



ASX ANNOUNCEMENT

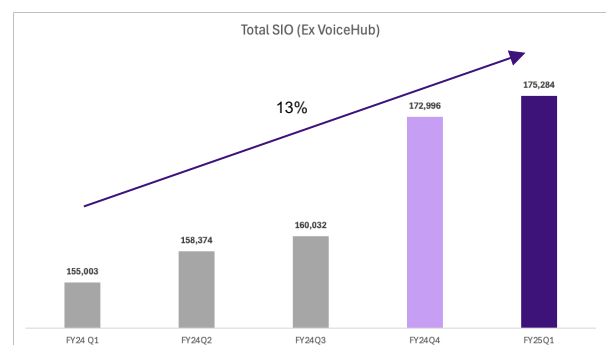
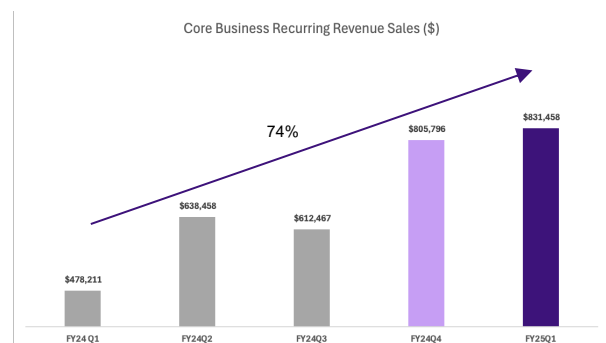
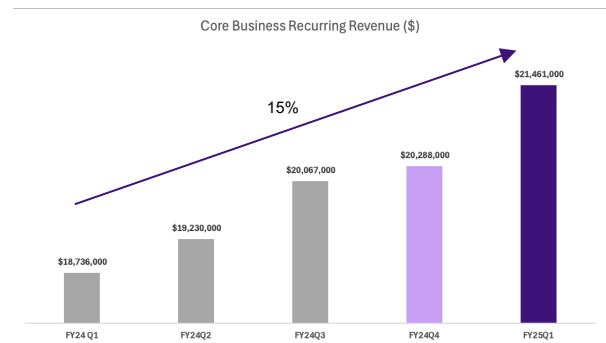
28 October 2024

SWOOP KICKS OFF FY25 WITH DOUBLE DIGIT GROWTH IN THE FIRST QUARTER

Swoop Holdings Limited (ASX:SWP) (**Swoop**) is pleased to provide an update on Q1 results for FY25.

Highlights

- Consistent YoY recurring revenue growth in the core business¹ with a **15%** increase in recurring revenues compared with Q1 FY24.
- Massive sales growth in the overall business in Q1, with a **74%** increase in monthly recurring revenue sales for the quarter compared with Q1 FY24.
- Strong brand having success in winning customers, last month selling up to 8% of our total NBN SIO base in new NBN connections.
- Organic SIO growth (excluding divested Voicehub operations) is again strong with a **13%** increase compared with the end of Q1 FY24.
- Industry leading staff engagement score of **81%** measured in September 2024, compared with 68% the same time last year, which flows through to our business results.
- Completed the divestment of the wholesale voice business in July for **\$8 million** (with a further \$1 million potentially payable based on the performance of the business in the 9 months post-completion), strengthening our cash balance.
- Launched into new markets with the acquisition of a **Fibre-to-the-Premises** asset in regional WA, where we expect significant growth in this overall market with up to 1.2m premises being constructed in the next 5 years.
- Initiated the build of a **300-kilometer owned fibre network**. Resulting coverage includes 42,000 businesses and around 450,000 residential premises, supported by a **\$36 million** long term contract with a key Nasdaq listed global technology company.
- Announced an intention to make a takeover offer to acquire 100% of Vonex Limited, which, if successful, has the potential to significantly scale our business and



¹ Core business recurring revenues excludes co-build projects (which are one-off in nature and have varying revenue profiles year on year); as well as the revenues associated with the Voicehub entity which has been divested.

deliver strong cashflows, with targeted annualised EBITDA synergies of **\$5 million** over time².

Commenting on the results, Swoop Chief Executive Officer Alex West said “These amazing organic growth results demonstrate our ability to execute on our strong strategic vision in challenging economic times. This is testament not just to the Board and Executive, which remain one of Australia’s most experienced telco teams; but to all of the Swoop staff that deliver outcomes that delight our customers every day.

As I have commented before we have managed to remain a highly competitive reseller while simultaneously advancing the development of our own infrastructure, which will drive long-term gross margin and profitability.

The sustained increase in the group’s core business revenue this quarter, fuelled entirely by organic growth, demonstrates the strong demand for dependable internet and mobile services with one of the highest customer satisfaction ratings in Australia.

And following on from the end of FY24, we have continued our move into residential fibre infrastructure, alongside our fixed wireless products, delivering high margin services to our customers. With the signing of a \$36m long term contract to provide Swoop owned fibre infrastructure to a Nasdaq listed global tech company, we are further expanding our reach in greater Melbourne to key digital infrastructure areas as well as new developments as targets for Swoop Fibre Broadband.

I am also excited by the potential future acquisition of Vonex. If our takeover offer is successful, the increase of scale from the combined business has the potential to deliver strong results for both shareholder groups. With annualised EBITDA synergies estimated at \$5.0 million¹ that will flow back into the overall business, we expect to be able to drive future growth, investment and shareholder returns. We remain confident that we will be able to deliver on this, as we have extensive experience in integrating complex businesses and achieving both our synergy targets as well as driving growth in the acquired business. Further details of our strategy and plans for the Vonex business will be set out our Bidder’s statement in relation to the takeover offer which will be delivered to Vonex and its shareholders in the coming weeks.

Along with the Board, the Executive and the entire Swoop team we are looking forward to continued success for the remainder of FY25 and beyond.”

<ENDS>

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 data, mobile and voice services to channel, business and residential customers with a focus on its own fibre and fixed wireless infrastructure. 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.

² Assuming Swoop acquires a controlling interest in Vonex under its takeover offer.

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.