

1) SUBSCRIBERS**1. TrueMove H**Customers ('000 subs)

Year 2017

Total

Post-paid

Pre-paid

Year 2016

Total

Post-paid

Pre-paid

Year 2015

Total

Post-paid

Pre-paid

	Q1	Q2	Q3	Q4	Total-YTD
Year 2017					
Total	25,764	26,188	26,717	27,220	27,220
Post-paid	6,259	6,494	6,699	6,880	6,880
Pre-paid	19,505	19,694	20,018	20,340	20,340
Year 2016					
Total	20,359	21,473	22,607	24,526	24,526
Post-paid	5,061	5,306	5,520	6,060	6,060
Pre-paid	15,298	16,166	17,087	18,465	18,465
Year 2015					
Total	21,506	19,529	18,465	19,107	19,107
Post-paid	4,009	4,130	4,344	4,726	4,726
Pre-paid	17,498	15,398	14,121	14,381	14,381

2. TrueVisionsCustomers ('000 subs)

Year 2017

Total

Premium package

Standard package

FreeView package

Free-to-air box

Year 2016

Total

Premium package

Standard package

FreeView package

Free-to-air box

Year 2015

Total

Premium package

Standard package

FreeView package

Free-to-air box

	Q1	Q2	Q3	Q4	Total-YTD
Year 2017					
Total	4,074	4,070	4,006	3,965	3,965
Premium package	276	266	260	255	255
Standard package	1,861	1,873	1,889	1,906	1,906
FreeView package	398	388	377	367	367
Free-to-air box	1,540	1,543	1,480	1,437	1,437
Year 2016					
Total	3,227	3,370	3,779	3,930	3,930
Premium package	288	286	293	290	290
Standard package	1,252	1,375	1,524	1,695	1,695
FreeView package	461	441	424	410	410
Free-to-air box	1,227	1,268	1,538	1,535	1,535
Year 2015					
Total	2,597	2,695	2,924	3,063	3,063
Premium package	305	299	295	292	292
Standard package	714	811	958	1,108	1,108
FreeView package	557	527	502	479	479
Free-to-air box	1,020	1,059	1,169	1,184	1,184

3. TrueOnline**Broadband**Customers ('000 subs)

Year 2017

Year 2016

Year 2015

	Q1	Q2	Q3	Q4	Total-YTD
Year 2017	2,883	2,963	3,041	3,154	3,154
Year 2016	2,456	2,557	2,657	2,769	2,769
Year 2015	2,152	2,212	2,322	2,388	2,388

2) ARPU**1. TrueMove H**TrueMobile ARPU

Year 2017

Blended

Post-paid

Pre-paid

Year 2016

Blended

Post-paid

Pre-paid

Year 2015

Blended

Post-paid

Pre-paid

	Q1	Q2	Q3	Q4	Total-YTD
Year 2017					
Blended	207	209	208	208	208
Post-paid	500	486	479	476	485
Pre-paid	113	119	118	117	117
Year 2016					
Blended	215	221	220	213	217
Post-paid	501	507	506	507	505
Pre-paid	120	127	127	116	122
Year 2015					
Blended	143	162	184	204	171
Post-paid	503	486	478	502	492
Pre-paid	70	84	100	111	90

2. TrueVisionsTrueVisions ARPU

Year 2017

Year 2016

Year 2015

	Q1	Q2	Q3	Q4	Total-YTD
Year 2017	317	308	308	311	311
Year 2016	415	389	368	354	379
Year 2015	602	557	501	458	523

3. TrueOnline**Broadband**ARPU

Year 2017

Year 2016

Year 2015

	Q1	Q2	Q3	Q4	Total-YTD
Year 2017	600	600	602	615	606
Year 2016	665	660	590	591	629
Year 2015	705	694	652	625	668