



NBN Co Corporate Plan



🔗 Agenda

- **Delivering the initial build**
- **Our purpose and strategy**
- **Supporting Australia**
- **Ongoing operational investments**
- **Investing for the future**
- **Key financial forecasts**
- **Questions**

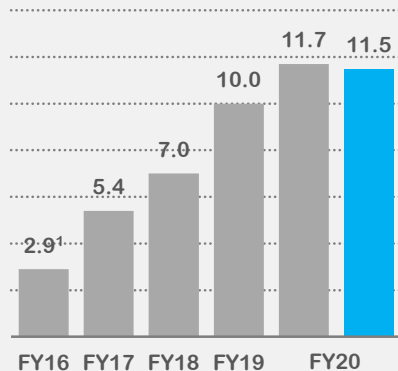


This presentation must be read in conjunction with the full Corporate Plan 2021 document.

Delivering the initial build

Ready to Connect

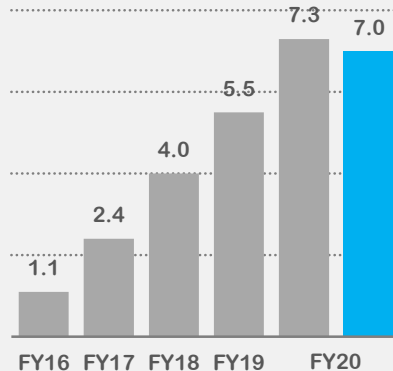
Cumulative RTC Premises (million)



1. Number of RFS premises – RTC premises not reported in FY16

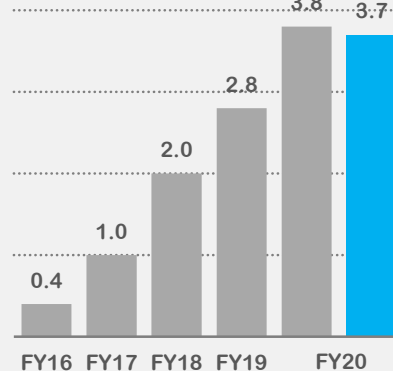
Activations

Cumulative Activations Premises (million)



Revenue

Annual Revenue (\$ billion)



■ Actual ■ Corporate Plan 2020-23

⌘ NBN Co's purpose

To lift the digital capability of Australia

⌘ Strategic Pillars

Ensure all Australians have access to high-speed, resilient and secure broadband



Develop a product and pricing portfolio that addresses our customers' diverse needs



Keep NBN Co a great place to work, underpinned by a customer-led culture



Strengthen relationships with government, the industry and the community to optimise customer benefits



Deliver a customer experience that drives satisfaction, use and network preference



Build capabilities for the future and grow profitability to enable reinvestment to benefit our customers



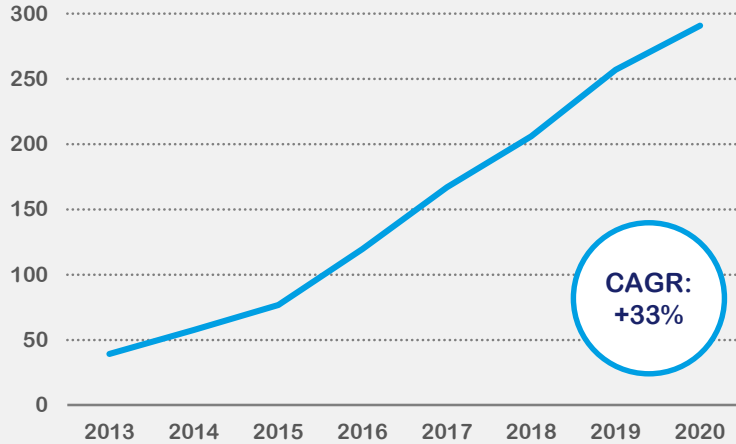


Supporting Australia

🔗 Australia's data demand

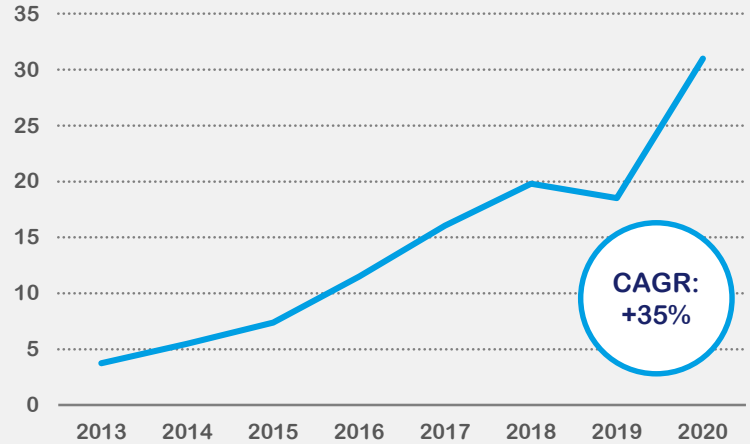
Download usage

Average GB/month per customer



Upload usage

Average GB/month per customer



🔗 Ongoing operational investments

NBN Co will invest in four key initiatives totalling \$1.5 billion to continue our support of customers, the industry and the nation.

These include:

- IT systems
- Focus on regional Australia
- Additional customer connections and migrations
- COVID-19 support



COVID-19 support



Offered up to **40 per cent additional CVC capacity** to RSPs at no extra cost from March to November 2020



Doubled download data limits for standard **Sky Muster** services up to 90GB at no additional cost to RSPs from March to November 2020



Focused on **network reliability** by limiting non-essential network maintenance to minimise planned outages and to undertake essential maintenance works from midnight to 6am



Led an **industry-wide working group** (including key network carriers, and working with streaming and gaming companies) to deal with issues around network capability, maintenance and security



Investing for
the future

⚡ \$4.5 billion network investment plan

- Making our highest speed plans available to more Australians
- Supporting the digitisation of Australian businesses
- Working together to co-invest in regional and rural Australia



⚡ Making our highest speed plans available to more Australians

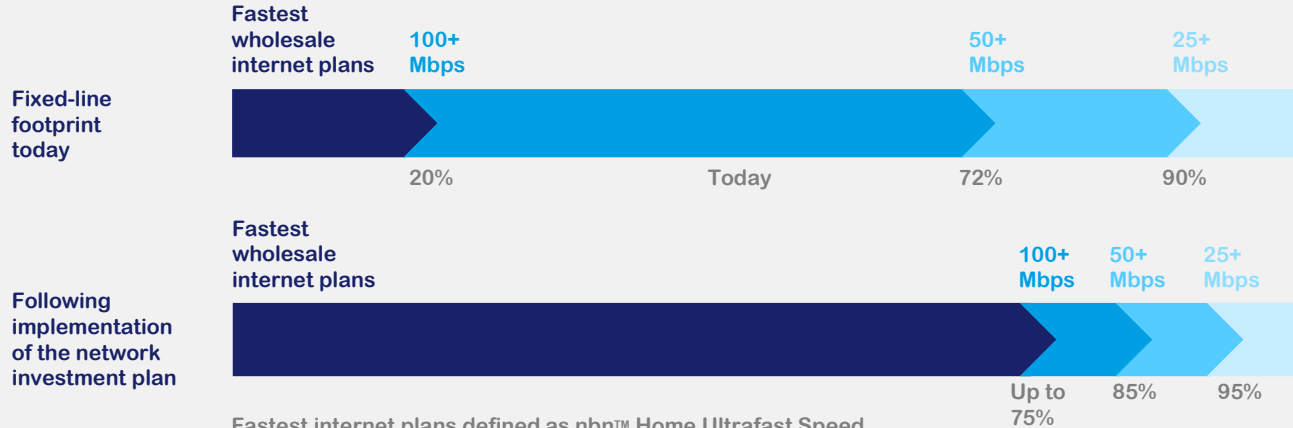
\$3.5 billion to make NBN Co's highest speed plans available, as demand arises, to an estimated 75 per cent* of households and businesses in the fixed-line network by 2023

Comprising

- \$2.9 billion to take fibre deeper into the FTTN footprint
- \$400 million for new capacity investments in the HFC footprint
- \$100 million speed uplift program for premises in the FTTC footprint
- \$50 million program to improve in-home speeds for customers in the FTTN footprint

*Including fixed wireless and satellite footprints, total reach is up to 68 per cent of the total network.

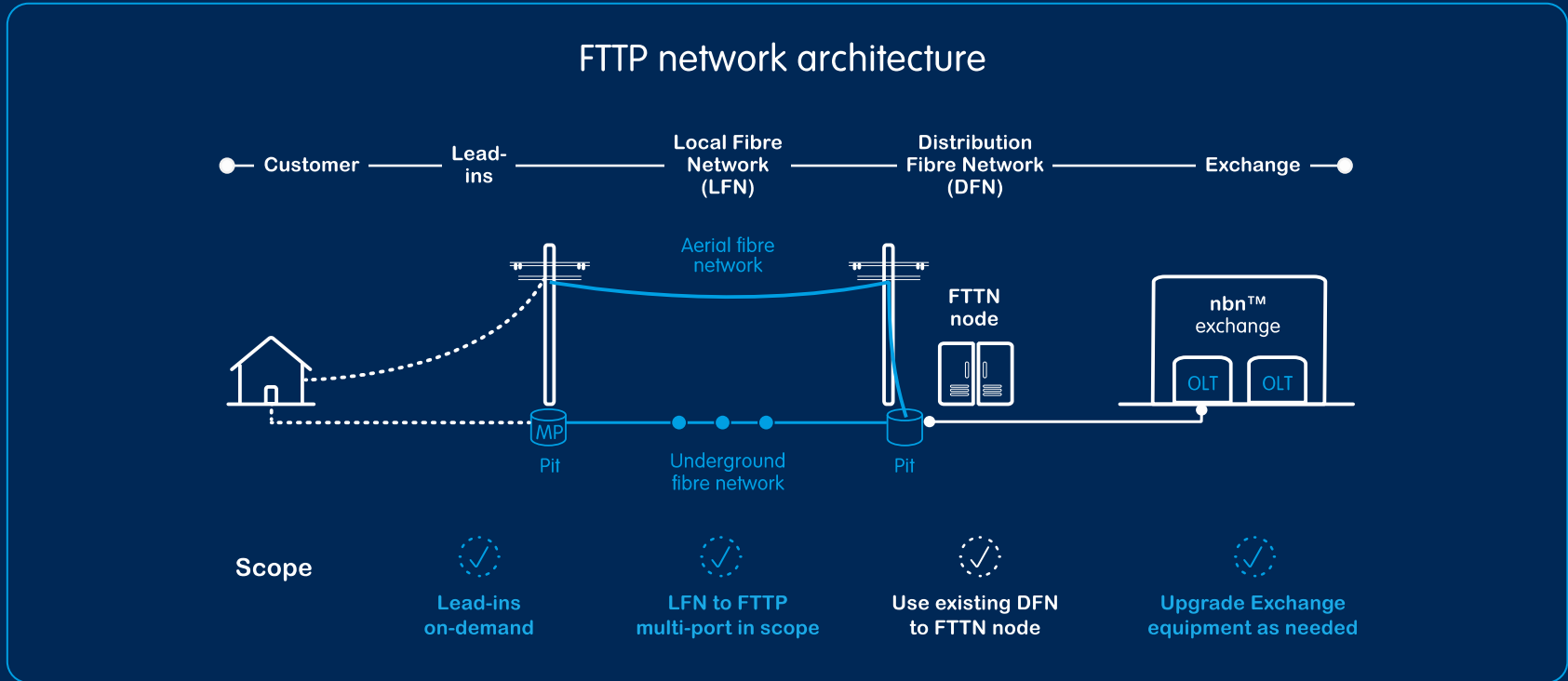
Providing better broadband capability for Australia's future



Fastest internet plans defined as nbn™ Home Ultrafast Speed Tier and other nbn™ products reaching close to 1,000 Mbps wholesale download speeds, increasing from 20 per cent to up to 75 per cent for the fixed-line footprint*.

*Including fixed wireless and satellite footprints, reach increases from 18 per cent to 68 per cent of the total network.

Physical build scope



Supporting the digitisation of Australian businesses

Up to \$700 million over three years in a package of business network initiatives in collaboration with the industry to help deliver enhanced digital capabilities supporting business innovation, productivity and growth.

The core of this package is the creation of up to 240 Business Fibre Zones, with 85 of these being located in regional Australia.

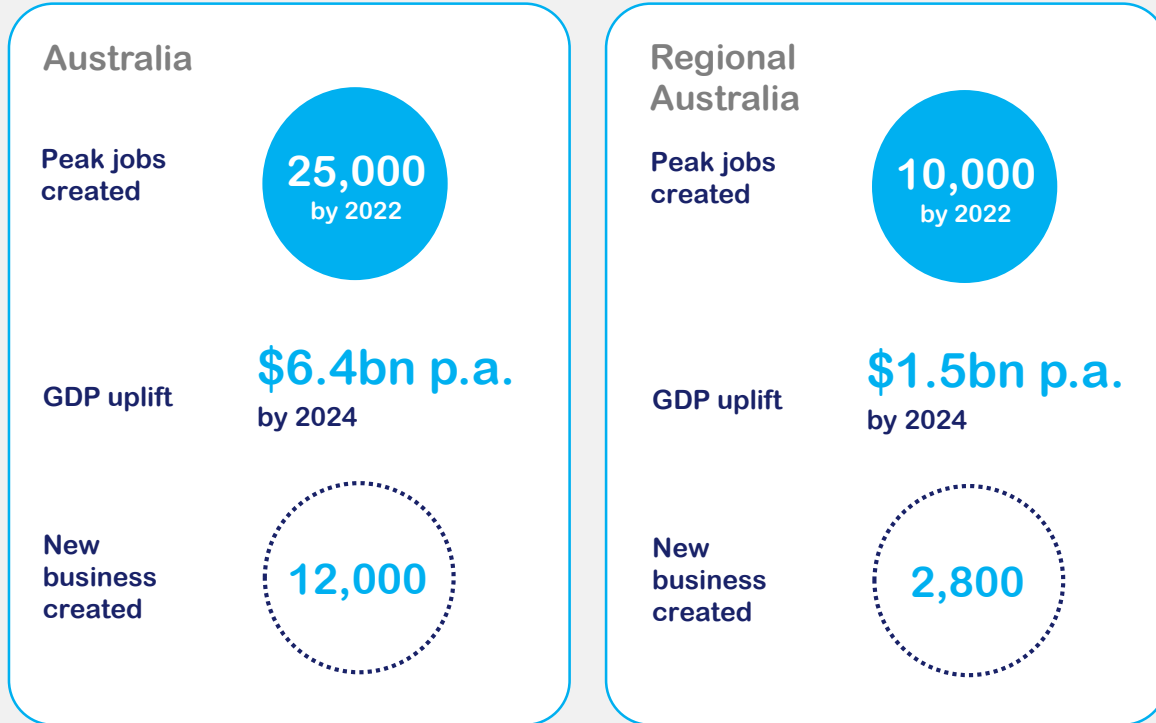


Regional co-investment fund

\$300 million to establish a dedicated fund from which NBN Co can co-invest with governments or local councils to continue to improve broadband services for Australia's rural and regional communities.



⚡ Economic impact of \$4.5bn investment package



Source: Alpha Beta

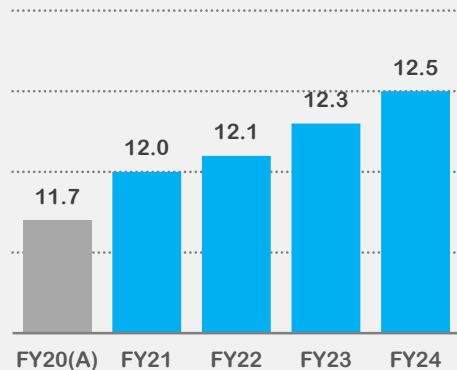


Key financial forecasts

Beyond the initial build

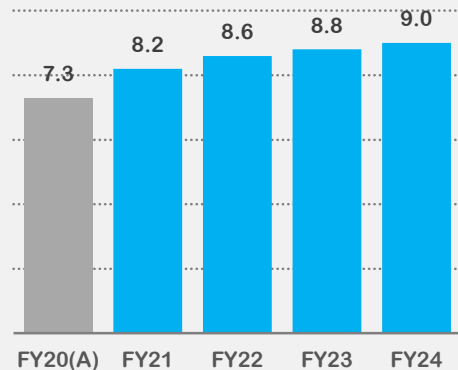
Ready to Connect

Cumulative Premises (millions)



Activations

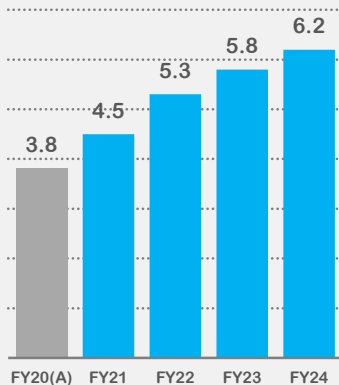
Cumulative Premises (millions)



Key financials FY21-FY24

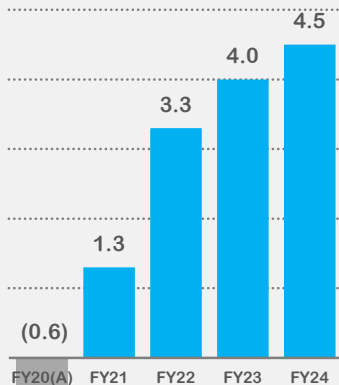
Revenue

\$ billions



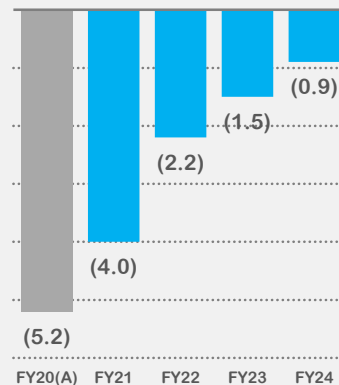
EBITDA

\$ billions



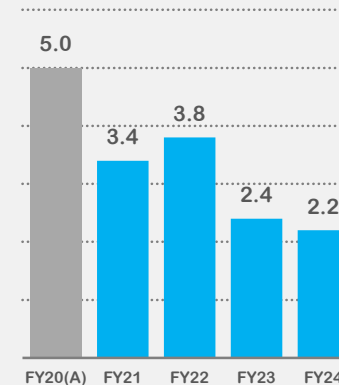
NPAT

\$ billions



Capex

\$ billions



■ FY20 (actual) ■ Corporate Plan 2021 (forecast)



NBN Co Corporate Plan



A man with short dark hair, wearing a black and white striped long-sleeved shirt, is sitting on a grey sofa. He is looking down at a silver laptop on his lap. A large, fluffy brown and white dog is lying on the sofa next to him, resting its head on the cushion. The background shows a brick wall and a window with a view of the outdoors.

❖ Questions

Legal notice

NBN Co

NBN Co is wholly owned by the Commonwealth of Australia as a Government Business Enterprise (GBE), incorporated under the *Corporations Act 2001* and operating in accordance with the *Public Governance, Performance and Accountability Act 2013* (PGPA Act).

Since establishment, the Government has presented NBN Co's mandate through a Statement of Expectations (SoE) which is supplemented from time to time by policy directives and correspondence. NBN Co's current objectives are set out in the 24 August 2016 SoE.

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Presentation

This presentation is for the Corporate Plan 2021 released 23 September 2020. This presentation must be read in conjunction with the full Corporate Plan 2021 document.

Any request or inquiry to so use the presentation should be addressed to:

The Chief Financial Officer
NBN Co Limited
Level 11, 100 Mount Street
North Sydney NSW 2060
Australia

