

2 July 2024

## Trading Update

Superloop Limited (**ASX: SLC**) (**Superloop**) is pleased to provide the following trading update, including Consumer segment customer numbers<sup>1</sup> for the half-year ended 30 June 2024 (2H FY24) and an update on the delivery of the contract to provide wholesale internet services to Origin Energy Retail Limited (**Origin**) as announced on 14 March 2024<sup>2</sup>.

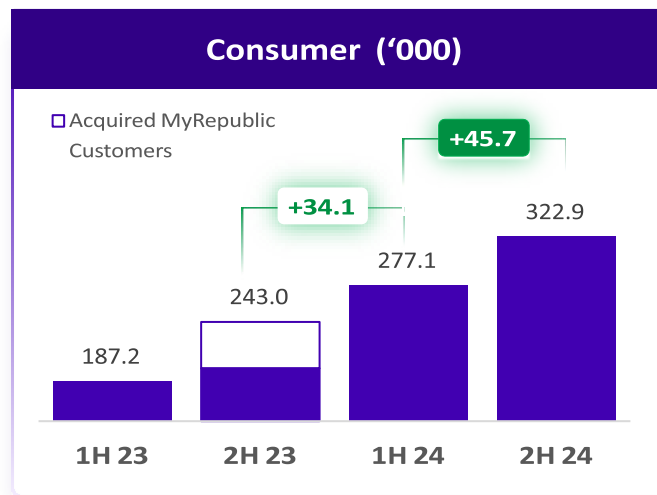
### Origin "go live" on Superloop white label platform

Origin has reached "go live" with Superloop. From 2 July 2024, Superloop's white label offering will underpin new sign-ups for Origin home broadband services. This milestone has been reached in under four months, with the speed of this achievement testament to the capability of the Superloop platform and the strong collaboration between the Superloop and Origin project teams.

The transition of the existing Origin customer base remains on track for completion in October 2024. At the time of contract signing<sup>2</sup>, Superloop advised that the Origin broadband customer base was approximately 130,000 customers. Origin recently commented that their broadband customer base now exceeds 150,000 customers<sup>3</sup>, which demonstrates Origin's continuing growth in the category and further reinforces the growth outlook for Superloop's white label offering.

### Consumer trading update - Record new Consumer customers in 2H FY24

In 1H FY24, the Consumer segment delivered record organic growth, adding 34,100 net new customers. This momentum has increased in 2H FY24, with 45,720 net new customers, demonstrating the strength of our internet and mobile proposition.



Superloop has continued to perform very strongly in the high value segment of the residential broadband market, with our high-speed plans (100Mbps or greater) now exceeding 50% of our base. We expect this trend to continue, driven by consumer demand for higher internet speeds, reliability and value.

<sup>1</sup> Unique customers on various access technologies such as nbn, Superloop Fixed Wireless and mobile. A single customer with multiple services (such as broadband, VoIP and mobile) only counts as a single customer

<sup>2</sup> Origin broadband contract and upgraded guidance (ASX announcement of 14 March 2024)

<sup>3</sup> Comment per Origin Investor Briefing of 12 June 2024

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## **Guidance Update**

With ongoing strong trading performance across the business, underlying EBITDA for FY24 is expected to be at or above the top end of the \$51-\$53 million guidance range. Results are subject to finalisation of the audit, with full year results to be delivered in late August 2024.

Superloop's cost structure and efficient operating model provide a competitive advantage, and this continues to translate to earnings growth and strong cash generation.

FY24 cash capex remains on track for the \$25-\$27 million range previously guided, which includes \$5 million in additional capex associated with the recent Origin and AGL contract wins, together with the accelerated customer growth in the Consumer segment.

## **ENDS**

*Authorised and approved for release by the Superloop Board of Directors.*

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## 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](http://www.superloop.com) to learn more.

### Contacts

Superloop is at:

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