

A1 Telekom Austria Group Fact Sheet

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Notes:

n.m. - not meaningful, used for changes >300% and for percentage changes which are not meaningful

n.a. - not applicable

A1 Telekom Austria Group Fact Sheet

Information - IFRS 15

As of 1 January 2018, A1 Telekom Austria Group initially applied IFRS 15, electing the modified retrospective approach for the initial application in accordance with the transition guidance. The revenue recognition accounting standard under IFRS 15 requires accounting for the life cycle value of contracts by allocating the total revenues from a contract to the different deliverables of the contract based on their relative fair values.

Information - IFRS 16

As of January 1, 2019, A1 Telekom Austria Group initially applied IFRS 16 ("Leases"), which replaces the former leasing standard IAS 17 as well as its respective interpretations. A1 Telekom Austria Group elected the modified retrospective approach for the initial application in accordance with the transition guidance. Accordingly, the information presented for 2018 has not been restated but comparative figures for 2018 are presented based on IFRS 16 with sufficient accuracy ('IFRS 16 based'). The implementation of IFRS 16 had not been fully completed at the date of publication. The impact of the adoption of IFRS 16 is unaudited and may be subject to change until the publication of Financial Statements 2019.

Profit & Loss Statement - Group (IFRS 16)

| Consolidated P&L | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-Change |
|--|----------------|----------------|-----------------|----------------|-----------------|----------------|-----------------|----------------|----------------|-----------------|----------------|-----------------|----------------|---------------|-----------------|---------------|
| in EUR million | | | | | | | | | | | | | | | | |
| Service Revenues | 898,5 | 916,3 | 1.814,8 | 936,4 | 2.751,2 | 929,6 | 3.680,8 | 924,4 | 943,7 | 1.868,1 | 974,7 | 2.842,7 | 962,7 | 3,6% | 3.805,5 | 3,4% |
| Equipment Revenues | 153,7 | 151,7 | 305,5 | 155,1 | 460,5 | 202,1 | 662,6 | 143,5 | 149,8 | 293,3 | 157,6 | 451,0 | 212,9 | 5,3% | 663,9 | 0,2% |
| Other operating income | 20,9 | 26,3 | 47,2 | 23,3 | 70,5 | 21,5 | 91,9 | 21,5 | 29,1 | 50,6 | 20,4 | 71,1 | 24,8 | 15,4% | 95,8 | 4,2% |
| Total Revenues | 1.073,1 | 1.094,3 | 2.167,4 | 1.114,8 | 3.282,2 | 1.153,2 | 4.435,4 | 1.089,5 | 1.122,6 | 2.212,1 | 1.152,7 | 3.364,8 | 1.200,4 | 4,1% | 4.565,2 | 2,9% |
| Cost of Service | -312,7 | -314,5 | -627,2 | -318,0 | -945,2 | -334,7 | -1.279,9 | -316,2 | -325,2 | -641,4 | -324,8 | -966,2 | -336,3 | -0,4% | -1.302,5 | -1,7% |
| Cost of Equipment | -140,4 | -145,8 | -286,3 | -144,9 | -431,2 | -196,8 | -627,9 | -142,8 | -143,8 | -286,6 | -154,1 | -440,7 | -213,1 | -8,3% | -653,8 | -4,1% |
| Selling, General & Administrative Expenses | -229,5 | -234,4 | -463,9 | -219,4 | -683,3 | -281,4 | -964,7 | -253,8 | -259,1 | -512,9 | -232,7 | -745,6 | -284,0 | -1,1% | -1.029,7 | -6,8% |
| Others | -2,6 | -2,1 | -4,8 | -2,9 | -7,6 | -6,3 | -13,9 | -2,6 | -2,4 | -5,0 | -2,1 | -7,1 | -11,5 | -82,3% | -18,5 | -33,1% |
| Total Costs and Expenses | -685,3 | -696,9 | -1.382,2 | -685,2 | -2.067,4 | -819,1 | -2.886,5 | -715,4 | -730,5 | -1.445,9 | -713,7 | -2.159,6 | -844,9 | -3,2% | -3.004,5 | -4,1% |
| EBITDA | 387,8 | 397,5 | 785,3 | 429,6 | 1.214,9 | 334,1 | 1.548,9 | 374,1 | 392,1 | 766,2 | 439,0 | 1.205,2 | 355,5 | 6,4% | 1.560,6 | 0,8% |
| % of Total Revenues | 36,1% | 36,3% | 36,2% | 38,5% | 37,0% | 29,0% | 34,9% | 34,3% | 34,9% | 34,6% | 38,1% | 35,8% | 29,6% | 2,2% | 34,2% | -2,1% |
| Depreciation and Amortisation | -289,8 | -260,8 | -550,7 | -204,6 | -755,3 | -201,2 | -956,5 | -194,5 | -197,7 | -392,2 | -196,7 | -588,9 | -196,5 | 2,4% | -785,4 | 17,9% |
| Depreciation and Amortisation Rights of Use Assets | -36,1 | -36,1 | -72,2 | -36,6 | -108,8 | -37,6 | -146,4 | -39,3 | -39,8 | -79,1 | -40,3 | -119,4 | -41,0 | -9,0% | -160,4 | -9,5% |
| Impairment and Reversal of Impairment | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | n.a. | 0,0 | |
| EBIT (Operating income) | 61,8 | 100,5 | 162,4 | 188,4 | 350,7 | 95,2 | 446,0 | 140,2 | 154,6 | 294,8 | 202,0 | 496,8 | 118,0 | 23,9% | 614,8 | 37,9% |
| % of Total Revenues | 5,8% | 9,2% | 7,5% | 16,9% | 10,7% | 8,3% | 10,1% | 12,9% | 13,8% | 13,3% | 17,5% | 14,8% | 9,8% | 19,0% | 13,5% | 33,9% |
| Interest Income | 1,2 | 1,4 | 2,6 | 1,4 | 4,0 | 1,4 | 5,4 | 1,4 | 1,3 | 2,7 | 1,3 | 4,0 | 1,4 | -1,7% | 5,4 | -0,6% |
| Interest Expense on Financial Liabilities* | -24,7 | -24,5 | -49,2 | -24,9 | -74,1 | -24,4 | -98,5 | -26,1 | -26,3 | -52,4 | -25,9 | -78,3 | -24,6 | -1,0% | -102,9 | -4,5% |
| Interest on employee benefits and restructuring and other financial items, net | -2,7 | -1,9 | -4,6 | -2,1 | -6,7 | -8,1 | -14,8 | -3,2 | -23,7 | -26,9 | -6,3 | -33,2 | -2,6 | 67,6% | -35,8 | -143,0% |
| Foreign currency exchange (gain) loss, net | 3,2 | 4,7 | 7,9 | -4,8 | 3,1 | 2,0 | 5,1 | 0,5 | 2,7 | 3,3 | 1,2 | 4,5 | -4,0 | n.m. | 0,5 | -89,6% |
| Equity interest in net income of associated companies | 0,1 | -0,3 | -0,1 | -0,2 | -0,3 | -0,5 | -0,8 | 0,1 | -0,2 | -0,2 | -0,1 | -0,3 | 0,0 | n.a. | -0,3 | 58,8% |
| EBT (Earnings Before Income Taxes) | 39,0 | 79,9 | 119,0 | 157,8 | 276,7 | 65,7 | 342,5 | 112,9 | 108,4 | 221,3 | 172,2 | 393,5 | 88,2 | 34,1% | 481,6 | 40,6% |
| Income Taxes | -10,7 | -21,8 | -32,5 | -43,1 | -75,6 | -23,2 | -98,8 | -27,0 | -38,4 | -65,4 | -35,9 | -101,3 | -52,9 | -127,5% | -154,2 | -56,0% |
| Net Result | 28,4 | 58,1 | 86,5 | 114,7 | 201,2 | 42,5 | 243,7 | 85,9 | 70,0 | 155,9 | 136,3 | 292,2 | 35,3 | -17,0% | 327,4 | 34,4% |
| Attributable to: | | | | | | | | | | | | | | | | |
| Equity Holders of the Parent | 26,1 | 58,0 | 84,1 | 114,5 | 198,6 | 42,5 | 241,1 | 85,8 | 69,8 | 155,7 | 136,1 | 291,8 | 35,2 | -17,2% | 327,0 | 35,6% |
| Non-controlling Interests | 0,1 | 0,1 | 0,2 | 0,2 | 0,4 | 0,0 | 0,4 | 0,1 | 0,1 | 0,2 | 0,2 | 0,4 | 0,1 | n.m. | 0,5 | 17,4% |
| Hybrid Capital Owners | 2,2 | 0,0 | 2,2 | 0,0 | 2,2 | 0,0 | 2,2 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | 0,0 | n.a. | 0,0 | n.a. |
| Share Information | | | | | | | | | | | | | | | | |
| Weighted Average Number of Ordinary Shares in Issue | 664.084.841 | 664.084.841 | 664.084.841 | 664.084.841 | 664.084.841 | 664.084.841 | 664.084.841 | 664.084.841 | 664.084.841 | 664.084.841 | 664.084.841 | 664.084.841 | 664.084.841,0 | 0,0% | 664.084.841,0 | 0,0% |
| Earnings per Share | 0,04 | 0,09 | 0,13 | 0,17 | 0,30 | 0,06 | 0,36 | 0,13 | 0,11 | 0,23 | 0,20 | 0,44 | 0,1 | -17,2% | 0,5 | 35,6% |
| Net Debt | | | | | | | | | | | | | | | | |
| in EUR million | | | | | | | | | | | | | | | | |
| Net Debt (excl. lease) | 2.880,6 | 2.893,3 | 2.893,3 | 2.774,5 | 2.774,5 | 2.717,6 | 2.718,4 | 2.683,4 | 2.791,1 | 2.791,1 | 2.607,6 | 2.607,6 | 2.522,3 | -7,2% | 2.522,3 | -7,2% |
| Net Debt (incl. lease) | 3.845,9 | 3.865,3 | 3.865,3 | 3.749,3 | 3.749,3 | 3.697,8 | 3.720,8 | 3.647,8 | 3.751,3 | 3.751,3 | 3.550,8 | 3.550,8 | 3.463,1 | -6,3% | 3.463,1 | -6,9% |
| Cash Flow | | | | | | | | | | | | | | | | |
| in EUR million | | | | | | | | | | | | | | | | |
| Net cash flow from operating activities | 323,7 | 364,8 | 688,6 | 352,7 | 1.041,3 | 349,4 | 1.390,6 | 308,1 | 360,7 | 668,8 | 427,9 | 1.096,7 | 361,3 | 3,4% | 1.458,0 | 4,8% |
| Capital expenditures paid | -187,7 | -178,6 | -366,4 | -192,2 | -558,6 | -212,9 | -771,5 | -216,1 | -257,1 | -473,2 | -198,7 | -671,9 | -202,0 | 5,1% | -873,9 | -13,3% |
| Lease principal paid | -52,1 | -30,1 | -82,2 | -30,5 | -112,7 | -31,4 | -144,1 | -53,8 | -31,0 | -84,9 | -31,7 | -116,6 | -32,9 | -4,6% | -149,5 | -3,7% |
| Proceeds from sale of plant, property and equipment | 2,5 | 1,8 | 4,3 | 5,7 | 10,0 | -2,5 | 7,5 | 1,7 | 9,9 | 11,7 | 0,7 | 12,4 | 1,9 | n.m. | 14,3 | 89,8% |
| Interest paid | -3,7 | -34,9 | -38,6 | -15,3 | -53,9 | -44,5 | -98,4 | -5,5 | -48,2 | -53,7 | -15,6 | -69,3 | -39,0 | 12,4% | -108,3 | -10,1% |
| Free Cash Flow | 82,6 | 123,0 | 205,7 | 120,4 | 326,1 | 58,0 | 384,2 | 34,4 | 34,2 | 68,7 | 182,6 | 251,2 | 89,4 | 54,0% | 340,6 | -11,3% |

* 'Interest expense lease' now part of 'Interest expense on financial liabilities'

Profit and Loss Details per Segment

| Austria | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change |
|-------------------------------------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|----------|---------|----------|
| in EUR million | | | | | | | | | | | | | | | | |
| Total revenues | 652,4 | 648,8 | 1.301,2 | 652,5 | 1.953,7 | 683,8 | 2.637,5 | 646,8 | 658,5 | 1.305,3 | 657,7 | 1.963,0 | 685,2 | 0,2% | 2.648,1 | 0,4% |
| Service revenues | 569,5 | 568,4 | 1.138,0 | 575,6 | 1.713,6 | 584,0 | 2.297,6 | 577,2 | 576,6 | 1.153,8 | 584,6 | 1.738,3 | 582,0 | -0,3% | 2.320,3 | 1,0% |
| thereof mobile service revenues | 231,2 | 230,6 | 461,8 | 235,0 | 696,8 | 226,8 | 923,6 | 230,9 | 229,9 | 460,8 | 237,3 | 698,0 | 228,1 | 0,6% | 926,1 | 0,3% |
| thereof fixed-line service revenues | 338,4 | 337,8 | 676,2 | 340,6 | 1.016,8 | 357,1 | 1.373,9 | 346,3 | 346,7 | 693,0 | 347,3 | 1.040,3 | 353,9 | -0,9% | 1.394,2 | 1,5% |
| Equipment revenues | 69,7 | 65,7 | 135,4 | 64,1 | 199,5 | 86,6 | 286,1 | 55,4 | 62,1 | 117,6 | 61,9 | 179,4 | 89,1 | 2,9% | 268,6 | -6,1% |
| Other operating income | 13,1 | 14,7 | 27,9 | 12,7 | 40,6 | 13,2 | 53,8 | 14,2 | 19,8 | 33,9 | 11,2 | 45,2 | 14,0 | 6,4% | 59,2 | 10,1% |
| EBITDA | 255,2 | 247,0 | 502,2 | 259,5 | 761,7 | 213,6 | 975,3 | 226,0 | 236,3 | 462,3 | 251,9 | 714,2 | 207,1 | -3,0% | 921,3 | -5,5% |
| % of total revenues | 39,1% | 38,1% | 38,6% | 39,8% | 39,0% | 31,2% | 37,0% | 34,9% | 35,9% | 35,4% | 38,3% | 36,4% | 30,2% | | 34,8% | |
| EBITDA excl. restructuring | 255,3 | 247,1 | 502,4 | 267,5 | 769,9 | 227,5 | 997,4 | 246,9 | 257,4 | 504,3 | 272,9 | 777,3 | 228,2 | 0,3% | 984,4 | -1,3% |
| % of total revenues | 39,1% | 38,1% | 38,6% | 41,0% | 39,4% | 33,3% | 37,8% | 38,2% | 39,1% | 38,6% | 41,5% | 39,6% | 33,3% | | 37,2% | |
| EBIT | 130,6 | 120,0 | 250,6 | 134,1 | 384,7 | 89,8 | 474,5 | 101,8 | 109,9 | 211,7 | 126,1 | 337,8 | 78,0 | -13,1% | 415,8 | -12,4% |
| % of total revenues | 20,0% | 18,5% | 19,3% | 20,5% | 19,7% | 13,1% | 18,0% | 15,7% | 16,7% | 16,2% | 19,2% | 17,2% | 11,4% | | 15,7% | |
| Bulgaria | | | | | | | | | | | | | | | | |
| in EUR million | | | | | | | | | | | | | | | | |
| Total revenues | 107,0 | 111,0 | 218,0 | 109,2 | 327,1 | 118,0 | 445,1 | 111,1 | 115,4 | 226,5 | 122,0 | 348,5 | 137,7 | 16,7% | 486,2 | 9,2% |
| Service revenues | 84,0 | 86,9 | 170,9 | 88,6 | 259,5 | 88,6 | 348,1 | 89,5 | 93,4 | 182,9 | 98,8 | 281,7 | 96,7 | 9,2% | 378,5 | 8,7% |
| thereof mobile service revenues | 59,6 | 61,6 | 121,2 | 62,8 | 184,0 | 61,8 | 245,8 | 61,8 | 64,5 | 126,3 | 68,6 | 194,8 | 65,7 | 6,3% | 260,6 | 6,0% |
| thereof fixed-line service revenues | 24,4 | 25,3 | 49,7 | 25,8 | 75,5 | 26,8 | 102,3 | 27,7 | 28,9 | 56,6 | 30,2 | 86,9 | 31,0 | 15,8% | 117,9 | 15,2% |
| Equipment revenues | 21,4 | 21,5 | 42,9 | 19,0 | 62,0 | 27,4 | 89,4 | 20,0 | 20,7 | 40,7 | 22,1 | 62,8 | 36,7 | 33,9% | 99,4 | 11,3% |
| Other operating income | 1,6 | 2,5 | 4,1 | 1,6 | 5,7 | 2,0 | 7,6 | 1,6 | 1,3 | 2,9 | 1,1 | 4,0 | 4,3 | 117,0% | 8,3 | 9,2% |
| EBITDA | 36,4 | 41,2 | 77,6 | 43,8 | 121,4 | 38,1 | 159,5 | 42,8 | 45,1 | 87,9 | 49,8 | 137,7 | 41,7 | 9,5% | 179,4 | 12,5% |
| % of total revenues | 34,0% | 37,1% | 35,6% | 40,1% | 37,1% | 32,3% | 35,8% | 38,5% | 39,1% | 38,8% | 40,8% | 39,5% | 30,3% | | 36,9% | |
| EBIT | -79,0 | -45,8 | -124,7 | 13,0 | -111,7 | 4,9 | -106,8 | 14,7 | 16,4 | 31,2 | 22,3 | 53,5 | 13,4 | 170,7% | 66,9 | n.m. |
| % of total revenues | -73,8% | -41,2% | -57,2% | 11,9% | -34,1% | 4,2% | -24,0% | 13,3% | 14,2% | 13,8% | 18,3% | 15,3% | 9,7% | | 13,8% | |
| Croatia | | | | | | | | | | | | | | | | |
| in EUR million | | | | | | | | | | | | | | | | |
| Total revenues | 99,5 | 106,2 | 205,8 | 114,5 | 320,3 | 109,6 | 429,9 | 102,1 | 106,5 | 208,6 | 114,9 | 323,5 | 109,3 | -0,3% | 432,8 | 0,7% |
| Service revenues | 83,4 | 89,7 | 173,1 | 98,4 | 271,5 | 88,5 | 360,0 | 85,5 | 91,5 | 177,0 | 100,2 | 277,1 | 91,3 | 3,2% | 368,4 | 2,3% |
| thereof mobile service revenues | 52,8 | 58,4 | 111,2 | 67,1 | 178,4 | 56,6 | 235,0 | 53,8 | 59,8 | 113,6 | 68,3 | 181,9 | 58,3 | 3,0% | 240,2 | 2,2% |
| thereof fixed-line service revenues | 30,5 | 31,3 | 61,9 | 31,3 | 93,2 | 31,8 | 125,0 | 31,7 | 31,6 | 63,3 | 31,9 | 95,2 | 33,0 | 3,6% | 128,2 | 2,5% |
| Equipment revenues | 14,7 | 15,2 | 29,9 | 14,5 | 44,4 | 19,5 | 63,9 | 15,1 | 13,2 | 28,3 | 13,3 | 41,6 | 16,7 | -14,5% | 58,3 | -8,7% |
| Other operating income | 1,4 | 1,4 | 2,8 | 1,6 | 4,4 | 1,6 | 6,0 | 1,4 | 1,9 | 3,3 | 1,5 | 4,8 | 1,3 | -19,8% | 6,1 | 1,6% |
| EBITDA | 29,8 | 32,6 | 62,4 | 45,8 | 108,2 | 24,6 | 132,8 | 31,7 | 34,9 | 66,6 | 49,3 | 115,9 | 29,2 | 18,6% | 145,1 | 9,3% |
| % of total revenues | 30,0% | 30,7% | 30,3% | 40,0% | 33,8% | 22,4% | 30,9% | 31,1% | 32,8% | 31,9% | 42,9% | 35,8% | 26,7% | | 33,5% | |
| EBIT | -2,4 | 0,0 | -2,3 | 14,7 | 12,3 | 0,6 | 12,9 | 6,4 | 8,7 | 15,1 | 23,2 | 38,3 | 2,8 | n.m. | 41,1 | 218,2% |
| % of total revenues | -2,4% | 0,0% | -1,1% | 12,8% | 3,8% | 0,5% | 3,0% | 6,3% | 8,2% | 7,3% | 20,2% | 11,8% | 2,5% | | 9,5% | |

| Belarus | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change |
|--------------------------------------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|----------|---------|----------|
| in EUR million | | | | | | | | | | | | | | | | |
| Total revenues | 88,4 | 98,0 | 186,4 | 104,3 | 290,7 | 100,3 | 390,9 | 93,8 | 105,2 | 198,9 | 113,2 | 312,1 | 114,0 | 13,7% | 426,1 | 9,0% |
| Service revenues | 67,6 | 72,8 | 140,4 | 74,6 | 215,0 | 71,9 | 286,9 | 72,1 | 79,2 | 151,2 | 85,0 | 236,2 | 84,0 | 16,9% | 320,3 | 11,6% |
| thereof mobile service revenues | 59,0 | 63,2 | 122,2 | 63,9 | 186,1 | 60,9 | 247,0 | 61,0 | 67,6 | 128,7 | 72,5 | 201,1 | 71,4 | 17,2% | 272,5 | 10,3% |
| thereof fixed-line service revenues | 8,5 | 9,7 | 18,2 | 10,6 | 28,9 | 11,0 | 39,9 | 11,0 | 11,6 | 22,6 | 12,5 | 35,1 | 12,7 | 15,2% | 47,8 | 19,9% |
| Equipment revenues | 17,5 | 18,6 | 36,0 | 24,0 | 60,0 | 25,9 | 85,9 | 19,1 | 21,2 | 40,3 | 23,8 | 64,1 | 26,9 | 4,0% | 91,0 | 6,0% |
| Other operating income | 3,4 | 6,6 | 9,9 | 5,7 | 15,6 | 2,5 | 18,1 | 2,6 | 4,8 | 7,4 | 4,4 | 11,8 | 3,0 | 21,7% | 14,8 | -18,1% |
| EBITDA | 41,9 | 48,7 | 90,6 | 46,6 | 137,2 | 40,5 | 177,7 | 42,6 | 47,8 | 90,4 | 50,8 | 141,2 | 49,8 | 22,9% | 190,9 | 7,4% |
| % of total revenues | 47,4% | 49,7% | 48,6% | 44,7% | 47,2% | 40,4% | 45,5% | 45,4% | 45,5% | 45,4% | 44,8% | 45,2% | 43,7% | | 44,8% | |
| EBIT | 21,3 | 27,0 | 48,3 | 24,3 | 72,6 | 17,7 | 90,3 | 19,4 | 24,2 | 43,6 | 25,9 | 69,5 | 31,2 | 76,0% | 100,7 | 11,4% |
| % of total revenues | 24,1% | 27,6% | 25,9% | 23,3% | 25,0% | 17,7% | 23,1% | 20,7% | 23,0% | 21,9% | 22,9% | 22,3% | 27,3% | | 23,6% | |
| Slovenia | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change |
| in EUR million | | | | | | | | | | | | | | | | |
| Total revenues | 48,8 | 50,8 | 99,6 | 52,3 | 151,8 | 56,3 | 208,2 | 51,2 | 51,5 | 102,6 | 52,5 | 155,2 | 54,2 | -3,7% | 209,4 | 0,6% |
| Service revenues | 37,6 | 39,3 | 76,9 | 40,4 | 117,2 | 39,0 | 156,3 | 38,9 | 39,5 | 78,4 | 40,4 | 118,8 | 39,0 | -0,1% | 157,8 | 1,0% |
| thereof mobile service revenues | 28,8 | 30,5 | 59,3 | 31,5 | 90,8 | 30,1 | 121,0 | 29,4 | 30,2 | 59,6 | 31,2 | 90,7 | 29,3 | -3,0% | 120,0 | -0,8% |
| thereof fixed-line service revenues | 8,8 | 8,8 | 17,5 | 8,9 | 26,4 | 8,9 | 35,3 | 9,5 | 9,4 | 18,9 | 9,2 | 28,1 | 9,7 | 9,7% | 37,8 | 7,2% |
| Equipment revenues | 10,1 | 10,3 | 20,4 | 10,8 | 31,2 | 15,0 | 46,2 | 11,4 | 11,2 | 22,6 | 11,3 | 33,8 | 14,4 | -4,3% | 48,2 | 4,4% |
| Other operating income | 1,1 | 1,2 | 2,3 | 1,1 | 3,4 | 2,3 | 5,7 | 0,9 | 0,8 | 1,6 | 0,9 | 2,5 | 0,9 | -61,4% | 3,4 | -40,6% |
| EBITDA | 12,2 | 12,3 | 24,5 | 14,8 | 39,3 | 14,8 | 54,1 | 13,9 | 14,5 | 28,4 | 15,5 | 43,9 | 15,2 | 2,7% | 59,0 | 9,2% |
| % of total revenues | 25,0% | 24,3% | 24,6% | 28,2% | 25,9% | 26,2% | 26,0% | 27,2% | 28,2% | 27,7% | 29,5% | 28,3% | 28,0% | | 28,2% | |
| EBIT | 2,2 | 2,3 | 4,5 | 4,5 | 9,0 | 3,2 | 12,2 | 3,3 | 3,3 | 6,5 | 4,4 | 10,9 | 3,7 | 15,8% | 14,7 | 20,2% |
| % of total revenues | 4,6% | 4,5% | 4,5% | 8,6% | 5,9% | 5,7% | 5,9% | 6,4% | 6,3% | 6,4% | 8,4% | 7,1% | 6,8% | | 7,0% | |
| Serbia | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change |
| in EUR million | | | | | | | | | | | | | | | | |
| Total revenues | 60,4 | 63,7 | 124,1 | 68,4 | 192,4 | 66,3 | 258,7 | 65,1 | 68,9 | 134,0 | 73,9 | 207,9 | 75,9 | 14,5% | 283,8 | 9,7% |
| Service revenues | 43,7 | 46,8 | 90,5 | 49,4 | 139,8 | 44,9 | 184,8 | 47,2 | 51,1 | 98,3 | 53,6 | 151,9 | 52,5 | 16,9% | 204,4 | 10,6% |
| thereof mobile service revenues | 42,5 | 45,1 | 87,7 | 47,4 | 135,0 | 43,1 | 178,1 | 44,6 | 48,7 | 93,3 | 51,9 | 145,2 | 51,0 | 18,4% | 196,2 | 10,2% |
| Equipment revenues | 15,7 | 15,9 | 31,5 | 18,1 | 49,7 | 21,3 | 71,0 | 17,1 | 17,2 | 34,3 | 19,4 | 53,7 | 22,3 | 4,6% | 76,0 | 7,1% |
| Other operating income | 1,1 | 1,0 | 2,1 | 0,8 | 2,9 | 0,0 | 3,0 | 0,9 | 0,6 | 1,4 | 0,9 | 2,3 | 1,0 | n.m. | 3,3 | 12,0% |
| EBITDA | 17,1 | 19,6 | 36,7 | 20,9 | 57,6 | 12,6 | 70,2 | 19,0 | 20,4 | 39,4 | 24,4 | 63,8 | 19,7 | 56,3% | 83,4 | 18,8% |
| % of total revenues | 28,2% | 30,8% | 29,6% | 30,6% | 30,0% | 19,0% | 27,1% | 29,1% | 29,7% | 29,4% | 33,0% | 30,7% | 25,9% | | 29,4% | |
| EBIT | 2,8 | 6,0 | 8,8 | 7,1 | 15,9 | -1,0 | 14,9 | 5,2 | 6,7 | 11,9 | 10,4 | 22,4 | 5,4 | n.m. | 27,7 | 86,0% |
| % of total revenues | 4,6% | 9,4% | 7,1% | 10,4% | 8,3% | -1,5% | 5,8% | 8,0% | 9,7% | 8,9% | 14,1% | 10,7% | 7,1% | | 9,8% | |
| North Macedonia | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change |
| in EUR million | | | | | | | | | | | | | | | | |
| Total revenues | 28,0 | 29,6 | 57,6 | 30,2 | 87,8 | 31,2 | 119,0 | 30,4 | 29,3 | 59,6 | 31,8 | 91,5 | 31,3 | 0,5% | 122,8 | 3,2% |
| Service revenues | 23,1 | 24,4 | 47,5 | 25,5 | 72,9 | 24,1 | 97,0 | 24,0 | 24,9 | 48,9 | 25,4 | 74,3 | 24,6 | 2,4% | 98,9 | 2,0% |
| thereof mobile service revenues* | 17,0 | 18,0 | 35,0 | 18,9 | 53,9 | 17,3 | 71,3 | 17,2 | 19,4 | 36,6 | 19,6 | 56,2 | 18,7 | 7,8% | 74,9 | 5,1% |
| thereof fixed-line service revenues* | 6,1 | 6,3 | 12,5 | 6,6 | 19,0 | 6,7 | 25,8 | 6,8 | 5,5 | 12,3 | 5,8 | 18,1 | 6,0 | -11,5% | 24,0 | -6,7% |
| Equipment revenues | 4,8 | 4,8 | 9,5 | 4,6 | 14,1 | 6,5 | 20,6 | 5,6 | 4,2 | 9,9 | 6,1 | 16,0 | 6,4 | -1,2% | 22,3 | 8,6% |
| Other operating income | 0,2 | 0,4 | 0,6 | 0,2 | 0,8 | 0,6 | 1,4 | 0,8 | 0,2 | 0,9 | 0,3 | 1,2 | 0,3 | -53,9% | 1,5 | 7,4% |
| EBITDA | 8,5 | 11,6 | 20,1 | 10,9 | 31,0 | 9,6 | 40,6 | 11,1 | 10,9 | 22,0 | 11,4 | 33,4 | 9,8 | 2,0% | 43,2 | 6,3% |
| % of total revenues | 30,3% | 39,1% | 34,8% | 36,2% | 35,3% | 30,9% | 34,1% | 36,4% | 37,2% | 36,8% | 35,9% | 36,5% | 31,3% | | 35,2% | |
| EBIT | -0,1 | 7,0 | 6,8 | 3,5 | 10,3 | -0,2 | 10,2 | 2,6 | 3,6 | 6,3 | 4,1 | 10,4 | 1,8 | n.m. | 12,2 | 19,7% |
| % of total revenues | -0,5% | 23,6% | 11,9% | 11,5% | 11,7% | -0,5% | 8,5% | 8,6% | 12,5% | 10,5% | 12,9% | 11,3% | 5,7% | | 9,9% | |

*In North Macedonia, WiFi routers, which were formerly reported in fixed-line RGUs, are reported in mobile postpaid since Q2 2019.

Segment Austria - Wireline

| Fixed Revenue Generating Units (RGUs) | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change | |
|--|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|----------|---------|----------|--|
| <i>in '000</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Fixed RGUs | 3.476,8 | 3.435,1 | 3.435,1 | 3.396,6 | 3.396,6 | 3.390,4 | 3.390,4 | 3.378,7 | 3.362,7 | 3.362,7 | 3.334,3 | 3.334,3 | 3.327,7 | 3.327,7 | 3.303,3 | 3.283,7 | 3.283,7 | 3.260,3 | 3.260,3 | 3.247,0 | -2,4% | 3.247,0 | -2,4% | |
| Fixed Voice | 1.706,3 | 1.677,7 | 1.677,7 | 1.658,4 | 1.658,4 | 1.646,0 | 1.646,0 | 1.629,8 | 1.614,7 | 1.614,7 | 1.587,0 | 1.587,0 | 1.579,8 | 1.579,8 | 1.560,1 | 1.546,1 | 1.546,1 | 1.530,6 | 1.530,6 | 1.511,9 | -4,3% | 1.511,9 | -4,3% | |
| Broadband | 1.480,4 | 1.467,2 | 1.467,2 | 1.447,5 | 1.447,5 | 1.447,3 | 1.447,3 | 1.446,9 | 1.442,8 | 1.442,8 | 1.439,0 | 1.439,0 | 1.434,8 | 1.434,8 | 1.426,8 | 1.419,8 | 1.419,8 | 1.411,3 | 1.411,3 | 1.411,3 | -1,6% | 1.411,3 | -1,6% | |
| Pay TV | 290,1 | 290,1 | 290,1 | 290,7 | 290,7 | 297,1 | 297,1 | 302,0 | 305,2 | 305,2 | 308,3 | 308,3 | 313,0 | 313,0 | 316,4 | 317,9 | 317,9 | 318,3 | 318,3 | 323,9 | 3,5% | 323,9 | 3,5% | |
| Average Revenue Per Line | | | | | | | | | | | | | | | | | | | | | | | | |
| <i>in EUR, in EUR million</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| ARPL (IFRS 15)* | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 30,4 | 30,5 | 30,4 | 30,8 | 30,6 | 31,1 | 30,7 | 31,2 | 31,2 | 31,1 | 31,1 | 31,2 | 31,6 | 1,5% | 31,3 | 1,9% | |
| ARPL-relevant Revenues (IFRS 15)* | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 192,6 | 191,5 | 191,5 | 191,6 | 191,6 | 192,1 | 191,6 | 190,6 | 189,0 | 189,0 | 186,4 | 186,4 | 187,2 | -2,5% | 187,2 | -1,9% | |
| Fixed Access Lines | | | | | | | | | | | | | | | | | | | | | | | | |
| <i>in '000</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Access Lines | 2.187,5 | 2.160,2 | 2.160,2 | 2.128,7 | 2.128,7 | 2.117,5 | 2.117,5 | 2.102,6 | 2.085,7 | 2.085,7 | 2.063,1 | 2.063,1 | 2.048,3 | 2.048,3 | 2.026,0 | 2.006,5 | 2.006,5 | 1.985,4 | 1.985,4 | 1.967,0 | -4,0% | 1.967,0 | -4,0% | |
| Unbundled Lines | 225,6 | 223,9 | 223,9 | 221,8 | 221,8 | 220,3 | 220,3 | 218,4 | 191,5 | 191,5 | 190,2 | 190,2 | 190,8 | 190,8 | 192,2 | 193,2 | 193,2 | 194,5 | 194,5 | 198,9 | 4,2% | 198,9 | 4,2% | |
| Broadband Market Shares | | | | | | | | | | | | | | | | | | | | | | | | |
| <i>in %</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| Fixed Broadband Market Shares | 57,4% | 57,1% | 57,1% | 56,6% | 56,6% | 56,4% | 56,4% | 56,3% | 56,1% | 56,1% | 55,9% | 55,9% | 55,6% | 55,6% | 55,1% | 54,6% | 54,6% | 54,3% | 54,3% | 54,8% | | 54,8% | | |
| Fixed and Mobile Broadband Penetration | 137,7% | 138,1% | 138,1% | 138,0% | 138,0% | 139,1% | 139,1% | 138,5% | 137,9% | 137,9% | 137,7% | 137,7% | 141,3% | 141,3% | 140,8% | 142,6% | 142,6% | 142,5% | 142,5% | 142,5% | | 142,5% | | |
| Broadband Market Shares ** | | | | | | | | | | | | | | | | | | | | | | | | |
| <i>in %</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| Fixed-line Retail A1 Telekom Austria | 27,6% | 27,3% | 27,3% | 26,9% | 26,9% | 26,7% | 26,7% | 26,8% | 26,7% | 26,7% | 26,6% | 26,6% | 25,9% | 25,9% | 25,7% | 25,2% | 25,2% | 25,1% | 25,1% | 25,0% | | 25,0% | | |
| Fixed-line Wholesale A1 Telekom Austria | 0,7% | 0,7% | 0,7% | 0,7% | 0,7% | 0,7% | 0,7% | 0,7% | 0,7% | 0,7% | 0,6% | 0,6% | 0,6% | 0,6% | 0,6% | 0,5% | 0,5% | 0,5% | 0,5% | 0,5% | | 0,5% | | |
| Mobile Broadband A1 Telekom Austria | 17,7% | 17,5% | 17,5% | 17,5% | 17,5% | 17,4% | 17,4% | 17,2% | 17,2% | 17,2% | 17,5% | 17,5% | 17,4% | 17,4% | 17,3% | 17,1% | 17,1% | 17,0% | 17,0% | 16,7% | | 16,7% | | |
| Mobile Broadband Other Operators | 34,2% | 34,7% | 34,7% | 34,9% | 35,0% | 35,3% | 35,3% | 35,2% | 35,6% | 35,6% | 35,4% | 35,4% | 36,6% | 36,6% | 36,6% | 37,3% | 37,3% | 37,3% | 37,3% | 37,3% | | 37,3% | | |
| Cable | 16,2% | 16,2% | 16,2% | 16,4% | 16,4% | 16,4% | 16,4% | 16,6% | 16,7% | 16,7% | 16,8% | 16,8% | 16,5% | 16,5% | 16,8% | 16,8% | 16,8% | 17,0% | 17,0% | 17,4% | | 17,4% | | |
| Unbundled Lines | 3,7% | 3,6% | 3,6% | 3,6% | 3,6% | 3,5% | 3,5% | 3,5% | 3,0% | 3,0% | 3,0% | 3,0% | 3,0% | 3,0% | 3,0% | 3,0% | 3,0% | 3,0% | 3,0% | 3,1% | | 3,1% | | |

*Figures for Q2 2018 and 1-6M 2018 were restated due to minor reclassifications.

**Market data are based on estimates due to lack of availability for subscriber figures of the total market at A1 Group's reporting date.

Segment Austria - Wireless

| Wireless - Market Data** | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 1-6 M 2019 | Q3 2019 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change |
|--|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|--------------------|--------------------|---------|----------|---------|----------|
| in % | | | | | | | | | | | | | | | | | | | | | |
| Mobile Market Share** | 39,5% | 39,1% | 39,1% | 39,2% | 39,2% | 38,8% | 38,8% | 38,7% | 38,5% | 38,5% | 38,7% | 38,7% | 37,8%** | 37,8%** | 37,7% | 37,0% | 37,0% | 37,1% | 37,1% | 37,0% | 37,0% |
| Mobile Penetration | 155,1% | 155,6% | 155,6% | 155,1% | 155,1% | 156,2% | 156,2% | 154,8% | 155,1% | 155,1% | 154,9% | 154,9% | 160,5% | 160,5% | 158,6% | 159,4% | 159,4% | 157,5% | 157,5% | 155,4% | 155,4% |
| Wireless Subscribers | | | | | | | | | | | | | | | | | | | | | |
| in '000 | | | | | | | | | | | | | | | | | | | | | |
| Postpaid | 3.697,6 | 3.684,3 | 3.684,3 | 3.721,6 | 3.721,6 | 3.779,4 | 3.779,4 | 3.777,9 | 3.796,0 | 3.796,0 | 3.812,1 | 3.812,1 | 3.825,1 | 3.825,1 | 3.830,9 | 3.851,8 | 3.851,8 | 3.884,9 | 3.884,9 | 3.895,5 | 3.895,5 |
| Prepaid | 1.701,6 | 1.679,8 | 1.679,8 | 1.635,8 | 1.635,8 | 1.555,8 | 1.555,8 | 1.529,1 | 1.488,5 | 1.488,5 | 1.492,0 | 1.492,0 | 1.538,6 | 1.538,6 | 1.477,8 | 1.389,4 | 1.389,4 | 1.315,6 | 1.315,6 | 1.219,3 | 1.219,3 |
| Total Wireless Subscribers | 5.399,2 | 5.364,0 | 5.364,0 | 5.357,3 | 5.357,3 | 5.335,2 | 5.335,2 | 5.307,0 | 5.284,5 | 5.284,5 | 5.304,2 | 5.304,2 | 5.363,7 | 5.363,7 | 5.308,7 | 5.241,2 | 5.241,2 | 5.200,5 | 5.200,5 | 5.114,9 | 5.114,9 |
| thereof Mobile Broadband | 949,5 | 941,6 | 941,6 | 941,2 | 941,2 | 947,4 | 947,4 | 929,5 | 930,7 | 930,7 | 945,9 | 945,9 | 964,3 | 964,3 | 963,9 | 963,4 | 963,4 | 957,0 | 957,0 | 941,7 | 941,7 |
| Minutes of Use | | | | | | | | | | | | | | | | | | | | | |
| average | | | | | | | | | | | | | | | | | | | | | |
| MoU | 255,1 | 253,1 | 254,1 | 250,8 | 253,0 | 266,1 | 256,3 | 267,5 | 270,4 | 268,9 | 262,7 | 266,9 | 279,1 | 269,9 | 278,1 | 279,3 | 278,7 | 276,2 | 277,9 | 293,1 | 281,6 |
| Average Revenue Per User | | | | | | | | | | | | | | | | | | | | | |
| in EUR, in EUR million | | | | | | | | | | | | | | | | | | | | | |
| ARPU (IFRS 15) | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 14,5 | 14,5 | 14,5 | 14,8 | 14,6 | 14,2 | 14,5 | 14,4 | 14,5 | 14,5 | 15,2 | 14,7 | 14,8 | 14,7 |
| ARPU excl. visitor and national roaming*** | 15,3 | 15,4 | 15,3 | 15,5 | 15,4 | 15,3 | 15,4 | 15,6 | 15,9 | 15,7 | 16,1 | 15,8 | 15,9 | 15,9 | 15,7 | 16,0 | 15,8 | 16,3 | 16,0 | 16,4 | 16,1 |
| ARPU-relevant Revenues (IFRS 15) | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 231,2 | 230,6 | 461,8 | 235,0 | 696,8 | 226,8 | 923,6 | 230,9 | 229,9 | 460,8 | 237,3 | 698,0 | 228,1 | 926,1 |
| ARPU-relevant Revenues excl. visitor and national roaming*** | 248,0 | 248,4 | 496,4 | 249,6 | 746,0 | 244,9 | 990,9 | 248,2 | 252,4 | 500,5 | 255,4 | 755,9 | 254,7 | 1.010,6 | 251,3 | 253,0 | 504,3 | 255,4 | 759,7 | 253,6 | 1.013,3 |
| Churn Rates | | | | | | | | | | | | | | | | | | | | | |
| in % | | | | | | | | | | | | | | | | | | | | | |
| Total Churn Rate | 1,7% | 1,7% | 1,7% | 1,8% | 1,7% | 1,8% | 1,7% | 1,7% | 1,5% | 1,6% | 1,6% | 1,6% | 1,5% | 1,6% | 1,5% | 1,4% | 1,4% | 1,6% | 1,5% | 1,8% | 1,6% |
| Contract Churn Rate | 0,8% | 0,9% | 0,8% | 0,7% | 0,8% | 0,7% | 0,8% | 0,9% | 0,6% | 0,8% | 0,6% | 0,7% | 0,7% | 0,7% | 0,8% | 0,7% | 0,7% | 0,7% | 0,7% | 0,8% | 0,7% |
| Prepaid Churn Rate | 3,7% | 3,5% | 3,6% | 4,1% | 3,6% | 4,4% | 3,9% | 3,9% | 3,7% | 3,8% | 3,9% | 3,8% | 3,4% | 3,7% | 3,2% | 3,5% | 3,4% | 4,3% | 3,6% | 4,8% | 3,9% |
| Subsidies | | | | | | | | | | | | | | | | | | | | | |
| in EUR million | | | | | | | | | | | | | | | | | | | | | |
| Total Subsidies**** | 21,5 | 18,9 | 40,4 | 28,9 | 69,3 | 36,1 | 105,3 | 23,1 | 24,9 | 48,1 | 20,4 | 68,4 | 37,6 | 106,0 | 19,8 | 25,7 | 45,5 | 26,3 | 71,8 | 35,3 | 107,1 |

**Market data are based on estimates due to lack of availability for subscriber figures of the total market at A1 Group's reporting date.

***Please note: ARPU figures include effects from customer roaming.

****As of Q3 2018 marketing support from equipment sellers is included in total subsidies and there is no split available for subsidies acquisition/retention any longer. Comparative figures have been adjusted accordingly.

Segment Bulgaria - Wireline

| Fixed Revenue Generating Units (RGUs) | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | change | FY 2019 | %-change | |
|--|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|--------|---------|----------|--|
| Total Fixed RGUs | 1,006.8 | 1,002.0 | 1,002.0 | 994.4 | 994.4 | 1,005.0 | 1,005.0 | 1,005.1 | 1,014.7 | 1,014.7 | 1,017.6 | 1,017.6 | 1,029.0 | 1,029.0 | 1,028.7 | 1,040.5 | 1,040.5 | 1,043.5 | 1,043.5 | 1,060.0 | 3.0% | 1,060.0 | 3.0% | |
| Fixed Voice | 100.5 | 93.4 | 93.4 | 88.9 | 88.9 | 85.1 | 85.1 | 81.4 | 78.1 | 78.1 | 75.6 | 75.6 | 73.2 | 73.2 | 71.0 | 69.2 | 69.2 | 67.3 | 67.3 | 65.2 | -10.9% | 65.2 | -10.9% | |
| Broadband | 428.0 | 428.8 | 428.8 | 428.0 | 428.0 | 434.8 | 434.8 | 435.6 | 440.1 | 440.1 | 442.2 | 442.2 | 448.3 | 448.3 | 449.2 | 454.0 | 454.0 | 456.2 | 456.2 | 464.3 | 3.6% | 464.3 | 3.6% | |
| Pay TV | 478.3 | 479.8 | 479.8 | 477.4 | 477.4 | 485.1 | 485.1 | 488.1 | 496.6 | 496.6 | 499.7 | 499.7 | 507.5 | 507.5 | 508.4 | 517.3 | 517.3 | 520.0 | 520.0 | 530.5 | 4.5% | 530.5 | 4.5% | |
| Average Revenue Per Line | | | | | | | | | | | | | | | | | | | | | | | | |
| ARPL (IFRS 15) | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 12.2 | 12.5 | 12.3 | 12.6 | 12.4 | 12.8 | 12.5 | 12.9 | 13.2 | 13.0 | 13.4 | 13.2 | 13.5 | 5.6% | 13.3 | 6.1% | |
| ARPL-relevant Revenues (IFRS 15) | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 19.3 | 19.8 | 39.2 | 20.1 | 59.2 | 20.6 | 79.8 | 20.8 | 21.1 | 41.9 | 21.7 | 63.6 | 21.9 | 6.4% | 85.5 | 7.1% | |
| Fixed Access Lines | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Access Lines | 537.0 | 535.6 | 535.6 | 528.3 | 528.3 | 531.2 | 531.2 | 529.1 | 532.0 | 532.0 | 531.4 | 531.4 | 536.0 | 536.0 | 534.2 | 538.2 | 538.2 | 536.4 | 536.4 | 543.4 | 1.4% | 543.4 | 1.4% | |

Segment Bulgaria - Wireless

| Wireless - Market Data* | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | change | FY 2019 | %-change | |
|--|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|--------|---------|----------|--|
| Mobile Market Share | 38.7% | 39.8% | 39.8% | 39.4% | 39.4% | 38.7% | 38.7% | 39.5% | 39.4% | 39.4% | 39.5% | 39.5% | 39.4% | 39.4% | 39.2% | 39.1% | 39.1% | 39.6% | 39.6% | 39.3% | | 39.3% | | |
| Mobile Penetration | 148.7% | 145.4% | 145.4% | 145.6% | 145.6% | 145.6% | 145.6% | 142.5% | 143.6% | 143.6% | 145.5% | 145.5% | 142.8% | 142.8% | 140.1% | 140.6% | 140.6% | 142.4% | 142.4% | 140.0% | | 140.0% | | |
| Wireless Subscribers | | | | | | | | | | | | | | | | | | | | | | | | |
| Postpaid | 3,491.3 | 3,487.0 | 3,487.0 | 3,484.3 | 3,484.3 | 3,500.4 | 3,500.4 | 3,506.3 | 3,517.9 | 3,517.9 | 3,510.8 | 3,510.8 | 3,505.2 | 3,505.2 | 3,418.2 | 3,408.1 | 3,408.1 | 3,417.8 | 3,417.8 | 3,406.4 | -2.8% | 3,406.4 | -2.8% | |
| Prepaid | 599.1 | 614.3 | 614.3 | 571.5 | 571.5 | 476.8 | 476.8 | 453.1 | 455.6 | 455.6 | 513.3 | 513.3 | 429.1 | 429.1 | 419.1 | 428.7 | 428.7 | 505.0 | 505.0 | 417.6 | -2.7% | 417.6 | -2.7% | |
| Total Wireless Subscribers | 4,090.3 | 4,101.3 | 4,101.3 | 4,055.8 | 4,055.8 | 3,977.1 | 3,977.1 | 3,959.4 | 3,973.5 | 3,973.5 | 4,024.1 | 4,024.1 | 3,934.3 | 3,934.3 | 3,837.2 | 3,836.8 | 3,836.8 | 3,922.8 | 3,922.8 | 3,824.1 | -2.8% | 3,824.1 | -2.8% | |
| thereof Mobile Broadband | 389.4 | 398.0 | 398.0 | 407.5 | 407.5 | 422.3 | 422.3 | 429.8 | 435.0 | 435.0 | 432.3 | 432.3 | 430.0 | 430.0 | 420.9 | 418.6 | 418.6 | 416.7 | 416.7 | 418.7 | -2.6% | 418.7 | -2.6% | |
| thereof M2M | 383.0 | 390.0 | 390.0 | 394.6 | 394.6 | 399.7 | 399.7 | 407.2 | 412.7 | 412.7 | 416.8 | 416.8 | 418.7 | 418.7 | 443.5 | 454.3 | 454.3 | 485.6 | 485.6 | 490.2 | 17.1% | 490.2 | 17.1% | |
| Minutes of Use** | | | | | | | | | | | | | | | | | | | | | | | | |
| average MoU | 304.7 | 301.9 | 303.3 | 302.3 | 303.0 | 316.7 | 306.3 | 318.9 | 322.8 | 320.9 | 318.1 | 319.9 | 327.4 | 321.8 | 335.8 | 343.3 | 339.5 | 335.4 | 338.1 | 344.2 | 5.1% | 339.6 | 5.5% | |
| Average Revenue Per User | | | | | | | | | | | | | | | | | | | | | | | | |
| ARPU (IFRS 15) | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 5.0 | 5.2 | 5.1 | 5.2 | 5.1 | 5.2 | 5.2 | 5.4 | 5.6 | 5.5 | 5.9 | 5.6 | 5.7 | 9.3% | 5.6 | 9.3% | |
| ARPU excl. M2M and excl. visitor and national roaming*** | 5.7 | 5.8 | 5.7 | 5.9 | 5.8 | 5.9 | 5.8 | 5.9 | 6.1 | 6.0 | 6.1 | 6.0 | 6.2 | 6.1 | 6.4 | 6.7 | 6.5 | 6.8 | 6.6 | 6.8 | 10.9% | 6.7 | 10.0% | |
| ARPU-relevant Revenues (IFRS 15) | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 59.6 | 61.6 | 121.2 | 62.8 | 184.0 | 61.8 | 245.8 | 61.8 | 64.5 | 126.3 | 68.6 | 194.8 | 65.7 | 6.3% | 260.6 | 6.0% | |
| ARPU-relevant Revenues excl. M2M and excl. visitor and national roaming*** | 63.4 | 64.5 | 127.8 | 65.3 | 193.1 | 64.0 | 257.1 | 63.0 | 64.5 | 127.6 | 66.2 | 193.7 | 65.6 | 259.4 | 65.6 | 67.6 | 133.2 | 69.8 | 203.0 | 69.2 | 5.4% | 272.2 | 4.9% | |
| Churn Rates | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Churn Rate | 2.1% | 2.0% | 2.0% | 2.4% | 2.1% | 2.3% | 2.2% | 1.5% | 1.4% | 1.4% | 1.4% | 1.4% | 2.0% | 1.6% | 2.4% | 1.4% | 1.9% | 1.4% | 1.7% | 2.2% | | 1.8% | | |
| Contract Churn Rate | 1.4% | 1.3% | 1.3% | 1.1% | 1.3% | 1.1% | 1.2% | 0.9% | 0.9% | 0.9% | 0.9% | 0.9% | 0.9% | 0.9% | 2.0% | 0.9% | 1.5% | 0.9% | 1.3% | 0.9% | | 1.2% | | |
| Prepaid Churn Rate | 5.8% | 6.1% | 5.9% | 9.8% | 7.2% | 10.6% | 8.0% | 5.7% | 5.0% | 5.3% | 4.8% | 5.2% | 10.4% | 6.5% | 5.4% | 5.1% | 5.2% | 4.7% | 5.0% | 11.4% | | 6.7% | | |
| Subsidies | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Subsidies**** | 7.0 | 4.6 | 11.6 | 4.4 | 16.0 | 5.2 | 21.2 | 3.7 | 3.9 | 7.6 | 2.2 | 9.8 | 5.5 | 15.3 | 3.7 | 4.2 | 7.9 | 4.9 | 12.8 | 7.6 | 37.8% | 20.4 | 32.9% | |

*Market data are based on estimates due to lack of availability for subscriber figures of the total market at A1 Group's reporting date.

**Minutes of Use no longer include M2M subscribers as of Q4 2017. Comparative figures have been adjusted accordingly.

***Please note: ARPU figures include effects from customer roaming.

****As of Q3 2018 marketing support from equipment sellers is included in total subsidies and there is no split available for subsidies acquisition/retention any longer. Comparative figures have been adjusted accordingly.

Segment Croatia - Wireline

| Fixed Revenue Generating Units (RGUs) | | | | | | | | | | | | | | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 -6 M 2019 | Q3 2019 -9 M 2019 | Q4 2019 | Change | FY 2019 | Change |
|---------------------------------------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|-------------------|-------------------|-------------------|-------------------|---------|--------|---------|--------|
| in '000 | | | | | | | | | | | | | | | | | | | | | | |
| Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 -6 M 2019 | Q3 2019 -9 M 2019 | Q4 2019 | Change | FY 2019 | Change | | |
| Total Fixed RGUs | | | | | | | | | | | | | | | | | | | | | | |
| 662,3 | 667,2 | 667,2 | 659,9 | 659,9 | 654,1 | 654,1 | 655,4 | 658,2 | 658,2 | 668,5 | 668,5 | 681,8 | 681,8 | 694,9 | 703,6 | 703,6 | 687,9 | 687,9 | 685,8 | 0,6% | 685,8 | 0,6% |
| Fixed Voice | | | | | | | | | | | | | | | | | | | | | | |
| 201,2 | 201,9 | 201,9 | 197,0 | 197,0 | 193,1 | 193,1 | 192,3 | 192,0 | 192,0 | 194,5 | 194,5 | 198,5 | 198,5 | 202,3 | 205,4 | 205,4 | 199,8 | 199,8 | 198,5 | 0,0% | 198,5 | 0,0% |
| Broadband | | | | | | | | | | | | | | | | | | | | | | |
| 255,1 | 256,4 | 256,4 | 252,9 | 252,9 | 250,0 | 250,0 | 249,2 | 249,1 | 249,1 | 250,5 | 250,5 | 254,0 | 254,0 | 257,0 | 259,3 | 259,3 | 252,6 | 252,6 | 252,2 | -0,7% | 252,2 | -0,7% |
| Pay TV | | | | | | | | | | | | | | | | | | | | | | |
| 206,1 | 209,0 | 209,0 | 210,1 | 210,1 | 211,0 | 211,0 | 213,9 | 217,0 | 217,0 | 223,4 | 223,4 | 229,3 | 229,3 | 235,6 | 238,9 | 238,9 | 235,5 | 235,5 | 235,1 | 2,5% | 235,1 | 2,5% |
| Average Revenue Per Line | | | | | | | | | | | | | | | | | | | | | | |
| in EUR, in EUR million | | | | | | | | | | | | | | | | | | | | | | |
| | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 30,1 | 30,3 | 30,2 | 30,3 | 30,2 | 30,4 | 30,5 | 30,0 | 30,3 | 30,8 | 30,4 | 32,0 | 5,2% | 30,8 | 1,8% |
| ARPL (IFRS 15)* | | | | | | | | | | | | | | | | | | | | | | |
| | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 26,7 | 26,8 | 53,4 | 26,7 | 80,1 | 27,0 | 27,2 | 26,9 | 54,1 | 27,3 | 81,4 | 27,8 | 3,0% | 109,3 | 2,0% |
| ARPL-relevant Revenues (IFRS 15)* | | | | | | | | | | | | | | | | | | | | | | |
| in '000 | | | | | | | | | | | | | | | | | | | | | | |
| Total Access Lines | | | | | | | | | | | | | | | | | | | | | | |
| 305,0 | 305,3 | 305,3 | 300,4 | 300,4 | 296,6 | 296,6 | 294,8 | 293,8 | 293,8 | 294,5 | 294,5 | 296,9 | 296,9 | 298,8 | 298,1 | 298,1 | 290,1 | 290,1 | 288,8 | -2,7% | 288,8 | -2,7% |

Segment Croatia - Wireless

| Wireless - Market Data** | | | | | | | | | | | | | | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 -6 M 2019 | Q3 2019 -9 M 2019 | Q4 2019 | Change | FY 2019 | Change | |
|---|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|-------------------|-------------------|-------------------|-------------------|---------|--------|---------|--------|------|
| in % | | | | | | | | | | | | | | | | | | | | | | | |
| Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 -6 M 2019 | Q3 2019 -9 M 2019 | Q4 2019 | Change | FY 2019 | Change | | | |
| Mobile Market Share | | | | | | | | | | | | | | | | | | | | | | | |
| 36,3% | 36,9% | 36,9% | 36,7% | 36,7% | 36,5% | 36,5% | 36,4% | 36,5% | 36,5% | 36,5% | 36,5% | 36,5% | 36,5% | 36,4% | 36,6% | 36,6% | 36,4% | 36,4% | 36,4% | 36,4% | 36,4% | 36,4% | |
| Mobile Penetration | | | | | | | | | | | | | | | | | | | | | | | |
| 113,9% | 117,0% | 117,0% | 121,1% | 121,1% | 117,5% | 117,5% | 116,7% | 119,5% | 119,5% | 124,5% | 124,5% | 121,5% | 121,5% | 119,9% | 122,6% | 122,6% | 126,7% | 126,7% | 123,0% | 123,0% | 123,0% | | |
| Wireless Subscribers | | | | | | | | | | | | | | | | | | | | | | | |
| in '000 | | | | | | | | | | | | | | | | | | | | | | | |
| Postpaid | | | | | | | | | | | | | | | | | | | | | | | |
| 865,9 | 902,9 | 902,9 | 942,4 | 942,4 | 965,2 | 965,2 | 978,5 | 1.001,5 | 1.001,5 | 1.030,3 | 1.030,3 | 1.043,9 | 1.043,9 | 1.061,7 | 1.081,9 | 1.081,9 | 1.096,7 | 1.096,7 | 1.111,4 | 6,5% | 1.111,4 | 6,5% | |
| Prepaid | | | | | | | | | | | | | | | | | | | | | | | |
| 840,4 | 879,1 | 879,1 | 894,8 | 894,8 | 807,5 | 807,5 | 776,7 | 799,5 | 799,5 | 847,4 | 847,4 | 789,4 | 789,4 | 741,2 | 770,3 | 770,3 | 806,9 | 806,9 | 736,4 | -6,7% | 736,4 | -6,7% | |
| Total Wireless Subscribers | | | | | | | | | | | | | | | | | | | | | | | |
| 1.706,3 | 1.782,0 | 1.782,0 | 1.837,2 | 1.837,2 | 1.772,7 | 1.772,7 | 1.755,2 | 1.801,0 | 1.801,0 | 1.877,8 | 1.877,8 | 1.833,3 | 1.833,3 | 1.803,0 | 1.852,2 | 1.852,2 | 1.903,6 | 1.903,6 | 1.847,8 | 0,8% | 1.847,8 | 0,8% | |
| thereof Mobile Broadband | | | | | | | | | | | | | | | | | | | | | | | |
| 130,7 | 154,9 | 154,9 | 170,3 | 170,3 | 173,2 | 173,2 | 177,1 | 192,1 | 192,1 | 200,9 | 200,9 | 204,6 | 204,6 | 207,1 | 215,9 | 215,9 | 218,0 | 218,0 | 216,6 | 5,9% | 216,6 | 5,9% | |
| thereof M2M | | | | | | | | | | | | | | | | | | | | | | | |
| 45,3 | 49,1 | 49,1 | 50,2 | 50,2 | 51,2 | 51,2 | 51,7 | 54,4 | 54,4 | 67,5 | 67,5 | 68,7 | 68,7 | 69,1 | 70,4 | 70,4 | 72,3 | 72,3 | 73,2 | 6,5% | 73,2 | 6,5% | |
| Minutes of Use*** | | | | | | | | | | | | | | | | | | | | | | | |
| average | | | | | | | | | | | | | | | | | | | | | | | |
| MoU | | | | | | | | | | | | | | | | | | | | | | | |
| 310,0 | 312,8 | 311,4 | 312,4 | 311,8 | 305,2 | 310,1 | 314,2 | 328,2 | 321,2 | 310,8 | 317,7 | 308,0 | 315,2 | 313,5 | 329,7 | 321,6 | 317,7 | 320,3 | 313,5 | 1,8% | 318,6 | 1,1% | |
| Average Revenue Per User | | | | | | | | | | | | | | | | | | | | | | | |
| in EUR, in EUR million | | | | | | | | | | | | | | | | | | | | | | | |
| | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 10,0 | 11,0 | 10,5 | 12,1 | 11,0 | 10,1 | 10,8 | 9,9 | 10,9 | 10,4 | 12,0 | 11,0 | 10,4 | 2,3% | 10,8 | 0,2% |
| ARPU (IFRS 15) | | | | | | | | | | | | | | | | | | | | | | | |
| | 11,3 | 11,9 | 11,6 | 11,8 | 11,7 | 11,5 | 11,3 | 12,0 | 11,6 | 12,0 | 11,8 | 11,4 | 11,7 | 11,4 | 11,9 | 11,6 | 11,9 | 11,7 | 11,7 | 11,7 | 2,1% | 11,7 | 0,2% |
| ARPU excl. M2M and excl. visitor and national roaming**** | | | | | | | | | | | | | | | | | | | | | | | |
| | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 52,8 | 58,4 | 111,2 | 67,1 | 178,4 | 56,6 | 235,0 | 53,8 | 59,8 | 113,6 | 68,3 | 181,9 | 58,3 | 3,0% | 240,2 | 2,2% |
| ARPU-relevant Revenues (IFRS 15) | | | | | | | | | | | | | | | | | | | | | | | |
| | 56,7 | 60,4 | 117,0 | 62,8 | 179,8 | 58,4 | 238,2 | 57,9 | 61,7 | 119,6 | 64,6 | 184,2 | 61,5 | 245,7 | 59,4 | 62,5 | 121,9 | 64,8 | 186,7 | 63,0 | 2,5% | 249,7 | 1,6% |
| ARPU-relevant Revenues excl. M2M and excl. visitor and national roaming**** | | | | | | | | | | | | | | | | | | | | | | | |
| Churn Rates | | | | | | | | | | | | | | | | | | | | | | | |
| in % | | | | | | | | | | | | | | | | | | | | | | | |
| Total Churn Rate | | | | | | | | | | | | | | | | | | | | | | | |
| 2,7% | 1,8% | 2,2% | 2,4% | 2,3% | 3,6% | 2,6% | 2,4% | 1,7% | 2,0% | 2,0% | 2,0% | 3,2% | 2,3% | 2,9% | 1,8% | 2,3% | 2,1% | 2,3% | 3,0% | 3,0% | 2,5% | 2,5% | |
| Contract Churn Rate | | | | | | | | | | | | | | | | | | | | | | | |
| 1,3% | 1,1% | 1,2% | 1,2% | 1,2% | 1,3% | 1,2% | 1,2% | 1,0% | 1,1% | 1,1% | 1,1% | 1,7% | 1,3% | 1,4% | 1,2% | 1,3% | 1,0% | 1,2% | 1,1% | 1,1% | 1,2% | 1,2% | |
| Prepaid Churn Rate | | | | | | | | | | | | | | | | | | | | | | | |
| 4,1% | 2,5% | 3,3% | 3,6% | 3,4% | 6,1% | 4,1% | 3,8% | 2,6% | 3,2% | 3,0% | 3,1% | 5,1% | 3,6% | 4,9% | 2,7% | 3,8% | 3,7% | 3,8% | 5,9% | 5,9% | 4,3% | 4,3% | |
| Subsidies | | | | | | | | | | | | | | | | | | | | | | | |
| in EUR million | | | | | | | | | | | | | | | | | | | | | | | |
| Total Subsidies***** | | | | | | | | | | | | | | | | | | | | | | | |
| 6,5 | 6,8 | 13,2 | 6,0 | 19,2 | 8,3 | 27,5 | 7,4 | 6,7 | 14,1 | 6,6 | 20,7 | 10,7 | 31,4 | 8,4 | 6,2 | 14,6 | 6,2 | 20,7 | 9,2 | -14,8% | 29,9 | -4,8% | |

*Minor adaptations due to a slightly modified accrual method in 2018.

**Market data are based on estimates due to lack of availability for subscriber figures of the total market at A1 Group's reporting date.

***Minutes of Use no longer include M2M subscribers as of Q4 2017. Comparative figures have been adjusted accordingly.

****Please note: ARPU figures include effects from customer roaming.

*****As of Q3 2018 marketing support from equipment sellers is included in total subsidies and there is no split available for subsidies acquisition/retention any longer. Comparative figures have been adjusted accordingly.

Segment Belarus - Wireline

| Fixed Revenue Generating Units (RGUs)* | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change |
|---|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|----------|---------|----------|
| Total Fixed RGUs | 283,3 | 300,7 | 300,7 | 461,9 | 461,9 | 463,4 | 463,4 | 475,5 | 614,9 | 614,9 | 615,8 | 615,8 | 657,3 | 657,3 | 640,2 | 624,4 | 624,4 | 618,7 | 618,7 | 616,9 | -6,1% | 616,9 | -6,1% |
| Fixed Voice | 2,4 | 2,5 | 2,5 | 2,6 | 2,6 | 2,6 | 2,6 | 2,7 | 2,7 | 2,7 | 2,5 | 2,5 | 2,5 | 2,5 | 2,6 | 2,7 | 2,7 | 2,6 | 2,6 | 2,7 | 5,2% | 2,7 | 5,2% |
| Broadband | 132,8 | 140,2 | 140,2 | 211,2 | 211,2 | 212,0 | 212,0 | 213,9 | 245,8 | 245,8 | 245,9 | 245,9 | 246,7 | 246,7 | 239,1 | 234,7 | 234,7 | 229,0 | 229,0 | 228,0 | -7,6% | 228,0 | -7,6% |
| Pay TV | 148,0 | 158,0 | 158,0 | 248,1 | 248,1 | 248,7 | 248,7 | 258,9 | 366,4 | 366,4 | 367,4 | 367,4 | 408,1 | 408,1 | 398,4 | 387,0 | 387,0 | 387,1 | 387,1 | 386,3 | -5,3% | 386,3 | -5,3% |

| Average Revenue Per Line* | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change |
|---|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|----------|---------|----------|
| ARPL (IFRS 15) | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 5,9 | 5,6 | 5,7 | 5,5 | 5,6 | 5,6 | 5,6 | 5,4 | 5,9 | 5,6 | 6,5 | 5,9 | 6,6 | 17,5% | 6,1 | 7,8% |
| ARPL-relevant Revenues (IFRS 15) | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 5,4 | 6,4 | 11,8 | 6,9 | 18,7 | 7,0 | 25,8 | 7,1 | 7,4 | 14,5 | 7,8 | 22,4 | 7,7 | 9,9% | 30,1 | 16,8% |

| Fixed Access Lines* | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change |
|----------------------------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|----------|---------|----------|
| Total Access Lines | 174,4 | 179,3 | 179,3 | 309,7 | 309,7 | 306,4 | 306,4 | 302,6 | 423,5 | 423,5 | 417,1 | 417,1 | 451,8 | 451,8 | 431,9 | 405,3 | 405,3 | 395,1 | 395,1 | 389,0 | -13,9% | 389,0 | -13,9% |

Segment Belarus - Wireless

| Wireless - Market Data** | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change | |
|---------------------------------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|----------|---------|----------|--|
| Mobile Market Share | 43,1% | 42,8% | 42,8% | 42,7% | 42,7% | 42,5% | 42,5% | 42,3% | 42,3% | 42,3% | 42,3% | 42,3% | 42,0% | 42,0% | 41,8% | 42,0% | 42,0% | 41,8% | 41,8% | 41,8% | 41,8% | | 41,8% | |
| Mobile Penetration | 119,1% | 119,5% | 119,5% | 120,0% | 120,0% | 120,5% | 120,5% | 120,5% | 121,1% | 121,1% | 122,3% | 122,3% | 122,4% | 122,4% | 122,6% | 122,5% | 122,5% | 123,4% | 123,4% | 123,8% | | 123,8% | | |

| Wireless Subscribers | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change |
|-----------------------------------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|----------|---------|----------|
| Total Wireless Subscribers | 3,945,9 | 3,932,3 | 3,932,3 | 3,943,2 | 3,943,2 | 3,964,5 | 3,964,5 | 3,955,5 | 3,985,0 | 3,985,0 | 4,040,7 | 4,040,7 | 4,041,1 | 4,041,1 | 4,041,0 | 4,069,1 | 4,069,1 | 4,090,0 | 4,090,0 | 4,117,4 | 1,9% | 4,117,4 | 1,9% |
| Postpaid | 935,7 | 923,6 | 923,6 | 919,2 | 919,2 | 899,7 | 899,7 | 887,1 | 876,6 | 876,6 | 862,3 | 862,3 | 832,0 | 832,0 | 809,9 | 800,3 | 800,3 | 786,7 | 786,7 | 772,7 | -7,1% | 772,7 | -7,1% |
| Prepaid | 4,881,6 | 4,855,9 | 4,855,9 | 4,862,5 | 4,862,5 | 4,864,2 | 4,864,2 | 4,842,6 | 4,861,5 | 4,861,5 | 4,903,0 | 4,903,0 | 4,873,0 | 4,873,0 | 4,851,0 | 4,869,4 | 4,869,4 | 4,876,7 | 4,876,7 | 4,890,1 | 0,3% | 4,890,1 | 0,3% |
| thereof Mobile Broadband | 349,1 | 324,8 | 324,8 | 318,0 | 318,0 | 303,2 | 303,2 | 298,9 | 299,5 | 299,5 | 290,9 | 290,9 | 280,1 | 280,1 | 281,9 | 282,6 | 282,6 | 277,5 | 277,5 | 299,6 | 6,9% | 299,6 | 6,9% |
| thereof M2M | 205,1 | 212,3 | 212,3 | 221,4 | 221,4 | 234,8 | 234,8 | 241,6 | 251,4 | 251,4 | 259,7 | 259,7 | 272,4 | 272,4 | 282,1 | 296,1 | 296,1 | 307,8 | 307,8 | 318,4 | 16,9% | 318,4 | 16,9% |

| Minutes of Use*** | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change |
|--------------------------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|----------|---------|----------|
| MoU | 415,1 | 442,4 | 428,7 | 445,9 | 434,4 | 450,7 | 438,5 | 436,3 | 463,3 | 449,8 | 461,0 | 453,5 | 471,2 | 457,9 | 462,7 | 486,2 | 474,5 | 486,1 | 478,3 | 488,7 | 3,7% | 480,9 | 5,0% |

| Average Revenue Per User | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change |
|---|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|----------|---------|----------|
| ARPU (IFRS 15) | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 4,1 | 4,3 | 4,2 | 4,4 | 4,3 | 4,2 | 4,2 | 4,2 | 4,6 | 4,4 | 5,0 | 4,6 | 4,9 | 17,4% | 4,7 | 10,3% |
| ARPU excl. M2M and excl. visitor and national roaming**** | 4,7 | 5,1 | 4,9 | 4,7 | 4,9 | 4,4 | 4,8 | 4,2 | 4,5 | 4,3 | 4,5 | 4,4 | 4,3 | 4,3 | 4,3 | 4,8 | 4,6 | 5,1 | 4,8 | 5,1 | 19,0% | 4,8 | 11,4% |
| ARPU-relevant Revenues (IFRS 15) | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 59,0 | 63,2 | 122,2 | 63,9 | 186,1 | 60,9 | 247,0 | 61,0 | 67,6 | 128,7 | 72,5 | 201,1 | 71,4 | 17,2% | 272,5 | 10,3% |
| ARPU-relevant Revenues excl. M2M and excl. visitor and national roaming**** | 66,1 | 71,9 | 138,0 | 66,0 | 204,0 | 61,5 | 265,5 | 57,6 | 61,5 | 119,1 | 62,3 | 181,4 | 59,2 | 240,6 | 59,7 | 65,8 | 125,5 | 70,4 | 195,9 | 69,7 | 17,6% | 265,6 | 10,4% |

| Churn Rates | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change |
|-------------------------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|----------|---------|----------|
| Total Churn Rate | 1,8% | 1,6% | 1,7% | 1,7% | 1,7% | 1,7% | 1,7% | 1,5% | 1,4% | 1,4% | 1,6% | 1,5% | 1,7% | 1,5% | 1,4% | 1,4% | 1,4% | 1,5% | 1,4% | 1,4% | | 1,4% | |
| Contract Churn Rate | 1,5% | 1,5% | 1,5% | 1,6% | 1,5% | 1,6% | 1,5% | 1,4% | 1,4% | 1,4% | 1,4% | 1,4% | 1,6% | 1,4% | 1,3% | 1,3% | 1,3% | 1,4% | 1,3% | 1,3% | | 1,3% | |
| Prepaid Churn Rate | 2,9% | 2,2% | 2,5% | 2,1% | 2,4% | 2,2% | 2,4% | 1,7% | 1,7% | 1,7% | 2,1% | 1,8% | 2,3% | 1,9% | 1,9% | 1,8% | 1,9% | 2,2% | 2,0% | 2,1% | | 2,0% | |

| Subsidies | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change |
|-----------------------------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|----------|---------|----------|
| Total Subsidies***** | -2,7 | -3,3 | -6,0 | -2,8 | -8,7 | -2,1 | -10,8 | -2,6 | -2,9 | -5,5 | -2,6 | -8,1 | -4,3 | -12,4 | -3,0 | -3,6 | -6,5 | -3,5 | -10,1 | -3,2 | 26,8% | -13,2 | -6,2% |

*Reported RGUs and ARPL in Belarus affected by the acquisitions of the fixed-line providers Garant (Gomel), consolidated as of 1 August 2017, and Vitebsk Garant, consolidated as of 1 May 2018.
 **Market data are based on estimates due to lack of availability for subscriber figures of the total market at A1 Group's reporting date.
 ***Minutes of Use no longer include M2M subscribers as of Q4 2017. Comparative figures have been adjusted accordingly.
 ****Please note: ARPU figures include effects from customer roaming.
 *****As of Q3 2018 marketing support from equipment sellers is included in total subsidies and there is no split available for subsidies acquisition/retention any longer. Comparative figures have been adjusted accordingly.

Segment Slovenia - Wireline

| Fixed Revenue Generating Units (RGUs) | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change | |
|--|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|----------|---------|----------|--|
| <i>in '000</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Fixed RGUs | 176,4 | 177,1 | 177,1 | 179,8 | 179,8 | 183,0 | 183,0 | 171,4 | 176,9 | 176,9 | 178,1 | 178,1 | 182,1 | 182,1 | 186,6 | 190,4 | 190,4 | 193,9 | 193,9 | 200,1 | 9,9% | 200,1 | 9,9% | |
| Fixed Voice | 52,2 | 52,7 | 52,7 | 54,1 | 54,1 | 56,0 | 56,0 | 46,6 | 48,4 | 48,4 | 48,1 | 48,1 | 48,1 | 48,1 | 47,9 | 48,2 | 48,2 | 48,3 | 48,3 | 48,9 | 1,6% | 48,9 | 1,6% | |
| Broadband | 70,7 | 70,4 | 70,4 | 70,3 | 70,3 | 70,4 | 70,4 | 70,6 | 71,3 | 71,3 | 71,9 | 71,9 | 73,7 | 73,7 | 76,1 | 77,8 | 77,8 | 79,5 | 79,5 | 82,2 | 11,5% | 82,2 | 11,5% | |
| Pay TV | 53,4 | 54,1 | 54,1 | 55,4 | 55,4 | 56,5 | 56,5 | 54,2 | 57,2 | 57,2 | 58,1 | 58,1 | 60,2 | 60,2 | 62,7 | 64,4 | 64,4 | 66,1 | 66,1 | 69,0 | 14,6% | 69,0 | 14,6% | |
| Average Revenue Per Line | | | | | | | | | | | | | | | | | | | | | | | | |
| <i>in EUR, in EUR million</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| ARPL (IFRS 15)* | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 36,7 | 36,0 | 36,3 | 35,5 | 36,0 | 34,8 | 35,7 | 36,4 | 35,3 | 35,8 | 34,9 | 35,5 | 34,2 | -1,6% | 35,2 | -1,6% | |
| ARPL-relevant Revenues (IFRS 15)* | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 7,8 | 7,7 | 15,4 | 7,6 | 23,0 | 7,6 | 30,7 | 8,2 | 8,2 | 16,3 | 8,2 | 24,6 | 8,3 | 9,2% | 32,9 | 7,2% | |
| Fixed Access Lines | | | | | | | | | | | | | | | | | | | | | | | | |
| <i>in '000</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Access Lines | 70,7 | 70,5 | 70,5 | 70,4 | 70,4 | 70,5 | 70,5 | 70,6 | 71,3 | 71,3 | 71,9 | 71,9 | 73,8 | 73,8 | 76,1 | 77,9 | 77,9 | 79,6 | 79,6 | 82,3 | 11,5% | 82,3 | 11,5% | |

Segment Slovenia - Wireless

| Wireless - Market Data** | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | 1-6 M 2019 | Q3 2019 | 1-9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change | |
|---|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|----------|---------|----------|--|
| <i>in %</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| Mobile Market Share | 29,9% | 29,7% | 29,7% | 29,6% | 29,6% | 29,1% | 29,1% | 28,7% | 28,5% | 28,5% | 28,2% | 28,2% | 28,1% | 28,1% | 28,1% | 28,4% | 28,4% | 28,6% | 28,6% | 28,2% | | | 28,2% | |
| Mobile Penetration | 114,9% | 115,2% | 115,2% | 115,3% | 115,3% | 116,0% | 116,0% | 117,5% | 117,9% | 117,9% | 119,1% | 119,1% | 119,6% | 119,6% | 119,6% | 118,1% | 118,1% | 118,2% | 118,2% | 119,5% | | | 119,5% | |
| Wireless Subscribers | | | | | | | | | | | | | | | | | | | | | | | | |
| <i>in '000</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| Postpaid | 601,7 | 604,9 | 604,9 | 604,4 | 604,4 | 605,8 | 605,8 | 604,4 | 606,4 | 606,4 | 607,4 | 607,4 | 611,7 | 611,7 | 615,1 | 616,8 | 616,8 | 623,5 | 623,5 | 626,3 | 2,4% | 626,3 | 2,4% | |
| Prepaid | 115,3 | 109,4 | 109,4 | 106,0 | 106,0 | 97,5 | 97,5 | 93,2 | 87,9 | 87,9 | 87,8 | 87,8 | 85,4 | 85,4 | 83,1 | 80,3 | 80,3 | 80,3 | 80,3 | 79,0 | -7,5% | 79,0 | -7,5% | |
| Total Wireless Subscribers | 717,0 | 714,3 | 714,3 | 710,4 | 710,4 | 703,3 | 703,3 | 697,6 | 694,4 | 694,4 | 695,1 | 695,1 | 697,1 | 697,1 | 698,2 | 697,0 | 697,0 | 703,8 | 703,8 | 705,3 | 1,2% | 705,3 | 1,2% | |
| thereof Mobile Broadband | 41,7 | 42,9 | 42,9 | 45,7 | 45,7 | 46,8 | 46,8 | 46,3 | 46,0 | 46,0 | 47,4 | 47,4 | 47,7 | 47,7 | 47,1 | 45,6 | 45,6 | 45,6 | 45,6 | 45,3 | -5,1% | 45,3 | -5,1% | |
| thereof M2M | 22,1 | 23,3 | 23,3 | 23,8 | 23,8 | 24,4 | 24,4 | 25,1 | 25,7 | 25,7 | 26,4 | 26,4 | 25,1 | 25,1 | 26,0 | 26,5 | 26,5 | 27,0 | 27,0 | 27,6 | 10,0% | 27,6 | 10,0% | |
| Minutes of Use*** | | | | | | | | | | | | | | | | | | | | | | | | |
| <i>average</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| MoU | 361,8 | 357,6 | 359,7 | 346,5 | 355,3 | 371,8 | 359,4 | 375,2 | 372,8 | 374,0 | 351,9 | 366,6 | 373,3 | 368,3 | 354,6 | 370,1 | 362,3 | 347,9 | 357,5 | 374,2 | 0,2% | 361,7 | -1,8% | |
| Average Revenue Per User | | | | | | | | | | | | | | | | | | | | | | | | |
| <i>in EUR, in EUR million</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| ARPU (IFRS 15) | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 13,7 | 14,6 | 14,2 | 15,1 | 14,5 | 14,4 | 14,5 | 14,0 | 14,4 | 14,2 | 14,9 | 14,4 | 13,8 | -4,2% | 14,3 | -1,3% | |
| ARPU excl. M2M and excl. visitor and national roaming**** | 15,7 | 15,7 | 15,7 | 15,2 | 15,5 | 14,8 | 15,4 | 14,1 | 14,8 | 14,5 | 14,8 | 14,6 | 14,5 | 14,5 | 14,1 | 14,4 | 14,2 | 14,5 | 14,3 | 13,9 | -4,0% | 14,2 | -2,2% | |
| ARPU-relevant Revenues (IFRS 15) | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 28,8 | 30,5 | 29,3 | 31,5 | 30,8 | 30,1 | 121,0 | 29,4 | 30,2 | 29,6 | 31,2 | 30,7 | 29,3 | -3,0% | 120,0 | -0,8% | |
| ARPU-relevant Revenues excl. M2M and excl. visitor and national roaming**** | 32,6 | 32,7 | 65,2 | 31,4 | 96,7 | 30,3 | 127,0 | 28,6 | 29,7 | 58,4 | 29,7 | 88,0 | 29,1 | 117,2 | 28,5 | 28,9 | 57,4 | 29,3 | 86,7 | 28,3 | -2,8% | 115,0 | -1,9% | |
| Churn Rates | | | | | | | | | | | | | | | | | | | | | | | | |
| <i>in %</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Churn Rate | 1,7% | 1,7% | 1,7% | 1,7% | 1,7% | 1,8% | 1,7% | 1,6% | 1,5% | 1,5% | 1,3% | 1,5% | 1,3% | 1,4% | 1,3% | 1,3% | 1,3% | 1,2% | 1,2% | 1,3% | | | 1,2% | |
| Contract Churn Rate | 1,3% | 1,3% | 1,3% | 1,2% | 1,3% | 1,2% | 1,3% | 1,1% | 1,0% | 1,1% | 1,0% | 1,0% | 1,0% | 1,0% | 0,9% | 0,9% | 0,9% | 0,8% | 0,9% | 1,0% | | | 0,9% | |
| Prepaid Churn Rate | 3,5% | 4,1% | 3,8% | 4,3% | 3,9% | 5,1% | 4,2% | 4,4% | 4,7% | 4,5% | 3,7% | 4,3% | 3,6% | 4,1% | 3,7% | 4,3% | 4,0% | 3,6% | 3,8% | 3,4% | | | 3,7% | |
| Subsidies | | | | | | | | | | | | | | | | | | | | | | | | |
| <i>in EUR million</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Subsidies***** | 2,4 | 1,7 | 4,1 | 2,2 | 6,3 | 1,8 | 8,1 | 2,3 | 3,2 | 5,5 | 2,9 | 8,4 | 3,2 | 11,6 | 3,3 | 2,1 | 5,4 | 2,1 | 7,5 | 2,0 | -36,1% | 9,5 | -17,9% | |

*Figures for Q2 2018 and 1-6M 2018 were restated due to minor reclassifications.

**Market data are based on estimates due to lack of availability for subscriber figures of the total market at A1 Group's reporting date.

***Minutes of Use no longer include M2M subscribers as of Q4 2017. Comparative figures have been adjusted accordingly.

****Please note: ARPU figures include effects from customer roaming.

*****As of Q3 2018 marketing support from equipment sellers is included in total subsidies and there is no split available for subsidies acquisition/retention any longer. Comparative figures have been adjusted accordingly.

Segment Serbia - Wireless

| Wireless - Market Data* | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 -6 M 2019 | Q3 2019 -9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change | | |
|--|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|-------------------|-------------------|---------|----------|---------|----------|---------|-------|
| Wireless - Market Data* | | | | | | | | | | | | | | | | | | | | | | | |
| in % | | | | | | | | | | | | | | | | | | | | | | | |
| Mobile Market Share | 22,8% | 23,1% | 23,1% | 23,7% | 23,7% | 24,1% | 24,1% | 24,3% | 24,2% | 24,2% | 24,1% | 24,1% | 23,8% | 23,8% | 24,1% | 24,6% | 24,6% | 25,2% | 25,2% | 25,2% | 25,2% | | |
| Mobile Penetration | 134,0% | 132,5% | 132,5% | 131,2% | 131,2% | 128,6% | 128,6% | 127,4% | 128,1% | 128,1% | 131,0% | 131,0% | 132,3% | 132,3% | 132,1% | 132,4% | 132,4% | 133,3% | 133,3% | 131,8% | 131,8% | | |
| Wireless Subscribers | | | | | | | | | | | | | | | | | | | | | | | |
| in '000 | | | | | | | | | | | | | | | | | | | | | | | |
| Postpaid | 1.254,9 | 1.271,9 | 1.271,9 | 1.323,5 | 1.323,5 | 1.367,8 | 1.367,8 | 1.392,1 | 1.416,3 | 1.416,3 | 1.453,0 | 1.453,0 | 1.481,8 | 1.481,8 | 1.495,9 | 1.523,8 | 1.523,8 | 1.548,1 | 1.548,1 | 1.574,3 | 6,2% | 1.574,3 | 6,2% |
| Prepaid | 900,9 | 886,8 | 886,8 | 870,6 | 870,6 | 814,9 | 814,9 | 782,8 | 756,8 | 756,8 | 752,0 | 752,0 | 713,4 | 713,4 | 726,3 | 747,6 | 747,6 | 787,1 | 787,1 | 736,7 | 3,3% | 736,7 | 3,3% |
| Total Wireless Subscribers | 2.155,8 | 2.158,7 | 2.158,7 | 2.194,1 | 2.194,1 | 2.182,8 | 2.182,8 | 2.174,9 | 2.173,1 | 2.173,1 | 2.205,1 | 2.205,1 | 2.195,2 | 2.195,2 | 2.222,3 | 2.271,5 | 2.271,5 | 2.335,2 | 2.335,2 | 2.311,0 | 5,3% | 2.311,0 | 5,3% |
| thereof Mobile Broadband | 106,2 | 117,7 | 117,7 | 130,6 | 130,6 | 140,2 | 140,2 | 147,6 | 156,0 | 156,0 | 166,1 | 166,1 | 174,1 | 174,1 | 176,6 | 182,2 | 182,2 | 193,0 | 193,0 | 198,6 | 14,1% | 198,6 | 14,1% |
| thereof M2M | 52,4 | 35,8 | 35,8 | 39,7 | 39,7 | 42,0 | 42,0 | 43,7 | 47,2 | 47,2 | 64,3 | 64,3 | 67,6 | 67,6 | 69,5 | 72,0 | 72,0 | 75,6 | 75,6 | 81,7 | 21,0% | 81,7 | 21,0% |
| Minutes of Use** | | | | | | | | | | | | | | | | | | | | | | | |
| average | | | | | | | | | | | | | | | | | | | | | | | |
| MoU | 271,0 | 283,1 | 277,1 | 284,1 | 279,4 | 311,4 | 287,5 | 312,4 | 328,0 | 320,2 | 324,0 | 321,5 | 351,6 | 329,0 | 340,4 | 351,6 | 346,1 | 335,2 | 342,4 | 362,1 | 3,0% | 347,4 | 5,6% |
| Average Revenue Per User | | | | | | | | | | | | | | | | | | | | | | | |
| in EUR, in EUR million | | | | | | | | | | | | | | | | | | | | | | | |
| ARPU (IFRS 15) | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 6,5 | 6,9 | 6,7 | 7,2 | 6,9 | 6,5 | 6,8 | 6,8 | 7,2 | 7,0 | 7,5 | 7,2 | 7,3 | 12,5% | 7,2 | 6,2% |
| ARPU excl. M2M and excl. visitor and national roaming*** | 6,7 | 7,1 | 6,9 | 7,6 | 7,1 | 7,8 | 7,3 | 7,7 | 8,2 | 7,9 | 8,4 | 8,1 | 8,4 | 8,2 | 8,3 | 8,8 | 8,6 | 9,0 | 8,7 | 8,9 | 5,7% | 8,8 | 7,1% |
| ARPU-relevant Revenues (IFRS 15) | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 42,5 | 45,1 | 87,7 | 47,4 | 135,0 | 43,1 | 178,1 | 44,6 | 48,7 | 93,3 | 51,9 | 145,2 | 51,0 | 18,4% | 196,2 | 10,2% |
| ARPU-relevant Revenues excl. M2M and excl. visitor and national roaming*** | 41,9 | 44,9 | 86,8 | 48,5 | 135,3 | 49,9 | 185,2 | 49,0 | 52,4 | 101,4 | 54,2 | 155,5 | 53,9 | 209,4 | 53,4 | 57,5 | 110,9 | 60,3 | 171,1 | 59,6 | 10,7% | 230,8 | 10,2% |
| Churn Rates | | | | | | | | | | | | | | | | | | | | | | | |
| in % | | | | | | | | | | | | | | | | | | | | | | | |
| Total Churn Rate | 3,2% | 2,9% | 3,0% | 3,4% | 3,2% | 3,4% | 3,2% | 3,2% | 3,1% | 3,2% | 3,1% | 3,2% | 3,2% | 3,2% | 2,7% | 2,7% | 2,7% | 3,0% | 2,8% | 3,5% | | 3,0% | |
| Contract Churn Rate | 1,1% | 0,8% | 1,0% | 1,4% | 1,1% | 0,9% | 1,1% | 1,0% | 0,7% | 0,8% | 0,9% | 0,9% | 0,8% | 0,9% | 0,9% | 0,7% | 0,8% | 0,7% | 0,8% | 0,8% | | 0,8% | |
| Prepaid Churn Rate | 6,0% | 5,7% | 5,8% | 6,4% | 6,0% | 7,6% | 6,4% | 7,1% | 7,5% | 7,3% | 7,3% | 7,3% | 8,2% | 7,5% | 6,3% | 6,8% | 6,5% | 7,6% | 6,9% | 9,1% | | 7,4% | |
| Subsidies | | | | | | | | | | | | | | | | | | | | | | | |
| in EUR million | | | | | | | | | | | | | | | | | | | | | | | |
| Total Subsidies**** | 8,9 | 7,7 | 16,6 | 8,0 | 24,6 | 10,6 | 35,2 | 8,7 | 7,6 | 16,4 | 9,9 | 26,3 | 10,9 | 37,2 | 7,9 | 9,0 | 17,0 | 9,3 | 26,3 | 9,6 | -11,5% | 35,9 | -3,3% |

*Market data are based on estimates due to lack of availability for subscriber figures of the total market at A1 Group's reporting date.

**Minutes of Use no longer include M2M subscribers as of Q4 2017. Comparative figures have been adjusted accordingly.

***Please note: ARPU figures include effects from customer roaming.

****As of Q3 2018 marketing support from equipment sellers is included in total subsidies and there is no split available for subsidies acquisition/retention any longer. Comparative figures have been adjusted accordingly.

Segment North Macedonia - Wireline

| Fixed Revenue Generating Units (RGUs) | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | -6 M 2019 | Q3 2019 | -9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change | |
|--|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|-----------|---------|-----------|---------|----------|---------|----------|--|
| <i>in '000</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Fixed RGUs** | 314,5 | 316,9 | 316,9 | 322,4 | 322,4 | 340,7 | 340,7 | 348,6 | 355,6 | 355,6 | 367,8 | 367,8 | 324,9 | 324,9 | 394,6 | 329,3 | 329,3 | 330,4 | 330,4 | 333,6 | 2,7% | 333,6 | 2,7% | |
| Fixed Voice | 86,7 | 88,4 | 88,4 | 92,1 | 92,1 | 103,2 | 103,2 | 106,4 | 109,6 | 109,6 | 116,0 | 116,0 | 93,6 | 93,6 | 127,9 | 95,1 | 95,1 | 95,7 | 95,7 | 97,2 | 3,8% | 97,2 | 3,8% | |
| Broadband** | 103,8 | 105,8 | 105,8 | 108,8 | 108,8 | 114,6 | 114,6 | 118,7 | 121,6 | 121,6 | 125,5 | 125,5 | 102,5 | 102,5 | 136,3 | 103,0 | 103,0 | 103,2 | 103,2 | 104,2 | 1,6% | 104,2 | 1,6% | |
| Pay TV | 123,9 | 122,7 | 122,7 | 121,5 | 121,5 | 122,9 | 122,9 | 123,5 | 124,4 | 124,4 | 126,4 | 126,4 | 128,8 | 128,8 | 130,4 | 131,2 | 131,2 | 131,5 | 131,5 | 132,2 | 2,6% | 132,2 | 2,6% | |
| Average Revenue Per Line | | | | | | | | | | | | | | | | | | | | | | | | |
| <i>in EUR, in EUR million</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| ARPL (IFRS 15)** | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 11,3 | 11,0 | 11,1 | 10,9 | 11,0 | 11,0 | 11,0 | 10,9 | 10,8 | 10,9 | 10,7 | 10,8 | 10,9 | -1,1% | 10,8 | -1,9% | |
| ARPL-relevant Revenues (IFRS 15)** | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 4,9 | 4,7 | 4,6 | 4,8 | 4,8 | 4,9 | 4,9 | 4,9 | 4,9 | 4,9 | 4,9 | 4,9 | 5,0 | 2,2% | 19,7 | 2,5% | |

| Fixed Access Lines | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | -6 M 2019 | Q3 2019 | -9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change | |
|---------------------------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|-----------|---------|-----------|---------|----------|---------|----------|--|
| <i>in '000</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Access Lines | 142,7 | 143,5 | 143,5 | 144,5 | 144,5 | 149,3 | 149,3 | 152,4 | 154,7 | 154,7 | 158,3 | 158,3 | 149,5 | 149,5 | 169,1 | 152,2 | 152,2 | 152,7 | 152,7 | 153,9 | 2,9% | 153,9 | 2,9% | |

Segment North Macedonia - Wireless

| Wireless - Market Data* | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | -6 M 2019 | Q3 2019 | -9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change | |
|--------------------------------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|-----------|---------|-----------|---------|----------|---------|----------|--|
| <i>in %</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| Mobile Market Share | 49,7% | 48,9% | 48,9% | 48,3% | 48,3% | 47,8% | 47,8% | 48,6% | 48,8% | 48,8% | 48,5% | 48,5% | 49,6% | 49,6% | 49,1% | 49,8% | 49,8% | 49,5% | 49,5% | 49,7% | | 49,7% | | |
| Mobile Penetration | 107,2% | 107,2% | 107,2% | 111,0% | 111,0% | 108,1% | 108,1% | 105,4% | 105,0% | 105,0% | 108,4% | 108,4% | 105,5% | 105,5% | 103,0% | 104,8% | 104,8% | 109,4% | 109,4% | 105,6% | | 105,6% | | |

| Wireless Subscribers | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | -6 M 2019 | Q3 2019 | -9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change | |
|-------------------------------------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|-----------|---------|-----------|---------|----------|---------|----------|--|
| <i>in '000</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| Postpaid | 651,4 | 644,5 | 644,5 | 646,2 | 646,2 | 647,4 | 647,4 | 648,7 | 654,4 | 654,4 | 655,7 | 655,7 | 689,6 | 689,6 | 663,4 | 704,7 | 704,7 | 708,7 | 708,7 | 719,3 | 4,3% | 719,3 | 4,3% | |
| Prepaid | 454,4 | 443,8 | 443,8 | 465,8 | 465,8 | 424,9 | 424,9 | 415,4 | 407,8 | 407,8 | 434,5 | 434,5 | 396,0 | 396,0 | 387,3 | 379,9 | 379,9 | 416,3 | 416,3 | 371,8 | -6,1% | 371,8 | -6,1% | |
| Total Wireless Subscribers** | 1.105,8 | 1.088,3 | 1.088,3 | 1.112,0 | 1.112,0 | 1.072,3 | 1.072,3 | 1.064,1 | 1.062,2 | 1.062,2 | 1.090,2 | 1.090,2 | 1.085,6 | 1.085,6 | 1.050,7 | 1.084,7 | 1.084,7 | 1.125,0 | 1.125,0 | 1.091,1 | 0,5% | 1.091,1 | 0,5% | |
| thereof Mobile Broadband | 2,5 | 2,6 | 2,6 | 2,6 | 2,6 | 2,6 | 2,6 | 2,7 | 2,7 | 2,7 | 2,7 | 2,7 | 31,7 | 31,7 | 2,6 | 39,6 | 39,6 | 43,2 | 43,2 | 46,0 | 44,8% | 46,0 | 44,8% | |
| thereof M2M | 79,2 | 65,0 | 65,0 | 65,6 | 65,6 | 69,9 | 69,9 | 70,5 | 73,7 | 73,7 | 74,1 | 74,1 | 74,2 | 74,2 | 75,1 | 76,0 | 76,0 | 76,3 | 76,3 | 78,6 | 5,9% | 78,6 | 5,9% | |

| Minutes of Use*** | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | -6 M 2019 | Q3 2019 | -9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change | |
|--------------------------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|-----------|---------|-----------|---------|----------|---------|----------|--|
| <i>average</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| MoU | 429,1 | 408,3 | 418,7 | 432,5 | 423,4 | 437,0 | 426,8 | 421,7 | 457,5 | 439,5 | 426,6 | 435,2 | 436,0 | 429,4 | 431,5 | 436,6 | 427,4 | 406,9 | 420,4 | 425,6 | -2,4% | 421,7 | -1,8% | |

| Average Revenue Per User | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | -6 M 2019 | Q3 2019 | -9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change | |
|---|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|-----------|---------|-----------|---------|----------|---------|----------|--|
| <i>in EUR, in EUR million</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| ARPU (IFRS 15)** | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 5,2 | 5,6 | 5,4 | 5,7 | 5,5 | 5,3 | 5,4 | 5,3 | 6,0 | 5,6 | 5,9 | 5,7 | 5,6 | 6,9% | 5,7 | 4,6% | |
| ARPU excl. M2M and excl. visitor and national roaming**** | 6,0 | 6,2 | 6,1 | 6,3 | 6,2 | 6,1 | 6,2 | 6,4 | 6,8 | 6,6 | 6,9 | 6,7 | 6,7 | 6,7 | 6,7 | 6,9 | 6,8 | 7,0 | 6,9 | 6,9 | 3,5% | 6,9 | 2,9% | |
| ARPU-relevant Revenues (IFRS 15)** | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 17,0 | 18,0 | 35,0 | 18,9 | 53,9 | 17,3 | 71,3 | 17,2 | 19,4 | 36,6 | 19,6 | 56,2 | 18,7 | 7,8% | 74,9 | 5,1% | |
| ARPU-relevant Revenues excl. M2M and excl. visitor and national roaming**** | 18,4 | 19,1 | 37,5 | 19,8 | 57,3 | 18,7 | 76,0 | 19,1 | 20,1 | 39,2 | 20,8 | 60,0 | 20,5 | 81,8 | 19,6 | 20,9 | 41,2 | 21,9 | 63,1 | 21,3 | 4,1% | 84,4 | 3,2% | |

| Churn Rates | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | -6 M 2019 | Q3 2019 | -9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change | |
|-------------------------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|-----------|---------|-----------|---------|----------|---------|----------|--|
| <i>in %</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Churn Rate | 1,7% | 2,3% | 2,0% | 1,6% | 1,9% | 2,9% | 2,1% | 1,7% | 1,7% | 1,7% | 1,2% | 1,6% | 2,5% | 1,8% | 1,4% | 1,5% | 1,5% | 1,3% | 1,4% | 2,8% | | 1,7% | | |
| Contract Churn Rate | 0,8% | 1,5% | 1,1% | 0,8% | 1,0% | 0,9% | 1,0% | 0,8% | 0,6% | 0,7% | 0,7% | 0,7% | 0,8% | 0,7% | 0,7% | 0,6% | 0,6% | 0,8% | 0,7% | 0,8% | | 0,7% | | |
| Prepaid Churn Rate | 3,0% | 3,5% | 3,2% | 2,7% | 3,1% | 5,8% | 3,7% | 3,2% | 3,5% | 3,3% | 2,1% | 2,9% | 5,4% | 3,5% | 2,6% | 3,3% | 2,9% | 2,1% | 2,7% | 6,4% | | 3,6% | | |

| Subsidies | Q1 2017 | Q2 2017 | 1-6 M 2017 | Q3 2017 | 1-9 M 2017 | Q4 2017 | FY 2017 | Q1 2018 | Q2 2018 | 1-6 M 2018 | Q3 2018 | 1-9 M 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | -6 M 2019 | Q3 2019 | -9 M 2019 | Q4 2019 | %-change | FY 2019 | %-change | |
|-----------------------|---------|---------|------------|---------|------------|---------|---------|---------|---------|------------|---------|------------|---------|---------|---------|---------|-----------|---------|-----------|---------|----------|---------|----------|--|
| <i>in EUR million</i> | | | | | | | | | | | | | | | | | | | | | | | | |
| Total Subsidies***** | 3,2 | 2,9 | 6,1 | 3,0 | 9,1 | 4,2 | 13,3 | 3,2 | 3,1 | 6,3 | 2,8 | 9,2 | 4,3 | 14,2 | 2,9 | 2,6 | 5,7 | 2,9 | 8,7 | 4,0 | -8,4% | 12,6 | -11,1% | |

*Market data are based on estimates due to lack of availability for subscriber figures of the total market at A1 Group's reporting date.
 **In North Macedonia, WiFi routers, which were formerly reported in fixed-line RGUs, are reported in mobile postpaid since Q4 2019. The subscriber numbers of the comparison period have been adapted.
 ***Minutes of Use no longer include M2M subscribers as of Q4 2017. Comparative figures have been adjusted accordingly.
 ****Please note: ARPU figures include effects from customer roaming.
 *****As of Q3 2018 marketing support from equipment sellers is included in total subsidies and there is no split available for subsidies acquisition/retention any longer. Comparative figures have been adjusted accordingly.
 *****Minor shifts between quarters in 2018 values due to a slightly modified accrual method.