



NBN Co Third Quarter Results FY2019

31 March 2019



Headline results – Q3 FY2019

Total revenue

\$2,041m

Q3 YTD FY2018 : \$1,412m

 45%

Active premises

5,062,060

Q3 YTD FY2018 : 3,722,690

 36%

ARPU

\$45

Q3 YTD FY2018 : \$44

Premises ready for service

10,023,604

Q3 YTD FY2018 : 7,507,979

 34%

Premises ready
to connect

8,834,649

Q3 YTD FY2018 : 6,490,915

 36%

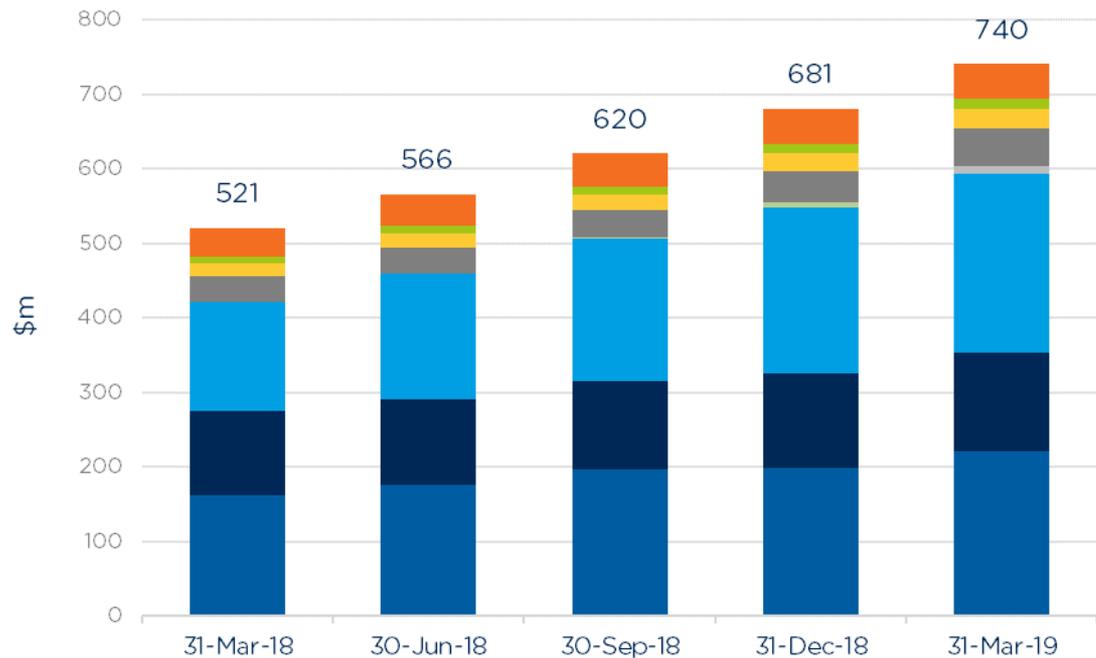
Cash funding

\$40.3bn

Q3 FY2018 : \$33.2bn

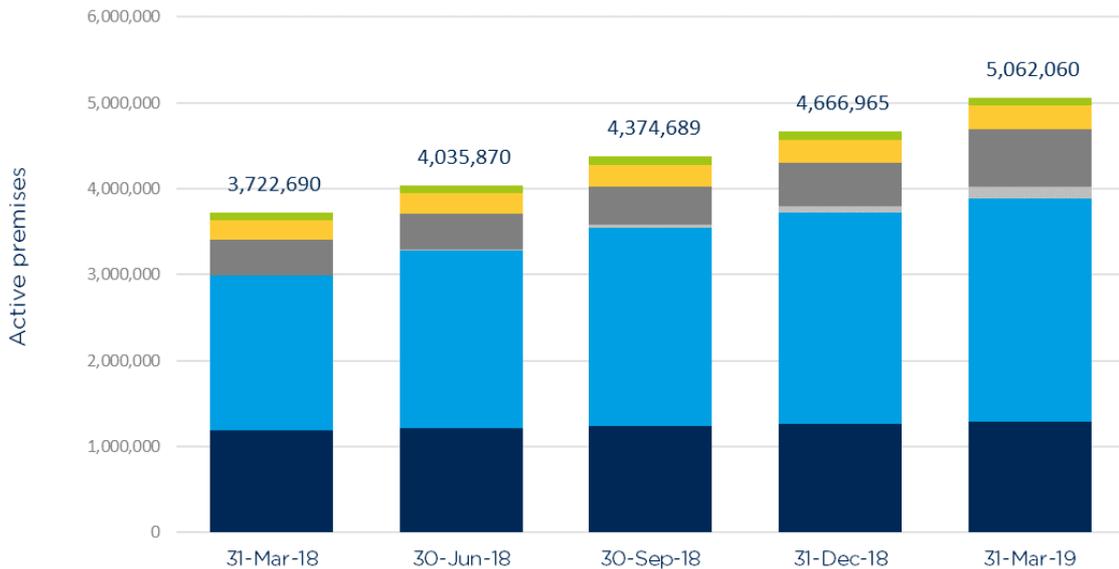
 21%

Total revenue



\$m	9 months to	
	31-Mar-18	31-Mar-19
Other	117	139
Satellite	21	36
Fixed Wireless	51	69
HFC	85	130
FTTC	—	18
FTTN	368	656
FTTP	329	377
CVC/NNI	441	616
Total	1,412	2,041

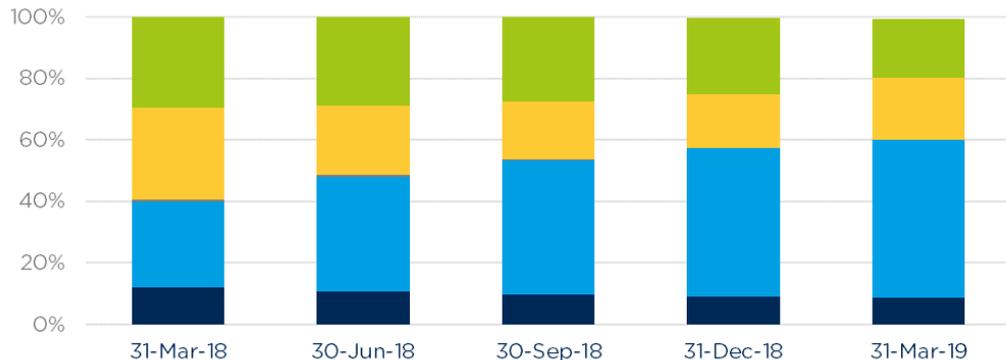
Active premises



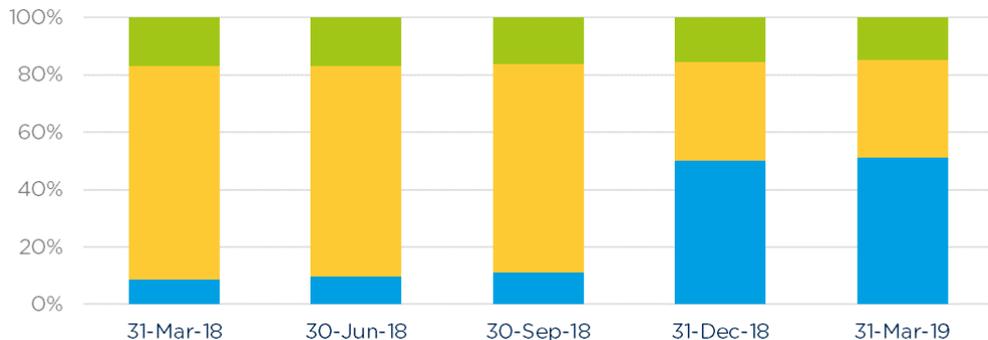
	As at		
Cumulative active premises	31-Mar-18	30-Jun-18	31-Mar-19
Satellite	87,478	90,327	94,911
Fixed Wireless	226,901	240,084	276,068
HFC	413,703	414,703	666,521
FTTC	—	3,977	138,384
FTTN	1,806,984	2,072,451	2,591,468
FTTP	1,187,624	1,214,328	1,294,708
Total	3,722,690	4,035,870	5,062,060
ARPU	\$44	\$44	\$45

Wholesale speed tiers

Fixed-line wholesale speed tiers

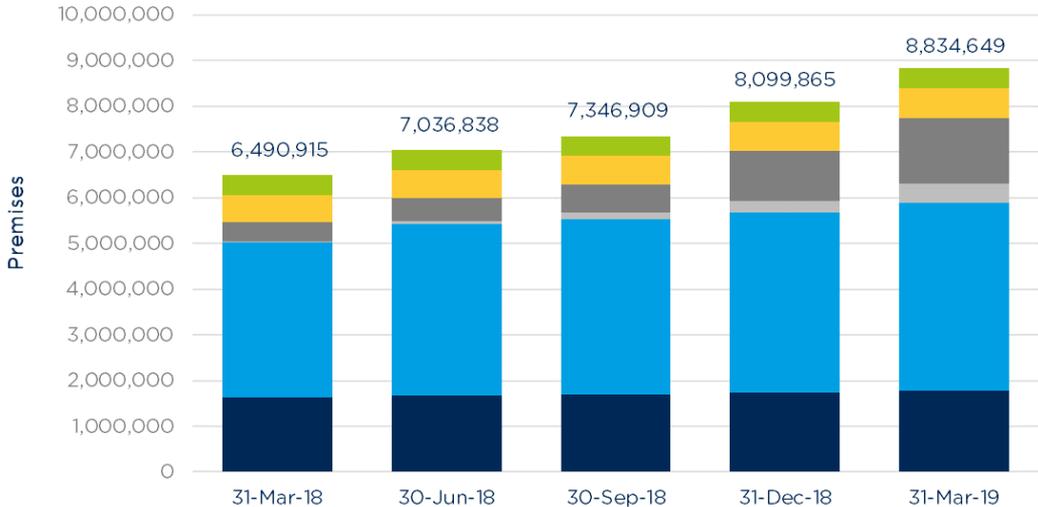


Fixed Wireless wholesale speed tiers



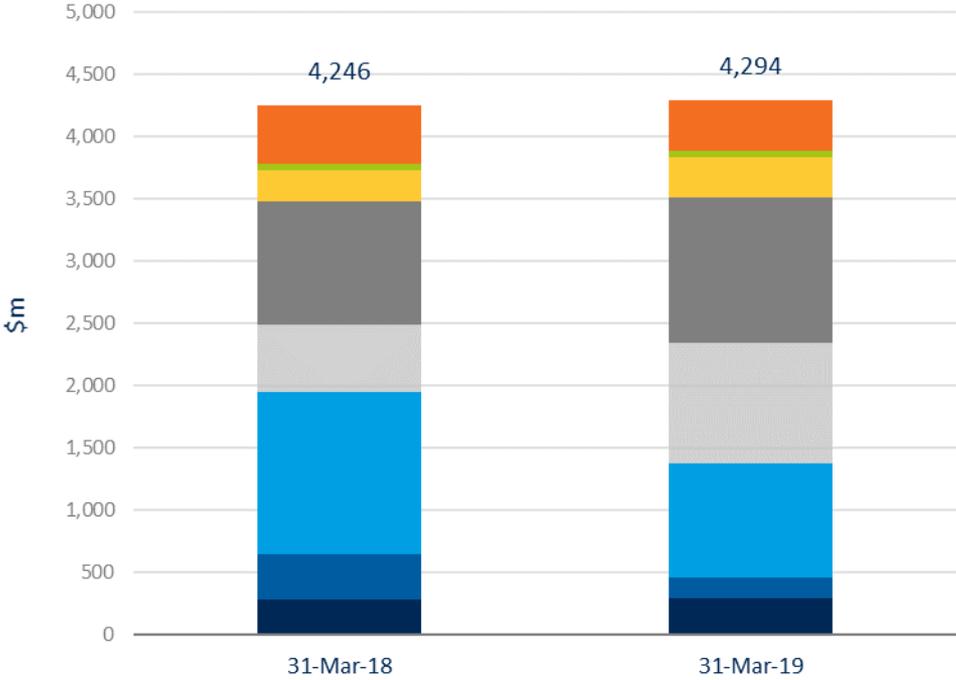
	As at	31-Mar-18	30-Jun-18	31-Mar-19
Fixed-line speed tiers (Mbps)				
12/1		29%	29%	19%
25/5		30%	22%	20%
25/10		1%	1%	1%
50/20		28%	37%	51%
100/40		12%	11%	9%
Total		100%	100%	100%
Fixed Wireless speed tiers (Mbps)				
12/1		17%	17%	15%
25/5		75%	74%	34%
50/20		8%	9%	51%
Total		100%	100%	100%
Sky Muster™ Satellite Service speed tiers (Mbps)				
12/1		33%	32%	31%
25/5		67%	68%	69%
Total		100%	100%	100%
Total nbn™ network speed tiers (Mbps)				
Below 50/20		63%	55%	42%
50/20 or above		37%	45%	58%
Total		100%	100%	100%

Premises ready to connect



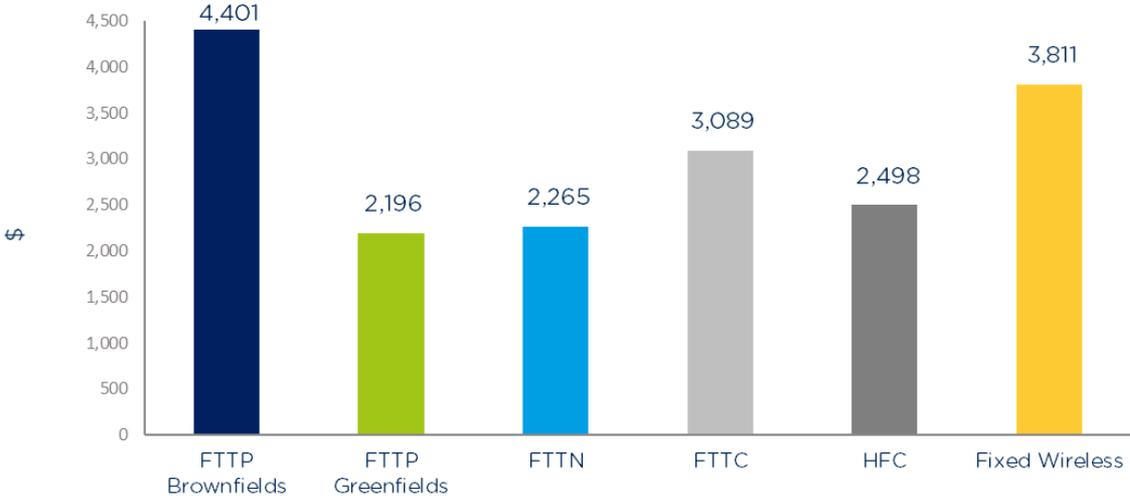
Cumulative premises ready to connect	As at		
	31-Mar-18	30-Jun-18	31-Mar-19
Satellite	427,871	430,449	440,257
Fixed Wireless	586,978	609,913	643,574
HFC	443,681	498,333	1,444,826
FTTC	1,047	75,387	426,212
FTTN	3,406,829	3,753,616	4,105,175
FTTP	1,624,509	1,669,140	1,774,605
Total	6,490,915	7,036,838	8,834,649

Capital expenditure



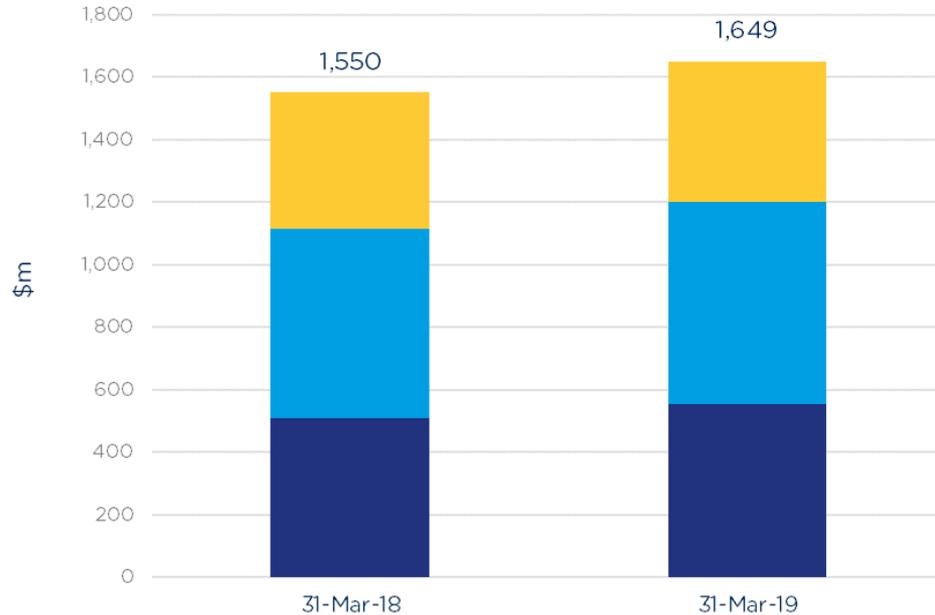
\$m	9 months to	
	31-Mar-18	31-Mar-19
Common Capex	469	410
Satellite	54	56
Fixed Wireless	243	316
HFC	995	1,170
FTTC	533	964
FTTN	1,308	914
Transit	365	175
FTTP	279	289
Total	4,246	4,294

Cost per Premises



	Life-to-date			
	\$	31-Mar-18	30-Jun-18	31-Mar-19
FTTP Brownfields		4,396	4,401	4,401
FTTP Greenfields		2,263	2,255	2,196
FTTN		2,225	2,244	2,265
FTTC		n/r	n/r	3,089
HFC		2,404	2,412	2,498
Fixed Wireless		3,698	3,757	3,811

Operating expenses



	9 months to	
\$m	31-Mar-18	31-Mar-19
Direct network costs	510	555
Employee benefits expenses	606	646
Other expenses	434	448
Operating expenses	1,550	1,649
Subscriber costs	1,628	1,200
Total	3,178	2,849

Financial summary

\$m	For the 3 months ended			For the 9 months ended		
	31-Mar-18	31-Mar-19	Movement (%)	31-Mar-18	31-Mar-19	Movement (%)
Total revenue	521	740	42%	1,412	2,041	45%
Operating expenses	(528)	(561)	6%	(1,550)	(1,649)	6%
EBITDA before subscriber costs	(7)	179	n/m	(138)	392	n/m
Subscriber costs	(382)	(510)	34%	(1,628)	(1,200)	(26%)
EBITDA	(389)	(331)	15%	(1,766)	(808)	54%
Depreciation and amortisation expense	(553)	(670)	21%	(1,581)	(1,910)	21%
Other income	5	6	24%	13	17	32%
EBIT	(937)	(995)	(6%)	(3,334)	(2,701)	19%

As at

\$m	30-Jun-18	31-Mar-19	Movement (%)
Total assets	28,203	31,549	12%
Contributed equity	29,500	29,500	0%
Borrowings	5,531	10,824	96%

n/m: not meaningful

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