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One year on TPP seeing double

Milestones reached and planned acquisitions deliver increased confidence

One year on from the management buyout of **TPP Internet** (TPP) from destra (ASX: DES), the company is doubling staff numbers, customer numbers and market offerings.

Founded in 1996, TPP Internet has been recognised for years as one of Australia's top domain registrars. The company has been expanding its portfolio to offer its partners a wider range of products and services to on-sell to their customers including a variety of hosting solutions for small businesses.

"We have made great strides in the last 12 months. The buy-out provided the platform to strengthen and grow the business further," said Chris Collinge, TPP's Sales and Marketing Director and one of the two executives involved in the management buy-out in 2006.

Peter Shilling was the other long term TPP executive involved in the buy-out and is TPP's Managing Director. Shilling is the brains behind the company's highly successful automated systems which its wholesale customers access to sell TPP products efficiently and profitably right out of the box.

"With TPP's consistent financial performance, reputation of being easy to deal with and loyal customer base, the company is well positioned for continued growth," said Collinge. The company has over 1,700 channel partners.

Having predicted a 40 per cent growth in revenues after the buy-out, the company has achieved close to a 100 per cent growth for the last 12 months. TPP has also seen its staff numbers more than double – from ten to 23, with the greatest increase in the sales and channel management areas.

The company reached a milestone in June with the sale of its 100,000th domain registration to the Bondi Beach café Gertrude & Alice. The lucky business was presented with a certificate and opera tickets as part of the celebration.

In talking about the future, Collinge revealed that TPP is poised to make some major announcements with regard to its product and service portfolio. Part of the strategy to meet its new market direction includes the acquisition of an organisation which is currently near the completion stages.

The next financial year sees the company expanding its offerings to incorporate broader product sets sought by its customers. Over the upcoming months, TPP will be announcing a range of new product and service initiatives.

"We believe TPP is uniquely positioned for continued leadership in the industry, by providing unparalleled expertise, proven customer focus and innovative products and services," said Collinge. "The last twelve months have revealed that we have an amazing opportunity to provide our customers and resellers with even more products and services that are just as crucial to their success."

About TPP Internet

Founded in 1996, TPP Internet is an Australian based company offering domain registration, web and email hosting and associated products to businesses Australia wide.

TPP supplies its products and services through an expansive network of resellers, all of whom have access to advanced online management tools. TPP aims to differentiate itself by providing the industry's best customer service and back's this up with our famous guarantee that calls will be answered in 10 seconds.

For more information, visit www.tppinternet.com.au. For partner specific information, go to www.resellers.tppinternet.com.

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