

MAGYAR TELEKOM GROUP

Q3 2016 RESULTS PRESENTATION

NOVEMBER 9, 2016



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Q3 2016 STRATEGIC HIGHLIGHTS: HUNGARIAN SEGMENT CONTINUES TO DRIVE GROUP PERFORMANCE

GROUP	REVENUE	<ul style="list-style-type: none"> Decline due to partial exit from energy business and lower SI/IT revenues; excl. energy and SI/IT, revenues up by 1.2% driven by growth in mobile revenues
	EBITDA	<ul style="list-style-type: none"> EBITDA up by 10.0% as lower employee related and other operating expenses more than offset the slight decline in gross profit
	FCF	<ul style="list-style-type: none"> Increased FCF reflective of higher EBITDA and one-off gains which offset higher severance costs, loan repayment and higher settlement of capex and capex creditors
	OPERATIONS	<ul style="list-style-type: none"> Sustained focus on cost efficiency through headcount reduction, process/product simplification and online customer servicing
HUNGARY	TELCO	<ul style="list-style-type: none"> Continued growth in mobile and TV revenues 4Play Magenta 1 offer among key growth drivers
	SI/IT	<ul style="list-style-type: none"> SI/IT revenue decline due to a slowdown in EU fund inflows Sustained EBITDA turnaround at our enterprise sub-segment
INT'L	MACEDONIA	<ul style="list-style-type: none"> Strong mobile revenue growth supported by higher mobile broadband customer base Higher EBITDA driven by higher gross margin and efficient operation
	MONTENEGRO	<ul style="list-style-type: none"> Continued competitive and regulatory pressures on telco margins Strong take up of Magenta 1 offer

9M 2016 FINANCIAL HIGHLIGHTS AND REVISED TARGETS FOR 2016

	9M 2016 RESULTS vs. 9M 2015	2016 NEW TARGETS	2017 TARGETS
REVENUE	<p>HUF 443.8 bn (-6.3%)</p> <ul style="list-style-type: none"> Decline due to partial exit from energy business and lower SI/IT revenues Excluding energy and SI/IT, revenues up by 1.2% driven by growth in mobile Revenue growth in mobile driven by mobile data and equipment sales due to 4G push 	around HUF 595 bn*	HUF 585 – 595 bn
EBITDA	<p>HUF 153.2 bn (+6.7%)</p> <ul style="list-style-type: none"> EBITDA boosted by one-off gains Increased margins in telco and SI/IT Improved fixed and mobile broadband performance driven by larger customer base and higher ARPUs Lower utility tax due to tax credits granted following HSI development and lower telco tax Decrease in employee related expenses driven by lower severance expenses and savings from the 2014/2015 headcount reduction program 	around HUF 193 bn**	HUF 189 – 193 bn
CAPEX***	HUF 59.3 bn (-1.1%)	ca. 10% yoy decline	ca. 10% yoy decline



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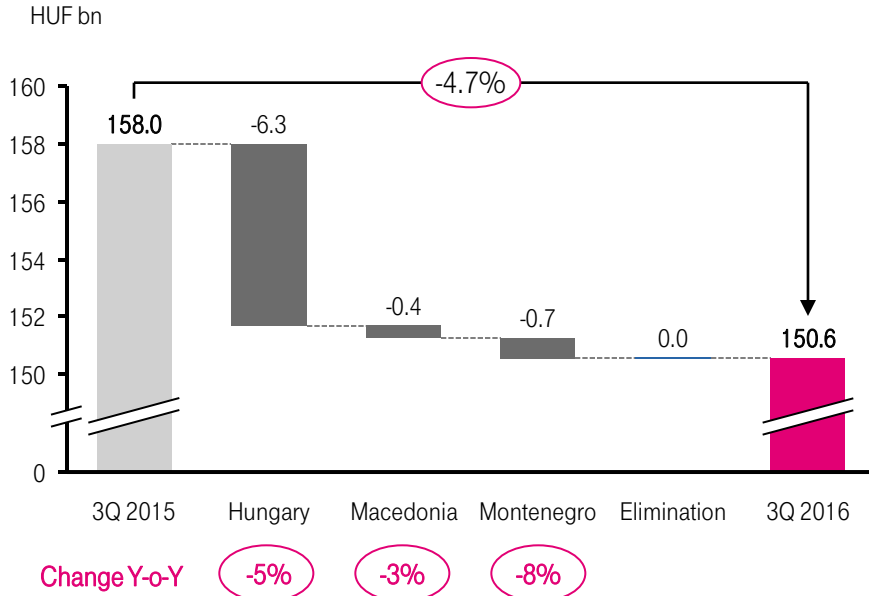
* modified from HUF 580-590 bn

** modified from HUF 187-191 bn

*** excluding spectrum license fees and annual frequency fee capitalization

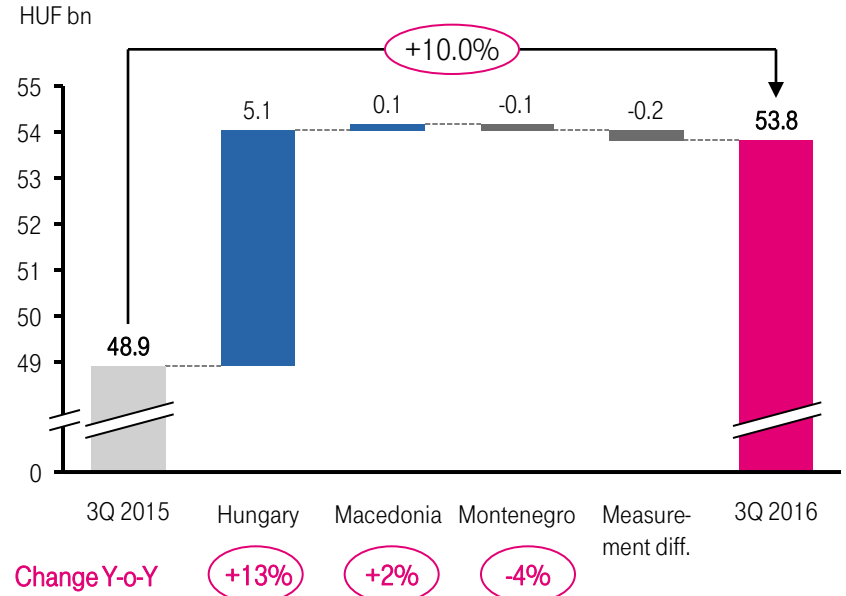
Q3 2016 GROUP SEGMENTAL REVENUE AND EBITDA

Group segmental revenues



- **Hungary:** revenue decline primarily a result of exit from the energy business and lower SI/IT revenues, while mobile revenues increased
- **Macedonia:** higher mobile revenues (increased market share) offset by lower voice revenues and equipment sales
- **Montenegro:** decline due to intense competition and OTTs in mobile, and regulatory pressure on fixed line revenues

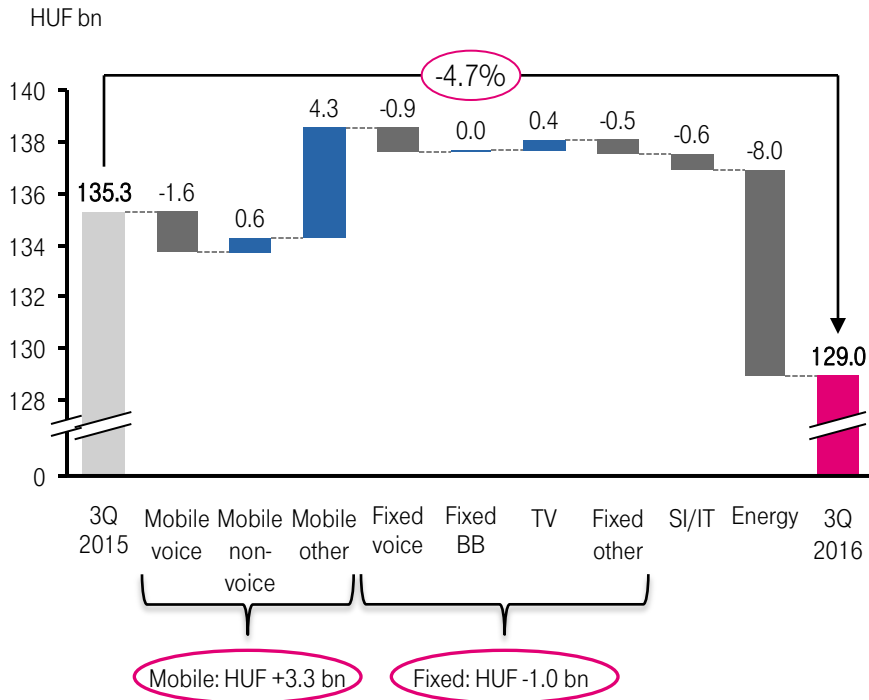
Group segmental EBITDA



- **Hungary:** EBITDA up due to lower employee related and other operating expenses, mitigated by slight gross profit decline
- **Macedonia:** increase due to higher gross margin and savings on employee related expenses
- **Montenegro:** decline due to sustained pressure on margins and higher OPEX

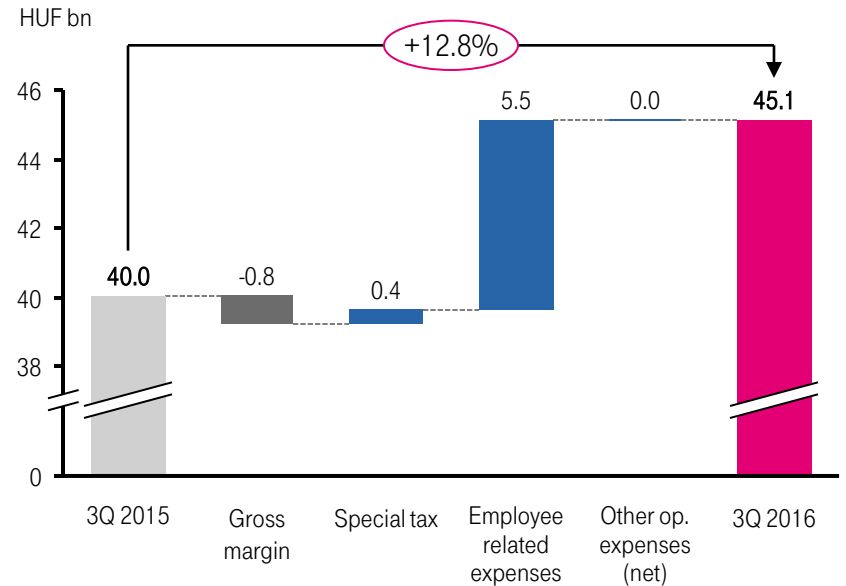
HUNGARY

Revenue*



- Mobile revenues up by 4.9% mainly driven by higher equipment sales
- Mobile broadband growth due to 4G push
- Stable fixed broadband revenues as higher customer numbers offset the slightly decline in ARPU
- Significant increase in fixed TV revenues thanks to growth in the customer base and ARPU
- Decline in SI/IT due to a slowdown in EU fund inflows
- Drop in energy revenues following exit and transfer to JV

EBITDA

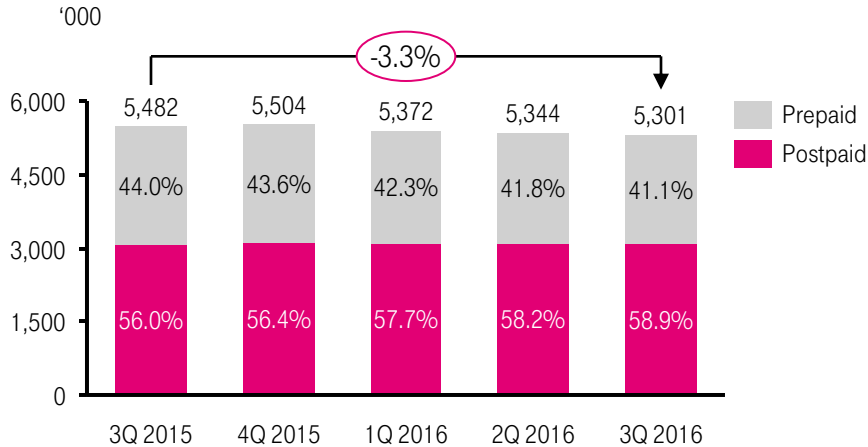


- Improving SI/IT margins and bad debt expenses counterbalanced by higher direct costs due to increased mobile equipment sales leading to gross margin decline
- Lower telco tax due to fewer subs and changing calling habits
- Decrease in employee-related expenses attributable to lower severance expenses and actual savings from headcount
- Other OPEX in line with Q3 2015

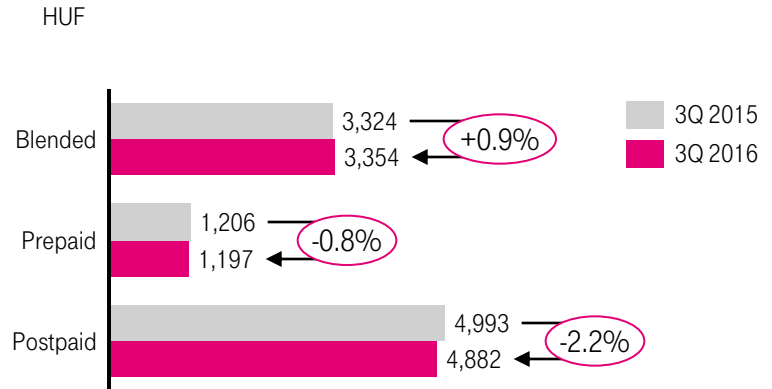
HUNGARY - MOBILE



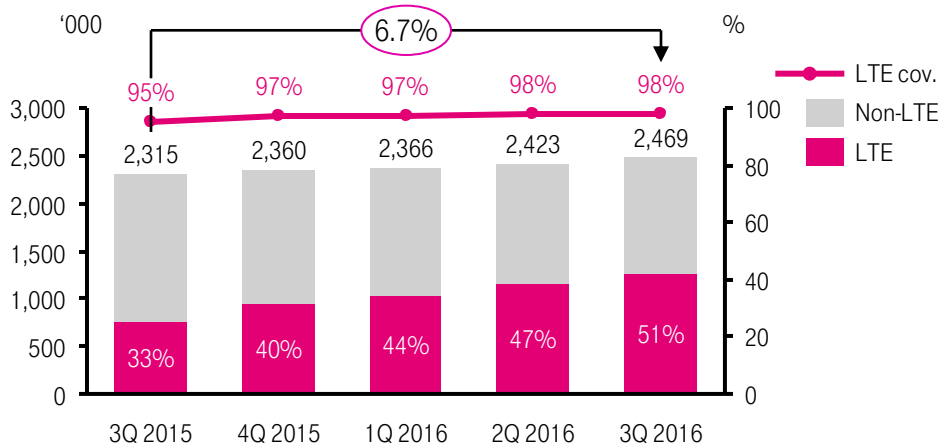
Mobile SIMs



Mobile ARPU (HUF)



Mobile broadband subscriber development



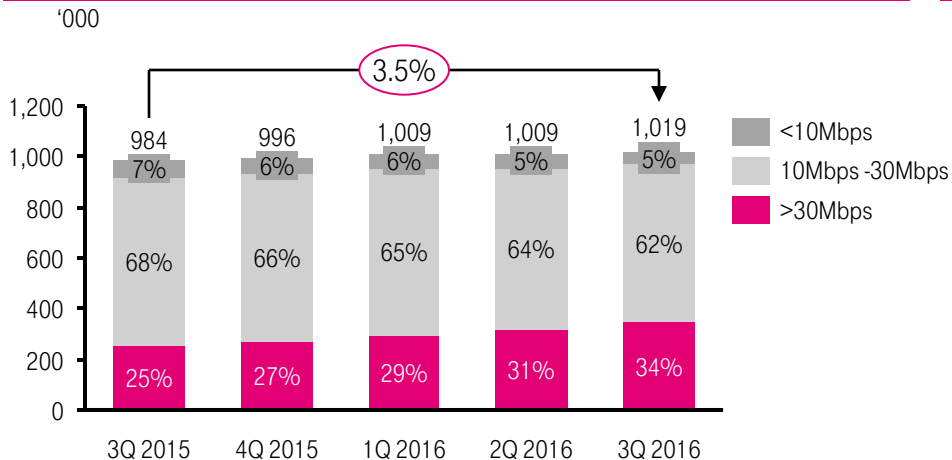
Highlights

- Customer base decline driven by prepaid churn and intense competition for business customers; 2% (+53k net adds) increase in postpaid RPC driven by strong data demand
- MOU up by 5% due to higher postpaid ratio and growing flat tariff subscriber base
- Increasing ARPU due to successful prepaid to postpaid migration
- 4G outdoor population coverage above 98%
- Smartphone sales account for over 90% of postpaid handsets with total SP penetration over 61%
- Average 4G usage of 1.7 GB/month

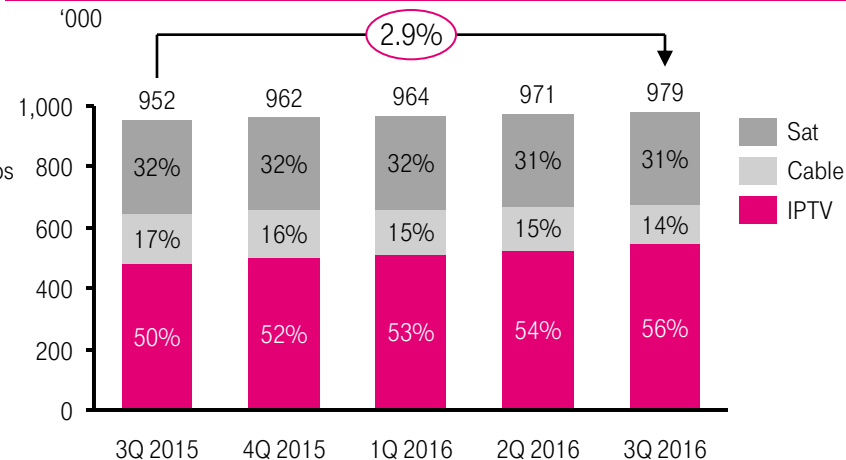
HUNGARY - FIXED BROADBAND AND TV



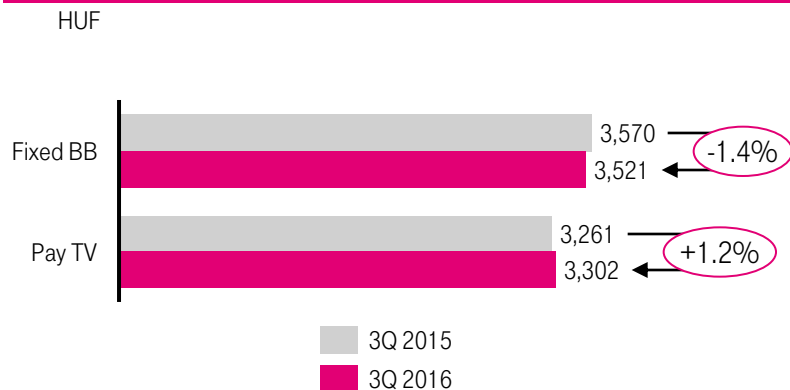
Fixed BB customer number



Pay TV customer number



Fixed BB and TV ARPU



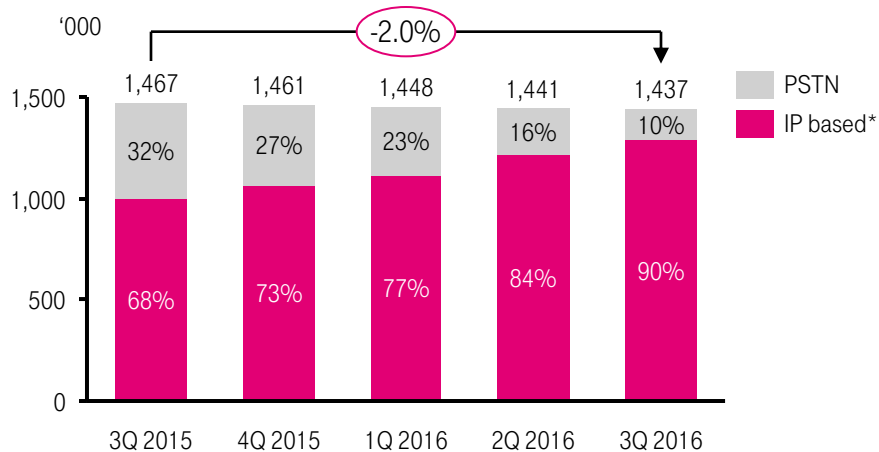
Highlights

- More than 1 million fixed broadband subscribers thanks to over 30Mbps customer net adds
- Leading market positions reinforced through ca. 35,000 broadband and 27,000 TV net adds
- Increasing ratio of higher bandwidth packages due to upselling activities following network upgrades
- Fixed BB ARPU decline driven by intense local competition
- Focus on IPTV to offer added value to customers, slightly higher TV ARPU driven by upselling and price increases
- Continued intense competition in the business sub-segment

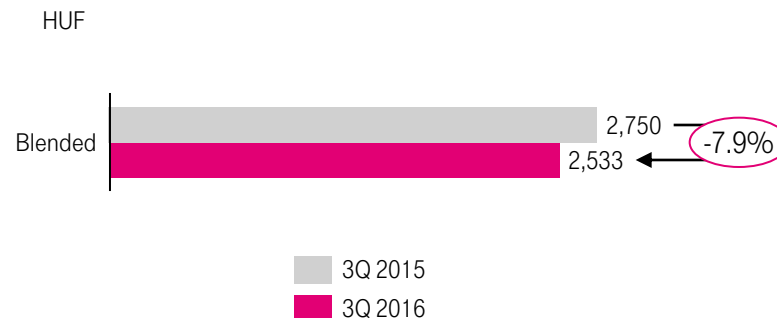
HUNGARY – FIXED VOICE AND ENERGY



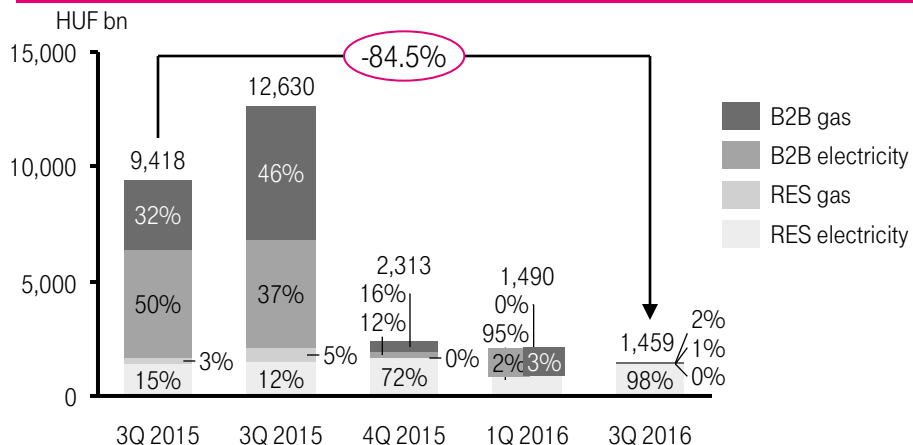
Fixed voice customer number



Fixed voice ARPU



Energy revenues



Highlights

- Fixed voice churn at 2% due to effective bundling strategy
- Fast IP based migration supports strive for efficiency
- Fixed voice MOU down by 4%, ARPU rate of decline at 8%
- Exited residential gas market as of July 31, 2015
- B2B energy deconsolidation as of Dec 31, 2015**



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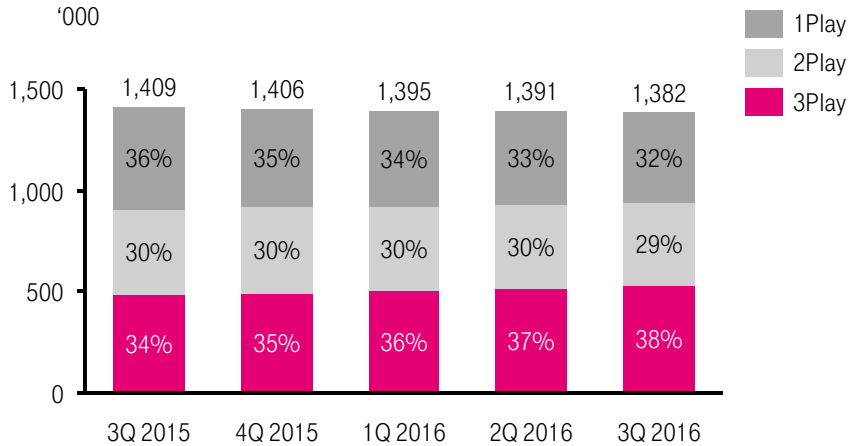
* IP based RPC equals to VoIP and VoCa RPC

** with the exception of universal business customers in the public sector

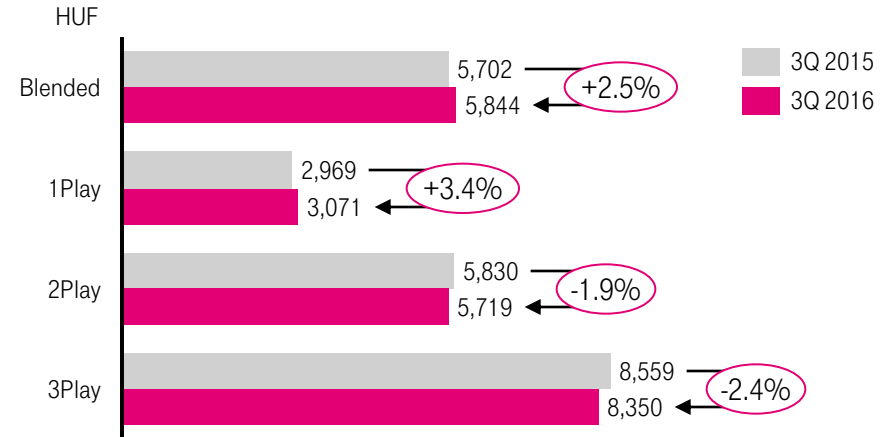
HUNGARY - MULTIPLAY



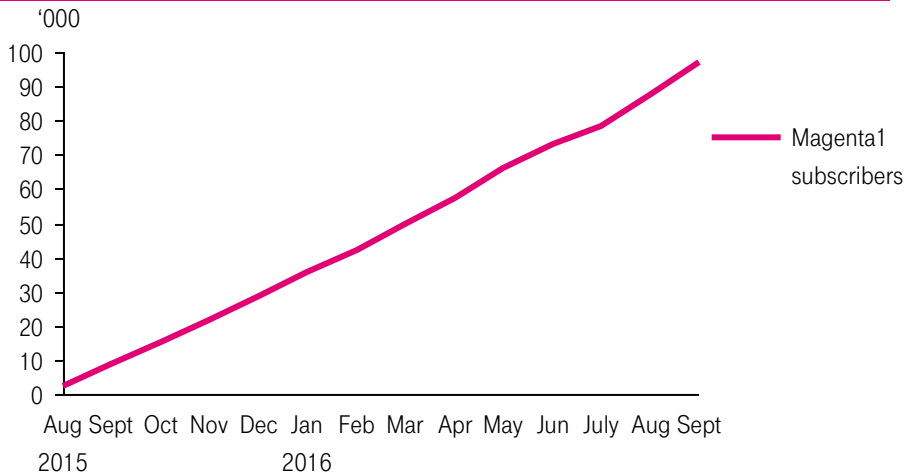
Fixed line multiplay residential subs. development



Fixed line multiplay residential ARPU development



4Play Magenta1 subscriber development

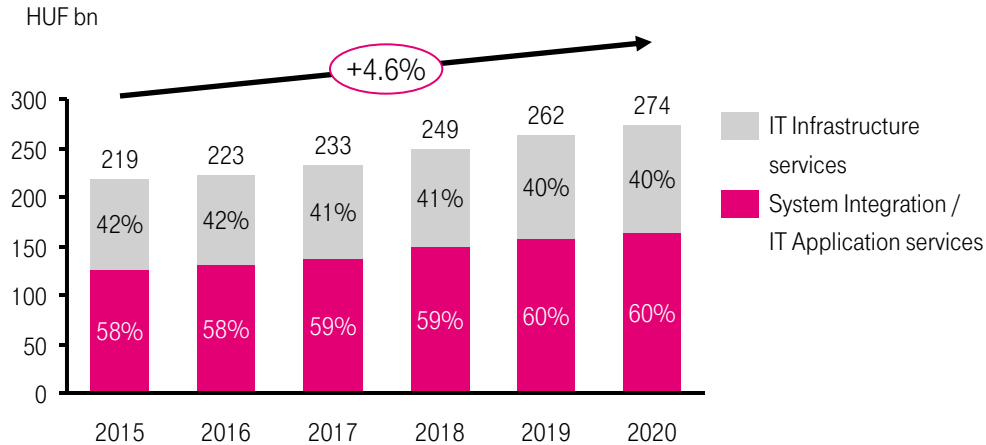


Highlights

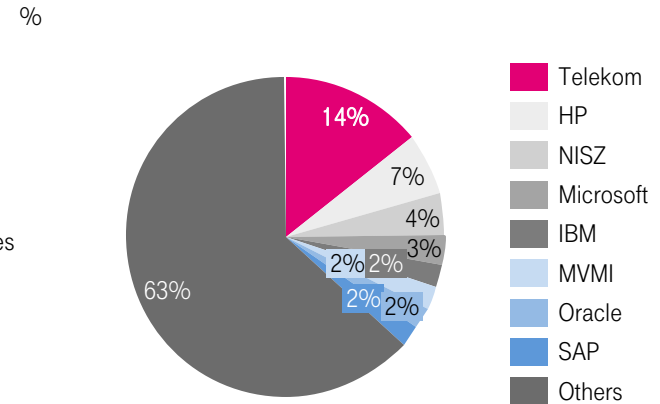
- Continuously increasing 3Play share
- Lower churn among 2/3 Play customers
- Blended fixed line ARPU up by 3%
- Almost 100,000 Magenta1 customers help maximize the telecommunication share of wallet in household spending
- More than half of Magenta1 customers have at least 30Mbps fixed broadband

HUNGARY - SI/IT

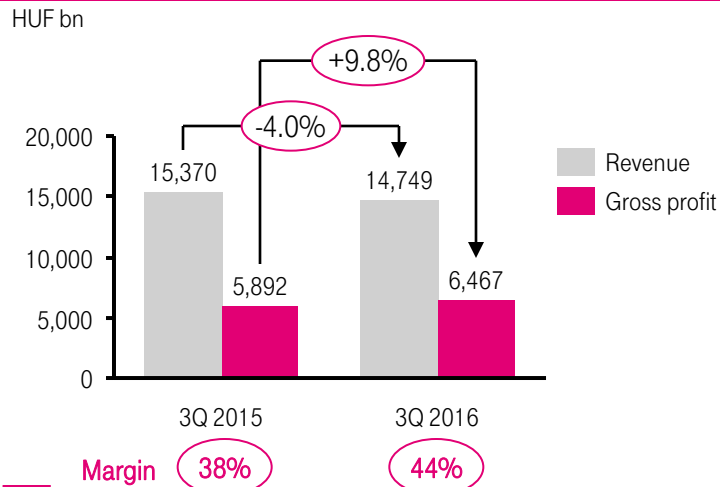
Total Hungarian IT services market development*



Market share**



SI/IT revenue and gross profit of MT Hungary



Highlights

- Total SI/IT market expected to grow over the next 5 years due to significant opportunities in application development and integration
- Volatility of incoming EU funds to affect timing of projects
- Total revenue decreased as a result of a slowdown in EU fund inflows
- Major project wins in the financial and utility sectors
- Slight improvement in gross profit with significant margin growth due to successful sales mix shift towards higher added value system integration projects



Margin

38%

44%

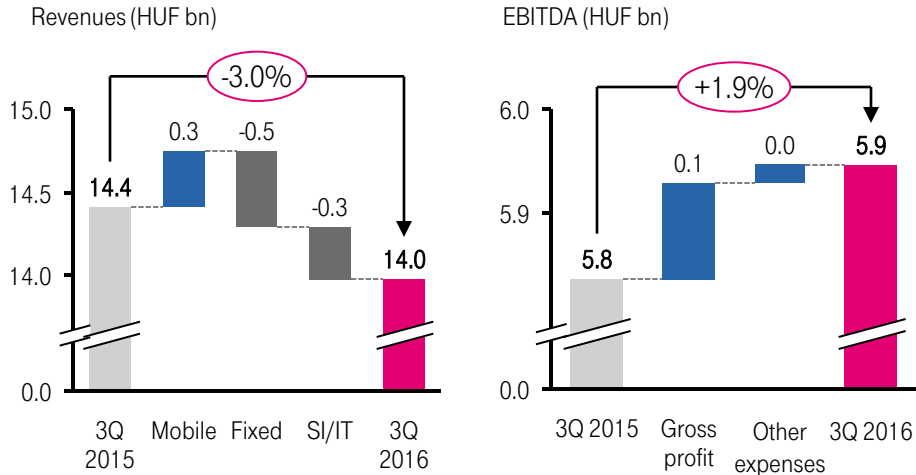
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* hardware and software markets are excluded, IDC Research, 2015

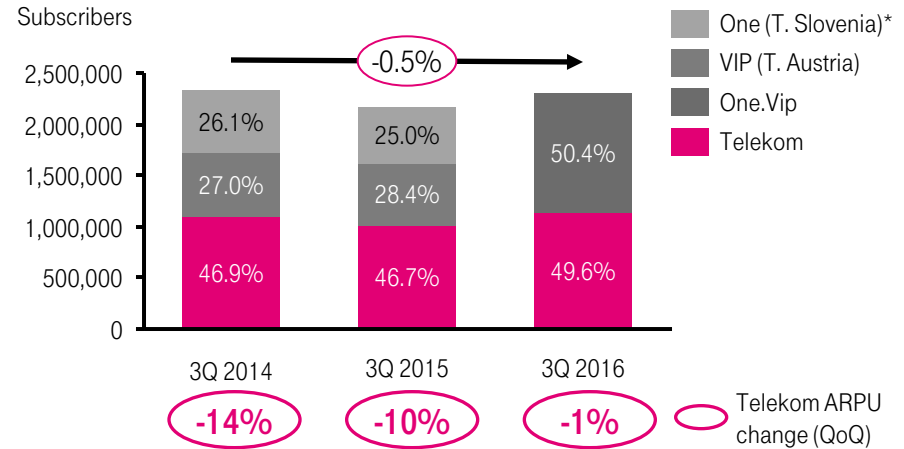
** based on IDC Research

MACEDONIA

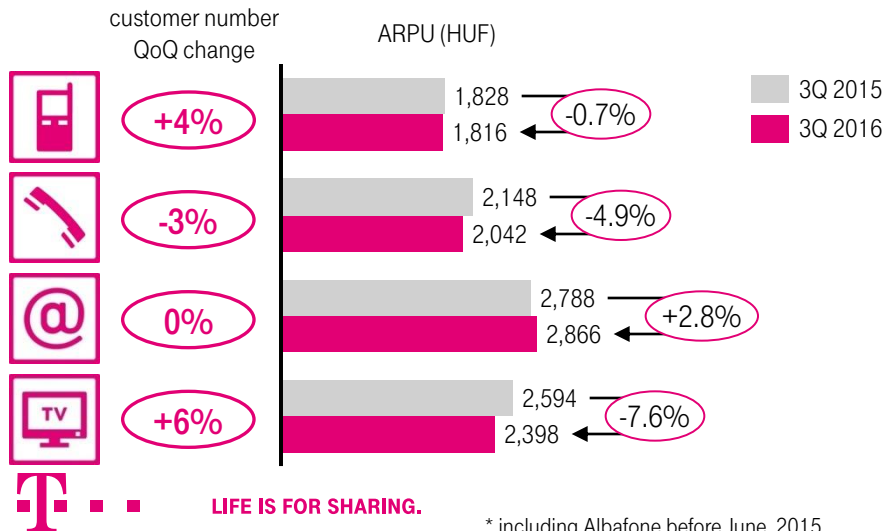
Financials



Mobile KPIs



KPIs (mobile/fixed voice/fixed BB/TV)



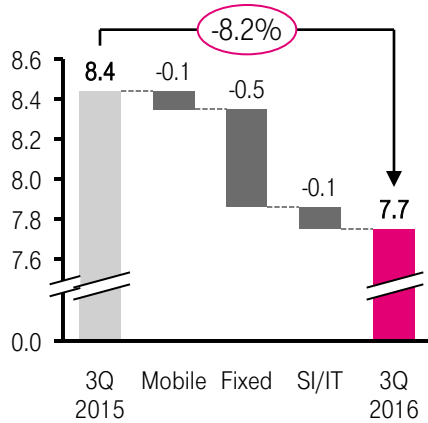
Highlights

- Successful 4Play Magenta1 sales helped to increase mobile market share
- Mobile revenues increased for the third consecutive quarter due to market stabilization
- VIP/One merger has created a strong integrated competitor which now offers fixed-mobile bundles under the VIP brand
- Robust growth in TV subs and reduced churn in fixed voice
- EBITDA increase for the first time in the last two years thanks to higher gross margin, savings on employee related expenses, as well as an increase in other operating income

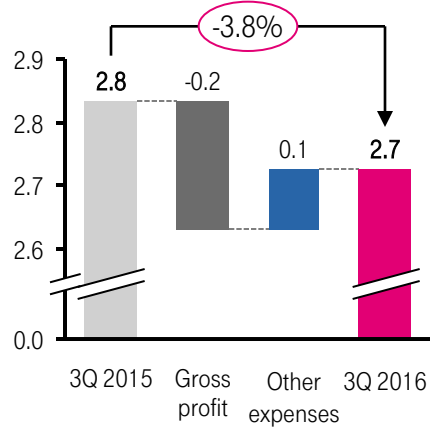
MONTENEGRO

Financials

Revenues (HUF bn)

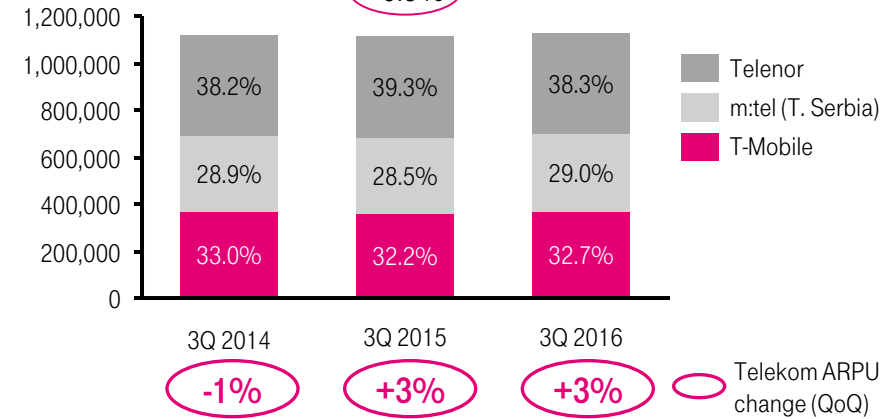


EBITDA (HUF bn)

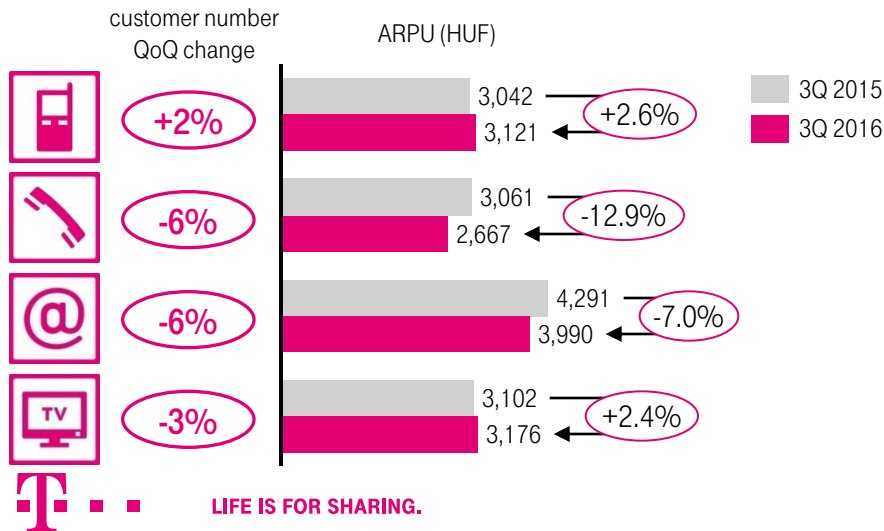


Mobile KPIs

Subscribers



KPIs (mobile/fixed voice/fixed BB/TV)



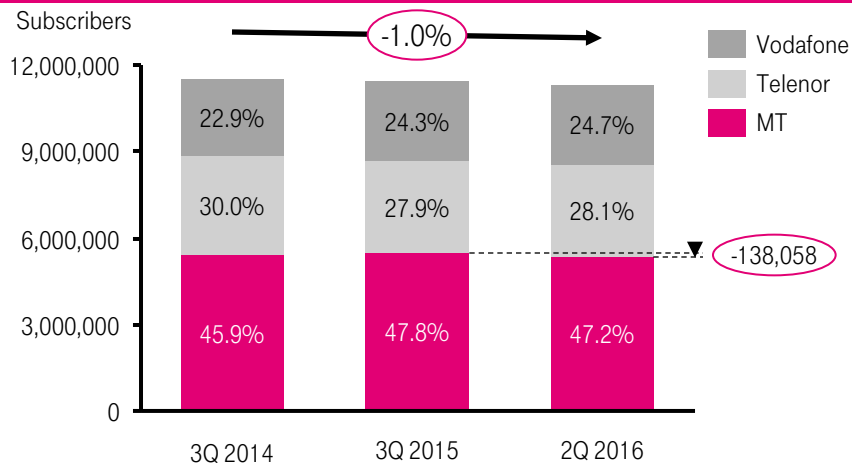
Highlights

- Revenue decline driven by strong OTT competition, lower Balkan roaming rates and lower SMS revenues
- Postpaid share in the RPC base up by 6ppt to 48.6% due to successful 4Play Magenta 1 sales
- Continued regulatory pressure on fixed voice and broadband businesses
- Decline in fixed line customer base due to competition from cable competitors offering 3Play bundle packages
- EBITDA decline at only 3.8% thanks to focus on cost efficiency

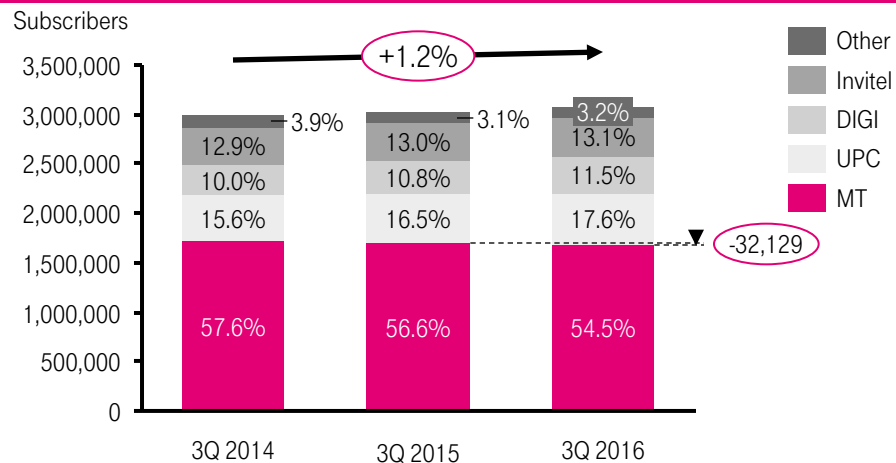
APPENDIX

MARKET POSITION IN HUNGARY

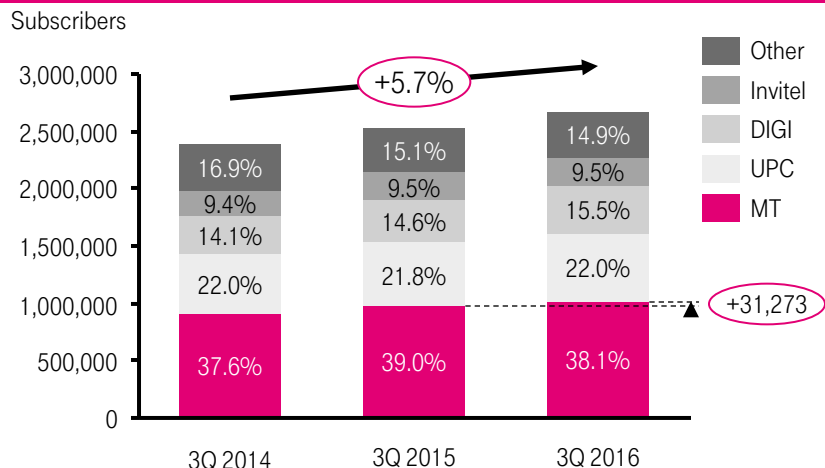
Total mobile market*



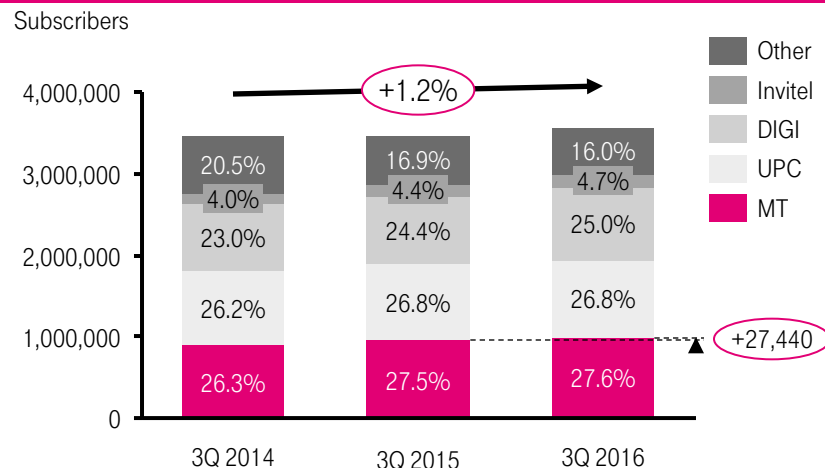
Fixed voice market**



Fixed broadband market**



TV market**



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* based on internal calculations from Vodafone Group and Telenor Group Reports

** based on the total fixed voice channels / BB access / pay TV access market estimated by the National Media and Infocommunications Authority (NMA)

MAGYAR TELEKOM – CONSOLIDATED INCOME STATEMENT

HUF million	Q3 2015	Q3 2016	Change
Mobile revenues	79,105	82,659	4.5%
Fixed line revenues	52,702	50,752	-3.7%
System Integration/Information Technology revenues	16,781	15,736	-6.2%
Revenue from energy services	9,418	1,459	-84.5%
Revenues	158,006	150,606	-4.7%
Direct costs	(53,761)	(47,253)	12.1%
Employee-related expenses	(25,293)	(19,695)	22.1%
Depreciation and amortization	(27,667)	(29,896)	-8.1%
Hungarian telecommunications and other crisis taxes	(6,398)	(5,976)	6.6%
Other operating expenses	(25,000)	(24,490)	2.0%
Total operating expenses	(138,119)	(127,310)	-7.8%
Other operating income	1,374	614	-55.3%
Operating profit	21,261	23,910	12.5%
Net financial results	(7,146)	(6,817)	4.6%
Share of associates' profits	0	(32)	n.a.
Profit before income tax	14,115	17,061	20.9%
Income tax expense	(3,522)	(3,420)	2.9%
Profit for the period	10,593	13,641	28.8%
Non-controlling interests	1,257	1,201	-4.5%
Equity holders of the Company (Net income)	9,336	12,440	33.2%



MAGYAR TELEKOM – CONSOLIDATED BALANCE SHEET

HUF million	December 31, 2016	Sept 30, 2016	Change
Current assets	210,178	182,064	-13.4%
Cash and cash equivalents	17,558	8,410	-52.1%
Other current financial assets	11,052	3,663	-66.9%
Non current assets	996,846	966,968	-3.0%
Property, plant and equipment - net	493,204	474,162	-3.9%
Intangible assets	260,909	255,916	-1.9%
Total assets	1,207,024	1,149,032	-4.8%
Equity	544,931	559,829	2.7%
Current liabilities	352,183	253,322	-28.1%
Financial liabilities to related parties	136,906	90,039	-34.2%
Other financial liabilities	26,152	23,021	-12.0%
Non current liabilities	309,910	335,881	8.4%
Financial liabilities to related parties	220,088	245,850	11.7%
Other financial liabilities	54,857	51,821	-5.5%
Total equity and liabilities	1,207,024	1,149,032	-4.8%



MAGYAR TELEKOM – CONSOLIDATED CASH FLOW STATEMENT

HUF million	1-9 months 2015	1-9 months 2016	Change
Net cash generated from operating activities	106,993	104,473	-2.4%
Investments in tangible and intangible assets	(59,929)	(67,804)	-13.1%
Adjustments to cash purchases	(3,754)	(13,070)	248.2%
Purchase of subsidiaries and business units	(16,428)	(34)	99.8%
Cash acquired through business combinations	1,815	0	n.a
Payments for / proceeds from other financial assets - net	15,038	7,665	-49.0%
Proceeds from disposal of subsidiaries	0	3,484	n.a
Proceeds from disposal of PPE and intangible assets	1,006	8,931	787.8%
Net cash used in investing activities	(62,252)	(60,828)	2.3%
Dividends paid to shareholders and minority interest	(6,369)	(22,656)	-255.7%
Net payments of loans and other borrowings	(23,012)	(23,317)	-1.3%
Repayment of other financial liabilities	(12,792)	(6,175)	51.7%
Repurchase of treasury shares	0	(559)	n.a.
Net cash used in financing activities	(42,173)	(52,707)	-25.0%
Free cash flow*	16,911	29,805	76.2%

*Free cash flow defined as Net cash generated from operating activities plus Net cash used in investing activities, adjusted with Proceeds from / Payments for other financial assets and Repayment of other financial liabilities

For further questions please contact the IR department:

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Abbreviations: 3G: third generation, 4G: fourth generation, ARPU: average revenue per user, BB: broadband, IP: internet protocol, IT: information technology, LTE: long term evolution, MOU: minutes of use, MTR: mobile termination rate, NRA: National Regulatory Authority, POD: points of delivery, R/E: real estate, RPC: revenue producing customer, SAC: subscriber acquisition cost, SRC: subscriber retention cost, SI: system integration, SIM: subscriber identity module, SMB: small and medium businesses, TWM: Total Workforce Management, VAS: value added services, WS: wholesale

In addition to figures prepared in accordance with IFRS, Magyar Telekom also presents non-GAAP financial performance measures, including, among others, EBITDA, EBITDA margin, and net debt. These non-GAAP measures should be considered in addition to, but not as a substitute for, the information prepared in accordance with IFRS. Non-GAAP financial performance measures are not subject to IFRS or any other generally accepted accounting principles. Other companies may define these terms in different ways. For further information relevant to the interpretation of these terms, please refer to the chapter "Reconciliation of pro forma figures", which is posted on Magyar Telekom's Investor Relations webpage at www.telekom.hu/investor_relations.



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