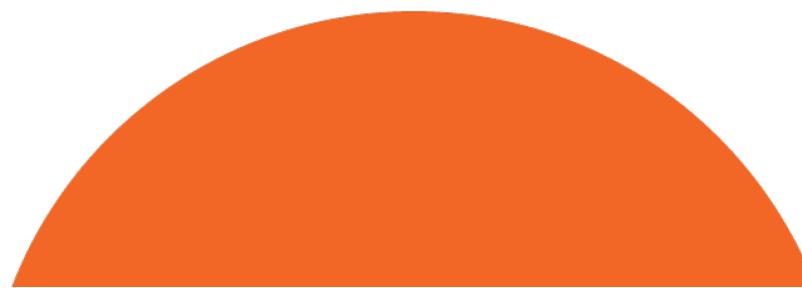
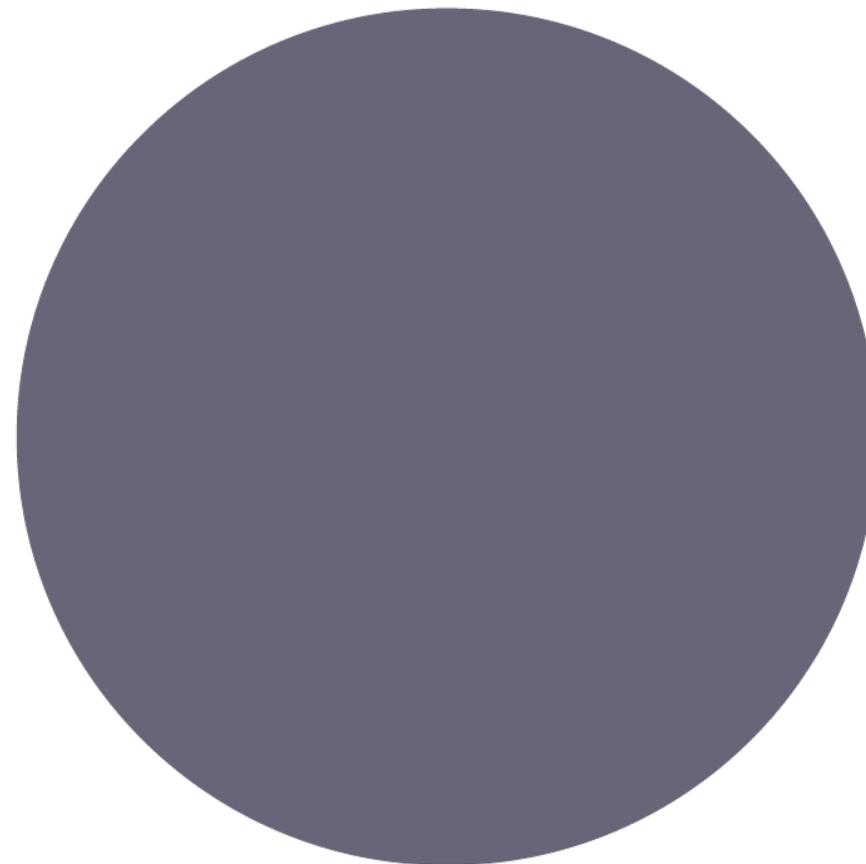


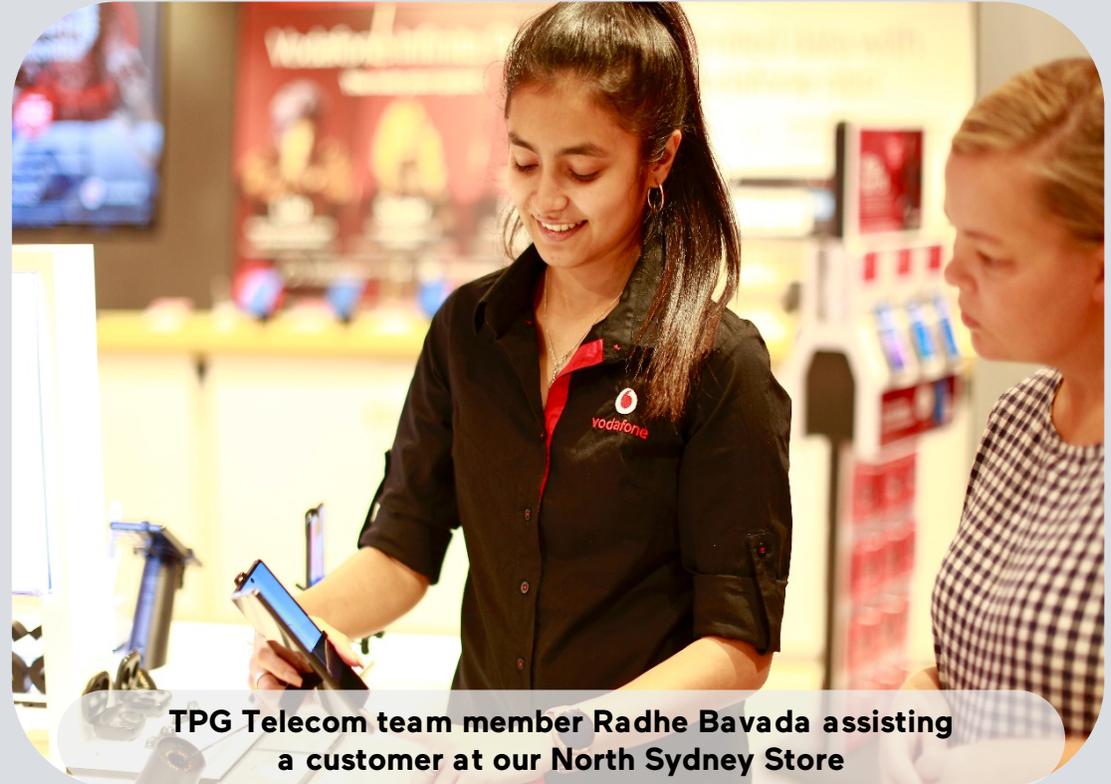
# CEO and Managing Director Address

Mr Iñaki Berroeta



# TPG telecom well positioned to execute on strategic priorities

- Service revenue for 2021 was down 4% to \$4.39 billion, impacted by COVID restrictions and lockdowns
- Positive mobile subscriber momentum returned in 2021 with a strong increase in fixed wireless subscribers
- International travel continues to improve, with ABS data continuing to show monthly increases for February 2022
- Mobile subscribers continued to increase in the first quarter of 2022, adding +70k subscribers
- Fixed Wireless broadband continues to grow as a great value NBN alternative
- TPG well-positioned to capitalise as market headwinds continue to lessen



**TPG Telecom team member Radhe Bavada assisting a customer at our North Sydney Store**

# Enterprise update: targeting \$1 billion of Enterprise revenue by FY25

## Ambition

'A trusted technology partner, connecting all Australian businesses to be at their best'

## Growth platforms

### Grow in enterprise connectivity

- Targeted campaigns for TPG Fast Fibre solutions
- Leading NBN EE provider
- Signed large national brands e.g. Qantas, NAB



### Win small business in fixed & mobile

- Cross-sell opportunity with >180k customers
- Digital sales capability launched



### Build network managed services and security

- Launch of Secure SD-WAN with Fortinet in Dec-21
- Pipeline of >\$25m TCV, already signed Master Builders and Moreton Bay Regional Council



### Enhance IoT and mobile private networks solutions

- Expand to end-to-end solutions focusing on industry-specific offerings
- Signed Yarra Valley Water for IoT metering solution with up to 1 million devices



## Early customer wins

## Critical enablers

### Leading customer experience

- Episode NPS consistently >50
- Digital transformation underway with focus on 360 customer view and best-in-class customer portal

### Compelling enterprise brand

SME, Enterprise and Government



Strengthen partner status with global technology vendors

Small Office / Home Office



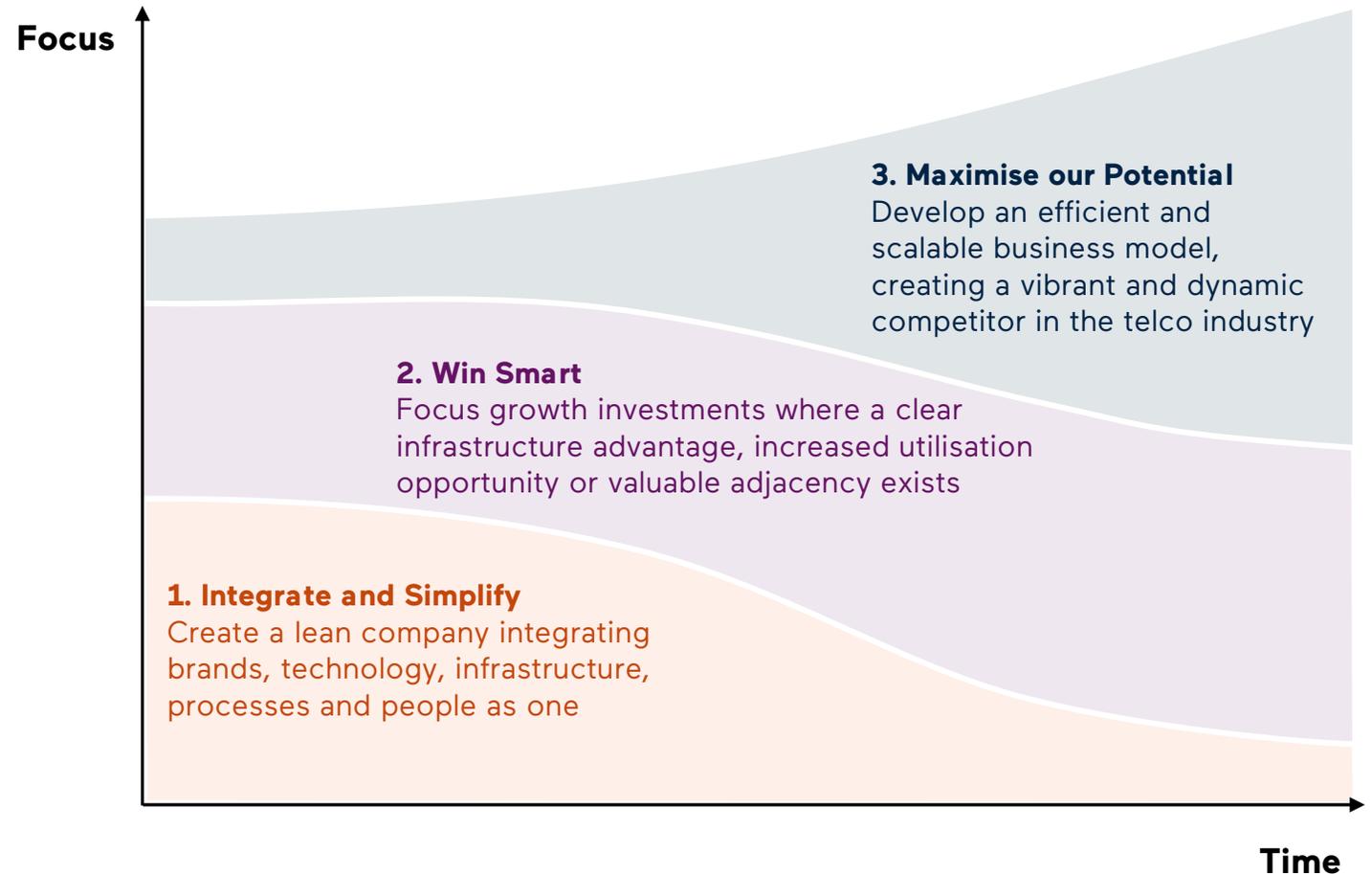
Leverage consumer channels and sell business mobile and fixed offers with extra value-added services

# Guiding principles of our strategy as we enter the next stage of TPG's transformation

We are well positioned to prosper as we evolve as a full services telecommunications company

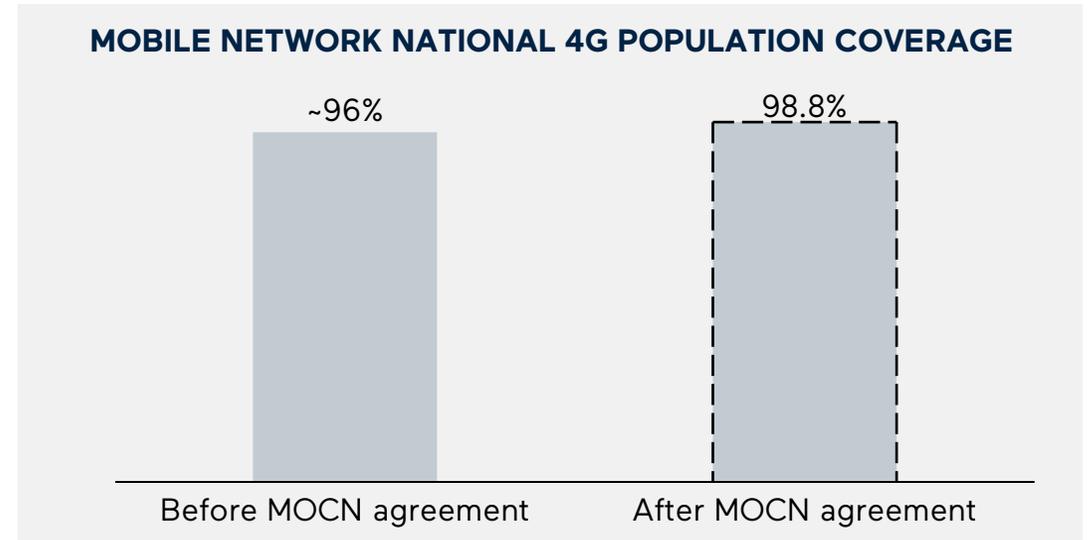
## Key trends

- Growing demand for and reliance on data and connectivity services across broad range of applications
- 5G investment and migration cycle in early stages, but offers opportunity
- Market recovery in consumer as pandemic and NBN transition impacts subside
- Vibrant and compelling market for NBN alternatives in fixed broadband
- Opportunities for TPG in Enterprise and Wholesale as market continues to evolve
- Reduction of complexity, simplification of operating model and customer propositions essential to success
- Growing realisation of value of digital infrastructure, asset utilisation upside



# MOCN and 5G investment: landmark regional network sharing agreement

- Will deliver **98.8% population coverage**
- Provides 4G and 5G coverage for data, calls and messaging from **3,700 Telstra sites** in regional and urban fringe areas of Australia
- Creates a **new competitive environment** providing **greater choice to Australian consumers and business who need quality regional coverage – for metro customers who travel and the more than 4 million Australians** who live within MOCN area
- **Material improvement in network capability** for immaterial increase in total cash cost of running our mobile network
- **Strongly value accretive** to TPG from customer growth and capital investment efficiencies
- 10-year contract with **two five-year extension** options at TPG's call
- Agreement remains subject to regulatory approval
- Accelerated investment in TPG 5G rollout is targeting a **further 1,000+ sites in 2022** after delivering 1,000+ in 2021



# Momentum continues to build and FY22 is about the next stage of transformation and achieving high-value market gains

	FY21 achievements	FY22 objectives
<b>1. Integrate and Simplify</b>	<ul style="list-style-type: none"> <li>● Realised \$71m merger cost synergies</li> <li>● Streamlined leadership team</li> </ul>	<ul style="list-style-type: none"> <li>● Deliver \$125-150m merger cost synergies target</li> <li>● Transform operating model to remove complexity</li> <li>● Evolve Consumer brand and marketing strategy</li> </ul>
<b>2. Win Smart</b>	<ul style="list-style-type: none"> <li>● Reached 80k fixed wireless subscribers</li> <li>● Relunched Enterprise go-to-market strategy</li> </ul>	<ul style="list-style-type: none"> <li>● Leverage recent positive momentum in mobile</li> <li>● Targeting at least 160k fixed wireless subscribers</li> <li>● Execute Enterprise growth strategy</li> <li>● Deliver Wholesale functional separation</li> </ul>
<b>3. Maximise our Potential</b>	<ul style="list-style-type: none"> <li>● Delivered 1,000+ 5G sites</li> <li>● Commenced strategic review of passive towers infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>● Deliver additional 1000+ 5G sites</li> <li>● Extract value from regional coverage agreements</li> <li>● Enhance co-investment and infrastructure sharing models</li> <li>● Potential monetisation of passive towers infrastructure</li> </ul>