

# Third Quarter Results

Stephen Rue – Chief Financial Officer

WEDNESDAY 27 MAY 2015

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# Summary results



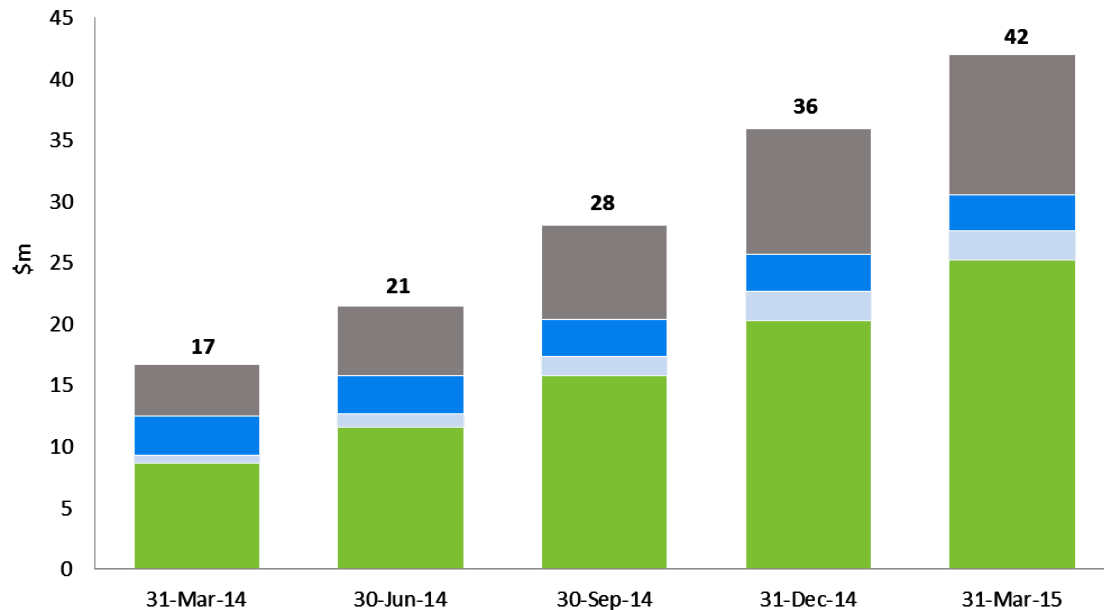
\$m	For the 3 months to			For the 9 months to		
	31-Mar-14	31-Mar-15	Change %	31-Mar-14	31-Mar-15	Change %
<b>Total Revenue</b>	17	43	153%	39	108	177%
<b>Operating Expenses</b>	(248)	(331)	33%	(748)	(893)	19%
<b>EBITDA</b>	(231)	(288)	25%	(709)	(785)	11%
<b>EBIT</b>	(337)	(453)	34%	(982)	(1,229)	25%

\$m	30-Jun-14	31-Mar-15	Change %
<b>Total Assets</b>	9,468	12,096	28%
<b>Contributed Equity</b>	8,418	11,785	40%

# Telecommunications revenue



Telecommunications Revenue by Quarter

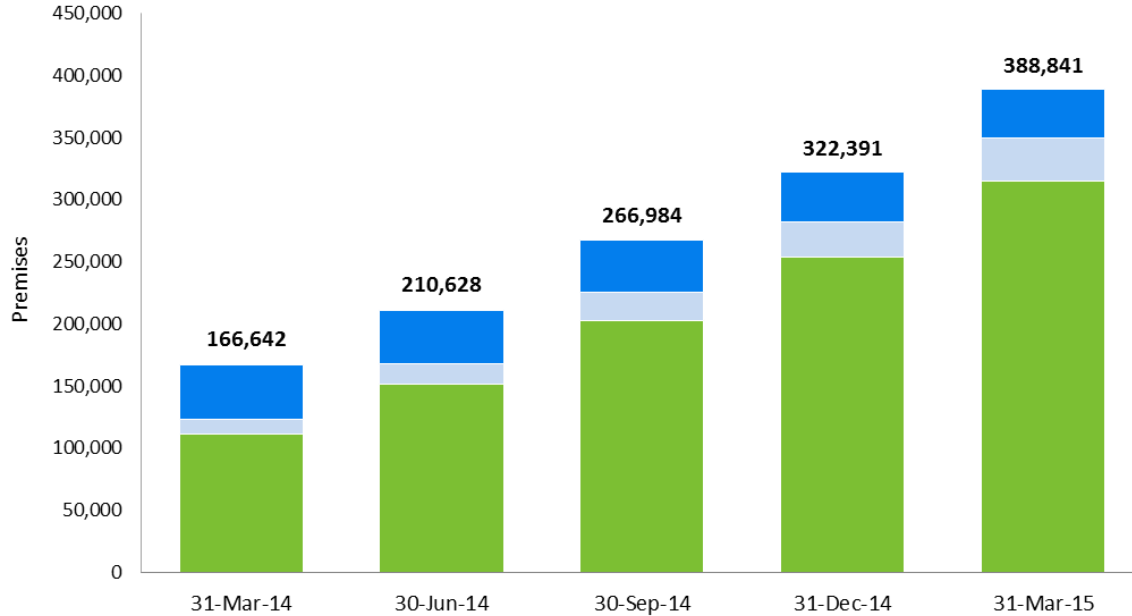


\$m	9 months to	
	31-Mar-14	31-Mar-15
CVC/NNI	9	30
Satellite AVC	9	9
Wireless AVC	1	6
Fibre AVC	19	61
<b>Total</b>	<b>38</b>	<b>106</b>

# Premises activated



Cumulative Active End Users by Quarter

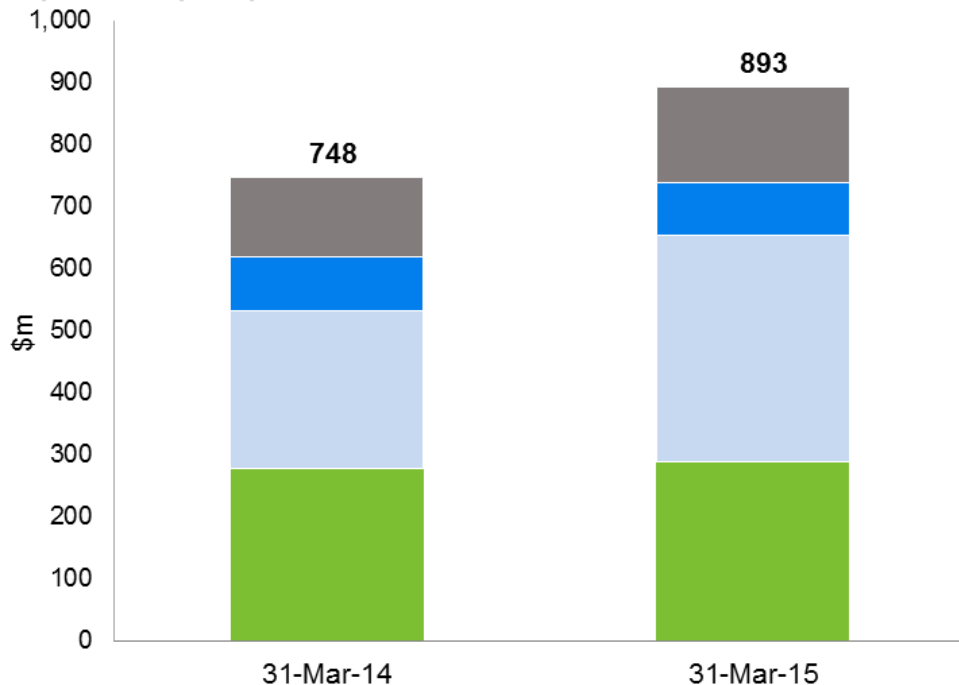


Cumulative Premises Activated	As at	
	31-Mar-14	31-Mar-15
Satellite	43,934	39,841
Wireless	11,673	34,627
Fibre	111,035	314,373
<b>Total</b>	<b>166,642</b>	<b>388,841</b>
ARPU	\$ 37	\$ 40

# Operating expenses



## Operating Expenditure – 9 months

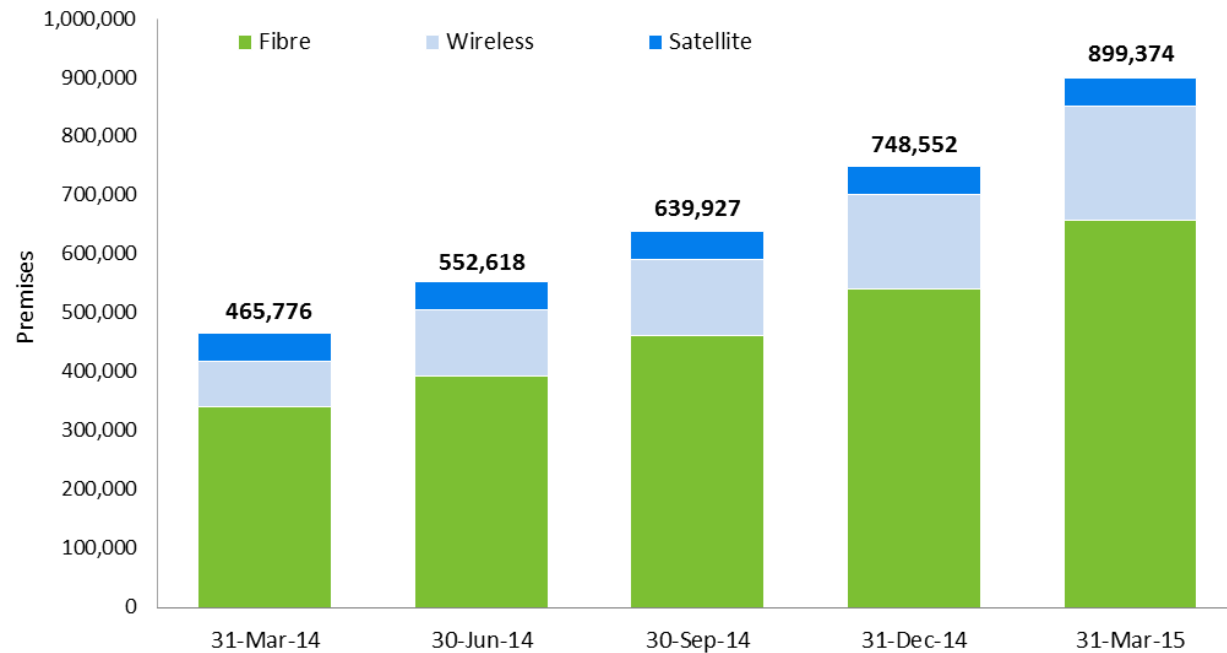


\$m	9 months to	
	31-Mar-14	31-Mar-15
Other	130	154
IT & Software Costs	87	85
Telecom & Network Expenses	253	366
Employee Expenses	278	288
<b>Total</b>	<b>748</b>	<b>893</b>

# Premises serviceable



## Cumulative Premises Serviceable by Quarter

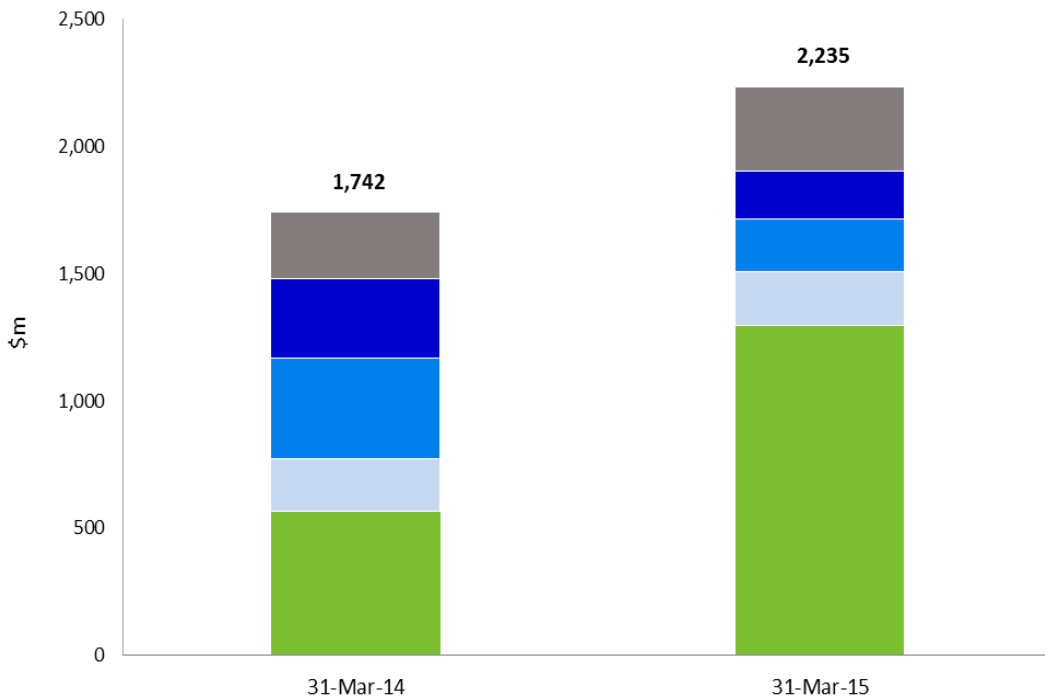


Cumulative Premises Serviceable	As at	
	31 Mar-14	31 Mar 15
Satellite	48,000	48,000
Wireless	77,806	193,445
Fibre	339,970	657,929
<b>Total</b>	<b>465,776</b>	<b>899,374</b>

# Capital expenditure



## Capital Expenditure - 9 months

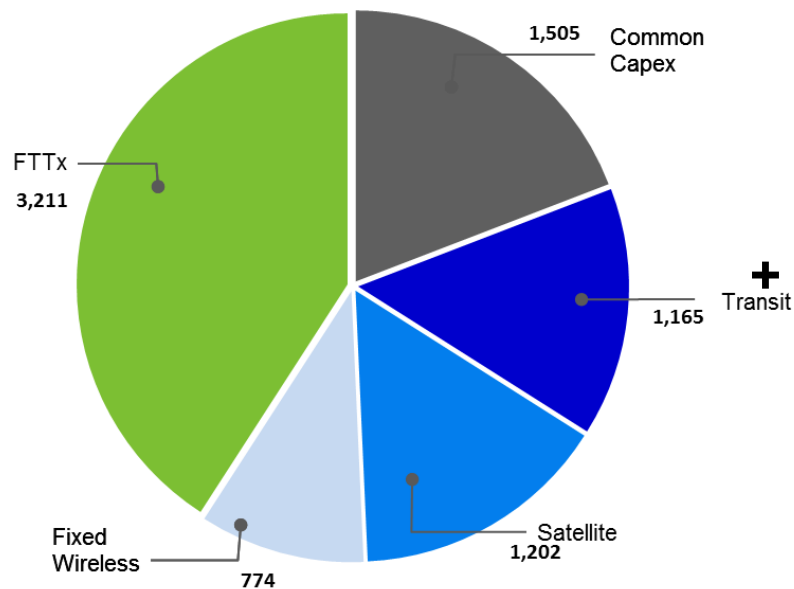


\$m	9 months to	
	31-Mar-14	31-Mar-15
Common Capex	259	330
Transit	312	187
Satellite	397	208
Fixed Wireless	205	214
FTTx	569	1,296
<b>Total</b>	<b>1,742</b>	<b>2,235</b>

# Capital expenditure

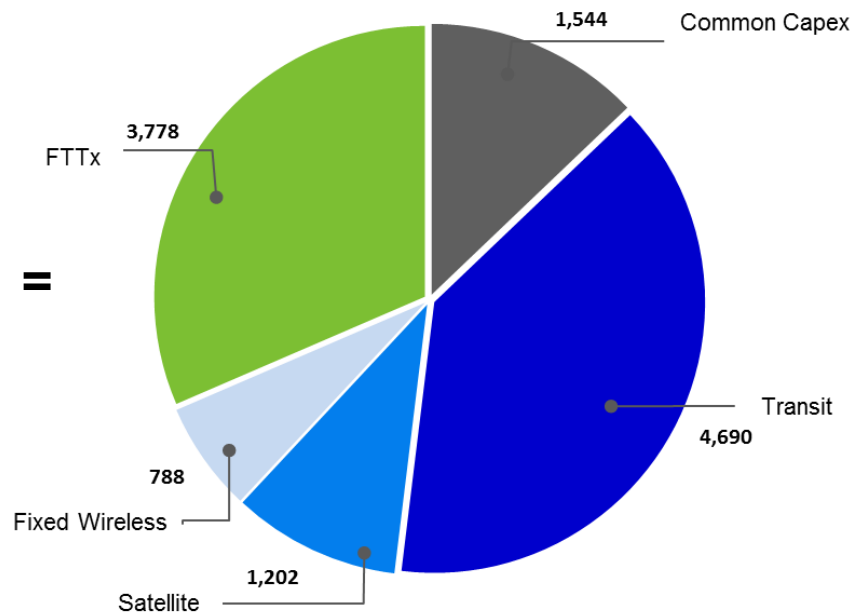


Life to Date Capital Expenditure (\$m) — \$7.9bn



Assets Under Finance Lease  
**+\$3.7bn**  
 Gifted Assets  
**+\$0.3bn**  
 Other  
**+\$0.1bn**

Life to Date PP&E and Intangibles (\$m) — \$12.0bn

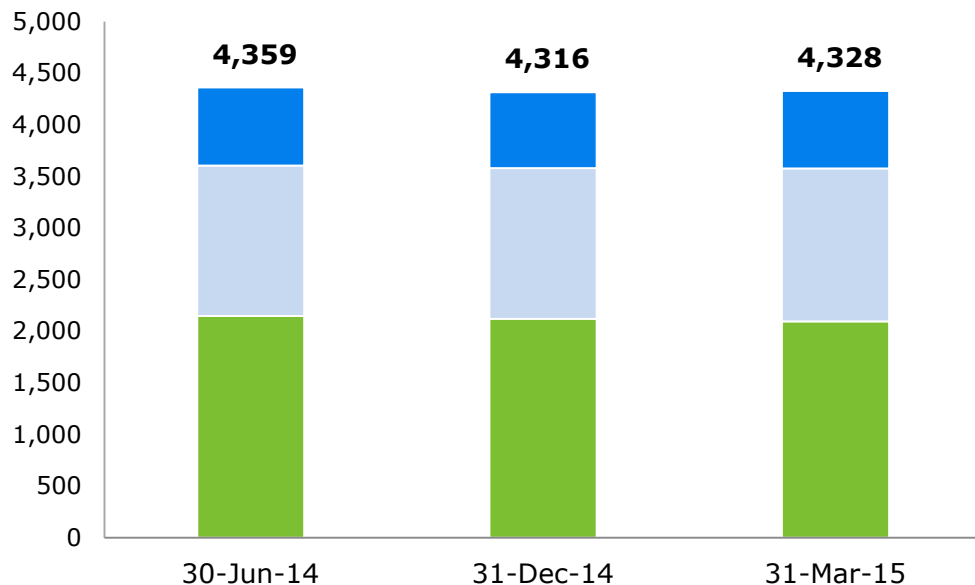




# Cost per premise – Brownfields



**Brownfields Cost Per Premise (\$)**

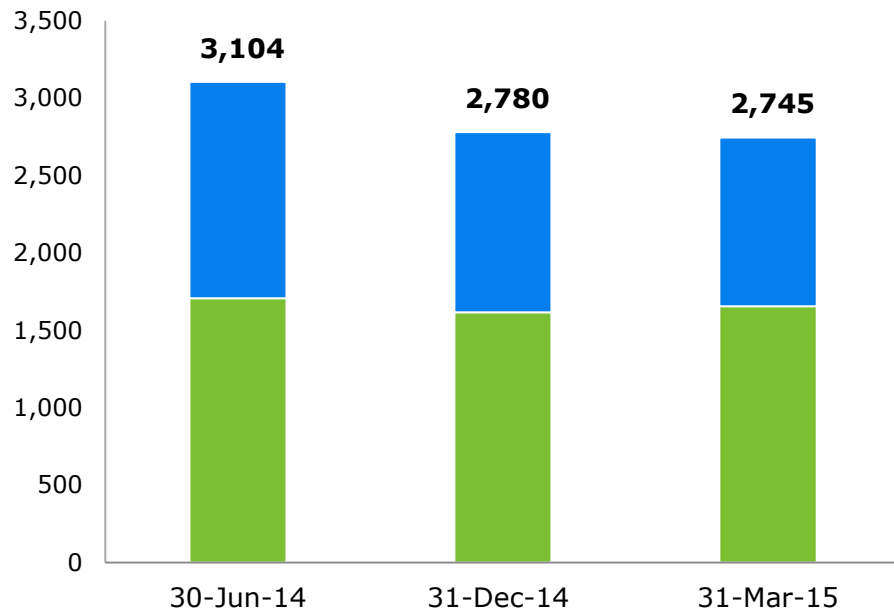


	LTD			
	\$	30-Jun-14	31-Dec-14	31-Mar-15
LNDN		2,146	2,119	2,095
Customer Connect		1,457	1,460	1,482
<b>Total Build CPP</b>		<b>3,602</b>	<b>3,579</b>	<b>3,577</b>
LNDN Duct Lease		757	737	751
<b>Total</b>		<b>4,359</b>	<b>4,316</b>	<b>4,328</b>

# Cost per premise – Greenfields



Greenfields Cost Per Premise (\$)

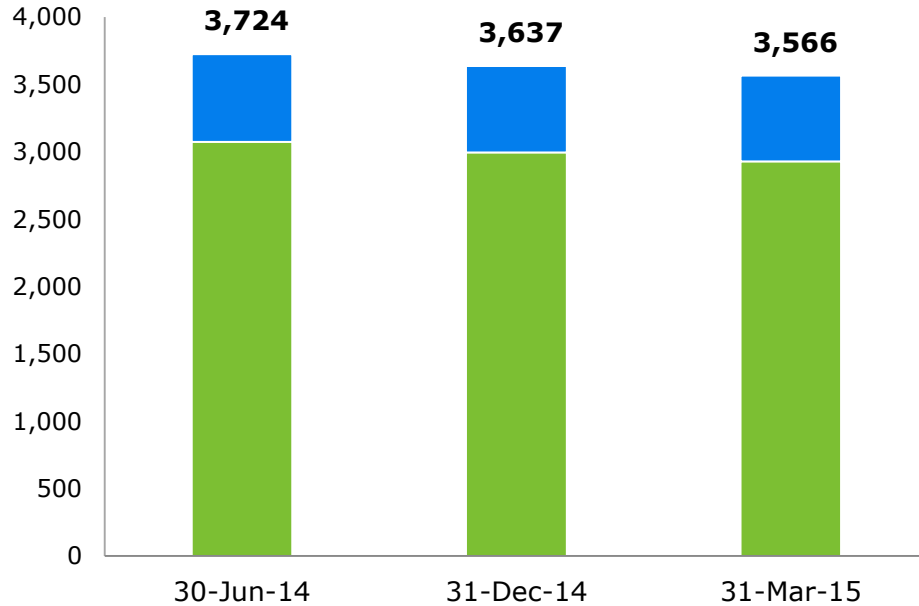


	LTD		
	\$	30-Jun-14	31-Dec-14
Design & Build	1,706	1,616	1,656
TFAN / TTFN	1,398	1,165	1,089
<b>Total</b>	<b>3,104</b>	<b>2,780</b>	<b>2,745</b>

# Cost per premise – Fixed Wireless



Fixed Wireless Cost Per Premise (\$)



	LTD		
	30-Jun-14	31-Dec-14	31-Mar-15
\$			
Design & Build	3,073	2,996	2,928
Ground & Tower Lease	651	641	638
<b>Total</b>	<b>3,724</b>	<b>3,637</b>	<b>3,566</b>

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Third quarter Unaudited Primary Financial Statements for the period ended 31 March 2015 consist of the unaudited statement of profit and loss and other comprehensive income, statement of financial position, statement of changes in equity and statement of cash flows for the NBN Co Limited Consolidated Group, comprising NBN Co Limited, NBN Tasmania Limited and NBN Co Spectrum Pty Ltd. While every effort is made to provide accurate and complete information, NBN Co Limited does not warrant that the information in this presentation is free from errors or omissions or is suitable for its intended use. Subject to any terms implied by law which cannot be excluded, NBN Co Limited accepts no responsibility for any loss, damage, cost or expense (whether direct or indirect) incurred by you as a result of any error, omission or misrepresentation in information in this presentation. All information in this presentation is subject to change without notice.

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