



21 November 2012

ASX RELEASE

Company Announcements Office
Australian Securities Exchange Limited

ANNUAL GENERAL MEETING

The Chairman's address and presentation made at this morning's Annual General Meeting follow and are provided in accordance with ASX Listing Rule 3.13.

For further comment and information:

Clive Stein
Managing Director & CEO
Tel (08) 9244 6022
Email clivestein@amcom.com.au

David Hinton
Chief Financial Officer
Tel (08) 9244 6031
Email davidhinton@amcom.com.au

AMCOM TELECOMMUNICATIONS LIMITED

CHAIRMAN'S SPEECH AGM 2012

Good morning ladies and gentlemen. Welcome to the 2012 annual general meeting of Amcom Telecommunications.

It is with great pleasure that I present Amcom's results for the year ended 30 June 2012. It has been another very successful year for your company. Reported net profit after tax increased by 10% to \$28.4 million from the previous financial year. This included one-off items such as the profit arising on the distribution of our iiNet investment to our shareholders early in August 2011, and the write down of the carrying value of some assets such as goodwill and obsolete equipment.

Excluding one off items, underlying net profit rose 22% to \$16.8 million. This is a milestone result for your company as it marks the 10th consecutive year underlying net profit has grown in excess of 20% per annum. I'm sure you'll agree this is an outstanding performance for any company through a decade marked by economic volatility and a global financial crisis. It demonstrates the strength of our business model and the depth of talent within the organisation.

The board declared dividends totalling 5 cents per share for the year, up from 4.8 cents on a like-for-like basis from the previous year. The increased dividend was despite the company not receiving the benefit of dividends or earnings from iiNet, post the in-specie distribution of the investment to our shareholders earlier in the year.

2012 was another rewarding year for Amcom shareholders. Since the start of the 2012 financial year to 20 November 2012 our share price increased by 18% from \$1.10 to \$1.30 which was in addition to the dividends paid and the in specie distribution. The value creation compares favourably to the broader equity market as measured by the S&P ASX300 Accumulation Index which increased by 1% over that time.

As the evolution of Amcom continues we continue to invest today in growth that will bear fruit in the coming years. Our core data networks business continues to perform strongly allowing us to deliver solid returns to shareholders and to invest in the future of our business. We are evolving to take advantage of the paradigm shift occurring in the telecommunications and IT industries as both industries converge. Cloud services (that is, hosted telecommunications and IT services) is a new dynamic growth opportunity for us, as our corporate and government customers seek ways to manage their telco and IT requirements more efficiently and more cost effectively.

The acquisition of L7 Solutions, completed in November 2011, is a key part of our strategy to be 'ahead of the curve' as the benefits of operating in the Cloud are broadly accepted across our marketplace. To fully capitalise on the emerging Cloud opportunity participants require both fully integrated IT service capabilities and access to first class telco network infrastructure. Amcom now has both.

Consistently delivering the outstanding operating performances and shareholder returns that Amcom has, requires not only a robust business model, but a depth of human capital within the organisation, adept at capitalising on the opportunities that constantly present themselves in our rapidly evolving industry. Led by CEO Clive Stein, Amcom has built a sales culture and a commitment to customer experience which we see as a key competitive advantage against our larger competitors.

In my view Clive is an exceptional CEO who drives an open, collaborative and customer centric culture throughout the organisation.

On behalf of the board I would like to take this opportunity to thank Clive and the rest of the team for their dedication to Amcom's success. I would also like to thank my fellow directors for their continued diligence in overseeing the company on behalf of all stakeholders – customers, staff and shareholders alike.

As we move forward I remain very confident of the longer-term outlook for your company. We are very well positioned as a fully integrated telco and IT services company with a national footprint. With low gearing levels and strongly growing cash flow generation the company has ample capacity to fund new growth initiatives while maintaining ongoing attractive returns to shareholders.

The broadening of the product base to add further annuity based IT services to our existing telecommunications offerings will drive earnings growth going forward.

The company has traded ahead of Budget for the first quarter of 2013. The highlight is sales in the data network business are 20% higher in the quarter than in the previous corresponding quarter.

Specifically in the current financial year the board is confident of achieving underlying earnings growth of a similar proportion to FY12, that is circa 20% growth.

I look forward to reporting back to you at next year's AGM with another successful year under our belt. Now I would now like to hand over to the CEO and Managing Director of Amcom Telecommunications, Mr Clive Stein.

AGM – Business Update

21 November 2012

Presented by

Clive Stein CEO

FY12 Highlights

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- Revenue up 56% to \$136m
- NPAT Reported up 10% to \$28.4m
- NPAT* up 22% to \$16.8m
- Operating cash flow up 30%# to \$32.3m
- Free cash flow up 82% to \$13.4m
- Final dividend up 7% to 3.2c fully franked

“ 10th consecutive year of delivering over 20% annual NPAT* growth ”

- Annuity Data Networks (Fibre) sales up over 40% YoY
- Recurring billing base > \$90m

* Underlying net profit after tax from 100% owned operations

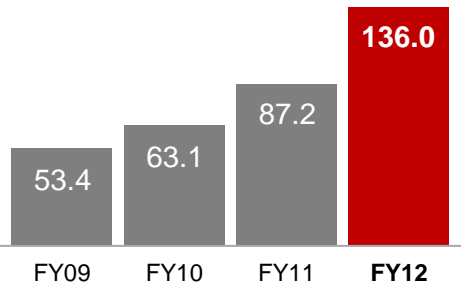
Excludes \$3.9m IIN dividend from FY11

Consistent Track Record (3 YR CAGR)

amcom

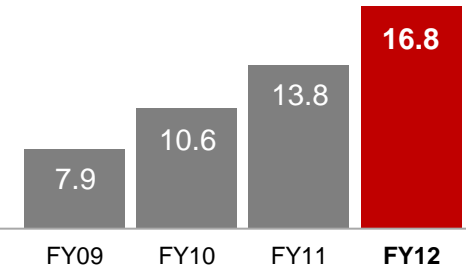
Revenue (\$m)

▲ 37%



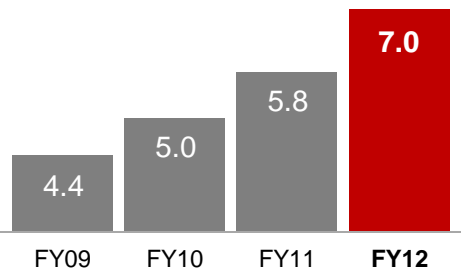
NPAT* (\$m)

▲ 29%



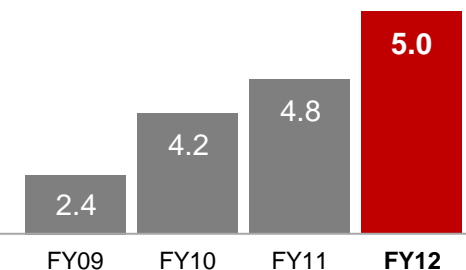
EPS* (cps)

▲ 17%



Dividend (cps)

▲ 28%



* Excluding equity accounted earnings and significant items

Business Strategy

amcom

Amcom, built for business



Our fibre network spans over 2200km, entering over 1400 buildings in Perth, Adelaide & Darwin

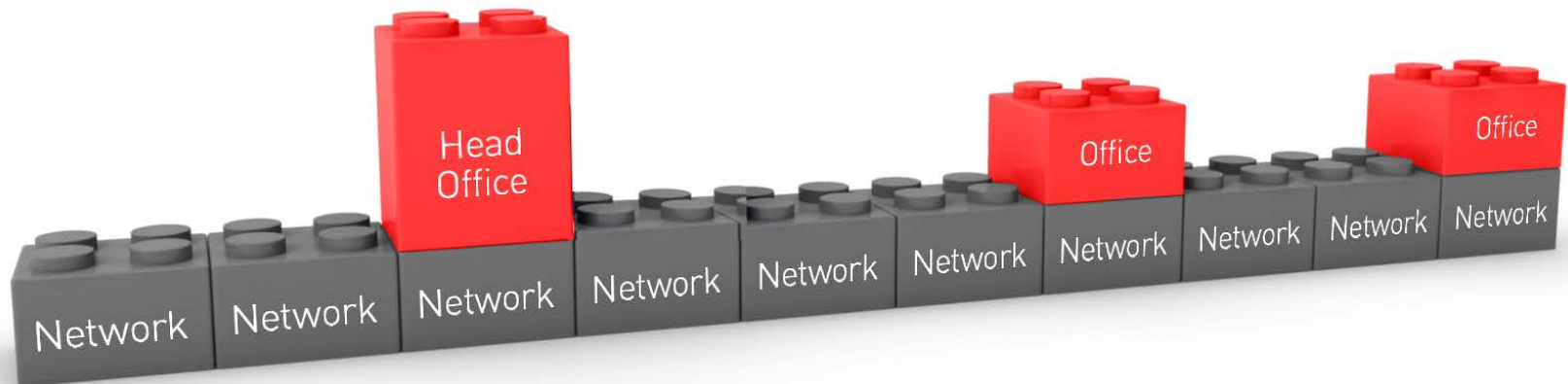


In other capital cities, we access third party networks

By linking these networks, we connect everywhere in Australia



And connect to **all customer office locations**



All businesses use the Internet, we offer **enterprise grade Internet**



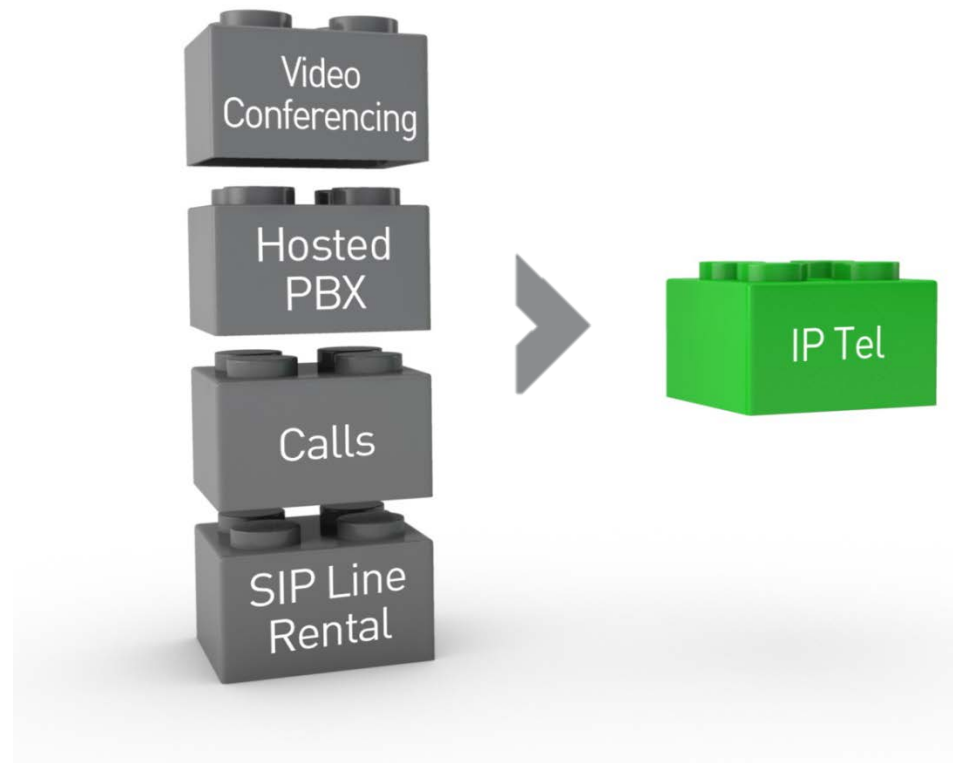
Businesses use **Data Centres to house their IT infrastructure, we own **3** and **connect** to **50** nationally**



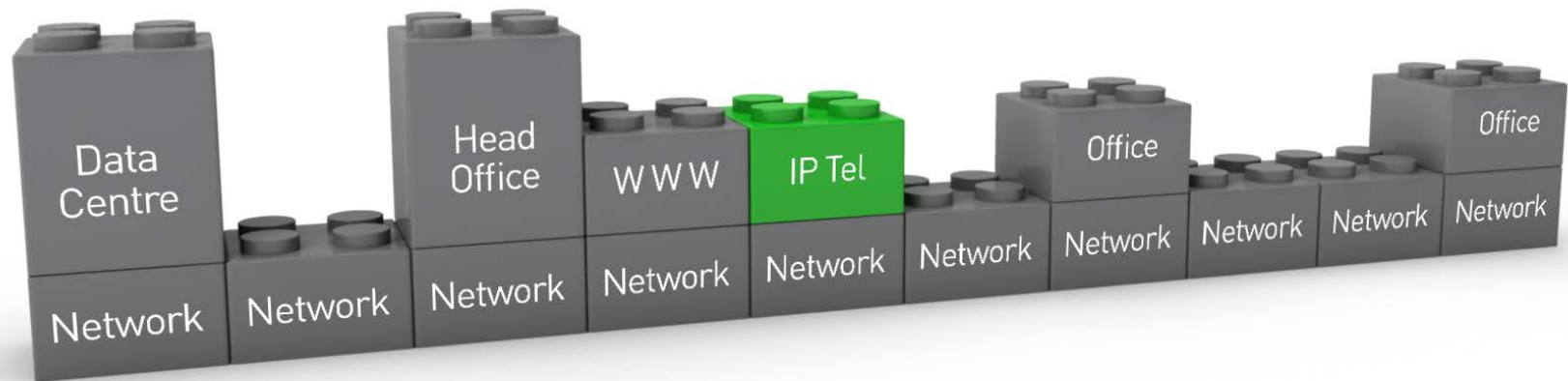
**The Telco & IT sectors are merging.
Our Cloud offerings leverage our
network, data centres, IT expertise
and extensive customer base**



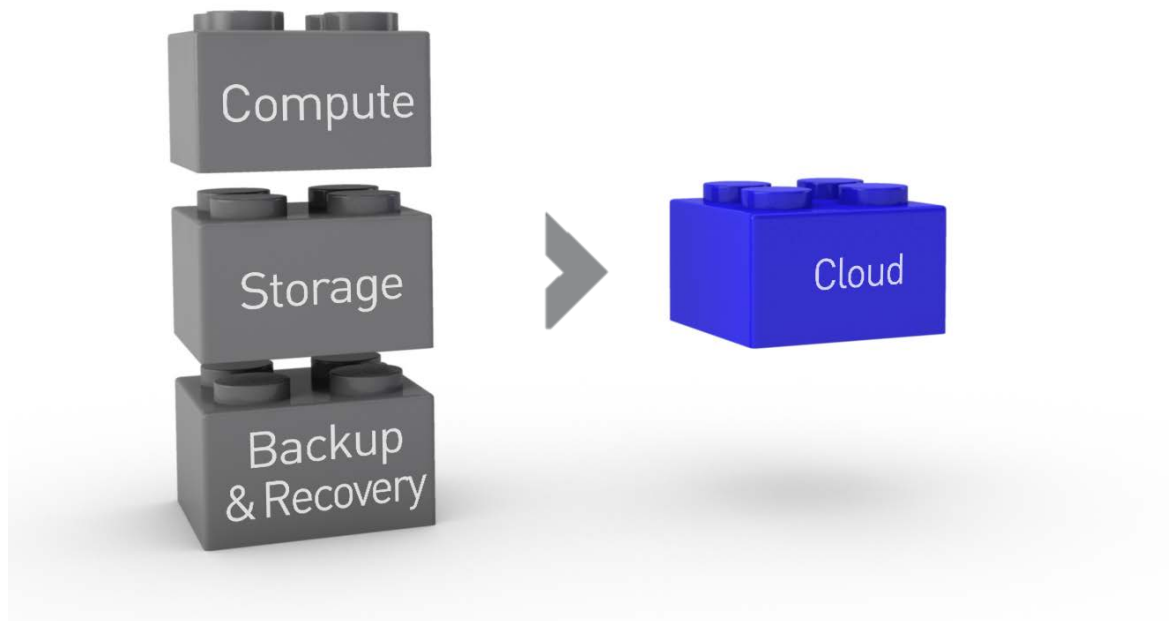
Our 1st step into the **Cloud** with Hosted Voice/IP Tel



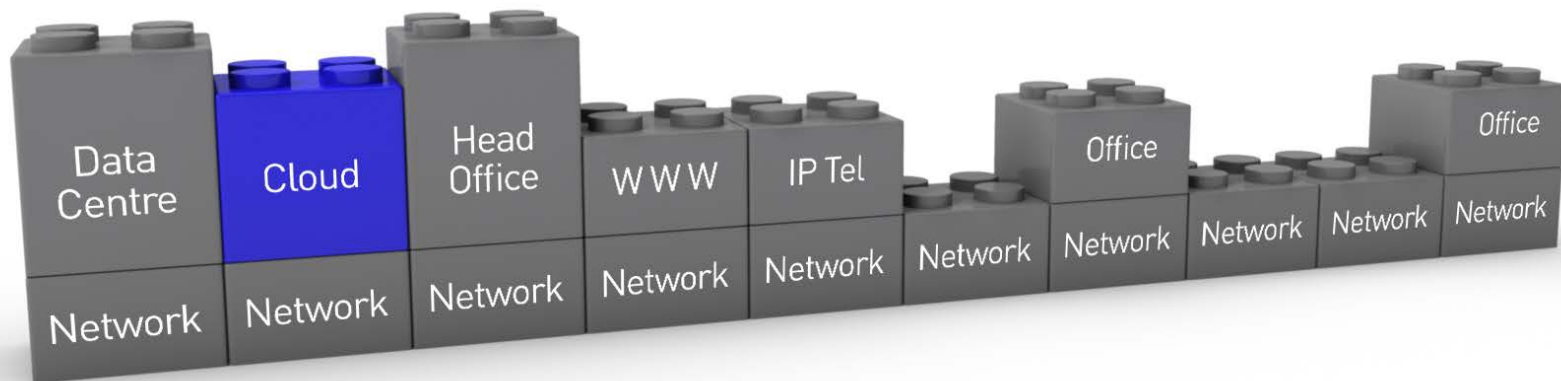
Cross-sell IPTel to existing customers and **win** new customers



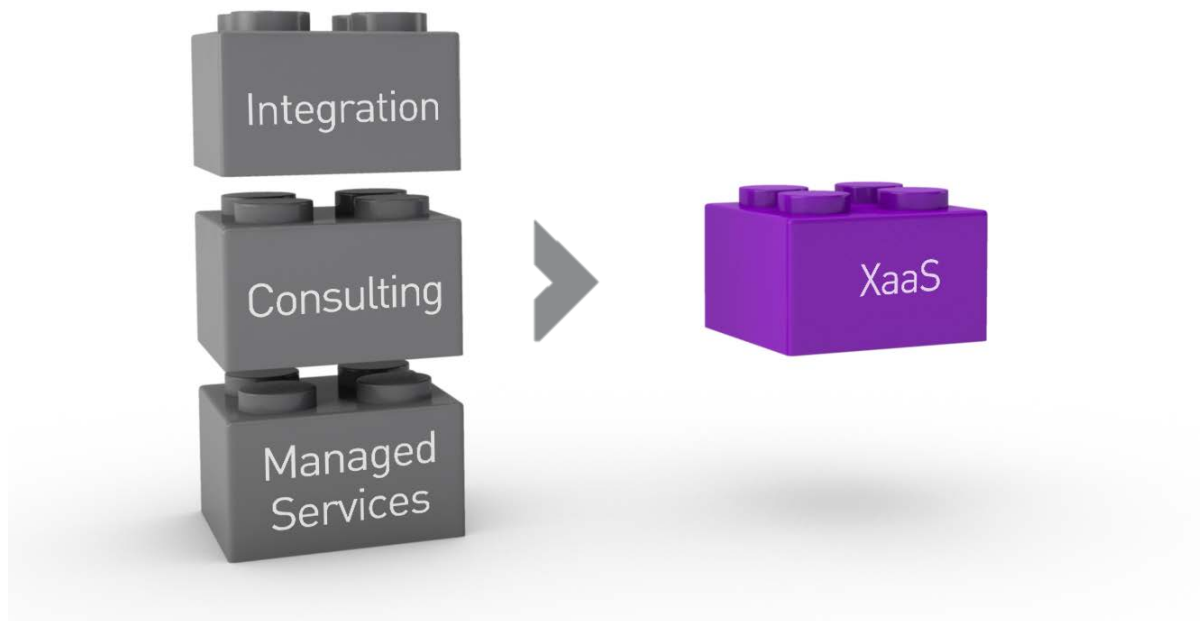
We launched **Cloud** services with an **early win**



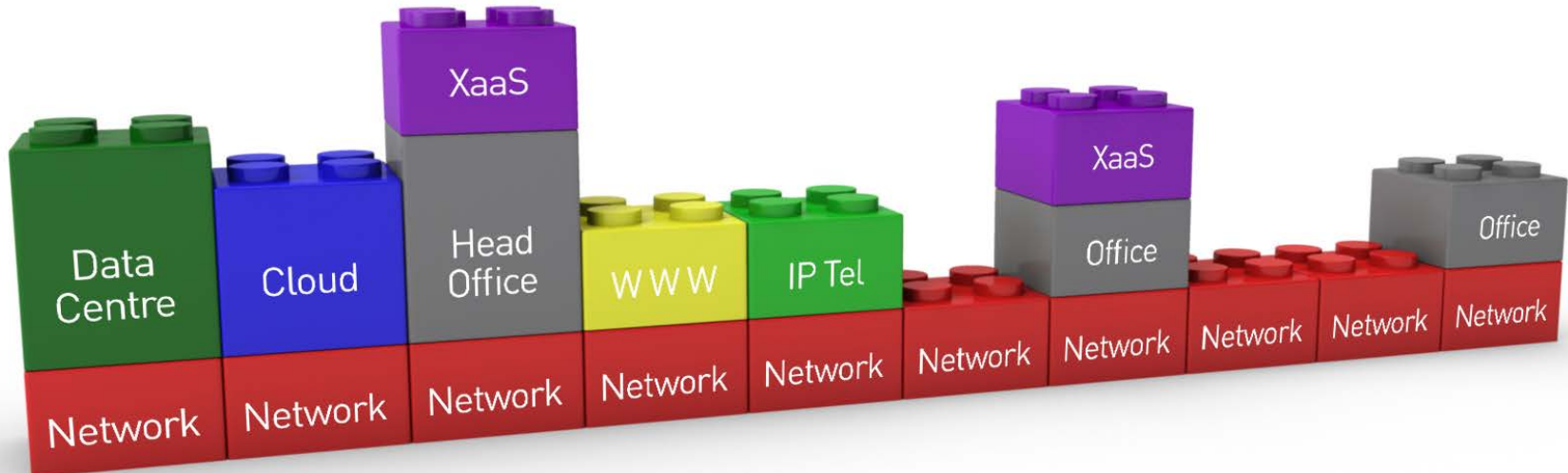
Cloud offers a consistent approach to **IT**, delivered across **our network**



Amcom acquires **L7 Solutions** - capability for implementation and management of IT services (XaaS)



We have a national network with a strong **sales and **customer service** culture.**



Business Update

Data Networks Update

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- Sales for Q1 FY13 up 20% on pcp
- Robust distribution:
 - Direct sales teams
 - Resellers (~200 partners nationally)
- We sell nationally – beyond our own network



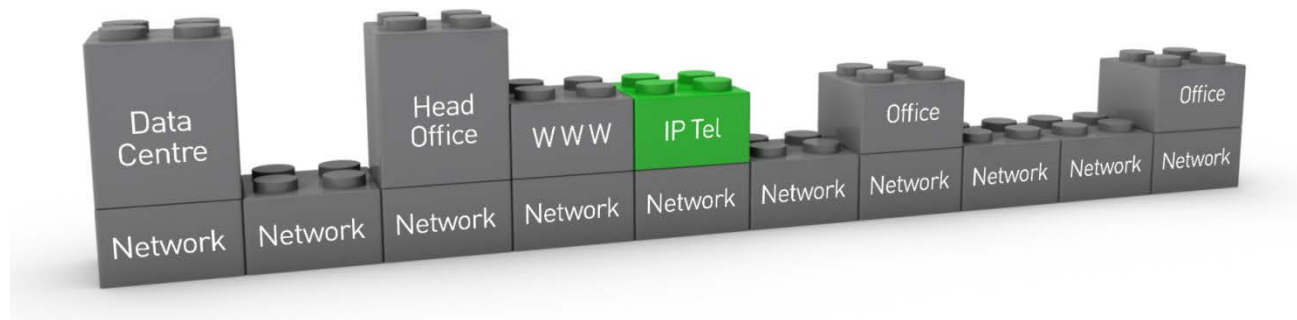
Data Centre Update

amcom

- Own and operate 3 data centres
- Connect to ~ 50 nationally
- Colocation of IT equipment key driver for Data Centre
 - Resell 3rd party data centre
 - Drives data network growth
- Cloud platforms are strategically housed in own data centres
- Increase own capacity this financial year



- Strong sales growth through:
 - Direct sales teams – cross selling and acquiring new customers
 - Resellers (nationally)
- Well positioned to grow
 - Every business has a phone system
 - Large addressable market, small market share – great headroom to grow
 - Legacy ISDN replaced by IP – cost saving and added functionality
 - Hosted (Cloud) telephony is very compelling
- Performance of unit well above expectation building strong annuity



L7 Solutions Update

amcom

- 12 months since acquisition
- Rebranded Amcom
- Utilising L7 core skills to drive new annuity services:
 - Cisco – IP Telephony for Enterprise market
 - EMC – storage services
 - VBlock – new cloud offering with customers already signed up
- Strong value created through cross selling, particularly high-margin data networks
- Acquisition to generate \$4m annualised EBITDA for the business across revenue / cost synergies and base business



Summary and Outlook

Convergence of IT and Telco

- Business moving to new technologies
- Cost reduction and operational efficiency/simplicity is a key driver
- Cloud is the enabler
- Comprehensive offering: Data Networks, IP Voice, Unified Communications, Managed Services and Cloud

Significant growth headroom

- Relatively small market share
- Strong potential to cross sell

Business is on track to achieve similar underlying earnings growth in FY13 as delivered in FY12.

amcom

Annual General Meeting
November 2012

Presented by

Tony Grist

Chairman

Clive Stein

CEO

Remuneration Report

“That the Remuneration Report as set out in the Company’s 2012 Annual Report for the year ended 30 June 2012 be adopted.”

Remuneration Report

Proxies in favour	110,899,203
Proxies against	642,263
Proxies abstain	445,060

Re-election of Mr Ian Warner

“That, Mr Ian Warner, being a Director of the Company, who retires by rotation in accordance with the Company’s constitution and the ASX Listing Rules, and being eligible, offers himself for re-election.”

Re-election of Mr Ian Warner

Proxies in favour	124,896,705
Proxies against	178,423
Proxies abstain	167,765

Re-election of Mr Peter Clifton

“That, Mr Peter Clifton, being a Director of the Company, who retires by rotation in accordance with the Company’s constitution and the ASX Listing Rules, and being eligible, offers himself for re-election.”

Re-election of Mr Peter Clifton

Proxies in favour	123,521,143
Proxies against	68,699
Proxies abstain	1,653,051

Approval of grant of Performance Rights to Mr Clive Stein

“That, for the purposes of ASX Listing Rules 7.1, 10.14 and for all other purposes, Shareholders approve and authorise the Directors to grant 310,000 Tranche D Performance Rights (each to acquire one Ordinary Share in the capital of the Company) for nil consideration to Mr Clive Stein, and to allot and issue Ordinary Shares on the vesting of those Performance Rights, in accordance with the Performance Rights Plan and otherwise on the terms and conditions set out in the Explanatory Statement.”

Approval of grant of Performance Rights to Mr Clive Stein

Proxies in favour	123,214,164
Proxies against	705,923
Proxies abstain	1,322,806

Some of the statements in this presentation constitute “forward-looking statements” that do not directly or exclusively relate to historical facts. These forward-looking statements reflect Amcom Telecommunications Limited’s current intentions, plans, expectations, assumptions and beliefs about future events and are subject to risks, uncertainties and other factors, many of which are outside Amcom Telecommunications Limited’s control. Important factors that could cause actual results to differ materially from the expectations expressed or implied in the forward-looking statements include known and unknown risks. Because actual results could differ materially from Amcom Telecommunications Limited’s current intentions, plans, expectations, assumptions and beliefs about the future, you are urged to view all forward-looking statements contained in this presentation with caution.

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