Aussie Broadband

THE ACTUAL AUSSIE WAY

ASX INVESTOR DAY

AUSSIE BROADBAND
ASX:ABB

14 November 2026

Aussie Broadband Group – our evolution

From residential broadband provider to a diversified telecommunications platform

Over 20 years built a leading telco challenger

- Founded in regional Victoria in 2003
- Deep capability in broadband, VoIP and mobile services to residential customers
- Best-in-class technology and game-changing customer service
- Invested in strategic network assets and platforms to support long-term growth

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2022

OverTheWire

Expanded into business and enterprise markets

- Deep capability in data, voice, cloud, and managed services
- Tier 1 Voice Network

2024

symbio

Deepened enterprise and wholesale capability

- Voice carriage and telco enablement services
- Tier 1 Voice Network and Enablement platforms

2026

nexgen AUSTRALIA

Enhanced SME capability and product offering

- Expanded national reach and strengthened sales capability
- Broadened product set

2026

agl

Added scale and new distribution channel

- ~320k broadband and mobile connections
- Channel expansion into energy through partnership with AGL

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Evolving into a diversified communications platform with multiple growth engines

- Growth platform established across three segments and multi-channel market opportunity across core telco, energy, banking and other sectors
- Increased scale and capability creating operating leverage opportunities now and into the future

Aussie Broadband Group - snapshot

Evolving at accelerated pace into a diversified communications platform with multiple growth engines

Customer trust and service quality at our core

- Australia's **most trusted** Telco[1]
- Strong customer satisfaction
- **100%** Australian based residential customer support

Enabled by owned strategic assets

- **2,000km+** Aussie Fibre data network
- Proprietary wholesale & enablement **platforms**
- Two **Tier 1** voice networks

Diversified strategy and go-to-market approach

- **Diverse** customer mix
- **Broad** product range to meet evolving customer needs
- **Multi**-channel

Brought to life by a dedicated team of game changers

Delivered across three key customer segments

Residential

The challenger brand – Delivering premium direct-to-consumer broadband and mobile connectivity

Business, Enterprise & Government (BE&G)

The relationship telco – Delivering bespoke connectivity services to BE&G customers of all shapes and sizes

Wholesale

The platform business – Delivering scalable, carrier grade, broadband, network, and voice solutions

1. As measured by Roy Morgan

FY26 Operational metrics

Improvement in key operating metrics accelerates earnings growth

Australia's most trusted telco



Most trusted Telco brand for the fifth consecutive year[1]

1.11m

Broadband connections across the Group

Up 323k or 41% vs Jun-25[2]

263k

Mobile services across the Group

Up 48k or 22% vs Jun-25

12.1%

Market share of on-net NBN services[3]

Up 3.7 ppts vs Jun-25

8.3m

Numbers hosted on Symbio & NetSIP

Up 5.9% vs Jun-25

8.8 bn

Call minutes across domestic networks

Up 0.7% vs Jun-25

2,058km

Aussie Fibre Network

1.31

Connections per building

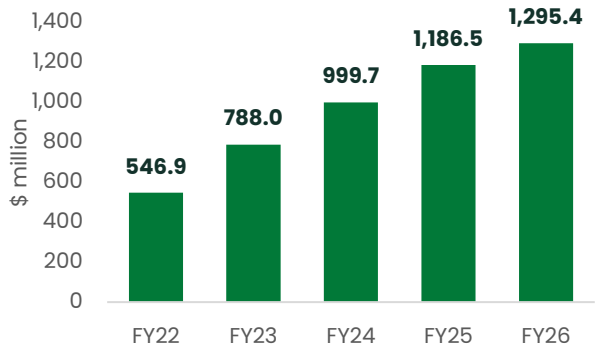
1. As measured by Roy Morgan
2. On-net connections excludes NBN Satellite
3. Market share calculation excludes NBN Satellite

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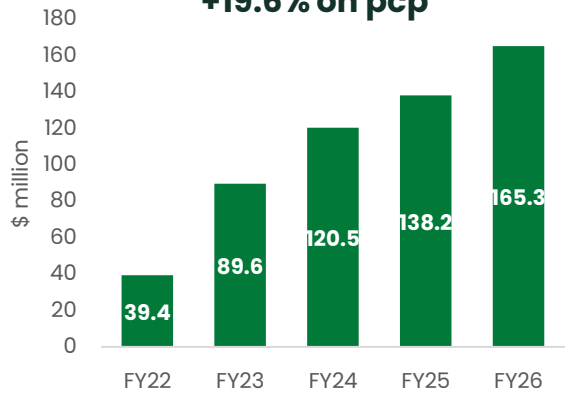
FY26 Financial highlights

Earnings momentum translating into strong cash generation

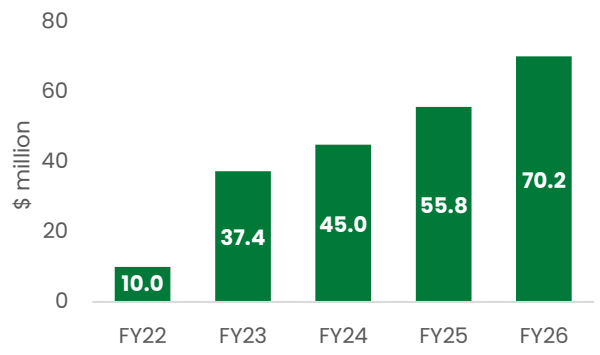
Revenue
+9.2% on pcp



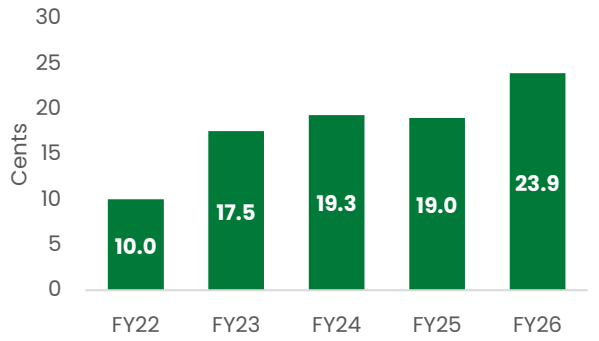
Underlying EBITDA[1]
+19.6% on pcp



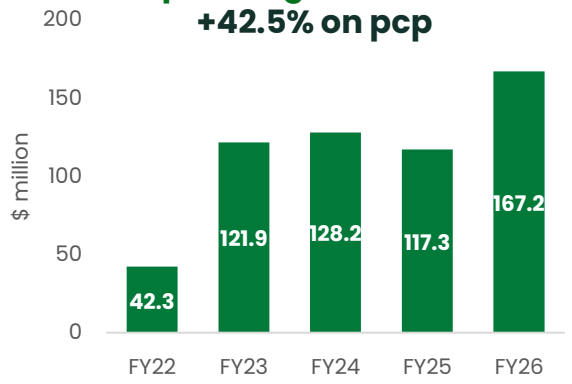
Underlying NPATA[2]
+25.8% on pcp



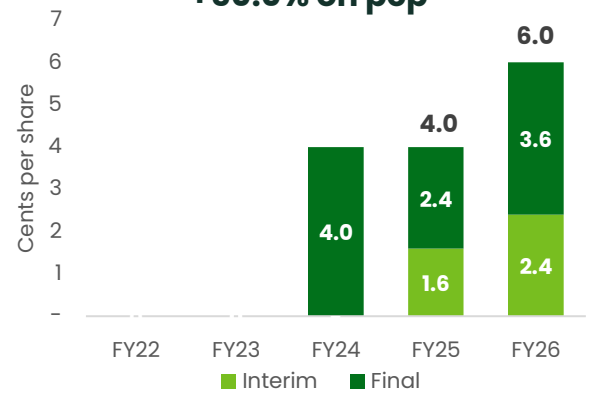
EPSA[3]
+25.8% on pcp



Operating Cash Flow[4]
+42.5% on pcp



Ordinary dividend
+50.0% on pcp



1. Underlying EBITDA calculated as statutory EBITDA, adding back one-off items. Refer to FY26 results investor presentation for reconciliation of underlying EBITDA to statutory accounts.
2. Underlying NPATA calculated as statutory NPAT, adding back post-tax one-off items and post-tax acquired intangible amortisation. Refer to FY26 results investor presentation for statutory P&L.
3. Calculated as Underlying NPATA divided by the weighted average number of shares
4. Operating cash flow before interest and tax

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Building accelerating momentum towards Look-to-28

Upgraded ambitions supported by strong FY26 performance, expanded scale and a strengthened market position

Pathway to Look-to-28, mapped across 3 financial years

FY26 (complete)

- Continued organic growth and strategy execution
- Strategic transactions executed, portfolio repositioned for sustained growth

FY27 (in progress)

- Customer migrations complete, increasing scale
- Newly acquired teams & operations embedded
- Productivity and efficiency benefits emerging

FY28 (future)

- Scale driving further operating leverage
- Transaction benefits realised
- Productivity initiatives improving margin

Our **ambition**

We are changing the game and in doing so will be the telco people love for all our customers, people, partners, stakeholders and our investors.

New strategic ambitions[1]	**Group revenue >$2.0bn** + c68%	**Residential contribution <60%**	**EBITDA margin >13.5%**	**NBN market share[2] >17%** c1.5m connections	**EPS growth[3] >30% CAGR**
Previous ambitions	>$1.6bn + c35%	<60%	>12.5%	>11% c1m connections	>20% CAGR

Our strategic **priorities**

- Grow across all segments and countries
- Evolve and enhance customer experience
- Develop systems aimed at scalable growth
- Leverage Aussie Fibre
- Constant focus on security to underpin trust

Our **values**

- **Don't be ordinary, be awesome**
- **Think BIG**
- **No bullsh*t**
- **Be good to people**
- **Have fun**

1. These strategic ambitions do not constitute guidance and carry risks and uncertainties, including from events beyond Aussie Broadband's control. See the Important Notice & Disclaimer within the FY26 results investor presentation for further information. Growth rates are referenced from FY25.
2. Excluding satellite
3. EPSA - based on underlying NPATA in FY25

Key takeaways

Positioned for the next phase of growth

Strategic transactions driving Group evolution and expansion

Diversified growth platform strengthened through increased scale, channel expansion and capability uplift

Immediate earnings contribution, with limited incremental capital requirements and execution risk post migration

Multiple drivers supporting sustainable earnings growth

Residential – strong broadband customer retention, pricing discipline and contribution from AGL Telco migration

BE&G – continued mid-market and large customer growth; small business growth supported by Nexgen's product offering and sales capability

Wholesale – scalable platforms and partner demand supporting growth across products

FY27 guidance of 24% to 30% EBITDA growth continues momentum

Continued customer momentum - more than 193,000 broadband connections added FYTD through organic growth and customer migrations[1]

Completion of AGL migration in October

Continued progress on operating leverage

Well positioned to deliver Look-to-28 ambitions

Strategic transactions support each operating segment and expand our growth platform

Focus on scale, efficiency and benefits realisation from strategic transactions to support margin expansion

1. As at 20 October 2026

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