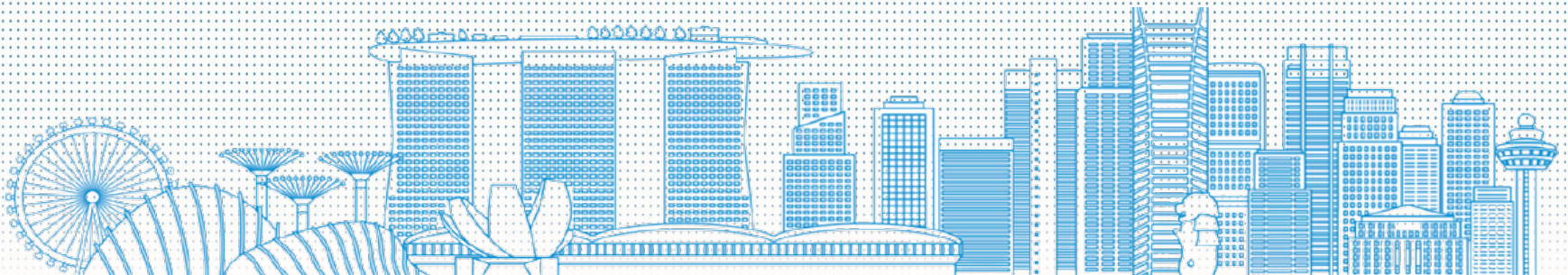


NetLinkNBN
the fibre of a smart nation

Analyst update for the financial period 1 Apr to 30 Sep 2021 ("H1FY22")

3 November 2021



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Financial snapshot⁽¹⁾

REVENUE

S\$188m

↑ 3.6%⁽²⁾

CASH BALANCE

S\$172m

**MARKET
CAPITALISATION⁽³⁾**

S\$3,877m

EBITDA

S\$127m

↓ 9.4%⁽²⁾

GROSS DEBT

S\$666m

**ENTERPRISE
VALUE⁽³⁾**

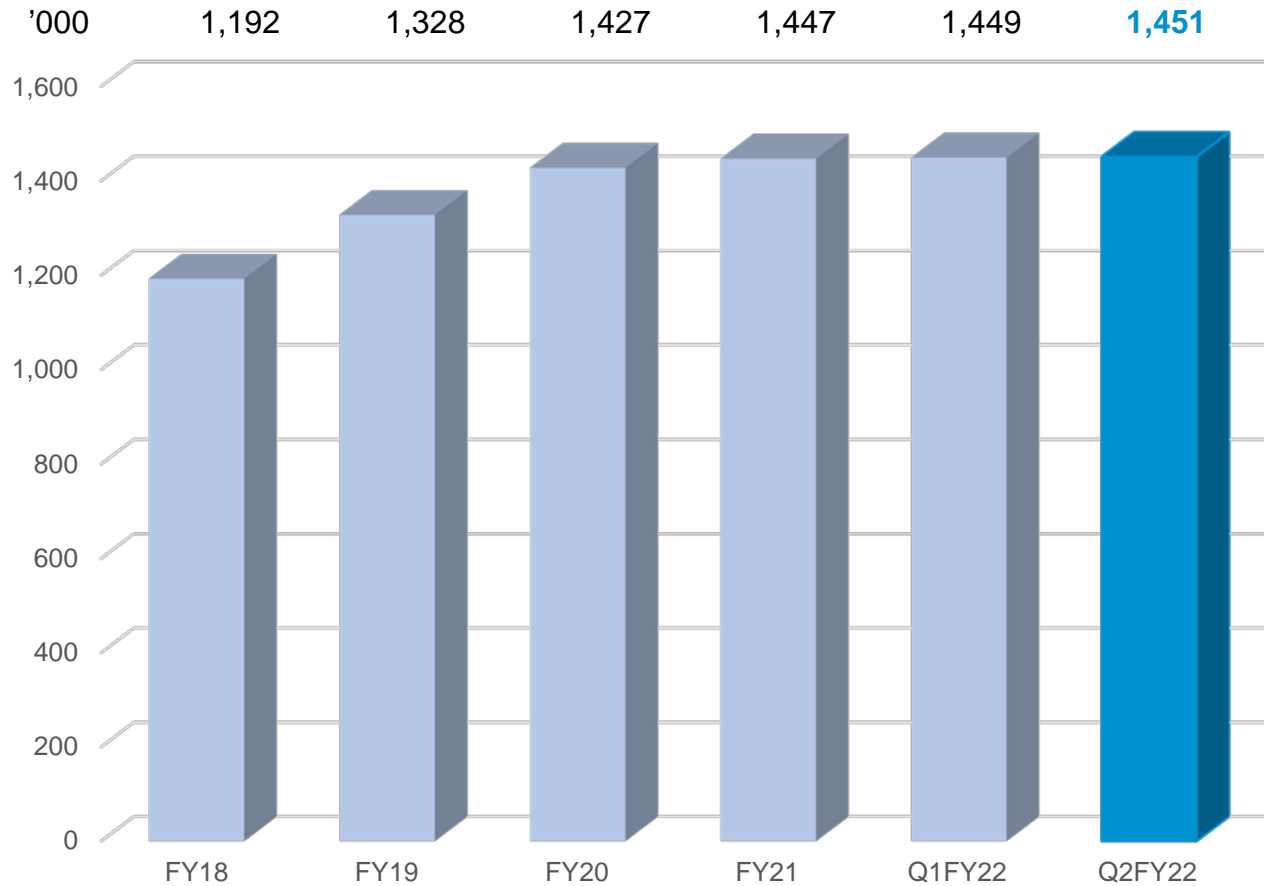
S\$4,371m

(1) H1FY22

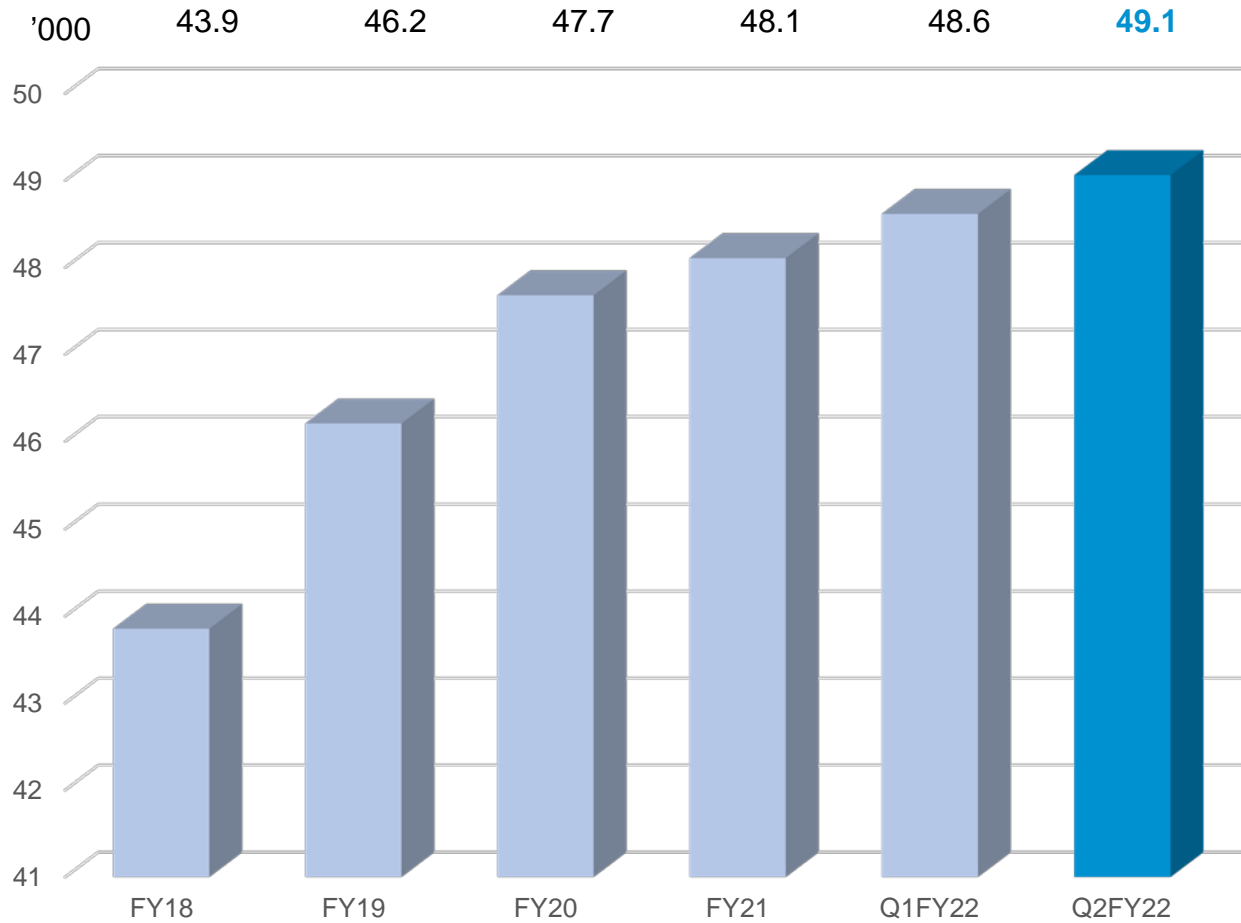
(2) Variance versus H1FY21

(3) Based on the unit price of S\$0.995 at 30 Sep 2021

Residential fibre connections

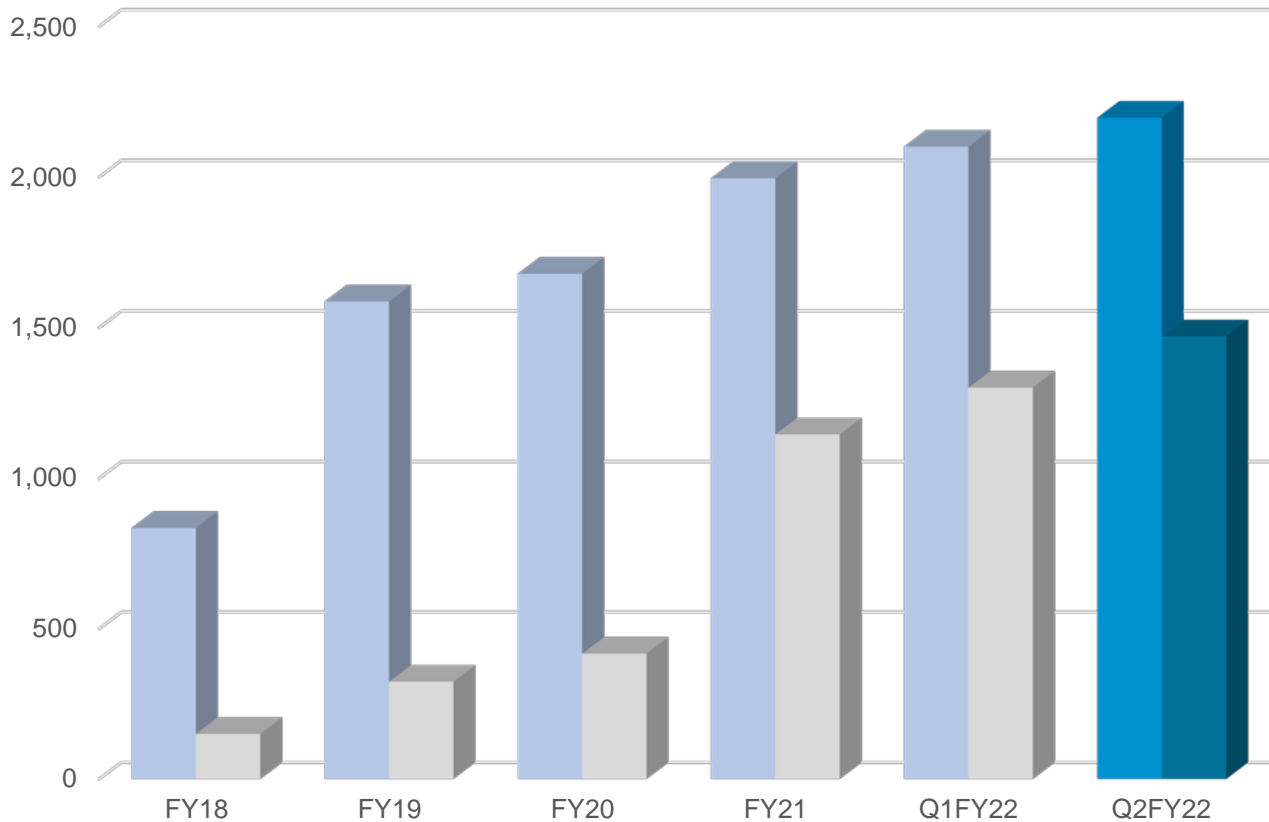


Non-residential fibre connections



Non-Building Address Point (“NBAP”) and Segment connections⁽¹⁾

	FY18	FY19	FY20	FY21	Q1FY22	Q2FY22
NBAP	835	1,587	1,679	1,996	2,101	2,197
Segment	150	324	417	1,146	1,301	1,471



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



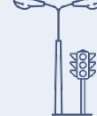





H1FY22 Profit & loss statement

\$'000	H1FY22	H1FY21	Variance (%)
Revenue	187,930	181,465	3.6
EBITDA	126,591	139,734	(9.4)
EBITDA Margin (%)	67.4	77.0	(9.6) pp
Depreciation and amortisation	(84,768)	(83,460)	1.6
Net finance charges	(5,151)	(9,344)	(44.9)
Profit before tax	36,672	46,930	(21.9)

Revenue for H1FY22 was 3.6% higher mainly due to higher residential, NBAP & segment connections revenue, installation-related revenue and diversion revenue. This was partially offset by lower ducts and manholes service revenue and Central Office revenue.

EBITDA decreased by 9.4% mainly due to a remeasurement loss of \$12.4 million relating to finance lease receivables arising from the reduction in rental rates upon the renewal of the CO lease agreements with the lessee from Sep 2021. In addition, there were lower government grants recorded in this period as compared to the amount received in the prior corresponding period. The reduction in rental rates is not expected to have a material cashflow impact for FY22 nor subsequent years. The accounting standards require the reduction in rental rate for FY22 and subsequent years (i.e. remaining lease term of the leasehold ranging from 47 to 67 years) to be recognised upfront as the remeasurement loss.

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 H1FY22 Revenue	63.9%	8.1%	3.2%	7.5%	5.1%	2.4%	5.1%	4.7%
Recurring, predictable cash flows	✓	✓	✓	✓	-	-	✓	✓
Long-term contracts / customer stability	✓	✓	✓	✓	-	-	✓	✓
Regulated revenues	✓	✓	✓	✓	✓	-	✓	-
Creditworthy customers	✓	✓	✓	✓	✓	✓	✓	✓

Robust balance sheet⁽¹⁾

Cash Balance	S\$172m
Gross Debt	S\$666m
Net Assets	S\$2,748m
Gross Debt/EBITDA ⁽²⁾	2.6x
EBITDA Interest Cover ⁽²⁾	20.0x

- Stable capital structure with debt headroom to fund future capex

(1) As at 30 Sep 2021

(2) Ratios calculated based on NetLink Group's trailing 12 months financials

Distribution Details

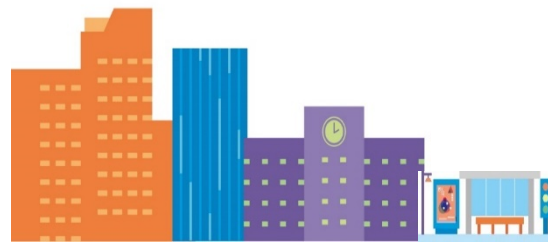
Distribution period	1 April 2021 – 30 September 2021
Distribution amount	2.56 Singapore cents per Unit
Ex-distribution date and time	16 November 2021, 9am
Books closure date and time	17 November 2021, 5pm
Distribution payment date	1 December 2021

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

Investors and Media

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