

# Annual General Meeting Presentation

## January 2005

COMDEK

# Overview

Comdek commenced trading on the ASX on 31 October 2003, and in addition to meeting the key objectives set out in the float completed the acquisition of Vianetaip Pty Ltd on 25 March 2004. This added a third division to operations which now comprise:

**Vianet** – Corporate ISP specialising in ADSL and other terrestrial data services.

**Satellite** – involves the sale and installation of VSAT satellite infrastructure and the recurring revenue streams associated with the supply of telephony and data services to remote locations.

**Computers** – wholesale computer hardware with a focus on government and SME.

# Directors

**Hendy Cowan**

Chairman

**Haydn Collins**

Managing Director

**Jeff Garrett**

Executive Director

**David Falconer**

Non-Executive Director

**Norm Hilton**

Non-Executive Director (Proposed)

**Harry Kelly**

Non-Executive Director (Proposed)

## Data Reticulation Strategy

### Comdek – Satellite

### Vianet - Terrestrial

Data Reticulation - Why?

- High Growth
- Recurring revenue
- High Margin
- Captured customers
- Layered services – new revenue opportunities
- Leveraging off shared technical, helpdesk, data and other costs
- National strategy and branding – Vianet and Esat deliver material Eastern States revenue streams



## YTD Results

**Revenue – 40% increase for 6mths to 31 Dec 2004**

### **Satellite Business**

Savings in the capital expenditure to achieve the improvements in service outlined in the prospectus due to advancement in satellite technology

### **Computer Business**



Acceptance to Government Panel Contract.


### **Vianet**

Generated first voice sales  
Consolidation of management, staff and operating costs  
Major customer renewed contracts

### **Esat**

NOT INCLUDED - Contributes from 31 January 2005

## Overview of Esat

- Satellite broadband to remote areas
- Government subsidy – HiBIS
- Superior Product
- Over 400 customers already 
- Fits Comdek Strategy of national data reticulation
- New Directors
- New Investment and opportunity
- Working capital

## Acquisition Benefits

### Benefits

- Fits core business and strategy
- Unique opportunity and superior product = successful business
- New material revenues
- Synergies with satellite division
- Cost savings to both businesses (no admin, low staff and free marketing) – Low integration costs
- Improves national infrastructure and branding
- New Directors
- Strong working capital position
- Further opportunities

# Transaction Structure

Consideration is:

- 5,320,000 Shares; and
- 6,703,716 convertible notes, convertible into shares (fixed).

Conversion subject to minimum performance criteria



Placement

5,000,000 shares at 12 cents to raise \$600,000 for working capital

Total shares on issue post acquisition of 58,303,810

# Outlook

- Tremendous Organic Growth Potential
- Significant national infrastructure already in place
- We are the only company our size that can deliver such a diverse range of products Australian wide
- Greater impact on Australian market especially Eastern States
- Annualised revenues estimated \$10 million per annum
- Voice nationally and internationally – we have already started
- Recurring revenue and established profits
- Simple capital structure – positioned for acquisition

# Acquisition Strategy

**Complete Data Reticulation Strategy by leverage of existing infrastructure and expertise to target:**

- We will now look towards larger opportunities

What will this add:

Substantial increases revenue

Profits to generate dividends

Creation of substantial company

East coast business and exposure

Share value growth and liquidity