

22 May 2025

Optus announces solid mobile growth delivering strong results for FY25

For the full year ended 31 March 2025, a strong mobile performance helped Optus deliver a 5.7% rise in EBITDA and 55% increase in EBIT, as the business continued to build positive momentum.

Optus added an additional 238,000 customers to its mobile base, led by healthy prepaid growth at amaysim, with the number of postpaid customers also increasing by 52,000.

Optus CEO Stephen Rue said the results confirmed an encouraging improved performance, as Optus strengthens its focus on delivering the best possible value, services, and experiences for Australian consumers and businesses.

"Optus is committed to providing real choice for telecommunications customers as we prioritise exceptional service, competitive offers and a reliable network," Mr Rue said.

"While we still have work to do to rebuild trust with customers as we transform our business, these results demonstrate we are on the right path and making solid progress.

"Our mobile results, led by the strong performance of amaysim, show customers are responding to our commitment to offering a range of choices that suit their everyday telco and communication needs."

Operating revenue improved 1.4% for the full year, with growth in mobile partly moderated by declines in Satellite and Enterprise fixed market.

Sales of high-end mobile devices boosted Mobile equipment revenue by 5.2%, as Mobile service revenue grew 4.1%, with blended ARPU rising 2.4% year on year. Consequently, overall Mobile revenue was up 4.4%.

For the second half year of the year ended 31 March 2025, Optus delivered profitable growth with EBITDA and EBIT increasing 4% and 52% respectively, led by a strong mobile performance, lower depreciation and amortisation and strong cost management.

Overall Mobile revenue was up 4.2% for the second half year from customer growth and higher ARPU.

Home revenue was 3.9% higher, with NBN and FWA revenue up 3.5% and 9.1% respectively, mainly due to higher ARPU.

Wholesale and Enterprise & Business Fixed revenue fell 5.3% for the second half, reflecting lower project-based satellite revenue and declining fixed revenues.

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During the year, Optus launched the Multi-Operator Core Network (MOCN) arrangement with TPG Telecom enabling the fast-tracking of 5G to deliver more options and better mobile services and performances for regional customers.

A new five-year agreement with Aussie Broadband was signed to extend the current wholesale mobile partnership creating even more mobile choice for Australians.

amaysim posted robust growth, launching NBN and acquiring the CirclesLife Australian customer base in February 2025.

-ENDS-

SUMMARY INCOME STATEMENT

For The Second Half And Financial Year Ended 31 March 2025

	Half Year			Full Year		
	FY2025 (A\$m)	FY2024 (A\$m)	YoY Change	FY2025 (A\$m)	FY2024 (A\$m)	YoY Change
Operating revenue	4,155	4,044	2.7%	8,177	8,062	1.4%
Operating expense	(3,106)	(3,034)	2.4%	(6,091)	(6,096)	(0.1%)
Other income	67	63	7.1%	137	138	(0.4%)
EBITDA	1,116	1,073	4.0%	2,223	2,103	5.7%
Depreciation & amortisation	(892)	(926)	(3.6%)	(1,777)	(1,815)	(2.1%)
EBIT	223	147	52%	446	288	55%

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