superloop

# Full Year Results FY26.

Superloop Limited (ASX:SLC)

19 August 2026

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# Today's agenda.


1 FY26 Performance Highlights

2 Group Priorities

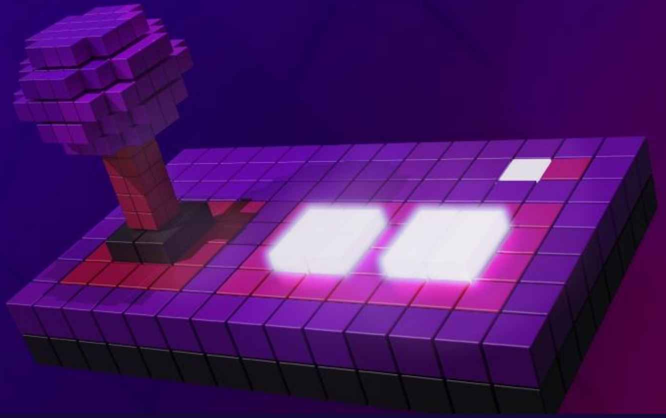
3 FY26 Financial Performance

4 Looking Forward

5 Q&A

6 Appendices

# FY26 Performance Highlights.



# Key Messages.

1. Double Down 3-year strategy delivered
2. All segments growing strongly
3. Smart Communities: Building an infrastructure growth platform
4. High-quality earnings underpinned by strong operating cashflow
5. Operating leverage proven, enabling sustained profits

Refer to appendices for list of financial definitions

# Key Results.

| Customers | Reported Revenue[1] | Underlying EBITDA | Gross Operating Cash Flow | Net Profit After Tax |
|---|---|---|---|---|
| 935k | $664m | $123m | $123m | $17.5m |
| ↑ 28% | ↑ 21.6% | ↑ 33% | ↑ 40% | ↑ +$16.3m |

**+205k** New Customers

**+64bps** Gross Margin %

**101%** EBITDA cash conversion

**+50%** Free Cash Flow

"Double Down" 3-year strategy

[1] Reported Revenue is segment revenue (FY26: $674m) after elimination of inter-segment revenue (FY26: $2.4m) and net of the amortised Origin share-based payment (FY26: $7.2m) which reduces revenue.
Refer to appendices for a reconciliation and full list of financial definitions.
Comparisons in this presentation are to FY25 unless otherwise stated.

DOUBLE DOWN STRATEGY

# Superloop is now a scaled, profitable and cash generative telco.

All **"Double Down"** targets achieved:

- Revenue run-rate[1]: >$700M ✓
- Underlying EBITDA run-rate[2]: Mid-to-high teens (%) ✓
- NPATA >$0 ✓
- Net Profit after Tax >$0 ✓

[1] June 2026 monthly revenue, annualised
[2] June 2026 monthly Underlying EBITDA annualised, target of "mid-to-high teens". Underlying EBITDA margin (15% - 19%).

FY26 GUIDANCE

# Underlying EBITDA of $122.7m above upgraded guidance.

| | FY26 UPGRADED GUIDANCE | FY26 RESULT |
|---|---|---|
| Underlying EBITDA | $118m-$122m | **$122.7m** |
| Capex (excluding IRU) | $34m-$37m | **$37.9m** |

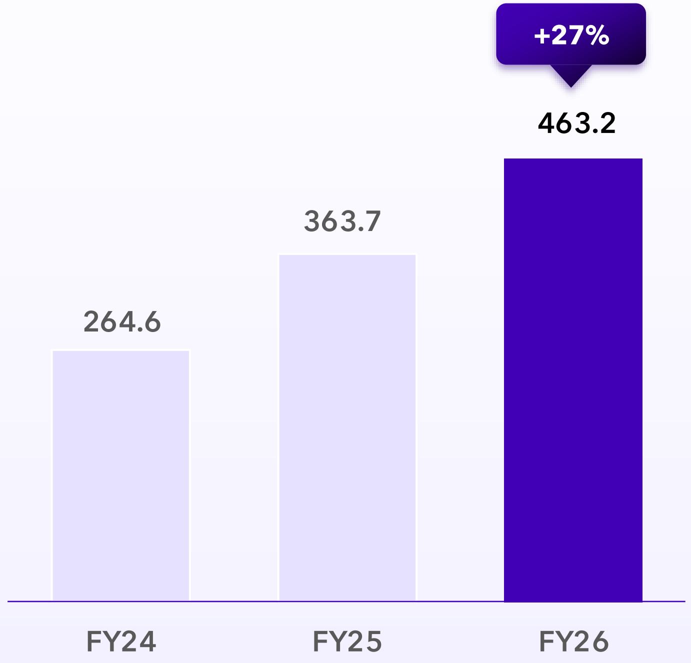
- Strong market share gains, driving revenue growth
- Operating leverage proven with FY26 Underlying EBITDA growing above revenue
- Capex of $37.9m, slightly above guidance by $0.9m resulting from the Lynham acquisition

FINANCIAL HIGHLIGHTS

# Segment revenue up strongly. Group nbn market share up 1.9% to 8.5%.

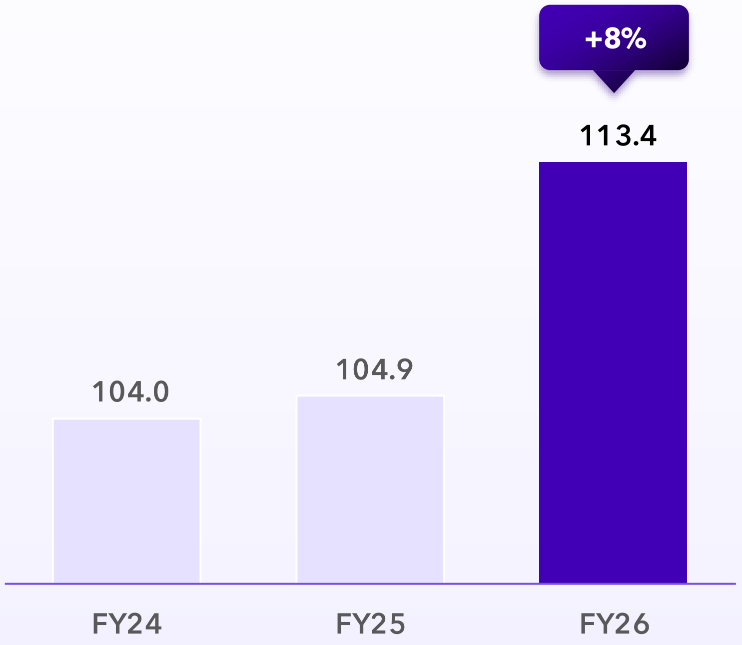
**Consumer revenue[1] (+27%) driven by customer growth of 116k**

Consumer Revenue ($m)



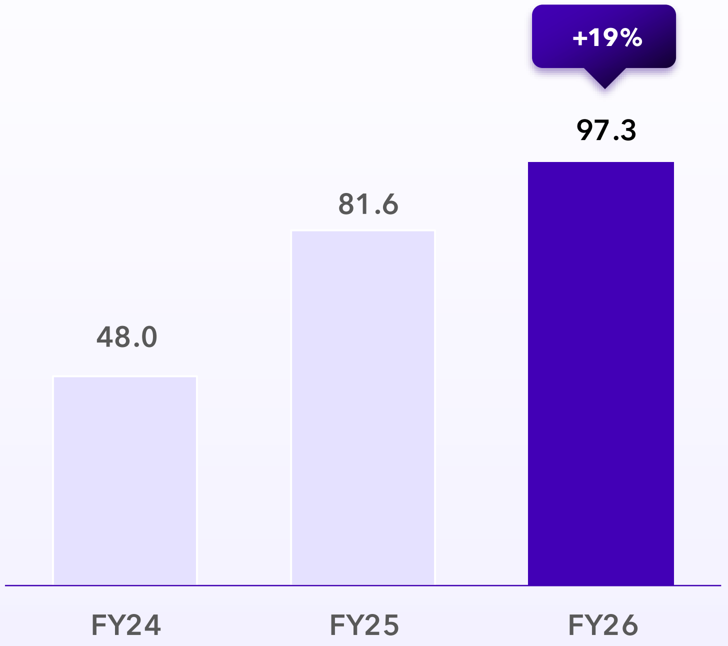

**Business revenue[1] (+8%) reflects accelerating momentum**

Business Revenue ($m)




**Wholesale revenue[1] (+19%) as Superloop enables "Challengers"**

Wholesale Revenue ($m)

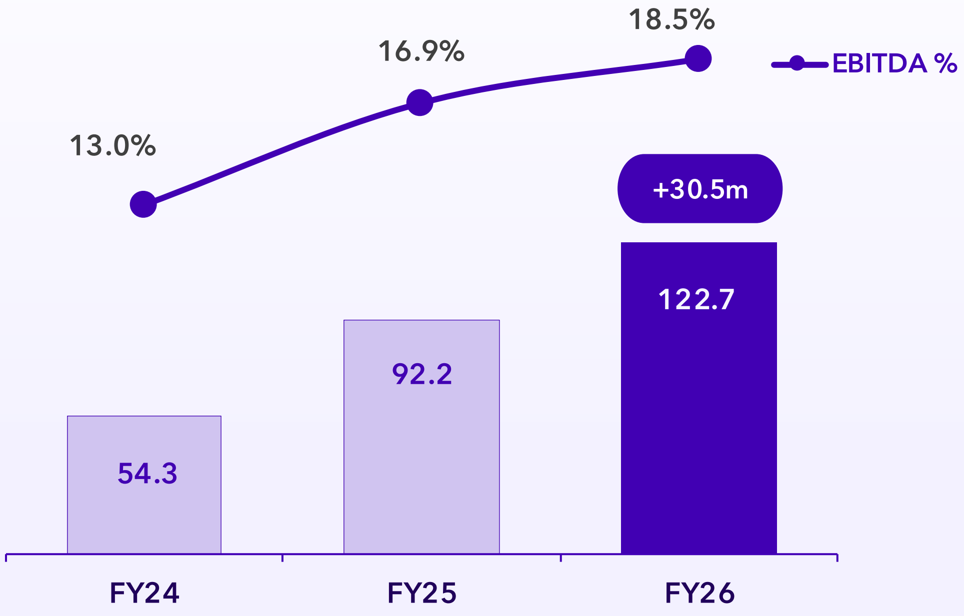



[1] Segment results are before eliminations and excludes amortised Origin share-based consideration that reduces reported revenue (FY25: $3.7m, FY26: $7.2m).
A reconcilation between reported and segment results is provided in the appendices

# Proven operating leverage: Earnings growing at ~1.5x revenue.

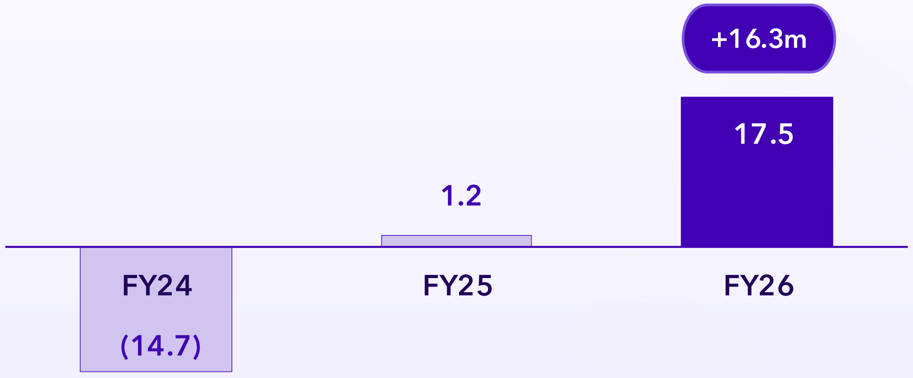
**Underlying EBITDA up $30.5m from strong revenue growth and expansion of Group gross profit margins**

**Underlying EBITDA** ($m)



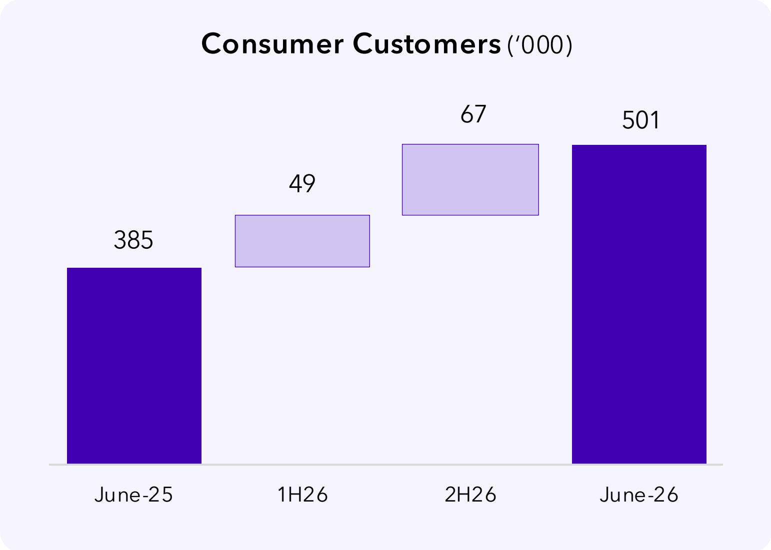

**Moving from loss making to sustainably profitable, with NPAT of $17.5m**

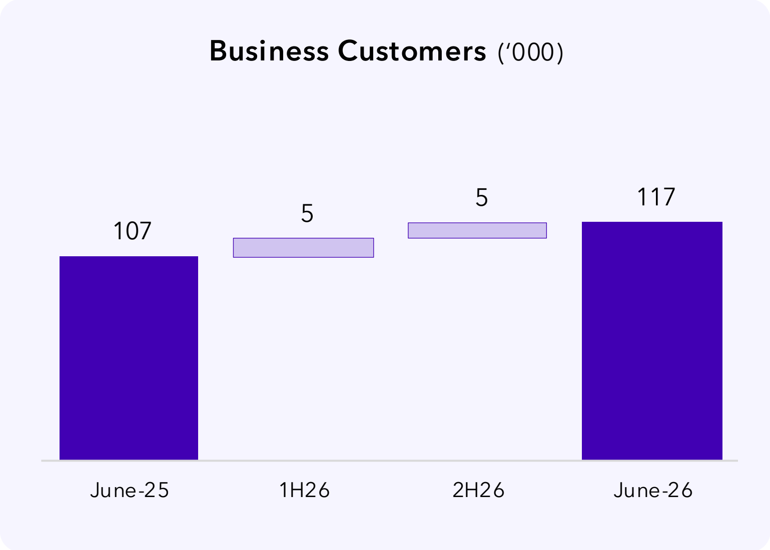
**Net Profit After Tax** ($m)

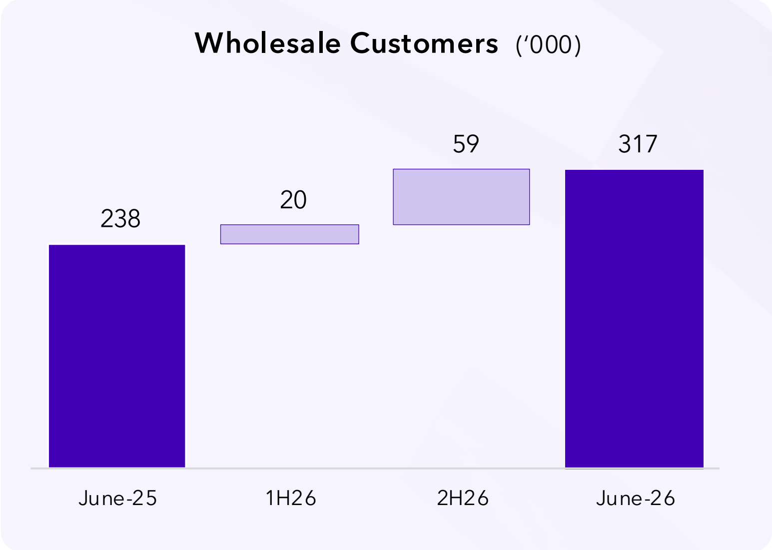



Refer to the appendices for reconciliation and full list of financial definitions.

# Scaling the customer base: 205k customer growth to 935k.




- **Added 116k new Consumer customers in FY26 including 13.1k from Lynham acquistion**
  - First time >100k new customers in a financial year
  - Consumer nbn market share increased to 5.2%. Consumer share of nbn new orders in FY26 of 8.8%
  - New Exetel One plan, launched 1 July 2025, continues to track well

- **Business customers increased by 10k to 117k**
  - Volume increase driven by small business internet and increased activation within Smart Communities
  - Smart Communities customers whose retail service provider is a Superloop company are reported in the Consumer segment

- **Wholesale customers increased by 79k to 317k**
  - Exceptional second half, with key Wholesale customer marketing and offers achieving strong results

[1] See appendices for further details on categorisation of customer numbers.
[2] Includes customers new to Superloop Group only. Note excludes any Exetel or Superloop customer transfers.

CONSUMER HIGHLIGHTS

# Record customer growth in Consumer segment.

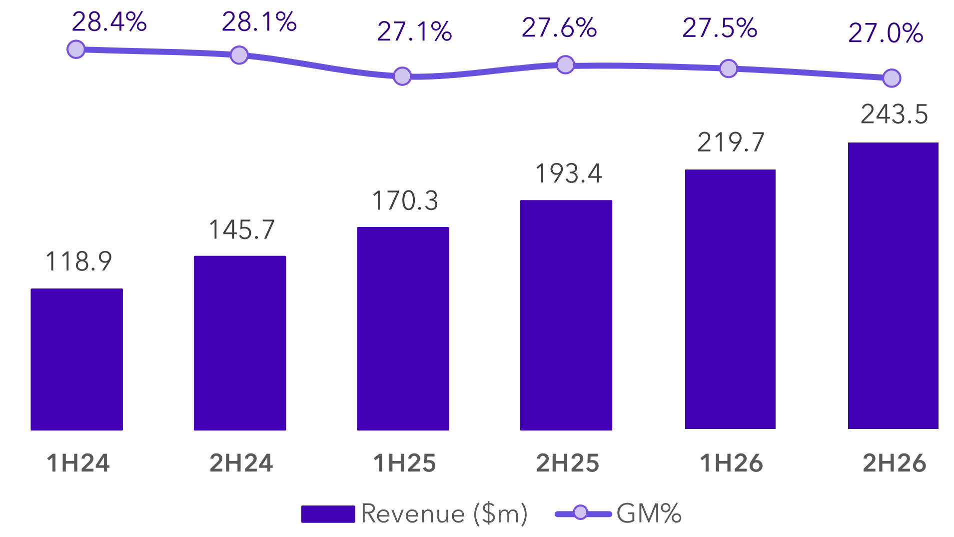
- **Revenue:** Increased by 27% to $463.2m driven by volume growth. Successfully responded to market changes, including new competitor unbundled offers.
- **Gross Profit:** Gross profit of $125.8m (+26%) and gross margin of 27.2% (-0.2%). The gross margin remains above long-term target of 25%. AI is enabling lower cost to serve.

  Superloop continues to be a leader in high-speed plans.

## CONSUMER FY26 RESULTS

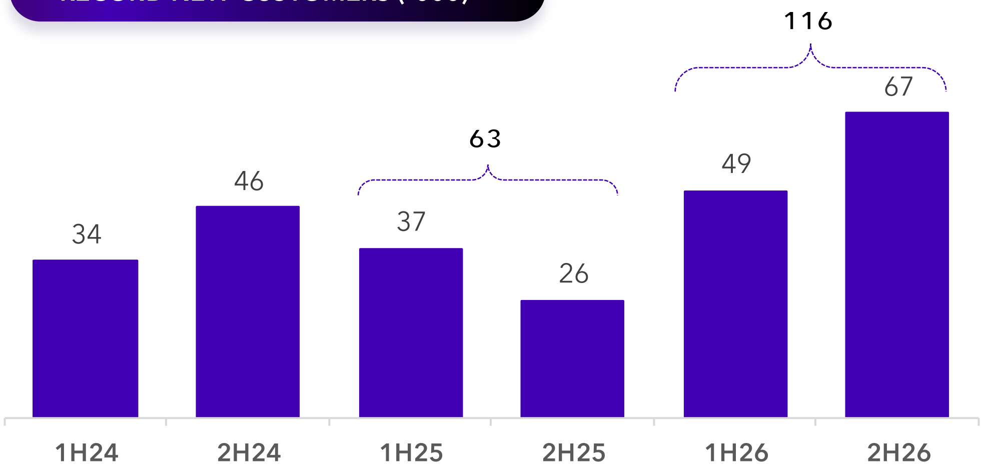
| | FY25 ($m) | **FY26 ($m)** | YoY (%) |
|---|---|---|---|
| Revenue | 363.7 | **463.2** | 27.4% |
| Direct costs | (264.1) | **(337.4)** | 27.7% |
| Gross Profit | 99.6 | **125.8** | 26.3% |
| Gross Margin % | 27.4% | **27.2%** | (0.2%) |

STRONG REVENUE GROWTH ($M)




**37.1%**
3-year:
Revenue CAGR

RECORD NEW CUSTOMERS ('000)




**259k**
3-year:
New Customers

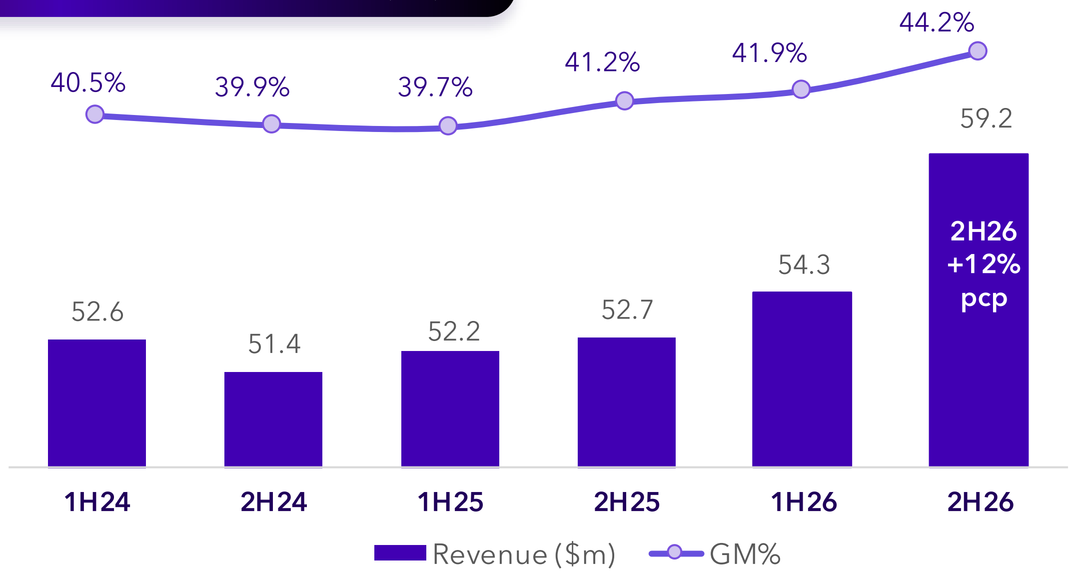
# Business momentum strengthening through FY26.

- **Revenue:** Up 8% to $113.4m. Revenue accelerating with 2H26 up 12% on pcp, exiting with much improved momentum.
- **Gross Profit:** Increased 15% to $48.8m with gross margin percentage up 2.6%.
- **Trading:**
  - Business customers increased by 10k to 117k. Increase reflects new broadband customers and higher active customers within Smart Communities
  - Significant new secure connectivity wins are a positive forward indicator.

## BUSINESS FY26 RESULTS

| | FY25 ($m) | **FY26 ($m)** | YoY (%) |
|---|---|---|---|
| Revenue | 104.8 | **113.4** | 8.2% |
| Direct costs | (62.4) | **(64.6)** | 3.5% |
| Gross Profit | 42.4 | **48.8** | 15.0% |
| Gross Margin % | 40.5% | **43.1%** | +2.6% |

## STRONG REVENUE GROWTH ($M)




## NEW BUSINESS WINS

National Storage, Hastings Deering CAT, Adrad Radiators, Coles, St Vincent de Paul Society NSW good works

WHOLESALE HIGHLIGHTS

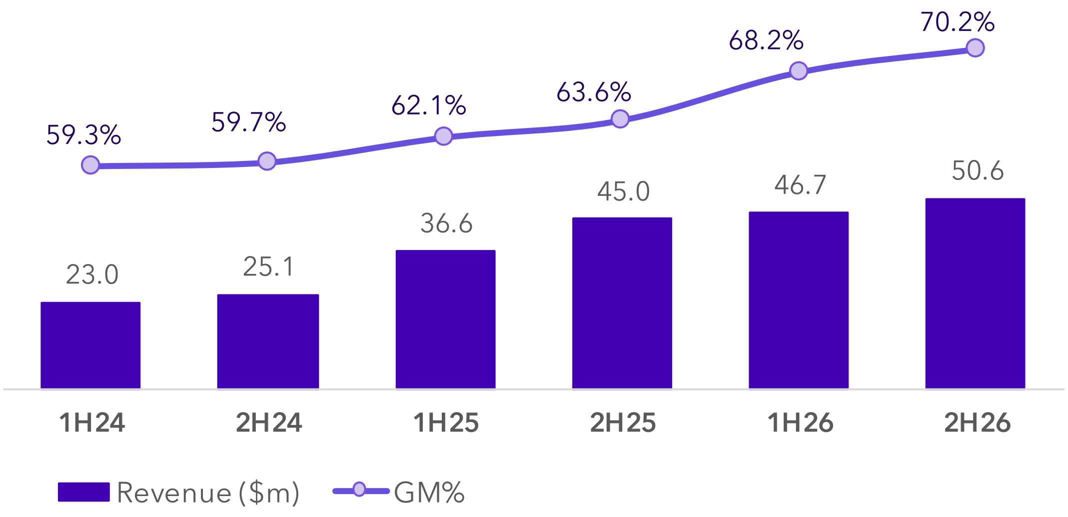
# Wholesale scaling profitably as we enable challengers.

- **Revenue:** Increased 19.2% to $97.3m with growth across both Origin and other Wholesale channels
- **Gross Profit:** Generated $67.4m at a gross margin of 69.2%
- We continue to enable Challenger brands through our wholesale aggregation and white-label channels

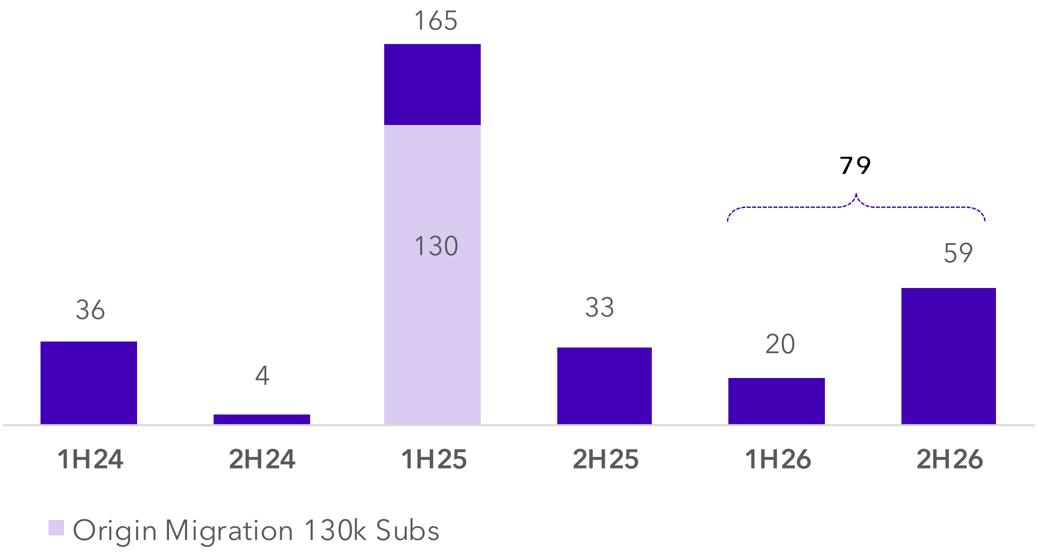
## WHOLESALE FY26 RESULTS[1]

| | FY25 ($m) | **FY26 ($m)** | YoY (%) |
|---|---|---|---|
| Revenue | 81.6 | **97.3** | 19.2% |
| Direct costs | (30.3) | **(29.9)** | (1.3%) |
| Gross Profit | 51.3 | **67.4** | 31.4% |
| Gross Margin % | 62.9% | **69.2%** | 6.3% |

STRONG REVENUE GROWTH ($M)




WHOLESALE NEW CUSTOMERS ('000)




[1] Wholesale segment financials presented on an Underlying basis, pre amortised Origin share-based consideration that reduces reported revenue (FY25: $3.7m, FY26: $7.2m). Refer to appendices for a reconciliation

SMART COMMUNITIES

# Building a high growth infrastructure platform.

**VostroNet**

**Expands Smart Communities into Fibre to the Premise (FTTP) market**

**Frontier** NETWORKS

**Expansion into Retirement Living & Lifestyle Communities**

**neoloop**

**RSP-ready Wholesale Platform**

## Landmark Developer Wins

NSW Bradfield Development Authority · investa · Cedar Pacific · mirvac

2016 · 2022 · 2025 · 2026

| 2016 | 2018 | 2020 | 2022 | 2024 | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|

**BigAir**

**PBSA foundation for Superloop Smart Communities**

**uecomm™**

**Addition of Strategic Metro Fibre Footprint**

**Lightning Broadband**

(Lynham)
**Accelerates scale**

# Converting contracted lots into recurring revenue.

| 1 Contracted Lots | 2 Built Lots (ready for service) | 3 Activated Lots | 4 ARPU per service | 5 Gross Margin | SUPERCHARGE 2029 |
|---|---|---|---|---|---|
| ~190,000 contracted lots | ~90,000 built today | ~65,000 active today | ~$65[1] neoloop (FTTP) monthly ARPU | 70-75% gross margin | FY29 AMBITION[2] >260,000 contracted lots >25% IRR on Capital |
| 93K YoY | 35K YoY | 21K YoY | | | |

**COMPELLING ECONOMICS:**

- Essential Internet service
- Fibre Asset Life >25 years
- Strong Operating Leverage
- Annuity style cash flow
- CPI-linked price mechanisms

[1]Blended Purpose Built Student Accommodation (PBSA) and neoloop (FTTP) Average Revenue Per User (ARPU) is $46 as per Investor Day Presentation on 3 June 2026. Refer to appendices for list of definitions.
[2]The key targets and financials goals on this slide do not constitute guidance and carry risks and uncertainties. Refer to the Disclaimer slide in relation to key targets and financial goals.

SMART COMMUNITIES

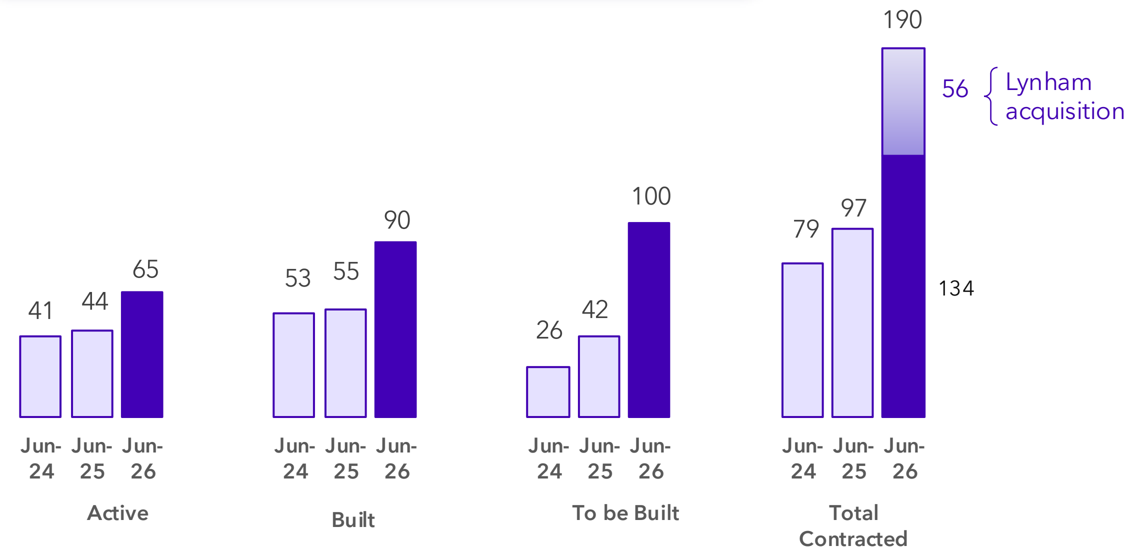
# Accelerating into a scaled FTTP challenger.

## LYNHAM ACCELERATES FUTURE EARNINGS GROWTH

- Acquisition of Lynham completed on 29 May 2026 for cash consideration of $165 million[1]

  In FY27, expected EBITDA to be $11 million (pre-synergies). By the end of FY27, run-rate synergies of $2 million are expected
- Contracted lots[2], increasing by 93k to 190k, including Lynham acquisition of 56k and new wins of 37k, including Gemlife and ICON Group.
- Continued market leadership in Tertiary Accommodation Wi-Fi. Large contract wins with Centurion and Erben demonstrating leading position held by Superloop in this market

## STRONG GROWTH IN CONTRACTED PREMISES




## CONTRACTED WINS

RESIMAX GROUP · PASKGROUP ESTABLISHED 1969 · ICON GROUP · FREECITY · AZURE · ERBEN · CENTURION · GemLife

[1]Subject to completion adjustments
[2] Lot = individual FTTP lot or student accommodation bed. Refer appendices for list of definitions

# Group Priorities.

FY26

# Group Priorities.

1. Strategy
2. Operating Leverage
3. Operating Model
4. Brand & Marketing
5. Customer Experience

STRATEGY

# SuperCharge29: How we deliver our ambitions.

MARKET LEADING GROWTH → CASH GENERATED → REINVESTED FOR GROWTH → EARNINGS EXPAND → SHAREHOLDER VALUE

## 1 Superloop retail take market share

- The Superloop brand has cut through and growing awareness
- Differentiated customer experience (Product Review 4.8 out of 5)

FY26 RESULT

**>500k**

**Active Customers**

## 2 Growth from Wholesale

- Proven wholesale channel including white-label and traditional telco products
- Superloop continues to be the enabler of "challengers" in the market

FY26 RESULT

**>300k**

**Wholesale Customers**

## 3 Build Smart Communities

- Enabled by Group scale, product development and proven operating model
- New neoloop platform - ready for growth
- Strong sales momentum and moving into delivery phase

FY26 RESULT

**190k**

**Contracted lots today**

## 4 Deploy AI at scale

- Teddy & Mo - self-service customer support at scale. Delivering strong customer experience and NPS
- AI builds on integrated stack

FY26 RESULT

**63%**

**of customer interactions enabled by AI**

## 5 SuperCharge29 Ambitions[1]

- >$1B Group revenue
- $200m Group Underlying EBITDA
- >30% reported EPS (3-year CAGR)

FY26 RESULT

**33%**

**Underlying EBITDA growth**

[1]The key targets and financials goals on this slide do not constitute guidance and carry risks and uncertainties. Refer to the Disclaimer slide in relation to key targets and financial goals.

OPERATING LEVERAGE

# AI is delivering real outcomes.

### Teddy & Mo
(AI -Customer Support)

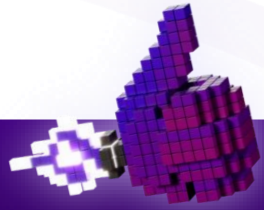
- 34% of customer support interactions
- >65% resolved without human assistance
- ~400,000 calls avoided
- +50 Net Promoter Score

### Refreshify & Exray
(AI- fault fix)

- 29% of customer support interactions
- >500,000 Refreshify & Exray interactions
- 85% requiring no further human assistance

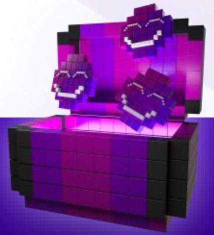
### Processify
(AI - Activation & Operations)

- 75% of orders activated same-day
- <10% of digital orders require any manual steps



### Support Staff
(Productivity)

- Onboarding, activation, support and fault finding tools deliver agent efficiency
- Increased efficiency and improved CX



### Earnings
(Operating Leverage)

- AI is a structural contributor to operating leverage, not a one-off
- Pathway to ~20% Group EBITDA margin by FY29[1]

[1] The key targets and financials goals on this slide do not constitute guidance and carry risks and uncertainties. Refer to the Disclaimer slide in relation to key targets and financial goals.

OPERATING MODEL

# A scalable platform built for profitable growth.

| | CONSUMER | BUSINESS | WHOLESALE |
|---|---|---|---|
| **What customers see**<br>High-demand products across three segments | Internet, Data & nbn Products<br>Mobile & Voice | Internet, Data & nbn Products<br>Mobile & Voice<br>Security Products<br>Managed Wi-Fi and On-net Fibre-to-the-Premise | Managed Wi-Fi and On-net Fibre-to-the-Premise<br>White-label Solutions<br>Internet Transit, Backhaul, Capacity & Ethernet |

**Intelligence Layer**

AI capabilities embedded across the platform

AI

TEDDY

MO

REFRESHIFY & EXRAY

**Foundation**

Core: powering scale and performance

**'Infra on demand' Network**

**Integrated digital stack**

**Global Resources**

**Single Operating Model**

# A national network providing cost advantage.

**> 2,400**

On-net data centres / sites in Australia / worldwide including over 1,900 on-net commercial buildings

**> 2,500 km**

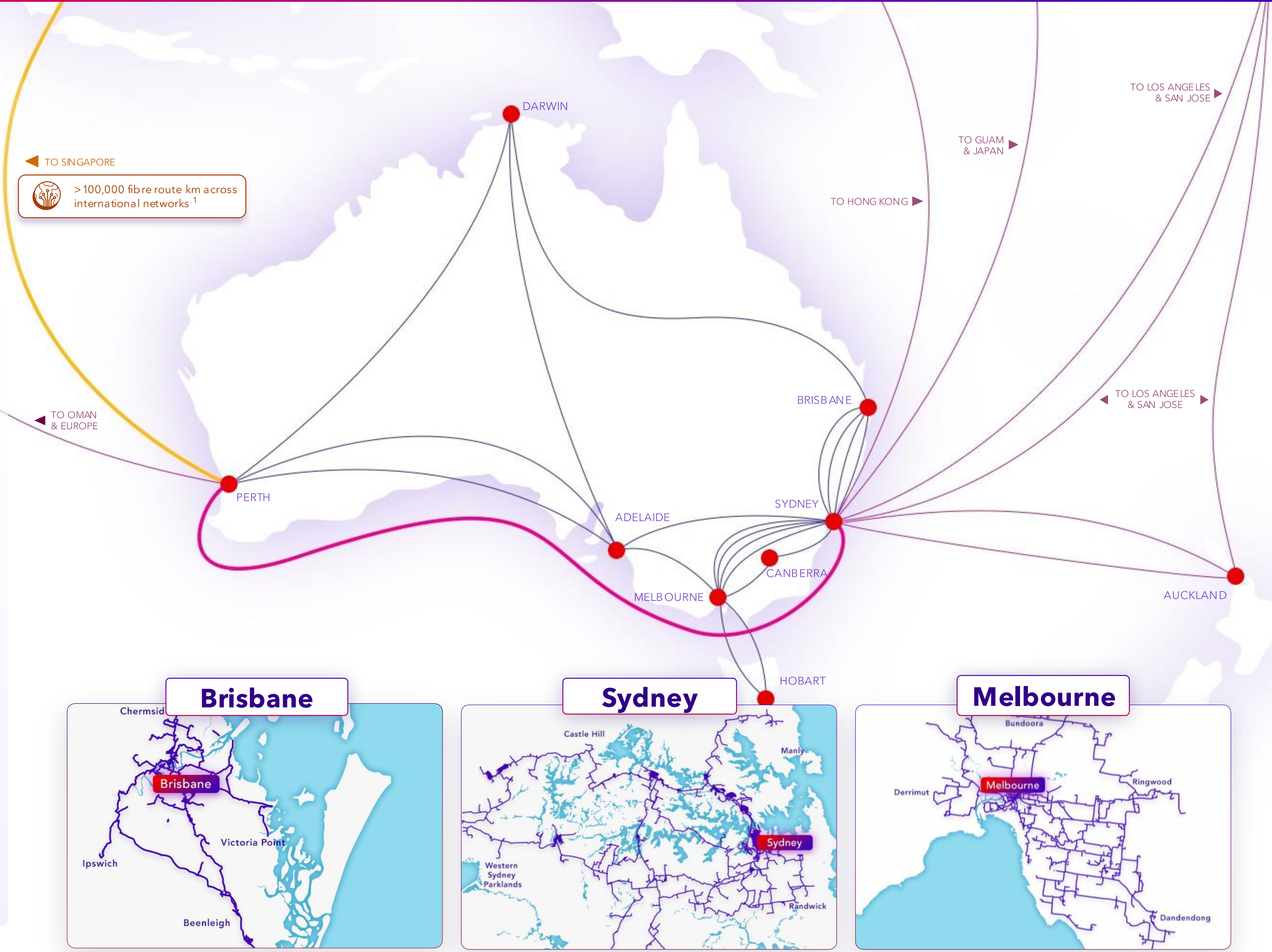
of owned strategically located CBD and metro fibre within Australia[1]

**>190,000**

Contracted on-net Smart Communities lots[2]

**>1.35M**

Installed capacity for nbn internet customers

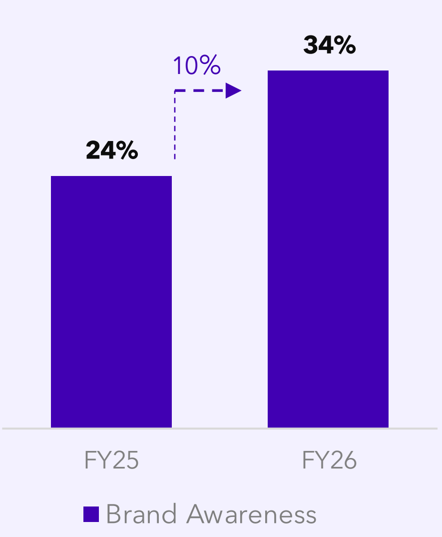


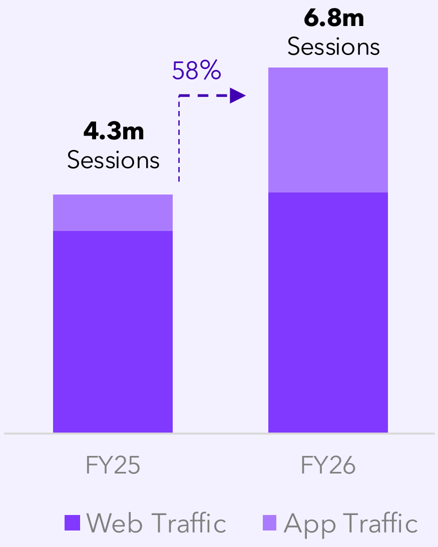

[1] Combination of owned, indefeasible right to use and leased fibre.
[2] Lot refers to individual FTTP lot or student accommodation bed.

*International Fibre Network* | *Intercapital Fibre Network* | *INDIGO West* | *INDIGO Central*

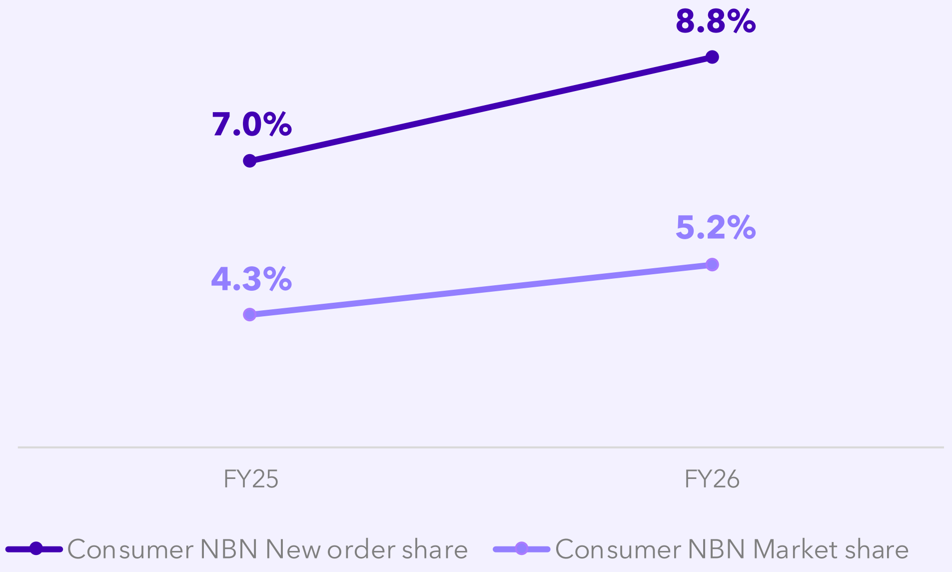
# Brand momentum driving consumer nbn share gains.

## Brand awareness driving website and app traffic




## Consumer Segment NBN new order share increasing



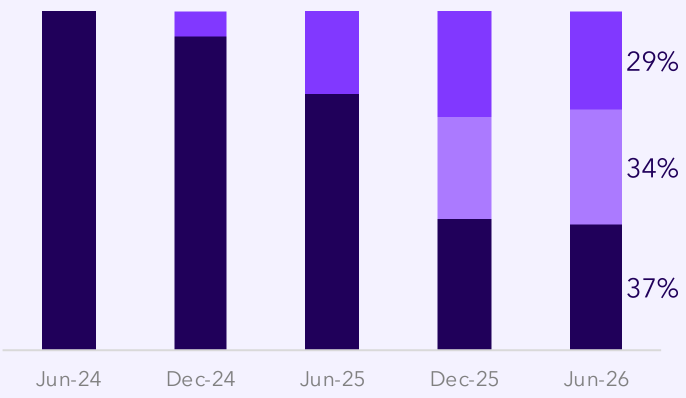
# Quality network, growing brand, lower cost to serve.

## Brand preference powered by network speed, product innovation & CX Wins

**Awarded *fastest* fixed network 3 times in a row**

by SPEEDTEST


## AI and automation reshaping service, lowering cost to serve




AI customer service
- Teddy/Mo webchat interactions
- Refreshify/Xray interactions

- Human agent voice/chat mix down to **37%**

## Customer loyalty driving brand word of mouth and referrals

**Excellent 4.8** out of 5 — PRODUCT REVIEW .COM.AU

**Excellent 4.6** out of 5 — Trustpilot

**Excellent 4.4** out of 5 — Google Reviews

**Excellent 4.5** out of 5 — App Store

# Financial Performance.

FY26

FINANCIAL HIGHLIGHTS

# FY26 Results demonstrate strong earning quality.

| | FY25 ($m) | FY26 $m) | Change ($m) | Change (%) |
|---|---|---|---|---|
| Reported Revenue[1] | 546.5 | **664.3** | +117.8 | 21.6% |
| Reported Gross Profit | 189.6 | **234.8** | +45.1 | 23.8% |
| Operating Expenses | 103.0 | **121.6** | +18.6 | 18.1% |
| Underlying EBITDA (Guidance Basis) | 92.2 | **122.7** | +30.5 | 33.1% |
| Reported EBITDA | 75.2 | **106.6** | +31.4 | 41.7% |
| NPATA | 28.3 | **37.9** | +9.7 | 34.2% |
| Net Profit/(Loss) After Income Tax | 1.2 | **17.5** | +16.3 | 1351% |
| Free Cash Flow | 56.3 | **84.4** | +28.1 | 50.0% |
| Reported EPS (cents) | 0.24 | **3.4** | +3.16 | 1317% |

Wholesale gross margin up. Group gross margin up 64bps to 35.3%

Expenses up $18.6m including marketing increase of $7.4m
Opex/Revenue improved from 14.4% to 13.5%

Underlying EBITDA up 33.1%, exceeding revenue growth

Bottom-line NPAT materially higher at $17.5m

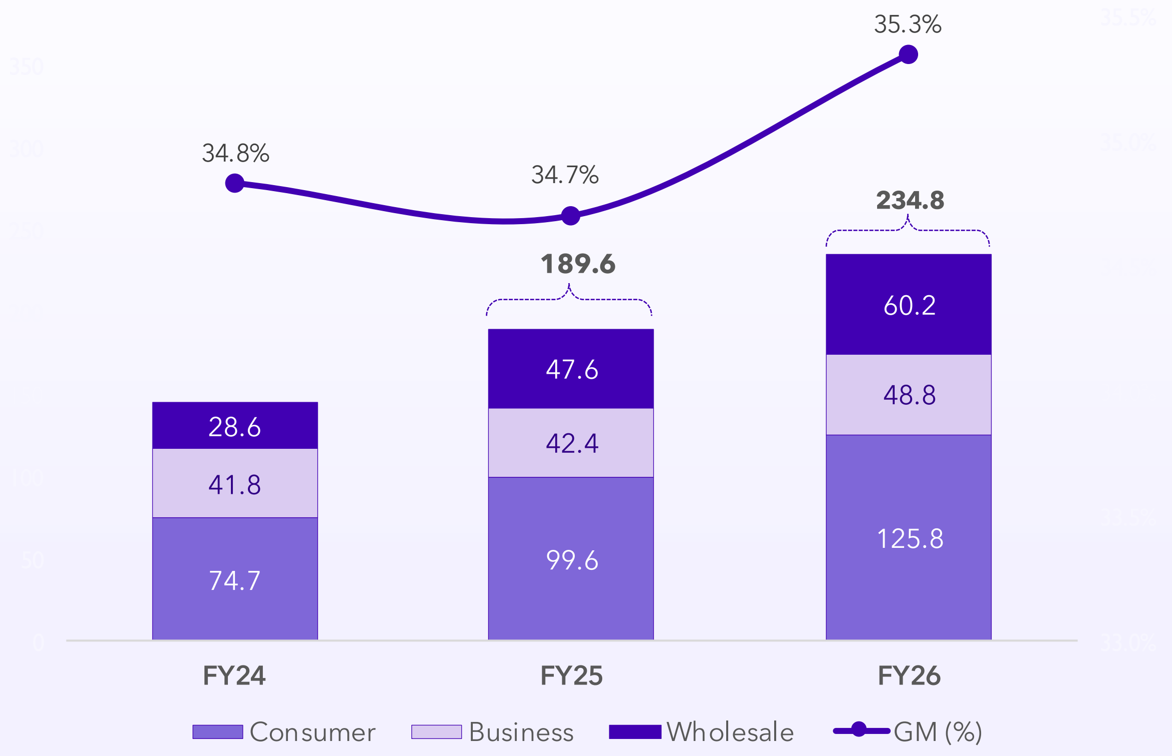
Cash generation increasing, resulting in free cash flow up 49.8%

[1] Reported Revenue is segment revenue net of inter-segment income (FY26: $2.4m) and net of the amortised Origin share-based consideration (FY26: $7.2m). Refer to the appendices for a reconciliation and list of definitions.

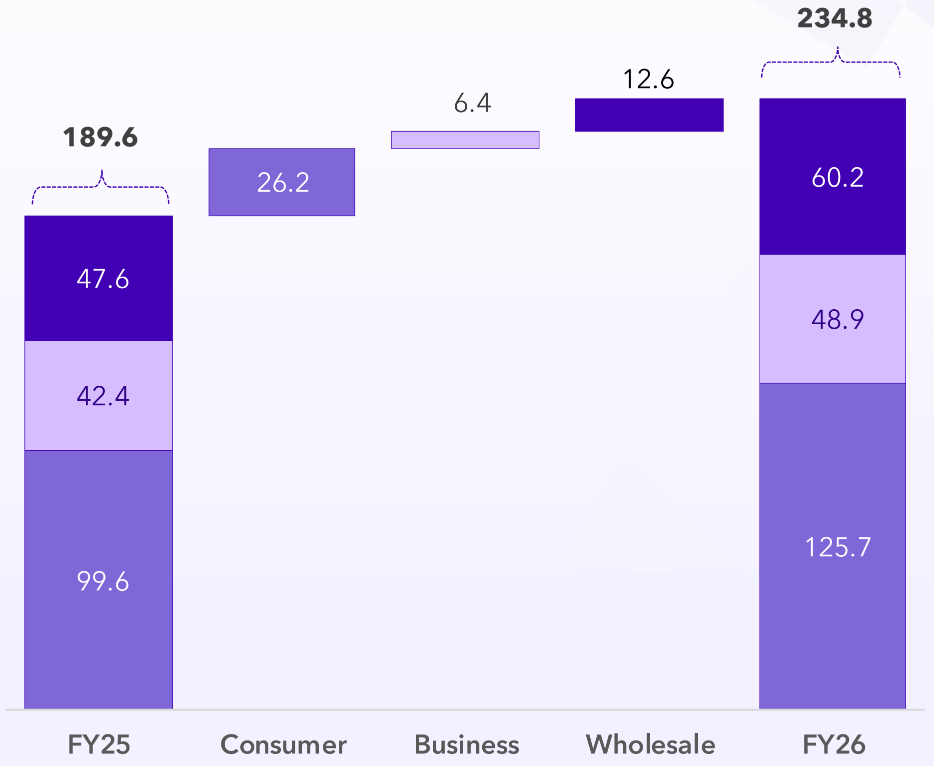
FINANCIAL HIGHLIGHTS

# Gross profit expansion with all segments contributing.

## Gross Profit up $45.1m




## Gross Profit Bridge: FY25 v. FY26 ($m)

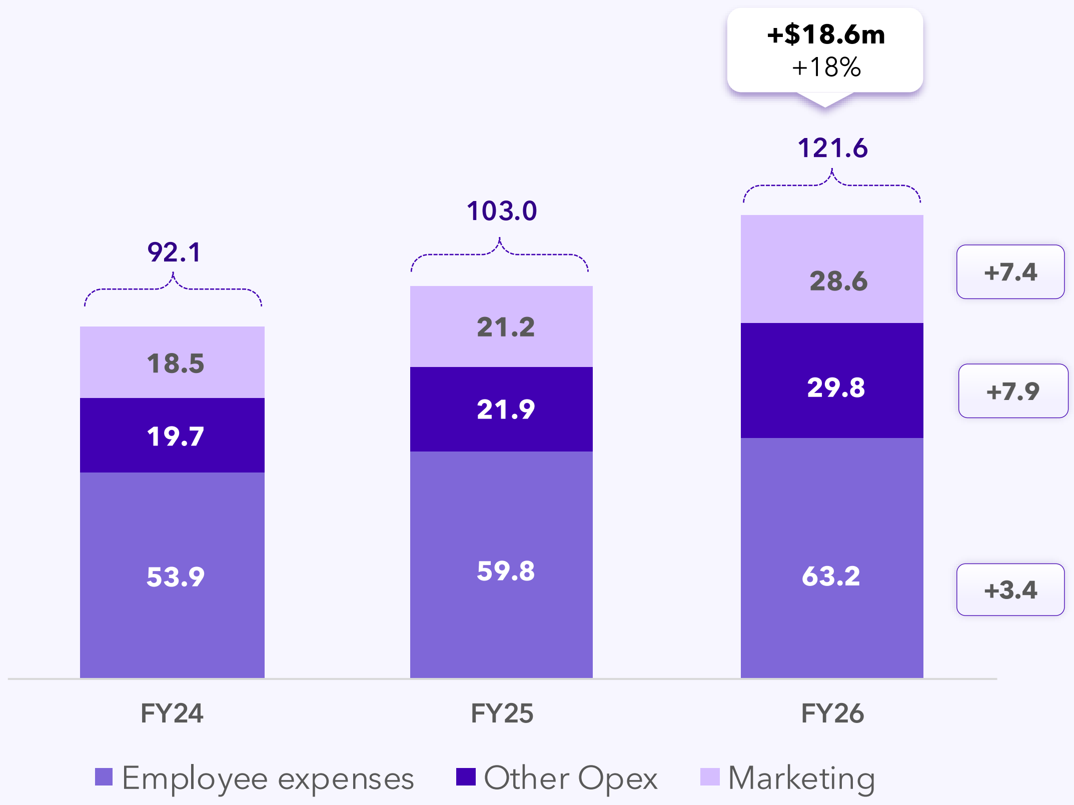



Refer to the appendices for a reconciliation.

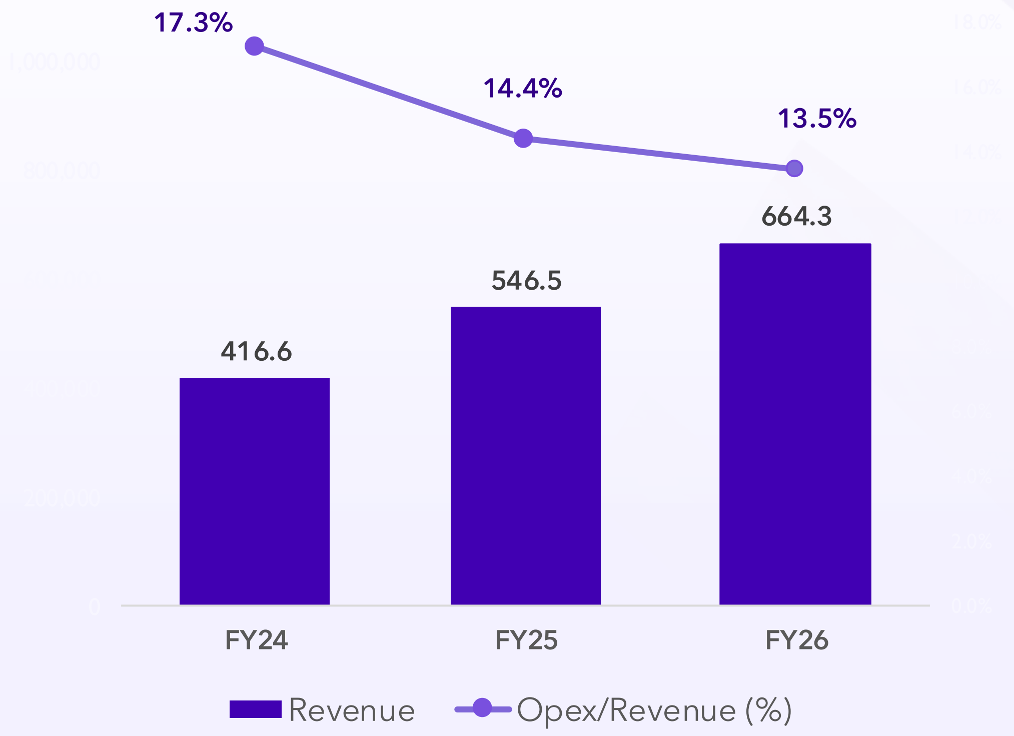
FINANCIAL HIGHLIGHTS

# Operating leverage continues as group scales.

## Operating expense by type ($m)




## Opex/Revenue[1]




[1] Opex/Revenue calculated by dividing Operating Expenses (ex-Doubtful Debts and Marketing Expenses) by Reported Revenue.

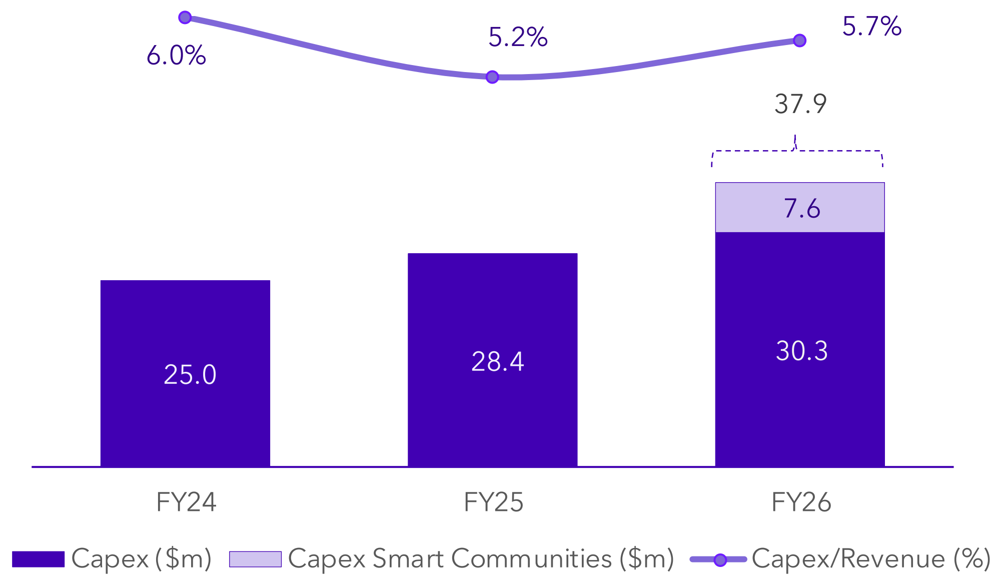
FINANCIAL HIGHLIGHTS

# Investment in capex enabling growth.

Capex of $37.9m, excluding IRU, in FY26 included:

- **Digital & AI:** $9.5m invested in significant digital upgrades including:
  - AI systems including Teddy & Mo
  - Consumer mobile app and the award-winning Refreshify and Exray
  - Krypton portal for Business partners
  - Network Inventory system, new AI fault correlation and event management
- **Growth Capex – Network and Platforms:** $15.8m on network upgrades and capacity expansion, future proofing the network to ensure the best end-user experience.
- **Growth Capex – Customer contracts:** $10.8m on fibre builds and customer connection capex, including $7.6m of Smart Community FTTP builds.

## CAPEX/REVENUE




## FY26 CAPEX

| Category | ($m) |
|---|---|
| Digital & AI | 9.5 |
| Growth Capex – Network and platforms | 15.8 |
| Growth Capex – Customer contracts inc. Smart Communities | 10.8 |
| Replacement | 1.7 |
| **Total** | **37.9** |

FINANCIAL HIGHLIGHTS

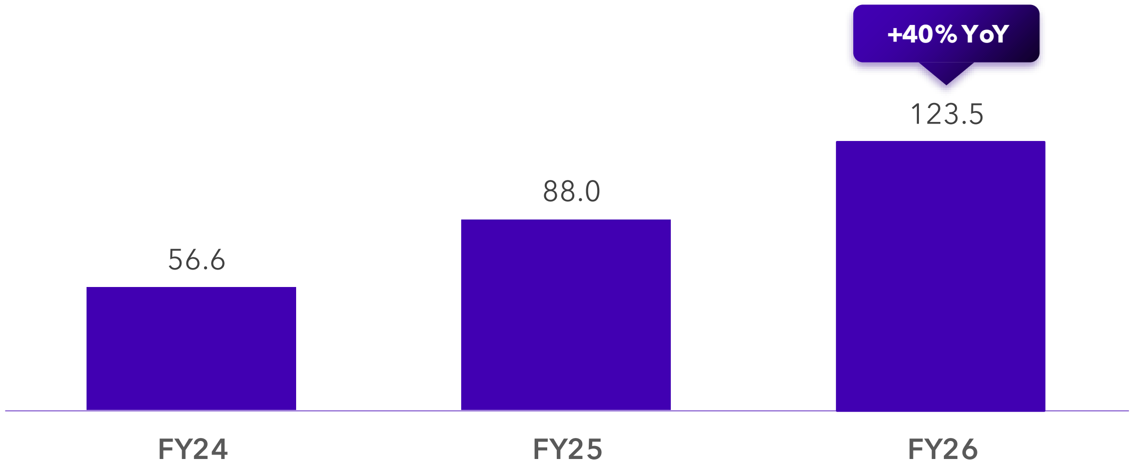
# Cash generation strengthens across the Group.

- Gross operating cash flow of $123.5m (101% conversion)
- Free cash flow up 50% to $84.4m
- Refinancing completed Oct-25, new $300m 4-year bilateral facility
- Debt covenants well below thresholds, with net leverage ratio at 1.3x EBITDA

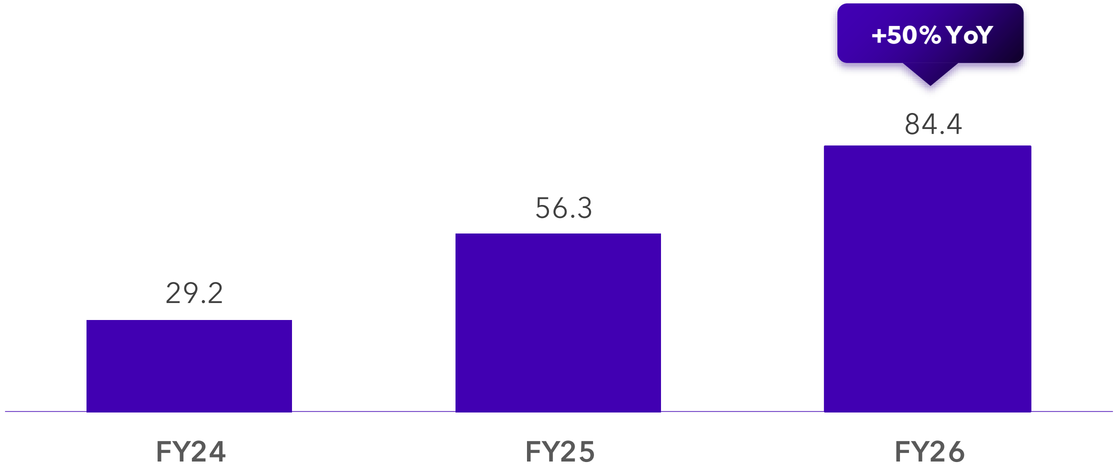
## FY26 KEY METRICS

| Metric | FY26 |
|---|---|
| Gross Operating Cash Flow | $123.5m |
| Gross Operating Cash Flow Conversion | 101% |
| Free Cash Flow | $84.4m |
| Net Cash Movement | $27.2m |
| Net Cash / (Debt) | ($128m) |
| Indicative Net Leverage Ratio | 1.3x |
| Indicative Interest Cover Ratio | 15.5x |

## GROSS OPERATING CASH FLOW OF $123.5M, UP 40% YOY




## STRONG FREE CASH FLOW OF $84.4M, UP 50% YOY




Refer to the appendices for list of definitions.
Full cash flow bridge included in the appendices.

FINANCIAL HIGHLIGHTS

# Strong cash generation funding high-return growth opportunities.

## 1 Growth in core cashflow

**FY26 Group revenue**
up 21.6% to $664.3m

**Operating leverage**
FY26 Underlying EBITDA margin up 1.6% to 18.5%

**Cash conversion**
FY26: 101% cash conversion of Underlying EBITDA

## 2 Investment management for growth

**Network capacity + platform enhancement**
FY26 capex: $15.8m

**Digital & AI**
FY26 capex: $9.5m

**Smart Communities**
FY26 capex: $7.6m

**Accretive M&A**
FY26: Lynham and Frontier acquired

## 3 Capital management

**Net debt/EBITDA leverage target: <2.5x**
FY26: 1.3x

**Smart Communities with >25% IRR[1]** on capital invested

**Capital management**
buy-back or dividend will be reviewed as cash generation increases

[1]The key targets and financials goals on this slide do not constitute guidance and carry risks and uncertainties. Refer to the Disclaimer slide in relation to key targets and financial goals.

# Looking Forward.

# Our SUPERCHARGE 2029 strategy aims for industry leading growth and shareholder returns.

**Executing towards our FY29 growth Ambitions[1]**

| >$1B | $200m | >30% |
|---|---|---|
| Group Revenue | Group Underlying EBITDA | Reported EPS Growth (CAGR) |

**Strategy Pillars**

1. Leading Consumer Broadband growth
2. Transform customer experiences
3. AI enabled operating leverage
4. Scale Smart Communities
5. Profitable growth

[1]The key targets and financials goals on this slide do not constitute guidance and carry risks and uncertainties. Refer to the Disclaimer slide in relation to key targets and financial goals.

# Q&A.

# Appendices.

GLOSSARY

# Key Financial Definitions.

| Metric | Definition |
|---|---|
| **Reported Revenue** | Reported Revenue as disclosed in the Income Statement. |
| **Underlying Segment Revenue** | Calculated as reported segment revenue adjusted for amortised Origin share-based consideration (FY25: $3.7m, FY26: $7.2m). Refer to slide 40 for a reconciliation |
| **Underlying EBITDA** | Calculated as Net Profit After Tax adjusted for tax, interest, depreciation & amortisation, share-based consideration, restructuring costs and M&A-related costs. Refer to slide 39 for a reconciliation |
| **Underlying NPAT** | Calculated as Net Profit After Tax (NPAT) adjusted for share-based consideration, restructuring costs, M&A-related costs and certain tax items. Refer to slide 39 for a reconciliation |
| **Gross Operating Cash flow** | Gross Operating Cash Flow is calculated as receipts from customers minus payments to suppliers and employees, per Statement of Cash Flows. |
| **Gross Operating Cash Flow Conversion** | Gross Operating Cash Flow Conversion calculated by dividing Gross Operating Cash Flow by Underlying EBITDA. |
| **Free Cash Flow** | Free Cash Flow is calculated as the operating cash flow less investing cash flow adjusted for acquisition and disposals. |
| **Net Debt** | Net debt is calculated as bank borrowings ($230.0m) minus cash ($101.7m). Does not include bank guarantees. |
| **Operating Expenses** | Excludes share-based consideration, restructuring costs and M&A-related costs |
| **Opex/Revenue** | Opex/Revenue is calculated by dividing Operating Expenses (excluding Doubtful Debts and Marketing Expenses) by Revenue. |
| **Capex** | Investment in network, technology and customer infrastructure, excluding IRU (Right-of-Use) assets. |
| **Origin Share-Based Payments** | The non-cash amortisation of the asset created when shares are issued to Origin Energy under the exclusive wholesale broadband agreement (signed Mar-24). The amortisation amount reduces reported revenue and reported gross profit. It is added back in Underlying segment reporting. |
| **Smart Communities Construction profile** | Construction profiles are subject to change, they represent Superloop forecasts based on advised construction plans from developers. The construction profile includes all product types (e.g. PBSA & FTTP) |
| **Return on Invested Capital (ROIC)** | ROIC is calculated as NOPAT divided by average invested capital. NOPAT is Underlying EBIT x (1- tax rate). Underlying EBIT is calculated as Underlying EBITDA minus D&A excluding amortisation of acquired intangibles. |
| **Reported Earning Per Share (EPS)** | Calculated as NPAT divided by the weighted average number of shares in FY26 (512,812,918 shares). |

GLOSSARY

# Customer Number Definitions.

| Metric | Definition |
|---|---|
| **Consumer** | Unique customers on various access technologies such as nbn™, Superloop Fixed Wireless and mobile. A single customer with multiple services (such as broadband, VoIP and mobile) only counts as a single customer.<br>Smart Communities customers whose retail service provider is a Superloop company are reported in the Consumer segment |
| **Business** | Unique end business locations on various access technologies such as Superloop Managed WiFi, Superloop Fibre, Superloop Fixed Wireless, nbn™ and mobile.<br>A single business location with multiple services (such as broadband, managed services, VoIP and mobile) counts as a single business location. A single business with 5 locations (branches) serviced by Superloop, however, counts as five business locations.<br>A managed WiFi customer to whom Superloop services 100 uniquely identifiable locations counts as 100 business locations. Covers all business sub-segments including SMB, mid market and enterprise. Business locations serviced via the nbn network as defined by the nbn™ March 2025 report.<br>A Fibre-to-the-Premises (FTTP) lot is a distinct location in a building with a separate Network Termination Device and Unique Location ID. Active means service provided to lot, Connected means service available at lot, Committed means contracted to connect to lot. Customers includes active lots only.<br>Smart Communities customers whose retail service provider is external to Superloop, are reported in the business segment. |
| **Wholesale** | Number of customers purchasing telco offerings from Superloop plus unique end customers serviced via Superloop wholesale aggregation and white label products as defined in Consumer and Business above. |
| **Segment Financials** | Total customer numbers above do not fully align with segment revenue and COGS. Specifically, businesses purchasing a residential rather than business plan are reported in the Consumer segment (revenue, margin and customer numbers) rather than the Business segment. |
| **NBN Market Share** | NBN Market Share based on data provided by NBN to Superloop. |

FY26 FINANCIAL INFORMATION

# FY26 Group Income Statement.

| $m | FY25 | FY26 |
|---|---|---|
| Reported Revenue[1] | 546.46 | 664.30 |
| Cost of Goods Sold | (356.84) | (429.54) |
| **GROSS PROFIT** | **189.62** | **234.77** |
| Other Income | 1.81 | 2.38 |
| Origin Share Based Payment | 3.68 | 7.18 |
| Operating Expenses | (102.96) | (121.62) |
| **UNDERLYING EBITDA** | **92.16** | **122.70** |
| Underlying EBITDA adjustments (refer following slide) | (16.92) | (16.09) |
| **REPORTED EBITDA** | **75.24** | **106.62** |
| Depreciation & Amortisation | (77.60) | (74.13) |
| Net Interest Expense | (5.27) | (7.78) |
| Foreign Exchange Gains/(Losses) | 0.26 | (0.36) |
| Share of Net Gains/(Losses) from Investment in Associate | (0.03) | (0.05) |
| **NET PROFIT/(LOSS) BEFORE INCOME TAX** | **(7.40)** | **24.30** |
| Income Tax (Expense)/Benefit | 8.61 | (6.78) |
| **NET PROFIT/(LOSS) AFTER INCOME TAX** | **1.21** | **17.52** |

[1] Reported Revenue is segment revenue after elimination of inter-segment revenue (FY26: $2.4m) and inclusive of the amortised Origin share-based payment (FY26: $7.2m) which reduces revenue. The Origin Share Based payment is added back for the purpose of calculating Underlying EBITDA. Full list of definitions can be found on the Key Financial Definitions Slide in the appendices.

# FY26 Reported to Underlying NPAT.

| $m | FY26 Reported | Origin Share Consideration | Share Based Payments - Employees | Restructuring Costs | Transaction Costs | Amortisation of Acquired Intangibles | Inter-Segment Revenue | FY26 Underlying |
|---|---|---|---|---|---|---|---|---|
| Revenue | 664.30 | 7.18 | | | | | 2.40 | 673.88 |
| Direct Costs | (429.54) | | | | | | (2.40) | (431.94) |
| **GROSS PROFIT** | **234.77** | | | | | | | **241.95** |
| Other Income | 2.38 | | | | | | | 2.38 |
| Operating Expenses | (130.53) | | 6.14 | 0.45 | 2.33 | | | (121.62) |
| **EBITDA** | **106.62** | **7.18** | **6.14** | **0.45** | **2.33** | | | **122.70** |
| Depreciation & Amortisation | (74.13) | | | | | 20.42 | | (53.71) |
| Net Interest Expense | (7.78) | | | | | | | (7.78) |
| Foreign Exchange Gains/(Losses) | (0.36) | | | | | | | (0.36) |
| Share of Net Gains/(Losses) from Investment in Associate | (0.05) | | | | | | | (0.05) |
| **NET PROFIT BEFORE TAX** | **24.30** | **7.18** | **6.14** | **0.45** | **2.33** | **20.42** | | **60.81** |
| Income Tax (Expense)/Benefit | (6.78) | - | (5.67) | (0.13) | (0.25) | (6.13) | | (18.96) |
| **NET PROFIT AFTER TAX** | **17.52** | **7.18** | **0.46** | **0.31** | **2.08** | **14.29** | | **41.85** |
| **EARNINGS PER SHARE (CENTS)** | **3.41** | | | | | | | **8.15** |

Full list of definitions can be found on the Key Financial Definitions Slide in the appendices.

# Underlying Segment to Financial Statement reconciliation.

| | SEGMENT RESULTS (Investor Pack) | | FINANCIAL STATEMENT DISCLOSURES (Segment note) | | |
|---|---|---|---|---|---|
| | Underlying Segment Results | Adjustment: Origin Share Based Payment | Segment Results | Inter-Segment Eliminations Adjustments | Consolidated Results |
| **Revenue ($m)** | | | | | |
| Wholesale | 97.30 | (7.18) | 90.13 | | |
| Business | 113.39 | | 113.39 | | |
| Consumer | 463.19 | | 463.19 | | |
| | 673.88 | (7.18) | 666.70 | (2.40) | 664.30 |
| **Cost of Goods Sold ($m)** | | | | | |
| Wholesale | (29.94) | | (29.94) | | |
| Business | (64.590) | | (64.590) | | |
| Consumer | (337.40) | | (337.40) | | |
| | (431.93) | | (431.93) | 2.40 | (429.54) |
| **Gross Profit ($m)** | | | | | |
| Wholesale | 67.36 | | 60.18 | | |
| Business | 48.80 | | 48.80 | | |
| Consumer | 125.79 | | 125.79 | | |
| | 241.95 | | 234.77 | | 234.77 |

- **Origin Share Based Payment** of $7.2m relates to shares provided as part of the Origin contract. These amounts are recognised as a reduction in revenue but are added back in the Underlying Wholesale segment reporting.
- **Inter-Segment Eliminations** of $2.4m removes internal charges between Superloop's segments. Reported separately for the first time, having previously been immaterial

Full list of definitions can be found on the Key Financial Definitions Slide in the appendices.

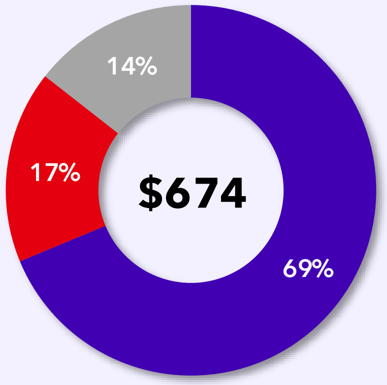
FY26 FINANCIAL INFORMATION

# Half-Year underlying segment results[1].

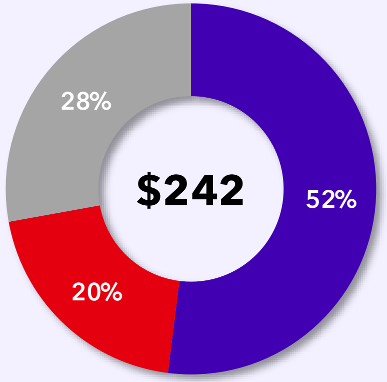
| $m | 1H24 | 2H24 | 1H25 | 2H25 | 1H26 | 2H26 | FY26 |
|---|---|---|---|---|---|---|---|
| **Revenue** | | | | | | | |
| Consumer | 118.87 | 145.69 | 170.33 | 193.37 | 219.68 | 243.50 | 463.19 |
| Business | 52.60 | 51.44 | 52.19 | 52.67 | 54.27 | 59.12 | 113.39 |
| Wholesale (Underlying) | 22.97 | 25.06 | 36.58 | 45.01 | 46.74 | 50.56 | 97.30 |
| **TOTAL SEGMENT REVENUE** | **194.43** | **222.20** | **259.10** | **291.05** | **320.69** | **353.18** | **673.88** |
| **Cost of Goods Sold** | | | | | | | |
| Consumer | (85.07) | (104.78) | (124.20) | (139.93) | (159.28) | (178.12) | (337.40) |
| Business | (31.31) | (30.92) | (31.45) | (30.98) | (31.55) | (33.05) | (64.59) |
| Wholesale | (9.35) | (10.09) | (13.88) | (16.40) | (14.89) | (15.06) | (29.94) |
| **TOTAL COST OF GOODS SOLD** | **(125.73)** | **(145.79)** | **(169.53)** | **(187.31)** | **(205.72)** | **(226.22)** | **(431.93)** |
| **Gross Profit** | | | | | | | |
| Consumer | 33.80 | 40.91 | 46.12 | 53.43 | 60.40 | 65.39 | 125.79 |
| Business | 21.29 | 20.52 | 20.73 | 21.69 | 22.73 | 26.07 | 48.80 |
| Wholesale (Underlying) | 13.62 | 14.97 | 22.71 | 28.61 | 31.85 | 35.50 | 67.36 |
| **TOTAL SEGMENT GROSS PROFIT** | **68.70** | **76.40** | **89.56** | **103.74** | **114.98** | **126.96** | **241.95** |
| **Gross Margin %** | | | | | | | |
| Consumer | 28.4% | 28.1% | 27.1% | 27.6% | 27.5% | 27.0% | 27.2% |
| Business | 40.5% | 39.9% | 39.7% | 41.2% | 41.9% | 44.1% | 43.1% |
| Wholesale (Underlying) | 59.3% | 59.7% | 62.1% | 63.6% | 68.2% | 70.2% | 69.2% |
| **TOTAL SEGMENT GROSS MARGIN (%)** | **35.3%** | **34.4%** | **34.6%** | **35.6%** | **35.9%** | **35.9%** | **35.9%** |

## FY26

### Segment Revenue ($m)




### Segment Gross Profit ($m)




■ Consumer ■ Business ■ Wholesale

[1]Underlying Segment Results are based on Underlying Segment Revenue as defined in the Key Financial Definitions slide in the appendices and a reconciliation of segment results to financial statement disclosures is also provided.

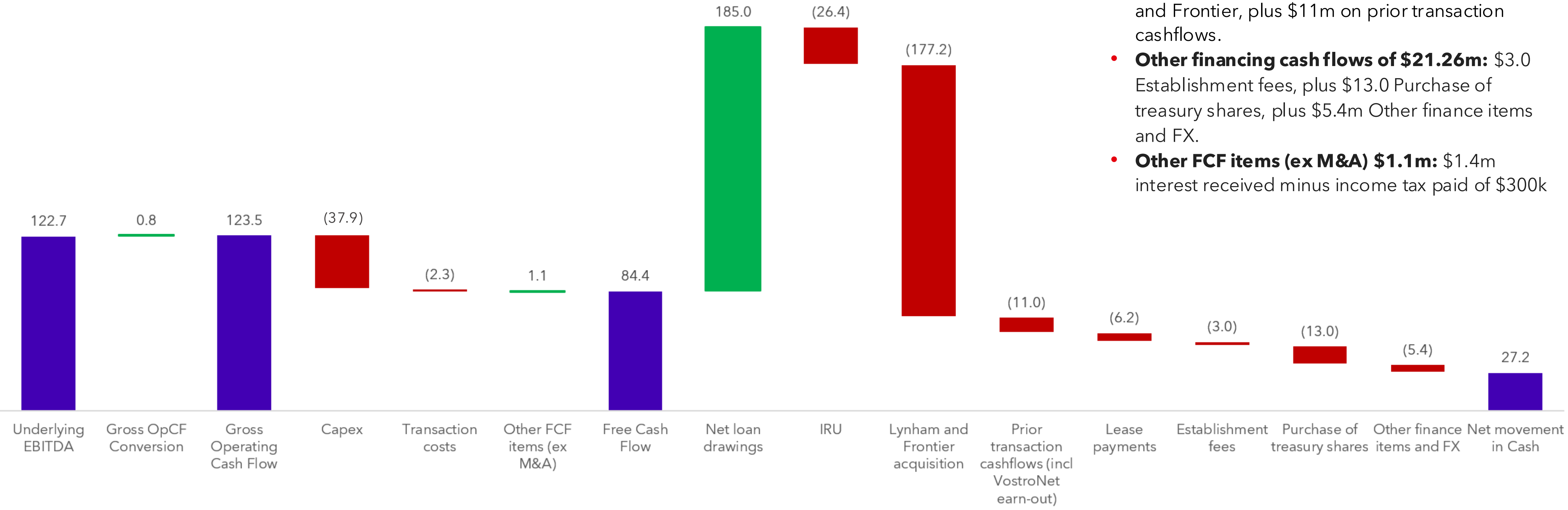
FY26 FINANCIAL INFORMATION

# Cash flow Summary.

| $m | FY25 | FY26 | Change $ | Change % |
|---|---|---|---|---|
| Gross operating cash flow | 87.97 | 123.45 | 35.48 | 40.34% |
| Transaction costs | (7.24) | (2.33) | (4.91) | (67.82%) |
| Taxes paid | (0.03) | (0.32) | (0.29) | *Nm* |
| **Cash inflow from operating activities** | **80.70** | **120.80** | **40.10** | **49.70%** |
| Capex | (28.45) | (37.85) | (9.40) | 33.04% |
| Investing cash flows on M&A activities & IRU | (20.44) | (214.52) | (194.08) | *Nm* |
| Other investing cash flows | 4.07 | 1.41 | (2.66) | (65.36%) |
| **Cash outflow from investing activities** | **(44.81)** | **(250.96)** | **(206.14)** | **459.93%** |
| Lease payments | (6.28) | (6.23) | 0.05 | (0.72%) |
| Bank Debt proceeds (net) | (3.00) | 185.00 | 188.00 | *Nm* |
| Other financing cash flows | (3.83) | (21.26) | (17.43) | 455.09% |
| **Cash inflow from financing activities** | **(13.11)** | **157.51** | **170.61** | ***Nm*** |
| Foreign Exchange Movements in Cash | 0.12 | (0.14) | (0.26) | (215.76%) |
| **Net movement in Cash** | **22.90** | **27.22** | **4.32** | **18.88%** |
| **Closing Cash** | **74.46** | **101.68** | **27.23** | **36.56%** |
| **Free Cash Flow** | **56.33** | **84.38** | **28.05** | **49.80%** |

Full list of definitions can be found on the Key Financial Definitions Slide in the appendices.

# Underlying EBITDA to net cash movement.




- Per Statement of Cash flow
  - **Investing cash flows on M&A activities & IRU of $214.52m:** $26.4m IRU, plus $177.2 on Lynham and Frontier, plus $11m on prior transaction cashflows.
  - **Other financing cash flows of $21.26m:** $3.0 Establishment fees, plus $13.0 Purchase of treasury shares, plus $5.4m Other finance items and FX.
  - **Other FCF items (ex M&A) $1.1m:** $1.4m interest received minus income tax paid of $300k

Full list of definitions can be found on the Key Financial Definitions Slide in the appendices.

# Balance sheet.

| $m | 30 June 25 | 30 June 26 |
|---|---|---|
| Cash & Cash Equivalents | 74.46 | 101.68 |
| Trade and Other Receivables | 50.32 | 53.29 |
| Other Current Assets | 23.14 | 35.28 |
| Property, Plant & Equipment | 135.21 | 191.30 |
| Rights and Licences | 49.13 | 60.98 |
| Other Intangible Assets | 50.70 | 71.02 |
| Goodwill From Acquisitions | 167.28 | 285.36 |
| Deferred Tax Assets | 25.95 | 13.09 |
| Other Non-Current Assets | 32.53 | 35.43 |
| **TOTAL ASSETS** | **608.71** | **847.43** |
| Trade and Other Payables | (94.13) | (118.44) |
| Lease Liabilities (Current) | (5.04) | (5.77) |
| Other Current Liabilities | (44.80) | (55.21) |
| Lease Liabilities (Non-Current) | (5.70) | (14.06) |
| Bank Borrowings | (45.00) | (227.53) |
| Other Non-Current Liabilities | (16.80) | (15.19) |
| **TOTAL LIABILITIES** | **(211.46)** | **(436.19)** |
| **EQUITY** | **397.25** | **411.24** |

# Key Financial and operating metrics.

| Category | FY25 | FY26 | FY29 Ambition |
|---|---|---|---|
| **Group Financials** | | | |
| Reported Revenue ($m) | 546.5 | 664.3 | >1.0B |
| Gross Profit ($m) | 189.6 | 234.8 | |
| Gross Margin (%) | 34.7 | 35.3 | |
| Underlying EBITDA ($m) | 92.2 | 122.7 | 200 |
| Underlying EBITDA Margin (%) | 16.9% | 18.5% | |
| NPATA ($m) | 28.3 | 37.9 | |
| NPAT ($m) | 1.2 | 17.5 | |
| Reported EPS (cents) | 0.24 | 3.4 | 3-year CAGR >30% |
| Gross Operating Cash Flow ($m) | 88.0 | 123.5 | |
| Free Cash Flow ($m) | 56.3 | 84.4 | |
| Cash Conversion (%) | 95 | 101 | |
| **Capital Management** | | | |
| BAU Capex ($m) | 28.4 | 30.3 | 4.25-4.75% of Group Revenue |
| Smart Communities Capex ($m) | | 7.6 | 16-20 |
| Smart Communities Integration Capex ($m) | | | 4 (FY27 only) |
| Net Debt / Underlying EBITDA | n/a (net cash) | 1.3x | |
| ROIC (%) | | 10.3 | |
| **Opex** | | | |
| Opex (ex Marketing) ($m) | 81.8 | 93.0 | |
| Marketing ($m) | 21.2 | 28.6 | |
| Opex/Revenue (%) | 14.4 | 13.5 | |

| Category | FY25 | FY26 | FY29 Ambition |
|---|---|---|---|
| **Consumer Segment KPIs** | | | |
| Consumer numbers ('000) | 385 | 501 | |
| Consumer net customer adds ('000) | 63 | 116 | |
| Consumer Gross Margin (%) | 27.4 | 27.2 | |
| Consumer NBN Market share (%) | 4.3 | 5.2 | |
| Brand Awareness (%) | 24 | 34 | |
| **Wholesale KPIs** | | | |
| Wholesale customer numbers ('000) | 238 | 317 | |
| Wholesale net customer adds ('000) | 198 | 79 | |
| Wholesale Gross Margin (%) | 62.9 | 69.2 | |
| **Business KPIs** | | | |
| Business customer numbers ('000) | 107 | 117 | |
| Business net customer adds ('000) | 15 | 10 | |
| Business Gross Margin (%) | 40.5 | 43.1 | |
| **Smart Communities KPIs** | | | |
| Contracted lots ('000) | 97 | 190 | 260 |
| Built lots ('000) | 55 | 90 | |
| Active lots ('000) | 44 | 65 | |
| New Contracted lots ('000) | 18 | 93 | 25k p.a. FY27-29 |
| **Group operating metrics** | | | |
| Group Customer numbers ('000) | 730 | 935 | |
| Group Customer net adds ('000) | 276 | 205 | |
| Group NBN Market share (%) | 6.6 | 8.5 | |

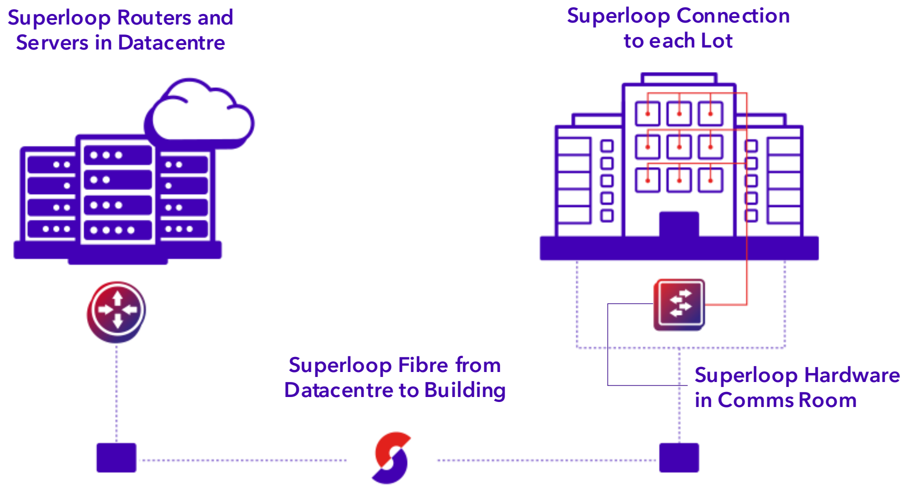
Full list of definitions can be found on the Key Financial Definitions Slide in the appendices.

# Smart Communities explained.

Smart Communities delivers wholesale FTTP services and WiFi solutions to different classes of new properties

## PRODUCTS

| Purpose Built Student accommodation | Superloop-owned Fibre to the Premise |
|---|---|
| **PBSA:** Superloop is the no. 1 Australian broadband provider in the tertiary student accommodation market | **FTTP**: new greenfield properties. Superloop established and credible |




## Markets

| | |
|---|---|
| Broadacre communities | **FTTP solutions for Broadacre developments** |
| Residential & mixed use | **Residential FTTP supported by intelligent Wi-Fi solutions** |
| Build-to-Rent | **High-speed FTTP tailored for Build-to-Rent developments** |
| Smart cities & Public WiFi | **Connecting communities with multi-layered Wi-Fi services** |
| Student Accommodation | **Managed Wi-Fi for student accommodation and universities** |

# Smart Communities key financial metrics[1].

| | | FY27 | Growth | FY29 |
|---|---|---|---|---|
| 1 | Monthly ARPU – Blended PBSA & Wholesale FTTP | **$46** | +$6.50 | **$50-$55** |
| 2 | Activation rate | **70%-75%** | +1.5% | **70%-78%** |
| 3 | Gross Margin | **70%-75%** | | |
| 4 | Payback (month)[2] | **30-45 months** | | |
| 5 | IRR on Capital deployed[3] | **>25% IRR** | | |
| 6 | Construction Profile | **~50% of contracted lots built within 3 years** | | |

1 These are the ambitions provided at the Investor Day on 3 June 2026
2 Payback measures the time for cumulative undiscounted monthly cash flows to recover the initial capital investment.
3 IRR calculated using monthly unlevered operating cash flows over a 20-year period, excluding terminal value.
List of definitions can be found on the Key Financial Definitions slide in the appendices.

# Enhanced ESG disclosures for future reporting requirements.

## Our ESG Framework

- **Reduce** our environmental impact
- Use our influence for **good**
- Maintain a solid foundation for **sustainable growth**

## FY26 ESG Activities

- Board training on environmental responsibilities conducted and ESG governance and reporting embedded.
- Environmental risk formally embedded in governance and risk frameworks.
- Sustainability Council established to oversee ESG priorities.
- Employee-shareholder alignment supported through the "General Performance Rights Plan".
- Our 4th ESG Report, due later this calendar year, will cover our wider ESG progress and goals alongside our first climate disclosures.

## AASB S2 Climate Disclosure Reporting

- Climate disclosures prepared in line with the four pillars of Governance, Strategy, Risk Management and Metrics & Targets, with limited assurance provided by the Group's auditor.
- Climate reporting processes, tools and frameworks established during FY26 with support from specialist consultants.
- One Physical Risk and one opportunity have been prioritised following assessment both with limited financial impact on the Group.
- Scope 1 and scope 2 emission disclosed, supported by reasonable estimates and assumptions where required.

# Thank you.

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