



Telstra Corporation Limited
Half-yearly comparison
Half year ended 31 December 2015

Summary Reported Half-yearly Data
(\$ millions)

	Half 1	PCP	Half 2	PCP	Full year	PCP	Half 1	PCP	Half 2	PCP	Full year	PCP	Half 1	PCP	Half 2	PCP	Full year	PCP
	Dec-12	Growth	Jun-13	Growth	Jun-13	Growth	Dec-13	Growth	Jun-14	Growth	Jun-14	Growth	Dec-14	Growth	Jun-15	Growth	Jun-15	Growth
Revenue																		
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%)
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%
Fixed Other	234	47.2%	230	58.6%	464	52.1%	231	(1.3%)	231	0.4%	462	(0.4%)	219	(5.2%)	224	(3.0%)	443	(4.1%)
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%
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%)	3,620	(1.3%)	3,568	(1.7%)	7,188	(1.5%)
Mobiles																		
Postpaid 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%
Prepaid 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%
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%
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%
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%
Mobile interconnection	398	(2.2%)	372	2.8%	770	0.1%	407	2.3%	380	2.2%	787	2.2%	418	2.7%	431	13.4%	849	7.9%
Mobile services - wholesale resale	48	(30.4%)	57	(16.2%)	105	(23.4%)	61	27.1%	43	(24.6%)	104	(1.0%)	53	(13.1%)	64	48.8%	117	12.5%
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%	4,382	7.4%	4,386	7.0%	8,768	7.2%
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%
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%	5,328	9.6%	5,326	10.8%	10,654	10.2%
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%)
IP access	559	8.1%	570	4.6%	1,129	6.3%	592	5.9%	598	4.9%	1,190	5.4%	601	1.5%	604	1.0%	1,205	1.3%
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%)	723	(0.7%)	827	14.4%	1,550	6.8%
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%)	1,664	(1.1%)	1,753	5.0%	3,417	1.9%
Network applications and services																		
Media	662	15.3%	877	27.7%	1,539	22.0%	853	28.9%	1,110	26.6%	1,963	27.6%	1,007	18.1%	1,411	27.1%	2,418	23.2%
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%
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%)
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%)
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%)
Media - Total	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%
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	(100.0%)	0	(100.0%)	0	(100.0%)
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
Other sales revenue	288	65.5%	322	23.8%	610	40.6%	420	45.8%	470	46.0%	890	45.9%	558	32.9%	679	44.5%	1,237	39.0%
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%	12,642	0.6%	13,203	5.2%	25,845	2.9%
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%)
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%	12,720	0.7%	13,303	4.8%	26,023	2.8%
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%)
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%	13,014	1.6%	13,593	0.7%	26,607	1.2%
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%	2,432	2.7%	2,489	5.2%	4,921	4.0%
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%)	3,585	13.1%	6,847	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%	1,993	7.6%	2,120	(0.7%)	4,113	3.1%
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%	7,687	2.3%	8,194	6.8%	15,881	4.6%
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%)
EBITDA	4,942	4.0%	5,226	(4.7%)	10,168	(0.6%)	5,289	7.0%	5,846	11.9%	11,135	9.5%	5,317	0.5%	5,428	(7.2%)	10,745	(3.5%)
Depreciation and amortisation	2,068	(5.4%)	2,010	(9.7%)	4,078	(7.6%)	2,013	(2.7%)	1,937	(3.6%)	3,950	(3.1%)	1,989	(1.2%)	1,994	2.9%	3,983	0.8%
EBIT	2,874	12.1%	3,216	(1.3%)	6,090	4.6%	3,276	14.0%	3,909	21.5%	7,185	18.0%	3,328	1.6%	3,434	(12.2%)	6,762	(5.9%)
Net finance costs	477	20.5%	456	(7.3%)	933	5.1%	490	2.7%	467	2.4%	957	2.6%	353	(28.0%)	336	(28.1%)	689	(28.0%)
Profit before income tax expense	2,397	10.6%	2,760	(0.2%)	5,157	4.5%	2,786	16.2%	3,442	24.7%	6,228	20.8%	2,975	6.8%	3,098	(10.0%)	6,073	(2.5%)
Income tax expense	758	10.0%	759	(7.6%)	1,517	0.5%	825	8.8%	854	12.5%	1,679	10.7%	876	6.2%	911	6.7%	1,787	6.4%
Profit for the period from continuing operations	1,639	10.8%	2,001	2.9%	3,640	6.3%	1,961	19.6%	2,588	29.3%	4,549	25.0%	2,099	7.0%	2,187	(15.5%)	4,286	(5.8%)
Profit/(loss) for the period from discontinued operations	(53)	n/m	204	n/m	151	n/m	(221)	317.0%	17	(91.7%)	(204)	(235.1%)	0	(108.6%)	0	(100.0%)	19	n/m
Profit for the period	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%)

(i) Includes NBN.