

14 March 2024

Investor Communication Regarding Origin Energy broadband contract and upgraded guidance

Superloop Limited (ASX:SLC) (**Superloop** or **Company** or **Group**) is communicating with our shareholders regarding an exclusive six-year contract to provide wholesale internet services to Origin Energy Limited and its subsidiaries.

Enclosed is the letter which will be dispatched to all shareholders via Link Market Services.

ENDS

Authorised and approved for release by the Company Secretary.

For personal use only



14 March 2024

Origin Energy broadband contract and upgraded guidance

Dear Shareholder,

I am delighted to report that **Superloop has been awarded a six-year, exclusive contract to provide wholesale internet services to Origin Energy.**

This Origin contract, the largest in Superloop's history, is a key progress milestone in our three-year growth strategy, delivering step-change growth in our customer numbers, and cementing our position as a leading wholesale broadband and backhaul provider to two of Australia's largest energy retailers.

The contract is expected to add in excess of \$19 million of annualised EBITDA¹ for Superloop once the migration is complete, with further upside based on Origin's rapidly growing broadband customer base.²

As part of the deal, approximately 130,000 Origin broadband customers will be migrated from Origin's current network provider to Superloop, increasing our total customer numbers to approximately 560,000. In consideration for the contract award, Superloop has issued equity to Origin to further align Superloop's and Origin's interests in the continued growth of its broadband customer base with Superloop, including shares issued on the achievement of key customer milestones.

Upgrade of FY24 Guidance and FY25 Outlook³

Superloop has upgraded guidance for FY24 and provided an outlook for FY25, on the back of the continued strength of Superloop's trading performance and with the impact of the Origin contract win. We now expect FY24 EBITDA¹ of \$51-53 million, up from the previous \$49-53 million, and expect FY25 EBITDA¹ year on year growth of 60% - 70%.

The announcement of this material wholesale contract, coupled with the strong operational performance demonstrated in our existing business, reaffirms our confidence in the delivery of our three-year 'Double Down' strategy and the underlying value being created for our shareholders.

Thank you for your continued support.

You can read more in our ASX announcement: <https://investors.superloop.com/Investors/?page=ASX-Announcements>

Paul Tyler | CEO and Managing Director

¹ Underlying EBITDA numbers presented. Underlying EBITDA is calculated as Statutory EBITDA adjusted for non-recurring transaction costs, restructuring costs, share based payments, expensing of VostroNet acquisition costs and gain on re-calculation of contingent consideration.

² In the half-year ended 31 December 2023, Origin added approximately 28,000 new internet customers.

³ All forward looking statements remain subject to no material change in market or operating conditions.



About Superloop

Founded in 2014, and listed on the ASX since 2015, Superloop's purpose is to enable better internet for Australian homes and businesses. We enable challenger retail brands (including Superloop and Exetel brands) to take a larger share of the market, leveraging Superloop's Infrastructure-on-Demand platform. Superloop provides connectivity and services to customers in three segments of the market: consumer, business and wholesale. Our offerings leverage Superloop's investments in physical infrastructure assets that include fibre, subsea cables and fixed wireless, as well as Superloop's software platforms. Hundreds of thousands of homes and businesses rely on Superloop and Exetel every day for their connectivity needs.

Visit www.superloop.com to learn more.

Contacts

Superloop is at:

Web: <https://www.superloop.com/>

Twitter: <https://twitter.com/superloopnet>

LinkedIn: <https://au.linkedin.com/company/superloop>

Facebook: <https://www.facebook.com/SuperloopHomeBroadband/>

Instagram: <https://www.instagram.com/superloop.homebroadband/>

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