



StarHub 3Q & YTD-2017 Results

2 November 2017

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



Dr CHONG Yoke Sin
Chief, EBG



3Q & YTD2017 Highlights



Financial Highlights



Business Highlights



2017 Outlook

Overview (3Q-2017 vs 3Q-2016)

Financial

- Total revenue decreased 1%
- Service revenue stable
- EBITDA margin at 32.3%
- NPAT decreased 11%

Operational

- Revenue growth in Enterprise Fixed
- Low churn rate maintained for Pay TV and Broadband

Key Financial Highlights

S\$M	3Q-2017	3Q-2016	Change	YTD-2017	YTD-2016	Change
Total Revenue	580	585	-1%	1,752	1,762	-1%
Service Revenue	545	546	0%	1,625	1,642	-1%
EBITDA	176	179	-2%	517	554	-7%
EBITDA Margin	32.3%	32.8%	-0.5%pts	31.8%	33.8%	-2.0%pts
Taxation	(17)	(20)	-11%	(50)	(61)	-18%
Net Profit After Tax	77	86	-11%	235	287	-18%
Capex Cash Payments	52	150	-65%	201	240	-17%
% of Capex to Revenue	9.0	25.6	-16.6%pts	11.5	13.6	-2.1%pts
FCF / Fully Diluted Shares	6.9¢	0.1¢	nm	14.6¢	13.2¢	11%
Net Debt to TTM EBITDA Ratio	0.80x	0.78x	0.02x	0.80x	0.78x	0.02x

Revenue Contribution

Total Revenue	Quarter Ending 30 Sept				YTD Ending 30 Sept			
	2017	2016	Incr / (Decr)	Incr / (Decr)	2017	2016	Incr / (Decr)	Incr / (Decr)
	S\$m	S\$m	S\$m	%	S\$m	S\$m	S\$m	%
Mobile services	297.0	299.4	(2.3)	(0.8)	895.9	902.8	(6.9)	(0.8)
Pay TV services	85.7	93.6	(7.9)	(8.5)	262.0	283.9	(21.9)	(7.7)
Broadband services	53.2	54.7	(1.5)	(2.8)	159.7	162.6	(2.9)	(1.8)
Enterprise Fixed services	109.4	98.4	11.1	11.3	307.3	292.8	14.6	5.0
Total Service Revenue	545.4	546.1	(0.7)	(0.1)	1,625.0	1,642.1	(17.1)	(1.0)
Sales of Equipment	35.0	39.2	(4.2)	(10.6)	126.8	119.8	7.0	5.8
Total Revenue	580.4	585.3	(4.9)	(0.8)	1,751.7	1,761.9	(10.1)	(0.6)

* Numbers may not add up due to rounding.

Revenue Mix

Revenue Mix	Quarter Ending 30 Sept		YTD Ending 30 Sept	
	2017 % mix	2016 % mix	2017 % mix	2016 % mix
Mobile services	51.2	51.2	51.1	51.3
Pay TV services	14.8	16.0	15.0	16.1
Broadband services	9.2	9.3	9.1	9.2
Enterprise Fixed services	18.8	16.8	17.6	16.6
Total Service Revenue	94.0	93.3	92.8	93.2
Sales of Equipment	6.0	6.7	7.2	6.8
Total Revenue	100.0	100.0	100.0	100.0

* Numbers may not add up due to rounding.



3Q & YTD2017 Highlights



Financial Highlights



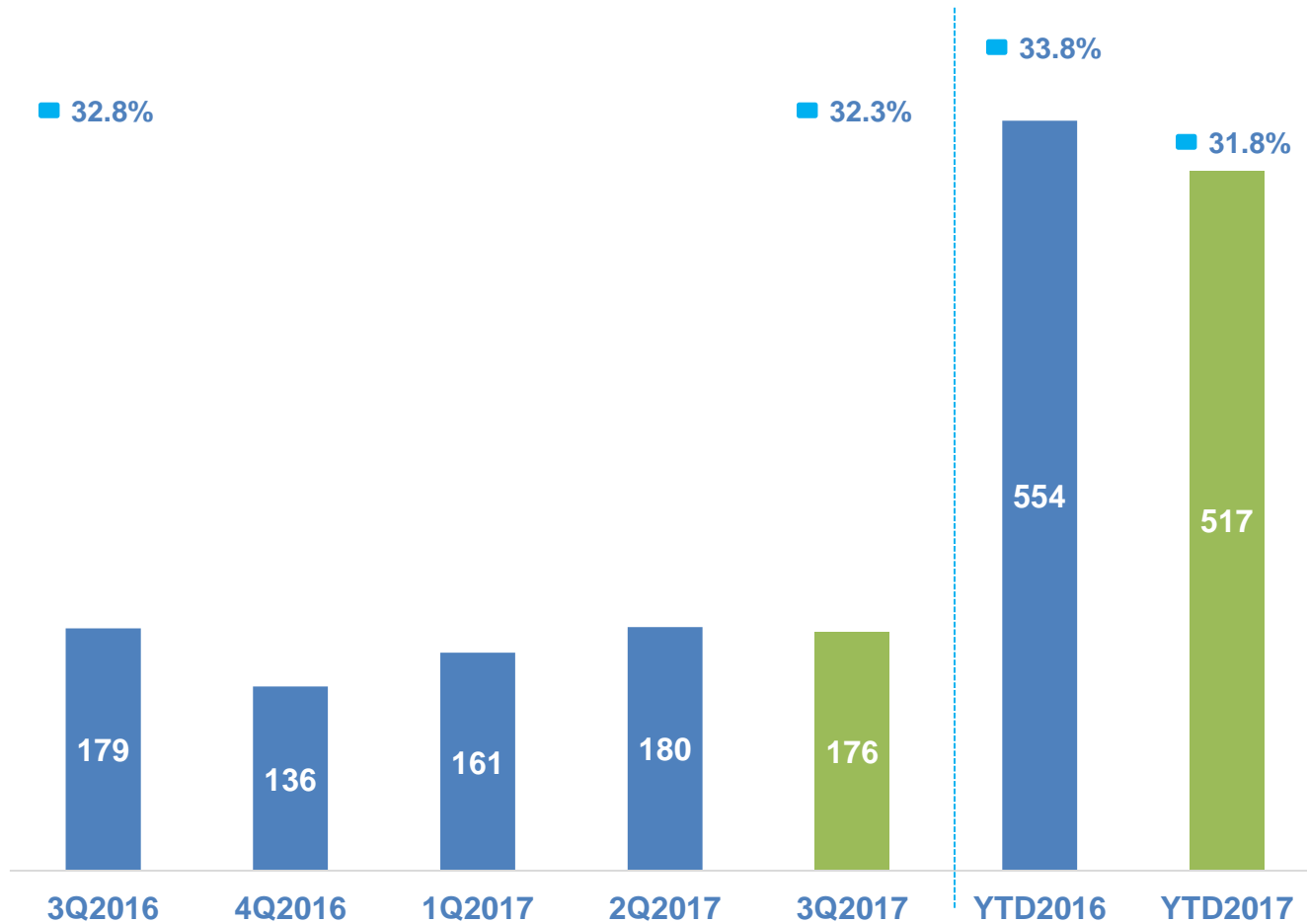
Business Highlights



2017 Outlook

EBITDA & EBITDA Margin

(S\$M)

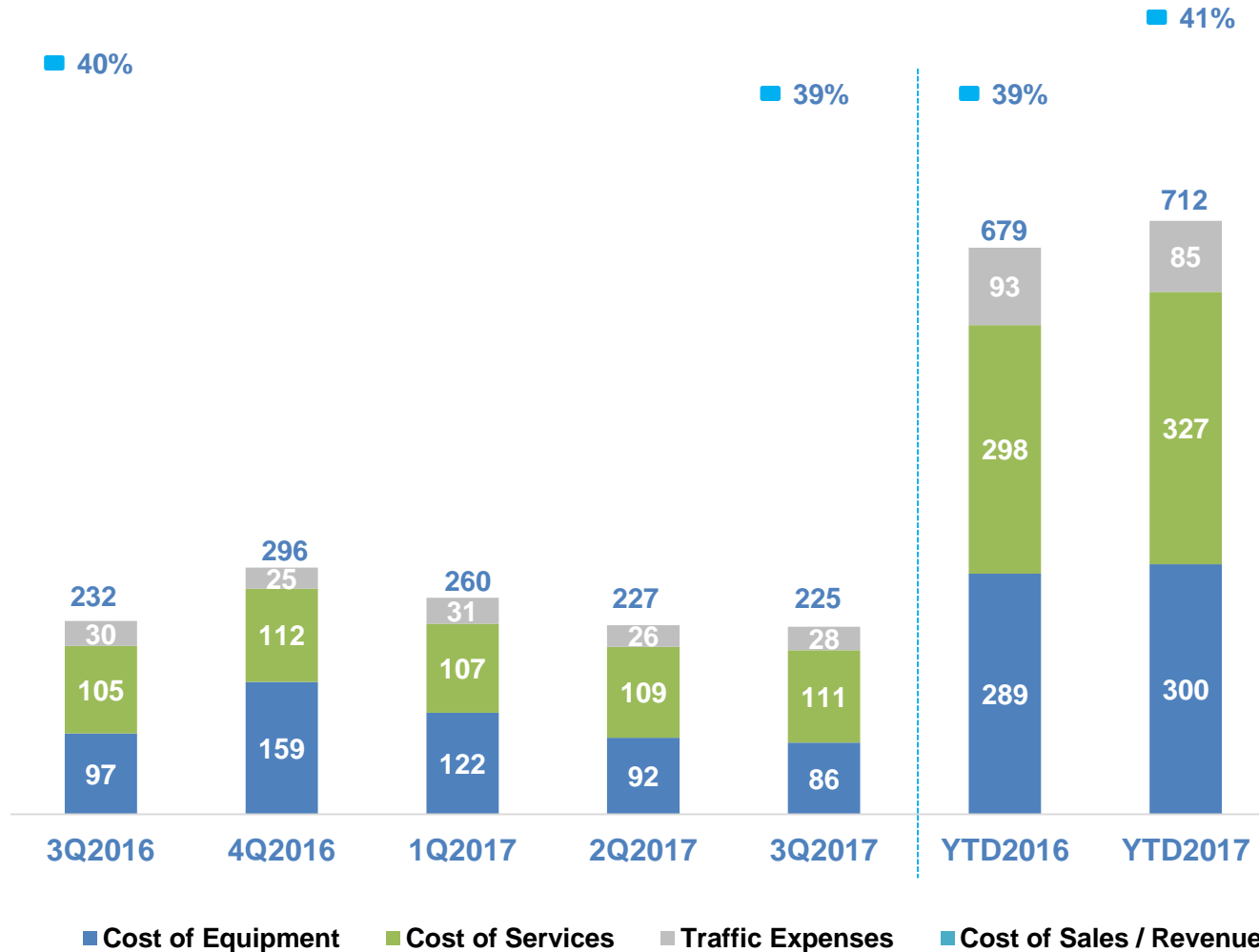


■ EBITDA Margin as % of Service Revenue

* Numbers may not add up due to rounding.

Cost Of Sales

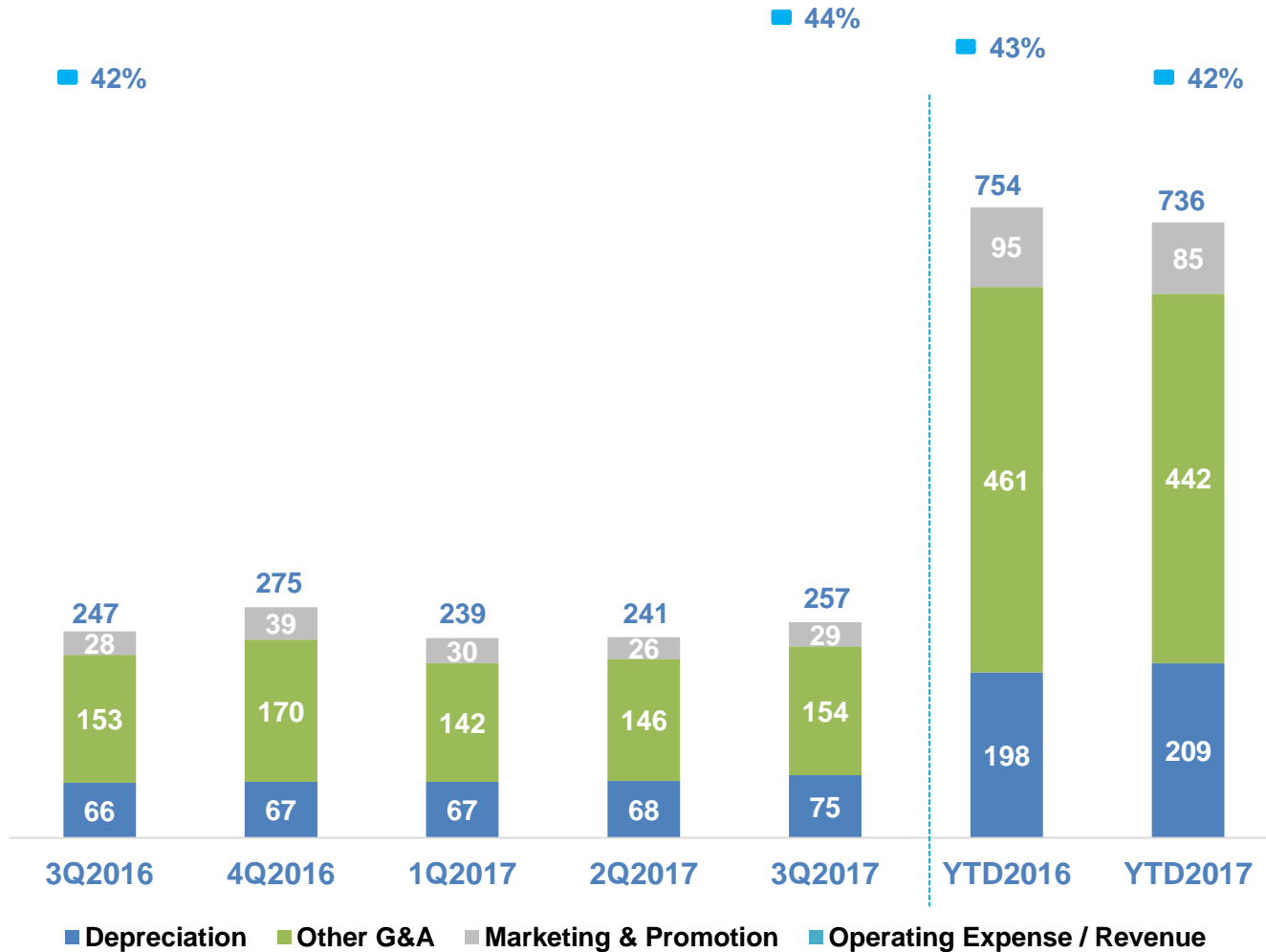
(S\$M)



* Numbers may not add up due to rounding.

Other Operating Expenses

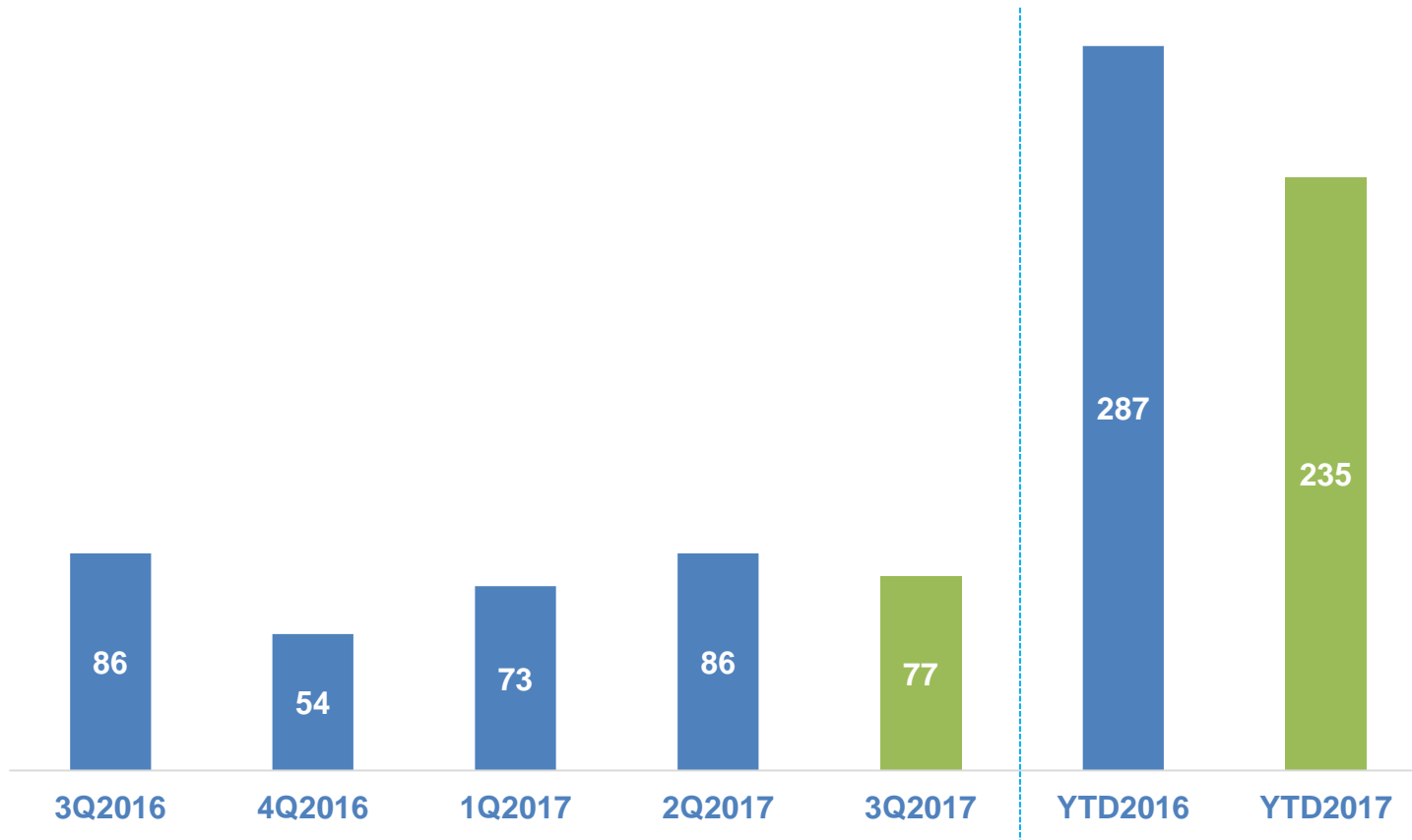
(S\$M)



* Numbers may not add up due to rounding.

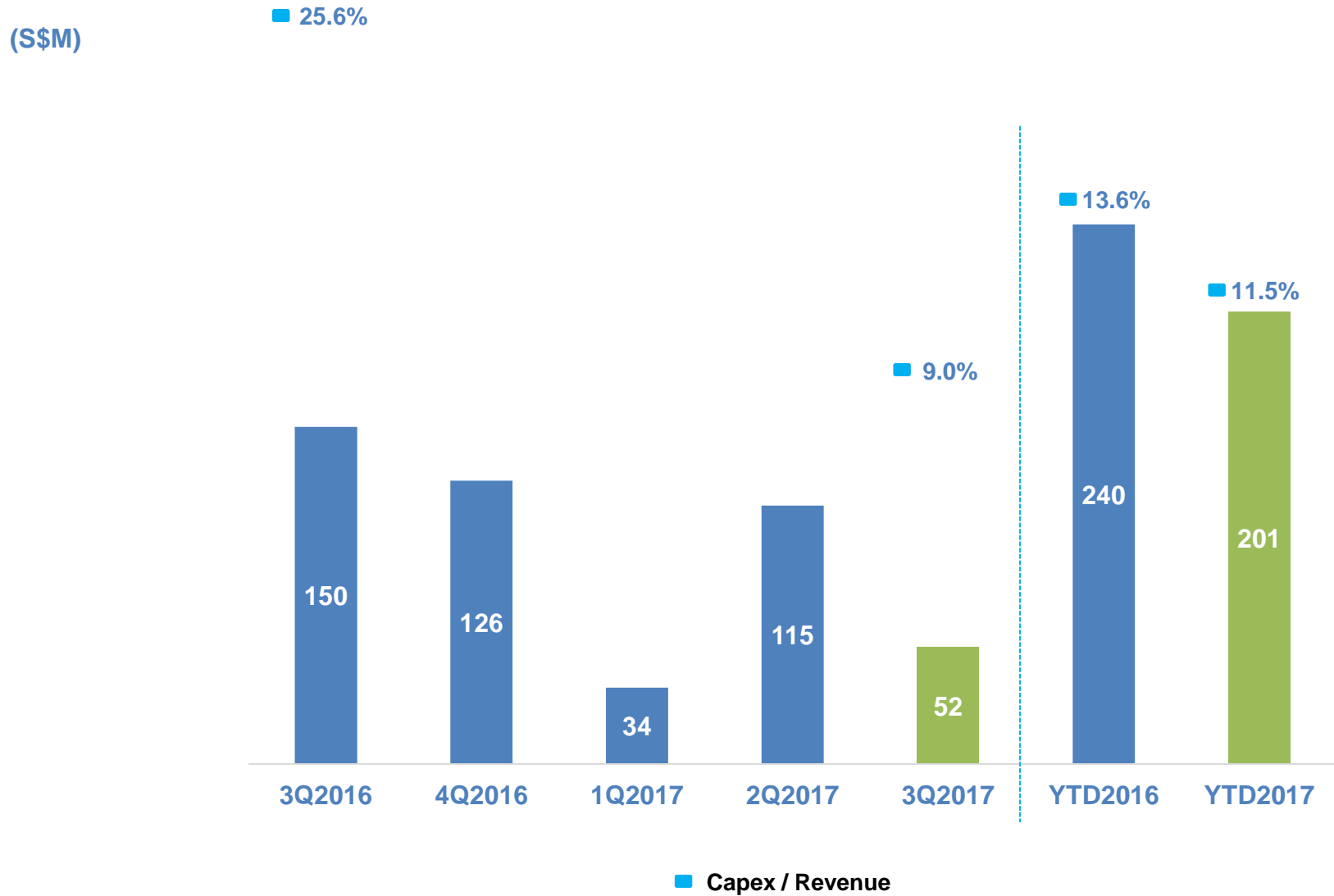
Net Profit After Tax

(S\$M)



* Numbers may not add up due to rounding.

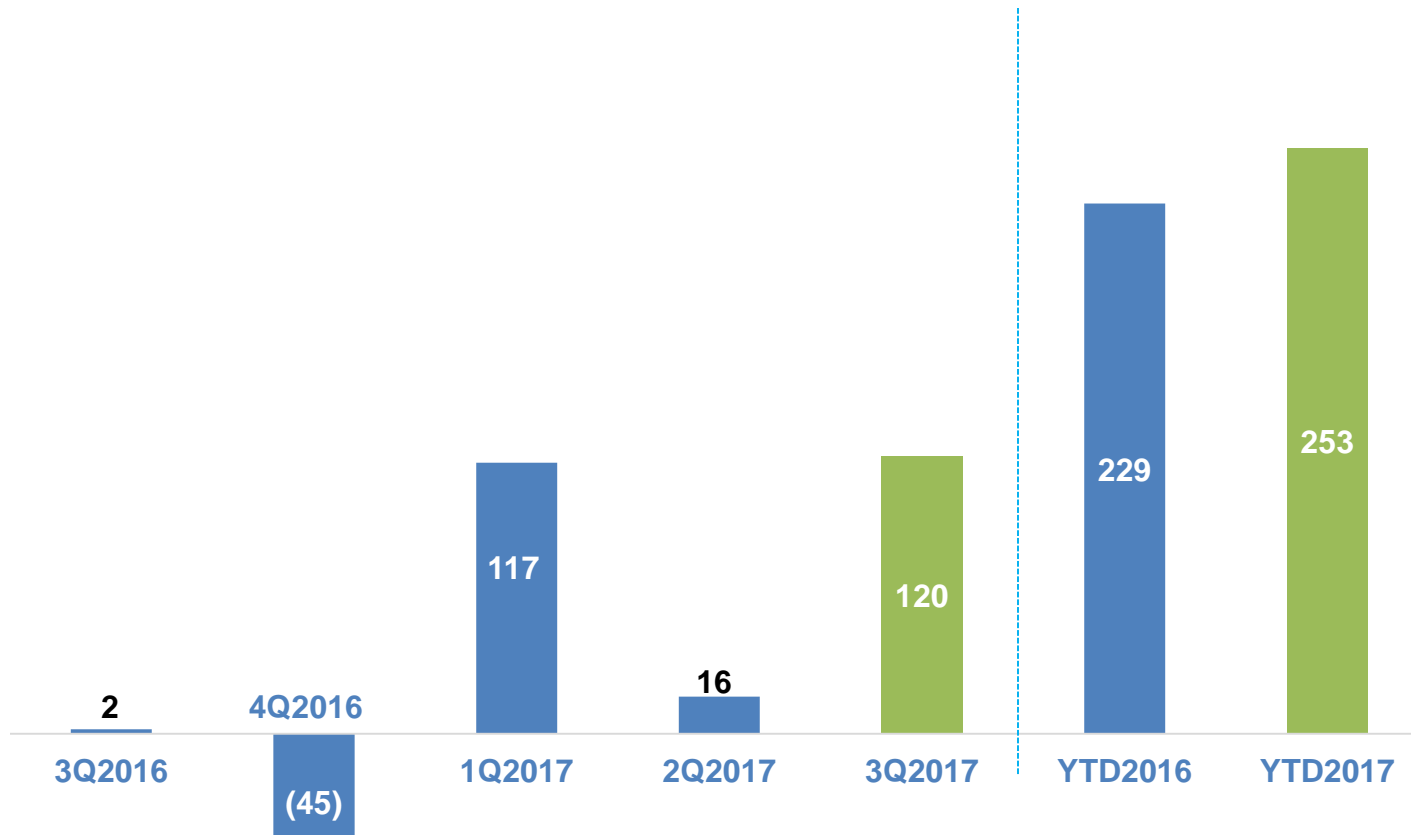
Capex (cash payments)



* Numbers may not add up due to rounding.

Free Cash Flow

(S\$M)



* Numbers may not add up due to rounding.



3Q & YTD2017 Highlights



Financial Highlights



Business Highlights - Mobile



2017 Outlook

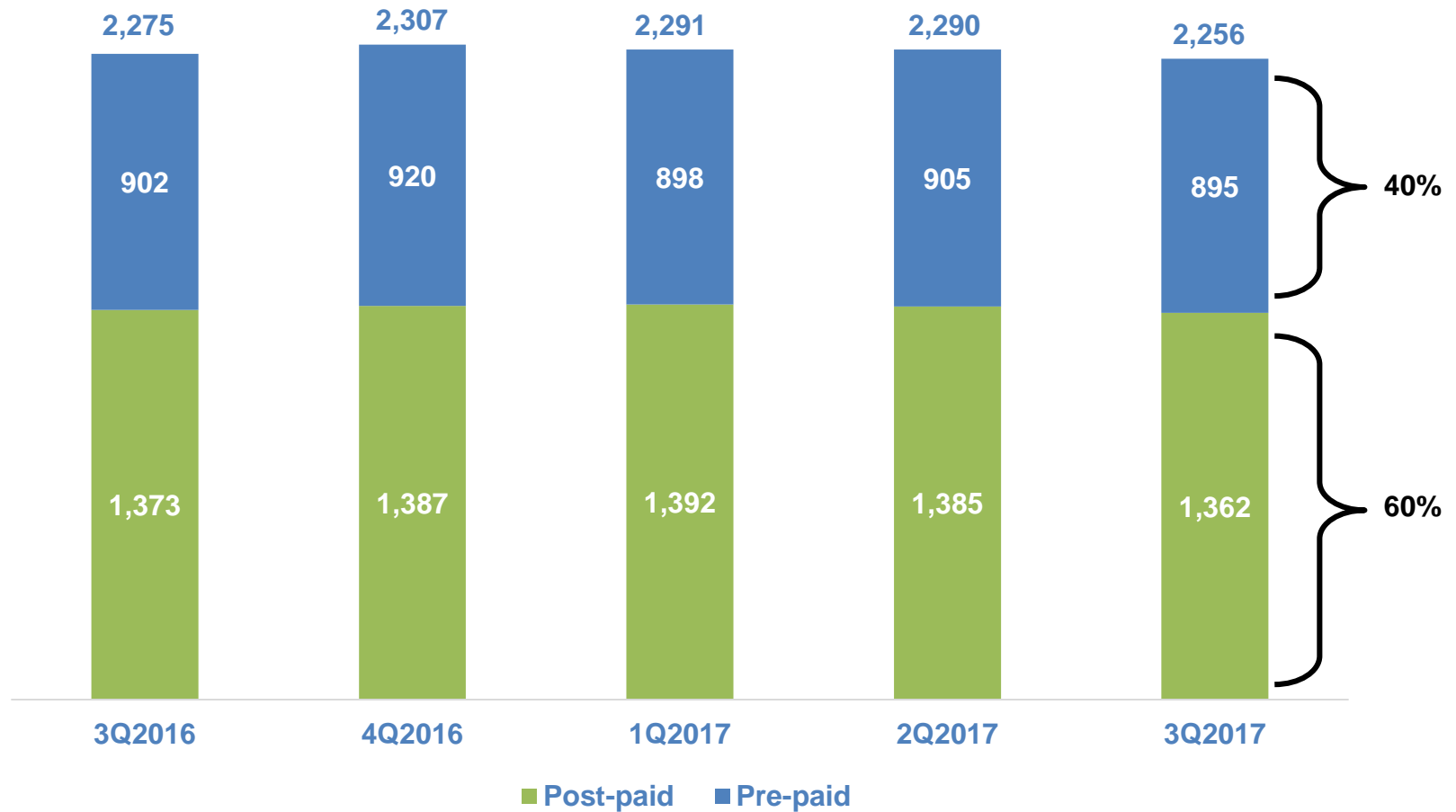
➤ Mobile (3Q-2017 vs 3Q-2016)

- Total customer base decreased 19k
- Post-paid ARPU stable at S\$69



Mobile Customer Base

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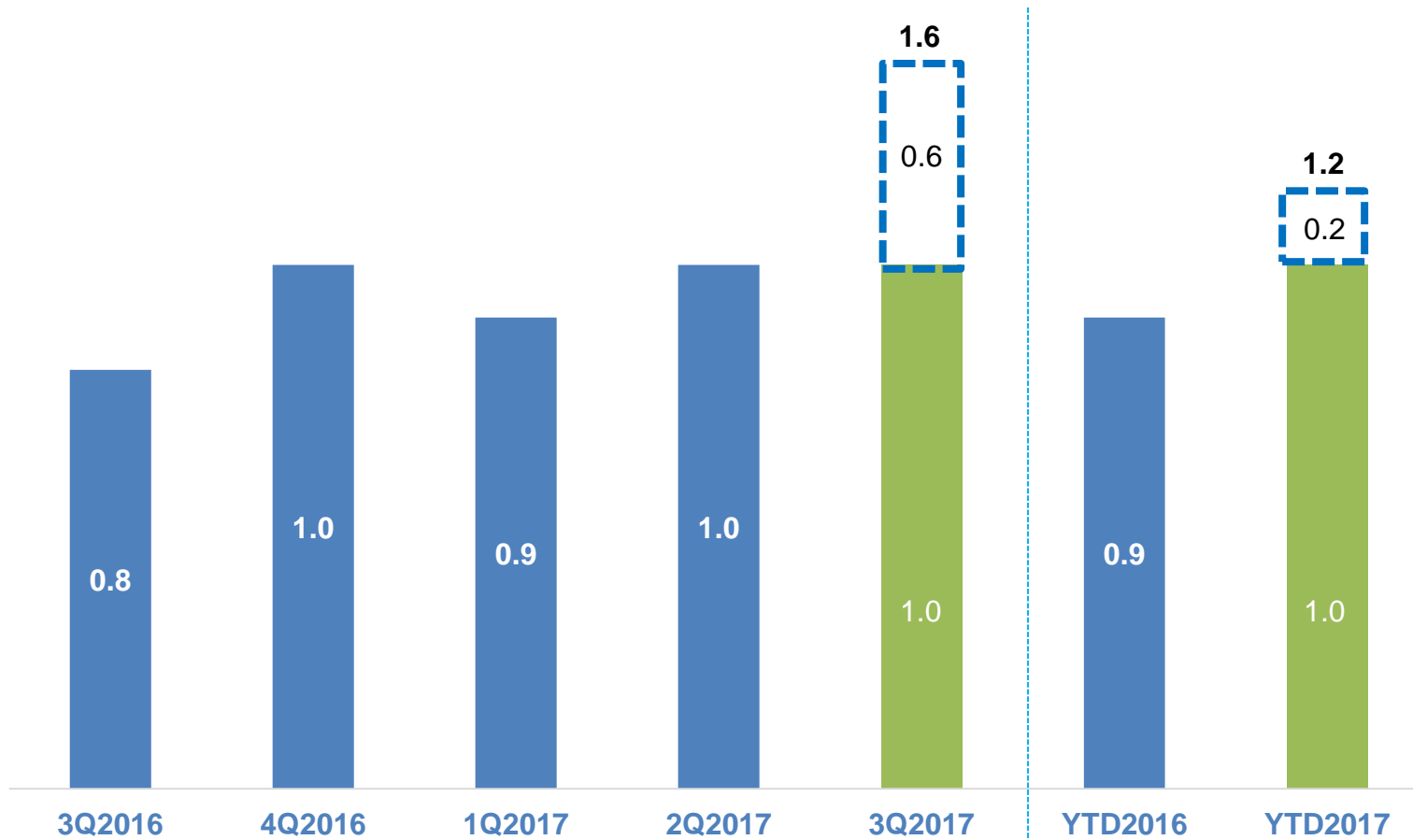


* Numbers may not add up due to rounding.



Post-paid Average Monthly Churn Rate

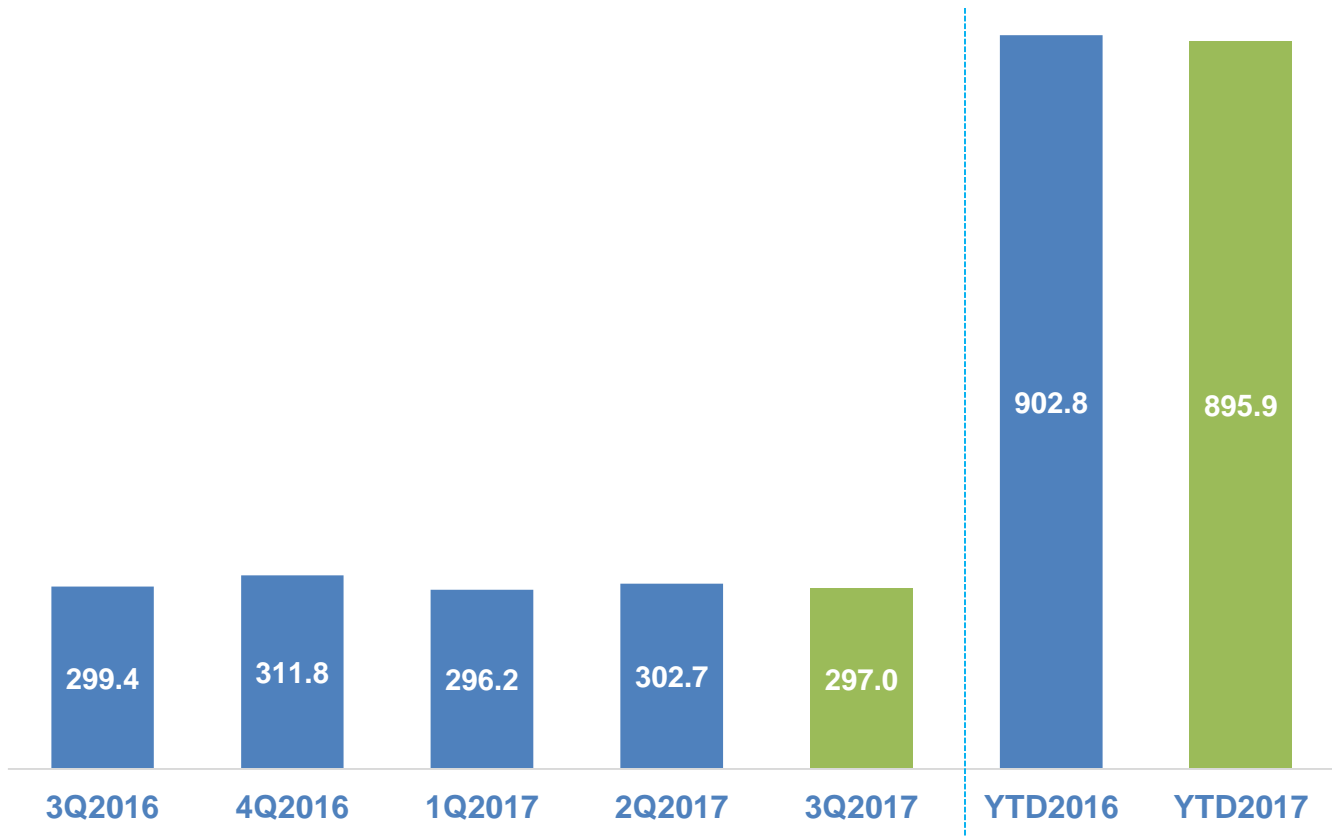
(%)



Including one-time termination of 23k inactive legacy data-only lines

Mobile Revenue

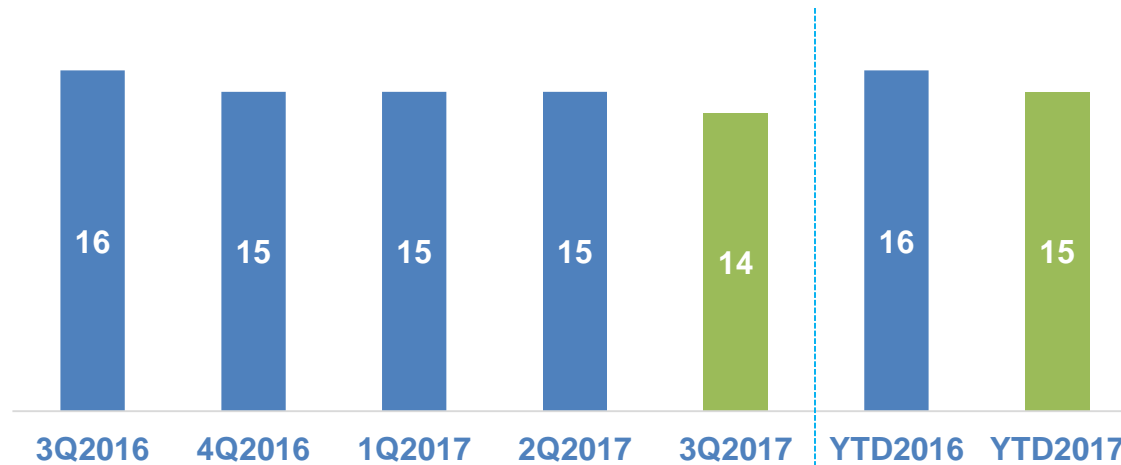
(S\$M)



Mobile ARPU

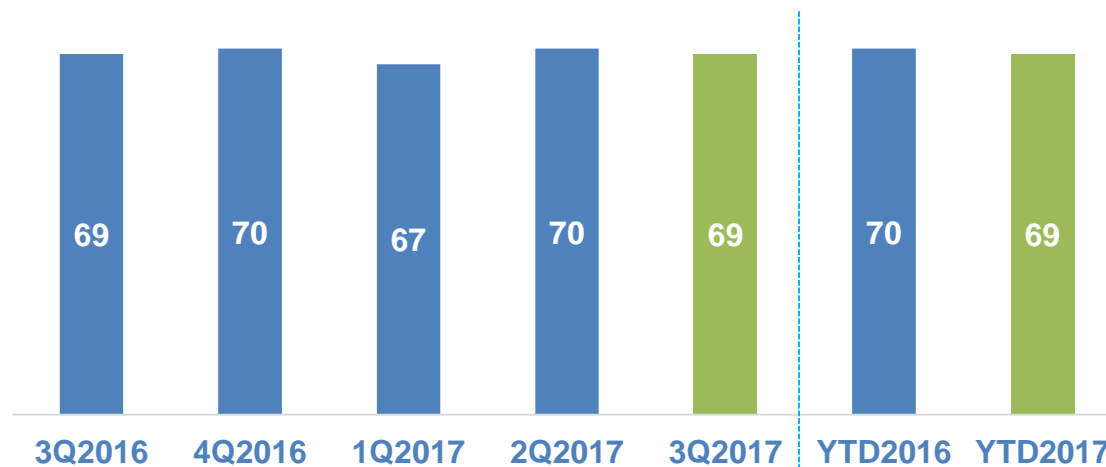
(S\$ per month)

Pre-paid



(S\$ per month)

Post-paid





3Q & YTD2017 Highlights



Financial Highlights



Business Highlights – Pay TV



2017 Outlook

Pay TV (3Q-2017 vs 3Q-2016)

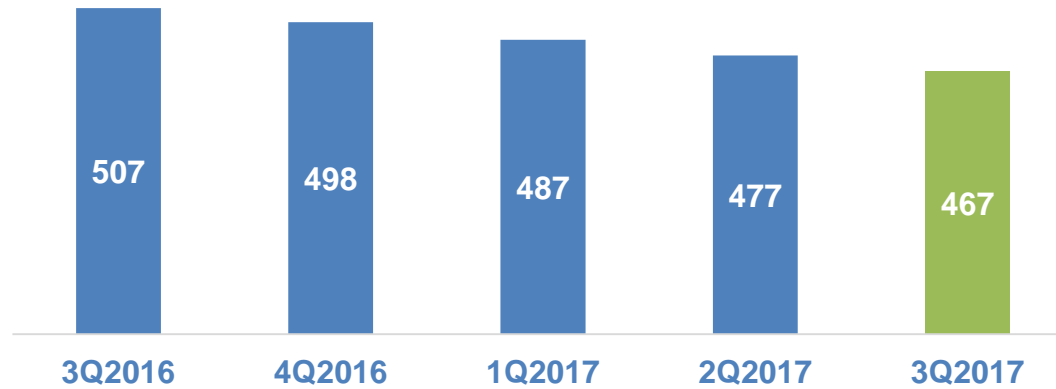
- ❖ Revenue decreased 9%
- ❖ ARPU at S\$51
- ❖ Customer base decreased 40k



Pay TV Base & Churn

(‘000)

Customers



Average Monthly Churn Rate

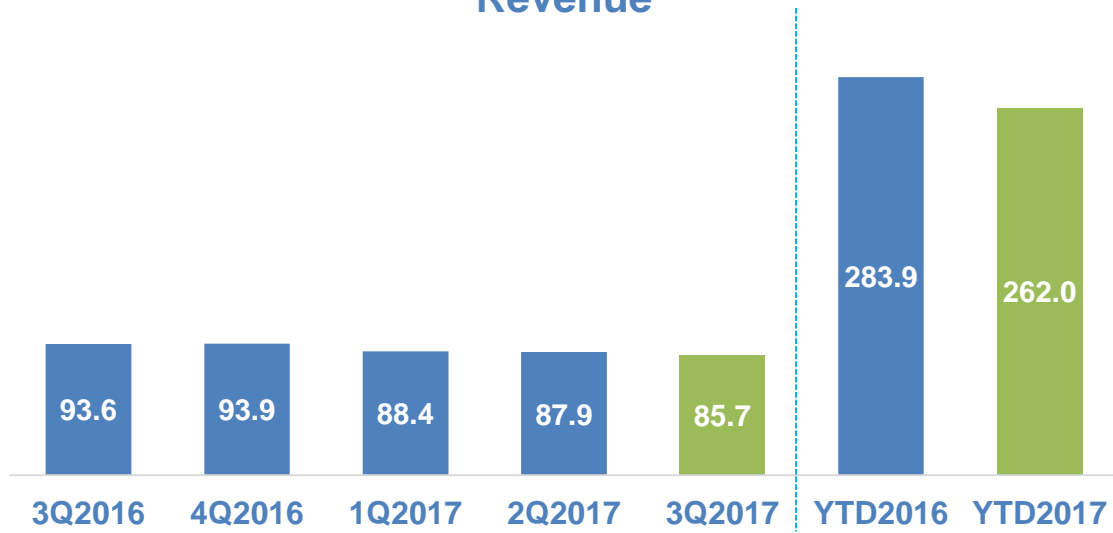
(%)



Pay TV Revenue & ARPU

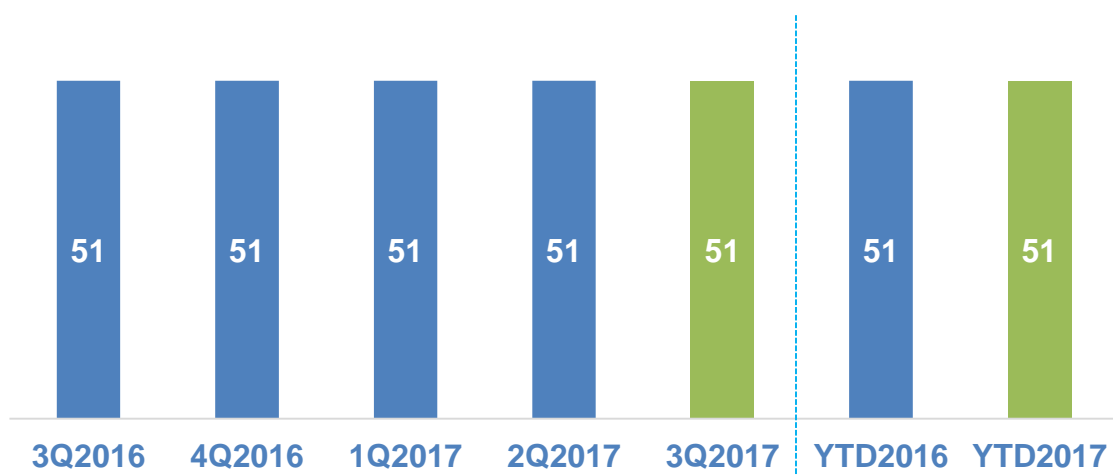
(S\$M)

Revenue



(S\$ per month)

ARPU





3Q & YTD2017 Highlights



Financial Highlights



Business Highlights - Broadband



2017 Outlook

Broadband (3Q-2017 vs 3Q-2016)

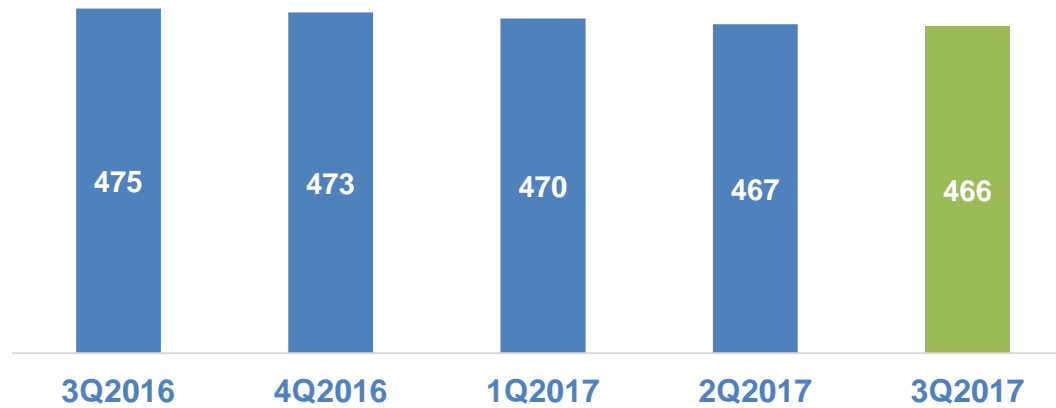
- ❖ Revenue decreased 3%
- ❖ ARPU at S\$37
- ❖ Customer base decreased by 9k



Broadband Base & Churn

(‘000)

Customers



Average Monthly Churn Rate

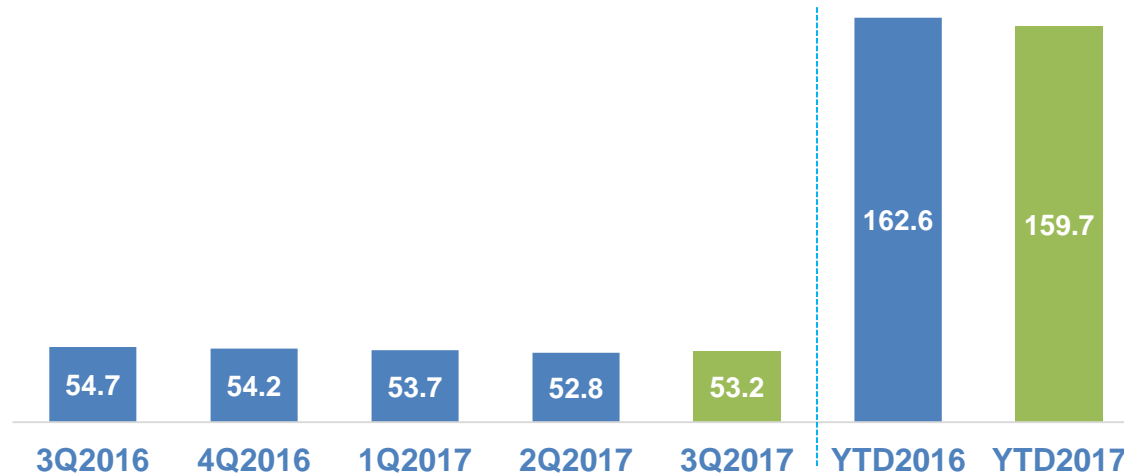
(%)



Broadband Revenue & ARPU

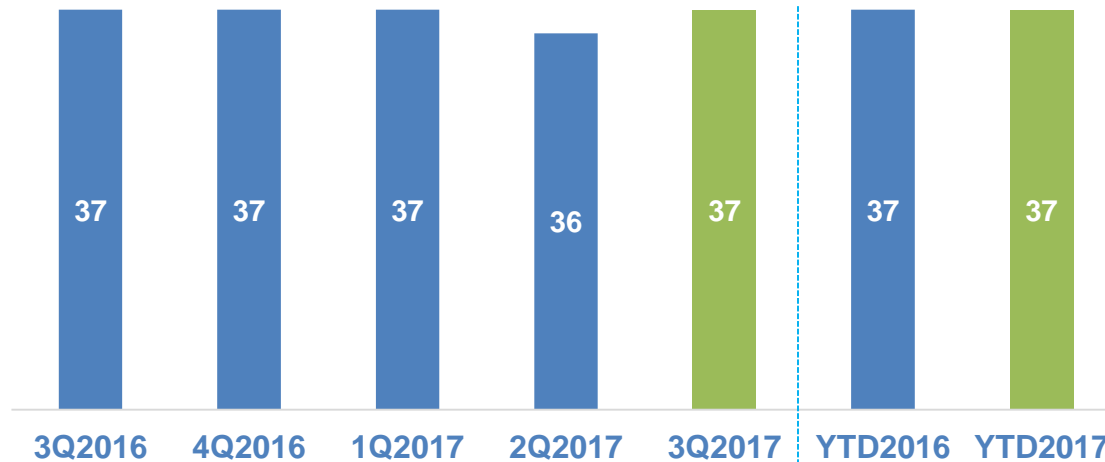
(S\$M)

Revenue



(S\$ per month)

ARPU





3Q & YTD2017 Highlights



Financial Highlights



Business Highlights – Enterprise Fixed



2017 Outlook

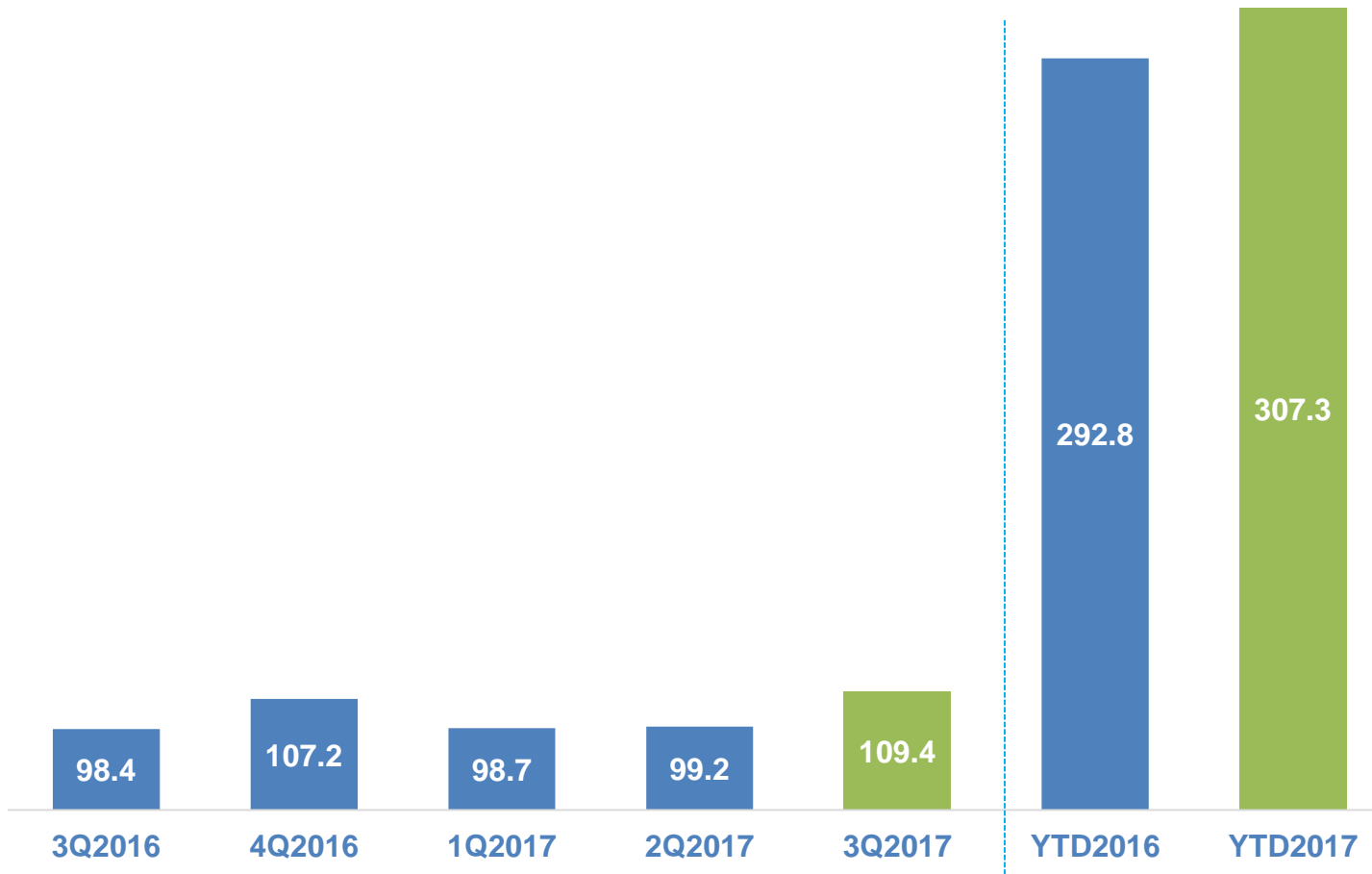
Enterprise Fixed (3Q-2017 vs 3Q-2016)

- Data & Internet revenue increased 13%
- Voice revenue stable



Enterprise Fixed Revenue

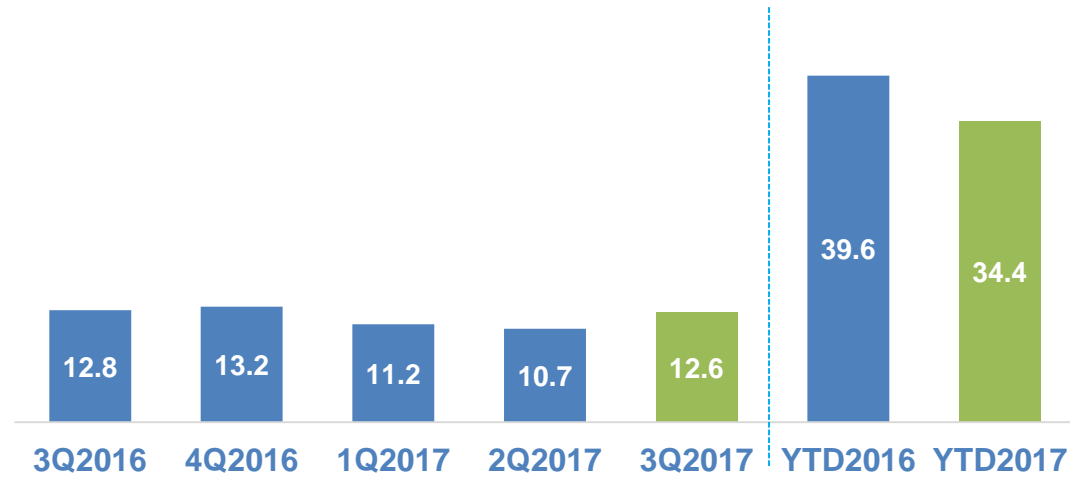
(S\$M)



Voice/Data & Internet Revenue

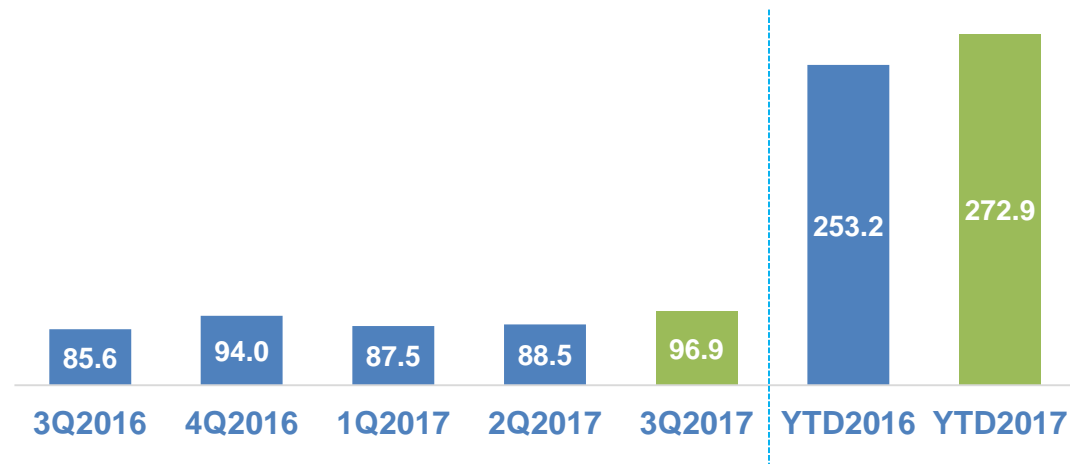
(S\$M)

Voice



(S\$M)

Data & Internet





3Q & YTD2017 Highlights



Financial Highlights



Business Highlights



2017 Outlook



FY2017 Outlook



- **Revenue:** Maintain service revenue to be at about 2016's level
- **EBITDA:** Maintain EBITDA margin on service revenue to be between 26 - 28%
- **CAPEX:** Expect CAPEX payment to decrease to 10% of total revenue (excludes spectrum payment)
- **Dividend:** Declare an interim quarterly dividend of 4.0 cents per ordinary share for 3Q2017

Intend to pay a quarterly cash dividend of 4.0 cents per ordinary share for FY2017

Investor Relations Contact

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