



Australian & New Zealand Investment Conference

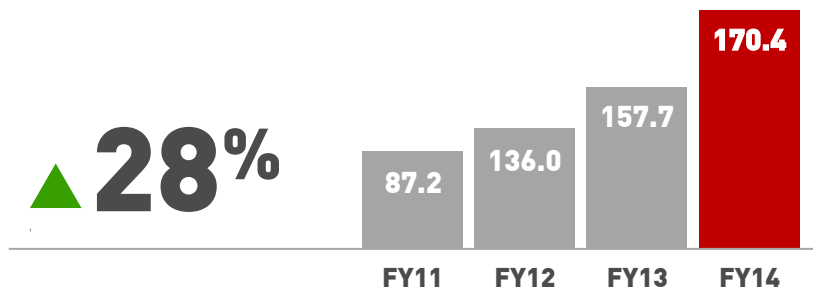
October 2014

Clive Stein CEO

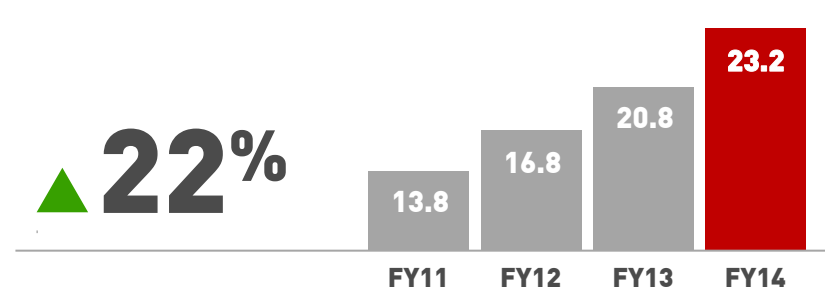
amcom

Consistent Track Record (4 YR CAGR)

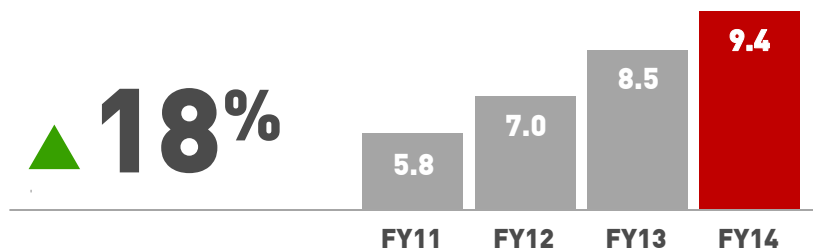
Revenue (\$m)



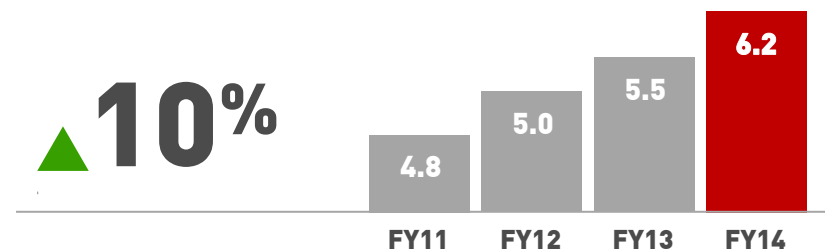
NPAT* (\$m)



EPS* (cps)



Annual Dividend (cps)



*before significant items

Financial Highlights

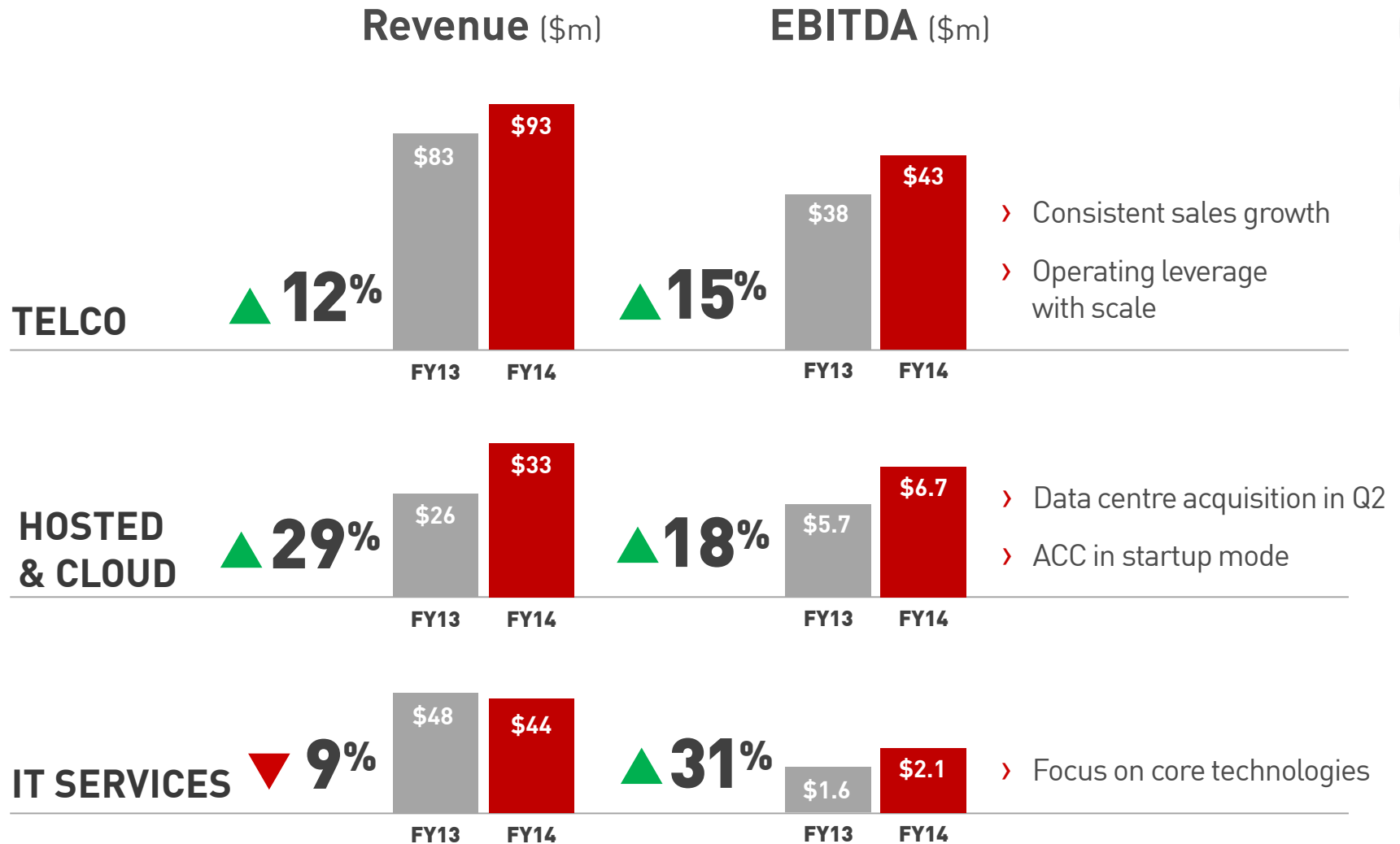
Profit Summary (\$m)	FY13	FY14	YoY
Revenue	157.7	170.4	▲ 8%
EBITDA	40.0	46.7	▲ 17%
EBIT	30.5	35.2	▲ 16%
NPAT (before significant items#)	20.8	23.2	▲ 12%
NPAT (reported)	20.8	22.4	▲ 8 %
EPS (before significant items#)	8.5c	9.4c	▲ 11%
ROE annualised*	18%	18.5%	
Annual dividend per share	5.5c	6.2c	▲ 13%

- › \$ 52m undrawn Bank debt facilities - Dec 16
- › Ungearred balance sheet with significant latent value and capacity to invest

Significant items comprise acquisition and integration costs

*NPAT (before significant items) / Average Shareholder Equity

Segment Results



Strategy

Our value proposition for **data networks** is significantly enhanced as our product capabilities grow.

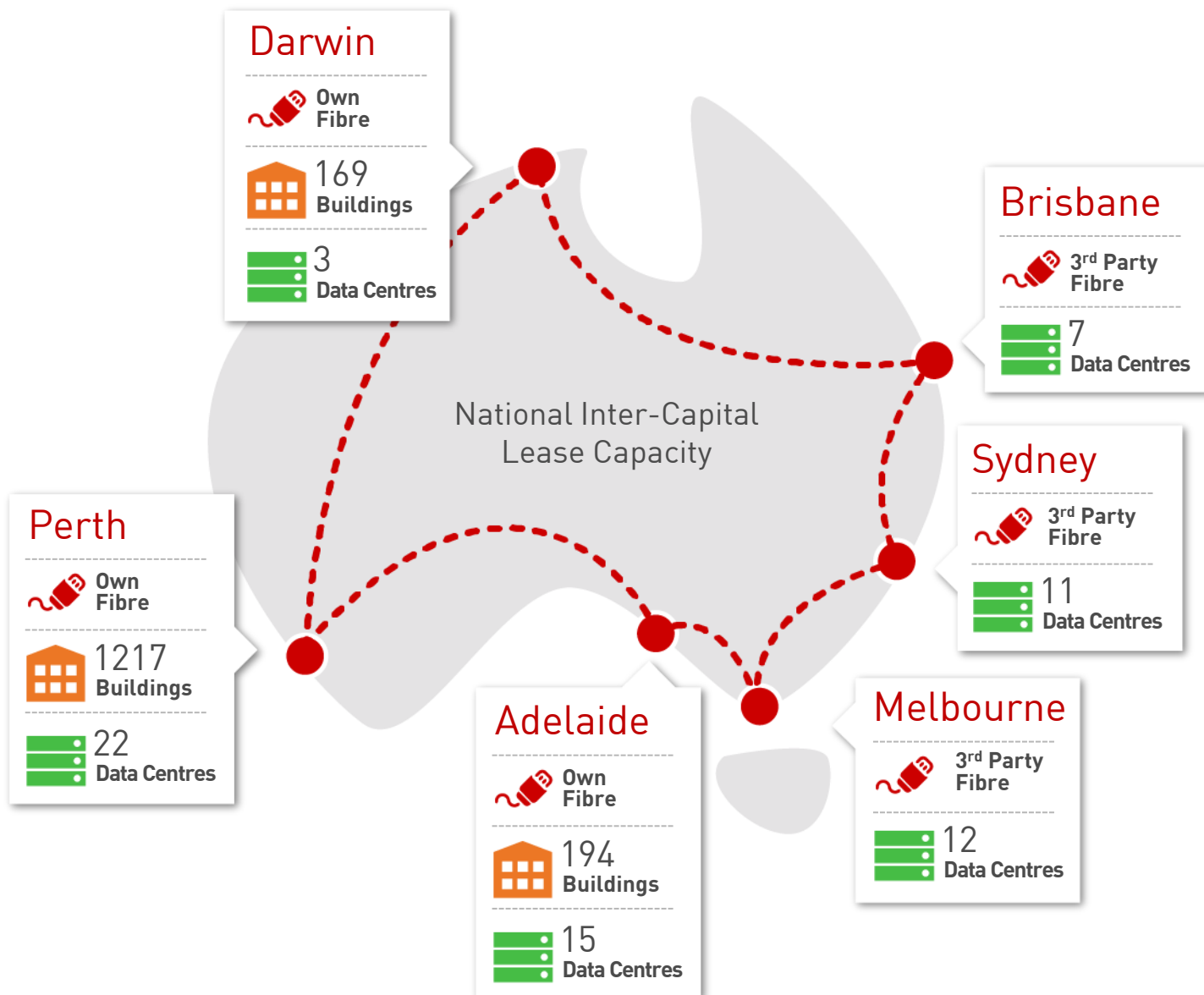


Data Networks

- › Sales levels for data networks remain strong into FY15
- › EBITDA margins increase through operational leverage
- › Slightly higher churn mainly resource sector
- › Over the past 12 months ~300 new customers
- › Cross selling new capabilities to data network customers



Growing Network Reach



Data Centre

- › Expansion of data centre footprint to 7 owned facilities
- › Total data centre footprint of 650 racks
- › Utilisation of own data centres >90%
- › Resale of third party data centres adequate for customer requirements
- › Increased data network footprint, connects to over 70 data centres nationally



Amcom Cloud Collaboration (ACC)

- › ACC delivers telephony and Unified Communications as a Service (UCaaS)
- › ACC (Cisco platform) deployed first half FY14
- › 17,000 seats sold in past six months
- › Sales pipeline building strongly
- › In some deals to existing customers, revenue increase x 6
- › Significant “pull through” of other services
- › Annuity revenue levels building, expect break even run-rate Q4 FY15



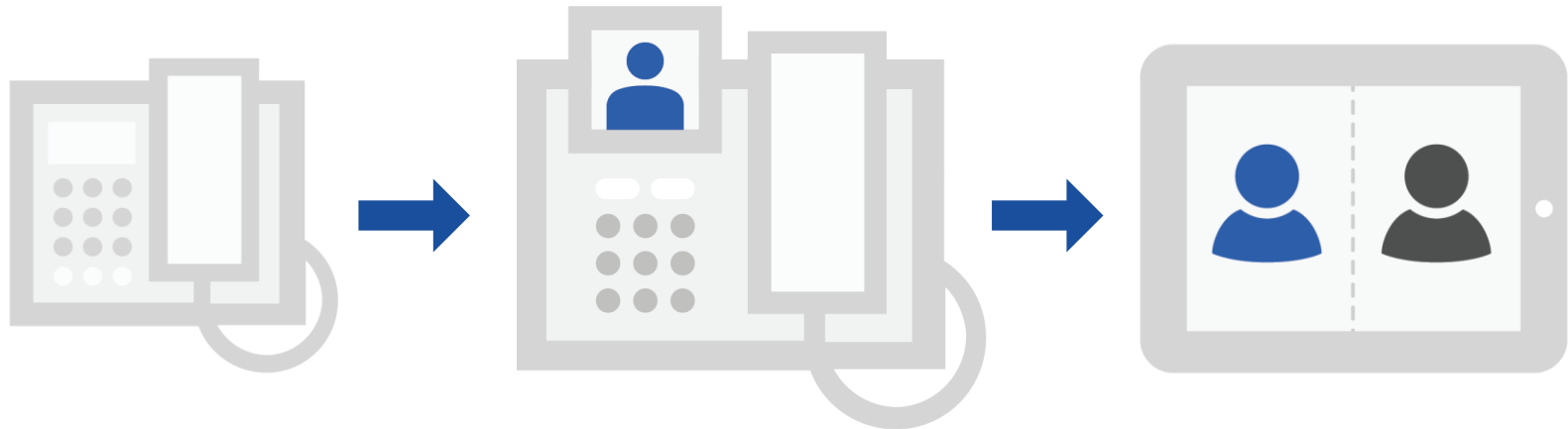
University of Melbourne contract

- › Multimillion dollar win - ACC Cisco platform
- › University of Melbourne deployment over 13,000 seats
- › Amcom Cloud Collaboration delivers flexibility:
 - › Consumption based
 - › Pay for what you use/consume
 - › Capex to opex model
- › Full usage commences in Q3 FY15 with full year contribution in FY16
- › First contract win following strategic partnership with AARNet
- › AARNet comprises 38 leading universities and CSIRO representing circa 200,000 seats*



* Estimate of target universities handsets

ACC Upsell Strategy



Phone Calls

+ voice mail

Video

Mobility + Collaboration

“Pull Through”

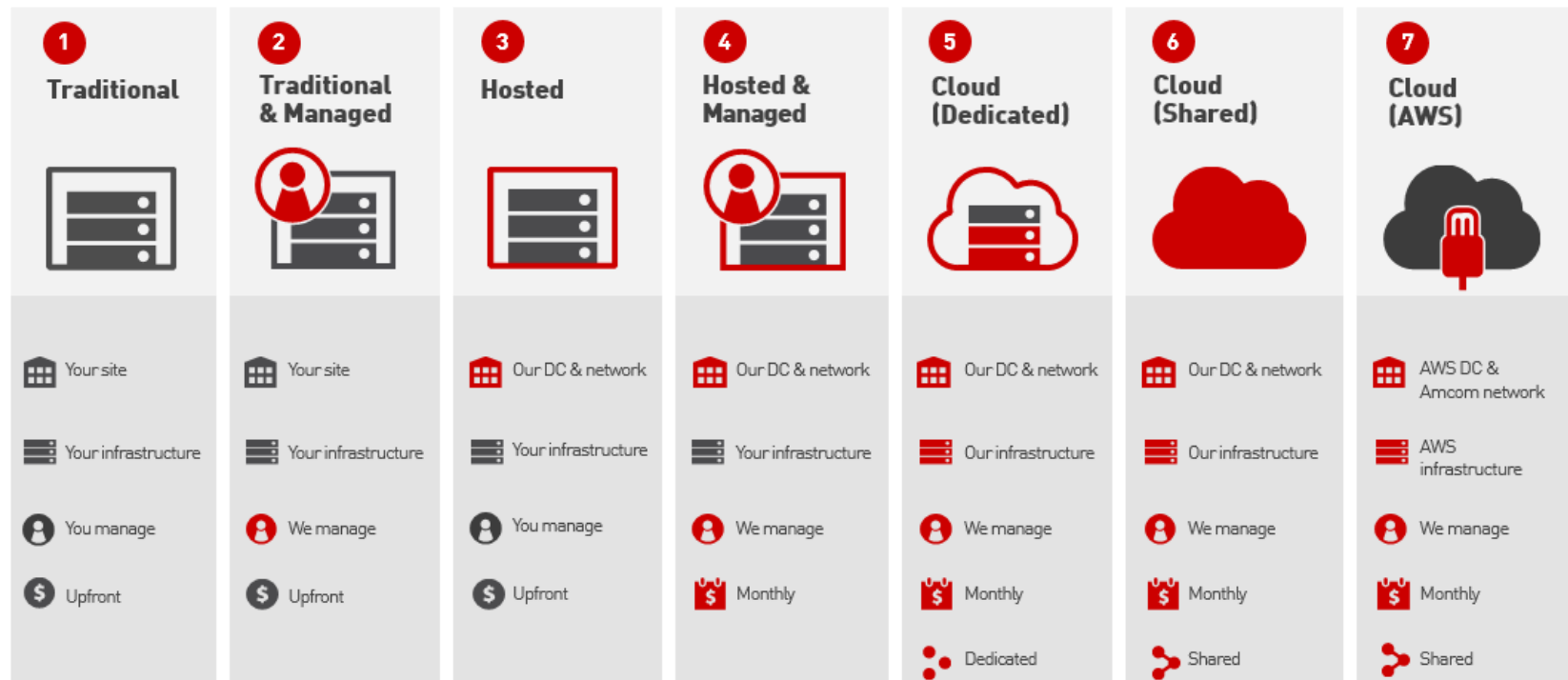
- › Data Network
- › Calls
- › Video Equipment
- › Line Rental
- › New Handsets
- › WiFi

Compelling opportunity
~ \$1.3B market*

* If this entire market adopts UCaaS, then the total addressable market would be to AUD 1.3 billion* as of end 2013. Frost & Sullivan, Jan 2014

Cloud

We have a strong capability to help customers transition to the Cloud ...



M&A Upside Potential

- › Inorganic opportunities currently being pursued
- › Complementary businesses aligned with Amcom's capabilities
- › Expand geographic coverage
- › Build scale and operational leverage
- › Significant financial headroom to fund M&A activities
- › Financial flexibility in place to better negotiate

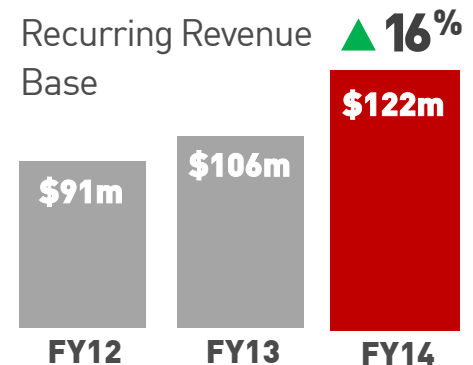
Summary and Outlook

Operating Environment

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

Growth Opportunities

- › Both organic and M&A
- › Strong potential to cross sell to existing customers
- › Relatively small market share
- › Well positioned for continued growth



FY15 Guidance - similar NPAT* growth as in FY14 (excluding M&A)

Disclaimer

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