

# M2 DELIVERS NET ORGANIC GROWTH OF 71,000 POST PAID SERVICES IN 2H14

## Full year net organic growth of 121,000 services

**Friday, 3 July 2014:** M2 Group Ltd (“M2”, ASX: MTU) today announces that for the half-year ended 30 June 2014, the Company has achieved net organic growth of 71,000 post paid services.

The net organic growth in post paid services in operation has been delivered in all segments, across fixed voice, broadband and energy services. Following net organic growth of 50,000 services in the first half of fiscal year 2014, M2 has achieved full year net growth of 121,000 services.

The growth has been achieved across the following product categories:

- Fixed Voice services up 20,000
- Broadband services up 31,000
- Energy services up 24,000

The post paid mobile services portfolio declined by 4,000 services in the half, a significant improvement on the first half performance following the release of new 4G mobile plans in February 2014.

Total active post paid services in operation now equals 1,573,000, as follows:

	Consumer	Business	Wholesale	TOTAL	Annual growth rate
SIOs	'000's	'000's	'000's	'000's	%
Voice	363	268	142	773	5.9%
Mobile	178	40	7	225	-11.4%
Broadband	414	43	25	482	17.0%
Energy	93	-	-	93	66.1%
Total SIO	1,048	351	174	1,573	8.3%

“We are delighted to again demonstrate our ability to grow our business organically, with the 17% annualised growth rate of our broadband subscriber base being a highlight” stated M2 CEO, Geoff Horth. “This growth has been achieved through investments into our sales channels, marketing and products and through the tireless work of the M2 team. We will continue to work hard and invest appropriately to maintain this growth trajectory into fiscal year 2015.”

The Board of Directors is pleased to confirm that M2 expects to achieve earnings results at approximately the mid-point of FY14 guidance, with guidance being \$150-170 million for earnings before interest, tax, depreciation and amortisation and \$60-70 million for net profit after tax.





M2 is scheduled to release results for fiscal year 2014 on 25 August.

**ENDS**

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## About M2 Group Ltd

Established in 1999, M2 Group Ltd ("M2", ASX: MTU) is a fast-growing provider of a range of communication, utility and insurance services to Australian households and small businesses. Headquartered in Melbourne, M2 has more than 3000 team members across Australia, New Zealand and the Philippines.

M2's business segment encompasses the Commander and Engin brands, offering a suite of traditional and next generation managed voice and data services, equipment, personalised service and value-added offerings.

The consumer segment, under the leading brands of Dodo and iPrimus, provides Australian households with a low-cost alternative for the full range of telecommunications services in addition to energy and insurance.

Through the M2 Wholesale division, M2 provides wholesale fixed line, mobile and data telecommunications services to small and medium-sized telecommunications service providers and Internet Service Providers.

For more about M2 visit [www.m2.com.au](http://www.m2.com.au).

Related Company sites (part of the M2 Group):

- [www.commander.com](http://www.commander.com)
- [www.engin.com.au](http://www.engin.com.au)
- [www.iprimus.com.au](http://www.iprimus.com.au)
- [www.dodo.com.au](http://www.dodo.com.au)
- [www.m2wholesale.com.au](http://www.m2wholesale.com.au)

