

PowerTel Half Year Results

Revenue up 87%

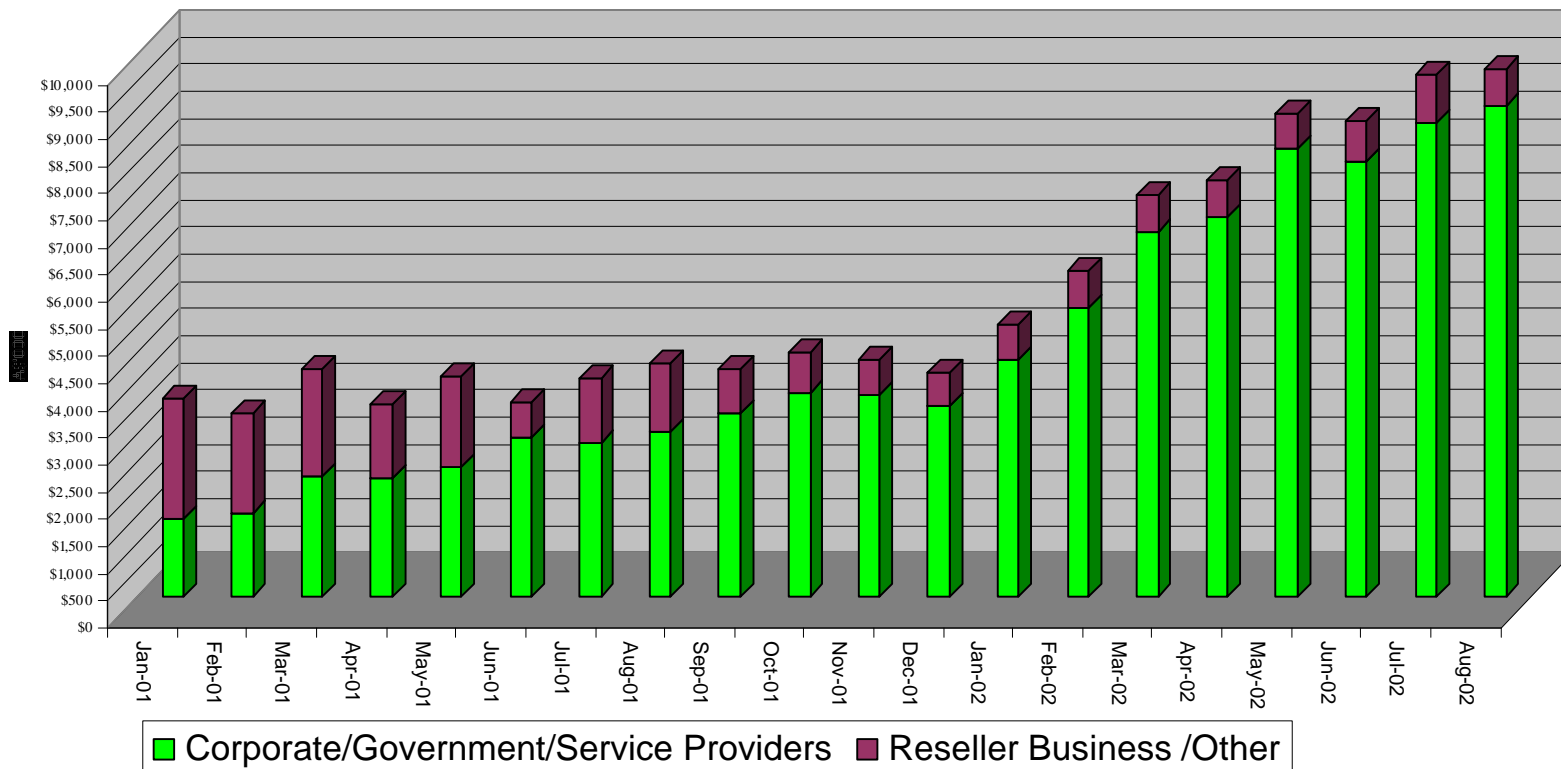
EBITDA Positive from June

Results for half year to 30 June 2002

	2002 June (\$m)	2001 Dec (\$m)	2001 June (\$m)
Revenue	43.8	25.6	22.4
Direct costs of providing services	(28.4)	(18.1)	(18.3)
Operating expenses	(20.9)	(24.7)	(29.7)
EBITDA	(5.5)	(17.2)	(25.6)
Non-operating expenses	(1.9)	(0)	(2.9)
Depreciation & amortisation	(20.8)	(18.9)	(16.9)
EBIT	(28.2)	(36.1)	(45.4)
Interest	(4.2)	(3.1)	(1.6)
Loss after tax	(32.4)	(39.2)	(47.0)

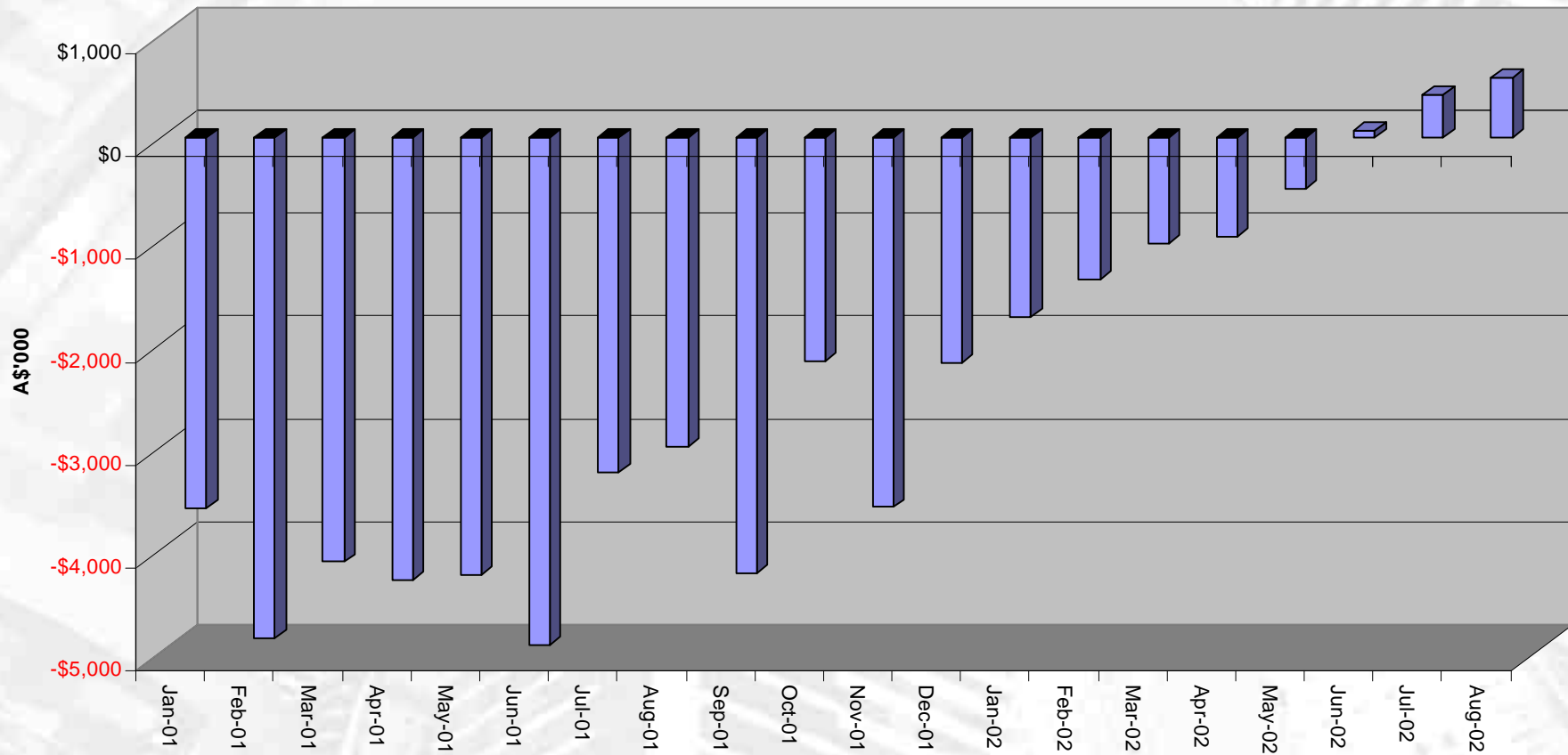
Total revenue, monthly

PowerTel 2001-2002 Revenue by Month



EBITDA Performance

PowerTel 2001-2002 EBITDA Performance



Progress during the half year - 2002

- New contracts signed in the first half will add revenue of \$1.6 million per month to our growing revenue base
- Sales continue to strengthen: \$750 thousand incremental monthly revenue signed in July and August
- First half Corporate and Government revenue grew by 37%
- Service Providers revenue by 164%
- Macquarie alliance meeting expectations
- Margins increasing from 18% to 35% as network utilisation grows
- Revenue mix
 - 44% corporate/government; 56% service providers
 - 40% data services; 60% voice services

Expenses, productivity and cash outflow trends positive

- EBITDA positive on a monthly basis from June 2002.
 - July 2002 + \$410k
 - August 2002 + \$580k
- First half EBITDA of (\$5.5m) against (\$26m) in previous corresponding period
- Operating Expenses reduced by a further 15% in first half; continued cost control in the second half
- Capital Expenditure has been tied directly to customer/revenue opportunities: First half 2002 expenditure of \$11m
- Reduced average cash outflow of less than \$3.4m per month in the first half of 2002 and further reducing in the second half.

Financing

- PowerTel continues to enjoy bank syndicate support
- Further drawdown made in September
- \$24.5m undrawn bank facility available.
- Company continues to work with shareholders to strengthen the balance sheet.



POWERTEL delivers business efficiencies for Corporate and Wholesale customers by providing communication solutions in the fastest, most flexible cost effective manner. Our Network. Your Solution.