

Hutchison Telecommunications (Australia) Limited

2007 Half Year Results

Nigel Dews
Chief Executive Officer
22 August 2007



Telecommunications operations of
Hutchison Whampoa Limited



Highlights 1H 07*

- **Customer base increased by 160,000 active net additions**
- **1.4 million 3 customers, an increase of 35%**
- **93% of net additions were postpaid - 89% of base postpaid**
- **3 service revenue of \$541.4 million, up 50%**
- **3 non-voice revenue at \$138.7 million, an increase of 75%**
- **3 average monthly margin increased to \$69.0 million from \$44.9 million**
- **Positive EBITDA of \$31.4 million, an increase of \$28.4 million**
- **Capital structure optimised to reduce interest payments**

* All % and \$ increases on prior corresponding period, 1H 06



Financial Summary

<i>(\$million)</i>	Half Year to 30 Jun 06	Half Year to 30 Jun 07	Change
Service revenue	423.6	549.2	30%
3 service revenue	360.1	541.4	50%
EBITDA	3.0	31.4	947%
NPAT	(524.7)	(197.3)	62%
CAPEX	(84.5)	(134.7)	59%

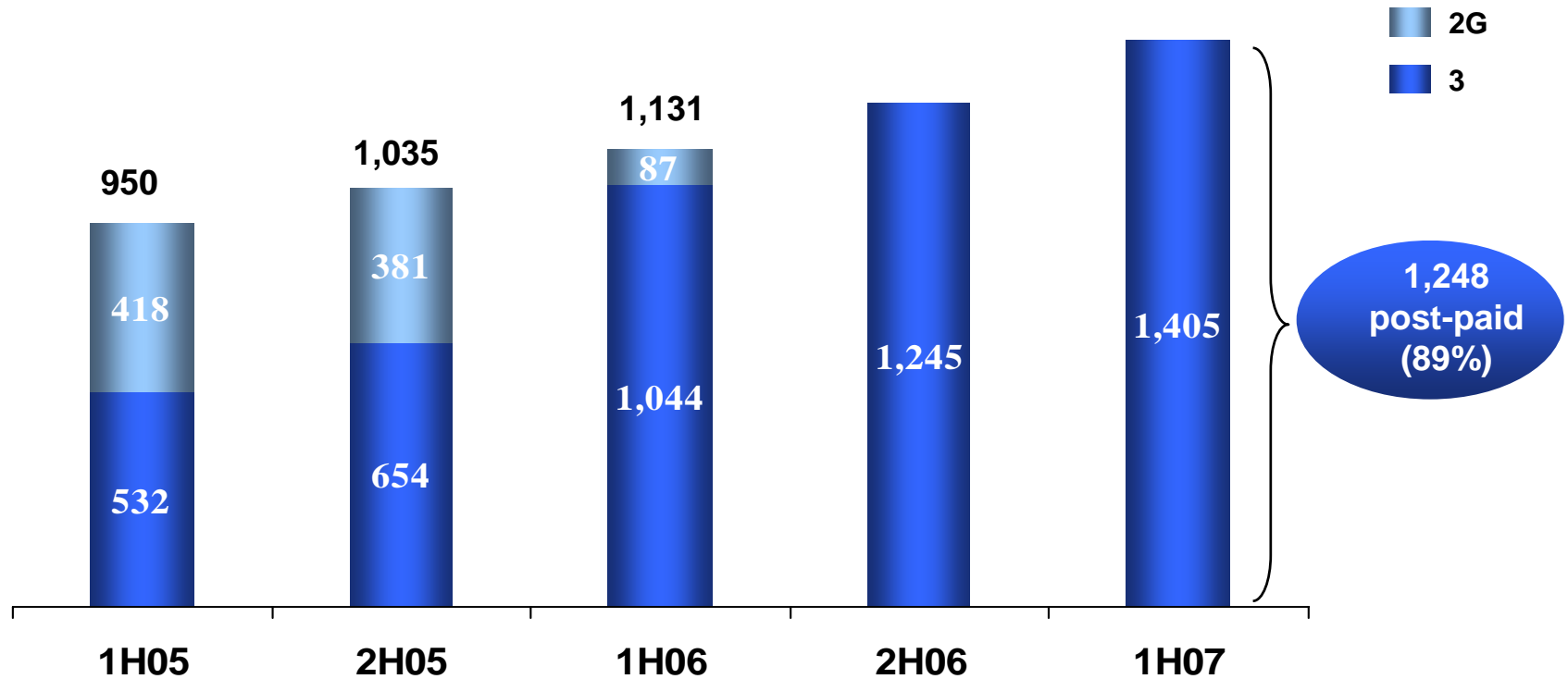
Service revenue excludes device revenue, interest income and other income

EBITDA represents service revenue less interconnect cost and running operating expenditure plus capitalised incremental direct acquisition and retention costs in accordance with AIFRS.



Mobile Customer Base

(Mobile Customers '000)

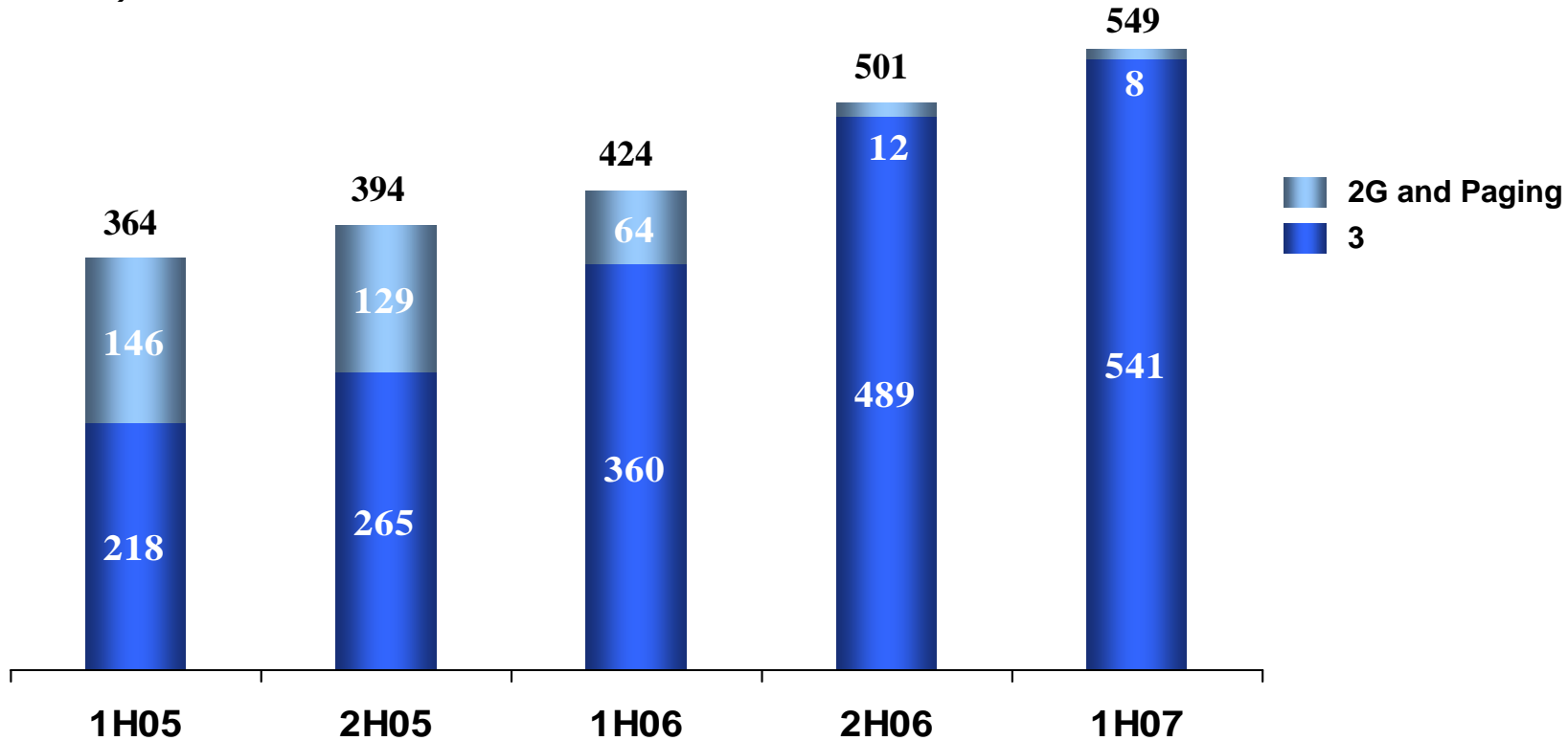


Continued strong growth



Service Revenue

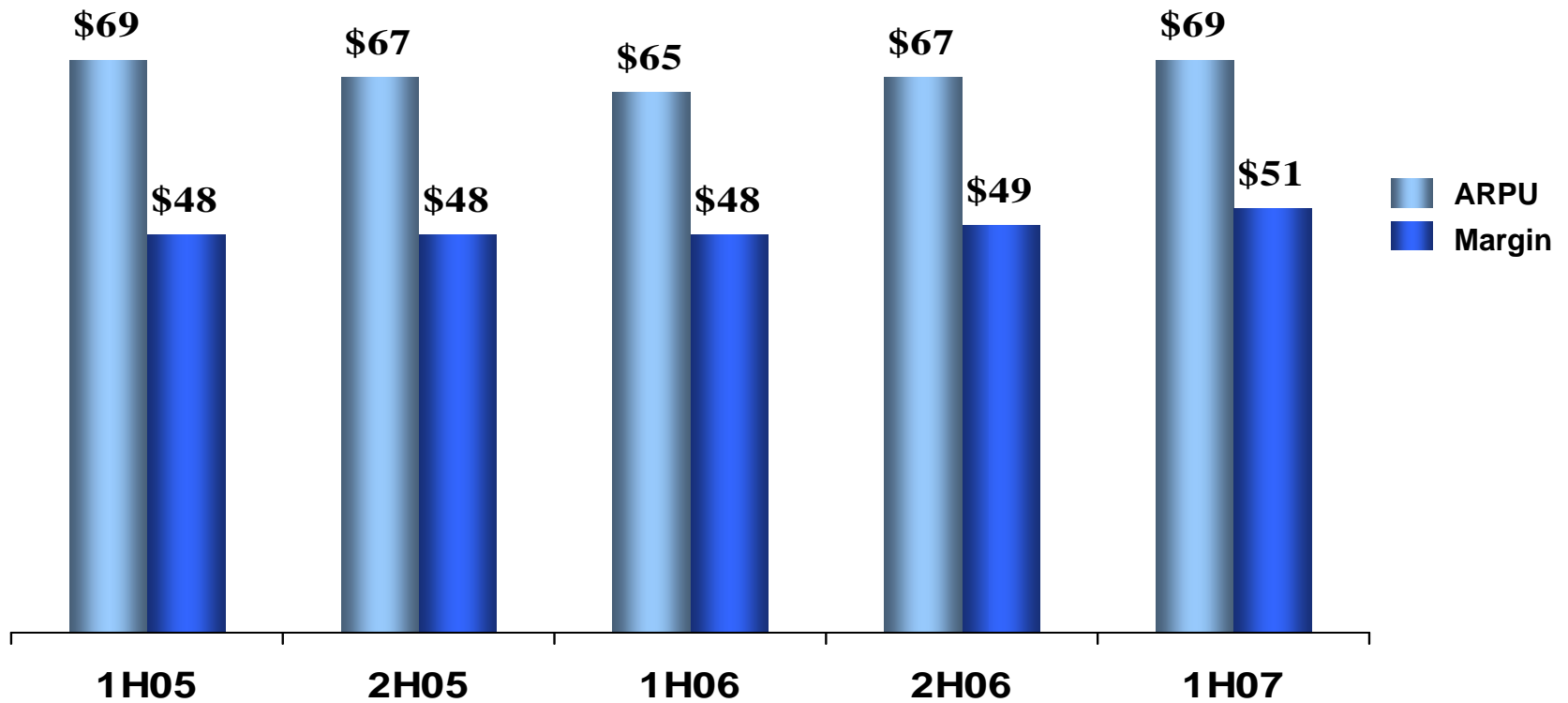
(\$million)



50% increase in 3 service revenue on 1H 06



Margin and ARPU

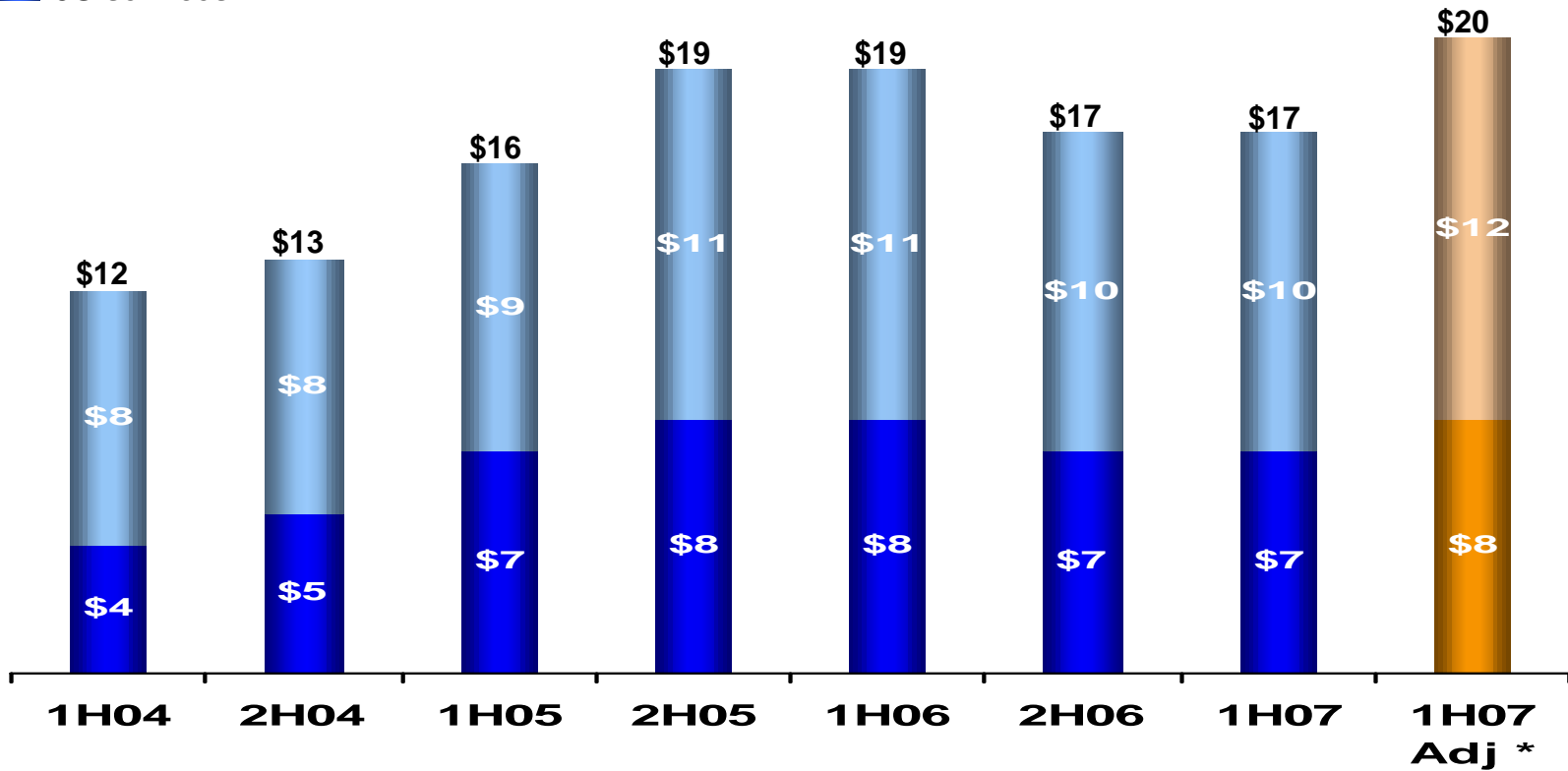


Increase in ARPU and margin



Non-voice ARPU

■ SMS
■ 3G services



Leading 3G services ARPU

* Excluding former 2G CDMA customers now in the 3 customer base

3G services includes all non-voice services with the exception of SMS



Non-voice usage

- On average over 1 million customers accessed Planet 3 each month during the first half compared with 642,000 in 1H 06
- On average 635,000 customers per month were billed for at least one billed content event in 1H 07 compared with 484,000 per month in 1H 06
- 82,000 Broadband subscriptions at June 2007* after launch of X-Series and HSDPA high speed broadband modems during 1H 07
- Additional 112,000 subscriptions to individual X-Series services **
- 57 million content events during first half vs 42 million for 1H 06

Leading the way in non-voice innovation

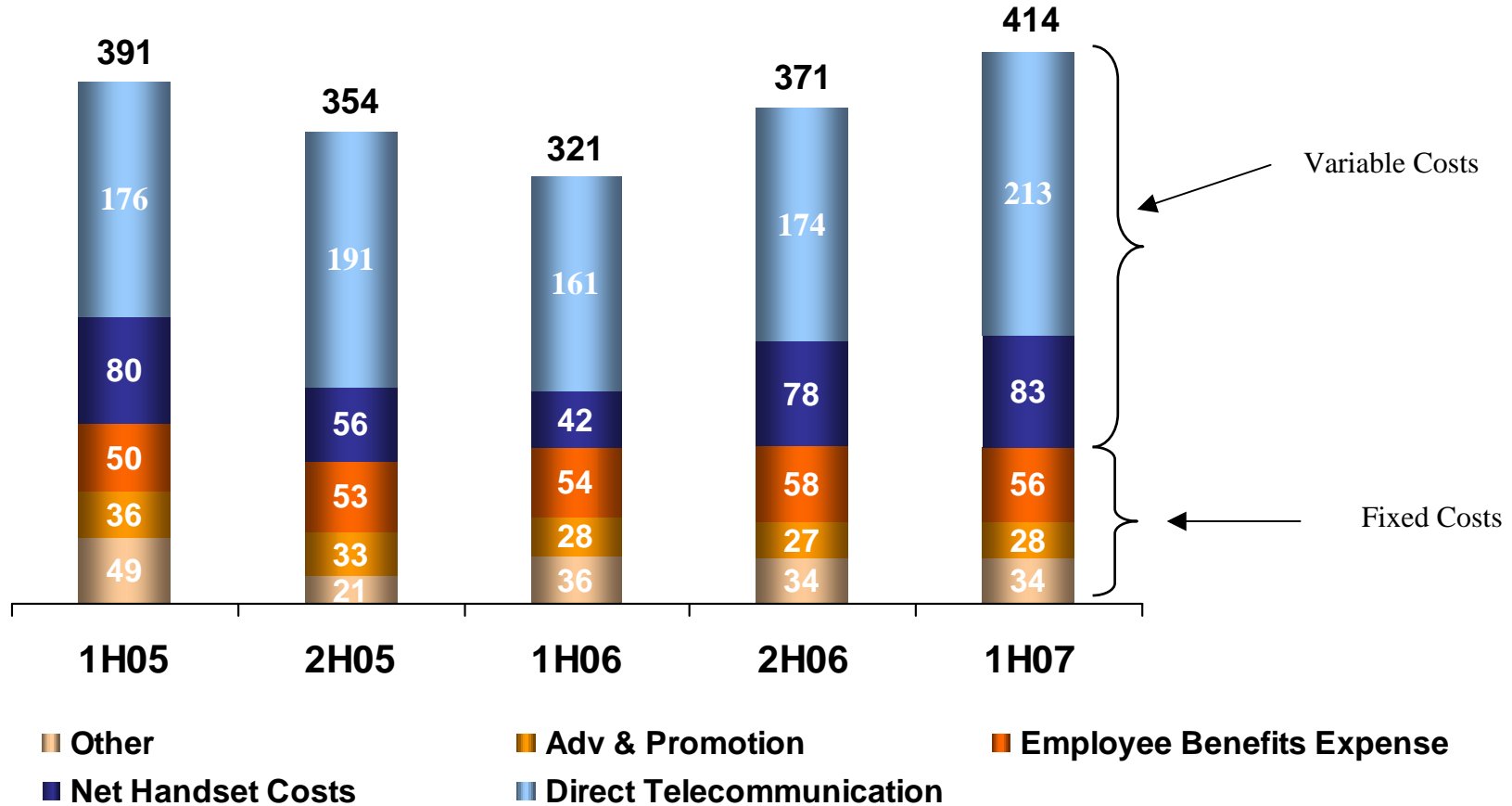
* Includes X-Series plans, Mobile Broadband cards, USB Modems and phones used as a modem

** In addition to Broadband subscriptions, includes subscriptions to Google, eBay, email, Yahoo Messenger, MSN Messenger



Running Operating Expenditure

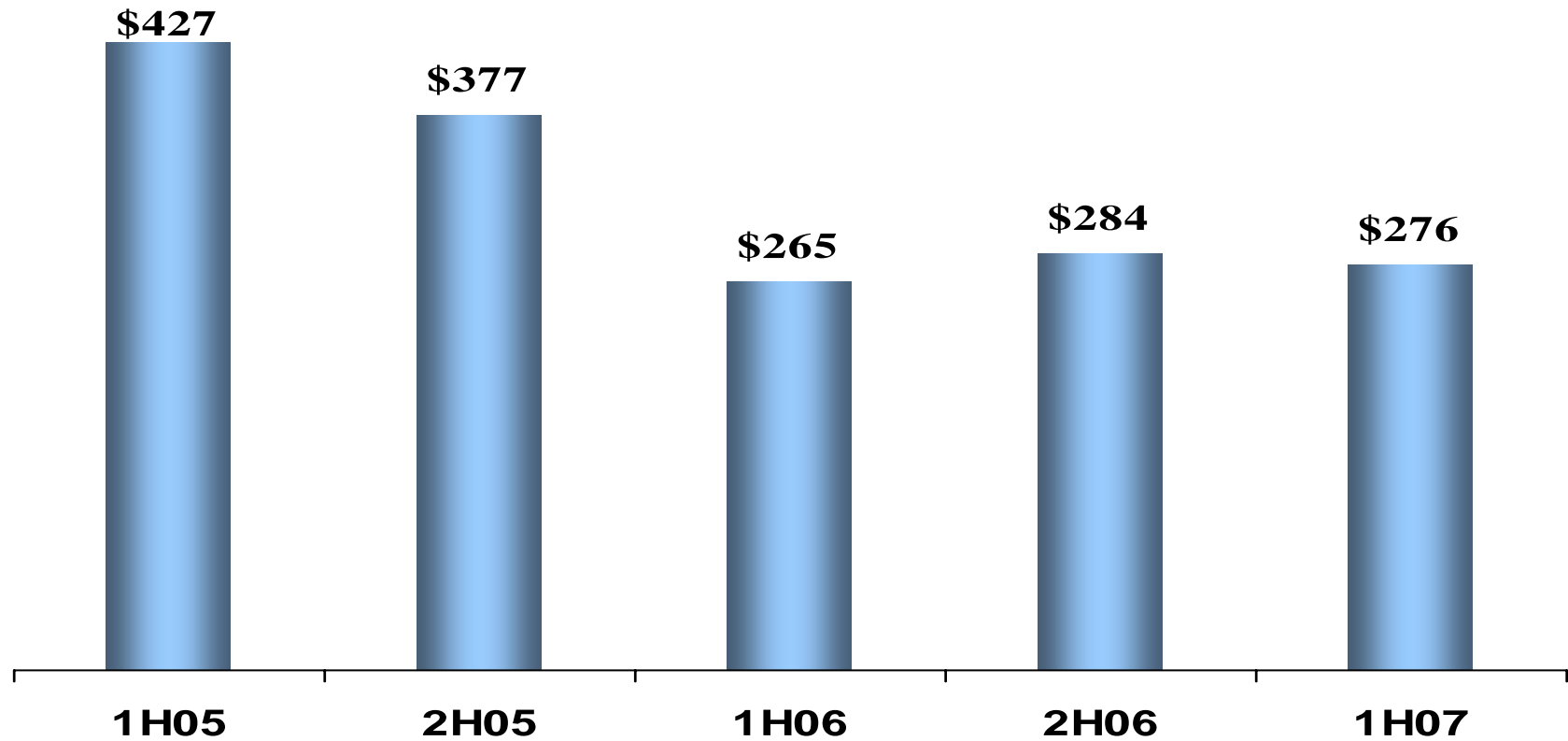
(\$million)



Fixed costs stable with strong customer growth



3 Customer Acquisition Costs

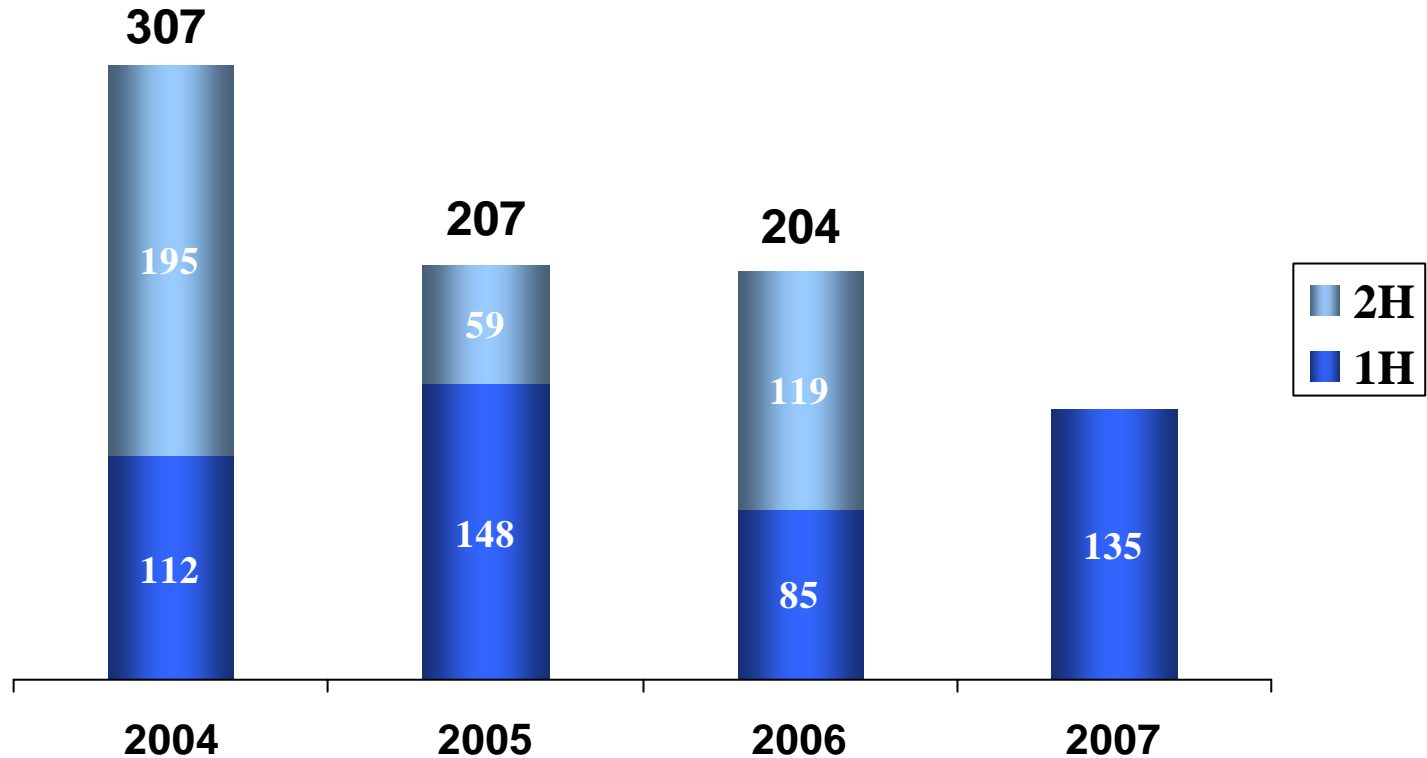


CAC relatively stable despite intensified market aggression



CAPEX

(\$million)



CAPEX build to meet capacity



Net Debt and Interest Charge

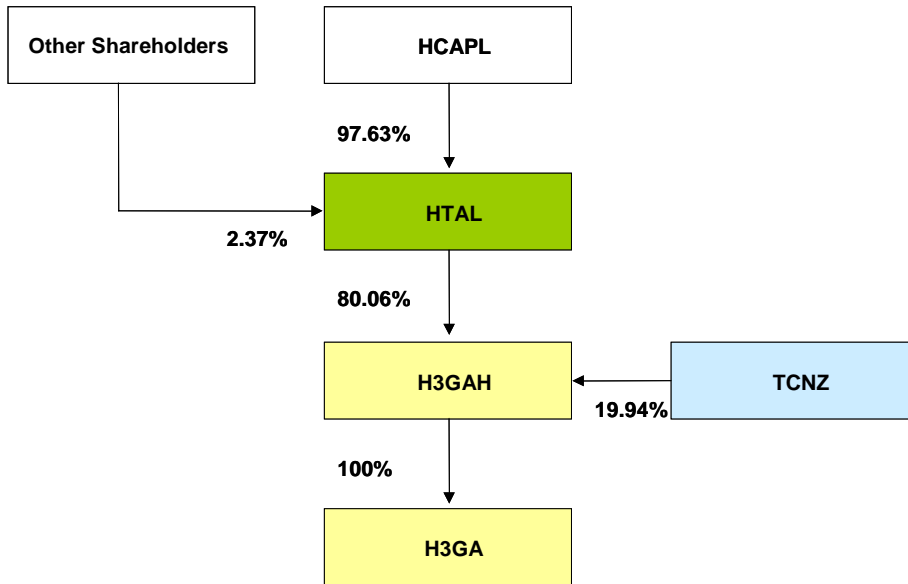
<i>(\$million)</i>	30 Jun 06	31 Dec 06	30 June 07	Change
Net debt	3,342.7	3,573.8	1,029.9	-69.2%
Interest Charge	123.9	140.9	109.3	-11.8%

Interest charge to fall by \$250 million on annualised basis

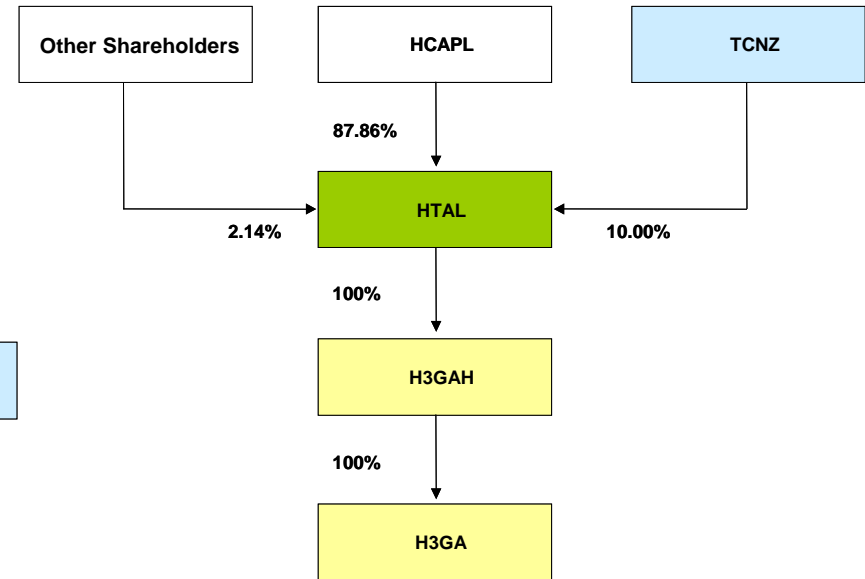


Telecom New Zealand shareholding

Current shareholder structure



Post TCNZ rollup



- Option for TCNZ to buy a further 9.94% of HTAL for between \$250 million and \$300 million
- TCNZ to transfer AAPT's 850 MHz spectrum to HTAL
- % holdings include ordinary shares and convertible preference shares.

Renewed Telecom New Zealand investment in 3

HCAPL - Hutchison Communications (Australia) Pty Ltd
TCNZ - Telecom Corporation of New Zealand Limited

H3GAH - Hutchison 3G Australia Holdings Pty Ltd
H3GA - Hutchison 3G Australia Pty Ltd



What to Expect in 2H 2007

- **Exit 2007 with positive operating cashflow**
- **Continued benefits from acceleration of 3G market growth**
- **Strong growth in mobile broadband subscriptions**
- **'3 Service' centres opening - covering all licence areas**
- **Maintain leadership in non-voice service innovation**

On track



