Aussie Broadband

ASX RELEASE

Aussie Broadband strengthens SME capability with the acquisition of Nexgen

23 February 2026

Aussie Broadband Limited (ASX: ABB) has entered into a binding agreement to acquire 100% of Nexgen Investment Group Pty Limited (Nexgen), a leading provider of advanced business communication solutions, from Infotrust Limited (ASX: ITS). The transaction is EPS accretive to Aussie Broadband, and will deliver complementary modern business telephony solutions, data and hardware capability platforms to drive SME growth with greater national reach and product set, including an Agentic AI product set targeted at SMEs.

Summary

- Aussie Broadband to acquire 100% of Nexgen for an upfront cash consideration of $44.1 million, payable at completion
- An additional earn-out of up to $5.9 million subject to Nexgen meeting EBITDA targets in FY26 or FY27
- Nexgen forecast to generate FY26 EBITDA of $8.1 million, with an expected contribution of $2.7 million to Aussie Broadband's EBITDA in FY26
- In addition, annual cost synergies of between $2 million and $4 million expected within two years
- Adds approximately 6,000 SME NBN customers with average contract length of 4 to 5 years and Agentic AI product set targeted at small businesses
- Acquisition multiple of 6.2x on FY26 EBITDA and 4.1x with full synergy realisation, excluding targeted growth
- Nexgen co-founders, Elie Ayoub and James Harb, committed to staying in the business to deliver FY27 performance targets
- Completion of the acquisition expected at the end of March 2026 subject to customary condition precedents being met, including receipt of certain third party consents, completion of agreed restructure steps and no material adverse impact to Aussie Broadband's compliance with the SOCI Act
- The acquisition will be funded by cash on hand and existing currently undrawn debt facilities

Founded in 2009, Nexgen has evolved into a comprehensive business technology solutions provider, with success driven by its ability to meet the changing needs of the modern small business landscape with an innovative approach and commitment to service excellence. Nexgen collaborates with top-tier technology brands, including its principal strategic partner, CISCO. In FY25, Nexgen generated $7.7 million in underlying EBITDA (up 16.9% on prior year), representing a margin of 17.2%. Nexgen will continue to operate as a standalone entity, with limited integration into Aussie Broadband.

The acquisition combines Aussie Broadband's strength in broadband and mobile products with Nexgen's unified communications and office technology solutions, and great customer service, creating a strengthened value proposition that addresses the varying needs of small and medium sized businesses.

Nexgen provides Aussie Broadband an additional growth platform with expanded national sales footprint to accelerate growth in the SME market, adding long term revenue contracts with a typical 4-to-5-year tenure. Nexgen is expected to deliver sales uplift, margin expansion and annual cost synergies of between $2 million and $4 million within two years.

Commenting on the acquisition, Aussie Broadband Chief Executive Officer Brian Maher said:

"*The acquisition of Nexgen is a great strategic fit and highly complementary to Aussie Broadband's current suite of products and services. Nexgen aligns strongly with our growth ambitions as we further expand our offering and team into the future and strengthen our position in the significant SME market.*

"For over 15 years, Nexgen's founders Elie and James have been focused on providing exceptional customer service and they have been innovators of product offerings to small and mid-size businesses. Aussie Broadband is committed to working with the Nexgen team to accelerate growth in this segment.

"I am delighted to welcome Elie, James and the entire Nexgen team onboard. We are excited about the opportunities for both Aussie Broadband and Nexgen as we focus on sustainable sales growth and margin enhancement."

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