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superloop
AGM 2017
17 November 2017

Our vision is to be the most trusted enabler of connectivity and managed services in **Asia Pacific**

Customer satisfaction is at the core of what we do



A **fully integrated** pan Asian communications business operating on one common platform



A high performance culture that **attracts the best** and brightest



Successfully fused network ownership economics and software automation to deliver the most powerful on-demand **gigabit+** network in Asia

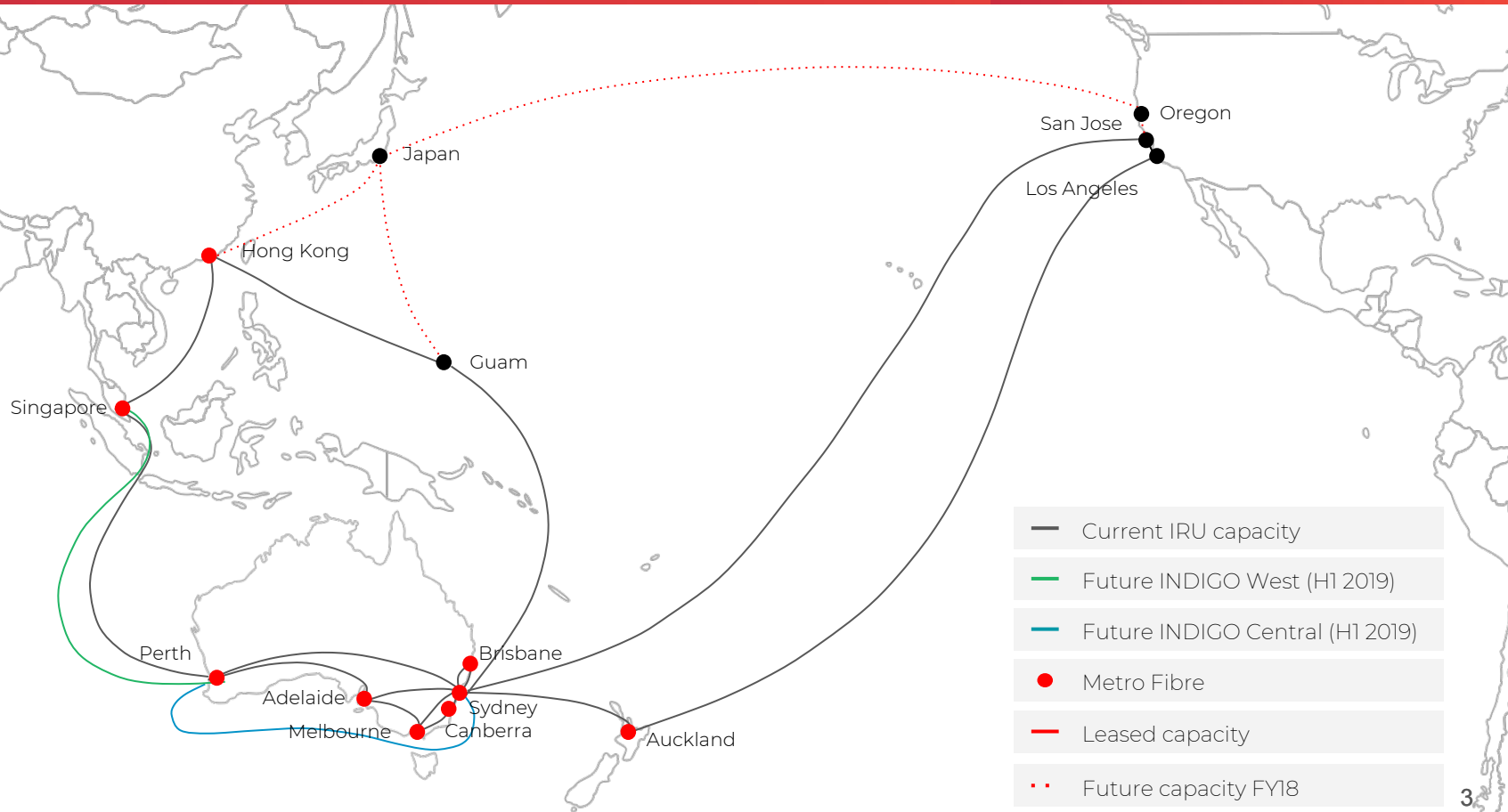


A no bull NPS of **70+**

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Network Map

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FY17 Milestones

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- Acquisition of BigAir (Dec 2016) ✓
- Completion of Hong Kong Core Networks (Feb 2017) ✓
- Secure Long Term IRU for Australian Network (Feb 2017) ✓
- Acquisition of SubPartners (April 2017) ✓
- Completion of TKO Express and entire HK Network (March 2017) ✓
- Acquisition of NuSkope* (Oct 2017) ✓
- Acquisition of GX2* (Nov 2017) ✓

*Post FY17

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Total solution provider for outsourced connectivity and managed services

Superloop+ leverages significant Superloop connectivity platform across Asia

Delivering great services across multiple platform improves customer “stickiness” and longer term contracts

Aligns brands into a united managed service platform and expands brand awareness



Wholesale
Dark Fibre
Metro Ethernet
Wavelength
Fixed Wireless

Enterprise
Dark Fibre
L2/Ethernet
IP VPN Solutions
Direct Internet Access
Cloud Onramp

+



Cloud and Managed Services

Private Cloud
Hybrid Cloud
Desktop as a Service
Outsourced IT
Hosted PBX
Professional Services
Cyber Security
Cyber Safety

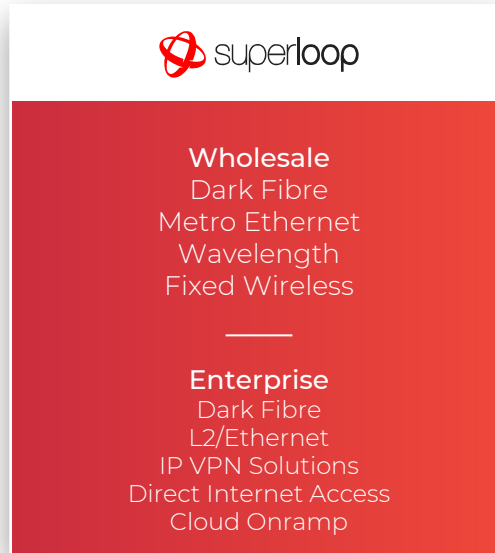
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Superbb provides a single brand for our “retail” or internet access platforms for “individual end users”

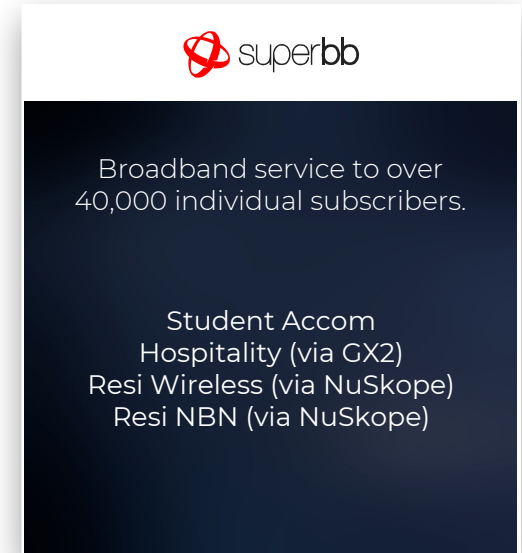
Leverages Superloop infrastructure ownership advantage

Varied access technology approach leveraging best of breed platforms and Superloop infrastructure to deliver amazing end user experience

Allows Superloop to also wholesale access to Superbb platform



+



- Expansion for Superbb - more bb (Broadband) via FW, more PBSA sites, getting serious about NBN. A new challenger brand aimed at delivering Australia's best bb experience
- Superloop/BigAir combination now big enough to compete with the big 4 for corporate and enterprise WAN opportunities - first major win currently in service delivery. CMS offerings add significant value, offering is 'network plus'
- Growing wholesale across Australia, Singapore and HK with demand in additional adjacent markets (NZ/Japan)
- Growing International network to provide the underpinning of the future n x 100G international network
- Significant demand for high speed bb being created by the NBN and not being fulfilled - opportunity for Superbb to fulfil
- Significant opportunity to expand fibre network in Australia based off customer demand
- Superloop is "supercharging" BGL wireless base stations and now able to further leverage for expansion of Nuskope network for little incremental cost

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Headwinds

- Getting to 'great' fast requires investment and resources
- Integration/restructure/network migration being accelerated which is consuming resources
- Numerous existing platforms in BGL Group require upgrade or replacement in order to meet the Superloop standard
- Now hitting "peak" integration over the next 3 months

Tailwinds

- Sales team had best ever Recurring Revenue result in July to Sept quarter
- Additional high calibre sales staff recruited - building to drive growth in recurring revenue base
- Already signing existing and new customers on the HK network with focus on financial services
- Completion of our pan-Asian network puts Superloop in a unique position
- Superloop+ initial discussions of our upcoming security practice has been very well received by existing CMS customers
- Key systems including Superloop 360 v2.0 (CRM), Architect (Design and quoting tool) and Locator (Service Qualification system) are now entering user test phase
- Acquisition of GX2 and Nuskope provided immediate access to key software platforms and people which would have been otherwise difficult to develop

- Complete Integration of all acquisitions and work on global expansion of GX2 and Cyberhound platforms
- Rebrand BigAir CMS to Superloop+
- Launch CyberSecurity Practice within Superloop+
- Launch new retail brand Superbb and gradually consolidate brands
- Launch Elastic Edge and SD-WAN
- Expand building footprint in all markets
- Expand wireless footprint across key markets in Australia and currently investigating other markets
- Leverage NBN Opportunity
- Continue to evaluate new markets and potential acquisitions that the Company believes are of strategic value

THANK YOU

ADDITIONAL INFORMATION

For further comments or other information please contact:

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