



StarHub 4Q & FY2013 Results

6 February 2014

Forward-looking Statements

The following presentation may contain forward-looking statements by StarHub Ltd (“StarHub”) relating to financial trends for future periods.

Some of the statements in this presentation which are not historical facts are statements of future expectations with respect to the financial conditions, results of operations and businesses, and related plans and objectives. These forward-looking statements are based on StarHub’s current views, intentions, plans, expectations, assumptions and beliefs about future events and are subject to risks, uncertainties and other factors, many of which are outside StarHub’s control. Important factors that could cause actual results to differ materially from the expectations expressed or implied in the forward-looking statements include known and unknown risks and uncertainties. Because actual results could differ materially from StarHub’s current views, intentions, plans, expectations, assumptions and beliefs about the future, such forward-looking statements are not and should not be construed as a representation, forecast or projection of future performance of StarHub. It should be noted that the actual performance of StarHub may vary significantly from such statements.



TAN Tong Hai
CEO



Nicholas TAN
CFO



Kevin LIM
CCO

FY2013 Highlights

Financial Highlights

Business Highlights

2014 Outlook

Overview (FY-2013 vs FY-2012)

❖ Financial:

- Total revenue decreased 3%
- Service revenue stable
- EBITDA increased 2%
- EBITDA margin at 32.9%
- NPAT rose 3%

❖ Operational:

- Customer growth in ALL lines of business in 4Q
- Mobile growth:
 - ✓ Post-paid revenue 2%
 - ✓ Post-paid customer base 10%
- Pay TV revenue decreased 3%
- Broadband revenue decreased 4%
- Fixed Network Services revenue rose 3%

Key Financial Highlights

S\$M	4Q-2013	4Q-2012	Change	FY-2013	FY-2012	Change
Total Revenue	614	654	-6%	2,359	2,422	-3%
Service Revenue	564	563	0%	2,229	2,228	0%
EBITDA	172	176	-2%	733	720	2%
EBITDA Margin	30.6%	31.2%	-0.6% pts	32.9%	32.3%	0.6% pts
Taxation	(18)	(14)	-22%	(77)	(72)	-6%
Net Profit After Tax	84	88	-5%	371	359	3%
Capex Cash Payments	88	115	24%	303	273	-11%
% of Capex to Revenue	14	18	4% pts	13	11	-2% pts
FCF / Fully Diluted Share	0.9¢	1.1¢	-17%	16.9¢	24.2¢	-30%
Net Debt to 2012 EBITDA ratio	0.58x	0.52x	-0.06x	0.58x	0.52x	-0.06x

* Numbers may not add up due to rounding.

Revenue Contribution Details

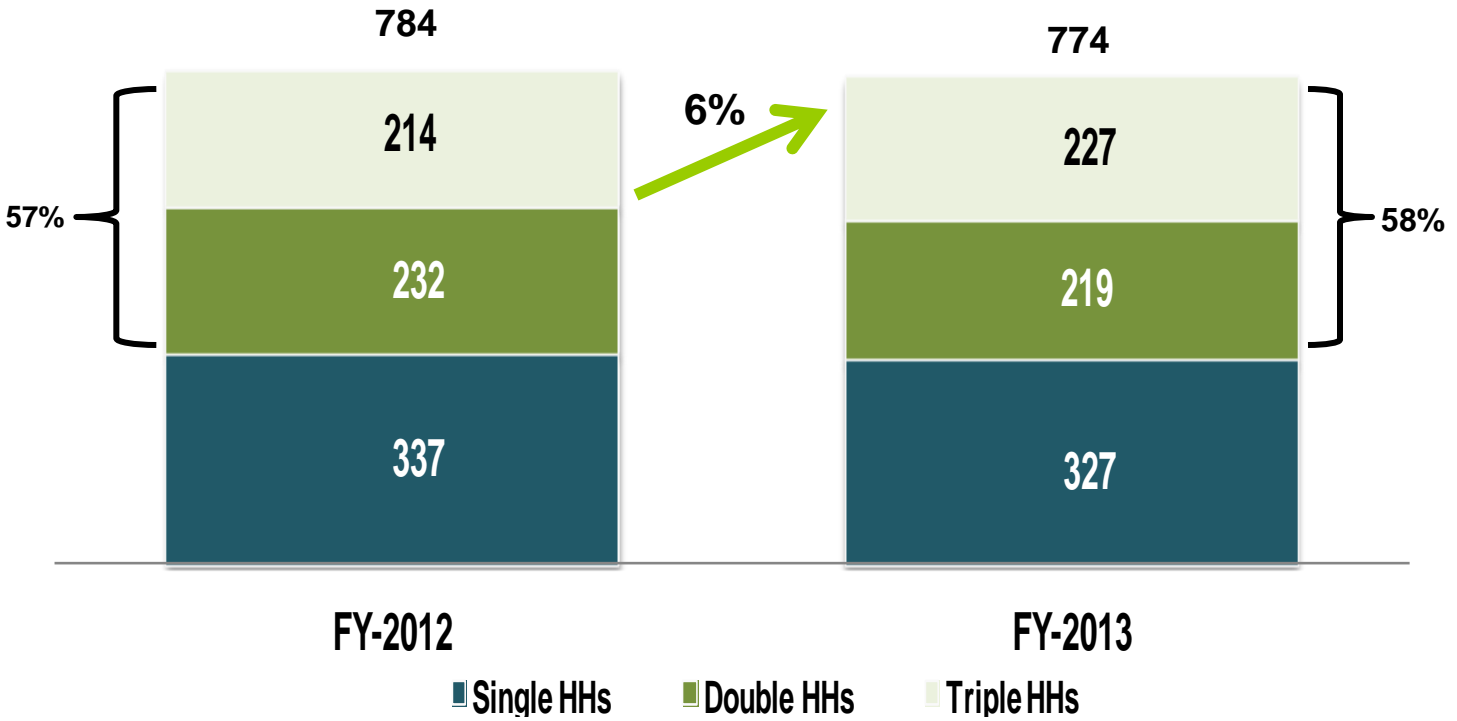
	Quarter ended 31 Dec				Year ended 31 Dec			
	2013	2012	Incr / (Decr)		2013	2012	Incr / (Decr)	
Total Revenue	S\$m	S\$m	S\$m	%	S\$m	S\$m	S\$m	%
Mobile services	310.5	308.1	2.4	0.8	1,235.4	1,224.2	11.2	0.9
Pay TV services	99.7	97.6	2.1	2.1	385.5	396.3	(10.8)	(2.7)
Broadband services	56.3	62.9	(6.6)	(10.5)	240.0	249.4	(9.4)	(3.8)
Fixed Network services	97.3	94.7	2.6	2.8	368.3	357.7	10.6	3.0
Total service revenue	563.8	563.3	0.5	0.1	2,229.2	2,227.6	1.6	0.1
Sale of equipment	49.9	90.8	(40.9)	(45.1)	130.1	194.0	(63.9)	(32.9)
Total Revenue	613.7	654.1	(40.4)	(6.2)	2,359.3	2,421.6	(62.3)	(2.6)

Revenue Mix

Revenue mix	Quarter ended 31 Dec		Year ended 31 Dec	
	2013 Mix %	2012 Mix %	2013 Mix %	2012 Mix %
Mobile services	50.6	47.1	52.4	50.6
Pay TV services	16.2	14.9	16.3	16.4
Broadband services	9.2	9.6	10.2	10.3
Fixed Network services	15.9	14.5	15.6	14.8
Sale of equipment	8.1	13.9	5.5	8.0
Total Revenue	100.0	100.0	100.0	100.0

Hubbing Scorecard

Hubbing Households ('000)



* Numbers may not add up due to rounding.

FY2013 Highlights

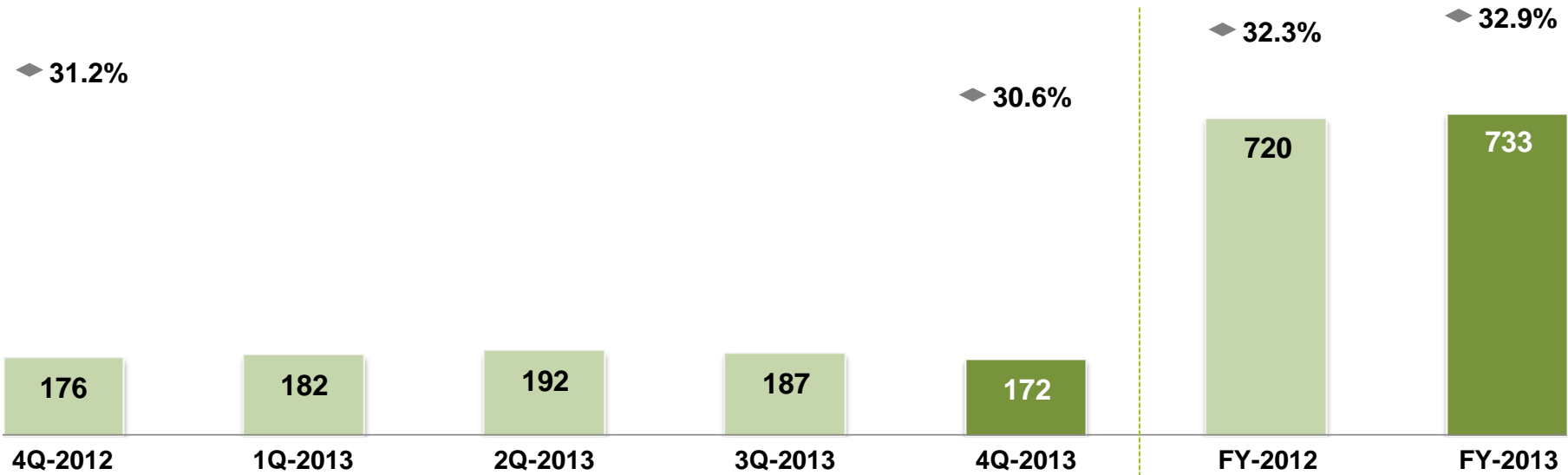
Financial Highlights

Business Highlights

2014 Outlook

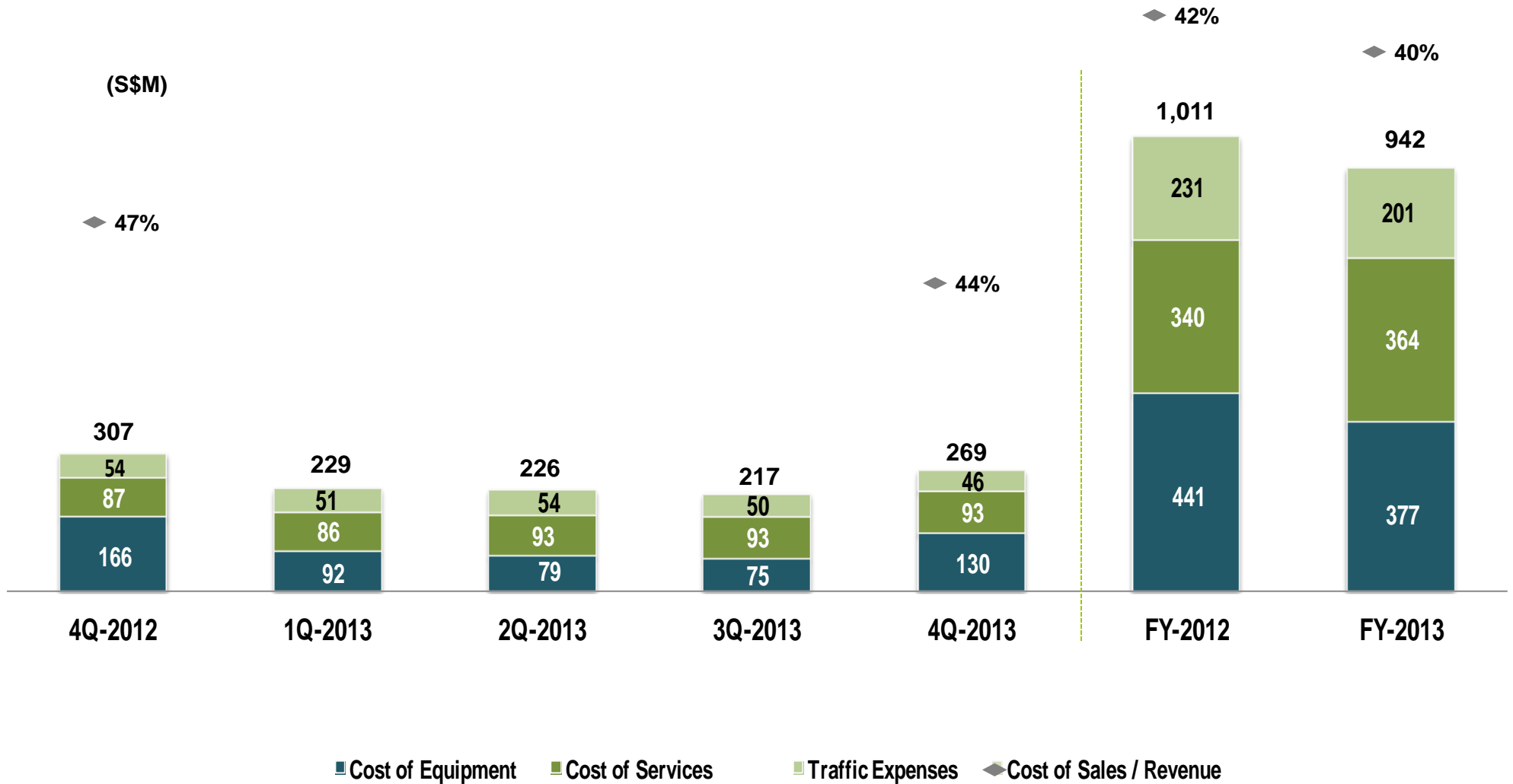
EBITDA & EBITDA Margin

(S\$M)



◆ EBITDA Margin as % of Service Revenue

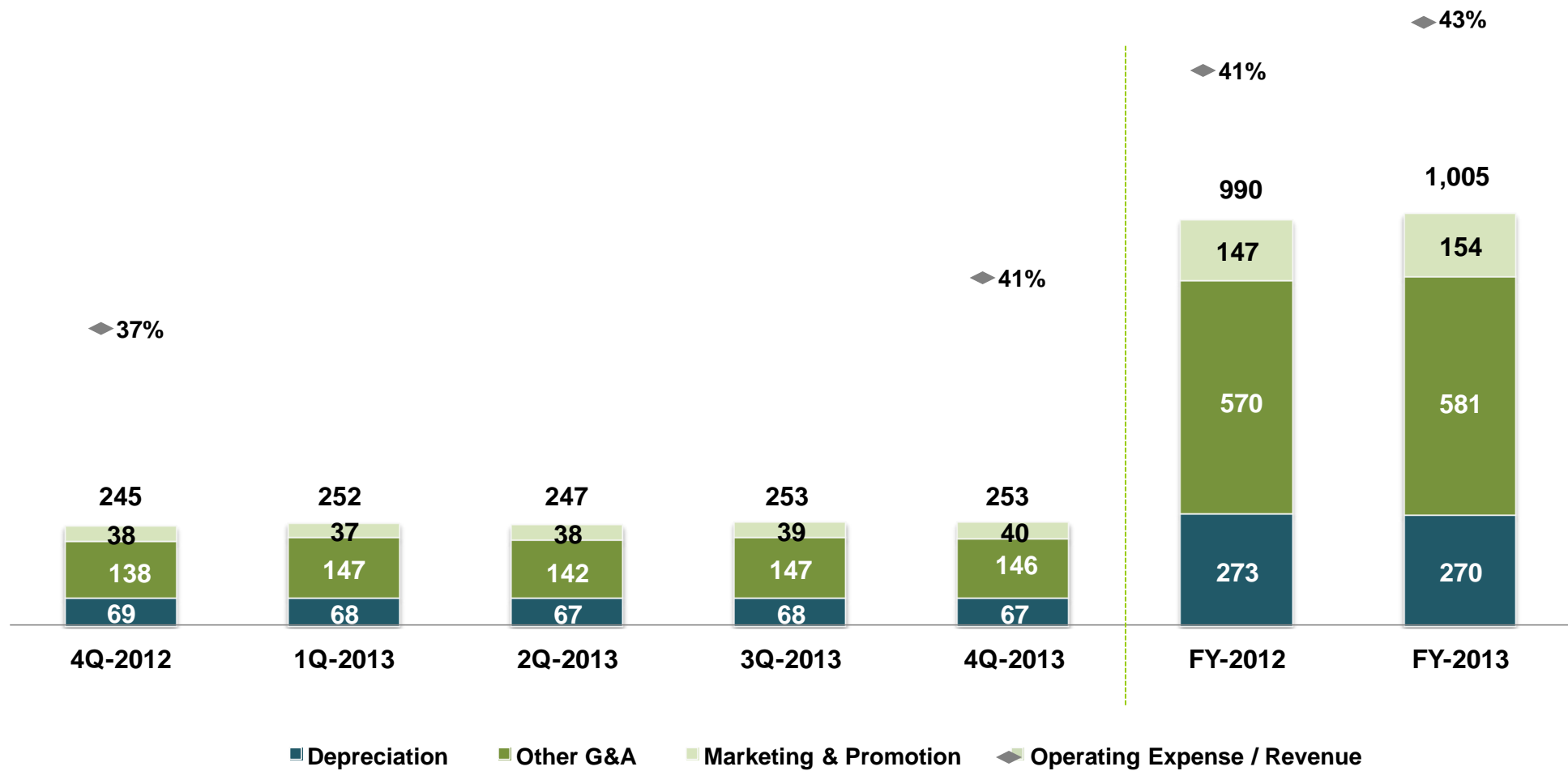
Cost Of Sales



* Numbers may not add up due to rounding.

Other Operating Expenses

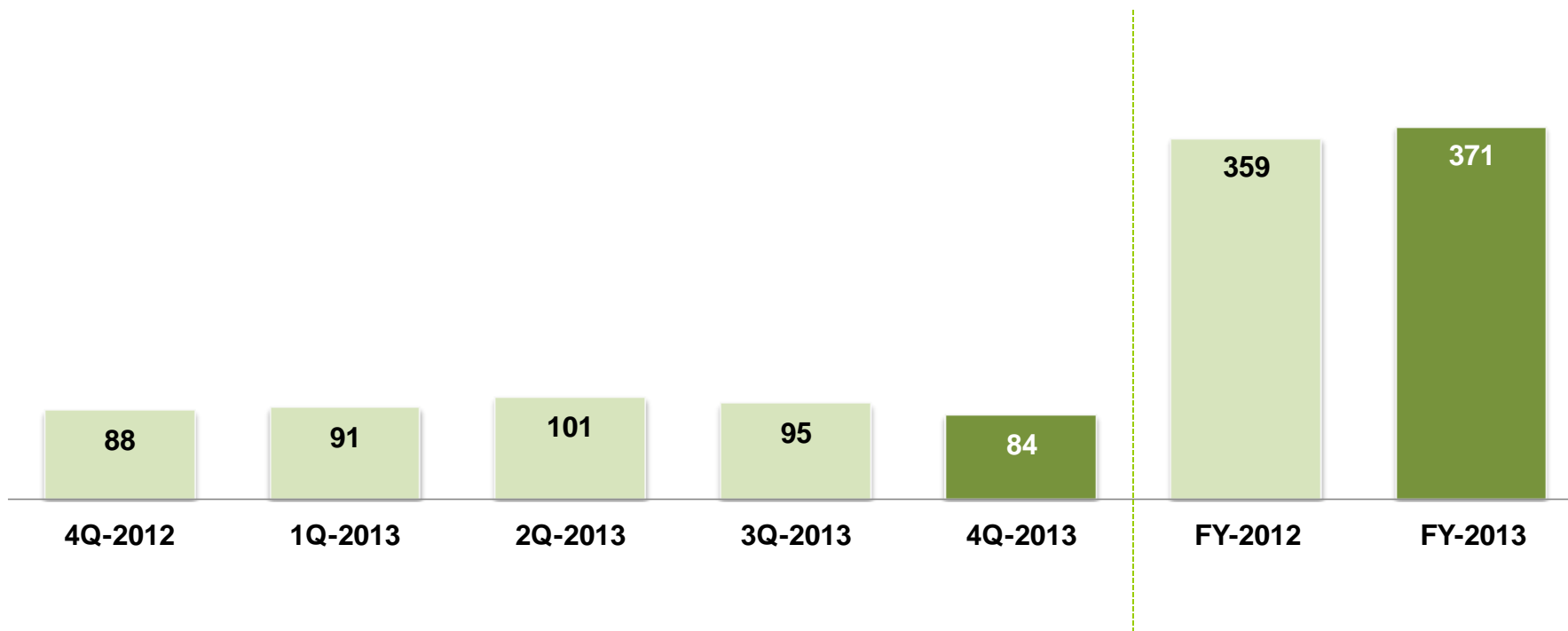
(S\$M)



* Numbers may not add up due to rounding.

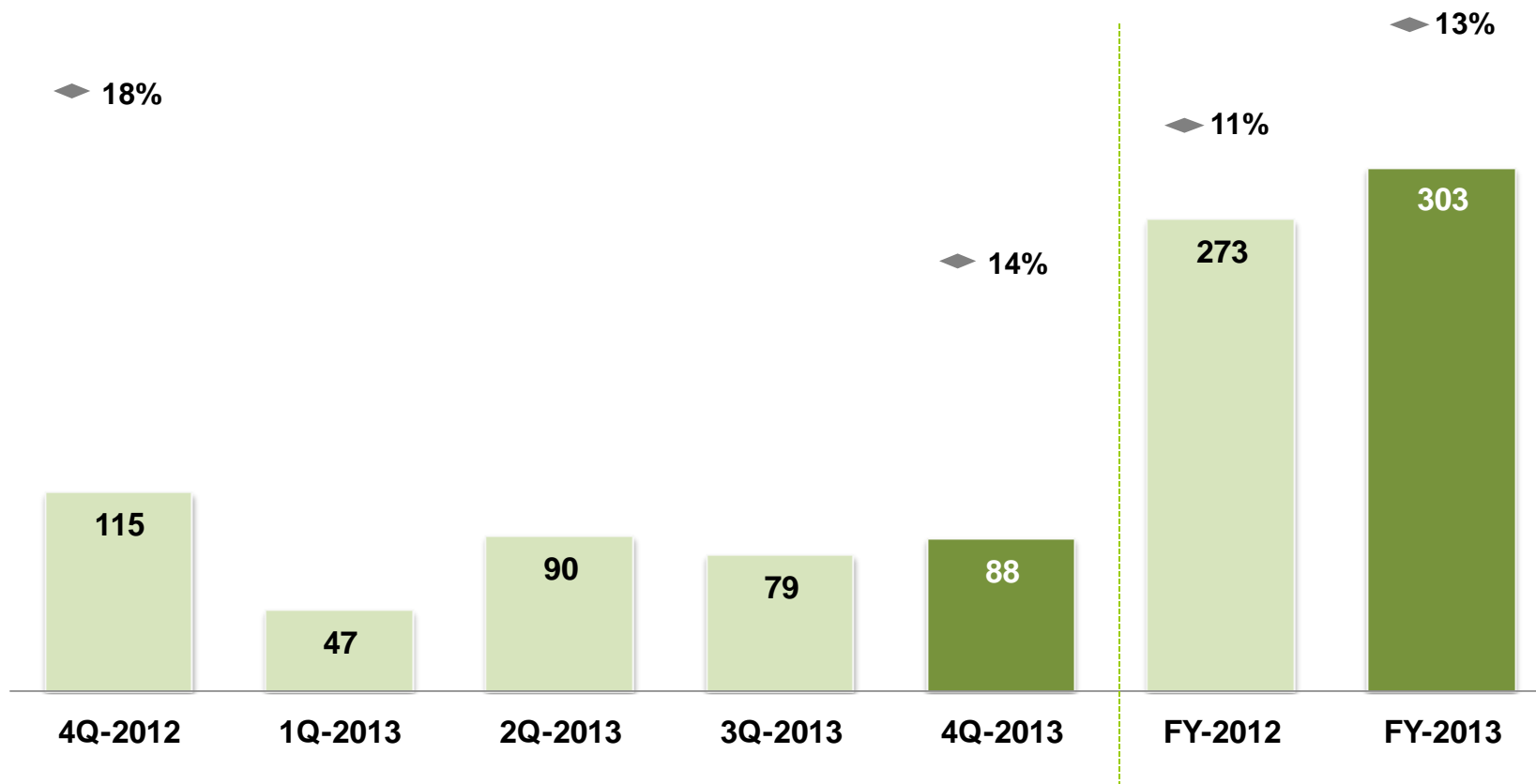
Net Profit After Tax

(S\$M)



Capex (cash payments)

(S\$M)

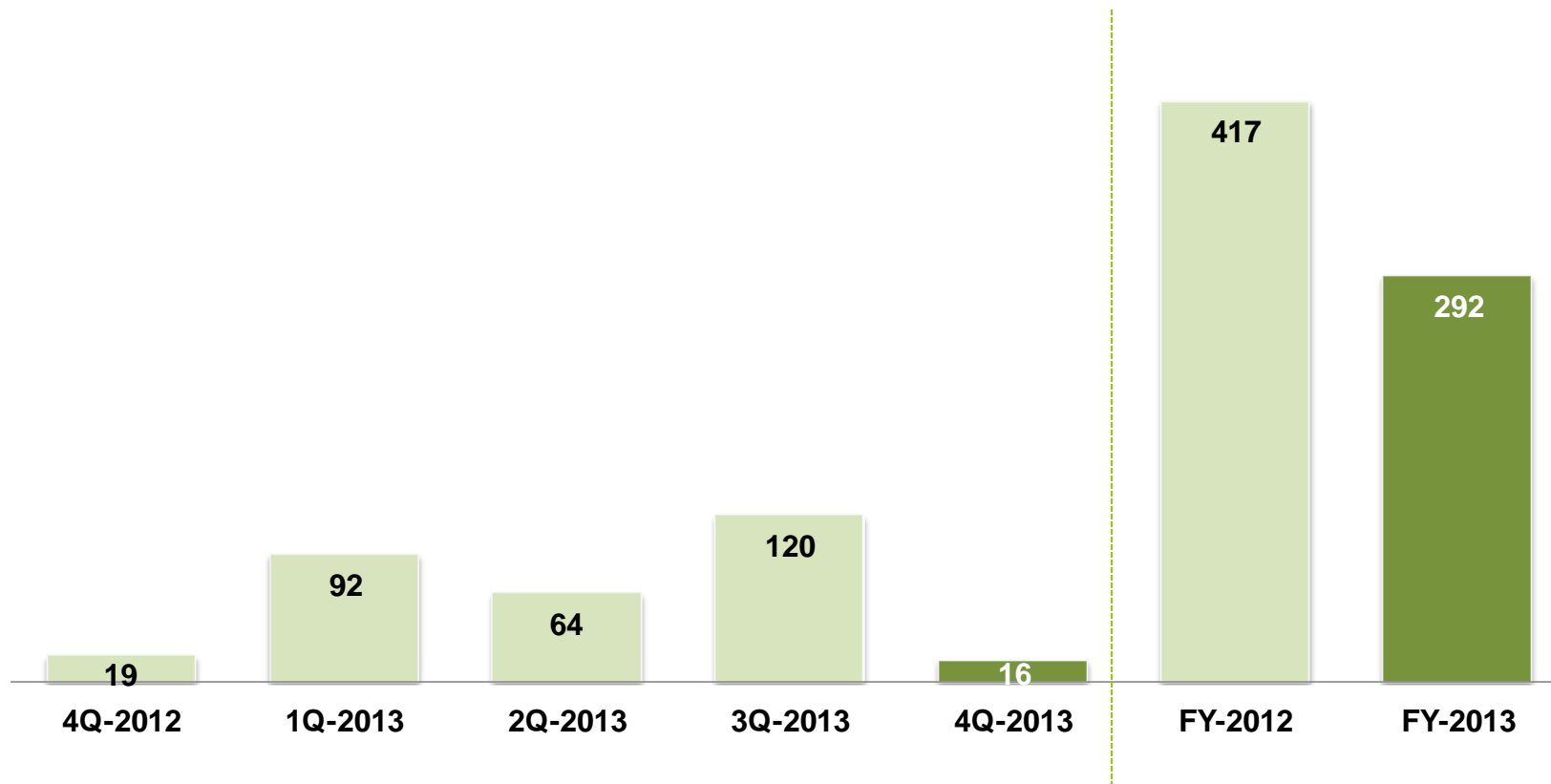


◆ Capex/Revenue

* Numbers may not add up due to rounding.

Free Cash Flow

(S\$M)



FY2013 Highlights

Financial Highlights

Business Highlights - Mobile

2014 Outlook

➤ Mobile (FY-2013 vs FY-2012)

- Revenue increased 1%
- Post-paid ARPU stable at S\$70
- Customer base grew 152k

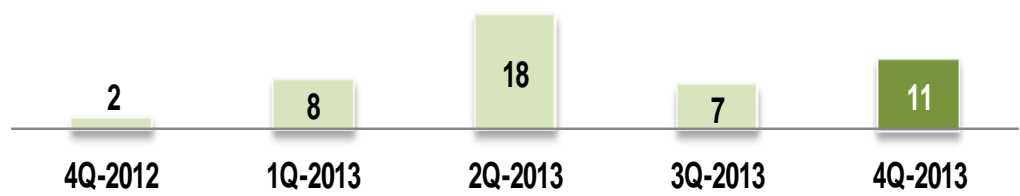


live to a
100%

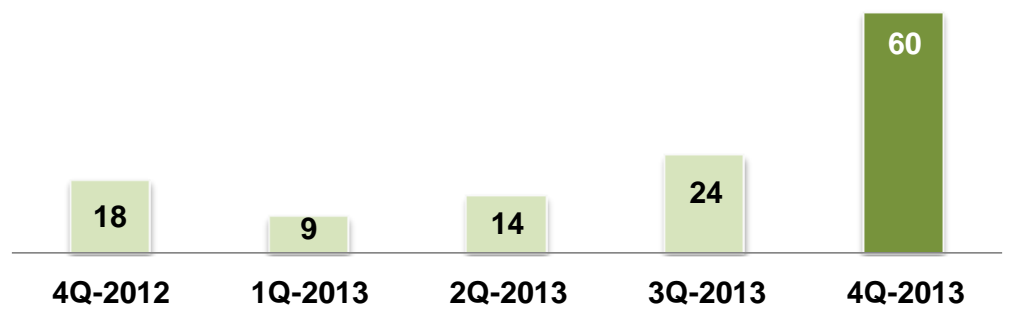


Mobile Net Adds

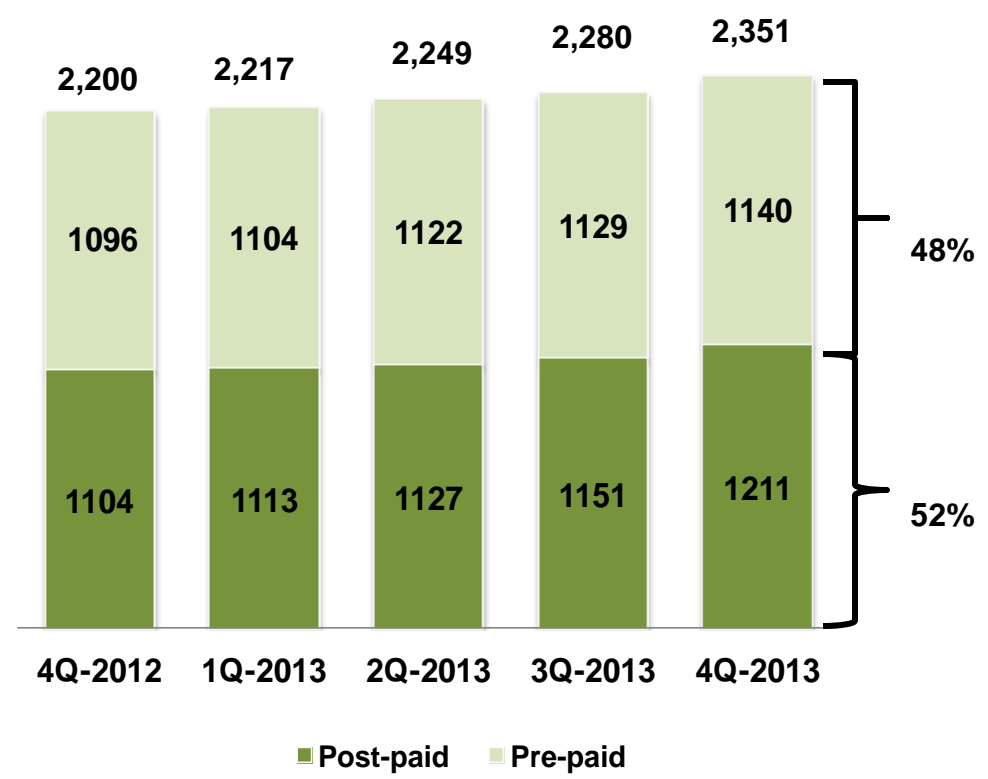
Pre-paid Net Adds ('000)



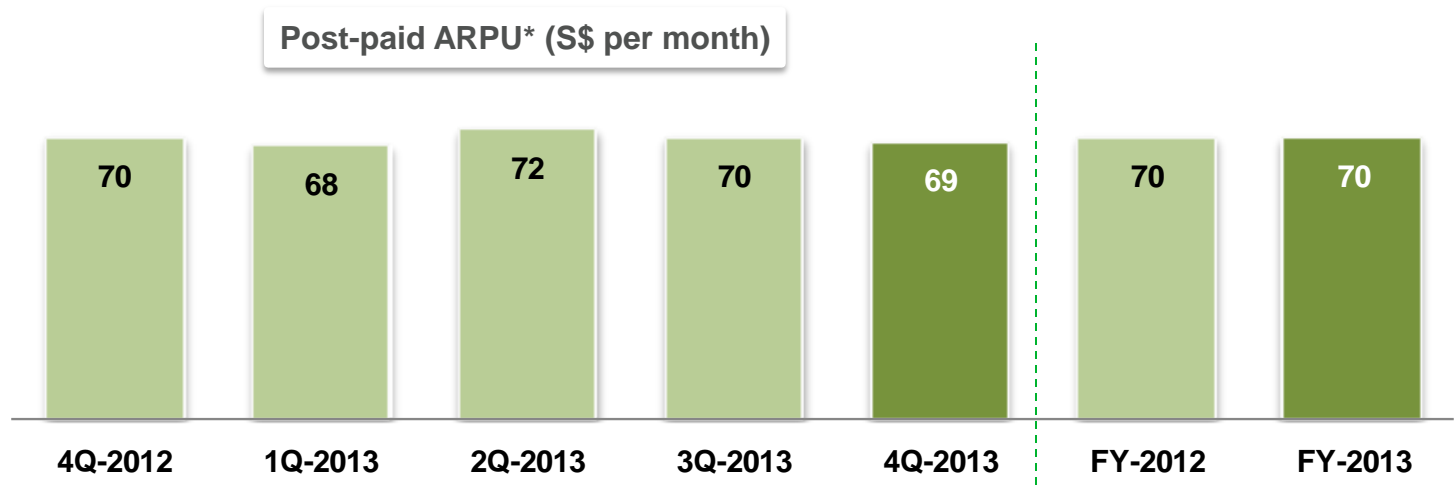
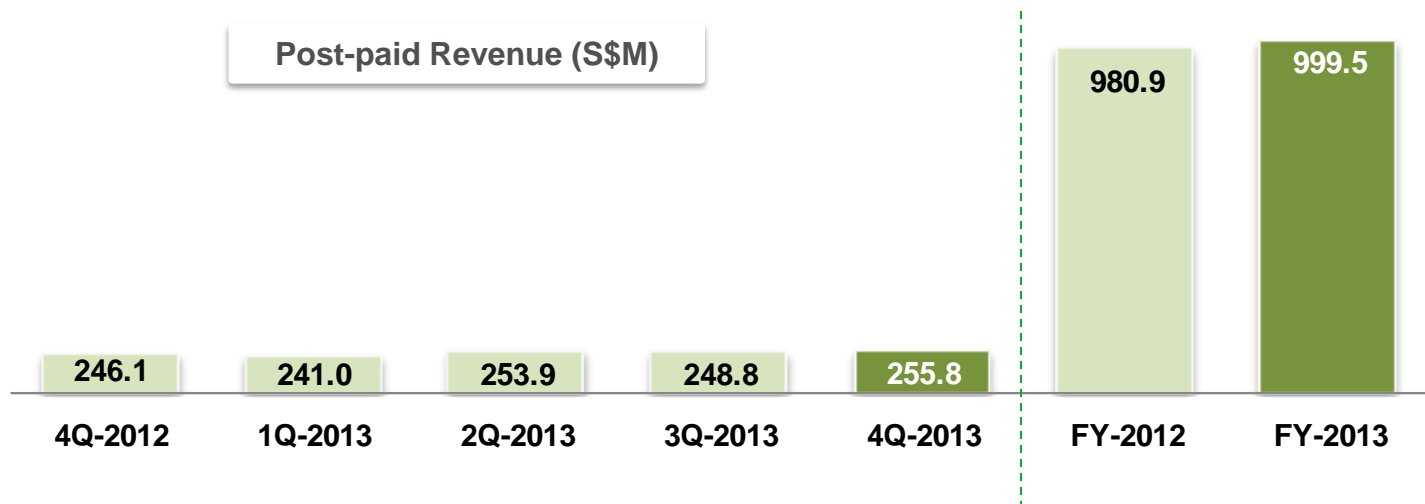
Post-paid Net Adds ('000)



Customers ('000)

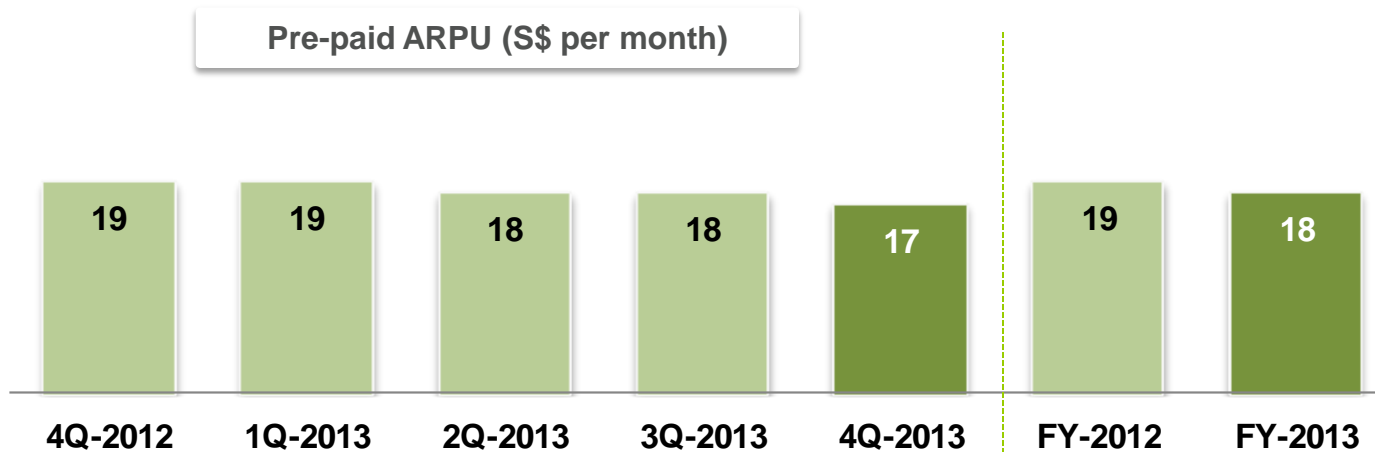
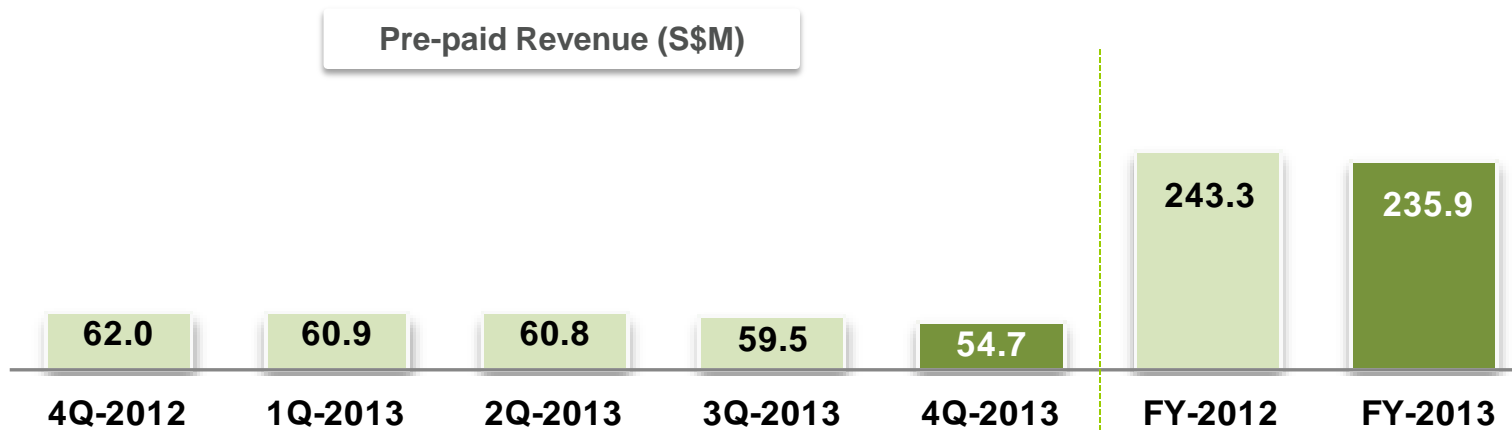


Post-paid Mobile Revenue & ARPU



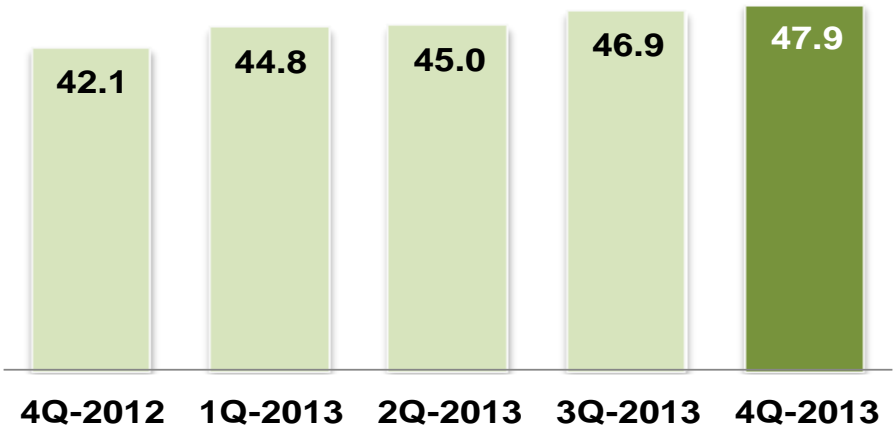
* Excluded inbound roaming revenue.

Pre-paid Mobile Revenue & ARPU

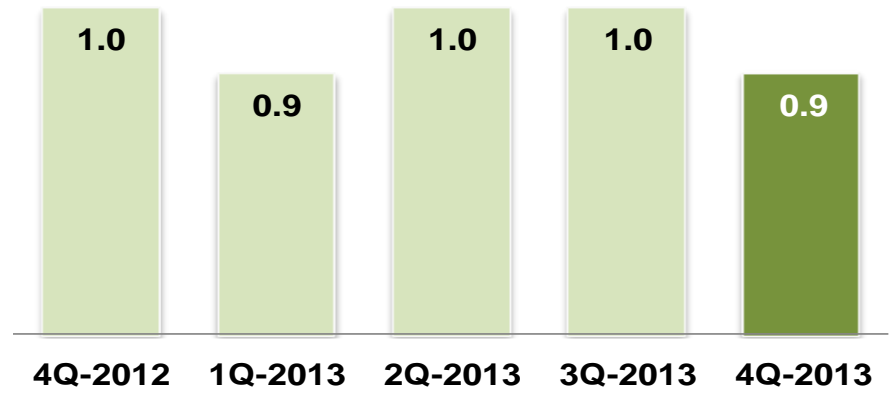


Mobile Non-Voice & Churn Trend

Post-paid Non-Voice Services (% of ARPU*)



Post-paid Monthly Churn Rate (%)



* Excluded inbound roaming revenue.

FY2013 Highlights

Financial Highlights

Business Highlights – Pay TV

2014 Outlook

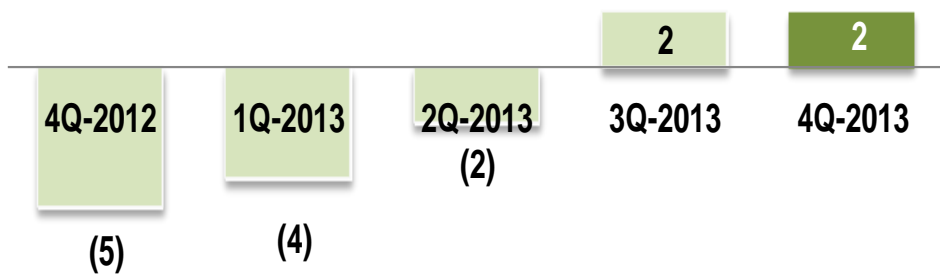
Pay TV (FY-2013 vs FY-2012)

- Revenue decreased 3%
- ARPU stable at S\$52
- Customer base decreased 2k

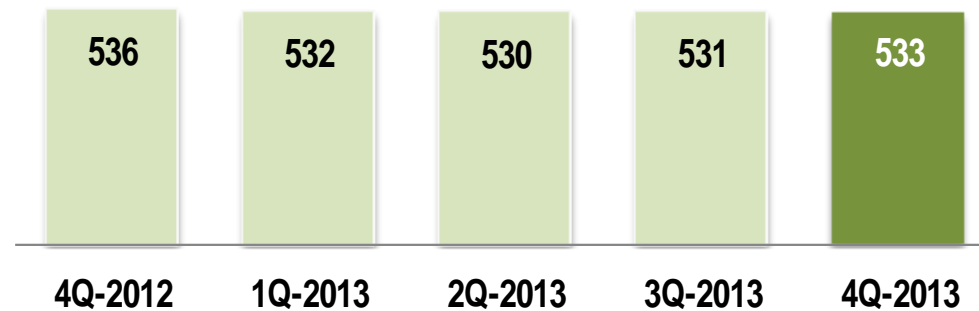


Pay TV Net Adds

Net Adds ('000)



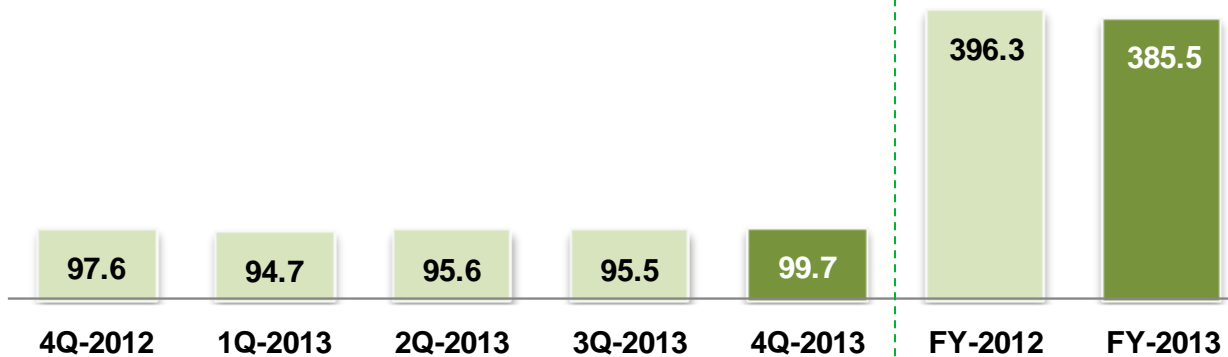
Customers ('000)



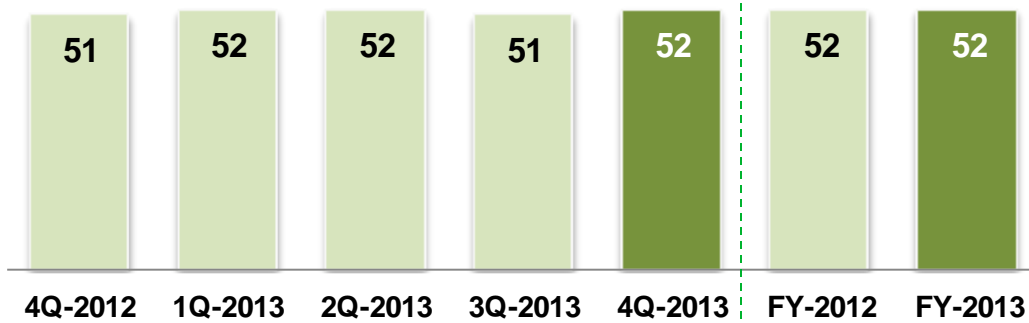
* Numbers may not add up due to rounding.

Pay TV Revenue & ARPU

Pay TV Revenue (S\$M)

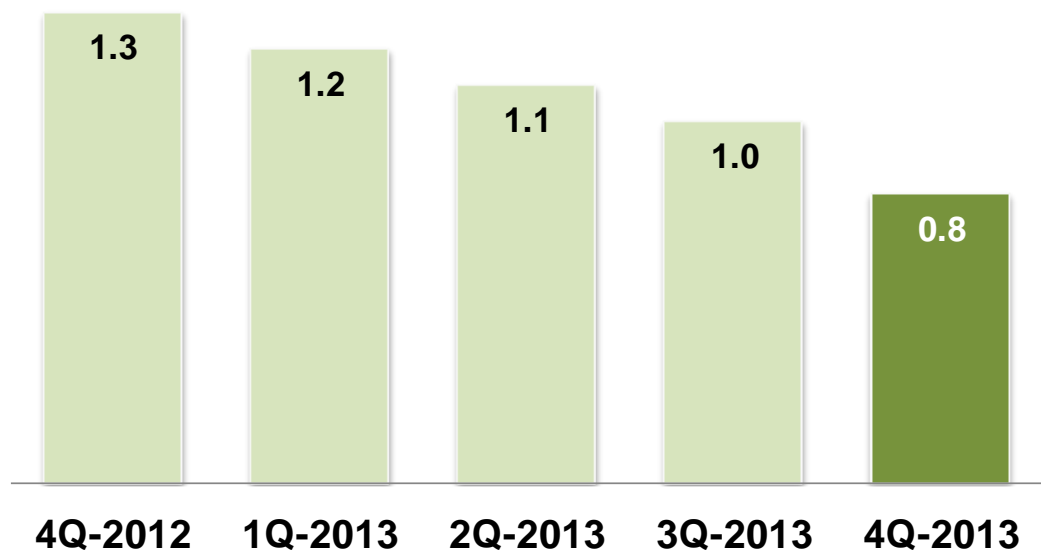


Residential Pay TV ARPU (S\$ per month)



Pay TV Churn

Average Monthly Churn Rate (%)



FY2013 Highlights

Financial Highlights

Business Highlights - Broadband

2014 Outlook

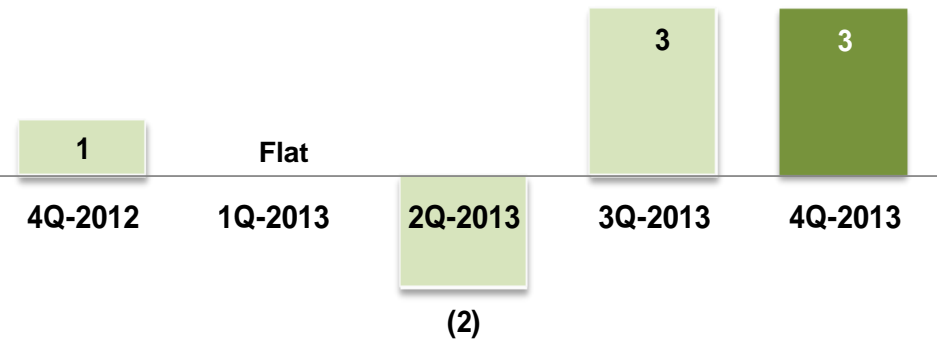
Broadband (FY-2013 vs FY-2012)

- Revenue decreased 4%
- ARPU lower by S\$2 to S\$44
- Customer base grew 4k

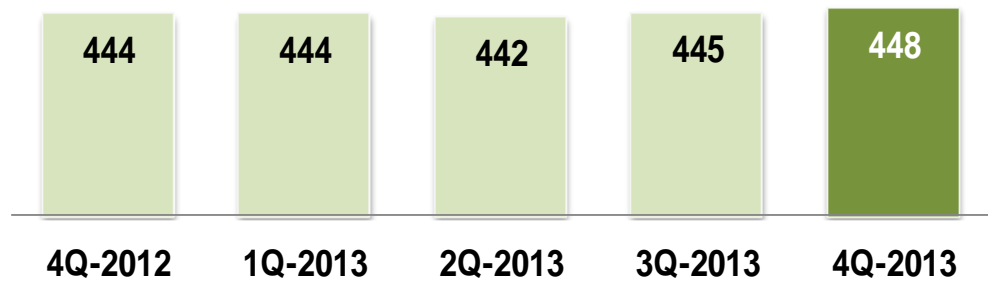


Residential Broadband Net Adds

Net Adds ('000)

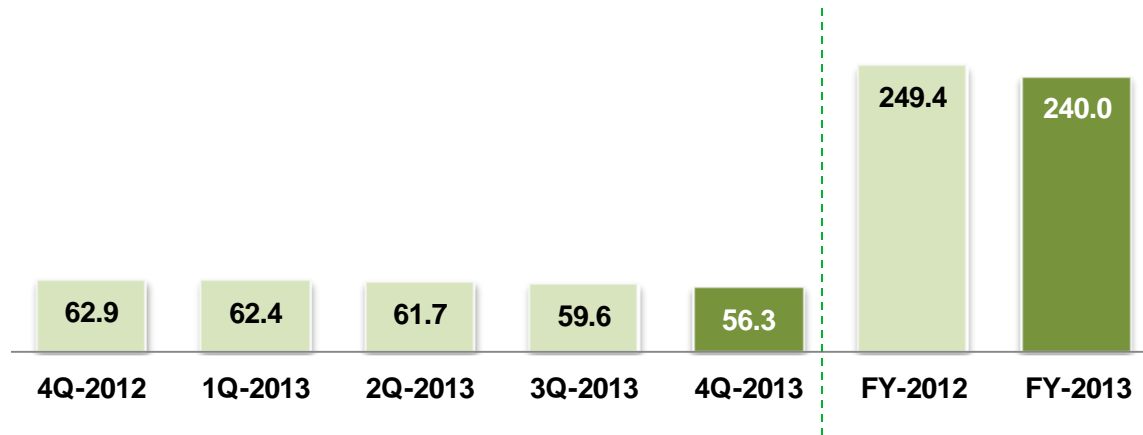


Customers ('000)

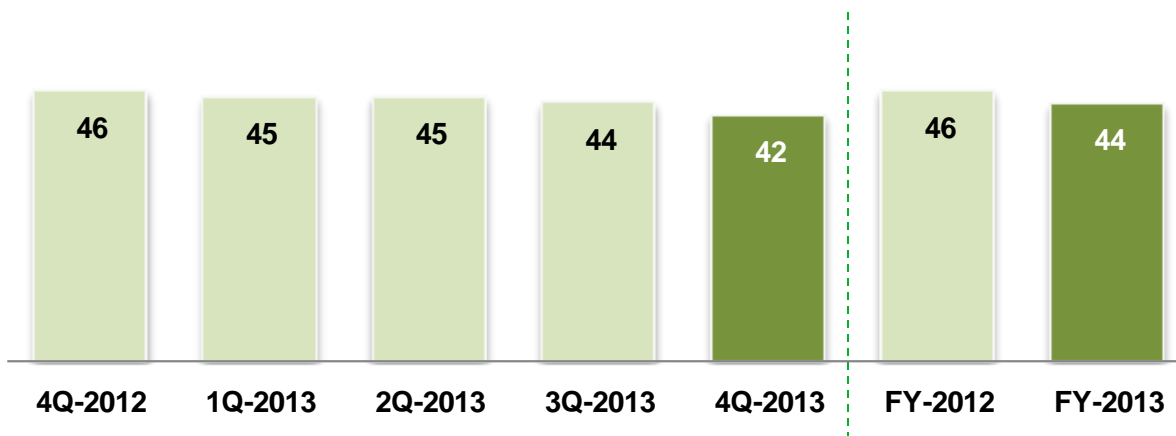


Broadband Revenue & ARPU

Broadband Revenue (S\$M)

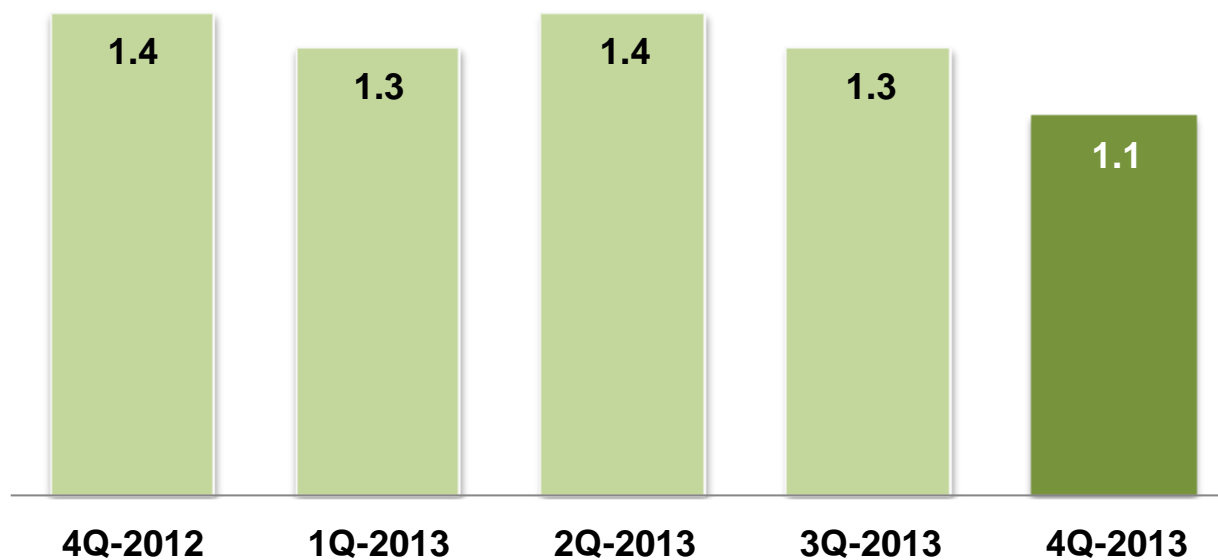


Residential Broadband ARPU (S\$ per month)



Residential Broadband Churn

Average Monthly Churn Rate (%)



FY2013 Highlights

Financial Highlights

Business Highlights – Fixed Network Services

2014 Outlook

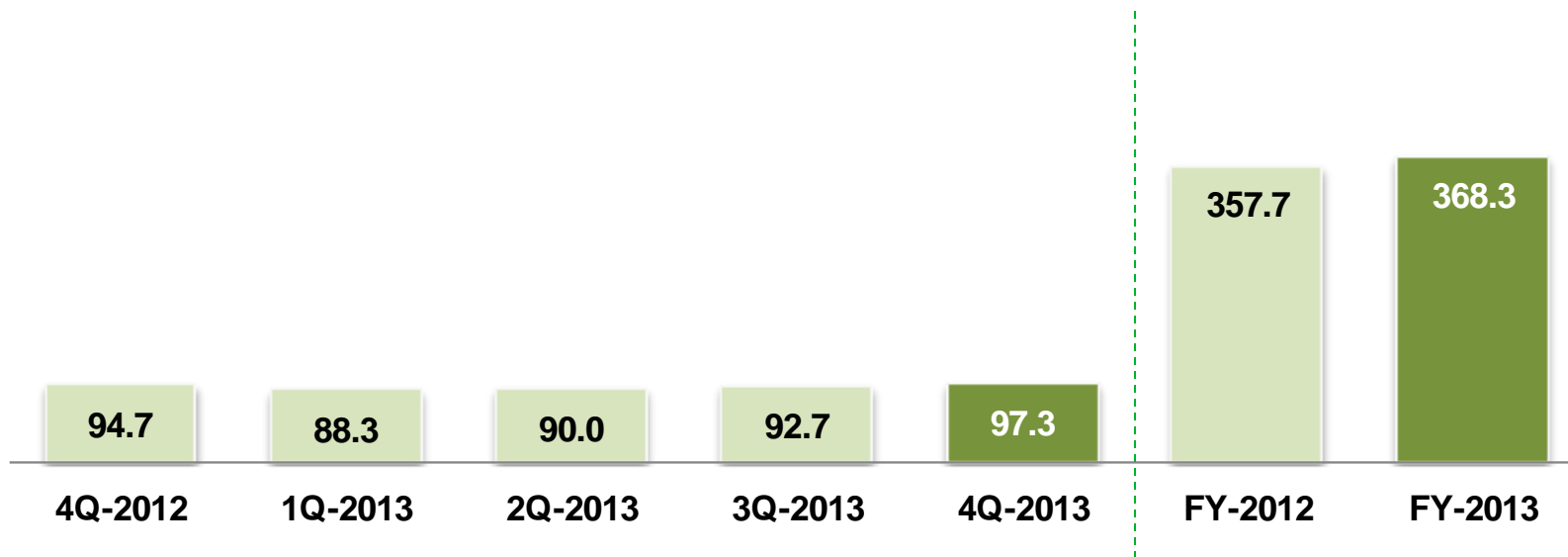
Fixed Network Services (FY-2013 vs FY-2012)

- Data & Internet revenue increased 3%
- Voice revenue also grew 3%

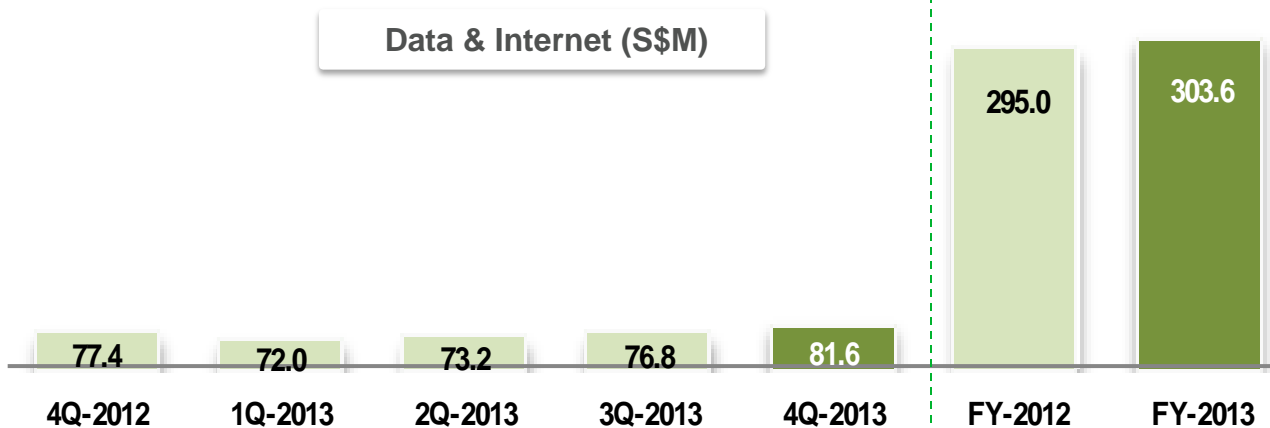
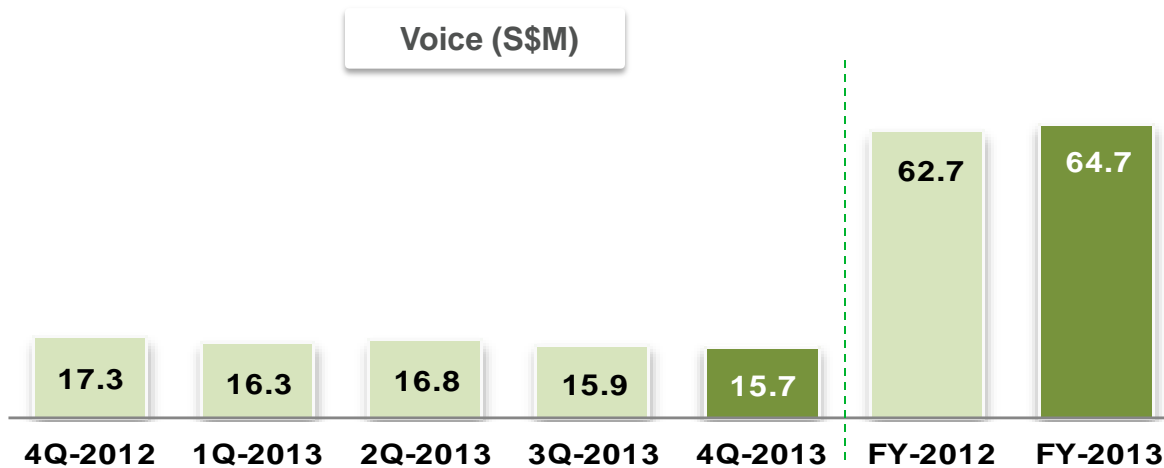


Fixed Network Services

Fixed Network Revenue (S\$M)



Voice/Data & Internet



FY2013 Highlights

Financial Highlights

Business Highlights

2014 Outlook

- **Revenue:** Expect service revenue growth in the low single-digit range
- **EBITDA:** Expect EBITDA margin on service revenue to be about 32%
- **CAPEX:** Expect cash capex to be about 13% of total revenue
- **Dividend:** Intend to maintain annual cash dividend of 20.0 cents per share for FY2014
Propose final dividend of 5.0 cents per share for FY2013

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