BULGARIAN TELECOMMUNICATIONS COMPANY AD INTERIM SEPARATE AND CONSOLIDATED CONDENSED FINANCIAL STATEMENTS PREPARED IN ACCORDANCE WITH IAS 34

31-Mar-2012

# BULGARIAN TELECOMMUNICATIONS COMPANY AD CONSOLIDATED AND SEPARATE BALANCE SHEET

As at 31 March 2012

All amounts are in thousand BGN, unless otherwise stated

| J.J.3.2012         J.J.2.2011         J.J.3.2012         J.I.J.2011           ASSETS         -         -           Carban assch         -         151.606         141.064         151.331         141.355           Carban assch         -         5.9.0.00         159.488         9.5.1.23         159.497           Inventories         6.         28.0.03         25.734         28.0.03         25.044         16.994           Assets of dispoal group held for sale         7.         1.899         1.892         1.899         1.892           Total current assets         301.674         345.548         301.419         345.447           Non-current assets         -         301.673         345.548         301.419         345.447           Non-current assets         -  |  | Notes | <b>Consolidated Financ</b> | ial Statements | Separate Financia | I Statements |
|---|--|-------|----------------------------|----------------|-------------------|--------------|
| Current assets         V         1141.355           Cash und cash equivalents         4.         151.606         141.664         151.331         141.355           Trade receivables         5.         95.006         159.488         95.122         159.4927           Inventoris         6.         28.023         25.574         28.023         25.574           Other assets         8.         25.050         16.970         25.044         16.969           Sasets of dispoal group held for sale         7.         1.890         1.892         1.899         1.892           Total current assets         301.674         345.748         301.419         345.447           Non-current assets         10.         292.02         304.921         292.693         304.913           Investments         335         3.13         1.134         1.134         1.134           Trade receivables         5.         4.244         4.642         4.244         4.642           Deferred tax assets, net         1.277.269         1.321.047         1.277.965         1.667.91           Dividends payable         12         69.595         75.921         69.625         75.921           Dividends payable         12         69.595<  |  |       | 31.03.2012                 | 31.12.2011     | 31.03.2012        | 31.12.2011   |
| Cash and cash equivalents       4.       151.606       141.664       151.331       141.355         Trade receivables       5.       95.096       159.488       95.122       159.497         Dother assets       8.       25.050       16.970       25.044       16.969         Assets of disposal group held for sale       7.       1.899       1.892       1.899       1.892         Total current assets       301.674       345.748       301.419       345.447         Sone-current assets       9.       976.209       1.007.369       976.209       1.007.369         Property, plant and equipment       9.       976.209       1.007.369       976.209       1.007.369         Investments       3.35       3.35       1.134       1.134         Trade receivables       5.       4.244       4.642       4.642         Deferred tax assets, net       16       73       73       -       -         Total non-current assets       1.277.269       1.321.047       1.277.986       1.321.764         Total spayable       18.       90.030       158.092       75.921       0.667.211         LLABLITITES AND FQUITY       20       404       20       404       20       404 </td <td>ASSETS</td> <td></td> <td></td> <td></td> <td></td> <td></td>   | ASSETS                                       |       |                            |                |                   |              |
| Trade receivables         5.         95,096         159,488         95,122         159,497           Inventorics         6.         28,023         25,734         28,023         25,734           Other assets         8.         25,050         16,970         25,044         16,969           Assets of disposal group held for sale         7.         1.899         1.892         1899         1,892           Total current assets         301,674         345,748         301,419         345,447           Non-current assets         9.         976,209         1,007,369         976,209         1,007,369           Intragible assets         10.         292,702         304,913         1,134         1,134           Trade receivables         5.         4,244         4,642         4,244         4,642           Deferred tax assets, net         16.         73         73         -         -           Total non-current assets, net         1,277,269         1,321,041         1,227,986         1,321,764           TOTAL ASSETS         12         69,505         7,59,21         66,625         7,59,21           Current liabilities         20         444         20         444         24,4659         41,392 </td <td>Current assets</td> <td></td> <td></td> <td></td> <td></td> <td></td>   | Current assets                               |       |                            |                |                   |              |
| Invernories         6.         28,023         25,734         28,023         25,734           Other assets         8.         25,050         16,970         25,014         16,999           Total current assets         301,674         345,748         301,419         345,447           Non-current assets         301,674         345,748         301,419         345,447           Non-current assets         3,706         3,706         3,706         3,706           Property, plant and equipment         9,76,209         1,007,369         976,209         1,007,369           Investments         335         335         1,134         1,134           Irade receivables         5.         4,244         4,642         4,244         4,642           Deferred tax assets, net         1,277,269         1,321,047         1,227,986         1,321,764           TOTAL ASSETS         1,378,943         1,666,795         1,579,405         1,667,211           LIABLITIES AND FQUITY         Current liabilities         20         404         20         404           Provisions for other labilities         12         69,595         7,5921         69,6025         7,5921           Dividends payable         18         90,030   | Cash and cash equivalents                    | 4.    | 151,606                    | 141,664        | 151,331           |              |
| Other assets         8.         25,050         16,970         25,044         16,969           Assets of disposal group held for sale         7.         1,899         1,892         1,899         1,892           Total current assets         301,674         345,748         301,419         345,447           Non-current assets         301,674         345,748         301,419         345,447           Condwill         3,706         3,706         3,706         3,706           Property, plant and equipment         9.         976,209         1,007,369         976,209         1,007,369           Intangible assets         10.         292,702         304,922         292,603         304,913           Investments         335         335         1,134         1,143         1,217           Total con-current assets, net         16.         73         73         -         -           Total ASSETS         1,578,943         1,666,795         1,579,405         1,667,211           LIABILITIES AND EQUITY         1,277,269         1,512,405         41,659         41,392           Other payables         12.         69,595         7,5921         69,625         7,5921           Other payables         13.   | Trade receivables                            | 5.    | 95,096                     | 159,488        |                   |              |
| Assets of disposal group held for sale         7.         1.899         1.892         1.892         1.892           Total current assets         301,674         345,748         301,419         345,447           Non-current assets         3,706         3,706         3,706         3,706         3,706           Goodwill         9,76,209         1,007,369         976,209         1,007,369         976,209         1,007,369           Intangible assets         10.         292,702         304,922         292,693         304,913           Investments         335         335         1,134         1,134           Trade receivables         5.         4,244         4,642         4,244         4,642           Deferred tax assets, net         1,277,269         1,321,047         1,277,986         1,321,764           TOTAL ANSETS         1,578,943         1,666,795         1,579,405         1,667,211           LIAHITTES AND EQUTTY         2         90,030         158,092         90,030         158,092           Orided payables         13         44,658         41,392         44,659         41,392           Other payables         10         1,187,468         1,283,194         1,187,493         94,925 <tr< td=""><td>Inventories</td><td></td><td></td><td></td><td></td><td></td></tr<>                                | Inventories                                  |       |                            |                |                   |              |
| Joild current assets         301.674         345,748         301,419         345,447           Non-current assets         3.706         3.706         3.706         3.706         3.706           Property, plant and equipment         9.         976,209         1.007,369         976,209         1.007,369           Intrugible assets         10.         292,702         304,922         292,693         304,913           Investments         335         335         1,134         1,134           Trade recervables         5.         4,244         4,642         0.244         4,642           Deferred tax sets, net         1,277,269         1,321,047         1,277,986         1,321,764           TOTAL ASSETS         1,578,943         1,666,795         1,579,405         1,667,211           LIABILITIES AND EQUITY         1,277,286         1,58,942         90,030         158,092           Orarent liabilities         12.         69,595         75,921         69,625         75,921           Olividends payables         12.         69,595         75,921         69,625         75,921           Other payables         13.         44,658         41,392         44,659         41,392           Current linometas liabilities   | Other assets                                 |       |                            |                |                   |              |
| Non-current assets         Jamma Stress           Goodwill         3.706         3.706         3.706           Property, plant and equipment         9.         976,209         1.007,369         976,209         1.007,369           Intangible assets         10.         292,702         304,922         292,903         304,913           Interstitemits         335         335         1,134         1,134           Trude receivables         5.         4.244         4,642         4.244         4,642           Deferred tax assets, net         1.277,269         1.321,047         1.277,986         1.321,764           TOTAL ASSETS         1.578,943         1.666,795         1.579,405         1.667,211           LIABILITIES AND EQUITY         1.578,943         1.666,795         1.507,9105         1.667,211           Current fiabilities         12.         69,395         75,921         69,625         75,921           Dividends payable         13.         44,658         41,392         44,659         41,392           Current fiabilities         20         404         20         404           Provisions for other liabilities         1,187,468         1,283,194         1,187,499         1,283,194           N  | Assets of disposal group held for sale       | 7.    | 1,899                      | 1,892          | 1,899             | 1,892        |
| Goodwill         3,706         3,706         3,706         3,706         3,706           Property, plant and equipment         9.         976,209         1.007,369         976,219         1,007,369           Investments         333         3335         1,134         1,134           Trade receivables         5.         4,244         4,642         4,244         4,642           Deferred tax assets, net         16.         73         73         -         -           Total non-current assets, net         1,277,269         1,321,047         1,277,986         1,321,744           Current fiabilities         1,578,943         1,666,795         1,579,405         1,667,211           Current fiabilities         2         40,653         1,579,405         1,667,211           Dividends payable         18.         90,030         158,092         90,030         158,092           Other payables         12.         64,658         41,392         44,659         41,392           Current fiabilities         14.         16,147         12,460         10,147         12,460           Borrowings         15.         967,018         994,925         967,018         994,925           Trade arad charges         1  | Total current assets                         |       | 301,674                    | 345,748        | 301,419           | 345,447      |
| Property, plant and equipment         9.         976,209         1.007,369         976,209         1.007,369           Intangible assets         10.         292,702         304,922         292,693         304,913           Investments         335         335         1,134         1,134           Investments         1,237         335         1,33         1,134           Understables         5.         4.244         4.642         4.244         4.642           Deferred tax assets, net         16.         73         73         -         -           Total non-current assets, net         1,277,269         1,321,047         1,277,986         1,321,764           IABLITIES AND EQUITY         1,277,986         1,579,405         1,667,211         1,467,211           LABILITIES AND EQUITY         12         69,595         75,921         69,625         75,921           Other payables         12         69,595         75,921         69,625         75,921           Other payables         13         44,658         41,392         44,659         41,392           Current income tax liabilities         1,187,468         1,283,194         1,2460         16,147         12,460           Borrowings   | Non-current assets                           |       |                            |                |                   |              |
| Intangible assets         10.         292,702         304,922         292,693         304,913           Invasitive assets, net         335         335         1,134         1,134           Trade receivables         5.         4,244         4,642         4,244         4,642           Deferred tax assets, net         16.         73         73         -         -           Total non-current assets, net         1,277,269         1,321,047         1,277,986         1,321,764           TOTAL ASSETS         1,277,269         1,321,047         1,277,986         1,321,764           Current fiabilities         12.         69,595         75,921         69,625         75,921           Other payables         13.         44,658         41,392         44,659         41,392           Other payables         13.         44,658         41,392         44,659         41,392           Other payables         13.         44,658         41,392         96,70.18         994,925           Other payables         13.         44,658         41,392         44,659         41,392           Other payables         13.         44,658         41,392         96,70.18         994,925           Porovisions for other lia  | Goodwill                                     |       | 3,706                      | 3,706          | 3,706             | 3,706        |
| Investments         335         335         1,134         1,134           Trade receivables         5.         4,244         4,642         4,244         4,642           Deferred tax assets, net         16.         73         73         -         -           Total non-current assets, net         1,277,269         1,321,047         1,277,986         1,321,764           TOTAL ASSETS         1,578,943         1,666,795         1,579,405         1,667,211           LIABILITIES AND EQUITY         1,277,269         1,321,047         1,667,211           Current liabilities         12.         69,595         75,921         69,625         75,921           Other payables         13.         44,658         41,392         44,659         41,392           Current income tax liabilities and charges         14.         16,147         12,460         16,147         12,460           Borrowings         15.         967,018         994,925         967,018         994,925           Total current liabilities         1         1,187,468         1,239         1,712         3,393           Deferred tax liabilities, net         16.         2,6,818         2,7210         2,6,818         2,7210           Retiment benefit obliga  | Property, plant and equipment                | 9.    | 976,209                    | 1,007,369      | 976,209           | 1,007,369    |
| Trade receivables       5.       4.244       4.642       4.244       4.642         Deferred tax assets, net       16.       73       73       -       -         Total non-current assets, net       1.277.269       1.321.047       1.277.986       1.321.764         TOTAL ASSETS       1.578.943       1.666.795       1.579.405       1.667.211         LIABILITIES AND EQUITY       12.       6.67.955       75.921       6.66.795       1.666.795       1.666.795         Dividends payable       18.       90.030       158.092       90.030       158.092         Trade payables       13.       44.658       41.392       64.659       41.392         Current liabilities       20       404       20       404         Provisions for other liabilities and charges       14.       16.147       12.460       16.147       12.460         Borrowings       15.       967.018       994.925       967.018       994.925         Total current liabilities       1       1.187.468       1.283.194       1.187.499       1.283.194         Non current liabilities       1       1.187.468       1.283.194       1.610       1.634       1.610         Provisions for other liabilities, net       1   | Intangible assets                            | 10.   | 292,702                    | 304,922        | 292,693           | 304,913      |
| Deferred tax assets, net         16.         73         73         -         -           Total non-current assets, net         1,277,269         1,321,047         1,277,986         1,321,764           TOTAL ASSETS         1,578,943         1,666,795         1,579,405         1,667,211           LIABILITIES AND EQUITY         Current liabilities         90,030         158,092         90,030         158,092           Dividends payable         18         90,030         158,092         90,030         158,092           Trade payables         12         69,595         75,921         69,625         75,921           Other payables         13         44,658         41,392         44,659         41,392           Current liabilities         20         404         20         404           Provisions for other liabilities and charges         14.         16,147         12,2460         16,147         12,840           Borrowings         15.         1,712         3,393         1,712         3,393         1,712         3,393           Deferred tax liabilities, net         16.         26,818         27,210         26,818         27,210         26,818         27,210           Retirement benefit labilities and charges <th< td=""><td>Investments</td><td></td><td>335</td><td>335</td><td>1,134</td><td>1,134</td></th<> | Investments                                  |       | 335                        | 335            | 1,134             | 1,134        |
| Total non-current assets, net         1,277,269         1,321,047         1,277,986         1,321,764           TOTAL ASSETS         1,578,943         1,666,795         1,579,405         1,667,211           LIABILITIES AND EQUITY          1,578,943         1,666,795         1,579,405         1,667,211           LIABILITIES AND EQUITY           12         69,595         75,921         69,625         75,921           Other payables         13.         44,658         41,392         44,659         41,392           Current income tax liabilities         20         404         20         404           Provisions for other liabilities and charges         14.         16,147         12,460         16,147         12,460           Borrowings         15.         967,018         994,925         70.18         994,925         71.2         3.393           Deferred tax liabilities         11,187,468         1,283,194         1,187,499         1,283,194           Non current liabilities         15.         1,712         3.393         1,712         3.393           Deferred tax liabilities, net         16.         26,818         27,210         26,818         27,210           Retirement benefit abilities and charges <td>Trade receivables</td> <td>5.</td> <td>4,244</td> <td>4,642</td> <td>4,244</td> <td>4,642</td>   | Trade receivables                            | 5.    | 4,244                      | 4,642          | 4,244             | 4,642        |
| TOTAL ASSETS       1,578,943       1,666,795       1,579,405       1,667,211         LIABILITIES AND EQUITY       Current liabilities       50,000       158,092       90,030       158,092         Dividends payable       18       90,030       158,092       90,030       158,092         Trade payables       12       69,595       75,921       69,625       75,921         Other payables       13       44,658       41,392       44,659       41,392         Current income tax liabilities       20       404       20       404         Provisions for other liabilities and charges       14       16,147       12,460       16,147       12,460         Borrowings       15       967,018       994,925       967,018       994,925         Total current liabilities       1,187,468       1,283,194       1,187,499       1,283,194         Non current liabilities       15       1,712       3,393       1,712       3,393         Deferred tax liabilities, net       16       26,818       27,210       26,818       27,210         Retirement benefit obligations       17       1,634       1,610       1,634       1,610         Provisions for other liabilities and charges       14       7,  | Deferred tax assets, net                     | 16.   | 73                         | 73             | -                 | -            |
| LIABILITIES AND EQUITY           Current liabilities           Dividends payable         18.         90.030         158.092         90.030         158.092           Trade payables         12.         69.595         75.921         69.625         75.921           Other payables         13.         44.658         41.392         44.659         41.392           Current income tax liabilities         20         404         20         404           Provisions for other liabilities and charges         14.         16.147         12.460         16.147         12.460           Borrowings         15.         967.018         994.925         967.018         994.925           Total current liabilities         1.187.468         1.283.194         1.187.499         1.283.194           Non current liabilities         15.         1.712         3.393         1.712         3.393           Deferred tax liabilities, net         16.         26.818         27.210         26.818         27.210           Retroment benefit obligations         17.         1.634         1.610         1.634         1.610           Provisions for other liabilities         4.830         4.926         4.830         4.926           Total non current  | Total non-current assets, net                |       | 1,277,269                  | 1,321,047      | 1,277,986         | 1,321,764    |
| Current liabilitiesDividends payable18.90.030158.09290.030158.092Trade payables12.69,59575.92169,62575.921Other payables13.44,65841,39244,65941,392Current income tax liabilities2040420404Provisions for other liabilities and charges14.16,14712,46016,14712,460Borrowings15.967,018994,925967,018994,925Total current liabilities11,187,4681,283,1941,187,4991,283,194Non current liabilities15.1,7123,3931,7123,393Deferred tax liabilities, net16.26,81827,21026,81827,210Retirement benefit obligations17.1,6341,6101,6341,610Provisions for other liabilities and charges14.7,4937,3297,4937,329Trade and other payables4,8304,9264,8304,9264,8304,926Total non current liabilities18.288,765288,765288,765288,765Reserves39,81039,81039,81039,81039,810Retained carnings20,41310,55820,84410,974Total equity348,988339,133349,419339,549  | TOTAL ASSETS                                 |       | 1,578,943                  | 1,666,795      | 1,579,405         | 1,667,211    |
| Dividends payable18. $90,030$ $158,092$ $90,030$ $158,092$ Trade payables12. $69,595$ $75,921$ $69,625$ $75,921$ Other payables13. $44,658$ $41,392$ $44,659$ $41,392$ Current income tax liabilities20 $404$ 20 $404$ Provisions for other liabilities and charges14. $16,147$ $12,460$ $16,147$ $12,460$ Borrowings15. $967,018$ $994,925$ $967,018$ $994,925$ Total current liabilities1,187,468 $1,283,194$ $1,187,499$ $1,283,194$ Non current liabilities15. $1,712$ $3,393$ $1,712$ $3,393$ Deferred tax liabilities, net16. $26,818$ $27,210$ $26,818$ $27,210$ Retirement benefit obligations17. $1,634$ $1,610$ $1.634$ $1,610$ Provisions for other liabilities and charges14. $7,493$ $7,329$ $7,493$ $7,329$ Trade and other payables4,830 $4,926$ $4,830$ $4,926$ Total non current liabilities18. $288,765$ $288,765$ $288,765$ $288,765$ Reserves $39,810$ $39,810$ $39,810$ $39,810$ $39,810$ Retained carnings20,413 $10,558$ $20,844$ $10,974$ Total equity $348,988$ $339,133$ $349,419$ $339,549$  | LIABILITIES AND EQUITY                       |       |                            |                |                   |              |
| Trade payables12.69,59575,92169,62575,921Other payables13.44,65841,39244,65941,392Current income tax liabilities2040420404Provisions for other liabilities and charges14.16,14712,46016,14712,460Borrowings15.967,018994,925967,018994,925Total current liabilities1,187,4681,283,1941,187,4991,283,194Non current liabilities16.26,81827,21026,81827,210Borrowings15.1,7123,3931,7123,393Deferred tax liabilities, net16.26,81827,21026,81827,210Retirement benefit obligations17.1,6341,6101,6341,610Provisions for other liabilities4,8304,9264,8304,926Total non current liabilities42,48744,46842,48744,468Equity539,81039,81039,81039,810Share capital18.288,765288,765288,765288,765Retained carnings20,41310,55820,84410,974Total equity348,988339,133349,419339,549  | Current liabilities                          |       |                            |                |                   |              |
| Other payables       13.       44.658       41.392       44.659       41.392         Other payables       20       404       20       404         Provisions for other liabilities       20       404       20       404         Provisions for other liabilities       16.147       12.460       16.147       12.460         Borrowings       15.       967.018       994.925       967.018       994.925         Total current liabilities       1,187,468       1,283,194       1,187,499       1,283,194         Non current liabilities       1       1,187,468       1,283,194       1,187,499       1,283,194         Non current liabilities, net       16.       26,818       27,210       26,818       27,210         Retirement benefit obligations       17.       1,634       1,610       1,634       1,610         Provisions for other liabilities and charges       14.       7,493       7,329       7,493       7,329         Trade and other payables       44,830       4,926       4,830       4,926       4,830       4,926         Total non current liabilities       18.       288,765       288,765       288,765       288,765       288,765         Reserves       39,810 <td< td=""><td>Dividends payable</td><td>18.</td><td>90,030</td><td>158,092</td><td>90,030</td><td>158,092</td></td<>   | Dividends payable                            | 18.   | 90,030                     | 158,092        | 90,030            | 158,092      |
| Other payables13.44,65841,39244,65941,392Current income tax liabilities2040420404Provisions for other liabilities and charges14.16,14712,46016,14712,460Borrowings15.967,018994,925967,018994,925Total current liabilities1,187,4681,283,1941,187,4991,283,194Non current liabilities15.1,7123,3931,7123,393Deferred tax liabilities, net16.26,81827,21026,81827,210Retirement benefit obligations17.1,6341,6101,6341,610Provisions for other liabilities and charges14.7,4937,3297,4937,329Trade and other payables48,304,9264,8304,9264,8304,926Equity18.288,765288,765288,765288,765288,765Retained carnings18.20,41310,55820,84410,974Total equity349,81039,81039,81039,81039,810   | Trade payables                               | 12.   | 69,595                     | 75,921         | 69,625            | 75,921       |
| Current income tax liabilities2040420404Provisions for other liabilities and charges14.16,14712,46016,14712,460Borrowings15.967,018994,925967,018994,925Total current liabilities1,187,4681,283,1941,187,4991,283,194Non current liabilities15.1,7123,3931,7123,393Deferred tax liabilities, net16.26,81827,21026,81827,210Retirement benefit obligations17.1,6341,6101,6341,610Provisions for other liabilities and charges14.7,4937,3297,4937,329Trade and other payables4,8304,92648,804,92648,804,926Equity18.288,765288,765288,765288,765288,765288,765288,765Reserves39,81039,81039,81039,81039,81039,81039,810Retained earnings20,41310,55820,84410,974Total equity348,988339,133349,419339,549  |  | 13.   | 44,658                     | 41,392         | 44,659            | 41,392       |
| Borrowings15.967,018994,925967,018994,925Total current liabilities1,187,4681,283,1941,187,4991,283,194Non current liabilities15.1,7123,3931,7123,393Deferred tax liabilities, net16.26,81827,21026,81827,210Retirement benefit obligations17.1,6341,6101,6341,610Provisions for other liabilities and charges14.7,4937,3297,4937,329Trade and other payables4,8304,9264,8304,9264,8304,926EquityShare capital18.288,765288,765288,765288,765288,765288,765288,765Retained earnings20,41310,55820,84410,974Total equity348,988339,133349,419339,549  | Current income tax liabilities               |       | 20                         | 404            | 20                | 404          |
| Borrowings15.967,018994,925967,018994,925Total current liabilities1,187,4681,283,1941,187,4991,283,194Non current liabilities15.1,7123,3931,7123,393Deferred tax liabilities, net16.26,81827,21026,81827,210Retirement benefit obligations17.1,6341,6101,6341,610Provisions for other liabilities and charges14.7,4937,3297,4937,329Trade and other payables4,8304,9264,8304,92644,468EquityShare capital18.288,765288,765288,765288,765288,765Retained earnings20,41310,55820,84410,974Total equity348,988339,133349,419339,549  | Provisions for other liabilities and charges | 14.   | 16,147                     | 12,460         | 16,147            | 12,460       |
| Non current liabilitiesBorrowings15.1,7123,3931,7123,393Deferred tax liabilities, net16.26,81827,21026,81827,210Retirement benefit obligations17.1,6341,6101,6341,610Provisions for other liabilities and charges14.7,4937,3297,4937,329Trade and other payables4,8304,9264,8304,926 <b>42,48744,46842,48744,468</b> EquityShare capital18.288,765288,765288,765288,765Reserves39,81039,81039,81039,81039,810Retained earnings20,41310,55820,84410,974Total equity348,988339,133349,419339,549  |  | 15.   | 967,018                    | 994,925        | 967,018           | 994,925      |
| Borrowings15.1,7123,3931,7123,393Deferred tax liabilities, net16.26,81827,21026,81827,210Retirement benefit obligations17.1,6341,6101,6341,610Provisions for other liabilities and charges14.7,4937,3297,4937,329Trade and other payables4,8304,9264,8304,926Total non current liabilities42,48744,46844,468Equity18.288,765288,765288,765288,765Reserves39,81039,81039,81039,81039,810Retained earnings20,41310,55820,84410,974Total equity348,988339,133349,419339,549  | Total current liabilities                    |       | 1,187,468                  | 1,283,194      | 1,187,499         | 1,283,194    |
| Deferred tax liabilities, net16.26,81827,21026,81827,210Retirement benefit obligations17.1,6341,6101,6341,610Provisions for other liabilities and charges14.7,4937,3297,4937,329Trade and other payables4,8304,9264,8304,926Total non current liabilities42,48744,46842,48744,468Equity18.288,765288,765288,765288,765Reserves39,81039,81039,81039,81039,810Retained earnings20,41310,55820,84410,974Total equity348,988339,133349,419339,549   | Non current liabilities                      |       |                            |                |                   |              |
| Deferred tax liabilities, net16.26,81827,21026,81827,210Retirement benefit obligations17.1,6341,6101,6341,610Provisions for other liabilities and charges14.7,4937,3297,4937,329Trade and other payables4,8304,9264,8304,926Total non current liabilities42,48744,46842,48744,468Equity18.288,765288,765288,765288,765Reserves39,81039,81039,81039,810Retained earnings20,41310,55820,84410,974Total equity348,988339,133349,419339,549   | Borrowings                                   | 15.   | 1,712                      | 3,393          | 1,712             | 3,393        |
| Provisions for other liabilities and charges       14.       7,493       7,329       7,493       7,329         Trade and other payables       4,830       4,926       4,830       4,926         Total non current liabilities       42,487       44,468       42,487       44,468         Equity       18.       288,765       288,765       288,765       288,765       288,765         Reserves       39,810       39,810       39,810       39,810       39,810       39,810         Total equity       348,988       339,133       349,419       339,549  |  | 16.   | 26,818                     | 27,210         | 26,818            | 27,210       |
| Trade and other payables4,8304,9264,8304,926Total non current liabilities42,48744,46842,48744,468Equity18.288,765288,765288,765288,765Share capital18.288,765288,765288,765288,765Reserves39,81039,81039,81039,810Retained earnings20,41310,55820,84410,974Total equity348,988339,133349,419339,549   | Retirement benefit obligations               | 17.   | 1,634                      | 1,610          | 1,634             | 1,610        |
| Total non current liabilities42,48744,46842,48744,468EquityShare capital18.288,765288,765288,765288,765Reserves39,81039,81039,81039,810Retained earnings20,41310,55820,84410,974Total equity348,988339,133349,419339,549  | Provisions for other liabilities and charges | 14.   | 7,493                      | 7,329          |                   |              |
| EquityShare capital18.288,765288,765288,765Reserves39,81039,81039,810Retained earnings20,41310,55820,84410,974Total equity348,988339,133349,419339,549  | Trade and other payables                     |       | 4,830                      | 4,926          | 4,830             | 4,926        |
| Share capital18.288,765288,765288,765288,765Reserves39,81039,81039,81039,810Retained earnings20,41310,55820,84410,974Total equity348,988339,133349,419339,549   | Total non current liabilities                |       | 42,487                     | 44,468         | 42,487            | 44,468       |
| Since capital3039,81039,81039,81039,810Reserves39,81020,41310,55820,84410,974Total equity348,988339,133349,419339,549   | Equity                                       |       |                            |                |                   |              |
| Retained earnings       20,413       10,558       20,844       10,974         Total equity       348,988       339,133       349,419       339,549  | Share capital                                | 18.   |                            |                |                   |              |
| Total equity         348,988         339,133         349,419         339,549  | Reserves                                     |       | 39,810                     |                |                   |              |
|   | Retained earnings                            |       | 20,413                     | 10,558         | 20,844            | 10,974       |
| TOTAL LIABILITIES AND EQUITY         1,578,943         1,666,795         1,579,405         1,667,211  | Total equity                                 |       | 348,988                    | 339,133        | 349,419           | 339,549      |
|   | TOTAL LIABILITIES AND EQUITY                 |       | 1,578,943                  | 1,666,795      | 1,579,405         | 1,667,211    |

These financial statements were approved on 19.04.2012

Michaela Kalaijieva

Proxy of the CEO

Atanas Dobrey CFO

The accompanying notes from pages 5 to 31 are an integral part of these interim consolidated and separate financial statements.

#### BULGARIAN TELECOMMUNICATIONS COMPANY AD CONSOLIDATED AND SEPARATE STATEMENT OF COMPREHENSIVE INCOME

For the three months ended 31 March 2012

All amounts are in thousand BGN, unless otherwise stated

| Consolidated financial statements   | Notes   | Three months en | s ended    |  |
|---|---------|-----------------|------------|--|
|   |         | 31.03.2012      | 31.03.2011 |  |
|   | 19.     | 218,684         | 213,837    |  |
| Revenue   | 17.     | (35,648)        | (28,884)   |  |
| Interconnect expenses   | 20.     | (61,840)        | (59,588)   |  |
| Other operating expenses  | 20.     | (21,106)        | (26,199)   |  |
| Materials and consumables expenses  | 21.     | (16,337)        | (15,426)   |  |
| Staff costs   | 9., 10. | (67,814)        | (65,897)   |  |
| Depreciation and amortization   | 22.     | (8,916)         | (8,930)    |  |
| Finance costs   | 22.     | 2,631           | 2,258      |  |
| Finance income  | 23.     | 1,754           | 39         |  |
| Other gains, net  | 23.     | 1,7.54          | 327        |  |
| Share of profit of joint ventures   |         |                 |            |  |
| Profit before tax   |         | 11,408          | 11,537     |  |
| Income tax expenses   | 24.     | (1,171)         | (854)      |  |
| Profit for the period   |         | 10,237          | 10,683     |  |
| Other comprehensive income/(loss)   |         |                 |            |  |
| Currency forward  |         | (426)           | (205)      |  |
| Income tax effect   |         | 42              | 21         |  |
| Other comprehensive income for the period, net of tax   |         | (384)           | (184)      |  |
| Total comprehensive income for the period   |         | 9,853           | 10,499     |  |
| Earnings per share (basic and diluted)  |         | 0.04            | 0.04       |  |
| Contraction of the second s | Notes   | Three months e  | nded       |  |
| Separate financial statements   | Hores   | 31.03.2012      | 31.03.2011 |  |
| Revenue   | 19.     | 218,716         | 213,865    |  |
|   |         | (35,646)        | (28,882)   |  |
| Interconnect expenses   | 20.     | (61,863)        | (59,590)   |  |
| Other operating expenses  |         | (21,100)        | (26,194)   |  |
| Materials and consumables expenses  | 21.     | (16,336)        | (15,425)   |  |
| Staff costs   | 9., 10. | (67,814)        | (65,896)   |  |
| Depreciation and amortization   | 22.     | (8,916)         | (8,930)    |  |
| Finance costs   | 22.     | 2,628           | 2,253      |  |
| Finance income Other gains, net   | 23.     | 1,754           | 39         |  |
| Profit/(loss) before tax  |         | 11,423          | 11,240     |  |

Profit/(loss) before tax

(1,170) 24. Income tax expenses 10,253 Profit for the period Other comprehensive income/(loss) (426)Currency forward 42 Income tax effect (384) Other comprehensive income for the period, net of tax

#### Total comprehensive income for the period

Earnings per share (basic and diluted)

These financial statements/were approved on 19.04.2012

Michaela Kalaijieva

#### Proxy of the CEO

The accompanying notes from pages 5 to 31 are an integral part of these interim consolidated and separate financial statements.

(857)

(205)

21

(184)

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10,383

9,869

0.04

Atanas D

CFO

#### BULGARIAN TELECOMMUNICATIONS COMPANY AD CONSOLIDATED AND SEPARATE STATEMENT OF CHANGES IN EQUITY

For the three months ended 31 March 2012

All amounts are in thousand BGN, unless otherwise stated

| Consolidated Financial Statements     |               |               | Revaluation |                          | Total   |
|---------------------------------------|---------------|---------------|-------------|--------------------------|---------|
|                                       | Share capital | Legal reserve | reserve     | <b>Retained earnings</b> |         |
| Balance as at 1 January 2011          | 288,765       | 28,876        | 11,527      | 178,870                  | 508,038 |
| Loss on currency forward              | -             | -             | -           | (184)                    | (184)   |
| Net income for the period             | -             | -             | -           | 10,683                   | 10,683  |
| Total comprehensive income            | -             |               | -           | 10,499                   | 10,499  |
| Transactions with owners              |               | -             | -           | -                        | -       |
| Dividends                             | -             | -             | -           | -                        | -       |
| Total transactions with owners        | -             | -             |             | -                        | -       |
| Transfer to retained earnings         | -             |               | (90)        | 90                       | -       |
| Balance as at 31 March 2011           | 288,765       | 28,876        | 11,437      | 189,459                  | 518,537 |
| Balance as at 1 January 2012          | 288,765       | 28,876        | 10,932      | 10,560                   | 339,133 |
| Loss on currency forward              |               | ,             |             | (384)                    | (384)   |
| Net income for the period             | -             | -             | -           | 10,237                   | 10,237  |
| Total comprehensive income            | -             | -             | -           | 9,853                    | 9,853   |
| Transactions with owners<br>Dividends | -             | -             | -           |                          | -       |
| Total transactions with owners        | -             | :-            | -           | -                        | -       |
| Balance as at 31 March 2012           | 288,765       | 28,876        | 10,932      | 20,413                   | 348,986 |

Separate Financial Statements Revaluation Total Share capital Legal reserve reserve **Retained earnings** 177,217 506,385 288,765 28,876 11,527 Balance as at 1 January 2011 (184)(184)-Loss on currency forward -10,383 10,383 --Net income for the period -10,199 10,199 Total comprehensive income -Transactions with owners -Dividends ---Total transactions with owners -.... 90 (90) -Transfer to retained earnings 187,506 516,584 11,437 28,876 Balance as at 31 March 2011 288,765 339,550 28,876 10,934 10,975 288,765 Balance as at 1 January 2012 (384)(384)Loss on currency forward 10,253 10,253 Net income for the period 9,869 9,869 Total comprehensive income Transactions with owners Dividends -Total transactions with owners --349,419 10,934 20,844 288,765 28,876 Balance as at 31 March 2012

These financial statements were approved on 19.04.2012

| Michaela Kalaijieva | Atanas Dobrev |
|---------------------|---------------|
| Proxy of the CEO    | CFO           |

The accompanying notes from pages 5 to 31 are an integral part of these interim consolidated and separate financial statements.

## BULGARIAN TELECOMMUNICATIONS COMPANY AD

#### **CONSOLIDATED AND SEPARATE CASH FLOW STATEMENT** For the three months ended 31 March 2012

All amounts are in thousand BGN, unless otherwise stated

|  | Notes   |            | Consolidated financial statement<br>Three months ended |              | statement  |
|--|---------|------------|--|--------------|------------|
|  |         | 31.03.2012 | 31.03.2011   | Three months |            |
| Cash flows from operating activities                     |         | 51.05.2012 | 51.05.2011   | 31.03.2012   | 31.03.2011 |
| Profit before tax  |         | 11,408     | 11,537   | 11,423       | 11,240     |
| Adjustment for:  |         |            |  |              |            |
| Depreciation and amortization                            | 9., 10. | 67,814     | 65,897   | 67,814       | 65,896     |
| Impairment and write off of receivables                  |         | 4,509      | 5,686  | 4,508        | 5,681      |
| Impairment of assets                                     |         |            | 193  | -            | 193        |
| Interest expenses, net                                   |         | 6,138      | 6,679  | 6,141        | 6,684      |
| (Profit)/Loss from operations with non-current asset     |         | (779)      | 1,664  | (779)        | 1,664      |
| Carrying amount of inventories written-off               |         | 32         | 7  | 32           | 7          |
| Income from operations with financial instruments        |         | (9)        | (29)   | (9)          | (29)       |
| Income from investment operations                        |         | -          | (364)  | =1           | (37)       |
| Increase in provisions for other liabilities and charges |         | 4,864      | 860  | 4,864        | 860        |
| Changes in operating assets and liabilities              |         |            |  |              |            |
| Increase in operating assets                             |         | (5,870)    | (17,456)   | (5,883)      | (17,608)   |
| Increase in operating liabilities                        |         | 7,130      | 7,599  | 7,161        | 7,778      |
| Cash generated from operations                           |         | 95,237     | 82,273   | 95,272       | 82,329     |
| Interest received  |         | 2,154      | 1,957  | 2,152        | 1,952      |
| Interest paid  |         | (8,333)    | (8,700)  | (8,333)      | (8,700)    |
| Corporate income tax paid                                |         | (1,904)    | (8,230)  | (1,904)      | (8,230)    |
| Net cash from operating activities                       |         | 87,154     | 67,300   | 87,187       | 67,351     |
| Proceeds from sale of property, plant and equipment      |         | 2,163      | 1,474  | 2,163        | 1,474      |
| Purchase of property, plant and equipment                |         | (29,809)   | (26,593)   | (29,809)     | (26,593)   |
| Purchase of other non-current assets                     |         | (6,397)    | (6,386)  | (6,397)      | (6,386)    |
| Dividends received                                       |         | 31         | 37   | 31           | 37         |
| Cash deposits with maturity greater than three months    |         | 54,463     | _  | 54,463       | -          |
| Net cash used in investing activities                    |         | 20,451     | (31,468)   | 20,451       | (31,468)   |
| Repayments of long-term borrowings                       |         | (29,585)   | -  | (29,585)     | -          |
| Dividend paid  |         | (68,062)   | (56,719)   | (68,062)     | (56,719)   |
| Payments of obligations under finance lease              |         | (5)        | (1,493)  | (5)          | (1,493)    |
| Net cash used in financing activities                    |         | (97,652)   | (58,212)   | (97,652)     | (58,212)   |
| Net increase/(decrease) in cash and cash equivalents     |         | 9,953      | (22,380)   | 9,986        | (22,329)   |
| Exchange gain on cash                                    |         | (10)       | (38)   | (10)         | (38)       |
| Cash and cash equivalents at the beginning of the year   |         | 141,663    | 154,523  | 141,355      | 154,163    |
| Cash and cash equivalents at the end of the period       |         | 151,606    | 132,105  | 151,331      | 131,796    |
| These financial statements were approved on 19.04.2012   |         |            |  |              |            |

Michaela Kalaijieva

Proxy of the CEO

CFO

Atanas Dobrev

The accompanying notes from pages 5 to 31 are an integral part of these interim consolidated and separate financial statements.

For the three months ended 31 March 2012 All amounts are in thousand BGN, unless otherwise stated

## 1. General information

## The Parent Company – Bulgarian Telecommunications Company AD

Bulgarian Telecommunications Company AD ("BTC", the "Parent Company" or the "Company") is a public joint stock company, domiciled in Bulgaria, with its registration address: 115 I, Tzarigradsko shausse Blvd, Hermes park, building A, 1784 Sofia. BTC's activities include development, operation and maintenance of the national fixed and mobile network and data system for the Republic of Bulgaria.

The Ultimate Parent Company is PineBridge Investments Limited ("PIL"). PineBridge Investments Partners LLC ("PineBridge") is a wholly-owned subsidiary of PIL. PineBridge holds its interest with third party investors in the Company through PineBridge Black Sea Holdings, L.P., (formerly AIG Black Sea Holdings, L.P.) and related funds (the "Entities"). The Entities' general partners are controlled by PineBridge. PineBridge has less than 1% of the economic interest in the Entities.

## The Group

As at 31 March 2012 and 31 December 2011 the Group includes the subsidiary entity BTC Net EOOD.

As at 31 March 2011 the Group includes the subsidiary entity BTC Net EOOD and the joint venture NURTS Bulgaria AD.

## BTC Security EOOD/ Renamed to BTC Net EOOD

The subsidiary was registered in the Register of commercial companies of Sofia City Court on 27 October 2004 with share capital of BGN 5 thousand. Its main activity is provision of security services to BTC AD and the companies controlled by it. BTC is the sole owner of this company.

The registered subject of business activity of BTC Net is building and operation of data transfer networks for the provision of domestic and international value added services and sale of telecommunication network facilities, development and exploitation of other telecommunication networks, and provision of other telecommunications services, as well as any other commercial activities.

On September 30, 2009 BTC Net EOOD was merged into BTC Security.

The legal merger of the entities was registered in the Commercial Register on October 15, 2009. As a result, BTC Net has ceased to exist as a separate legal entity, by virtue of law BTC Security has become universal legal successor of BTC Net and all assets, rights and obligations of BTC Net have passed to BTC automatically as of that date. On October 16, 2009 the successor BTC Security was renamed to BTC Net.

For the three months ended 31 March 2012

All amounts are in thousand BGN, unless otherwise stated

## 2. Functional and Presentation Currency

These financial statements are prepared in thousand Bulgarian Levs (BGN), unless otherwise stated, whereas the Bulgarian Lev has been accepted as presentation currency for the presentation of Group's consolidated financial statements. Effective from 1 January 1999, the Bulgarian Lev was fixed to the EUR at a rate BGN 1.95583 = EUR 1.00.

## 3. Summary of significant accounting policies

This condensed interim consolidated and separate financial report has been prepared in accordance with IAS 34, 'Interim financial reporting'. The interim condensed financial report should be read in conjunction with the annual financial statements for the year ended 31 December 2011.

The same accounting policies and methods of calculation are applied in the present interim separate and consolidated financial statement, as in the annual consolidated financial statements of the Group for the year ended 31 December 2011.

## 4. Cash and cash equivalents

As at 31 March 2012 and 31 December 2011 the components of the cash and cash equivalents are:

|   | Consolidated financial statements |            | Separate financial<br>statements |            |
|---|-----------------------------------|------------|----------------------------------|------------|
|   | 31.03.2012                        | 31.12.2011 | 31.03.2012                       | 31.12.2011 |
| Current accounts and cash in hand         |                                   |            |                                  |            |
| Held in BGN                               | 2,898                             | 3,914      | 2,894                            | 3,911      |
| Held in EUR                               | 1,329                             | 1,559      | 1,329                            | 1,559      |
| Held in foreign currencies other than EUR | 537                               | 364        | 536                              | 363        |
| Total current accounts and cash in hand   | 4,764                             | 5,837      | 4,759                            | 5,833      |
| Term deposits                             |                                   |            |                                  |            |
| Held in BGN                               | 146,842                           | 135,827    | 146,572                          | 135,522    |
| Held in EUR                               | -                                 | -          | -                                | -          |
| Total term deposits                       | 146,842                           | 135,827    | 146,572                          | 135,522    |
| Total cash and cash equivalents           | 151,606                           | 141,664    | 151,331                          | 141,355    |

As disclosed in note 15 on 14 November 2007 BTC signed agreements to secure payments related to Company's liabilities under the new agreement loan by establishing a pledge on the receivables on bank accounts and from its insurers of the Group.

## BULGARIAN TELECOMMUNICATIONS COMPANY AD

## NOTES TO THE CONSOLIDATED AND SEPARATE CONDENSED FINANCIAL STATEMENT

For the three months ended 31 March 2012

All amounts are in thousand BGN, unless otherwise stated

## 5. Trade receivables

As at 31 March 2012 and 31 December 2011 trade receivables include:

|  | Consolidated financial statements |            | Separate financial<br>statements |            |
|--|-----------------------------------|------------|----------------------------------|------------|
|  | 31.03.2012                        | 31.12.2011 | 31.03.2012                       | 31.12.2011 |
| Trade receivables                            | 158,264                           | 164,714    | 158,073                          | 164,354    |
| incl. international settlement receivables   | 19,018                            | 30,009     | 19,018                           | 30,009     |
| Intercompany receivables                     | 372                               | 371        | 509                              | 656        |
| Other receivables                            | 5,713                             | 63,242     | 5,710                            | 63,239     |
| Total  | 164,349                           | 228,327    | 164,292                          | 228,249    |
| Provision for impairment of receivables      | (65,009)                          | (64,197)   | (64,926)                         | (64,110)   |
| Total Trade receivables                      | 99,340                            | 164,130    | 99,366                           | 164,139    |
| Incl:  |                                   |            |                                  |            |
| Non-current portion: trade receivables       | 4,521                             | 4,953      | 4,521                            | 4,953      |
| Provision for impairment of receivables      | (277)                             | (311)      | (277)                            | (311)      |
| Total non-current portion: trade receivables | 4,244                             | 4,642      | 4,244                            | 4,642      |
| Current portion trade receivables            | 159,828                           | 223,374    | 159,771                          | 223,296    |
| Provision for impairment of receivables      | (64,732)                          | (63,886)   | (64,649)                         | (63,799)   |
| Total current portion: trade receivables     | 95,096                            | 159,488    | 95,122                           | 159,497    |

Other receivables for 2012 and 2011 include respectively BGN 45 thousand and 54,507 thousand term cash deposits with maturity greater than three months.

All non-current receivables are due within two years from the end of the reporting period and relate to sales of mobile phone sets on finance lease agreements with customers. The net investment in finance leases for the Group and BTC may be analyzed as follows:

|   | Gross receivables from<br>finance leases |            | Net investment in finance<br>leases |            |  |
|---|--|------------|-------------------------------------|------------|--|
|   | 31.03.2012                               | 31.12.2011 | 31.03.2012                          | 31.12.2011 |  |
| Finance leases receivables with maturity: |  |            |                                     |            |  |
| Within one year                           | 12,137                                   | 13,805     | 11,519                              | 13,088     |  |
| In the second to fifth years inclusive    | 2,855                                    | 3,201      | 2,770                               | 3,109      |  |
| Total receivables                         | 14,992                                   | 17,006     | 14,289                              | 16,197     |  |
| Less: unearned finance income             | (703)                                    | (809)      |                                     | -          |  |
| Provision for impairment of receivables   | (1,429)                                  | (1,620)    | (1,429)                             | (1,620)    |  |
| Net investment in finance leases          | 12,860                                   | 14,577     | 12,860                              | 14,577     |  |

Movement of the provision for impairment of accounts receivables as at 31 March 2012 and 31 December 2011 is as follows:

|  | Consolidated financial<br>statements |            | Separate financial<br>statements |            |
|--|--------------------------------------|------------|----------------------------------|------------|
|  | 31.03.2012                           | 31.12.2011 | 31.03.2012                       | 31.12.2011 |
| Balance at the beginning of the period | 64,197                               | 78,744     | 64,110                           | 78,609     |
| Accrued impairment                     | 4,503                                | 21,420     | 4,502                            | 21,407     |
| Impairment of receivables written off  | (3,691)                              | (35,967)   | (3,686)                          | (35,906)   |
| Balance at the end of the period       | 65,009                               | 64,197     | 64,926                           | 64,110     |

## BULGARIAN TELECOMMUNICATIONS COMPANY AD

## NOTES TO THE CONSOLIDATED AND SEPARATE CONDENSED FINANCIAL STATEMENT

For the three months ended 31 March 2012

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#### 5. Trade receivables (continued)

Presented by class of customer the figures above are as follows:

| Business customers   | Consolidate<br>staten                        |                               | Separate financial<br>statements             |                               |
|--|--|-------------------------------|--|-------------------------------|
|  | 31.03.2012                                   | 31.12.2011                    | 31.03.2012                                   | 31.12.2011                    |
| Balance at the beginning of the period                                 | 19,364                                       | 30,748                        | 19,277                                       | 30,613                        |
| Accrued impairment   | 836  | (373)                         | 835  | (386)                         |
| Impairment of receivables written off                                  | (1,663)                                      | (11,011)                      | (1,658)                                      | (10,950)                      |
| Balance at the end of the period                                       | 18,537                                       | 19,364                        | 18,454                                       | 19,277                        |
|  | Consolidated financial statements            |                               |  |                               |
| Residential customers  |  |                               | Separate<br>staten                           |                               |
| Residential customers  |  |                               | -  |                               |
| <b>Residential customers</b><br>Balance at the beginning of the period | staten                                       | nents                         | staten                                       | nents                         |
|  | staten<br>31.03.2012                         | nents<br>31.12.2011           | staten 31.03.2012                            | nents<br>31.12.2011           |
| Balance at the beginning of the period                                 | <b>staten</b><br><b>31.03.2012</b><br>44,833 | nents<br>31.12.2011<br>47,996 | <b>staten</b><br><b>31.03.2012</b><br>44,833 | nents<br>31.12.2011<br>47,996 |

Related parties balances are shown in note 26.

As of 31 March 2012 and 31 December 2011 receivables of the Group and the Company at the amount of BGN 4,029 and 4,589 thousand were assessed individually and the impairment amounts to 3,511 and 4,297 thousand.

As of 31 March 2012 and 31 December 2011 the age structure of overdue receivables not impaired is as follows:

|                      | Consolidated and Separate financia<br>statement |            |  |
|----------------------|---|------------|--|
|                      | 31.03.2012                                      | 31.12.2011 |  |
| From 60 to 90 days   | 3,182   | 5,808      |  |
| From 91 to 180 days  | 340   | 343        |  |
| From 181 to 360 days | 145   | 93         |  |
| Above 1 year         | 154   | 143        |  |
| Total                | 3,821   | 6,387      |  |

As of the balance sheet date the accounts with major (the five biggest) counterparties in the trade receivables for the Group and the Company are as follows:

| Туре                | Carrying amount of the receivable |            |  |
|---------------------|-----------------------------------|------------|--|
|                     | 31.03.2012                        | 31.12.2010 |  |
| Outside the country | 4,839                             | 420        |  |
| Outside the country | 4,549                             | 10,622     |  |
| Outside the country | 1,449                             | 6,886      |  |
| In the country      | 1,438                             | 1,110      |  |
| In the country      | 1,394                             | 73         |  |

For the three months ended 31 March 2012 All amounts are in thousand BGN, unless otherwise stated

## 6. Inventories

The materials and supplies as of 31 March 2012 and 31 December 2011 are as follows:

|                              | Consolidated and Separate financial |            |  |
|------------------------------|-------------------------------------|------------|--|
|                              |                                     | statements |  |
|                              | 31.03.2012                          | 31.12.2011 |  |
| Materials and supplies, net  | 5,846                               | 5,999      |  |
| Merchandise and other, net   | 22,177                              | 19,735     |  |
| Total materials and supplies | 28,023                              | 25,734     |  |

## 7. Assets classified as held for sale

|                             | 31.03.2012 | 31.12.2011 |
|-----------------------------|------------|------------|
| Real estates, held for sale | 1,899      | 1,892      |
| Total assets held for sale  | 1,899      | 1,892      |

As of 31 March 2012 and 31 December 2011 BTC has signed several preliminary agreements for the sale of real estates reported in the balance sheet by their net asset value, excluding a few properties stated on the lower than their carrying value contracted price.

## 8. Other current assets

As of 31 March 2012 and 31 December 2011 other current asets are as follows:

|                            | Consolidated financial statements |            |            |            |  |
|----------------------------|-----------------------------------|------------|------------|------------|--|
|                            | 31.03.2012                        | 31.12.2011 | 31.03.2012 | 31.12.2011 |  |
| Prepayments                | 21,445                            | 12,332     | 21,444     | 12,333     |  |
| Other current assets       | 3,605                             | 4,638      | 3,600      | 4,636      |  |
| Total other current assets | 25,050                            | 16,970     | 25,044     | 16,969     |  |

Subscriber acquisition cost, representing mainly fees paid to distributors, are included in other assets above, which for the Group and the Company are BGN 3,456 thousand as of 31 March 2012. As of 31 December 2011 they amount to BGN 3,950 thousand.

For the three months ended 31 March 2012

All amounts are in thousand BGN, unless otherwise stated

## 9. Property, plant and equipment

The composition of property, plant and equipment for the Group as of 31 March 2012 and 31 December 2011 is as follows:

|                          | Switching | Transmission | General<br>support | Construction<br>in progress | Total     |
|--------------------------|-----------|--------------|--------------------|-----------------------------|-----------|
| Gross Book Value         |           |              |                    |                             |           |
| At 31 December 2010      | 1,347,918 | 896,582      | 282,317            | 39,821                      | 2,566,638 |
| Revaluation              | -         | -            | (559)              | -                           | (559)     |
| Additions                | 4,011     | -            | 87                 | 122,531                     | 126,629   |
| Transfers                | 101,717   | 9,973        | 12,720             | (124,410)                   | -         |
| Impairment               | -         | -            | -                  | (2,411)                     | (2,411)   |
| Assets held for sale     | -         | -            | 5,024              | -                           | 5,024     |
| Disposals                | (64,232)  | (11,014)     | (15,274)           | (2,049)                     | (92,569)  |
| At 31 December 2011      | 1,389,414 | 895,541      | 284,315            | 33,482                      | 2,602,752 |
| Revaluation              | -         | -            | -                  | -                           | -         |
| Additions                | 82        | -            | -                  | 17,454                      | 17,536    |
| Transfers                | 14,100    | 1,882        | 1,642              | (17,624)                    | -         |
| Impairment               | -         | -            | -                  | 72                          | 72        |
| Assets held for sale     | -         | -            | (57)               | -                           | (57)      |
| Disposals                | (14,187)  | (1,060)      | (913)              | (59)                        | (16,219)  |
| At 31 March 2012         | 1,389,409 | 896,363      | 284,987            | 33,325                      | 2,604,084 |
| Accumulated depreciation |           |              |                    |                             |           |
| At 31 December 2010      | 741,389   | 583,514      | 152,641            | _                           | 1,477,544 |
| Depreciation charged     | 135,146   | 24,069       | 27,927             | -                           | 187,142   |
| Impairment               | 4,878     | 5            | (238)              |                             | 4,645     |
| Assets held for sale     | -         | _            | 542                | -                           | 542       |
| Disposals                | (50,701)  | (9,956)      | (13,833)           | -                           | (74,490)  |
| At 31 December 2011      | 830,712   | 597,632      | 167,039            | -                           | 1,595,383 |
| Depreciation charged     | 34,396    | 6,047        | 6,862              | -                           | 47,305    |
| Impairment               | 43        | -            | 29                 | -                           | 72        |
| Assets held for sale     | -         | -            | (34)               | -                           | (34)      |
| Disposals                | (12,935)  | (1,060)      | (856)              | -                           | (14,851)  |
| At 31 March 2012         | 852,216   | 602,619      | 173,040            | -                           | 1,627,875 |
| Net book value           |           |              |                    |                             |           |
| At 31 December 2011      | 558,702   | 297,909      | 117,276            | 33,482                      | 1,007,369 |
| At 31 March 2012         | 537,193   | 293,744      | 111,947            | 33,325                      | 976,209   |

## BULGARIAN TELECOMMUNICATIONS COMPANY AD

## NOTES TO THE CONSOLIDATED AND SEPARATE CONDENSED FINANCIAL STATEMENT

For the three months ended 31 March 2012

All amounts are in thousand BGN, unless otherwise stated

#### 9. Property, plant and equipment (continued)

The composition of property, plant and equipment on BTC stand alone basis as of 31 March 2012 and 31 December 2011 is as follows:

|                          | Switching | Transmission | General<br>support | Construction<br>in progress | Total     |
|--------------------------|-----------|--------------|--------------------|-----------------------------|-----------|
| Gross Book Value         |           |              |                    |                             |           |
| At 31 December 2010      | 1,347,771 | 896,582      | 282,800            | 39,821                      | 2,566,974 |
| Revaluation              | -         | -            | (559)              | -                           | (559)     |
| Additions                | 4,011     | -            | 87                 | 122,531                     | 126,629   |
| Transfers                | 101,717   | 9,973        | 12,720             | (124,410)                   | -         |
| Impairment               | -         | -            | -                  | (2,411)                     | (2,411)   |
| Assets held for sale     | -         | -            | 5,024              | -                           | 5,024     |
| Disposals                | (64,085)  | (11,014)     | (15,221)           | (2,049)                     | (92,369)  |
| At 31 December 2011      | 1,389,414 | 895,541      | 284,851            | 33,482                      | 2,603,288 |
| Additions                | 82        | -            | -                  | 17,454                      | 17,536    |
| Transfers                | 14,100    | 1,882        | 1,642              | (17,624)                    | -         |
| Impairment               | -         | -            | -                  | 72                          | 72        |
| Assets held for sale     | -         | -            | (57)               | -                           | (57)      |
| Disposals                | (14,187)  | (1,060)      | (913)              | (59)                        | (16,219)  |
| At 31 March 2012         | 1,389,409 | 896,363      | 285,523            | 33,325                      | 2,604,620 |
| Accumulated depreciation |           |              |                    |                             |           |
| At 31 December 2010      | 741,245   | 583,514      | 153,124            | -                           | 1,477,883 |
| Depreciation charged     | 135,144   | 24,069       | 27,927             | -                           | 187,140   |
| Impairment               | 4,878     | 5            | (238)              | -                           | 4,645     |
| Assets held for sale     | -         | -            | 542                | -                           | 542       |
| Disposals                | (50,555)  | (9,956)      | (13,780)           | -                           | (74,291)  |
| At 31 December 2011      | 830,712   | 597,632      | 167,575            | -                           | 1,595,919 |
| Depreciation charged     | 34,396    | 6,047        | 6,862              | -                           | 47,305    |
| Impairment               | 43        | -            | 29                 | -                           | 72        |
| Assets held for sale     | -         | -            | (34)               | -                           | (34)      |
| Disposals                | (12,935)  | (1,060)      | (856)              | -                           | (14,851)  |
| At 31 March 2012         | 852,216   | 602,619      | 173,576            | -                           | 1,628,411 |
| Net book value           |           |              |                    |                             |           |
| At 31 December 2011      | 558,702   | 297,909      | 117,276            | 33,482                      | 1,007,369 |
| At 31 March 2012         | 537,193   | 293,744      | 111,947            | 33,325                      | 976,209   |

On the base of § 8 Para 1 of Transitional and concluding provisions to the Law for amendment and supplement of the law for privatization and post-privatization control the Agency for Privatization and Post-privatization Control imposed statutory mortgage on 688 properties of BTC with a net book value as of 31 December 2011 amounting to BGN 22,397 thousand( BGN 22,951 as of 31 December 2011).

As disclosed in note 15 on November 14, 2007 BTC signed agreements to secure payments related to Parent company's liabilities under the new loan agreement by establishing a pledge on real estate property, which net book value as of 31 March 2012 amounted to BGN 18,268 thousand, and as of 31 December 2011 their net book value was BGN 18,680 thousand.

For the three months ended 31 March 2012

All amounts are in thousand BGN, unless otherwise stated

## **10. Intangible assets**

As of 31 March 2012 and 31 December 2011 intangible assets of the Group are as follows

|                          | Licenses | Software | Other<br>intangible<br>assets | Intangible<br>assets under<br>construction | Total    |
|--------------------------|----------|----------|-------------------------------|--|----------|
| Gross book value         |          |          |                               |  |          |
| At 31 December 2010      | 119,044  | 509,687  | 14,711                        | 5,387                                      | 648,829  |
| Additions(Transfers)     | 726      | 53,116   | 5,604                         | (2,025)                                    | 57,421   |
| Disposals                | -        | (19,384) | (52)                          | -  | (19,436) |
| At 31 December 2011      | 119,770  | 543,419  | 20,263                        | 3,362                                      | 686,814  |
| Additions(Transfers)     | 220      | 6,396    | 1,089                         | (1,308)                                    | 6,397    |
| Disposals                | -        | (15,110) | (46)                          | -  | (15,156) |
| At 31 March 2012         | 119,990  | 534,705  | 21,306                        | 2,054                                      | 678,055  |
| Accumulated amortization |          |          |                               |  |          |
| At 31 December 2010      | 33,702   | 282,526  | 2,488                         | -  | 318,716  |
| Amortization charge      | 7,252    | 70,215   | 2,862                         | -  | 80,329   |
| Impairment               | -        | 2,151    | -                             | -  | 2,151    |
| Disposals                | -        | (19,291) | (13)                          | -  | (19,304) |
| At 31 December 2011      | 40,954   | 335,601  | 5,337                         | -  | 381,892  |
| Amortization charge      | 1,811    | 15,640   | 1,128                         | -  | 18,579   |
| Disposals                | -        | (15,102) | (16)                          | -  | (15,118) |
| At 31 March 2012         | 42,765   | 336,139  | 6,449                         | -  | 385,353  |
| Net book value           |          |          |                               |  |          |
| At 31 December 2011      | 78,816   | 207,818  | 14,926                        | 3,362                                      | 304,922  |
| At 31 March 2012         | 77,225   | 198,566  | 14,857                        | 2,054                                      | 292,702  |

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All amounts are in thousand BGN, unless otherwise stated

#### **10. Intangible assets (continued)**

As of 31 March 2012 and 31 December 2011 intangible assets on BTC stand alone bases are as follows:

|                          | Licenses | Software | Other<br>intangible<br>assets | Intangible<br>assets under<br>construction | Total    |
|--------------------------|----------|----------|-------------------------------|--|----------|
| Gross book value         |          |          |                               |  |          |
| At 31 December 2010      | 118,989  | 509,459  | 14,711                        | 5,387                                      | 648,546  |
| Additions(Transfers)     | 726      | 53,116   | 5,604                         | (2,026)                                    | 57,420   |
| Disposals                | -        | (19,311) | (52)                          | -  | (19,363) |
| At 31 December 2011      | 119,715  | 543,264  | 20,263                        | 3,361                                      | 686,603  |
| Additions(Transfers)     | 220      | 6,396    | 1,089                         | (1,308)                                    | 6,397    |
| Disposals                | -        | (15,013) | (46)                          | -  | (15,059) |
| At 31 March 2012         | 119,935  | 534,647  | 21,306                        | 2,053                                      | 677,941  |
| Accumulated amortization |          |          |                               |  |          |
| At 31 December 2010      | 33,657   | 282,298  | 2,488                         | -  | 318,443  |
| Amortization charge      | 7,251    | 70,215   | 2,862                         | -  | 80,328   |
| Impairment               | -        | 2,151    | -                             | -  | 2,151    |
| Disposals                | -        | (19,218) | (14)                          | -  | (19,232) |
| At 31 December 2011      | 40,908   | 335,446  | 5,336                         | -  | 381,690  |
| Amortization charge      | 1,811    | 15,640   | 1,128                         | -  | 18,579   |
| Disposals                | -        | (15,005) | (16)                          | -  | (15,021) |
| At 31 March 2012         | 42,719   | 336,081  | 6,448                         | -  | 385,248  |
| Net book value           |          |          |                               |  |          |
| At 31 December 2011      | 78,807   | 207,818  | 14,927                        | 3,361                                      | 304,913  |
| At 31 March 2012         | 77,216   | 198,566  | 14,858                        | 2,053                                      | 292,693  |

The majority of other intangible assets represents the acquired distribution network in the business combination with Kimimpex – TL OOD and the capitalized customer acquisition and retention expenses with contractual period longer than one year. Their net book value as of 31 March 2012 is respectively BGN 10,351 thousand and BGN 4,211 thousand.

For the three months ended 31 March 2012 All amounts are in thousand BGN, unless otherwise stated

## 11. Investments

Investments available for sale on the Group level as of 31 March 2012 and 31 December 2011 are as follows:

| Entity                   | 31.03.2012 | 31.12.2011 |
|--------------------------|------------|------------|
| Intersputnik             | 178        | 178        |
| Satbird                  | 143        | 143        |
| Sofia Commodity Exchange | 14         | 14         |
| Total investment         | 335        | 335        |

In the separate financial statements the investments in subsidiaries are measured at cost, less any impairment.

|                                   | 31.03.2012 | 31.12.2011 |
|-----------------------------------|------------|------------|
| Subsidiaries                      |            |            |
| BTC Net                           | 799        | 799        |
| Total investments in subsidiaries | 799        | 799        |
| Other investments                 | 335        | 335        |
| Total investments                 | 1,134      | 1,134      |

## 12. Trade payables

The payables to suppliers as of 31 March 2012 and 31 December 2011 are as follows:

|  | Consolidated financial<br>statements |            | Separate<br>stater |            |
|--|--------------------------------------|------------|--------------------|------------|
|  | 31.03.2012                           | 31.12.2011 | 31.03.2012         | 31.12.2011 |
| Payables to suppliers of non current assets  | 26,297                               | 38,473     | 26,297             | 38,473     |
| Payables to international accounts           | 12,008                               | 8,813      | 12,008             | 8,813      |
| Payables to telecom operators                | 3,770                                | 3,066      | 3,770              | 3,066      |
| Payables to suppliers of network maintenance | 2,811                                | 1,688      | 2,811              | 1,688      |
| Payables to related parties (Note 27)        | -                                    | -          | 31                 | -          |
| Others                                       | 24,709                               | 23,881     | 24,708             | 23,881     |
| Total trade payables                         | 69,595                               | 75,921     | 69,625             | 75,921     |

Other payables include outstanding balances of suppliers of fuel, utilities, advertising, inventories, and other.

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All amounts are in thousand BGN, unless otherwise stated

## 13. Other payables

Other payables as of 31 March 2012 and 31 December 2011 are as follows:

|                             | Consolidated financial<br>statements |            | Separate financial<br>statements |            |
|-----------------------------|--------------------------------------|------------|----------------------------------|------------|
|                             | 31.03.2012                           | 31.12.2011 | 31.03.2012                       | 31.12.2011 |
| Deferred income             | 18,150                               | 17,098     | 18,151                           | 17,098     |
| Payables to employees       | 11,888                               | 12,811     | 11,888                           | 12,811     |
| VAT                         | 5,499                                | 1,060      | 5,499                            | 1,060      |
| Social securities           | 1,757                                | 1,878      | 1,757                            | 1,878      |
| Advances from clients       | 883                                  | 965        | 883                              | 965        |
| Personal income tax payable | 754                                  | 835        | 754                              | 835        |
| Cable project MECMA         | 652                                  | 1,169      | 652                              | 1,169      |
| Payables for license fee    | 482                                  | 459        | 482                              | 459        |
| Withholding and other taxes | 306                                  | 332        | 306                              | 332        |
| Interest payable            | 177                                  | 150        | 177                              | 150        |
| Others                      | 4,110                                | 4,635      | 4,110                            | 4,635      |
| Total other payables        | 44,658                               | 41,392     | 44,659                           | 41,392     |

The liabilities under Cable projects MECMA amounting to BGN 652 and 1,169 thousand originated as a result of BTC's role as a Central Billing Party in the MECMA 2004 Agreement for maintenance of submarine cables in the Mediterranean Sea, Red Sea and Black Sea area.

#### 14. Provisions for other liabilities and charges

#### Consolidated and Separate financial statements

|                                     | Decommissio<br>ning | Restructuring | Legal claims | Total  |
|-------------------------------------|---------------------|---------------|--------------|--------|
| At 1 January 2012                   | 7,329               | 1,100         | 11,360       | 19,789 |
| Charged to the comprehensive income | -                   | -             | 3,967        | 3,967  |
| Included in the balance sheet       | 82                  | -             | -            | 82     |
| Used during the year                | (21)                | (262)         | (18)         | (301)  |
| Discount rate adjustment            | 103                 | -             | -            | 103    |
| At 31 March 2012                    | 7,493               | 838           | 15,309       | 23,640 |

Analysis of provision in consolidated financial statements

|                                     | 31.03.2012 | 31.12.2011 |
|-------------------------------------|------------|------------|
| Non-current (decommissioning costs) | 7,493      | 7,329      |
| Current                             | 16,147     | 12,460     |
| Total                               | 23,640     | 19,789     |

For the three months ended 31 March 2012

All amounts are in thousand BGN, unless otherwise stated

#### 14. Provisions for other liabilities and charges(continued)

## Decommissioning

A provision has been recognised for decommissioning costs associated with mobile sites.. The provision has been capitalized to the cost of the sites with the amount of the present value of the decommissioning obligation after ceasing operation. The discount rate used for 2012 and 2011 is 5.7%.

## Restructuring

The Provision for employment termination is related to the decision for restructuring the activities of the Group in 2011 and is recognised as staff cost in the profit or loss for the period.

## Legal claims

The amounts represent a provision for labour disputes, legal claim of customers and certain penalties imposed on the Group by the Commission for Protection of Competition (CPC) and Communications Regulation Commission (CRC).

## **15. Borrowings**

The long-term debts in the consolidated and separate financial statements are as follows:

|                                | 31.03.2012 | 31.12.2011 |
|--------------------------------|------------|------------|
| New Syndicated credit facility | 965,323    | 994,907    |
| Trade credits                  | 2,672      | 2,677      |
| Financial lease                | 735        | 734        |
| Short-term portion             | (967,018)  | (994,925)  |
| Total borrowings               | 1,712      | 3,393      |

On August 21, 2007 BTC refinanced its debt under the existing syndicated credit facility amounting to EUR 350 million. On August 17, 2007 BTC became a party to a new loan agreement together with NEF Telecom Bulgaria OOD and it's parent NEF Telecom Company B.V. The loan is organized by Royal

Bank of Scotland, Deutsche Bank AG, London branch, UBS Limited and Bank Austria Creditanstalt AG with a mandate to organize syndicated financing

Under the new loan agreement BTC has two term facilities and revolving facility. The first term loan which matures after 8 years can be used to pay existing financial liabilities. The second term loan which matures in 7 years can be used to finance capital expenses of BTC and its subsidiaries. The third facility is on a revolving basis and it can be utilized for working capital, as well as for other needs of the companies in the Group. Interest rate accrued for each interest period is calculated based on the respective value of EURIBOR plus margin.

The margin is calculated depending on the ratio of the consolidated total net debt to the consolidated pro forma profit before interest, taxes and amortization. As of October 31, 2007 the loan margins of BTC were changed and varied between 2,25% and 2,75% for the first facility and between 1,5% and 2,25% for the second and the revolving facility. On November 14, 2007 BTC signed agreement to secure the payments of Company's liabilities under the new loan agreement. The agreement established a special pledge of BTC, including the shares held in the subsidiaries, real estate property with net book value as of 31 March 2012 at the amount of BGN 18,268 thousand, and a pledge on the receivables from the Company's bank accounts, and from its insurers.

For the three months ended 31 March 2012 All amounts are in thousand BGN, unless otherwise stated

## **15. Borrowings (continued)**

Along with other securities, there is a pledge over the shares of BTC owned by NEF Telecom Bulgaria OOD.

The loan agreement includes provisions for certain financial covenants calculated based on the consolidated financial statements of NEF Telecom Company B.V. According to the information received from the parent company there has been a breach of the leverage ratio covenant since the second quarter of 2010. Any breaching of the requirements of the financial covenants if not remedied or waived, constitutes an Event of Default. Such a waiver has been provided by the lenders and expires on 23 April 2012. According to information provided by the major shareholder there are expectations that the waiver will be reissued.

In addition to the above covenants breech the loan agreement provides that certain events represent a technical Event of Default. Such an event is the garnishment (freezing order) imposed on 6 January 2010 over 10,230,187 common registered book entry shares from the share capital of BTC. The shares are held by NEF Telecom Bulgaria OOD and represent 3.54% of total BTC shares. The garnishment is in relation to an arbitration claim launched by the Bulgarian Privatization and Post-Privatization Control Agency (PPCA) against the former owners of BTC (as primary respondents) and NEF Telecom Bulgaria OOD (as secondary respondent). NEF Telecom Bulgaria OOD continues to dispute the merits of the arbitration claim to which the freezing order relates. During the period of June – August 2010, the PPCA imposed statutory mortgages on some of the properties of BTC as disclosed in Note 11 of the present financial statements. This Event of Default has been waived by the lenders in the waiver letter disclosed above.

Taking into account the validity of the waiver BTC classified the outstanding facilities of the syndicated loan as current liabilities at the balance sheet date in accordance with IAS 1.

#### **Obligations under Finance lease**

Certain part of BTC's software is leased under the terms of finance lease. The average lease term is 3 years and the average effective borrowing rate is 4.95%.

The fair value of Group's and Company's lease obligations approximates their carrying amount.

|  | Minimum lease payments |            | Present value of minimum lease payments |            |
|--|------------------------|------------|---|------------|
|  | 31.03.2012             | 31.12.2011 | 31.03.2012                              | 31.12.2011 |
| Finance lease payables with maturity:  |                        |            |   |            |
| Within one year                        | 1,463                  | 19         | 1,396                                   | 17         |
| In the second to fifth years inclusive | 1,405                  | 2,855      | 1,276                                   | 2,660      |
| Total payables                         | 2,868                  | 2,874      | 2,672                                   | 2,677      |
| Less: future finance charges           | (196)                  | (197)      | -                                       | -          |
| Present value of lease obligations     | 2,672                  | 2,677      | 2,672                                   | 2,677      |

The net book value of the assets acquired under finance lease arrangements as of 31 March 2012 is BGN 3,788 thousand.

For the three months ended 31 March 2012

All amounts are in thousand BGN, unless otherwise stated

## 16. Deferred tax assets and liabilities

As of 31 March 2012 and 2011 the deferred tax, are as it follows: **For the Group:** 

| Deferred tax assets                                    | Tax loss carried<br>forward | Allowance<br>for<br>impairment<br>of receivables | Property,<br>plant and<br>equipment | Expense<br>accruals | Total |
|--|-----------------------------|--|-------------------------------------|---------------------|-------|
| At 01.01.2011  | 65                          | 14   | -                                   | -                   | 79    |
| Charged/(credited) to the profit/(loss) for the period | 3                           | -  | -                                   | -                   | 3     |
| At 31 March 2011                                       | 68                          | 14   | -                                   | -                   | 82    |
| At 01.01.2012<br>Charged/(credited) to the             | 64                          | 9  | -                                   | -                   | 73    |
| profit/(loss) for the period                           | -                           | -  | -                                   | -                   | -     |
| At 31 March 2012                                       | 64                          | 9  | -                                   | -                   | 73    |

| Deferred tax liabilities       | Retirement benefit<br>obligations | Allowance<br>for<br>impairment<br>of receivables | Property,<br>plant and<br>equipment | Expense<br>accruals | Total   |
|--------------------------------|-----------------------------------|--|-------------------------------------|---------------------|---------|
| At 01.01.2011                  | (158)                             | (7,860)  | 43,800                              | (2,784)             | 32,998  |
| Charged/(credited) to the      |                                   |  |                                     |                     |         |
| profit/(loss) for the period   | (1)                               | (383)  | (956)                               | 49                  | (1,291) |
| Charged to other comprehen     | sive                              |  |                                     |                     |         |
| income for the period          | -                                 | -  | -                                   | (21)                | (21)    |
| At 31 March 2011               | (159)                             | (8,243)  | 42,844                              | (2,756)             | 31,686  |
|                                | (161)                             | (6,405)  | 38,553                              | (4,777)             | 27,210  |
| Charged/(credited) to the      |                                   |  |                                     |                     |         |
| profit/(loss) for the period   | (2)                               | (82)   | (738)                               | 472                 | (350)   |
| Charged to other comprehensive |                                   |  |                                     |                     |         |
| income for the period          | -                                 | -  | -                                   | (42)                | (42)    |
| At 31 March 2012 =             | (163)                             | (6,487)  | 37,815                              | (4,347)             | 26,818  |

| Deferred tax charge(credit) to the profit/(loss) for the period | Three months ended |            |
|---|--------------------|------------|
|   | 31.03.2012         | 31.03.2011 |
| Deferred tax liabilities  | 350                | 1,291      |
| Deferred tax assets   | -                  | 3          |
| Total charged to the profit/(loss) for the period               | 350                | 1,294      |

For the three months ended 31 March 2012

All amounts are in thousand BGN, unless otherwise stated

#### 16. Deferred tax assets and liabilities(continued)

## For BTC:

| Deferred tax liabilities  | Retirement benefit<br>obligations | Allowance<br>for<br>impairment<br>of receivables | Property,<br>plant and<br>equipment | Expense<br>accruals | Total             |
|---|-----------------------------------|--|-------------------------------------|---------------------|-------------------|
| At 01.01.2011   | (158)                             | (7,860)  | 43,800                              | (2,784)             | 32,998            |
| Charged/(credited) to the                                       |                                   |  |                                     |                     |                   |
| profit/(loss) for the period                                    | (1)                               | (383)  | (956)                               | 49                  | (1,291)           |
| Charged to other comprehen                                      | nsive                             |  |                                     |                     |                   |
| income for the period   | -                                 | -  | -                                   | (21)                | (21)              |
| Discontinued operations   |                                   |  |                                     |                     | -                 |
| At 31 March 2011  | (159)                             | (8,243)  | 42,844                              | (2,756)             | 31,686            |
| At 01.01.2012   | (161)                             | (6,405)  | 38,553                              | (4,777)             | 27,210            |
| Charged/(credited) to the                                       |                                   |  |                                     |                     |                   |
| profit/(loss) for the period                                    | (2)                               | (82)   | (738)                               | 472                 | (350)             |
| Charged to other comprehen                                      | nsive                             |  |                                     |                     |                   |
| income for the period   | -                                 | -  | -                                   | (42)                | (42)              |
| At 31 March 2012  | (163)                             | (6,487)  | 37,815                              | (4,347)             | 26,818            |
| Deferred tax charge(credit) to the profit/(loss) for the period |                                   |  |                                     |                     | nonths ended      |
| Deferred tax liabilities  |                                   |  |                                     | 31.03.2012          | <b>31.03.2011</b> |
|   |                                   |  | -                                   | 350                 | 1,291             |
| Total charged to the profit                                     | t/(loss) for the period           |  | -                                   | 350                 | 1,291             |

Deferred tax assets and liabilities for different taxable entities are not offset as they can not be settled on a net basis and it is not expected that the assets will be realised and the liabilities will be settled simultaneously in the future.

Deferred tax assets and liabilities are measured using the tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The deferred tax assets and liabilities as of 31 March 2012 and 31 December 2011 are calculated in these financial statements at 10% tax rate which is effective as of 1 January 2007.

The last period audited by the tax authorities for BTC is 2006.

For the three months ended 31 March 2012

All amounts are in thousand BGN, unless otherwise stated

## **17. Retirement benefit obligations**

In compliance with the Labour Code, the Parent company owes compensation at retirement to all the employees. The compensations of the employees with a 10 years experience in the Company is 6 gross monthly salaries; for the employees having under 10 years experience the compensation is 2 gross monthly salaries.

Currently no assets have been allocated for covering the long-term staff revenue in a separate fund and there are no legal requirements for the establishment of such.

The present consolidated and separate financial statements include a provision for employee benefits obligation which is measured applying the projected unit credit method.

The movement of the liability, recognized in the balance sheet, is as follows:

|   | Consolidated and Separate financial statements |            |  |
|---|--|------------|--|
|   | 31.03.2012                                     | 31.12.2011 |  |
| Liability at the beginning of the period          | 1,610  | 1,917      |  |
| Past service cost                                 | -  | (96)       |  |
| Current service cost                              | 17   | (153)      |  |
| Interest cost                                     | 7  | 74         |  |
| Total cost recognized in the comprehensive income | 24   | (175)      |  |
| Payments to retirees                              | -  | (132)      |  |
| Liability at the end of the period                | 1,634  | 1,610      |  |

The following principal assumptions have been used in the estimation of the liability:

|  | 31.03.2012    | 31.12.2011    |
|--|---------------|---------------|
| Discount rate                                | 5.70%         | 6.50%         |
| Future salary increases per year             | From 3% to 6% | From 4% to 6% |
| Average age of retirement – male employees   | 65            | 63            |
| Average age of retirement – female employees | 63            | 60            |

The Management has used in the estimation of the liability for retirement benefit obligations the assumption that voluntary leave of personnel, without any compensation, will be negligible.

Assumptions regarding future mortality experience are set based on actuarial advice in accordance with published statistics. Mortality assumptions are based on the statistical information, provided by the National Statistical Institute for the total mortality of the population in Bulgaria for the period 2008 - 2010.

#### 18. Share capital and dividends

|                                      | 31.03.2012  | 31.12.2011  |
|--------------------------------------|-------------|-------------|
| Number of shares                     | 288,764,840 | 288,764,840 |
| Par value per share (in BGN)         | 1           | 1           |
| Share capital per BTC's registration | 288,765     | 288,765     |
| Share capital                        | 288,765     | 288,765     |

## BULGARIAN TELECOMMUNICATIONS COMPANY AD

## NOTES TO THE CONSOLIDATED AND SEPARATE CONDENSED FINANCIAL STATEMENT

For the three months ended 31 March 2012

All amounts are in thousand BGN, unless otherwise stated

#### 18. Share capital and dividends (continued)

| Structure of the share capital: | 31.03.2012  | %    |
|---------------------------------|-------------|------|
| Number of ordinary shares:      |             |      |
| NEF Telecom Bulgaria OOD        | 271,423,451 | 94%  |
| Other shareholders              | 17,341,388  | 6%   |
| Total ordinary shares           | 288,764,839 | 100% |
| Number of preference shares:    |             |      |
| The Republic of Bulgaria        | 1           | 100% |
| Total number of shares          | 288,764,840 | 100% |

On 10 November 2004 BTC was registered as a public company. As part of the governmental project to privatize the remaining state-owned 35% of share capital of BTC, the Bulgarian government subsequently floated its nearly 35% stake on 27 January 2005 through a public offering on the Bulgarian Stock Exchange and since then the shares are freely traded on it.

As of 31 March 2012, the share capital of BTC comprises 288,764,839 ordinary registered shares and a single preference share, held by the Government through the Ministry of Transport and Communications. The nominal share value is BGN 1.

| Earnings per share                               | ings per share Consolidated financial statements |            | Separate financial statements |            |
|--|--|------------|-------------------------------|------------|
|  | Three mor  | nths ended | Three mon                     | ths ended  |
|  | 31.03.2012                                       | 31.03.2011 | 31.03.2012                    | 31.03.2011 |
| Profit for the period                            | 10,237   | 10,683     | 10,253                        | 10,383     |
| Total profit for distribution                    | 10,237   | 10,683     | 10,253                        | 10,383     |
| Weighted average number of ordinary shares       | 288,765  | 288,765    | 288,765                       | 288,765    |
| Earnings per share (BGN)                         | 0.04   | 0.04       | 0.04                          | 0.04       |
| Dividends payable                                |  |            |                               |            |
|  |  |            | 31.03.2012                    | 31.12.2011 |
| Dividend approved by the General shareholders' m | eeting   |            | -                             | 176,147    |
| Non-distributed dividends for prior years        |  |            | 158,092                       | 142,728    |
| Tax on dividend                                  |  |            | -                             | (518)      |
| Net dividends paid                               | (68,062)   | (160,265)  |                               |            |
| Total dividend payable                           |  |            | 90,030                        | 158,092    |

As shown in Note 26, dividends payable outstanding as at 31 December 2011 includes the amount of BGN 89,561 thousand – dividends to NEF Telecom Bulgaria OOD.

For the three months ended 31 March 2012 All amounts are in thousand BGN, unless otherwise stated

## **19. Revenue**

Revenue of the Group and the Company for the three months ended 31 March 2012 and 2011 consist of:

| Consolidated financial statements  | Three months ended |            |
|------------------------------------|--------------------|------------|
|                                    | 31.03.2012         | 31.03.2011 |
| Recurring charges                  | 83,525             | 83,550     |
| Outgoing traffic                   | 42,506             | 42,270     |
| Interconnect                       | 41,090             | 33,120     |
| Leased lines and data transmission | 33,991             | 36,442     |
| Other revenue                      | 17,572             | 18,455     |
| Total revenue                      | 218,684            | 213,837    |

## Separate financial statements

| Separate financial statements      | Three months ended |            |
|------------------------------------|--------------------|------------|
|                                    | 31.03.2012         | 31.03.2011 |
| Recurring charges                  | 83,535             | 83,577     |
| Outgoing traffic                   | 42,505             | 42,200     |
| Interconnect                       | 41,100             | 33,178     |
| Leased lines and data transmission | 34,001             | 36,452     |
| Other revenue                      | 17,575             | 18,458     |
| Total revenue                      | 218,716            | 213,865    |

## **20.** Other operating expenses

Other operating expenses for the three months ended 31 March 2012 and 2011 consist of:

| Consolidated financial statements                    | Three mor  | Three months ended |  |
|--|------------|--------------------|--|
|  | 31.03.2012 | 31.03.2011         |  |
| Maintenance and repairs                              | 20,699     | 22,145             |  |
| Advertising, customer service, billing and collectio | 12,102     | 10,624             |  |
| Facilities   | 9,882      | 9,576              |  |
| License fees   | 3,233      | 3,223              |  |
| Administrative expenses                              | 1,837      | 1,271              |  |
| Cost of value added services (VAS)                   | 1,371      | 1,746              |  |
| Professional fees                                    | 1,167      | 1,230              |  |
| Leased lines and data transmission                   | 933        | 1,030              |  |
| Vehicles and transport                               | 886        | 950                |  |
| Other  | 9,730      | 7,793              |  |
| Total other operating expenses                       | 61,840     | 59,588             |  |

# For the three months ended 31 March 2012

All amounts are in thousand BGN, unless otherwise stated

## 20. Other operating expenses(continued)

#### Separate financial statements

| Separate financial statements                        | Three months ended |            |
|--|--------------------|------------|
|  | 31.03.2012         | 31.03.2011 |
| Maintenance and repairs                              | 20,699             | 22,145     |
| Advertising, customer service, billing and collectio | 12,128             | 10,629     |
| Facilities   | 9,882              | 9,576      |
| License fees   | 3,232              | 3,222      |
| Administrative expenses                              | 1,837              | 1,275      |
| Cost of value added services (VAS)                   | 1,371              | 1,746      |
| Professional fees                                    | 1,167              | 1,230      |
| Leased lines and data transmission                   | 932                | 1,029      |
| Vehicles and transport                               | 886                | 950        |
| Other  | 9,729              | 7,788      |
| Total other operating expenses                       | 61,863             | 59,590     |

Other expenses comprise the charged provisions for impairment of assets and the net book value of the scrapped inventories and fixed assets.

## 21. Staff costs

Staff costs for the year ended three months ended 31 March 2012 and 2011 consist of:

#### **Consolidated financial statements**

| Consolidated financial statements                  | Three months ended |            |
|--|--------------------|------------|
|  | 31.03.2012         | 31.03.2011 |
| Salaries and wages                                 | 13,394             | 12,436     |
| Pension, health and unemployment fund contribution | 2,104              | 2,170      |
| Other benefits                                     | 653                | 626        |
| Other staff costs                                  | 186                | 194        |
| Total staff costs                                  | 16,337             | 15,426     |

For the three months ended 31 March 2012 All amounts are in thousand BGN, unless otherwise stated

## 21. Staff costs(continued)

| Separate financial statements                      | Three months ended |            |
|--|--------------------|------------|
|  | 31.03.2012         | 31.03.2011 |
| Salaries and wages                                 | 13,393             | 12,435     |
| Pension, health and unemployment fund contribution | 2,104              | 2,170      |
| Other benefits                                     | 653                | 626        |
| Other staff costs                                  | 186                | 194        |
| Total staff costs                                  | 16,336             | 15,425     |

As stated in note 17 the amounts of post employment termination benefits included in salaries and wages above for the consolidated and separate financial statements for the three months ended 31 March 2012 and 2011 are respectively BGN 17 thousand and BGN 62 thousand.

#### 22. Finance income and costs

Financial income and costs for the three months ended 31 March 2012 and 2011 consist of:

| Consolidated financial statements | Three months ended |            |
|-----------------------------------|--------------------|------------|
|                                   | 31.03.2012         | 31.03.2011 |
| Finance costs                     |                    |            |
| Interest expense:                 | 8,760              | 8,874      |
| -Bank borrowings                  | 8,622              | 8,784      |
| -Finance lease                    | 23                 | 7          |
| -Provisions                       | 110                | 74         |
| -Other                            | 5                  | 8          |
| Loss on financial instruments     | 98                 | 13         |
| Other finance costs               | 58                 | 44         |
| Total finance cost                | 8,916              | 8,930      |
| Finance income                    |                    |            |
| Interest income:                  | 2,622              | 2,195      |
| -Bank deposits                    | 2,238              | 1,698      |
| -Finance lease                    | 294                | 432        |
| -Other                            | 90                 | 65         |
| Gains on financial instruments    | 9                  | 26         |
| Equity investments income         | -                  | 37         |
| Total finance income              | 2,631              | 2,258      |
| Net finance costs                 | 6,285              | 6,672      |

For the three months ended 31 March 2012

All amounts are in thousand BGN, unless otherwise stated

## 22. Finance income and costs(continued)

| Separate financial statements  | Three months ended |            |
|--------------------------------|--------------------|------------|
| -                              | 31.03.2012         | 31.03.2011 |
| Finance costs                  |                    |            |
| Interest expense:              | 8,760              | 8,873      |
| -Bank borrowings               | 8,622              | 8,784      |
| -Finance lease                 | 23                 | 7          |
| -Provisions                    | 110                | 74         |
| -Other                         | 5                  | 8          |
| Loss on financial instruments  | 98                 | 13         |
| Other finance costs            | 58                 | 44         |
| Total finance cost             | 8,916              | 8,930      |
| Finance income                 |                    |            |
| Interest income:               | 2,619              | 2,190      |
| -Bank deposits                 | 2,235              | 1,693      |
| -Finance lease                 | 294                | 432        |
| -Other                         | 90                 | 65         |
| Gains on financial instruments | 9                  | 26         |
| Equity investments income      | -                  | 37         |
| Total finance income           | 2,628              | 2,253      |
| Net finance costs              | 6,288              | 6,677      |

#### 23. Other gains, net

Other gains, net for the year ended 31 December 2011 and 2010 consist of:

| Consolidated and Separate financial statements | Three mor  | Three months ended |  |
|--|------------|--------------------|--|
|  | 31.03.2012 | 31.03.2011         |  |
| Gains from sales of non-current assets         | 1,751      | 27                 |  |
| Gain from sales of materials                   | 3          | 12                 |  |
| Total other gains, net                         | 1,754      | 39                 |  |

In the Consolidated and the Separate financial statements the income from sales of PPE and assets held for sale for the three months ended 31 March 2012 was BGN 2,185 thousand and their net book value was BGN 434 thousand. For the three months ended 31 March 2011 these figures are respectively BGN 489 thousand and BGN 462 thousand. The income from sales of materials for the three months ended 31 March 2012 was BGN 7 thousand and cost of sales was BGN 4 thousand. For the three months ended 31 March 2011 these figures were BGN 28 thousand and BGN 16 thousand respectively.

For the three months ended 31 March 2012 All amounts are in thousand BGN, unless otherwise stated

## 24. Tax expense

Income tax expenses for the three months ended 31 March 2012 and 2011 consist of:

| Consolidated financial statements           | Three mor  | Three months ended |  |
|---|------------|--------------------|--|
|   | 31.03.2012 | 31.03.2011         |  |
| Current income tax charge                   | 1,520      | 2,148              |  |
| Deferred tax credit to comprehensive income | (349)      | (1,294)            |  |
| Total tax expense                           | 1,171      | 854                |  |
| Separate financial statements               | Three mor  |                    |  |
|   | 31.03.2012 | 31.03.2011         |  |

| Current income tax charge                   | 1,520 | 2,148   |
|---|-------|---------|
| Deferred tax credit to comprehensive income | (350) | (1,291) |
| Total tax expense/(credit)                  | 1,170 | 857     |

Total tax expense can be reconciled to the accounting profit as follows:

## **Consolidated financial statements**

| Consolidated financial statements  | Three months ended |            |
|--|--------------------|------------|
|  | 31.03.2012         | 31.03.2011 |
| Profit before tax  | 11,408             | 11,537     |
| Total profit before tax  | 11,408             | 11,537     |
| Tax rate   | 10%                | 10%        |
| Tax at the applicable tax rate   | 1,141              | 1,154      |
| Effect of permanent tax differences  | 27                 | (21)       |
| Effect of current tax from previous periods,<br>accounted during the year<br>Effect of unrecognised tax losses and tax offsets | -                  | (290)      |
| not recognised as deferred tax assets  | 3                  | 11         |
| Income tax expense   | 1,171              | 854        |
| Effective tax rate   | 10.26%             | 7.40%      |
| Income tax expense in the comprehensive income   | 1,171              | 854        |
| Total income tax expense   | 1,171              | 854        |

For the three months ended 31 March 2012 All amounts are in thousand BGN, unless otherwise stated

## 24. Tax expense(continued)

| Separate financial statements                     | Three months ended |            |
|---|--------------------|------------|
|   | 31.03.2012         | 31.03.2011 |
| Profit before tax                                 | 11,423             | 11,240     |
| Total profit before tax                           | 11,423             | 11,240     |
| Tax rate  | 10%                | 10%        |
| Tax at the applicable tax rate                    | 1,142              | 1,124      |
| Effect of permanent tax differences               | 27                 | 12         |
| Effect of current tax from previous periods,      |                    |            |
| accounted during the year                         | -                  | (290)      |
| Effect of unrecognised tax losses and tax offsets |                    |            |
| not recognised as deferred tax assets             | 1                  | 11         |
| Income tax expense/(credit)                       | 1,170              | 857        |
| Effective tax rate                                | 10.24%             | 7.62%      |
| Income tax expense in the comprehensive income    | 1,170              | 857        |
| Total income tax expense                          | 1,170              | 857        |

## 25. Segment information

Management has determined the operating segments based on the reports reviewed by the Board of Directors that are used to make strategic decisions. The business, considered on a product perspective is currently organized into two lines of business – Fixed line of business and Mobile line of business. Principal activities are as follows:

- Fixed line of business voice and data services over the fixed network;
- Mobile line of business mobile services (GSM, and UMTS Standards)

The Board of Directors assesses the performance of the business segments based on a measure of gross margin. Revenue and gross margin information as reviewed by the Board of directors for the periods ended 31 March 2012 and 2011 is presented below.

For the three months ended 31 March 2012 All amounts are in thousand BGN, unless otherwise stated

**25. Segment information(continued)** 

## Three months ended 31 March 2012

|                         | Fixed line of<br>business | Mobile line of business | Total     |
|-------------------------|---------------------------|-------------------------|-----------|
| Revenue                 | 124,493                   | 94,191                  | 218,684   |
| Cost of sales           | (28,333)                  | (29,702)                | (58,035)  |
| Gross margin            | 96,160                    | 64,489                  | 160,649   |
| Operating expenses      |                           |                         | (144,710) |
| Financial expenses, net |                           |                         | (6,285)   |
| Other gains, net        |                           |                         | 1,754     |
| Profit before tax       |                           |                         | 11,408    |
| Income tax expense      |                           |                         | (1,171)   |
| Net profit for the year |                           | _                       | 10,237    |

## Three months ended 31 March 2011

|                         | Fixed line of<br>business | Mobile line<br>of business | Total     |
|-------------------------|---------------------------|----------------------------|-----------|
| Revenue                 | 131,825                   | 82,012                     | 213,837   |
| Cost of sales           | (24,256)                  | (30,233)                   | (54,489)  |
| Gross margin            | 107,569                   | 51,779                     | 159,348   |
| Operating expenses      |                           |                            | (141,505) |
| Financial expenses, net |                           |                            | (6,672)   |
| Other gains, net        |                           |                            | 39        |
| Share of profit of JV   |                           |                            | 327       |
| Profit before tax       |                           | _                          | 11,537    |
| Income tax expense      |                           |                            | (854)     |
| Net profit for the year |                           | =                          | 10,683    |

For the three months ended 31 March 2012

All amounts are in thousand BGN, unless otherwise stated

## 26. Related parties

The Group's related parties are considered to be the following:

• shareholders of which the Company is a subsidiary or an associate, directly or indirectly, and subsidiaries and associates of these shareholders;

• members of the Company's statutory and supervisory bodies and parties close to such members, including the subsidiaries and associates of the members and their close parties;

• joint ventures in which the Company is a venturer

For the stand alone statements as a related parties are considered all consolidated subsidiaries as well.

The following table summarizes the balances of receivables and payables with related parties as of 31 March 2012 and 31 December 2011:

| For the Group            | Note Receivables |             | Receivables |            | Note Receivables I |  | Payables |  |
|--------------------------|------------------|-------------|-------------|------------|--------------------|--|----------|--|
|                          |                  | 31.03.2012  | 31.12.2011  | 31.03.2012 | 31.12.2011         |  |          |  |
| NEF Telecom Bulgaria OOD | Parent           | 3           | 1           | 89,561     | 157,624            |  |          |  |
| NEF Telecom Company BV   | Parent           | 369         | 370         | -          | -                  |  |          |  |
| Total for BTC group      | -                | 372         | 371         | 89,561     | 157,624            |  |          |  |
| For BTC                  | Note             | Receivables |             | Payables   |                    |  |          |  |
|                          |                  | 31.03.2012  | 31.12.2011  | 31.03.2012 | 31.12.2011         |  |          |  |
| BTC Net EOOD             | Subsidiary       | 136         | 285         | 31         | -                  |  |          |  |
| NEF Telecom Bulgaria OOD | Parent           | 3           | 1           | 89,561     | 157,624            |  |          |  |
| NEF Telecom Company BV   | Parent           | 369         | 370         | -          | -                  |  |          |  |
| Total for BTC            | -                | 508         | 656         | 89,592     | 157,624            |  |          |  |

The balance on NEF Telecom Bulgaria OOD payable represents outstanding dividend payable as of the balance sheet date.

The following table summarizes services received by BTC from related parties:

| For the Group       | Note | Three months ended    |
|---------------------|------|-----------------------|
|                     |      | 31.03.2012 31.03.2011 |
| NURTS Bulgaria AD   | JV   | - 1,624               |
| Total for BTC group |      | - 1,624               |

For the three months ended 31 March 2012 All amounts are in thousand BGN, unless otherwise stated

## **26.** Related parties(continued)

| For BTC           | Note       | Three mor  | Three months ended |  |
|-------------------|------------|------------|--------------------|--|
|                   |            | 31.03.2012 | 31.03.2011         |  |
| NURTS Bulgaria AD | JV         | -          | 1,624              |  |
| BTC Net EOOD      | Subsidiary | 26         | 11                 |  |
| Total for BTC     |            | 26         | 1,635              |  |

The realised revenue for BTC from related parties is as follows:

|                          | Note       | Three mo   | Three months ended |  |
|--------------------------|------------|------------|--------------------|--|
|                          |            | 31.03.2012 | 31.03.2011         |  |
| NURTS Bulgaria AD        | JV         | -          | 1,597              |  |
| BTC Net EOOD             | Subsidiary | 37         | 102                |  |
| NEF Telecom Bulgaria OOD | Parent     | 2          | 5                  |  |
| Total for BTC group      |            | 39         | 1,704              |  |

## **Management remunerations**

There is no compensation paid by the company to the members of the Board of Directors as of 31 March 2012 and 2011. Remuneration amounting to BGN 1,468 thousand relating to key management personnel has been accrued as of 31 March 2012.

## 27. Commitments and contingencies

## Contractual commitments for the acquisition of property, plant and equipment

The parent company has entered into agreements with various suppliers relating to the capital expenditure as approved in the investment program. Certain agreements have not been completed as of the balance sheet date. A summary of the main commitments to acquire equipment under such contracts, effective as of 31 March 2012, for the Group and the Company is presented in the table below:

| Equipment description                      | Aggregate<br>contracted<br>amount | Delivered till 31.03.2012 | Commitments<br>outstanding |
|--|-----------------------------------|---------------------------|----------------------------|
| Hardware and software                      | 19,507                            | 11,090                    | 8,417                      |
| Construction and assembly works of the BTC | 37,978                            | 9,125                     | 28,853                     |
| Network equipment                          | 82,473                            | 57,133                    | 25,340                     |
| Total                                      | 139,958                           | 77,348                    | 62,610                     |

#### Contingencies

The Company is a participant in several lawsuits and administrative proceedings. Based on the information available, management is satisfied that there is no material unprovided liability arising from these lawsuits and administrative proceedings.

For the three months ended 31 March 2012 All amounts are in thousand BGN, unless otherwise stated

## 28. Operating lease

Minimum lease payments under operating leases recognized as an expense for the period are as follows:

| Consolidated and Separate financial |                    |            |
|-------------------------------------|--------------------|------------|
| statements                          | Three months ended |            |
|                                     | 31.03.2012         | 31.03.2011 |
| Minimum lease payments              | 667                | 652        |

BTC has outstanding commitments under non-cancellable operating leases, which fall due as follows:

|  | 31.03.2012 | 31.12.2011 |
|--|------------|------------|
| Within one year                        | 9,264      | 9,530      |
| In the second to fifth years inclusive | 29,145     | 29,526     |
| Later than five years                  | 89,049     | 90,751     |
| Total commitments                      | 127,458    | 129,807    |

Operating lease payments represent rentals payable for certain part of the vehicles of the Group and the Company. Leases and rentals are negotiated for an average term of three years.

In the amount of the non-cancellable operating lease payables are included payments related to contract for lease of administrative building that commenced in 2010 and the leasing term is above 5 years.