



# 2020 Telstra full year results

## Results snapshot

Telstra released its full year results for financial year 2020 on 13 August 2020. Through a challenging period Telstra continued to deliver for customers, support its people and the community, while generating long-term shareholder value.

The FY20 results were in line with guidance and market expectations, the total dividend for FY20 was maintained and guidance was provided for financial year 2021. The results showed good progress on the T22 strategy which is past the halfway point.

Reported results	Reported lease adjusted <sup>4</sup>	Guidance basis <sup>5</sup>	<b>Important links to half year results documents</b> <ul style="list-style-type: none"> <li>➤ <a href="#">Market Release</a></li> <li>➤ <a href="#">Full year results and operations review</a></li> <li>➤ <a href="#">Directors' Report</a></li> <li>➤ <a href="#">Financial Report</a></li> <li>➤ <a href="#">An audio webcast of the results briefing</a></li> <li>➤ <a href="#">CEO/CFO analyst briefing presentation and materials</a></li> </ul>
<b>\$26.2 billion</b> Total income <sup>1</sup> -5.9%	<b>\$26.2 billion</b> Total income <sup>1</sup> -5.9%	<b>\$7.4 billion</b> Underlying EBITDA -9.7%	
<b>\$8.9 billion</b> EBITDA <sup>2</sup> +11.5%	<b>\$8.4 billion</b> EBITDA -0.3%	<b>+~\$40 million</b> Underlying EBITDA growth excluding in-year nbn headwind <sup>7</sup>	
<b>\$1.8 billion</b> NPAT <sup>3</sup> -14.4%	<b>\$1.8 billion</b> NPAT -12.6%	<b>\$3.2 billion</b> Capex -22%	
<b>\$615 million</b> Underlying fixed cost reduction -9.2%	<b>16 cents per share</b> Total FY20 dividend fully franked	<b>\$3.4 billion</b> FCF <sup>6</sup> +7.2%	
<b>Carbon neutral</b> for our operations certification in July 2020	<b>5G</b> in selected areas in <b>53 cities and towns</b> across Australia	<b>€500 bond issue</b> further strengthened balance sheet (~AUD \$860m)	

## Final Dividend

The FY20 final dividend is 8 cents per share fully franked comprising a final ordinary dividend of 5 cents per share and a final special dividend of 3 cents per share, to be paid on 24 September 2020. This brings the total FY20 dividend to 16 cents per share, comprising 10 cents per share ordinary dividend and 6 cents per share special dividend.

## Dividend Reinvestment Plan

Eligible shareholders can reinvest their dividend payments into additional fully paid Telstra shares. To participate for the final dividend payment on 24 September 2020, eligible shareholders should update their DRP instructions online [www.linkmarketservices.com.au/telstra](http://www.linkmarketservices.com.au/telstra) by 5pm Friday 28 August 2020. For more information including the DRP Rules, please visit [www.telstra.com/drp](http://www.telstra.com/drp).

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## Online information for Shareholders

To update your email address or any other details for your shareholding, please go to [our share registry](#). For all the latest information and news on Telstra, please visit our [Investor Centre](#). Visit Telstra Exchange for information on [Sustainability at Telstra](#).

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## Retail shareholder meeting, 15 September 2020

Shareholders are invited to attend the virtual retail shareholder meeting. This online event will be held from 10:15am to 11:15am (AEST) on 15 September 2020. During the event you will hear presentations from our Chief Executive Officer, Andrew Penn, and Chief Financial Officer, Vicki Brady, on the performance of your company. Please visit [www.telstra.com/shareholdermeeting](http://www.telstra.com/shareholdermeeting) to register and to submit questions before and during the event.

### 2020 indicative financial calendar

Ex-dividend share trading commences	Wednesday 26 August 2020
Record date for final dividend	Thursday 27 August 2020
DRP election date	Friday 28 August 2020
Virtual retail shareholder meeting	Tuesday 15 September 2020
Final dividend paid	Thursday 24 September 2020
Annual General Meeting	Tuesday 13 October 2020

\*Timing of events may be subject to change. Any change will be notified to the Australian Securities Exchange (ASX). Our [Investor Centre](#) will also have details of any timing changes and new events.

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1. Excluding finance income
  2. Earnings before interest, tax, depreciation and amortisation
  3. Net profit after tax
  4. Reported lease adjusted figures include all mobile handset leases as operating expenses and all rent/other leases below EBITDA. Reported figures include mobile leases and rent/other leases below EBITDA in accordance with accounting standard AASB 16 Leases. If this adjustment was not made it would result in a significant non-economic lift in reported EBITDA. Refer to the [CEO/CFO analyst briefing presentation and materials](#), slide 'AASB16 & Reported lease adjusted results' for further details of the adjustments made.
  5. FY20 guidance assumed wholesale product price stability and no impairments in and to investments or property, plant and equipment and intangible assets, and excluded any proceeds on the sale of businesses, mergers and acquisitions and purchase of spectrum. The guidance also assumed the nbn rollout and migration in FY20 was broadly in accordance with the nbn Corporate Plan 2020. Guidance was provided on the basis of AASB16 Leases and assumed impacts consistent with management estimates. Capex was measured on an accrued basis and excluded expenditure on spectrum and externally funded capex and capitalised leases under AASB16 Leases.
  6. Free cashflow defined as operating cash flows less investing cash flows less operating leases (reported in financing cash flows under AASB 16 Leases).
  7. Underlying EBITDA excludes net one-off nbn Definitive Agreement (DA) receipts less nbn net costs to connect (C2C), one-off restructuring costs and guidance adjustments, but includes depreciation of mobile lease right-of-use assets. In-year nbn headwind is defined as the net negative recurring EBITDA impact on our business based on management best estimates including key input of the nbn Corporate Plan 2020. The in-year nbn headwind for full year 2020 was ~\$830 million, life to date ~\$2.6 billion.