



superloop

Funding Strategic Expansion in Asia

17 June 2016

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Currency

All reference to "\$" are to Australian currency (AUD) unless otherwise noted.

Superloop is a **leading independent owner and provider** of connectivity services in the Asia Pacific region





Building a telecommunications infrastructure business to help interconnect the fastest-growing industry in the world and doing it in Asia, the fastest-growing region in the world, is exactly where I wanted to be.

- Executive Chairman, Bevan Slattery, Courier Mail, Sept 2015

AGENDA

01
Market Trends

02
Network Update

03
Business
Performance

04
Strategic Network
Expansion

05
Outlook & Priorities

06
Capital Raising - Strategic
Investments

THE RISE OF CLOUD COMPUTING



Google Cloud Platform

~32% CAGR

Cloud data centre traffic

4-fold increase from 2013 to 2018 ¹

THE RISE OF VIDEO ON DEMAND



79%

Of total global traffic

by 2018 ¹

THE RISE OF CONNECTED DEVICES



7.4 billion

connected mobile devices

greater than the world's population ²

1. Cisco Public, Cisco Global Cloud Index: Forecast and Methodology White Paper, 2013 to 2018
2. Cisco Public, Cisco Visual Networking Index: Global Mobile Data Traffic Forecast Update 2014–2019

WHY HONG KONG

GATEWAY TO ASIA AND MAINLAND CHINA

International springboard to Mainland China and also gateway for Mainland China to the rest of the World

Key DC Market in
APAC Region - with 10
new DCs planned

13 International Submarine
cable (telecommunication)
systems

Key Hub for
International Internet
Bandwidth/Connectivity

International Competitiveness

#1

Large concentration
of DCs in
multi-campus layout

Mobile penetration rate
of 233.3% - among
highest in the world

Average peak internet
connection speed is 92.6
Mbps (2nd fastest
in the world)

International Trade

#2

WHY SINGAPORE

SPRINGBOARD TO SOUTH-EAST ASIA

International springboard to and gateway between Asia and Europe

Key DC Market in
APAC Region - with 7
new DCs planned

15 International Submarine
cable (telecommunication)
systems

Key Hub for
International Internet
Bandwidth/Connectivity

International Trade

#1

#2 busiest shipping port in
the world

Major Financial Hub for and
Regional HQ for many of
the world's largest
companies

Major investment and
success in attracting major
technology and media
businesses

International Competitiveness

#4

SINGAPORE INVESTMENT

Singapore is home to more than 80 of the top 100 software and services companies. Many of them, including the top 15 software companies, have regional or Asia Pacific headquarters in the region.

As a major global data management hub it features 15 international submarine cable systems and >50% of commercial carrier & carrier neutral data centre space in South East Asia

132 km of Superloop fibre is installed and 8 data centres, 2 cable landing stations and 14 strategic commercial enterprise buildings are now connected (of initial target of 25 buildings)





HONG KONG INVESTMENT (completion in Dec 2016)

Gateway to Asia & Mainland
China & Global Leader in Digital
Economy

Agreement to establish fibre optic
telecommunications network with
credible infrastructure partner - 25 year
IRU with 5+5 year options

~110km network with 2 x 1,000 core
cables providing network scale and
reach

Initial 30 key strategic sites/DCs with
provision to add sites for future
expansion

AUSTRALIAN NETWORK

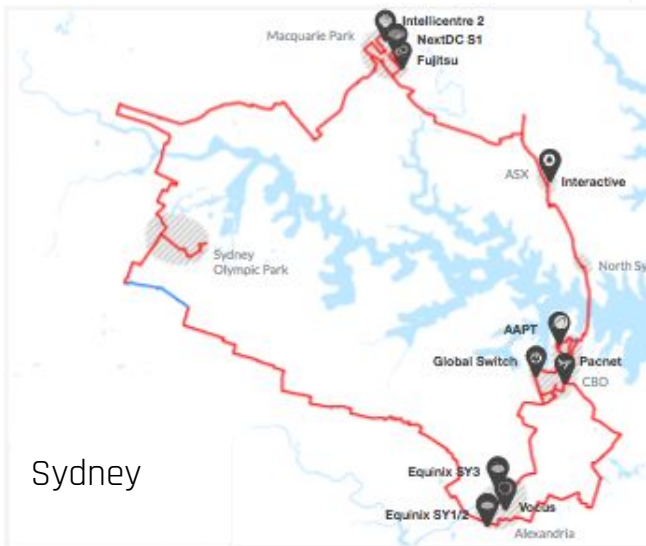
Brisbane



Melbourne



Sydney



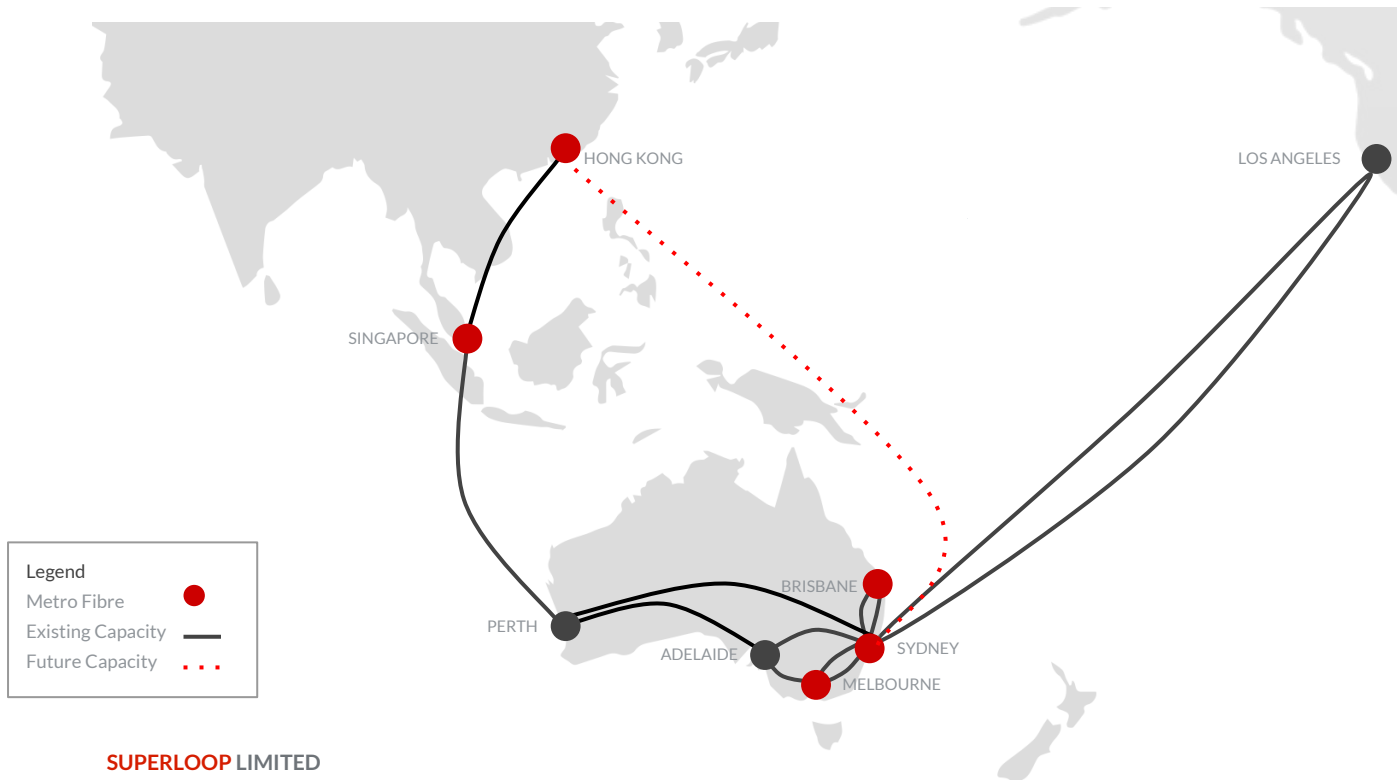
AUSTRALIAN NETWORK
(completed in Sep 2015)

15+10yr IRU on 288 cores of fibre
connecting 40 Data Centres
across Sydney, Melbourne and
Brisbane

Ability to breakout and extend
network to new enterprise
buildings and data centres

INTERNATIONAL NETWORK

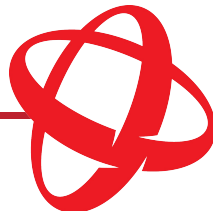
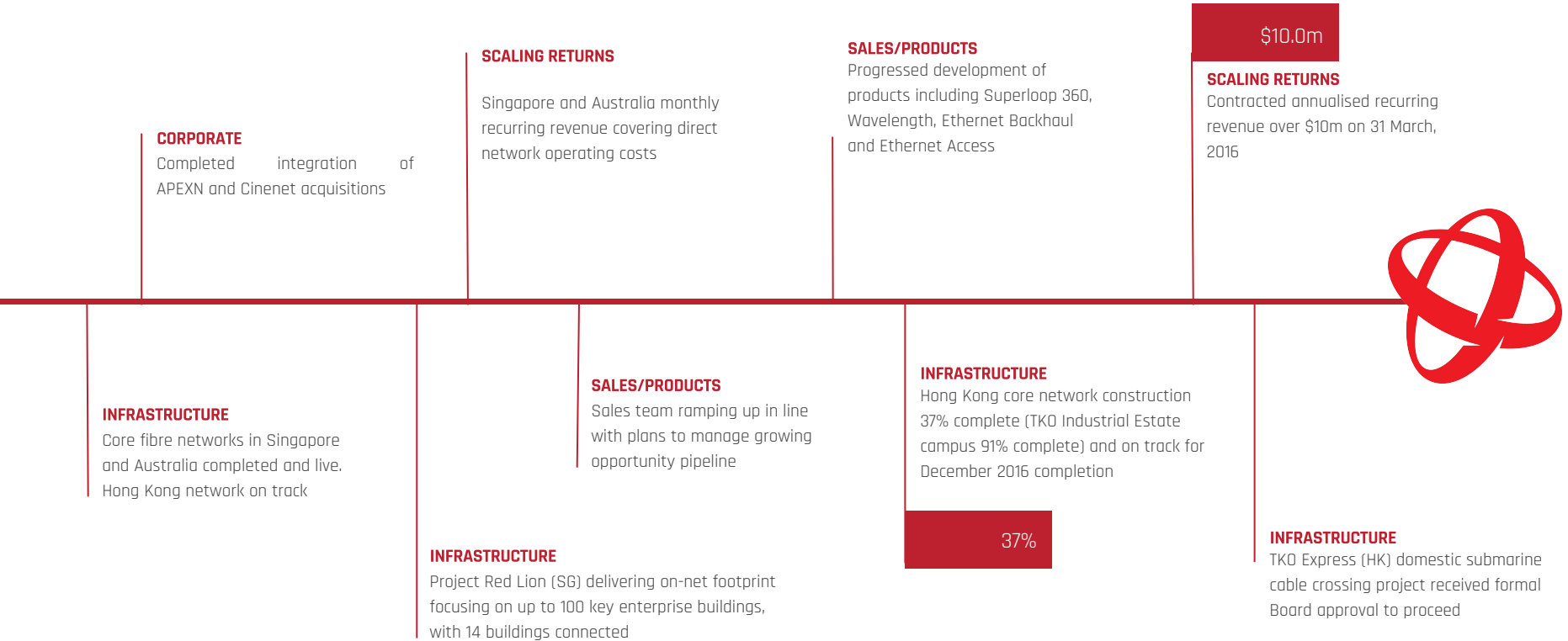
INTERNATIONAL NETWORK
(AS OF JUNE 2016)



SUPERLOOP LIMITED

INTERNATIONAL NETWORK ABLE TO DELIVER END TO END CONNECTIVITY SOLUTIONS FOR CARRIER/WHOLESALE AND ENTERPRISE CUSTOMERS IN AUSTRALIA, SINGAPORE, HONG KONG AND THE UNITED STATES

KEY ACHIEVEMENTS TO JUNE 2016



PERFORMANCE YEAR TO DATE (9 months to 31 March 2016)



FIBRE

300km



UP 63%

SINCE 1 JULY 2015

540km+

DECEMBER 2016



DATA CENTRES

48



UP 30%

SINCE 1 JULY 2015

77+

DECEMBER 2016



REVENUE

\$10m+



UP 453%

SINCE 1 JULY 2015

annualised contracted recurring
revenue at 31 March 2016



DECEMBER 2016



MARGIN

20.6%



UP 20.6%

SINCE 1 JULY 2015

gross margin:
revenue less network operating costs



DECEMBER 2016

THE POWER OF INFRASTRUCTURE

How additional revenue is translating to significantly increased margin due to low incremental operating costs associated with selling available capacity

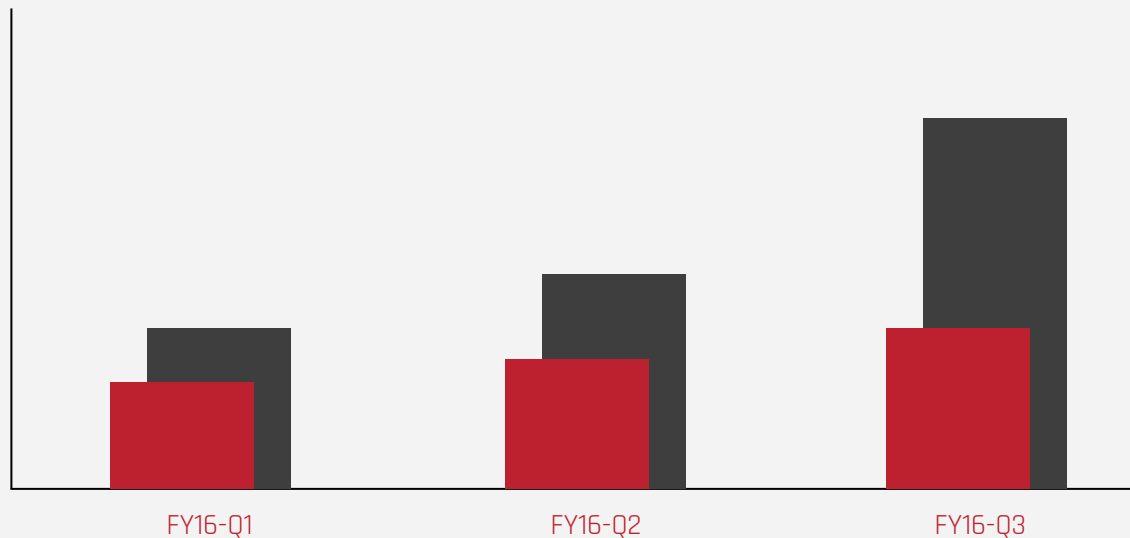
5.9x

increase in "gross
profit" for incremental
"on net" dark fibre

Singapore Network

Increase in revenue compared to direct costs (Singapore)

■ Annualised Contracted Revenue
■ Annualised Network Costs



THE POWER OF INFRASTRUCTURE

Singapore Example

53%

CURRENT GROSS MARGIN

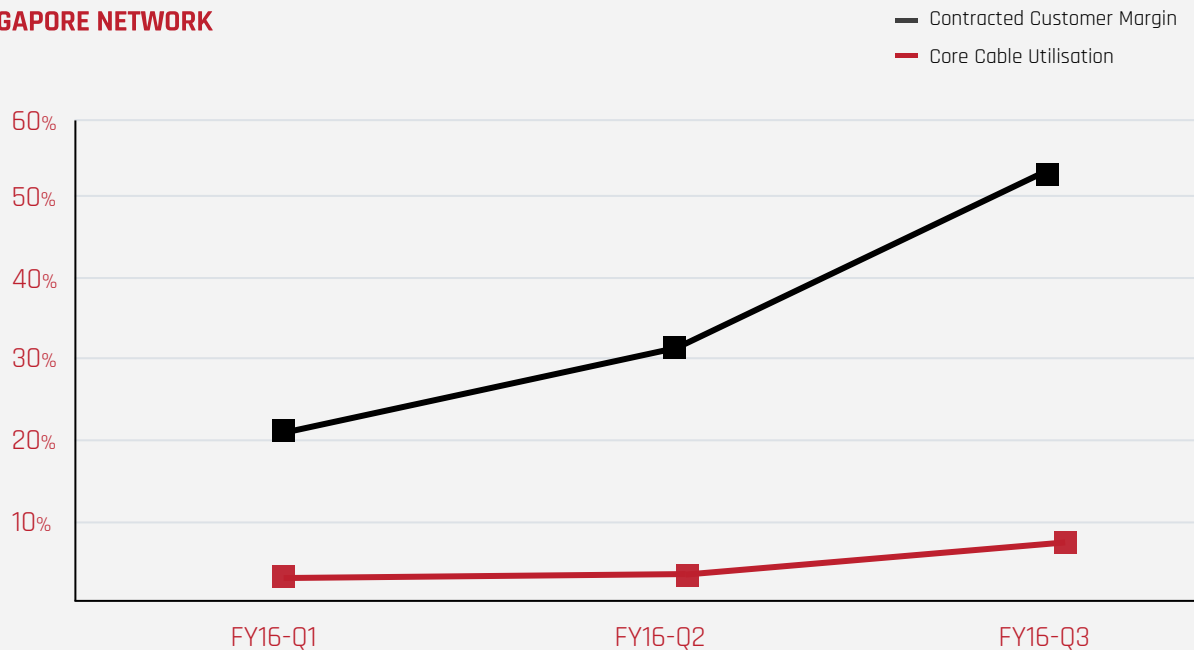
Incremental new on-net sales have
a high gross margin (>85%)

~8%

CABLE UTILISATION

Core cable utilisation is low, with
significant spare capacity to sell
more

SINGAPORE NETWORK



POWER OF INFRASTRUCTURE - DUCT OWNERSHIP

Singapore duct ownership provides an ability for Superloop to double capacity for an additional \$5m investment

	Initial Core Network (624 core cable)	To Double Capacity (additional 624 CORES) (incremental cost)#
Duct	\$29m	\$0m
Cable & Network Equipment	\$2m	\$2m
Labour	\$4m	\$4m
Total	\$35m	\$6m
Direct Network O&M (annualised)	\$0.5m	negligible
Elapsed Time to install cable	6 months	6 months

**Duct Capacity
Core Cable**
Utilisation 8%
of current
installed cable



**Additional
Cable
Capacity**



Estimated costs as at date of this presentation based on current exchange rates



There are two key elements of infrastructure:

Duct Network & Fibre Cable(s)

Superloop owns its Singapore duct network, and the cable(s) installed in it.

The existing duct asset has capacity for multiple cables.

When capacity on the initial cable approaches saturation, the incremental cost to increase capacity with an additional cable through the whole network is significantly lower than the initial investment including the duct

SALES UPDATE

\$10m+

Contracted annualised recurring revenue
at 31 March 2016 (up)

Contracted annualised recurring revenue now over \$10m, achieved by March 2016, three months ahead of previous target of June 2016

Demand pipeline strong with over 100 opportunities and an unweighted qualified sales pipeline in excess of \$37m Total Contract Value

Key strategic sales opportunities in Singapore and Hong Kong progressing with key account management

Doubling of sales force underway to help close existing opportunities and further build sales pipeline

Launching indirect sales channels and partner programs to assist partners leverage our infrastructure for their customers

+23%

Increase in qualified (unweighted) pipeline
since December 2015

Innovative products being deployed to meet customer demand

Increased focus on marketing campaigns with particular focus on driving "on-net" sales

Appointed GM Sales and Marketing, Mr Steve Bond, former IBM executive, to accelerate business development, strategic sales and marketing programs

Sales performance from APEXN and Cinenet strong and continuing to grow above plan

EXPANDED PRODUCT SET
(GREATER SHARE OF WALLET)



DARK FIBRE
LIVE

Dark Fibre is a dedicated fibre-optic connection between two end-points. The fibre is provided without any transmission equipment. The customer has the freedom to deploy and maintain any hardware of their choice to fit their business needs, even if they change during the contract term.



ETHERNET BACKHAUL
LIVE .SG

Ethernet Backhaul is a layer 2 point-to-point service connecting data centre sites and cable landing stations. It is a carrier centric service delivered over a high capacity and low latency Ethernet core which is protected over Superloop's diverse fibre paths. Bandwidth capacity can be easily scale between 1Gbit/s to 10Gbit/s.



WAVELENGTH
LIVE .SG

Wavelength provides a dedicated circuit provisioned between two locations using dense wavelength division multiplexing (DWDM) technology and Superloop's fibre network. Interface support includes both Ethernet and SDH in increments between 10Gbit/s and 100Gbit/s.



ETHERNET ACCESS
Q3 2016

Ethernet is the preferred solution for many carriers and enterprise businesses to deliver their services to end customers and access the cloud. It is a trusted platform for providing reliable wide-area network (WAN) connectivity due to their cost-efficiency and scalability to support a broad range of applications.

SINGAPORE EXCHANGE EXPANSION



Investment
\$5.9m

Pre-committed/initial
Annual Revenue

\$770k

Initial pre-committed contracted revenue
(total contract value \$3.5m over 5 years)

Initial Yield
13.0%

Initial annual gross yield (at very low utilisation)

Utilisation
~2.0%

Initial utilisation of expanded loop

Spare Capacity
~98%

available for sale

Network expansion profitable at gross
profit level at 1% utilisation

OPPORTUNITY

The SGX (Singapore Exchange) low latency, diverse loop (17km, diverse paths) is a **customer led expansion of Superloop's core Singapore network**, connecting 4 strategic locations including the Singapore Exchange, iO and NTT data centres.

Over 70 members of the Singapore Exchange (key financial services segment) will have access to Superloop's network, enabling connectivity to any other point on the network

TKO INDUSTRIAL ESTATE & ADJACENT PRECINCT

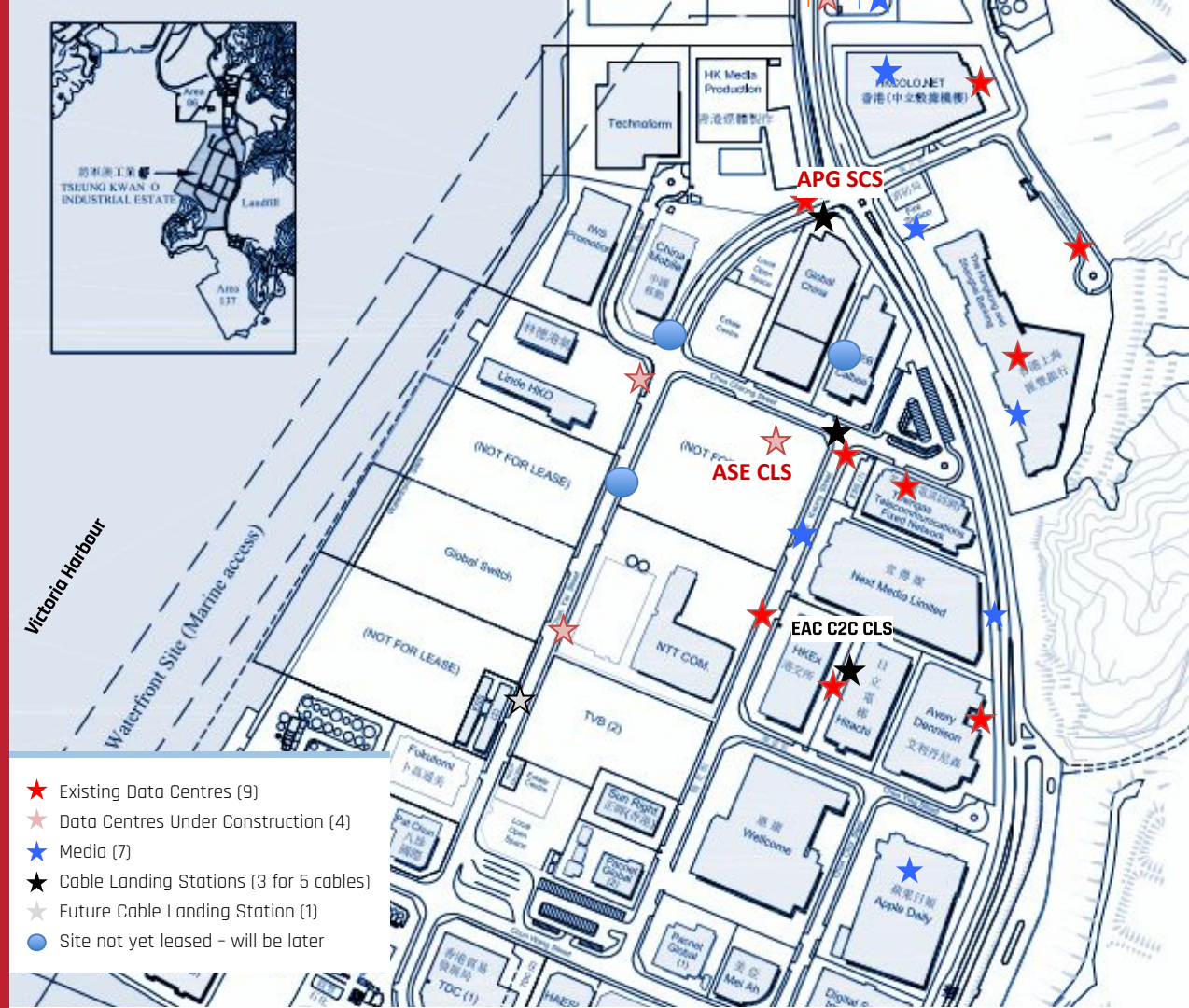
Site north of Global Switch has had interest. Land Sale north of TKO IE (Sunevision site) was undertaken for high tier DCs

DATA CENTRES

Global Switch
Digital Realty/Savvis
NTT
Pacnet
Pacnet Landing Station
HK Colo
i-Advantage/Sunny Vision
China Mobile
Town Gas Telecom
China Unicom
China Telecom
International

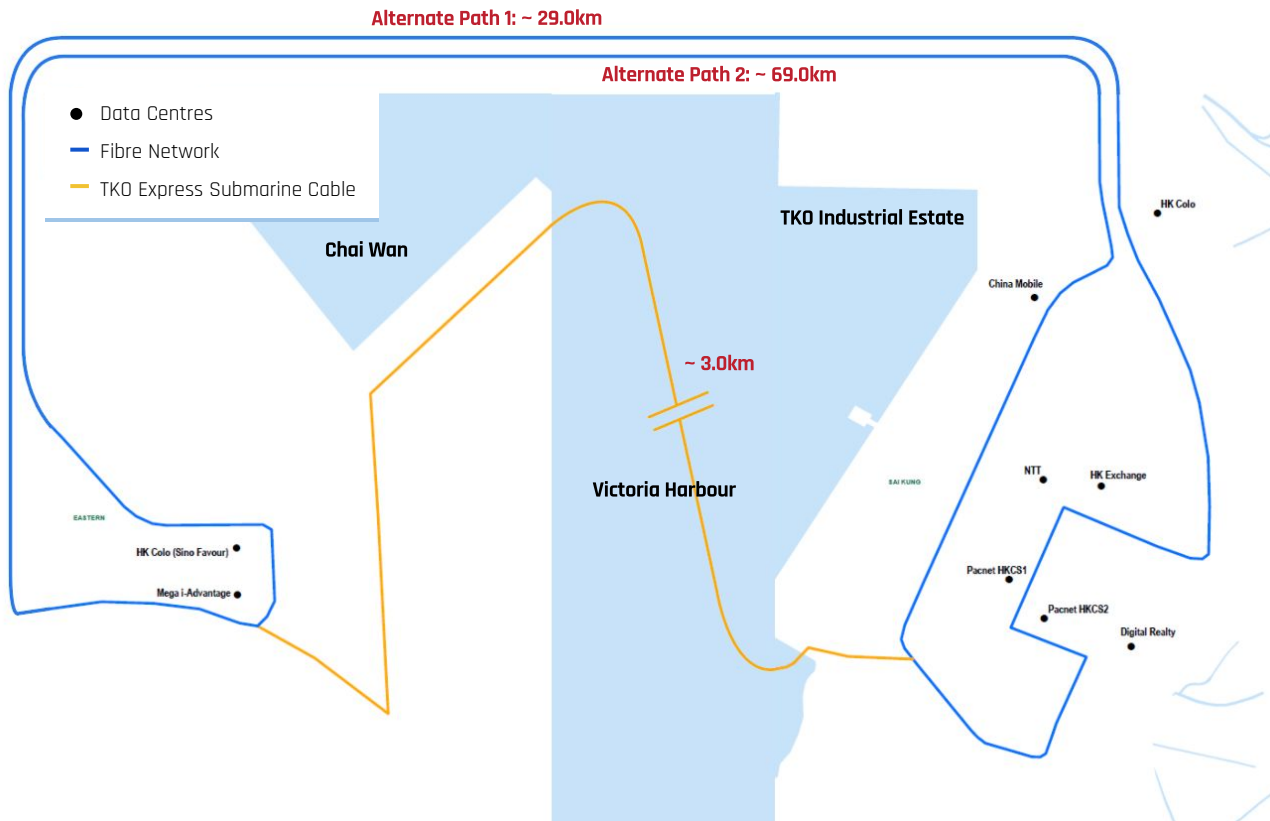
FINANCE AND MEDIA

HK Stock Exchange DC
HSBC Data Centre
Next Media
TVB Media
Sha Movie City Media



- ★ Existing Data Centres (9)
- ★ Data Centres Under Construction (4)
- ★ Media (7)
- ★ Cable Landing Stations (3 for 5 cables)
- ★ Future Cable Landing Station (1)
- Site not yet leased - will be later

PROPOSED TKO EXPRESS



CONNECTING CHAI WAN TO TKO, TECH HUB

TKO Express is a new domestic submarine cable designed to provide the most direct path between Superloop's core network in the data centre campuses of Chai Wan and Tseung Kwan O (TKO) Industrial Estate tech hub

TKO Industrial Estate is the new major hub for financial, media, technology and data centre companies in Hong Kong with 13 data centres existing or under construction. It is also becoming a major hub for submarine cable landing stations, already terminating EAC, ASE, and APG submarine cables with more planned in the near future

Formal Superloop Board approval for project now received with one remaining external approval required

TKO Express cable creates much needed physical diversity and a new low latency path to HK's major finance and technology hubs (important for high frequency traders based on Hong Kong Island)

OUTLOOK / PRIORITIES

CORPORATE

Deliver further transaction synergies from APEXN and Cinenet acquisitions

Review alternate funding sources for future network expansion and possible M&A activity

Executive Director, Mr Daniel Abrahams, has indicated his intention not to stand for re-election as a Director at the 2016 Annual General Meeting. He will continue to serve as Chief Infrastructure Officer

Seeking Board member with significant Asian industry experience

INFRASTRUCTURE

Complete installation of remaining Hong Kong core network and TKO Express submarine cable

Expand access networks to major commercial buildings in Singapore and Hong Kong

SALES/PRODUCTS

Execute key strategic sales opportunities in each market to leverage strategic network assets

Increase product development that leverages existing infrastructure and relationships for a greater share of wallet

SCALING RETURNS

Absolute focus on achieving EBITDA breakeven as quickly as possible

Continue to evaluate new markets and potential acquisitions that the company believes are of strategic value

CAPITAL RAISING - STRATEGIC INVESTMENT

KEY TERMS OF ENTITLEMENT OFFER

OFFER SIZE AND STRUCTURE

Fully underwritten 1 for 7 accelerated pro-rata non-renounceable entitlement offer to raise gross proceeds of approximately A\$35.3 million. Approximately 16.8 million new Superloop ordinary shares to be issued (or 12.5% of the ordinary shares on issue after completion of the offer)¹

Mr Bevan Slattery, Founder and Executive Chairman, and the entities he controls, hold 60,007,894² Superloop shares (or 51.05%). Mr Slattery has indicated that he will not be participating in the Entitlement Offer.

INSTITUTIONAL AND RETAIL COMPONENTS

The Institutional Entitlement Offer will be conducted over Friday 17 June 2016 and Monday 18 June 2016. Entitlements not taken up under the Institutional Entitlement Offer will be offered to new and existing eligible institutions at the offer price via a shortfall bookbuild concluding on Monday 18 June.

The Retail Entitlement Offer opens Thursday 23 June 2016 and closes Tuesday 12 July 2016. Eligible retail shareholders in Australia and New Zealand will be able to apply for additional shares over their entitlement under a "Top-Up Facility" as part of the Retail Entitlement Offer, subject to the Company's scale back policy.

OFFER PRICE

\$2.10 per new share representing:

12.9% discount to the last closing price of \$2.41 on 16 June 2016

11.4% discount to the TERP³ of \$2.37

RANKING

New Shares issued will rank equally with existing Superloop shares.

UNDERWRITING

Transaction fully underwritten by Morgans Corporate Limited.⁵

1. After the offer, approximately 134.4 million shares will be on issue

2. Excludes options subject to shareholder approval at general meeting of shareholders to be held on 21 June 2016. After the offer, Mr Slattery, and the entities he controls, will control approximately 44.7% of the shares on issue

3. The Theoretical Ex-rights Price ("TERP") is calculated by reference to Superloop's closing price on Thursday, 16 June 2016 of A\$2.41 per share, being the last trading day prior to the announcement of the Entitlement Offer. TERP is a theoretical calculation only and the actual price at which Superloop's shares trade immediately after the ex-date of the Entitlement Offer and the ex dividend date will depend on many factors and may not approximate TERP

4. Ignores performance rights to be used under the company's Employee Rights Plan approved by shareholders on 24 November 2015

5. Mr Greg Baynton, a non-executive director of Superloop, has committed to take up his entitlements in full and entered into an agreement with the underwriter to sub-underwrite \$700,000 of the shortfall of the retail component of the entitlement offer, the terms of which are customary and consistent with those of other sub-underwriters (including as to sub-underwriting fees of 1.0% of sub-underwriting commitment)

Funding strategic
investments to
leverage core infrastructure

USE OF PROCEEDS - STRATEGIC INVESTMENTS

Hong Kong TKO Express submarine cable project

Hong Kong core network expansion including:

- Additional sites beyond initial 30 strategic sites
- Other customer led opportunities

Singapore core network expansion including:

- Project Red Lion future phases (buildings beyond initial 25)
- iO / SGX loop customer led expansion
- Other customer led expansion investment

Sub-total	\$31.3m
Working capital	\$3.0m
Costs of the Offer	\$1.0m
Total	\$35.3m

Supercharging our network to drive further growth in customer acquisition, now and in the future.



PRO FORMA BALANCE SHEET

(\$'000s)	31 December 2015	Proceeds of offer (after costs)	Pro forma balance sheet 31 December 2015
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents	35,055	34,268	69,323
Receivables and other current assets	1,502	-	1,502
Total current assets	36,557	34,268	70,825
NON-CURRENT ASSETS			
Property, plant and equipment	54,572	-	54,572
Intangible assets	12,429	-	12,429
Total non-current assets	67,001	-	67,001
Total assets	103,558	34,268	137,826

PRO FORMA BALANCE SHEET (Cont)

(\$'000s)	31 December 2015	Proceeds of offer (after costs)	Pro forma balance sheet 31 December 2015
LIABILITIES			
CURRENT LIABILITIES			
Trade and other payables	2,649	-	2,649
Total liabilities	2,649	-	2,649
NET ASSETS	100,909	34,268	135,177
EQUITY			
Issued capital	109,628	34,268	145,470
Other Equity	(8,719)	-	(8,719)
Total equity	100,909	34,268	135,177

INDICATIVE TIMETABLE

EVENT	INDICATIVE DATE
Institutional Entitlement Offer opens	Friday, 17 June 2016
Institutional Entitlement Offer closes	Monday, 20 June 2016
Existing shares recommence trading on ex-entitlement basis	Tuesday, 21 June 2016
Record Date for the Entitlement Offer	Tuesday, 21 June 2016
Retail Entitlement Offer opens and despatch of Retail Entitlement Offer Booklet	Friday, 24 June 2016
Settlement of Institutional Entitlement Offer	Tuesday, 28 June 2016
Expected quotation of New Shares under the Institutional Entitlement Offer	Wednesday, 29 June 2016
Retail Entitlement Offer closes	Tuesday, 12 July 2016
Settlement of Retail Entitlement Offer	Monday, 18 July 2016
Issue of New Shares under the Retail Entitlement Offer	Tuesday, 19 July 2016
Expected quotation of New Shares under the Retail Entitlement Offer	Wednesday, 20 July 2016

SPECIFIC RISKS

RETENTION OF KEY PERSONNEL

Superloop is highly dependent upon qualified, technical and managerial personnel. With only a small number of employees, it is essential that appropriately skilled staff be available in sufficient numbers to continue to support Superloop's business. Superloop may not be able to attract and retain the qualified personnel necessary for the continued development of its business. The loss of the services of existing personnel, as well as the failure to recruit additional key technical, managerial and other personnel in a timely manner could harm Superloop's business. There is significant competition for qualified personnel in Superloop's business, and as such, loss of key staff to a competitor may amplify this adverse impact.

ACCESS

Superloop uses intellectual property and technology developed in the course of its business that is owned by Superloop. Superloop also relies on relationships with key intellectual property licensors and technology partners, from whom it licenses the right to use particular intellectual property and technology. Superloop's ability to construct, maintain and manage its fibre optic telecommunications infrastructure is dependent on its ability to use particular intellectual property and technology, and any change in the ability to use intellectual property Superloop relies on may have an effect on Superloop's future financial performance and position.

RELATIONSHIPS WITH KEY INTELLECTUAL PROPERTY LICENSORS & TECHNOLOGY

Superloop uses intellectual property and technology developed in the course of its business that is owned by Superloop. Superloop also relies on relationships with key intellectual property licensors and technology partners, from whom it licenses the right to use particular intellectual property and technology. Superloop's ability to construct, maintain and manage its fibre optic telecommunications infrastructure is dependent on its ability to use particular intellectual property and technology, and any change in the ability to use intellectual property Superloop relies on may have an effect on Superloop's future financial performance and position.

PLANNING, DEVELOPMENT AND CONSTRUCTION RISKS

Superloop may undertake development of new fibre optic telecommunications infrastructure, and expansion, maintenance, and refurbishment of existing infrastructure. Any delays or unexpected costs associated with planning, construction, and development activities which Superloop pursues in the future may harm growth prospects, operating results, and financial performance. Delays could result from a variety of causes, including but not limited to blockages in pulling fibre through the duct network, objections from community groups, or issues in securing fibre optic cable and related materials.

ACTION OF COMPETITORS

Superloop operates in a competitive landscape alongside various other network owners and operators of telecommunications infrastructure with competing offerings and a geographically diverse presence. Superloop, as a now established industry incumbent, also faces the risk of being disrupted by new market entrants, employing new technologies.

LIMITED TRACK RECORD

Superloop is a relatively newly established company and has limited operational track record. As Superloop is at a reasonably early stage of development, there are still considerable uncertainties associated with future revenues and expenses of Superloop.

NETWORK DAMAGE AND INTERRUPTIONS

Any accidental damage from civil works (cable cuts), intentional damage from vandalism or terrorism and acts of God such as earthquakes or other natural disasters may result in outages and damage to Superloop's network. Superloop is also exposed to short, medium or long-term interruptions to its operations as it relies on its infrastructure and technology to provide its customers with a highly reliable service. There may be a failure to deliver this level of service as a result of numerous factors, including but not limited to human error, power loss, physical or electronic breaches, or vandalism.

These risk factors are intended to be a concise summary of the key risks to Superloop's business, not an exhaustive list of all possible risks faced by Superloop or its shareholders.

Shareholders should consult their stockbroker, solicitor, accountant or other professional adviser to evaluate whether or not to participate in the entitlement offer.

SPECIFIC RISKS

RAISING OF ADDITIONAL FUNDS

Superloop's business is capital intensive in nature, and the continued growth of Superloop relies on the acquisition and development of new fibre optic telecommunications infrastructure and ongoing maintenance of existing fibre optic telecommunications infrastructure. Superloop requires sufficient access to debt and equity capital to fund this expenditure. Failure to obtain capital on favourable terms may hinder Superloop's ability to expand and pursue growth opportunities, which may reduce competitiveness and have an adverse effect on the financial performance, position and growth prospects of Superloop. Superloop believes the proceeds raised by this entitlement offer will be sufficient to fund the actions described in this investor presentation. However, Superloop may require additional funds for its other activities and future projects. Further funds raised may result in dilution for shareholders. There is also a risk that Superloop may not be able to raise further funds as and when required.

CHANGES IN TECHNOLOGY

Demand for technology infrastructure can change rapidly because of technological innovation, new product introductions, declining prices and evolving industry standards, among other factors. New solutions and new technology often render existing solutions and services obsolete, excessively costly or otherwise unmarketable. As a result, the success of Superloop depends on Superloop being able to keep up with the latest technological progress and to develop or acquire and integrate new technologies into its fibre optic telecommunications infrastructure. Advances in technology may also require Superloop to commit resources to developing or acquiring and then deploying new technologies for use in operations.

DECLINE IN DEMAND AND OVERSUPPLY

A decline in customer demand or an oversupply of fibre optic telecommunications infrastructure in the market may impact the growth prospects and/or the financial performance of Superloop.

MULTI-JURISDICTION RISK

As Superloop currently conducts business in Australia, Singapore and Hong Kong, Superloop is also exposed to a range of multi-jurisdictional risks such as risks relating to labour practices, environmental matters, difficulty in enforcing contracts, changes to or uncertainty in the relevant legal and regulatory regime (including in relation to taxation and foreign investment and practices of government and regulatory authorities) and other issues in foreign jurisdictions in which Superloop operates.

COUNTERPARTY OBLIGATIONS

Superloop relies on third parties, such as customers, suppliers, landlords, contractors, intellectual property licensors, technology alliance partners, joint venture partners and other counterparties to operate its business. Where arrangements are already in place, some third parties may not be willing or able to perform their obligations to Superloop. If one or more key counterparties default on their obligations to Superloop or encounter financial difficulties, this would have an adverse effect on Superloop's future financial performance and position.

REGULATORY

There is a risk that government policy could directly and indirectly affect the product offerings and competitive landscape, particularly in markets where the government has significant investment in telecommunications assets (e.g. Australia's National Broadband Network, Singapore's Next Generation National Broadband Network, and the Singapore Government's shareholding in Singtel and Starhub through related investment companies). Superloop also requires certain licences to operate in the various jurisdictions in which it carries on business, and any modification or cancellation of any of these licences may impact its ability to operate in that particular jurisdiction.

GENERAL RISKS

INVESTMENT RISKS

Factors affecting the price at which Superloop shares are traded on ASX could include domestic and international economic conditions. General movements in local and international stock markets, exchange rates, prevailing economic conditions, investor sentiment and interest rates could all affect the market price of Superloop's securities. These risks apply generally to any investment on the stock market. In addition, the prices of a listed entity's securities are affected by factors that might be unrelated to its operating performance, such as general market sentiment.

MACRO ECONOMIC RISKS

Superloop's operational and financial performance is affected by the Australian and other international economies. General and business conditions, inflation, interest rates, monetary and fiscal policy and political circumstances are all matters which may affect Superloop's operating and financial performance. Superloop operates in foreign jurisdictions and as a result, fluctuations in applicable exchange rates could also have an impact on the financial position and performance of Superloop.

TAXATION AND ACCOUNTING RISKS

Tax and accounting laws and other regulations are complex and subject to regular change. A change to the Australian Accounting Standards or the current taxation regime in Australia or in overseas jurisdictions in which Superloop operates may affect Superloop and its shareholders.

BRIBERY, CORRUPTION AND OTHER IMPROPER ACTS

Superloop may incur fines or penalties, damage to its reputation or suffer other adverse consequences if its Directors, officers, employees, consultants, agents, service providers or business partners violate, or are alleged to have violated, anti-bribery and corruption laws in any of the jurisdictions in which it operates. Superloop cannot guarantee that its internal policies and controls will be effective in each case to ensure that this does not occur.

