



Acquisition of Call Plus

13 April 2015

Geoff Horth, CEO

Transaction Summary

- Acquisition of 100% of both Call Plus Group and 2Talk Limited (collectively, “Call Plus”) for NZ\$250 million (AUD\$245 million¹) on a debt-free and cash-free basis
- New Zealand’s third largest provider of broadband and fixed voice services with a growing base of more than 400,000 services across consumer, business and wholesale market segments
- Highly profitable and complementary business with a similar challenger culture to M2
- The acquisition is expected to complete on or before 30 June 2015 and is subject to approval by the NZ Overseas Investment Office and other customary conditions

¹ Based on 0.98 Australian dollars for 1.00 New Zealand dollar.

Financial Impact

- Management expects the acquisition of Call Plus to contribute in excess of NZ\$250 million revenue and NZ\$45 million EBITDA in FY16
- Indicative EBITDA valuation multiple of approximately 5.6x for Call Plus
- Based on consensus estimates for M2 and assuming that Call Plus contributes NZ\$45 million of EBITDA, the acquisition is expected to result in underlying FY16 EPS¹ accretion of approximately 15%²
- Continues M2's track record of acquiring profitable, complementary businesses and building shareholder returns

¹ Based on IBES consensus estimate for underlying FY16 EPS of AUD\$0.59 per share as of 13 April 2015. Underlying EPS includes an add-back of a non-cash cost for amortisation associated with customer contracts acquired in the relevant period (in accordance with Australian Accounting Standards). Australian Accounting Standards allow for 12 months from completion to finalise accounting and purchase price allocation. Fair value adjustments will be subject to purchase price allocation after completion. No amortisation charge has been included for any customer contracts deemed under Australian Accounting Standards to have been acquired through the acquisition of Call Plus. ² Based on M2's current expectations for the earnings contribution from Call Plus in FY16 that were developed as part of M2's due diligence, and there being no material change to the run rate performance or growth of those businesses during the period.

Funding

- M2 will fund the Call Plus acquisition and refinance existing debt through new fully underwritten multi-year loan facilities
- Upon completion of the acquisition, M2 expects its pro forma leverage to be approximately 2.0x net debt / pro forma FY16 EBITDA¹
- The M2 Board aims to maintain its dividend policy of 70% of NPAT post acquisition
- Consistent with the M2 Board policy, use of surplus cash will be considered for accelerated debt reduction

¹ Based on IBES consensus estimate for FY16 EBITDA of AUD\$192.6 million and M2 management expectations for FY16 EBITDA contribution from Call Plus.

Business Overview

- Founded in 2000, Call Plus is New Zealand's third largest provider of broadband and fixed voice services
 - An organically growing business with a strong existing sales engine
 - More than 400,000 post paid services in operation across consumer, business and wholesale segments
 - Similar challenger culture to M2 and a highly complementary business
 - Experienced and long standing management team
 - A national, next generation network delivering voice, copper and fibre services
 - ULL network covering 65% of the New Zealand population
 - Connectivity to all fibre points of interconnect nationally
 - Well positioned to benefit from roll out of New Zealand's Ultra-Fast Broadband (UFB) network

Key Brands

- ▶ Call Plus offers a suite of challenger brands that are well-recognised in the markets in which they compete in New Zealand



Full service challenger in the consumer segment with 90%+ prompted awareness



Premium, high tech consumer ISP



Low cost, pre-pay ISP with online only customer support



Full service challenger in the business segment

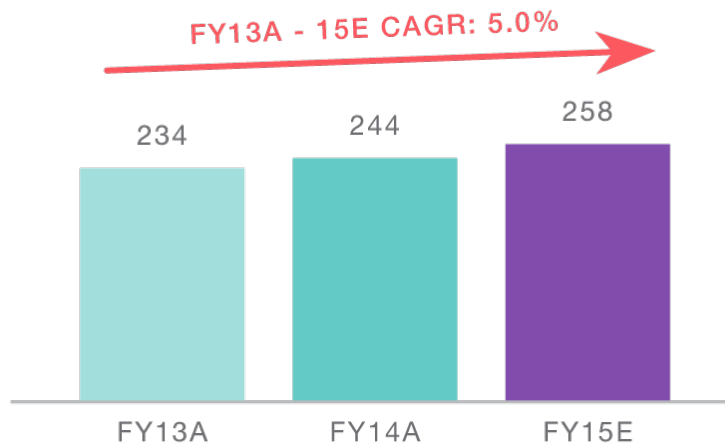


VoIP solutions provider

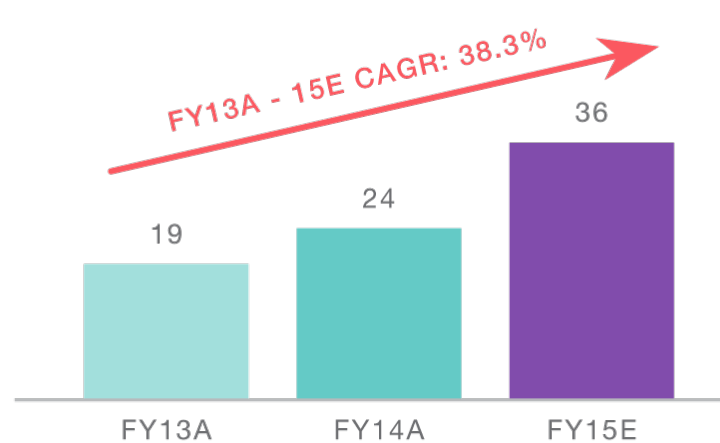
Financial Profile

- Call Plus is a highly profitable business, with a strong track record of organic growth

Revenue (NZ\$ Million)



EBITDA (NZ\$ Million)

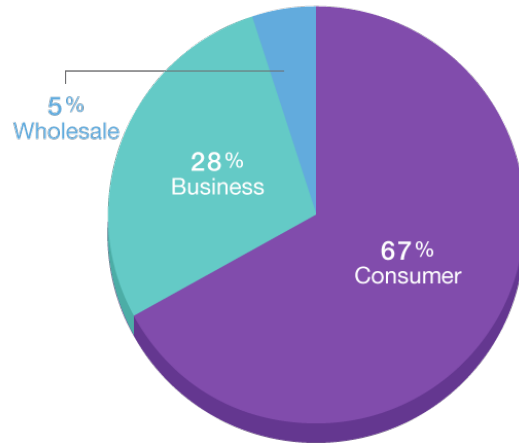


Note: Financials presented on a pro-forma basis to include the historical trading results of Orcon prior to its acquisition by Call Plus in 2014. Pro forma financials as provided in an external provider's financial due diligence report.

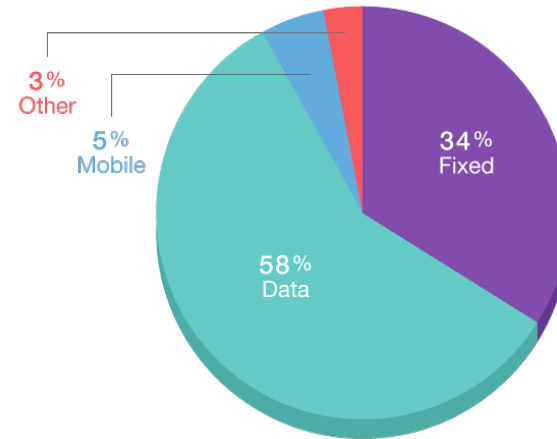
Revenues by Segment and Product

- **Call Plus' revenues are predominantly derived from its consumer segment brands and from its broadband product**

Revenue by Segment (FY14A)



Revenue by Product (FY14A)



Note: Pro forma financials as provided in an external provider's financial due diligence report.

Strategic Rationale

- Expands M2's existing NZ business to become the third largest ISP and leading challenger in the NZ telecom market
- Delivers M2 a large, profitable and organically growing business that serves the same markets in NZ that M2 currently targets in Australia
- Delivers a proven management team that is experienced in operating the leading challenger business in the NZ telecom market
- Provides a nationally recognised portfolio of consumer and business brands which are well positioned to grow share in the transition to Ultra-Fast Broadband
- Further significant enhancement of scale to M2's business
- Strong cultural alignment between the M2 and Call Plus businesses

Overview of the Expanded M2 Group

- **Call Plus will be maintained as a self-contained operating business and will add highly complementary operations to the M2 Group in the residential and SMB segment**

Consumer

- Range of fixed line, data, mobile, energy and insurance services
- Low-cost, value brand position



SMB

- Comprehensive range of good value managed voice, data, cloud and energy services for businesses
- Scalable distribution encompassing a national Dealer Network and direct sales team



Wholesale

- Wholesale supply to telecommunications and internet service providers
- Portfolio of traditional voice and data products in addition to next generation cloud communication services



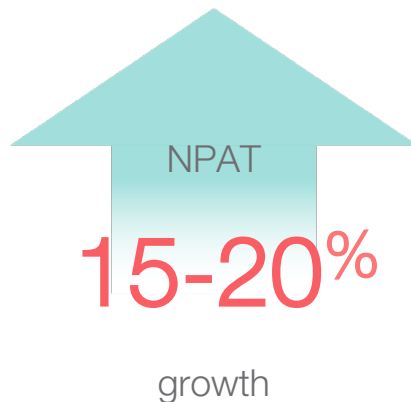
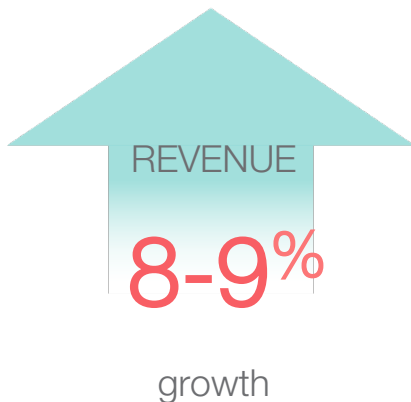
New Zealand

- Range of fixed line, data and mobile services targeting residential, SMB and wholesale markets
- Portfolio of brands across the value spectrum



FY15 Guidance

▶ M2's FY15 results are expected to remain in line with previous guidance



CAPEX

2.5%

of revenue

Note: FY15 guidance excludes impact of Call Plus acquisition.

Questions



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Financial data and rounding: All dollar values are in Australian dollars (A\$) unless otherwise stated. A number of figures, amounts, percentages, estimates, calculations of value and fractions in this document are subject to the effect of rounding.

Other: "FY" refers to Financial Year (year ended 30 June).

Goldman Sachs is acting as exclusive financial adviser to M2, and Allens is acting as legal adviser, in relation to the acquisition.



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