ASX Announcement

19 May 2017

Morgans Telecoms and Technology Day Presentation

Superloop Limited (**ASX: SLC**) attaches a copy of a presentation made by Executive Director, Mr Jason Ashton, to the Morgans Telecoms and Technology Day.

ADDITIONAL INFORMATION

For further comment or other information please contact:

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About Superloop

Superloop is a leading independent provider of digital services in the Asia Pacific region.

The Group owns and operates over 540km of fibre networks in Australia, Singapore and Hong Kong, connecting over 70 of the region's key data centres. The network is continually expanding with further diverse connections recently completed to the Singapore Exchange, IO and NTT data centres in Singapore.

In Hong Kong, Superloop has established a 110km fibre optic network to initially connect 30 strategic sites including the Hong Kong Stock Exchange data centre. The Company has constructed TKO Express, the first submarine cable to connect the traditional carrier hotels located in Chai Wan on Hong Kong Island and the data centre campus located at Hong Kong Science and Technology Park's Tseung Kwan O Industrial Estate on the mainland, providing much needed physical diversity and a low latency path between Hong Kong's major finance and technology hubs. TKO Express is the world's largest fibre core count subsea cable system.

The Group also operates businesses including BigAir Group, APEXNetworks and CINENET Systems.

For more information, visit: www.superloop.com

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Superloop is a leading independent provider of digital services across the Asia Pacific region

SUPERLOOP GROUP - leading independent provider of digital services in Asia

Platform for the delivery of scalable services across the Asia Pacific region

$90m+	**Annualised revenue**[1] **-** being invoiced across Hong Kong, Singapore and Australia
2,300+	**Customers -** Wholesale, technology, financial services, education, health, resources & construction
3 Countries	**Only telco that owns last mile fibre in -** Singapore, Hong Kong, Australia
300+	**Wireless PoPs -** Across Australia
300+	**Staff -** across 8 locations
$500m+	**Market Cap -** $500million+, ASX 300

1.   *Annualised revenue based on BigAir 1H17 revenue plus Superloop December 2016 recurring invoiced revenue*

OVERVIEW OF THE SUPERLOOP GROUP

Superloop and BigAir infrastructure supports cloud & managed services offering

superloop — **1**

Superloop owns extensive fibre-optic network assets in Australia, Singapore and Hong Kong

Superloops core business is building and operating fibre-optic networks across APAC, interconnecting major enterprise buildings, campuses and data centres.

The BigAir acquisition in December 2016 provided significant critical mass to scale Superloop's Australian footprint into additional locations, at low cost due to BigAir's extensive customer base.

Superloop is a leading provider of the "big pipes".

BigAir — **2**

BigAir is the largest independent operator of B2B fixed wireless infrastructure in Australia

BigAir has built a completely independent "last mile" wireless infrastructure network that can extend fiber-optic services into locations that are difficult or costly to reach at speeds up to 1Gbps and beyond.

The combination of Superloop's fibre assets and BigAir's wireless network provides wholesale and enterprise customers with a genuine alternative for high-speed connectivity in metropolitan and regional Australia.

MANAGED SERVICES — **3**

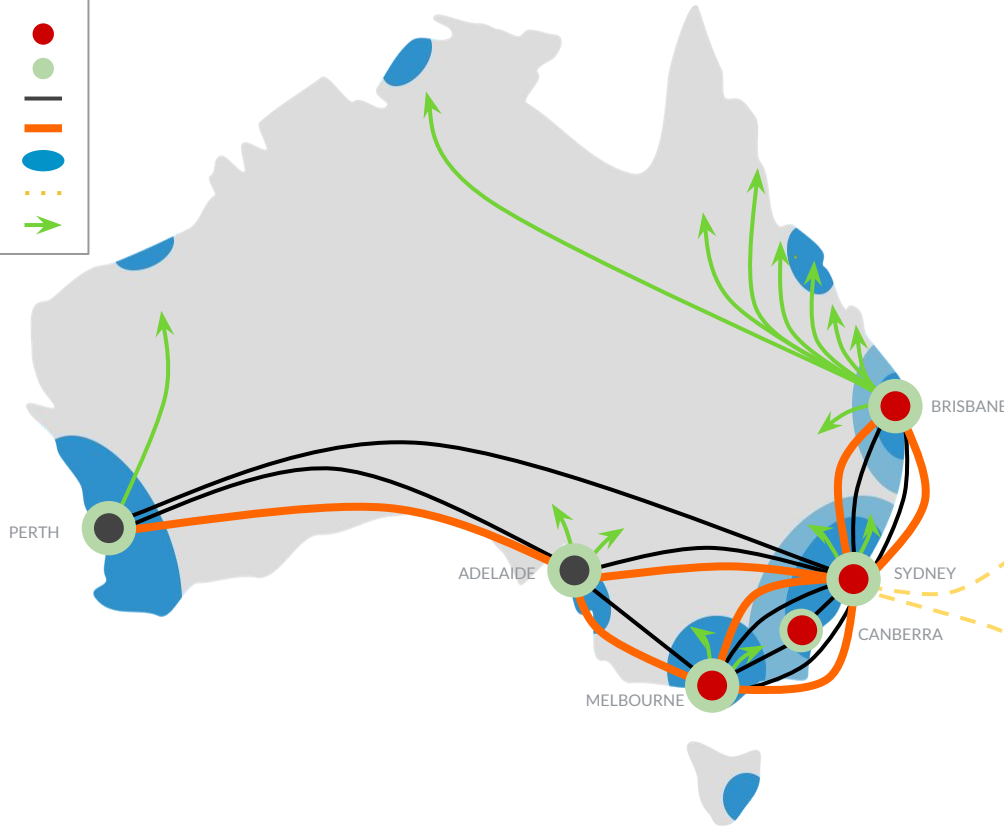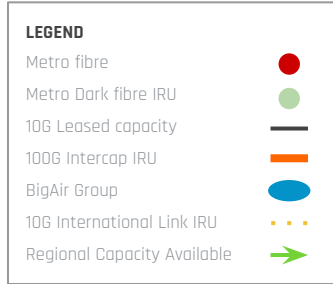BigAir's cloud & managed services business

The CMS business units provide fully integrated & managed service offerings that leverage the infrastructure assets within the SLC group with solutions designed for the medium enterprise & corporate segments.

The managed service offerings include connectmy.net which is Australia's largest provider of Managed WiFi to tertiary education and CyberHound which is the leading provider of CyberSafety to primary and secondary education.

connectmy.net — CYBERHOUND

COMBINED AUSTRALIAN NETWORK

Truly national footprint with extensive regional capacity (available July 2017)

LEGEND

- Metro fibre
- Metro Dark fibre IRU
- 10G Leased capacity
- 100G Intercap IRU
- BigAir Group
- 10G International Link IRU
- Regional Capacity Available

PERTH

ADELAIDE

MELBOURNE

BRISBANE

SYDNEY

CANBERRA

- 10x increase in capacity on existing intercapital and international bandwidth

- 100 Gbps of regional capacity able to be deployed to most regional centres including NBN PoI's and existing or future BigAir wireless PoP's

- Additional dark fibre capacity being made available to rapidly service BigAir PoP's sites as well as enterprise building opportunities

- Investment completed with very low ongoing cost structure already covered by identified synergies

- 80%+ capacity available for future sales opportunities with very little/no material increase to operating cost

- Minimises additional capital investment and time to market requirements for the Australian market
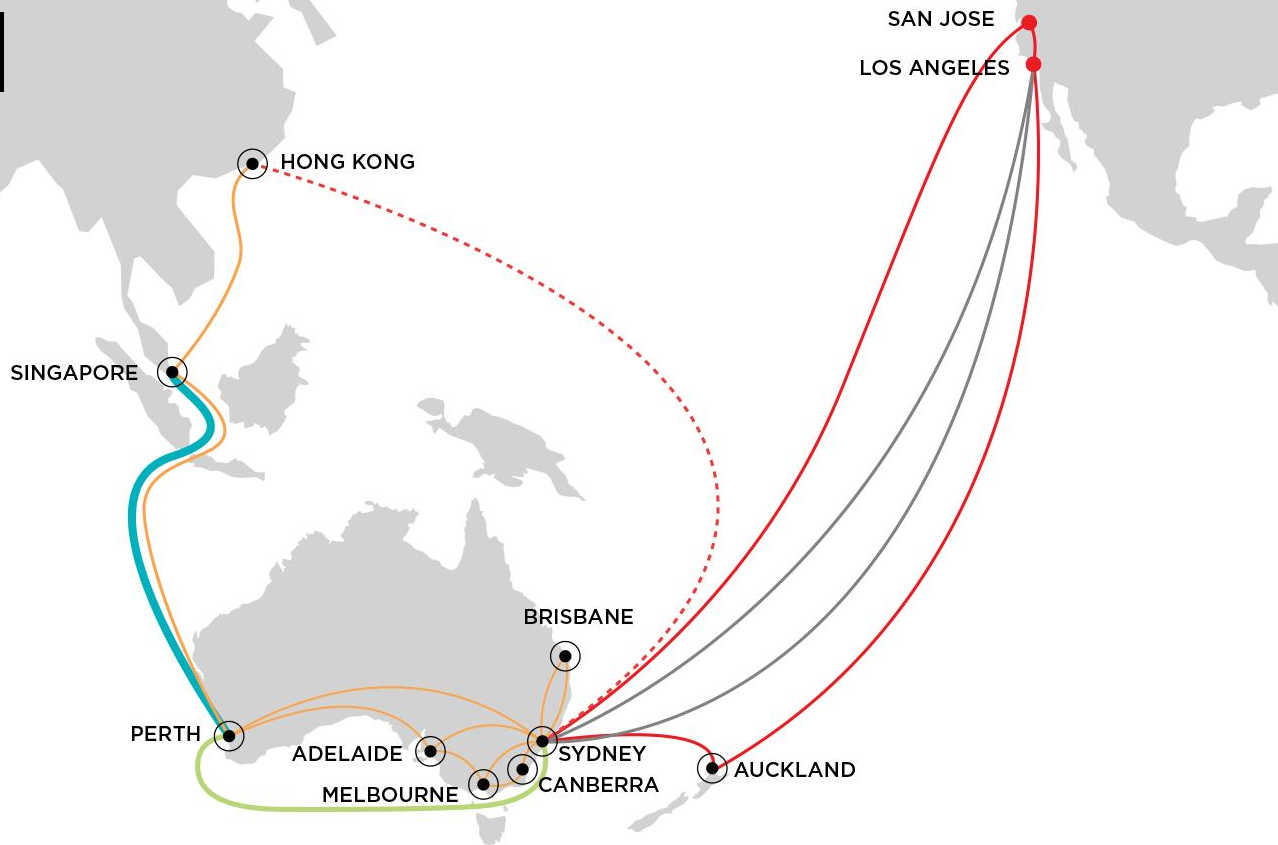
EXPANDED INTERNATIONAL NETWORK

INTERNATIONAL NETWORK

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

Legend

Metro fibre	⊙
Current IRU capacity	── (orange)
INDIGO West	── (blue)
INDIGO Central	── (green)
Leased capacity	── (grey)
Future IRU capacity	── (red)
Future capacity	- - - (red dashed)

"SLC has access to extensive fibre-optic networks - so why do we still need wireless?"

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Fire erupts at core Telstra Chatswood exchange

By Allie Coyne
Feb 2 2017
1:51PM

2 Comments

RELATED ARTICLES

Telstra begins temporary restoration after Parklea fire

Telstra admits thousands of NBN users were shafted on speeds

Telstra lifts lid on robotic software deployments

Telstra hit by Parklea exchange fire

Updated: Affects services nationally.

A fire broke out in Telstra's exchange in the Sydney suburb of Chatswood on Thursday afternoon, downing mobile and fixed services for customers nationwide and causing text messages to be sent to the wrong recipients.

At around 1:40pm on Thursday afternoon Telstra advised that power equipment at the Chatswood facility had been damaged by the fire.

It said it was working to resolve the issue as soon as possible.

Both mobile and fixed-line services were impacted nationwide.

The exchange issues delayed flights, shut down train lines in NSW, shuttered government and education services, and brought businesses across the country to a standstill.

itnews
FOR AUSTRALIAN BUSINESS

Fixed Wireless is a natural "extension" for fiber-optic networks

Fixed Wireless is often the primary service where fiber is not available or too expensive
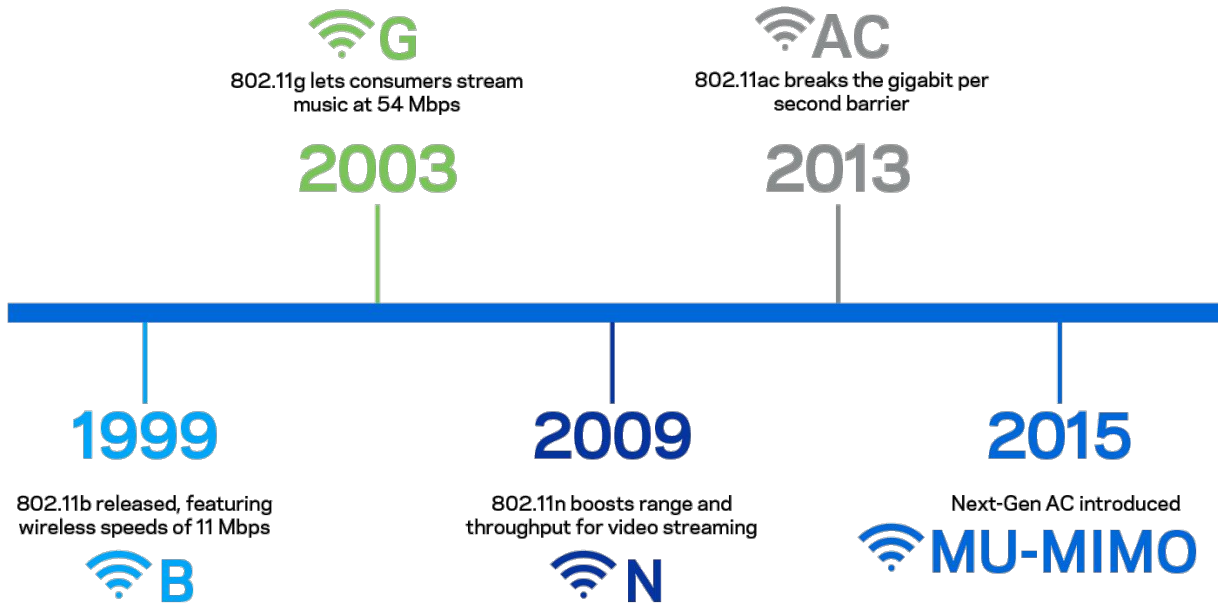
3 Superloop Dark Fibre is being connected to all metro POPs

1 Fixed Wireless service is delivered to Enterprise building via rooftop mounted radio

Customer

Customer

POP

4 Interconnected with Superloop backbone networks and wholesale customers

POP

Customer

2 Fibre and microwave links connect each POP

POP

Interconnect

Internet

5 Wireless services can be integrated into a WAN with fixed line services

Wholesale customers (Telcos and ISPs)

Fault tolerant network design

- BigAir + Superloop now offers best in class carrier diversity for Enterprise buildings and customers

- Best practice redundant node design & deployment

- Seamless Fail-Over & Fail-Back service delivery

- Traffic engineering enables 'smart' load distribution across multiple links

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In just 20 years WiFi speeds have increased from 2 Mbps to 3600 Mbps

New generations are released on average every 5 years

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G
802.11g lets consumers stream music at 54 Mbps

2003

AC
802.11ac breaks the gigabit per second barrier

2013

1999

802.11b released, featuring wireless speeds of 11 Mbps

B

2009

802.11n boosts range and throughput for video streaming

N

2015

Next-Gen AC introduced

MU-MIMO

WiFi is now ubiquitous

- Original 802.11 standard published in 1997 delivered just 2Mbps; Current generation equipment delivers multi-gigabit speeds.

- More than 3 billion WiFi enabled devices will be shipped in 2017 (total installed base now exceeds 8 Billion devices)

- WiFi is the platform for Internet of Things (IoT) innovation

- WiGig is another major step forward - making use of millimeter wave spectrum

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Wireless = Multiple benefits for Communities

Key features:

- High speed WiFi provides significant advantages over traditional fixed line broadband particularly in MDUs

- Users get connected instantly (no waiting for carriers)

- No long term contracts or special modems required

- Allows multiple devices to be connected without the requirement for managing increasingly complex WiFi routers

- Offers unrivalled Internet speeds (200Mbps+) and exceptional service reliability through investment in our own completely independent high speed broadband infrastructure

- There is no reliance on Telstra or NBN

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© xmple.com

Why are communities not doing it themselves?

Providing ISP services now carries significant regulatory burden

If you sell internet or telecommunications services in Australia you need to understand and navigate an increasingly complicated regulatory framework with material civil and criminal penalties for non-compliance.

- NBN anti-cherry picking legislation and the NBN high speed broadband Levy
- Mandatory Metadata Retention (effective April 2017)
- Australian Privacy Principles
- Telecommunications Act
- Telecommunications Interception and Access
- Mandatory Data Breach Reporting (effective February 2018)
- Telecommunications Industry Ombudsman
- Telecommunications Consumer Protection Code

Australian Government

As the sole managed supplier of Internet services to campus residents we are entirely accountable for all of these compliance obligations leaving our Community partners to focus on their core business

Global Wireless Trends

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Global mobile data traffic grew **63 percent in 2016**. Global mobile data traffic reached 7.2 exabytes per month at the end of 2016, up from 4.4 exabytes per month at the end of 2015. (One exabyte is equivalent to one billion gigabytes)
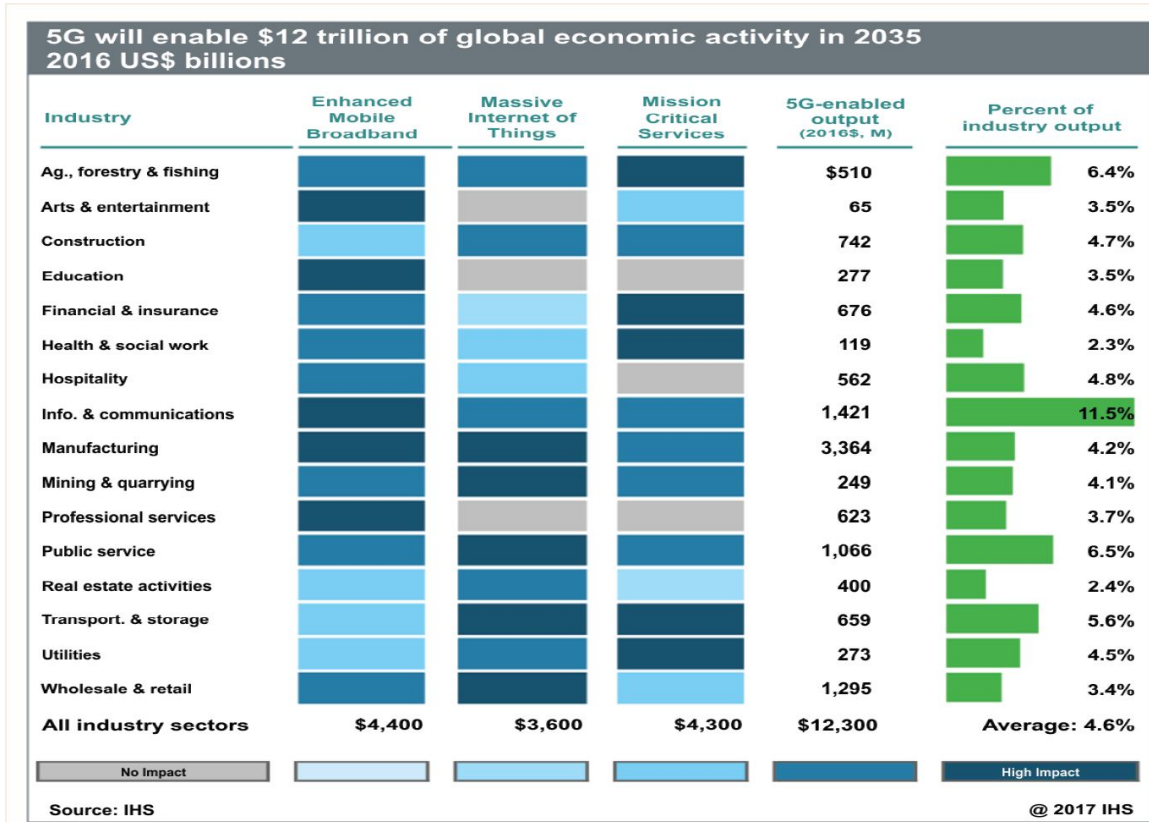
Almost half a billion (429 million) mobile devices and connections were added in 2016. Smartphones accounted for most of that growth, followed by M2M modules. Global mobile devices and connections in 2016 grew to 8.0 billion, up from 7.6 billion in 2015

Mobile video traffic accounted for **60 percent of total mobile data traffic in 2016**. Mobile video traffic now accounts for more than half of all mobile data traffic

5G will impact all industries

Demands of end-users are pushing innovation

5G will enable $12 trillion of global economic activity in 2035
2016 US$ billions

Industry	Enhanced Mobile Broadband	Massive Internet of Things	Mission Critical Services	5G-enabled output (2016$, M)	Percent of industry output
Ag., forestry & fishing				$510	6.4%
Arts & entertainment				65	3.5%
Construction				742	4.7%
Education				277	3.5%
Financial & insurance				676	4.6%
Health & social work				119	2.3%
Hospitality				562	4.8%
Info. & communications				1,421	11.5%
Manufacturing				3,364	4.2%
Mining & quarrying				249	4.1%
Professional services				623	3.7%
Public service				1,066	6.5%
Real estate activities				400	2.4%
Transport. & storage				659	5.6%
Utilities				273	4.5%
Wholesale & retail				1,295	3.4%
All industry sectors	$4,400	$3,600	$4,300	$12,300	Average: 4.6%

No Impact — High Impact

Source: IHS

@ 2017 IHS

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5G wireless revolution is coming

4G was mostly about MOBILE .... 5G includes FIXED WIRELESS (ie. fixed line replacement)

Facebook engineers achieve 20 Gbps in Southern California P2P millimeter wave trial

by *Monica Alleven* | Nov 11, 2016 10:00am

Image: Facebook

Engineers at Facebook announced they were able to demonstrate a record data rate of nearly 20 Gbps over 13 km with millimeter wave (MMW) technology, a feat that was accomplished using a set of custom-built components.

Google Fiber buys Webpass to speed up broadband deployment in cities

The purchase of a company that delivers wireless high-speed broadband should help Google Fiber build its 1Gbps network quicker and for less money.

Google Fiber will soon have a new tool in its toolbox to bring ultrafast 1Gbps broadband service to millions of people in cities throughout the US.

On Wednesday, Webpass, an internet service provider that uses point-to-point wireless to deliver high-speed broadband to apartment buildings and businesses, **said it was being bought by Google Fiber** for an undisclosed amount. Neither company has disclosed details of the transaction, but the deal is expected to close this summer after regulatory approval.

Webpass could give Google Fiber an expansion boost.

Google

Webpass uses a combination of rooftop wireless networks connected to high-speed fiber connections to deliver broadband connections that it claims can be as fast as 1 gigabit per second. The company is already operating in five major markets, including the San Francisco Bay Area, San Diego, Miami, Chicago and Boston. Google Fiber, a subsidiary of Google parent company Alphabet, **revealed earlier this year** that it plans to deploy its 1Gbps broadband service in San Francisco, and it has already **listed Chicago and San Diego** as potential future cities. The acquisition of Webpass should help accelerate those plans and could help Fiber push into other cities.

Millimeter wave is a game changer for 5G

100x increase in usable spectrum

STRAIGHT PATH (STRP)
175.10 -48.69 [-21.76%] • EXTENDED HOURS

1-YR [354.57%]

175.10

BREAKING NEWS
VERIZON ANNOUNCES DEAL TO BUY STRAIGHT PATH

CNBC

AT&T, Verizon's 5G Will Be a Cable Killer First, Say Cowen

Impending 5G wireless service will be initially used to compete with cable service, opines Cowen & Co. analyst Colby Synesael. It'll take till about 2020 or so before 5G really leads to much faster speeds on your smartphone, he opines. Also, Verizon and AT&T are going to need a lot of fiber optics to make it all work.

FiberTower

| AT&T to buy FiberTower for millimeter wave

By Martha DeGrasse on FEBRUARY 1, 2017   Carriers

AT&T said it has agreed to purchase FiberTower and its millimeter wave spectrum rights for an undisclosed amount. FiberTower owns licenses in the 24 GHz and 39 GHz bands and provides wireless services to carriers, enterprises and government entities. Carriers typically use FiberTower's services for wireless backhaul.

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Superloop will hyperscale the BigAir fixed wireless offering

SLC Wireless Roadmap

- Supercharge wireless POPs

- Upgrades include new cookie cutter deployment and provisioning model

- Start to integrate new next generation wireless tech into access roadmap

- Dark fibre backhaul to all metro POPs

- Deploy 100Gbps regional backhaul

- Targeted regional expansion

PtMP
PtP
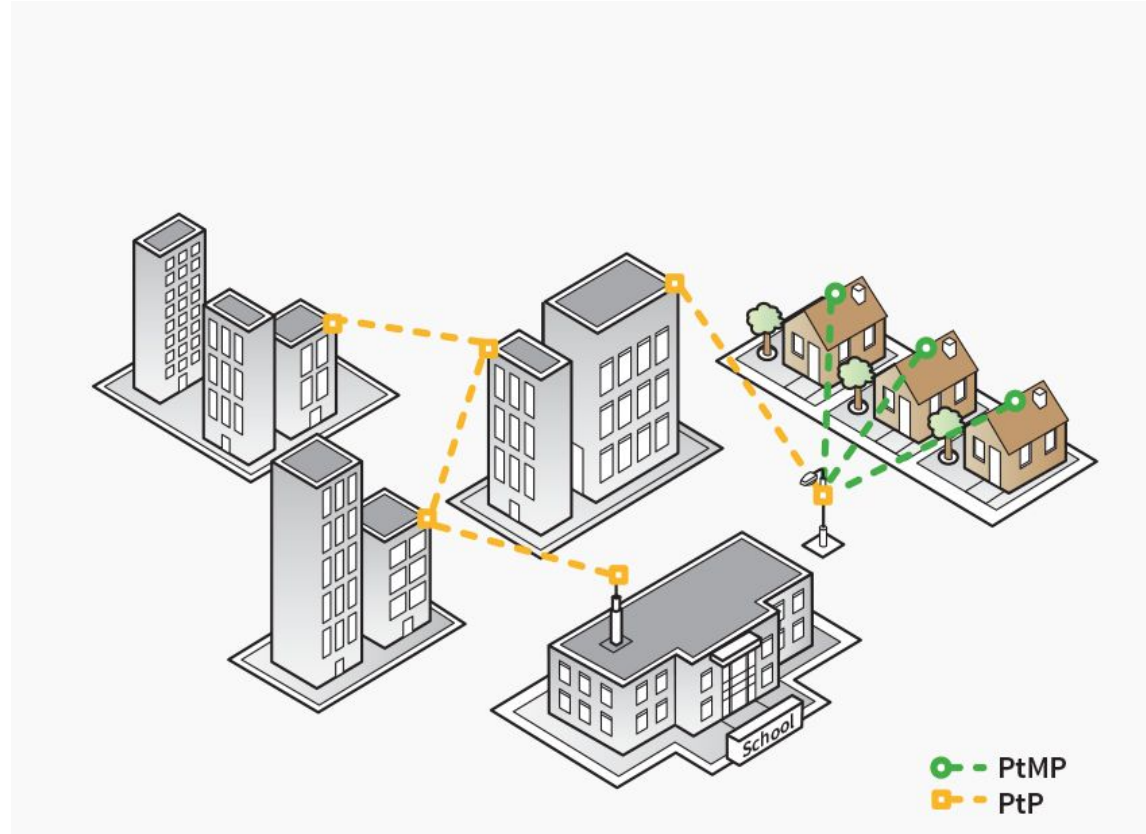
THANK YOU

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