

ASX Announcement

15 July 2024

## Aussie Broadband Group Guidance Update

Aussie Broadband Limited (ASX:ABB) is pleased to provide an update to the market regarding its FY24 trading and FY25 guidance.

### FY24 Trading & guidance update

The Group is pleased to advise that based on preliminary, unaudited results, the Group's FY24 EBITDA is expected to be at the top end of the \$116m to \$121m upgraded range provided on 23 February 2024 (including Symbio for 4 months to 30 June 2024).

Table 1: Total broadband connections excluding Origin & Symbio

	1Q FY24	2Q FY24	3Q FY24	4Q FY24
Residential *	548,457	560,823	575,611	589,123
Business	49,440	51,527	54,026	56,431
E&G	11,326	12,224	12,458	12,886
Wholesale	20,977	22,621	23,888	25,859
<b>Total broadband</b>	<b>630,200</b>	<b>647,195</b>	<b>665,983</b>	<b>684,299</b>

Table 2: Net broadband additions excluding Origin & Symbio

	1Q FY24	2Q FY24	3Q FY24	4Q FY24	FY24 Total
Residential *	25,952	12,366	14,788	13,512	<b>66,618</b>
Business	2,109	2,087	2,499	2,405	<b>9,100</b>
E&G	455	898	234	429	<b>2,016</b>
Wholesale	2,261	1,644	1,267	1,970	<b>7,142</b>
<b>Net growth</b>	<b>30,777</b>	<b>16,995</b>	<b>18,788</b>	<b>18,316</b>	<b>84,876</b>

\* 1Q FY24 Residential includes 8,700 connections acquired from Uniti Group

At 30 June 2024, the company continued to support 145,402 Origin broadband services which are excluded from the tables above. It is expected that the Origin services will be migrated off the ABB network during the first four months of FY25.

Aussie Broadband will release its full year audited results on 26 August 2024.

## **FY25 Guidance**

Following today's announcement of Buddy Telco, Aussie's new digital first challenger brand, the Group (including Symbio) provides the following guidance for FY25.

Prior to the impact of Buddy Telco, the Group provides an EBITDA guidance range of \$135m to \$145m. This represents an increase of between 12% and 20% from the top of the FY24 guidance range.

Including the impact of Buddy Telco, the Group provides an EBITDA guidance range of \$125m to \$135m.

The Group expects to invest approximately \$10m in Buddy marketing, brand and other setup/one-off related opex during FY25. Buddy is expected to provide a positive EBITDA contribution from FY27 onwards.

The Group is also providing capex guidance of \$55m to \$60m inclusive of capitalised software development costs. The capex range is \$8m lower than the FY24 Group comparable due to excess capacity becoming available on the network following the migration of Origin customers. This excess capacity will be progressively utilised by Aussie Broadband and Buddy Telco during FY25.

The FY25 range is based on current market conditions, operating plan, and pipeline.

## **Investor briefing at 11am AEST today**

A briefing session with Co-founder & Group Managing Director Phillip Britt, Chief Strategy Officer Jonathan Prosser and Chief Financial Officer Andy Giles Knopp, along with an opportunity for questions is being held for investors and analysts at 11am AEST today.

To participate please register via: <https://sl.c-conf.com/diamondpass/10040152-68gft6.html>

Registered participants will receive their dial in number upon registration.

## **ENDS**

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

**Investor enquiries** contact Gurjit Mann at [investors@team.aussiebroadband.com.au](mailto:investors@team.aussiebroadband.com.au)

**Media enquiries** contact Alex Walker at [media@team.aussiebroadband.com.au](mailto:media@team.aussiebroadband.com.au)

## **About Aussie Broadband Limited**

Aussie Broadband is an Australian operated telecommunications and technology company that formed in 2008 in Morwell, Victoria.

The Company provides a broad range of solutions to residential, business, enterprise and government customers, and provides wholesale services to other telecommunications companies and managed service providers.

The Company is the 5<sup>th</sup> largest provider of broadband services in Australia and is one of only five tier 1 voice providers in Australia.

Aussie Broadband is focused on building market share in the business, enterprise & government and wholesale segments through its range of data, voice, cloud and managed solutions, whilst continuing to build share in the residential segment.

For further information please visit: <https://www.aussiebroadband.com.au/>