



AGM Presentation

November 2007

Presentation Overview



Company Overview

Financial Overview

Our Business

Company Today

IPO objectives

- **Merger & Acquisitions**
- **New Zealand Market**
- **Marketing**

Going forward

2007/2008 Outlook / Conclusion



Company Overview



- Tel.Pacific launched in 1996
- One of the market leaders in pre-paid calling cards
- Products available through more than 15,000 retail outlets
- Provides Services Australia wide
- 85 staff throughout Australia
- Hello Phone Card one of the pioneer brands in the calling card industry

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Financial Overview



Summary



- Delivered on Prospectus forecast
- 40% growth in revenue to \$36.37m for 2007
- Proforma EBITDA of \$4.01m compared to \$2.68m in the previous year
- Strong cash flow, no current debt
- Terminated 667 million minutes in 2007, compared to 470 million FY06

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Prospectus forecast compared with actual



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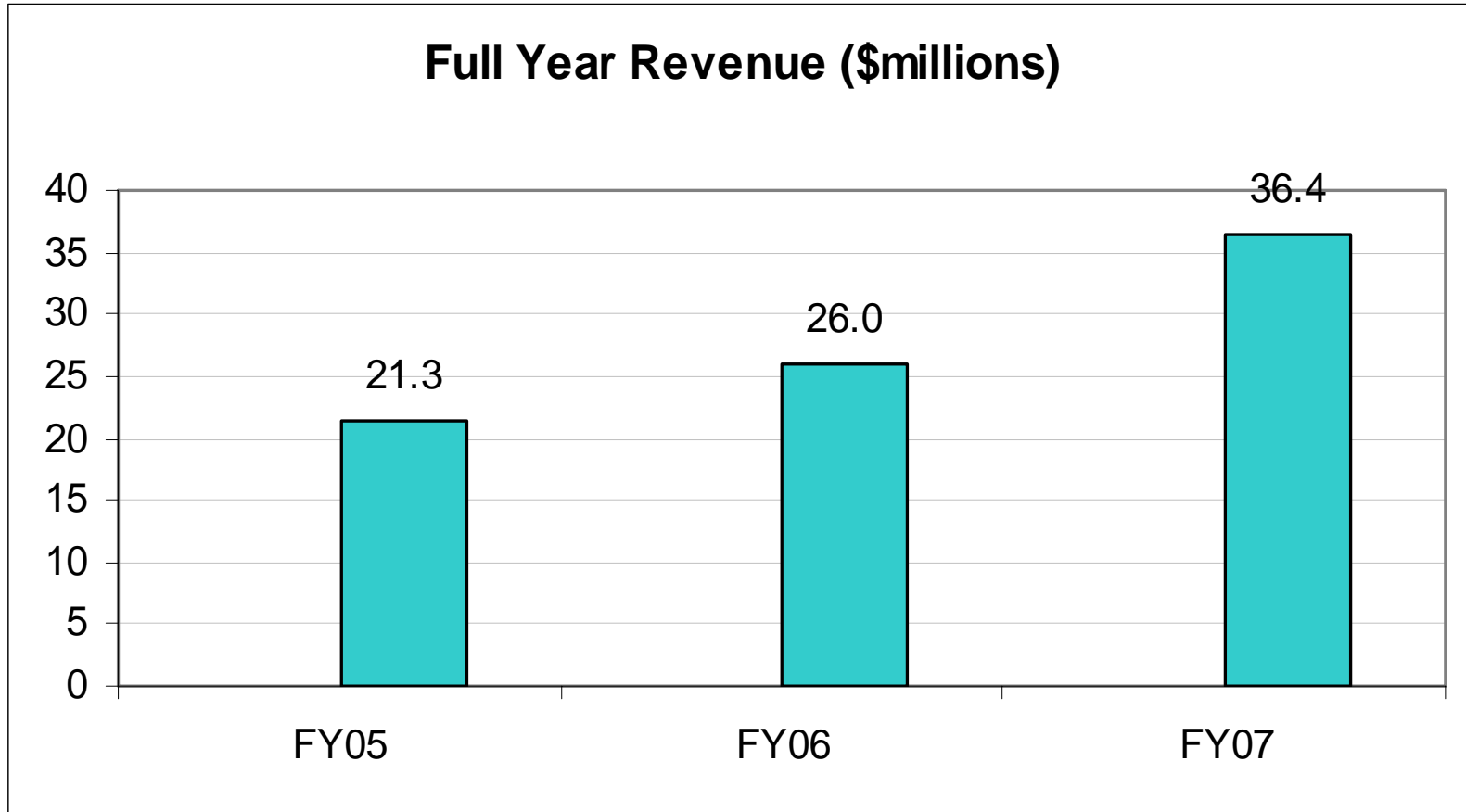
	2007 Forecast	2007 Actual
Revenue	36.3m	36.4m
Gross Profit	9.3m	9.8m
EBITDA	3.9m	4.0m
EBIT	3.3m	3.4m
NPAT	2.2m	2.3m
NPAT (including discontinued operations)	2.8m	3.1m



Revenue



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Business Overview



Tel.Pacific's underlying strengths

Sales Teams

- Capable of growing the business at an average annual growth in revenue in excess of 20% between FY2004 and FY2007
- Strongest direct sales force in the industry

Marketing

- Quick and dynamic production
- Experienced and competitive
- Well developed systems
- Sophisticated analysis and management database system built in house since 2000

Customer Service

- 24/7 customer service & retailer support with low cost to manage

Products

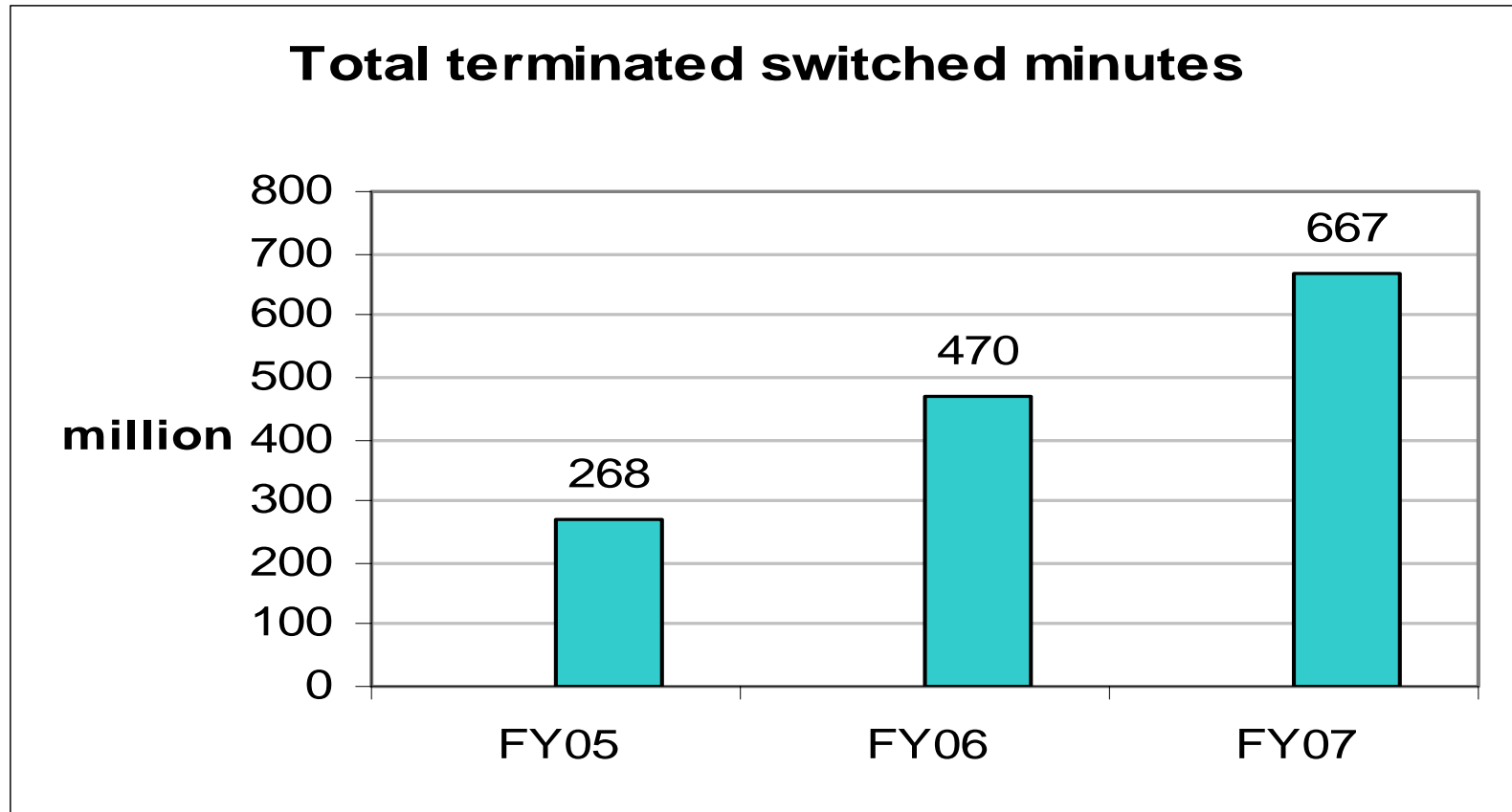
- Strong brands awareness and loyal customer base
- Strong goodwill from channel partner and retailers



Total terminated minutes



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Company Today



- Continued Organic Growth
- Strong Balance Sheet
- Significant Working Capital
- No Current Debt
- Strong Positive Cash flow
- A consolidator of the calling card market space
- Continued growth in the calling card industry
- Opportunities to expand locally and internationally
- Good record of growth and profitability
- Best position to capture the prepaid market through its wide distribution network

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IPO Objectives



Acquisition



- November 20, 2007 – Acquired C2 Comms Calling Card brands and Assets
- Business previously achieved \$10 million in revenue & 120 million minutes, acquisition will assist growth & scale in the Tel.Pacific business
- Obtained the well recognised “Powered by AAPT” logo– only card on the market approved by AAPT Limited
- Acquired new distribution channel and partners not overlapping current channels
- Obtain 10 well recognised card brands – Click, Click Africa, Click Vietnam, South Asia, Snap, Compass, My Bull, Sweet Talk, True Time and My World
- Strong loyal customer base since 2003
- The existing services are handled by Tel.Pacific’s current systems and call centre team to reduce operating costs.



New Zealand



- Existing opportunities to capitalise on adjacent New Zealand market, limited initial revenues expected this financial year.
- Tel.Pacific Limited opens a 100% subsidiary called Tel.Pacific New Zealand Limited.
- Auckland Office opens in October 2007.
- Card Systems and Call centre operation continues to use our existing services spreading fixed operating costs.



Marketing



www.rechargecentral.com.au

- Online Sales
- Virtual channel available Australia wide and internationally.
- An online platform for all products and players in the industry.



Going Forward



- Well placed to identify and capitalise on growth opportunities – acquisition, geographic expansion, aggressive organic growth.
- Company continues to increase distribution outlets nationwide, growing the sales and support teams.
- Further development of our calling card website
- Increasing volume brings further economies of scale



2007/2008 Outlook



- Expect continued strong revenue growth comparable to last financial year.
- Revenue growth-both organic, and through acquisitions
- Acquisitions will not contribute to NPAT until 2009 due to implementation costs and delayed time frame
- Expect overall minutes to continue to grow
- Focus on improving product quality – key aspect for improving margins in ensuing years
- Continue search for further acquisitions
- Continue search for new products to distribute through existing channel

