Hutchison Telecoms

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ASX Market Announcements

Australian Securities Exchange

Date 24 February 2012

Subject: Annual Results Presentation

Please find attached the Company's media release and a copy of the presentation to be made by the Chief Executive Officer of Vodafone Hutchison Australia, Mr Nigel Dews.

Yours faithfully

Louise Sexton
Company Secretary

Media Release

Hutchison Telecoms Announces Full-Year Results

Network investment on track

Sydney, 24 February 2012: Hutchison Telecommunications (Australia) Limited (ASX: HTA) today announced results for the year ended 31 December 2011. The operational turnaround of Vodafone Hutchison Australia (VHA) is underway and network investment is on track.

Canning Fok, Chairman of HTA and Managing Director of Hutchison Whampoa, said: "VHA's accelerated investment in the network and new service initiatives are our highest priority. Together with our partners at Vodafone, we have provided and will continue to provide extensive financial support for VHA in order to accelerate the work needed to ensure all of our customers in Australia enjoy state-of-the-art mobile network services. We are confident that the continued network investment will see VHA deliver stronger results in 2012."

For the full year ended 31 December 2011, HTA reported a $167.7 million loss compared with a profit of $73.4 million in the corresponding period last year. HTA's share of VHA's service revenue was $2,044.2 million, down 7.1%; operating margin was $1,510.2 million, down 10.7% and EBITDA $312.7 million, down 34.3%.

At the end of the year VHA's customer base was 7.0 million, down from 7.2 million at 30 June 2011, with the decline easing in the second half of the year. The postpaid customer base grew by 16,000 in the six months to 31 December 2011.

The dramatic shift to smartphones continued, with more than half of VHA's total handset base now using one. The number of customers using data on their handset increased 24.2% in the year to 2.7 million at 31 December 2011. The total number of customers (including mobile broadband) using 3G services increased by half-a-million in the year to 3.5 million at 31 December 2011.

"With a focus on continuing to invest in network and service, and maintaining a tight control on cost, we expect further operational improvements. We are confident that we have the right strategy to return to profitable growth," said Nigel Dews, CEO of VHA.

Network investment and improvements on track

With accelerated investment in the Vodafone network, HTA's share of VHA capital expenditure increased 24.0% year-on-year to $373.8 million.

"Our new 850MHz network, built for data, is over two-thirds complete and is now delivering customers a better smartphone experience and we have introduced a network guarantee for new customers," said Dews. "Our upgrade and equipment replacement program is also running at full pace and we have begun to integrate new sites into the network."

Today, more than 1,000 sites are live on the new 3G 850MHz network and a total of 1,500 3G 850MHz sites are expected to be live across the Vodafone network in Q3 2012. Equipment has been replaced with new single Radio Access Network (RAN) equipment cross more than 4,000 sites.

Service initiatives delivering improvements

VHA has led the industry with a number of new service initiatives during the year including 24/7 Care; a call back service for customers when wait times are longer than 3 minutes; extended support times for support via Twitter and Facebook; a new online customer forum; an enhanced coverage checker; further ability for store staff to resolve customer issues quickly, and a Customer Concierge service in stores to direct customers to the best staff member.

$1.7 billion financing to support continued network investment

To fund spectrum licence renewal and the continued investment in the rollout of Vodafone's new 3G 850MHz network and 4G-ready mobile network, VHA has secured a refinancing arrangement included an extended loan facility of $1.7 billion from a consortium of local and international banks.

Costs tightly managed and merger synergies achieved

Reflecting continued control over costs and the delivery of merger cost synergies, VHA's operating expenditure declined particularly during the second half. Importantly the integration savings are ahead of schedule with the merger synergy savings already exceeding the net present value (NPV) target of $2 billion announced at the time of the merger. There will be further savings realised in 2012.

Notes
- unless otherwise stated, all % and $ increases / decreases are on the prior corresponding period, HTA full year ended 31 December 2010
- HTA share = 50% of VHA result

- Ends -

Notes to Editors

VHA is a 50:50 joint venture between Hutchison Telecoms and Vodafone Group Plc and operates Vodafone, 3 and Crazy John's in Australia. For further details of the financial results for HTA please visit www.hutchison.com.au and see the Company's results as released to the ASX.

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Hutchison Telecommunications (Australia) Limited

2011 Full-Year Results

24 February 2012

Hutchison Telecoms

Telecommunications operations of Hutchison Whampoa Limited

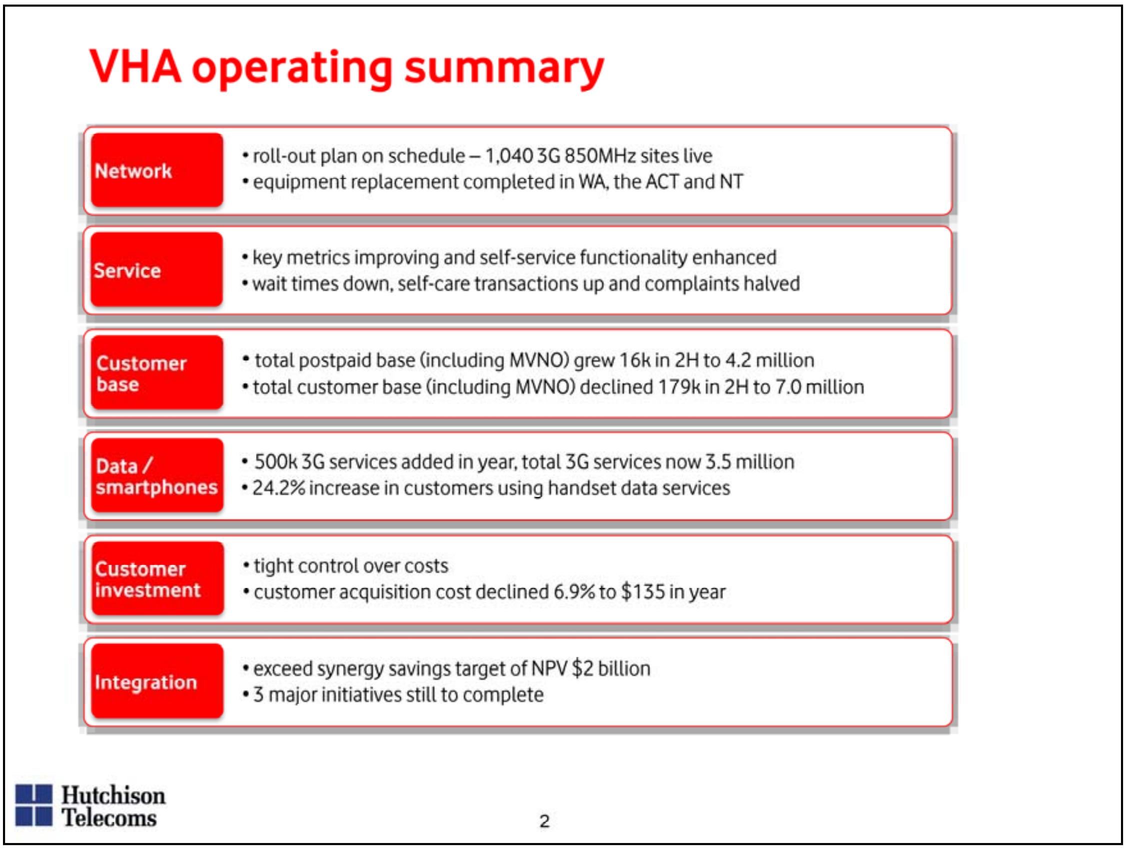
Good afternoon and welcome to the full year results briefing for the year ended 31 December 2011 for Hutchison Telecommunications Australia.

My name is Nigel Dews and I'm the CEO of Vodafone Hutchison Australia, the business 50% owned by HTAL.

In short, 2011 was a challenging year for VHA.

But we have made good progress in many areas, and while we still have more work ahead of us in others, we have operationally turned the corner.

As you can see from the operating summary.



The network performance continues to improve and the network roll-out remains on schedule.

Service levels have also improved, with wait times and complaints down since the start of the year.

Our customer base declined over the year, but importantly our postpaid base returned to growth in the second half.

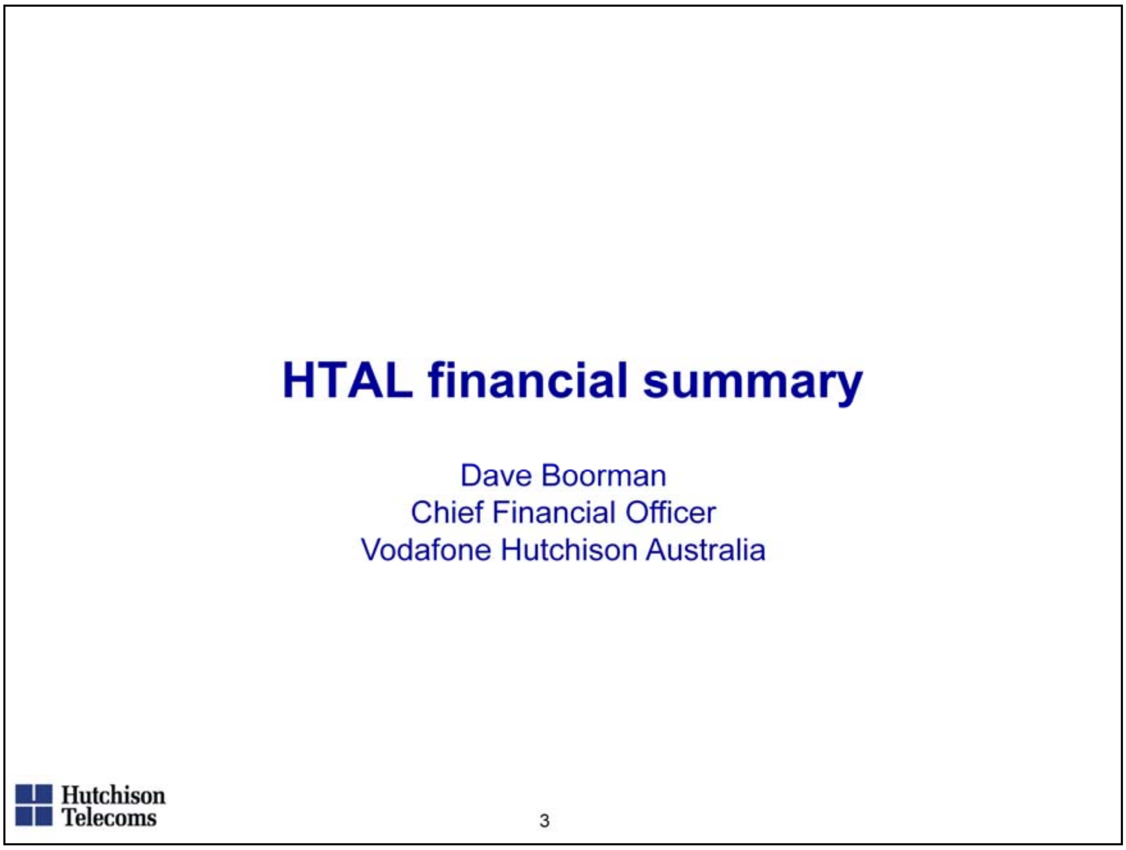
We had half-a-million more customers using 3G services in the year and maintained tight control over our customer investment costs.

Our integration program is entering its final phase, with the savings projected at the time of the merger already achieved.

Now I will hand over to Dave Boorman who will update you on HTALs latest financial results and its share of VHA's results.

Then I will provide more detail on VHA's operating performance and comment on VHA's outlook, before we take your questions.

With that, over to you Dave.



Thanks Nigel.

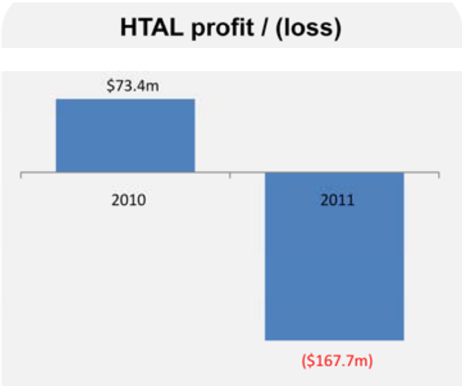
As a reminder, the results we will present are an equity accounted result for HTAL's investment in VHA.

References to VHA financial results reflect the 50% share of VHA attributable to HTAL.

References to customer metrics reflect the total active customer base of VHA, including MVNO customers.

Now let me turn to the financial results.

HTAL financial results



HTAL's share of VHA results:

- **Customer service revenue down 7.1% to $2,044.2 million**
- **Operating margin down 10.7% to $1,510.2 million**
- **EBITDA down 34.3% to $312.7 million**

Unless otherwise stated, all % and $ increases are on the prior corresponding period, HTAL 31 December 2010
To be read in conjunction with ASX full-year information – 31 December 2011

HTAL = results for HTAL the Company
HTAL Share = results are 50% of VHA, the underlying operating entity
VHA = results are 100% of the underlying operating entity

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HTAL reported a loss of $167.7 million for the year ended 31 December 2011, compared to a profit of $73.4 million last year.

The decline in HTAL's profit was driven by a few factors:

Firstly, a $12 million decrease in interest income following the repayment of loans by VHA during 2010.

Secondly, a decrease in VHA profitability resulting from the flow on effects of the network and customer service issues.

And finally, the intensely competitive mobile market.

Looking at HTAL's share of VHA's results...

HTAL's share of VHA financials

($ millions)	FY11	FY10	$ var	%
Total revenue	2,296.8	2,410.9	(114.1)	(4.7)
Service revenue[1]	2,044.2	2,201.4	(157.2)	(7.1)
Operating margin[2]	1,510.2	1,690.6	(180.4)	(10.7)
Operating expenses[3]	1,184.1	1,189.4	(5.3)	0.4
EBITDA[4]	312.7	475.8	(163.1)	(34.3)
Share of net (loss) / profit from VHA[5]	(175.4)	43.1	(218.5)	n/m
Capital expenditure	373.8	301.5	72.3	24.0

[1] **Service revenue** excludes handset revenue, interest income and other income
[2] **Operating margin** is service revenue less interconnect and variable content costs
[3] **Operating expenses** includes other direct costs of provision of telecommunication services, employee benefits expense, advertising and promotion expenses, net of other income and share of profits of jointly controlled entities and partnership accounted for using the equity method (3GIS) and excludes one-off restructuring costs associated with the merger.
[4] **EBITDA** represents service revenue less interconnect cost and running operating expenditure plus capitalised incremental direct acquisition and retention costs in accordance with AIFRS. Interest income has been reclassified to finance cost
[5] **Share of net loss from VHA** represents the share of net loss attributable from jointly controlled entities and partnerships as reported in the financial statements of HTAL, measured under equity accounting rules prescribed by AASB 128

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5

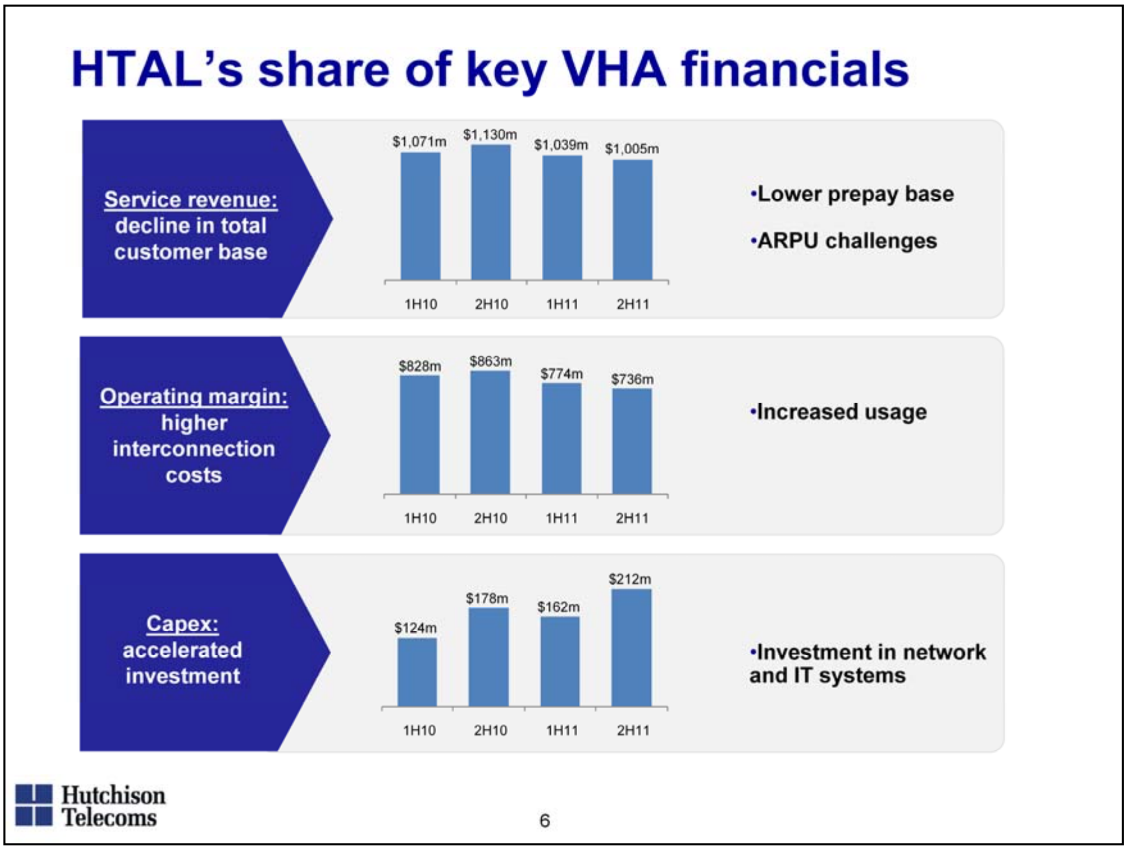
....total revenue declined 4.7% year-on-year to $2.3 billion. The reduction in service revenue year-on-year flowed through to operating margin.

HTAL's share of VHA's operating expenditure of $1.2 billion declined marginally year-on-year, with operating expenses reducing despite the increased network opex associated with our increased network investment.

The improvement in operating expenses was greater in the second half reflecting the continued control over customer investment costs and delivery of the merger cost synergies.

The decline in operating costs pushed EBITDA higher in the second half, but EBITDA was down 34.3% year-on-year.

Looking at HTAL's share of selected VHA's financials in more detail...



....service revenue declined 7.1% year-on-year to just over $2 billion, reflecting the decline in the total customer base and ongoing average revenue per user (ARPU) challenges.

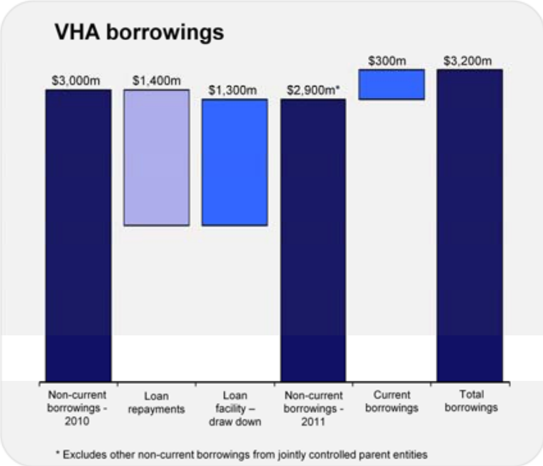
Operating margin decreased 10.7% year-on-year as the increase in usage across all products pushed interconnection costs higher.

However, on a half-yearly basis, the rate of decline in both service revenue and operating margin slowed in the second half.

With the accelerated investment in the Vodafone network in the year, VHA's capital expenditure increased 24.0% year-on-year.

Just before I finish, I want to touch on financing.

Financing VHA borrowings



- 5 year term to 2016
- Supported by shareholders
- Reduced refinancing required in 2013
- Consortium of international and local banks

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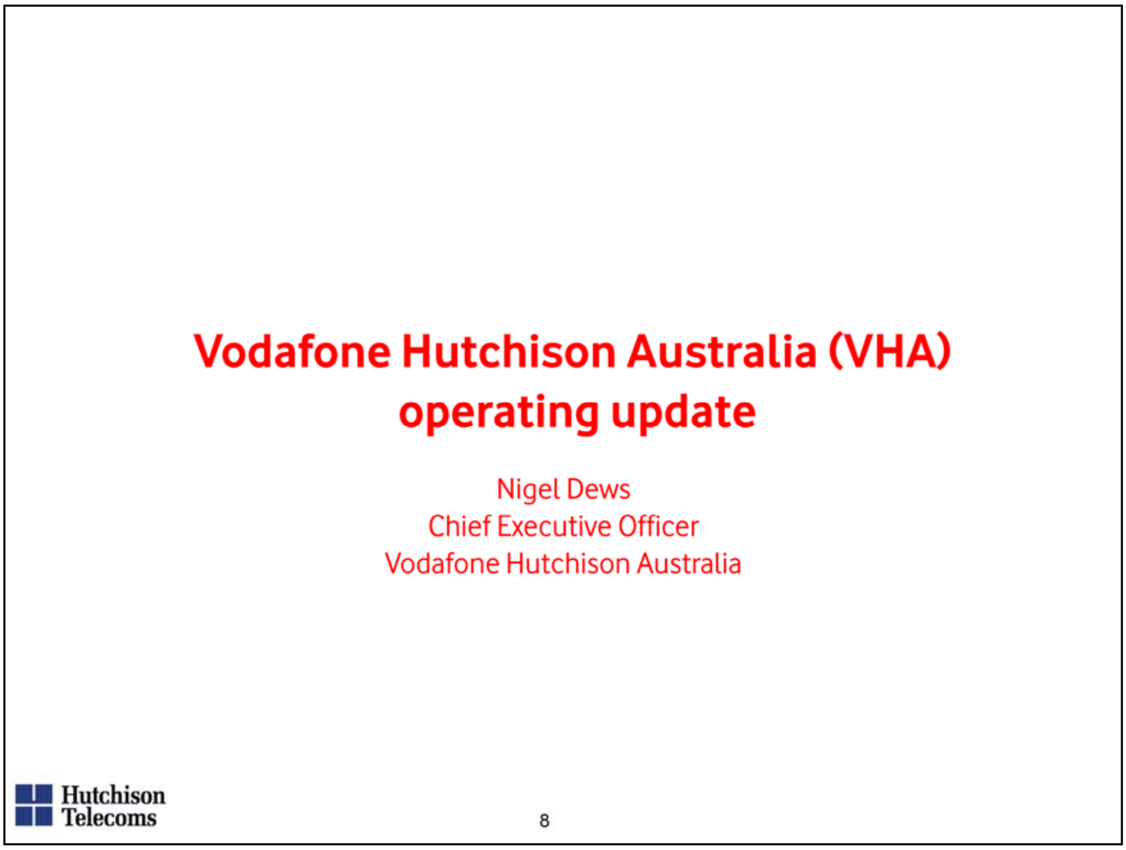
In December 2011, VHA finalised a financing arrangement which included an extended loan facility of $1.7 billion.

The facility is for a period of 5 years and demonstrates the support VHA has from its banks and shareholders.

Some of the facility has already been used to repay part of the initial $3 billion debt, which reduces the amount requiring refinancing during 2013.

Importantly, we still have a significant amount of the facility undrawn and will be using this and other facilities to fund the investment in spectrum licence renewal and continued working capital and capex requirements.

Thanks and now I will hand back to Nigel.

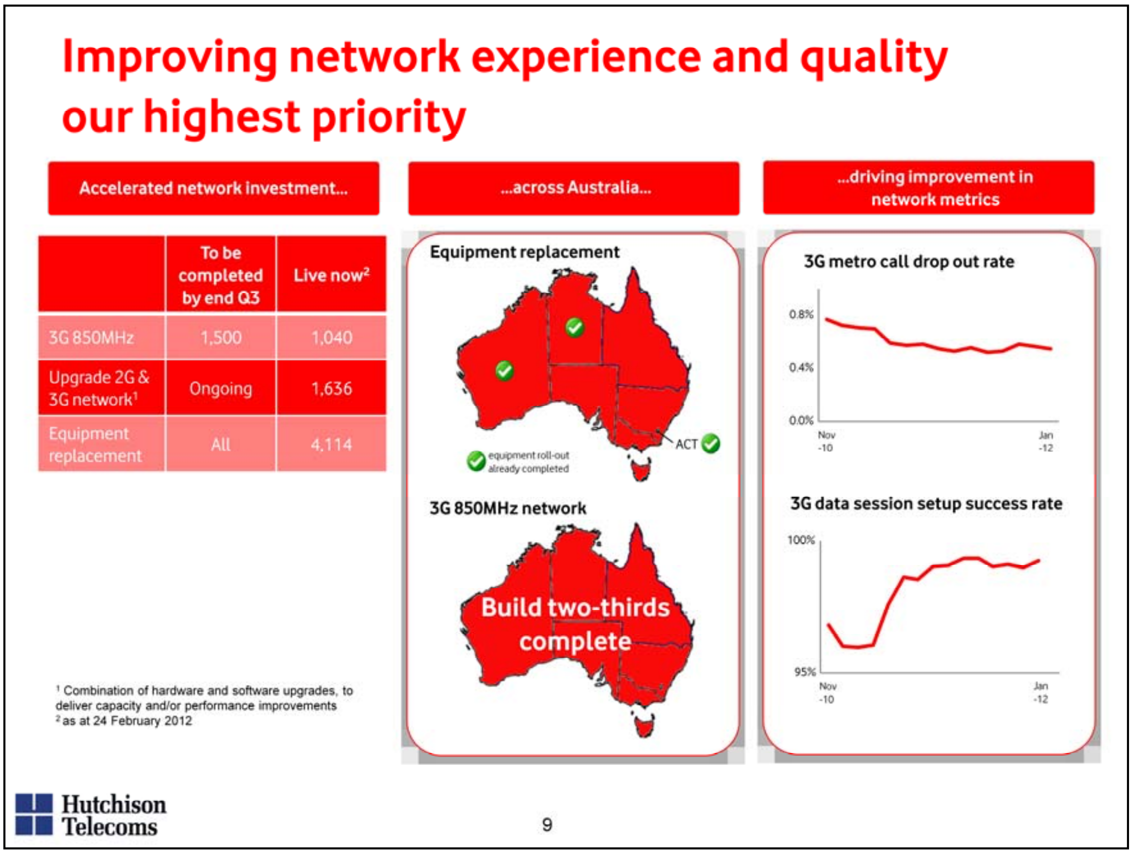


Thanks Dave.

While our financial results reflect the net impact of our operating challenges in 2011, the actions we have taken to address these challenges are beginning to turn our performance around.

Now lets look at the operating performance in more detail.

Turning first to our network.



The network performance and experience was our highest priority in 2011, as we accelerated our network investment plans.

As a reminder, the key elements of our current network improvement plans were:

1. Rolling out a new 3G 850MHz network to improve in-building coverage and capacity;
2. Upgrading the existing 2G and 3G network to provide more coverage and capacity;
3. Replacing network equipment across all sites and installing equipment ready for 4G;
4. Building new sites to increase coverage; and
5. Upgrading the core and transmission network.

More than 1,000 sites are now live on the 3G 850MHz network and a total of 1,500 3G 850MHz sites are expected to be live across the Vodafone network by the end of quarter three 2012.

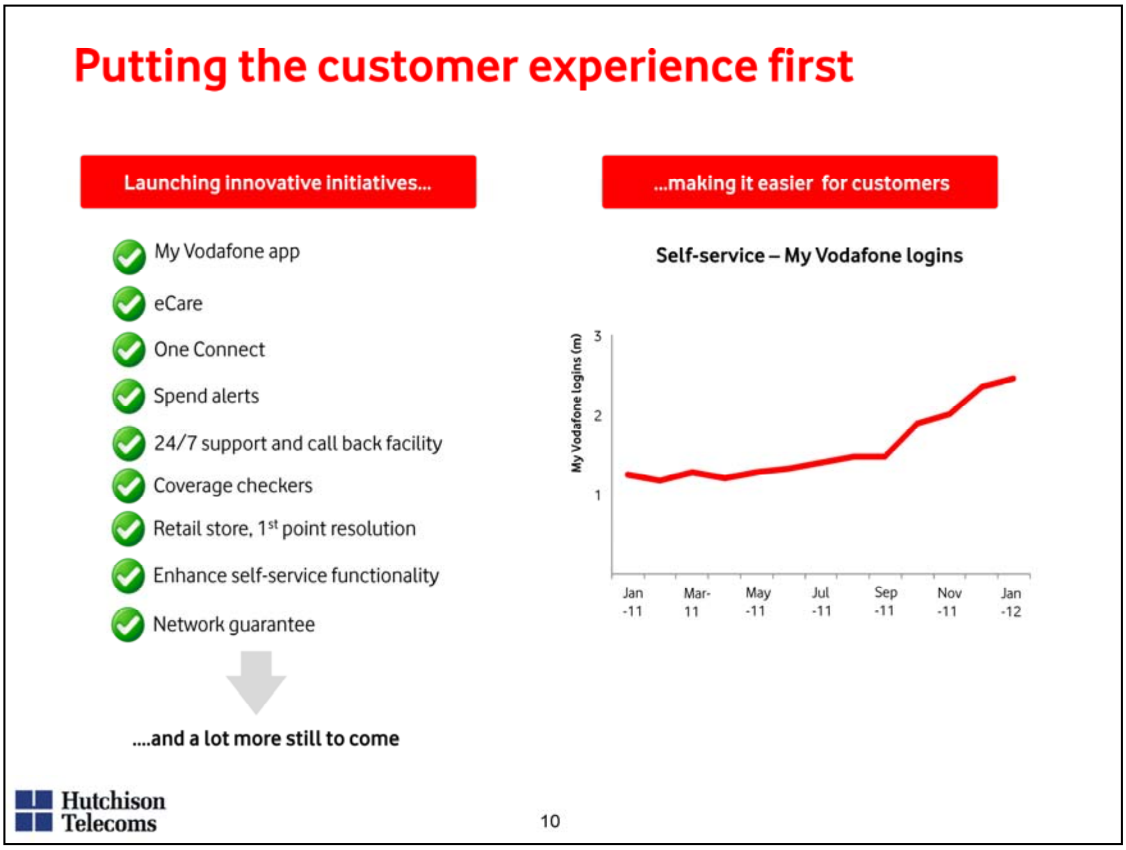
The equipment replacement program has been completed across more than 4,000 sites and the replacement program has been completed in Western Australia, the ACT and the NT. SA will be completed in the next few weeks.

By the end of quarter three 2012, all required sites are expected to have been replaced with the new single radio access network equipment.

The expansion of coverage is well underway with new sites being progressively added. The core network consolidation is three-quarters complete and we are making good progress on the IP enablement of the transmission network.

The combination of the 850MHz low band spectrum, the network upgrade project and the rapidly expanding equipment replacement program means the network performance metrics have improved.

In conjunction with improving the network, we have focused on improving customer service.



Over the year the service metrics have improved, and while there is still more work to do, wait times are down to normal levels and complaints have halved, so we are making good progress.

We launched a number of new service initiatives, allowing customers to interact with us in different ways, including a call-back service when wait times exceed three minutes. Customers can also book a call back at a time convenient for them.

We also introduced, an online interactive support channel (eCare) allowing customers to ask us questions on their PC, tablet or on their mobile, with ‘how to’ and troubleshooting guides

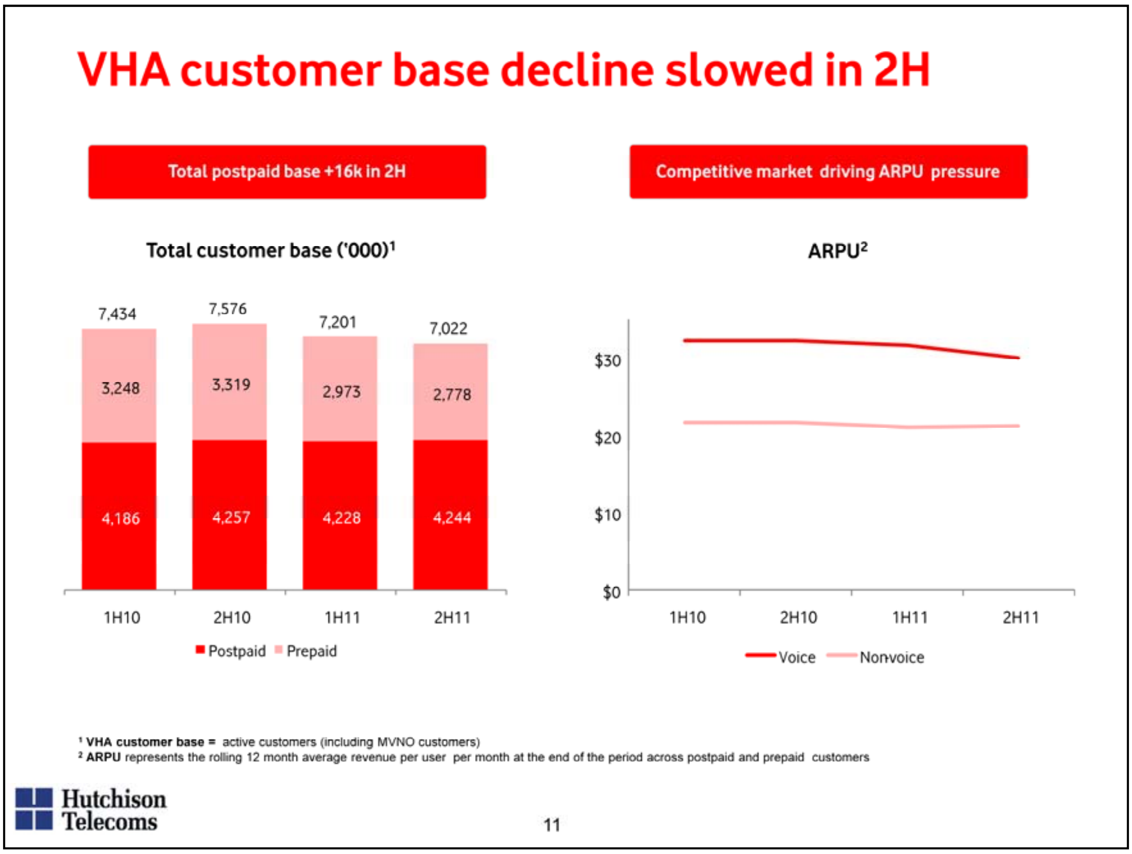
And we launched an app, called My Vodafone, providing customers an easy way to access and change their account and billing information.

We are highly engaged in the social media space in Australia; and continue to drive the uptake and usefulness of our self-service channels.

We are building upon our existing growth in online channels by making sure customers can find the information they need via the channel of their choice, be it product information online, on-device troubleshooting guides, Facebook, Twitter or the Vodafone community.

Next quarter we will introduce ‘One Connect’ – a customer contact system which continuously monitors all service channels and then routes the enquiry to the customer service representative with the best skill to respond.

Turning now to our customers...



....our base decline slowed in the second half and we finished the year with 7 million customers.

Importantly, we added 16k postpaid customers in the second half to take our total postpaid base to 4.2 million.

Our monthly postpaid handset churn remained high at around 2.0% in the second half, which contributed to the slower growth in the customer base. However, within the total we have seen good improvements in Vodafone brand churn.

ARPU declined 5.0% year-on-year to $51.34 reflecting the competitive pricing pressures and higher level of customer credits in the first half. Our total ARPU still remains the highest in the industry (based on reported ARPUs).

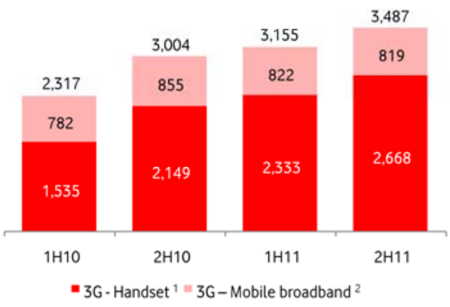
Voice ARPU decreased 7.0% year-on-year to $30.03 reflecting the highly competitive market and increased inclusions.

Looking at data and smartphone growth....

Data growth continues

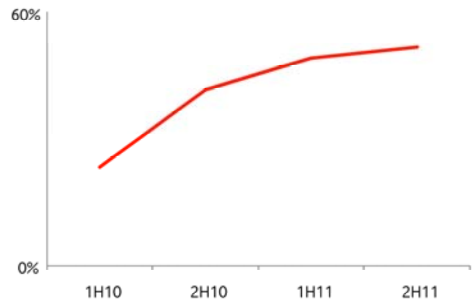
Added 500k data users in year

3G services ('000)



Smartphone penetration >50%

Smartphone penetration[3]



[1] **3G services - handset** = includes customers with billed 3G services on handset
[2] **3G services - mobile broadband** = mobile broadband cards, USB modems, NetConnect Cards and embedded broadband SIMs
[3] **Smartphone penetration** of total handset base

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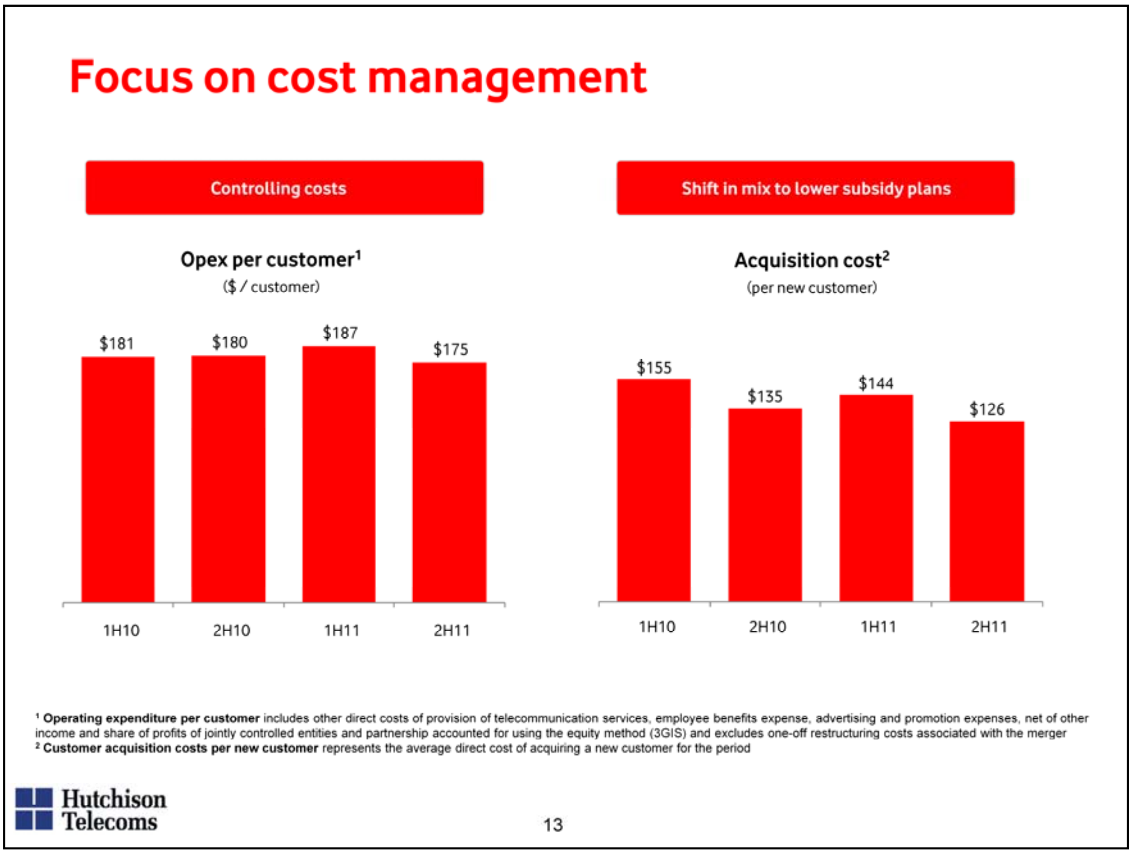
12

.....the number of customers using data on their handset increased 24% in the year to 2.7 million.

The total number of customers (including MBB) using 3G services increased by half a million in the year to 3.5 million.

The shift to smartphones continued, with more than half of VHA's total handset base now using a smartphone.

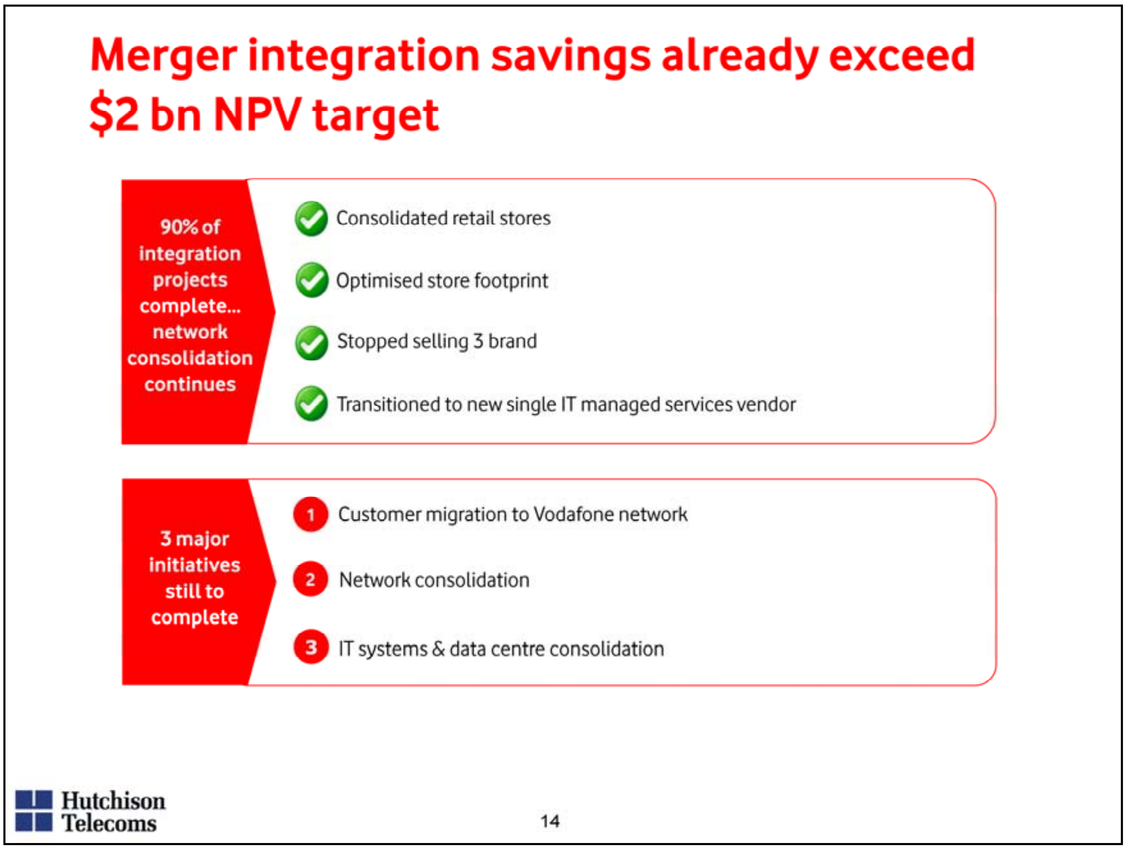
Turning to costs.



Our acquisition cost per customer improved 6.9% for the year, falling from $145 last year to $135 reflecting the mix of plans and customers handset instalment payments.

The result was achieved through better control of customer investment costs and importantly, the further impact of cost synergies from the merger of the ‘3’ and Vodafone businesses.

Let me now turn to integration.



The program to fully integrate '3' and Vodafone is tracking well with 90% of the integration projects complete and 85% of the integration savings delivered.

A number of milestones were achieved during the year including the completion of the retail store consolidation.

Our program to refit the store footprint is now largely complete.

While the consolidation of the radio access network, core network and transmission is well underway.

We also appointed a new single vendor for IT managed services.

The integration program is expected to deliver more savings in 2012, with three major initiatives still to complete.

Firstly, the migration of customers to the Vodafone network. Secondly, the '3' and Vodafone network consolidation; and finally, the IT systems and data centre consolidation.

The merger synergy savings so far, already exceed the net present value savings target of $2 billion announced at the time of the merger.

Importantly, the rate of progress with our recovery and the intensely competitive market now makes it essential that we take additional cost reduction measures, which are now underway.

Now turning to the outlook for VHA.

2012 VHA outlook

Strengthening the brand

- Continue to improve network quality and performance
- Continue to invest in customer service improvements
- Build confidence in the network
- Steadily grow customer base
- Complete integration initiatives
- Continue tight cost management
- Improve margins

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We expect the operational turnaround to continue with further improvements anticipated during 2012.

We will focus on steadily growing our customer base and expect the mobile market to remain highly competitive with significant pressure on ARPU's as customers take up new plans.

We are moving quickly to further reduce the cost base, by consolidating functions through the simplification of the organisation structure and creating a more efficient go-to-market approach. All other costs have also been reviewed and are being tightened.

We will continue our focus on improving the quality, performance and perception of the Vodafone network with the completion of the current network roll-out and upgrade program.

Capital expenditure is expected to remain high as we complete the network upgrade, and continue with the integration and roll-out of the Vodafone network.

While results will improve, the full benefits of the investment in the network are not expected to fully flow through to the financial results until after 2012.

We will further explore our fixed-line and base station fibre opportunities with NBN Co.

We intend to renew our licences for 850MHz, 1800MHz and 2100MHz spectrum for a further period of 15 years each. We will also prepare to participate in the Digital Dividend spectrum auctions.

In summary, this financial year will be an important year for us as we complete the network upgrade, introduce new service initiatives, attract valuable customers, deliver the remaining integration program projects and return to growth.

Thank you.

Now we'll be pleased to take your questions.