



2020 Telstra half year results

Results snapshot

Telstra released its half year results for financial year 2020 on 13 February 2020, delivering results in line with expectations. The results showed that the T22 strategy was building value and delivering positive financial momentum.

\$13.4 billion Total income ¹ - Reported -2.8%	\$4.8 billion EBITDA ² - Reported +12.1%	\$1.2 billion NPAT ³ - Reported -6.4%	Important links to half year results documents <ul style="list-style-type: none"> ➤ Market Release ➤ Half year results and operations review ➤ Directors Report ➤ Financial Report ➤ A webcast of the results briefing ➤ CEO/CFO analyst briefing presentation and materials
\$422 million Underlying fixed cost reduction -12.1%	\$4.5 billion EBITDA - Reported lease adjusted ⁴ -0.1%	\$1.2 billion NPAT – Reported lease adjusted ⁴ -4.6%	
Guidance basis ⁵ \$1.4 billion Capex -42%	+~\$90 million Underlying EBITDA growth excluding in-year nbn headwind ⁷	8 cents per share Interim dividend fully franked	
\$1.0 billion FCF⁶ +36%			
18.5 million retail mobile services		32% reduction Calls to contact centres since FY18	
3.7 million retail fixed bundles and data services			

Interim Dividend

The FY20 interim dividend is 8 cents per share fully franked comprising an interim ordinary dividend of 5 cents per share and an interim special dividend of 3 cents per share, to be paid on 27 March 2020.

Dividend Reinvestment Plan

Eligible shareholders can reinvest their dividend payments into additional fully paid Telstra shares. To participate for the interim dividend payment on 27 March 2020, eligible shareholders should update their DRP instructions online www.linkmarketservices.com.au/telstra by 5pm, Friday 28 February 2020. For more information, including the DRP Rules, please visit www.telstra.com/drp

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 the Telstra exchange for information on [Sustainability at Telstra](#).

2020 indicative financial calendar

Ex-dividend share trading commences	Wednesday 26 February 2020
Record date for interim dividend	Thursday 27 February 2020
DRP election date	Friday 28 February 2020
Interim dividend paid	Friday 27 March 2020
Director nominations open	Friday 5 June 2020
Director nominations close (by 5pm)	Friday 7 August 2020
Annual results announcement	Thursday 13 August 2020
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	TBC August 2020
Final dividend paid	Thursday 24 September 2020
Annual General Meeting	Tuesday 13 October 2020

* Click on date to add to your calendar.

**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.

1. Excluding finance income
2. Earnings before interest, tax, depreciation and amortisation
3. Net profit after tax
4. Reported EBITDA does not include mobile leases and rent/other leases in accordance with accounting standard AASB 16 Leases. Reported lease adjusted EBITDA includes all mobile handset leases as operating expenses. 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. This guidance assumes wholesale product price stability and no impairments in and to investments or property, plant and equipment and intangible assets, and excludes any proceeds on the sale of businesses, mergers and acquisitions and purchase of spectrum. The guidance also assumes the nbn™ rollout and migration in FY20 is broadly in accordance with the nbn Corporate Plan 2020. Guidance is provided on the basis of AASB16 Leases and assumes impacts consistent with management estimates and current interpretation of the standard. Capex is measured on an accrued basis and excludes expenditure on spectrum and externally funded capex and capitalised interest under AASB16 Leases.
6. Free cashflow. FY20 free cashflow defined as operating cash flows less investing cash flows less operating leases (reported in financing cash flow under AASB16 Leases)
7. Underlying EBITDA excludes net one-off nbn Definitive Agreement (DA) receipts less nbn net costs to connect (C2C), guidance adjustments including one-off restructuring costs, but includes depreciation of mobile lease right-of-use assets. The in-year nbn headwind for half year 2020 was ~\$360 million, life to date ~\$2.1 billion. In-year nbn headwind 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