

REFERENCE TABLES

Five Year Summary - Financial Results

	FY14 (\$m)	FY13 ⁽ⁱⁱⁱ⁾ (\$m)	FY12 (\$m)	FY11 (\$m)	FY10 (\$m)
Total income (excluding finance income)	26,296	24,776	25,503	25,304	25,029
EBITDA ⁽ⁱ⁾	11,135	10,168	10,234	10,151	10,847
EBIT ⁽ⁱⁱ⁾	7,185	6,090	5,822	5,692	6,501
Profit for the period from continuing operations	4,549	3,640	n/a	n/a	n/a
Gain/(loss) for the period from discontinued operations	(204)	151	n/a	n/a	n/a
Profit for the period	4,345	3,791	3,424	3,250	3,940
Dividends declared per share (cents)	29.5	28.0	28	28	28
Total assets	39,360	38,527	39,525	37,913	39,282
Gross debt	16,048	15,628	17,222	16,232	16,031
Net debt	10,521	13,149	13,277	13,595	13,926
Total equity	13,960	12,875	11,689	12,292	13,008
Capital expenditure	3,661	3,689	3,591	3,410	3,471
Free cash flow	7,483	5,024	5,197	5,477	6,225
Earnings per share (cents)	34.4	30.1	27.5	26.1	31.4
Dividend payout ratio (%)	86	93	102	107	89

- (i) Operating profit before interest, depreciation and amortisation and income tax expense. EBITDA is used as a measure of financial performance by excluding certain variables that affect operating profits but which may not be directly related to all financial aspects of the operations of the company. EBITDA is not a measure of operating income, operating performance or liquidity under A-IFRS. Other companies may calculate EBITDA in a different manner to us.
- (ii) EBITDA less depreciation and amortisation.
- (iii) Restated for the retrospective adoption of AASB:119 "Employee Entitlements".

Non-Financial Results

Key performance indicator	FY14	FY13	FY12
Employee engagement ⁽ⁱ⁾ Score (%)	82	80	77
Health and safety ⁽ⁱⁱ⁾ Lost Time Injury Frequency Rate (LTIFR)	1.12	1.36	1.32
Gender equality ⁽ⁱⁱⁱ⁾ Women in executive management (%)	26	25	25
Volunteering during Telstra time ^(iv) Total (days)	5,122	4,248	1,375
Payroll giving Participation rate (%)	5.3	3.6	1.6
Social and community investment ^(iv) Value (\$m)	217	231	240
Everyone Connected Targeted community programs (people impacted)(⁰⁰⁰ s)	143	146	102
Carbon emissions ^(v) Tonnes of carbon dioxide equivalent (tCO ₂ e)(⁰⁰⁰ s)	1,592	1,634	1,677
Carbon emissions intensity ^(v) tCO ₂ e per terabyte of data	0.58	0.83	1.24
E-waste Mobile phones (tonnes collected)	15.3	14.0	14.3

- (i) Telstra Group. 2013 results adjusted to exclude CSL and Sensis Group (79% was previously reported).
- (ii) This data relates to Telstra Corporation Limited only and does not include subsidiaries or contractors.
- (iii) Full time and part time staff in Telstra Corporation Limited and its wholly owned subsidiaries, excluding casual and agency staff.
- (iv) Sensis Group data included from 1 July 2013 until 28 February 2014.
- (v) Australian operations for Telstra Corporation Limited. This includes relevant Australian subsidiaries, joint ventures and partnerships. Sensis Group has been included from 1 July 2013 until 28 February 2014.