



Romtelecom at a glance

10th Greek ICT Forum

Athens, 30/09/2008

Fotis Karonis
Chief Information Officer

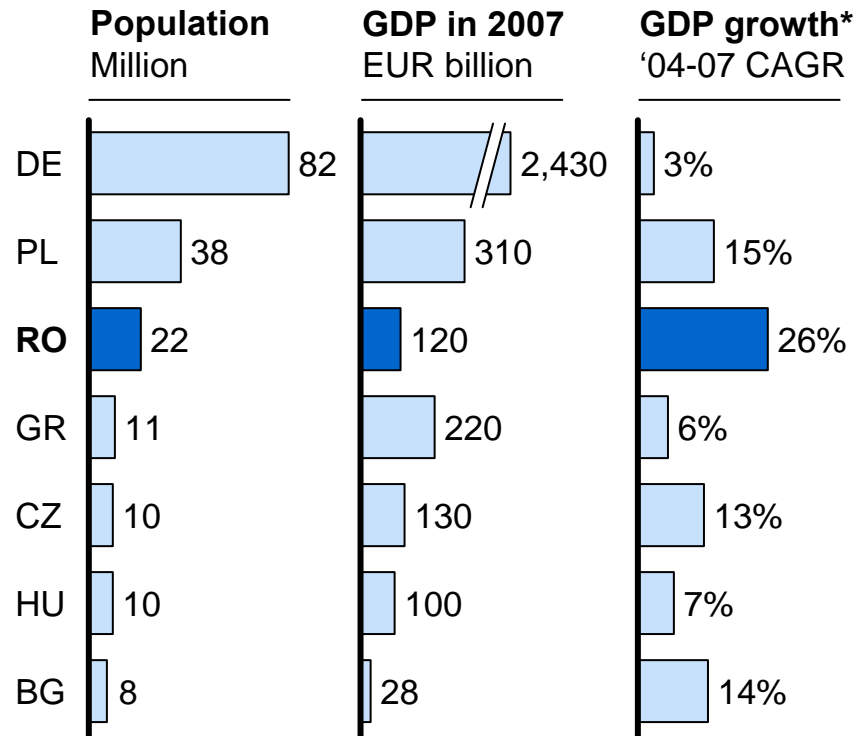


Romania is the second largest and the fastest growing economy in Eastern

Ranks 2nd to Poland in EE with 22 million people, 2/3 the size of Germany



Economy grew at 26% CAGR over last 3 years



Key macro parameters

- Romanian GDP growth one of the fastest worldwide
- FDI at 5.8% of GDP is highest among CEE peers
- C/A deficit 14% of GDP is a potential concern

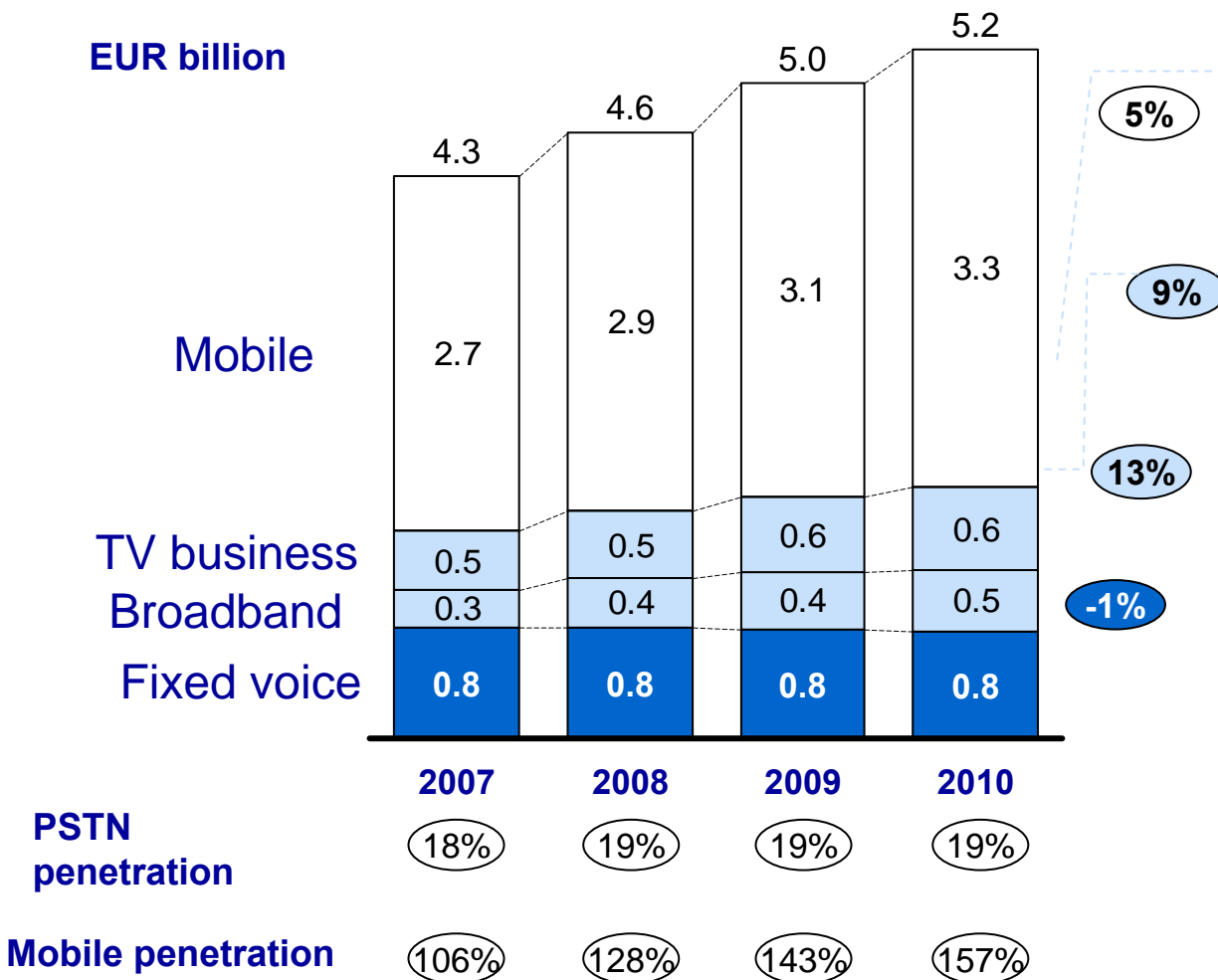
* GDP growth in EUR terms

Source: Global Insight; Viewswire; McKinsey



Romanian market is expected to develop positively

Romanian telecom market size





Growth in the Romanian ICT services market has been impressive in recent years, on the back of public-sector projects and multinational takeovers

Drivers

- strong economic growth;
- EU funds that would trigger demand for IT spending;
- the development of the SME segment which is an important target for IT providers;
- growth in ERP and CRM implementations;
- increased demand for complex IT services such as applications management, outsourcing, hosting infrastructure.

Inhibitors

- IT culture;
- Limited financial resources for small enterprises;
- Tight labor market, especially for qualified IT staff;
- Ability to absorb EU funding.



Hunedoara Castle



Profitable growth and market leading quality

- **Grow customer base through improved commercial capabilities**

- **Apply aggressive cost reduction to maintain commercial competitiveness**

- **New growth**
- **Fixed Mobile Convergence**
- **CDMA**
- **Entertainment**
- **ICT**

Improve regulatory environment to enable RTc competitiveness

Build customer, quality focused and performance driven organization and culture



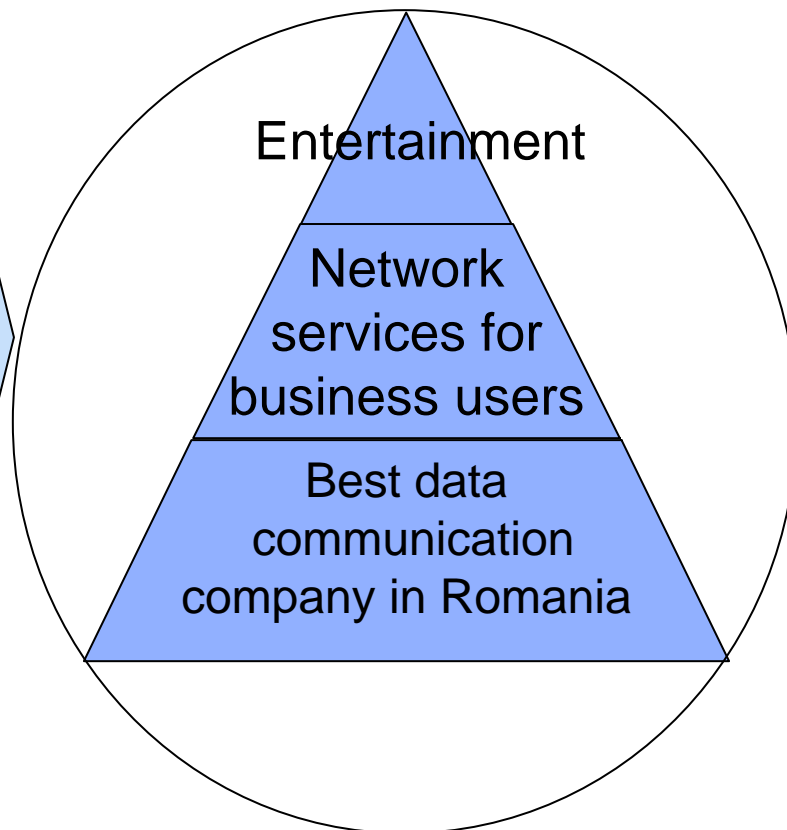
Our vision of Romtelecom guides the current business plan

Our vision

Romtelecom is a service company setting the standards within Romania by exceeding the expectations of customers, employees and shareholders in the provision of quality communications, entertainment and ICT services



Danube Delta Birds



Operational Excellence



IT strategy – competitive differentiation



Decebal's sculpture on Danube

- **Achieve IT low-cost leadership**
- **Complete an agile, lean service oriented architecture (SOA), for Rapid Time to Market**
- **Improve Self service / on-line customer CRM experience**
- **Build on value-added skills, talent and innovation**

RTC IT is benchmarked in line with Gartner 2008 best practices for Telecommunication sector



Ευχαριστώ !



Bran Castle



Peles Castle