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# Intermoco Limited

## Extraordinary General Meeting

29 July 2011

INT





Mr. John Evans

INT



John Evans - Chairman

Ian Kiddle – Chief Executive Director

Andrew Meehan – COO/ Executive Director

Simon Kemp – Non Executive Director

Bob Gestro - Non Executive Director



- 9 Contracted Sites
- 1100 Customers and growing rapidly
- Strong pipeline in Intermoco Connect
- Strong Client Base
- Well positioned to deliver shareholder value

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- Research Paper Released
- Shareholder Newsletter Register Established
- New Website Under Construction
- Announcement Strategy Being Developed
- Investor Roadshows
- Media Interviews



- Financial review
- Overhead cost reductions
- Reinvestment in Embedded Networks

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# Capital Structure Issues

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Mr. Ian Kiddle

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Intermoco is a pure Embedded Network provider of services to Principal owned, Owner's Corporations or Funds Managed Developments including:

- Electricity
- Broadband Internet
- Telephone
- Gas
- Water
- Hot Water

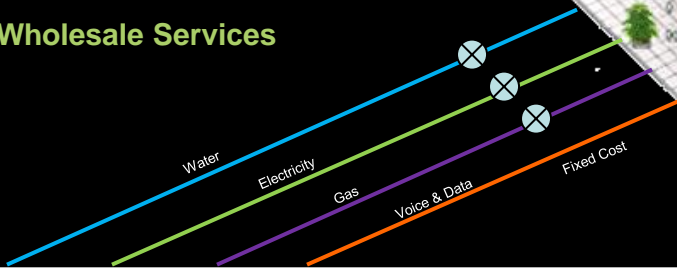
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## Embedded Network Environments

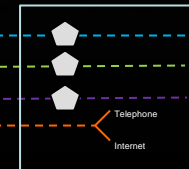
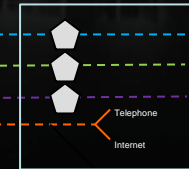
- Multi-tenanted commercial customers
- Shopping Centres
- Universities
- Business Parks
- Residential Apartments
- Retirement Villages
- Student Accommodation



## Wholesale Services

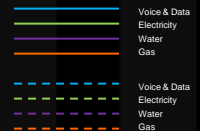


## Retail Services



## Legend

Master Meter  
Sub Meter  
Distributor Services



## Building Services

# Advantages of Intermoco Connect

## Intermoco

- Service provider
- 5-7 year contracts
- Annuity style revenue stream

## Property Owner

- Annuity revenue streams
- Increases yield (&value) of property
- Provides a return on the infrastructure within the building

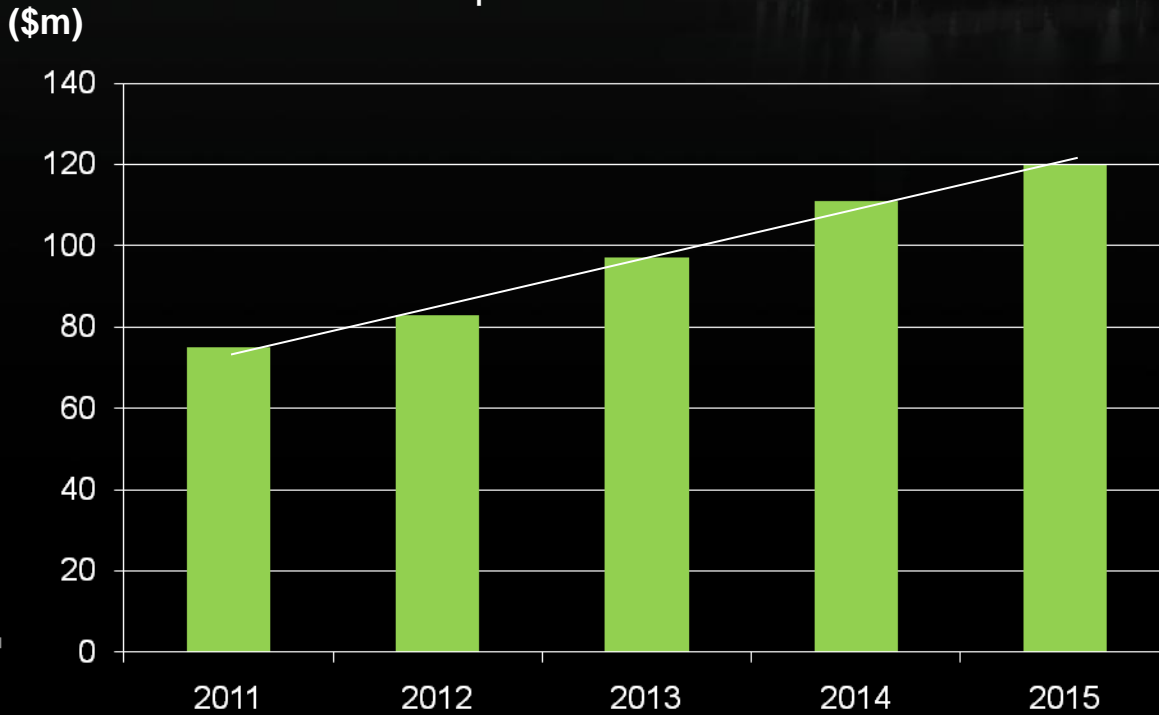
## Utility Wholesaler

- Greater customer penetration
- Greater volume
- Lower cost of delivery
- Lower margin + higher volume = greater revenue



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### Potential New Apartments Market Size\*



Last 10 years  
200,000 Residential  
High Rise Apartments  
\$0.3B in Potential  
Revenues.#

### Embedded Network Revenues – New Apartments

\*Source: IBIS WORLD Industry Report E4112

# Source: Blue Book (2011)



## Current Intermoco Connect Customers

- Hamton Infrastructure
- Lynch Street Developments
- Accord Property Group
- MAB
- Vivida Developments
- Capital Corp
- Ravida
- Market Town
- Willow Park





# INT has a range of outstanding growth opportunities

Suburb	Size	FY 11/12				FY 12/13				
		FY 11 Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Albury	200									
Rhodes	90									
Rhodes	120									
Southbank	400									
Doncaster	157									
Melbourne	200									
Cranbourne	200									
Abbotsford	400									
Camberwell	110									
Southbank	293									
Southbank	150									
Sth Melbourne	158									
Melbourne	471									
Oakleigh	200									
Maidstone	220									
St Kilda	180									
Albert Park	250									
Fairfield	400									
Southbank	670									
Baulk Hills	13									
Mascot	13									
Parramatta	16									
Baulk Hills	38									
Baulk Hills	128									
Northcote	108									
VIC	300									
VIC	155									
VIC	200									
VIC	200									
Bundoora	200									
Baulk Hills West	200									
Baulk Hills West	200									
Baulk Hills West	3									
<b>Total FY11</b>					<b>\$ 6,496,800</b>	<b>Total FY12</b>				<b>\$ 10,636,000</b>



- Grow annuity revenue streams
- Establish Soft PBX
- Leverage existing customer base

INT has a clearly defined growth strategy

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# Summary

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