



Agenda

Report on the 2018 Fiscal Year
Appropriation of the net profit
Discharge of the members of the Management Board
Discharge of the members of the Supervisory Board
Compensation for the members of the Supervisory Board
Elections to the Supervisory Board

consolidated financial statements

Election of the auditors of the financial statements and of the





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Economic and regulatory environment

Telco-Trends



- Telcos are in the epicenter of the digital transformation
- New business areas: IoT (Internet of Things), Cloud, Security, Entertainment
- 5G-Roll-out

Regulation



- Customer roaming: Stepwise abolition within the EU until 15.06.2017
 - → negative EBITDA effect (total): ~ -5%
- International calls: Retail price cap per 15.05.2019
 - → negative EBITDA effect 2019: ~ -1%

Competition



- European market in int. comparison very fragmented
 - Europe: >100 national MNOs¹⁾, >300 MVNOs²⁾
 - USA: 4 national MNOs, ~140 MVNOs China: 3 national MNO, ~50 MVNOs
- Market consolidation in Austria: T-Mobile/UPC: 3/Tele2
- Competition with OTTs³⁾

Macro environment



- 2018 solid economic environment in footprint
- GDP growth rates in 2018 and 2019 in CEE higher than in Austria
- Improvement of essential macroeconomic parameters in Belarus (e.g. inflation rate, exchange rate)



³⁾ OTT (Over-the-top): Transmission of video and audio content via internet access of various providers

2018 highlights



- Mobile contract customers up 4.1%
- Shift from prepaid to contract continues; migration to higher tariffs



- RGUs rise by 3.7%
- High demand for broadband and TV



 Growing service revenues in all business areas and in all countries (except for Slovenia)



Steady demand for ICT solutions





2018 highlights



Successful launch of A1 brand in Bulgaria and Croatia



Successful market launch of innovative products: entertainment, security and smart home solutions, A1 Music, A1 Now TV



A1 Digital: customer wins attest to increasing momentum; further investment and sales activities stepped up in Germany





2018 highlights



The smart network roll-out continued:

- Austria: >150,000 households covered in the course of the fiber roll-out
- LTE roll-out complete in all markets except Belarus
- Preparation for 5G



A1 Next Generation data center opened in Vienna





Key figures demonstrate solid performance in 2018



Total revenues

+1.9%

+3.1%

Excluding currency effects, one-off effects and M&A

EBITDA

-1.2%

+3.6%

Excluding currency effects, one-off effects, restructuring and M&A



Free cash flow EUR 384.2 mn (stable)

ble)

Net result* EUR 242.7 mn

RGUs** +3.7% TV +15.9% Broadband +2.4%

Mobile postpaid +4.1%

Key figures on reported basis

- * Non-cash amortization on brand values (EUR 197.9 mn in 2018; EUR 121.8 mn in 2017)
- ** Revenue generating units





Strategy

Excel in the Core

One Brand

CVM/Cross-& Upselling

Customer Experience

Network Capabilities

Expand the Portfolio

Consumer Houshold View

ICT

Cloud/Verticals/IoT

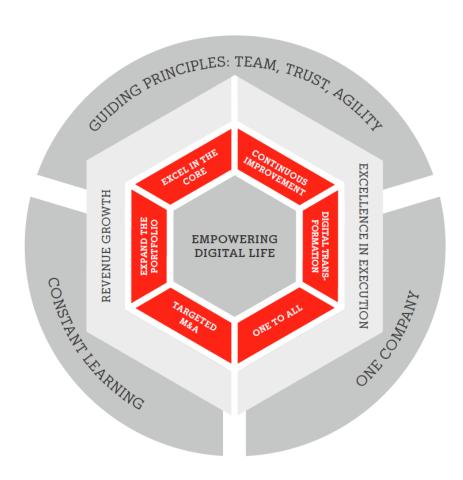
Innovation around the Core

Targeted M&A

Expand the Portfolio (Software/Security)

Convergence

Expand the Footprint



Continuous Improvements

Sourcing 4 Success – Cost optimization

Process Efficiency

Digital Transformation

Marketing Automation

Process Automation

Data, Advanced Analytics, Al

One to All

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Standardize first

Consolidate second

Expand third



Strategy enablers



Guiding Principles

- Team
- Trust
- Agility
- The guiding principles create agile and trustworthy teamwork across different areas and countries



One Company

- Promoting a shared sense of identity
- Encouraging the sharing of information within the company
- Cross-departmental and international collaboration
- Group-wide implementation of tried and tested solutions



Constant learning

- Use of the central e-learning platform "A1 Learning Hub"
- Company-wide social collaboration platform "Workplace"
- Training programs and fellowship program
- "Empowering ideas" intrapreneurship program

A1 Telekom Austria Group – Digital Employer of Choice

#MakeItHappen



2019 Annual General Meeting

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One Company. One Brand.



Gradual harmonisation of the brand announced in 2017



Amortization of local brand values (status at the end of 2016: around EUR 350 mn)



Rebranding in Slovenia (2017), Bulgaria and Croatia (2018) successfully completed, successful

velcom A1

Α¹

kick-off in Belarus in Q1 2019



Brand Refresh implemented in Austria in 2018



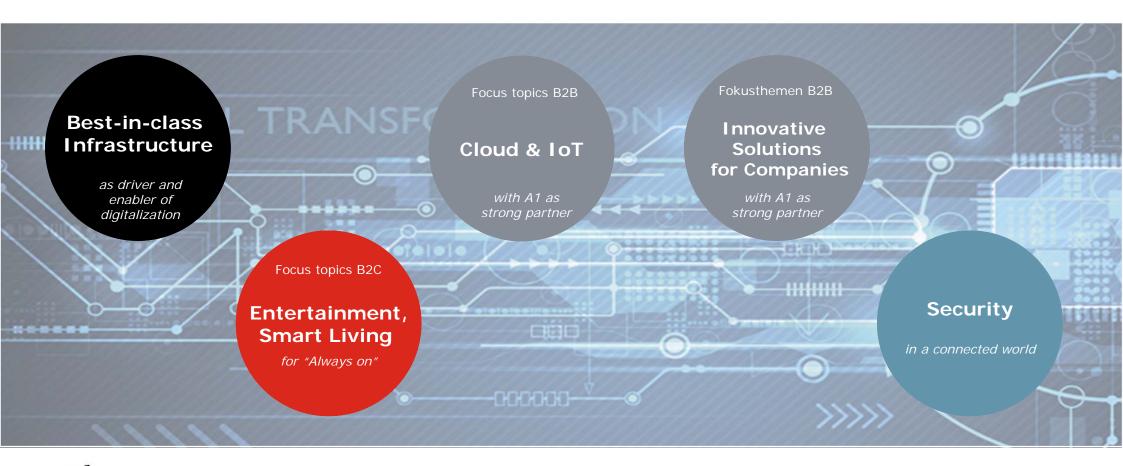
2 markets to come: North Macedonia and Serbia



By the end of 2018, more than 90% of the brand values had already been amortized



Evolving from a telco to a digital service provider







Best-in-class infrastructure as driver and enabler of digitalization – the 3 pillars of network roll-out





Broadband roll-out in Austria





EUR 450 mn investments in 2018



47,000 km fiber lines in Austria



More than 90% of the municipalities with a fiber access point



More than 90% of households covered with the hybrid modem



More than 150,000 new households passed in the course of the 2018 roll-out



Best technology mix of 4G and fiber



Ongoing fiber roll-out



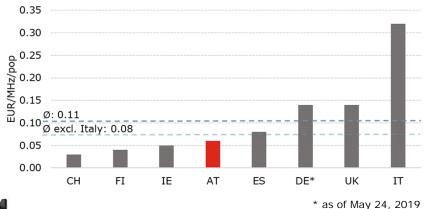






3.5 GHz auction

- A1 Group acquired 100-140 MHz (depending on the region) for EUR 64.3 mn.
- The acquired frequencies (Band 42: 3.4-3.6 GHz) can be used from January 1, 2020 until December 31, 2039.
- Auction result (EUR 0.063/Mhz/pop) below European average.



Preparation of the 5G roll-out

- Successful trials
 - 1.5 Gbps via mobile telephony
 - Gmünd: Implementation of 5G into the existing mobile network
 - Pre-5G campus network Vienna airport
 - Small Cells for the network architecture of the future
- Preparation for the commercial start of 5G in January 2020 already started
- Nokia as partner for 5G radio access and core network



Best-in-class Infrastructure Data center

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High-performing and highly secure data center enable the convergence of telecommunications and IT services

- A1 is the largest data center operator in Austria (12,000 m²)
- Secure cloud-based software and IT infrastructure in Austria
- One of Europe's most cutting edge data centers opened in Vienna in December 2018 (investment: ~EUR 40 mn)









OTT-Services¹

- A1 Xplore Music and TV:
 Streaming and on-Demand-solutions to address changing consumption of media
- A1now.tv: Platform for Austrian content especially for millennials, for smartphone and TV

Relevant Content

- Exclusive sports content in Austria, Bulgaria, Croatia and Belarus
- Own productions for A1now.tv
- **eSports**: A1 eSports League and A1 eSports hubs to strengthen community and for exclusive content (Live broadcast, eSportsmagazine,...)

Smart Living

- Smart Home-Solutions with a focus on security and convenience
- Conntected gadgets like Kids Watch and Pet Tracker
- Smart car solutions for more safety and convenience in the car



2019 Annual General Meeting 1. OTT (Over-the-top)

Sector-specific IoT-solutions

- Sector focus: Logistics, construction, retail, manufacturing, utilities
- Examples:
 - Asset tracking
 - Fleet management
 - Predictive maintenance

Innovative and scalable Cloud Services

- Cloud-platform¹ Exoscale European Cloud
 - Delivery points in Frankfurt,
 Geneva, Zürich, Vienna and Sofia
- Cloud-based software products² for the modern work place

Optimization of the digital supply chain



Innovative Solutions for

companies

Innovative solutions for Austria's economy

IOT

ÖBB / Rail Cargo Group

Freight trains go smart

- Telematic sensors in 13,700 freight cars
- Cloud data processing for big data/analytics
- Efficient operation, improved maintenance, new customer services

ICT



Asfinag

Austria's digital roads

- State-of-the-art network that forms the basis for many Asfinag services, including tolls, video, emergency calls, tunnel monitoring and traffic management
- Implementation of a new network management dashboard
- Over 7,000 devices operated

Pre-5G



Vienna Airport

Take off in the network of the future

- First pre-5G campus network in Austria
- Maximum performance and security ensured by network slicing
- On-site virtual edge computing platform for short latency
- Security for all critical IT and mobile applications at the airport







A1 Cyberrange

- Training for IT- and security experts in Wiener Neustadt
- Hands-on training for identification, analysis and defense of cyber attacks
- Trainings for the protection of critical infrastructure

Security Operations Center

- Security for corporate customers on demand and at fixed costs
- SOC-as-a-Service combines modern technologies and expert know-how
- Cooperation with RadarServices, Europe's market leader for IT Risk Detection & Response

Security Monitoring for SMEs: Offensity

- Automatized defense of ITinfrastructure, especially for SMEs
- Ongoing scans and concrete suggestions in case of attack
- Self-developed solution in the course of A1 Intrapreneurship program







Austria

Key financial figures in EUR mn	2018	2017	+/- %
Revenues	2,658.0	2,622.3	+1.4%
EBITDA	905.7	914.2	-0.9%
EBITDA margin	34.1%	34.9%	-
EBITDA excl. restructuring	927.8	896.0	+3.5%
EBITDA margin excl. restructuring	34.9%	34.2%	-

5.4 million mobile customers
Contract customers +1.2%

3.3 million RGUs* broadband -0.9% TV +5.4%



^{*} Revenue generating units

International Operations

Key financial figures in EUR mn	2018	2017	+/- %
Revenues	1,857.1	1,809.6	+2.6%
EBITDA	534.2	526.5	+1.5%
EBITDA margin	28.8%	29.1%	-

14.6 million mobile customersContract customers +2.7%

2.9 million RGUs*
Broadband +6,7%
TV +18,6%

* Revenue generating units



Group: Solid operational performance continued in 2018

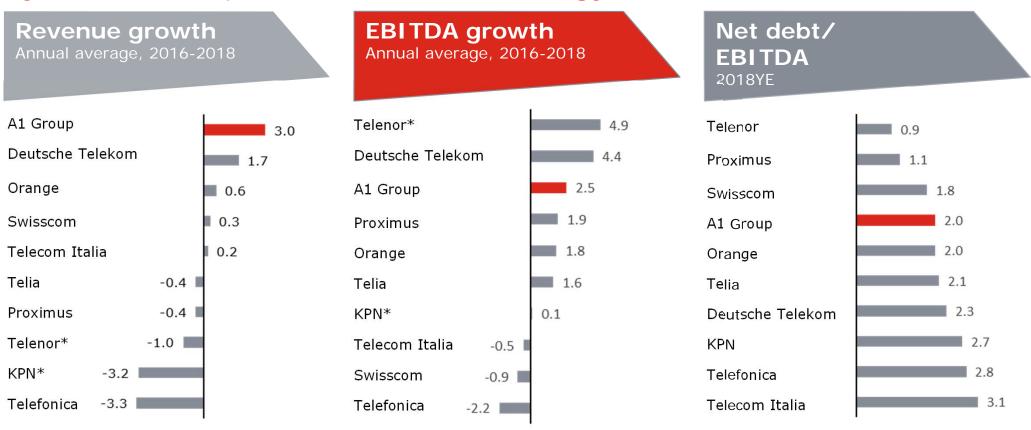
Key financials in EUR mn	2018	2017	+/- %
Service revenues	3,920.2	3,878.1	1.1%
Equipment revenues	546.2	504.4	8.3%
Total revenues	4,466.4	4,382.5	1.9%
Total costs and expenses	-3,085.8	-2,985.1	3.4%
Thereof restructuring	-22.1	18.2	n.a.
EBITDA	1,380.6	1,397.3	-1.2%
D&A	-956.5	-953.4	0.3%
EBIT	424.1	443.9	-4.5%
Financial result	-81.7	-95.4	-14.4%
Income tax	-99.7	-3.0	n.a.
Net result	242.7	345.5	-29.7%
Capital expenditures	771.0	736.9	4.6%

- Operational service revenue growth in all markets except for Slovenia
- 3.1% total revenue growth excl. one-off and FX effects as well as M&A
- 3.6% EBITDA growth excl. one-off and FX effects as well as restructuring and M&A
- Extraordinarily low income tax in 2017 due to the recognition of deferred tax assets on tax losses carried forward
- Net result impacted by higher income tax
- Higher investments in fibre rollout and data centre in Austria

Based on reported values



A1 Group peer comparison: Return to growth thanks to systematic implementation of strategy





2019 Annual General Meeting

Adjusted EBITDA as reported by each company.

^{*} Adjusted figures due to changes to reporting.

Stable Free Cashflow Development

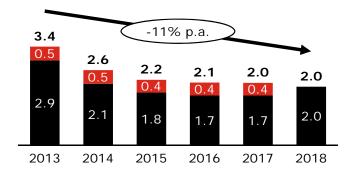
(in EUR million)	2018	2017	Change in %
Net cash flow from operating activities	1,232.3	1,174.8	4.9%
Capital expenditures paid	-771.5	-705.4	-9.4%
Proceeds from sale of plant, property and equipment	7.5	15.1	-50.3%
Interest paid	-84.2	-99.8	15.6%
Free cash flow	384.2	384.7	-0.1%

Strong operational performance and decline in interest paid offset higher capital expenditures paid



2013-2018: Debt ratio sharply reduced

Net Debt / EBITDA

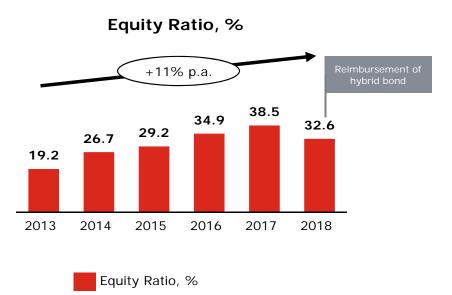


- Hybrid bond / EBITDA
- Net debt (excl. Hybrid) / EBITDA

- Stable free cash flow of ~ EUR 380 mn per year supports deleveraging
- Repayment of EUR 600 mn hybrid bond 2018 underscores financial strength and reduces future interest payments



2013-2018: Equity ratio significantly increased

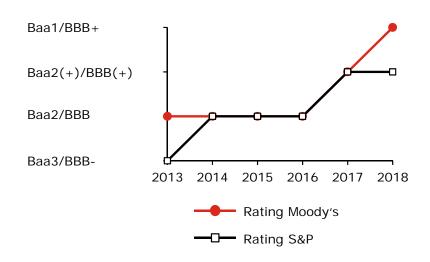


- Continuous improvement of the equity ratio
- Hybrid bond classified as equity under IFRS, therefore repayment reduces equity ratio in 2018



2013-2018: Rating improved

External Ratings

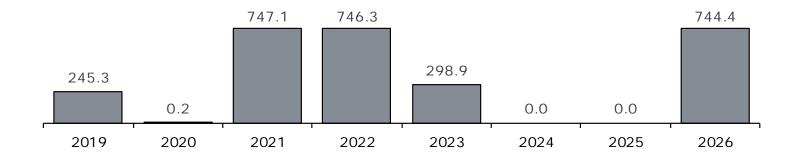


Moody's:

- Moody's rating upgrade from Baa2 to Baa1 (outlook: stable) on June 27, 2018
- Standard & Poor's
 - Confirmation of BBB rating (outlook: positive) on 28 June 2018
- Solid financing ratios and strong cash flow secure investment grade rating



A1 Telekom Austria Group - Debt Maturity Profile as of December 31, 2018 (in EUR mn)



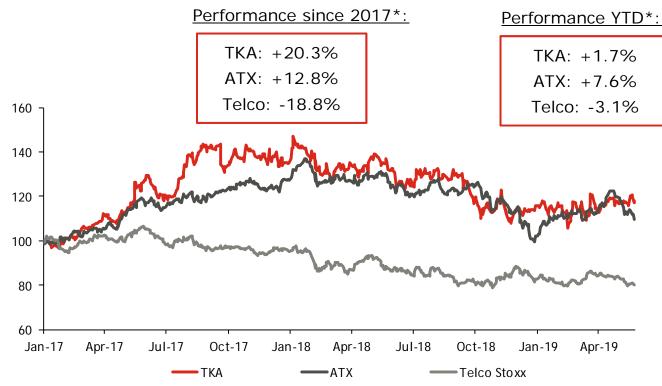
- EUR 2,782.0 mn short-and long-term borrowings as of December 31, 2018
- Average cost of debt of 2.7%
- Cash and cash equivalents and short-term investments of EUR 63.6 mn
- Average term to maturity of 4.3 years







Performance of Telekom Austria Shares



Treasury shares:

- Number as at May 29, 2019: 415,159
- No transactions in 2018 fiscal year

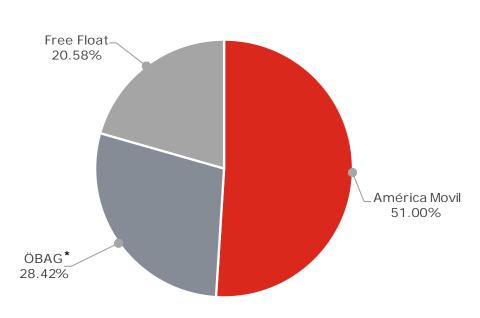
(indexed as of January 1, 2017)

* as of May 24, 2019

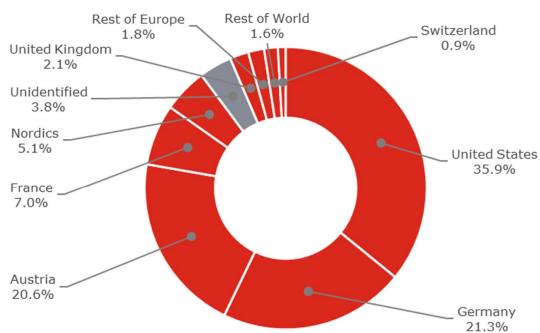


Shareholder structure as of December 31, 2018

Two strong core shareholders



Freefloat by nationality



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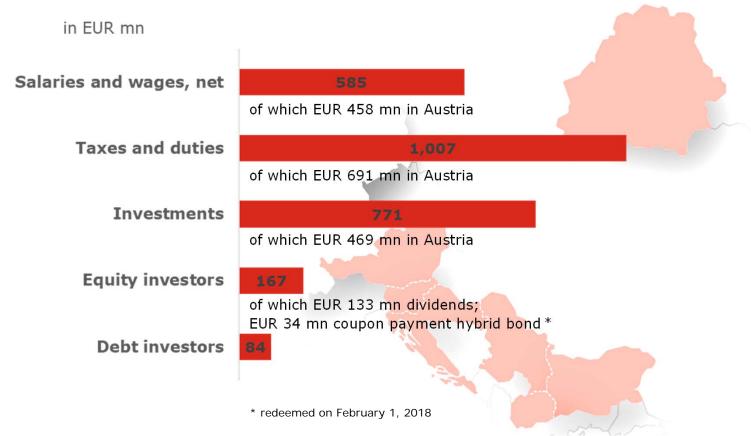
^{*} Austrian state fund, formerly ÖBIB







Benefits for all stakeholders in 2018





Social responsibility: digital education for young and old



- Active commitment to closing the digital gap in Austria and CEE since 2011
- Initiative offering free workshops for senior citizens, children, educators and parents
- The aim is to help people make the most of digitalization safely and competently & to encourage enthusiasm
- Gradual roll-out of initiatives in subsidiaries in CEE (BUL, BEL, SRB, MAC)
- Over 183,000 participants in courses in the A1 Group's footprint, over 160,000 in Austria alone

"A1 Internet for all" in Austria:

- ✓ Over **160,000 participants** since launch (autumn 2011)
- ✓ 12,000+ workshops, booked out 3 months in advance
- ✓ Supported by over 4,600 employees (corporate volunteering)
- √ 98% would recommend the courses
- ✓ Contribution to closing the digital gap scientifically confirmed by NPO Center of the Vienna University of Economics
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Environmental and climate protection

A1 Austria runs a 100% carbon neutral network infrastructure, which allowed it to cut CO2 emissions by over 67%



- Over 10 years' experience in environmental management (ISO 14001, EMAS, etc.)
- Constantly reducing energy use through modern, environmentally friendly solutions
- 100% renewable energy











Support for start-ups

We bolster young entrepreneurs

- Our A1 start-up initiative supports young entrepreneurs
- Free-of-charge office facilities with the latest equipment at the A1 start-up campus and extensive advice from A1 experts, ranging from marketing to sales, are all provided



- A1 campus member since 2015
- Digitalization of the "last mile" in mobility (e.g. where can I/am I allowed to park?)



- A1 campus member since 2018
- A digital parent-teacher message book to enable secure and efficient communication between parents, schools and teachers

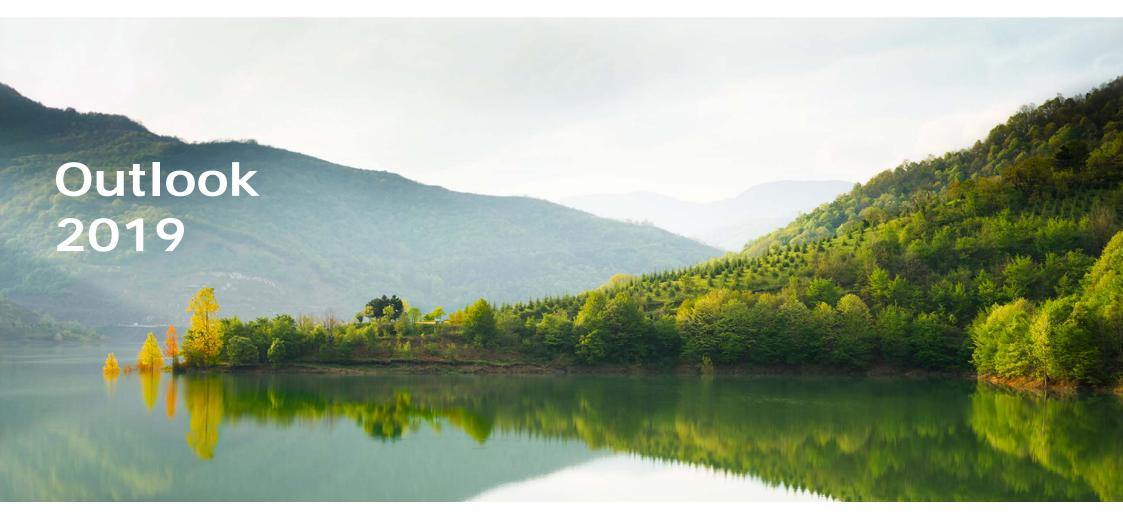


- Intrapreneurship program idea 2017
- Automated security monitoring of IT infrastructure, tailored to SMEs

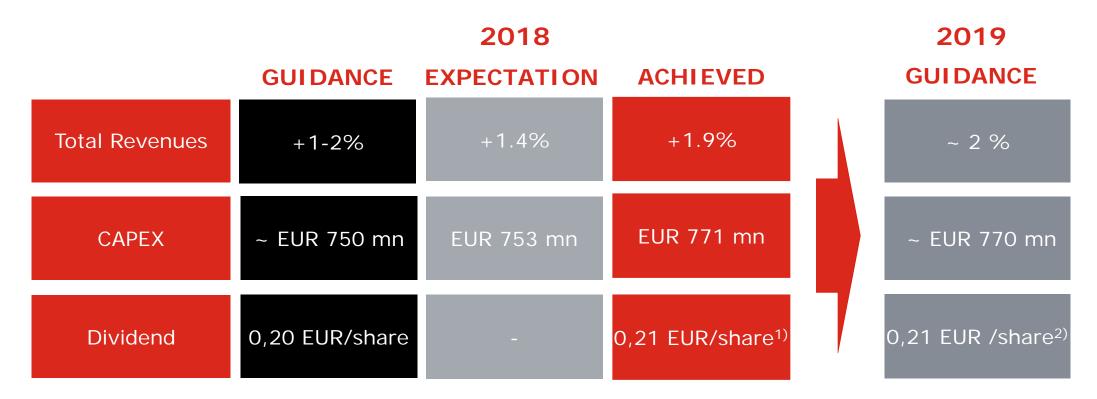








After solid 2018 further growth expected for 2019



Guidance and results on reported basis



¹⁾ Proposal to the 2019 Annual General Meeting for the 2018 fiscal year

²⁾ Intended proposal to the 2020 Annual General Meeting for the 2019 fiscal year

Excellent position to maintain growth



Solid operational performance thanks to constantly optimizing core business



Attractive products with a focus on entertainment and smart living in the consumer segment



Reliable partner for integrated connectivity and ICT solutions in the business segment



Well positioned in the CEE region, uniform brand image









Appropriation of the net profit

The Management Board and the Supervisory Board propose to use the net profit of Telekom Austria AG generated in the 2018 fiscal year in the amount of EUR 243,706,000 as follows:

- Distribution of a dividend of EUR 0.21 per eligible no par value share
- The remainder is to be carried forward to new account

Information

 According to Austrian tax law, the dividend qualifies as a repayment of capital pursuant to Sec 4 para 12 Income Tax Act (EStG).

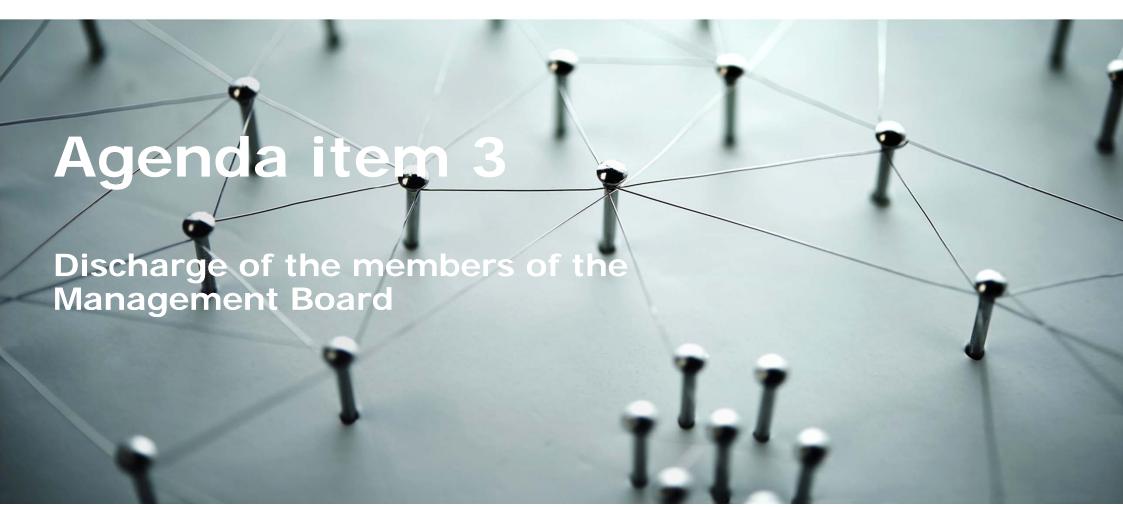
Ex-dividend day: June 5, 2019Dividend record date: June 6, 2019

Distribution payment date: June 7, 2019



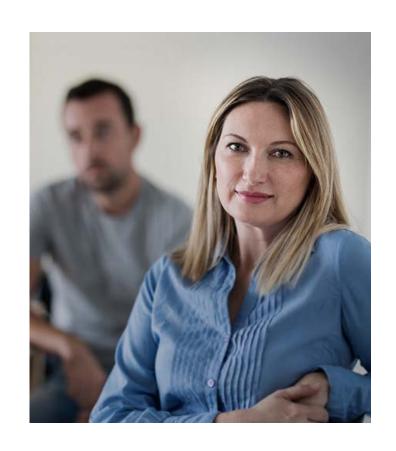






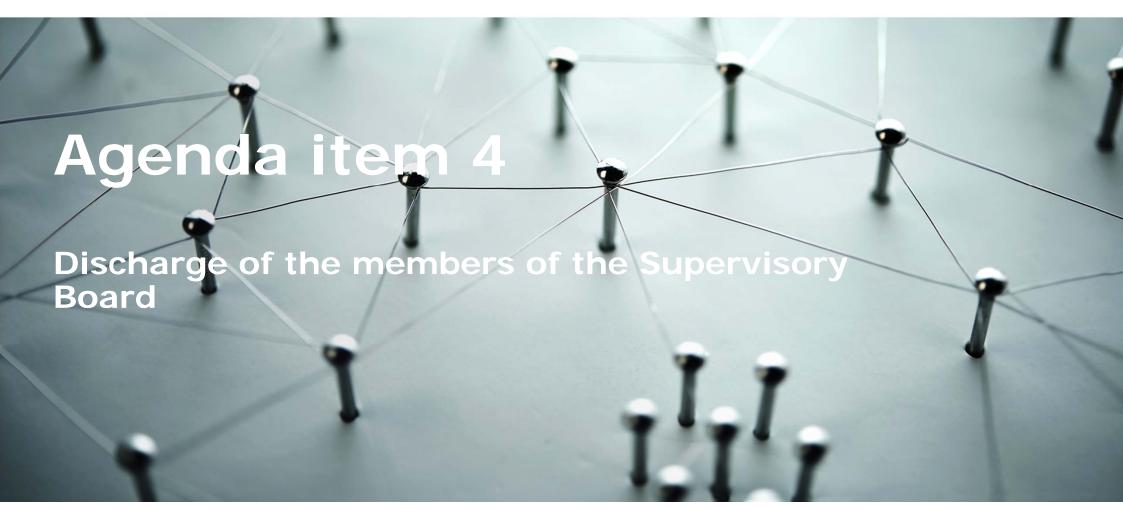
Discharge of the members of the Management Board

The Management Board and the Supervisory Board of Telekom Austria AG propose to grant discharge to the members of the Management Board for the fiscal year 2018.



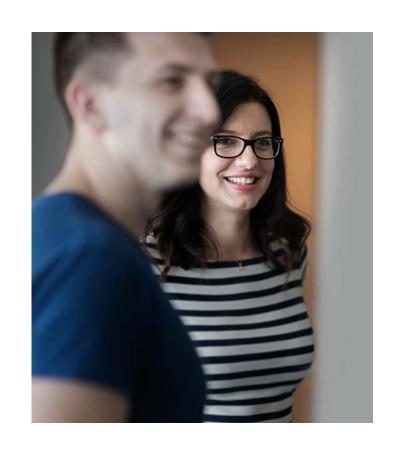






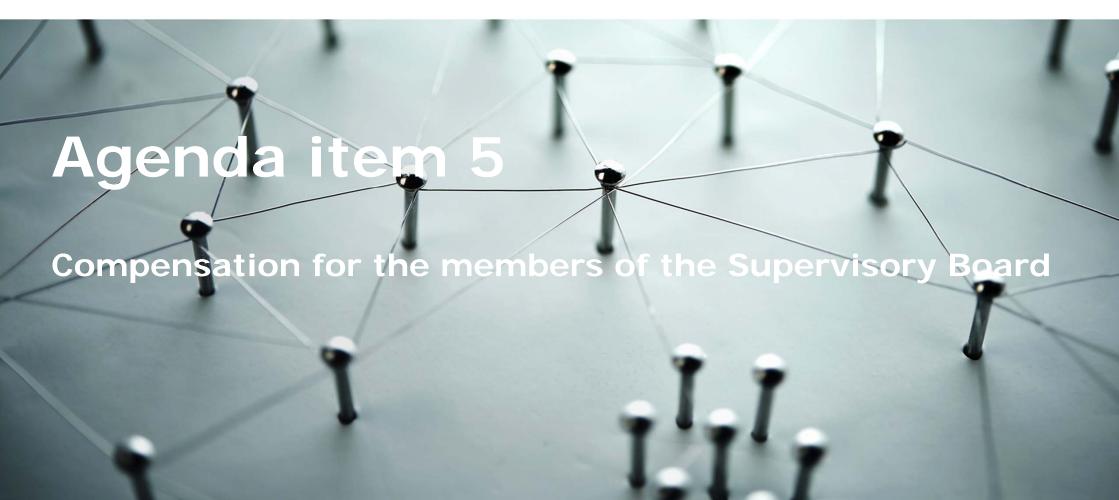
Discharge of the members of the Supervisory Board

The Management Board and the Supervisory Board of Telekom Austria AG propose to grant discharge to the members of the Supervisory Board for the fiscal year 2018.









Compensation for the members of the Supervisory Board

The Management Board and the Supervisory Board of Telekom Austria AG propose to determine the remuneration for the elected members of the Supervisory Board for the 2018 financial year as follows, unchanged from the previous year:

	2018
For the chair	EUR 40,000
For the deputy chair	EUR 30,000
For every further member of the Supervisory Board	EUR 20,000
For the chair of a committee	EUR 12,000
For every other committee member	EUR 10,000



For 2019, a fixed attendance fee of EUR 400 is to be granted for each member of the Supervisory Board for each of the meetings of the Supervisory Board or committee meetings which the member attends.







Peter Hagen

Proposal for the election of

Mr. Peter Hagen, born December 12, 1959,

as of termination of this shareholder's meeting until the termination of such shareholder's meeting that resolves upon the discharge for the business year 2020, to the Supervisory Board of the Company.

Mr. Hagen issued a statement according to Sec 87 Para 2 AktG as well as providing a curriculum vitae.

The documents have been made available on the homepage of Telekom Austria AG as of May 7, 2019.





Peter Hagen

Fducation

- 1987 University of Vienna, Law degree ("Dr. iuris")
- 1979 University of Vienna, Philosophical faculty (philosophy and political science)
- 1978 University of Vienna, Law faculty
- 1978 High school graduation (Bundesgymnasium Feldkirch)

Professional career

- 2016 Coya AG, Co-Founder
 German full stack digital property/casual insurer
- 2016 present Independent Consultant, consultancy work for various re-/insurance companies
- 2012 2015 Vienna Insurance Group, Group CEO
- 2009 2012 Vienna Insurance Group, Deputy General Manager
- 2004 2009 Wiener Städtische (later VIG), Member of the Management Board
- 2000 2004 Kooperativa pojistovna, Prague, Deputy General Manager
- 1998 2000 Ceska Kooperativa and Moravsko-Slezska Kooperativa, Czech Republic, Member of the Management Board
- 1998 2001 Wiener Städtische, Head of International Division
- 1995 2004 Wiener Städtische, Head of Reinsurance Division
- 1990 1995 Wiener Städtische, Assistant to the CEO
- 1989 Wiener Städtische, Assistant to the General Secretary
- 1989 Wiener Städtische, Trainee
- 1988 Judicial Practice at various Austrian courts
- 1987 Social work with Red Cross, Austria and American Field Service
- 1979 1986 Freelance work as journalist, publisher, translater, computer programmer

Non-executive roles

- 2018 present Supervisory Board Chairman of Coya AG
- 2016 present Member of the Supervisory Board of Voestalpine AG
- 2016 present Member of the Supervisory Board of A1 Telekom Austria Group

Languages

German, English, Czech



Alejandro Cantú Jiménez

Proposal for the election of

Mr. Alejandro Cantú Jiménez, born April 26, 1972,

as of termination of this shareholder's meeting until the termination of such shareholder's meeting that resolves upon the discharge for the business year 2019, to the Supervisory Board of the Company.

Mr. Cantú Jiménez issued a statement according to Sec 87 Para 2 AktG as well as providing a curriculum vitae.

The documents have been made available on the homepage of Telekom Austria AG as of May 7, 2019.





Alejandro Cantú Jiménez

Education

 Universidad Iberoamericana, Mexico City Juris Doctor - Licenciatura en Derecho

Professional career

- 2001 present
 - present América Móvil, S.A.B. de C.V., General Counsel & Chief Regulatory Officer, Mexico City
 - Corporate; merger & acquisitions; antitrust and telecommunications
 - Mijares Angoitia, Cortés y Fuentes, S.C., Associate, Mexico City Corporate matters; merger & acquisitions; debt financing
 - Fried, Frank, Harris, Shriver & Jacobson, International Associate, New York, U.S.A.
 - Corporate matters; merger & acquisitions; debt financing

Supervisory Boards

Corporate Secretary: América Móvil Group

Languages

English, Spanish



2019 Annual General Meeting

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Thomas Schmid

Proposal for the election of

Mr. Thomas Schmid, born October 30, 1975,

as of termination of this shareholder's meeting until the termination of such shareholder's meeting that resolves upon the discharge for the business year 2023, to the Supervisory Board of the Company.

Mr. Schmid issued a statement according to Sec 87 Para 2 AktG as well as providing a curriculum vitae.

The documents have been made available on the homepage of Telekom Austria AG as of May 7, 2019.





Thomas Schmid

Education

2010

- 2012 Admission to the senior diplomatic service, Completion of the A-Préalable
- 2006 Degree in Political Science, Mag. Phil., University of Vienna, Austria
- 2002 Degree in Law, Mag. iur., University of Vienna, Austria

Österreichische Reteiligungs AG CEO

Professional career

-	2019	Osterreichische beteingungs AG, CEO
•	2015-2019	Federal Ministry of Finance, Secretary General
•	2013-2019	Federal Ministry of Finance, Head of the Minister's Cabinet
•	2008-2013	Federal Ministry of Foreign Affairs, Spokesman
•	2007-2008	Austrian Parliament, Office Manager of Mr. Wolfgang Schüssel
•	2005-2006	Federal Ministry of Education, Science and Culture, Spokesman
•	2004-2005	Federal Ministry of Finance, Press Secretary
٠	2004	European Parliament, Member of the Staff of Mr. Paul Rübig, MEP

Other functions

- Chairman of the supervisory board, Verbund AG
- Deputy Chairman of the supervisory board, OMV AG

2003-2004 Higher Regional Court Vienna, Law Clerk 2000-2004 Alix-Frank Rechtsanwälte KEG, Paralegal

- Member of the supervisory board, Österreichische Lotterien GmbH (not listed)
- Member of the supervisory board, ARE Austrian Real Estate GmbH (not listed)
- Member of the board, Industriellenvereinigung Wien

Languages

• German, English, French, Italian

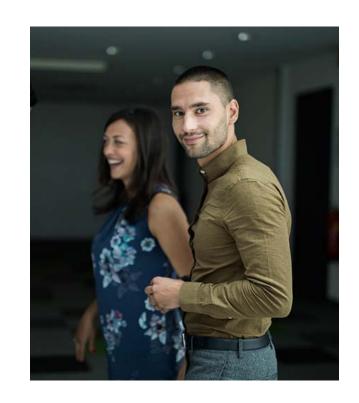






Election of the auditors of the financial statements and of the consolidated financial statements

The Supervisory Board of Telekom Austria AG proposes to elect Ernst & Young Wirtschaftsprüfungsgesellschaft m.b.H, Vienna, as auditor and Group auditor for the 2019 fiscal year.





Many thanks for attending!

https://www.a1.group/

