TPC Consolidated Limited

ASX:TPC

Investor Update

November 2019

Financial Highlights

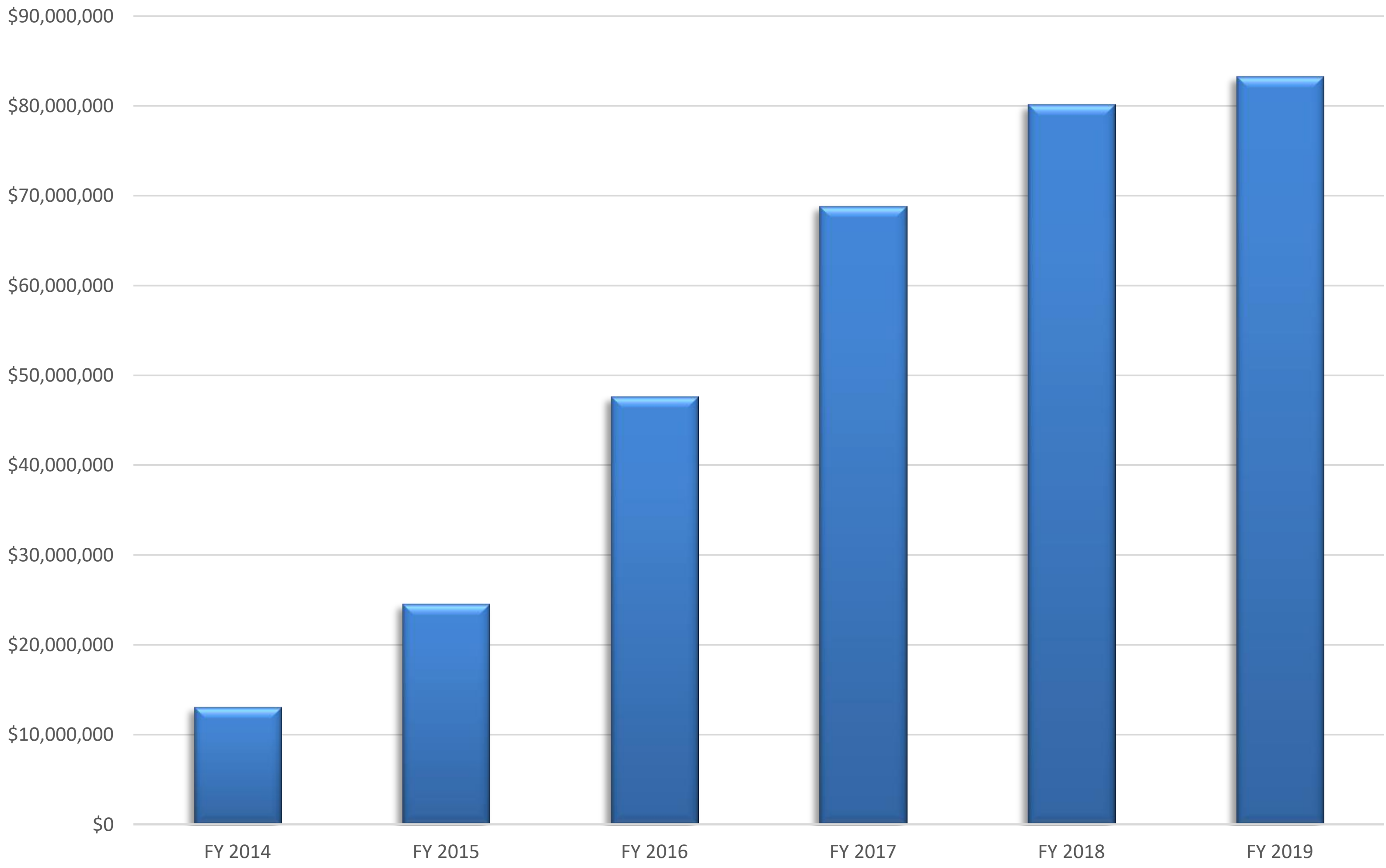
($ in million)	FY 2014*	FY 2015	Increase	FY 2016	Increase	FY 2017	Increase	FY 2018	Increase	FY 2019	Increase
		$	%	$	%	$	%	$	%	$	%
Continuing Operations											
Sales of Energy	0.1	15.2	15100%	41.7	174%	64.5	55%	76.8	19%	81.0	5%
Telecommunication Services	13	9.3	-28%	5.9	-37%	4.4	-25%	3.4	-23%	2.3	-32%
Revenue	**13.1**	**24.5**	**87%**	**47.6**	**94%**	**68.9**	**45%**	**80.2**	**16%**	**83.3**	**4%**
Gross Profit	3.8	5.1	34%	7.7	51%	12.5	62%	14.3	14%	16.7	17%
EBITDA	**(1.6)**	**(4.6)**	**-188%**	**(3.0)**	**35%**	**1.1**	**137%**	**1.8**	**64%**	**2.7**	**49%**
Profit before Tax	(8.4)	(4.9)	42%	(3.3)	33%	0.8	124%	1.3	63%	2.2	69%
Profit for the Year	**(8.7)**	**(4.7)**	**46%**	**(2.5)**	**47%**	**0.8**	**132%**	**3.2**	**300%**	**2.2**	**-31%**
Margin											
Gross Margin %	29.0%	20.8%		16.2%		18.1%		17.8%		20.0%	
EBITDA %	-12.2%	-18.8%		-6.3%		1.6%		2.2%		3.2%	
Profit for the Year %	-66.4%	-19.2%		-5.3%		1.2%		4.0%		2.6%	

* FY 2014 revenue of $13.1 million represented continuing prepaid mobile and related services, excluding discontinuing prepaid calling business sold; and profit before tax of ($8.4 million) included non-recurring item relating to provision for impairment of goodwill of $6.3 million.

Key Highlights

1. The energy business of CovaU experienced strong revenue growth to $81.0 million in 5 years since inception.
2. FY 2015 represented the first full year of retail electricity and gas business which was launched in NSW in April 2014.
3. Victorian retail electricity and gas business was launched in the following year in March 2015.
4. Customer numbers have passed 14,000, generating a monthly average revenue of $7.5 million in the last quarter of FY 2019.
5. EBITDA for FY 2019 has continued to grow, reaching $2.7 million, up by 49% compared with FY 2018 of $1.8 million.
6. Profit for the year was $2.2 million, down by 31% compared with the last year of $3.2 million, which was largely due to the one-off income tax benefit of $1.8 million recognised in FY 2018.

Revenue


$90,000,000
$80,000,000
$70,000,000
$60,000,000
$50,000,000
$40,000,000
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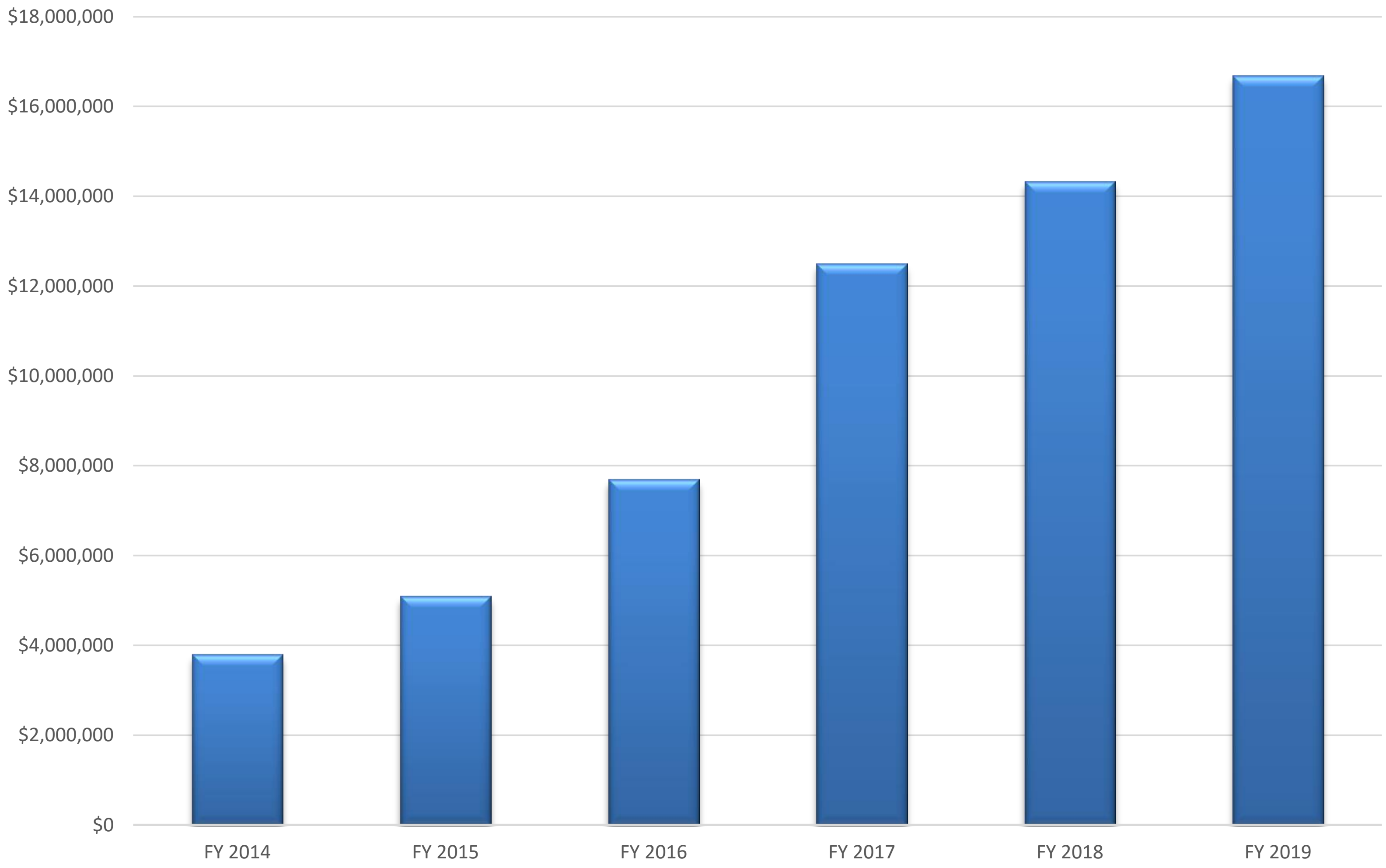
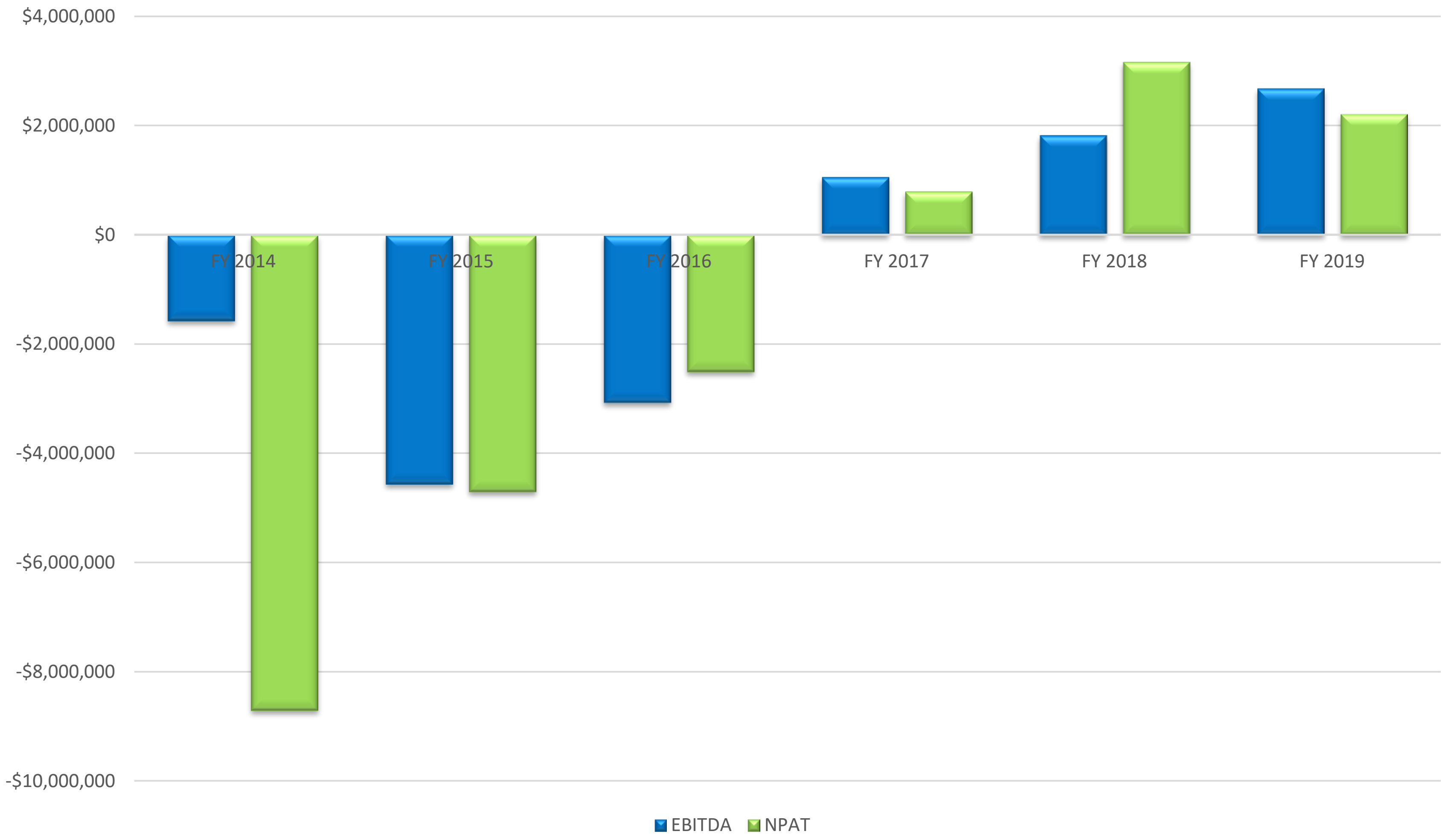
$20,000,000
$10,000,000
$0
FY 2014
FY 2015
FY 2016
FY 2017
FY 2018
FY 2019

Gross Profit



EBITDA & NPAT



TPC

CovaU Business highlights

The CovaU business is profitable and rapidly expanding

ASX listed

100% owned by TPC Consolidated Limited

Headquartered in Sydney, Australia

License to operate in
NSW, VIC, QLD, ACT, SA & TAS

Hold both electricity and gas licenses

Launched in April 2014

The business is an energy retailer with a focus on the SME markets

Direct sales channels facilitates acquisition of high quality customers, healthy margins and low levels of churn

12,000 24

Grown the customer numbers to 12,000 in first 24 months. Reinforced by a strong customer service ethos and 24/7 support

Generated FY 2019 revenue of $81.0m (increased from $76.8m FY 2018)

Growing cash flows under strong financial management

Our journey is only just beginning…

We have experienced significant levels of growth since inception

2014

April
Acquired NSW electricity and gas licences and acquired first customers

April
Offshore operations centres in Philippines and China

First to offer 24/7/365 customer service centre

December
Reached $1m in revenue

2015

March
Acquired Victorian electricity and gas licences

June
Reached 5,000 customers

2016

February
Reached 10,000 customers

April
Launched business insurance offering

May
Exceeded annualised energy retail revenue of $50m

2017

April
Launched embedded network business iGENO

June
Profitable with annual revenue of $68.9m

2018

July
Established corporate sales team

June
Annual revenue of $80.2m

EBITDA of $1.8m

2019

November
Expanding to Queensland electricity and gas market in early 2020

June
Annual revenue of $83.3m

EBITDA of $2.7m