

macquarie  
TELECOM



## Annual General Meeting

23 November 2012

Chairman's Address

**ROBERT KAYE**

# DELIVERING ON STRATEGY

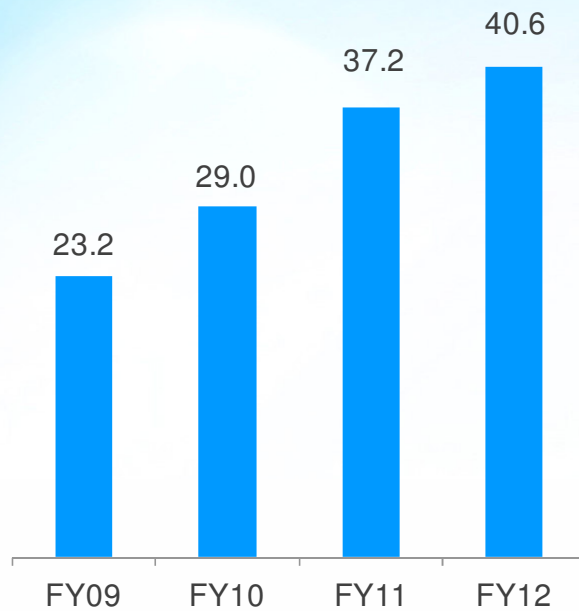
- Strong operational and financial performance in fiscal 2012
- Increasing demand for hosting services
- Hosting capacity expanded with opening of second Sydney data centre, Intellicentre 2
- Telco business continues to deliver improved earnings

## 2012 FINANCIAL HIGHLIGHTS

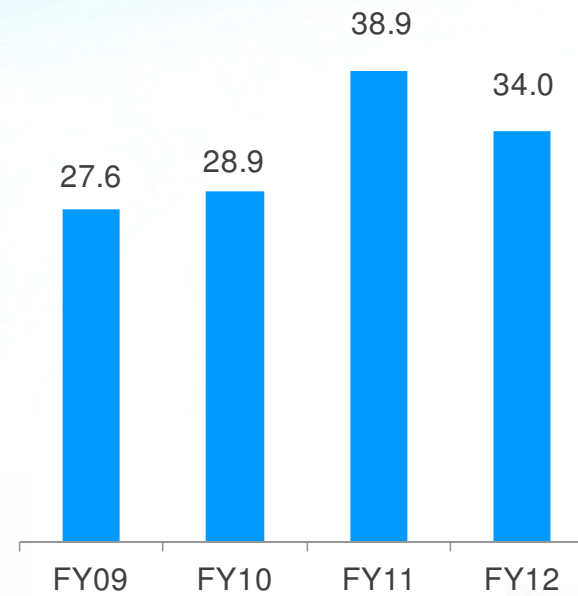
- NPAT of \$19.6 million, 11% improvement on pcp
- Ordinary dividend of 24 cps fully franked
- EBITDA profit of \$40.6 million up 9% on pcp
- EBIT profit of \$24.4 million was up 12% on pcp
- Cash and cash equivalents of \$30.8 million as at 30 June 2012
- \$30 million undrawn working capital facility

# STRONG EBITDA & OPERATING CASHFLOW

EBITDA \$m



Operating Cash flows \$m



# OUTLOOK

- EBITDA profit for the full year is expected to be between \$38 and \$42 million.
- Depreciation for the full year is expected to be between \$22 and \$23 million, the increase being primarily attributable to depreciation associated with Intellicentre 2.
- Capital expenditure for fiscal 2013 is expected to be approximately \$48 million of which approximately \$28 million will be spent on the expansion of Hosting capacity in Sydney and Canberra and \$20 million on business as usual capital expenditure.

Chief Executive's Address

**DAVID TUDEHOPE**

## STRATEGIC OBJECTIVE

To be Australia's number one Managed Hosting and integrated Telco provider to business and government customers through the delivery of service excellence.

# INTELLICENTRE 2: World-Class, Globally Certified, High Availability Data Centre.

**SAP**® Certified  
in Cloud Services

**Microsoft**® Partner  
Gold Hosting

**SAP**® Certified  
in Hosting Services



Information  
Security  
ISO 27001  
 SAI GLOBAL



# INDUSTRY TRENDS



**Cloud  
Computing**



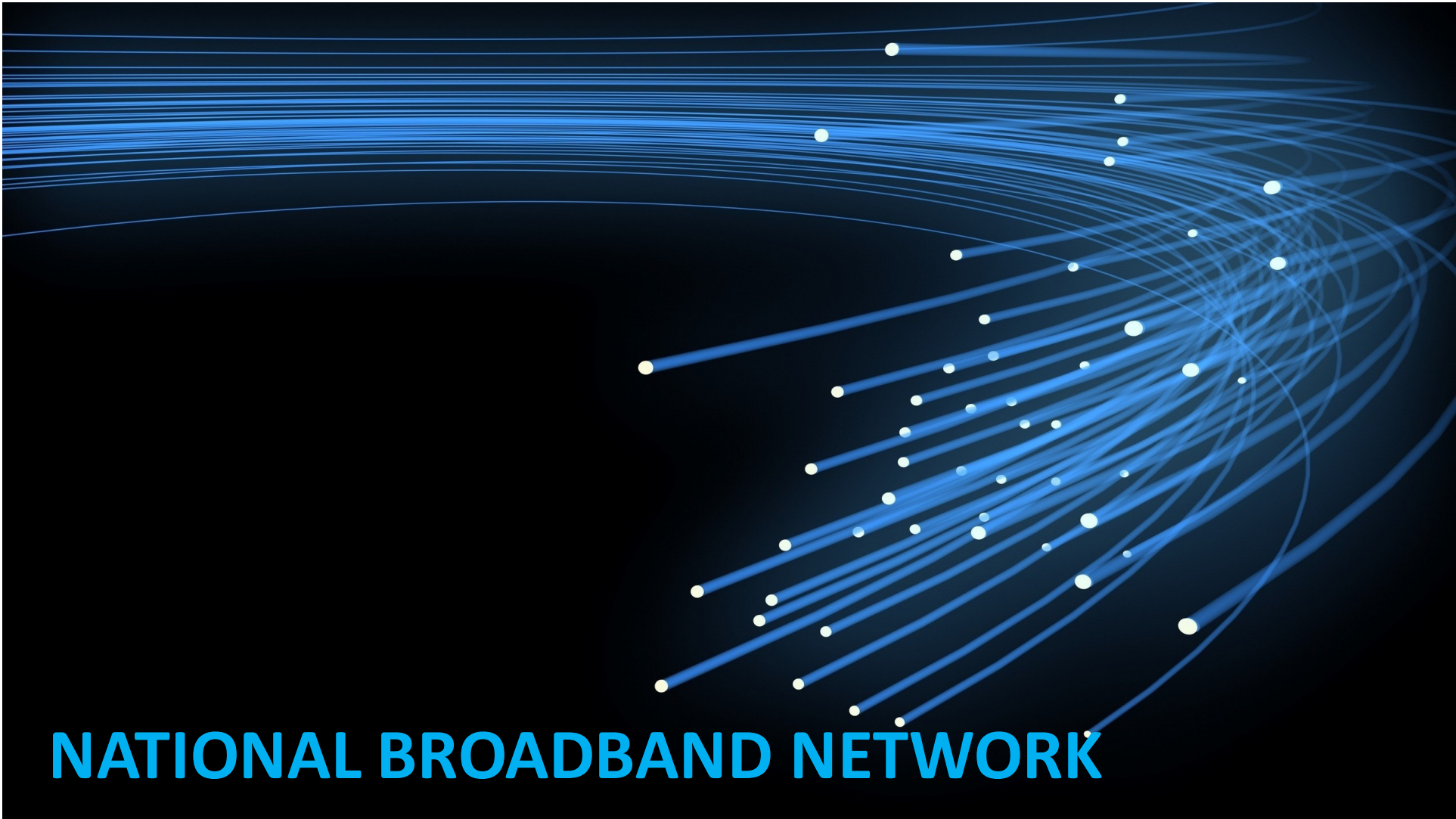
**NBN**



**Mobility/  
BYOD**

# CLOUD COMPUTING





**NATIONAL BROADBAND NETWORK**

# BRING YOUR OWN DEVICE



# GOVERNMENT



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