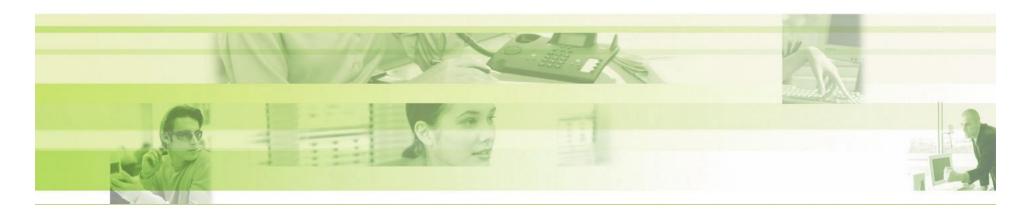


## Telekom Austria Group Results of the 1st Quarter 2002

May 28, 2002



#### Disclaimer

This presentation contains certain forward-looking statements. Actual results may differ materially from those projected or implied in such forward-looking statements. Forward-looking information involves risks and uncertainties that could significantly affect expected results. These risks and uncertainties are discussed in Telekom Austria's SEC filings, including, but not limited to, Telekom Austria's Form 6-K containing the relevant press release and certain sections of the Company's Annual Report on Form 20-F. Figures contained in this presentation are unaudited.



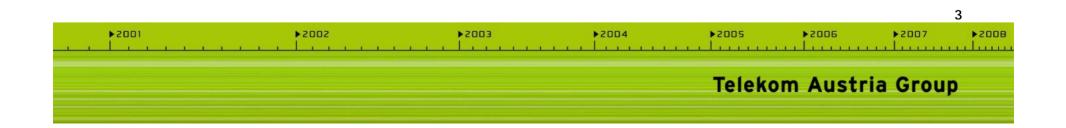
## Agenda

Group overview

Operational highlights

Financial overview

Outlook



## **Group Overview**

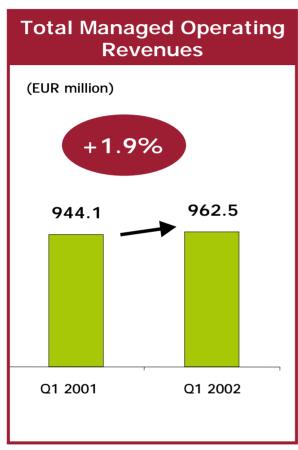


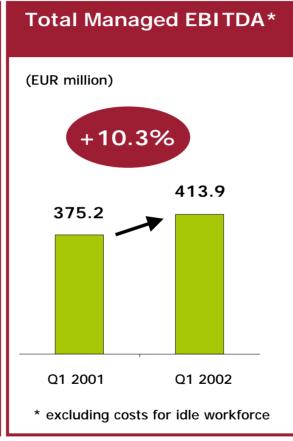
## Telekom Austria Group 1Q 2002

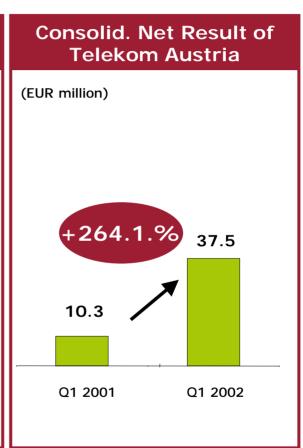
- Improved profitability driven by all four business segments
- Fixed line market share losses decline over the first three months of the year
- Further increase in EBITDA margins
- Mobile benefits from improved subscriber base in Austria and growth in Croatia
- Lower capex and further reduction in net debt
- Rising consolidated net profit



## Telekom Austria Group Results Q1 2002









## **Operational Highlights**

#### **Fixed Line**

#### **Key Financials**

(EUR million)	1Q 02	10 01	% change
Revenues	512.6	567.7	-9.7%
EBITDA*	211.2	210.2	0.5%
EBITDA margin	41.2%	37.0%	
EBIT*	14.8	9.9	49.5%
CAPEX	31.0	71.2	-56.5%
Costs for idle workforce	9.7	4.2	131.0%

#### **Key Achievements**

- Intensified promotion of tiktak tariff packages
- Seasonally lower Q1 after strong
   Q4
- Reduction of market share losses in February and March
- Headcount number falls in line with full year target
- EBITDA margin rises from 37.0% to 41.2%

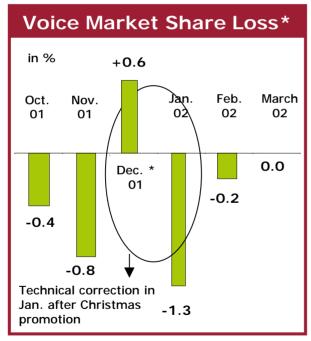
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<sup>\*</sup> excluding costs for idle workforce and for early retirement

#### **Market Share Losses Slow**

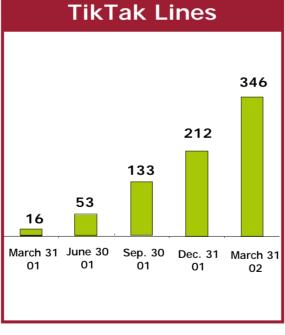
- Intensified promotional activities drive TikTak lines and cut market share losses in February and March
- Zero voice market share loss in March
- Overall market share reduction to 55.1% impacted by switch from dial-up to ADSL
- ADSL: total figure rises to 119.900 even before launch of new 4GB product

**▶**2003

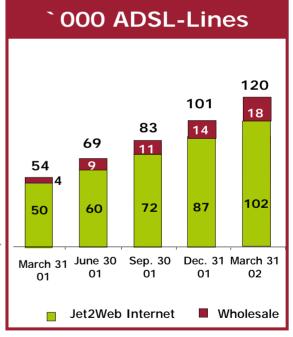


▶2002

▶2001



▶2004



▶2006 ▶2007 ▶2008

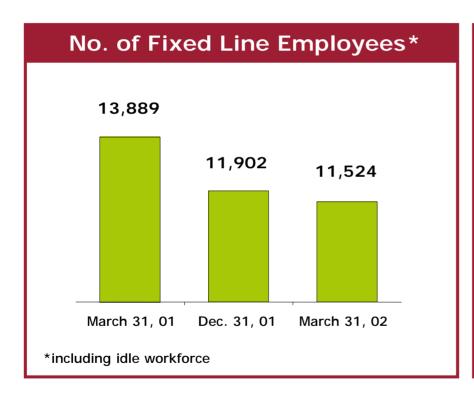
## **Enhanced Marketing Initiatives in 2Q**

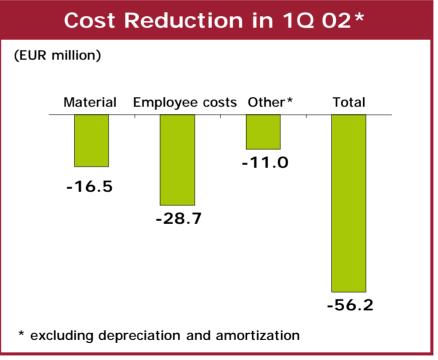
- Voice & online:
  - Focus on churn prevention and win-back through door-to-door and outbound call activities
  - Change of price perception (new advertisement campaign starting end of 2Q)
  - Summer promotions of online products
- VAS: New sales force installed and product enhancements
- Business solutions:
  - Focus on SME win-back and key account retention
  - Enrichment of product portfolio (e.g. IP-VPN, IT solutions)
  - Intensification and re-launch of sales organisation
- ADSL:
  - Marketing of new 4GB-download product
  - Increase of coverage to 80% and enhanced selling in free capacity areas
  - Sales push and action plan

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## **Cost Cutting Drives Increasing Margins**

- Strong achievements in 1Q 2002, ahead of full exploitation of wireline synergies
- Further headcount reduction by 378 in 1Q 01, full year target of up to 1,500
- EUR 56million of cost cutting in 1Q 2002 on a y-o-y comparison







#### **Data Communications**

#### **Key Financials** (EUR million) % change 1Q 01 10 02 **Operating revenues** 77.3 73.6 5.0% **EBITDA** 16.1 7.9 103.8% **EBITDA** margin 20.8% 10.7% **EBIT** 7.8 0.0 n.m. **CAPEX** 6.6 5.2 26.9%

#### **Key Achievements**

- Solutions business share rises from 24.5% to 28%
- Integration with fixed line key accounts enables further synergies and enhancement of sales activities
- Doubling of absolute EBITDA and EBITDA margin compared to last year

#### Internet

#### **Key Financials** (EUR million) 1Q 01 % change 10.02 Operating revenues 54.1% 28.5 18.5 -1.6 -2.2 27.3% **EBITDA EBITDA** margin -5.6% -11.9% -3.8 -5.5 30.9% **EBIT CAPEX** 2.9 1.7 70.6%

#### **Key Achievements**

- Growth in dial-up and ADSL customers increases revenues by 54.1% compared to last year
- More than doubling of subscriber number in Austria in a y-o-y comparison, 24.5% rise in the Czech Republic
- Streamlining of operations fosters operating turn-around

## Mobile Communications (Wireless)

#### **Key Financials**

(EUR million)	1Q 02	10 01	% change
Operating revenues	452.2	412.2	9.7%
EBITDA	188.2	159.3	18.1%
EBITDA margin	41.6%	38.6%	
EBIT	122.3	102.6	19.2%
CAPEX	40.5	48.3	-16.1%
Net income	110.8	-37.5	n.m.

#### **Key Achievements**

- Over 4 million subscribers at March 31, 2002
- Austrian business profits from structurally better subscriber base; close-down of analogue network
- Further decline in acquisition costs
- Continuous subscriber growth drives profitability in Croatia
- Pursue of operational turnaround in Slovenia

\* Net of eliminations

14

>2001

>2002

>2003

>2004

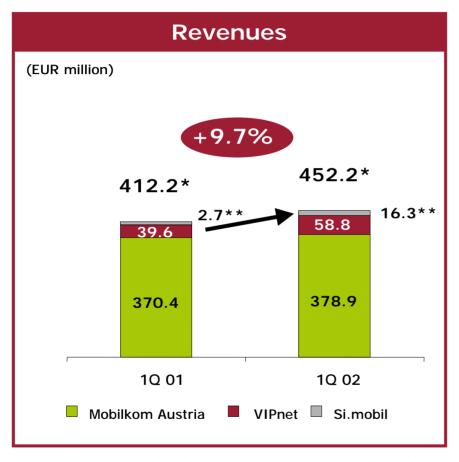
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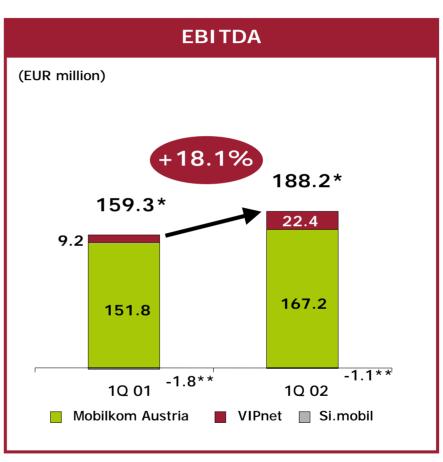
>2006

>2007

>2008

## Wireless - Geographic Breakdown





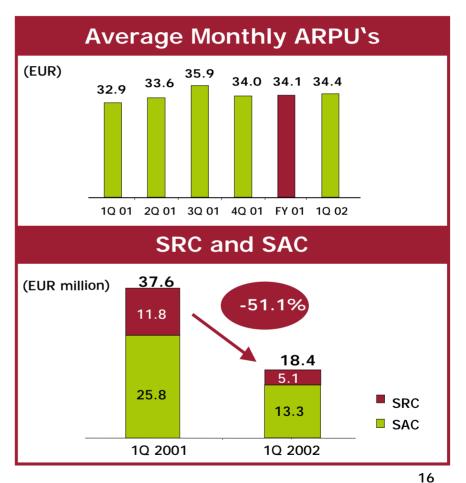
 $^{\star}$  Total consolidated numbers;  $^{\star\star}$  Si.mobil, acquired in Feb. 01 - only one month's results in 1Q 2001

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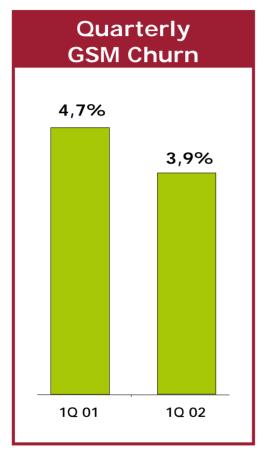
Telekom Austria Group

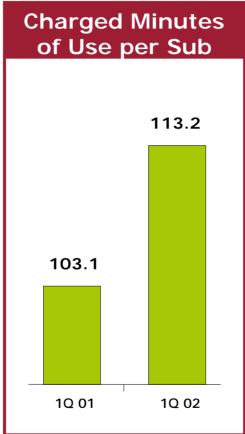
#### Mobilkom Austria - Profit Drivers





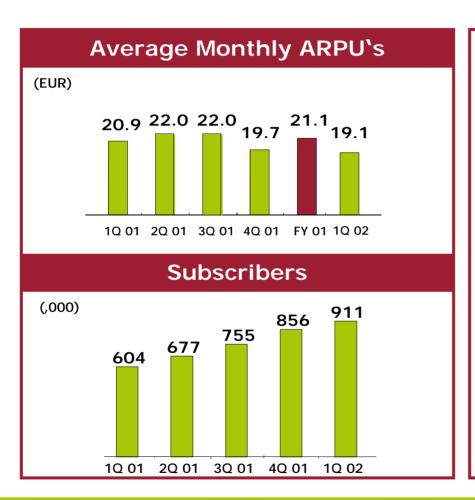
### Mobilkom Austria - Churn Reduction





- Churn benefits from focused retention programs:
  - > 150,000 contract renewals with
    - A1 StartPlus ("EUR 10 is enough")
    - · Christmas packages for topcustomers
    - A1 next hardware replacement programme
- MOU reflect better quality of Mobilkom Austria's subscriber base

#### **VIPnet**

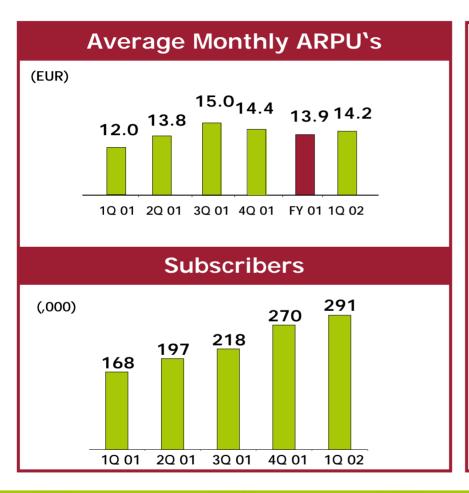


- Revenue growth in line with 50% higher subscriber figures
- EBITDA margin rises from 23% to 38%
- 47.6% market share
- Mobile penetration of 42.3% offers further potential
- ARPU level reflects lower GDP and prepaid dominated market

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#### Si.Mobil



- Acquired in Feb. 01, only one month in 1Q 01
- 74% rise in customer figure, more than doubling of contract share to 39% compared to March 31, 01
- Market share increases from 16.2% to 21.6%
- Mobile penetration: 67.6%

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## **Financial Overview**



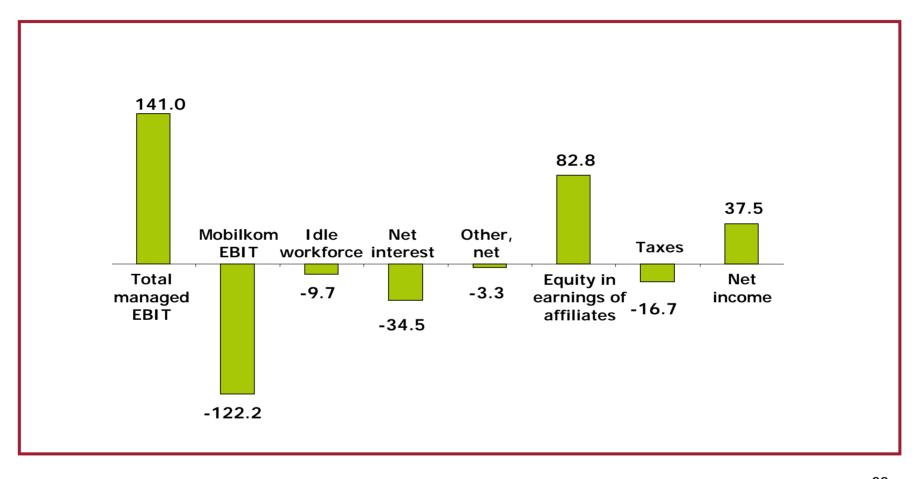
## Telekom Austria Group Figures

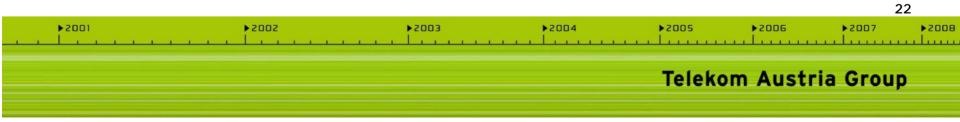
(EUR million)	1Q 02	10 01	% change
Total managed operating revenues	962.5	944.1	1.9%
Operat. results excl idle workforce costs: Total managed EBITDA	413.9	375.2	10.3%
Total managed EBIT	141.0	97.3	44.9%
Costs for idle workforce	9.7	4.2	131.0%
Consolid. net profit of Telekom Austria, with			
Mobilkom at-equity	37.5	10.3	264.1%
EPS	0.07	0.02	264.1%
Capex	81.0	126.4	-35.9%

EBIT is defined as operating income plus costs for idle workforce, EBITDA as EBIT plus charges for depreciation and amortization.



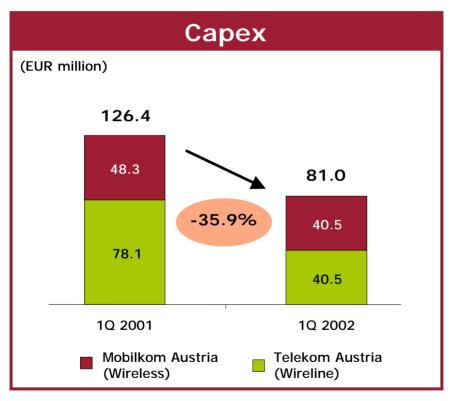
#### **Net Profit of Telekom Austria AG**

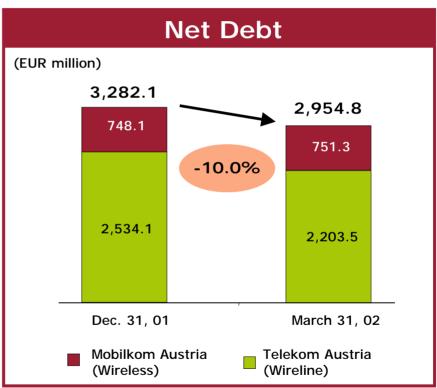




## Reduction of Capex and Net Debt

- Tight control and Wireline initiatives drive down capex in 1Q 02
- Net debt reduction includes EUR 248.9million of cash receipts from sale of trade receivables
- Debt equity: 116.2%; annualized net debt/EBITDA: 1.8





## **Full Year Outlook**

Fixed Line	Continuing efforts to reduce market share losses. Ongoing headcount reduction and other cost cutting efforts should outbalance lower revenues and increase efficiency
Data	Increasing share of high margin business and lower costs should allow an increase in profit margins
Internet	Efforts are intensified to offset slowing revenue growth rate and strengthen the operating turn-around of the business segment
Mobile	Increase in earnings primarily driven by foreign operations; negative impact from drop in termination rates from April 2002 and intensified competition in Austria
Group	Minimal increase in total managed EBITDA and a further improvement in net result



## Appendix

## Fixed Line - Access Channels

(in thousands)	Q1 2002	Q1 2001	% change
PSTN access lines	2,723.9	2,865.2	-4.9%
Basic ISDN access lines	412.7	362.4	13.9%
Multi ISDN access lines	8.2	8.4	-2.4%
Total access lines	3,144.8	3,236.0	-2.8%
of these ADSL access lines	119.9	53.9	122.4%
Total access channels	3,795.3	3,842.0	-1.2%

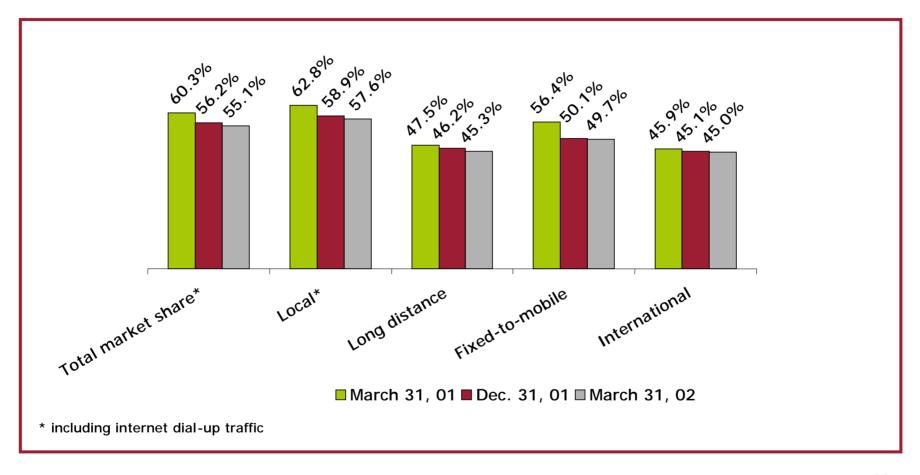


## **Fixed Line - Minutes**

(in millions of minutes)	Q1 2002	Q1 2001	% Change
Local	977	1,249	-21.8%
National long distance	201	219	-8.2%
Fixed-to-mobile	197	212	-7.1%
International	123	117	5.1%
Internet dial up	1,152	1,188	-3.0%
Total fixed line minutes	2,650	2,985	-11.2%
Carrier services:			
Incoming international	281	249	12.8%
Outgoing international	299	218	37.2%

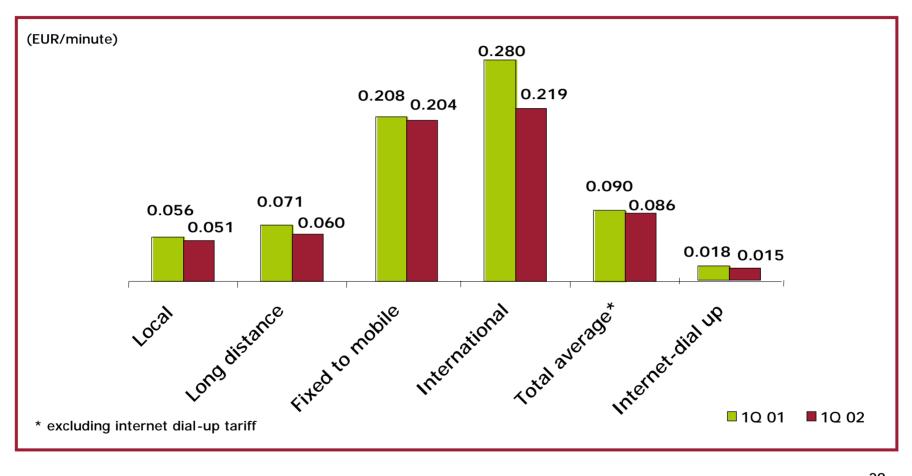


#### **Fixed Line - Market Shares**





## Fixed Line - Average Tariffs





## Mobilkom's Subscribers

Customers ('000s)	March 31, 2002	March 31, 2001	l % change
Austria Contract Prepaid Total	1,445 1,397 2,842	1,354 1,480 2,834	6.7% -5.6% <b>0.3%</b>
Croatia Contract Prepaid Total	129 782 <b>911</b>	67 537 604	92.1% 45.7% <b>50.9%</b>
Slovenia Contract Prepaid Total	114 177 291	31 137 168	267.7% 29.2% 73.2%
Liechtenstein	2	-	-
Total Group	4,046	3,606	12.2%



## Mobilkom's Traffic Development

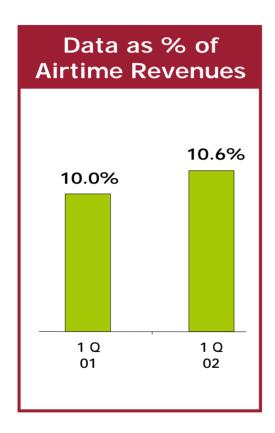
1Q 2002	1Q 2001
971.2	872.1
870.2	761.8
2,858.6	2,822.0
113	103
102	90
	971.2 870.2 2,858.6 113

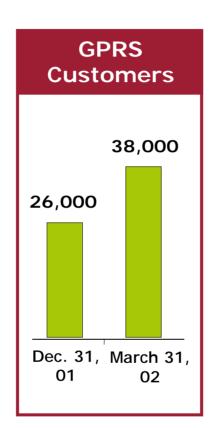
31

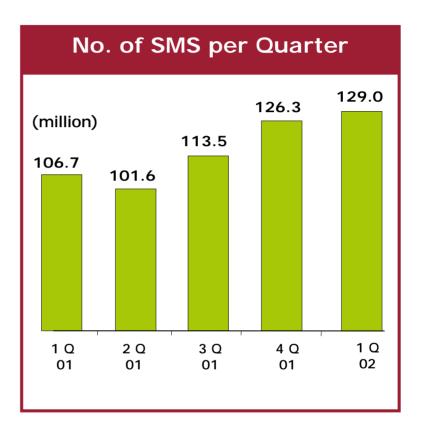


<sup>\*</sup> Rated MOUs of Mobilkom customers

### Mobilkom Austria - Mobile Data

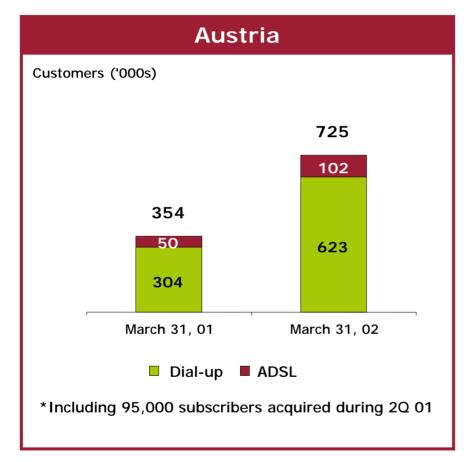








#### **Internet Subscribers**







## **Headcount\* Development**

(average of period)	1Q 2002	1Q 2001	Change
Fixed Line*	11,596	14,031	-2,435
Mobile	3,469	2,993	476
Data	874	946	-72
Internet	378	243	135
Telekom Austria Group	16,317	18,213	-1,896
*including idle workforce	914	299	615
Mobile Data Internet Telekom Austria Group	3,469 874 378 <b>16,317</b>	2,993 946 243 <b>18,213</b>	476 -72 135 - <b>1</b> ,8 <b>96</b>

(end of period)	1Q 2002	1Q 2001	Change
Fixed Line*	11,524	13,889	-2,365
Mobile	3,470	3,026	444
Data	868	941	-73
Internet	382	263	119
Telekom Austria Group	16,244	18,119	-1,875
*including idle workforce	866	555	311

<sup>\* =</sup> Full-time-equivalents

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### Fixed Line - Revenue Breakdown

(EUR million)	1Q 02	10 01	% change
Traffic revenues	128.2	163.6	-21.7%
Monthly rental	154.9	157.6	-1.7%
Interconnection	95.1	90.3	5.3%
Leased lines	56.8	69.3	-18.0%
Equipment	19.7	24.7	-20.2%
Other	57.9	62.1	-6.7% <b>-9.7%</b>
Total fixed line operating revenues	512.5	567.6	-9.1%

### Mobile - Revenue Breakdown

(EUR million)	10 02	10 01	% change
Traffic revenues Monthly rental Equipment Roaming Interconnection Other Discounts  Total mobile operating communications revenues	226.3	194.9	16.1%
	67.7	62.5	8.3%
	35.0	42.0	-16.7%
	45.4	47.4	-4.2%
	68.0	65.0	4.6%
	9.8	4.3	127.9%
	0.1	-3.8	-
	452.3	412.3	9.7%



## **Operating Revenues by Segment**

(EUR million)	10 02	10 01	% change	1Q 01 unadjusted
Fixed line services Data communications services Internet Intersegmental eliminations & other	512.6 77.3 28.5 -52.5	567.7 73.6 18.5 -64.1	-9.7% 5.0% 54.1% 18.1%	638.8 73.6 18.5 -64.1
Consolidated operating revenues	565.9	595.7	-5.0%	666.7
Mobile communications services Intersegmental eliminations	452.2 -55.6	412.2 -63.8	9.7% 12.9%	411.9 -111.2
Total managed operating revenues	962.5	944.1	1.9%	967.4

							37	
	▶2001	▶2002	▶2003	▶2004	▶2005	▶2006	▶2007	▶2008
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					Tolokom	Auctria	Graun	

# **EBITDA by Segment - Excluding Idle Workforce Costs**

(EUR million)	1Q 02	10 01	% change
Fixed line services Data communications services Internet Intersegmental eliminations & other	211.2	210.2	0.5%
	16.1	7.9	103.8%
	-1.6	-2.2	n.m.
	0.0	0.0	-
Consolidated EBITDA	225.7	215.9	4.5%
Mobile communications services	188.2	159.3	18.1%
Intersegmental eliminations & other	0.0	0.0	-
Total managed EBITDA	413.9	375.2	10.3%
Consolidated EBITDA excluding idle workforce costs Costs for idle workforce Consolidated EBITDA	<i>225.7</i>	215.9	4.5%
	-9.7	-4.2	131.0%
	216.0	211.7	2.0%

# **EBIT by Segment - Excluding Idle Workforce Costs**

(EUR million)	10 02	10 01	% change
Fixed line services	14.8	9.9	49.5%
Data communications services	7.8	0.0	n.m.
Internet	-3.8	-5.5	30.9%
Intersegmental eliminations & other	0.0	-9.7	n.m.
Consolidated EBIT	18.8	-5.3	n.m.
No. It is a second of the seco	400.0	100 (	40.007
Mobile communications services	122.3	102.6	19.2%
Intersegmental eliminations & other	-0.1	0.0	n.m.
Total managed EBIT	141.0	97.3	44.9%
Total managed LBT	141.0	77.3	44.970
Consolidated EBIT	18.8	-5.3	n.m.
excluding idle workforce costs			
Costs for idle workforce	-9.7	-4.2	131.0%
Consolidated EBIT	9.1	-9.5	n.m.



## **Capital Expenditures\***

(EUR million)	1Q 2002	1Q 2001	% change
Fixed Line	31.0	71.2	-56.5%
Data Communications	6.6	5.2	26.9%
Internet	2.9	1.7	70.6%
Mobile Communications	40.5	48.3	-16.1%
Telekom Austria Group	81.0	126.4	-35.9%

<sup>\*</sup> Additions to property, plant & equipment

## Net Debt - Telekom Austria Group

(in EUR million)	March 31, 02	Dec. 31, 01
Long-term debt	1,902.2	2,005.2
Short-term debt	759.9	978.1
- Cross border lease, included in s/t debt	-105.1	-87.5
+ Capital lease obligations	6.3	7.5
+ Related Parties	65.0	-
- Intercompany accounts with Mobilkom Austria	-344.6	-286.5
Cash and cash equivalents and short-term investments	-25.6	-34.9
Financial instruments, included in other assets	-54.5	-47.9
Net debt Telekom Austria	2,203.5	2,534.0
Long-term debt	700.6	668.0
Short-term debt	39.4	37.2
- Cross border lease, included in s/t debt	-23.9	-23.7
+ Capital lease obligations	6.3	7.0
Intercompany accounts with Telekom Austria	126.6	68.5
Cash and cash equivalents and short-term investments	-97.7	-8.9
Net debt Mobilkom Austria	751.3	748.1
Net debt of Telekom Austra Group	2,954.8	3,282.1
Shareholders' equity	2,542.6	2,500.4
Net debt/equity	116.2%	131.3%

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