



Пресс-релиз

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**Tele2 sums up FY2015 results: operator's subscriber base in Moscow totals 1.266 mn people**

**Moscow – Tele2, an alternative mobile operator, has reported consolidated financial and operating results over 1Q16.**

In 1Q16, Tele2 has exhibited the following financial results:

- operating revenue gained 5.4% compared to 1Q15 and totaled RUB24.3 bn;
- EBITDA totaled RUB3.0 bn having decreased 43.6% compared to the same period last year; EBITDA margin equaled 12.2%;
- investment into IT infrastructure and technical development totaled RUB7.7 bn having decreased 19.7% on a yearly basis. A CAPEX-to-revenue ratio equaled 31.7%.

Indicator (bn rubles)	1Q15	2Q16	Change
Operating revenue	23.1	24.3	5.4%
EBITDA	5.2	3.0	(43.6%)
EBITDA margin, %	22.7%	12.2%	(10.5 pps)
CAPEX	9.6	7.7	(19.7%)
Free cash flow	(8.4)	(5.8)	31.7%

In 1Q16, the company showed improvement in the following operating indicators:

- as of 31 March 2016, the company's subscriber base equaled 38.4 mn people having gained 3.4 mn people over one year;
- subscriber base in Moscow totaled 2.1 mn people;
- average revenue per user (ARPU) totaled RUB213;
- minutes of use (MoU) equaled 355 on average in Russia;
- average price per minute (APPM) totaled 60 kopecks;
- a number of active wireless Internet users totaled 22% of all-Russia subscriber base, which is equivalent to 8.4 mn people.

Indicator	1Q15	1Q16	Change
Subscriber base, mn	35.1	37.3	6.5%
Active users of wireless Internet, %	19.5	22	2.5 pps
ARPU (rubles)	247	217	(12.1%)
MoU (minutes)	419	362	(13.6%)



**Sergey Emdin, CEO at Tele2:**

“In 1Q16 Tele2 is showing outperforming growth rates

В I квартале 2016 года Tele2 демонстрирует опережающие рынок темпы не только роста выручки, но и набора абонентской базы. Это результат усилий по развитию бизнеса: абонентов удовлетворяют наши продуктовые решения, стандарты обслуживания, качество связи и подход Tele2 к развитию дистрибуции. Эффективная продуктовая и коммерческая стратегия помогает привлекать новых клиентов, а постоянная работа над качеством связи позволяет удерживать высокий уровень их лояльности».

**Additional information**

Subscriber base in Moscow Region is calculated with non-active users accounted for. To take into account active users, Tele2 is using a three-month system. The operator does not account subscribers who have not used any billable services for three months.

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.