

Superloop Limited (ASX:SLC)

# ASX Small and Mid Cap Conference

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Wednesday, 16 March 2022



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# Superloop at a glance



Founded in 2014  
& listed on ASX in  
**2015**



Group revenue  
in excess of  
**\$250m<sup>(1)</sup>**



Group EBITDA  
Underlying  
**\$23-25m<sup>(1)</sup>**



**\$110m**

Acquired largest  
private ISP Exetel  
in June 2021



**>300**

Wholesale technology  
businesses connected,  
enabled & secured



**>150,000**

Consumer customers  
connected, enabled &  
secured



**>12,000**

Businesses connected,  
enabled & secured



**\$140m**

Sold HK & Singapore  
domestic networks  
in October 2021



**>100,000km**

Domestic &  
international route<sup>(2)</sup>.



**378**

Built and operated  
Fixed Wireless Towers  
throughout Australia



**~600**

Team members  
employed globally

<sup>(1)</sup> FY22 revenue estimate includes organic & inorganic growth <sup>(2)</sup> Includes owned fibre, consortium partnerships, IRUs & leased capacity

# The conditions are in place and challengers are shaking up the Australian internet market

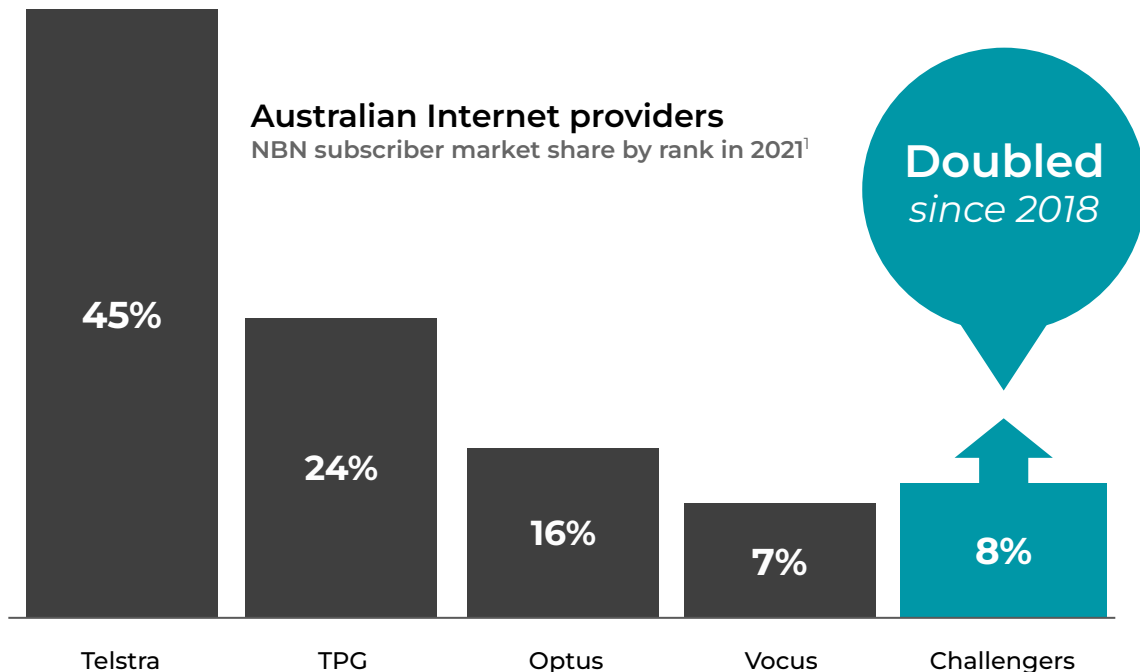
COVID  
brought  
the future  
forward

Benefits of  
switching  
providers  
are clear

Barriers to  
switch providers  
have been  
reduced

Challengers  
can now  
bypass  
incumbents

# Challenger internet providers are on a path towards 30% market share



(1) ACCC NBN Wholesale Market Indicators Report, 2021

(2) [APRA Monthly Authorised Deposit-taking Institution Statistics](#) September 2021

(3) Australian Energy Regulator Market Performance Update June 2021 Quarter

(4) UBS Market Research

**39%**

market share held  
by challengers in  
US Retail Internet<sup>4</sup>

**26%**

market share held  
by challengers  
in AU Banking<sup>2</sup>

**26%**

market share held  
by challengers in  
AU Retail Energy<sup>3</sup>



Our purpose:

# Enable better internet through competition

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1

Lead  
challengers to  
30% market  
share

*by*

2

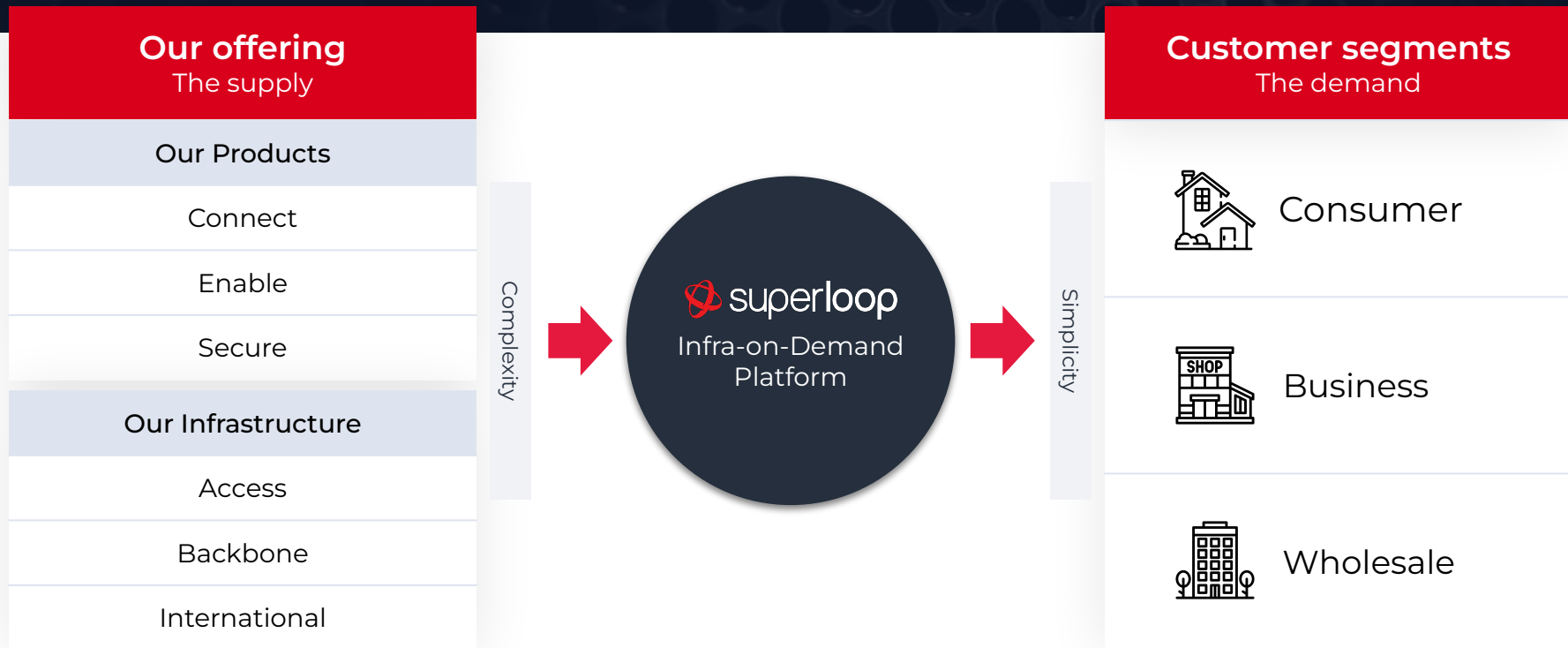
Leveraging  
our secure  
Infra-on-Demand  
platform

*to*

3

Deliver  
superior  
capital  
returns

# Superloop is accelerating challengers with our Infra-on-Demand





# The Superloop advantage



**Tier 1 Fixed Network  
with infrastructure  
Economics**

Quality at a  
low price



**No legacy  
IT Solutions**

Fast to  
market



**Automated  
provisioning at  
scale**

Customers can  
connect fast & easily

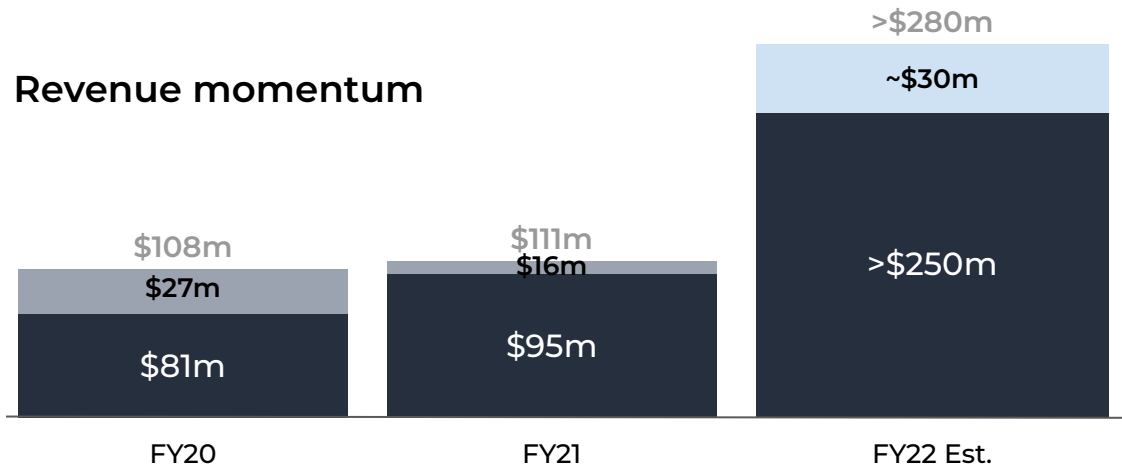


**Commercial  
flexibility**

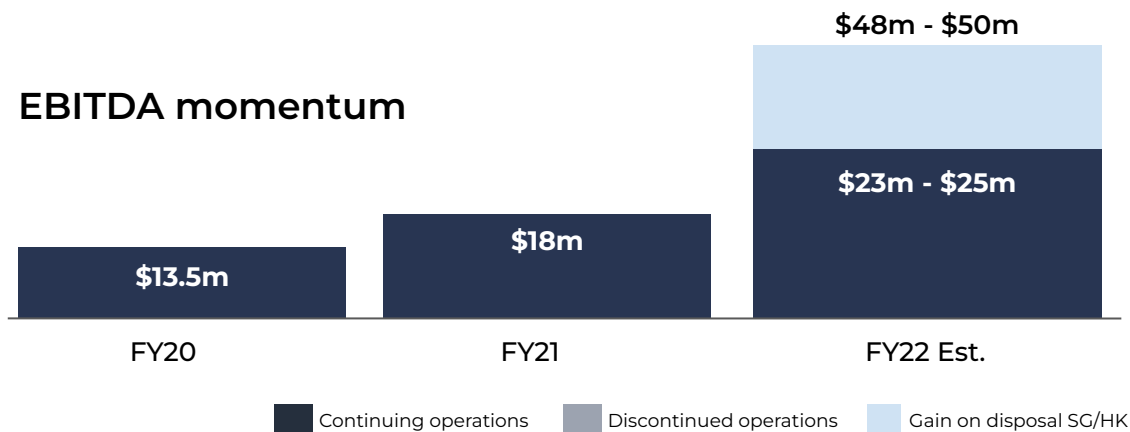
Customers can scale  
with flexibility



## Revenue momentum



## EBITDA momentum



## Our ambition

**4-5%**

Combined  
market share  
in our chosen  
markets

Further  
disciplined  
M&A to  
accelerate  
growth

**Operating  
leverage**

revenue growth  
whilst broadly  
maintaining Opex &  
Capex envelopes

# Group Financial Performance<sup>(1)</sup>

Solid Financial performance underpinned by strong revenue growth

\$M	1H FY22	1H FY21	% Change vs pcp
Revenue	119.8	53.3	125.0%
Cost of Goods Sold	(80.3)	(28.7)	(179.8%)
<b>Gross Margin</b>	<b>39.6</b>	<b>24.6</b>	<b>59.3%</b>
Operating Expenses	(30.5)	(16.4)	(83.5%)
<b>Underlying EBITDA</b>	<b>9.1</b>	<b>8.2</b>	<b>12.2%</b>
Transaction Costs <sup>(2)</sup>	(3.2)	-	n/a
EBITDA from HK/SG	(2.7)	(2.4)	12.5%
<b>Statutory Reported EBITDA</b>	<b>3.2</b>	<b>5.8</b>	<b>(44.2%)</b>

## \$119.8m

Total Revenue

## \$39.6m

Gross Margin (\$)

## 32.7%

Gross Margin (%)

## \$9.1m

1H FY22 EBITDA  
(excl Transaction Costs)

<sup>(1)</sup> Consolidated Group Income Statement includes the results for all operating segments including the Hong Kong and Singapore assets held for sale

<sup>(2)</sup> Transaction costs incurred as part of the Exetel acquisition and sale of the Hong Kong and certain Singapore assets.

# 1H FY22 Summary

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Strong organic and inorganic growth  
in revenue and EBITDA

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Major strategic milestones with the acquisition of  
Exetel and monetisation of Hong Kong and Singapore

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Realisation of synergies ahead of plan.  
Benefit mainly felt in 2H FY22

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Well positioned for future growth

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Affirm FY22 underlying EBITDA guidance  
of \$23 - \$25m

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# Thank You

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## Contact Details

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<https://investors.superloop.com>