



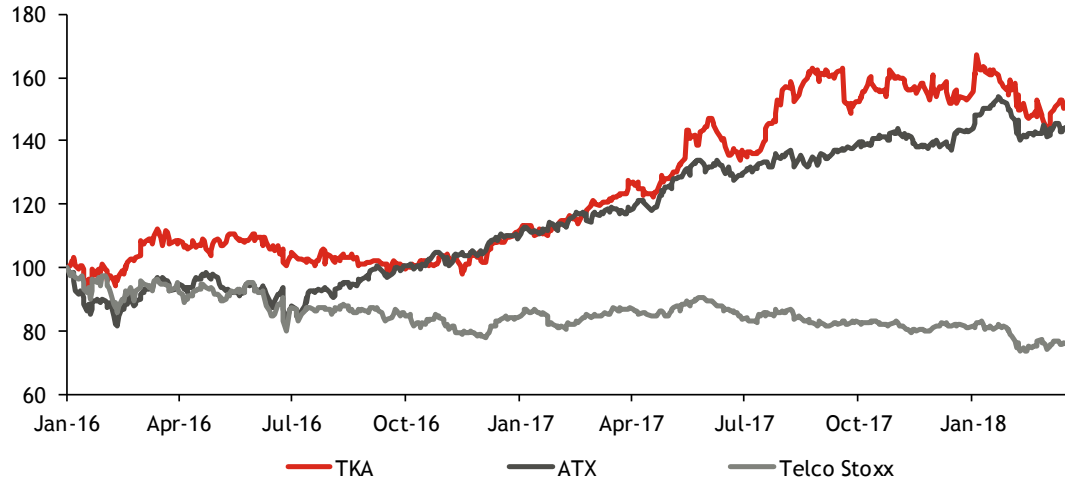
# Roadshow Presentation Results for the first quarter 2018

# Cautionary statement

'This presentation contains forward-looking statements. These forward-looking statements are usually accompanied by words such as 'believe', 'intend', 'anticipate', 'plan', 'expect' and similar expressions. Actual events may differ materially from those anticipated in these forward-looking statements as a result of a number of factors. Forward-looking statements involve inherent risks and uncertainties. A number of important factors could cause actual results or outcomes to differ materially from those expressed in any forward-looking statement. Neither A1 Telekom Austria Group nor any other person accepts any liability for any such forward-looking statements. A1 Telekom Austria Group will not update these forward-looking statements, whether due to changed factual circumstances, changes in assumptions or expectations. This presentation does not constitute a recommendation or invitation to purchase or sell securities of A1 Telekom Austria Group.'

All figures are stated according to IAS 18 if not stated otherwise. To reflect the performance on an operational basis, the proforma figures present comparison figures for previous periods as if M&A transactions executed between the start of the comparison period and the end of the reporting period had already been fully consolidated in the relevant months of the comparison period. Alternative performance measures are used to describe the operational performance. Please therefore also refer to the financial information presented in the Consolidated Financial Statements, which do not contain proforma figures, as well as the reconciliation tables provided in the Earnings Release.

# Telekom Austria share price performance



(indexed from 1 January 2016)

\* as of 26 April 2018

\*\* Intended proposal to the Annual General Meeting 2018 and 2019

## Performance since 2016\*:

TKA: +53.7%

ATX: +44.4%

Telco: -20.5%

## Performance YTD\*:

TKA: +0.3%

ATX: +1.2%

Telco: -2.1%

Dividend for the financial  
years 2017 & 2018\*\*:  
EURc 20

# A1 Telekom Austria Group key facts

4.38BN

Revenues as of year-end 2017

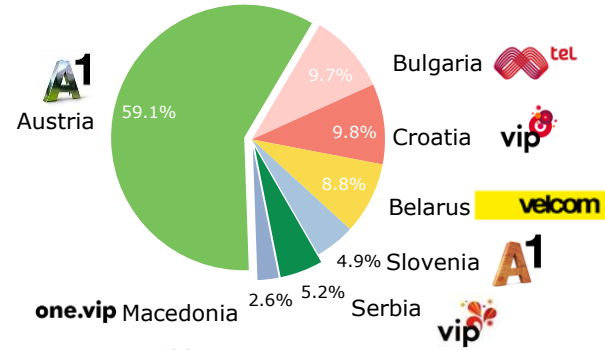
1.40BN

EBITDA as of year-end 2017

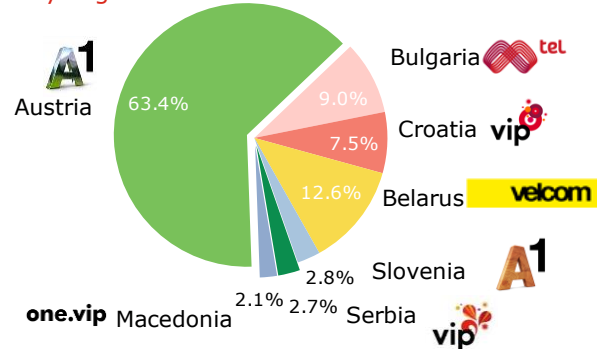
24M

Customers in seven countries

Revenue by segment<sup>(a)</sup>



EBITDA by segment<sup>(a)</sup>



Notes: (a) For Full Year 2017. Breakdown does not show corporate, others and eliminations.



# The leading regional communications player providing convergent telecommunication services

as of 31 March 2018 (in '000)



## Austria

**Mobile market position #1**

**Mobile subscriber:**

- 5,307 (Q1 2017: 5,399)

**Fixed access lines:**

- 2,103 (Q1 2017: 2,187)



## Bulgaria

**Mobile market position: #1**

**Mobile subscriber:**

- 3,959 (Q1 2017: 4,090)

**Fixed access lines:**

- 529 (Q1 2017: 537)



## Croatia

**Mobile market position #2**

**Mobile subscriber:**

- 1,755 (Q1 2017: 1,706)

**Fixed access lines:**

- 295 (Q1 2017: 305)



## Belarus

**Mobile market position #2**

**Mobile subscriber:**

- 4,843 (Q1 2017: 4,882)

**Fixed access lines:**

- 303 (Q1 2017: 174)



## Slovenia

**Mobile market position #2**

**Mobile subscriber:**

- 698 (Q1 2017: 717)

**Fixed access lines:**

- 71 (Q1 2017: 71)



## Republic of Serbia

**Mobile market position #3**

**Mobile subscriber:**

- 2,175 (Q1 2017: 2,156)



## Republic of Macedonia

**Mobile market position #2**

**Mobile subscriber:**

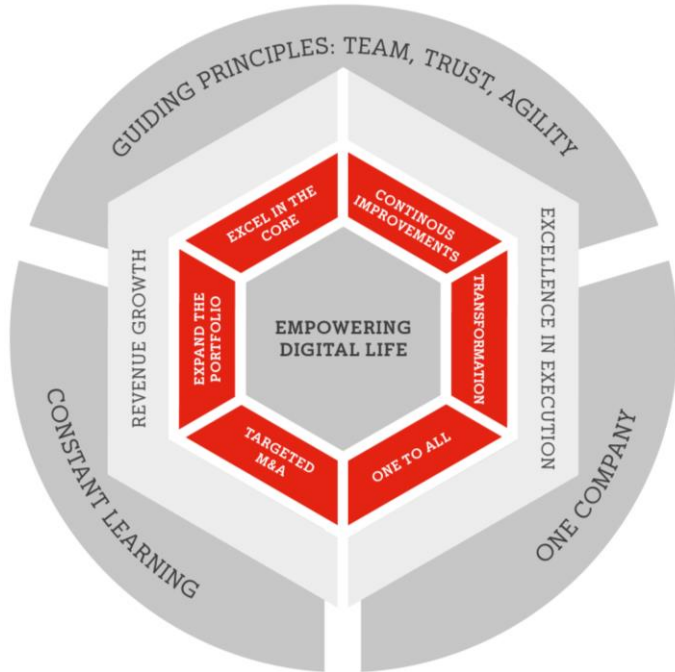
- 1,064 (Q1 2017: 1.106)

**Fixed access lines: one.vip**

- 152 (Q1 2017: 143)

# A1 Telekom Austria Group Strategy and Equity Story

## Group Strategy



## Equity Story

- Solid market position in Austria: exploiting rising demand for bandwidth and new technologies
- Growth in CEE: benefiting from growing data consumption and macroeconomic recovery
- Medium- to long-term growth with new business areas thanks to digitalisation
- Strong balance sheet structure
- Sustainable dividend policy

Growth and improved efficiency

Appropriate level of dividend and total shareholder return

# Digitalisation is core to A1 Telekom Austria Group's strategy

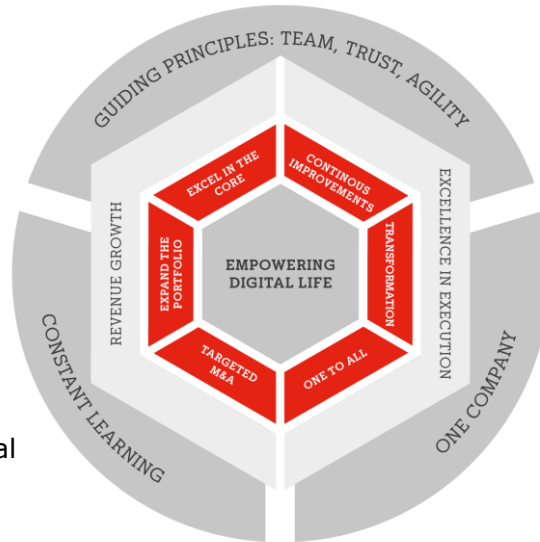


Digitalising B2B.

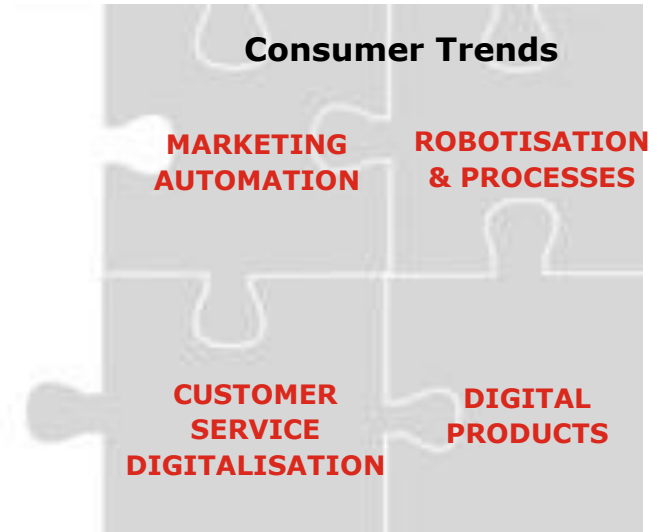


- Enabling companies to translate digital potential into business results
- From traditional legacy platforms to cloud services

## Empowering Digital Life



Digitalising B2C.



# Finance strategy ensures flexibility to invest into growth opportunities



## Exploit growth opportunities

- Accelerated fibre roll-out in Austria
- Value-accretive M&A to
  - unlock potential from digital transformation and
  - strengthen footprint in core business (with priorities I. in-market consolidation II. convergence III. entry into new markets)

## Sustainable dividend policy

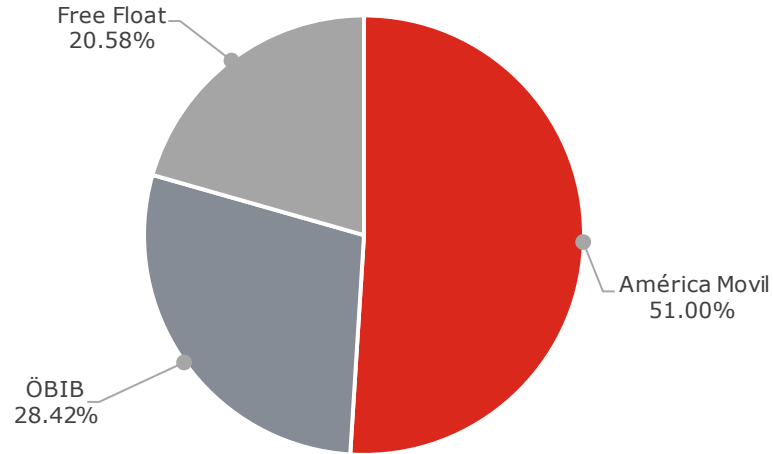
- Dividend level of EURc 20 with growth potential in line with operational and financial performance

Conservative financial profile  
with rating target BBB (S&P) / Baa2 (Moody's)

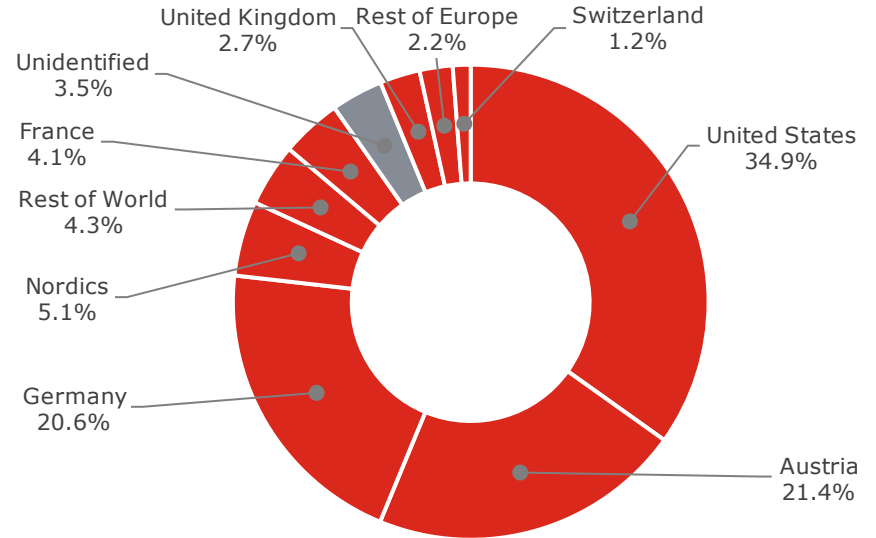


# Shareholder structure as of 31 December 2017

## Two strong core shareholders



## Freefloat by nationality

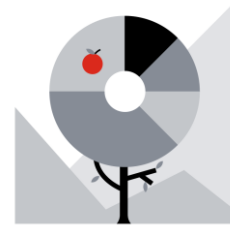


The background of the slide is a dark blue and purple gradient with a network of glowing nodes and lines in white, blue, and red, suggesting a digital or financial network.

# Key financial developments for the first quarter 2018

# Q1 2018: Solid operational trends translate into sound adjusted EBITDA growth

Group (in EUR million)	Reported Q1 2018	Proforma Q1 2017	% change
Total revenues	1,075.9	1,062.9	1.2%
EBITDA	341.5	340.9	0.2%
CAPEX	145.3	180.0	-19.3%



- Group total revenues and EBITDA increased by 1.2% and 0.2% respectively on a proforma basis and grew by 4.0% and 6.7% on an adjusted\* basis.
- Operationally, total revenue growth was mostly driven by the increases in equipment revenues and service revenues with the latter growing in all markets except for Slovenia. Fixed-line services showed a solid growth and mobile service revenues rose slightly without the negative roaming impact.
- Adjusted EBITDA was driven by higher fixed-line service revenues, a better equipment margin and cost efficiencies. Investments into A1 Digital and its market entry in Germany were compensated by savings in other markets.

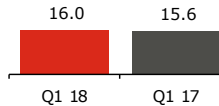
\*Adjusted figures exclude one-off and FX effects as well as restructuring charges

- Main one-off effects: Positive EUR 14.2 mn in Q1 2017 in Austria in revenues and EBITDA
- FX effects: Negative EUR 13.9 mn and EUR 6.9 mn in revenues and EBITDA respectively in Q1 2018
- Restructuring charges: No restructuring charges recorded in Q1 2018 (positive EUR 0.1 mn in Q1 2017)

# Austria: Ongoing strong fixed-line performance and higher mobile service revenues despite roaming

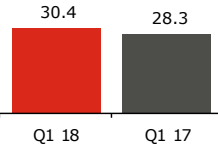
## ARPU (in EUR)

Δ: +2.7%



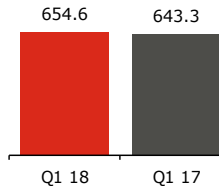
## ARPL (in EUR)

Δ: +7.6%



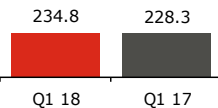
## Total revenues (in EUR mn)

Δ: +1.8%



## EBITDA (in EUR mn)

Δ: +2.8%  
Adjusted\*: +9.7%



## Operational data

- Decline in subscriber base still driven by prepaid; postpaid grew due to high demand for mobile WiFi routers and high-value tariffs
- ARPU rose due to increased high-value customer share as well as increased MBB ARPU due to mobile WiFi routers despite roaming
- Higher ARPL due to price increase in August 2017 as well as strong demand for higher bandwidth and TV options
- RGUs decreased by 2.8%, mostly driven by voice; broadband net adds are stable

## Financial performance

- Total revenues rose, mainly driven by higher equipment and retail fixed-line service revenues; higher mobile service revenues despite roaming
- OPEX increased due to higher equipment costs, driven by a more expensive handset portfolio and higher quantities; partly compensated by lower workforce costs which were impacted by some time-shifts in projects to upcoming quarters
- Subsidies were reduced in Q1 2018 after increases in Q4 2017 but are above prior-year level
- Adjusted\* EBITDA increased by 9.7%, mainly driven by higher fixed-line service revenues as well as a better equipment margin

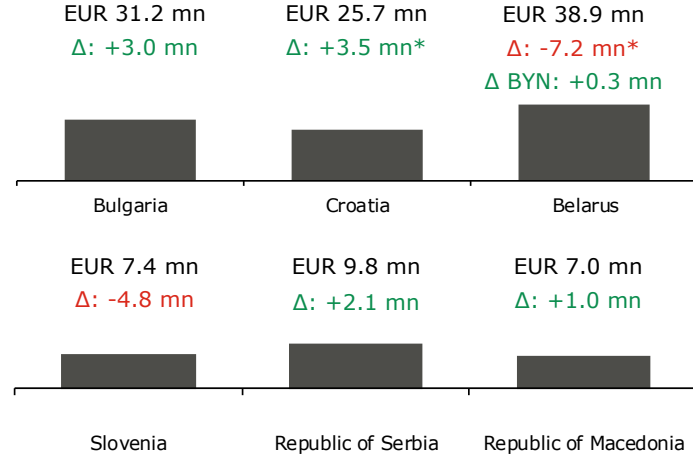
\* Adjusted value excludes positive one-off effects and restructuring charges.



# Continuing solid service revenue and EBITDA trends in most CEE countries, results in Belarus impacted by FX development

## EBITDA

(proforma, in EUR mn)



\* Proforma view including M&A impact in EBITDA in Q1 2017 of EUR 1.1 mn in Croatia and EUR 0.3 mn in Belarus

## Highlights CEE

### Bulgaria:

- Strong fixed-line performance drove again service revenues
- EBITDA benefitted also from better equipment margin due to reduced subsidies

### Croatia:

- Service revenues continued to rise, driven by strong demand for mobile Wifi routers; solid fixed-line performance
- Decrease in OPEX despite higher cost of equipment due to rising quantities and subsidies contributed also to strong EBITDA growth

### Belarus:

- Slow-down in service revenue growth due to customers' tariff optimisation
- Higher costs due to inflation-linked salary increases and a rise in cost of services weighed on EBITDA; stable EBITDA in local currency
- FX-impact: EUR -16.8 mn on revenues and EUR -7.4 mn on EBITDA

### Other segments:

- Ongoing strong competition in Slovenia led to service revenue decline, roaming continued to weigh on margin
- In Serbia EBITDA profits from ongoing strong service revenue trends
- Service revenues rose again in Macedonia

# Strong FCF generation driven by less interest and CAPEX paid; positive impact from operational improvement

(in EUR million)	Q1 2018	Q1 2017	% change
Net cash flow from operating activities	269.3	261.9	2.8%
Capital expenditures paid	-187.7	-208.9	-10.1%
Proceeds from sale of plant, property and equipment	2.5	8.5	-71.0%
Interest paid	-1.4	-23.9	-94.3%
<b>Free Cash Flow</b>	<b>82.6</b>	<b>37.5</b>	<b>120.2%</b>

- Q1 2018 free cash flow increased by 120.2% y-o-y, driven by
  - lower interest paid due to bond repayments and the use of favourable refinancing
  - lower capital expenditures paid y-o-y mainly driven by lower investments in Austria in Q1 2018 due to adverse weather conditions
- Net cash flow from operations increases due to better operational performance
- Changes in working capital and other financial positions of EUR 74.6 mn (EUR 76.4 mn in Q1 2017) stemming from
  - EUR 17.2 mn prepaid expenses
  - EUR 14.3 mn increase in inventories
  - EUR 10.7 mn increase in accounts receivable
  - EUR 24.8 mn payments for restructuring

# Focus Points

A large, dense cluster of hanging light bulbs is the background for the lower half of the slide. The bulbs are of various sizes and are suspended by black cords. Some bulbs are illuminated, casting a warm, yellowish glow, while others are unlit and appear dark. The overall effect is a textured, bokeh-like pattern of light and shadow.

# Austria: Increase customer satisfaction and strengthen convergent position with 'connect PLUS' and relaunched A1 app

## connect PLUS



- New platform for convergent products with the intention to provide an increasing range of services
- Exploit ARPU uplift potential
- Stimulation of customer engagement
- Launch of benefits programme 'A1 Smile'



A1 Family tariff



A1 Family app



A1 Family protection



A1 Smile

## New A1 app



- Use personalised sales content and provide targeted product offerings
- Improve user experience → target to raise usage by 30% until YE 2018
- Offer individual support with proactive service clues
- Continuous development and extension of the app; integration of connect PLUS and A1 Smile



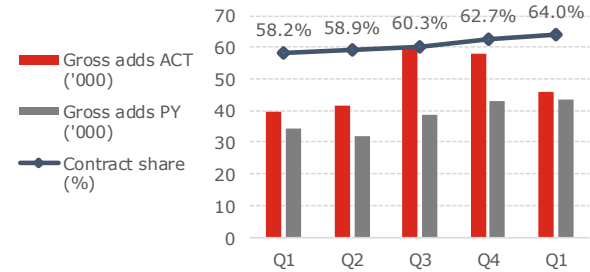
# Serbia: Successful re-positioning with new tariffs and a sales-push of mobile Wifi-routers

- Attractive new NEO tariff scheme as of June 2017: unlimited minutes & SMS, including 2 to 10 GB data.
- NEO provided a strong increase in gross adds in Q3/Q4 2017 and ongoing solid performance in Q1 2018.
- Vip mobile regained MNP (Mobile Number Portability) leadership.
- Ongoing shift from prepaid to postpaid leads to ARPU uplift.
- Image boost and recognition for NEO campaign by winning numerous communication awards.

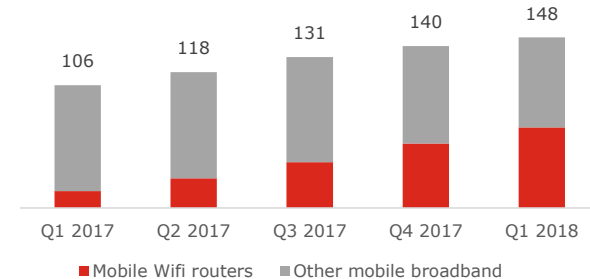


- Mobile Wifi router introduced to address lack of fixed-line proposition
- The strong demand for mobile Wifi routers overcompensates the decline of classic mobile broadband products.

Gross adds mobile residential contract & contract share



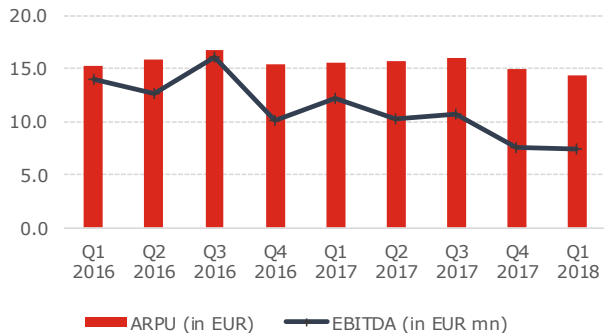
Mobile broadband subscriber development (in '000)



# Slovenia still faces tough competition with ongoing repricing and heavy cost burdens due to roaming and content

## Challenges

- Ongoing repricing - aggressive full convergent players and MVNO threatening the still high ARPU level
- Rising content costs and roaming losses led to EBITDA erosion



Results for the first quarter 2018

## Measures

- Cost control
- Use of mobile Wifi router as additional revenue stream and to reduce wholesale costs
- Price increases in fixed-line (Jan. 2018) and mobile (April 2018)

# Target-group-specific content and a tailor-made portfolio allows for selected and OPEX/CAPEX-efficient investments

## Sports

- **Bulgaria:** Mtel Sport 1, Mtel Sport 2, Edge Sport, based on exclusive (Tennis, UFC – Ultimate Fighting Championship) and non-exclusive content, as well as on extreme sports
- **Croatia:** Vipnet acquired Champions League rights for the next 3 seasons, working on launching specialised channels



## eSports



- **Croatia:** exclusive ESL eSportsTV and first regional esports league – Vip Adria League powered by ESL (launched ahead of EBL - Esports Balkan League)
- **Austria:** A1 eSports League Austria – powered by ESL (Electronic Sports League)

## OTT (Over The Top)

- Developing cooperation with 3rd party OTT providers for zero-rating tariff options, reseller arrangements, carrier billing, TV and other projects



# Mobile WiFi router addresses different market environments and complements broadband product offers

## Austria

### Address market situation

and meet strong customer demand for mobile broadband solutions

~176k (+59.2% yoy)

## Bulgaria

### Leverage market potential

and meet strong customer demand for mobile broadband solutions

~46k (+120.8% yoy)

## Croatia

### Complement fixed-line coverage

and reduce wholesale costs via providing own infrastructure

~83k (+175.8% yoy)



## Slovenia

### Complement fixed-line coverage

and reduce wholesale costs via providing own infrastructure

~14k (+58.3% yoy)

## Republic of Serbia

### Address market environment

and provide broadband solutions despite lack of fixed-line network

~70k (+377.5% yoy)

## Macedonia

### Leverage market potential

and meet strong customer demand for mobile broadband solutions

~17k (n.a.)

# Outlook for the full year 2018

A background graphic consisting of a network of white nodes connected by blue lines, set against a dark blue background with blurred red and orange bokeh lights.

# A1 Telekom Austria Group outlook for the full year 2018 unchanged

	24 April 2018	Consensus 2018
Total revenues	+1-2%	EUR 4,419 mn
CAPEX	~ EUR 750 mn	EUR 758 mn
Proposed dividend	EUR 0.20 / share	-

- Outlook based on reported figures; assumed devaluation of BYN vs. EUR: ~10%
- CAPEX: does not include investments in spectrum or acquisitions
- Dividend: intended proposal to the Annual General Meeting 2019 for the financial year 2018

# Appendix 1

The background of the slide is a dark blue gradient with a complex network diagram. The diagram consists of numerous white and light blue nodes connected by thin lines, forming a mesh-like structure. There are also several bright red and orange bokeh-like light spots scattered throughout the background, giving it a high-tech, digital feel.

# A1 Telekom Austria Group – Profit and Loss

(in EUR million)	<b>Q1 2018</b>	<b>Q1 2017</b>	<b>% change</b>
Service Revenues	952.2	956.1	-0.4%
Equipment Revenues	123.7	102.8	20.3%
Other operating income	20.9	23.4	-10.7%
<b>Total Revenues</b>	<b>1,075.9</b>	<b>1,058.9</b>	<b>1.6%</b>
Cost of Service	-340.9	-341.1	0.1%
Cost of Equipment	-140.6	-127.7	-10.1%
Selling, General & Administrative Expenses	-250.3	-247.7	-1.0%
Others	-2.6	-2.8	5.4%
<b>Total Costs and Expenses</b>	<b>-734.4</b>	<b>-719.4</b>	<b>-2.1%</b>
<b>EBITDA</b>	<b>341.5</b>	<b>339.5</b>	<b>0.6%</b>
<i>% of Total Revenues</i>	<i>31.7%</i>	<i>32.1%</i>	
Depreciation and Amortisation	-289.8	-213.1	-36.0%
Impairment and Reversal of Impairment	0.0	0.0	n.a.
<b>EBIT</b>	<b>51.6</b>	<b>126.4</b>	<b>-59.2%</b>
<i>% of Total Revenues</i>	<i>4.8%</i>	<i>11.9%</i>	
<b>EBT (Earnings Before Income Taxes)</b>	<b>33.6</b>	<b>105.5</b>	<b>-68.1%</b>
<b>Net Result</b>	<b>24.5</b>	<b>96.4</b>	<b>-74.6%</b>



# A1 Telekom Austria Group – Total revenues & costs and expenses per segment

## A1 Telekom Austria Group - Total Revenue Split

Total Revenues (in EUR million)	Q1 2018	Q1 2017	% change
Austria	654.6	643.3	1.8%
Bulgaria	107.0	103.5	3.4%
Croatia	103.1	98.4	4.8%
Belarus	88.3	92.9	-4.9%
Slovenia	49.3	52.9	-6.8%
Republic of Serbia	57.0	51.0	11.9%
Republic of Macedonia	28.1	27.3	2.9%
Corporate & other, eliminations	-11.5	-10.3	-11.9%
<b>Total Revenues</b>	<b>1,075.9</b>	<b>1,058.9</b>	<b>1.6%</b>

## A1 Telekom Austria Group - Costs and Expenses Split

Costs and Expenses (in EUR million)	Q1 2018	Q1 2017	% change
Austria	419.8	415.0	1.2%
Bulgaria	75.7	75.3	0.6%
Croatia	77.4	77.2	0.3%
Belarus	49.4	47.0	5.0%
Slovenia	41.9	40.8	2.9%
Republic of Serbia	47.2	43.3	9.2%
Republic of Macedonia	21.1	21.4	-1.2%
Corporate & other, eliminations	1.8	-0.5	n.m.
<b>Total Operating Expenses</b>	<b>734.4</b>	<b>719.4</b>	<b>2.1%</b>

# A1 Telekom Austria Group – Headcount development

FTE (Average Period)	Q1 2018	Q1 2017	% change
Austria	8,241	8,314	-0.9%
International	10,263	9,811	4.6%
Corporate	348	242	43.7%
<b>A1 Telekom Austria Group</b>	<b>18,852</b>	<b>18,367</b>	<b>2.6%</b>

FTE (End of Period)	Q1 2018	Q1 2017	% change
Austria	8,239	8,322	-1.0%
International	10,252	10,045	2.1%
Corporate	349	246	42.2%
<b>A1 Telekom Austria Group</b>	<b>18,840</b>	<b>18,613</b>	<b>1.2%</b>

# A1 Telekom Austria Group – Capital expenditure split

Capital Expenditures (in EUR million)	Q1 2018	Q1 2017	% change
Austria	102.2	118.5	-13.7%
Bulgaria	11.1	14.7	-24.7%
Croatia	13.8	17.0	-19.0%
Belarus	7.3	4.1	80.6%
Slovenia	3.1	21.7	-85.6%
Republic of Serbia	5.6	6.5	-13.4%
Republic of Macedonia	2.4	1.5	55.7%
Corporate & other, eliminations	-0.2	-3.9	94.5%
<b>Total Capital Expenditures</b>	<b>145.3</b>	<b>180.0</b>	<b>-19.3%</b>
thereof Tangible	117.9	138.4	-14.8%
thereof Intangible	27.4	41.6	-34.2%

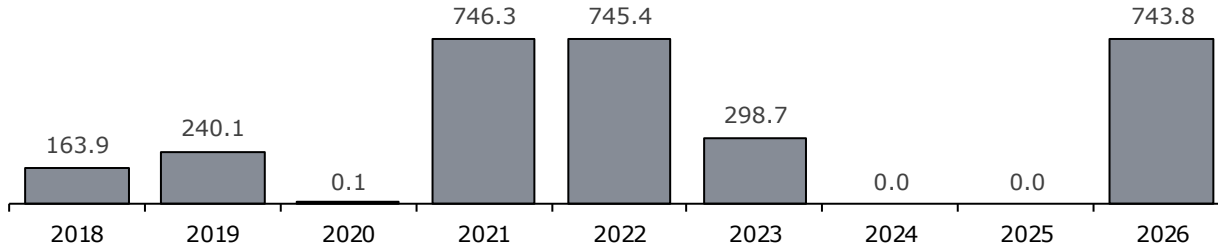
# A1 Telekom Austria Group – Net debt

## per 31 March 2018

Net Debt (in EUR million)	31 March 2018	31 December 2017	% change
Long-term Debt	2,534.4	2,533.6	0.0%
Short-term Borrowings	404.0	0.6	n.m.
Cash and Cash Equivalents and Short-term Investments	-56.8	-202.4	71.9%
<b>Net Debt of A1 Telekom Austria Group</b>	<b>2,881.5</b>	<b>2,331.8</b>	<b>23.6%</b>

EUR 600 mn 5 years hybrid bond qualified as 100% equity under IFRS  
 – called and redeemed at the first call date (1 February 2018)

# A1 Telekom Austria Group – Debt maturity profile as of 31 March 2018

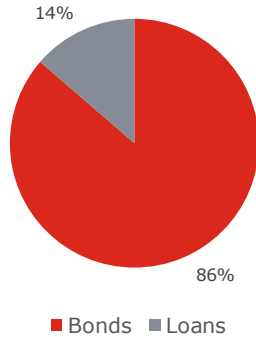


- EUR 2,938.3 mn short-and long-term borrowings as of 31 March 2018
- Average cost of debt of approximately 2.54%
- Cash and cash equivalents and short-term investments of EUR 56.8 mn
- Average term to maturity of 4.77 years

# A1 Telekom Austria Group – Debt profile

as of 31 March 2018

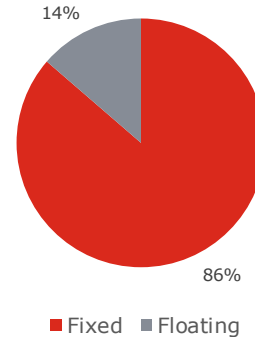
## Overview debt instruments



### Lines of credit

- Undrawn committed credit lines amounting to EUR 1,315 mn
- Average term to maturity of approx. 1.3 years

## Fixed/floating mix



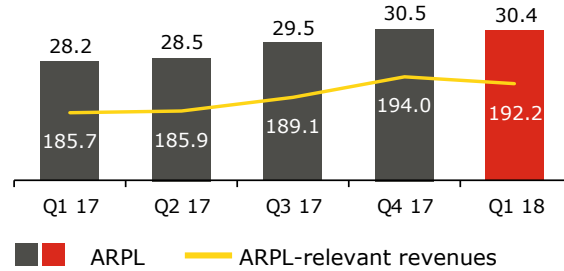
### Ratings

- S&P: BBB (positive outlook)
- Moody's: Baa2 (positive outlook)

# Segment Austria – Fixed-line key performance indicators

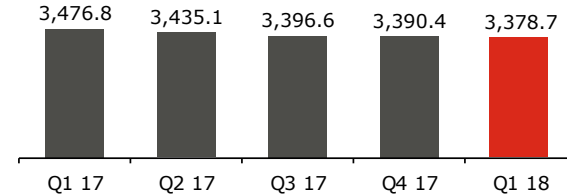
## ARPL & ARPL-relevant revenues

(in EUR, in EUR million)



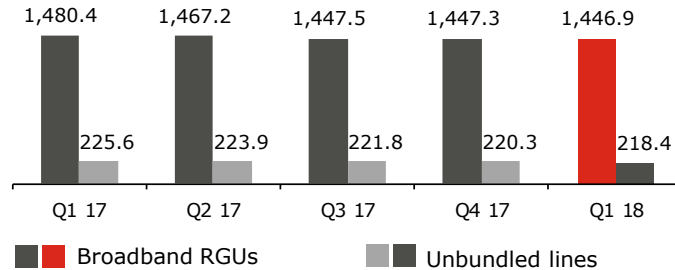
## Total RGUs

(in '000)



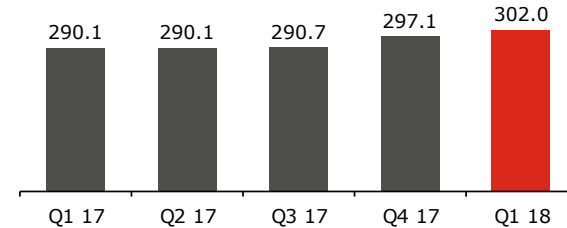
## Broadband RGUs/unbundles lines

(in '000)



## TV RGUs

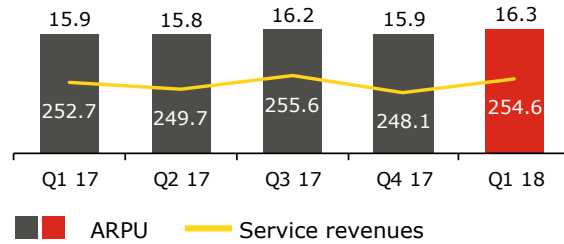
(in '000)



# Segment Austria – Mobile key performance indicators

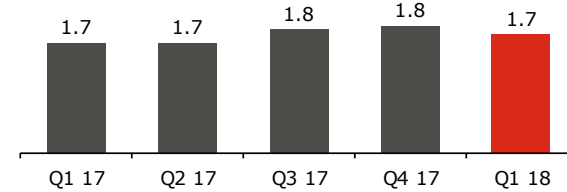
## ARPU & Service revenues

(in EUR, in EUR million)



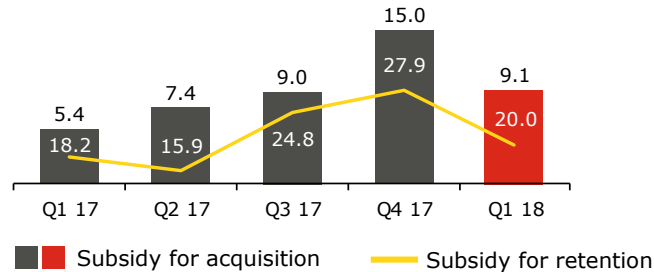
## Churn rate

(in %)



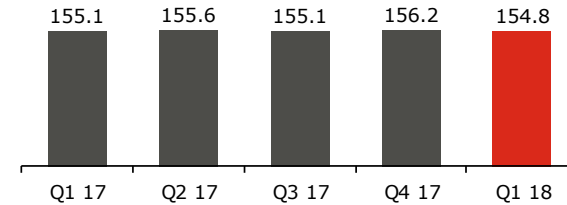
## Subsidies

(in EUR million)



## Mobile penetration

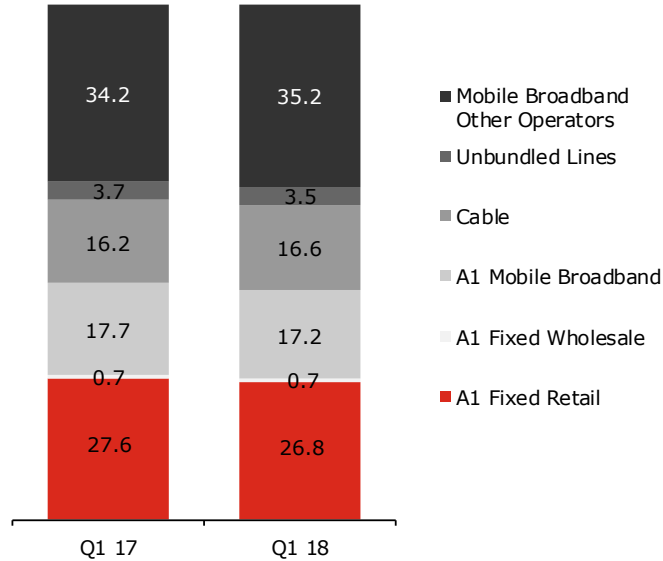
(in %)



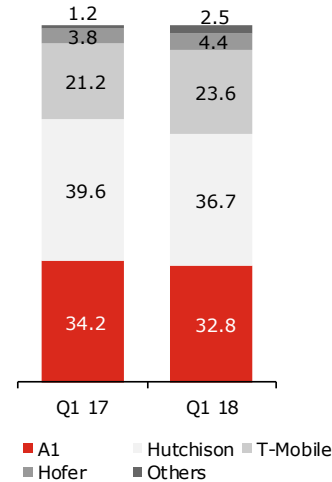


# Segment Austria – Broadband market split

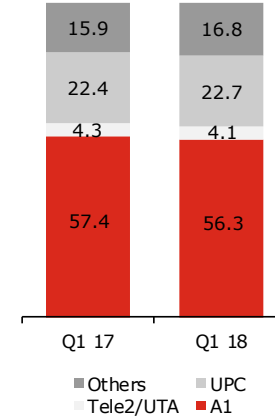
Market share total broadband  
(in %)



Market share mobile broadband  
(in %)

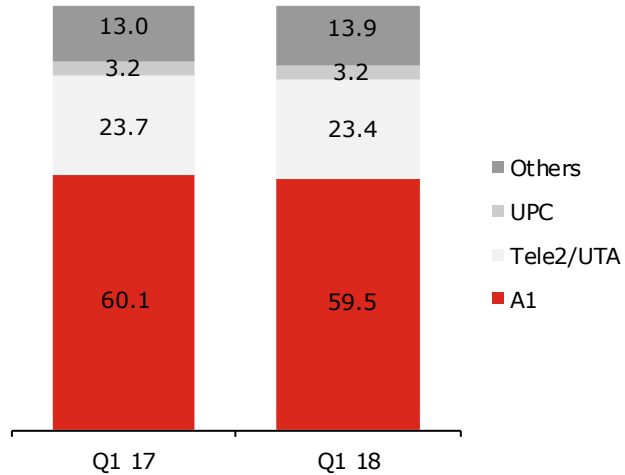


Market share fixed-line broadband  
(in %)



# Segment Austria – Voice market split

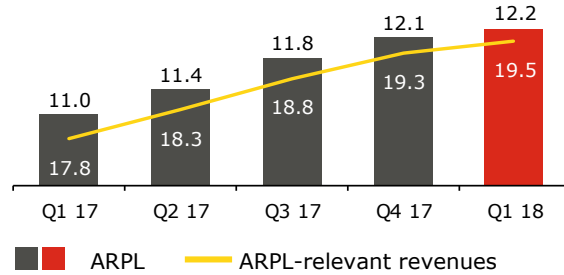
## Market share voice RGUs (in %)



# Segment Bulgaria – Fixed-line key performance indicators

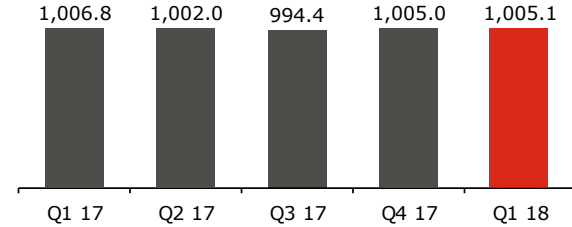
## ARPL & ARPL-relevant revenues

(in EUR, in EUR million)



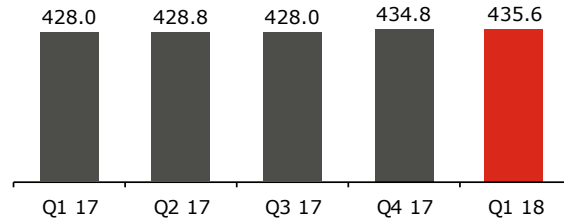
## Total RGUs

(in '000)



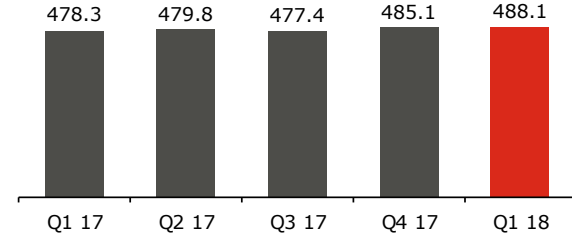
## Fixed Broadband RGUs

(in '000)



## TV RGUs

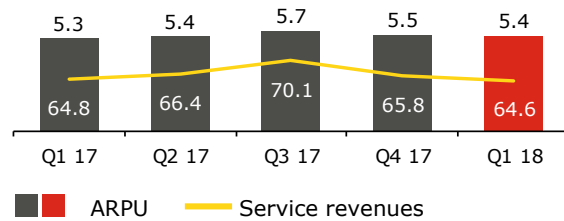
(in '000)



# Segment Bulgaria – Mobile key performance indicators

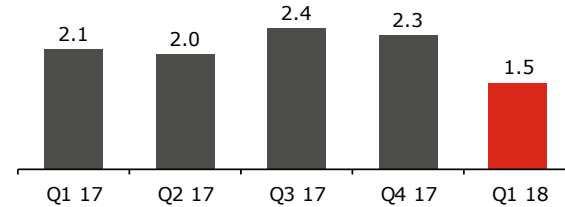
## ARPU & Service revenues

(in EUR, in EUR million)



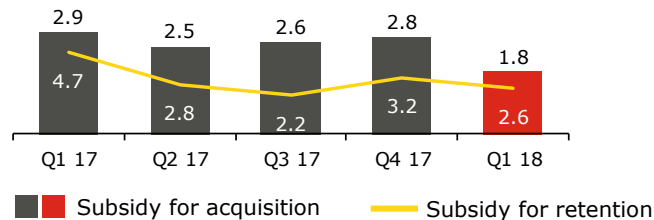
## Churn rate

(in %)



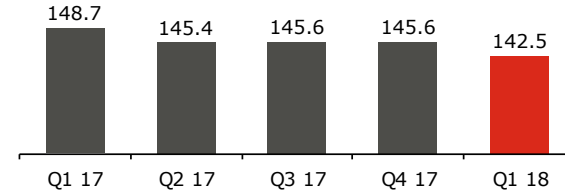
## Subsidies

(in EUR million)



## Mobile penetration

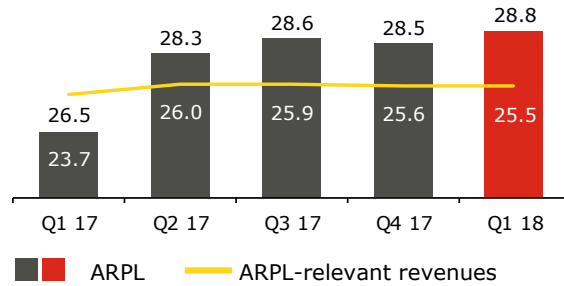
(in %)



# Segment Croatia – Fixed-line key performance indicators

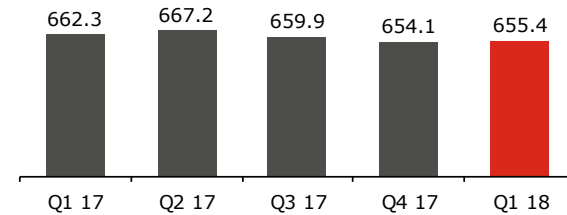
## ARPL & ARPL-relevant revenues

(in EUR, in EUR million)



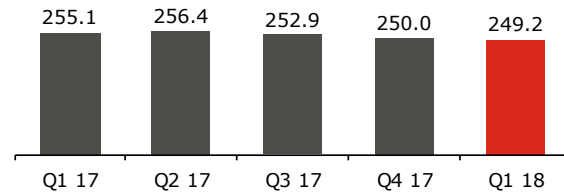
## Total RGUs

(in '000)



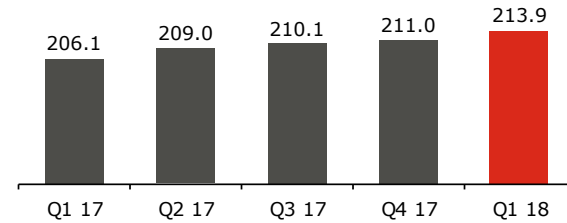
## Fixed Broadband RGUs

(in '000)



## TV RGUs

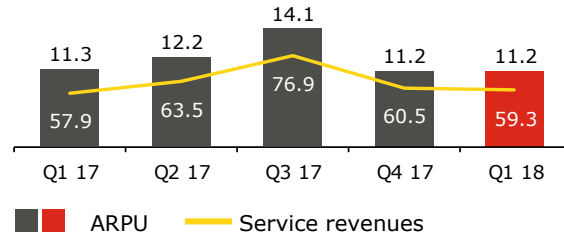
(in '000)



# Segment Croatia – Mobile key performance indicators

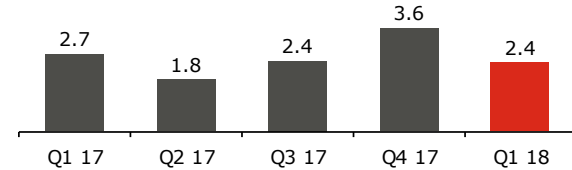
## ARPU & Service revenues

(in EUR, in EUR million)



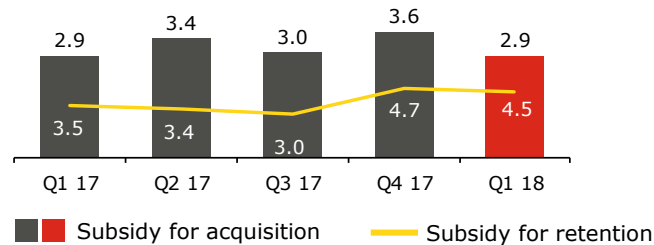
## Churn rate

(in %)



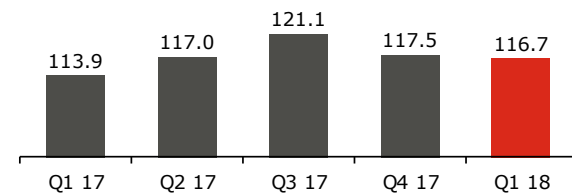
## Subsidies

(in EUR million)



## Mobile penetration

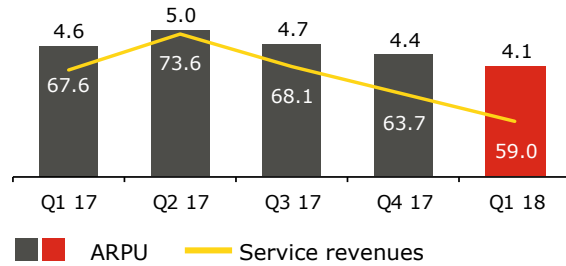
(in %)



# Segment Belarus – Mobile key performance indicators

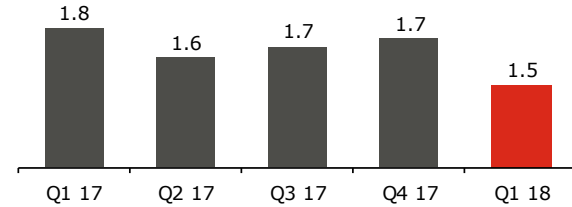
## ARPU & Service revenues

(in EUR, in EUR million)



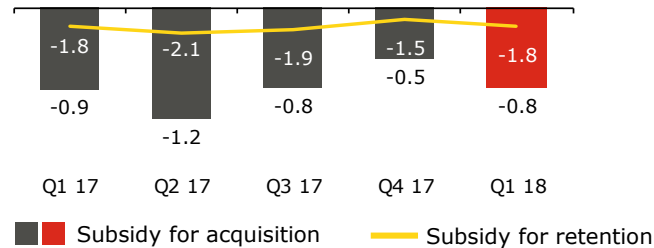
## Churn rate

(in %)



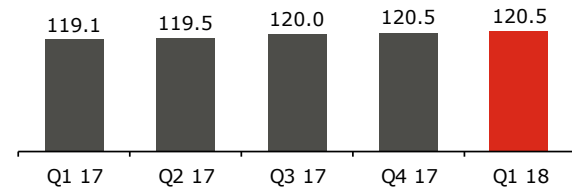
## Subsidies

(in EUR million)



## Mobile penetration

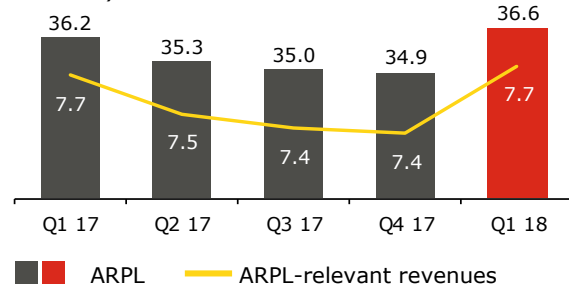
(in %)



# Segment Slovenia – Fixed-line key performance indicators

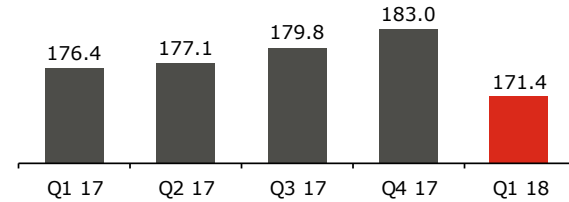
## ARPL & ARPL-relevant revenues

(in EUR, in EUR million)



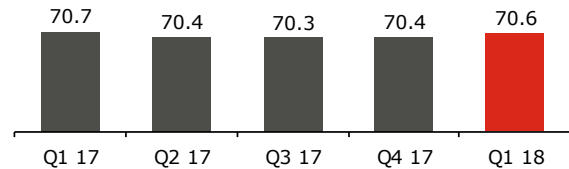
## Total RGUs

(in '000)



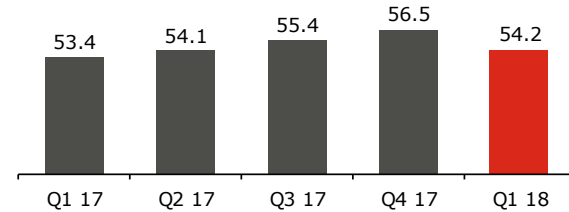
## Fixed Broadband RGUs

(in '000)



## TV RGUs

(in '000)

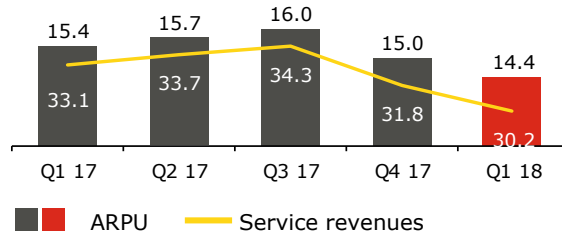




# Segment Slovenia – Mobile key performance indicators

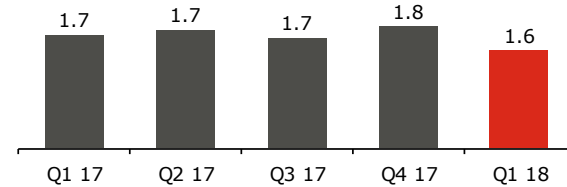
## ARPU & Service revenues

(in EUR, in EUR million)



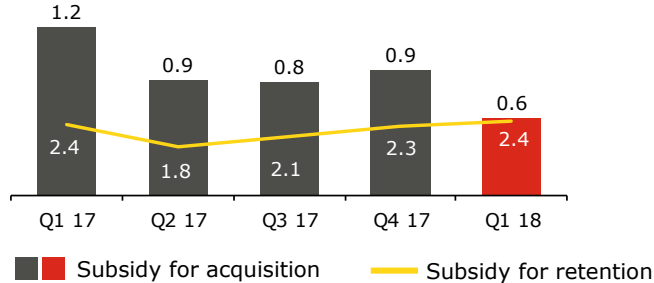
## Churn rate

(in %)



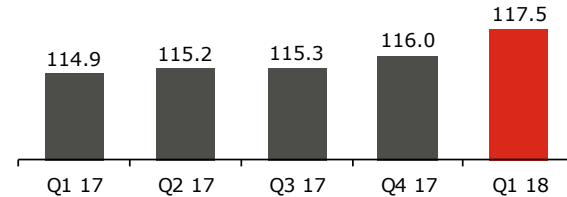
## Subsidies

(in EUR million)



## Mobile penetration

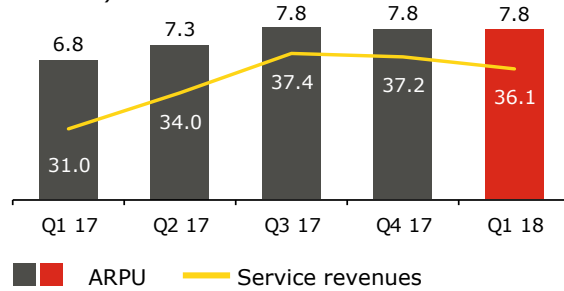
(in %)



# Segment Serbia – Mobile key performance indicators

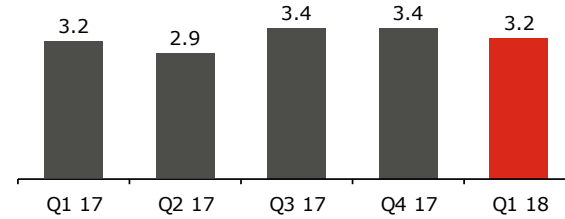
## ARPU & Service revenues

(in EUR, in EUR million)



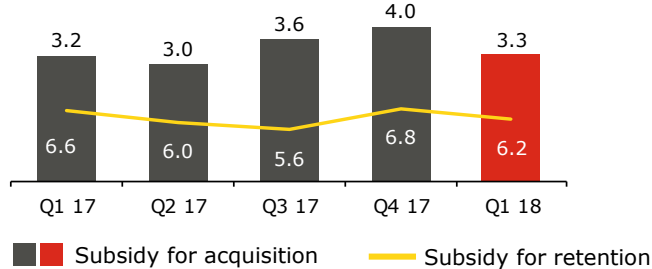
## Churn rate

(in %)



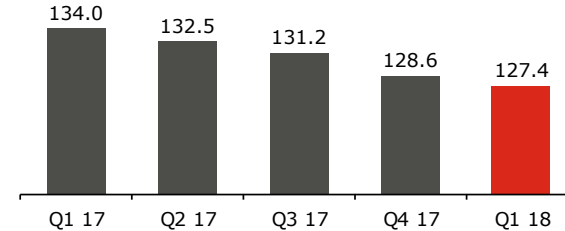
## Subsidies

(in EUR million)



## Mobile penetration

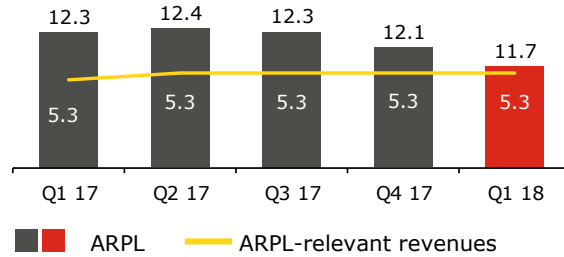
(in %)



# Segment Macedonia – Fixed-line key performance indicators

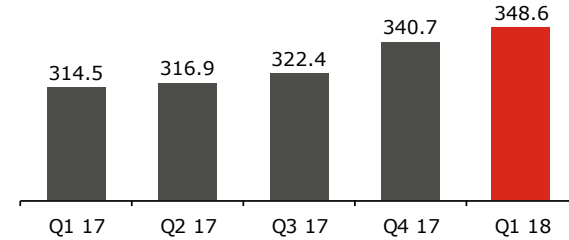
## ARPL & ARPL-relevant revenues

(in EUR, in EUR million)



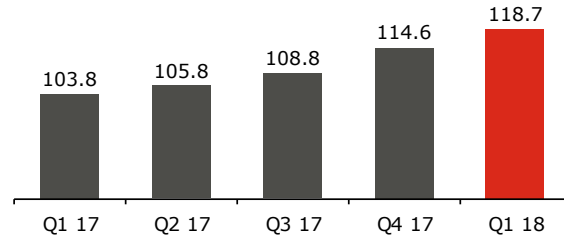
## Total RGUs

(in '000)



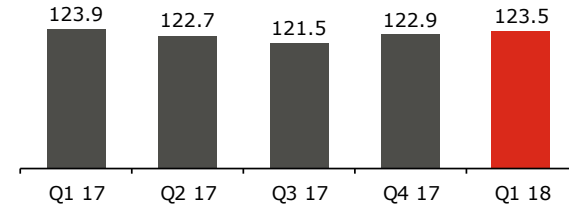
## Fixed Broadband RGUs

(in '000)



## TV RGUs

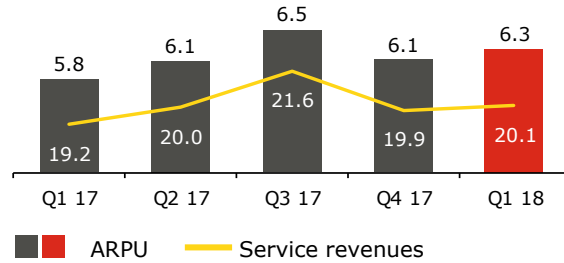
(in '000)



# Segment Macedonia – Mobile key performance indicators

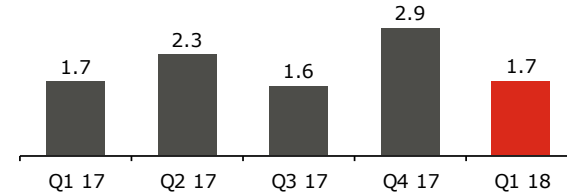
## ARPU & Service revenues

(in EUR, in EUR million)



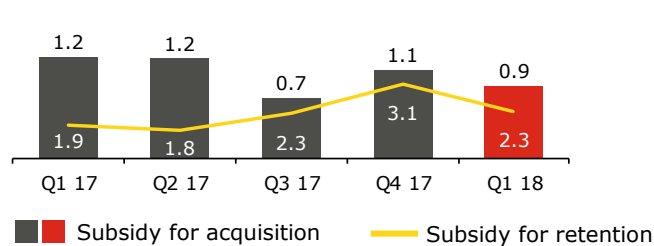
## Churn rate

(in %)



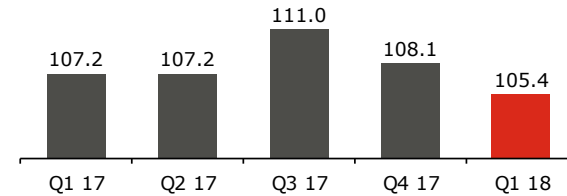
## Subsidies

(in EUR million)



## Mobile penetration

(in %)



# Appendix 2 – Regulatory topics

The background of the slide is a dark blue gradient with a complex network diagram. The diagram consists of numerous white and blue nodes connected by thin lines, creating a mesh-like structure. There are also several bright red and orange bokeh-like light spots scattered throughout the background, giving it a high-tech, digital feel.

# Glide Path of Mobile Termination Rates

	Jul 2015	Jan 2016	Jul 2016	Jan 2017	Jul 2017	Jan 2018
Austria (EUR)	0.008049	0.008049	0.008049	0.008049	0.008049	0.008049
Bulgaria (BGN)	0.019	0.019	0.019	0.014	0.014	0.014
Croatia (HRK)*	0.063	0.063	0.063	0.063	0.047	0.047
Belarus (BYN)**	MTS 0.025/0.0125 BeST 0.018/0.009	MTS 0.025/0.0125 BeST 0.018/0.009	MTS 0.025/0.0125 BeST 0.018/0.009	MTS 0.025/0.0125 BeST 0.018/0.009	MTS 0.025/0.0125 BeST 0.018/0.009	MTS 0.025/0.0125 BeST 0.018/0.009
Slovenia (EUR)	0.0114	0.0114	0.0114	0.0114	0.0114	0.0114
Serbia (RSD)	3.43	3.43	2.75	2.07	2.07	1.43
Macedonia (MKD)	0.90	0.90	0.90	0.63	0.63	0.63

\* National and International EU/EEA MTRs stated as regulated. International MTRs differ between EU/EEA and non-EU/EEA originating country.

Non-EU/EEA MTR for Croatia: HRK 1.73/min -> HRK 2.00/min in Apr 2016

\*\* Belarus values: prime time/downtime. MTS: Mobile TeleSystems; BeST: Belarus Telecommunications Network

# Upcoming spectrum tenders/prolongations/ assignments\*

	Expected	Comments
Austria	2018 (3400-3800 MHz) 2019 (700, 1500, 2100 MHz) 2020 (1500, 2300 MHz)	Beginning of 3400–3800 Mhz auction not before Q3 2018.
Bulgaria	2018-2019 (800, 1800, 2100 MHz) 2020 (2600, 3400-3800 MHz)	An agreement between mobile operators, NRA and ministry of defense will be signed in order to start test in 800 MHz.
Croatia	2018 (2100 MHz) 2018-2019 (3500 MHz, 26 GHz) 2020 (700 MHz)	-
Belarus	2018 (2100 MHz) 2019 (700 MHz)	
Slovenia	2018 (700 MHz) 2019 or later (1400, 2300, 3500 MHz) 2021 (2100 MHz)	700 MHz: Subject to international coordination of clearing that band.
Republic of Serbia	2020 (700, 2600, 3500 MHz)	-
Republic of Macedonia	2018 (2100 MHz) 2020 (700 MHz) 2022 (1800 MHz) 2023 (900 MHz)	Prolongation of the one.Vip licence of 2X10 MHz on 2100 MHz band for next 10 years was approved by NRA in November 2017.

\* Please note that this a list of expected spectrum awards procedures. Whether Telekom Austria Group is planning and sees a need to participate and acquire spectrum in the above-mentioned procedures the Group is not permitted to comment on.

# EU roaming price regulation

RETAIL (in EURc)	July 2014	30 April 2016	15 June 2017		
Data (per MB)	20	domestic tariff + 5*	domestic tariff		
Voice-calls made (per minute)	19	domestic tariff + 5*	domestic tariff		
Voice-calls received (per minute)	5	weighted average MTR	0		
SMS (per SMS)	6	domestic tariff + 2*	domestic tariff		
WHOLESALE (in EURc)	July 2014	30 April 2016	15 June 2017	1 January 2018	1 January 2019
Data (per MB)	5	5	0.77	0.6	0.45
Voice (per minute)	5	5	3.2	3.2	3.2
SMS (per SMS)	2	2	1	1	1

\* Sum of the domestic retail price and any surcharge applied for regulated roaming calls made, regulated roaming SMS messages sent or regulated data roaming services shall not exceed EUR 0.19 per minute, EUR 0.06 per SMS message and EUR 0.20 per megabyte used. Any surcharge applied for calls received shall not exceed the weighted average of maximum mobile termination rates across the Union.



The background of the slide is a dark blue and purple gradient with a complex network of white and blue nodes connected by thin lines, resembling a molecular or data network structure. There are also some blurred red and orange bokeh lights scattered throughout.

# Appendix 3 – Personnel restructuring in Austria

# Overview – Restructuring charges and provision vs. FTE

## Overview restructuring charges

(in EUR million)

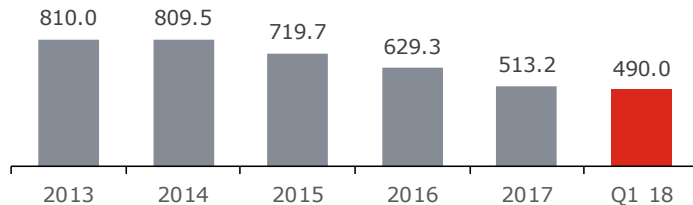
	2013	2014	2015	2016	2017	Q1 18
FTE reduction	149,0	86.4*	69.5**	95,0	9,1	-2,4
Servicekom contribution	-103,8	-39,4	-72,0	-96.9***	-27,3	0,6
Interest rate adjustments	0,0	42,6	2,9	9,2	0,0	1,8
<b>Total</b>	<b>45,2</b>	<b>89,6</b>	<b>0,4</b>	<b>7,2</b>	<b>-18,2</b>	<b>0,0</b>

## FTEs addressed

	2013	2014	2015	2016	2017	Q1 18
Transfer to government	22	52	49	6	3	0
Social plans	409	199	270	269	31	9
Staff released from work	0	0	0	0	0	0
<b>Total</b>	<b>431</b>	<b>251</b>	<b>319</b>	<b>275</b>	<b>34</b>	<b>9</b>

## Overview restructuring provision\*\*\*\*

(in EUR million)



## Provisioned FTEs

	2013	2014	2015	2016	2017	Q1 18
Transfer to government	330	242	205	193	176	171
Social plans	1,315	1,460	1,661	1,821	1,707	1,668
Staff released from work	410	350	253	200	172	169
<b>Total</b>	<b>2,055</b>	<b>2,052</b>	<b>2,119</b>	<b>2,214</b>	<b>2,055</b>	<b>2,008</b>

\* Including EUR 15.0 mn due to the judgment of the European Court of Justice from 11 November 2014 regarding the remuneration and legal rights of civil servants ('Vorrückungsstichtag')

\*\* Restructuring expenses include a positive one-off effect in the amount of EUR 21.6 mn in Q4 2015 stemming from a settlement.

\*\*\* EUR -30.7 mn in restructuring charges in total in Q3 (EUR -29.0 mn) and Q4 2016 (EUR -1.7 mn) stemming from a revaluation of the restructuring provision due to changed underlying parameters

\*\*\*\* Including liabilities for transfer of civil servants to government bodies since 2010

# Overview – Cash flow impact of restructuring

## Overview cash flow impact (in EUR million)

### Total cash flow impact

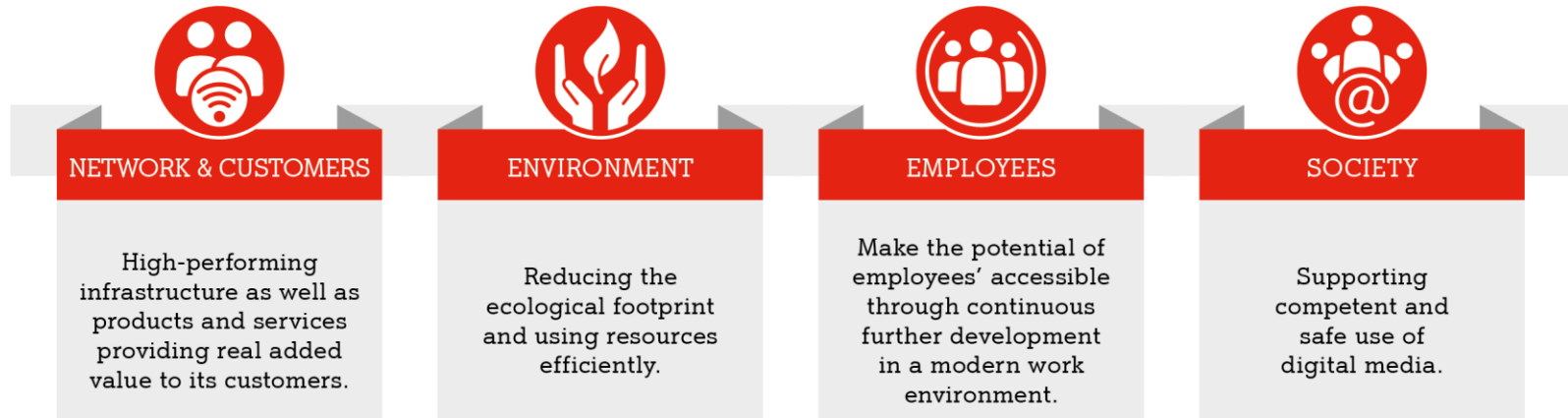
2013	108.0
2014	107.1
2015	101.9
2016	105.5
2017	102.4
<b>Q1 2018</b>	<b>24.3</b>

- Total cash flow impact comprises old and new programmes
- Cash flow impact for Q1 2018 of EUR 24.3 mn
- Expected cash flow impact for 2018 of approximately EUR 100 mn

The background of the slide is a dark blue and purple gradient with a complex network of glowing nodes and connecting lines. The nodes are small circles in white, blue, and red, and the lines are thin and translucent, creating a sense of depth and connectivity.

# Appendix 4 – Corporate sustainability

# Alignment with core business and materiality analysis define sustainability strategy



# Key figures – Corporate Sustainability

## Selected group-wide KPIs

<b>Environment</b>	<b>2017</b>
Total CO <sub>2</sub> emissions (Scope 1+2 market-based in tonnes)	218,488
Energy efficiency index (in Mwh/terabyte)	0,2
Paper consumption (in tonnes)	1,614,058
Collected old mobile phones (in pcs)	73,860
E-billing share (in %)	72
<b>Employees</b>	<b>2017</b>
Share of female employees (in %)	38
Share of female executives (in %)	36
<b>Society</b>	<b>2017</b>
Participations in trainings on media literacy	28,817
Local projects	over 30

## Ratings



Classification: B-



Classification: B-



## Indices



FTSE4Good

## Memberships

