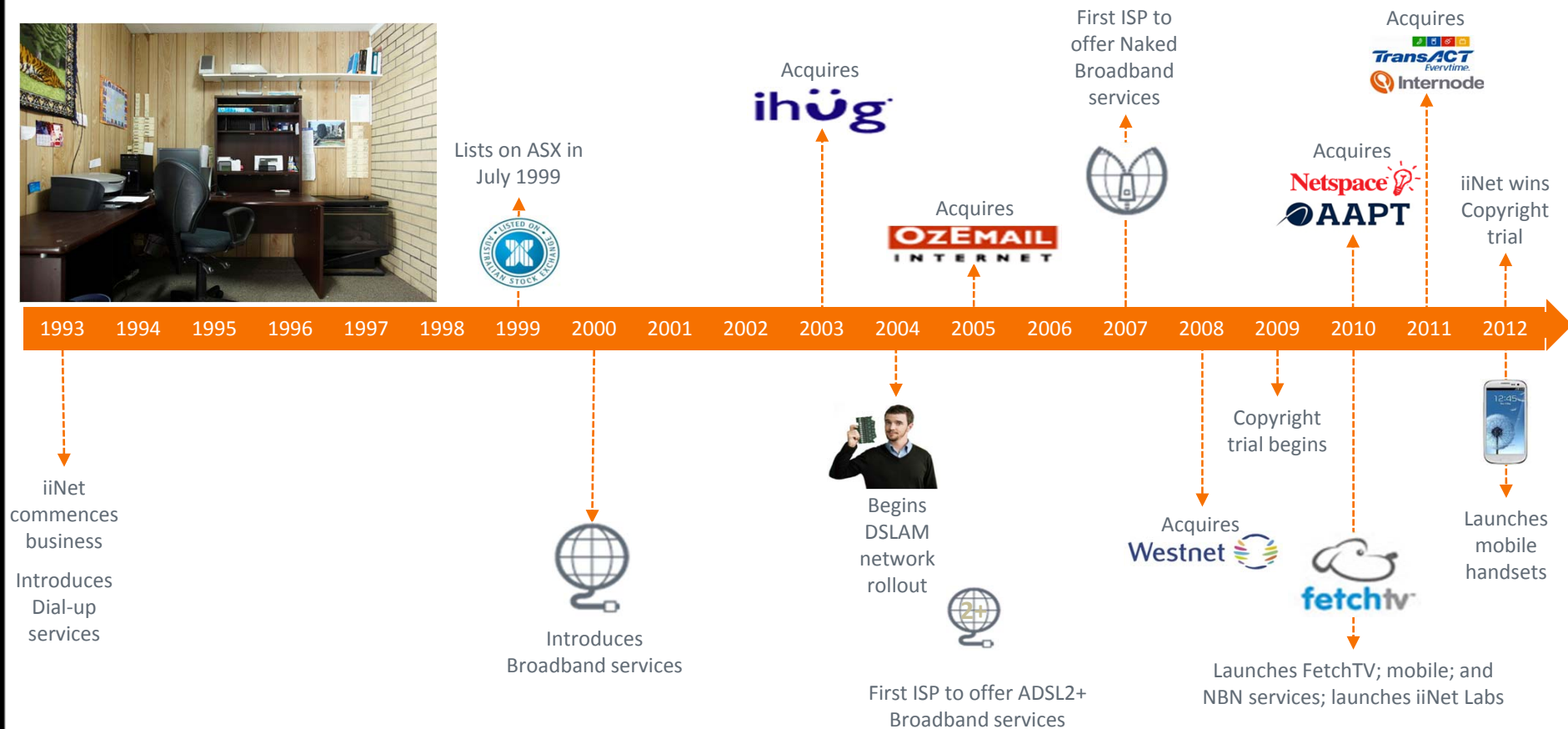
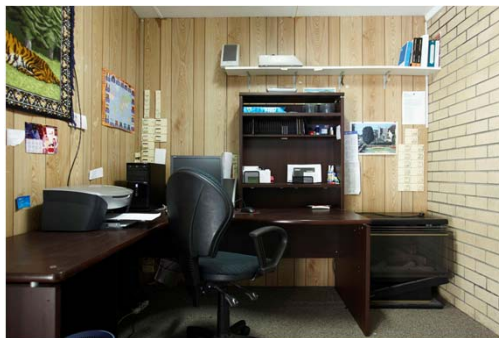




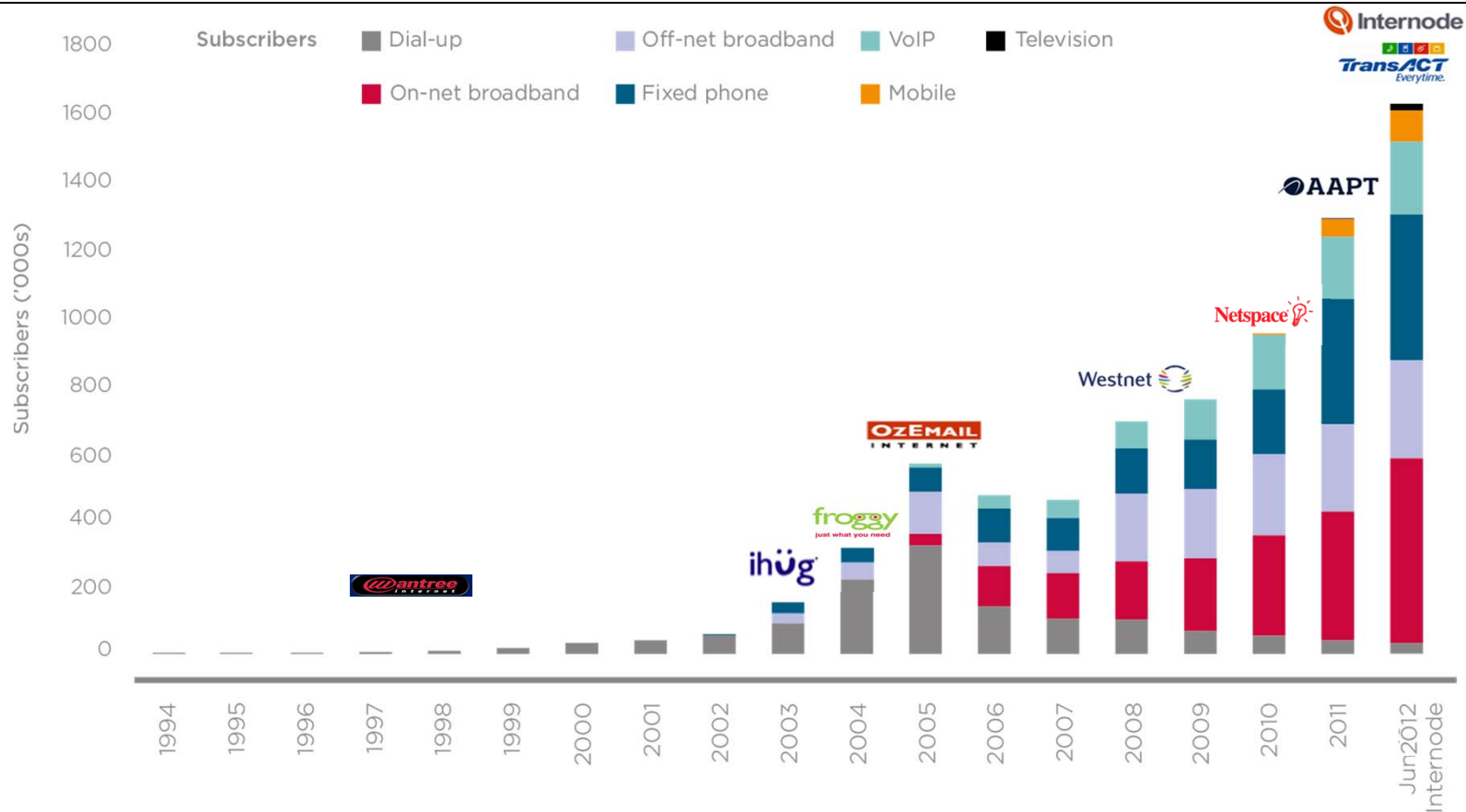
One big happy family – acquisition to integration

6 December 2012

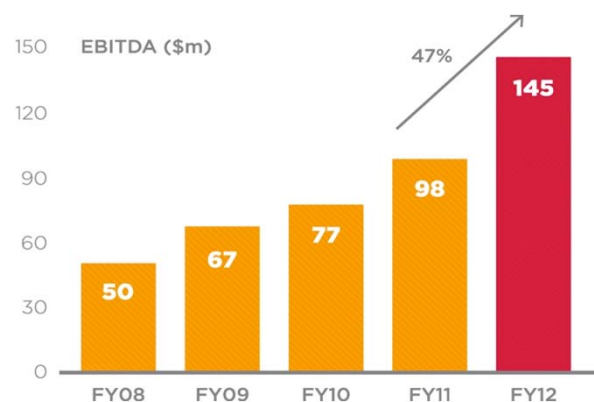
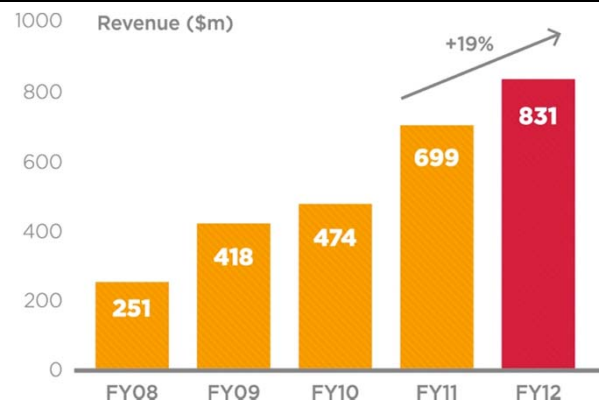
iiNet's 19 year history



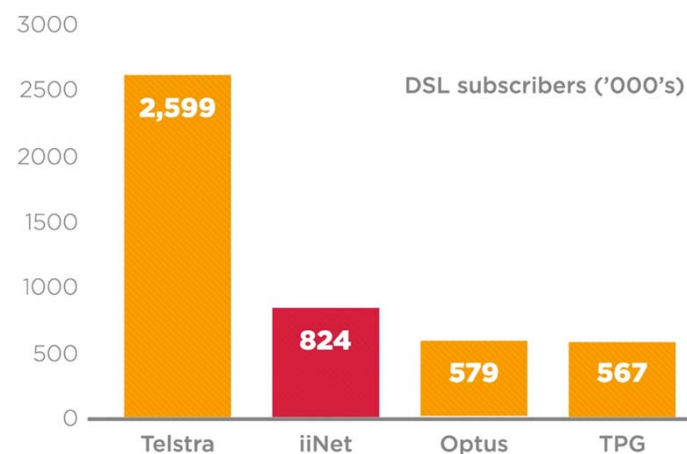
Significant scale position – The acquirer of choice



Significant scale



4,000,000,000	DNS Queries per day
100,000,000	Emails per day
50,000,000	Voice Minutes last month
2,700,000	MHz of CPU Capacity Virtualised
100,000	Mbps of International Traffic



Who we are today

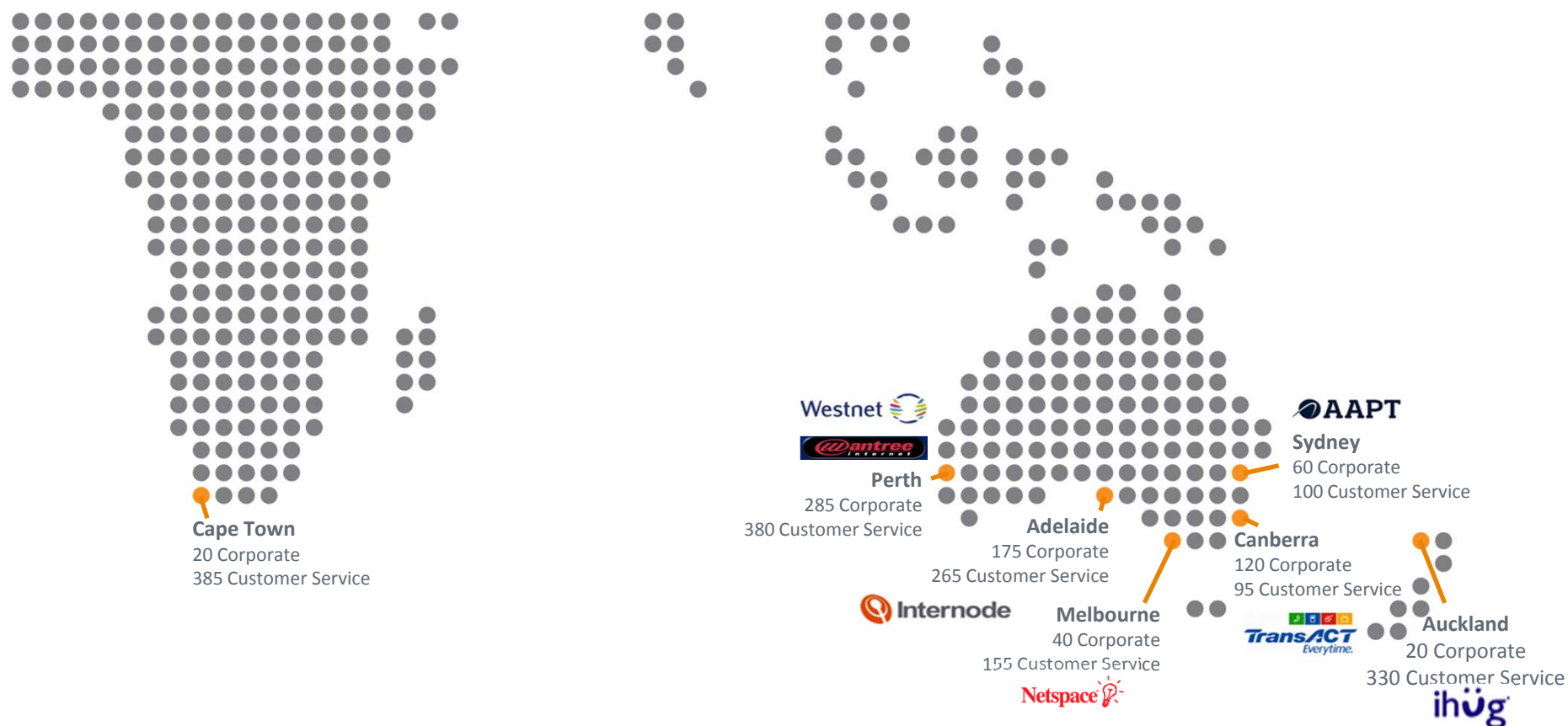
**Delivering cool products
and awesome service to
your digital world.**

iiNet Corporate Values

- Initiate and embrace positive change
- Share ideas and work together for a better result
- Imagine a better way
- Awesome customer service
- Passion for everything we do



Where we come from



Big happy family



Michael Malone
Chief Executive
Officer



Maryna Fewster
Chief Customer
Officer



Stephen Harley
Chief Products
Officer



Greg Bader
Chief Business
Officer



Steve Dalby
Chief Regulatory
Officer



David Buckingham
Chief Financial
Officer



Wendy Walker
Chief Marketing
Officer

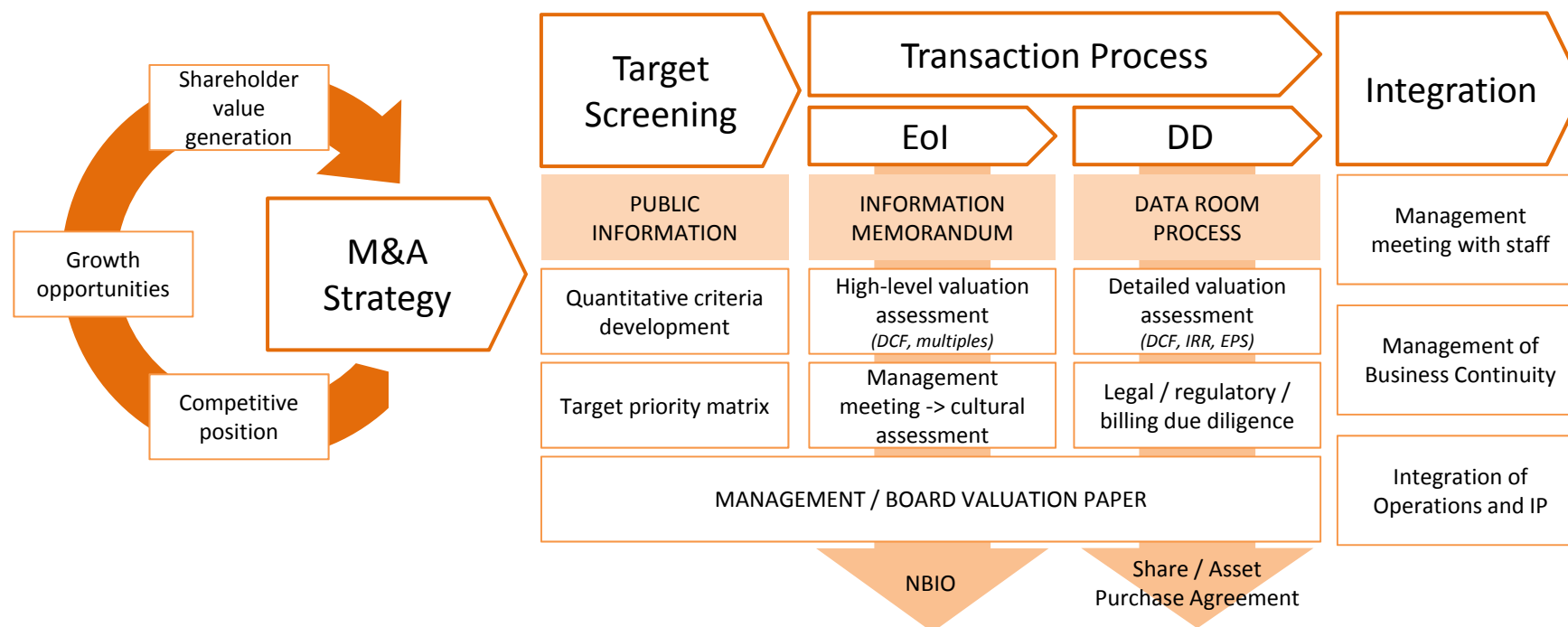


John Lindsay
Chief technology
Officer



Ivan Slavich
Chief Federal
Government & ACT

Strategy-lead M & A process



Key principles when integrating a business

**Deciding and doing
are not the same thing**

Culture



Knowledge management



Communication



Customer experience is crucial



Culture



Communication

Wireless Bridge

Effortlessly stream high definition video between BoB2™ and your fetchtv set top box without wiring or cables.

Search wireless bridge in iPedia



iiNewsflush

News from the business, while you're doing your business

Get yourself a PiX at our iStore

Have you checked out our brand new iStore? It's pretty cool (if we do say so ourselves) and is decked out with the latest digital technology including the newest addition to our iProduct family - the PiX. It's even got a white picket fence - who doesn't want one of those.

Head downstairs and check it out!

How Mo can you go?

This month - it's Mo time, the only time of year when we encourage all the blokes to grow a mo and raise funds for Movember. All donations from our Friday collections will also be heading to the iinet team total raising money for Men's Health Charities, the Prostate Council of Australia, Beyond Blue and the Movember Foundation.

So why not put the hair raising into fundraising, grow a mo, join the iinet team and help us raise some funds for charity - all the details are available online.

Want a \$750 bonus?

Good news peeps - from now till Christmas the iinet staff referral bonus has been upgraded to 750 smackeros. That means if you refer someone you know & they become iifolk - you'll get an extra 750 bucks as soon as they've passed probation.

It's not hard - dig up the latest iSeek for more information or check out the vacancies on the homepage of our intranet for available roles - iSeek lives on the right..

... Now wash your hands.

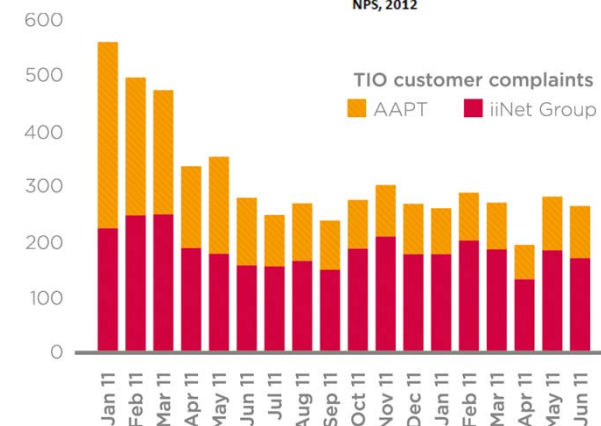
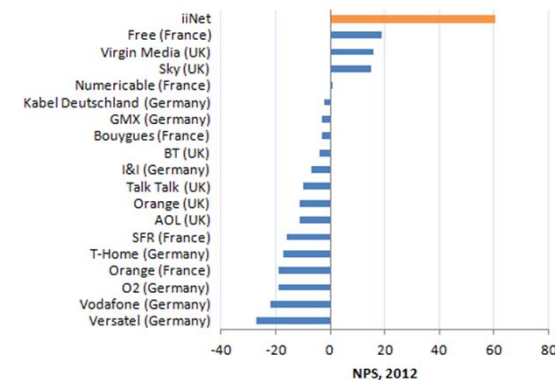
Gents etiquette

This is no time for Angry Birds; you're in here for a reason.

Knowledge management

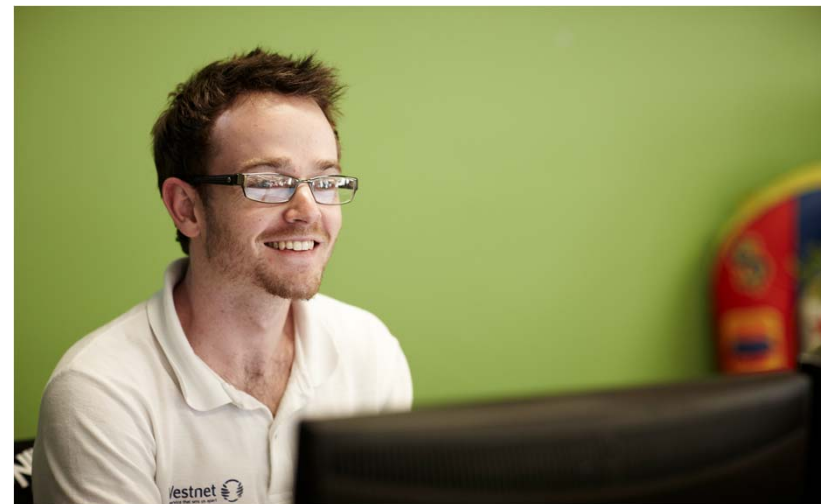
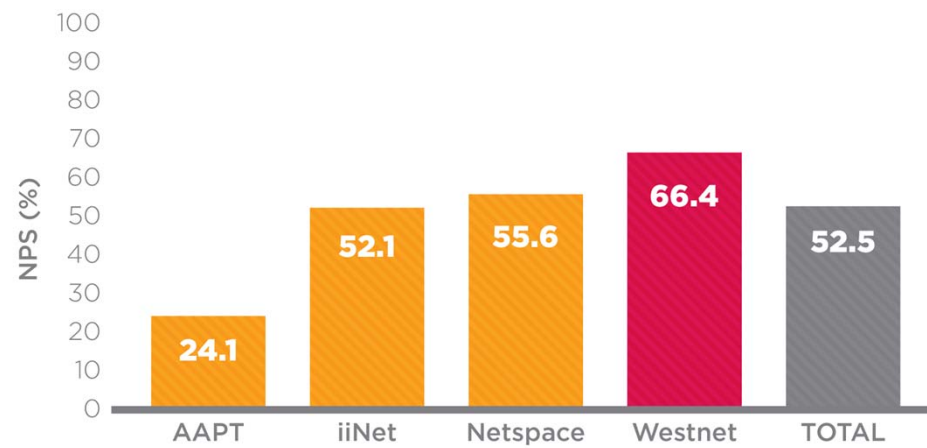


Customer experience is crucial



NPS Data Source: European B2C NPS Benchmarking 2012 survey

Survival



Measuring success



Share Price

IIN, IINET ORD, chart of monthly prices over 10yrs



Response – TransACT and Internode

Regional benefits from sale **Network potential**

CAMERON BEST

GEELONG is set to be one of the major beneficiaries from a plan by communications company iiNet to purchase TransACT for \$60 million.

The Canberra-based TransACT, which has major fibre cable networks in Geelong, Ballarat and Mildura, said it was looking to grow in regional Victoria as part of the iiNet brand.

TransACT chief executive Tony Slavich said the

secure our Geelong network with a redundant loop of our major fibre roll in Geelong, which will improve the service stability in Geelong."

Mr Slavich said the region would be in line to receive IPTV, or on-demand internet protocol television services from TransACT, but no decision had been made on whether to roll out the service the company offers to Canberra customers, or the fetchtv service currently available through iiNet.

vide a multi-cast closed loop TV service so we are looking at our options," Mr Slavich said.

Based in WA, iiNet is reasonably new to Victoria, but offers ADSL2+ services for parts of Geelong.

"This acquisition provides a unique opportunity for iiNet to pick up significant network assets, while increasing its presence in the ACT and regional Victoria," iiNet chief executive Michael Malone said.

TransACT sale to be 'a win for all parties'

By Graham Downie

The sale of TransACT to iiNet, expected to be confirmed later today or early next week, would be a win for all parties, telecommunications analyst Paul Buddle said yesterday.

It would give Canberra customers a viable network which could compete with Telstra and Optus and with

communications companies Telstra and Optus were duplicating modern networks in major state capitals and ignoring Canberra. Supporters of TransACT yesterday said that despite a negative return on investment, the venture left Canberra with more than \$200 million worth of infrastructure it would otherwise not have.

his professional career. "In many ways it was a micro version of the National Broadband Network many years before it was conceived... It is good to see TransACT has survived the 10 years since I extricated myself from it," Mr Eckermann said. Though it was good to have some form of community ownership, "ultimately you cannot be too attached

iiNet buys Internode for \$105 million as telco consolidation continues ahead of NBN

Friday, 23 December 2011 00:00

Patrick Stafford



Smart TransACTion puts Optus in iiNet's sights

It is ironic that Optus celebrated the 20th anniversary of its establishment — the putative beginning of competition — in the same way that it began: by attacking a monopolist in a hail of vitriol and

Internode takeover boosts iiNet's profit

Rashida Yosufzai

August 16, 2012 11:42AM

A+ A-



TransACT to help iiNet take on Govt, business markets

iiNet's acquisition of TransACT will provide inroads into the business and government sectors for the largely consumer-focused ISP, according to managing director Michael Malone.

Providing insight into the acquisition at iiNet's AGM today, Malone said TransACT, with revenues of \$80m and \$17m of EBITDA for FY11, would complement iiNet focus on the consumer market.

iiNet's TransACT buy a good move: Goldman Sachs

iiNet's A\$60 million acquisition of TransACT is a good move that will boost its share price significantly over the next 12 months, according to a new Goldman Sachs report.

In their report, analysts Raymond Tong and Christian Guerra estimated that TransACT would add some 40,000 broadband subscribers to iiNet's existing stable of 642,000 — increasing iiNet's market share

iiNet integrates Internode global network

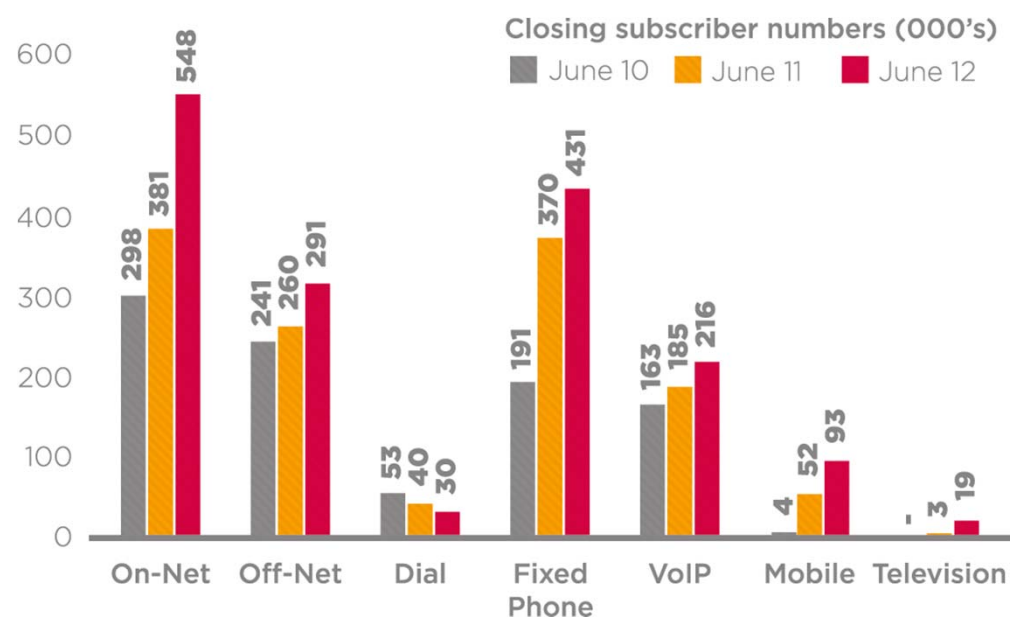


By James Hutchinson on Jul 24, 2012 3:45 PM

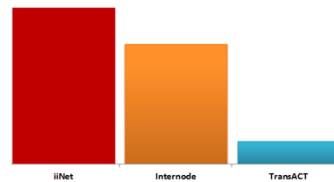
Filed under Telco/ISP

Growth in profitable on-net customer base

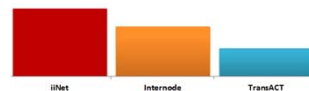
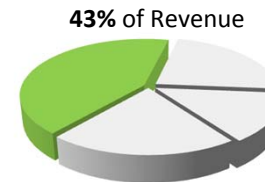
- Total group services up 26% to 1.6m, despite increasingly competitive market due to
 - acquisitions of Internode and TransACT
 - increased bundling
 - increased focus on products per customer
- Continued focus on customer migrations, with 65% on-net
- AAPT customer billing migration to iiNet substantially complete ensuring full iiNet service experience



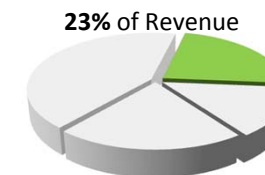
Business continues to grow



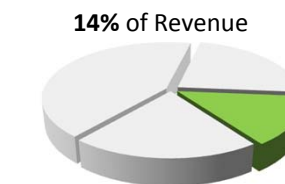
iiNet group
market share
9%



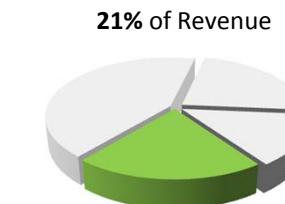
iiNet group
market share
5%



iiNet group
market share
2.8%



iiNet group
market share
3%



Integration benefits from recent acquisitions



Systems integration
synergies of
\$2-3m in FY13/14

Focus Area	3Q12	4Q12	1Q13	2Q13	3Q13	4Q13	Status
iiNet residential knowledge > TransACT							Completed
TransACT C&G knowledge > iiNet							Completed
Review and integration of systems and processes across the networks - NBN, HFC, VDSL, DSL							In Progress
Customer experience / process enhancements							In Progress
Back office / IT systems integration							In Progress



Network synergies of
\$7m in FY13

Focus Area	3Q12	4Q12	1Q13	2Q13	3Q13	4Q13	Status
Exchange backhaul consolidation							Completed
Rationalise peering & domestic transit							Completed
DSLAM integration - 15k customers							In Progress
International bandwidth rationalisation							In Progress
Review of voice networks & data centres							In Progress
Back office & IT systems integration							In Progress

Morale improves



Thank you

**Why wouldn't you
choose what's better?**





Q&A



DISCLAIMER Some of the information contained in this presentation contains “forward-looking statements” which may not directly or exclusively relate to historical facts. These forward-looking statements reflect iiNet Limited current intentions, plans, expectations, assumptions and beliefs about future events and are subject to risks, uncertainties and other factors, many of which are outside the control of iiNet Limited.

Important factors that could cause actual results to differ materially from the expectations expressed or implied in the forward-looking statements include known and unknown risks. Because actual results could differ materially from iiNet Limited current intentions, plans, expectations, assumptions and beliefs about the future, you are urged to view all forward-looking statements contained herein with caution.