



**TPG Telecom**  
**Annual General Meeting**  
**6 May 2021**  
**Chairman's Address**

### **Opening remarks**

Today's meeting is an historic moment – TPG Telecom's first AGM as a merged company following last year's merger between TPG and Vodafone Hutchison Australia.

I am honoured to have taken the role of Chairman in March following the resignation of David Teoh. I would like to thank David for his leadership of the Board since we merged last year.

Indeed, there have been many changes since the last AGM of TPG Telecom in December 2019, when it had the ticker code TPM. Some of you would have attended that AGM as TPM shareholders.

TPG Telecom has now become the second largest listed telecoms company in Australia.

We are a company serving more than five million mobile customers and more than two million fixed customers.

We own and operate nationwide telecommunications infrastructure, including Australia's second largest fixed network, a 4G mobile network with coverage reaching more than 23 million Australians, and a 5G network which is being rolled out.

The company's 2020 performance and achievements are vindication that we are better and stronger together – for shareholders, customers, employees and the community.

### **Executive team and our people**

The leadership of the unified Executive Team, led by CEO Iñaki Berroeta, has been key to the delivery of the company's progress and outcomes in 2020.

Our people have also worked extremely hard, to deliver stronger competition and excellent service to customers.

On behalf of the Board, I thank our people and the Executive team for their hard work.

### **Strategic priorities**

Following the merger, there are more opportunities to deliver on TPG Telecom's potential.

Your company is working hard every day to realise these benefits.

The company's strategic priorities to drive, enable and support growth have the unanimous support of the Board, which is working well and cohesively together.

Most important is to continue to roll out 5G and modernise our mobile and fixed networks.

We will also look to maximise the use of our own infrastructure, grow share in the Enterprise sector and deliver a target of \$70 million in cost synergies this year alone.

Iñaki will discuss these priorities in more detail shortly.

### **Financial performance and dividend**

Despite the challenges of 2020, we maintained a strong focus on financial performance to support returns to TPG shareholders.



In April, we paid a fully franked maiden dividend of 7.5 cents per share in respect of the first six-month period post-merger.

This was made possible through the generation of \$342 million net cash flow in that period.

The company also reported a 2020 net profit after tax of \$734 million.

## **Sustainability**

Turning now to our commitment to operate both sustainably and responsibly.

Playing our part in a sustainable future is a key priority for the Board.

We have recently announced a commitment to power our Australian operations with 100 per cent renewable electricity by 2025. We are also working to introduce energy saving technologies in our network.

TPG will also continue to build on its gender diversity and inclusion for all employees.

## **Remuneration**

An important part of our strategy is to ensure our approach to remuneration for Executives supports both short and longer term alignment between employees and shareholders. We have outlined our approach to executive pay in detail in the Remuneration Report section of the 2020 Annual Report.

From the start of this year, Executive remuneration has shifted to a new, single approach that links our purpose, strategic priorities and our remuneration principles.

We have spent a tremendous amount of time working to get the balance right between delivering value for shareholders, and attracting, incentivising, and retaining the best possible leadership talent.

## **Board renewal**

We have recently seen changes in TPG Telecom's board and we are at the start of a new chapter.

The merger of Vodafone Hutchison Australia and TPG has brought the drive, ambition and challenger spirit into one organisation and it will always be part of our company.

In March, David and Shane Teoh announced their decision to resign from the Board.

David chaired the board during the critical months after the merger and we thank him for his contribution. David made his reasons known in a letter to shareholders but as a private person he did not wish to say any more. As Chairman, David was focussed on the 5G network rollout, creating value from our assets and ensuring a profitable merged company - and that is also my focus.

We also thank Shane for his work on the board of TPG both before and after the merger.

We are pleased to have Jack Teoh on the board to represent the Teoh shareholding and Jack is being put forward for election today.

Today, three directors are nominated. They are Mr Frank Sixt for re-election, Jack Teoh, as I mentioned and Mr Antony Moffatt, both for election. You will hear from each of them later in the meeting.

I am very pleased that Frank, Jack and Tony have nominated for re-election and they will continue to make significant contributions to the Board.



### **Closing remarks**

In closing, I can assure you that since our merger not even ten months ago, the company has come together better and faster than we expected.

2020 and the start of 2021 have been challenging, but even with continuing uncertainty due to COVID, our year-to-date results are tracking well against our expectations and we will enter the second half of 2021 with increased confidence.

I thank all shareholders for your continued support.