

NETLINK NBN TRUST'S Q1 FY21 EBITDA ROSE 3.4% to S\$68.8 million

- *Residential connections increased 3.3% YoY to 1,428,272 connections*
- *PAT increased by 12.4% YoY*
- *Installation and diversion revenues have been affected by reduced contractors' manpower resources and the stoppage of construction work nationwide due to the COVID-19 pandemic.*

Summary of the NetLink Group's Results

	1 April to 30 June		
S\$' million	2020 ("Q1 FY21")	2019 ("Q1 FY20")	Variance (%)
Revenue	89.0	92.0	(3.3)
EBITDA	68.8	66.5	3.4
Profit After Tax	23.5	20.9	12.4

SINGAPORE, 5 August 2020 – 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 “**NetLink Group**”) reported today that its EBITDA and Profit After Tax for the financial quarter ended 30 June 2020 (“**Q1 FY21**”) increased by 3.4% and 12.4% respectively, compared to the corresponding period a year ago (“**Q1 FY20**”).

RESILIENT BUSINESS

Recurring revenue from fibre connections for Q1 FY21 increased by S\$2.9 million as compared to Q1 FY20 mainly due to the higher number of residential connections. As at 30 June 2020, there were 1,428,272 residential connections as compared to 1,383,152 connections as at 30 June 2019. This increase, however, was offset by lower activity-based installation and diversion revenues. Installation-related revenue was lower by S\$4.7 million due to fewer installation orders and service activations as compared to Q1 FY20 when StarHub was migrating its coaxial cable subscribers onto fibre. In addition, COVID-19 related issues this quarter contributed to lower availability of contractor resources and restricted access to homes and buildings which affected the completion of installation

works. Diversion revenue was lower by S\$0.9 million as compared to Q1 FY20 due to fewer completed and billed projects as stoppages of construction work nationwide affected cable diversion work.

EBITDA was higher than Q1 FY20 by 3.4% due mainly to an increase in Other Income arising from Government relief grants.

The Group's net cash from operating activities of S\$65.1 million in Q1 FY21 was S\$8.6 million higher than Q1 FY20, mainly due to higher profits and cash received for property tax rebates.

OUTLOOK

The COVID-19 pandemic and the uncertainty of its magnitude and duration have presented some temporary operational issues for the NetLink Group. The reduced availability of contractors' manpower resources has affected NetLink Group's capacity to fulfil service requests from April.

The delay in fulfilling service requests is not expected to have a long-term impact on NetLink Group's revenue. These new service requests would be fulfilled with the increase in available manpower to undertake such work.

Despite temporary operational issues resulting from the COVID-19 pandemic, NetLink Group's resilient business model is well-supported by predictable revenue streams. With a strong balance sheet and liquidity underpinned by stable cashflows and the availability of bank facilities, the Group is well-positioned to continue to invest and expand its network's capabilities and resiliency.

On the community front, NetLink Group is supporting the Infocomm Media Development Authority's ("IMDA") initiatives to ensure that everyone, especially vulnerable segments

including seniors and school-going children from low-income households, can go online for daily tasks and social activities. In this regard, NetLink Group has prioritised the provisioning of services to these households. NetLink Group has committed S\$600,000 in cash sponsorship towards the Home Access Programme administered by IMDA for a three-year period starting from FY21.

The Group will continue to work closely with its industry partners to support Singapore's digital needs. For example, the NetLink Group has contracted to provide more than 900 fibre connections into schools and child care centres, especially now that more school curricula are conducted via home-based learning platforms.

- End -

ABOUT NETLINK NBN TRUST

The NetLink Group'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 NetLink 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 NetLink 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 / Justin TEH

Tel: +65 6589 2361 / +65 6589 2372 (Office Hours)

E-Mail: huikheng.chia@citigatedewerogerson.com /

justin.teh@citigatedewerogerson.com