

BRASIL TELECOM HOLDING CO  
Form 6-K  
April 20, 2005

---

**SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

---

**FORM 6-K**

**REPORT OF FOREIGN ISSUER  
PURSUANT TO RULE 13a-16 OR 15d-16 OF THE  
SECURITIES EXCHANGE ACT OF 1934**

**THROUGH APRIL 20, 2005**

**(Commission File No. 1-14477)**

---

**BRASIL TELECOM PARTICIPAÇÕES S.A.**  
*(Exact name of registrant as specified in its charter)*

**BRAZIL TELECOM HOLDING COMPANY**  
*(Translation of Registrant's name into English)*

---

**SIA Sul, Área de Serviços Públicos, Lote D, Bloco B  
Brasília, D.F., 71.215-000  
Federative Republic of Brazil**  
*(Address of Registrant's principal executive offices)*

---

Indicate by check mark whether the registrant files or will file  
annual reports under cover Form 20-F or Form 40-F.

Form 20-F  Form 40-F

Indicate by check mark if the registrant is submitting the Form 6-K  
in paper as permitted by Regulation S-T Rule 101(b)(1).

Indicate by check mark if the registrant is submitting the Form 6-K  
in paper as permitted by Regulation S-T Rule 101(b)(7).

Indicate by check mark whether the registrant by furnishing the  
information contained in this Form is also thereby furnishing the  
information to the Commission pursuant to Rule 12g3-2(b) under  
the Securities Exchange Act of 1934.

Yes  No

Edgar Filing: BRASIL TELECOM HOLDING CO - Form 6-K

If "Yes" is marked, indicated below the file number assigned to the registrant in connection with Rule 12g3-2(b):

---



**TABLE OF CONTENTS**

|  |           |
|--|-----------|
| <b>TABLE OF CONTENTS</b>   | <b>2</b>  |
| <b>Highlights</b>  | <b>3</b>  |
| <b>Income Statements</b>   | <b>5</b>  |
| <u>Table 1: Consolidated Income Statement - Brasil Telecom Participações S.A</u> | <u>5</u>  |
| <u>Table 2: Consolidated Income Statement - Brasil Telecom GSM</u>               | <u>6</u>  |
| <b>OPERATING PERFORMANCE</b>   | <b>7</b>  |
| <b>Fixed-Line Telephony</b>  | <b>7</b>  |
| <b>NETWORK</b>   | <b>7</b>  |
| <u>Table 3: Network</u>  | <u>7</u>  |
| <b>TRAFFIC</b>   | <b>7</b>  |
| <u>Table 4: Traffic</u>  | <u>7</u>  |
| <u>Graph 1: DLD Market Share - Quartely Average</u>                              | <u>8</u>  |
| <b>Mobile Telephony</b>  | <b>9</b>  |
| <u>Table 5: Operational Data</u>   | <u>9</u>  |
| <u>Graph 2: Mobile Network</u>   | <u>9</u>  |
| <b>Data Communications</b>   | <b>10</b> |
| <b>BROADBAND</b>   | <b>10</b> |
| <u>Gráfico 3: ADSL Acesses in Service</u>  | <u>10</u> |
| <b>INTERNET PROVIDERS</b>  | <b>10</b> |
| <b>Financial Performance</b>   | <b>11</b> |
| <b>REVENUES</b>  | <b>11</b> |
| <u>Table 6: Consolidated Operating Gross Revenues</u>                            | <u>11</u> |
| <u>Graph 4: Gross Revenues Breakdown</u>   | <u>11</u> |
| <u>Graph 5: Data Communications and Other Services Revenues</u>                  | <u>13</u> |
| <u>Table 7: ARPU Calculation - Mobile Telephony</u>                              | <u>13</u> |
| <b>COSTS AND EXPENSES</b>  | <b>14</b> |
| <u>Table 7: Consolidated Operating Costs and Expenses</u>                        | <u>14</u> |
| <u>Graph 6: Operating Costs and Expenses Breakdown</u>                           | <u>15</u> |
| <u>(Excluding Depreciation, Provisions, Losses and Other)</u>                    | <u>15</u> |
| <u>Graph 7: Accounts Receivable / Gross Revenues Ratio</u>                       | <u>16</u> |
| <u>Table 8: Gross Accounts Receivable</u>  | <u>16</u> |
| <b>EBITDA</b>  | <b>17</b> |
| <u>Table 9: EBITDA Margin - Gains and Losses</u>                                 | <u>17</u> |
| <u>Table 10: EBITDA as a percentage of Service Revenues</u>                      | <u>17</u> |
| <b>NET FINANCIAL EXPENSES</b>  | <b>18</b> |
| <u>Table 10: Consolidated Net Financial Expenses</u>                             | <u>18</u> |
| <b>OTHER ITEMS</b>   | <b>18</b> |
| <b>NET EARNINGS</b>  | <b>18</b> |
| <b>Balance Sheets</b>  | <b>19</b> |
| <u>Table 11: Consolidated Balance Sheet - Brasil Telecom Participações S.A</u>   | <u>19</u> |
| <u>Table 12: Holding Balance Sheet - Brasil Telecom Participações S.A</u>        | <u>20</u> |
| <u>Table 12: Consolidated Balance Sheet - Brasil Telecom GSM</u>                 | <u>21</u> |

|  |                  |
|--|------------------|
| <b><u>Indebtedness</u></b>                                     | <b><u>22</u></b> |
| <u>Table 13: Indebtedness</u>                                  | <u>22</u>        |
| <u>Table 14: Indebtedness by Currency</u>                      | <u>23</u>        |
| <u>Table 15: Amortization Schedule of Long Term Debt</u>       | <u>23</u>        |
| <b><u>Investments in Permanent Assets</u></b>                  | <b><u>24</u></b> |
| <u>Table 16: Breakdown of Investments in Permanent Assets</u>  | <u>24</u>        |
| <b><u>Cash Flow</u></b>  | <b><u>25</u></b> |
| <u>Table 17: Consolidated Cash flow</u>                        | <u>25</u>        |
| <b><u>Stock Market</u></b>                                     | <b><u>26</u></b> |
| <u>Table 18: Stock Performance</u>                             | <u>26</u>        |
| <u>Graph 8: Performance in the 1Q05 Bovespa and NYSE</u>       | <u>26</u>        |
| <u>Table 19: Weight in the Theoretical Portfolio Jan - Apr</u> | <u>26</u>        |
| <b><u>Shareholding Structure</u></b>                           | <b><u>27</u></b> |
| <u>Table 20: Shareholding Structure</u>                        | <u>27</u>        |
| <b><u>Corporate Governance</u></b>                             | <b><u>27</u></b> |
| <b><u>Awards</u></b>   | <b><u>28</u></b> |
| <b><u>Recent Developments</u></b>                              | <b><u>28</u></b> |
| <b><u>2005 Scenario (Guidelines)</u></b>                       | <b><u>29</u></b> |
| <b><u>Selected Data</u></b>                                    | <b><u>30</u></b> |
| <u>Table 21: Selected Data</u>                                 | <u>30</u>        |
| <b><u>Coming Events</u></b>                                    | <b><u>31</u></b> |
| <b><u>IR Contacts</u></b>                                      | <b><u>31</u></b> |
| <b><u>Media Contact</u></b>                                    | <b><u>31</u></b> |

**QUARTER HIGHLIGHTS**

**1.0 million mobile accesses in service, an increase of 61.3%**

**625.3 thousand ADSL accesses in service, a 16.8% growth**

**Net revenues reached R\$2.4 billion**

**Fixed-line ARPU reached R\$83.2**

**Mobile telephony ARPU of R\$29.4**

**Data communications revenues of R\$420.6 million, a growth of 12.5%**

**EBITDA of R\$824.3 million, up by 7.5%**

**Total fixed-line CAPEX of R\$196.3 million**

**PCS CAPEX of R\$85.9 million**

**HIGHLIGHTS**

Brasília, Brazil April 19, 2005 - **Brasil Telecom Participações S.A. (BOVESPA: BRTP3/BRTP4; NYSE: BRP)** announces its consolidated earnings for the first quarter of 2005 (1Q05).

In less than six months of operations, **Brasil Telecom GSM** exceeded all expectations and reached the mark of 1.0 million accesses in service.

**EBITDA as a percentage of services revenues** reached 34.6%, up 2.4 p.p. sequentially. **Fixed-line EBITDA margin** was of 40.7% in the 1Q05.

**Operating Performance****Fixed-Line Telephony**

We had 10,778 thousand **lines installed** at the end of the 1Q05, an increase of 0.4% and 0.7% compared to 4Q04 and 1Q04, respectively.

At 1Q05 we had 9,512 thousand **lines in service**, a result of 9.2 thousand net additions during the quarter.

**Mobile Telephony**

Our **mobile operations** had 322.5 thousand post-paid accesses in service, representing 32.1% of the total client base, exceeding all expectations.

**Data Communications**

At the end of 1Q05, we had 625.3 thousand **ADSL accesses in service**, representing a growth of 92.4% compared to 1Q04.

**Financial Performance**

**Net revenues** of R\$2,447.6 million in 1Q05, an increment of 17.9% compared to 1Q04's net revenues.

**Revenues from supplementary and value added services** reached R\$114.7 million in 1Q05, an increase of 14.0% year-on-year and 15.8% compared to the previous quarter.

**Revenues from data communications and other services** totaled R\$420.6 million in 1Q05, an increase of 67.8% year-on-year and 12.5% quarter-on-quarter.

**Fixed-line ARPU** (net revenues/ Avg. LIS/month) of R\$83.2 in 1Q05, compared to R\$70.4 in the same period of 2004.

**Mobile telephony gross revenues** (excluding inter-company revenues) of R\$147.0 million in 1Q05, including R\$47.4 million revenues from **merchandise sales** (handsets and accessories). **Measured mobile service revenues** reached R\$57.4 million in 1Q05, compared to R\$5.5 million in 4Q04.

**Mobile telephony ARPU** was of R\$29.4 in 1Q05.

The **subscriber acquisition cost** was of R\$188.8 in the same period, representing an 8.3% decrease compared to the previous quarter.

**Operating costs and expenses excluding depreciation, amortization, provisions, losses and others** were of R\$1,362.1 million in 1Q05, down 6.0% sequentially.

**Interconnection costs** totaled R\$576.1 million in 1Q05, down 11.0% quarter-on-quarter.

**Trailing 12M Highlights**

32.1% of mobile telephony clients are post-paid

Increase of 92.4% in the number of ADSL accesses in service

Net revenue grew by 17.9%

Data communications revenues grew by 67.8% accounting for 12.1% of total revenues

Total debt 3.1% lower

Year-to-date cost of debt equivalent to 15.4% p.a., or 87.2% of the CDI

Operating cash flow of R\$3.2 billion

Fixed-line EBITDA Margin of 40.6%

Net income of R\$223.0 million

As of March 2005, our **consolidated total debt** was of R\$4,564.5 million, 3.1% lower than in the 4Q04. **Consolidated net debt** was of R\$1,762.2 million, as of March 2005.

2005 year-to-date **cost of debt** was equivalent to 15.4% p.a., or 87.2% of the domestic inter-bank rate (CDI).

**Consolidated net debt as a percentage of net equity** was of 28.5% in 1Q05 compared to 24.2% in 4Q04.

**Dollar-denominated debt** represented 14.9% of total debt, amounting to R\$657.2 million at the end of 1Q05.

**Debt denominated in foreign currency** represented 32.2% of our total debt.

Brasil Telecom **hedged** 64.6% of its debt denominated in foreign currency, so that 11.7% of its total debt was exposed to exchange rate risk.

| R\$ Million       | Mar/04         | Dec/04         | Mar/05         | Δ Quarter    | Δ 12 Months  |
|-------------------|----------------|----------------|----------------|--------------|--------------|
| <b>Total Debt</b> | <b>4,283.3</b> | <b>4,708.2</b> | <b>4,564.5</b> | <b>-3.1%</b> | <b>6.6%</b>  |
| (-) Cash          | 2,920.5        | 3,226.6        | 2,802.3        | -13.1%       | -4.0%        |
| <b>Net Debt</b>   | <b>1,362.8</b> | <b>1,481.6</b> | <b>1,762.2</b> | <b>18.9%</b> | <b>29.3%</b> |

**Total investments** in fixed-line operations totaled R\$196.3 million in 1Q05, of which 31.6% were directed at our data network, our intelligent network and information technology.

**PCS investments** totaled R\$85.9 million, compared to the R\$417.9 million in 4Q04.

**Operating cash inflow** of R\$785.9 million in 1Q05 and R\$3.2 billion in 12 months.

**Financial Indicators**

| Financial Indicators                            | 1Q04    | 4Q04   | 1Q05   | Δ Quarter | Δ 12 Months |
|---|---------|--------|--------|-----------|-------------|
| EBITDA* / Interest Expenses                     | 6.57    | 6.16   | 6.42   | 4.2%      | -2.2%       |
| Net Debt / EBITDA* (x4)                         | 0.38    | 0.48   | 0.53   | 10.7%     | 39.9%       |
| Total Debt / (EBITDA* + Financial Revenue) (x4) | 1.05    | 1.21   | 1.12   | -7.5%     | 6.8%        |
| EBITDA* (x4) / Lines in Service                 | R\$ 367 | R\$323 | R\$347 | 7.4%      | -5.5%       |
| EBITDA* (x4) / Employees (thousand)             | R\$ 685 | R\$529 | R\$499 | -5.6%     | -27.1%      |

\* EBITDA without effects of non-recurrent items.

**INCOME STATEMENTS****Table 1: Consolidated Income Statement - Brasil Telecom Participações S.A.**

| <b>R\$ Million</b>                     | <b>1Q04</b>      | <b>4Q04</b>      | <b>1Q05</b>      | <b>Δ Quarter</b> | <b>Δ 12 Months</b> |
|--|------------------|------------------|------------------|------------------|--------------------|
| <b>GROSS REVENUES</b>                  | <b>2,908.8</b>   | <b>3,502.0</b>   | <b>3,468.7</b>   | <b>-1.0%</b>     | <b>19.2%</b>       |
| <b>Fixed Telephony</b>                 | <b>2,658.2</b>   | <b>3,040.1</b>   | <b>2,901.1</b>   | <b>-4.6%</b>     | <b>9.1%</b>        |
| Local Service                          | 1,114.3          | 1,262.5          | 1,195.7          | -5.3%            | 7.3%               |
| Public Telephony                       | 108.2            | 123.2            | 86.9             | -29.5%           | -19.6%             |
| Long Distance Service                  | 382.2            | 444.9            | 430.2            | -3.3%            | 12.6%              |
| Fixed-Mobile Calls                     | 702.1            | 854.4            | 832.5            | -2.6%            | 18.6%              |
| Interconnection                        | 191.2            | 178.1            | 164.6            | -7.6%            | -13.9%             |
| Lease of Means                         | 55.1             | 66.7             | 65.9             | -1.1%            | 19.7%              |
| Supplementary and Value Added Services | 99.1             | 100.7            | 114.7            | 14.0%            | 15.8%              |
| Other                                  | 6.0              | 9.7              | 10.4             | 7.8%             | 72.9%              |
| <b>Mobile Telephony</b>                | <b>-</b>         | <b>87.9</b>      | <b>147.0</b>     | <b>67.2%</b>     | <b>N.A.</b>        |
| <b>Data Transmission</b>               | <b>250.6</b>     | <b>374.0</b>     | <b>420.6</b>     | <b>12.5%</b>     | <b>67.8%</b>       |
| Deductions                             | (833.5)          | (1,036.0)        | (1,021.2)        | -1.4%            | 22.5%              |
| <b>NET REVENUES</b>                    | <b>2,075.3</b>   | <b>2,466.1</b>   | <b>2,447.6</b>   | <b>-0.7%</b>     | <b>17.9%</b>       |
| <b>COSTS &amp; OPERATING EXPENSES</b>  | <b>(1,183.2)</b> | <b>(1,699.1)</b> | <b>(1,623.3)</b> | <b>-4.5%</b>     | <b>37.2%</b>       |
| Personnel                              | (95.3)           | (125.3)          | (153.2)          | 22.2%            | 60.7%              |
| Materials                              | (23.0)           | (137.3)          | (78.6)           | -42.8%           | 241.3%             |
| Subcontracted Services                 | (363.8)          | (486.3)          | (492.2)          | 1.2%             | 35.3%              |
| Interconnection                        | (496.2)          | (647.2)          | (576.1)          | -11.0%           | 16.1%              |
| Advertising and Marketing              | (24.1)           | (53.5)           | (62.0)           | 15.9%            | 157.7%             |
| Provisions and Losses                  | (110.5)          | (256.4)          | (140.8)          | -45.1%           | 27.4%              |
| Other                                  | (70.3)           | 7.1              | (120.4)          | N.A.             | 71.4%              |
| <b>EBITDA</b>                          | <b>892.1</b>     | <b>767.0</b>     | <b>824.3</b>     | <b>7.5%</b>      | <b>-7.6%</b>       |



Edgar Filing: BRASIL TELECOM HOLDING CO - Form 6-K

|  |               |                |              |              |               |
|--|---------------|----------------|--------------|--------------|---------------|
| Depreciation and Amortization  | (598.7)       | (639.4)        | (671.4)      | 5.0%         | 12.2%         |
| <hr/>  |               |                |              |              |               |
| <b>OPERATING PROFIT BEFORE FINANCIAL RESULT</b>                      | <b>293.4</b>  | <b>127.6</b>   | <b>152.8</b> | <b>19.8%</b> | <b>-47.9%</b> |
| <hr/>  |               |                |              |              |               |
| Financial Result   | (251.6)       | (356.9)        | (52.2)       | -85.4%       | -79.3%        |
| Financial Revenues   | 130.0         | 205.2          | 195.1        | -4.9%        | 50.1%         |
| Financial Expenses   | (225.8)       | (324.4)        | (247.3)      | -23.8%       | 9.5%          |
| Interest on Shareholders' Equity                                     | (155.8)       | (237.8)        | -            | N.A.         | N.A.          |
| <hr/>  |               |                |              |              |               |
| <b>OPERATING PROFIT AFTER FINANCIAL RESULT</b>                       | <b>41.9</b>   | <b>(229.3)</b> | <b>100.6</b> | <b>N.A.</b>  | <b>140.4%</b> |
| <hr/>  |               |                |              |              |               |
| Non-Operating Revenues (Expenses)                                    | (51.5)        | 9.9            | (33.9)       | N.A.         | -34.3%        |
| Goodwill Amortization - CRT Acquisition                              | (31.0)        | (31.0)         | (31.0)       | 0.0%         | 0.0%          |
| Other  | (20.5)        | 40.9           | (2.9)        | N.A.         | -86.1%        |
| <hr/>  |               |                |              |              |               |
| <b>EARNINGS BEFORE INCOME AND SOCIAL CONTRIBUTION TAXES</b>          | <b>(9.7)</b>  | <b>(219.4)</b> | <b>66.8</b>  | <b>N.A.</b>  | <b>N.A.</b>   |
| <hr/>  |               |                |              |              |               |
| Income and Social Contribution Taxes                                 | (13.9)        | 51.0           | (20.1)       | N.A.         | 44.0%         |
| <hr/>  |               |                |              |              |               |
| <b>EARNINGS BEFORE PROFIT SHARING</b>                                | <b>(23.6)</b> | <b>(168.4)</b> | <b>46.7</b>  | <b>N.A.</b>  | <b>N.A.</b>   |
| <hr/>  |               |                |              |              |               |
| Profit Sharing   | (12.9)        | (14.8)         | -            | N.A.         | N.A.          |
| <hr/>  |               |                |              |              |               |
| Minority Interest  | (44.9)        | (13.0)         | (1.6)        | -87.6%       | -96.4%        |
| <hr/>  |               |                |              |              |               |
| <b>EARNINGS BEFORE REVERSION OF INTEREST ON SHAREHOLDERS' EQUITY</b> | <b>(81.4)</b> | <b>(196.2)</b> | <b>45.1</b>  | <b>N.A.</b>  | <b>N.A.</b>   |
| <hr/>  |               |                |              |              |               |
| Reversion of Interest on Shareholders' Equity                        | 155.8         | 237.8          | -            | N.A.         | N.A.          |
| <hr/>  |               |                |              |              |               |
| <b>NET EARNINGS</b>  | <b>74.3</b>   | <b>41.6</b>    | <b>45.1</b>  | <b>8.4%</b>  | <b>-39.4%</b> |
| <hr/>  |               |                |              |              |               |

Edgar Filing: BRASIL TELECOM HOLDING CO - Form 6-K

|   |              |             |             |             |               |
|---|--------------|-------------|-------------|-------------|---------------|
| Goodwill Amortization - CRT Acquisition               | 31.0         | 31.0        | 31.0        | 0.0%        | 0.0%          |
| <b>NET EARNINGS ADJUSTED BY GOODWILL AMORTIZATION</b> | <b>105.4</b> | <b>72.6</b> | <b>76.1</b> | <b>4.8%</b> | <b>-27.8%</b> |
| Net Earnings (Losses)/1,000 shares - R\$              | 0.2084       | 0.1155      | 0.1239      | 7.2%        | -40.6%        |
| Net Earnings (Losses)/ADR - US\$                      | 0.3599       | 0.2176      | 0.2323      | 6.7%        | -35.5%        |

[Table of Contents](#)

**Table 2: Consolidated Income Statement - Brasil Telecom GSM**

| R\$ Million                                | 4Q04           | 1Q05           | Δ Quarter    |
|--|----------------|----------------|--------------|
| <b>GROSS REVENUES</b>                      | <b>102.3</b>   | <b>182.5</b>   | <b>78.4%</b> |
| Subscription                               | 10.2           | 34.6           | 239.2%       |
| Utilization                                | 5.7            | 57.4           | N.A.         |
| Roaming                                    | 0.2            | 0.7            | 244.6%       |
| Interconnection                            | 16.0           | 41.3           | 157.7%       |
| Other Revenues                             | 0.2            | 0.5            | 205.4%       |
| Data Transmission                          | 0.3            | 0.6            | 81.2%        |
| Merchandise Sales (Handsets and Accessorie | 69.7           | 47.4           | -32.0%       |
| Deductions                                 | (23.3)         | (50.9)         | 118.2%       |
| <b>NET REVENUES</b>                        | <b>79.0</b>    | <b>131.6</b>   | <b>66.7%</b> |
| <b>COSTS &amp; OPERATING EXPENSES</b>      | <b>(223.6)</b> | <b>(279.4)</b> | <b>25.0%</b> |
| Personnel                                  | (11.5)         | (21.9)         | 90.4%        |
| Materials                                  | (116.0)        | (59.7)         | -48.5%       |
| Subcontracted Services                     | (43.9)         | (61.4)         | 39.8%        |
| Interconnection                            | (7.8)          | (37.3)         | 376.0%       |
| Advertising and Marketing                  | (24.2)         | (35.5)         | 46.6%        |
| Provisions and Losses                      | (2.8)          | (6.2)          | 120.0%       |

Edgar Filing: BRASIL TELECOM HOLDING CO - Form 6-K

|   |                |                |              |
|---|----------------|----------------|--------------|
| Other   | (17.4)         | (57.4)         | 230.7%       |
| <b>EBITDA</b>   | <b>(144.6)</b> | <b>(147.8)</b> | <b>2.2%</b>  |
| Depreciation and Amortization                               | (28.7)         | (53.1)         | 85.0%        |
| <b>OPERATING PROFIT BEFORE FINANCIAL RESULT</b>             |                |                |              |
| <b>RESULT</b>   | <b>(173.3)</b> | <b>(200.9)</b> | <b>15.9%</b> |
| Financial Result  | (6.5)          | (10.0)         | 54.2%        |
| Financial Revenues  | 11.1           | 4.0            | -63.9%       |
| Financial Expenses  | (17.6)         | (14.1)         | -20.3%       |
| <b>EARNINGS BEFORE INCOME AND SOCIAL CONTRIBUTION TAXES</b> |                |                |              |
| <b>CONTRIBUTION TAXES</b>                                   | <b>(179.8)</b> | <b>(210.9)</b> | <b>17.3%</b> |
| Income and Social Contribution Taxes                        | 60.7           | 85.7           | 41.1%        |
| <b>NET EARNINGS (LOSSES)</b>                                | <b>(119.1)</b> | <b>(125.2)</b> | <b>5.1%</b>  |

Note: Statement does not consider inter-company eliminations with Brasil Telecom S.A.

[Table of Contents](#)

**OPERATING PERFORMANCE**

**FIXED-LINE TELEPHONY**

**Network**

**Table 3: Network**

| <b>PLANT</b>                          | <b>1Q04</b>     | <b>4Q04</b>     | <b>1Q05</b>     | <b>Δ Quarter</b> | <b>Δ 12 Months</b> |
|---------------------------------------|-----------------|-----------------|-----------------|------------------|--------------------|
| <b>Lines Installed (Thousand)</b>     | <b>10,700.7</b> | <b>10,737.2</b> | <b>10,778.3</b> | <b>0.4%</b>      | <b>0.7%</b>        |
| Additional Lines Installed (Thousand) | 14.2            | 11.8            | 41.1            | 247.9%           | 189.2%             |

Edgar Filing: BRASIL TELECOM HOLDING CO - Form 6-K

|  |                |                |                |                  |                  |
|--|----------------|----------------|----------------|------------------|------------------|
| <b>Lines in Service - LIS (Thousand)</b> | <b>9,723.8</b> | <b>9,503.1</b> | <b>9,512.3</b> | <b>0.1%</b>      | <b>-2.2%</b>     |
| Residential                              | 6,988.2        | 6,444.9        | 6,379.5        | -1.0%            | -8.7%            |
| Non-Residential                          | 1,468.5        | 1,433.0        | 1,440.2        | 0.5%             | -1.9%            |
| Public Telephones                        | 295.9          | 295.9          | 296.4          | 0.2%             | 0.1%             |
| Pre-paid                                 | 281.9          | 297.1          | 311.2          | 4.7%             | 10.4%            |
| Hybrid Terminals                         | 58.7           | 408.3          | 465.5          | 14.0%            | 692.9%           |
| Other (including PBX)                    | 630.6          | 623.9          | 619.6          | -0.7%            | -1.7%            |
| Additional LIS (Thousand)                | (127.0)        | (101.2)        | 9.2            | N.A.             | N.A.             |
| <b>Average LIS (Thousand)</b>            | <b>9,787.4</b> | <b>9,553.7</b> | <b>9,507.7</b> | <b>-0.5%</b>     | <b>-2.9%</b>     |
| LIS/100 Inhabitants                      | 23.1           | 22.4           | 22.4           | 0.0%             | -3.1%            |
| Public Telephones/1,000 Inhabitants      | 7.0            | 7.0            | 7.0            | 0.0%             | -0.8%            |
| Public Telephones/100 Lines Installed    | 2.8            | 2.8            | 2.7            | -0.2%            | -0.6%            |
| <b>Utilization Rate</b>                  | <b>90.9%</b>   | <b>88.5%</b>   | <b>88.3%</b>   | <b>-0.3 p.p.</b> | <b>-2.6 p.p.</b> |
| <b>Digitization Rate</b>                 | <b>99.5%</b>   | <b>99.7%</b>   | <b>99.3%</b>   | <b>-0.4 p.p.</b> | <b>-0.2 p.p.</b> |

**Fixed-line Network**

In 1Q05, Brasil Telecom installed 41.1 thousand lines, closing the quarter with 10.8 million terminals.

In 1Q05 we had 9.5 million lines in service, a result of 9.2 thousand net additions during the quarter. Based on a strategy of client segmentation with the objective of improving profitability and prevent delinquency, we continued to encourage our subscribers of alternative plans to migrate to our hybrid plan. This initiative increased the number of such terminals by 14.0% in the quarter.

[Table of Contents](#)

**Traffic**

**Table 4: Traffic**

| TRAFFIC                          | 1Q04    | 4Q04    | 1Q05    | Δ Quarter | Δ 12 Months |
|----------------------------------|---------|---------|---------|-----------|-------------|
| Exceeding Local Pulses (Million) | 2,585.9 | 2,772.5 | 2,304.8 | -16.9%    | -10.9%      |
| Long Distance Minutes (Million)  | 1,533.6 | 1,436.5 | 1,334.4 | -7.1%     | -13.0%      |

| Fixed-Mobile Minutes (Million)         | 1,037.4 | 1,238.0 | 1,089.0 | -12.0% | 5.0%   |
|--|---------|---------|---------|--------|--------|
| Exceeding Pulses/Average LIS/Month     | 90.6    | 96.7    | 80.8    | -16.5% | -10.8% |
| LD Minutes/Average LIS/Month           | 52.2    | 50.1    | 46.8    | -6.7%  | -10.4% |
| Fixed-Mobile Minutes/Average LIS/Month | 35.4    | 43.2    | 38.2    | -11.6% | 7.7%   |

### Billed Pulses

Influenced by seasonal effects typical of the first quarter of the year, local traffic decreased by 16.9%. Additionally, the record sale of mobile phones in December 2004, as well as the increase in the number of ADSL accesses in service, contributed to the reduction of local traffic.

### Long Distance Traffic

In 1Q05, LD traffic decreased by 7.1% compared to the previous quarter. Seasonal effects of the quarter also affected long distance traffic. **In the intra-sector segment Anatel's resolution regarding conurbated areas explains the traffic variation compared to 1Q04.**

### LD Market Share

**Brasil Telecom closed 1Q05 well positioned in the long distance market, with a 51.0% and 29.1% (quarterly average) market share in the interregional and international long distance segments.** This reflects the success of our marketing campaigns ( *Viaje com 14 e Aniversário das Cidades* ) and the strength of the Brasil Telecom brand in Region II.

Sequentially, our **quarterly average long distance market share increased 0.6 p.p. in the intra-state segment**, reaching 82.9%. In the inter-state segment, our market share was of 91.0%.

[Table of Contents](#)

### Graph 1: DLD Market Share - Quartely Average

### Inter-Network Traffic

Inter-network traffic decreased by 12.0% in 1Q05 compared to the previous quarter. **We have implemented initiatives to increase the profitability of our operations.** In this sense, we offer pre-paid and hybrid plans, which have features that help to reduce fixed-to-mobile traffic. Additionally, subscribers of our residential plan have tried to control this type of traffic. Moreover, seasonality also played a role in the reduction of this traffic.

[Table of Contents](#)

## MOBILE TELEPHONY

Table 5: Operational Data

| Key Operational Data   | 4Q04           | 1Q05             | Δ Quarter     |
|------------------------|----------------|------------------|---------------|
| <b>Clients</b>         | <b>622,295</b> | <b>1,003,658</b> | <b>61.3%</b>  |
| Post-Paid              | 205,716        | 322,486          | 56.8%         |
| Pre-Paid               | 416,579        | 681,172          | 63.5%         |
| <b>Gross Additions</b> | <b>626,526</b> | <b>405,616</b>   | <b>-35.3%</b> |

|                          |              |               |                  |
|--------------------------|--------------|---------------|------------------|
| Post-Paid                | 209,497      | 122,801       | -41.4%           |
| Pre-Paid                 | 417,029      | 282,815       | -32.2%           |
| <b>Cancellations</b>     | <b>4,231</b> | <b>24,253</b> | <b>473.2%</b>    |
| Post-Paid                | 3,781        | 6,031         | 59.5%            |
| Pre-Paid                 | 450          | 18,222        | N.A.             |
| <b>Annualized Churn</b>  | <b>1.4%</b>  | <b>11.9%</b>  | <b>10.6 p.p.</b> |
| <b>Served Localities</b> | <b>626</b>   | <b>626</b>    | <b>0.0%</b>      |
| <b>Base Stations</b>     | <b>1,632</b> | <b>1,695</b>  | <b>3.9%</b>      |
| <b>Switches</b>          | <b>3</b>     | <b>6</b>      | <b>100.0%</b>    |
| <b>Employees</b>         | <b>881</b>   | <b>918</b>    | <b>4.2%</b>      |

### Mobile Network

Brasil Telecom GSM exceeded all expectations, reaching 1.0 million accesses in service in less than six months of operations. At the end of 1Q05, Brasil Telecom GSM's customer base increased by 61.3% compared to 4Q04.

[Table of Contents](#)

### Graph 2: Mobile Network

### Client-Mix

Our mobile operations had 322.5 thousand post-paid subscribers at the end of 1Q05, which represented 32.1% of our mobile customer base, a percentage that is above the market average. This mix reflects good awareness of the Brasil Telecom brand in the corporate segment and the attentiveness of our clients to the benefits of convergence.

### Market Share

At the end of 1Q05, Brasil Telecom GSM achieved a 4.8% market share in its area of operations.

[Table of Contents](#)

## DATA COMMUNICATIONS

### Broadband

### ADSL Accesses

We increased the number of our ADSL accesses in service by 92.4% in one year, reaching 625.3 thousand accesses at the end of 1Q05.

[Table of Contents](#)

### Gráfico 3: ADSL Accesses in Service

[Table of Contents](#)

### Internet Providers

**BrTurbo**

**BrTurbo consolidated its broadband market leadership in Region II, with 333.8 thousand clients at the end of 1Q05, 24.5% higher than in 4Q04.**

**iG e iBest**

**iG and iBest have achieved positive results in their commercial strategy of offering value-added products.** At the end of 1Q05, iG and iBest had 197.7 thousand paying clients, an increase of 13,5% compared to 4Q04. Additionally, **iG and iBest are collectively positioned as leaders in the dial-up markets of Region I, II and III.**

**At the end of 1Q05, our internet providers had 446.3 thousand broadband clients in total.**

[Table of Contents](#)

**FINANCIAL PERFORMANCE****Revenues****Table 6: Consolidated Operating Gross Revenues**

| R\$ Million                  | 1Q04           | 4Q04           | 1Q05           | Δ Quarter     | Δ 12 Months   |
|------------------------------|----------------|----------------|----------------|---------------|---------------|
| <b>GROSS REVENUES</b>        | <b>2,908.8</b> | <b>3,502.0</b> | <b>3,468.7</b> | <b>-1.0%</b>  | <b>19.2%</b>  |
| <b>FIXED TELEPHONY</b>       | <b>2,658.2</b> | <b>3,040.1</b> | <b>2,901.1</b> | <b>-4.6%</b>  | <b>9.1%</b>   |
| <b>Local Service</b>         | <b>1,114.3</b> | <b>1,262.5</b> | <b>1,195.7</b> | <b>-5.3%</b>  | <b>7.3%</b>   |
| Activation                   | 9.1            | 7.3            | 7.7            | 5.1%          | -16.0%        |
| Basic Subscription           | 744.7          | 832.2          | 830.8          | -0.2%         | 11.6%         |
| Measured Service             | 336.4          | 402.0          | 337.7          | -16.0%        | 0.4%          |
| Lease of Lines               | 0.4            | 0.4            | 0.4            | -18.2%        | -7.3%         |
| Other                        | 23.7           | 20.5           | 19.1           | -7.2%         | -19.7%        |
| <b>Public Telephony</b>      | <b>108.2</b>   | <b>123.2</b>   | <b>86.9</b>    | <b>-29.5%</b> | <b>-19.6%</b> |
| <b>Long Distance Service</b> | <b>382.2</b>   | <b>444.9</b>   | <b>430.2</b>   | <b>-3.3%</b>  | <b>12.6%</b>  |
| Intra-Region                 | 355.2          | 358.4          | 347.4          | -3.1%         | -2.2%         |
| Inter-Region                 | 21.3           | 74.3           | 70.1           | -5.7%         | 229.1%        |
| International / Borderline   | 5.7            | 12.1           | 12.8           | 5.2%          | 124.0%        |
| <b>Inter-Network Calls</b>   | <b>702.1</b>   | <b>854.4</b>   | <b>832.5</b>   | <b>-2.6%</b>  | <b>18.6%</b>  |
| VC-1                         | 527.8          | 553.4          | 507.7          | -8.3%         | -3.8%         |
| VC-2                         | 133.9          | 183.7          | 191.7          | 4.4%          | 43.2%         |
| VC-3                         | 40.5           | 115.4          | 130.9          | 13.5%         | 223.1%        |

Edgar Filing: BRASIL TELECOM HOLDING CO - Form 6-K

|   |                |                |                |              |               |
|---|----------------|----------------|----------------|--------------|---------------|
| International                                 | -              | 2.0            | 2.3            | 15.8%        | N.A.          |
| <b>Interconnection</b>                        | <b>191.2</b>   | <b>178.1</b>   | <b>164.6</b>   | <b>-7.6%</b> | <b>-13.9%</b> |
| Fixed-Fixed                                   | 128.3          | 111.7          | 101.0          | -9.6%        | -21.3%        |
| Mobile-Fixed                                  | 62.9           | 66.4           | 63.6           | -4.2%        | 1.2%          |
| <b>Lease of Means</b>                         | <b>55.1</b>    | <b>66.7</b>    | <b>65.9</b>    | <b>-1.1%</b> | <b>19.7%</b>  |
| <b>Supplementary and Value Added Services</b> | <b>99.1</b>    | <b>100.7</b>   | <b>114.7</b>   | <b>14.0%</b> | <b>15.8%</b>  |
| <b>Other</b>                                  | <b>6.0</b>     | <b>9.7</b>     | <b>10.4</b>    | <b>7.8%</b>  | <b>72.9%</b>  |
| <b>MOBILE TELEPHONY</b>                       | <b>-</b>       | <b>87.9</b>    | <b>147.0</b>   | <b>67.2%</b> | <b>N.A.</b>   |
| Subscription                                  | -              | 10.2           | 34.6           | 239.2%       | N.A.          |
| Utilization                                   | -              | 5.5            | 57.4           | 936.5%       | N.A.          |
| Roaming                                       | -              | 0.2            | 0.7            | 244.6%       | N.A.          |
| Interconnection                               | -              | 2.1            | 6.4            | 202.9%       | N.A.          |
| Other Services                                | -              | 0.2            | 0.5            | 205.4%       | N.A.          |
| Merchandise Sales (Handsets and Accessories)  | -              | 69.7           | 47.4           | -32.0%       | N.A.          |
| <b>DATA COMMUNICATIONS AND OTHER</b>          | <b>250.6</b>   | <b>374.0</b>   | <b>420.6</b>   | <b>12.5%</b> | <b>67.8%</b>  |
| Fixed   | 250.6          | 373.7          | 420.0          | 12.4%        | 67.6%         |
| Mobile  | -              | 0.3            | 0.6            | 81.2%        | N.A.          |
| Deductions                                    | (833.5)        | (1,036.0)      | (1,021.2)      | -1.4%        | 22.5%         |
| <b>NET REVENUES</b>                           | <b>2,075.3</b> | <b>2,466.1</b> | <b>2,447.6</b> | <b>-0.7%</b> | <b>17.9%</b>  |

[Table of Contents](#)

**Graph 4: Gross Revenues Breakdown**

**Local Service**

Gross revenues from local service reached R\$1,195.7 million in 1Q05, up 7.3% year-on-year and down 5.3% quarter-on-quarter, mainly as a result of the decrease in revenues from measured service.



**Gross revenues from activation fees totaled R\$7.7 million in 1Q05**, up 5.1% sequentially, due to the increase in the number of lines activated in the quarter. In 1Q05, 378.5 thousand lines were activated, compared to 376.8 thousand in 4Q04. Additionally, the rate adjustment of 3.4% effective since November 1, 2004 also positively impacted revenues from activation fees.

**Gross revenues from basic subscription fees reached R\$830.8 million in the quarter**, stable compared to the R\$832.2 million reported in 4Q04.

**Gross revenues from measured service totaled R\$337.7 million in 1Q05**, stable compared to the corresponding period in 2004.

#### Public Telephony

**Gross revenues from public telephony services reached R\$86.9 million in 1Q05**, due to the implementation of the *Brasil VirtualCel* service, which converts fixed-to-mobile calls made from public payphones into mobile-to-mobile calls. As a result, revenues from calls made from public payphones to mobile phones, which amounted to R\$42.6 million, are recognized as revenues of Brasil Telecom GSM.

#### Long Distance

**Gross revenues from long distance services reached R\$430.2 million in 1Q05**, down 3.3% sequentially. This reduction is mainly explained by the decrease of 7.1% in traffic, which in turn, was affected by seasonal effects typical of the first quarter of the year.

#### Inter-Network

**Gross revenues from inter-network calls amounted to R\$832.5 million in 1Q05**, down 2.6% quarter-on-quarter, due to a 12.0% decrease in inter-network traffic, which was offset by the increase of VC-2 and VC-3 traffic as a percentage of total of inter-network traffic. The VC-2 and VC-3 rates were also adjusted in February 2005, in accordance with the maximum rate authorized by Anatel in February 2004.

#### Interconnection

**Gross revenues from interconnection fees in 1Q05 decreased by 7.6% compared to 4Q04**, mainly due to the increase in our market share in long distance segments and the impact of seasonality in 1Q05.

#### Data Communications

**In 1Q05, gross revenues from data communications and other services reached R\$420.6 million, up 12.5% sequentially**, due to the growth in data communications services such as *VPN*, *Vetor*, and *Interlan*, and also by the 16.8% increase in ADSL accesses in service.

Data communications revenues have been increasing as a percentage of total revenues. **The segment increased its share from 8.6% of total revenues a year ago to 12.1% in 1Q05.**

[Table of Contents](#)

#### Graph 5: Data Communications and Other Services Revenues

#### Mobile Telephony

**In 1Q05, gross revenues from mobile telephony services totaled R\$147.0 million**, of which R\$99.6 million are related to services and R\$47.4 million to the sale of handsets and accessories. Due to our good client-mix (32.1% post-paid) revenues from monthly subscription fees accounted for 34.7% of total revenues from services.

#### Fixed-line Telephony ARPU

**Fixed-line telephony ARPU (net revenues/Avg. LIS/month) was of R\$83.2 in 1Q05**, compared to R\$83.9 in 4Q04.

#### Mobile Telephony ARPU

**Total mobile telephony ARPU reached R\$29.4 in 1Q05. Post-paid ARPU was of R\$53.6 while pre-paid ARPU reached R\$17.7.**

[Table of Contents](#)

#### Table 7: ARPU Calculation Mobile Telephony

| <b>R\$ Thousands</b>          | <b>1T05</b>  |
|-------------------------------|--------------|
| (+) Gross Revenues            | 182,531      |
| (-) Handsets                  | (47,404)     |
| Gross Service Revenues        | 135,127      |
| (-) Taxes and Deductions      | (36,170)     |
| Net Service Revenues          | 98,956       |
| (-) Net Revs Public Payphones | (26,894)     |
| (-) Net Revs Roaming          | (454)        |
| Quarterly Net Revenues        | 71,608       |
| Monthly Net Revenues          | 23,869       |
| Average Number of Clients     | 812,977      |
| <b>ARPU (R\$)</b>             | <b>29.36</b> |

[Table of Contents](#)

## COSTS AND EXPENSES

**Table 7: Consolidated Operating Costs and Expenses**

| R\$ Million                   | 1Q04             | 4Q04             | 1Q05             | Δ Quarter    | Δ 12 Months  |
|-------------------------------|------------------|------------------|------------------|--------------|--------------|
| <b>NET REVENUES</b>           | <b>2,075.3</b>   | <b>2,466.1</b>   | <b>2,447.6</b>   | <b>-0.7%</b> | <b>17.9%</b> |
| <b>Costs</b>                  | <b>(1,335.9)</b> | <b>(1,622.1)</b> | <b>(1,585.7)</b> | <b>-2.2%</b> | <b>18.7%</b> |
| Personnel                     | (28.0)           | (32.2)           | (37.3)           | 15.7%        | 33.4%        |
| Materials                     | (21.8)           | (113.4)          | (69.0)           | -39.2%       | 216.1%       |
| Subcontracted Services        | (654.1)          | (831.2)          | (770.2)          | -7.3%        | 17.7%        |
| Interconnection               | (496.2)          | (647.2)          | (576.1)          | -11.0%       | 16.1%        |
| Other                         | (157.9)          | (184.0)          | (194.0)          | 5.4%         | 22.9%        |
| Depreciation and Amortization | (540.0)          | (559.6)          | (570.6)          | 2.0%         | 5.7%         |
| Other                         | (92.0)           | (85.6)           | (138.6)          | 61.9%        | 50.6%        |
| <b>GROSS PROFIT</b>           | <b>739.4</b>     | <b>844.0</b>     | <b>861.9</b>     | <b>2.1%</b>  | <b>16.6%</b> |

Edgar Filing: BRASIL TELECOM HOLDING CO - Form 6-K

|  |                |                |                |               |               |
|--|----------------|----------------|----------------|---------------|---------------|
| <b>Sales Expenses</b>                            | <b>(133.9)</b> | <b>(257.4)</b> | <b>(265.8)</b> | <b>3.3%</b>   | <b>98.6%</b>  |
| Personnel  | (31.2)         | (46.9)         | (60.9)         | 30.0%         | 95.5%         |
| Materials  | (0.2)          | (22.5)         | (7.7)          | -65.9%        | 3919.0%       |
| Subcontracted Services                           | (99.6)         | (178.4)        | (190.4)        | 6.7%          | 91.1%         |
| Advertising and Marketing                        | (24.1)         | (53.5)         | (62.0)         | 15.9%         | 157.7%        |
| Other  | (75.5)         | (124.9)        | (128.3)        | 2.8%          | 69.9%         |
| Depreciation and Amortization                    | (1.3)          | (3.1)          | (4.0)          | 28.2%         | 205.6%        |
| Other  | (1.6)          | (6.6)          | (2.9)          | -55.3%        | 82.7%         |
| <b>General and Administrative Expenses</b>       | <b>(148.4)</b> | <b>(189.9)</b> | <b>(199.8)</b> | <b>5.2%</b>   | <b>34.7%</b>  |
| Personnel  | (30.9)         | (36.8)         | (44.0)         | 19.7%         | 42.3%         |
| Materials  | (0.6)          | (0.7)          | (1.4)          | 85.8%         | 143.0%        |
| Subcontracted Services                           | (106.5)        | (140.6)        | (138.6)        | -1.4%         | 30.1%         |
| Depreciation and Amortization                    | (5.5)          | (7.6)          | (9.6)          | 26.9%         | 73.6%         |
| Other  | (4.9)          | (4.3)          | (6.3)          | 48.0%         | 29.8%         |
| <b>Information Technology</b>                    | <b>(82.0)</b>  | <b>(106.8)</b> | <b>(109.8)</b> | <b>2.8%</b>   | <b>33.8%</b>  |
| Personnel  | (5.2)          | (9.5)          | (10.9)         | 15.4%         | 109.2%        |
| Materials  | (0.5)          | (0.7)          | (0.6)          | -14.2%        | 30.8%         |
| Subcontracted Services                           | (23.9)         | (36.8)         | (31.2)         | -15.2%        | 30.5%         |
| Depreciation and Amortization                    | (41.8)         | (53.8)         | (60.9)         | 13.2%         | 45.8%         |
| Other  | (10.6)         | (5.9)          | (6.1)          | 2.4%          | -42.8%        |
| <b>Provisions and Losses</b>                     | <b>(110.5)</b> | <b>(256.4)</b> | <b>(140.8)</b> | <b>-45.1%</b> | <b>27.4%</b>  |
| Doubtful Accounts                                | (87.7)         | (129.5)        | (104.9)        | -19.0%        | 19.7%         |
| Contingencies                                    | (22.8)         | (127.0)        | (35.9)         | -71.8%        | 57.0%         |
| <b>Other Operating Revenues (Expenses)</b>       | <b>28.8</b>    | <b>94.1</b>    | <b>7.1</b>     | <b>-92.4%</b> | <b>-75.3%</b> |
| Goodwill Amortization                            | (10.1)         | (15.3)         | (26.4)         | 71.7%         | 161.8%        |
| Other  | 38.9           | 109.4          | 33.5           | -69.4%        | -13.9%        |
| <b>OPERATING PROFIT BEFORE FINANCIAL RESULTS</b> | <b>293.4</b>   | <b>127.6</b>   | <b>152.8</b>   | <b>19.8%</b>  | <b>-47.9%</b> |

| R\$ Million                         | 1Q04             | 4Q04             | 1Q05             | Δ Quarter    | Δ 12 Months  |
|-------------------------------------|------------------|------------------|------------------|--------------|--------------|
| <b>COSTS AND OPERATING EXPENSES</b> | <b>(1,781.9)</b> | <b>(2,338.5)</b> | <b>(2,294.8)</b> | <b>-1.9%</b> | <b>28.8%</b> |
| Depreciation and Amortization       | (598.7)          | (639.4)          | (671.4)          | 5.0%         | 12.2%        |
| Interconnection                     | (496.2)          | (647.2)          | (576.1)          | -11.0%       | 16.1%        |
| Subcontracted Services              | (363.8)          | (486.3)          | (492.2)          | 1.2%         | 35.3%        |
| Personnel                           | (95.3)           | (125.3)          | (153.2)          | 22.2%        | 60.7%        |
| Provisions and Losses               | (110.5)          | (256.4)          | (140.8)          | -45.1%       | 27.4%        |
| Materials                           | (23.0)           | (137.3)          | (78.6)           | -42.8%       | 241.3%       |
| Advertising and Marketing           | (24.1)           | (53.5)           | (62.0)           | 15.9%        | 157.7%       |
| Other                               | (70.3)           | 7.1              | (120.4)          | N.A.         | 71.4%        |

| R\$ Million                       | 1Q04             | 4Q04             | 1Q05             | Δ Quarter    | Δ 12 Months  |
|-----------------------------------|------------------|------------------|------------------|--------------|--------------|
| COSTS AND OPERATING EXPENSES      | (1,781.9)        | (2,338.5)        | (2,294.8)        | -1.9%        | 28.8%        |
| (+) Depreciation and Amortization | 598.7            | 639.4            | 671.4            | 5.0%         | 12.2%        |
| (+) Provisions and Losses         | 110.5            | 256.4            | 140.8            | -45.1%       | 27.4%        |
| (+) Other                         | 70.3             | (7.1)            | 120.4            | N.A.         | 71.4%        |
| <b>(=) CASH COST</b>              | <b>(1,002.5)</b> | <b>(1,449.7)</b> | <b>(1,362.1)</b> | <b>-6.0%</b> | <b>35.9%</b> |

[Table of Contents](#)

### Graph 6: Operating Costs and Expenses Breakdown

(Excluding Depreciation, Provisions, Losses and Other)

#### Operating Costs and Expenses

Operating costs and expenses reached R\$2,294.8 million in 1Q05, compared to R\$2,338.5 million in the previous quarter.

Cash costs (operating costs and expenses excluding depreciation, amortization, provisions, losses and other) was of R\$1,362.1 million in 1Q05, compared to R\$1,449.7 million in 4Q04, a decrease of 6.0% quarter-on-quarter. The main items responsible for this reduction were: interconnection (-11.0%) and materials (-42.8%).

**Employees**

At the end of 1Q05, our fixed-line arm had 5,690 employees, compared to 5,805 of the previous quarter.

Brasil Telecom GSM had 918 employees at the end of the quarter compared to 881 at 4Q04.

**Personnel**

Total personnel costs reached R\$153.2 million, up 22.2% from the previous quarter, mainly due to the recording of R\$14.1 million previously accounted for under the employee profit sharing line, the consolidation of iG in December 2004, and the effectiveness of the new Collective Bargaining Agreement since January 2005.

**Cost of Subcontracted Services**

Cost of subcontracted services, excluding interconnection costs and advertising and marketing expenses, totaled R\$492.2 million in 1Q05, virtually stable compared to the previous quarter.

**Interconnection**

Interconnection costs totaled R\$576.1 million in 1Q05, a decrease of 11.0% sequentially. Lower interconnection costs are associated to the synergies achieved between our mobile operations and the rest of our business, as well as the reduction in inter-network traffic.

**Advertising and Marketing**

Advertising and marketing expenses totaled R\$62.0 million in 1Q05, up 15.9% quarter-on-quarter.

**Losses from accounts receivable as a percentage of gross revenues**

Losses from accounts receivable as a percentage of gross revenues in 1Q05 reached 3.0%, compared to 3.7% in 4Q04. Losses from accounts receivable totaled R\$104.9 million in 1Q05, down 19.0% sequentially.

**Accounts Receivable**

Net of provision for doubtful accounts in the amount of R\$270.0 million, net accounts receivable totaled R\$2,186.8 million at the end of 1Q05.

[Table of Contents](#)

**Graph 7: Accounts Receivable / Gross Revenues Ratio**

[Table of Contents](#)

**Table 8: Gross Accounts Receivable**

|                              | Mar/04         | Jun/04         | Sep/04         | Dec/04         | Mar/05         |
|------------------------------|----------------|----------------|----------------|----------------|----------------|
| <b>Total (R\$ Million)</b>   | <b>2,099.0</b> | <b>2,145.9</b> | <b>2,284.4</b> | <b>2,354.8</b> | <b>2,456.8</b> |
| Due                          | 60.6%          | 60.1%          | 61.5%          | 64.5%          | 63.3%          |
| Overdue (up to 30 days)      | 16.2%          | 15.7%          | 17.3%          | 16.4%          | 15.7%          |
| Overdue (between 31-60 days) | 6.2%           | 6.3%           | 5.8%           | 5.7%           | 6.4%           |
| Overdue (between 61-90 days) | 4.4%           | 3.6%           | 3.5%           | 3.7%           | 4.3%           |
| Overdue (over 90 days)       | 12.6%          | 14.3%          | 11.9%          | 9.7%           | 10.3%          |

**Provision for Contingencies**

In 1Q05, provision for contingencies totaled R\$35.9 million, down 71.8% quarter-on-quarter.

**Materials**

Costs and expenses related to materials amounted to R\$78.6 million in 1Q05, down 42.8% quarter-on-quarter. This was mainly due to the decrease in costs of handsets and accessories, which totaled R\$58.7 million in 1Q05, compared to R\$113.6 million in the previous quarter, which in turn, was as a result of the sales volume of Brasil Telecom GSM.

**Other Operating Costs and Expenses / Revenues**

Other operating costs and expenses reached R\$120.4 million in 1Q05.

[Table of Contents](#)

**Ebitda**

**Table 9: EBITDA Margin Gains and Losses**

| R\$ Million                            | 1Q04             | Vertical      | 4Q04             | Vertical      | 1Q05             | Vertical      |
|--|------------------|---------------|------------------|---------------|------------------|---------------|
| <b>GROSS REVENUES</b>                  | <b>2,908.8</b>   | <b>140.2%</b> | <b>3,502.0</b>   | <b>142.0%</b> | <b>3,468.7</b>   | <b>141.7%</b> |
| <b>Fixed Telephony</b>                 | <b>2,658.2</b>   | <b>128.1%</b> | <b>3,040.1</b>   | <b>123.3%</b> | <b>2,901.1</b>   | <b>118.5%</b> |
| Local Service                          | 1,114.3          | 53.7%         | 1,262.5          | 51.2%         | 1,195.7          | 48.9%         |
| Public Telephony                       | 108.2            | 5.2%          | 123.2            | 5.0%          | 86.9             | 3.6%          |
| Long Distance Service                  | 382.2            | 18.4%         | 444.9            | 18.0%         | 430.2            | 17.6%         |
| Fixed-Mobile Calls                     | 702.1            | 33.8%         | 854.4            | 34.6%         | 832.5            | 34.0%         |
| Interconnection                        | 191.2            | 9.2%          | 178.1            | 7.2%          | 164.6            | 6.7%          |
| Lease of Means                         | 55.1             | 2.7%          | 66.7             | 2.7%          | 65.9             | 2.7%          |
| Supplementary and Value Added Services | 99.1             | 4.8%          | 100.7            | 4.1%          | 114.7            | 4.7%          |
| Other                                  | 6.0              | 0.3%          | 9.7              | 0.4%          | 10.4             | 0.4%          |
| <b>Mobile Telephony</b>                | <b>-</b>         | <b>0.0%</b>   | <b>87.9</b>      | <b>3.6%</b>   | <b>147.0</b>     | <b>6.0%</b>   |
| <b>Data Transmission</b>               | <b>250.6</b>     | <b>-30.1%</b> | <b>374.0</b>     | <b>-36.1%</b> | <b>420.6</b>     | <b>-41.2%</b> |
| Deductions                             | (833.5)          | -40.2%        | (1,036.0)        | -42.0%        | (1,021.2)        | -41.7%        |
| <b>NET REVENUES</b>                    | <b>2,075.3</b>   | <b>100.0%</b> | <b>2,466.1</b>   | <b>100.0%</b> | <b>2,447.6</b>   | <b>100.0%</b> |
| <b>COSTS &amp; OPERATING EXPENSES</b>  | <b>(1,183.2)</b> | <b>-57.0%</b> | <b>(1,699.1)</b> | <b>-68.9%</b> | <b>(1,623.3)</b> | <b>-66.3%</b> |
| Personnel                              | (95.3)           | -4.6%         | (125.3)          | -5.1%         | (153.2)          | -6.3%         |
| Materials                              | (23.0)           | -1.1%         | (137.3)          | -5.6%         | (78.6)           | -3.2%         |
| Subcontracted Services                 | (363.8)          | -17.5%        | (486.3)          | -19.7%        | (492.2)          | -20.1%        |

Edgar Filing: BRASIL TELECOM HOLDING CO - Form 6-K

|                           |              |              |              |              |              |              |
|---------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Interconnection           | (496.2)      | -23.9%       | (647.2)      | -26.2%       | (576.1)      | -23.5%       |
| Advertising and Marketing | (24.1)       | -1.2%        | (53.5)       | -2.2%        | (62.0)       | -2.5%        |
| Provisions and Losses     | (110.5)      | -5.3%        | (256.4)      | -10.4%       | (140.8)      | -5.8%        |
| Other                     | (70.3)       | -3.4%        | 7.1          | 0.3%         | (120.4)      | -4.9%        |
| <b>EBITDA</b>             | <b>892.1</b> | <b>43.0%</b> | <b>767.0</b> | <b>31.1%</b> | <b>824.3</b> | <b>33.7%</b> |

**EBITDA of R\$824.3 million**

Our EBITDA was of R\$824.3 million in 1Q05, up R\$57.3 million or 7.5% quarter-on-quarter. Fixed-line EBITDA margin reached 40.7%.

[Table of Contents](#)

**Table 10: EBITDA as a percentage of Service Revenues**

| R\$ Million                              | 1Q04           | 4Q04           | 1Q05           | Δ Quarter       | Δ 12 Months      |
|--|----------------|----------------|----------------|-----------------|------------------|
| <b>NET REVENUES</b>                      | <b>2,075.3</b> | <b>2,466.1</b> | <b>2,447.6</b> | <b>-0.7%</b>    | <b>17.9%</b>     |
| Merchandise Sales                        | -              | 69.7           | 47.4           | -32.0%          | N.A.             |
| Taxes and Discounts of Merchandise Sales | -              | (14.5)         | (14.7)         | 1.4%            | N.A.             |
| <b>NET SERVICE REVENUES</b>              | <b>2,075.3</b> | <b>2,410.9</b> | <b>2,414.9</b> | <b>0.2%</b>     | <b>16.4%</b>     |
| EBITDA                                   | 892.1          | 767.0          | 824.3          | 7.5%            | -7.6%            |
| <b>EBITDA / Service Revenues</b>         | <b>43.0%</b>   | <b>31.8%</b>   | <b>34.1%</b>   | <b>2.3 p.p.</b> | <b>-8.9 p.p.</b> |

**EBITDA as a Percentage of Service Revenues**

EBITDA as a percentage of service revenues reached 34.1%, up 2.3 p.p. sequentially.

**EBITDA/Avg. LIS/month**

In 1Q05, EBITDA/Avg. LIS/month reached R\$28.9, an 8.0% increase quarter-on-quarter.

[Table of Contents](#)

**Net Financial Expenses**

**Table 10: Consolidated Net Financial Expenses**

| R\$ Million       | 1Q04  | 4Q04  | 1Q05  | Δ Quarter | Δ Year |
|-------------------|-------|-------|-------|-----------|--------|
| Financial Revenue | 130.0 | 205.2 | 195.1 | -4.9%     | 50.1%  |

Edgar Filing: BRASIL TELECOM HOLDING CO - Form 6-K

|   |                |                |                |               |               |
|---|----------------|----------------|----------------|---------------|---------------|
| Local Currency                          | 118.63         | 145.86         | 163.08         | 11.8%         | 37.5%         |
| Foreign Currency                        | 11.35          | 59.38          | 32.04          | -46.0%        | 182.2%        |
| <b>Financial Expense</b>                | <b>(225.8)</b> | <b>(324.4)</b> | <b>(247.3)</b> | <b>-23.8%</b> | <b>9.5%</b>   |
| Local Currency                          | (213.3)        | (212.8)        | (168.6)        | -20.8%        | -20.9%        |
| Foreign Currency                        | (12.5)         | (111.5)        | (78.7)         | -29.5%        | 531.1%        |
| <b>Interest on Shareholders' Equity</b> | <b>(155.8)</b> | <b>(237.8)</b> | <b>-</b>       | <b>N.A.</b>   | <b>N.A.</b>   |
| <hr/>                                   |                |                |                |               |               |
| <b>Financial Result</b>                 | <b>(251.6)</b> | <b>(356.9)</b> | <b>(52.2)</b>  | <b>-85.4%</b> | <b>-79.3%</b> |
| <hr/>                                   |                |                |                |               |               |

**Net Financial Expenses**

**Our net financial expenses totaled R\$52.2 million in 1Q05**, an improvement of 56.2% compared to the 4Q04, not accounting for the payment of interest on capital.

[Table of Contents](#)

**Other Items**

**Goodwill Amortization**

**In 1Q05, we amortized R\$31.0 million of goodwill in connection with the acquisition of CRT** (with no impact on cash flows and dividend distributions), which was accounted for as non-operational expense.

**Net Earnings**

**Net income reached R\$45.1 million in 1Q05** (R\$0.1239/1,000 shares). Net income/ADR in the same period was of US\$0.2323.

Net income adjusted by goodwill totaled R\$76.1 million in 1Q05.

[Table of Contents](#)

**BALANCE SHEETS**

**Table 11: Consolidated Balance Sheet Brasil Telecom Participações S.A.**

|                                | R\$ Million | Dec/04         | Mar/05         |
|--------------------------------|-------------|----------------|----------------|
| <hr/>                          |             |                |                |
| <b>CURRENT ASSETS</b>          |             | <b>6,742.1</b> | <b>6,309.2</b> |
| <hr/>                          |             |                |                |
| Cash and Equivalents           |             | 3,226.6        | 2,802.3        |
| Accounts Receivables (Net)     |             | 2,111.6        | 2,186.8        |
| Deferred and Recoverable Taxes |             | 841.5          | 836.3          |



Edgar Filing: BRASIL TELECOM HOLDING CO - Form 6-K

|  |                 |                 |
|--|-----------------|-----------------|
| Other Recoverable Amounts              | 326.9           | 267.9           |
| Inventory                              | 174.0           | 137.5           |
| Other                                  | 61.5            | 78.3            |
| <b>LONG TERM ASSETS</b>                | <b>1,647.4</b>  | <b>1,797.6</b>  |
| Loans and Financing                    | 126.5           | 124.5           |
| Deferred and Recoverable Taxes         | 957.1           | 1,074.1         |
| Other                                  | 563.8           | 599.0           |
| <b>PERMANENT ASSETS</b>                | <b>10,332.4</b> | <b>9,905.4</b>  |
| Investment (Net)                       | 519.2           | 489.8           |
| Property, Plant and Equipment (Net)    | 8,887.0         | 8,518.5         |
| Property, Plant and Equipment (Gross)  | 24,608.1        | 24,804.4        |
| Accumulated Depreciation               | (15,721.1)      | (16,285.9)      |
| Deferred Assets (Net)                  | 926.3           | 897.2           |
| <b>TOTAL ASSETS</b>                    | <b>18,721.9</b> | <b>18,012.2</b> |
| <b>CURRENT LIABILITIES</b>             | <b>4,613.4</b>  | <b>3,974.2</b>  |
| Loans and Financing                    | 856.6           | 825.1           |
| Suppliers                              | 1,769.8         | 1,515.0         |
| Taxes and Contributions                | 822.0           | 837.9           |
| Dividends Payable                      | 436.2           | 113.2           |
| Provisions                             | 357.1           | 339.0           |
| Salaries and Benefits                  | 137.5           | 120.0           |
| Consignment for Third Parties          | 114.4           | 102.5           |
| Authorization for Services Exploration | 44.1            | 45.6            |
| Other                                  | 75.8            | 76.0            |
| <b>LONG TERM LIABILITIES</b>           | <b>5,717.7</b>  | <b>5,649.9</b>  |

Edgar Filing: BRASIL TELECOM HOLDING CO - Form 6-K

|  |                 |                 |
|--|-----------------|-----------------|
| Loans and Financing                    | 3,851.6         | 3,739.3         |
| Provisions                             | 886.5           | 899.4           |
| Taxes and Contributions                | 697.9           | 717.5           |
| Authorization for Services Exploration | 261.5           | 270.6           |
| Other                                  | 20.2            | 23.1            |
| <b>DEFERRED INCOME</b>                 | <b>74.0</b>     | <b>88.1</b>     |
| <b>MINORITY INTEREST</b>               | <b>2,188.3</b>  | <b>2,126.4</b>  |
| <b>SHAREHOLDERS' EQUITY</b>            | <b>6,128.5</b>  | <b>6,173.6</b>  |
| Capital Stock                          | 2,568.2         | 2,596.3         |
| Capital Reserves                       | 337.2           | 309.2           |
| Profit Reserves                        | 879.6           | 879.6           |
| Retained Earnings                      | 2,364.3         | 2,409.4         |
| Treasury Shares                        | (20.8)          | (20.8)          |
| <b>TOTAL LIABILITIES</b>               | <b>18,721.9</b> | <b>18,012.2</b> |

[Table of Contents](#)

**Table 12: Holding Balance Sheet Brasil Telecom Participações S.A.**

|   | R\$ Million | Dec/04         | Mar/05         |
|---|-------------|----------------|----------------|
| <b>CURRENT ASSETS</b>                                   |             | <b>1,191.0</b> | <b>1,012.4</b> |
| Cash and Equivalents                                    |             | 828.8          | 949.1          |
| Deferred Taxes  |             | 105.7          | 56.1           |
| Other Recoverable Amounts                               |             | 0.6            | 1.3            |
| Dividends / Interest on Shareholders' Equity Receivable |             | 250.2          | -              |

Edgar Filing: BRASIL TELECOM HOLDING CO - Form 6-K

|                                       |                |                |
|---------------------------------------|----------------|----------------|
| Other                                 | 5.6            | 5.9            |
| <b>LONG TERM ASSETS</b>               | <b>1,390.6</b> | <b>1,404.4</b> |
| Loans and Financing                   | 1,164.8        | 1,122.0        |
| Deferred and Recoverable Taxes        | 223.5          | 280.6          |
| Other                                 | 2.3            | 1.8            |
| <b>PERMANENT ASSETS</b>               | <b>4,366.3</b> | <b>4,368.0</b> |
| Investment (Net)                      | 4,364.9        | 4,366.7        |
| Property, Plant and Equipment (Net)   | 1.2            | 1.3            |
| Property, Plant and Equipment (Gross) | 57.2           | 57.3           |
| Accumulated Depreciation              | (55.9)         | (56.0)         |
| Deferred Assets (Net)                 | 0.1            | 0.1            |
| <b>TOTAL ASSETS</b>                   | <b>6,947.8</b> | <b>6,784.9</b> |
| <b>CURRENT LIABILITIES</b>            | <b>516.0</b>   | <b>307.2</b>   |
| Loans and Financing                   | 213.8          | 204.0          |
| Suppliers                             | 0.3            | 0.4            |
| Taxes and Contributions               | 22.8           | 26.5           |
| Dividends Payable                     | 275.2          | 71.6           |
| Salaries and Benefits                 | 3.4            | 3.8            |
| Consignment for Third Parties         | 0.2            | 0.1            |
| Other                                 | 0.3            | 0.7            |
| <b>LONG TERM LIABILITIES</b>          | <b>295.7</b>   | <b>297.5</b>   |
| Loans and Financing                   | 259.4          | 261.7          |
| Taxes and Contributions               | 32.9           | 31.9           |
| Other                                 | 3.4            | 3.9            |
| <b>SHAREHOLDERS' EQUITY</b>           | <b>6,136.1</b> | <b>6,180.3</b> |

|                          |                |                |
|--------------------------|----------------|----------------|
| Capital Stock            | 2,568.2        | 2,596.3        |
| Capital Reserves         | 337.2          | 309.2          |
| Profit Reserves          | 879.6          | 879.6          |
| Retained Earnings        | 2,371.9        | 2,416.1        |
| Treasury Shares          | (20.8)         | (20.8)         |
| <b>TOTAL LIABILITIES</b> | <b>6,947.8</b> | <b>6,784.9</b> |

[Table of Contents](#)

**Table 12: Consolidated Balance Sheet Brasil Telecom GSM**

| R\$ Million                         | Dec/04         | Mar/05         |
|-------------------------------------|----------------|----------------|
| <b>CURRENT ASSETS</b>               | <b>633.2</b>   | <b>465.6</b>   |
| Cash and Equivalents                | 214.7          | 2.3            |
| Accounts Receivables (Net)          | 91.2           | 128.4          |
| Deferred and Recoverable Taxes      | 149.6          | 182.9          |
| Other Recoverable Amounts           | 8.8            | 8.8            |
| Inventory                           | 166.2          | 132.0          |
| Other                               | 2.7            | 11.3           |
| <b>LONG TERM ASSETS</b>             | <b>112.0</b>   | <b>179.6</b>   |
| Deferred and Recoverable Taxes      | 109.8          | 177.3          |
| Other                               | 2.3            | 2.3            |
| <b>PERMANENT ASSETS</b>             | <b>1,450.3</b> | <b>1,483.1</b> |
| Property, Plant and Equipment (Net) | 1,149.1        | 1,166.3        |

Edgar Filing: BRASIL TELECOM HOLDING CO - Form 6-K

|  |                |                |
|--|----------------|----------------|
| Property, Plant and Equipment (Gross)  | 1,169.1        | 1,224.3        |
| Accumulated Depreciation               | (20.0)         | (58.0)         |
| Deferred Assets (Net)                  | 301.2          | 316.8          |
| <b>TOTAL ASSETS</b>                    | <b>2,195.5</b> | <b>2,128.3</b> |
| <b>CURRENT LIABILITIES</b>             | <b>834.0</b>   | <b>618.1</b>   |
| Suppliers                              | 687.0          | 451.4          |
| Taxes and Contributions                | 81.5           | 90.4           |
| Dividends Payable                      | 4.8            | 4.5            |
| Salaries and Benefits                  | 6.6            | 8.9            |
| Consignment for Third Parties          | 6.7            | 10.8           |
| Authorization for Services Exploration | 44.1           | 45.6           |
| Other                                  | 3.4            | 6.6            |
| <b>LONG TERM LIABILITIES</b>           | <b>250.8</b>   | <b>342.6</b>   |
| Loans and Financing                    | 0.4            | 5.6            |
| Provisions                             | -              | 0.1            |
| Authorization for Services Exploration | 250.3          | 259.0          |
| Capitalized Resources                  | -              | 78.0           |
| <b>SHAREHOLDERS' EQUITY</b>            | <b>1,110.7</b> | <b>1,167.5</b> |
| Capital Stock                          | 1,218.0        | 1,400.0        |
| Capital Reserves                       | 11.8           | 11.8           |
| Retained Earnings                      | (119.1)        | (244.3)        |
| <b>TOTAL LIABILITIES</b>               | <b>2,195.5</b> | <b>2,128.3</b> |

[Table of Contents](#)

## INDEBTEDNESS

Table 13: Indebtedness

| Mar05                                      | Currency | Annual Cost    | Maturity          | % Total      | Balance<br>(R\$ Million) |
|--|----------|----------------|-------------------|--------------|--------------------------|
| <b>Short Term</b>                          |          |                |                   | <b>18.1%</b> | <b>825.1</b>             |
| BNDES                                      | R\$      | TJLP + 6.5%    | dec/2007          |              | 15.7                     |
| BNDES                                      | R\$      | TJLP + 3.85%   | dec/2007          |              | 349.8                    |
| BNDES                                      | R\$      | TJLP + 3.85%   | oct/2007          |              | 82.2                     |
| BNDES                                      | R\$      | Basket + 6.5%  | dec/2007          |              | 36.6                     |
| BNDES                                      | R\$      | Basket + 3.85% | nov/2007          |              | 12.6                     |
| Debentures                                 | R\$      | TJLP + 4%      | jul/2006          |              | 203.8                    |
| BNDES                                      | R\$      | Basket + 5.5%  | apr/2011          |              | 3.3                      |
| BNDES                                      | R\$      | TJLP + 5.5%    | apr/2011          |              | 18.4                     |
| BRDE                                       | R\$      | IGP-M+12.0%    | sep/2006          |              | 9.1                      |
| BB   | R\$      | 14%            | jan/2008          |              | 5.2                      |
| Debentures 3 <sup>rd</sup> Public Issuance | R\$      | CDI + 1.0%     | jul/2009          |              | 20.4                     |
| Bonds - US\$ 200 MM                        | US\$     | 9.38%          | feb/2014          |              | 6.8                      |
| Financial Institutions I                   | US\$     | Lib6 + 4.0%    | mar/2006          |              | 11.5                     |
| Financial Institutions II                  | US\$     | Lib6 + 2.4%    | dec/2005          |              | 9.6                      |
| Financial Institutions III                 | US\$     | Lib6 + 0.5%    | jul/2008-jul/2012 |              | 12.9                     |
| Financial Institutions IV                  | Yen\$    | Jibor6 + 1.92% | mar/2011          |              | 0.2                      |
| Financial Institutions V                   | Yen\$    | 3.65%          | feb/2009          |              | 0.6                      |
| Suppliers I                                | US\$     | Lib3 + 2.95%   | jun/2007          |              | 0.6                      |
| Suppliers II                               | US\$     | 1.75%          | feb/2014          |              | 0.2                      |
| Suppliers III                              | US\$     | Lib3 + 2.95%   | jun/2007          |              | 0.2                      |
| Hedge Adjustment                           |          |                |                   |              | 25.6                     |
| <b>Long Term</b>                           |          |                |                   | <b>81.9%</b> | <b>3,739.3</b>           |
| BNDES                                      | R\$      | TJLP + 6.5%    | dec/2007          |              | 26.7                     |
| BNDES                                      | R\$      | TJLP + 3.85%   | dec/2007          |              | 686.7                    |
| BNDES                                      | R\$      | TJLP + 3.85%   | oct/2007          |              | 136.6                    |
| BNDES                                      | R\$      | Basket + 6.5%  | dec/2007          |              | 62.2                     |
| BNDES                                      | R\$      | Basket + 3.85% | nov/2007          |              | 21.3                     |
| Debentures                                 | R\$      | TJLP + 4%      | jul/2006          |              | 261.5                    |
| BNDES                                      | R\$      | Basket + 5.5%  | apr/2011          |              | 128.2                    |

Edgar Filing: BRASIL TELECOM HOLDING CO - Form 6-K

|  |       |                |                   |                |
|--|-------|----------------|-------------------|----------------|
| BNDES                                      | R\$   | TJLP + 5.5%    | apr/2011          | 603.5          |
| BRDE                                       | R\$   | IGP-M+12.0%    | sep/2006          | 5.0            |
| BB   | R\$   | 14%            | jan/2008          | 9.2            |
| BRB - GSM                                  | R\$   | 2.47%          | jan/2034          | 5.6            |
| BRB - Fixa                                 | R\$   | 2.47%          | jan/2034          | 0.1            |
| Debentures 3 <sup>rd</sup> Public Issuance | R\$   | CDI + 1.0%     | jul/2009          | 500.0          |
| Bonds - US\$ 200 MM                        | US\$  | 9.38%          | feb/2014          | 533.2          |
| Financial Institutions III                 | US\$  | Lib6 + 0.5%    | jul/2008-jul/2012 | 53.3           |
| Financial Institutions IV                  | Yen\$ | Jibor6 + 1.92% | mar/2011          | 536.6          |
| Financial Institutions V                   | Yen\$ | 3.65%          | feb/2009          | 1.6            |
| Financial Institutions VI                  | US\$  | 0.00%          | dec/2015          | 26.5           |
| Suppliers I                                | US\$  | Lib3 + 2.95%   | jun/2007          | 0.7            |
| Suppliers II                               | US\$  | 1.75%          | feb/2014          | 1.6            |
| Suppliers III                              | US\$  | Lib3 + 2.95%   | jun/2007          | 0.2            |
| Hedge Adjustment                           |       |                |                   | 139.2          |
| <b>Total Debt</b>                          |       |                | <b>100.0%</b>     | <b>4,564.4</b> |

**Total Debt**

As of March 2005, Brasil Telecom's consolidated total debt was of R\$4,564.4 million, 3.1% lower than the amount reported at the end of 2004.

**Net Debt**

Net debt totaled R\$1,762.2 million, an 18.9% increase from December 2004, due to a reduction of R\$424.3 million in cash and cash equivalents, mainly due to the payment of proceeds to shareholders in the amount of R\$323.1 million.

[Table of Contents](#)

**Table 14: Indebtedness by Currency**

| Debt BRP (R\$ Million) | Mar 2004       | Dec 2004       | Mar 2005       | Δ Quarter    | Δ Year        |
|------------------------|----------------|----------------|----------------|--------------|---------------|
| <b>Short Term</b>      | <b>1,723.5</b> | <b>856.6</b>   | <b>825.1</b>   | <b>-3.7%</b> | <b>-52.1%</b> |
| In R\$                 | 1,607.4        | 724.0          | 704.6          | -2.7%        | -56.2%        |
| In US\$                | 42.0           | 54.4           | 41.7           | -23.4%       | -0.8%         |
| In Yen                 | 0.0            | 4.0            | 0.8            | -80.7%       | N.A.          |
| In Currency Basket     | 54.4           | 50.4           | 52.5           | 4.1%         | -3.5%         |
| Hedge Adjustment       | 19.8           | 23.8           | 25.6           | 7.4%         | 29.4%         |
| <b>Long Term</b>       | <b>2,559.7</b> | <b>3,851.6</b> | <b>3,739.3</b> | <b>-2.9%</b> | <b>46.1%</b>  |
| In R\$                 | 1,707.8        | 2,335.8        | 2,234.8        | -4.3%        | 30.9%         |

|                    |                |                |                |              |              |
|--------------------|----------------|----------------|----------------|--------------|--------------|
| In US\$            | 681.9          | 626.8          | 615.5          | -1.8%        | -9.7%        |
| In Yen             | 0.0            | 561.4          | 538.2          | -4.1%        | N.A.         |
| In Currency Basket | 142.9          | 225.2          | 211.7          | -6.0%        | 48.1%        |
| Hedge Adjustment   | 27.1           | 102.3          | 139.2          | 36.1%        | 413.3%       |
| <b>Total Debt</b>  | <b>4,283.3</b> | <b>4,708.2</b> | <b>4,564.5</b> | <b>-3.1%</b> | <b>6.6%</b>  |
| (-) Cash           | 2,920.5        | 3,226.6        | 2,802.3        | -13.1%       | -4.0%        |
| <b>Net Debt</b>    | <b>1,362.8</b> | <b>1,481.6</b> | <b>1,762.2</b> | <b>18.9%</b> | <b>29.3%</b> |

**Long term debt**

As of March 2005, 81.9% of the total debt was long-term debt, compared to 59.8% in March 2004, reflecting the Company's success in increasing debt maturity. Brasil Telecom's debt had the following amortization schedule:

[Table of Contents](#)

**Table 15: Amortization Schedule of Long Term Debt**

| <b>Maturity</b> | <b>% Long Term Debt</b> |
|-----------------|-------------------------|
| 2006            | 21.9%                   |
| 2007            | 21.2%                   |
| 2008            | 10.3%                   |
| 2009            | 21.2%                   |
| 2010            | 7.7%                    |
| 2011 and after  | 17.7%                   |

**Debt Exposed to Exchange Rate Variation**

At the end of March 2005, debt exposed to exchange rate variation totaled R\$1,460.3 million, of which R\$657.2 million were denominated in US dollars, R\$264.2 million in Currency Basket and R\$539.0 million in Yen.

On March 31, 2005, 64.6% of our debt affected by exchange rate variation was hedged against exchange rate risk. Of our total debt excluding hedge adjustments, 11.7% was exposed to exchange rate variations.

**Cost of Debt**

Brasil Telecom's consolidated debt had a year-to-date cost equivalent to 15.4% per annum, or 87.2% of the CDI (Domestic Inter-bank Rate).

**Gearing Ratio**

As of March 31, 2005, Brasil Telecom had a gearing ratio (net debt/net equity) of 28.5%, compared to 24.2% at December 2004.

[Table of Contents](#)



## INVESTMENTS IN PERMANENT ASSETS

Table 16: Breakdown of Investments in Permanent Assets

| R\$ Million                                 | 1Q04           | 2Q04           | 3Q04          | 4Q04           | 1Q05         | Δ Quarter      | Δ 12 Months    |
|---|----------------|----------------|---------------|----------------|--------------|----------------|----------------|
| <b>Network Expansion</b>                    | <b>95.0</b>    | <b>128.8</b>   | <b>107.2</b>  | <b>240.5</b>   | <b>65.0</b>  | <b>-73.0%</b>  | <b>-31.6%</b>  |
| Conventional Telephony                      | 45.0           | 19.3           | 20.0          | 95.4           | 16.5         | -82.7%         | -63.3%         |
| Transmission Backbone                       | 5.3            | 11.4           | 10.3          | 22.2           | 3.9          | -82.6%         | -26.6%         |
| Data Network                                | 41.0           | 76.2           | 74.1          | 108.7          | 42.0         | -61.3%         | 2.7%           |
| Intelligent Network                         | 0.9            | 19.6           | 0.6           | 5.2            | 0.4          | -92.7%         | -56.4%         |
| Network Management Systems                  | 0.3            | 1.0            | 0.1           | 2.9            | -            | -100.0%        | -100.0%        |
| Other                                       | 2.6            | 1.4            | 2.0           | 6.0            | 2.2          | -63.7%         | -15.4%         |
| <b>Network Operation</b>                    | <b>50.2</b>    | <b>62.8</b>    | <b>71.9</b>   | <b>85.3</b>    | <b>58.3</b>  | <b>-31.6%</b>  | <b>16.1%</b>   |
| <b>Public Telephony</b>                     | <b>0.5</b>     | <b>0.9</b>     | <b>0.7</b>    | <b>0.9</b>     | <b>1.2</b>   | <b>33.3%</b>   | <b>124.2%</b>  |
| <b>Information Technology</b>               | <b>40.0</b>    | <b>29.0</b>    | <b>41.2</b>   | <b>106.0</b>   | <b>19.7</b>  | <b>-81.4%</b>  | <b>-50.8%</b>  |
| <b>Expansion Personnel</b>                  | <b>21.0</b>    | <b>20.6</b>    | <b>19.8</b>   | <b>19.1</b>    | <b>21.0</b>  | <b>9.7%</b>    | <b>-0.1%</b>   |
| <b>Other</b>                                | <b>10.3</b>    | <b>356.3</b>   | <b>13.7</b>   | <b>162.1</b>   | <b>26.5</b>  | <b>-83.6%</b>  | <b>157.7%</b>  |
| <b>Expansion Financial Expenses</b>         | <b>-</b>       | <b>19.1</b>    | <b>(17.6)</b> | <b>6.5</b>     | <b>4.6</b>   | <b>-28.9%</b>  | <b>N.A.</b>    |
| <b>Total - Fixed Telephony</b>              | <b>217.0</b>   | <b>617.5</b>   | <b>236.9</b>  | <b>620.3</b>   | <b>196.3</b> | <b>-68.3%</b>  | <b>-9.5%</b>   |
|   |                |                |               |                |              |                |                |
|   |                |                |               |                |              |                |                |
| R\$ Million                                 | 1Q04           | 2Q04           | 3Q04          | 4Q04           | 1Q05         | Δ Quarter      | Δ 12 Months    |
| <b>Brasil Telecom GSM</b>                   | <b>39.9</b>    | <b>158.1</b>   | <b>486.4</b>  | <b>415.2</b>   | <b>85.9</b>  | <b>-79.3%</b>  | <b>115.3%</b>  |
| <b>Expansion Financial Expenses</b>         | <b>14.5</b>    | <b>42.6</b>    | <b>16.3</b>   | <b>2.7</b>     | <b>-</b>     | <b>-100.0%</b> | <b>-100.0%</b> |
| <b>Total - Mobile Telephony</b>             | <b>54.4</b>    | <b>200.7</b>   | <b>502.7</b>  | <b>417.9</b>   | <b>85.9</b>  | <b>-79.4%</b>  | <b>57.9%</b>   |
|   |                |                |               |                |              |                |                |
| <b>Total Investment in Permanent Assets</b> | <b>271.440</b> | <b>818.216</b> | <b>739.6</b>  | <b>1,038.2</b> | <b>282.3</b> | <b>-72.8%</b>  | <b>4.0%</b>    |

**Investments in  
Permanent Assets**

**Investments amounted to R\$282.3 million in 1Q05**, of which R\$196.3 million relate to fixed-line operations and R\$85.9 million to mobile operations.

[Table of Contents](#)

**CASH FLOW****Table 17: Consolidated Cash flow**

| R\$ Million                                     | 1Q04           | 4Q04           | 1Q05           |
|---|----------------|----------------|----------------|
| <b>OPERATING ACTIVITIES</b>                     |                |                |                |
| <b>(+) Net Income of the Period</b>             | <b>74.3</b>    | <b>41.6</b>    | <b>44.2</b>    |
| <b>(+) Minority Participation</b>               | <b>44.9</b>    | <b>13.0</b>    | <b>1.6</b>     |
| <b>(+) Items with no Cash Effects</b>           | <b>1,144.1</b> | <b>1,090.4</b> | <b>1,208.6</b> |
| Depreciation and Amortization                   | 629.7          | 671.2          | 702.7          |
| Losses with Accounts Receivable from Services   | 97.5           | 69.0           | 77.6           |
| Provision for Doubtful Accounts                 | (6.3)          | 50.0           | 27.3           |
| Provision for Contingencies                     | 22.8           | 127.0          | 35.9           |
| Deferred Taxes                                  | 235.3          | 121.8          | 208.7          |
| Result from the Write-off of Permanent Assets   | 9.0            | (24.1)         | 6.4            |
| Financial Expenses                              | 145.7          | 71.9           | 161.6          |
| Other Expenses/Revenues with no Cash Effects    | 10.4           | 3.7            | (11.6)         |
| <b>(-) Equity Changes</b>                       | <b>511.0</b>   | <b>422.2</b>   | <b>468.6</b>   |
| <b>(=) Cash Flow from Operating Activities</b>  | <b>752.4</b>   | <b>722.8</b>   | <b>785.9</b>   |
| <b>INVESTMENT ACTIVITIES</b>                    |                |                |                |
| Financial Investments                           | 0.0            | 3.9            | 0.0            |
| Investment Suppliers                            | 122.8          | 299.3          | (256.1)        |
| Funds from Sales of Permanent Assets            | 0.7            | 1.4            | 0.5            |
| Investments in Permanent Assets                 | (273.2)        | (930.6)        | (268.7)        |
| Other Investment Flows                          | (1.1)          | 5.1            | -              |
| <b>(=) Cash Flow from Investment Activities</b> | <b>(150.7)</b> | <b>(620.9)</b> | <b>(524.3)</b> |

601.7

**FINANCING ACTIVITIES**

|  |              |                |                |
|--|--------------|----------------|----------------|
| Dividends/Interests on Shareholders' Equity paid in the Period | (0.5)        | (2.4)          | (323.1)        |
| Loans and Financing  | 362.5        | (229.2)        | (303.0)        |
| Loans Obtained   | 587.2        | 418.3          | 5.1            |
| Loans Paid   | (128.1)      | (541.0)        | (143.2)        |
| Interest Paid  | (96.5)       | (106.5)        | (164.8)        |
| Change in Shareholders' Equity                                 | -            | 5.6            | 0.9            |
| Other Financing Flows  | 0.2          | (49.8)         | (60.7)         |
| <b>(=) Cash Flow from Financing Activities</b>                 | <b>362.2</b> | <b>(275.8)</b> | <b>(685.9)</b> |

**CASH FLOW OF THE PERIOD**

**963.8      (173.9)      (424.3)**

Cash and Cash Equivalents - current balance

2,920.5      3,226.6      2,802.3

Cash and Cash Equivalents - previous balance

1,956.7      3,400.4      3,226.6

**Variation in Cash and Cash Equivalents**

**963.8      (173.9)      (424.3)**

**OPERATING CASH FLOW**

**752.4      722.8      785.9**

**(-) Cash Flow from Investing Activities**

**(150.7)      (620.9)      (524.3)**

**(-) Interest Paid**

**(96.5)      (106.5)      (164.8)**

**(=) FREE CASH FLOW**

**505.1      (4.5)      96.8**

**Cash Flow from Operations of R\$785.9 million in 1Q05**

Cash flow from operations reached R\$785.9 million in 1Q05, an increase of 8.7% compared to the previous quarter.

**Free Cash Flow of R\$96.8 million**

Our free cash flow totaled R\$96.8 million in the quarter, reversing the R\$4.5 million cash outflow of 4Q04.

[Table of Contents](#)

**STOCK MARKET**

**Table 18: Stock Performance**

|  | Closing Price as<br>of Mar 31, 2005 | Performance |                 |                 |
|--|-------------------------------------|-------------|-----------------|-----------------|
|  |                                     | In 1Q05     | In 12<br>months | In 24<br>months |
| Common Shares (BRTP3) (in R\$/1,000 shares)    | 26.00                               | -3.0%       | 41.7%           | 76.9%           |
| Preferred Shares (BRTP4) (in R\$/1,000 shares) | 17.35                               | -13.7%      | -12.5%          | -7.5%           |
| ADR (BRP) (in US\$/ADR)                        | 32.65                               | -14.4%      | -4.4%           | 16.8%           |
| Ibovespa (points)                              | 26,611                              | 1.6%        | 20.2%           | 136.0%          |
| Itel (points)                                  | 859                                 | -6.5%       | -3.8%           | 58.4%           |
| IGC (points)                                   | 2,624                               | 3.1%        | 44.5%           | 139.6%          |
| Dow Jones (points)                             | 10,504                              | -2.6%       | 1.4%            | 31.4%           |

[Table of Contents](#)**Graph 8: Performance in the 1Q05 Bovespa and NYSE**

(Base 100 = December 31, 2004)

[Table of Contents](#)**Table 19: Weight in the Theoretical Portfolio Jan - Apr**

|       | Ibovespa | Itel   | IGC   |
|-------|----------|--------|-------|
| BRTP3 | 0.46%    | 4.22%  | 0.74% |
| BRTP4 | 1.54%    | 13.58% | 2.39% |

[Table of Contents](#)

**SHAREHOLDING STRUCTURE****Share capital  
Increase**

The 12/60 (installment/month) amortization of goodwill resultant from the incorporation of goodwill paid by Solpart Participações S.A. in the acquisition of the control of Brasil Telecom Participações S.A. **for the fiscal year 2004 resulted in a fiscal benefit of R\$71.8 million**, which was capitalized. The subscription right foreseen by article 171 of Law 6.404/76 **was assured when the respective 3,929,772,704 preferred shares were issued**. The issuance and subscription price is of R\$18.26 per a thousand preferred shares and the period for the exercise of subscription rights is from 03/30/2005 to 04/28/2005.

[Table of Contents](#)**Table 20: Shareholding Structure**

| <b>Mar 2005</b>            | <b>Common Shares</b>   | <b>%</b>      | <b>Preferred Shares</b> | <b>%</b>      | <b>Total</b>           | <b>%</b>      |
|----------------------------|------------------------|---------------|-------------------------|---------------|------------------------|---------------|
| Solpart Participações S.A. | 68,356,160,984         | 51.0%         | -                       | 0.0%          | 68,356,160,984         | 18.8%         |
| ADR                        | -                      | 0.0%          | 156,693,705,000         | 68.1%         | 156,693,705,000        | 43.1%         |
| Treasury                   | 1,480,800,000          | 1.1%          | -                       | 0.0%          | 1,480,800,000          | 0.4%          |
| Other                      | 64,194,727,219         | 47.9%         | 73,243,820,684          | 31.9%         | 137,438,547,903        | 37.8%         |
| <b>Total</b>               | <b>134,031,688,203</b> | <b>100.0%</b> | <b>229,937,525,684</b>  | <b>100.0%</b> | <b>363,969,213,887</b> | <b>100.0%</b> |

  

| <b>Dec 2004</b>            | <b>Common Shares</b>   | <b>%</b>      | <b>Preferred Shares</b> | <b>%</b>      | <b>Total</b>           | <b>%</b>      |
|----------------------------|------------------------|---------------|-------------------------|---------------|------------------------|---------------|
| Solpart Participações S.A. | 68,356,160,984         | 51.0%         | -                       | 0.0%          | 68,356,160,984         | 19.0%         |
| ADR                        | -                      | 0.0%          | 152,938,530,000         | 67.7%         | 152,938,530,000        | 42.5%         |
| Treasury                   | 1,480,800,000          | 1.1%          | -                       | 0.0%          | 1,480,800,000          | 0.4%          |
| Other                      | 64,194,727,219         | 47.9%         | 73,069,222,980          | 32.3%         | 137,263,950,199        | 38.1%         |
| <b>Total</b>               | <b>134,031,688,203</b> | <b>100.0%</b> | <b>226,007,752,980</b>  | <b>100.0%</b> | <b>360,039,441,183</b> | <b>100.0%</b> |

[Table of Contents](#)**CORPORATE GOVERNANCE****2005 Ordinary and  
Extraordinary**

**On April 29, 2005, shareholders of Brasil Telecom Participações S.A. will meet at the Ordinary and Extraordinary Meeting of Shareholders to deliberate on the following:**

## General Meeting of Shareholders

### Ordinary Meeting of Shareholders

1. Assess the acts of our Senior Management and Board of Directors and give an opinion on the Financial Statements and Annual Report of the Management for the fiscal year ended on December 31, 2004;
2. Give an opinion regarding the allocation of net income for the fiscal year and dividend distribution; and
3. Elect effective and alternate members of the Fiscal Council.

### Extraordinary Meeting of Shareholders

1. Pursuant to Article 14 of the Company's By-laws, set the total remuneration amount to be divided among the members of the Board of Directors and Senior Management and the individual remuneration of the members of the Fiscal Council; and
2. Alter the contents of Article 5 of the Company's By-laws.

[Table of Contents](#)

## AWARDS

### Top de Marketing da ADVB Award

Brasil Telecom GSM was awarded the **Top de Marketing da ADVB** (*Associação de Dirigentes de Marketing e Vendas - Marketing and Sales Managers Association*). The award, one of the most important in its segment, has the objective to identify organizations that excel in the creation of long-living products, services or brand, through innovative and consistent tactics.

[Table of Contents](#)

## RECENT DEVELOPMENTS

### BrTurbo launches e-mail-mobile convergence service

BrTurbo launched the **Giga Mail** service in the entire country. This new service offers **1 Gigabyte of email storage, virus and spam protection, digital certification, and allow its subscribers to integrate their e-mail accounts with their mobile phones.**

**Giga Mail** subscribers can access their email inbox by typing [wapmail.brturbo.com.br](http://wapmail.brturbo.com.br) in their mobile phone's WAP browser, and the service is compatible with all mobile operators that offer WAP services.

The launch of BrTurbo's **Giga Mail** is part of Brasil Telecom's **convergent integration of telecommunications service** strategy.

[Table of Contents](#)

## 2005 SCENARIO (GUIDELINES)

### Disclaimer

This press release contains forward-looking statements. Such statements are not statements of historical fact, and reflect the beliefs and expectations of the Company's management. The words "anticipates," "believes," "estimates," "expects," "forecasts," "intends," "plans," "predicts," "projects" and "targets" and similar words are intended to identify these statements, which necessarily involve known and unknown risks and uncertainties. Accordingly, the actual results of operations of the Company may be different from the company's current expectations, and the reader should not place undue reliance on these forward-looking statements. Forward-looking statements speak only as of the date they are made, and the Company does not undertake any obligation to update them in light of new information or future developments.

### Broadband

We maintain our estimates of having **1.0 million ADSL accesses in service by the end of 2005**, virtually doubling our client base throughout the year.

### Mobile Operations

Due to the success of our sales in the first quarter, we have revised our estimates and anticipate that **Brasil Telecom GSM's customer base should reach 2.1 million clients at the end of 2005, of which 77% are expected to be pre-paid. We also revised our ARPU estimates to R\$26 in 2005.** We maintain our average SAC estimate at R\$220 in 2005. We expect a churn rate equivalent to 50% of the market's average in 2005.

**Revenues**

We anticipate a healthy growth in revenues from data, mobile, internet and value-added services throughout 2005. Consequently revenues in 2005 should grow at a similar rate as the one observed in 2004.

**Costs**

**Cost control will continue to be one of the strengths of our management in 2005.** We expect a nominal increase in fixed-line telephony costs in-line with the Brazilian inflation rate.

**Provision for Doubtful Accounts**

We expect to report relatively lower provisions for doubtful accounts in 2005 compared to 2004, as internal controls improve and economic conditions continue to thrive, positively impacting income and employment figures.

**EBITDA Margin**

**EBITDA margin for the fixed-line segment should remain in-line with 2004** and we expect a negative impact of 6 p.p. from mobile operations on the consolidated figure.

**Debt**

We expect to overcome the challenge of extending our debt maturity further, as well as to optimize our capital structure, and maintain a conservative leverage ratio and rich liquidity, so as to participate in possible consolidation opportunities in the sector and meet all of our obligations during the year.

**CAPEX**

2005's fixed-line Capex should be in-line with 2004's, excluding expenditures associated with the Universalization Targets established by Anatel for 2005. Mobile telephony Capex should be marginal and targeted at the increase of our coverage in Region II.

[Table of Contents](#)

**SELECTED DATA**

**Table 21: Selected Data**

| <b>FIXED-LINE NETWORK</b>             | <b>1Q04</b> | <b>2Q04</b> | <b>3Q04</b> | <b>4Q04</b> | <b>1Q05</b> |
|---------------------------------------|-------------|-------------|-------------|-------------|-------------|
| Lines installed (thousand)            | 10,701      | 10,712      | 10,725      | 10,737      | 10,778      |
| Additional lines installed (thousand) | 14          | 11          | 14          | 12          | 41          |
| Lines in service - LIS (thousand)     | 9,724       | 9,647       | 9,604       | 9,503       | 9,512       |
| Residential (thousand)                | 6,988       | 6,840       | 6,685       | 6,445       | 6,379       |
| Non-residential (thousand)            | 1,468       | 1,451       | 1,451       | 1,433       | 1,440       |
| Public phones (thousand)              | 296         | 296         | 296         | 296         | 296         |
| Pre-paid (thousand)                   | 282         | 276         | 285         | 297         | 311         |
| Hybrid (thousand)                     | 59          | 159         | 267         | 408         | 465         |
| Other (including PBX) (thousand)      | 631         | 624         | 620         | 624         | 620         |

Edgar Filing: BRASIL TELECOM HOLDING CO - Form 6-K

|  |             |             |             |             |             |
|--|-------------|-------------|-------------|-------------|-------------|
| Additional lines in service (thousand)         | (127)       | (77)        | (42)        | (101)       | 9           |
| Average lines in service (thousand)            | 9,782       | 9,685       | 9,626       | 9,554       | 9,508       |
| Utilization rate                               | 90.9%       | 90.1%       | 89.5%       | 88.5%       | 88.3%       |
| Teledensity (LIS/100 inhabitants)              | 23.1        | 22.9        | 22.7        | 22.4        | 22.4        |
| ADSL lines in service (thousand)               | 324.9       | 382.5       | 456.1       | 535.5       | 625.3       |
| <b>MOBILE NETWORK</b>                          | <b>1Q04</b> | <b>2Q04</b> | <b>3Q04</b> | <b>4Q04</b> | <b>1Q05</b> |
| Clients (thousand)                             | -           | -           | -           | 622         | 1,004       |
| Post-paid (thousand)                           | -           | -           | -           | 206         | 322         |
| Pre-paid (thousand)                            | -           | -           | -           | 417         | 681         |
| Gross Additions                                | -           | -           | -           | 627         | 406         |
| Cancellations                                  | -           | -           | -           | 4           | 24          |
| Annualized churn                               | -           | -           | -           | 1.4%        | 11.9%       |
| # of employees - Mobile Telephony              | 265         | 758         | 822         | 881         | 918         |
| <b>TRAFFIC</b>                                 | <b>1Q04</b> | <b>2Q04</b> | <b>3Q04</b> | <b>4Q04</b> | <b>1Q05</b> |
| Exceeding local pulses (million)               | 2,586       | 2,715       | 2,730       | 2,773       | 2,305       |
| Domestic long distance - DLD (million minutes) | 1,534       | 1,624       | 1,638       | 1,437       | 1,334       |
| Fixed-mobile (million minutes)                 | 1,037       | 1,036       | 1,098       | 1,180       | 1,126       |
| VC-1 (million minutes)                         | 879         | 869         | 902         | 906         | 807         |
| VC-2 (million minutes)                         | 125         | 119         | 132         | 178         | 213         |
| VC-3 (million minutes)                         | 34          | 48          | 64          | 97          | 106         |



Edgar Filing: BRASIL TELECOM HOLDING CO - Form 6-K

| <b>PRODUCTIVITY</b>                                       | <b>1Q04</b> | <b>2Q04</b> | <b>3Q04</b> | <b>4Q04</b> | <b>1Q05</b> |
|---|-------------|-------------|-------------|-------------|-------------|
| Nº of employees - Fixed Operation                         | 5,211       | 5,391       | 5,509       | 5,805       | 5,690       |
| Average nº of employees -Fixed Operation                  | 5,203       | 5,301       | 5,450       | 5,657       | 5,748       |
| LIS/employee  | 1,341       | 1,269       | 1,214       | 1,110       | 1,121       |
| Net revenue/average nº of employees/month (R\$ thousand)  | 133.0       | 136.0       | 144.4       | 145.3       | 142.0       |
| EBITDA/average nº of employees/month (R\$ thousand)       | 57.2        | 58.0        | 60.2        | 45.2        | 47.8        |
| Net earnings/average nº of employees/month (R\$ thousand) | 4.8         | 3.2         | 5.2         | 2.5         | 2.6         |
| Exceeding local pulses/average LIS/month                  | 52.3        | 55.9        | 56.7        | 50.1        | 46.8        |
| DLD minutes/average LIS/month                             | 40.6        | 40.5        | 39.4        | 31.2        | 29.9        |
| Fixed-mobile minutes/average LIS/month                    | 29.9        | 29.9        | 31.3        | 31.6        | 28.3        |
| Net revenue/average LIS/month (R\$)                       | 70.7        | 74.4        | 81.8        | 83.9        | 82.2        |
| EBITDA/average LIS/month (R\$)                            | 30.4        | 31.7        | 34.1        | 26.8        | 28.9        |
| Net earnings/average LIS/month (R\$)                      | 2.5         | 1.8         | 3.0         | 1.5         | 1.6         |
| Market share total  |             |             |             |             |             |
| Market share intra-regional                               |             |             |             |             |             |
| Market share intra-setorial                               |             |             |             |             |             |
| <b>QUALITY</b>  | <b>1Q04</b> | <b>2Q04</b> | <b>3Q04</b> | <b>4Q04</b> | <b>1Q05</b> |
| Quality goals achieved                                    | 33/35/35    | 35/35/35    | 35/35/35    | 35/35/35    | 35/35/35    |
| Digitization rate   | 99.5%       | 99.5%       | 99.6%       | 99.7%       |             |
| <b>PROFITABILITY</b>                                      | <b>1Q04</b> | <b>2Q04</b> | <b>3Q04</b> | <b>4Q04</b> | <b>1Q05</b> |
| EBITDA margin   | 43.0%       | 42.6%       | 41.7%       | 31.1%       | 33.7%       |

|                        |      |      |      |      |      |
|------------------------|------|------|------|------|------|
| Net margin             | 3.6% | 2.4% | 3.6% | 1.7% | 1.8% |
| Return on equity - ROE | 1.2% | 0.8% | 1.4% | 0.7% | 0.7% |

[Table of Contents](#)

## COMING EVENTS

### Teleconference: 1Q05 Earnings Result

**Phone:** (1 719) 457-2727

**Date:** April 20, 2005 (Wednesday)

**Time:** 11:00 a.m. (New York); 12:00 p.m. (Brasília); 04:00 p.m. (London)

### Open Meeting with Analysts: ABAMEC-RJ

**Date:** April 27, 2005 (Wednesday)

**Time:** 05:00 p.m. (Brasília)

**Place:** Av. Rio Branco, 103 / 21<sup>th</sup> floor Rio de Janeiro, Brazil

[Table of Contents](#)

## IR CONTACTS

Marcos Tourinho (Director)

Phone: (55 61) 415-1052

[marcos.tourinho@brasiltelecom.com.br](mailto:marcos.tourinho@brasiltelecom.com.br)

Renata Fontes (Manager)

Phone: (55 61) 415-1256

[renatafontes@brasiltelecom.com.br](mailto:renatafontes@brasiltelecom.com.br)

Gustavo Nunes (Manager)

Phone: (55 61) 415-8181

[gustavon@brasiltelecom.com.br](mailto:gustavon@brasiltelecom.com.br)

Flávia Menezes

Phone: (55 61) 415-1411

[flaviam@brasiltelecom.com.br](mailto:flaviam@brasiltelecom.com.br)

Cristiano Pereira

Phone: (55 61) 415-1291

[cpereira@brasiltelecom.com.br](mailto:cpereira@brasiltelecom.com.br)

Alex Veloso

Phone: (55 61) 415-1122

[alex.veloso@brasiltelecom.com.br](mailto:alex.veloso@brasiltelecom.com.br)

## MEDIA CONTACT

Ivette Almeida

Phone: (1 212) 983-1702

[ivette.almeida@annemcbride.com](mailto:ivette.almeida@annemcbride.com)

This press release contains forward-looking statements. Such statements are not statements of historical fact, and reflect the beliefs and expectations of the company's management. The words "anticipates," "believes," "estimates," "expects," "forecasts," "intends," "plans," "predicts," "projects" and "targets" and similar words are intended to identify these statements, which necessarily involve known and unknown

risks and uncertainties. Accordingly, the actual results of operations of the company may be different from the company's current expectations, and the reader should not place undue reliance on these forward-looking statements. Forward-looking statements speak only as of the date they are made, and the company does not undertake any obligation to update them in light of new information or future developments.

**SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Date: April 20, 2005

**BRASIL TELECOM PARTICIPAÇÕES S.A.**

By:           /s/ Paulo Pedrão Rio Branco

Name: Paulo Pedrão Rio  
Branco  
Title: Financial Executive  
Officer

---