



# NetLinkNBN

*the fibre of a smart nation*

**Financial Results for the period  
1 Oct to 31 Dec 2018 (“Q3 FY19”)  
and 1 Apr to 31 Dec 2018  
 (“9M FY19”)**

**13 February 2019**

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# Overview

## Key Highlights

- **YTD EBITDA & PAT have exceeded projections by 3.8% and 20.1% respectively**
- **Residential fibre connections has surpassed the full-year IPO projections with 1.28 million residential end-users**
- **Resilient business model with transparent and predictable revenue streams**
- **Strong balance sheet to support growth**
- **The Trust Group expects to achieve the projected revenue as stated in the Prospectus for FY19 due to the better year-to-date performance**

## Financial Snapshot

\$m	Q3 FY19	Variance vs Projection <sup>(1)</sup>
Revenue	89.0	↑ 3.4%
EBITDA	62.8	↑ 3.7%
EBITDA Margin	70.6%	↑ 0.2 p.p
Profit After Tax	19.6	↑ 17.6%

\$m	As at 31 Dec 2018
Market Capitalisation <sup>(2)</sup>	2,962
Enterprise Value <sup>(2)</sup>	3,496
Net Assets	3,009
NAV Per Unit (Cents)	77.2

(1) Projection for the quarter was part of the Projection Year 2019's projection disclosed in the prospectus dated 10 Jul 2017.

(2) Based on the unit price of \$0.76 as at 31 Dec 2018.

# Fibre connections

(As at 31 Dec 2018)



## Residential

**1,499,714**

Home Passed

**1,371,409**

Home Reached

**1,283,801**

End-Users



## Non-Residential

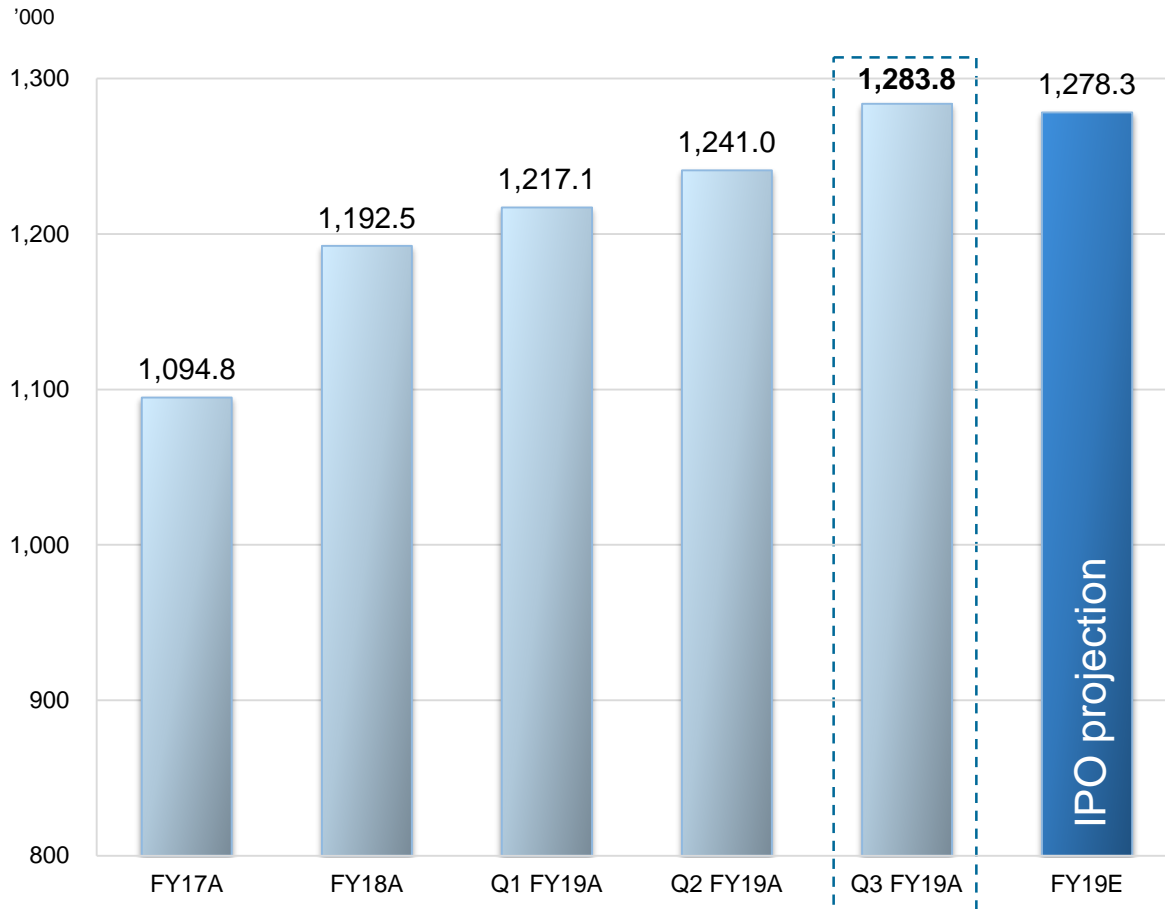
**32,562**

Building Reached

**45,734**

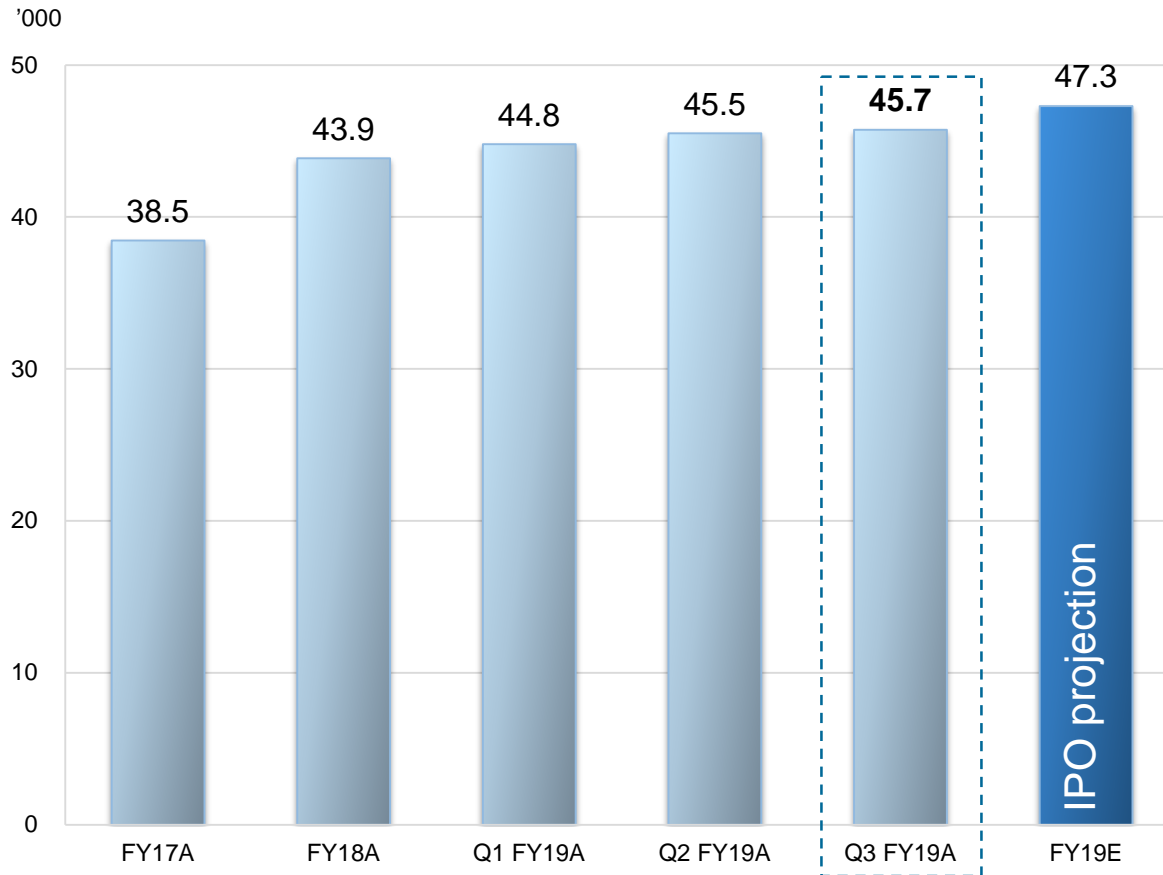
End-Users

# Residential fibre connections



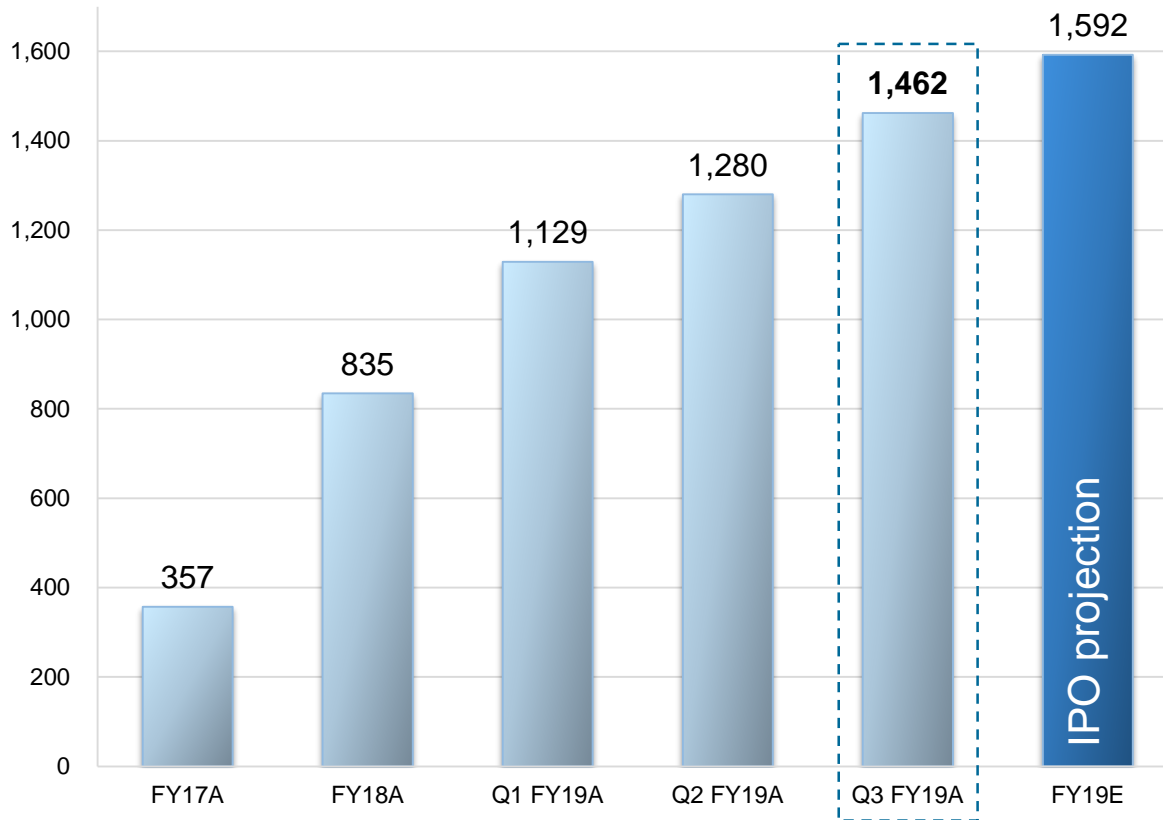
- 1.28m residential connections as at 31 Dec 2018
- Surpassed IPO projection, increasing 3.4% since 30 Sep 2018

# Non-residential fibre connections



- 45,734 non-residential connections as at 31 Dec 2018
- Increased 0.5% since 30 Sep 2018

# Non-Building Address Point (“NBAP”) connections



- NBAP connections have increased 14.2% since 30 Sep 2018
- Continue to support RLs and government agencies on Smart Nation initiatives

## Q3 FY19 Profit & loss statement

S\$'000	Q3 FY19	Projection <sup>(1)</sup>	Variance (%)
Revenue	89,012	86,108	3.4
<b>EBITDA</b>	<b>62,834</b>	<b>60,588</b>	<b>3.7</b>
EBITDA margin (%)	70.6	70.4	0.2pp
Depreciation & amortisation	(40,243)	(40,865)	(1.5)
Net finance charges	(4,486)	(5,588)	(19.7)
<b>Profit Before Tax</b>	<b>18,106</b>	<b>14,135</b>	<b>28.1</b>

(1) Projection for the quarter was part of the Projection Year 2019's projection disclosed in the prospectus dated 10 Jul 2017.

**Revenue** was higher due to higher diversion revenue and ducts and manholes service revenue. This was partially offset by lower than projected installation-related revenue.

**EBITDA margin** was in line with projections



## 9M FY19 Profit & loss statement









S\$'000	9M FY19	Projection <sup>(1)</sup>	Variance (%)
Revenue	265,717	254,779	4.3
<b>EBITDA</b>	<b>185,065</b>	<b>178,355</b>	<b>3.8</b>
EBITDA margin (%)	69.6	70.0	(0.4pp)
Depreciation & amortisation	(120,049)	(122,595)	(2.1)
Net finance charges	(12,969)	(15,674)	(17.3)
<b>Profit Before Tax</b>	<b>52,047</b>	<b>40,086</b>	<b>29.8</b>

(1) Projection for the nine months ended 31 Dec 2018 was part of the Projection Year 2019's projection disclosed in the prospectus dated 10 Jul 2017.

**Revenue** was higher due to higher diversion revenue and ducts and manholes service revenue. This was partially offset by lower than projected installation-related revenue.

**EBITDA margin** was lower than projection mainly due to the higher than projected diversion revenues which carry lower margins as compared to the overall EBITDA margins of the Trust Group.

# A resilient business model

	RAB Revenue				Non-RAB Revenue			
	 Residential Connections	 Non-Residential Connections	 NBAP and Segment Fibre Connections	 Ducts and Manholes Service Revenue	 Installation Related Revenue	 Diversion Revenue	 Co-Location and Other Revenue	 Central Office Revenue
% of Q3 FY19 Revenue	58.5%	8.5%	1.9%	10.6%	7.1%	2.6%	5.7%	5.1%
Recurring, predictable cash flows	✓	✓	✓	✓	–	–	✓	✓
Long-term contracts / customer stability	✓	✓	✓	✓	–	–	✓	✓
Regulated revenues	✓	✓	✓	✓	✓	–	✓	–
Creditworthy customers	✓	✓	✓	✓	✓	✓	✓	✓

## Balance sheet as at 31 Dec 2018

Cash Balance	S\$102m
Gross Debt	S\$636m
Net Assets	S\$3,009m
Gross Debt/EBITDA	2.6x
EBITDA Interest Cover	13.5x
Net Assets Per Unit <sup>(1)</sup>	77.2

<sup>(1)</sup> Net assets per unit represents equity divided by total number of units (3,896,971,100)

# Well-positioned to deliver long-term value and growth

**NetLinkNBN**

1

**Critical infrastructure enabling Singapore's Next Gen NBN**

2

**Resilient business model with transparent, predictable and regulated revenue stream**

3

**Sole nationwide provider of residential fibre network in Singapore**

4

**Well-positioned to benefit from growth in the non-residential segment as the independent nationwide network provider**

5

**Well-positioned to capitalise on growth in connected services including Singapore's Smart Nation initiatives**

6

**Extensive nationwide network affording natural barrier to entry**

# Thank You

Investors and Media

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