



eircom Holdings (Ireland) Limited

**Third Quarter and Nine Months to 31 March 2019
Unaudited Results**

29 May 2019

eircom Holdings (Ireland) Limited
Unaudited third quarter and nine months results to 31 March 2019

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Trading highlights for the nine months ended 31 March 2019*

- Revenue of €944 million for the nine months to 31 March 2019 decreased by €11 million or 1% compared to the corresponding prior year period. Growth in voice traffic, data services, and mobile revenue was offset by a reduction in access and managed services revenue.
- Group adjusted EBITDA¹ of €426 million was €42 million or 11% higher than the corresponding prior year period driven by operating cost savings in both pay and non-pay costs.
- Fixed line revenue, before intra-company eliminations, of €709 million decreased by €15 million or 2% compared to the corresponding prior year period. Growth in retail voice traffic, data services, TV and eir sport revenue was offset by lower traditional access, retail broadband and managed services revenue.
- Fixed line adjusted EBITDA¹ of €360 million increased by €31 million or 10% when compared to the corresponding prior year period due to operating cost savings in both pay and non-pay costs.
- The group broadband customer base² at 31 March 2019 was 941,000, an increase of 22,000 or 2% compared to the corresponding prior year period. The retail broadband base of 464,000 increased by 20,000 or 5%, while the wholesale broadband base of 477,000 remained broadly stable, increasing by 2,000 compared to the corresponding prior year period. At 31 March 2019, there were 688,000 customers availing of fibre based high speed broadband services, an increase of 68,000 or 11% compared to the corresponding prior year period.
- Group fixed access paths decreased by 24,000 or 2% compared to the corresponding prior year period; fixed access lines³ reduced by 22,000 while SABB lines reduced by 2,000. The rate of fixed access line losses continues to reduce; fixed line access net losses³ for the twelve months ended 31 March 2018 were 32,000.
- Mobile revenue of €261 million increased by €5 million or 2% compared to the corresponding prior year period. A reduction in prepay and equipment revenue was offset by an increase in postpay and other mobile revenue.
- Mobile EBITDA¹ of €66 million increased by €11 million or 20% compared to the corresponding prior year period due to operating cost savings in both pay and non-pay costs.
- Total mobile customers⁴ were 1,032,000 at 31 March 2019. The postpay customer base of 561,000 increased by 27,000 or 5% year on year bringing the number of customers on postpay contracts to 54%. The prepay base of 471,000 reduced by 48,000 or 9% year on year driven by continued customer migration to postpay and increased market competition.
- Group operating costs⁵ of €313 million reduced by €50 million or 14% compared to the corresponding prior year period.
- Total Full Time Equivalent (FTE) staff were 3,527 at 31 March 2019, an increase of 382 or 12% compared to the corresponding prior year period, driven by insourcing activities.
- Despite continued high levels of capital investment, the Group maintained strong liquidity for the period, with cash on hand of €237 million as at 31 March 2019.

*The figures presented above include amounts relating to the Groups 56% share in Tetra Ireland Communication Limited (“Tetra”). Following the adoption of IFRS 11, Joint Arrangements, Tetra is reported in the financial statements under the equity method as opposed to proportionate consolidation. The management discussion and analysis section of this quarterly report presents results on a management accounting basis and therefore includes the results of the Group’s joint ventures on a proportionate basis, reflected in Group revenue, operating costs and EBITDA.

¹ Adjusted EBITDA is earnings before interest, taxation, amortisation, depreciation, non-cash lease fair value credits, non-cash pension charges, profit on disposal of Property, Plant and Equipment and exceptional items.

² Combined retail and wholesale excluding LLU and line share, including SABB

³ Combined retail and wholesale access line losses including LLU

⁴ Mobile base is a combination of handset subscriptions, machine to machine and mobile broadband subscriptions

⁵ Group operating costs are pay and non-pay costs before non-cash pension charge and lease fair value credits

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KPIs for the nine months ended 31 March 2019 (unaudited)

	As at and for the nine months ended (unaudited)	As at and for the nine months ended (unaudited)	Better/ (Worse) % N1
	31 Mar 2018	31 Mar 2019	
Group Access Paths Base ('000)			
Retail Access Lines	655	653	(0%)
Retail SABB*	34	31	(11%)
Wholesale Access Lines	501	482	(4%)
Wholesale SABB*	155	156	1%
Wholesale LLU**	4	3	(25%)
Total	1,348	1,325	(2%)
<hr/>			
Retail Voice traffic (m minutes year to date)	995	936	-6%
<hr/>			
Broadband Lines ('000)			
Retail	444	464	5%
Wholesale	475	477	0%
Total	919	941	2%
<hr/>			
Mobile Customers ('000)			
Prepay handsets	510	465	(9%)
Prepaid MBB	9	6	(32%)
Total prepaid customer base	519	471	(9%)
Postpay handsets (including M2M)	498	530	6%
Postpaid MBB	36	31	(15%)
Total postpaid customer base	534	561	5%
Total	1,053	1,032	(2%)
<hr/>			
ARPU'S €^{N2 & N3}			
Consumer Blended ARPU	49.0	49.8	2%
WLR PSTN ARPU	16.2	16.5	1%
Bitstream ARPU (including SABB)	15.7	14.9	(5%)
Prepaid ARPU (including MBB)	15.1	15.6	3%
Postpaid ARPU (including MBB/M2M)	33.6	32.4	(4%)
<hr/>			
Closing Headcount	3,145	3,527	(12%)

*SABB - Standalone Broadband

**LLU - Local Loop Unbundled

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Basis of preparation

This financial information has been prepared to make available certain unaudited condensed consolidated financial information to the holders of the group's Senior Secured Notes. Accordingly, the group has not prepared this financial information in accordance with IAS 34 – “Interim Financial Information” and has not carried out an impairment review of the carrying value of goodwill and other non-current assets as at 31 March 2019. In addition, the group has prepared this financial information under the previous revenue recognition standards: ‘IAS 18 Revenue’, etc and will not be preparing financial information under IFRS 15, ‘Revenue from Contracts with Customers’ until the year end 30 June 2019.

This condensed interim financial information has been prepared on the going concern basis, which assumes that eircom Holdings (Ireland) Limited will continue in operational existence for the foreseeable future.

The financial information, as at and for the period ended 31 March 2019, in respect of the group has been prepared using the same accounting policies as applied for the year ended 30 June 2018. For a more complete discussion of our significant accounting policies and other information, including our critical accounting judgements and estimates, this report should be read in conjunction with the financial statements of EHIL for the year ended 30 June 2018.

Reconciliation of statutory financial statements⁽¹⁾ to the results presented in the management discussion and analysis section within this quarterly document

	In the quarter ended 31 March 2018			In the quarter ended 31 March 2019		
	Reported €m	Adjusted €m	Statutory €m	Reported €m	Adjusted €m	Statutory €m
Revenue	317	(5)	312	310	(5)	305
Operating costs excluding non-cash pension charge and fair value lease credits	(180)	3	(177)	(163)	2	(161)
Adjusted EBITDA	137	(2)	135	147	(3)	144
Closing Cash	128	(8)	120	237	(7)	230
	In the nine months ended 31 March 2018			In the nine months ended 31 March 2019		
	Reported €m	Adjusted €m	Statutory €m	Reported €m	Adjusted €m	Statutory €m
Revenue	955	(13)	942	944	(14)	930
Operating costs excluding non-cash pension charge and fair value lease credits	(571)	6	(565)	(518)	6	(512)
Adjusted EBITDA	384	(7)	377	426	(8)	418
Closing Cash	128	(8)	120	237	(7)	230

⁽¹⁾The statutory financial statements are prepared in accordance with IFRS accounting principles and include the results of the group's joint ventures using the equity accounting basis rather than on a proportionate consolidation basis. The management discussion and analysis section of this quarterly report presents results on a management accounting basis and therefore includes the results of the group's joint ventures on a proportionate basis, reflected in group revenue, operating costs and EBITDA.

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Reconciliation of earnings before interest, taxation, amortisation, depreciation, non-cash lease fair value credits, non-cash pension charges, exceptional items and profit on disposal of property, plant and equipment to operating profit

	Third quarter ended March 2018 €m	Third quarter ended March 2019 €m	Nine months ended March 2018 €m	Nine months ended March 2019 €m
Operating profit/(loss)	27	(36)	58	39
Exceptional items	5	81	23	91
Non-cash pension charge	4	4	11	12
Operating profit before non-cash pension charges, exceptional items and profit on disposal of property, plant and equipment	36	49	92	142
Depreciation	75	75	215	215
Amortisation	25	22	75	67
EBITDA before non-cash pension charges, exceptional items and profit on disposal of property, plant and equipment	136	146	382	424
IFRS 3 unfavourable lease fair value adjustment	(1)	(2)	(5)	(6)
Adjusted EBITDA before non-cash lease fair value credits, non-cash pension charges, exceptional items and profit on disposal of property, plant and equipment	135	144	377	418
EBITDA of joint ventures using proportionate consolidation	2	3	7	8
Reported EBITDA* before non-cash lease fair value credits, non-cash pension charges, exceptional items and profit on disposal of property, plant and equipment	137	147	384	426
Reported EBITDA* before non-cash lease fair value credits, non-cash pension charges, exceptional items and profit on disposal of property, plant and equipment is split as follows:				
Fixed line	109	119	329	360
Mobile	28	28	55	66
	137	147	384	426

* Reported EBITDA includes the results of the group's joint ventures on a proportionate basis. The statutory basis includes the results of the group's joint ventures using the equity accounting basis rather than on a proportionate consolidation basis.

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Consolidated Income Statement – unaudited For the third quarter ended 31 March 2019

	31 March 2018	31 March 2019
	€m	€m
Revenue	312	305
Operating costs excluding amortisation, depreciation and exceptional items	(180)	(163)
Amortisation	(25)	(22)
Depreciation	(75)	(75)
Exceptional items	(5)	(81)
Profit on disposal of property, plant and equipment	-	-
Operating profit/(loss)	27	(36)
Finance costs – net	(25)	(24)
Share of profit of joint venture	1	2
Profit/(loss) before tax	3	(58)
Income tax (charge)/credit	(1)	3
Profit/(loss) for the period	2	(55)

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Consolidated Income Statement – unaudited For the nine-month period ended 31 March 2019

	Notes	<u>31 March 2018</u>	<u>31 March 2019</u>
		€m	€m
Revenue	3	942	930
Operating costs excluding amortisation, depreciation and exceptional items		(571)	(518)
Amortisation	3	(75)	(67)
Depreciation	3	(215)	(215)
Exceptional items	3, 4	(23)	(91)
Profit on disposal of property, plant and equipment		-	-
Operating profit	3	58	39
Finance costs – net	5	(75)	(74)
Share of profit of joint venture		4	9
Loss before tax		(13)	(26)
Income tax (charge)/credit	6	(2)	2
Loss for the period		(15)	(24)

Group statement of comprehensive income – unaudited For the nine-month period ended 31 March 2019

	<u>31 March 2018</u>	<u>31 March 2019</u>
	€m	€m
Loss for the financial period attributable to equity holders of the parent	(15)	(24)
Other comprehensive income/(expense):		
<i>Items that will not be reclassified to profit or loss</i>		
Defined benefit pension scheme remeasurement gains/(losses):		
- Remeasurement gain/(loss) in period	154	(75)
- Tax on defined benefit pension scheme remeasurement (gains)/losses	(19)	9
	135	(66)
<i>Items that may be reclassified subsequently to profit or loss</i>		
Net changes in cash flow hedge reserve:		
- Fair value loss/(gain) in period	(2)	1
- Transfer to income statement	(1)	-
	(3)	1
Other comprehensive income/(expense), net of tax	132	(65)
Total comprehensive income/(expense) for the financial period	117	(89)

The accompanying notes form an integral part of the condensed interim financial information.

eircom Holdings (Ireland) Limited

Consolidated Balance Sheet – unaudited As at 31 March 2019

	Notes	30 June 2018	31 March 2019
		€m	€m
Assets			
Non-current assets			
Goodwill		212	212
Other intangible assets		312	257
Property, plant and equipment		1,400	1,358
Investment in joint venture		-	2
Deferred tax assets		2	2
Other assets		13	13
		1,939	1,844
Current assets			
Inventories		11	16
Trade and other receivables	7	195	229
Restricted cash		5	23
Cash and cash equivalents		197	230
		408	498
Total assets		2,347	2,342
Liabilities			
Non-current liabilities			
Borrowings	8	2,244	2,251
Derivative financial instruments		1	-
Trade and other payables		110	97
Deferred tax liabilities		63	42
Retirement benefit liability	9	23	116
Provisions for other liabilities and charges	10	104	171
		2,545	2,677
Current liabilities			
Derivative financial instruments		1	1
Trade and other payables		485	439
Current tax liabilities		3	6
Provisions for other liabilities and charges	10	37	32
		526	478
Total liabilities		3,071	3,155
Equity			
Equity share capital		-	-
Capital contribution		62	62
Cash flow hedging reserve		(2)	(1)
Retained loss		(784)	(874)
Total equity		(724)	(813)
Total liabilities and equity		2,347	2,342

The accompanying notes form an integral part of the condensed interim financial information.

eircom Holdings (Ireland) Limited

Consolidated cash flow statement – unaudited For the third quarter ended 31 March 2019

	Notes	31 March 2018	31 March 2019
		€m	€m
Cash flows from operating activities			
Cash generated from operations	11	94	108
Interest paid		(15)	(13)
Income tax paid		(4)	(1)
Net cash generated from operating activities		75	94
Cash flows from investing activities			
Purchase of property, plant and equipment (PPE)		(70)	(70)
Purchase of intangible assets		(17)	(13)
Net cash used in investing activities		(87)	(83)
Cash flows from financing activities			
Net cash used in financing activities		-	-
Net (decrease)/increase in cash, cash equivalents and bank overdrafts		(12)	11
Cash, cash equivalents and bank overdrafts at beginning of period		132	219
Cash, cash equivalents and bank overdrafts at end of period		120	230

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Consolidated cash flow statement – unaudited For the nine-month period ended 31 March 2019

	Notes	<u>31 March 2018</u>	<u>31 March 2019</u>
		€m	€m
Cash flows from operating activities			
Cash generated from operations	11	292	306
Interest paid		(61)	(57)
Income tax paid		(8)	(6)
Net cash generated from operating activities		223	243
Cash flows from investing activities			
Purchase of property, plant and equipment (PPE)		(209)	(177)
Purchase of intangible assets		(51)	(22)
Dividend received from joint arrangement		3	7
Restricted cash		13	(18)
Net cash used in investing activities		(244)	(210)
Cash flows from financing activities			
Dividends paid to equity shareholders		(1)	-
Net cash used in financing activities		(1)	-
Net (decrease)/increase in cash, cash equivalents and bank overdrafts		(22)	33
Cash, cash equivalents and bank overdrafts at beginning of period		142	197
Cash, cash equivalents and bank overdrafts at end of period		120	230

The accompanying notes form an integral part of the condensed interim financial information.

eircom Holdings (Ireland) Limited

Consolidated statement of changes in shareholders' equity – unaudited For the nine-month period ended 31 March 2019

	Equity share capital €m	Capital contribution €m	Cash flow hedging reserve €m	Retained loss €m	Total equity €m
Balance at 30 June 2017	-	54	2	(958)	(902)
Loss for the period	-	-	-	(15)	(15)
Defined benefit pension scheme remeasurement gain	-	-	-	154	154
Tax on defined benefit pension scheme remeasurement gain	-	-	-	(19)	(19)
Cash flow hedges:					
- Fair value loss in year	-	-	(2)	-	(2)
- Transfer to income statement	-	-	(1)	-	(1)
Total comprehensive (expense)/income	-	-	(3)	120	117
Capital contribution in respect of MIP equity value event	-	6	-	-	6
Dividends relating to equity shareholders	-	-	-	(1)	(1)
Balance at 31 March 2018	-	60	(1)	(839)	(780)
Balance at 30 June 2018	-	62	(2)	(784)	(724)
Loss for the period	-	-	-	(24)	(24)
Defined benefit pension scheme remeasurement loss	-	-	-	(75)	(75)
Tax on defined benefit pension scheme remeasurement loss	-	-	-	9	9
Cash flow hedges:					
- Fair value gain in year	-	-	1	-	1
Total comprehensive income/(expense)	-	-	1	(90)	(89)
Balance at 31 March 2019	-	62	(1)	(874)	(813)

The accompanying notes form an integral part of the condensed interim financial information.

eircom Holdings (Ireland) Limited

Selected notes to the condensed interim financial information – unaudited

1. General information

eircom Holdings (Ireland) Limited ("the company" or "EHIL") and its subsidiaries together ("the group" or "eircom Holdings (Ireland) Limited group" or "EHIL Group"), provide fixed line and mobile telecommunications services in Ireland.

This condensed consolidated interim financial information was approved for issue on 29 May 2019.

2. Basis of preparation

This financial information has been prepared to make available certain unaudited condensed consolidated financial information to the holders of the group's Senior Secured Notes. Accordingly, the group has not prepared this financial information in accordance with IAS 34 – "Interim Financial Information" and has not carried out an impairment review of the carrying value of goodwill and other non-current assets as at 31 March 2019. In addition, the group has prepared this financial information under the previous revenue recognition standards: 'IAS 18 Revenue', etc and will not be preparing financial information under IFRS 15, 'Revenue from Contracts with Customers' until the year end 30 June 2019.

This condensed interim financial information has been prepared on the going concern basis, which assumes that eircom Holdings (Ireland) Limited will continue in operational existence for the foreseeable future.

The financial information, as at and for the period ended 31 March 2019, in respect of the group has been prepared using the same accounting policies as applied for the year ended 30 June 2018. For a more complete discussion of our significant accounting policies and other information, including our critical accounting judgements and estimates, this report should be read in conjunction with the financial statements of EHIL for the year ended 30 June 2018.

3. Segment information

The group provides communications services, principally in Ireland. The group is organised into two main operating segments: fixed line and mobile.

The segment results for the nine-month period ended 31 March 2019 are as follows:

	Fixed line €m	Mobile €m	Inter-segment €m	Reported* €m	Adjusted €m	Statutory* €m
Revenue	709	261	(26)	944	(14)	930
EBITDA **	360	66	-	426	(8)	418
Non-cash lease fair value credits	6	-	-	6	-	6
Non-cash pension charges	(12)	-	-	(12)	-	(12)
Amortisation	(52)	(15)	-	(67)	-	(67)
Depreciation	(191)	(22)	-	(213)	(2)	(215)
Exceptional items	(97)	6	-	(91)	-	(91)
Operating profit	14	35	-	49	(10)	39

The segment results for the nine-month period ended 31 March 2018 are as follows:

	Fixed line €m	Mobile €m	Inter-segment €m	Reported* €m	Adjusted €m	Statutory* €m
Revenue	724	256	(25)	955	(13)	942
EBITDA **	329	55	-	384	(7)	377
Non-cash lease fair value credits	5	-	-	5	-	5
Non-cash pension charges	(11)	-	-	(11)	-	(11)
Amortisation	(59)	(16)	-	(75)	-	(75)
Depreciation	(196)	(22)	-	(218)	3	(215)
Exceptional items	(23)	-	-	(23)	-	(23)
Operating profit	45	17	-	62	(4)	58

* Reported EBITDA includes the results of the group's joint ventures on a proportionate basis. The statutory basis includes the results of the group's joint ventures using the equity accounting basis rather than on a proportionate consolidation basis.

** EBITDA is earnings before interest, taxation, amortisation, depreciation, non-cash lease fair value credits, non-cash pension charges, exceptional items and profit on disposal of property, plant and equipment.

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Selected notes to the condensed interim financial information – unaudited (continued)

4. Exceptional items

	31 March 2018	31 March 2019
	€m	€m
Restructuring programme costs	4	1
Management incentive plan	6	-
Transaction related and strategic review costs	12	-
Onerous lease contracts	-	80
Group re-organisation costs	-	5
Other exceptional costs	1	5
	<u>23</u>	<u>91</u>

The group has adopted an income statement format which seeks to highlight significant items within group results for the period. The group believe that this presentation provides additional analysis as it highlights significant or one-off items. Judgement is used by the group in assessing the particular items, which by virtue of their scale and nature are disclosed in the group income statement and related notes as exceptional items.

Restructuring programme costs

The group included an exceptional charge of €1 million for restructuring programme costs in respect of staff exits in the period ended 31 March 2019 (31 March 2018: €4 million). The exceptional charge of €1 million at 31 March 2019 (31 March 2018: €4 million) is an IAS 19 (Revised) defined benefit pension charge in relation to past service costs.

Management incentive plan

During the period ended 31 March 2018, the group recognised a charge of €6 million in its income statement, with a corresponding increase in equity, in respect of contractual rights under the MIP awarded by the holding company, eircom Holdco S.A., to the group's employees, for which the group has no obligation to make any payment.

Transaction related and strategic review costs

The group recognised an exceptional charge of €12 million for costs incurred by the group, in connection with the acquisition by NJJ Telecom Europe ("NJJ"), alongside Iliad SA ("Iliad"), to acquire a major stake in the eir group, and for strategic review and other project related costs incurred in the period ended 31 March 2018.

Onerous lease contracts

During the period ended 31 March 2019, the group recognised an exceptional charge of €80 million in respect of onerous contracts on its leasehold properties. The group no longer requires these properties as a result of the rationalisation of the group's accommodation requirements and provision has been made in respect of the estimated cash flow required to meet the future lease payments net of any sub-lease income for these leases.

Group re-organisation costs

The group included an exceptional charge of €5 million for re-organisation costs in the period ended 31 March 2019.

Other exceptional costs

During the period ended 31 March 2019, the group recognised an exceptional charge of €5 million in respect of legal related matters.

During the period ended 31 March 2018, the group recognised an exceptional charge of €1 million for the deferred consideration arrangement following the acquisition of a subsidiary undertaking in April 2016.

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Selected notes to the condensed interim financial information – unaudited (continued)

5. Finance costs – net

	31 March 2018	31 March 2019
	€m	€m
(a) Finance costs:		
Interest payable on bank loans and other debts	69	64
Interest amortisation on non-current borrowings	4	5
Net interest cost on net pension liability	4	1
Amortisation of debt issue costs and debt modification fees	2	2
Other unwinding of discount	1	2
Amortisation of ‘Cash Flow Hedge Reserve’ derivatives	(1)	-
Fair value movements on derivatives not qualifying for hedge accounting	(4)	-
	<u>75</u>	<u>74</u>
(b) Finance income:		
Interest income	-	-
	<u>-</u>	<u>-</u>
Finance costs – net	<u>75</u>	<u>74</u>

6. Income tax charge

The tax on the group’s loss before tax differs from the theoretical amount that would arise using the weighted average tax rate applicable to the loss the group as follows: -

	31 March 2018	31 March 2019
	€m	€m
Loss before tax	(13)	(26)
Tax calculated at Irish standard tax rate of 12.5%	(2)	(3)
<i>Effects of:-</i>		
Non-deductible expenses	5	2
Income taxable at higher rate	1	-
Utilisation of losses carried forward	(1)	(1)
Adjustments in respect of prior periods	(1)	-
Tax charge/(credit) for the period	<u>2</u>	<u>(2)</u>

7. Trade and other receivables

During the period ended 31 March 2019, the group recognised a provision for impaired receivables of €6 million (31 March 2018: €6 million), reversed provisions for impaired receivables of €Nil (31 March 2018: €Nil) and utilised provisions for impaired receivables of €4 million (31 March 2018: €7 million). The creation and reversal of provisions for impaired receivables have been included in “operating costs” in the income statement.

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Selected notes to the condensed interim financial information – unaudited (continued)

8. Borrowings

The maturity profile of the carrying amount of the group's borrowings is set out below.

	Within 1 Year €m	Between 1 & 2 Years €m	Between 2 & 5 Years €m	After 5 Years €m	Total €m
<u>As at 31 March 2019</u>					
Bank borrowings (Facility B)	-	-	-	1,600	1,600
Unamortised fair value difference on borrowings	-	-	-	(34)	(34)
Debt modification fees	-	-	-	(10)	(10)
	-	-	-	1,556	1,556
4.5% Senior Secured Notes due 2022	-	-	700	-	700
Debt issue costs	-	-	(5)	-	(5)
	-	-	695	-	695
	-	-	695	1,556	2,251
<u>As at 30 June 2018</u>					
Bank borrowings (Facility B)	-	-	-	1,600	1,600
Unamortised fair value difference on borrowings	-	-	-	(39)	(39)
Debt modification fees	-	-	-	(11)	(11)
	-	-	-	1,550	1,550
4.5% Senior Secured Notes due 2022	-	-	700	-	700
Debt issue costs	-	-	(6)	-	(6)
	-	-	694	-	694
	-	-	694	1,550	2,244

At 31 March 2019, the group has Senior Bank borrowings of €1,600 million with a maturity date of 19 April 2024 and 4.5% Senior Secured Notes of €700 million with a maturity date of 31 May 2022.

The borrowings under the Senior Facilities Agreement were recognised initially in accordance with IAS 39 at their fair value on the date of recognition, 11 June 2012, which was estimated to be 77% of the par value of the liability. The difference between the fair value on initial recognition and the amount that was payable on the maturity date is being amortised over the expected life of the borrowings through finance costs in the income statement using the effective interest method under IAS 39. The remaining unamortised amount at 31 March 2019 was €34 million.

Interest accrued on borrowings at 31 March 2019 is €13 million (30 June 2018: €6 million). This is included in trade and other payables.

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Selected notes to the condensed interim financial information – unaudited (continued)

9. Pensions

The group's pension commitments are funded through separately administered Superannuation Schemes and are principally of a defined benefit nature. The group undertakes a full review of the retirement benefit liability at each quarter end in accordance with IAS 19 (Revised). The balance sheet presented as at 31 March 2019 reflects the IAS 19 (Revised) deficit of €116 million as at 31 March 2019.

Pension scheme obligation

The status of the principal scheme at 31 March 2019 is as follows:

	30 June 2018	31 March 2019
	€m	€m
Present value of funded obligations	4,311	4,411
Fair value of scheme assets	(4,288)	(4,295)
Liability recognised in the Balance Sheet	23	116

Assumptions of actuarial calculations

The main financial assumptions used in the valuations were:

	At 30	At 31
	June 2018	March 2019
Rate of increase in salaries	1.65%	1.30%
Rate of increase in pensions in payment	1.65%	1.30%
Discount rate	2.10%	1.60%
Inflation assumption	1.85%	1.50%
Mortality assumptions – Pensions in payment – Implied life expectancy for 65 year old male	87 years	87 years
Mortality assumptions – Pensions in payment – Implied life expectancy for 65 year old female	89 years	89 years
Mortality assumptions – Future retirements – Implied life expectancy for 65 year old male	90 years	90 years
Mortality assumptions – Future retirements – Implied life expectancy for 65 year old female	91 years	91 years

The above assumptions reflect the imposition of a cap on the increases in pensionable pay to the lower of CPI, salary inflation or agreed fixed annual rates.

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Selected notes to the condensed interim financial information – unaudited (continued)

10. Provisions for other liabilities and charges

	TIS Annuity Scheme €m	Restructuring Costs €m	Onerous Contracts €m	Asset Retirement Obligations €m	Deferred consideration €m	Other €m	Total €m
At 30 June 2018	11	9	32	52	3	34	141
Charged to consolidated income statement:							
- Additional provisions	-	1	80	-	-	3	84
- Unused amounts reversed	-	(1)	-	-	-	-	(1)
- Unwinding of discount	-	-	1	-	-	-	1
Transfer to receivables	-	-	-	-	-	3	3
Increase in provision capitalised as asset retirement obligation	-	-	-	1	-	-	1
Utilised in the financial period	(2)	(8)	(12)	-	(3)	(1)	(26)
At 31 March 2019	9	1	101	53	-	39	203

Provisions have been analysed between non-current and current as follows:

	30 June 2018 €m	31 March 2019 €m
Non-current	104	171
Current	37	32
	141	203

11. Cash generated from operations

	31 March 2018 €m	31 March 2019 €m
Loss after tax	(15)	(24)
Add back:		
Income tax charge/(credit)	2	(2)
Share of profit of joint venture	(4)	(9)
Finance costs – net	75	74
Operating profit	58	39
Adjustments for:		
- Depreciation and amortisation	290	282
- Non-cash lease fair value credits	(5)	(6)
- Non cash retirement benefit charges	11	12
- Restructuring programme costs	4	1
- Non cash exceptional items	11	85
- Other non cash movements in provisions	2	2
Cash flows relating to restructuring, onerous contracts and other provisions	(38)	(88)
Cash flows relating to construction contracts	(1)	-
Changes in working capital		
Inventories	2	(5)
Trade and other receivables	(24)	(31)
Trade and other payables	(18)	15
Cash generated from operations	292	306

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Selected notes to the condensed interim financial information – unaudited (continued)

12. Post Balance Sheet Events

During May 2019, subsequent to the balance sheet date, the group issued €750 million in Senior Secured Notes with a maturity date of 15 May 2026. The Notes rank equally in priority of payment with the existing borrowings subject to the Senior Facilities Agreement. The Notes are subject to fixed rate cash-pay interest at 3.50% payable in semi-annual instalments in May and November each year. The group will use most of the proceeds of the €750 million to fully repay the €700 million 4.50% Senior Secured Notes with a maturity date of 31 May 2022.

In addition, during May 2019 the group entered into new Facility B borrowings of €400 million under the existing Senior Facilities Agreement, with a maturity date in May 2026. The group will use €200 million of the proceeds to prepay existing Facility B borrowings with a maturity in April 2024. The new Facility borrowings are subject to cash-pay interest at the same rate as the existing borrowings. The group also agreed an extension of €945 million of its existing Facility B borrowings to May 2026. These extended facilities will not be subject to prepayment under the refinancing above.

Separately, in May 2019 a shareholder distribution of €400 million was approved by the Board.

There have been no other significant events affecting the group since the period ended 31 March 2019.

13. Contingent liabilities

There have been no material changes in our contingent liabilities since the publication of the financial statements of EHIL in the bondholder's report for the year ended 30 June 2018.

14. Guarantees

There have been no material changes in our credit guarantees and in derivatives since the publication of the financial statements of EHIL in the bondholder's report for the year ended 30 June 2018.

15. Seasonality

Fixed line

The group does not believe that seasonality has a material impact on our fixed line business.

Mobile

The group's mobile business tends to experience an increase in sales volumes in the weeks approaching Christmas due to the seasonal nature of its retail business. The group's mobile business experiences significant postpay and prepay subscriber growth and related costs of handset subsidies and commissions in November and December. Visitor roaming revenues are also seasonally significant because Ireland is a popular tourist destination during the summer months.

16. Commitments

Operating lease commitments

The group's operating lease contractual obligations and commitment payments were €276 million at 31 March 2019 (30 June 2018: €296 million). The payments due on operating leases are in respect of lease agreements in respect of properties, vehicles, plant and equipment for which the payments extend over a number of years.

Capital commitments

The group's capital contractual obligations and commitment payments were €36 million at 31 March 2019 (30 June 2018: €20 million).

17. Related party transactions

There have been no material changes in our related party transactions since the publication of the financial statements of EHIL in the bondholder's report for the year ended 30 June 2018.

Management discussion and analysis on results of operations for the nine months ended 31 March 2019

The amounts and commentary presented in the management discussion below include the results of the group's joint venture in Tetra Ireland Communications Limited ("Tetra") on a proportionate consolidation basis. In accordance with IFRS 11 'Joint Arrangements' the EHIL consolidated financial statements for the nine months ended 31 March 2019 applies the equity method of accounting for the investment in Tetra.

Certain comparative figures have been re-grouped and re-stated where necessary on the same basis as those for the current financial quarter.

Revenue

The following table shows a segmental split of revenues for the period from our fixed line and mobile businesses:

	For the nine months ended		% Change 2018/2019
	Mar 31, 2018 (unaudited)	Mar 31, 2019 (unaudited)	
	€m	€m	
Fixed line services and other revenue	724	709	(2)
Mobile services revenue	256	261	2
Total segmental revenue	980	970	(1)
Intracompany eliminations	(25)	(26)	2
Total revenue	955	944	(1)

Reported group revenue of €944 million for the nine months ended 31 March 2019 decreased by 11 million or 1% when compared to the corresponding prior year period. The decrease in fixed line revenue of 2% was mainly driven by a reduction in access and managed services revenues, partly offset by increases in voice traffic and data services. The mobile revenue increase of 2% was driven by an increase in postpay and other revenue due to a move to direct handset purchasing affecting revenue and cost of sales, partially offset by timing of equipment investment and a decline in prepay revenue.

Fixed line services and other revenue

The following table shows revenue from the fixed line segment, analysed by major products and services, and the percentage change for each category, for the periods indicated:

	For the nine months ended		% Change 2018/2019
	Mar 31, 2018 (unaudited)	Mar 31, 2019 (unaudited)	
	€m	€ m	
Access (Rental and Connections)	360	340	(6)
Voice Traffic (including Foreign Inpayments)	164	171	5
Data Services	73	74	2
Other Products and Services	127	124	(3)
Total fixed line services and other revenue	724	709	(2)

Total fixed line services and other revenues, before intra-company eliminations, for the nine months ended 31 March 2019 of €709 million decreased by €15 million or 2% compared to the corresponding prior year period. The decrease was driven by a decline in access revenue of 6%, as well as a decrease in other products and services revenue of 3% when compared to the corresponding prior year period. The decrease in access related to a decrease in access lines coupled with a reduction in retail broadband revenues as a result of pricing promotions and bundling. These declines were partly offset by an increase in voice traffic revenue of 5%, and an increase in data services revenue of 2%.

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Access (rental and connections)

The following table shows rental, connection and other charges and the percentage changes for the periods indicated:

	For the nine months ended		% Change 2018/2019
	Mar 31, 2018 (unaudited) €m	Mar 31, 2019 (unaudited) €m	
Total access revenue			
Retail PSTN/ISDN rental and connection	146	143	(2)
Wholesale PSTN/ISDN/LLU rental and connection	82	80	(2)
Broadband rental and connection	132	117	(11)
Total access revenue	360	340	(6)
Access paths	(‘000)	(‘000)	
Retail Access Lines	655	653	-
Wholesale Access Lines	501	482	(4)
Wholesale LLU	4	3	(25)
SABB	189	187	(1)
Total PSTN/ISDN/LLU/SABB	1,349	1,325	(2)
Broadband and Bitstream customers	(‘000)	(‘000)	
Retail Broadband	444	464	5
Wholesale Broadband	475	477	-
Total Broadband (including SABB)	919	941	2

Access revenues for the nine months ended 31 March 2019 of €340 million decreased by €20 million or 6% compared to the corresponding prior year period. The decline was driven by an 11% decrease in broadband revenues due to price promotions and bundling.

Retail line rental and connection revenues for the nine months of €143 million decreased by €3 million or 2%, compared to the corresponding prior year period, mainly due to continuing declines in PSTN and ISDN lines. Retail access lines of 653,000 at 31 March 2019 remained broadly stable compared to the corresponding prior year period.

Wholesale line rental and connection revenues for the nine months of €80 million decreased by €2 million or 2% compared to the corresponding prior year period. Wholesale access lines of 482,000 at 31 March 2019 declined by 4% year on year when compared to the corresponding prior year period.

Broadband revenue for the nine months to 31 March 2019 of €117 million decreased by 11% compared to the corresponding prior year period. The wholesale broadband base of 477,000 increased by 2,000 year on year, while the retail broadband base of 464,000 increased by 5% or 20,000 year on year, when compared to the corresponding prior year period.

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Traffic

The following table shows total traffic revenue and volumes and the percentage changes for the periods indicated:

	For the nine months ended		
	Mar 31, 2018	Mar 31, 2019	% Change 2018/2019
	(unaudited)	(unaudited)	
	€m	€m	
Revenue			
Retail traffic	116	126	9
Wholesale traffic (including Foreign Inpayments)	48	45	(6)
Total traffic revenue	164	171	5
	(in millions of minutes, except percentages)		
Traffic			
Retail	995	936	(6)
Wholesale (including Foreign Traffic Minutes)	2,953	2,610	(12)
Total traffic minutes	3,948	3,546	(10)

Overall Group traffic revenue of €171 million increased by 5% in the nine months to 31 March 2019 compared to the corresponding prior year period, driven by retail price increases introduced in the 2018 financial year.

Data communications

The following table shows information relating to revenue from data communications products and services and the percentage change for the periods indicated:

	For the nine months ended		
	Mar 31, 2018	Mar 31, 2019	% Change 2018/2019
	(unaudited)	(unaudited)	
	€m	€m	
Data services revenue			
Leased lines	38	44	16
Switched data services	12	6	(52)
Next generation data services	23	24	6
Total data services revenue	73	74	2

Total data communications revenue of €74 million increased by 2% in the nine months ended 31 March 2019 compared to the corresponding prior year period. A €6 million revenue decrease in switched data services was offset by a €6 million increase in leased line revenue and a €1 million increase in next generation data services revenue, reflecting the shift from legacy products to next generation services.

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Other products and services

Other products and services revenue includes our 56% share of revenue from Tetra, eir sports, our operations in UK/NI, operator services, managed services, data centres and other revenue.

The following table shows information relating to revenue from other products and services, and the percentage change for the periods indicated:

	For the nine months ended		
	Mar 31,	Mar 31,	%
	2018	2019	Change
	(unaudited)	(unaudited)	2018/2019
	€ m	€ m	
Operator services	6	4	(30)
Managed services and solutions	36	35	(4)
Tetra	15	17	7
UK	22	19	(13)
Data centre	7	6	(5)
Other revenue	41	43	4
Other products and services revenue	127	124	(3)

Revenue from other products and services for the nine months ended 31 March 2019 decreased by 3% or €3 million compared to the corresponding prior year period. Operator Services revenue decreased by 30% as a result of reduced calls to our 11811 directory enquiries service. Managed services revenue decreased by 4% due to a reduction in low margin revenue related to eir Business. Tetra revenue of €17 million increased by 7% year on year. UK revenue decreased by 13% compared to the prior year period. Data centre revenues decreased by 5% compared to the prior year period. Other revenue increased by 4% compared to the prior year period, driven by revenue growth in eir sport and TV of 13% and 10% respectively compared to the prior year period.

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Mobile services revenue

The following table shows revenue from Mobile services, analysed by major products and services:

	For the nine months ended		
	Mar 31, 2018 (unaudited)	Mar 31, 2019 (unaudited)	% Change 2018/2019
Mobile services revenue	€m	€m	
Prepay handset revenue	73	69	(6)
Postpay handset revenue (incl. M2M)	150	155	3
Mobile broadband revenue	8	7	(9)
Roaming revenue	6	6	14
Other mobile revenue	19	24	21
Total mobile services revenue	256	261	2
Total subscribers	'000	'000	
Prepay handset customers	510	465	(9)
Postpay handset customers (incl. M2M)	498	530	6
Mobile broadband customers	45	37	(19)
Of which are prepay customers	9	6	(32)
Of which are postpay customers	36	31	(15)
Total subscribers	1,053	1,032	(2)

Mobile services revenue comprises prepay and postpay revenues including interconnect, mobile broadband and machine to machine. Other revenue is derived mainly from device sales and wholesale foreign roaming revenue.

Reported mobile revenue of €261 million for the nine months ended 31 March 2019 increased by 2% when compared to the corresponding prior year period.

Reported postpay handset revenue increased by 3% or €5 million, mainly due to a year on year increase in postpay handset (including M2M) subscribers of 32,000 or 6%. Reported prepay handset revenue declined by 6% or €4 million when compared to the corresponding prior year period. The decline in prepay handset revenues was mainly due to a decline in prepay handset customers of 45,000 or 9% as a result of subscriber migration to postpay as well as increased market competition and changes in pricing propositions at the beginning of the 2018 financial year.

At 31 March 2019 there were 1,032,000 total mobile subscribers. While the overall base reduced by 21,000 compared to the prior year period, the mix of customers has continued to improve. The proportion of postpay customers (including mobile broadband and M2M) within our base has increased from 51% at 31 March 2018 to 54% at 31 March 2019, representing an increase of 27,000 net additional postpay subscribers (including mobile broadband and M2M).

Mobile broadband revenue decreased by 9% or €2 million, driven by the decline in the mobile broadband base of 8,000 or 19%.

Other mobile revenue increased by 21% or €5 million, driven by a decision to purchase handsets directly from manufacturers over an intermediary, resulting in an uplift in revenue and cost of sales in the nine month period of financial year 2019.

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Operating costs before amortisation, depreciation and exceptional items

The following table shows information relating to our operating costs before amortisation, depreciation, and exceptional items, and the percentage change for the periods indicated.

	For the nine months ended		% Change 2018/2019
	Mar 31, 2018 (unaudited)	Mar 31, 2019 (unaudited)	
	€m	€m	
Cost of sales			
Foreign outpayments	9	8	(11)
Interconnect	60	54	(9)
Equipment cost of sales	56	47	(16)
Other including subsidiaries and new business	82	96	17
Total cost of sales	207	205	(1)
Pay costs			
Wages and salaries and other staff costs	171	132	(23)
Social welfare costs	9	7	(18)
Pension cash costs—defined contribution plans	4	2	(46)
Pension cash costs—defined benefit plans	11	10	(9)
Pay costs before non-cash pension charge and capitalisation	195	151	(25)
Capitalised labour	(54)	(38)	(30)
Total pay costs before non-cash pension charge	141	113	(20)
Non pay costs			
Materials and services	13	15	20
Other network costs	13	13	1
Accommodation	68	70	1
Sales and marketing	52	45	(13)
Bad debts	6	6	(1)
Transport and travel	8	7	(10)
Customer services	28	19	(32)
Insurance and compensation	3	3	-
Professional and regulatory fees	6	5	(30)
IT costs	20	13	(33)
Other non-pay costs	6	4	(27)
Total non-pay costs	223	200	(10)
Operating costs before non-cash pension charge, amortisation, depreciation, and exceptional items	571	518	(9)
Non cash pension charge/(credit)	11	12	9
Non cash fair value lease credits	(5)	(6)	20
Operating costs before, amortisation, depreciation, and exceptional items	577	524	(9)

Total operating costs, before non-cash pension charge, non-cash lease fair value credits, amortisation, depreciation and exceptional items, for the nine months ended 31 March 2019 decreased by 9% compared with the corresponding prior year period.

Cost of Sales

Cost of sales decreased by 1% compared to the corresponding prior year period. Movements include:

- Foreign outpayments and Interconnect payments to other telecommunications operators decreased by 11% and 9% respectively compared to the prior year, partly driven by decreased traffic and partly by reduced international roaming costs driven by changes to EU roaming rates.
- Equipment costs of sales decreased by 16% when compared to prior year due to seasonal timing of commercial investment in mobile.
- Other cost of sales were 17% higher compared to the prior year, driven mainly by direct handset purchasing and increased content costs.

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Pay costs

Pay costs before non-cash pension charges for the nine months ended 31 March 2019 decreased by 20% or €28 million compared to the corresponding prior year period. The reductions are mainly due to a combination of lower contractor costs and savings from the voluntary redundancy programme launched in the prior year. This was partially offset by pay costs associated with the insourcing of staff. FTE headcount at 31 March 2019 was 3,527 FTE, representing a net increase of 382 FTE compared to 31 March 2018 due to insourcing activities.

Non-pay costs

Non-pay costs for the nine months ended 31 March 2019 decreased by 10% or €23 million compared to the corresponding prior year period. Key year on year movements include:

- Customer Service costs decreased by €9 million or 32% driven by the impact of restructuring and insourcing.
- IT costs decreased by €7 million or 33% due to reduced spend on IT software driven by simplification.
- Sales and Marketing costs decreased by €7 million or 13%, partially due to the move away from agency-led marketing to a direct media buying approach, and partially due to insourcing of some sales functions.
- Professional and regulatory fees decreased by €1 million or 30% due to lower consultancy costs driven by simplification.
- Materials and Services costs increased by €2 million or 20% driven by timing of commercial expenditure.
- Accommodation costs increased by €2 million or 3% primarily due to increased property rent and rate costs.

The remaining non-pay costs for the nine months ended 31 March 2019 were broadly in line with the corresponding prior year period.

Non-cash pension charge/ (credit)

The non-cash pension charge represents the difference between the amount of cash contributions that the company has agreed to make to the fund during the period, on an accruals basis, and the accounting charges recognised in operating profit in accordance with IAS 19 (Revised). The IAS 19 (Revised) accounting charge is not aligned with the principles that the company applies in measuring its EBITDA. Therefore the non-cash pension charge is included as an adjustment in the reconciliation of EBITDA to operating profit.

Non-cash lease fair value credits

The non-cash lease fair value credit included in the income statement during the period is in respect of the unfavourable lease fair value adjustment which arose on acquisition of eircom Limited. At the date of acquisition, the group was required to recognise a liability for the difference between the amount of future rental payments that had been contractually committed to and the market rent that would have been payable if those contracts had been entered into at that date. The liability is released as a credit to the income statement over the period of the relevant leases. The IFRS accounting treatment is not aligned with the principles that the company applies in measuring its EBITDA. Therefore an adjustment for the non-cash fair value credit is included in the reconciliation of EBITDA to operating profit.

Amortisation

Amortisation charges for the nine-month period ended 31 March 2019 were €67 million, €8 million lower than the prior year period, due to lower amortisation on computer software (€5 million) and customer relationships (€3 million) been fully amortised in the prior year ended 30 June 2018.

Depreciation of property, plant and equipment

The depreciation charges for the nine-month period ended 31 March 2019 were €213 million, which is €5 million lower than the prior year charge for the same period of €218 million. The decrease in depreciation is mainly due to the review of the economic lives and residual values of assets which resulted in an increase in the asset lives of certain network assets (Tetra). The effect of the changes in the income statement for the period ended 31 March 2019 was a decrease in the depreciation charge of €5 million.

Exceptional costs

The exceptional charges in the nine-month period ended 31 March 2019 of €91 million includes €80 million for onerous contracts on leasehold properties, €5 million for group re-organisation costs, €5 million for certain legal matters and €1 million for restructuring programme costs for IAS 19 (Revised) defined benefit pension past service costs on staff exits.

The €80 million exceptional charge for onerous contracts on leasehold properties is a result of the rationalisation of the group's accommodation requirements in the period with the group no longer requiring the HSQ property. Provision has been made in respect of the estimated cash flow required to meet the future lease payments net of any sub-lease income for this lease.

The exceptional charges in the nine-month period ended 31 March 2018 of €23 million includes €12 million for transaction related costs, €4 million for restructuring programme costs, €6 million for the management incentive plan ("MIP") and €1 million for the deferred consideration arrangement following the acquisition of a subsidiary undertaking in April 2016. The €12 million transaction related costs were mainly incurred by the group, in connection with the acquisition by NJJ Telecom Europe ("NJJ"), alongside Iliad SA ("Iliad"), to acquire a major stake in the eir group, and for other strategic project related costs. The restructuring programme costs of €4 million are in relation to IAS 19 (Revised) defined benefit pension past service costs on staff exits.

Finance costs (net)

The group's net finance costs for the nine-month period ended 31 March 2019 of €74 million were more or less in line with the prior year corresponding period of €75 million. The lower interest costs on bank borrowings and pension liability in the current period offsets the prior year credits on derivatives not qualifying for hedge accounting.

Taxation

The tax credit for the nine-month period ended 31 March 2019 was €1 million, compared to the prior year corresponding period tax charge of €2 million. The decrease in tax reflects the increase in deductible exceptional items, mainly onerous contracts on leasehold properties, which was partially offset by the reduction in operating costs.

Liquidity

Net cash generated from operating activities

Our primary source of liquidity is cash generated from operations, which represents operating profit adjusted for non-cash items which are principally depreciation, amortisation, impairment, non-cash pension charge, non-cash lease fair value credits and certain non-cash exceptional items. Cash flows from operating activities are also impacted by working capital movements and restructuring and other provision payments.

During the nine-month period ended 31 March 2019, net cash generated from operating activities was €251 million compared with €230 million in the prior year corresponding period, an increase of €21 million. The increase is due to higher EBITDA and improvements in working capital offset by higher voluntary leaving payments in the period.

Cash flows from investing activities

Total cash used in investing activities was €217 million for the nine-month period ended 31 March 2019, compared with €248 million for the prior year corresponding period, a decrease of €31 million. The decrease is due to lower capital expenditure payments in the period as a result of timing delays in the group capex programs offset by higher outflows on restricted cash deposits.

Cash flows from financing activities

The group made a dividend payment of €1 million to the equity shareholders in the prior year period ended 31 March 2018.

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Other Data

Certain numerical figures set out in this document, including financial data presented in millions or thousands, certain operating data, and percentages describing movements in quarters, have been subject to rounding adjustments and, as a result, the totals of the data in this document may vary slightly from the information presented in this document or the actual arithmetic totals of such information.

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Notes:

1. Percentage changes have been calculated based on unrounded data rather than on the rounded data presented in these tables. Certain comparative figures have been re-grouped and re-stated where necessary on the same basis as those for the current financial quarter.
 2. Fixed ARPU Calculations:
 - A. We define “Blended consumer fixed ARPU” as the average of the total consumer subscriber revenue divided by the average number of access subscribers (including SABB) in each month. Subscriber revenue is equal to total fixed line consumer revenue excluding revenue from eir Sport and Operator Services.
 - B. We define “WLR PSTN ARPU” as the average of Wholesale PSTN line rental revenue divided by the average number of PSTN WLR access subscribers in each month.
 - C. We define “Bitstream ARPU” as the average of bitstream rental revenue including SABB (recurring revenue) divided by the average number of Wholesale bitstream (including SABB) subscribers in each month.
 - D. We define “the average number of subscribers in the month” as the average of the total number of subscribers at the beginning of the month and the total number of subscribers at the end of the month.
 - E. All Fixed ARPUs are adjusted to reflect the average number of days in a month.
 3. Mobile ARPU Calculations:
 - F. We define “Prepay ARPU” as the measure of the sum of the total prepay mobile subscriber revenue including revenue from incoming traffic in the period divided by the average number of prepay mobile subscribers in the period divided by the number of months in the period.
 - A. We define “Postpay ARPU” as the measure of the sum of the total postpay mobile subscriber revenue including revenue from incoming traffic in a period divided by the average number of postpay mobile subscribers in the period divided by the number of months in the period.
 - B. We define “the average number of mobile subscribers in the period” as the average of the total number of mobile subscribers at the beginning of the year and the total number of mobile subscribers at the end of the year.
 4. N/M - percentage movement is not meaningful.
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