



Full Year FY18

Results Presentation

Monday 20th August 2018

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

FY18 HIGHLIGHTS



Revenue⁽¹⁾

\$125.2m

↑ 109.3%



Underlying EBITDA⁽²⁾

\$30.6m

↑ \$21.6m



NPAT

\$7.1m

↑ \$8.3m



Monthly Recurring Revenue⁽³⁾

\$10.5m

↑ \$2.9m



Operating cash flow

\$37.9m

↑ \$33.2m



Earnings per share

3.2c

↑ 3.9c

1. Includes other income
2. After adjusting for transaction costs of \$0.6m and integration costs of \$0.9m
3. Run rate revenue at ro June 2018 excluding strategic sales



Revenue and Profit Growth

- Reported Net Profit after Tax of \$7.1 million
- Reported EBITDA of \$29.1 million with underlying EBITDA of \$30.6m
- AU, SG and HK networks achieved positive EBITDA (before allocation of corporate overheads)



Network Expansion Continued

- Expanded metropolitan and international capacity with HK and USA capacity upgrades
- Announced and commenced construction of Superloop's new "Red" Australian national backbone
- Increased network, technology and product coverage through acquisitions of NuSkopec (contribution from Oct 2017) and GX2 Technology (GX2) (contribution from November 2017)



Platforms for future growth underway

- Establishment of Superloop's retail internet service provider, Superbb, and the acquisition of 10,000 fixed line broadband subscribers to kickstart the Group's position in the retail nbn marketplace
- Completion NBN Co B2B systems creating direct integration between NBN and Superloop 360 portal
- INDIGO subsea cable systems progressing in line with schedule

An aerial night photograph of a city skyline, likely Miami, featuring a prominent beach and ocean on the left. The city is illuminated with lights from buildings and streets. A semi-transparent dark blue overlay covers the right side of the image, containing the agenda text.

Agenda

- > FY18 Financial Results
- > FY18 Business Performance
- > FY19 Our Focus
- > Appendices

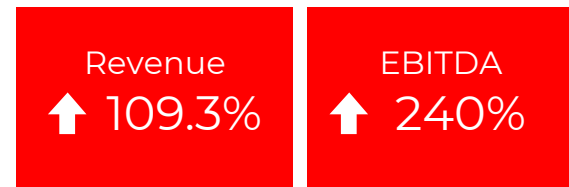
An aerial photograph of Singapore's skyline at sunset. The sun is low on the horizon, casting a warm orange glow over the city. The water of Marina Bay is in the foreground, with several boats and the Esplanade - Theatres on the Bay. The Esplanade - Theatres on the Bay is a prominent white, lotus-shaped building. In the background, a dense cluster of skyscrapers forms the city skyline. The text "FY18 Results" and "Financial Results" is overlaid on the left side of the image.

FY18 Results
Financial Results

FY18 Profit & Loss Summary

Year on year

	FY18	FY17 ¹	Change YoY
(\$m)	(\$m)	(\$m)	(\$m)
Revenue²	125.2	59.8	+65.4
Direct costs	(51.1)	(28.0)	+23.1
Profit after direct costs	74.0	31.8	+42.3
Gross margin	59.1%	53.1%	
Operating costs	(44.9)	(27.2)	+17.7
Reported EBITDA^{3,4}	29.1	4.6	+24.5
Underlying EBITDA⁵	30.6	9.0	+21.6
Reported net profit / (loss) after tax⁶	7.1	(1.2)	+8.3



- Growth in EBITDA reflects leverage available through infrastructure ownership
- Revenue growth driven by increases in contracted recurring revenue, strategic acquisitions and long term strategic sales arrangements
- Revenue includes \$13.8 million from subsea cable development activities

1. Includes BigAir Group from 21 December 2016

2. Includes other income of \$2.7m

3. Includes NuSkope from 13 October 2017 and GX2 from 17 November 2017

4. Earnings before interest expense, tax, depreciation, amortisation and foreign exchange gains/losses

5. Adjusted for transaction and integration costs of \$1.5 million

6. Includes transaction and integration costs of \$1.5 million, non-cash amortisation of \$5.5 million and share-based payments of \$0.4 million.

Cash Flow Summary & Balance Sheet Extract

Year on year

	30 June 2018	30 June 2017	Change
(\$m)	(\$m)	(\$m)	(\$m)
Operating cash flows	37.9	4.7	+33.2
Investing cash flows	(91.8)	(116.4)	
Financing cash flows	63.0	74.0	
Net cash flows ⁽¹⁾	9.1	(37.7)	
Closing cash balance	15.4	7.1	
Cash & cash equivalents	15.4	7.1	+8.3
Property, plant & equipment	182.1	141.2	+40.9
Rights & licenses	39.9	19.9	+20.0
Goodwill	178.2	167.8	+10.4
Total assets	512.2	406.9	+105.3
Borrowings	62.8	29.7	+33.1
Net assets	389.3	333.5	+55.8

1. Excludes fx movement in cash balances

Operating Cash Flow ↑ \$33.2m

Invested \$46.6 million in property, plant & equipment including \$18.9 million for the INDIGO subsea cable system

Invested \$21.8 million in long term network and capacity agreements:

- > International: \$11.5 million
- > Hong Kong: \$8.6 million
- > Singapore: \$1.7 million



\$15.4m

Cash and cash equivalents at 30 June 2018

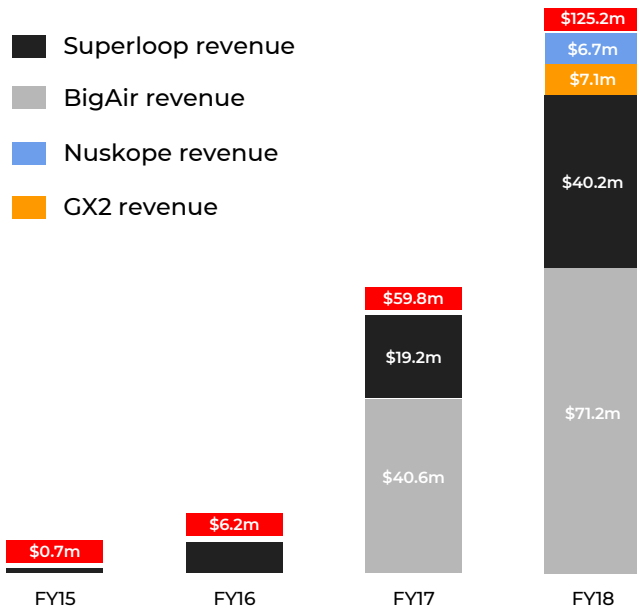


\$14.7m

Facility headroom available at 30 June 2018

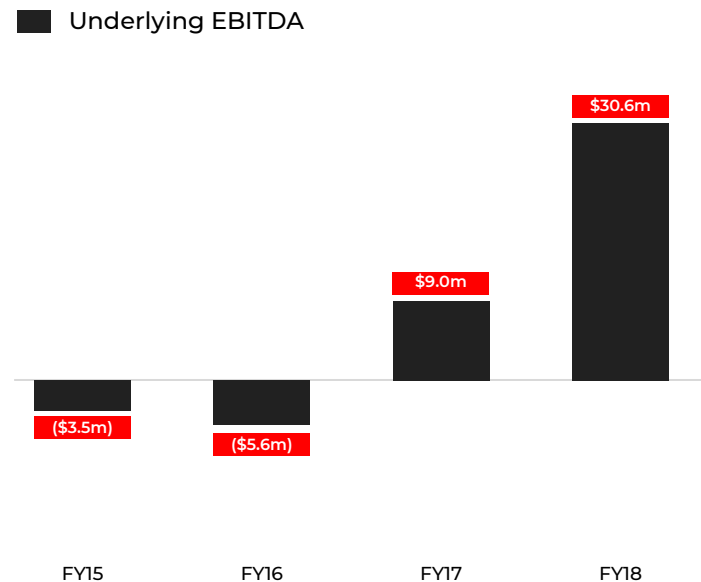
Strong Revenue & EBITDA growth

109.3% Revenue Growth on FY17



1. FY17 Includes BigAir Group from 21 December 2016
2. FY18 includes NuSkope from 13 October 2017 and GX2 from 17 November 2017

240% Underlying EBITDA Growth on FY17



1. FY17 Includes BigAir Group from 21 December 2016
2. FY18 includes NuSkope from 13 October 2017 and GX2 from 17 November 2017
3. FY17 adjusted for transaction costs of \$4.4 million associated with the acquisitions of BigAir and SubPartners
4. FY18 adjusted for integration costs of \$0.9 million and transaction costs of \$0.6 million associated with the acquisitions of NuSkope and Gx2

An aerial night view of a city skyline, likely Hong Kong, featuring numerous illuminated skyscrapers and a bridge over a body of water. The scene is dominated by warm yellow and white lights from the buildings, with some colorful accents like green and blue. The text 'FY18 Results Business Performance' is overlaid on the left side of the image.

FY18 Results
Business Performance



“We are starting to see the benefits of our investment in infrastructure and software. The three key principles behind Superloop of fibre, wireless and Asia have never looked more compelling, relevant and timely.”

Drew Kelton
CEO - Superloop



Australia

30 June 2018	30 June 2017
242km	217km
Fibre	Fibre
225+	200+
Strategic sites	Strategic sites



Singapore

30 June 2018	30 June 2017
190km	176km
Fibre	Fibre
57	48
Strategic sites	Strategic sites



Hong Kong

30 June 2018	30 June 2017
239km	221km
Fibre ⁽¹⁾	Fibre
28	17
Strategic sites	Strategic sites



Total Strategic Sites
30 June 2018


310+
↑16.9%




Total Optic Fibre
30 June 2018

671km
↑9.2%

Total Progression of Optic fibre Infrastructure

 **184km**
June 2015

 **378km**
June 2016

 **614km**
June 2017

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

Singapore Performance

FY2018



(A\$m)	H2 FY18	H1 FY18	H2 FY17	H1 FY17
Recurring revenue	3.5	2.6	1.6	1.0
Non-recurring revenue	0.7	0.4	1.2	0.1
Total revenue	4.2	3.0	2.8	1.1
Direct costs	(0.8)	(0.7)	(0.6)	(0.5)
Profit after direct costs	3.4	2.3	2.2	0.6
Gross margin	80.9%	76.6%	78.6%	54.6%
Operating expenses	(0.7)	(0.6)	(0.7)	(0.6)

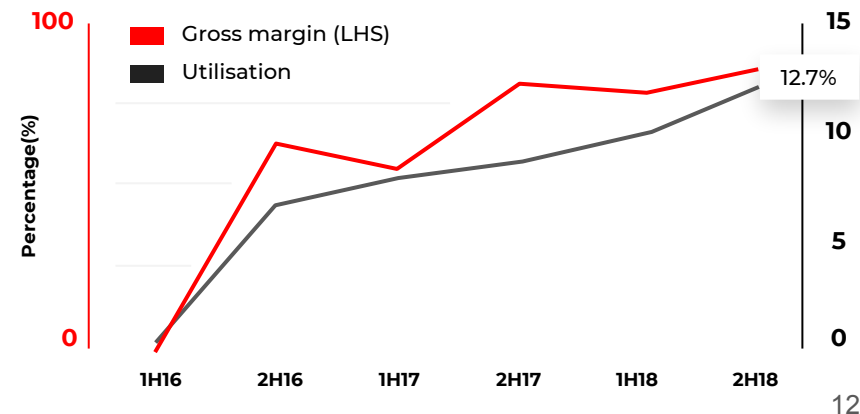
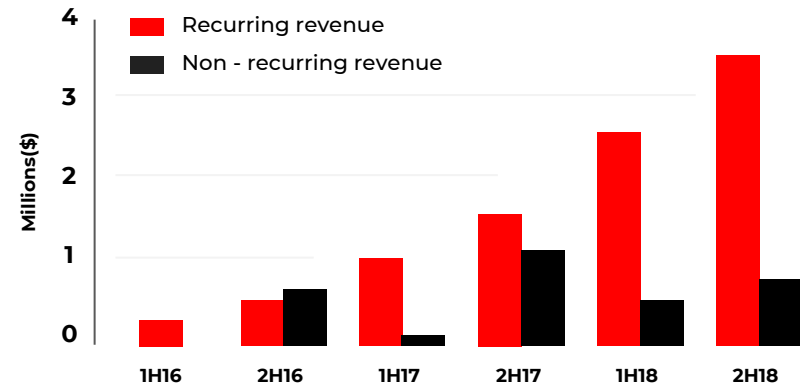
EBITDA	2.7	1.7	1.5	-
EBITDA margin	64.0%	57.0%	53.6%	-%

> FY18

Total revenue	\$7.2m
Profit after direct costs	\$5.7m
Gross margin	79.2%
EBITDA	\$4.4m

> FY17

Total revenue	\$3.9m
Profit after direct costs	\$2.8m
Gross margin	71.8%
EBITDA	\$1.5m



Hong Kong Performance

FY2018



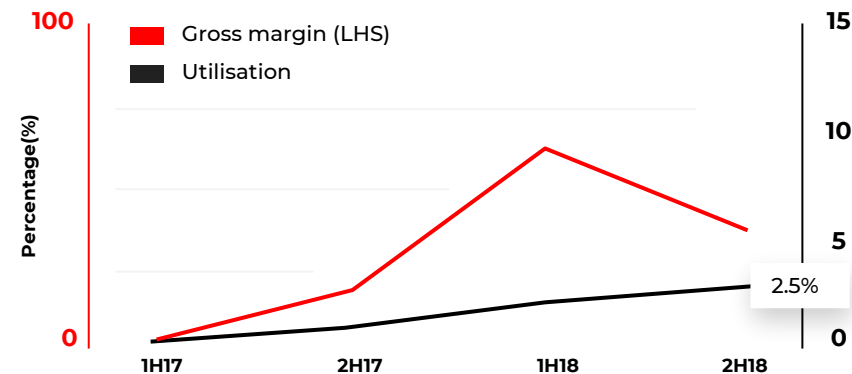
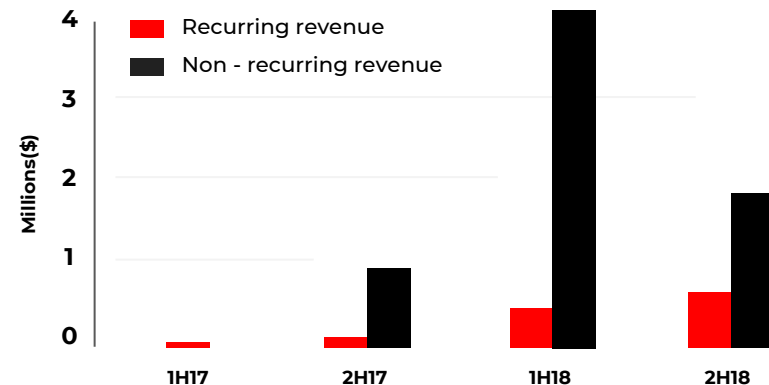
(A\$m)	H2 FY18	H1 FY18	H2 FY17	H1 FY17
Recurring revenue	0.6	0.4	0.1	0.0
Non-recurring revenue	1.7	4.1	0.9	0.0
Total revenue	2.3	4.5	1.0	0.0
Direct costs	(1.6)	(1.6)	(0.8)	(1.3)
Profit after direct costs	0.7	2.9	0.2	(0.3)
Gross margin	30.4%	64.4%	16.8%	-%
Operating expenses	(0.7)	(0.6)	(0.9)	(0.4)
EBITDA	0.0	2.3	(0.7)	(0.7)
EBITDA margin	-%	51.1%	-%	-%

> FY18

Total revenue	\$6.8m
Profit after direct costs	\$3.6m
Gross margin	52.9%
EBITDA	\$2.3m

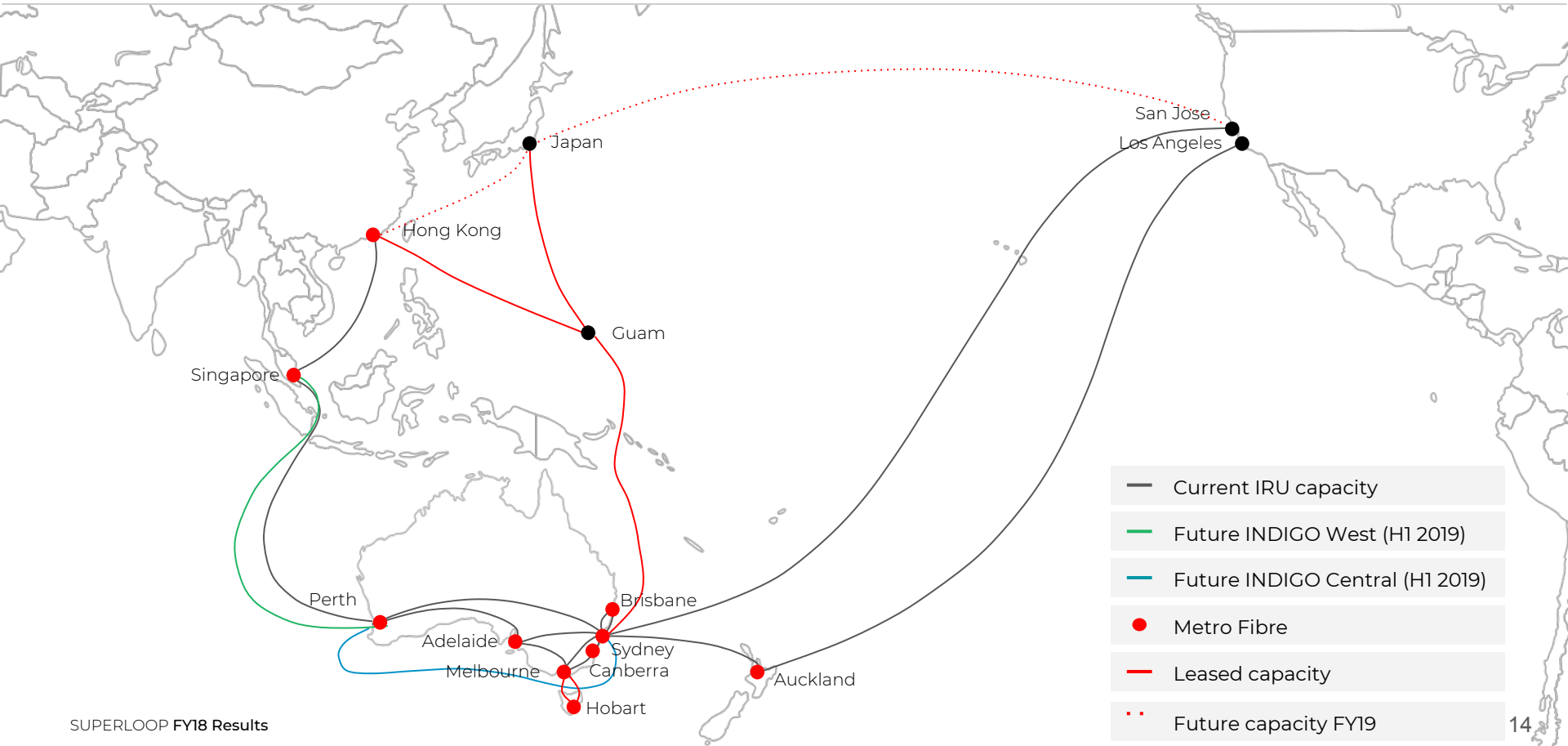
> FY17

Total revenue	\$1.0m
Profit after direct costs	(\$0.1)m
Gross margin	-%
EBITDA	(\$1.4)m



Expanded Connectivity throughout Asia Pacific

Superloop's advanced fibre network reach





FY19 The Year Ahead
Our Focus



“Over the next 2 years almost every business and resident in Australia will need to churn some or all of their telecommunication services over to an NBN or equivalent service. This is the biggest disruption to the market since deregulation and we intend to be ready, willing and able to service them through this transition.

Drew Kelton
CEO - Superloop

Catching the NBN Tsunami

Industry changing disruption



Disconnection Dates loom

- > for NBN defined Special Services
- > Starting 12 November 2018
- > Businesses using Special Services will need to arrange new services before expected disconnection dates, or risk losing access to those critical services



The affected Special Services

These include, but are not limited to:

- > Ethernet Lite,
- > BDSL
- > Frame Relay,
- > Megalink,
- > DDS Fastway,
- > ISDN



The affected Businesses

- > ~1,500 Enterprises and Government entities
- > ~20,000 Large Businesses
- > ~600,000 SMBs



The Transition/Solution

Superloop has targeted solutions for affected businesses & government entities:

- > NBN Access
- > Fixed Wireless
- > Fibre
- > Ethernet Access
- > IP WAN
- > Cloud & Security

New “RED” National Backbone

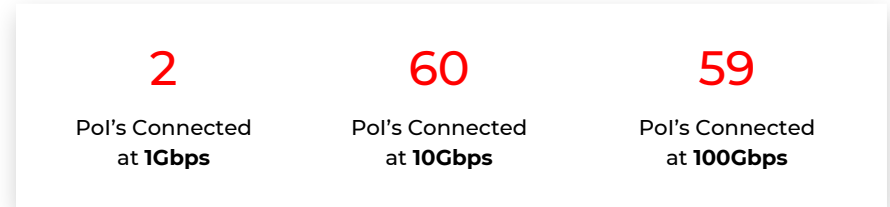
Highlights



New 10/100G national backbone connecting all capital cities and most major cities and towns across Australia

- 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 forms 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

Connecting to 121 Pol's



- 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
- Site acquisition and network expansion will continue to accelerate in 2019 as our metro and regional footprint expands

INDIGO West & Central

Routes & Characteristics

The INDIGO cable systems will deliver diverse, reliable and secure low latency connectivity Singapore and Perth, and between Perth and Sydney. The new subsea route between Perth and Sydney will complement the existing terrestrial networks across Australia.

Cable Features	INDIGO West	INDIGO Central
Cable Distance (main trunk)	4,600 Kilometres	4,600 Kilometres
Total Fibre pairs	2	2
Cable Power Design	Double End Fed	Double End Fed
Total System Capability	36 Tbps	36 Tbps
Round Trip Delay	~46ms	~46ms
Repeater Spacing	~85km	~85km
Technology	EX 3000 PSCF	EX 3000 PSCF
Tb/s per Fibre Pair	18	18
OSNR	20dB/0.1nm	20dB/0.1nm
System Supplier	ASN	ASN
Projected RFS	H1 2019	Q1 2019



INDIGO Update

A new cable for Australia and the World

INDIGO West and Central both currently under construction with the Ile de Brehat presently installing West off Western Australia and the Pacific Vixen currently route clearing along Bass Strait

Achievements

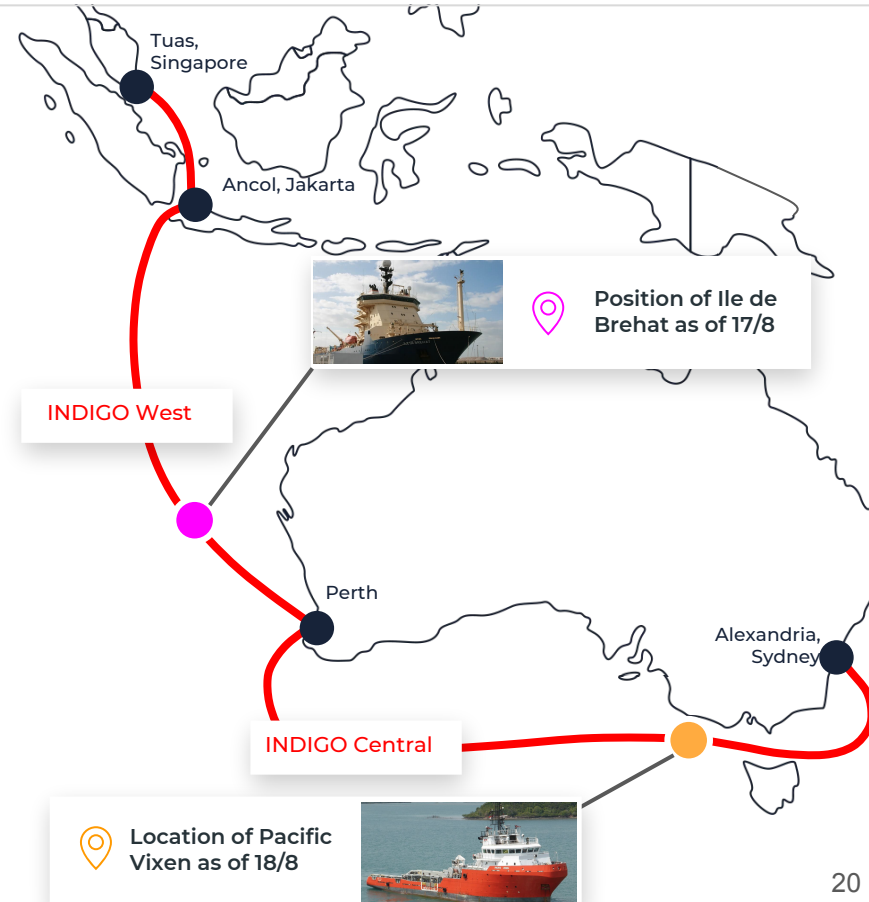
- Completed the drilling phase of the Company's seaward facing 1,900m bore pipe project in Sydney
- Completed the installation of the beach manhole and two seaward ducts in the bore pipe able to facilitate 2 submarine cables including the INDIGO Central cable
- Completed the INDIGO subsea cable project marine survey
- Completed manufacturing of the INDIGO subsea cable systems
- Commenced lay operations, expected to be complete in December 2018

Upcoming Milestone

Date*

Perth landing	Early September 2018
Sydney landing	Mid October 2018
Central final splice	Early December 2018
West final splice	Late December 2018

*Dates are subject to change due to weather and other delays





“My goal is to build a highly profitable and scalable business with a more focused product set that leverages our infrastructure and pushes our software and automation advantage.”

Drew Kelton
CEO - Superloop



Fibre/Fixed Line

- SG - Significant expansion to strategic near-net buildings to push beyond 100+ on-net buildings
- HK - Significant expansion to strategic near-net buildings and high capacity interdc services
- AU - Focus on NBN and regional fibre expansion for backhaul services. Completion of Indigo



Wireless

- Complete refresh of national wireless Radio Access Network (RAN)
- Expand high capacity and simplified wireless footprint in regional areas to compliment NBN and fixed line offerings



Products and Sales

- **Simplify** corporate products - scalable & higher margin services, retire non-profitable revenue streams
- Launch **security** practice & expand sales of GX2 and CyberHound platforms
- Focus on driving greater **wholesale** business by leveraging our NBN, wireless and fibre investments
- Launch our premium and Australian operated **retail** service for residential customers
- Apply rigorous **sales** execution to deliver growth in predictable recurring revenue streams



Automation & enablement

- Launch of Superloop 360v2 capable of centralising all connectivity provisioning
- Launch of Superloop Architect tool to help our sales team scope, design and quote enterprise connectivity solutions in near real-time
- Completion NBN Co B2B systems creating direct integration between NBN and Superloop 360 portal
- Achieve synergies through full integration of all acquisitions and major platforms

Corporate Calendar*

Routes & Characteristics

Investor Strategy Briefing and
Shareholder General Meeting

Friday, 4
May 2018



FY18 Full Year Results

Monday, 20
August 2018

2018 Annual General Meeting

Monday, 29
October 2018

**Current proposed dates, subject to change*

A panoramic nighttime view of a city skyline, likely New York City, featuring numerous illuminated skyscrapers and buildings. The foreground shows a waterfront area with a large, modern building complex and a church with a prominent steeple. The water reflects the city lights. The text "Thank You" is overlaid in white on the left side of the image.

Thank You

Appendix

Segment Results

Property, Plant & Equipment, Intangibles



FY18 Segment Performance



	Superloop ⁽¹⁾	Superloop+ ⁽²⁾	Superbb ⁽³⁾	Corporate	Total
(\$m)	(\$m)	(\$m)	(\$m)	(\$m)	(\$m)
Revenue²	61.2	36.6	26.6	0.7	125.1
Direct costs	(18.8)	(20.2)	(12.4)	0.3	(51.1)
Operating costs	(21.4)	(9.0)	(11.2)	(3.3)	(44.9)
EBITDA⁴	21.0	7.4	3.0	(2.3)	29.1

1. Superloop segment Includes Fibre, Fixed Wireless and SubPartners ("Connectivity")
2. Superloop+ segment includes customers with Cloud & Managed Services and Cyber Safety products ("Managed Services")
3. Superbb includes Community Broadband Campus Solutions, NuSkope from 13 October 2017, GX2 Technology from 17 November 2017 and SkyMesh fixed line customers for June 2018

Superloop segment includes **\$13.8m revenue** from INDIGO developments and **\$21.8 million** from fixed wireless services

Superbb segment includes **\$13.8m revenue** from NuSkope and GX2 acquired during the period

Superbb segment includes **\$0.8m revenue** from acquired fixed line nbn customer base

FY18 Segment Performance - Superloop (Connectivity)

Analysis of Superloop Operating Segment



	Australia	Singapore	Hong Kong	Total FY18	FY17
(\$m)	(\$m)	(\$m)	(\$m)	(\$m)	(\$m)
<i>Revenue:</i>					
Fixed line (fibre)	11.6	7.2	6.8	25.6	15.0
Fixed wireless	21.8	-	-	21.8	12.7
SubPartners	13.8	-	-	13.8	2.9
Total revenue	47.2	7.2	6.8	61.2	30.6
Direct costs	(14.2)	(1.5)	(3.2)	(18.9)	(8.7)
Operating costs	(18.7)	(1.3)	(1.3)	(21.3)	(12.2)
EBITDA	14.3	4.4	2.3	21.0	9.7

FY17 Fixed line includes **revenue of \$3.9m from Singapore** and **\$1.0m from Hong Kong**

FY17 includes **EBITDA of \$1.5m** from Singapore and **(\$1.5m)** from Hong Kong

FY17 Fixed wireless is for the period from 21 December 2016 to 30 June 2017

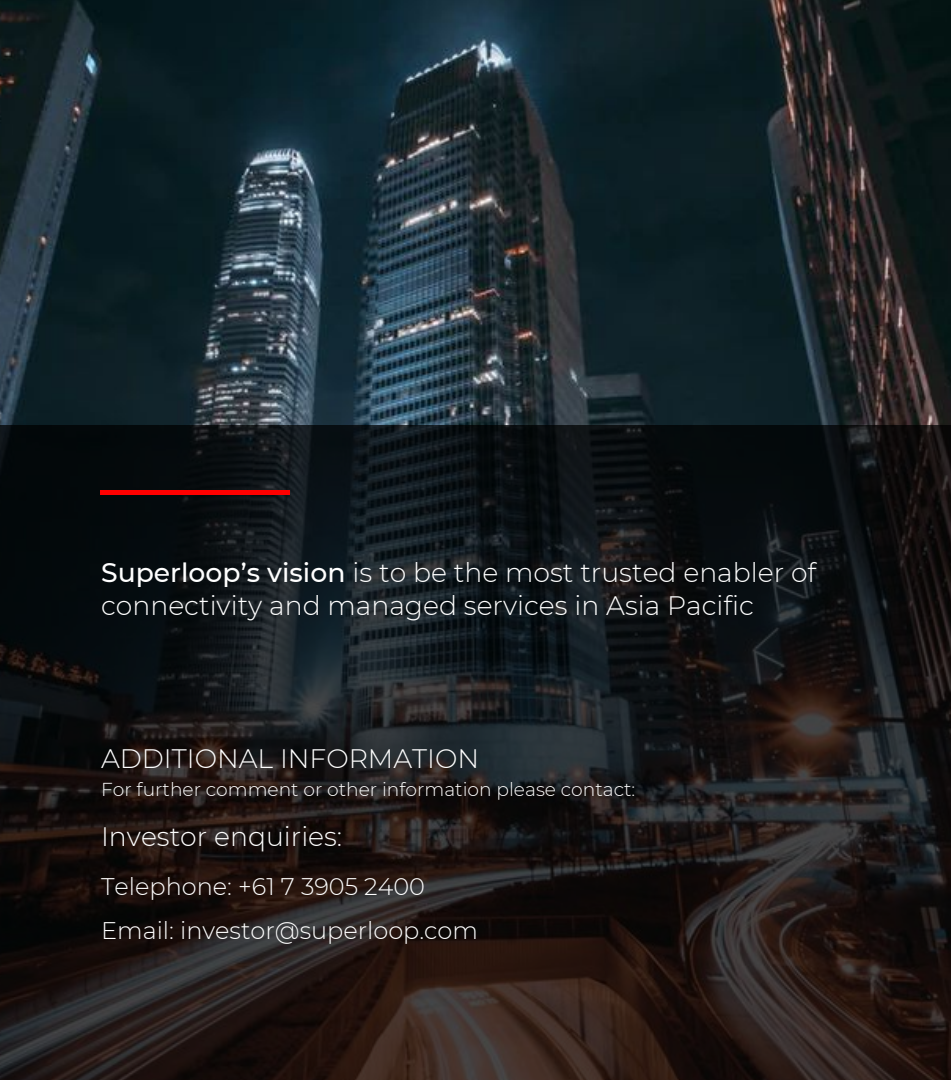
Property, plant & equipment, Intangibles / Depreciation and amortisation 2018

(A\$m)	FY18	(A\$m)	FY18
<i>Property, plant & equipment</i>		<i>Depreciation</i>	
Australia	77.5	Australia	7.1
Singapore	46.5	Singapore	1.7
Hong Kong	58.1	Hong Kong	2.5
Total property, plant & equipment	182.1	Total depreciation	11.3

Australia includes \$24.1m for INDIGO construction costs plus \$24.1m for fixed wireless infrastructure

<i>Intangibles</i>		<i>Amortisation</i>	
Acquired customer relationships and brand names	52.2	Acquired customer relationships & brand names	5.5
Rights and licences (IRUs)	39.9	Rights and licences (IRUs)	1.7
Software & other	10.3	Software & other	3.6
Goodwill	178.2		
Total intangibles	280.6	Total amortisation	10.8

There are no cash flows associated with the amortisation of acquired customer bases and brand names

A nighttime photograph of a city skyline with several illuminated skyscrapers. The buildings are lit up with warm and cool lights, creating a vibrant urban scene. The sky is dark, and the overall atmosphere is that of a bustling city at night.

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:

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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.

Superloop cautions all persons reading the presentation not to place undue reliance on these forward-looking statements. They relate only to circumstances as of the date on which the statements are made. Superloop may not release publicly any revisions or updates to these forward-looking statements to reflect events, circumstances or unanticipated events occurring after the date of this presentation except as required by law or by any appropriate regulatory authority.

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