

ASX Announcement

18 May 2020

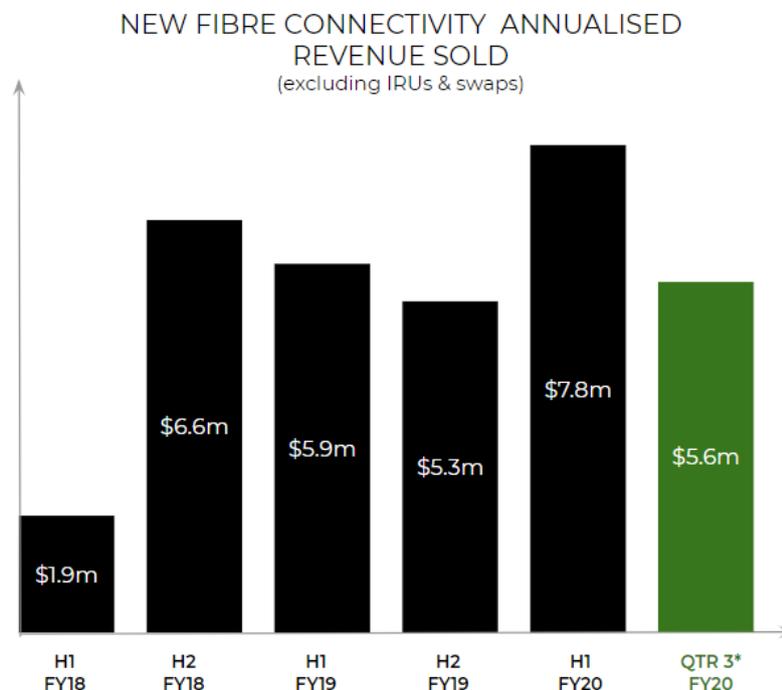
Trading Update & FY20 Guidance Affirmation

Further to Superloop Limited's (ASX: SLC) (Superloop or Company) letter to shareholders on 3 April 2020, the Company is pleased to provide the following trading update.

Business Update

Superloop has realised strong core fibre connectivity sales performance in Q3 including multiple high capacity services (10G and 100G) which were contracted on both the Indigo cable system and other routes on our recently completed international network. Our cyber security services have also experienced an uptick, as education providers transition to a distributed education environment as a result of COVID-19. The strong sales performance in Q3 has supported revenue growth broadly in line with our expectations for FY20.

Connectivity sales for Q3 totalled \$5.6m (annualised revenue sold), with contract lengths varying from 1 to 5 years in duration. Furthermore, the Company continues to see improvements in our book-to-bill cycle as a result of a greater focus on "on-net" services which allows the business to deliver and invoice services to our customers quicker.



* Showing a strong quarter performance compared to previous half results

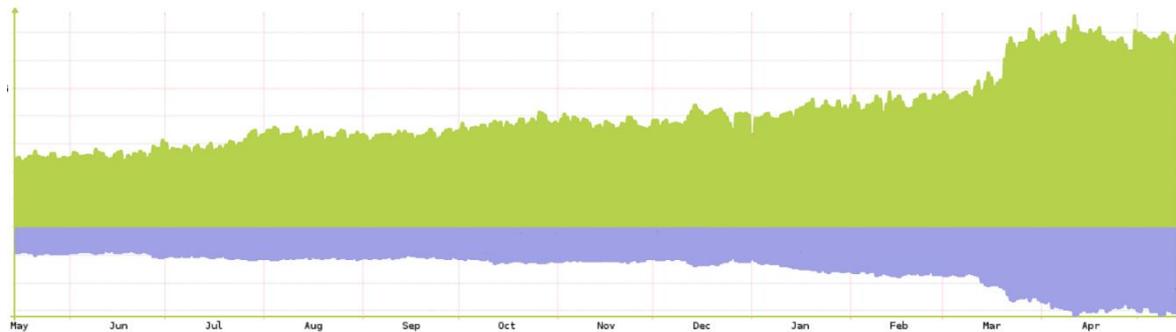
IP Backbone and International Capacity

Over the last few months, the increased demand on our Internet / IP network has been significant, largely driven by the changing traffic profile and volume due to work from home patterns and an increase in video conferencing / streaming services.

As highlighted in the graph below, Superloop has experienced over 30% growth in traffic across our global network within a matter of weeks. This increase in customer demand has almost entirely been delivered on our existing domestic and international assets. The Company still enjoys significant spare capacity on most international routes, meaning there is further opportunity to continue to grow this business segment, without significant increase to operating or capital costs.

As noted in the sales update, this demand has been driven by our growing customer base - encompassing our consumer, business and wholesale portfolios, and is already factored into our EBITDA guidance for FY20.

Total Internet Bandwidth over 12 months*



* excludes Indigo IRUs

Guest WiFi / Student Accommodation

We are pleased to report that revenues from student accommodation WiFi has been broadly consistent with our updated guidance note issued on 18 February 2020 and continue to see consistent device activations in line with our COVID-19 revised expectations. We will continue to monitor the situation closely and expect revenues to improve as students return to university campuses during FY21, although the timing is uncertain at this stage.

Project Vulcan Update and FY20 Guidance

In light of the above and the initiatives undertaken as part of Project Vulcan the Company has already been placed into an operating cashflow positive position and continues to operate well within the debt facility headroom. In our most recent update (18 February 2020), EBITDA guidance provided was a range of \$12m — \$15m, reflecting anticipated downside risk relating to COVID-19.

Despite challenging market conditions, the Company continues to track towards the midpoint of guidance. We continually monitor business performance and if there are any material changes to the business we will, of course, provide an update to the market.

Authorised for release by: Superloop Limited Board

Additional information:

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About Superloop

Superloop is a leading Asia Pacific independent provider of connectivity services designing, constructing and operating networks throughout the Asia Pacific metro region. The company owns and operates over 670kms of carrier-grade metropolitan fibre networks in Australia, Singapore and Hong Kong, connecting more than 310 of the region's key data centres and bandwidth-intensive buildings. With extensive carrier-grade, metro fibre networks in these markets and fixed wireless networks in Australia, Superloop delivers high-performance, connectivity solutions to businesses and homes underpinning the region's digital economy.

Visit www.superloop.com to learn more