

HUNGARIAN TELEPHONE & CABLE CORP

Form 10-Q

November 14, 2005

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UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 10-Q

QUARTERLY REPORT
PURSUANT TO SECTION 13 OR 15(d) OF
THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2005

Commission file number 1-11484

HUNGARIAN TELEPHONE AND CABLE CORP.

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation or organization)

13-3652685
(I.R.S. Employer Identification No.)

1201 Third Avenue, Suite 3400 Seattle, WA 98101-3034

(Address of principal executive offices)

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(206) 654-0204

(Registrant's telephone number, including area code)

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past ninety days.

Yes No

Indicate by check mark whether the Registrant is an accelerated filer (as defined in Rule 12b-2 of the Exchange Act).

Yes No

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes No

Indicate the number of shares outstanding of each of the issuer's classes of Common Stock as of the latest possible date:

Common Stock, \$.001 par value
(Class)

12,727,938 Shares
(Outstanding at November 11, 2005)

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Part I. Financial Information

HUNGARIAN TELEPHONE AND CABLE CORP. AND SUBSIDIARIES

Item 1. Financial Statements

Consolidated Condensed Balance Sheets

(In thousands, except share data)

	September 30, 2005	December 31, 2004
	<u>(unaudited)</u>	<u></u>
Assets		
Current assets:		
Cash and cash equivalents	\$ 29,715	8,376
Restricted cash	10,825	555
Accounts receivable, net	30,768	6,013
Current deferred tax asset	2,225	158
Other current assets	13,128	5,968
	<u>86,661</u>	<u>21,070</u>
Total current assets	86,661	21,070
Property, plant and equipment, net	164,371	129,401
Goodwill	8,762	10,336
Other intangibles, less accumulated amortization	47,008	4,761
Deferred costs	1,426	2,321
Deferred tax asset	3,400	4,725
Investment in affiliate		15,967
Other assets	5,934	3,704
	<u>317,562</u>	<u>192,285</u>
Total assets	\$ 317,562	192,285
Liabilities and Stockholders Equity		
Current liabilities:		
Current instalments of long-term debt	\$ 21,645	27,685
Current obligations under capital leases	387	
Accounts payable	12,264	806
Accruals	24,381	4,085
Interest rate swaps	1,143	
Other current liabilities	5,774	2,453
Due to related parties	625	546
	<u>66,219</u>	<u>35,575</u>
Total current liabilities	66,219	35,575
Long-term debt, excluding current instalments	171,242	71,715
Long-term obligations under capital leases, less current portion	783	
Interest rate swaps	1,263	
Deferred credits and other liabilities	2,354	3,475
	<u>241,861</u>	<u>110,765</u>
Total liabilities	241,861	110,765

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Commitments and Contingencies

Stockholders' equity:

Cumulative Convertible Preferred stock, \$.01 par value; \$70.00 liquidation value. Authorized 200,000 shares; issued and outstanding 30,000 shares in 2005 and 2004

Common stock, \$.001 par value. Authorized 25,000,000 shares; issued and outstanding 12,727,938 shares in 2005 and 12,683,647 in 2004

Additional paid-in capital	14	14
Additional paid-in capital	154,922	155,438
Accumulated deficit	(96,781)	(103,411)
Accumulated other comprehensive income	17,546	29,479
	<u> </u>	<u> </u>
Total stockholders' equity	75,701	81,520
	<u> </u>	<u> </u>
Total liabilities and stockholders' equity	\$ 317,562	192,285
	<u> </u>	<u> </u>

See accompanying notes to consolidated condensed financial statements.

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Part I. Financial Information

HUNGARIAN TELEPHONE AND CABLE CORP. AND SUBSIDIARIES

Consolidated Condensed Statements of Operations and Comprehensive Income (Loss)

For the Three and Nine Month Periods Ended September 30, 2005 and 2004

(In thousands, except share and per share data)

(unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2005	2004	2005	2004
Telephone service revenues, net	\$ 31,133	\$ 14,355	\$ 82,233	\$ 44,506
Operating expenses:				
Selling, general and administrative	11,954	6,121	38,165	17,514
Severance and benefit	1,112		1,112	
Depreciation and amortization	6,675	3,087	17,627	9,057
Total operating expenses	19,741	9,208	56,904	26,571
Income from operations	11,392	5,147	25,329	17,935
Other income (expenses):				
Foreign exchange (losses) gains, net	(1,775)	2,507	(6,274)	4,481
Interest expense	(3,496)	(2,163)	(10,605)	(6,914)
Interest income	243	571	596	1,821
Fair value changes on interest rate swaps	1,381		(2,406)	
Equity in earnings of affiliate			934	
Other, net	(57)	(93)	313	42
Net income before income taxes	7,688	5,969	7,887	17,365
Income tax expense	(1,149)	(669)	(1,178)	(1,945)
Net income	\$ 6,539	\$ 5,300	\$ 6,709	\$ 15,420
Cumulative convertible preferred stock dividends	(27)	(27)	(79)	(79)
Net income attributable to common stockholders	6,512	5,273	6,630	15,341
Comprehensive (loss) income adjustments	(1,216)	2,247	(11,933)	2,079
Total comprehensive income (loss)	\$ 5,296	\$ 7,520	\$ (5,303)	\$ 17,420
Earnings per common share:				
Basic	\$ 0.51	\$ 0.42	\$ 0.52	\$ 1.24

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Diluted	\$ 0.46	\$ 0.41	\$ 0.47	\$ 1.20
<hr/>				
Weighted average number of common shares outstanding:				
Basic	12,727,938	12,429,504	12,725,379	12,359,301
<hr/>				
Diluted	14,359,306	12,956,570	14,388,774	12,900,342
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See accompanying notes to consolidated condensed financial statements.

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Part I. Financial Information

HUNGARIAN TELEPHONE AND CABLE CORP. AND SUBSIDIARIES

Consolidated Condensed Statements of Stockholders' Equity

(In thousands, except share and per share data)

(unaudited)

	Shares	Common Stock	Preferred Stock	Additional Paid-in Capital	Accumulated deficit	Accumulated Other Comprehensive Income	Total Stockholders Equity
Balances at December 31, 2004	12,683,647	\$ 14		155,438	(103,411)	29,479	\$ 81,520
Net settlement of stock option exercise	38,291			(338)			(338)
Common stock granted to Directors	6,000			103			103
Stock based compensation				(281)			(281)
Cumulative convertible preferred stock dividends					(79)		(79)
Net income					6,709		6,709
Foreign currency translation adjustment						(11,933)	(11,933)
Balances at September 30, 2005	12,727,938	\$ 14		154,922	(96,781)	17,546	\$ 75,701

See accompanying notes to consolidated condensed financial statements.

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Part I. Financial Information

HUNGARIAN TELEPHONE AND CABLE CORP. AND SUBSIDIARIES

Consolidated Condensed Statements of Cash Flows

For the Nine Month Periods Ended September 30, 2005 and 2004

(In thousands)

(unaudited)

	<u>2005</u>	<u>2004</u>
Net cash provided by operating activities	\$ 37,969	24,787
Cash flows from investing activities:		
Construction of telecommunication networks	(12,374)	(4,059)
Acquisition of subsidiaries, net of cash acquired	(7,125)	
Grant funding received for capital expenditures		223
Proceeds from sale of assets	329	37
Net cash used in investing activities	(19,170)	(3,799)
Cash flows from financing activities:		
Repayments of long-term debt	(85,347)	(14,381)
Proceeds from new long-term debt borrowings	109,720	
Deferred financing costs paid under long-term debt agreement	(5,861)	
Proceeds from exercise of options		689
Dividends paid		(52)
Funding of debt service account	(11,796)	
Net cash provided by/(used in) financing activities	6,716	(13,744)
Effect of foreign exchange rate changes on cash	(4,176)	740
Net increase in cash and cash equivalents	21,339	7,984
Cash and cash equivalents at beginning of period	8,376	21,191
Cash and cash equivalents at end of period	\$ 29,715	29,175

Summary of non-cash transactions:

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On February 28, 2005, the Company assumed debt of EUR 66M (\$80.5 million at historical exchange rates) on acquisition of subsidiaries.

See accompanying notes to consolidated condensed financial statements.

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Part I. Financial Information

HUNGARIAN TELEPHONE AND CABLE CORP. AND SUBSIDIARIES

Notes to Consolidated Condensed Financial Statements

(unaudited)

(1) Summary of Significant Accounting Policies

(a) Basis of Presentation

The accompanying unaudited consolidated condensed financial statements of Hungarian Telephone and Cable Corp. (HTCC) with its directly owned consolidated subsidiaries, Hungarotel Tavkozlesi Rt. (Hungarotel), PanTel Tavkozlesi es Kommunikacios Kft. (PanTel) and PanTel Technocom Kft. (PanTel Technocom) (together the Company) include all adjustments, consisting mainly of normal recurring accruals, necessary for a fair statement of the results of the interim periods. PanTel owns and consolidates several minor non-Hungarian subsidiaries within the Central and Eastern European region. Results for interim periods are not necessarily indicative of the results for a full year. All material intercompany balances and transactions have been eliminated.

The accompanying unaudited consolidated condensed financial statements are prepared in accordance with U.S. generally accepted accounting principles (U.S. GAAP). In preparing financial statements in conformity with U.S. GAAP, management is required to make estimates and assumptions. These estimates and assumptions affect reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements, as well as revenues and expenses during the reporting period. Actual results could differ from those estimates.

The unaudited consolidated condensed financial statements should be read in conjunction with the audited consolidated financial statements of the Company for the year ended December 31, 2004, including the notes thereto, set forth in the Company's annual report on Form 10-K filed with the United States Securities and Exchange Commission (SEC).

(b) Earnings Per Share

Earnings per share (EPS) is computed by dividing income attributable to common stockholders by the weighted average number of common shares outstanding for the period. The computation of diluted EPS is similar to the computation of basic EPS, except that the weighted average shares outstanding are increased to include additional shares from the assumed exercise of stock options and warrants, and the conversion of the convertible preferred stock, where dilutive. The number of additional shares is calculated by assuming that outstanding stock options were exercised, or preferred securities were converted and the proceeds were used to acquire shares of common stock at the average market price during the reporting period.

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Notes to Consolidated Condensed Financial Statements

(unaudited)

The following is a reconciliation from basic earnings per share to diluted earnings per share for the three and nine month periods ended September 30, 2005 and 2004:

(\$ in thousands, except share data)	3 months ended		9 months ended	
	2005	2004	2005	2004
Net income attributable to common stockholders (A)	\$ 6,512	\$ 5,273	\$ 6,630	\$ 15,341
plus: preferred stock dividends	27	27	79	79
Net income (B)	\$ 6,539	\$ 5,300	\$ 6,709	\$ 15,420
Determination of shares:				
Weighted average common shares outstanding basic (C)	12,727,938	12,429,504	12,725,379	12,359,301
Assumed conversion of dilutive stock options and cumulative convertible preferred stock	1,631,368	527,066	1,663,395	541,041
Weighted average common shares outstanding diluted (D)	14,359,306	12,956,570	14,388,774	12,900,342
Net income per common share:				
Basic (A/C)	\$ 0.51	\$ 0.42	\$ 0.52	\$ 1.24
Diluted (B/D)	\$ 0.46	\$ 0.41	\$ 0.47	\$ 1.20

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(unaudited)

For the three and nine month periods ended September 30, 2004, 2,550,000 and 2,530,000 stock options and warrants, respectively, were excluded from the computation of diluted earnings per share since such options and warrants had an exercise price in excess of the average market value of the Company's common stock during the periods.

(c) Foreign Currency Translation

The Company uses the Hungarian forint (HUF) as the functional currency for its Hungarian subsidiaries. The Hungarian subsidiaries' assets and liabilities are translated into U.S. dollars using the exchange rates in effect at the balance sheet date. Results of operations are translated using the average exchange rates prevailing throughout the period. The effects of exchange rate fluctuations on translating HUF assets and liabilities into U.S. dollars are accumulated as part of other comprehensive income in stockholders' equity.

The Company uses the local currency of PanTel's non-Hungarian subsidiaries as the functional currency of those subsidiaries. Accordingly, foreign currency assets and liabilities of the non-Hungarian subsidiaries are translated into HUF using the exchange rates in effect at the balance sheet date. Results of operations are translated using the average exchange rates prevailing throughout the period. The effects of exchange rate fluctuations on translating the local currency assets and liabilities of the non-Hungarian subsidiaries into HUF are accumulated as part of foreign exchange gains/(losses) in the consolidated statement of operations.

Foreign exchange fluctuations related to intercompany balances are included in equity if such balances are intended to be long-term in nature. At the time the Company settles such balances, the resulting gain or loss is reflected in the consolidated statement of operations. Gains and losses from foreign currency transactions and the marking to market of assets or liabilities not denominated in Hungarian forints are included in operations in the period in which they occur. The translation of the subsidiaries' forint denominated financial statements into U.S. dollars, as of September 30, 2005, has been affected by the weakening of the Hungarian forint against the U.S. dollar from 180.29 as of December 31, 2004 to 207.56 as of September 30, 2005, an approximate 13% decrease in value.

(d) Stock Based Compensation

The Company follows the provisions of SFAS No. 123 Accounting for Stock-Based Compensation, which allows entities to continue to apply the provisions of Accounting Principles Board (APB) Opinion No. 25 Accounting for Stock Issued to Employees in measuring compensation cost for stock based compensation awards, and to provide pro forma net income and pro forma earnings per share

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Notes to Consolidated Condensed Financial Statements

(unaudited)

disclosures for employee stock option grants made in 1995 and thereafter as if the fair-value-based method, as defined in SFAS No. 123 had been applied.

The Company applies APB Opinion No. 25 and related interpretations in accounting for stock based compensation awards granted under its long-term incentive plan. The fair values of stock options were estimated at the date of grant using a Black-Scholes option-pricing model. Had the Company determined compensation cost for options issued under the plans based on the fair value at the grant date in conformity with SFAS No. 123, the Company's net pro forma earnings and earnings per share would have been as follows:

	Three Months Ended		Nine Months Ended	
	September 30		September 30	
	2005	2004	2005	2004
Net Income As reported	6,512	5,273	6,630	15,341
Plus: stock-based compensation expense (income) included in reported earnings	(1,908)	28	(281)	42
Less: stock-based compensation expense determined under fair-value method	(26)	(237)	(1,296)	(408)
Net Income Pro forma	4,578	5,064	5,053	14,975
Earnings per share - Basic:				
As reported	0.51	0.42	0.52	1.24
Pro forma	0.36	0.41	0.40	1.21
Earnings per share - Diluted:				
As reported	0.46	0.41	0.47	1.20
Pro forma	0.32	0.39	0.36	1.17

Effective October 1, 2004, the Company accounts for all of its outstanding options under the variable method of accounting. The variable method of accounting requires the Company to accrue an expense or benefit as the market price of the Company's common stock changes. For the three months ended September 30, 2005, the Company recognized \$1.9 million of compensation benefit related to the variable method of accounting. For the nine months ended September 30, 2005, the Company recognized \$0.3 million of compensation benefit related to the variable method of accounting.

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For purposes of the pro forma calculation under SFAS 123, the fair value of each option grant has been estimated on the date of grant using the Black-Scholes option-pricing model with the following assumptions:

	For the nine months ended September 30	
	2005	2004
Risk free rate	4.47%	4.29%
Expected option life (years)	10	10
Volatility	43.0%	53.4%

(e) Derivative Instruments

The Company accounts for derivatives and hedging activities in accordance with FASB Statement No. 133, *Accounting for Derivative Instruments and Hedging Activities*, as amended by FASB Statement No. 138, which requires that all derivative instruments be recorded on the balance sheet as either assets or liabilities and be measured at their respective fair values. The accounting treatment of changes in fair value is dependent upon whether or not a derivative instrument is designated as a hedge and if so, the type of hedge and its effectiveness as a hedge.

The Company uses interest rate swaps to manage interest rate movements on its bank debt. The Company's interest rate swaps are used for the purpose of hedging interest rate exposure, which exists because of the variable interest rate component of the Company's credit agreement. For derivative instruments designated as hedges, the Company formally documents the hedging relationship and its risk-management objective and strategy for undertaking the hedge, the hedging instrument, the nature of the risk being hedged, how the hedging instrument's effectiveness in offsetting the hedged risk will be assessed, and a description of the method of measuring ineffectiveness. Changes in the fair value of such derivatives are recorded as either assets or liabilities in the balance sheet with an offset to other comprehensive income. For derivative instruments that are not designated as hedges, changes in fair value are recorded immediately in earnings.

(2) Cash and Cash Equivalents and Restricted Cash

At September 30, 2005, cash of \$29,715,000 comprised the following: \$87,000 on deposit in the United States, the equivalent of \$1,679,000 on deposit in Austria, Bulgaria, Romania, Slovakia and Slovenia, and \$27,949,000 on deposit with banks in Hungary consisting of \$734,000 denominated in U.S. dollars, the equivalent of \$1,362,000 denominated in euro and the equivalent of \$25,853,000 denominated in Hungarian

forints.

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(unaudited)

Restricted cash of \$10,825,000 at September 30, 2005, was comprised of a euro 9 million deposit in a debt service reserve account, which is required under the terms of the Company's Credit Agreement.

(3) Related Parties

The amount due to related parties totalling \$625,000 at September 30, 2005, represents cumulative preferred stock dividends in arrears and was due to TDC A/S ("TDC"), which held 63% of the Company's outstanding common stock and 100% of the Company's preferred shares as of September 30, 2005.

Torben V. Holm has served as the Company's President and Chief Executive Officer since May 19, 2005. Alex Wurtz has served as the head of the Company's Corporate Business Development since June 9, 2005. Messrs. Holm and Wurtz are employees of TDC. The Company and TDC have not reached definitive agreements regarding Mr. Holm's services as President and Chief Executive Officer for the Company or Mr. Wurtz's services as head of Corporate Business Development.

The Company has a bilateral agreement with TDC, through its subsidiary PanTel, to send and receive wholesale voice traffic. For the nine months ended September 30, 2005 the Company had net costs amounting to \$0.2 million related to the bilateral agreement.

(4) Fair Value of Derivative Instruments

Under the terms of its credit agreement, the Company is required to enter into interest-rate hedges to manage its interest rate exposure on its debt. The Company does not enter into derivative instruments for any purpose other than hedging related to its debt obligations and Company policy prohibits holding or issuing derivative instruments for trading purposes.

By using derivative financial instruments to hedge exposures to changes in interest rates, the Company exposes itself to the credit risk of the counterparty. Credit risk is the failure of the counterparty to perform its obligations under the terms of the derivative contract. When the fair value of a derivative contract is positive, the counterparty owes the Company, which creates a credit risk for the Company. When the fair value of a derivative contract is negative, the Company owes the counterparty and, therefore, it does not have any credit risk. Company policy requires that counterparties to the Company's hedging activities be substantial and creditworthy.

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Notes to Consolidated Condensed Financial Statements

(unaudited)

commercial banks. The risk of counterparty non-performance associated with the hedge contract is not considered by the Company to be material.

The Company assesses interest rate cash flow risk by continually identifying and monitoring changes in interest rate exposures that may adversely impact the Company's future interest payments and by evaluating hedging opportunities. The Company's existing bank credit agreement exposes the Company to variability in interest payments due to changes in interest rates. To limit this variability, the Company has entered into interest rate swap agreements to manage fluctuations in cash flows resulting from interest rate risk. These interest rate swaps have changed 100% of the variable-rate cash flow exposure on the Company's credit agreement into fixed cash flows. Under the terms of the interest rate swaps, the Company receives variable interest rate payments from the hedging counterparty and makes fixed interest rate payments, thereby creating the equivalent of fixed-rate debt.

The Company's interest rate swaps were revalued at fair value on September 30, 2005 and resulted in a \$2.4 million interest rate swap liability as of September 30, 2005 of which \$1.1 million is classified as a current liability. Since the Company's interest rate swaps have not been designated as a hedge under the provisions of SFAS 133 and SFAS 138, the fair value change has been recorded in earnings.

The estimated fair values of the Company's interest rate swaps are based on quoted market prices provided by the counterparty to the interest rate swaps and represent the estimated amounts that the Company would pay or receive to terminate the contracts.

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Notes to Consolidated Condensed Financial Statements

(unaudited)

(6) Segment Disclosures

The Company operates in a single segment, telecommunications. The acquisition of PanTel on February 28, 2005, means that the Company can now offer telecommunications services to a wider range of customers. The Company has three service categories: telephone services; network services; and other service and product revenues. The Company's chief operating decision maker monitors the revenue streams of the various service categories and operations are managed and financial performance is evaluated based on the delivery of services to customers over an integrated network.

Products and Services

The Company groups its products and services into the following categories:

Telephone Services local dial tone and switched products and services that provide incoming and outgoing calls both domestically and internationally for residential and business customers. Wholesale voice revenues are earned through carrying other operators' traffic on the Company's network. This category includes reciprocal compensation revenues and expenses (i.e. interconnect).

Network Services point-to-point dedicated services that provide a private transmission channel for the Company's customers' exclusive use between two or more locations, both in local and long distance applications. Point to point dedicated services include data transmission, virtual private network (VPN), hosting and managed leased lines.

Other Service and Product Revenues PBX hardware sales and service revenues, as well as miscellaneous other telephone service revenues. Revenues from Internet services such as ADSL Internet access and dial-up Internet access are included here.

The revenues generated by these products and services for the periods ended September 30 were as follows:

3 months ended **9 months ended**

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(\$ in thousands)				
	2005	2004	2005	2004
Telephone services	\$ 17,236	\$ 12,183	\$ 47,128	\$ 38,316
Network services	11,318	1,690	28,734	4,876
Other service and product revenues	2,579	482	6,371	1,314
	<u>\$ 31,133</u>	<u>\$ 14,355</u>	<u>\$ 82,233</u>	<u>\$ 44,506</u>

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HUNGARIAN TELEPHONE AND CABLE CORP. AND SUBSIDIARIES

Notes to Consolidated Condensed Financial Statements

(unaudited)

Major Customers

For the periods ended September 30, 2005 and 2004, none of the Company's customers accounted for more than 10% of the Company's total revenues.

(7) Goodwill, Intangible and Other Long-Lived Assets

Goodwill and intangible assets that have indefinite useful lives are tested at least annually for impairment. The Company completed its annual impairment test as of January 1, 2005. Based upon the results, the Company concluded that there is no impairment to the carrying value of goodwill reported in its financial statements.

Intangible assets that have finite useful lives are amortized over their estimated useful lives. Concession rights are amortized over the twenty-five year concession period using the straight-line method. The rights of way that the Company has to operate its country-wide telecommunications network along the Hungarian National Railway (MAV) are amortized over the 50 year contract period, of which 44 years are remaining. Rights of use refer to the rights to use the existing networks owned by third parties. Rights of use are amortized as follows:

Years 1-9	7.7% per annum
Years 10-14	3.07% per annum
Years 15-44	0.51% per annum

(8) Commitments and Contingencies

Annual Concession Fees

Under the historical regulatory structure in which Hungarotel received its operating licenses it paid a one-time concession fee and was required to pay annual concession fees based on net telephone service revenues that varied between 0.1% and 2.3% depending on the concession area. In 2001, the Hungarian government made changes to the Communications Act, whereby the concession system was replaced with a notification system. Under the notification system, other telecommunications providers can enter the Company's markets by paying a nominal fee. The

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Company believes that this change violated the terms upon which it received its concessions which would have required competitors entering the Company's markets to pay fees similar to the Company. Therefore, the Company has accrued but withheld the payment of concession fees for 2001 in the amount of HUF 157 million (approximately \$0.8 million at September 30, 2005 exchange rates) and believes that it does not owe any more concession fees for 2002 and future periods. The Company is currently in discussions with the Ministry regarding the mutual termination or amendment of its concession agreements.

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Notes to Consolidated Condensed Financial Statements

(unaudited)

The Company is involved in various other legal matters arising in the ordinary course of business. In the opinion of management, the ultimate disposition of these matters and the issue described above will not have a material effect on the Company's consolidated financial position, results of operations or liquidity.

(9) PanTel Acquisition and Final Purchase Allocation

On June 30, 2005 the Company completed its final purchase allocation of the PanTel business that was acquired on February 28, 2005. The Company engaged a professional valuation firm to determine the estimated fair values of assets acquired and liabilities assumed as of February 28, 2005. In accordance with SFAS No. 141 Business Combinations, the Company is required to allocate the cost of an acquired business based on the estimated fair values of assets acquired and liabilities assumed.

The purchase price for the PanTel business was arrived at by arms length negotiations between the Company and the sellers. The total purchase price of \$120.1 million included: (i) the payment of cash of EUR 26.9 million (\$35.4 million at historical exchange rates), (ii) 250,000 shares at a fair value of \$2.7 million, (iii) transaction costs of \$1.5 million and (iv) debt assumed of EUR 66.0 million (\$80.5 million at historical exchange rates). Under the purchase method of accounting, the purchase price is allocated to the net tangible and intangible assets based upon their estimated fair values as of the date of the acquisition. \$30.2 million has been calculated as negative goodwill that represents the excess of the fair value of the net tangible and intangible assets acquired over the purchase price. Negative goodwill is due to the decision of the majority shareholder of the PanTel business to divest its investments in Central and Eastern Europe. In accordance with SFAS No. 142, Goodwill and Other Intangible Assets, negative goodwill has been proportionally allocated to reduce long-lived assets.

The closing of the transaction occurred on February 28, 2005 and the results of the PanTel business for the seven months ended September 30, 2005 (and the Balance Sheet as at September 30, 2005) have been consolidated into the financial statements of the Company.

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Notes to Consolidated Condensed Financial Statements

(unaudited)

The following represents the final allocation of the purchase price paid for the PanTel business based on the book values of the acquired assets and assumed liabilities as of February 28, 2005:

<u>in thousands (USD)</u>	<u>February 28, 2005</u>
Current assets	48,232
Fixed assets, net	62,425
Intangible assets	49,488
Other non-current assets	1,940
Current and non-current liabilities	(42,004)
Net assets acquired	120,081
Purchase Price:	
Long-term debt assumed	80,514
Cash	35,367
Shares issued	2,700
Transaction costs	1,500
Total purchase price	120,081

The following table presents unaudited summarized combined results of operations of the Company and PanTel, on a pro forma basis, as though the companies had been combined as of January 1, 2004:

<u>(000 s USD), except share data</u>	<u>Three months ended September 30, 2005</u>	<u>Three months ended September 30, 2004</u>	<u>Nine months ended September 30, 2005</u>	<u>Nine months ended September 30, 2004</u>
Revenues, net	\$ 31,133	\$ 28,035	\$ 93,229	\$ 84,105
Income from operations	11,392	8,298	28,523	24,895
Foreign exchange (losses) gains, net	(1,775)	830	(4,964)	2,490
Interest expense	3,496	3,446	11,105	10,337

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Net income		6,539		6,226		10,165		18,677
Net income per share		\$ 0.51		\$ 0.50		\$ 0.80		\$ 1.51

The above unaudited pro forma summarized results of operations are intended for informational purposes only and, in the opinion of management, are not indicative of the results of operations of the Company had the acquisition actually taken place as of January 1, 2004. The unaudited pro forma summarized results of operations do not include potential cost savings from operating efficiencies or synergies that may result from the acquisition.

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Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Introduction

Hungarian Telephone and Cable Corp. (HTCC or the Registrant and, together with its consolidated subsidiaries, the Company) principally provides telecommunications services in Hungary through its three Hungarian operating subsidiaries (Hungarotel Tavkozlesi Rt. Hungarotel and PanTel Tavkozlesi es Kommunikacios Kft. and PanTel Technocom Kft., which are hereinafter referred to as PanTel). Hungarotel principally provides fixed line voice, data and Internet services to residential and business customers within 3 defined regions of Hungary through the local networks that Hungarotel has built in those regions. Hungarotel recently began offering its services to other areas in Hungary outside of its local networks. PanTel has built a nationwide fiber optical network in Hungary to compete with the former national monopoly in the provision of voice, data and Internet services primarily to businesses throughout Hungary. PanTel also uses its network capacity to transport voice, data, and Internet services on a wholesale basis for other telecommunications and Internet service providers in Hungary. PanTel's network also extends into other countries in the Central and Eastern European region. PanTel has interconnection arrangements in place with several major international telecommunications service operators which provide for interconnection at international telecommunications hubs in Amsterdam, Frankfurt and Vienna.

Hungarotel provides fixed-line services to approximately 180,000 customers as of September 30, 2005 within its historical operating regions and carrier selection and carrier pre-selection calling services to 33,000 active customers as of September 30, 2005 outside of its historical operating regions. The Company began servicing these 33,000 carrier selection and carrier pre-selection customers in 2005 as part of the Company's expansion beyond its historical operating regions. These new customers generate significantly less average revenue per user (ARPU) than customers in the Company's historical operating regions. In addition, these customers are subject to considerable churn. With the completion of the PanTel acquisition on February 28, 2005, the Company has added an additional 32,000 access lines, as of September 30, 2005, that are serviced through PanTel's country-wide fiber optical backbone network.

The Company's goal is to provide the broadest array of telecommunications services with exceptional quality and service at reasonable prices by becoming the most efficient full service telecommunications provider in Central and Eastern Europe. The primary risks facing the Company are the ability to retain existing customers and attract new customers in a highly competitive market that is constantly in flux due to a challenging regulatory environment, new competitive fixed line telephony entrants, mobile telephony penetration and macroeconomic factors. The Company's success depends upon its operating and marketing strategies, as well as market acceptance of telecommunications services within Hungary and the Central and Eastern European region. The Company plans to continue building on the reputation of PanTel as the most competitive alternative in the business customer market within Hungary. The Company is seeking to further solidify and expand its presence in the Hungarian and Central and Eastern European telecommunications markets through strategic merger, acquisition or alliance opportunities. The Company is also continuing to explore wireless service solutions so that it can be a full service provider in Hungary thereby providing traditional fixed line, data and wireless telephony for residential and business customers.

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Comparison of Three Months Ended September 30, 2005 and Three Months Ended September 30, 2004

The functional currency of the Company's Hungarian subsidiaries is the Hungarian forint. The average Hungarian forint/U.S. dollar exchange rate for the three months ended September 30, 2005 was 201.33, as compared to an average Hungarian forint/U.S. dollar exchange rate for the three months ended September 30, 2004 of 203.63. When comparing the three months ended September 30, 2005 to the three months ended September 30, 2004, it should be noted that all U.S. dollar reported amounts have been affected by this 1% appreciation in the Hungarian subsidiaries' functional currency. In addition, when comparing the three month periods, it should also be noted that the 2005 quarterly results have been affected by the inclusion of PanTel for the period.

Net Revenues

<u>(dollars in millions)</u>	<u>Quarter ended</u> <u>September 30,</u>		<u>% change</u>
	<u>2005</u>	<u>2004</u>	
Measured service revenues	12.2	7.6	61
Subscription revenues	6.1	5.9	3
Interconnect charges:			
Incoming	0.5	0.5	0
Outgoing (including access cost)	(3.6)	(2.1)	(71)
Net	(3.1)	(1.6)	(94)
Net measured service and subscription revenues	15.2	11.9	28
Connection fees	0.2	0.4	(50)
Wholesale voice revenues, net	1.8	0	n/a
Other operating revenues, net:			
Provision of direct lines	8.8	1.1	700
ADSL access, VPN services	2.1	0.2	950
Internet services	1.8	0.1	1,700
Other	1.2	0.7	71
Other operating revenues, net total	13.9	2.1	562
Telephone Service Revenues, Net	31.1	14.4	116

The Company recorded a 116% increase in net telephone service revenues for the three months ended September 30, 2005 as compared to the three months ended September 30, 2004.

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Measured Service Revenues

Measured service revenues increased in functional currency terms by approximately 61% between the periods. A decrease in Hungarotel's revenues by approximately \$1.3 million has been offset by the addition of PanTel's revenues, for the three months ended September 30, 2005, which were approximately \$5.9 million.

Hungarotel's measured service revenues in functional currency terms decreased by 18% as a result of:

A 4.4% decrease in average access lines in service from approximately 191,400 for the quarter ended September 30, 2004, to approximately 182,900 during the quarter ended September 30, 2005. A 5% decrease occurred in the residential customer group as a result of further mobile penetration and economic conditions that resulted in some customers not being able to afford telephony services in general or choosing to continue with their mobile service provider and drop their fixed line service when deciding to reduce their monthly communication expenses. This decrease in residential customer line count was slightly offset by a 0.6% increase in business customer lines.

An overall decrease in call minutes by 18.4%. This is partially correlated to the decrease in the number of lines serviced over the same period in the prior year. However, the principal cause of the decrease in call minutes is that calls from the Company's customers to mobile subscribers decreased by 21.1% over the prior year. The decrease is attributable to increased competition from mobile providers who offer mobile to mobile calls at rates that are significantly lower than fixed line to mobile rates due to adverse regulatory conditions with respect to the interconnect prices permitted to be charged by mobile operators to fixed line operators, which interconnect charges are higher than the interconnect charges mobile carriers charge each other.

The Company is focusing on retaining its historic fixed line business customer base by offering discounts to its listed call tariffs in exchange for fixed term contracts. The Company is also promoting higher margin products such as ADSL connections to customers. Penetration for higher cost products like ADSL connections is expected to be limited due to the economic conditions in the Company's historical operating areas. To offset the increased competition and loss of revenue in its historical fixed wireline operating areas, Hungarotel entered competitors' markets outside of its historic fixed wireline operating areas during the second quarter of 2005. The Company believes that it can challenge the incumbents on service and price and as a result of this initiative, the Company has signed up 33,000 customers for carrier select and carrier pre-select type calling services as of September 30, 2005. It should be noted, however, that the 33,000 carrier selection and carrier pre-selection calling customers generate significantly less average revenue per user (ARPU) than customers in the Company's historical operating areas. In addition, these customers are subject to considerable churn.

In response to regulatory and competitive pressures in its historic fixed line residential segment, the Company has begun offering new monthly tariff packages to its customers as of October 1, 2005. The newly introduced packages provide for a re-balancing between monthly subscription fees and calling tariffs, whereby monthly subscription fees will be increased and calling tariffs will be reduced in the future. The newly introduced packages also include, as a part of the package, a certain number of free minutes per month for each customer. The Company expects that the introduction of these new packages will result in the loss of approximately 16,000 lines within Hungarotel's residential customer base, particularly within the

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lower income portion of its customer base, as some customers focus on the monthly subscription fee and not necessarily the free minutes, which are built into the package price. The expected loss of 16,000 lines, as a result of the introduction of the new packages, is planned to be revenue neutral, such that the revenue loss of these lower income customers will be offset by the higher monthly fees being charged to the remaining customer base. However, there can be no assurance that the introduction of these new packages will be revenue neutral. As of the date of this filing, the Company has lost approximately 13,000 lines of the expected total loss of 16,000 as a result of the newly introduced packages. The Company intends to try to limit the churn rate by contacting all customers who have made a request for disconnection to assist them in understanding the new package structure and subsequently advise them on the package that best meets their needs.

PanTel

The inclusion of PanTel in the Company's consolidated results for the three months ended September 30, 2005 contributed \$5.9 million in measured service revenues. PanTel's measured service revenues come primarily from business customers and this revenue is expected to continue to grow by attracting additional customers with better service and pricing than its competitors.

Subscription Revenues

Subscription revenues increased in functional currency terms by approximately 3% as a result of (i) \$0.5 million in subscription fees from PanTel for the three months ended September 30, 2005; offset by (ii) customer transfers from higher monthly fee subscriptions to lower monthly fee subscriptions within Hungarotel and (iii) a 4.4% decrease in average access lines in service for Hungarotel between the two periods.

Interconnect Charges

Net measured service and subscription revenues have been reduced by net interconnect charges which totalled \$3.1 million and \$1.6 million during the three month periods ended September 30, 2005 and 2004, respectively. The Company is paid a per minute interconnection fee for completing long distance wireline and mobile calls over the Company's network to the Company's customers (incoming). The Company pays interconnection fees to other national wireline and mobile operators to terminate calls from the Company's customers (outgoing). As a percentage of measured service and subscription revenues, net interconnect charges have increased from 12% for the three months ended September 30, 2004 to 17% for the three months ended September 30, 2005. This increase is primarily due to the inclusion of PanTel's interconnection fees for the three months ended September 30, 2005 and the fact that PanTel has lower margins on call revenues than Hungarotel has. The telecommunications authority introduced new interconnect prices effective from June 15, 2004 and again on May 25, 2005 (announced in July 2005 with retroactive effect) and, as a result, fixed line and mobile operators' interconnect prices were reduced significantly, 38% in Hungarotel's case. The imbalance between the Company's incoming and outgoing fees is due to the fact that outgoing fees (i.e. access costs) are approximately eight times greater than incoming fees (i.e. interconnect revenues), in the case of traffic between wireline and mobile. The majority of Hungarotel's interconnect expenses relate to mobile network terminated calls. The Company, along with other fixed line operators in Hungary, legally challenged the rate reduction decision because the

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Company believes that the newly arbitrated interconnect fees to be charged by the fixed line operators are less than the actual cost of terminating those calls.

Subsequent to the interconnect price reduction on June 15, 2004, the Company continued to accrue mobile access costs, at Hungarotel and PanTel, at the higher historical fee level because of a pending appeal by the mobile operators against the interconnect price reduction and the related uncertainty surrounding the outcome of the appeals process. During the current period, in consultation with the Company's external legal advisors, the Company's management reviewed its decision to continue to accrue mobile access costs since June 2004 at a level higher than what was determined by the telecommunications authority in Hungary, and concluded that the likelihood of the telecommunications authority's decisions in June 2004 and July 2005 concerning the mobile operators' access costs being overturned is remote. Therefore, at September 30, 2005 the Company has reversed an overaccrual of approximately \$0.7 million related to fixed to mobile interconnection fees between June 2004 and September 2005. It should be noted, however, that should the mobile operators succeed in court in overturning the decision of the telecommunications authority, the Company may be required to pay the originally recorded higher amount in a future period.

Connection Fees

In 1997 and 1998 during the construction of the Company's networks, the Company connected a substantial number of its current residential customer base. The Company has been amortizing to revenue the connection fees received back in 1997 and 1998 over the last 7 years while at the same time amortizing as an expense over 7 years the initial cash outlay for connecting those customers. The amortization period for revenues and expenses for those customers is coming to an end, which has resulted in a 50% reduction in connection revenues. The revenue attributable to the addition of new customers added to the Company's network after 1998 is significantly lower than that attributable to customers from 1998 and earlier.

Wholesale Voice Revenues

Wholesale voice net revenues for the three months ended September 30, 2005 include \$0.8 million of service revenues from PanTel, as well as income recorded from the reversal of an overaccrual during the period related to the reduction of mobile operators' access costs since June 2004, which amounted to \$1.0 million (see the *Interconnect Charges* section above for an explanation of the access cost reduction). Wholesale voice is a relatively low margin service but remains an attractive service to the Company's customers. Because of the high volume nature of the business, it provides a solid revenue stream. In addition, it complements other business products such as leased lines and Internet bandwidth when bundling services for business customers.

Other Operating Revenues

Other operating revenues, which include revenues generated from the provision of direct lines, ADSL access, VPN services, operator services, Internet dial-up services and other miscellaneous telephone service revenues, increased to \$13.9 million for the three months ended September 30, 2005, as compared to \$2.1 million for the three months ended September 30, 2004. In functional currency terms, other operating

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revenues increased approximately 566% for the quarter ended September 30, 2005, as compared to the quarter ended September 30, 2004.

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This increase is primarily due to the inclusion of PanTel in the quarter ended September 30, 2005. The significant products driving other operating revenues are leased line services, provision of dark fiber (the Company sells fiber optic capacity), Virtual Private Networks and Internet revenues.

Selling, General and Administrative

<u>(dollars in millions)</u>	<u>Quarter ended September 30,</u>	
	<u>2005</u>	<u>2004</u>
Selling, general and administrative	\$ 12.0	\$ 6.1

Selling, general and administrative expenses increased 95% for the three months ended September 30, 2005 as compared to the three months ended September 30, 2004. The inclusion of PanTel's selling, general and administrative expenses for the three months ended September 30, 2005 contributed an additional \$8.0 million of selling, general and administrative expenses compared to the quarter ended September 30, 2004. There was an offsetting decrease of \$1.9 million in U.S. dollar denominated expenses due to a benefit recorded for variable option accounting that reduced the personnel expenses for the three months ended September 30, 2005 by \$1.9 million whereas there was no such benefit or charge for the same period of 2004.

Severance and benefit

<u>(dollars in millions)</u>	<u>Quarter ended September 30,</u>	
	<u>2005</u>	<u>2004</u>
Severance and benefit	\$ 1.1	\$

On August 30, 2005, as previously announced, the Company agreed with the Hungarian Trade Unions representing most of its Hungarian-based employees on the key provisions of a workforce reduction plan, pursuant to which the Company will reduce its workforce by approximately 200 employees, which represents about 20% of the Company's workforce. The first step in the process consisted of an offer to employees to voluntarily accept a severance package, of which approximately 80 accepted in September. The \$1.1 million expense during the period represents the severance and related costs concerning the 80 voluntary terminations in September. During the fourth quarter of 2005, the remaining number of employees to be affected according to the workforce reduction plan will be terminated and the related costs of these terminations will affect the results in the fourth quarter.

Depreciation and Amortization

<u>(dollars in millions)</u>	<u>Quarter ended September 30,</u>	
	<u>2005</u>	<u>2004</u>
Depreciation and amortization	\$ 6.7	\$ 3.1

Depreciation and amortization charges increased \$3.6 million, or 116%. This increase is due primarily to the inclusion of \$3.5 million of depreciation and amortization related to PanTel for the three months ended September 30, 2005.

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Income from Operations

<u>(dollars in millions)</u>	<u>Quarter ended September 30,</u>	
	<u>2005</u>	<u>2004</u>
Income from operations	\$ 11.4	\$ 5.1

Income from operations increased by 124% for the three months ended September 30, 2005 as compared to the three months ended September 30, 2004. Contributing to such an increase were higher net telephone service revenues partially offset by higher selling, general and administrative expenses, severance and related benefit expenses and higher depreciation and amortization expenses.

Foreign Exchange (Losses) Gains, Net

<u>(dollars in millions)</u>	<u>Quarter ended September 30,</u>	
	<u>2005</u>	<u>2004</u>
Foreign exchange (losses) gains, net	\$ (1.8)	\$ 2.5

Net foreign exchange losses for the three months ended September 30, 2005 resulted primarily from the weakening of the Hungarian forint against the euro on the Company's average EUR 141 million denominated debt outstanding during the period. At September 30, 2005, the Hungarian forint had weakened by approximately 0.9% against the euro as compared to June 30, 2005 levels. The net foreign exchange gains for the three months ended September 30, 2004 resulted primarily from the appreciation of the Hungarian forint against the euro on the Company's average EUR 43.5 million denominated debt outstanding and appreciation against the U.S. dollar on the Company's U.S. dollar 25 million denominated debt outstanding during the period. At September 30, 2004, the Hungarian forint had appreciated by approximately 3% against the euro and by approximately 4% against the U.S. dollar, as compared to June 30, 2004 levels. When non-Hungarian forint debt is re-measured into Hungarian forints, the Company reports foreign exchange gains/losses in its consolidated financial statements as the Hungarian forint appreciates/devalues against such non-forint currencies. See the *Inflation and Foreign Currency* and *Market Risk Exposure* sections below.

Interest Expense

<u>(dollars in millions)</u>	<u>Quarter ended September 30,</u>	
	<u>2005</u>	<u>2004</u>

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Interest expense	\$ 3.5	\$ 2.2
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Interest expense increased 62% for the three months ended September 30, 2005 as compared to the three months ended September 30, 2004. This 62% increase is the result of: (i) the inclusion of PanTel's \$1.3 million interest expense for the three months ended September 30, 2005; and (ii) higher average debt levels outstanding between the periods; partially offset by lower average interest rates paid on the Company's borrowings during the quarter ended September 30, 2005 compared to the quarter ended September 30, 2004. As a result of the lower interest rates on the Company's borrowings, the Company's weighted average interest rate on its debt obligations decreased from 6.31% for the three months ended September 30, 2004, to 5.45% for the three months ended September 30, 2005, a 14% decrease. See *Liquidity and Capital Resources* section below.

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Interest Income

<u>(dollars in millions)</u>	<u>Quarter ended September 30,</u>	
	<u>2005</u>	<u>2004</u>
Interest income	\$ 0.2	\$ 0.6

Interest income decreased 67% for the three months ended September 30, 2005 as compared to three months ended September 30, 2004, due to lower interest rates on Hungarian forint deposits between the periods.

Fair Value Changes on Interest Rate Swaps

<u>(dollars in millions)</u>	<u>Quarter ended September 30,</u>	
	<u>2005</u>	<u>2004</u>
Fair value changes on interest rate swaps	\$ 1.4	\$

Fair value changes on interest rate swaps amounted to a \$1.4 million gain for the three months ended September 30, 2005. The gain recorded for the period is the result of upward movement in the market value of the interest rate swaps between June 30, 2005 and September 30, 2005.

Income Tax Expense

<u>(dollars in millions)</u>	<u>Quarter ended September 30,</u>	
	<u>2005</u>	<u>2004</u>
Income tax expense	\$ 1.2	\$ 0.7

The income tax expense for the quarters ended September 30, 2005 and September 30, 2004 has been calculated based upon the estimated effective tax rate for the full year.

Net Income

(dollars in millions)	Quarter ended September 30,	
	2005	2004
Net income	\$ 6.5	\$ 5.3

As a result of the factors discussed above, the Company recorded net income attributable to common stockholders of \$6.5 million, or \$0.51 per share, or \$0.46 per share on a diluted basis, for the three months ended September 30, 2005, as compared to net income attributable to common stockholders of \$5.3 million, or \$0.42 per share, or \$0.41 per share on a diluted basis, for the three months ended September 30, 2004.

Comparison of Nine Months Ended September 30, 2005 to Nine Months Ended September 30, 2004

The functional currency of the Company's Hungarian subsidiaries is the Hungarian forint. The average Hungarian forint/U.S. dollar exchange rate for the nine months ended September 30, 2005 was 195.51, as compared to an average Hungarian forint/U.S. dollar

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exchange rate for the nine months ended September 30, 2004 of 207.01. When comparing the nine months ended September 30, 2005 to the nine months ended September 30, 2004, it should be noted that all U.S. dollar reported amounts have been affected by this 6% appreciation in the Hungarian subsidiaries' functional currency. In addition, when comparing the nine month periods, it should also be noted that the 2005 results have been affected by the inclusion of PanTel as of March 1, 2005.

Net Revenues

(dollars in millions)	Year-to-date		
	September 30,		
	2005	2004	% change
Measured service revenues	33.5	23.4	43
Subscription revenues	18.8	18.2	3
Interconnect charges:			
Incoming	1.6	1.8	(11)
Outgoing (including access cost)	(10.8)	(6.2)	(74)
Net	(9.2)	(4.4)	(109)
Net measured service and subscription revenues	43.1	37.2	16
Connection fees	0.7	1.4	(50)
Wholesale voice revenues, net	3.3	0	n/a
Other operating revenues, net :			
Provision of direct lines	22.2	3.2	594
ADSL access, VPN services	5.2	0.4	1,200
Internet services	4.3	0.4	975
Other	3.4	1.9	79
Other operating revenues, net total	35.1	5.9	495
Telephone Service Revenues, Net	82.2	44.5	85

The Company recorded an 85% increase in net telephone service revenues for the nine months ended September 30, 2005 as compared to the nine months ended September 30, 2004.

Measured Service Revenues

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Measured service revenues increased in functional currency terms by approximately 36% between the periods. An approximate 19% decrease in Hungarotel's revenues (approximately \$3.4 million) has been offset by the addition of PanTel's revenues, for the seven months ended September 30, 2005 (approximately \$13.6 million).

Hungarotel's measured service revenues in functional currency terms decreased by 19% as a result of:

A 3.7% decrease in average access lines in service from approximately 192,700 for the nine months ended September 30, 2004, to approximately 185,600 during the nine months ended September 30, 2005. A 3.9% decrease occurred in the residential customer group as a result of further mobile penetration and economic conditions that resulted in some customers not being able to afford telephony services in general or choosing to continue with their mobile service provider and drop their fixed line service when

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deciding to reduce their monthly communication expenses. This decrease in residential customer line count was slightly offset by a 0.2% increase in business customer lines.

An overall decrease in call minutes by 15.7%. This is partially correlated to the decrease in the number of lines serviced over the same period in the prior year. However, the principal cause of the decrease in call minutes is that calls from the Company's customers to mobile subscribers decreased by 21.1% over the prior year. The decrease is attributable to increased competition from mobile providers who offer mobile to mobile calls at rates that are significantly lower than fixed line to mobile rates due to adverse regulatory conditions with respect to the interconnect prices permitted to be charged by mobile operators to fixed line operators, which interconnect charges are higher than the interconnect charges mobile carriers charge each other.

As of June 2004 the Company began offering discounts on its listed call tariffs to some of its significant business customers.

The Company is focusing on retaining its historic fixed line business customer base by offering discounts to its listed call tariffs in exchange for fixed term contracts. The Company is also promoting higher margin products such as ADSL connections to customers. Penetration for higher cost products like ADSL connections is expected to be limited due to the economic conditions in the Company's historical operating areas. To offset the increased competition and loss of revenue in its historical fixed wireline operating areas, Hungarotel entered competitors' markets outside of its historic fixed wireline operating areas during the second quarter of 2005. The Company believes that it can challenge the incumbents on service and price and as a result of this initiative, the Company has signed up 33,000 customers for carrier select and carrier pre-select type calling services as of September 30, 2005. It should be noted however, that the 33,000 carrier selection and carrier pre-selection calling customers generate significantly less average revenue per user (ARPU) than customers in the Company's historical operating regions. In addition, these customers are subject to considerable churn.

In response to regulatory and competitive pressures in its historic fixed line residential segment, the Company has begun offering new monthly tariff packages to its customers as of October 1, 2005. The newly introduced packages provide for a re-balancing between monthly subscription fees and calling tariffs, whereby monthly subscription fees will be increased and calling tariffs will be reduced in the future. The newly introduced packages also include, as a part of the package, a certain number of free minutes per month for each customer. The Company expects that the introduction of these new packages will result in the loss of approximately 16,000 lines within Hungarotel's residential customer base, particularly within the lower income portion of its customer base, as some customers focus on the monthly subscription fee and not necessarily the free minutes, which are built into the package price. The expected loss of 16,000 lines, as a result of the introduction of the new packages, is planned to be revenue neutral, such that the revenue loss of these lower income customers will be offset by the higher monthly fees being charged to the remaining customer base. However, there can be no assurance that the introduction of these new packages will be revenue neutral. As of the date of this filing, the Company has lost approximately 13,000 lines of the expected total loss of 16,000 as a result of the newly introduced packages. The Company intends to try to limit the churn rate by contacting all customers who have made a request for disconnection to assist them in understanding the new package structure and subsequently advise them on the package that best meets their needs.

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The same call tariffs were in use at Hungarotel during the quarters ended September 30, 2005 and September 30, 2004 apart from the business customer discounts described above.

PanTel

The inclusion of PanTel in the Company's consolidated results for the nine months ended September 30, 2005 added \$13.6 million in measured service revenues. PanTel's measured service revenues come primarily from business customers and this revenue is expected to continue to grow by attracting additional customers with better service and pricing than its competitors.

Subscription Revenues

Subscription revenues decreased in functional currency terms by approximately 2% as a result of (i) a 3.7% decrease in average access lines in service between the two periods; (ii) customer transfers from higher monthly fee subscriptions to lower monthly fee subscriptions within Hungarotel; and (iii) no Universal Service revenues recorded for the nine months ended September 30, 2005 compared to \$0.7 million for the nine months ended September 30, 2004; partially offset by (iv) \$1.1 million in subscription fees from PanTel for seven months of the nine month period ended September 30, 2005.

No Universal Service revenues were accrued for the nine months ended September 30, 2005. Previously, the Hungarian government set up a Universal Services fund to provide (i) country-wide access to fixed line telecommunications services at reasonable prices, (ii) public pay telephones, (iii) operator assisted services, and (iv) free emergency services. The funds received by the Company from the Universal Services Fund were based upon the number of customers, which meet certain requirements defined in government regulations. The Company believes its prior contract, which expired June 30, 2004, continues to apply to the revenues that have been accrued up to June 30, 2004. The Company has entered into a new Universal Service Provider agreement with the Ministry with effect from July 1, 2004. Under this new agreement, as a result of the strict conditions stipulated to receive funds for being a Universal Services Provider, the Company does not expect to receive any money in the future for being a Universal Services Provider.

Interconnect Charges

Net measured service and subscription revenues have been reduced by net interconnect charges which totalled \$9.2 million and \$4.4 million during the nine month periods ended September 30, 2005 and 2004, respectively. The Company is paid a per minute interconnection fee for completing long distance wireline and mobile calls over the Company's network to the Company's customers (incoming). The Company pays interconnection fees to other national wireline and mobile operators to terminate calls from the Company's customers (outgoing). As a percentage of measured service and subscription revenues, net interconnect charges have increased from 11% for the nine months ended September 30, 2004 to 18% for the nine months ended September 30, 2005. This increase is primarily due to the inclusion of PanTel's interconnection fees for the nine months ended September 30, 2005 and the fact that PanTel has lower margins on call revenues than Hungarotel has. New interconnect prices were made effective from June 15, 2004 and again on May 25, 2005 (announced in July, 2005 with retroactive effect) and, as a result,

fixed line and mobile operators interconnect prices were

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reduced significantly, 38% in Hungarotel's case. The majority of Hungarotel's interconnect expenses relate to mobile network terminated calls. The Company, along with other fixed line operators in Hungary, legally challenged the rate reduction decision because the Company believes that the newly arbitrated interconnect fees to be charged by the fixed line operators are less than the actual cost of terminating those calls.

Subsequent to the interconnect price reduction on June 15, 2004, the Company continued to accrue mobile access costs, at Hungarotel and PanTel, at the higher historical fee level because of a pending appeal by the mobile operators against the interconnect price reduction and the related uncertainty surrounding the outcome of the appeals process. During the current period, in consultation with the Company's external legal advisors, the Company's management reviewed its decision to continue to accrue mobile access costs at a level higher than what was determined by the telecommunications authority in Hungary since June 2004, and concluded that the likelihood of the telecommunications authority's decisions in June 2004 and July 2005 concerning the mobile operators' access costs being overturned is remote. Therefore, at September 30, 2005 the Company has reversed an overaccrual of approximately \$0.7 million related to fixed to mobile interconnection fees between June 2004 and September 2005. It should be noted, however, that should the mobile operators succeed in court in overturning the decision of the telecommunications authority, the Company may be required to pay the originally recorded higher amount in a future period.

Connection Fees

In 1997 and 1998 during the construction of the Company's networks, the Company connected a substantial number of its current residential customer base. The Company has been amortizing to revenue the connection fees received back in 1997 and 1998 over the last 7 years while at the same time amortizing as an expense over 7 years the initial cash outlay for connecting those customers. The amortization period for revenues and expenses for those customers is coming to an end, which has resulted in a 50% reduction in connection revenues. The revenue attributable to the addition of new customers added to the Company's network after 1998 is significantly lower than that attributable to customers from 1998 and earlier.

Wholesale Voice Revenues

Wholesale voice net revenues were \$3.3 million for the nine months ended September 30, 2005 due to the inclusion of these service revenues from PanTel as well as income recorded from the reversal of an accrual, in September 2005, related to the reduction of access costs, which amounted to \$1.0 million. Wholesale voice is a relatively low margin service but remains an attractive service to the Company's customers. Because of the high volume nature of the business, it provides a solid revenue stream. In addition, it complements other business products such as leased lines and Internet bandwidth when bundling services for business customers. See the *Interconnect Charges* section above for an explanation of the access cost reduction.

Other Operating Revenues

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Other operating revenues, which include revenues generated from the provision of direct lines, ADSL access, VPN services, operator services, Internet dial-up services and other miscellaneous telephone service revenues increased to \$35.1 million for the nine months ended September 30, 2005, as compared to \$5.9 million for the nine months ended September 30, 2004.

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In functional currency terms, other operating revenues increased approximately 470% for the nine months ended September 30, 2005, as compared to the nine months ended September 30, 2004. This increase is primarily due to the inclusion of PanTel for the seven months ended September 30, 2005. The significant products driving other operating revenues are leased line services, provision of dark fiber (the Company sells fiber optic capacity), Virtual Private Networks and Internet revenues.

Selling, General and Administrative

<u>(dollars in millions)</u>	<u>Year-to-date</u>	
	<u>2005</u>	<u>2004</u>
Selling, general and administrative	\$ 38.2	\$ 17.5

Selling, general and administrative expenses increased 118% for the nine months ended September 30, 2005 as compared to the nine months ended September 30, 2004. The inclusion of PanTel's selling, general and administrative expenses for the nine months ended September 30, 2005 contributed an additional \$19.6 million of selling, general and administrative expenses compared to the nine months ended September 30, 2004. This has been partially offset by the decreasing number of new connection fee charges amortized during the nine months ended September 30, 2005 (see discussion of amortization of connection fees above). In U.S. dollar terms, however, such decrease in costs in functional currency terms has been offset by the 6% appreciation of the Hungarian forint combined with a 38% increase in the Company's U.S. dollar denominated operating expenses between the periods. This 38% increase is primarily due to one time payments made during the second quarter of 2005 related to retirement and termination obligations paid to members of senior management that was not part of the workforce reduction plan as described in the *Severance and benefit* section below.

Severance and benefit

<u>(dollars in millions)</u>	<u>Year-to-date</u>	
	<u>2005</u>	<u>2004</u>
Severance and benefit	\$ 1.1	\$

On August 30, 2005, as previously announced, the Company agreed with the Hungarian Trade Unions representing most of its Hungarian-based employees on the key provisions of a workforce reduction plan, pursuant to which the Company will reduce its workforce by approximately 200 employees, which represents about 20% of the Company's workforce. The first step in the process consisted of an offer to employees to voluntarily accept a severance package, of which approximately 80 accepted in September. The \$1.1 million expense during the period, represents the severance and related costs concerning the 80 voluntary terminations in September. During the fourth quarter of 2005, the remaining number of employees to be affected according to the workforce reduction plan will be terminated and the related costs of these terminations will affect the results in the fourth quarter.

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Depreciation and Amortization

<u>(dollars in millions)</u>	<u>Year-to-date</u>	
	<u>2005</u>	<u>2004</u>
Depreciation and amortization	\$ 17.6	\$ 9.1

Depreciation and amortization charges increased \$8.5 million, or 93%. This increase is due primarily to the inclusion of \$8.1 million of depreciation and amortization related to PanTel for the seven months ended September 30, 2005.

Income from Operations

<u>(dollars in millions)</u>	<u>Year-to-date</u>	
	<u>2005</u>	<u>2004</u>
Income from operations	\$ 25.3	\$ 17.9