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Amelia Lee: Good evening, everyone. My name is Amelia and I take care of Starhub's investor relations. Thank you for joining us at our 1H2021 Results Update Call. This evening, we have with us our Chief Executive, Nikhil Eapen; Dennis Chia, our CFO; Charlie Chan, Chief of Enterprise; and Johan Buse, Chief of Consumer. We'll start off with opening remarks and an overview of our performance from Nikhil, followed by Dennis on financials and Johan and Charlie on business highlights. Nikhil will then close off the presentation with some transformation updates before we open the floor to questions. Nikhil, over to you, please.

Nikhil Eapen: Okay, thank you, Amelia. Good evening, all, and welcome to our Q2 earnings for 2021. It's a pleasure to have you and to go through our numbers. So first page, please, Amelia. So, in terms of financial results, I will go through these numbers and would ask that we keep in mind three things. First of all, we would note that over the quarter, as in previous quarters, we saw escalating hyper-competition and generally lower market pricing since Q2 of 2020.

The second thing to note as we go through this numbers is we saw no normalisation from COVID-19 in terms of a return of roaming or Prepaid versus, again, Q2 2020, which saw one month unaffected by COVID-19. We have shown purpose - for the purposes of this page, numbers extracting JSS for comparative purposes, and Dennis will show you both sets of numbers on a later page.

So, going through total revenue to begin with, for Q2, total revenue was at \$487 million, which grew 7.3% YoY. In broad terms, due to Cybersecurity, Strateq, Broadband, and Equipment Sales, partially offset by lower revenue from Mobile, Entertainment and Network Solutions. In particular, we saw revenue from equipment sales increase 7.7% YoY, due to customers upgrading to 5G handset models. Most important, we saw service revenue increase in Q2 by 7.5% YoY.

Moving to Service EBITDA and Service EBITDA margin, again excluding JSS for the prior quarter, we saw Q2 Service EBITDA of \$116 million, which was up 13.3% YoY due to service revenue growth, plus margin expansion by 1.5 percentage points. Sequentially here, QoQ, EBITDA was flat with reduced margin by 1.6 points due to incurring some upfront expenses, offsetting the service revenue increase that I noted.

Now, looking at net profit and free cash flow, Q2 net profit for this year was at \$37 million, which was 63% higher YoY and 25% higher QoQ, with the service revenue growth that I noted, as well as the EBITDA margin expansion. Free cash flow for the quarter was \$85 million, which was 13% lower QoQ, primarily due to lower cash from operating activities, higher working capital needs, including higher tax payments, offset by lower Capex payments.

Now, in Q2, with a relatively solid free cash flow as usual, we were able to continue to reduce our leverage, reducing our net debt to EBITDA to 1.25x compared to 1.29x last quarter and 1.4x, which is where we ended at December 2020.

Next page, please. So, a quick snapshot of segmental revenues. We saw Mobile Segment revenue at \$130 million for Q2, down YoY, but stabilised and actually up a little bit QoQ. As Johan will outline, this reflects in Postpaid Mobile that we added about 33,000 subs for the quarter, both at giga!, which continues to grow very well, as well as in our core brand. We were also able to hold ARPU both at StarHub and giga!, as well as churn, at good levels, despite competition dropping prices. This reflects what we believe to be a tactically differentiated strategy which Johan will outline. Prepaid, of course, continued its attrition while holding ARPU.

Now, Broadband revenue, on the top right of the page, came in at \$49 million for Q2, which was higher by 12.4% YoY and 3.4% QoQ. This reflects a small reduction in customer base as we withdrew discounts and rebates, and a material increase in ARPU, YoY as well as QoQ. This was driven by steady upgrade to high-value packages with strong consumption of our OTT offerings like Disney+, again, what we believe to be a tactically differentiated strategy to drive sustainable growth.

Number three, on Entertainment, I will note that we have reclassified Pay TV into Entertainment to reflect that this segment now composes not just classical, linear Pay TV, but also hybrid linear TV, as well as OTT TV+, as well as OTT on Mobile and Broadband and other offerings to come. For the first time in a while, we registered a QoQ increase in revenue as we grew ARPU strongly, with compelling content offerings – Disney+, Hotstar and others.

Looking at subs, what you will see is that Pay TV and linear TV subs continue to attrition. However, our hybrid subs, linear and OTT, are growing extremely strongly, and our OTT subs on Mobile and Broadband are growing even more strongly. Again, churn remains low for the segment, and again, what we believe to be a sustainable growth and value creating path for the segment to tactically differentiate in strategy.

Now, our overall Enterprise business on the right-hand side, bottom right, has been growing well. \$179 million in 2Q 2021, representing 26% growth YoY and 16% growth QoQ. Ensign, our cyber business, continues to grow strongly and improve profitability, albeit with large, lengthy contracts, and is now the dominant Singapore cyber company, serving Government and large Enterprises. Strateq continues to grow well and improve profitability, despite very difficult conditions in Malaysia with MCO. Now, this growth was offset in part by our Network Solutions business. That does face difficult conditions due to Phase 2 (Heightened Alert) and weakening Enterprise budget with macro conditions.

With that, I'll pass on to Dennis.

Dennis Chia: Thank you, Nikhil, and good evening to everyone. I'll just call out a few financial metrics. Nikhil has gone through the movements in our total revenue, as well as our lines of business making up and comprising the service revenue. We have also talked about the Service EBITDA margins. In this table, you will actually see the Service EBITDA margins and the absolutenumbers, including and excluding the Job Support Scheme. Obviously, the numbers which exclude the Job Support Scheme would be representative of our operating performance.

So, for Q2, we generated \$37.4 million of net profit after tax attributable to shareholders. This translates into an EPS, an earnings per share, of 2 cents. For 1H, it was \$67.9 million or an EPS of 3.6 cents. The free cash flow for the quarter was \$84.6 million or 4.9 cents on an FCF basis. For 1H, we generated \$182.1 million or 10.5 cents on a free cash flow per share basis. As Nikhil has already highlighted, our net debt to EBITDA ratio stands at 1.25x at the end of June.

On the next slide, we continued with very disciplined expenditure management. While our cost of sales bracket represents in tandem with the revenues that we actually record, that is representative of the StarHub telco generating - cash generating unit, the Ensign Cybersecurity unit, which is captured separately, and the Strateq Group in Malaysia, which is recorded under the Regional ICT Services segment.

Worthy to note is the bracket that's highlighted in green, which is the other operating expenditure at the start level. You can see that that continues to be managed very, very tightly. In 2021, one call-out is that we have started to invest in our 5G rollout, which has some impacts on our operating expenditure. We have also invested in our IT Transformation, and despite those investments that we have started to make, we still recorded overall savings and decline in our operating expenditures.

On the right, it would be the capital expenditures. You can also see that, over the three-year period, we have brought the capital expenditure levels to a very respectable level, as compared to a percentage revenue. We are reducing our guidance for capital expenditure as percentage of revenue for 2021 to 7 to 9%, bearing in mind that we started the year guiding to 9 to 11%. Nikhil will elaborate a little bit more when we provide our guidance.

On the next page, our balance sheet remains extremely strong. We continue to generate meaningful cash from our operations, and as I highlighted earlier, over the three-year period, our leverage ratio has continued to decline to what it is at the half-year mark at 1.25x.

We are declaring a dividend, and the Board has declared a dividend for 2.5 cents for the half-year as an interim dividend, and we are committed to paying the higher of 5 cents or 80% of the net profit after tax, depending on which is higher at the end of the year. So, we will adjust the final dividend when we announce our full-year results early next year, but we are committing to paying at least 5 cents for this year.

With that, I pass the floor back to Nikhil to provide the floor with our guidance. Nikhil?

Nikhil Eapen: So, there is no change to our guidance given in February, except for Capex Commitment, which we are reducing our guidance from 9% to 11% of revenue to 7% to 9% of total revenue. Now, this comes about because we expect to do some transference from Capex to Opex, as a result of shifting the large focus of our IT transformation to its cloud-based SAS platforms, which are essentially pay-as-you-go, and this is part of our DARE+ transformation.

However, despite this higher Opex which comes out of this Capex to Opex transference, we do have other offsetting cost savings, and so we expect to keep our EBITDA margins within our 2021 guidance of 24% to 26%, but on the other hand, what it does allow us to do is alter our Capex forecast to reflect this Capex to Opex transference, as well as some delays in Capex and are hence reducing our Capex guidance from 9% to 11% to 7% to 9%, as you see here. Johan?

Johan Buse: Yes, good evening, everyone, and welcome to our call. I'll take you through the product lines briefly, and then I'll hand over to Charlie for the Enterprise. So, Mobile segment, a good quarter. We grew the base 1.8% or 26K customers added to it on a flat ARPU, which is good, and also churn rate is stable at 0.9%.

Prepaid, as Nikhil already highlighted - and Prepaid has been a challenge in the market - flat ARPU, declining base due to travel restrictions. Overall, you can see that Q1 to Q2, we grew our revenue by 0.5% and the data usage was around 13GB on an average base per customer.

Moving to Broadband – Broadband ARPU continues to increase, which is really good. We decreased the base, small, a little bit by 6K customers. That is on the back of lesser promotions. The lesser promotions also helped us to improve ARPU and revenue. So, YoY +12.5%, and QoQ, +3.4%.

So, that brings us to Entertainment, last section for me. Entertainment, we closed the quarter on a high ARPU, \$42, and we started splitting Pay TV and Entertainment subs. So, you do see a small decrease on the Pay TV subs, but as highlighted earlier, Total Entertainment subs increased to 380,000. Churn stayed around 1.3%, but revenue, as highlighted also earlier, first time we see that in a long time, it increased by 1.5%. YoY, we still see a small decrease, but we do see a very strong uptake on the OTT side, which is encouraging. So, that brings me to the end of my section for now. I'll see you in a short while, and I'll hand you over to Charlie for the Enterprise.

Nikhil Eapen: Yes, just starting off on Enterprise and covering Ensign and Strateq before we hand off to Charlie for Network Solutions. As you can see, the overall Enterprise business, as we talked about, grew strongly in Q2 2021, 26% YoY, 16% QoQ.

Ensign grew strongly with 2Q revenue of \$73 million, up 84% YoY, and as we talked about, it's a leading and premium positioned Singapore cyber provider to Government and large Enterprises. As I mentioned earlier, there is some inherent lumpiness in the QoQ numbers due to large dollar sizes of some of the quarter contracts won, but we see overall growth as very resilient, with strong demand, good execution on pipeline, and our performance versus budget.

Last, Ensign has achieved profitability on both EBITDA and NPAT for Q2. Now, Strateq grew from 2020 to 2021 broadly. However, 2Q revenue is at \$18 million, stable despite some extreme difficulties posed by the ongoing MCO in Malaysia. Strateq has also moved, to give you some colour, more towards cloud and data-driven use cases and capabilities, and has seen higher revenue from large clients and data engineering and data analytics.

The other thing to note is Strateq has used this period to drive efficiency and position for resumption of more normalised conditions. EBITDA has risen well, while net profit deficit has been reduced dramatically to very low levels.

Then, just handing off to Charlie for Network Solutions.

Charlie Chan: Thank you, Nikhil. Specifically for Network Solutions, you can see that, on a YoY basis, we had a tough compare with one-off transactions in 2020 in Q2 around the data transmission equipment and Voice Services. When we came into 2Q 2021, what we saw was the experience of the COVID-19 heightened measures at the start, as well as at the tail end of the quarter. Although that had put pressure on the business, we continued to see uneven consumption of our services as a result, reaching a slightly lower decline than one would expect in such situations.

On to the next page, please. In Enterprise, it's all about growth, it's all about focusing on the digital transformation that our clients are going through. It centres around the cloud and StarHub is focused on creating and growing our capability in the space. We secured our Gold competency with Microsoft on their cloud platform, as well as rolled out our managed SASE service, secure access service, edge capability, to support clients who need to ensure that the new way of working, distributed working, that is over the net, over the cloud, is continually protected and provides for secure access of services for their employees and their partners.

On that front, as the workforce continued to remain distributed, whether working from home or from the office, we are in an ongoing effort in creating new services to enhance those capabilities. For instance, the Enterprise Internet & IP Transit Enhancement. We are the only carrier now that provides such extensive capabilities for up to eight countries, providing an actual service level assurance that's not available elsewhere for Enterprise and also clients.

As far as the end users are concerned, we provide unified communications that are seamless across the various collaboration services that you see out there, such as Microsoft Teams. Finally, we understand the need to consume digitally and we continue to revamp our online store capability in order to do so.

The next stage, we want to talk about the continuing momentum we have with 5G. 5G is about the difference that brings to the technology for our clients. In the initial focus areas that we have, IoT stands out. IoT covers the previous aspects of cloud digital transformation and the application of operational technology into the IT space. We will be focused on our ongoing efforts in the healthcare, retail, urban and advanced management training sectors. This allows us to cover the entire value stack, from the advanced management right through to application and implement.

Now, I'd like to ask Johan to tell us about this aspect in the consumer space.

Johan Buse: Yes, welcome back. So, 5G is definitely a very important element of our business going forward. We were very proud to be one of the first in Singapore to launch 5G, as I said, last year, and we were also the first, actually, to launch the 5G SIM only not so long ago. As you probably saw yesterday, we've launched also the SA network, so we're very active in this space. We believe this is a great potential future ahead of us. The majority of the tariff plans we're actually selling today, just in anticipation of your questions maybe later on, are already on what we call Mobile+, 5G enabled plans.

Now, we believe the differentiation will be key going forward for 5G, so we've catered a world around 5G connectivity, most prevailing at the moment is obviously Disney+, which we launched in March. You have probably also seen our announcement on NVIDIA – cloud gaming, and that's not where it will stop. We're working feverishly on expanding that, in terms of having strategic, exclusive arrangements, building differentiation around 5G, which will be delivering a very different experience from what customers are enjoying today.

So, on that note, I'll hand over back in terms of transformation of that. Thank you for your attention.

Dennis Chia: Okay, good evening again, and I'll cover slide number 19 on the transformation savings. We rolled out our three-year DARE transformation program, starting from October 2019. The third anniversary is coming up in a few months in October 2021, and therefore, we are providing an update of the expected savings that we would have achieved at the third-year anniversary mark in October 2021. We've guided the market at the launch of this three-year program to savings, which is \$210 million or greater than that. We're happy and pleased to report that, at the end of the three-year mark, we expect to garner savings of \$273 million over the three-year period.

On the bar charts on the right, you will see that this is bracketed into three areas, one being a workforce rationalisation, an optimisation that we have done over the three-year period, a whole bunch of operational efficiencies that we've rolled through in terms of rationalising our operating model and business model across StarHub. Finally, in terms of our TV transition to the OTT proposition, as well as our content optimisation over the three years, a three-year period, that accounts for about 30% of the bunch of savings that we have locked in. We have reinvested approximately about 17% of this bunch of savings into other transformation initiatives that we're rolling through the company.

With that, I will pass the floor back to Nikhil, who will take us through the rest of our DARE articulation. Nikhil.

Nikhil Eapen: Again, looking at the DARE transformation program which we are completing as we speak, a few key aspects, Johan talking about 5G leadership and our first launches, and 5G and SA, 5G SIM only, and moving aggressively to Mobile+ and Biz+ plans on 5G. We've talked over the last year or so very much about our Pay TV transformation, which has transformed our cost structure and moved it more to a variable cost model. We've also talked over the past few years, and I think I have shown the results around efficiencies and cost transformation, vis-à-vis the cost transformation targets achieved and exceeded.

One of the things we are really focused on and we have been focused on on DARE, which we will be doubling down on on DARE+, is not just connectivity for connectivity's sake, whether it's 4G or 5G, but connectivity to bring our customers the world's best experiences that enrich their lives. We're well on the way with that, with TV+ and Disney+. We have announced NVIDIA GeForce, which we will be coming out into the market with over the coming months. This is just the beginning. We hope to do more and more.

Digital is a key cornerstone of our DARE transformation and will continue to be. It's something we doubled down on for DARE+. We have a tonne of online touchpoints which we are increasing and moving to a digital platform across the business. We have, as you know, had good success with giga!, a digital fighter brand which I'll talk about on the next page. As far as acquisitions as part of DARE, with the acquisitions over time of the components of Ensighn, as well as Strateq, that has fuelled growth and value for a start.

So, just double kicking a little bit on IT and digital transformation, which was a cornerstone of DARE and will be something that, again, we double down on on DARE+. We have seen strong growth in terms of our digital platform and engagement on any metric. Our online store sales are up 28% QoQ. Monthly active users up 10% YoY. My StarHub App, up 17%. Our digital objectives are being slowly met. We have given digital, not just at the front end, but within the organisation through RPA, simplifying processes and automating processes.

Then, giga!, giga! is clearly important as our digital fighter brand. We've experienced explosive subscriber growth. We've achieved the highest NPS in the market, the highest monthly active users, the highest rating in the market at five stars, and the proposition to customers we believe is something that we are going to double down on, seamless end-to-end digital experience, clear transparency, personalisation and information at the touch of a fingertip.

Then, looking forward to DARE+, just sharing this with you as a preview of our overall DARE+ transformation which we will review in more detail, including costs savings, in November. This emphasises some key things, key themes. I won't go through each of these brackets in detail. The first theme is clearly digital across everything that we do, from product to customer engagement platforms to systems to process to IT.

This involves enriching experiences for customers, connectivity and beyond connectivity towards all kinds of product, as long as they're connectivity-centric with no boundaries. Rather than fixed verticals, really an infinite continuum of digital product. Customer empowerment, to give our customers the ability to choose what they want, when they want, where they want on a pure self-serve model. Growth, growth in aggregate, as we've demonstrated over this quarter, as well as growth in every segment, as we've also demonstrated this quarter, with no constraints.

So, we've indicated this as a preview of a more fulsome review in November as we conclude our budgeting cycle, and what we will have for you in November is a more detailed review of DARE+, together with costs, new costs transformation targets, alongside our business initiatives.

With that, I believe we conclude the presentation.

Amelia Lee: Thanks, Nikhil. We will now open the floor to Q&As. To join the question queue, either click on the "raise hand" button or indicate your name and organisation in the chat box. I'll call upon your name when it's your turn to speak and then you can unmute yourself to converse directly with our senior management. So first up, we have Sachin Mittal. Sachin, please unmute yourself.

Sachin Mittal: Yes, thank you, and congratulations on a good set of numbers. A couple of questions. Firstly, after a long time, we saw stabilisation of Mobile service revenue, but then again we saw market share loss, despite a good number of subscriber addition. Could you just throw some light here? Is that where the Postpaid market is growing much faster or very fast, that it's growing so fast that, despite adding subscribers, you are behind your competitor in terms of additions, or is it that Prepaid is - you lost some subscribers, so in that sense, the Prepaid market is declining fast? Or is that - does this number include MVNOs' number, if I guess so, then is it that the TPG is gaining subscribers? Just throw some light here on the dynamics here, number one.

Number two, on the 5G side, could you throw some light on what is the adoption of 5G in your customer base, and what is the timing for your standalone network launch, given that your competitor has already launched one standalone?

Lastly, on the 5G, there's a spectrum sale auction. In that spectrum auction, do you think that spectrum is good enough for launching a 5G network or just to plug the holes in existing 5G? Yes, that's it.

Amelia Lee: Thanks, Sachin. Maybe Johan could take the first two questions and then we'll pass on the third question to Nikhil.

Johan Buse: Okay, sure. Thanks for your question, Sachin. Look, for the last quarter, obviously, Singtel hasn't published their numbers yet, so based on the numbers that we know, we actually grew 25K in Postpaid versus what we see from the rest. So, I'm not sure on what you base your assumption that we are not growing as fast as the market. I think last quarter, we actually grew faster than our competition, and yes, these numbers do include MVNOs. So, on that note, that would be, I think, giving it probably a bit of a more accurate direction, if I may put it that way.

On the SA network, your second question, as you probably know, this is part of the JV Antina which basically runs this. So, we're on track to roll that out as fast as we can. I think we can share with you today that we have around 50% outdoor coverage on the SA network and the team is working very hard to roll out as fast as we can, and we are very bullish in terms of the potential in the 5G market.

We do have the advantage, by the way, that we have a very good NSA network already up and running on 5G. So, if you look at the underlying parameters related to 5G customers, the satisfaction of usage, we see very encouraging trends. So hopefully, that gives you a bit more colour to that particular point. I'm handing over to Nikhil maybe for the others.

Nikhil Eapen: Yes, and I apologise, could you remind me please on the third question? Maybe Sachin or Amelia.

Sachin Mittal: On the spectrum, 5G spectrum auction. There's another spectrum coming up for auction.

Nikhil Eapen: Yes.

Sachin Mittal: So, is that spectrum - I mean, it doesn't seem a lot of bands available in that spectrum. Is it good enough for launching a 5G network, or it's probably good enough to plug the holes in the existing 5G network, yes?

Nikhil Eapen: Well, we can't comment on competitors or those who are getting spectrum anew, but certainly from our perspective, we see the new spectrum allocations and options as quite attractive in conjunction with the spectrum that we have. That opens up a number of new possibilities, not just around capacity, but also around performance, which is particularly important to us, given all these 5G experiences that we're trying to drive, which are quite consumption hungry.

As to whether - what might be available for others who don't have existing 5G spectrum and whether it is enough for them or not enough for them, clearly they're not going to be in the same position as the existing incumbents, but I can't really comment on how hampered or not hampered they might be.

Sachin Mittal: Okay, this is a follow-up on the first question.

Nikhil Eapen: Yes.

Sachin Mittal: I think you have indicated market share loss in this quarter compared to the previous quarter. This is a number I think is mentioned in your results, right? So there's a market share loss despite additional subscribers.

Johan Buse: You're talking about Mobile segment, Sachin?

Sachin Mittal: (DBS Vickers, Analyst) Yes, Mobile segment.

Johan Buse: No, okay, based on what the numbers we see are, just to clarify that, Postpaid, we definitely feel that we have been growing quite well on the subscriber base, compared to competition. We obviously don't know what the rest of the market is going to publish in terms of results. Prepaid, from what we saw, that may be leading to a bit of a difference in understanding.

That's where probably we have been losing a few more subs compared to competition, but I wouldn't call that alarming because that market is mainly driven by tourists and foreign domestic workers, which we all know is shrinking. The ARPU is stable, and you know, you've been around so you know how Prepaid numbers are coming to an end, right? So I think the key thing is to call out Postpaid performance, which is really very good for us at this point in time, on the back of [unclear].

Nikhil Eapen: Yes, Sachin, I think it might be worth you following up and confirming with Amelia, because the numbers we're looking at, based - when we look at Postpaid Mobile Segment, with or without MVNO, the numbers that we have - again, this doesn't include Singtel, but it does include the others - show us growing the fastest.

Sachin Mittal: Great, thank you very much.

Nikhil Eapen: On the back of steady ARPU.

Sachin Mittal: (DBS Vickers, Analyst) Oh yes, yes, I can see that.

Johan Buse: Just to add in.

Sachin Mittal: Yes.

Amelia Lee: Thanks, Sachin. We'll catch up after the call.

Sachin Mittal: Yes.

Amelia Lee: Next up, we have Foong. Foong, please feel free to unmute yourself.

Choong Chen Foong: Yes, hi, good evening, guys. Thank you so much for the call. Two questions from me. Firstly, on the Mobile business. When we see what's being offered out in the market from TPG, from Zero1 and M1's latest max plan, it looks all pretty aggressive, but then, when we look at StarHub's Postpaid subscribers are up, and then if you look at ARPU and churn, it's actually pretty stable, QoQ. So, can you talk a bit about the competitive pressure that you are actually seeing in 2Q and perhaps into July and August, as well, for the Postpaid device bundle contract segment, in terms of what subscribers are doing when their contracts expire and the trend in StarHub's handset subsidies?

Then, also, of course, if you can also talk a bit about the SIM-Only trends, as well. Do you see any need to finetune StarHub's offers in the coming months to be more competitive against what's being offered by the three players that I just mentioned earlier on? That's question number one.

Second question, with regards to the Cybersecurity business, revenue is up very nicely in Q2, and for 1H, it's at about \$13 million or \$14 million, right, but if we look at the operating profit, the delta, although it turned to a profit, it was only about \$3 million of improvement.

Nikhil Eapen: Yes.

Choong Chen Foong : Is that because the profitability of the jobs that we secure are not very high, or are we sort of frontloading the costs as we scale up the business? Some colour on that would be useful, and how do we see operating profit for the full year for cybersecurity? Yes, those are my two questions. Thank you.

Amelia Lee: Okay, thank you, Foong. The first question sounds like it's a question for Johan, and then maybe the second one for Dennis.

Johan Buse: Thanks for the question. So, related to market competitiveness in Mobile segment, not only about the fact that this is a very competitive market at this point in time - it has been so for the last one-and-a-half, two years, and it continues to be like that. To give this a bit more context and colour, I feel it's important we distinguish various segments in the market and purchase and consumer behaviour.

So, the players, the operators you refer to are definitely price fighters and they come with a very aggressive offer in the market, but if you look at the underlying purchase considerations of consumers, other factors play a very important role besides price. Those are network quality, trust in brand, service, quality overall. We do see that, based on the fact that we have a very good 5G and 4G network, and we have been awarded multiple times this year on network performance, which is one of the key drivers for consumers to join a network. In combination with the brand, in combination with the great customer service experience, that actually leads to customers being very loyal and sticking to StarHub as a brand. So, that's number one.

In the price sensitive segment, the one you refer to, we play a game. We play a game called giga!, and giga! is doing a tremendously good job there, offering an end-to-end digital proposition which offers a greater and better quality experience than we believed, based on NPS results most others do in the market. Now, having said that, we do see a shift in the total market of consumers moving gradually, some of them, to a SIM-Only plan, but on the other side, the device is an important element in a consumer's life.

If you look at the uptake over the last year of 5G devices, it is very strong, and we do expect with the rollout of the SA network that we will continue - and we actually probably expect a bit of a counter on the SIM only offerings, consumers coming back to the device to enjoy the great services 5G SA can offer. So it's a segment of the market, at the end of the day.

I do feel there's a lot of attention to price, attention to offers in the market, but if you look overall - and the churn numbers prove that, by the way - there's quite a few customers who look beyond price and do value a device in great quality and a great brand. So hopefully, that gives you a bit more context to that, and on that note, I hand over for Cybersecurity back to Amelia.

Amelia Lee: Dennis?

Dennis Chia: Okay, I'll address the second question on the cybersecurity operations. So, there are a few lines of business within our Cybersecurity operations, namely the systems integration piece. You've also got the Managed Security Services, and the third line of business really is on Consulting. So, depending on the mix of projects that are delivered within a particular quarter, obviously, the margin profile of each of these lines of business, there are some differences around it. I do also want to call out that our Cybersecurity practice has gained good traction, showing a nice revenue growth YoY.

There is obviously an investment upfront in terms of capabilities that we're building, as well as on the Ensign labs and the R&D space. So, we have invested and we continue to invest in building these capabilities, given the intensive competition for resources and the finite resources we have in this region. I do believe, at some point in time, when the business does grow to a decent scale, which it's getting there, then the cost of adoption becomes a lot better and the profitability profile will actually improve that point in time, as well.

This is also evidenced by the YoY improvement of profitability. We do acknowledge that it is not a remarkable profit that is registered, but it's a YoY improvement that continues to be in tandem with the trend that we expect to see going forward.

Nikhil Eapen: I would round off by saying, you know, whether it's a cybersecurity business or the regional ICT business, these are fundamentally different kinds of businesses that grow quicker, where there is a need to invest upfront for capabilities, as well as add resources against, you know, a relatively quickly mounting pipeline. Therefore, what you're going to see is you're going to see profitability quite typically lag revenue growth, but what we do like is we like the trajectory of that profitability.

So we like the scale up in gross margin, we like the fact that EBITDA is breaking even and net profit is either breaking even or the deficit is closing, and the overall trajectory is good, as we'd expect to see as these businesses grow in scale, but as they continue to grow and grow rapidly, you know, upfront investment in capabilities, as well as resources, is very necessary to perpetuating that growth rate.

Choong Chen Foong: Okay, and can I just follow up by asking whether - do we think that, you know, we will hit, you know, optimal scale, perhaps next year, and see an inflection point in terms of improvement in operating profit for cybersecurity?

Nikhil Eapen: What you will see is a continuing and improving trajectory. Now, whether we choose to continue to invest for growth and capabilities expansion is a dynamic decision that will take closer – on a more of a just-in-time basis. You know, it's not entirely a given that growth starts slowing down. We're seeing the advent of 5G. We're seeing cloud continue to grow. We're seeing security needs continue to grow. So what we'd like to see is the growth profile continuing to perpetuate for a period of time, which is going to take continued investment in that growth.

Choong Chen Foong: Thank you so much, Nikhil, Dennis and Johan.

Nikhil Eapen: That's a dynamic we will take prudently.

Choong Chen Foong: Yes, okay, got it. Thank you so much.

Nikhil Eapen: No problem.

Amelia Lee: Thank you. Next up, we have Paul. Paul, please unmute yourself.

Paul Chew: Thanks so much. Paul from Phillip Securities. Just a couple of questions. My first one will be just on the cost of services. I noticed there was a decline of \$34 million for 1H. It's quite large, compared to, I think, the \$40 million decline in 2020. I'm just wondering, what's driving the decline in this line item, and whether can it persist into 2H? That's my first question.

The second is the Broadband subscribers. Obviously, revenue is more important than anything else, but I just noticed that it seems like the number of subscribers, I think, declined the largest ever for a quarter, if I'm not mistaken. I just wondered, will this eventually kind of hurt revenues, or not necessarily, these are indeed subscribers that you don't want? That's my second question.

My third one would be, can you just elaborate a bit on the OTT subscribers that you mentioned, now that you have this entertainment division? Does it mean that if you have a Disney+ subscriber, you are just going to take, I don't know, a monthly percentage commission of the ARPU and - yes. My last question, if you don't mind. Just on the - you mentioned cloud gaming ARPU. I'm just wondering what kind of uplift - I know you - I don't think you ever share, but what kind of uplift do you get on the ARPU, if you're able to provide any details? Thanks so much. That's my questions.

Amelia Lee: Thank you. Johan, could you take the questions on Broadband subs, OTT and cloud gaming and then hand over to Dennis for cost of services?

Johan Buse: Absolutely, I can. So thanks for the question. So just I'll take them one by one, okay? So the home broadband subscriber decline is a temporary element in the business. This is on the back of the fact that we did the cable-to-fibre migration two years ago and we are coming to the end of our two-year cycle. As you will probably have concluded, those customers came with quite a fair bit of promotional discounts. That's why on the back of even a small reduction in the customer base, you do see the ARPU and actually the revenue going up. So there is no alarm bells on that one and this will actually ease in this quarter. So that's from the home broadband subscriber side.

On the OTT subscribers, this is the first quarter that we give you transparency in terms of reporting a different way, what we believe is more representative for this business. I mean, classical pay TV is a little bit limited, I would dare to say, in the current context and this segment is definitely moving. It's something we call Entertainment. So we see quite a lot of customers actually enjoying content on their mobile devices, tablets, or just in combination with the home broadband connection for that sake. So it's important that we do justice to the business and to this particular segment, so that's why we started to call it Entertainment and we look at totality, meaning IPTV, OTT in different shapes and forms together.

In terms of the question you asked about the revenue recognition, it's something today we haven't reported that yet here. We will continue to monitor that as the business evolves and we will adjust that accordingly, once we will feel that it is the right time to do. So hopefully that gives you a bit of an indication on that side.

Now, the last question I found very interesting. Cloud gaming. So far we've never actually reported any ARPUs or any revenues relating to gaming. We announced 1.5 months ago that we would be launching GeForce NOW, the cloud gaming solution of NVIDIA. We will be coming out with that in the very near future. I would say watch this space. Once we've launched that, that will be starting reporting details where and when relevant in the matter it makes sense to the external audience. So that's something I would like maybe to ask you a little bit of patience around, but it's around the corner and coming. So hopefully that gives you a bit more direction on that one.

Amelia Lee: Thanks, Johan.

Johan Buse: So for cost of service decline, yes, maybe hand over to Dennis.

Dennis Chia: Okay. Hi, Paul. I'll address your question on the cost of services. So in terms of the three buckets of the cost of services that make up the cost of services, you've got the fibre connection charges that go into there, the Enterprise service costs in relation to all the Enterprise revenues, network solutions, cybersecurity revenues and everything else that goes into the bucket. The third bucket relates to content costs which we've already articulated in terms of the cost optimisation and rationalisation in terms of the bundle content that we now offer to our customers.

So that is something that was part of our overall TV transformation journey as part of our three-year cost transformation and TV content costs has been recorded in this bucket. So that is the main bulk of the reductions that we've been able to record on a YoY basis.

Paul Chew: Can I ask - sorry. Dennis, can I just follow up. So which is giving you that large decline? Is it like - are you mentioned - are you saying it's across all three or...

Dennis Chia: No, it's primarily the content costs.

Paul Chew: Okay.

Dennis Chia: Because the Enterprise service costs is in tandem with the level of revenues that we actually booked within the quarter. So it's primarily content costs, yes.

Paul Chew: Okay. I guess - I mean, I'm not putting words in your mouth. It's something that can sustain, I guess, because this is more fixed in nature, rather than variable I presume.

Dennis Chia: Yes. So - yes, so we've already articulated in terms of the transition of the model from more of a fixed-cost model into more of a variable cost model. That's something we've already done and we continue to do. Something that we are committed to continue to deliver in terms of the changing of the cost structure in terms of that line of business, yes.

Paul Chew: (Phillip Securities) Okay, so it's - like you said, are you cutting it from fixed to more variable and...

[Over speaking]

Dennis Chia: That's right. So it's transmission of the cost structure. That's correct.

Paul Chew: Okay. Thanks so much, everyone.

Dennis Chia: Thank you.

Amelia Lee: Thank you. Annabeth, please feel free to unmute yourself.

Annabeth Leow: Hi, thanks for your time today...I'd just like to follow up on some points that were made earlier with regard to Nikhil's opening statement about lower marketing pricing. I understand the ARPU for Postpaid mobile has been stable QoQ, but obviously it's been on a downtrend, and I know that you highlighted that the past two to three years. So when do you expect the ARPUs to be on an uptrend again? Do you have any colour on how you're positioning yourself for that recovery? That's my first question.

Second question, I'm just trying my luck here, but on the scaling up of the Enterprise services and Cybersecurity and Regional ICT Services, do you have a timeframe for when they're expected to make significant profit contributions to the Group as a whole? That's my second question.

Thirdly, on 5G and the upcoming new options for 2.1 gigahertz, Nikhil mentioned that it opens up a number of new options. So could you provide some colour, what that would mean for StarHub and especially in relation to the joint venture strategy with M1. So would you necessarily be building with them or are there options for StarHub to pursue monetisation on its own with the new spectrum? That's my third question. Thank you.

Amelia Lee: Thank you. If you'd like to start off with Johan on the first question on Postpaid ARPU.

Johan Buse: Thanks, Annabeth, for the question on ARPU. A very relevant question indeed. I mean, the bulk of ARPU decline over the last 1.5 years was due to roaming and the effect of COVID-19, not having roaming in place actually. So that's why ARPU has been stabilising in the last few periods.

In terms of going forward, we will need to see - obviously, ARPU would probably see an uptick if roaming is restored, because that's something we would expect to come back at a point in time when roaming is enabled. Otherwise, it's hard to predict.

Obviously, we work our best to make sure that we keep the ARPU the highest possible level. As you can understand, there are quite a few variations in terms of ARPUs between the different segments in the market. So that is what it is and, yes, it's difficult to predict the future. Let me put it that way. So on that note, I probably can hand over to - back to Amelia on the other two questions. Hopefully, that was of use to you. Thank you.

Amelia Lee: Thank you. Dennis.

Nikhil Eapen: Yes. Yes [unclear] cyber but maybe I could just add to Johan's point. Annabeth, it's really hard for us to. It's a dynamic market with a lot of competition and it's really hard for us to make predictions on where our ARPU is going to trend. But what you may have picked up, as we've been through this presentation and from the Q&A, is that we're really focused on driving a tactically differentiated strategy, right? So it's 4G going to 5G, but it's not 5G connectivity just for connectivity and speed, although that's something that we drive quite hard and we've received accolades for.

But it's really to enable enriching experiences for our customers. These enriching experiences, whether they're Disney+, TV+ available anywhere on any device, cloud gaming to come and more to come after that, are all consumption hungry, bandwidth hungry and hopefully should drive better monetisation. So that's a strategy. We've seen good leading indicators of it this quarter. We cannot really comment or predict where our ARPU is going to grow, but that's the strategy.

Now, moving to your second question on Cybersecurity and ICT and when we see - expect to see significant profits at scale. As I mentioned earlier, this is kind of a dynamic decision, right? To elaborate on that, a lot of people talk about - AWS has talked about how their estimates for public cloud penetration have actually fallen rather than increased as public cloud has continued to grow fast. So they assess the addressable market to be even larger. We have artificial intelligence on our doorstep. We have 5G IoT on our doorstep. That's going to create the need for much, much more and more and more data workloads that are going to be everywhere. That increases more cloud work and more security work for our companies.

So our intent is to really capture this addressable market and extend the growth profile of these businesses as long as they can. So it's going to be a dynamic decision and there's some implicit trade-offs between when we want to start - stop growing or grow slower and start harvesting more and more in terms of profitability or whether we push that period one year out, another year out, another year out. What I will say to you is that the overall trajectory and the profile of profitability continues to improve in these businesses. They're at levels where they certainly do not threaten our overall cash flows or dividends, so that is obviously sacrosanct. We look to add a growth element on top of our yield.

Amelia Lee: Thank you. Nikhil, would you like to also comment on the third question for the 2.1GHz auction?

Nikhil Eapen: Yes. On 2.1GHz, clearly we have a JV with Antina, which is working well and has reduced our Capex and our costs quite materially. So with 2.1GHz, we're reviewing all options, all kinds of pros and cons. We've seen a position experience so far with the 3.5GHz and Antina in terms of what it's done for our flexibility, as well as our cost structure and our Capex and the move to a variable cost model. So with that positive experience in mind, we hadn't made any decisions. We're looking at all options. We're reviewing this and we will keep you posted.

Annabeth Leow: Okay, thank you. To the other question as well, for some clarity and colour on what you meant by opens up a number of new options for performance, are you able to share what the 2.1GHz means for that?

Nikhil Eapen: I think that's something we will talk about at another point in time when we have more definition on the various constructs and how we're going to play 2.1GHz, if that's okay, Annabeth.

Annabeth Leow: Sure, thank you.

Amelia Lee: Thanks, Annabeth. Next up is Arthur. Arthur, please unmute yourself.

Arthur Pineda: Yes. Hi. Hi, thanks for the opportunity. Can I just ask about 5G adoption? How has this been trending and are you seeing consumers actually willing to pay the premium? I'm just actually wondering when we should start to see this as accretive to Mobile revenues.

The second question I had is with - again, with Mobile segment. You've mentioned competition has been aggressive on this side. I'm just wondering what's driving this. Given that TPG can't really meaningfully follow into 5G, who's really driving Mobile Segment competition downwards?

Nikhil Eapen: Johan.

Johan Buse: Okay. Thanks for the questions. Let me start with number one, first, 5G and willingness of people to pay for 5G. Interestingly enough, the very vast majority of people taking a device subscription do take it with a 5G device and 5G plan. Those subscriptions tend to be a bit higher priced than the traditional 4G plans. So there is definitely a willingness to pay. However, having said that, I think the key element for success in this area is differentiation and adding value into the subscription. So, for example, like we do with Disney+. That brings a value proposition end-to-end, which consumers appreciate. So the willingness is there, but you need to obviously make sure that the experience and the differentiation is there. So that is on that side.

In terms of competition in a market, it's a busy marketplace. I think there are - I lost count actually. There's like 13 or 14 MVNOs or something like that. Every week, come, go – it's very busy. The competition is mainly driven, I dare to say, by a particular MNO or maybe two, and in combination with that some of the MVNOs I think, especially the smaller operators are actually vying for market share to be sustainable, because at the end of the day it is a form of a scale business. That puts obviously pressure on the market. Also not to forget that COVID-19 and the fact that roaming and tourism are basically - took a hit. Puts additional pressure on the market in terms of revenue, as you have been seeing over the last 1.5-2 years.

So all that leads to where we are. We believe it is prudent and important that the industry is enabled to invest in new technology called 5G. This is an expensive network, which gives customers a great deal of benefits, but it needs to be rolled out. We believe that the differentiation, as we have been doing - for example, with Disney+, with Netflix, with cloud gaming and there's a few other things in the future for sure which will come - are important to go beyond a price story. I mean, that's important, because it's just more than just gigabytes and price. We believe that consumers are willing to pay, at the end of the day, as I mentioned earlier, for service, quality and things which otherwise would not be there. So hopefully that gives you a bit of context to that.

Arthur: Sure. Sorry, if I can just clarify. I'm just a bit confused on this side. You mentioned that there are some MNOs, as well as MVNOs, pushing this. Are they more aggressive on the 4G segments rather than 5G? Because from what I see, the pricing on 5G is all notably higher.

Johan Buse: Yes, correct.

Arthur Pineda: On that side as well, given that you are seeing migration into 5G, why is not reflecting more - well, obviously in terms of the revenue growth for Mobile segment?

Johan Buse: There are three elements in this discussion to clarify that. So number one is the fact that roaming disappeared, right? So just keep that in mind. For Singapore, that's typically a sizeable amount. Secondly is that you have two forces which work against each other to be very transparent. Number one is an upside of 5G. The second is what you referred to, which is correct, the price pressure on 4G. So those three elements are in the mix. Depending on the situation and the developments, it will go either way.

Arthur Pineda: Got it. Thank you very much.

Amelia Lee: Thanks, Arthur. We now take the next question from Xiu Hooi.

Wee Xiu Hooi: Hi. Could you please elaborate more on the M&A opportunities that you're looking at?

Amelia Lee: Thank you. Nikhil, would you like to take this question?

Nikhil Eapen: Yes, I think it's difficult to talk about M&A opportunities with too much specificity, but let me just say that when you look at our strategy, we're looking at driving - on the consumer side, we're looking at driving differentiation and driving consumption on top of connectivity. Right? On the Enterprise side, we're really focused on the intersection between cloud security and 5G and how all those things come together.

So we clearly have the balance sheet. Our leverage level keeps dropping. We're at 1.25 times, as Dennis talked about, this quarter. Our free cash flow continues to be strong. So we clearly have the capacity and the desire and the identified focus areas to continue to do M&A. Beyond that, I think it's hard to provide specifics and we'll keep you updated at the opportune time.

Amelia Lee: Thanks, Nikhil. Xiu Hooi, I hope that answers your question.

Wee Xiu Hooi: Yes, yes. Thanks.

Amelia Lee: Okay. We'll take the next question now from Zhiwei.

Foo Zhiwei: Hi. Thanks for the opportunity and thanks for the presentation. I'd just like to touch a little bit on the Cybersecurity front. Could you just share some colour in terms of where you see those new contracts and projects coming from? Are we seeing a greater mix of more public sector work or private sector work and I'm not too sure whether you've disclosed this in the past, but maybe some colour about how your contracts have secure - last quarter - in first quarter versus second quarter and how you see it, say, going in second half? Thank you.

Nikhil Eapen: Yes, maybe I can start and Dennis can add. So with respect to the Cybersecurity business, you noted the public sector business within Ensign is extremely strong and very deep, with large contracts, and that business continues to grow. It's a strong imperative. The private sector business with large corporates, large big-name corporates, is also strong and continues to grow. Ensign is also focused on regionalisation and has picked up good, again, big-name contracts with government and large corporate organisations in the region.

Then away from kind of market segment, but looking at drivers, we had talked about cloud. Public cloud workload are growing extremely rapidly. They need to be protected and every organisation is trying to put more on public cloud. Every organisation is trying to figure out - particularly whether it's factory automation or device or asset management - trying to figure out their IoT strategy and how they get more value out of it. That creates a security need.

So both with respect to market segment, as well as fulfilling a lot of the demand drivers that are on the [unclear], that's what Ensign is focused on. Now, I'll hand off to Dennis to talk about the - sort of the quarterly contracts. But, again, what we will always have to caution is this is a business where the contracts are large and lumpy. In the millions, even the tens of millions. What you will therefore naturally see is some lumpiness QoQ. With that, I will leave it Dennis to answer.

Dennis Chia: Yes, okay. So as I mentioned earlier, there are a few lines of business in Ensign, namely, the Consulting; the SI (systems integration) as well as the Managed Security Services (MSS), right? So in each of these segments, naturally, they are skewed towards the public sector in some of these segments, particularly on the MSS side. But Ensign has also garnered in the pipeline, both in the order books as well as the pipeline, opportunities, private sector opportunities, both in Singapore, as well as in the region.

What's actually interesting is that the regional mix of the pipelines and order books have actually increased over a period of time. So the dependency on just the Singapore market, which is already a meaningful market in itself, is also reducing. So there's diversification of the customer base and the segments over a period of time that we continue to see.

Foo Zhiwei: Thanks for the answer. Just as a follow-up, you talked about three lines of business and in terms of the profitability of these business lines, which was a bit more profitable? You talked a lot about public cloud workloads, related work. Is that something that would be a major driver that - and higher margin than, say, the other two lines?

[Over speaking]

Nikhil Eapen: Sorry, go ahead, Dennis. Go ahead.

Dennis Chia: Yes, no problem. So if you look at the mix of the businesses, obviously the businesses that are fairly labour intensive with a lower proportion of third-party products and technology that's embedded into the solutions; obviously those are the projects that get delivered at a relatively higher margin than others. So it depends on the solution mix and the definitions, as well as the requirements of our customers as well.

In some of the public sector contracts, there are prescriptions in terms of the technology that needs to be adopted. So in some of these then, obviously we work with third parties. But in many of the other cases where Ensign has already built capabilities on their own, they're able to put in their own capabilities around data analytics, as well as cyberthreat intelligence, monitoring mechanisms and tools that they have also developed and are proprietary to Ensign. Those obviously garner higher margins.

Foo Zhiwei: All right, thank you. I'll hand it over.

Amelia Lee: Thanks, Zhiwei. We will now take the last question from Varun, please.

Varun Ahuja: Yes, hi. Thanks for the opportunity. I'll be quick. I have two questions. First on 5G and everyone is talking about use cases and opportunity, but as a management, when you look at it both from a consumer perspective and Enterprise side, which use cases really excite you maybe and three years, two years - obviously you mentioned about Disney and all that product, but that you can do it with 4G. But real 5G use cases that you look at it, which of them are really exciting from a Singapore market context? How far are we to see that the use cases becoming a reality, right, when we look at whether a device ecosystem or other part of it. So we'll hope to get your sense on that.

Lastly, I think you partly answered that question obviously your balance sheet and M&A but I wanted to get your view on increasing trend where telcos are getting into IT services. Obviously, it is a very adjacent territory. You have the relationship with Enterprises. You're providing network solutions, but increasingly more of telcos are looking to get into that segment, because it's also again highly cash flow generative. What's your view on that and using that balance sheet strength to get into this segment? Obviously, Singapore is very competitive, but there you are a big player but expanding regionally maybe that's what you have done with a small acquisition in Malaysia. Thank you.

Nikhil Eapen: Yes, so maybe I'll start on both and then Johan and Charlie can add. I think on 5G use cases, it's pretty clear, right? When you look at our consumer businesses, it's here and now for us, with new handsets coming onstream. We have the product. We've launched 5G SA. We have 5G SIM-only subscribers. We launched that a few weeks ago. We have Disney+ and OTT available anywhere from any device. We're launching cloud gaming very shortly and we'll do more and more. So for the use cases, it's - in consumer, it's really all about driving bandwidth hungry, consumption hungry, enriching experiences for our customers. The 5G experiences, with those kind of experiences, is obviously much better.

On the Enterprise side, without any surprise, 5G IoT is what we're extremely focused on. We've launched our – Again, here and now. It's not on the tomorrow front. We launched 5G IoT, our platform and partnership with Software AG earlier this year. We have use cases around various things that we're driving and we hope to have some announcements soon. So I think we have a pretty clear focus on our use cases between consumer, Enterprise and the here and now.

Now, moving on to IT services, I think we're very lucky and privileged that we're not necessarily moving into IT services. I think we have IT-related businesses within our Company. Those are Ensign. Those are Strateq. Those are some of the sub-businesses within network solutions. So we're already mature in this segment. But what we want to do is do the segment not in a kind of typical telco way that involves a lot of aggregation and resale. But what we want to do is do it in a way that's really defined and differentiated. So - and focused on use cases of kind of today and tomorrow, not just the ones of the past.

So Ensign is in Cybersecurity. That's a growth area. Strateq is in ICT, but it's increasingly focused on cloud native and data-driven use cases. Similar for the ICT businesses within our network services business. So I don't think it's something that we're consciously moving into. We're already there, but we think we're there in a way that's defined and differentiated in a way that's beyond kind of a typical aggregation and resale and low value.

Amelia Lee: Yes, thank you. Johan, go ahead, please.

Johan Buse: Just the only thing I can add on the 5G, it's definitely here and now and we're very bullish about this. We're obviously expanding our views also on the [unclear] in this space and we're working feverishly also on further verticals further down the road. But content and cloud gaming is a start and we're running well with it. Thanks.

Nikhil Eapen: Charlie.

Charlie Chan: Yes, I just wanted to say that to add on, to echo Nikhil, it's about a differentiation we bring to the use case. Of course everybody has a use case. The difference that we bring to it through our capabilities will matter. It's got to be connectivity centric. It's got to drive the overall consumption. After all, telecommunications is our lifeblood. So we hope that [unclear] we are doing, as you've seen previously on the slide on 5G momentum, that answers your question.

Varun Ahuja: Thank you.

Charlie Chan: Thanks, Varun.

Amelia Lee: Thanks, Varun. I see a few more hands. Thank you for the interest. Unfortunately, due to the time constrain, we will - that's all the time we have for this call. Please feel free to drop us a line on - at ir@starhub.com and we'll get back to you on your queries. So...

Nikhil Eapen: Certainly we would love the questions, so please - we will follow up.

Amelia Lee: Yes, okay. So thank you, everybody, for joining us this evening. Till next quarter, please stay safe and have a lovely evening. Bye.

Dennis Chia: Thank you. Thanks, everyone.

Johan Buse: Thank you, bye.

[Over speaking]

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