



Spirit Telecom Limited (ST1)

END OF FINANCIAL YEAR RESULTS
27th August 2018

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HIGHLIGHTS OF OUR YEAR

REVENUES UP

41%



GROSS PROFITS

UP
BY

55%



UNDERLYING EBITDA

UP

47% TO 3M

NET PROFITS

UP
BY

22%





\$2.7M 

Invested in network expansions and upgrades

510 
ON NET BUILDINGS

NET PROMOTER SCORE
46% **WELL ABOVE INDUSTRY AVERAGE**

Capital expenditure down

38%
PER BUILDING



OVER
12,000 **KM**

Network expansion through World Without Wires acquisition and organic growth

CUSTOMER SATISFACTION SCORE
98% **ABOVE INDUSTRY AVE**
17%

TEAM GROWTH

UP
BY

50%



Preparing for growth

3 OPERATIONAL
OFFICES



Independently rated as Melbourne's

FASTEST
ISP*



Source: Ookla LLC

NEW LEADERSHIP

TEAM



NOMINATIONS

2 EDISON
AWARDS



Best fixed wireless operator and best broadband provider

WINNER

2017
DELOITTE TECHNOLOGY
FAST 500



spirit 
DIFFERENT. BETTER.

FY18 Performance Summary

GROSS PROFITS
UP BY **55%**

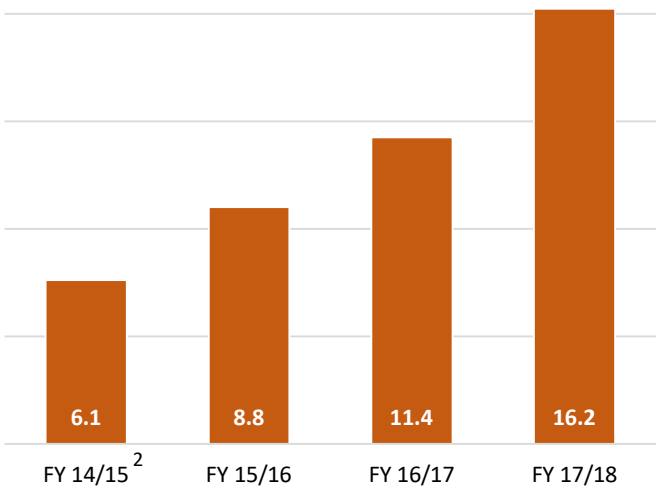
UNDERLYING EBITDA
UP **47%** TO **3M**

REVENUES UP
41%

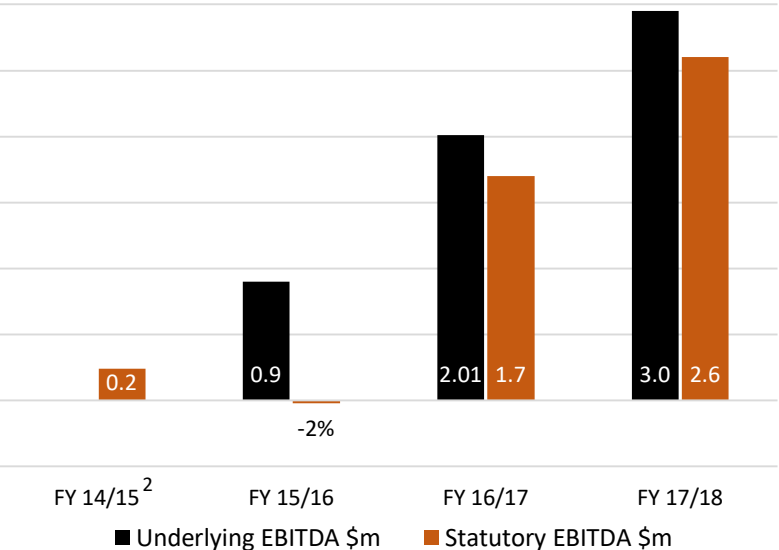
NET PROFITS
UP BY **22%**



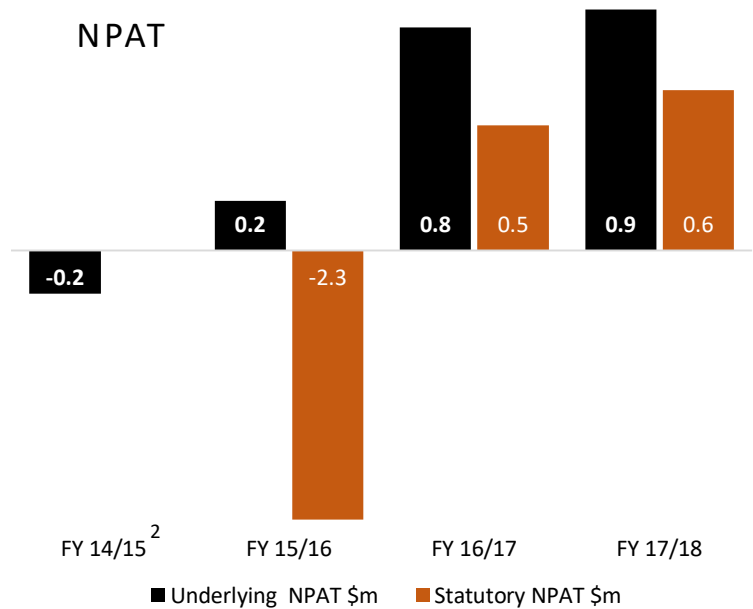
Revenue \$m



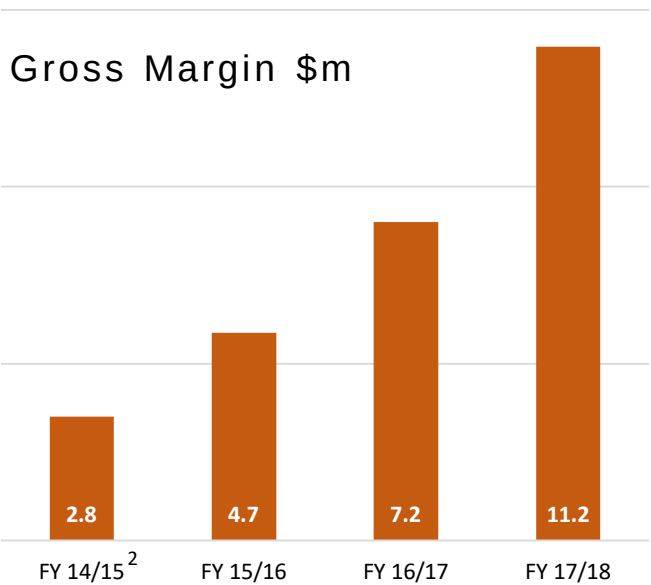
Underlying¹ EBITDA



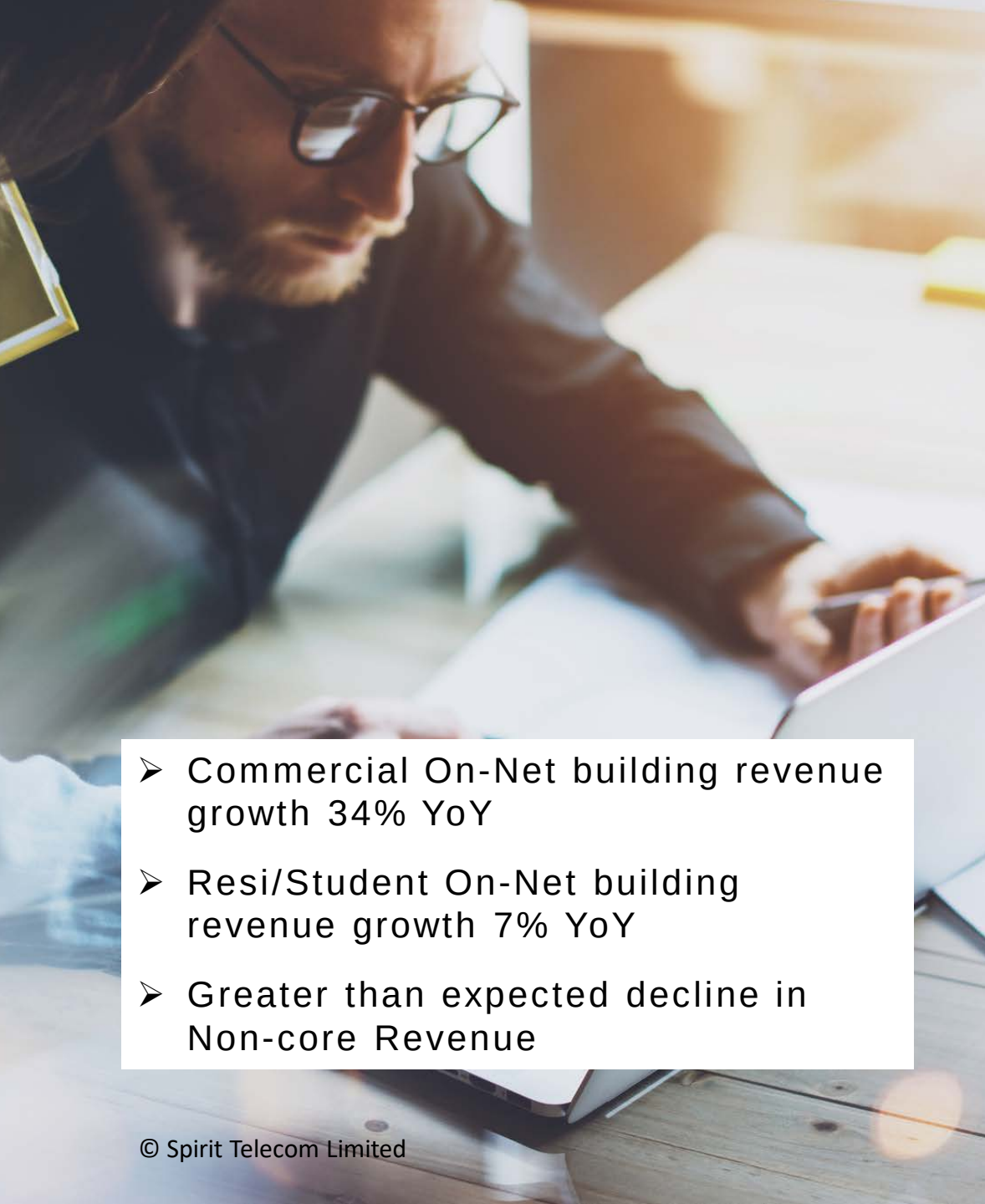
NPAT



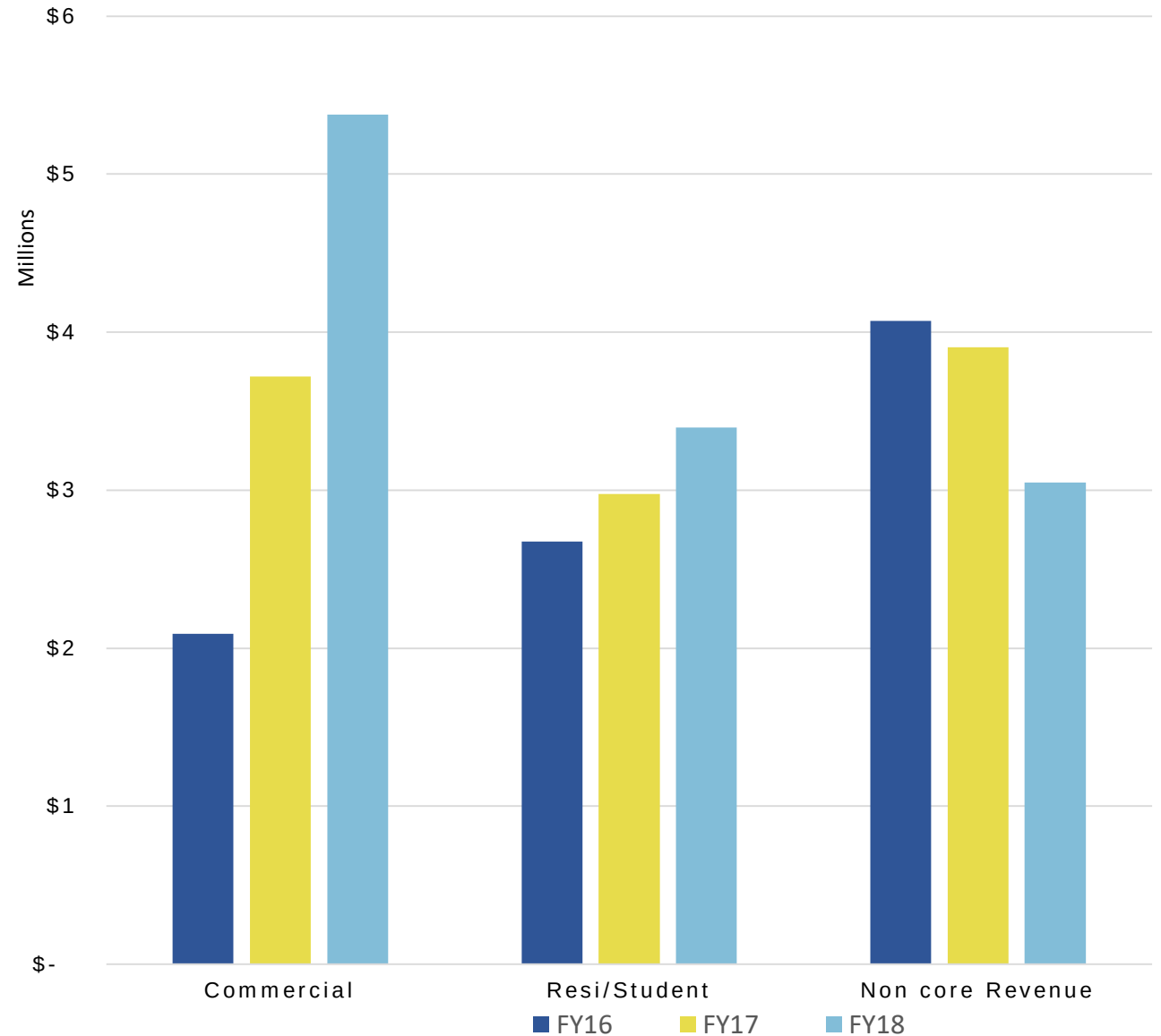
Gross Margin \$m



1. Items associated with acquisition activity have been removed
2. Unlisted: Spirit Telecom (Australia) Pty Ltd

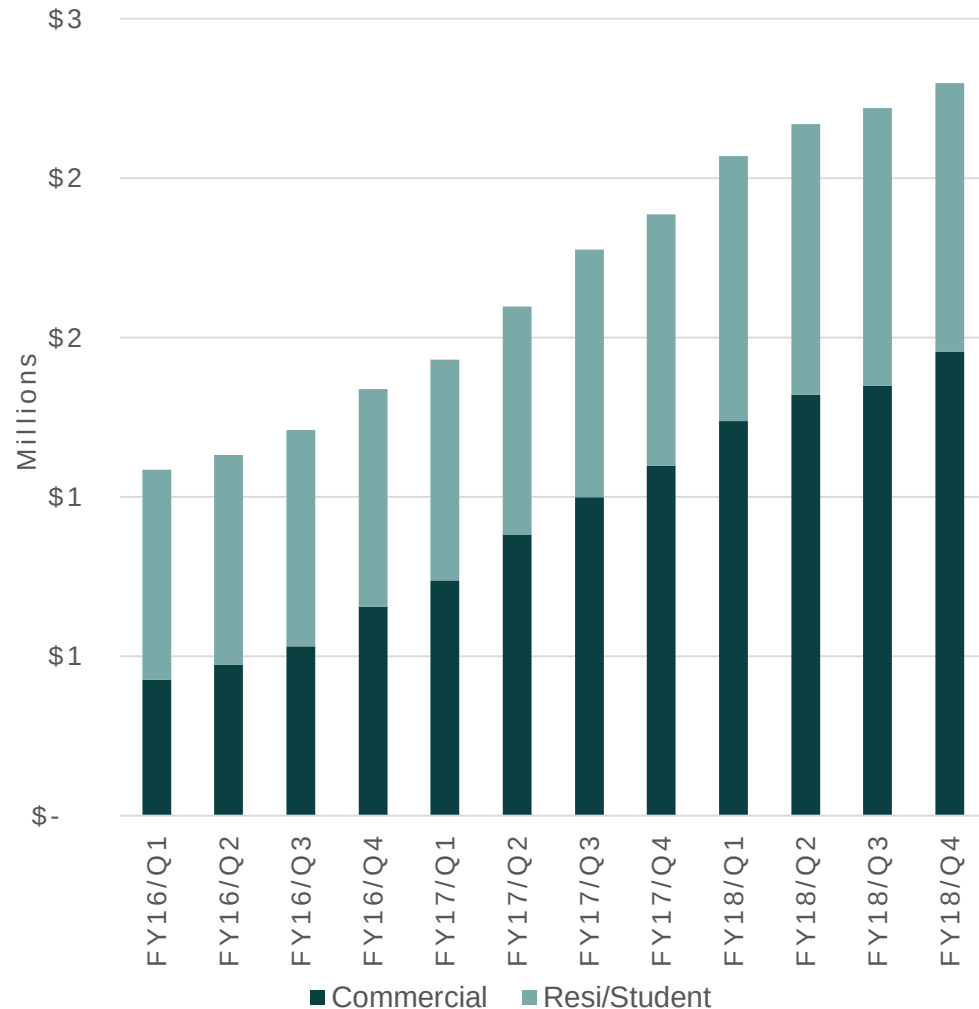


Spirit revenue breakdown (non acquisition)



- Commercial On-Net building revenue growth 34% YoY
- Resi/Student On-Net building revenue growth 7% YoY
- Greater than expected decline in Non-core Revenue

12 Consecutive Quarters of Organic Growth



On-Net Building Revenue grew by 22% on Q4'17:

- Commercial (+34% YonY)
- Residential (+7%YonY) revenues

On-Net Building Revenue grew by 4% on Q3'18:

- Commercial (+9% QonQ)
- Resi/Student (-3%QonQ) revenues
- Resi only (-2%QonQ) Commercial continues to be the key growth driver

Building revenue grown 3.4 times since Q1/16



- High margin on-net building revenues and growth within acquired businesses continue to be the key growth drivers – increasing proportion of overall revenue
- Lower margin legacy revenue run off accelerating, but decreasing proportion of overall revenues

