

## ASX Announcement: P2P

31 January 2018

### APPENDIX 4C.

#### HIGHLIGHTS

- Total vehicles increased to 937, with the acquisition of Professional Taxis Gold Coast, which delivers 60% of the FY18 forecast
- Demand has remained strong through the period as seen by recent reports on personal passenger transport expenditure with continued industry growth expected
- NSW CTP savings are now fully realised while plate lease costs have reduced in all markets
- Fleet growth opportunities for P2P continue to remain strong both through acquisitions as well as plate lease availability
- Net cash from operating activities highlights the growth in the fleet
- MeeGo (ride share rental) demand has increased through the period and expected to continue to grow in line with forecast

Recently listed P2P Transport Limited (ASX: P2P) (P2P) has already achieved 60% of the FY18 forecast following strong acquisition opportunities. The acquisition pipeline identified in the prospectus has remained strong with a number of acquisitions completed as well as new opportunities now in the pipeline.

The accelerated growth is highlighted in the pre-payment nature of the industry which is reflected in the cash flow from operating activities. This remains in line with the prospectus forecast.

“Following the evolution of the passenger transport industry over the past few years we are now seeing increase demand in the sector” said Managing Director Tom Varga. “Consolidation of the highly fragmented industry continues, and P2P Transport has provided a great exit strategy for many in the industry looking either for a change or to retire completely. The coming few months is expected to continue the same trajectory as our listed life started. Following reform is several markets that have delivered savings in CTP and plate lease costs the competitive position of P2P with only further improve”

- END -

Z E V R A



#### Melbourne

*Huntingdale (Head Office)*  
1313 to 1315 North Road  
Huntingdale, VIC, 3166  
(03) 9543 8700

#### *Tullamarine*

Australian Wide Chauffeur Cars  
10b Flight Drive  
Tullamarine, VIC, 3043  
1300 731 742

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#### Sydney Tempe

667-669 Princes Highway,  
Tempe, NSW, 2044  
(02) 9558 2220

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#### Brisbane Albion

27 Nariel Street  
Albion Qld 4010  
(07) 3262 1377

ABC Bodyworks  
9/17 Bimbil St,  
Albion QLD 4010  
(07) 3262 2557

#### *Coopers Plains*

45 - 49 Rosedale Street,  
Coopers Plains Qld 4108  
(07) 3255 5900

#### *Gold Coast*

14 Commercial Drive  
Ashmore, QLD, 4214  
(07) 5561 1500

#### *Toowoomba*

84 Drayton Road  
Toowoomba Qld 4350  
(07) 4635 7250

## ABOUT P2P:

P2P Transport Limited is an integrated fleet management business focussed on the provision of vehicles on a rental basis to independent professional drivers operating in the point-to-point passenger transport industry.

## For further information please contact:

Tom Varga

Managing Director

P2P Transport Limited

Phone 02 9558 2220

## IMPORTANT NOTICE

This announcement may contain forward-looking statements, which include all matters that are not historical facts. Without limitation, indications of, and guidance on, future earnings and financial position and performance are examples of forward-looking statements.

Forward-looking statements include projects or guidance on future earnings and estimates, are provided as a general guide only and should not be relied upon as an indicator or guarantee of future performance. No representation warranty or assurance (expressed or implied) is given or made in relation to any forward-looking statement by any person. In particular, no representation warranty or assurance (expressed or implied) is given that the occurrence of the event expressed or implied in any forward-looking statements in this announcement will actually occur. Actual results, performance or achievement may vary materially from any projections and forward-looking statements and the assumptions on which those statements are based.

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## Appendix 4C

### Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

**Name of entity**

P2P Transport Limited

**ABN**

77 617 760 899

**Quarter ended ("current quarter")**

31 December 2017

Consolidated statement of cash flows	Current quarter \$A'000	Year to date \$A'000
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	\$6,390	\$12,469
1.2 Payments for		
(a) research and development		
(b) product manufacturing and operating costs	(\$5,645)	(\$8743)
(c) advertising and marketing	(\$77)	(\$153)
(d) leased assets		
(e) staff costs	(\$849)	(\$1,391)
(f) administration and corporate costs	(\$573)	(\$1,029)
1.3 Dividends received (see note 3)		
1.4 Interest received		
1.5 Interest and other costs of finance paid		
1.6 Income taxes paid		
1.7 Government grants and tax incentives		
1.8 Other (provide details if material)		
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(\$754)</b>	<b>\$1,152</b>

<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	(\$2,713)	(\$3,228)
(b) businesses (see item 10)	(\$8,213)	(\$8,213)
(c) investments	(\$29)	(\$93)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date \$A'000
	(d) intellectual property	(\$15)	(\$16)
	(e) other non-current assets	(\$1)	(\$37)
2.2	Proceeds from disposal of:		
	(a) property, plant and equipment	\$11	\$11
	(b) businesses (see item 10)		
	(c) investments		
	(d) intellectual property		
	(e) other non-current assets		
2.3	Cash flows from loans to other entities		
2.4	Dividends received (see note 3)		
2.5	Other (provide details if material)		
2.6	<b>Net cash from / (used in) investing activities</b>	<b>(\$10,960)</b>	<b>(\$11,574)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of shares	\$20,000	\$20,000
3.2	Proceeds from issue of convertible notes	\$9,175	\$9,175
3.3	Proceeds from exercise of share options		
3.4	Transaction costs related to issues of shares, convertible notes or options	(\$3,908)	(\$3,908)
3.5	Proceeds from borrowings		\$693
3.6	Repayment of borrowings	(\$215)	(\$427)
3.7	Transaction costs related to loans and borrowings		(\$5)
3.8	Dividends paid		
3.9	Other (provide details if material)		
3.10	<b>Net cash from / (used in) financing activities</b>	<b>\$25,052</b>	<b>\$25,518</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of quarter/year to date	\$1,820	\$62
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(\$754)	\$1,152
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(\$10,960)	(\$11,574)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	\$25,052	\$25,518

Appendix 4C

Quarterly report for entities subject to Listing Rule 4.7B

Consolidated statement of cash flows		Current quarter \$A'000	Year to date \$A'000
4.5	Effect of movement in exchange rates on cash held		
4.6	<b>Cash and cash equivalents at end of quarter</b>	<b>\$15,158</b>	<b>\$15,158</b>

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	\$15,158	
5.2	Call deposits		
5.3	Bank overdrafts		
5.4	Other (provide details)		
5.5	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>\$15,158</b>	

**6. Payments to directors of the entity and their associates**

**Current quarter  
\$A'000**

6.1 Aggregate amount of payments to these parties included in item 1.2

\$60

6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3

6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

**7. Payments to related entities of the entity and their associates**

**Current quarter  
\$A'000**

7.1 Aggregate amount of payments to these parties included in item 1.2

\$60

7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3

7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

**Appendix 4C**  
**Quarterly report for entities subject to Listing Rule 4.7B**

<b>8. Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
8.1 Loan facilities		
8.2 Credit standby arrangements		
8.3 Other (please specify)		
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

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<b>9. Estimated cash outflows for next quarter</b>	<b>\$A'000</b>
9.1 Research and development	
9.2 Product manufacturing and operating costs	(\$6,079)
9.3 Advertising and marketing	(\$180)
9.4 Leased assets	
9.5 Staff costs	(\$1,041)
9.6 Administration and corporate costs	(\$659)
9.7 Other (provide details if material)	
<b>9.8 Total estimated cash outflows</b>	<b>(\$7,959)</b>

<b>10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	<b>Acquisitions</b>	<b>Disposals</b>
10.1 Name of entity		
10.2 Place of incorporation or registration		
10.3 Consideration for acquisition or disposal		
10.4 Total net assets		
10.5 Nature of business		

### Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Sign here: .....

(Director/Company secretary)

Date: 31/1/18 .....

Print name: .....

THOMAS J VARGA

### Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.