



25 May 2022

**Superloop presentation to the Reach Markets “The Insider: Meet the CEO” conference**

Superloop Limited (Superloop) (ASX:SLC) is pleased to invite investors to a live webinar with CEO, Paul Tyler and hosted by Reach Markets to be held today (Wednesday, 25 May 2022) at 12pm AEST.

Mr Tyler’s presentation to the conference is attached to this release.

The briefing will be live and interactive and Investors can register to attend the briefing here: <https://reachmarkets.com.au/the-insider-mtc/>

The presentation will be hosted by Reach Markets. Should you require any technical assistance, please contact them on 1300 805 795.

ENDS

Authorised for release by the Superloop Board of Directors



## About Superloop

Founded in 2014, and listed on the ASX since 2015, Superloop's purpose is to enable better internet for Australian homes and businesses, by enabling challenger retail brands (including Superloop and Exetel brands) to take a larger share of the market, leveraging Superloop's Infrastructure-on-Demand platform. Superloop operates in three segments of the market: consumer connectivity, business connectivity and wholesale connectivity. All leverage Superloop's investments in physical infrastructure assets that include fibre, subsea cables and fixed wireless, as well as Superloop's software platforms. Hundreds of thousands of homes and businesses rely on Superloop and Exetel every day for their connectivity needs.

Visit [www.superloop.com](https://www.superloop.com) to learn more.

## Contacts

Superloop is at:

Web: <https://www.superloop.com/>

Twitter: <https://twitter.com/superloopnet>

LinkedIn: <https://au.linkedin.com/company/superloop>

Facebook: <https://www.facebook.com/SuperloopHomeBroadband/>

Instagram: <https://www.instagram.com/superloop.homebroadband/>

## For more information:

Contact Tina Ooi @ 0404 857 816. Email: [investor@superloop.com.au](mailto:investor@superloop.com.au).

Superloop Limited (ASX:SLC)

# The Insider: Meet the CEO Mr Paul Tyler

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Wednesday, 25 May 2022



# Disclaimer

## No reliance

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## Limited disclosure

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## Currency

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

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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



**>161,000**

Consumer customers  
connected, enabled &  
secured



**>12,000**

Businesses connected,  
enabled & secured



**>19k**

NBN Aggregation  
subscribers on  
Superloop Connect



**>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

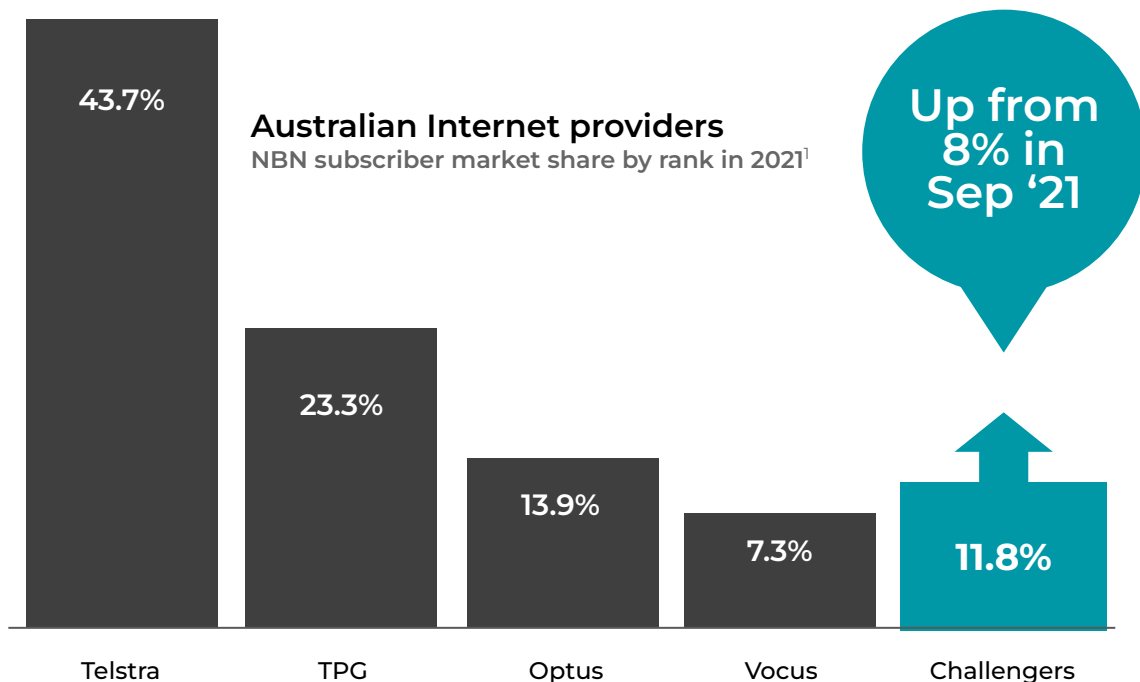
COVID  
brought  
the future  
forward

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, March 2022

(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

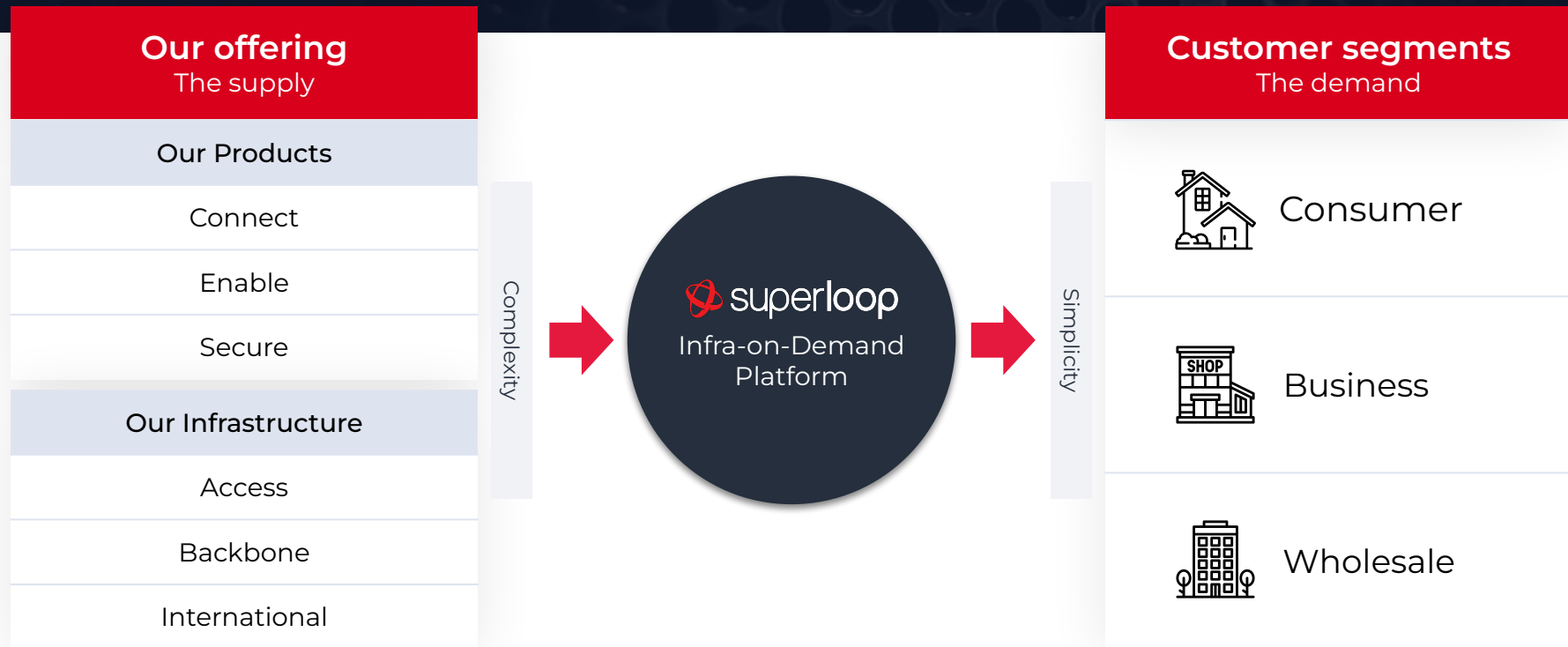
*to*

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**

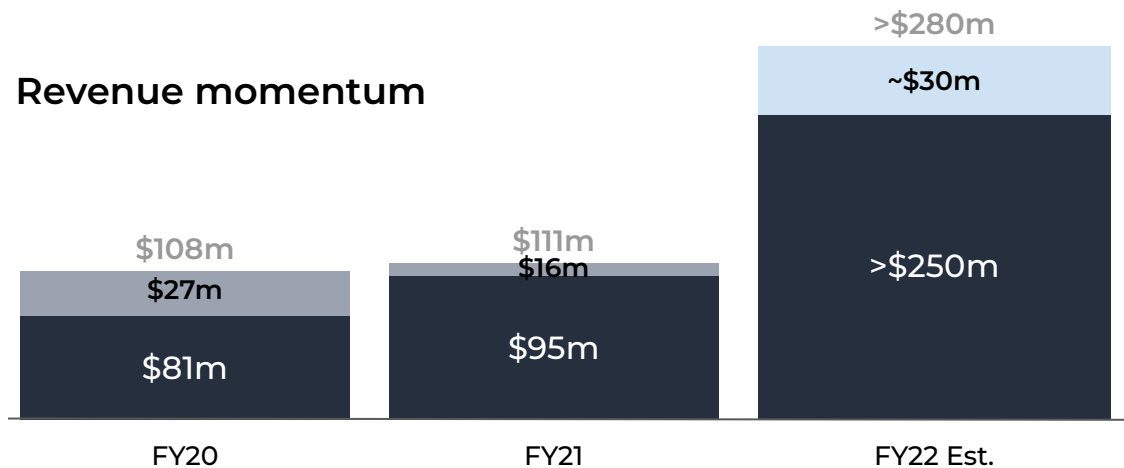
Customers can  
connect fast & easily



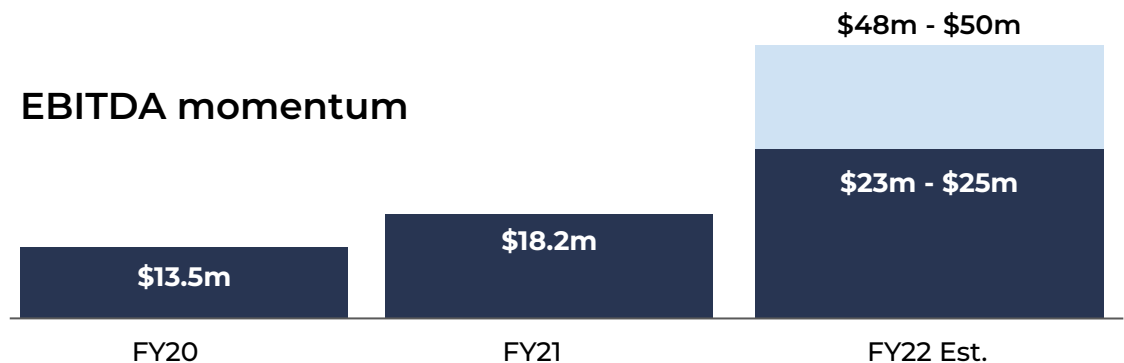
**Commercial  
flexibility**

Customers can scale  
with flexibility

## Revenue momentum



## EBITDA momentum



Continuing operations
  Discontinued operations<sup>(1)</sup>
 Gain on disposal SG/HK

(1) Discontinued Operations includes Revenue Managed Services Business, Hong Kong Subsidiary and Disposed Singapore assets

## 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

# Second Half to Date Highlights

Delivery of Full Year Underlying EBITDA Guidance of \$23-\$25m underpinned by second half execution

## Consumer



**↑7.3k**

**2HFY22 Net Subscriber Growth**  
In the 4 months to 30 April 2022  
compared to 6.1k in 6 months to 31  
Dec 2021.

## Business



KordaMentha



## Wholesale



**19.3k**

**Subscribers on Connect Platform**  
Up from 11.6k subscribers  
as at 31 Dec 2021

## Financial



**\$59.9m Net Cash**

As at 30 April 2022 compared to Net Debt of \$58.6m as at 31  
December 2022. Cash at bank of \$141.2m

## Strategic



**\$125m**

**Received Net Proceeds**

Sale of Hong Kong and Select assets in Singapore



**>95%**

**EBITDA to Operating Cash conversion**  
In the 4 months to 30 April 2022.



**Acurus Acquisition**

**Leading White Label Broadband Capability**

\$15m acquisition announced on 25 May 2022 with deal  
completion targeted in July 2022.

Thank You

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## Contact Details

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<https://investors.superloop.com>