

The logo consists of the word 'FOOTPRINT' in a bold, sans-serif font. The letters are arranged in two rows: 'FOOT' on top and 'PRINT' below. The letters are white with a thick black outline, giving them a 3D, blocky appearance. The background is a dark, textured grey with a white border that follows the shape of the letters.

FOOTPRINT

FY2006 Results
Presentation
6 September 2006

Financial Highlights

- **Operating revenue up 20% on FY05 to \$181.8M**
- **NPAT \$10.7M – up 26% on FY05 and 13% on Prospectus forecast**
- **EPS 8.6 cents – 13% above Prospectus forecast**
- **Strong operating cash flow – \$18.0M**
- **Final dividend – 4.0 cents per share**



Results for 12 months to 30 June 2006

	Twelve months to Jun 2006 (\$M)	Twelve months to Jun 2005 (\$M)	Change (%)
Total operating revenue	181.8	151.9*	20%
Gross operating margin[^]	88.8 49%	71.9 47%	24%
EBIT	16.6	12.3	35%
Net profit after tax	10.7	8.6	26%
Earnings per share (cents)	8.6	6.8	26%

* One Zero sales revenue included in FY2005 figures for 4 months only

[^] Gross Operating Margin includes gross margin on handset sales plus Telstra incentives and commissions, and other revenue



Actual Results versus Prospectus Forecast

	Twelve months to Jun 2006 - Actual (\$M)	Twelve months to Jun 2006 - Forecast (\$M)	Change (%)
Total operating revenue	181.8	198.6*	- 8%
Gross operating margin[^]	88.8 49%	89.7 45%	- 1%
EBIT	16.6	16.3	2%
Net profit after tax	10.7	9.5	13%

* One Zero sales revenue included in FY2005 figures for 4 months only

[^] Gross Operating Margin includes gross margin on handset sales plus Telstra incentives and commissions, and other revenue



Cash Flow Summary

		\$M
Opening Cash		3.7
Cash Flow from Operating	18.0	
Cash Flow from Investing	(4.8)	
Cash Flow from Financing	(4.9)	
Net increase in Cash		8.3
Cash as at 30 June		12.0
Interest Bearing Debt		(11.4)
Net Cash/(Debt)		0.6



Operating Highlights

- **Successful integration of One Zero**
- **12 new stores opened**
- **New interactive fit-out launched**
- ***The Lounge by Fone Zone* concept store launched**
- **Growth in 3G: >50% of contract based volumes (June 2006)**
 - Telstra reporting 3G driving higher ARPU and data spend
- **Communiqué acquisition added 15 stores in WA (August 2006)**



Outlook for FY2007

- **Expect improved profit performance in FY07**
 - H1 2007FY will be similar to H1 2006FY due to the integration costs of Communiqué and the drop in Telstra transition payments.
- **8 – 10 new stores in FY2007**
- **Integration of Communiqué stores**
- **New retail formats**
- **Planned Telstra 850 network roll-out**
- **CDMA migration - 1.6M customers by June 2008**

