

# TPG Telecom Limited Equity Research Report

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## Company Overview

TPG Telecom (ASX:TPG) is a leading Australian telecommunications provider offering fixed broadband, mobile, and enterprise services. Formed through the merger of TPG and Vodafone Hutchison Australia in 2020, the company operates nationally with strong infrastructure assets, including mobile spectrum and fibre networks, serving over five million mobile and broadband customers.

## Recent Company Highlights

TPG Posts Solid FY24 Results, Eyes Stronger FY25 on MOCN Boost TPG Telecom reported FY24 underlying EBITDA of A\$1,988 million, broadly aligned with both managements guidance and market consensus. This performance was underpinned by a solid 5% year-on-year increase in mobile service revenue, although this was partially offset by continued weakness in the Fixedsegment. Managements emphasis on cost discipline contributed to a material improvement in free cash flow, a notable positive in the result. Earnings are expected to improve in the second half of FY25, driven by the ramp-up of the MOCN agreement and increased marketing, while capital expenditure guidance has necessarily been lowered.

TPG delivered underlying EBITDA of A\$1,988 million, placing it at the midpoint of its FY24 guidance and in line with broader consensus estimates. Growth in mobile service revenue (+5% YoY) was the keycontributor, although this was offset by a decline in fixed-line performance. Average revenue per user (ARPU) in mobile increased by 4%, although subscriber numbers declined due to aggressive handset promotions by competitors such as Optus and Telstra and reduced international inbound migration. Looking ahead, the divestiture of Energy, Gas & Water (EG&W) assets weighed onreported top-line growth and earnings, inferring strengthened performance in FY25.

Cost containment featured prominently in TPGs FY24 results. Group level gross margins rose by 210bps year on year, although there was a slight sequential contraction of 50bps in H2, primarily due to theEG and W division. Operating expenses decelerated in H2, and management has guided for flat operating costs for FY25.

Initiation of Coverage

**HOLD**

ASX:TPG

Price: \$4.90

**Target Price: \$5.0**

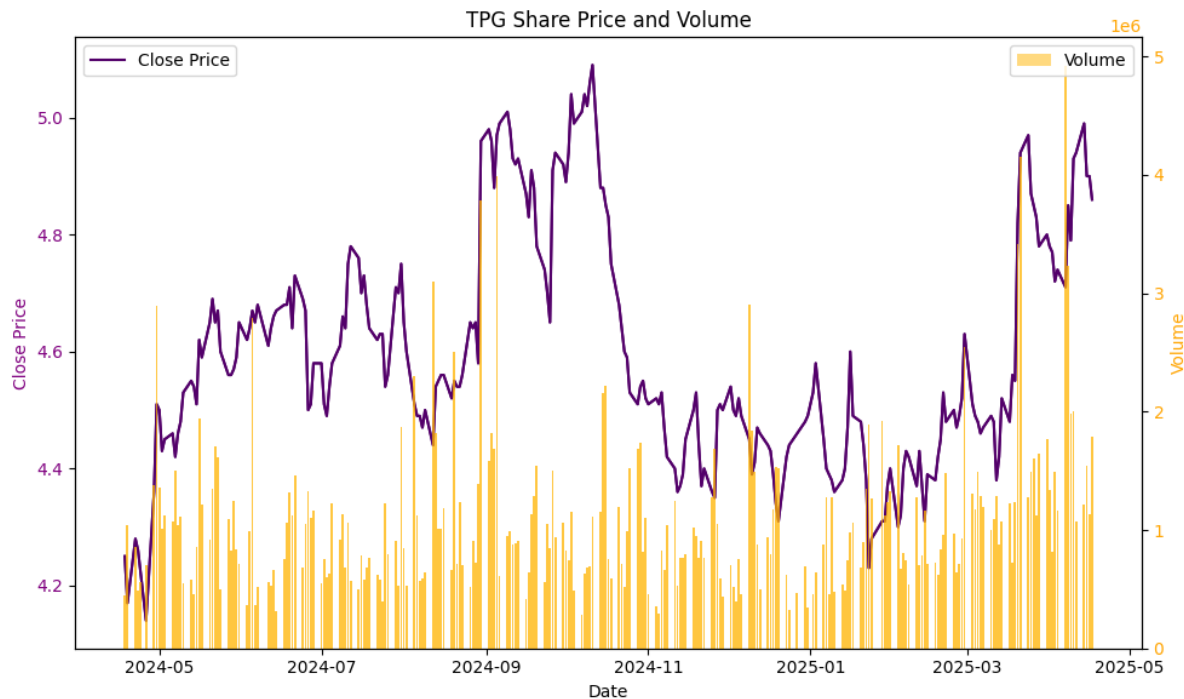
Upside: X%

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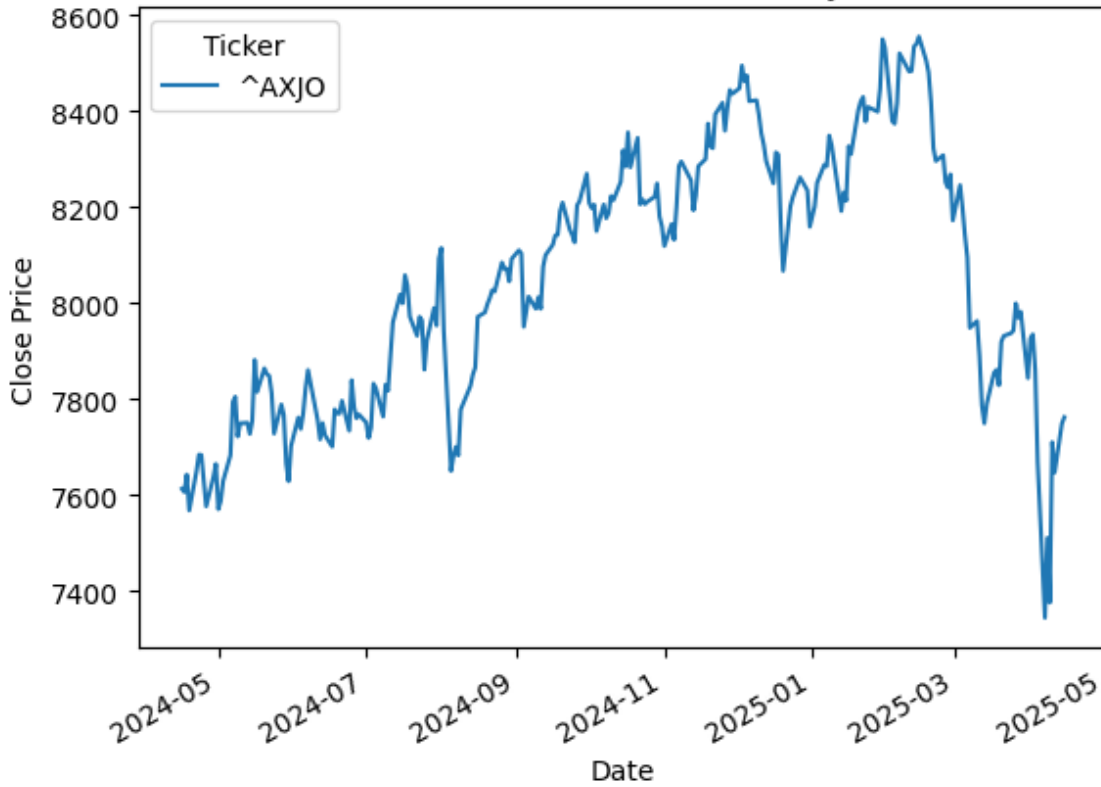
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ASX200 Close Price History



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