



20 November 2013

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.

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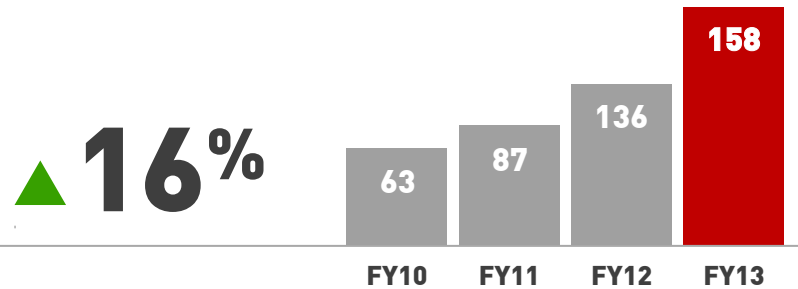
2013

AMCOM TELECOMMUNICATIONS LTD
ANNUAL GENERAL MEETING

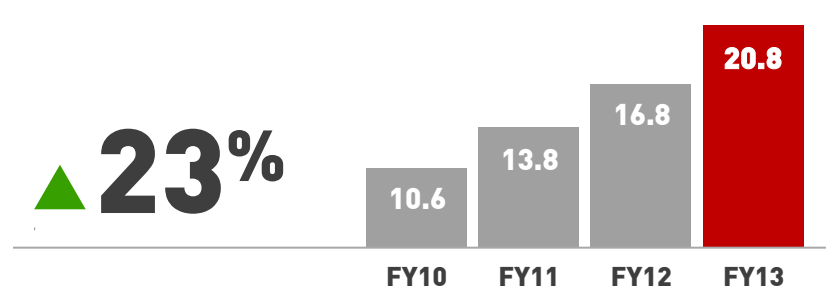
amcom

FY13 Growth

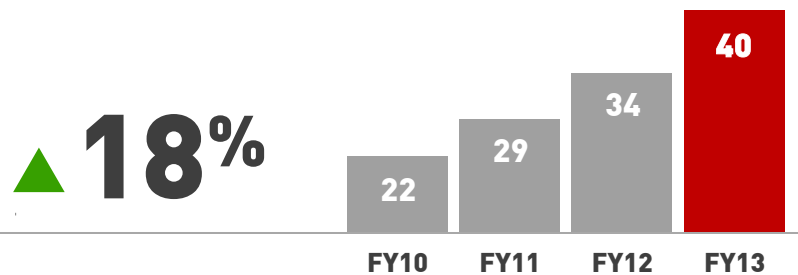
Revenue (\$m)



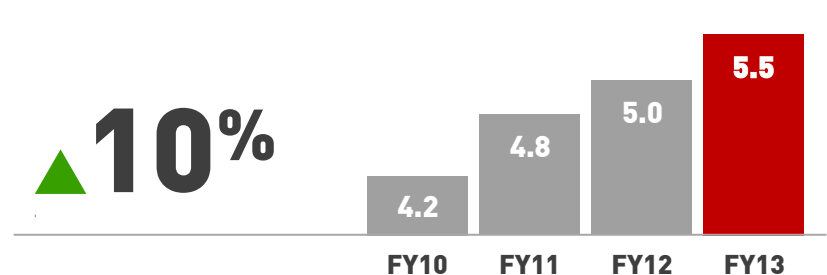
NPAT* (\$m)



EBITDA (\$m)



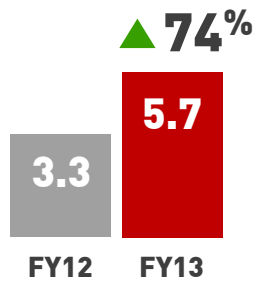
Dividend (cps)



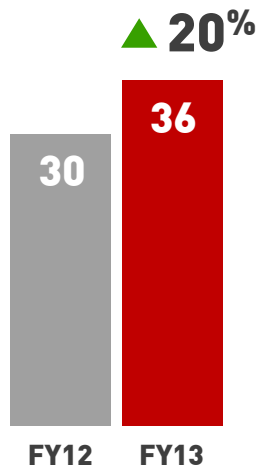
“ 11th consecutive year of delivering over 20% annual NPAT* growth ”

Growing Earning Streams

EBITDA (\$m)
Contribution



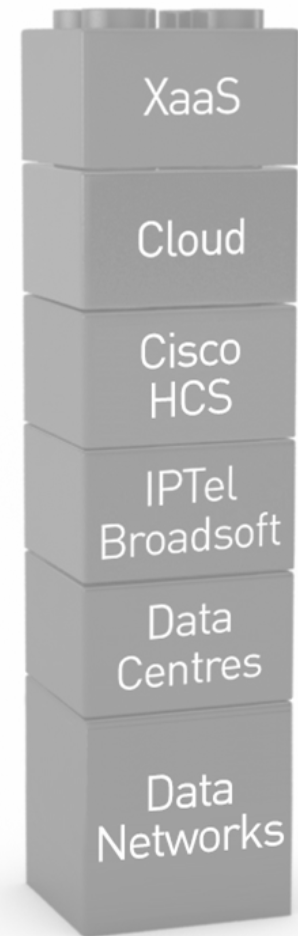
- › Investing for future growth
 - › Enhanced capabilities
 - › Market expansion
 - › New revenue streams
- › Capabilities added, gaining strong momentum



- › National foundation in place

Strategic Investment

- › IT & Telco converging, opening up new opportunities for hosted and cloud solutions, with compelling customer benefits:
 - › No capex
 - › Pay for use
 - › As-a-service
- › Delivered on a data network
- › Investing in:
 - › New hosted and cloud platforms
 - › Solution which span multiple market segments
 - › Adding differentiation to value proposition

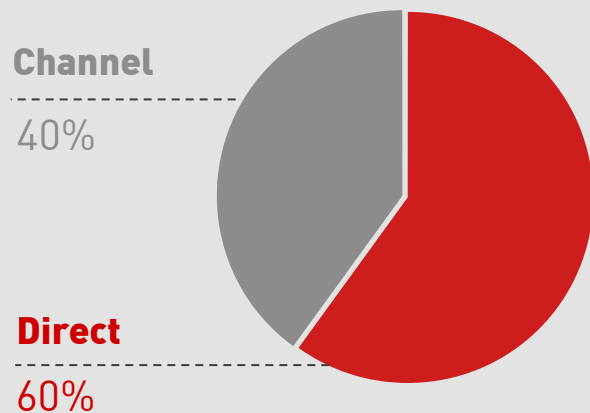


Telco - Data Networks

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

Cisco VNI Global IP Traffic Forecast, 2011-2016

Sales Mix



- › Consistent annualised sales of ~\$2m per month over last 4 months
- › Strong wins in NT with corporate and government customers
- › Upgraded national network platform with Cisco
 - › Sell everywhere
 - › 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



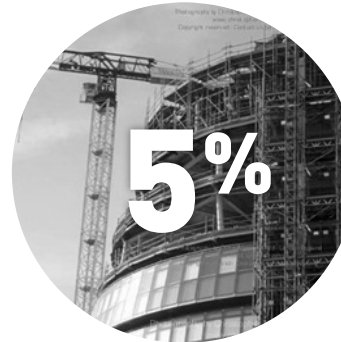
**Financial
Services**



**Mining &
Resources**



**Retail &
Trade**



**Building &
Construction**



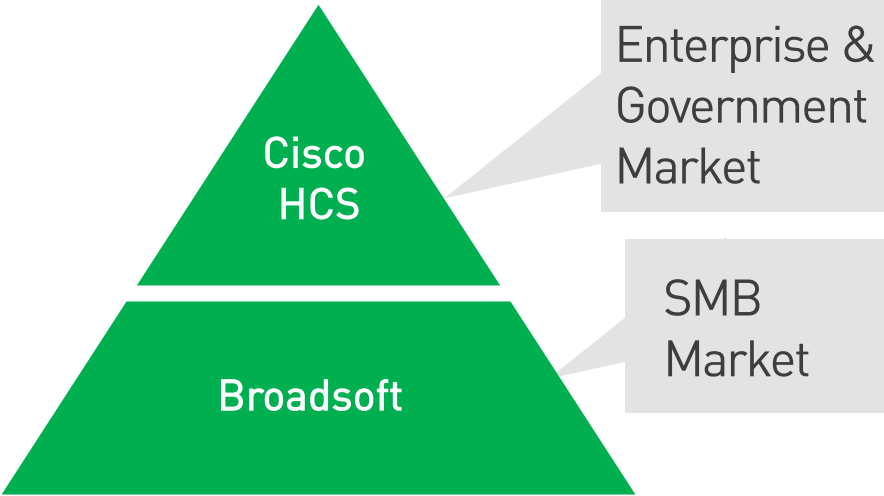
**Professional
Services**

Data Centres

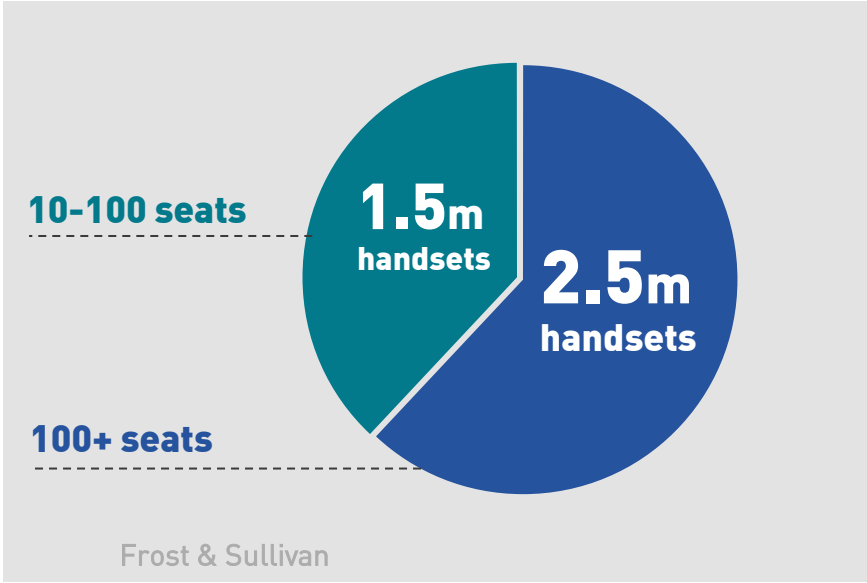
- › Acquisition of Acure – 3 additional Data Centres
- › Footprint of 7 data centres in diverse locations in Perth
- › Connected to 50 data centres nationally
- › Data centres drive:
 - › Data network revenue
 - › Customer colocation
 - › Managed services
 - › Own Cloud platforms



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

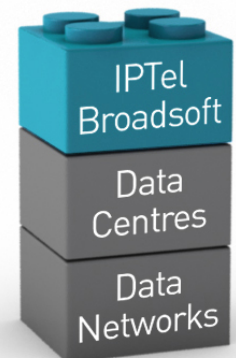
Compelling time to implement:

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



IPTel (Broadsoft)

- › 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



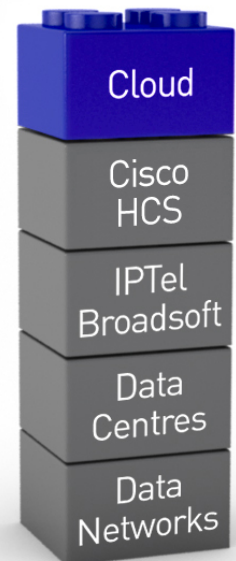
Cloud Infrastructure-as-a-Service

- › 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

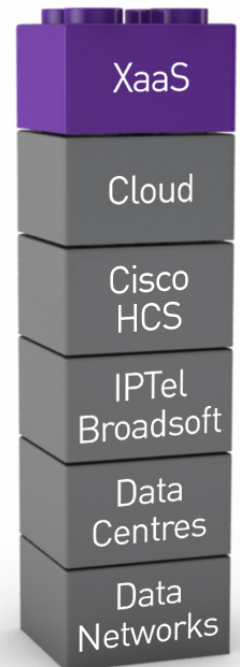


X-as-a-Service

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

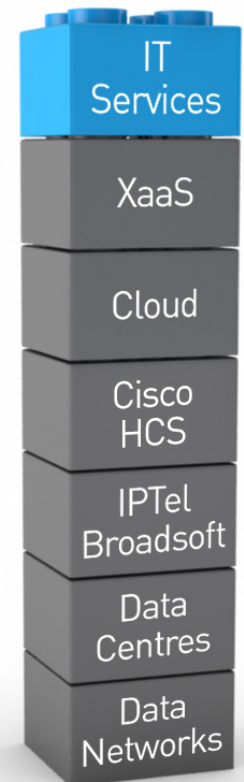
WiFi-as-a-Service (Cisco)

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



IT Services

- › 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

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

AMCOM TELECOMMUNICATIONS LIMITED

CHAIRMAN'S SPEECH AGM 2013

Good morning ladies and gentleman. Welcome to the 2013 annual general meeting of Amcom Telecommunications. My name is Tony Grist and I'm the chairman of Amcom. Thank you for your attendance.

It is with great pleasure that I present Amcom's results for the year ended 30 June 2013. It has been another very successful year for the company amidst an environment of ongoing change within the telecommunications and information technology industries

Strong Underlying growth in FY13

For the year Amcom's underlying profit, excluding one-off items, rose by 23% to \$20.8m Looking back over a longer period and removing one-off items that occur from time to time, the year just completed marks the 11th consecutive year where underlying profit has increased by at least 20%. I believe this is a remarkable achievement. It is a testament to the strength of our business model and our ability to think ahead of the curve to adapt to constantly changing circumstances which is a hallmark of the industry in which we operate.

The board declared dividends totalling 5.5 cents per share for the year, a 10% increase from the previous year. Delivering a growing income stream in the form of fully franked dividends is an attractive feature of Amcom's investment profile.

Total Shareholder Returns

If we compare the share market performance of your company since the last AGM the Total Shareholder Return has been 51% which is almost double the performance of the wider ASX as measured by the S&P ASX 300 Accumulation Index which had a return of 28% over that period.

Long term investors in Amcom have been rewarded for their faith in Amcom with a combination of strong share price and dividend returns and I remain very optimistic about the future of the company.

Strategic investment – Expanded Cloud capabilities – Early success

Amcom's strategy for ongoing growth revolves around identifying and seizing new opportunities from the convergence between telecommunications and information technology. In addition the company's financial position is sound and we have pursued our growth initiatives strategies organically or through well thought out strategic acquisitions which broaden our product offering and add value for both customers and investors.

Amcom continues to invest in new growth opportunities such as the Cisco cloud-based unified communications platform. The amounts we have invested and continue to invest are substantial. The investments include an upgrade to our core data network, the Cisco cloud-based communications platform, data centre capacity, systems, people and marketing which capitalises on our core capabilities and provides a tremendous platform to grow our business nationally in the longer term.

Our recently announced acquisition of the aCure data centre business is a case in point. Following the acquisition, Amcom now has 7 data centres in Perth all directly connected via our fibre network. The opportunity to drive further revenues on the back of demand for Cloud services is substantial. The move towards Cloud, or 3rd party hosted services, is a global phenomenon. Our key market of corporate and government customers want more flexible solutions for their telecommunications and IT requirements going forward, with services provided on-demand rather than spending significant sums up-front on their own IT infrastructure.

Growing capabilities

As I said, I remain very optimistic about the future of Amcom. For those of you who have been following our story for a while, we are now a truly national business with sales offices in all capital cities. Our national network includes an extensive fibre network in the cities of Perth, Adelaide and Darwin, coupled with our partner networks enabling us to sell anywhere nationally.

Our data centre footprint with significant IT processing and storage capacity, and a suite of innovative Cloud based services and capabilities overlaid on our physical assets. The investments we are making today in terms of enhancing our operational capabilities and the capacity to deliver them to the highest possible standard will drive the ongoing growth of the company.

Strong Management

However all of this would count for little if not for the tremendous team of people at Amcom. Led by Chief Executive Officer Clive Stein, the Amcom team continues to strive in delivering a superior experience for our customers. We compete with much larger companies in most of the markets in which we operate, but we believe our flexible 'can do' attitude is a key differentiator for us. Delivering good customer outcomes in a cost efficient manner is a key driver of long term shareholder return. I believe many companies try to over-complicate things often to the detriment of investors, however Amcom management remain highly focussed on execution.

Strengthening Board capabilities

As part of the on-going evolution of the company, Mr Paul Brandling was appointed to the Board. Paul bring to us considerable experience in the IT and cloud industry. He was recently Vice President and Managing Director of Hewlett-Packard South Pacific from 2002 until 2012 and prior to that Compaq. He is also based in Sydney thus bringing a strategic eastern seaboard view to the Board table.

We welcome Paul to his first Amcom AGM.

Outlook

Amcom's growth momentum has continued into the new financial year with a broadened and fully integrated product offering addressing high growth markets and operating across Australia.

The core data networks business is expected to remain strong and will be complemented by an increasing contribution from newer offerings such as Cloud Services and the Amcom Cloud Collaboration (ACC).

In FY14 Amcom is well placed to deliver another year of double digit percentage growth in underlying net profit after tax

On behalf of the board I would like to thank the senior management team and indeed everyone involved in the Amcom story. I would now ask Clive Stein to update you in more detail on the company's performance and our strategy going forward. I look forward to seeing you all again in 12 months after what should be another successful year.