

Discover Asia's New Extraordinary Network

SLC:ASX FY19 Full Year Results
& Market Update

Tuesday 27th August 2019



SINGAPORE

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Currency

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

Agenda

- > Company Highlights
- > FY19 Financial Performance
- > Superloop Network Advantage
- > Leveraging Superloop Assets
- > Appendix



ADELAIDE

Company Highlights



Founded in 2014 to connect Asia Pacific to the cloud, with a legacy-free network capable of fulfilling the growth in demand for bandwidth



Invested \$256m in advanced fibre networks connecting bandwidth-intensive properties across Asia Pacific, on average 2 years into 20+ year useful life



Superloop also distributes connectivity within campuses smartly and securely, leveraging \$210m of investments in adjacent platforms through acquisitions



Net book value of assets \$1.37 per share at 30th June 2019; \$346m net assets post \$50.7m impairment of non-core services segment



Core fibre connectivity⁽¹⁾ revenues up 89% year-on-year (YoY), with sales ramp up now core Asia Pacific loop is live and connected



FY19 EBITDA of \$8.5m & reconfirming FY20 \$14m-\$16m guidance, excluding other one-off transactions that may occur



With core network now in place, the marginal incremental investment required to win new customers represents the majority of the future capital needs of Superloop⁽²⁾

⁽¹⁾Core Fibre Connectivity Revenues excluding INDIGO development revenue, includes installation revenues, IRU revenue (AASB15) and domestic construction revenue

⁽²⁾In the absence of any major new infrastructure opportunities arising

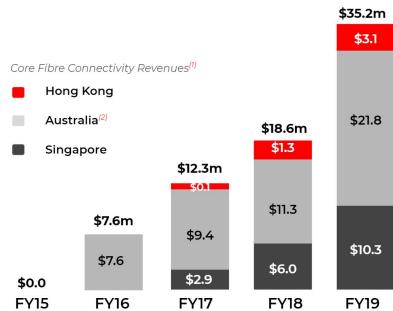
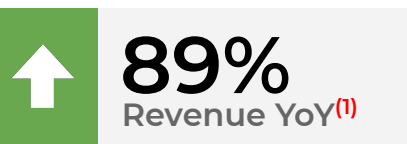
Overview of Superloop's portfolio connecting Asia Pacific



1

Asia Pacific Core Fibre Network

Fibre networks connecting key hubs in Singapore, Australia & Hong Kong and INDIGO subsea cable

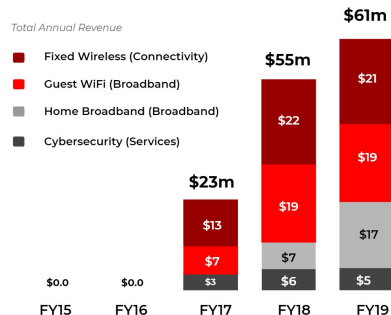
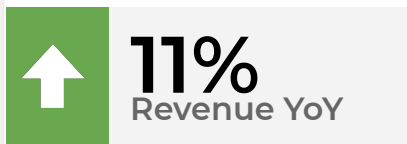


\$256m
Invested Capital to date

2

Platforms leveraging Fibre Network

Fixed Wireless (Connectivity), Guest WiFi (Broadband), Home Broadband (NBN & FW) CyberHound Security (Services)

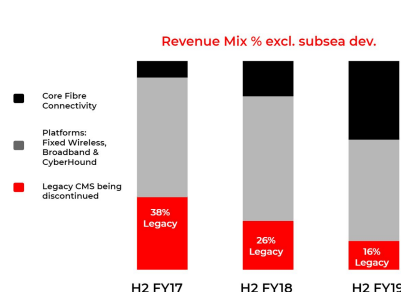
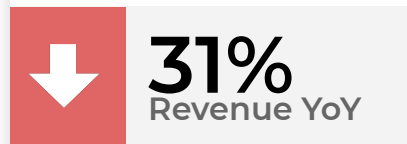


\$210m
Carrying value of Net

3

Non-core CMS

Cloud Managed Services providing hosted IT & equipment procurement to small businesses



\$(50.7)m Impairment to \$6m carrying value

Total Group

\$119.8m total revenue

\$58.5m gross margin
49% margin %

\$8.5m EBITDA

\$1.37/share
book value of net assets

20.3%
Gearing ratio⁽²⁾

⁽¹⁾Core Fibre Connectivity Revenues excluding INDIGO development revenue, includes installation revenues, IRU revenue (AASB15) and construction revenue

⁽²⁾Gearing ratio = net debt / (net debt + equity)

Complete connectivity platform for Asia Pacific



(Reporting segment)



Fibre Networks in Singapore, Australia & Hong Kong

(Connectivity)



Fixed Wireless Network across Australia

(Connectivity)



CyberHound secure internet

(Services)



Guest WiFi platform for leisure, health & education campuses

(Broadband)



Residential & small business Broadband across Australia

(Broadband)



Subsea cable network connecting Asia Pacific

(Connectivity)

FY19 OPERATIONAL HIGHLIGHTS



Completed Asia Pacific
core network loop

INDIGO & AU backbone



On-Net Buildings

392

↑ +24% YoY



Award-winning
network

Best Telco Innovation
Best Fixed Wireless Provider
Best Virtual Network Operator



Traffic on Network

↑ +1900%
on FY16



Re-launched
portfolio

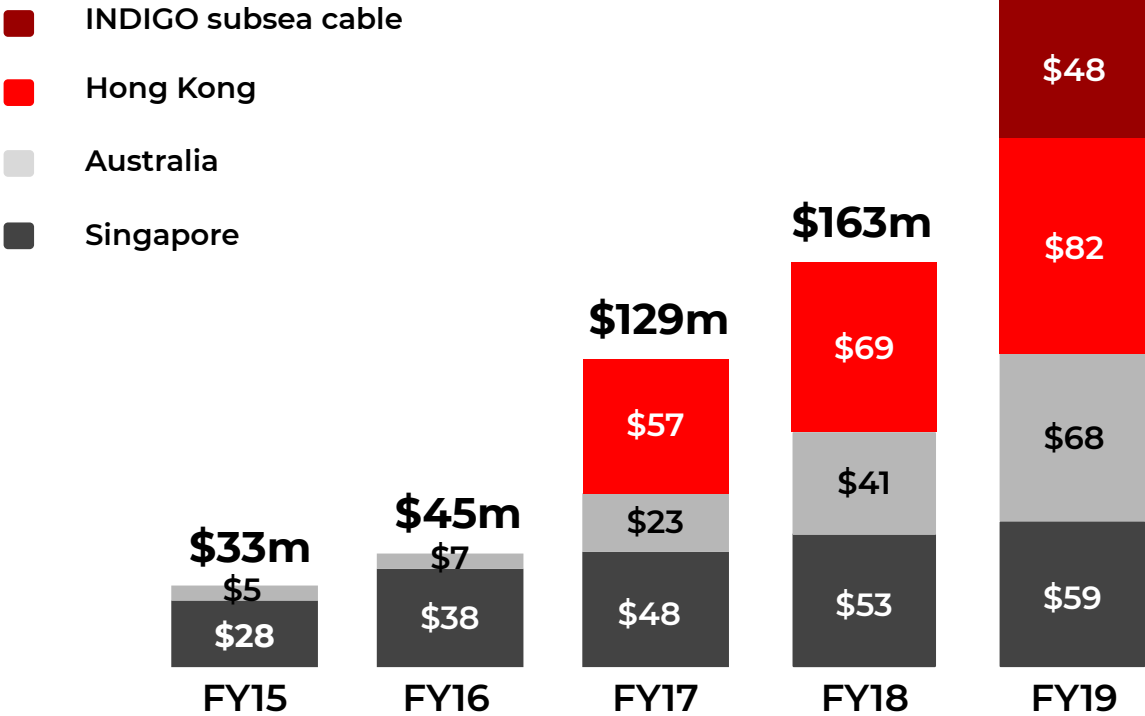
All products operating
under Superloop brand



Integrated teams

Unified ~300-strong
organisation

Invested capital in fibre network assets now live⁽¹⁾



<2 Year Old Network Assets

Weighted average asset age as at 30th June 2019

20⁺ Years Useful Life

Weighted average asset useful life

⁽¹⁾Live defined as when asset is capitalised, i.e. commencing depreciation & amortisation. Includes Network, Communication & Intangible Rights & Licenses Assets, excluding assets in the course of construction

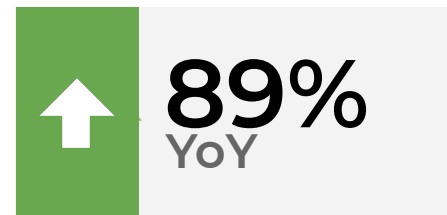
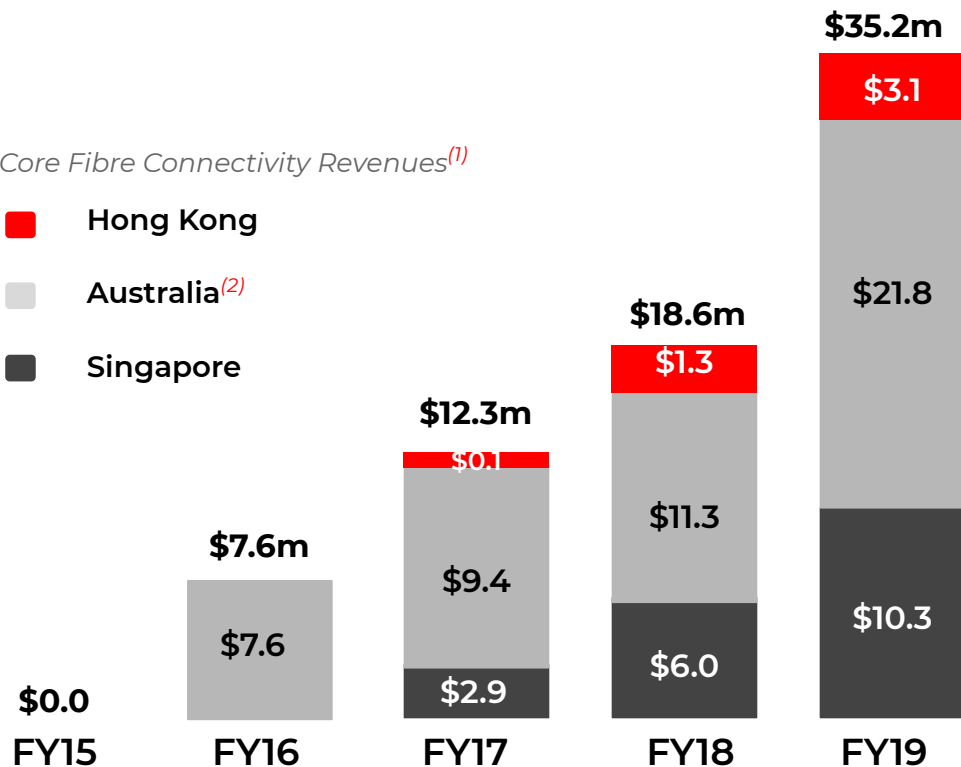
Revenue growth on new fibre network assets

Core Fibre Connectivity Revenues⁽¹⁾

■ Hong Kong

■ Australia⁽²⁾

■ Singapore



Core Fibre Connectivity Revenues⁽¹⁾



⁽¹⁾Core Fibre Connectivity Revenues excluding INDIGO development revenue, includes installation revenues, IRU revenue (AASB15) and construction revenue

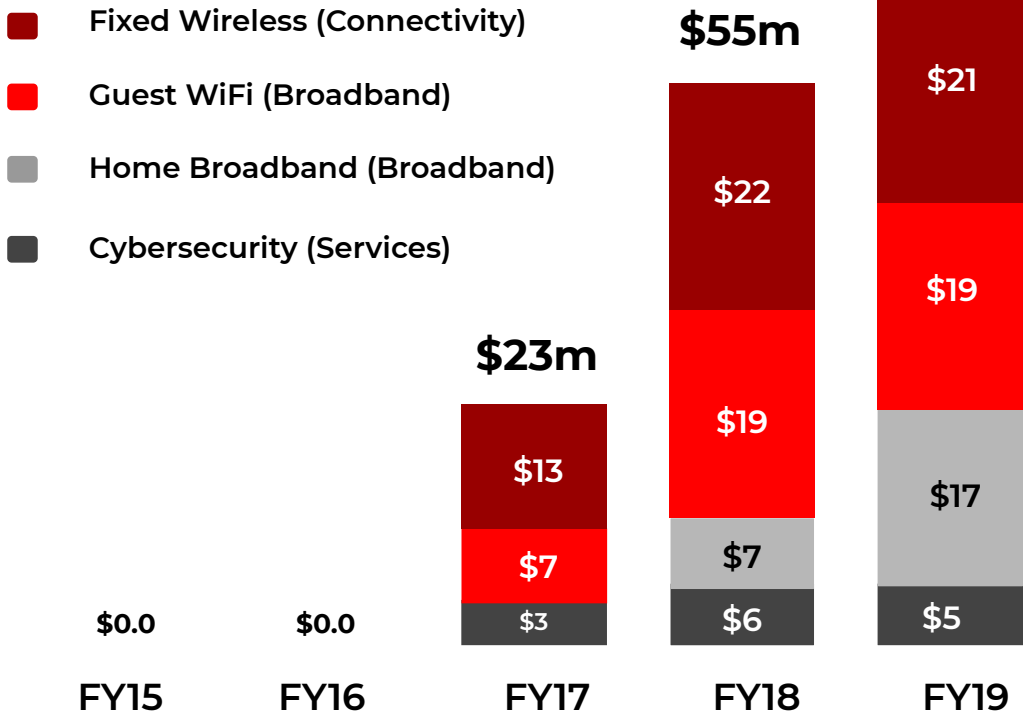
⁽²⁾Australia includes Apex & Cinenet acquisitions

⁽³⁾Compound annual growth rate (CAGR)

Platforms leveraging fibre connectivity foundation



Total Annual Revenue



Fixed Wireless Connectivity
provides primary and alternative secondary access to businesses across Australia, leveraging the fibre backbone

Guest WiFi Broadband
provides a management platform for campuses (universities, hotels, hospitals) to distribute internet to users smartly & securely

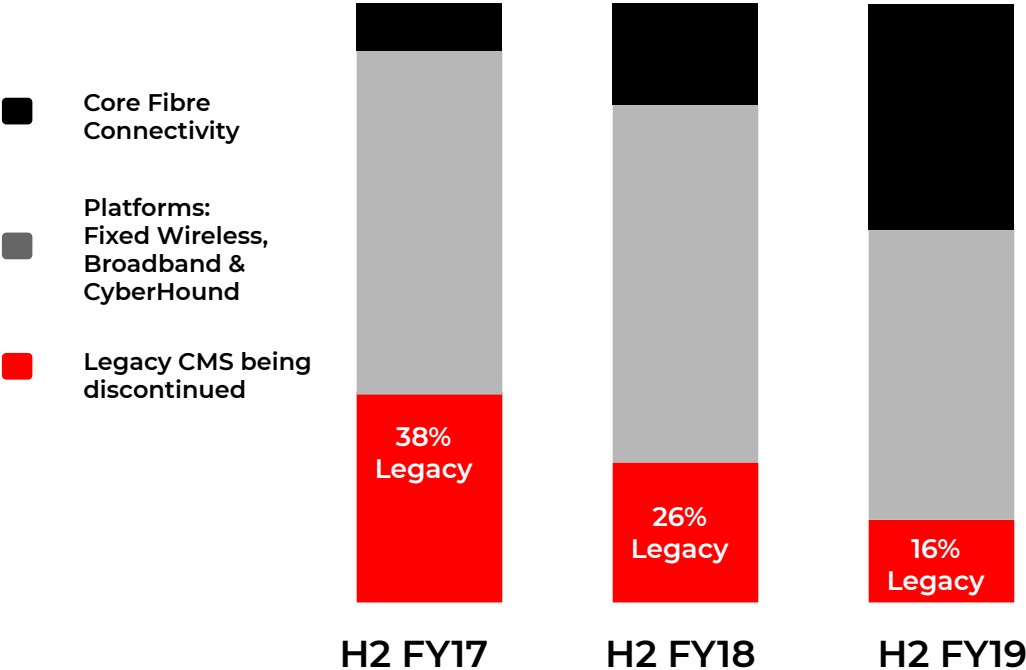
Home Broadband
leverages Superloop’s fixed wireless network and seamless NBN extension, with 10 million premises being able to order

Core Services
includes CyberHound providing security filtering for education & other industries

Legacy CMS segment declining contribution to revenue

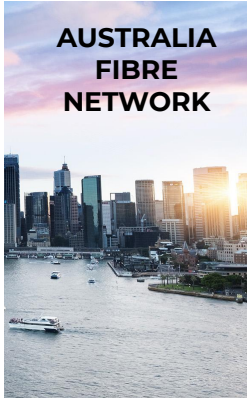
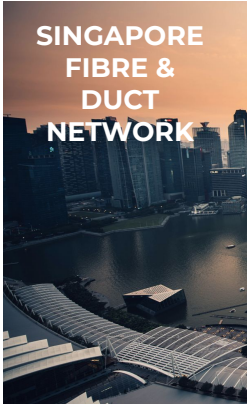
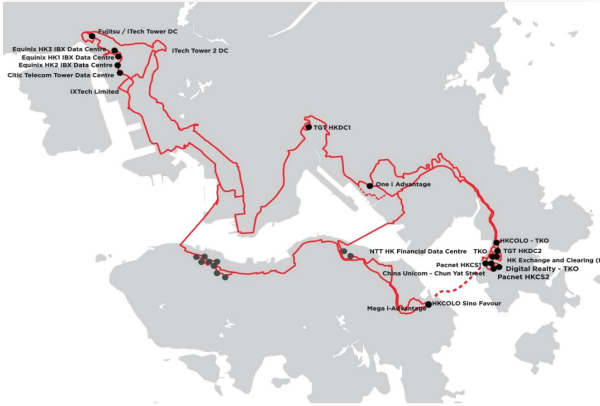


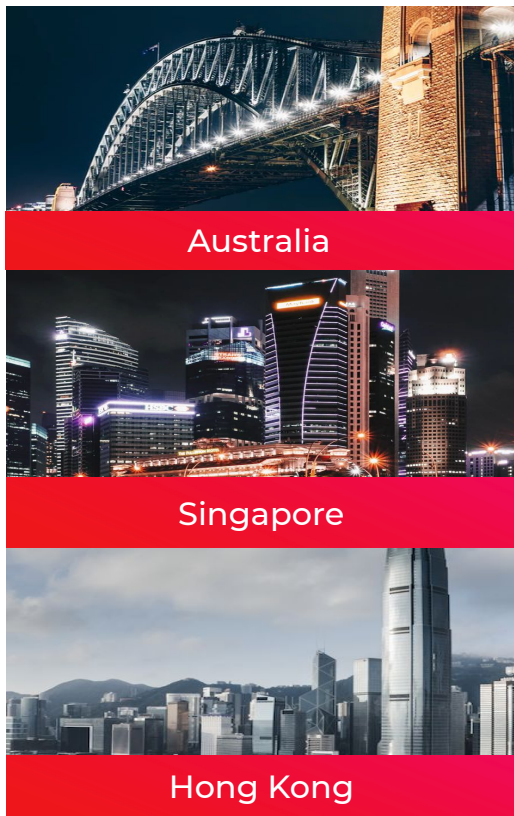
Revenue Mix % excl. subsea dev.



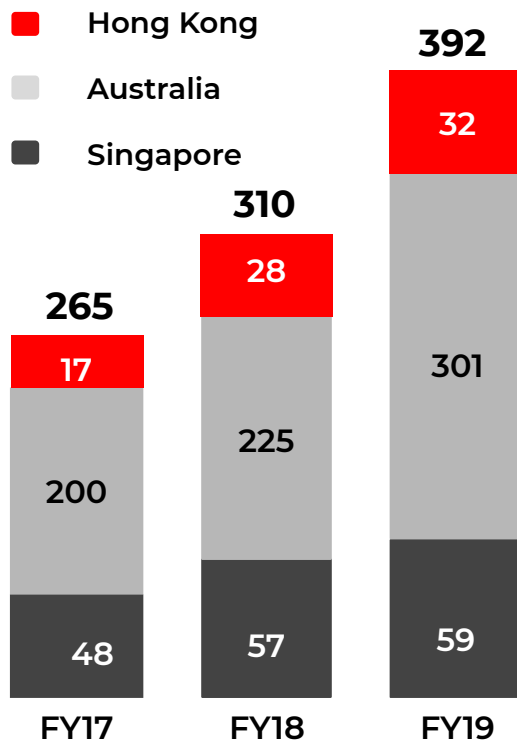
Legacy Cloud Managed Services, providing hosted/outsourced IT to small businesses, including procurement of hardware and software, was discontinued for new sales in early 2019, with customers migrating to partner providers

Brand new core fibre networks across Asia Pacific

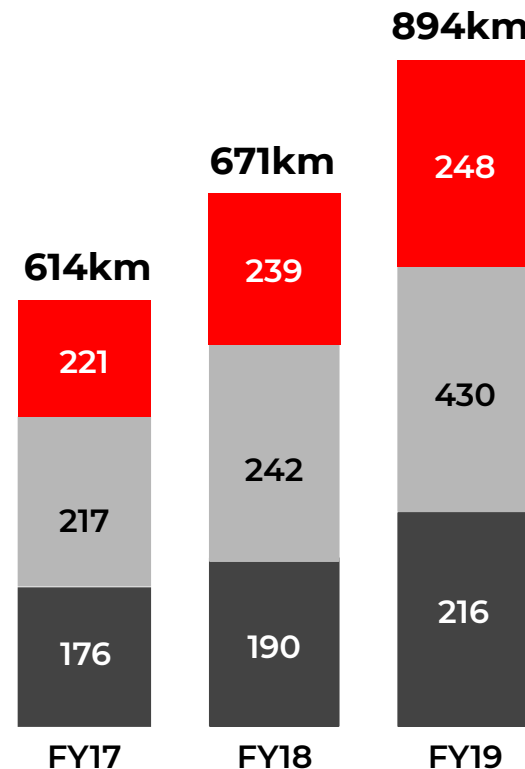




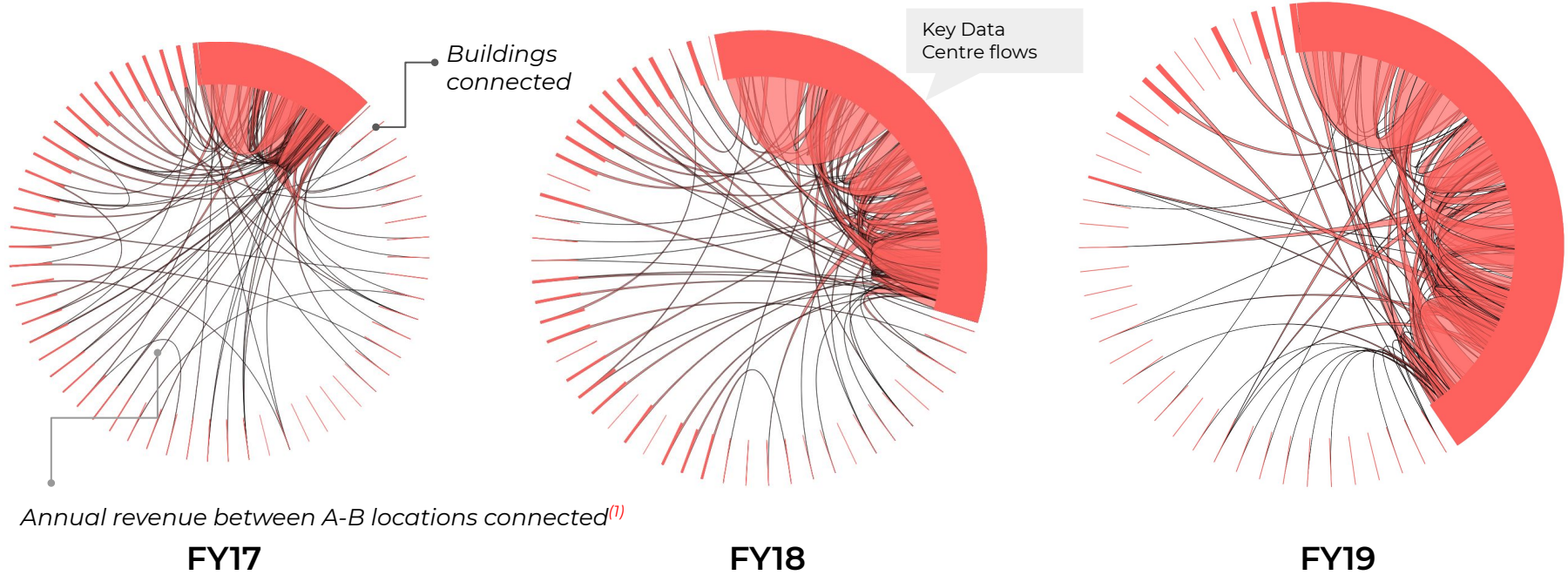
Buildings Connected



Fibre Kms excluding INDIGO



Connectivity spreading between Superloop locations



⁽¹⁾ Not all fibre revenues connect A end and B end locations externally

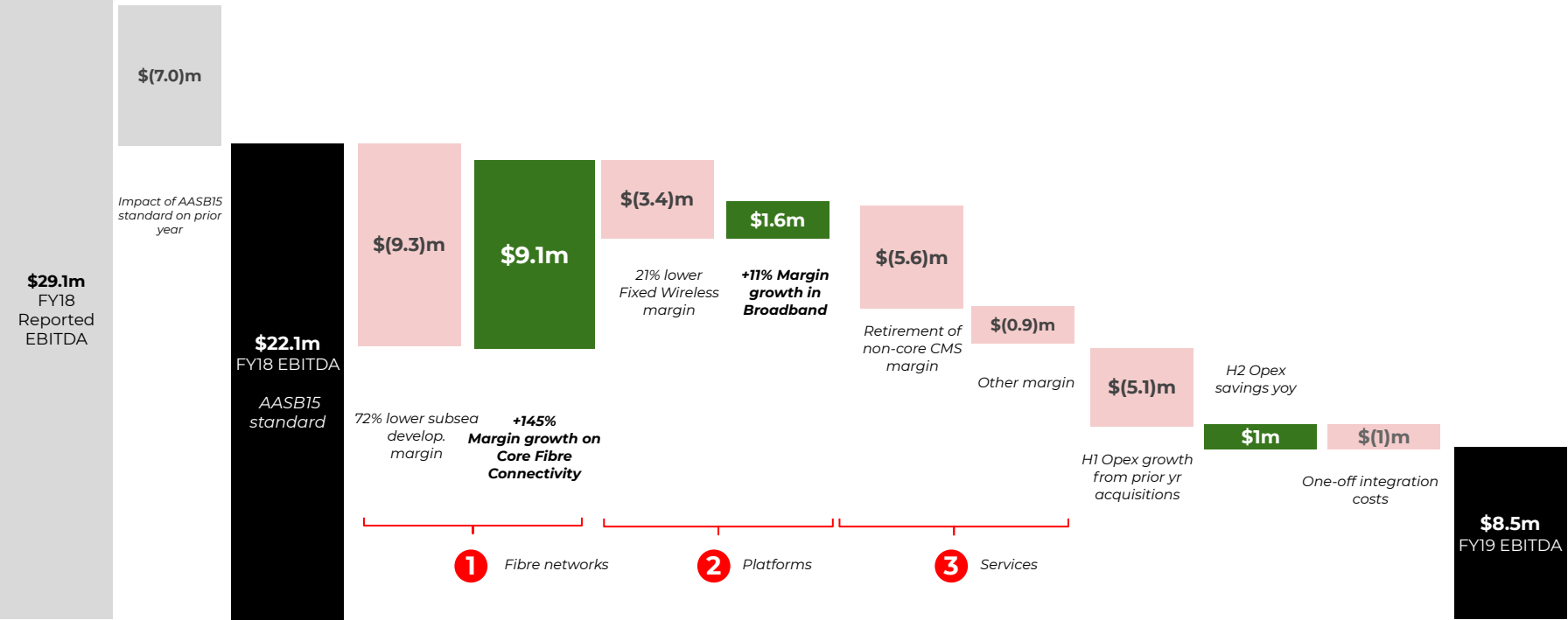
FY19 Financial Performance



HONG KONG

15

FY19 EBITDA movements on prior year



FY19 Gross margin performance by segment



	1 Fibre networks			2 Platforms		3 Services
	Connectivity			Broadband		Services
\$m AUD	Core Fibre Connectivity	Subsea Cable Dev.	Fixed Wireless Connectivity	Guest WiFi	Home Broadband	CMS + Cybersecurity
FY19						
Revenue	\$35.2	\$3.7	\$20.6	\$18.7	\$16.9	\$24.7
Gross Margin	\$15.4	\$3.6	\$12.9	\$9.9	\$6.0	\$10.8
Gross Margin %	44%	97%	62%	53%	35%	45%
FY18						
Revenue	\$18.6	\$13.8	\$21.8	\$19.3	\$7.4	\$36.6
Gross Margin	\$6.3	\$12.8	\$16.2	\$9.1	\$5.2	\$16.4
Gross Margin %	34%	93%	75%	47%	70%	44%
GM YoY	\$9.1	\$(9.3)	\$(3.4)	\$0.8	\$0.8	\$(5.6)
GM Growth	+145%	-72%	-21%	+9%	+15%	-34%

Core Fibre Connectivity

+145% margin growth gaining operating leverage from fibre network assets as customers are onboarded

Fixed Wireless Connectivity

Margin decline partly driven by lower internal cross-charging with Guest WiFi and the retirement of procurement revenue streams

Subsea Cable Development

Prior year contained ~\$13m margin from one-off development revenues

Guest WiFi

Lower H219 from sale of non APAC customer base, and re-pricing 'out of bundle'

Home Broadband

Revenue growth from acquiring customer base with duplicative off-net costs prior to moving onto Superloop network

Services inc. CMS & Cybersecurity

Retirement of non-core low-bandwidth cloud managed services

FY19 Group Profit & Loss performance



	FY17 ⁽¹⁾	FY18 ⁽¹⁾	FY19	YoY
Total Revenue	\$57.7	\$118.2	\$119.8	+1.4%
Revenue excl. subsea dev.	\$54.8	\$104.2	\$115.8	+11%
Direct Costs	\$(28.0)	\$(51.1)	\$(61.4)	+20%
Gross Margin	\$29.7	\$67.0	\$58.5	-13%
Gross Margin excl. subsea dev.	\$26.8	\$54.0	\$55.0	+2%
Gross Margin %	51%	57%	49%	-8%
Gross Margin excl. subsea dev. %	49%	52%	47%	-5%
Operational Costs	\$(27.2)	\$(44.9)	\$(50.0)	+11%
EBITDA (AASB15)	\$2.5	\$22.1	\$8.5	
Depreciation & Amortisation ⁽²⁾	\$(9.0)	\$(22.1)	\$(36.5)	
Non-Cash Impairment ⁽²⁾	-	-	\$(50.7)	
Net profit/ (loss) before tax	\$(7.8)	\$(2.8)	\$(84.4)	

Revenue excl. subsea development +11% YoY

Direct costs

+20% YoY incl. full year impact of off-net costs from broadband acquisition & expanded network

Gross margin excl. subsea dev.

+2% YoY

Operational costs

+11% YoY from annualisation of acquisitions. Q4 opex down 15% YoY from integration savings

Non-cash impairment⁽²⁾

\$(50.7)m relating to ~25% of acquired businesses from retiring non-core, non-bandwidth services including \$(43.3)m goodwill

⁽¹⁾ Prior year adopting AASB15 standard retrospectively

⁽²⁾ Impairment of non-core CMS services segment includes \$43.3m goodwill, PP&E and accelerated amortisation of contracts

Financial position at June 30th 2019

Cash Flow (\$m)	FY18	FY19	Change
Operating cash flows	37.9	5.3	(32.6)
Investing cash flows	(91.8)	(53.1)	38.7
Financing cash flows	63.0	51.7	(11.3)
Net cash flows	15.4	18.9	3.5
	30 June	30 June	
Balance Sheet (\$m)	2018	2019	Change
Cash & cash equivalents	15.4	18.9	3.5
Property, plant & equipment	182.1	228.7	46.6
Network IRUs	39.9	47.3	7.4
Goodwill from acquisitions	178.3	135.1	(43.3)
Other intangible assets	62.4	51.8	(10.6)
Total Assets	514.1	526.7	12.6
Net debt ⁽¹⁾	47.3	70.3	22.9
Total Liabilities	132.3	183.3	51.0
Net Assets	381.8	346.2	(35.7)

⁽¹⁾ Net debt = short-term & long-term interest-bearing borrowings less cash & cash equivalents

Cash Flows

FY18 operating cash flows included a greater number of IRUs and one-off sales

Investing cash outflows lower in FY19 from lower investment in acquisitions

Financing cash flows from \$31m equity and \$26m debt versus \$35m equity and \$33m debt in prior year

Balance Sheet

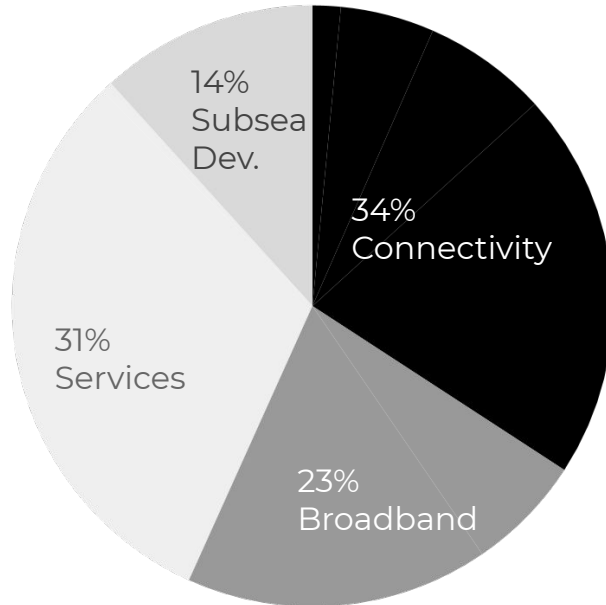
\$54m increase in network assets including indefeasible rights to use (IRUs)

\$(50.7)m impairment relating to legacy 'services' segment

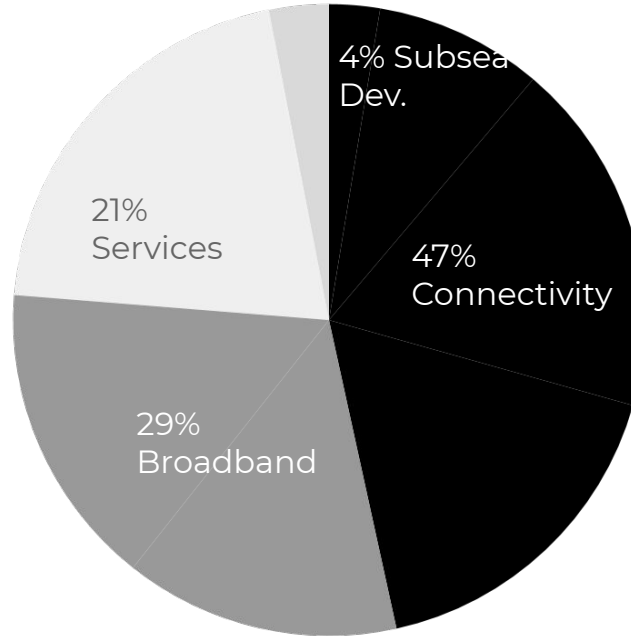
Net debt increase of \$22.9m

Changing revenue profile towards infrastructure

FY18 Revenue: \$118.2m



FY19 Revenue: \$119.8m



Connectivity revenues from brand new fibre network infrastructure (+ fixed wireless) already contributing 47% of group revenue

Broadband segment, encompassing Guest WiFi in interim lodgings, and Home Broadband now contributing 29% of group revenue

Services segment includes core revenues from CyberHound security, and non-core Cloud Managed Services being retired

Current capital structure

- Senior bank debt facilities of \$120m mature in October 2021
- Net debt at 30th June 2019 was \$70.3m (20.3% gearing ratio)
- Company was compliant at 30th June 2019 and has in place a waiver on key covenant tests until 30th September 2019
- Currently in discussions with senior bank debt providers to restructure banking facilities to better match future capital needs as company's cash flows ramp with the monetisation of the networks

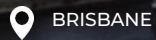
Expected future sources & uses of capital

- Superloop's core business is digital infrastructure in particular providing fibre connectivity to global customers across Asia Pacific
- The company expects the revenue and earnings profile to increasingly be generated from its infrastructure investment as demand for fibre connectivity grows
- The company is in the latter stages of negotiations with existing and potential financing partners to ensure the sources of funds are aligned with the overall corporate strategy
- Company will announce recapitalisation plan by late September 2019

Superloop's capital management framework objectives are to align with investment profile, minimise dilution whilst optimising cost of capital

Future capital requirements are expected to be predominantly customer-led, i.e. incurred on signing contracts with customers

Superloop's Network Infrastructure Advantage



BRISBANE

“Over the next 2 years I believe the ‘clouds’ will be coming out of the data centre and directly to where we live, work and play. In a cloud world the ‘last mile’ is now becoming the ‘first mile’ of connection.

At Superloop we believe we have built the only network that can deliver a seamless cloud-first experience to the major traffic hubs and enterprise buildings in Asia Pacific”

Bevan Slattery

Founder - Superloop, Megaport, NextDC, PIPE Networks

Superloop's network advantage over legacy networks



Customer Value		Superloop Advantage	Legacy Networks
	Cloud First	Designed to deliver cloud experience to enterprise building	Originally designed to deliver voice/data from telephone exchanges
	Asia Coverage	Pan Asia coverage of major strategic data centres and buildings	Limited coverage outside home market
	Price	Ownership economics and high capacity allows more price flexibility encouraging demand	High overhead and risk of product cannibalisation removes competitive options
	Flexible	Products designed to allow flexible delivery options for customers	Products generally rigid and restrictive in terms of options
	Preferred Partner	Focused product set and seen as a connectivity partner for providers	Seen as a competitor and only used as a last resort

REVENUE FY19

\$10.3million

73% YoY growth

\$59m Invested Capital

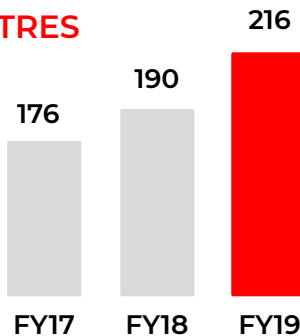
15% Utilisation

3.0yrs Avg. Asset Age⁽¹⁾

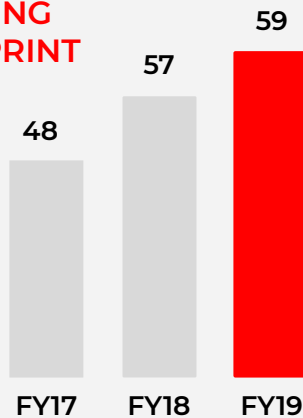
29yrs Avg. Asset Life



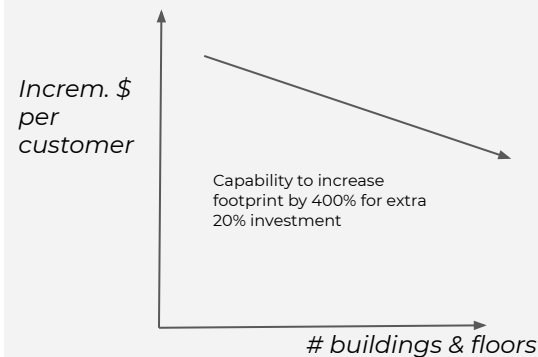
FIBRE KILOMETRES



BUILDING FOOTPRINT



LEVERAGE



1

REVENUE FY19

\$20.8million⁽¹⁾

100% YoY growth

\$68m invested capital

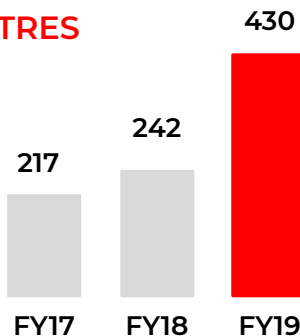
12.3% Utilisation

1.0yrs Avg. Asset Age⁽²⁾

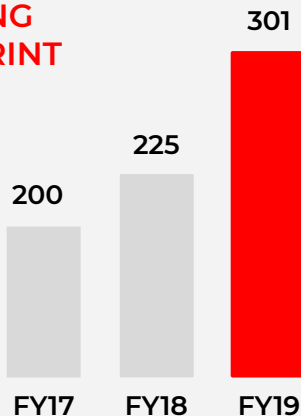
16yrs Avg. Asset Life



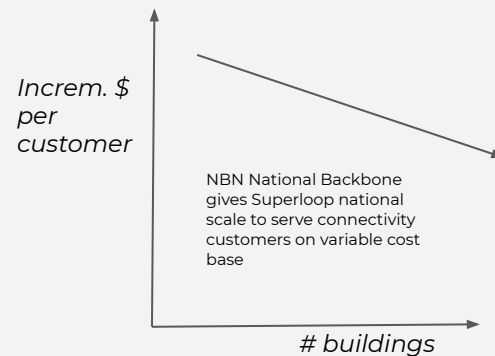
FIBRE KILOMETRES



BUILDING FOOTPRINT



LEVERAGE



1

⁽¹⁾Excluding INDIGO development revenue, includes installation revenues, IRU revenue (AASB15) and construction revenue, Apex & Cinenet acquisitions

⁽²⁾Average age of fixed assets since first activated, commencing useful life.

REVENUE FY19

\$3.1million

74% YoY growth

\$82m Invested capital

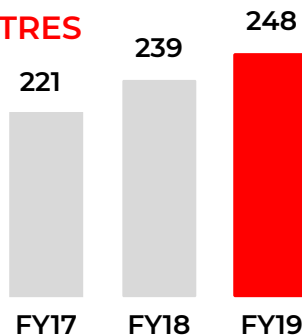
3.5% Utilisation

2.2yrs Avg. Asset Age

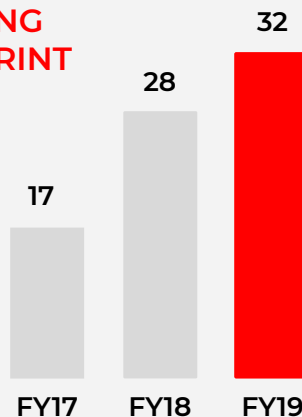
25yrs Avg. Asset Life



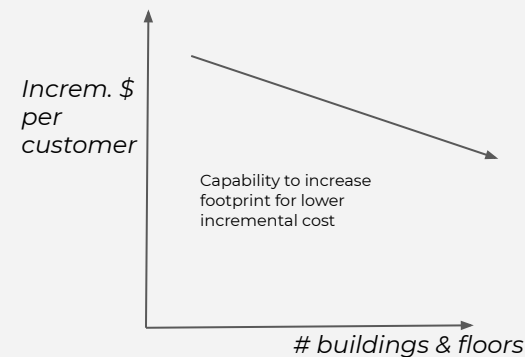
FIBRE KILOMETRES



BUILDING FOOTPRINT



LEVERAGE



1

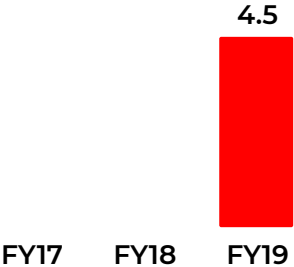
REVENUE FY19

N/A

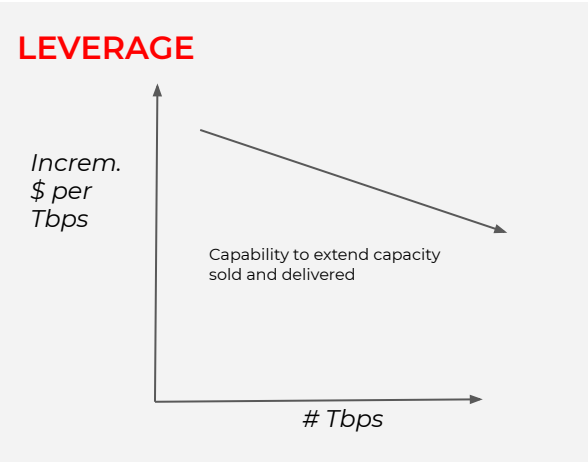
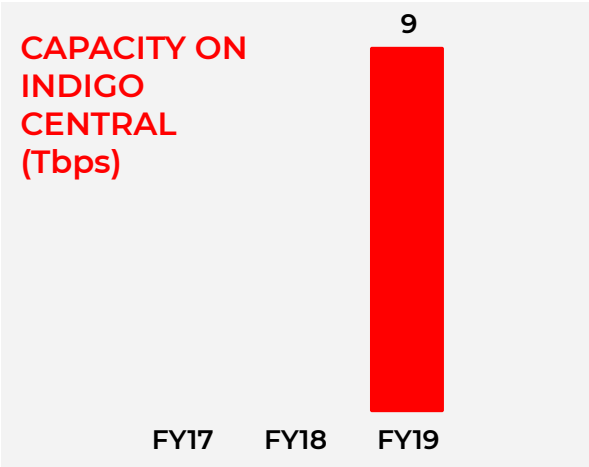
3.5%	Utilisation
\$48m	Invested capital
0.1yrs	Asset Age
25yrs	Avg. Asset Life



CAPACITY ON INDIGO WEST (Tbps)



1



Leveraging Superloop's Assets



PERTH

29

Insatiable demand for bandwidth

 **Demand for bandwidth in Asia Pacific** – Increased data consumption, growth of cloud computing, drives demand for Superloop's connectivity infrastructure.

 **Superloop's infrastructure live and operational**
Optic fibre infrastructure – 894 km of optic fibre across Australia, Singapore and Hong Kong metro regions as at 30th June 2019; Superloop drives significant incremental gross margins from its network infrastructure.

 **Strategic Sites** – 392 data centres and offices connected with fibre across Australia, Singapore and Hong Kong metro regions plus further buildings in Australia connected through Fixed Wireless and NBN; Superloop monetises the significant transfer of consumer and business data between data centre sites.

 **Fixed cost leverage** – Superloop is able to generate high margin returns on incremental capacity usage on our networks.

 **Customer relationships and contracts in place**
Customers and contracts – With the core network now complete, Superloop has the ability to drive recurring revenue streams through its existing and new customer base.

Super networks for super customers in Asia Pacific



Cloud & Content Providers



Global Service Providers



Multinational Companies



Key verticals for Superloop

Content & cloud providers

Global & local service providers (wholesale)

Managed Service Providers requiring NBN access and Services

Multinationals including financial institutions

Lodging providers including hotels & student accommodation

Government departments including Education, Health & Tourism

Disclaimer: any brands and trademarks are the property of their respective owners



Execute further master service agreements, contracts and orders to provide connectivity to major bandwidth customers across our on-net footprint



Exploit unique Superloop national backbone extension of NBN to Australian service providers and enterprises

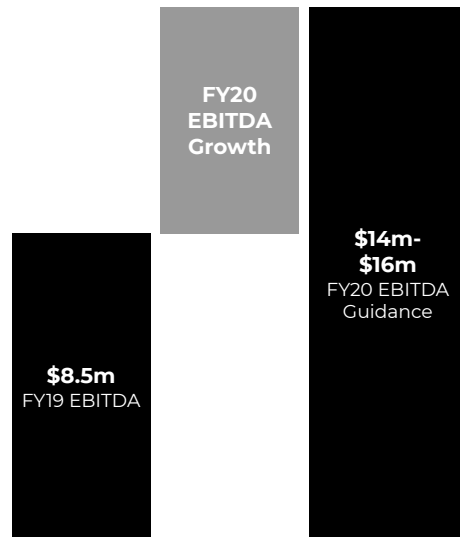


Continue to drive operational efficiencies with particular focus on shortening delivery cycle for customer benefits and revenue realisation



Leverage core fibre networks to extend Superloop's platform penetration for campuses and enterprises across Asia Pacific

FY20 EBITDA outlook \$14-\$16m reconfirmed



- INDIGO subsea cable live & billing recurring revenues with strong pipeline of opportunities
- Recurring revenue growth from core fibre connectivity networks across Asia Pacific
- Lower direct costs from removing duplication & migration of off-net customers onto Superloop
- Full year benefit of productivity program
- Non-core cloud managed services in planned retirement
- Expect stronger 2H EBITDA performance from flow through from sales growth

FY20 guidance

\$14m-\$16m EBITDA⁽¹⁾

⁽¹⁾ FY20 EBITDA guidance excluding infrastructure transactions that are anticipated, and including adoption of AASB16 (Leases) from 1st July 2019

Superloop is well positioned for future value creation



Nearing the end of major capital investment program



Significant new sales opportunities on our owned core fibre connectivity business on a strong growth trajectory



Our on-net footprint in Australia and Asia Pacific is positioned to take advantage of the burgeoning demand for connectivity and broadband



Superloop is now well positioned to continue to deliver significant growth to deliver on long-term customer and shareholder expectations



MELBOURNE

Thank you

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Upcoming Events

Superloop Annual General Meeting, Brisbane 30th October 2019



SYDNEY

Appendix

- > Reporting Segment overview
- > Historical Performance by sub-segment
- > Product Information



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How Superloop reports financial performance

Reporting objectives are for Superloop to be easier to understand, easier to follow & easier to value

Segment reporting consistent since FY2017, comprising:

- **Connectivity**, which includes Core Fibre Connectivity (built and owned Singapore, Australia, Hong Kong & subsea cable now live), INDIGO development revenue and Fixed Wireless Connectivity (from Big Air acquisition)
- **Broadband**, which includes Guest WiFi platform for campuses (combining GX2 and BCB acquisitions) and Home Broadband (combining NuSkopec and SkyMesh customer base acquisitions)
- **Services**, which includes non-core Cloud Managed Services being retired (from Big Air acquisition) and CyberHound security
- **Group Shared Services**, now that the majority of Superloop staff are accountable across all 3x segments

Segments now split into sub-segments given different stages of life-cycle:

1 Core Fibre Connectivity, split between Singapore, Hong Kong, Australia & INDIGO subsea cable development.

Fixed Wireless Connectivity

2 Guest WiFi Broadband
Home Broadband (across NBN and owned Fixed Wireless network)
Core Services being CyberHound cybersecurity

3 Non-core Services being Cloud Managed Services to be discontinued

Historical financial performance by sub-segment (1/2)

\$000	H1 FY17	H2 FY17	H1 FY18	H2 FY18	H1 FY19	H2 FY19	FY17	FY18	FY19
Connectivity Revenue									
Australia Fibre	4,751	4,622	6,281	4,592	5,562	16,204	9,373	10,873	21,766
Singapore Fibre	1,134	1,728	2,812	3,157	4,929	5,376	2,862	5,969	10,305
Hong Kong Fibre	28	84	417	1,368	1,135	1,977	112	1,785	3,112
Core Fibre Connectivity	5,914	6,433	9,510	9,116	11,626	23,557	12,347	18,627	35,183
Subsea development	1	2,886	3,521	10,319	3,027	635	2,886	13,840	3,662
Australia Fixed Wireless	826	11,885	10,611	11,149	10,535	10,092	12,710	21,760	20,627
Total Connectivity Revenue	6,740	21,203	23,642	30,585	25,189	34,283	27,944	54,227	59,472
Connectivity Gross Margin									
Australia Fibre	1,675	1,571	2,548	709	1,809	7,069	3,247	3,257	8,878
Singapore Fibre	596	1,117	2,102	2,369	3,223	2,875	1,713	4,471	6,098
Hong Kong Fibre	(313)	(763)	(1,225)	(229)	(790)	1,189	(1,076)	(1,454)	399
Core Fibre Connectivity Gross Margin	1,959	1,925	3,425	2,848	4,242	11,133	3,884	6,274	15,375
Subsea development	1	2,886	3,521	9,328	2,927	635	2,886	12,849	3,562
Australia Fixed Wireless	783	11,626	9,158	7,078	6,691	6,162	12,410	16,236	12,853
Total Connectivity Gross Margin	2,743	16,437	16,104	19,255	13,860	17,930	19,180	35,359	31,790
Connectivity Gross Margin %									
Australia Fibre	35%	34%	41%	15%	33%	44%	35%	30%	41%
Singapore Fibre	53%	65%	75%	75%	65%	53%	60%	75%	59%
Hong Kong Fibre	-1103%	-913%	-294%	-17%	-70%	60%	-961%	-81%	13%
Core Fibre Connectivity Gross Margin %	33%	30%	36%	31%	36%	47%	31%	34%	44%
Subsea development	100%	100%	100%	90%	97%	100%	100%	93%	97%
Australia Fixed Wireless	95%	98%	86%	63%	64%	61%	98%	75%	62%
Total Connectivity Gross Margin %	41%	78%	68%	63%	55%	52%	69%	65%	53%

Connectivity revenues & margins consist of fibre networks in Singapore, Hong Kong & Australia, INDIGO subsea cable & Australian Fixed Wireless network

Strong growth in core fibre connectivity

FY18 H2 contained a large asset sale transaction related to subsea development

Historical financial performance by sub-segment (1/2)



	H1 FY17	H2 FY17	H1 FY18	H2 FY18	H1 FY19	H2 FY19
Rest of Business Revenue						
Guest WiFi Revenue	126	6,767	7,866	11,387	11,590	7,117
Home Broadband Revenue	0	0	1,934	5,465	8,706	8,173
Total Broadband Revenue	126	6,767	9,800	16,852	20,296	15,290
Services Revenue	1,226	20,560	18,002	18,581	14,083	10,595
Other Revenue	412	90	(190)	886	757	(648)
Total Group Revenue	8,504	51,301	51,254	66,904	60,325	59,520
Rest of Business Gross Margin						
Guest WiFi	95	316	2,541	6,510	5,925	3,952
Home Broadband	0	0	1,453	3,742	2,853	3,098
Total Broadband Gross Margin	95	316	3,994	10,252	8,778	7,050
Services Gross Margin	366	8,712	7,471	8,902	6,363	4,389
Other Gross Margin	550	(210)	47	992	757	(648)
Total Group Gross Margin	3,754	28,025	27,616	39,402	29,758	28,721
Rest of Business Gross Margin %						
Guest WiFi	76%	5%	32%	57%	51%	56%
Home Broadband			75%	68%	33%	38%
Total Broadband Gross Margin %	76%	5%	41%	61%	43%	46%
Services Gross Margin %	30%	42%	42%	48%	45%	41%
Other Gross Margin %	133%	-234%	-25%	112%	100%	100%
Total Group Gross Margin %	44%	55%	54%	59%	49%	48%
Employee Expenses (exc exit costs)	(3,785)	(11,018)	(13,641)	(16,592)	(16,989)	(14,923)
Exit costs		0		0		(1,000)
Professional fees	(4,510)	(1,792)	(1,741)	(2,279)	(1,670)	(2,325)
Marketing costs	(423)	(634)	(827)	(1,060)	(1,144)	(1,343)
Administrative and other expenses	(1,443)	(3,602)	(3,866)	(4,920)	(5,446)	(5,140)
Total Operating Costs	(10,161)	(17,046)	(20,075)	(24,851)	(25,249)	(24,731)
EBITDA	(6,406)	10,979	7,541	14,551	4,509	3,990
EBITDA exc. subsea dev	(6,407)	8,093	4,020	5,222	1,582	3,355

	FY17	FY18	FY19
	6,893	19,254	18,708
	0	7,399	16,878
6,893	26,652	35,586	
21,786	36,583	24,678	
502	696	109	
59,805	118,158	119,845	
411	9,051	9,877	
0	5,196	5,951	
411	14,246	15,828	
9,078	16,373	10,752	
340	1,039	109	
31,779	67,018	58,479	
6%	47%	53%	
	70%	35%	
6%	53%	44%	
42%	45%	44%	
68%	149%	100%	
53%	57%	49%	
(14,803)	(30,233)	(31,912)	
	0	(1,000)	
(6,301)	(4,020)	(3,995)	
(1,057)	(1,887)	(2,487)	
(5,045)	(8,786)	(10,586)	
(27,206)	(44,926)	(49,980)	
4,573	22,092	8,499	
1,686	9,243	4,937	

'Rest of business' contains Broadband and Services segment

Broadband includes Guest WiFi provided to education, health & leisure campuses & Home Broadband to Australian homes

Services segment includes CyberHound cybersecurity and non-core cloud managed services

Operational costs are contained at a group level, now that Superloop has integrated all acquisitions

FY19 direct & indirect operating costs performance



	FY18	FY19	YoY	
Connectivity Direct Costs	\$(18.9)	\$(27.7)	+47%	
Broadband Direct Costs	\$(12.4)	\$(19.8)	+60%	
Services Direct Costs	\$(20.2)	\$(13.9)	-31%	
Other Direct Costs	\$0.3	-	-100%	
Total Direct Costs	\$(51.1)	\$(61.4)	+20%	Q4 YoY
Employee Costs (exc exit costs)	\$(30.2)	\$(31.9)	+6%	-14%
Exit costs		\$(1.0)		
Professional fees	\$(4.0)	\$(4.0)	-1%	-54%
Marketing costs	\$(1.9)	\$(2.5)	+32%	+14%
Admin. and other expenses	\$(8.8)	\$(10.6)	+20%	+2%
Total Operating Costs	\$(44.9)	\$(50.0)	+11%	-15%

⁽¹⁾AVC/CVC = NBN variable costs; Access Virtual Circuit & Connectivity Virtual Circuit

Direct Costs

Up 20% year-on-year from acquisition networks prior to full integration & construction rollout

Broadband direct costs incl. both NBN CVC/AVC⁽¹⁾ and off-net costs prior to migrating customer base onto Superloop network

Services costs down in line with revenue

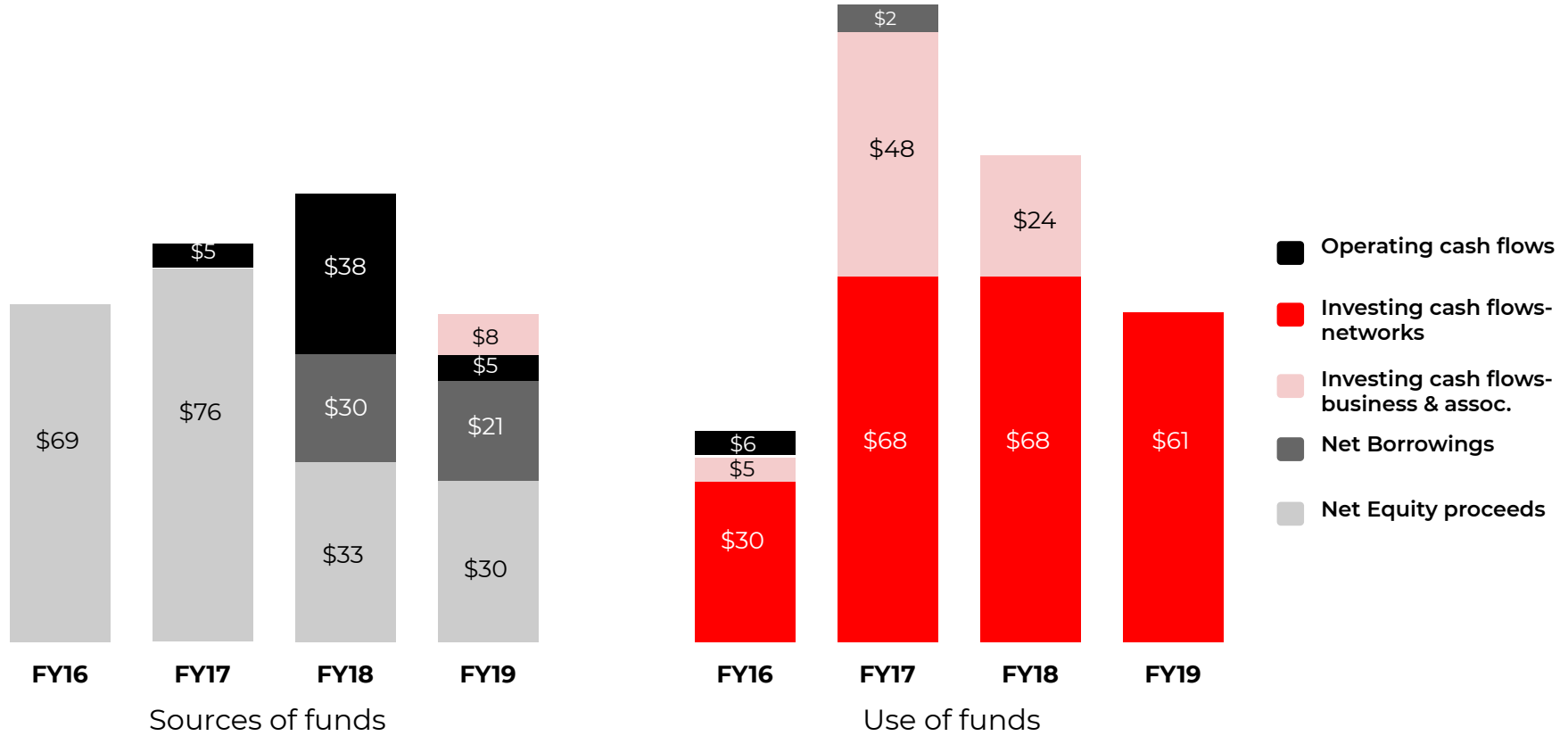
Operating Costs

Annualisation of prior year acquisitions and sponsorship of ADL500

Q4 Operating Costs

Down 15% year-on-year after integration of prior acquisitions.

Cash flow history: sources & uses of funds



Dark Fibre

Superloop Dark Fibre delivers high performance, resiliency and scalability for core network connectivity. Offering customers advanced security with a dedicated physical connection and complete control over what sits on top.

- Key Location Availability
- Low Latency
- Fast Restoration Times

Wavelength

Superloop Wavelength offers a highly secure, connectivity option for network solution requirements. A dedicated circuit, provisioned between two locations using DWDM provides interconnect between key Data Centres and campuses.

- Wave Division Multiplexing Technology
- Long Distance
- High Performance
- Expanded Application Options

Internet

Superloop Internet offers a high performing, secure internet service with high availability. It is designed to support business critical applications whilst providing a consistent, quality experience for customers.

- Future proof networking interfaces
- Dedicated and guaranteed bandwidth
- Scalable on demand

Ethernet

Superloop's Ethernet is a point to point solution that is delivered over our fibre network. It provides customers with the ability to deliver services to and from Data Centres and enterprise buildings within Superloop's network footprint.

- Fixed or Wireless
- Range of access types
- Flexible Capacity

IP WAN

Superloop IP WAN offers dedicated, private customer networks, connecting business locations, the internet and the cloud while our Multiprotocol Label Switching network provides complete security.

- National IP WAN service
- Network Visibility
- Proactive management of routers and firmware

Recognition for Superloop's innovative platforms



Best Fixed Wireless Provider
3ys in a row

**Best Virtual Network
Operator**



Best Telco Innovation

"The judges were impressed by Superloop Home Broadband's work on Project Rostrevor. They admired the company's long-term commitment to ensuring more people have access to high speed Internet. It was also great to see its efforts to provide green Wi-Fi to customers."



**Doing Business in Asia /
Product Innovation**
Finalist

Thank you

Contact details

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Upcoming Events

Superloop Annual General Meeting, Brisbane 30th October 2019



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