

# **Threat Protect Australia**

**HY16 Results Presentation** 

**ASX Code: TPS** 

**Demetrios Pynes, Managing Director** 



Monitored Security Systems | CCTV and Access Control | Corporate Risk Consultancy | Security Personnel

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### **Threat Protect Overview**



### Threat Protect offers security based services to help protect people, property and enterprise

### **Monitored Security Systems**

- ► Alarms, access control, CCTV
- ► Tracking and duress









### **Manpower Services**

- Security officers
- Security advisors
- ▶ Close personal protection





### **Risk Consultancy**

- ► Threat Assessments
- ▶ Counter surveillance
- ▶ Investigations







## **HY 16 Highlights**





- August 2015
- Acquisition of WA security company Threat Protect Australia Pty Ltd completed by reverse take over
- Change to the Company's name to Threat Protect
- Capital raising of \$5.5M.
- September 2015
- New board appointed
- > Reinstated to the trading platform of the ASX as Threat Protect Australia Limited
- October 2015
- acquired and integrated 2 additional security company's



- Total Revenue \$2.75M
- Monthly revenue of acquisitions are meeting diligence expectations
- Security monitoring revenue now equals 50% of total revenue, up from 33% pre acquisitions
- > Generally 36 or 48 month contracts paid via direct debit or quarterly in advance
- 48% of non monitoring revenue is contracted
- predominantly with large corporate clients

Statutory & Normalised Financial Results

- Statutory NPAT (\$4.6M) / Statutory EBITDA (\$4.4M). Results impacted by various corporate transaction accounting expenses and business acquisition and integration costs.
- Normalised EBITDA qtr 1 (\$0.36M) (pre business acquisitions)
- Normalised EBITDA gtr 2 \$0.1M (post business acquisitions)
- RTO process longer than anticipated two month delay in completion of acquisition of new businesses when compared to prospectus timetable

# **HY 16 Highlights**

THREAT PROTECT

Statutory &
Normalised
Financial Results
Reconciliation



Statutory Results for the half year ended 31 December 2015 (AUD\$ `000)				
Revenue	2,725			
Other Income	126			
Statutory Profit/(Loss) before tax	-4,676			
Statutory Profit/(Loss) after tax	-4,676			
Statutory EBITDA	-4,399			
Reconciliation of Statutory EBITDA to normalised EBITDA (AUD\$ `000)				
EBITDA reported for the half year	-4,399			
Add Corporate Transaction Accounting Expense	2,407	Difference between the consideration attributed to the Threat Protect business and the net assets as at the date of the RTO. This represents a one off non cash cost to the entity		
Add Business Acquisition and Integration Costs	493	Costs associated with the acquisition of the Threat Protect business as part of the RTO and integrating the two businesses acquired post RTO.		
Add Share Based Payments	984	Non cash expense incurred by the Company in relation the provision of option incentive packages for the board of the Company at the November 2015 annual general meeting.		
Add Other non recurring costs in the period	278	Additional costs incurred by the Company of a one off or extraordinary nature associated with integration, organisational change and the listing process.		
"Normalised" EBTDA for the HY16	-237			
Normalised EBITDA into pre and post acquisitions period (AUD \$`000)				
Normalised EBITDA Jul to Sep 15	-337	Normalised EBITDA prior to acquisitions of the Chipla and Hillstone businesses		
Normalised EBITDA Oct to Dec 15	100	Normalised EBITDA since the acquisitions of the Chipla and Hillstone businesses on 1 October 2015		

# **Looking Forward**



# Organic Growth Plan & Existing Operations

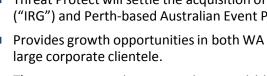
- Expanding monitoring to people, not just premises, increasing potential client base via the Safehaven App
- Delivery of integrated security services to large corporate and government clients.
- White labelling of Threat Protect's monitoring services to smaller regional security firms
- Focussed on efficiencies of operations

# Capital Structure Initiatives



- Canvassing potential new debt (re) finance arrangements
- Legacy resource assets have been sold (AUD\$95k) and the company is now moving to dispose of the associated subsidiaries.

# Acquisition Strategy



- Threat Protect will settle the acquisition of two leading security businesses, Sydney-based Integral Risk Group ("IRG") and Perth-based Australian Event Protection ("AEP") on March 1st.
- Provides growth opportunities in both WA and NSW as well as securing a premium client base of government and large corporate clientele.
- The company continues to review acquisition opportunities to take advantage of the highly fragmented industry.

# **TPS Corporate Snapshot**



Capital Structure		
Current Share Price	A\$	0.031
No. of Ordinary Shares on Issue	m	705.2
Market Capitalisation	A\$m	21.9
Cash*	A\$m	3.2
Bank Debt	A\$m	2.2
Net Debt	A\$m	1.0
Enterprise Value	A\$m	20.9

Top Shareholders	
Alison Howe	4.4%
Demetrios Pynes (MD)	4.36%
Christina Michael	4.2%
Redun Pty Ltd	4.2%
Paul Ferrara (ED)	4.03%
Top 20 Shareholders	47.6%

#### **Board & Management**

#### Derek La Ferla – Non-executive Chairman

- Experienced corporate lawyer and company director
- Current directorships include Sandfire Resources and OTOC Ltd

### Demetrios Pynes – Managing Director

Experienced businessman with specialist finance and security knowledge

### Paul Ferrara – Executive Director, Operations

 Experienced in management and information systems, specialising in telecommunications

#### Ian Olson - Non-executive Director

- Experienced chartered accountant and company director
- Current directorships include Gage Roads Brewing Co Ltd and Pointerra Pty Ltd

#### **TPS Share Price Performance**



# **Contact Details**







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