



Sirius Telecommunications Limited
Welcomes Shareholders, Investors
& Staff to our
Annual General Meeting
21 November 2006



Sirius

Sirius Telecommunications Limited

Shareholder Update

Frank Licciardello, CEO

November 2006

Agenda

- The Last Six Months
- Year To Date Results Financial Year 07
- Phoneware Update
- Sirius Managed Services Update
- The Next Six Months



The Last Six Months – The Group

- New Board & Executive Appointed
- Flatter Executive Structure Introduced
- Completed Exit of low margin business Nationally
- Completed Operational Restructure (cessation of Telstra Defence and Hamilton Island contracts)
- Cut \$1Million AUD in Corporate Overhead
- Successful sale of SCS Division for \$1.2Million (net \$1 Million)
- Closed down offices in Canberra, Brisbane, Adelaide & Sydney (Sirius only Sydney)



The Last Six Months – The Group

- Commenced strategic planning for next 5 years
- Re-branding of Corporate Sirius and New Website
- Appointment of Corporate Advisors- Kennedy -Needham
- Completed Strategic Review of Phoneware
- Alignment of all business Units to corporate
- Future transformation of Sirius commenced



Consolidated Y.T.D. Results - Unaudited

Profit & Loss -(1.07.06 – 31.10.06)

		Actual	Budget	Var
		\$'000	\$'000	\$'000
Revenue	Ordinary Business	3.83	3.50	.33
	SCS Sale Proceeds	<u>1.20</u>	<u>1.20</u>	<u>.00</u>
Total		5.03	4.70	.33
Cost of Goods Sold		3.08	2.84	(.24)
Gross Margin		1.95	1.86	.09
Overheads		1.02	.87	(.15)
EBITDA		.93	.99	(.06)
IDA		.21	.18	(.03)
NPBT		.72	.81	(.09)

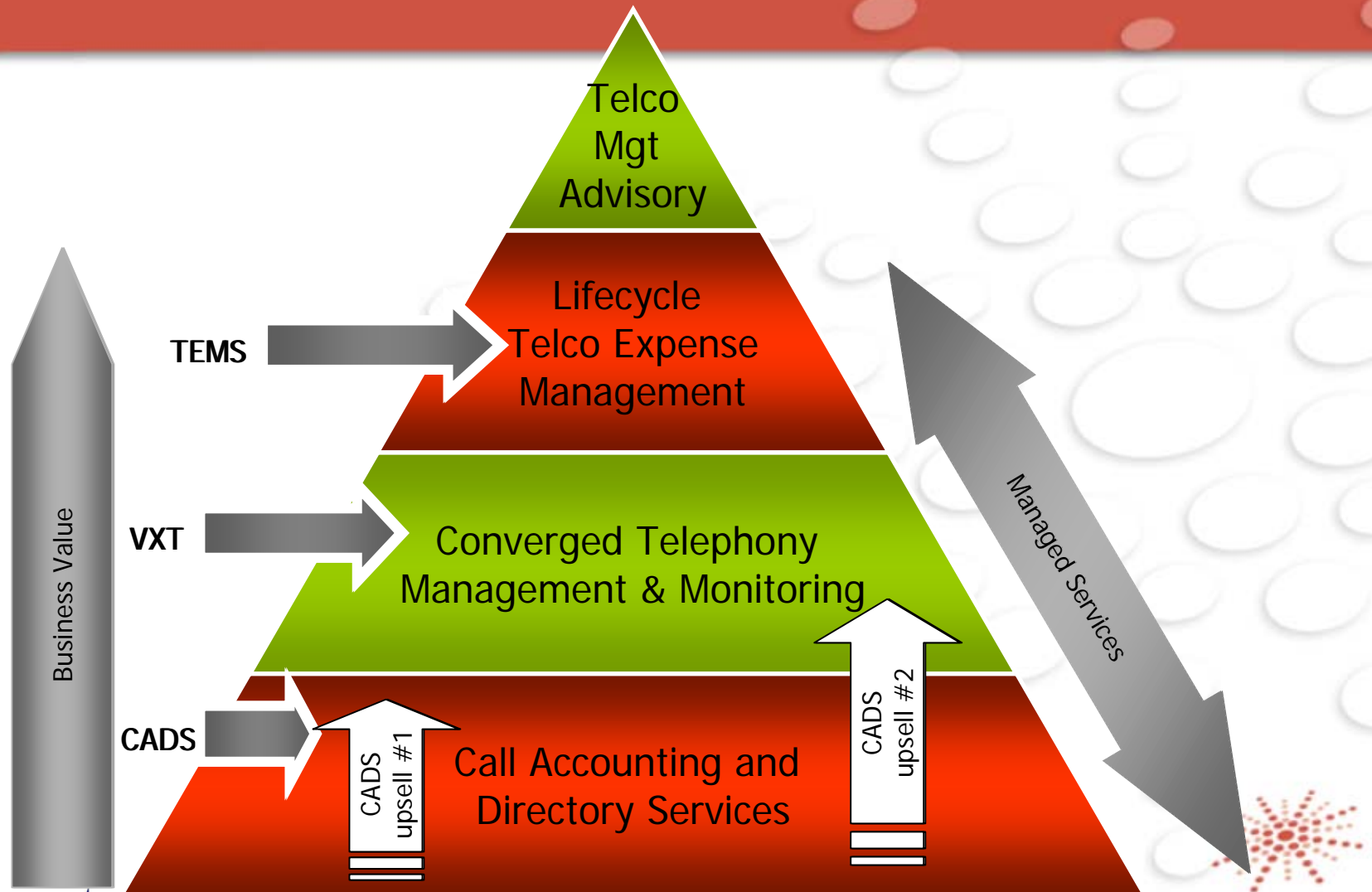


Phoneware – TEM Solution Provider

- Distributor of a range of specialist converged network, call accounting, billing, reporting Telecom Expense Management and VOIP monitoring solutions.
- Strategic Review and Business Plan Completed
 - 882 loyal active clients and Brand built over 18 Years
 - 40% market share
 - \$2.2 million in Recurring Revenue
 - Traditionally Known as Call Accounting Specialist
 - Business was tired and had old Technology
- New Management Team Appointed
- New Product Set Implemented
- Phoneware will relaunch as Solutions Provider for Telecoms Mkt
- Addressable Market as a % of total Telecommunications Spend of \$35.8 Billion in Australia
- New Marketing Campaign commenced and Relaunch January 07
- Selling will be to C Level Executives
- Value Proposition getting good Traction



Phoneware Value Pyramid



PHONEWARE

Sirius

Phoneware – TEM Solution Provider

- Sales Model both Direct and Indirect
- Indirect - Channel Partners
 - Telstra Business Systems
 - NEC Business Solutions Pty Ltd
 - Touchbase Australia Pty Ltd
 - Commander Communications Ltd
 - DiData Communications
 - GEN-I
 - GlobalConnect Australia Pty Ltd
- Supplier Relationships
 - SyncVoice, Inc. – USA
 - Tangoe, Inc. – USA
 - TSA Solutions Pty Ltd - Australia
- Products Suite
 - CADS Suite of Products – Phoneware Intellectual Property
 - VXT – Syncvoice – Exclusive Australia & New Zealand
 - CAABS XL– TSA – Non Exclusive Australia
 - CMP – Tangoe - Exclusive Australia & New Zealand



SIRIUS MANAGED SOLUTIONS

- Provides tailored services to government around operator, helpdesk and billing services including the management of a company's telephony infrastructure.
- Services 5 Canberra Government Departments
- Strong Relationships with customers
- Customers under long term contracts
- Direct sales to Government
 - Dept Environment & Heritage
 - Civil Aviation Safety Authority
 - Dept Agric. Fisheries & Forestry
 - AusAID
 - Attorney Generals Office
- Supervisor manages 19 staff in Canberra
- 23 Staff
 - Contact Centre Melbourne 3
 - Canberra Managed Services 19
 - Supervisor 1



The New Sirius – The Next Six Months

- Sirius Corporate Premises Restructure
- Focus on divisional growth and investment
- Acquisition Strategy Implementation – Marketing Campaign
- Complete 1st Acquisition by 30 June 2007 based on multiple of EBIT formulae
- Return Group to operational profitability
- Formulate dividend policy
- **INCREASE SHAREHOLDER WEALTH**



Sirius Telecommunications Limited

AGM Presentation

by

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