

## ASX Announcement

29 February 2016

### FY 16 Half Year Results and Market Update

Superloop Limited (**ASX:SLC**) is pleased to announce its Half Year financial results for the period ended 31 December 2015 (“HY16”).

#### Financial Summary

The Group’s revenue for the period was \$1.94m (previous corresponding period \$0), and it expanded its customers from 5 to over 120 through both organic sales and the acquisition of APEXN Pty Ltd and CINENET Systems Pty Ltd. The Company made an operating loss before tax of \$3.98m, with an underlying EBITDA loss of \$3.5m, which is consistent with the construction and development phase of the business.

- The company commenced provisioning active services for customers onto its live networks in Australia and Singapore during the period, and recorded revenue of \$1.94m for the half year to 31 December 2015. Australian operations contributed \$1.71m, which includes the acquisition of APEXN Pty Ltd and CINENET Systems Pty Ltd. With completion of the initial Singapore network, the Singaporean operations contributed \$0.2m in revenue for the period.
- The Company had revenue in excess of direct network operational costs, with Gross Profit of \$0.48m for the half.
- Operating expenses for the period were \$3.9m, largely made up of employee expenses (\$2.0m) and professional services (\$1.1m).
- The statutory net loss after tax for the half year was \$3.98m.
- Cash and term deposits at 31 December 2015 were \$35m.

#### Infrastructure Update:

Superloop achieved a number of key operational milestones during the period, including:

##### Australia

- All networks became live and operational.
- Completed the acquisition of APEXN Pty Ltd and CINENET Systems Pty Ltd, providing Superloop with an expanded customer base, product set, and network provisioning and management systems.
- Commenced integration of people, business systems capability (order, provisioning, billing and network management) and management of acquired customer-facing network services from these acquisitions into the Superloop Group.

##### Singapore

- Completed the initial roll-out of the core fibre network, with 132 km currently installed.
- 6 datacentres and 2 cable landing stations connected to the network.
- The full core network went live in October 2015.
- Commenced customer billing in Singapore with further contracted sales due to commence billing in Q3 and Q4 FY16.
- Project Red Lion commenced with phase 1 target to interconnect 25 key commercial buildings.

## Hong Kong

- Superloop executed a legally binding agreement to establish a 110 km fibre optic network and operations in Hong Kong.
- Completed the successful capital raising of \$49.3m to fund the project and made the initial instalment of \$18m to kick-off construction.
- The Hong Kong Network construction is well underway with the first cable (1000 core count cable) segments already being installed. The Project is on track for completion by Quarter 1 2017 calendar year.
- TKO Express – the domestic submarine cable crossing project remains on track for a December 2016 completion, subject to final Board approval. The project has secured its critical environmental permit with no objections.

## Sales, Product & Capability Update

- The Australian and Singapore networks have achieved contracted recurring sales revenue that exceeds the monthly direct network operating costs.
- Based on current contracted revenue and sales opportunity pipeline the company remains on track to achieve annualised recurring revenue of \$10m by July 2016.

## ADDITIONAL INFORMATION

For further comment or other information please contact:

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## **About Superloop**

Established in 2014, Superloop is a telecommunications infrastructure group focused on becoming a leading independent provider of connectivity services in the Asia Pacific Region.

Bringing innovation to infrastructure, Superloop is building new, independent dark fibre networks to large network providers and enterprises by connecting key points of presence in key Asian markets, such as Australia and Singapore.

Superloop's initial key assets include a 15-year exclusive right to a 130 kilometre fibre network within Brisbane, Sydney and Melbourne connecting many of the key data centres within those metropolitan areas.

The Company owns and operates a strategic underground duct network spanning approximately 120 kilometres in the Asian telecommunications hub of Singapore. The Singapore fibre optic network interconnects major data centre and submarine cable landing station locations including Equinix SG1, SG2, Global Switch, Digital Realty (Jurong), Katong and Tuas Cable Landing Stations, and will soon directly connect to Equinix SG3.

Recently the group acquired APEXN and CINENET.

APEXN, which trades as APEXnetworks, is a Brisbane based leading provider of complete network services and solutions. APEXnetworks offers the Company's Channel Partners and Customers the ability to manage their network services with access to a wide product set, a service qualification tool, with everything managed via an in-house designed Network Management System and hosted Web Portal product.

CINENET is Australia's only high-speed broadband data network created specifically for screen media industries. It's a shared, connected infrastructure for studios, producers, editing facilities, visual effects providers, sound facilities and DVD producers to create and exchange large digital assets and connect to infrastructure providers.

For more information, visit: [www.superloop.com](http://www.superloop.com), [www.apexnetworks.com.au](http://www.apexnetworks.com.au) and [www.cine.net.au](http://www.cine.net.au)