

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	2007	Q108	Q208	Q308	2008	YoY var	
										%	mio €
(EUR million)											
Revenues	1,515	1,524	1,512	1,514	6,065	1,469	1,485	1,473	5,978	-1.4%	-87
Fixed Line Services	916	907	869	911	3,603	869	868	838	3,468	-3.7%	-135
Mobile Communications Services	512	524	519	500	2,054	494	507	504	2,020	-1.7%	-34
International Carrier Services	183	178	200	185	746	185	190	207	812	8.8%	66
Intersegment eliminations	-96	-85	-75	-82	-339	-79	-80	-76	-322	-5.0%	17
Costs of materials and charges to revenues	-496	-495	-506	-519	-2,015	-469	-479	-487	-1,975	-2.0%	40
Fixed Line Services	-253	-244	-227	-255	-979	-223	-219	-208	-878	-10.3%	101
Mobile Communications Services	-169	-172	-173	-178	-692	-156	-165	-165	-671	-3.0%	21
International Carrier Services	-158	-152	-171	-154	-634	-157	-160	-174	-685	8.0%	-51
Intersegment eliminations	84	73	65	69	290	67	66	60	260	-10.3%	-30
Personnel expenses and pensions	-287	-285	-277	-272	-1,120	-280	-282	-281	-1,124	0.4%	-4
Fixed Line Services	-247	-243	-235	-232	-956	-239	-242	-238	-963	0.7%	-7
Mobile Communications Services	-36	-37	-36	-35	-144	-35	-35	-38	-139	-3.5%	5
International Carrier Services	-5	-5	-6	-5	-20	-5	-5	-6	-22	10.0%	-2
Intersegment eliminations	0	0	0	0	0	0	0	0	0	#DIV/0!	0
Other operating expenses	-196	-202	-202	-254	-853	-202	-226	-202	-890	4.3%	-37
Fixed Line Services	-133	-129	-130	-165	-556	-125	-145	-132	-575	3.2%	-18
Mobile Communications Services	-66	-74	-73	-93	-307	-80	-85	-76	-336	9.4%	-29
International Carrier Services	-10	-9	-9	-10	-38	-9	-10	-10	-41	7.9%	-3
Intersegment eliminations	12	12	11	14	48	12	14	16	62	27.1%	13
Segment result	536	543	528	470	2,077	518	498	503	1,990	-4.2%	-87
Fixed Line Services	284	290	278	260	1,112	282	261	260	1,052	-5.3%	-59
Mobile Communications Services	241	241	236	194	912	222	222	225	874	-4.2%	-38
International Carrier Services	11	12	14	16	53	14	14	18	64	20.8%	11
Intersegment eliminations	0	0	0	0	0	0	0	0	0		
Segment EBITDA margin	35.4%	35.6%	34.9%	31.0%	34.2%	35.3%	33.5%	34.1%	33.3%	-0.9	
Fixed Line Services	31.0%	32.0%	31.9%	28.5%	30.8%	32.4%	30.1%	31.0%	30.3%	-0.4	
Mobile Communications Services	47.1%	46.0%	45.5%	38.8%	44.4%	45.0%	43.9%	44.7%	43.3%	-1.1	
International Carrier Services	6.1%	6.8%	7.2%	8.5%	7.2%	7.6%	7.5%	8.5%	7.9%	0.7	
Intersegment eliminations	-	-	-	-	-	-	-	-	-	-	
Non recurring expenses	0	0	0	-46	-46	0	8	0	-85		
Total group Ebitda	536	543	528	424	2,031	518	506	503	1,905	-6.2%	-126

P&L Fixed Line Services (FLS)

	Q107	Q207	Q307	Q407	2007	Q108	Q208	Q308	Q408	2008	YoY var	
											%	mio €
(EUR million)												
Revenues	916	907	869	911	3,603	869	868	838	893	3,468	-3.7%	-135
Voice Access	184	183	180	178	726	175	173	175	178	701	-3.4%	-25
Voice Traffic	162	147	135	139	584	136	131	117	122	505	-13.5%	-79
Internet	122	125	129	130	506	130	136	133	135	534	5.5%	28
Data Connectivity	43	41	40	40	164	40	40	39	41	159	-3.0%	-5
Terminals	37	34	34	36	141	34	33	33	33	133	-5.7%	-8
ICT	189	201	187	219	797	192	196	178	197	763	-4.3%	-34
Belgacom TV	8	9	12	15	43	18	20	23	24	86	100.0%	43
National Wholesale	108	104	93	97	402	92	84	86	82	344	-14.4%	-58
Others	63	63	57	58	240	53	55	53	82	242	0.8%	2
Costs of materials and charges to revenues	-253	-244	-227	-255	-979	-223	-219	-208	-228	-878	-10.3%	101
Personnel expenses and pensions	-247	-243	-235	-232	-956	-239	-242	-238	-244	-963	0.7%	-7
Other operating expenses	-133	-129	-130	-165	-556	-125	-145	-132	-172	-575	3.4%	-19
Segment result	284	290	278	260	1112	282	261	260	249	1052	-5.4%	-60
Segment EBITDA margin	31.0%	32.0%	31.9%	28.5%	30.8%	32.4%	30.1%	31.0%	27.9%	30.3%	-0.5	

P&L Mobile Communications Services (MCS)

	Q107	Q207	Q307	Q407	2007	Q108	Q208	Q308	2008	YoY var	
										%	mio €
(EUR million)											
Revenue	512	524	519	500	2,054	494	507	504	2,020	-1.7%	-34
Voice Services	421	430	419	405	1,675	415	411	393	1,609	-3.9%	-66
Data Services	116	125	138	140	518	146	151	151	612	18.1%	94
Other Service Revenues	0	1	1	2	3	2	2	2	8	166.7%	5
Credits & Discounts	-49	-59	-63	-77	-248	-92	-81	-82	-353	42.3%	-105
Net service Revenues	488	497	495	469	1,949	471	483	463	1,876	-3.7%	-73
Handsets	18	22	19	26	84	17	20	19	83	-1.2%	-1
Other Revenues	6	5	5	6	22	5	4	22	62	181.8%	40
Costs of materials and charges to revenues	-169	-172	-173	-178	-692	-156	-165	-165	-671	-3.0%	21
Personnel expenses and pensions	-36	-37	-36	-35	-144	-35	-35	-38	-139	-3.5%	5
Other operating expenses	-66	-74	-73	-93	-307	-80	-85	-76	-336	9.4%	-29
Segment result	241	241	236	194	912	222	222	225	874	-4.2%	-38
Segment EBITDA margin	47.1%	46.0%	45.5%	38.8%	44.4%	45.0%	43.9%	44.7%	43.3%	-1.1	

P&L International Carrier Services (ICS)

	Q107	Q207	Q307	Q407	2007	Q108	Q208	Q308	2008	YoY var	
										%	mio €
(EUR million)											
Revenues	183	178	200	185	746	185	190	207	812	8.8%	66
Costs of materials and charges to revenues	-158	-152	-171	-154	-634	-157	-160	-174	-685	8.0%	-51
Personnel expenses and pensions	-5	-5	-6	-5	-20	-5	-5	-6	-22	10.0%	-2
Other operating expenses	-10	-9	-9	-10	-38	-9	-10	-10	-41	7.9%	-3
Segment result	11	12	14	16	53	14	14	18	64	20.8%	11
Segment EBITDA margin	6.1%	6.8%	7.2%	8.5%	7.2%	7.6%	7.5%	8.5%	7.9%	0.7	

Belgacom Group Operationals

	Q107	Q207	Q307	Q407	2007	Q108	Q208	Q308	Q408	2008	YoY var	
											%	Number
(EUR million)												
FROM FIXED												
Number of access channels (thousands)	5,232	5,188	5,158	5,143	5,143	5,136	5,097	5,070	5,055	5,055	-1.7%	-88
PSTN	3,129	3,077	3,025	2,975	2,975	2,916	2,864	2,806	2,745	2,745	-7.7%	-230
ISDN	940	933	928	925	925	919	915	910	904	904	-2.3%	-21
IP	0	1	2	7	7	16	24	38	61	61	-	54
ADSL, VDSL	1,164	1,177	1,202	1,237	1,237	1,285	1,295	1,315	1,345	1,345	8.7%	108
Traffic (millions of minutes)	2,343	2,201	2,058	2,218	8,820	2,232	2,132	1,959	2,121	8,444	-4.3%	-376
National	1,850	1,704	1,592	1,724	6,870	1,735	1,627	1,499	1,633	6,495	-5.5%	-375
Fixed to Mobile	307	303	275	288	1,172	284	295	265	281	1,125	-4.0%	-47
International	186	195	191	206	777	213	210	195	206	824	6.0%	47
TV (thousands)	149	191	249	305	305	349	391	443	506	506	65.9%	201
ARPU (EUR)												
ARPU Voice	27.6	26.6	25.8	26.3	26.6	26.1	25.8	25.1	26.1	25.7	-3.4%	-0.9
ARPU Broadband	33.9	34.5	35.2	34.3	34.5	33.3	34.3	33.3	33.2	33.5	-2.9%	-1.0
ARPU Belgacom TV	13.4	15.7	17.5	16.6	16.1	17.4	17.6	17.9	16.2	17.2	6.8%	1.1
FROM MOBILE												
Number of active customers (thousands)	4,346	4,416	4,494	4,620	4,620	4,713	4,765	4,821	4,916	4,916	6.4%	296
Pre-paid	2,268	2,252	2,233	2,246	2,246	2,196	2,199	2,228	2,235	2,235	-0.5%	-11
Post-paid	2,079	2,161	2,248	2,333	2,333	2,430	2,482	2,509	2,570	2,570	10.2%	237
MVNO	0	3	13	41	41	87	84	84	111	111	-	70
Annualized churn rate (blended - variance in p.p.)*	15.9%	14.8%	15.9%	16.6%	15.7%	17.5%	17.0%	17.9%	17.0%	17.3%	10.2%	
ARPU (EUR)**												
Prepaid	19.8	20.6	20.9	21.6	20.7	24.2	22.5	21.4	22.9	22.8	10.1%	2.1
Postpaid	61.4	60.9	59.6	54.9	59.1	53.6	53.4	51.2	50.6	52.2	-11.7%	-6.9
Blended	39.3	40.2	40.0	38.3	39.4	39.0	38.4	36.7	37.2	37.8	-4.1%	-1.6
Blended voice	30.7	31.0	30.0	28.4	30.0	28.7	28.0	26.5	26.0	27.3	-9.0%	-2.7
Blended data	8.6	9.1	9.9	9.8	9.4	10.3	10.4	10.3	11.1	10.5	11.7%	1.1
Net ARPU (EUR)**												
Prepaid	16.5	16.1	15.6	14.6	15.7	14.8	14.9	13.9	14.0	14.4	-8.3%	-1.3
Postpaid	57.0	56.5	55.5	50.3	54.7	49.6	49.1	46.8	45.5	47.7	-12.8%	-7.0
Blended	35.5	35.7	35.3	32.6	34.8	32.4	32.6	31.0	30.4	31.6	-9.2%	-3.2
Blended voice	28.3	28.3	27.3	25.0	27.2	24.5	24.9	23.4	22.5	23.8	-12.5%	-3.4
Blended data	7.2	7.4	8.0	7.6	7.6	7.9	7.8	7.6	7.9	7.8	2.6%	0.2
UoU (units)	232.6	247.1	242.1	260.3	242.5	259.7	268.1	251.8	281.2	265.4	9.4%	22.9
MoU (min)	165.8	173.6	163.5	172.3	168.8	173.3	176.5	174.9	162.6	170.1	0.8%	1.3
SMS (units)	69.4	75.5	78.6	87.4	76.6	90.2	95.5	93.2	117.8	99.3	29.6%	22.7