



27 November 2009

## **ASX RELEASE**

Company Announcements Office  
Australian Securities Exchange Limited

<b>ANNUAL GENERAL MEETING</b>
-------------------------------

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

For further comment and information:

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## **FY09 Performance**

It is with great pleasure that I present to you Amcom Telecommunication Limited's results for the year ended 30 June 2009. I am truly delighted with the company's performance. There are not many Chairmen of listed companies that have been able to report growth of 35% in net profit after tax for the 2009 financial year. Amcom reported a \$13.7 million net profit before significant items. We have also been able to deliver an improved dividend to our shareholders of 0.8 cents per share for the year, together with a strengthened balance sheet and a broadened shareholder base.

Amidst the greatest financial crisis in many decades, extreme volatility in financial markets and associated economic uncertainty this is an outstanding effort. This performance was delivered through a combination of the quality of our management team and staff, the predictability of our recurring revenues and our high brand awareness. Our continued earnings growth is a testament to the strength of our business model.

Revenue in 2009 increased by 20% to \$53.4 million and demand for our fibre networks remains strong. Regardless of the pace of the economy, having reliable connection to the internet and efficient, effective IT solutions remain essential for doing business today.

Indeed most organisations in today's economic environment are looking for ways to improve their operational efficiencies and to save on capital expenditure. Our fibre network provides the platform to centralise IT infrastructure and roll-out new IT services across a customer's enterprise that deliver both productivity improvements and in many cases a reduction in operating costs.

In 2009, our cashflow from operations grew to \$20m despite the significant organic growth our business experienced during the year. Amcom continues to generate positive free cash flow as we continue to invest in growing the business. The strength of our annuity style model means that we are able to finance our revenue growth internally, and still provide increased dividend returns to you, our shareholders. When we deploy capital to expand our fibre footprint through new connections we achieve very high rates of return for our shareholders, so we will continue to deploy capital for organic growth.

## **Capital Position**

We have a strong balance sheet and intend to maintain a strong position going forward.

If shareholders approve the proposed cancellation of 81 million options on issue then combined with the underwriting of 150 million of the remaining options at the 17c exercise price, the company will be in a net cash position going into the new calendar year.

This provides us with significant flexibility to grow our business going forward, both from organic growth and sensible synergy based acquisitions that add value to shareholders. We will be disciplined in how we deploy our surplus cash. It's all about being patient, finding the right opportunities and ensuring we can execute well.

## **Elders exit from Amcom register**

The 2009 financial year was somewhat of a watershed year for Amcom. The exit of our 50% shareholder, Elders (formerly Futuris), was completed through a sell down last October. The sell-down has seen our shareholder base broaden, and we are delighted to welcome all our new shareholders to the register. We now have over 3,500 shareholders and an open share register, which has resulted in improved liquidity and increasing interest from new investors.

## **iiNet Investment**

Turning to our investment in iiNet. We have a 23% strategic holding in the company, which is now Australia's 3rd largest ISP. iiNet continues to deliver on its strategy of customer service, brand growth, innovative content and products, and consolidation of the ISP sector. Our iiNet investment contributed \$5.8 million in equity accounted earnings and importantly included \$2.4 million in dividends to our cash flow, which contributed to our ability to raise our full year dividend. We are very happy holders of our iiNet investment at this juncture.

To be a leader in innovation and customer service, and ultimately earnings growth, a Company must have great staff. Led by Clive Stein, Amcom has developed a culture of service and innovation such that we are leaders in our field of offering. I would like to take this opportunity on behalf of the board of Amcom Telecommunications to thank Clive and his team for their continued focus on excellence and again delivering strong profit growth. I would also like to thank the board for their support and continued focus on the best outcomes for our shareholders and staff amidst uncertain economic times and highly volatile financial markets.

## **Outlook - robust business model**

In 2009 we have delivered a very pleasing result, despite difficult economic conditions, and our business base has strengthened further. As we entered the new financial year in July, our recurring revenue base was over \$50m and it has continued to grow since.

It is this increase in the base of recurring revenues that allows us to foreshadow another year of earnings growth. For 2010, the company anticipates recording a net profit after tax for its 100% owned operations, of at least \$9.5m, which is a 20% increase over the \$7.9m recorded in 2009. We expect reported earnings in 2010 which takes into account our share of earnings from our holding in iiNet to deliver a minimum increase of 30% over the 2009 reported figure. This is based upon analyst forecast consensus for iiNet.

Many other companies do not enjoy the luxury of forecasting a strong performance so early into this financial year, given the global economy remains extremely fragile.

Despite the volatility affecting the global economy and financial markets, the fundamentals of our core business remain strong with demand growing steadily across all our main areas of activity.

In the recent words of Paul Budde, one of Australia's leading telecom analysts, "Amcom is one of the best placed telcos in the Australian market with excellent prospects for future growth and remains a well managed and focused business."

It is with confidence that I look forward to reporting to you next year on another year of progress and pleasing financial performance for the company.

I would now like to hand over to the CEO and Managing Director of Amcom Telecommunications, Mr Clive Stein.

# 2009

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TELECOMMUNICATIONS

ANNUAL  
GENERAL  
MEETING

## Welcome



2009

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TELECOMMUNICATIONS

ANNUAL

GENERAL

MEETING

Tony Grist

Chairman



# Chairman's Address



- FY09 performance
- Capital position
- Elders exit from Amcom register
- iiNet Investment
- Outlook - robust business model

## AMCOM TELECOMMUNICATIONS LIMITED [ASX : AMM]

**amcom**  
TELECOM

100%

**amnet**  
BROADBAND

100%

**ii**net

23%



AMCOM WINS BEST  
TELECOMMUNICATIONS  
COMPANY OF THE YEAR.

AUSTRALIAN  
**telecom**  
THE TELECOMMUNICATIONS & CONVERGENCE NEWSMAGAZINE  
**AWARDS 2009**

2009

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Clive Stein

CEO & MD

A man in a dark pinstripe suit and a red tie is holding a red soccer ball under his arm. He is standing in a field of yellow wildflowers under a blue sky. The image is split into two main sections: the top right has a grey box with white text, and the bottom has a grey box with white text.

OUR CULTURE  
EMBRACES CHANGE.

“Staff engagement has a direct impact  
on financial performance”



# Well positioned Strategic Assets



## PERTH

FIBRE NETWORK

**1325KM**

979 BUILDINGS  
30 DSLAMS



## ADELAIDE

FIBRE NETWORK

**211KM**

182 BUILDINGS  
7 DSLAMS



## DARWIN

FIBRE NETWORK

**63KM**

14 BUILDINGS



# How Customers use Amcom's network

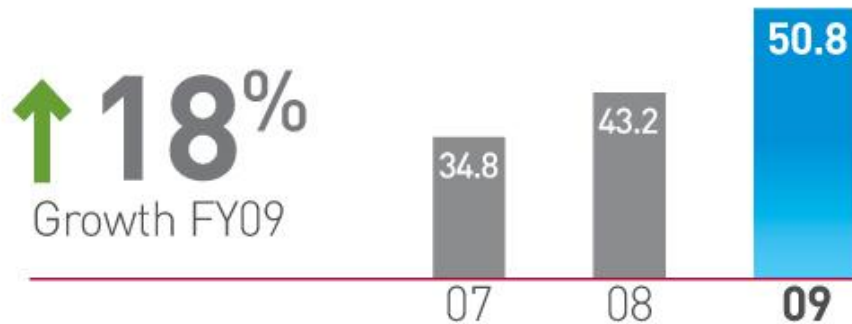


“Delivering a national solution to existing and new customers”

# Growth in Billing Base

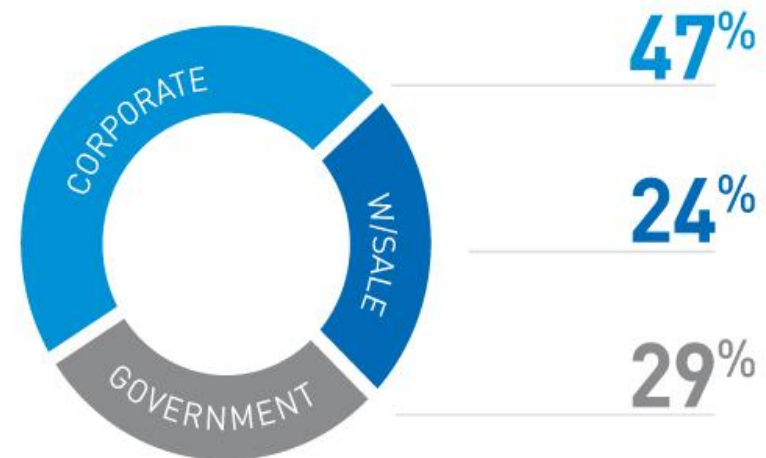


## BILLING BASE



“Strong organic growth  
in billing base over 3 years”

## DIVERSE CUSTOMER BASE



“Fibre, essential for Business”

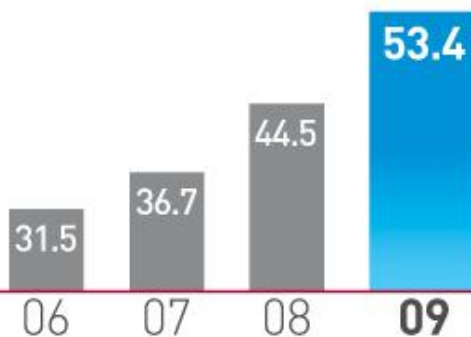
# Robust business



## REVENUE

↑ 19%

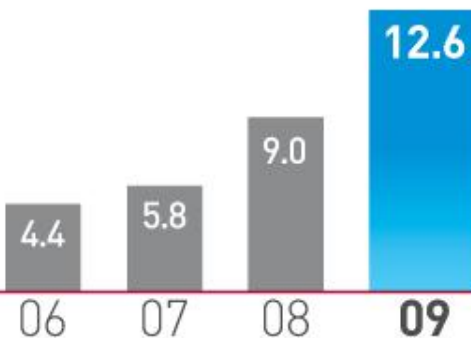
4 Year CAGR



## EBIT

↑ 42%

4 Year CAGR





# FY09 - Operating Units Performance



Operating Units (\$m)	FY09	FY08	Var %	
Revenue	53.4	44.5	▲	20%
EBITDA	18.4	14.3	▲	29%
EBIT	12.6	9.0	▲	41%
NPAT - Operating Units	7.9	5.7	▲	38%

**AMCOM**  
TELECOMMUNICATIONS LIMITED  
(ASX : AMM)

**amcom**  
TELECOM

100%

**amnet**  
BROADBAND

100%

**iinet**

23%

# Group P&L FY09



Reported Results (\$m)	FY09	FY08	Var %
<b>NPAT - Operating Units</b>	<b>7.9</b>	<b>5.7</b>	<b>▲ 38%</b>
Equity Accounted Earnings	5.8	4.4	▲ 31%
<b>NPAT - Pre Significant Item</b>	<b>13.7</b>	<b>10.1</b>	<b>▲ 35%</b>
NPAT - Reported	12.1	10.1	▲ 19%
<b>Earnings per share</b>	<b>2.25c</b>	<b>1.97c</b>	<b>▲ 14%</b>
Dividend per share	0.8c	0.7c	▲ 14%

**AMCOM**  
TELECOMMUNICATIONS LIMITED  
[ASX : AMM]

**amcom**  
TELECOM

100%

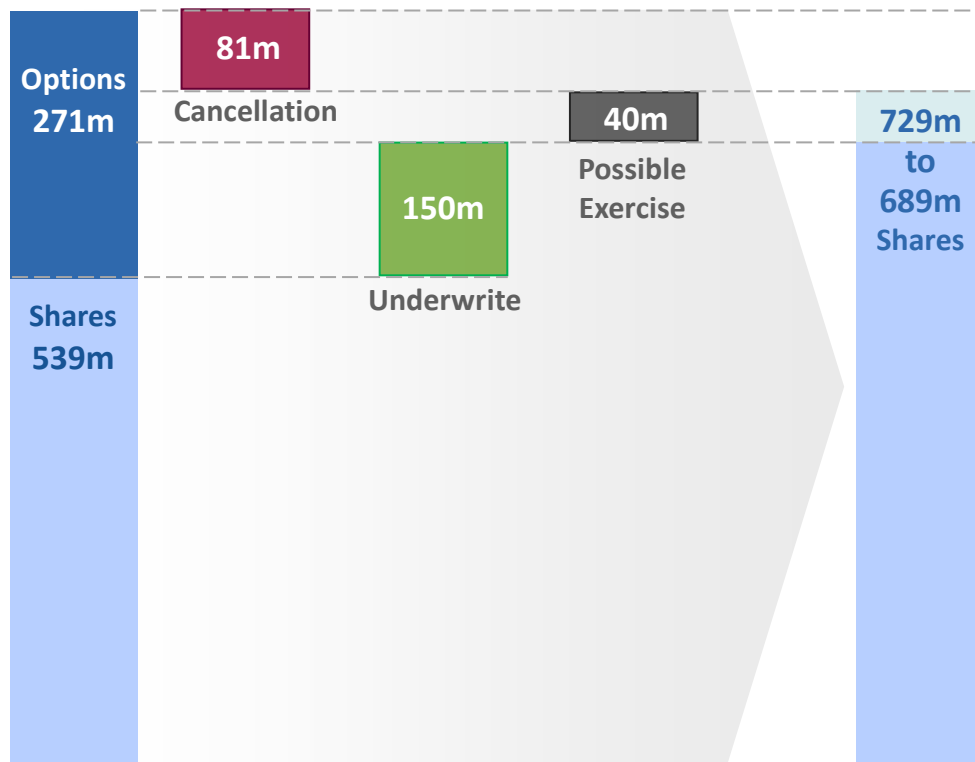
**amnet**  
BROADBAND

100%

**iinet**

23%

# Capital Management Initiative



- Provides certainty of capital base
- Funding growth
- Reduces dilution
- \$21m net proceeds from underwriting & cancellation
- Strengthens balance sheet

“Significant balance sheet capacity”

# Growth Strategy



- Leverage Amcom's existing assets to drive economies of scale
  - Network
  - Customer base
- Sell new services to existing customers
- Increase share of customer wallet
- Proven product offering
  - Value for money
  - Enhanced operational efficiency
  - Emerging market



“Fibre networks – essential for emerging IT Services”

# National Broadband Network Opportunity



- **NBN**

- Residential/ Consumer focused network
- Network speeds typically 20 – 100Mb
- Time horizon 5 – 7 years



- **Amcom**

- Amcom focused on business customers
- Corporate / Government Customers demand high - speed networks
- **46% of Customers (by revenue) already have services in excess of 100Mb**
- Offering national Fibre based services today
- Exploring opportunities to leverage this important infrastructure initiative



- Well positioned to deliver profitable growth
  - Strong operating cashflow and a net cash position post settlement of underwritten options
  - Proven organic growth
- Positive momentum continuing
  - Strong FY09 performance flowing into FY10 results
  - Well positioned assets with significant capacity available
- Minimum NPAT growth of 20% for FY10 from operations (before share of earnings from associates)
- Minimum Reported NPAT growth for FY10 of 30% (after share of earnings from associates, based on consensus forecasts)

# 2009

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To consider and, if thought fit, to pass, with or without amendment, the following resolution as an advisory resolution:

*“That, for the purposes of Section 250R(2) of the Corporations Act, the Company adopt the Remuneration Report as set out in the Company’s 2009 Annual Report for the year ended 30 June 2009.”*





To consider and, if thought fit, to pass, with or without amendment, the following resolution as an ordinary resolution:

*“That, for the purposes of Section 250R(2) of the Corporations Act, the Company adopt the Remuneration Report as set out in the Company’s 2009 Annual Report for the year ended 30 June 2009.”*

Proxies received in favour	303,581,662
Proxies received against	13,489,674
Proxies received abstain	4,354,989
Open proxies	228,204

## Resolution 2 RE -ELECTION of Mr Ian K Warner



To consider and, if thought fit, to pass, with or without amendment, the following resolution as an ordinary resolution:

*“That, Mr Ian Warner, being a Director of the Company, who retires in accordance with rule 75.1 of the Company’s constitution and the Listing Rules and, being eligible for re-election, is re-elected as a Director of the Company.”*

## Resolution 2 RE -ELECTION of Mr Ian K Warner



To consider and, if thought fit, to pass, with or without amendment, the following resolution as an ordinary resolution:

*“That, Mr Ian Warner, being a Director of the Company, who retires in accordance with rule 75.1 of the Company’s constitution and the Listing Rules and, being eligible for re-election, is re-elected as a Director of the Company.”*

Proxies received in favour	320,515,200
Proxies received against	292,625
Proxies received abstain	518,500
Open proxies	328,204

## Resolution 3 RE -ELECTION of Mr Peter J Clifton



To consider and, if thought fit, to pass, with or without amendment, the following resolution as an ordinary resolution:

*“That, Mr Peter Clifton, being a Director of the Company, who retires in accordance with rule 75.1 of the Company’s constitution and the Listing Rules and, being eligible for re-election, is re-elected as a Director of the Company.”*

## Resolution 3 RE -ELECTION OF Mr Peter J Clifton



To consider and, if thought fit, to pass, with or without amendment, the following resolution as an ordinary resolution:

*“That, Mr Peter Clifton, being a Director of the Company, who retires in accordance with rule 75.1 of the Company’s constitution and the Listing Rules and, being eligible for re-election, is re-elected as a Director of the Company.”*

Proxies received in favour	321,198,427
Proxies received against	85,398
Proxies received abstain	42,500
Open proxies	328,204

## Resolution 4 Cancellation of listed options



To consider and, if thought fit, to pass, with or without amendment, the following resolution as an ordinary resolution:

*"That for the purposes of ASX Listing Rule 6.23.2, and all other purposes, shareholders approve and authorise the cancellation by the Company of up to 81,175,585 listed options to subscribe for fully paid ordinary shares in the Company, exerciseable at \$0.17 per share and expiring on 31 December 2009, for consideration of \$0.04 per option on the terms and conditions set out in the Explanatory Statement."*

## Resolution 4 Cancellation of listed options



To consider and, if thought fit, to pass, with or without amendment, the following resolution as an ordinary resolution:

*"That for the purposes of ASX Listing Rule 6.23.2, and all other purposes, shareholders approve and authorise the cancellation by the Company of up to 81,175,585 listed options to subscribe for fully paid ordinary shares in the Company, exercisable at \$0.17 per share and expiring on 31 December 2009, for consideration of \$0.04 per option on the terms and conditions set out in the Explanatory Statement."*

Proxies received in favour	219,958,641
Proxies received against	155,398
Proxies received abstain	21,832
Open proxies	328,204