



26 August 2009

## A solid outcome in challenging times

### TELCO ANNOUNCES 2009 RESULTS

Local telecommunications provider Bendigo Community Telco today announced its financial results.

The newly released figures demonstrated a slight reduction in the Telco's overall revenue compared to the figures released in the previous financial year. However, the recorded 3 per cent reduction is seen as a solid outcome during the turbulent economic times experienced.

According to statements within the report by Chairman Rob Hunt and Chief Executive Officer Philip Lazenby, the provision of leading telecommunications infrastructure and personal service continue to present opportunities for customers – with 2.4 per cent growth witnessed in the active services sector.

In its ninth year, Bendigo Community Telco has measured its stability by customer retention, explained the chairman. "By consistently delivering a high standard of service we also deliver satisfaction," he said.

"This report confirms we are industry leaders in delivering communications capabilities that are designed to make business communication simple – and in spite of a shrinking economy we improved our cost structure, which resulted in the gross margin increasing to 33 per cent, an increase of 3.2 per cent on the 2008 result," Mr Hunt said.

Mr Hunt said the Telco is helping businesses make telecommunications transitions, to enable them to carry out their work efficiently, effectively and profitably. "The establishment of a Network Operations Centre in Bendigo to handle the Bendigo and Adelaide Bank's national Wide Area Network (WAN) is a worthy example."

The Chairman also highlighted the Telco's partnership and investment in its community, "Our people are central to our success and I would like to thank every one of them for their dedication, initiative and hard work throughout the year."

#### Company Performance and Result:

*Revenue of \$25.7M for the year decreased by 3% compared to revenue of \$26.6M for 2008.*

*EBITDA result grew by 4% to \$1.43M.*

*Number of active services grew by 2.4%.*

*Gross margin was 33% for the financial year, an increase of 3.2% for 2008.*

*Net profit for the 2009 was \$545K.*

*A consistent share price in 2009 at \$1.60, as listed on the Bendigo Stock Exchange (at 30 June 2009).*



MEDIA RELEASE

**Extract from Mr Hunt's statement within the 2009 report:** "These results in a challenging financial environment are confirmation of the success of our strategy and the power of capturing capital flows that only a locally-owned and operated company can offer.

Bendigo Community Telco means excellent investment value today, and with the momentum built by our team and our dynamic CEO Phil Lazenby, shareholders can expect continued value in the years ahead.

We appreciate the dedication our management team has displayed and the unity of our customers in providing an ongoing commitment for this important local business. We look forward to the future with a good deal of optimism and genuine enthusiasm."

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