

Press release

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Tele2 sums up 3Q19 results: net income increases 114%

Moscow – Tele2, an alternative mobile operator, has reported consolidated financial and operating results over 3Q19.

In 3Q19 the company exhibited the following financial results:

- operating revenue gained 15.5% compared to 3Q18 and reached RUB43.1 bn;
- EBITDA increased 47.1% compared to the same period last year and totaled RUB18 bn;
- EBITDA margin reached 41.9%, having added 9 pps compared to 3Q18;
- investment into IT infrastructure and technological development totaled RUB5.9 bn, having added 34.6% compared to 3Q18. CAPEX-to-revenue ratio totaled 13.8%;
- net income totaled RUB3.4 bn, having increased 114.3% compared to the same period last year;
- Net Debt-to-EBITDA dropped 34% down to 1.9.

Indicator (bn rubles)	3Q 2018	3Q 2019	Change	YTD 2018	YTD 2019	Change
Operating revenue	37.3	43.1	15.5%	105.3	120.5	14.4%
EBITDA	12.3	18	47.1%	32.6	49.7	52.2%
EBITDA margin, %	32.9%	41.9%	9 pps	31.0%	41.2%	10.2 pps
CAPEX	4.4	5.9	34.6%	16.1	22	36.7%
Net income	1.6	3.4	114.3%	2.6	7	168.9%

In 3Q19, the company showed the following operating results:

- churn totaled 8.5%, having dropped 0.6 pps;
- a number of active wireless Internet users increased 47.4% compared to the same period last year.

Indicator	3Q 2018	3Q 2019	Change	YTD 2018	YTD 2019	Change
Churn (%)	9.1%	8.5%	(0.6 pps)	27.7%	25.3%	(2.4 pps)