



Company	TPG Telecom
Code	TPM
Meeting	AGM
Date	4 December 2019
Venue	KPMG L38 Tower 3 Barangaroo
Monitor	Geoff Orrock and Pamela Murray-Jones

Number attendees at meeting	50 shareholders and visitors
Number of holdings represented by ASA	97
Value of proxies	\$4.2M
Number of shares represented by ASA	621,000
Market capitalisation	\$6.3 billion
Were proxies voted?	Yes, on a poll
Pre AGM Meeting?	No

More Headwinds to Come for TPG

At a poorly attended meeting shareholders had little to say regarding the Financial Year 2019 outcomes. The Executive Chairman spoke about the headwinds which the company faced over the past year including the decision to cease the roll out of the company’s mobile network network following the Federal Governments ban on the use of Huawei technology, a decision by the regulator ACCC to oppose the proposed merger between TPG and VHA on the basis the merger would substantially lessen competition, the margin erosion caused by the governments rollout of the NBN and unsuccessful litigation by the ACCC that TPG had engaged in misleading advertising. Despite these distractions he noted there were some significant achievements made by the Group.

The Company CFO presented a performance report, noting that despite the challenges Business as Usual (BAU) EBITDA was at the top end of guidance at \$823 million (m) which was similar to last year and given the circumstances, was quite a remarkable outcome. Debt and Spectrum commitments are \$1.94 billion. The Group’s FY 2020 guidance pointed to a sharp fall in BAU Earnings Before Interest Taxes Depreciation and Amortisation (EBITDA) to around \$740M, due to further NBN margin erosion.

The company's Group Counsel told the meeting that the litigation over the Company's alleged misleading contact was dismissed and will now be taken to appeal by ACCC in 2020. He also commented that a decision regarding the TPG and VHA merger is expected in February 2020.

A shareholder congratulated the Group on the low cost mobile rollout continuing in Singapore. Another asked if the Huawei equipment could be used in Singapore and was told that the spectrum would be a valuable asset if the merger was allowed to proceed.

All three items of business were put and there were no questions directed to any item. The company is well aware of ASA views on remuneration and we chose not to repeat them in the circumstances. We voted in accordance with our voting intentions. The remuneration report achieved only 83.7% support while Mr Pang was re-elected with the support of 88.8% of shareholders.

Following the meeting we spoke with the Remuneration Committee Chair, acknowledged the circumstances the company find itself in and expressed our hope that next year we might meet prior to the AGM.