

Presentation

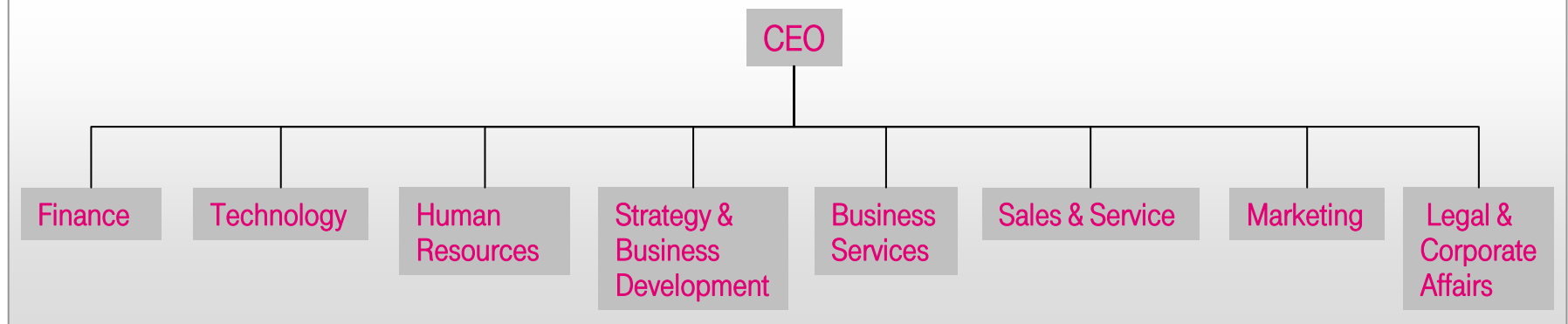
Magyar Telekom First Quarter 2010 results

Economic difficulties continue to exert downward pressures



# Change in organizational structure

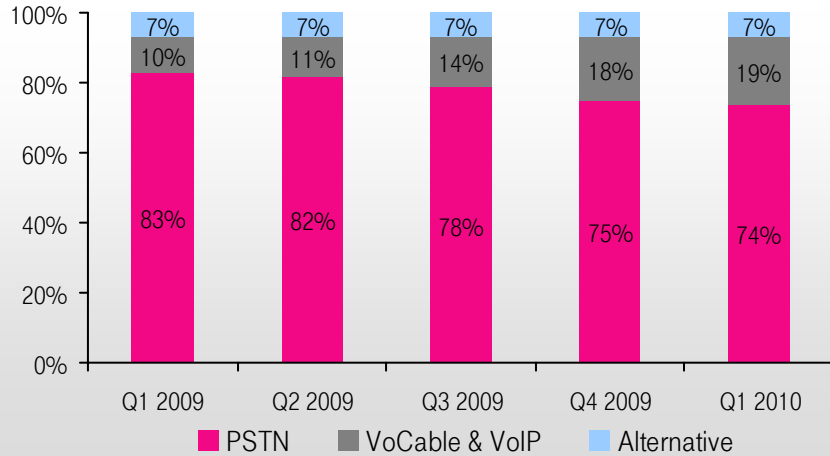
## New organizational structure – effective from July 1, 2010



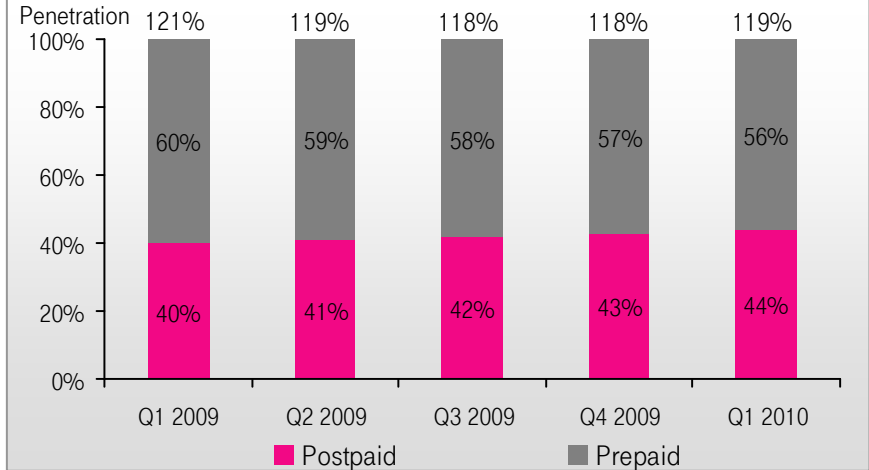
- improve effectiveness in responding to quickly changing market and economic conditions
- changes will enhance cooperation between marketing, sales and technology areas
- streamlining of the Finance area and the integration of the finance areas of the Business Units is driven primarily by the related rationalization and cost saving potentials
- new areas:
  - Marketing: all mass market product management, communications, market research and branding competencies
  - Sales & Service: responsible for sales, customer service, provisioning and logistics for customer premise equipment
  - Legal & Corporate Affairs: Legal and Regulatory, Public Affairs, Internal Audit, Compliance, Security

# Hungarian market – infrastructure based-competition

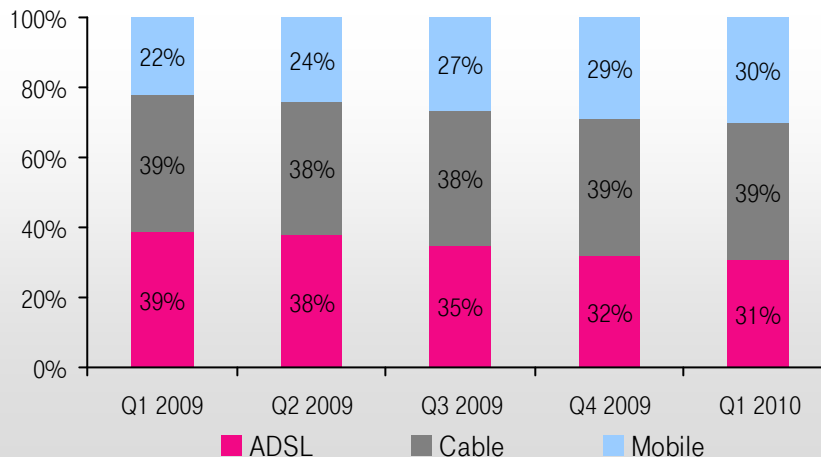
## Wireline voice traffic trends



## Mobile subscriber trends



## Broadband subscriber trends



## Competing infrastructures

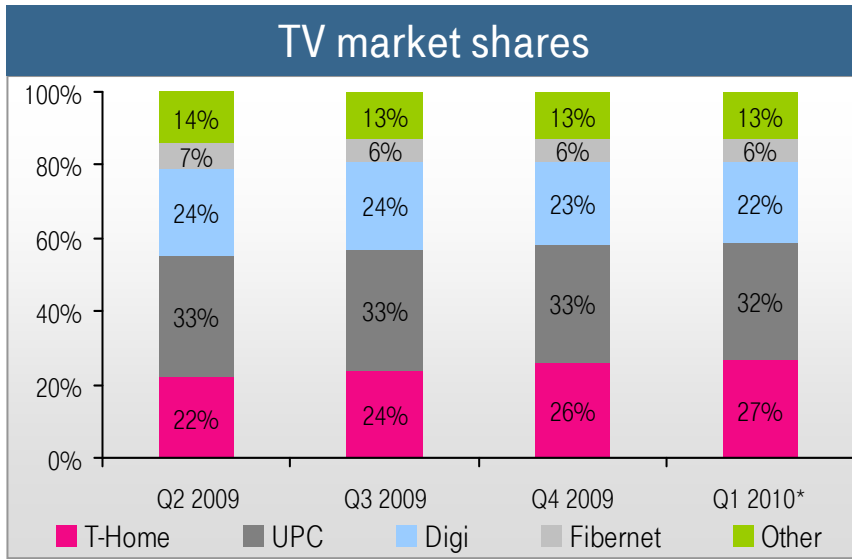
- **Copper network:** LTO structure, 80% of households served by Magyar Telekom
- **Cable network:** over 70% household coverage, most upgraded to high-speed broadband service
- **Mobile network:** three quality networks with UMTS capability
- **Fiber rollout:** not just LTOs but other start-up/cable companies also rolling out fiber network

Strong infrastructure based competition with triple play services offered on copper, fiber, cable and mobile networks

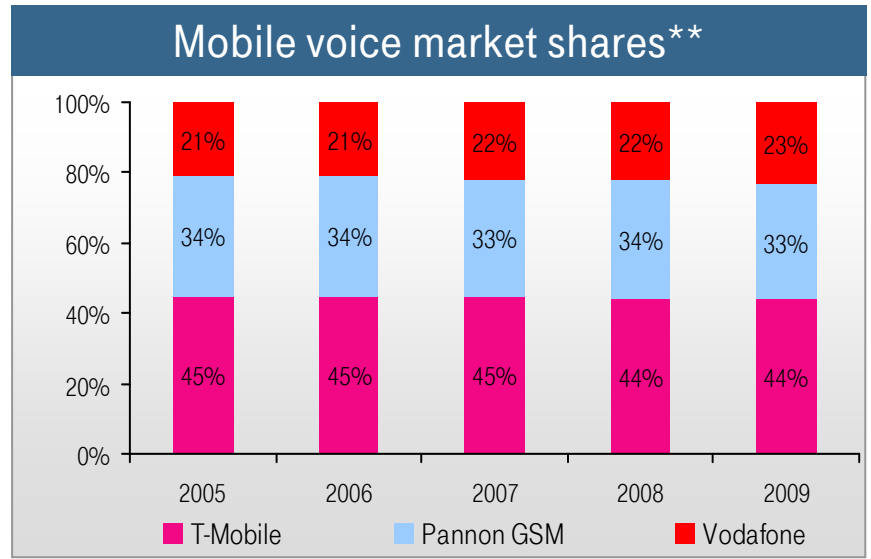
Source: NRA



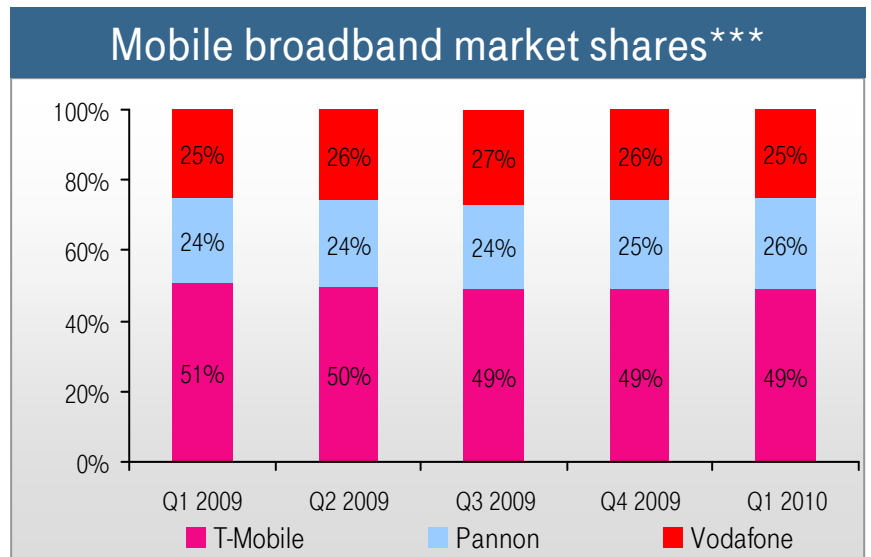
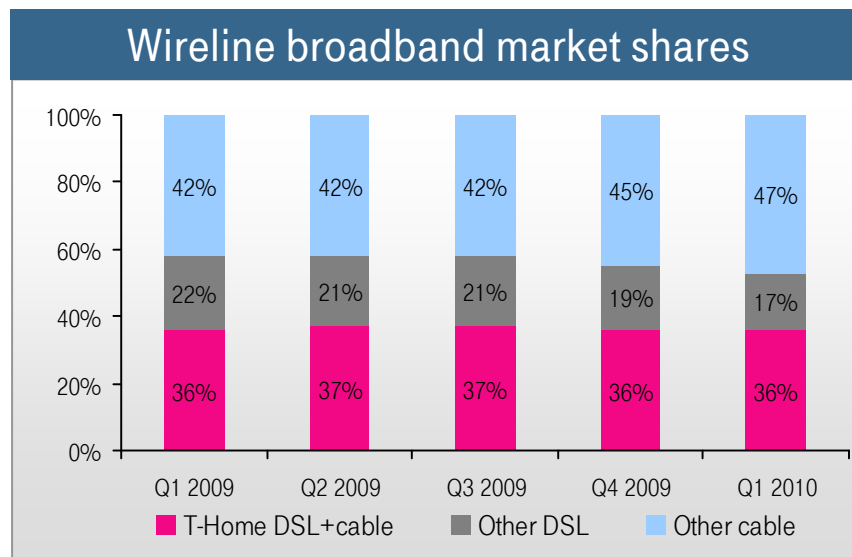
# Strong positions across all segments of the Hungarian market



\*Q1 2010 TV figures are preliminary data



\*\*based on active SIM cards

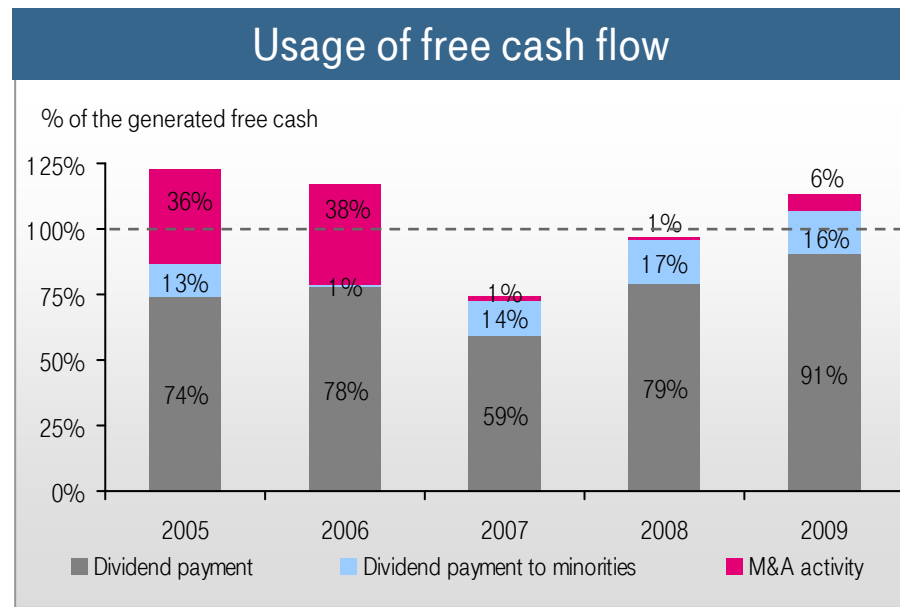
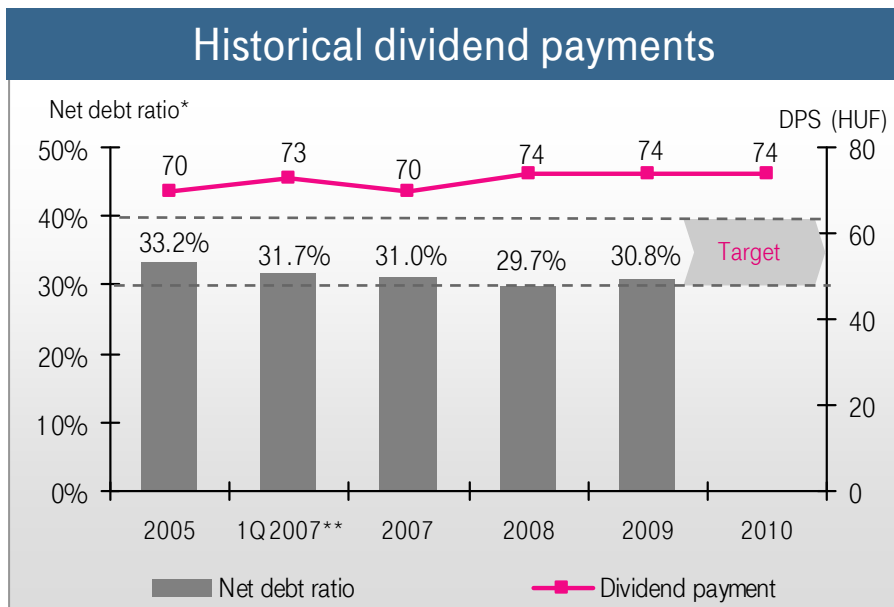


\*\*\*based on traffic generating subs.

Source: NRA



# Dividend policy



Net debt ratio was 30.8% at the end of 2009

The Annual General Meeting approved the payment of HUF 74 dividend per share after 2009 earnings

Dividend policy driven by targeted balance sheet structure

- keep net debt ratio within 30-40% range
- maintain a flexible balance sheet in case value-creating acquisition opportunities arise

Current dividend yield is 11%\*

\* net debt / (net debt + total equity)

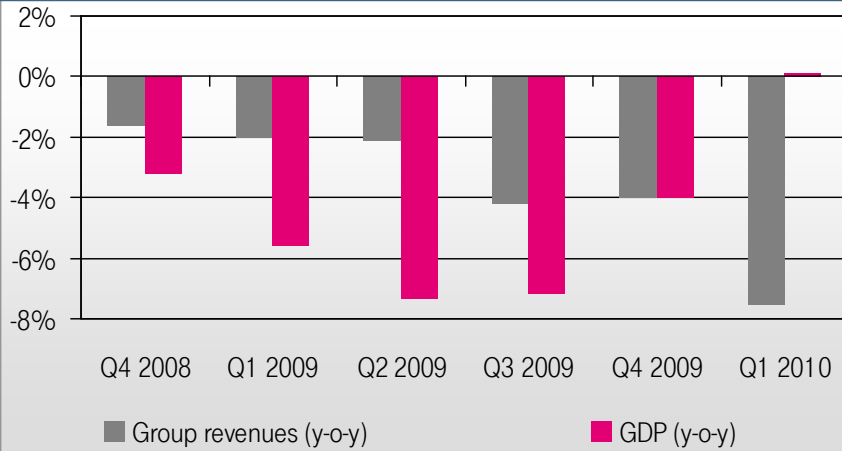
\*\* 2006 dividend payment (for 2005 financials) was delayed to January 2007

\*yield calculation is based on the share price of HUF 695 (February 26, 2010)



# Economic environment – still a drag on Magyar Telekom

## Group revenues and Hungarian GDP



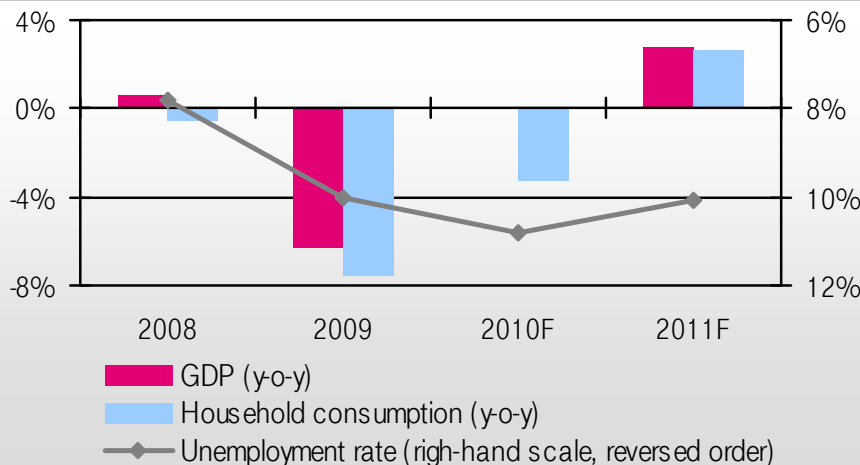
Economic indicators influence telecommunication spending in different ways

- in 2009 all components of economic activity suffered a meaningful decline in Hungary
- telecommunication spending lags GDP trend
- the demand for telecommunication services is more closely correlated with employment, disposable income and household consumption development

Recession is putting significant pressure on business performance

- customers in all sectors are heavily rationalizing their telecommunication spending
- churn rates have increased and usage has decreased both in the residential and business segment
- bad-debt ratio increased to 1.6% by end-March 2010 (from 0.9% a year earlier)

## Hungarian macroeconomic indicators






Source: European Commission May-2010 forecasts

Continued pressure on telecommunication spending expected in 2010

- despite stabilizing GDP, other lagging indicators set to remain weak in 2010
- unemployment likely to peak in H2 2010
- contained wage and disposable income developments
- continued relatively tight credit conditions



# Public targets for 2010 maintained

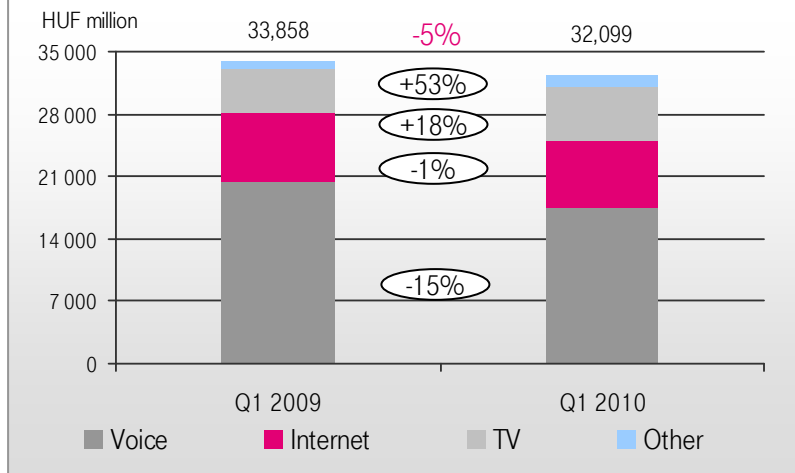
	2010 public targets	2010 Q1 results
 Revenue	<p>5-7% decline</p> <ul style="list-style-type: none"><li>■ decreasing consumer spending</li><li>■ rationalization in the business sector</li><li>■ stronger HUF compared to average 2009 FX rates</li></ul>	<p>7.5% decline</p> <ul style="list-style-type: none"><li>■ continued recessionary impacts</li><li>■ intense competition</li><li>■ saturated core markets</li><li>■ significant forint strengthening</li></ul>
 Underlying* EBITDA <i>*Excluding special influences</i>	<p>5-7% decline</p> <ul style="list-style-type: none"><li>■ intense competition and adverse economic environment negatively impacting margins</li><li>■ margin pressure due to higher portion of SI/IT revenues</li></ul>	<p>11.1% decline</p> <ul style="list-style-type: none"><li>■ cost cutting initiatives could not fully offset the negative trends in voice revenues</li></ul>
 Capex	<p>approximately 5% decline</p> <ul style="list-style-type: none"><li>■ focusing on cost discipline</li><li>■ higher portion of less Capex intensive SI/IT revenues</li></ul>	<p>22% decrease</p> <ul style="list-style-type: none"><li>■ expected to converge to public target during the year</li></ul>



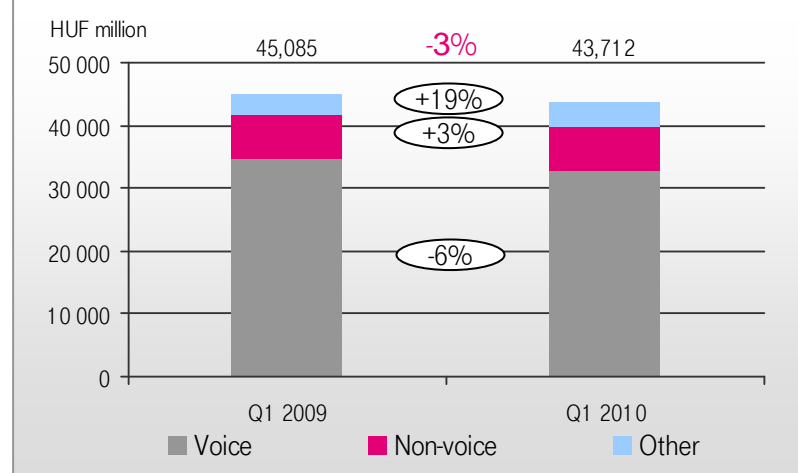


# Consumer Services Business Unit (CBU) - Financials

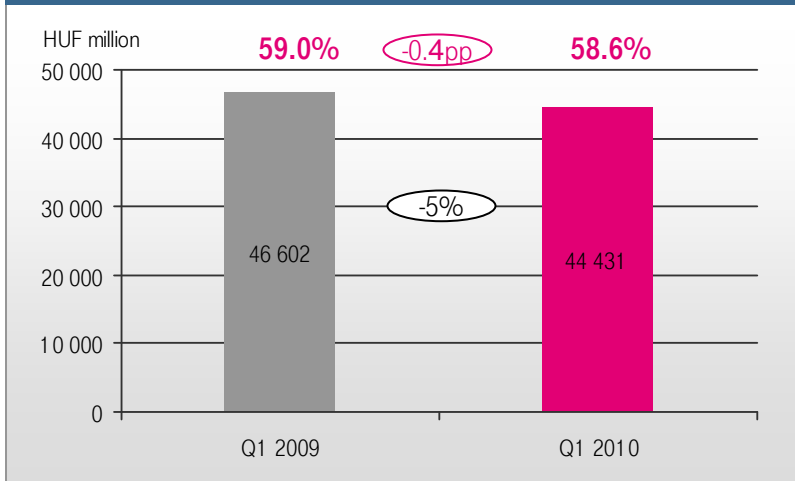
## Fixed line revenues



## Mobile revenues



## EBITDA and margin



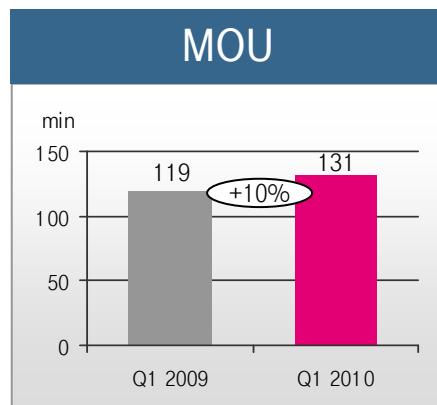
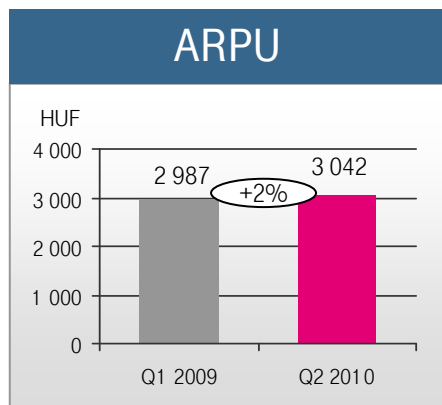
### Revenue decline principally driven by recession

- depressed consumer spending remains the most significant negative driver
- churn remained high both in fixed line and mobile
- voice migration towards IP based solutions
- Internet revenues down due to price reductions
- regulatory impacts on mobile revenues (cut in mobile termination rates and roaming tariffs)

### EBITDA margin broadly stable

- disciplined efficiency improvement efforts offset the negative revenue impact

# CBU – mobile operations



## Mobile voice market still under pressure

- customers are cost sensitive
- due to lower disposable income churn levels are still high
- in Q1 2010 customer numbers decline stopped and penetration slightly increased
- ARPU stabilized on the back of higher usage

## Tariff erosion

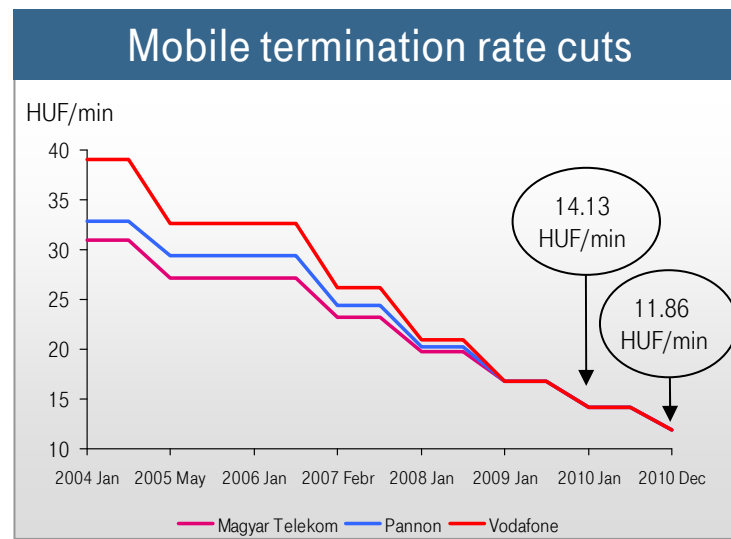
- average voice revenue per minute decline of 9%
- more conscious package selection
- wide use of closed-user-group services
- annual cuts in mobile termination rates
- EU-regulated roaming tariffs

## Mobile internet development

- leading market position with 49% market share
- number of subscribers exceeded 460,000 at end of Q1 2010
- 3G/HSDPA network covering ~75% of population

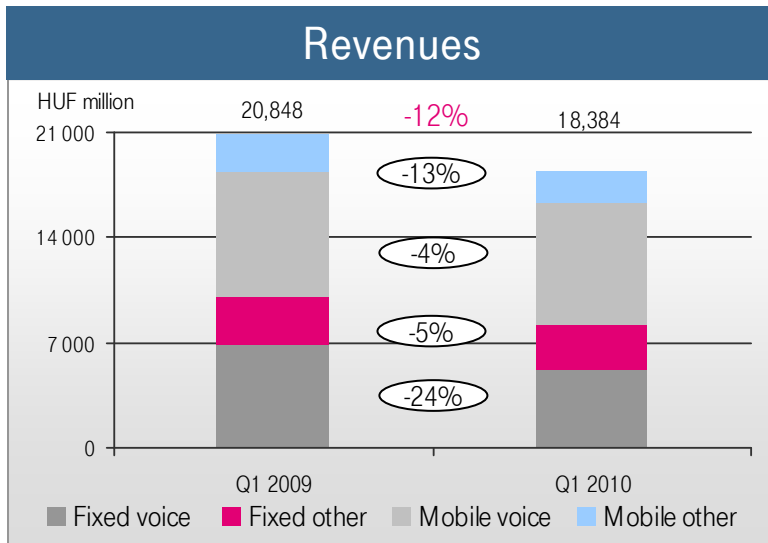
## Mobile termination fee regulation

- asymmetry eliminated from beginning of 2009
- further 16% cuts in Jan-2010 and Dec-2010
- current rates are 14 HUF/min (EUR 0.05)





# Macedonia - Financials

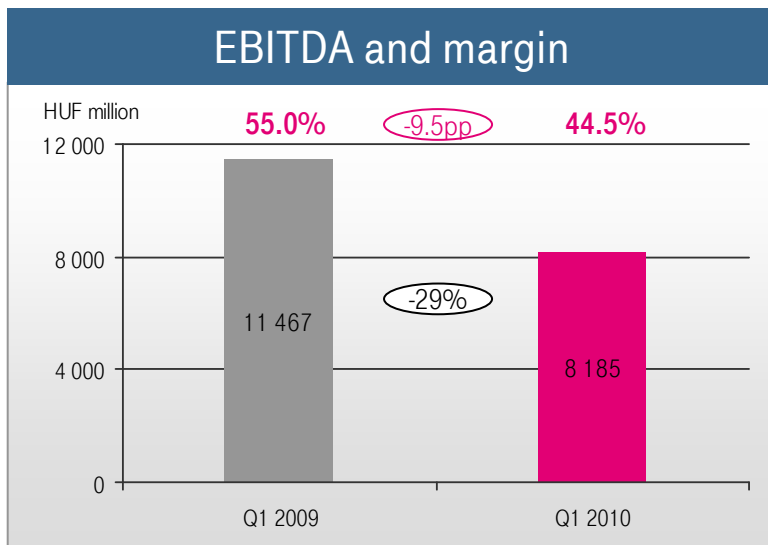


## Results negatively impacted by FX impact

- HUF strengthened on average by 7.8% to the Macedonian Denar in Q1 2010
- excluding FX impact: revenues were down by 4%
- excluding FX impact: underlying EBITDA down by 23% (driven by two one-off items in the amount of HUF 1.5bn)

## Declining fixed line revenues

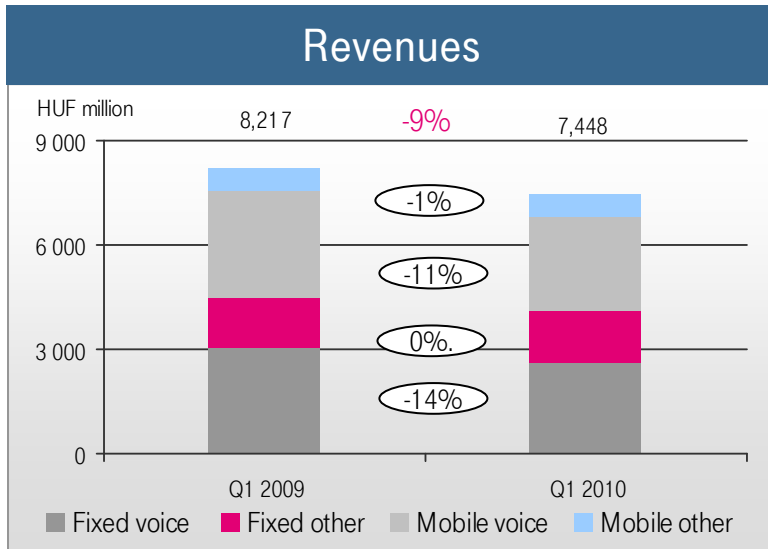
- decreasing fixed voice revenues due to competition from altnets, cables and strong mobile substitution
- consequently, churn remained relatively high and outgoing traffic volumes declined further
- positive contribution from revenues related to broadband services, growing number of ADSL lines
- successful launch of IPTV and 2Play/3Play offers



## Mobile revenues helped by improving customer mix

- postpaid share within RPC up 3.7ppt YTD to 31.8%
- MOU at 126 (up by 21%)
- ARPU of HUF 2,492 (~EUR 9)

# Montenegro - Financials

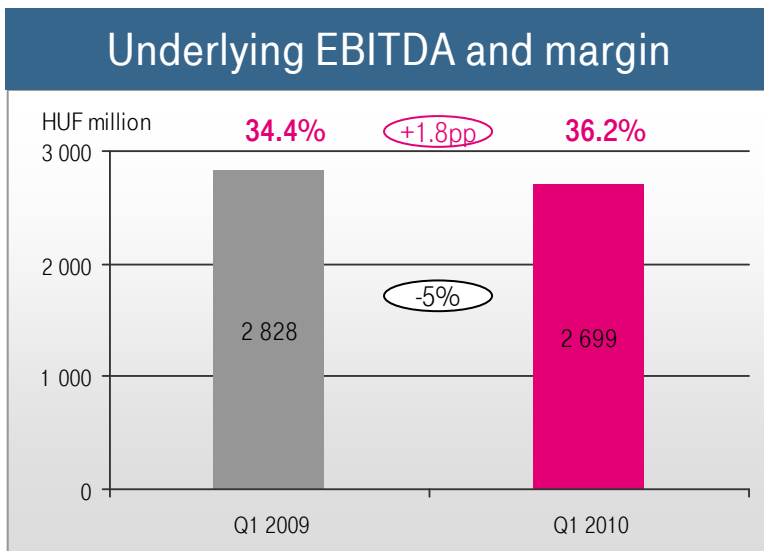


## Results negatively impacted by FX impact

- HUF strengthened on average by 7.8% to the Euro in Q1 2010
- excluding FX impact, revenues were down by 4% but underlying EBITDA increased by 3%
- special influence in an amount of HUF 0.9bn headcount-reduction related severance expenses in Q1 2010

## Fixed voice revenues under pressure

- deterioration in voice retail revenues driven by high mobile substitution; lower international incoming traffic volume decreased voice wholesale revenues
- growing internet and TV revenues thanks to strong increases in the number of ADSL and IPTV customers



## Mobile revenue erosion driven by strong competition

- very intense competition resulting in lower tariff levels, higher subsidies
- focus on the postpaid segment (postpaid RPC up by 7%)
- MOU at 102 (up by 15%)
- ARPU of HUF 2,186 (~EUR 8)





For further questions please contact the IR department:

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