Morgans Australia Conference

8 October 2014

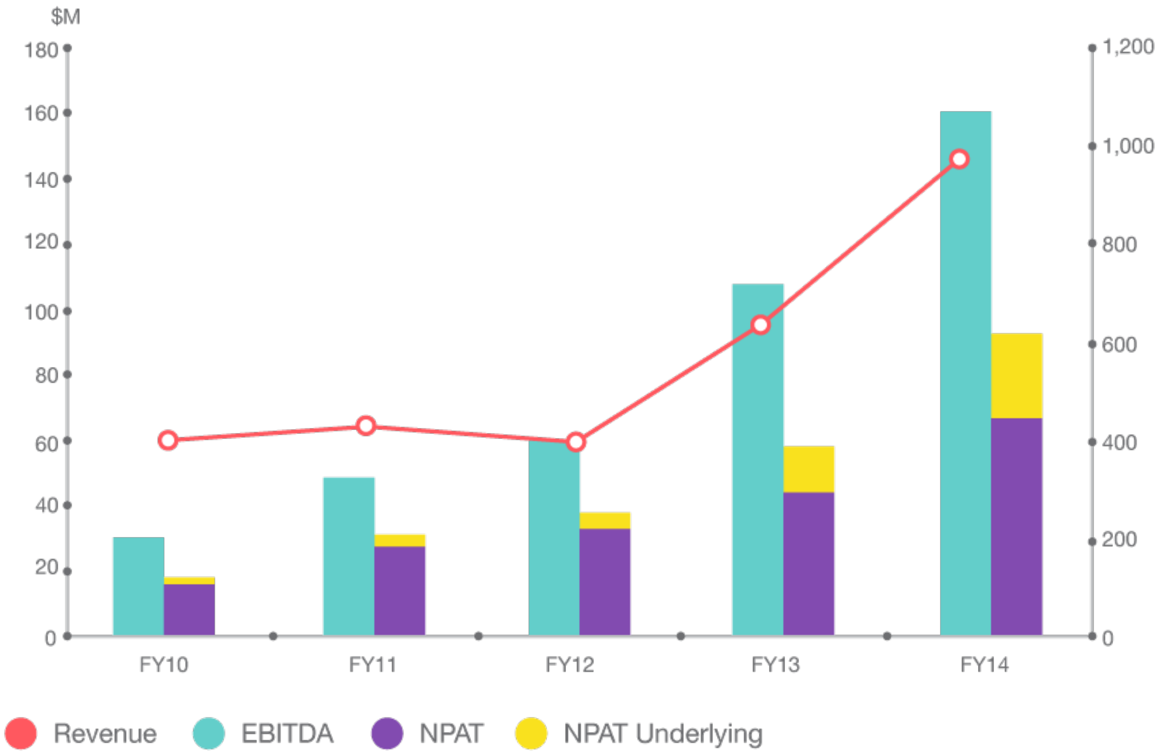
Geoff Horth, CEO

Presentation Content

- Record Growth & Profit
- Business Update
- FY15 & Beyond

Record Growth & Profit

Growth in all key measures



1) Underlying NPAT includes an add-back of a non-cash cost of $26.2 million for amortisation ($14.6 million in previous corresponding period) associated with customer contracts acquired in the relevant period (in accordance with Australian Accounting Standards)

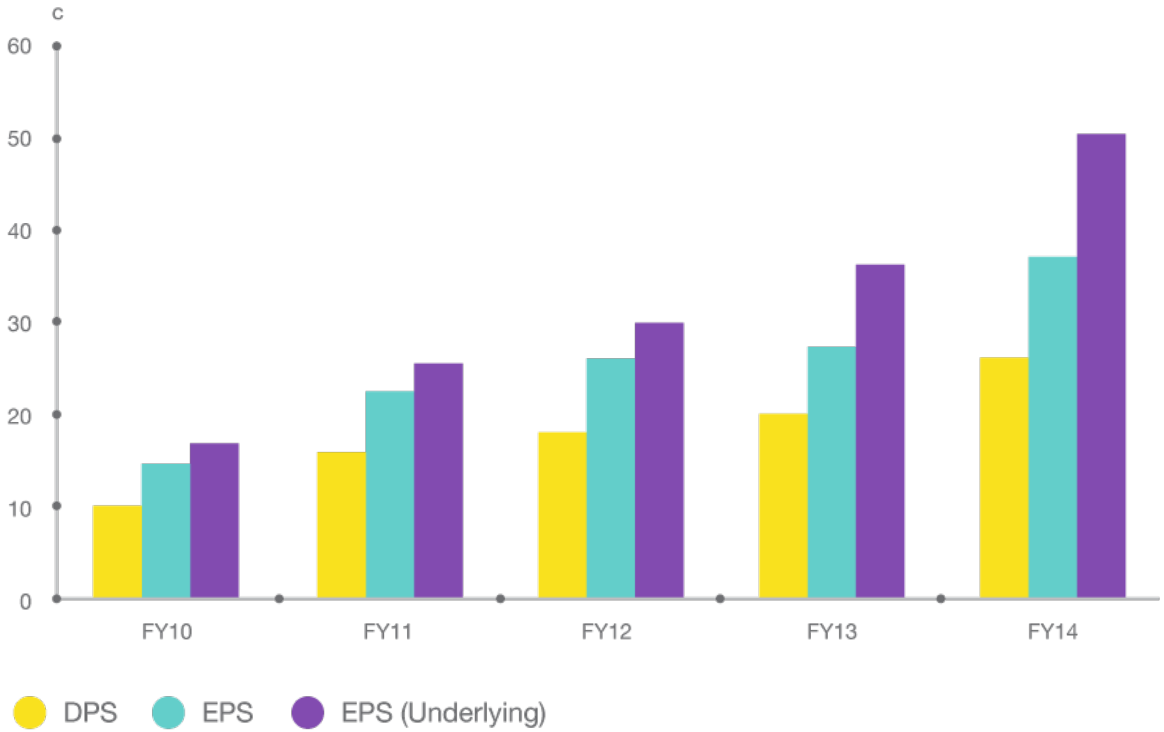
Revenue up 50% to
$1.02 billion

EBITDA up 48% to
$160.1 million

NPAT up 53% to
$67.1 million

NPAT (underlying) up 60% to
$93.3 million

Growth in EPS & DPS



1) Underlying EPS includes an add-back of a non-cash cost of $26.2 million for amortisation ($14.6 million in previous corresponding period) associated with customer contracts acquired in the relevant period (in accordance with Australian Accounting Standards)

Fully franked final dividend
14.5 cents per share

Cash dividend yield of **4.5%**

Earnings per share up
36% to 37.3 cents

Total FY14 dividend, fully franked,
26 cents per share,
An increase of 30% on FY13

All figures at 30 June 2014

Outstanding organic growth

Net growth in FY14 of 121,000 services (an increase of 8%)

SIOs ('000s)	FY14	FY13	%Change
Fixed Voice	773	730	⬆ 6%
Mobile	225	254	⬇ -11%
Broadband	482	412	⬆ 17%
Energy	93	56	⬆ 66%
Total	1,573	1,452	⬆ 8%

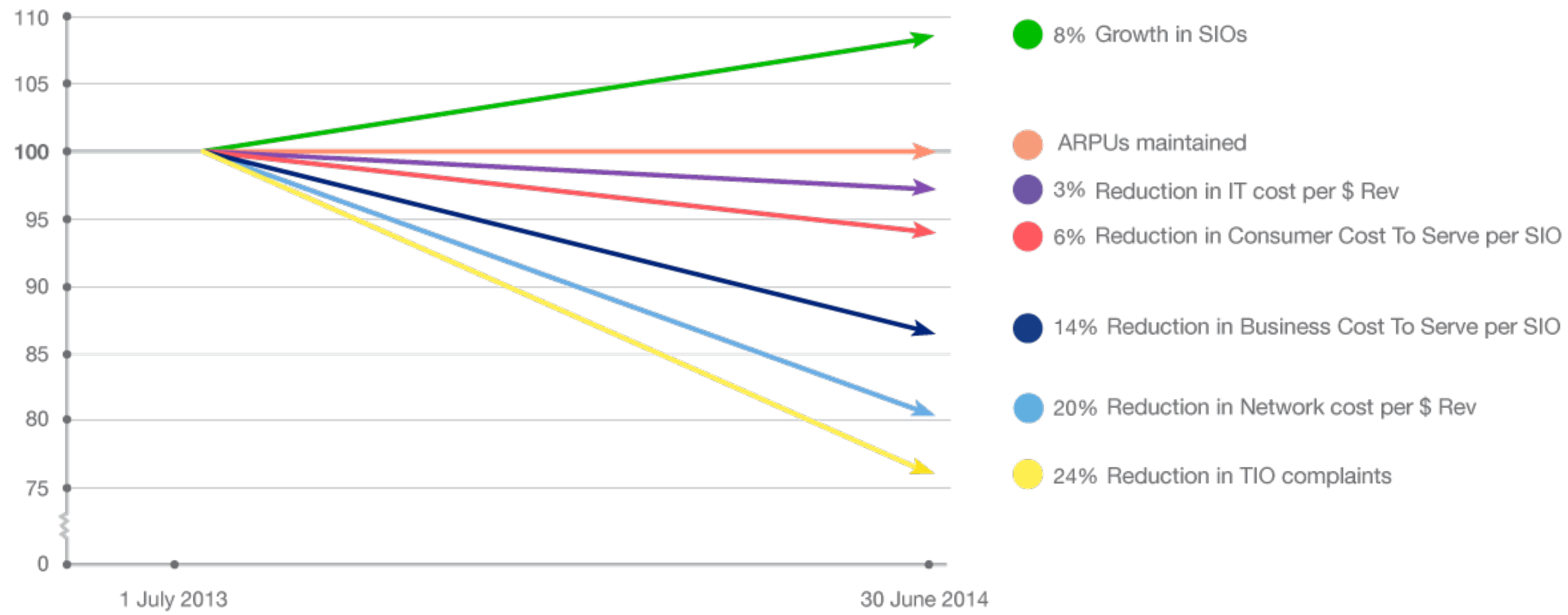
- Broadband and Energy are M2's fastest growing products
- Energy is providing an exciting new growth business for M2
- Mobile returned to growth in Q4
- Business segment exhibited growth in H2

Growth momentum is forecast to be carried into FY15

Focussed on Growth & Efficiency

Driving subscriber growth while improving efficiency and customer experience

Indexed view of key earnings efficiency measures



Business Update

Consumer Segment Strategy

One call – Connect & Save with Dodo

Proven brand proposition that can be extended to other utilities and products:
- Increase ARPUs
- Improve customer retention
- Enhance brand perception

Low Cost To Serve
- Sustain reseller margins
- 'Match fit for NBN'

Low Cost To Acquire
Large, scalable sales organisation

Excellent growth profile with further opportunities to accelerate through Dodo Kiosk expansion

Continue gains in Customer Experience with variety of service options online and in person at Kiosks

Planned extensions to services portfolio. Anticipate one new service launch.

New 4G mobile plans launched

- Market leading post paid, sim only plans with no contract options
- Leveraging Pendo to create great value 4G device bundles
- Simple, data focussed plans to meet market demands

Dodo TV with Fetch

Not available in all areas. Active Phone service required. Minimum cost $1026.60 over 24 mth incl. set-up. Pick up hardware from Dodo (Vic, Clayton) or $24.90 p&h. TV not included. * Customers must downgrade from Entertainment Plus via Account Management before end of 1st mth or will be charged an extra $20 per month.

- Market leading offer with flexible options
- Best in class PVR – improve your free-to-air home viewing experience
- Increasing bundling opportunities and customer retention without margin erosion

Business Segment Strategy

Commander Saves Business

Simple communication and energy solutions to save businesses time and money.

Bundle and Save
Telco + Energy
Exclusive Power Bundle

NBN-Ready
Voice and Data Solutions

Commander Mobile Showroom

M2 GROUP

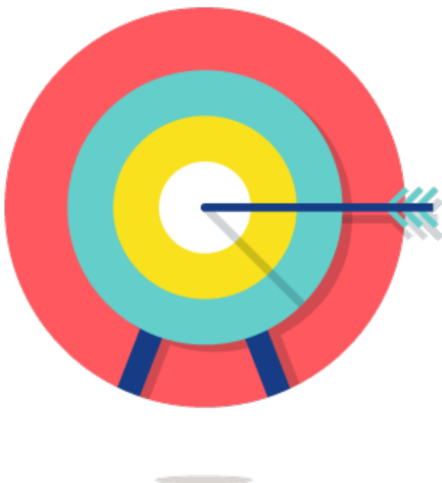
Mobile showroom travelling to high-traffic areas in regional Australia

COMMANDER
SAVES BUSINESS

Launching Commander Field Sales Team 20 October 2014

FY15 and Beyond

The Year Ahead



The Growth Platform

- Continued focus on improving our business
- Leverage technology to reduce Cost To Serve and enhance customer experience
- Invest in talent and leadership development
- Expand NBN footprint

The Growth Agenda

- Accelerate Dodo Kiosk rollout
- ✓ Progress Pay TV product delivery
- Consider further additions to Dodo product portfolio
- ✓ Expand Commander sales channels
- ✓ "Commander Saves Business" campaign extension

FY15 Guidance

REVENUE	NPAT	CAPEX
8-9%	15-20%	2.5%
growth	growth	of revenue

COMMANDER engin iPRIMUS dodo

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Words such as "anticipates," "expects," "intends," "plans," "believes," "seeks," "estimates," "guidance" and similar expressions are intended to identify forward-looking statements.

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Questions

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