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Tel.Pacific

AGM Presentation

November 2008

Presentation Overview

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Company Overview

- 1st full financial year as a listed company
- Company continues to be profitable, and fast growing
- Maintains strong position in the pre-paid calling card market
- Provides Services Australia wide and in New Zealand
- 95 staff throughout Australia and NZ
- Hello Phone Card one of the pioneer brands in the calling card industry
- Brands under management grew from 30 to 100
- Acquired C2 Comms and Prepaid World



Financial Overview

- Revenue up 30% to \$47.4m
- EBITDA up 20% to \$4.8m
- NPAT from continuing operations up 29% to \$2.9m
- Annual dividend of 0.70 cents per share
- Strong cash flow, no current debt



Financials

	2008	2007	Change
Revenue	47.4m	36.4m	up 30%
Gross Profit	12.1m	9.8m	up 23%
EBITDA	4.8m	4.0m	up 20%
EBIT	4.0m	3.4m	up 18%
NPAT	2.9m	2.3m	up 29%

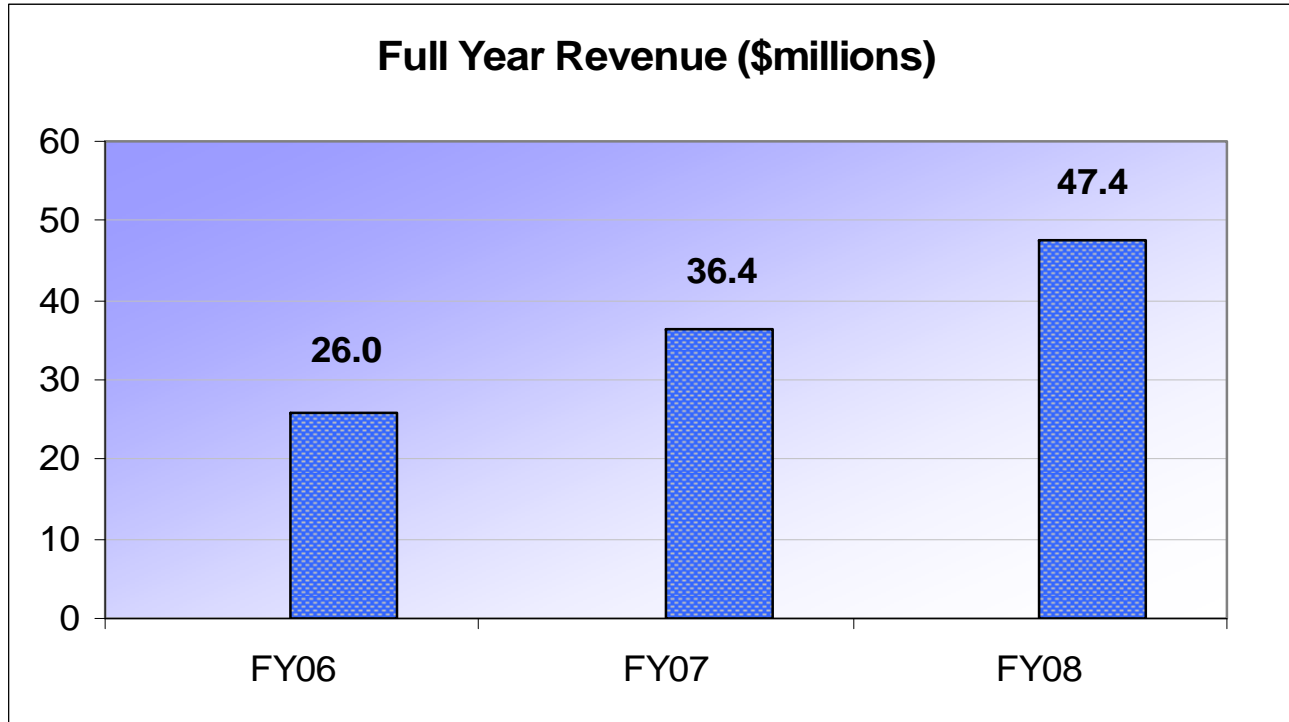
(Net Profit from continuing operations after tax)

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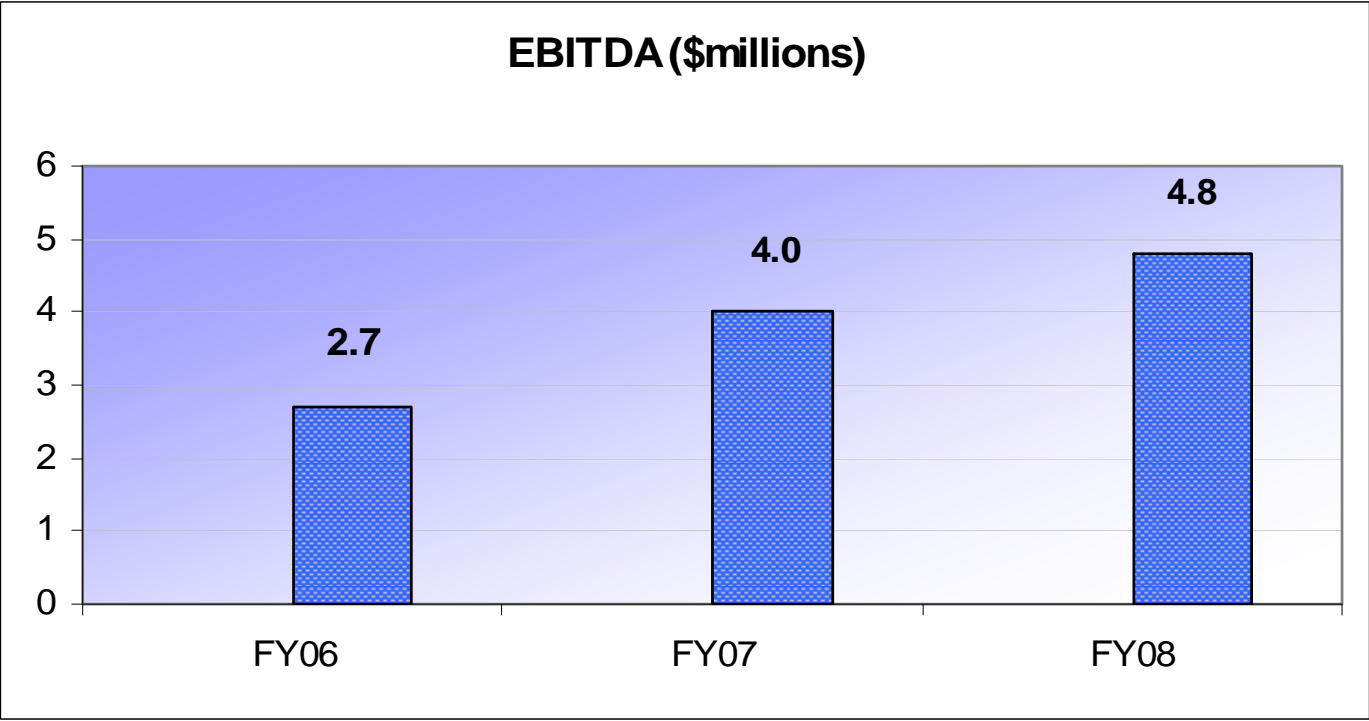
Revenue

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EBITDA

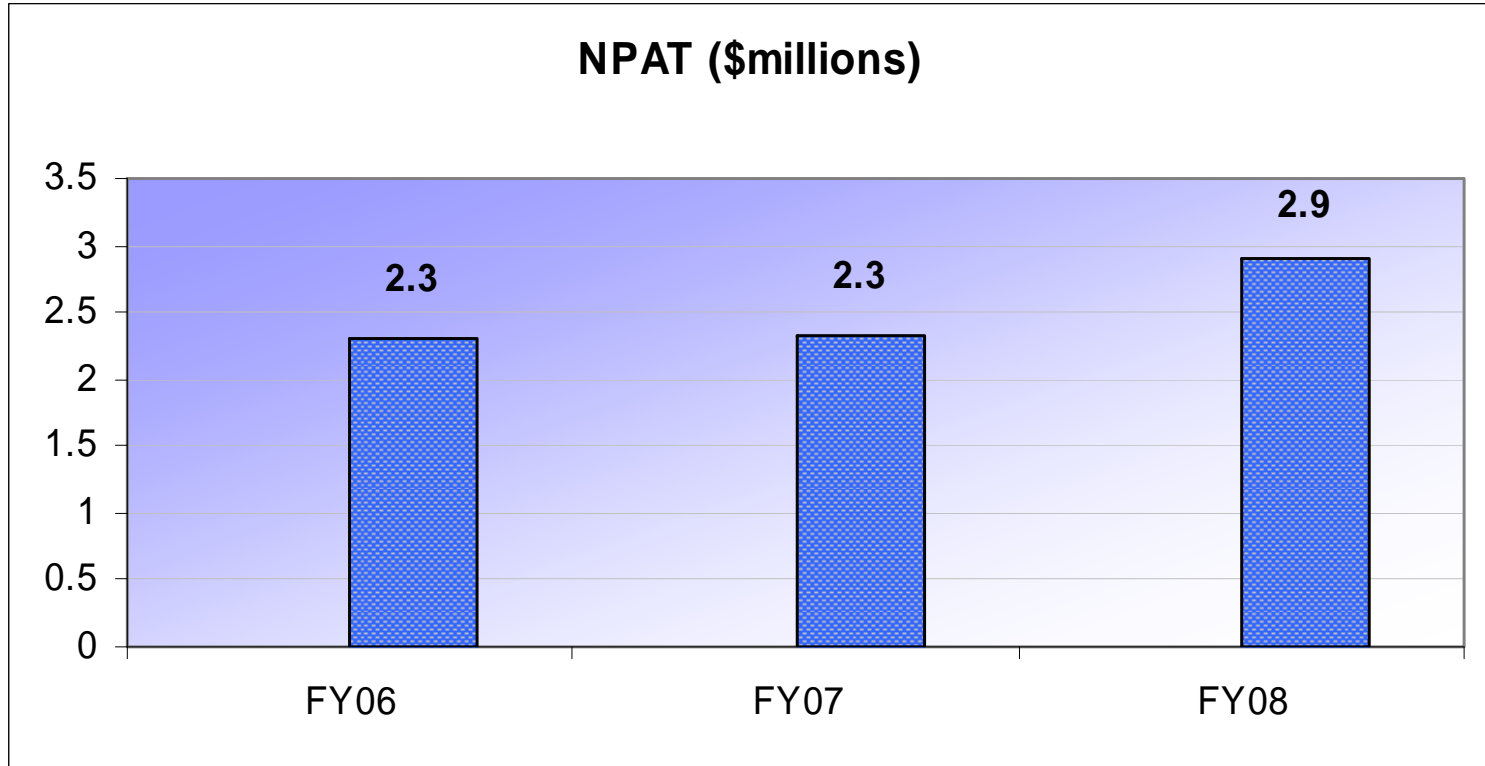
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NPAT

(Net Profit from Continuing operations After Tax)

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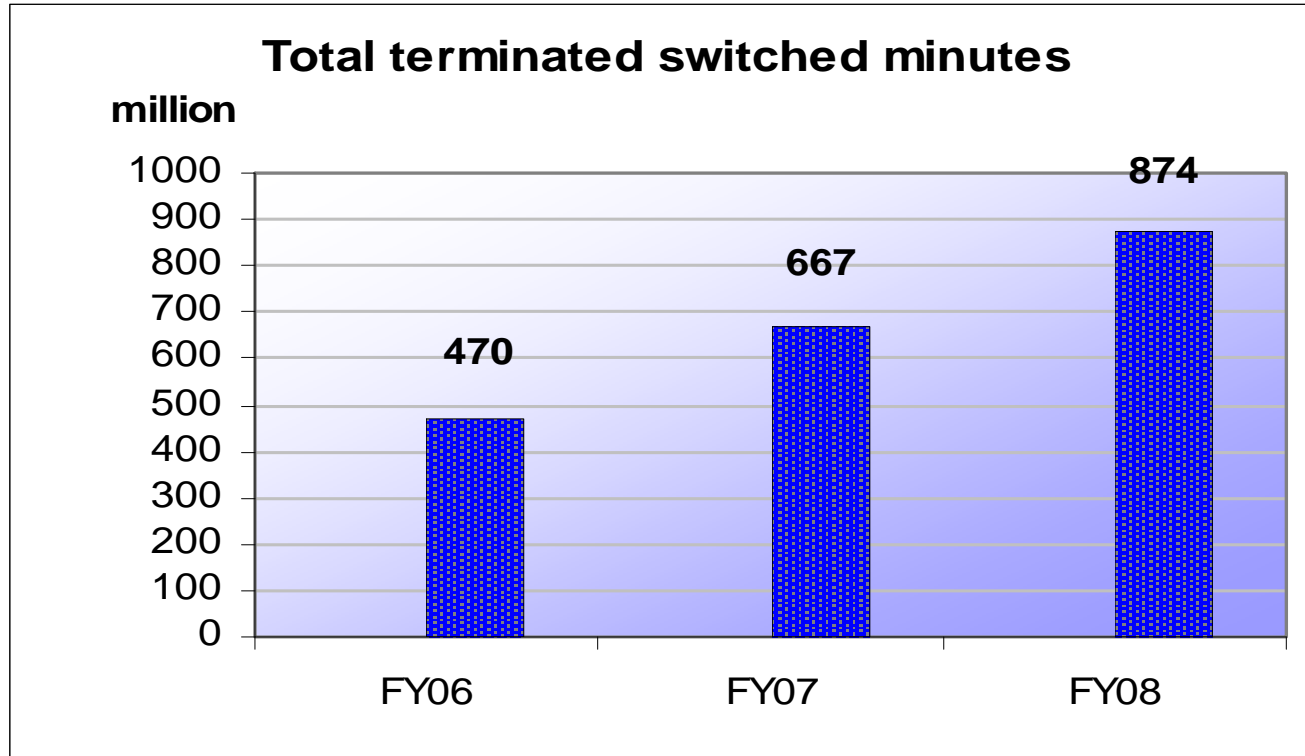
Operational Overview

- Company continues to increase distribution outlets nationwide, growing sales and support teams with minimal extra costs
- Managing more than 100 calling card brands in the market
- International minutes increased to 874 million over 31% growth over the year
- Continued development on database systems
- Recently expanded in the New Zealand Market
- Acquired C2 Comms in November 2007
- Acquired Prepaid World in June 2008



Total terminated minutes

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Acquisition

Acquired C2 Comms (November 2007)

- Business previously achieved \$10 million in revenue & 120 million minutes, acquisition will assist growth & scale in the Tel.Pacific business
- Obtain 10 well recognised card brands – Click, Click Africa, Click Vietnam, South Asia, Snap, Compass, My Bull, Sweet Talk, True Time and My World

Acquired Prepaid World (June 2008)

- Business previously achieved \$7 million in revenue & 60 million minutes
- Obtain calling card brands such as Lite, Kooky, Moon lite, Spicy, Cactus, Kurry, Ice, Sweet Deal, Bonsai, Bonjour, Lebanon Forever, City Chat, Ten Dollar and Five Dollar



New Zealand

- 2008 New Zealand revenues of 1.2 million and growing
- FY2008 turning over 20 million minutes and growing
- A Voice switch has been installed for better operational efficiencies



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



2008/2009 Outlook

- Focus on consolidating underlying business
- Manage the challenges of the economic situation, incl. FX fluctuations
- Continue the expansion of our core business in Australia and N.Z.
- Revenue growth - both organic, and through acquisitions
- Expect overall minutes to continue to grow
- Focus on improving product quality – key aspect for improving margins in ensuing years
- Integrate acquisitions
- Review options to expand into other Asia Pacific markets through organic growth of established operations and through acquisitions
- Explore new opportunities to leverage our channel



Directors

Greg McCann	Chairman
Charles Huang	CEO/Executive Director
Barry Chan	COO/Executive Director
Jeffrey Ma	CFO/Executive Director
Stephe Wilks	Non Executive Director
Ryan O'Hare	Non Executive Director
Nick Geddes	Company Secretary

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QUESTIONS?

