



Re-affirming FY15 Guidance & Capital Raising

Rene Sugo, MyNetFone Group CEO
29th June 2015



Overview



Corporate Profile



Financial Update



Growth Strategy

Overview



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Capital Raising Overview



- ⦿ Placement to professional and sophisticated investors in accordance with Sec 708a(6) of the Corporations Act.
- ⦿ Approximately 4.1 million shares issued (6.5% of issued capital).
 - ⦿ Has raised approximately A\$15M.
 - ⦿ Raising price of \$3.70 per share.
- ⦿ Accelerate growth opportunity of TNZI business.
- ⦿ Consider potential additional acquisitions for revenue & synergy growth globally.

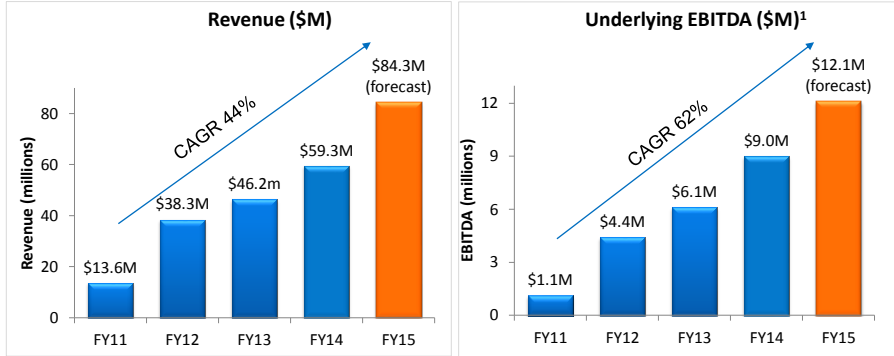


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Financial Overview



- Largest VoIP network in Australia carrying over 6 Billion minutes per annum globally
- Unique technical eco-system with own intellectual property and R&D capabilities
- Forbes Asia's 'Best under a Billion' company



1. Underlying EBITDA excludes non-recurring TNZI acquisition costs.

Corporate Profile



Extensive Product Portfolio

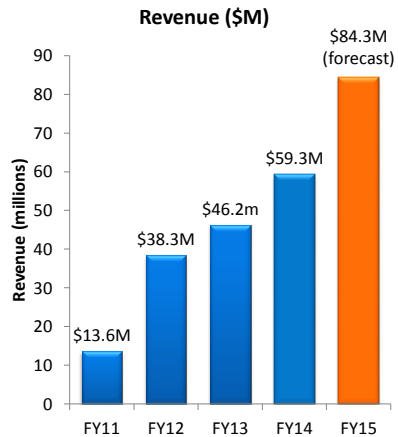
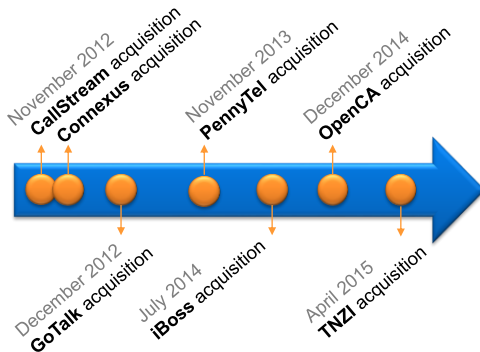


| | Retail | | | Wholesale | | |
|----------|-----------------------|-----------------------|------------------------------------|----------------------------------|----------------------------------|---------------------------------------|
| Services | Residential | Business | Enterprise & Government | Wholesale Carriage | VoIP Managed Services | SaaS |
| Brands | MyNetFone PennyTel | MyNetFone CONNEXUS | MyNetFone theBuzz callstream | tnzi symbio NETWORKS iBoss | tnzi symbio NETWORKS iBoss | TollShield iBoss OCA Softswitch |
| Markets | | | | | | |

Acquisition History



Ability to integrate, leverage and expand acquired businesses



Acquisition Pipeline



- **Company remains committed to organic & acquisitive growth**

- Strict policy around evaluation of opportunities

- **Several opportunities in the pipeline**

- High potential synergy savings due to in-house network and software capabilities

Looking to build value through leveraging synergy

- National network for margin uplift
- Intellectual property capabilities
- Skills and experience with complex integrations



Sticking to product strategy

- Leveraging voice technology and applications
- Not looking to resell other networks

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Financial Update



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Re-affirmed FY15 Forecast



| Parameter | MNF FY15 FC AU\$M | TNZI FY15 Q4 AU\$M | Total FY15 AU\$M | Notes |
|--------------------------------------|-------------------------|--------------------------|------------------------|-------|
| Revenue | 61.3 | 23.0 | 84.3 | 1 |
| EBITDA | 11.2 | 0.9 | 12.1 | 2 |
| NPAT | | | 7.0 | |
| Earnings Per Share (cents per share) | | | 11.1 | |

1. Re-affirmed FY15 Forecast with Q4 contribution from TNZI.
2. TNZI business on track to meet initial first year guidance of \$3.5M EBITDA.
3. EBITDA is exclusive of non-recurring costs related to acquisition of TNZI.
4. NPAT is not adjusted.

Revised NPAT is in line with previous guidance taking into account new revenues from TNZI and incorporating additional depreciation, amortisation & interest charges, and once off acquisitions costs.

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Capital Raising Details



| | |
|---|---|
| Placement offer size | <ul style="list-style-type: none"> • Approximately 4.1M shares • Approximately 6.5% of issued share capital • Has raised approximately \$15M |
| Placement offer price | <ul style="list-style-type: none"> • Offer price of \$3.70 per share • 5.9% discount¹ to share price on 23 June 2015 (\$3.93) • 5.0% discount¹ to 15 day VWAP (\$3.89) |
| Timing | <ul style="list-style-type: none"> • Trading halt on 25th June 2015 • Re-commence trading on 29th June 2015 |
| Ranking | <ul style="list-style-type: none"> • New shares will be fully paid and will rank equally with existing issued shares |
| Settlement & allotment of placement shares | <ul style="list-style-type: none"> • Settlement: Tuesday 7th July 2015 • Allotment: Wednesday 8th July 2015 |

1. Based on price of \$3.70 per share

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Post Raising Investor Metrics



| Metric | Value |
|---------------------------------------|--------|
| Number of Shares on Issue | 66.8M |
| Share Price | \$3.93 |
| Market Capitalisation | \$263M |
| EPS - FY15 Forecast (cents per share) | 11.1 |

1. Share price is as at 23 June 2015.
2. EPS calculated using weighted average number of ordinary shares throughout FY15.

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Growth Strategy

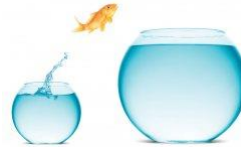


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Use of Funds

🔗 TNZI Global Network Expansion - \$5M

- 🔗 Upgrade existing technical Points-of-Presence – UK, USA, NZ
- 🔗 Deploy new technical Points-of-Presence – Hong Kong, Singapore
- 🔗 Add additional minutes trading capacity and capabilities
- 🔗 Deploy private cloud for hosting SaaS solutions to international markets



🔗 Acquisition Reserve - \$10M

- 🔗 Augment existing bank acquisition facility and strong organic cash flows
- 🔗 Prepare for potential short term acquisition activity
- 🔗 Position company to move quickly if required

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Growth Outlook

Australian Operations

Growth outlook unaffected by TNZI acquisition, as the TNZI business is extremely complimentary

Focus domestically remains:

- Virtual PBX
- Wholesale Managed Services
- iBoss

Australian network upgrade completed in FY15:

- Utilisation tracking at 50%
- Maximised synergies from previous acquisitions (GoTalk)

Global Operations

Expect steady performance in the short term, with margin and EBITDA growth expected to emerge from volume increase and cross selling

Focus for TNZI will be:

- **Immediate:** Grow minutes revenue from increase in market share
- **Medium Term:** Increase margins from introduction of high-value product mix utilising MNF software capabilities – Wholesale Managed Services, iBoss, TollShield and others

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Upgraded TNZI Global Network



Note: US assets (customers, staff and network) are subject to US regulator approvals expected to complete in FY16.

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TNZI Global Network



- **Complimentary** geographic coverage when compared to existing MNF network
- **High value** incumbent connections with remote Tier 1 operators
- **High quality** network build, with opportunity to increase capacity rapidly thanks to MNF in-house technology (low CAPEX build out)
- **Profitable** network, covering OPEX through existing business. Opportunity to grow margins through incremental growth



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Asia Focus



- Significant opportunity in the Asian region for VoIP Managed Services and SaaS products
- Opportunity to build new technical Points-of-Presence in Hong Kong and Singapore to service major regional markets
- Leverage existing TNZI relationships in region to generate immediate minutes trading growth
- Longer term strategy to capture emerging markets with new product and services



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Thank you



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- Did we mention our awards?**



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