

ASX Announcement

10 April 2025

Aussie Broadband Investor Day and Trading Update

Aussie Broadband Limited (ASX: ABB) is pleased to be holding its Investor Day today where the Company will outline its strategic priorities.

Look-to-28 Strategic Ambitions

During the day, Aussie Broadband will outline its strategic ambitions for the next three years, targeting continued growth and diversification across all operating segments.

By FY28, Aussie aims to have group revenue surpass \$1.6 billion with EBITDA margins expected to expand beyond 12.5%. Diversification of revenue is to be maintained with the residential segment expected to contribute less than 60% of the Group's total revenue. NBN market share (excluding satellite) is targeted to exceed 11% and Aussie is also focused on delivering earnings per share (EPS) growth of more than 20% CAGR.



Figure 1 – Look-to-28 Strategic Ambitions

Aussie's ambitions are underpinned by the Look-to-28 strategy which will deliver operational efficiency, growth, strategic investments and disciplined capital management which will be outlined during the day.

Investor Day live stream

It is not too late to attend. Investors can access the Investor Day via a live stream from 10:30am to 2:45pm AEST, and participants can register for the livestream via: <https://edge.media-server.com/mmc/p/8k526jza/>

Trading update

Aussie Broadband is also providing a trading update today. Aussie Broadband is pleased to report its best organic quarterly net growth in connections in the last three years. Q3 added 24,279 net connections overall as a group. This is 29% higher than the prior corresponding quarter, and 12% higher when Buddy connections (9,695) are excluded.

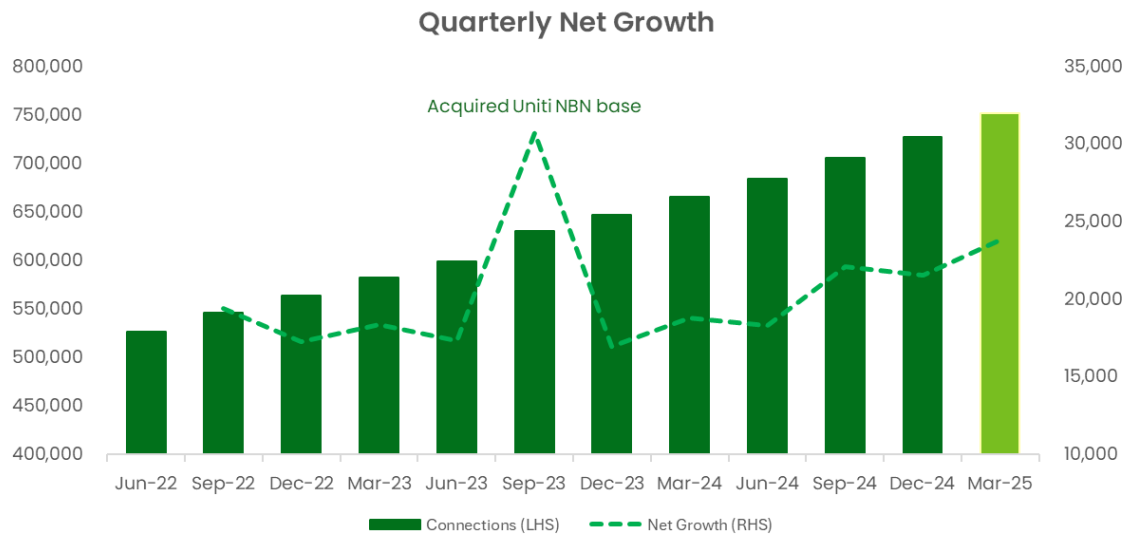


Figure 2 – Connections, Quarterly Net Growth

Broadband connections	1Q FY24	2Q FY24	3Q FY24	4Q FY24	1Q FY25	2Q FY25	3Q FY25
Residential (including Buddy)	548,457	560,823	575,611	589,123	605,408	621,846	641,118
Business	49,440	51,527	54,026	56,431	58,768	60,837	62,929
Enterprise & Government	11,326	12,224	12,457	12,886	13,736	14,532	15,149
Wholesale	20,977	22,621	23,889	25,859	28,506	30,736	33,034
Total BB Connections	630,200	647,195	665,983	684,299	706,418	727,951	752,230

Table 1 – On-Net Broadband Connections by Quarter

Optus – Heads of Agreement signed

Aussie Broadband is pleased to announce that a binding Heads of Agreement has been signed with Optus under which Optus will continue to provide wholesale mobile services to Aussie. This agreement continues – and strengthens – the partnership between the two companies, specifically in the mobile products and connectivity space.

The agreement will leverage both parties' strengths to enhance and improve service offerings. Aussie Broadband looks forward to unlocking new growth opportunities and continuing to scale its mobile offerings as an Optus partner.

Guidance reaffirmed

Aussie Broadband reaffirms its upgraded guidance provided at 1H FY25 results. Underlying EBITDA for FY25 is expected to be in the range of \$133m to \$138m. This reaffirmation reflects the company's continued strong operational performance and momentum, supported by the strong quarterly growth outlined above. The revised Capex guidance of \$75m-\$80m also remains unchanged.

Investor Day presentation

As part of this release, ABB provides the attached presentation which will be delivered today at the Investor Day.

Important note in relation to Look-to-28 strategic ambitions

The Look-to-28 strategic ambitions set out Aussie Broadband's aspirations and current intent with respect to its business and operations and do not constitute guidance. There are risks and uncertainties in connection with the Look-to-28 strategic ambitions, including from events beyond Aussie's control. See the Important Notice & Disclaimer on slide 2 of the attached Investor presentation for further Information.

Authorised for release by the Aussie Broadband Board

Investor enquiries contact Gurjit Mann at investors@team.aussiebroadband.com.au

Media enquiries contact Alex Walker on 0434 286 298 or media@team.aussiebroadband.com.au

About Aussie Broadband Limited

Aussie Broadband Group is a fast-growing telecommunications services provider – comprising of the Aussie Broadband and Symbio businesses.

Listed on the Australian Stock Exchange (ASX: ABB), the Group collectively supplies more than 1 million services, operates two Tier 1 voice providers in Australia and owns fibre infrastructure.

The fifth largest provider of broadband services in Australia with continuing growth in the residential segment, the Group provides a broad suite of solutions through its data, voice, and managed solutions to business, enterprise and government customers. Aussie Broadband Group also provides wholesale services to other telecommunications companies and managed service providers.

For further information please visit: <https://www.aussiebroadband.com.au>



**Aussie
Broadband**
THE ACTUAL AUSSIE WAY

Look
TO 28

**INVESTOR DAY
2025**



IMPORTANT NOTICE & DISCLAIMER

The information in this presentation is intended to be general background information on Aussie Broadband Limited (ACN 132 090 192) (**Company**) and its activities and operations.

This presentation is for information purposes only and it is not financial product or investment advice. The information and presentation is in summary form and is not intended to be comprehensive or provide all information required by investors to make an informed decision on any investment in the Company and is therefore not necessarily complete. It is intended to be read by a professional analyst audience and is not intended to be relied upon as advice to investors or potential investors, who should consider seeking independent professional advice depending on their specific investment objectives, financial situation or particular needs. In preparing this presentation, the Company did not take into account the investment objectives, financial situation, or particular needs of any particular reader.

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All amounts are in Australian Dollars (\$) or AUD unless otherwise indicated. A number of figures, amounts, percentages, estimates, calculations of value, and fractions in this presentation are subject to the effect of rounding. Accordingly, the actual calculation of these figures may differ from the figures set out in this presentation.

Investors should also be aware that certain financial data included in this presentation including EBITDA and measures described as 'pro forma', are 'non-IFRS financial information' under ASIC Regulatory Guide 230 (Disclosing non-IFRS financial information). The non-IFRS financial information financial measures do not have a standardised meaning prescribed by Australian International Financial Reporting Standards (AIFRS) and, therefore, may not be comparable to similarly titled measures presented by other companies, nor should they be construed as an alternative to other financial measures determined in accordance with AIFRS. Investors are cautioned, therefore, not to place undue reliance on any non-IFRS financial measures included in this presentation.

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Any opinions expressed reflect the Company's position at the date of this presentation and are subject to change. Subject to law, the Company assumes no obligation to update, review or revise any information contained in this presentation, whether as a result of new information, future events, or otherwise. Past performance cannot be relied upon as a guide to future performance.

References to Aussie Broadband or the Company in this presentation are to the Aussie Broadband group including all subsidiaries, unless stated elsewhere.



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.

AUSSIE BROADBAND INVESTOR DAY 2025

AGENDA

Look to 28

Residential strategy

Business, Enterprise & Government

Customer interview

Wholesale strategy

Customer interview

LUNCH

Our technology future

Being good to people

Capital management

Q&A

Wrap

OUR SPEAKERS

Brian Maher, Chief Executive Officer

Jonathan Prosser, Group Executive

Aaron O'Keeffe, Group Executive

Anthony Sok, GM IT, Sushi Sushi

Michael Omeros, Group Executive

Derek Cummins, Managing Director, Medion Australia

Brad Parker, Chief Technology Officer

Jane Betts, Chief People & Reputation Officer

Andy Giles Knopp, Chief Financial Officer

All

Brian Maher, Chief Executive Officer

HOUSEKEEPING



VIDEO – HELPING COMMUNITIES CONNECT



BRIAN MAHER

CHIEF EXECUTIVE OFFICER

MEET THE BOARD



Adrian Fitzpatrick

*Independent Chair &
Non-Executive Director*

Experienced director, currently a director of ARB Corporation. Extensive operational, financial management and strategic experience from a career that has spanned 40 years.



Sue Klose

*Independent Non-Executive Director &
Chair of People &
Community Committee*

Has held senior management roles including Chief Marketing Officer at GraysOnline and Chief Operating Officer at 12WBT.



Patrick Greene

*Independent Non-Executive Director
Chair of Audit, Risk &
Compliance Committee*

Extensive sales, marketing, financial and management experience. Owned retail businesses since 1987 and won Franchisee of the Year awards.



Graeme Barclay

Independent Non-Executive Director

Qualified chartered accountant with 40+ years experience in professional services, investment banking, broadcast and telco infrastructure businesses.



Phillip Britt

Non-Executive Director

Highly experienced executive with over 25 years in the telecommunications industry. Awarded the ACOMMS Communications Ambassador in 2020 and is an inductee into the telco Industry Edisons Awards Hall of Fame.



Michael Omeros

*Executive Director &
CEO of Symbio*

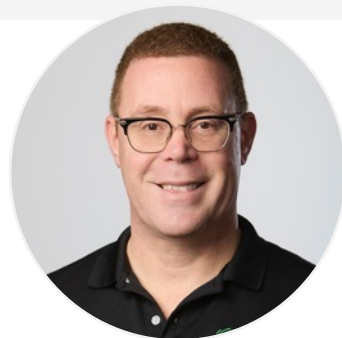
Has over 20 years of experience in the Telecommunications and IT services sector. Co-founder and Managing Director of Over The Wire Holdings prior to its acquisition by the Company.

AUSSIE EXECUTIVE LEADERSHIP TEAM

FROM 1 JULY 2025



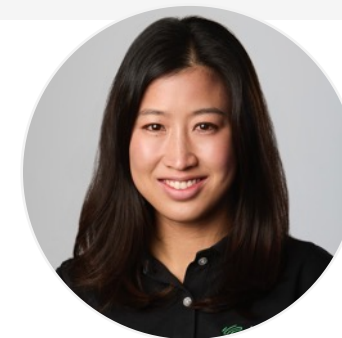
BRIAN MAHER
Chief Executive Officer



ANDY GILES KNOPP
Chief Financial Officer



JANE BETTS
Chief People and
Reputation Officer



CHERYL CAI
Company Secretary and
General Counsel



BRAD PARKER
Chief Technology Officer



JONATHAN PROSSER
Group Executive
Residential



AARON O'KEEFFE
Group Executive
Business, Enterprise &
Government



MICHAEL OMEROS
Group Executive
Wholesale

Q3 TRADING UPDATE

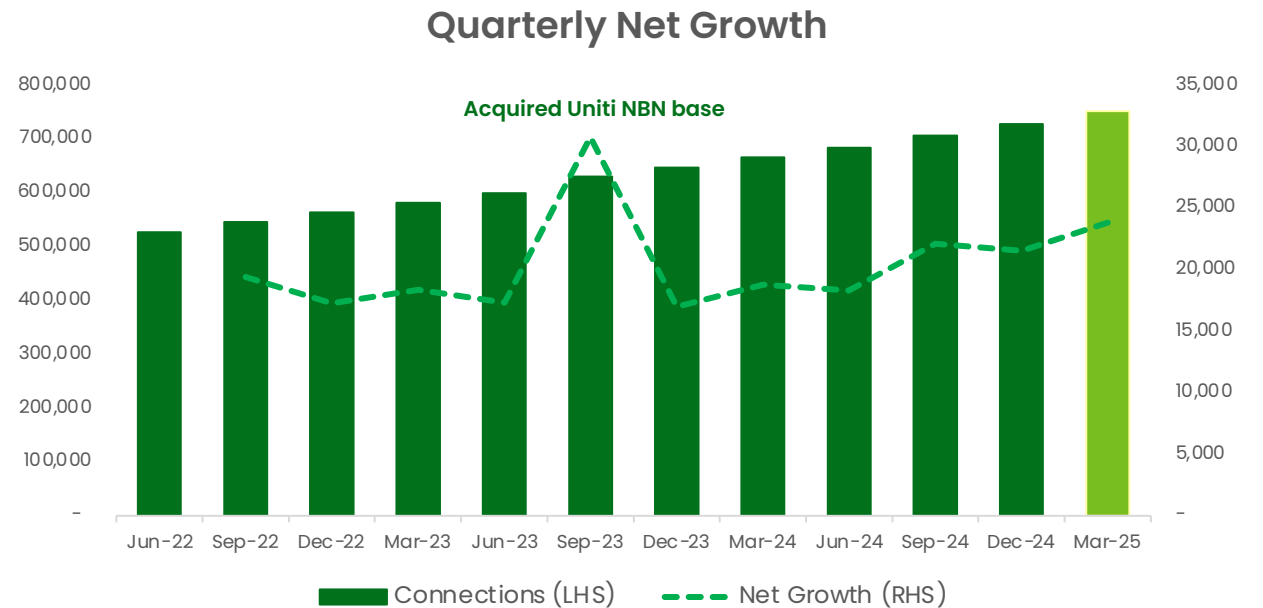
- **Strong quarter of growth**

- Over 24,000 net connections
- Best organic growth quarter over the last 3 years
- 29% higher than corresponding quarter and 12% higher excluding Buddy
- Buddy grown to 9,695 connections
- YTD growth of almost 68,000 connections

- **New Optus partnership**

- **Guidance reaffirmed**

- Underlying EBITDA \$133m to \$138m
- Capex \$75m to \$80m



Look
TO 28

OUR EVOLUTION

Leading diversified telecommunications provider



Over – 20 years built a market-leading telco business

- Deep capability in broadband, VoIP and mobile services to residential customers
- Focused on delivering best-in-class technology and game-changing customer service to residential customers
- Unique differentiator: our award winning customer service and fully redundant POI network
- Significant investment in networks and owned fibre assets (Aussie Fibre)

Over – 15 years built a market-leading business and enterprise focused telco business

- Deep capability in data, voice, cloud, and managed services
- Focused on business, enterprise & government, and wholesale segments
- Unique differentiator: Tier 1 Voice Network
- Purchased by Aussie Broadband in 2022 to expand capability

Over – 20 years built a leading communications software company

- Deep capability in voice carriage and telco enablement with operations in Australia, New Zealand, Singapore and Malaysia
- Focused on Communications as a Service, Unified Communications as a Service and Telecommunications as a Service for enterprise and wholesale segments
- Unique differentiator: Tier 1 Voice Network and Enablement platforms
- Purchased by Aussie Broadband in 2024 deepening segment capability

Leading diversified telecommunications group


- Deep capability as an integrated full-service provider across the full suite of solutions to Residential, Business, Enterprise & Government and Wholesale customers
- Focused on providing seamless telecommunications solutions across customer segments
- Unique differentiator: deep technical expertise combined with relentless focus on customer experience
- Significant investment in industry-leading software platforms such as MyAussie, Carbon, NetSIP and more to come

AUSSIE BROADBAND GROUP TODAY

8.1%

Market share of
on-net NBN
services¹




1,914 km
Aussie Fibre
Network

 **792**

Connected
buildings

>4,600

Able to connect

211 k

Mobile services
across the Group



768 k

Broadband
connections
across the
Group²



7.7 m

Numbers hosted
on Symbio & NetSIP



6.5 bn

Call minutes across our
domestic networks

Australia's most
trusted telco

33rd overall
most trusted
brand in
Australia³



1. Excludes Origin white label services and services hosted by a third party for Symbio. Market share calculation excludes NBN Satellite

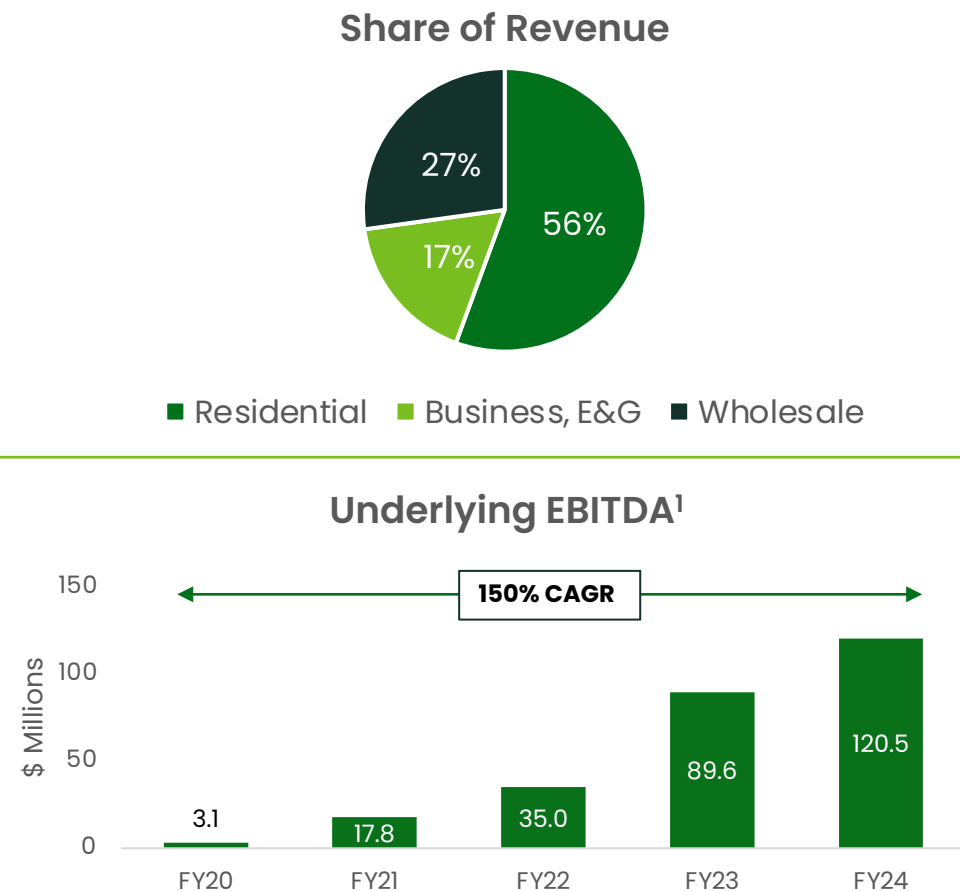
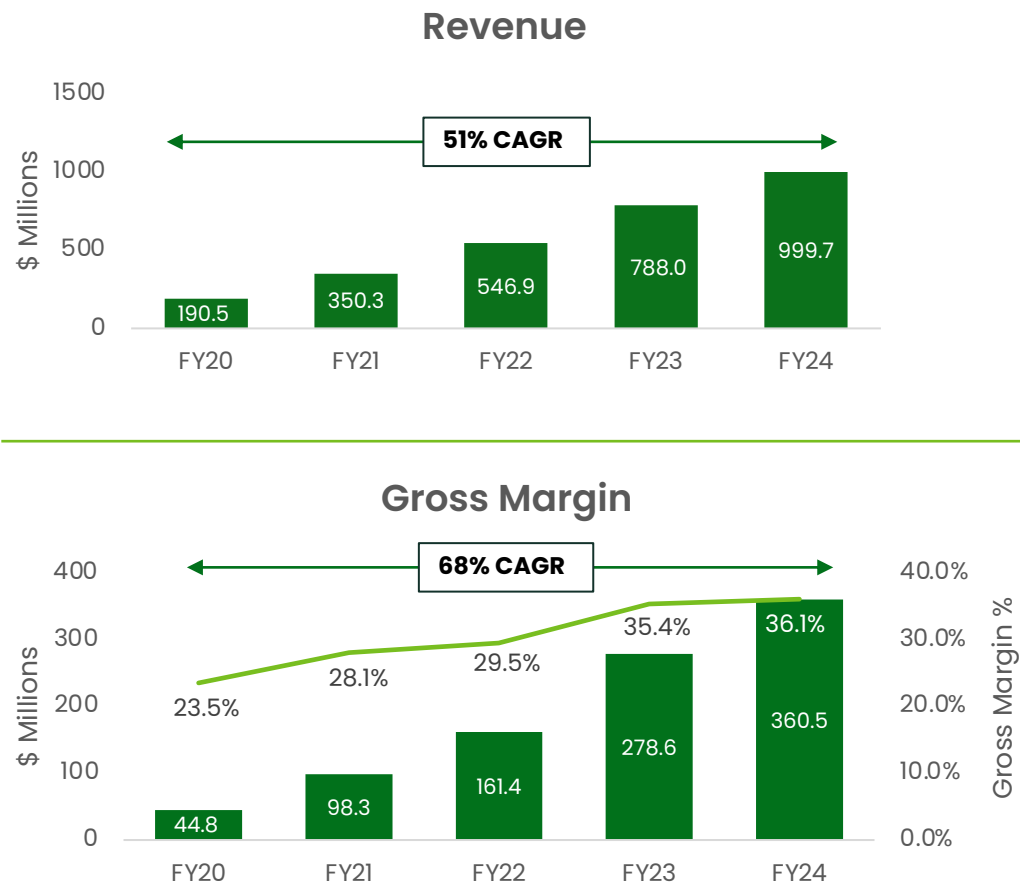
2. Excludes Origin white label services and includes Symbio NBN services hosted by a third party

3. As measured by Roy Morgan

All data as at 31 March 2025

AUSSIE BROADBAND'S GROUP GROWTH STORY

We have delivered sustainable earnings, consistent year on year growth and exceeded EBITDA guidance every year since listing.



1. Underlying EBITDA includes share-based payments and excludes restructure costs, gain or loss on sales of businesses, net interest, acquisition costs, tax, depreciation and amortisation

MARKET CONTEXT

There are significant growth opportunities for Aussie to take market share:

- Rise of the Challengers ongoing – ABB represents 39% of the cohort
- Challenger market share at 20% lower than global trend
- High Speed future
- Annual pricing cycle changing the market
- Shift to Fibre to the Premises
- MVNO market share low relative to global trends
- Wholesale voice market significant and challenger growth presents data opportunities

HOME FAST

500/50

UP TO

From 100/20

HOME SUPERFAST

750/50

UP TO

From 250/25

HOME ULTRAFAST

~1000/100

UP TO

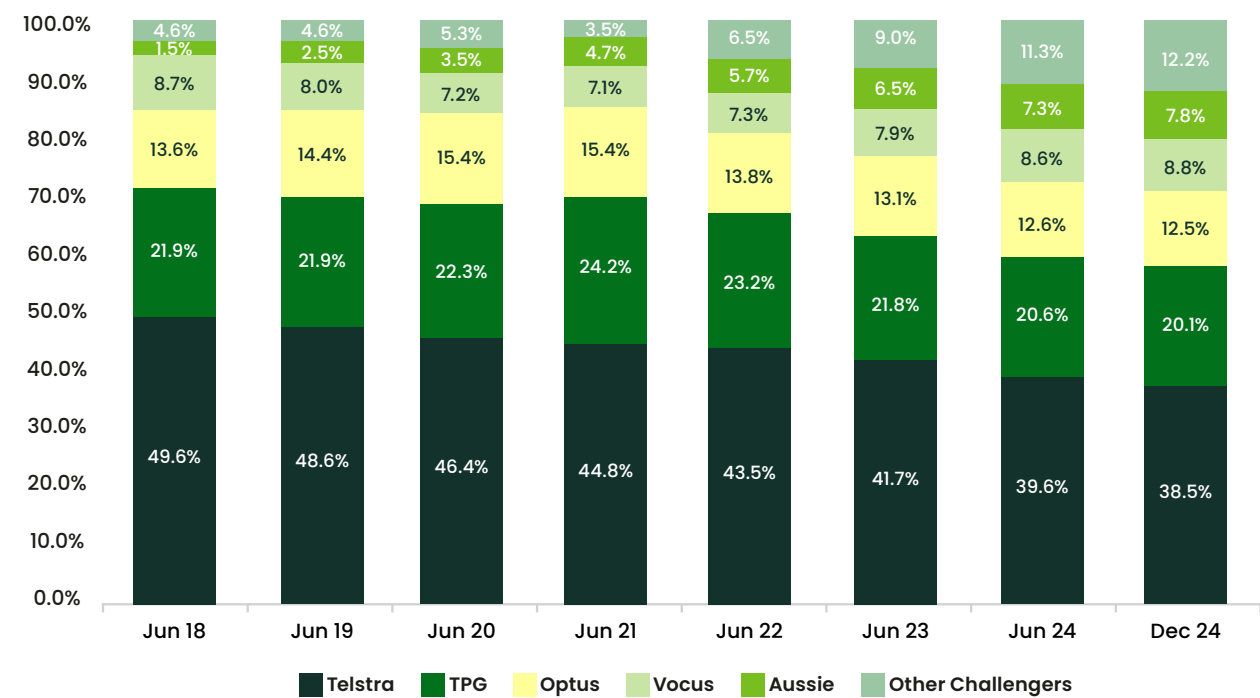
From 500-~1000/50

HOME HYPERFAST

2000/100 HFC
2000/200 FTTP

NEW

NBN Market Share (ex Satellite)



Source: ACCC NBN Wholesale Market Indicators Report December 2024

THE PERSPECTIVES

How we are going to Look to 28:



01

Financial perspective

The financial perspective sets our ambition for the financial outcomes we will achieve by FY28 and the key products that will deliver these outcomes.



02

Customer perspective

Our customer perspective is there to ensure our customers remain at the heart of our business. It outlines the evolution of our service models and the continued importance of exceptional customer experience.



03

Internal perspective

The internal perspective creates the conditions we need for faster and sustainable growth. This incorporates our ways of working, the flow required to create better customer value, and our enabling IT, network, and data ecosystems.



04

People perspective

Our people perspective underpins all of this by defining our ambition to be a talent magnet and a workplace that nurtures and encourages career development. Our people reflect the diversity of the communities around us.



05

Community & Governance perspective

This perspective acknowledges that we continue to build our reputation, supporting the issues that matter. We're trusted by our stakeholders to deliver sustainable outcomes and foster social value through connectivity.

Look
TO 28

OUR NEW AMBITION

We are changing the game and, in doing so, will be **The Telco People Love**, for all stakeholders, our people, our partners, our investors, and our customers

The telco
people
Love.♥

AUSSIE BROADBAND GROUP *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 ambitions¹

Group revenue
>\$1,600m
+ c35%

Residential
contribution
<60%

EBITDA margin
>12.5%

NBN market
share² >11%
c1m connections

EPS growth
>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 2 for further information.

2. Excluding satellite

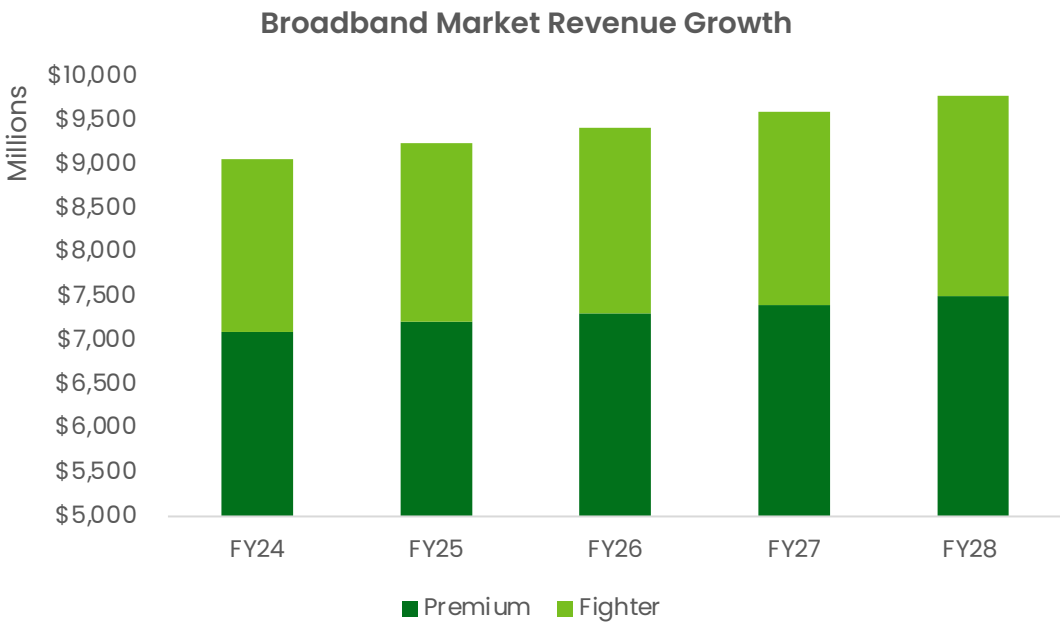
RESIDENTIAL STRATEGY

JONATHAN PROSSER

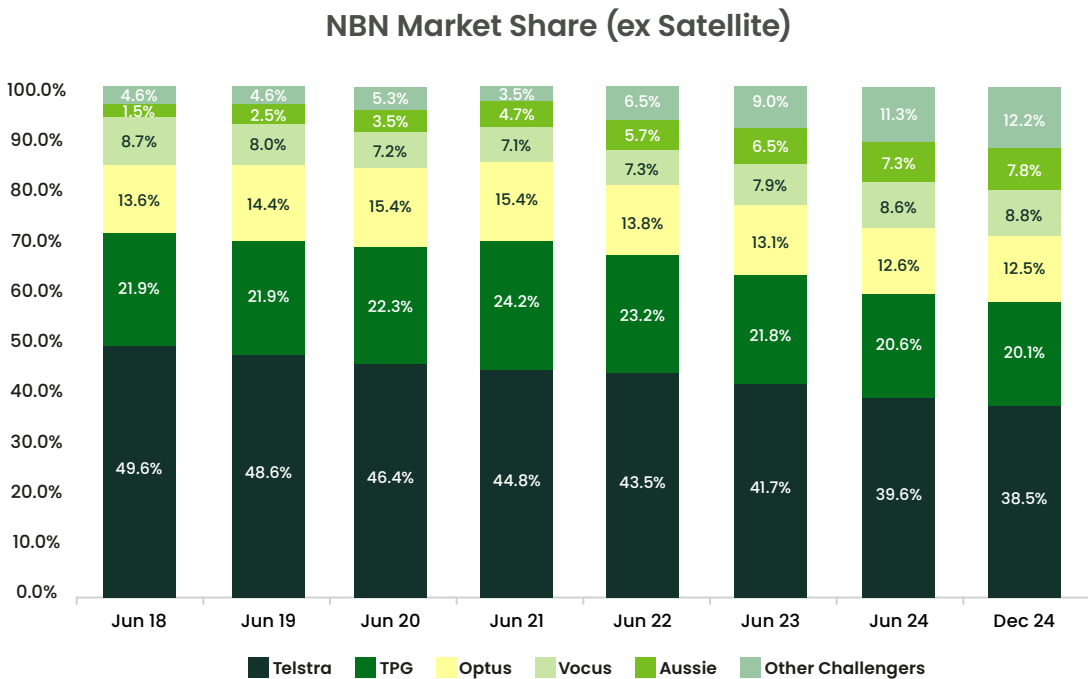
GROUP EXECUTIVE RESIDENTIAL

FOCUSED GROWTH - BROADBAND

The core residential broadband market is large at \$9bn in revenue and has a positive growth outlook of circa 1 – 3% p.a. Aussie has momentum and continues to build share.



Source: Independent research commissioned by Aussie Broadband December 2024

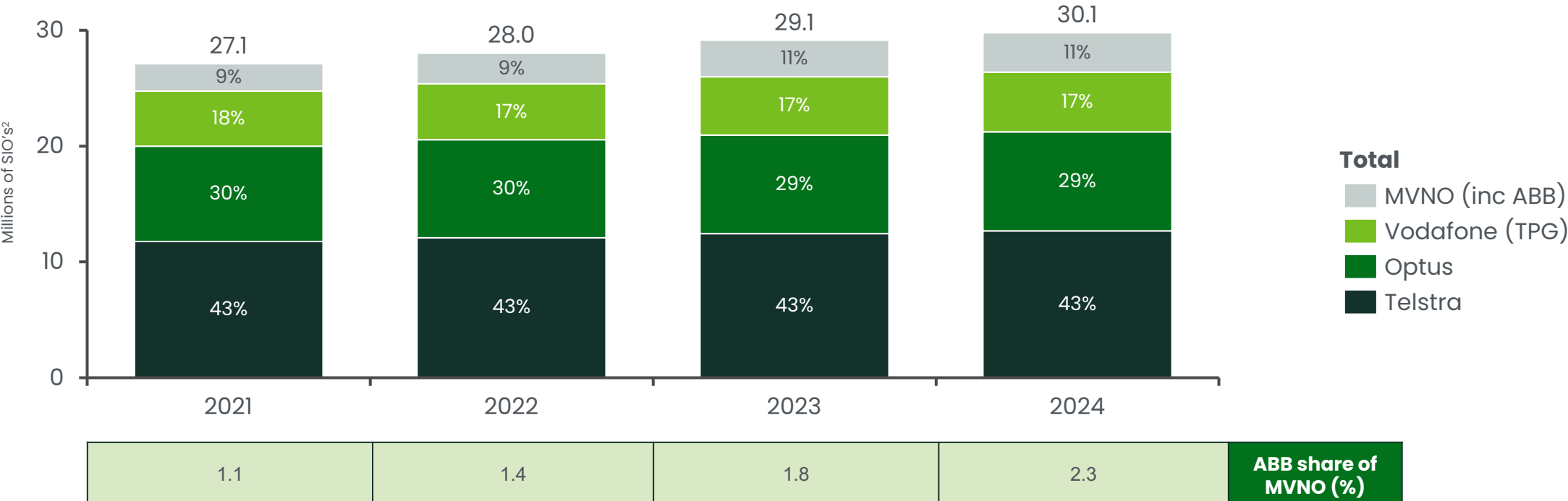


Source: ACCC NBN Wholesale Market Indicators Report December 2024

FOCUSED GROWTH – MOBILE

The mobile market in Australia is large and has a positive growth outlook of c.\$11bn with c.1% p.a. growth. In addition, there has been gradual growth in the relative share of the MVNO¹ cohort, moving from 9% to 11%.

Australian retail mobile market structure



21 Source: Independent research commissioned by Aussie Broadband December 2024

1. MVNO – Mobile Virtual Network Operator

2. SIO – Services in operation

FOCUSED GROWTH – MOBILE

When we look ahead to the outlook for 2028, we already see the MVNO market outgrowing the broader mobile market, with MVNO growth at 8 percent per annum compared to 1 to 2 percent.

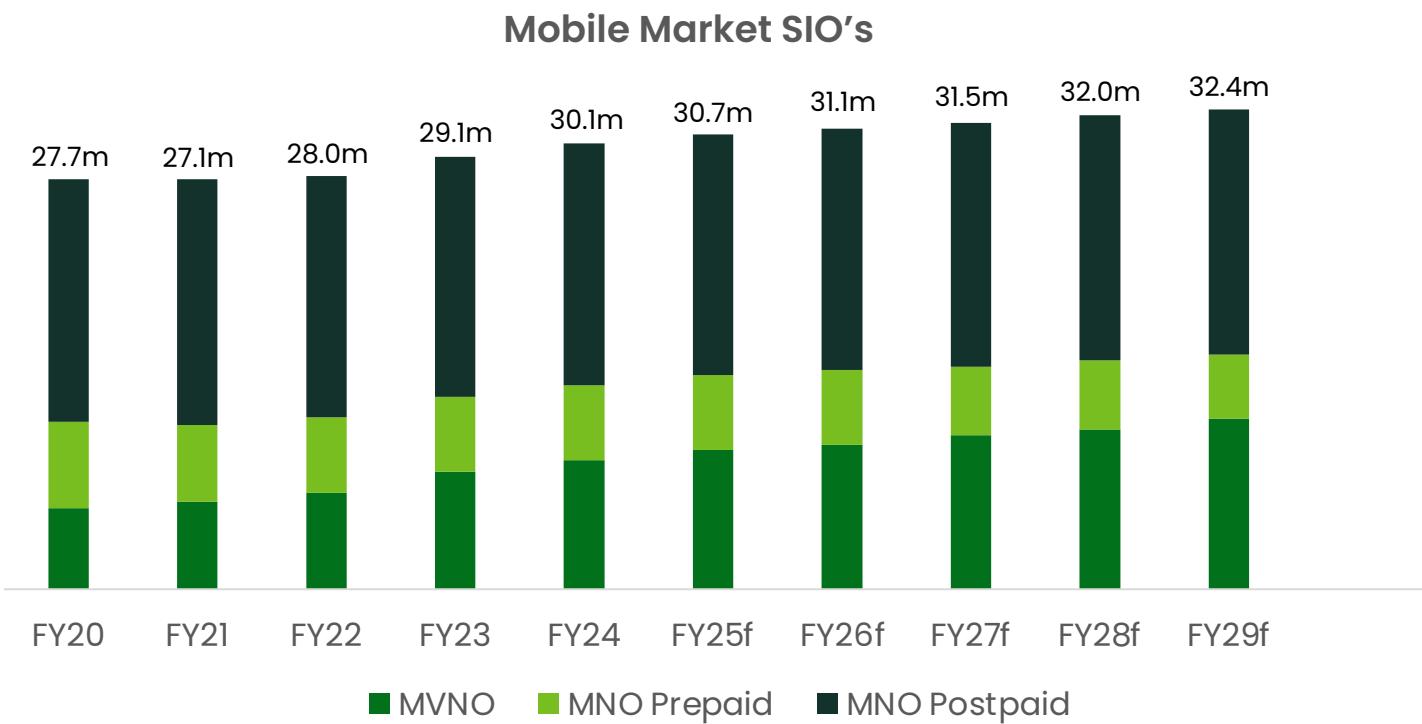


ABB Mobile Growth:
double our SIOs to FY28

ABB Mobile Brand Awareness: 62%

ABB Sales Momentum:
20% growth PCP¹

Source: Aussie Broadband analysis

1. Q3 FY24 to Q3 FY25

CLARITY ON WHERE TO PLAY

We have a clear vision on where Aussie plays as a premium brand focused on award winning customer service and product excellence, and where Buddy serves value-seeking households who are digitally savvy, and don't need the premium service.

COHORT ONE



**Connected
Homemakers**
11%

**1,152,711
households**



COHORT TWO



**Tech
Trailblazers**
24%

**2,640,758
households**



COHORT THREE



**Simplicity
Seekers**
23%

**2,549,771
households**



COHORT FOUR



**Golden
Guardians**
17%

**1,810,783
households**



COHORT FIVE




**Digital
Junkies**
25%

**2,721,223
households**




BUDDY THE VALUABLE CHOICE





MyAussie Google Play Rating
↑ Increased from **2.7** stars




86% satisfied
Customer satisfaction
with Buddy Bot


6 + 8

NEW Features **IMPROVED** User Interfaces





83.4%
Buddy customers
have logged into the
Buddy Telco App



2,490
LiveChats Initiated through
the Buddy Telco App

SHAPE OF SHARE & SPEED – BROADBAND

Our shape-of-share strategy influences our product features, our price positioning and marketing placement



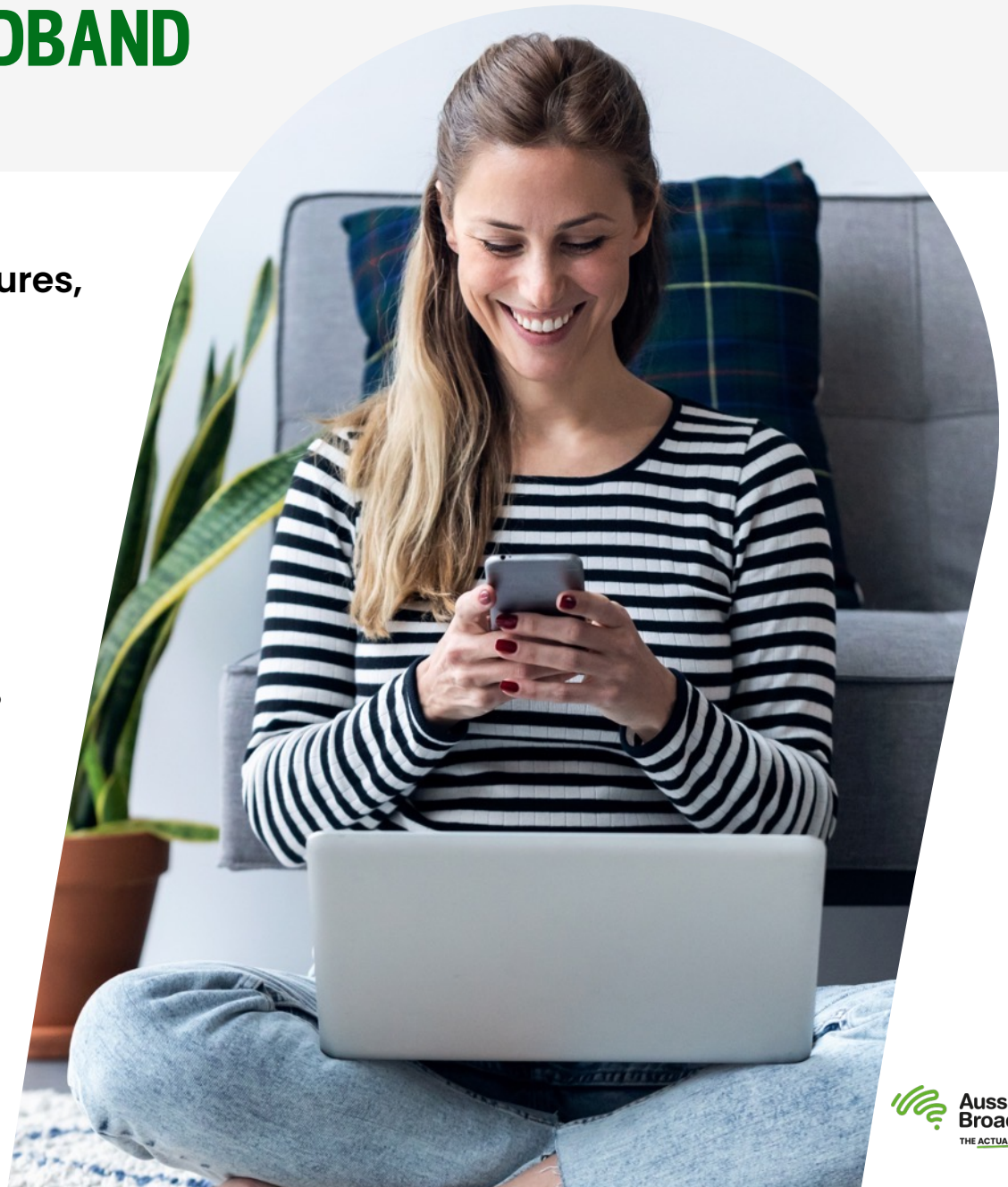
- ABB portfolio skewed to high speed with 55% of connections on speeds of 100Mbps or higher



- YTD sales skew even further with 70% of sales on speeds of 100Mbps or higher (compared with 44% in FY23)



- A faster, full-fibre future will be hugely beneficial for Aussie Broadband, but it will also be a huge win for telco and for Australians.



SHAPE OF SHARE & SPEED – BROADBAND

Shape-of-share and our associated brand recognition places ABB strongly in the ‘new high speed world’ being introduced by the NBN in September this year.

PRO

First to market

PRO product launched August 2024 – residential products with 250/100, 500/200 and 1000/400 speed tiers

PRO

Results of PRO-active brand building

- 64% share of 1000 / 400 mbps tier
- 52% share of 500 / 200 mbps tier

EXPLORE

25 Mbps tier opportunity

25mbps is 20% of total NBN market, and with 1.8m on that tier, it represents further opportunity for growth

SHAPE

Shape advantage

- 63.25% of base on FTTP/HFC
- 69% monthly acquisitions on FTTP/HFC

SHAPE

Shape for speed

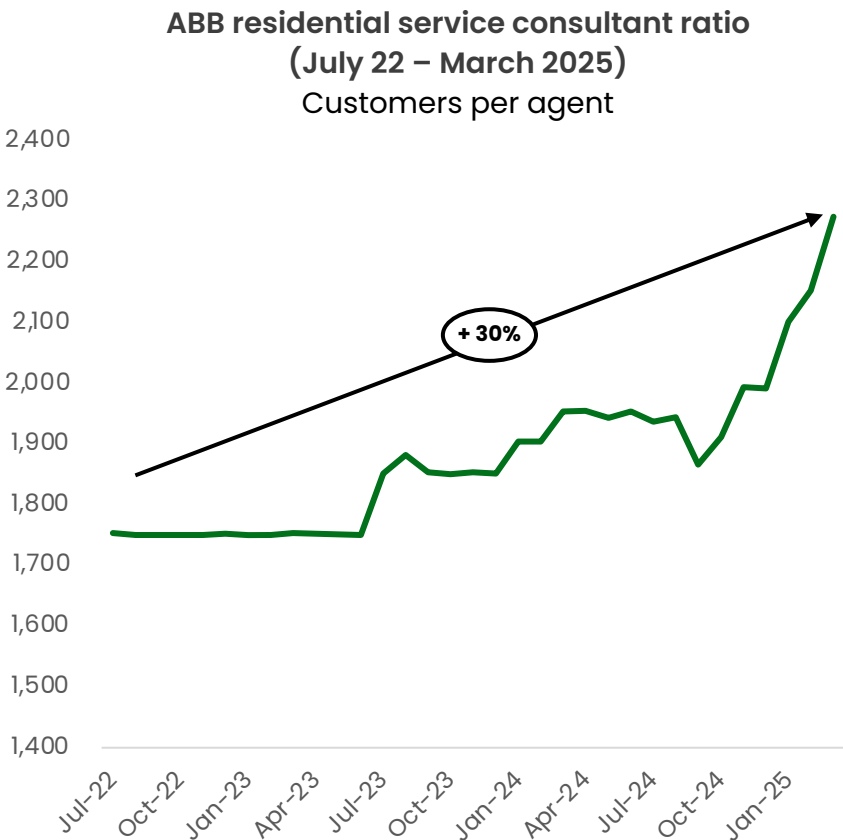
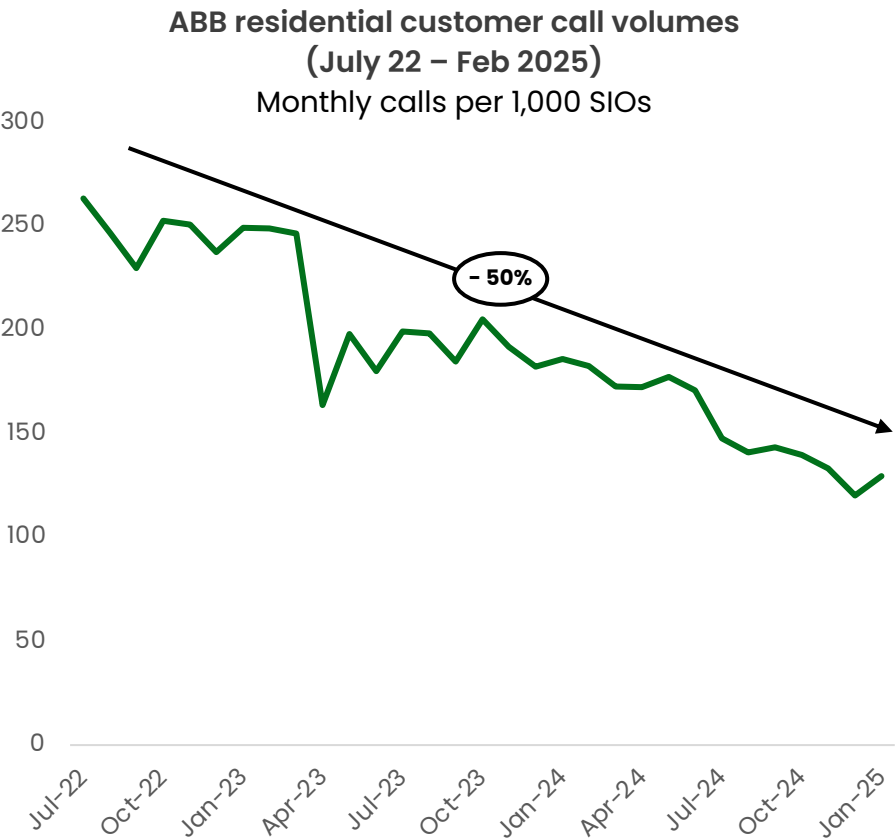
- 65% of base FTTP/HFC speed increase
- 73% of base on FTTP speed increase
- 55% of base on HFC speed increase

FOCUS ON PRODUCTIVITY

A greater shift to Fibre brings productivity gain opportunities beyond the strong 50% reduction in calls from 2022 to date.

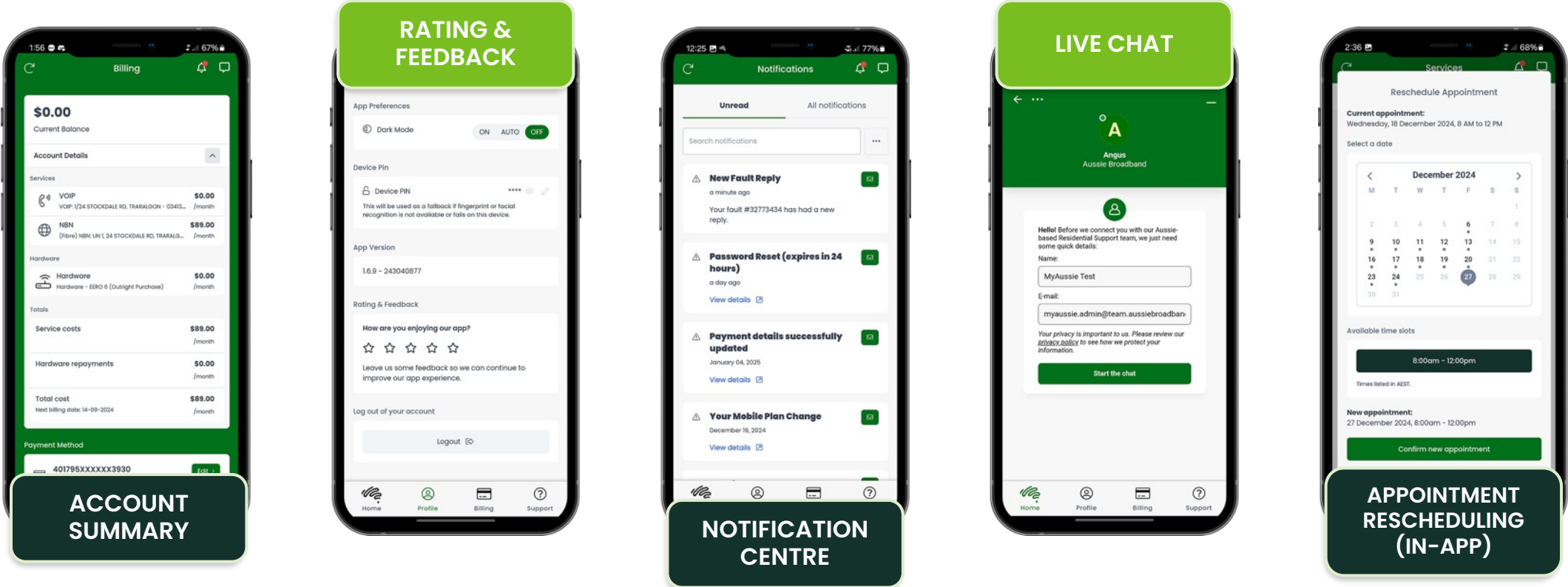
Incident rate by tech type
(July 24 – Dec 2024)
Requiring NBN activity

	First 30 days	After 30 days
FTTN / C	0.29%	0.38%
FTTP	0.20%	0.12%



DIGITAL CUSTOMER EXPERIENCE

We know that **‘effort’** and **‘time’** are highly valued by our customers, so we will continue to evolve our digital tools and the digital experience so that digital is an equal partner with the in-person customer experience.



CONTINUED STRENGTH IN MARKETING

The launch of the ‘**Actual Aussie Way**’ was designed to appeal to more Australians and have a marked point of difference to our other top-tier competitors, while still illustrating the premium branding and experience that Aussie offers.



ABB Resi Brand metrics
July '23 to Peak 2024¹

	July '23	Peak 2024
Awareness	82% — <div>+8pp</div> → 90%	
Consideration	35% — <div>+ 5pp</div> → 40%	

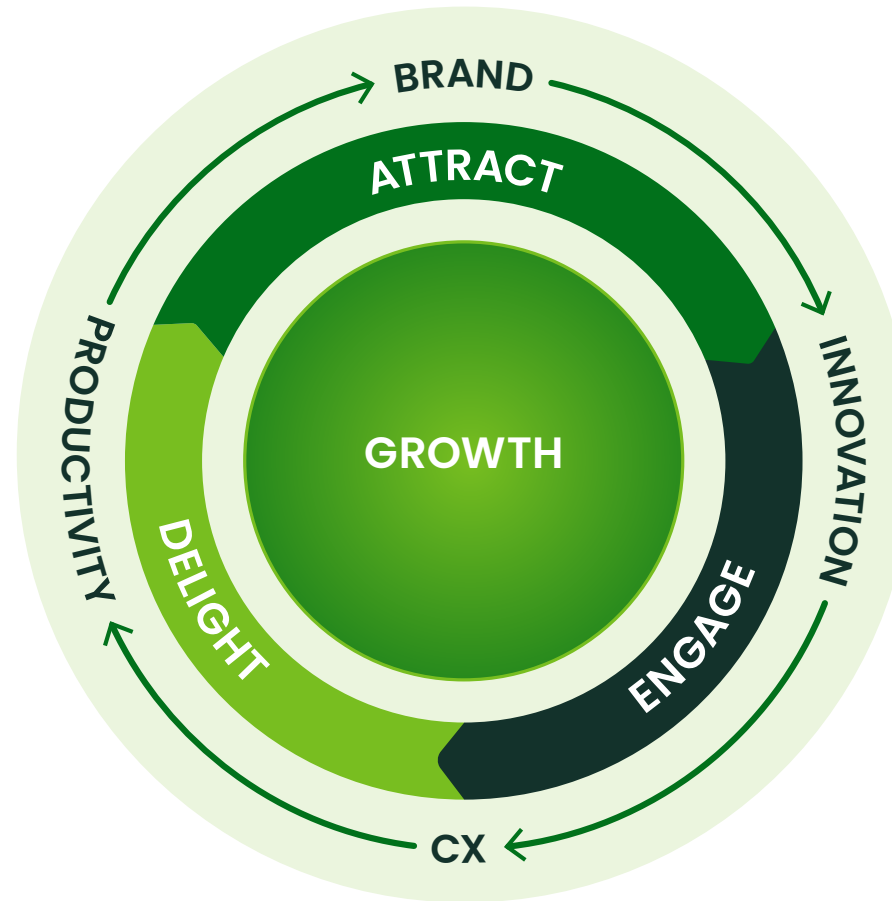
ABB Resi Brand efficiency
July '23 to FY25 YTD



DELIVERING OUR RESIDENTIAL AMBITIONS

It is these components:

brand positioning, innovation, productivity and commitment to CX that create the flywheel that will drive our achievement of our Residential targets as we Look to 28.



VIDEO – AKUBRA, AN AUSSIE ICON



BUSINESS & E&G

AARON O'KEEFFE

GROUP EXECUTIVE BUSINESS,
ENTERPRISE & GOVERNMENT

SMALL BUSINESS OPPORTUNITY

The Market

- 2.6 million actively trading businesses in Australia
- 98% are small businesses with less than 20 employees
- NBN classifies 1.43 million as business addresses

The Opportunity

To grow this segment by making it easy for our customers to get what they need by providing:

- A consultative call centre based sales approach
- A simple but potent product set
- An intuitive and informative online signup process
- An easy onsite or guided equipment setup
- A modern customer portal/app
- An ongoing Australian based business and E&G support teams

Market Size Source: ABS Data cube 1 Tables 1-16 of counts of Australian businesses, including entries and exits, as at 30 June 2024.



ENTERPRISE AND GOVERNMENT OPPORTUNITY

The Market

- 68,214 Businesses with 20-199 Employees
- 5,189 Businesses with 200+ Employees
- 537 Local Councils
- Up to 250 state government agencies in each state

The Opportunity:

To grow this segment by making it easy for our customers to deal with us, by:

- Taking a consultative sales approach
- Keeping our customers informed during the delivery of their services
- Offering a streamlined but customisable or configurable product set
- Providing fully managed network and security solutions
- Delivering fully managed voice solutions
- Executing a modern digital experience through our Carbon portal.
- Providing ongoing 24x7 support from our Australian based business and E&G support teams
- Shortening our order to first invoice time frames

Market Size Source: ABS Data cube 1: Tables 1-16 of counts of Australian businesses, including entries and exits, as at 30 June 2024.

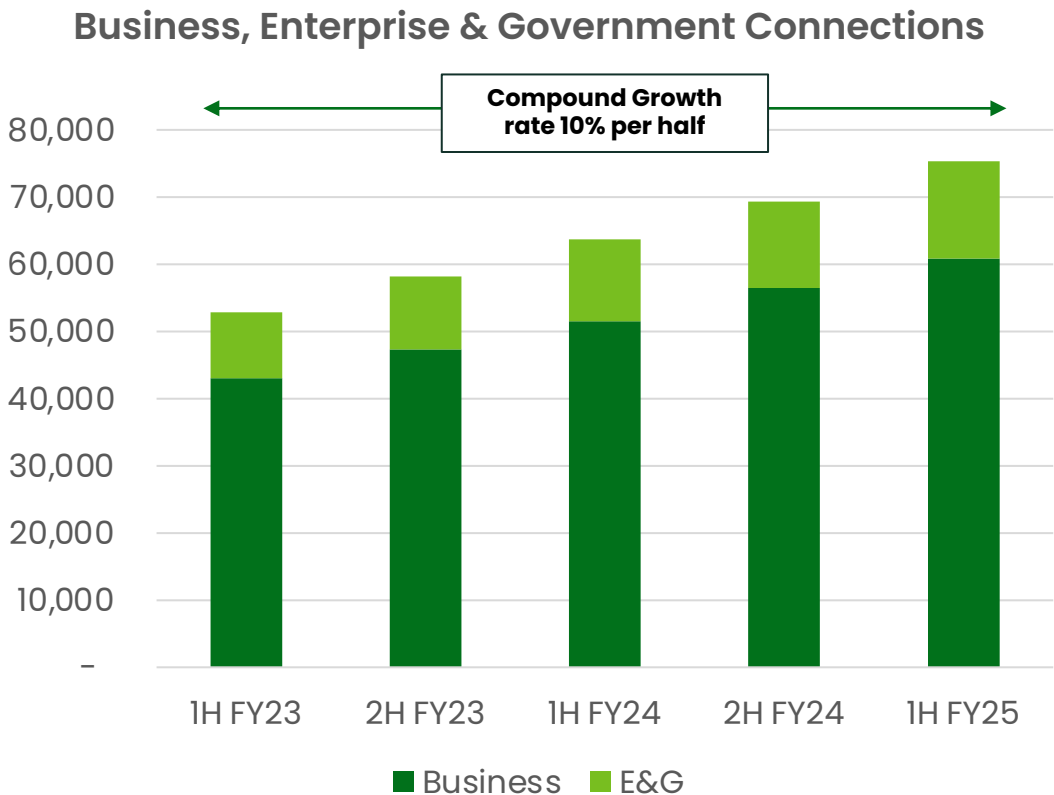
BUSINESS, ENTERPRISE & GOVERNMENT STRATEGY

Our goal is to be the preferred destination for business customers in Australia, and a thought leader in the E&G market.

Target Market	Small Business	Enterprise & Government	
Target Industry Verticals	<ul style="list-style-type: none">• All	<ul style="list-style-type: none">• Large Retailers• Consultancy• Construction• Local Government• Government Agencies	<ul style="list-style-type: none">• Banking• Medical• Legal• Finance
Core Products	<ul style="list-style-type: none">• Aussie Fibre• High Speed NBN• Mobile• Voice• SMB Security• 4G/5G Backup• Custom Phone Numbers	<ul style="list-style-type: none">• Managed Network & Security• Managed Voice• Aussie Fibre• Enterprise Ethernet• High Speed NBN	<ul style="list-style-type: none">• Inbound voice routing with analytics• SIP Trunk• 4G/5G Backup• Mobile• Custom Phone Numbers
Supporting Products	<ul style="list-style-type: none">• Payment solutions• Accounting Software• Email and calendar	<ul style="list-style-type: none">• LEO Satellite Services• Data Centre Co-Location	
Sales Channels	<ul style="list-style-type: none">• Call Centre• Online• Retail Partner• My Aussie Portal	<ul style="list-style-type: none">• Carbon Portal• Business Development Managers• Account Managers	

BUSINESS, ENTERPRISE & GOVERNMENT CONNECTIONS GROWTH

We continue to gain momentum, signing significant brands, with a healthy pipeline for future deals.

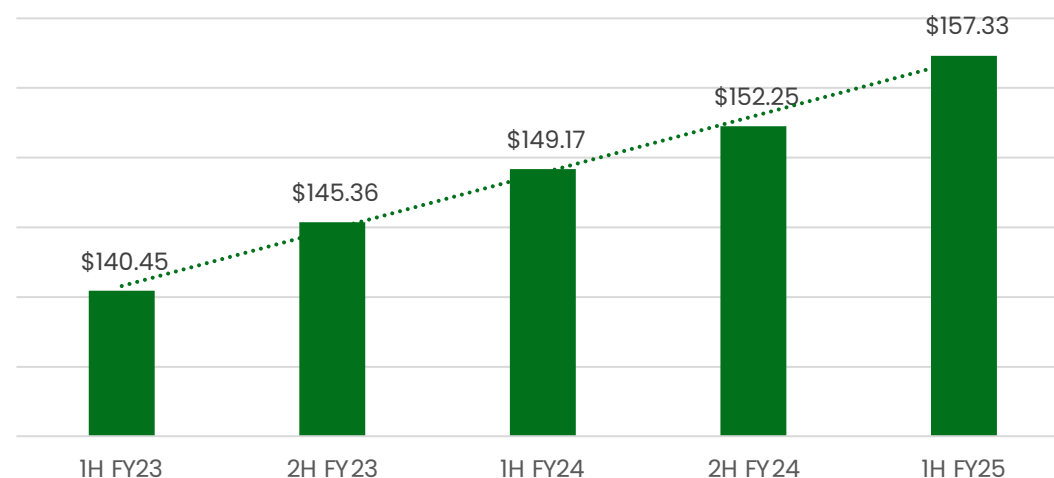


BUSINESS AVERAGE REVENUE PER CUSTOMER GROWTH

We continue to focus on growing our ARPC. In the new structure we will make more products available to our business customers. Our unwavering commitment to providing solutions to customer problems and delivering our award-winning customer service remains intact.

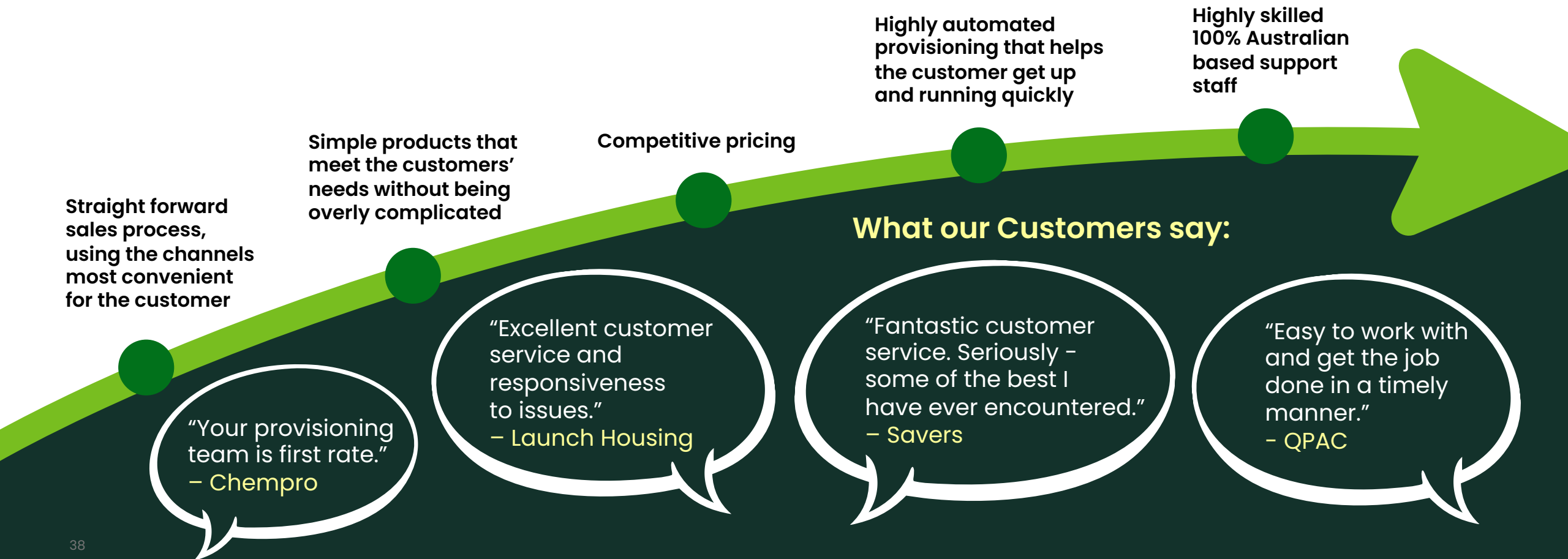


Business Average Revenue Per Customer (ARPC) Growth



WHY OUR CUSTOMERS LOVE US

Our philosophy: keep it simple and always focus on the needs of the customer.



THE POWER OF COMBINING BUSINESS & E&G

The benefits of combining the business and enterprise and government sectors into one segment, are multiple:

- Increased efficiencies across customer delivery, customer operations and customer management teams
- Simplified product sets with cross over (build product once, sell across business and E&G)
- Better customer experience outcomes – removes confusion
- Easy pathway for businesses to grow with us
- Streamlined delivery and support processes

AUSSIE FIBRE BY THE NUMBERS



core network
1,200km



access network
714km



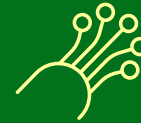
30 connected
data centres



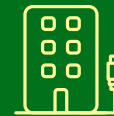
86 connected
POI



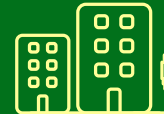
193km
of installed fibre in FY25



952
number of Aussie Fibre services



792
on-net buildings

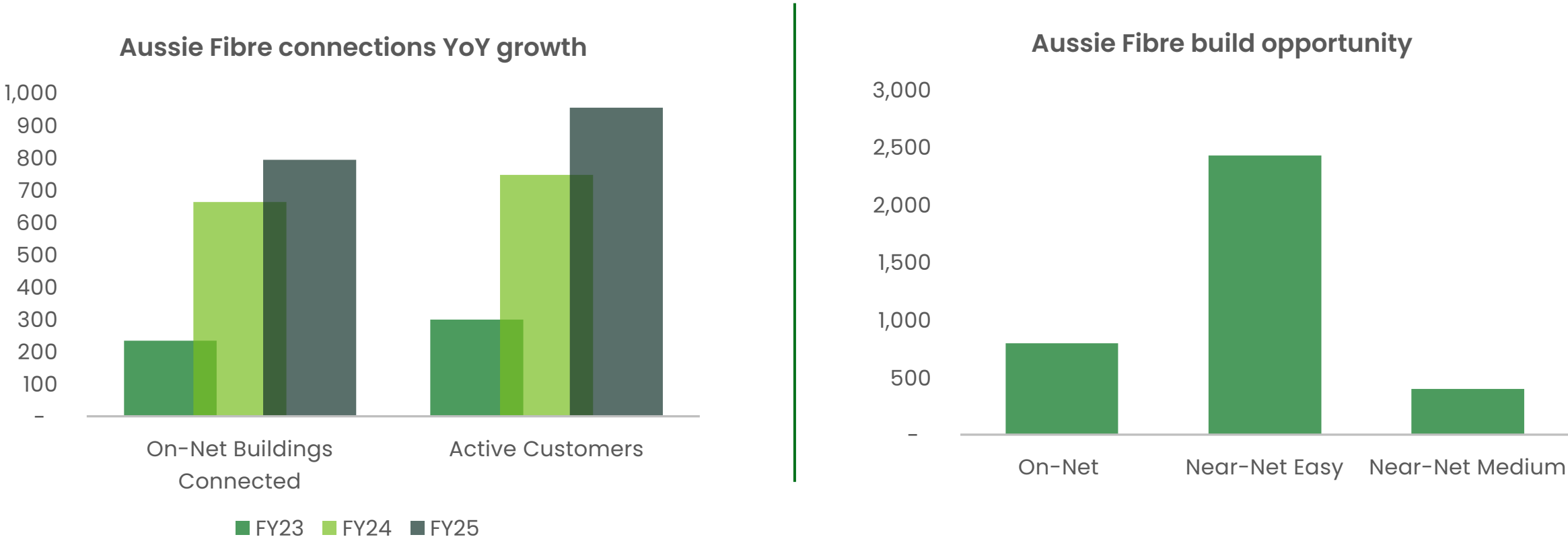


2,434
near-net buildings

- On-net means that we have 1 or more customers connected in a building
- Near-net means that we have fibre in the ground and fibre pits close by
- Off-net means buildings where we don't have fibre infrastructure close by

AUSSIE FIBRE GROWTH

Our focus – winning more connections in our on net buildings and multiple tenancy near net building opportunities.



AUSSIE FIBRE ON-NET/NEAR-NET CASE STUDY

Near-net example: Castle Hill, New South Wales

- Strategic investment made to connect two customers (blue)
- The near-net capability has enabled a further two building to be lit up with new customers (green)
- Optionality for 17 additional near-net buildings (orange)



On-net example: Brisbane CBD

- Initial investment high with nominal return
- Subsequent capital spend modest and returns flow impacted by speed tier
- Returns calculated based on 3 year contracts and no renewals – successful renewals and additional customers expand returns
- 84% of current buildings have a single connection – significant growth opportunity, aim to increase average penetration to 2 –3 connections per building improving utilisation and return.

Example Multi-tenancy	Build Cost	Monthly Revenue	NPV	IRR	
				Standalone	Cumulative
	\$'000	\$	\$'000	%	%
Customer 1	17	499	(2)	1%	1%
Customer 2	4	799	18	216%	52%
Customer 3	3	299	6	130%	60%
Customer 4	9	299	0	11%	48%
Customer 5	3	299	5	94%	52%
	36	2,195	26	52%	52%

AUSSIE FIBRE STRATEGY

Our Goal – to double tenancy penetration, between 2 and 3 connections per building.
We will deliver this through 5 key strategies:

Focus on growing within our on-net and near-net footprint



Drive on-net/near-net growth through specific marketing and sales activities



Utilise Business, Enterprise & Government and Wholesale sales channels



Complete larger fibre builds to off-it makes strategic and financial sense



Continued focus on migrating existing customers off other carrier fibre services upon contract renewal



CUSTOMER INTERVIEW

ANTHONY SOK

GENERAL MANAGER, IT
SUSHI SUSHI

WHOLESALE STRATEGY

MICHAEL OMEROS

GROUP EXECUTIVE WHOLESALE

ENABLING OUR PARTNERS TO SUCCEED

Our goal is to provide value through the strength of our brands and position in the Wholesale market.

Our Asset / Capability



Brand



Voice network



Data network



Mobile network access



Enablement

Value to our partners

- Strength of Aussie Broadband and Symbio brands, and position in the wholesale segment
- The infrastructure underpinning voice carriage (e.g. DIDs, inbound and outbound voice, porting etc)
- The infrastructure underpinning data services (e.g. Aussie Fibre, backhaul, POI access, etc)
- Largest MVNE in Australia, delivering access to the Telstra mobile network
- The software platforms underpinning provision of wholesale services, from the building blocks to fully bundled offerings (e.g. provisioning, billing etc)

TAILWINDS FUELLING OUR SUSTAINED GROWTH

Voice, data, and mobile are growing through increased demand and innovation.

Voice

Cloud Communication has a long growth runway

2024

2028

43%



78%

Cloud Communications penetration in Australia – estimated and forecast

Data

Growing shift away from Big Telcos to challengers

NBN Market

Challenger

1 to 3%



9%

Expected NBN SIO growth vs Challenger market share growth over same period

Mobile

MVNOs likely to take share matching global trends, in a growing market

2024

Global

11%



15 to 20%

MVNO market penetration in Australia vs overseas benchmark (UK, Germany and Netherlands)

Source: Cavell Group (2025)

Source: NBN Wholesale Market Indicators Report (2025)

Source: OMDIA (2024)

OUR GROWTH SEGMENTS

A customer falls into one of three categories:

Managed service providers & small retail service providers

Typical products

Voice

Data

Mobile

- 6,500 telecom resellers & IT providers serving Australian business
- Medium SIO growth focused on Consumer and Business
- Value low-touch automation, enabled via our software

Challenger telcos & non-telco consumer brands

Typical products

Data

Mobile

- 200 major consumer brands (Banks, Utilities, Retailers etc)
- High SIO growth focused on Consumer
- Want a digital first experience, enabled via our software

Over-the-top providers (OTTs)

Typical products

Voice

- 100 global software vendors (CPaaS, UCaaS, CCaaS, Global Telcos etc)
- Medium to high SIO growth focused on Business
- Need to operate at scale and speed, enabled by our software

OUR CUSTOMERS

We are proud to support existing customers across these core segments, and with a large addressable market still in need of servicing, we look forward to winning even more of our share.

"The Enablement platform allows us to offer industry-leading solutions, with the confidence that we're backed by an expert and trusted partner"

switch
telecom

zoom

8x8

RingCentral

sinch

didlogic

twilio

THE TELCO COLLECTIVE

switch
telecom

SecureCo

ADOP
COMMUNICATIONS

tcs TATA
CONSULTANCY
SERVICES

Yomojo®

red
energy

efex

NCTS
TELCO FOR BUSINESS

breezeconnect
POWERED BY LEADER

devoli

Central Telecoms

DELIVERING OUR WHOLESALE AMBITION

Our ambitions are bold – to dominate the Wholesale Telecommunications market by 2028. Key to this is our belief that when our customers are winning, so are we.

We win when **our customers** are winning



Secure, reliable and trusted product and services that customers love using



Our customers come in a variety of shapes and sizes and want to interact differently



Market-leading product portfolio across voice, data and mobile



Best in class digital and customer experience



Create a community customers love, sharing our knowledge and expertise

HOW WE WILL WIN - OUR NEW ENABLEMENT PLATFORM

With a proven track record, globally, of delivering at a scale beyond the total NBN market in Australia, our new enablement platform will allow us to support the largest of wholesale customers.



Already set for scale

Enables *any* large consumer brand or app to offer their own branded telecommunication services.

Go live in <90 days

Low-code, turnkey, multi-tenant platform powers rapid launch and significant scale.

Multi-service

Broad digital ecosystem. Offer branded mobile, as well as branded nbn™ from Aussie Broadband.

Proven market leader

Our Wholesale platforms already power multiple MVNOs with 2M+ subscribers, including one of Australia's largest.

VOICE, DATA AND MOBILE



Voice

- Continue to innovate by investing in our platforms, to remain ahead of the growth curve and deliver more than just call termination.
- Driven by demand from global software providers expanding in the region, remain focused on expanding our carrier voice offering in APAC.

Data

- The Aussie network is built for scale and resiliency. We will make these capabilities and systems available to partners so they can also deliver the best customer experience possible.
- As we extend our Aussie fibre footprint we will provide systems that will allow it to be consumed easily by our partners.

Mobile

- Utilising our experience of enabling one of Australia's largest MVNOs, we will deliver systems that help our partners grow their mobility business.

WHY OUR CUSTOMERS LOVE US

Our differentiator is our continued ability to create and add value for our customers.



CUSTOMER INTERVIEW

DEREK CUMMINS
MANAGING DIRECTOR
MEDION AUSTRALIA



LUNCH



**Aussie
Broadband**
THE ACTUAL AUSSIE WAY

Look
TO 28

**INVESTOR DAY
2025**

OUR TECHNOLOGY FUTURE

BRAD PARKER

CHIEF TECHNOLOGY OFFICER

OUR TECHNOLOGY PILLARS FOR GROWTH

Intrinsic Security

Embed security in our culture and our technology platform to strengthen trust and confidence in our brand



Strategy & Architecture

Align our technology solutions & investments with business needs through Architecture



Technology Transformation

Provide a modern, scalable, efficient & integrated telco technology stack, delivering the foundations for scalable, cost-effective growth



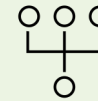
Technology Innovation

Be known by the industry for being at the forefront of technology – creating the space for people to “do cool stuff”



Operational Excellence

Drive a culture of Operational Excellence to provide a superior Customer experience



Delivery Excellence

Trusted delivery partner to deliver and embed great outcomes for our customers and colleagues so they can realise their goals.



INVESTING IN OUR FUTURE

Technology underpins our Look to 28 strategy, and these initiatives will help us deliver on our ambitions.

1

Complete our existing technology transformation programs, e.g., Cloud

2

Connect Symbio into the Aussie Broadband Group

3

Invest in re-platforming core infrastructure and supporting systems

4

Continue investment in security, and Security of Critical Infrastructure (SOCI Act)

DOING THE COOL STUFF

Our internal Software Engineering teams continue to focus on the development and enhancement of our technology stack, including our proprietary systems and customer applications.



First launched in May 2020, Carbon is driving customer and user experience growth, making it easier for customers to interact and manage their business accounts. CarbonNEXT is our next evolution, designed to enhance the user experience for our customers.



Launched in July 2024, BuddyTelco has quickly emerged as a disruptive force in the industry. With a competitive, cost-effective product offering, we are redefining the customer experience by delivering our trusted quality service in a digital-first, simplified, and seamless way.



Symbio's enablement software offering is highly regarded and is the only MVNE provider of scale for the Telstra network. The new platform further strengthens the enablement position and provides significant additional capability for our partners.

INTERNAL CLOUD PLATFORM

Best-in-class technology capabilities, underpinning our re-platforming initiatives.

Investment To Date

01

Best in class technology capability with investment \$10m in FY25.

Future Investment

02

Underpins our re-platforming initiatives through FY28. Migration from legacy platforms and enabling additional data centres

Benefits – Cost

03

Initial deployment sees annual savings across licences, hardware and operational costs.

Benefits – Risk Reduction

04

Enable critical controls against critical vulnerabilities and deliver SOCI

Benefits – Capability

05

Hyperscaler-like cloud capabilities and a foundation BSS/OSS¹ re-platforming.

Benefits – Efficiency & Agility

06

Deliver operational efficiency and reduces our time-to-market by up to 90%.

BEING GOOD TO PEOPLE

JANE BETTS

CHIEF PEOPLE AND REPUTATION OFFICER

OUR VALUES

**Don't be
ordinary, be
awesome**



We aren't happy to just be ordinary. Each and every one of us will always go the extra mile to delight our customers rather than just satisfy them. We go out of our way to help each other be awesome and we build each other up; we do not tear people down.

**Be good
to people**



We help our customers to succeed. We empower our staff, and anyone at any level can contribute ideas. We have each other's backs. We treat each other like adults, not children, with trust as our default position. We make a positive contribution to our community. And we know the difference between being nice to people and being good to people.

**Think
BIG**



We love taking on big challenges and bring progressive thinking to the table. If someone tells us it can't be done, that's when we do our best work. We're always questioning the status quo, we never stand still, and we regard failure as a step towards success.

**No
bullsh*t**



Remember, 'no bullshit' is equal parts brains and heart; Think carefully about what you say and when you should say it, and apply care when you think about how you say it

**Have
Fun**



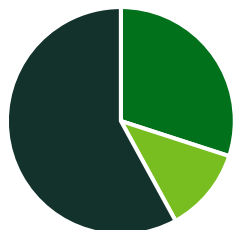
Life is too short to be not having your sort of fun at work. We don't take ourselves too seriously, we love a joke, and we're playful with our customers and each other where appropriate. We celebrate milestones wherever we can. Belly laughs are part of our business.

AUSSIE'S EMPLOYEE ENGAGEMENT SCORE

8.0 +0.3 above
True Benchmark® (7.7)

- Aussie Broadband employees' engagement levels are above benchmark and are 0.1 off being in the top 25% of all employers using the Workday Peakon Tool.
- Engagement levels have remained reasonably stable given some of the change that we have been undertaking over the last 12 months.
- Our aspiration is to achieve top 5% on our employee engagement.

46 eNPS
score



■ Passives
■ Detractors
■ Promoters

eNPS

= % of promoters –
% of detractors

**Aussie is in the top 25%
of employers** using the Workday
tool for all companies for this result.



SYMBIO'S EMPLOYEE ENGAGEMENT SCORE (DIFFERENT PLATFORM)



79%

- **+11 increase** compared to Symbio's June 2024 Engagement Survey result
- **+9** above average engagement score for Telecommunications Industry (Global) January 2025. Our score is in the **top 25%**
- Results reflective of the **full workforce**
- **Achieved** our FY25 goal of an engagement score $\geq 75\%$

PEOPLE & REPUTATION STRATEGY

People & Future Capability

Ensuring our people have the right capability to deliver our strategy



Talent

Ensuring our business has the right talent at the right time in the right place



Culture and Values

Engaged people delivering greatness, the Aussie Way



Diversity, Equity & Inclusion

A team that reflects and embraces the differences in our community



Sustainable Practice & Trust

Developing and delivering strategies that build better communities (ESG)



Reputation

Building and protecting Aussie's reputation to ensure those who could impact our license to operate love us



ESG FRAMEWORK

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.



We deliver this through our 3 ESG pillars

Pillar	Empowered people and communities (Social)	Resilient operations & supply chains (Environment)	Secure & transparent systems (Governance)
Top Priorities	<ul style="list-style-type: none">• Health, safety and wellbeing• High quality customer service• Digital inclusion, access and affordability• Community engagement and investment	<ul style="list-style-type: none">• Human rights and modern slavery• Responsible supply chain and sustainable procurement• Energy use, emissions and climate impact	<ul style="list-style-type: none">• Privacy, cyber security and data protection• Network resilience and reliability• Ethical business, leadership and good governance• Product and service innovation
Initiatives	<ul style="list-style-type: none">• Pledge 1% commitment expansion• B Corp recertification incl Symbio• Helping Communities Connect partnership uplift	<ul style="list-style-type: none">• 100% renewable energy transition plan• Science based target initiative (SBTi) introduced• 100% of e-waste diverted from landfill by 2026	<ul style="list-style-type: none">• Zero reportable OAIC cyber security or privacy breaches• Sustainability Report launched Sept 2025

VIDEO - ZOLO E-WASTE PARTNERSHIP



CAPITAL MANAGEMENT

ANDY GILES KNOPP

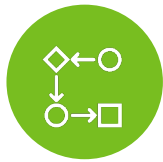
CHIEF FINANCIAL OFFICER

CAPITAL MANAGEMENT APPROACH

Objectives



**Maximise
shareholder value**



**Maintain
financial flexibility**



**Support
business growth**

Principles

1. Committed to balance sheet settings consistent with net leverage ratio of 1.75x – 2.50x
2. Ongoing business as usual Capex
 - i. IRR >15% and payback between 3 & 5 years
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

Q&A PANEL

WRAP & CLOSE

OUR STRATEGIC AMBITIONS



Group revenue

>\$1.6b

+c35%



Residential
contribution

<60%



EBITDA margin

>12.5%



NBN market
share¹

>11%

c1m connections



EPS growth

>20%

CAGR

Notes:

1. Excluding satellite
2. 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 2 for further information.



**Aussie
Broadband**

THE ACTUAL AUSSIE WAY

THANK YOU