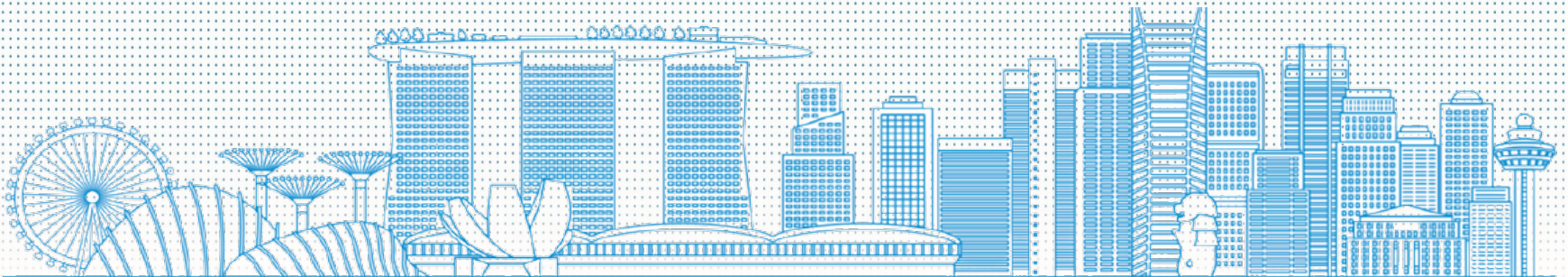


**NetLinkNBN**  
*the fibre of a smart nation*

**CEO Presentation**  
**19 July 2021**



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# Financial snapshot<sup>(1)</sup>

**REVENUE**

**S\$368m**

↓ (0.5)%<sup>(2)</sup>

**CASH BALANCE**

**S\$171m**

**MARKET  
CAPITALISATION<sup>(3)</sup>**

**S\$3,683m**

**EBITDA**

**S\$270m**

↑ 4.6%<sup>(2)</sup>

**GROSS DEBT**

**S\$666m**

**ENTERPRISE  
VALUE**

**S\$4,178m**

(1) FY21

(2) Variance versus FY20

(3) Based on the unit price of S\$0.945 at 31 Mar 2021

# Fibre is 'future proof'

#1

## PREFERRED

Only means of fixed broadband delivery in Singapore



## HIGH PENETRATION

Over 90% residential penetration rate



## LOW PRICES

Fibre broadband prices are lower in Singapore than many other countries



## CRITICAL INFRASTRUCTURE

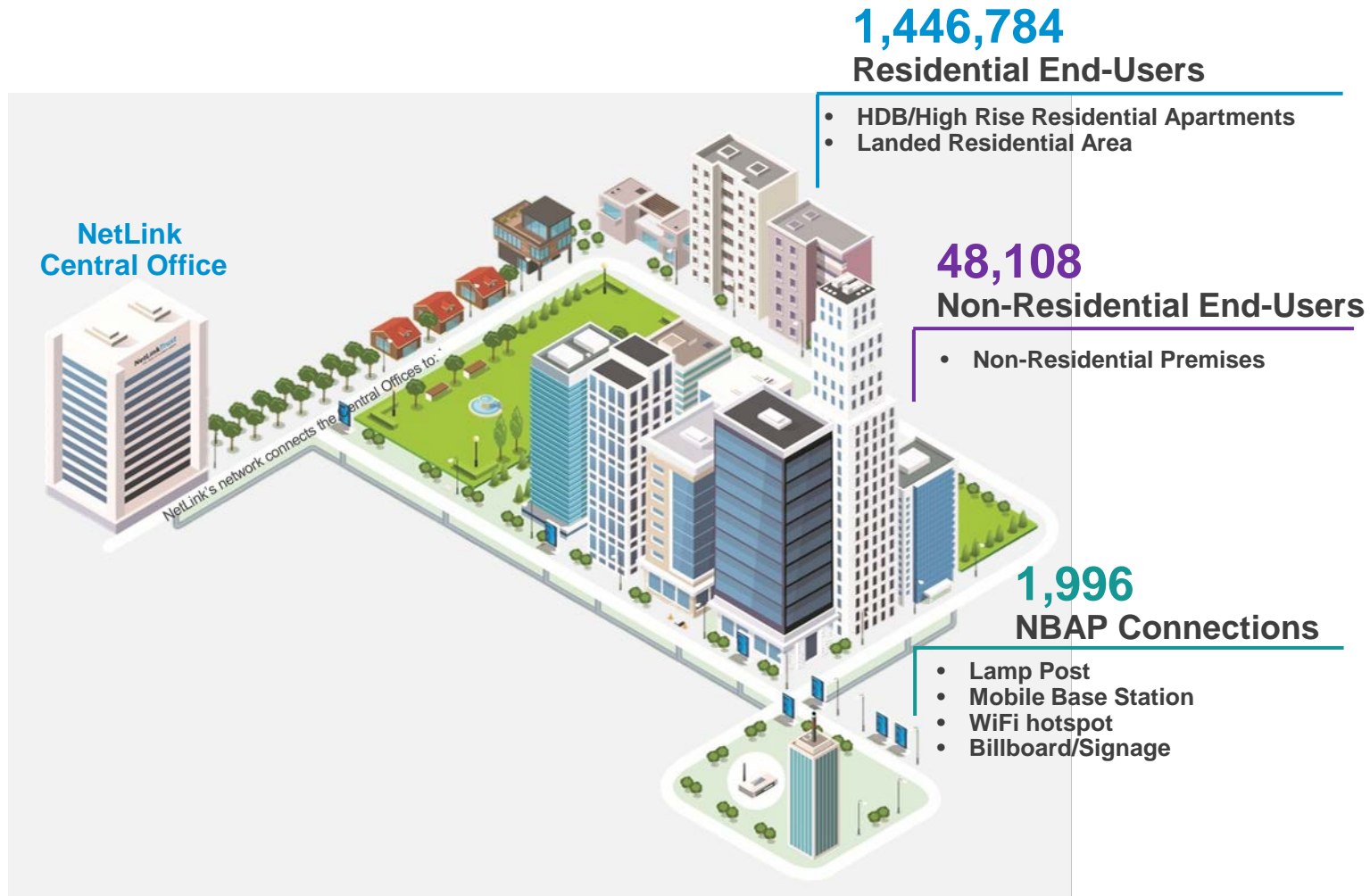
Fibre supports last-mile wireless access solutions such as WiFi hotspots and 4G/5G mobile base stations





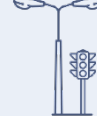





## SCALABLE

Fibre capacity is highly scalable and can support future transmission technologies

# Our network



# A resilient business model

	 Residential Connections	 Non-Residential Connections	 NBAP & Segment Connections	 Ducts & Manholes Service Revenue	 Installation Related Revenue	 Diversion Revenue	 Co-Location & Other Revenue	 Central Office Revenue
	RAB Revenue				Non-RAB Revenue			
% of FY21 Revenue	64.6%	8.3%	2.4%	7.8%	4.5%	2.3%	5.2%	4.9%
Recurring, predictable cash flows	✓	✓	✓	✓	-	-	✓	✓
Long-term contracts / customer stability	✓	✓	✓	✓	-	-	✓	✓
Regulated revenues	✓	✓	✓	✓	✓	-	✓	-
Creditworthy customers	✓	✓	✓	✓	✓	✓	✓	✓

## FY21 Profit & loss statement

\$'000	FY21	FY20	Variance (%)
Revenue	368,466	370,192	(0.5)
EBITDA	270,237	258,425	4.6
EBITDA Margin (%)	73.3	69.8	3.5 pp
Depreciation and Amortisation	(167,792)	(167,782)	-
Net finance charges	(10,803)	(18,774)	(42.5)
Profit before tax	91,642	71,869	27.5

**Revenue** for FY21 was marginally lower by 0.5% mainly due to lower installation-related, diversion and ducts & manholes service revenue. This was partially offset by higher residential, NBAP and segment connections revenue.

**EBITDA** increased 4.6% due mainly to: the lower write-off of project costs in relation to a discontinued IT project as compared to amount written off in FY20; government grants; lower operation & maintenance costs; and lower installation costs. The write-off of the project costs had no cashflow impact in FY21.

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

**CASH BALANCE**

**S\$171m**

**GROSS DEBT**

**S\$666m**

**NET ASSETS**

**S\$2,804m**

**GROSS DEBT/  
EBITDA<sup>(2)</sup>**

**2.5x**

**EBITDA INTERST  
COVER<sup>(2)</sup>**

**14.8x**

**NET ASSETS  
PER UNIT**

**71.9 cents**

- Stable capital structure with debt headroom to fund future capex

<sup>(1)</sup> As at 31 Mar 2021

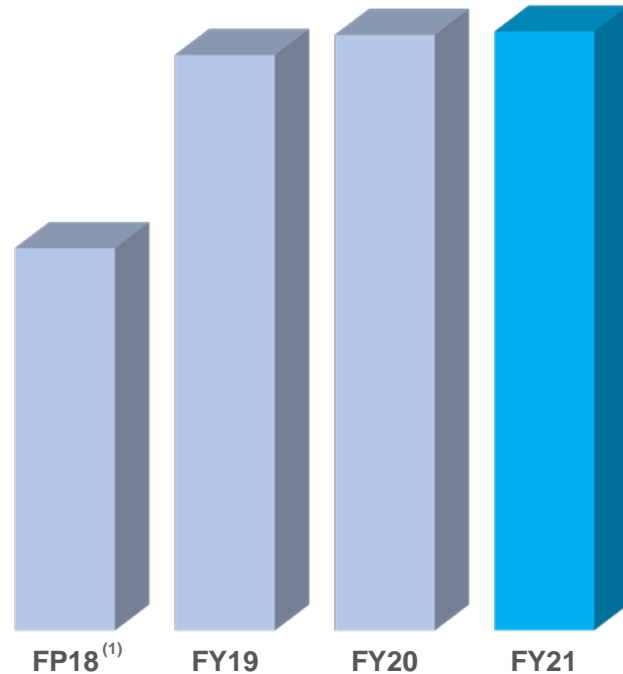
<sup>(2)</sup> Ratios calculated based on NetLink Group's trailing 12 months financials



# Attractive distribution yield with low risk

**Distribution per Unit  
(Singapore cents)**

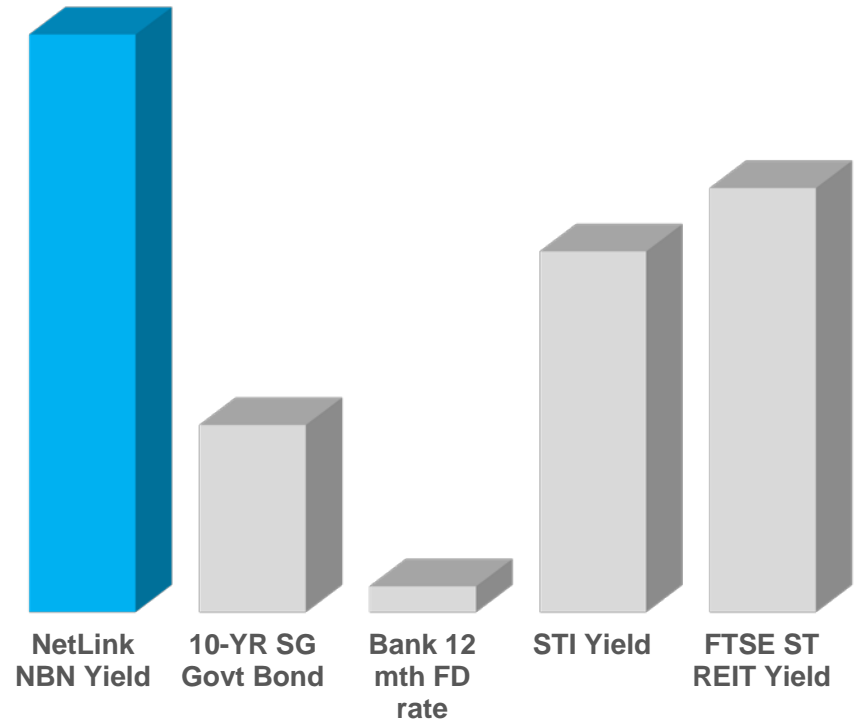
3.24	4.88	5.05	5.08
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**Distribution Yield (%)**

5.37	1.74	0.24	3.35	3.94
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Bloomberg as at 31 Mar 2021



(1) For the financial period 19 Jun 2017 (date of constitution) to 31 Mar 2018.

# Sustainability Report: Our achievements



- 100% islandwide fibre coverage and 99.99% network availability
- Collaborated with industry players on pilot 5G projects across Singapore
- Supported SMEs in their digital transformation through promotional pricing
- Zero incidents of corruption and recorded no material breaches of laws and regulations



- Employee turnover rate of 6.6%; much lower than the High-Tech Industry rate of 12.6%
- Zero incidents of discrimination during the year
- Zero work related incidents resulting in fatalities or permanent disabilities



- Responsible waste management.
- Minimised fibre waste generated from operations and achieved a scrap rate of 1.35% on fibre cable issued during the year
- Actively identify opportunities to be more efficient in our energy consumption

# Corporate Social Responsibility



Donated approximately **S\$430,000** and participated in **6** events, totalling about **280** volunteer man-hours

## RESPONSE TO COVID-19

- Prioritised the provisioning of fibre broadband connections to low income households
- Expedited contributions to the IMDA Home Access Programme
- Donated to various social causes including the Migrant Workers' Centre (MWC)

## RECOGNITION

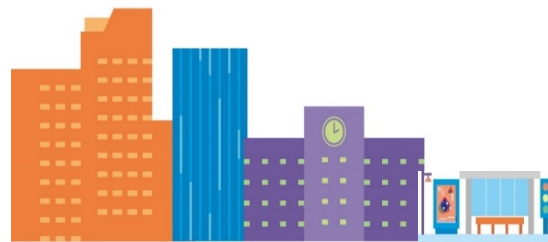
- Community Spirit – Gold Award awarded by Community Chest
- Top 5 donors of IMDA's Digital Readiness Efforts

# Our focus for FY22



## RESIDENTIAL

- Improve take-ups from first time fibre users
- Connect low-income households via initiatives such as IMDA's Home Access programme
- Connect new homes
- Improve service provisioning QoS



## NON-RESIDENTIAL AND NBAP

- Continue improving network capacity, flexibility and resilience
- Customised offerings for projects
- Support 5G roll-outs
- Improve take-ups at major Data Centres



## POTENTIAL NEW INVESTMENTS

- Explore opportunities to invest in telecoms infrastructure businesses which are likely to generate a stable cashflow

**Thank you**