

ASX Release

# **VOCUS REPORTS STRONG FULL YEAR RESULTS**

## **Transformational Year Creates Platform for Future Growth**

**Tuesday, 23<sup>rd</sup> August 2016:** Vocus Communications Limited ("Vocus", ASX: VOC) today announces results for the full year ended 30 June 2016.

### **Highlights**

- Revenue of \$830.8m, up 455%
- Underlying<sup>1</sup> EBITDA of \$215.6m, up 318%
- Underlying<sup>1</sup> NPAT of \$101.7m, up 461%
- Underlying<sup>1</sup> fully diluted EPS of 29.87cps up 72%
- Final Dividend of 8 cents per share, fully franked, up 300%
- Full Year Dividend of 15.6 cents per share, up 388%<sup>2</sup>

The result was achieved through a continued focus on organic growth and contributions from corporate activity including the acquisition of Amcom Telecommunications Limited ("Amcom") in July 2015 and the merger with M2 Group Ltd ("M2") in February 2016.

Vocus CEO, Geoff Horth, stated, "We are very pleased to have delivered in a year of significant transformation for shareholders and to be able to demonstrate strong organic growth across our Corporate and Consumer divisions.

"We continued to increase our operating leverage from our national fibre network, focusing corporate sales on high-yielding metropolitan locations and diversifying our corporate and small business product ranges.

"Consumer Broadband continued to be a strong area of growth with 55,000 net new services added in Australia over the full year contributing to an increase in our NBN market share from 5.1% to 6.4%.

"Our New Zealand business also demonstrated strong organic growth, the merger with M2 creating a vertically integrated business that is well positioned to take advantage of the rollout of the national UFB network."

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<sup>1</sup> Underlying EBITDA excludes gains on total return swaps, acquisition and integration costs and other gains/losses. Underlying NPAT also excludes amortisation of acquired intangibles.

<sup>2</sup> Excludes special dividend of 1.9cps paid in April 2016

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## Final Dividend

The Vocus Board is pleased to declare a final dividend, payable on Tuesday 4<sup>th</sup> October, of 8 cents per share, fully franked. This is an increase of 300% on the previous corresponding period (this excludes the special dividend of 1.9cps paid in April 2016) and is reflective of the high cash generation of the combined business. The dividend will be eligible for the Dividend Reinvestment Plan.

## Integration Update

Vocus is nearing the completion of the integration of Amcom, with:

- Teams and sites combined
- Product and pricing strategies aligned
- Non-core IT services business divested, as announced to the ASX on 3<sup>rd</sup> December 2015
- Network optimisation and systems integration nearing completion
- Synergies target of \$13-15 million, annualised, on track for end FY17

The merger with M2 is on schedule, with:

- Teams and sites being combined
- FY16 integration milestones achieved
- IT and network integration programs progressing to plan
- A focus on delivering synergy targets of \$40 million by end FY18

Mr Horth went on to say, "Our passionate and hardworking team have done an extraordinary job, adapting to a significant amount of change while delivering another year of strong organic growth. On behalf of the board I would like to thank the team for another outstanding year."

## Investor Webcast

An investor webcast is scheduled for 10.30am, Tuesday 23<sup>rd</sup> August. To register please go to <http://webcast.openbriefing.com/3014>.

## Investor & Media Contacts

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## About Vocus

Vocus Communications Limited is a provider of a range of integrated telecommunications services including Fibre and Ethernet services, IP Voice, international transit and data centre services as well as retail electricity and gas. Vocus has an extensive portfolio of brands catering to residential, small business, corporate and government customers in both Australia and New Zealand.