# TDC confirms 2013 guidance and distributes interim dividend

Q2 results are in line with our expectations with reported EBITDA down by 1.4%. We achieved positive organic EBITDA growth as well as increases in gross profit and EBITDA margins across all business lines compared with Q1 2013 and Q2 2012. Regarding revenue, growth rates are expected to improve in H2 due to both the less severe impact from regulation and improved growth rates in handset sales. We therefore confirm our 2013 guidance.

We are continuing to roll out our 2015 strategy with a focus on integrated solutions for businesses and households. The recently announced integration of YouSee and Consumer into one strong business line is an important step that will further enhance our ability to offer our solutions via a clear go-to-market approach and will further improve the customer experience.

In Q2, we continued to strengthen our customer experience, and I am pleased to report that our customer satisfaction remained at the high level seen in 2012 and first quarter of 2013. We are currently exploring a number of options related to network outsourcing partners to further improve the customer experience on our mobile network – including the roll out of a superior 4G network – and expect to reach a solution before the end of Q3 2013.

In the traditional business markets, we are continuing to defend our strong market positions and gain momentum in MBB, VoIP and other areas. I am also satisfied by the stable YoY EBITDA development in Business after five consecutive quarters with negative development.

Looking back at my first year as CEO, I am proud of the results we have achieved which include improved trends in both the landline business and mobility services as well as continued operational improvements that have exceeded expectations. Looking ahead, I am keen to continue our strategy development initiatives while releasing the new dynamics resulting from our reorganisation supported by the two new external members who have joined our Executive Committee.

Carsten Dilling, President and Chief Executive Officer

- Q2 **revenue** down by 6.5% caused by regulatory impacts (accounting for 43% of reported revenue decline), a significant revenue decrease in terminal equipment with low gross profit impact and a lower than expected development in Nordic
- Q2 gross profit development of -3.3% which was better than in Q1 driven by improvements in mobility services and the landline business
- Q2 **EBITDA** down by 1.4% which was better than in Q1; organic EBITDA up by 1.4% after six consecutive quarters with negative organic growth
- Improved gross profit and EBITDA margins across all business lines (both YoY and vs Q1)
- Profit
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- Profit for Q2 excluding special items up by 54.7% YoY, driven by lower tax rate
- Flat Q2 **EFCF** development triggered YTD growth of 22.2%
- 2013 guidance confirmed; interim dividend of DKK 1.50/share will be paid on 13 August
- Satisfactory **retail mobile voice** subscription net adds (-2k) following three quarters with large declines; including MBB the net adds totalled 3k
- Growth in our retail broadband RGUs (4k) for the eighth consecutive quarter (22k YoY)
- Landline telephony ARPU back on track after low Q1 affected by fewer working days
- Mobile ARPUs developed as expected with stable trend in residential and continued pressure in business
- Continued large intake of mobile RGUs in Nordic (23k in Q2)
- High customer satisfaction score (75)
- The low number of **fault-handling hours** seen in Q1 continued into Q2

# Group performance

#### YTD financial performance

#### Revenue

TDC Group revenue decreased by 6.3% or DKK 833m and was negatively affected by:

- The ongoing negative effects from regulation, which amounted to DKK 388m or 47% of the reported revenue decrease. In particular, the regulation of mobile termination rates (MTR) and international roaming charges significantly affected revenue. On average, the voice MTR was reduced by 70% compared with H1 2012<sup>1</sup> and, as the regulation of international retail data roaming was implemented in July 2012, H1 recorded a full effect with an average 67% price decrease. To a smaller degree, revenue was also negatively affected by various landline regulations.
- Decreasing organic domestic revenue from landline telephony (DKK 216m or 11.3%) due to a decreasing PSTN RGU base and lower traffic per user.
- A decrease in domestic organic revenue from terminal equipment, etc. (DKK 164m or 14.1%) stemming mainly from declines in residential sales of mobile handsets without subsidies.
- Decreasing organic revenue in Nordic (DKK 135m or 5.8%), resulting mainly from revenue declines in the

<sup>1</sup> Due to a combination of changed timing (in 2012 the MTR regulation took effect as of March, whereas in 2013 it took effect as of 1 January) and significant price cuts. landline telephony business in all three countries including the changed recognition of service number revenue. The reversal of a multi-year positive growth trend is due to slowdown of project sales in our Swedish integrator business and increased price pressure in landline voice, IP-VPN and mobility services business across countries.

- A decline of DKK 121m or 4.1% in organic domestic revenue from mobility services due to price pressure in Business and Wholesale. However, the organic revenue shows an improved trend – especially in the retail market – compared with previous quarters.
- Revenue from domestic internet & network, which saw a minor decline resulting from negative development in both RGUs and ARPUs in the wholesale and business markets. This was partly offset by residential RGU growth.

Revenue was positively affected by:

- Increasing organic domestic TV revenue (DKK 127m or 6.5%) stemming from ARPU increases in both Consumer and YouSee following subscription fee increases and continuous positive net adds in TDC TV.
- Favourable developments in the NOK and SEK exchange

		Q2 2013	Q2 2012	Change in %	H1 2013	H1 2012	Change in %
Statements of Income	DKKm						
Revenue		6,146	6,576	(6.5)	12,387	13,220	(6.3
Gross profit		4,491	4,642	(3.3)	8,942	9,347	(4.3
EBITDA		2,479	2,513	(1.4)	4,974	5,081	(2.1
Operating profit (EBIT) excluding special items		1,261	1,266	(0.4)	2,536	2,622	(3.3
Profit for the period, excluding special items		1,216	786	54.7	2,034	1,574	29.
Profit for the period		1,054	670	57.3	1,733	1,986	(12.7
Total comprehensive income		783	782	0.1	1,579	1,493	5.8
Equity free cash flow	DKKm	803	802	0.1	1,281	1,048	22.2
Key financial ratios							
Earnings Per Share (EPS)	DKK	1.32	0.84	57.1	2.17	2.46	(11.8
Adjusted EPS	DKK	1.78	1.28	39.1	3.06	2.54	20.
Dividend payments per share	DKK	-	-		2.30	2.30	
Gross profit margin	%	73.1	70.6	-	72.2	70.7	
EBITDA margin	%	40.3	38.2		40.2	38.4	
Capital expenditure	DKKm	(867)	(868)	0.1	(1,752)	(1,783)	1.
Capex-to-revenue ratio	%	14.1	13.2	-	14.1	13.5	
Net interest-bearing debt	DKKm	(22,374)	(22,045)	(1.5)	(22,374)	(22,045)	(1.5
Net interest-bearing debt/EBITDA	х	2.2	2.1		2.2	2.1	

For additional data, see TDC Fact Sheet H1 2013 on www.tdc.com. For terminology and definitions, see http://investor.tdc.com/glossary.cfm.

rates, which had a positive effect of DKK 64m.

• A minor impact from the completed acquisition of the telephone unit in Relacom AB in Nordic.

#### **Gross profit**

Gross profit declined by 4.3% or DKK 405m. TDC's Q2 performance was considerably better than the development seen in Q1 (-3.3% vs -5.4% in Q1) due to improved development in mobility services and in the landline business. The gross profit decrease was significantly smaller than the revenue decline, as the MTR reductions were gross profit-neutral at Group level and the slowdown in the sale of terminal equipment had limited gross profit effect. The positive gross profit margin development in Nordic following optimised network set-up also contributed. Consequently, the gross profit margin increased from 70.7% to 72.2%.

#### EBITDA

EBITDA decreased by 2.1% or DKK 107m, which was considerably less than the gross profit decline. This was achieved through organic savings of DKK 323m or 7.5% on operating expenses. In particular, savings on personnel costs, marketing, IT and facility costs positively impacted on EBITDA.

#### Profit for the period

Profit for the period excluding special items totalled DKK 2,034m, up by DKK 460m or 29.2%. The lower EBITDA was more than offset by lower income taxes resulting from the reduced Danish corporate income tax rate. This reduced tax rate is estimated to have a non-recurrent positive impact of DKK 446m<sup>2</sup> on deferred taxes.

Special items developed negatively, however due to the one-off income in H1 2012 from settlement of the dispute between DPTG and TPSA (DKK 760m after tax). Accordingly, profit for the period including special items amounted to DKK 1,733m, down by DKK 253m or 12.7%.

#### **Comprehensive income**

Total comprehensive income increased by DKK 86m to DKK 1,579m. The lower profit for the period (DKK 253m) was more than offset by the positive development in other comprehensive income (DKK 339m), due primarily to a loss from defined benefit plans in H1 2012 caused by a decreasing discount rate. The discount rate increased in H1 2013, resulting in a gain of DKK 1.6bn, which was offset by lower than expected returns on pension plan assets, however.

TDC Group, Cash Flow and Net interest-bearing	ng debt					DKKm
			Change in			Change in
TDC Group	Q2 2013	Q2 2012	%	H1 2013	H1 2012	%
Statements of Cash Flow						
EBITDA	2,479	2,513	(1.4)	4,974	5,081	(2.1)
Adjustment for non-cash items	36	26	38.5	125	102	22.5
Pension contributions	(33)	(34)	2.9	(75)	(69)	(8.7)
Payments related to provisions	(1)	(1)		(3)	(30)	90.0
Cash flow related to special items	(135)	(140)	3.6	(315)	(367)	14.2
Change in net working capital excluding special items	(420)	(456)	7.9	(539)	(901)	40.2
Interest paid, net	(62)	(197)	68.5	(782)	(757)	(3.3)
Realised currency translation adjustments	(8)	2		16	(1)	-
Income tax paid	(138)	0		(303)	(180)	(68.3)
Cash flow from capital expenditure	(899)	(894)	(0.6)	(1,782)	(1,793)	0.6
Finance lease repayments	(16)	(17)	5.9	(35)	(37)	5.4
Equity free cash flow	803	802	0.1	1,281	1,048	22.2
Total cash flow from operating activities	1,718	1,713	0.3	3,098	2,878	7.6
Total cash flow from investing activities	(888)	(881)	(0.8)	(1,768)	(880)	(100.9)
Total cash flow from financing activities	(620)	(3,972)	84.4	(1,872)	(2,576)	27.3
Total cash flow from continuing operations	210	(3,140)	106.7	(542)	(578)	6.2
Net interest-bearing debt	(22,374)	(22,045)	(1.5)	(22,374)	(22,045)	(1.5)

<sup>&</sup>lt;sup>2</sup> The corporate income tax rate will be gradually reduced from 25% to 24.5% in 2014, 23.5% in 2015 and 22% from 2016. The reduced deferred taxes relate primarily to assets that are not expected to be taxed in the foreseeable future (pension assets, customer relationships and brands).

#### **Cash flows**

Equity free cash flow<sup>3</sup> increased by DKK 233m or 22.2% to DKK 1,281m.

- Net working capital improved by DKK 362m and related to a significant improvement in receivables due to changes in both our invoicing cycle and smartphone financing (TDC Rate). During 2012, smartphone financing was gradually transferred to an external partner for the TDC and Telmore brands.
- Cash outflow from special items fell by DKK 52m due to lower payments for redundancy programmes and vacant tenancies.
- Corporate income tax paid increased by DKK 123m due to different timing than in 2012.
- Cash flow from capital expenditure came to DKK 1,782m in H1 2013 and related largely to investments in network infrastructure, including the build-out of the 4G network, which now covers 50% of the population - a 10 percentage point increase in H1 2013.

Cash outflow of DKK 1,768m from investing activities in H1 2013 represented an increase of DKK 888m as H1 2012 was positively impacted by the one-off cash inflow from the settled dispute between DPTG and TPSA<sup>4</sup>.

The cash outflow from financing activities fell by DKK 704m to DKK 1,872m. The decrease was due primarily to the share buy-backs in H1 2012.

#### Net interest-bearing debt

Net interest-bearing debt totalled DKK 22,374m at the end of H1 2013. This resulted in a leverage ratio (Net interest-

<sup>3</sup> Equity free cash flow is measured as cash flow post cash flow related to special items, mobile licence payments and finance lease repayments.

<sup>4</sup> The settlement included proceeds of DKK 1,011m, of which DKK 253m was paid as income tax in Q4 2012. bearing debt/EBITDA) of 2.2, in line with our target. During H1 2013, net interest-bearing debt increased by DKK 456m due to dividends paid (DKK 1,837m), which was partly offset by the positive net cash flows from operating and investing activities.

#### Equity

During Q1 2013, equity decreased by DKK 212m to DKK 21,301m, as distributed dividends (DKK 1,837m) more than offset total comprehensive income of DKK 1,579m.

#### Guidance 2013

We confirm our guidance for 2013 as presented in the Annual Report 2012. The guidance and underlying assumptions are presented below.

The guidance is framed in accordance with the current macroeconomic situation and an expectation of little or no spending growth in the Danish economy. The regulatory impact on our earnings is expected to increase further in 2013 due primarily to the full-year impact from retail data roaming regulation.

Expected dividend per share of DKK 3.70 is in accordance with our dividend policy of paying out approximately 90% of Equity free cash flow (post cash flow from special items, etc.). Of this, an interim dividend of DKK 1.50 per share will be paid out on 13 August.

2013 guidance assumptions	2013 Guida	nce (unchanged)
<ul> <li>Domestic economy with little or no spending growth</li> <li>More severe impact from regulation compared with 2012</li> </ul>	Revenue	DKK 25.0-25.5bn
<ul> <li>Improved YoY gross profit trend in the mobile business, but continued Business ARPU</li> </ul>		
erosion <ul> <li>Gross profit growth in landline telephony, and broadband level with 2012</li> </ul>	EBITDA	DKK 10.0-10.2bn
Continued TV gross profit growth fuelled by ARPU increases		
Growth in Nordic, however at a lower level than in 2012	<b>6</b>	DKK 3.7bn
<ul> <li>Continued opex savings, though at a lower level than in 2012</li> </ul>	Capex	DKK 3.7Dh
<ul> <li>Reduced licence and restructuring special items cash flow</li> </ul>		
<ul> <li>Higher capex following increased build-out of 4G and further capacity expansion in the landline network</li> </ul>	DPS	DKK 3.70

# Landline telephony

### Q2 highlights

- Traffic revenue back on track after low Q1 affected by fewer working days
- 'Scale'<sup>5</sup> continued to increase ARPU and reduce churn in Business VoIP
- Significant growth in YoY gross profit margins across business lines (in total, 94% vs 90% in Q2 2012) due to reduced MTR
- Well-contained PSTN retail and wholesale RGU loss (-37k), while the residential VoIP RGU base decreased by 11k due to HomeTrio Mobile<sup>6</sup> conversion leading to a large decline in landline telephony but increase in Mobile voice

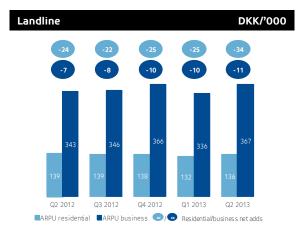
#### YTD financial performance

The continued migration from traditional landline telephony to mobile telephony, combined with fewer minutes of use, resulted in 11.8% and 8.3% decreases in revenue and gross profit, respectively. An essential driver behind the revenue decrease was a 16% YoY decrease in the residential PSTN only customer base to 325k RGUs at the end of H1 2013. Landline telephony was also negatively affected by a 70% regulatory price decrease on landline termination prices on January 1, 2013 which negatively affected ARPU in all business lines.

On the positive side, Business continued its successful countering of traditional price competition and migration by offering customers the converged mobile-VoIP Scale

<sup>5</sup> Integrated VoIP and mobile solution.

<sup>6</sup> HomeTrio Mobile is a triple play bundle consisting of internet, TV and mobile telephony.



solution. This solution continues to drive higher-thanaverage ARPU and lower churn. At the same time, Business' gross profit margin improved significantly following the reductions in MTR and the implemented price increases.

PSTN ARPU in Wholesale increased by 5.3% due largely to a regulatory price increase on resale of PSTN. In the residential segment, YoY PSTN ARPUs were negatively affected by regulatory price decreases on landline termination prices.

The number of VoIP RGUs decreased by 2.6% due to the HomeTrio Mobile campaign shifting low user landline customers to a mobile subscription within the triple play bundle and thereby reducing the residential RGU base.

Landline telephony, key financial data						DKKm
TDC Group excl. Nordic	Q2 2013	Q2 2012	Change in %	H1 2013	H1 2012	Change in %
DKK	ím					
Revenue	854	936	(8.8)	1,691	1,918	(11.8)
Consumer	369	416	(11.3)	737	855	(13.8)
Business	380	392	(3.1)	737	811	(9.1)
Wholesale	78	99	(21.2)	163	194	(16.0)
YouSee	18	21	(14.3)	37	42	(11.9)
Other incl. eliminations	9	8	12.5	17	16	6.3
Gross profit	801	840	(4.6)	1,579	1,721	(8.3)
Gross profit margin	% 93.8	89.7	-	93.4	89.7	-
Organic revenue <sup>1</sup> DKk	(m 854	931	(8.3)	1,691	1,907	(11.3)
Organic gross profit <sup>1</sup>	801	838	(4.4)	1,579	1,718	(8.1)

<sup>1</sup> Reported revenue and gross profit excluding the impact from regulatory price adjustments.

# **Mobility services**

### Q2 highlights

- Tough regulatory impact (-11%)<sup>7</sup> on reported revenue, but significant improvement in YoY decreases in organic revenue and gross profit vs Q1 2013 and 2012 levels
- Substantial increase in YoY gross profit margin across business lines, related primarily to the mobile termination rate cuts at 1 January 2013
- Improvement in residential net adds due to intake of 9k new RGUs in HomeTrio Mobile, decreased churn of Iow ARPU RGUs, as well as strong net adds in Business (+7k)
- Residential ARPU showed stable trend as the introduction of free voice has had only moderate negative effects, while Business ARPU remained under pressure

#### YTD financial performance

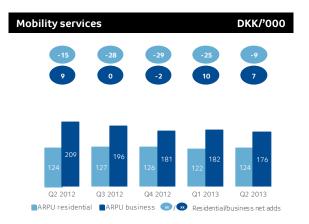
#### Revenue

Reported revenue decreased by 14.4%, influenced by the significant negative effect of regulation of MTR and roaming (DKK 351m) and competition in the Danish mobile market, with particularly business market ARPUs under pressure.

#### Consumer

TDC continued focusing on premium quality and content as well as bundling benefits, offered at fair prices. The new integrated household solution HomeTrio Mobile has had an intake of 10k new mobile RGUs since its introduction at the end of February, evidence that the product is a success. However, YoY RGUs decreased significantly (-82k incl. Onfone) driven by the reduction in low or no ARPU RGUs. Residential YoY ARPU showed a relatively level trend.

<sup>7</sup> Larger YoY decrease in MTR on voice compared with previous years and changes in timing as regulation took effect at 1 January 2013 whereas it was effective at 1 March in 2012.



The success of 'Samlefordele' (bundling benefits) and 'Mobile Family' (attractive terms and foreseeable fixed costs for the entire family's mobile voice and data needs) continues in line with expectations. As a consequence of the continued focus on bundling benefits and creating solutions for entire households, TDC launched a new package in July 2013, targeting the 1.7 million Danes living in households comprising two people.

#### Business

The negative revenue development was caused by a significant YoY ARPU decrease of 15.2% as contracts were won or renegotiated at lower prices. Also, spill-over effects from residential price competition led to continued migration from legacy to lower price plans on small and medium-sized accounts.

On the positive side, the YoY mobile subscriber base continued its positive trend from previous quarters with an RGU increase of 47k, partly due to upselling of mobile voice

Mobility services, key financial data						DKKm
TDC Group excl. Nordic	Q2 2013	Q2 2012	Change in %	H1 2013	H1 2012	Change in %
DKKm	1					
Revenue	1,411	1,617	(12.7)	2,807	3,279	(14.4)
Consumer	717	830	(13.6)	1,432	1,685	(15.0)
Business	481	551	(12.7)	971	1,129	(14.0)
Wholesale	105	146	(28.1)	194	286	(32.2)
YouSee	129	137	(5.8)	252	276	(8.7)
Other incl. eliminations	(21)	(47)	55.3	(42)	(97)	56.7
Gross profit	1,220	1,310	(6.9)	2,424	2,622	(7.6)
Gross profit margin %	86.5	81.0	-	86.4	80.0	-
Organic revenue <sup>1</sup> DKKm	1,411	1,453	(2.9)	2,807	2,928	(4.1)
Organic gross profit <sup>1</sup>	1,219	1,250	(2.5)	2,423	2,519	(3.8)

<sup>1</sup> Reported revenue and gross profit excluding the impact from regulatory price adjustments.

and mobile broadband when renegotiating key accounts.

#### Wholesale

Revenue decreased as a consequence of the general price pressure in the mobile market (5.4% YoY ARPU decrease), spill-over effects on national MVNOs, and lower national roaming activity vs 2012 with significantly decreased traffic volumes.

#### YouSee (Onfone)

Reported revenue decreased by 8.7%, but positive organic growth due to a high YoY RGU increase more than offset a decrease in ARPU.

#### Gross profit

Gross profit declined by DKK 198m or 7.6% to DKK 2,424m. Adjusted for the regulation effects, organic gross profit declined by DKK 96m or 3.8% caused by an organic revenue decrease of DKK 121m. The gross profit margin increased from 80.0% to 86.4% in H1 2013 driven by the gross profit-neutral effects from regulatory mobile termination rate cuts.

# Internet & network

### Q2 highlights

- Continued growth in YouSee with an 8.7% YoY revenue increase, and growth in both RGUs (+7k) and ARPU (DKK +3) compared with Q1 2013
- Consumer continued the stable YoY revenue growth seen in Q1, following negative development in previous years
- Negative revenue growth in both Business (6.9%) and Wholesale (5.6%) affected by YoY RGU and ARPU decreases

#### YTD financial performance

#### Revenue

Revenue from internet & network decreased by 1.9%, as negative development in Business offset the positive growth in YouSee.

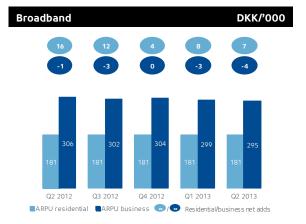
#### Consumer

Revenue in Consumer remained level, which was a significant improvement compared with previous years.

The YoY increase in broadband RGUs, driven by a decrease in churn in the TDC Brand, was offset by continued price erosion across brands following the continued migration from legacy products to dual- and triple-play bundles leading to higher household ARPU but lower ARPU at product level.

#### Business

The negative revenue development in Business stemmed from a combination of fewer RGUs and a decrease in broadband ARPU following migration from legacy products towards broadband products with lower ARPU.



#### Wholesale

The wholesale market saw low activity with continued negative RGU development driven by success in TDC's retail brands and key wholesale customers following a mobileonly strategy. Regulatory price decreases on ULL, BSA and leased lines affected revenue negatively by DKK 9m with a full gross profit effect.

#### YouSee

Revenue increased by 7.6% in H1 2013. Over the past year, YouSee has shown a continuous strong RGU development with an approx. 5% YoY increase in the RGU base every quarter. RGUs increased by 24k as successful campaigns offering high bandwidth broadband increased both RGUs and ARPU. Migrations to higher-bandwidth products also positively affected ARPU.

#### Gross profit

Gross profit declined by 1.8% or DKK 45m to DKK 2,450m. As the revenue decline was level with this, the gross profit margin remained largely unchanged.

Internet & network, key fina	ncial data						DKKm
TDC Group excl. Nordic		Q2 2013	Q2 2012	Change in %	H1 2013	H1 2012	Change in %
	DKKm						
Revenue		1,328	1,369	(3.0)	2,673	2,724	(1.9)
Consumer		360	362	(0.6)	722	724	(0.3)
Business		592	636	(6.9)	1,198	1,245	(3.8)
Wholesale		169	179	(5.6)	342	363	(5.8)
YouSee		237	218	8.7	467	434	7.6
Other incl. eliminations		(30)	(26)	(15.4)	(56)	(42)	(33.3)
Gross profit		1,230	1,256	(2.1)	2,450	2,495	(1.8)
Gross profit margin	%	92.6	91.7		91.7	91.6	-
Organic revenue <sup>1</sup> Organic gross profit <sup>1</sup>	DKKm	1,328 1,230	1,360 1,247	(2.4) (1.4)	2,673 2,450	2,708 2,479	(1.3) (1.2)

<sup>1</sup> Reported revenue and gross profit excluding the impact from regulatory price adjustments.

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# TV

### Q2 highlights

- YoY revenue and gross profit growth across business segments
- Continued strong TDC TV RGU net adds (+7k) fuelled by HomeTrio Mobile intake
- YouSee net adds negatively affected by leakage from organised customers
- TDC TV ARPU (DKK+10 vs Q1) was positively influenced by a boxing event and fewer campaigns with introductory discounts
- 123% increase in the number of streaming events for the TDC Group vs Q2 2012, however a decrease of 17% vs Q1 2013 due to increased competition and seasonal variations

#### YTD financial performance

#### Revenue

Revenue from TV increased by DKK 127m or 6.5%, and was positively affected by subscription fee increases in both YouSee and Consumer<sup>8</sup>.

#### Consumer

Due to premium content and seamlessly integrated solutions, Consumer managed to continue its positive development from previous years, leading to a 20.6% revenue increase. The revenue growth was caused by an increase in both RGUs (+25k) and ARPU (DKK +10). ARPU increased as a result of the increased subscription fee and reduced number of campaigns with introductory discounts in Q2.

<sup>9</sup> DKK 10 price increase for YouSee Plus subscribers as of 1 October, 2012, DKK 10 on YouSee Basic package and DKK 25 on YouSee Medium and Full packages as of 1 January (incl. VAT and copyright payments). Price increase of DKK 15 on TDC TV as of 1 January.

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#### YouSee

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YouSee's revenue rose by 3.4%. The subscription fee increases were only partly offset by a YoY RGU loss and customers migrating to smaller TV packages. In total, YoY ARPU increased by 4.9%.

#### Gross profit

Gross profit increased by DKK 36m or 3.3%, while the gross profit margin declined from 56.0% to 54.3%. However this was an improvement from Q1 to Q2, due to fewer campaigns with introductory discounts, and costs incurred in Q1 by the YouBio start-up in 2013.

TV, key financial data							DKKm
TDC Group excl. Nordic		Q2 2013	Q2 2012	Change in %	H1 2013	H1 2012	Change in %
	DKKm						
Revenue		1,049	985	6.5	2,084	1,957	6.5
Consumer TDC TV		197	161	22.4	381	316	20.6
YouSee TV		839	812	3.3	1,675	1,620	3.4
Other incl. eliminations		13	12	8.3	28	21	33.3
Gross profit		572	548	4.4	1,131	1,095	3.3
Gross profit margin	%	54.5	55.6		54.3	56.0	-
Organic revenue	DKKm	1,049	985	6.5	2,084	1,957	6.5
Organic gross profit		573	548	4.6	1,132	1,095	3.4

# Nordic

### Q2 highlights

- Lower than expected revenue growth due to increased price pressure resulting in lower ARPU's in landline voice, IP-VPN and mobility services across countries
- Positive EBITDA development maintained due to optimised network set-up; organic EBITDA growth of 4.7% (reported 6.8%)
- Gross profit margin up from 39.9% in Q2 2012 to 43.1%
- The medium enterprise initiative launched by TDC Sweden is delayed but now well under way
- Continued strong intake of mobile RGUs (+23k vs Q1), primarily in Sweden and Norway whereas IP-VPN RGUs remained flat

#### YTD financial performance

#### Revenue

Reported revenue in Nordic decreased by DKK 59m or 2.6%. However, TDC Sweden had a small revenue growth in local currency. The reversal of a long trend of positive revenue growth in Nordic is due to increased price pressure across product areas. Also, as reported in 2012, a full-year correction to recognition of revenues for certain types of service numbers in TDC Finland in Q4 2012 negatively affected revenue growth in TDC Finland by DKK 39m compared with reported revenue in H1 2012. Regulation of mobile roaming also negatively affected reported revenue (DKK 11m).

Reported revenue was positively affected by the SEK/NOK exchange-rate developments and a minor impact from the completed acquisition of the telephone unit in Relacom AB

#### in Sweden.

#### Landline telephony

In addition to the changed recognition of service numbers, a decline in minutes of use following the migration away from landline, combined with the general price erosion, resulted in declining revenue.

#### **Mobility services**

A solid YoY net adds performance was recorded across the Nordic countries, but related in particular to growth in TDC Sweden. However, due to the competition and general price erosion, ARPU is under pressure (YoY ARPU decrease of 24.8%).

#### Internet & network

The slight decrease in IP-VPN business related to lower YoY ARPU and a challenged run rate on customer intake. The number of internet connections was under pressure, particularly in TDC Sweden, though many of these installations had relatively low ARPUs and margins.

#### **Terminal equipment**

With a revenue increase of 12.4%, the growth in terminal equipment, etc. reached almost the same rate as in 2012.

#### **Gross profit**

Despite the revenue decrease, gross profit continued to increase (up 4.8%) – albeit at a lower growth rate than previously. Optimised network set-up, the changed recognition of service numbers and the improved margin in our project sales drove an increase in the gross profit margin from 39.5% to 42.5%. However, this was challenged by a shift in product mix, as an increasing share of revenue came from low-margin products such as Direct<sup>9</sup>, datacentre, video and other new product areas with low margins.

<sup>9</sup> Direct business comprises sales of handsets, conference telephones, headsets, tablets, etc. sold online and by Nordic's sales force.

Nordic		Q2 2013	Q2 2012	Change in %	H1 2013	H1 2012	Change in %
	DKKm						
Revenue		1,067	1,095	(2.6)	2,174	2,233	(2.6)
TDC Sweden		692	656	5.5	1,403	1,357	3.4
TDC Norway		242	266	(9.0)	493	531	(7.2)
TDC Finland		170	205	(17.1)	341	405	(15.8)
Other, incl. eliminations		(37)	(32)	(15.6)	(63)	(60)	(5.0)
Landline telephony		203	257	(21.0)	407	516	(21.1)
Mobility services		81	84	(3.6)	158	161	(1.9)
Internet and network		392	407	(3.7)	803	814	(1.4)
Terminal equipment, etc. <sup>1</sup>		393	331	18.7	807	718	12.4
Other <sup>2</sup>		(2)	16	(112.5)	(1)	24	(104.2)
Gross profit		460	437	5.3	924	882	4.8
Gross profit margin	%	43.1	39.9	-	42.5	39.5	-
Organic revenue <sup>3</sup>	DKKm	1,067	1,128	(5.4)	2,174	2,309	(5.8)
Organic gross profit <sup>3</sup>		460	450	2.2	924	913	1.2

<sup>1</sup> Including sale of terminal equipment, systems integration services and installation work.

<sup>2</sup> Includes operator services, etc.

<sup>3</sup> Reported revenue and gross profit excluding the impact from currency effects, impact from regulatory price adjustments as well as the impact from acquisitions and divestments.

# **Operational efficiency**

### Q2 highlights

- Organic opex savings of DKK127m or 5.9%
- Fewer cable and volume faults continued to reduce fault handling hours (13% YoY)
- Continued high customer satisfaction score of 75
- The number of unacceptable customer experiences increased by 8 points, compared to a strong Q1, to a score of 52 due to longer delivery and fault correction times, a network breakdown affecting IP traffic and signal problems during the Champions League semi final

### YTD operational performance

TDC continued optimising processes and increasing efficiency in all aspects of every day work. The main results stemmed from the three group-wide programmes (TAK, Radical Simplification and TDC 2.0), that are all progressing according to plan.

#### **Operational expenses**

The companywide process optimisations and increasing efficiency, combined with a continuous cost focus, resulted in a range of savings. As a result, organic operating expenses decreased by DKK 323m (reported DKK 298m).

• Organic personnel and personnel-related costs decreased by DKK 159m mainly as a result of a 5.1% decline in the average number of full-time employee equivalents and temps<sup>10</sup>. These reductions stemmed primarily from fewer fault-handling hours (a decrease of 20% vs H1 2012) but also related to increased efficiency, including centralising product managers in Operations, and the continued decline in the legacy landline business.

- Since H1 2012, TDC has completed several initiatives that have significantly improved its level of savings. The transition of TDC IT outsourcing from CSC to Tata Consultancy Services has resulted in notable IT savings. A number of space management projects were also carried out, e.g. NetDesign, Onfone and Dansk Kabel TV moved to TDC's main location, Teglholmen.
- As a result of brand consolidation and improved efficiency in marketing spending, organic marketing costs decreased.

#### **Capital expenditure**

Overall investment spending was roughly unchanged from H1 2012 to H1 2013.

In Q1 2013, frost limited digging activities, affecting fibre, coax and copper roll-out etc. This was offset by network investments above ground, mainly in the mobile network (4G roll-out), and IP upgrades in the core network.

Large investments in customer installations continued but at a slightly lower level than in H1 2012. This was due mainly to large TDC TV sales volumes following the analogue switch-off in Q1 2012.

<sup>10</sup> The reduction in FTEs was partly offset by conversion of temps to FTEs.

								Change in % Q2 2013 vs
		Q2 2013	Q1 2013	Q4 2012	Q3 2012	Q2 2012	Q1 2012	Q2 2012
	DKKm							
Opex	2100	(2,012)	(1,956)	(1,999)	(1,933)	(2,129)	(2,137)	5.5
Personnel related costs		(1,226)	(1,185)	(1,205)	(1,147)	(1,287)	(1,239)	4.7
External expenses		(786)	(771)	(794)	(786)	(842)	(898)	6.7
Organic Opex	DKKm	(2,014)	(1,956)	(2,033)	(1,929)	(2,141)	(2,152)	5.9
KPIs	DKK/month							
CSAT	Index	75	76	76	74	74	74	1.4
ESAT	Index	-	81	-	80	-	79	
Recommend score Jnacceptable customer	Index	65	66	68	66	66	65	(1.5)
experiences	Index	52	44	50	56	61	57	14.8
Fault handling hours Number of FTEs (end-of-	Hours ('000)	150	151	179	187	172	198	12.8
period)	#	9,058	9,114	9,143	9,246	9,364	9,395	(3.3)
Average number of FTEs	#	9,116	9,154	9,340	9,382	9,423	9,482	(3.3)

# **Consolidated Financial Statements**

Income Statements							DKKm
TDC Group	Note	Q2 2013	Q2 2012	Change in %	H1 2013	H1 2012	Change in %
Revenue	2	6,146	6,576	(6.5)	12,387	13,220	(6.3)
Transmission costs and cost of goods sold		(1,655)	(1,934)	14.4	(3,445)	(3,873)	11.1
Gross profit		4,491	4,642	(3.3)	8,942	9,347	(4.3)
External expenses		(899)	(976)	7.9	(1,776)	(2,024)	12.3
Wages, salaries and pension costs	3	(1,131)	(1,172)	3.5	(2,220)	(2,286)	2.9
Other income and expenses		18	19	(5.3)	28	44	(36.4)
EBITDA	2	2,479	2,513	(1.4)	4,974	5,081	(2.1)
Depreciation		(682)	(675)	(1.0)	(1,365)	(1,338)	(2.0)
Amortisation		(530)	(566)	6.4	(1,058)	(1,108)	4.5
Impairment losses		(6)	(6)	-	(15)	(13)	(15.4)
Depreciation, amortisation and impairment losses		(1,218)	(1,247)	2.3	(2,438)	(2,459)	0.9
Operating profit (EBIT), excluding special items		1,261	1,266	(0.4)	2,536	2,622	(3.3)
Special items	4	(233)	(150)	(55.3)	(416)	(468)	11.1
Operating profit (EBIT)		1,028	1,116	(7.9)	2,120	2,154	(1.6)
Profit from joint ventures and associates		1	-	-	8	762	(99.0)
- of which special items		-	-	-	-	760	
Interest income and expenses	5	(272)	(278)	2.2	(507)	(551)	8.0
Currency translation adjustments	5	(17)	2	-	3	(2)	
Fair value adjustments	5	27	54	(50.0)	(5)	(23)	78.3
Interest on pension assets	6	67	87	(23.0)	133	175	(24.0)
Profit before income taxes		834	981	(15.0)	1,752	2,515	(30.3)
Income taxes related to profit, excluding special items		149	(345)	143.2	(134)	(649)	79.4
Income taxes related to special items		71	34	108.8	115	120	(4.2)
Total income taxes		220	(311)	170.7	(19)	(529)	96.4
Profit for the period from continuing operations		1,054	670	57.3	1,733	1,986	(12.7)
Profit for the period		1,054	670	57.3	1,733	1,986	(12.7)
Profit for the period, excluding special items		1,216	786	54.7	2,034	1,574	29.2
EPS (DKK)							
Earnings Per Share		1.32	0.84	57.1	2.17	2.46	(11.8)
Earnings Per Share, diluted		1.31	0.84	56.0	2.16	2.46	(12.2
Adjusted EPS		1.78	1.28	39.1	1.78	1.28	39.1

Statements of Comprehensive Income							
TDC Group	Q2 2013	Q2 2012	H1 2013	H1 2012			
Profit for the period	1,054	670	1,733	1,986			
Items which can be reclassified to the Income Statement:							
Currency translation adjustments, foreign enterprises	(70)	22	(92)	35			
Fair value adjustments of cash flow hedges	(156)	92	(177)	(11)			
Fair value adjustments of cash flow hedges transferred to the Income Statement Items which cannot be reclassified to the Income Statement:	9	(53)	36	65			
Remeasurement effects related to defined benefit pension plans	(197)	81	(22)	(758)			
Income tax relating to remeasurement effects related to defined benefit pension plans	50	(30)	8	176			
Change of corporate income tax rate	93	-	93	-			
Other comprehensive income	(271)	112	(154)	(493)			
Total comprehensive income	783	782	1,579	1,493			

DC Group	Note	30 June 2013	31 December 2012	30 June 201
ssets				
lon-current assets				
ntangible assets		32,020	32,762	33,4
Property, plant and equipment		15,276	15,337	15,4
nvestments in joint ventures and associates		124	122	1
Dither investments		7	5	
Deferred tax assets		80	80	
Pension assets	6	7,932	7,918	7,4
Receivables	0	240	251	20
Derivative financial instruments		155	466	5
repaid expenses		276	244	3
otal non-current assets		56,110	57,185	57,67
Current assets				
nventories		320	317	33
receivables		3,820	4,430	4.7
Derivative financial instruments		82	20	1,7
repaid expenses		706	591	6
lash		431	973	9
Total current assets		5,359	6,331	6,5
otal assets		61,469	63,516	64,2
		• 1,107	00,010	• .,
quity and liabilities				
ihare capital		812	825	83
leserves		(665)	(432)	(42
tetained earnings		19,936	19,222	18,9
Proposed dividends		1,218	1,898	1,89
otal equity		21,301	21,513	21,20
Ion-current liabilities				
Deferred tax liabilities		4,579	5,449	6,53
Provisions		920	733	75
ension liabilities	6	76	99	(
oans	7	23,353	23,774	23,80
Derivative financial instruments		239	43	
Deferred income		692	780	9
otal non-current liabilities		29,859	30,878	32,1
Current liabilities				
oans	7	136	170	1
rade and other payables		5,885	6,977	6,1
ncome tax payable		863	379	7
Derivative financial instruments		129	74	
Deferred income		2,942	2,937	2,88
Provisions		354	588	8
otal current liabilities		10,309	11,125	10,8
otal liabilities		40,168	42,003	42,9

Statements of Cash Flow						DKKm
			Change in			
	Q2 2013	Q2 2012	change in %	H1 2013	H1 2012 (	Change in %
EBITDA	2,479	2.513	(1.4)	4,974	5.081	(2.1
Adjustment for non-cash items	2,479	2,515	38.5	125	102	22.5
Pension contributions	(33)	(34)	2.9	(75)	(69)	(8.7
Payments related to provisions	(1)	(1)	2.7	(73)	(30)	90.0
Cash flow related to special items	(135)	(140)	3.6	(315)	(367)	14.2
Change in working capital	(420)	(456)	7.9	(539)	(901)	40.2
Cash flow from operating activities before net financials and tax	1,926	1,908	0.9	4,167	3,816	9.2
Interest paid, net	(62)	(197)	68.5	(782)	(757)	(3.3
Realised currency translation adjustments	(8)	2	-	16	(1)	
Cash flow from operating activities before tax	1,856	1,713	8.3	3,401	3,058	11.2
Income tax paid	(138)	-	-	(303)	(180)	(68.3
Cash flow from operating activities in continuing operations	1,718	1,713	0.3	3,098	2,878	7.6
Total cash flow from operating activities	1,718	1,713	0.3	3,098	2,878	7.6
Investment in enterprises	2	-		2	(117)	101.3
Investment in property, plant and equipment	(662)	(657)	(0.8)	(1,373)	(1,350)	(1.7
Investment in intangible assets	(237)	(237)	-	(409)	(443)	7.7
Investment in other non-current assets	(1)	-	-	(1)	(1)	
Divestment of enterprises	-	-	-	-	2	
Sale of property, plant and equipment	3	3	-	4	7	(42.9)
Sale of other non-current assets	1	4	(75.0)	3	6	(50.0)
Dividends received from joint ventures and associates	6	6	-	6	1,016	(99.4
Cash flow from investing activities in continuing operations	(888)	(881)	(0.8)	(1,768)	(880)	(100.9)
Total cash flow from investing activities	(888)	(881)	(0.8)	(1,768)	(880)	(100.9)
Proceeds from long-term loans	-	-		-	3,672	
Repayments of long-term loans	-	(3,403)	-	-	(3,403)	
Finance lease repayments	(16)	(17)	5.9	(35)	(37)	5.4
Change in short-term bank loans	(184)	-	-	-	(302)	
Change in interest-bearing debt	-	-	-	-	(1)	
Dividends paid	(420)	(394)	(6.6)	(1,837)	(1,755)	(4.7
Acquisition and disposal of treasury shares, net	-	(158)	-	-	(750)	
Cash flow from financing activities in continuing operations	(620)	(3,972)	84.4	(1,872)	(2,576)	27.3
Total cash flow from financing activities	(620)	(3,972)	84.4	(1,872)	(2,576)	27.3
Total cash flow	210	(3,140)	106.7	(542)	(578)	6.2
Cash and cash equivalents (beginning-of-period)	221	4,051	(94.5)	973	1,489	(34.7)
Cash and cash equivalents (beginning-of-period)	431	4,001 <b>911</b>	(54.3) (52.7)	431	911	(54.7

#### Equity free cash flow

#### TDC Group Q2 2013 Q2 2012 Change in % H1 2013 H1 2012 Change in % Statements of Cash Flow EBITDA 2,479 2,513 (1.4) 4,974 5,081 (2) Adjustment for non-cash items 36 26 38.5 125 102 23 Pension contributions (33) (34) 2.9 (75) (69) (9) Payments related to provisions (1) (1) (3) (30) 90 Cash flow related to special items (135) (140) 3.6 (315) (367) 14 Change in net working capital excluding special items (420) (456) 7.9 (539) (901) 40.2 Interest paid, net (62) (197) 68.5 (782) (757) (3.3) Realised currency translation adjustments (8) 2 16 (1) -(138) 0 (303) (180) (68.3) Income tax paid Cash flow from capital expenditure (899) (894) (0.6) (1,782) (1,793) 0.6 Finance lease repayments (16) (17) 5.9 (37) 5.4 (35) 803 802 1,281 1,048 Equity free cash flow 0.1 22.2

Statements of Changes in Equity						DKKm
	Share	Reserve for currency translation	Reserve for cash	Retained	Proposed	
TDC Group	capital	adjustments	flow hedges	earnings	dividends	Total
Equity at 1 January 2012	825	(616)	116	20,129	1,790	22,244
Profit for the period	-	-	-	88	1,898	1,986
Currency translation adjustments, foreign enterprises	-	35	-	-	-	35
Fair value adjustments of cash flow hedges	-	-	(11)	-	-	(11)
Fair value adjustments of cash flow hedges transferred to the						
Income Statement	-	-	65	-	-	65
Remeasurement effects related to defined benefit pension						
plans	-	-	-	(758)	-	(758)
Income tax relating to remeasurement effects related to						
defined benefit pension plans	-	-	(14)	190	-	176
Total comprehensive income	-	35	40	(480)	1,898	1,493
Distributed dividends	-	-	-	-	(1,790)	(1,790)
Dividends, treasury shares	-	-	-	35	-	35
Acquisition of treasury shares	-	-	-	(750)	-	(750)
Share-based remuneration	-	-	-	36	-	36
Equity at 30 June 2012	825	(581)	156	18,970	1,898	21,268

	Share	Reserve for currency translation	Reserve for cash	Retained	Proposed	
TDC Group	capital	adjustments	flow hedges	earnings	dividends	Total
Equity at 1 January 2013	825	(542)	110	19,222	1,898	21,513
Profit for the period	-	-	-	515	1,218	1,733
Currency translation adjustments, foreign enterprises	-	(92)	-	-	-	(92)
Fair value adjustments of cash flow hedges	-	-	(177)	-	-	(177)
Fair value adjustments of cash flow hedges transferred to the						
Income Statement	-	-	36	-	-	36
Remeasurement effects related to defined benefit pension						
plans	-	-	-	(22)	-	(22)
Income tax relating to remeasurement effects related to						
defined benefit pension plans	-	-	-	8	-	8
Change of corporate income tax rate	-	-	-	93	-	93
Total comprehensive income	-	(92)	(141)	594	1,218	1,579
Distributed dividends	-		-	-	(1.898)	(1,898)
Dividends, treasury shares	-	-	-	61		61
Cancellation of treasury shares	(13)	-	-	13	-	-
Share-based remuneration	-	-	-	46	-	46
Equity at 30 June 2013	812	(634)	(31)	19,936	1,218	21,301

At the Annual General Meeting on 7 March 2013, it was resolved to reduce the share capital by a nominal amount of DKK 13,000,000 by cancellation of treasury shares. After the capital reduction, the total number of shares is 812,000,000 with a par value of DKK 1 per share.

# **Notes to Consolidated Financial Statements**

#### Note 1 Accounting policies

TDC's Interim Financial Report for H1 2013 has been prepared in accordance with IAS 34 Interim Financial Reporting and the additional disclosure requirements for listed companies.

When preparing the Consolidated Financial Statements, Management makes assumptions that affect the reported amount of assets and liabilities at the balance sheet date, and the reported revenue and expenses for the accounting period. The accounting estimates and judgements considered material to the preparation of the Consolidated Financial Statements appear from note 2 to the Consolidated Financial Statements for 2012, cf. TDC's Group Annual Report 2012.

#### AMENDED ACCOUNTING FOR PENSIONS

The amended IAS 19 Employee Benefits, effective from 1 January 2013 impacts TDC's Financial Statements as follows:

 The pension funds' administrative expenses are now recognised in pension costs. Previously, they were implicitly included in the expected long-term return on assets

Impact on Consolidated Financial Statements

- Interest on pension assets is calculated on a net basis using a discount rate. Previously, it was calculated as the fair value of the pension funds' assets multiplied by the expected long-term rate of return less the pension liability multiplied by the discount rate
- As a consequence, TDC has ceased using the supplementary EBITDA, EBITDA bpi, as the interest components (previously presented as 'Pension income') are now reclassified to a financial item ('interest on pension assets')
- Pension assets, pension liabilities as well as equity are not impacted

The comparative figures for previous periods have been restated accordingly.

Except for the change mentioned above, the accounting policies are unchanged from TDC's Group Annual Report 2012.

	Previous IAS 19	Changed presentation	Changed accounting policy	New IAS 19
Operating profit before pension income, depreciation, amortisation and special items (EBITDA bpi) H1 2013	4,980	-	(6)	4,974
H1 2012	5,087	-	(6)	5,081
Pension income H1 2013 H1 2012	118 42	(118) (42)	-	-
Operating profit before depreciation, amortisation and special items (EBITDA)				
H1 2013 H1 2012	5,098 5,129	(118) (42)	(6) (6)	4,974 5,081
Interest on pension assets H1 2013 H1 2012	-	118 42	15 133	133 175
Profit for the period				
H1 2013 H1 2012	1,726 1,891	0 0	7 95	1,733 1,986
Other comprehensive income H1 2013 H1 2012	(147) (398)	-	(7) (95)	(154) (493)
Equity	24.224			24.204
H1 2013 H1 2012	21,301 21,268	-	-	21,301 21,268

#### Note 2 Segment reporting

Segments

In Q1 2013, TDC changed the allocation of infrastructure costs and the organisation:

- YouSee's use of network infrastructure and inventory services in other segments is allocated on a cost basis.
   Previously, YouSee's use of landline and mobile networks was invoiced on an arm's length basis
- TV content costs regarding TDC TV are allocated directly to Consumer, Business and Wholesale. Previously, these segments' use of TV content was invoiced on an arm's length basis and accounted for as revenue in YouSee
- Onfone has been transferred from Consumer to YouSee
- TDC Hosting Denmark has been transferred from Nordic to Business

Comparative figures have been restated accordingly.

The announced changes to the organisation<sup>1</sup> will be reflected in the segment reporting for Q3 2013.

<sup>1</sup>For further information, see 'Corporate matters'.

DKKm

	Consu	Consumer		Business		Nordic		sale
	Q2 2013	Q2 2012	Q2 2013	Q2 2012	Q2 2013	Q2 2012	Q2 2013	Q2 2012
External revenue	1,887	2,061	1,642	1,775	1,012	1,038	330	396
Revenue across segments	8	24	62	62	55	57	64	77
Revenue	1,895	2,085	1,704	1,837	1,067	1,095	394	473
Total operating expenses before								
depreciation, etc.	(1,093)	(1,261)	(771)	(903)	(911)	(950)	(224)	(275)
Other income and expenses	-	-	-	(1)	2	3	-	-
EBITDA	802	824	933	933	158	148	170	198

	You	See	Operations & HQ		Total	
	Q2 2013	Q2 2012	Q2 2013	Q2 2012	Q2 2013	Q2 2012
	1.0/0	4 0 7 5				
External revenue	1,262	1,275	13	31	6,146	6,576
Revenue across segments	4	14	24	22	217	256
Revenue	1,266	1,289	37	53	6,363	6,832
Total operating expenses before						
depreciation, etc.	(729)	(799)	(179)	(157)	(3,907)	(4,345)
Other income and expenses	1	-	24	24	27	26
EBITDA	538	490	(118)	(80)	2,483	2,513

Reconciliation of revenue

	Q2 2013	Q2 2012
Reportable segments	6,363	6,832
Elimination of revenue across-segment items	(217)	(256)
Consolidated amounts	6,146	6,576

Reconciliation of Profit before depreciation, amortisation and special items (EBITDA)		DKKm
	Q2 2013	Q2 2012
EBITDA from reportable segments	2,483	2,513
Elimination of EBITDA	(4)	-
Unallocated:		
Depreciation, amortisation and impairment losses	(1,218)	(1,247)
Special items	(233)	(150)
Profit from joint ventures and associates	1	-
Interest income and expenses	(272)	(278)
Currency translation adjustments	(17)	2
Fair value adjustments	27	54
Interest on pension assets	67	87
Consolidated profit before income taxes	834	981

Segments								DKKm	
	Consu	Consumer		Business		Nordic		Wholesale	
	H1 2013	H1 2012	H1 2013	H1 2012	H1 2013	H1 2012	H1 2013	H1 2012	
External revenue	3,820	4,185	3,304	3,595	2,052	2,119	670	794	
Revenue across segments	14	52	113	118	122	114	112	143	
Revenue	3,834	4,237	3,417	3,713	2,174	2,233	782	937	
Total operating expenses before									
depreciation, etc.	(2,227)	(2,566)	(1,567)	(1,795)	(1,863)	(1,945)	(453)	(544)	
Other income and expenses	-	-	-	(1)	3	4	-	-	
EBITDA	1,607	1,671	1,850	1,917	314	292	329	393	

	You	See	Operations & HQ		Total	
	H1 2013	H1 2012	H1 2013	H1 2012	H1 2013	H1 2012
External revenue	2,506	2,475	35	52	12,387	13,220
Revenue across segments	6	22	48	43	415	492
Revenue	2,512	2,497	83	95	12,802	13,712
Total operating expenses before						
depreciation, etc.	(1,471)	(1,520)	(283)	(312)	(7,864)	(8,682)
Other income and expenses	1	-	39	49	43	52
EBITDA	1,042	977	(161)	(168)	4,981	5,082

Reconciliation of revenue		DKKm
	H1 2013	H1 2012
Reportable segments Elimination of revenue across-segment items	12,802 (415)	13,712 (492)
Consolidated external revenue	12,387	13,220

Reconciliation of Profit before depreciation, amortisation and special items (EBITDA)		DKKm
	H1 2013	H1 2012
EBITDA from reportable segments Elimination of EBITDA	4,981 (7)	5,082 (1)
Unallocated: Depreciation, amortisation and impairment losses Special items	(2,438) (416)	(2,459) (468)
Profit from joint ventures and associates Interest income and expenses	(507)	762 (551)
Currency translation adjustments Fair value adjustments Interest on pension assets	3 (5) 133	(2) (23) 175
Consolidated profit before income taxes	1,752	2,515

#### Announcement 19-2013

Note 3 Employees					
FTEs (EoP)	H1 2013	2012	H1 2012	Change in % H1 2013 vs H1 2012	Change in % H1 2013 vs 2012
Consumer	1,795	1,848	1,889	(5.0)	(2.9)
Business	1,436	1,517	1,561	(8.0)	(5.3)
Nordic	1,290	1,237	1,234	4.5	4.3
Wholesale	160	179	195	(17.9)	(10.6)
YouSee	1,347	1,282	1,308	3.0	5.1
Other <sup>1</sup>	3,030	3,080	3,177	(4.6)	(1.6)
TDC Group	9,058	9,143	9,364	(3.3)	(0.9)
TDC Group, domestic	7,775	7,914	8,138	(4.5)	(1.8)

				Change in % H1 2013 vs	5
Average number of FTEs	H1 2013	2012	H1 2012	H1 2012	2012
Consumer	1,823	1,876	1,873	(2.7)	(2.8)
Business	1,458	1,546	1,553	(6.1)	(5.7)
Nordic	1,274	1,248	1,258	1.3	2.1
Wholesale	164	189	189	(13.2)	(13.2)
YouSee	1,328	1,293	1,296	2.5	2.7
Other <sup>1</sup>	3,069	3,188	3,254	(5.7)	(3.7)
TDC Group	9,116	9,340	9,423	(3.3)	(2.4)
TDC Group, domestic	7,849	8,100	8,174	(4.0)	(3.1)

<sup>1</sup>Includes Operations, HQ, expatriates and personnel on leave, etc.

#### Note 4 Special items

Special items include significant amounts that cannot be attributed to normal operations such as restructuring costs and special write-downs for impairment of intangible assets and property, plant and equipment. Special items also include gains and losses related to divestment of enterprises and properties, as well as transaction costs and adjustments of purchase prices relating to the acquisition of enterprises.

Special items amounted to expenses after tax of DKK 301m in H1 2013, compared with income after tax of DKK 412m in H1 2012.

As described in the Annual Report, TDC has entered into agreements on property leases terminating in 2041 at the latest. Provisions have been made for expected expenses in relation to vacant tenancies, based on factors such as the expected timing and level of rent for sublet tenancies. The vacant tenancies comprise surplus premises in offices, telephone exchanges, etc. following the reduced number of employees and less space-demanding equipment. In H1 2013, costs related to redundancy programmes and vacant tenancies include a reassessment of the provision for expected expenses in relation to vacant tenancies. The additional provision of DKK 156m is due to additional vacant premises and reassessment of the expected sublet of the tenancies. TDC will continue to sublet additional tenancies following further reductions in the number of employees and upgrading of technical equipment.

Income from rulings comprised a settlement (DKK 57m) of a Swedish dispute over interconnect fees<sup>1</sup>.

In H1 2012, Other restructuring costs, etc. included primarily costs due to the new IT outsourcing agreement with Tata Consultancy Services and the termination of the former contract with CSC, i.e. termination, transition and transformation costs (DKK 268m). The total payments related to the change of vendor are expected to amount to DKK 348m. Of this amount, DKK 102m impacted on 2012, and DKK 56m impacted on H1 2013, while the remaining payments of DKK 190m are expected to be paid in the period 2013-2016. Income from rulings comprised primarily a VAT refund for the period 1997-2009.

<sup>1</sup>The corresponding cash inflow will be recognised in Q3 2013.

Special items				DKKm
TDC Group	Q2 2013	Q2 2012	H1 2013	H1 2012
Profit for the period, excl. special items	1,216	786	2,034	1,574
Consolidated enterprises:				
Costs related to redundancy programmes and vacant tenancies	(231)	(119)	(401)	(223)
Other restructuring costs, etc.	(46)	(11)	(54)	(278)
Impairment losses	(10)	(5)	(13)	(21)
Income from rulings	57	-	57	82
Loss from rulings	(3)	(15)	(5)	(28)
Special items before income taxes	(233)	(150)	(416)	(468)
Income taxes related to special items	71	34	115	120
Special items after income taxes in consolidated enterprises	(162)	(116)	(301)	(348)
Special items related to joint ventures and associates	-	-	-	760
Total special items after taxes	(162)	(116)	(301)	412
Profit for the period	1,054	670	1,733	1,986

#### Cash flow from special items

TDC Group	Q2 2013	Q2 2012
Redundancy programmes and vacant tenancies	(121)	(181)
Rulings	1	21
Other	(60)	(67)
Total	(180)	(227)
	30 June 2013	30 June 2012
Redundancy programmes and vacant tenancies	(221)	(311)
Rulings	(6)	40
Other	(88)	(96)
Total	(315)	(367)

#### Note 5 Net financials

Net financials<sup>1</sup> represented an expense of DKK 509m in H1 2013, a DKK 67m decrease compared with H1 2012, driven by:

- Interest declining by DKK 44m, due primarily to lower interest rates after refinancing of the EMTN loan that matured in April 2012
- Fair value adjustment losses decreased by DKK 18m due to cross-currency swaps related to the EMTN GBP loan and interest rate swaps related to the EMTN EUR loans. The swaps are treated as cash flow hedge accounting and fair value hedge accounting<sup>2</sup>,

respectively. This was partly offset by interest rate swaps not treated as hedge accounting

Approximately 43% of the issued fixed interest-rate EMTN bonds were swapped to floating interest rates. In addition, the EMTN GBP bonds were swapped to EUR. Both types of derivatives are treated as hedge accounting<sup>2</sup>.

<sup>1</sup>Comprises Interest, currency translation adjustments and fair value adjustments. <sup>2</sup>Accordingly, the effective part of the changes in the fair value of the derivatives is recognised directly in other comprehensive income, whereas the ineffective part is recognised in the Income Statements.

Net financials				DKKm
TDC Group	Interest <sup>3</sup>	Currency translation adjustments	Fair value adjustments	Total
		Q2 2013		
Euro Medium Term Notes (EMTNs) incl. hedges (treated as hedge accounting)	(222)	(17)	17	(222)
Other hedges (not treated as hedge accounting) Other	- (50)	-	10	10 (50)
Total	(272)	(17)	27	(262)
		Q2 2012		
Euro Medium Term Notes (EMTNs) incl. hedges (treated as hedge accounting)	(255)	2	64	(189)
Other hedges (not treated as hedge accounting) Other	(10) (13)	-	(10)	(20) (13)
Total	(278)	2	54	(222)
		H1 2013		
Euro Medium Term Notes (EMTNs) incl. hedges (treated as hedge accounting)	(433)	(1)	10	(424)
Other hedges (not treated as hedge accounting) Other	- (74)	- 4	(15)	(15) (70)
Total	(507)	3	(5)	(509)
		Q2 2012		
Euro Medium Term Notes (EMTNs) incl. hedges (treated as hedge				
accounting)	(503)	2	(52)	(553)
Other hedges (not treated as hedge accounting) Other	(17) (31)	(2)	29	10 (33)
Total	(551)	(2)	(23)	(576)

<sup>3</sup>Interest is specified as follows: Q2 2013 (DKK 272m): Interest income, DKK 9m and interest expenses, DKK (281)m; Q2 2012 (278m): Interest income, DKK 40m and interest expenses, DKK (318)m; H1 2013 (DKK 507m): Interest income, DKK 17m and interest expenses, DKK (524)m; H1 2012 (DKK 551m): Interest income, DKK 67m and interest expenses, DKK (618)m.

#### Note 6 Pension assets and pension obligations

Specification of pension costs recognised in the Income Statements

TDC Group	Q2 2013	Q2 2012	H1 2013	H1 2012
Defined benefit plans:				
Pension (costs)/income from the domestic defined benefit plan	25	47	50	95
Pension costs from the Norwegian defined benefit plans	(4)	(5)	(9)	(9)
Net periodic pension (costs)/income from defined benefit plans	21	42	41	86
Net periodic pension (cost)/income from defined benefit plans is recognised in the Income Statements as follows:				
Service cost <sup>1</sup>	(42)	(42)	(85)	(83)
Administration costs	(3)	(3)	(6)	(6)
Wages, salaries and pension costs	(45)	(45)	(91)	(89)
Interest on pension assets	66	87	132	175
Net periodic pension (costs)/income from defined benefit plans	21	42	41	86

<sup>1</sup> The increase in the present value of the defined benefit obligation resulting from employees' services in the current period.

#### Domestic defined benefit plan

DKKm

TDC's domestic pension fund operates defined benefit plans via a separate legal entity supervised by the Danish Financial Supervisory Authority (FSA). In accordance with existing legislation, articles of association and the pension regulations, TDC is required to make contributions to meet the capital adequacy requirements. Distribution of funds from the pension fund to TDC is not possible until all pension obligations have been met. Since 1990, no new members have joined the pension fund plans, and the pension fund is prevented from admitting new members in the future according to the articles of association.

Specification of pension (costs)/income	Q2 2013	Q2 2012	H1 2013	H1 2012
Service cost	(39)	(36)	(78)	(72)
Administration costs	(3)	(3)	(6)	(6)
Wages, salaries and pension costs	(42)	(39)	(84)	(78)
Interest on pension assets	67	86	134	173
Net periodic pension (costs)/income	25	47	50	95
Domestic redundancy programmes recognised in special items	(14)	(22)	(64)	(57)
Pension (costs)/income recognised in the Income Statements	11	25	(14)	38

Assets and obligations	30 June 2013	31 December 2012	30 June 2012
Specification of pension assets			
Fair value of plan assets	28,965	30,543	28,453
Projected benefit obligations	(21,033)	(22,625)	(21,031)
Pension assets recognised in the Balance Sheets	7,932	7,918	7,422
Change in pension assets recognised in the Balance Sheets			
Pension assets recognised in the Balance Sheets at1 January	7,918	8,060	8,060
Pension (costs)/income recognised in the Income Statements	(14)	69	38
Remeasurement effects recognised in other comprehensive income	(34)	(412)	(757)
TDC's contribution	62	201	81
Pension assets recognised	7,932	7,918	7,422
Weighted-average assumptions used to determine benefit obligations			
TDC Group	30 June 2013	31 December 2012	30 June 2012

Discount rate	3.90	3.35	4.00

Weighted-average assumptions used to determine net periodic pension

 Costs
 30 June 2013
 31 December 2012
 30 June 2013

 Discount rate
 3.35
 4.25
 4.25

#### Foreign defined benefit plan

TDC's foreign defined benefit plan concerns TDC Norway. The difference between the actuarially determined pension obligations and the fair value of the pension funds' assets is recognised in the Balance Sheets under pension liabilities, etc. Pension liabilities, etc. related to the foreign defined benefit plan amounted to DKK 76m at 30 June 2013 compared with DKK 99m at 31 December 2012 and DKK 94m at 30 June 2012.

#### Note 7 Loans and net interest-bearing debt

Net interest-bearing debt totalled DKK 22,374m at the end of H12013, up by DKK 456m in H1 2013 due to dividends paid. This was partly offset by the net cash flows from operating and investing activities.

Compared with H1 2012, Net interest-bearing debt increased by DKK 329m due to distributions in the form of dividends and share buybacks, which was partly offset by the positive net cash flows from operating and investing activities.

Approximately 43% of the issued fixed interest-rate EMTN bonds have been swapped to floating interest rates. In addition, the EMTN GBP bonds were swapped to fixed EUR interest rates. Both types of derivatives are treated as hedge accounting.

Net interest-bearing debt			DKKm
TDC Group	30 June 2013	31 December 2012	30 June 2012
Loans (Non-current liabilities):			
Euro Medium Term Notes (EMTN)	22,742	23,134	23,028
Debt relating to finance leases	123	130	147
Other loans	488	510	686
Total	23,353	23,774	23,861
Loans (Current liabilities):			
Euro Medium Term Notes (EMTN)	95	94	32
Debt relating to finance leases	41	76	79
Total	136	170	111
Total loans	23,489	23,944	23,972
Interest-bearing payables	4	2	2
Gross interest-bearing debt	23,493	23,946	23,974
Interest-bearing receivables	(191)	(201)	(213)
Cash	(431)	(973)	(911)
Derivative financial instruments hedging fair value and currency on loans	(497)	(854)	(805)
Net interest-bearing debt	22,374	21,918	22,045

Outstanding amount <sup>1</sup> 30 June 2013	DKKm	5,967	2,040	5,967	3,729	4,790	22,493
Outstanding amount <sup>1</sup> 30 June 2013	GBPm	-	-	-	-	550	550
Outstanding amount <sup>1</sup> 30 June 2013	EURm	800	274	800	500	-	2,374
Outstanding amount <sup>1</sup> 1 January 2013	GBPm	-	-	-	-	550	550
Outstanding amount <sup>1</sup> 1 January 2013	EURm	800	274	800	500	-	2,374
Coupon		3.500%	5.875%	4.375%	3.750%	5.625%	
Fixed/Floating rate		Fixed	Fixed	Fixed	Fixed	Fixed	
Maturity		2015	2015	2018	2022	2023	
		23 Feb	16 Dec	23 Feb	02 Mar	23 Feb	
Euro Medium Term Notes (EMTN)		2015	2015	2018	2022	2023	Total

<sup>1</sup> Nominal value.

# Selected financial and operational data

TDC Group							DKKm
		H1 2013	H1 2012	2012	2011	2010	2009
Income Statements	DKKm						
Revenue		12,387	13,220	26,116	26,304	26,167	26,079
Gross profit		8,942	9,347	18,518	19,172	19,420	19,635
EBITDA		4,974	5,081	10,320	10,488	10,321	10,234
Depreciation, amortisation and impairment losses		(2,438)	(2,459)	(5,062)	(5,227)	(5,356)	(4,659)
Operating profit (EBIT), excluding special items		2,536	2,622	5,258	5,261	4,965	5,575
Special items		(416)	(468)	(753)	(864)	(1,347)	(1,119)
Operating profit (EBIT)		2,120	2,154	4,505	4,397	3,618	4,456
Profit from joint ventures and associates		8	762	763	(25)	13	76
Interest income and expenses		(507)	(551)	(1,112)	(1,305)	(1,591)	(1,554)
Currency translation adjustments		3	(2)	(51)	51	(20)	(257)
Fair value adjustments		(5)	(23)	(65)	374	115	(253)
Interest on pension assets		133	175	346	377	385	398
Profit before income taxes		1,752	2,515	4,386	3,869	2,520	2,866
Income taxes		(19)	(529)	(602)	(1,112)	(765)	(833)
Profit for the period from continuing operations		1,733	1,986	3,784	2,757	1,755	2,033
Profit for the period from discontinued operations <sup>1</sup>		-	-	-	(5)	1,203	422
Profit for the period		1,733	1,986	3,784	2,752	2,958	2,455
Attributable to:							
Owners of the Parent Company		1,733	1,986	3,784	2,752	2,958	2,496
Minority interests		-	-	-	-	-	(41)
Profit for the period, excluding special items							
Operating profit (EBIT)		2,536	2,622	5,258	5,261	4,965	5,575
Profit from joint ventures and associates		8	2	3	(25)	3	(1)
Interest income and expenses		(507)	(551)	(1,112)	(1,305)	(1,591)	(1,554)
Currency translation adjustments		3	(2)	(51)	51	(20)	(257)
Fair value adjustments		(5)	(23)	(65)	374	115	(253)
Interest on pension assets		133	175	346	377	385	398
Profit before income taxes		2,168	2,223	4,379	4,733	3,857	3,908
Income taxes		(134)	(649)	(931)	(1,291)	(1,018)	(1,109)
Profit for the period from continuing operations		2,034	1,574	3,448	3,442	2,839	2,799
Profit for the period from discontinued operations <sup>1</sup>		-	-	-	-	413	575
Profit for the period		2,034	1,574	3,448	3,442	3,252	3,374

# Selected financial and operational data

TDC Group						
	H1 2013	H1 2012	2012	2011	2010	2009
Balance Sheets DKK	hn					
Total assets	61.5	64.3	63.5	65.2	64.8	86.4
Net interest-bearing debt	(22.4)	(22.0)	(21.9)	(21.0)	(22.6)	(33.5
Total equity	21.3	21.3	21.5	22.2	20.9	27.1
Average number of shares outstanding (million)	798.9	805.7	802.3	816.7	981.8	990.5
Statements of Cash Flow DKK	·					
	m					
<b>Continuing operations:</b> Operating activities	3,098	2,878	6,886	7,177	7,238	7,440
Investing activities	(1,768)	(880)	(2,954)	(3,637)	(3,889)	(4,811
Financing activities	(1,708)	(2,576)	(2,934)	(2,815)	(20,091)	(10,261)
				(2,813) <b>725</b>		
Total cash flow from continuing operations Total cash flow in discontinued operations <sup>1</sup>	(542)	(578)	(516)	(67)	<b>(16,742)</b> 16,810	<b>(7,632)</b> 1,677
Total cash flow	(542)	(578)	(516)	658	68	(5,955)
Equity free cash flow	1,281	1,048	3,208	3,622	3,466	3,355
Capital expenditure	(1,752)	(1,783)	(3,492)	(3,421)	(3,534)	(3,891)
Key financial ratios						
	кк 2.17	2.46	4.72	3.37	3.01	2.52
5	KK 2.55	1.95	4.30	4.21	2.89	2.83
	KK 1.78	1.28	5.53	5.61	4.19	3.82
5	КК -	-	4.47	2.18	-	7.85
Gross profit margin	% 72.2	70.7	70.9	72.9	74.2	75.3
EBITDA margin	% 40.2	38.4	39.5	39.9	39.4	39.2
Capex-to-revenue ratio	% 14.1	13.5	13.4	13.0	13.5	14.9
Net interest-bearing debt/EBITDA	x 2.2	2.1	2.1	2.0	2.2	3.3
RGUs (end-of-period) ('00	0)					
Landline	1,465	1,628	1,551	1,697	1,840	1,995
Domestic	1,460	1,623	1,546	1,692	1,835	1,990
International	5	5	5	5	5	. 5
Mobile	4,017	3,972	3,967	3,935	3,627	3,611
Domestic	3,880	3,876	3,862	3,849	3,560	3,567
International	137	96	105	86	67	44
Internet	1,767	1,773	1,769	1,775	1,807	1,814
Other networks and data connections	57	62	59	60	64	64
TV	2,211	2,202	2,222	2,158	2,109	2,009
Total RGUs	9,517	9,637	9,568	9,625	9,447	9,493
Domestic dual-play bundles	399	389	395	366	304	213
Domestic triple-play bundles	217	187	202	150	116	86
Employees <sup>2</sup>						
Number of FTEs (end-of-period)	9,058	9,364	9,143	9,816	10,423	11,277
Average number of FTEs	9,116	9,423	9,340	10,106	10,860	11,519

<sup>1</sup> The operations of the following enterprises are presented as discontinued operations: Sunrise (divested in 2010) and Invitel (divested in 2009). Other divestments are included in the respective accounting items during the ownership.
 <sup>2</sup> From Q1 2012, Danish civil servants seconded to external parties are excluded in the calculation of FTEs. At EOP 2011, 156 seconded civil servants were included in the FTE figures.

# **Corporate matters**

# Changes in the organisation and management of TDC

With effect from 1 July 2013, TDC has reorganised certain parts of its Danish operation to reflect a more functional model. With the reorganisation complete, the Company will be in a better position to deliver on its 2013-2015 strategy, which was announced on 6 November 2012. All consumer brands including YouSee are now joined in Consumer to strengthen the multi-brand strategy of TDC and ensure an optimal marketing effect across brands.

A new business unit named Channels has been formed comprising all call centres as well as online departments across the Danish part of the Group.

A number of business areas from YouSee A/S are now organised together with their functional equivalents in TDC A/S especially in Consumer, Operations and Channels. However YouSee A/S will continue as a separate legal entity in order to comply with the company's legal obligations regarding operating cable-TV networks.

As a consequence of the changes, from Q3 2013 onwards, the financial results will be reported for the business units Consumer, Business, Wholesale and Nordic and the cost centre Operations/Channels/HQ.

An agreement has been made that Senior Executive Vice President, TDC A/S, and CEO of YouSee A/S Niels Breining will not continue as CEO of YouSee A/S nor as a member of the Executive Committee of TDC A/S.

In addition, Martin Lippert has resigned as Head of Operations, Group COO and member of the Executive Committee to accept a position outside TDC.

The Board of Directors has decided to appoint:

- Jens Aaløse as Senior Executive Vice President with responsibility for Channels. Jens Aaløse, 46, has a Graduate Diploma in Business Administration (Marketing Management) from Copenhagen Business School. His most recent position as CEO of Danske Licens Spil A/S was preceded by management positions in Dansk Reklame Film A/S and SAS Scandinavian Airlines Danmark A/S
- Peter Trier Schleidt as Senior Executive Vice President with responsibility for Operations and Group COO. Peter Trier Schleidt, 49, has a Master of Science degree in engineering from the Technical University of Denmark. He will be joining TDC from a position as Executive Vice President and Chief IT

Officer at Danske Bank, where he has also previously held a range of management positions. Peter Trier Schleidt will take up the appointment on 1 October 2013 at the latest

Accordingly, TDC A/S' Executive Committee will consist of:

- Carsten Dilling, President and Group CEO
- Pernille Erenbjerg, Senior Executive Vice President and Group CFO
- Anders Jensen, Senior Executive Vice President for Consumer and Group CMO
- Peter Trier Schleidt, Senior Executive Vice President for Operations and Group COO
- Eva Berneke, Senior Executive Vice President for Business
- Jens Munch-Hansen, Senior Executive Vice President for Wholesale and Nordic
- Jens Aaløse, Senior Executive Vice President for Channels
- Miriam Hvidt, Senior Executive Vice President for HR & Stakeholder Relations

At the Annual General Meeting on 7 March 2013, Pieter Knook was elected as a new member of the Board of Directors.

#### **Risk factors**

TDC's Annual Report at 5 February 2013 describes certain risks that could materially and adversely affect TDC's business, financial condition, results of operations and/or cash flows. At the end of H1 2013, TDC expects no significant changes in the risks.

#### **Forward-looking Statements**

This Interim Report may include statements about TDC's expectations, beliefs, plans, objectives, assumptions or future events or performance that are not historical facts and may be forward-looking. These statements are often, but not always, formulated using words or phrases such as "are likely to result", "are expected to", "will continue", "believe", "is anticipated", "estimated", "intends", "expects", "plans", "seeks", "projection" and "outlook" or similar expressions or negatives thereof. These statements involve known and unknown risks, estimates, assumptions and uncertainties that could cause actual results, performance or achievements or industry results to differ materially from those expressed or implied by such forward-looking statements.

Any forward-looking statements are qualified in their entirety by reference to the factors discussed throughout this financial report. The key factors that may have a direct bearing on TDC's results including: the competitive environment and the industry in which TDC operates; contractual obligations in TDC's financing arrangements; developments in competition within the domestic and international communications industry; information technology and operational risks including TDC's responses to change and new technologies; introduction of and demand for new services and products; developments in demand, product mix and prices in the mobile and multimedia services market; research regarding the impact of mobile phones on health; changes in applicable legislation, including but not limited to tax and telecommunications legislation and anti-terror measures; decisions made by the Danish Business Authority; the possibility of being awarded licences; increases in interest rates; the status of important intellectual property rights; exchange-rate fluctuations; global and local economic conditions; investments in and divestment of domestic and foreign companies; and supplier relationships.

As the risk factors referred to in this Report could cause actual results or outcomes to differ materially from those expressed in any forward-looking statements made in this Report, undue reliance is not to be placed on any of these forward-looking statements. New factors will emerge in the future that TDC cannot predict. In addition, TDC cannot assess the impact of each factor on its business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those described in any forward-looking statements.

# Management Statement

#### **Management Statement**

Today, the Board of Directors and the Executive Committee considered and approved the H1 2013 Interim Financial Report of the TDC Group.

The Interim Financial Report, which has neither been audited nor reviewed by the Group's auditor, has been prepared in accordance with IAS 34, Interim Financial Reporting and additional Danish disclosure requirements for listed companies.

In our opinion, the Interim Financial Report provides a true and fair view of the Group's assets, liabilities and financial position at 30 June 2013 as well as the results of operations and cash flows for H1 2013. Furthermore, in our opinion, the Management's Review provides a fair review of the developments in the Group's activities and financial position, and describes the significant risks and uncertainties that may affect the Group.

Pernille Erenbjerg

Eva Berneke

of Business

Jens Aaløse

of Channels

Senior Executive Vice President and Group Chief Financial Officer

Senior Executive Vice President

Copenhagen, 7 August 2013

#### **Executive Committee**

Carsten Dilling President and Group Chief Executive Officer

Anders Jensen Senior Executive Vice President of Consumer and Group Chief Marketing Officer

Jens Munch-Hansen Senior Executive Vice President Senior Executive Vice President of Wholesale and Nordic

Miriam Igelsø Hvidt Senior Executive Vice President of HR and Stakeholder Relations

### **Board of Directors**

Vagn Sørensen <i>Chairman</i>	Pierre Danon <i>Vice Chairman</i>	
Stine Bosse	Pieter Knook	
Angus Porter	Lars Rasmussen	
Søren Thorup Sørensen	Jan Bardino	
Christian A. Christensen	Steen M. Jacobsen	
John Schwartzbach	Hanne Trebbien	
Gert Winkelmann		

### About TDC

TDC is the leading provider of communications services in Denmark with a strong Nordic focus. TDC comprises the business units Consumer, Business, Wholesale and Nordic and the cost centre Operations/Channels/Headquarters.

TDC A/S Teglholmsgade 3 DK-0900 Copenhagen C

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For more information, please contact Flemming Jacobsen, Head of TDC Investor Relations, on +45 6663 7680 or investorrelations@tdc.dk.

# Listing

Shares: NASDAQ OMX Copenhagen. Reuters TDC.CO. Bloomberg TDC DC. Nominal value DKK 1. ISIN DK0060228559.