Aussie Broadband

THE ACTUAL AUSSIE WAY

2025 Full Year Results

ASX:ABB

25 August 2025

We acknowledge

Aussie Broadband acknowledges Aboriginal and Torres Strait Islanders as the First Australians, and for their role as the original communicators, connectors, and carers of the land and waters across Australia. We pay our respects to Elders past and present.

We commit to working respectfully to honour ongoing cultural and spiritual connections between the Traditional Owners and this country and to building an inclusive Australia together.

Agenda

01 FY25 Overview

02 Financials

03 Segment Performance

04 Summary & Outlook

05 Appendices

Speakers

Brian Maher
Group CEO

Andy Giles Knopp
Group CFO

Michael Omeros
Group Executive, Wholesale

Aussie Broadband Group

The telco people Love.

Loved by customers

Significant recognition by customers and partners

- Australia's Most Trusted Telco – Roy Morgan 2021-2024
- Industry-leading customer service culture
- Most Satisfied Small Business Customers Award – NBN Providers, Canstar Blue 2025
- Fortinet Australia Telco Partner of the Year, 2024

Diversified Telco

Diversified earnings across segments and products

- Well positioned to take advantage of changing consumer trends
- Solutions to meet evolving needs of Business and E&G customers
- Delivering high-quality connectivity and service to wholesale partners
- Voice provides high-margin recurring revenue stream; opportunity to cross-sell broader product suite to customer base

Strategic assets

Owned and proprietary assets underpin a scalable moat

- 1,958 km Aussie Fibre network; 237km installed in FY25
- 100% Australian based support over three call centres
- Enablement platforms for scaled growth; powering multiple NBN wholesale partners and MVNOs
- Two Tier 1 voice networks

Solid financials

Flexibility to pursue growth opportunities

- Sustained earnings growth through diversification and productivity
- Strong balance sheet enables future growth through both organic initiatives and M&A
- Net leverage ratio below 1.0x
- Returning excess capital to shareholders through special dividends and share buy back

01

FY25 Overview

5

FY25 Highlights

A year of transition - foundation to accelerate Look-to-28 ambitions

Underlying EBITDA $138.2m, up 14.7% on pcp - diversified segments and products remain the foundation of revenue growth

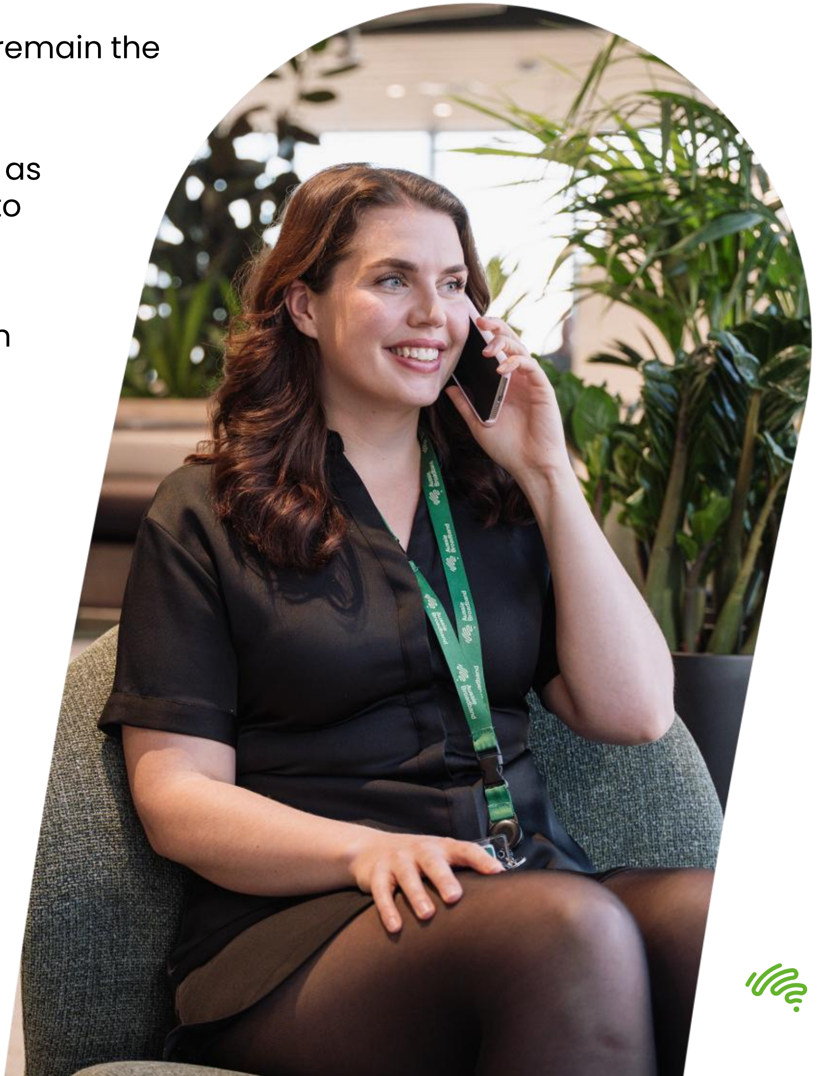
15% growth in broadband connections and 8.4% NBN market share[1] - recognition as most trusted telco brand and industry-leading customer service positions us well to win in high-speed world

Symbio EBITDA of $39.4m, 35% growth on pro forma basis – successful integration delivered $6m synergies in FY25; Symbio remains core to growth aspirations in the Wholesale segment

$18m capital deployed to Aussie Fibre - strategy to improve Aussie Fibre utilisation and returns through increasing on-net and near-net connections

Refocused on productivity to underpin long-term profitability – $11m operating expenses removed

Look-to-28 strategy – clear strategic ambitions for FY28 and a goal to become the telco people love, supported by a revised structure focused on three distinct market segments under new leadership team



1. Excludes NBN Satellite and Origin white-label services

FY25 Operational metrics

8.4%
Market share of on-net NBN services[1]
Up 1.1 ppts vs Jun-24[1]

1,958km
Aussie Fibre Network

›2,600
Near-net buildings

896
Connected buildings

1.2
Connections per building

216k
Mobile services across the Group
Up 35k vs Jun-24

788k
Broadband connections across the Group[2]
Up 104k vs Jun-24

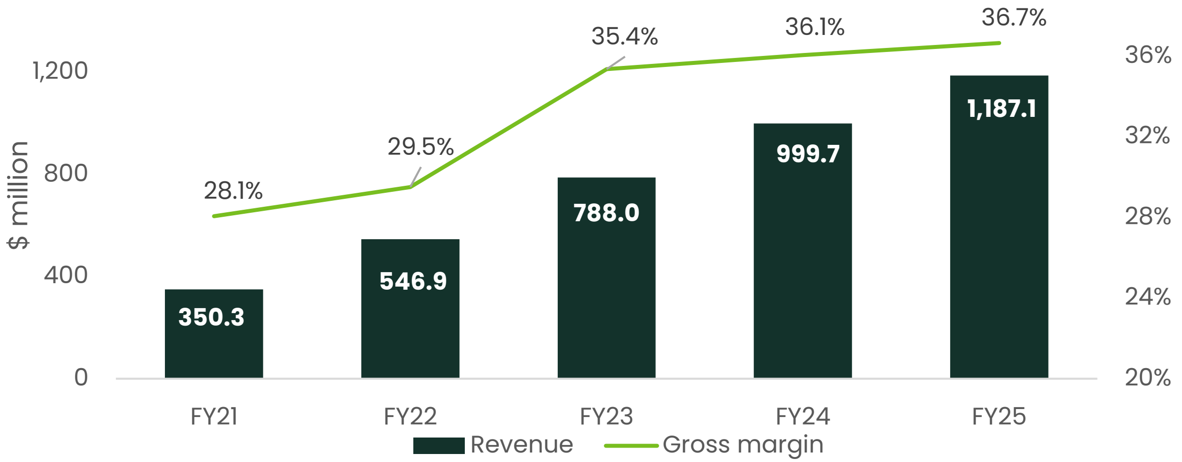
8.2m
Numbers hosted on Symbio & NetSIP
Up 9.3% vs Jun-24

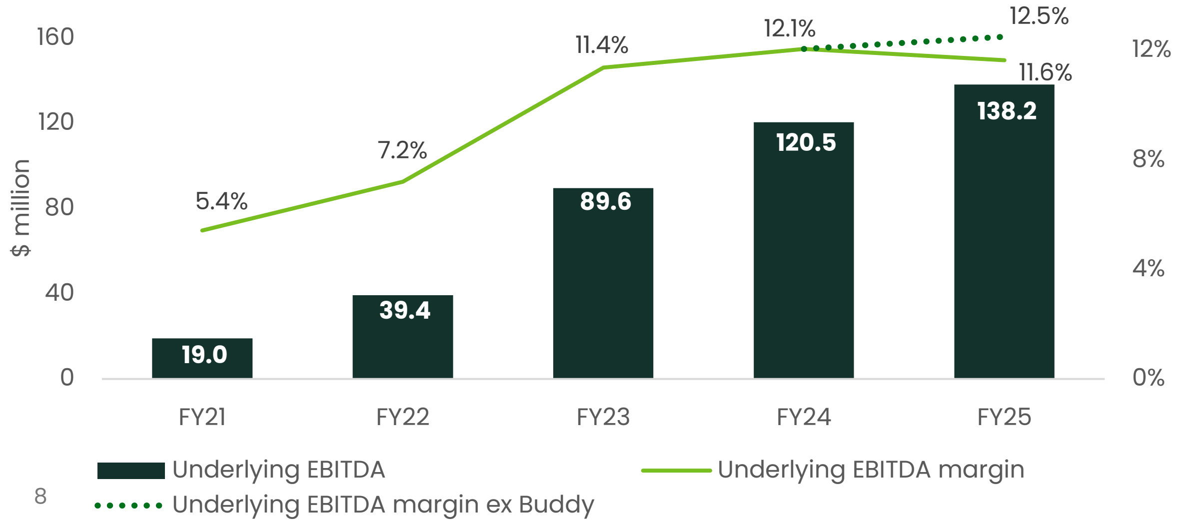
8.7 bn
Call minutes across our domestic networks
Up 1.1% vs FY24

Australia's most trusted telco
Most trusted Telco brand for the fourth consecutive year[3]

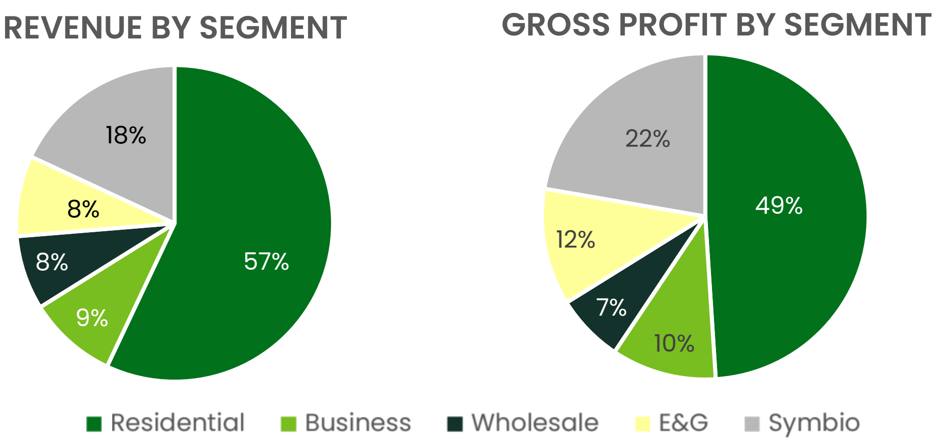
1. Market share calculation excludes NBN Satellite and Origin white-label services
2. On-net connections excludes NBN Satellite and Origin white label services
3. As measured by Roy Morgan

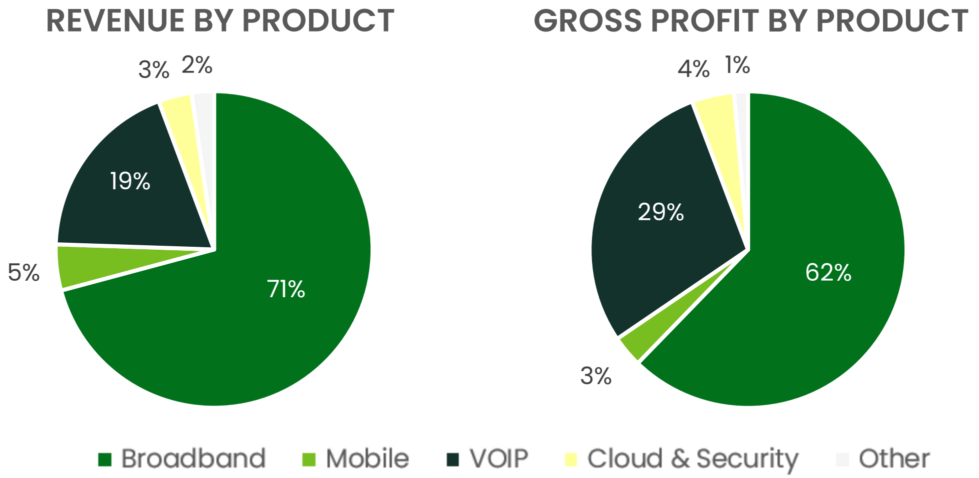
Diversification drives continued growth





Note: Underlying EBITDA excludes one-off costs but includes Share Based Payments





Aussie Broadband THE ACTUAL AUSSIE WAY

02

FY25 Financials

FY25 Financial highlights

EBITDA[1] at top end of upgraded guidance; 6.5% growth in NPATA[3]

Revenue	Underlying EBITDA[1]	Operating Cash Flow[2]	Underlying NPATA[3]	EPS[4]
$1,187.1m	$138.2m	$117.3m	$55.8m	19.0 cents
Up 18.7%	Up 14.7%	Down 8.5%	Up 6.5%	Down 0.3 cents

1. Underlying EBITDA calculated as statutory EBITDA, adding back post-tax one-off items
2. Operating cash flow before interest and tax
3. Underlying NPATA calculated as statutory NPAT, adding back post-tax one-off items and post-tax acquired intangible amortisation
4. Calculated as Underlying NPATA divided by the weighted average number of shares in FY24 (270,829,798 ordinary shares) and in FY25 (293,373,485 ordinary shares)

Profit & Loss

Underlying EBITDA[1] - $138.2m at top end of upgraded guidance

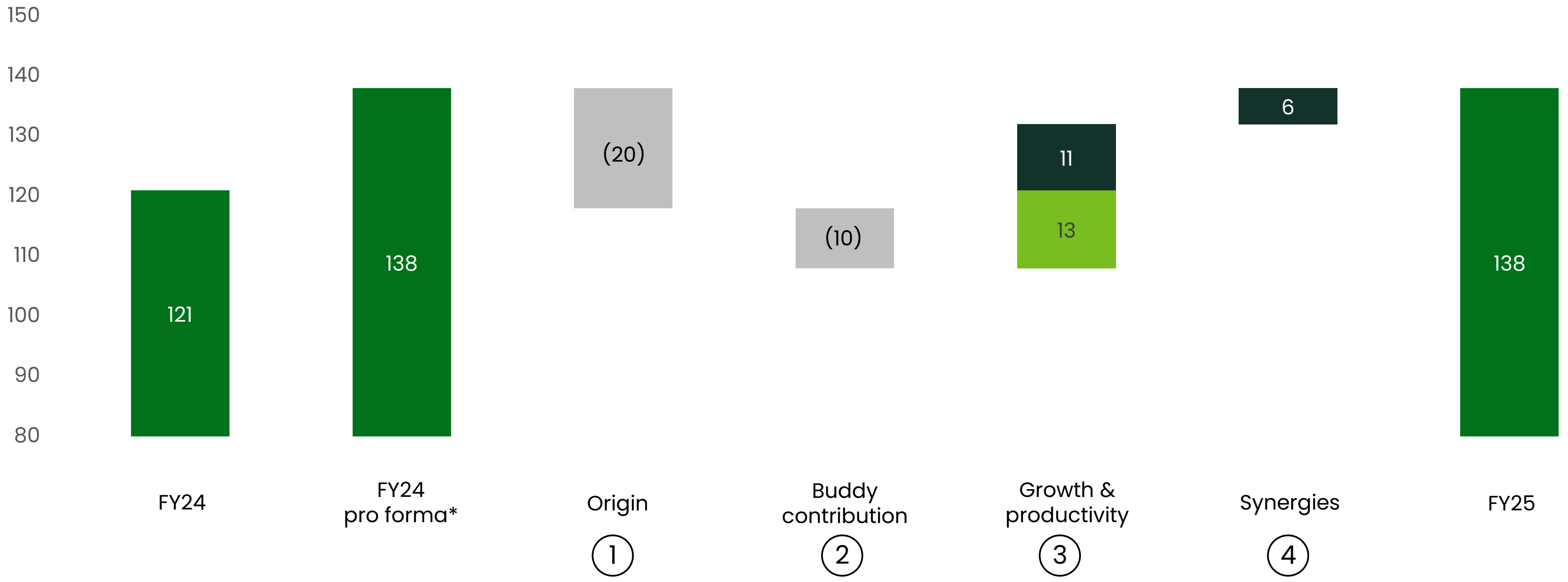
- Revenue growth of 18.7% driven by:
  - 15.2% increase in broadband connections
  - Momentum in E&G with several notable customer wins
  - 23.1% growth in Wholesale with 183 new partners
- Underlying NPATA up 6.5%:
  - $11m stranded costs removed, improving overall productivity
  - $6m synergies delivered by Symbio
  - ($10m) Buddy contribution
- Final dividend of 2.4 cents declared; FY25 total fully franked dividend of 6.4 cents includes a special dividend declared in February of 2.4 cents

	FY24	FY25	Change
	$m	$m	
Revenue	999.7	1,187.1	18.7%
Gross margin	**360.6**	**435.1**	**20.7%**
Gross margin %	*36.1%*	*36.7%*	*0.6ppt*
Operating expenses	(240.1)	(296.9)	(23.7%)
Underlying EBITDA	**120.5**	**138.2**	**14.7%**
EBITDA margin	*12.1%*	*11.6%*	*(0.5 ppt)*
Depreciation and amortisation	(39.2)	(47.5)	(21.1%)
Underlying EBIT	**81.3**	**90.7**	**11.6%**
Net interest	(11.9)	(14.9)	(25.6%)
Income tax	(17.0)	(20.0)	(17.4%)
Underlying NPATA	**52.4**	**55.8**	**6.5%**
Amortisation - acquired intangibles	(15.2)	(18.8)	(24.0%)
Underlying NPAT	**37.2**	**37.0**	**(0.6%)**
EPS[2] (cents) – underlying NPATA	19.3	19.0	(0.3)
DPS (cents)	4.0	6.4	2.4

1. Underlying EBITDA calculated as statutory EBITDA, adding back post-tax one-off items
2. Calculated as Underlying NPATA divided by the weighted average number of shares in FY24 (270,829,798 ordinary shares) and FY25 (293,373,485 ordinary shares)

Aussie Broadband
THE ACTUAL AUSSIE WAY

Underlying EBITDA – 14.7% growth on FY24



Commentary

1. Origin direct contribution, gross margin less direct customer service costs of $7m in FY25 (FY24: $27m)
2. Buddy net contribution in line with expectations at ($10m)
3. Strong connections growth driving gross margin improvement; includes the impact of removing $11m overheads
4. Symbio delivered synergies of $6m, greater than expectations

* FY24 pro forma includes 12 months of Symbio to 30 June 2024

Cash Flow & Balance Sheet

Capital management framework provides financial flexibility

- Operating cash flow and cash conversion impacted by:
  - $7.7m timing of working capital (FY24)
  - $4.6m paid Employee share scheme
- $34.8m tax paid ($0.1m in FY24)
  - $22m related to FY24
  - $13m related to FY25
- Investing cash flows reflects disposal of shares in SLC of $95.6m, after tax of $4m
- $90m of borrowings repaid in FY25; the facility remains available for redraw
- $59.4m returned to shareholders via share buyback ($35.9m) and fully franked dividends ($23.6m)
- NLR remains below target range of 1.75 - 2.50x; provides capacity to pursue potential inorganic opportunities

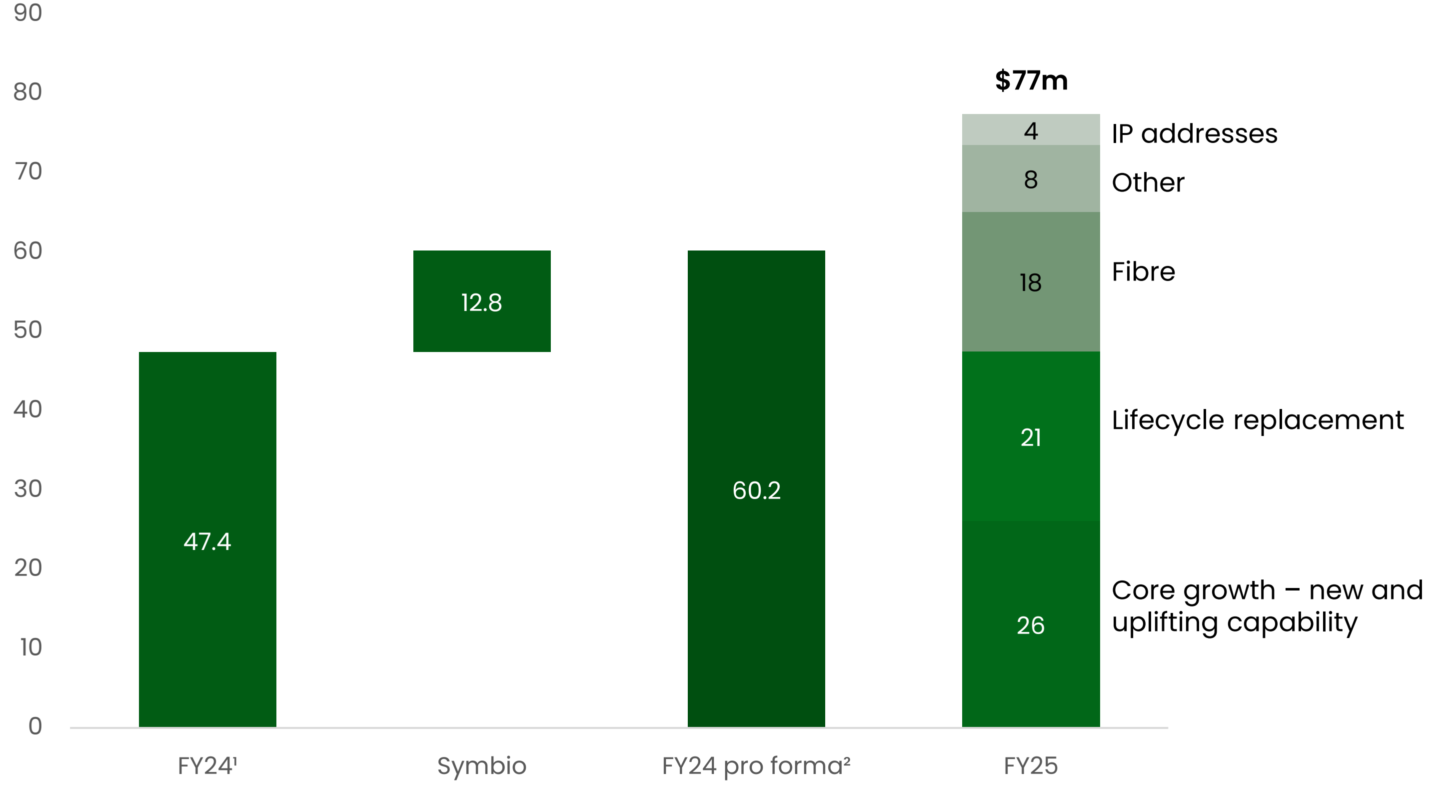
Key metrics	FY24	FY25	Change
	$m	$m	
Operating cash flow (before interest and tax)	128.2	117.3	(8.5%)
Cash conversion ratio	106.5%	84.9%	(21.6 ppts)
Cash and cash equivalents	213.5	130.3	(39.0%)
Net Debt	(138.0)	(128.2)	7.1%
Net Leverage Ratio (NLR)	1.1x	0.9x	(0.2x)

FY25 Capex - $77m in line with revised guidance

Strategic investments in Capex

- Strategic Investments for the future:
  - Symbio Investment in new enablement platform to underpin the 5-year extension partnership with Medion
  - Aussie Broadband's new wholesale platform Nitrogen - the platform was launched internally in H2 FY25 for the Symbio business to migrate customers from a third-party provider
  - Accelerated investment in internal cloud platforms, ensuring greater capacity and readiness for future growth
  - $18m to extend Aussie Fibre network focused upon satisfying customer demand
  - IP addresses to ensure adequate capacity through to FY28

Capex guidance in FY26 of $55-60m



1. FY24 includes 4 months of Symbio
2. FY24 pro forma includes 12 months of Symbio

03

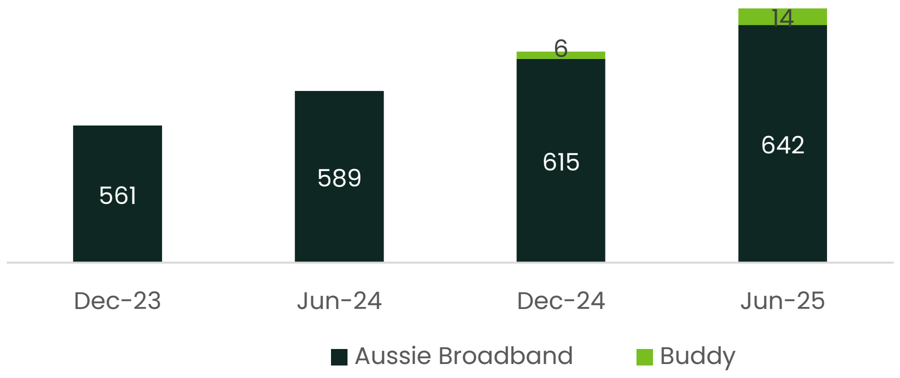
FY25 Segment Performance

Residential

Strategic focus on high-speed plans and premium brand positioning delivers strong organic growth

	FY24	FY25	Change
	$m	$m	
Revenue	585.1	676.8	15.7%
Cost of Goods Sold	(399.7)	(463.7)	(16.0%)
Gross Margin	185.4	213.1	14.9%
Gross Margin %	*31.7%*	*31.5%*	*(0.2 ppts)*

Broadband Connections ('000)[1]



FY25 Highlights

- Revenue growth of 15.7% driven by continued momentum in NBN sales, supported by the launch of Buddy and product bundling:
  - 11.4% growth in active broadband services, increasing on-net NBN market share by 1.1ppt to 8.4%
  - 27.0% increase in OptiComm connections; 40k services active at 30 June
  - 14k Buddy connections; brand launched in July 2024
  - 24.5% growth in Mobile, connections now at 72k with launch of bundling
- A leader in high-speed NBN plans with 56% of connections now at 100mbps+
  - New customer acquisition focused on Fibre and HFC customers
  - 49% of eligible customers now upgraded through 'Fibre Connect' program
  - Aussie Broadband PRO range successfully launched in August 2024
- Gross margin % in line with prior year despite increasing proportion of base over 100mps plans, greater allocation of network costs and a highly competitive landscape

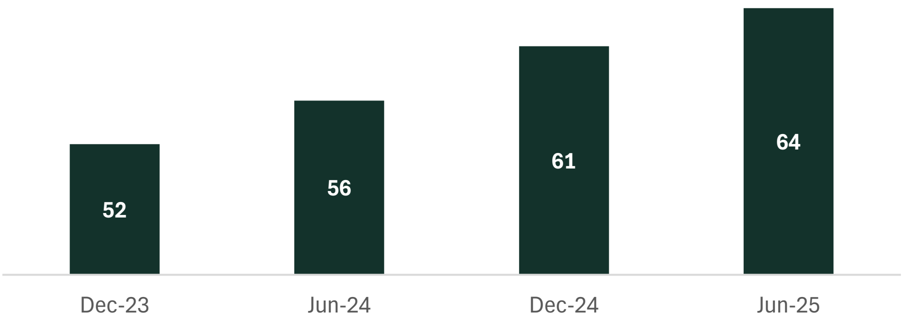
1. At 30 June 2025, inclusive of new services, customer movements between segments and churn

Business

A year of disciplined execution and renewed customer focus driving growth

	FY24	FY25	Change
	$m	$m	
Revenue	97.0	108.1	11.4%
Cost of Goods Sold	(52.9)	(62.8)	(18.6%)
Gross Margin	44.0	45.3	2.8%
Gross Margin %	*45.4%*	*41.9%*	*(3.5 ppt)*

Broadband Connections ('000)[1]



FY25 Highlights

- Revenue growth of 11.4% driven by continued strong demand for high-speed and reliable connectivity:
  - Over 18k new TC4 service orders generated
  - Aussie Fibre services increased by 119
  - Enterprise Ethernet (EE) increased by 241 connections
  - Significant growth in mobile, with over 4k new SIMs activated
- New operating model and right sized support team delivering long-term efficiencies
- Continued focus on service quality and customer satisfaction
  - Enhanced digital presence
  - Awarded Canstar Blue's *Most Satisfied Small Business Customers Award – NBN*
- Gross margin % impacted by increasing proportion of base over 100mps plans, greater allocation of network costs and a highly competitive landscape particularly through H2 FY25

1. At 30 June 2025, inclusive of new services, customer movements between segments and churn

Enterprise & Government

Sales momentum delivers double-digit revenue growth and strong outlook

	FY24	FY25	Change
	$m	$m	
Revenue	88.0	97.8	11.1%
Cost of Goods Sold	(42.5)	(47.4)	(11.5%)
Gross Margin	45.6	50.4	10.7%
Gross Margin %	*51.8%*	*51.6%*	*(0.2 ppt)*

FY25 Highlights

- Double-digit revenue growth driven by:
  - Several notable customer wins, reinforcing Aussie Broadband's reputation as a trusted partner for mission critical connectivity
  - Momentum in Aussie Fibre with sales more than doubling from 84 to 205 new fibre links
- Annualised monthly recurring revenue (MRR) up 13.3%; represents 91% of total revenue
- Slight decline in gross margin % due to highly competitive landscape and higher cloud service delivery costs impacting FY25
- Recognition by Fortinet as *Telco Partner of the Year* highlights Aussie's consistent performance and ability to execute nationwide rollouts with key technology partners

ANNUALISED MONTHLY RECURRING REVENUE
UP 13.3%

TOP TEN DEALS
>$20m
IN TOTAL CONTRACT VALUE

FORTINET
TELCO PARTNER OF THE YEAR

Business and Enterprise & Government

FY25 wins across diverse industries; growing sales pipeline underpins accelerating growth

Aussie Fibre - key metrics

78%[1] uplift in on-net buildings connected and 96%[2] increase in customers connected

Total network[3]
1,958km

237km
of fibre installed in FY25

32 connected data centres

85 connected POI

1,103
Customers connected

896
On-net buildings connected[1]

1.2 customers per building

2,634
Near-net buildings[4]

[1] Premises already connected directly to the Aussie Fibre network, excludes on-net buildings under construction
[2] Excludes customers contracted to connect but not yet connected in FY25
[3] Geographic length of the fibre network
[4] Premises located close to existing network infrastructure, where connecting service requires minimal additional construction and minimal cabling to connect

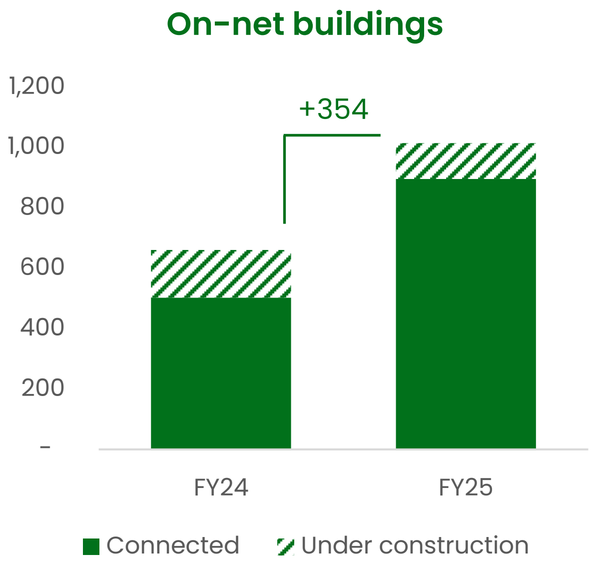
Aussie Fibre – strategic asset delivering greater control and margins

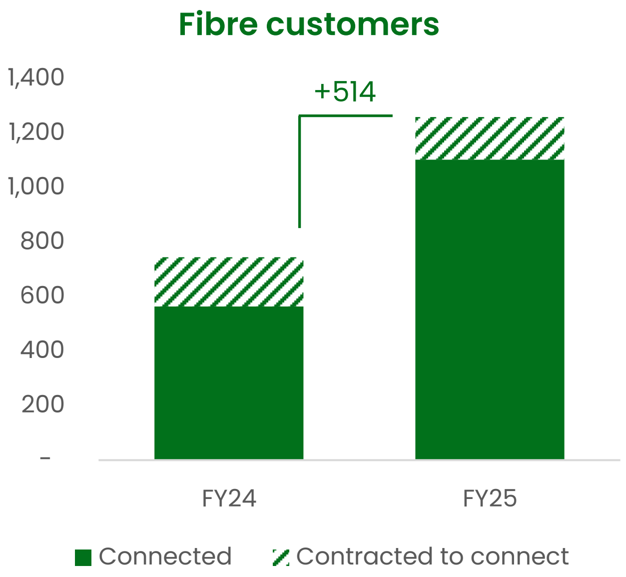
Saving $20m+ per annum in backhaul; targeting 2-3 connections per building by FY28

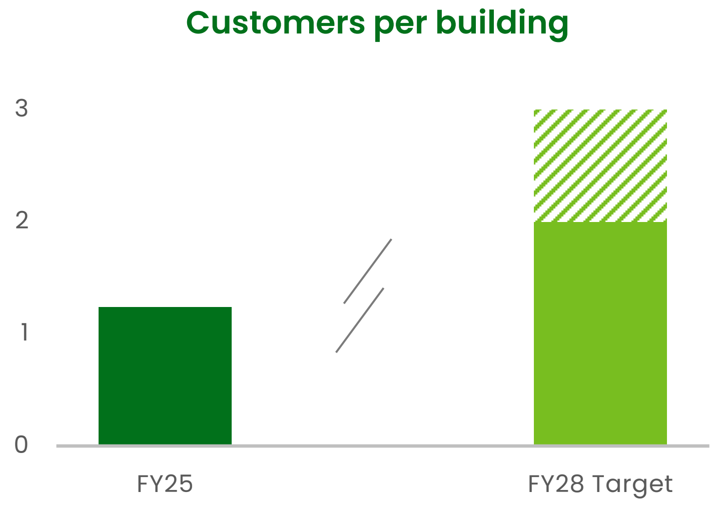
54% increase in on-net buildings[1]

69% increase in customers[2]

Margin uplift from additional connections







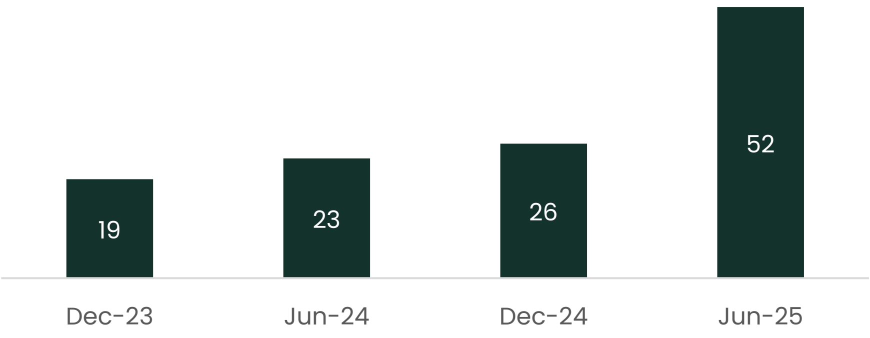
1. Includes on-net buildings connected and under construction
2. Includes customers connected and contracted to connect

Wholesale

Benefiting from growing demand for high-quality connectivity and platform-based services

	FY24	FY24[1]	FY25[1]	Change[1]
	$m	$m	$m	
Revenue	159.7	51.7	63.6	23.1%
Cost of Goods Sold	(106.6)	(37.6)	(43.6)	(16.0%)
Gross Margin	53.1	14.1	20.0	42.0%
Gross Margin %	*35.7%*	*27.2%*	*31.4%*	*4.2 ppt*

Broadband Connections ('000)[1]



FY25 Highlights

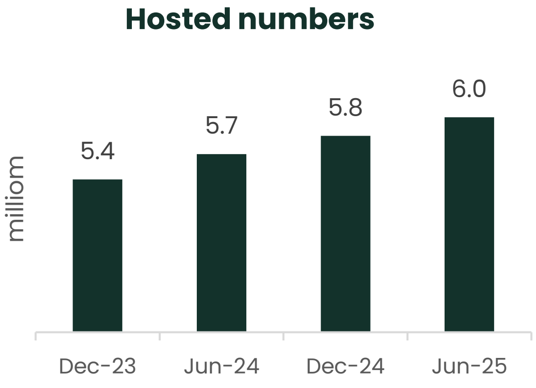
- Like-for-like revenue up 23.1%
- A trusted provider of wholesale services to 1,301 accounts
  - 183 new customers signed in FY25, including UplinkME, GPK Group, Neptune Internet and Partner Wholesale Networks
  - Strong pipeline of further wholesale opportunities
- Broadband services doubled to 52k since Dec 2024, with 17k related to the migration of Symbio services to the Aussie platform from a third-party provider
- A simplified and enhanced partner experience resonating with customers
  - Carbon platform
  - Aussie Fibre
  - Expanded product offering

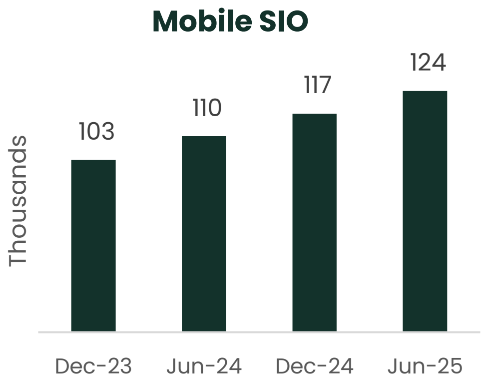
1. Excludes Origin

Symbio

EBITDA expectations exceeded; on track to deliver further synergies and growth

$m	FY24	Pro forma FY24[1]	FY25	Pro forma change
	$m	$m	$m	
Revenue	70.0	210.9	214.5	1.7%
Cost of Goods Sold	(37.5)	(113.6)	(117.6)	(3.5%)
Gross Margin	32.5	97.4	96.9	(0.5%)
Gross Margin %	*46.4%*	*46.2%*	*45.2%*	*(1.0 ppt)*
EBITDA	*11.3*	*29.2*	*39.4*	*35.0%*





FY25 Highlights

- High retention of key customers, including long-term contract renewals with Medion and Spark NZ
- Further market share gains despite growing competition:
  - Hosted numbers up 6.1% despite decommissioning several legacy platforms
  - Mobile SIO up 12.6%, with 30% of all new activations via eSim
- Contributed $39.4 million to EBITDA, exceeding expectations
  - Efficiency gains and lower employee expenses
  - Initial synergies realised
- Slight decline in gross margin % due to competitive price pressure in the voice market and lower margins generated by international swaps through H2 FY25
- Minutes on the network in line with prior year at 6.5 billion despite two large partners losing customers and the closure of Skype in May 2025
- 100% of Symbio NBN services successfully migrated to the Aussie network from a third-party provider
- Flagship cloud-based AdvancedPBX launched, delivering improved automated provisioning, real-time data analytics and AI-enrichment

1. Pro forma represents 12 months to 30 June 2024

Aussie Broadband THE ACTUAL AUSSIE WAY

Look to 28

04

Summary & Outlook

Building value for the future

Look TO 28

Our **ambition**

We are changing the game and in doing so will be the telco people love for all our customers, people, partners, stakeholders and our investors.

Our strategic ambitions[1]

Group revenue	Residential contribution	EBITDA margin	NBN market share[2]	EPS growth[3]
>$1.6bn + c35%	<60%	>12.5%	>11% c1m connections	>20% CAGR

Our strategic **priorities**

- Grow across all segments and countries
- Evolve and enhance customer experience
- Develop systems aimed at scalable growth
- Expand Aussie Fibre
- Constant focus on security to underpin trust

Our **values**

- Don't be ordinary, be awesome
- Think BIG
- No bullsh*t
- Be good to people
- Have fun

1. These strategic ambitions do not constitute guidance and carry risks and uncertainties, including from events beyond Aussie Broadband's control. See the Important Notice & Disclaimer on slide 43 for further information.
2. Excluding satellite
3. Based on underlying NPATA in FY25

Realigned operating structure

Laying foundations for strong customer loyalty across segments

Brian Maher
Group Chief Executive

Andy Giles Knopp
Group Chief Financial Officer

Cheryl Cai
Company Secretary and General Counsel

Brad Parker
Chief Technology Officer

Jane Betts
Chief People and Reputation Officer

GROUP EXECUTIVES

Jonathan Prosser
GE Residential

Aaron O'Keeffe
GE Business and E&G

Michael Omeros
GE Wholesale

Residential

- Well placed to benefit from shift to fibre and NBN speed upgrades
- Mobile growth expected to accelerate
- Margin expansion through improved productivity and digital CX capability

Business and E&G

- ARPC growth through new customer acquisition and cross-sell to existing base
- Leveraging our growing referenceability in the E&G market to deliver major contracts
- Aussie Fibre supports growth with disciplined ROI focus

Wholesale

- Sales pipeline growth - Carbon, AdvancedPBX and Aussie Fibre provide a competitive moat
- Further integration between Aussie and Symbio to unlock additional CX capabilities
- Synergies from Symbio on track for $8-12m in FY26

Winning in the new high-speed world

A faster, full-fibre future to be hugely beneficial for Aussie Broadband, and a huge win for telco and for Australians

- Average downloads on the NBN network expected to double by 2029, and uploads to quadruple by 2032; 79% of Australian households interested in new data-hungry tech[1]
- Aussie Broadband skewed to high-speed plans, with 56% of connections already on speeds of 100Mbps or higher
- Customer acquisitions in FY25 focused on Fibre and HFC customers; nearly half of customers eligible to Fibre Connect program upgraded
- Aussie Broadband's positioning as a premium provider and strategic pricing strategy supports acceleration in connections growth, and further gains in market share

NBN speed upgrades from September 2025

HOME FAST
500/50
UP TO
From 100/20

HOME SUPERFAST
750/50
UP TO
From 250/25

HOME ULTRAFAST
~1000/100
UP TO
From 500-~1000/50

HOME HYPERFAST
2000/100 HFC
2000/200 FTTP
NEW

1. Source: NBN

Growing wholesale presence with More and Tangerine

Connections to be migrated in H2 FY26

An exclusive six-year wholesale agreement with More and Tangerine

- Successful in competitive process
- 250,000 NBN broadband customers across two brands, anticipated 290,000 connections post migration including Buddy connections
- Strong future growth profile through CommBank partnership and discounts

Material uplift in Aussie Broadband's connections, earnings and growth outlook

- Boosts NBN broadband connections to 1 million+
- $12m in annualised EBITDA[1] from FY27; further upside from fast-growing customer base
- 12% accretive[2] to underlying EPS on a pro forma basis

Launching Nitrogen, a proprietary wholesale platform

- New platform to underpin network systems
- Enables wholesale partners to scale their operations, allowing many features to be performed in the same way as if they had direct connectivity to NBN

In **consideration for the agreement**:

- 5,876,944 Aussie Broadband shares to be issued; shares subject to escrow
- Cash incentives and rebates payable upon achievement of key milestones and growth targets

1. Based on estimated More and Tangerine connections at the time of migration; before amortised incentives of $5m per annum over the duration of the contract
2. Based on FY25 underlying NPATA

Tangerine to acquire Buddy Telco

Connections to remain on the Aussie Broadband network

Digital-first brand Buddy Telco joins Tangerine

- Launched in July 2024 to target value-seeking households
- Almost 14k connections at 30 June 2025
- Valuable testing ground for several enhancements to the Group's digital capabilities

Buddy brand and customer assets sold for approximately $8m

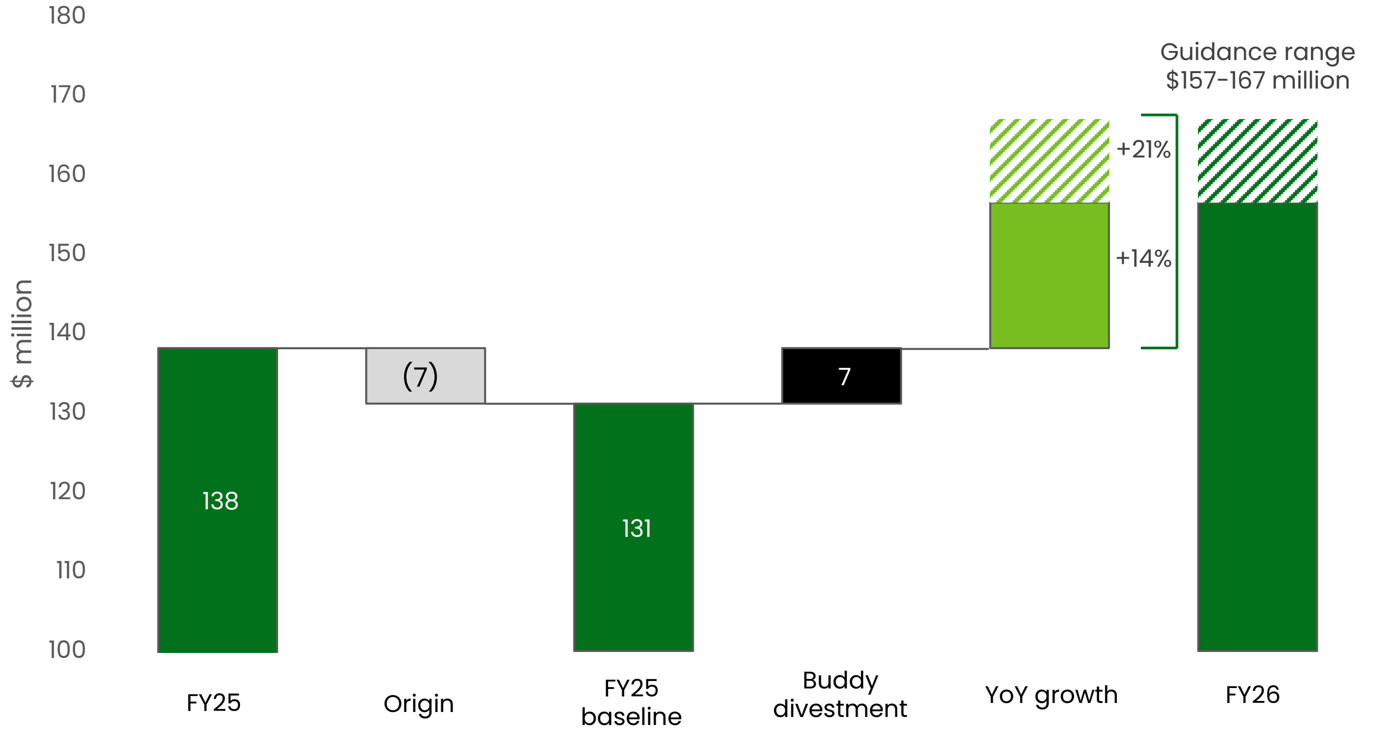
- Final cash consideration dependent on number of customers transferred at settlement

Transaction expected to be completed in H2 FY26

- As part of the Wholesale Services Agreement, connections remain on the Aussie Broadband network

FY26 Guidance and Trading Update

Pathway to 14%-21% growth in EBITDA



	FY25	FY26 Guidance
Underlying EBITDA	$138m	$157m to $167m
Capex	$77m	$55m to $60m

Trading Update

- Encouraging net new connections growth of approximately 12,100 FYTD[1] and following a round of annual price increases
- Bright future of growth:
  - Strong Enterprise & Government pipeline – most recently the Accor hotel group in Australia
  - Growth trajectory to outweigh ongoing margin pressure
  - Well positioned to take advantage of “accelerate great” speed bestowal
  - Wholesale growth through our new More/Tangerine partnership

Commentary

1. Origin direct contribution (after cost of sales and direct customer service costs) of $7m in FY25
2. Buddy divestment effective in H2 FY26, leaving a contribution of (3.0m) in the year (FY25 ($10.0m))
3. EBITDA contribution from wholesale agreement with More and Tangerine expected to be immaterial in FY26

1. FYTD to 23 August 2025

Aussie Broadband
THE ACTUAL AUSSIE WAY

Key takeaways

Accelerating growth to deliver Look-to-28 ambitions

Financial results delivered at top end of upgraded guidance

Aussie Broadband's core business remains strong and continues to grow year on year

A year of transition

New leadership team following transition of founders and appointment of new Group CEO

Business realigned into three new segments – residential, business and enterprise & government, and wholesale

Look-to-28 strategy launched

FY26 guidance of between 14% and 21% EBITDA growth reflects positive momentum

Business & E&G - robust sales and delivery pipeline

Residential winning in a high-speed world

Exclusive 6-year agreement to provide wholesale service to More and Tangerine which will contribute to earnings from FY27; immaterial impact on FY26

Capital management framework

Final fully franked dividend of 2.4 cents declared for FY25 and flexibility with share buyback available until November 2025

We will continue to explore M&A opportunities

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Thank You.

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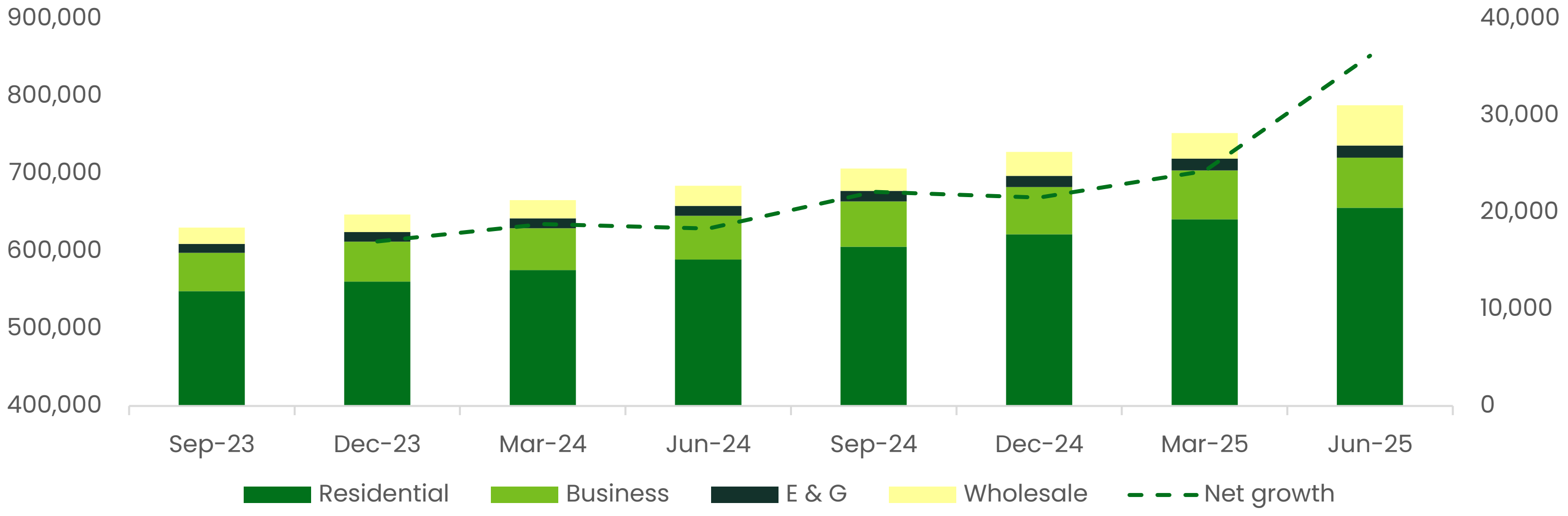
Appendices

Capital Management Approach

Objectives	Principles
Maximise shareholder value	1. Committed to balance sheet settings consistent with net leverage ratio of 1.75x – 2.50x
Maintain financial flexibility	2. Ongoing business as usual Capex i. IRR >15% and payback between 3 & 5 years
Support business growth	3. Invest in growth - both organic and M&A 4. Provide a return to shareholders through dividends i. Payout range up to 40% of annual Net Profit After Tax 5. Provide any excess returns to shareholders

Quarterly broadband connections

	Broadband connections[1]								QoQ change				YoY change	
	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25	Sep-24	Dec-24	Mar-25	Jun-25	Total	%
Residential	548,457	560,823	575,611	589,123	605,408	621,846	641,118	656,049	16,285	16,438	19,272	14,931	66,926	11.4%
Business	49,440	51,527	54,026	56,431	58,768	60,837	62,929	64,482	2,337	2,069	2,092	1,553	8,051	14.3%
Enterprise & Gov't	11,326	12,224	12,457	12,886	13,736	14,532	15,149	15,814	850	796	617	665	2,928	22.7%
Wholesale	20,977	22,621	23,889	25,859	28,506	30,736	33,034	52,066	2,647	2,230	2,298	19,032	26,207	101.3%
Total	**630,200**	**647,195**	**655,983**	**684,299**	**706,418**	**727,951**	**752,230**	**788,411**	**22,119**	**21,533**	**24,279**	**36,181**	**104,112**	**15.2%**



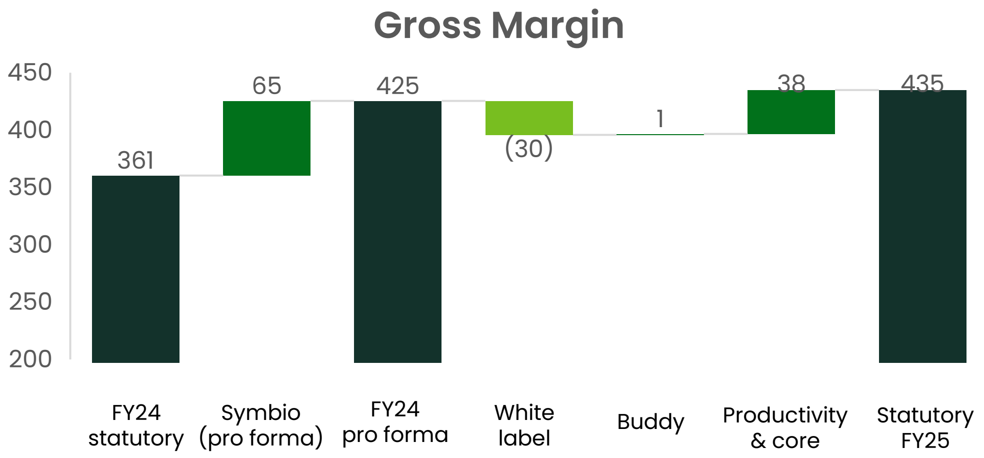
1. Excludes Origin white label services; Jun-25 includes 17k of Symbio NBN services previously hosted by a third party

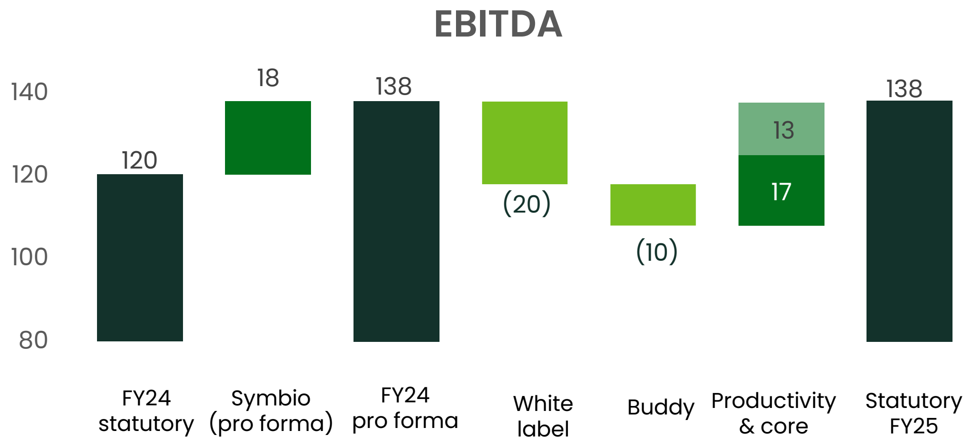
Profit & Loss

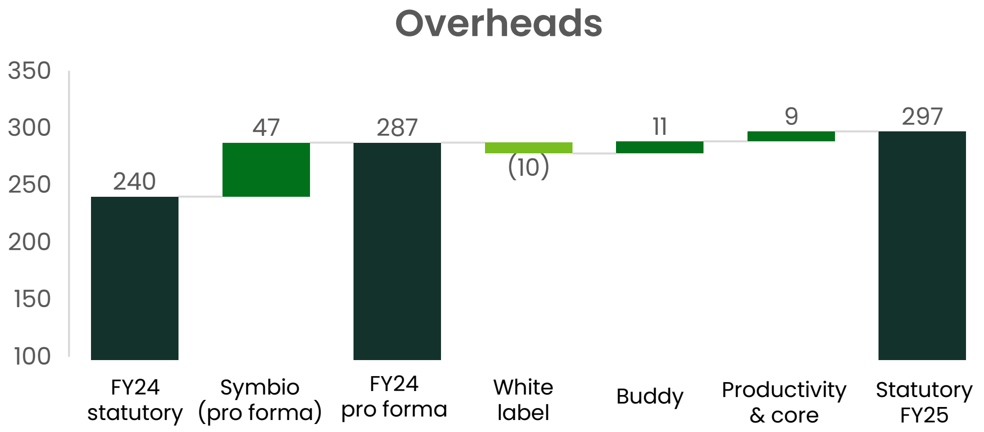
	FY24 Statutory	FY24 Pro Forma	FY25 Statutory
	$m	$m	$m
Revenue	999.7	1,140.7	1,187.1
Network and hardware expenses	(639.2)	(715.3)	(752.0)
Gross Profit	**360.6**	**425.4**	**435.1**
Gross Margin %	**36.1%**	**37.3%**	**36.7%**
Employee expenses[1]	(164.6)	(200.7)	(200.7)
Marketing expenses	(42.0)	(42.2)	(53.6)
Administration and other expenses	(33.6)	(44.4)	(42.6)
EBITDA before non-recurring items	**120.5**	**138.1**	**138.2**
Non-recurring items	(10.8)	(27.5)	(4.1)
EBITDA	**109.7**	**110.6**	**134.1**
Depreciation and amortisation	(39.2)	(47.6)	(47.5)
EBIT	**70.5**	**63.0**	**86.6**
Net interest	(11.9)	(9.4)	(14.9)
Income tax	(17.0)	(13.9)	(20.0)
NPATA	**41.5**	**39.7**	**51.6**
Amortisation - acquired intangibles	(21.6)	(30.5)	(26.8)
Income tax	6.5	9.2	8.1
Profit after tax	**26.4**	**18.4**	**32.8**
Basic earnings per share (cents)	**9.74**	**6.79**	**11.19**

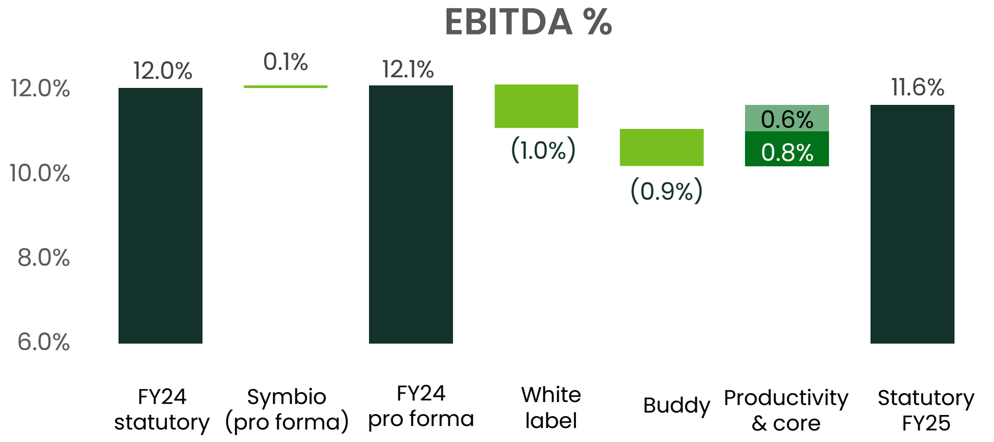
1. Includes share based payments of $5.9m in FY24 on pro forma basis and $2.0m in FY25

Profit and loss bridges









Productivity & Core – $17m productivity includes $6m Symbio synergies

Balance Sheet

	Jun-24	Dec-24	Jun-25
	$m	$m	$m
Cash and cash equivalents	213.5	135.4	130.3
Trade and other receivables	95.7	87.6	99.3
Plant and equipment	130.8	150.6	148.3
Right-of-use assets	49.7	56.2	50.9
Intangibles	609.8	610.0	610.8
Other assets	138.3	44.6	42.6
Total assets	1,237.8	1,084.4	1,082.2
Trade and other payables	153.5	138.9	144.6
Contract liabilities	57.3	50.9	55.0
Lease liabilities	54.4	58.9	50.4
Borrowings	297.2	177.7	208.1
Deferred tax liability	57.8	43.4	35.6
Other liabilities	47.5	39.0	78.8
Total liabilities	667.7	508.8	536.8
Net Assets	570.1	575.6	545.3

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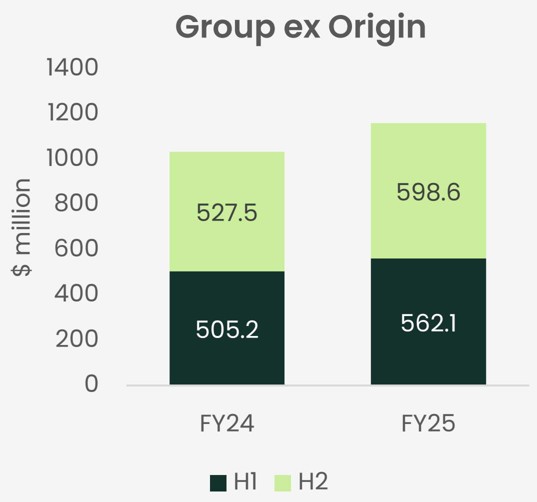
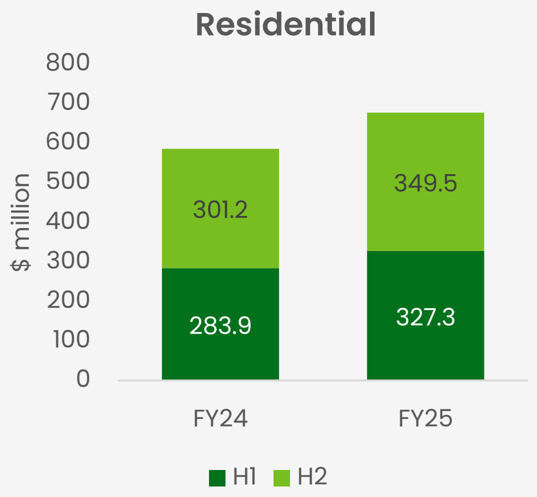
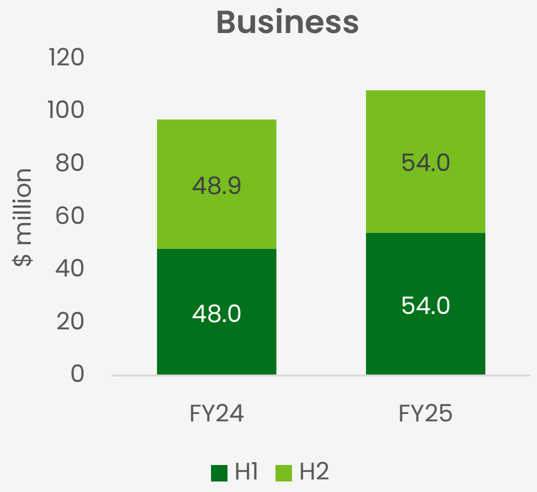
Cashflow

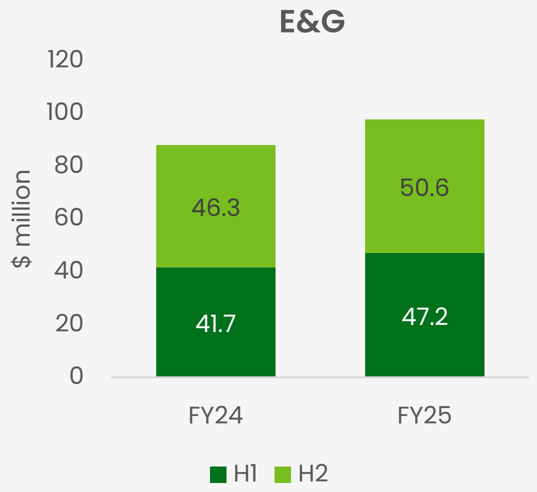
	FY24	FY25	Change
	$m	$m	
Receipts from customers	1,095.0	1,295.4	18.3%
Payments to suppliers and employees	(966.8)	(1,178.0)	21.8%
Operating cash flows before interest & tax	128.2	117.3	(8.5%)
Net Interest Payments	(11.3)	(14.1)	24.9%
Tax Payments	(0.1)	(34.8)	39452.3%
Operating cash flows	116.8	68.4	(41.4%)
(Payments)/Proceeds for financial assets, net of costs	(43.9)	95.6	n/a
Payments for PPE	(34.7)	(45.6)	31.6%
Payments for intangibles	(12.8)	(31.5)	146.4%
Proceeds from disposal of business	1.2	0.4	(66.4%)
Payment for purchase of subsidiary, net of cash acquired	(157.9)	(0.5)	(99.7%)
Other	0.5	0.2	(59.2%)
Investing cash flows	(247.5)	18.7	n/a
Payment for share buy-backs, net of costs	-	(35.9)	n/a
Proceeds from issue of shares (net of costs)	137.4	0.1	(99.9%)
(Repayment)/Drawdown of borrowings	146.8	(90.0)	n/a
Repayment of lease liabilities	(14.7)	(21.5)	46.4%
Payment of dividends	-	(23.6)	n/a
Other	0.2	(0.0)	n/a
Financing cash flows	269.6	(170.8)	n/a
Net increase/(decrease) in cash and equivalents	139.0	(83.8)	n/a

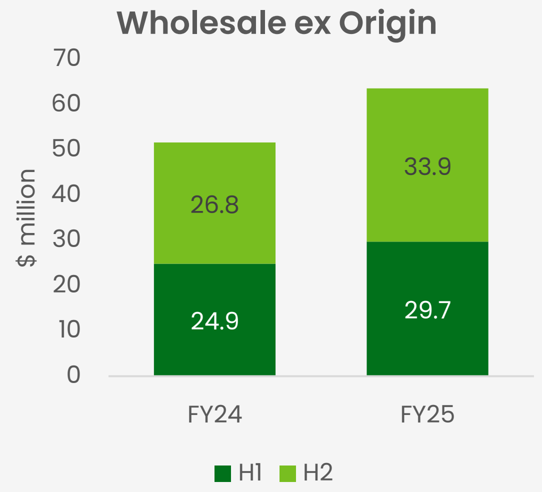
Pro forma revenue by segment

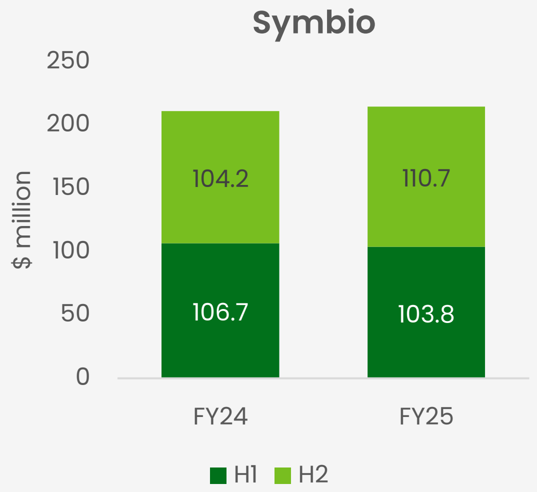




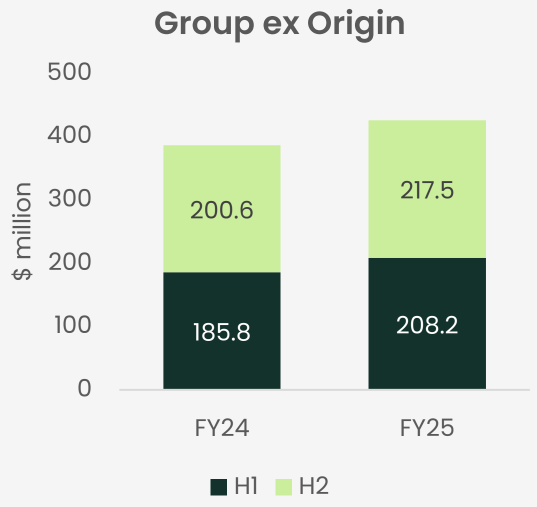


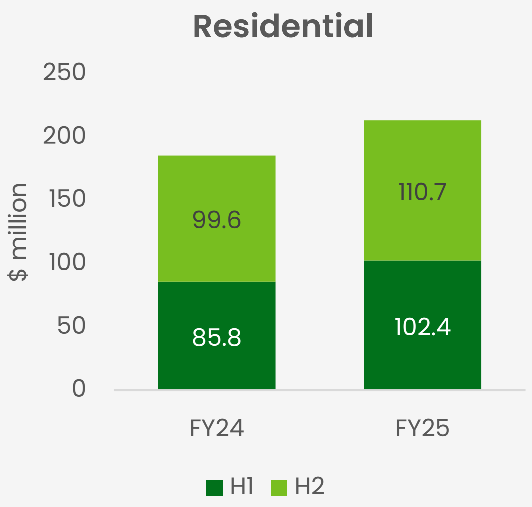


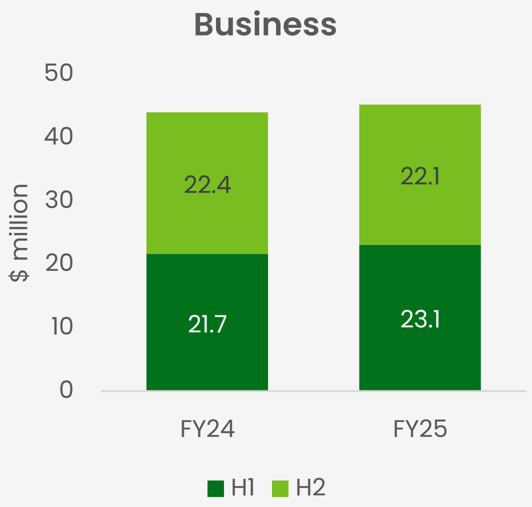


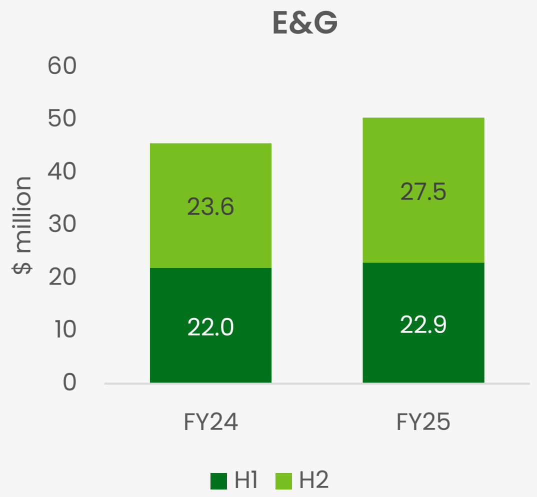


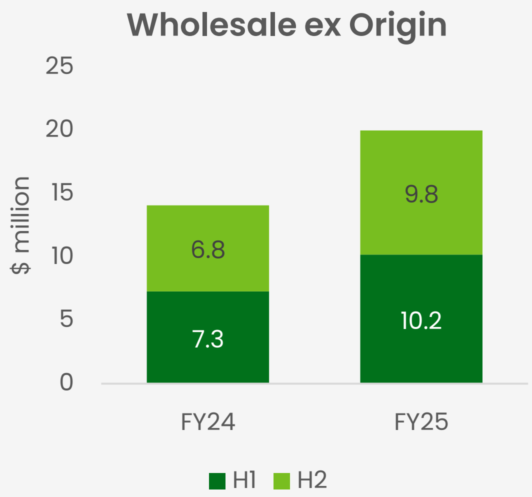
Pro forma gross profit by segment

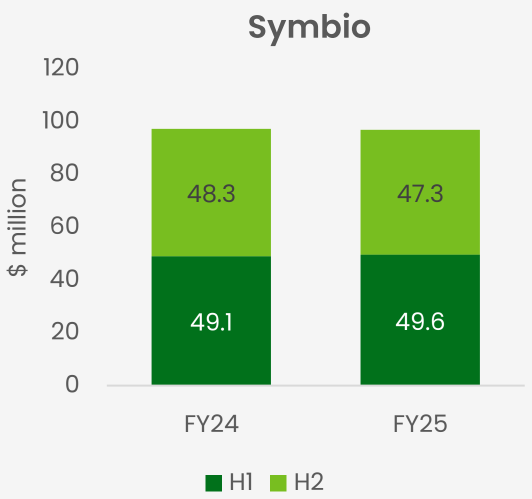












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ESG at Aussie Broadband

Purpose

To deliver returns to shareholders while having an overall positive impact on society and the environment. We do this by making considered decisions, and implementing practical and innovative concepts, processes and actions to benefit our stakeholders, our people, our partners, our investors, and our customers.

Certified B Corporation

We deliver this through our 3 ESG pillars

Pillar	Empowered people and communities (Social)	Resilient operations & supply chains (Environment)	Secure & transparent systems (Governance)
FY25 Highlights	• Gender pay equity a key priority within the remuneration strategy; pay gap reduced by 4.8ppt to 6.7% • Supported 1,128 partners through *Helping Communities Connect* program, providing product discounted digital empowerment program for not-for profit organisations • Supported over 16,000 families through the *School Student Broadband Initiative*, representing over 50% of the program cohort	• 24% reduction in Scope 1 and 2 emissions • Committed to 100% renewable electricity by FY28 for all owned and operated sites • Commitment to 100% e-Waste recycling in partnership with Zolo; refurbished laptops donated to First Nations communities • $148k raised through customer donations to support *Small Change Big Change* program, benefiting Red Dust, Reach Out and Beacon Foundation	• Adoption of Group wide Human Rights and Environment Policies • Publication of inaugural standalone Sustainability Report in Q1 FY26 • Zero reportable OAIC breaches, cybersecurity or privacy breaches

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