

24 September 2024

The Manager
Market Announcements Office
Australian Stock Exchange

ELECTRONIC LODGEMENT

Dear Sir or Madam

Tuas Limited: Results Presentation

In accordance with the Listing Rules of the Australian Securities Exchange, Tuas Limited (ASX: TUA) encloses for immediate release a presentation concerning the financial results of the company for the period 1 August 2023 to 31 July 2024.

An analysts conference call will be held at 10 am on 24 September 2024 and can be accessed at <https://webcast.openbriefing.com/tua-fyr-2024/>.

Authorised for release by the Board of Tuas Limited.

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Tuas Limited

FY24 Results Presentation

(1 August 2023 to 31 July 2024)



24 September 2024

Agenda

1. Financials
2. Business Updates
3. Outlook
4. Q&A

N.B.: All reported numbers are in Singapore Dollars.

Tuas Group Financial Results

| (in S\$'M) | FY22 | FY23 | FY24 |
|------------|--------|--------|-------|
| Revenue | 57.4 | 86.1 | 117.1 |
| EBITDA | 15.5 | 31.1 | 49.7 |
| NPAT | (26.7) | (15.3) | (4.4) |

- Continued strong improvement in key financial metrics.
- Achieved EBITDA of \$49.7M.

Key Financial Metrics

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Revenue Performance

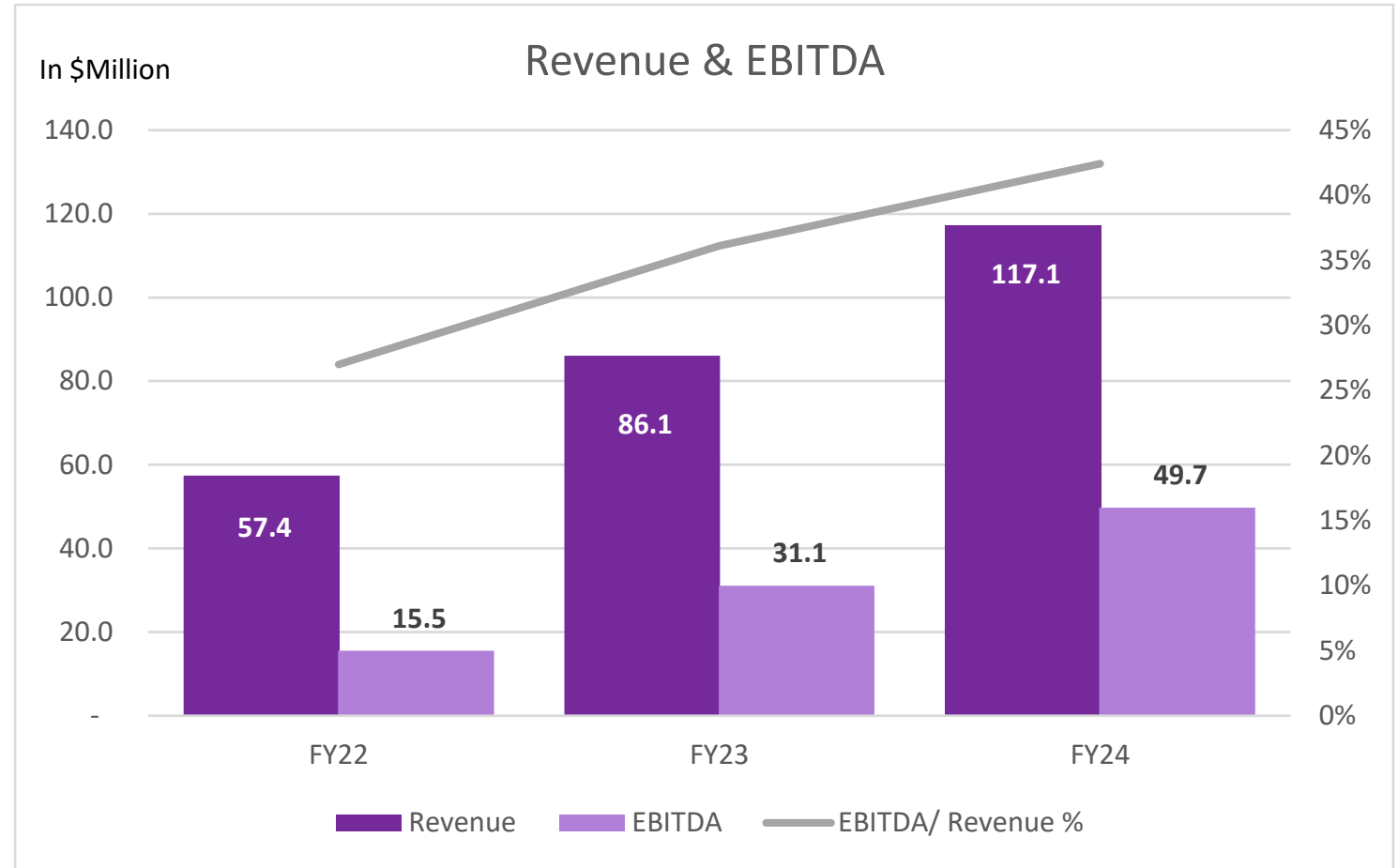
- 36% revenue increase over FY23 driven by growing subscriber base
- 60% EBITDA increase over FY23
- EBITDA margin of 42% compared to 36% in FY23

Mobile ARPU

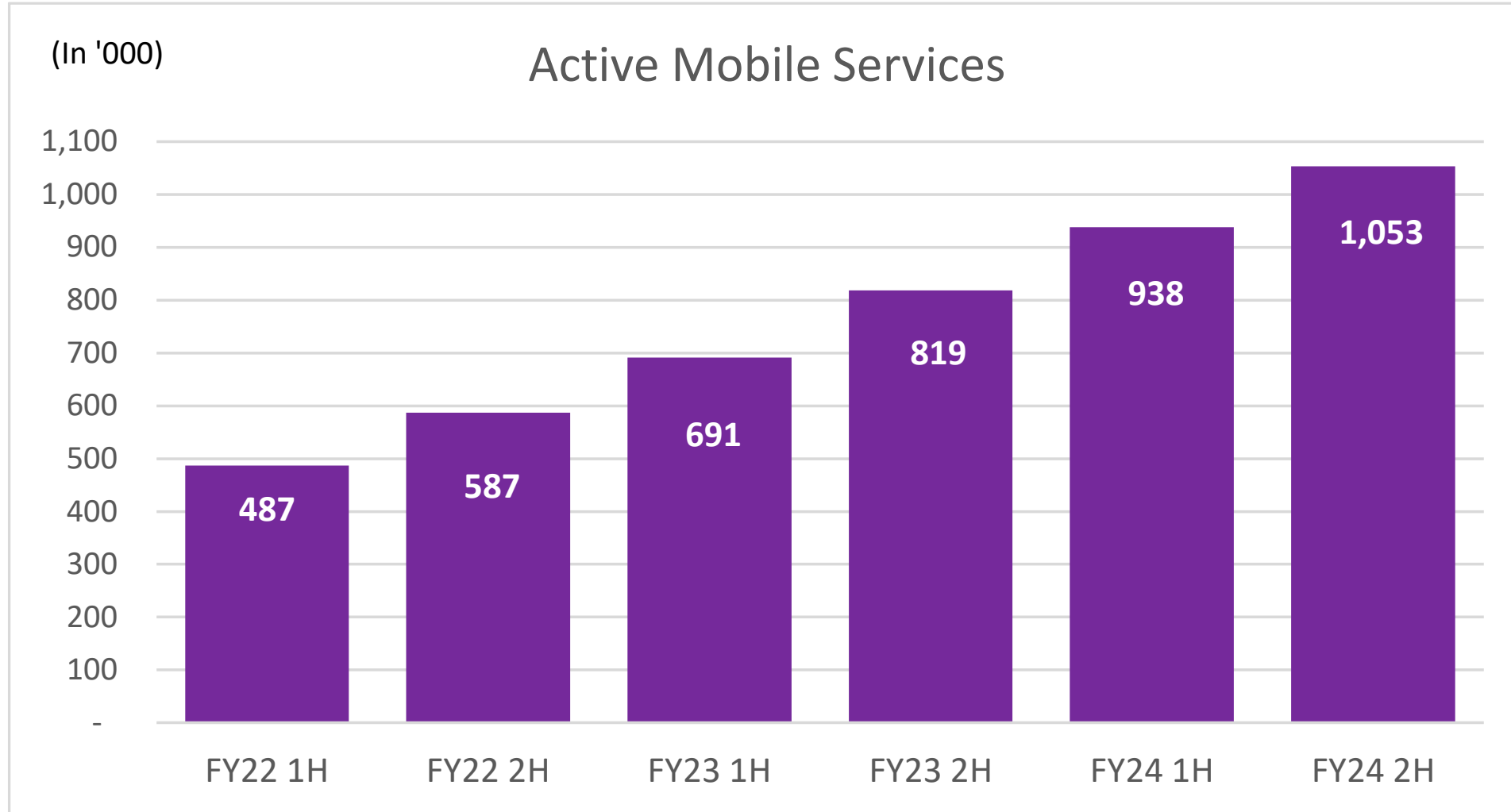
- YoY increase from \$9.37 to \$9.68.

Drivers

- Increased subscribers and an expanded plan mix that caters to an array of customers' needs.



Subscriber Growth



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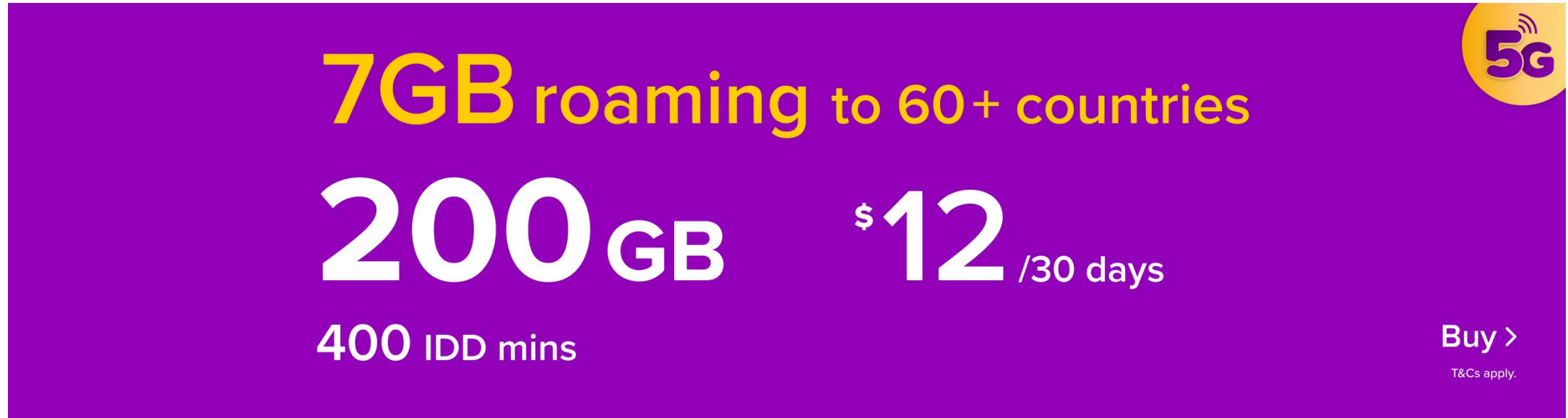
Cash Flow

| From 1 August 2023 to 31 July 2024 | S'000 |
|---|-----------------|
| Cash and Term Deposits at 31 July 2023 | 44,002 |
| Cash receipts from customers | 124,521 |
| Cash paid to suppliers and employees | (66,067) |
| Interest Received | 1,575 |
| Tax Paid | (35) |
| Net cash from operating activities | 59,994 |
| Acquisition of Plant & Equipment | (45,812) |
| Acquisition Intangible Assets | (2,180) |
| Net Cash used in investing activities | (47,992) |
| Lease Liabilities and Finance Cost paid | (587) |
| Net Cash used in financing activities | (587) |
| Effect of exchange rate fluctuation | (84) |
| Cash and Term Deposits at 31 July 2024 | 55,333 |

- Positive cashflow milestone achieved for FY24

Mobile Updates

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A promotional banner for a mobile service update. The background is a solid purple color. In the top right corner, there is a yellow circular icon with a white signal tower and the text '5G'. The main text is centered and reads: '7GB roaming to 60+ countries' in yellow, '200 GB' in large white font, '\$12 /30 days' in white, and '400 IDD mins' in white below it. In the bottom right corner, there is a white 'Buy >' button with 'T&Cs apply.' written in small white text below it.

7GB roaming to 60+ countries

200 GB \$**12** /30 days

400 IDD mins

Buy >

T&Cs apply.

- Increased focus on driving value at every price point.
- Continued network CAPEX investments to support subscriber growth and expand 5G coverage.
- Recent regulatory decision to allow 5G on 900MHz band in addition to existing 4G deployment.

Fibre Broadband

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SUPERFAST BROADBAND **SIMBA**

10 Gbps

FREE Service Activation & ONT

\$29.99/30 days

Best price in Singapore

T&Cs apply. Sign up now >

- Now accepting 10Gbps orders island-wide for all Central Offices serving up to 1.6M residential homes
- More than 4,000 subscribers as at end FY24.
- Strong consumer interest.

FY25 Outlook

- Continued push for more broad-based mobile subscriber growth.
- Mobile and broadband CAPEX guidance of \$45m to \$55m.
- Targeting to achieve full year positive NPAT.
- Focus on growing 10Gbps residential fibre broadband momentum.

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This presentation contains certain forward-looking and unaudited information.

Such information is based on estimates and assumptions that, whilst considered reasonable by the company, are subject to risks and uncertainties. Actual results and achievements could be significantly different from those expressed in or implied by this information.

Q & A