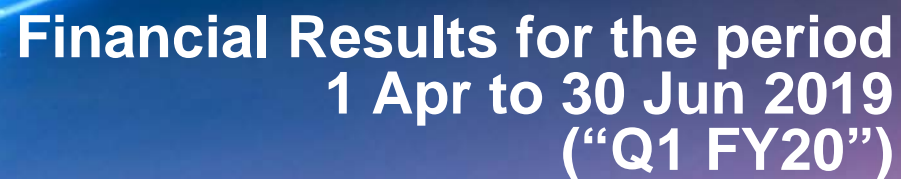
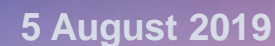




**NetLinkNBN**  
*the fibre of a smart nation*



**Financial Results for the period  
1 Apr to 30 Jun 2019  
("Q1 FY20")**



**5 August 2019**

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# Financial snapshot<sup>1</sup>

Revenue

**S\$92m**

▲ 6.9%<sup>2</sup>

Cash Balance

**S\$92m**

Market Cap

**\$3,468m<sup>3</sup>**

EBITDA

**S\$67m**

▲ 9.1%<sup>2</sup>

Gross Debt

**S\$636m**

Enterprise Value

**\$4,012m<sup>3</sup>**

Profit After Tax

**S\$21m**

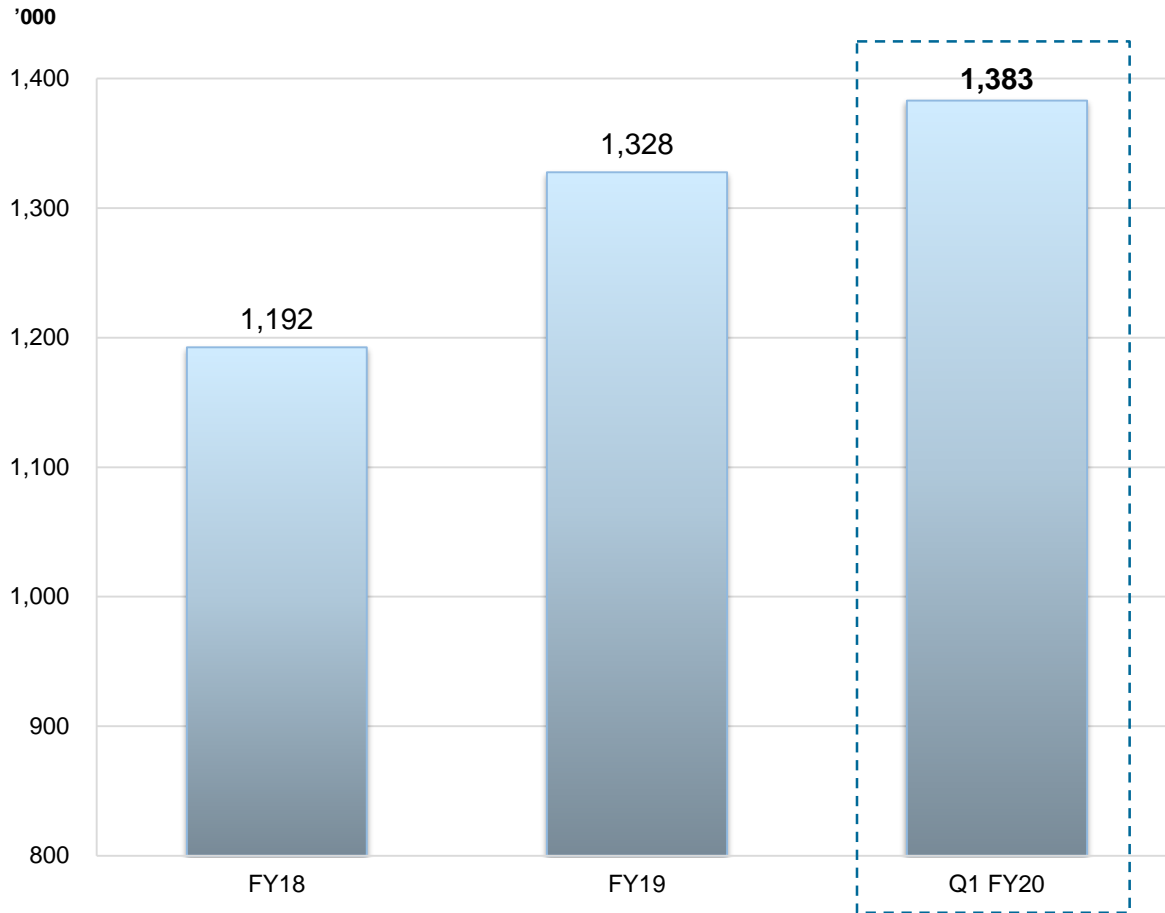
▲ 10.0%<sup>2</sup>

<sup>1</sup> Q1 FY20

<sup>2</sup> Variance versus Q1 FY19

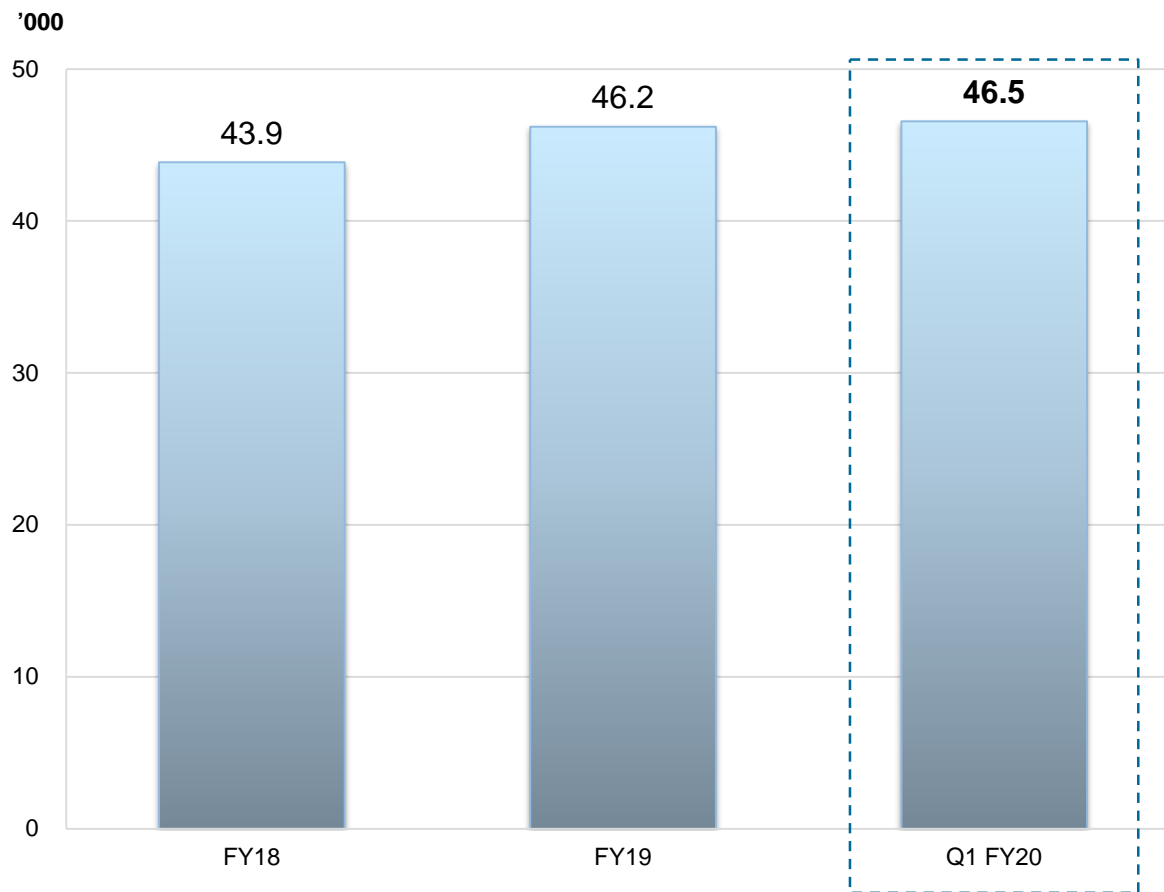
<sup>3</sup> Based on the unit price of \$0.89 at 30 Jun 2019

# Residential fibre connections



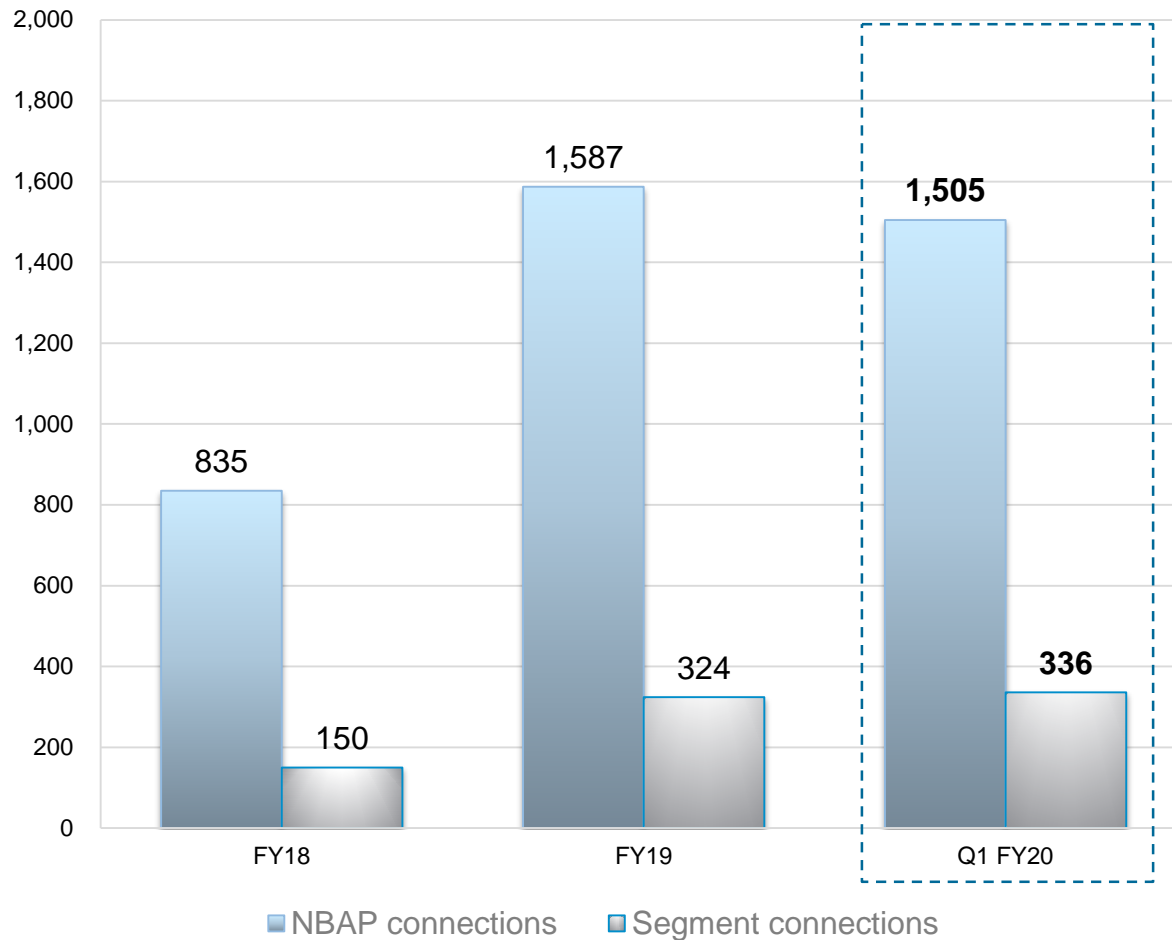
- 1.38m residential connections as at 30 Jun 2019
- Increased 4.1% since 31 Mar 2019

# Non-residential fibre connections



- 46,548 non-residential connections as at 30 Jun 2019
- Increased 0.6% since 31 Mar 2019

# Non-Building Address Point (“NBAP”) and Segment connections<sup>1</sup>



- NBAP connections decreased 5.2% since 31 Mar 2019 due to the review of Smart Nation Sensor Platform programme

<sup>1</sup> Segment connections comprise, *inter alia*, Central Office to Central Office fibre connections and Central Office to MDF room fibre connections provided to Requesting Licensees.

# Q1 FY20 Profit & loss statement



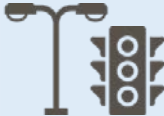





S\$'000	Q1 FY20	Q1 FY19	Variance (%)
Revenue	92,041	86,112	6.9
<b>EBITDA</b>	<b>66,525</b>	<b>60,992</b>	<b>9.1</b>
EBITDA margin (%)	72.3	70.8	1.5 pp
Depreciation & amortisation	(42,040)	(39,776)	5.7
Net finance charges	(4,517)	(4,144)	9.0
<b>Profit before tax</b>	<b>19,968</b>	<b>17,072</b>	<b>17.0</b>

**Revenue** for Q1 FY20 grew by 6.9% mainly due to higher residential connections and installation-related revenue partially offset by lower ducts and manholes service and diversion revenue.

**EBITDA margin** of 72.3% was 1.5 pp higher mainly due to the adoption of the SFRS(I) 16<sup>1</sup>. Excluding the impact of SFRS(I) 16, EBITDA margin for Q1 FY20 would have been 71.5%, or 0.7 pp higher compared to 70.8% for Q1 FY19.

<sup>1</sup> The NetLink Group has adopted a new accounting standard, Singapore Financial Reporting Standard (International) 16 – Leases (“SFRS(I) 16”), for the first time on 1 Apr 2019 using the modified retrospective approach. For more information, please refer to pages 8 to 10 of the Financial Statements Announcement for the first quarter ended 30 Jun 2019.

# A resilient business model

	RAB Revenue				Non-RAB Revenue			
								
	Residential Connections	Non-Residential Connections	NBAP and Segment Fibre Connections	Ducts and Manholes Service Revenue	Installation Related Revenue	Diversion Revenue	Co-Location and Other Revenue	Central Office Revenue
<b>% of Q1 FY20 Revenue</b>	<b>60.9%</b>	<b>8.3%</b>	<b>1.9%</b>	<b>8.3%</b>	<b>7.5%</b>	<b>2.6%</b>	<b>5.7%</b>	<b>4.8%</b>
<b>Recurring, predictable cash flows</b>	✓	✓	✓	✓	–	–	✓	✓
<b>Long-term contracts / customer stability</b>	✓	✓	✓	✓	–	–	✓	✓
<b>Regulated revenues</b>	✓	✓	✓	✓	✓	–	✓	–
<b>Creditworthy customers</b>	✓	✓	✓	✓	✓	✓	✓	✓



## Robust balance sheet<sup>1</sup>

**S\$92m**

Cash Balance

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**S\$636m**

Gross Debt

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**S\$2,952m**

Net Assets

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**2.5x**

Gross Debt/  
EBITDA<sup>2</sup>

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**13.5x**

EBITDA Interest  
Cover<sup>2</sup>

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**75.7 cents**

Net Assets per Unit

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- Interest rate exposure fully hedged
- Stable capital structure with debt headroom to fund future capex

<sup>1</sup> As at 30 Jun 2019

<sup>2</sup> Ratios calculated based on NetLink Group's trailing 12 months financials

# Our focus for FY20



## Residential

- Migration of cable end-users to fibre
- Residential homes not on fibre
- New households



## Non-Residential

- Partnership with Requesting Licensees
- Serving Enterprises and Government Agencies with a focus on SMEs



## NBAP & Segment

- Denser network – adding capacity, flexibility and resilience
- New product offerings
- Prepare to support 5G infrastructure

# Thank You

Investors and Media

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