

5 August 2008

**Full Year Financial Results**

**PIPE Networks Limited** (ASX:PWK) today announced a consolidated profit after tax of \$7.20 million was recorded for the period representing a 49% increase over the previous year result of \$4.83 million. Net Profit After Tax (NPAT) generated by the parent entity was higher than forecast being \$7.56 million for the full year.

Group revenue growth of 42% from operating activities was \$34.58 million in 2008, up from \$24.28 million in 2007. Revenue growth is primarily due to the completion of key customer Dark Fibre contracts, sale of capacity in new facilities and billing of related installation and service provisioning charges.

Further revenue growth is forecast in the 2009 financial year, with key customer contracts coming online and meeting revenue recognition criteria. Additional sales personnel have been employed in key markets to continue focusing on improved utilisation of our core fibre optic network assets.

A focus on internal controls has meant the increased expenses relating to new asset capacity and personnel has not degraded profit margins of 28% (FY2007) to 29% (FY2008). With continued improved utilisation of existing assets and full year flow on effects of new sales, profit margin improvements are expected to continue in future periods.

This result includes the results of subsidiaries including costs associated with construction of a new undersea fibre optic cable to Guam (PPC-1) which will not be fully operational until the 2009/10 financial year. These costs were associated with the structuring, permitting, landing station commissioning and various compliance milestones for PPC-1 running significantly ahead of schedule and therefore falling into the reporting period.

The continued strong performance of the Company remains in line with our estimates.

Yours faithfully



Bevan Slattery  
Managing Director

**ENDS**

For more information:

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**PIPE Networks Limited**

ABN 21 099 104 122

**Appendix 4E  
Preliminary Final Report  
30 June 2008**

Lodged with the ASX under Listing Rule 4.3A

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## Results for Announcement to the Market

### Summary of Consolidated Financial Information

Extracts from this report for announcement to the market:

	12 months ended 30-Jun-08 \$ (,000)	12 months ended 30-Jun-07 \$ (,000)	Movement \$ (,000)	Movement %
Revenue from continuing operations	34,581	24,277	10,304	42%
Profit (loss) after income tax for the period attributable to members	7,204	4,831	2,373	49%
Net profit (loss) for the period attributable to members	7,204	4,831	2,373	49%
Earnings before interest, tax, depreciation and amortisation (EBITDA)	12,981	8,669	4,312	50%

	12 months ended 30-Jun-08 Cents	12 months ended 30-Jun-07 Cents
Basic earnings per security	15.83	12.06
Diluted earnings per security	15.83	12.04
Net tangible assets per security	140.63	92.54

#### Final Dividend Distribution

Dividends (distributions)	Amount per security	Franked amount per security
<b>Current period</b>		
Final dividend **	7 cents	100%
<b>Previous period</b>		
Final dividend (paid on 12 October 2007)	5 cents	100%
Interim dividend	0 cents	NA

\*\* The directors have declared a final franked dividend of 7 cents per fully paid share (2007 - 5 cents) payable 21 November 2008 to shareholders registered as at 5:00pm on 7 November 2008.

#### Annual General Meeting

The proposed Annual General Meeting date is Thursday 6 November 2008 at Level 5, 123 Eagle Street, Brisbane, QLD 4000.

### Highlights of Results

A consolidated profit after tax of \$7.20 million was recorded for the period representing a 49% increase over the previous year result of \$4.83 million. This result includes the results of subsidiaries including costs associated with construction of a new undersea fibre optic cable to Guam (PPC-1) which will not be fully operational until the 2009/10 financial year. Net Profit After Tax (NPAT) generated by the parent entity was higher than forecast being \$7.56 million for the full year. This improved position was offset by costs associated with permitting, landing station commissioning and various compliance milestones for PPC-1 running significantly ahead of schedule and therefore falling into the reporting period.

Group revenue growth of 42% from operating activities was \$34.58 million in 2008, up from \$24.28 million in 2007. Revenue growth is primarily due to the completion of key customer Dark Fibre contracts, sale of capacity in new facilities and billing of related installation and service provisioning charges.

Further revenue growth is forecast in the 2009 calendar year, with key customer contracts coming online and meeting revenue recognition criteria. Additional sales personnel have been employed in key markets to continue focusing on improved utilisation of our core fibre optic network assets.

The fibre optic network has considerable capacity available to meet future revenue growth in Dark Fibre services with total capacity utilised at 22.5% of over 177.8 thousand kilometres of fibre available for lease. Utilisation rates have improved from 17.5% at June 2007. Total construction investment in the network resulted in a 26.1% increase in total capacity available for sale over the financial year.

## Highlights of Results (*continued*)

Increased capacity from investment in a state-of-the-art Data Centre (DC3) in Brisbane has rapidly approached full utilisation earlier than expected. The full impact of DC3 sales flowed through in the second half of this financial year as recurring revenue lagged the deployment of customer equipment within the facility.

Capital investment continued during the period with investment in property, plant and equipment of \$62.57 million as per the Statement of cashflows. This includes investment in the PPC-1 project. Also included in this cashflow is extension of the Dark Fibre network representing an increase from 869 kilometres of physical cable at June 2007 to over 1,098 kilometres by June 2008. This increase occurred in all States and in particular diverse dark fibre links in the outer Sydney region and between Brisbane and Springfield. Contributing to the investment in assets is the deployment of new product offerings in managed services and network monitoring systems.

The increase in network footprint compared to the previous corresponding period has led to an increase in direct costs, network costs and depreciation. Growth in employee numbers to increase market awareness in Sydney and Melbourne markets, as well as accrued commissions relating to significant sales success has led to an increase in employment related expenses over the previous year to \$7.06 million, up from \$4.72 million.

A focus on internal controls has meant the increased expenses relating to new asset capacity and personnel has not degraded profit margins of 28% (FY2007) to 29% (FY2008). With continued improved utilisation of existing assets and full year flow on effects of new sales, profit margin improvements are expected to continue in future periods.

## Significant changes in the state of affairs

The Company incorporated subsidiaries during the period for the purpose of constructing an international submarine cable system between Australia and Guam. Details of the subsidiaries incorporated can be found in Note 7 of the financial statements.

The Company made a strategic investment in start-up wholesale IP transit and Voice supplier Vocus Group Ltd and Vocus Connect Pty Ltd. Further details can be found in Note 7 of the financial statements.

## Audit

This preliminary final report is based on accounts that are in the process of being audited.

As per previous announcements to market, the Company entered into a supply contract with Tyco Telecommunications (US) Inc. for the construction of an international submarine cable system (PPC-1) between Australia and Guam on 14 January 2008. The current progress and position of the contract is discussed in further detail in Note 8 of the financial statements. Billing milestones paid to date under the contract have been paid out of operating cashflows, existing debt facilities and capital raisings during the period.

As noted, the Company is currently ahead of schedule on several contractual obligations and is in advanced stages of negotiating final terms for future project funding. Progress on these obligations and any resulting risks will be assessed as part of the final audited financial statements.

## Full Year Consolidated Financial Statements

### Consolidated Income Statement for the year ended 30 June 2008

	Note	12 months ended 30 June 2008 \$ (,000)	12 months ended 30 June 2007 \$ (,000)
Revenue	2	34,237	23,933
Other income	2	344	344
		<b>34,581</b>	<b>24,277</b>
Direct costs of providing services	2	(9,897)	(7,448)
Network operating and maintenance costs		(1,209)	(1,020)
Marketing and advertising costs		(382)	(296)
Employee benefits expense		(7,064)	(4,718)
Depreciation and amortisation expense		(2,944)	(1,758)
Finance costs		(198)	(418)
Building and equipment rental costs		(530)	(491)
Corporate and administrative costs		(1,016)	(711)
Other expenses		(1,201)	(598)
<b>Profit before income tax</b>		<b>10,140</b>	<b>6,819</b>
Income tax expense		(2,943)	(1,988)
<b>Profit for period</b>		<b>7,197</b>	<b>4,831</b>
Loss (profit) attributable to minority interests		7	-
<b>Profit attributable to members of PIPE Networks Limited</b>		<b>7,204</b>	<b>4,831</b>
<b>Earnings per security</b>		<b>Cents</b>	<b>Cents</b>
- Basic earnings per security	9	15.83	12.06
- Diluted earnings per security	9	15.83	12.04

*The accompanying notes form part of these financial statements.*

## Consolidated Balance Sheet as at 30 June 2008

	Note	30 June 2008 \$ (,000)	30 June 2007 \$ (,000)
<b>Current assets</b>			
Cash and cash equivalents	6	22,061	14,930
Trade and other receivables		3,204	6,153
Prepayments		1,363	555
Other current assets		626	567
Other deposits		5,000	-
<b>Total current assets</b>		<b>32,254</b>	<b>22,205</b>
<b>Non-current assets</b>			
Property, plant and equipment		94,086	34,661
Deferred tax assets		773	471
Other non-current assets		3,380	231
<b>Total non-current assets</b>		<b>98,239</b>	<b>35,363</b>
<b>Total assets</b>		<b>130,493</b>	<b>57,568</b>
<b>Current liabilities</b>			
Trade and other payables		5,969	4,113
Accrued expenses		417	1,526
Borrowings		47	14
Prepaid revenue		2,878	751
Current tax liabilities		608	384
Provisions		257	201
<b>Total current liabilities</b>		<b>10,176</b>	<b>6,989</b>
<b>Non-current liabilities</b>			
Borrowings		43,087	7,047
Prepaid revenue		4,698	1,974
Deferred tax liabilities		644	170
Provisions		55	32
<b>Total non-current liabilities</b>		<b>48,484</b>	<b>9,223</b>
<b>Total liabilities</b>		<b>58,660</b>	<b>16,212</b>
<b>Net assets</b>		<b>71,833</b>	<b>41,356</b>
<b>Equity</b>			
Issued capital	5	58,305	32,917
Reserves		182	71
Retained earnings		13,353	8,368
Minority interests		(7)	-
<b>Total equity</b>		<b>71,833</b>	<b>41,356</b>

*The accompanying notes form part of these financial statements.*

## Consolidated Statement of Changes in Equity for the year ended 30 June 2008

	30 June 2008	30 June 2007
Note	\$ (,000)	\$ (,000)
<b>Issued capital</b>		
Ordinary share capital at beginning of the period	32,917	17,311
Share capital issued during the period	26,225	16,116
Cost of share options exercised transferred from options reserve	-	52
Transaction costs	(837)	(562)
<b>Balance of share capital at end of the period</b>	<b>58,305</b>	<b>32,917</b>
<b>Options reserve</b>		
Options reserve at beginning of the period	71	132
Share options issued during the period	111	-
Share options exercised during the period	-	(52)
Share options forfeited during the period	-	(9)
<b>Balance of options reserve at end of period</b>	<b>182</b>	<b>71</b>
<b>Retained earnings</b>		
Retained earnings at beginning of the period	8,368	4,324
Profit attributable to members of the entity	7,204	4,831
Dividends paid during the period	(2,219)	(787)
<b>Retained earnings at end of the period</b>	<b>13,353</b>	<b>8,368</b>
Profit (loss) attributable to minority interests	(7)	-
<b>Total equity at the end of the period</b>	<b>71,833</b>	<b>41,356</b>

*The accompanying notes form part of these financial statements.*

## Consolidated Statement of Cash Flows for the year ended 30 June 2008

	12 months ended 30 June 2008 \$ (,000)	12 months ended 30 June 2007 \$ (,000)
<b>Cash flows related to operating activities</b>		
Receipts from customers (inclusive of GST)	49,253	24,109
Payments to suppliers and employees (inclusive of GST)	<u>(28,147)</u>	<u>(18,362)</u>
Cash generated from operations	21,106	5,747
Income tax paid	(2,422)	(1,827)
Finance costs	(1,599)	(418)
Interest received	266	326
Security and other deposits	<u>(31)</u>	<u>-</u>
<b>Net operating cash flows</b>	<u>17,320</u>	<u>3,828</u>
<b>Cash flows related to investing activities</b>		
Loan to other entity	(1,750)	-
Payment for property, plant and equipment	<u>(62,568)</u>	<u>(16,083)</u>
<b>Net investing cash flows</b>	<u>(64,318)</u>	<u>(16,083)</u>
<b>Cash flows related to financing activities</b>		
Proceeds from issues of shares and other equity securities	25,275	15,472
Repayments of borrowings and finance lease principal	(11,014)	-
Proceeds from borrowings	47,087	3,500
Advances to financial institutions to secure borrowings	(5,000)	-
Dividends paid	<u>(2,219)</u>	<u>(787)</u>
<b>Net financing cash flows</b>	<u>54,129</u>	<u>18,185</u>
<b>Net decrease in cash held</b>	7,131	5,930
Cash and cash equivalents at beginning of the period	<u>14,930</u>	<u>9,000</u>
<b>Cash and cash equivalents at end of the period</b>	<u>6</u> <u>22,061</u>	<u>14,930</u>

*The accompanying notes form part of these financial statements.*

## Corporate information

PIPE Networks Limited is a company incorporated in Australia, limited by shares which are traded on the Australia Stock Exchange.

The preliminary final report for the full year ended 30 June 2008 for the consolidated group comprising Pipe Networks Limited and its subsidiaries was authorised for issue in accordance with a resolution of the directors on 5 August 2008.

## Note 1 Basis of preparation

This preliminary final report is a general purpose financial report prepared in accordance with the listing rules and AASB 134 *Interim Financial Reporting* and the *Corporations Act 2001*.

This preliminary final report does not include all notes of the type normally included in the annual financial report. Accordingly, this report is to be read in conjunction with the annual report for the year ended 30 June 2007 and any public announcements made by PIPE Networks Limited during the interim reporting period in accordance with the continuous disclosure requirements of the *Corporations Act 2001*.

Where necessary, comparative information has been reclassified to achieve consistency in disclosure with current period financial amounts and other disclosures.

### (a) Basis of preparation of the preliminary final report

The principal accounting policies adopted in the preparation of the preliminary final report are consistent with the most recent Annual Financial Report for the year ended 30 June 2007. Adoption of new or amending standards mandatory for the periods beginning on or after 1 July 2007 has not resulted in any changes to accounting policy.

#### *Historical cost convention*

The preliminary final report has been prepared on an accruals basis and is based on historical costs modified by the revaluation of selected non-current assets, financial assets and financial liabilities for which the fair value basis of accounting has been applied.

## Note 2 Revenue and expenses

	12 months ended 30 June 2008 \$ (,000)	12 months ended 30 June 2007 \$ (,000)
<b>a) Operating activities:</b>		
Lease income from Dark fibre operating leases	28,660	20,311
Lease income from Telehousing operating leases	2,844	1,414
	<u>31,504</u>	<u>21,725</u>
Other sales and services	2,629	2,025
Rebate income	104	183
<b>Total revenue</b>	<u>34,237</u>	<u>23,933</u>
<b>b) Non-operating activities:</b>		
Interest revenue	301	326
Other revenue	43	18
<b>Other income</b>	<u>344</u>	<u>344</u>

### c) Profit for the period

The following expense items are relevant in explaining the financial performance for the interim period:

Bad and doubtful debts expense	81	13
Direct costs of providing services	9,897	7,448
Operating lease rental expense	530	490
Finance costs	198	418
Depreciation expense	2,944	1,758

## Note 3 Dividends

	30 June 2008 \$ (,000)	30 June 2007 \$ (,000)
<b>(a) Ordinary shares</b>		
Fully franked dividends paid in respect of prior financial year *	2,219	787
<b>Total dividends paid</b>	<u>2,219</u>	<u>787</u>

\* Fully franked dividend of 5 cents (2006: 2 cents) for the year ended 30 June 2007.

### (b) Dividends not recognised at period end

Dividends declared for the year **	<u>3,569</u>	-
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\*\* The directors have declared a final franked dividend of 7 cents per fully paid share (2007 - 5 cents) payable 21 November 2008 to shareholders registered as at 5:00pm on 7 November 2008.

## Note 4 Segment information

The Company operates in two primary operating segments. The parent company provides domestic telecommunication infrastructure and services in Australia, and subsidiaries that provide international telecommunication and internet transmission capacity.

<b>30 June 2008</b>	<b>Domestic Services \$ (,000)</b>	<b>International Services \$ (,000)</b>	<b>Consolidated \$ (,000)</b>
Total segment revenue	34,374	207	34,581
Intersegment sales			
<b>Total revenue</b>	<b>34,374</b>	<b>207</b>	<b>34,581</b>
Segment result	7,556	(352)	7,204
Segment and Total assets	82,253	48,240	130,493
Segment and Total liabilities	54,583	4,077	58,660
Capital Expenditure	18,716	43,852	62,568
Depreciation and amortisation	2,937	7	2,944
<b>30 June 2007</b>	<b>Domestic Services \$ (,000)</b>	<b>International Services \$ (,000)</b>	<b>Consolidated \$ (,000)</b>
Total segment revenue	24,277	-	24,277
Intersegment sales			
<b>Total revenue</b>	<b>24,277</b>	<b>-</b>	<b>24,277</b>
Segment result	4,921	(90)	4,831
Segment and Total assets	57,469	99	57,568
Segment and Total liabilities	16,212	-	16,212
Capital Expenditure	16,022	61	16,083
Depreciation and amortisation	1,758	-	1,758

## Note 5 Issued and quoted securities

Category of securities	30 June 2008		30 June 2007	
	No. of shares	\$,000s	No. of shares	\$,000s
<b>Ordinary securities</b>				
Balance at beginning of financial period	44,363,297	32,917	39,143,297	17,311
Issued during the period				
- Share placement	6,500,000	26,000	5,000,000	16,000
- Executive and employee options exercised	124,955	225	20,000	36
- Share options exercised by Orbit Capital	-	-	200,000	80
Cost of Share options transferred from options reserve		-		52
Less transaction costs on shares issued		(837)		(562)
<b>Balance at end of financial period</b>	<b>50,988,252</b>	<b>58,305</b>	<b>44,363,297</b>	<b>32,917</b>

## Note 6 Reconciliation of cash and cash equivalents

	30 June 2008 \$ (,000)	30 June 2007 \$ (,000)
Cash on hand and at bank	22,061	14,930
<b>Total cash and cash equivalents at end of the period</b>	<b>22,061</b>	<b>14,930</b>
Balances as per statement of cashflows	22,061	14,930

## Note 7 Business combinations

The Company incorporated the following entities during the period:

- PPC 1 Limited, a Bermuda coporation incorporated on 21 December 2007.
- PPC 1 (US) Incorporated, a Delaware, USA corporation incorporated on 11 January 2008. As at balance date, this entity had no material profits or losses to report for the current period.

During the period, the Company acquired interests in the following entities:

- On 31 March 2008, the Company acquired a 75% shareholding in Vocus Connect Pty Ltd, previously a wholly-owned subsidiary of Vocus Group Ltd. Vocus Connect is a provider of highly competitive wholesale Internet and International Ethernet services. While the results of this entity are consolidated in this report, there was no material impact on the results for the period.
- On 21 April 2008, the Company acquired a 25% shareholding in Vocus Group Ltd. Vocus Group is involved in the provision of wholesale voice communication services. This investment has been carried at cost for the period as there was no material movement in the net assets of the entity under the equity method of accounting for associates.

## Note 8 Contingent assets and liabilities

### PPC 1 Supply Contract

The Company signed a Supply Contract with Tyco Telecommunications (US) Inc. for the construction of an international submarine cable system between Australia and Guam in January 2008. A contingent asset or liability may arise if this contract is breached. The Company has a number of obligations under the contract including permitting, landing station access and facilities and meeting billing milestones. As previously disclosed to the market, the Company is progressing ahead of schedule with respect to permitting and landing station obligations. This progress has enabled confidential negotiations for project financing to progress to an advanced stage. In addition, the Company has sufficient cash reserves and cashflow from operating activities to meet its obligations under the contract until January 2009 and also has alternative funding options that it may pursue at its discretion.

### PPC 1 Initial contract revenue

During the period, the Company received amounts from customers under specific contracts for the supply of international transmission capacity on PPC-1. On initial assessment by its tax advisors, the Company received advice that the amounts received would be assessable income for income tax purposes. After a detailed review of the contracts concerned and a review of works completed to date, the Company was subsequently advised that a Reasonably Arguable Position Paper (RAPP) could be lodged with the Australian Taxation Office (ATO) setting out the timing for assessable amounts. The Company has adopted this approach in the preparation of these accounts and shown the reduced amount of income tax expense. Should the RAPP be rejected by the ATO, the Company will be required to pay income tax on the full amount received. The directors estimate the maximum impact of such a decision to be an increase in income tax expense of \$1.2 million for the reporting period.

## Note 9 Earnings per security (EPS)

	<b>30 June 2008 Cents</b>	<b>30 June 2007 Cents</b>
Basic EPS	15.83	12.06
Diluted EPS	15.83	12.04
	<b>\$ (,000)</b>	<b>\$ (,000)</b>
Earnings used in calculation of both Basic and Diluted EPS	<u>7,204</u>	<u>4,831</u>
	<b>Shares</b>	<b>Shares</b>
Weighted average number of ordinary shares used in calculation of Basic EPS	45,512,057	40,033,661
Adjustment for calculation of diluted earnings per share:		
Options	-	49,667
Weighted average number of ordinary shares used in calculation of Diluted EPS	<u>45,512,057</u>	<u>40,083,328</u>

## Note 10 Events occurring after balance date

The following events occurred after balance date:

- On 23 July 2008 at a General Meeting of shareholders of Vocus Group Limited (VGL), shareholders voted to cancel 500,000 shares that were issued prior to the Company's investment in VGL. This resulted in the Company's initial acquisition of 25% of voting shares increasing to 26.32% of voting shares on issue.
- As per the announcement to market on 2 July 2008, the Company appointed Chief Operating Officer Jason Sinclair to the Board of directors.

Other than the matters disclosed above, no other matters or circumstances have arisen since 30 June 2008 that have significantly affected or may affect the operations of the Company, the results of those operations, or the state of affairs of the Company in subsequent financial years.

## Note 11 Capital and lease commitments

During the period, the Company (through its subsidiaries) entered into two material capital and lease commitments. The extent of the commitments and anticipated timing of cash outflows is detailed below.

	<b>30 June 2008</b>	<b>30 June 2007</b>
	<b>USD\$ (,000)</b>	<b>USD\$ (,000)</b>

**(a) Capital commitment:**

(i) Commitment for the construction of international submarine cable system between Sydney, Australia and Guam.

Within one year	72,625	3,829
Later than one year but less than five years	17,530	-
Later than five years	-	-
	90,155	3,829

**(b) Lease commitment:**

(i) Capacity lease agreement for international transmission capacity from Sydney, Australia to USA.

Within one year	-	-
Later than one year but less than five years	10,416	-
Later than five years	2,338	-
	12,754	-

## Further Information

### Ratios

	Current period %	Previous corresponding period %
<b>Profit before tax / revenue</b>		
Profit (loss) from ordinary activities before tax as a percentage of revenue	29%	28%
<b>Profit after tax / equity interests</b>		
Net profit (loss) from ordinary activities after tax attributable to members as a percentage of equity (similarly attributable) at the end of the period	10%	12%

### NTA backing

	Current period Cents	Previous corresponding period Cents
Net tangible asset backing per ordinary security	140.63	92.54