

# REFERENCE TABLES

## Guidance versus Reported Results

This schedule details the adjustments made to the reported results for the current year to reflect the performance of the business on the basis which we provided guidance to the market. Our guidance assumes wholesale product price stability, no impairments to investments and excludes any proceeds or gain on the sale, and purchase of businesses.

	REPORTED			ADJUSTMENTS FY14					GUIDANCE BASIS		
	FY14 \$m	FY13 \$m	Growth %	Sensis <sup>(i)</sup> \$m	M&A <sup>(ii)</sup> \$m	CSL <sup>(iii)</sup> \$m	Octave <sup>(iv)</sup> \$m	Sequel <sup>(v)</sup> \$m	FY14 \$m	FY13 \$m	Growth %
Sales revenue	25,119	24,298	3.4%	0	(101)	0	0	0	25,018	24,298	3.0%
Total revenue	25,320	24,474	3.5%	0	(101)	0	0	0	25,219	24,474	3.0%
Total income (excl. finance income)	26,296	24,776	6.1%	0	(101)	(561)	0	0	25,634	24,776	3.5%
Labour	4,732	4,527	4.5%	0	(32)	0	0	0	4,700	4,527	3.8%
Goods and services purchased	6,465	6,247	3.5%	0	(42)	0	0	0	6,423	6,247	2.8%
Other expenses	3,988	3,833	4.0%	0	(11)	0	(98)	(12)	3,867	3,833	0.9%
Operating expenses	15,185	14,607	4.0%	0	(85)	0	(98)	(12)	14,990	14,607	2.6%
Share of net profit/(loss) from joint ventures and associated entities	24	(1)	n/a	(24)	0	0	0	0	0	(1)	n/a
EBITDA	11,135	10,168	9.5%	(24)	(16)	(561)	98	12	10,644	10,168	4.7%
Depreciation and amortisation	3,950	4,078	(3.1%)	0	(10)	0	0	0	3,940	4,078	(3.4%)
EBIT	7,185	6,090	18.0%	(24)	(6)	(561)	98	12	6,704	6,090	10.1%
Net finance costs	957	933	2.6%	0	0	0	0	0	957	933	2.6%
Profit before income tax expense	6,228	5,157	20.8%	(24)	(6)	(561)	98	12	5,747	5,157	11.4%
Income tax expense	1,679	1,517	10.7%	0	1	0	0	0	1,680	1,517	10.7%
Profit for the year from continuing operations	4,549	3,640	25.0%	(24)	(7)	(561)	98	12	4,067	3,640	11.7%
(Loss)/profit for the year from discontinued operation	(204)	151	n/a	0	0	0	0	0	(204)	151	n/a
Profit for the year from continuing and discontinued operations	4,345	3,791	14.6%	(24)	(7)	(561)	98	12	3,863	3,791	1.9%
Attributable to:											
Equity holders of the Telstra Entity	4,275	3,739	14.3%	0	(7)	(561)	98	12	3,817	3,739	2.1%
Non controlling interests	70	52	34.6%	(24)	0	0	0	0	46	52	(11.5%)
Free cashflow	7,483	5,024	48.9%	(454)	205	(2,107)	0	0	5,127	5,024	2.1%

This table was subject to review by our auditors.

### Note:

There are a number of factors that have impacted our results this year. In the table, above, we have adjusted the results for:

#### (i) Sensis adjustments:

Adjustment for the equity share on the profit of our 30% interests in Project Sunshine I Pty Ltd as an associated entity, the new holding company of the Sensis Group from the reported Telstra Group results. Adjustment for the sale proceeds from the divestment of 70% of our Sensis directories business from the reported Telstra Group results.

#### (ii) Mergers & Acquisitions adjustments:

Adjustments for material mergers and acquisition activities from the reported Telstra Group results. This includes DCA eHealth Solutions Pty Ltd, Fred IT Group Pty Ltd, NSC Group Pty Ltd, O2 Networks Pty Ltd and Ooyala Inc.

#### (iii) CSL adjustment:

Adjustment for the net gain on disposal of the CSL Group from the reported Telstra Group results.

#### (iv) Octave adjustment:

Adjustment for the write off from the foreign currency translation reserve associated with the Octave investment from the reported Telstra Group results. We have commenced liquidation of the legal entities in the Octave Group in FY14.

#### (v) Sequel Media adjustment:

Adjustment for the impairment of Sequel Media Group from the reported Telstra Group results. The carrying value of Sequel Media Group goodwill was impaired by \$12m.