

24 February 2021



# Disclaimer

This presentation is for information purposes only and does not constitute or form part of an offer, solicitation, recommendation or invitation for the sale or purchase or subscription of securities, including units in NetLink NBN Trust (the “**Trust**” and the units in the Trust, the “**Units**”) or any other securities of the Trust. No part of it nor the fact of its presentation shall form the basis of or be relied upon in connection with any investment decision, contract or commitment whatsoever.

The information and opinions in this presentation are provided as at the date of this document (unless stated otherwise) and are subject to change without notice, its accuracy is not guaranteed and it may not contain all material or relevant information concerning NetLink NBN Management Pte. Ltd. (the “**Trustee-Manager**”), the Trust or its subsidiaries (the “**NetLink Group**”). None of the Trustee-Manager, the Trust nor its affiliates, advisors and representatives make any representation regarding, and assumes no responsibility or liability whatsoever (in negligence or otherwise) for, the accuracy or completeness of, or any errors or omissions in, any information contained herein nor for any loss howsoever arising from any use of this presentation. Further, nothing in this presentation should be construed as constituting legal, business, tax or financial advice.

The information contained in this presentation includes historical information about and relevant to the assets of the NetLink Group that should not be regarded as an indication of the future performance or results of such assets. Certain statements in this presentation constitute “forward-looking statements”. These forward-looking statements are based on the current views of the Trustee-Manager and the Trust concerning future events, and necessarily involve risks, uncertainties and assumptions. These statements can be recognised by the use of words such as “expects”, “plans”, “will”, “estimates”, “projects”, “intends” or words of similar meaning. Actual future performance could differ materially from these forward-looking statements, and you are cautioned not to place any undue reliance on these forward-looking statements. The Trustee-Manager does not assume any responsibility to amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise, subject to compliance with all applicable laws and regulations and/or the rules of the Singapore Exchange Securities Trading Limited (the “**SGX-ST**”) and/or any other regulatory or supervisory body or agency.

EBITDA is a non-SFRS financial measure and represents operating profit before depreciation and amortisation expense, net finance costs and income tax expense. EBITDA and EBITDA margin are supplemental financial measures of the NetLink Group’s performance and liquidity, and are not required by, or presented in accordance with SFRS, IFRS, Singapore Financial Reporting Standards (International), U.S. GAAP or any other generally accepted accounting principles. Furthermore, EBITDA and EBITDA margin are not measures of financial performance or liquidity, and should not be considered as alternatives to net income, operating income or any other performance measures derived in accordance with SFRS, IFRS, Singapore Financial Reporting Standards (International), U.S. GAAP or any other generally accepted accounting principles.

# Financial snapshot<sup>1</sup>

Revenue

**S\$276m**

▼ (0.5)%<sup>2</sup>

Cash Balance

**S\$123m**

Market Cap<sup>3</sup>

**S\$3,761m**

EBITDA

**S\$210m**

▲ 3.6%<sup>2</sup>

Gross Debt

**S\$666m**

Enterprise Value<sup>3</sup>

**S\$4,303m**

Profit After Tax

**S\$69m**

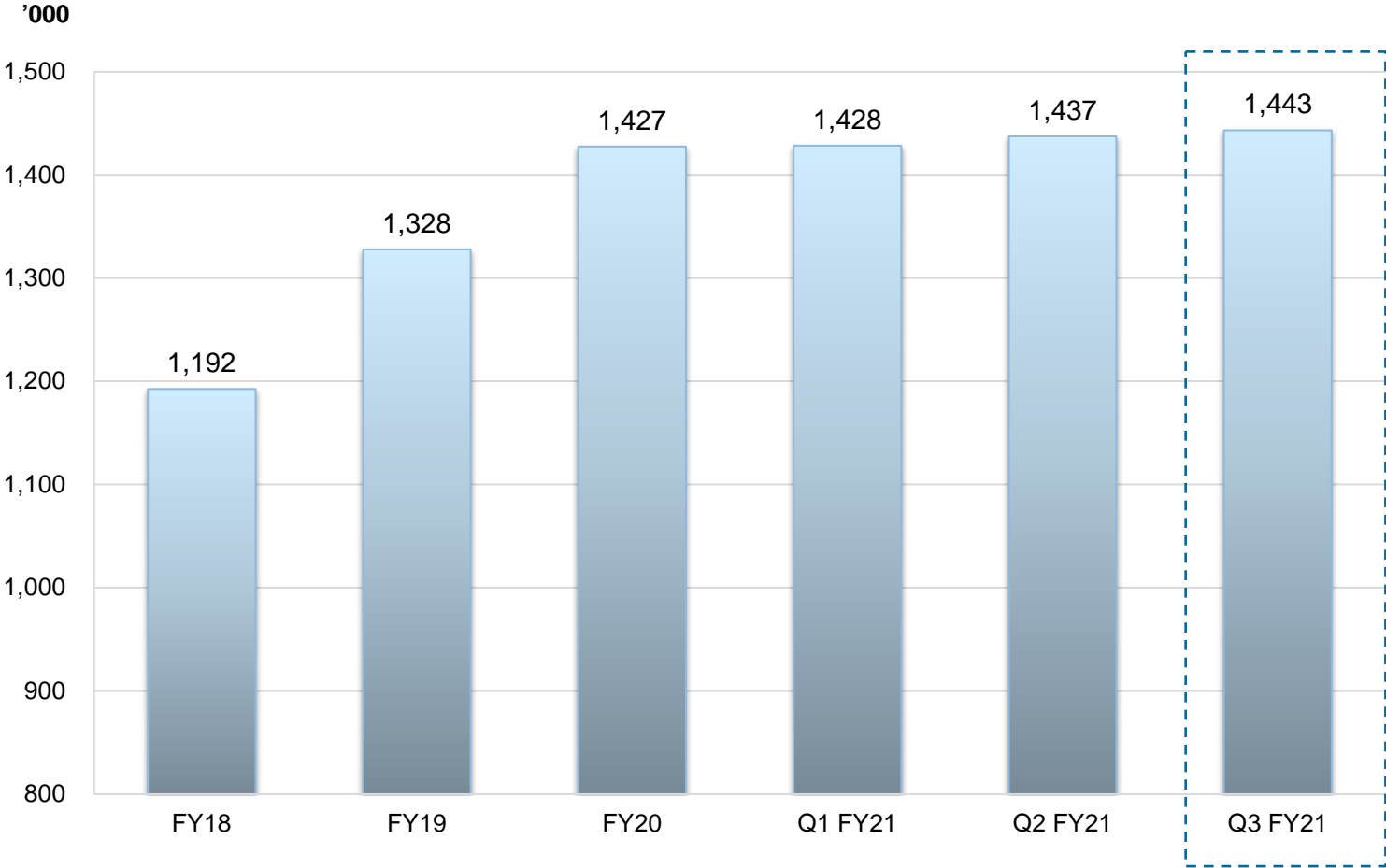
▲ 5.9%<sup>2</sup>

<sup>1</sup> 9M FY21

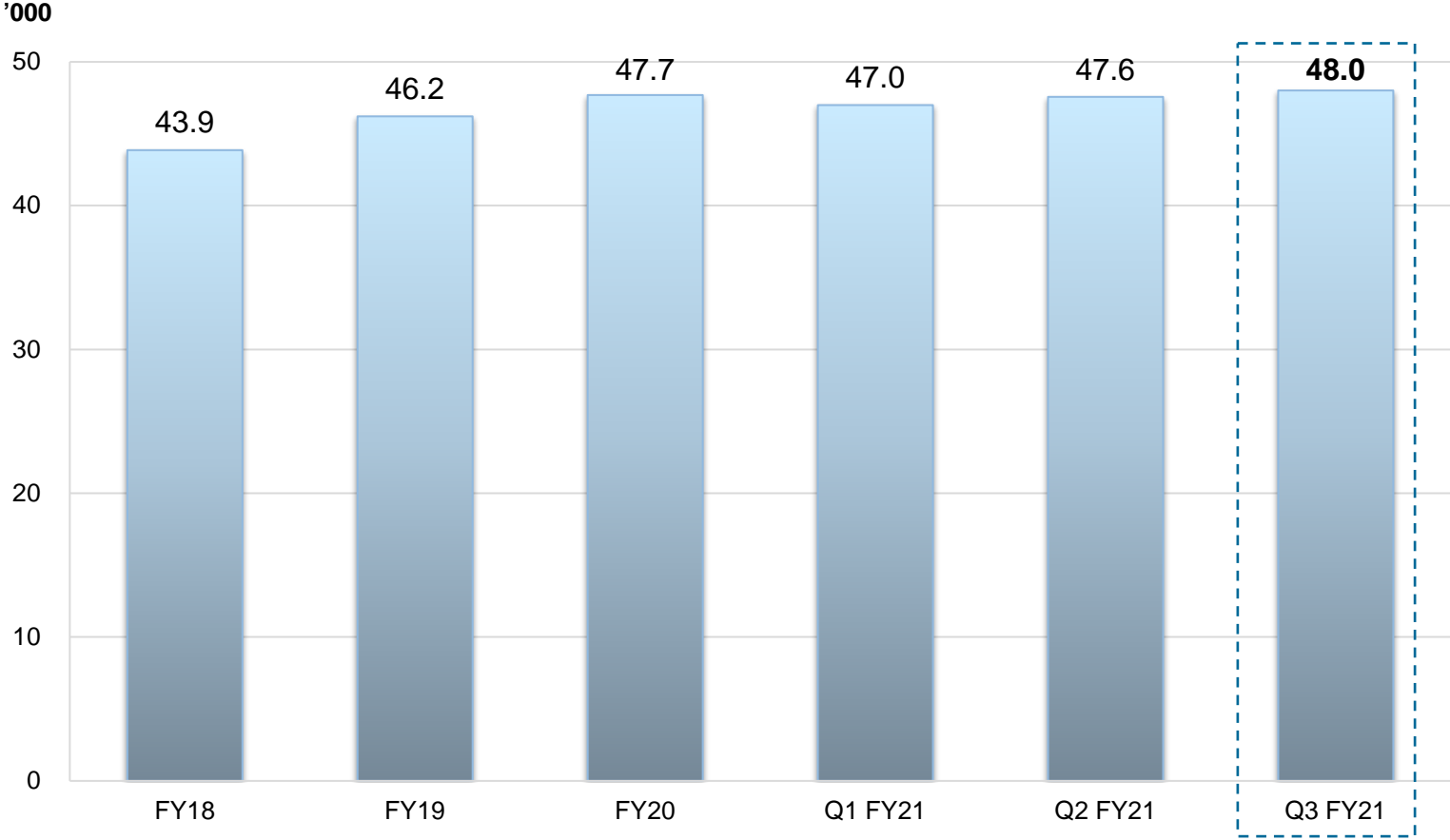
<sup>2</sup> Variance versus 9M FY20

<sup>3</sup> Based on the unit price of S\$0.965 at 31 Dec 2020

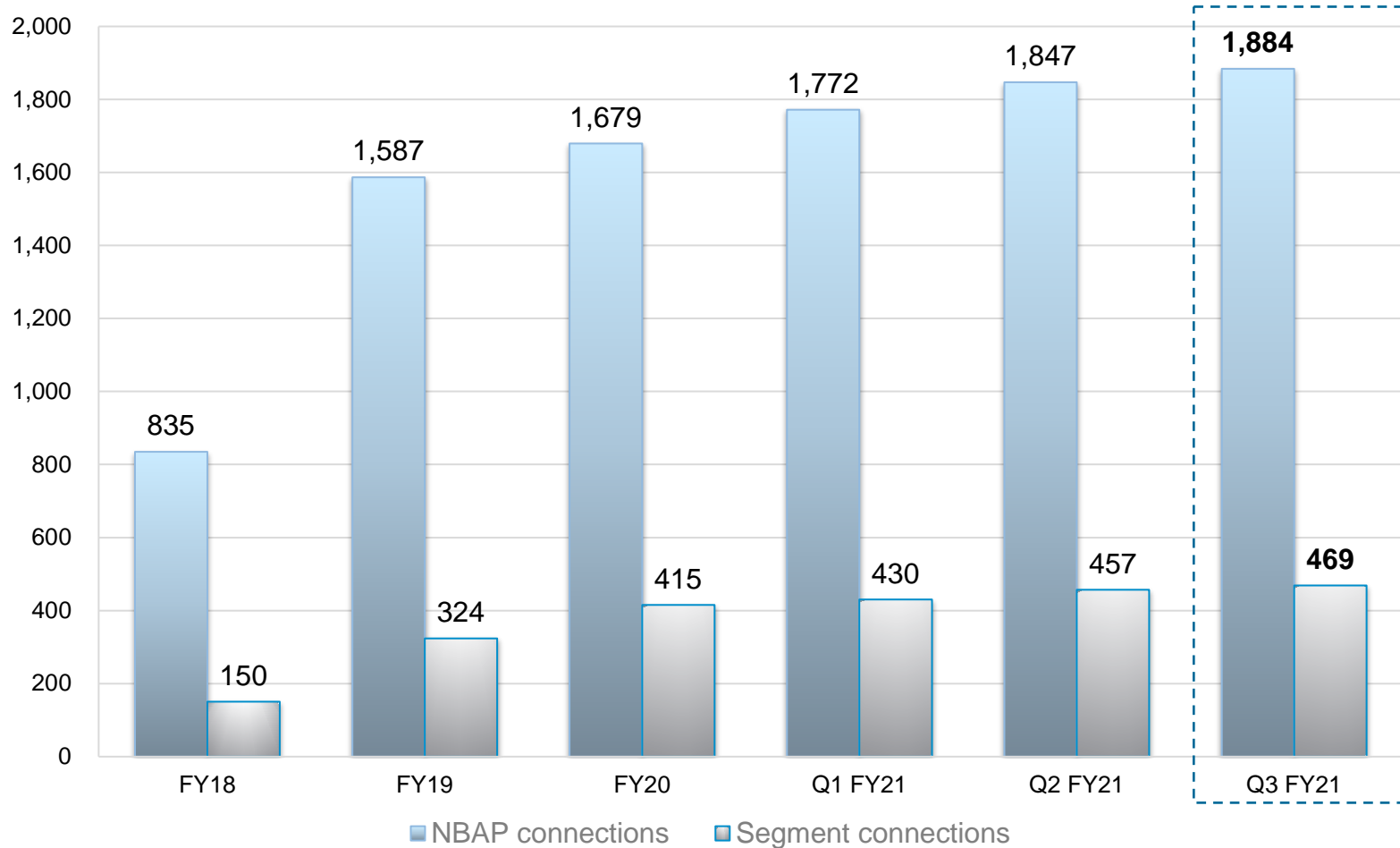
# Residential fibre connections



# Non-residential fibre connections



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



<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.



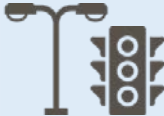





## 9M FY21 Profit & loss statement

S\$'000	9M FY21	9M FY20	Variance (%)
Revenue	276,279	277,750	(0.5)
<b>EBITDA</b>	<b>209,915</b>	<b>202,647</b>	<b>3.6</b>
EBITDA margin (%)	76.0	73.0	3.0 pp
Depreciation & amortisation	(125,449)	(126,085)	(0.5)
Net finance charges	(13,935)	(13,873)	0.4
<b>Profit before tax</b>	<b>70,531</b>	<b>62,689</b>	<b>12.5</b>

**Revenue** for 9M FY21 was 0.5% lower mainly due to lower installation-related revenue. This was partially offset by higher residential and NBAP & Segment connections revenue.

**EBITDA** which includes Government relief grants and lower operation and maintenance costs, was higher by 3.6% as compared to 9M FY20.

# 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 9M FY21 Revenue</b>	<b>64.5%</b>	<b>8.2%</b>	<b>2.3%</b>	<b>7.9%</b>	<b>4.3%</b>	<b>2.6%</b>	<b>5.2%</b>	<b>5.0%</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\$123m**

Cash Balance

---

**S\$666m**

Gross Debt

---

**S\$2,784m**

Net Assets

---

**2.5x**

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

---

**14.2x**

EBITDA Interest  
Cover<sup>2</sup>

---

**71.4 cents**

Net Assets per Unit

---

- The Group entered into a one-year extension for the outstanding term loan of S\$510m to mature on 24 March 2022
- Stable capital structure with debt headroom to fund future capex

<sup>1</sup> As at 31 Dec 2020

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

# Our focus for FY21

01

## RESIDENTIAL

- Connect households not on fibre via initiatives such as IMDA's Home Access programme for low-income households
- Connect new homes
- Improve service provisioning QoS

02

## NON-RESIDENTIAL, NBAP & SEGMENT

- Denser network – adding capacity, flexibility and resilience
- Prepare to support 5G infrastructure
- Customised offerings to SMEs
- Improve presence in major Data Centres
- Make NBAP easier and faster to deploy

# Thank You

Investors and Media

Mr. Victor Chan  
[investor@netlinknbn.com](mailto:investor@netlinknbn.com)



**NetLinkNBN**