



Пресс-релиз

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## Tele2 sums up 1Q15 results

### Moscow –Tele2, an alternative mobile operator, has reported consolidated 1Q15 financial and operating results.

In 1Q15, Tele2's exhibited the following financial results:

- operating revenue gained 49% compared to 1Q14 and totaled RUB23.1 bn;
- EBITDA totaled RUB5.2 billion having dropped 14% compared to the same period last year; EBITDA margin dropped 16 percentage points and equaled 22.7%;
- in 1Q15 investment into IT infrastructure and technical development totaled RUB10 billion. The growth totaled 797% as compared to 1Q14.

Indicator (bn rubles)	Q1 2014	Q1 2015	Change
Operating revenue	15.5	23.1	49%
EBITDA	6.1	5.2	-14%
EBITDA margin, %	39.1%	22.7%	-16 pps
CAPEX	1.1	10.0	797%
Free cash flow	2.4	-7.1	-398%

In 1Q15 the company showed improvement in the following operating indicators:

- the company's subscriber base increased by 48% compared to 1Q14; the total number of subscribers in Russia equaled 34.9 mn people;
- average revenue per user (ARPU) increased 1% in ruble terms compared to the same period last year and totaled RUB220;
- minutes of use (MoU) equaled 377 on average in Russia; this indicator dropped 6% compared to 1Q14.
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Indicator	Q1 2014	Q1 2015	Change
Subscriber base, mn	23.7	34.9	48%
ARPU (rubles)	219	220	1%
MoU (rubles)	403	377	-6%

### Mikhail Noskov, CEO at Tele2:

"We are satisfied with the results of the first quarter. They show that the company is developing at a good rate and is implementing earlier set plans. In 1Q15 the operator has actively invested into construction of the 3G networks which made mobile Internet under the Tele2 brand available in 24 regions of the country. There we observe a considerable increase in sales and new additions, growth of traffic consumed and lower churn. Further launches will provide improvement of key indicators at



the scale of the company. By the end of 2015 we are planning to cover almost all Tele2 penetrated regions by 3G networks.”

**Additional information**

Starting from 1Q15 Tele2 has begun using a new system for evaluating MOU, which complies with the methodology accepted on the market. We carried out post-evaluation of the 1Q14 indicator under a new methodology for the accurate comparison with the 1Q15 indicator.