

| FY 16 Product Hierarchy | 1H16 Revenue as at FY16 \$m | FY 17 Product Hierarchy | Restated 1H16 Revenue \$m | Movement \$m | Description of movement |
|--|-----------------------------------|--|---------------------------------|-----------------|--|
| Fixed products | | Fixed products | | | |
| Fixed Voice | 1,772 | Fixed Voice | 1,772 | - | |
| Fixed Data | 1,254 | Fixed Data | 1,254 | - | |
| Other fixed revenue | 245 | Other fixed revenue | 97 | (148) | Offshore fixed products re-categorised |
| Intercarrier Services | 293 | Intercarrier Services | 293 | - | |
| Total Fixed products | 3,564 | Total Fixed products | 3,416 | (148) | |
| Mobiles | | Mobiles | | | |
| Post-paid handheld | 2,706 | Post-paid handheld | 2,706 | - | |
| Pre-paid handheld | 495 | Pre-paid handheld | 495 | - | |
| Mobile broadband | 639 | Mobile broadband | 639 | - | |
| Machine to Machine (M2M) | 60 | Machine to Machine (M2M) | 60 | - | |
| Satellite | 8 | Satellite | 8 | - | |
| Mobile interconnection | 448 | Mobile interconnection | 441 | (7) | |
| Mobile services - wholesale resale | 49 | Mobile services - wholesale resale | 54 | 5 | |
| Total mobile services | 4,405 | Total mobile services | 4,403 | (2) | |
| Mobile hardware | 1,121 | Mobile hardware | 1,121 | - | |
| Total mobiles | 5,526 | Total mobiles | 5,524 | (2) | Offshore mobile re-categorised |
| Data and IP | | Data and IP | | | |
| ISDN | 312 | ISDN | 312 | - | |
| IP access | 597 | IP access | 583 | (14) | |
| Other data and calling products | 1,005 | Other data and calling products | 539 | (466) | |
| Total Data and IP | 1,914 | Total Data and IP | 1,434 | (480) | Offshore Data & IP re-categorised |
| Network applications and services | 1,336 | Network applications and services | 1,250 | (86) | Offshore NAS re-categorised |
| Media | | Media | | | |
| Foxtel from Telstra | 350 | Foxtel from Telstra | 350 | - | |
| IPTV | 34 | IPTV | 34 | - | |
| Content | 34 | Content | 34 | - | |
| Cable | 58 | Cable | 58 | - | |
| Total media | 476 | Total media | 476 | - | |
| Total Global connectivity | - | Total Global connectivity | 714 | 714 | Offshore re-categorised |
| Other sales revenue | 419 | Other sales revenue | 421 | 2 | Offshore revenue re-categorised from Other to Offshore |
| Sales revenue | 13,235 | Sales revenue | 13,235 | - | |