

Media release

16 August 2016

nbn exceeds financial year targets

ninth consecutive quarter of hitting targets, footprint now extends to 2.9 million premises and 1.1 million are connected.

In the 12 months ended 30 June 2016:

- The number of premises able to order an **nbn**[™] service more than doubled from 1.2 million to 2.9 million (2016 Corporate Plan target: 2.6 million);
- The number of homes and businesses with an active **nbn**[™] service more than doubled from 486,000 to 1.1 million (2016 Corporate Plan target: 955,000);
- With the increase in end users, revenue more than doubled from \$164 million to \$421 million (2016 Corporate Plan target: \$300 million);
- ARPU \$43 (FY2015: \$40);
- Customer satisfaction increased from 6.6 to 7.2 points out of 10; and
- Employee engagement increased by 17 percentage points, **nbn** now in the top quartile of ANZ employers.

nbn, the company building Australia's broadband network, today announced it had exceeded its core FY2016 targets.

In the 12 months ended 30 June 2016, **nbn** again doubled the number of premises able to connect to the **nbn**[™] network and doubled the number of end users.

With 126 per cent growth in the number of end users on the **nbn**[™] network, **nbn** revenue surged 157 per cent to \$421 million.

nbn CEO Bill Morrow said:

"**nbn** has met or exceeded every target the Board set for FY2016. This is the ninth consecutive quarter of meeting or exceeding targets.

"As we have confirmed throughout the year, the rollout of the **nbn**[™] network is very much on track," he said.

"Today, nearly two thirds of the nation's premises are currently in design, in construction or able to order an **nbn**[™] service, and that is tangible progress."

During the year, three new products were brought to market, following successful trials, to complete the Multi-Technology Mix: FTTN (September), the Sky Muster[™] satellite service (April), and HFC (June).

"In FY2016 we reached significant milestones for our business, achieving 2.9 million premises Ready for Service and more than one million users on our **nbn**[™] network.



“Of the 2.9 million premises able to order an **nbn**[™] service, 70 per cent of these are in non-metro and regional Australia as we step closer to bridging the digital divide and connecting Australia.

“The **nbn** team has been working together with our Delivery Partners to rollout the **nbn**[™] network to more Australians than ever before – today, one in four homes can order an **nbn**[™] service,” said Mr Morrow.

Multi-Technology Mix

Mr Morrow confirmed the company had launched all major products within the Multi-Technology Mix suite, enabling Australians to receive fast broadband as soon as possible.

In the past 12 months:

- FTTN successfully trialled and launched to market in September 2015;
- Sky Muster[™] I satellite launched 36,000 km into space in October 2015;
- Sky Muster[™] satellite service successfully trialled and launched to market in April 2016;
- HFC successfully trialled and launched to market in June 2016; and
- FTTP commenced pilot phase for testing.

“The **nbn** rollout has now built considerable momentum and we are quickly ticking off our milestone targets,” said Mr Morrow.

“The **nbn**[™] network remains one of the most complex projects to complete and we are now underway with the task of doubling our build again in this financial year.

“My management group and I are confident that the plan, industry partnership and talented team now assembled are able to continue to meet challenges as we head towards our 2020 goals,” ended Mr Morrow.

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Resources

- [Click here for FY2016 results presentation](#)
- [Click here **nbn** infographic – purpose and progress](#)
- [Click here for **nbn** infographic – state by state rollout](#)
- [Click here for **nbn** infographic – key statistics](#)



Notes to editors

By 2020, **nbn** aims for:

- all homes and businesses across Australia to access high speed broadband;



- 8 million premises to be connected to the **nbn**[™] network;
- annual revenue of more than \$4 billion.

For more information, visit www.nbn.com.au