

Telekom Austria Group Fact Sheet

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Rounding differences can lead to minor deviations from published figures.

Notes:

n.m. - not meaningful, used for changes >300% and for percentage changes which are not meaningful

n.a. - not applicable

Telekom Austria Group Fact Sheet

Information - New Reporting 2016 (1)

Rationale: Adaption of the reporting structure according to América Móvil Group standards.

Changes in the reporting structure affect the structure of the profit and loss statement, the balance sheet statement, as well as the key performance indicators in all operating segments of Telekom Austria Group. This fact sheet aims to give an overview including all details and descriptions about the new reporting structure starting from Q1 2016.

P&L Structure - old vs. new

old

new

old	new
<p>Group, Austria, International Operations</p> <p>Revenue Split <i>Group, Austria, International</i></p> <p>Total Consolidated Revenues Monthly Fee and Traffic Data and ICT Solutions Wholesale (incl. Roaming) Interconnection Equipment Other revenues</p>	<p>Group</p> <p>Revenue Split <i>Group</i></p> <p>Total Revenues Service Revenues Equipment Revenues</p>
	<p>Segments</p> <p>Revenue Split <i>Only Segments</i></p> <p>Total Revenues thereof Wireless Revenues thereof Service Revenues thereof Interconnection thereof Roaming thereof Equipment Revenues thereof Other Operating Income thereof Fixed-line and other Revenues thereof Service Revenues thereof Interconnection thereof Equipment Revenues</p>
<p>Group, Austria, International Operations</p> <p>Operating Expenses <i>Group, AT, International Operations</i></p> <p>Total consolidated OPEX Material Expenses Employee Costs Interconnection Maintenance and Repairs Services received Other Support Services Other</p> <p>EBITDA comparable (excl. restructuring charge)</p>	<p>Group & Segments</p> <p>Operating Expenses <i>Group & Segments</i></p> <p>Total Costs and Expenses Cost of Service Cost of Equipment Selling, General & Administrative Expenses Others</p> <p>EBITDA (incl. restructuring charge)</p>

Telekom Austria Group Fact Sheet

Information - New Reporting 2016 (2)

P&L - Main changes in structure (detailed overview in following sheets)

All operating countries are shown as separate segments; no grouping of "Additional Markets".

Revenues

NEW on Group level: Split into Service revenues + Equipment revenues
NEW on Segment level: Split into Wireless revenues + Wireline revenues

Other operating income

NEW: included in Revenues (Total) as well as Operating Expenses ('Own work capitalized', please see below)
NEW on Group level: OOI included in Service revenues
NEW on Segment level: OOI included in Wireless revenues (but not in Service revenues)

Please note:

As 'Other operating income' is differently shown in the revenue structure on Group level than on segment level the sum of 'Service revenues' of all segments cannot be equal to 'Service revenues' on Group level.

Own work capitalized

OLD: was included in Other operating income
NEW: is part of Employee costs now

EBITDA

OLD: EBITDA comparable; excluding Restructuring charges
NEW: EBITDA including Restructuring (in Employee expenses)

EBITDA excl. Restructuring and Impairment does not exist anymore as the restructuring charge is now included in EBITDA and impairment is shown below EBITDA.

Total Costs and Expenses

OLD: cost type approach
NEW: function of expense / cost of sales method; costs are allocated to respective areas (sales, operational, admin, general management, technical); example of allocated costs: employee costs, external workforce costs, travel expenses, training expenses etc.

Balance sheet and Cashflow - Main changes

Accrued interest (in Balance sheet)

OLD: included in 'short-term borrowings'

NOW: included in 'other current liabilities'

Net debt (in Balance sheet)

OLD: includes accrued interest as well as purchase price liabilities from business combinations

NOW: excludes accrued interest as well as purchase price liabilities from business combinations

Spare parts, cables and supplies (in Balance sheet)

OLD: included in 'inventories'

NOW: part of 'PPE property, plant and equipment'

Prepaid expenses (in Balance sheet)

OLD: own position

NOW: included in 'Other current assets - net'

Accounts payable - trade and Other current liabilities (in Balance sheet)

OLD: own position

NOW: summarized in one item 'Accounts payable'

Hedging reserve, Translation adjustment and Available-for-sale reserve (in Balance sheet)

OLD: own positions

NOW: summarized in one item 'Other comprehensive income (loss) items'

Remeasurement of defined benefit plans (in Retained Earnings)

OLD: in Retained Earnings

NOW: included in 'Other comprehensive income (loss) items'

Spare parts, cables and supplies (in Statement of Cash flows)

OLD: included in operating cash flow in 'changes in inventories'

NOW: included in investing cash flow in CAPEX

Interest payments (in Statement of Cash flows)

OLD: included in 'operating cash flow' in net result (only accrued interest was shown in financing cash flow)

NOW: included in 'financing cash flow'

Income taxes (in Statement of Cash flows)

OLD: included in 'operating cash flow': partly in net result, partly in 'Changes in working capital'

NOW: shown in a separate item 'Income taxes paid' in 'Working capital changes'

Other changes

Please see column "Additional Information" on each page.

Operating Results by Segments

Revenues	Additional Information
in EUR million	
Segment Austria	-
Segment Bulgaria	-
Segment Croatia	-
Segment Belarus	-
Segment Slovenia	-
Segment Republic of Serbia	-
Segment Republic of Macedonia	-
Corporate, Others & Elimination	-
Revenues	= Total revenues for wireless and wireline including service revenues, equipment revenues and other operating income

thereof Other Operating Income

in EUR million	
Segment Austria	-
Segment Bulgaria	-
Segment Croatia	-
Segment Belarus	-
Segment Slovenia	-
Segment Republic of Serbia	-
Segment Republic of Macedonia	-
Corporate, Others & Elimination	-
Other Operating Income	

EBITDA

in EUR million	
Segment Austria	-
Segment Bulgaria	-
Segment Croatia	-
Segment Belarus	-
Segment Slovenia	-
Segment Republic of Serbia	-
Segment Republic of Macedonia	-
Corporate, Others & Elimination	-
EBITDA	

Operating Income

in EUR million	
Segment Austria	-
Segment Bulgaria	-
Segment Croatia	-
Segment Belarus	-
Segment Slovenia	-
Segment Republic of Serbia	-
Segment Republic of Macedonia	-
Corporate, Others & Elimination	-
Operating Income	

'Spare parts, cables and supplies' now included in PPE property, plant & equipment (not in 'inventories' anymore)

Capital Expenditures

in EUR million	
Segment Austria	-
Segment Bulgaria	-
Segment Croatia	-
Segment Belarus	-
Segment Slovenia	-
Segment Republic of Serbia	-
Segment Republic of Macedonia	-
Corporate, Others & Elimination	-
Total Capital Expenditures	
Thereof Tangible	
Thereof Intangible	

Profit & Loss Statement - Group

Consolidated P&L

Additional Information

in EUR million

Service Revenues	= retail service revenue (mobile + fixed); interconnection revenues; visitor roaming/national roaming; solutions & connectivity; other service revenues; other operating income
Equipment Revenues	= gross sale; discounts; others
Total Revenues	= revenues incl. other operating income (OOI)
Cost of Service	= network engineering technical area; interconnection expenses; corporate networks; roaming; network maintenance; site rent and co-location; frequency
Cost of Equipment	= costs of mobile device; costs of fixed equipment and accessories
Selling, General & Administrative Expenses	= areas: sales; administration; general management; operation; total advertising; commissions to distributors; bad debts
Others	= loss from retirement of equipment; fines and penalties; inventory (merchandise) lost; others
Total Costs and Expenses	
EBITDA	
% of Total Revenues	
Depreciation and Amortisation	
Impairment and Reversal of Impairment	
EBIT (Operating income)	
% of Total Revenues	
Interest Income	
Interest Expense on Financial Liabilities	
Interest on employee benefits and restructuring and other financial items,	
Foreign currency exchange (gain) loss, net	
Equity interest in net income of associated companies	
EBT (Earnings Before Income Taxes)	
Income Taxes	
Net Result	
Attributable to:	
Equity Holders of the Parent	
Non-controlling Interests	
Hybrid Capital Owners	

Share Information

Weighted Average Number of Ordinary Shares in Issue
Earnings per Share

Net Debt

in EUR million

Net Debt (End of Period) excluding accrued interest as well as purchase price liabilities from business combinations

Cash Flow

in EUR million

Net cash flow from operating activities
thereof Working capital changes
Capital expenditures paid
Proceeds from sale of plant, property and equipment
Interest paid
Free Cash Flow

Revenue Details

Revenue Split - Group

Revenue Split - Group	Additional Information
in EUR million	
Service Revenues	income; others
Equipment Revenues	= gross sale; discounts; others
Total Revenues - Group	incl. other operating income

Revenue Split - Segment Austria

Revenue Split - Segment Austria	Additional Information
in EUR million	
Total Revenues - Segment Austria	incl. other operating income
thereof Wireless Revenues	
thereof Service Revenues	= mobile retail revenue (incl. customer roaming); mobile interconnection
thereof Interconnection	
thereof Roaming	= visitor roaming; national roaming
thereof Equipment Revenues	
thereof Other Operating Income	
thereof Fixed-line and other Revenues	
thereof Service Revenues	= fixed retail revenues; fixed interconnection; transit; solutions & connectivity; other service revenues
thereof Interconnection	
thereof Equipment Revenues	

Revenue Split - International Operations

Revenue Split - International Operations	Additional Information
in EUR million	
Total Revenues - Int. Operations	same as in segment Austria
thereof Wireless Revenues	(in Earnings Release this information is provided for each segment)
thereof Service Revenues	(in Earnings Release this information is provided for each segment)
thereof Interconnection	
thereof Roaming	
thereof Equipment Revenues	(in Earnings Release this information is provided for each segment)
thereof Other Operating Income	
thereof Fixed-line and other Revenues	(in Earnings Release this information is provided for each segment)
thereof Service Revenues	
thereof Interconnection	
thereof Equipment Revenues	

Costs & Expenses Details

Costs & Expenses - Group

Costs & Expenses - Group	Additional Information
in EUR million	
Total Costs and Expenses - Group	
thereof Cost of Service	= technical area; interconnection & roaming costs; maintenance; site rentals; leased lines; frequency fees; content costs
thereof Cost of Equipment	= mobile & fixed equipment as well as accessories
thereof Selling, General & Administrative Expenses	= sales; operational area; general management & admin area; advertising costs; total commissions; bad debts
thereof Others	= loss from retirement of equipment; fines and penalties; inventory (merchandise) lost; others

Costs & Expenses - Segment Austria

Costs & Expenses - Segment Austria	Additional Information
in EUR million	
Total Costs and Expenses - Segment Austria	same as on Group level
thereof Cost of Service	
thereof Cost of Equipment	
thereof Selling, General & Administrative Expenses	
thereof Others	

Costs & Expenses - International Operations

Costs & Expenses - International Operations	Additional Information
in EUR million	
Total Costs and Expenses - Int. Operations	same as on Group level
thereof Cost of Service	
thereof Cost of Equipment	
thereof Selling, General & Administrative Expenses	
thereof Others	

available for all opcos
green ones only available for Segment Austria

Wireline

Fixed Revenue Generating Units (RGUs)

Additional Information

in '000

Total Fixed RGUs	(Voice/TV/Broadband)
Fixed Voice	
Broadband	
Pay TV	

Average Revenue Per Line

in EUR

ARPL	ARPL changes are based on changes of access lines and ARPL-relevant Revenues
ARPL-relevant Revenues	ARPL revenues are based on fixed retail revenues, solution revenues (e.g. ICT solutions that were partly included previously are not included anymore)

Fixed Access Lines

in '000

Total Access Lines	includes retail access lines for Voice/Broadband/TV (e.g. telephone booths; wholesale lines or lines for solutions are no longer included)
Unbundled Lines	

Broadband Market Shares

in %

Fixed Broadband Market Shares	lines for ICT solutions are no longer included
Fixed Broadband Penetration	

Broadband Market Shares

in %

Fixed-line Retail A1 Telekom Austria	
Fixed-line Wholesale A1 Telekom Austria	
Mobile Broadband A1 Telekom Austria	based on data tariffs (formerly data dongles only)
Mobile Broadband Other Operators	based on data tariffs (formerly data dongles only)
Cable	
Unbundled Lines	

Wireless

Wireless - Market Data

Additional Information

in %

Mobile Market Share	no changes
Mobile Penetration	

Wireless Subscribers

in '000

Total Wireless Subscribers	based on data tariffs (formerly data dongles only)
thereof Postpaid	
thereof Prepaid	
thereof M2M	

Minutes of Use

MoU	used to be MoU charged, now includes all MoU
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Average Revenue Per User

in EUR, in EUR million

ARPU	ARPU includes mobile retail revenues (incl. customer roaming) and mobile interconnection as well as visitor roaming/national roaming (which was previously not included); value added services are not included anymore
ARPU excl. M2M and excl. VR & NR	the operative ARPU excludes M2M and visitor roaming/national roaming, as well as accounting/special effects (multielement effects or special one-offs)
ARPU-relevant Revenues	
ARPU-relevant Revenues excl. M2M and excl. VR & NR	

Churn Rates

in %

Total Churn Rate	no changes
Contract Churn Rate	
Prepaid Churn Rate	

Subsidies

in EUR million

Subsidies acquisition
Subsidies retention

Segment Austria - Wireline

Fixed Revenue Generating Units (RGUs)

Additional Information

in '000

Total Fixed RGUs	(Voice/TV/Broadband)
Fixed Voice	
Broadband	
Pay TV	

Average Revenue Per Line

in EUR

ARPL	ARPL changes are based on changes of access lines and ARPL-relevant Revenues
ARPL-relevant Revenues	ARPL revenues are based on fixed retail revenues, solution revenues (e.g. ICT solutions that were partly included previously are not included anymore)

Fixed Access Lines

in '000

Total Access Lines	includes retail access lines for Voice/Broadband/TV (e.g. telephone booths; wholesale lines or lines for solutions are no longer included)
Unbundled Lines	

Broadband Market Shares

in %

Fixed Broadband Market Shares	lines for ICT solutions are no longer included
Fixed Broadband Penetration	

Broadband Market Shares

in %

Fixed-line Retail A1 Telekom Austria	
Fixed-line Wholesale A1 Telekom Austria	
Mobile Broadband A1 Telekom Austria	based on data tariffs (formerly data dongles only)
Mobile Broadband Other Operators	based on data tariffs (formerly data dongles only)
Cable	
Unbundled Lines	

Segment Austria - Wireless

Wireless - Market Data

Additional Information

in %

Mobile Market Share	no changes
Mobile Penetration	

Wireless Subscribers

in '000

Total Wireless Subscribers	
thereof Postpaid	
thereof Prepaid	
thereof Mobile Broadband	based on data tariffs (formerly data dongles only)
thereof M2M	

Minutes of Use

MoU	used to be MoU charged, now includes all MoU
-----	--

Average Revenue Per User

in EUR, in EUR million

ARPU	ARPU includes mobile retail revenues (incl. customer roaming) and mobile interconnection as well as visitor roaming/national roaming (which was previously not included); value added services are not included anymore
ARPU excl. M2M and excl. VR & NR	the operative ARPU excludes M2M and visitor roaming/national roaming, as well as accounting/special effects (multielement effects or special one-offs)
ARPU-relevant Revenues	
ARPU-relevant Revenues excl. M2M and excl. VR & NR	

Churn Rates

in %

Total Churn Rate	no changes
Contract Churn Rate	
Prepaid Churn Rate	

Subsidies

in EUR million

Subsidies acquisition
Subsidies retention

Segment Bulgaria - Wireline

Fixed Revenue Generating Units (RGUs)

Additional Information

in '000

Total Fixed RGUs	(Voice/TV/Broadband)
Fixed Voice	
Broadband	
Pay TV	

Average Revenue Per Line

in EUR

ARPL	ARPL changes are based on changes of access lines and ARPL-relevant Revenues
ARPL-relevant Revenues	ARPL revenues are based on fixed retail revenues, solution revenues (e.g. ICT solutions that were partly included previously are not included anymore)

Fixed Access Lines

in '000

Total Access Lines	includes retail access lines for Voice/Broadband/TV (e.g. telephone booths; wholesale lines or lines for solutions are no longer included)
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Segment Bulgaria - Wireless

Wireless - Market Data

in %

Mobile Market Share	no changes
Mobile Penetration	

Wireless Subscribers

in '000

Total Wireless Subscribers	
thereof Postpaid	
thereof Prepaid	
thereof Mobile Broadband	based on data tariffs (formerly data dongles only)
thereof M2M	

Minutes of Use

MoU	= used to be MoU charged, now includes all MoU
-----	--

Average Revenue Per User

in EUR, in EUR million

ARPU	ARPU includes mobile retail revenues (incl. customer roaming) and mobile interconnection as well as visitor roaming/national roaming (which was previously not included); value added services are not included anymore
ARPU excl. M2M and excl. VR & NR	the operative ARPU excludes M2M and visitor roaming/national roaming, as well as accounting/special effects (multielement effects or special one-offs)
ARPU-relevant Revenues	
ARPU-relevant Revenues excl. M2M and excl. VR & NR	

Churn Rates

in %

Total Churn Rate	no changes
Contract Churn Rate	
Prepaid Churn Rate	

Subsidies

in EUR million

Subsidies acquisition
Subsidies retention

Segment Croatia - Wireline

Fixed Revenue Generating Units (RGUs)

in '000

Total Fixed RGUs

Fixed Voice

Broadband

Pay TV

Additional Information

Revenue Generating Unit for defined services provided to retail customer (Voice/TV/Broadband)

Average Revenue Per Line

in EUR

ARPL

ARPL-relevant Revenues

ARPL changes are based on changes of access lines and ARPL-relevant Revenues

ARPL revenues are based on fixed retail revenues, solution revenues (e.g. ICT solutions that were partly included previously are not included anymore)

Fixed Access Lines

in '000

Total Access Lines

includes retail access lines for Voice/Broadband/TV (e.g. telephone booths; wholesale lines or lines for solutions are no longer included)

Segment Croatia - Wireless

Wireless - Market Data

in %

Mobile Market Share

no changes

Mobile Penetration

Wireless Subscribers

in '000

Total Wireless Subscribers

thereof Postpaid

thereof Prepaid

thereof Mobile Broadband

thereof M2M

based on data tariffs (formerly data dongles only)

Minutes of Use

MoU

= used to be MoU charged, now includes all MoU

Average Revenue Per User

in EUR, in EUR million

ARPU

ARPU includes mobile retail revenues (incl. customer roaming) and mobile interconnection as well as visitor roaming/national roaming (which was previously not included); value added services are not included anymore

ARPU excl. M2M and excl. VR & NR

the operative ARPU excludes M2M and visitor roaming/national roaming, as well as accounting/special effects (multielement effects or special one-offs)

ARPU-relevant Revenues

ARPU-relevant Revenues excl. M2M and excl. VR & NR

Churn Rates

in %

Total Churn Rate

no changes

Contract Churn Rate

Prepaid Churn Rate

Subsidies

in EUR million

Subsidies acquisition

Subsidies retention

Segment Belarus - Wireless

Wireless - Market Data

Additional Information

in %

Mobile Market Share	no changes
Mobile Penetration	

Wireless Subscribers

in '000

Total Wireless Subscribers	
thereof Postpaid	
thereof Prepaid	
thereof Mobile Broadband	based on data tariffs (formerly data dongles only)
thereof M2M	

Minutes of Use

MoU	= used to be MoU charged, now includes all MoU
-----	--

Average Revenue Per User

in EUR, in EUR million

ARPU	ARPU includes mobile retail revenues (incl. customer roaming) and mobile interconnection as well as visitor roaming/national roaming (which was previously not included); value added services are not included anymore
ARPU excl. M2M and excl. VR & NR	well as accounting/special effects (multielement effects or special one-offs)
ARPU-relevant Revenues	
ARPU-relevant Revenues excl. M2M and excl. VR & NR	

Churn Rates

in %

Total Churn Rate	no changes
Contract Churn Rate	
Prepaid Churn Rate	

Subsidies

in EUR million

Subsidies acquisition
Subsidies retention

Segment Slovenia - Wireline

Fixed Revenue Generating Units (RGUs)

Additional Information

in '000

Total Fixed RGUs	(Voice/TV/Broadband)
Fixed Voice	
Broadband	
Pay TV	

Average Revenue Per Line

in EUR

ARPL	ARPL changes are based on changes of access lines and ARPL-relevant Revenues
ARPL-relevant Revenues	ARPL revenues are based on fixed retail revenues, solution revenues (e.g. ICT solutions that were partly included previously are not included anymore)

Fixed Access Lines

in '000

Total Access Lines	includes retail access lines for Voice/Broadband/TV (e.g. telephone booths; wholesale lines or lines for solutions are no longer included)
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Segment Slovenia - Wireless

Wireless - Market Data

in %

Mobile Market Share	no changes
Mobile Penetration	

Wireless Subscribers

in '000

Total Wireless Subscribers	
thereof Postpaid	
thereof Prepaid	
thereof Mobile Broadband	based on data tariffs (formerly data dongles only)
thereof M2M	

Minutes of Use

MoU	= used to be MoU charged, now includes all MoU
-----	--

Average Revenue Per User

in EUR, in EUR million

ARPU	ARPU includes mobile retail revenues (incl. customer roaming) and mobile interconnection as well as visitor roaming/national roaming (which was previously not included); value added services are not included anymore
ARPU excl. M2M and excl. VR & NR	the operative ARPU excludes M2M and visitor roaming/national roaming, as well as accounting/special effects (multielement effects or special one-offs)
ARPU-relevant Revenues	
ARPU-relevant Revenues excl. M2M and excl. VR & NR	

Churn Rates

in %

Total Churn Rate	no changes
Contract Churn Rate	
Prepaid Churn Rate	

Subsidies

in EUR million

Subsidies acquisition
Subsidies retention

Segment Republic of Serbia - Wireless

Wireless - Market Data

Additional Information

in %

Mobile Market Share	no changes
Mobile Penetration	

Wireless Subscribers

in '000

Total Wireless Subscribers	
thereof Postpaid	
thereof Prepaid	
thereof Mobile Broadband	based on data tariffs (formerly data dongles only)
thereof M2M	

Minutes of Use

MoU	= used to be MoU charged, now includes all MoU
-----	--

Average Revenue Per User

in EUR, in EUR million

ARPU	ARPU includes mobile retail revenues (incl. customer roaming) and mobile interconnection as well as visitor roaming/national roaming (which was previously not included); value added services are not included anymore
ARPU excl. M2M and excl. VR & NR	well as accounting/special effects (multielement effects or special one-offs)
ARPU-relevant Revenues	
ARPU-relevant Revenues excl. M2M and excl. VR & NR	

Churn Rates

in %

Total Churn Rate	no changes
Contract Churn Rate	
Prepaid Churn Rate	

Subsidies

in EUR million

Subsidies acquisition
Subsidies retention

Segment Republic of Macedonia - Wireline

Fixed Revenue Generating Units (RGUs)

Fixed Revenue Generating Units (RGUs)	Additional Information
in '000	
Total Fixed RGUs	Revenue Generating Unit for defined services provided to retail customer (Voice/TV/Broadband)
Fixed Voice	
Broadband	
Pay TV	

Average Revenue Per Line

Average Revenue Per Line	Additional Information
in EUR	
ARPL	ARPL changes are based on changes of access lines and ARPL-relevant Revenues
ARPL-relevant Revenues	ICT solutions that were partly included previously are not included anymore)

Fixed Access Lines

Fixed Access Lines	Additional Information
in '000	
Total Access Lines	includes retail access lines for Voice/Broadband/TV (e.g. telephone booths; wholesale lines or lines for solutions are no longer included)

Segment Republic of Macedonia - Wireless

Wireless - Market Data

Wireless - Market Data	Additional Information
in %	
Mobile Market Share	no changes
Mobile Penetration	

Wireless Subscribers

Wireless Subscribers	Additional Information
in '000	
Total Wireless Subscribers	
thereof Postpaid	
thereof Prepaid	
thereof Mobile Broadband	based on data tariffs (formerly data dongles only)
thereof M2M	

Minutes of Use

Minutes of Use	Additional Information
MoU	= used to be MoU charged, now includes all MoU

Average Revenue Per User

Average Revenue Per User	Additional Information
in EUR, in EUR million	
ARPU	ARPU includes mobile retail revenues (incl. customer roaming) and mobile interconnection as well as visitor roaming/national roaming (which was previously not included); value added services are not included anymore
ARPU excl. M2M and excl. VR & NR	well as accounting/special effects (multielement effects or special one-offs)
ARPU-relevant Revenues	
ARPU-relevant Revenues excl. M2M and excl. VR & NR	

Churn Rates

Churn Rates	Additional Information
in %	
Total Churn Rate	no changes
Contract Churn Rate	
Prepaid Churn Rate	

Subsidies

Subsidies
in EUR million
Subsidies acquisition
Subsidies retention