



Preliminary Final Report for FY 2012

31 August 2012

Eftel continues rapid profitable growth

Eftel Limited (**ASX: EFT**) today announced its FY 2012 results with significant growth in underlying EBITDA to \$4.1million.

Revenue increased to \$58million over the year – almost double the previous year, and with an increasing positive trend leading into the new financial year.

Commenting on the result, Eftel CEO Scott Stavretis said “these strong results were delivered through robust organic sales over the financial year, with a substantial uplift from a full year of the combined Eftel and ClubTelco businesses, together with the results of the Platform Networks business since acquisition in August 2011.

The reported EBITDA is \$3.6million, and after adjustment for \$0.5million of one off redundancy costs this resulted in an underlying EBITDA of \$4.1million. The statutory NPAT for the year was a loss of \$2.08million. After adjustment for \$0.34million (net of tax effect) in redundancy costs and a once off network asset write down of \$2.75million and a one off depreciation on the impaired network asset of \$0.746million (both net of tax effect) the resulting underlying NPAT was a profit of \$1.758million.

During this high growth phase and shortly after the end of the year the company achieved a number of key milestones, including:

\$9.3m in capital successfully raised

Acquisition of Platform Networks

Acquisition of West Australian Networks

Acquisition of Visage Telecom (August 2012)

Launch of NBN products

Mr Stavretis said “we have been able to grow in all three of our market segments, being consumer, corporate and wholesale, whilst paying off debt and integrating our acquired businesses. This has positioned us well to continue our growth strategy over the coming years, while ensuring the Company has a stable platform for ongoing organic growth”.

Enquiries:

Scott Stavretis

Chief Executive Officer

+61 3 9090 2511



The ClubTelco logo is positioned in the top right corner, set against a background of a grey dot grid. The text "ClubTelco" is written in a bold, blue, sans-serif font.

About Eftel Ltd

Eftel Ltd is a multiple award winning Internet and telecommunications provider across the retail, wholesale, corporate and government sectors.

The retail division is a Top 10 Internet Service Provider offering a full suite of consumer Internet products. Its flagship brand - ClubTelco - provides a premium level of service and extensive member benefits.

The wholesale division services a large proportion of Australia's service providers, enabling them access to a very broad gateway of services via Eftel's extensive carrier partner network.

The corporate division offers tailored solutions to business and government clients throughout Australia. It is a preferred supplier to the Victorian Government.