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# FY22 Full Year Results Presentation

29 August 2022

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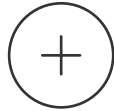


**Aussie  
Broadband**

# Our evolution



**Aussie Broadband** 1.0



## Over ~20 years built a market-leading telco business

- Primarily providing broadband, VOIP and mobile services to residential customers
- Fastest-growing RSP for the last 5 years – from 20k to >500k customers
- Focussed on best-in-class technology and game-changing customer service
- Brand strength and awareness
- Significant investment in network and owned fibre assets
- Direct connection to all 121 NBN POIs



## Over ~15 years built a strong technology business

- Deep capability across data, voice, cloud and managed services
- Focussed on business, enterprise & government and wholesale segments
- Strong track record of revenue retention (greater than 96% over the 7 years to FY21)
- Tier 1 voice network



**Aussie Broadband** 2.0

## Leading diversified communications and technology business

- Targeting to be Australia's 4th largest provider of communications & technology services
- Integrated full-service provider across the full suite of solutions to residential, business, enterprise & government and wholesale customers
- Deep technical expertise, combined with relentless focus on customer experience
- Full ownership of tier 1 voice and data networks in Australia, interconnection to all 121 NBN POIs, and cloud infrastructure platform
- Industry-leading software platforms such as MyAussie, Carbon and NetSIP



## Our Why

(Why we show up to work every day)

**We are in business to Change the Game**

## Our Values

(How we change the game)

- 1. Don't be ordinary, be awesome**
- 2. Think BIG**
- 3. No Bullsh\*t**
- 4. Be good to people**
- 5. Have fun**

## Our Game

(What we're playing for)

**By 2025, we are Australia's 4th largest provider of communications & technology services**

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# Delivering on our growth strategy in FY22



**Aussie  
Broadband**



# Growing across all key metrics...

**\$546.9m**

Revenue

**↑56%**

(\$350.3m FY21)



**\$39.4m**

EBITDA before  
transaction costs

**↑107%**

(\$19.1m FY21)



**\$105.5m**

Business  
Revenue<sup>1</sup>

**↑142%**

(\$43.5m FY21)



**90%**



of the Aussie fibre  
network complete with  
105 POIs and data  
centres connected

**584,793**

Broadband  
services

**↑46%**

(400,848 as at 30 June 2021)



**6.46%**



Share of nbn services<sup>2</sup>

(4.74% as at 30 June 2021)

**↑172 bps**

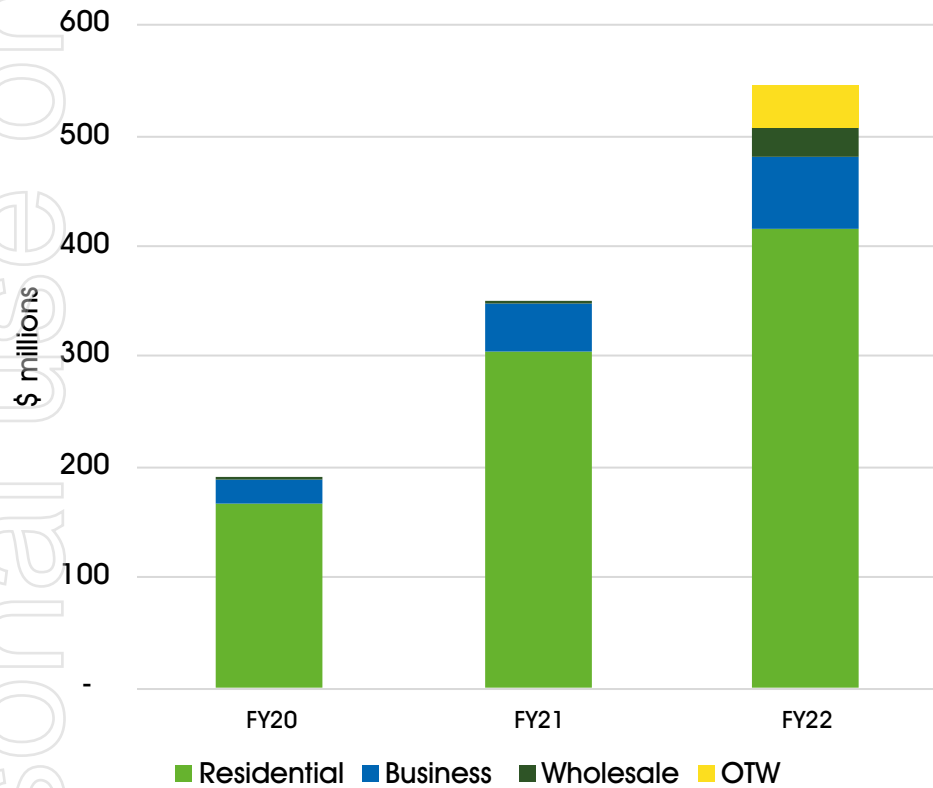
1. Business revenue includes full year for Aussie Broadband business and 3.5 month contribution from Over the Wire.

2. Market share of nbn services, excluding Satellite.

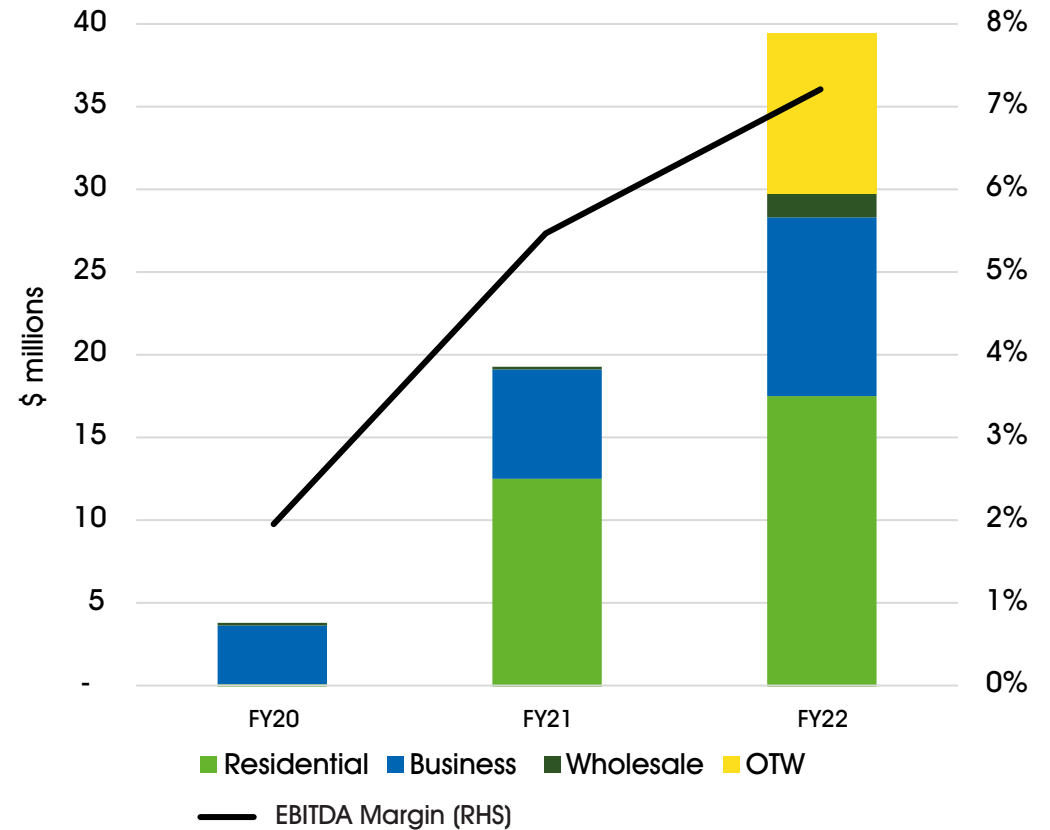
# ...with continued strong and profitable growth

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### Growing Revenue



### Growing EBITDA and increasing EBITDA margin



# Evolving into a communications and technology business at scale

## Business



Revenue	\$67.0m	↑ 54%
EBITDA	\$10.8m	↑ 62%
ARPC	\$188.07	p/m

## Over the Wire



Revenue	\$38.5m
EBITDA	\$9.6m
ARPC	\$742.36 p/m

3.5 months contribution since owned by ABB

## Residential



Revenue	\$415.0m	↑ 36%
EBITDA	\$17.4m	↑ 41%
ARPC	\$80.02	p/m

## Wholesale



Revenue	\$26.4m
EBITDA	\$1.5m

ARPC means average recurring revenue per customer in June 22 and excludes GST. Each customer may hold multiple services, across multiple technology types.

Over the Wire includes a mixture of business, enterprise & government and wholesale services across multiple technology types.

Over the Wire will be absorbed into existing ABB segments from FY23 onwards and will no longer be reported separately.

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# Exceeded FY22 EBITDA guidance



Aussie  
Broadband

# Strong growth in revenue and earnings

	FY22	FY21	Change
	\$m	\$m	%
Revenue	546.9	350.3	56%
Network and hardware expenses	(385.6)	(252.0)	53%
<b>Gross margin</b>	<b>161.3</b>	<b>98.3</b>	<b>64%</b>
<b>Gross margin %</b>	<b>29.5%</b>	<b>28.1%</b>	<b>1.4pp</b>
Employee expenses	(72.8)	(41.3)	77%
Marketing expenses	(31.5)	(26.3)	20%
Administration and other expenses	(17.6)	(11.6)	48%
<b>EBITDA before non-recurring items</b>	<b>39.4</b>	<b>19.1</b>	<b>107%</b>
IPO, transaction and integration expenses	(4.4)	(1.2)	271%
Depreciation and amortisation	(17.3)	(7.6)	129%
Net interest	(2.3)	(2.2)	8%
Change in fair value of derivative		(12.3)	(100%)
Income tax	(5.3)	(0.3)	1460%
<b>Net Profit after tax before amortisation of acquired intangibles</b>	<b>10.0</b>	<b>(4.5)</b>	<b>223%</b>
Amortisation of acquired intangibles	(6.7)		
Income tax effect	2.0		
<b>Net Profit after tax</b>	<b>5.3</b>	<b>(4.5)</b>	<b>118%</b>

- Residential revenue increased by 36%, business 54%
- Wholesale revenue increased by \$24.7m and OTW contributed \$38.5m
- Gross margin higher due to acquisition of OTW. On a like-for-like basis margin slightly down year-on-year due principally to the impacts of CVC which increased as a % of revenue by 1%
- Employee Expenses increased faster than revenue, partially due to the acquisition of OTW which has a larger ratio and partly due to investments in competencies to support future growth and a challenging labour market
- Marketing expenses increased at a lower rate than revenue but did represent an increase to meet the competitive landscape
- Some modest operating leverage in administration costs

# Balance sheet

	30 June 2022	30 June 2021
	\$m	\$m
Cash and cash equivalents	47.7	57.0
Trade and other receivables	37.2	16.9
Plant and equipment	64.1	17.4
Right-of-use assets	44.3	12.3
Intangibles	416.4	4.0
Other assets	18.8	9.3
<b>Total assets</b>	<b>628.5</b>	<b>116.9</b>
Trade and other payables	53.7	26.8
Contract liabilities	28.2	15.8
Lease Liabilities	42.7	10.6
Borrowings	174.0	
Deferred tax	50.3	
Other liabilities	10.9	4.2
<b>Total liabilities</b>	<b>359.8</b>	<b>57.4</b>
<b>Net assets</b>	<b>268.7</b>	<b>59.5</b>

- 19 days of revenue in trade debtors
- Plant & equipment increased with the OTW acquisition and \$30m of fibre build spend
- Right of use assets increased due to \$15.6m acquired, expanded property leases in WA and Victoria and leased equipment for fibre network
- Intangibles principally arising from acquisition of OTW
- Deferred tax asset arising from intangible recognition and tax losses following utilisation of FEDA concessions
- Net debt (including finance leases, excluding operating leases) is \$138.3m
- Pro forma leverage ratio (as per banking covenants with customary EBITDA add backs) - 2.1x
- Since the end of the financial year the Group has extended its syndicated debt facilities so that Facility B now matures on 11 March 2025 together with Facility A

# Strong growth in operating cashflow

	FY22	FY21	Change
	\$m	\$m	%
Receipts from customers	595.1	384.7	55%
Payments to suppliers & employees	(552.9)	(359.2)	54%
Net interest payments	(0.9)	(0.2)	323%
Tax payments	(3.6)		
<b>Operating cash flows</b>	<b>37.8</b>	<b>25.3</b>	<b>49%</b>
Payments for business acquisitions	(265.6)		
Payments for PPE	(40.7)	(15.0)	171%
Payments for intangibles	(1.8)	(2.1)	(16%)
<b>Investing cash flows</b>	<b>(308.1)</b>	<b>(17.1)</b>	<b>1698%</b>
Net equity proceeds	130.9	37.4	250%
Net proceeds from borrowings	173.8		
Repayment of borrowings	(32.3)	(5.5)	487%
Lease payments	(11.9)	(6.0)	99%
Other	0.6	1.5	(58%)
<b>Financing cash flows</b>	<b>261.0</b>	<b>27.4</b>	<b>852%</b>
<b>Net increase in cash and cash equivalents</b>	<b>(9.3)</b>	<b>35.6</b>	<b>(126%)</b>

- Strong EBITDA to cash conversion
- 80% of consideration for OTW was in cash with the balance scrip
- Payments net of \$9.5m cash acquired
- Existing OTW debt settled at completion
- \$134m of equity raised in advance of the acquisition

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# Rapid growth in Business, Enterprise & Government and Wholesale



**Aussie  
Broadband**

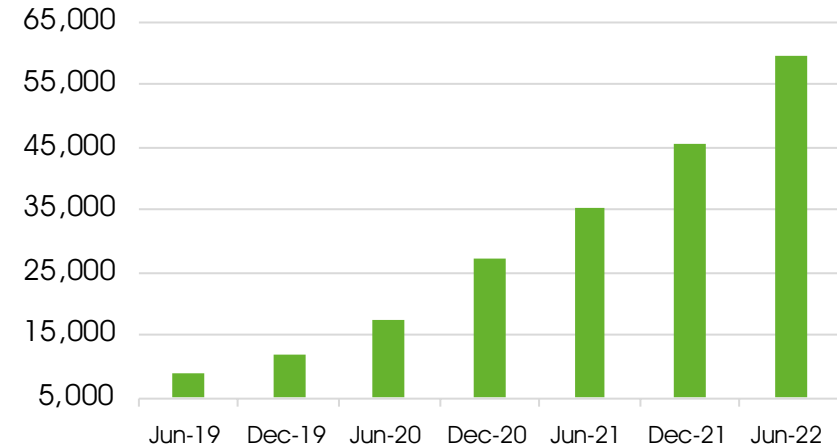


# Business, Enterprise & Government

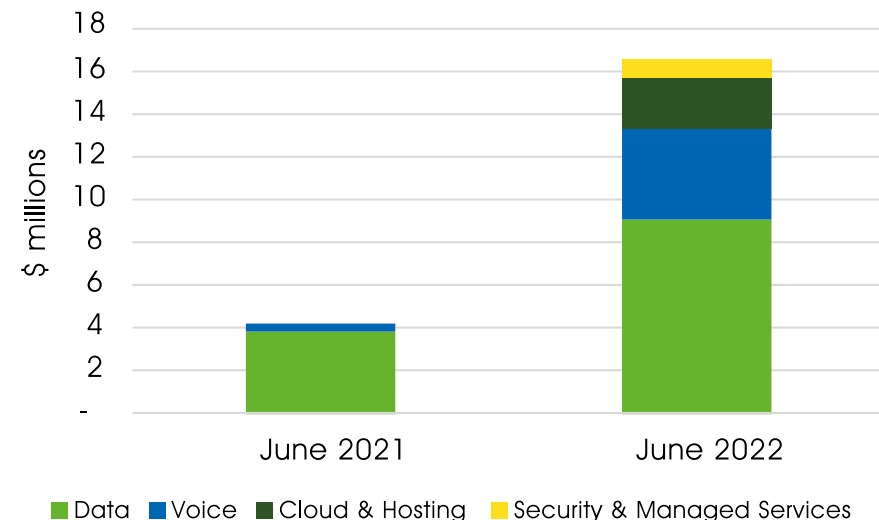
## Consistent strong growth half on half

- 24,002 business, enterprise & government net broadband additions resulting in 68% growth for the year
- Over 1 million numbers and 120 million minutes per month on the NetSIP voice platform
- New/resigned cloud infrastructure agreements with several large local and state government organisations in Queensland
- Ongoing strategic partnership with NextDC to deliver network, hardware and managed services. NextDC is also a strategic partner of Aussie Broadband providing data centre services to ABB Group
- Continued growth in focus industries including government, education, health & medical and professional services
- Entry into several new industries, including a three-year deal with Mitsubishi Motors to provide Enterprise NBN and Aussie Fibre services to their locations across Australia

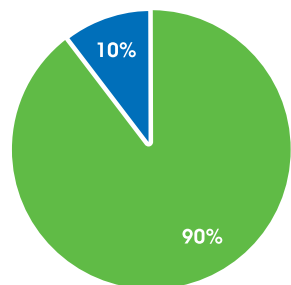
### Broadband Connections



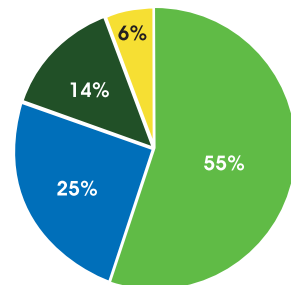
### Monthly Recurring Revenue



### June 2021 Revenue Mix



### June 2022 Revenue Mix



■ Data ■ Voice ■ Cloud & Hosting ■ Security & Managed Services

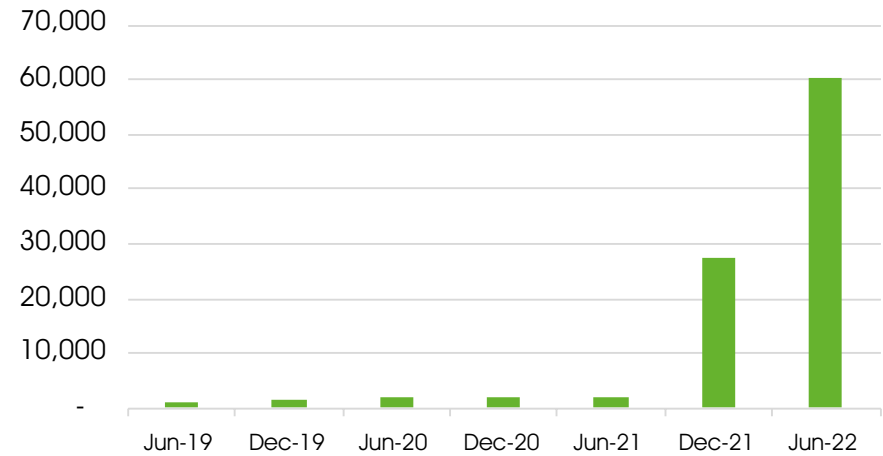
■ Data ■ Voice ■ Cloud & Hosting ■ Security & Managed Services

# Wholesale

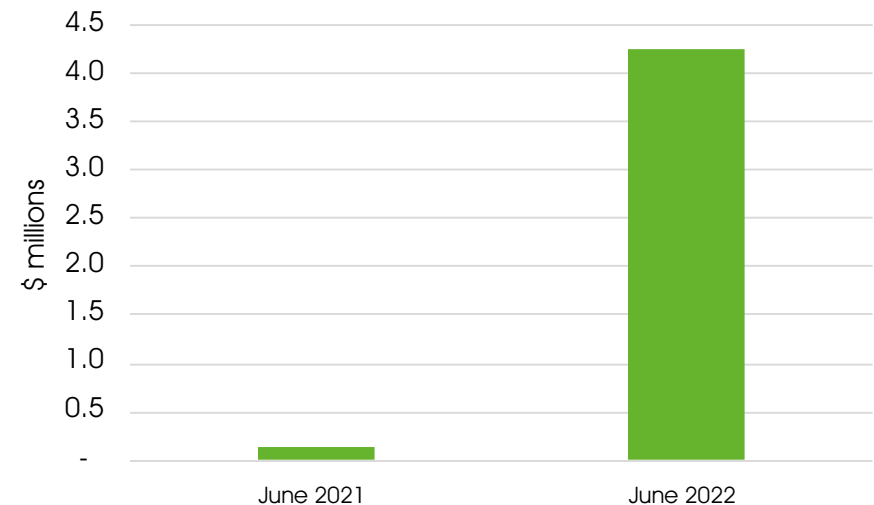
## Rapid growth as the business quickly scales

- Developed a new capability to provide white-label broadband and voice services in 6 months
- End-to-end support for retail providers, including network provisioning, hardware dispatch, customer management, technical support, billing, etc
- Grown from none to over 60,000 white label connections in 12 months
- Origin named as Canstar Blue's best broadband provider for 2022, using the ABB white label platform
- Aussie's wholesale offering provides access to our national network and NBN services directly without any additional features included in the white label offering like customer management, support and billing
- Over 400 managed service provider (MSP) partners supported by Carbon, with end-to-end ordering, configuration and management of services
- Over 250 wholesale voice partners leveraging the NetSIP tier 1 voice platform

### Broadband Connections



### Monthly recurring revenue

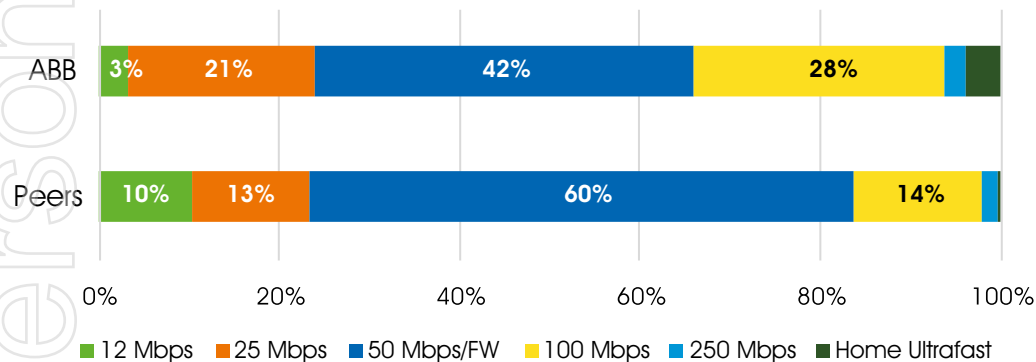


# Residential broadband

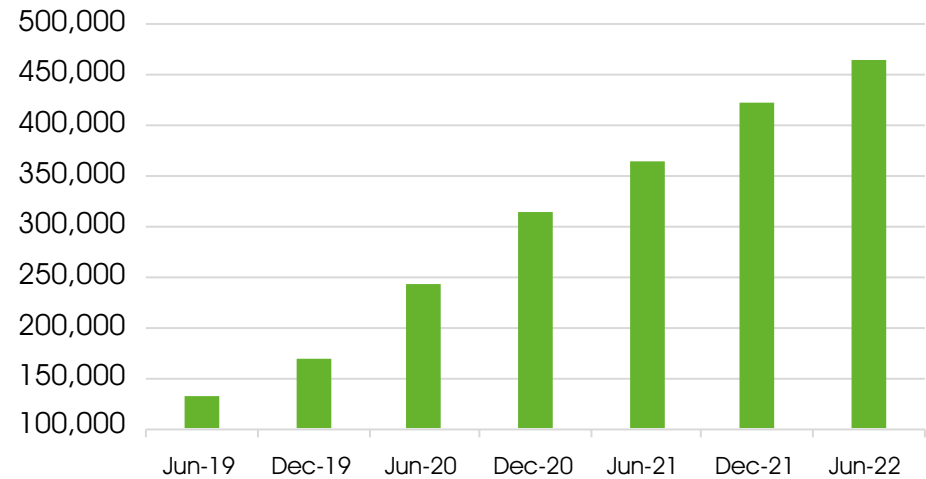
## Sustained growth in a highly competitive market

- Continued year-on-year growth in share of connections
  - YoY growth in share of new orders by +1% from 8% to 9%
  - H2 FY22 share of orders steady at 9% despite aggressive pricing behaviour, i.e. discounting by competitors
  - 9% share equating to 18,018 orders per month
- Compared to rest of market, ABB "shape of share" skews to higher-speed plans, positioning for ongoing profitable growth due to margin benefits
  - 27% share of Super & Ultra-Fast new orders. 20% margin gain compared to 12/25/50 order mix
  - 14% share of Home Fast new orders. 6% margin gain compared to 12/25/50 order mix
- Net Growth of 28% YoY adding 101,524 connections in FY22

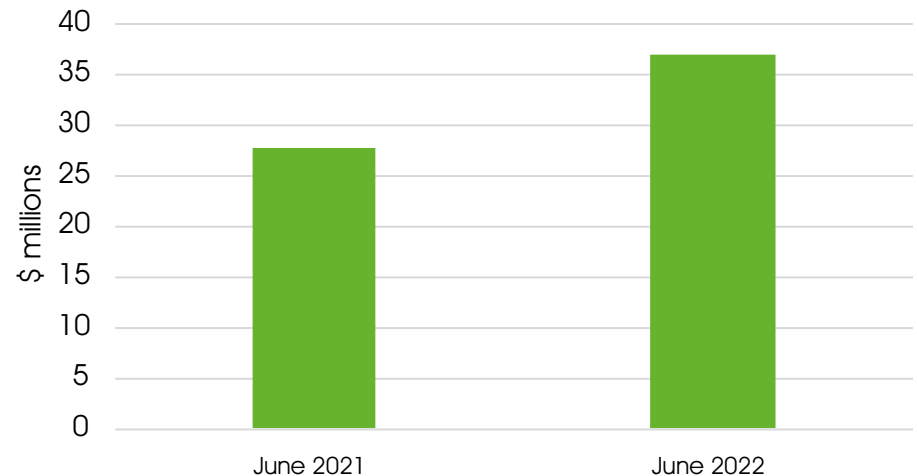
### NBN Speed Mix



### Broadband Connections



### Monthly recurring revenue (all residential products)

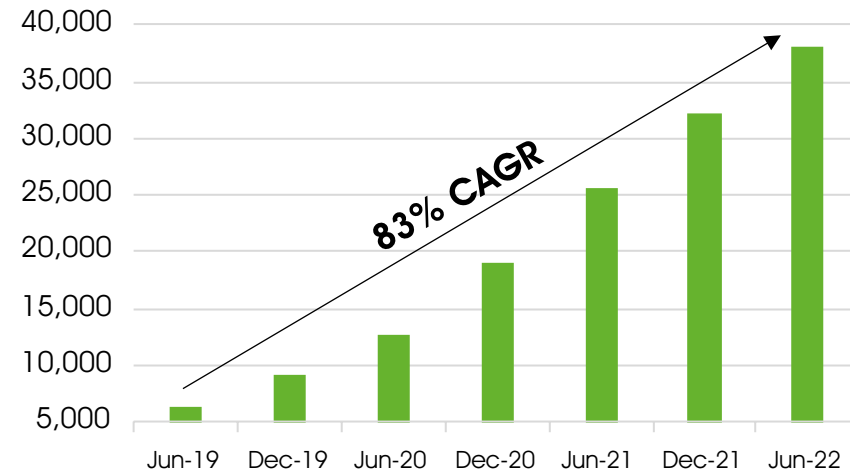


# Mobile services

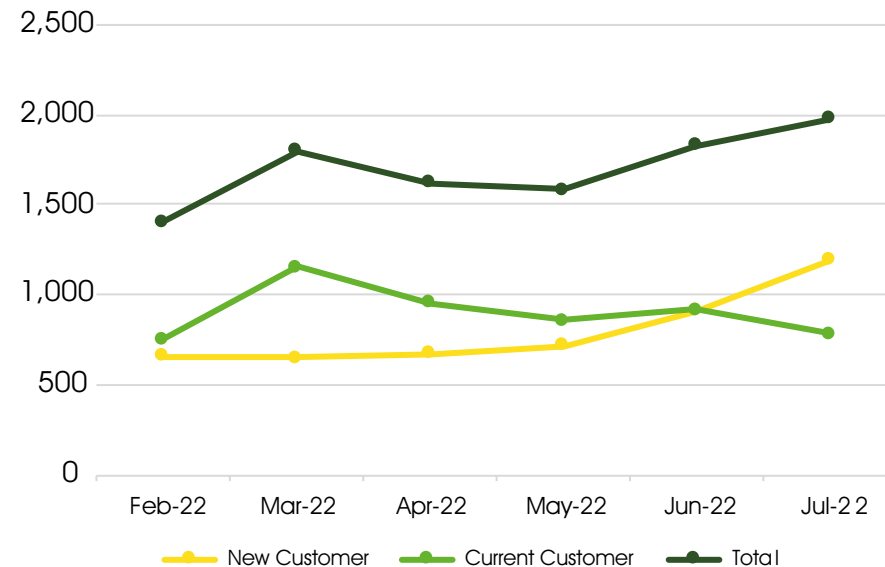
## Mobile repositioning is accelerating growth

- 12,290 net mobile additions in FY22, up 48% YoY
- Mobile continues to be a growth opportunity for ABB, with repositioned offers in market – launched June 22 – to support further growth in FY23
- Recent changes to plans and advertising strategy saw 50% of mobile sales in June 22 generated by new customers vs. FY22 average of 33%
- This trend has continued into July with 60% of mobile sales generated from new customers, showing the opportunity to upsell mobile only customers to broadband
- Focus now on increasing upsell within ABB's existing broadband base, and further increasing attachment at point of sale for new customers
- Early FY23 Q2 launch of residential bundles (combined NBN and Mobile) designed to grow multi-product customers in the base and drive new customer acquisitions

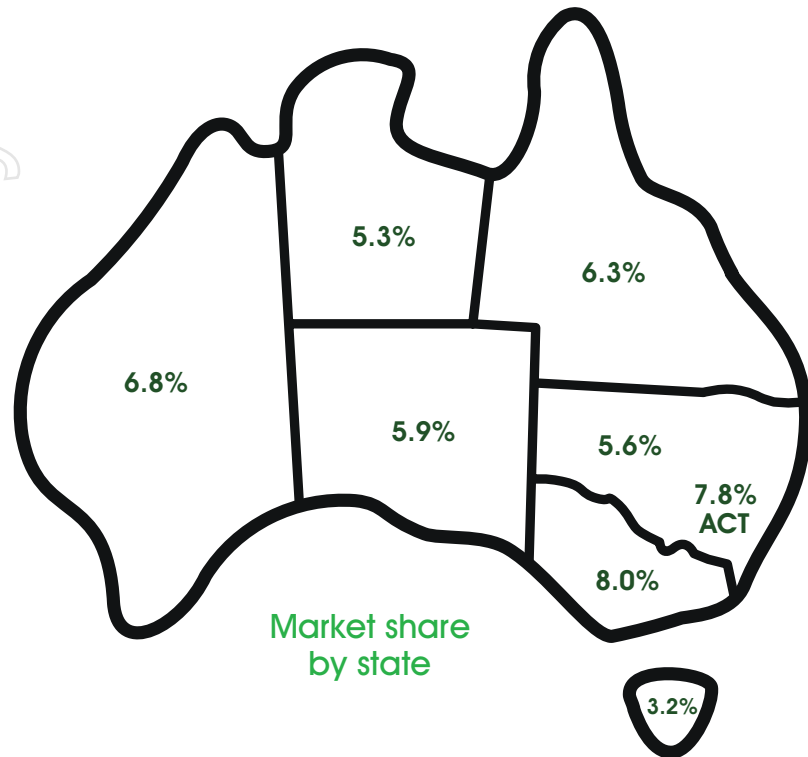
Mobile Services



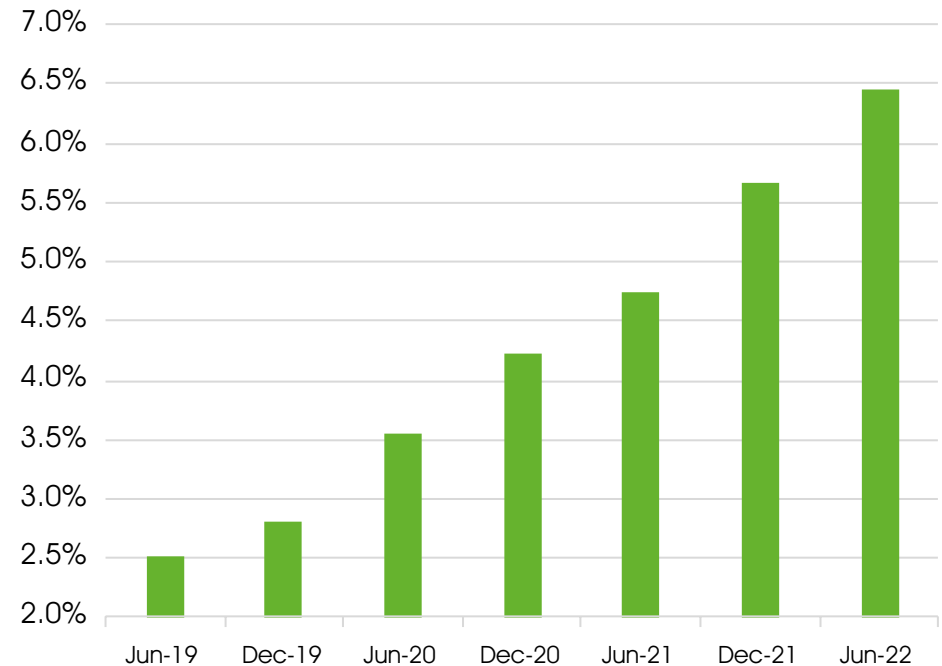
Mobile sales



# Growing market share nationally



National market share of NBN services



## Steadily growing towards 10% market share

- Strong brand awareness has led to 8% market share in Victoria and shows what is achievable nationally with further focus on marketing and brand awareness
- Home town areas in Victoria where Aussie has its staff base and pre-nbn network show market shares of 21% in Gippsland, 15% in Western Victoria and 9.8% in West Gippsland/Pakenham
- Western Australia and Australian Capital Territory have continued to grow and outpace other states. Prior to going national with NBN, Aussie had no presence in WA & ACT
- Growth opportunities in TAS, NT, NSW and SA through increased marketing and word of mouth

# Marketing focused on ABB's value proposition

**Aussie Broadband**  
Sponsored

Go faster than ever with Aussie Broadband, and access nbn™ Ultrafast plans.

Join thousands of Aussies already enjoying the benefits of high-speed nbn™ fibre!

Tap below to check if your home is eligible for a \$0 fibre...

powered by  
nbn™

Ignore this ad...  
If you're happy with  
unreliable internet.

If not, check if you're eligible  
for an upgrade now!

★★★★★  
5000+ 5 STAR REVIEWS

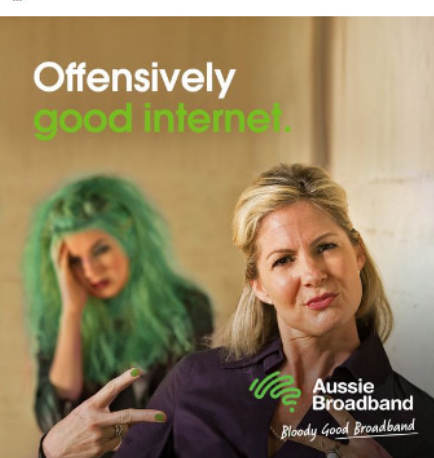
**Aussie Broadband**  
Bloody Good Broadband

**Aussie Broadband**  
Sponsored

Almost too good to be true nbn™.

It's fast & easy to make Australia's most trusted telco\*

High-speeds and Australian based customer service that cares.



**Aussie Broadband**  
Sponsored

Commitment & hassle-free internet. About bloody time.

It's fast & easy to make the Aussie switch. We've got 4.6 stars from 10k reviews from our customers to prove it.

Switch today and experience bloody good broadband!  
★★★★★...



**Aussie Broadband**  
Sponsored

Imagine what you'd get done if you weren't waiting on hold.

High speed internet with unbeatable customer service.

Check out Aussie's amazing family plans today! 🐾 🦉 🍷

Additional charges may apply for a new property...



"I can not recommend Aussie Broadband highly enough!"

★★★★★ — Matthew D. Product Review.

  
100% Australian call centres

Review score from productreview.com.au, April 2022. Aussie Broadband is Australia's most trusted telco as per Roy Morgan's 2022 Risk Report, visit 0181/214323 for more information. Aussie Broadband with Choice magazine best ISP for customer satisfaction 2021. Aussie Broadband with Choice magazine best ISP for customer satisfaction 2021.

 CHOICE  
BEST CHOICE  
2021



"Australia's most trusted  
telecommunication brand"  
Roy Morgan

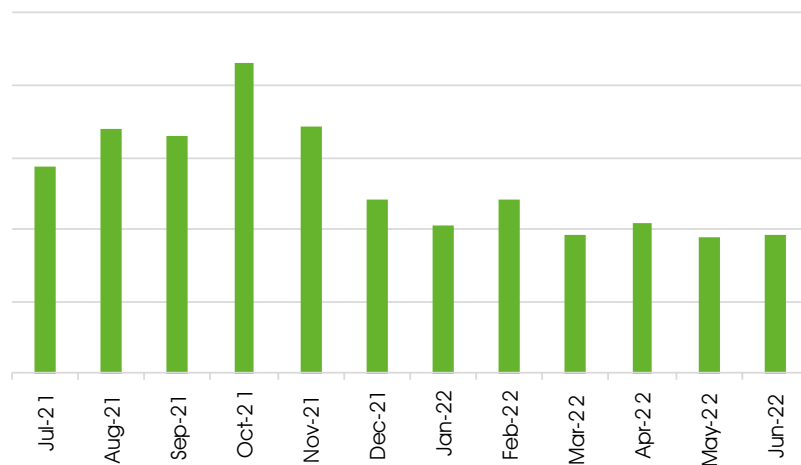
Review score from productreview.com.au, April 2022. Aussie Broadband is Australia's most trusted telco as per Roy Morgan's 2022 Risk Report, visit 0181/214323 for more information. Aussie Broadband with Choice magazine best ISP for customer satisfaction 2021. Aussie Broadband with Choice magazine best ISP for customer satisfaction 2021.

# Improved customer acquisition cost and strength of brand

## Growth in marketing spend with increased use of promotions to drive broadband growth, mobile retention

- \$31.5m marketing expense for the year, with \$15.1m in the second half. Marketing expense increased 20% vs FY21
- Promotional discounts for FY22 were \$11.3m, up \$5.3m compared to FY21 (\$6m)
- Customer acquisition cost (CAC) increased in efficiency by +27% from H1 reflecting a change in campaign targeting and changes to messaging and value-propositions

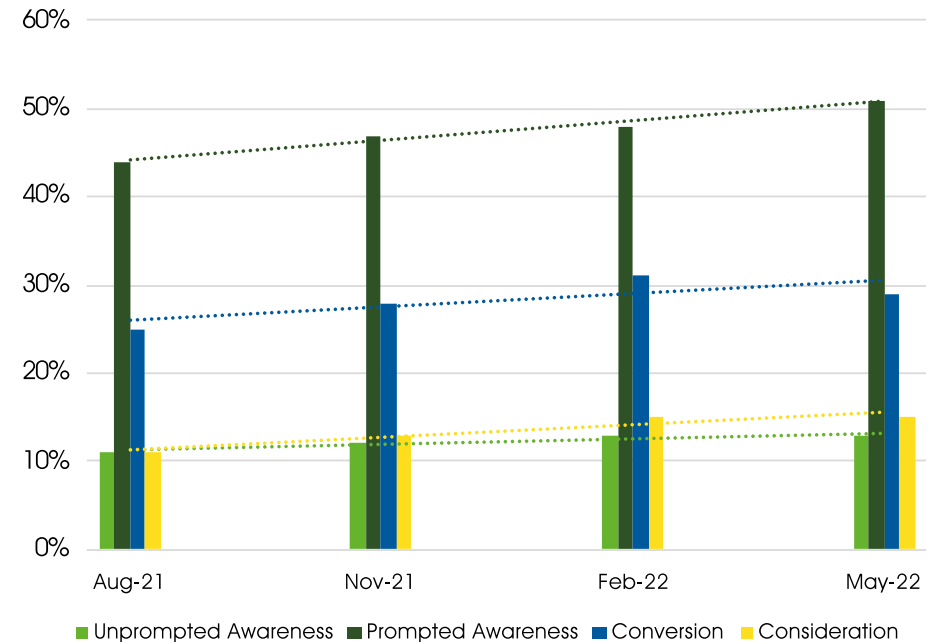
CAC performance



## Rising awareness and consideration underpins future growth

- Year-on-year unprompted brand awareness has grown +5pp from 7% FY21 to 12% FY22
- Prompted brand awareness has grown from 43% to 48%
- Strong linear growth in conversion supporting perceived value of ABB's propositions. Gap to prompted awareness indicates future opportunities to refine appeal to increase acquisition

Brand health and awareness



Prompted awareness is when people are provided with a list of providers and asked do you know who they are



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**It's all about customer  
experience and value**



**Aussie  
Broadband**



# Focused on team and customer engagement



**Australian  
Service  
Excellence  
Award Winner**

Customer Service  
Organisation of the year  
(Large) for 2020 & 2021



**82%**

of our staff say this  
is a great place to work  
(86% FY21)



**8.1/10**

Customer satisfaction  
(8.4/10 FY21 average)

# High levels of customer engagement

**Australia's  
most trusted  
telco.**

Most Trusted Telco as per Roy Morgan's 2022 Risk Report,  
visit [aubb.me/roymorgan](http://aubb.me/roymorgan) for more information.



4.5 Stars from 6,821 reviews

PRODUCT  REVIEW  
.COM.AU



4.2 Stars from 2,799 reviews

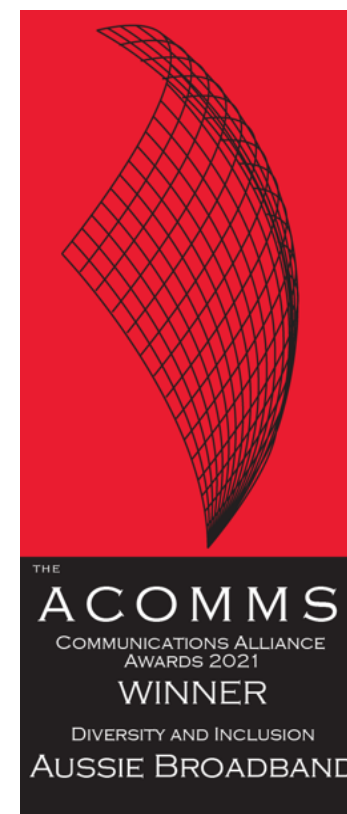
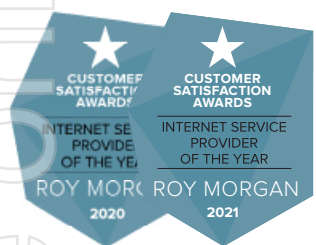
**facebook**



4.6 Stars from 6,808 reviews

**Google**

# Awards reflect ABB's focus on product innovation and customer service

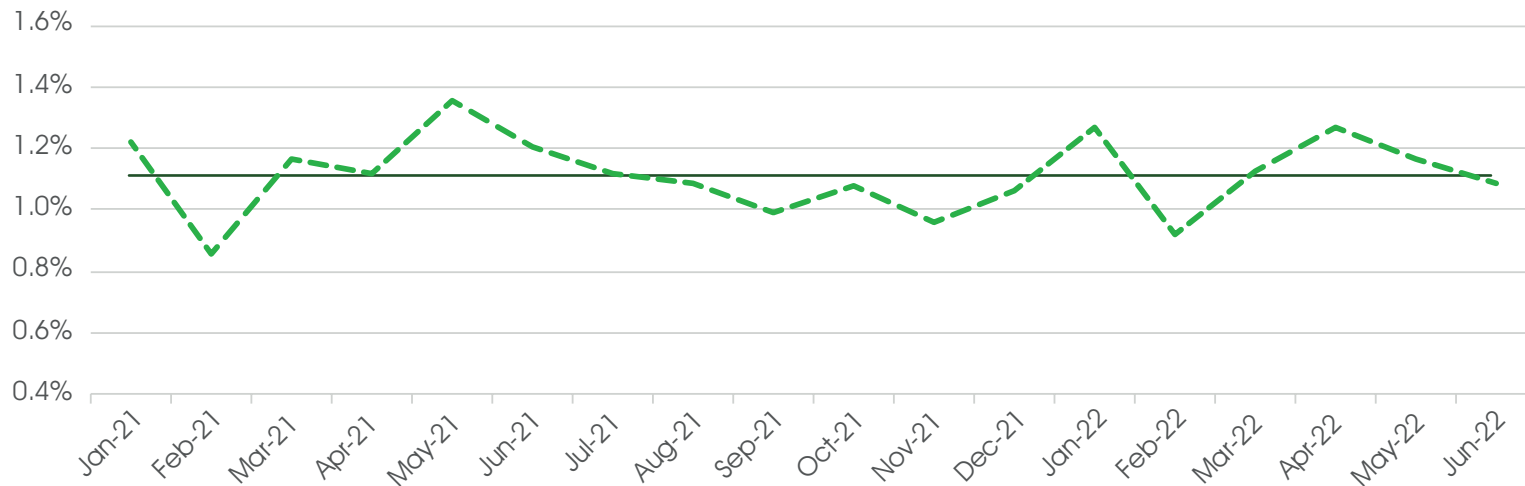


# Churn remained steady on FY22 view

- FY22 ABB residential & business customer churn (ex Wholesale) remained steady at 1.1%
- Peak in January and April 2022 related to:
  - Bulk expiry of promotional offers leading some price-lead consumers to churn
  - Relocations post lockdown
  - Call centre wait time increases due to staffing shortages
  - Unplanned network outages

- Whilst our long term churn profile has remained stable, ABB has introduced a number of initiatives to try and improve this over time including:
  - Retention Team
  - New POI network (increased redundancy to reduce outages)
  - Additional call centre staffing
  - Automated Fault Identification
  - Focus on in-home experience (new wifi routers launched, new software tools to diagnose problems)

**ABB Residential & Business customer churn (18 months)**



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**Well positioned to  
continue growth  
trajectory**



**Aussie  
Broadband**

# Aspirations for 2025

## Thriving and talented people

- One of the best places to work in Australia
- Staff say this is a place they belong

## Exceptional customer service

- Multi-award winner
- Customers love and promote us
- Long term client relationships

## Delivering sustainable growth

- > 1 million broadband services
- > 250,000 mobile services
- > 3 million numbers on the voice network
- Accelerating growth of cloud services

## Innovative products and solutions

- World-class infrastructure and solutions
- Integrated software platforms
- Automation first approach

## Nimble, efficient organisation

- Scaling through increased automation
- Leveraging benefits of fully integrated technical assets

## Building better communities

- Top 10 B-Corp in Australia
- Environmentally responsible
- Staff engaged in community initiatives

# Successfully integrating Over The Wire into Aussie 2.0

- Added a wide range of business, enterprise, government and wholesale customers
- Significantly expanded product offering in the business, enterprise & government and wholesale segments, in particular leveraging the tier 1 voice network, OTW-owned cloud infrastructure, and relationships with multiple vendors to provide best-in-class security, hosting and other technology products
- Already started generating revenue synergies, including two regional health alliance and local government deals
- Total annualised synergies achieved to date of \$5.2m - comprising \$2.9m in annualised savings from migrating Aussie voice traffic onto the Over the Wire voice network (higher than original investment case) + \$2.3m in other run rate synergies
- Commenced the design of new fibre builds to move ~1000 Over the Wire services to Aussie Fibre, which will enable higher bandwidth services to be provided to customers at significantly increased margins
- 400+ existing Aussie Broadband services identified that can be built in a 'cluster' alongside the Over the Wire services, leading to further cost efficiencies
- Reaffirm expectation of \$8-12m in annualised cost synergies



# Proprietary software supporting customer growth, retention & profitability

The logo for Carbon, featuring the word "CARBON" in a bold, black, sans-serif font. The letter "O" is replaced by a purple hexagon with a white outline.

## Industry leading automation and control for data services

- Single platform that enables businesses and partners to qualify, quote, order, connect, modify and troubleshoot nbn services in minutes
- Manage complex solutions using a simple interface, with full end-to-end automation from the customer through to the upstream provider
- Over 400 partners now signed up and using Carbon, including a major corporate customer with over 850 services
- Carbon will be expanded to include additional products now available in the Aussie 2.0 portfolio

The logo for NetSIP, featuring the word "NETSIP" in a bold, white, italicized, sans-serif font, set against a purple rectangular background with rounded corners and a slight shadow effect.

## Cutting edge enablement platform for voice services

- NetSIP is the backbone of ABB's voice platform, with full carrier interconnect with other tier 1 voice carriers in Australia
- The platform offers customers the full suite of voice services, including call origination, call termination, numbering (standard and custom), porting, and SMS
- NetSIP also allows users to add, modify or close voice services as needed, as well as providing automated billing and other management functions
- Over 250 partners are using NetSIP, with over 120 million minutes routed through the platform each month
- NetSIP will be further integrated with OTT software solutions, such as Microsoft Teams and Cisco Webex, to increase share in this market



# Continuing the fibre build

## Additional opportunities to unlock further fibre savings in FY23 and FY24

- Over 90% of the original fibre build is now complete
- \$13.5m of YoY savings have been unlocked as the remaining POIs are migrated to the Aussie fibre network, expected to be complete in 1Q FY23
- Further opportunities to expand the Aussie fibre network and number of connected buildings have been identified, creating further cost savings and increased margins
- Over 1,000 Over the Wire services and 400 ABB services are planned to be migrated to Aussie fibre during FY23 & FY24

## Aussie fibre stats:

- 83 NBN POIs, 22 data centres, and 77 multi-storey buildings are connected to Aussie fibre today
- A further 5 POIs and 1 data centre are due to be connected to Aussie fibre in 1Q FY23
- The remaining 33 POIs are connected using leased fibre from Telstra Wholesale
- Aussie Broadband has over 12,100 Gbps of lit backhaul capacity to NBN's POIs allowing ABB to easily scale past 1 million broadband services without further backhaul upgrades



# Building better communities

**Aussie Broadband is aiming to be a Certified B Corporation, as part of our goal to benchmark ourselves and improve in ESG (environmental, social, governance) practice**

- We have made our first submission for assessment, exceeding the initial threshold to progress further
- We expect assessment to complete in 3Q FY23 (delayed due to demand on the B-Corp assessment team)
- Aiming to be in the top 10 B-Corp's in Australia



## Other highlights of the year across some of the B-Corp pillars

### • People

- Our staff rate us at between 89-96% on how included they feel across a range of diversity aspects, including neurodiversity
- 32.6% of non-entry level vacancies were filled by existing staff – growing our own best people
- Resilience projects and support during COVID-19 lockdowns

### • Community

- We met our 1% Pledge commitment, giving staff time and skills, discounted products, and direct donations to the community
- Customers have raised a cumulative \$350,000 to support more than 33,500 young Australians via our Small Change Big Change program
- Active in the industry fight against Domestic and Family Violence, and Modern Slavery

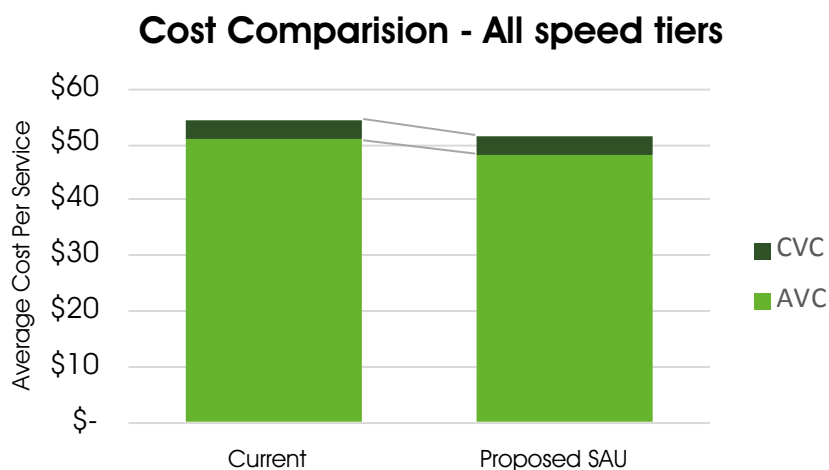
### • Environment

- Carbon Neutral for the second year
- Our sustainable suppliers have increased from 23% to 31% (compared to average Australian business of 3-4%)

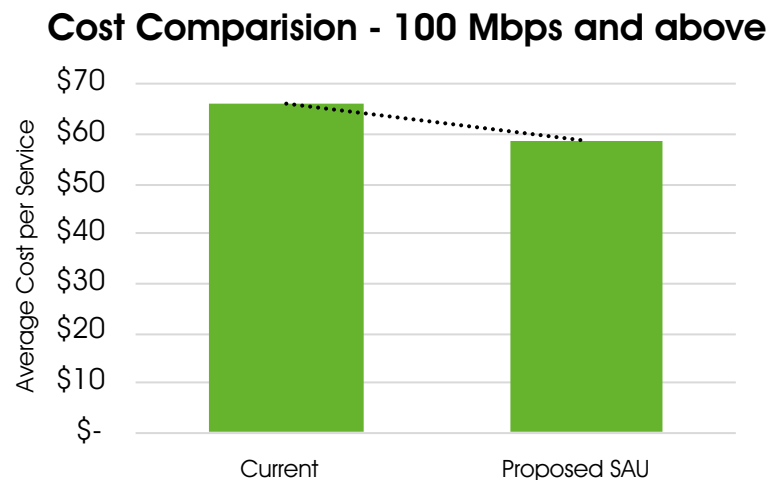


# Proposed NBN long term pricing likely to have a positive impact

- Proposed NBN Co SAU is still a work in progress and Aussie Broadband continues to constructively engage with NBN Co, the ACCC, industry and government
- Latest update (August 2022) is a positive step forward
- CVC to be phased out over a three-year period
- Expected implementation July 2023



**Overall positive impact expected for ABB on an average cost per service basis**



**The biggest improvement in the proposed cost structure is in the high speed tiers where Aussie Broadband over indexes**

Costs shown exclude GST

# FY23 Outlook

## YTD trading

- First 8 weeks' total net adds (gross sales, less churn) of 15,332 across business, enterprise & government, residential and wholesale
- Of this, 1,572 were higher margin business & enterprise connections
- Several low/no margin residential broadband offers in market from competitors... ABB will not chase growth at any cost and is focused on balancing growth with further margin improvement
- Successfully marketing to higher value residential customers who prioritise solution value and customer experience over price
- Significant opportunity to convert higher margin business, enterprise and government customers within the Company's growing pipeline of new customer opportunities

## FY23 guidance

- Based on current market conditions, operating plan and YTD trading, expect revenue of \$800m to \$840m
- Planned growth in higher margin business, enterprise and government customers, with the full year benefit of OTW, should deliver EBITDA margin (excluding integration costs) of c10-10.5%, up from 7.2% in FY22
- This margin is after additional investment in people and product development to support longer term growth in Aussie 2.0
- Currently in the early stages of FY23, and there remains uncertainty around market conditions, in addition to a number of potential upside opportunities and downside risks

## Key drivers to EBITDA in FY23

- Incremental uplift in connections in 2H FY22 flowing through for a full year
- Annualised contribution from Over the Wire (FY22 had 3.5 months)
- Synergies from integration of Over the Wire with \$5.2m annualised achieved by end of FY22, offset by integration costs
- Backhaul savings from completing the fibre network build (\$13.5m)
- Wage increases for existing staff in line with market benchmarking (\$7m)

## Upside opportunities for FY23

- 12 months sales growth across residential, business, government & enterprise and wholesale
- Revenue synergies from expanded solutions offering in business, enterprise & government and wholesale
- Potential additional cost synergies from integration of Over the Wire

## Downside risks to FY23

- Growth in customer usage over and above estimates leading to higher CVC overage costs
- Cost of additional staff recruitment to support further growth in new sales and customers if the opportunities present
- Further wage pressure due to competitive jobs market
- Potential for increased churn or plan spend decreases due to macroeconomic factors
- Increased market competition (NBN retailers & 5G)

# In closing

- **FY22 delivered continued growth across all key metrics, exceeding EBITDA guidance**
- **ABB is successfully evolving into Aussie 2.0**
- **Our ambition is to be Australia's 4th largest provider of communications & technology services**
- **Rapidly growing business, enterprise & government, and wholesale segments**
- **Unwavering focus on product/technology innovation and customer service**
- **FY23 guidance with revenue of \$800m to \$840m, and EBITDA margin of c10-10.5%**

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**Thank you.  
Any questions?**



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# Appendices



**Aussie  
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# NBN proposed long term pricing

	Current		March 22 SAU		August 22 SAU	
	Bundle Price	CVC Inclusions	Bundle Price	CVC Inclusions	Bundle Price	CVC Inclusions
12/1 Voice Only	\$22.50	0.150	\$12.00	0.000	\$12.00	0.000
12/1 Broadband	\$22.50	0.150	\$26.00	0.000	\$24.40	0.000
25Mbps	\$37.00	1.600	\$25.00	0.100	\$26.00	0.200
50Mbps	\$45.00	2.650	\$50.00	2.450	\$50.00	2.500
FW Plus	\$45.00	2.650	\$50.00	2.450	\$50.00	2.500
Home Fast (100/20Mbps)	\$58.00	4.500	\$60.00		\$55.00	
100/40Mbps	\$65.00	4.500	\$65.00		\$58.00	
Home SuperFast (250/25Mbps)	\$68.00	5.750	\$70.00		\$60.00	
Home UltraFast (1000/50Mbps)	\$80.00	7.000	\$80.00		\$70.00	

Current CVC inclusions are based on CVC provisioned within the network.

Both SAU alternative proposals are based on CVC utilised rather than provisioned. All prices exclude GST and all CVC numbers are in Mbps.



# ABB fibre footprint in VIC

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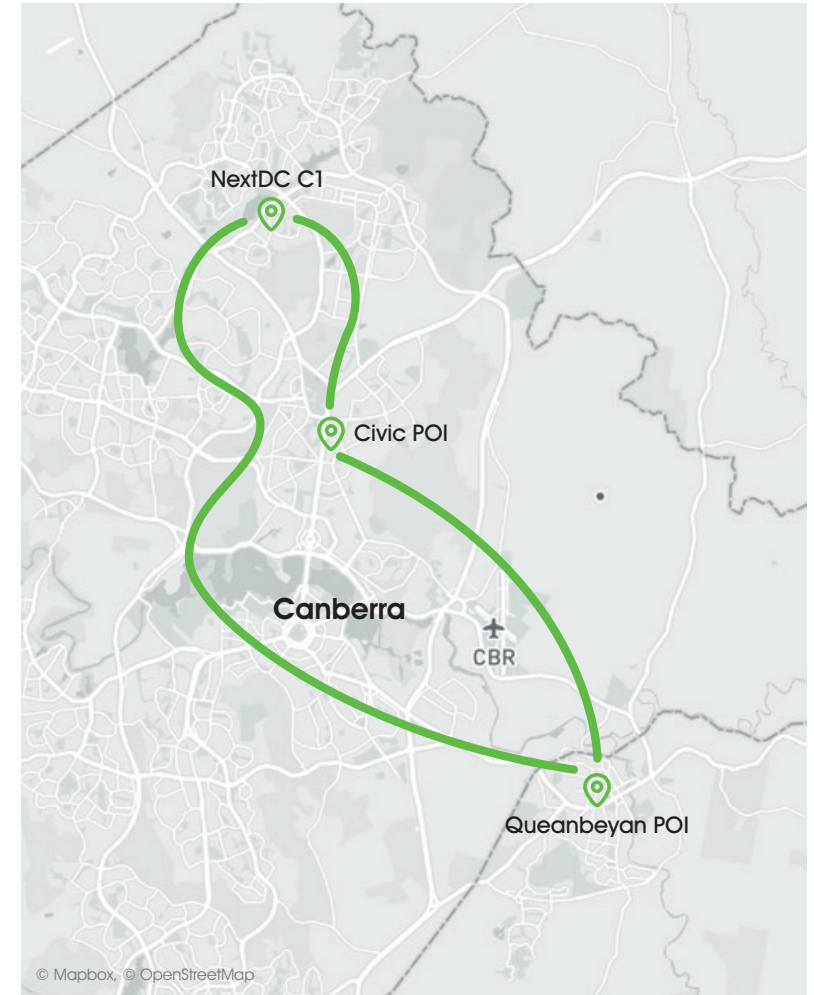
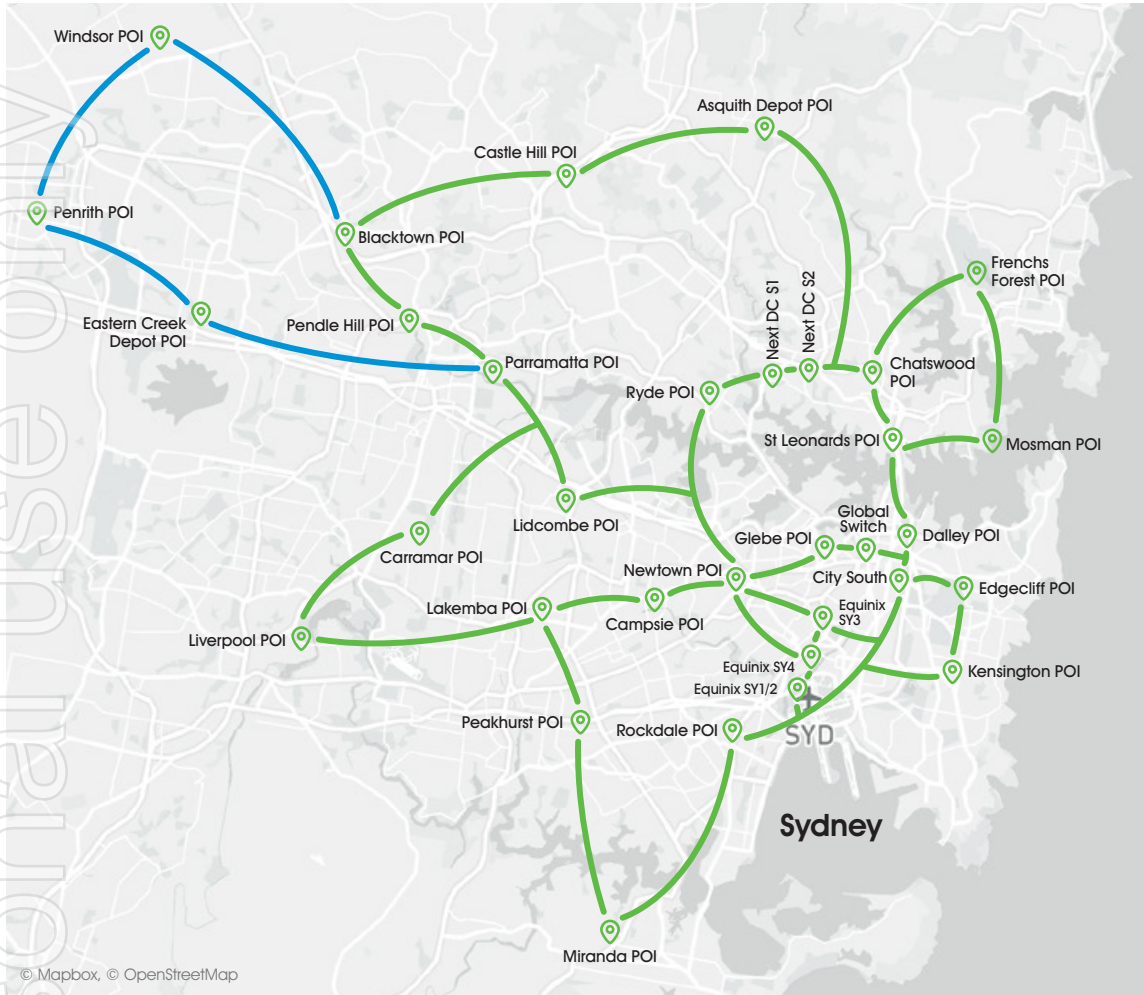
## Stats:

- 30 NBN POIs connected
- 6 Connected data centres
- 40 Connected buildings
- 444km of ABB owned fibre

## Legend

- ABB owned fibre
- Leased fibre

# ABB fibre footprint in NSW & ACT



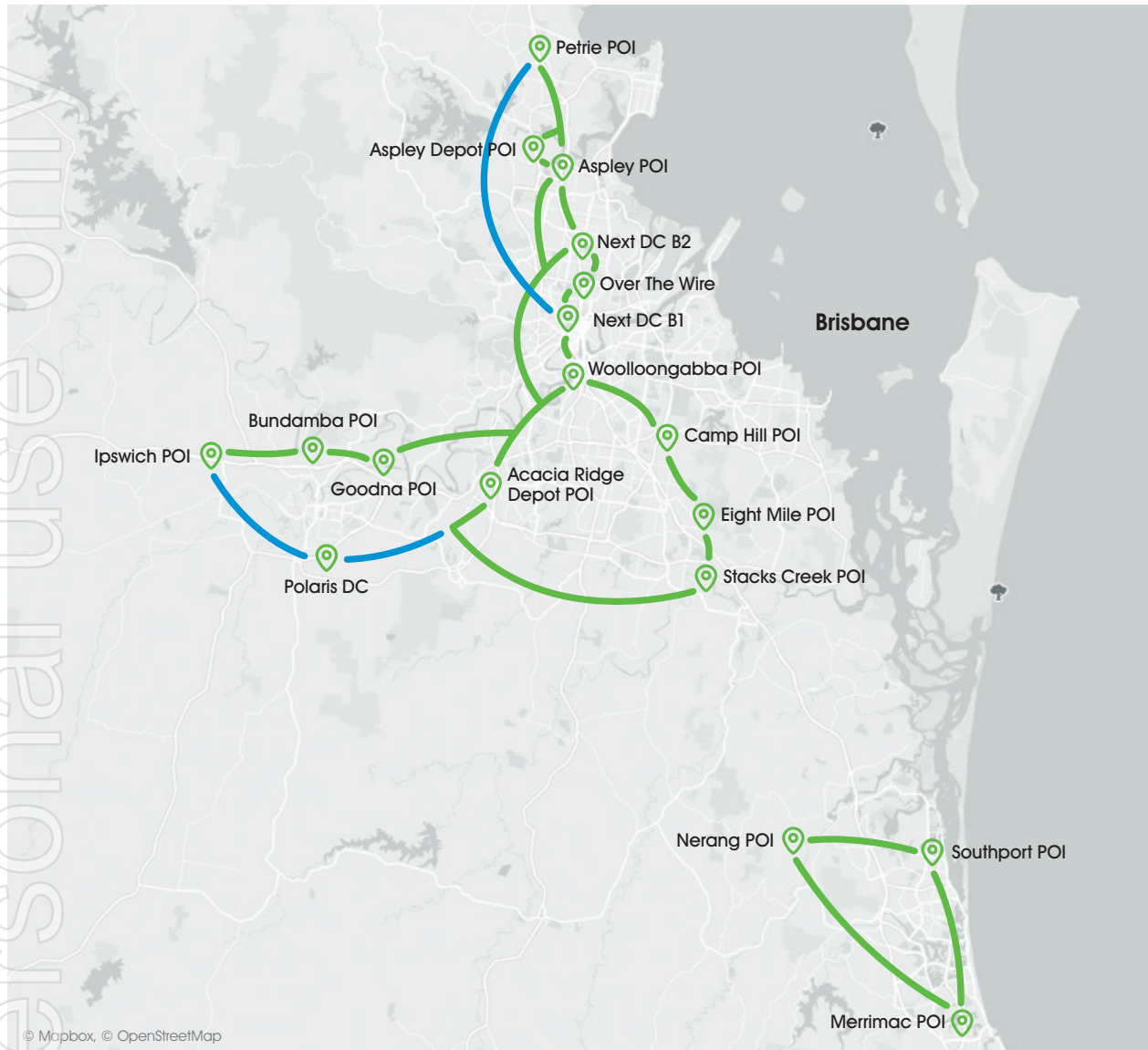
## Legend

- ABB owned fibre
- Leased fibre

## Stats:

43 NBN POIs connected	23 Connected buildings
8 Connected data centres	400km of ABB owned fibre

# ABB fibre footprint in QLD



## Stats:

22 NBN POIs

4 Connected data centres

7 Connected buildings

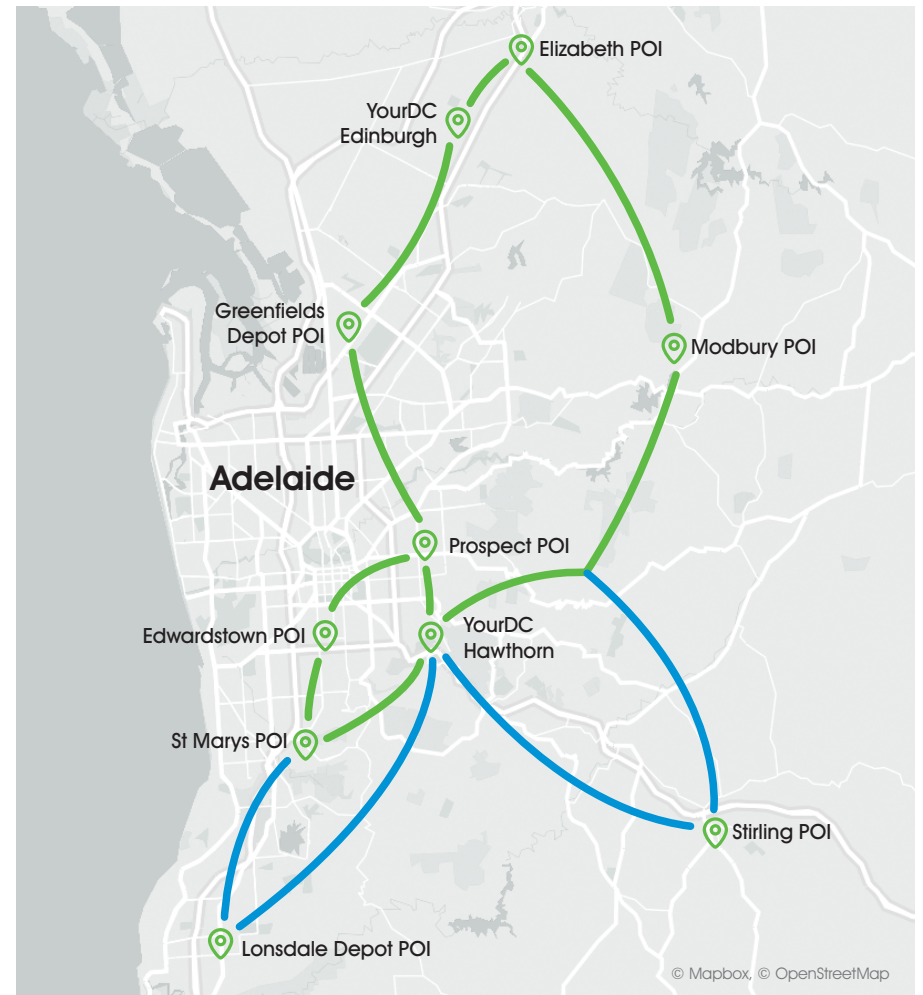
240km of ABB owned fibre

## Legend

- ABB owned fibre
- IRU and leased fibre



# ABB fibre footprint in WA & SA



## Legend

- ABB owned fibre
- Leased fibre

## Stats:

- 23 NBN POIs
- 5 Connected data centres
- 7 Connected buildings
- 310km of ABB owned fibre

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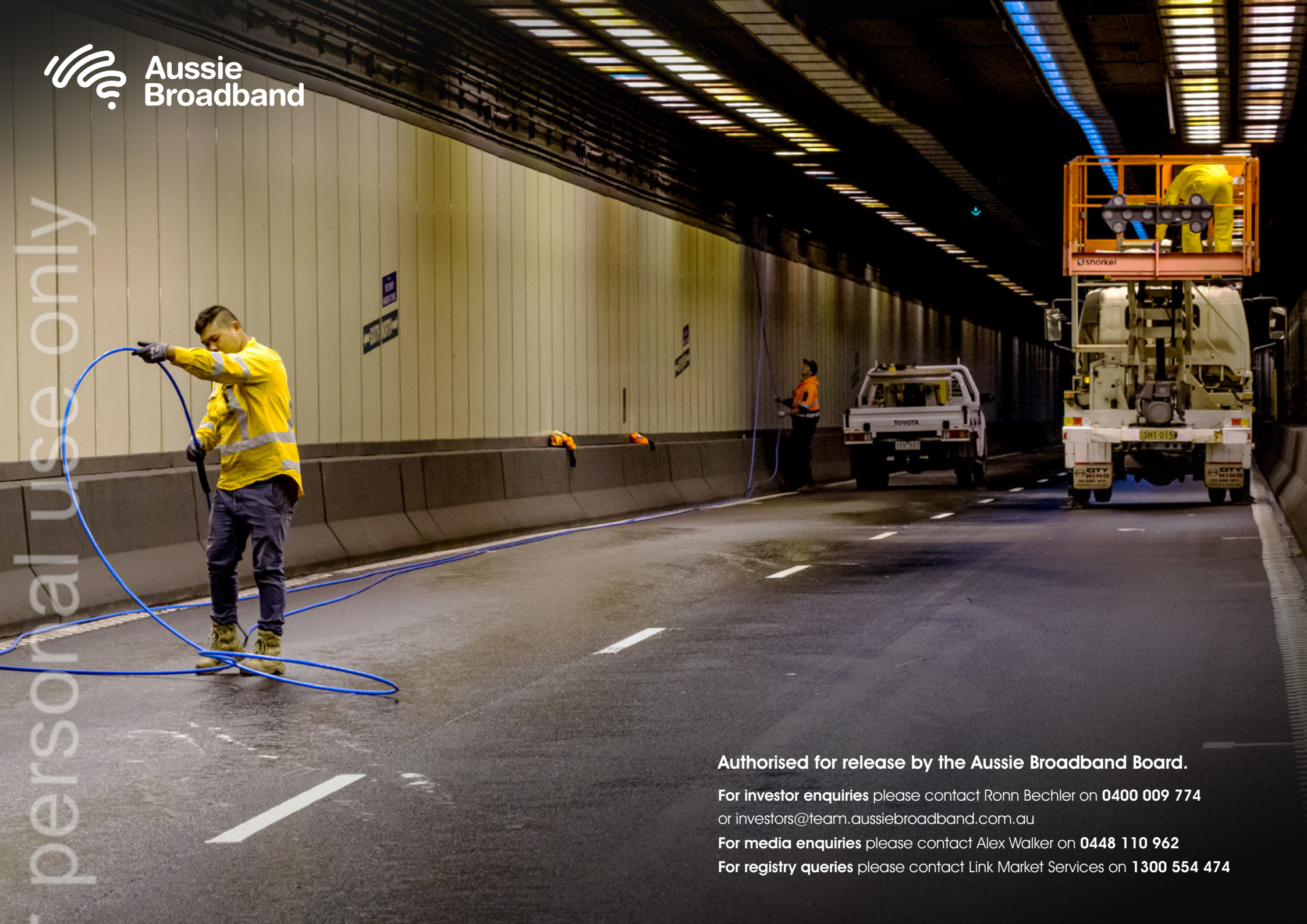
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