



# Annual General Meeting

25 October 2007



Capability + Ambition + Growth

# Record earnings performance

|         | Pro forma        | Statutory        |
|---------|------------------|------------------|
| Revenue | \$292.5M, +71.1% | \$247.1M, +44.5% |
| EBITDA  | \$30.1M, +244.3% | \$21.2M, +142.6% |
| NPAT    | \$17.5M, +301.6% | \$11.2M, +158.2% |

# Year in Review

|                |   |
|----------------|---|
| July 2006      | Acquired Radhaz Consulting                      |
| August 2006    | Acquired Fibercom                               |
| August 2006    | Vodafone contract extension and expansion       |
| January 2007   | Completes merger with TCI, cancels 40.3M shares |
| January 2007   | Acquired General Purpose Group                  |
| February 2007  | Awarded Do Not Call Register contract           |
| May 2007       | Awarded Telstra Payphones contract              |
| May 2007       | Awarded Energex contract                        |
| June 2007      | Acquired Serviceworks Metering                  |
| July 2007      | Awarded 2 <sup>nd</sup> Energex contract        |
| September 2007 | Awarded AAS Contract                            |
| September 2007 | Acquired Alinta sub metering business           |
| October 2007   | Acquired McCourt Dando                          |

## Resolution 1

“That the remuneration report of the Company presented at the meeting and signed by the chair for the purposes of identification, be received and adopted.”

## Resolution 2

“That **John Llewellyn Davies** who retires by rotation in accordance with rule 7.1(d) of the Company’s constitution and, being eligible, stands for re-election, be re-elected as a director of the Company.”

## Resolution 3

“That **Michael Edward Doery** who retires by rotation in accordance with rule 7.1(d) of the Company’s constitution and, being eligible, stands for re-election, be re-elected as a director of the Company.”

## Resolution 4

“That **Russell Andrew Small** who retires by rotation in accordance with rule 7.1(d) of the Company’s constitution and, being eligible, stands for re-election, be re-elected as a director of the Company.”

## Resolution 5

“That **Adrian James Field** who retires by rotation in accordance with rule 7.1(d) of the Company’s constitution and, being eligible, stands for re-election, be re-elected as a director of the Company.”



## Resolution 6

“That **Stephe Peter Wilks** who retires by rotation in accordance with rule 7.1(f) of the Company’s constitution and, being eligible, stands for re-election, be re-elected as a director of the Company.”

## Resolution 7

Approval of issue of 20 million placement shares

## Resolution 8

Establish and implement an employee share ownership plan, and the issue of securities of the Company under the Service Stream ESOP be approved as an exception to rule 7.1 of the ASX Listing Rules

## Resolution 9

The Service Stream ESOP be approved for all other purposes, including for the purposes of part 2J.2 and part 2J.3 of the Corporations Act 2001

## Resolution 10

Establish and implement an exempt employee share ownership plan, and the issue of securities of the Company under the Service Stream Exempt ESOP be approved as an exception to rule 7.1 of the ASX Listing Rules

## Resolution 11

The Service Stream Exempt ESOP be approved for all other purposes, including for the purposes of part 2J.2 and 2J.3 of the Corporations Act 2001

## Resolution 12

That the issue to **John Llewellyn Davies** (or an entity nominated by him that is his family trustee, controlled entity or superannuation fund) of 100,000 fully paid ordinary shares in the Company for no consideration, be approved for the purpose of rule 10.11 of the ASX Listing Rules.

## Resolution 13

Issue to **Patrick Joseph Flannigan** of up to 800,000 fully paid ordinary shares each year subject to completion of one or more milestone projects



## Resolution 14

Issue to **Michael Edward Doery** of up to 800,000 fully paid ordinary shares each year subject to completion of one or more milestone projects

## Resolution 15

Increase in the remuneration of the directors  
for their services as directors be increased from  
\$500,000 to \$750,000



# Annual General Meeting - CEO Presentation

25 October 2007



Capability + Ambition + Growth

# Agenda

- Year in Review
- Financials
- AAS Contract Structure
- Business Overview
- Future Outlook



# Year in Review

- Strong Financial Performance
- Increased Fully Franked Dividend of 4.5 cps
- Successful integration of TCI
- TOW growth to 12,000 per day by July 2008





# Year in Review

|                |   |
|----------------|---|
| July 2006      | Acquired Radhaz Consulting                      |
| August 2006    | Acquired Fibercom                               |
| August 2006    | Vodafone contract extension and expansion       |
| January 2007   | Completes merger with TCI, cancels 40.3M shares |
| January 2007   | Acquired General Purpose Group                  |
| February 2007  | Awarded Do Not Call Register contract           |
| May 2007       | Awarded Telstra Payphones contract              |
| May 2007       | Awarded Energex contract                        |
| June 2007      | Acquired Serviceworks Metering                  |
| July 2007      | Awarded 2 <sup>nd</sup> Energex contract        |
| September 2007 | Awarded AAS Contract                            |
| September 2007 | Acquired Alinta sub metering business           |
| October 2007   | Acquired McCourt Dando                          |

# Financial Summary – reported result

|                    | FY 2007   | FY 2006  | % change |
|--------------------|-----------|----------|----------|
| Revenue            | \$247.1M  | \$171.0M | 44.5%    |
| EBITDA             | \$21.2M   | \$8.7M   | 142.6%   |
| EBIT               | \$18.5M   | \$7.2M   | 157.5%   |
| NPAT               | \$11.2M   | \$4.4M   | 158.2%   |
| Earnings Per Share | 10.66 cps | 6.97 cps | 52.9%    |
| Final dividend     | 4.5 cps   | 1.12 cps | 301.8%   |
| Interim Dividends  | 3.0 cps   | 0.75 cps | 300.0%   |

# Balance Sheet

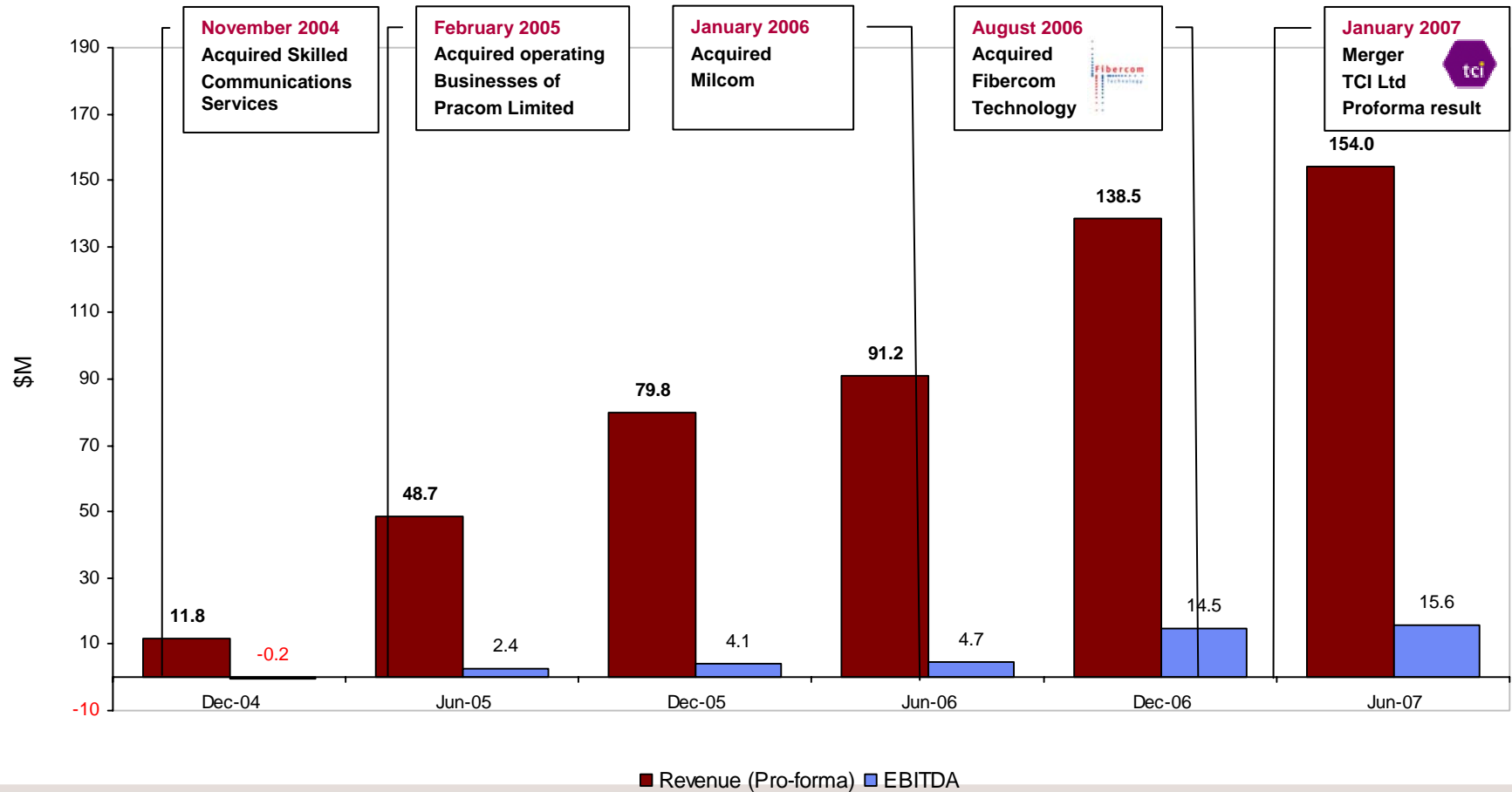
| \$ million               | 30 Jun<br>2007 | 30 Jun<br>2006 |
|--------------------------|----------------|----------------|
| Cash                     | 5.2            | 2.0            |
| Receivables & WIP        | 80.3           | 31.9           |
| Fixed Assets             | 5.2            | 3.4            |
| Other                    | 7.7            | 3.5            |
| Goodwill                 | 155.7          | 18.6           |
| <b>Total Assets</b>      | <b>254.1</b>   | <b>59.4</b>    |
| Payables & provisions    | 78.1           | 23.6           |
| Borrowings               | 35.5           | 6.5            |
| Other                    | 1.2            | 0.6            |
| <b>Total Liabilities</b> | <b>114.8</b>   | <b>30.7</b>    |
| <b>Net Assets</b>        | <b>139.3</b>   | <b>28.7</b>    |
| Issued Capital           | 130.8          | 25.9           |
| Reserves                 | 0.7            | -              |
| Retained earnings        | 7.8            | 2.8            |
| <b>Equity</b>            | <b>139.3</b>   | <b>28.7</b>    |

Source: Company data



# Continued Strong Growth

## Six monthly Revenue / EBITDA (Pro Forma Dec 06)



# Current AAS Activity

**Metro BNE/SYD/ADL/PER**

**Current FTEs – 523**

**Current Revenues AAS**

**06/07 - \$55M**

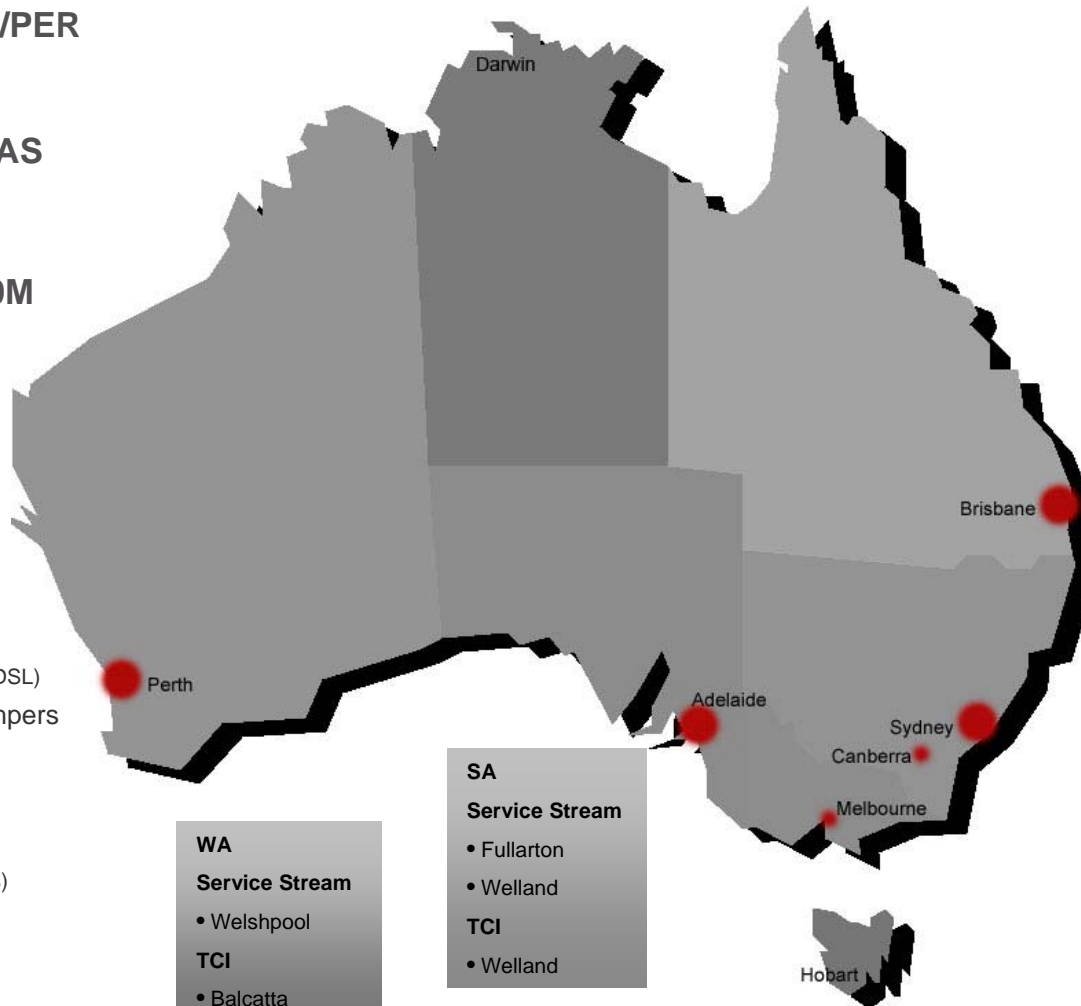
**07/08 (Forecast) - \$60M**

**I&M**

- Telephony
- Broadband (ADSL)
- Exchange Jumpers

**Specialist**

- Poles
- Pits
- Copper (Repairs)



**WA**  
**Service Stream**  
• Welshpool  
**TCI**  
• Balcatta

**SA**  
**Service Stream**  
• Fullarton  
• Welland  
**TCI**  
• Welland

**QLD**  
**Service Stream**  
• Teneriffe  
• Geebung  
**TCI**  
• Brisbane

**NSW**  
**Service Stream**  
• Silverwater  
• North Ryde  
• St Leonards  
**GPG**  
• Wetherill Park  
**TCI**  
• St Leonards

**VIC**  
**Service Stream**  
• Lonsdale St, Melbourne  
• Collins St, Melbourne  
• Springvale  
• Mulgrave  
• North Melbourne  
• Tullamarine  
**GPG**  
• Springvale  
**TCI**  
• Collins St, Melbourne  
• Doncaster

# Post AAS Activity

Now known as AAS

National 4 year Contract

Forecast FTEs – 1,882

13 New Branches

Forecast Revenues AAS

2007/08 **\$200M** (Forecast)

2008/09 **\$300M** (Forecast)

**I&M**

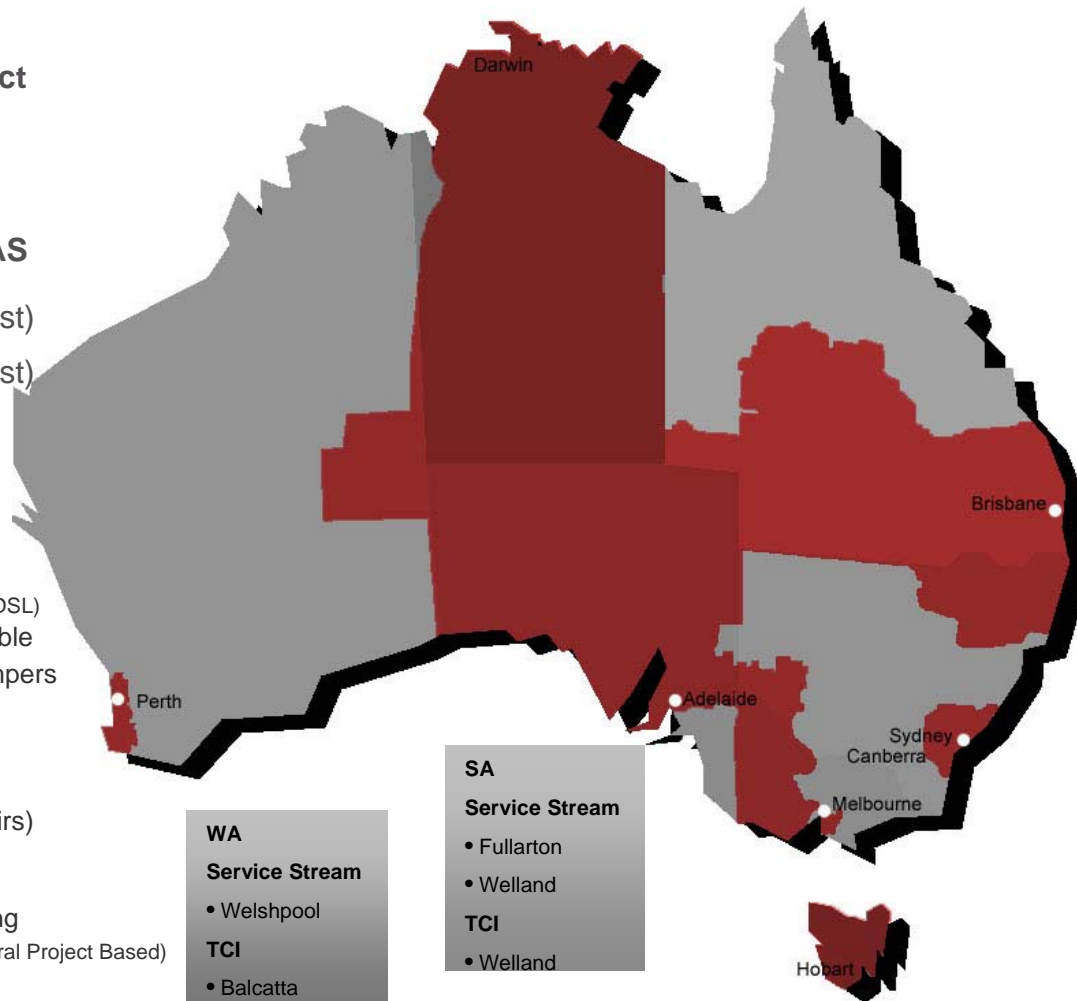
Telephony  
Broadband (ADSL)  
Broadband Cable  
Exchange Jumpers

**Specialist**

Poles  
Pits  
Copper (Repairs)

**ASC**

New Estates  
Pre Provisioning  
Copper (Structural Project Based)



**WA**  
**Service Stream**  
• Welshpool  
**TCI**  
• Balcatta

**SA**  
**Service Stream**  
• Fullarton  
• Welland  
**TCI**  
• Welland

**QLD**  
**Service Stream**  
• Teneriffe  
• Geebung  
**TCI**  
• Brisbane

**NSW**  
**Service Stream**  
• Silverwater  
• North Ryde  
• St Leonards  
**GPG**  
• Wetherill Park  
**TCI**  
• St Leonards

**VIC**  
**Service Stream**  
• Lonsdale St, Melbourne  
• Collins St, Melbourne  
• Springvale  
• Mulgrave  
• North Melbourne  
• Tullamarine  
**GPG**  
• Springvale  
**TCI**  
• Collins St, Melbourne  
• Doncaster

**AAS Regions**

**Queensland**  
-Brisbane Nth  
-Queensland Sth

**NSW**  
-Sydney Sth  
-NSW North East  
-NSW South East

**WA/SA/NT**  
-WA South  
-SA North  
(incl. NT)

**Victoria/Tasmania**  
-Melb South East  
-Victoria West  
(incl. Tas)

# Operational Overview

## TOW (Ticket of Work)

- AAS Contract
  - I&M
    - Telephony
    - Broadband
    - Exchange
  - Specialist
    - Poles
    - Pits
    - Copper (repairs)
  - ASC
    - New estates
    - Pre provisioning
    - Copper (structural projects)
- Payphones
  - Cleaning
  - Technical
- Training company
- Labour Services



## Contact Centre Solutions

- Embedded Technology Solutions
- Customer Care
- Directory Assistance
- Bundled Outsourced Solutions
  - Installs and Logistics
  - Do Not Call Register
  - Insurance Services
- Other Projects



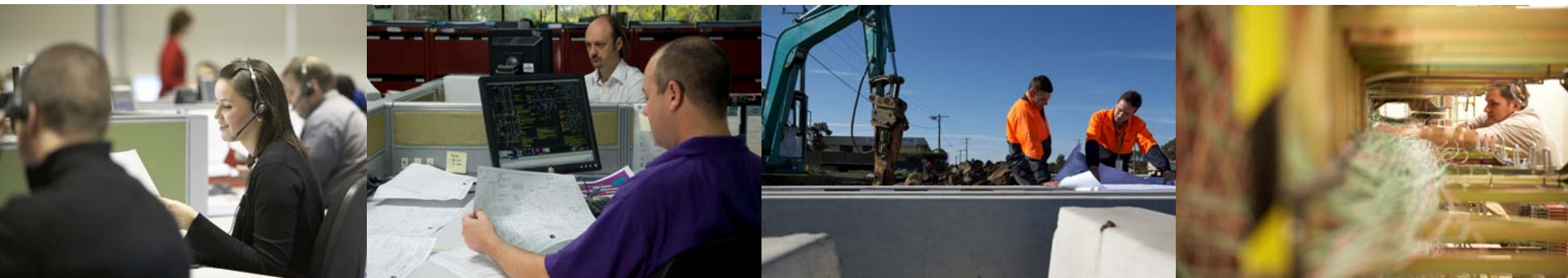
## Infrastructure Services

- Recoverable works
- GPG
  - Wireless
  - Fixed Infrastructure
- Fibercom
  - Fibre
  - Broadband
  - Copper
  - Build / Maintain
- McCourt Dando
- TCI
  - Property Acquisition
  - Planning
  - Design
  - Install
  - Construct
  - Commissioning
  - EME (Radhaz)



# Future Outlook

- Focus on delivery of major contracts
- Strong organic growth to continue
- Continue to execute sensible acquisitions
- Drive development of utility sector growth
- Use our strong position to build healthy order book







# Annual General Meeting

25 October 2007



Capability + Ambition + Growth

# Important Notice - Disclaimer

This presentation has been prepared by the management of Service Stream Limited (the 'Company') for the benefit of brokers, analysts and investors and not as specific advice to any particular party or person.

Neither the Company, nor any of its officers, employees, servants, agents and advisers makes any recommendation as to whether you should acquire shares in the Company nor does any such person make any representation or warranty to you concerning the merits of any investment in the Company, the value of the shares, or the risks associated with the Company.

This presentation does not contain any invitation for applications or offers to subscribe for any shares in the Company and nothing in this presentation constitutes a securities recommendation or the provision of financial product advice. Before acquiring shares in the Company, you should consider, with the assistance of an independent financial adviser, whether the potential investment is appropriate in light of your particular investment needs, objectives and financial circumstances.

The information in this presentation is based on publicly available information, internally developed data and other sources. No independent verification of those sources has been undertaken and where any opinion is expressed in this document it is based on the assumptions and limitations mentioned herein and is an expression of present opinion only. No warranties or representations can be made as to the origin, validity, accuracy, completeness, currency or reliability of the information. The Company disclaims and excludes all liability (to the extent permitted by law), for losses, claims, damages, demands, costs and expenses of whatever nature arising in any way out of or in connection with the information, its accuracy, completeness or by reason of reliance by any person on any of it.

Where the Company expresses or implies an expectation or belief as to the success of its business model, such expectation or belief is expressed in good faith and believed to have a reasonable basis. However, such projections are subject to risks, uncertainties and other factors which could cause actual results to differ materially from future results expressed, projected or implied by such projections. Such risks include, but are not limited to changes to assumptions for capital and operating costs as well as political and operational risks and governmental regulation outcomes. The Company does not have any obligation to advise any person if it becomes aware of any inaccuracy in or omission from any projection or to update such projection.