



PENTANET DELIVERS FIRST FULL-YEAR OF POSITIVE EBITDA AND POSITIONS FOR GROWTH

KEY YEAR-ON-YEAR HIGHLIGHTS FY25

- Consolidated revenue grew 8% to \$22.6 million, driven by organic growth across both segments
- Consolidated gross profit increased 15% to \$11.0 million
- **Positive** EBITDA¹ of \$1.4 million, a \$2.7 million YoY improvement
- 5G subscribers up 126% to 904 subscribers
- Gaming segment revenue increased 31% to \$2.4 million
- Gaming segment gross profit increased 242% to \$1.4 million
- CloudGG average ARPU increased 42% to \$17

Pentanet Managing Director, Mr Stephen Cornish, said, "FY25 marks a significant milestone with Pentanet delivering its first full-year positive EBITDA of \$1.4 million, representing a \$2.7 million turnaround year-on-year (YoY). Both Telecommunication and Gaming contributed meaningfully to this turnaround. Telecommunications EBITDA increased to \$1.9 million, supported by cost discipline and stable margins, while the Gaming segment delivered \$1.0 million in EBITDA, reflecting a \$1.6 million improvement YoY, driven by a successful plan restructure and operational efficiencies.

We continued to build 5G coverage using a capital-efficient equipment swap, expanding our 5G on-net footprint to ~25% of our tower network, all while preserving cash. Subscriber growth remained steady, with churn falling to 1.23%, underscoring the effectiveness of simplified plans and customer experience initiatives.

The gaming segment continued its upward momentum, with subscription revenue supported by higher-value memberships and increased platform optimisation. This segment not only achieved profitability for the first time, but also became a growing contributor to the Company's earnings base.

Looking ahead, we plan to reinvest a portion of our growing EBITDA in targeted growth initiatives, including strengthening our go-to-market capabilities and continuing to leverage our 5G and Graphics Processing Unit (GPU) infrastructure, while maintaining a disciplined approach to profitability.

With targeted marketing and platform optimisation, our focus is on accelerating subscriber acquisition, maximising infrastructure utilisation, and delivering long-term value for both customers and shareholders."

1 Earnings Before Interest, Tax, Depreciation and Amortisation (EBITDA) is a financial measure which is not prescribed by Australian Accounting Standard ('AAS') and represents the profit under AAS adjusted for depreciation, amortisation, interest and tax.



OPERATIONAL UPDATE

Telecommunications

Pentanet's telecommunication subscriber base grew by 774 in FY25, up 135% from FY24, driven by a 126% YoY increase in 5G subscribers and continued off-net momentum. The uplift in 5G subscribers reflects growing demand for high-speed plans, supported by targeted marketing campaigns. Broader promotional efforts were deferred until network coverage reaches critical mass. Churn improved from 1.39% to 1.23% in FY25, supported by clearer plan options, a more stable network environment, and focused improvement in customer experience and retention strategies.

Approximately 25% of Pentanet's tower footprint is now 5G-enabled, supported by a capital-efficient stock equipment swap arrangement, reducing capital outlay and preserving cash. Sufficient Customer Premise Equipment (CPE) inventory remains on hand to meet expected deployment needs for H1FY26, further reducing capital outlay for H1FY26.

Blended ARPU increased 2% YoY to \$94 with subscriber migration toward higher-speed NBN and Fibre plans. On-net ARPU increased by 2% to \$90, and NBN gross margin improved from 19% to 24% YoY following supplier contract renegotiations.

With a more competitive and profitable product offering in place, Pentanet is entering FY26 focused on accelerating subscriber acquisition and enhancing the overall customer experience across both on-net and off-net services.

GeForce NOW Cloud Gaming

FY25 was a pivotal year for the GeForce NOW platform. Significant advancements were made across the platform, guided by three strategic goals: improving service quality, simplifying the plan offering, and refining the free user experience to support better commercial outcomes.

Pentanet restructured its GeForce NOW offering by removing the entry-level Basic plan and adjusting monthly pricing. A revamped plan suite launched in January 2025 and included rebranding the mid-tier Priority plan as "Performance" with added features, relaunching the free trial as a three-hour "Ultimate Trial", and introducing a 100-hour playtime cap for new paid plans (with unlimited access grandfathered). The Casual plan was retired and the full transition to RTX SuperPODs was completed, enabling 4K resolution and high refresh rates.

These initiatives drove a 42% YoY improvement in ARPU to \$17. While paid subscribers decreased 8% YoY due to the removal of lower-priced tiers, overall revenue and margin improved substantially.

Total CloudGG captive audience grew by 23% YoY to over 725,000 players?, reflecting the platform's continued attractiveness and strong content offering. With more than 2,200 supported titles, including

integration with Xbox Game Pass, and over 800 million minutes of gameplay logged, GeForce NOW enters FY26 as a more streamlined and scalable platform.

GROUP FINANCIAL UPDATE

	30-Jun-25	30-Jun-24	Change
	\$'000	\$'000	%
Revenue	22,595	20,882	8%
Gross profit	11,006	9,610	15%
Gross margin	49%	46%	3%
Other income	417	636	(34%)
Operating Expenses	(10,063)	(11,513)	13%
EBITDA	1,360	(1,267)	207%
Depreciation and amortisation	(5,322)	(4,486)	(19%)
EBIT	(3,962)	(5,753)	31%
Net finance cost	(491)	(631)	22%
Net loss before tax	(4,453)	(6,384)	30%
Other comprehensive income for the year, net of tax	-	(3,180)	100%
Total comprehensive income for the year	(4,453)	(9,564)	53%

YoY consolidated revenue increased by 8% to \$22.6 million, with telecommunication revenue up by 6% to \$20.2 million, supported by 4% subscriber growth, a 2% ARPU increase, with recurring revenue steady at 96%. Growth in the Telecommunication segment was achieved despite strong retail competition with Pentanet responding through targeted EOFY campaigns, simplified plan structures, and revised NBN pricing. These actions improved churn and positioned the business for renewed momentum in FY26. Gaming segment revenue grew 31% YoY to \$2.4 million, driven by a stronger high-value plan mix and ARPU, partially offset by an 8% decline in paid memberships following the removal of lower-priced unprofitable plans.

Consolidated gross profit increased by 15% YoY to \$11 million, with gross margin improving by 3 percentage points (pp) from 46% to 49%. The gaming segment was a key contributor, which lifted gross margin by 35pp to 57% YoY. Telecommunication Gross Profit increased by 5% YoY to \$9.6 million, with the margin remaining stable at 48%.

Overhead costs decreased significantly by 13% YoY to \$9.8 million, reflecting ongoing discipline across employee-related costs, marketing, and general overheads. This supported Pentanet's first full-year positive EBITDA of \$1.4 million, a \$2.7 million YoY improvement. Telecommunication EBITDA increased by 145% YoY to \$1.9 million and the Gaming Segment EBITDA improved by \$1.6 million YoY to \$1.0 million, from a \$0.6 million loss in FY24. The EBITDA of the revenue generating segments were offset by annual corporate and listing costs of \$1.6m for the year.

The company closed the the year with a cash balance of \$2.2 million and unused financing facilities of \$6.6 million. Subsequent to year-end, Pentanet also secured a \$2 million finance facility with Moneytech Finance Pty Ltd to support the Company's ongoing capital investment program (see separate ASX announcement on 18 July 2025). This facility provided Pentanet with the flexibility to fund its final 5G spectrum licence payment of \$1.7 million which was paid later in July 2025.

This announcement has been authorised for release by the Managing Director of Pentanet Limited, Mr Stephen Cornish.

For further information, please contact:

Mr. Stephen Cornish
Managing Director

Mr. Patrick Holywell
Company Secretary

Ms. Mart-Marie Derman
Chief Financial Officer

About Pentanet

Pentanet is a Perth-based, growth-focused telco delivering high-speed internet to a growing number of subscribers by providing next-generation internet speeds. This is achieved through Pentanet's market-leading private wireless network, the largest in Perth, as well as reselling fixed-line services such as nbn® and Opticomm.

The Company's flagship wireless network has benefits for both customers and investors, offering an outstanding customer experience and a fixed wireless product that is technically superior to most of the nbn with attractive margins for investors. This sets Pentanet apart from most broadband providers, which typically only resell the nbn.

Pentanet is also part of the rollout of the next wave of subscription-based entertainment services – cloud gaming. The Company's Alliance Partner Agreement with NVIDIA allowed Pentanet to be the first to bring their GeForce NOW technology to Australia in 2021. Since its launch, the platform has attracted a captive audience now exceeding 725,000.

Pentanet invites existing and prospective shareholders to join the conversation within the Company's interactive Investor Hub at investorhub.pentanet.com.au