

StarHub's 1Q-2008 Results

7 May 2008



Management Team



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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.

Overview (1Q-2008 vs 1Q-2007)

Financial:

- Results within guidance
- Revenue grew 13%
- EBITDA 6%
- EPS 25%

Operational:

- Strengths:
 - Revenue growth: Pay TV & Fixed Network Data Services
 - Good cost containment in other operating expenses
- Competitive environment intensified:
 - Mobile pre-paid revenue grew only 2%
 - Cost of sales increased for broadband & mobile
 - Content costs increased

Key Financial Highlights

S\$ million	1Q-2008	1Q-2007	Change
Total Revenue	535	473	13%
Service Revenue	507	450	13%
EBITDA	168	158	6%
EBITDA Margin	33.1%	35.0%	-2.0%
Net Profit After Tax	80	70	15%
Earnings Per Share (Diluted)	4.67¢	3.74¢	25%
Capex Cash Payments	59	24	-144%
% of Capex to Revenue	11	5	6
FCF / Fully Diluted Share	1.78¢	7.53¢	-76%
Net Debt to 2007 EBITDA ratio	1.26x	0.69x	0.57x

Note: Numbers may not add up due to rounding.

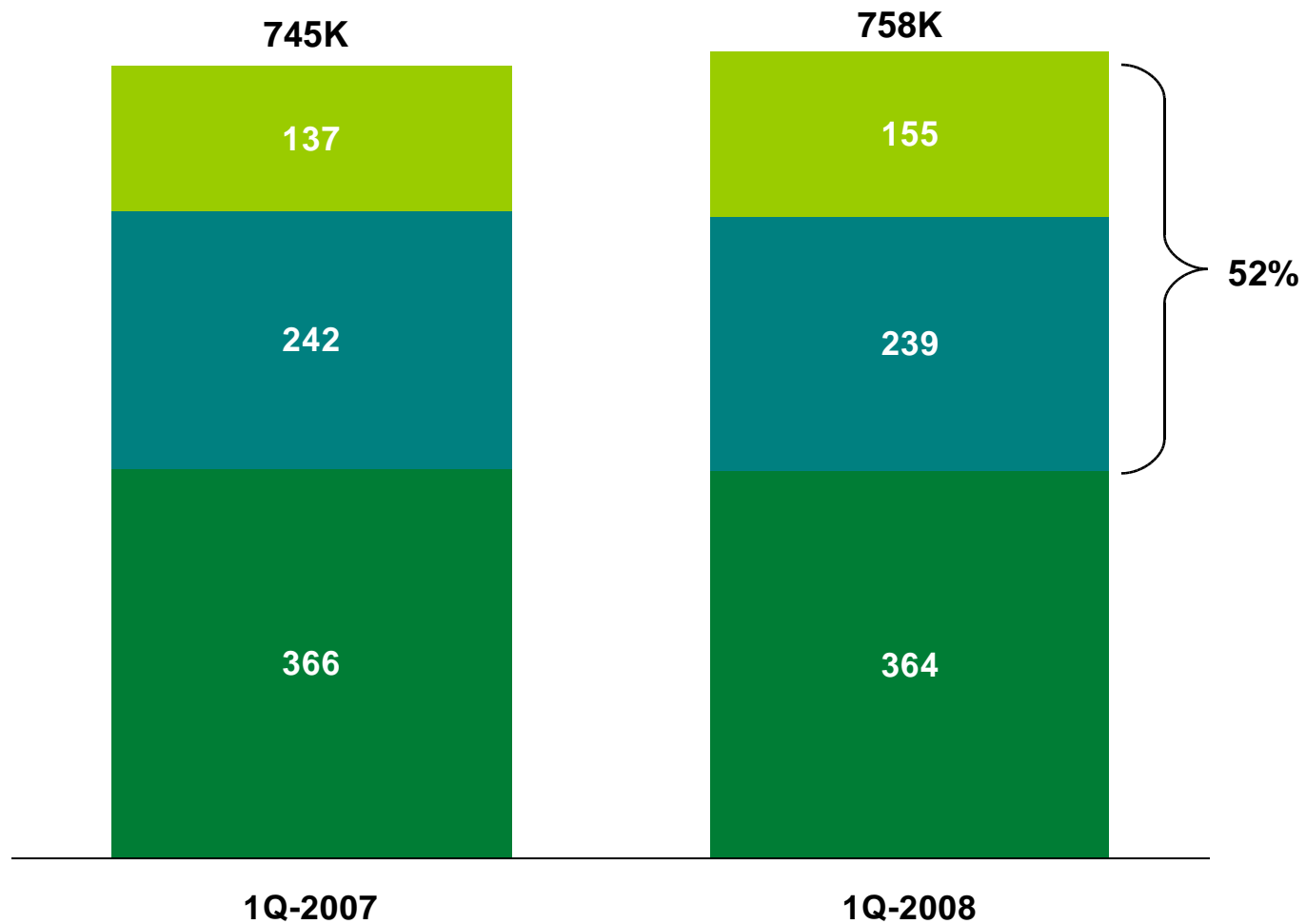
Business Expansion (1Q-2008 vs 1Q-2007)

Line of Business	Service Revenue Growth	Customer Growth
Mobile (51% of revenue mix)	13% Pre-paid (2%) Post-paid (16%)	13% Pre-paid (22%) Post-paid (5%)
Pay TV (18% of revenue mix)	23%	4%
Cable Broadband (12% of revenue mix)	6%	7%
Fixed Network Services (14% of revenue mix)	7% Data & Internet (22%) Voice (-31%)	

Hubbing Scorecard



Expanding Hubbing Households ('000)



Single Service HH



Double Service HH



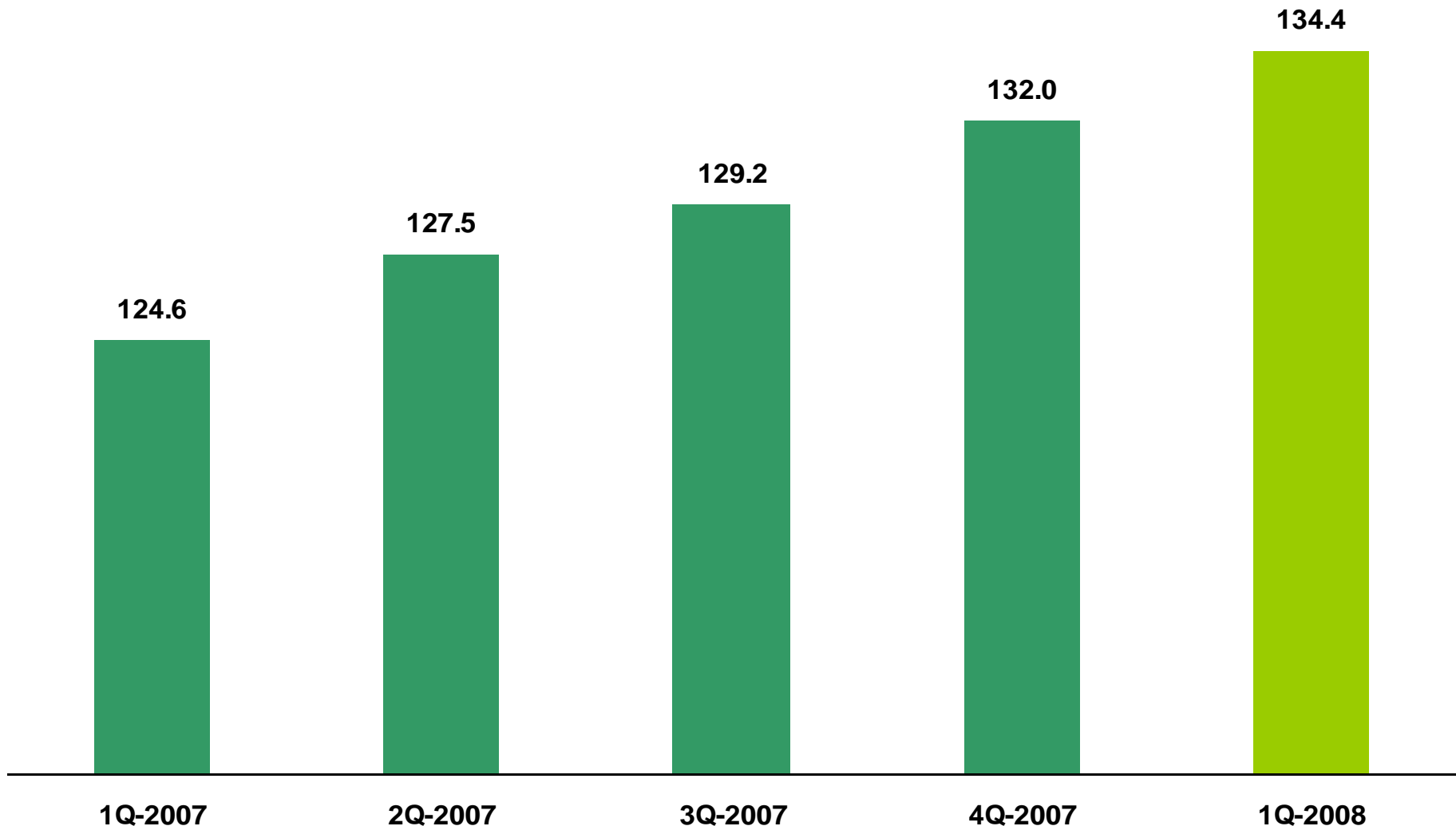
Triple Service HH



Total Households ARPU



ARPU (\$)



Strategic Update

NGNBN



- CTI, M1 & StarHub jointly formed The Infinity Consortium on 20 March 2008
- Infinity Consortium had submitted NetCo RFP on 5 May 2008
- StarHub is currently evaluating the OpCo RFP, due for submission on 20 August 2008

Financial Overview

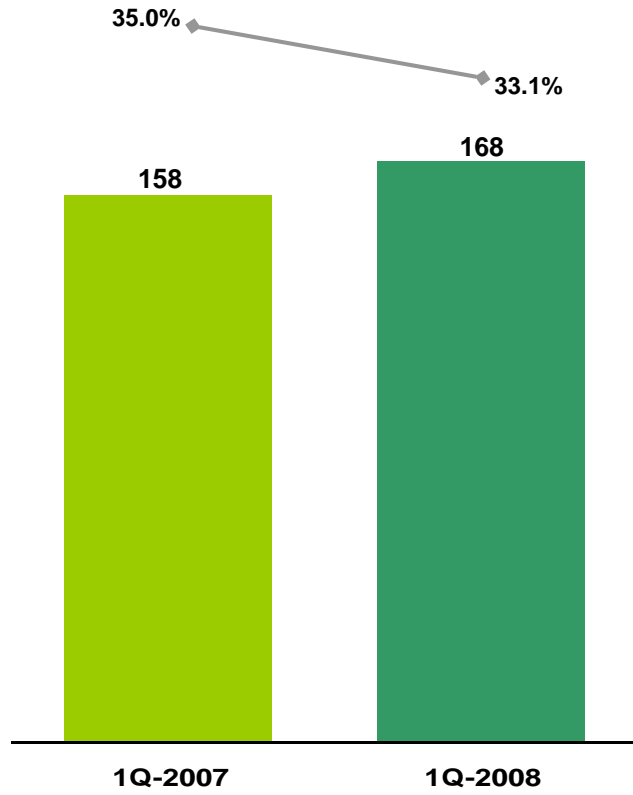
Business Overview

Outlook

EBITDA & EBITDA Margin By Service Platforms

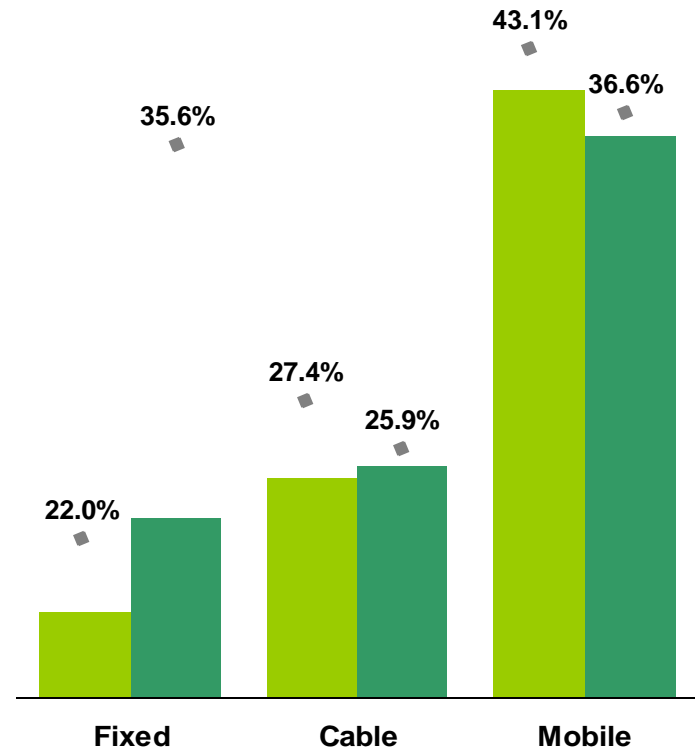
EBITDA

S\$ millions



■ 1Q-2007 EBITDA ■ 1Q-2008 EBITDA
 ■ EBITDA Margin as % of Service Revenue

By Service Platforms

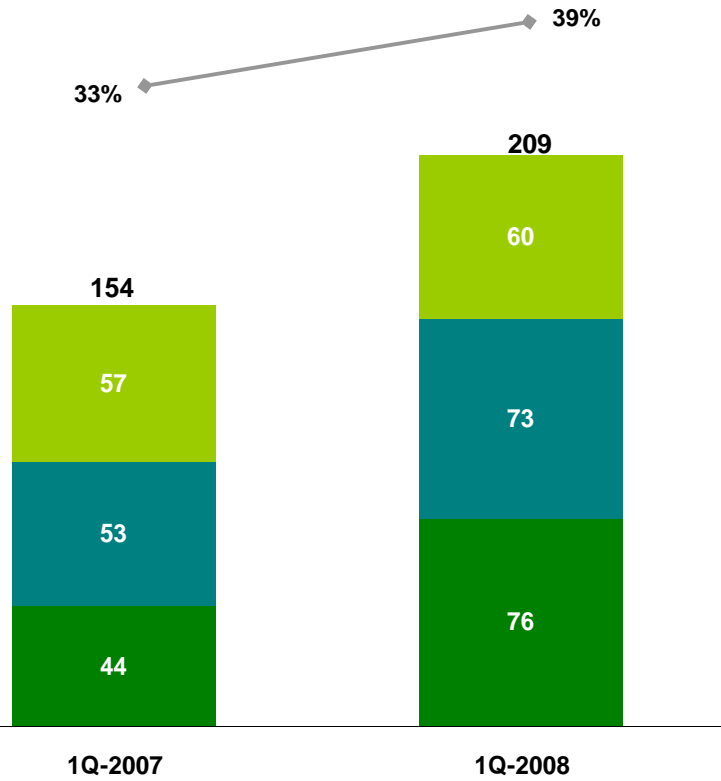


■ 1Q-2007 EBITDA ■ 1Q-2008 EBITDA
 ■ EBITDA Margin as % of Service Revenue

Operating Efficiencies

Cost of Sales

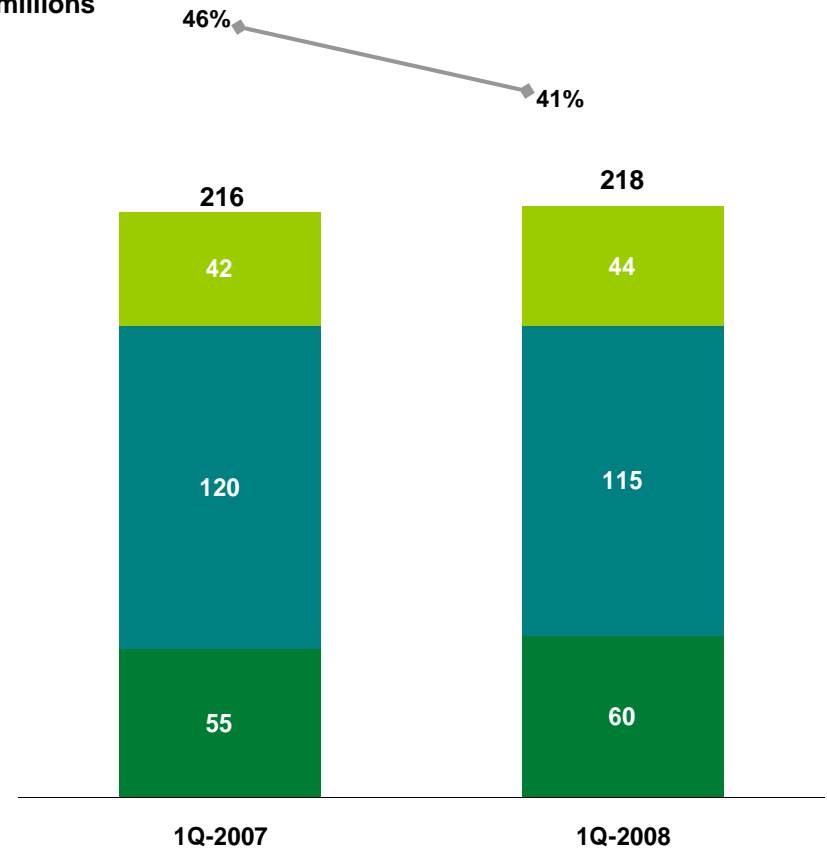
S\$ millions



■ Cost of Equipment ■ Cost of Services
■ Traffic Expenses — Cost of Sales / Revenue

Other Operating Expenses

S\$ millions



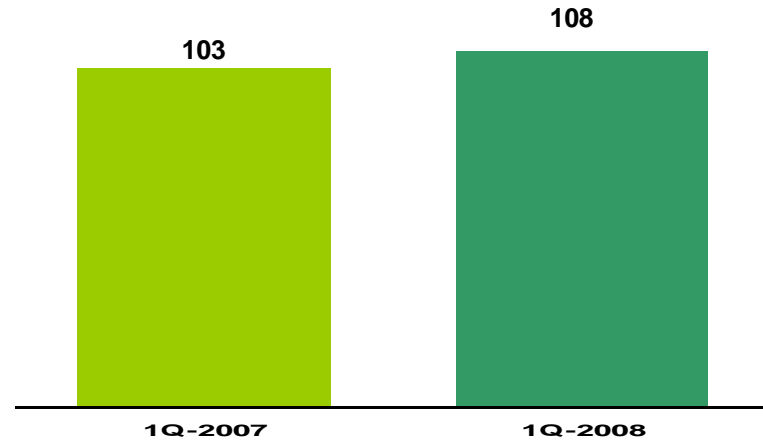
■ Depreciation ■ Other G&A
■ Marketing & Promotion — Operating Expense / Revenue

Note: Numbers may not add up due to rounding.

Profitability

Profit from Operations

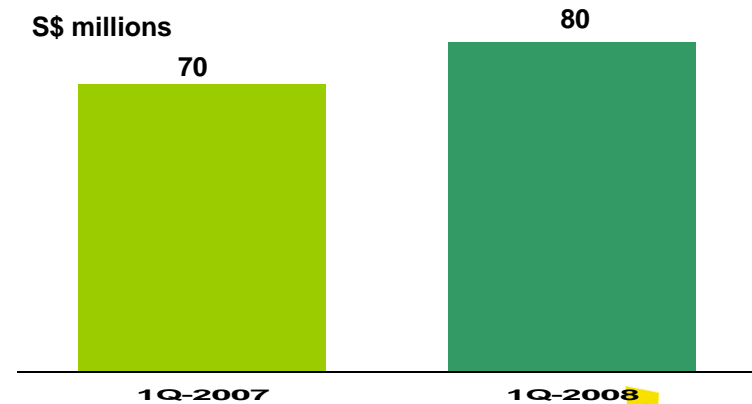
S\$ millions



- Profit from operations rose 5% YoY despite the highly competitive environment

Net Profit After Tax (NPAT)

S\$ millions

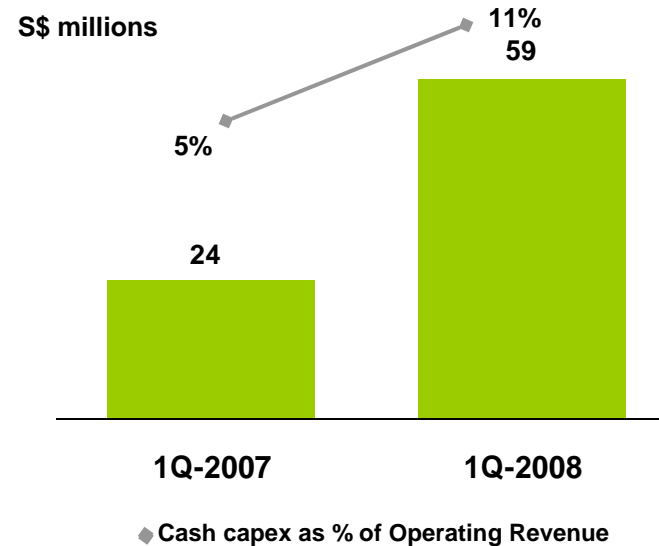


- NPAT climbed 15%

Capex & Free Cash Flow

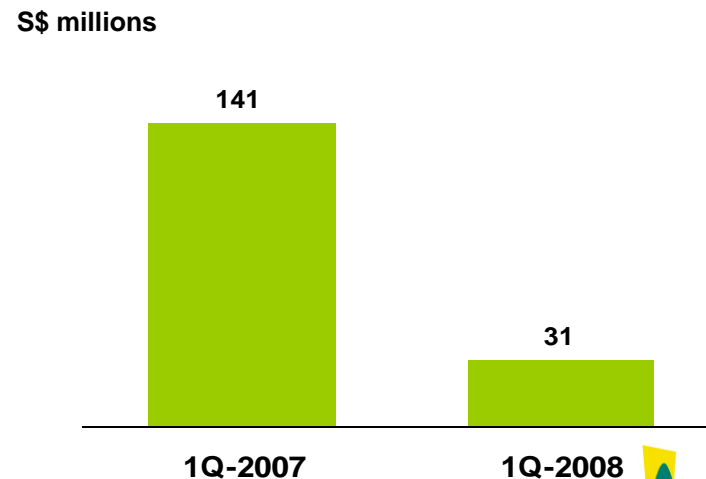
Capex (cash payments)

- Cash capex is expected not to exceed 12% by year-end
- The higher capex payments included some S\$28m for projects that were scheduled for payment last year



Free Cash Flow (FCF)

- FCF was at S\$31m this quarter
- The working capital changes & higher capex payments led to a lower FCF



Financial Overview

Business Overview - Mobile

Outlook

Mobile – Highlights (1Q-2008 vs 1Q-2007)

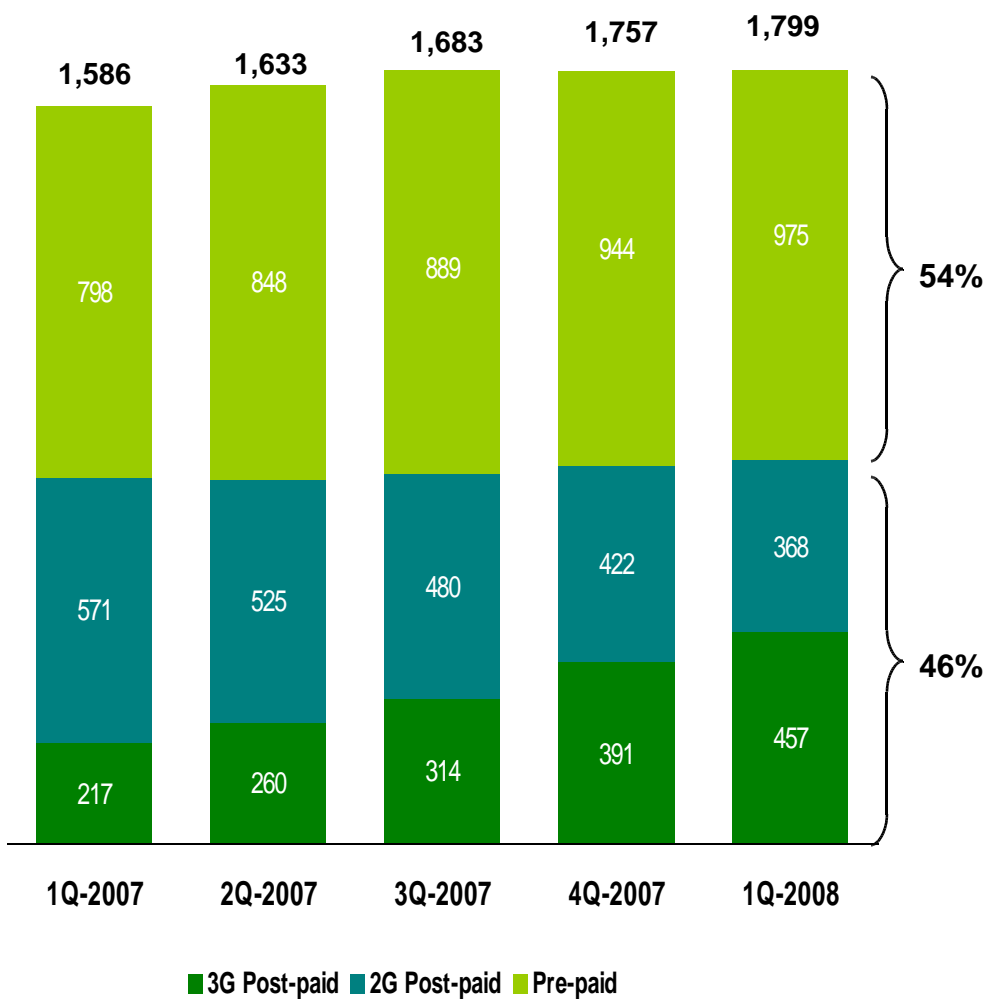
Service revenue increased 13%

Post-paid revenue expanded 16%

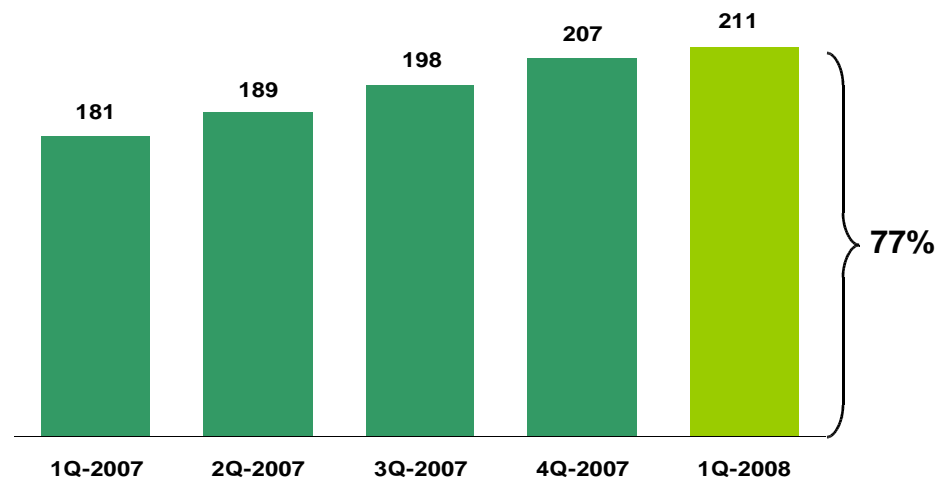
Pre-paid revenue grew 2%

Mobile

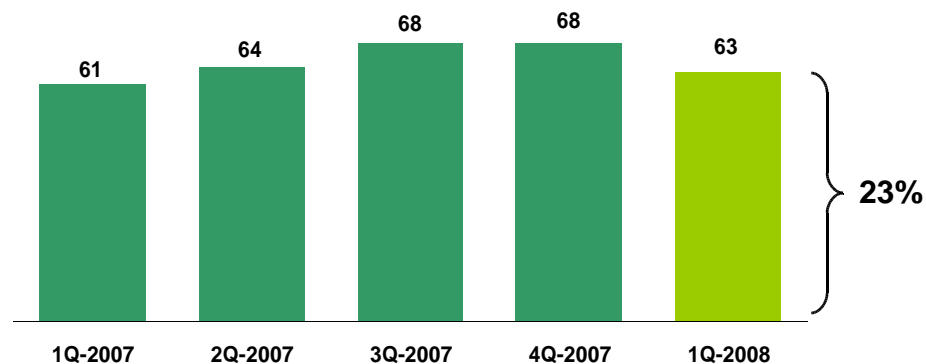
Customers ('000)



Post-paid Revenue (\$M)



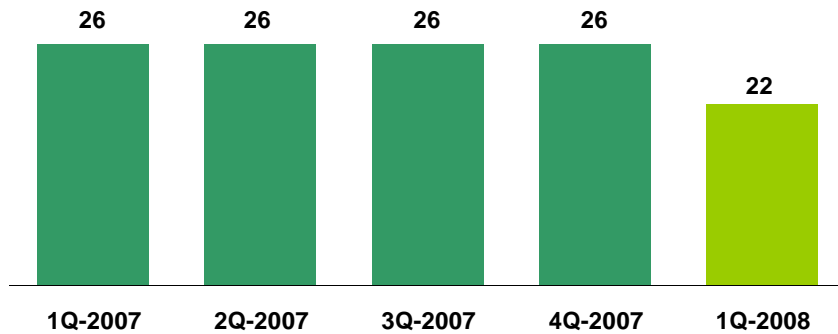
Pre-paid Revenue (\$M)



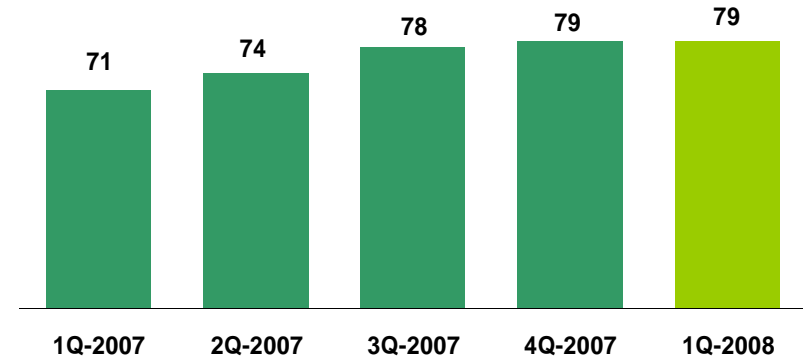
17 Note: Numbers may not add up due to rounding.

ARPU & Non-Voice Services

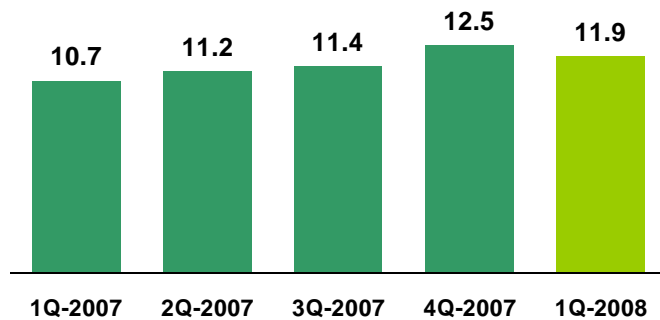
Pre-paid ARPU (\$ per month)



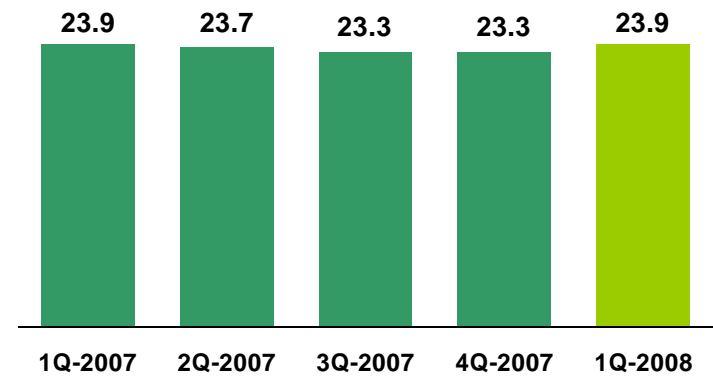
Post-paid ARPU (\$ per month)



Pre-paid non-voice services (% of ARPU)



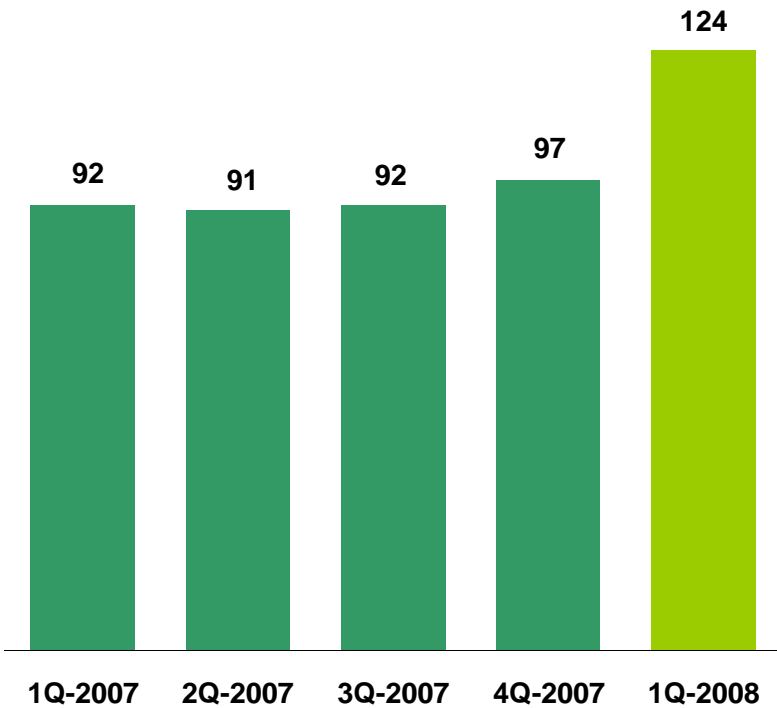
Post-paid non-voice services (% of ARPU)



Acquisition Costs & Churn Trend

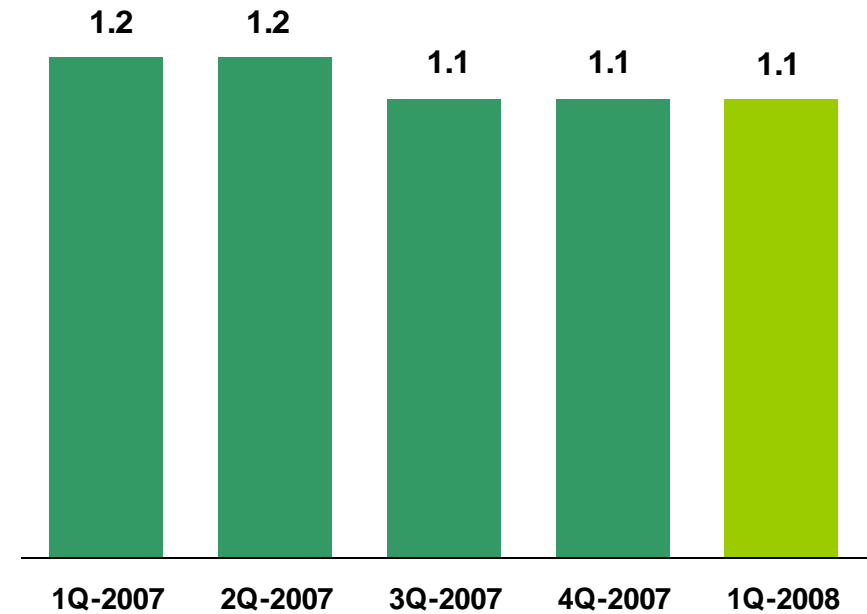
Average Acquisition Costs

Per Gross Connection (\$)



Monthly Churn Rate (Post-paid)

(%)



Mobile Updates

New Products/Services:

SharePlus Plan

For just \$10.70/mth, share with your family:

- Bundled talktime and SMS
- Extra 1000 FREE SMS

1st SharePlus Line 1000 FREE SMS

2nd SharePlus Line 1000 FREE SMS



Dad's Current StarHub Mobile Plan*

Per-Day Flat-Rate Data Roaming



MaxMobile SurfLite



- **Location-based mobile advertising service**



• Femtocells Trial

- 200 StarHub Mobile post-paid & MaxOnline customers for a 6-month trial
- Evaluating the effectiveness of this new technology in delivering 3G/3.5G mobile services within the home environment

Financial Overview

Business Overview – Pay TV

Outlook

Pay TV – Highlights (1Q-2008 vs 1Q-2007)

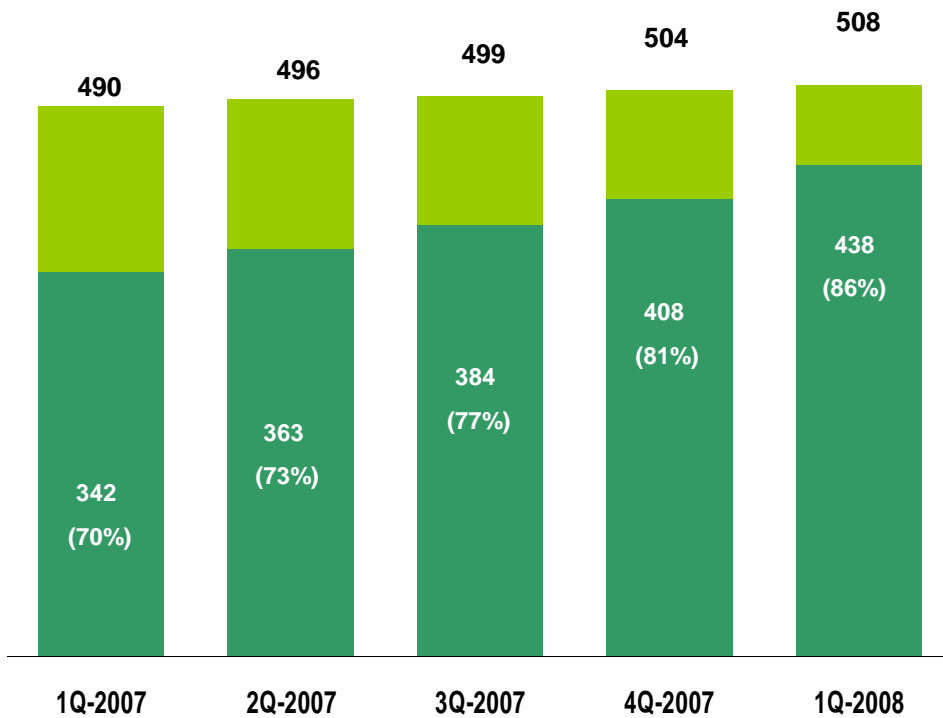
Revenue expanded 23%

ARPU increased by S\$9 to S\$57

Digital customers expanded to 86% of base (438K)

Pay TV

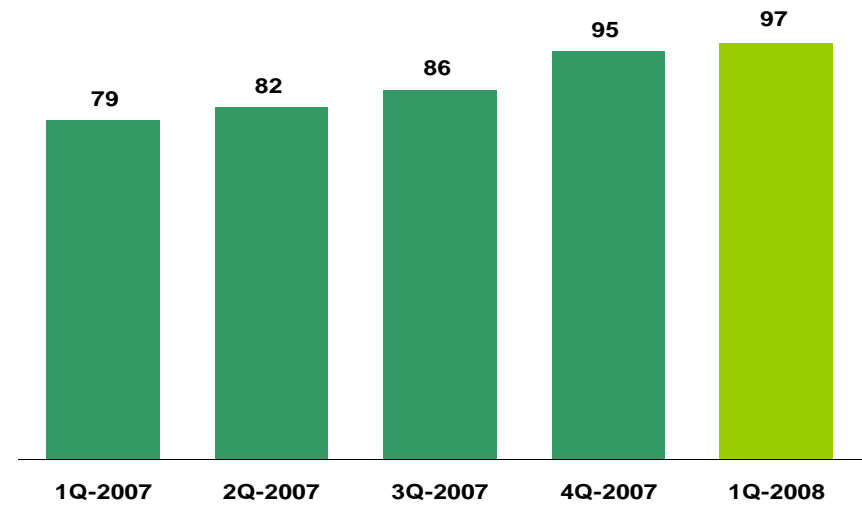
Pay TV Customers ('000)



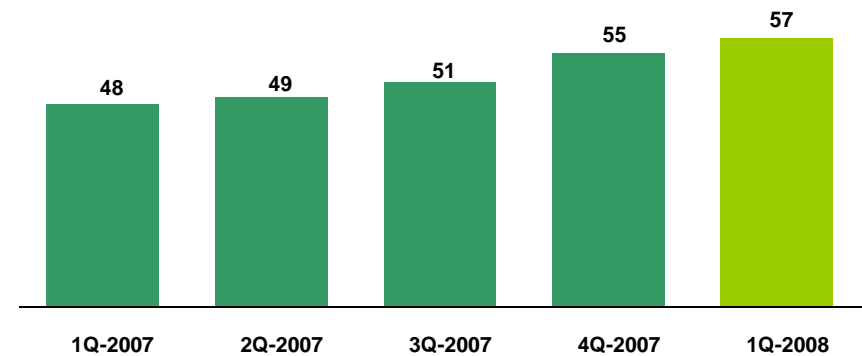
() As a % of base

■ Digital Customers

Pay TV Revenue (\$M)



Pay TV ARPU (\$ per month)



Pay TV Update (1)

New Hubbing Service:

STARHUB UEFA EURO 2008™ Season Pass

- 'LIVE' telecast in High Definition
- 'LIVE' on 4 dedicated TV channels
- 'LIVE' on your mobile phone for free
- 'LIVE' on your computer for free



Pay TV Update (2)

New channels:



As at end March 2008, we have:

155 channels (including seven FTA and 40 Demand TV channels) in 13 languages

Financial Overview

Business Overview - Broadband

Outlook

Broadband – Highlights (1Q-2008 vs 1Q-2007)

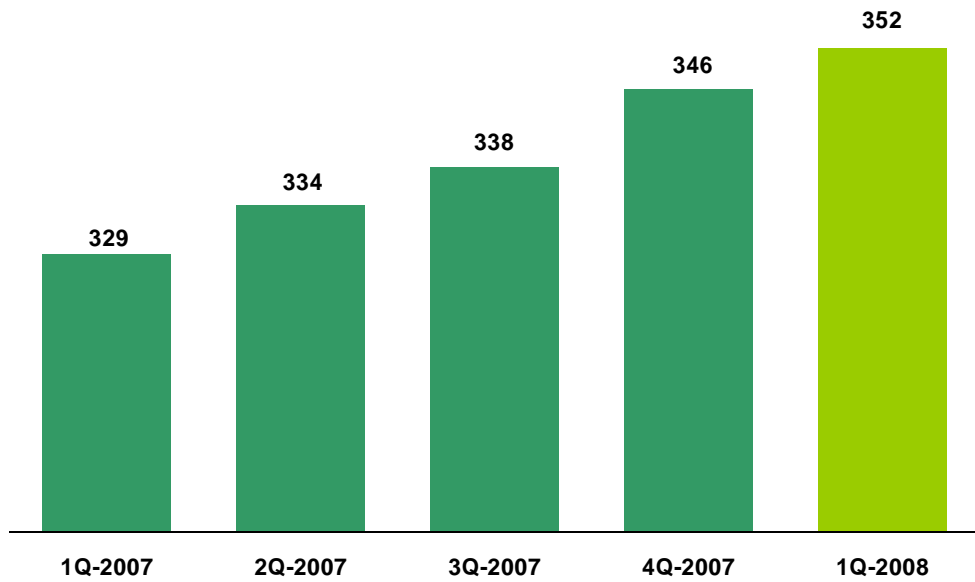
Revenue growth of 6%

ARPU slipped S\$1 to S\$59

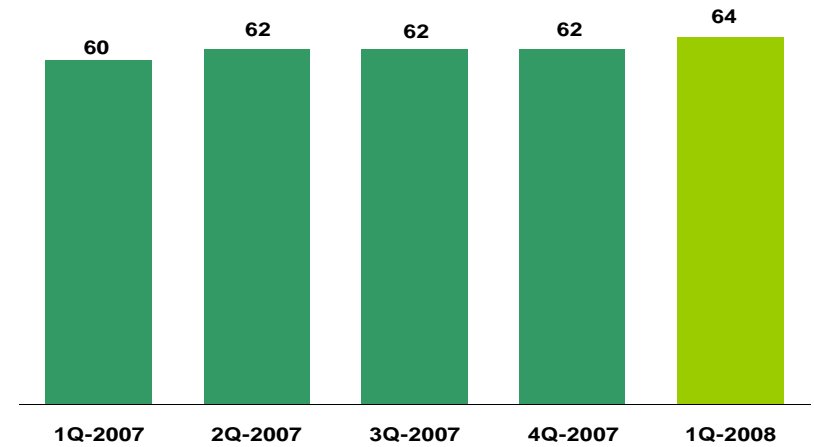
Net customer additions of 23K (7% growth)

Residential Broadband

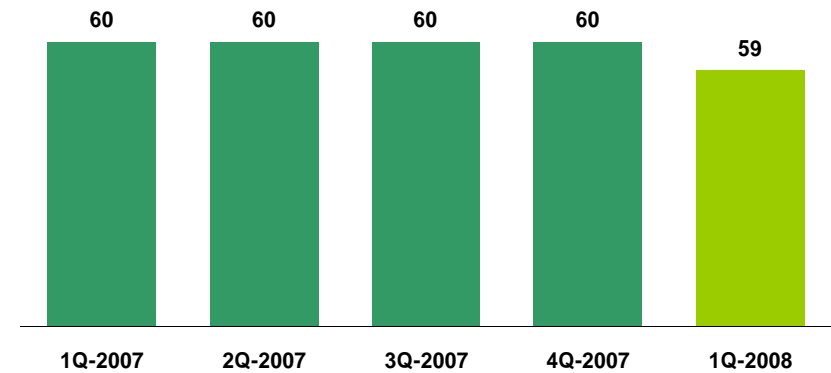
Broadband Customers ('000)



Broadband Revenue (\$M)



Broadband ARPU (\$ per month)



Broadband Update

MaxOnline SurfLite (free speed upgrade)

Home Broadband				
	MaxOnline SurfLite	MaxOnline Express	MaxOnline Premium	MaxOnline Ultimate
Monthly Subscription	\$29.96	\$59.92	\$81.32	\$124.12
Download speed	Enhanced Up to 2Mbps*	Up to 8Mbps	Up to 12Mbps	Up to 100Mbps*

MaxOnline Plus



StarHub Broadband
Highest Speed Unlimited Broadband

Financial Overview

Business Overview – Fixed Network Services

Outlook

Fixed Network Services – Highlights (1Q-2008 vs 1Q-2007)

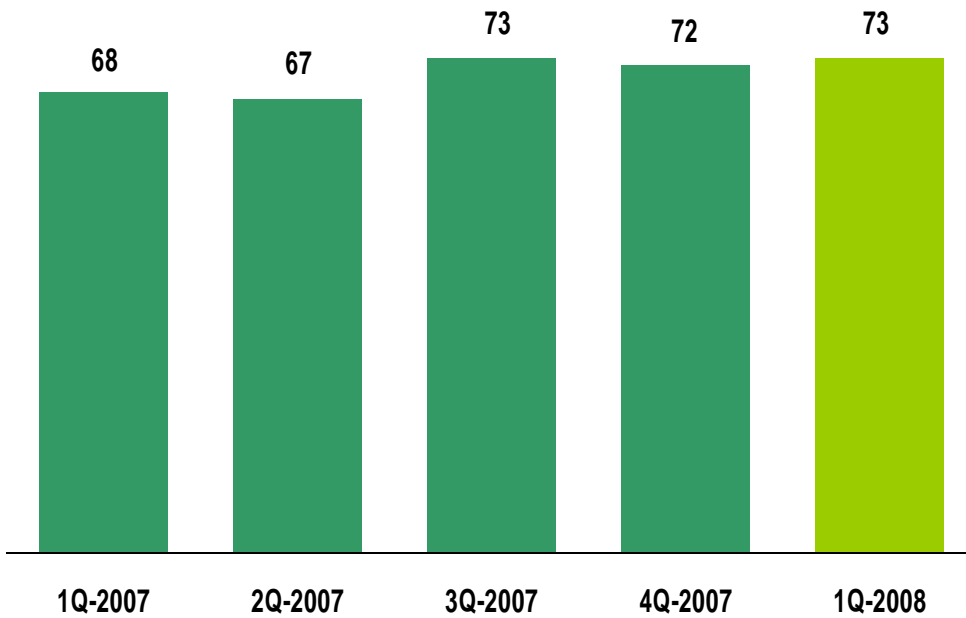
Revenue growth of 7%

Data & Internet revenue grew 22%

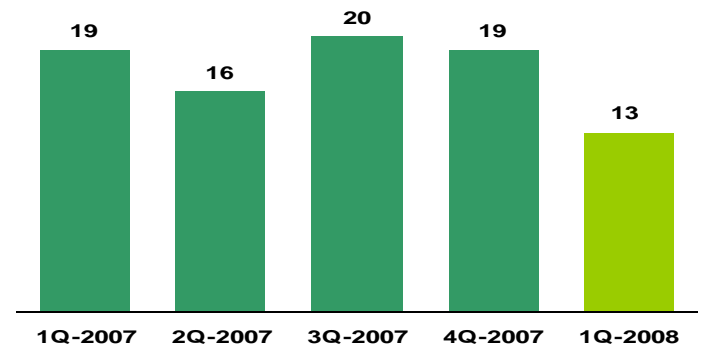
Data & Internet services contribute 82% of revenue

Fixed Network Services

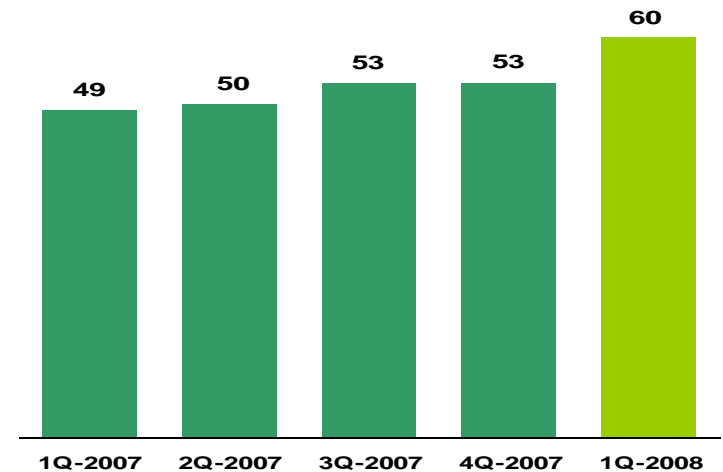
Fixed Network Revenue (S\$M)



Voice (S\$M)



Data & Internet (S\$M)

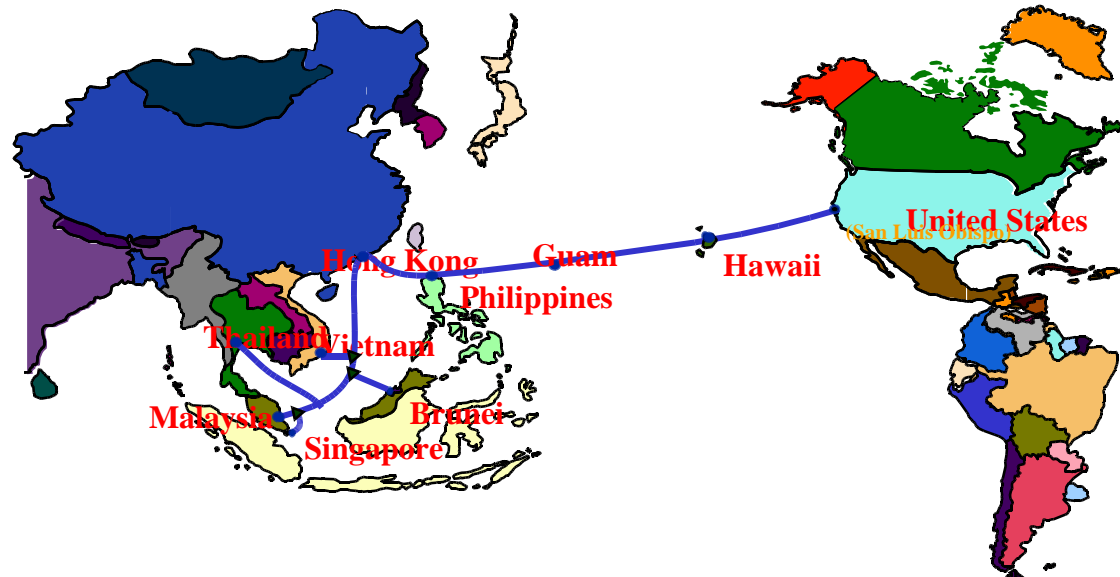
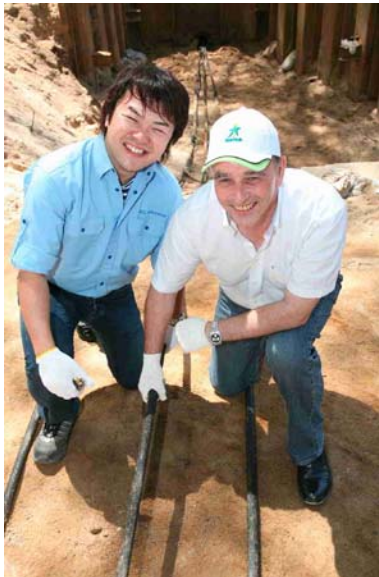


Note: Numbers may not add up due to rounding.

Fixed Network Services Update

Recently:

- DWDM Wavelength Service
- Global Super Link
- Asia-America Gateway Cable has landed in Singapore



Financial Overview

Business Overview

Outlook

FY2008 Outlook

Revenue:	Revenue growth to be around <u>10%</u>
EBITDA:	EBITDA margin on service revenue to be about <u>33%</u>
CAPEX:	As a percent of operating revenue, cash capex to not exceed <u>12%</u>
Dividend:	To pay 1Q-2008 interim dividend of <u>4.5</u> cents per share Expect a minimum annual cash dividend of <u>18.0</u> cents per share for FY2008



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