

ASX Announcement: P2P

1 August 2018

BLACK & WHITE CABS DUE DILIGENCE COMPLETED

- P2P Transport today confirms the completion of due diligence relating to the transformative strategic acquisition of Black & White Cabs.
- Settlement of the transaction is expected imminently but no later than the next 30 days.
- Commencement of secondary network trials into key markets, leveraging Black & White Cabs using new state of the art digital dispatch technology.
- Strategic roadmap for the business significantly accelerated.
- BWC will deliver \$3.2¹ million in additional EBITDA in FY2019, which on full year basis equates to approximately \$3.5 million.

P2P Transport Limited (ASX:P2P) one of Australia's largest vertically integrated passenger transport fleet managers, today confirms that the transformative acquisition of Black & White Holdings Limited (BWC) has moved to unconditional.

The transaction consideration includes \$4 million cash and \$4.1 million in P2P fully paid ordinary shares. P2P has secured all funds required to complete the transaction.

The acquisition of 100% of BWC for \$8 million will be completed shortly, with all due diligence requirements including regulatory approvals now complete.

Based on the effective settlement date the transaction will deliver an EBITDA of \$3.2 million in FY2019, or an annualised EBITDA of \$3.5 million.

This completes the evolution of P2P to a full service digital dispatch company that services customers with both owned and networked vehicles and provides future organic revenue growth in existing and new markets.

Managing Director of P2P Tom Varga said: "It is a significant milestone and P2P is now well on the journey to becoming Australia's leading vertically integrated passenger transport fleet manager."

"The acquisition of BWC brings digital dispatch capabilities and technology into the P2P family and is an important step in the Australian market's transition from the slow and cumbersome legacy technology and platforms that have operated for decades. The Australian market now has a true technology-enabled passenger fleet operator that will disrupt the disruptors by combining technology, vehicles and drivers to deliver high quality service, better value and greater income for drivers and operators."

¹ Before expected synergies and excluding transaction and integration costs.

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

Sydney

Tempe

667-669 Princes Highway,

Tempe, NSW, 2044

(02) 9558 2220

Brisbane

Albion

27 Nariel Street

Albion Qld 4010

(07) 3262 1377

ABC Bodyworks

9/17 Bimil 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

The integration is expected to deliver material cost savings in the medium-term which would be incremental to the EBITDA guidance of \$3.2 million for FY19.

With the acquisition of BWC, a long-term leader in the passenger transport and dispatch market, P2P enters the digital dispatch market with the technology to directly compete with the ride share and alternative app markets.

Matthew Reynolds, Chairman of P2P, said "The combination of BWC's industry leading dispatch technology and passenger booking app with the operational capabilities of P2P Transport's fleet is expected to give passengers a superior experience and increase the earnings of drivers."

Leveraging the digital capabilities of both tablet-based driver dispatch and the passenger booking app will deliver a significant competitive advantage to the P2P fleet. Current operations in Queensland and Western Australia will progressively be expanded to include secondary dispatch in existing P2P markets of Sydney, Melbourne and the Gold Coast.

Following completion of the transaction current Managing Director of BWC Greg Webb will join the Board of P2P, strengthening the team as an executive director.

Secondary Dispatch rollout commenced

P2P commenced a trial of secondary dispatch in a sample of the vehicles at the start of July and has already seen a significant improvement in the volume of work of the trial vehicles. Dispatched work to vehicles has increased by approximately 8% per vehicle in the trial and driver feedback has been extremely positive. P2P and BWC will commence an expansion of the trial in the next 30 days with national rollout expected in the second quarter of FY19.

- END -

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. Operating sites in Brisbane, Toowoomba, Gold Coast, Sydney and Melbourne P2P delivers superior service to drivers through vertically integrated operations that provide vehicle maintenance, accident repairs, rostering, payments, insurance and driver support all from one convenient location. With 1,100 vehicles in the fleet with over 93% being environmentally friendly hybrid vehicles, P2P is leading the industry in service, vehicle quality and lowering the environmental impact of passenger transport.

The primary growth strategy for P2P continues to be focused on fleet growth through the acquisition of vehicles and businesses in the fragmented passenger fleet industry. Several organic growth opportunities exist that focus on capitalising on the scale of the fleet deployment. Current initiatives include Adflow Digital, a digital taxi top

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

Sydney

Tempe

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

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

advertising platform that can be controlled over the air and advertising targeted using location, temperature, time, lighting conditions and many other variables.

ABOUT BLACK & WHITE CABS:

The principle activity of Black & White Cabs is to provide prompt and efficient personalised transportation services that will meet or exceed our customer's expectations.

The Company also provides administrative services for all affiliates including Taxi Service Licence Owners, Operators, Taxi Drivers, and training for Taxi Drivers to ensure they are competent to drive Black & White Cabs, understand our rules of operation and the Transport Act and Regulations.

Other specific objectives include:

- Continuous Improvement in all aspects of the company's operations
- Business growth and increased market share through the adoption of quality principles and practices
- Job satisfaction and opportunities for all staff

It is the objective of Black & White Cabs' Management to provide superior transportation services in relation to Standard Cabs, Business Class Cabs, People Movers and Wheelchair Accessible Maxi Cabs to and from unique destinations throughout Australia. There is an emphasis on safety and comfort at an acceptable cost, and in a manner which favourably differentiates the services from that of our competitors.

As part of our commitment to quality, Black & White Cabs practices well defined, effective quality system procedures that are designed to assure the quality of our products and services. Our quality system is designed to satisfy the relevant requirements. Key processes are documented, quality records are maintained, and corrective and preventative action processes are in place to ensure the continuous improvement of all products and services provided.

The Black & White Cabs Quality Management System has the full support and commitment of the Management and Staff of the company.

For further information please contact:

Tom Varga

Managing Director

P2P Transport Limited

Phone 02 9558 2220

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

Sydney

Tempe

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

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

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.

ZIEVRA



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

Sydney

Tempe

667-669 Princes Highway,

Tempe, NSW, 2044

(02) 9558 2220

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