



23 August 2011

**Media Release - BigAir Group Limited (ASX:BGL)
Full Year Results for Year Ending June 30, 2011 (FY11)**

**BigAir delivers record underlying EBITDA¹ of \$5.4 million,
an increase of 69% versus the previous year**

BigAir Group Limited ("BigAir") delivered record full year revenue of \$15.5 million in FY11 which is an increase of 105% versus the \$7.6 million Full Year Revenue recorded in FY10. The Company also delivered record underlying EBITDA profit for FY11 of \$5.4 million an increase of 69% versus the \$3.2 million EBITDA recorded in FY10, and well ahead of its revised market guidance of \$5.2 million.

Importantly the FY11 full year revenue and EBITDA only includes a 6 month contribution from the recent acquisitions of Clever Communications Limited ("Clever") and AccessPlus which were consolidated going forward from January 2011 and will therefore deliver a significant further expansion of Revenue and EBITDA in FY12 along with substantial cost synergies.

Key highlights for FY11 include:

- Revenue \$15.5 million - up 105%
- Gross Profit \$10.9 million - up 81%
- Underlying EBITDA \$5.4 million - up 69%
- Net Operating Cash Flow \$5.0 million - up 72%
- Underlying Profit Before Tax \$2.9m - up 35%
- Underlying NPAT \$2.0m - up 30%
- Consolidation of Clever mostly complete - 6 months revenue contribution
- AccessPlus consolidation complete with 6 months revenue contribution - fully integrated as BigAir Community Broadband division along with StarTech assets
- Strong balance sheet with zero debt and \$2.8 million cash

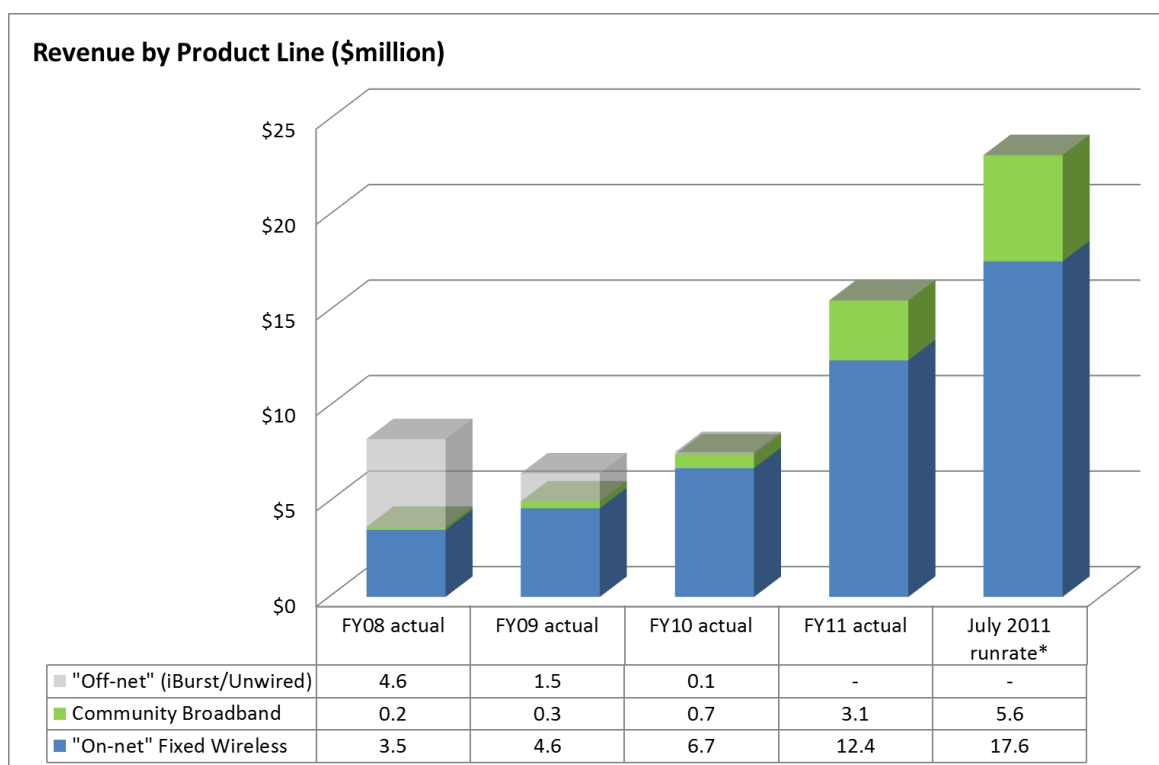
BigAir CEO Jason Ashton said the results for the full year were very pleasing especially considering the various complex acquisitions that were completed during the year and the related consolidation work that was required to be undertaken by the BigAir team.

¹ BigAir considers underlying EBITDA to be a more suitable indicator of operating performance since it is not affected by one-off costs associated with business combinations. One-off costs associated with business combinations amounted to \$651,534 for the year.

“BigAir has had an excellent year with solid organic growth despite the large amount of work undertaken by the team on three different acquisitions and the intensive integration work required to fully integrate these businesses together. With the acquisition of our largest competitor Clever we have cemented our position as the leading Fixed Wireless network for businesses and we are well placed to capitalise on this position as business demand for high speed access and redundancy increases over time with several demand drivers now emerging including cloud computing,” he said.

BigAir now the leading ISP in the Tertiary Student Accommodation market:

In January 2011 the Company also completed the acquisition of AccessPlus, the leading provider of outsourced managed Internet services in the tertiary student accommodation market within Australia. This acquisition combined with BigAir’s acquisition of the student accommodation site agreements and network assets of StarTech Communications in July 2010 places BigAir in a clear leadership position within this rapidly growing sector. The tertiary student accommodation market is an excellent fit for BigAir’s cost effective, scalable high capacity data services that can be delivered using its high speed national fixed wireless network. Both of these divisions have been fully integrated and will shortly be re-branded as BigAir Community Broadband.



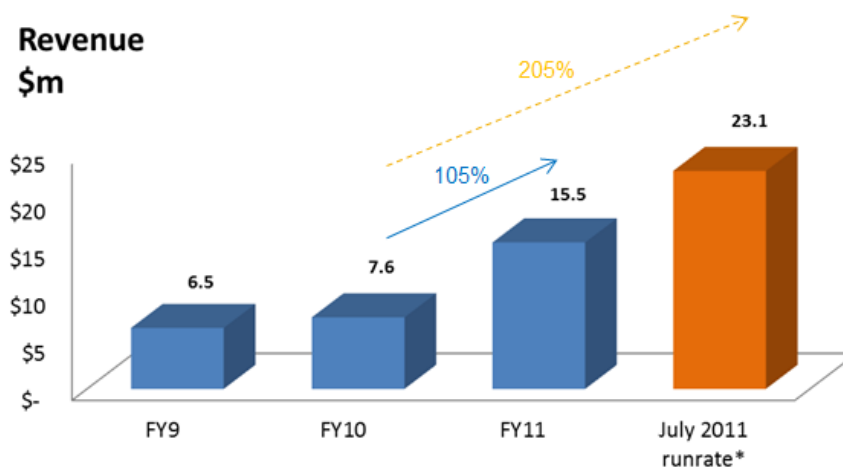
*July 2011 runrate is indicative only and is based on 12 x unaudited management accounts for July 2011. It should not be relied upon as guidance for FY12.

The combination of the two large acquisitions along with sustained organic revenue growth in its core business delivered record triple digit Revenue growth for BigAir in FY11. The acquisitions were only completed during the middle of the year and therefore the synergy benefits were only partially obtained and as a result the underlying EBITDA margin for FY11 declined slightly to 35% (versus 42% in FY10). However BigAir expects EBITDA margin to improve again in FY12 due to further

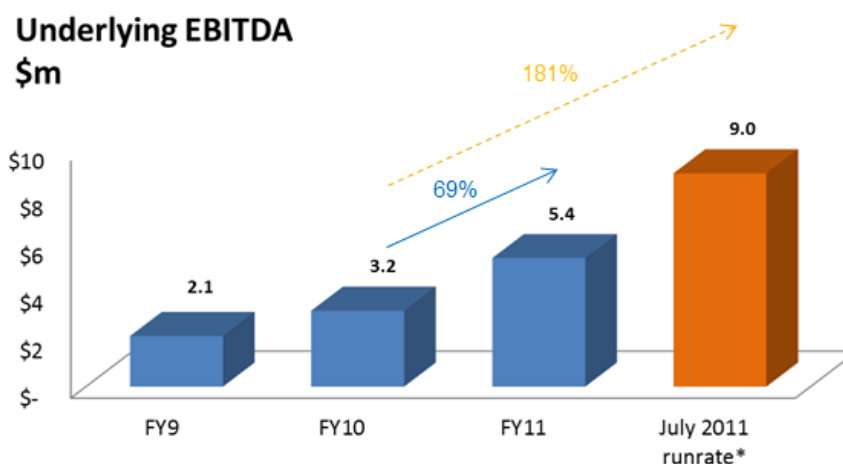
sustained organic revenue growth along with the extraction of the full synergy benefits from the recent acquisitions.

Business Outlook and Guidance

Management has provided the most recent Revenue and EBITDA result from the July management accounts (unaudited) which show significant uplift against the FY11 result just completed. Annualised Revenue (based on 12 x July revenue) now exceeds \$23 million. BigAir continues to experience strong sales of its fixed wireless services across its existing footprint. New network rollout is currently underway on the Sunshine Coast in Queensland. Once complete, BigAir will lay claim to providing extensive network coverage in 8 of the 10 largest and most populous urbanised areas in Australia, with just Canberra and Wollongong remaining to complete the Top 10. Further network rollout in additional regions is in planning stages for possible deployment during FY12.



BigAir is pleased to advise that its underlying EBITDA runrate is now circa \$9 million (based on 12 x July EBITDA). EBITDA margin for the month of July has increased to 39% and further savings are expected over the course of FY12 as the full synergies continue to be extracted from the recent acquisitions. It should be noted that Revenue and EBITDA runrates are not an exact measure for the BigAir Community Broadband division since revenue for this division is seasonal and typically lower during student holiday periods between semesters.



*July 2011 runrate for Revenue and underlying EBITDA is indicative only and is based on 12 x unaudited management accounts for the month of July 2011. It should not be relied upon as guidance for FY12.

The acquisition of Clever has expanded BigAir's corporate and wholesale partner base including several new relationships with Tier 1 carriers and ISPs. Revenue synergies are expected in FY12 as the Clever customer base is now able to access the expanded coverage and product offerings across the merged group.

BigAir's focus in FY12 is now on continued organic growth and on coverage expansion of its world class fixed wireless broadband network to enable it to service further Australian businesses and University students. Please note that BigAir is releasing an Investor Presentation on Monday 22 August 2011 to accompany this Media Release.

About BigAir Group Limited

BigAir owns and operates Australia's largest metropolitan fixed wireless broadband network. The Australian business market comprises nearly one million businesses and BigAir's network provides near blanket coverage across its seven largest cities Sydney, Melbourne, Brisbane, Perth, Adelaide, Newcastle and the Gold Coast with further rollout currently underway on the Sunshine Coast. BigAir provides broadband and data services primarily through its channel partners who include ISPs, Carriers, and other IT service companies who have existing relationships with business customers in order to deliver BigAir's high speed, cost effective fixed wireless broadband solutions.

BigAir is also the leading provider of outsourced managed Internet services in the tertiary student accommodation market within Australia with network infrastructure at more than 45 sites across Australia. BigAir is able to provide a complete end to end solution for student accommodation providers including both wireless and wired infrastructure delivering high speed broadband along with its advanced billing systems and operational support systems.

BigAir's competitive infrastructure advantage includes its state-of-the-art business-grade fixed wireless network which allows it to install business-grade symmetric broadband services at speeds up to 1000Mbps and distances up to 30km from its base stations with installation taking just a few hours. Most of BigAir's competitor's rely on access to Telstra's copper network which can take weeks to install a service and does not deliver fast symmetric speeds.

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