



**Telstra Corporation Limited**  
 Half-yearly comparison  
 Half Year ended 30 June 2016

**Summary Reported Half-yearly Data**  
 (\$ millions)

	Half 1 Dec-12	PCP Growth	Half 2 Jun-13	PCP Growth	Full year Jun-13	PCP Growth	Half 1 Dec-13	PCP Growth	Half 2 Jun-14	PCP Growth	Full year Jun-14	PCP Growth	Half 1 Dec-14	PCP Growth	Half 2 Jun-15	PCP Growth	Full year Jun-15	PCP Growth	Half 1 Dec-15	PCP Growth	Half 2 Jun-16	PCP Growth	Full year Jun-16	PCP Growth
<b>Revenue</b>																								
<b>Fixed products</b>																								
<b>Fixed voice products</b>																								
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%)
<b>Total fixed products(i)</b>	<b>3,792</b>	<b>(2.5%)</b>	<b>3,716</b>	<b>(0.7%)</b>	<b>7,508</b>	<b>(1.6%)</b>	<b>3,667</b>	<b>(3.3%)</b>	<b>3,631</b>	<b>(2.3%)</b>	<b>7,298</b>	<b>(2.8%)</b>	<b>3,505</b>	<b>(4.4%)</b>	<b>3,439</b>	<b>(5.3%)</b>	<b>6,944</b>	<b>(4.9%)</b>	<b>3,416</b>	<b>(2.5%)</b>	<b>3,305</b>	<b>(3.9%)</b>	<b>6,721</b>	<b>(3.2%)</b>
<b>Mobiles</b>																								
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	7	0.0%	6	20.0%	13	8.3%	7	0.0%	7	16.7%	14	7.7%	8	14.3%	8	14.3%	16	14.3%	8	0.0%	7	(2.5%)	15	(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%)
<b>Total mobile services</b>	<b>3,801</b>	<b>2.4%</b>	<b>3,904</b>	<b>7.5%</b>	<b>7,705</b>	<b>4.9%</b>	<b>4,079</b>	<b>7.3%</b>	<b>4,099</b>	<b>5.0%</b>	<b>8,178</b>	<b>6.1%</b>	<b>4,381</b>	<b>7.4%</b>	<b>4,384</b>	<b>7.0%</b>	<b>8,765</b>	<b>7.2%</b>	<b>4,403</b>	<b>0.5%</b>	<b>3,959</b>	<b>(9.7%)</b>	<b>8,362</b>	<b>(4.6%)</b>
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%
<b>Total mobiles</b>	<b>4,567</b>	<b>4.6%</b>	<b>4,635</b>	<b>7.5%</b>	<b>9,202</b>	<b>6.0%</b>	<b>4,863</b>	<b>6.5%</b>	<b>4,807</b>	<b>3.7%</b>	<b>9,670</b>	<b>5.1%</b>	<b>5,327</b>	<b>9.5%</b>	<b>5,324</b>	<b>10.8%</b>	<b>10,651</b>	<b>10.1%</b>	<b>5,524</b>	<b>3.7%</b>	<b>4,914</b>	<b>(7.7%)</b>	<b>10,438</b>	<b>(2.0%)</b>
<b>Data &amp; IP</b>																								
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%)
IP 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%
<b>Data &amp; IP Total</b>	<b>1,709</b>	<b>10.8%</b>	<b>1,667</b>	<b>6.5%</b>	<b>3,376</b>	<b>8.6%</b>	<b>1,683</b>	<b>(1.5%)</b>	<b>1,670</b>	<b>0.2%</b>	<b>3,353</b>	<b>(0.7%)</b>	<b>1,458</b>	<b>(13.4%)</b>	<b>1,426</b>	<b>(14.6%)</b>	<b>2,884</b>	<b>(14.0%)</b>	<b>1,434</b>	<b>(1.6%)</b>	<b>1,395</b>	<b>(2.2%)</b>	<b>2,829</b>	<b>(1.9%)</b>
<b>Network applications and services</b>																								
<b>Media</b>	<b>662</b>	<b>15.3%</b>	<b>877</b>	<b>27.7%</b>	<b>1,539</b>	<b>22.0%</b>	<b>853</b>	<b>28.9%</b>	<b>1,110</b>	<b>26.6%</b>	<b>1,963</b>	<b>27.6%</b>	<b>966</b>	<b>13.2%</b>	<b>1,353</b>	<b>21.9%</b>	<b>2,319</b>	<b>18.1%</b>	<b>1,250</b>	<b>29.4%</b>	<b>1,331</b>	<b>(1.6%)</b>	<b>2,581</b>	<b>11.3%</b>
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%)
<b>Total media</b>	<b>448</b>	<b>(50.9%)</b>	<b>440</b>	<b>(67.2%)</b>	<b>888</b>	<b>(60.6%)</b>	<b>448</b>	<b>0.0%</b>	<b>452</b>	<b>2.7%</b>	<b>900</b>	<b>1.4%</b>	<b>465</b>	<b>3.8%</b>	<b>466</b>	<b>3.1%</b>	<b>931</b>	<b>3.4%</b>	<b>476</b>	<b>2.4%</b>	<b>498</b>	<b>6.9%</b>	<b>974</b>	<b>4.6%</b>
<b>Global connectivity</b>																								
Global Connectivity - Fixed	0	n/m	0	n/m	0	n/m	0	n/m	0	n/m	0	n/m	115	n/m	129	n/m	244	n/m	148	28.7%	160	24.0%	308	26.2%
Global Connectivity - Data & IP	0	n/m	0	n/m	0	n/m	0	n/m	0	n/m	0	n/m	206	n/m	327	n/m	533	n/m	480	133.0%	480	46.8%	960	80.1%
Global Connectivity - Other	0	n/m	0	n/m	0	n/m	0	n/m	0	n/m	0	n/m	52	n/m	59	n/m	111	n/m	86	65.4%	98	66.1%	184	65.8%
<b>Total Global connectivity</b>	<b>0</b>	<b>n/m</b>	<b>0</b>	<b>n/m</b>	<b>0</b>	<b>n/m</b>	<b>0</b>	<b>n/m</b>	<b>0</b>	<b>n/m</b>	<b>0</b>	<b>n/m</b>	<b>373</b>	<b>n/m</b>	<b>515</b>	<b>n/m</b>	<b>888</b>	<b>n/m</b>	<b>714</b>	<b>91.4%</b>	<b>738</b>	<b>43.3%</b>	<b>1,452</b>	<b>63.5%</b>
<b>Other</b>																								
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	n/m	0	n/m	0	n/m
TelstraClear	164	(35.7%)	0	(100.0%)	164	(67.3%)	0	(100.0%)	0	n/m	0	(100.0%)	0	n/m	0	n/m	0	n/m	0	n/m	0	n/m	0	n/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%
<b>Total sales revenue</b>	<b>12,124</b>	<b>(2.3%)</b>	<b>12,174</b>	<b>(5.1%)</b>	<b>24,298</b>	<b>(3.7%)</b>	<b>12,564</b>	<b>3.6%</b>	<b>12,555</b>	<b>3.1%</b>	<b>25,119</b>	<b>3.4%</b>	<b>12,427</b>	<b>(1.1%)</b>	<b>12,923</b>	<b>2.9%</b>	<b>25,350</b>	<b>0.9%</b>	<b>13,235</b>	<b>6.5%</b>	<b>12,599</b>	<b>(2.5%)</b>	<b>25,834</b>	<b>1.9%</b>
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%)
<b>Total revenue</b>	<b>12,191</b>	<b>(1.8%)</b>	<b>12,283</b>	<b>(5.1%)</b>	<b>24,474</b>	<b>(3.5%)</b>	<b>12,626</b>	<b>3.6%</b>	<b>12,694</b>	<b>3.3%</b>	<b>25,320</b>	<b>3.5%</b>	<b>12,505</b>	<b>(1.0%)</b>	<b>13,023</b>	<b>2.6%</b>	<b>25,528</b>	<b>0.8%</b>	<b>13,289</b>	<b>6.3%</b>	<b>12,622</b>	<b>(3.1%)</b>	<b>25,911</b>	<b>1.5%</b>
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%
<b>Total income</b>	<b>12,301</b>	<b>(1.6%)</b>	<b>12,475</b>	<b>(4.1%)</b>	<b>24,776</b>	<b>(2.9%)</b>	<b>12,803</b>	<b>4.1%</b>	<b>13,493</b>	<b>8.2%</b>	<b>26,296</b>	<b>6.1%</b>	<b>12,799</b>	<b>(0.0%)</b>	<b>13,313</b>	<b>(1.3%)</b>	<b>26,112</b>	<b>(0.7%)</b>	<b>13,802</b>	<b>7.8%</b>	<b>13,248</b>	<b>(0.5%)</b>	<b>27,050</b>	<b>3.6%</b>
<b>Expenses</b>																								
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	0	n/m	(1)	n/m	(1)	n/m	0	n/m	24	n/m	24	n/m	(10)	n/m	29	20.8%	19	(20.8%)	(5)	50.0%	20	(31.0%)	15	(21.1%)
<b>EBITDA</b>	<b>4,942</b>	<b>4.0%</b>	<b>5,226</b>	<b>(4.7%)</b>	<b>10,168</b>	<b>(0.6%)</b>	<b>5,289</b>	<b>7.0%</b>	<b>5,846</b>	<b>11.9%</b>	<b>11,135</b>	<b>9.5%</b>	<b>5,224</b>	<b>(1.2%)</b>	<b>5,309</b>	<b>(9.2%)</b>	<b>10,533</b>	<b>(5.4%)</b>	<b>5,273</b>	<b>0.9%</b>	<b>5,192</b>	<b>(2.2%)</b>	<b>10,465</b>	<b>(0.6%)</b>
Dep																								