



Aussie Broadband 2021 AGM Report

ASX Code	ABB
Meeting Time/Date	10:30am, Thursday 28 October 2021
Type of Meeting	Virtual using Link technology
Monitor	John Whittington (proxy collector)
Pre AGM Meeting?	No

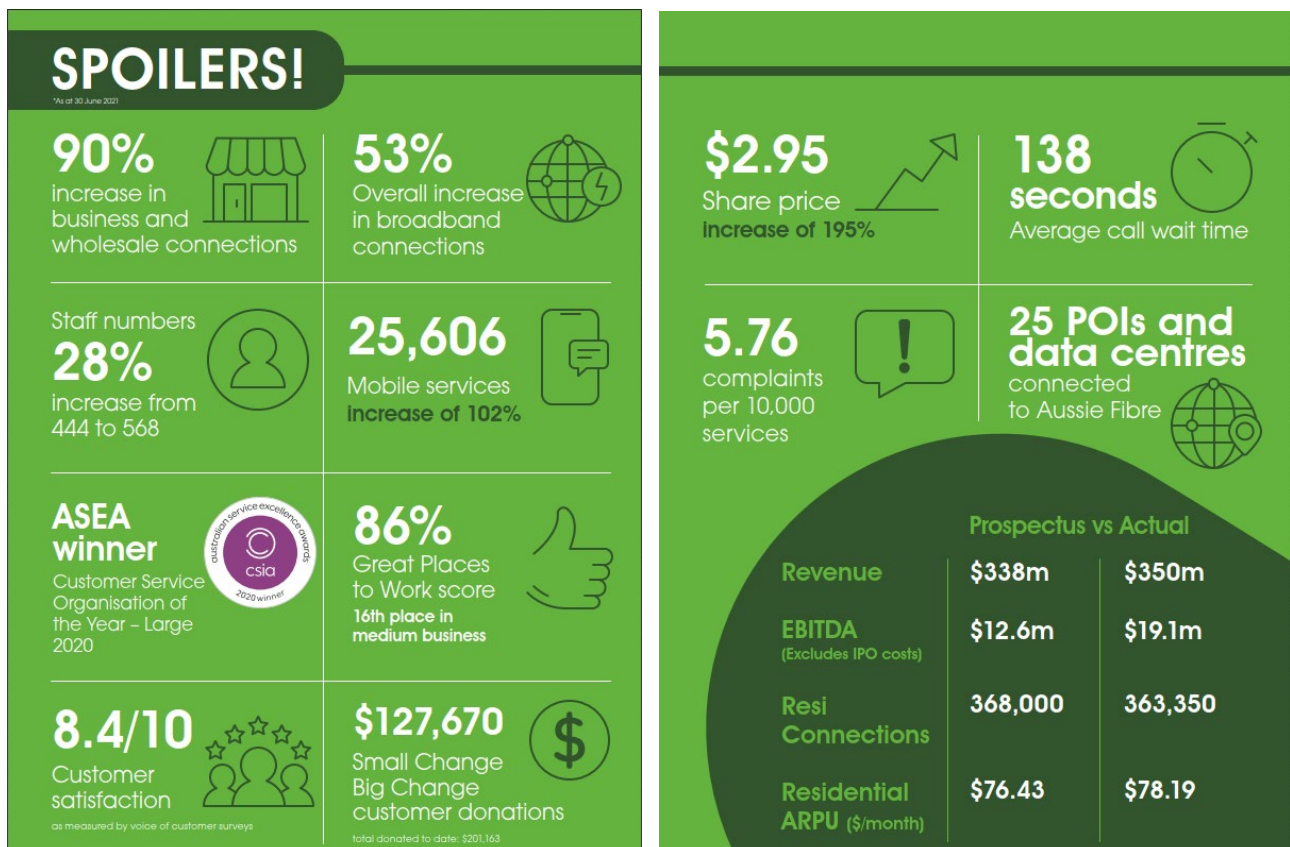
Broadband Success

What the Company Does

Aussie Broadband is a challenger internet service provider, with a reputation for providing high-quality internet and transparent customer service. The company has grown to become Australia's fifth largest provider of NBN services, connecting more than 300,000 residential and business customers across the country. Aussie offers a range of services across the residential, small business and enterprise segments, including broadband, VOIP (Voice over Internet Protocol), mobile plans and entertainment bundles through a partnership with Fetch TV.

Developments in the Financial Year

The company listed on the ASX on 16 October 2020 and key stats for the year are shown here:



Summary of Historical ASA Issues with the Company

This is the first year the company has been listed and the first ASA interaction with the company was at this AGM.

Debate and Voting at the AGM

The Chair, Adrian Fitzpatrick, opened the meeting with a review of the impressive performance and growth of the company over the past 12 months since listing. This was followed by the Managing Director, Phil Britt, who gave an inspiring talk about how the company runs and highlighting some specific achievements. The CFO, Brian Maher, then spoke about the numbers for the year.

The three addresses [are available here](#).

When the formal part of the meeting commenced, the ASA asked a couple of questions about the capital raising held during the year. \$134m was raised - \$114m through a placement to selected investors and only \$20m through a share purchase plan (SPP) for retail investors that was so popular it received ~\$100m in applications and therefore was massively scaled back. We found the approach disrespectful to existing shareholders. The Chair said they had a number of issues to balance but took our point.

Two directors who have been with the company for many years were up for re-election. We asked that the directors speak to their election which they did, John Reisinger outlining his telco experience and technical knowledge (which the Chair said was the company's "secret sauce"), and Patrick Greene outlining his marketing and retail experience (the Chair added he was an important part of the company's culture).

The ASA also asked what the company is doing to address the lack of a majority of independent directors and diversity on the board. The Chair believed that the current board was suitable but if the company continues to grow then that will provide opportunities for changes.

Other items for the meeting were to approve the acquisition of securities under the non-executive director fee sacrifice plan (ie they sacrifice part of their fees into shares), an approval of termination benefits due to the company's normal incentive plans, and a ratification of the shares issued as part of the capital raising.

Other questions were about whether the board's focus was on top line revenue or on profit (growth focussed), market share (~5.2%), type of AGM in future (prefer physical), working with community groups (outlined lots of these activities), and hiring older staff and those with disabilities (great answer, recruit from all ages and abilities and consider not only gender diversity but ethnic and cognitive diversity too).

All items were passed with over 95% support and the ASA supporting each item.

The market obviously liked what was said as the company's shares were up over 5% on a day that the market was slightly down.

Outlook Statements from the Company

The company has not provided much in terms of specific outlook statements.

The business segment has become a significant focus area for the company. Increasing the product and solutions available to customer will be a key to growing this segment further.

The company recently announced a non-binding, indicative offer to acquire all of the shares in Over the Wire Holdings Limited. Over the Wire is a business telecommunications provider offering broadband, voice, security, and cloud solutions. There is no guarantee a transaction will be completed, and discussions are ongoing.

Meeting Statistics

Number of Holdings Represented by ASA	15
Number of Shares represented by ASA	69,352
Value of Shares represented by ASA	\$0.333m
Number Attending Meeting	Unknown
Market capitalisation	\$1.05bn
Were proxies voted?	Yes, on a poll