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Superloop (ASX:SLC)

2018 Annual General Meeting
23 November 2018, Brisbane

Agenda

› Chair Address – Michael Malone

› Formal Business

› Meeting Close

› CEO Presentation – Drew Kelton

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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**

A year in review- FY18 Financial & Operational Highlights

Revenue and Profit Growth

- 3rd fastest growing tech company in Australia in Deloitte Fast 50 2018 Awards
- FY18 Revenue of $125.2m, up 109.3% year on year
- 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 NuSkope (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, and the acquisition of 10,000 fixed line broadband subscribers to kickstart the Group's position in the retail nbn marketplace
- Completion of NBN Co B2B systems creating direct integration between NBN and Superloop 360 portal
- INDIGO subsea cable systems progressing in line with schedule

Our segments & products

Connectivity

infrastructure
fibre
access
ethernet
ip networks

$61.2M
FY18 Revenue

Services

cloud
security
voice
managed networks
professional services

$36.6M*
FY18 Revenue

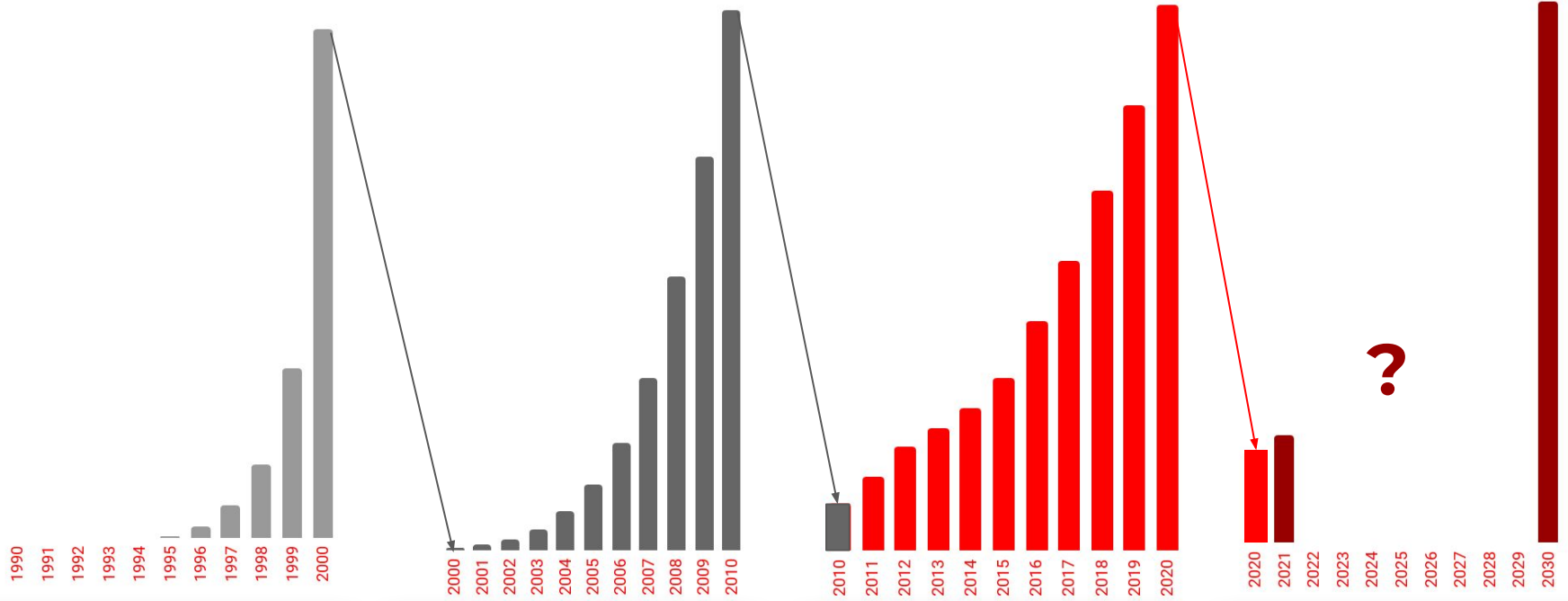*Services customers including their underlying
connectivity carriage*

Broadband

home
business
wifi

$26.6M
FY18 Revenue

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

Source: CISCO Visual Networking Index (VNI) latest estimates

Recap of focus areas for FY19 year ahead

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Connectivity

- Forming **strategic relationships** globally for APAC connectivity
- **Singapore & Hong Kong** on-net buildings expansion
- Completion of **INDIGO** subsea cable Singapore-Perth-Sydney
- Completion of 'RED Backbone' connecting to **121 NBN POIs** to provide wholesale backhaul for retail service providers

Services

- **Simplify corporate products** - scalable & higher margin services, retire non-profitable or non-core revenue streams
- **Launch security practice** & expand sales of CyberHound

Broadband

- **Launch Superloop home broadband**: our premium Australian-operated service for residential customers
- Increase **brand awareness** of Superloop across business and consumer markets including brand consolidation

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- Apply rigorous **sales** execution to deliver growth in predictable recurring revenue streams across key industry verticals
- Achieve revenue and cost synergies through **full integration** of all acquisitions and major platforms
- Further **strategic partnerships** to build out our network and sources of one-off and recurring revenues.
- Adoption of AASB15 'Revenue from Contracts with Customers' accounting standard from 1st July 2018, impacting IRU recognition

FY19 Q1 progress to date against our focus areas

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Connectivity

✓ Secured first **US channel partner** orders for Asian services

✓ **Landed INDIGO** cable in Perth and Sydney

✓ Secured long term **deal with NEXTDC** for INDIGO and Perth

✓ **44 NBN POIs** connected as of 20/11/18 & on track for completion

✓ **5 RSPs signed up** already to NNI

Services

✓ Further **integration of CyberHound** schools security business to give schools more competitive connectivity alternatives to incumbents

✓ Upsell of **additional carriage/ connectivity** to services customers

✓ Continuous rigorous review of non-profitable, non-core services

Broadband

✓ Signed **naming rights** for Superloop **Adelaide 500** festival

✓ On track for December consumer **broadband NBN launch**, leveraging Superloop 'RED' backbone

✓ **Onboarding of ~10,000 SkyMesh** NBN fixed line residential customer base on track

✓ Appointed new Chief Commercial, Financial & Revenue Officers and Head of APAC Sales **based in the region**

✓ **Integration** progressing aligning sales, operations, software developers and corporate teams across the group

✓ Refinanced **debt facility** for further 3 years from October 2018

Connectivity: Our Asia Pacific metro fibre network assets

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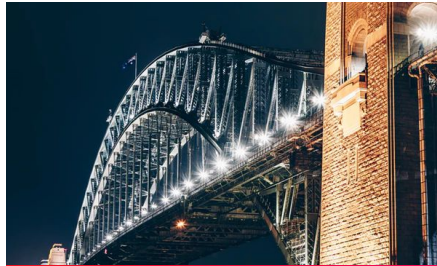
Australia

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 Strategic Sites
30 June 2018

310+

▲16.9%

Total Optic Fibre
30 June 2018

671km

▲ 9.2%

Total Progression of Optic fibre Infrastructure
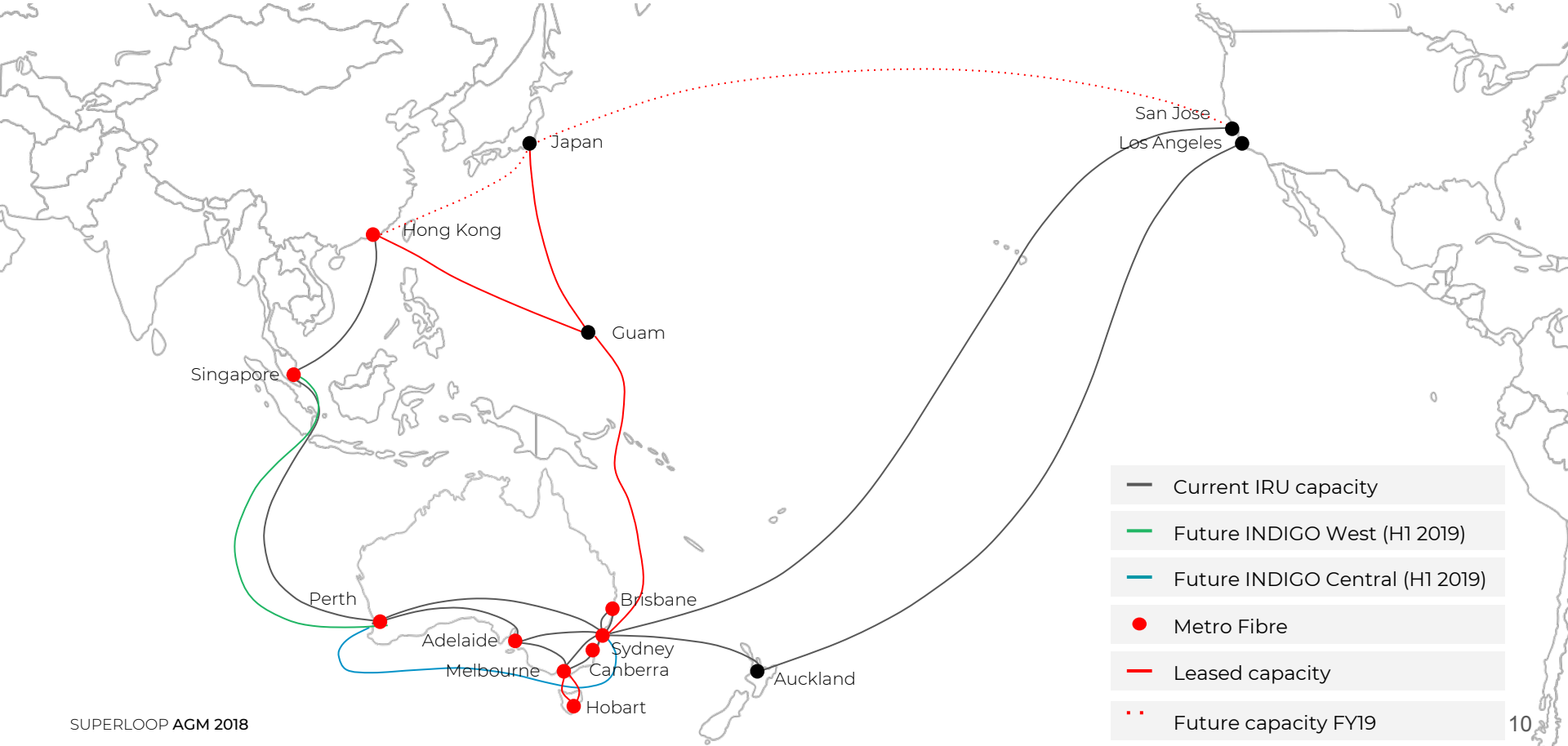
184km
June 2015

378km
June 2016

614km
June 2017

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

Connectivity: Our Asia Pacific international cable network assets

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

Building brand awareness of Superloop for businesses & consumers

Quick Facts and Brand exposure projections

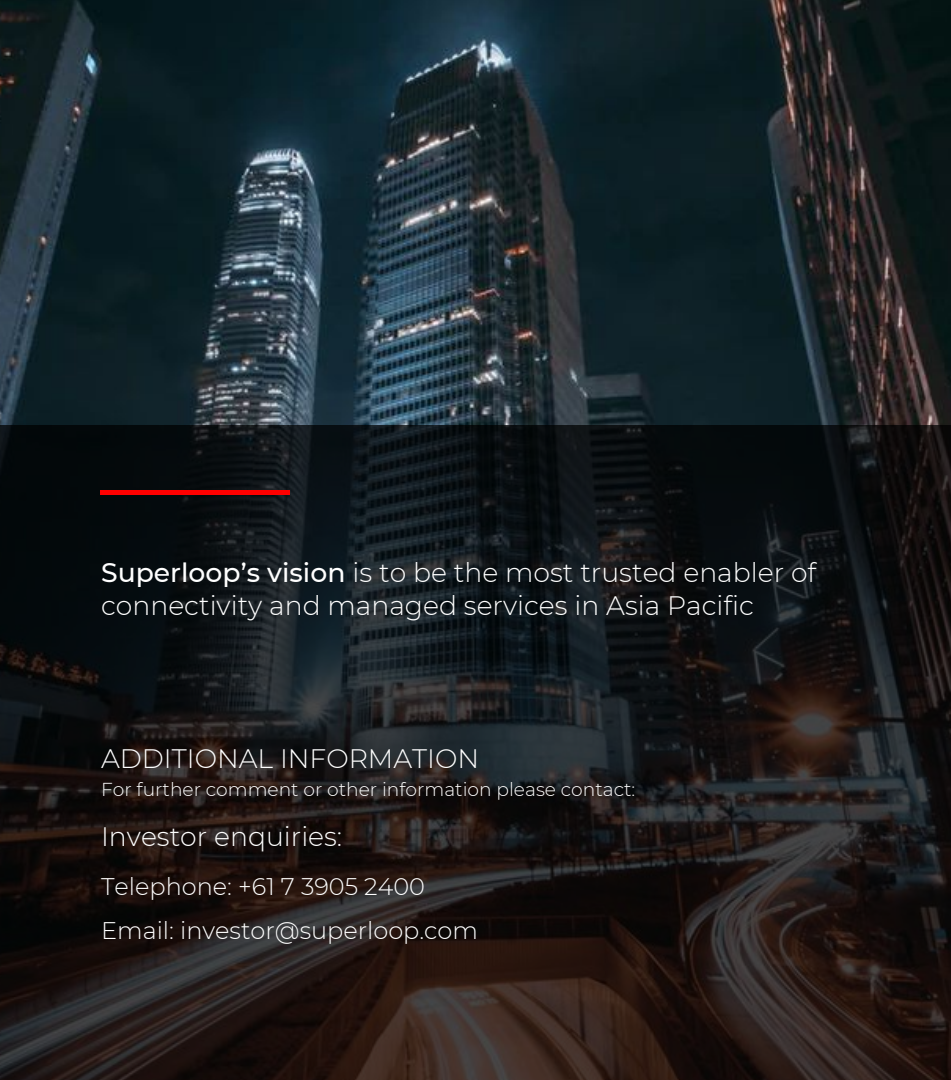Attendance: **273,500** (2018)

Broadcasting to: **Over 100** Countries

Social Media: **Over 20 Million** Impressions

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:

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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.

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