

CREDIT OPINION

26 November 2024

Update



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RATINGS

Telekom Austria AG

Domicile	Vienna, Austria
Long Term Rating	A3
Type	LT Issuer Rating
Outlook	Stable

Please see the [ratings section](#) at the end of this report for more information. The ratings and outlook shown reflect information as of the publication date.

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Telekom Austria AG

Update to credit analysis

Summary

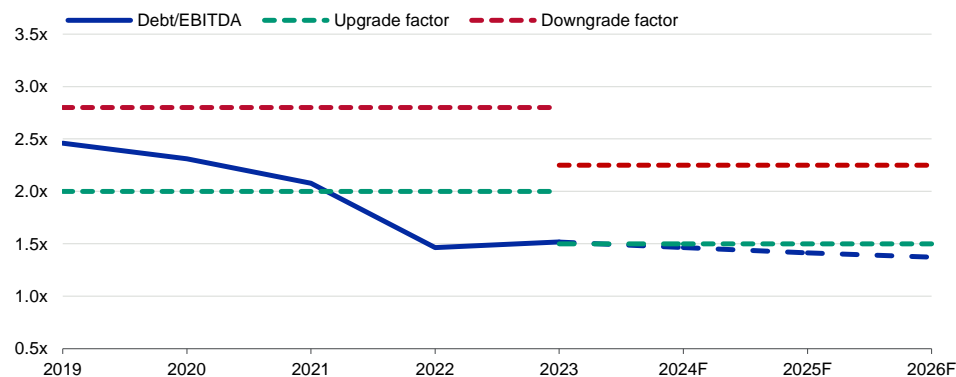
[Telekom Austria AG's](#) A3 rating is supported by its moderate scale; its position as a strong integrated company in the highly competitive Austrian telecommunications market; its geographical diversification in a number of Eastern European countries, mitigated by the fact that these countries are exposed to higher macroeconomic risk and foreign-currency risks than its core domestic operations; its strong cash flow generation and strong credit metrics; the company's commitment to a conservative financial strategy; and the benefits resulting from [America Movil, S.A.B. de C.V.'s](#) (America Movil, Baa1 stable) 60% shareholding in Telekom Austria.

Telekom Austria is a government-related issuer (GRI) and its A3 rating benefits from a one-notch uplift from its baa1 BCA as a result of the group being 28.42% government-owned.

Exhibit 1

We expect Telekom Austria's leverage to stay at the lower end of the expectations for the rating category

Moody's-adjusted debt/EBITDA over 2019-26E [1]



[1] Forecasts for 2024-26 do not consider accelerated capital spending programs, M&A or extraordinary shareholder remuneration. We acknowledge Telekom Austria's current financial flexibility and expect its management to preserve the group's financial strength, managing its strategic investments in capital spending and M&A, as well as shareholder remuneration in line with its stated commitment to an A3 rating.

Sources: Moody's Financial Metrics™ and Moody's Ratings

Credit strengths

- » Leading market position in Austria and in a number of Central and Eastern European (CEE) countries, although in competitive environments
- » Commitment to an A3 rating
- » Support from the Government of Austria, which translates into a one-notch uplift to the final rating
- » Strong implicit support from America Movil

Credit challenges

- » Very competitive domestic and international markets
- » Country and foreign-exchange risks in Belarus
- » Highly capital-intensive investments as a result of the acceleration in the fibre rollout

Rating outlook

The stable outlook reflects our expectation that Telekom Austria will maintain its strong financial metrics and business position in Austria and within its international footprint. As a result, we expect the company's leverage, measured as Moody's-adjusted gross debt/EBITDA, to remain below 2.0x on a sustained basis and its retained cash flow (RCF)/net debt to remain above 35%.

The stable outlook also reflects our expectation that the company will maintain a conservative financial policy, balancing creditor protection and shareholder remuneration, and prudent liquidity risk management.

Factors that could lead to an upgrade

Upward rating pressure could develop if the company's credit metrics were to strengthen as a result of sustained improvements in its operating performance and cash flow generation. This improvement would be reflected in its Moody's-adjusted RCF/net debt exceeding 45% and its adjusted gross debt/EBITDA remaining below 1.5x on a sustained basis.

Factors that could lead to a downgrade

The rating could come under downward pressure if Telekom Austria's underlying operating performance weakens as a result of more adverse macroeconomic, regulatory or competitive environments; the group's liquidity profile deteriorates; or the group makes significant debt-financed acquisitions or increases shareholder remuneration, such that its credit metrics deteriorate, with its adjusted RCF/net debt remaining below 35% and its adjusted gross debt/EBITDA remaining above 2.25x, both on a sustained basis.

In addition, we would most likely no longer apply the GRI methodology to Telekom Austria or incorporate an uplift into its final rating if the government reduces its stake in the group to below 20% or if the support assumption for the group is lowered. Although either one of these factors would likely result in a one-notch downgrade, there is no indication that either will occur.

This publication does not announce a credit rating action. For any credit ratings referenced in this publication, please see the issuer/deal page on <https://ratings.moody.com> for the most updated credit rating action information and rating history.

Key indicators

Exhibit 2

Telekom Austria AG

(in € billions)	2019	2020	2021	2022	2023	LTM Jun-24	2024F	2025F	2026F
Revenue	4.5	4.5	4.7	4.9	5.2	5.2	5.3	5.5	5.7
Debt / EBITDA	2.5x	2.3x	2.1x	1.5x	1.5x	1.5x	1.5x	1.4x	1.4x
RCF / Net Debt	33.4%	37.2%	43.9%	54.6%	52.3%	64.3%	56.3%	62.2%	73.3%
(EBITDA - CAPEX) / Interest Expense	4.7x	6.0x	6.6x	12.3x	7.6x	6.8x	9.1x	9.7x	10.7x
EBITDA Margin %	34.3%	34.8%	36.5%	37.4%	37.3%	37.9%	37.4%	37.6%	37.5%
EBITA / Interest Expense	8.0x	8.0x	9.6x	17.7x	11.6x	10.7x	11.0x	11.6x	13.5x
FCF / Debt	4.9%	9.2%	8.9%	15.1%	8.5%	14.0%	8.9%	10.8%	13.5%

Source: Moody's Financial Metrics™

Profile

Headquartered in Vienna, Austria, Telekom Austria AG is the leading integrated telecommunications provider in the country, providing 2.8 million fixed-line connections (as of September 2024) and serving 5.1 million mobile customers (as of September 2024). The group has a nationwide presence, delivering a full range of services and products, including telephony, data exchange, interactive content, TV, and information and communications technology solutions. The group has also expanded its mobile operations outside Austria, where its customer base accounts for more than 15.3 million subscribers. Telekom Austria is one of the leading mobile operators in Bulgaria, Belarus and Croatia, and is also present in Slovenia, North Macedonia and Serbia.

Telekom Austria's main shareholders are America Movil, with a ~60% holding (fully consolidating Telekom Austria), and the Austrian government, through Oesterreichische Beteiligungs AG (OBAG), with a 28.42% holding. For the 12 months that ended September 2024, the company reported revenue and EBITDA of €5.3 billion and €1.9 billion, respectively.

Detailed credit considerations

Leading market position, although Telekom Austria operates in very competitive environments

Telekom Austria has a stable, leading position in the Austrian mobile market, both in wireline and wireless, with a market share of more than 40% (see Exhibit 3), followed by T-Mobile Austria GmbH and Hutchison Drei Austria GmbH.

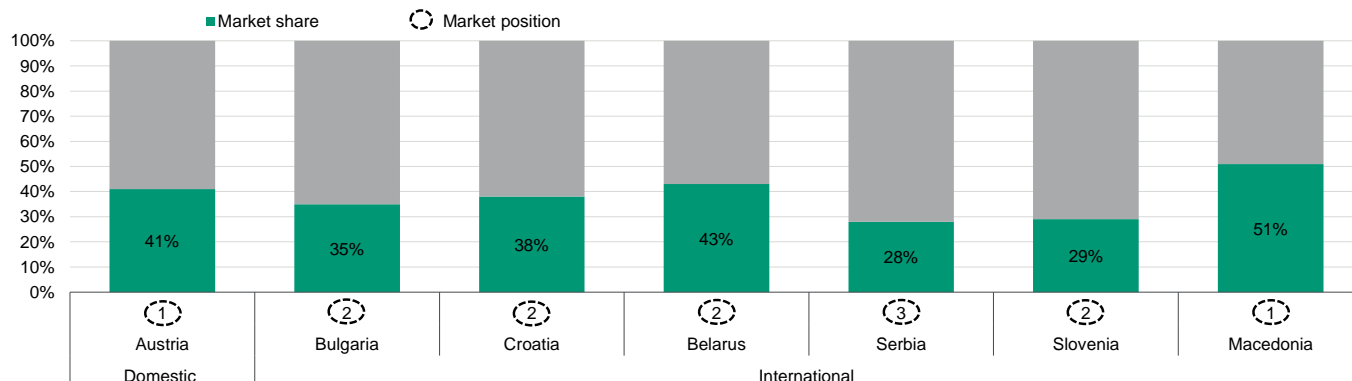
Telekom Austria's main markets are characterised by fierce competition in both mobile and fixed communications. In Austria, the company continues to experience constant pressure on prices, mainly in the lower end of the market, as a result of the aggressive pricing policies implemented by mobile virtual network operators.

As of June 2024, Telekom Austria was one of the leading mobile operators in Bulgaria (number two by mobile market share), Croatia (number two by mobile market share) and Belarus (number two by mobile market share) (see Exhibit 3). In the first nine months of 2024, CEE markets exhibited a strong increase in revenue and EBITDA of 3.2% and 6.9%, respectively.

Exhibit 3

Telekom Austria is the market leader in Austria and the challenger in most of its international operations

Market share in mobile and market position as of H1 2024



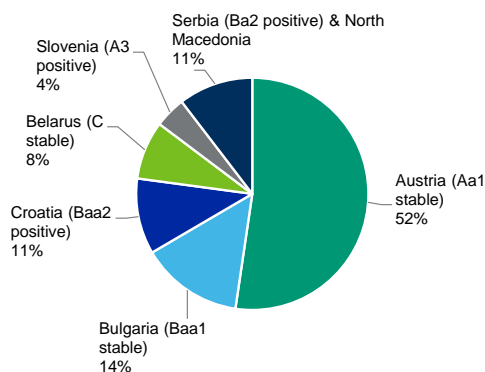
Source: Company

The positive aspects of Telekom Austria's diversification in a number of Eastern European countries are mitigated by its exposure to higher macroeconomic and foreign-currency risks. Moreover, as Exhibit 5 shows, 37% of its operating cash flow was generated in Austria in H1 2024.

Exhibit 4

Austria accounted for 52% of revenue

External revenue by geography as of year-to-date September 2024 [1]

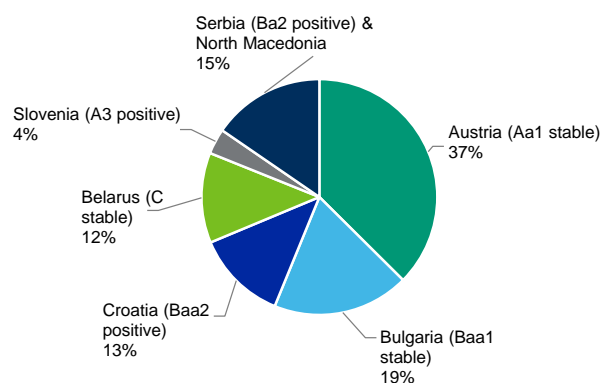


[1] Corporate, other and eliminations are excluded from the calculation.
Source: Company

Exhibit 5

Austria accounted for 37% of operating free cash flow

Operating free cash flow breakdown by geography as of H1 2024 [1]



[1] Corporate, other and eliminations are excluded from the calculation.
Source: Company

Solid operating performance despite the negative foreign-currency impact

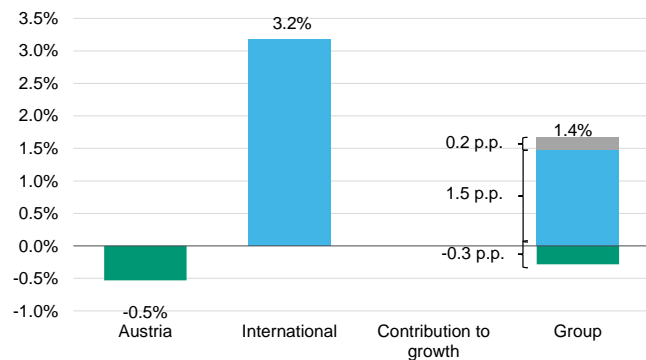
Telekom Austria's revenue grew 1.4% to €3.9 billion in the first nine months of 2024. Growth was boosted by performance in the international operations (mainly Croatia), which reported 3.2% revenue growth, while the domestic business was flattish at -0.5% (see Exhibit 6). Service revenue grew 3.4% to €3.3 billion during the same period, while equipment revenue decreased by -9% (see Exhibit 7).

Telekom Austria is exposed to price fatigue in Austria, which is leading to higher competition and pressures on revenue in the domestic market. Despite of this pressure in the domestic market, management has guided for a 3-4% revenue growth driven by the performance in some of the international subsidiaries.

Exhibit 6

Telekom Austria's revenue grew 1.4%, boosted by international operations

Reported revenue growth and contributions by geography - the first nine months of 2024

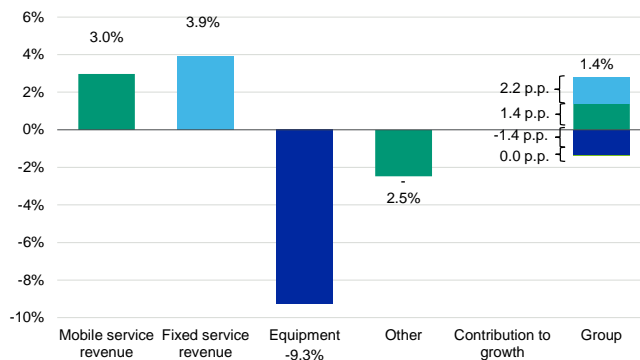


Sources: Company

Exhibit 7

Telekom Austria's revenue grew 1.4%, supported by mobile and fixed

Reported revenue growth and contributions by business segments - the first nine months of 2024



Source: Company

Reported EBITDA was up 4.4% to €1.5 billion as of September 2024, although it reflected restructuring and negative foreign-currency movements in Belarus.

For 2024, the company expects total revenue growth of 3%-4% and around €800 million in capital spending. This is in line with the strategic plan for 2024-26, which included 3%-4% growth in revenue per year, 4%-5% growth in EBITDA per year, capital spending of €2.8 billion for the period and a dividend baseline of €0.32 per share, which will be maintained or increased based on the group's operational and financial development.

Credit metrics to remain solid

We expect Telekom Austria to maintain its strong market position in Austria and continue its good operating performance, despite facing competitive and macroeconomic pressures in the markets in which it operates.

Leverage, measured as adjusted gross debt/EBITDA, remained stable at 1.5x as of December 2023 (including the impact of IFRS 16) compared with the peak of 3.5x in 2013. We expect leverage to continue to decline in the next 12-18 months because of solid free cash flow generation.

The recent tower transaction was leverage neutral. We view it as being marginally credit negative. Its business profile has weakened because it no longer owns a valuable asset that could be monetised in case of need. While shareholders now own shares in both entities, Telekom Austria's creditors see no benefit because leverage remains broadly unchanged compared with the level before the spinoff. In addition, the shareholder base of the tower entity could evolve over time, potentially leading to a misalignment of interests between Telekom Austria and the tower entity.

We acknowledge Telekom Austria's current financial flexibility and expect management to preserve the group's financial strength, managing its strategic investments in capital spending and M&A, as well as shareholder remuneration in line with its stated commitment to an A3 rating.

America Movil, as Telekom Austria's major shareholder with a 60% stake, is instrumental in this leverage reduction process. As part of the shareholder agreement, Telekom Austria successfully completed a capital increase in November 2014, which amounted to €1 billion. This improved Telekom Austria's capital structure and financial position, and provided additional financial flexibility for investments. America Movil increased its stake in Telekom Austria from 51% to 56.55% first in July 2023 and further up to 60% in 2024.

America Movil has also had a positive impact on Telekom Austria's overall strategic execution, broadly because of the possibility of the Austrian operator leveraging the size of its main shareholder to gain substantial purchasing power with vendors or to enhance its

relationships with financial institutions; the shift from a marketing to a revenue-oriented approach; and the strong focus on the business and cost savings.

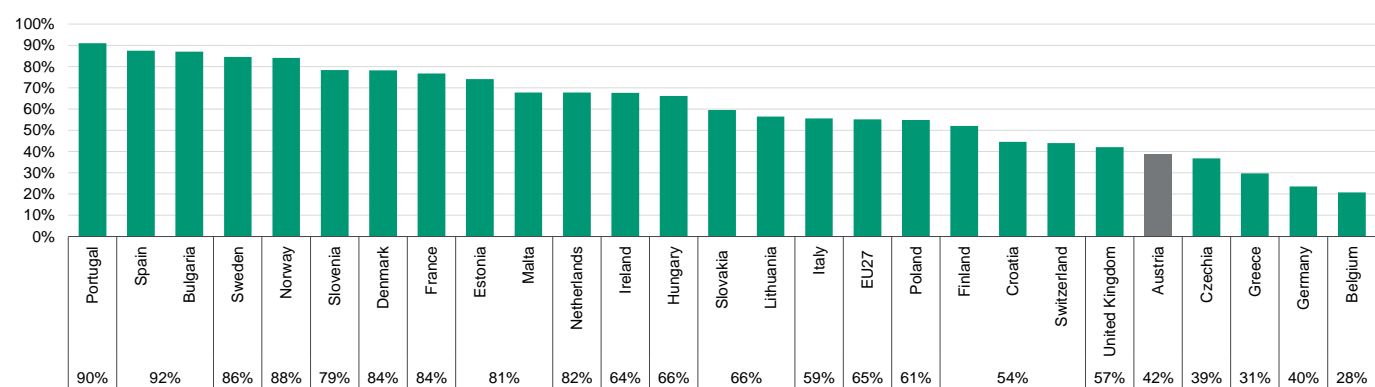
High capital spending for investments in fibre and 5G

The group's key areas of investment include the development of the 5G mobile network across its markets and the acceleration of the fibre rollout in Austria.

Telekom Austria will continue to upgrade its fixed network infrastructure to meet the growing demand for high-bandwidth broadband solutions. Telekom Austria needs to continue to invest in FTTH coverage in order to improve its network compared to other EU companies.

Telekom Austria expects its capital spending, excluding spectrum, to reduce to around €800 million from €950 million in 2023 and €945 million in 2022. The decrease results both from lower investments in Austria and CEE, as the company has made good progress in its 5G rollout. Capital spending will represent the principal use of its cash flow generation, subject to any extraordinary dividend or M&A activity.

Exhibit 8
Austria lags other European markets in terms of fibre-to-the-home (FTTH) coverage
FTTH coverage as of September 2023

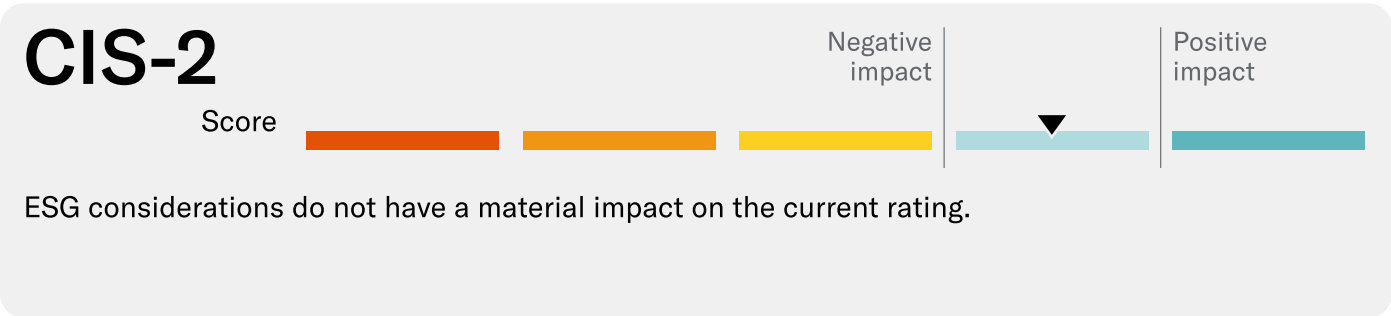


Sources: FTTH Council Europe's Market Intelligence Committee and Moody's Ratings

ESG considerations

Telekom Austria AG's ESG credit impact score is CIS-2

Exhibit 9
ESG credit impact score

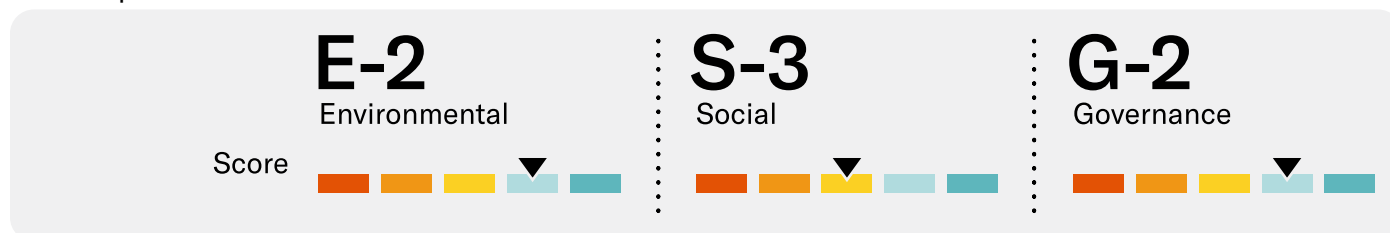


Source: Moody's Ratings

Telekom Austria's **CIS-2** indicates that ESG considerations have low credit impact on Telekom Austria's current rating, as the company has historically maintained a conservative financial policy with a strong track record of managing the environmental and social risks.

Exhibit 10

ESG issuer profile scores



Source: Moody's Ratings

Environmental

Telekom Austria's **E-2** is driven by its low exposure to environmental risks and is in line with the overall industry. The company's objectives to increase renewable power usage is in line with telecommunications industry trends. The nature of its telecommunications activities, with limited exposure to physical climate risk and very low emissions of pollutants and carbon, results in low environmental risk.

Social

Telekom Austria's **S-3** reflects moderate social risks, including exposure to well entrenched labour unions with rigid employee regulations and changing demographic and societal trends towards the use of telecom related technology. This is partially mitigated through Telekom Austria's end products and services which include Telekom Austria's ability to adapt its services to cater to its customers' requirements. Data security and data privacy issues are prominent in the sector. Telecommunications providers exchange large amounts of data, and a breach could cause legal, regulatory or reputation issues. In addition, a breach could result in increased operational costs to mitigate cyberattacks and reduce exposure to the loss of private data.

Governance

Telekom Austria **G-2** reflects its track record of maintaining a solid balance sheet and conservative financial policies. Telekom Austria is a public company, with the Austrian government owning 28.43% of the company. In addition, America Movil (Baa1 stable), owns a 60% equity stake, controls and fully consolidates Telekom Austria into its accounts.

ESG Issuer Profile Scores and Credit Impact Scores for the rated entity/transaction are available on Moodys.com. In order to view the latest scores, please click [here](#) to go to the landing page for the entity/transaction on MDC and view the ESG Scores section.

Liquidity analysis

Telekom Austria's liquidity has improved following the spinoff of the mobile towers business, enabling the company to repay around €1 billion in maturing debt.

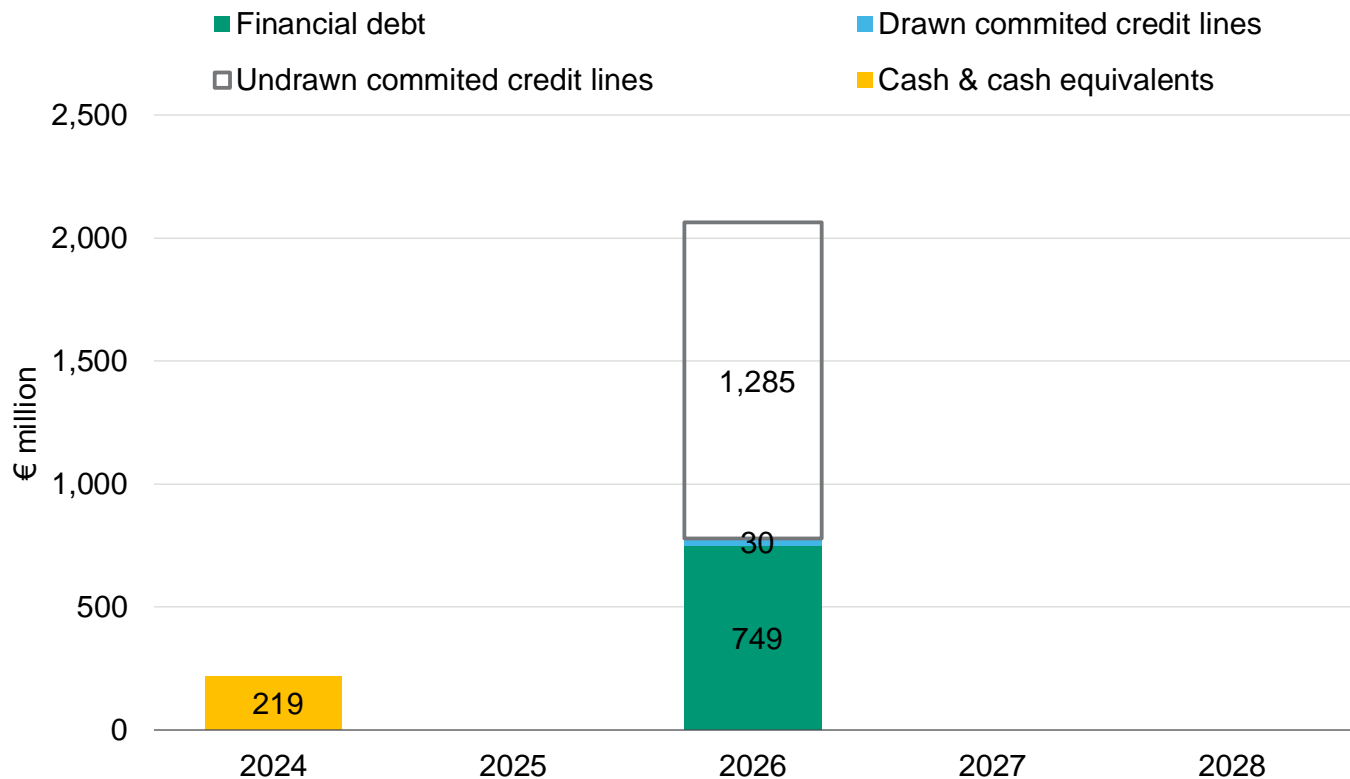
As of September 2024, Telekom Austria had around €219 million of cash and cash equivalents. In addition, the group has a €1.3 billion undrawn committed credit facility, which is not subject to any significant adverse change clauses or financial covenants.

In addition, we expect the company to generate free cash flow of around €260 million and €314 million in 2024 and 2025, respectively.

Telekom Austria's liquidity is sufficient to cover its cash needs over the next 12-24 months. However, the company faces a debt maturity wall in 2026, when its RCF and a €750 million bond mature. While the company has a track record of aggressive management of debt maturities, the rating reflects our expectation that refinancing needs will be addressed at least one year ahead of maturity.

Exhibit 11

Telekom Austria's debt load has reduced in recent years, but there is a debt maturity wall in 2026
Telekom Austria's maturity profile as of June 2024



Sources: Moody's and Telekom Austria

GRI considerations

Because Telekom Austria is 28.42% owned by the Austrian government, the group is considered a GRI under our methodology. Therefore, we consider the following inputs:

1. A BCA of baa1, reflecting Telekom Austria's underlying credit strength
2. The local-currency rating of Austria (Aa1 stable)
3. The moderate default dependence, reflecting the financial and operational links between the group and the Austrian economy

We have factored into Telekom Austria's rating a moderate level of government support based on the following considerations:

1. There is no explicit expression of support from the government (that is, the government does not guarantee the debt of the GRI).
2. The government's 28.42% ownership of Telekom Austria, coupled with its willingness to act as a rational shareholder, suggests that it is unlikely to be the sole provider of support — instead, it would only consider providing support jointly with other shareholders in the form of a capital increase.
3. There are EU policy barriers to the provision of direct financial support, and the government is likely to obey these rules.
4. We consider the Austrian government's historical approach moderately interventionist — the government reviews and supervises Telekom Austria's business and funding plans, which we consider positive relative to support assumptions, and appoints a number of board members; it is unlikely that the Austrian government's reputation would be damaged in the event of a default by Telekom Austria.

Methodology and scorecard

Rating methodology

The A3 forward-looking outcome from the [Telecommunications Service Providers](#) rating methodology scorecard is one notch higher than Telekom Austria's BCA of baa1. The gap reflects the expectation that Telekom Austria may make use of the current financial flexibility while preserving the group's financial strength in line with its stated commitment to an A3 rating. The final rating of A3 benefits from one notch of government support uplift.

Exhibit 12

Rating factors

Telekom Austria AG

Telecommunications Service Providers Industry Scorecard [1]		Current LTM 6/30/2024	Moody's 12-18 Month Forward View As of 11/12/2024 [2]
Factor 1 : Scale (10%)	Measure	Score	Measure Score
a) Revenue (USD Billion)	\$5.7	Ba	\$5.9 - \$6.0 Ba
Factor 2 : Business Profile (25%)			
a) Competitive Position	A	A	A A
b) Market Share	Baa	Baa	Baa Baa
Factor 3 : Profitability and Efficiency (10%)			
a) Revenue and Margin Sustainability	Baa	Baa	Baa Baa
Factor 4 : Leverage and Coverage (40%)			
a) Debt / EBITDA	1.4x	A	1.4x A
b) RCF / Net Debt	56.6%	A	56.3% - 62.2% A
c) (EBITDA - CAPEX) / Interest Expense	7.1x	Aa	9.1x - 9.7x Aaa
Factor 5 : Financial Policy (15%)			
a) Financial Policy	Baa	Baa	Baa Baa
Rating:			
a) Scorecard-Indicated Outcome		Baa1	A3
b) Actual BCA assigned			baa1
Government-Related Issuer	Factor		
a) Baseline Credit Assessment	baa1		
b) Government Local Currency Rating	Aa1		
c) Default Dependence	Moderate		
d) Support	Moderate		
e) Actual Rating Assigned	A3		

[1] All ratios are based on adjusted financial data and incorporate Moody's Global Standard Adjustments for Non-Financial Corporations.

[2] Moody's forward view assumes that Telekom Austria will make use of the current financial flexibility while preserving the group's financial strength in line with its stated commitment to an A3 rating.

Sources: Moody's Financial Metrics™ and Moody's Ratings

Ratings

Exhibit 13

Category	Moody's Rating
TELEKOM AUSTRIA AG	
Outlook	Stable
Issuer Rating	A3
Senior Unsecured MTN -Dom Curr	(P)A3
Commercial Paper -Dom Curr	P-2
Other Short Term -Dom Curr	(P)P-2
TELEKOM FINANZMANAGEMENT GMBH	
Outlook	Stable
Bkd Senior Unsecured -Dom Curr	A3
Bkd Commercial Paper -Dom Curr	P-2
Bkd Other Short Term -Dom Curr	(P)P-2

Source: Moody's Ratings

Appendix

Exhibit 14

Peer comparison Telekom Austria AG

(in \$ millions)	Telekom Austria AG			Deutsche Telekom AG			Swisscom AG			Elisa Corporation			Telia Company AB		
	A3 Stable			Baa1 Positive			A1 Rating(s) Under Review			Baa2 Stable			Baa1 Stable		
	FY Dec-22	FY Dec-23	LTM Jun-24	FY Dec-22	FY Dec-23	LTM Jun-24	FY Dec-22	FY Dec-23	LTM Jun-24	FY Dec-22	FY Dec-23	LTM Sep-24	FY Dec-22	FY Dec-23	LTM Jun-24
Revenue	5,181	5,579	5,613	120,356	121,083	122,516	11,585	12,328	12,490	2,244	2,358	2,359	8,495	8,374	8,359
EBITDA	1,936	2,080	2,126	41,693	46,264	48,332	4,654	5,146	5,202	773	822	837	2,922	2,827	2,902
Total Debt	2,868	3,223	3,085	163,749	162,241	161,325	8,805	9,167	14,214	1,465	1,519	1,550	8,914	10,370	8,763
Cash & Cash Equivalents	160	186	290	6,062	7,920	9,096	131	176	4,799	91	70	92	877	1,860	558
EBITDA margin %	37.4%	37.3%	37.9%	34.6%	38.2%	39.4%	40.2%	41.7%	41.6%	34.4%	34.8%	35.5%	34.4%	33.8%	34.7%
(EBITDA - Capex) / Interest Expense	12.3x	7.6x	6.8x	2.3x	3.0x	3.3x	17.7x	16.6x	14.5x	30.3x	15.4x	11.0x	3.5x	2.6x	2.8x
Debt / EBITDA	1.5x	1.5x	1.5x	3.9x	3.4x	3.4x	1.8x	1.7x	2.8x	1.9x	1.8x	1.8x	3.2x	3.5x	3.0x
FCF / Debt	15.1%	8.5%	14.0%	4.2%	7.4%	7.7%	2.5%	5.0%	2.2%	-2.3%	-1.7%	9.7%	-3.4%	1.1%	5.1%
RCF / Debt	51.5%	49.3%	58.3%	21.6%	22.8%	22.6%	35.1%	38.0%	22.4%	21.3%	20.8%	32.3%	17.2%	18.0%	17.7%

All figures and ratios are calculated using Moody's estimates and standard adjustments.

Source: Moody's Financial Metrics™

Exhibit 15

Telekom Austria's Moody's-adjusted debt breakdown

(in € millions)	2019	2020	2021	2022	2023	LTM Jun-24
As reported debt	3,603.4	3,397.7	3,366.4	2,549.6	2,763.5	2,724.0
Pensions	164.4	179.5	176.0	137.6	154.2	154.2
Non-Standard Adjustments	1.2	-	-	-	-	-
Moody's-adjusted debt	3,769.0	3,577.2	3,542.4	2,687.2	2,917.8	2,878.2

Source: Moody's Financial Metrics™

Exhibit 16

Telekom Austria's Moody's-adjusted EBITDA breakdown

(in € millions)	2019	2020	2021	2022	2023	LTM Jun-24
As reported EBITDA	1,538.4	1,555.9	1,708.2	1,845.3	1,932.9	1,974.9
Pensions	(4.5)	(4.4)	(4.6)	(4.2)	(3.1)	(3.1)
Interest Expense	-	-	-	(4.9)	(6.9)	(6.9)
Unusual Items	(0.2)	-	-	-	-	-
Non-Standard Adjustments	0.1	0.1	0.2	0.5	0.5	0.5
Moody's-adjusted EBITDA	1,533.7	1,551.6	1,703.7	1,836.8	1,923.4	1,965.4

Source: Moody's Financial Metrics™

Exhibit 17

Telekom Austria AG

Select historical and forecast Moody's-adjusted financial data

(in € millions)	2019	2020	2021	2022	2023	LTM Jun-24
INCOME STATEMENT						
Revenue	4,469	4,464	4,666	4,916	5,159	5,189
EBITDA	1,534	1,552	1,704	1,837	1,923	1,965
BALANCE SHEET						
Cash & Cash Equivalents	140	211	534	150	169	271
Total Debt	3,769	3,577	3,542	2,687	2,918	2,878
CASH FLOW						
Capital Expenditures	(1,023)	(896)	(1,008)	(1,055)	(1,166)	(1,243)
Dividends	(140)	(153)	(167)	(187)	(213)	(0)
Retained Cash Flow (RCF)	1,212	1,254	1,319	1,385	1,437	1,677
RCF / Net Debt	33.4%	37.2%	43.9%	54.6%	52.3%	64.3%
Free Cash Flow (FCF)	186	331	315	405	248	404
FCF / Debt	4.9%	9.2%	8.9%	15.1%	8.5%	14.0%
PROFITABILITY						
EBITDA margin %	34.3%	34.8%	36.5%	37.4%	37.3%	37.9%
INTEREST COVERAGE						
(EBITDA - CAPEX) / Interest Expense	4.7x	6.0x	6.6x	12.3x	7.6x	6.8x
LEVERAGE						
Debt / EBITDA	2.5x	2.3x	2.1x	1.5x	1.5x	1.5x

Moody's forecasts are Moody's opinion and do not represent the views of the issuer.

Source: Moody's Financial Metrics™

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