

## ASX RELEASE

Monday 25 August 2025

### **Aussie Broadband delivers operational momentum and strong revenue growth with underlying EBITDA at top end of guidance**

Aussie Broadband Limited (**ASX: ABB**) (**Aussie Broadband** or **Company**) has released its results for the full year ended 30 June 2025 (FY25), delivering continued growth through diversification and improved productivity.

#### **FY25 highlights**

- Group revenue of \$1,187.1 million, up 18.7% compared to prior corresponding period (pcp)
- On-net broadband connections increased 104,100 to 788,400, 15.2% growth on pcp; all segments contributing to growth with double-digit uplift in connections
- NBN market share<sup>1</sup> increased 1.1 ppts to 8.4%
- Underlying EBITDA growth of 14.7% to \$138.2 million, at top end of upgraded guidance
- Underlying NPATA up 6.5% to \$55.8 million
- NPAT of \$32.8 million, up 24.5% vs. pcp
- Symbio's contribution to EBITDA above expectations at \$39.4 million, delivering 35.0% growth on FY24 on pro forma basis; \$6 million in synergies delivered in FY25
- Several notable Enterprise & Government (E&G) customer wins and 183 new Wholesale partnerships; a strong pipeline of opportunities underpins further growth
- \$11 million in savings delivered through cost management and productivity initiatives
- Strong balance sheet and financial flexibility to pursue organic and acquisitive growth opportunities
- Fully franked final dividend of 2.4 cents per share declared; total fully franked dividends of 6.4 cents per share in FY25 (including special dividend of 2.4 cents per share)

#### **Commenting on Aussie Broadband's FY25 result, Group CEO Brian Maher said:**

*"In FY25, we continued to grow our customer base and earnings while positioning the Company for long-term success. Across the Group, we now support more than 1.1 million services with a diversified offering that caters to the varied needs of our customers. Aussie Broadband's reputation as a premium provider of fast-speed broadband and mobile products, as well as a trusted partner for voice, messaging and wholesale services, is delivering market share gains and solid growth in our sales pipeline.*

*"On a like-for-like basis, revenue grew 12.4% in FY25, driven by double-digit revenue growth across Residential, Business, E&G and Wholesale segments. We added several notable names to our growing portfolio of customers and partners, further improving our credentials in the market. Pleasingly, underlying EBITDA of \$138.2 million was at the top end of our upgraded*

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<sup>1</sup> Excludes satellite and Origin connections

guidance driven by diversified revenue streams, favourable market dynamics across core segments, and improved productivity.

"Over the year, we took the opportunity to increase our investment in core platforms and capacity to ensure Aussie Broadband is well positioned for long-term sustainable growth with a secure and resilient network. We continued to invest in our owned Aussie Fibre network, with a focus on winning customers in on-net and near-net buildings within our existing footprint, which will increase utilisation and improve return on invested capital.

"In April, we revealed our Look-To-28 strategy, which outlines our ambitions for the next three years. Our FY25 results demonstrate that Aussie Broadband's technology offering truly resonates with households, businesses and telco partners alike. Supported by our realigned operational structure and new leadership team, effective from 1 July 2025, I am confident we are well on the path to achieving our ambitions."

### **Profit at top end of upgraded guidance; financial flexibility maintained**

Aussie Broadband solidified its position as one of the leading providers of telecommunications services, generating \$1,187.1 million in revenue and \$138.2 million in underlying EBITDA in FY25, up 18.7% and 14.7% respectively versus pcip.

Gross margin improved by 0.6 ppts to 36.7% as the Group diversified into higher margin market segments through Symbio. In FY25, the residential segment represented 57% of total revenue, down from 58.5% in the pcip, reflecting ongoing diversification.

Having repaid \$90 million of borrowings during the year, Aussie Broadband remains in a strong financial position with a net leverage ratio of 0.9x, providing the flexibility to pursue further strategic growth opportunities. In FY25, the Company returned \$59.4 million to shareholders through its share buyback program and fully franked dividends.

Table 1: Key Financial metrics

\$m	FY24	FY25	CHANGE
Revenue	999.7	1,187.1	18.7%
Gross Margin	360.6	435.1	20.7%
Underlying EBITDA	120.5	138.2	14.7%
Underlying NPATA	52.4	55.8	6.5%
NPAT	26.4	32.8	24.5%
Operating cash flows <sup>2</sup>	128.2	117.3	(8.5%)
EPS <sup>3</sup> (cents)	19.3	19.0	(0.3)
DPS (cents)	4.0	6.4	2.4

<sup>2</sup> Before interest and tax

<sup>3</sup> 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)

## Positive traction delivers growth and market share gains across segments

Aussie Broadband's focus on superior customer experience, diversified product offering and strategic owned assets drove operational momentum across the Group in FY25.

On-net connections increased by 104,100 in FY25 driven by strong growth across all segments. Within Wholesale, 17,000 new connections added in Q4 FY25 related to the migration of Symbio connections to the Aussie Broadband network from a third-party provider.

Aussie Broadband's market share of on-net NBN services is now 8.4%, an increase of 1.1 ppts on prior year.

Table 2: Broadband connections by Segment

	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25	YoY Change	YoY Change %
<b>Residential</b>	589,123	605,408	621,846	641,118	<b>656,049</b>	66,926	11.4%
<b>Business</b>	56,431	58,768	60,837	62,929	<b>64,482</b>	8,051	14.3%
<b>Enterprise &amp; Government</b>	12,886	13,736	14,532	15,149	<b>15,814</b>	2,928	22.7%
<b>Wholesale</b>	25,859	28,506	30,736	33,034	<b>52,066</b>	26,207	101.3%
<b>Total</b>	<b>684,299</b>	<b>706,418</b>	<b>727,951</b>	<b>752,230</b>	<b>788,411</b>	<b>104,112</b>	<b>15.2%</b>
<b>Quarterly net adds</b>	18,316	22,119	21,533	24,279	36,181	-	-

Note: Connections excludes Origin white label services

The **Residential** segment's strategic positioning as a premium provider of high-speed broadband plans and accelerating growth in Mobile delivered strong revenue growth in FY25, up 15.7% vs. pcp. Gross margin was broadly in line with prior year at 31.5% despite an increasing proportion of broadband customers on 100mbps or higher plans, greater allocation of network costs and a highly competitive landscape. Residential achieved net growth of 67,000 connections in FY25, supported by the launch of Buddy which reached almost 14,000 customers in its first year. With 56% of the Company's NBN connections already at speeds of 100mbps or higher, Aussie Broadband is strongly positioned to benefit from NBN's 'Accelerate Great' increased speed programme commencing in September 2025.

The **Business** segment continued to experience strong demand for its reliable high-speed connectivity services, with broadband connections and mobile SIMs increasing by 8,000 and 4,000 respectively, delivering 11.4% growth in revenue. Gross profit came under pressure in the second half with market competition intensifying. The segment has recently transitioned into a new operating model and right-sized its customer support team to deliver long-term efficiencies and sustainable growth.

Success continues with new customer acquisition within the **Enterprise & Government** segment which resulted in 11.1% growth in revenue. Aussie Broadband's reputation as a trusted partner of choice for mission critical connectivity was reinforced by new agreements with Cricket Australia, Queensland Police Service and Maurice Blackburn Lawyers, amongst several other wins across

diverse industries. The Company is set to capitalise on accelerating momentum focused on Aussie Fibre sales, which more than doubled in FY25, with a clear focus on winning new customer connections in existing on-net and near-net buildings.

**Wholesale** delivered strong like-for-like revenue growth of 23.1%, a notable achievement particularly in light of the segment managing the offboarding of Origin connections in H1 FY25. 183 new partners were added in FY25, including UplinkME, GPK Group, Neptune Internet and Partner Wholesale Networks. As at 30 June 2025, Aussie Broadband was a trusted provider of wholesale services to 1,301 customers, with several opportunities in the pipeline underpinning continuing growth in FY26.

In its first full year as part of the Group, **Symbio** delivered a pleasing performance with EBITDA above expectations, up 35% on a pro forma basis. Symbio renewed long-term agreements with MEDION Australia and Spark NZ, and continued to gain market share with several new contract wins. Hosted numbers increased 6.1% despite several legacy platforms being decommissioned during the year. Mobile services in operation (SIO), grew 12.6% vs. pcp to 123,600, with nearly one third of all new activations via eSIM. Further integration between Aussie Broadband and Symbio is expected to unlock additional capabilities, driving incremental demand for the Group's broad suite of services.

### Trading Update

The start of FY26<sup>4</sup> has seen continued growth with approximately 12,100 net new broadband connections. Buddy has started the year well, growing to almost 16,000 connections. This growth is pleasing given the heightened competitive environment ahead of the NBN speed uplifts in September.

The E&G pipeline trajectory remains strong with a number of large opportunities. After financial year end, Aussie Broadband and Accor have signed a strategic five-year partnership to deliver enterprise-grade voice and high-speed internet services to Accor's extensive portfolio of hotels across Australia.

Aussie Broadband also announced today an exclusive six-year Wholesale Services Agreement with More Telecom (More) to provide NBN network services to More and its jointly operated group company, Tangerine Telecom (Tangerine). More and Tangerine are fast-growing Australian telecommunications providers, currently servicing approximately 250,000 residential and business broadband customers across the two brands. The Agreement is expected to deliver approximately \$12 million in annualised underlying EBITDA<sup>5</sup> from FY27 based only on the estimated More and Tangerine connections at the time of migration.

In a separate transaction, Aussie Broadband has agreed to sell the Buddy Telco brand and customer assets to Tangerine. The transaction is anticipated to complete in H2 FY26 and the transaction value is estimated to be approximately \$8 million dependent on the number of customers transferred at that time. The Buddy connections will remain on the Aussie Broadband network under the Wholesale Services Agreement.

Further details on both transactions can be found in a separate announcement released today.

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<sup>4</sup> Financial year to date to 23 August 2025

<sup>5</sup> \$12 million before amortised incentives; \$7 million post incentives which are amortised over the term of the contract

**FY26 Guidance**

Based on current market conditions, operating plan, pipeline, and trading to date, Aussie Broadband is providing a guidance range for FY26 underlying EBITDA of \$157 million to \$167 million, representing growth of 14% to 21% compared to FY25. This guidance includes a reduced year-on-year investment required for Buddy and does not include the gain on disposal. The financial impact of the new Wholesale Services Agreement is expected to be minimal in FY26.

The Group remains focused on organic growth and is also pursuing acquisition opportunities which align with our strategic objectives as they arise.

**Investor and analyst briefing today at 10:00am (AEST)**

The Company will hold an investor and analyst briefing today at 10:00am (AEST). The webcast will be hosted by Aussie Broadband's Group CEO Brian Maher, CFO Andy Giles Knopp and Group Executive Wholesale, Michael Omeros.

To participate, please register via one of the links below:

[Webcast registration](#)

[Conference Call registration](#) (audio only)

**ENDS**

**Authorised for release by the Aussie Broadband Board.**

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**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>