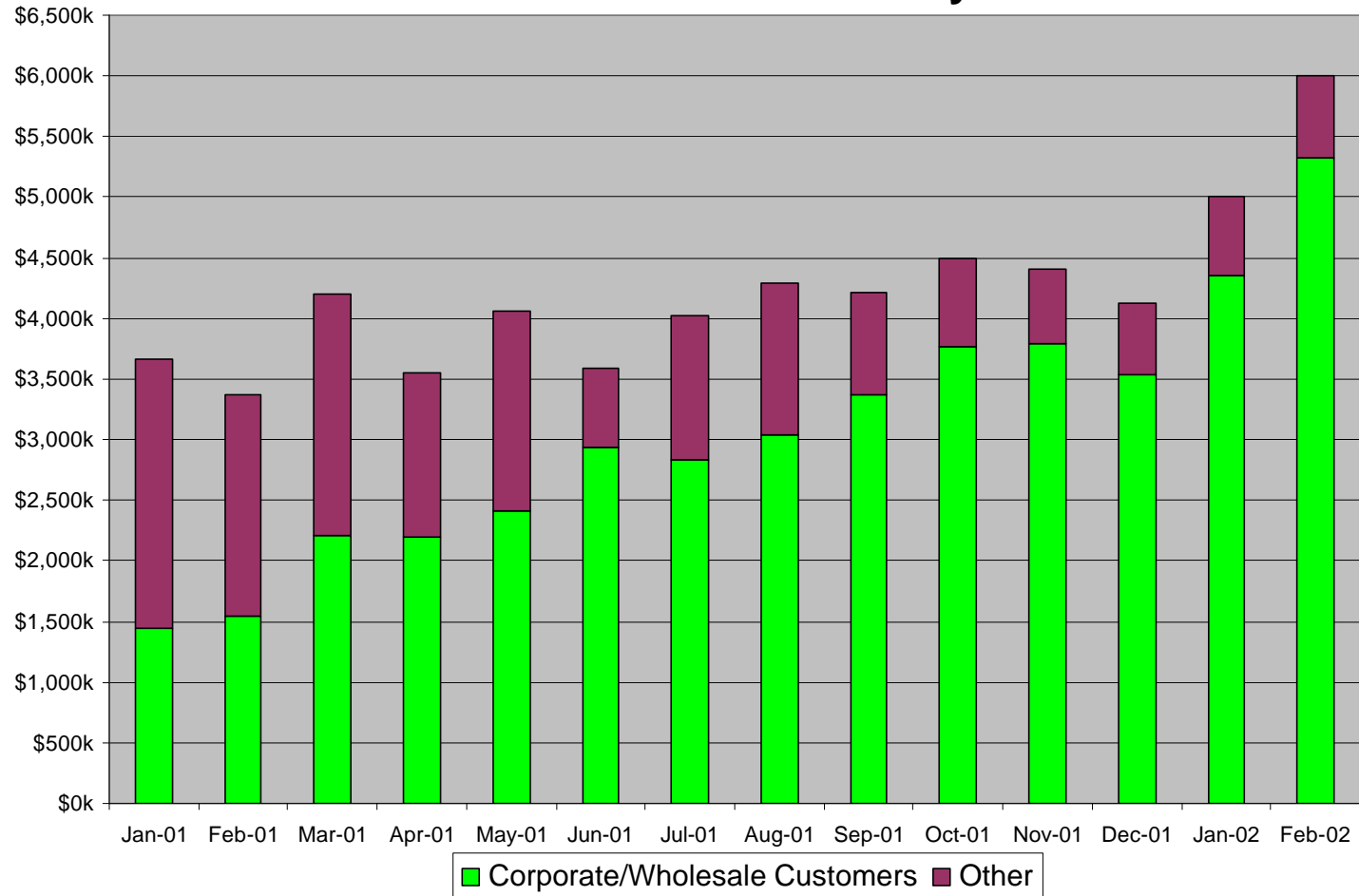


PowerTel Full Year Results

Strong improvement since July 2001

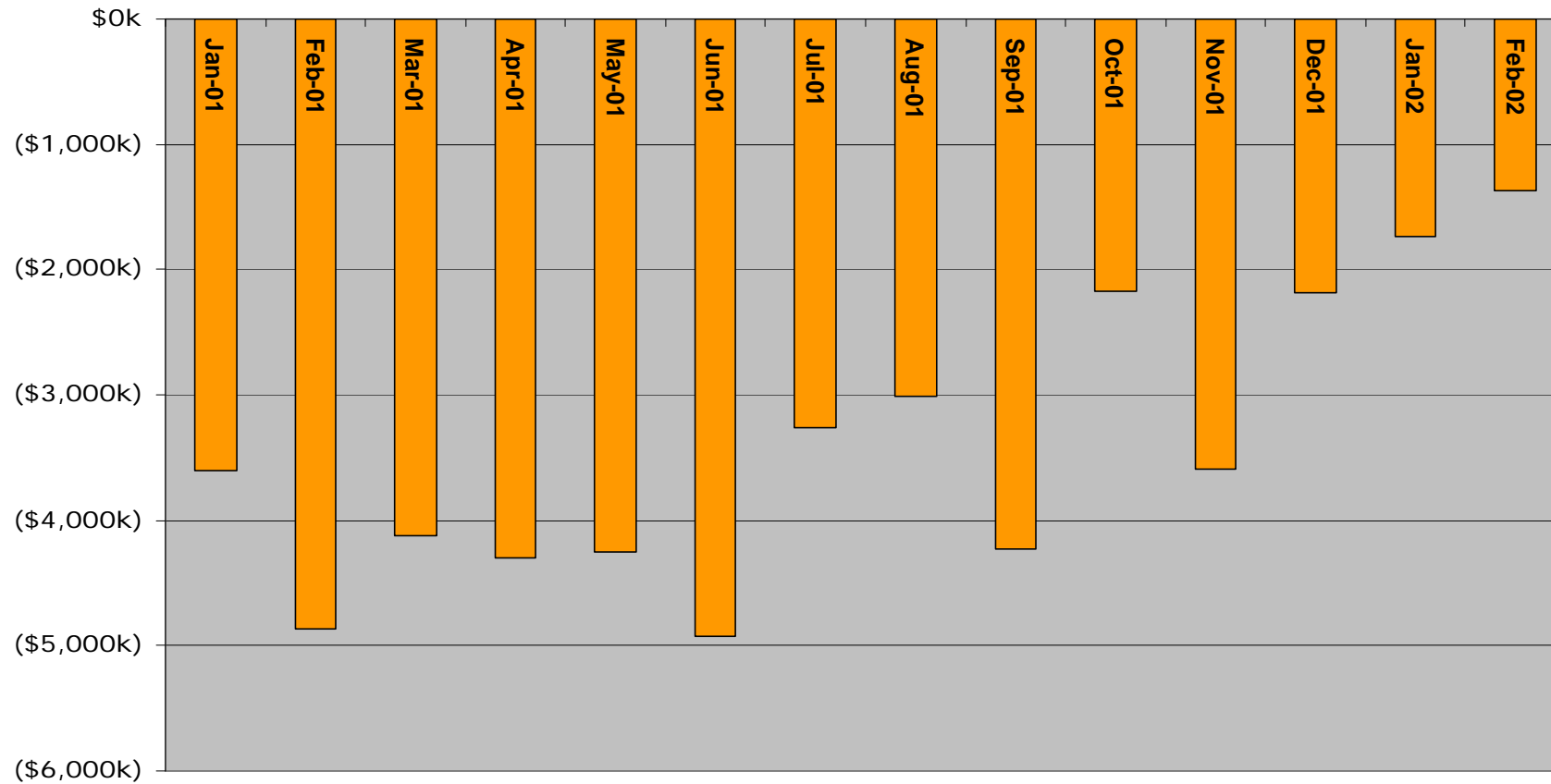
Total revenue, monthly

PowerTel Revenue by Month



- Total revenue excl. mobile up \$29.3m → \$48.0m +63.8%
- Increase in core revenue from \$9.8m → \$33.0m +237%
- Corporate and wholesale revenue up 20% quarter on quarter during the second half of 2001
- Higher margin data and internet sales up from 21.5% of total revenue in 2000 to 55.7% in 2001

EBITDA, monthly



Expenses, productivity and cash outflow trends positive

- ❑ Operating expenses down 16% from \$29.6m in H1 to \$24.8m in H2
- ❑ Employee numbers down from 309 in December 2000 to 284 in December 2001 (peak 368)
- ❑ Revenue per employee up from \$115k to \$169k
- ❑ Monthly operating cash outflow down from a peak of \$17m in 2001 to less than \$4m currently

- \$16.4m cash reserves at December 31, 2001
- \$16m cash received from Williams Communications in February 2002
- Bank loan facility reduced to \$100m, in line with current forecasts
- This gives PowerTel a continued fully funded business plan

- ❑ January/February revenue up 20% month on month
- ❑ Macquarie alliance already contributing earnings and will make significant contribution in 2002
- ❑ On target to achieve EBITDA break-even in the second half of 2002

Results for year to 31 December 2001



	2001	2000
	(\$m)	(\$m)
Revenue		
- fixed line	48.0	29.3
- mobile	<u>0.0</u>	<u>6.2</u>
	48.0	35.5
Direct costs of providing services	(36.4)	(31.5)
Operating expenses	(54.4)	(46.2)
EBITDA	(42.8)	(42.2)
Non-operating expenses	(2.9)	0.1
Depreciation & amortisation	(35.8)	(19.0)
EBIT	(81.5)	(61.1)
Interest	(4.7)	(0.7)
Loss after tax	(86.2)	(61.8)