

SP Telemedia Limited



8th Annual General Meeting

26 November 2008

David Teoh
Executive Chairman

Significant Events



- 7 February 2008 Merger with TPG Announced
- 7 April 2008 Shareholders approve merger
New Directors appointed
- 22 April 2008 Takeover offer made for Chariot
- 14 August 2008 Acquisition of Chariot Completed

FY08 Results



	2007	2008
REVENUE	\$ 426.5m	\$ 446.4m
EBITDA	\$ 32.3m	\$ 24.9m
NPAT	\$ 6.0m	-\$ 18.9m
Normalised EBITDA	\$ 37.1m	\$ 46.6m

One-off adjustments to 2008 EBITDA included:

- Writing off exceptional bad and doubtful debts (-\$15m)
- Writing off capitalised commission (-\$7m)
- Costs associated with the TPG merger (-\$6m)
- Benefit from the surrender of the Perth lease (+\$7m)

2008 Includes 4 months TPG

TPG FY08 Results



Revenue	\$173.1m
EBITDA	\$ 61.6m
NPAT	\$ 38.3m

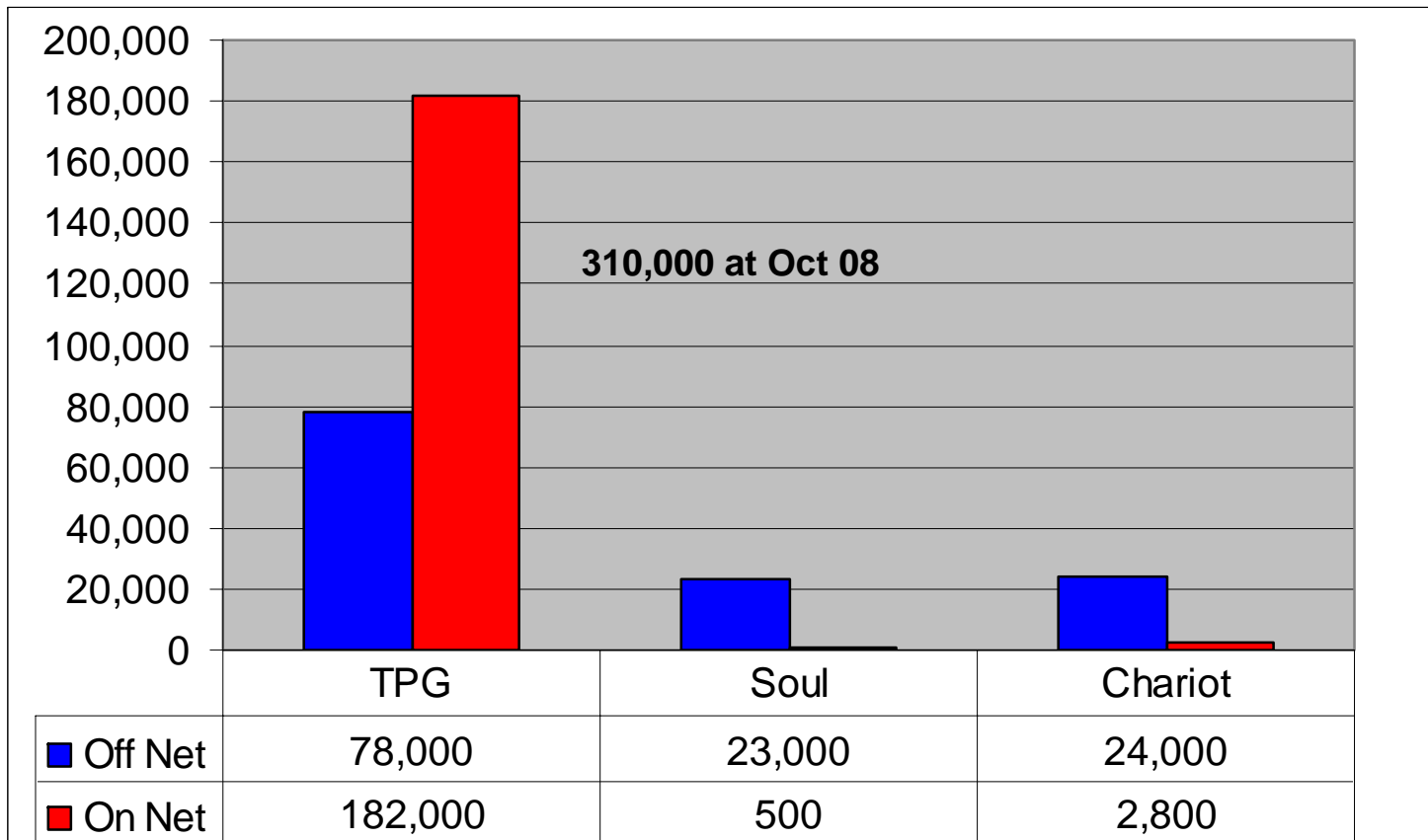
TPG overachieved EBITDA budget of \$53.1m by 16%

Our Business



Consumer > 600,000 Customers	Corporate, Government & SMEs > 1,000 Customers
<ul style="list-style-type: none">• Broadband Internet<ul style="list-style-type: none">• ADSL• ADSL2+• Naked DSL• Dial Up Internet• Mobile Phone• Fixed Line Phone• VoIP• IPTV• Web & Domain Hosting	<ul style="list-style-type: none">• Business Network Services<ul style="list-style-type: none">• SHDSL• EFM• VPN• Security Solutions• Video Conferencing Services

Broadband Subscribers





Naked DSL



- **Launch Naked DSL in metro markets:**
Sydney, Melbourne, Brisbane, Canberra, Adelaide
- **Competitive pricing and unlimited VoIP calls**

Plan	Monthly Charge	Quota	Free VoIP Calls
Naked DSL 50GB	\$59.99	50GB	Unlimited local and national calls
Naked DSL 150GB	\$79.99	150GB	Unlimited local and national calls

Mobile

		
Invoice / Statement	Mail	Online
Payment	Terms	In Advance Direct Debit & Credit Card only
Bad Debt	Yes	No
Handset	Subsidised	BYO
Contract	Yes	No



MOBILE CAP
PAY \$19⁹⁹
FOR \$300
 OF CALLS, TEXT & DATA
 PLUS FREE CALLS with 'yes' Time™
* Conditions apply.

NO CONTRACT



MOBILE UNLIMITED
 CALLS & TEXT
ONLY \$59⁹⁹
 PER MONTH
* Unlimited Calls & TXT to Mobiles in OZ
 * Unlimited Standard Local & National Calls in OZ
 * Conditions apply.

NO CONTRACT

Fixed Line



- **Launch Fixed Line Telephone Services to TPG Customers**

Network Services



- **Focus on high margin network services using our own infrastructure**
- **Highly competitive products and services**
 - SHDSL
 - EFM
 - Virtual Private Network (VPN)
 - Security Solutions
 - Video Conferencing Services

Integrating the Business

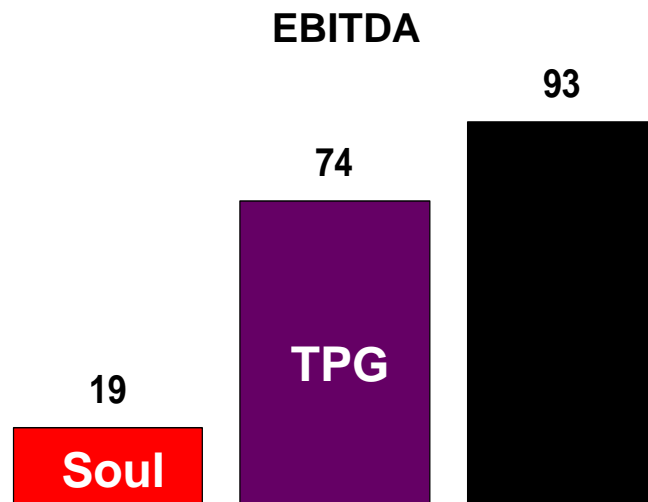


- We have made good progress in integrating the business
- Continue integration program
- Continue to improve our operational performance and control expenses
- Automated network service delivery and provisioning

FY09 Guidance



Revenue	\$480m
EBITDA	\$ 93m
NPAT	\$ 16m
Free Cash Flow after interest, tax & minimum loan repayment commitments	\$ 58m
Capex	\$ 29m



FY09 Dividends



➤ **1c Interim Dividend**

The Board intends to announce an interim dividend following the release of the half year results.

Subject to Bank approval

Moving Forward



- Focus on Customer Service
- Focus on Competitive Offerings and increase Market Share
- Launch Naked DSL
- Launch fixed line phone services to TPG customers
- Integrate Billing platforms

Our People



➤ **1200 staff**

**Sydney, Newcastle, Melbourne, Brisbane, Canberra,
Adelaide, Manila**

I am grateful for their hard work and look forward to their continuing effort in increasing our focus on customers and on our growth.



Disclaimer



This presentation includes certain forward-looking statements that are unaudited and based on assumptions and information known to date. They are subject to various risks and uncertainties, and actual results or achievements could be significantly different from those expressed in or implied by these forward-looking statements.

SP Telemedia Limited



Thank you.