



ASX ANNOUNCEMENT

26 August 2021

FY21 Full Year Results
SWOOP RECORDS PRO-FORMA REVENUE GROWTH OF 104%

FY21 Highlights include:

- **Pro Forma Revenue of \$30.9M up 104% year-on-year**
- **Pro Forma Gross Margin of \$16.8m up 118% year-on-year**
- **Pro Forma EBITDA of \$4.9m up 165% year-on-year**
- **A 24% year-on-year increase in subscriber numbers to 30,723**
- **Completed 3 accretive fixed wireless acquisitions during first few months of listing**
- **Flags significant potential acquisition and organic growth opportunities**

Sydney, Australia, 26 August 2021: Swoop Holdings Limited (**ASX: SWP**) is pleased to announce its full year results for the 12 months ended 30 June 2021 (FY21). The company listed on the ASX via a reverse take-over of Stemify on 27 May 2021 under the ASX Code: SWP and concurrently raised \$20m.

After this successful debut on the ASX in May, the company announced and completed the acquisition of three materially accretive regional fixed wireless operators being; Beam Internet, Speedweb and Community Communications.

For the FY21 year the business reported pro forma like for like revenue growth for FY21 of 104% to \$30.9m and corresponding EBITDA growth of 165% to \$4.9m.

Commenting on the results, Swoop CEO Alex West said, "We had a fantastic year which was capped off by our successful listing on the ASX. I am thrilled with the growth we have achieved and the opportunities that exist for further acquisitions. Along with the Board, the Executive team and I are pumped to be creating the next national Australian Telco with the business on track for an equally successful FY22".

The company ended 30 June 2021 with \$17.5m in cash and has flagged additional investment in its fixed wireless network, adding to its existing 390 towers across the country, as well as a number of accretive potential acquisitions.

Swoop is guiding to an equally strong result for FY22 with the business expecting revenue to be greater than \$40m and underlying EBITDA to be \$10m.

- **ENDS--**



FY2021 Results Investor Briefing

CEO, Alex West and CFO, John Phillips, will host an investor call starting at 9.00 a.m. (AEST) on 26 August 2021. The call details are as follows:

Conference ID: 10015525

Participant numbers: Participants must pre-register for the call at the link below. They will then receive a calendar invite and a unique code which is to be quoted when dialling into the call. To ask a question, participants will need to dial “*1” (star, 1) on their telephone keypad.

Pre-registration Link: <https://s1.c-conf.com/diamondpass/10015525-m4gp13.html>

For further information, please contact:

Louise Bolger

Email: investorrelations@swoop.com.au

Phone: +61 438 441 594

About Swoop

Swoop is a national provider of fixed wireless internet services to wholesale, business and residential customers. The Swoop network is designed and scaled to deliver ultra-reliable, high throughput, flexible telecom network services. Swoop is established and has the goal to build its business to become Australia’s best challenger internet and telecommunications provider.

Forward looking statements

This announcement contains forward-looking statements, which address a variety of subjects including, for example product development, marketing position and technical advances. Statements that are not historical facts, including statements about our beliefs, plans and expectations, are forward-looking statements. Such statements are based on our current expectations and information currently available to management and are subject to a number of factors and uncertainties, which could cause actual results to differ materially from those described in the forward-looking statements. The Company's management believes that these forward-looking statements are reasonable as and when made. However, you should not place undue reliance on any such forward-looking statements because such statements speak only as of the date when made. We do not undertake any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law or the ASX Listing Rules. In addition, forward-looking statements are subject to certain risks and uncertainties that could cause actual results, events, and developments to differ materially from our historical experience and our present expectations.