



November 2023

Annual General Meeting

Whispir Limited



Important notice and disclaimer

This presentation is provided for information purposes only. The information in this presentation is in a summary form, does not purport to be complete and is not intended to be relied upon as advice to investors or other persons. The information contained in this presentation was prepared by Whispir Limited (Whispir or Company) as of its date, and remains subject to change without notice. This presentation has been provided to you solely for the purpose of giving you background information about Whispir.

Forward-looking statements

This presentation may include forward-looking statements. Such statements can generally be identified by the use of words such as 'may', 'will', 'expect', 'intend', 'plan', 'estimate', 'anticipate', 'believe', 'continue', 'objectives', 'outlook', 'guidance', 'forecast' and similar expressions. Indications of plans, strategies, management objectives, sales and financial performance are also forward-looking statements.

Such statements are not guarantees of future performance, and involve known and unknown risks, uncertainties, assumptions, contingencies and other factors, many of which are outside the control of Whispir. No representation is made or will be made that any forward-looking statements will be achieved or will prove to be correct. Actual results, performance, operations or achievements may vary materially from any forward-looking statements. Circumstances may change and the contents of this presentation may become outdated as a result. Readers are cautioned not to place undue reliance on forward-looking statements and Whispir assumes no obligation to update such statements.

No representation or warranty, expressed or implied, is made as to the accuracy, reliability, adequacy or completeness of the information contained in this presentation.

Past performance

Past performance information given in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance.

Information is not advice or offer of securities

This presentation is not, and is not intended to constitute, financial advice, or an offer or an invitation, solicitation or recommendation to acquire or sell Whispir shares or any other financial products in any jurisdiction and is not a prospectus, product disclosure statement, disclosure document or other offering document under Australian law or any other law. This presentation also does not form the basis of any contract or commitment to sell or apply for securities in Whispir or any of its subsidiaries. It is for information purposes only.

Whispir does not warrant or represent that the information in this presentation is free from errors, omissions or misrepresentations or is suitable for your intended use. The information contained in this presentation has been prepared without taking account of any person's investment objectives, financial situation or particular needs and nothing contained in this presentation constitutes investment, legal, tax or other advice. The information provided in this presentation may not be suitable for your specific needs and should not be relied upon by you in substitution of you obtaining independent advice. Subject to any terms implied by law and which cannot be excluded, Whispir accepts no responsibility for any loss, damage, cost or expense (whether direct, or indirect, consequential, exceptional or special damages including but not limited to loss of revenue, profits, time, goodwill, data, anticipated savings, opportunity, business reputation, future reputation, production or profit, any delay costs, economic loss or damage) incurred by you as a result of any error, omission or misrepresentation in this presentation.

Preparation of information

All financial information has been prepared and reviewed in accordance with Australian Accounting Standards. Certain financial data included in this presentation is 'non-IFRS financial information'. The Company believes that this non-IFRS financial information provides useful insight in measuring the financial performance and condition of Whispir. Readers are cautioned not to place undue reliance on any non-IFRS financial information including ratios included in this presentation.

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

The views expressed in this presentation contain information that has been derived from publicly available sources that have not been independently verified. No representation or warranty is made as to the accuracy, completeness or reliability of the information. This presentation should not be relied upon as a recommendation or forecast by Whispir. Market share information is based on management estimates except where explicitly identified.

No liability or responsibility

The information in this presentation is general in nature and is provided in summary form and is therefore does not purport to be complete.

To the maximum extent permitted by law, Whispir and each of its affiliates, directors, employees, officers, partners, agents and advisers and any other person involved in the preparation of this presentation disclaim all liability and responsibility (including without limitation, any liability arising from fault or negligence) for any direct or indirect loss or damage which may arise or be suffered through use or reliance on anything contained in, or omitted from, this presentation. Whispir accepts no responsibility or obligation to inform you of any matter arising or coming to their notice, after the date of this presentation, which may affect any matter referred to in this presentation.

This presentation should be read in conjunction with Whispir's other periodic and continuous disclosure announcements lodged with ASX.



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

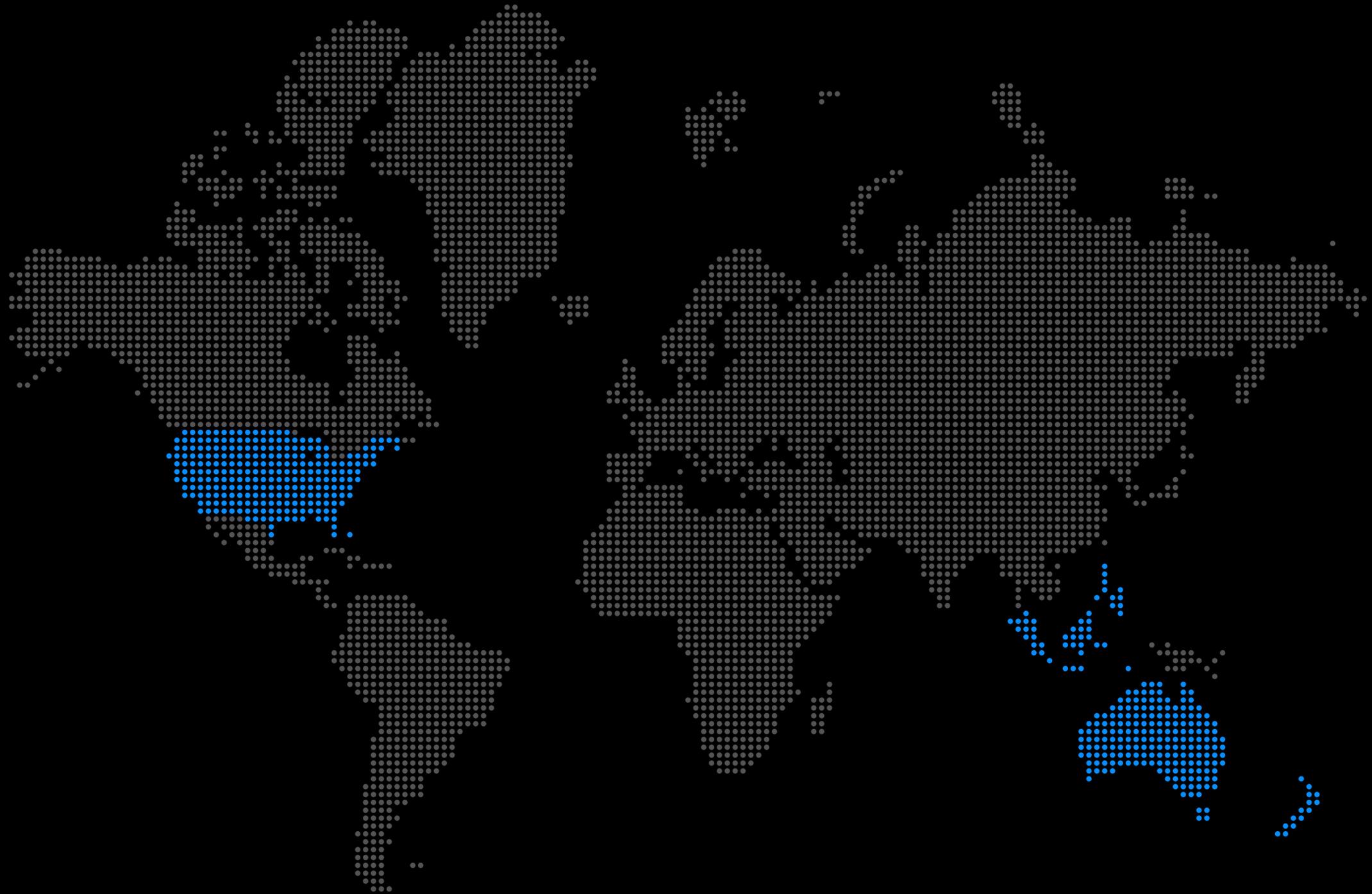


Whispir Today

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.”***

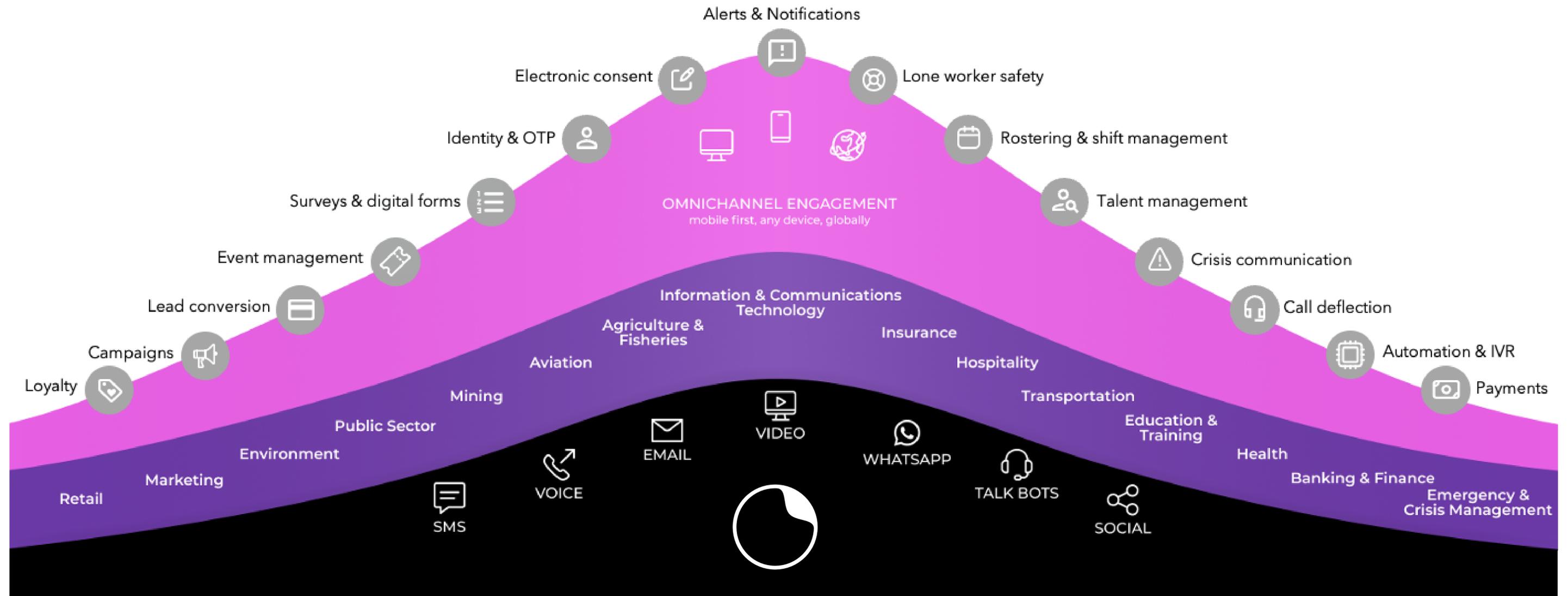
*Communications Platform as a Service

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



Use Cases that Drive our Customers' Journey

For personal use only





Messaging value through trust, engagement and execution

Any Volume

Any Channel

Any Region

Every Time

Reach the right audience and brand every campaign with **compliance & trusted identity**

SEND ID

LONG VIRTUAL NUMBER

SHORT CODE

ALIAS MANAGER

YOUR BRAND

Dear Ben,
Congratulations! You have been shortlisted to be interviewed for the position of Solutions Architect at Whispir Singapore office.
<https://hiring.whispir.com/s/c4krXm7a>

REPLY TO

WABA BRAND

Hyper-personalise every touchpoint across all your channels to **optimise delivery & engagement**

FULL NAME

API DATA SOURCE

EMAIL ADDRESS

Custom Template

Drag & Drop

CONTACT'S PREFERRED CHANNEL

Execute business services within message-driven workflows to **maximise your returns**

Payment Collection

Ordering & Dispatch

Schedules & Reminders

Quotes & Agreements

Electronic Consent

For personal use only



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



For personal use only

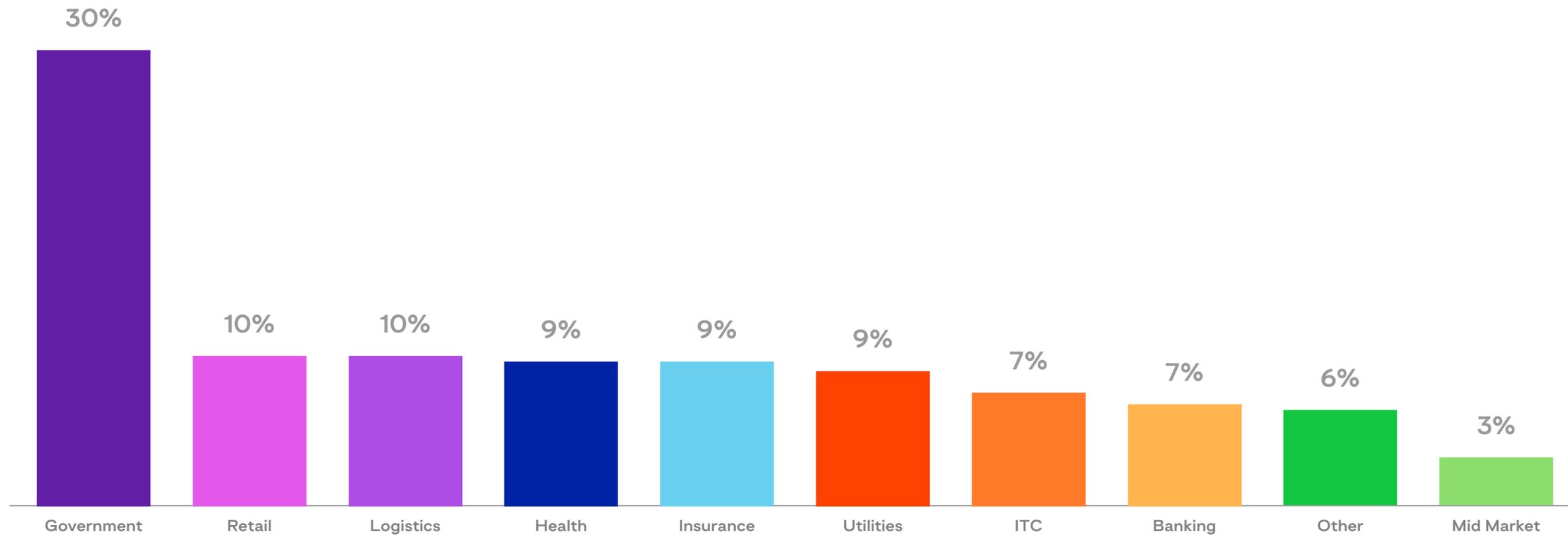


Whispir is diversified across industries

Customer diversity de-risk growth plans

For personal use only

Percentage of Revenue as at Q3 FY23





FY23 Achievements

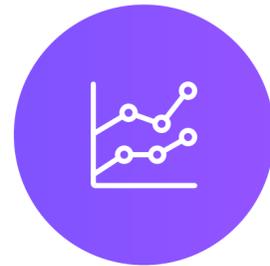
In FY23 Whispir focused on shoring up its financial position & right-sizing the business whilst not forsaking innovation – providing a solid platform for growth ahead



Asia Revenue Growth Accelerates



Continued Innovation



Gross Margin Improvement



Right-sized the Business



Secured Debt Funding

19% revenue growth in Asia (YoY)

R&D spend not sacrificed >27% revenue

From cost efficiency gains

Delivering savings >\$20m p.a.

\$7.5m debt facility

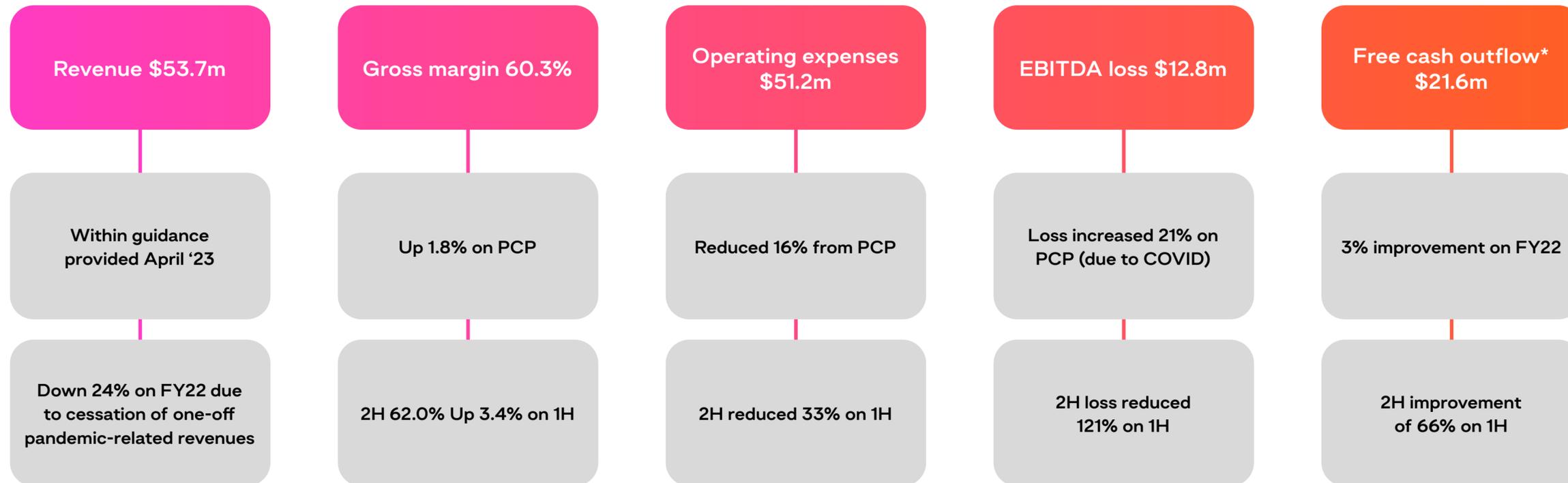
For personal use only



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

For personal use only



*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

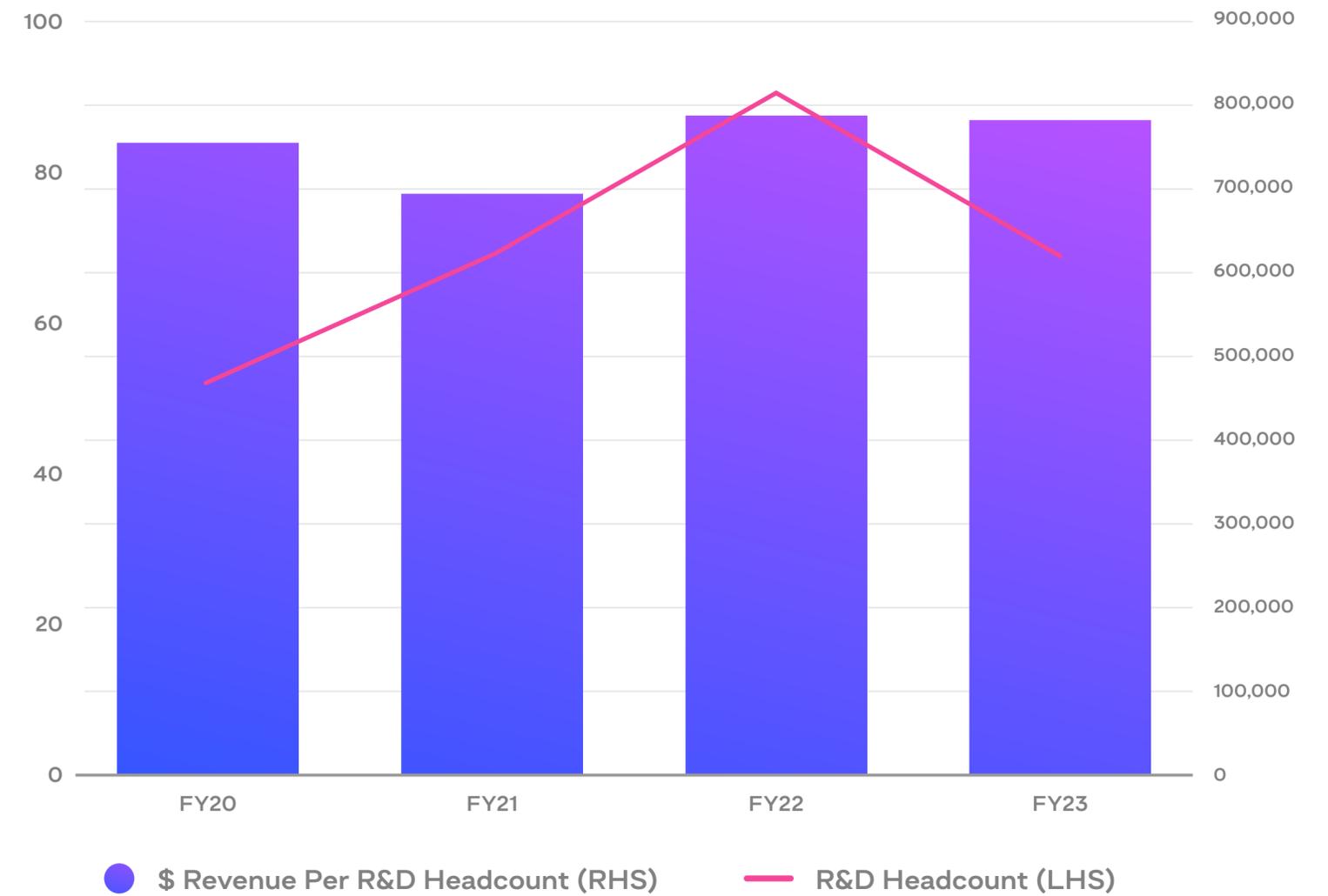


\$0.75m of revenue is generated per R&D employee annually

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

*Since listing June 2019

Revenue per R&D Employee

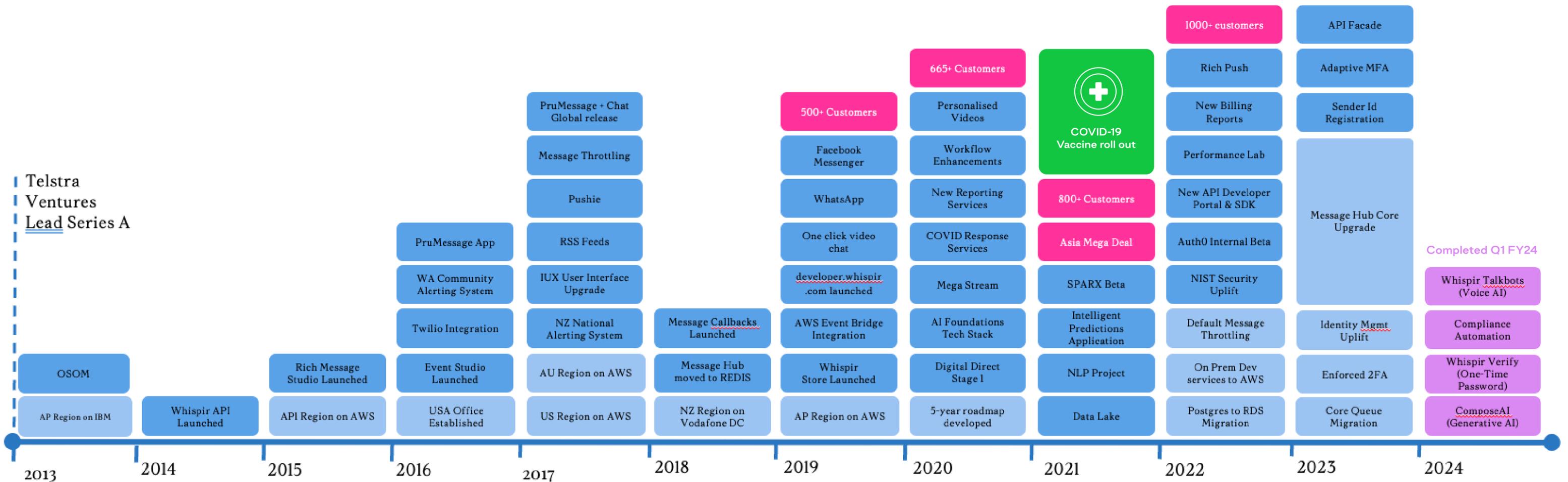




Whispir platform development milestones

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

For personal use only

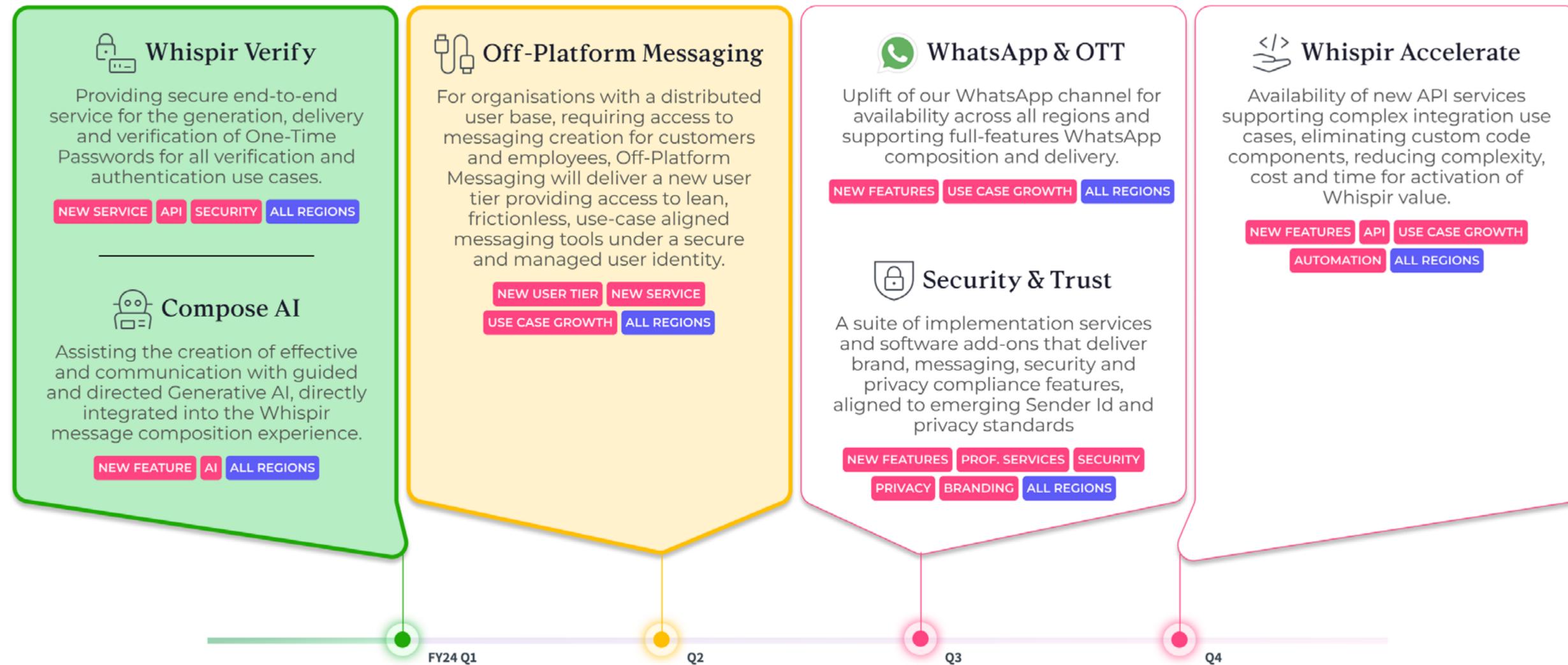




Rapid roll out of new product innovations

Four major releases targeting revenue diversification and growth

For personal use only





Recent Financings Contribute \$4.09M

For personal use only

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

For personal use only



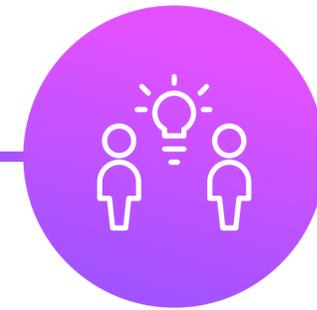
Additional automated billing



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

For personal use only

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

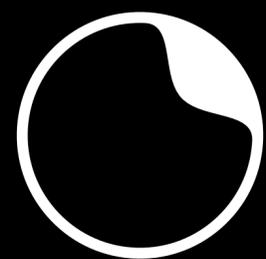
VP Global Strategic Partnerships

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.



whispir