

A person wearing a VR headset is shown in profile, looking towards the right. The background features a cityscape at night with illuminated buildings. Overlaid on the scene are various digital elements: a network of glowing blue and orange nodes connected by lines, a grid of small blue squares, and several glowing blue spheres. The overall aesthetic is futuristic and technological.

Analyst update for the financial period 1 Apr 2022 to 31 Mar 2023 (“FY23”)

18 May 2023

NetLinkNBN
the fibre of a smart nation

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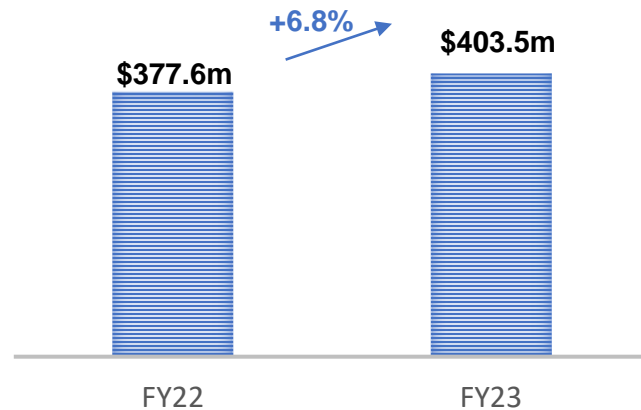
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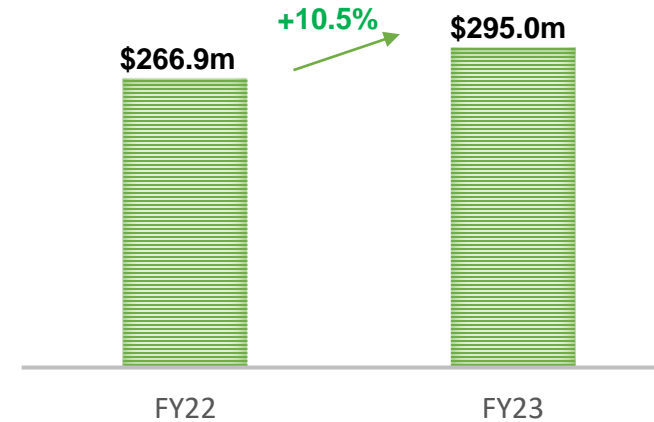
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FY23 Financial highlights

REVENUE



EBITDA



NET GEARING

20.3%

Comfortable debt headroom

WEIGHTED AVERAGE DEBT DURATION

3.4 years

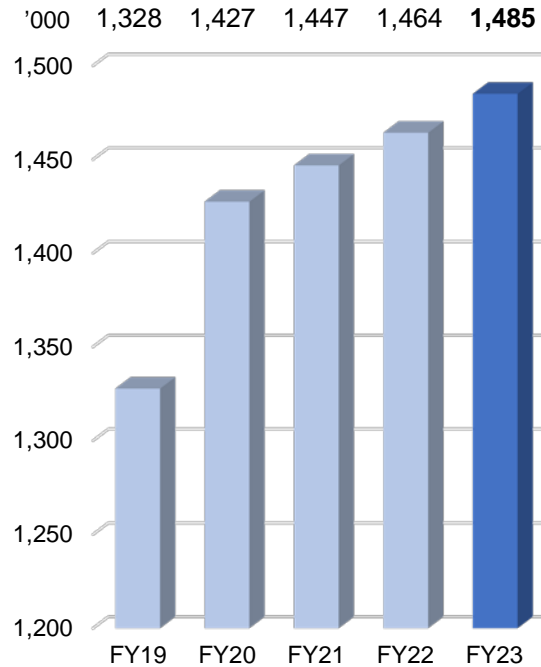
MARKET CAPITALISATION

\$3.4 billion

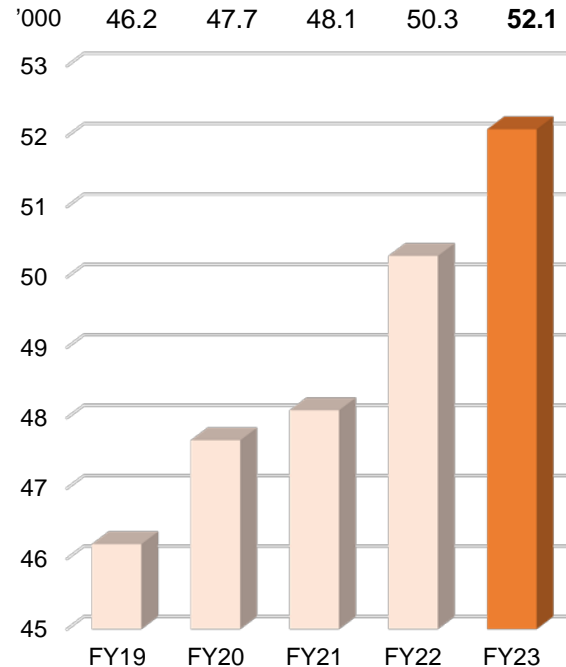
Unit price of \$0.86 as at
31 Mar 2023

Fibre connections

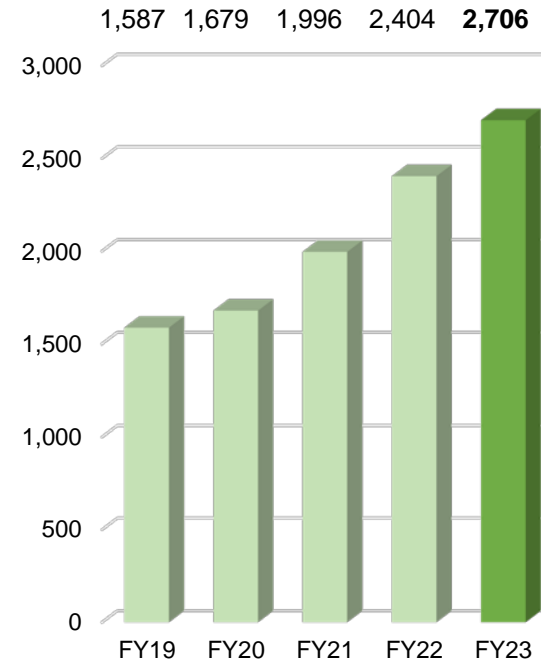
Residential



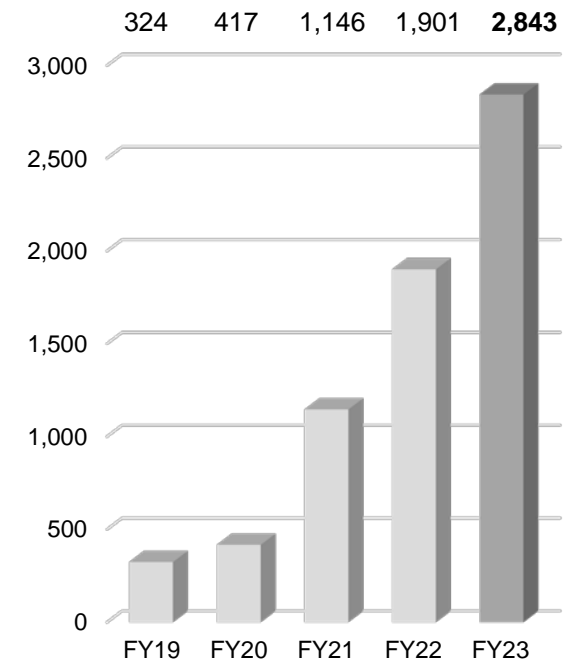
Non-Residential



Non-Building Address Points



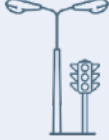







Segment⁽¹⁾



⁽¹⁾ Segment connections comprise, *inter alia*, Point-to-Point, Central Office to Central Office and Central Office to MDF room fibre connections provided to Requesting Licensees

Resilient business model

	 Residential Connections	 Non-Residential Connections	 NBAP & Segment Connections	 Ducts & Manholes Service Revenue	 Installation Related Revenue	 Ancillary Project Revenue	 Co-Location & Other Revenue	 Central Office Revenue
	RAB REVENUE				NON-RAB REVENUE			
% FY23 Revenue	60.5%	8.0%	4.2%	6.8%	5.0%	6.4%	5.3%	3.8%
Recurring, predictable cash flows	✓	✓	✓	✓	-	-	✓	✓
Long-term contracts / customer stability	✓	✓	✓	✓	-	-	✓	✓
Regulated revenues	✓	✓	✓	✓	✓	-	✓	-
Creditworthy customers	✓	✓	✓	✓	✓	✓	✓	✓

Strategic Focus

- 1. Improve network reach, densification and capability in support of NetLink's fibre-to-anywhere (FTTx) deployment.**
- 2. Improve competitiveness of NetLink's Fibre in enterprise and Government segment**
- 3. Provide expertise and infrastructure to support the upgrade of the NBN**
- 4. Explore opportunities to invest in telecoms infrastructure businesses overseas which are likely to generate a stable cashflow**
- 5. Create brand affinity with end-users**

FY23 Profit & loss statement

\$'000	FY23	FY22	Variance (%)
Revenue	403,460	377,611	6.8
EBITDA	294,979	266,941	10.5
EBITDA Margin (%)	73.1	70.7	2.4 pp
Depreciation and amortisation	(170,617)	(169,723)	0.5
Net finance charges	(15,145)	(10,140)	49.4
Net Profit after tax	109,253	91,262	19.7

Revenue for FY23 was **6.8%** higher than FY22 due to:

- Higher revenue from ancillary projects, NBAP and segment connections, residential connections, co-location and installation orders.
- Partially offset by lower Central Office revenue and ducts and manholes service revenue
- Ancillary project revenue contributed most significantly with more projects completed in FY23.

EBITDA was **10.5%** higher mainly due to:

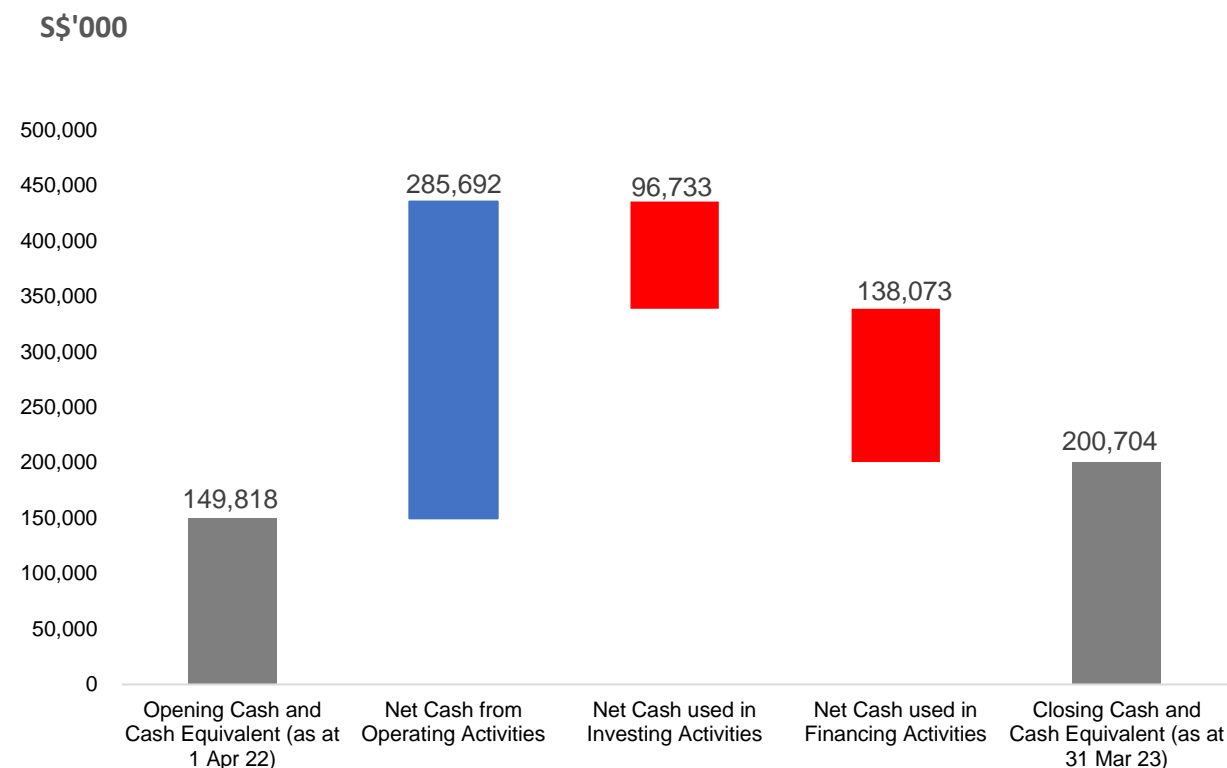
- Higher revenue (net of its related costs), higher other income, lower staff costs and operating expenses.
- Operating expenses for FY23 were significantly lower in comparison to FY22 because of the \$12.4 million remeasurement loss recorded in FY22 due to the reduction in rental rates upon the renewal of the Central Office lease agreements.

Credit metrics and cashflow

	FY23	FY22
Gross Debt	\$735m	\$666m
Weighted average debt maturity	3.4 yrs	3.4 yrs
Net debt/EBITDA ⁽¹⁾	1.8x	1.9x
EBITDA Interest cover ⁽¹⁾	18.6x	29.8x
Borrowings at Fixed Rate	69.4%	76.6%
Effective average interest rate	2.1%	1.1%

(1) Ratios calculated based on NetLink Group's trailing 12 months financial

- Debt interest rate substantially hedged
- Stable capital structure with debt headroom to fund future capex
- Strong cashflow generated from operations and cash reserves



Distribution details

Distribution period	1 October 2022 – 31 March 2023
Distribution amount	2.62 Singapore cents per Unit
Ex-distribution date and time	30 May 2023, 9am
Books closure date and time	31 May 2023, 5pm
Distribution payment date	13 June 2023

Distribution per Unit (Singapore cents)





Thank you

Investors and Media

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