

ASX Announcement

18 November 2020

Annual General Meeting Presentations

Superloop Limited (**ASX: SLC**) (**Superloop**) provides the attached presentations of the Chairman and Chief Executive Officer, which will be delivered today at the Superloop 2020 Annual General Meeting.

Authorised for lodgement with the ASX by the Company Secretary.

Additional information:

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About Superloop

Superloop is a leading Asia Pacific independent provider of connectivity services. The company owns and operates its carrier-grade metropolitan fibre networks in Australia, Singapore and Hong Kong, connecting the region's key data centres and bandwidth-intensive buildings. In addition to its own fibre network, Superloop is connected to all NBN Points Of Interconnect across Australia and operates its own nationwide fixed wireless network that collectively deliver high performance, connectivity solutions to businesses and homes underpinning the region's digital economy.

Visit www.superloop.com to learn more.

SUPERLOOP ANNUAL GENERAL MEETING – 18 NOVEMBER 2020

CHAIRMAN'S ADDRESS

I refer all shareholders to the Company's 2020 Annual Report, which was released to shareholders on 30 September 2020. This included a letter to shareholders from me, as well as extensive information about the company and its operations.

There have been a number of changes around the board room since our last AGM. In March 2020 our former Chairman, Michael Malone retired as Chair and from the Board and I returned to the role of Non-executive Chair. We were very grateful to Michael for his commitment and counsel to the Company and wish him well for the future. At the same time, we welcomed Stephanie Lai to the Board as an independent Director and the Chair of the Board's Audit Committee. Stephanie brings significant accounting, M&A, capital markets and governance credentials to the Board and has enhanced the diversity of thought on the Board.

More recently we were delighted to welcome Paul Tyler to the Board as CEO and Managing Director, taking over from Drew Kelton who during his tenure worked tirelessly to transform Superloop into the Company it is today. Drew will continue as an executive Director until early next year at which time he will transition to a Non-executive Director role, so we are not losing his valuable experience.

Last but not least, Greg Baynton who has been a Director of the Company since 2015 will stand down from the Board at the end of the meeting. Greg has been a valued member of the Board over the past 5 and a half years and made a considerable contribution to the Company, especially in its listing on the ASX and as Chair of the Audit Committee from that time until March this year. We wish him well in his future endeavours.

The important message I would like to leave you with is that even though there have been several changes, we have retained a strong, experienced and focused Board and leadership team who have, during this challenging year, rapidly responded to the unprecedented environment. In this regard I would also like to thank every Superloop employee who has remained committed, diligent and resilient despite an incredibly challenging environment. And to our shareholders, on behalf of the Board and management, I would like to thank you for your continued support.



AGM Update

Wednesday 18th November 2020

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Limited disclosure

This presentation contains summary information about Superloop and its activities which is current at the date of this presentation. The information in this presentation is of a general nature. The presentation does not purport to contain all the information that a prospective investor may require in evaluating a possible investment in Superloop, nor does it contain all the information which would be required in a disclosure document prepared in accordance with the requirements of the *Corporations Act 2001* (Cth) and should not be used in isolation as a basis to invest in Superloop. It should be read in conjunction with Superloop's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange, which are available at www.asx.com.au.

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To the maximum extent permitted by law, Superloop and the Relevant Parties disclaim any responsibility for any errors or omissions in such information, including the financial calculations, projections and forecasts and indications of, and guidance on, future earnings and performance and financial position set forth herein. This presentation contains certain 'forward-looking statements'. The words "forecast", "estimate", "like", "anticipate", "project", "opinion", "should", "could", "may", "target" and other similar expressions are intended to identify forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors and are subject to significant business, economic and competitive uncertainties and contingencies associated with exploration and/or production, many of which are beyond the control of Superloop, that may cause actual results to differ materially from those predicted or implied by any forward-looking statements. No representation or warranty is made by or on behalf of Superloop or the Relevant Parties that any projection, forecast, calculation, forward-looking statement, assumption or estimate contained in this presentation should or will be achieved or that actual outcomes will not differ materially from any forward-looking statements.

Currency

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

*Despite the challenges presented by Covid 19, completing the network and restructuring the balance sheet, Superloop's FY20 performance was strong, achieving midpoint of guidance with an **EBITDA of \$13.5m** and **Revenue of \$107m**, underpinned by significant growth in continuing businesses and prudent cost management.*

FY20 Operational Highlights



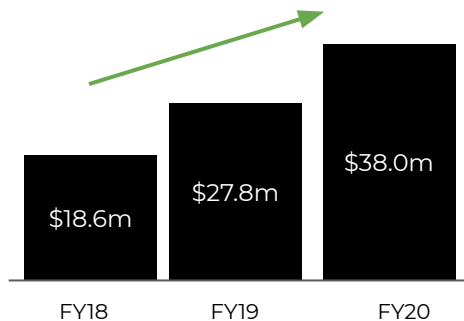
37%

Fibre Connectivity
revenue growth YoY



46%

Fibre Connectivity
new sales growth YoY



Major customer wins and partnerships



AURIZON

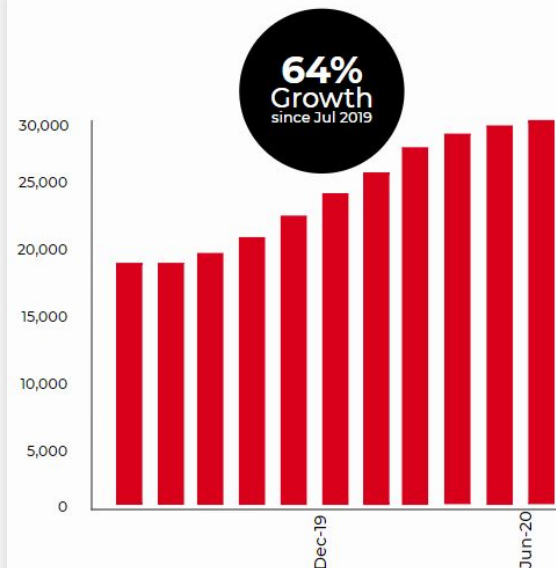


HURRICANE ELECTRIC
INTERNET SERVICES



64%

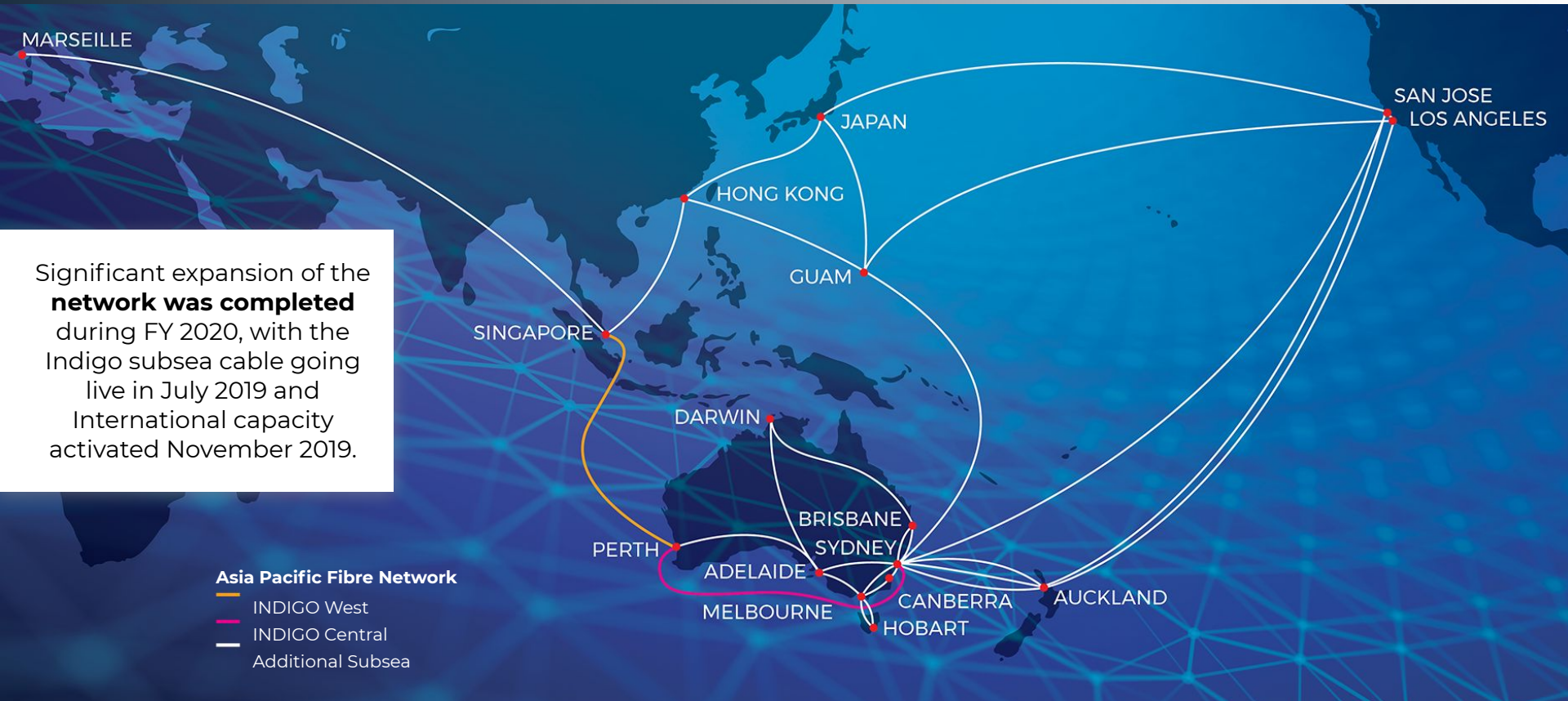
Home Broadband
Subscriptions YoY



Significant expansion of the **network was completed** during FY 2020, with the Indigo subsea cable going live in July 2019 and International capacity activated November 2019.

Asia Pacific Fibre Network

- INDIGO West
- INDIGO Central
- Additional Subsea

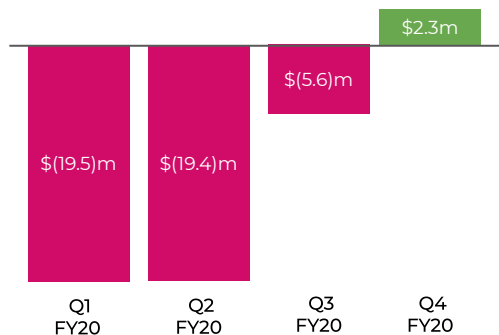


FY20 Operational Highlights

Positive Free Cash Flow

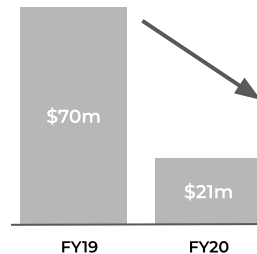
Achieved in Q4 FY20

FY20 Free Operating Cash flow by Qtr

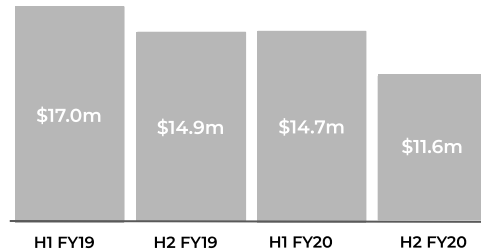


Leverage ratio reduced to **3.1x**

70% reduction in Capital expenditure YoY



14% reduction in Operating expenditure YoY



Gearing ratio halved to **8.4%**



Net Debt reduced to **\$36.3m**

A wide-angle, nighttime photograph of a city skyline, likely Sydney, Australia. The city is illuminated with various lights, and the lights reflect on the water of a river in the foreground. A bridge is visible in the lower part of the image. The text "Financial Year 2021 - Trading Update" is overlaid on the left side of the image.

Financial Year 2021 - Trading Update

Leadership realignment

accelerated growth in our three customer segments

Renewed investment in
Home Broadband



Mehul Dave
Group Executive,
Consumer

International & Wholesale
core fibre connectivity growth
continues



Adrian Martin
Group Executive,
International & Wholesale

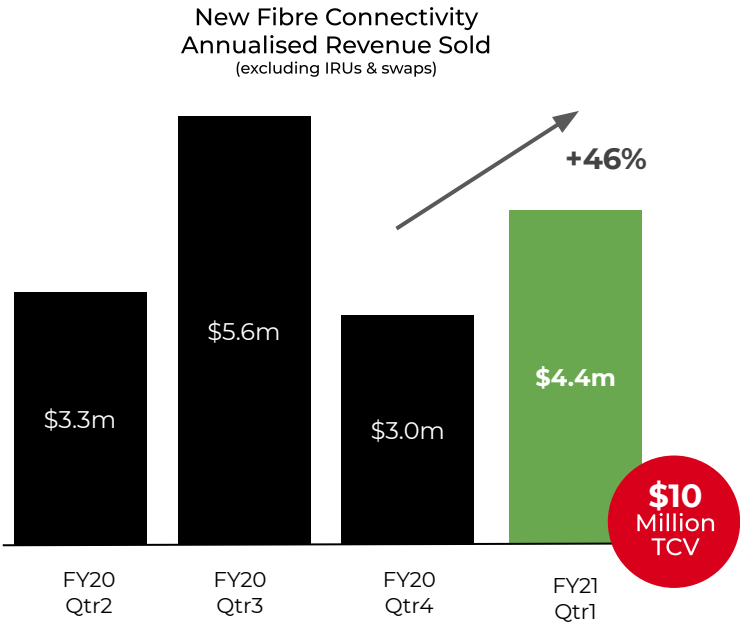
New investment in
Enterprise



Dean Tognella
Group Executive,
Enterprise

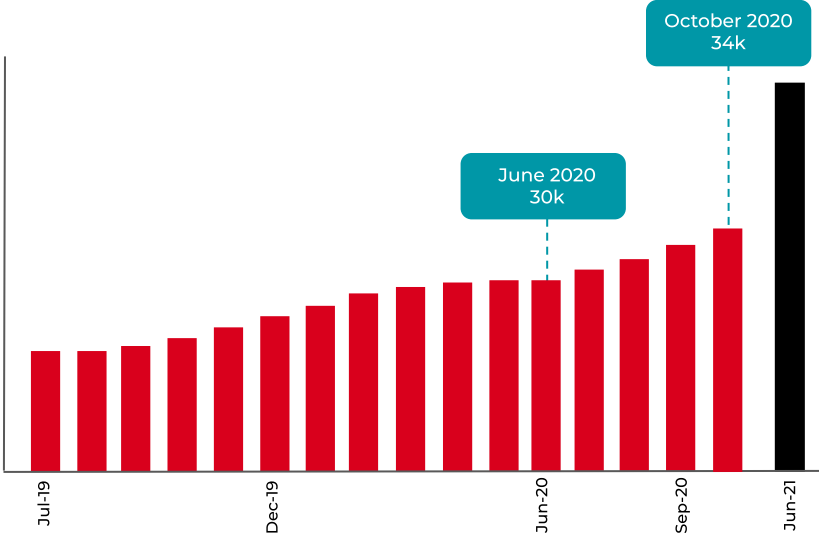
> 60 years of combined experience in telco sales leadership

Growth in Core Fibre Connectivity



Growth in Home Broadband

"Superloop aspires to achieve a step change to market share by June 2021"



New Growth - Enterprise

IDC claims the SD WAN market is seeing “remarkable growth” and its CAGR of nearly 70% will reach over US\$8bn by 2021.

Enterprise Team investment



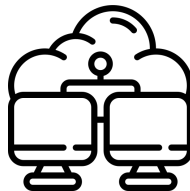
New sales team focusing on incremental annuity sales leveraging existing assets.

NBN Opportunities



New NBN initiatives enables \$0 upfront fibre connectivity to customers and lower access charges.

SD WAN Investment



SD Wan integrated into our product offering to complement our connectivity solutions.

“With a multibillion dollar addressable opportunity, Superloop’s ambition is to become the leading challenger in this market, and we are extremely well positioned to execute this.”

Move at Speed.

Superloop NBN Enterprise Ethernet is available now.

90% of businesses nationwide to get **\$0 fibre build** in 2020.

Better pricing for all Australian businesses.

Switch from only
\$49.95/month.

You could be enjoying Super Fast NBN in under an hour!

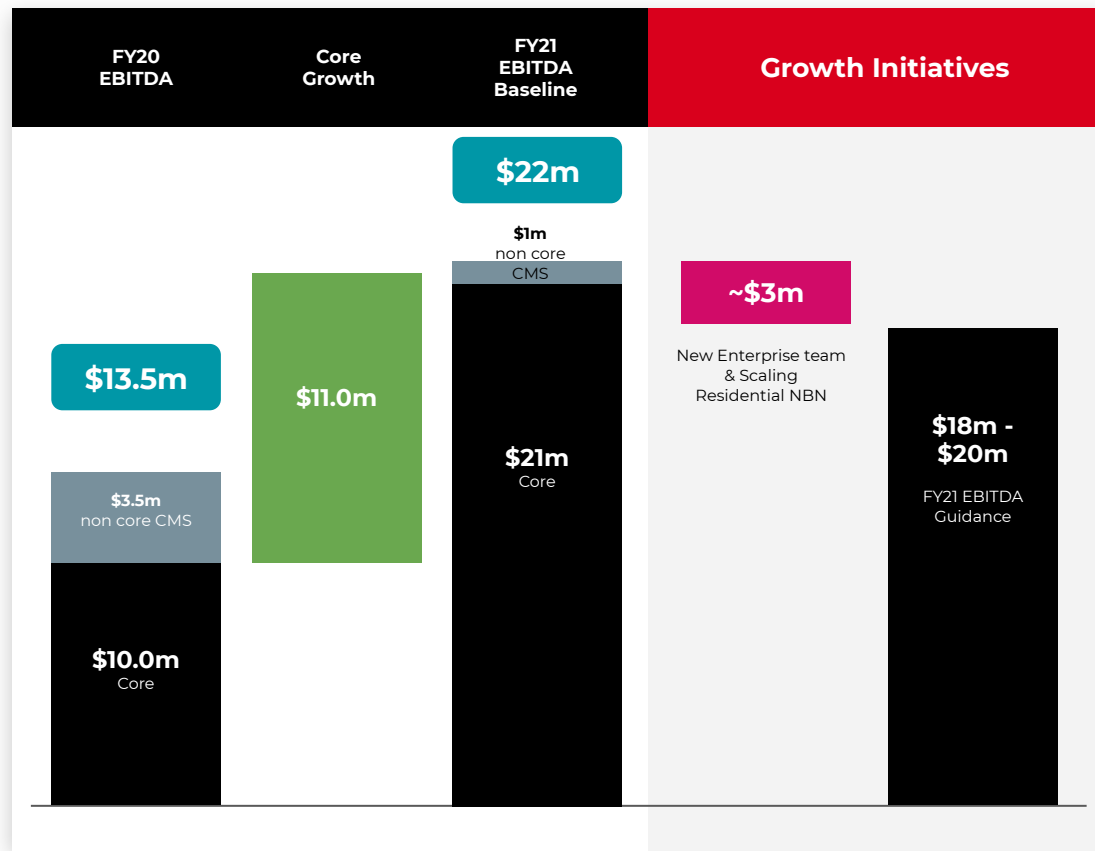
No lock in contracts, cancellation fees, or overseas call centres.



Guidance



FY21 EBITDA Outlook



Core fibre Sales growth leading to underlying core **EBITDA growth of > 100% YoY.**

FY21 EBITDA Baseline (before growth Initiatives) aligned to market expectations.

~\$3m investment in new growth initiatives driving the accelerated monetisation of existing assets.

Non-core CMS decommissioned by December 2020.

FY21 EBITDA Guidance \$18m — \$20m*
increase year on year of ~41%.

*includes Government Job Keeper assistance
Student Accommodation GM is assumed to return to pre-covid levels H2 FY21.



“With the heavy lifting of building the network and stabilising the balance sheet largely behind us, our focus is now on growth, utilisation of the assets and ultimately return on capital employed”

Paul Tyler
Chief Executive Officer

Thank You

Contact Details

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