business Enablement (CBE) wireless business facing challenges with technology shifts but fibre retail customer base achieving positive customer growth.

OUR FIRST YEAR

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ESTABLISHING THE BUSINESS MODEL



2019

FEB

JUNE

SEPT

OCT

2019

DEC



H1 FY20 – BUSINESS PERFORMANCE

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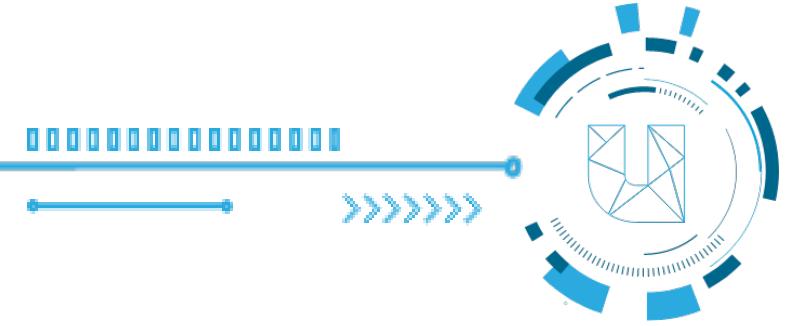
BASE PLATFORM OF GROWING BUSINESSES ACQUIRED
STRATEGIC PLAN IN PLACE



ACQUISITION	INTEGRATION	GROWTH	CAPABILITY
➤ Acquisitions to date fully funded through equity raised in 2019	➤ Integration of acquired businesses progressing well and benefits achieved earlier than expected	➤ Growing number of active and connected ports, contracted sites and increasing sales pipeline in W&I	➤ 1300 Australia acquisition to benefit from product capability in Specialty Services
HIGHLY EXPERIENCED BOARD AND EXECUTIVE TEAM NOW IN PLACE			

OUR BUSINESS

THREE PILLARS OPERATING AS 3 BUSINESS UNITS (BU)



WHOLESALE & INFRASTRUCTURE

Fibre Networks

- Builders
- Developers
- Strata
- Wholesale Access Networks

SPECIALTY SERVICES

Strong Growth Continuing in Specialty Inbound Services

- Small to Medium Business
- Corporate

CONSUMER & BUSINESS ENABLEMENT

Wireless & Fibre Broadband

- Consumer
- Small Business
- Third party Retailers

TODAYS
MARKET

TODAYS
BRANDS



INTEGRATION OF ACQUIRED BUSINESSES

OPERATING MODEL DRIVING SUCCESSFUL INTEGRATION



3 PILLARS STRUCTURE



Synergies

- Key principle - Integrate within the pillar, not across the pillar, resulting in achievement of acquisition synergies in quick timeframe



Organic Growth

- Dedicated Sales & Marketing, Support & Operations within each business enables each business to focus on organic growth



Efficiencies

- Shared Services – Group functions consolidated to deliver operational efficiencies across the board

FINANCIAL RESULTS



KEY FINANCIALS – PROFIT & LOSS



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FY20 1ST HALF GROUP PERFORMANCE :

In A\$Millions, unless otherwise stated	FY20 (H1)	FY19 (H1)	Movement
Revenue	22.0	3.1	+18.9
Gross margin	14.6	2.2	+12.4
SGA	(7.4)	(3.8)	(3.6)
EBITDA(u)⁽¹⁾	7.2	(1.6)	+8.8
<i>EBITDA(u) ⁽¹⁾ %</i>	33%	(52%)	+85%
Less: Acq costs & Share Based Exp	(4.9)	(4.0)	(0.9)
EBITDA (reported)	2.3	(5.6)	+7.9
NPAT (reported)	5.1	(7.2)	+12.3

Note: Financials presented above are based on actual H1 results for all BU's.

(1) EBITDA(u) refers to the underlying result before acquisition costs and share based expenses.

(2) Segment reporting to be adopted for the June 2020 financial statements.

FY20 1ST HALF PERFORMANCE BY PILLAR:

In A\$Millions, unless otherwise stated	FY20 (H1) Performance					
	CBE	W&I	Speciality Services	Combined	Elimination	Consolidated
Revenue	12.1	6.6	6.2	24.9	(2.9)	22.0
Gross margin	5.1	5.4	4.1	14.6	-	14.6
<i>Gross margin %</i>	42%	82%	66%	59%	-	66%
SGA				(7.4)	-	(7.4)
EBITDA(u)⁽¹⁾				7.2	-	7.2
<i>EBITDA(u) ⁽¹⁾ %</i>			(2)	29%	-	33%
CAPEX						(2.1)
FCF (EBITDA(u) less CAPEX)						5.1

KEY FINANCIALS – BALANCE SHEET

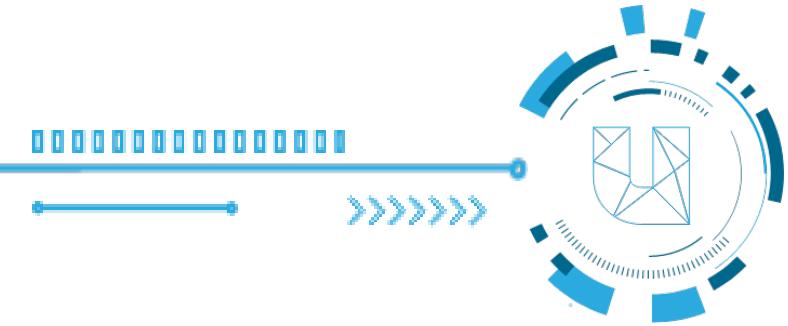


BALANCE SHEET – as at 31 December 2019

Balance Sheet	Dec-19	Jun-19	Variance
Cash at bank	\$33.6	\$19.1	\$14.4
Trade receivables	\$4.7	\$1.5	\$3.2
Other current assets	\$4.3	\$1.7	\$2.6
Trade & Other payables	(\$10.0)	(\$4.7)	(\$5.3)
Other current liabilities	(\$6.1)	(\$1.9)	(\$4.1)
Net current tangible assets	\$26.5	\$15.7	\$10.8
Property, Plant & equipment	\$45.8	\$8.1	\$37.8
Bank Debt	(\$2.1)	(\$2.5)	\$0.4
Deferred consideration	(\$7.8)	(\$9.0)	\$1.2
Other	(\$9.4)	(\$7.3)	(\$2.1)
Net Tangible assets	\$53.1	\$5.0	\$48.1
Intangible assets	\$206.7	\$20.9	\$185.7
Net Assets	\$259.7	\$25.9	\$233.8

- Cash at bank has increased due positive operating cash flow and equity raisings in the second half.
- Property, Plant & Equipment of \$45.8M increasing by \$37.8M mainly due to acquisitions and investment in fibre networks.
- Net current tangible assets at \$26.5m, up from \$15.7m in June.
- Deferred consideration includes payments outstanding in respect of various acquisitions.
- Bank debt is loan from SA Govt of \$2.1m.
- Net Tangible Assets (NTA) up \$48.1m to \$53.1m.
- Net cash of \$31.5m.

KEY FINANCIALS – CASH FLOW



CASH FLOW POSITION – as at 31 December 2019

CASHFLOW (\$M)	Dec-19	Jun-19	Dec-18
Receipts from customers	\$25.5	\$11.8	\$3.2
Payments to suppliers and employees	(\$21.9)	(\$10.3)	(\$5.6)
Finance costs and Other	\$0.0	\$1.3	(\$0.1)
Operating cash flows	\$3.6	\$2.8	(\$2.5)
Investing activities	(\$168.0)	(\$9.4)	(\$3.1)
Financing activities	\$178.9	\$24.7	\$5.8
Increase/(decrease cash)	\$14.5	\$18.1	\$0.2
Opening Balance	\$19.1	\$1.0	\$0.8
Closing Balance	\$33.6	\$19.1	\$1.0

- Operating cash flows from the Group improved from H2 FY19, even post acquisition costs paid in H1 FY20.
- CAPEX includes fibre deployment from the W&I business in the December quarter.
- Investing activities includes the cash payments for LBN, Open & 1300 Australia acquisitions of \$164m.
- Financing activities includes the two share placement and entitlement offers in H2, of \$185m less fees of \$6.1m.
- Cash balance increased by \$14.4m, to a closing balance of \$33.6m.

	Dec-19	Dec-18
Operating cash flow	\$3.6	(\$2.5)
Add back: Significant items	\$2.9	\$0.3
Working capital movement	\$0.6	\$0.6
EBITDA(u)⁽¹⁾	\$7.2	(\$1.6)
CAPEX	(\$2.1)	(\$1.4)
Free Cash flow	\$5.1	(\$3.1)
<i>FCF / EBITDA(u) %</i>		71%

(1) EBITDA(u) refers to the underlying result before acquisition costs and share based expenses.

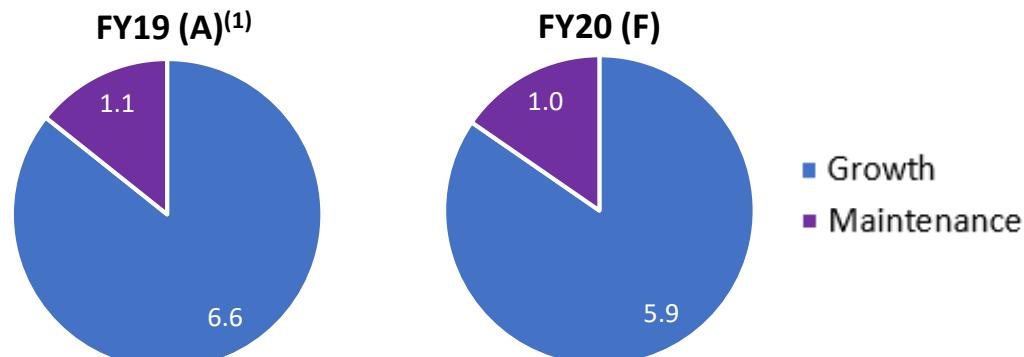
DISCIPLINED CAPITAL EXPENDITURE & PAYBACK METRICS



CAPEX: GROWTH & MAINTENANCE

(\$000's)	Q1	Q2	H1	H2(F)	FY20 (FY)
Growth CAPEX	\$199	\$1,564	\$1,763	\$4,100	\$5,863
Maintenance CAPEX & other	\$81	\$265	\$346	\$700	\$1,046
TOTAL	\$280	\$1,829	\$2,109	\$4,800	\$6,909

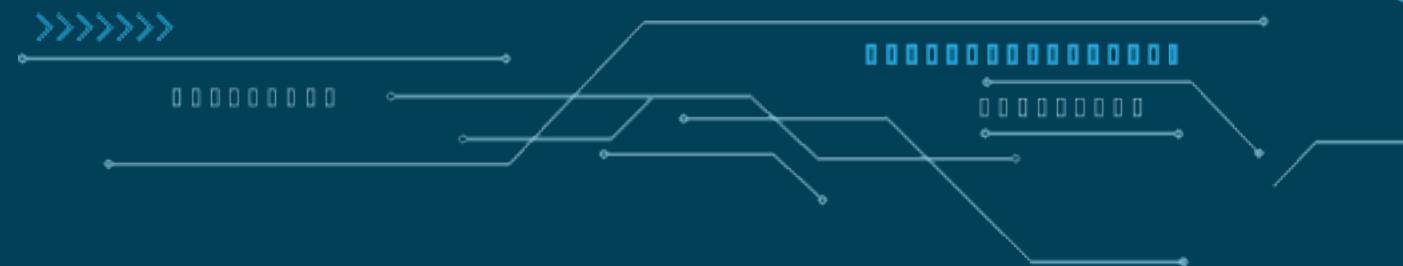
Capital Expenditure by Investment Category (\$M)



- H1 CAPEX spend of \$2.1m includes fibre deployment in Q2 from the W&I business. Circa 5,000 ports in construction in the quarter.
- Capex for fibre deployment increasing due to the strong pipeline of ports under construction and future contracted ports.
- Disciplined approach remains to capital allocation, ensuring appropriate payback ratios.

Note (1): FY19 CAPEX is on a proforma basis assuming all acquisitions, for comparative purposes

BUSINESS UPDATE



WHOLESALE & INFRASTRUCTURE (W&I) HIGHLIGHTS



SUSTAINABLE GROWTH

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➤ Business delivering sustained organic growth in annuity revenue. One off revenue H2 only 10.5% of total revenue.

➤ Five acquisitions fully integrated by early 2020. Annuity revenue growth 10.3 % expected across H2.

➤ Market leadership in the highly attractive Apartment segment. Poised to enter other build markets.

➤ Capitalising on adjacent service opportunities unique to the Apartment market – converged services/site access.

➤ Cost efficiencies from integration expecting EBITDA margins increasing from 55% at acquisition to 65% end of H2.

➤ Increased construction increased capex but W&I free cash flow after capex > 50% of EBITDA.

W&I – SUSTANTIAL BUSINESS GROWTH

ORGANIC GROWTH LOCKED IN – BILLED PORTS TO DOUBLE



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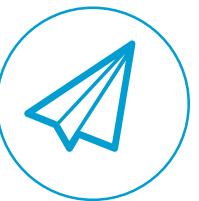
Connected **5,600** Ports in Q2
(includes only 2 months contribution from OPENetworks).



18,000 Contracted Ports and **19,000** Ports in Construction at December.



Connected Ports **63,500**
(excluding WA HFC) at **54%** utilisation.



Active ports **35,200** (including WA HFC 700) at December.

- Acquired – LBNCo, Pivot, Clublinks, Capital Fibre Networks and OPENetworks – **The Industry Consolidator.**
- Full integration of all acquisitions customers, systems, networks and staff well underway.
- Over 35 RSP's⁽¹⁾ available on our networks.
- Quality of earnings - ~90% of total revenue is recurring in nature.
- ARPU⁽²⁾ now \$48 (excluding acquisitions).

(1) RSP refers to Retail Service Provider

(2) ARPU means Average Revenue Per User per month



ATTRACTIVE BROADBAND MARKETS FOR GROWTH SIGNIFICANT OPPORTUNITY TO INCREASE MARKET SHARE

Attractive broadacre market represents incremental opportunity outside our current focus

Implement technology diversity to increase market share of greenfield. NBN currently 66% share.

- | | |
|--|---|
| <p>► Implement WiFi technology and support a Layer 3 enablement model + Layer 2.</p> | <p>► Pursue increased market share through enlarged salesforce and customer support automation.</p> |
| <p>► Look to expand into adjacent infrastructure build markets including brownfields and commercial.</p> | <p>► Unique ability to generate “adjacent” attractive returns from convergence.</p> |
| <p>► Fibre IP Backbone & PoP Opportunity.</p> | <p>► Regulatory changes uncertain but product and technology changes will enable adaption.</p> |

CHANGES TO REGULATORY LANDSCAPE



CURRENT BUSINESS MODEL CAN ADAPT TO CHANGE

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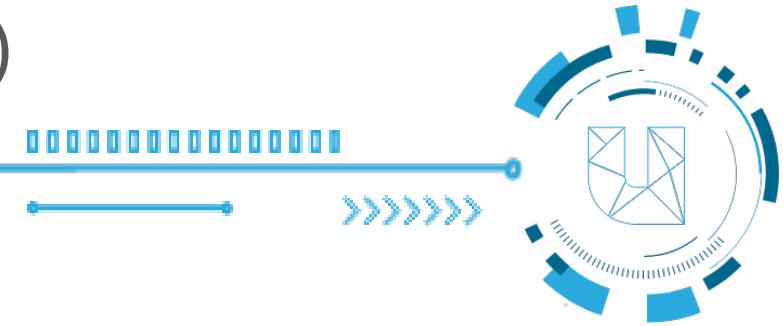


- Telco Reform Package introduced into Parliament on 28 November 2019
 - Functional separation permitted within proposed framework subject to ACCC approval for separation model.
 - Regional Broadband Scheme levy – to be implemented from 1 July 2020 (threshold applies).
 - SIP framework introduced.
- Consultation process commenced into the current Telecommunications in New Developments policy and proposed changes.
- Regulatory changes will influence future CBE business model.

CONSUMER & BUSINESS ENABLEMENT (CBE)

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IN H1 TRANSITIONED TO A SPECIALISED CHANNEL
ENABLEMENT MODEL



Foundation laid for a new channel enablement model to support W&I and leverage infrastructure.



Investments in infrastructure can support enablement demand in established markets such as retailers, aligned communities and interest groups.



Initiate digital transformation and adoption of technology to deliver an enablement platform to serve our enabler/wholesale customers.



Deliver best in class partner and end user experience through motivated teams, process automation, self serve capability for enablers.



Proposed legislative changes may lead to change in CBE business model, with prospect of functional separation (ACCC approval) and potential impact of Regional Broadband Services levy.

PRODUCTS, PLANS AND PRICES (CBE)

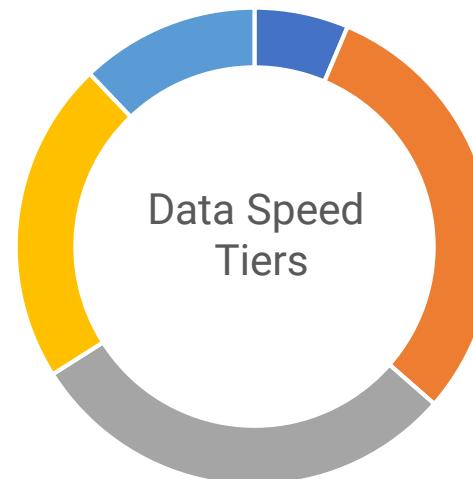


AS DATA USAGE GROWS CUSTOMERS ARE MOVING TO HIGHER SPEED TIER PLANS BUT INCREASED QUOTAS MUST BE SUPPORTED BY BEST IN CLASS SERVICE AND COMPETITIVE PRICING

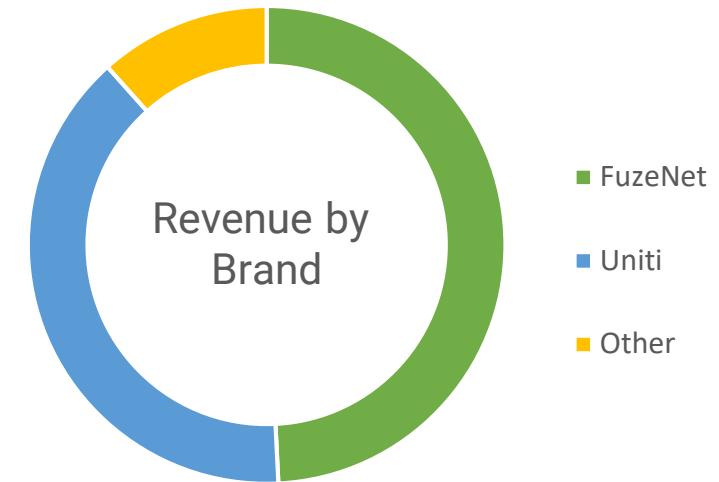
- ▶ Simplified product and experiences for our enablers and direct business customers.
- ▶ Accommodating demand in higher speed tiers: offering up to 250Mbps.
- ▶ Rationalised product suite supporting higher margin products and the right product mix.



■ Fibre Off-Net
■ Fibre On-Net
■ Wireless On-Net



■ 12 Mbps
■ 25 Mbps
■ 50 Mbps
■ 100 Mbps
■ Other



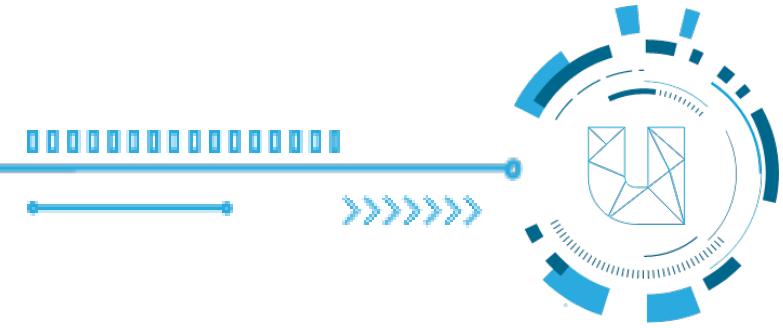
■ FuzeNet
■ UniFi
■ Other

All data as of the 18th Feb 2020

WHAT WE DO (CBE)

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FOCUS ON ALTERNATIVE NETWORKS TO NBN



Fixed Wireless

- High quality performance alternative to nbn FTTN.
- Replacing legacy wireless with new wireless leveraging on-net presence.
- On Net Fibre Sites: new wireless, new market segments & enablement.



Fibre Enablement

- Higher margin- enablement increases group margin.
- Leverage on-net points of presence (POP).
- Enablement model to facilitate 3rd party access to points of presence.



Resold Services

- Resold Private Fibre Preferred- nbn is by default only.
- Become RSP of choice for fibre access network owners.
- Evaluating cellular fixed wireless to bridge the utilisation gap.

SPECIALITY SERVICES – BUSINESS COMPOSITION

A VIRTUAL INFRASTRUCTURE BUSINESS



Communications Integration

- Communications Platform-as-a-Service ("CPaaS").
- Modern inbound voice (including: 13, 1300 & 1800) & business-grade SMS services.
- Extensive IP to deliver advanced data analytics.
- Strategic focus on Call Tracking, Programmable Communications API's & service Communications Cloud Platform.



Inbound Voice – SME & SOHO

- Communications Platform-as-a-Service ("CPaaS").
- Inbound voice services (including: 13,1300 & 1800) & call tracking solutions.
- Accurately track inbound traffic sources & keywords.
- Delivering services to small businesses & small-office home-office businesses (SOHO's), procured primarily via proven digital marketing channels.

Phonewords Specialist

- Australia's leading Phonewords & premium numbers operator.
- ~4,500 leased Phonewords assets. 7000+ 'warehoused' readily-available inventory.
- Product provides increased marketing & sales effectiveness, increased response rates to marketing campaigns & brand recognition.
- Delivering services for large corporate/enterprise/government to small & medium enterprises (SME's).

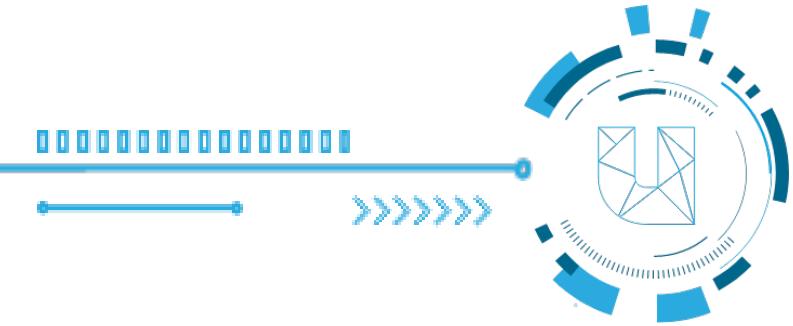
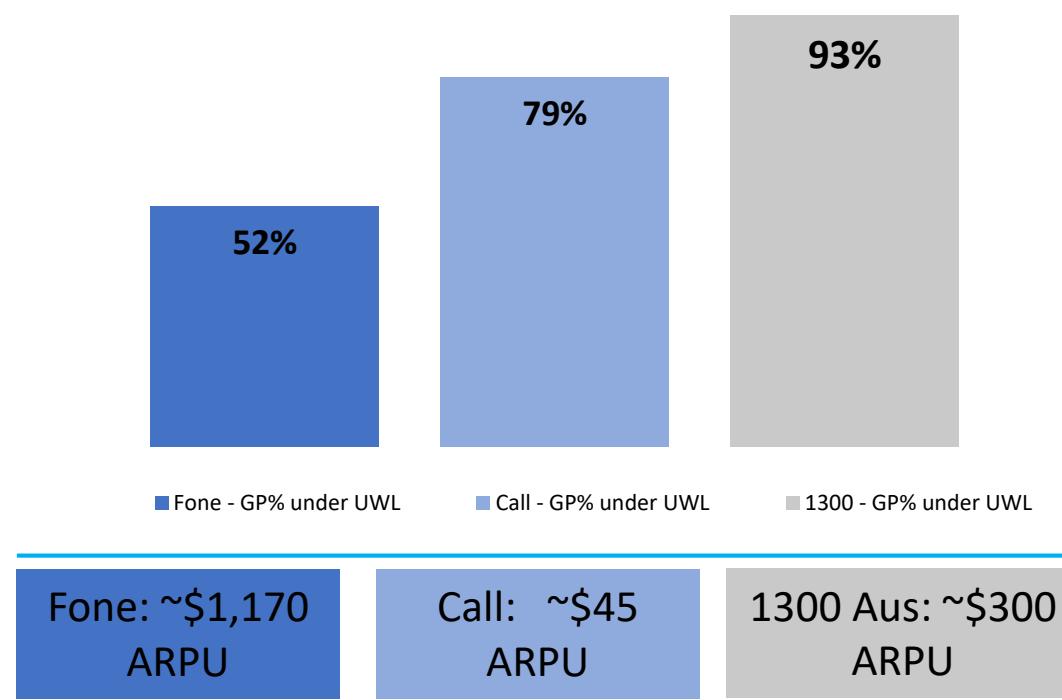


1300AUSTRALIA
A better business connection

SPECIALITY SERVICES = HIGH MARGINS

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SIGNIFICANT ORGANIC GROWTH



- Fone and Call Dynamics organic growth since acquisition 8.6% revenue growth in H1. 1300 Australia followed this trend in the early months.
- Blended gross margins >80% with addition of 1300 Australia. ~ 60% before acquisition. Increased carriage will lower margin % but increase margin \$.
- All businesses within the Specialty Services pillar have maintained and improved strong ARPU's for their niche.
 - Fone larger ARPU due to focus on range of services to larger customers. Call focus is providing Inbound services smaller customers. 1300 ARPU mainly leased numbers.
 - Blended EBITDA margin >60% resembles infrastructure based margins. Virtual infrastructure.
 - Cash generation superior to infrastructure >95% free cash – minimal capex requirement.

OVERVIEW OF 1300AUSTRALIA

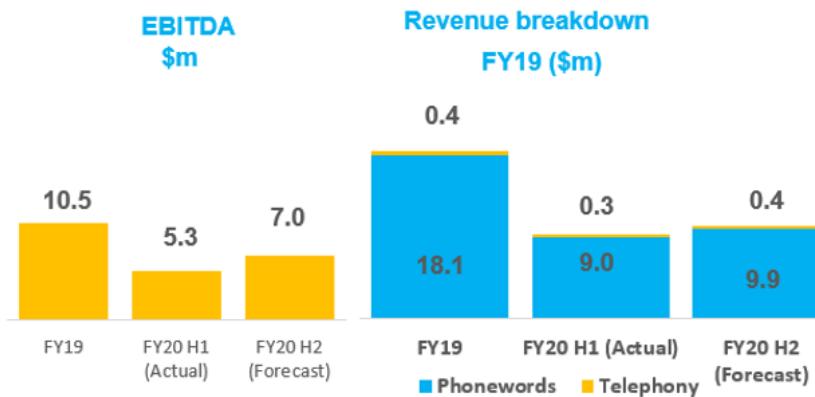
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SUBSTANTIAL EARNINGS INCREASE UNDER UNITI OWNERSHIP

- Founding & leading Phonewords operator in Australia.
- c. 7,000 Phonewords & premium numbers in inventory. Future scope for growth inserted into existing Fone/Call Dynamics sales and marketing channel. Fone/Call Dynamics telephony products to be cross sold to 1300A customer base @ 50% margin.
- Established, successful marketing alliance with Telstra (formerly the 80% shareholder of 1300 Australia).
- Significant growth opportunities via deployment of owned number inventory and addition of Voice & SMS services. Combined BU customer base of 8000+ SMB, Corporate/Enterprise & key dealer/reseller network to have access to converged products.
- Realisable synergies / efficiencies implemented immediately with further operational efficiencies available over the short to medium term, including further automation of technology support platforms.



FINANCIAL SUMMARY



4500+ active customers,
expecting H2 \$19m+ revenue & EBITDA of ~\$14m
(p.a.) with >95% free cash flow (EBITDA-capex)

OUTLOOK



FY20 H2 OUTLOOK



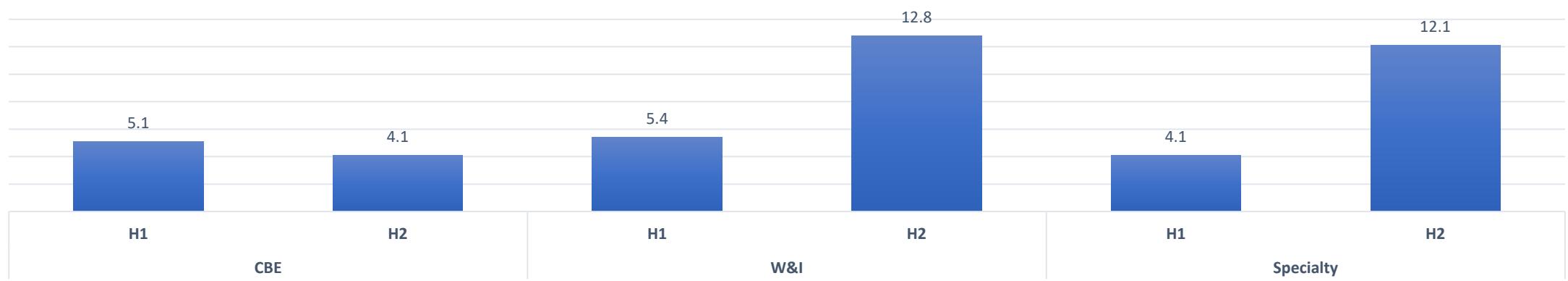
FY20 2ND HALF PERFORMANCE BY PILLAR

In A\$Millions, unless otherwise stated

	FY20 (H2) OUTLOOK					
	CBE	W&I	Speciality Services	Combined	Elimination	Consolidated
Revenue	11.8	14.9	14.9	41.6	(6.0)	35.6
Gross margin	4.1	12.8	12.1	29.0	-	29.0
<i>Gross margin %</i>	35%	86%	81%	70%	-	81%
EBITDA (u)⁽¹⁾	17.5 – 18.5		-	17.5 – 18.5		
<i>EBITDA (u) (1) %</i>	43% ⁽²⁾		-	51% ⁽²⁾		

Gross Margin (\$ million)

- Reduced CBE margin due to wireless churn, lower margin NBN replacement, increased wholesale charges.
- Elimination is intercompany charges between BU's W&I to CBE for resale of W&I network.
- Gross margin (before eliminations) increases to 70% of revenue H2 compared to 59% in H1.
- EBITDA margin increases to 51% of revenue H2 compared to 33% in H1.
- Margin increases attributable to benefits of acquisition synergies, organic growth post acquisition and strong profitability of acquisitions on all metrics.



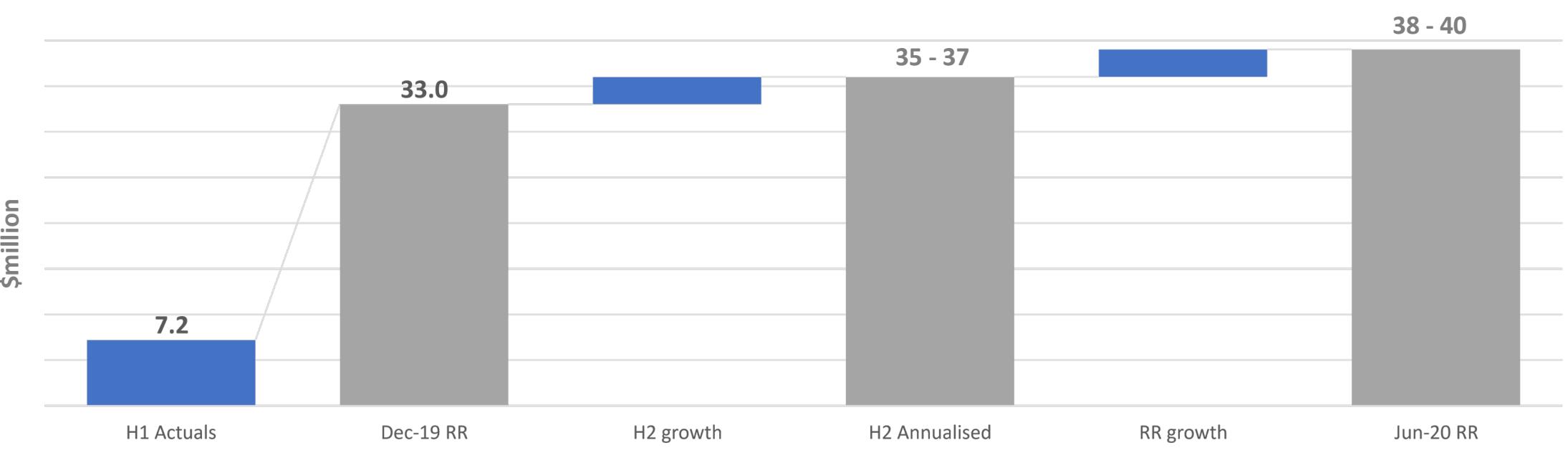
(1) EBITDA(u) refers to the underlying result before acquisition costs and share based expenses.

(2) Percentage calculated based on mid-point of range.

EBITDA RUN-RATE BRIDGE



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Note: Financials presented above represent the underlying EBITDA for the following periods:

- (1) H1 actuals, as reported in this half
- (2) Dec-19 RR, represents December 2019 month annualised
- (3) H2 annualised, H2 Outlook as reported to market on 17 February 2020
- (4) Jun-20 RR, represents June 2020 month annualised.

APPENDIX



SHARE REGISTER SNAPSHOT



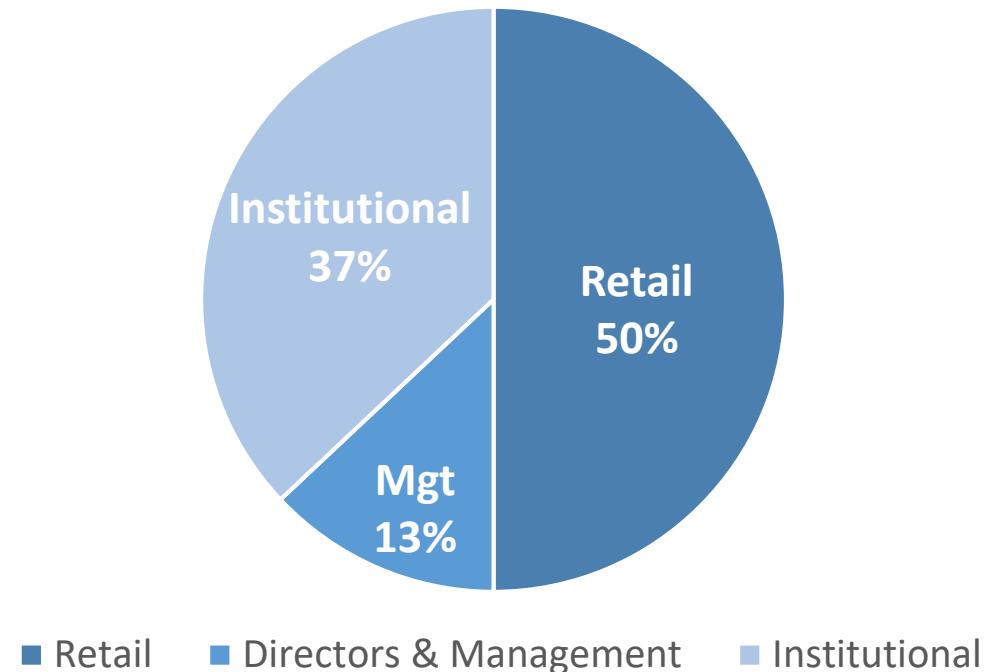
CURRENT CAPITAL STRUCTURE

Shares outstanding	323.8m
Options (at various prices)	19.4m
Existing cash as at 21 Feb 2020	\$33.6m
<u>Director and Executive shareholding</u>	
Graeme Barclay (Chairman)	4.2m
Kathy Gramp (Non-Executive Director)	0.5m
John Lindsay (Non-Executive Director)	0.5m
Vaughan Bowen (Executive Director)	8.0m
Michael Simmons (MD & CEO)	5.4m
Jordan Grives (CE – Speciality Services)	12.7m
Stephen Picton (CE – W&I)	10.2m

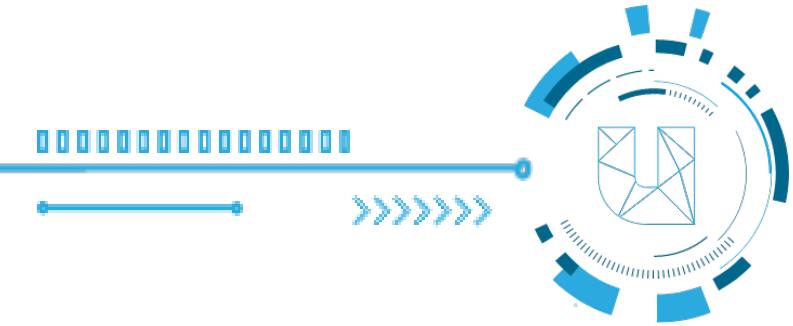
REMAINING ESCROWED SHARES

Escrow Type	Release Date	Shares Escrowed
Voluntary	31/05/2020	489,050
Voluntary	18/07/2020	6,278,029
Voluntary	31/10/2020	1,668,786
ASX	13/02/2021	24,643,028

CURRENT SHAREHOLDER BREAKDOWN



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