

20 September 2022

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 1 August 2021 to 31 July 2022.

Authorised for release by the Board of Tuas Limited.

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# Tuas Limited

## FY22 Results Presentation

(1 August 2021 to 31 July 2022)

20 September 2022



# 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)	FY22	12 months 01/08/20- 31/07/21	17 months 11/03/20- 31/07/21
Revenue	57.4	32.2	34.3
EBITDA	15.5	(0.5)	(2.4)
NPAT	(26.7)	(28.2)	(32.6)

Tuas Group achieved positive EBITDA of \$15.5M for the 12 months ending 31 July 2022.

# Revenue and Subscribers

## Revenue Performance

- 78% YoY increase driven by growing subscriber base

## ARPU

- \$9.19 per month

## Subscriber Performance

- 587,000 active subscriptions as of 31 July 2022

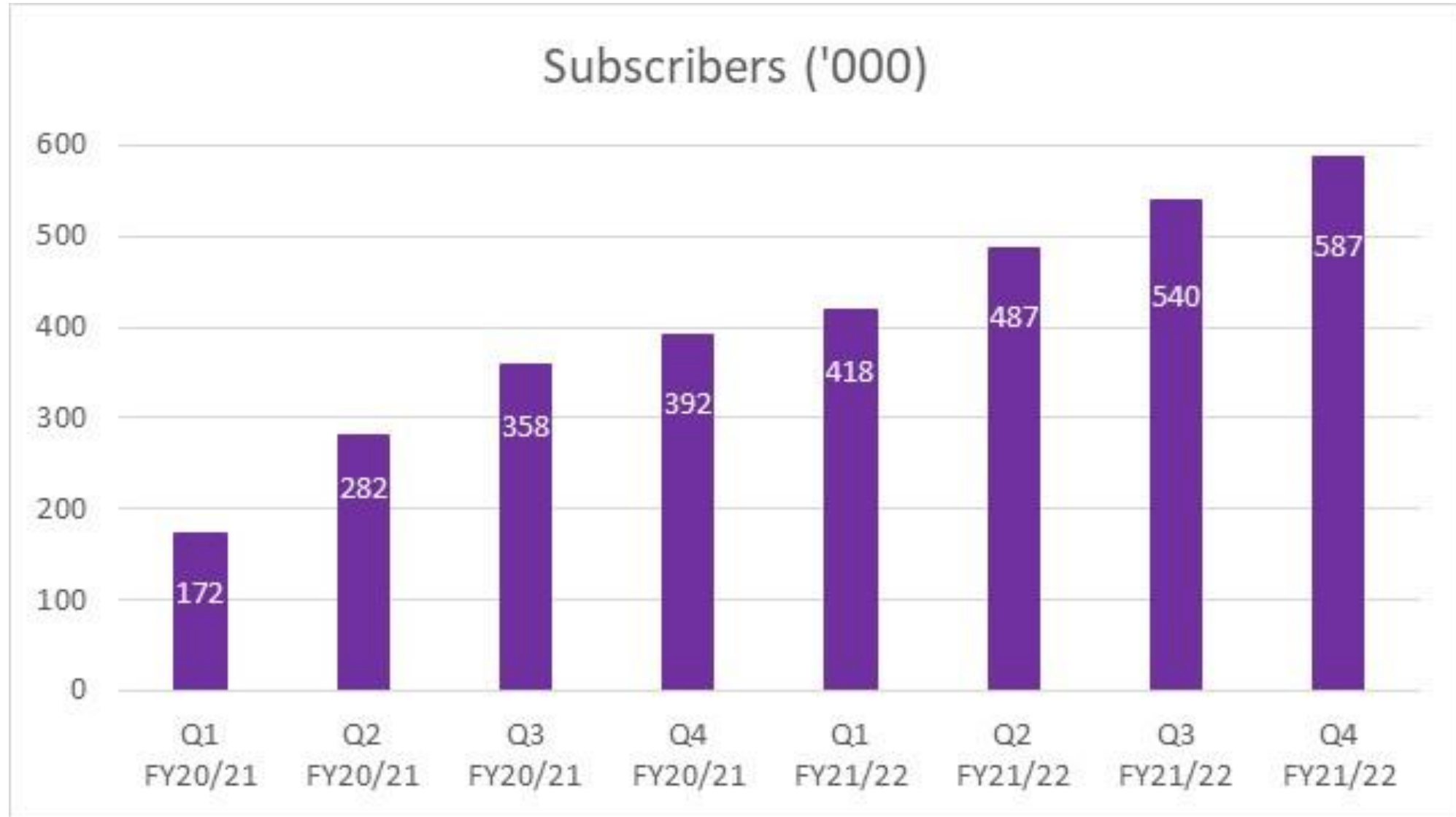




# Cash Flow

From 1 August 2021 to 31 July 2022	S'000
<b>Cash and Term Deposits at 31 July 2021</b>	<b>94,583</b>
Cash receipts from customers	64,021
Cash paid to suppliers and employees	(41,490)
Interest Received	44
<b>Net cash from operating activities</b>	<b>22,575</b>
Acquisition of Plant & Equipment	(35,079)
Acquisition Intangible Assets	(31,991)
<b>Net Cash used in investing activities</b>	<b>(67,070)</b>
Lease Liabilities and Finance Cost paid	(544)
<b>Net Cash used in financing activities</b>	<b>(544)</b>
Effect of exchange rate fluctuation	10
<b>Cash and Term Deposits at 31 July 2022</b>	<b>49,554</b>

# Subscriber Growth



# 5G Updates

- Network upgrade has begun and 5G sites will start carrying traffic on a technical trial basis starting October 2022.
- Initial focus is on 5G NSA, given the state of the device ecosystem.
- We target to launch 5G SA and VoNR in 1H 2023.
- Coverage will reach 60% by end 2023.



# Business Updates

- Full and complete transition to the **SIMBA** brand
- Leading brand in value segments
- Changed the perception of roaming

**FREE 10GB** Malaysia roaming | 100 Malaysia IDD mins

**130GB**      **\$10\*** /30 days

# Outlook

- Continued subscriber growth in FY23 with 622K subs as at 14 September 2022
- CAPEX for FY23 expected to be in the range of \$45m-\$50m

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