

# Telekom Austria Group Results for the First Half 2006

August 23, 2006

# **Cautionary Statement**

"This presentation contains certain forward-looking statements. Actual results may differ materially from those projected or implied in such forward-looking statements. Forwardlooking 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 earnings release and certain sections of the Company's Annual Report on Form 20-F.

Although Telekom Austria has conducted diligence customary in acquisitions in Central and Eastern Europe, based on the information to which Telekom Austria was given access during the acquisition process, Telekom Austria has not been involved in the management of Mobiltel until July 12, 2005. Financial data prior to this period are given for comparative purposes only. Telekom Austria does not take responsibility for the correctness of these figures."



## Agenda

- Key Developments
- Wireless
- Wireline
- Financial Overview
- Outlook



# Key Developments

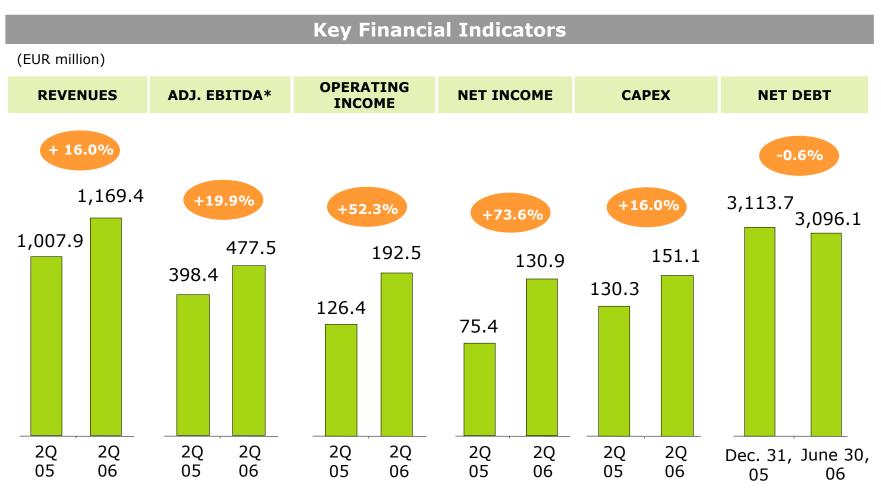


# Telekom Austria – Highlights 2Q 2006

- Strong growth of group revenues, adjusted EBITDA and operating income reflect contribution from Mobiltel
- Group net income rises by 73.6% to EUR 130.9 million, earnings per share increase by 74.8%
- Share buyback intensified with EUR 115.9 million executed in 2Q 06
- Strong broadband revenues partly offset decline of voice driven by fixed to mobile migration
- All wireless companies show strong subscriber development
- Wireless adjusted EBITDA margin rises to 40.2%
- Withdrawal from bidding for Serbia's Mobi 63 demonstrates management discipline and focus on value creation

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# Telekom Austria – 2Q 2006 Improvement of Results Reflect Contribution of Mobiltel



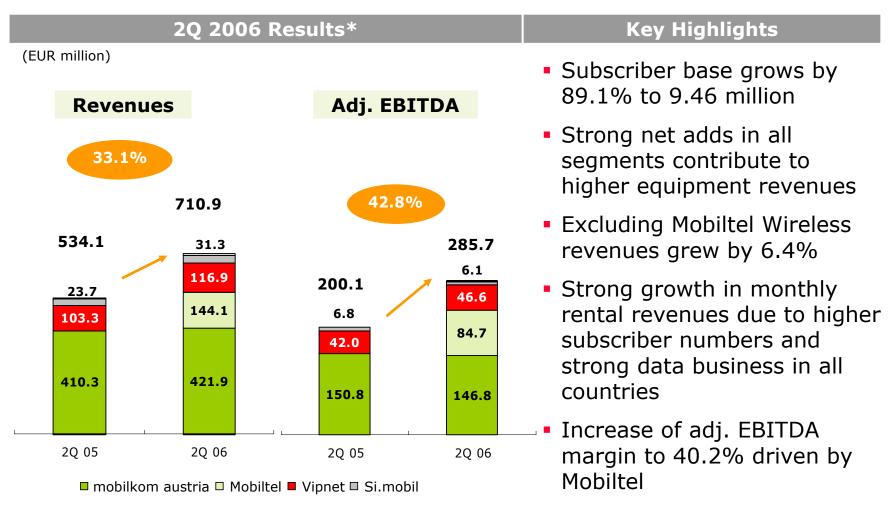
\* Adjusted EBITDA is defined as net income before interest, income tax expense, depreciation and amortization, impairment charges, equity in earnings of affiliates, income/loss from investments and foreign exchange differences.

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# Wireless



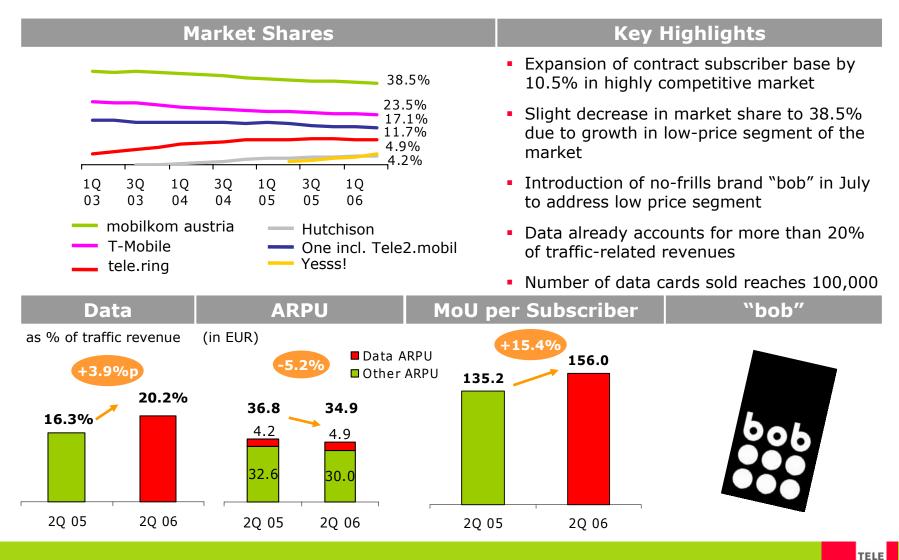
# Strong Net Adds Figures in All Countries Drive Growth of Subscriber Base



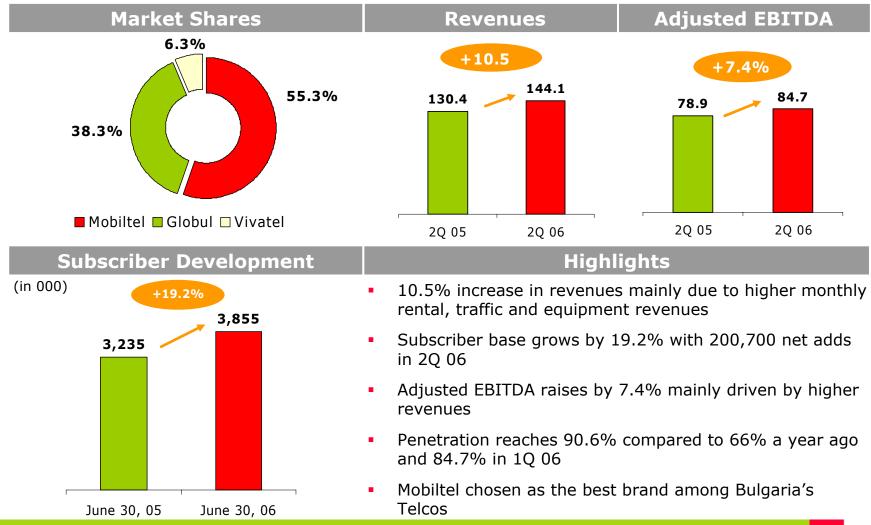
\* Mobiltel financial results are not included in 2Q 2005 results.

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## mobilkom austria Adapts Dual Brand Strategy to Address Growing Low Price Segment

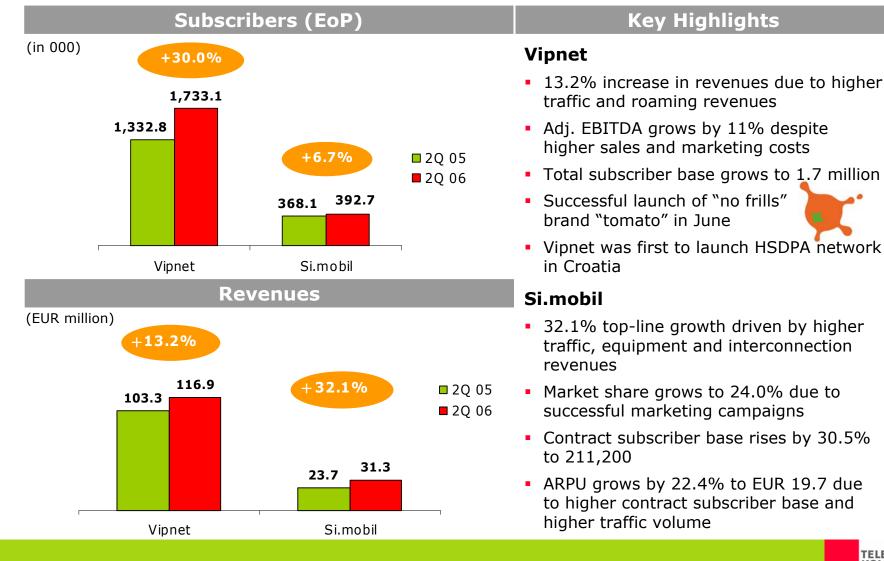


# Bulgarian Market Remains Competitive Despite Less Promotion





# Launch of No-Frills Brand "tomato" in Croatia, Si.mobil Grows Revenues by 32%

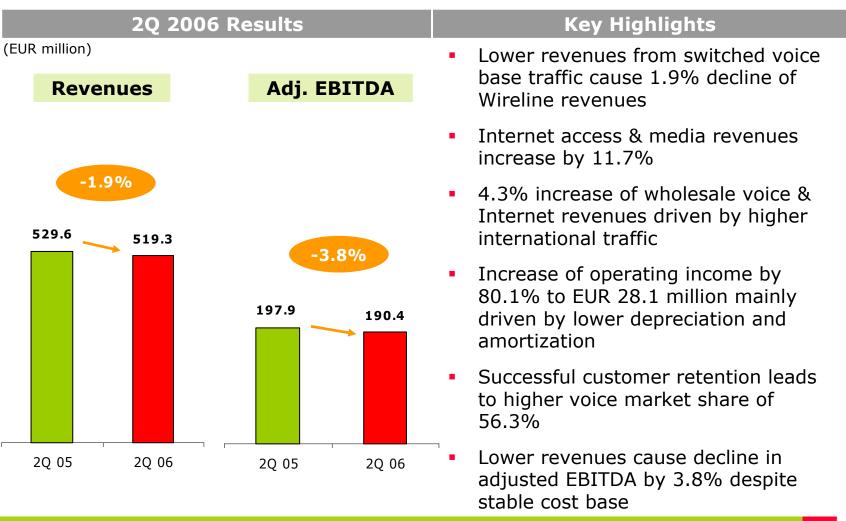


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# Wireline

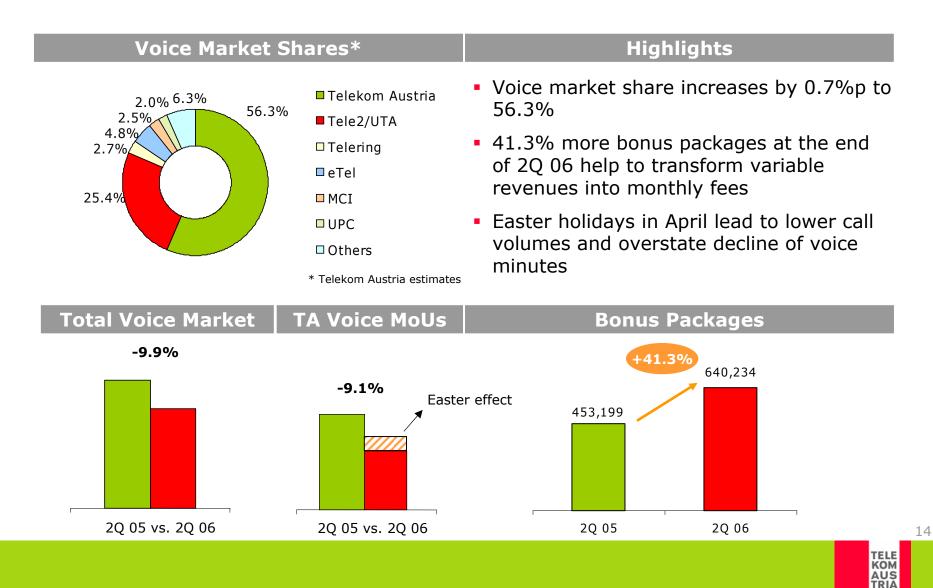


# Internet Access & Media and Wholesale Voice Partly Offset Lower Voice Revenues

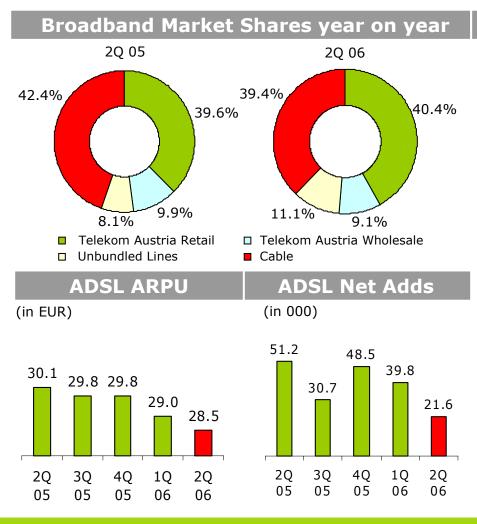




# Successful Customer Retention Leads to Increase in Voice Market Share



# Stable Broadband Market Share, Higher ADSL Subscriber Base Drive Broadband Revenues



#### Highlights

- Broadband market share remains stable at 49.5% year on year
- 23.5% increase of ADSL revenues offsets decline in ADSL ARPU
- Number of unbundled lines rises to 162,700 in 2Q 06 compared to 97,000 year on year
- Total ADSL access lines increase by 28.8% to 637,600
- Net adds decline due to strong marketing campaigns for mobile data cards
- Introduction of naked ADSL & mobile voice bundle with focus on access line retention
- Shift in customer mix following strong growth of entry level segment drives ARPU development



# Introduction of Two Product Bundles with mobilkom austria

### aonSpeed & A1 MOBILE BROADBAND



- First UMTS mobile broadband & ADSL fixed broadband Internet offer
- No installation fee
- Monthly fee up from € 29.90
- Offers new customers strong broadband and highest flexibility

### aonPur & up to 3 A1 mobile phones

- Special offer only in Vienna up from € 39.90 for new customers
- No activation fee for mobile phones
- No monthly fee for mobile phones, minimum spend of € 10-35/month
- naked ADSL: No installation fee for ADSL, monthly fee starting at € 39.90



Offers end August 31, 2006. Both packages require a binding of 18 months (Telekom Austria) and 24 months (mobilkom austria).



# Financial Overview



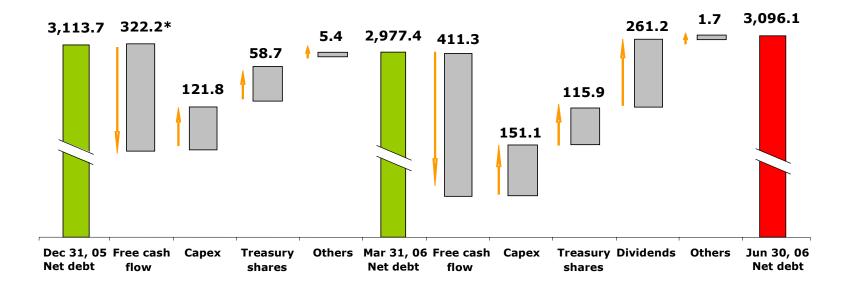
# Adjusted EBITDA Margin Rises to 40.8%, Net Income Increases by 74%

(EUR million)	2Q 06	2Q 05	% change	1H 06	1H 05 9	% change
Total revenues	1,169.4	1,007.9	16.0%	2,328.0	2,008.5	15.9%
Other operating income	13.8	13.0	6.2%	27.3	30.9	-11.7%
Adjusted EBITDA	477.5	398.4	19.9%	981.8	830.9	18.2%
Adjusted EBITDA Margin	40.8%	39.5%	3.3%	42.2%	41.4%	1.9%
Operating income	192.5	126.4	52.3%	414.1	296.0	39.9%
Net income	130.9	75.4	73.6%	284.9	186.0	53.2%
Capital expenditures	151.1	130.3	16.0%	272.9	249.5	9.4%
(EUR million)	Jun 30, 2006	Dec 31, 2005	% change			
Net debt (end of period)	3,096.1	3,113.7	-0.6%			



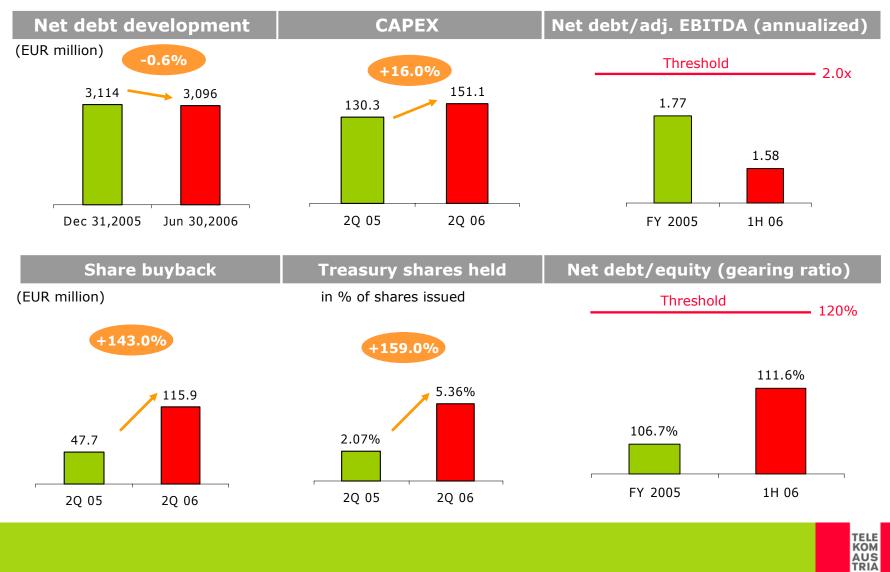
# Free Cash Flow of EUR 733 mn in 1H 06, EUR 436 mn paid for Dividends & Share Buybacks

Net debt development since December 2005



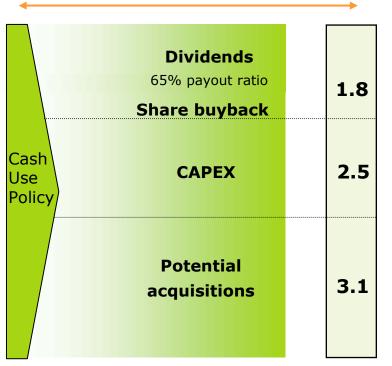


# Dividends Paid & Share Buyback Allow Only Slight Decrease of Net Debt



# Withdrawal from Auction of Mobi 63 Creates Scope for Revision of Cash Use Policy

#### Cash Use Policy announced in Dec 05



#### Period 2006-2009

#### **Key Messages**

- Telekom Austria participated in the tender for Serbian operator Mobi 63 end of July
- Management decided to withdraw from the auction once the bid exceeded the price that management believed was justified
- Non-execution of planned acquisition in Serbia creates scope for revision of existing cash use policy until spring
- Management will also explore possibilities to return additional capital to shareholders
- Tender for Bosnian operator Telekom Srpske is the key focus of the management



# Expansion into Eastern & South-Eastern Europe Remains Cornerstone of Strategy

#### **Extending the Footprint to Bosnia & Herzegovina is Near Term Focus**



- Results of tender in Serbia demonstrate management's prudent approach towards M&A to ensure value accretion
- Greenfield operation in Serbia will be evaluated in terms of its strategic and financial fit
- Management expects new opportunities in the target region within next years

#### **Project Status Telekom Srpske**

- Invitation to tender for a purchase of 65% published on August 4<sup>th</sup> 2006
- Bids should be submitted no later than October 4, 2006
- Finalization of tender expected in 4Q 06
- Other opportunities in Bosnia have recently emerged



# Outlook



# Improved Outlook for FY 2006

Group	<ul> <li>Revenue growth of about 5% and increase in adjusted EBITD of about 10%</li> <li>Upgrade of growth expectations for operating income and ne income. Both expected to rise by more than 20%</li> <li>Constant pay-out ratio of 65%</li> <li>Increase in Capex by around 8% due to consolidation of Mobiltel and 3G investments</li> </ul>	
Wireline	<ul> <li>Continuing migration of call volumes to mobile will lead to lower revenues and slightly higher than expected decline in adjusted EBITDA; strong growth in broadband area will not fully offset decline in voice business</li> </ul>	
Wireless	<ul> <li>Further rise in revenues and slightly stronger than expected increase in adjusted EBITDA from contribution of Mobiltel; increasing contribution from international operations, fierce price competition in all markets</li> </ul>	24



# Appendix



# Regulatory Issues (1)

### **Key Aspects**

- Market Analysis of telecommunication markets: every two years RTR has to evaluate stage of competition on regulated markets – national consultation started in June and is still ongoing.
- European Commission published new draft documents for consultation on the Review 2006 and on Market Definitions: only 12 instead of 18 markets defined.
- Public payphones: the minimum charge of  $\in$ c 20 was increased up to  $\in$ c 30.
- Gliding Path Model Mobile Termination: Regulator urged mid-term unification of mobile termination rates between operators; Reduction takes place according to a gliding path model: by July 1, 2006 mobilkom austria reduced its termination rate to €c 8.34.
- Acquisition of tele.ring: Commission clears acquisition of Austrian mobile phone operator tele.ring by T-Mobile.
- Si.mobil acquired mobile sites for EUR 2.5 million from Vega which exits the market.

Roaming Regulation:

 National market: RTR found no SMP on this market. Therefore, no regulatory measures will be imposed on mobilkom.



# Regulatory Issues (2)

### Key Aspects

- European level: In July 2006 the European Commission brought forward a proposal for a regulation on roaming charges. The proposed regulation lays down the following rules on roaming charges:
- Wholesale prices must not exceed for a
  - national call: average European mobile termination rate multiplied by a factor of two
  - international call: average European mobile termination rate multiplied by a factor of three
- Retail prices must not exceed for
  - a national call: wholesale price + 30%
  - a international call: wholesale price + 30%
  - receiving a call: average European mobile termination rate + 30%
- Transparency measures: information by SMS of the customer of the relevant prices for a roaming call whenever the customer goes abroad

The proposal has to be adopted by both the national governments represented in the Council of Ministers and the EU Parliament in parallel before it can come into force. This "co-decision procedure" will presumably be concluded in the second half of 2007.

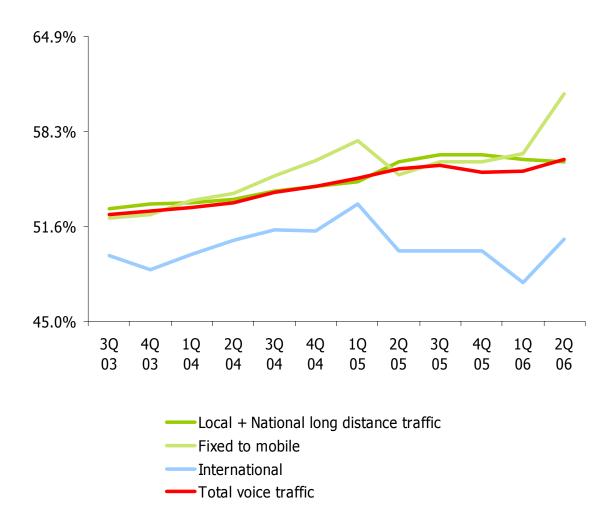


## Wireline - Access Lines

(in 000)	2Q 06	2Q 05	% change
PSTN access lines	2,319.0	2,412.1	-3.9%
Basic ISDN access lines	406.2	432.8	-6.2%
Multi ISDN access lines	7.3	7.4	-1.6%
Total access lines in service	2,732.4	2,852.4	-4.2%
of these ADSL access lines	637.6	495.1	28.8%
thereof ADSL wholesale lines	117.7	98.6	19.4%
	2Q 06	2Q 05	% change
Total access channels in service	3,350.6	3,500.8	-4.3%
	2Q 06	2Q 05	% change
ADSL net adds	21.6	51.2	-57.9%
Unbundled lines	162.7	97.0	67.7%

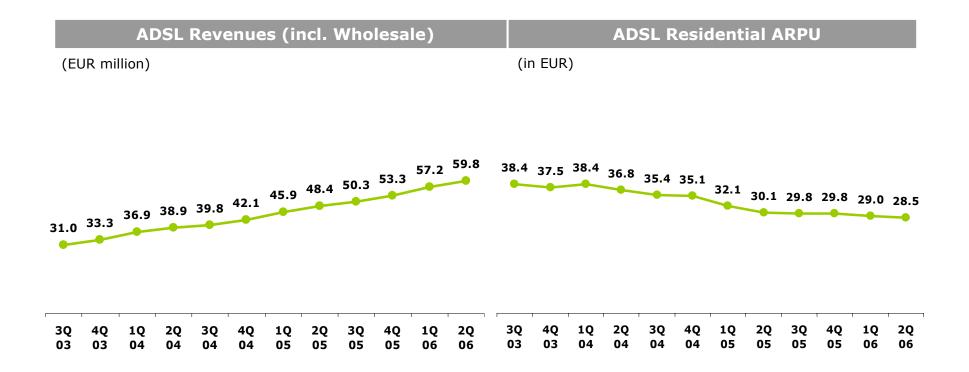


### Wireline - Market Shares



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## ADSL – Revenues and Residential ARPU





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# Wireline - Minutes and Average Tariffs

(in million minutes)	2Q 06	2Q 05	% change
National	866	959	-9.7%
Fixed-to-mobile	199	213	-6.5%
International	101	110	-8.3%
Total voice minutes	1,166	1,282	-9.1%
Internet dial-up	366	559	-34.5%
Total wireline minutes	1,532	1,841	-16.8%
(Average tariffs in EUR)	2Q 06	2Q 05	% change
National	0.040	0.040	0.0%
Fixed-to-mobile	0.166	0.188	-11.5%
International	0.178	0.181	-1.4%
Total voice average	0.074	0.077	-4.0%
Internet dial-up	0.017	0.017	0.0%



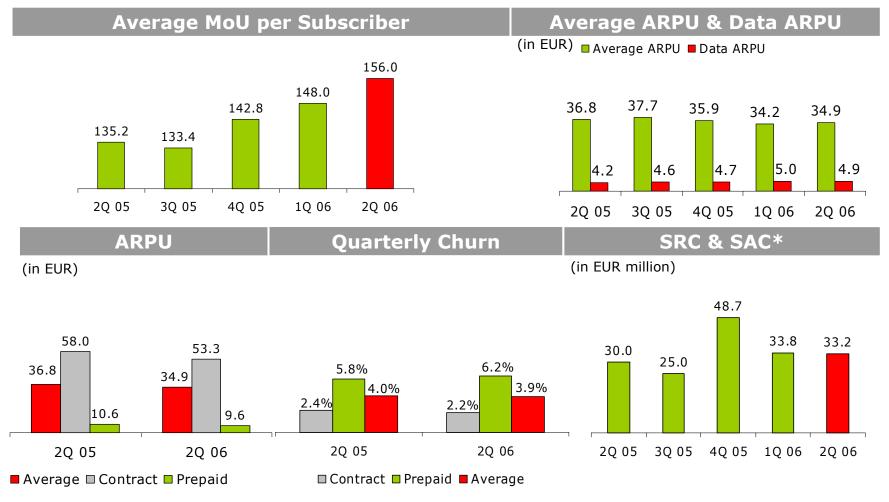
## Mobile Subscribers

	(in 000)	2Q 06	2Q 05	% change
	Contract	2,021.8	1,829.6	10.5%
	Prepaid	1,451.0	1,468.1	-1.2%
mobilkom austria	Total Austria	<b>3,472.8</b>	<b>3,297.7</b>	<b>5.3%</b>
				5.5%
	Market share	38.5%	39.8%	
	Contract	1,348.3	1,117.8	20.6%
TORE & TRONT FLAC. Lel	Prepaid	2,506.9	2,116.7	18.4%
	Total Bulgaria	3,855.2	3,234.5	19.2%
	Market share	55.3%	62.2%	
	Contract	276.8	218.0	27.0%
	Prepaid	1,456.3	1,114.8	30.6%
	Total Croatia	1,733.1	1,332.8	30.0%
	Market share	43.2%	44.7%	
	Contract	211.2	161.9	30.5%
simobil	Prepaid	181.5	206.2	-12.0%
<b>O</b> vodafone <sup>*</sup>	Total Slovenia	392.7	368.1	6.7%
	Market share	24.0%	23.4%	
mobilkom 🔴 liechtenstein	Total Liechtenstein	4.5	3.7	21.6%
	Market share	16.1%	13.9%	
	Total Wireless*	9,458.3	5,002.3	89.1%

\* Mobiltel figures are not included in 2Q 05 subscriber figures.



# Operational Data – mobilkom austria

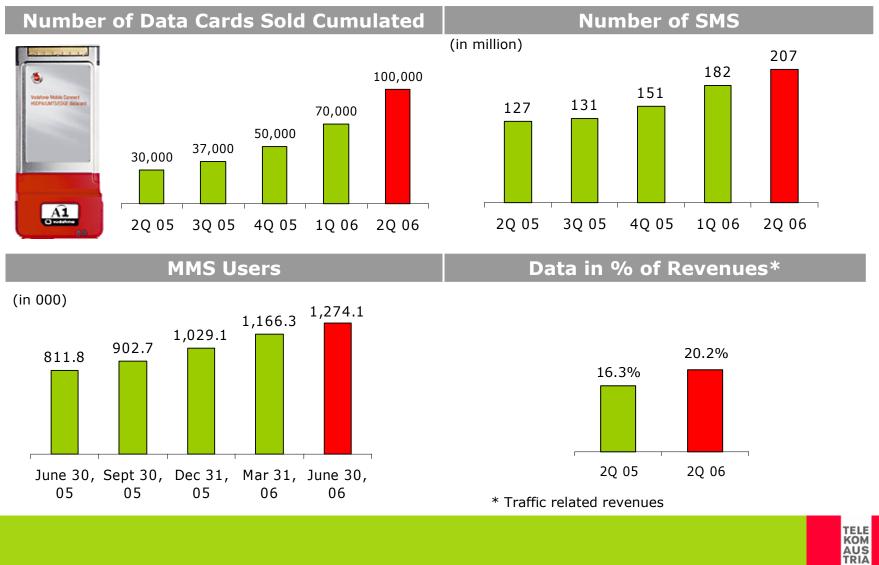


\* Subscriber retention cost & subscriber acquisition cost

33

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### mobilkom austria - Mobile Data



# Headcount\* Development

(average period)	1H 06	1H 05	change
Wireline	9,529	9,628	-99
Wireless	6,010	3,613	2,397
Telekom Austria Group	15,539	13,241	2,298
thereof Mobiltel	2,428		
(end of period)	Jun 30,2006	Jun 30,2005	change
(end of period) Wireline	<b>Jun 30,2006</b> 9,496	<b>Jun 30,2005</b> 9,585	change -89
Wireline	9,496	9,585	-89



\* Full-time-equivalents

## Wireline - Revenue Breakdown

(EUR million)	2Q 06	2Q 05	% change	1H 06	1H 05	% change
Switched voice base traffic Switched voice monthly & other voice	87.5	100.9	-13.3%	187.3	202.5	-7.5%
revenues	130.6	138.6	-5.8%	263.8	277.8	-5.0%
Payphones & VAS	11.2	12.1	-7.4%	22.0	24.7	-10.9%
Wholesale data & IT-solutions	103.1	101.6	1.5%	206.7	204.4	1.1%
Internet access & media	65.1	58.3	11.7%	132.4	116.3	13.8%
Wholesale voice & Internet	94.1	90.2	4.3%	186.4	178.4	4.5%
Other	27.7	27.9	-0.7%	55.6	55.7	-0.2%
Total wireline revenues	519.3	529.6	-1.9%	1,054.2	1,059.8	-0.5%





## Wireline - Expense Breakdown

(EUR million)	1H 06	1H 05	% change
Material expense	31.1	26.7	16.5%
Employee costs	258.9	256.6	0.9%
Depreciation, amortization and impairment charges	323.0	357.5	-9.7%
Interconnection	176.7	169.6	4.2%
Maintenance and repairs	46.7	46.1	1.3%
Services received	23.4	21.2	10.4%
Other support services	37.8	36.8	2.7%
Other	100.6	106.8	-5.8%
Total wireline expenses	998.2	1,021.3	-2.3%

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## Wireless - Revenue Breakdown

(EUR million)	2Q 06	2Q 05	% change	1H 06	1H 05	% change
Traffic revenues	364.0	292.3	24.5%	700.1	563.5	24.2%
Monthly rental	117.6	86.2	36.4%	236.6	169.9	39.3%
Equipment	55.8	43.1	29.5%	112.1	74.4	50.7%
Roaming	59.6	36.4	63.7%	125.1	92.7	35.0%
Interconnection	111.4	86.8	28.3%	219.1	167.9	30.5%
Other	12.2	3.4	258.8%	22.2	7.6	192.1%
Discounts	-9.7	-14.1	-31.2%	-16.1	-15.9	1.3%
Total wireless revenues*	710.9	534.1	33.1%	1,399.1	1,060.1	32.0%
Wireless revenues, on a comparable basis, excluding Mobiltel	568.5	534.1	6.4%	1,130.9	1,060.1	6.7%

 $\ast$  Mobiltel is not included in 2Q 05 and 1H 05 figures.



## Wireless - Expense Breakdown

(EUR million)	1H 06	1H 05	% change
Material expense	149.5	117.7	27.0%
Employee costs	107.4	93.3	15.1%
Depreciation, amortization and impairment charges	244.9	177.6	37.9%
Interconnection	153.5	122.7	25.1%
Repairs	35.0	29.0	20.7%
Services received	150.0	123.7	21.3%
Other support services	11.9	11.6	2.6%
Other	219.8	161.6	36.0%
Total wireless expenses*	1,072.0	837.2	28.0%
Wireless, on a comparable basis, excluding Mobiltel	897.6	837.2	7.2%



# Operating Revenues by Segment

(EUR million)	2Q 06	2Q 05	% change	1H 06	1H 05	% change
Wireline revenues	519.3	529.6	-1.9%	1,054.2	1,059.8	-0.5%
Wireless revenues*	710.9	534.1	33.1%	1,399.1	1,060.1	32.0%
Other & eliminations	-60.8	-55.8	9.0%	-125.3	-111.4	12.5%
Operating revenues	1,169.4	1,007.9	16.0%	2,328.0	2,008.5	15.9%
Wireless, on a comparable basis, excluding Mobiltel	568.5	534.1	6.4%	1,130.9	1,060.1	6.7%

 $\ast$  Mobiltel is not included in 2Q 05 and 1H 05 figures.

# Adjusted EBITDA and Operating Income by Segment

(EUR million)	2Q 06	2Q 05	% change	1H 06	1H 05	% change
Wireline EBITDA	190.4	197.9	-3.8%	400.8	418.0	-4.1%
Wireless EBITDA*	285.7	200.1	42.8%	579.3	412.2	40.5%
Other & eliminations	1.4	0.4	250.0%	1.7	0.7	142.9%
Adjusted EBITDA**	477.5	398.4	19.9%	981.8	830.9	18.2%
Wireless EBITDA, on a comparable basis, excluding Mobiltel	201.0	200.1	0.4%	417.6	412.2	1.3%
(EUR million)	2Q 06	2Q 05	% change	1H 06	1H 05	% change
					211 00	70 change
Wireline operating income	28.1	15.6	80.1%	77.8	60.4	28.8%
Wireline operating income Wireless operating income*						
	28.1	15.6	80.1%	77.8	60.4	28.8%
Wireless operating income*	28.1 163.0	15.6 110.3	80.1% 47.8%	77.8 334.4	60.4 234.6	28.8% 42.5%

 $\ast$  Mobiltel is not included in 2Q 05 and 1H 05 figures.

\*\* Operating income before depreciation, amortization and impairment charges.



# Capital Expenditures by Segment

(EUR million)	2Q 06	2Q 05	% change	1H 06	1H 05	% change
Wireline tangible	51.1	69.7	-26.7%	102.1	125.9	-18.9%
Wireless tangible*	81.6	47.7	71.1%	134.3	96.5	39.2%
Tangible (total)	132.7	117.4	13.0%	236.4	222.4	6.3%
Wireline intangible	2.1	4.0	-47.5%	11.6	11.5	0.9%
Wireless intangible*	16.3	8.9	83.1%	24.9	15.6	59.6%
Intangible (total)	18.4	12.9	42.6%	36.5	27.1	34.7%
Telekom Austria Group	151.1	130.3	16.0%	272.9	249.5	9.4%
Wireless tangible, on a comparable basis, excluding Mobiltel	58.3	47.7	22.2%	90.6	96.5	-6.1%
(EUR million)	2Q 06	2Q 05	% change	1H 06	1H 05	% change
(EUR million) <b>Wireless tangible</b>	2Q 06	2Q 05	% change	1H 06	1H 05	% change
	<b>2Q 06</b> 38.8	<b>2Q 05</b> 26.9	% change 44.2%	<b>1H 06</b> 60.1	<b>1H 05</b> 66.5	% change -9.6%
Wireless tangible						
<b>Wireless tangible</b> mobilkom austria	38.8	26.9	44.2%	60.1	66.5	-9.6%

 $\ast$  Mobiltel is not included in 2Q 05 and 1H 05 figures.



## Net Debt - Telekom Austria Group

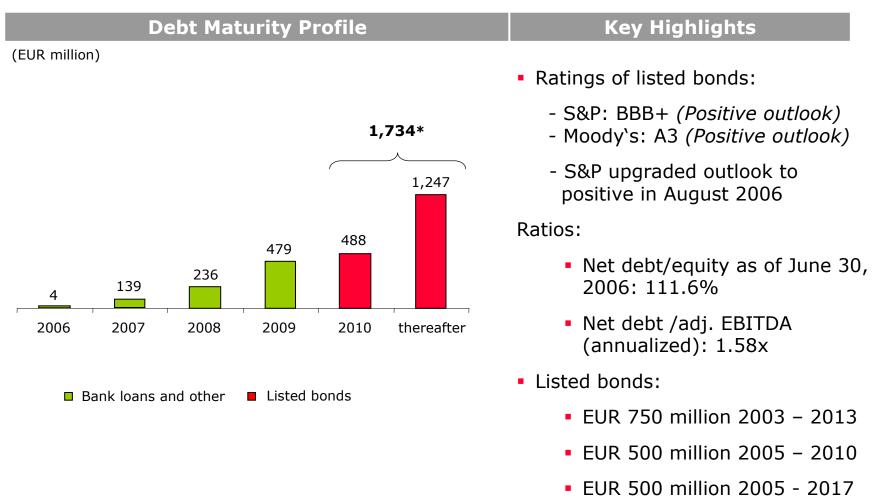
(EUR million)

#### Jun 30,2006 Dec 31,2005 % change

Long-term debt	2,485.0	2,557.7	-2.8%
Short-term debt	746.2	704.1	6.0%
- Short-term portion of capital and cross border lease obligations	-11.4	-9.4	21.3%
+ Capital lease obligations	0.6	0.6	0.0%
Cash and cash equivalents, short-term and long term investments	-124.3	-139.3	-10.8%
Net debt of Telekom Austria Group	3,096.1	3,113.7	-0.6%
Shareholders' equity	2,774.0	2,918.8	-5.0%
Net debt/equity	111.6%	106.7%	4.6%



# Telekom Austria Debt Maturity Profile



\*Listed bonds at amortized costs.



# Reconciliation from Adjusted EBITDA to Net Income\*

(EUR million)	2Q 06	2Q 05	2Q 05 % change		
Adjusted EBITDA**	477.5	398.4	19.9%		
Depreciation and amortization	-284.9	-272.0	4.7%		
Impairment charges	0.0	0.0	n.a.		
Operating income	192.5	126.4	52.3%		
Interest income	4.5	9.6	-53.1%		
Interest expense	-31.8	-34.6	-8.1%		
Accretion expense	-0.8	-0.9	-11.1%		
Foreign exchange differences	0.0	-0.1	n.a.		
Income from investments	0.1	0.4	-75.0%		
Equity in earnings of affiliates	-0.2	0.0	n.a.		
Income tax expense	-33.5	-25.4	31.9%		
Net income	130.9	75.4	73.6%		

\* Deviations may occur due to rounding differences. Mobiltel is not included in 2Q 05 figures.

\*\* Adjusted EBITDA is defined as operating income before depreciation, amortization and impairment charges.

