

28 September 2021

The Manager  
Market Announcements Office  
Australian Stock Exchange

**ELECTRONIC LODGEMENT**

Dear Sir or Madam

**Tuas Limited: Results Presentation**

In accordance with the Listing Rules of the Australian Securities Exchange, Tuas Limited (ASX: TUA) encloses for immediate release a presentation concerning the financial results of the company for the period 11 March 2020 (date of incorporation) to 31 July 2021.

Authorised for release by the Board of Tuas Limited.

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# Tuas Limited

## Full Year Results Presentation

11 March 2020 (date of incorporation) to 31 July 2021

28th September 2021



# Agenda

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

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

# Tuas Group Financial Results

(in S\$'m)	Reported	For 12 months to 31 July 2021
Revenue	34.3	32.2
EBITDA	(2.4)	(0.5)
NPAT	(32.6)	(28.2)

TPG Singapore achieved positive EBITDA of \$0.9M for the 12 months ending 31 July 2021.

# Revenue and Subscribers

## Revenue Performance

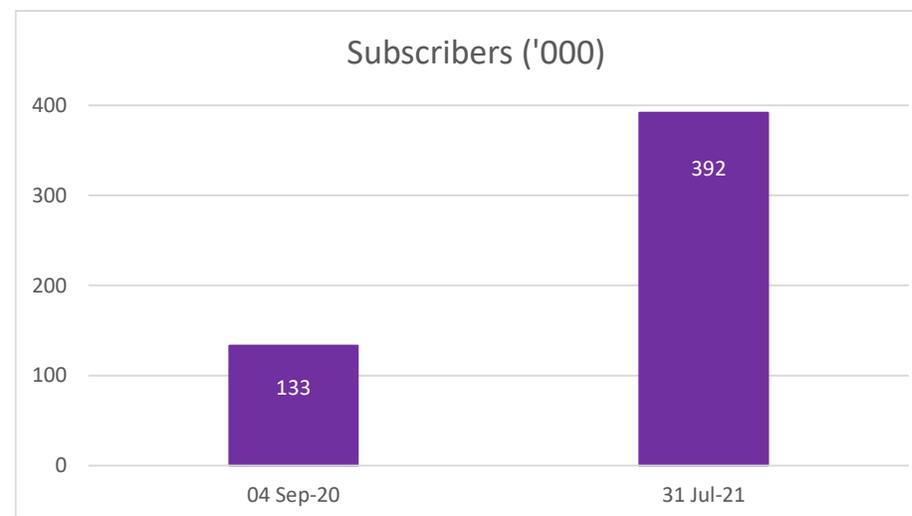
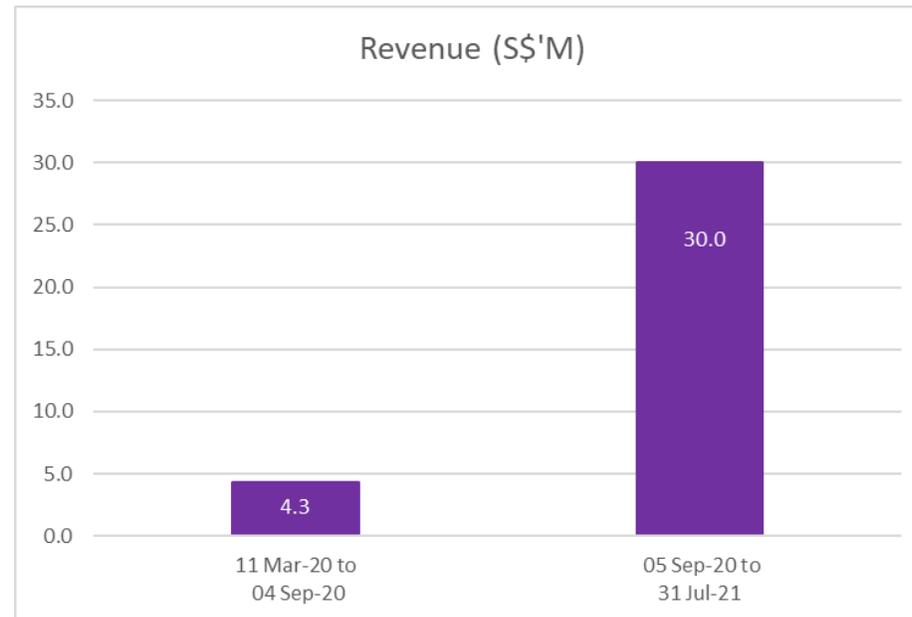
- Core mobile phone services is 91% of total revenue.

## ARPU

- Average over last 12 months \$9.43 per month.

## Subscriber Performance

- Commercial services launched 31 March 2020.
- More than 392,000 active subscriptions as of 31 July 2021, achieving 4.5% market share.



# Cash Flow

For 11 March 2020 to 31 July 2021	S'000
Cash acquired from acquisition of a subsidiary under common control	56,025
Proceeds from issue of share capital	88,449
<b>Cash following acquisition of TPG Singapore (26 June 2020)</b>	<b>144,474</b>
Acquisition of plant & equipment and other intangibles assets	(45,357)
Net cash used in operating activities	(6,035)
Lease liabilities and finance cost paid	(972)
Effect of exchange rate fluctuations	2,473
<b>Cash and Term Deposits at 31 July 2021</b>	<b>94,583</b>

# Unlimited Mobile to Mobile Calls for All Plans

***SIM Only Plan***

**100<sup>GB</sup>**  
**for \$10**

300 Local Fixed Minutes  
30 Local non-TPG SMS  
1GB Free Roaming

***SIM Only Plan***

**130<sup>GB</sup>**  
**for \$18**

500 Local Fixed Minutes  
50 Local non-TPG SMS  
2GB Free Roaming  
300 IDD Minutes

***Seniors Plan***

**20<sup>GB</sup>**  
**for \$5**

300 Local Fixed Minutes  
30 Local non-TPG SMS  
1GB Free Roaming

# New Business/SME Plan – Launched Sep 2021



With **Unlimited Mobile-to-Mobile Calls, Unlimited SMS to TPG mobiles, 500 Local Fixed Minutes, 50 Local non-TPG SMS, 1GB Free Roaming!**

\* \$5 per month for first 3 months, thereafter \$8 per month.

# Extensive Outdoor Infrastructure



800Mhz of mmWave spectrum available for 5G deployment

# Quality of Service

Latest IMDA QoS Quarterly Audit Results	Apr 21	May 21	Jun 21
Outdoor Coverage (%)	99.74	99.34	99.63
In-building (buildings)	20/20	16/16	20/20
Road Tunnels (%)	100		

Meets or exceeds IMDA conditions

# MRT Tunnels Coverage

MRT Tunnels/Stations	Completed	Pending	Remarks
NEL / CCL / DTL / CAL	✓	-	-
TEL (Stages 1 to 3)	✓		
NSEW	8	11	By end Oct 2021

Expecting to meet IMDA coverage conditions before due date

# Other Business Updates

- Achieved key ISO 22301:2019 and ISO 27001:2013 certifications.
  - ISO 22301:2019 is the certification standard for Business Continuity Management System.
  - ISO 27001:2013 is the certification standard for Information Security Management System.
- Obtained IMDA approval for 5G NSA Market Trial using 2.3 GHz band until 31 Dec 2021.

# Outlook

- TPG Singapore expected to continue tracking EBITDA positive.
- Capital expenditure guidance of approximately S\$40 million for FY22, excluding investment in 5G.

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