

# Tuas Limited

1<sup>st</sup> Half FY21/22 Results Presentation

24 March 2022



# Agenda

1. Financials
2. Business Updates
3. Outlook
4. Q&A

*N.B.: All reported numbers are in Singapore Dollars.*

# Tuas Limited Financial Updates

(in S\$'m)	1H FY21/22	1H FY20/21
Revenue	25.6	12.0
EBITDA	6.3	(2.3)
NPAT	(13.4)	(11.4)

Tuas Limited achieved positive EBITDA of \$6.3M for the 6 months ending 31 January 2022.

# Revenue and Subscribers

## Revenue Performance

- 113% increase for corresponding period driven by growing subscriber base.

## ARPU

- ARPU is \$9.42 per month.

## Subscriber Performance

- 487,000 active subscriptions as of 31 January 2022.
- Mobile market share of about 6.6%. Total number of mobile phone subscriptions (3G+4G) as reported by IMDA for Dec 2021 is 7,341,700.



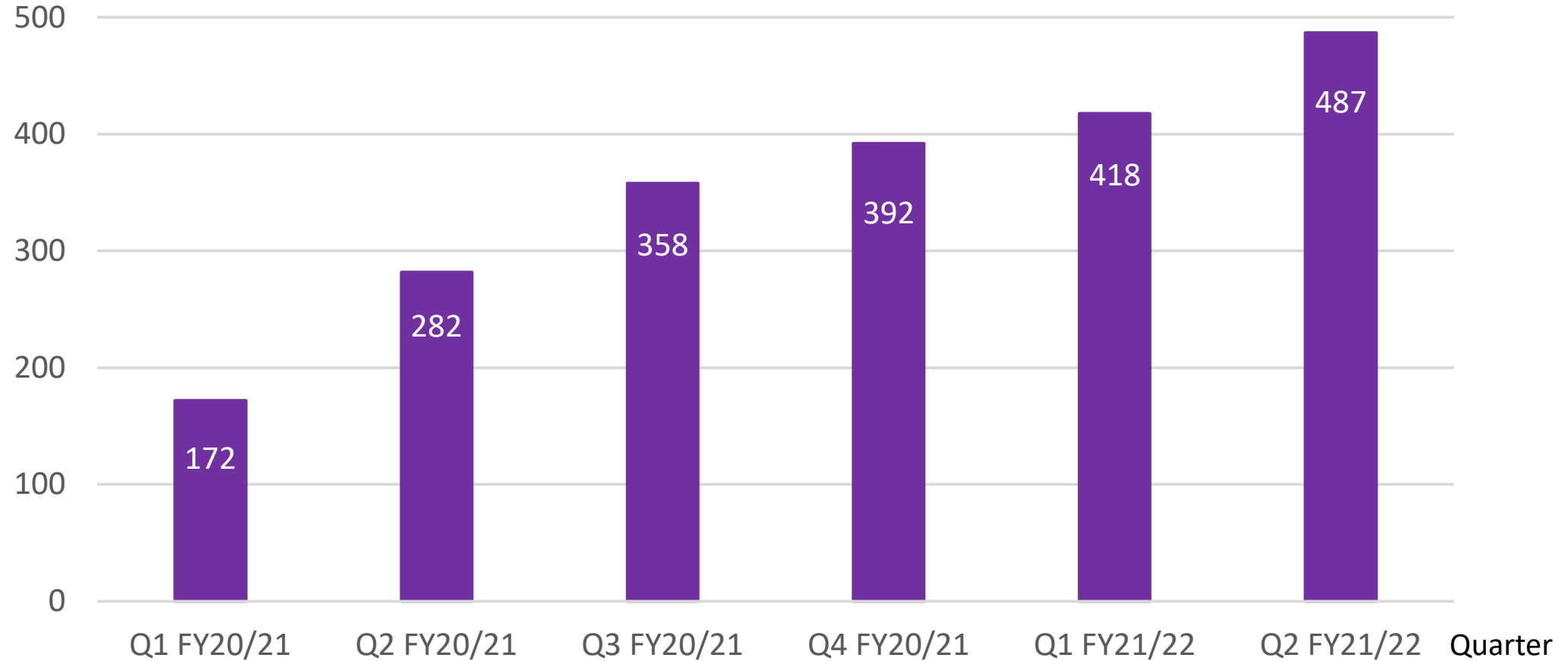
# Cash Flow

For 1 August 2021 to 31 January 2022	S'000
<b>Cash and Term Deposits at 31 July 2021</b>	<b>94,583</b>
Cash receipts from customers	29,192
Cash paid to suppliers and employees	(20,557)
Interest Received	34
<b>Net cash from operating activities</b>	<b>8,669</b>
Acquisition of Plant & Equipment	(21,520)
Acquisition Intangible Assets	(31,102)
<b>Net Cash used in investing activities</b>	<b>(52,622)</b>
Lease Liabilities and Finance Cost paid	(416)
<b>Net Cash used in financing activities</b>	<b>(416)</b>
Effect of exchange rate fluctuation	(75)
<b>Cash and Term Deposits at 31 January 2022</b>	<b>50,139</b>



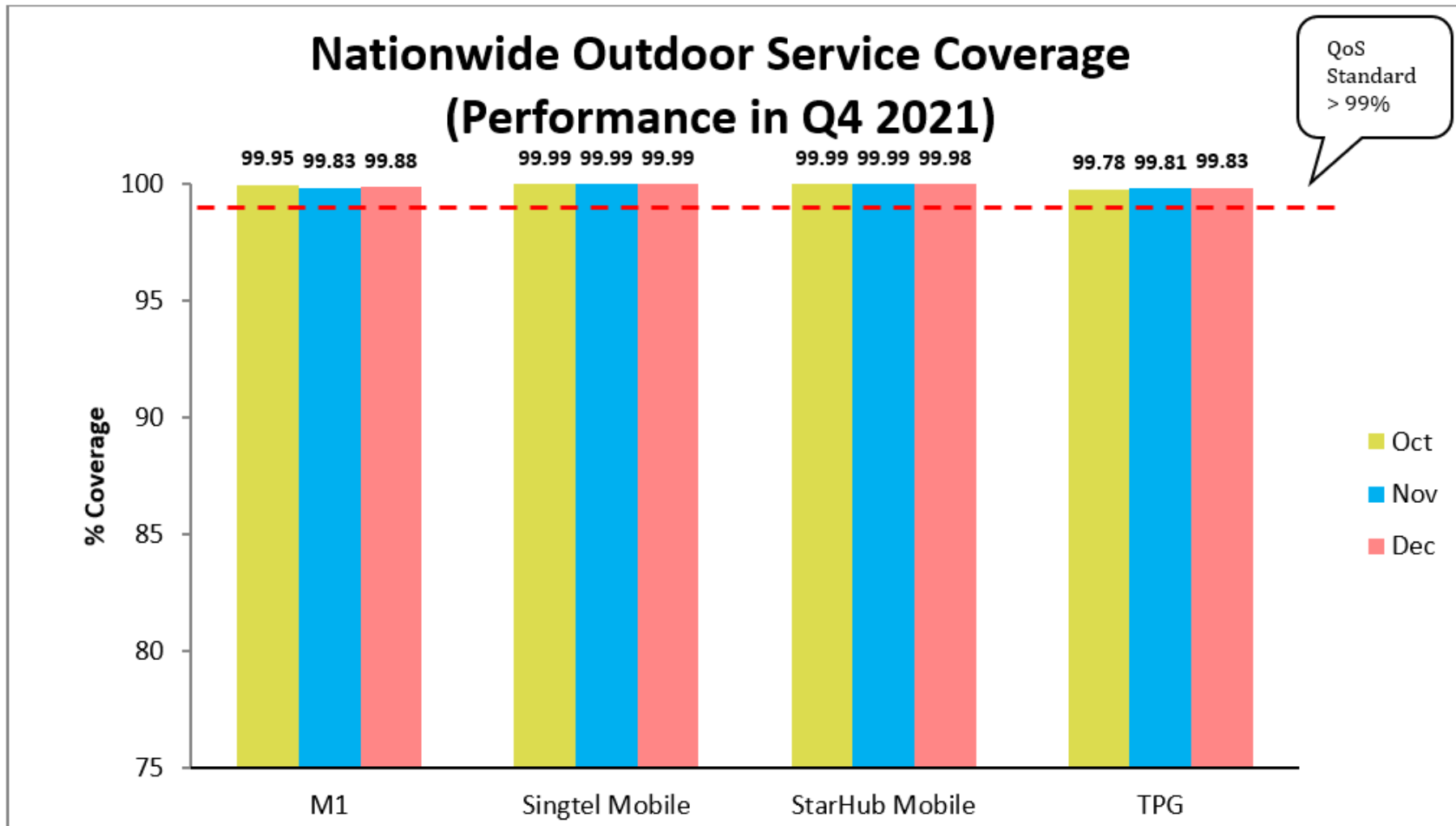
# Subscription Growth

Subscribers ('000)



- Subscriber base has recently crossed 500,000 milestone

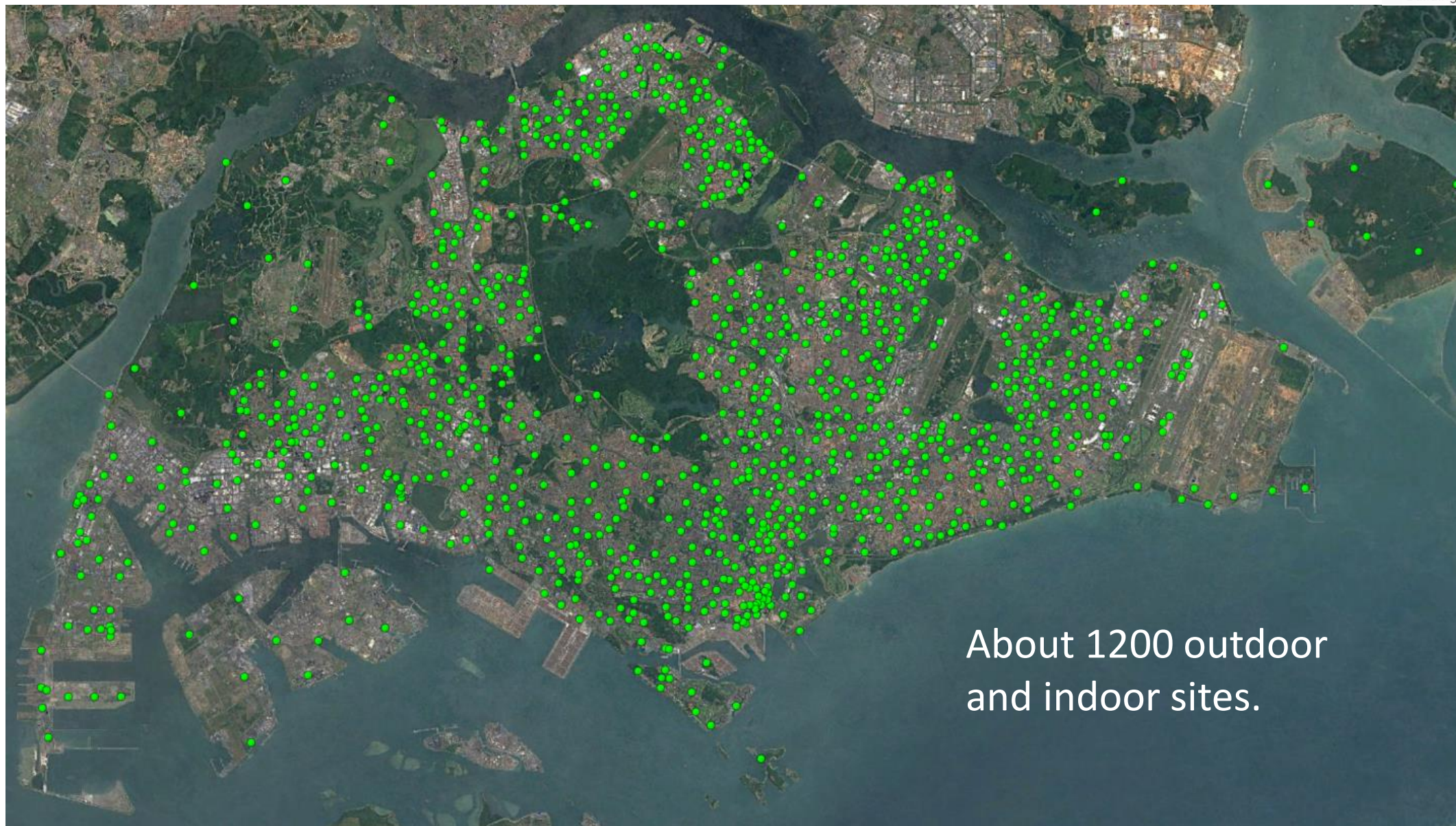
# Latest IMDA 4G QoS Readout



- TPG Singapore / SIMBA fully expects to meet IMDA's compliance standard of >99% for all road and MRT tunnels

Ref: <https://www.imda.gov.sg/regulations-and-licensing-listing/dealer-and-equipment-registration-framework/compliance-to-imda-standards/4g-services/oct-dec-2021>

# Extensive Outdoor Infrastructure Build



About 1200 outdoor  
and indoor sites.



# Infrastructure

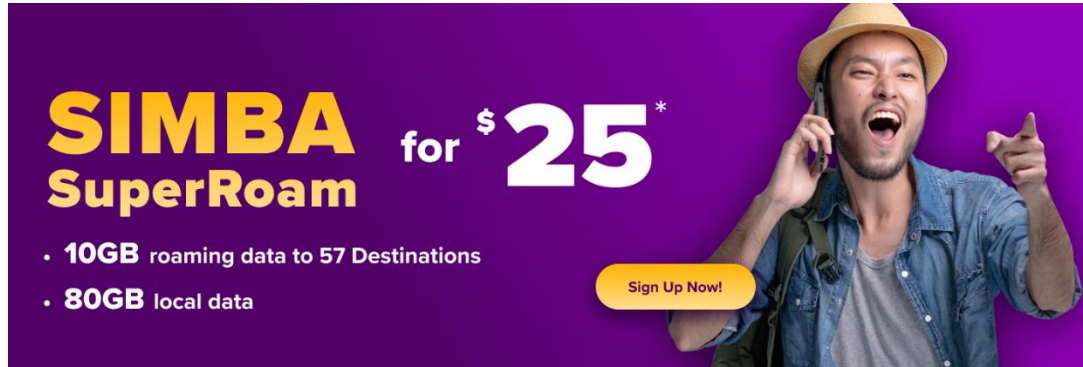
- As announced in November 2021, obtained 10MHz (2 x 5MHz paired lots) 5G spectrum in 2.1 GHz (n1) for a cost of \$31m and allocated as follows:

LOWER BAND		UPPER BAND	
Lower Frequency Limit	Upper Frequency Limit	Lower Frequency Limit	Upper Frequency Limit
1,920 MHz	1,930 MHz	2,110 MHz	2,120 MHz

- Expiry date of 31 December 2036
- 5G n1 network planning and technical trials underway
- Expected launch of 5G Standalone services in 2022

# Product and Business Updates

- Launch of 2 new products:

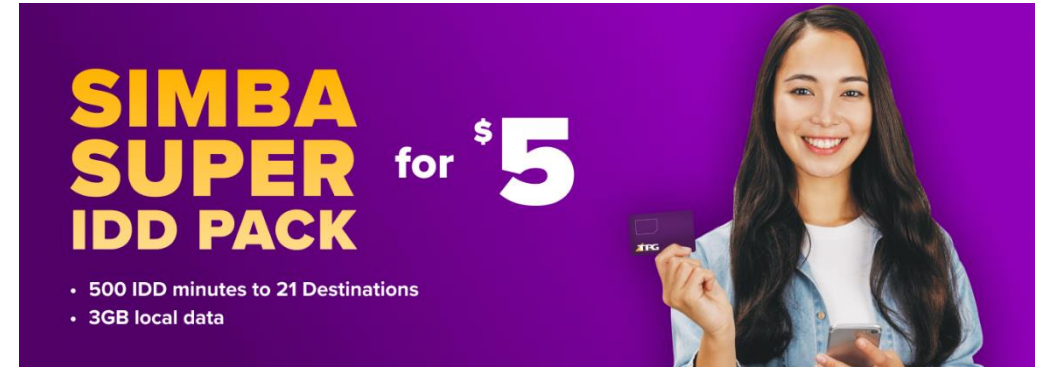


**SIMBA** for \$**25**\*

**SuperRoam**

- 10GB roaming data to 57 Destinations
- 80GB local data

Sign Up Now!



**SIMBA** for \$**5**

**SUPER  
IDD PACK**

- 500 IDD minutes to 21 Destinations
- 3GB local data

- Expanded sales channels to target in-bound travelers

# Outlook

- Continue to invest in growth
- Expected launch of 5G Standalone services in 2022
- Rise in wholesale electricity rates will impact network opex
- Keeping to current FY21/22 capex guidance with initial 5G ramp

This presentation contains certain forward-looking and unaudited information.

Such information is based on estimates and assumptions that, whilst considered reasonable by the company, are subject to risks and uncertainties. Actual results and achievements could be significantly different from those expressed in or implied by this information.



# Q & A