

NETLINK NBN TRUST'S SECOND QUARTER AND FIRST HALF FY19 RESULTS EXCEED IPO PROJECTION

- **Continues to outperform EBITDA and Profit After Tax projections**
- **1,241,018 Residential and 45,514 Non-Residential End-User Connections Achieved**
- **Distribution Per Unit ("DPU") of 2.44 cents for H1 FY19**

Summary of the Trust Group's Results

S\$' million	1 Jul 2018 to 30 Sep 2018 ("Q2 FY19")			1 Apr 2018 to 30 Sep 2018 ("H1 FY19")		
	Actual	Projection ¹	Variance (%)	Actual	Projection ¹	Variance (%)
Revenue	90.6	84.9	6.7	176.7	168.7	4.8
EBITDA	61.2	59.4	3.0	122.2	117.8	3.8
EBITDA Margin (%)	67.6 ²	70.0	(2.4pp)	69.2 ²	69.8	(0.6pp)
Profit after tax	18.7	16.1	16.2	37.7	31.1	21.4

SINGAPORE, 2 November 2018 – NetLink NBN Management Pte. Ltd., the Trustee-Manager of NetLink NBN Trust (网联宽频信托) (NetLink NBN Trust, together with its subsidiaries, the "Trust Group") announced today that its EBITDA and Profit After Tax for the half year ended 30 September 2018 ("H1 FY19") outperformed projections by 3.8%

The joint issue managers of the initial public offering and listing of NetLink NBN Trust were DBS Bank Ltd., Morgan Stanley Asia (Singapore) Pte., and UBS AG, Singapore Branch. The joint underwriters of the initial public offering and listing of NetLink NBN Trust were DBS Bank Ltd., Morgan Stanley Asia (Singapore) Pte., UBS AG, Singapore Branch, Merrill Lynch (Singapore) Pte. Ltd., Citigroup Global Markets Singapore Pte. Ltd., The Hong Kong and Shanghai Banking Corporation Limited, Singapore Branch, Oversea-Chinese Banking Corporation Limited, and United Overseas Bank Limited. The joint issue managers and joint underwriters of the initial public offering assume no responsibility for the contents of this announcement.

¹ Projection for Q2 FY19 and H1 FY19 was part of the Projection Year 2019's projection disclosed in the prospectus dated 10 July 2017.

² EBITDA margin was lower than projection mainly due to the higher diversion revenues which carry lower margins as compared to the overall EBITDA margins of the Trust Group. Excluding the impact of the higher diversion revenues, the Trust Group would have achieved EBITDA margin of 70.4% and 71.1% in Q2 FY19 and H1 FY19 respectively.

and 21.4%, respectively. For the second quarter ended 30 September 2018 (“**Q2 FY19**”), EBITDA and Profit After Tax exceeded projections by 3.0% and 16.2%, respectively.

Mr. Tong Yew Heng (唐耀兴), Chief Executive Officer of the Trustee-Manager, said, “Our better-than-forecast earnings reflect the resilience of our business model. With the better performance, we are pleased to announce a higher distribution for H1 FY19 of 2.44 Singapore cents per Unit. Assuming the distribution for the second half of the financial year is the same as the first half, the annualised DPU of 4.88 cents will represent an increase of 5.2% over the projected DPU of 4.64 cents as stated in the Prospectus.”

RESILIENT BUSINESS

In H1 FY19, the Trust Group achieved revenue of S\$176.7 million, 4.8% higher than projected, mainly due to higher diversion revenue, and ducts and manholes service revenue. This was partially offset by lower than projected installation-related revenue.

The Trust Group achieved EBITDA and Profit After Tax of S\$122.2 million and S\$37.7 million for H1 FY19, which were 3.8% and 21.4% higher than projected, respectively.

In Q2 FY19, the Trust Group posted revenue of S\$90.6 million, 6.7% higher than projected. EBITDA and Profit After Tax were S\$61.2 million and S\$18.7 million respectively, which were 3.0% and 16.2% higher than projected.

As at 30 September 2018, there were 1,241,018 residential end-user connections and 45,514 non-residential end-user connections, an increase of 2.0% and 1.6% respectively compared to the end of the previous quarter. Non-Building Address Points (“**NBAP**”) connections increased by 13.4% to 1,280 connections compared to the end of the previous quarter.

STABLE CASH FLOW GENERATION TO SUPPORT UNITHOLDER RETURNS

The Trust Group reported steady net cash generated from operating activities of S\$107.2 million for H1 FY19.

As disclosed in the Prospectus, the Trust Group has a stated policy to make distributions on a semi-annual basis. For the half year ended 30 September 2018, the Trust Group declared distributions amounting to S\$95.1 million, or 2.44 Singapore cents per unit, which will be payable on 27 November 2018.

OUTLOOK

The Trust Group remains on track to achieve the number of end-user connections in both the Residential and Non-Residential fibre segments, in the projection as stated in the Prospectus for FY19. Though the Trust Group expects revenues from key connection services to meet the projection for FY19, overall revenues may be affected by lower installation revenues.

The Trust Group is continuing to expand its network in new housing estates. The Trust Group has also been working proactively with the Requesting Licensees (“RLs”) to anticipate future demand in the Non-Residential and NBAP segments, and to support the RLs’ efforts to acquire new corporate and NBAP customers.

With its extensive nationwide fibre network, the Trust Group is well-positioned to support, among others, the Smart Nation initiatives, the developments in Punggol Digital District and Jurong Innovation District, and the fourth mobile telecommunication operator in its mobile network deployment. In addition, the Trust Group is monitoring the development of the 5G network in Singapore and will explore opportunities associated with the new technology.

- End -

ABOUT NETLINK NBN TRUST

NetLink NBN Trust's nationwide network is the foundation of Singapore's Next Generation Nationwide Broadband Network ("**Next Gen NBN**"), over which ultra-high-speed internet access is delivered throughout mainland Singapore and its connected islands.

The Trust Group designs, builds, owns and operates the passive fibre network infrastructure (comprising ducts, manholes, fibre cables and Central Offices) of Singapore's Next Gen NBN. The Trust Group's extensive network provides nationwide coverage to residential homes and non-residential premises in mainland Singapore and its connected islands.

NetLink NBN Trust was listed on the Main Board of the Singapore Exchange Securities Trading Limited (**SGX-ST**) on 19 July 2017, and is a constituent of the FTSE ST Large & Mid Cap Index, FTSE ST Singapore Shariah Index and the MSCI Global Small Cap – Singapore Index.

For more information about NetLink NBN Trust, please visit: www.netlinknbn.com

For media queries, please contact:

Citigate Dewe Rogerson Singapore Pte Ltd

CHIA Hui Kheng / Amelia LEE

Tel: +65 6534 5122 (Office Hours)

E-Mail:

huikheng.chia@citigatedewerogerson.com / amelia.lee@citigatedewerogerson.com