

Superloop AGM Update

30th October 2019



Company Highlights



Founded in 2014 to connect Asia Pacific to the cloud, with a legacy-free network capable of fulfilling the growth in demand for bandwidth



Invested \$256m in advanced fibre networks connecting bandwidth-intensive properties across Asia Pacific, on average 2 years into 20+ year useful life



Superloop also distributes connectivity within campuses smartly and securely, leveraging \$210m of investments in adjacent platforms through acquisitions



Core fibre connectivity⁽¹⁾ revenues up 89% year-on-year (YoY), with sales ramp up now core Asia Pacific loop is live and connected



FY19 EBITDA of \$8.5m; FY20 \$14m-\$16m guidance, with stronger H2 performance, excluding other one-off transactions that may occur



With core network now in place, the marginal incremental investment required to win new customers represents the majority of the future capital needs of Superloop⁽²⁾



Capital structure reset with \$92m equity raise & renegotiation of 4 year banking facility with senior lenders, with covenants reflecting infrastructure business model

⁽¹⁾Core Fibre Connectivity Revenues excluding INDIGO development revenue, includes installation revenues, IRU revenue (AASB15) and domestic construction revenue

⁽²⁾In the absence of any major new infrastructure opportunities arising



Completed Asia Pacific
core network loop

INDIGO & AU backbone



On-Net Buildings

392

↑ +24% YoY



Award-winning
network

Best Telco Innovation
Best Fixed Wireless Provider
Best Virtual Network Operator



Traffic on Network

↑ +1900%
on FY16



Re-launched
portfolio

All products operating
under Superloop brand



Integrated teams

Unified ~300-strong
organisation

1 Asia Pacific Core Fibre Network

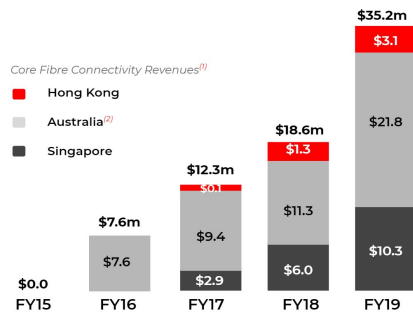
Fibre networks connecting key hubs in Singapore, Australia & Hong Kong and INDIGO subsea cable



89%
Revenue YoY⁽¹⁾

Core Fibre Connectivity Revenues⁽¹⁾

- Hong Kong
- Australia⁽²⁾
- Singapore



\$256m
Invested Capital to date

2 Platforms leveraging Fibre Network

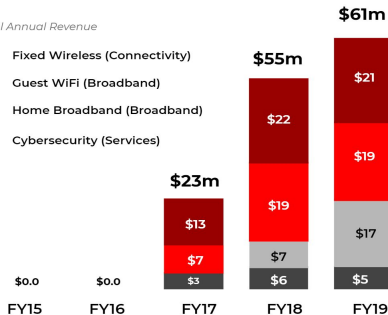
Fixed Wireless (Connectivity), Guest WiFi (Broadband), Home Broadband (NBN & FW) CyberHound Security (Services)



11%
Revenue YoY

Total Annual Revenue

- Fixed Wireless (Connectivity)
- Guest WiFi (Broadband)
- Home Broadband (Broadband)
- Cybersecurity (Services)



\$210m
Carrying value of Net

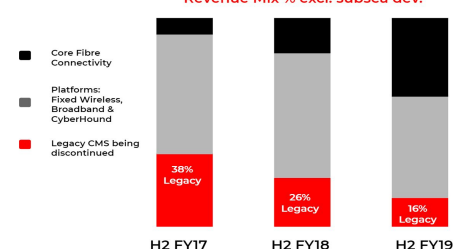
3 Non-core Cloud Managed Services being retired

Cloud Managed Services providing hosted IT & equipment procurement to small businesses



31%
Revenue YoY

Revenue Mix % excl. subsea dev.



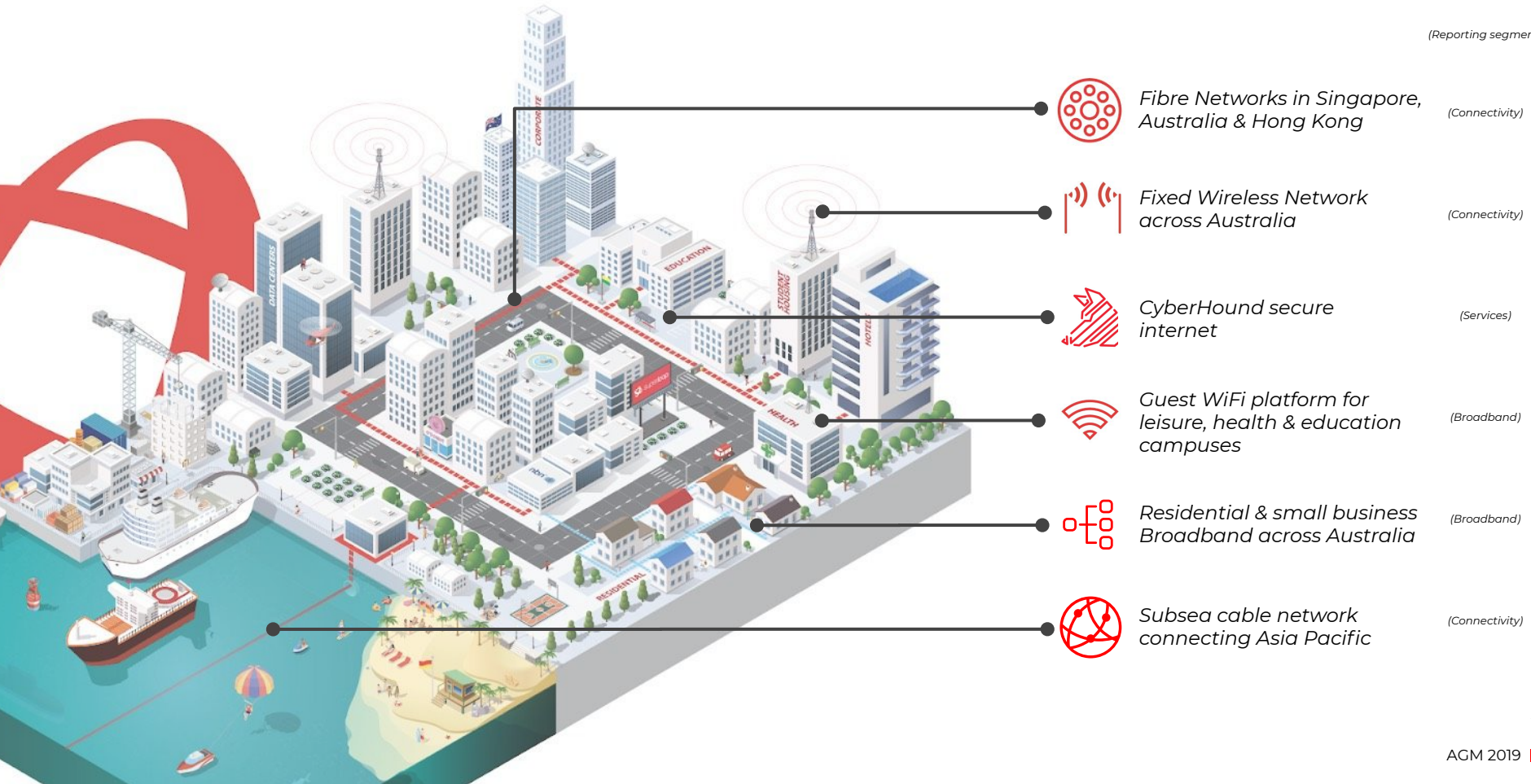
\$(50.7)m Impairment
to \$6m carrying value

⁽¹⁾Core Fibre Connectivity Revenues excluding INDIGO development revenue, includes installation revenues, IRU revenue (AASB15) and construction revenue

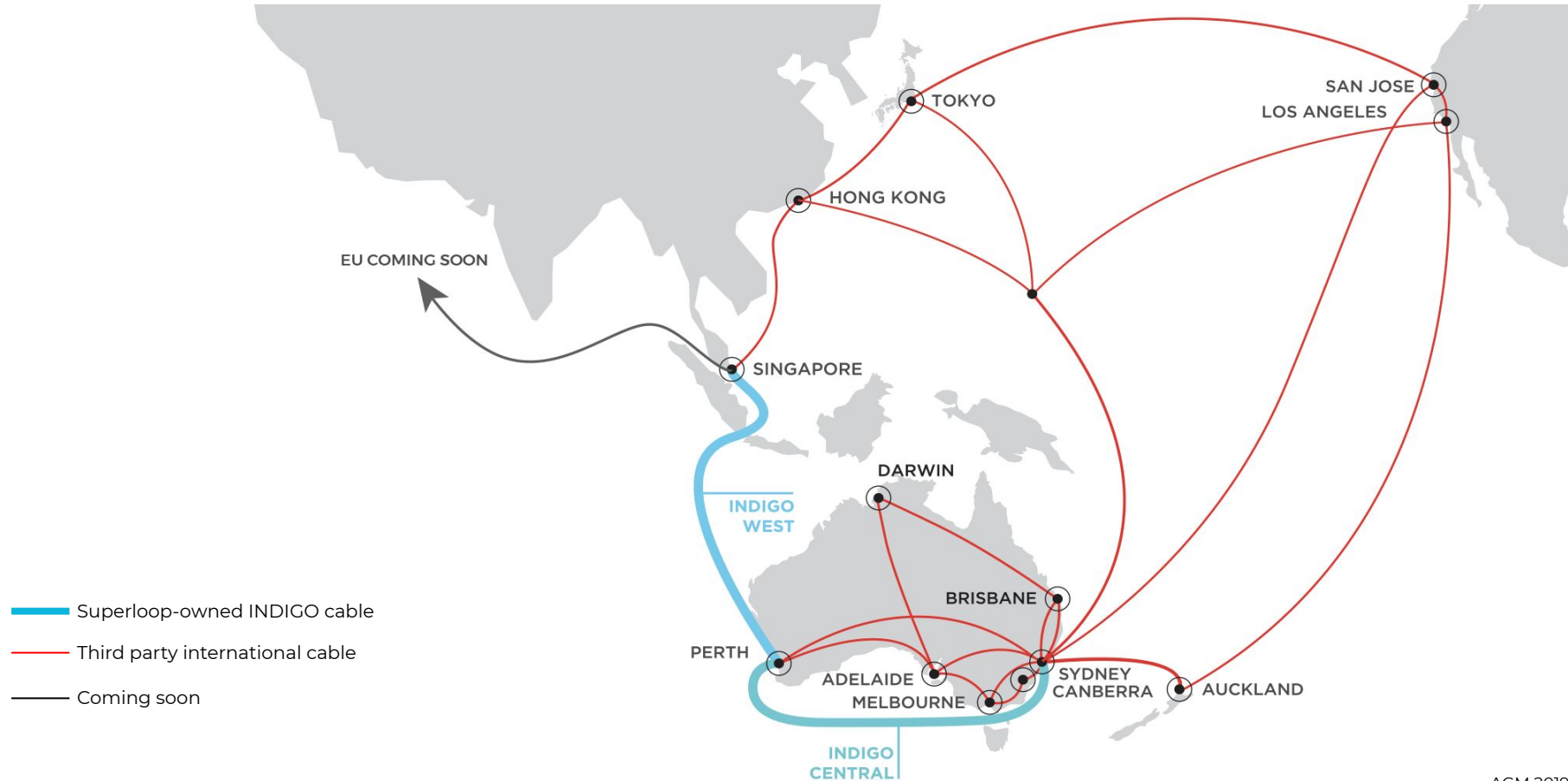
⁽²⁾Gearing ratio = net debt / (net debt + equity)

Complete connectivity platform for Asia Pacific

(Reporting segment)



Leveraging INDIGO to create an international network



Super networks for super customers in Asia Pacific



Cloud & Content Providers



EQUINIX



+ the major OTT players

Global Service Providers



Multinational Companies



Key verticals for Superloop

Content & cloud providers

Global & local service providers (wholesale)

Managed Service Providers requiring NBN access and Services

Multinationals including financial institutions

Lodging providers including hotels & student accommodation

Government departments including Education, Health & Tourism

Enabling our customers to deliver value



IPC is the technology and service leader, powering the telecommunication needs of the global financial markets.

“We selected Superloop as a key partner because of the **low latency Indigo cable system and extensive metro fibre networks in Hong Kong and Singapore**. Superloop provides a great service experience both in terms of operations and account management support.”

Mark Curran
Vice President Network Services Asia
IPC



Megaport customers rely on our Software Defined Network to get connected to the leading cloud services that power their businesses.

“We have selected Superloop as a regional connectivity provider to fulfill those objectives in key service areas. **Superloop's services enable Megaport to scale our network rapidly** and ensure the performance & availability necessary to **drive high performance cloud enabled applications**; from customer premises to cloud-enabled edge.”

Vincent English
Chief Executive Officer
Megaport



At CLV we are all about providing a safe, friendly and fun environment where residents can live, learn and grow.

“We **selected Superloop because of the ease and speed by which residents can access WiFi & Internet support services** within the boundaries of the villages. The service satisfies the expectations of our residents and provides a **secure platform for their increasingly demanding online needs.**”

Mark Woolfe
Head of Operations - Australia & New Zealand
Campus Living Villages



GCX is a global business that owns our own submarine & terrestrial fibre. We need connectivity in Asia Pacific.

“We **rely on Superloop to extend our footprint globally** to extend services to our customers in the region.”

David Pearson
Managing Director, ANZ
Global Cloud Xchange



Comscentre delivers services nationally & internationally to major corporations, including our recent win with Australia Post.

“We **chose Superloop because they can do a better, and more effective job than anyone else**”

Ben Shipley
Managing Director
Comscentre

Spotlight

Superloop WiFi at UniLodge Park Central

- 1,470 Active Subscribers with 4,000 devices online at peak using Superloop WiFi
- Subscriber plan is 100/100 MBit/s
- 292 WiFi Access Points on site; 3 Kms from Brisbane CBD

~2 Gigabits Peak Internet use and rising
10+ Gigabits Capacity enabled at Launch
(*Upgradeable*)

15+ Terabytes of data transferred daily

Diverse Superloop connectivity at site - 100% On-net

- Primary - Dark Fibre / Ethernet
- Secondary - Fixed Wireless
- Upstream redundancy with Superloop core POPs



UniLodge

Thank you

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