

**Telstra Corporation Limited**  
**Revenue by Product Restatement**  
**Half year ended 31 December 2015**

| Jun 15 Product Hierarchy                 | 1H15 Revenue<br>\$m | Dec 15 Product Hierarchy                 | Restated 1H15 Revenue<br>\$m | Movement<br>\$m | Description of movement  |
|--|---------------------|--|------------------------------|-----------------|--|
| <b>Fixed products</b>                    |                     | <b>Fixed products</b>                    |                              |                 |  |
| Fixed Voice                              | 1,917               | Fixed Voice                              | 1,917                        | -               |  |
| Fixed Data                               | 1,175               | Fixed Data                               | 1,175                        | -               |  |
| Other fixed revenue                      | 104                 | Other fixed revenue                      | 219                          | 115             | Global connectivity revenue has been distributed to relevant product |
| Intercarrier Services                    | 309                 | Intercarrier Services                    | 309                          | -               |  |
| <b>Fixed products - total</b>            | <b>3,505</b>        | <b>Fixed products - total</b>            | <b>3,620</b>                 | <b>115</b>      |  |
| <b>Mobiles</b>                           |                     | <b>Mobiles</b>                           |                              |                 |  |
| Postpaid handheld                        | 2,701               | Postpaid handheld                        | 2,701                        | -               |  |
| Prepaid handheld                         | 498                 | Prepaid handheld                         | 498                          | -               |  |
| Mobile broadband                         | 649                 | Mobile broadband                         | 649                          | -               |  |
| Machine to Machine (M2M)                 | 55                  | Machine to Machine (M2M)                 | 55                           | -               |  |
| Satellite                                | 8                   | Satellite                                | 8                            | -               |  |
| <b>Mobile services - retail</b>          | <b>3,911</b>        | <b>Mobile services - retail</b>          | <b>3,911</b>                 | -               |  |
| Mobile interconnection                   | 416                 | Mobile interconnection                   | 418                          | 2               | Global connectivity revenue has been distributed to relevant product |
| Mobile services - wholesale resale       | 53                  | Mobile services - wholesale resale       | 53                           | -               |  |
| <b>Total mobile services</b>             | <b>4,380</b>        | <b>Total mobile services</b>             | <b>4,382</b>                 | <b>2</b>        |  |
| Mobile hardware                          | 947                 | Mobile hardware                          | 946                          | (1)             |  |
| <b>Total mobiles</b>                     | <b>5,327</b>        | <b>Total mobiles</b>                     | <b>5,328</b>                 | <b>1</b>        |  |
| <b>Data and IP</b>                       |                     | <b>Data and IP</b>                       |                              |                 |  |
| ISDN                                     | 340                 | ISDN                                     | 340                          | -               |  |
| IP access                                | 590                 | IP access                                | 601                          | 11              | Global connectivity revenue has been distributed to relevant product |
| Other data and calling products          | 528                 | Other data and calling products          | 723                          | 195             | Global connectivity revenue has been distributed to relevant product |
| <b>Data and IP</b>                       | <b>1,458</b>        | <b>Data and IP</b>                       | <b>1,664</b>                 | <b>206</b>      |  |
| <b>Network applications and services</b> | <b>1,007</b>        | <b>Network applications and services</b> | <b>1,007</b>                 | -               |  |
| <b>Media</b>                             |                     | <b>Media</b>                             |                              |                 |  |
| Premium Pay TV                           | 322                 | Foxtel from Telstra                      | 322                          | -               |  |
| IPTV                                     | 42                  | IPTV                                     | 42                           | -               |  |
| Content                                  | 41                  | Content                                  | 41                           | -               |  |
| Cable                                    | 60                  | Cable                                    | 60                           | -               |  |
| <b>Total media</b>                       | <b>465</b>          | <b>Total media</b>                       | <b>465</b>                   | -               |  |
| <b>Other sales revenue</b>               | <b>880</b>          | <b>Other sales revenue</b>               | <b>558</b>                   | <b>(322)</b>    | Global connectivity revenue has been distributed to relevant product |
| <b>Sales revenue</b>                     | <b>12,642</b>       | <b>Sales revenue</b>                     | <b>12,642</b>                | -               |  |