



Better Network Intelligence

eServGlobal

2006 Fiscal Year Results

www.eservglobal.com

■ Financial

- Record revenue of \$95.0 million, 147% up from \$38.4 million in FY05
- EBITDA of \$10.088 million, 144% up from \$4.131* million in FY05
- Diluted EPS of \$0.017, up from \$0.01* in FY05
- Dividend of \$0.012 per share, fully franked

■ Operational

- Completed acquisition of market-leading pre-paid recharge and messaging provider, Ferma SA
- Won convergent billing project for major new Middle East quad-play carrier, showcasing eServGlobal's leadership in real-time billing control for next-generation networks
- IMS / Convergent Charging products positioned for next wave of Telco spend

* Results as reported in FY05 before IFRS adjustment

IFRS FY05 EBITDA = \$3.905 million

IFRS FY05 EPS = \$0.04c

The 'Cash Register' of the Telecoms Company



- Telephone companies run complex communications networks which connect and manage billions of phone calls instantly.
- But telephone companies must also manage charging for phone calls and other telecoms services such as messages, data, video, etc.
- eServGlobal's software joins these two technology worlds together, so that telephone companies can charge for calls and services in real-time, can handle payments in many different forms, can offer advanced messaging and other services and still be able to charge for them. We simplify the financial control of the telephone business.

The Strengths of a Global Worldwide Player

- International Footprint with offices in **15** Countries:
 - Europe: Belgium, France, Germany, the Netherlands, Poland, Romania, UK
 - Asia: China, India, Indonesia, Australia, New Zealand, Singapore
 - Africa & Middle-East: Egypt, UAE
- Professional organisation:
 - **500+** staff worldwide
 - Development centres in Europe [France & UK] and Asia [New Zealand]
 - Dedicated Support & Professional Services organisation
- Publicly quoted company:
 - London Stock Exchange (ESG)
 - Australian Stock Exchange (ESV)



Long-term and successful relationships

- World Wide leader for Prepaid & Recharge solutions
- Delivers services to 75+ end customers
- Manages over 10% of the planet's mobile users
- Products deployed in 50+ countries

- References with more than **70 End Customers**



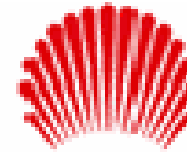
Best-of-breed alliance partners

NOKIA
Connecting People

SIEMENS
mobile

amdocs

INTEC



Huawei Technologies

logicaCMG

CISCO SYSTEMS

Lucent Technologies
Bell Labs Innovations



Brooktrout
Technology
Your Alibi into the New Future

FUJITSU COMPLETE
SIEMENS

EMC²
where information lives[®]

CIRPACK
- Switch to the alternative ! -

Sun
microsystems

ORACLE[®]

COMVERSE

VERITAS[™]

A full suite of revenue-generating & cost-optimisation solutions

Product Family	Charging	Messaging	Network Services		
Multi -Services	<p>ChargingMax Convergent Charging / Rating Service Bundling (Pre-Postpaid) Prepay solution</p> <p>Top Up Suite M-POS: e-retail management VOMS: recharge services</p> <p>PromoMax Promotions & loyalty</p>	<p>M@ilis SMS call notify Voice & Video mail Unified mail VoiceSMS & VoiceMMS</p> <p>MessageMax SMS direct routing & delivery SMS security, anti-spam & fraud SMS networks/applications exchange</p>	<p>Mobility Suite Presence & Availability Home-Office Zone</p> <p>INMax VPN Number Portability Least Cost routing Service Numbers ...</p>		
Open standards	INAP ISUP MAP CAMEL WIN IS-41 OSA PARLAY SIP SMPP/UCP SIGTRAN DIAMETER ...				
Multi -Networks	PSTN 2G: GSM-CDMA	2.5 G: GPRS-EDGE	3G : UMTS - WCDMA	Broadband – DSL	NGN - IMS

Applicable to any network type

- **BSS Products:**
 - Recharge & Payments related (Top-Up Suite)
- **VAS Products:**
 - Voice & Video Messaging (Mailis)
 - SMS Messaging (MessageMax)
- **IN Products:**
 - Prepaid & Convergent (ChargingMax)
 - Traditional IN (INmax)

- Scalable & carrier-grade
- Network-independent & open architecture
- Modular & customizable
- Interoperable with all major legacy network equipments
- Integrates with all major off-line & on-line billing systems
- Applicable to any network type: Mobile, Fixed and NGN/IMS (SIP)

Results for the year to 30 June 2006	PRE-IFRS		IFRS					
	Full Year to 30 Jun 06	Full Year to 30 Jun 05	Full Year to 30 Jun 05	Full Year to 30 Jun 04				
Sales Revenue	95,004	100%	38,427	100%	38,427	100%	28,951	100%
Cost of Sales	57,391		21,681		21,681		17,508	
Gross Profit	37,613	40%	16,746	44%	16,746	44%	11,443	40%
Other Revenue	459		419		419		429	
Total Revenue	95,463		38,846		38,846		29,380	
Sales and Marketing Costs	11,513	12%	6,604	17%	6,604	17%	5,072	18%
Administration Costs (incl forex)	16,471	17%	6,430	17%	6,656	17%	5,449	19%
EBITDA (before non-recurring)	10,088	11%	4,131	11%	3,905	10%	1,351	5%
Non-recurring charges			587		587		1,738	
R&D writeoff							863	
EBITDA	10,088		3,544		3,318		(1,250)	
Depreciation and Amortisation	5,127		2,412		841		2,426	
EBIT	4,961		1,132		2,477		(3,676)	
Interest Expense	489		2		2		9	
Profit Before Tax	4,472		1,130		2,475		(3,685)	
Tax Expense	1,820		18		(1,908)		1,805	
Profit After Tax	2,652		1,112		4,383		(5,490)	
Minority Interest	68							
Profit Attributable to Members	2,584		1,112		4,383		(5,490)	

- *“IMS is a social innovation, ...the result of a fundamental realisation... that the network becomes infinitely more powerful, relevant and revenue-centric when it adapts to the user rather than when the user is forced to adapt to the network.”**
- *“IMS is all about delivering the right service, to the right device, over the right access infrastructure, at the right time, for the right price.”**
- Trends:
 - Service Intelligence will increase
 - Volatile service data will increase

* Steven Shepard, 2006.

Consensus for near & medium term growth

Telecom Billing Market Catches Second Wave of Growth, Says Dittberner Associates

DAI - August 10, 2006

Telecommunications billing previously written off as a "mature market" seems to be catching its second wave of growth, according to Dittberner. The analysts forecast the billing sector will grow at a 3.7 percent compound annual growth rate (CAGR) from \$4.6 billion in 2005, to \$5.5 billion in 2010. This market includes telecom billing, real-time charging, and interconnect billing software.



While Dittberner acknowledges that the end to the telecom recession is a key factor in billing's revival, other significant reasons include the following market trends:

- **Real-time Revenue Generation:** The explosion of data services in mobile markets is prompting telecoms to buy billing systems for their revenue-generating direct marketing skills, and not just for their accounting dexterity. Several billing vendors are leveraging merchandising and contextual advertising techniques to boost the bottom lines of their clients.
- **Converging Postpaid and Prepaid Billing:** These used to be very different markets, but the growing use of "dual use" phones and the advantages of pricing from a single consolidated database are forcing the prepaid and postpaid billing markets to converge.
- **The Rise of Virtual Network Operators:** Robust billing and real-time charging is a critical need for emerging MVNOs such as Mobile ESPN, Helio, and Disney Mobile. Dittberner sees MVNOs increasingly attracted to service bureau billing solutions.
- **Wireline Billing Consolidation:** While wireless markets are where Dittberner feels most of the billing growth will be, large wireline telcos such as AT&T and BT are making great progress in billing system consolidation. Dittberner forecasts that this trend will accelerate.

Service Providers to Invest \$4 Billion in Service Delivery Platforms through 2011, Says ABI Research

ABI Research - August 10, 2006

Fixed and mobile network operators will invest a total of \$4 billion in service delivery platform (SDP) capital infrastructure over the next five years, according to ABI Research. The analysts say this will yield a significant payoff, both in reduction of operating expenses for Intelligent Networks and IP networks, and in the creation of new revenue from IP-based services.



Worldwide, ABI Research forecasts that operators will generate \$49.6 billion in service revenue from IMS-enabled applications in 2011.

"Telecom networks are going through a period of profound change as they adopt service-oriented architecture and implement IT systems based on open standards," says ABI Research analyst Ian Cox. "This brings with it all the advantages of a vast range of new data services, beginning with click-to-dial but rapidly moving to rich voice sessions, all under the control of next generation service delivery platforms."

Cox said that progress is also being made on integrating network and Web-based services and developing secure and reliable charging solutions for complex user sessions. However, he said additional work is needed to formalize the relationship between IMS, service delivery platforms and session border controllers.

For vendors, SDP will allow specialist firms to develop applications and equipment independently of each other, secure in the knowledge that they will work together and can be deployed by any service provider. SDP enables new services to be introduced quickly, tried and discarded if they are not popular. A single database holds all subscriber information, leading to lower operating costs for multiple services over multiple access technologies.



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