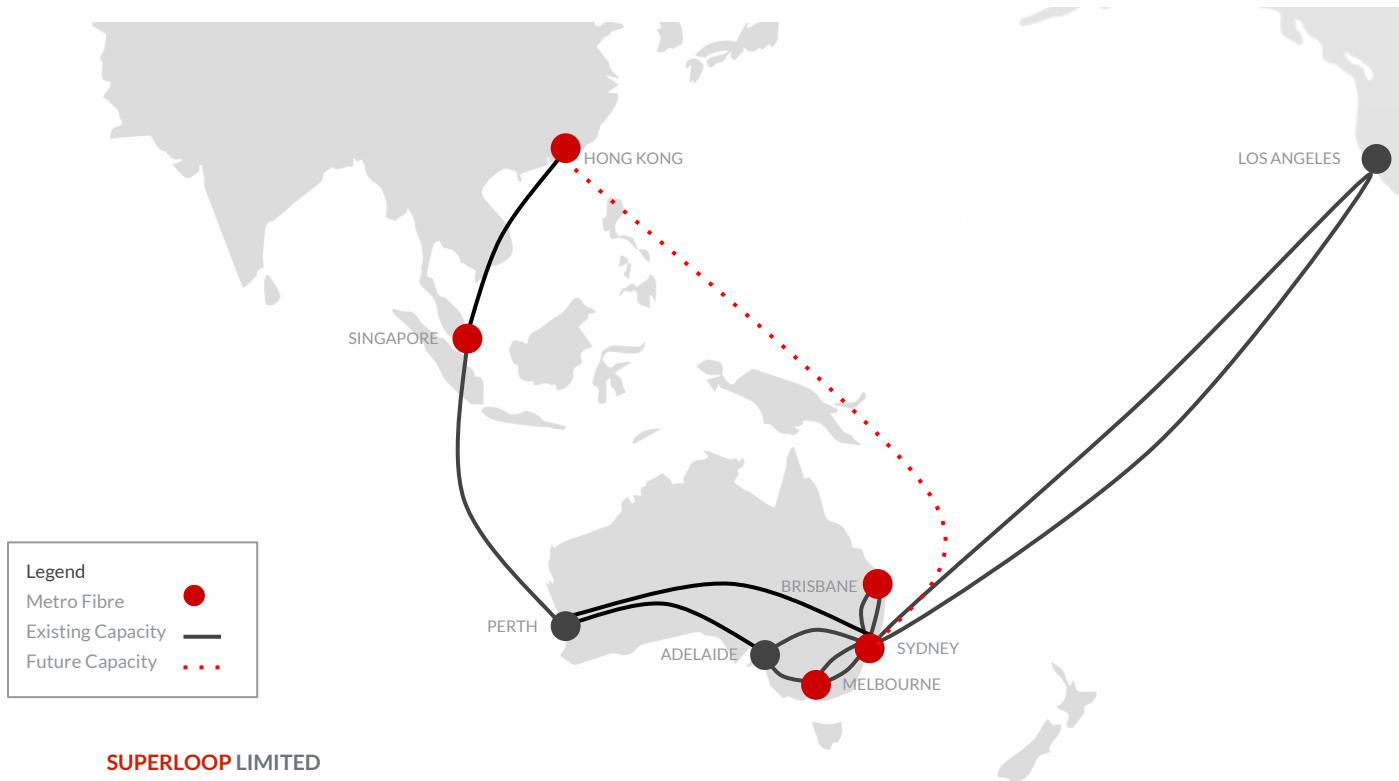# superloop

FY 2016 Results Presentation

29 August 2016

RIGHT INDUSTRY, RIGHT REGION

The industry within which we operate has strong structural growth drivers. We expect to benefit from the growth in transmission and storage of data including increased bandwidth requirements from the rise in cloud computing, video on demand and the increase in internet connected devices.

The Asia Pacific region is predicted to overtake North America as the largest generator of cloud traffic in the world and Hong Kong and Singapore have become the established hubs for data centres and international submarine cable capacity in the region.

INTERNATIONAL NETWORK

HONG KONG

SINGAPORE

LOS ANGELES

BRISBANE

PERTH

ADELAIDE

SYDNEY

MELBOURNE

Legend
Metro Fibre
Existing Capacity
Future Capacity

SUPERLOOP LIMITED

INTERNATIONAL NETWORK (AS OF JUNE 2016)

International network able to deliver end to end connectivity solutions for carrier/wholesale and enterprise customers in Australia, Singapore, Hong Kong and the United States

KEY OPERATIONAL MILESTONES - FINANCIAL YEAR TO 30 JUNE 2016

$11.9m

SCALING RETURNS
Singapore and Australia monthly recurring revenue covering direct network operating costs

SCALING RETURNS
Contracted annualised recurring revenue over $11.9m at 30 June 2016

CORPORATE
Completed integration of APEXN and CINENET acquisitions

SALES/PRODUCTS
Launched new products including Wavelength and Ethernet Backhaul

SALES/PRODUCTS
Sales team ramping up in line with plans to manage growing opportunity pipeline

INFRASTRUCTURE
Hong Kong core network construction 38% complete (TKO Industrial Estate campus 91% complete) and on track for December 2016 completion

INFRASTRUCTURE
Core fibre networks in Singapore and Australia completed and live. Hong Kong network on track

38%

INFRASTRUCTURE
TKO Express (HK) domestic submarine cable crossing project on track for January 2017 completion

INFRASTRUCTURE
Project Red Lion (SG) delivering on-net footprint focusing on up to 100 key enterprise buildings, with 14 buildings connected

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FY16 Results

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Business Performance

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Strategic Network Expansion

05
Outlook & Priorities

01

FY16 Result

FY16 PROFIT & LOSS SUMMARY

Revenue generated from active customers on live networks

	FY16 ($m)	FY15* ($m)
Revenue & gains from transactions with customers[1]	7.0	0.0
Direct network costs	(5.1)	(0.3)
Gross profit	1.9	(0.3)
Indirect operating costs	(7.6)	(3.3)
EBITDA[2]	(5.6)	(3.5)
Depreciation & amortisation	(1.9)	(0.6)
Net loss before tax	(7.2)	(1.2)
Contracted annualised revenue at 30 June	11.9	1.8

★ *Previous corresponding period 28 April 2014 to 30 June 2015*
1. *Includes $0.7m gain on disposal of fibre pairs in Singapore to a customer*
2. *Earnings before interest, tax, depreciation, amortisation and foreign exchange gains/losses*

Significant growth in revenue as customer services are live and acquisitions are integrated

Contracted annualised revenue approaching direct and indirect cost base

BALANCE SHEET

($m)	June 2016	June 2015
Cash & term deposits at 30 June	**45.9**	**18.0**
Property, plant & equipment	66.9	33.6
Intangibles	12.4	4.3
Total assets	126.9	56.4
Borrowings	-	-
Net assets	**119.7**	**53.8**
NTA per share	$0.84	$0.55
Cash invested in property, plant & equipment during the year	30.7	31.9

Supercharging our network to drive further growth in customer acquisition, now and in the future

Cash up to $45.9m due to successful capital raisings

Well funded for continued investment in infrastructure

02

Business Performance

PERFORMANCE FINANCIAL YEAR 2016 (to 30 JUNE 2016)

FIBRE
378km
↑
UP 105%
SINCE 1 JULY 2015

540km+
DECEMBER 2016

DATA CENTRES
52
↑
UP 41%
SINCE 1 JULY 2015

75+
DECEMBER 2016

REVENUE
$11.9m+
↑
UP 558%
SINCE 1 JULY 2015

annualised contracted recurring
revenue at 30 June 2016

↑
DECEMBER 2016

MARGIN
27.6%
↑
UP 27.6%
SINCE 1 JULY 2015

gross margin:
revenue less direct network costs

↑
DECEMBER 2016

Strong growth across key operating metrics
at 30 June 2016

Contracted annualised revenue at 30 June 2016 ($m)	Invoicing annualised revenue at 30 June 2016 ($m)	On-net revenue %	Fibre installed (km)
11.9	**9.7**	**28**	**378**

Data centres connected (#)	Average fibre cores **AU: 288** **SG: 624** **HK: 2,000**	Utilisation (%)	Number of customers (#)
52		**12.9**	**160**

THE POWER OF INFRASTRUCTURE - SINGAPORE

How additional revenue is translating to significantly increased margin due to low
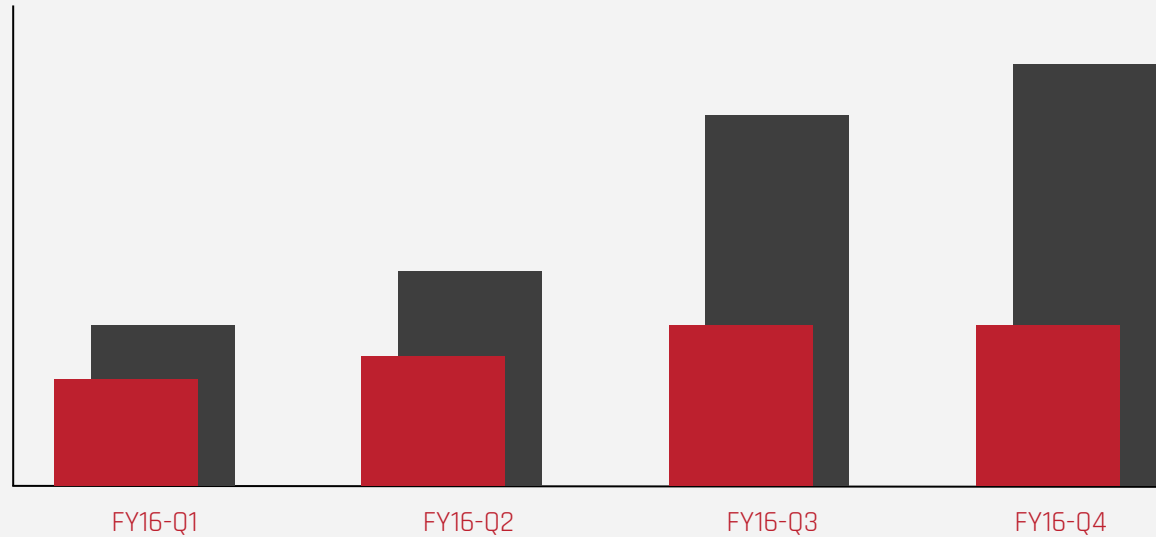incremental operating costs associated with selling available capacity

8.6x
increase in contracted
gross margin for
incremental on-net
dark fibre
[Q4 on Q1]

Singapore Network
Increase in revenue compared to direct costs (Singapore)

■ Annualised contracted revenue
■ Annualised network costs

FY16-Q1   FY16-Q2   FY16-Q3   FY16-Q4
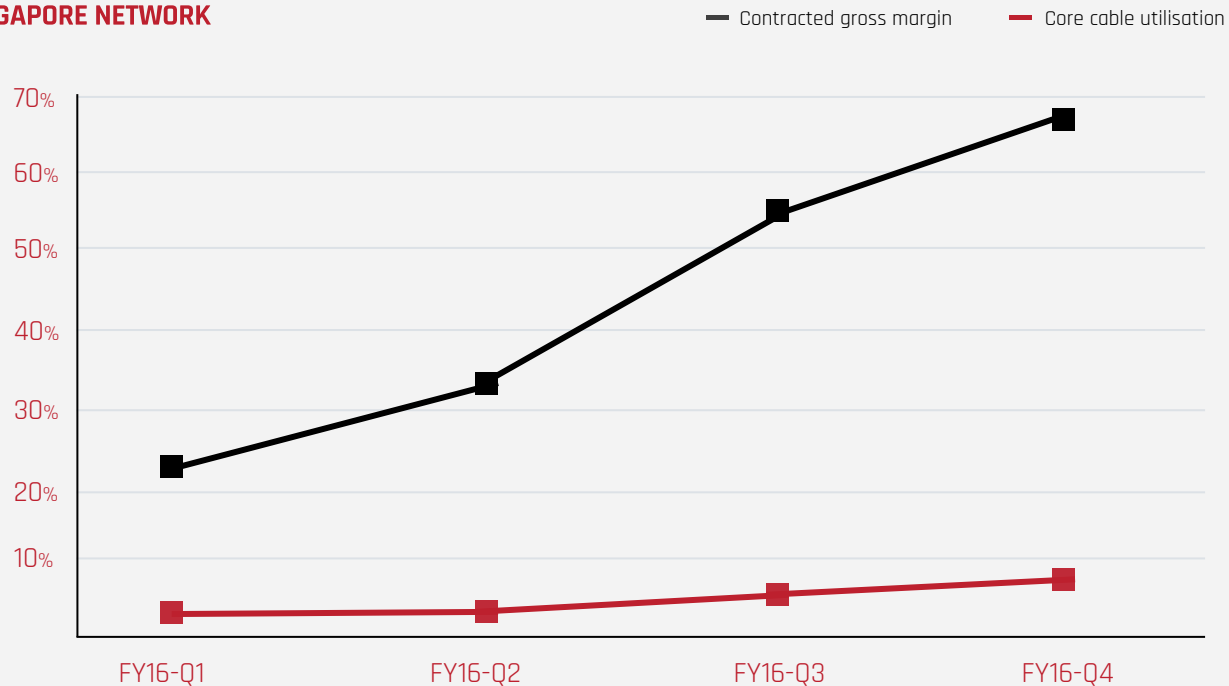
63%

CONTRACTED GROSS MARGIN

Incremental new on-net sales have a high gross margin (>85%)

~8%

CABLE UTILISATION

Core cable utilisation is low, with significant spare capacity to sell more

SINGAPORE NETWORK

■— Contracted gross margin   ■— Core cable utilisation

SALES UPDATE

$11.9m+

Contracted annualised recurring revenue
at 30 June 2016 (up)

Contracted annualised recurring revenue over $11.9m at 30
June 2016

81.7% of contracted revenue being invoiced at 30 June
2016

Number of customers up to 160

Demand pipeline strong with over 120 opportunities and an
unweighted qualified sales pipeline in excess of $41m Total
Contract Value

Key strategic sales opportunities in Singapore and Hong
Kong progressing with key account management

Doubling of sales force underway to help close existing
opportunities and further build sales pipeline

Launching indirect sales channels and partner programs to
assist partners leverage our infrastructure for their
customers

+37%

Increase in qualified (unweighted) pipeline
since December 2015

Innovative products being deployed to meet customer
demand

Increased focus on marketing campaigns with particular
focus on driving on-net sales

Appointed GM Sales and Marketing, Mr Steve Bond,
former IBM executive, to accelerate business
development, strategic sales and marketing programs

Sales performance from APEXN and CINENET strong and
continuing to grow above plan

To date, we have delivered network
services that have exceeded ITU.T
specifications enabling our customers
to leverage these advantages to
deliver better engineered solutions

DARK FIBRE
LIVE

Dark Fibre is a dedicated fibre-optic connection between two end-points. The fibre is provided without any transmission equipment. The customer has the freedom to deploy and maintain any hardware of their choice to fit their business needs, even if they change during the contract term.

ETHERNET BACKHAUL
LIVE .SG

Ethernet Backhaul is a layer 2 point-to-point service connecting data centre sites and cable landing stations. It is a carrier centric service delivered over a high capacity and low latency Ethernet core which is protected over Superloop's diverse fibre paths. Bandwidth capacity can be easily scale between 1Gbit/s to 10Gbit/s.

WAVELENGTH
LIVE .SG

Wavelength provides a dedicated circuit provisioned between two locations using dense wavelength division multiplexing (DWDM) technology and Superloop's fibre network. Interface support includes both Ethernet and SDH in increments between 10GBits/s and 100GBit/s.
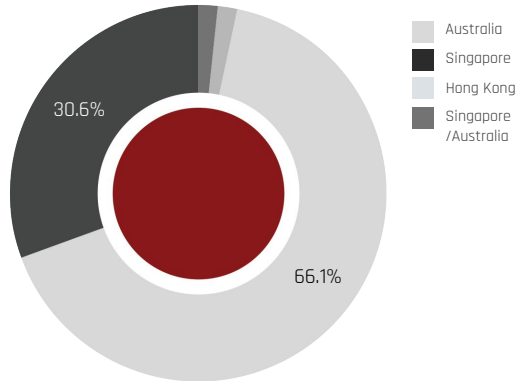
ETHERNET ACCESS
Q3 2016

Ethernet is the preferred solution for many carriers and enterprise businesses to deliver their services to end customers and access the cloud. It is a trusted platform for providing reliable wide-area network (WAN) connectivity due to their cost-efficiency and scalability to support a broad range of applications.

CUSTOMER PROFILE

Superloop fibre products (excluding APEXNetworks & CINENET)

Legend (left chart):
- Australia
- Singapore
- Hong Kong
- Singapore/Australia

30.6%
66.1%

Legend (middle chart):
- Australia
- Singapore
- Hong Kong
- Singapore/Australia

42%
55.3%

Legend (right chart):
- Telecoms
- Technology
- Finance
- Media
- Other

9.7%
72.6%

CUSTOMERS BY REGION

Customers by region is currently dominated by Australia with Singapore and Hong Kong growing as the networks become more established
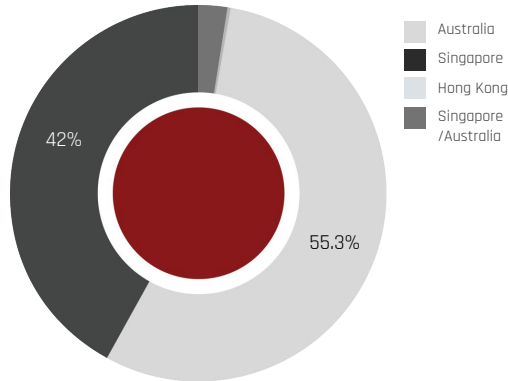
TCV BY REGION

Total Contract Value by region shows the impact of the greater value per contract in Singapore and Hong Kong
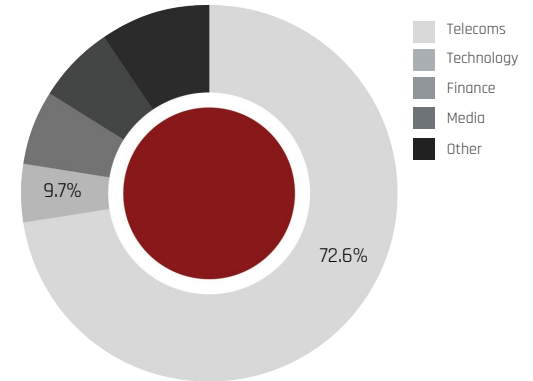
CUSTOMERS BY SEGMENT

Current customer segmentation is dominated by telecommunications and technology providers. As our networks connect to more enterprise buildings, our customer base will shift towards finance and media companies

03

Network Update

GATEWAY TO ASIA AND MAINLAND CHINA

International springboard to Mainland China and also gateway for Mainland China to the rest of the World

Key DC Market in APAC Region - with 10 new DCs planned	13 International Submarine cable (telecommunication) systems	Key Hub for International Internet Bandwidth/Connectivity	International Competitiveness **#1**
Large concentration of DCs in multi-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)	International Trade **#2**

SPRINGBOARD TO SOUTH-EAST ASIA

International springboard to and gateway between Asia and Europe

Key DC Market in APAC Region - with 7 new DCs planned	15 International Submarine cable (telecommunication) systems	Key Hub for International Internet Bandwidth/Connectivity	International Trade **#1**
#2 busiest shipping port in the world	Major Financial Hub for and Regional HQ for many of the world's largest companies	Major investment and success in attracting major technology and media businesses	International Competitiveness **#4**

SINGAPORE INVESTMENT

Singapore is home to more than 80 of the top 100 software and services companies. Many of them, including the top 15 software companies, have regional or Asia Pacific headquarters in the region.

As a major global data management hub it features 15 international submarine cable systems and >50% of commercial carrier & carrier neutral data centre space in South East Asia

132 km of Superloop fibre is installed and 8 data centres, 2 cable landing stations and 14 strategic commercial enterprise buildings are now connected (of initial target of 25 buildings)

IO Data Centre

SGX
Singapore Exchange

Racks Central

Global Switch

Katong CLS

Digital Realty

Kingsland DC

Equinix SG2

Equinix SG3

Equinix SG1

Tuas CLS

● Buildings

— Active Network

— Under Construction

HONG KONG INVESTMENT
(completion in Dec 2016)

Gateway to Asia & Mainland China & Global Leader in Digital Economy

Constructing ~110km fibre optic network providing a backbone network of 2,000 cores with scale and reach initially connecting 30 key strategic sites/DCs with provision to add sites for future expansion

NEW TERRITORIES

TSUEN WAN

KOWLOON

KOWLOON BAY

TSEUNG KWAN O

QUARRY BAY

CENTRAL

WANCHAI

CHAI WAN

HONG KONG ISLAND

● Data Centres
● Finance Buildings
● Major Buildings

AUSTRALIAN NETWORK
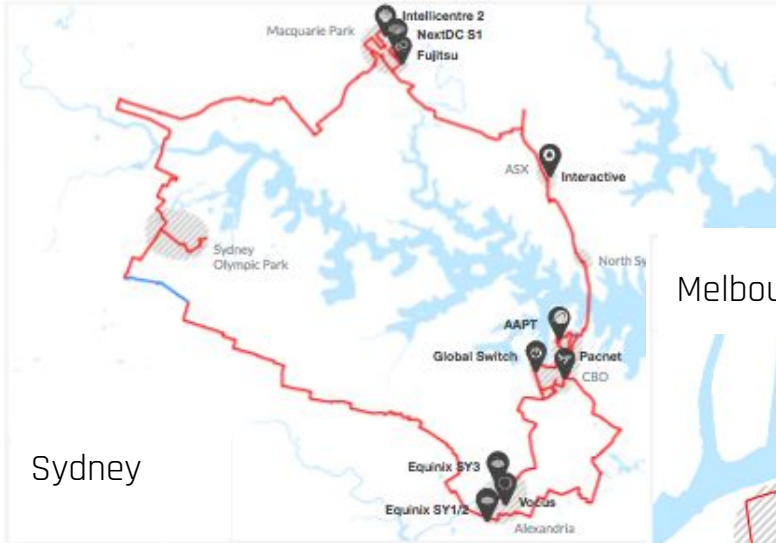
Brisbane

Sydney

Melbourne

AUSTRALIAN NETWORK (completed Sep 2015)

Backbone network with 288 cores of fibre connecting 40 data centres across Sydney, Melbourne and Brisbane

Ability to breakout and extend network to new enterprise buildings and data centres

04

Strategic Network Expansion

SINGAPORE EXCHANGE EXPANSION

Investment
$5.9m

Pre-committed/initial Annual Revenue
$770k
Initial pre-committed contracted revenue
(total contract value $3.5m over 5 years)

OPPORTUNITY

The SGX (Singapore Exchange) low latency, diverse loop (17km, diverse paths) is a **customer led expansion of Superloop's core Singapore network**, connecting 4 strategic locations including the Singapore Exchange, iO and NTT data centres.

Over 70 members of the Singapore Exchange (key financial services segment) will have access to Superloop's network, enabling connectivity to any other point on the network.

Initial Yield
13.0%
Initial annual gross yield (at very low utilisation)

Utilisation
~2.0%
Initial utilisation of expanded loop

Spare Capacity
~98%
available for sale

Network expansion profitable at gross profit level at 1% utilisation

TKO INDUSTRIAL ESTATE & ADJACENT PRECINCT

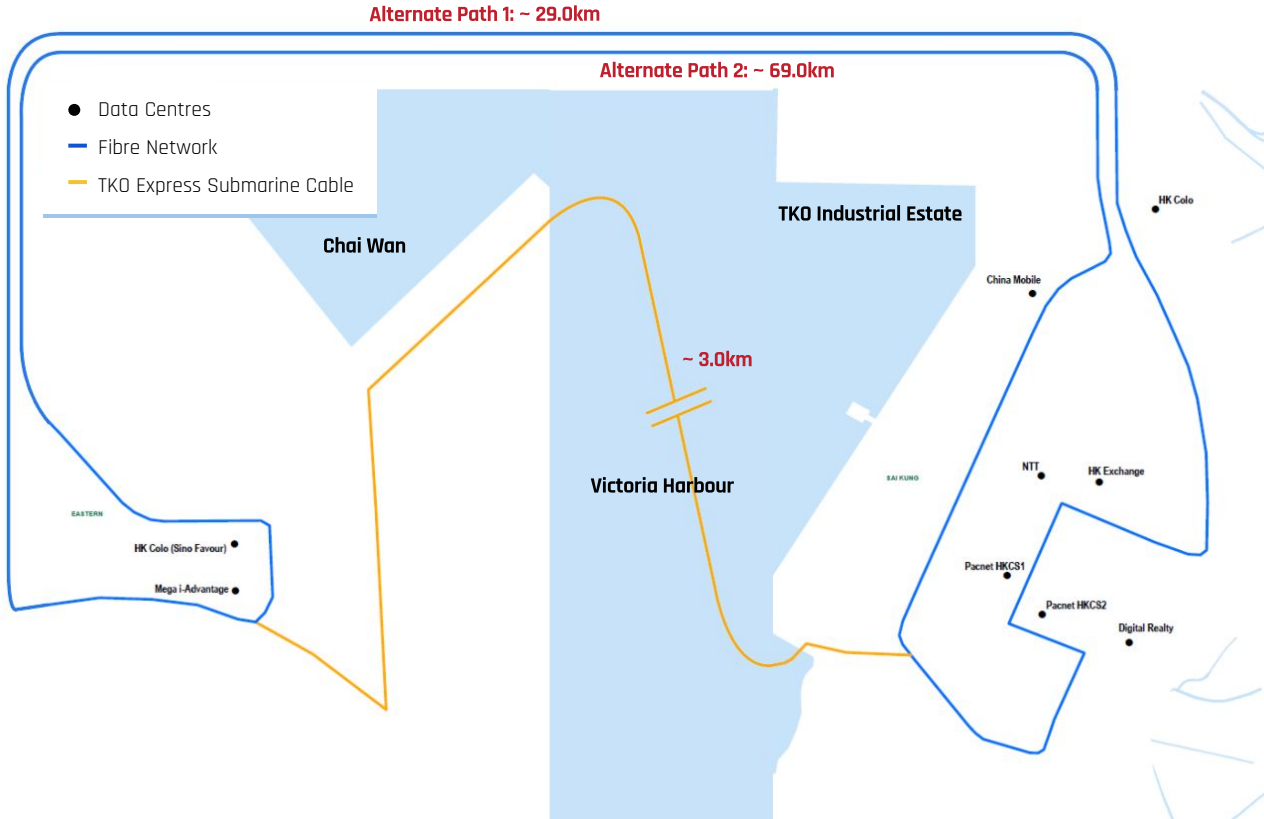Major hub for financial, media, technology and data centre companies

DATA CENTRES

Global Switch
Digital Realty/Savvis
NTT
Pacnet
Pacnet Landing Station
HK Colo
i-Advantage/Sunny Vision
China Mobile
Town Gas Telecom
China Unicom
China Telecom International

FINANCE AND MEDIA

HK Stock Exchange DC
HSBC Data Centre
Next Media
TVB Media
Sha Movie City Media

APG SCS

ASE CLS

EAC C2C CLS

Victoria Harbour

Waterfront Site (Marine access)

★ Existing Data Centres (9)
★ Data Centres Under Construction (4)
★ Media (7)
★ Cable Landing Stations (3 for 5 cables)
☆ Future Cable Landing Station (1)
● Site not yet leased – will be later

PROPOSED TKO EXPRESS

Alternate Path 1: ~ 29.0km

Alternate Path 2: ~ 69.0km

- ● Data Centres
- — Fibre Network
- — TKO Express Submarine Cable

Chai Wan

TKO Industrial Estate

~ 3.0km

Victoria Harbour

HK Colo

China Mobile

EASTERN

SAI KUNG

NTT   HK Exchange

HK Colo (Sino Favour)

Mega i-Advantage

Pacnet HKCS1

Pacnet HKCS2

Digital Realty

CONNECTING CHAI WAN TO TKO. TECH HUB

TKO Express is a new domestic submarine cable designed to provide the most direct path between Superloop's core network in the data centre campuses of Chai Wan and Tseung Kwan O (TKO) Industrial Estate tech hub

TKO Industrial Estate is the new major hub for financial, media, technology and data centre companies in Hong Kong with 13 data centres existing or under construction. It is also becoming a major hub for submarine cable landing stations, already terminating EAC, ASE, and APG submarine cables with more planned in the near future

Formal Superloop Board approval for project now received with one remaining external approval required

TKO Express cable creates much needed physical diversity and a new low latency path to HK's major finance and technology hubs (important for high frequency traders based on Hong Kong Island)

26

05
Outlook & Priorities

OUTLOOK / PRIORITIES

CORPORATE

Deliver further transaction synergies from APEXN and CINENET acquisitions

Review alternate funding sources for future network expansion and possible M&A activity

Seeking Board member with significant Asian industry experience

INFRASTRUCTURE

Complete installation of remaining Hong Kong core network and TKO Express submarine cable

Expand access networks to major commercial buildings in Singapore and Hong Kong

SALES/PRODUCTS

Execute key strategic sales opportunities in each market to leverage strategic network assets

Increase product development that leverages existing infrastructure and relationships for a greater share of wallet

SCALING RETURNS

Absolute focus on achieving EBITDA breakeven as quickly as possible

Continue to evaluate new markets and potential acquisitions that the Company believes are of strategic value

Superloop's infrastructure is highly scalable

As utilisation increases, additional revenue translates directly to increased margin and yield

Superloop has established a platform to leverage core infrastructure assets to drive customer acquisition and revenue growth

THANK YOU

ADDITIONAL INFORMATION
For further comment or other information please contact:

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Telephone: +61 7 3088 7300

Email: investor@superloop.com

Superloop is a **leading independent owner and provider** of connectivity services in the Asia Pacific region