

The logo for Belgacom, consisting of the word "belgacom" in a white, lowercase, sans-serif font, centered within a blue rounded square.

Quarterly Results

Pro Forma - old reporting structure

P&L Belgacom Group

	Q107	Q207	Q307	Q407	YTD 07	2007	Q108	Q208	Q308	YTD 08	2008	YoY var		
												%	mio €	
(EUR million)														
Revenues	1,515	1,524	1,512	1,514	4,551	6,065	1,469	1,485	1,473	4,427			-2.7%	-124
Fixed Line Services	916	907	869	911	2,692	3,603	869	868	838	2,575			-4.3%	-117
Mobile Communications Services	512	524	519	500	1,554	2,054	494	507	504	1,504			-3.2%	-50
International Carrier Services	183	178	200	185	561	746	185	190	207	582			3.7%	21
Intersegment eliminations	-96	-85	-75	-82	-256	-339	-79	-80	-76	-234			-8.6%	22
Costs of materials and charges to revenues	-496	-495	-506	-519	-1,497	-2,015	-469	-479	-487	-1,435			-4.1%	61
Fixed Line Services	-253	-244	-227	-255	-724	-979	-223	-219	-208	-650			-10.2%	74
Mobile Communications Services	-169	-172	-173	-178	-514	-692	-156	-165	-165	-486			-5.3%	27
International Carrier Services	-158	-152	-171	-154	-480	-634	-157	-160	-174	-491			2.2%	-11
Intersegment eliminations	84	73	65	69	221	290	67	66	60	192			-13.2%	-29
Personnel expenses and pensions	-287	-285	-277	-272	-848	-1,120	-280	-282	-281	-843			-0.6%	5
Fixed Line Services	-247	-243	-235	-232	-724	-956	-239	-242	-238	-719			-0.7%	5
Mobile Communications Services	-36	-37	-36	-35	-109	-144	-35	-35	-38	-108			-1.0%	1
International Carrier Services	-5	-5	-6	-5	-15	-20	-5	-5	-6	-16			7.4%	-1
Intersegment eliminations	0	0	0	0	0	0	0	0	0	0			12.1%	0
Other operating expenses	-196	-202	-202	-254	-599	-853	-202	-226	-202	-630			5.2%	-31
Fixed Line Services	-133	-129	-130	-165	-392	-556	-125	-145	-132	-402			2.7%	-11
Mobile Communications Services	-66	-74	-73	-93	-214	-307	-80	-85	-76	-241			12.6%	-27
International Carrier Services	-10	-9	-9	-10	-28	-38	-9	-10	-10	-29			2.1%	-1
Intersegment eliminations	12	12	11	14	35	48	12	14	16	42			20.7%	7
Segment result	536	543	528	470	1,607	2,077	518	498	503	1,519			-5.5%	-88
Fixed Line Services	284	290	278	260	852	1,112	282	261	260	803			-5.7%	-48
Mobile Communications Services	241	241	236	194	718	912	222	222	225	670			-6.7%	-48
International Carrier Services	11	12	14	16	38	53	14	14	18	46			21.9%	8
Intersegment eliminations	0	0	0	0	0	0	0	0	0	0				
Segment EBITDA margin	35.4%	35.6%	34.9%	31.0%	35.3%	34.2%	35.3%	33.5%	34.1%	34.3%			-1.0	
Fixed Line Services	31.0%	32.0%	31.9%	28.5%	31.6%	30.8%	32.4%	30.1%	31.0%	31.2%			-0.4	
Mobile Communications Services	47.1%	46.0%	45.5%	38.8%	46.2%	44.4%	45.0%	43.9%	44.7%	44.5%			-1.7	
International Carrier Services	6.1%	6.8%	7.2%	8.5%	6.7%	7.2%	7.6%	7.5%	8.5%	7.9%			1.2	
Intersegment eliminations	-	-	-	-	-	-	-	-	-	-			-	
Non recurring expenses	0	0	0	-46	0	-46	0	8	0	8				
Total group Ebitda	536	543	528	424	1,607	2,031	518	506	503	1,527			-5.0%	-80

P&L Fixed Line Services (FLS)

	Q107	Q207	Q307	Q407	YTD 07	2007	Q108	Q208	Q308	YTD 08	2008	YoY var		
												%	mio €	
(EUR million)														
Revenues	916	907	869	911	2,692	3,603	869	868	838	2,575			-4.3%	-117
Voice Access	184	183	180	178	548	726	175	173	175	523			-4.5%	-25
Voice Traffic	162	147	135	139	445	584	136	131	117	384			-13.7%	-61
Internet	122	125	129	130	376	506	130	136	133	398			5.8%	22
Data Connectivity	43	41	40	40	124	164	40	40	39	118			-4.3%	-5
Terminals	37	34	34	36	105	141	34	33	33	101			-4.0%	-4
ICT	189	201	187	219	578	797	192	196	178	566			-1.9%	-11
Belgacom TV	8	9	12	15	29	43	18	20	23	62			115.8%	33
National Wholesale	108	104	93	97	305	402	92	84	86	262			-14.1%	-43
Others	63	63	57	58	183	240	53	55	53	161			-12.1%	-22
Costs of materials and charges to revenues	-253	-244	-227	-255	-724	-979	-223	-219	-208	-650			-10.2%	74
Personnel expenses and pensions	-247	-243	-235	-232	-724	-956	-239	-242	-238	-719			-0.7%	5
Other operating expenses	-133	-129	-130	-165	-392	-556	-125	-145	-132	-402			2.7%	-11
Segment result	284	290	278	260	852	1112	282	261	260	803			-5.7%	-48
Segment EBITDA margin	31.0%	32.0%	31.9%	28.5%	31.6%	30.8%	32.4%	30.1%	31.0%	31.2%			-0.4	

P&L Mobile Communications Services (MCS)

	Q107	Q207	Q307	Q407	YTD 07	2007	Q108	Q208	Q308	YTD 08	2008	YoY var		
												%	mio €	
(EUR million)														
Revenue	512	524	519	500	1,554	2,054	494	507	504	1,504			-3.2%	-50
Voice Services	421	430	419	405	1,270	1,675	415	411	393	1,219			-4.0%	-51
Data Services	116	125	138	140	379	518	146	151	151	448			18.3%	69
Other Service Revenues	0	1	1	2	2	3	2	2	2	6			282.6%	4
Credits & Discounts	-49	-59	-63	-77	-170	-248	-92	-81	-82	-256			50.3%	-86
Net service Revenues	488	497	495	469	1,480	1,949	471	483	463	1,417			-4.3%	-63
Handsets	18	22	19	26	58	84	17	20	19	56			-3.7%	-2
Other Revenues	6	5	5	6	16	22	5	4	22	31			96.4%	15
Costs of materials and charges to revenues	-169	-172	-173	-178	-514	-692	-156	-165	-165	-486			-5.3%	27
Personnel expenses and pensions	-36	-37	-36	-35	-109	-144	-35	-35	-38	-108			-1.0%	1
Other operating expenses	-66	-74	-73	-93	-214	-307	-80	-85	-76	-241			12.6%	-27
Segment result	241	241	236	194	718	912	222	222	225	670			-6.7%	-48
Segment EBITDA margin	47.1%	46.0%	45.5%	38.8%	46.2%	44.4%	45.0%	43.9%	44.7%	44.5%			-1.7	

P&L International Carrier Services (ICS)

	Q107	Q207	Q307	Q407	YTD 07	2007	Q108	Q208	Q308	YTD 08	2008	YoY var		
												%	mio €	
(EUR million)														
Revenues	183	178	200	185	561	746	185	190	207	582			3.7%	21
Costs of materials and charges to revenues	-158	-152	-171	-154	-480	-634	-157	-160	-174	-491			2.2%	-11
Personnel expenses and pensions	-5	-5	-6	-5	-15	-20	-5	-5	-6	-16			7.4%	-1
Other operating expenses	-10	-9	-9	-10	-28	-38	-9	-10	-10	-29			2.1%	-1
Segment result	11	12	14	16	38	53	14	14	18	46			21.9%	8
Segment EBITDA margin	6.1%	6.8%	7.2%	8.5%	6.7%	7.2%	7.6%	7.5%	8.5%	7.9%			1.2	

Belgacom Group Operationals

	Q107	Q207	Q307	Q407	YTD 07	2007	Q108	Q208	Q308	Q408	YTD08	2008	YoY var		
													%	Number	
(EUR million)															
FROM FIXED															
Number of access channels (thousands)	5,232	5,188	5,158	5,143	5,158	5,143	5,136	5,097	5,070		5,070			-1.7%	-88
PSTN	3,129	3,077	3,025	2,975	3,025	2,975	2,916	2,864	2,806		2,806			-7.2%	-219
ISDN	940	933	928	925	928	925	919	915	910		910			-2.0%	-18
IP	0	1	2	7	2	7	16	24	38		38			-	37
ADSL, VDSL	1,164	1,177	1,202	1,237	1,202	1,237	1,285	1,295	1,315		1,315			9.4%	113
Traffic (millions of minutes)	2,343	2,201	2,058	2,218	6,602	8,820	2,232	2,132	1,959		6,323			-4.2%	-278
National	1,850	1,704	1,592	1,724	5,146	6,870	1,735	1,627	1,499		4,862			-5.5%	-284
Fixed to Mobile	307	303	275	288	884	1,172	284	295	265		844			-4.6%	-41
International	186	195	191	206	571	777	213	210	195		618			8.1%	47
TV (thousands)	149	191	249	305	249	305	349	391	443		443			77.7%	194
ARPU (EUR)															
ARPU Voice	27.6	26.6	25.8	26.3	26.7	26.6	26.1	25.8	25.1		25.6			-4.0%	-1.1
ARPU Broadband	33.9	34.5	35.2	34.3	34.5	34.5	33.3	34.3	33.3		33.6			-2.7%	-0.9
ARPU Belgacom TV	13.4	15.7	17.5	16.6	15.8	16.1	17.4	17.6	17.9		17.6			11.2%	1.8
FROM MOBILE															
Number of active customers (thousands)	4,346	4,416	4,494	4,620	4,494	4,620	4,713	4,765	4,821		4,821			7.3%	327
Pre-paid	2,268	2,252	2,233	2,246	2,233	2,246	2,196	2,199	2,228		2,228			-0.2%	-5
Post-paid	2,079	2,161	2,248	2,333	2,248	2,333	2,430	2,482	2,509		2,509			11.6%	261
MVNO	0	3	13	41	13	41	87	84	84		84			-	71
Annualized churn rate (blended - variance in p.p.)*	15.9%	14.8%	15.9%	16.6%	15.5%	15.7%	17.5%	17.0%	17.9%		17.5%			12.5%	
ARPU (EUR)**															
Prepaid	19.8	20.6	20.9	21.6	20.4	20.7	24.2	22.5	21.4		22.7			11.1%	2.3
Postpaid	61.4	60.9	59.6	54.9	60.6	59.1	53.6	53.4	51.2		52.7			-13.0%	-7.9
Blended	39.3	40.2	40.0	38.3	39.8	39.4	39.0	38.4	36.7		38.0			-4.5%	-1.8
Blended voice	30.7	31.0	30.0	28.4	30.6	30.0	28.7	28.0	26.5		27.7			-9.5%	-2.9
Blended data	8.6	9.1	9.9	9.8	9.2	9.4	10.3	10.4	10.3		10.3			11.9%	1.1
Net ARPU (EUR)**															
Prepaid	16.5	16.1	15.6	14.6	16.1	15.7	14.8	14.9	13.9		14.5			-9.9%	-1.6
Postpaid	57.0	56.5	55.5	50.3	56.3	54.7	49.6	49.1	46.8		48.5			-13.9%	-7.9
Blended	35.5	35.7	35.3	32.6	35.5	34.8	32.4	32.6	31.0		32.0			-9.9%	-3.5
Blended voice	28.3	28.3	27.3	25.0	27.9	27.2	24.5	24.9	23.4		24.3			-13.2%	-3.7
Blended data	7.2	7.4	8.0	7.6	7.6	7.6	7.9	7.8	7.6		7.7			2.3%	0.2
UoU (units)	232.6	247.1	242.1	260.3	238.3	242.5	259.7	268.1	251.8		259.9			9.0%	21.5
MoU (min)	165.8	173.6	163.5	172.3	169.4	168.8	173.3	176.5	174.9		174.9			3.2%	5.4
SMS (units)	69.4	75.5	78.6	87.4	73.6	76.6	90.2	95.5	93.2		93.0			26.4%	19.4