

# Third Quarter Results 2017

Stephen Rue – Chief Financial Officer

Thursday 11 May 2017

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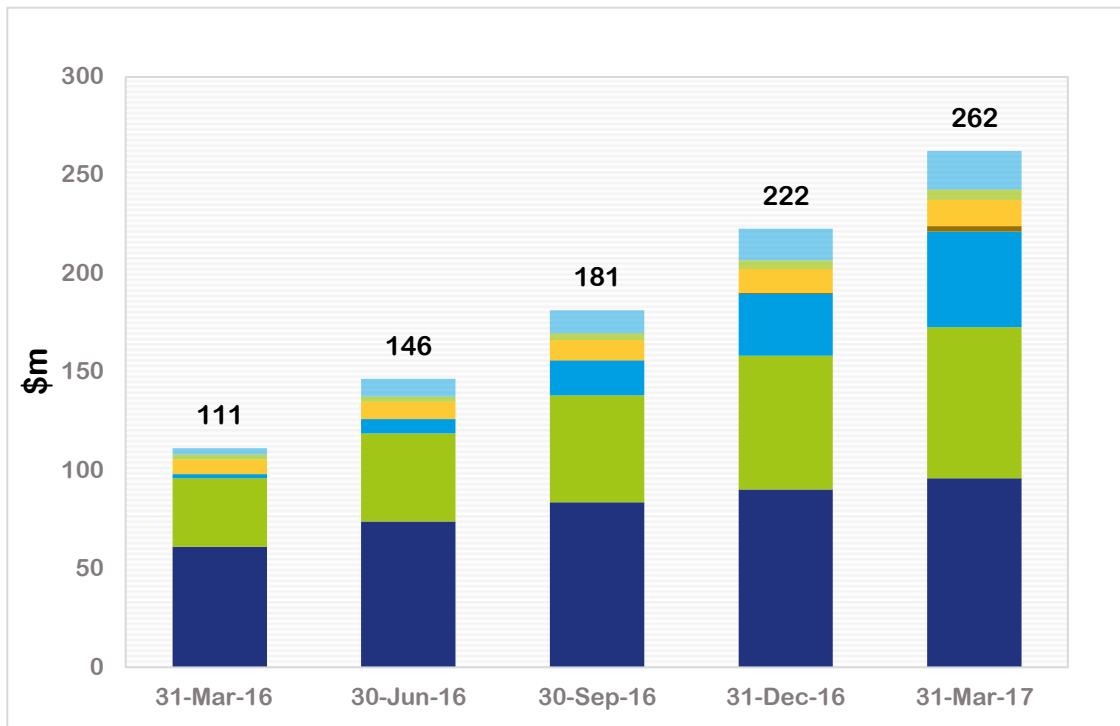


# Headline results – Q3 FY2017

Total Revenue	Premises Activated	ARPU
<p>\$665m</p> <p>Q3 FY2016: \$275m</p> <p>+142%</p>	<p>2,010,210</p> <p>Q3 FY2016: 902,948</p> <p>+123%</p>	<p>\$43</p> <p>Q3 FY2016: \$43</p> <p>+0%</p>
Premises Ready for Service	Life-to-date Capex	Equity
<p>4,621,404</p> <p>Q3 FY2016: 2,009,259</p> <p>+130%</p>	<p>\$17.9bn</p> <p>Q3 FY2016: \$12.3bn</p> <p>+46%</p>	<p>\$25.5bn</p> <p>Q3 FY2016: \$18.1bn</p> <p>+41%</p>



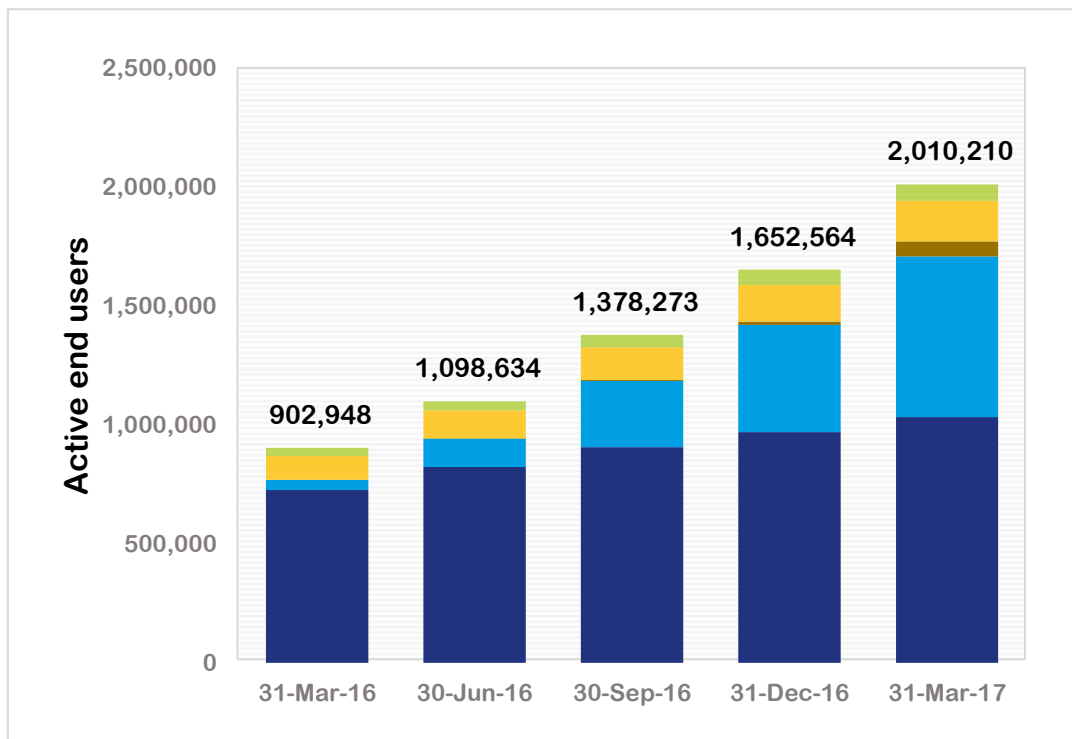
# Total revenue by quarter



\$m	9 months to	
	31-Mar-16	31-Mar-17
Other	9	48
Satellite	8	13
Fixed Wireless	19	35
HFC	-	3
FTTN	3	98
CVC/NNI	85	199
FTTP	151	269
<b>Total</b>	<b>275</b>	<b>665</b>



# Cumulative active end users by quarter

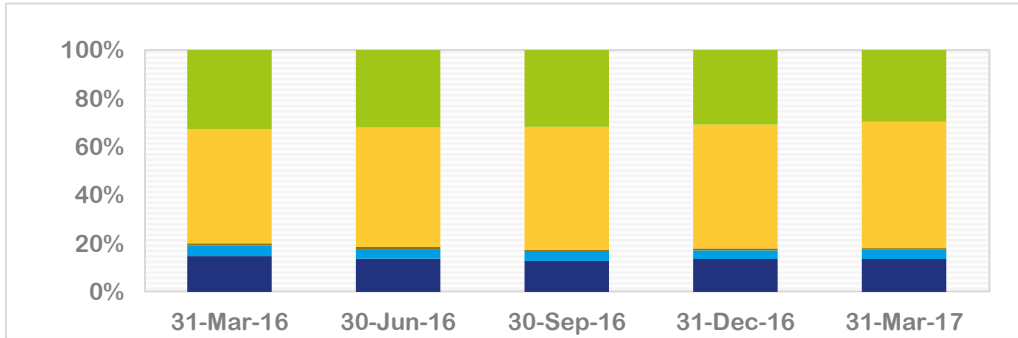


Cumulative active end users	As at		
	31-Mar-16	30-Jun-16	31-Mar-17
Satellite	34,869	38,764	68,735
Fixed Wireless	99,455	117,514	170,482
HFC	-	10	63,195
FTTN	43,553	119,694	676,233
FTTP	725,071	822,652	1,031,565
<b>Total</b>	<b>902,948</b>	<b>1,098,634</b>	<b>2,010,210</b>
ARPU	\$43	\$43	\$43

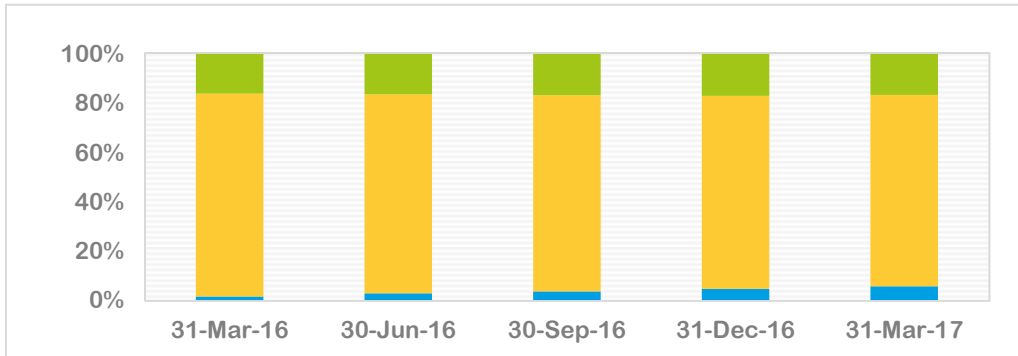
# Wholesale speed tier mix



## Fixed Line speed tier mix



## Fixed Wireless speed tier mix



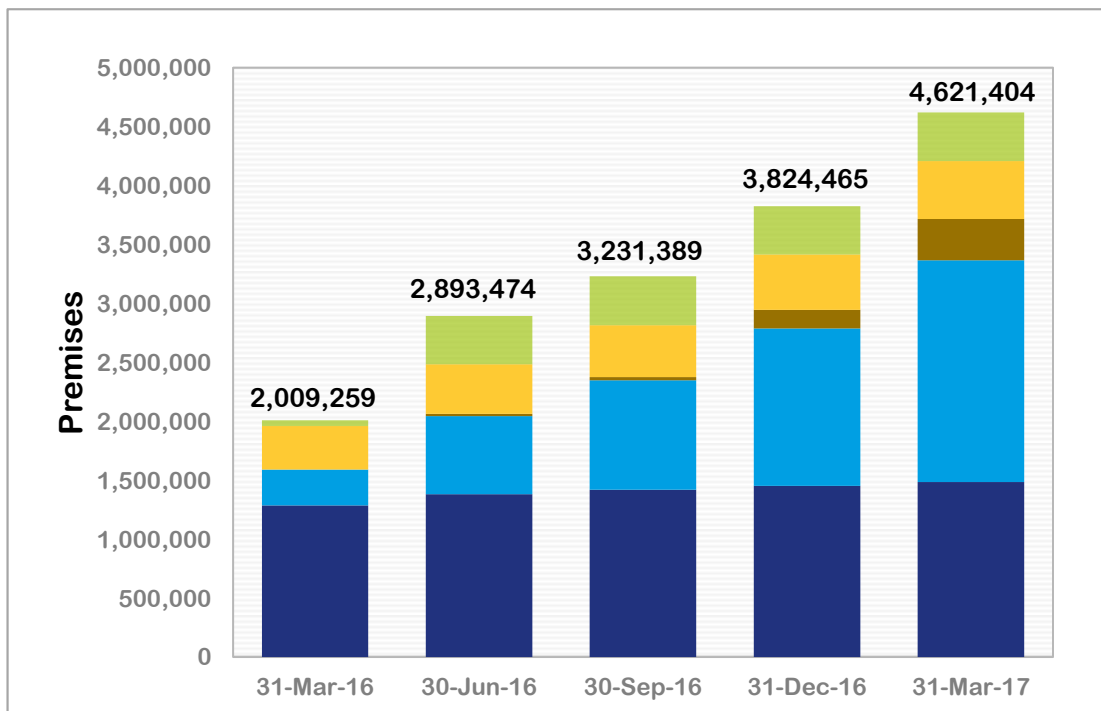
	As at		
	31-Mar-16	30-Jun-16	31-Mar-17
<b>Fixed Line speed tier mix (Mbps)</b>			
12/1	33%	32%	29%
25/5	47%	49%	52%
25/10	1%	1%	1%
50/20	4%	4%	4%
100/40	15%	14%	14%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

<b>Fixed Wireless speed tier mix (Mbps)</b>			
12/1	16%	16%	17%
25/5	83%	81%	78%
50/20	1%	3%	5%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

<b>Sky Muster™ Satellite Service speed tier mix (Mbps)</b>			
12/1	-	26%	34%
25/5	-	74%	66%
<b>Total</b>	<b>-</b>	<b>100%</b>	<b>100%</b>



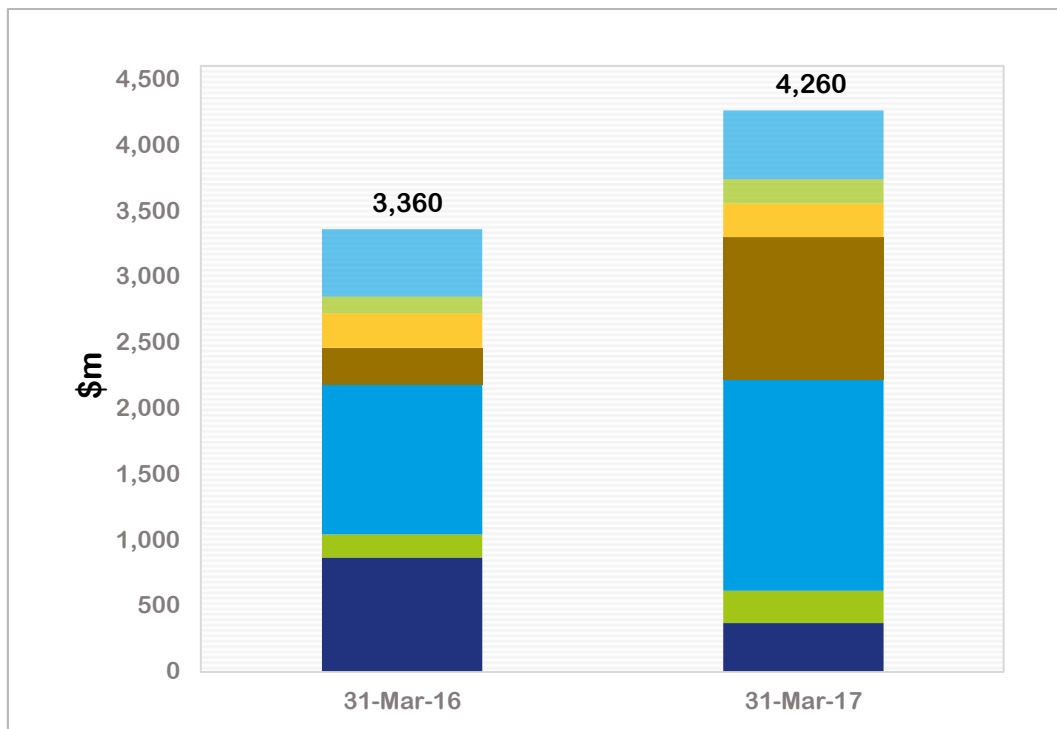
# Cumulative premises ready for service by quarter



Cumulative premises ready for service	As at		
	31-Mar-16	30-Jun-16	31-Mar-17
Satellite	48,000	409,959	413,601
Fixed Wireless	369,970	420,524	490,670
HFC	-	18,462	351,030
FTTN	303,708	662,729	1,882,045
FTTP	1,287,581	1,381,800	1,484,058
<b>Total</b>	<b>2,009,259</b>	<b>2,893,474</b>	<b>4,621,404</b>



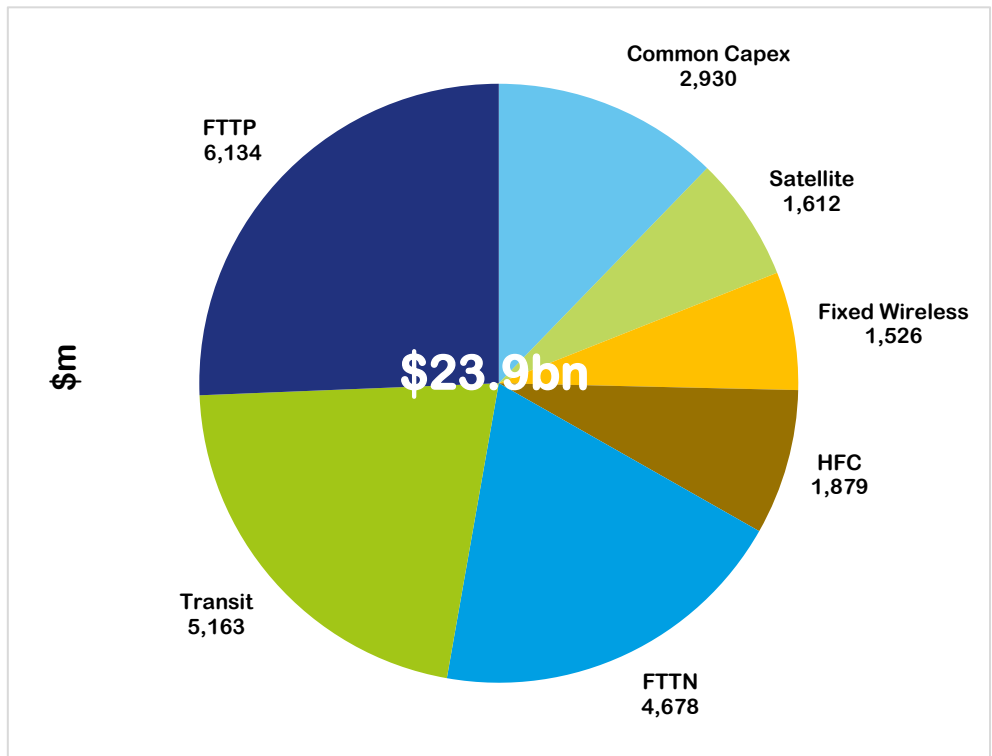
# Capital expenditure



	\$m	9 months to	
		31-Mar-16	31-Mar-17
Common Capex		515	523
Satellite		126	183
Fixed Wireless		262	256
HFC		277	1,079
FTTN		1,141	1,608
Transit		175	246
FTTP		864	365
<b>Total</b>		<b>3,360</b>	<b>4,260</b>



# Life-to-date PP&E and Intangible Assets\*

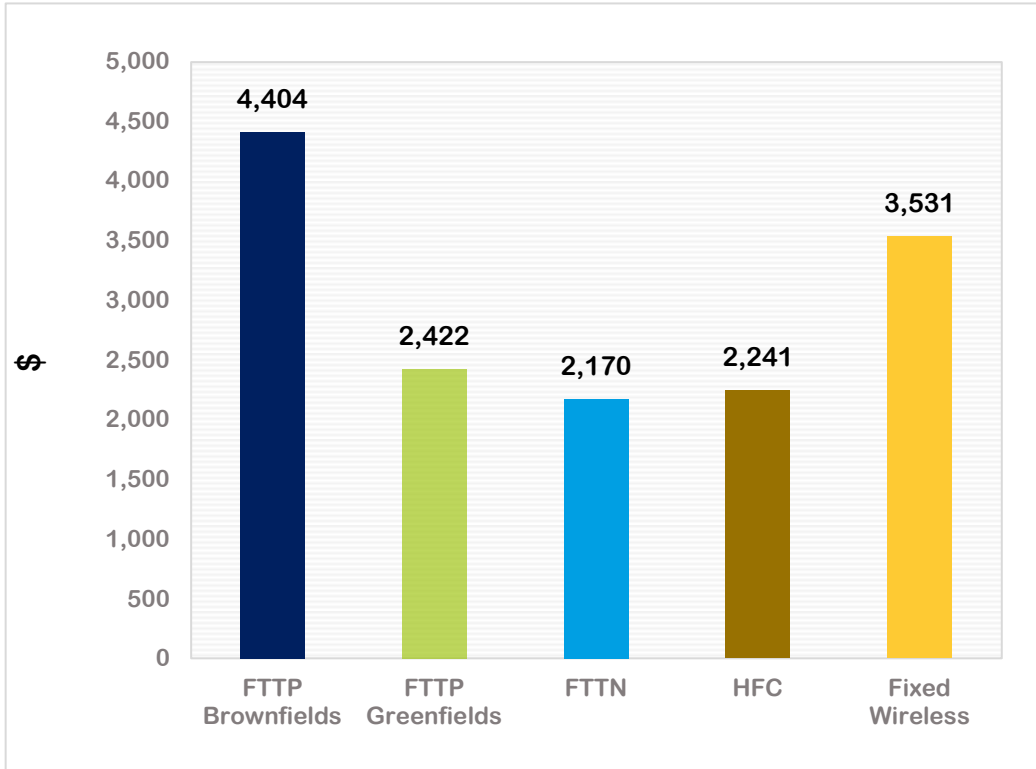


\$m	As at	
	30-Jun-16	31-Mar-17
Common Capex	2,386	2,930
Satellite	1,376	1,612
Fixed Wireless	1,256	1,526
HFC	607	1,879
FTTN	2,516	4,678
Transit	4,906	5,163
FTTP	5,751	6,134
<b>Total</b>	<b>18,798</b>	<b>23,922</b>

\*Property, plant and equipment includes additions of leased assets, gifted assets and items of property, plant and equipment classified as inventories.



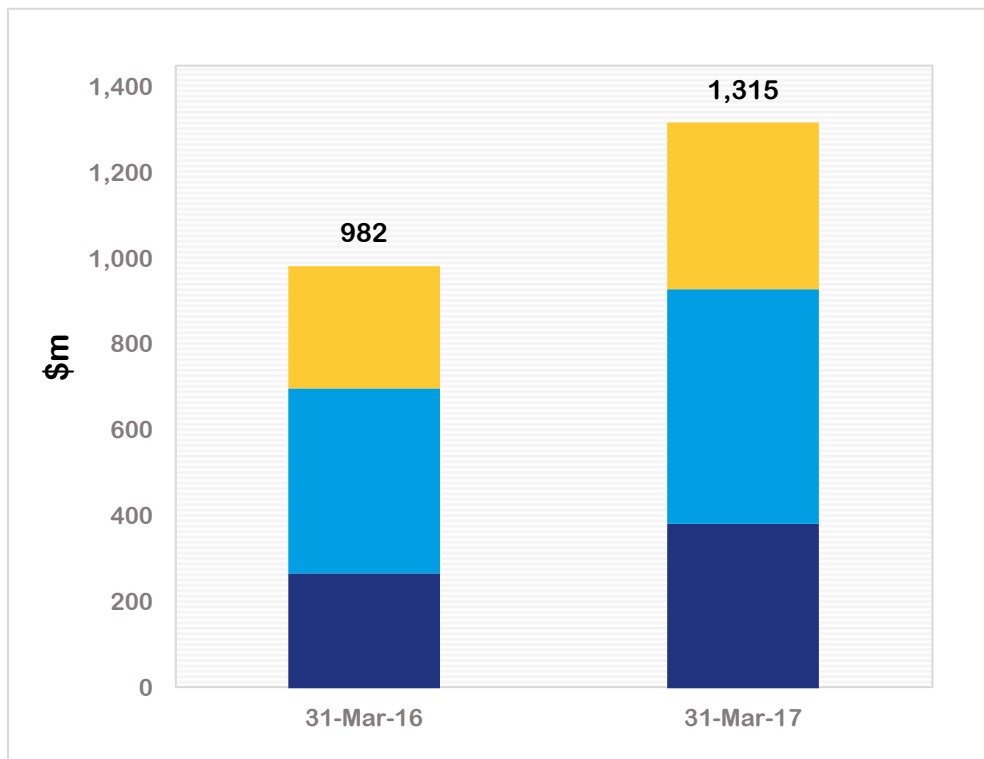
# Cost per premises



	\$	Life-to-date	
		30-Jun-16	31-Mar-17
FTTP Brownfields		4,411	4,404
FTTP Greenfields		2,608	2,422
FTTN		2,257	2,170
HFC		-	2,241
Fixed Wireless		3,559	3,531



# Operating expenses\*



	\$m	9 months to	
		31-Mar-16	31-Mar-17
Other Expenses		285	387
Employee Benefits Expenses		430	546
Direct Network Costs		267	382
<b>Operating Expenses</b>		<b>982</b>	<b>1,315</b>
<b>Subscriber Costs</b>		<b>364</b>	<b>1,018</b>
<b>Total Expenses</b>		<b>1,346</b>	<b>2,333</b>

\*Comparative figures have been adjusted to conform to the presentation of the current financial period where applicable.



# Financial summary

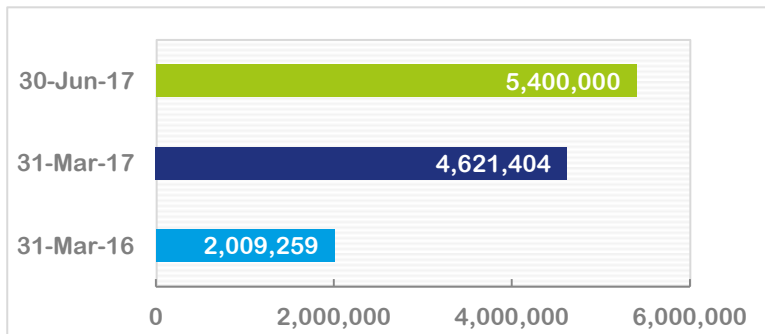
\$m	For the 3 months to			For the 9 months to		
	31-Mar-16*	31-Mar-17	Change (%)	31-Mar-16*	31-Mar-17	Change (%)
<b>Total Revenue</b>	111	262	136%	275	665	142%
<b>Total Expenses</b>	(494)	(926)	87%	(1,346)	(2,333)	73%
<b>EBITDA</b>	(383)	(664)	73%	(1,071)	(1,668)	56%
<b>Less: Subscriber Costs</b>	156	469	201%	364	1,018	180%
<b>Adjusted EBITDA</b>	(227)	(195)	(14%)	(707)	(650)	(8%)
<b>EBIT</b>	(603)	(1,046)	73%	(1,688)	(2,701)	60%

\$m	As at		
	31-Mar-16*	31-Mar-17	Change (%)
<b>Total Assets</b>	16,788	22,324	33%
<b>Contributed Equity</b>	18,085	25,465	41%

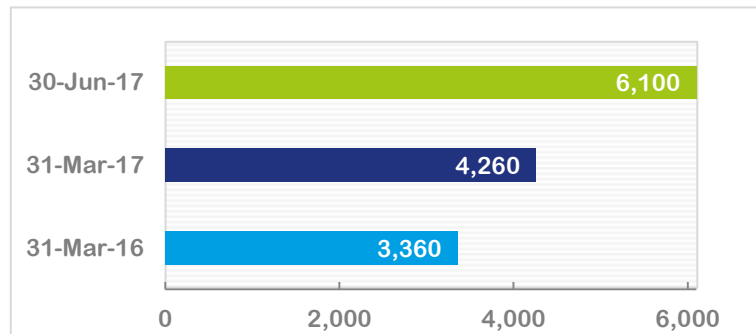
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# Progress as planned towards full year targets

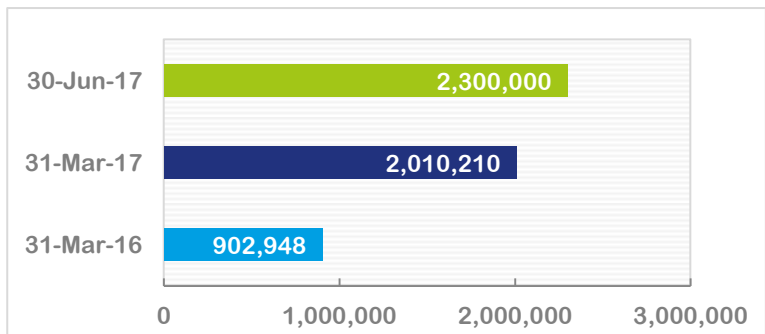
Premises ready for service



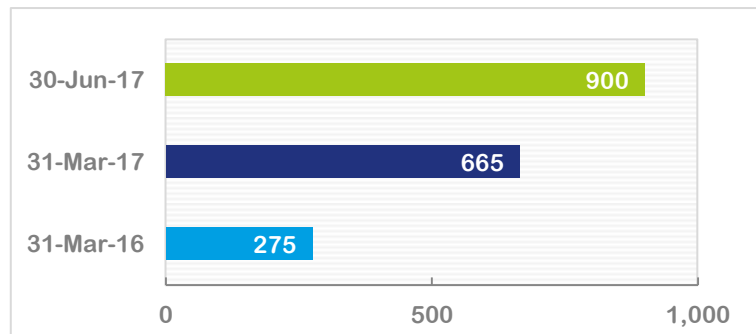
Capital expenditure (\$m)



Premises activated



Total revenue (\$m)



Actual YTD FY16

Actual YTD FY17

Corporate Plan FY17

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