



13.03.2013

## Tele2 reports 2013 full-year results

### Moscow – Tele2 Russia, an alternative mobile operator, has reported consolidated FY2013 financial and operating results.

In 2013, the company has continued showing a steady growth of key financials:

- Operating revenue increased 10% compared to 2012 and totaled RUB65.3 billion;
- All-Russia EBITDA equaled RUB24.2 billion, having added 12% against 2012. EBITDA margin totaled 37.1%, which exceeds the last year's figure by 60 bps;
- Investment in IT infrastructure and technical development totaled RUB5.9 billion in 2013.

| Indicator (bn rubles) | 2012  | 2013  | Change |
|-----------------------|-------|-------|--------|
| Operating revenue     | 59.5  | 65.3  | 10%    |
| EBITDA                | 21.7  | 24.2  | 12%    |
| EBITDA margin,%       | 36.5% | 37.1% | 60 bps |
| CAPEX                 | 6.1   | 5.9   | -4%    |
| Free cash flow (FCF)  | 12.8  | 16.3  | 27%    |

Tele2 Russia has improved its key operating results in 2013:

- Subscriber base added 4% compared to 2012 bringing a total number of Russian clients up to 23 720 thou people ;
- Ruble-denominated average revenue per user (ARPU) increased 2% compared to the same period last year and totaled RUB234;
- Minutes of use (MoU) totaled 266 on average in Russia, the number gained 4% compared to 2012.

| Indicator           | 2012 | 2013 | Change |
|---------------------|------|------|--------|
| Subscriber base, mn | 22.7 | 23.7 | 4%     |
| ARPU (rubles)       | 229  | 234  | 2%     |
| MoU (minutes)       | 257  | 266  | 4%     |

### Aleksandr Provotorov, First Deputy CEO at Tele2 Russia:

"In 2013 Tele2 has achieved outstanding financial and operating results – the company has performed considerable growth at a highly competitive market. A unique discounter-based business model and the team's professionalism let operator considerably increase subscriber base, expand its network and keep expenses at the same level. This is a good start for further development of Tele2 as a new

# TELE2

federal operator: a launch of operations in new regions, rollout of 3G and 4G networks and providing new services.”