superloop

Superloop (ASX:SLC)

DREW KELTON SUPERLOOP CEO

MarketEye Investor Day, Melbourne
Wednesday 7th November 2018

MEye Investor Day 7.11.18

Agenda

1. Who we are
2. What we do
3. Who our customers are
4. Our assets
5. Our growth drivers
6. Bandwidth & data growth
7. FY18 Highlights & FY19 Year Ahead

Who we are

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

Our business

Superloop provides connectivity services throughout the Asia Pacific metro region

We build critical core infrastructure for wholesale carriers and global content providers

Our assets include over 600km of fibre in Australia, Singapore and Hong Kong as well as cloud and managed services

Discover Asia's new extraordinary network.

Our investment thesis

Supported by the rapid growth in data consumption and cloud computing

Highly scalable with significant fixed-cost leverage

Long duration contracts and recurring revenue streams

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What we do

Connectivity

infrastructure
fibre
access
ethernet
ip networks

$61.2M
FY18 Revenue

Services

cloud
security
voice
managed networks
professional services

$36.6M
FY18 Revenue

Broadband

home
business
wifi
OTT (inc. Voice)

$26.6M
FY18 Revenue

Who our customers are... thousands of businesses across APAC

superloop Connectivity

Wholesale
Telcos
Internet Service Providers
Cloud/Content Providers

Big & Small Business
Media
Financial Institutions
Multinational
Corporations (MNC)

superloop Services

Big & Small Business

Financial Institutions
Education e.g. Schools &
Universities
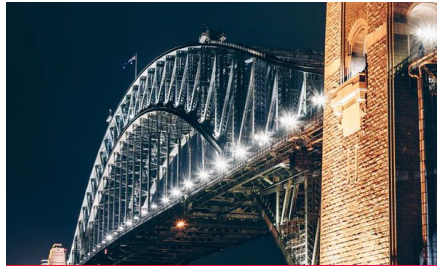Mining/Construction
Retailers
Manufacturers
Healthcare/NFP

superloop broadband

Residential/End Users:

Student Accom
Hospitality e.g. Resort WiFi
Residential Wireless
Residential NBN

**...And thousands of
residences across Australia**

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Our fibre network assets

Australia

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

Singapore

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

Hong Kong

30 June 2018	30 June 2017
239km Fibre[1]	**221km** Fibre
28 Strategic sites	**17** Strategic sites

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

Total Strategic Sites
30 June 2018

310+

▲16.9%

Total Optic Fibre
30 June 2018

671km

▲ 9.2%

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Our Assets - expanded connectivity throughout the Asia Pacific

Superloop's advanced fibre network reach

Legend:
- Current IRU capacity
- Future INDIGO West (H1 2019)
- Future INDIGO Central (H1 2019)
- Metro Fibre
- Leased capacity
- Future capacity FY19

Map labels: San Jose, Los Angeles, Japan, Hong Kong, Guam, Singapore, Perth, Adelaide, Melbourne, Canberra, Sydney, Brisbane, Hobart, Auckland

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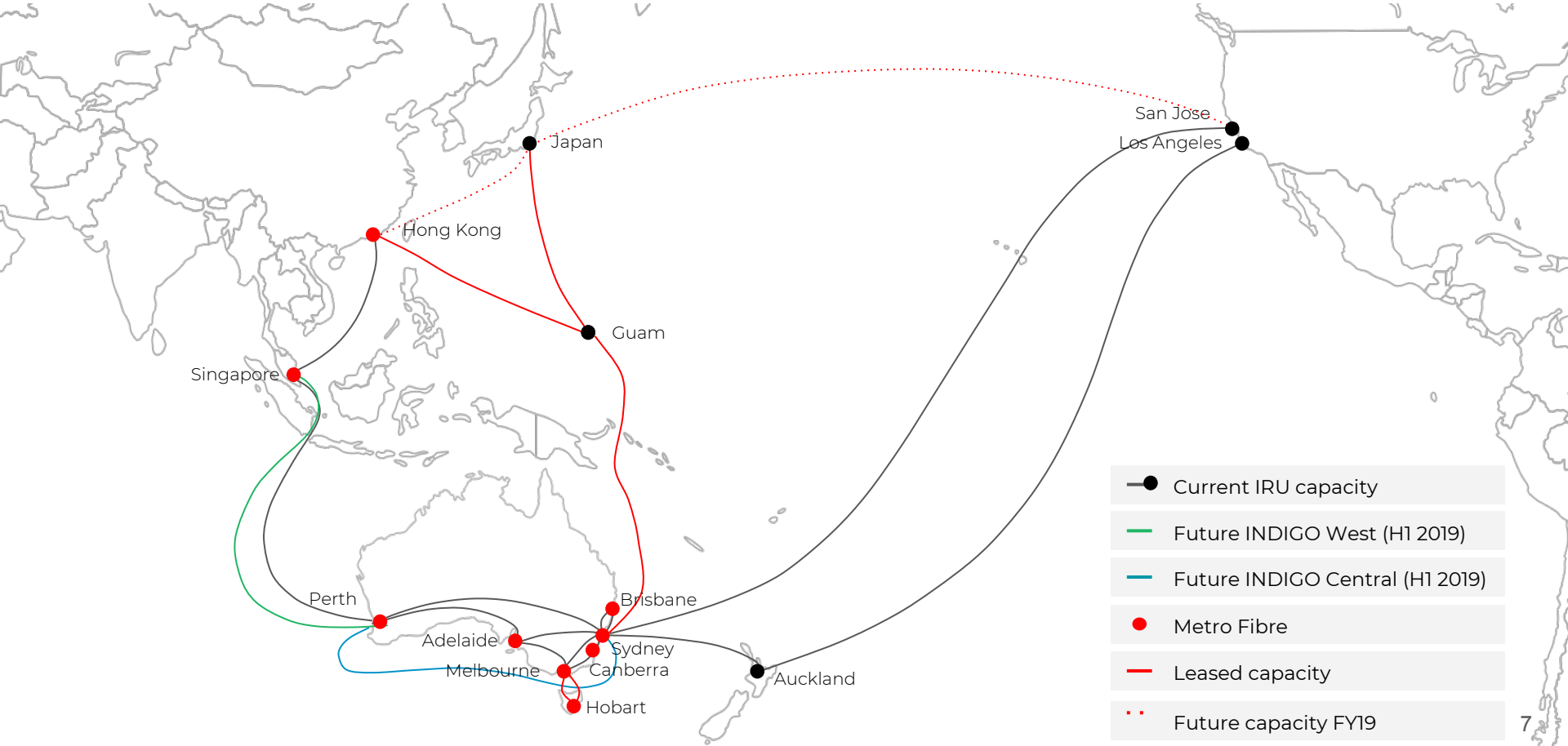
Bandwidth (Global Internet Traffic) Growth over the last ~30 years
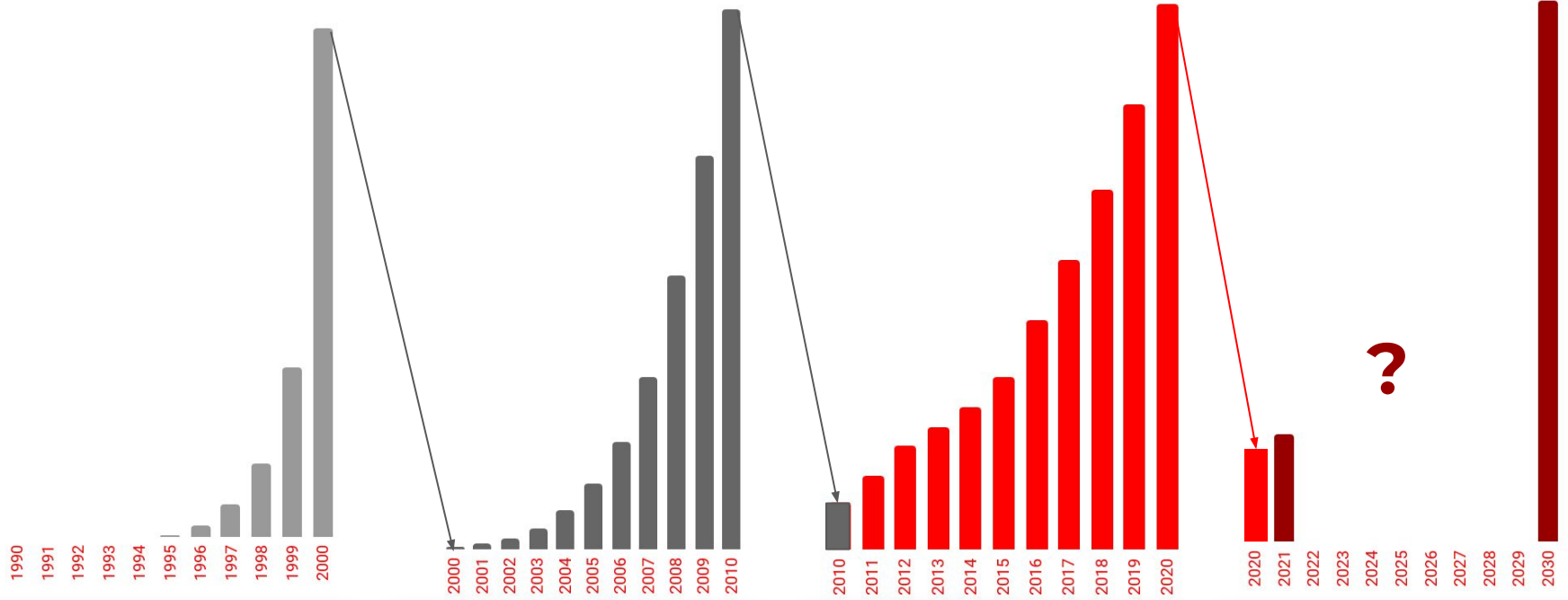
8400x growth from 1990-2000 to **84 PBs**/mth

240x growth from 2000-2010 to **>20,000 PBs**/mth

11x growth from 2010-2020 to **>228,000 PBs**/mth*

? Growth from 2020-2030

1000 Kilo (kB)

1000^2 Mega (MB)

1000^3 Giga (GB)

1000^4 Tera (TB)

1000^5 Peta (PB)

1000^6 Exa (EB)

1000^7 Zetta (ZB)

1000^8 Yotta (YB)

Source: CISCO Visual Networking Index (VNI) latest estimates

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Our growth drivers

Demand for bandwidth in Asia Pacific– Increased data consumption, growth of cloud computing, drives demand for Superloop's connectivity infrastructure

Optic fiber infrastructure – 671km of optic fiber across Australia, Singapore and Hong Kong metro regions as at 30 June 2018; Superloop drives significant incremental gross margins from its network infrastructure

Fixed cost leverage – Superloop is able to generate high margin returns on incremental capacity usage on our networks

Strategic Sites – 310 strategic sites across Australia, Singapore and Hong Kong metro regions as at 30 June 2018; Superloop monetises the significant transfer of consumer and business data between data centre sites

Customers and contracts – Superloop has long duration contracts, with the network effect driving a sticky customer portfolio and recurring revenue stream

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 $6.9m
3. Run rate revenue as of June 2018 excluding strategic sales

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
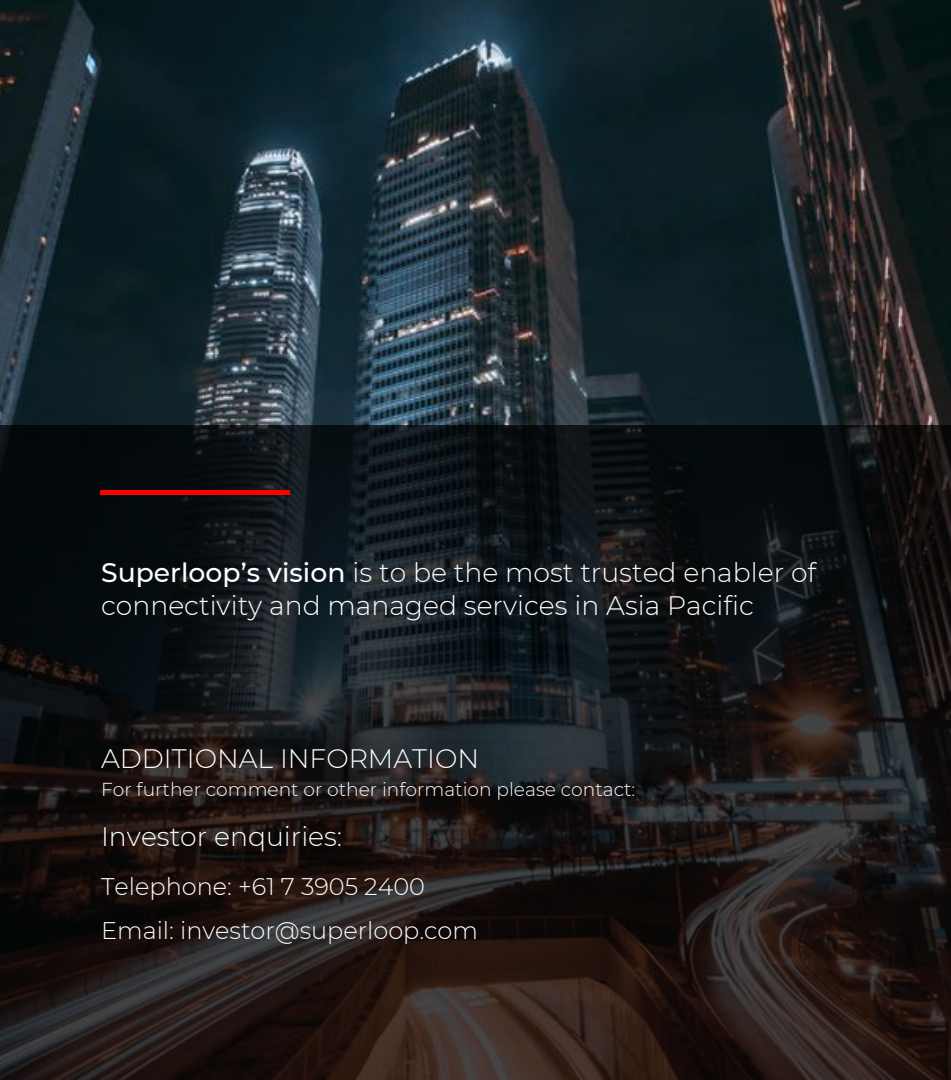
Automation & enablement

- 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 of NBN Co B2B systems creating direct integration between NBN and Superloop 360 portal
- Achieve synergies through full integration of all acquisitions and major platforms

Key Takeaways

1. Only Pan-Asia Pacific network

2. Emerging technologies driving further bandwidth growth

3. Asset ownership driving compelling leverage opportunities

4. Disruptive business model and attitude

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