

Market Announcements Office  
Australian Securities Exchange  
Level 4, 20 Bridge Street  
Sydney NSW 2000

Sydney, 5 August 2025

## TPG releases Pro Forma financial information and market guidance

TPG Telecom Limited (ASX: TPG) (**TPG** or the **Company**) has today released Pro Forma historical financial information for the financial years ended 31 December 2023 (**FY23**) and 2024 (**FY24**) and the six months ended 30 June 2024 (**1H24**), and market guidance for the financial year ending 31 December 2025 (**FY25**).

This follows the completion of the sale of TPG's fibre network infrastructure assets and Enterprise, Government and Wholesale (**EGW**) fixed business to Vocus Group Limited (**Vocus Transaction**) on 31 July 2025.

The Pro Forma Basis shows the Company's performance excluding the contribution of the assets sold to Vocus (**Discontinued Operations**) and including the notional impact of commercial arrangements arising from the Vocus Transaction in all periods.

The Pro Forma information is prepared differently to the **Statutory Basis** on which TPG will report for the six months ended 30 June 2025 (**1H25**) and FY25 under AASB5. The Statutory Basis removes the contribution of Discontinued Operations but does not include the Pro Forma impact of new commercial arrangements before 31 July 2025.

See Appendices for more information.

### Pro Forma FY25 guidance

TPG Telecom's updated FY25 Pro Forma guidance is:

- Pro Forma EBITDA to be between \$1,605 million and \$1,655 million. Note: on the Statutory Basis described above, TPG expects FY25 EBITDA to be approximately \$35 million higher than the Pro Forma Basis because new commercial arrangements are included for only five months.
- Pro Forma cash capital expenditure, excluding spectrum payments, to be approximately \$790 million. This includes approximately \$20 million of investment, not included in TPG's previous guidance, to develop infrastructure to support a low-earth-orbit satellite (LEOsat) project in line with TPG's objective to deliver coverage in remote and regional Australia, and additional investment in IT systems for EGW Mobile post the Vocus Transaction.

Guidance is subject to no material change in operating conditions and excludes any material one-off impacts arising from events such as transactions, redundancy, restructuring, mergers and acquisitions, disposals, impairments and any other items as determined by the Board and management. Vocus Transaction and separation costs are included within Discontinued Operations in the 1H25 and FY25 financial statements.

These materials should be read in conjunction with TPG's Capital Management and Pro Forma Financial Information presentation released to the ASX today.

### **Webcast details**

The Company has also today released to the ASX its capital management plans post the Vocus Transaction.

TPG's CEO and CFO will host a webcast to discuss today's announcements at 10.30am Sydney time. The webcast can be accessed through this link:

<https://loghic.eventsair.com/377025/761354/Site/Register>.

Authorised for lodgement with ASX by the TPG Telecom Limited Board.

### **Further information**

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## Appendices

### Pro Forma financial information: FY23 reconciliation to prior reporting

(\$m)	Reported	Assets sold	New commercial arrangements <sup>1</sup>	Pro Forma
<b>Profit and loss items</b>				
Total revenue	5,533	(639)	-	4,894
Cost of telecommunications services	(1,544)	143	(131)	(1,532)
Cost of handsets and hardware	(884)	-	-	(884)
<b>Gross margin</b>	<b>3,105</b>	<b>(496)</b>	<b>(131)</b>	<b>2,478</b>
Opex (pre guidance adjustments)	(1,230)	231	-	(999)
<b>EBITDA (pre guidance adjustments)</b>	<b>1,875</b>	<b>(265)</b>	<b>(131)</b>	<b>1,479</b>
Guidance adjustments	48	(19)	-	29
<b>EBITDA (guidance basis)</b>	<b>1,923</b>	<b>(284)</b>	<b>(131)</b>	<b>1,508</b>
Depreciation and amortisation	(1,472)	264	(30)	(1,238)
<b>EBIT (guidance basis)</b>	<b>451</b>	<b>(20)</b>	<b>(161)</b>	<b>270</b>
Leases – financing costs component	(121)	4	(57)	(174)
<b>Cash flow items</b>				
<b>Cash flow from operating activities</b>	<b>1,522</b>	<b>(276)</b>	<b>(138)</b>	<b>1,109</b>
Capex excluding spectrum payments	(1,126)	157	-	(969)
Leases – principal component	(108)	12	(15)	(111)
Leases – interest component	(121)	4	(57)	(174)
<b>Operating Free Cash Flow<sup>2</sup></b>	<b>167</b>	<b>(103)</b>	<b>(210)</b>	<b>(145)</b>

<sup>1</sup>Net impact of new commercial arrangements arising from the Vocus Transaction, comprising the non-lease component of the Transmission and Wholesale Fixed Access Agreement (TAWFA), the Vision Network Wholesale Broadband Access Agreement and leasing of TPG property by Vocus.

<sup>2</sup>Operating Free Cash Flow shown prior to any adjustment for material one-offs.

## Pro Forma financial information: FY24 reconciliation to prior reporting

(\$m)	Reported	Assets sold	New commercial arrangements <sup>3</sup>	Pro Forma
<b>Profit and loss items</b>				
Total revenue	5,520	(616)	-	4,904
Cost of telecommunications services	(1,521)	145	(124)	(1,500)
Cost of handsets and hardware	(786)	-	-	(786)
<b>Gross margin</b>	<b>3,213</b>	<b>(471)</b>	<b>(124)</b>	<b>2,618</b>
Opex (pre guidance adjustments)	(1,501)	224	-	(1,277)
<b>EBITDA (pre guidance adjustments)</b>	<b>1,712</b>	<b>(247)</b>	<b>(124)</b>	<b>1,341</b>
Guidance adjustments	276	(17)	-	259
<b>EBITDA (guidance basis)</b>	<b>1,988</b>	<b>(264)</b>	<b>(124)</b>	<b>1,600</b>
Depreciation and amortisation	(1,485)	258	(30)	(1,257)
<b>EBIT (guidance basis)</b>	<b>503</b>	<b>(6)</b>	<b>(154)</b>	<b>343</b>
Leases – financing costs component	(127)	5	(57)	(179)
<b>Cash flow items</b>				
<b>Cash flow from operating activities</b>	<b>1,926</b>	<b>(241)</b>	<b>(139)</b>	<b>1,546</b>
Capex excluding spectrum payments	(1,014)	122	-	(892)
Leases – principal component	(136)	22	(15)	(129)
Leases – interest component	(127)	5	(57)	(179)
<b>Operating Free Cash Flow<sup>4</sup></b>	<b>649</b>	<b>(92)</b>	<b>(211)</b>	<b>346</b>

<sup>3</sup>Net impact of new commercial arrangements arising from the Vocus Transaction, comprising the non-lease component of the Transmission and Wholesale Fixed Access Agreement (TAWFA), the Vision Network Wholesale Broadband Access Agreement and leasing of TPG property by Vocus.

<sup>4</sup>Operating Free Cash Flow shown prior to any adjustment for material one-offs.

## Pro Forma financial information: 1H24 reconciliation to prior reporting

(\$m)	Reported	Assets sold	New commercial arrangements <sup>5</sup>	Pro Forma
<b>Profit and loss items</b>				
Total revenue	2,711	(311)	-	2,400
Cost of telecommunications services	(744)	71	(64)	(737)
Cost of handsets and hardware	(382)	-	-	(382)
<b>Gross margin</b>	<b>1,585</b>	<b>(240)</b>	<b>(64)</b>	<b>1,281</b>
Opex (pre guidance adjustments)	(611)	107	-	(504)
<b>EBITDA (pre guidance adjustments)</b>	<b>974</b>	<b>(133)</b>	<b>(64)</b>	<b>777</b>
Guidance adjustments	5	(3)	-	2
<b>EBITDA (guidance basis)</b>	<b>979</b>	<b>(136)</b>	<b>(64)</b>	<b>779</b>
Depreciation and amortisation	(741)	135	(15)	(621)
<b>EBIT (guidance basis)</b>	<b>238</b>	<b>(1)</b>	<b>(79)</b>	<b>158</b>
Leases – financing costs component	(64)	2	(28)	(91)
<b>Cash flow items</b>				
<b>Cash flow from operating activities</b>	<b>961</b>	<b>(113)</b>	<b>(71)</b>	<b>777</b>
Capex excluding spectrum payments	(567)	57	-	(510)
Leases – principal component	(52)	11	(8)	(49)
Leases – interest component	(64)	2	(29)	(91)
<b>Operating Free Cash Flow<sup>6</sup></b>	<b>278</b>	<b>(43)</b>	<b>(108)</b>	<b>127</b>

## Key balance sheet items at completion: 31 July 2025

(\$b)	Expected closing accounts 31/7/25	Changes on completion <sup>7</sup>	Expected opening accounts 1/8/25
<b>Balance sheet items</b>			
Right-of-use assets	1.42	0.34	1.76
Lease liabilities (current)	(0.13)	(0.06)	(0.19)
Lease liabilities (non-current)	(1.99)	(0.61)	(2.60)

<sup>5</sup>Net impact of new commercial arrangements arising from the Vocus Transaction, comprising the non-lease component of the Transmission and Wholesale Fixed Access Agreement (TAWFA), the Vision Network Wholesale Broadband Access Agreement and leasing of TPG property by Vocus.

<sup>6</sup>Operating Free Cash Flow shown prior to any adjustment for material one-offs.

<sup>7</sup>Net impact of new commercial arrangements arising from the Vocus Transaction, comprising the Transmission and Wholesale Fixed Access Agreement (TAWFA) and leasing of TPG property by Vocus.

## Pro Forma financial information: annual trend

(\$m)	Reported (FY23)	Reported (FY24)	Growth b/(w)	Pro Forma (FY23)	Pro Forma (FY24)	Growth b/(w)
<b>Profit and loss items</b>						
Total revenue	5,533	5,520	(0.2)%	4,894	4,904	0.2%
Cost of telecommunications services	(1,544)	(1,521)	1.5%	(1,532)	(1,500)	2.1%
Cost of handsets and hardware	(884)	(786)	11.1%	(884)	(786)	11.1%
<b>Gross margin</b>	<b>3,105</b>	<b>3,213</b>	<b>3.5%</b>	<b>2,478</b>	<b>2,618</b>	<b>5.6%</b>
Opex (pre guidance adjustments)	(1,230)	(1,501)	(22.0)%	(999)	(1,277)	(27.8)%
<b>EBITDA (pre guidance adjustments)</b>	<b>1,875</b>	<b>1,712</b>	<b>(8.7)%</b>	<b>1,479</b>	<b>1,341</b>	<b>(9.3)%</b>
Guidance adjustments	48	276	n/m	29	259	n/m
<b>EBITDA (guidance basis)</b>	<b>1,923</b>	<b>1,988</b>	<b>3.4%</b>	<b>1,508</b>	<b>1,600</b>	<b>6.1%</b>
Depreciation and amortisation	(1,472)	(1,485)	(0.9)%	(1,238)	(1,257)	(1.5)%
<b>EBIT (guidance basis)</b>	<b>451</b>	<b>503</b>	<b>11.5%</b>	<b>270</b>	<b>343</b>	<b>27.0%</b>
Leases – financing costs component	(121)	(127)	(5.0)%	(174)	(179)	(2.9)%
<b>Cash flow items</b>						
<b>Cash flow from operating activities</b>	<b>1,522</b>	<b>1,926</b>	<b>26.5%</b>	<b>1,109</b>	<b>1,546</b>	<b>39.4%</b>
Capex excluding spectrum payments	(1,126)	(1,014)	9.9%	(969)	(892)	7.9%
Leases – principal component	(108)	(136)	(25.9)%	(111)	(129)	(16.2)%
Leases – interest component	(121)	(127)	(5.0)%	(174)	(179)	(2.9)%
<b>Operating Free Cash Flow<sup>8</sup></b>	<b>167</b>	<b>649</b>	<b>n/m</b>	<b>(145)</b>	<b>346</b>	<b>n/m</b>

<sup>8</sup>Operating Free Cash Flow shown prior to any adjustment for material one-offs.