

ASX Announcement

25 October 2024

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## **Annual General Meeting Presentations**

Aussie Broadband Limited (ASX:ABB, Aussie) provides the attached presentations of the Chair, Group Managing Director and Chief Financial Officer, which will be delivered today at the Aussie Broadband Annual General Meeting.

### **ENDS**

**Authorised for release by the Company Secretary.**

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### **About the Aussie Broadband Group:**

Aussie Broadband Group is a fast-growing technology services provider – comprising of the Aussie Broadband and Symbio businesses – with a market cap of around \$1 billion (AUD).

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>

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# Annual General Meeting 2024

25 October 2024



**Aussie  
Broadband**  
THE ACTUAL AUSSIE WAY

# We acknowledge



Aussie Broadband acknowledges Aboriginal and Torres Strait Islanders as the First Australians, and 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.

# Board of Directors



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**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 30 years.



**Vicky Papachristos**

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

Experienced company director, currently a director of Big River Industries and previously of GMHBA. Executive experience in marketing and business development.



**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*

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



**Richard Dammery**

*Independent Non-Executive Director – Retiring*

Experienced director, Chair of the Australian Ballet and WiseTech Global Limited. Currently serving on the boards of Australia Post, Pinchgut Opera Limited, and Salta Properties Pty Ltd.



**Phillip Britt**

*Group Managing 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.

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# Chair's address

Adrian Fitzpatrick

Chair of the Board of Directors



**Aussie  
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## **Aussie Broadband Annual General Meeting – 25 October 2024**

### **Chair's Address**

In FY24 Aussie celebrated its 20<sup>th</sup> year – a significant milestone for any business. This gave us an opportunity to look back on all that the team have achieved. From growing our customer and broadband connections, acquiring businesses to expand our product range and service offering, and continuing to develop our own infrastructure network, there is a lot to reflect on.

Today Aussie is a diversified business telecommunications group, with an earnings mix spread across residential, business, enterprise & government, and wholesale segments. When we listed in October 2020, residential revenue accounted for approximately 87% of total revenue, today that percentage is just 56%.

The successful acquisition of Symbio this year further developed our future strategic plan and allowed for the evolution and expansion of the Leadership team within the Aussie Broadband Group in a way that underpins future success.

In FY24 Aussie Broadband experienced another year of strong financial results, with 27% growth in revenue and an EBITDA result, before one-off items, of \$120.5 million, which was at the top-end of the range we advised at our half-year update in February.

Importantly, Aussie declared its first dividend. While still in strong growth mode, this reflects a maturing of the Group, supported by strong, quality cash flows generated by after tax profits.

Aussie Broadband Group's strength is bolstered by key points of competitive advantage, including Tier-1 voice networks, proprietary software, and Aussie Fibre.

We are continuing the expansion of the Aussie Fibre network, which will further improve our infrastructure owner economics. This will allow us to operate more efficiently, stay competitive while maintaining margin, grow sustainably, and remain attractive to investors who see the value in infrastructure assets.

We believe Aussie Fibre is integral to our future success in the residential market and as we move further into the Business, Enterprise, and Government segments.

The Residential segment continues to evolve at Aussie, and in July we launched our new challenger brand, Buddy Telco. Since launching on 15 July, we have grown to more than 4,500 connections. Offering this digital-first service with a lower price-point for the more price conscious customer gives Aussie more opportunities to either retain customers that are planning to churn away from us due to cost-of-living pressures, or capture a whole new customer-base that would not previously have signed up with Aussie.

For the fourth year in a row, Roy Morgan recognised Aussie Broadband as Australia's Most Trusted Telco for 2024, as well as Best of the Best for customer satisfaction across all industries for 2023. Customer experience and satisfaction have always been of great importance to Aussie and the foundations we have in place will help us continue to deliver excellence as we grow beyond a one-billion-dollar revenue company.

Through the maturing of our ESG framework, and to allow greater visibility and accessibility to shareholders in relation to our future ESG commitments, we will be releasing our first stand-alone Sustainability Report next year.

We are well placed to adhere to the mandatory climate-related financial disclosures recently enacted through legislation to report annually on our Scope 1 and 2 emissions and provide further detail about our climate change mitigation strategies.

In line with this, the Aussie Broadband Board has made the commitment to transition 100% of our operating sites to renewable energy by FY28.

From a technical standpoint, I note that proposed Resolutions 7 and 8 of this meeting relate to the issue of options to Phil Britt and Michael Omeros under Aussie's Long Term Incentive Plan. Aussie also intends to issue Zero Exercise Priced Options (or ZEPOs) to Phil Britt and Michael Omeros that relate to the FY25 performance period. At the time of preparing the Notice of Meeting, Aussie was in the late stages of finalising an aspect of the performance conditions to apply to the ZEPOs for Phil Britt and Michael Omeros. Accordingly, at next year's AGM, Aussie will seek approval for the issue of ZEPOs to Phil Britt and Michael Omeros in respect of both the FY25 and FY26 performance periods.

I also note some changes to the structure of the Board, starting with Sue Klose, who joined the Board as a Non-Executive Director on 1 February this year. Sue brings with her a wealth of knowledge and experience around digital strategy, product development, and technology transformation.

Sue's deep experience with digital business operations and growth strategy will help Aussie Broadband develop and achieve its strategic objectives, as well as oversee and drive improvements in our operational performance. We are delighted to introduce Sue, who you will hear from later in the meeting.

We would also like to acknowledge Dr Richard Dammery as he steps down from the Aussie Broadband Board at the conclusion of today's meeting. Richard's expertise, passion and commitment over the past four years have been invaluable to the growth and evolution of the Company, from privately owned to a maturing publicly listed entity. Thank you, Richard.

The Nominations Committee will be meeting in the coming weeks to develop a recommendation to assist in finding a replacement for Richard Dammery. The committee is also charged with delivering a strategy to facilitate Board renewal, ensuring the appropriate skills and diversity are brought to the Board table and there is a strong succession plan in place. I am confident this process will set our Board up for success during the next stage of Aussie's evolution.

And now a few words about John Reisinger. Aussie Broadband's Co-founder and Chief Technology Officer is retiring, effective 31 October 2024. John's responsibilities have been transitioning across to Aussie's Chief Infrastructure Engineering Officer, Brad Parker, over the past 12 months. Brad will officially take over as Chief Technology Officer from the end of this month.

John will be sorely missed at Aussie Broadband, not least of all by Phil, who he founded the company with more than 20 years ago. John's contribution to Aussie over the 20 years has been incredible, from a start-up in a lounge room, to listing on the ASX in 2020, to becoming a billion-dollar revenue business with 1,800 employees.

Thank you for everything you have done, John, and we wish you and your family all the best for the future.

Aussie Broadband and the Board are committed to diversity throughout the business. Research consistently shows that organisations with diverse leadership



and teams outperform peers by having stronger talent attraction and retention, as well as leveraging more diverse opinions, capabilities, and skills.

This is why we are pleased to announce that the Board and Leadership have made a commitment to put measures and resources in place to achieve a 40:40:20 gender mix, including within the leadership ranks.

We are immensely proud of the culture we have built at Aussie, with our values at the forefront of everything we do. And even through some incredible growth, these values continue to be key to all decision making at Aussie.

I would like to acknowledge the ongoing commitment and dedication of all teams at Aussie, including welcoming and acknowledging the Symbio team, who have embraced and added to that culture.

From the Board and Leadership teams delivering the strategic direction for the Group, to the exceptional customer service teams delivering the award-winning experience our customers have come to expect from us – I would like to thank you for all that you do.

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# Group Managing Director's address

Phillip Britt

Group Managing Director & Co-Founder



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## **Aussie Broadband Annual General Meeting – 25 October 2024**

### **Group Managing Director's Address**

Good morning everyone, my name is Phillip Britt and I am Aussie Broadband's Group Managing Director. I am looking forward to sharing with you the great progress we've made over the past year.

FY24 was a strong year for Aussie, with solid growth across our segments. Our EBITDA reached the top of our guidance at \$120m, with Symbio exceeding expectations since the February acquisition. As a group, we have continued to execute a diversification strategy, and our investments in Aussie Fibre and Tier 1 Voice networks have boosted scale, margins and competitive advantage.

Symbio contributed \$12m in EBITDA during our ownership in FY24, including 600k in synergies. We have identified long term synergies of \$8-12m by FY26 and expect further positive contributions from Symbio in this financial year.

In August we were proud to declare a fully franked dividend of 4 cents per share, the first shareholder yield from Aussie enabled by our strong balance sheet.

Looking at the results through a financial lens, the group produced an outstanding year with strong performance across all key financial metrics.

On a statutory basis, our revenue increased by 27%, reaching nearly \$1 billion. This is an impressive accomplishment for the group, highlighting our ability to execute our strategy.

Our gross margin improved by 0.7 percentage points, reaching 36.1 percent, maintaining our strong gross margin across all customer segments.

The group's underlying EBITDA which, it is important to note, include share-based payments, reached \$120.5m. This result was at the upper end of our guidance and demonstrates strong growth with an increase of 34.5% compared to FY23.

Since we listed on the ASX in October 2020, we have seen consistent and sustained growth year on year across all key metrics. Our revenue has grown by 51% CAGR and our underlying EBITDA has grown by 150% CAGR.

Our track record speaks for itself – we have met or exceeded EBITDA guidance every year since listing and exceeded our prospectus forecasts.

Stepping back from our financial results, and looking more broadly at the overall group, this slide highlights growth drivers that will support the group's aspirations for the coming years.

Aussie continues to build on our reputation within the residential broadband market. Our status as the Most Trusted Telco in the Roy Morgan rankings is a significant achievement to secure for 4 consecutive years.

We continue to focus on diversification and are investing in revenue streams outside of our residential core. This is demonstrated through year on year revenue growth of 27% and improvements in our gross margin.

Buddy Telco continues to grow, and today we have released a trading update which shows positive momentum with more than 4,500 connections on that brand.

Moving to our infrastructure pillar, our voice and fibre networks continue to expand in scope and scale. Our Fibre network covers over 1,700kms and spans all major metropolitan areas and will continue to expand into key growth corridors.

Our investment into strategic infrastructure has been a key driver of Aussie's success during FY24 and will continue to play a crucial role in driving further growth in future years.

Finally, the declaration of our first dividend was a significant milestone. We are incredibly excited about the growth trajectory of the business, as one of the few companies in our sector delivering both growth and yield.

Now I'd like to touch on a few key client wins across our Enterprise & Government, Wholesale, and Symbio segments that were announced in this morning's trading update.

Red Energy has entered into a partnership with Aussie Broadband, enabling Red Energy and its affiliated company Direct Connect to sell broadband together with energy products to their customers for the first time.

We are very excited by this new partnership, which will initially see Red Energy and Direct Connect offering our Residential NBN and Opticomm broadband services.

We also announced a 5-year extension of Symbio's partnership with MEDION Australia. The deal is a significant accomplishment and validation of the quality of Symbio's industry-leading software stack and enablement capability.

MEDION Australia is the largest mobile virtual network operator (MVNO) in Australia and this deal re-secures Symbio as the largest mobile virtual network enabler (MVNE) in the region.

Aussie has also seen some significant new deals in the Enterprise & Government segment, including a 5-year, 400 site network deal with The Reject Shop. The deal will see us providing enhanced security, 4G backup, and simplified management across The Reject Shop's retail and corporate locations.

There were two other major 36-month deals highlighted in this morning's trading update, one with Auto & General where we will provide high-speed links between their Australian and South African sites, and the other with Ventora Group where we will provide a fully managed SD-WAN network across a combination of Aussie Fibre and NBN Enterprise Ethernet connections.

These deals further demonstrate Aussie's ability to win household name clients in the E&G space.

In our trading update today, we are reaffirming our FY25 EBITDA guidance in the range of \$125 to \$135 million dollars (including the impact of the investment in Buddy Telco). Capex guidance for the year is between \$55 and \$60 million dollars.

# Strong FY24 results across the Group



## In FY24 Aussie Broadband Group:



Delivered solid Group financial results with the Group hitting the top end of EBITDA guidance at \$120.5m and generating strong operating cashflow



Continued to execute on the Group's focus on diversification of earnings across multiple segments



Fibre infrastructure foundation assets providing greater levels of control and improved margins, setting up multiple growth pathways for the future



Symbio contributed \$12m in EBITDA<sup>1</sup> in FY24, ahead of guidance, and upgraded synergies target to \$8-\$12m



Announcement of an inaugural fully franked dividend of 4 cents per share

1. Symbio's contribution to EBITDA represents 4 months of contribution under Aussie Broadband's ownership

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# FY24 financial statutory highlights

Strong growth through effective execution of the Group's strategy



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\$1bn  
Revenue  
**Up 26.9%**



36.1%  
Gross Margin %  
**Up 0.7 ppt**



\$120.5m  
Underlying  
EBITDA<sup>1</sup>  
**Up 34.5%**



\$128.2m  
Op Cash Flow  
**Up 54.1%<sup>2</sup>**



Fully franked dividend of 4 cents per share



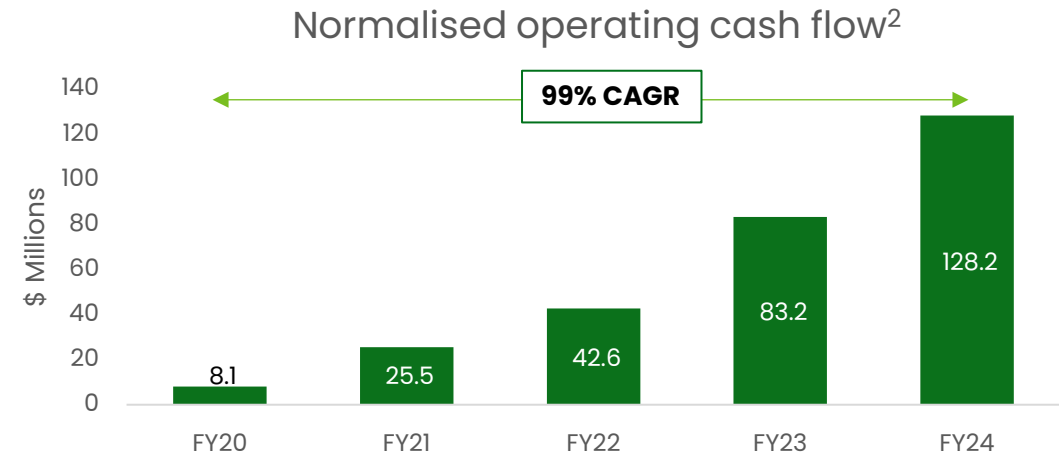
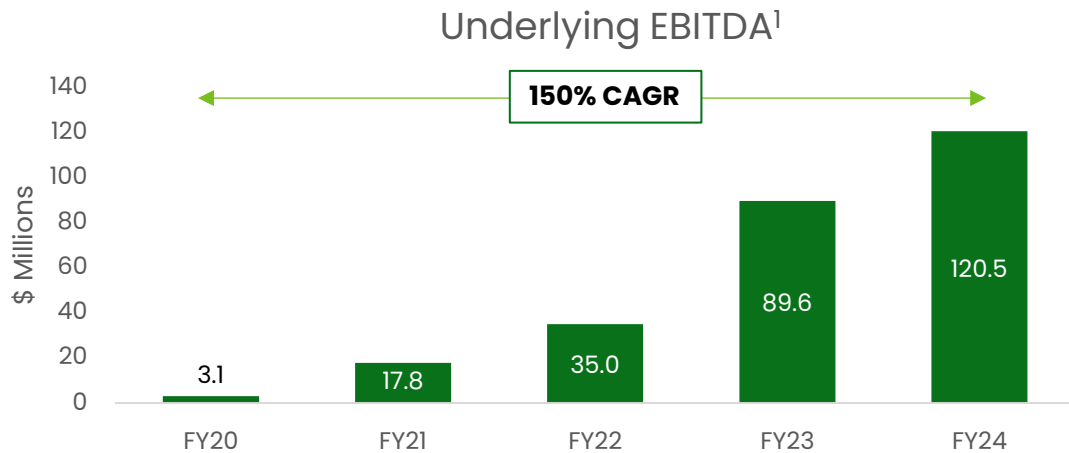
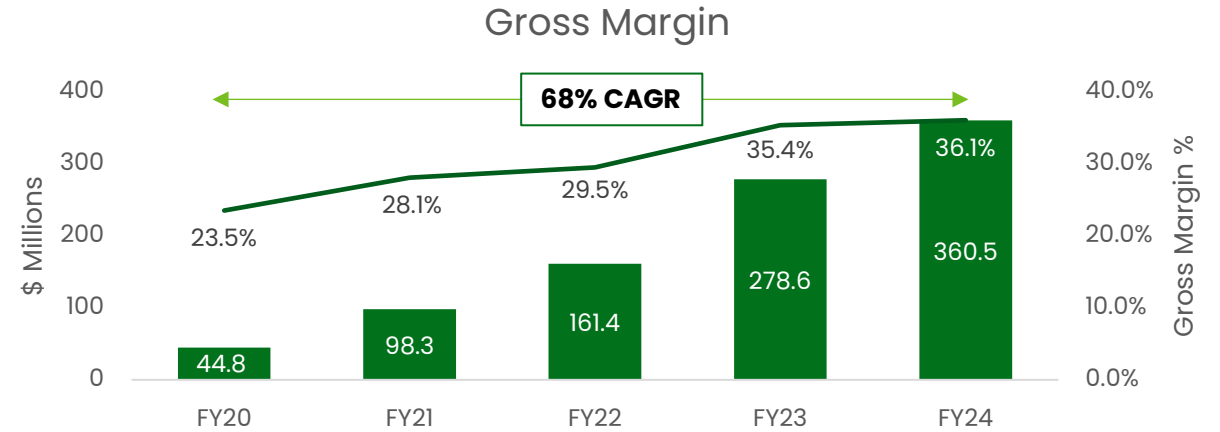
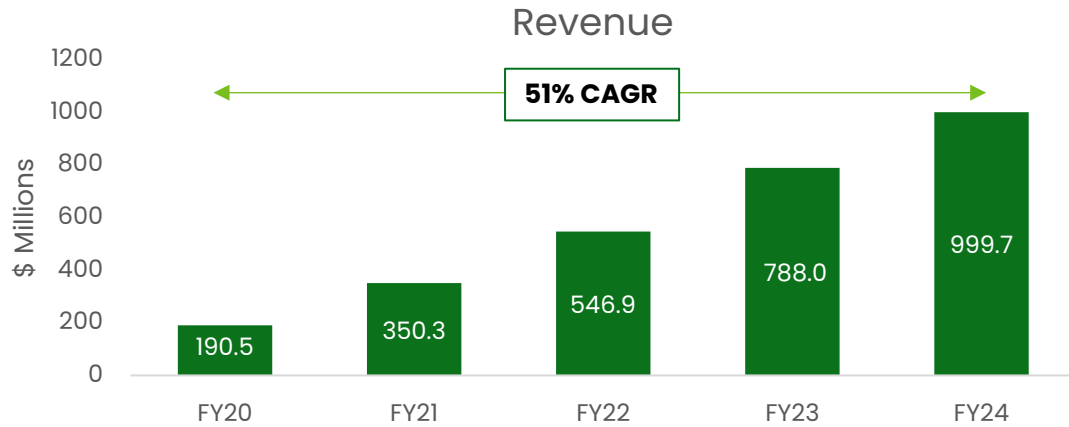
1. Underlying EBITDA includes share-based payments of \$1.4m and excludes restructure costs, gain or loss on sales of businesses, net interest, acquisition costs, tax, depreciation and amortisation  
2. Operating cash flow before interest and tax normalised for one-off positive NBN billing change impact of \$38.7m at 30 June 2023

# Aussie Broadband Group's evolution

Sustainable earnings and consistent year-on-year growth



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The Company has met or exceeded EBITDA guidance every year since listing and exceeded its prospectus forecasts

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  
 2. Normalised operating cash flow before interest and tax, and FY23 normalised for one-off positive NBN billing change impact of \$38.7m at 30 June 2023



# Why Aussie Broadband Group

Growth drivers for long-term shareholder return



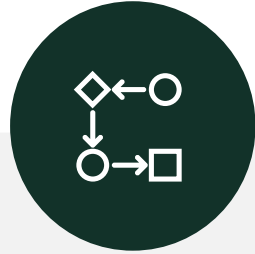
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## Loved by customers

Roy Morgan's *Most Trusted Telco* for consecutive years

- Industry-leading customer service culture
- Awarded Best of the Best across multiple industries
- E&G recognised as NetApp service provider of the year
- Symbio is a trusted partner to the world's largest cloud communications providers



## Diversified revenue streams

Diversified business with multiple growth pathways

- YoY revenue growth of 26.9% with 0.7 ppt improvement in gross margin %
- Growth focused, positioned to take advantage of changing consumer and business trends
- Buddy Telco launch aims to add 100k subscribers in 3 years from launch



## Strategic infrastructure

The Aussie owned Fibre network extending nationwide and tier 1 Voice assets

- 1,721 km of Fibre installed, up 288 km in FY24
- Strongly positioned CBD concentration hubs with more than 2,000 buildings identified able to connect
- High margin voice business leveraging proprietary software



## Strong financials

Robust balance sheet and healthy cashflow

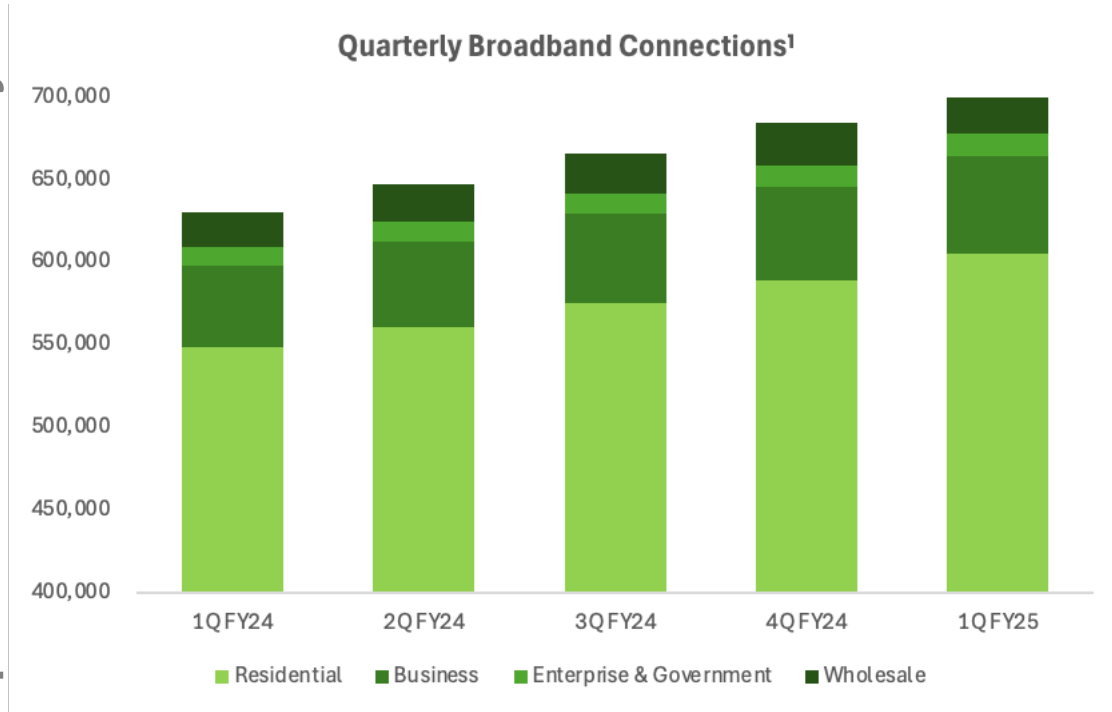
- Committed to balance sheet settings consistent with net leverage ratio of 1.75x – 2.50x
- Strong financials will continue to support ongoing organic growth and M&A activity
- Option to return capital to shareholders through dividends

# 1Q FY25 trading update

Key client wins across E&G, Wholesale, and Symbio segments



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## 1Q FY25 highlights

- 1Q FY25 growth of 22,000 connections, up 21% on the prior quarter
- NBN market share increased to 7.6%
- Wholesale and E&G wins continue, including new deal signed with The Reject Shop, MEDION Australia, Auto & General insurer, and Ventora Group
- Buddy Telco continues to grow and is successfully reducing overall churn across ABB

SIOs	2Q FY24	3Q FY24	4Q FY24	1Q FY25	4Q FY24 to 1Q FY25 Change
Residential (inc Buddy)	560,823	575,611	589,123	605,408	2.8%
Business	51,527	54,026	56,431	58,768	4.1%
E&G	12,224	12,457	12,886	13,736	6.6%
Wholesale	22,621	23,889	25,859	28,506	10.2%
<b>Total broadband</b>	<b>647,195</b>	<b>665,983</b>	<b>684,299</b>	<b>706,418</b>	<b>3.2%</b>

1. Total broadband connections excluding Origin & Symbio

# Areas of focus



Drive growth, diversification, differentiation, and productivity

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## Focus on growth in fully owned infrastructure

- Expanding and growing customers on the Aussie Fibre network via land and expand strategies
- Growing Aussie's 2 Tier-1 Voice networks to expand margin contribution
- Building leading Wholesale and white label Enablement and Connect Platforms for mobile and fixed broadband products leveraging Symbio expertise



## Continue to diversify brand and product offerings

- Multi-brand strategy of Aussie, Symbio and now Buddy will focus on capturing greater share of wallet in their respective segments and sub-segments
- Investment in differentiated product and service models for Business and E&G. Aussie will also launch new Residential products to capture market share



## Leveraging technology

- Focus on delivering modern, scalable platforms to facilitate growth across the group
- Invest in market leading digital experiences for our customers
- Using Buddy Telco as testing ground for innovation and technologies which can be leveraged by the Group



## Protect our customer service advantage

- Investing to keep our customer service advantage by leveraging the people capabilities that got us here, to take us beyond
- Remain an employer of choice, continuing to attract and retain exceptional people that deliver exceptional experiences



## Underpinned by a focus on driving productivity and efficiencies

- Focus on improving operating cost management and productivity across the business
- Prioritising automation to support greater efficiencies across the Groups' services with focus on achieving a scalable cost base

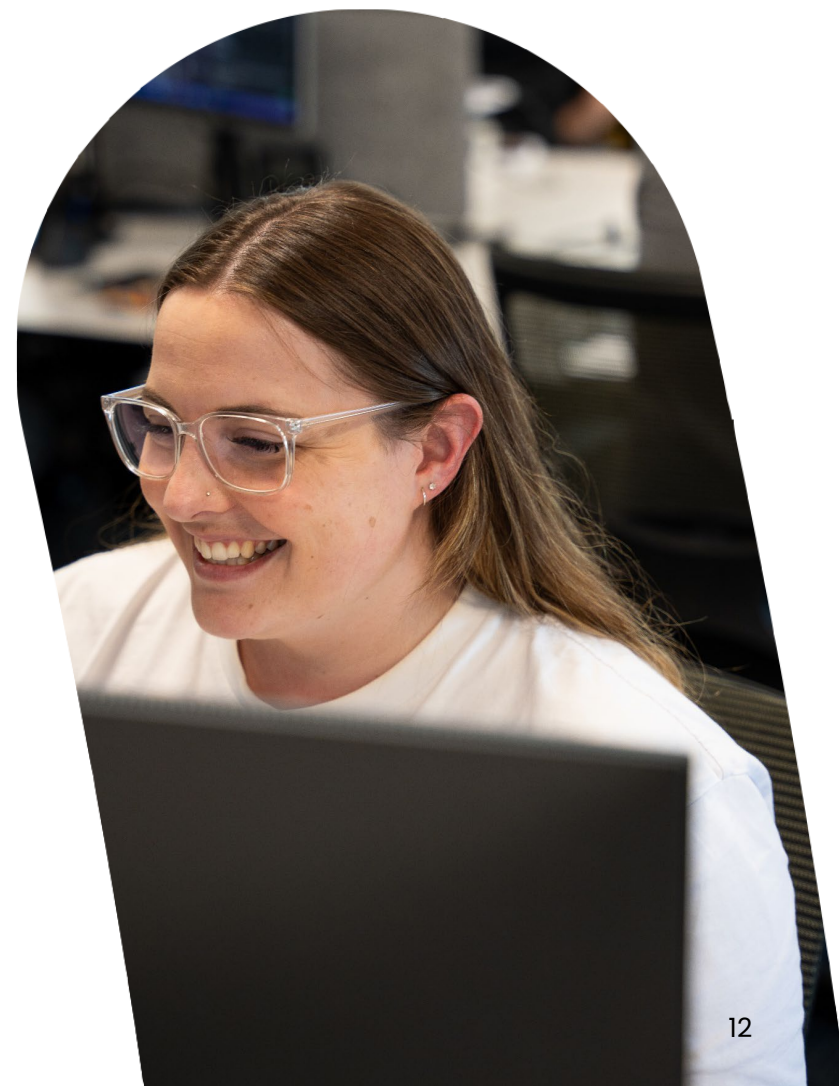
# FY25 outlook & guidance



Continuing momentum in core growth while investing in growth opportunities

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	FY24	FY25 guidance
Underlying EBITDA <sup>1</sup>	\$120.5m	\$135m to \$145m
Underlying EBITDA after Buddy investment	n/a	\$125m to \$135m
Capex <sup>2</sup>	\$47.4m	\$55m to \$60m



1. Underlying EBITDA includes share-based payments of \$1.4m and excludes restructure costs, gain or loss on sales of businesses, net interest, acquisition costs, tax, depreciation and amortisation
2. FY24 Capex includes 4 months of Symbio Capex allocation

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# Group CFO's address

Andy Giles Knopp  
Group Chief Financial Officer



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## **Aussie Broadband Annual General Meeting – 25 October 2024**

### **Chief Financial Officer's Address**

Good morning all, my name is Andy Giles Knopp and I am the Group Chief Financial Officer of Aussie Broadband. I am pleased to present this overview of the financial results for the year ended 30 June 2024.

FY24 was another year of impressive growth across all segments. Residential revenue grew by 23%, Business by 9%, E&G by 2% and Wholesale by 59%. Our diversification strategy continues to yield benefits with the residential segment now representing 56% of the group's revenue on a pro-forma basis inclusive of Symbio.

The group continued the trend of year-on-year improvement in gross margin, which increased 0.7 percentage points to 36.1%. Our gross margin has benefited from the NBN SAU changes, but also our continued investment in our own fibre network. We announced in August that we saw approximately \$20 million of margin benefit from our Aussie Fibre network and we expect this benefit to increase in future years.

Employee expenses grew by 33% to \$165 million, marketing costs grew by 27.3% to \$42 million, broadly in line with revenue growth. Administration costs represented 3.4% of the group's revenue, a reduction compared to FY23 where they were 4.1%.

Our underlying EBTIDA came in at \$120.5 million recording an impressive growth of 34.5% which was at the upper end of our guidance range.

Depreciation and amortisation costs climbed 23.9%, reflecting our continued investment in infrastructure, network and software platforms.

Net profit after tax (before intangible amortisation) rose to \$45 million, an increase of 20.3% from FY23.

Now looking at the group's balance sheet – Aussie continues to maintain a solid financial foundation which supports the group's ambition. As of 30 June 2024, we held a cash balance of \$213.5 million, an increase of \$138.4 million.

This cash balance offsets the group's net debt position which includes borrowings of \$298 million plus total lease liabilities of \$54 million.

Our operating cash flow, before interest and tax, was \$128.2 million, up 54.1 percent from FY23. It is important to note that FY23 benefited from a change in NBN billing; when normalised for that change the group delivered strong cash conversion of 106.5 percent.

The combination of our strong balance sheet and ongoing cash conversion gives the group financial flexibility to continue investment in our strategic ambitions and deploy capital on organic expansion and M&A opportunities that maximise shareholder returns, should they arise.

At our full year results we announced our high-level framework for capital management going forward. The goal from this framework is to maximise shareholder value, maintain financial flexibility and foster business growth. The framework is summarised by five guiding principles.

- First – we remain committed to a leverage ratio of between 1.75 and 2.5 times to sustain a prudent balance sheet
- Second – capital will be allocated towards funding our ongoing business operations and capital expenditures
- Third – we will use capital for growth opportunities, both through organic expansion and strategic M&A, should the opportunity arise
- Fourth – returning capital to shareholders through dividends will be considered next
- Fifth – if we anticipate surplus capital over the next 12 to 18 months, the group will explore additional avenues for returning this excess to shareholders.

FY24 was another outstanding result for the business and I would like to thank our shareholders for their continued support.

# Profit & Loss



	FY23	FY24	Change %
	\$m	\$m	
Revenue	788.0	999.7	26.9%
Network & hardware expenses	(509.4)	(639.2)	25.5%
<b>Gross Profit</b>	<b>278.6</b>	<b>360.6</b>	<b>29.4%</b>
<b>Gross Margin %</b>	<b>35.4%</b>	<b>36.1%</b>	<b>0.7 ppt</b>
Employee expenses	(123.7)	(164.5)	33.0%
Marketing expenses	(33.0)	(42.0)	27.3%
Administration and other expenses	(32.3)	(33.6)	4.0%
<b>Underlying EBITDA</b>	<b>89.6</b>	<b>120.5</b>	<b>34.5%</b>
Non-recurring items	(1.6)	(10.8)	575.0%
Depreciation and amortisation	(27.6)	(34.2)	23.9%
Net interest	(9.8)	(11.9)	21.4%
Income tax	(13.2)	(18.6)	40.8%
<b>NPAT before intangibles</b>	<b>37.4</b>	<b>45.0</b>	<b>20.3%</b>
Amortisation of acquired intangibles	(22.4)	(26.6)	18.8%
Tax effect	6.7	8.0	19.1%
<b>Net profit after tax</b>	<b>21.7</b>	<b>26.4</b>	<b>21.7%</b>



# Balance Sheet



	FY23	FY24	Change
	\$m	\$m	
Cash and cash equivalents	75.1	213.5	184.3%
Trade and other receivables	43.4	94.8	118.4%
Plant and equipment	91.8	130.8	42.5%
Right-of-use assets	56.5	49.7	(12.0%)
Intangibles	398.1	609.8	53.2%
Other assets	28.7	139.2	385.0%
<b>Total assets</b>	<b>693.6</b>	<b>1,237.8</b>	<b>78.5%</b>
Trade and other payables	94.7	153.5	62.1%
Contract liabilities	34.1	57.3	68.0%
Lease liabilities	54.7	54.4	(0.5%)
Borrowings	149.3	297.2	99.1%
Deferred tax liability	56.9	57.8	1.6%
Other liabilities	12.1	47.5	292.6%
<b>Total liabilities</b>	<b>401.8</b>	<b>667.7</b>	<b>66.2%</b>
<b>Net Assets</b>	<b>291.8</b>	<b>570.1</b>	<b>95.4%</b>

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# Cashflow



	FY23	FY24	Change
	\$m	\$m	
Receipts from customers	866.6	1,095.0	26.4%
Payments to suppliers & employees	(744.7)	(966.8)	29.8%
<b>Operating cash flows before interest and tax</b>	<b>122.0</b>	<b>128.2</b>	<b>5.1%</b>
Net Interest Payments	(7.1)	(7.9)	11.3%
Tax payments	1.9	(0.1)	(105.3%)
<b>Operating cash flows after tax and interest</b>	<b>116.7</b>	<b>120.2</b>	<b>3.0%</b>
Payments for PPE	(39.0)	(34.7)	(11.0%)
Payments for intangibles	(10.1)	(12.8)	26.7%
Proceeds from disposal of PPE	0.1	1.8	n/a
Purchase of Investment (SLC) (net of sale)	-	(43.9)	n/a
Purchase/sale of Business	4.4	(157.9)	n/a
Other	(1.4)	0.6	n/a
<b>Investing cash flows</b>	<b>(46.0)</b>	<b>(247.5)</b>	<b>438.0%</b>
Lease payments	(18.0)	(18.1)	0.6%
Drawdown/repayment of debt	(25.3)	146.8	n/a
Proceeds from borrowing from ABB	-	-	n/a
Proceeds from issue of Shares	-	137.4	n/a
Other	-	0.2	n/a
<b>Financing cash flows</b>	<b>(43.3)</b>	<b>266.2</b>	<b>n/a</b>
<b>Net increase in cash and cash equivalents</b>	<b>27.3</b>	<b>139.0</b>	<b>409.2%</b>

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# Capital management approach

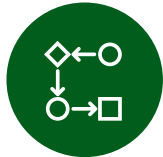


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## Objectives



**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 (FY25 guidance \$55m – \$60m)
3. Invest in growth – both organic and M&A
4. Provide a return to shareholders through dividends
5. Return excess capital to shareholders

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# Thank you

Aussie Broadband Limited

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