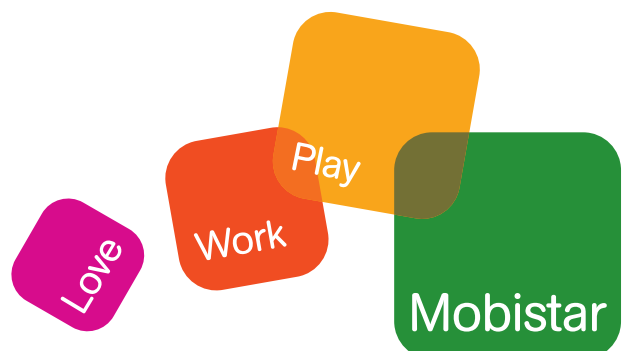


Results
first quarter 2013
Mobistar



Press release

Embargo until 22 April 2013 at 7 a.m.
Regulated information

Mobistar holds up its position in a more and more competitive market

Brussels, 22 April 2013 – Today, Mobistar (Euronext Brussels: MOBB) publishes its results for the first quarter of 2013. The total consolidated turnover of the Mobistar group amounted to 393 million euros at the end of March 2013, 1.6 % lower than the year before, primarily due to the effect of the regulations for an amount of 15 million euros. The total number of customers of the Mobistar group rose by 6.4 %, by the growth of the MVNO's and this despite the large-scale movements in the telecoms market resulting from the new telecom law. Mobistar is continuing its investments in the quality of the network in order to improve the coverage, the speed and the reliability of the services. These investments amounted 31.2 million euros in the first quarter of 2013, or 25.8 % more than the year before. Mobistar reconfirms its "SuperMobile 2013-2015" investment programme and decided to increase the ambition of its efficiency program ACE 2 from 30 to 50 million euro net savings as of 2014.

1. Key facts

The Mobistar group continues to pursue its four strategic programmes: strengthening its leadership in the mobile activities market, developing services that are available everywhere and at all times, offering the best customer experience on the market and managing the costs of the company as efficiently as possible.

Strengthening its leadership in the mobile activities market:

- Mobistar opted for a 'SuperMobile' strategy because it firmly believes that mobility represents the future of telecom uses. The broad offer of 'Animals' tariff plans corresponds to these individual and evolving needs of the customers. At the end of March 2013, one year after the launch, 60 % of all residential postpaid customers of Mobistar had chosen an 'Animal' tariff plan. Building on this success, Mobistar decided in April 2013 to further expand its 'Animals' tariff plans to the prepaid cards and to enrich the content of the existing subscriptions. All customers also receive free tariff plan advice via the 'personal check-up' service. At the end of March 2013, Mobistar had already contacted more than 100,000 customers in order to explain how shifting over to a different tariff plan could best meet their needs.
- Despite increased competition in the mobile telephony market and a reduction in the ARPU, Mobistar is nevertheless maintaining a stable position in terms of mobile number portability (MNP) vis-à-vis the two other mobile network operators (MNO).
- In the first quarter of 2013, mobile phone sales were once again excellent, without really making use of subsidisation actions and thanks to the success of smartphones. Mobistar booked 61.1 million euros on the sale of mobile phones, compared to 41.1 million euros a year earlier, or an increase of 50 % and with a growing share of new smartphone users. As the largest distributor of mobile phones, Mobistar gets a chance to inform those customers about all the Mobistar tariff plans and to accompany them in their use of mobile data services.

Developing services that are available everywhere and at all times:

- The demand for mobile data continues to rise because the individual telecommunication use of customers is increasingly occurring while they are on the go. The 'Animals' tariff plans give customers greater control over their consumption and therefore they more often choose a tariff plan that includes mobile data. Amongst the

residential postpaid customers of Mobistar who have an 'Animal' tariff plan, over 80 % have opted for a tariff plan with mobile data. This success and the 'multi SIM offer' that allows sharing mobile data explain the decline of the number of 'Internet Everywhere' customers. The share of mobile data in the service revenues rose once again in the first quarter of 2013 to 45.9 %, compared to 41.6 % a year earlier. The share of 'advanced data' in the service revenues rose from 12.3 % in the first quarter of 2012 to 15.4 % one year later.

- Mobistar welcomes the recent evolutions of the regulator with regard to the opening up of the cable infrastructure which should make possible the introduction of competitive offers on this market. Mobistar continues to insist that the fixed-line services market is today still dominated by the cable companies and the historical operator and should be obliged to offer the same access conditions as those of the mobile telephony market.

Offering the best customer experience on the market:

- In January Mobistar was recognised by 'Social Bakers' as one of the most dedicated Facebook brands in Belgium. Thanks to active monitoring of the social media, Mobistar can respond more quickly to the demands of its customers.
- In the first quarter of 2013, the access to the professional customer zone on the website was also improved, and 67,000 SOHO customers were contacted for a personal check-up.
- Mobistar continues to invest in the services to its customers in order to increase customer satisfaction by resolving efficiently all call reasons. For example the new 'PUK self-care' was integrated into the menu of the telephone answering machine, as a result of which the number of calls for this problem were reduced by 50 % over a period of six weeks.

Managing the costs of the company as efficiently as possible

- Mobistar continues to draw benefits from its efficiency programme ACE 1 (Agility – Cost – Efficiency), started in 2012. Mobistar is confident in the achievement of its targets for ACE 1 en realized in the first quarter of 2013 some savings by optimising the network and IT operations.
- The efficiency programme ACE 2 aims a structural cost savings thanks to a systematic improvement of all processes of the company. In order to accompany the market evolutions, Mobistar decided to increase the ambition of its efficiency program ACE 2 from 30 to 50 million euro net savings as of 2014.

2. Main figures

2.1 Consolidated figures for the Mobistar group

| Mobistar group's consolidated key figures | 3 m to 31/03/2013 | 3 m to 31/03/2012 | Variation |
|---|----------------------|----------------------|-----------|
| Total number of active customers ⁽¹⁾ (mobile telephony) Mobistar S.A., Orange Communications Luxembourg S.A. and MVNOs | 4,455,229 | 4,186,218 | +6.4 % |
| Consolidated turnover (million €) | 393.0 | 399.4 | -1.6 % |
| Service revenues (million €) | 332.0 | 358.4 | -7.4 % |
| EBITDA ⁽²⁾ (million €) | 98.7 | 113.1 | -12.7 % |
| EBITDA margin | 29.7 % | 31.5 % | |
| Consolidated net profit (million €) | 35.1 | 38.1 | -7.9 % |
| Net profit per ordinary share ⁽³⁾ (€) | 0.59 | 0.64 | -7.9 % |
| Net investment (million €) | 31.2 | 24.8 | +25.8 % |
| Net investment/service revenues | 9.4 % | 6.9 % | |
| Organic cash-flow ⁽⁴⁾ (million €) | 0.2 | 28.9 | -99.3 % |
| Operating cash-flow ⁽⁵⁾ (million €) | 67.5 | 88.3 | -23.6 % |

The consolidation perimeter has not evolved since 31 December 2012 and includes Mobistar S.A. (100 %), Mobistar Enterprise Services S.A. (100 %) and Orange Communications Luxembourg S.A. (100 %).

For its quarterly results, Mobistar does not publish interim financial reports summarised and consolidated in accordance with International Financial Reporting Standards IAS 34, but instead opts for an interim statement concerning a series of key figures.

At the end of March 2013, the Mobistar group recorded consolidated service revenues of 332.0 million euros, compared to 358.4 million euros at the end of the first quarter of 2012. This decrease of 7.4 % in revenues is partly due to the negative impact of the reduction in the mobile termination rates (for -8.5 million euros) and roaming rates (for -6.5 million euros). Without regulatory impact, consolidated service revenues would amount to 347.0 million euros at the end of the first quarter of 2013. The second reason for the decline in service revenues is clearly linked to the repricing effect on the backbook and to the lower mobile customer base especially in the prepaid segment, only partly offset by the solid increase in service revenues of Orange Communications Luxembourg of 5.1 % to 16.5 million euros, the strong increase in machine-to-machine revenues of 21.5 % to 4.6 million euros and the sharp increase in MVNO wholesale revenues of 84.0 % to 15.4 million euros. The total consolidated turnover for the period ending March 2013, again positively influenced by the sales of mobile phones, especially smartphones, amounted to 393.0 million euros, compared to 399.4 million euros a year earlier. Without regulatory impact, the total consolidated turnover would amount to 408.0 million euros at the end of the first quarter of 2013, an increase of 2.1 % compared to a year earlier.

(1) "Machine-to-machine" cards are not included in the number of active customers.

(2) EBITDA: Earnings Before Interest, Taxation, Depreciation and Amortisation.

(3) Weighted net profit per ordinary share (IFRS).

(4) Organic cash-flow = net cash-flow from operations less acquisitions of tangible and intangible assets, plus proceeds from disposals of tangible and intangible assets.

(5) Operating cash-flow = EBITDA - investments.

The impact of the regulation on the interconnection costs of the period has been -6.0 million euros. The increase in the cost of handset sales is in line with the increase in handsets sales. Following the introduction of tactical subsidised offers in late November 2012 and the run-out of this Christmas action in the early part of the quarter, a negative impact on the handsets margin was booked for an amount of 2.3 million euros. The other cost elements have slightly decreased, mainly in the area of consultancy and outsourcing costs. The payroll remained flat despite the salary indexation of 2.35 %.

As a result, Mobistar recorded an EBITDA of 98.7 million euros at the end of the first quarter of 2013, a decrease of 12.7 % compared to the 113.1 million euros recorded a year earlier. Without the negative impact of the reduction in the mobile termination rates (for -3.8 million euros) and roaming rates (for -5.2 million euros), Mobistar would have realised an EBITDA of 107.7 million euros at the end of March 2013. The EBITDA margin on service revenues was 29.7 % at the end of the first quarter of 2013, compared to 31.5 % at the end of the first quarter of 2012.

The consolidated net profit of the operator decreased by 7.9 %, from 38.1 million euros at the end of the first quarter of 2012 to 35.1 million euros a year later. This decrease results from a lower EBITDA (-14.4 million euros) that has been offset by lower depreciation expenses (-9.3 million euros), lower net financial expenses (-1.0 million euros) and lower tax expenses (-1.0 million).

During the first three months of 2013, Mobistar invested 31.2 million euros, compared to 24.8 million euros during the same period in 2012. As network quality is key to the 'SuperMobile' strategy, Mobistar continues to invest significantly to enhance the coverage, reliability and speed of our service. All investment projects for the first quarter of 2013 have reached their target. In terms of radio deployment Mobistar continued to deploy new sites, which benefits customer experience in terms of voice & data usage. Moreover, Mobistar continued to refresh the radio access network, resulting in more than 70 % of the network being swapped from 2G to 2G/3G by the end of March 2013. This further improves the premium voice quality for our customers. Mobistar also continued the activation of very important 3G features, leading to a significant improvement in indoor and outdoor coverage in the more rural areas (UMTS in the 900 Mhz-frequency) and an increase of our throughput and capacity (3G Dual Carrier). Finally, Mobistar also continued to improve our transmission network by upgrading it with high speed network lines, either microwave or fiber.

The balance sheet shows the following changes since 31 December 2012:

- the decrease of net book value related to fixed assets resulting from the combination of acquisitions (31.2 million euros) and depreciations (-43.1 million euros),
- the increase in inventories (6.0 million euros) compensated by a decrease of receivables (-14.5 million euros),
- the incorporation in equity of the net profit of the quarter (35.1 million euros),
- the decrease in the trade payable (-58.4 million euros),
- financial debt remained stable compared to December 2012 at 402.3 million euros compared to 406.2 million euros.

At the end of the first quarter of 2013 the balance sheet amounts to 1,330.6 million euros.

The variance of the cash flow of the first quarter of 2013 compared to the first quarter of 2012 has been largely influenced by:

- the decrease in the results of operating activities (-13.8 million euros),
- the decrease in the working capital (-45.3 million euros),
- the absence of income tax payments (+51.0 million euros),
- the increase in the cash outflows of the investing activities (-21 million euros),

- the lower level of decrease in the financial loans (+25.0 million euros).

This resulted in a cash outflow of -4.4 million euros compared to a cash inflow of 0.1 million a year earlier.

2.2 Activities of the Mobistar group by segment

The activities of the Mobistar group are divided up below as a function of the different segments and discussed in greater detail:

2.2.1 Activities in Belgium (Mobistar S.A. and MES S.A.)

| Operational key figures Mobistar S.A. | 3 m to 31/03/2013 | 3 m to 31/03/2012 | Variation |
|---|----------------------|----------------------|-----------|
| Total number of active customers ⁽⁶⁾ Mobistar S.A. (mobile telephony) | 3,375,879 | 3,517,146 | -4.0 % |
| Number of MVNO customers (mobile telephony, incl. full MVNO) | 973,937 | 572,387 | +70.2 % |
| Total number of active customers Mobistar S.A. + MVNO (mobile telephony, incl. full MVNO) | 4,349,816 | 4,089,533 | +6.4 % |
| Total number of active M2M SIM cards (incl. IMC) | 550,487 | 433,331 | +27.0 % |
| Total number of mobile Internet customers Mobistar S.A. | 141,453 | 153,112 | -7.6 % |
| Total number of ADSL customers Mobistar S.A. | 70,103 | 82,272 | -14.8 % |
| Total number of digital TV customers Mobistar S.A. | 25,924 | 34,244 | - 25.3 % |
| Total number of active fixed telephone lines Mobistar S.A. | 225,601 | 233,186 | -3.3 % |

Mobile activities

Movements in the market resulting from the new telecom law, in effect since 1 October 2012 and under which customers can switch over to another operator after six months without termination indemnity, continued to be seen in the first quarter of 2013. The figures on 'mobile number portability' (MNP) between operators demonstrate that the volume of the movements in the first quarter of 2013 is still 87 % higher than during the first quarter of 2012, but this volume fell 27 % compared to the last quarter of 2012, and the trend is continuing to diminish month by month. The effect of the new telecom law is gradually tapering off because customers who absolutely wanted to change operator have now been able to do so after six months. In the first quarter of 2013 the mobile telephony market was subject to increasing price competition.

Despite this highly dynamic market context, Mobistar could keep its MNP balance vis-à-vis the other two Belgian mobile network operators (MNO) stable. At the end of March 2013, the total number of active customers of Mobistar S.A. excluding MVNOs amounted to 3,375,879, compared to 3,517,146 a year earlier, a decrease of 4 %.

In the first quarter of 2013 Mobistar continued with the 'personal check-up', a service which advises customers to shift over to a tariff plan that is best adapted to their evolving needs, gives them more control over their consumption, in Belgium and abroad and offers the best market conditions available without any obligation to purchase

⁽⁶⁾ "Machine-to-machine" cards are not included in the number of active customers.

several fixed-line products. At the end of March 2013, 60.3 % of the residential postpaid customers of Mobistar had already opted for an 'Animal' subscription combining all of these advantages. Building on this success, Mobistar decided in April 2013 to further expand the segmentation represented by animals to the reloadable cards and to simplify the existing subscriptions. In the 'Animals' tariff plans 2.0, all Mobistar customers who spend 25 euros per month from now on can call free of charge and without restriction to 3.5 million Mobistar customers at any time of the day. This is an enormous advantage, given that around 50 % of all calls of Mobistar customers today are made to other Mobistar customers.

For Mobistar, the segmentation approach via MVNOs and partnerships remains the best strategy for conquering market share in specific segments where the company itself is less active. At the end of March 2013, Mobistar had 973,937 active MVNO customers, an increase of 70.2 % compared to the 572,387 active customers a year earlier. The growth comes from both full and light MVNO partners. At the end of March 2013 Mobistar recorded a total (Mobistar S.A. and MVNOs) of 4,349,816 active mobile telephony customers, 6.4 % more than the 4,089,533 active customers a year earlier. In the prepaid market, Mobistar can further build on the partnership with RedBull Mobile to serve the youth segment.

The segment of machine-to-machine applications continues to grow. With a 70 % market share, Mobistar remains the leader in the machine-to-machine (M2M) segment on the Belgian market. The number of active SIM cards amounted to 550,487 at the end of March 2013, 27 % more than the 433,331 active cards a year earlier.

Demand for mobile data also continues to grow. In the 'Animals' tariff plans, customers have more control over their consumption and therefore more often choose a tariff plan that includes mobile data. Amongst the residential postpaid customers of Mobistar who have an 'Animal' tariff plan, over 80 % have opted for a tariff plan with mobile data. In February 2013 Mobistar launched the option 'Internet Everywhere' on the panther plan, with which customers can share the same data bundle over several devices. The share of mobile data in the service revenues rose to 45.9 % in the first quarter of 2013, compared to 41.6 % a year earlier. The share of advanced data in the service revenues amounted to 15.4 % at the end of March 2013 compared to 12.3 % a year earlier.

Fixed and convergent activities

The segment of fixed and convergent offerings continues to be dominated by the cable operators and the historical telecom operator. A recent study by the IBPT showed that the market share of the alternative operators in Belgium amounts to scarcely 7 %, compared to 30 % to 45 % in neighbouring countries. In Belgium the figure is falling, which clearly shows that this market is closed for innovation and fair competition. In order to introduce competition into fixed-line services on the Belgian market, the opening up of cable at sufficiently competitive conditions is necessary, according to the conclusions of the IBPT-report commissioned by Minister Vande Lanotte. Mobistar welcomes the recent developments in this file and reaffirms its ambition to put new fixed-line products on the market at prices that are advantageous for the consumer as soon as the regulated cable is available at favourable conditions.

At the end of March 2013 Mobistar S.A. still had 70,103 ADSL customers, compared to 82,272 a year earlier, a decrease of 14.8 %. The number of digital TV customers of Mobistar S.A. fell by 25.3 %, from 34,244 customers on 31 March 2012, to 25,924 customers a year later. The number of active fixed telephone lines of Mobistar S.A. amounted to 225,601 at the end of March 2013, compared to 233,186 active lines a year earlier or a decline of 3.3 %.

Evolution of the average revenue per user (ARPU) and the turnover

| Key financial figures of Mobistar S.A. | 3 m to 31/03/2013 | 3 m to 31/03/2012 | Variation |
|---|----------------------|----------------------|-----------|
| ARPU ⁽⁷⁾ (€/month/active customer) | 28.19 | 29.32 | -3.8 % |
| Total turnover (million €) | 381.4 | 386.8 | -1.4 % |
| Service revenues (million €) | 320.4 | 345.8 | -7.4 % |

The regulations (the reduction in the MTR and roaming tariffs) and the launch of more competitive offers had a negative impact on the average revenue per user. The ARPU fell by 3.8 % in one year, from 29.32 euros/month/customer at the end of March 2012 to 28.19 euros/month/customer for the first quarter of 2013.

The service revenues of Mobistar S.A. were positively influenced by a volume increase in the SMS, voice and data traffic and negatively influenced by the regulations and a decrease in the tariffs. For the first three months of 2013 the impact of the reduction in the MTR and roaming tariffs on the service revenues amounted to 8.5 million euros and 6.5 million euros, respectively. At the end of March 2013, Mobistar S.A. recorded service revenues of 320.4 million euros compared to 345.8 million euros a year earlier, a decrease of 7.4 %.

The sale of mobile phones, by contrast, saw a growth of 50 % in one year, without really making use of subsidised offers and in part due to the great success of the smartphones. The turnover from mobile phone sales rose from 42.1 million euros at the end of March 2012 to 62.3 million euros one year later and had a positive effect on the total turnover. At the end of the first quarter of 2013 the total turnover of Mobistar S.A. amounted to 381.4 million euros, compared to 386.8 million euros a year earlier, a decrease of 1.4 %.

2.2.2 Activities in Luxembourg (Orange Communications Luxembourg S.A.)

| Key figures Orange Communications Luxembourg S.A. | 3 m to 31/03/2013 | 3 m to 31/03/2012 | Variation |
|--|----------------------|----------------------|-----------|
| Total number of active customers (mobile telephony) ⁽⁸⁾ | 105,413 | 96,685 | +9.0 % |
| ARPU ⁽⁹⁾ (€/month/active customer) | 52.32 | 49.01 | +6.7 % |
| Total turnover (million €) | 18.4 | 17.1 | +7.6 % |
| Service revenues (million €) | 16.5 | 15.7 | +5.1 % |

On 31 March 2013, Orange Communications Luxembourg S.A. had 105,413 active mobile telephony customers, 9.0 % more than the 96,685 active customers a year earlier. In the first quarter of 2013, Orange Communications Luxembourg S.A. recorded service revenues of 16.5 million euros, an increase of 5.1 % compared to 15.7 million euros a year earlier. The total turnover for the first quarter of 2013 amounted to 18.4 million euros, an increase of 7.6 % compared to 17.1 million euros a year earlier, primarily due to a 36 % increase in mobile phone sales.

In the first quarter of 2013, the average revenue per user amounted to 52.32 euros/month compared to 49.01 euros/month a year earlier, an increase of 6.7 %.

(7) Average Revenue Per User (smoothed average of the previous 12 months), excluding MVNOs and M2M cards.

(8) Since 2012, "Machine-to-machine" cards are not included in the number of active customers.

(9) Average Revenue Per User (smoothed average of the previous 12 months), excluding MVNOs and M2M cards.

2.3 Financial instruments, financial risks management objectives and policy

No changes have occurred relative to the information included in the 2012 annual report.

2.4 Disputes

The information relating to disputes contained in the 2012 annual report has been modified as follows:

Masts: The Court of Cassation confirmed in its judgments of 30 March 2012 the Constitutional Court's interpretation of article 98 of the Act of 21 March 1991. The total receivable amount of taxes charged, plus default interest calculated at the legal rate, amounts to 58.9 million euros and is subject to a bad debt provision for the total amount, of which 1.5 million euros correspond to the financial year 2013.

Universal service: Belgacom has also launched proceedings in this matter and joins Mobistar, KPN Group Belgium and the other alternative operators in this file.

Renewal of the 2G licence and licence renewal fee: On 21 March 2013 the European Court of Justice ruled that an additional license fee can be compliant with EU law if the fee is objectively justified, proportionate and it has been subject to prior consultation of the stakeholders. It is up to the Belgian Constitutional Court to make this concrete assessment. The Constitutional Court should decide in the course of 2013.

3. Perspectives for 2013

The results of the first quarter of 2013 enable the Mobistar group to maintain its forecasts for the full financial year 2013:

- a decrease in total turnover between -4 % and -6 %;
- EBITDA between 380 and 420 million euros;
- an operational cash-flow between 175 and 215 million euros.

The forecasts of the Mobistar group for 2013 take into account the negative impact of the regulatory measures (last reduction in the MTR rates on 1 January 2013 and the announced decrease in the roaming rates on 1 July 2013) for around 57 million euros on the turnover and 32 million euros on the EBITDA for the financial year 2013.

The hypotheses are based on the current figures for the evolution of the Belgian economic situation. These could be modified as a function of the impact of the price adjustments on the customer base resulting from the competitive pressure, the economic situation in Belgium and the acceleration of the efficiency programs which aims at a structural net savings of the cost base of Mobistar from 30 to 50 million euro net as of 2014.

Mobistar prepares the company to the opportunities which will arise on the Belgian market as of 2015, in particular the maturity in the 4G market and the regulation of the cable infrastructure and accelerates the investment in its four strategic programmes.

Mobistar (EURONEXT BRUSSELS: MOBB), one of the main players on the Belgian and Luxembourg telecommunications market, is active in mobile voice and data traffic, as well as landline telephony, ADSL, TV and other markets with high growth potential. The company develops innovative products and services for the residential and professional markets. Mobistar is quoted on the Brussels Stock Exchange and is part of the France Télécom group.

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Quarterly results

| | | Quarterly figures 2012 | | | | FY 2012 |
|--|---------------------|------------------------|----------------|----------------|----------------|----------------|
| | | Q1 | Q2 | Q3 | Q4 | |
| Subscriber base evolution | | | | | | |
| Mobistar S.A. Mobile customers (excl. MVNO, MATMA) | in thousand | 3 517.1 | 3 524.9 | 3 512.6 | 3 432.1 | |
| of which Postpaid | in thousand | 2 349.9 | 2 375.3 | 2 388.6 | 2 338.5 | |
| of which Prepaid | in thousand | 1 167.2 | 1 149.6 | 1 124.0 | 1 093.6 | |
| MVNO customers | in thousand | 572.4 | 619.4 | 700.6 | 889.5 | |
| Orange Communications Luxembourg S.A. customers | in thousand | 96.7 | 100.2 | 102.9 | 105.8 | |
| Total Mobistar Group | in thousand | 4 186.2 | 4 244.5 | 4 316.1 | 4 427.4 | |
| ARPU evolution | | | | | | |
| Blended ARPU (rolling average of the preceding 12 months incl. visitor roaming) | | | | | | |
| | in EUR/month | 29.32 | 28.85 | 28.82 | 28.74 | |
| Postpaid ARPU (excl. visitor roaming and IEW) | in EUR/month | 34.95 | 34.41 | 33.95 | 33.42 | |
| Prepaid ARPU (excl. visitor roaming and IEW) | in EUR/month | 17.08 | 16.72 | 17.12 | 17.53 | |
| P&L | | | | | | |
| Service Revenues Mobistar Mobile | in Mio EUR | 304.3 | 311.6 | 308.0 | 316.1 | 1 240.0 |
| Service Revenues Mobistar/MES Fix/Data | in Mio EUR | 41.5 | 38.8 | 38.5 | 41.5 | 160.3 |
| Service Revenues Orange Communications Luxembourg S.A. | in Mio EUR | 15.7 | 16.6 | 16.4 | 16.8 | 65.5 |
| Total Mobistar consolidated service revenues⁽¹⁾ | in Mio EUR | 358.4 | 363.3 | 359.0 | 369.3 | 1 450.0 |
| Total Mobistar consolidated handsets sales | in Mio EUR | 41.1 | 39.7 | 38.6 | 81.1 | 200.5 |
| Total Mobistar consolidated turnover | in Mio EUR | 399.5 | 403.0 | 397.6 | 450.4 | 1 650.5 |
| Total Mobistar consolidated EBITDA | in Mio EUR | 113.1 | 136.6 | 119.7 | 124.7 | 494.1 |
| as a % of service revenues | | 31.5% | 37.6% | 33.3% | 33.8% | 34.1% |
| Total Mobistar consolidated net result | in Mio EUR | 38.2 | 54.7 | 44.7 | 48.1 | 185.7 |
| EPS calculated on the basis of the outstanding shares at the end of the quarter | in EUR/share | 0.64 | 0.91 | 0.74 | 0.80 | 3.09 |
| Diluted weighted average earnings per share | in EUR/share | 0.64 | 0.91 | 0.74 | 0.80 | 3.09 |
| Total Mobistar consolidated CAPEX | in Mio EUR | 24.8 | 37.8 | 38.4 | 87.5 | 188.5 |
| as a % of service revenues | | 6.9% | 10% | 11% | 24% | 13% |
| Organic cash flow | in Mio EUR | 28.9 | 52.6 | 66.3 | -14.6 | 133.2 |

(1) After elimination of intercompany transactions.

| | | Quarterly figures 2013 | | | | YTD 2013 |
|---|----------------------------|------------------------|----|----|----|--------------|
| | | Q1 | Q2 | Q3 | Q4 | |
| Subscriber base evolution | | | | | | |
| Mobistar S.A. Mobile customers (excl. MVNO, MATMA) | in thousand | 3 375.9 | | | | |
| of which Postpaid | in thousand | 2 312.6 | | | | |
| of which Prepaid | in thousand | 1 063.3 | | | | |
| MVNO customers | in thousand | 973.9 | | | | |
| Orange Communications Luxembourg S.A. customers | in thousand | 105.4 | | | | |
| Total Mobistar Group | in thousand | 4 455.2 | | | | |
| ARPU evolution | | | | | | |
| Blended ARPU | | | | | | |
| (rolling average of the preceding 12 months incl. visitor roaming) | | | | | | |
| | in EUR/month | 28.19 | | | | |
| Postpaid ARPU (excl. visitor roaming and IEW) | in EUR/month | 32.63 | | | | |
| Prepaid ARPU (excl. visitor roaming and IEW) | in EUR/month | 17.28 | | | | |
| P&L | | | | | | |
| Service Revenues Mobistar Mobile | in Mio EUR | 281.1 | | | | 281.1 |
| Service Revenues Mobistar/MES Fix/Data | in Mio EUR | 39.3 | | | | 39.3 |
| Service Revenues Orange Communications Luxembourg S.A. | in Mio EUR | 16.5 | | | | 16.5 |
| Total Mobistar consolidated service revenues⁽¹⁾ | in Mio EUR | 332.0 | | | | 332.0 |
| Total Mobistar consolidated handsets sales | in Mio EUR | 61.0 | | | | 61.0 |
| Total Mobistar consolidated turnover | in Mio EUR | 393.0 | | | | 393.0 |
| Total Mobistar consolidated EBITDA | in Mio EUR | 98.7 | | | | 98.7 |
| | as a % of service revenues | 29.7% | | | | 29.7% |
| Total Mobistar consolidated net result | in Mio EUR | 35.1 | | | | 35.1 |
| EPS calculated on the basis of the outstanding shares at the end of the quarter | in EUR/share | 0.59 | | | | 0.59 |
| Diluted weighted average earnings per share | in EUR/share | 0.59 | | | | 0.59 |
| Total Mobistar consolidated CAPEX | in Mio EUR | 31.2 | | | | 31.2 |
| | as a % of service revenues | 9.4% | | | | 9.4% |
| Organic cash flow | in Mio EUR | 0.2 | | | | 0.2 |

(1) After elimination of intercompany transactions.