



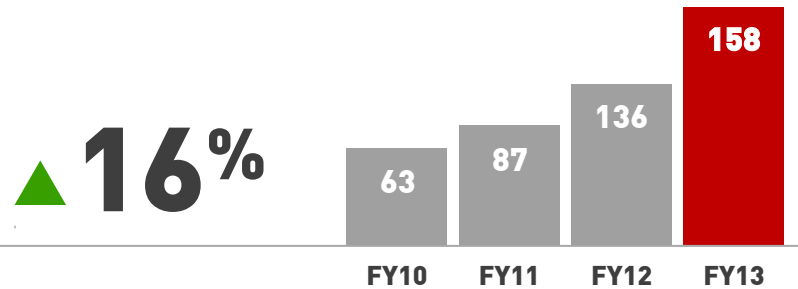
# Australian Investment Conference

October 2013

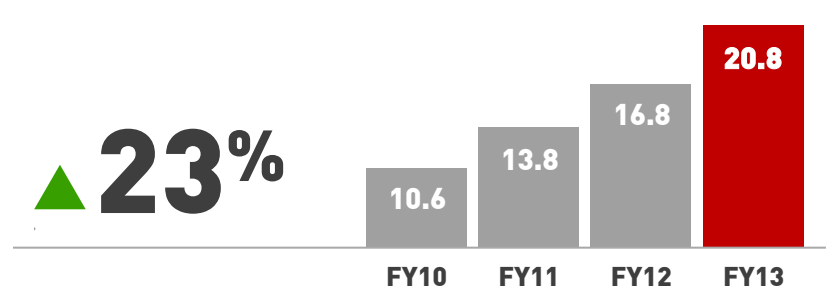
*amcom*

# FY13 Growth

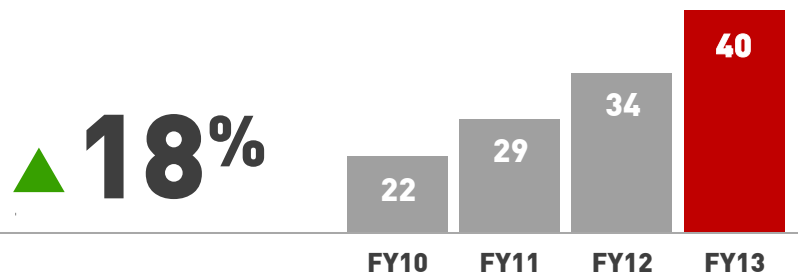
## Revenue (\$m)



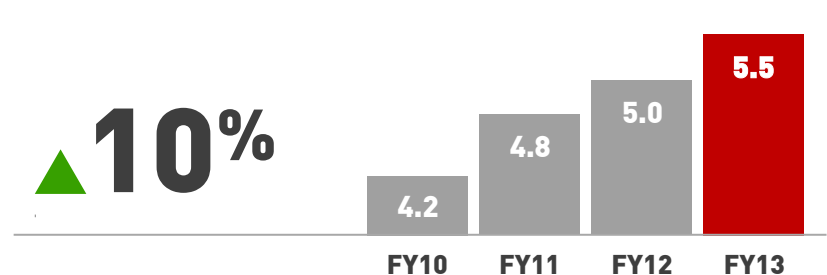
## NPAT\* (\$m)



## EBITDA (\$m)



## Dividend (cps)

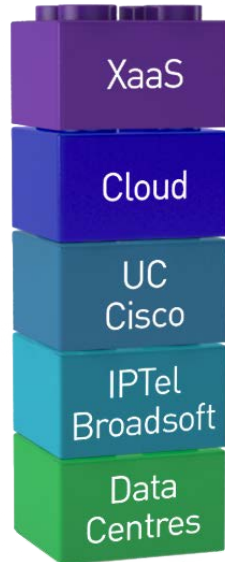


“ 11th consecutive year of delivering over 20% annual NPAT\* growth ”

# Established Capabilities

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## Hosted & Cloud Services



- › Managed IT solutions
- › Private cloud platform - IaaS
- › Cisco Hosted platform – national deployment
- › Broadsoft hosted platform – national deployment
- › 7 Data Centres in Perth, connected to 50 nationally

## Telco



- › Own fibre networks in Perth, Adelaide & Darwin
- › Resell 3<sup>rd</sup> party networks nationally

# Telco - Data Networks

In Australia, business data network traffic will double 2011-2016, a CAGR of 19%.

Cisco VNI Global IP Traffic Forecast, 2011-2016

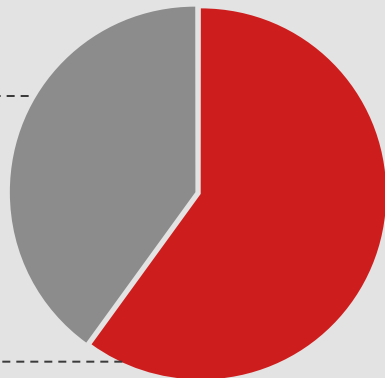
## Sales Mix

### Channel

40%

### Direct

60%



- › Consistent annualised sales of ~\$1.8m per month
- › Strong wins in NT with corporate and government customers
- › Leveraging 3<sup>rd</sup> party networks to provide national solutions
- › Upgrade of network platform in progress with Cisco
  - › Upsell managed routers
  - › Simple to add on other services i.e. Cloud



# Amcom network connects you to ...

**Data  
Networks**



**Unified  
Communications**



**Cloud**



**Data  
Centre**



**IT & Managed  
Services**



Amcom's intelligent  
network



# Data Networks Customer Base



**Wholesale  
Telco**



**Reseller**



**Government**



**Financial  
Services**



**Mining &  
Resources**



**Retail &  
Trade**



**Building &  
Construction**



**Professional  
Services**

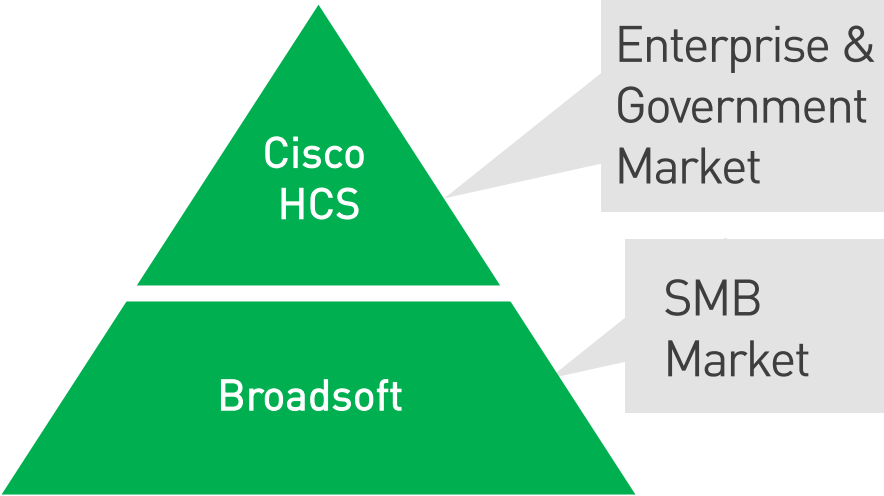
# Data Centres

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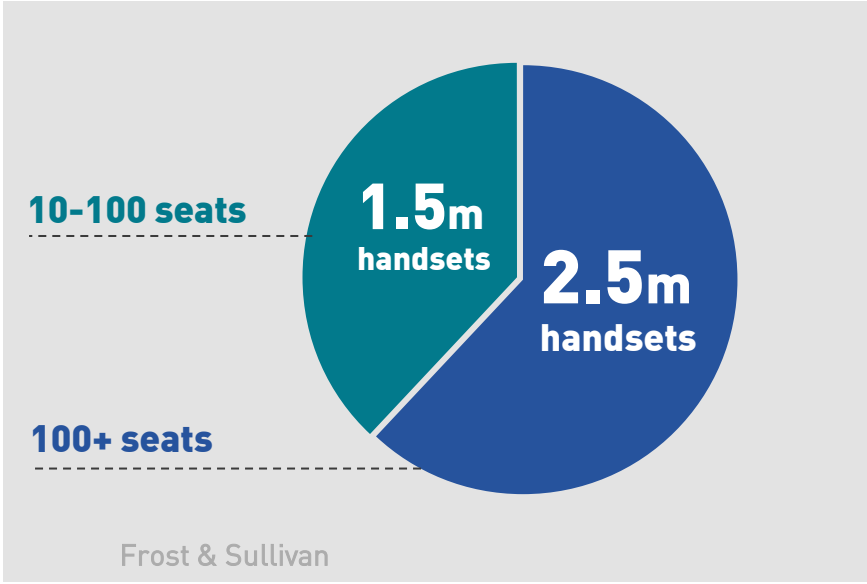
- › Expanded footprint to 7 data centres in diverse locations in Perth
- › Connected to 50 data centres nationally
- › Data centres drive:
  - › Data network revenue
  - › Customer colocation
  - › Managed services
  - › Own Cloud platforms



# UC & IP Telephony Market in Australia



Amcom's Cloud (Hosted) Platforms





# Cisco HCS (Amcom Cloud Collaboration)

Addressable market of up to 2.5m handsets, Cisco has strong share of on-premise market. **Compelling reasons for change.**

## Compelling events to change platform:

- › Age of platform
- › Feature deficiency
- › Lack of integration across the business

## Compelling time to implement:

- › Mobility (BYOD)
- › Video
- › Collaboration



**51%** of employed Australians are digital workers\* = **5.6** million people

and **39%** of SMEs allow staff to work away from the office

\*Digital workers use the internet to work away from the office

### There's no place like home



For **8 out of 10** digital workers, the home is the main place of work activity outside the office.



**3 out of 10** also work while travelling.

### Left to their own devices

Digital workers stay connected with...



**40%**

Personal Laptop



**33%**

Smartphone or Mobile



**30%**

PC

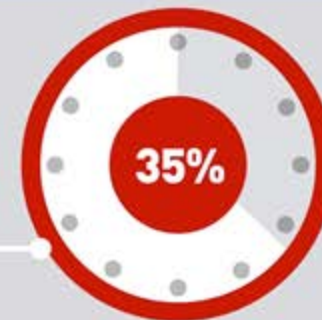


**21%**

Tablet

### All in a day's work

work away less than **one** day a week



work away more than **four** days a week



Today's workforce ...  
Collaboration is essential  
Tools of the trade

# Cisco HCS (Amcom Cloud Collaboration)

- › Opex model – predictable cost base
- › Outsource operations of platform
- › Seamless operation between any device and location
- › “Evergreen” – always up to date with latest features
- › Add new handsets as required
- › Turn on added functionality on-demand



# Cisco HCS (Amcom Cloud Collaboration)

### Contact Centre

- > Customer facing support staff
- > Call centre functionality



### Integrated Collaboration

- > Video/share/collaborate inside and outside your organisation



### IP Telephony & UC

- Hosted telephony
- Mobile integration
- Collaboration

Initial Sale \$



Opportunity for significant upsell over time .

### Upgrades

- > Feature upgrades
- > Organic growth



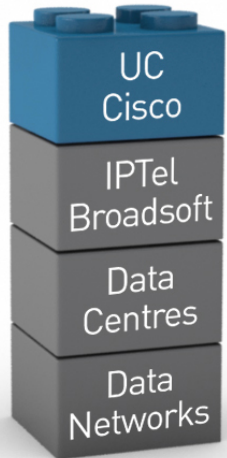
### WiFi

- > Use mobile devices across enterprise
- > As a service



### Video Conferencing and Content Management

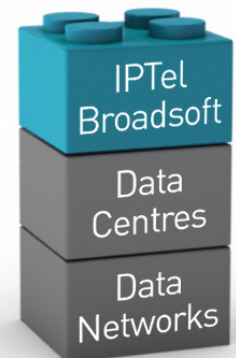
- > Video conferencing facilities
- > Video production from any device for capturing and sharing business content i.e. training, induction, work process etc.



# IPTel (Broadsoft)

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- › Established capability nationally
- › Strong national distribution via channel partners
- › Customers now receptive in moving from on-premise to Cloud/Hosted telephony platform
- › Platform (Broadsoft) ideally positioned for SMB market
- › Profit performance of IPTel tracking well, five fold increase in contribution since acquisition in 2010



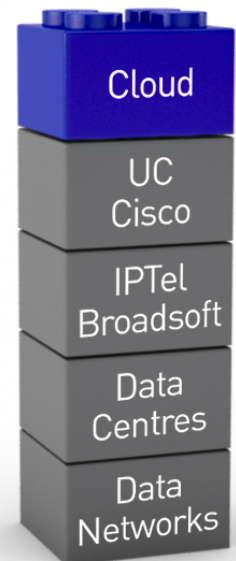
# Cloud Infrastructure-as-a-Service

- › Cloud recurring billing of circa \$6m
- › Global vendor platforms
  - › VCE (VMware, Cisco & EMC)
  - › EMC
- › Customer demand growing

IDC projects that by 2020, data storage will increase by 50-fold from 2010

## Cloud Services:

- › Computing
- › Storage
- › Backup
- › Disaster Recovery



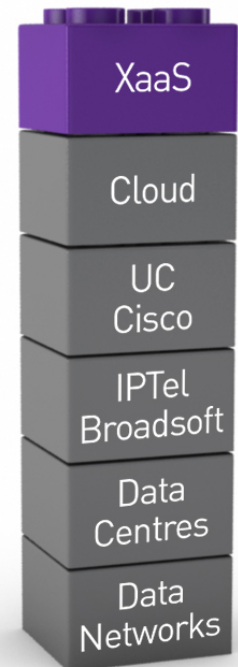
# X-as-a-Service

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- › Ideally positioned to offer customers a new way of “consuming” technology
- › New annuity style services leveraging core assets and capabilities

## WiFi-as-a-Service (Cisco)

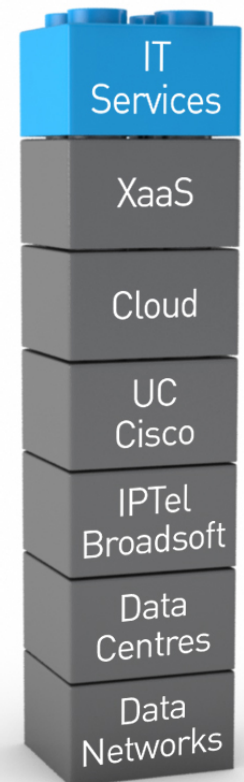
- › Strong potential across many vertical markets
- › Traditional capex/complexity barriers removed
- › Drives data networks



# IT Services

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- › Investing in the redeployment of technical skills to build annuity revenue streams in:
  - › Cisco Hosted Voice
  - › Cloud
  - › X-as-a-Service
- › Solid IT Service contract wins over past few months
- › Strong focus on core Integration capabilities across three vendors (Cisco, EMC & VCE)
- › Cross selling of annuity revenue \$4.7m in FY13:
  - › Data Networks
  - › Data Centre
  - › Cloud





# Summary and Outlook

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## Convergence of IT and Telco

- › Business moving to new technologies
- › Operational efficiency/simplicity is a key driver
- › Data networks is the enabler for hosted services

Recurring revenue base of \$106m at 30 June 13

## Operating Environment

- › Demand for data networks to continue
- › Customers looking for “better, faster, cheaper”

FY14 - Guidance of double digit % growth in NPAT\* over FY13

## Significant growth headroom

- › Relatively small market share
- › Strong potential to cross sell
- › Well positioned for continued growth

# Disclaimer

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