



ASX ANNOUNCEMENT

17 December 2021

Business Update and Upgraded Guidance

- **Upgraded guidance to reflect VoiceHub acquisition and improvements in overall business performance**
- **The businesses acquired since listing have all seen organic growth under Swoop ownership**
- **Organic Net Service Growth is tracking ahead of budget**
- **FY22 Revenue now expected to be between \$50m - \$53m**
- **FY22 underlying EBITDA now expected to be between \$12m - \$12.5m**
- **Acquisition pipeline has increased in quality and size since capital raise**
- **Final stages with several acquisitions which are on track to be announced in the coming weeks**
- **Reviewing credit approved term sheets from multiple banks for debt facilities of between \$30m-\$40m.**

Swoop Holdings Limited (ASX: SWP) is pleased to announce an upgrade to its FY22 Revenue and Underlying EBITDA guidance previously provided in October 2021.

- FY22 Revenue is upgraded from \$43.0m - \$45.0m to \$50.0m - \$53.0m, which represents ~72% yoy growth from FY21
- FY22 underlying EBITDA is upgraded from \$10.5m - \$11.0m to \$12.0m - \$12.5m which represents ~150% yoy growth from FY21.

The upgraded guidance consists of an 8 month estimated contribution from the VoiceHub acquisition, stronger performances from the businesses acquired since listing as well as better growth from the original Swoop/NodeOne business. As a result, Net Service Growth (new connections less churn) is tracking ahead of budget and the business is performing better than previously guided.

Swoop CEO, Alex West stated, "Our focus on the right acquisitions and discipline in both the due diligence and integration process, together with strong organic growth, has resulted in us tracking to an improved result. Integrations are progressing well, and we are starting to see the early-stage benefits of increased and centralised marketing on the businesses we have acquired.

This along with an amazing team which continues to provide a great service to our growing customer base, is leading to a lower than industry standard churn and strong sales performance. I could not be prouder of what we have achieved in such a short time."

This announcement has been authorised for release by the Board of Swoop Holdings Limited.



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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.

