

For personal use only

— 2015 —
FULL YEAR RESULTS
— PRESENTATION —



22 SEPTEMBER 2015

For personal use only

\$m

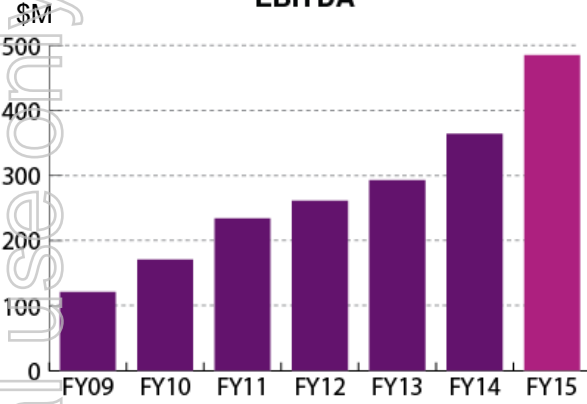
	FY15	FY14	Growth
Revenue	1270.6	970.9	31%
EBITDA	484.5	363.7	33%
NPAT	224.1	171.7	31%
EPS (cents)	28.2	21.6	31%
EPS (cents) excl intangible amortisation	32.1	24.7	30%

FY15 FINANCIALS: CONTINUED STRONG GROWTH

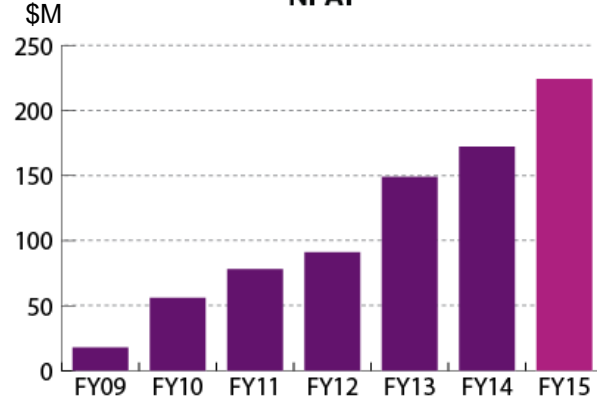


For personal use only

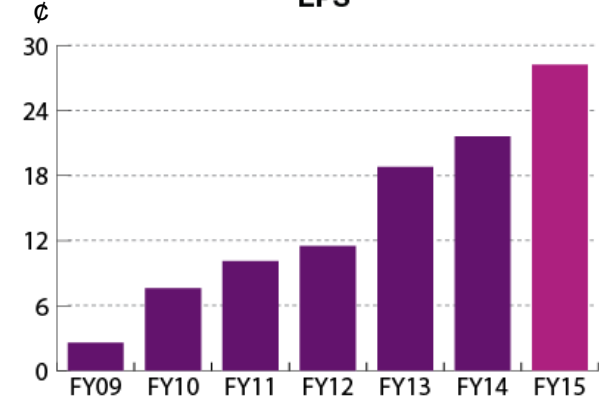
EBITDA



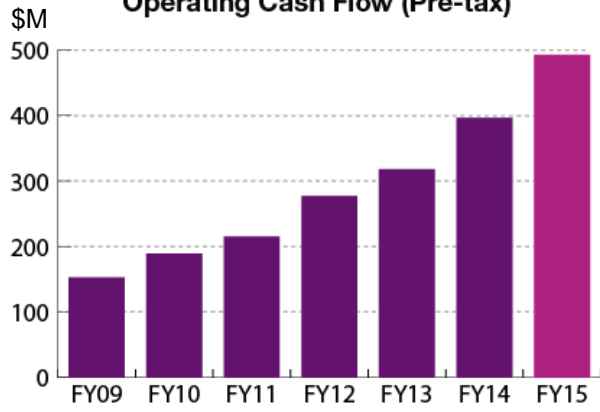
NPAT



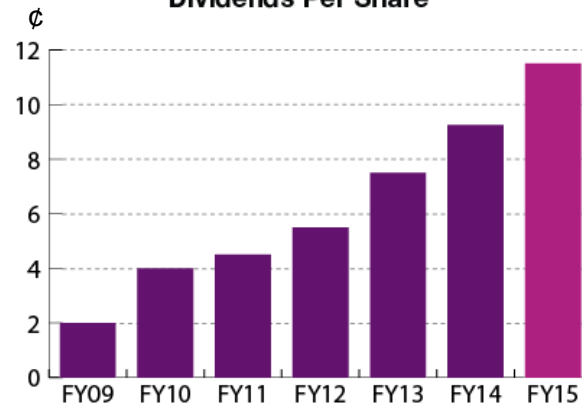
EPS



Operating Cash Flow (Pre-tax)



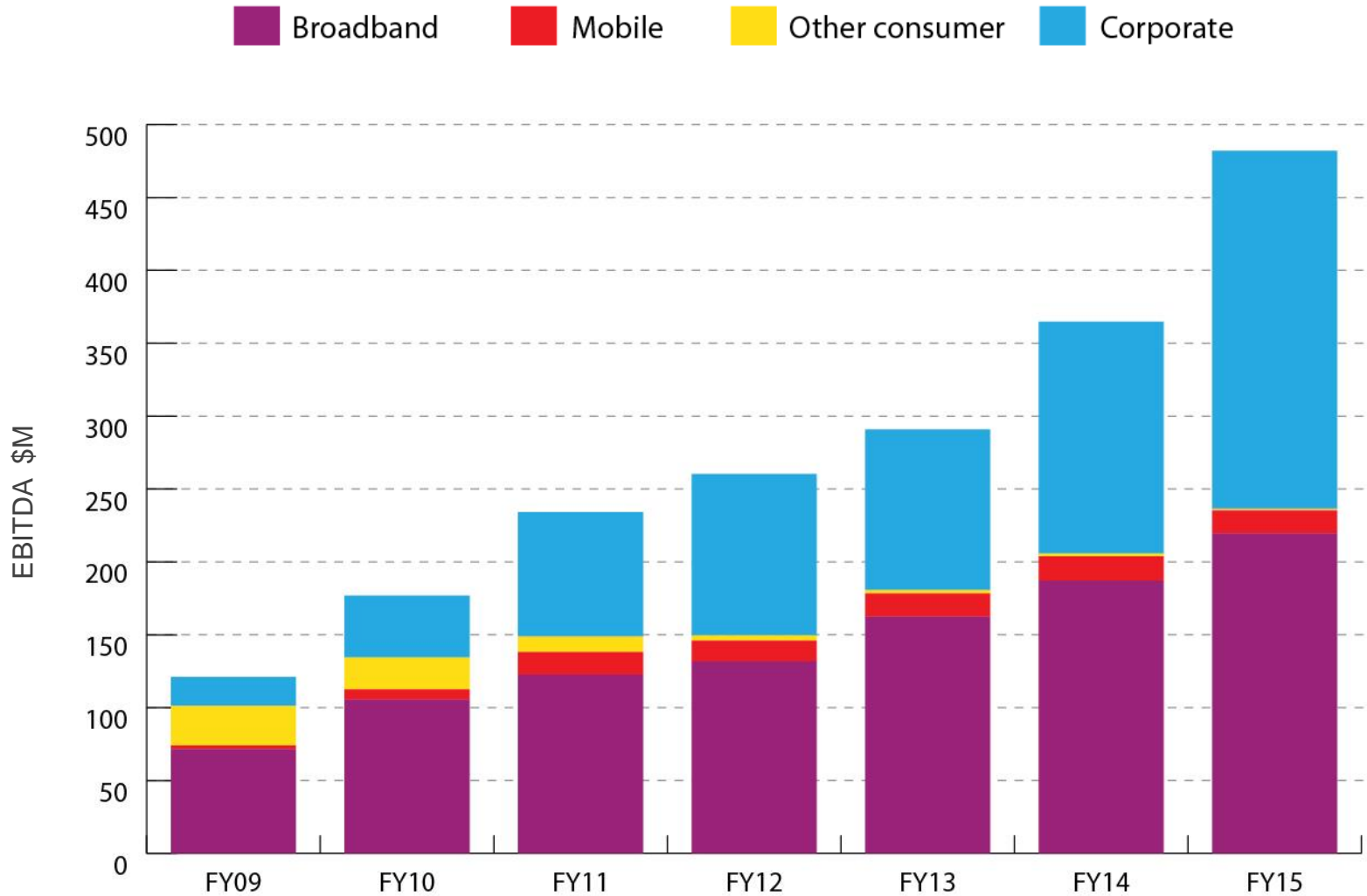
Dividends Per Share



FY15 FINANCIALS: EBITDA GROWTH



For personal use only



For personal use only

	\$m	
	FY15	FY14
Operating Cash Flow	492.8	396.6
Tax	(110.9)	(96.1)
Interest	(14.3)	(7.5)
Capex	(153.8)	(69.5)
Free Cash Flow	213.8	223.5

Continued strong operating and free cashflow performance

\$m

	FY15	FY14
Free Cash Flow	<u>213.8</u>	<u>223.5</u>
<i>Utilisation:</i>		
Equity investments	115.6	-
AAPT acquisition	-	465.9
Net repayment / (drawdown) of debt	21.0	(308.0)
Dividend payments	81.4	67.5
Other	(4.1)	0.4
Movement in balance of cash at hand	(0.1)	(2.3)
	<u>213.8</u>	<u>223.5</u>

For personal use only

For personal use only

	\$m
Group debt balance at 31 July 2014	350.0
Repayments made during FY15	(21.0)
Group debt balance at 31 July 2015	329.0

Net debt at 31 July 2015: \$305.3m (net of \$23.7m cash).

Debt to EBITDA ratio <0.7x as at 31 July 2015.

Bank debt on completion of iiNet acquisition increased to \$1.85B.

FY15 FINANCIALS: SEGMENT & PRODUCT ANALYSIS



\$m

REVENUE	Consumer				Corporate	Other	TOTAL
	Broadband	Mobile	Other	Total	Total		
FY14	478.4	79.1	5.7	563.2	407.7 ²	-	970.9
FY15	544.4	79.1	4.6	628.1	642.5	-	1270.6

EBITDA	Consumer				Corporate	Other	TOTAL
	Broadband	Mobile	Other	Total	Total		
FY14	187.1 ¹	16.7	1.8	205.6	159.1 ²	(1.0)	363.7
FY15	222.5	15.8	1.4	239.7	242.3	2.5	484.5

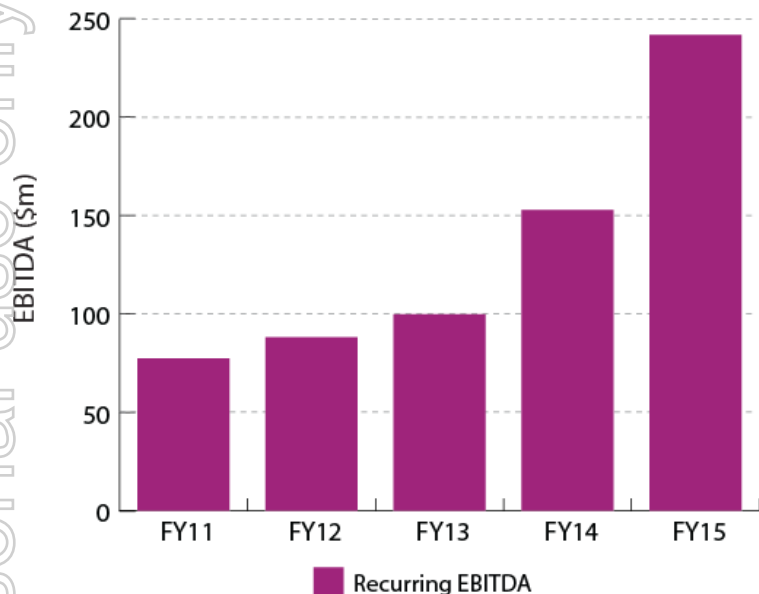
EBITDA %	Consumer				Corporate	Other	TOTAL
	Broadband	Mobile	Other	Total	Total		
FY14	39%	21%	32%	37%	39% ²	-	37%
FY15	41%	20%	30%	38%	38%	-	38%

¹ Consumer broadband FY14 EBITDA included \$3.3m of one-off benefits.

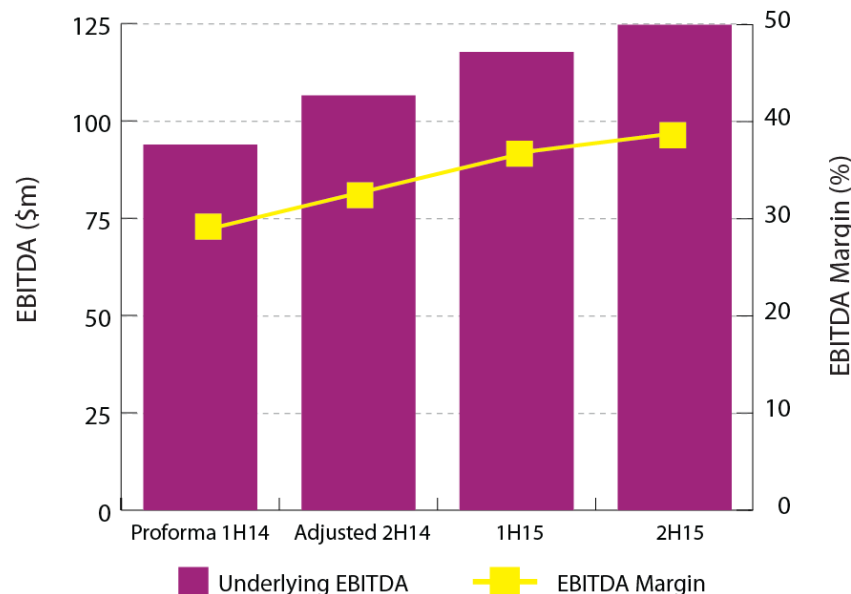
² Corporate FY14 revenue and EBITDA included 5 months post acquisition contribution from AAPT of \$164.8m and \$38.2m respectively.

For personal use only

Growth in recurring Corporate EBITDA



Organic Corporate EBITDA growth since AAPT acquisition



Increase in FY15 Corporate EBITDA driven by AAPT acquisition and subsequent organic growth.

Continued EBITDA growth and margin expansion in 2H15.

EBITDA margin up from 29% for “Proforma 1H14” to 39% in 2H15.

“**Recurring EBITDA**” excludes IRU gains and other one-off items reported in respective years’ investor presentations.

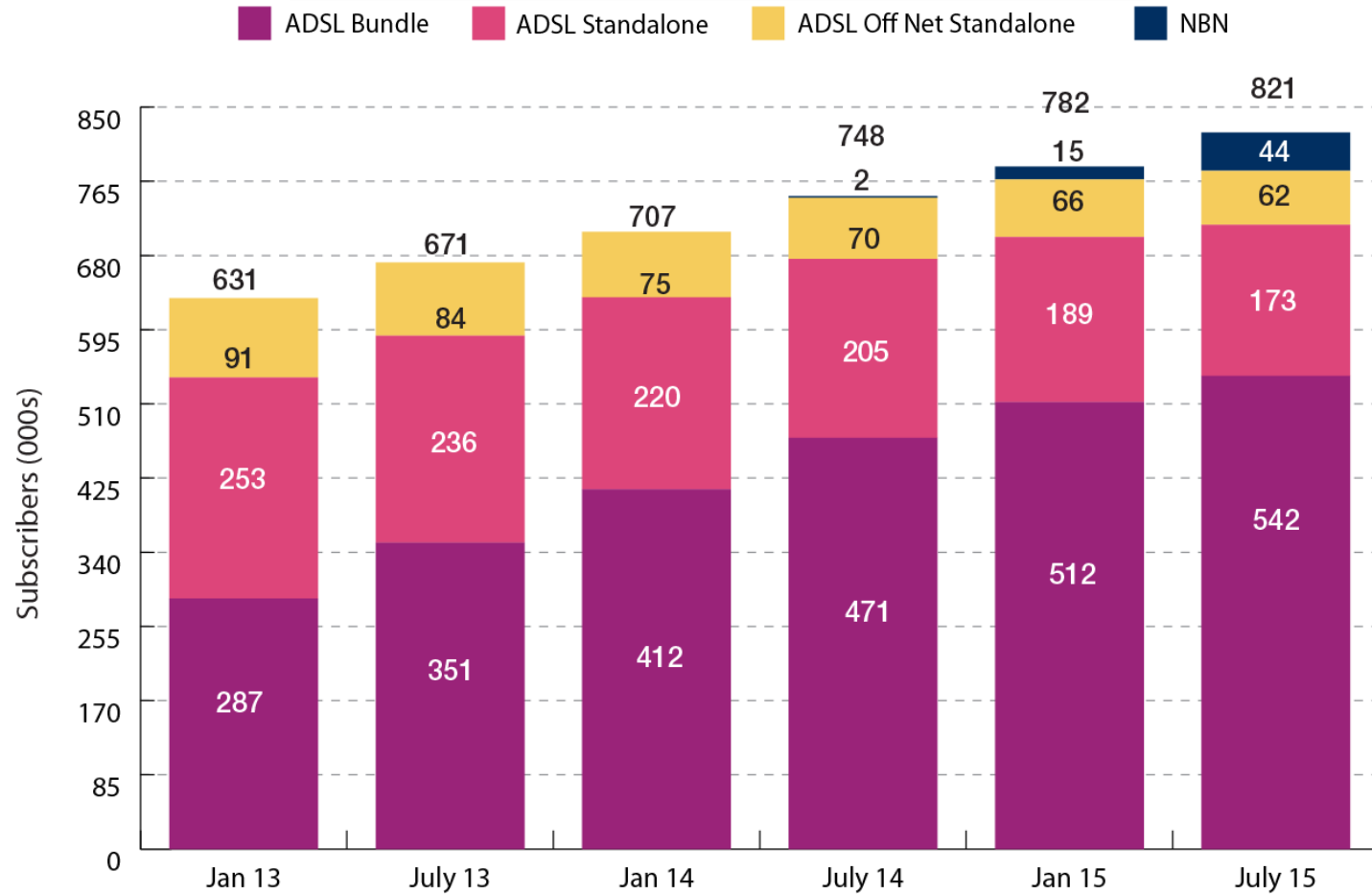
“**Proforma 1H14**” comprises the recurring corporate division results for 1H14 reported on page 9 of the 1H14 results presentation plus the annual run-rate reported for AAPT on page 4 of TPG’s 9/12/13 AAPT acquisition investor briefing converted to a half-yearly run-rate.

“**Adjusted 2H14**” comprises the recurring EBITDA result reported for AAPT in 2H14 for the 5 months post acquisition period extrapolated to a full 6 months, plus the recurring EBITDA result reported for the TPG Corporate division for 2H14.

CONSUMER: BROADBAND SUBSCRIBERS



For personal use only

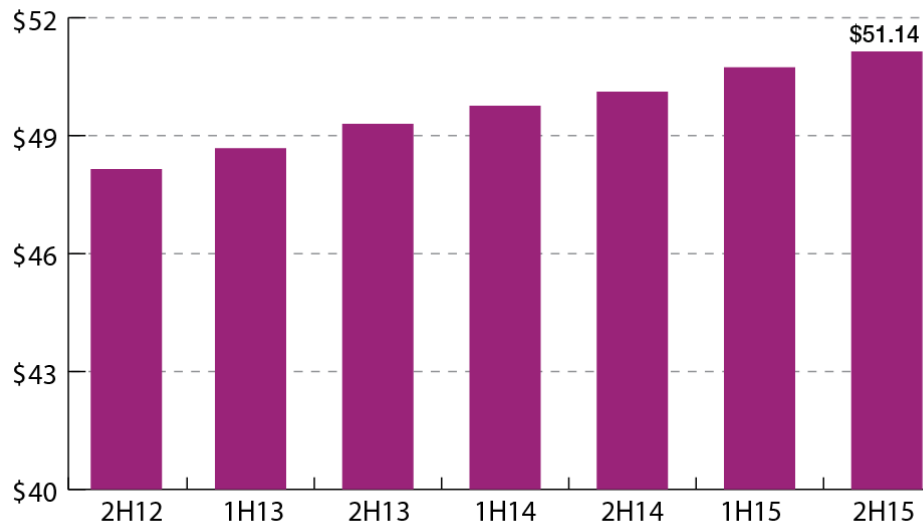


Overall growth of 73k in FY15 (excludes FTTB which is now within wholesale)

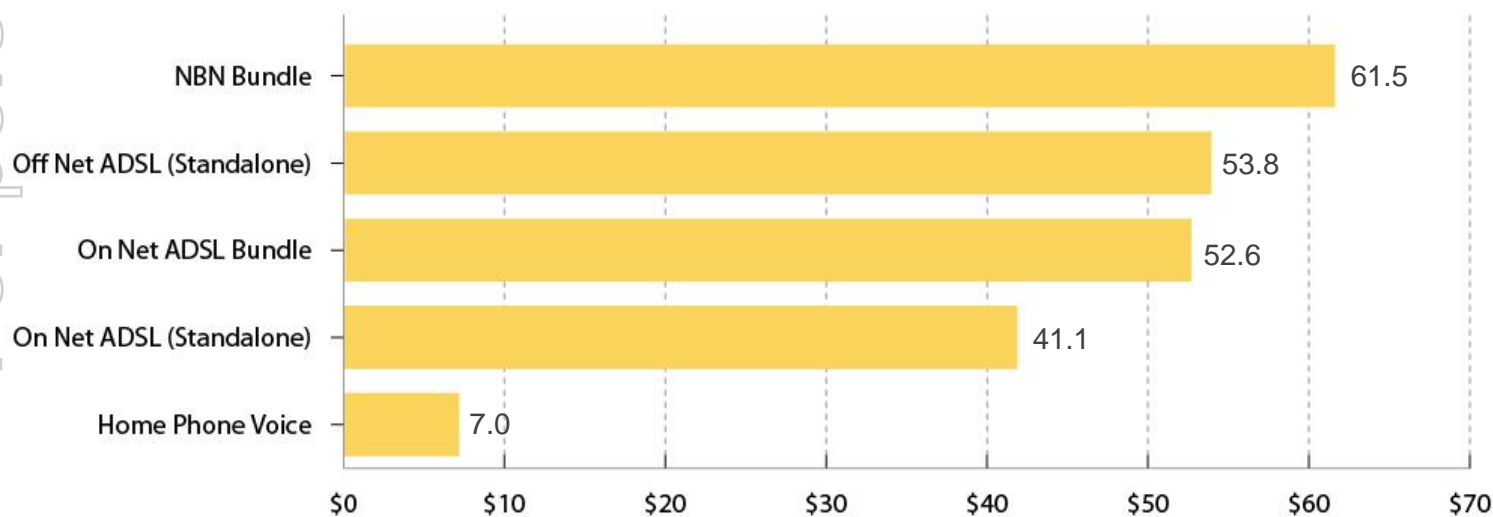
Subscriber growth is 100% organic

Average monthly On Net churn rate 1.4% in 2H15

Overall Broadband ARPU Trend



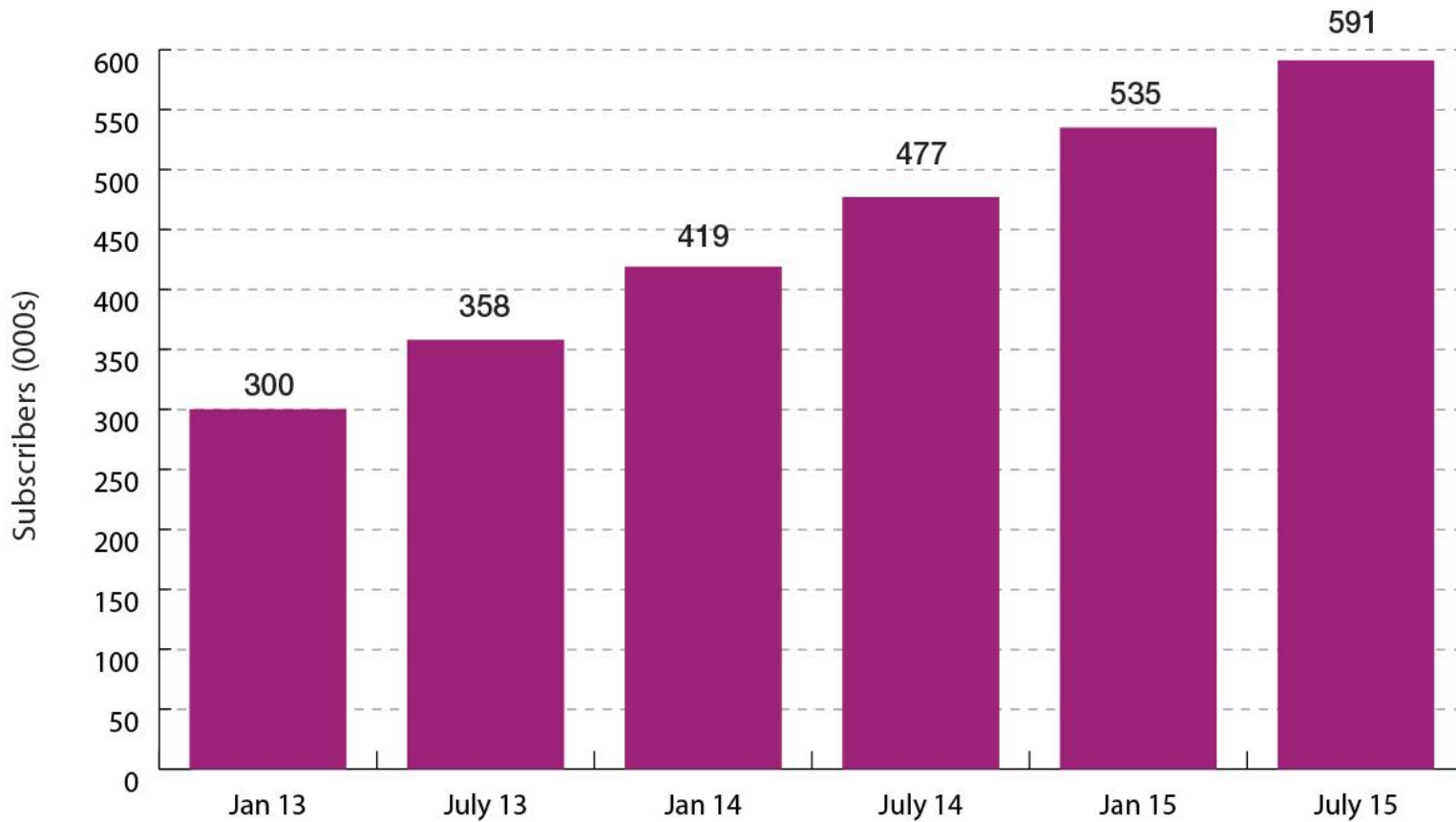
2H15 Broadband ARPU composition



Note: broadband ARPUs exclude GST, voice revenue and any one-off charges (e.g. installs and equipment sales).

For personal use only

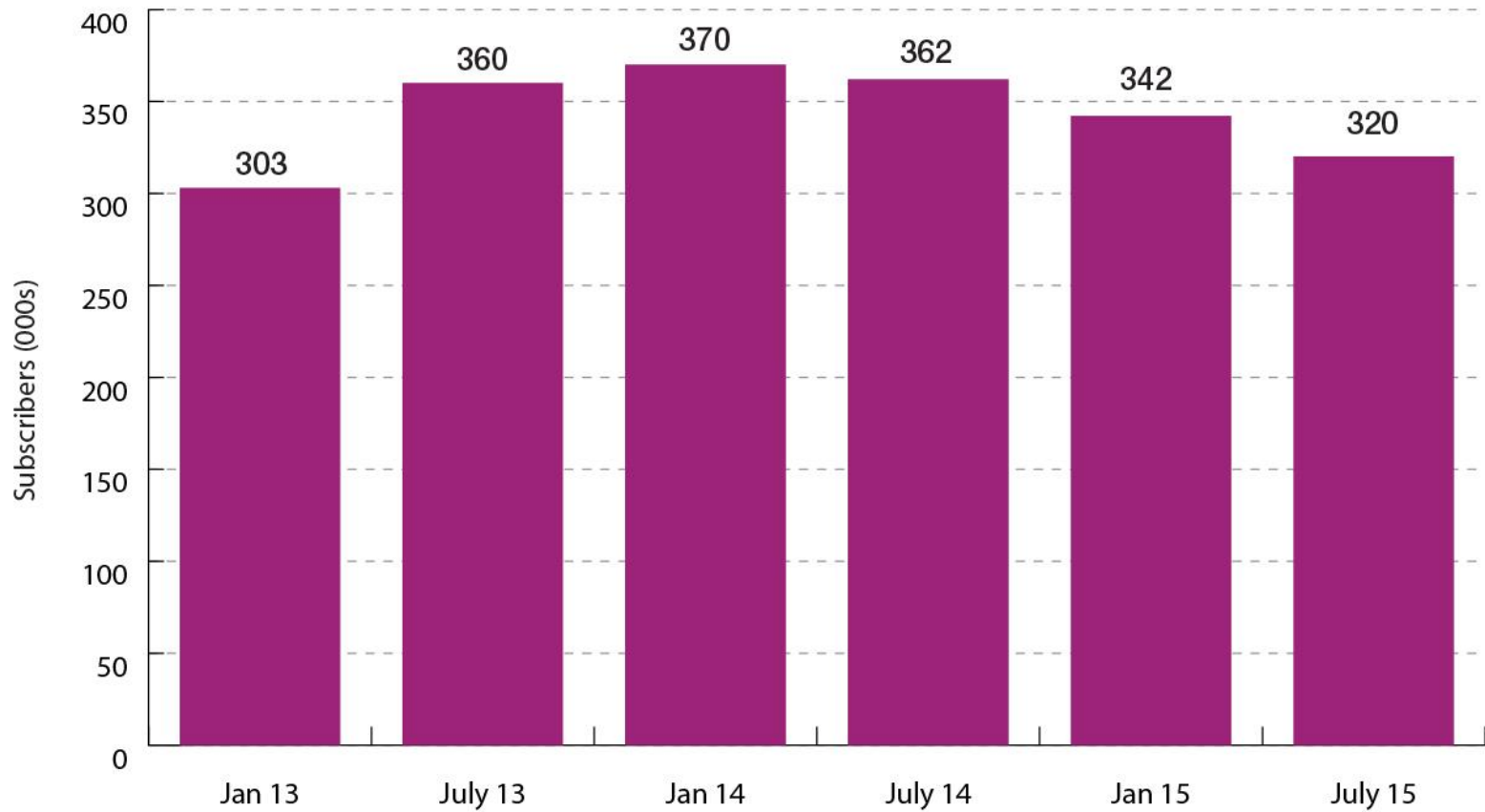
For personal use only



Steady growth on TPG's own Home Phone fixed line product

On Net voice made possible by means of national voice network

For personal use only

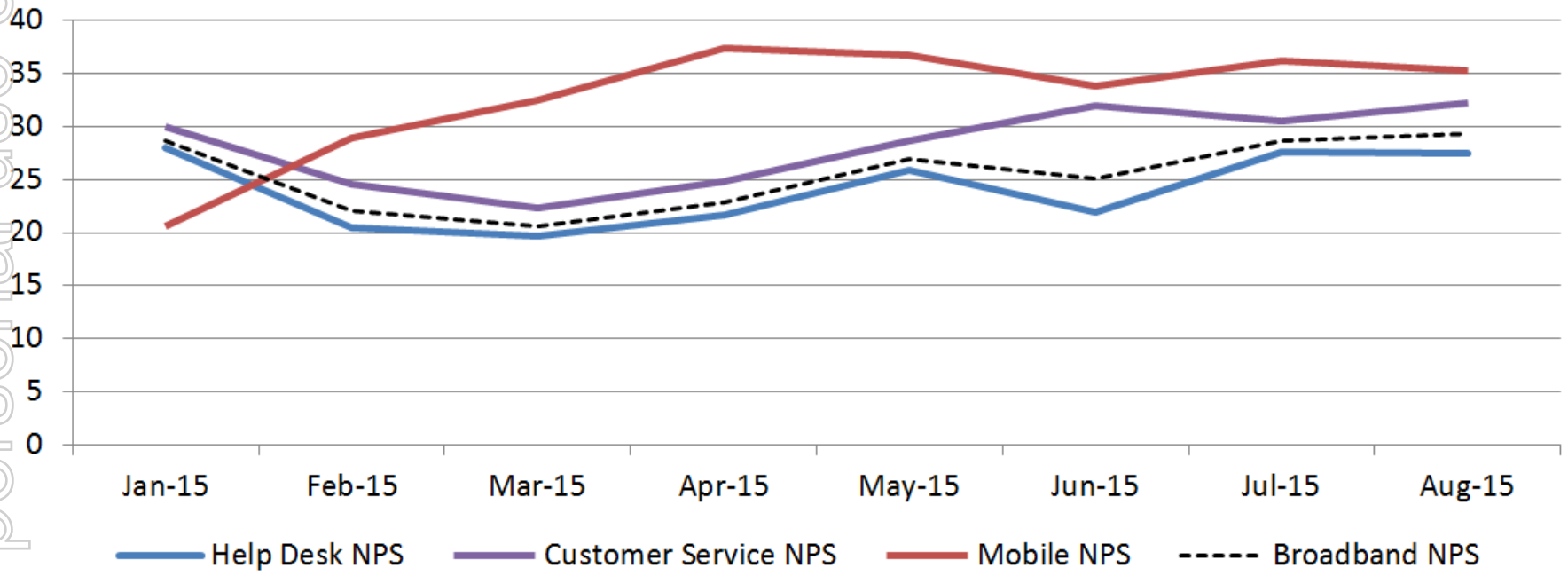


Base continued to decline in 2H15

Released 4G plans in a competitive market place

For personal use only

Net Promoter Score Jan15 - Aug15



Focused on customer service - we are more than just price

For personal use only



Retain iiNet, Internode and Westnet brands

Introduce simple and competitive product set

Maintain call centres to ensure strong customer service reputation is upheld

Consolidate and improve IT systems

Maximise use of TPG Group owned infrastructure

iinet

FULLY LOADED NAKED BUNDLE

\$79.99
/month

Min cost \$2,009.71

on 24 month plan, incl \$79.95 setup & \$10 delivery charge. \$0.08/GB. Quota includes upload and download. Not available in all areas. Telephone connection fee may apply.



New Naked Bundle Plan set introduced 17 September 2015

First of many iiNet product refreshes

For personal use only



- Leverage iiNet business strength in the small business space
- iiNet Enterprise and Government will move into TPG Sales

6.0 cents per share final dividend

Payable	17 November 2015
---------	------------------

Record date	13 October 2015
-------------	-----------------

Total FY15 dividends = 11.5 cents per share

24% increase over prior year

Forecast intangible amortisation and associated cashflows

(excludes new intangible amortisation arising as a result of the iiNet acquisition)

\$m

	FY15 Actual	FY16	FY17	FY18	FY19	FY20	FY21- FY25	FY26- FY30
Amortisation of Intangibles								
Acquired customer bases	31.5	15.8	6.5	2.5	1.5	1.1	1.3	0.0
Capacity IRUs:								
Existing	8.3	6.8	6.8	6.8	6.8	6.8	30.7	4.3
New	-	0.2	1.5	3.6	4.5	5.4	33.0	33.6
Spectrum	0.8	0.9	0.9	0.9	0.9	0.9	4.5	3.8
Other	2.8	2.9	0.8	0.3	0.3	0.3	0.8	-
Total	43.3	26.6	16.5	14.1	14.0	14.5	70.3	41.7
Associated cashflows								
Acquired customer bases	-	-	-	-	-	-	-	-
Capacity IRUs:								
Existing	2.8	-	-	-	-	-	-	-
New	3.1	31.8	26.6	13.9	11.1	8.9	9.3	-
Spectrum	13.5	-	-	-	-	-	-	-
Other	0.2	-	-	-	-	-	-	-
Total	19.5	31.8	26.6	13.9	11.1	8.9	9.3	-

Capacity IRUs in the table above include amounts denominated in USD that have been converted into AUD using the 31 July 2015 spot rate.

THANK YOU

Q&A

This presentation contains certain forward-looking and unaudited information.

Such information is based on estimates and assumptions that, whilst considered reasonable by the Company, are subject to risks and uncertainties. Actual results and achievements could be significantly different from those expressed in or implied by this information.