

ASX Announcement

1 December 2015

Superloop Investor Presentation

Attached is a copy of the Superloop Investor Presentation.

ADDITIONAL INFORMATION

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About Superloop

Established in 2014, Superloop is a telecommunications infrastructure group focused on becoming a leading independent provider of connectivity services in the Asia Pacific Region.

Bringing innovation to infrastructure, Superloop is building new, independent dark fibre networks to large network providers and enterprises by connecting key points of presence in key Asian markets, such as Australia and Singapore.

Superloop's initial key assets include a 15-year exclusive right to a 130 kilometre fibre network within Brisbane, Sydney and Melbourne connecting many of the key data centres within those metropolitan areas.

The Company owns and operates a strategic underground duct network spanning approximately 120 kilometres in the Asian telecommunications hub of Singapore. The Singapore fibre optic network interconnects major data centre and submarine cable landing station locations including Equinix SG1, SG2, Global Switch, Digital Realty (Jurong), Katong and Tuas Cable Landing Stations, and will soon directly connect to Equinix SG3.

Recently the group acquired APEXN and CINENET.

APEXN, which trades as APEXnetworks, is a Brisbane based leading provider of complete network services and solutions. APEXNetwork offers the Company's Channel Partners and Customers the ability to manage their network services with access to a wide product set, a service qualification tool, with everything managed via an in-house designed Network Management System and hosted Web Portal product.

CINENET is Australia's only high-speed broadband data network created specifically for screen media industries. It's a shared, connected infrastructure for studios, producers, editing facilities, visual effects providers, sound facilities and DVD producers to create and exchange large digital assets and connect to infrastructure providers.

For more information, visit: www.superloop.com, www.apexnetworks.com.au and www.cine.net.au

Investor Presentation

1 December 2015



superloop

The image features a globe with a network of white lines representing connectivity, set against a red and white background. The globe is positioned in the center, with the network lines extending across its surface. The background is split into a red left half and a white right half, with a diagonal line separating them. The text is overlaid on the red background.

Our vision is to become **the leading independent provider of connectivity services** across the Asia Pacific Region.



A QUICK RECAP

RECAP / THE SUPERLOOP OPPORTUNITY



There is a key opportunity to establish Superloop as a **leading independent owner and provider** of fibre services in the key Asia Pacific region



Both networks have very low operational cost which allows faster path to profitability



Superloop has established fibre networks connecting most of the strategic locations in Brisbane, Sydney, Melbourne and Singapore



Once fibre networks are breakeven, additional capacity sales have **high level of profitability**



Both networks are established with significant capacity (~288 cores in Australia and initial 624 cores + additional conduit space in Singapore)



Significant opportunity to leverage fibre network into **additional data business verticals**

MEGATREND RECAP / DATA ON THE RISE

THE RISE OF CLOUD COMPUTING



Global data centre traffic is forecast to grow at a CAGR of 23%.

Cloud data centre traffic is expected to grow at a faster rate of 32% CAGR, a near **4-fold increase from 2013 to 2018**.

THE RISE OF VIDEO ON DEMAND SERVICES



By 2018, **IP video traffic is expected to be 79% of total global consumer Internet traffic** (both business and consumer), up from 66% in 2013.

Internet video to TV grew 35% in 2013 and is forecast to increase 4-fold by 2018.

Consumer Video on Demand (VoD) **traffic is expected to double by 2018**.

THE RISE OF CONNECTED DEVICES

In 2014, the number of **mobile connected devices grew to 7.4 billion, exceeding the world's population** (M2M / Machine to Machine traffic)

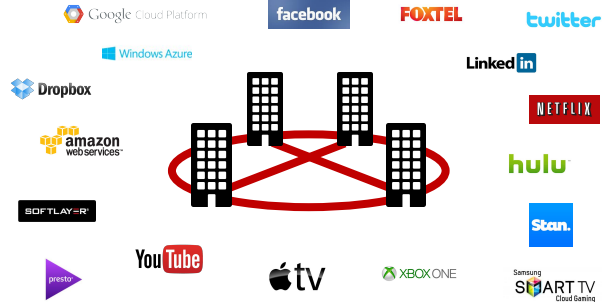


Traditional devices
STANDALONE



Modern devices
CLOUD CONNECTED

THE RISE OF MASSIVE DATA CENTRE CONNECTIVITY



*The companies referenced above are for illustrative purposes only and are not currently customers of Superloop.



OUR VISION / OUR PLAN

OUR VISION / OUR PLAN

1

Build the Core Network: Establish core fibre networks in three identified key markets in Asia (Australia, Singapore and Hong Kong) connecting key cloud data centres as well as business and tech hubs in region.

2

Build Tomorrow's Access Network: expand the network into some of the most strategic commercial buildings to improve opportunity serviceability, service delivery times and the “network effect”.

3

Build scale through leveraging ownership economics, accelerating the sales process, diversify product offerings and drive synergies through possible acquisitions.

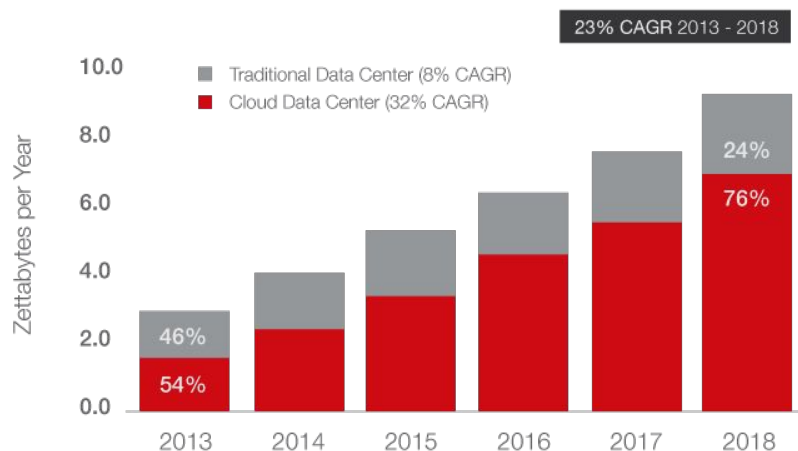


Step One:
BUILD THE CORE NETWORK

STEP ONE / BUILD THE CORE NETWORK

CONNECTING THE FASTEST GROWING DATA SOURCE: ASIA'S CLOUD CENTRES

- ▶ Data centres are the centre of the digital economy
- ▶ Asia is the fastest growing market in terms of traffic and will overtake the North American market in 2016
- ▶ Global data centre traffic is forecast to grow at a CAGR of 23%.
- ▶ Cloud data centre traffic is expected to grow at a faster rate of 32% CAGR, a near 4-fold increase from 2013 to 2018.



Source: Cisco Cloud Global Index, 2013-2018

STEP ONE / BUILD THE CORE NETWORK

BUILD INTO THE REGION'S KEY BUSINESS AND TECHNOLOGY PRECINCTS

- ▶ Superloop core networks also traverse some of the most strategic business and technology hubs in Australia and Singapore
- ▶ Business and Technology precincts have higher requirement for data interconnection back to major data centres and cloud providers
- ▶ Core Network has been designed and built to allow easy extension between data centres and many of these key locations with particular focus on building shortest path available
- ▶ Provides for future optionality for Superloop to build local access networks in “target rich” precincts



AUSTRALIA

Our Australian Network



AUSTRALIA NETWORK / LIVE

Brisbane



DATA CENTRES

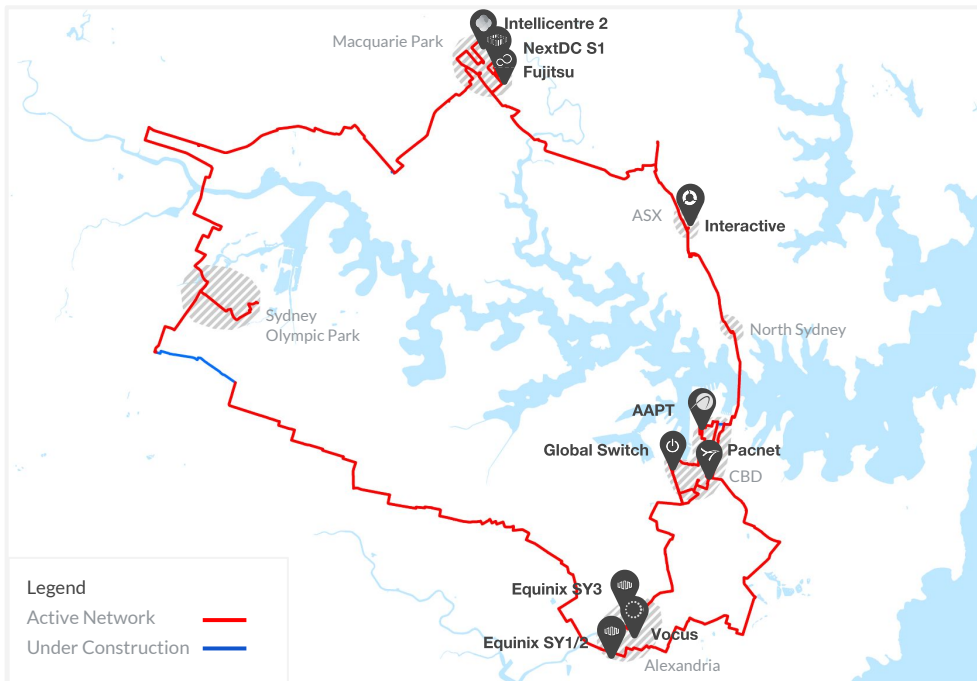
- ▶ Over the Wire - 100 Wickham Street
- ▶ PIPE DC3/DC4 - 148 Brunswick Street
- ▶ NextDC B1 - 20 Wharf Street
- ▶ CITEC - 317 Edward Street
- ▶ Primus DC - 127 Creek Street
- ▶ PIPE DC1/DC2 - 127 Creek Street
- ▶ Nextgen - 54 Alfred Street
- ▶ AAPT - 344 Queen Street

BUSINESS & TECHNOLOGY PARKS

- ▶ Central Business District
- ▶ Fortitude Valley

AUSTRALIA NETWORK / LIVE

Sydney



DATA CENTRES

- ▶ Fujitsu - 25 Waterloo Road
- ▶ NextDC S1 - 4 Eden Park Drive
- ▶ Equinix SY1/SY2 - 639 Gardeners Road
- ▶ Vocus - 59 Doody Street
- ▶ Equinix SY3 - 47 Bourke Road
- ▶ Pacnet - 133 Liverpool Street
- ▶ Global Switch - 400 Harris Street
- ▶ Macquarie IntelliCentre 2 - 15 Talavera Road
- ▶ Interactive - 39 Herbert Street
- ▶ AAPT - 55 Clarence Street
- ▶ Fujitsu Homebush - 4 Figtree Drive

BUSINESS & TECHNOLOGY PARKS

- ▶ Central Business District
- ▶ North Sydney
- ▶ ASX
- ▶ Macquarie Park
- ▶ Sydney Olympic Park
- ▶ Alexandria

AUSTRALIA NETWORK / LIVE

Melbourne



DATA CENTRES

- ▶ NextDC M1 - 826 Lorimer Street
- ▶ Interactive 1 - 1 Tarver Street
- ▶ Interactive 2 - 437 Williamstown Road
- ▶ Vocus - 55 Crockford Street
- ▶ MDC - 530 Collins Street
- ▶ Vocus - 530 Collins Street
- ▶ Primus/M2 - 55 King Street
- ▶ Nextgen - 22 Walsh Street
- ▶ Equinix ME1 - 600 Lorimer Street
- ▶ Datacom - 190 City Road
- ▶ AAPT - 376 Flinders Street

BUSINESS & TECHNOLOGY PARKS

- ▶ Central Business District
- ▶ Port Melbourne



SINGAPORE

Increased Network Coverage in Singapore

SINGAPORE NETWORK / LIVE

Singapore & CBD



DATA CENTRES & CABLE LANDING STATIONS

- ▶ Equinix SG 1 - 20 Ayer Rajah Crescent
- ▶ Global Switch - 2 Tai Seng Avenue
- ▶ Equinix SG 2 - 15 Pioneer Walk
- ▶ Digital Realty - 29A International Business Park
- ▶ Equinix SG 3 - 28 Ayer Rajah Crescent
- ▶ RacksCentral - 23 Tai Seng Drive
- ▶ Katong Cable Landing Station
- ▶ Singtel TUAS Cable Landing Station

BUSINESS & TECHNOLOGY PARKS

- ▶ Central Business District
- ▶ Suntec City
- ▶ Mapletree
- ▶ Fusionopolis/Mediapolis/Biopolis
- ▶ Kingsland



HONG KONG

The Gateway to China

WHY HONG KONG

Key Market Opportunity in APAC Region

GATEWAY TO ASIA AND MAINLAND CHINA

International springboard to Mainland China

MAJOR IP TRANSIT HUB FOR GLOBAL TRAFFIC

- ▶ Key Hub for International Internet Bandwidth/Connectivity
- ▶ 13 International Submarine cable systems
- ▶ Key DC Market in APAC Region - with 10 new DCs planned
- ▶ Large concentration of DCs in campus layout
- ▶ Mobile penetration rate of 233.3% - among highest in the world
- ▶ Average peak internet connection speed is 92.6Mbps (2nd fastest in the world)

GLOBAL FINANCIAL & BUSINESS CENTRE

Banking and Finance epicentre for Asia

REPRESENTS KEY MARKET OPPORTUNITY

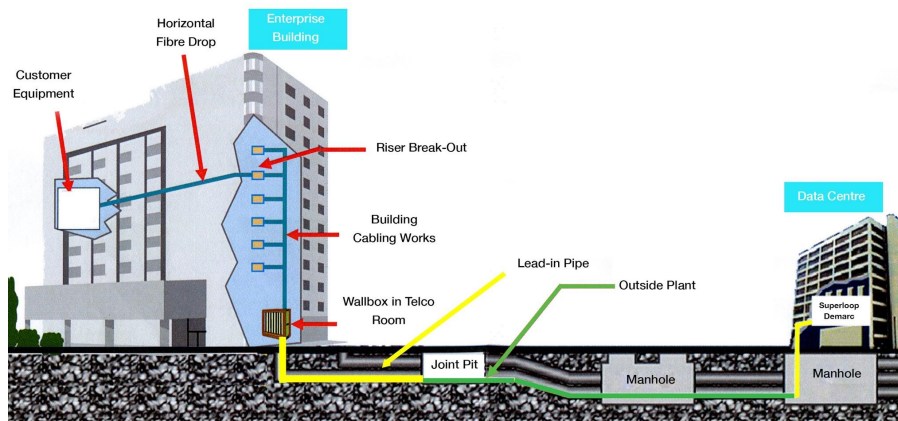
Superloop has secured a Hong Kong Unified Carrier Licence



Step Two:
**BUILD TOMORROW'S
ACCESS NETWORK**
TAKE THE CLOUD TO THE ENTERPRISE

PROJECT RED LION

Singapore Network Expansion



01

STRATEGIC OPPORTUNITY TO PROVIDE FIBRE SERVICES DIRECT TO ENTERPRISE CUSTOMERS

02

PHASE 1

Phase 1 budget of AU\$2m already approved to connect the first 25 buildings including 4 new data centres.

03

ANALYSIS & DESIGN

Design and budgets undertaken to connect over 100 buildings over multiple phases. Project is designed to leverage existing network and deliver a higher “service success rate” per enquiry and to improve cost and provisioning lead times for customers

04

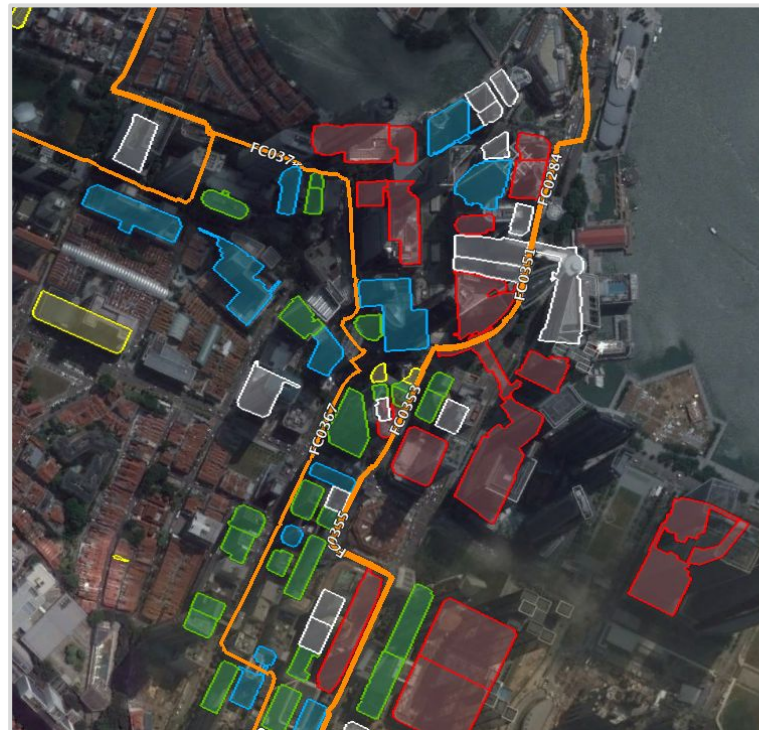
FUTURE PHASES

Opportunity to increase network coverage by connecting additional high-value buildings and expanded product set via leveraging the systems and capability from the acquisition of APEXnetworks. Further phases are actively being considered for completion in 2016.

PROJECT RED LION

Extending to the Enterprise in Singapore

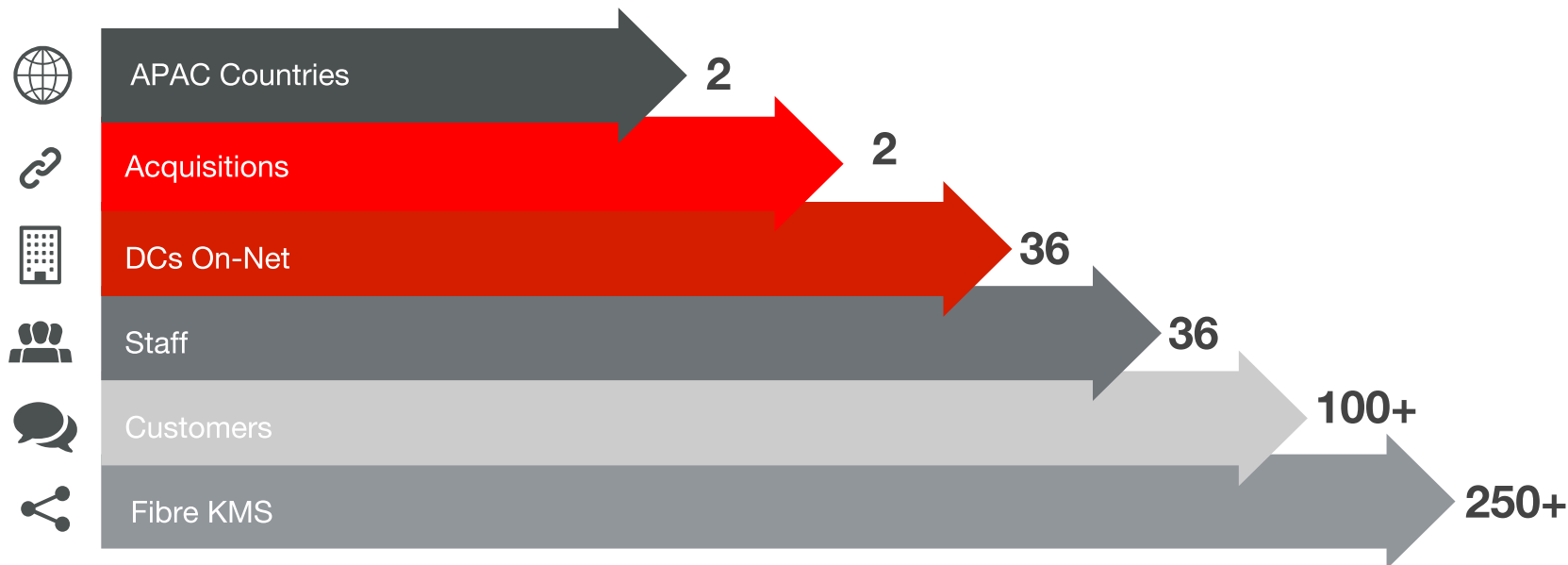
- ▶ While DC to DC connectivity is important and strategic, the continued push from data centre hosted cloud offerings to the enterprise is accelerating
- ▶ Significant growing opportunity still exists to service traditional “B end” connectivity for network providers
- ▶ Emerging opportunity to extend new age “elastic interconnection” into enterprise buildings
- ▶ Limited competition and significant opportunity for Superloop to be a provider of choice in Singapore for international network and cloud providers
- ▶ Top 25 commercial buildings based on customer feedback already under construction with a further 50 being evaluated
- ▶ Total incremental investment for additional 75 buildings in Singapore would be less than 15% for the core asset due to strategic value in owning the duct and location of the asset in highly strategic areas





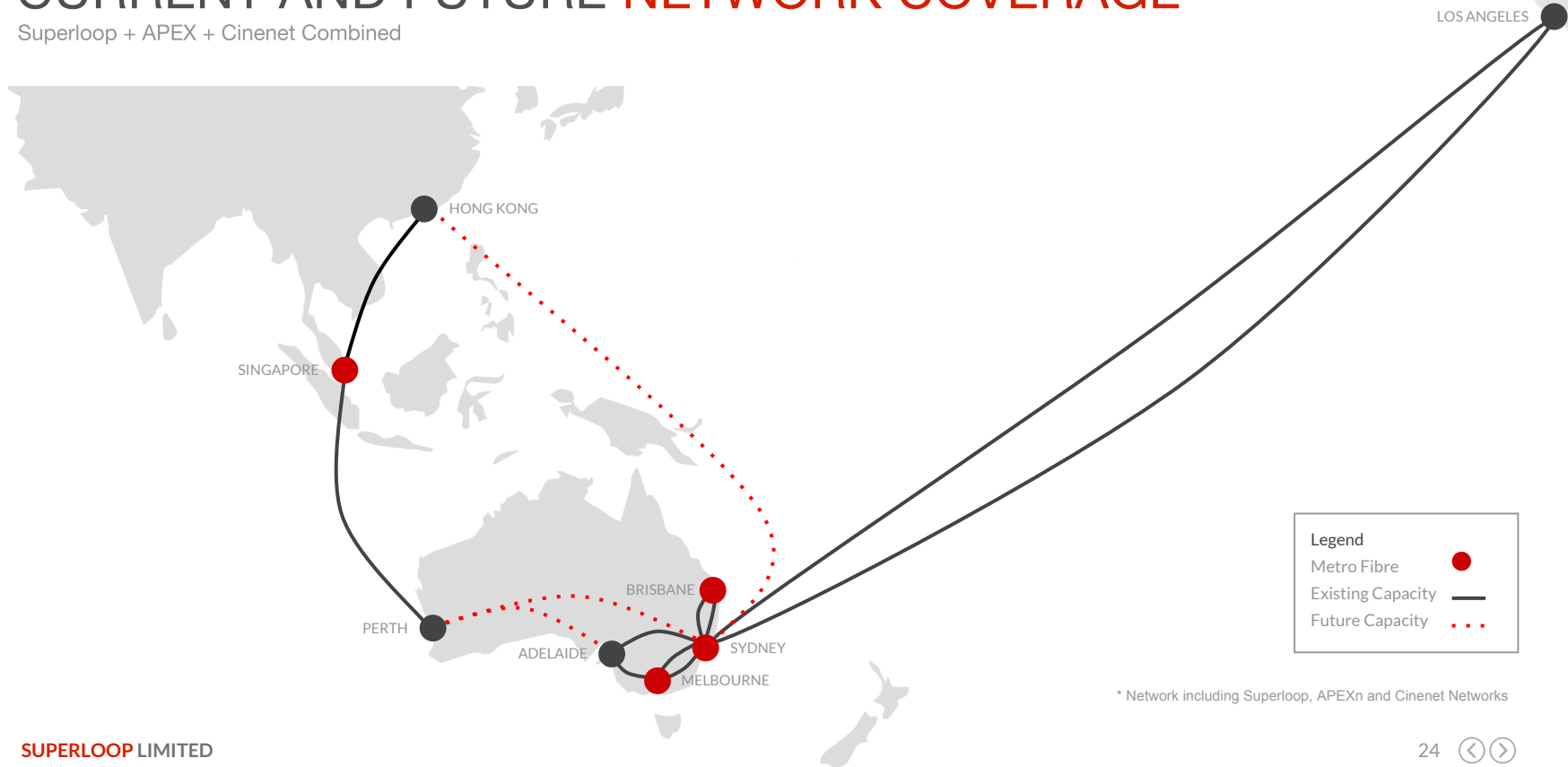
Step Three:
BUILD SCALE [QUICKLY]

ALL THIS IN JUST OVER 12 MONTHS



CURRENT AND FUTURE NETWORK COVERAGE

Superloop + APEX + Cinenet Combined



CURRENT NETWORK COVERAGE

In less than 12 months



1	Brisbane	10km	7 DCs
2	Sydney	96km	11 DCs
3	Melbourne	28km	10 DCs
4	Singapore	117km	8 DCs
5	Hong Kong*	0km	0 DCs

* Superloop obtained Unified Carrier Licence to operate in Hong Kong on 7th August, 2015 and has no operating network to date



LOOKING FORWARD

LOOKING FORWARD



- ▶ Integrate acquisitions to deliver transaction synergies and further develop product and service capability through continued development in the APEXN NMS platform
- ▶ Continuing to expand access networks to major commercial buildings in Singapore under Project Red Lion
- ▶ Contracted annualised revenues already expected to be near or exceed \$10m per year at the commencement of the 2016/17 financial year
- ▶ Demand for dark fibre services is strong in Singapore with over 50 opportunities and a unweighted sales pipeline in excess of \$25m of Total Contract Value
- ▶ Doubling of sales force within the next 6 months and development of channel program to help close existing opportunities and further build sales pipeline
- ▶ Final stages of network design and negotiations for entry into Hong Kong market
- ▶ Continue to evaluate new markets and potential acquisitions that the company believes are of strategic value and enhance shareholder value
- ▶ Potential Rebrand to more closely align the businesses
- ▶ Build full Software Defined Network and API Capability into the access network product

THANK YOU

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