Half year 2025 results

Disclaimer

Forward-looking statements

This presentation includes forward-looking statements. The forward-looking statements are based on assumptions and information known by Telstra as at the date of this presentation, are provided as a general guide only and are not guarantees or predictions of future performance. Telstra believes the expectations reflected in the forward-looking statements are reasonable as at the date of this presentation, but acknowledges they involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of Telstra, which may cause Telstra's actual results, performance and achievements to differ materially from those expressed in, or implied by, the forward-looking statements. These factors include: general economic conditions in Australia; competition in the markets in which Telstra operates; the continuing growth in the markets in which Telstra operates; the implications of regulatory risks in the businesses of Telstra; technological changes taking place in the telecommunications industry; future changes to Telstra's products and services; the risk of cyber and data security issues; the geopolitical environment (including impacts of sanctions and trade controls and broader supply chain impacts); exchange rates; the extent, nature and location of physical impacts of climate change and their impacts on our assets, service continuity and supply chain; electricity grid decarbonisation; and changes to forecast supply chain emissions including but not limited to failure of third parties to achieve contractual environmental targets or milestones that have direct or indirect impact on our environmental modelling.

A number of these risks, uncertainties and other factors are described in the "Chair's message", "CEO's message", "Our material risks", "Outlook" and "Acting on climate and nature" sections of Telstra's Annual Report which was lodged with the ASX on 28 August 2024 and is also available on Telstra's Investor Centre website www.telstra.com.au/aboutus/investors.

In addition, there are particular risks and uncertainties in connection with the implementation of Telstra's T25 strategy (T25). Those risks include the response of customers to changes in products and the way Telstra interacts with customers as Telstra moves to a digital operating model, the risks of disruption from changes in Telstra's ways of working, and Telstra's ability to execute and manage the elements of T25 in a sequenced, controlled and effective manner and realise the planned benefits, cost savings and growth opportunities.

Due to the inherent uncertainty and limitations in measuring or quantifying greenhouse gas (GHG) emissions under the calculation methodologies used in the preparation of such data, all GHG emissions data or references to GHG emissions volumes (including ratios or percentages) in this presentation are estimates. The accuracy of Telstra's GHG emissions data and other metrics may be impacted by various factors, including inconsistent data availability, a lack of common definitions and standards for reporting climate-related information, quality of historical emissions data, reliance on assumptions and changes in market practice. These factors may impact Telstra's ability to meet commitments and targets or cause Telstra's results to differ materially from those expressed or implied in this presentation. There may also be differences in the manner that third parties calculate or report GHG emissions data compared to Telstra, which means that third party data may not be comparable to our data.

In FY23 Telstra finalised the acquisition of Digicel Pacific. Telstra is working to determine the necessary actions to incorporate Digicel Pacific in its existing climate scenario analysis, climate risk financial quantification, adaptation planning, emissions reduction plans and to gather the relevant activity data to calculate Digicel Pacific's scope 1, 2 and 3 emissions profile in line with the GHG Protocol so that Digicel Pacific can be integrated into emissions disclosures and targets. The disclosures in this presentation in relation to the matters noted above do not include Digicel Pacific unless otherwise stated.

Telstra does not provide financial guidance beyond the current financial year. Telstra's financial ambitions and growth ambitions across our portfolio are not guidance and there are greater risks and uncertainties in connection with these ambitions.

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Defined terms are set out on the slide "Glossary".

Group performance results

Telstra uses non-IFRS financial information (being "Underlying EBITDA", " Underlying EBITDAaL", "Underlying NPAT" "Underlying EPS", "Underlying ROIC", "Underlying income", "EBITDAaL" and "FCFaL before strategic investment") as measures to better reflect what Telstra considers to be its underlying performance. This non-IFRS financial information is consistent with how management reviews financial performance with the Board and the investment community. We include these measures in this presentation to help readers better compare our underlying financial performance with that of previous periods. Underlying EBITDA and FCFaL before strategic investment also show how the business performed on the same basis as the guidance we provided to the market. Underlying earnings before interest, taxes, depreciation and amortisation (Underlying EBITDA) is used to assess our operational profitability. EBITDA after leases (EBITDAaL) and Underlying EBITDAaL are used to assess our operational profitability after leases. Underlying net profit after tax (Underlying NPAT) is used to assess our operational financial performance and reflects underlying EBITDA less interest, tax, depreciation and amortisation. Underlying earnings per share (Underlying EPS) is used to assess our operational financial performance on a per share basis. Underlying return on invested capital (Underlying ROIC) is used to assess our efficiency at allocating capital and reflects underlying net operating profit after tax (Underlying NOPAT) as a percentage of total capital. Underlying income is used to assess our operational income performance (excluding finance income). Free cashflow after lease payments (FCFaL) before strategic investment is used to assess our underlying cash generation and reflects operating cash flows, less investing cashflows, less payments for lease liabilities and less strategic investment. All non-IFRS underlying measures and FCFaL before strategic investment exclude material one-offs such as mergers and acquisitions, disposals, impairments, spectrum, restructuring costs and such other items as determined by the Board and management. An explanation of each adjustment and a reconciliation to our reported IFRS financial information for Underlying EBITDA and FCFaL before strategic investment is set out in the "Guidance versus reported results" schedule. This schedule has been reviewed by our auditors. Underlying NPAT and Underlying EPS are similarly set out in the "Underlying earnings" slide, "Underlying ROIC" in "Supporting calculations (continued)" slide and "Underlying income" in "Product framework – Income" slide. These slides have not been reviewed by our auditors.

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Information in this presentation, including forward-looking statements and guidance, should not be considered as investment, tax, legal or other advice. You should make your own assessment and seek independent professional advice in connection with any investment decision.

Unaudited information

All forward-looking figures and proforma statements in this presentation are unaudited and based on A-IFRS unless otherwise indicated. Certain figures may be subject to rounding differences. All market share information in this presentation is based on management estimates having regard to internally available information unless otherwise indicated.

Other information

All amounts are in Australian Dollars unless otherwise stated.

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Half year 2025 results

Vicki Brady – Chief Executive Officer

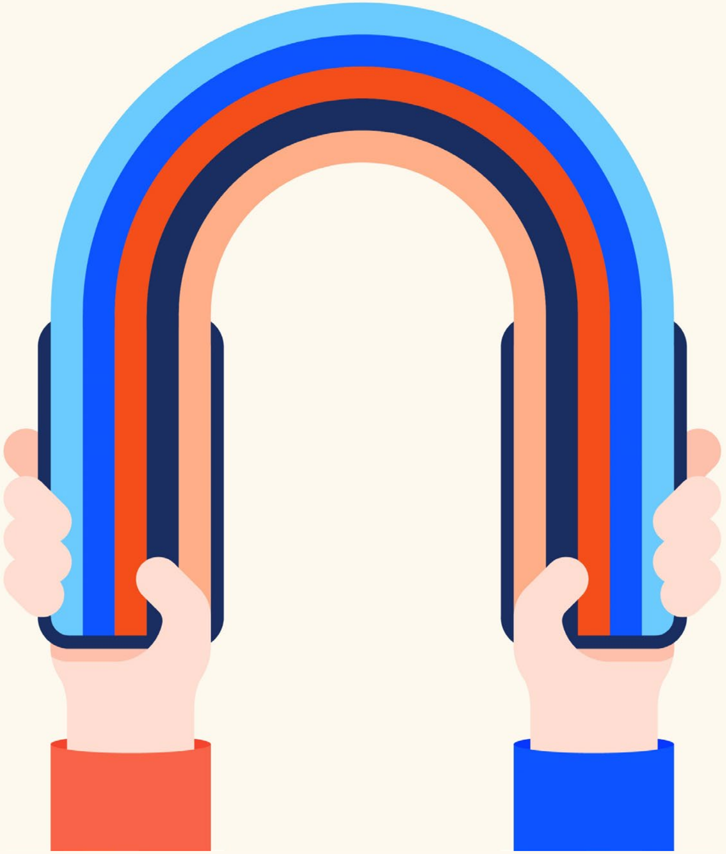
Telecommunications has a critical role to play in Australia's future

Unlocking the potential of AI to drive productivity and growth

- Artificial Intelligence (AI) needs to be underpinned by secure and reliable connectivity
- This translates to massive demand for digital infrastructure assets

Accelerating our AI leadership

- To deliver on the connectivity demands of the future, we need to be a leader in AI
- We will tap into the global best to help reach our customer experience and network leadership ambitions faster



Half year 2025 results

1H25 EBITDA $4.2b +6.0%	1H25 NPAT $1.1b +7.1%	1H25 EPS 8.9cps +6.0%	1H25 ROIC 8.0% +0.2pp
Episode NPS Improved 3 points last 12 months	T25 strategy On track	Interim dividend 9.5cps +5.6% fully franked	On-market share buy-back Up to $750m

Half year 2025 results

Underlying EBITDA[1,2] growth on PCP

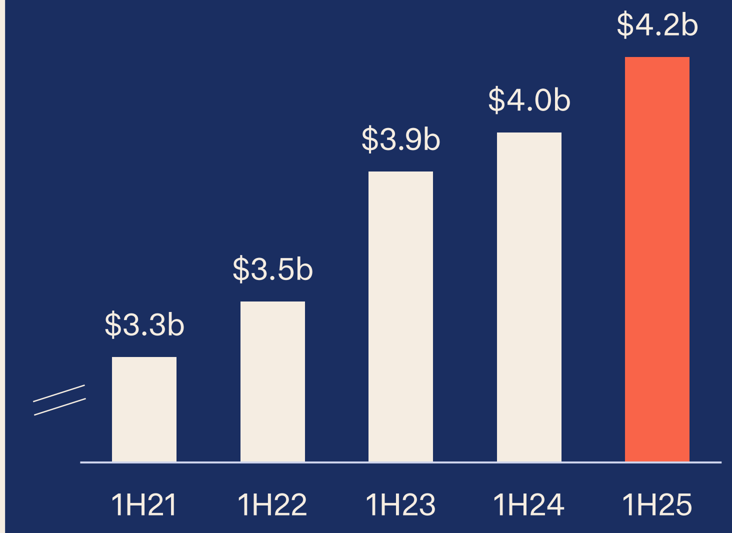
- **Mobile:** $92m or 3.7%
- **InfraCo Fixed:** $58m or 7.0%
- **Fixed-C&SB:** $78m or 74%
- **Fixed-Enterprise:** $25m or 35%
- **International:** $29m or 8.4%

Cost-out

- 1H25 core fixed costs reduced by $161m or 4.8% on PCP
- $283m core fixed cost reduction achieved since FY22
- On track for $350m core fixed cost reduction ambition to the end of FY25

Underlying EBITDA[1,2]

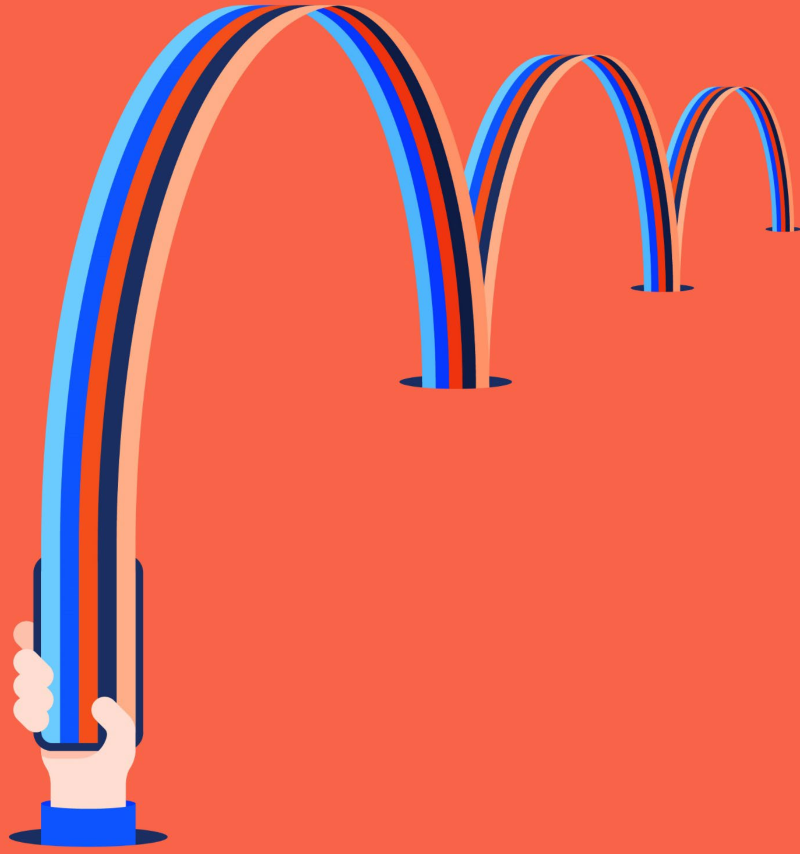
6% CAGR 1H21 to 1H25



1. Refer to definition in the Glossary.
2. Refer to Half-year results and operations review - guidance vs reported results reconciliation which details the adjustments made for the current and comparative period to reflect performance on the basis on which we provided guidance to the market for FY25 (set out in our ASX announcement titled “Financial results for the half-year ended 31 December 2024” lodged with the ASX on 20 February 2025).

Investing in connectivity

- **Invested more than $40b in capex and spectrum over the last decade**
- **Australia's biggest investor in digital infrastructure. Intercity fibre network:**
  - Seven routes under construction connecting major capital cities and more than 3,000 km fibre in the ground (as at February 2025)
  - Sydney to Canberra, and Melbourne to Canberra routes ready for service in 2025
- **Australia's largest mobile network:** 3 million km^2 or 99.7% population coverage
  - Our mobile network covers more than double the area of Optus's network and around three times the area of the Vodafone/TPG network
- **Australia's largest 5G network with 91% population coverage and 60% of our total network traffic over 5G in December 2024**
- **Extending our partnership with Ericsson to deliver advanced 5G performance**
- **Completed closure of 3G network and commenced redeploying spectrum**
- **Announced collaboration with SpaceX's Starlink for direct-to-handset text messaging**

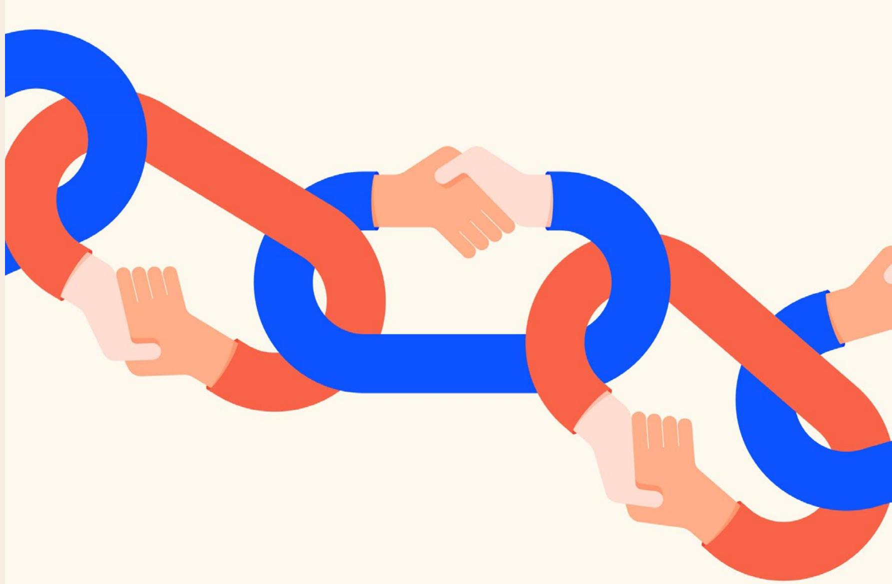


Supporting customers

- **Episode NPS**
  - Improved 3 points last 12 months
  - Improved 1 point last 6 months
- **On track to help 1m customers in vulnerable circumstances stay connected by the end of FY25**
- **Safeguarding our customers**
  - Expanded Scam Indicator to landlines and mobile
  - Introduced new Fraud Indicator product
  - Launched Device Security Essentials and introduced Scam Protect
  - Cleaner Pipes initiative continues to block millions of scam calls, texts and emails

Supporting Australians

- **Returned >$1b to shareholders in dividends in the last six months benefiting >16m Australians**
- **Announced up to $750 million on-market share buy-back**
- **Disaster preparedness**
  - Committed to upgrade >1k payphones in disaster prone areas by mid 2025
  - Expanded our use of portable Starlink kits for priority locations like evacuation centres and town centres
- **>24k Australian based employees (FTE) – including across around 270 retail stores and onshore call centres**
- **Supported renewable energy projects worth >$1.4b**



Outlook

Finishing T25 strongly

- Lifting customer experience
- Delivering financial growth and value from our world-leading mobile network and infrastructure
- Continuing the reset of our Enterprise business
- Delivering on our commitment to simplify our operations and improve our productivity

Looking beyond

- Our digital infrastructure and network will be increasingly important to Australia's future prosperity
- We will continue to invest sustainably to deliver for our customers, our shareholders and for Australia

Half year 2025 results

Michael Ackland – Chief Financial Officer

Income statement

Continued profitable growth in line with strategy

	1H24	1H25	Change
Total income[1]	$11.7b	$11.8b	0.9%
Operating expenses	$7.7b	$7.6b	-1.8%
EBITDA	**$4.0b**	**$4.2b**	**6.0%**
Underlying EBITDA[1,2]	**$4.0b**	**$4.2b**	**5.8%**
D&A	$2.2b	$2.4b	7.6%
EBIT	**$1.8b**	**$1.8b**	**4.1%**
Net finance costs	$0.3b	$0.3b	-0.3%
Income tax expense	$0.4b	$0.4b	-0.2%
NPAT	**$1.0b**	**$1.1b**	**7.1%**
Profit for TLS shareholders[1]	**$1.0b**	**$1.0b**	**6.5%**
EPS (cents)	8.4	8.9	6.0%
DPS (cents)	9.0	9.5	5.6%

- Earnings growth across key products and strong cost discipline, partly offset by higher D&A
- D&A higher with spectrum acquisitions in recent periods and ongoing shift to shorter asset lives
- Finance costs broadly flat
- Effective tax rate of 27.1% (1H24 28.6%)
- Earnings per share (EPS) of 8.9c up 6.0%
- Dividends per share (DPS) of 9.5c up 5.6%

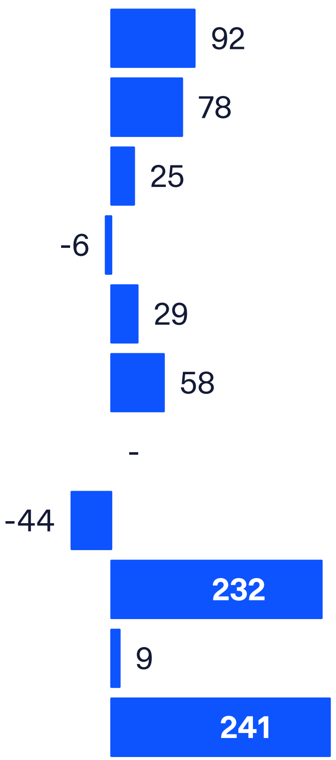
1. Refer to definition in the Glossary.
2. Refer to Half-year results and operations review - guidance vs reported results reconciliation which details the adjustments made for the current and comparative period to reflect performance on the basis on which we provided guidance to the market for FY25 (set out in our ASX announcement titled “Financial results for the half-year ended 31 December 2024” lodged with the ASX on 20 February 2025).

EBITDA by product

Earnings growth across almost all products

	1H24	1H25	Change
Mobile	$2,510m	$2,602m	3.7%
Fixed-C&SB	$105m	$183m	74.3%
Fixed-Enterprise	$71m	$96m	35.2%
Fixed-Active Wholesale	$52m	$46m	-11.5%
International	$344m	$373m	8.4%
InfraCo Fixed	$834m	$892m	7.0%
Amplitel	$187m	$187m	-
Other[1]	-$87m	-$131m	-50.6%
Underlying[2]	**$4,016m**	**$4,248m**	**5.8%**
Guidance adjustments[3]	-$9m	-	n/m
Reported	**$4,007m**	**$4,248m**	**6.0%**

Change $m



- Underlying EBITDA[2] growth of $232m or 5.8%
- Mobile growth from more users and ARPU growth
- Fixed-C&SB growth from ARPU and productivity
- Fixed-Enterprise growth following strong cost action
- International growth in Wholesale & Enterprise; Digicel Pacific release of earn-out provision
- InfraCo Fixed growth from ongoing infrastructure demand and operating leverage
- Amplitel flat reported results, underlying growth excluding gains from customer contracts in PCP
- Other lower due to $47m tower access gain in PCP not repeated this half, and higher FX cost

1. Other includes miscellaneous, Telstra Energy, Telstra Health and internal items.
2. Refer to definition in the Glossary.
3. Refer to Half-year results and operations review - guidance vs reported results reconciliation which details the adjustments made for the current and comparative period to reflect performance on the basis on which we provided guidance to the market for FY25 (set out in our ASX announcement titled “Financial results for the half-year ended 31 December 2024” lodged with the ASX on 20 February 2025).

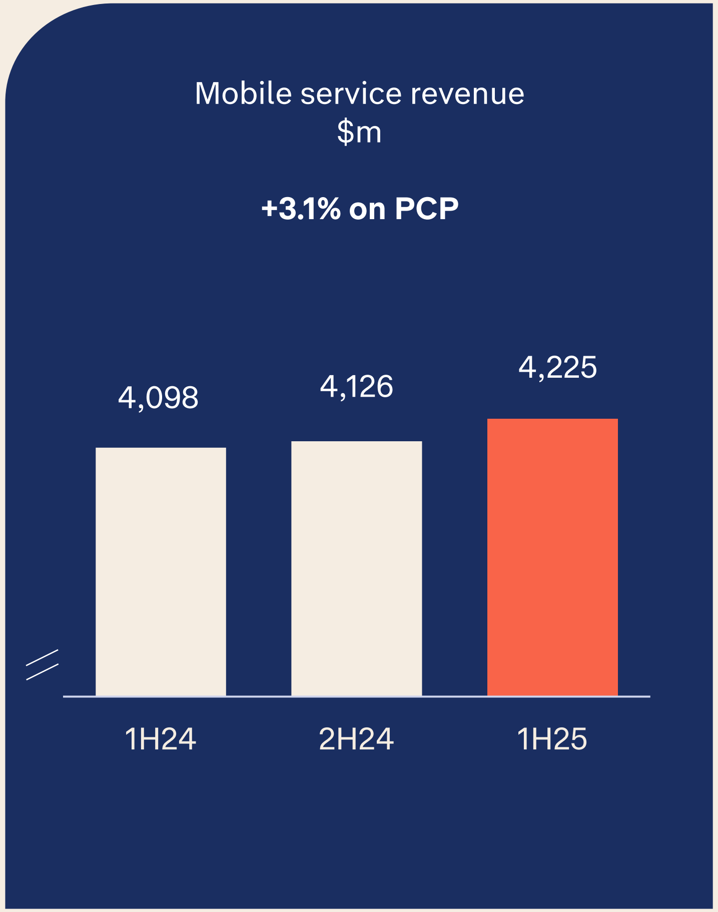
Mobile

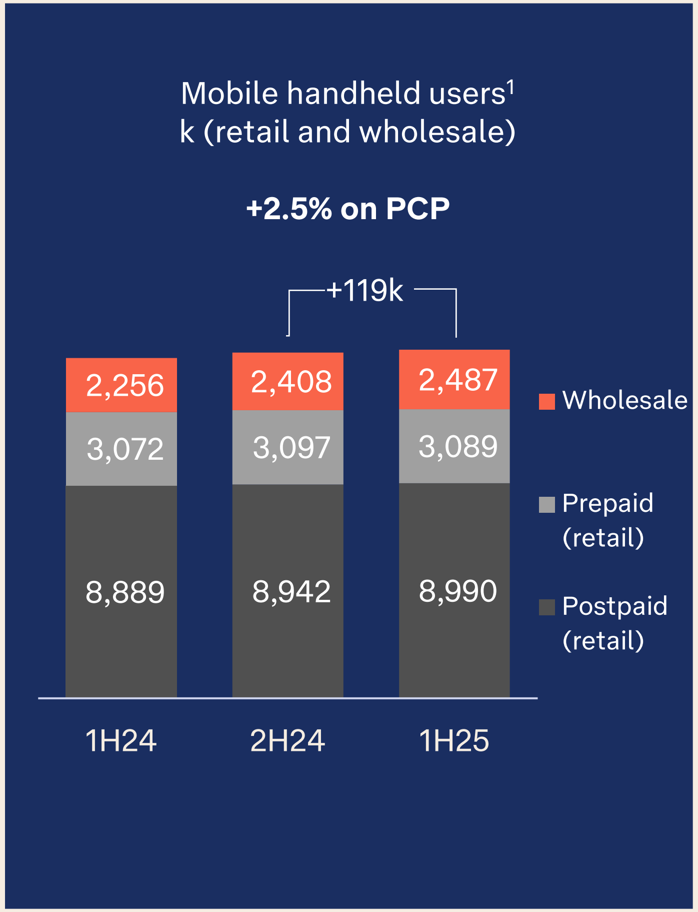
Ongoing growth supported by demand, network leadership and market leading brands

$5.6b
1H25 Income ▲5%

$2.6b
1H25 EBITDA ▲4%

- Mobile service revenue 3.1% growth supported by handheld user price changes and wholesale, partly offset by mobile broadband
- Mobile handheld users 2.5% growth across postpaid, prepaid and wholesale
- Sustained average revenue per user growth
  - Prepaid handheld 6.5% growth from price rises
  - Wholesale ~6% growth including from plan mix
  - Postpaid handheld 0.8% growth with Consumer and Small Business price rises from September 2024 partly offset by Enterprise
- Hardware revenue growth of 10.9%





1. Wholesale includes postpaid mobile handheld services in operation (SIOs) and prepaid mobile handheld unique users (UU).

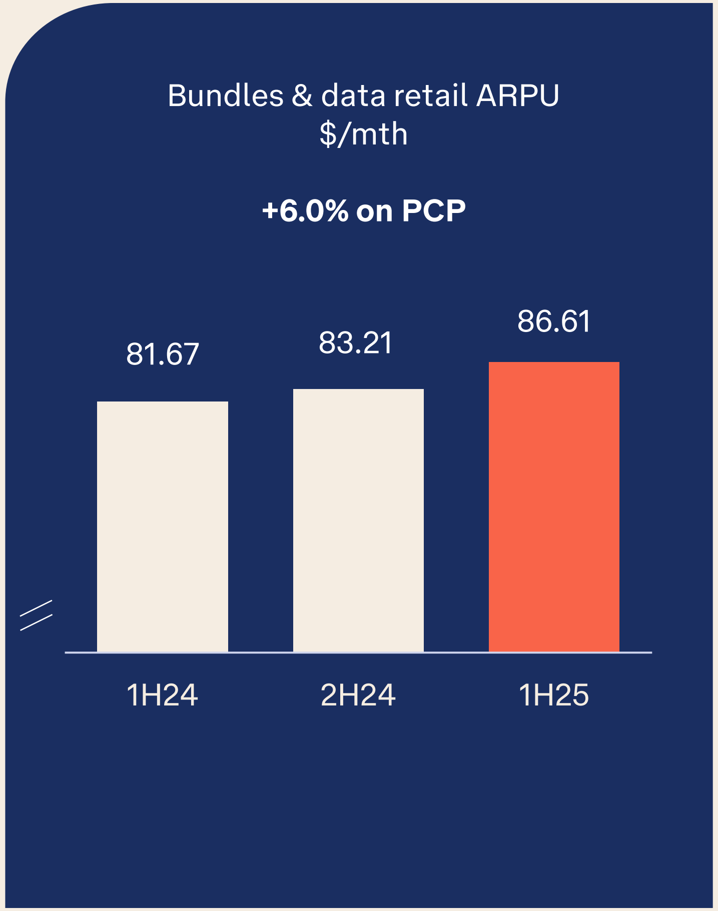
Fixed – C&SB

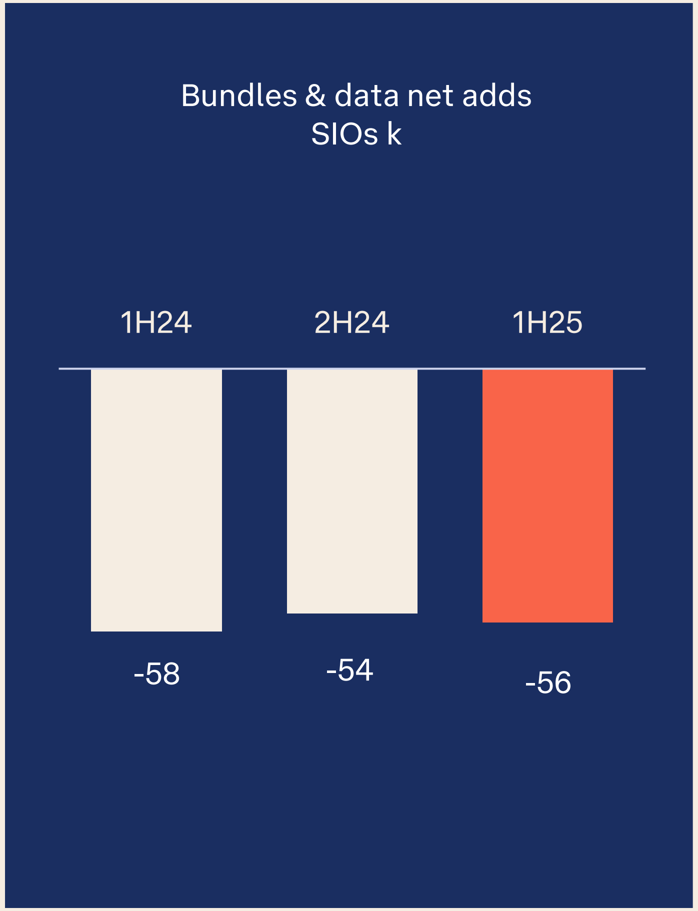
Track record of earnings growth with strong ARPU growth and continued cost discipline

$2.2b
1H25 Income ▼2%

$183m
1H25 EBITDA ▲74%

- EBITDA growth from price rises and margin expansion as well as fixed wireless growth, partly offset by ongoing SIO decline
- Bundles & data ARPU growth reflects price rises across Telstra branded (November 2023, July 2024) and Belong
- Bundles and data SIO decline continues despite growth in fixed wireless and satellite internet net adds





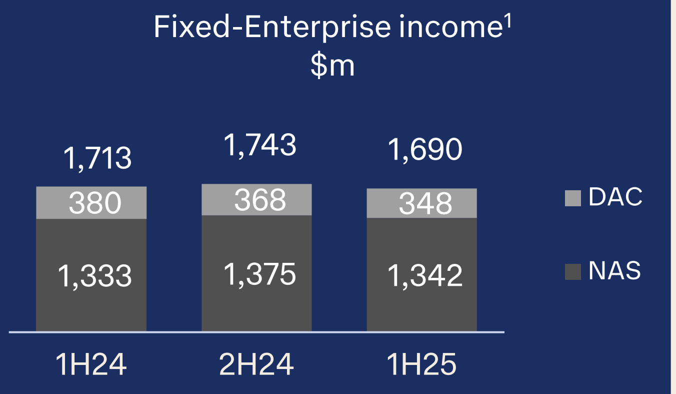
Fixed – Enterprise

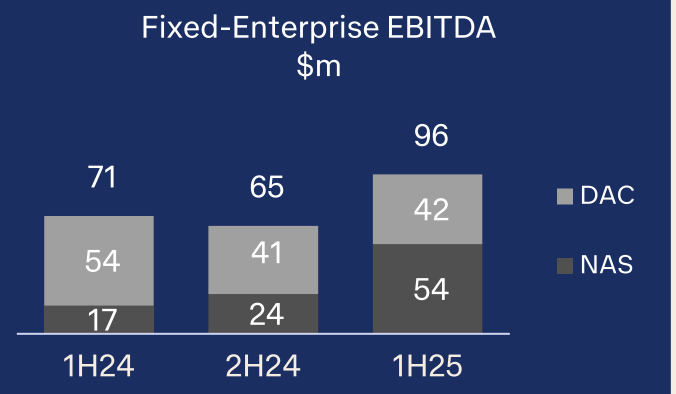
Cost reduction offsets continued decline in connectivity and calling

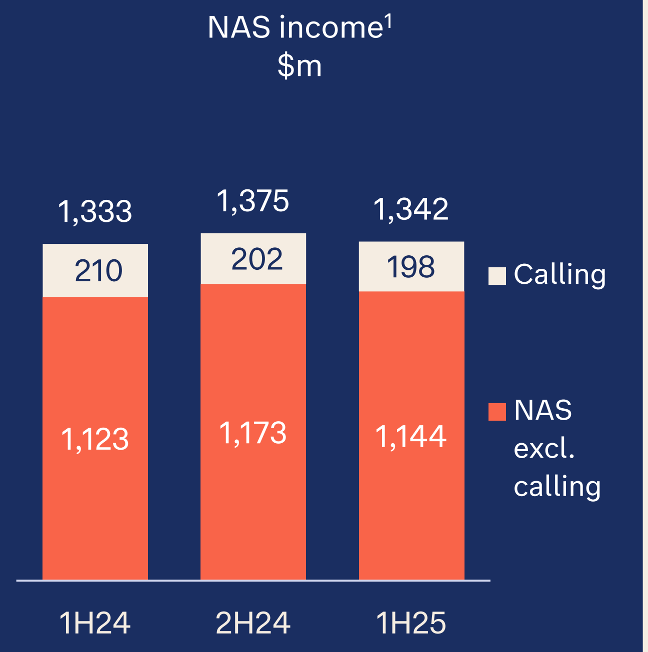
$1.7b
1H25 Income[1] ▼1%

$96m
1H25 EBITDA ▲35%

- Fixed-Enterprise income[1] decline with DAC and NAS[1] including calling headwinds
- Data and Connectivity (DAC) income and EBITDA decline with continued ARPU compression and technology change, as expected
- Network Applications & Services (NAS) income[1] impacted by product exits, decline in professional services and continued structural decline in calling, offset by Versent contribution
- NAS EBITDA increase from cost reduction; continued focus on portfolio simplification and cost reset







1. FY24 underlying income excludes income associated with M&A as a guidance adjustment (1H24 $15m; 2H24 $66m). 1H25 includes $70m income from prior year acquisitions.

International

Growth in Wholesale & Enterprise; headwinds in Digicel Pacific offset by release of earn-out provision

A$1.3b
1H25 Income ▼ 5%

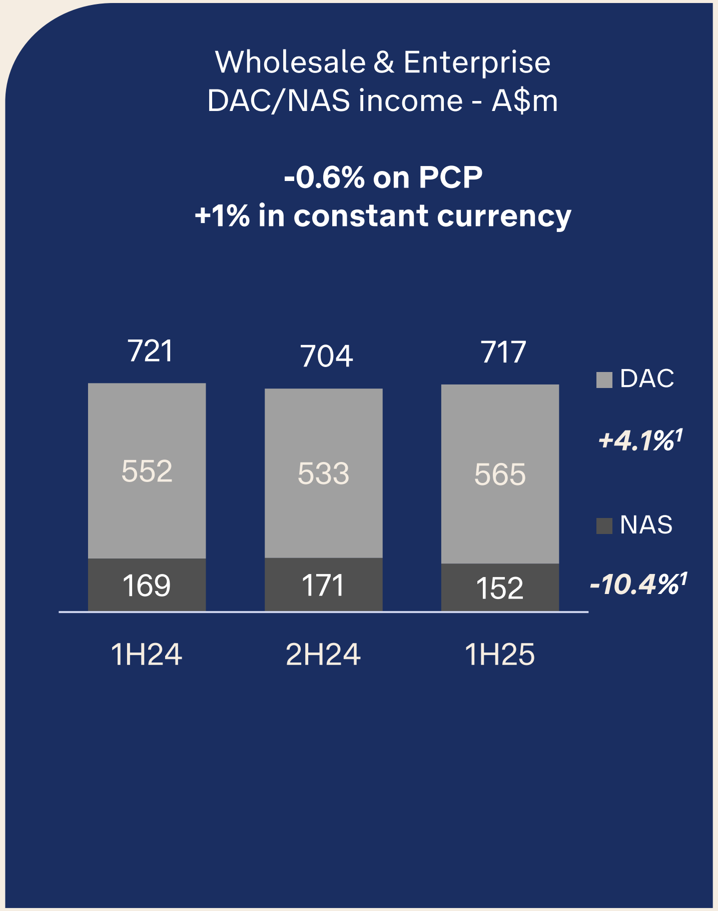
A$373m
1H25 EBITDA ▲ 8%

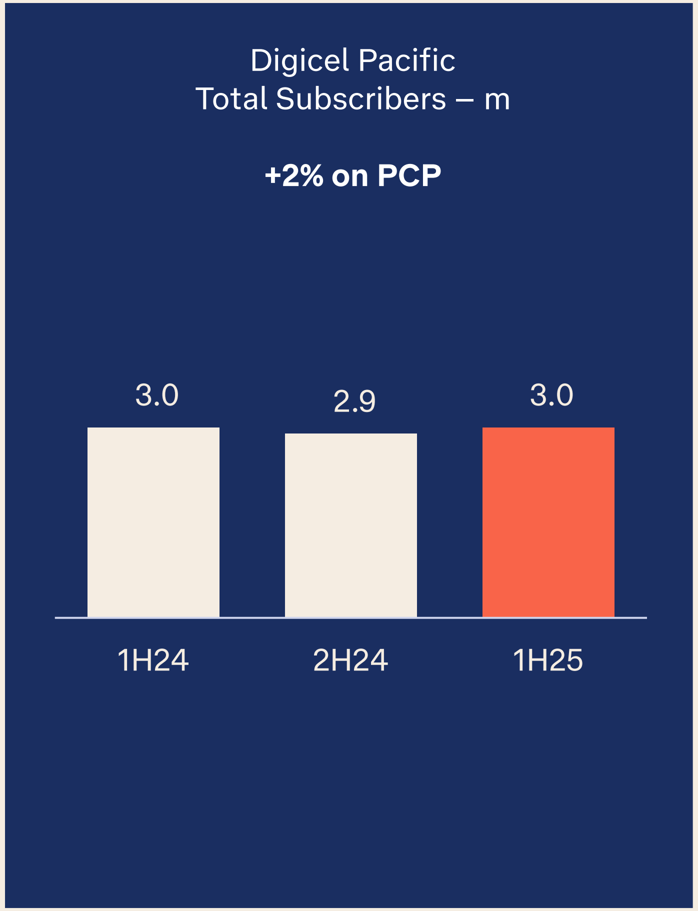
Wholesale & Enterprise results reflect continued demand growth and lower costs

- External income decline with DAC growth offset by fall in NAS and legacy voice
- EBITDA growth of 9% with improved product mix and cost savings

Digicel Pacific:

- Trading results impacted by headwinds in PNG and hub markets; 3.0m total subscribers
- Reported EBITDA up 8% reflecting release of remaining earn-out provision; excluding earn-out EBITDA down 3% in constant currency





1. Change compared to prior corresponding period in constant currency.

Infrastructure

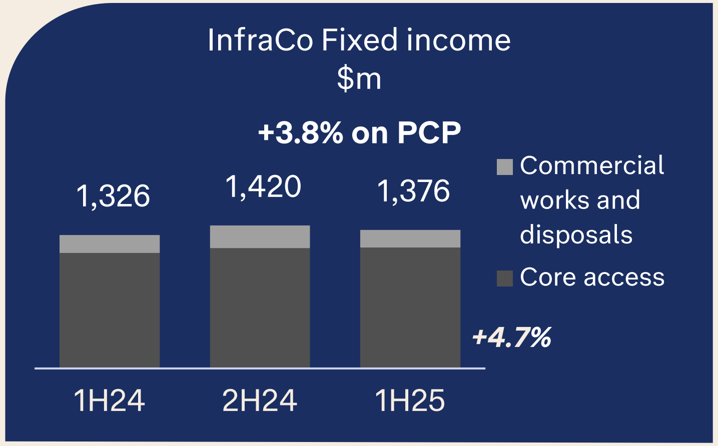
Growth from ongoing demand for digital infrastructure and contractual nbn indexation

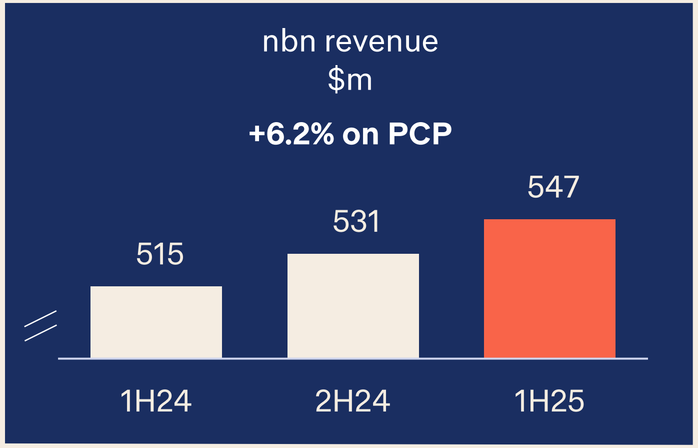
InfraCo Fixed:

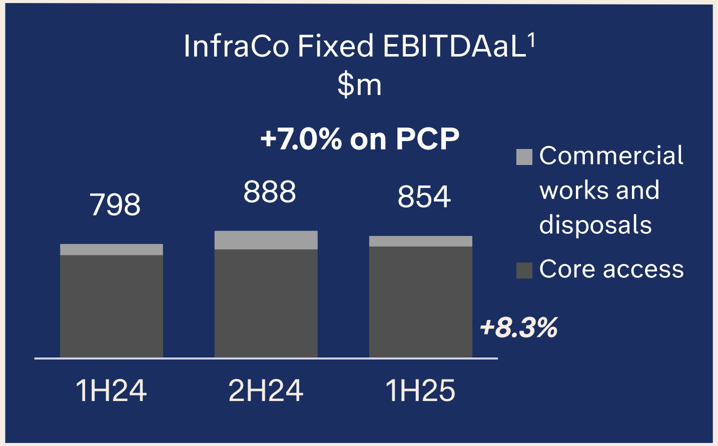
- 3.8% income growth with higher core access revenue
- 8.3% core access EBITDAaL[1] growth driven by ongoing infrastructure demand, higher contractual income from nbn and lower operating costs

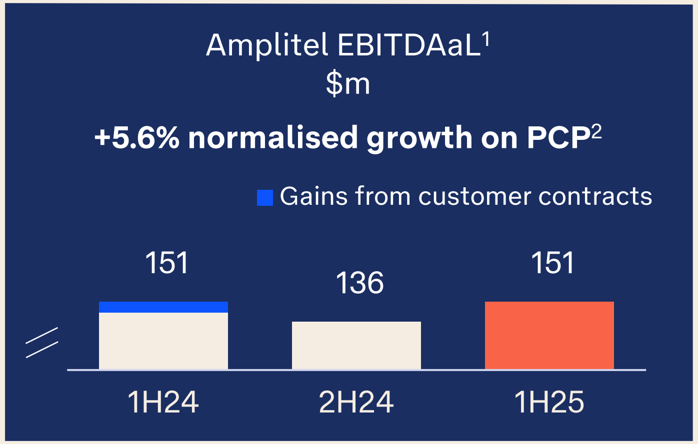
Strong demand for Amplitel new and existing towers including 5G expansion; normalised EBITDAaL growth of 5.6%[2]

Strategic investments for intercity fibre network and Viasat projects; $1.6b investment FY23-FY27 with mid-teens IRR









1. Refer to definition in the Glossary.
2. Excludes gains from customer contracts in 1H24 of $8m.

Key strategic investments – intercity fibre and Viasat

Key financial metrics

$1.6b
Total capex FY23 - FY27
$560m FY23/FY24, $300m - $500m FY25
Remainder FY26/FY27

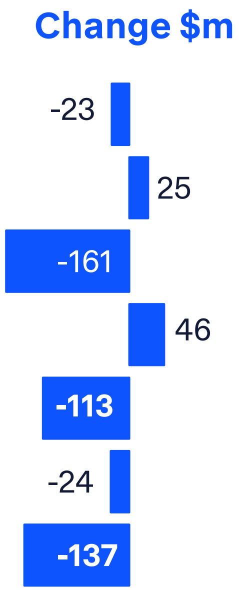
Mid-teens
Expected IRR

~9 year
Cash payback

First routes
Ready For Service in CY25

Strong reduction of operating costs

Operating expenses	1H24	1H25	Change
nbn payments	$1,012m	$989m	-2.3%
Non-nbn sales costs	$2,935m	$2,960m	0.9%
Fixed costs – core	$3,343m	$3,182m	-4.8%
Fixed costs – other[1]	$384m	$430m	12.0%
Underlying	**$7,674m**	**$7,561m**	**-1.5%**
Restructuring & guidance adj[2]	$24m	-	n/m
Reported	**$7,698m**	**$7,561m**	**-1.8%**



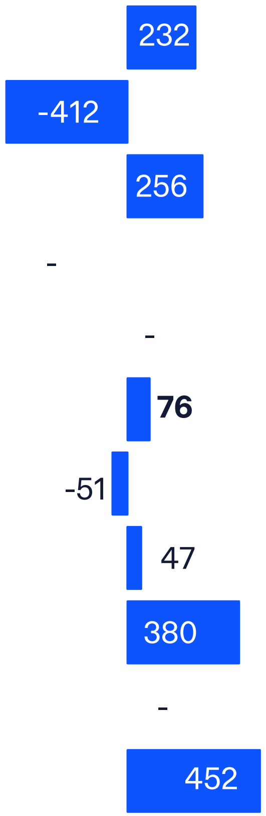
- Total operating expenses declined with productivity more than offsetting inflation, growth in acquired business and FX losses
- nbn payments broadly in line with lower SIOs
- Non-nbn sales costs increased largely due to mobile volumes partially offset by lower consumer content & services costs. NAS sales cost broadly flat
- Fixed costs - core declined as productivity and BAU redundancy timing more than offset inflation
- Fixed costs - other increased due to inclusion of prior year acquisitions, corporate adjustments and increased Telstra Health costs

1. Fixed costs - other includes Telstra Health, corporate adjustments and prior year acquisitions including Digicel Pacific, Versent and Telstra Business Technology Centres.
2. Refer to Half-year results and operations review - guidance vs reported results reconciliation which details the adjustments made for the current and comparative period to reflect performance on the basis on which we provided guidance to the market for FY25 (set out in our ASX announcement titled “Financial results for the half-year ended 31 December 2024” lodged with the ASX on 20 February 2025).

Free cashflow growth

Free cashflow[4]	1H24	1H25	Change
Underlying EBITDA	**$4,016m**	**$4,248m**	**5.8%**
Working capital and other[1]	-$317m	-$729m	n/m
Tax paid	-$524m	-$268m	48.9%
Capex (excl. Spectrum & Strategic)[2]	-$1,814m	-$1,814m	-
Lease payments	-$355m	-$355m	-
FCFaL[3] before strategic investment[3]	**$1,006m**	**$1,082m**	**7.6%**
Strategic investment[3]	-$51m	-$102m	-100.0%
Spectrum	-$103m	-$56m	45.6%
M&A / asset sales	-$371m	$9m	n/m
Lease payments	$355m	$355m	-
Operating less investing cashflow	**$836m**	**$1,288m**	**54.1%**

Change $m



- FCFaL[3] before strategic investment[3] growth from higher Underlying EBITDA and lower tax; FY25 guidance of $3.0b to $3.4b reaffirmed
- Working capital and other reflects cash outflow related to FY24 restructuring costs of ~$300m, normal seasonality in inventory, and growth in handset receivables
- Tax paid lower due to timing with refund in December 2024 (1H25) vs January 2024 (2H24)
- Strategic investment[3] supports future earnings growth
- M&A cash flow reflects $134m proceeds from Ventures Fund II and -$125m to acquire Boost Mobile; 1H24 included -$269m for Versent acquisition

1. Includes working capital movement from operating activities, investing cash flows (other than capex and M&A / asset sales), and other non-cash EBITDA items.
2. Represents cash outlay for capital expenditure during the period, excluding spectrum and strategic investment.
3. Refer to definition in the Glossary.
4. Non-controlling interests dividends paid in financing activities (not in table) of $82m in 1H25 ($85m 1H24) include to Amplitel and exchange trust minorities.

Strong capital position and liquidity

Capital position		1H24	FY24	1H25
Net debt		$15.1b	$15.8b	$16.3b
Average cost of debt[1]		5.0%	5.0%	5.0%
Average debt maturity (years)[1]		3.6	3.8	4.3
Average maturity of hedge (years)[1]		3.6	3.7	3.5
Fixed rate debt as % of total debt[1]		54%	57%	67%
Financial parameters[2]	**Comfort zones**			
Debt servicing	1.5 - 2.0x	1.9x	2.1x[3]	1.9x
Gearing	50% to 70%	46%	48%	49%
Interest cover	>7x	11.9	11.0	11.3
Ratios				
BAU capex[4] to sales		16.0%	15.1%	14.3%
ROE[4]		12.6%	10.7%	13.8%
ROIC[4]		7.8%	6.8%	8.0%
Underlying ROIC[4]		7.8%	8.3%	8.0%

- Net debt increased ~$0.5b since FY24 largely due to normal seasonality of FCFaL
- Average cost of debt flat at 5.0%
- Strong liquidity with $1.0b cash and $3.0b of unused committed facilities
- Balance sheet strength and flexibility. Financial parameters within or better than comfort zones
- Credit ratings: S&P A- and Moody's A2
- BAU capex[4] of $1,631m in 1H25 (guidance basis) and 14.3% BAU capex to sales; 15.2% capex to sales including strategic investment[4]
- Underlying ROIC[4] grew to 8.0% with higher earnings

1. As at period end, excludes leases and other financial liabilities. Average cost of debt measure is calculated on average total debt on issue over the reporting period.
2. Debt servicing calculated as net debt over EBITDA. Gearing calculated as net debt over total net debt and equity. Interest cover calculated as EBITDA over net interest expense (excluding capitalised interest, revaluation impacts on our borrowings and derivatives and other non-cash accounting impacts).
3. FY24 Debt servicing 1.9x on underlying basis calculated as net debt over Underlying EBITDA (excluding restructure and impairments).
4. Refer to definition in the Glossary.

FY25 guidance

	FY24	1H25	FY25 guidance[1]
Underlying EBITDA[2]	$8.2b	$4.2b	**$8.5b to $8.7b**
Business-as-usual capex[3]	$3.4b	$1.6b	**$3.2b to $3.4b**
Strategic investment[5]	$0.3b	$0.1b	**$0.3b to $0.5b**
Free cashflow after lease payments (FCFaL)[4] before strategic investment[5]	$3.2b	$1.1b	**$3.0b to $3.4b**

1. This guidance excludes material one-offs, such as mergers and acquisitions, disposals, impairments, spectrum, restructuring costs and such other items as determined by the Board and management.
2. Underlying EBITDA excludes guidance adjustments.
3. BAU capex is measured on an accrued basis and excludes spectrum, guidance adjustments, strategic investment, externally funded capex and capitalised leases.
4. Free cashflow after lease payments defined as ‘operating cash flows’ less ‘investing cash flows’ less ‘payments for lease liabilities’ and excludes spectrum and guidance adjustments. FY25 FCFaL guidance includes around $300m cash outflow related to FY24 restructuring costs.
5. Strategic investment capex is measured on an accrued basis and relates to the intercity fibre network and Viasat projects.

Thank you

For more information refer to:

www.telstra.com.au/aboutus/investors

Appendix

Telstra at a glance

Size and scale[1]

>1m shareholders	$46b market capitalisation	Public ASX20 company
FY24 $23b total income	A-/A2 investment grade rating from S&P and Moody's	

Network[1]

Australia's largest mobile network – our mobile network covers more than double the area of Optus's network and around three times the area of the Vodafone/TPG network

250,000km optical fibre network in Australia	Own or operate 400,000km of subsea cable and 2,000 POPs

Customers and people[1]

24.6m retail mobile services 2.5m wholesale mobile unique users	3.5m C&SB bundle and data, and voice only services	146k Enterprise data and connectivity services
Employee engagement score of 78	Around 270 retail stores in Australia	Presence in >30 countries and territories outside Australia

1. As at end of 1H25 unless otherwise noted.

T25 strategy

Our purpose and behaviours	**To build a connected future so everyone can thrive**		
	Look Beyond	**Work as One**	**Make a Difference**
Our strategic pillars	An exceptional **customer experience** you can count on	Leading **network & technology solutions** that deliver your future	Sustained **growth and value** for our shareholders
	The place you want to work		
	Excelling at new ways of working	Accelerating digital leadership	Doing business responsibly

Our businesses

Consumer	**Business**	**Enterprise**	**New Markets**	**International**	**Infrastructure**

Sustainability

Creating a better digital world[1]

Our 5G footprint covers 91% of the Australian population – 95% ambition by end FY25	Expanded mobile coverage by 360,000 km^2 since FY21 to 3m km^2
Helped >900k customers in vulnerable circumstances stay connected in 1H25	Supported 509k Australians to grow their digital skills since FY21

Sustaining our planet[1]

Reduced absolute scope 1+2 emissions by 37% (towards a 70% target by 2030) and reduced absolute scope 3 emissions by 37% (towards a 50% target by 2030) by end of FY24 – both from FY19 baseline*

TIME Magazine World's Most Sustainable Companies 2024	Financial Times Asia-Pacific Climate Leaders 2024
On track to achieve 90% network waste recycling rate in FY25	On track to reuse or recycle 650k mobile phones, modems and other devices in FY25

Doing business responsibly[1]

Spent >$25m with First Nations businesses in 1H25	Completed 57 independent third-party supply chain audits across 29 suppliers in FY24**
New Enterprise Agreements maintaining industry-leading terms and conditions	Reduced TIO referral complaints by more than two-thirds since FY21

FY24 sustainability disclosures and 2024 Chief Customer Advocate report on customer vulnerability available at telstra.com.au/sustainability/report

1. As at end of 1H25 unless otherwise noted.
* Excludes Digicel Pacific.
** Telstra led 6 audits and 51 audits were led by peers from the JAC (Joint Audit Cooperation) group.

Capital management framework

	Fiscal discipline		
Objectives	**Maximise returns for shareholders**	**Maintain financial strength**	**Retain financial flexibility**

Principles

1. Committed to balance sheet settings consistent with an A band credit rating
2. Maximise fully-franked dividend and seek to grow over time[1]
3. Ongoing business-as-usual capex of ~$3b p.a. excluding spectrum[2]
4. Invest for growth and return excess cash to shareholders

1. The dividend is subject to no unexpected material events and is subject to Board discretion having regard to financial and market conditions, business needs and maintenance of financial strength and flexibility consistent with Telstra's capital management framework.
2. BAU capex is measured on an accrued basis and excludes spectrum, guidance adjustments, strategic investment, externally funded capex and capitalised leases.

Customer experience

Driven by product simplification, onshore call centres, in-house stores and digitisation

Increased digitisation

- **C&SB: 60% services and 95% sales on new digital stack**
- **84% key service interactions available digitally**
- **8.8m active digital C&SB users**
- **5.9m Telstra Plus members** – 79% engagement

Episode NPS at record highs and complaints reduced

- **Episode NPS**
  - improved 3 points last 12 months
  - improved 1 point last 6 months
- **C&SB TIO complaints**
  - 6% lower 1H25 on FY24
  - more than two-thirds lower than FY21
- **96% Enterprise billing complaints resolved in one billing cycle in Q2 FY25**

Cyber security important to us and our customers

- **Extended Scam Indicator to landlines and mobile**
- **Introduced new Fraud Indicator product**
- **Launched Device Security Essentials and introduced Scam Protect**
- **Cleaner Pipes initiative continues to block millions of scam calls, texts and emails**

Network and technology solutions

Driven by network expansion including 5G and digital infrastructure

Investment in network leadership and resilience

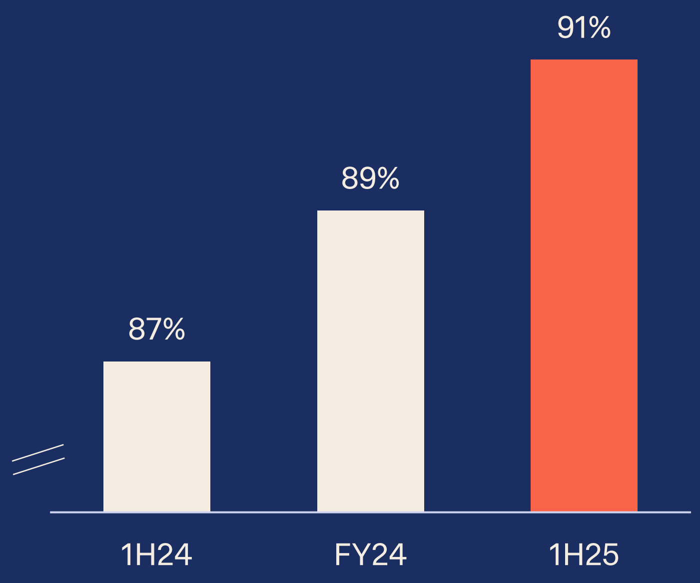
- **Mobile coverage expanded to 99.7% population coverage or 3 million km^2** – added 360,000 km^2 since FY21
- **Australia's largest 5G network with 91% population coverage**
- **60% mobile traffic on 5G in December 2024**
- **Completed closure of 3G network and commenced redeploying spectrum**
- **umlaut – "Best in Test" (Nov 2024) for 7th consecutive year.** Also "Best in voice" and "Best in crowd-sourced quality"

Satellite and digital infrastructure

- **Satellite Internet** – Consumer home and Enterprise products released
- **Announced collaboration with SpaceX's Starlink for direct-to-handset text messaging**
- **Build progressed on intercity fibre network**
  - Seven routes under construction connecting major capital cities
  - >3,000 km fibre in the ground (as at February 2025)
- **We operate APAC's largest subsea cable network**

5G population coverage

1H25 +4pp on 1H24



Growth and value

Driven by continued profitable growth in line with strategy

Growth

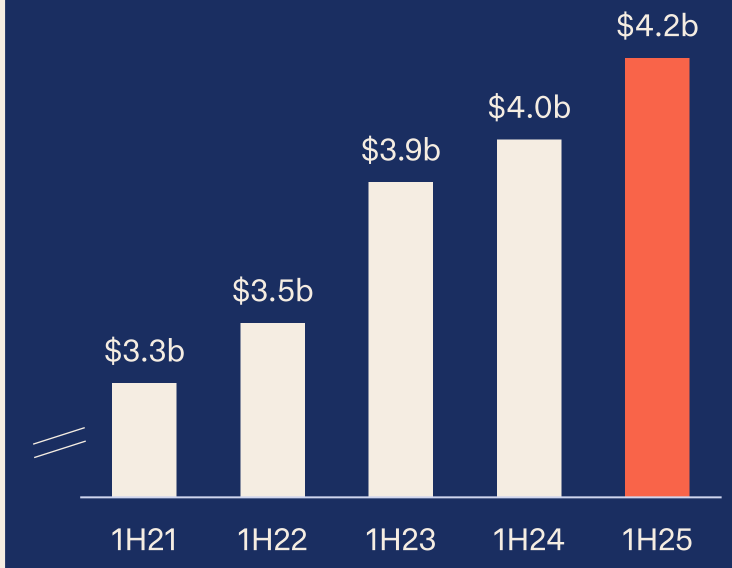
- **Underlying EBITDA[1] 5.8% growth on PCP:** on track for mid-single digit CAGR ambition to FY25
- **Underlying EPS[1] 6.0% growth on PCP.** 16% CAGR from FY21 to 1H25 (annualised): on track for high-teens CAGR ambition to FY25
- **Underlying ROIC[1] 8.0%:** 0.2pp growth on PCP

Cost discipline

- 1H25 core fixed costs reduced by $161m on PCP with productivity partly offset by inflation
- $283m core fixed cost reduction achieved since FY22
- On track for $350m core fixed cost reduction ambition to the end of FY25

Underlying EBITDA[1]

6% CAGR 1H21 to 1H25



1. Refer to definition in the Glossary.

The place you want to work

Driven by digital leadership and doing business responsibly

New ways of working

- **Employee engagement score of 78** – in top quartile globally
- **Uplifted operational excellence capability through our dedicated learning academy**
- **63% Agile teams at Level 4 Maturity**
- **Direct software engineering workforce delivered 2x strategic development work since FY21**
- **Launched Big Three behaviours and habits in FY24** – Look Beyond, Work as One and Make a Difference

Digital leadership / AI

- **AI leadership accelerated through our Accenture partnership**
- **75% key processes enhanced/improved using AI** – on track for 100% by the end of FY25
- **On track to release API-first products in FY25**
- **First Australian company, and 6th globally to join UNESCO's Business Council for AI**
- **Scaled up rollout of AskTelstra and One Sentence Summary to frontline teams**

Doing business responsibly

- **Increased our absolute scope 1+2 emissions reduction target to at least 70% by 2030** from FY19 baseline
- **Reduced our absolute scope 1+2 emissions by 37% and reduced absolute scope 3 emissions by 37% by end of FY24** – both from FY19 baseline
- **Supported renewable energy projects worth >$1.4b**
- **Helped >900k customers in vulnerable circumstances stay connected in 1H25**
- **Supported 509k Australians to build digital skills since end of FY21**

T25 scorecard

Our commitments and metrics

Customer experience

- Market leading CX with
  - eNPS >40 by FY25
  - sNPS uplift of +25 by FY25
- Getting it right for customers
  - >90% 'Once and Done' by FY25 (C&SB)
  - 90% rating in support and engagement by FY25 (TE)
- Reduce our complaints
  - One-third by FY23, 50% by FY25 (C&SB)
  - >95% of billing disputes will be resolved in 1 cycle by FY25 (TE)
- Grow Telstra Plus members (#) and engagement (%)
  - 5.4m and 70% by FY23
  - 6m and 80% by FY25
- Grow digitally active users by 2m to 8.5m FY25 (C&SB)
- Improve availability of infra. assets for customers, by FY25
  - 250 new towers
  - 20,000km of fibre deployed*

Network & Technology

- Network leadership; by FY25:
  - ~95% pop. coverage for 5G
  - >80% of traffic on 5G
  - 3G closed in FY24
- Win majority of key surveys for best fixed/ mobile network including
  - Coverage, and
  - Overall customers speeds for mobile FY23-FY25
- Double metro cell sites by FY25 to densify the network*
- Expand regional coverage
  - 100,000km^2 new coverage by FY25

Growth and value

- Underlying EBITDA
  - $7.5-8.0b by FY23
  - Mid-single digit CAGR FY21 to FY25
- Underlying ROIC
  - ~8% by FY23
  - Grow beyond to FY25
- Underlying EPS: High-teens CAGR FY21 to FY25
- Maximise fully-franked dividend and seek to grow over time
- Maintain cost discipline
  - $350m net fixed cost out from FY23 to FY25 while investing for growth**
  - Maintain leading operating cost metrics for full-service telco
- Maximise value from infra.
  - Amplitel EBITDAaL CAGR – low-to-mid single digit
  - InfraCo Fixed EBITDAaL CAGR – low-single digit

New ways of working

- Remain at 90th percentile employee engagement (equivalent to high-performance norm)
- Improve agile maturity of teams, with 70% scoring above 4 by FY25
- Halve our time to market for products and services from FY22 to FY25
- 50% increase in representation of Data & Analytics workforce by FY25
- Direct software engineering workforce delivering ~2x the percentage of strategic development work by FY25

Digital leadership

- All key service transactions with customers are capable of being conducted digitally by FY25
- 100% of key business processes enhanced/ improved using AI by FY25
- Reach top 20% in Digital Capability Index by FY25
- 100% API-first architecture for customer management, product development, and external monetisation
- Move ~90% of applications to the public cloud by FY25*

Responsible business

- Enable renewable energy generation equivalent to 100% of our consumption by 2025
- Reduce our absolute scope 1+2 emissions by 70% by 2030 (from FY19)
- Reduce our absolute scope 3 emissions by 50% by 2030 (from FY19)
- Increase digitally active customers by 2m, including building digital skills for 500k Australians, by FY25
- Help keep 1m customers in vulnerable circumstances connected each year from FY22-25
- 4-7pt uplift in RepTrak reputation score by FY25

Legend

- On track for delivery
- Progress made but below target***
- Not on track
- Completed
- Completed after due date
- Target removed

Note: Commitments are baselined to FY21, except where stated otherwise and see disclaimer slide in relation to financial ambitions.

* Fibre deployed target removed in August 2023 due to our focus on the highest priority routes. Double metro cell sites target removed in August 2023 due to technology review. Public cloud target removed in August 2024 due to shift to a hybrid cloud strategy.

** Net fixed cost target reduced from $500m in May 2024.

*** Progress made but below target: this status is used when the end of FY25 outlook is that we will fail to meet the target but with at least 50% progress made compared to the FY21 baseline.

T25 outcomes – progress

Strategic pillars	Commitments & metrics	Progress
An exceptional **customer experience** you can count on	Market leading CX with • eNPS >40 by FY25 • sNPS uplift of +25 by FY25	• Episode NPS +47. Improved 3 points on 1H24 and 1 point on FY24 • Strategic NPS uplift of 4 points FY21 to 1H25. Improved 1 point on 1H24 and 1 point on FY24
	Getting it right for customers • >90% 'Once and Done' by FY25 (C&SB) • 90% rating in support and engagement by FY25 (TE)	• C&SB 'Once and Done' improved 1pp on FY24 to 82% (FY24 81%, FY23 69%, FY22 63%) • Enterprise support and engagement improved 1pp on FY24 to 68% (FY24 67%, FY23 61%, FY22 60%)
	Reduce our complaints • One-third by FY23, 50% by FY25 (C&SB) • >95% of billing disputes will be resolved in 1 cycle by FY25 (TE)	• C&SB TIO referral complaints reduced by more than two-thirds on FY21. Average 2.9 C&SB TIO referral complaints per 10k SIOs (FY24 3.1, FY23 3.6, FY22 5.5, FY21 9.4) • 96% Enterprise billing disputes resolved in 1 cycle in Q2 FY25 (Q4 FY24 97%, Q2 FY24 96%)
	Grow Telstra Plus members (#) and engagement (%) • 5.4m and 70% by FY23 • 6m and 80% by FY25	• 5.9m Telstra Plus members (FY24 5.7m, FY23 5.1m, FY22 4.5m) • 79% engagement Telstra Plus customers (FY24 77%, FY23 69%, FY22 65%)
	Grow digitally active users by 2m to 8.5m FY25 (C&SB)	• 8.8m C&SB digitally active users (FY24 8.1m, FY23 7.4m, FY22 7.1m)
	Improve availability of infra. assets for customers, by FY25 • 250 new towers • 20,000km of fibre deployed*	• 337 new towers built since FY21 (FY24 267, FY23 175, FY22 84) • Build progressed on intercity fibre network: >3,000km of fibre in the ground (as at February 2025)

Note: Commitments are baselined to FY21, except where stated otherwise and see disclaimer slide in relation to financial ambitions.

* Fibre deployed target removed in August 2023 due to our focus on the highest priority routes.

T25 outcomes – progress (cont.)

Strategic pillars	Commitments & metrics	Progress
Leading network & technology solutions that deliver your future	Network leadership; by FY25: • ~95% pop. coverage for 5G • >80% of traffic on 5G • 3G closed in FY24	• Australia's largest 5G network with 91.0% population coverage (FY24 89.3%, FY23 85.3%) • 60% traffic on 5G (FY24 54%, FY23 41%, FY22 22%) • 3G closed in October 2024
	Win majority of key surveys for best fixed/ mobile network including • Coverage, and • Overall customers speeds for mobile FY23-FY25	• Mobile: 2024 umlaut Best in Test for 7th consecutive year. Also awarded Best in voice and Best in crowd-sourced quality (Nov 2024) • Mobile: Highest in 5G Availability in umlaut Competitive Network Survey (Dec 2024) • Fixed: Ranked #2 tier for Netflix ISP Speed Index (Dec 24) • Fixed: We continue to meet or exceed our advertised typical busy-period speeds on all nbn plans on a 12-week rolling average basis
	Double metro cell sites by FY25 to densify the network*	• Metro mobile cell sites: FY24 5,855, FY23 5,716, FY22 5,319, FY21 5,133. Double metro cell site target removed in August 2023 due to technology review
	Expand regional coverage • 100,000km^2 new coverage by FY25	• 360,000km^2 coverage added since FY21 – total mobile coverage 3.0m km^2 (FY24 2.88m km^2, FY21 2.64m km^2)

Note: Commitments are baselined to FY21, except where stated otherwise and see disclaimer slide in relation to financial ambitions.

* Double metro cell sites target removed in August 2023 due to technology review.

T25 outcomes – progress (cont.)

Strategic pillars	Commitments & metrics	Progress
Sustained **growth and value** for our shareholders	Underlying EBITDA • $7.5-8.0b by FY23 • Mid-single digit CAGR FY21 to FY25	• FY23 Underlying EBITDA[1] $7.95b • 1H25 Underlying EBITDA[1] growth of 5.8% on PCP to $4,248m • Underlying EBITDA 6% CAGR FY21 to 1H25 (annualised)
	Underlying ROIC • ~8% by FY23 • Grow beyond to FY25	• FY23 Underlying ROIC[1] 8.1% • 1H25 Underlying ROIC[1] growth of 0.2pp to 8.0% (1H24 7.8%, FY24 8.3%)
	Underlying EPS: High-teens CAGR FY21 to FY25	• Underlying EPS[1] 16% CAGR FY21 to 1H25 (annualised) • Underlying EPS[1]: 1H25 8.9 cents (FY24 18.5 cents, 1H24 8.4 cents, FY23 17.5, FY22 14.4 cents, FY21 9.7 cents)
	Maximise fully-franked dividend and seek to grow over time	• 1H25 fully franked dividend 9.5 cps (FY24 18 cps, 1H24 9 cps, FY23 17 cps, FY22 16.5 cps)
	Maintain cost discipline • $350m net fixed cost out from FY23 to FY25 while investing for growth** • Maintain leading operating cost metrics for full-service telco	• Core fixed costs decreased $161m on PCP to $3,182m (Core fixed costs: FY24 $6,541m, 1H24 $3,343m, FY23 $6,622m, FY22 $6,663m) • $283m net fixed cost out achieved from FY23 to 1H25 • Third quartile in FY22 cost benchmarking
	Maximise value from infra. • Amplitel EBITDAaL CAGR – low-to-mid single digit • InfraCo Fixed EBITDAaL CAGR – low-single digit	• 1H25 Amplitel EBITDAaL 5.6% growth (1H25 $151m, FY24 $280m, 1H24 $143m, FY23 $250m) excluding gains from customer contracts not repeated this half • 1H25 InfraCo Fixed EBITDAaL 8.3% growth excluding commercial & recoverable works and legacy network disposals

1. Refer to definition in the Glossary.

Note: Commitments are baselined to FY21, except where stated otherwise and see disclaimer slide in relation to financial ambitions.
** Net fixed cost target reduced from $500m in May 2024.

T25 outcomes – progress (cont.)

Strategic pillars	Commitments & metrics	Progress
The place you want to work – Excelling at new ways of working	• Remain at 90th percentile employee engagement (equivalent to high-performance norm)	• Employee engagement score 78. Performance equivalent to top quartile of global companies but outside 90th percentile (equivalent to high-performance norm)
	• Improve agile maturity of teams, with 70% scoring above 4 by FY25	• 63% teams at or above Level 4 Agile Maturity (FY24 63%, FY23 67%, FY22 57%)
	• Halve our time to market for products and services from FY22 to FY25	• Time to market for products and services reduced by 40% FY22 to FY24
	• 50% increase in representation of Data & Analytics workforce by FY25	• 92% increase in Data and Analytics workforce. Company-wide strategy implemented targeting learning credentials and extension of Data & Analytics workforce (FY24 36%)
The place you want to work – Accelerating digital leadership	• Direct software engineering workforce delivering ~2x the percentage of strategic development work by FY25	• Direct software engineering workforce delivering 2x strategic development work (FY24 59%, FY21 29%)
	• All key service transactions with customers are capable of being conducted digitally by FY25	• Key service transactions available digitally 84% (C&SB 94%, TE 74%) (FY24 77%, FY23 72%, FY22 57%)
	• 100% of key business processes enhanced/ improved using AI by FY25	• 75% key business processes enhanced / improved using AI (FY24 67%, FY23 33%)
	• Reach top 20% in Digital Capability Index by FY25	• Achieved top 38% in Digital Capability Index for Telcos (Nov 2023)
	• 100% API-first architecture for customer management, product development, and external monetisation	• On track to release API-first products in FY25
	• Move ~90% of applications to the public cloud by FY25*	• Moved 59% of relevant applications to the public cloud by FY24. Public cloud target removed in August 2024 due to shift to a hybrid cloud strategy

Note: Commitments are baselined to FY21, except where stated otherwise and see disclaimer slide in relation to financial ambitions.

* Public cloud target removed in August 2024 due to shift to a hybrid cloud strategy.

T25 outcomes – progress (cont.)

Strategic pillars	Commitments & metrics	Progress
The place you want to work – Doing business responsibly	Reduce our absolute scope 1+2 emissions by 70% by 2030 (from FY19)	• Absolute scope 1+2 emissions reduction target increased in June 2024 to 70% from 50% and split from absolute scope 3 emissions target in T25 scorecard • Reduced our absolute scope 1+2 emissions by 37% from FY19 baseline to FY24 (FY23 30% reduction) • On track to reduce absolute scope 1+2 emissions by 70% by 2030 (from FY19)
	Reduce our absolute scope 3 emissions by 50% by 2030 (from FY19)	• Reduced our absolute scope 3 emissions by 37% from FY19 baseline to FY24 (FY23 29% reduction)
	Enable renewable energy generation equivalent to 100% of our consumption by 2025	• Contracted renewable energy generation equivalent to >100% of our consumption through supporting renewable energy projects worth more than $1.4b • Announced seventh Power Purchase Agreement (Glenellen Solar Farm) in 1H25
	Increase digitally active customers by 2m, including building digital skills for 500k Australians, by FY25	• Increased digitally active customers by >2m (1H25 8.8m, FY24 8.1m, FY23 7.4m, FY22 7.1m, FY21 6.5m) • 509k Australians reached through digital ability programs since end of FY21 (FY24 423k, FY23 254k)
	Help keep 1m customers in vulnerable circumstances connected each year from FY22-25	• Helped >900k customers in vulnerable circumstances stay connected in 1H25 (FY24 >1.4m)
	4-7pt uplift in RepTrak reputation score by FY25	• RepTrak reputation score uplift +3.0pt on FY21 (1H25 64.3, FY24 63.7, FY23 63.5, FY22 62.2, FY21 61.3)

Note: Commitments are baselined to FY21, except where stated otherwise and see disclaimer slide in relation to financial ambitions.

Detailed financials

Underlying earnings[1, 2]

	Reported				Guidance adjustments				Underlying				
	1H24	2H24	FY24	1H25	1H24	2H24	FY24	1H25	1H24	2H24	FY24	1H25	Chg
Total income	**$11,720m**	**$11,762m**	**$23,482m**	**$11,823m**	**-$15m**	**-$66m**	**-$81m**	**-**	**$11,705m**	**$11,696m**	**$23,401m**	**$11,823m**	**1.0%**
Operating expenses	$7,698m	$8,240m	$15,938m	$7,561m	-$24m	-$772m	-$796m	-	$7,674m	$7,468m	$15,142m	$7,561m	-1.5%
Equity accounted	-$15m	-$1m	-$16m	-$14m	-	-	-	-	-$15m	-$1m	-$16m	-$14m	6.7%
EBITDA	**$4,007m**	**$3,521m**	**$7,528m**	**$4,248m**	**$9m**	**$706m**	**$715m**	**-**	**$4,016m**	**$4,227m**	**$8,243m**	**$4,248m**	**5.8%**
D&A	$2,233m	$2,246m	$4,479m	$2,402m	-	-	-	-	$2,233m	$2,246m	$4,479m	$2,402m	7.6%
EBIT	**$1,774m**	**$1,275m**	**$3,049m**	**$1,846m**	**$9m**	**$706m**	**$715m**	**-**	**$1,783m**	**$1,981m**	**$3,764m**	**$1,846m**	**3.5%**
Net finance costs	$317m	$267m	$584m	$316m	-	-	-	-	$317m	$267m	$584m	$316m	-0.3%
Tax expense	$416m	$261m	$677m	$415m	$3m	$194m	$197m	-	$419m	$455m	$874m	$415m	-1.0%
NPAT	**$1,041m**	**$747m**	**$1,788m**	**$1,115m**	**$6m**	**$512m**	**$518m**	**-**	**$1,047m**	**$1,259m**	**$2,306m**	**$1,115m**	**6.5%**
Non-controlling interests	$77m	$89m	$166m	$88m	-	-	-	-	$77m	$89m	$166m	$88m	14.3%
Profit for TLS shareholders[1]	$964m	$658m	$1,622m	$1,027m	$6m	$512m	$518m	-	$970m	$1,170m	$2,140m	$1,027m	5.9%
EPS (cents)	**8.4**	**5.7**	**14.1**	**8.9**	**-**	**4.4**	**4.5**	**-**	**8.4**	**10.1**	**18.5**	**8.9**	**6.0%**

1. Refer to definition in the Glossary.
2. Refer to Half-year results and operations review - guidance vs reported results reconciliation which details the adjustments made for the current and comparative period to reflect performance on the basis on which we provided guidance to the market for FY25 (set out in our ASX announcement titled “Financial results for the half-year ended 31 December 2024” lodged with the ASX on 20 February 2025).

Dividends

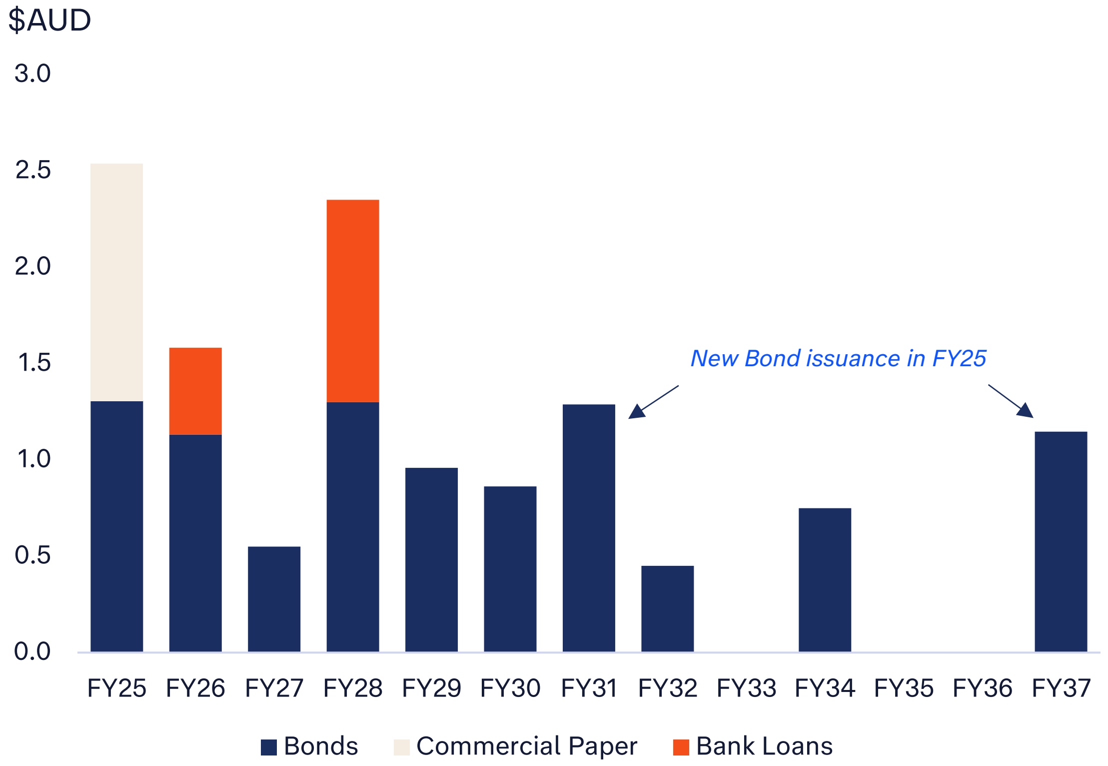
	FY23	1H24	2H24	FY24	1H25	Change vs PCP
Earnings per share						
Basic earnings per share (cents)	16.7	8.4	5.7	14.1	8.9	6.0%
Underlying earnings[1] per share (cents)	17.5	8.4	10.1	18.5	8.9	6.0%
Free cashflow to equity[2] per share (cents)	20.5	5.2	16.0	21.2	5.2	-
Dividends (fully franked)						
Ordinary dividend (cents)	17.0	9.0	9.0	18.0	9.5	5.6%
Payout Ratios						
Dividends as % of earnings per share	102%	107%	158%	128%	107%	-
Dividend as % of underlying earnings[1]	97%	107%	89%	97%	107%	-
Dividends as % of free cashflow to equity[2]	83%	173%	56%	85%	183%	+10pp

1. Refer to definition in the Glossary.
2. Free cashflow to equity defined as Free cash flow after lease payments[1] before strategic investment1 less other finance costs paid, employee share purchases and dividends to non-controlling interests.

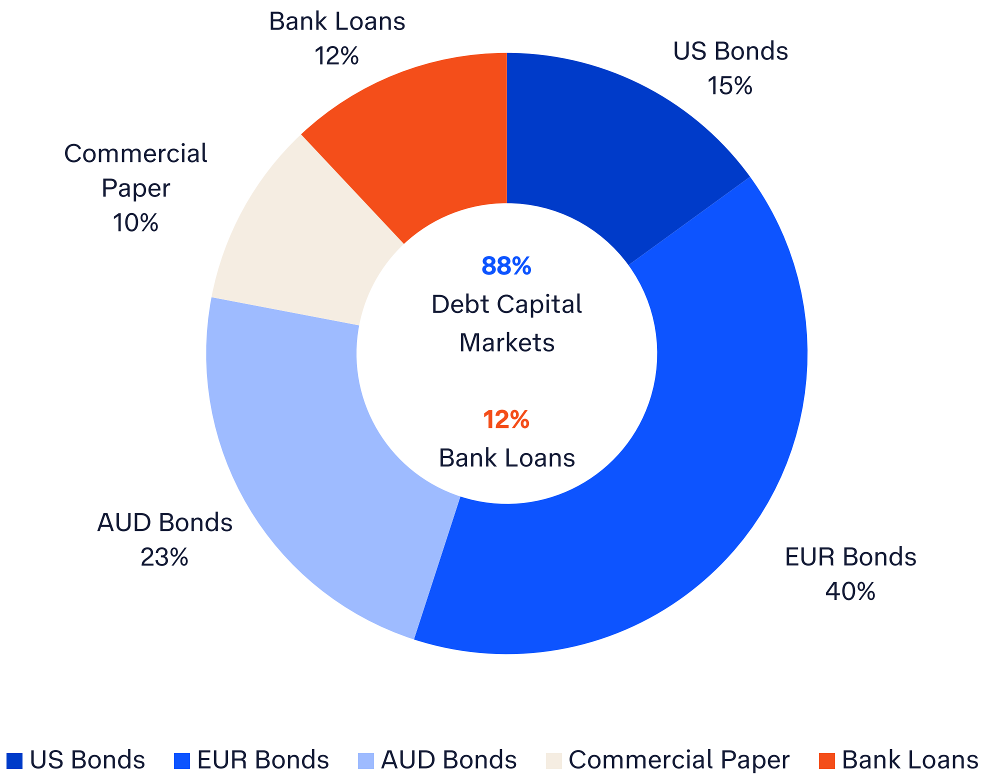
Capital management

Debt maturity profile[1]

Average debt maturity 4.3 years



Diversified sources of debt[1]



1. As at 31 December 2024. Based on contractual principal values includes public bonds, private placements, commercial paper and bank loans (excludes Digicel Pacific and non-treasury/subsidiary debt).

Supporting calculations

UEBITDAaL less BAU capex to equity	FY23	1H24	2H24	FY24	1H25	$ Change vs PCP	% Change vs PCP
Underlying EBITDA[1]	**$7,950m**	**$4,016m**	**$4,227m**	**$8,243m**	**$4,248m**	**$232m**	**5.8%**
Lease amortisation	$574m	$303m	$316m	$619m	$282m	-$21m	-6.9%
Underlying EBITDAaL[1]	**$7,376m**	**$3,713m**	**$3,911m**	**$7,624m**	**$3,966m**	**$253m**	**6.8%**
BAU capex[1]	$3,297m	$1,795m	$1,610m	$3,405m	$1,631m	-$164m	-9.1%
UEBITDAaL less BAU capex	**$4,079m**	**$1,918m**	**$2,301m**	**$4,219m**	**$2,335m**	**$417m**	**21.7%**
Spectrum amortisation	$296m	$136m	$145m	$281m	$161m	$25m	18.4%
Net finance costs	$529m	$317m	$267m	$584m	$316m	-$1m	-0.3%
Underlying Income tax expense	$805m	$419m	$455m	$874m	$415m	-$4m	-1.0%
Minorities	$123m	$77m	$89m	$166m	$88m	$11m	14.3%
UEBITDAaL less BAU capex to equity	**$2,326m**	**$969m**	**$1,345m**	**$2,314m**	**$1,355m**	**$386m**	**39.8%**
UEBITDAaL less BAU capex to equity per share (cents)	**20.2**	**8.4**	**11.7**	**20.0**	**11.7**	**+3.3pp**	**39.3%**

1. Refer to definition in the Glossary.

Supporting calculations (continued)

Underlying ROIC[1]	1H24	2H24	FY24	1H25	% Change vs PCP
Underlying NPAT[1]	$1,047m	$1,259m	$2,306m	$1,115m	6.5%
Add back: Interest paid (less tax shield at 30%)	$222m	$187m	$409m	$221m	-0.5%
Underlying NOPAT[1]	$1,269m	$1,446m	$2,715m	$1,336m	5.3%
Underlying NOPAT annualised [A]	$2,538m	$2,892m	$2,715m	$2,672m	5.3%
Average Net Debt plus Equity [B]	$32,545m	$32,980m	$32,669m	$33,321m	2.4%
Underlying ROIC[1] [A / B]	**7.8%**	**8.8%**	**8.3%**	**8.0%**	**0.2pp**

Free cashflow to equity	1H24	2H24	FY24	1H25	% Change vs PCP
FCFaL[1] before strategic investment[1]	**$1,006m**	**$2,241m**	**$3,247m**	**$1,082m**	7.6%
Less: Finance costs paid	-$358m	-$368m	-$726m	-$438m	-22.3%
Add back: Lease cashflow included in finance costs	$52m	$56m	$108m	$54m	3.8%
Less: Dividends paid to non-controlling interests	-$85m	-$82m	-$167m	-$82m	3.5%
Less: Purchase of shares for employee share plans	-$19m	-	-$19m	-$18m	5.3%
Free cash flow to equity[2]	**$596m**	**$1,847m**	**$2,443m**	**$598m**	**0.3%**
Free cash flow to equity[2] per share (cents)	**5.2**	**16.0**	**21.2**	**5.2**	**-**

1. Refer to definition in the Glossary.
2. Free cashflow to equity defined as Free cash flow after lease payments[1] before strategic investment[1] less other finance costs paid, employee share purchases and dividends to non-controlling interests.

Product framework | Income[1]

	FY23	1H24	2H24	FY24	1H25	$ Change vs PCP	% Change vs PCP
Mobile	$10,258m	$5,325m	$5,397m	$10,722m	$5,567m	$242m	4.5%
Fixed-C&SB	$4,457m	$2,211m	$2,144m	$4,355m	$2,174m	-$37m	-1.7%
Fixed-Enterprise[2]	$3,636m	$1,713m	$1,743m	$3,456m	$1,690m	-$23m	-1.3%
Fixed-Active Wholesale	$403m	$188m	$178m	$366m	$179m	-$9m	-4.8%
International	$2,429m	$1,320m	$1,258m	$2,578m	$1,257m	-$63m	-4.8%
InfraCo Fixed	$2,556m	$1,326m	$1,420m	$2,746m	$1,376m	$50m	3.8%
Amplitel	$401m	$229m	$224m	$453m	$235m	$6m	2.6%
Other[3]	$1,076m	$650m	$612m	$1,262m	$590m	-$60m	-9.2%
Elimination	-$2,043m	-$1,257m	-$1,280m	-$2,537m	-$1,245m	$12m	1.0%
Underlying	**$23,173m**	**$11,705m**	**$11,696m**	**$23,401m**	**$11,823m**	**$118m**	**1.0%**
Guidance and other adjustments[4]	$72m	$15m	$66m	$81m	-	-$15m	n/m
Reported	**$23,245m**	**$11,720m**	**$11,762m**	**$23,482m**	**$11,823m**	**$103m**	**0.9%**

1. Refer to Half year results 2.1.2 Segment results Table A for schedule of product income.
2. FY24 excludes $81m income from the acquisition of Versent, included in Guidance adjustments (1H24 $15m, 2H24 $66m).
3. Other includes miscellaneous, Telstra Energy, Telstra Health and internal. FY24 includes gain of $41m from tower access agreements (1H24 $47m, 2H24 -$6m).
4. Refer to Half-year results and operations review - guidance vs reported results reconciliation which details the adjustments made for the current and comparative period to reflect performance on the basis on which we provided guidance to the market for FY25 (set out in our ASX announcement titled “Financial results for the half-year ended 31 December 2024” lodged with the ASX on 20 February 2025).

Product framework | Operating expenses

	FY23	1H24	2H24	FY24	1H25	$ Change vs PCP	% Change vs PCP
Mobile	$5,656m	$2,815m	$2,881m	$5,696m	$2,965m	$150m	5.3%
Fixed-C&SB	$4,322m	$2,106m	$1,995m	$4,101m	$1,991m	-$115m	-5.5%
Fixed-Enterprise	$3,225m	$1,642m	$1,678m	$3,320m	$1,594m	-$48m	-2.9%
Fixed-Active Wholesale	$286m	$136m	$136m	$272m	$133m	-$3m	-2.2%
International	$1,712m	$973m	$836m	$1,809m	$884m	-$89m	-9.1%
InfraCo Fixed	$893m	$492m	$495m	$987m	$484m	-$8m	-1.6%
Amplitel	$83m	$42m	$42m	$84m	$48m	$6m	14.3%
Other[1]	$1,062m	$725m	$685m	$1,410m	$707m	-$18m	-2.5%
Elimination	-$2,043m	-$1,257m	-$1,280m	-$2,537m	-$1,245m	$12m	1.0%
Underlying	**$15,196m**	**$7,674m**	**$7,468m**	**$15,142m**	**$7,561m**	**-$113m**	**-1.5%**
Restructuring	$91m	-	$247m	$247m	-	-	n/m
Other guidance and other adjustments[2]	$69m	$24m	$525m	$549m	-	-$24m	n/m
Reported	**$15,356m**	**$7,698m**	**$8,240m**	**$15,938m**	**$7,561m**	**-$137m**	**-1.8%**

1. Other includes miscellaneous, Telstra Energy, Telstra Health and internal.
2. Refer to Half-year results and operations review - guidance vs reported results reconciliation which details the adjustments made for the current and comparative period to reflect performance on the basis on which we provided guidance to the market for FY25 (set out in our ASX announcement titled “Financial results for the half-year ended 31 December 2024” lodged with the ASX on 20 February 2025).

Product framework | EBITDA

	FY23	1H24	2H24	FY24	1H25	$ Change vs PCP	% Change vs PCP
Mobile	$4,602m	$2,510m	$2,516m	$5,026m	$2,602m	$92m	3.7%
Fixed-C&SB	$135m	$105m	$149m	$254m	$183m	$78m	74.3%
Fixed-Enterprise	$411m	$71m	$65m	$136m	$96m	$25m	35.2%
Fixed-Active Wholesale	$117m	$52m	$42m	$94m	$46m	-$6m	-11.5%
International	$713m	$344m	$430m	$774m	$373m	$29m	8.4%
InfraCo Fixed	$1,663m	$834m	$925m	$1,759m	$892m	$58m	7.0%
Amplitel	$318m	$187m	$182m	$369m	$187m	$0m	0.0%
Other[1]	-$9m	-$87m	-$82m	-$169m	-$131m	-$44m	-50.6%
Underlying	**$7,950m**	**$4,016m**	**$4,227m**	**$8,243m**	**$4,248m**	**$232m**	**5.8%**
Restructuring	-$91m	-	-$247m	-$247m	-	-	n/m
Other guidance and other adjustments[2]	$3m	-$9m	-$459m	-$468m	-	$9m	n/m
Reported	**$7,862m**	**$4,007m**	**$3,521m**	**$7,528m**	**$4,248m**	**$241m**	**6.0%**

1. Other includes miscellaneous, Telstra Energy, Telstra Health and internal.
2. Refer to Half-year results and operations review - guidance vs reported results reconciliation which details the adjustments made for the current and comparative period to reflect performance on the basis on which we provided guidance to the market for FY25 (set out in our ASX announcement titled "Financial results for the half-year ended 31 December 2024" lodged with the ASX on 20 February 2025).

Product performance | Mobile

	1H24	2H24	FY24	1H25	Change vs PCP
Mobile income	**$5,325m**	**$5,397m**	**$10,722m**	**$5,567m**	**4.5%**
Mobile services[1]	**$4,098m**	**$4,126m**	**$8,224m**	**$4,225m**	**3.1%**
- Postpaid handheld	$2,826m	$2,808m	$5,634m	$2,884m	2.1%
- Prepaid handheld	$581m	$612m	$1,193m	$630m	8.4%
- Mobile broadband	$330m	$318m	$648m	$304m	-7.9%
- Internet of Things (IoT)	$142m	$147m	$289m	$145m	2.1%
- Wholesale	$209m	$231m	$440m	$251m	20.1%
Hardware, intercon. & other[2]	**$1,227m**	**$1,271m**	**$2,498m**	**$1,342m**	**9.4%**
EBITDA **Margin**	**$2,510m** **47%**	**$2,516m** **47%**	**$5,026m** **47%**	**$2,602m** **47%**	**3.7%** **-**
Total retail mobile SIOs	23.4m	24.2m	24.2m	24.6m	5.0%
Postpaid handheld mobile SIOs	8,889k	8,942k	8,942k	8,990k	1.1%
Internet of things (IoT) SIOs	7,907k	8,613k	8,613k	9,145k	15.7%
Postpaid handheld ARPU/mth	$53.18	$52.49	$52.85	$53.62	0.8%
Postpaid handheld churn	11.4%	12.1%	11.4%	13.3%	-1.9pp

- Mobile services income growth driven by handheld price and volume across postpaid, prepaid and wholesale
- Postpaid handheld retail net adds of +48k. ARPU growth following Consumer and Small Business price rises (effectively for 3.5 months)
- Postpaid handheld churn impacted by one-off events including 3G closure. Consumer branded churn consistent with PCP
- Prepaid handheld revenue growth from price rises; ARPU growth of 6.5%
- Mobile broadband revenue decline with lower SIOs and ARPU
- IoT volume growth partly offset by lower ARPU
- Wholesale revenue growth includes net adds of +79k and ARPU growth across postpaid and prepaid
- Hardware revenue growth from higher volumes of device sales and growth in accessories & wearables
- EBITDA growth from higher service revenue

1. Mobile services income also includes other income of $11m in 1H25 (1H24 $10m, 2H24 $10m). Roaming income of $132m in 1H25 (1H24 $136m, 2H24 $125m).
2. Other includes media and Telstra Plus loyalty.

Product performance | Fixed – C&SB

	1H24	2H24	FY24	1H25	Change vs PCP
Fixed - C&SB income[1]	**$2,211m**	**$2,144m**	**$4,355m**	**$2,174m**	**-1.7%**
Core connectivity	$1,846m	$1,817m	$3,663m	$1,871m	1.4%
Consumer content & services	$284m	$255m	$539m	$227m	-20.1%
Business apps & services	$81m	$72m	$153m	$76m	-6.2%
EBITDA **Margin**	**$105m** **5%**	**$149m** **7%**	**$254m** **6%**	**$183m** **8%**	**74.3%** **+3pp**
C&SB Bundles & data SIOs	3,349k	3,295k	3,295k	3,239k	-3.3%
C&SB Bundles & data ARPU	$81.67	$83.21	$82.41	$86.61	6.0%
C&SB Standalone voice SIOs	291k	271k	271k	249k	-14.4%
C&SB Standalone voice ARPU	$35.19	$35.27	$35.10	$34.88	-0.9%

- Core connectivity income growth from higher Bundles & data ARPU and growth in 5G fixed wireless, partly offset by decline in nbn SIOs and legacy
- Bundles & data net adds of -56k including +20k in 5G fixed wireless (to 105k) and +5k satellite internet. 17.2% nbn SIOs on 100Mbps+ (FY24 15.2%)
- Bundles & data ARPU growth of $4.94 from price rises (November 2023 and July 2024)
- Standalone voice SIO decline continued broadly in line with prior periods
- Consumer content & services income decline due to Foxtel from Telstra (cease sale from February 2024) and product exits
- EBITDA growth from Bundles & data ARPU growth and productivity, supported by growing fixed wireless contribution, partly offset by lower SIOs

1. Includes $103m in 1H25 (1H24 $104m, 2H24 $96m) Telstra Universal Service Obligation Performance Agreement (TUSOPA) Income. TUSOPA is run by Department of Infrastructure, Transport, Regional Development and Communications and the income is net of the levy paid.

Product performance | Fixed – Enterprise

	1H24	2H24	FY24	1H25	Change vs PCP
DAC income	**$380m**	**$368m**	**$748m**	**$348m**	**-8.4%**
DAC EBITDA **Margin**	**$54m** **14%**	**$41m** **11%**	**$95m** **13%**	**$42m** **12%**	**-22.2%** **-2pp**
Data & connectivity SIOs	153k	150k	150k	146k	-4.6%
NAS income[1]	**$1,333m**	**$1,375m**	**$2,708m**	**$1,342m**	**0.7%**
Calling applications	$210m	$202m	$412m	$198m	-5.7%
Managed services	$380m	$388m	$768m	$406m	6.8%
Professional services	$226m	$234m	$460m	$245m	8.4%
Cloud applications	$177m	$176m	$353m	$189m	6.8%
Equipment sales	$165m	$200m	$365m	$128m	-22.4%
Other[2]	$175m	$175m	$350m	$176m	0.6%
NAS EBITDA **Margin**	**$17m** **1%**	**$24m** **2%**	**$41m** **2%**	**$54m** **4%**	**+217.6%** **+3pp**
Fixed - Enterprise income[1]	**$1,713m**	**$1,743m**	**$3,456m**	**$1,690m**	**-1.3%**
Fixed - Enterprise EBITDA **Margin**	**$71m** **4%**	**$65m** **4%**	**$136m** **4%**	**$96m** **6%**	**35.2%** **+2pp**

- Data & connectivity (DAC) income decline continued with ARPU compression, renewals at lower rates and technology change
- DAC SIO decline largely due to legacy/copper
- DAC EBITDA decline due to reduced revenue partly offset by cost reduction
- Network Application Services (NAS) income growth from Versent acquisition and growth in managed services, offset by decline in calling and equipment sales
- Calling applications decline continued with fixed product exits and shift from traditional voice to integrated video and digital solutions
- Managed services growth reflects contribution from Versent, growth in security (6%) and IT service management
- Professional services growth reflects contribution from Versent partly offset by challenging market conditions for remaining services
- Cloud annuity growth from resell of partners
- NAS EBITDA increase from strong cost management

1. FY24 excludes $81m of revenue from Versent.
2. 1H25 includes internal revenue of $13m.

Product performance | International

AUD	1H24	2H24	FY24	1H25	Change vs PCP	Change vs PCP
						Constant currency Normalised[2]
Wholesale & Enterprise income	**$949m**	**$914m**	**$1,863m**	**$920m**	**-3.1%**	
Internal income[1]	$114m	$109m	$223m	$111m	-2.6%	
External income	**$835m**	**$805m**	**$1,640m**	**$809m**	**-3.1%**	**-1%**
- DAC/NAS	$721m	$704m	$1,425m	$717m	-0.6%	1%
- Legacy voice	$114m	$101m	$215m	$92m	-19.3%	-17%
Wholesale & Enterprise EBITDA **Margin**	**$178m** **19%**	**$238m** **26%**	**$416m** **22%**	**$194m** **21%**	**9.0%** **+2pp**	**9%**
Digicel Pacific income	**$371m**	**$344m**	**$715m**	**$337m**	**-9.2%**	**-3%**
Earn-out provision adjustment	$8m	$43m	$51m	$39m	n/m	-
Digicel Pacific EBITDA **Margin**	**$166m** **45%**	**$192m** **56%**	**$358m** **50%**	**$179m** **53%**	**7.8%** **+8pp**	**-3%**
International income – Total	**$1,320m**	**$1,258m**	**$2,578m**	**$1,257m**	**-4.8%**	**-2%**
International EBITDA - Total **Margin**	**$344m** **26%**	**$430m** **34%**	**$774m** **30%**	**$373m** **30%**	**8.4%** **+4pp**	**4%**

- Wholesale & Enterprise external income decline with growth in DAC (+4.1% in constant currency) offset by decline in NAS and Legacy voice
- Wholesale & Enterprise EBITDA growth driven by improved product mix, productivity and cost discipline
- Digicel Pacific income declined. Overall SIOs grew 2%. Papua New Guinea (PNG) ARPU fell in local currency and AUD. Hub markets performance impacted by competition and natural disaster
- Digicel Pacific EBITDA 7.8% growth includes release of remaining earn-out provision. On a constant currency basis, and excluding earn-out, EBITDA declined 3% due to challenging operating environment
- Digicel Pacific capex A$47m (1H24 A$101m)

1. Transactions arising from the intercompany agreements are measured based on a 'management view', i.e. some charges earned/incurred are recognised as either income or expenses. Such recognition may differ from the requirements of the Australian Accounting Standards.
2. Digicel Pacific performance excludes earn-out provision adjustment.

Product performance | InfraCo Fixed

	1H24	2H24	FY24	1H25	Change vs PCP
InfraCo Fixed income	**$1,326m**	**$1,420m**	**$2,746m**	**$1,376m**	**3.8%**
Commercial & recoverable works	$116m	$123m	$239m	$120m	3.4%
nbn recurring (excl. CW)	$515m	$531m	$1,046m	$547m	6.2%
Legacy asset sales[1]	$60m	$99m	$159m	$52m	-13.3%
Other external	$75m	$70m	$145m	$80m	6.7%
Internal[2]	$560m	$597m	$1,157m	$577m	3.0%
EBITDA	**$834m**	**$925m**	**$1,759m**	**$892m**	**7.0%**
Leases	$36m	$37m	$73m	$38m	5.6%
EBITDAaL[3] **Margin**	**$798m** **60%**	**$888m** **63%**	**$1,686m** **61%**	**$854m** **62%**	**7.0%** **+2pp**

- Income and EBITDAaL excluding CW and legacy asset sales growth of +4.7% and +8.3% respectively. Growth in nbn, internal revenue and other external plus lower operating & maintenance costs
- Commercial & recoverable works (CW) up modestly
- nbn income from nbn Co for use of pits, ducts, fibre and fixed networks. This is government backed, recurring and indexed to CPI for the remaining average contracted period of 22 years; 2.8% CPI applied from 1 Jan 2025
- Legacy asset sales decline on PCP due to lower copper sales
- Other external growth from dark fibre and duct access
- Internal income from Telstra group entities for use of fibre, fixed network sites, data centres and recovery of associated power usage along with infrastructure services revenue for the construction of other Telstra owned assets and ancillary charges
- BAU capex of $223m (16% of income) plus $102m of strategic investment in intercity fibre network and Viasat projects

1. Includes copper sales of $52m in 1H25 (1H24: $60m, 2H24:$50m) as part of ongoing recovery program.
2. Transactions arising from the intercompany agreements are measured based on a 'management view', i.e. all charges earned/incurred are recognised as either income or expenses. Such recognition may differ from the requirements of the Australian Accounting Standards.
3. Refer to definition in the Glossary.

Product performance | Fixed – Active Wholesale

	1H24	2H24	FY24	1H25	Change vs PCP
Fixed-Active Wholesale income	**$188m**	**$178m**	**$366m**	**$179m**	**-4.8%**
Data & connectivity	$130m	$129m	$259m	$130m	-
Legacy calling & fixed	$58m	$49m	$107m	$49m	-15.5%
EBITDA **Margin**	**$52m** **28%**	**$42m** **24%**	**$94m** **26%**	**$46m** **26%**	**-11.5%** **-2pp**
Fixed legacy SIOs	35k	26k	26k	23k	-34.3%
Data & connectivity SIOs	23k	23k	23k	23k	-

- Fixed-Active Wholesale income decline largely due to legacy products
- Data & connectivity income increased in backhaul and wavelength products offset by decline in access products
- Legacy calling & fixed includes legacy copper access, nbn reseller wholesale, interconnect and other fixed products. Income decline from continued legacy fixed SIO decline
- EBITDA decline due to income decline partly offset by lower costs

Product performance | Amplitel

	1H24	2H24	FY24	1H25	Change vs PCP
Amplitel income	**$229m**	**$224m**	**$453m**	**$235m**	**2.6%**
External	$51m	$45m	$96m	$51m	-
Internal[1]	$178m	$179m	$357m	$184m	3.4%
EBITDA	**$187m**	**$182m**	**$369m**	**$187m**	**-**
Lease expense	$36m	$46m	$82m	$36m	-
EBITDAaL[2] **Margin**	**$151m** **66%**	**$136m** **61%**	**$287m** **63%**	**$151m** **64%**	**-** **-2pp**
Towers (Mobile)	5,884	5,943	5,943	6,032	2.5%
Tenancies (Mobile)	8,208	8,320	8,320	8,470	3.2%
Tenancy ratio	1.39	1.40	1.40	1.40	0.7%

- Income 6.3% growth (excluding gains from customer contracts[3]) from additional site licences, contractual escalations, new tower builds, 5G upgrades requiring additional area on towers and increased services
- EBITDAaL 5.6% growth (excluding gains from customer contracts[3]) driven by increased revenue partly offset by higher employee costs
- Lease expense flat to prior period supported by strong cost management
- Towers (Mobile) increase driven by new builds. Total new builds and tower acquisitions at 337 cumulative since Amplitel inception
- Capex of $39m (17% of income) on new sites, maintenance and life cycle replacements

1. Transactions arising from the intercompany agreements are measured based on a 'management view', i.e. some charges earned/incurred are recognised as either income or expenses. Such recognition may differ from the requirements of the Australian Accounting Standards.
2. Refer to definition in the Glossary.
3. Excludes gains from customer contracts in 1H24 of $8m.

Segment income

		Underlying income[1]			
		1H24	2H24	1H25	Change vs PCP
Telstra Consumer	Mobile	$3,533m	$3,556m	$3,718m	5.2%
	Fixed – C&SB	$1,826m	$1,789m	$1,801m	-1.4%
	Other	$2m	$16m	$9m	n/m
	Total	**$5,361m**	**$5,361m**	**$5,528m**	**3.1%**
Telstra Business	Mobile	$905m	$890m	$918m	1.4%
	Fixed – C&SB	$385m	$355m	$373m	-3.1%
	Fixed – Enterprise	$170m	$163m	$154m	-9.4%
	Other	-$4m	-$6m	-$3m	25.0%
	Total	**$1,456m**	**$1,402m**	**$1,442m**	**-1.0%**
Telstra Enterprise Australia	Mobile	$656m	$698m	$650m	-0.9%
	Fixed – Enterprise[2]	$1,543m	$1,580m	$1,536m	-0.5%
	Other	$23m	$5m	$17m	-26.1%
	Total	**$2,222m**	**$2,283m**	**$2,203m**	**-0.9%**
Telstra International	**Total**	**$1,320m**	**$1,258m**	**$1,257m**	**-4.8%**
Telstra InfraCo	Mobile	$231m	$253m	$281m	21.6%
	Fixed – Active Wholesale	$188m	$178m	$179m	-4.8%
	InfraCo Fixed	$1,326m	$1,420m	$1,376m	3.8%
	Amplitel	$229m	$224m	$235m	2.6%
	Other	$71m	$12m	$18m	-74.6%
	Total	**$2,045m**	**$2,087m**	**$2,089m**	**2.2%**
Other		$558m	$585m	$549m	-1.6%
Eliminations		-$1,257m	-$1,280m	-$1,245m	1.0%
Underlying income[1]		**$11,705m**	**$11,696m**	**$11,823m**	**1.0%**

1. Refer to definition in the Glossary.
2. Fixed-Enterprise excludes income associated with M&A of $15m in 1H24 and $66m in 2H24 (M&A income excluded from underlying income).

Glossary

Term	Definition (unless separately defined in the slides)
BAU capex	Business-as-usual (BAU) capex is measured on an accrued basis and excludes spectrum, guidance adjustments, strategic investment, externally funded capex and capitalised leases
EBITDAaL	Earnings Before Interest, Taxes, Depreciation, Amortisation and after Leases
Free cash flow after lease payments (FCFaL)	'Operating cash flows' less 'investing cash flows' less 'payments for lease liabilities', and excludes spectrum and guidance adjustments
FTE	Full Time Equivalent
Guidance adjustments	Guidance adjustments include material one-offs, such as mergers and acquisitions, disposals, impairments, spectrum, restructuring costs and such other items as determined by the Board and management. Refer to Half-year results and operations review - guidance vs reported results reconciliation which details the adjustments made for the current and comparative period to reflect performance on the basis on which we provided guidance to the market for FY25 (set out in our ASX announcement titled "Financial results for the half-year ended 31 December 2024" lodged with the ASX on 20 February 2025)
IFRS	International Financial Reporting Standards issued by the IASB. When 'IFRS' is used to describe an item of information, that item should be taken to be prepared in accordance with IFRS
IFRS financial information	Financial information prepared in accordance with IFRS
n/m	Not meaningful
Non-IFRS financial information	Financial information that is presented other than in accordance with all relevant accounting standards
PCP	Prior Corresponding Period; half year ended 31 December 2023
Profit for TLS shareholders	Profit for the year attributable to equity holders of Telstra Entity
ROE	Calculated as Profit for TLS shareholders as a percentage of equity
ROIC	Calculated as Net Operating Profit After Tax (NOPAT) as a percentage of total capital
Strategic investment	Strategic investment capex is measured on an accrued basis and relates to the intercity fibre network and Viasat projects
Total income	Total income excluding finance income
Underlying NPAT	Underlying Net Profit After Tax (NPAT) excludes guidance adjustments. Reconciliation to NPAT included on "Underlying earnings" slide
Underlying NOPAT	Underlying Net Operating Profit After Tax (NOPAT) excludes guidance adjustments. Reconciliation to NPAT included on "Supporting calculations (continued)" slide
Underlying EBITDA	Underlying EBITDA excludes guidance adjustments
Underlying EBITDAaL	Underlying EBITDA after Lease amortisation
Underlying EPS	Profit for TLS shareholders attributable to each share, excluding guidance adjustments. Reconciliation to EPS included on "Underlying earnings" slide
Underlying Income	Underlying income excludes guidance adjustments. Reconciliation to income included on "Product framework | Income" slide
Underlying ROIC	NOPAT as a percentage of total capital, excluding guidance adjustments less tax. Reconciliation to ROIC included on "Supporting calculations (continued)" slide

Guidance versus reported results

This schedule details adjustments made to the reported results for the current and comparative periods to reflect the performance of the business on the basis on which we provided guidance to the market, which excludes material one-offs, such as mergers and acquisitions, disposals, impairments, spectrum, restructuring costs and such other items as determined by the Board and management. For acquisitions, Underlying EBITDA includes earnout adjustments in the second and subsequent years following acquisition in accordance with our policy. Free cashflow after lease payments (FCFaL) defined as 'operating cash flows' less 'investing cash flows' less 'payments for lease liabilities' and excludes spectrum and guidance adjustments. FY25 FCFaL guidance includes around $300m cash outflow related to FY24 restructuring costs.

The following adjustments provide a detailed reconciliation from reported to guidance results for each guidance measure:

	Underlying EBITDA			Free Cashflow	
	1H24 $m	1H25 $m		1H24 $m	1H25 $m
Reported EBITDA	**4,007**	**4,248**	**Reported Free Cashflow**	**836**	**1,288**
M&A Adjustments[1]	9	0	M&A Adjustments[1]	371	(9)
Restructuring costs[2]	0	0	Restructuring costs[2]	n/a	n/a
Spectrum payments[3]	n/a	n/a	Spectrum payments[3]	103	56
Lease[4]	n/a	n/a	Lease[4]	(355)	(355)
Strategic investment[5]	n/a	n/a	Strategic investment[5]	51	102
Guidance Underlying EBITDA	**4,016**	**4,248**	**Guidance Free Cashflow**	**1,006**	**1,082**

The adjustments set out in the above tables have been reviewed by our auditor in accordance with the Australian Standard on Review Engagements ASRE 2405 Review of Historical Financial Information Other than a Financial Report, for consistency with the guidance basis set out on this page. Our auditors have concluded that based on their review, which is not an audit, nothing has come to their attention that causes them to believe that the adjustments made to reported EBITDA and Free Cashflow set out in the Market Guidance Statement for the half-year ended 31 December 2024 are not prepared, in all material respects, in accordance with the guidance basis as set out on this page.

Consistent with the FY25 Guidance we provided to the market on 15 August 2024, income has been removed from the above table.

Note:

1 M&A adjustments relating to acquisitions and disposals of controlled entities, joint ventures, associates and other investments and any associated net gains or losses, and contingent consideration.
FY24 underlying EBITDA also adjusted for Versent Pty Ltd and its controlled entities (Versent) trading performance and additional operating costs related to multiple individually immaterial Telstra Business Technology Centres acquired.
Free Cashflow adjusted for the following:
1H24:
- Payment for the acquisition of Versent.
- Payment for multiple individually immaterial Telstra Business Technology Centres and associated additional operating costs.
- Additional equity contribution to Silicon Quantum Computing Pty Ltd.
- Payment of ~$90m for FY23 Digicel Pacific earn-out.

1H25 :
- Payment of $125m for the acquisition of Boost Tel Pty Limited and its controlled entities (Boost Mobile).
- Proceeds of $134m from the disposal of Titanium Ventures Fund II L.P.

2 Adjustments, over and above normal business as usual redundancies, that relate to organisational changes to simplify operations and improve productivity.

3 Adjustment relating to the impact on free cashflow associated with our spectrum purchases and renewals for 1H25 including:
- $56m instalment payment for our national spectrum licence in the 26 GHz band.
- $0.3m payments for apparatus licences in various spectrum bands.

4 Adjustment to Free Cashflow for payment of lease liabilities (including principal and interest).

5 Adjustment to Free Cashflow for strategic investment capex measured on an accrued basis and relates to the intercity fibre network and Viasat projects.

n/a Adjustment is not relevant to the respective guidance measure.