



Investor Strategy Briefing

Friday 4 May 2018

Our vision is to be the most trusted enabler of connectivity and managed services in **Asia Pacific**

01 Our Vision Session 1

1a Supertrends

1b Customer Pain Points

1c Superloop Recap

02 Customer Platforms Session 2

2a Superloop 360

2b NuSkope CRM

03 Platforms for growth Session 3

3a Solutions

3b Moving Forward

Session 1

Supertrends and Recap

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)

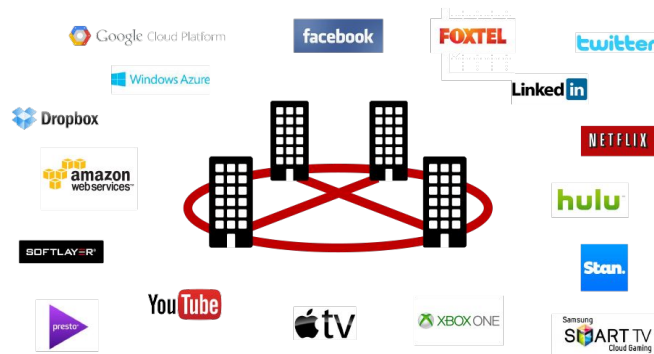


Traditional devices
STANDALONE



Modern devices
CLOUD CONNECTED

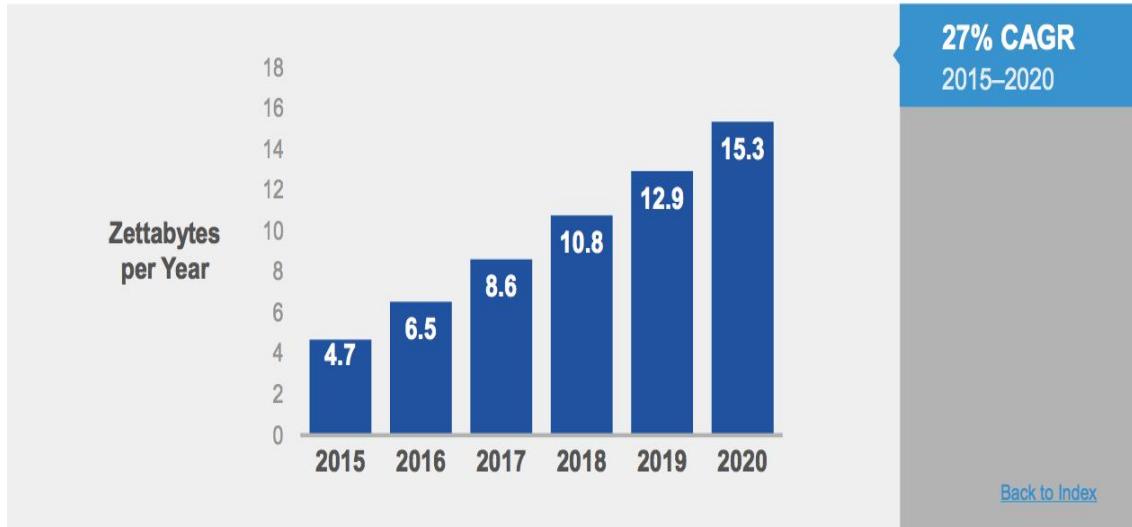
The rise of Massive Data Centre Connectivity



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

Global Data Center Traffic Growth

Data Center Traffic More Than Triples from 2015 to 2020



Source: Cisco Global Cloud Index, 2015-2020

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DIGITAL REALTY



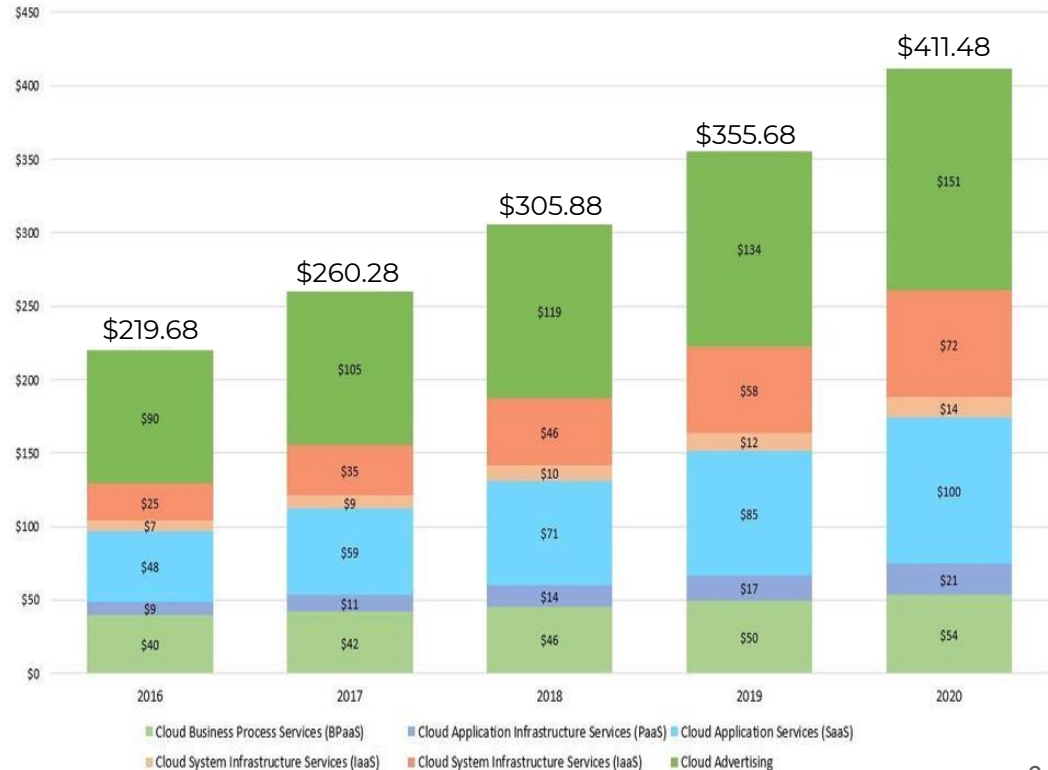
NEXT DC



Cloud computing market projected to reach \$411B by 2020



Worldwide Public Cloud Services Revenue Forecast (USD bil)
Source: Gartner (2017)



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

by Monica Allevan | 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 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.



Webpass could give Google Fiber an expansion boost.
Google

Data Security is crucial and compliance obligations are increasingly onerous. The average cost of a data breach is \$3.62 million, up 17% since 2013

“Experts say these kinds of attacks can be so damaging to revenue and customer expectations that small businesses are forced to close.”

New York Times

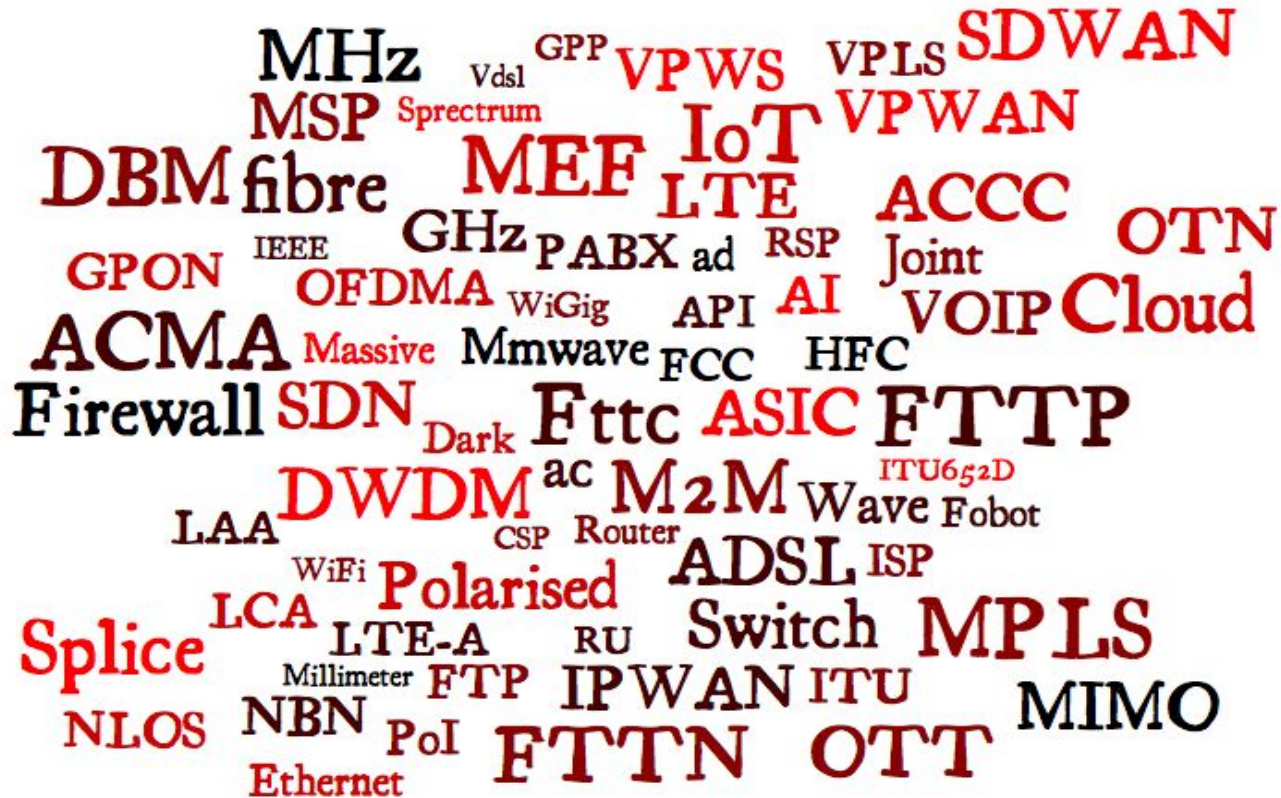
“The EU General Data Protection Regulation (GDPR) is the most important change in data privacy regulation in 20 years”

Data Retention



Mandatory Data Breach Notification





CommonwealthBank



“Commonwealth Bank admits it lost the details of almost 20 million accounts, didn't tell customers”

<http://www.abc.net.au/news>



Cambridge
Analytica

“The ICO has been investigating the SCL Group and Cambridge Analytica as part of a wider investigation into the use of personal data and analytics by political campaigns, social media companies and others.”

<http://www.bbc.com/news>

The Haves and Have Nots

Consistent product / service

Reliable and predictable outcomes



EQUINIX

NETFLIX



NEXTDC

Locked in contracts

Inability to scale up and down

Inability to relocate services

Inflexible pricing

Provisioning / delivery

Transparency

Delivery uncertainty

Billing uncertainty

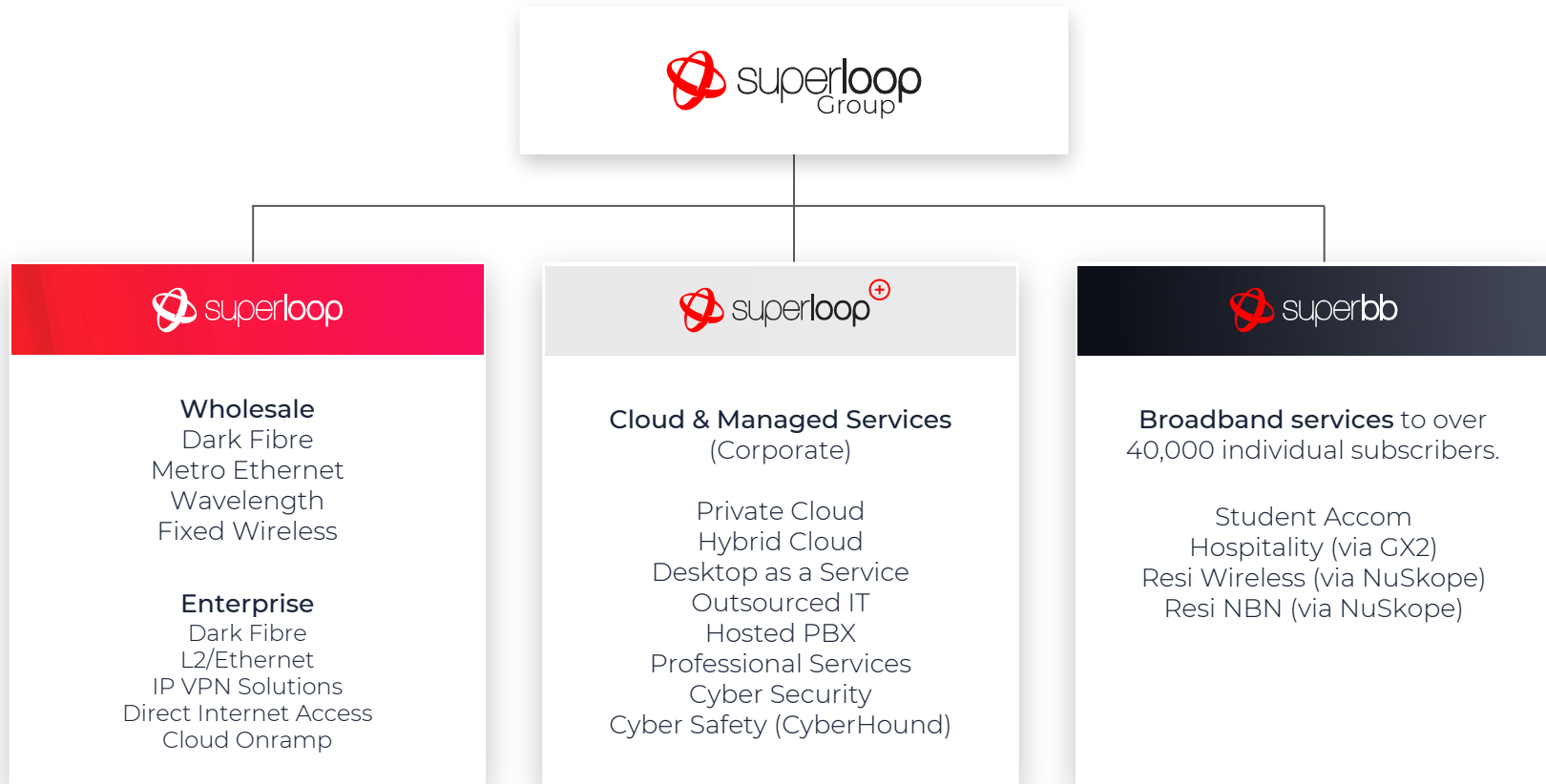
Capacity uncertainty

Uptime

Reliability

Our vision is to be the most trusted enabler of connectivity and managed services in **Asia Pacific**
(by solving these pain points)

A Recap

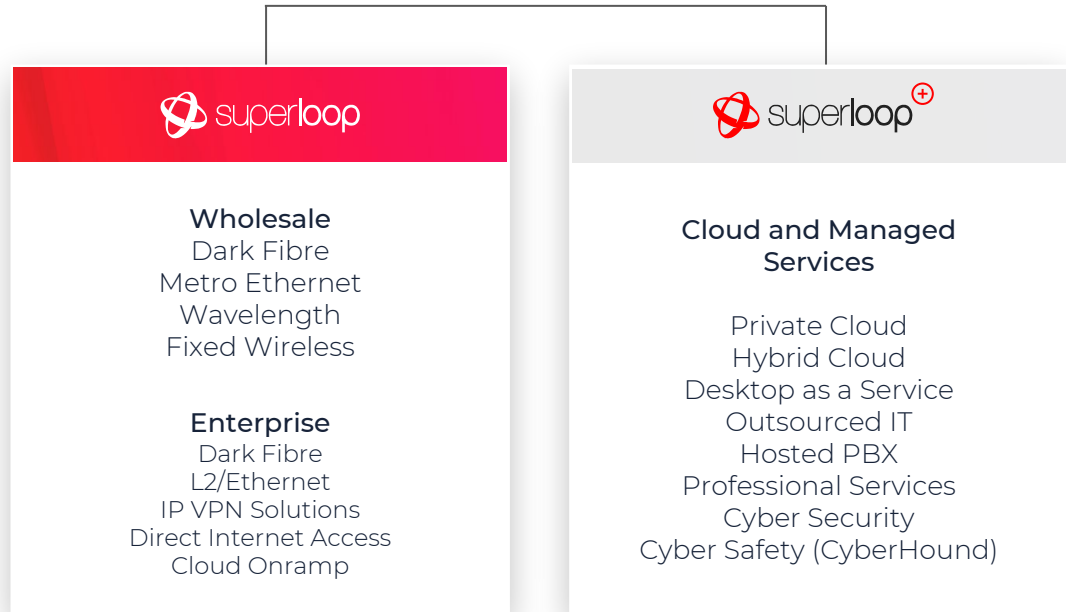


Total solution provider for outsourced connectivity and managed services

Superloop+ leverages significant Superloop connectivity platform across Asia

Delivering great services across multiple platform improves customer “stickiness” and longer term contracts

Aligns brands into a united managed service platform and expands brand awareness

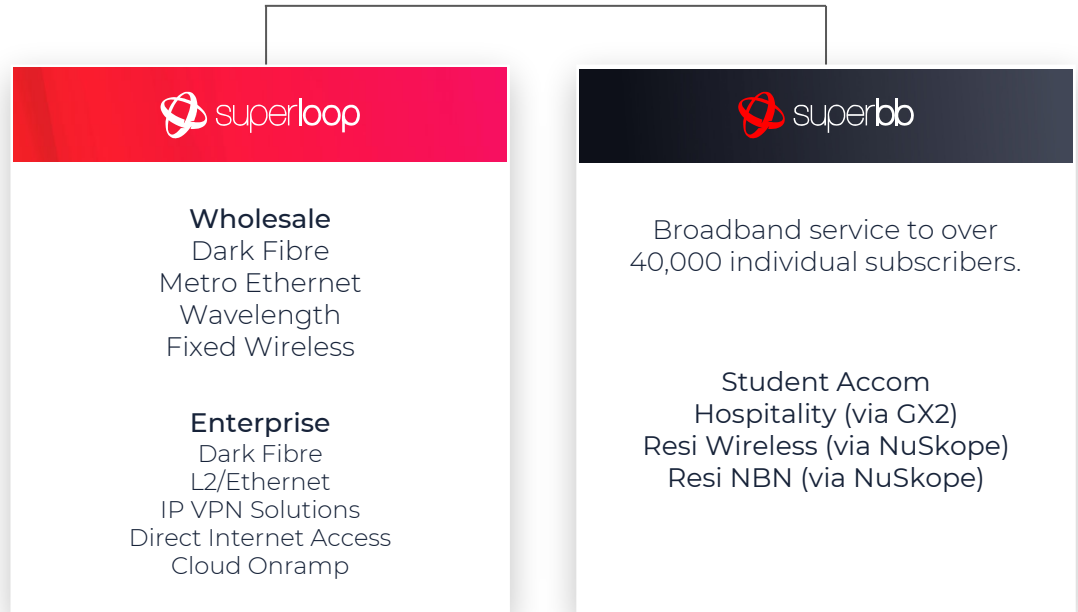


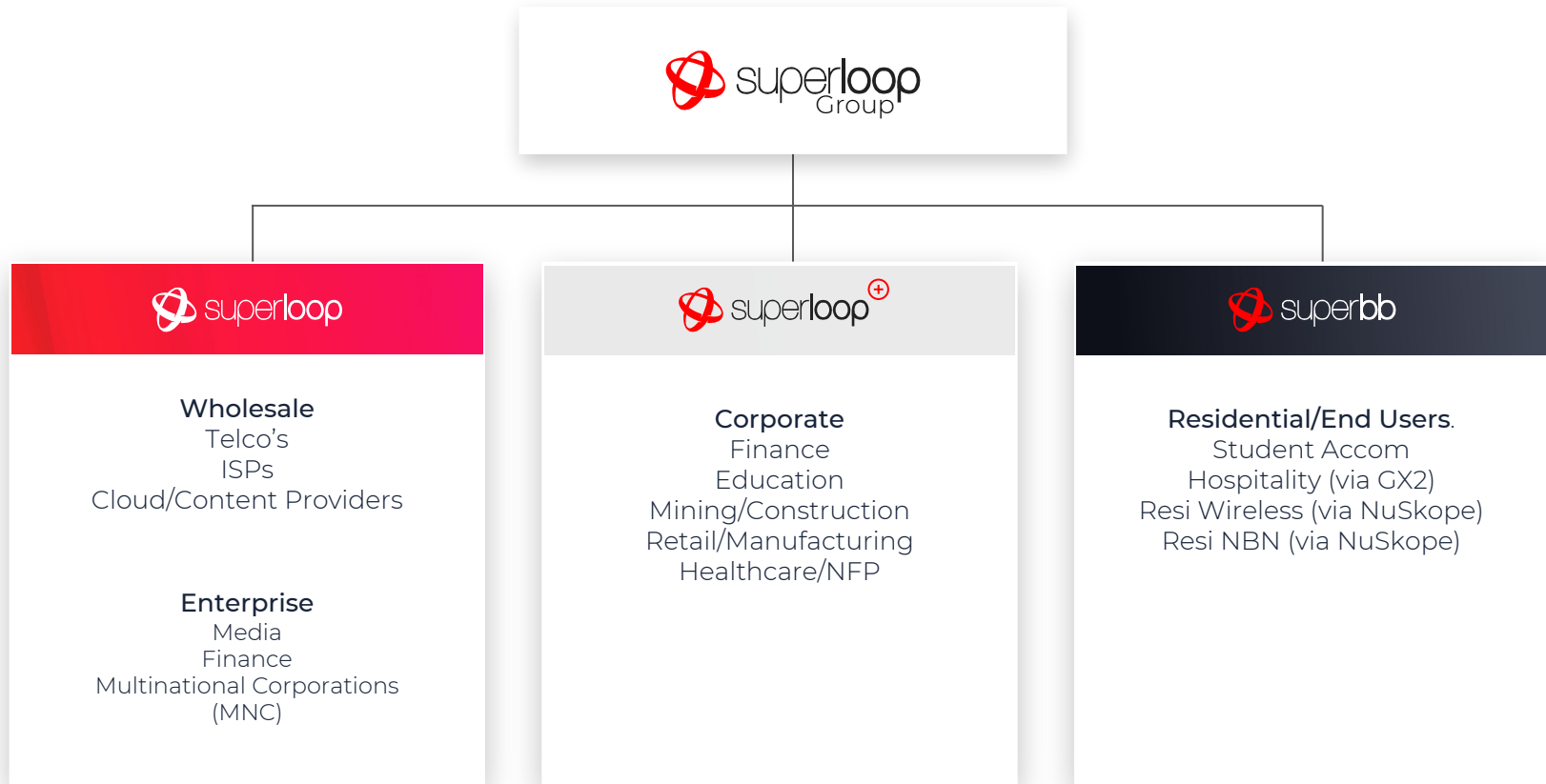
Superbb provides a single brand for our “retail” or internet access platforms for “individual end users”

Leverages Superloop infrastructure ownership advantage

Varied access technology approach leveraging best of breed platforms and Superloop infrastructure to deliver amazing end user experience

Allows Superloop to also wholesale access to Superbb platform





Australia

Singapore

Hong Kong

International



Selling data networks to Carriers, Cloud/Content Providers, ISPs and SI's. In SG and HK focus on "Outside In"



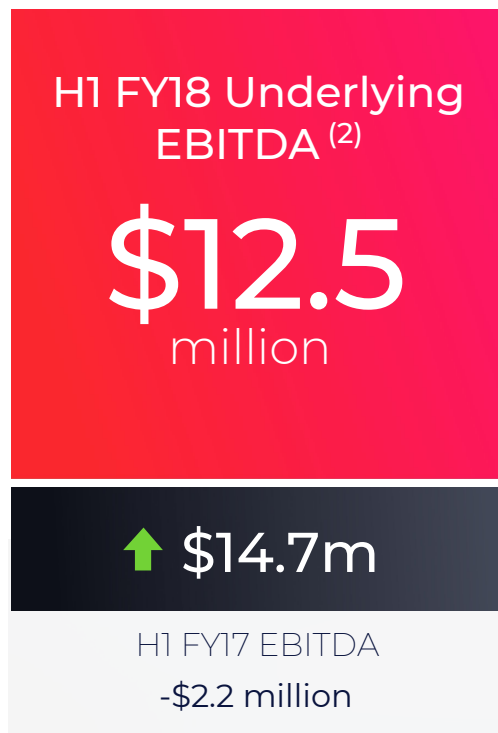
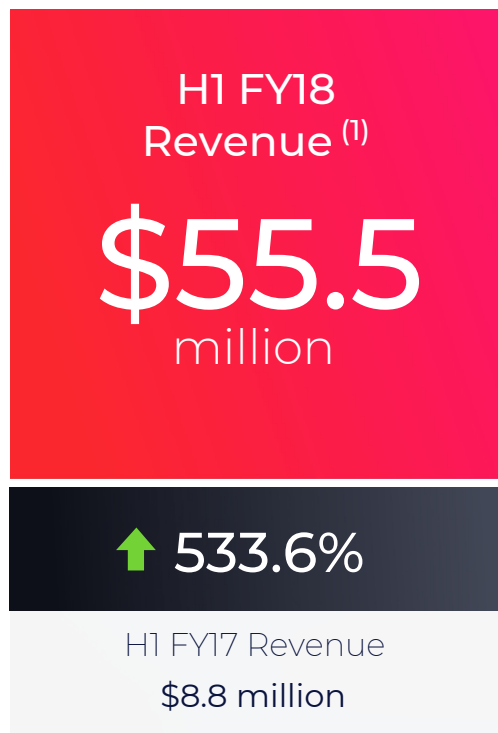
Selling data networks to Finance and Media verticals and Businesses in on-net buildings and businesses with offices in 2 or more of our regions within reach of our network.



Selling all IT&T services (except mobiles). Focusing on 50 to 2000 seat organisations within reach of our network



Selling Internet Access to Residential/End Users



1. Includes other income
2. After adjusting for transaction costs of \$0.2m and integration costs of \$0.5m



Superloop Connectivity

In 3 years Superloop has become the only carrier with metro fibre assets connecting the vast majority of data centres across Australia, Singapore and Hong Kong



Australia		Singapore		Hong Kong	
31 Dec 2017	30 June 2017	31 Dec 2017	30 June 2017	31 Dec 2017	30 June 2017
217km Fibre	217km Fibre	186km Fibre	176km Fibre	239km Fibre ⁽¹⁾	221km Fibre
200+ Strategic sites	200+ Strategic sites	57 Strategic sites	48 Strategic sites	25 Strategic sites	17 Strategic sites

Total Strategic Sites

31 Dec 2017



280+

Progression - Total Kilometres of Optic Fibre



184km
June 2015



378km
June 2016



614km
June 2017

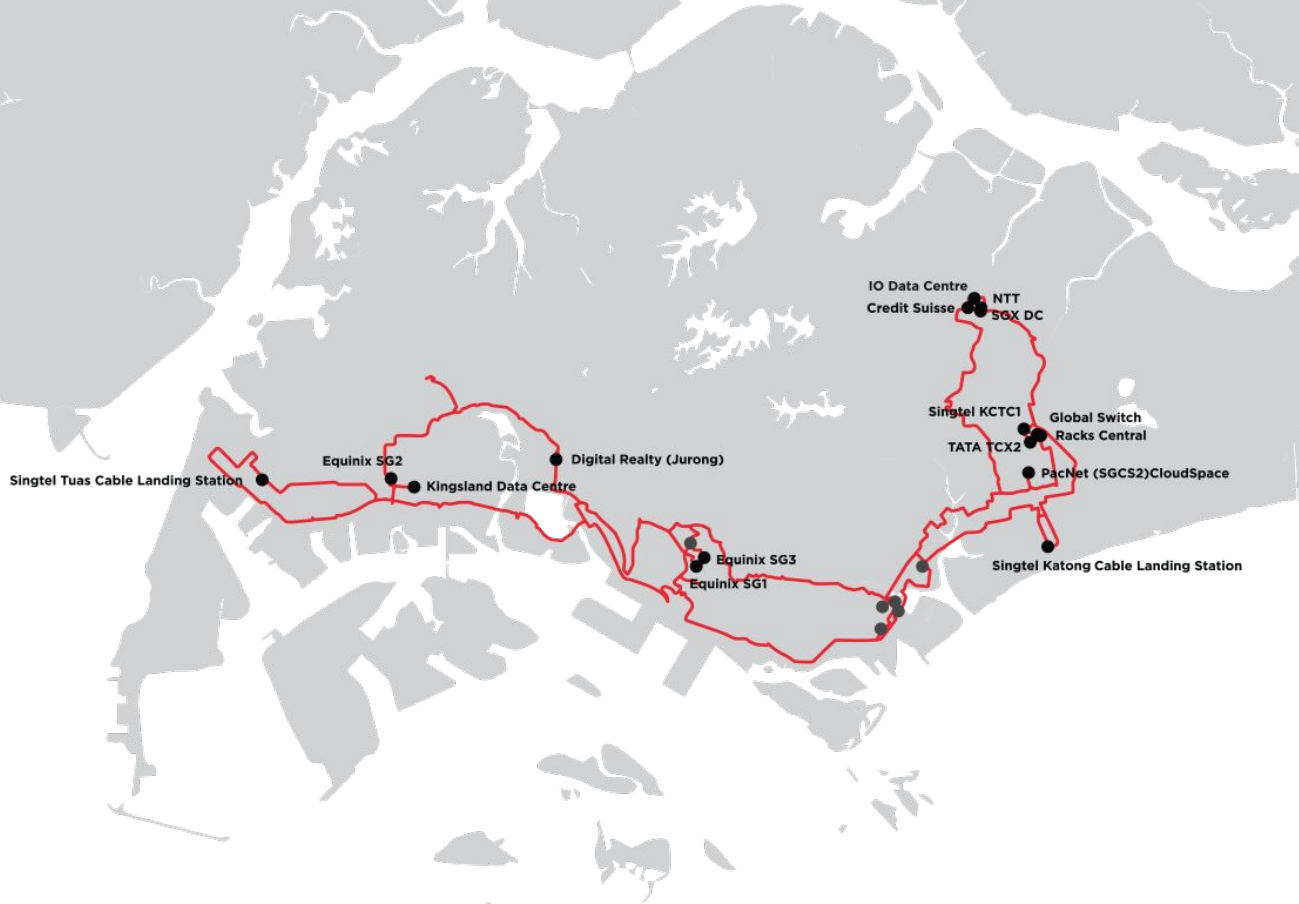
Total Optic Fibre

31 Dec 2017



642km

(1) HK core backbone includes 2 cables of approximately 118km

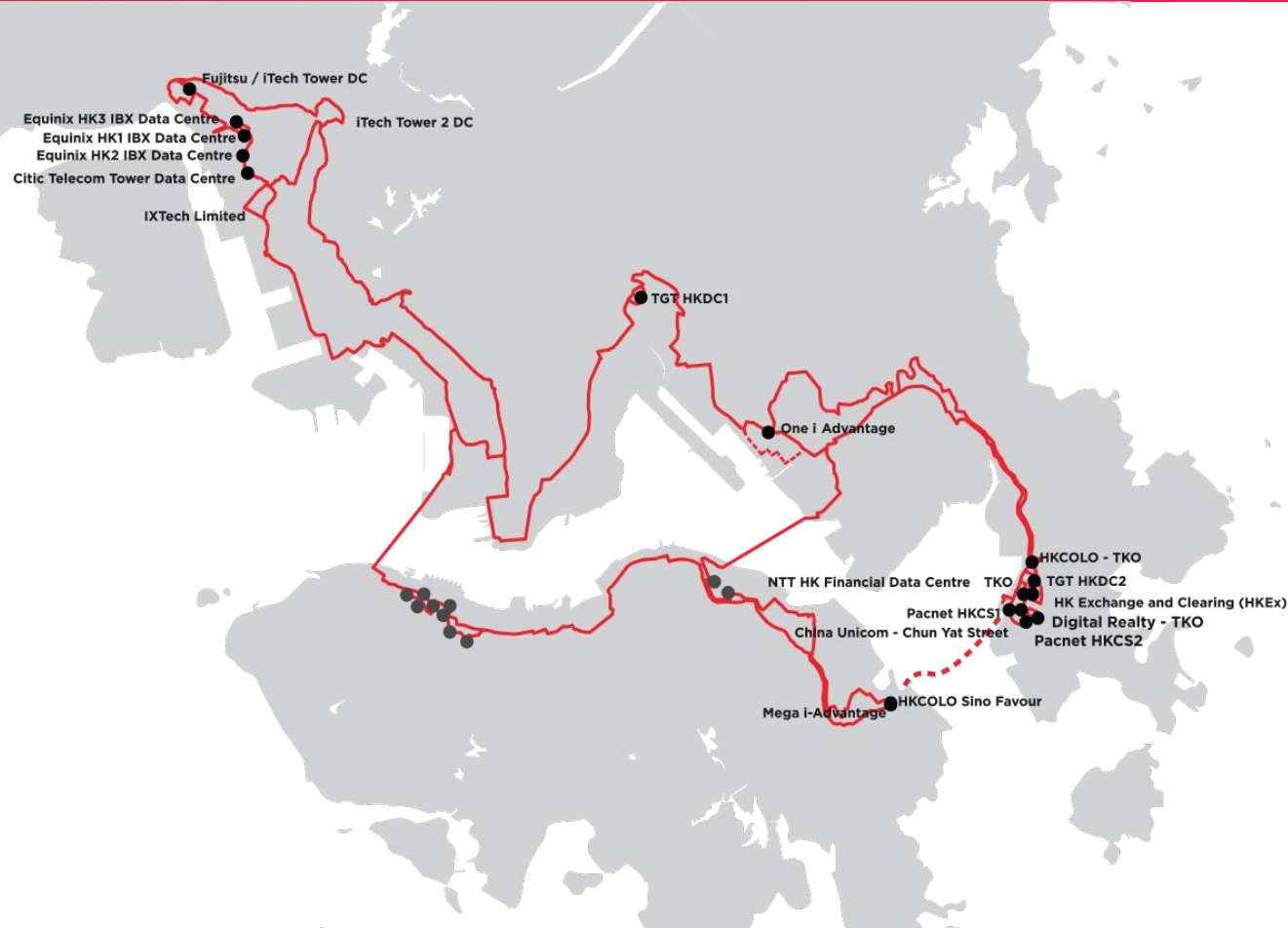


At 31 December 2017:

Cable kilometres:	186
Backbone cores:	624
Data centres:	18
Cable landing stations:	2
Enterprise buildings:	39



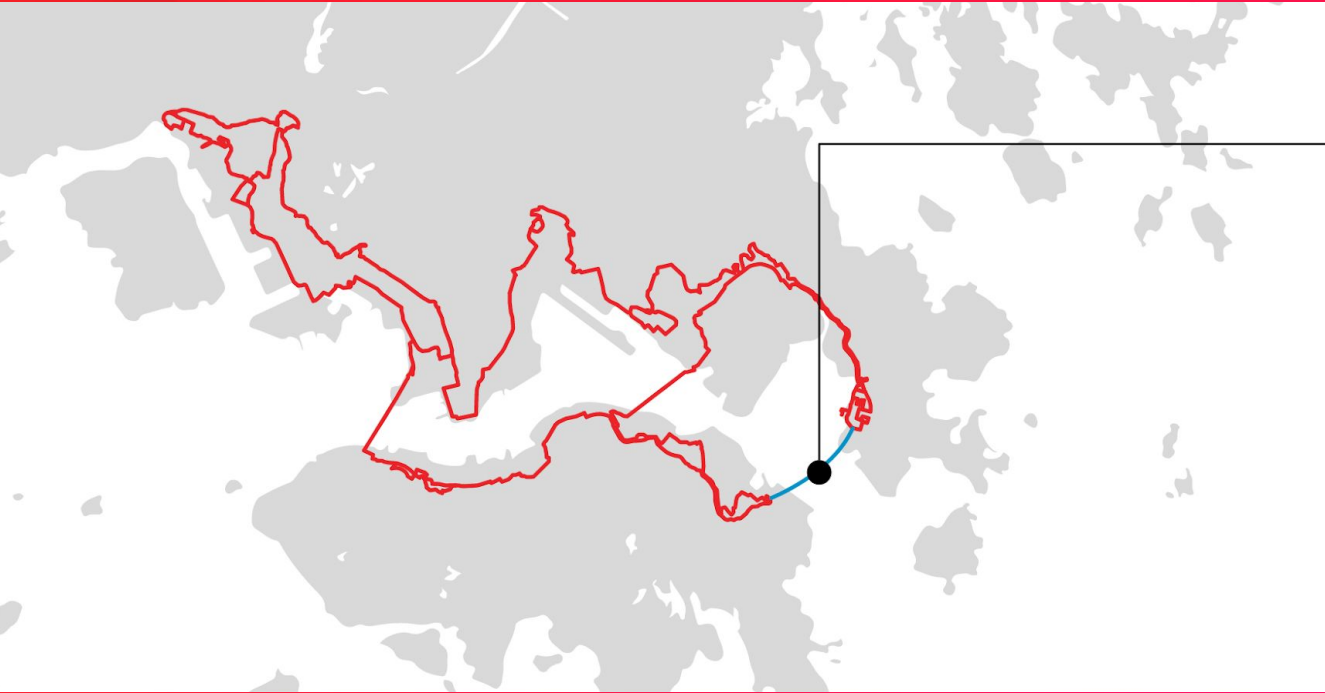
1,000+
Enterprises in On-Net Buildings



At 31 December 2017:

Cable kilometres:	235
Backbone cores:	2x1000
Data centres:	14
Cable landing stations:	-
Enterprise buildings:	11

Completion of Hong Kong & TKO Express



1728
Fibre Cores

2.8km

First truly diverse
Connection to
Tseung Kwan O

Completed construction of initial Hong Kong backbone
Fibre cable network (110km x 2,000 cores)

TKO Industrial Estate

Major hub for Financial, Media, Technology and Data Centre companies

DATA CENTRES

Global Switch
Digital Realty/Savvis/
CenturyLink
NTT TKO
Pacnet HKCS1
Pacnet HKCS2
HK Colo TKO
Mega-Plus iAdvantage
China Mobile
Town Gas Telecom HKDC2
China Unicom
China Telecom
International

FINANCE & MEDIA

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

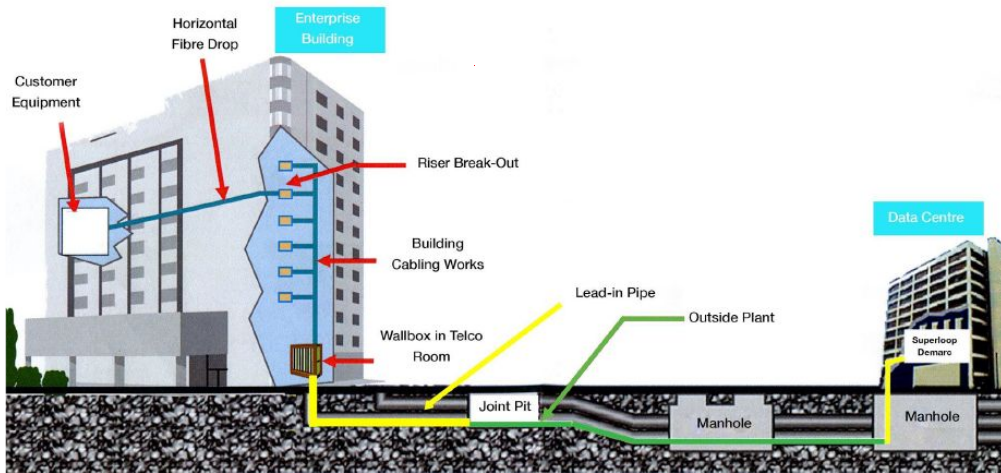
- ★ Existing Data Centres (11)
- ★ Data Centres Under Construction (2)
- ★ Media (7)
- ★ Cable Landing Stations (4 for 5 cables)
- ★ Future Cable Landing Station (1)
- Site not yet leased – will be later



Taking the cloud to the enterprise

We are expanding our access network across
Asia - moving towards ubiquity

Strategic opportunity to provide fibre services direct to enterprise customers



01

Phase 1

Phase 1 budget of AU\$2m connected the first 25 buildings including 4 new data centres.

02

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

03

Future Phases

Opportunity to increase network coverage by connecting additional high-value buildings with expanded product set

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 & 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



Highlights

- New 10/100G national backbone connecting all capital cities and most major cities and towns across Australia
- 10G to most major regional towns/cities and underpins the expansion of our wireless, last mile and NBN connectivity
- Expect to **double metropolitan fibre footprint with an initial 180km+ fibre expansion within capital cities** delivering 10/40/100G capacity to all major strategic locations
- New National Backbone will form part of Superloop’s fully automated network provisioning platform, Superloop PEX
- With national coverage comes national sales opportunities at both the enterprise and wholesale level
- With a national network comes greater opportunity to increase existing customer share of wallet via both expanded coverage and product range
- Superloop is striving to be the NBN RSP wholesale partner of choice

NBN PoI Connectivity



2

PoI's Connected at 1G

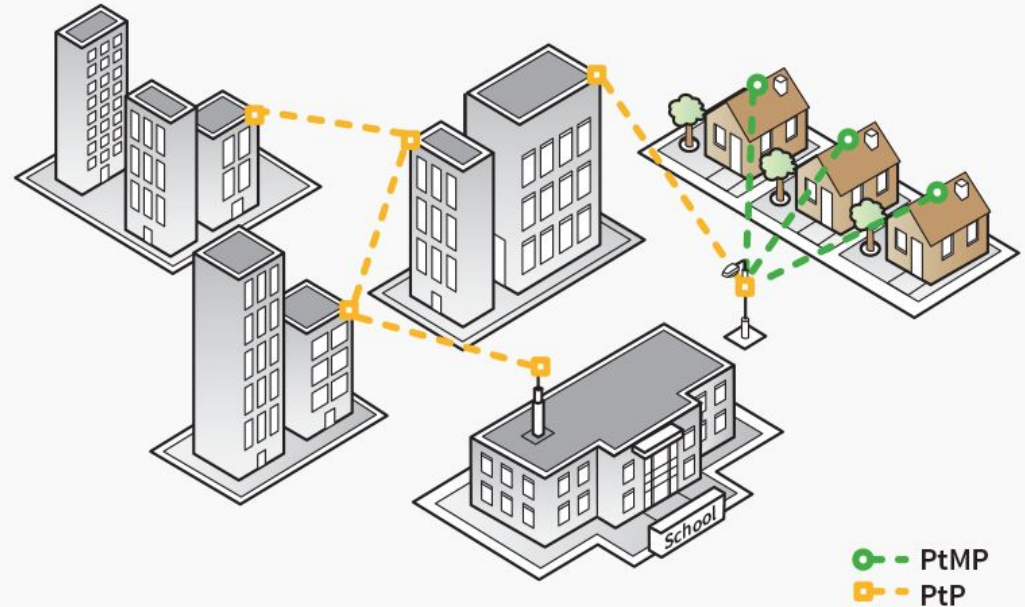
60

PoI's Connected at 10G

59

PoI's Connected at 40/100G

- Supercharging wireless POPs
- Upgrades include new cookie cutter deployment and provisioning model
- Starting to integrate new next generation wireless tech into access roadmap
- Dark fibre backhaul to all metro POPs
- Deploy 100Gbps regional backhaul
- Targeted regional expansion

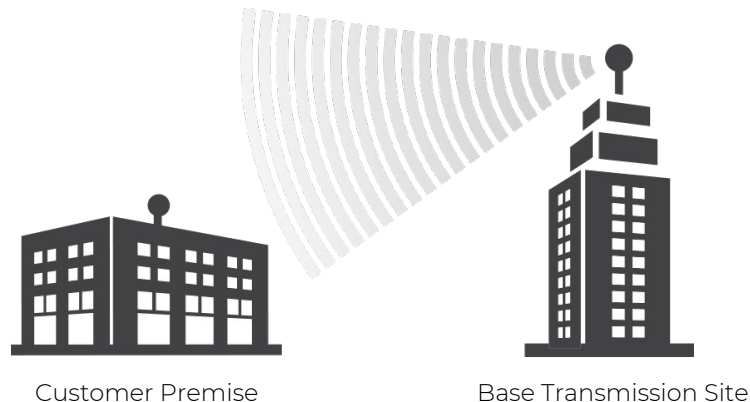


The multipoint offering is designed for medium bandwidth services. Typically one base sector will have multiple subscribers who will share the infrastructure. This model provides a quick deployment that is highly cost-effective.

Typical service bandwidth range: **10Mbps-100Mbps.**



PTP is the choice for customers requiring high bandwidth transmission. Services starting from 20Mbps up to 10Gbps are offered. This service utilises dedicated transmission equipment per connection at the Base Stations, providing customers with greater speeds over further distances.



Millimeter Wave

High frequency, high capacity allowing up to 10Gbps today on a single link. Typical range is < 2 kms so cell size is intentionally small, can be deployed on longer paths but at a lower availability.

Examples of Millimeter Wave:

Siklu EH-600

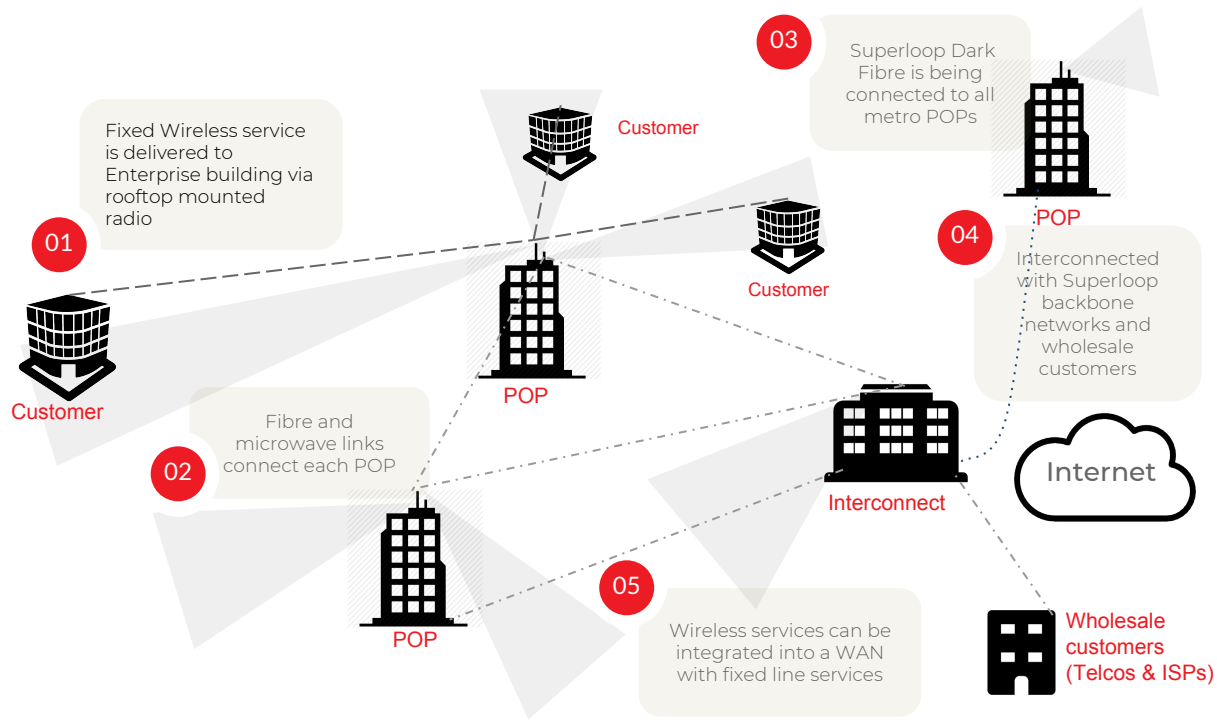
Frequency: 60GHz
Throughput: 1Gbps aggregated
Antenna: 36dBi gain
Dimensions: 16.5x16.5x10 cm

Siklu EH-5500

Frequency: 80GHz
Throughput: 10Gbps aggregated
Antenna: 50dBi gain
Dimensions: 65x37 cm

Fixed Wireless is a natural “extension”

Fixed Wireless is often the primary service where fibre is not available or too expensive

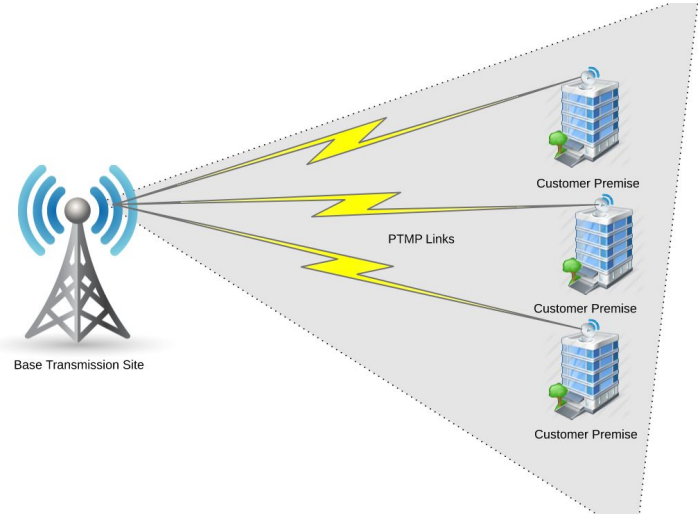


Fault tolerant network design

- 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

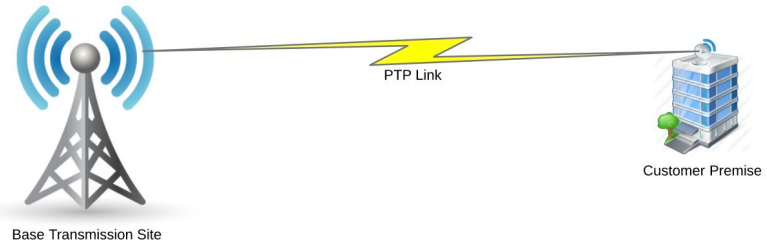
Next generation point-to-multipoint platforms will make use of advanced beam forming technologies and massive MIMO allowing them to make use of high frequency millimetre wave frequencies which offer much larger bandwidths.

Service Bandwidth: **1Gbps+**



Next generation point-to-point platforms will make use of similar technologies along with new millimetre wave bands at super high frequencies (> 100GHz).

Service Bandwidth: **100Gbps+**





Fire erupts at core Telstra Chatswood exchange

By Allie Coyne
Feb 2 2017
1:51PM

2 Comments



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.



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](#)

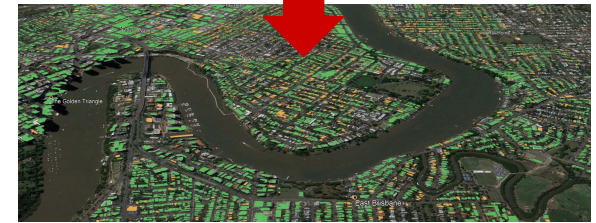
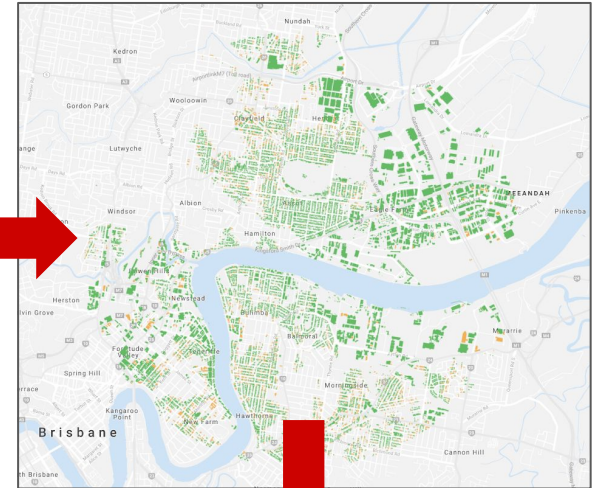


Superbb/NuSkope already launching in Brisbane and Melbourne with first test customers already live

Aggressive rollout program focusing on metropolitan and regional areas using NuSkope “Cookie Cutter” with a target to **double addressable market this calendar year**

Site acquisition and network expansion will continue to accelerate in 2018 as our metro and regional footprint expands.

Integration with NBN B2B systems underway and expect first phase to be completed June 2018



We are interconnecting Asia

INDIGO West

Route & Characteristics

Indigo West will deliver cost effective, reliable, low-latency and diverse connectivity between Singapore & Perth. In addition there are two fibre pairs connecting Singapore to Jakarta via a branching unit.

Cable Features

Specifications

Cable Distance (main trunk)	4,600 Kilometres
Total Fibre pairs	2
Cable Power Design	Double End Fed
Total System Capability	36 Tbps
Round Trip Delay	~46ms
Repeater Spacing	~85km
Technology	EX 3000 PSCF
Tb/s per Fibre Pair	18
OSNR	20dB/0.1nm
System Supplier	ASN
Projected RFS	H1 2019



Indigo Central will deliver diverse, reliable and secure connectivity between Perth and Sydney, Australia. The new subsea route will complement the existing terrestrial networks across Australia.

Cable Features

Specifications

Cable Distance (main trunk)	4,850 Kilometres
Total Fibre pairs	2
Cable Power Design	Double End Fed
Total System Capability	36 Tbps
Round Trip Delay	~47ms
Repeater Spacing	~85km
Technology	LOW-LOSS PSCF
Tb/s per Fibre Pair	18
OSNR	20dB/0.1nm
System Supplier	ASN
Projected RFS	Q1 2019



H1 FY18 Achievements

- Completed the drilling phase of the Company's seaward facing 1,900m bore pipe project in Sydney
- Completion of the installation of the beach manhole and two seaward ducts in the bore pipe able to facilitate two (2) submarine cables and is in readiness for the INDIGO Central cable which is currently scheduled to be installed H2 CY18
- Completed the INDIGO subsea cable project marine survey
- Commenced manufacturing of the INDIGO subsea repeaters and cable
- Commenced assembly of the INDIGO cable systems, ready for ship loading in May 2018



- Delivering Superloop ownership economics on a new southern route between the East Coast Australia and Singapore
- ¼ pair is expected to support 4.5Tbps today, 7.5Tbps in 2 years with capacity increasing as terminal equipment technology improves over the life of the asset.
- De-risked investment with industry partners providing Superloop with more capacity than expected to be needed over the next 5-10 years for 1/10 the capital and operating cost of private cable
- Project build certainty - Contract in force April 2017 for 2 systems:
 - INDIGO West: Singapore to Perth via Indonesia
 - INDIGO Central: Perth to Sydney
- Consortium members can operate spectrum independently
- Expected live 1st Half 2019

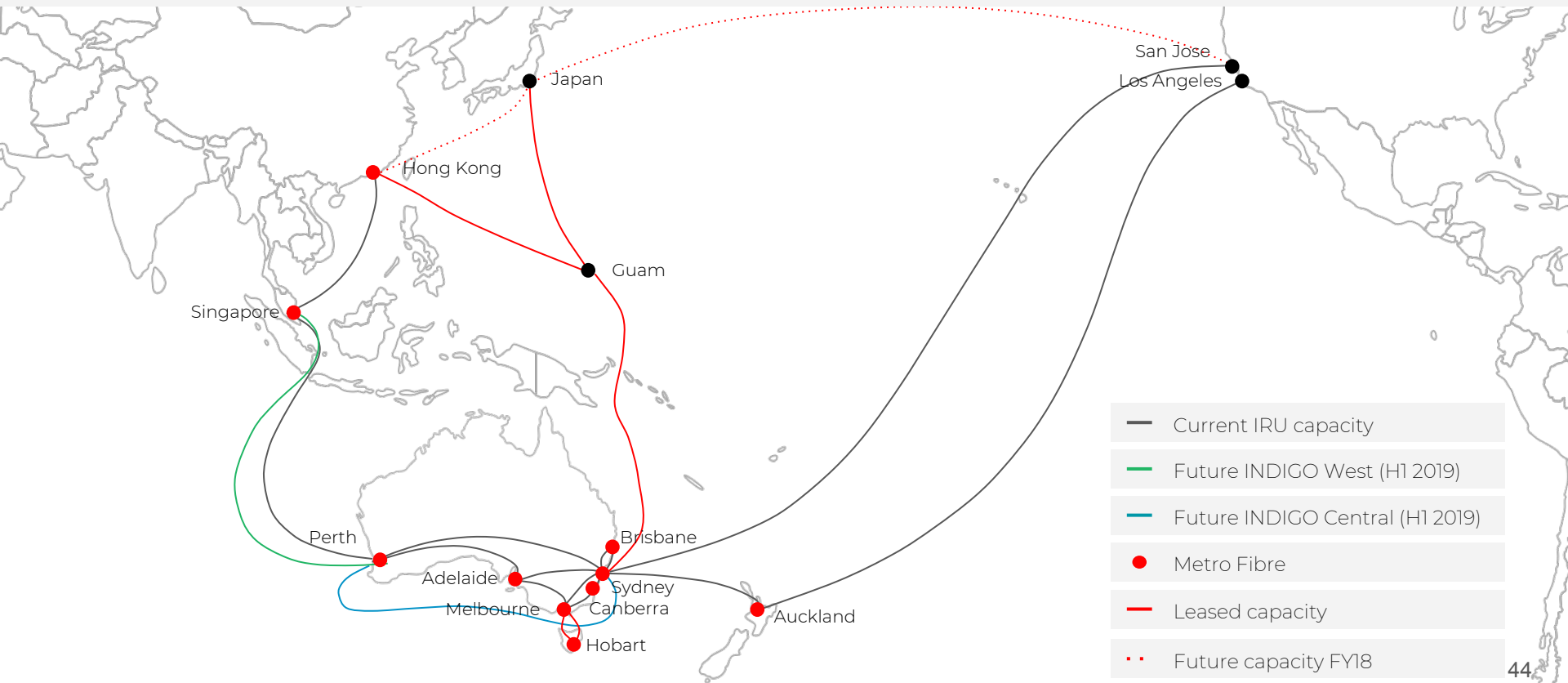
1/4 Fibre Pair	US\$15m Singapore to Perth
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1/4 Fibre Pair	US\$11m Perth to Sydney
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1/4 Fibre Pair	US\$11m Perth to Sydney
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Spare

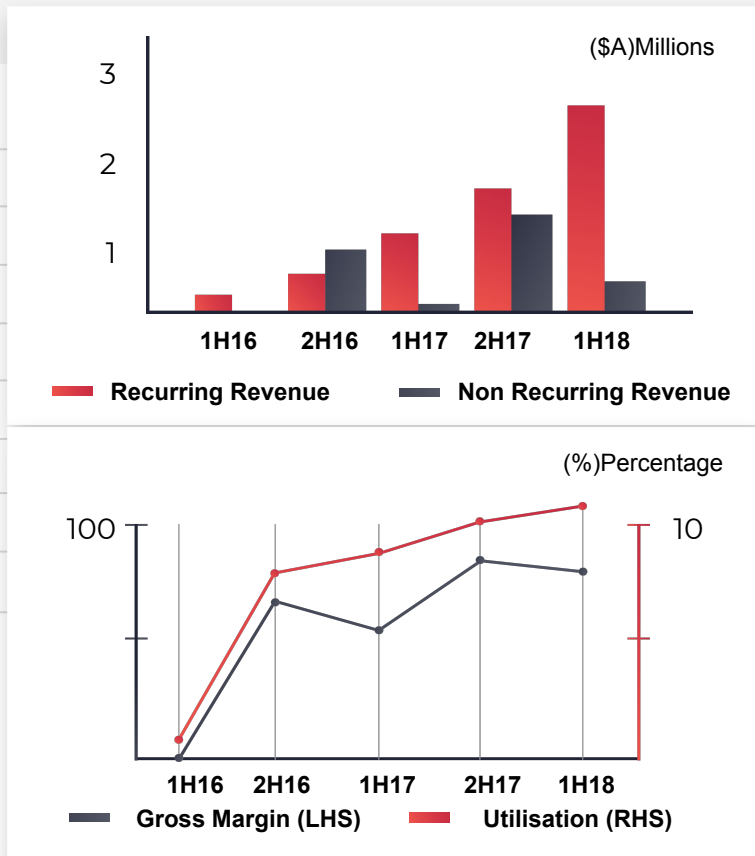
Superloop's advanced network reach



Infrastructure Ownership Economics

H1 FY18

(A\$m)	H1 FY18	H1 FY17	H2 FY17
Recurring revenue	2.6	1.0	1.6
Non-recurring revenue	0.4	0.1	1.2
Total revenue	3.0	1.1	2.8
Direct costs	(0.7)	(0.5)	(0.6)
Profit after direct costs	2.3	0.6	2.2
Gross margin	76.6%	54.6%	78.6%
Operating expenses	(0.6)	(0.6)	(0.7)
EBITDA	1.7	-	1.5
EBITDA margin	57.0%	-%	53.6%
Utilisation at period end	11.25%	8.4%	10.0%



- Incremental on-net sales have a high gross margin
- Fixed cost leverage available at low levels of utilisation

Singapore duct ownership provides an ability for Superloop to double capacity for an additional \$6m investment

	Initial Core Network (624 core cable)	To Double Capacity (additional 624 CORES) (incremental cost)#
Duct	\$29m	\$0m
Cable & Network Equipment	\$2m	\$2m
Labour	\$4m	\$4m
Total	\$35m	\$6m
Direct Network O&M (annualised)	\$0.5m	negligible
Elapsed Time to install cable	6 months	6 months

Duct Capacity
Core Cable
Utilisation 8%
of current
installed cable

Additional
Cable
Capacity

Estimated costs as at date of this presentation based on current exchange rates



There are two key elements of infrastructure:

Duct Network & Fibre Cable(s)

Superloop owns its Singapore duct network, and the cable(s) installed in it.

The existing duct asset has capacity for multiple cables.

When capacity on the initial cable approaches saturation, the incremental cost to increase capacity with an additional cable through the whole network is significantly lower than the initial investment including the duct

Strategic Acquisitions

Great People, Great Platforms for Future Growth

NuSkope is a leading fixed wireless Internet Service Provider delivering advanced high-speed Internet access to homes, schools and businesses in South Australia. Its reputation for superior performance and customer service has seen it grow rapidly extending its network coverage to the greater Adelaide regional area.

NuSkope delivers Superloop a portfolio of strategic assets including ownership of existing wireless network infrastructure, a sophisticated network coverage service qualification tool and valuable CRM database.

NuSkope also brings an energetic team with substantial retail fixed wireless experience and provides the platform and expertise to expand interstate and into other geographic areas.

9000

Customers at Dec 2017

↑ **50%+**
Since H1 2016

140+

Sites at Dec 2017

Strategic Rationale

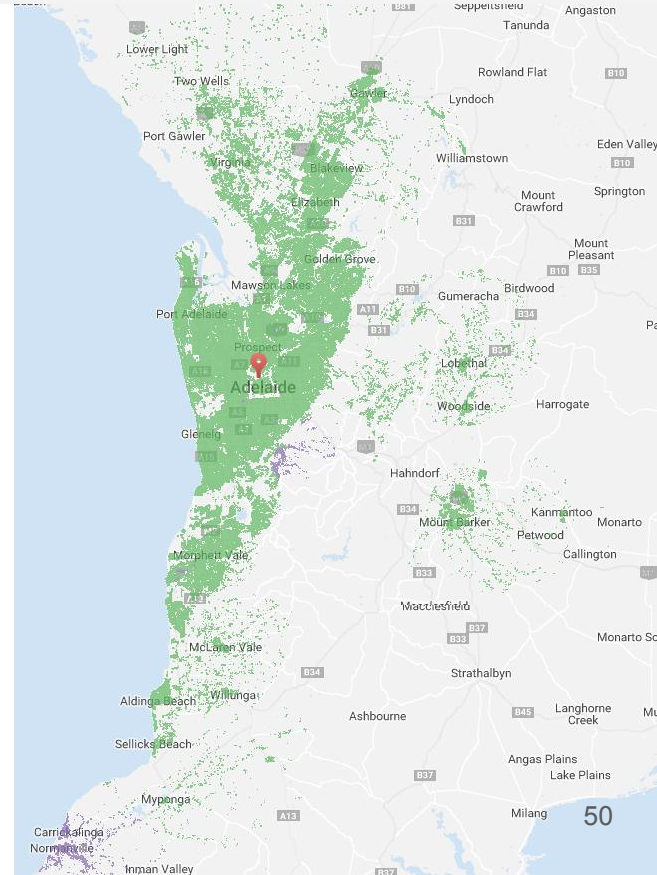


The acquisition of NuSkope has significant strategic benefits for the Superloop Group:

- strategically aligned to our vision accelerates our ability to expand our fixed wireless coverage
- has a team that is focused, dedicated and culturally aligned with Superloop
- is earnings accretive; and
- has technology, software and systems that add significant value to the group.

Ownership of NuSkope's network infrastructure provides Superloop with further network ownership economics and control. It enhances Superloop's existing fixed wireless infrastructure, offers synergies through network cost savings and allows further utilisation of capacity accessed through our long-term agreement with Vocus.

NuSkope also provides the ability for further opportunities to deploy high bandwidth, low operating cost mmWave and multi-point access technology and allow Superloop to offer a reliable and high-quality experience for customers and wholesale partners.



Strategic Rationale



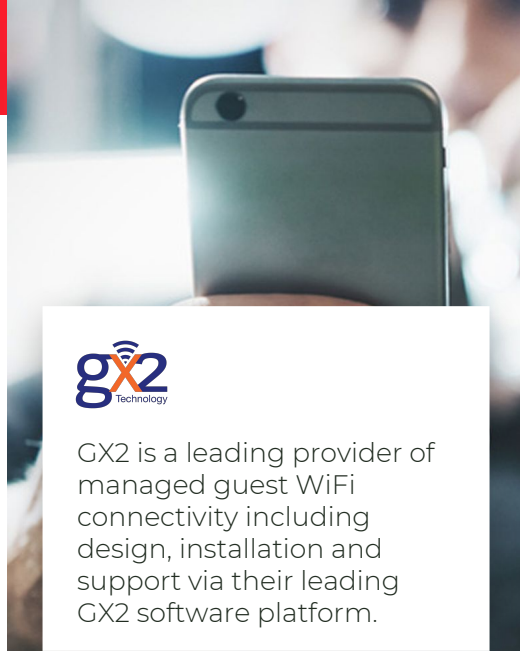
The acquisition of GX2 Technology has significant strategic benefits for the Superloop Group:

- strategically aligned to our vision
- accelerates expansion of our community broadband campus solutions to a broader customer base
- has a team that is focused, dedicated and culturally aligned with Superloop
- is earnings accretive; and
- has technology, software and systems that will add significant value to the group and assist in further strengthening our offerings to the market.

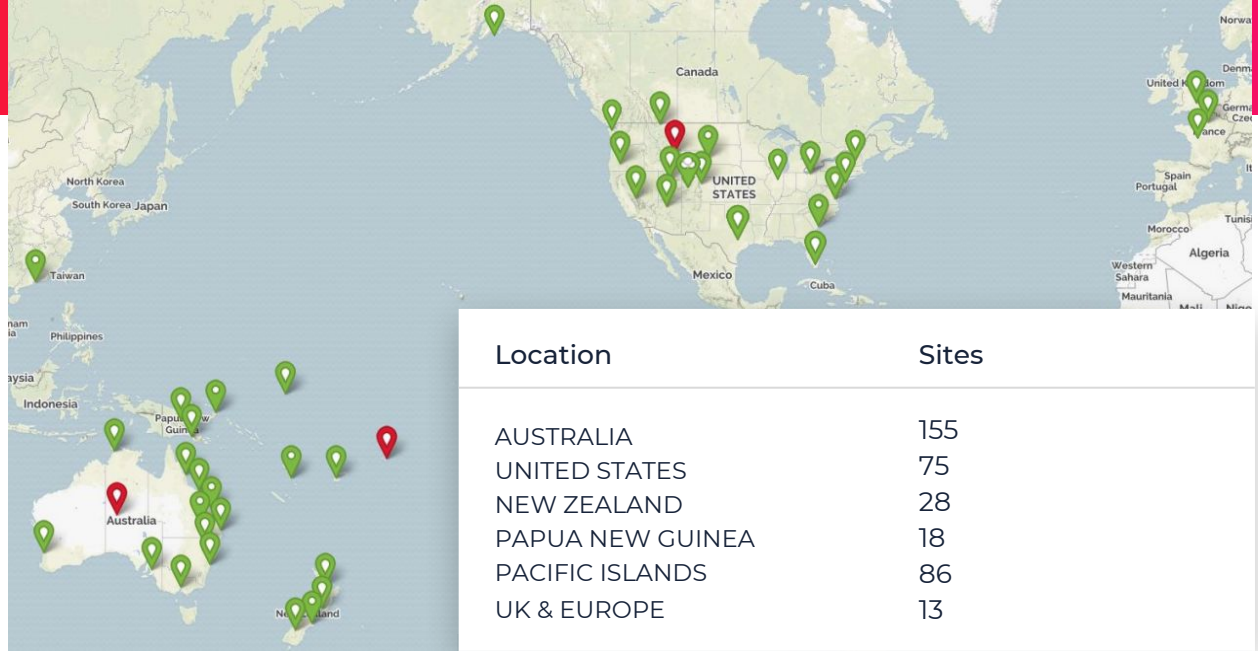
GX2 operates a compelling software platform providing a managed service for over 200 customers at over 350 sites with 75% in the Asia Pacific region and the balance across the United States and United Kingdom.

GX2 is able to service more than 50,000 guests daily and offers strong customer technical support with a customer service centre that operates 24 hours a day, from Australia, United Kingdom and the United States, following the sun.





GX2 is a leading provider of managed guest WiFi connectivity including design, installation and support via their leading GX2 software platform.



Capability: No. of users
50,000+



Total Customers
200+



Total Sites
350+



Session 2: Customer Platforms

Customer Platforms are windows between the customer and the organisation

Historically provided service listing and billing information

Great Customer Platforms allow customers to order, provision, change, track services in real-time

Customer Platforms are vital to improve visibility for the company and users (control)

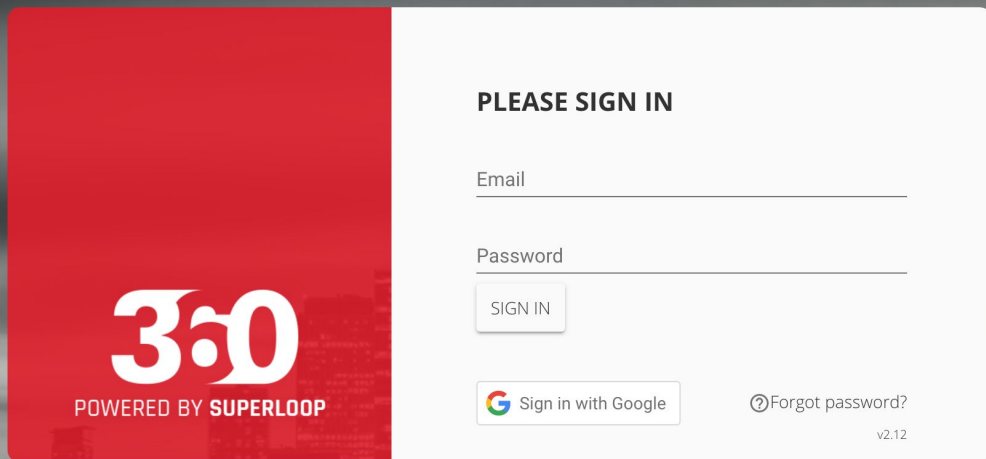
Require massive software development, integration with various platforms

Focus on delivering a consistent and market-leading customer experience

Session 2: Customer Platforms

Superloop 360 (Single Pane of Glass)

Presented by: Ryan Crouch
COO - Networks




360
POWERED BY SUPERLOOP

PLEASE SIGN IN

Email

Password

 Sign in with Google [?Forgot password?](#)

v2.12

Just one place to look

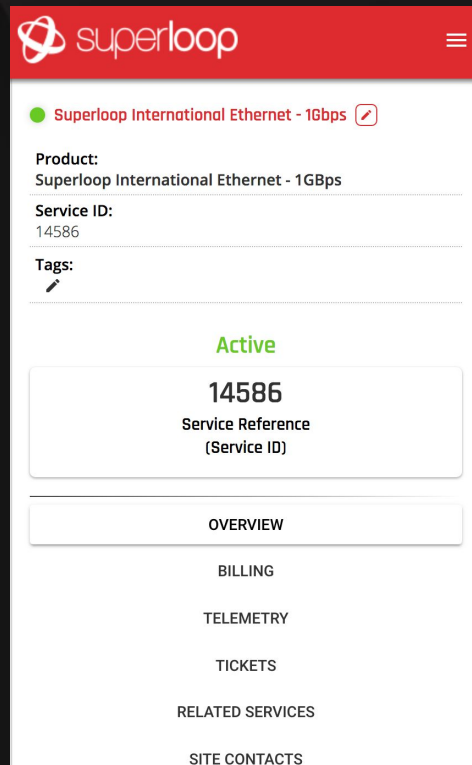
- Single Pane of Glass Offering:
 - Customers visibility
 - Simple interaction with staff
 - Support & Billing Functions
 - Business functions
 - Automation Hub / Driver
- Previous acquisitions use differing billing / CRM / support tools
- Investing our time in development via one platform allows for the greatest impact

“to move forward we needed to align”

Why is a system like 360 important?

- **Have you ever bought subscription services where the only thing you can 'see' is your bill?**
 - Customers deserve more than a bill
 - Customers feel more comfortable Superloop is looking at the same data
 - Services should be simple to find, with numerous options to identify
 - Customers don't want complex Telco service names, they want options to customise it
- **It empowers our 'new RED world'**
 - Previous systems did not have the strong connection to the actual network and services
 - Products & Services within 360 are rich with data, both meta and technical
- **Superloop needs to be able to grow and scale rapidly**
 - Telco data is complex. Knowing we can migrate to 360 enables confident growth
 - If we invest all energy / features and functions in one place, the entire business benefits
- **We need to take customer privacy & data seriously**
 - Logging every 'view / edit / change' action by staff or customers is now vital to meeting our responsibilities related to new data breach and disclosure laws.
 - The API based backend allows for any frontend / APP to access the data but also log the activities ubiquitously















Mobile supported natively



The screenshot shows the Superloop mobile app interface. At the top, there is a red header with the Superloop logo and a hamburger menu icon. Below the header, the service name 'Superloop International Ethernet - 1GBps' is displayed with a green status indicator and a checkmark icon. The product name 'Superloop International Ethernet - 1GBps' is shown below. The service ID '14586' is displayed, followed by a 'Tags' section with a pencil icon. A large green 'Active' status is shown in the center. Below this, the service ID '14586' is prominently displayed, with 'Service Reference (Service ID)' underneath. At the bottom, there is a list of navigation options: OVERVIEW, BILLING, TELEMETRY, TICKETS, RELATED SERVICES, and SITE CONTACTS.

Sample - Services Summary - by Location

Group Services By: Service Type Location Site Tag

 Services with no Location	1 Service	▼
 Alexandria, New South Wales, Australia	1 Service	▲
 Equinix X-Connect - Fibre Pair (SMDF) ID: 13715 Active 47 Bourke Road, Alexandria		
 Auckland, Auckland, New Zealand	4 Services	▼
 Los Angeles, California, United States	3 Services	▼
 Los Angles, California, United States	6 Services	▼
 Macquarie Park, New South Wales, Australia	2 Services	▼
 Perth, Western Australia, Australia	1 Service	▼
 Port Melbourne, Victoria, Australia	1 Service	▼
 San Francisco, California, United States	5 Services	▼
 San Jose, California, United States	1 Service	▼
 Springfield Central, Queensland, Australia	1 Service	▲
 Colocation - Half Rack - PolarisDC (Springfield) ID: 11540 Active Mary Mackenroth Lane, Springfield Central		
 Ultimo, New South Wales, Australia	1 Service	▼

A sample Services list, grouped by Location.

Alternate sorting options including Customer defined 'tags'

Sample - Service Telemetry (For Network)

● Superloop Australia IP Transit - 3Gbps

Product: Superloop Australia IP Transit - 1Gbps

Service ID: 14164

Tags:

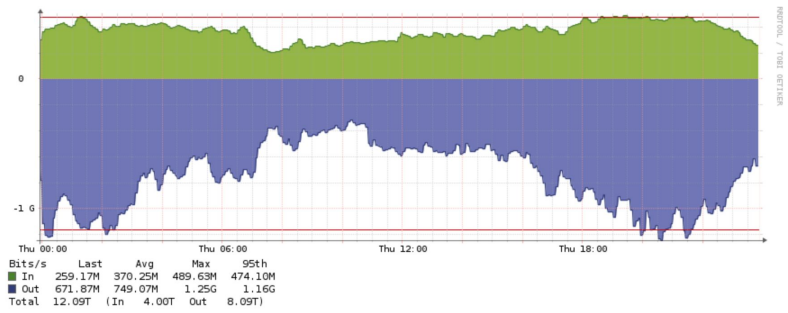
Active

14164

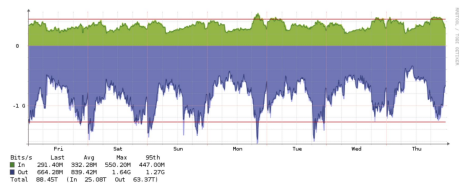
Service Reference
(Service ID)

OVERVIEW BILLING **TELEMETRY** 95TH PERCENTILE TICKETS RELATED SERVICES SITE CONTACTS

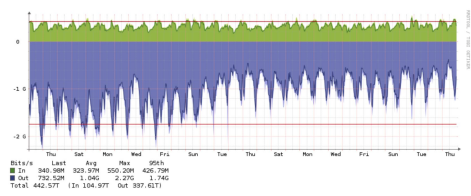
Last 24 Hours



Last 7 Days



Last Month



IP Transit
- Network traffic example

Customers share the same view as Superloop

- The same datasets are used by GNOC/Monitoring systems internally

Telemetry is used as the term so additional measurement can be supplied for other service types

- Light Levels (Fibre)
- Disk Usage
- CPU usage

Sample - Complex Billing Mechanisms

Current Billing Profile

\$0 AUD
Monthly
Recurring Fee

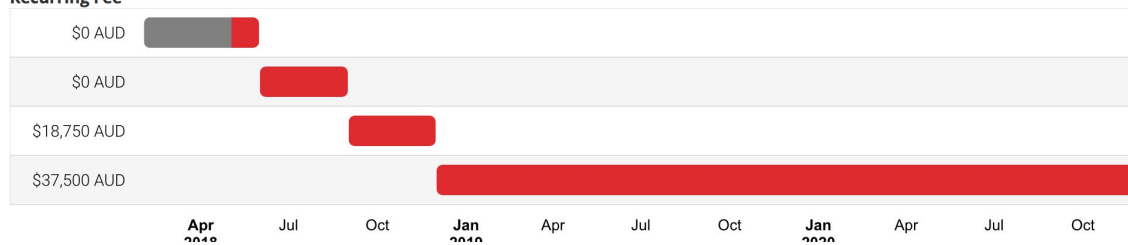
3/34 Months
31 months left
Current Billing Cycle

General

Install:	\$0 AUD
Commencement:	01/02/2018
Termination Date:	
Expiry Date:	01/12/2020 (rolling monthly afterwards)
Commitment:	34 months
Frequency:	Monthly
Recurring TCV:	\$956,250 AUD
TCV:	\$956,250 AUD
Monthly Installation Fee Accrual:	\$0 AUD

Billing Term Schedule

Recurring Fee



The Example Service has complex operations covering multiple periods and pricing structured

Staged pricing, set once

100% automated output right through to invoice

Sample - We track our own services from suppliers the same way!

● Bi-Lateral BGP - Google AS15169

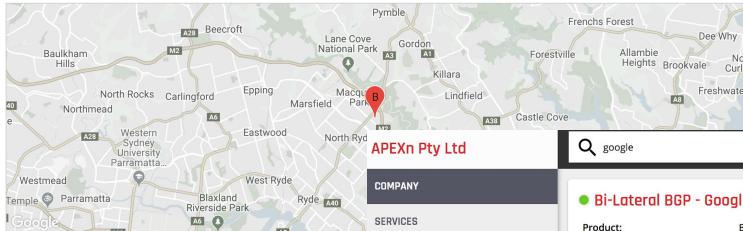
Active

Product: Bi-Lateral BGP Connection - Peer Name
Service ID: 11155
Tags:

11155
Service Reference
(FNN)

OVERVIEW BILLING TICKETS RELATED SERVICES SITE CONTACTS

Service Location



B End of Service

4 Eden Park Drive

4 Eden Park Drive
Macquarie Park
New South Wales
2113
Australia

Q google

● Bi-Lateral BGP - Google AS15169

Active

Product: Bi-Lateral BGP Connection - Peer Name
Service ID: 11155
Tags:

11155
Service Reference
(FNN)

OVERVIEW BILLING TICKETS RELATED SERVICES SITE CONTACTS

0 Open Tickets 0 Actions Needed + Create Ticket ↻ Refresh

Open Tickets
No open tickets

Closed Tickets

ID	Description	Last Updated
14666	Bilateral BGP connection - Google via MegaIX NSW	3 years ago >

Every service we procure or build (not just sell) is tracked in the same way

Example interconnection with Google from 2013

This allows for all supporting 360 functions to be reused

Sample - 360 configures / builds the network

● Singapore Ethernet Backhaul - 10GBit/s

Port Status ●

Active

Product:	Singapore Ethernet Backhaul - 10GBit/s
Service ID:	12575
Tags:	

12575

Service Reference
(FNN)

OVERVIEW **NETWORK** BILLING TELEMETRY TICKETS RELATED SERVICES SITE CONTACTS

Network Device Ports

sin1-br-edg-r1

Data Centre: 20 Ayer Rajah Crescent,
Singapore 139964

Rack: TBC:FR1:0014

Rack Unit: 1-42

● xe-0/0/4 (UNI)

ID: 6

Max Speed: 10 Gb/s

sin4-br-edg-r1

Data Centre: 2 Tai Seng Avenue,
Singapore 534408

Rack: TBC

Rack Unit: 1-42

● xe-0/0/2 (UNI)

ID: 185

Max Speed: 10 Gb/s

Automatic allocation of ports allow for configuration to be pushed from 360 to the 'network'

Using this model services can be provisioned and 'Ready for Service' in minutes

Locator Provides Coverage Lookup tools based on Addresses



LOCATOR

Q Search

Search Options

- Superloop Fibre
- Superloop 400
- Fixed Wireless
- Third Party

Roadmap Terrain Satellite Hybrid

©2018 Superloop Locator v2.31

Map data ©2018 Google, INEGI, ORION-ME Terms

Locator provides a simplified view of communications services available at a Customer site or location

This data incorporates both Superloop on-net Fibre and Fixed Wireless Coverage

Alternative supplier/3rd Party options are also available to allow for further coverage options if such requirement

Locator - Example Building Search

LOCATOR

Q Search

Search Options

On Net

333 Ann St Brisbane Qld 4000

Superloop Fibre Connected

Superloop 400 Connected

Fixed Wireless 100%

Service	Address	Distance
P4APT	344 Queen Street, Brisbane, QLD 4000	200m
B4RV	123 Eagle St, Brisbane, QLD 4000	322m
B4RP	71 Eagle St, Brisbane, QLD 4000	451m
B4WFP	1 Eagle St, Brisbane, QLD 4001	666m
B4HGC	23 Leichhardt Street, Spring Hill, QLD 4000	707m
B4NXG - Nextgen	54-58 Alfred Street, Fortitude Valley, QLD 4006 Australia	1km

Third Party Connection

Roadmap Terrain Satellite Hybrid

©2018 Superloop Locator v2.31

Building Searched, showing SLC Dark Fiber enabled

Site also lists nearby Wireless Towers including distances

3rd Party access options marked 'Green', list can be expanded if necessary to show known on-net buildings for competitors or more complex solutions

Session 2: Customer Platforms

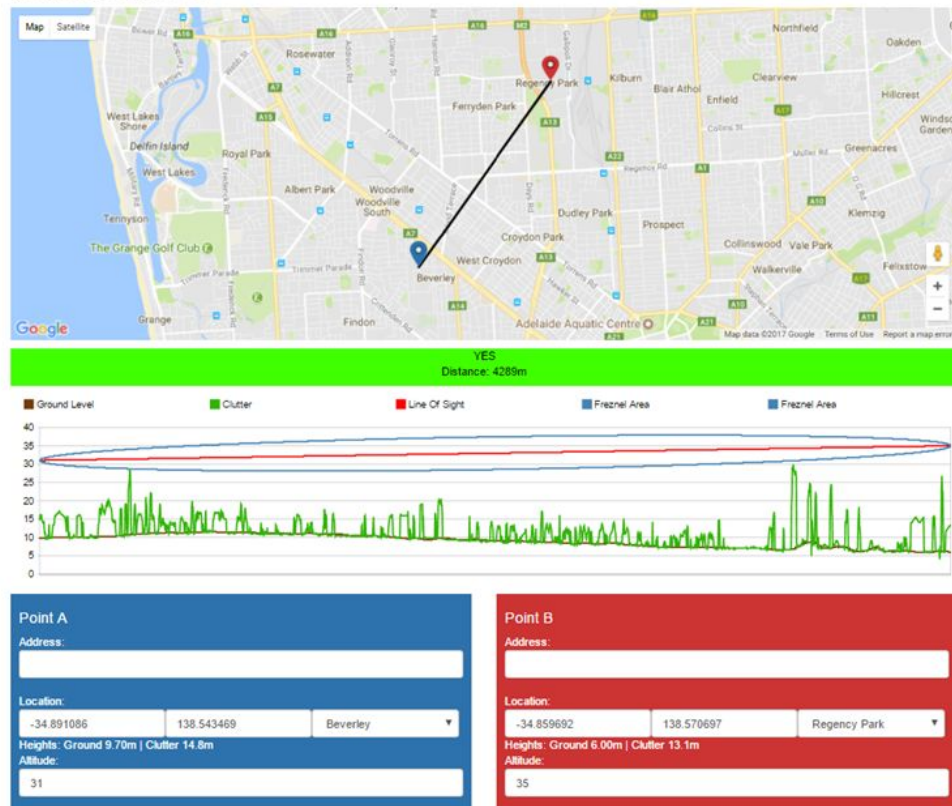
NuSkope CRM

NuSkope's Point to Point (PtP) calculator enables geographical Line of Sight (LoS) calculations between two fixed points.

Takes into account building, trees and other physical obstacles (clutter)

Useful for simple Service Qualification (SQ) checks and link tower planning.

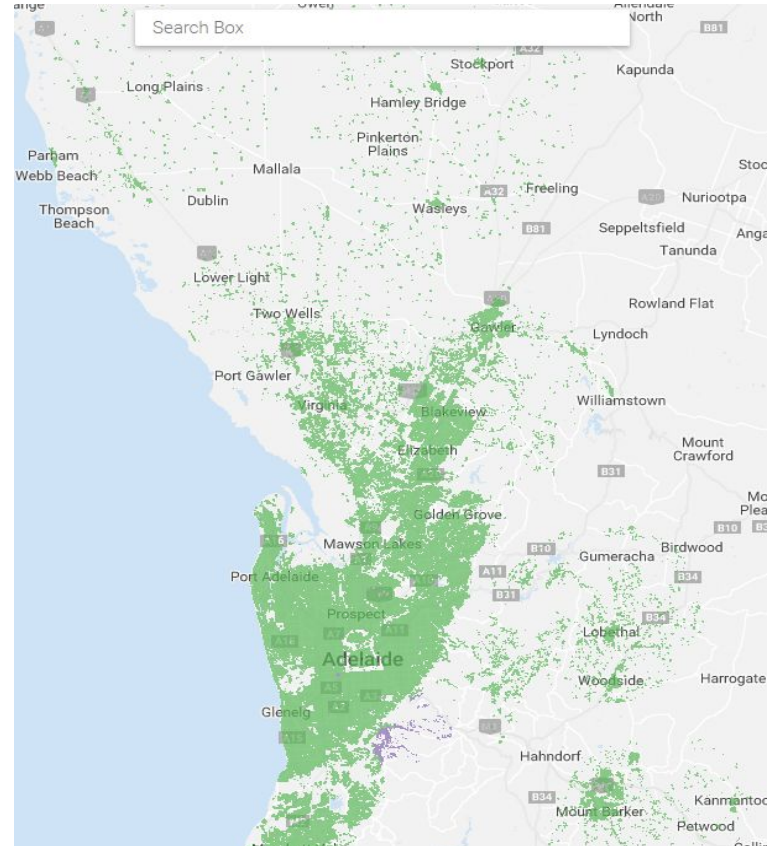
Point to Point SQ



The need for a better SQ tool came from not knowing our coverage capabilities and lengthy/failed installs.

NuSkope developed our own industry leading GIS tools. These tools allow us to generate highly accurate coverage maps of our network. This is critical in giving customers and staff an instant answer on what services we can provide and where.

The SQ system uses several datasets and some creative programming that allows us to accurately remotely check line of sight to every roof in a geographical area. The data considers building, tree and tower heights, ground level, distance and frequency.



Simple display of results that customers can understand

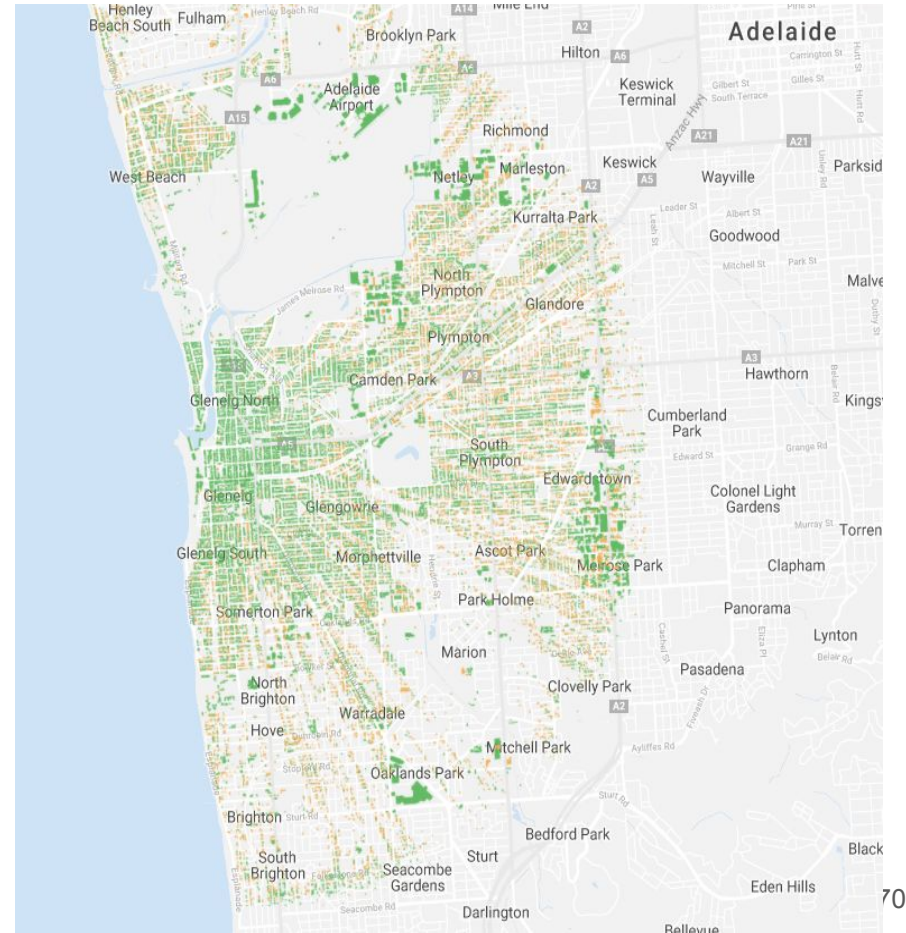


This tool can be used live at: <https://www.nuskope.com.au/coveragemap>

A significant investment goes into the construction of towers and other telecommunications infrastructure, having the most suitable sites is critical.

The software allows us to check each individual proposed location, for exactly what roofs and how many each proposed site could see.

For example, site A may be a proposed 29-meter tower, and site B would be an existing commercial rooftop just down the road that has slightly less elevation. The team can then make an informed decision based on commercials and coverage.



Final internal results show staff and contractors not only if a building can be connected but exactly where on the building the antenna needs to go. This significantly reduces the time needed at each site for installation.



Wireless Service Qualification				
Status	Tower	Dist	Standard	Mast
Operational	Columba	5379.50 m	80.4	100
Operational	Xavier	335.48 m	47.4	96.2
Operational	Smithfield	3228.75 m	78.2	100
Operational	Gould Creek	4689.23 m	89.7	99.4

Roof Type	Maximum Roof Height
Steep pitch or high complexity	8.0 m
Roof Material	Average Eave Height
Metal	4.3 m
Zone	
Residential	

NBN Service Qualification

One Stop shop for floor staff and management to view everything about a customer and all their services.

- Upload files, images, notes
- Support multiple contacts
- Multiple services per customer
- Shows history of staff who have viewed the account and when.

The screenshot displays the NuSkope CRM interface for a customer named Michael Blake (C-11652). The top navigation bar includes options for Search, Provision, Reports, History, Flags (1), and Outages (1). The user 'michael.blake' is logged in, and there is an Admin link. Below the navigation bar, there are search filters for Service Qualification, Phone, and Service. The main content area shows customer details: Customer Type: Standard, Company Name, ABN, Billing Address (132 Franklin Street, Adelaide 5000), and Billing amount (\$109.95). There are buttons for Upload File, Edit Customer Record, and Suspend. A 'Files' section shows a table with columns for Filename, Uploaded By, and Uploaded Date. A table of Account Views shows a list of staff members and their view times. At the bottom, there is a list of services: WiFi (Staff) with email mblake2@nuscope.com.au (S-21311) and mblake@nuscope.com.au (S-12308), NBN (NuSkope NBN 100/40 1000GB) with email 130786746@devoted.com.au (S-2917), and WiFi (Disconnected) with email mblake1@nuscope.com.au (S-11353). Each service row has status indicators like 'M Series', 'In Contract', 'Active', or 'Not Active'.

Booking a job made easy by selecting a job type, then a list of available appointments is shown.

System takes into account drive tech 'work zones', skillset, availability and drive time between jobs.

Select Type of Appointment

- Standard Installation
- Adelaide Hubs Instal
- Business Installation (Short)
- Business Installation
- Realign
- Repair
- Mast Installation
- Mast Installation (Short)
- Existing Installation
- Apartment Install
- Disconnection
- Relocation
- Tower
- Site Survey

Next available appointments

Mon 26th Jun Anthony Gracie 1:00pm to 3:00pm	Tue 27th Jun Athier Al-Azawi 9:30am to 11:30am	Tue 27th Jun Athier Al-Azawi 11:30am to 1:30pm	Wed 28th Jun Travis 9:00am to 11:00am
Wed 28th Jun Travis 1:00pm to 3:00pm	Wed 28th Jun Nick Mendrin 8:00am to 10:00am	Wed 28th Jun Nick Mendrin 11:00am to 1:00pm	Wed 28th Jun Nick Mendrin 2:00pm to 4:00pm
Wed 28th Jun Athier Al-Azawi 9:00am to 11:00am	Wed 28th Jun Athier Al-Azawi 11:00am to 1:00pm	Wed 28th Jun Athier Al-Azawi 1:00pm to 3:00pm	Wed 28th Jun Anthony Gracie 9:00am to 11:00am
Wed 28th Jun Anthony Gracie 1:00pm to 3:00pm	Wed 28th Jun Alexandre Bourdylev 8:00am to 10:00am	Wed 28th Jun Alexandre Bourdylev 10:00am to 12:00pm	Wed 28th Jun Alexandre Bourdylev 12:00pm to 2:00pm
Wed 28th Jun Alexandre Bourdylev 2:00pm to 4:00pm	Wed 28th Jun Arek Tarnowski 8:30am to 10:30am	Wed 28th Jun Arek Tarnowski 11:30am to 1:30pm	Wed 28th Jun Arek Tarnowski 2:30pm to 4:30pm
Thu 29th Jun Travis	Thu 29th Jun Travis	Thu 29th Jun Travis	Thu 29th Jun Anmar

All staff can look into a service, no need to wait for level 2 support

Historical and live signal levels

- Connection details
- Assigned hardware
- Plan, usage and contract details

The screenshot displays the NuSkope CRM interface for a service. At the top, a purple header bar shows the service name 'WiFi — Staff', the user 'mblake2@nuskope.com.au (S-21311)', and status indicators 'M Series', 'In Contract', and 'Active'. Below this, a secondary header bar shows 'WiFi — Staff', 'mblake2@nuskope.com.au (S-12308)', and 'Active'. The main content area includes a navigation menu with tabs for Service, Plan, Usage, Contracts, Stock, Bookings, Throttling, RADIUS, and History. The service details for 'mblake2@nuskope.com.au' are shown, including options to 'Change Username', 'Reset Connection', and 'Shape Service'. A map displays the location '1 SPORTSMANS DRIVE WEST LAKES SA 5021 (SQ)'. To the right of the map, connection details are listed: '(23 minutes ago) 119.22.11.199 Static', download/upload speeds of '48.49 MB / 6.07 MB', LNS 'ADL1.LNS3', MAC 'West Lakes; ap7.westlakes', and TxRate/RxRate of '58.1; 95.6'. A signal level graph shows a fluctuating orange line between -40 and -80 dBm. Service start and next bill dates are also provided. At the bottom, a summary bar shows 'NBN — NuSkope NBN 100/40 1000GB', user '130786746@devoted.com.au (S-2917)', and status 'FTTH In Contract Active'. A final bar shows 'WiFi — Disconnected', user 'mblake1@nuskope.com.au (S-11353)', and status 'Not Active'.

Complete Standard Installation (Single Storey) for nuskope@nuskope.com.au

Sam Rich

Standard Installation (Single Storey) (Aaron Plunkett)
NuSkope Residential Fixed Wireless 500GB

Current Connection Information (Update)

undefined (NaN hours NaN minutes NaN seconds)
undefined undefined

undefined
CCQ: undefined%
TxRate: undefined RxRate: undefined

Results

Job Result:
 Pass Fail Incomplete

Hardware:

- Archer C59 (\$99.95)
- Router Board RB2011UIAS-RM (\$250.00)
- Router Board RB2011UIAS-2HnD-IN (\$250.00)
- TP-Link Archer C2 (\$99.95)
- TP-Link TL-WR841N (\$49.95)
- Extended Ladder Hire (\$50.00)

CPE MAC Address:
MAC address of antenna

CPE Checklist:

- Recent Firmware version?
- Acceptable Base Station?
- Updated Admin Password?
- Updated Antenna Location on Roof?
- Additional charges confirmed?

Monthly Charge: \$59.95
Promo Code:
Setup Cost:

- 24 month contract: \$99.95,
- 12 month contract: \$189.95,
- 1 month contract: \$249.00.

Setup Cost	99.95
------------	-------

Misc Charges:

Description	Price
Description	Price
Description	Price
Description	Price
Description	Price

Invoice Total: \$159.90

Map

Submit

Exact location of antenna

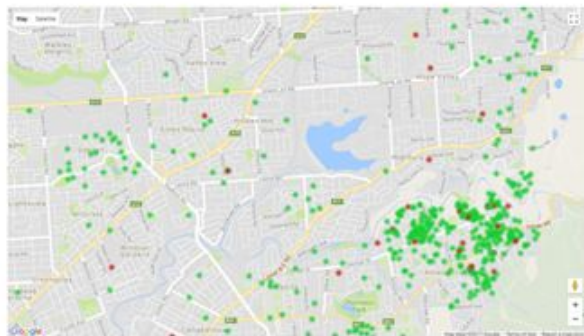
Assigns hardware from stock control

Generates customer invoice

Generates tech debit invoice

Staff checklist to ensure correct provisioning

Customisable reports on any tower, used for network capacity planning, frequency management, with dozens of other uses and options to optimise the network team, so they can optimise the network



By Account

Service Type WiFi ULL TADSL NBN Voice Dealer	Account Owner	Group Business Affiliate Camper Agent Tower Host CFA Base Plan Charisha Special -> Commserv - Dbooth Commserv_30MB/10MB_450GB	Group Service Active Yes No
--	---------------	---	-----------------------------------

By Connection Point

Antenna
Highbury
Highbury_ap4b_highbury
Highbury_ap5_highbury
Highbury_ap10_highbury
Highbury_ap11_highbury
Highbury_ap12_highbury
Highbury_ap13_highbury

Connection Length (m)
0 - 0

Date Options

Installed Date | Application Date | Disconnected Date | Today | This Week | Last Week | This Month | Last Month

Start Date: [] End Date: []

Additional Options

In Current Screen | Pending Services | Generate CSV | Gen KML | Show Online*

Display Options

Show LOS | Show Towers | Hide Customer Dot | Hide Fiber | Color By: Antenna

Data Display

<input checked="" type="checkbox"/> Customer Name	<input checked="" type="checkbox"/> Service	<input type="checkbox"/> Owner	<input checked="" type="checkbox"/> Group
<input type="checkbox"/> Signup Date	<input type="checkbox"/> Installed Date	<input checked="" type="checkbox"/> Core Lat (m)	<input checked="" type="checkbox"/> User

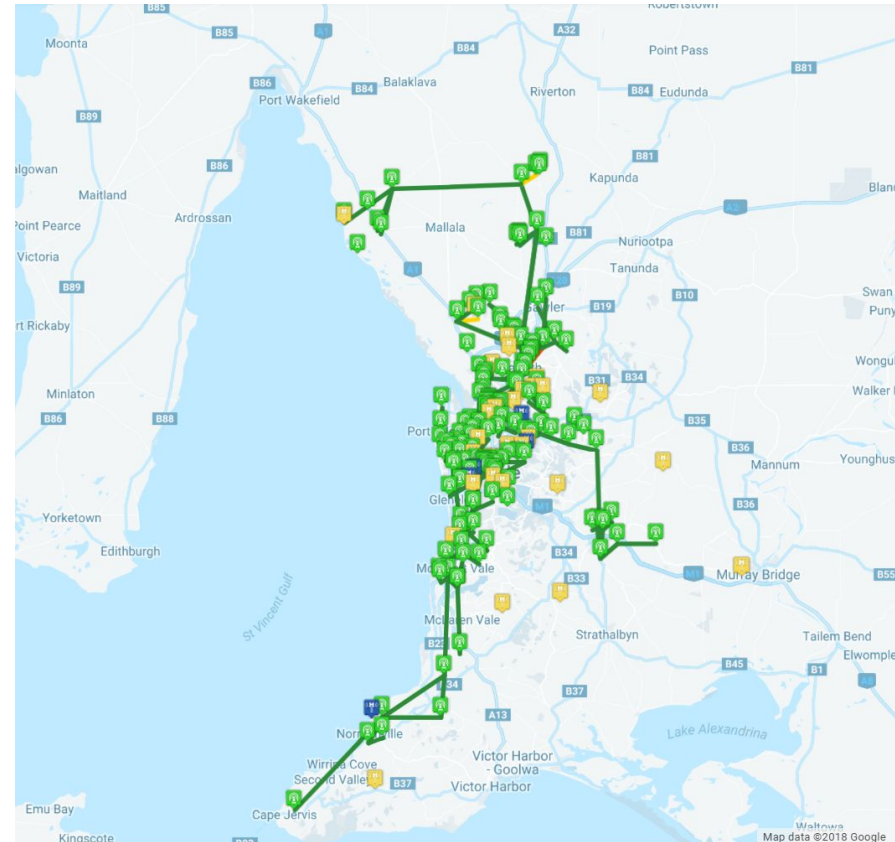
147 active towers

27 In build across three states

- Adelaide
- Brisbane
- Melbourne

Average tower deployment of \$20,000
(range of \$5000 - 50,000)

High gross margin



Session 3: Platform for Growth

WARNING The Geek Show

Session 3: Platform for Growth
(Project Blackwell)

Building massively scalable hosted platform for IAAS, Private and Hybrid Cloud (Scale)

Platform designed and built with highest level of security (Trust)

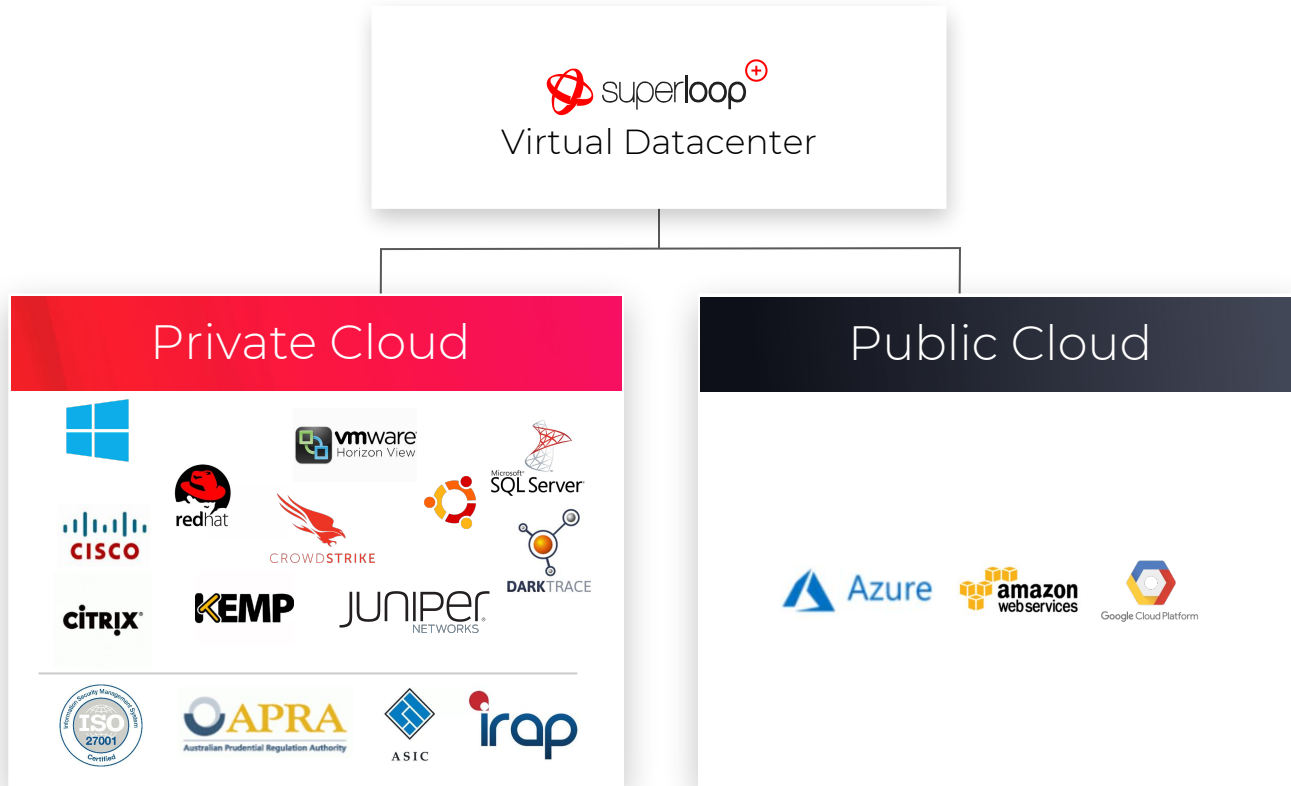
Platform designed to allow user experience to be managed by 360 Portal (control/trust)

Platform built over 3 secure data centres in Sydney for maximum uptime and resiliency

Being designed to seamlessly integrate with major public cloud platforms inc AWS, Azure and addresses data sovereignty for many customers while still leveraging public cloud

Integration and Consolidation Benefits





16

Cisco UCS Blades

2000

Ghz of CPU

16

TB of RAM

1.5

PB of HP Storage



Superloop are partnering with Industry leaders to deliver a private cloud platform which is:

Operationally efficient

Simplified architecture

Built for scale



Cisco UCS Director Orchestration



Centralised Provisioning



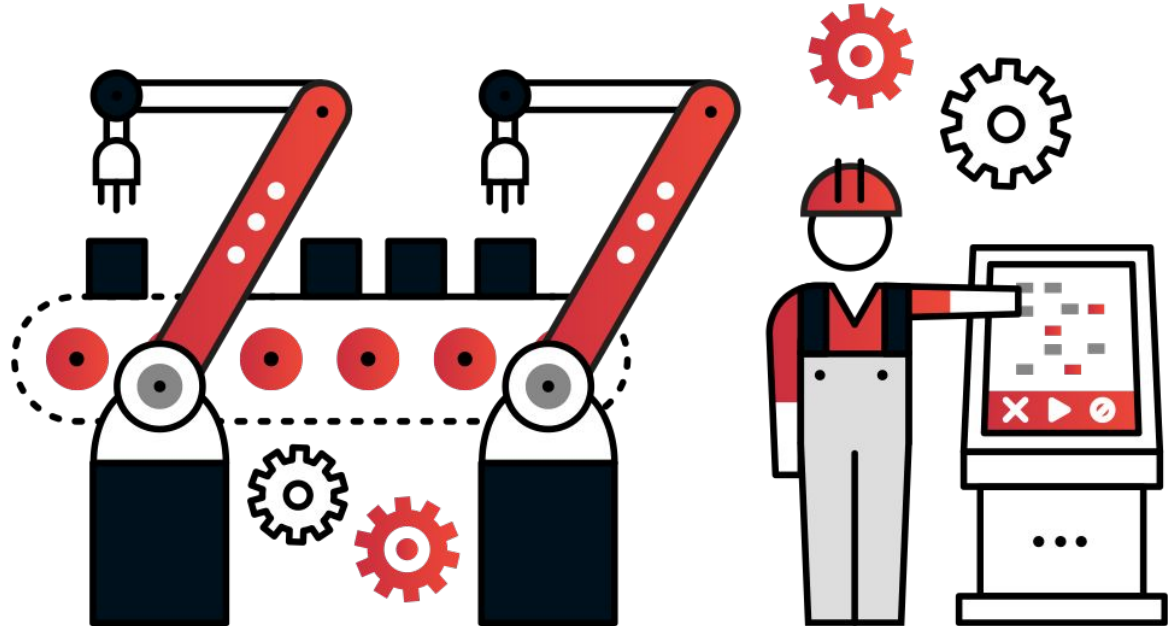
Hands Free Operations



Real-Time Delivery

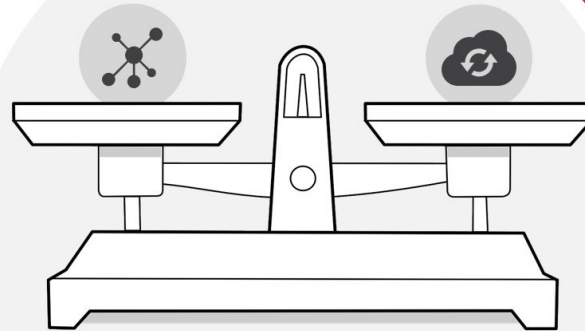


Quality of Service
Guaranteed



Cyber Security

- Compliant Infrastructure
- Protected data
- Monitored workloads
- Events correlated
- Threats detected
- Anomalies analysed
- Intelligence fed
- Always reported

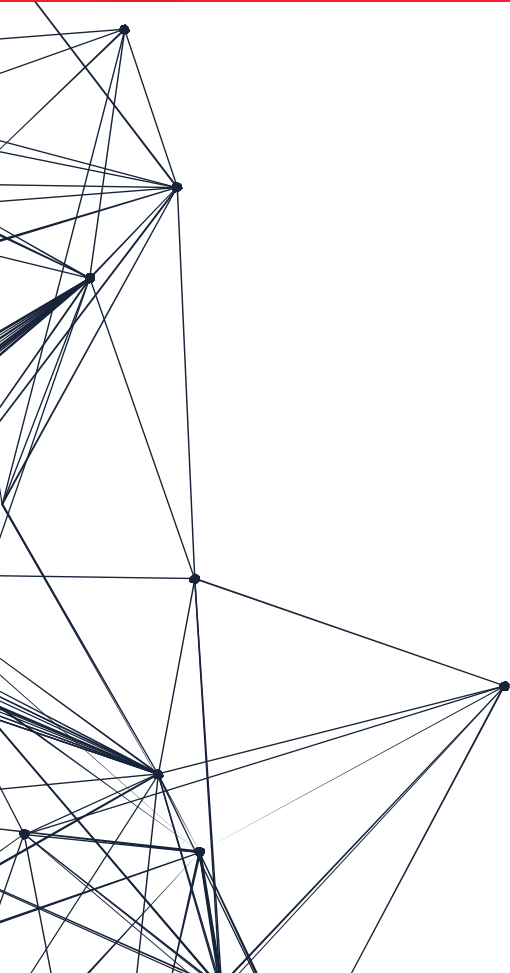


Functionality

- Infrastructure as a Service
- Backup as a Service
- Desktop as a Service
- Software Defined Networking
- Hosted PBX
- Managed Security Services



Session 3: Platform for Growth (Project Blackbriar)



Access Layer

Provider Edge (PEX)

Metro Layer

Transit Layer

Transport Layer



Brocade MLXe-16

14RU
Max power draw 7kW+

VS



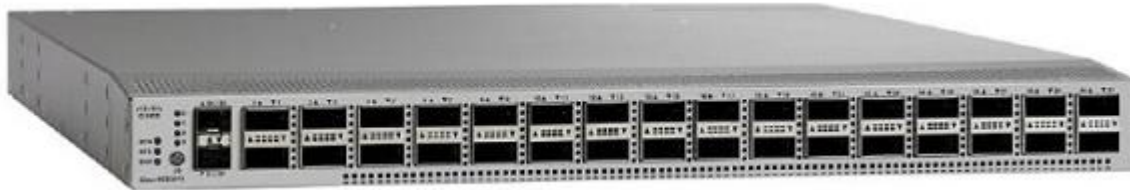
Juniper ACX

1RU
Max power draw 350W

Underlying platform that provides connectivity between metro areas.

The Transport Layer

Small physical and power footprint
32x 40G/100G dual speed ports
3.2Tbps throughput



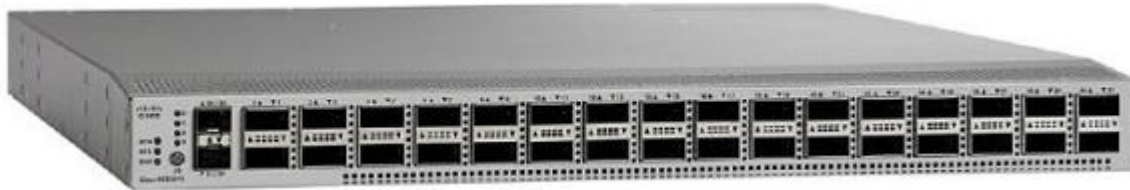
Terminates upstream transit providers, peering and transit customers.

Our Transit Layer

Small physical and power footprint

48x 10G + 4x 40G/100G

880Gbps throughput



Physically terminates customers. Provides L2 services between data centre locations.

Our Access Layer

Small physical and power footprint
48x 1G/10G + 6x 40G
720Gbps throughput



Our 10G Customer Edge

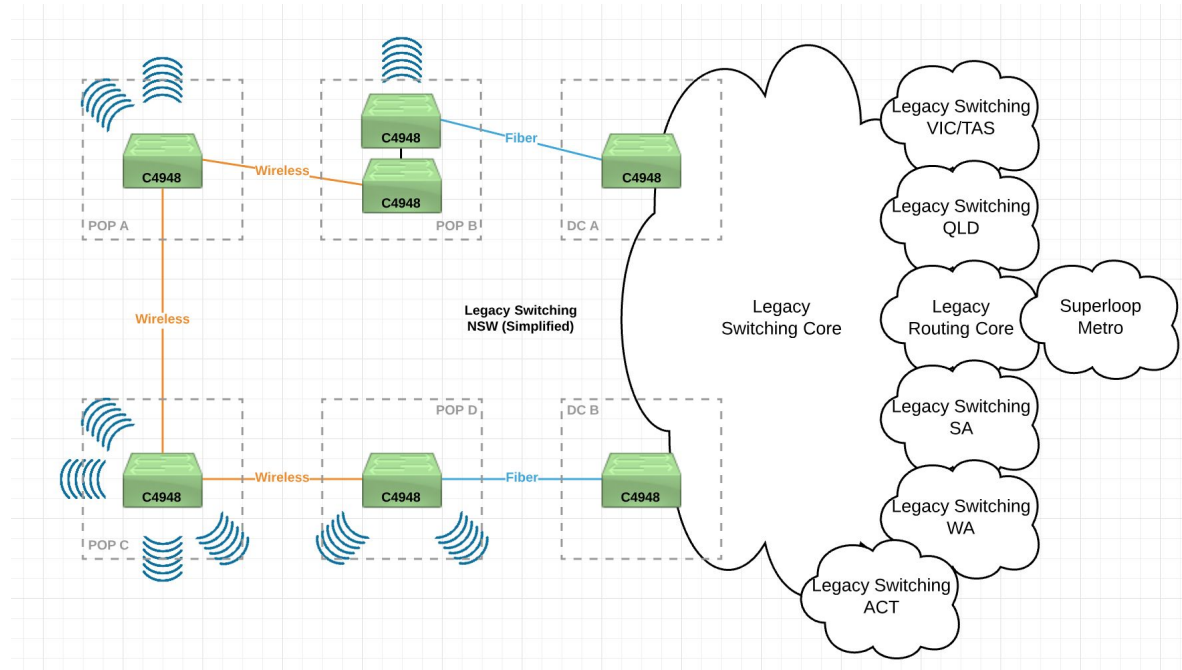
Small physical and power footprint

16x 1G, 2x10G

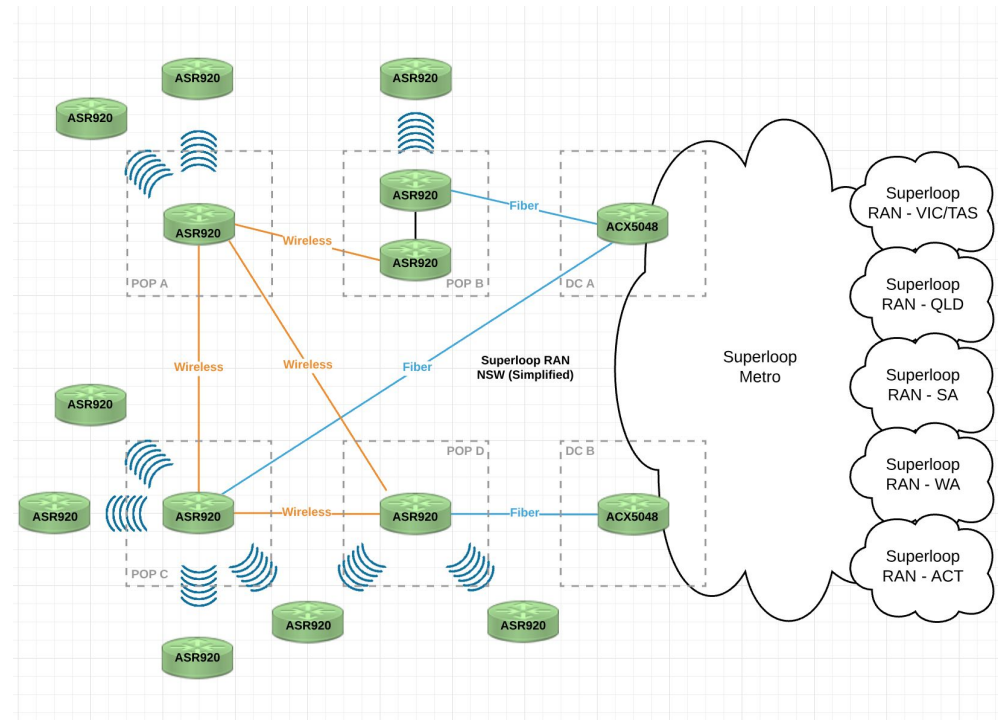
10G single core fibre backhaul to datacentre



- Ageing Cisco Catalyst Switches in a ring or daisy chained
- Huge broadcast domain
 - High volatility
 - Difficult to isolate faults
- Limited scalability
- Limited product offerings



- New technology that fits purpose
- Highly scalable
- Small broadcast domain
 - Fault isolation is easier
 - More stable
- Sub-second failover



Our NBN and RAN (Radio Access) Layer

Small physical and power footprint
24x 1G/10G + 8x 10/25G + 2x 40/100G
300Gbps throughput

-20 to 70 degrees operating temperature!



Session 3: Platform for Growth

PEX and Orchestration

- Requires a large number of highly skilled technical resources
- Scales by increasing manpower
- Handcrafted, personalised services
- Compounded due to numerous network “languages”
- Complexity and unpredictable cascading effects
- Further increase in rigmarole to balance



Where do all these costs and inefficiencies go?

The Service Edge is where technology smarts come together to turn simple circuits into fast, high availability Internet connectivity and secure Private Networks (IP VPN) for our customers

Due to its central role and complexity it can quickly become expensive and precarious;

- Highest (relatively) cost of processing traffic due to computational complexity
- Performance hardware capable of traffic prioritization at scale
- Human operators making esoteric decisions introducing the possibility of human error



Today

- 960 Gigabits service termination capacity (live)
- Small form factor, power consumption
- Dual vendor strategy
- Orchestrated parallel scaling



Tomorrow

- Cloud based network architecture
- Leverage commodity server hardware
- Seamless interoperation and transition



Operator controlled,
Never.

Traditional legacy networks

Operator driven API,
Live FY18Q2

Operators call the API to provision service

360 portal assisted,
Live FY18Q3

Operators define the service within the
360 portal and call the API

360 portal controlled,
Slated FY18Q4

Complete abstraction of network control

LIVE FY18Q2

READY, LIVE IN FY18Q4

IN PROGRESS



Service Edge (PEX)



Metropolitan Transport
(MET)



Customer Site (CPE)



Radio Access Network
(RAN)

Moving Forward

Drew Kelton - Incoming CEO

Focus on the massive sales opportunity in Asia (Cloud + InterDC, enterprise connectivity)

Sharpen Go-To-Market strategy and continue to solve customer pain points

Maximise investments already made in infrastructure, platforms, software and capability

Build and expand on strong relationships with customers, vendors and executive

Absolute driving shareholder value

Superloop's vision is to be the most trusted enabler of connectivity and managed services in Asia Pacific

ADDITIONAL INFORMATION

For further comment or other information please contact:

Investor enquiries:

Telephone: +61 7 3905 2400

Email: investor@superloop.com

Disclaimer

Superloop Limited's (Superloop) consolidated financial results (Results) are prepared in accordance with the Australian Accounting Standards, the Corporations Act 2001 (Cth) and Corporations Regulations 2001 (Cth). While much of the financial information in this presentation is based on the Results, it should be read together with the Results.

The presentation also includes certain 'forward-looking statements' which are not historical, like the Results. Such statements are based on Superloop's current expectations, estimates and projections about the industry in which Superloop operates, and beliefs and assumptions regarding Superloop's future performance. Words such as 'anticipates', 'expects', 'intends', 'plans', 'believes', 'seeks', 'estimates' and similar expressions identify forward-looking statements. Any such statement is subject to known and unknown risks, uncertainties and other factors, many of which are beyond the control of Superloop, are difficult to predict and could cause actual results to differ materially from those expressed or forecasted in the forward-looking statements.

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All reference to "\$" are to Australian currency (AUD) unless otherwise noted."