



StarHub 3Q & YTD-2016 Results

2 November 2016



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.

Management Team



TAN Tong Hai
CEO



Dennis CHIA
CFO



Howie LAU
CMO



Kevin LIM
CCO



Agenda

YTD2016 Highlights

Financial Highlights

Business Highlights

2016 Outlook

Overview (YTD-2016 vs YTD-2015)

Financial

- Total revenue decreased 3%
- Service revenue decreased 1%
- EBITDA stable
- EBITDA margin at 33.8%
- NPAT decreased 1%

Operational

- Revenue growth in Residential Broadband & Enterprise Fixed
- Subscriber growth in both pre & post-paid Mobile
- Low post-paid mobile churn rate of 0.9% maintained

Key Financial Highlights

\$M	3Q-2016	3Q-2015	Change	YTD-2016	YTD-2015	Change
Total Revenue	585	603	-3%	1,762	1,811	-3%
Service Revenue	546	558	-2%	1,642	1,653	-1%
EBITDA	179	199	-10%	554	556	0%
EBITDA Margin	32.8%	35.7%	-2.9%pts	33.8%	33.6%	0.2%pts
Taxation	(20)	(23)	-17%	(61)	(61)	-1%
Net Profit After Tax	86	119	-28%	287	292	-1%
Capex Cash Payments	150	67	124%	240	226	6%
% of Capex to Revenue	25.6	11.1	14.5%pts	13.6	12.5	1.1%pts
FCF / Fully Diluted Share	0.1¢	8.0¢	-98%	13.2¢	11.3¢	17%
Net Debt to 2015 EBITDA ratio	0.78x	0.64x	0.14x	0.78x	0.64x	0.14x

• Numbers may not add up due to rounding

Revenue Contribution

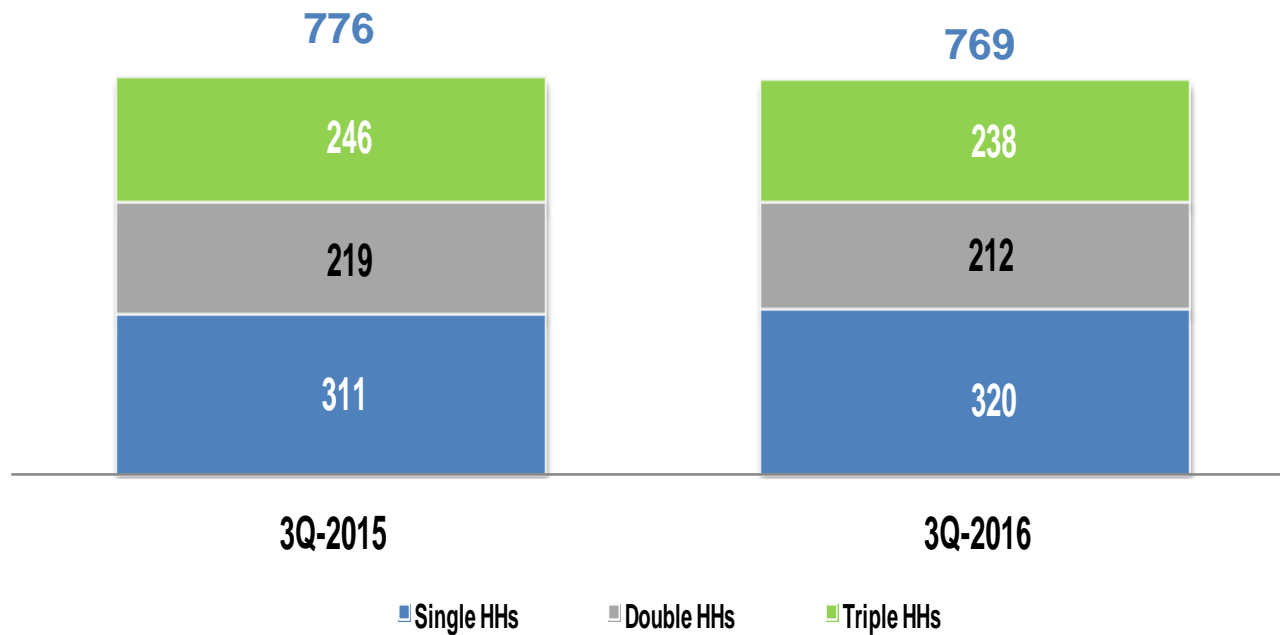
Revenue	Quarter ended 30 Sep				YTD ended 30 Sep			
	2016 S\$m	2015 S\$m	Incr / (Decr) S\$m	%	2016 S\$m	2015 S\$m	Incr / (Decr) S\$m	%
Mobile	299.4	310.6	(11.2)	(3.6)	902.8	926.8	(24.0)	(2.6)
Pay TV	93.6	97.2	(3.6)	(3.7)	283.9	291.0	(7.1)	(2.4)
Broadband	54.7	51.1	3.6	7.1	162.6	148.2	14.4	9.8
Enterprise Fixed	98.4	99.3	(0.9)	(1.0)	292.8	286.9	5.9	2.0
Service revenue	546.1	558.2	(12.1)	(2.2)	1,642.1	1,652.9	(10.8)	(0.6)
Sale of equipment	39.2	44.9	(5.7)	(12.9)	119.8	157.6	(37.8)	(24.0)
Total revenue	585.3	603.1	(17.8)	(3.0)	1,761.9	1,810.5	(48.6)	(2.7)

Revenue Mix

Revenue mix	Quarter ended 30 Sep		YTD ended 30 Sep	
	2016 Mix %	2015 Mix %	2016 Mix %	2015 Mix %
Mobile	51.2	51.5	51.3	51.2
Pay TV	16.0	16.1	16.1	16.1
Broadband	9.3	8.5	9.2	8.2
Enterprise Fixed	16.8	16.5	16.6	15.8
Sale of equipment	6.7	7.4	6.8	8.7
Total	100.0	100.0	100.0	100.0

Hubbing Scorecard

Hubbing Households ('000)



* Numbers may not add up due to rounding.

YTD2016 Highlights

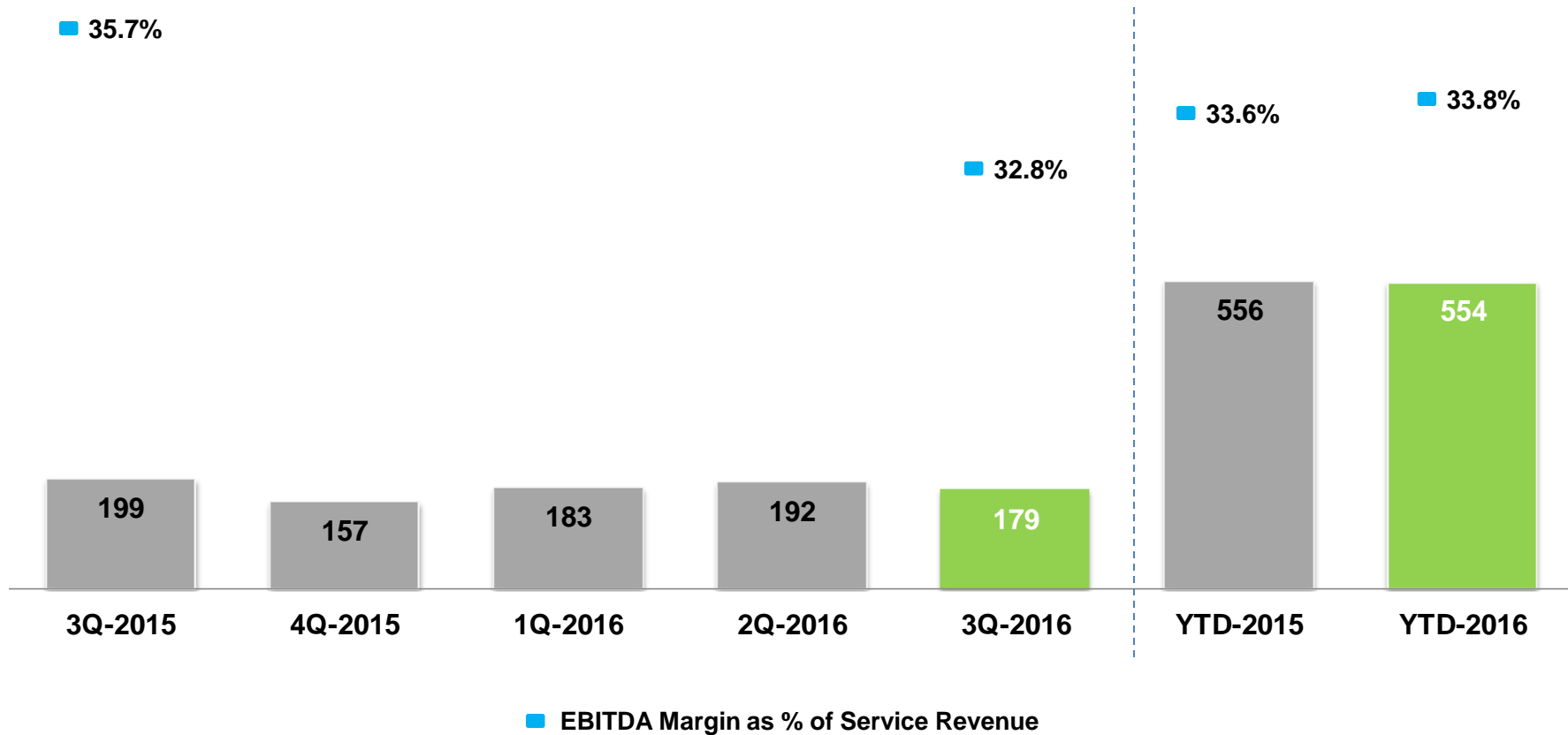
Financial Highlights

Business Highlights

2016 Outlook

EBITDA & EBITDA Margin

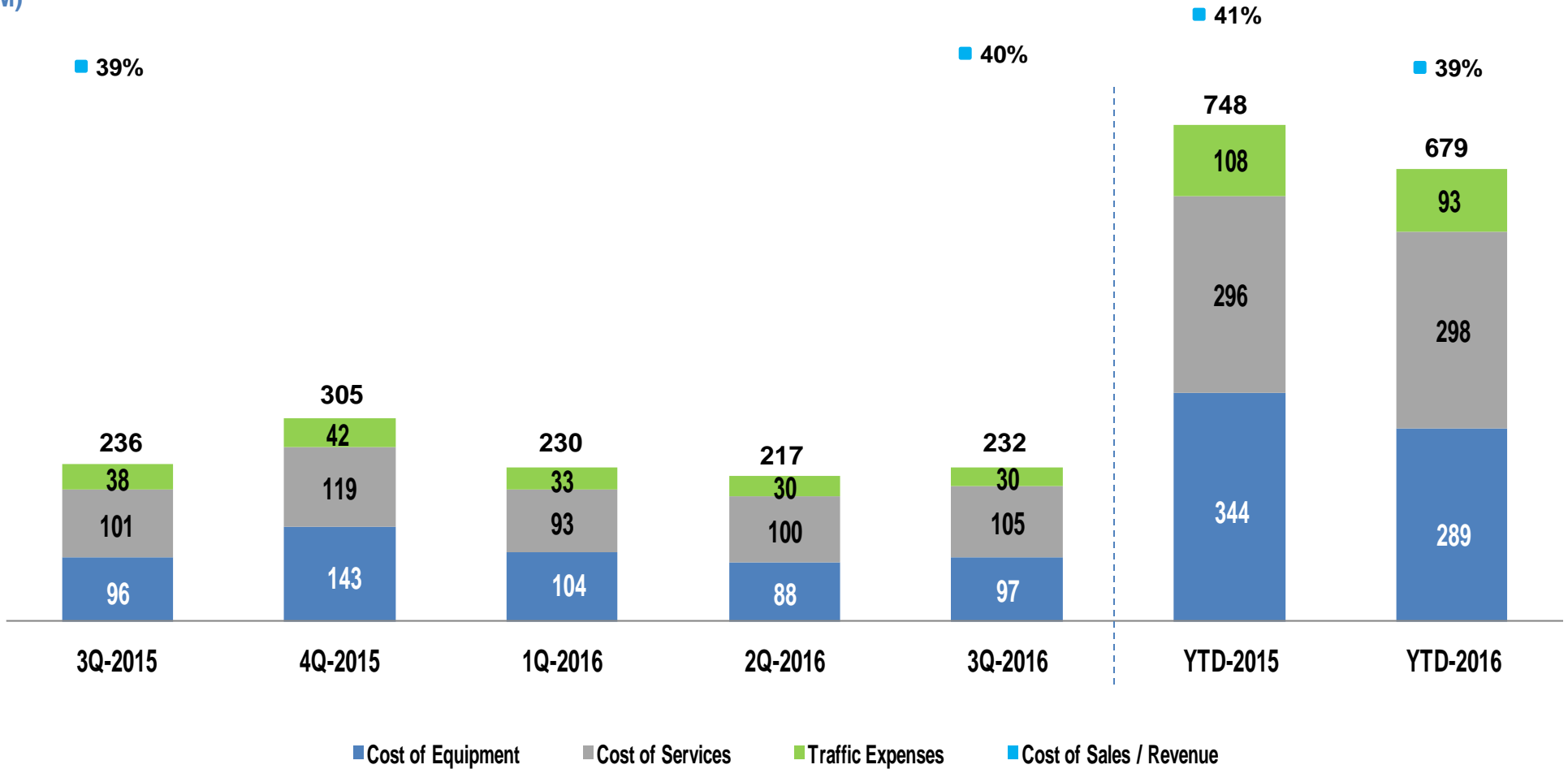
(S\$M)



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Cost Of Sales

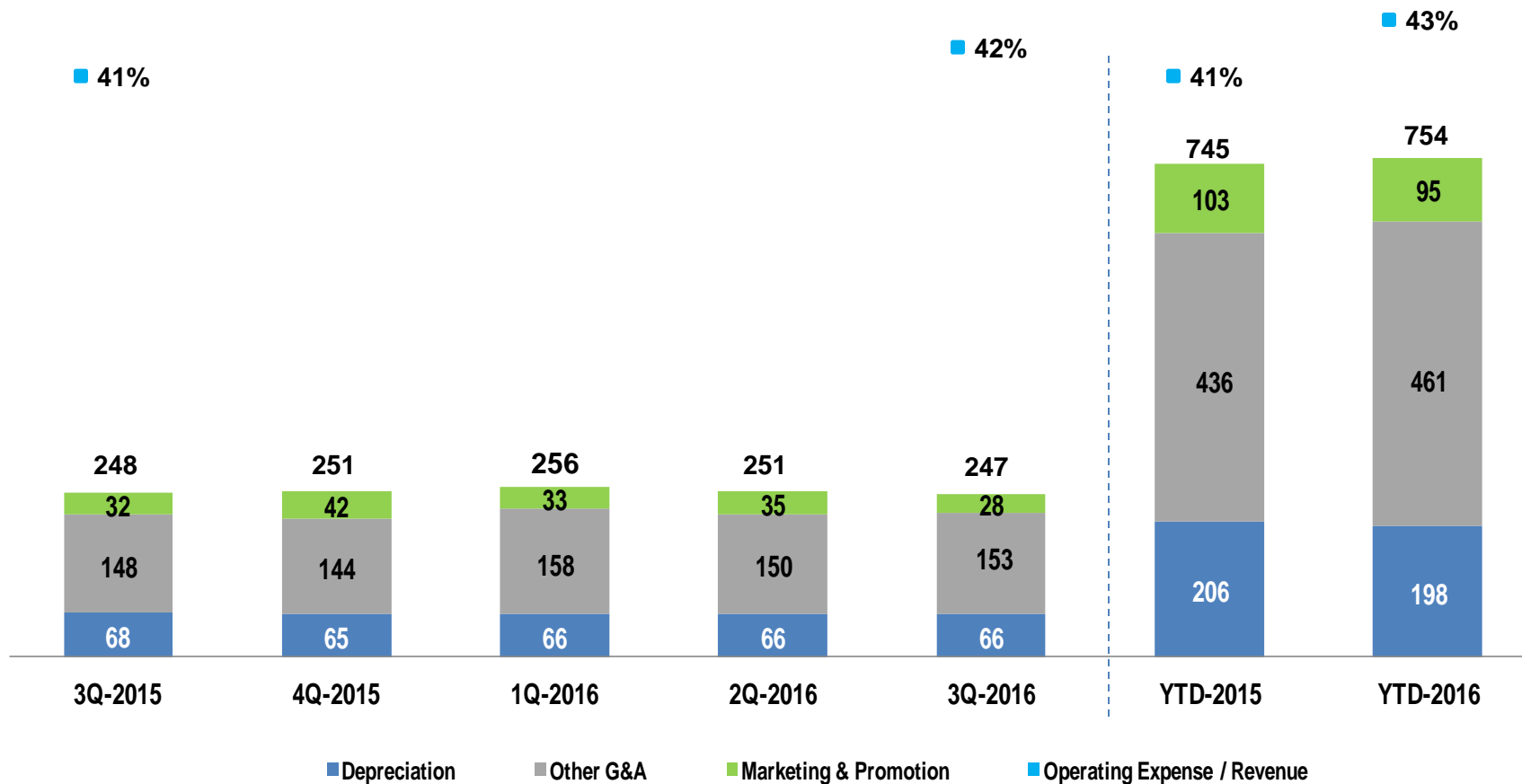
(S\$M)



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Other Operating Expenses

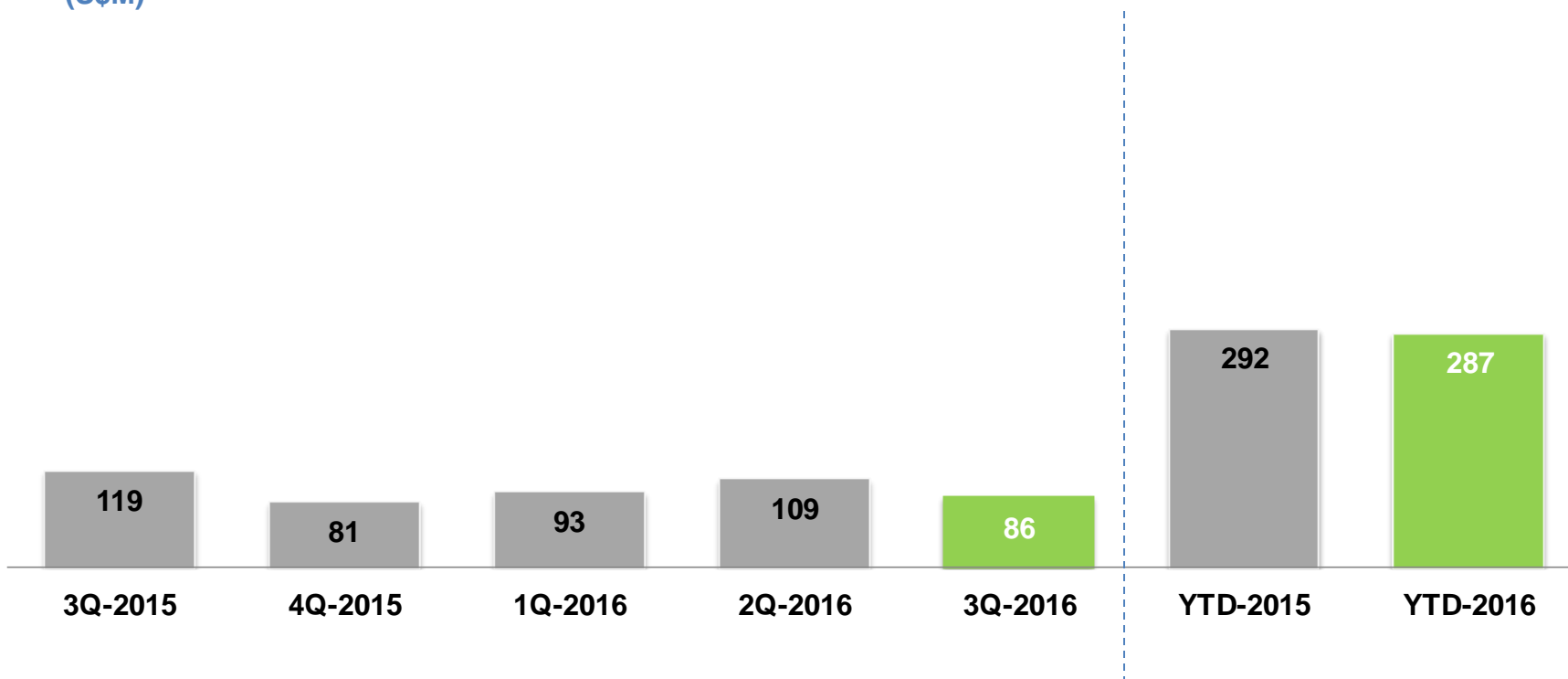
(S\$M)



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Net Profit After Tax

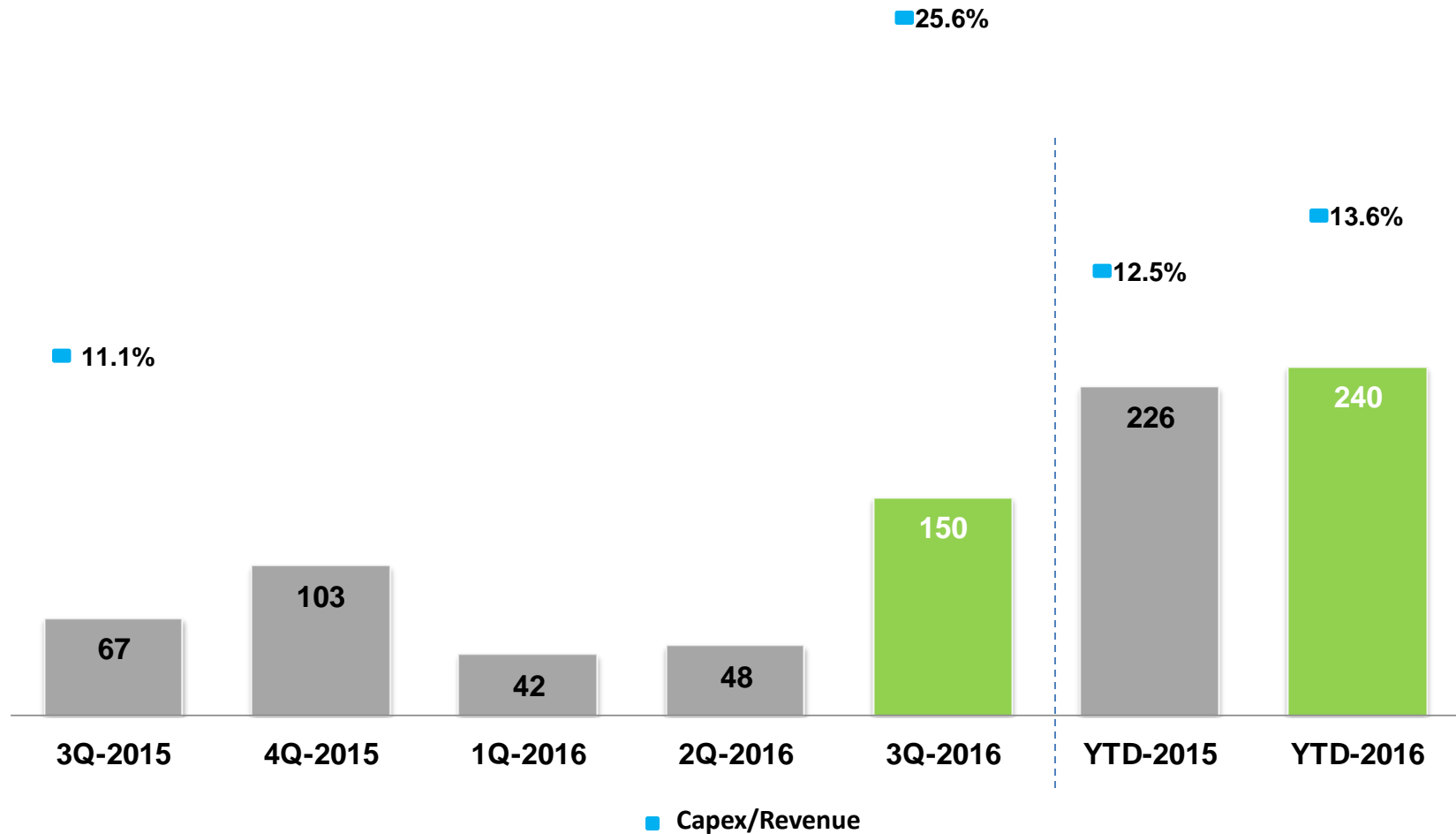
(S\$M)



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Capex (cash payments)

(S\$M)

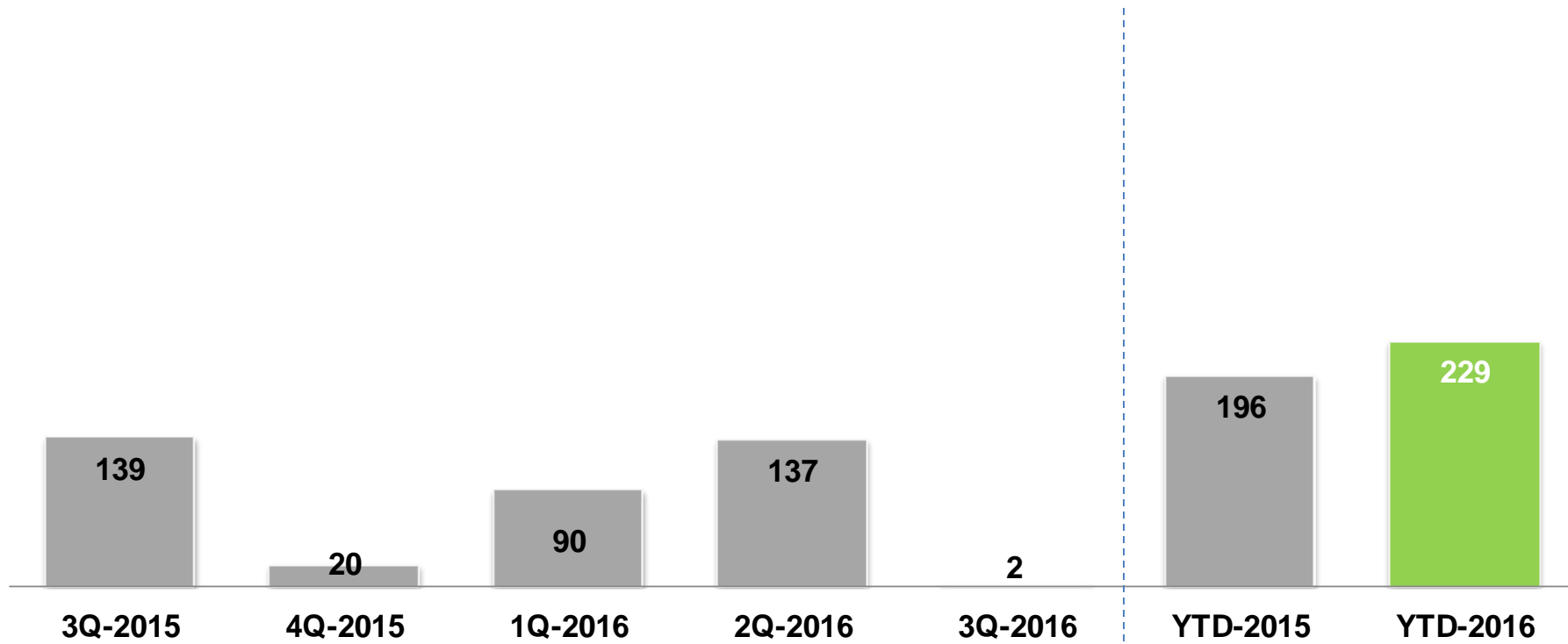


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Free Cash Flow

(S\$M)



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YTD2016 Highlights

Financial Highlights

Business Highlights – Mobile

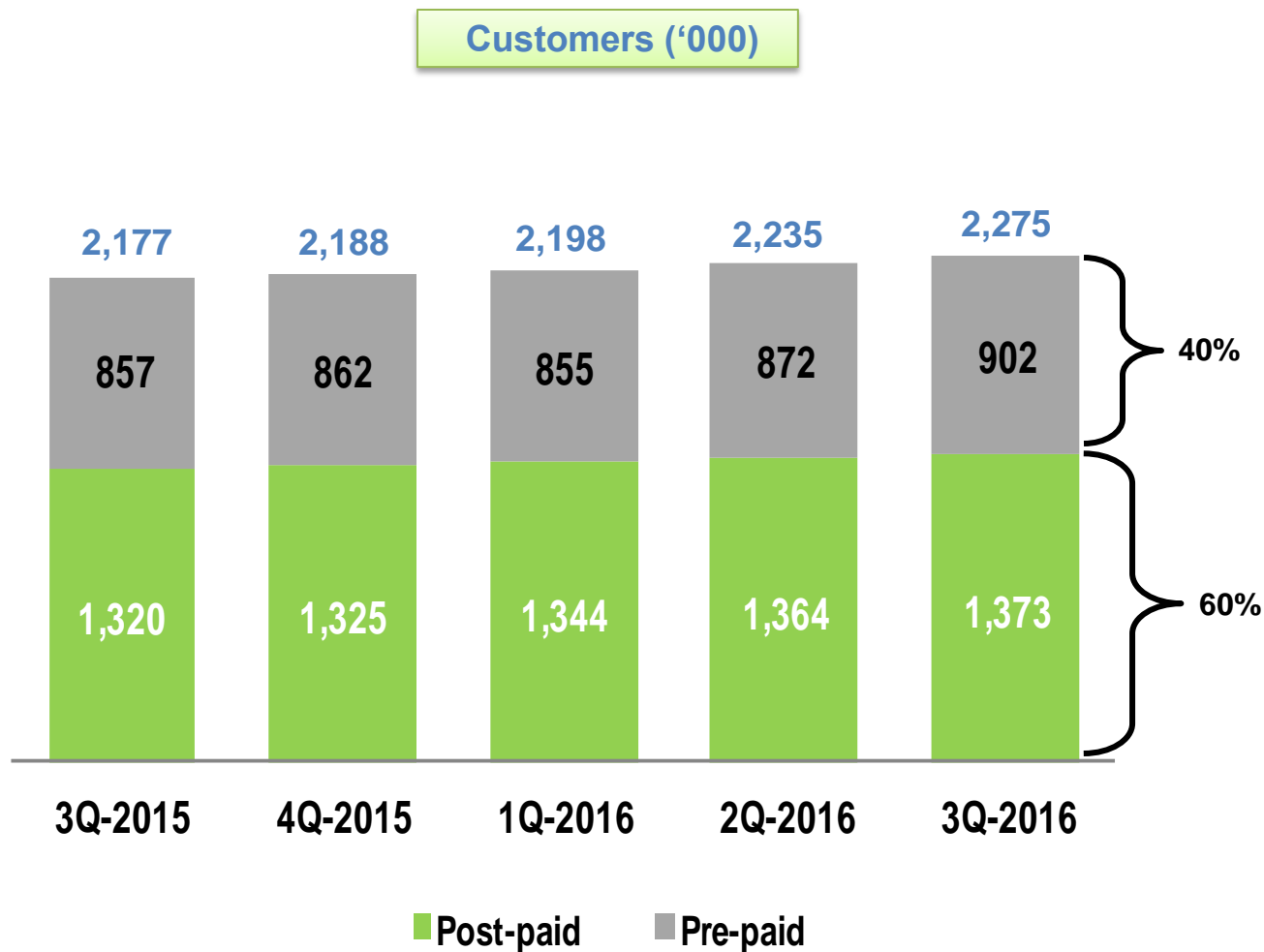
2016 Outlook

Mobile (YTD-2016 vs YTD-2015)

- ❖ Total customer base expanded 98k
- ❖ Post-paid ARPU at S\$70



Mobile Customer Base

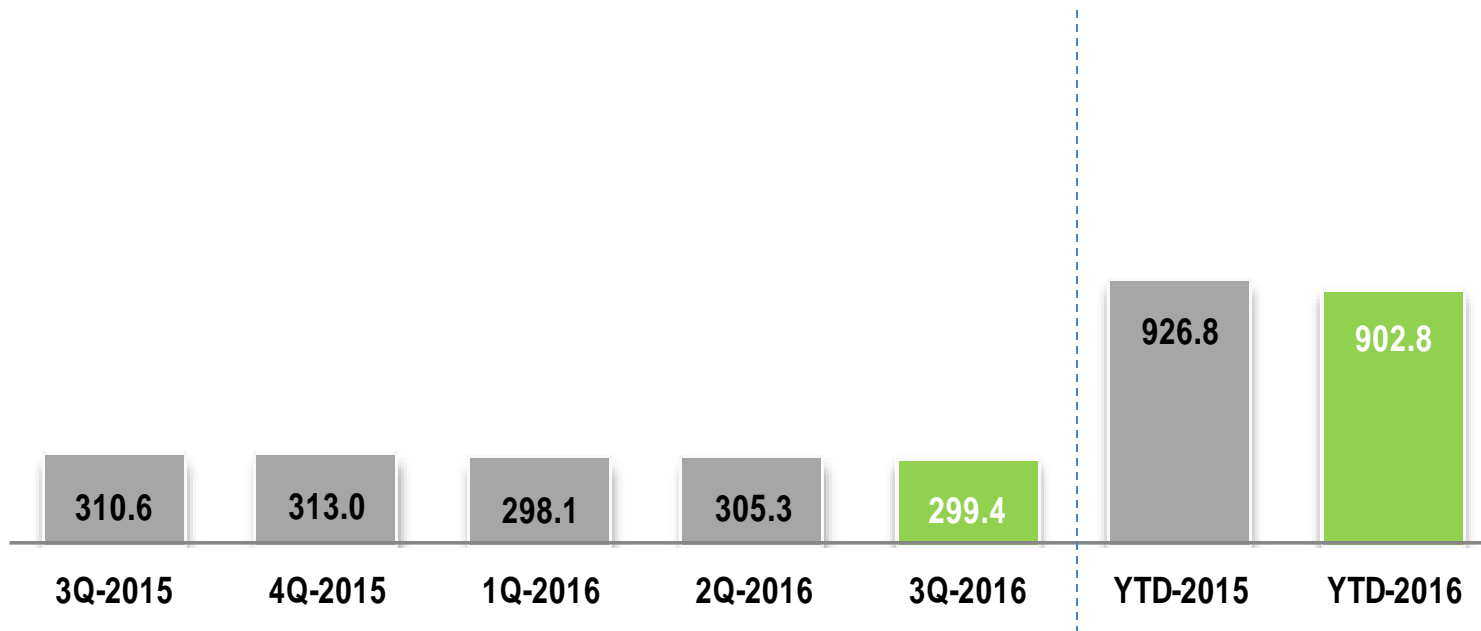


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Mobile Revenue

Mobile Revenue (S\$M)

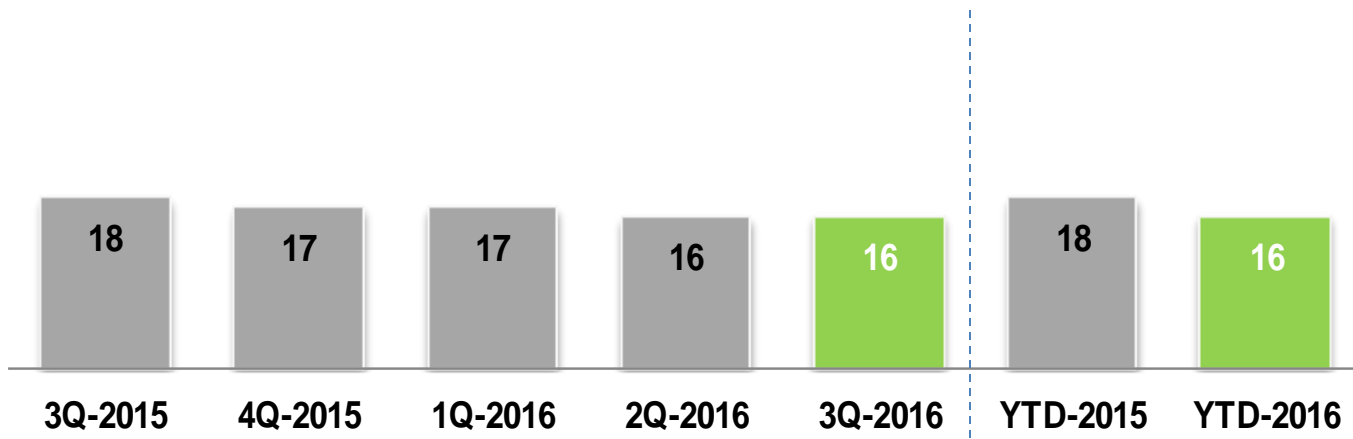


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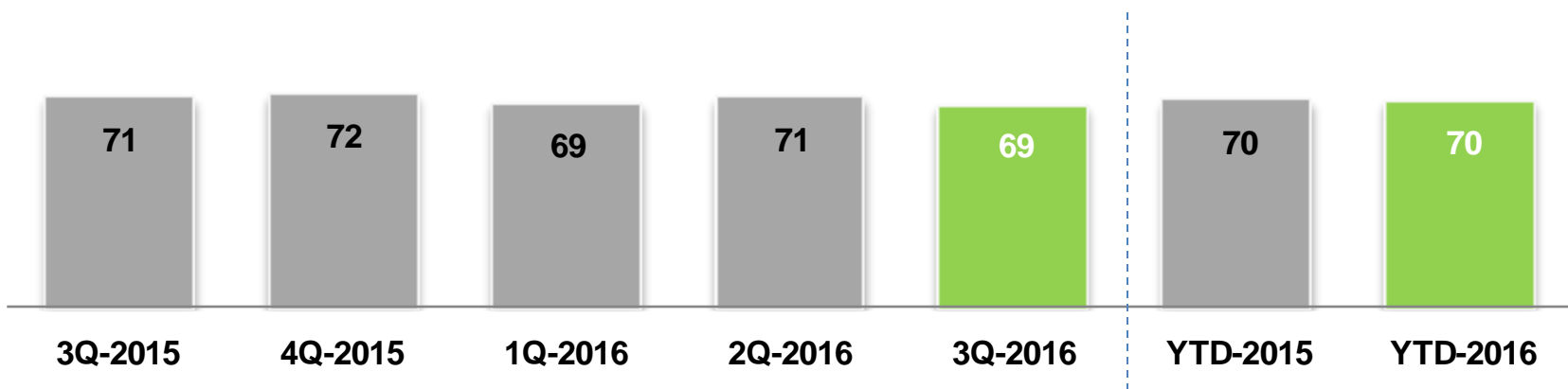


Mobile ARPU

Pre-paid ARPU (S\$ per month)



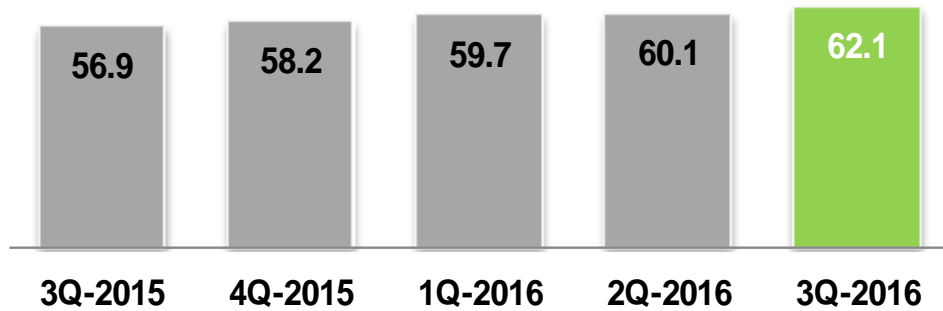
Post-paid ARPU (S\$ per month)



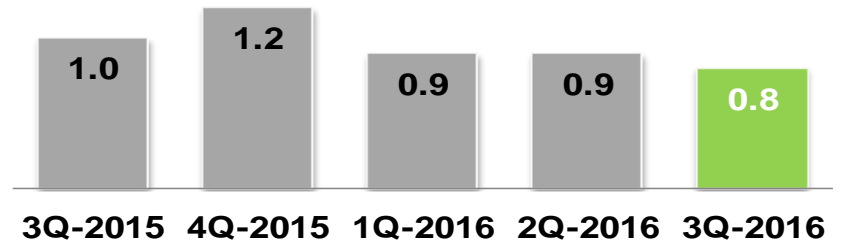


Mobile Non-Voice & Churn Trend

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



Post-paid Monthly Churn Rate (%)



YTD2016 Highlights

Financial Highlights

Business Highlights – Pay TV

2016 Outlook

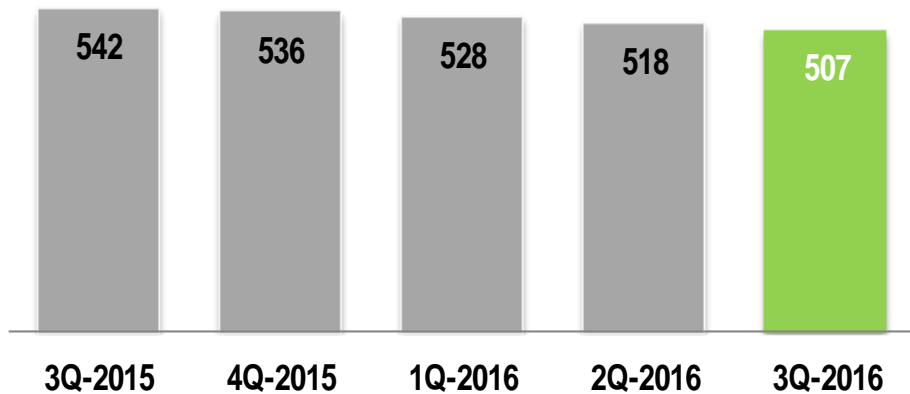
Pay TV (YTD-2016 vs YTD-2015)

- ❖ Revenue decreased 2%
- ❖ ARPU at S\$51
- ❖ Customer base decreased 35k

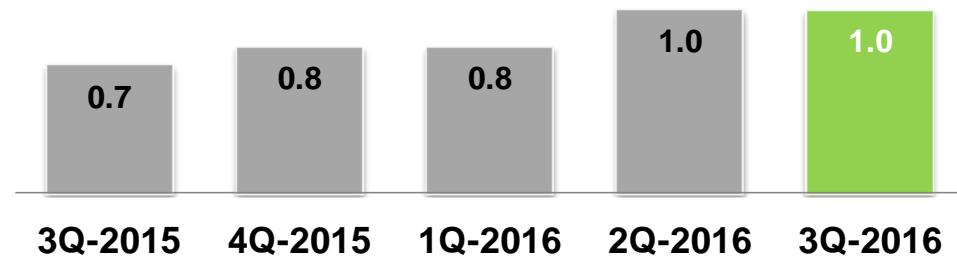


Pay TV Base & Churn

Customers ('000)

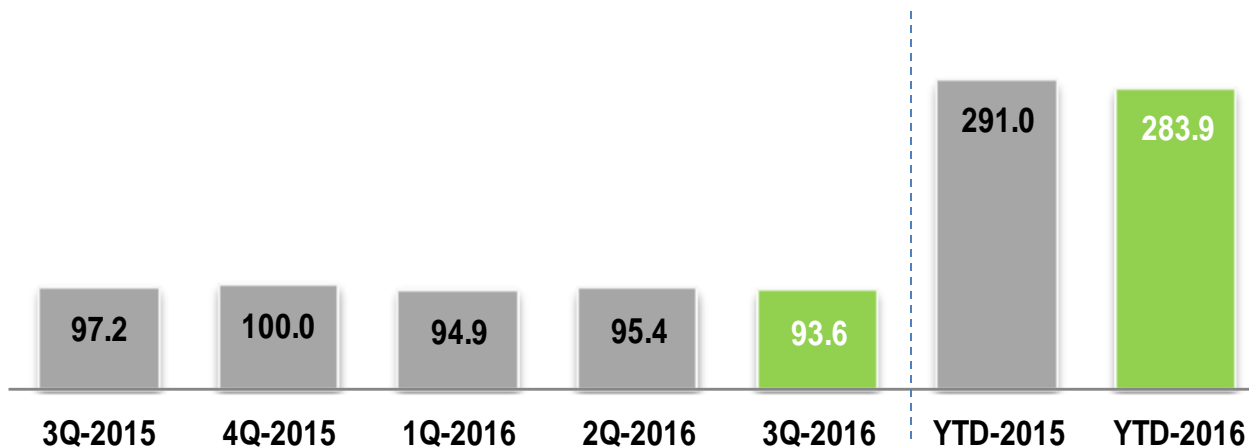


Average Monthly Churn Rate (%)

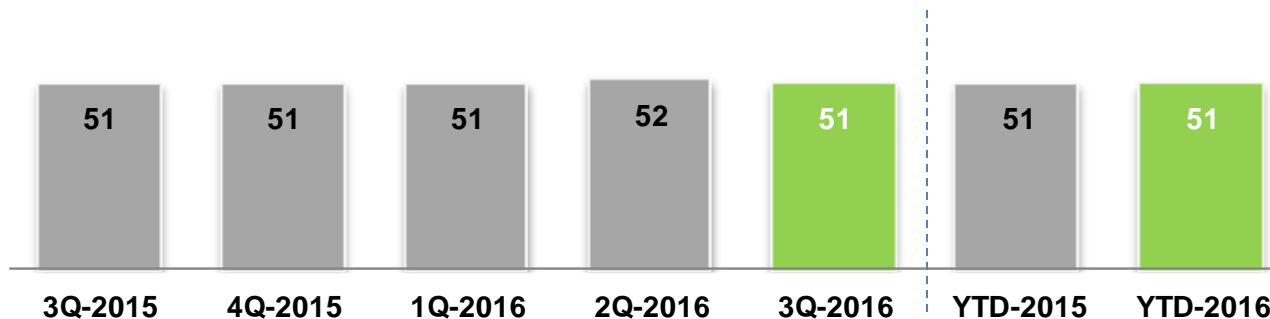


Pay TV Revenue & ARPU

Pay TV Revenue (S\$M)



Residential Pay TV ARPU (S\$ per month)



* Numbers may not add up due to rounding.

YTD2016 Highlights

Financial Highlights

Business Highlights – Broadband

2016 Outlook

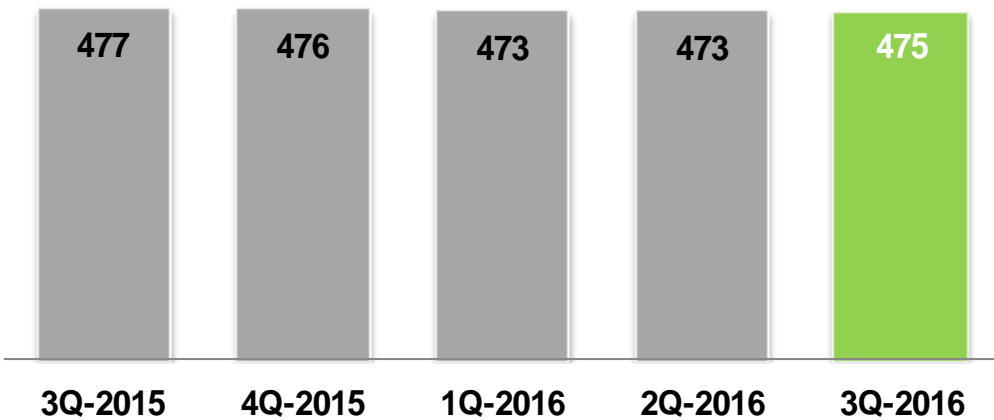
Broadband (YTD-2016 vs YTD-2015)

- ❖ Revenue increased 10%
- ❖ ARPU increased S\$4 to S\$37
- ❖ Customer base decreased 2k

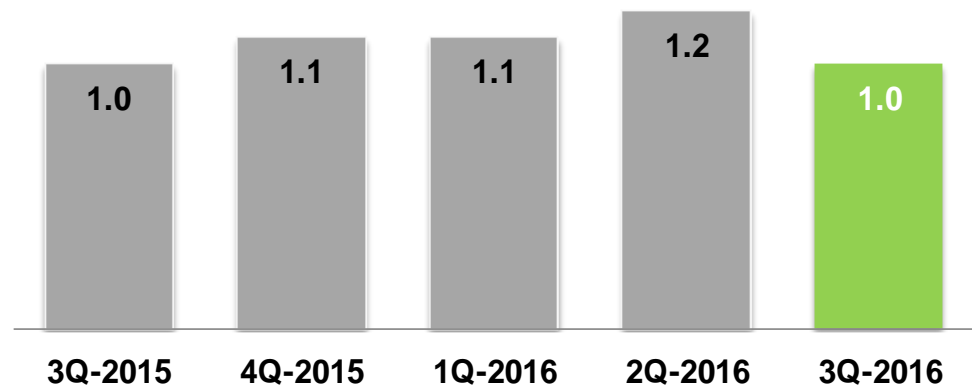


Broadband Base & Churn

Customers ('000)

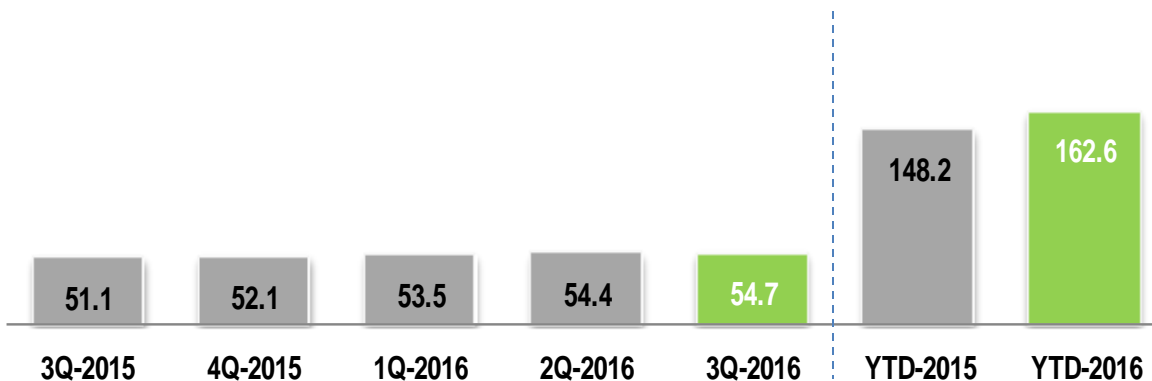


Average Monthly Churn Rate (%)

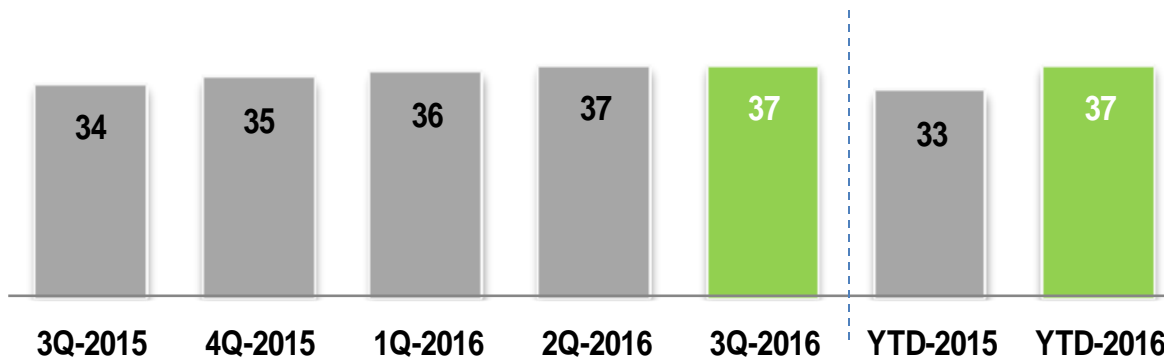


Broadband Revenue & ARPU

Broadband Revenue (\$M)



Residential Broadband ARPU (\$ per month)



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YTD2016 Highlights

Financial Highlights

Business Highlights – Enterprise Fixed

2016 Outlook

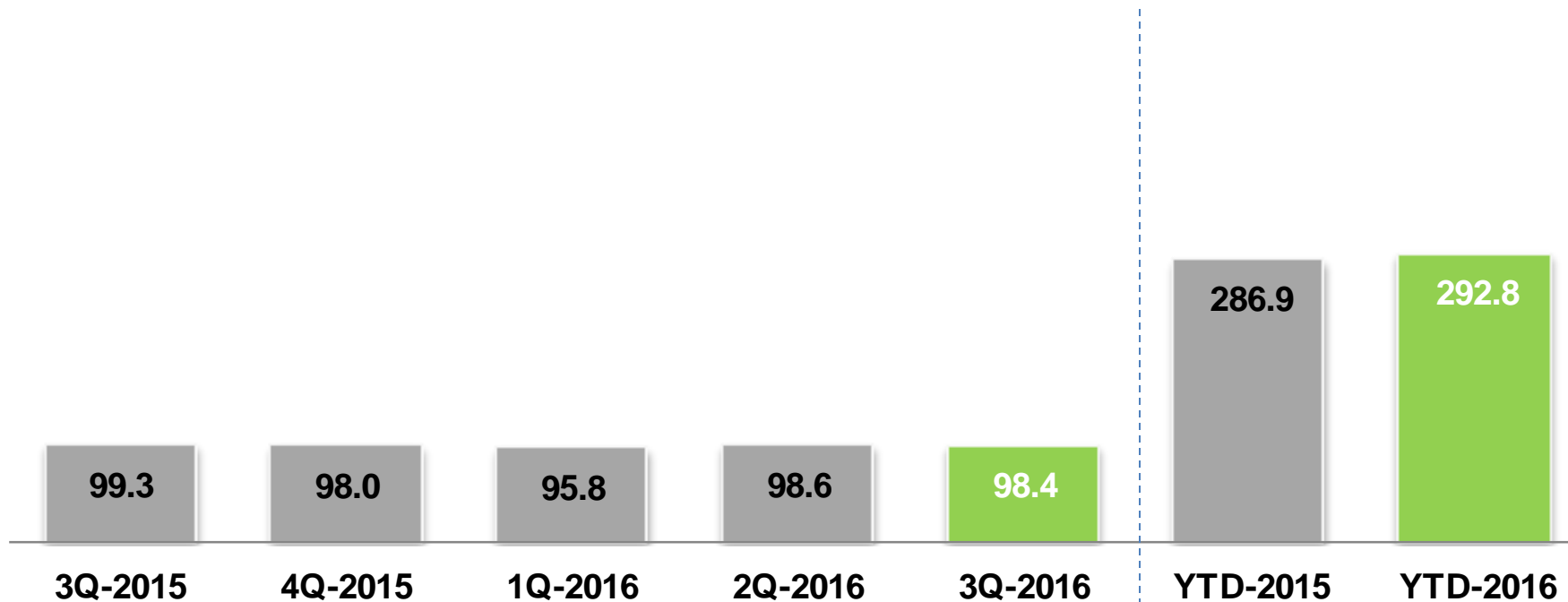
Enterprise Fixed (YTD-2016 vs YTD-2015)

- ❖ Data & Internet revenue increased 3%
- ❖ Voice revenue decreased 3%



Enterprise Fixed

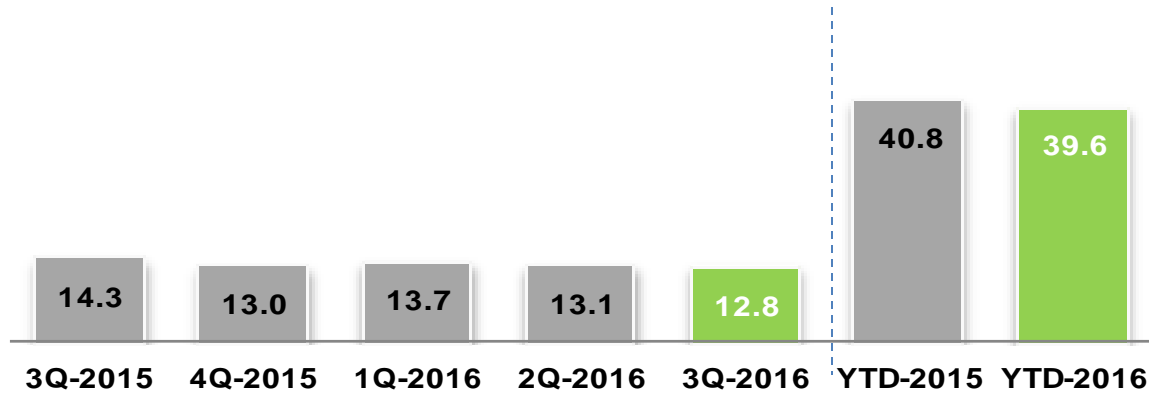
Enterprise Fixed Revenue (S\$M)



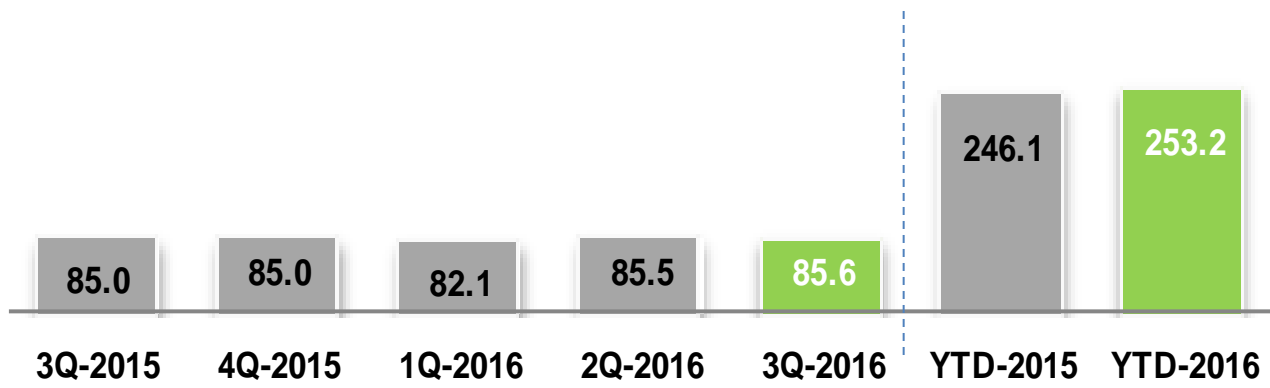
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Voice/Data & Internet

Voice Revenue (S\$M)



Data & Internet Revenue (S\$M)



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YTD2016 Highlights

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Business Highlights

2016 Outlook

FY2016 Outlook

- ❖ **Revenue:** Maintain service revenue to be at about 2015's level
- ❖ **EBITDA:** Maintain EBITDA margin on service revenue at about 32%
- ❖ **CAPEX:** Maintain cash capex to be about 13% of total revenue (excludes spectrum payment)
- ❖ **Dividend:** Declare 3Q-2016 dividend of 5.0 cents per share
Maintain annual cash dividend of 20.0 cents per share for FY2016



Investor Relations Contact

For IR-related queries, please email or call:

Jeannie ONG
Chief Strategic Partnership & IR Officer
DID: +65 6825 5168
jeannieo@starhub.com / ir@starhub.com

Eric LOH
AVP, IR
DID: +65 6825 5171
ericloh@starhub.com / ir@starhub.com