



Пресс-релиз

Дата: 10.08.2016

Tele2 sums up 2Q16 results: operator's revenue gains 10.3%

Moscow – Tele2, an alternative mobile operator, has reported consolidated financial and operating results over 2Q16. The company is showing improvement of key indicators compared to the previous period for the third quarter in a row.

In 2Q16, Tele2 has exhibited the following financial results:

- operating revenue gained 10.3% compared to 2Q15 and totaled RUB26 bn;
- data revenue totaled RUB3.9 bn (15% of operating revenue) having gained 48% compared to the same period last year;
- EBITDA totaled RUB4.3 bn having decreased 43.4% compared to the same period last year;
- investment into IT infrastructure and technical development totaled RUB9.2 bn having increased 19.2% compared to 2Q15. A CAPEX-to-revenue ratio equaled 35.4%.

Indicator (bn rubles)	Q2 2015	Q2 2016	Change
Operating revenue	23.6	26.0	10.3%
EBITDA	7.6	4.3	(43.4%)
CAPEX	7.7	9.2	19.2%

In 2Q16, the company showed the following operating indicators:

- as of 30 June 2016, the company's subscriber base equaled 38.9 mn people having gained 4.2 mn people y-o-y;
- average revenue per user (ARPU) totaled RUB221;
- minutes of use (MoU) equaled 362 on average in Russia;
- average price per minute (APPM) totaled 61 kopecks;
- a number of active wireless Internet users totaled 23.8% of all-Russia subscriber base, which is equivalent to 9.3 mn people.

Indicator	Q2 2015	Q2 2016	Change
Subscriber base, mn	34.7	38.9	12.1%
ARPU (rubles)	226	221	(1.8%)
MoU (minutes)	376	362	(3.7%)



Sergey Emdin, CEO at Tele2:

“We are happy to point out that 2Q16 results confirm the Tele2 leading stance on the Russian telecom market in terms of business growth rates. Clients have welcomed our transparent and fair bundle tariffs – NPS considerably exceeds other market peers’ results. Thanks to the entry onto the Moscow high-yielding market and well-balanced approach to investing into 3G/4G networks, Tele2 has maintained a stable growth of subscriber base over several quarters and showed a two-digit increase in top line over the reported period.”

Comparing 2Q16 results with previous periods

Indicator (bn rubles)	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Change Q2 / Q1
Operating revenue	23.9	24.1	24.3	26.0	7%
EBITDA	5.5	5.0	3.0	4.3	43%
CAPEX	8.9	12	7.7	9.2	19.5%

Indicator	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Change Q2 / Q1
Subscriber base, mn	35.5	37.3	38.4	38.9	1%
Active users of wireless Internet, %	15	19.5	22	23.8	1.8 pps
ARPU (rubles)	227	216	213	221	3.8%
MoU (minutes)	365	365	355	362	2%

Additional information

Tele2 is using a strict evaluation system for active users of wireless Internet – the term refers to subscribers downloading at least 10 Mb per month.