| T | Telstra Corporation Limited Half-yearly comparison Half Year ended 30 June 2016 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Summary Reported Half-yearly Data (\$ millions) | $\begin{gathered} \text { Half } 1 \\ \text { Dec-12 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { PCP } \\ \text { Growth } \end{gathered}$ | $\begin{gathered} \text { Half } 2 \\ \text { Jun-13 } \\ \hline \end{gathered}$ | $\begin{aligned} & \text { PCP } \\ & \text { Growth } \end{aligned}$ | Full year Jun-13 | $\begin{gathered} \text { PCP } \\ \text { Growth } \\ \hline \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { Half } 1 \\ \text { Dec-13 } \\ \hline \end{array}$ | $\begin{aligned} & \text { PCP } \\ & \text { Growth } \end{aligned}$ | $\begin{array}{\|c} \hline \text { Half } 2 \\ \text { Jun-14 } \\ \hline \end{array}$ | $\begin{gathered} \text { PCP } \\ \text { Growth } \end{gathered}$ | Full year Jun-14 | $\begin{gathered} \text { PCP } \\ \text { Growth } \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { Half } 1 \\ \text { Dec-14 } \\ \hline \end{array}$ | $\begin{gathered} \text { PCP } \\ \text { Growth } \end{gathered}$ | Half 2 <br> Jun-15 | $\begin{gathered} \text { PCP } \\ \text { Growth } \\ \hline \end{gathered}$ | Full year Jun-15 | $\begin{gathered} \text { PCP } \\ \text { Growth } \\ \hline \end{gathered}$ | Half 1 <br> Dec-15 | $\begin{gathered} \text { PCP } \\ \text { Growth } \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Half } 2 \\ & \text { Jun-16 } \end{aligned}$ | $\begin{gathered} \text { PCP } \\ \text { Growth } \end{gathered}$ | Full year Jun-16 | $\begin{gathered} \text { PCP } \\ \text { Growth } \end{gathered}$ |
| Fixed products |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed voice(i) | 2,219 | (10.8\%) | 2,137 | (8.2\%) | 4,356 | (9.5\%) | 2,058 | (7.3\%) | 1,974 | (7.6\%) | 4,032 | (7.4\%) | 1,917 | (6.9\%) | 1,829 | (7.3\%) | 3,746 | (7.1\%) | 1,772 | (7.6\%) | 1,665 | (9.0\%) | 3,437 | (8.2\%) |
| Fixed data(i) | 1,028 | 4.4\% | 1,059 | 5.7\% | 2,087 | 5.0\% | 1,090 | 6.0\% | 1,128 | 6.5\% | 2,218 | 6.3\% | 1,175 | 7.8\% | 1,204 | 6.7\% | 2,379 | 7.3\% | 1,254 | 6.7\% | 1,259 | 4.6\% | 2,513 | 5.6\% |
| Fixed Other | 234 | 47.2\% | 230 | 58.6\% | 464 | 52.1\% | 231 | (1.3\%) | 231 | 0.4\% | 462 | (0.4\%) | 104 | (55.0\%) | 95 | (58.9\%) | 199 | (56.9\%) | 97 | (6.7\%) | 96 | 1.1\% | 193 | (3.0\%) |
| Intercarrier Services | 311 | 21.0\% | 290 | 8.2\% | 601 | 14.5\% | 288 | (7.4\%) | 298 | 2.8\% | 586 | (2.5\%) | 309 | 7.3\% | 311 | 4.4\% | 620 | 5.8\% | 293 | (5.2\%) | 285 | (8.4\%) | 578 | (6.8\%) |
| Total fixed products(i) | 3,792 | (2.5\%) | 3,716 | (0.7\%) | 7,508 | (1.6\%) | 3,667 | (3.3\%) | 3,631 | (2.3\%) | 7,298 | (2.8\%) | 3,505 | (4.4\%) | 3,439 | (5.3\%) | 6,944 | (4.9\%) | 3,416 | (2.5\%) | 3,305 | (3.9\%) | 6,721 | (3.2\%) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Post-paid handheld | 2,377 | 0.3\% | 2,427 | 5.4\% | 4,804 | 2.8\% | 2,495 | 5.0\% | 2,511 | 3.5\% | 5,006 | 4.2\% | 2,701 | 8.3\% | 2,688 | 7.0\% | 5,389 | 7.7\% | 2,706 | 0.2\% | 2,679 | (0.3\%) | 5,385 | (0.1\%) |
| Pre-paid handheld | 351 | 7.7\% | 376 | 14.6\% | 727 | 11.2\% | 419 | 19.4\% | 460 | 22.3\% | 879 | 20.9\% | 498 | 18.9\% | 496 | 7.8\% | 994 | 13.1\% | 495 | (0.6\%) | 464 | (6.5\%) | 959 | (3.5\%) |
| Mobile broadband | 576 | 16.8\% | 620 | 18.1\% | 1,196 | 17.5\% | 643 | 11.6\% | 644 | 3.9\% | 1,287 | 7.6\% | 649 | 0.9\% | 641 | (0.5\%) | 1,290 | 0.2\% | 639 | (1.5\%) | 591 | (7.8\%) | 1,230 | (4.7\%) |
| Machine to Machine (M2M) | 44 | 10.0\% | 46 | 15.0\% | 90 | 12.5\% | 47 | 6.8\% | 54 | 17.4\% | 101 | 12.2\% | 55 | 17.0\% | 58 | 7.4\% | 113 | 11.9\% | 60 | 9.1\% | 72 | 24.1\% | 132 | 16.8\% |
| Satellite |  | 0.0\% | 6 | 20.0\% | 13 | 8.3\% |  | 0.0\% | 7 | 16.7\% | 14 | 7.7\% | 8 | 14.3\% | 8 | 14.3\% | 16 | 14.3\% | 8 | 0.0\% | 7 | (12.5\%) |  | (6.3\%) |
| Mobile interconnection | 395 | (2.9\%) | 369 | 1.9\% | 764 | (0.7\%) | 403 | 2.0\% | 377 | 2.2\% | 780 | 2.1\% | 412 | 2.2\% | 424 | 12.5\% | 836 | 7.2\% | 441 | 7.0\% | 98 | (76.9\%) | 539 | (35.5\%) |
| Mobile services - wholesale resale | 51 | (26.1\%) | 60 | (11.8\%) | 111 | (19.0\%) | 65 | 27.5\% | 46 | (23.3\%) | 111 | 0.0\% | 58 | (10.8\%) | 69 | 50.0\% | 127 | 14.4\% | 54 | (6.9\%) | 48 | (30.4\%) | 102 | (19.7\%) |
| Total mobile services | 3,801 | 2.4\% | 3,904 | 7.5\% | 7,705 | 4.9\% | 4,079 | 7.3\% | 4,099 | 5.0\% | 8,178 | 6.1\% | 4,381 | 7.4\% | 4,384 | 7.0\% | 8,765 | 7.2\% | 4,403 | 0.5\% | 3,959 | (9.7\%) | 8,362 | (4.6\%) |
| Mobile hardware | 766 | 16.9\% | 731 | 7.0\% | 1,497 | 11.9\% | 784 | 2.3\% | 708 | (3.1\%) | 1,492 | (0.3\%) | 946 | 20.7\% | 940 | 32.8\% | 1,886 | 26.4\% | 1,121 | 18.5\% | 955 | 1.6\% | 2,076 | 10.1\% |
| Total mobiles | 4,567 | 4.6\% | 4,635 | 7.5\% | 9,202 | 6.0\% | 4,863 | 6.5\% | 4,807 | 3.7\% | 9,670 | 5.1\% | 5,327 | 9.5\% | 5,324 | 10.8\% | 10,651 | 10.1\% | 5,524 | 3.7\% | 4,914 | (7.7\%) | 10,438 | (2.0\%) |
| Data \& IP |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ISDN products | 398 | (5.2\%) | 379 | (6.7\%) | 777 | (5.9\%) | 363 | (8.8\%) | 349 | (7.9\%) | 712 | (8.4\%) | 340 | (6.3\%) | 322 | (7.7\%) | 662 | (7.0\%) | 312 | (8.2\%) | 291 | (9.6\%) | 603 | (8.9\%) |
| 1 P access | 559 | 8.1\% | 570 | 4.6\% | 1,129 | 6.3\% | 592 | 5.9\% | 598 | 4.9\% | 1,190 | 5.4\% | 590 | (0.3\%) | 590 | (1.3\%) | 1,180 | (0.8\%) | 583 | (1.2\%) | 557 | (5.6\%) | 1,140 | (3.4\%) |
| Other data and calling products | 752 | 24.1\% | 718 | 16.9\% | 1,470 | 20.5\% | 728 | (3.2\%) | 723 | 0.7\% | 1,451 | (1.3\%) | 528 | (27.5\%) | 514 | (28.9\%) | 1,042 | (28.2\%) | 539 | 2.1\% | 547 | 6.4\% | 1,086 | 4.2\% |
| Data \& IP Total | 1,709 | 10.8\% | 1,667 | 6.5\% | 3,376 | 8.6\% | 1,683 | (1.5\%) | 1,670 | 0.2\% | 3,353 | (0.7\%) | 1,458 | (13.4\%) | 1,426 | (14.6\%) | 2,884 | (14.0\%) | 1,434 | (1.6\%) | 1,395 | (2.2\%) | 2,829 | (1.9\%) |
| Network applications and services | 662 | 15.3\% | 877 | 27.7\% | 1,539 | 22.0\% | 853 | 28.9\% | 1,110 | 26.6\% | 1,963 | 27.6\% | 966 | 13.2\% | 1,353 | 21.9\% | 2,319 | 18.1\% | 1,250 | 29.4\% | 1,331 | (1.6\%) | 2,581 | 11.3\% |
| Media |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Foxtel from Telstra | 302 | 0.0\% | 293 | (2.7\%) | 595 | (1.3\%) | 297 | (1.7\%) | 308 | 5.1\% | 605 | 1.7\% | 322 | 8.4\% | 340 | 10.4\% | 662 | 9.4\% | 350 | 8.7\% | 369 | 8.5\% | 719 | 8.6\% |
| IPTV | 31 | 10.7\% | 41 | 17.1\% | 72 | 14.3\% | 50 | 61.3\% | 44 | 7.3\% | 94 | 30.6\% | 42 | (16.0\%) | 30 | (31.8\%) | 72 | (23.4\%) | 34 | (19.0\%) | 41 | 36.7\% | 75 | 4.2\% |
| Mobility and other content | 54 | (89.7\%) | 48 | (94.9\%) | 102 | (93.1\%) | 41 | (24.1\%) | 40 | (16.7\%) | 81 | (20.6\%) | 41 | 0.0\% | 38 | (5.0\%) | 79 | (2.5\%) | 34 | (17.1\%) | 36 | (5.3\%) | 70 | (11.4\%) |
| Cable | 61 | 5.2\% | 58 | (3.3\%) | 119 | 0.8\% | 60 | (1.6\%) | 60 | 3.4\% | 120 | 0.8\% | 60 | 0.0\% | 58 | (3.3\%) | 118 | (1.7\%) | 58 | (3.3\%) | 52 | (10.3\%) | 110 | (6.8\%) |
| Total media | 448 | (50.9\%) | 440 | (67.2\%) | 888 | (60.6\%) | 448 | 0.0\% | 452 | 2.7\% | 900 | 1.4\% | 465 | 3.8\% | 466 | 3.1\% | 931 | 3.4\% | 476 | 2.4\% | 498 | 6.9\% | 974 | 4.6\% |
| Global connectivity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Connectivity - Data \& IP | 0 | $n / m$ | 0 | $n / m$ | 0 | $n / m$ | 0 | $n / m$ | 0 | $\mathrm{n} / \mathrm{m}$ | 0 | $\mathrm{n} / \mathrm{m}$ | 206 | $\mathrm{n} / \mathrm{m}$ | 327 | $n / m$ | 533 | n/m | 480 | 133.0\% | 480 | 46.8\% | 960 | 80.1\% |
| Global Connectivity - Other | 0 | $\mathrm{n} / \mathrm{m}$ | 0 | $\mathrm{n} / \mathrm{m}$ | 0 | $\mathrm{n} / \mathrm{m}$ | 0 | $\mathrm{n} / \mathrm{m}$ | 0 | $\mathrm{n} / \mathrm{m}$ | 0 | $\mathrm{n} / \mathrm{m}$ | 52 | $\mathrm{n} / \mathrm{m}$ | 59 | $\mathrm{n} / \mathrm{m}$ | 111 | $\mathrm{n} / \mathrm{m}$ | 86 | 65.4\% | 98 | 66.1\% | 184 | 65.8\% |
| Total Global connectivity | 0 | $\mathrm{n} / \mathrm{m}$ | 0 | $\mathrm{n} / \mathrm{m}$ | 0 | $\mathrm{n} / \mathrm{m}$ | 0 | $\mathrm{n} / \mathrm{m}$ | 0 | $\mathrm{n} / \mathrm{m}$ | 0 | $\mathrm{n} / \mathrm{m}$ | 373 | $\mathrm{n} / \mathrm{m}$ | 515 | $\mathrm{n} / \mathrm{m}$ | 888 | $\mathrm{n} / \mathrm{m}$ | 714 | 91.4\% | 738 | 43.3\% | 1,452 | 63.5\% |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| CSL New World | 494 | 13.3\% | 517 | 21.9\% | 1,011 | 17.6\% | 630 | 27.5\% | 415 | (19.7\%) | 1,045 | 3.4\% | 0 | $n / m$ | 0 | $n / m$ | 0 | $n / m$ | 0 | $\mathrm{n} / \mathrm{m}$ | 0 | $n / m$ | 0 |  |
| TelstraClear | 164 | (35.7\%) | 0 | (100.0\%) | 164 | (67.3\%) | 0 | (100.0\%) | 0 | n/m |  | (100.0\%) | 0 | $\mathrm{n} / \mathrm{m}$ | 0 | $\mathrm{n} / \mathrm{m}$ | 0 | $\mathrm{n} / \mathrm{m}$ | 0 | n/m | 0 | n/m | 0 | $\mathrm{n} / \mathrm{m}$ |
| Other sales revenue | 288 | 65.5\% | 322 | 23.8\% | 610 | 40.6\% | 420 | 45.8\% | 470 | 46.0\% | 890 | 45.9\% | 333 | (20.7\%) | 400 | (14.9\%) | 733 | (17.6\%) | 421 | 26.4\% | 418 | 4.5\% | 839 | 14.5\% |
| Total sales revenue | 12,124 | (2.3\%) | 12,174 | (5.1\%) | 24,298 | (3.7\%) | 12,564 | 3.6\% | 12,555 | 3.1\% | 25,119 | 3.4\% | 12,427 | (1.1\%) | 12,923 | 2.9\% | 25,350 | 0.9\% | 13,235 | 6.5\% | 12,599 | (2.5\%) | 25,834 | 1.9\% |
| Other revenue | 67 | 378.6\% | 109 | (10.7\%) | 176 | 29.4\% | 62 | (7.5\%) | 139 | 27.5\% | 201 | 14.2\% | 78 | 25.8\% | 100 | (28.1\%) | 178 | (11.4\%) | 54 | (30.8\%) | 23 | (77.0\%) | 77 | (56.7\%) |
| Total revenue | 12,191 | (1.8\%) | 12,283 | (5.1\%) | 24,474 | (3.5\%) | 12,626 | 3.6\% | 12,694 | 3.3\% | 25,320 | 3.5\% | 12,505 | (1.0\%) | 13,023 | 2.6\% | 25,528 | 0.8\% | 13,289 | 6.3\% | 12,622 | (3.1\%) | 25,911 | 1.5\% |
| Other income | 110 | 34.1\% | 192 | 262.3\% | 302 | 123.7\% | 177 | 60.9\% | 799 | 316.1\% | 976 | 223.2\% | 294 | 66.1\% | 290 | (63.7\%) | 584 | (40.2\%) | 513 | 74.5\% | 626 | 115.9\% | 1,139 | 95.0\% |
| Total income | 12,301 | (1.6\%) | 12,475 | (4.1\%) | 24,776 | (2.9\%) | 12,803 | 4.1\% | 13,493 | 8.2\% | 26,296 | 6.1\% | 12,799 | (0.0\%) | 13,313 | (1.3\%) | 26,112 | (0.7\%) | 13,802 | 7.8\% | 13,248 | (0.5\%) | 27,050 | 3.6\% |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Labour | 2,246 | (11.9\%) | 2,281 | (5.7\%) | 4,527 | (8.9\%) | 2,367 | 5.4\% | 2,365 | 3.7\% | 4,732 | 4.5\% | 2,375 | 0.3\% | 2,407 | 1.8\% | 4,782 | 1.1\% | 2,634 | 10.9\% | 2,407 | 0.0\% | 5,041 | 5.4\% |
| Goods and services purchased | 3,135 | (0.8\%) | 3,112 | 3.1\% | 6,247 | 1.1\% | 3,295 | 5.1\% | 3,170 | 1.9\% | 6,465 | 3.5\% | 3,262 | (1.0\%) | 3,583 | 13.0\% | 6,845 | 5.9\% | 3,897 | 19.5\% | 3,350 | (6.5\%) | 7,247 | 5.9\% |
| Other expenses | 1,978 | (3.1\%) | 1,855 | (10.9\%) | 3,833 | (7.0\%) | 1,852 | (6.4\%) | 2,136 | 15.1\% | 3,988 | 4.0\% | 1,928 | 4.1\% | 2,043 | (4.4\%) | 3,971 | (0.4\%) | 1,993 | 3.4\% | 2,319 | 13.5\% | 4,312 | 8.6\% |
| Operating expense (before interest) | 7,359 | (5.1\%) | 7,248 | (3.6\%) | 14,607 | (4.3\%) | 7,514 | 2.1\% | 7,671 | 5.8\% | 15,185 | 4.0\% | 7,565 | 0.7\% | 8,033 | 4.7\% | 15,598 | 2.7\% | 8,524 | 12.7\% | 8,076 | 0.5\% | 16,600 | 6.4\% |
| Share of net profit/(loss) from jointly controlled and associated entities EBITDA | 0 | $\mathrm{n} / \mathrm{m}$ | (1) | $\mathrm{n} / \mathrm{m}$ | (1) | $\mathrm{n} / \mathrm{m}$ | 0 | $\mathrm{n} / \mathrm{m}$ | 24 | $\mathrm{n} / \mathrm{m}$ | 24 | $\mathrm{n} / \mathrm{m}$ | (10) | $\mathrm{n} / \mathrm{m}$ | 29 | 20.8\% | 19 | (20.8\%) | (5) | 50.0\% | 20 | (31.0\%) | 15 | (21.1\%) |
|  | 4,942 | 4.0\% | 5,226 | (4.7\%) | 10,168 | (0.6\%) | 5,289 | 7.0\% | 5,846 | 11.9\% | 11,135 | 9.5\% | 5,224 | (1.2\%) | 5,309 | (9.2\%) | 10,533 | (5.4\%) | 5,273 | 0.9\% | 5,192 | (2.2\%) | 10,465 | (0.6\%) |
| Depreciation and amortisation EBIT | 2,068 | (5.4\%) | 2,010 | (9.7\%) | 4,078 | (7.6\%) | 2,013 | (2.7\%) | 1,937 | (3.6\%) | 3,950 | (3.1\%) | 1,985 | (1.4\%) | 1,989 | 2.7\% | 3,974 | 0.6\% | 2,031 | 2.3\% | 2,124 | 6.8\% | 4,155 | 4.6\% |
|  | 2,874 | 12.1\% | 3,216 | (1.3\%) | 6,090 | 4.6\% | 3,276 | 14.0\% | 3,909 | 21.5\% | 7,185 | 18.0\% | 3,239 | (1.1\%) | 3,320 | (15.1\%) | 6,559 | (8.7\%) | 3,242 | 0.1\% | 3,068 | (7.6\%) | 6,310 | (3.8\%) |
| Net finance costs <br> Profit before income tax expense | 477 | 20.5\% | 456 | (7.3\%) | 933 | 5.1\% | 490 | 2.7\% | 467 | 2.4\% | 957 | 2.6\% | 357 | (27.1\%) | 342 | (26.8\%) | 699 | (27.0\%) | 347 | (2.8\%) | 363 | 6.1\% | 710 | 1.6\% |
|  | 2,397 | 10.6\% | 2,760 | (0.2\%) | 5,157 | 4.5\% | 2,786 | 16.2\% | 3,442 | 24.7\% | 6,228 | 20.8\% | 2,882 | 3.4\% | 2,978 | (13.5\%) | 5,860 | (5.9\%) | 2,895 | 0.5\% | 2,705 | ${ }^{(9.2 \%)}$ | 5,600 | (4.4\%) |
|  | 758 | 10.0\% | 759 | (7.6\%) | 1,517 | 0.5\% | 825 | 8.8\% | 854 | 12.5\% | 1,679 | 10.7\% | 862 | 4.5\% | 884 | 3.5\% | 1,746 | 4.0\% | 872 | 1.2\% | 896 | 1.4\% | 1,768 | 1.3\% |
|  | 1,639 | 10.8\% | 2,001 | 2.9\% | 3,640 | 6.3\% | 1,961 | 19.6\% | 2,588 | 29.3\% | 4,549 | 25.0\% | 2,020 | 3.0\% | 2,094 | (19.1\%) | 4,114 | (9.6\%) | 2,023 | 0.1\% | 1,809 | (13.6\%) | 3,832 | (6.9\%) |
| Profit for the year from continuing operations Profit/(loss) for the year from discontinued operations Profit for the year | (53) | $\mathrm{n} / \mathrm{m}$ \| | 204 | $\mathrm{n} / \mathrm{m}$ | 151 | $\mathrm{n} / \mathrm{m}$ | (221) | (317.0\%) | 17 | (911.7\%) | (204) | (235.1\%) | 98 | 144.3\% | 93 | 447.1\% | 191 | 193.6\% | 112 | 14.3\% | 1,905 | 1948.4\% | 2,017 | 956.0\% |
|  | 1,586 | 7.2\%\| | 2,205 | 13.4\% | 3,791 | 10.7\% | 1,740 | 9.7\% | 2,605 | 18.1\% | 4,345 | 14.6\% | 2,118 | 21.7\% | 2,187 | (16.0\%) | 4,305 | (0.9\%) | 2,135 | 0.8\% | 3,714 | 69.8\% | 5,849 | 35.9\% |

