

# Q3 2006 Financial Report

Lars-Johan Jarnheimer President and CEO





## **Transitioning our business**

Disposals/withdrawals (resale based) Finland fixed Two years ago **Today Baltic fixed** 24 Countries 22 Countries UK & Ireland fixed Czech fixed Mobile/MVNO in Mobile/MVNO in France fixed and 13 countries 14 countries broadband Broadband in 10 Broadband in 12 Acquisitions/new countries countries markets/products Fixed in 15 Fixed in 23 (mostly asset based) countries countries UTA - Austria Versatel – Benelux Comunitel - Spain Croatian mobile Russian GSM operators/licences **Building of LLUB** 

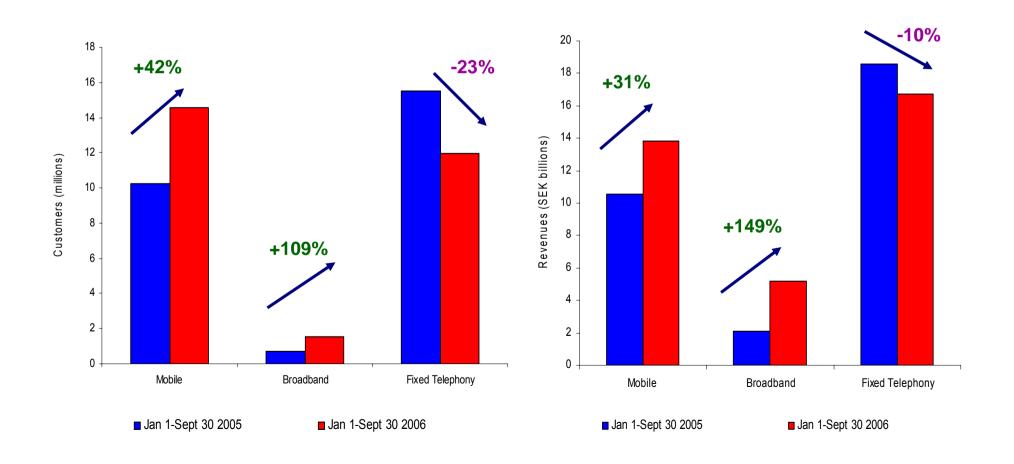
infrastructure



# As a result it is changing rapidly

#### Change in customers over the last year

#### Change in revenues over the last year





## We may further concentrate focus and scope...

#### **Mobile**

- Good position in Mobile
- We will seek to further strengthen this position

#### **Broadband**

- We have gone through a learning curve – different models, LLUB provisioning, scalability, competitive dynamics etc.
- Based on this experience we are evaluating each market
- This may result in a narrowing of focus

#### <u>Fixed</u>

- Structurally declining
- Difficult to forecast
- Downturn in fixed, now in this quarter, balanced by increase in broadband

...To achieve the necessary scale to create long term successful businesses

### **Q3 2006 - Key points**

#### Overall:

- Q3 Revenue growth of 11% to SEK 13.7 billion
- EBITDA SEK 1.8 billion up sharply on recent quarters
- SEK 4.3 billion total one time effect of goodwill write down and capital loss related to the SEC acquisition in 2000 (as previously announced)
- Disposal of French fixed and broadband to SFR for SEK 3.3 billion

#### Mobile:

- Strong performance with mobile revenues rising 32% in Q3 and intake of close to one million customers
- Russia: very strong all round results Q3 acquisition of four operations in Northwest Russia
- French MVNO now has over 350,000 customers

#### Broadband:

- Intake of LLUB customers doubled compared to Q2
- E.ON Bredband acquisition completed and Plusnet deal approved

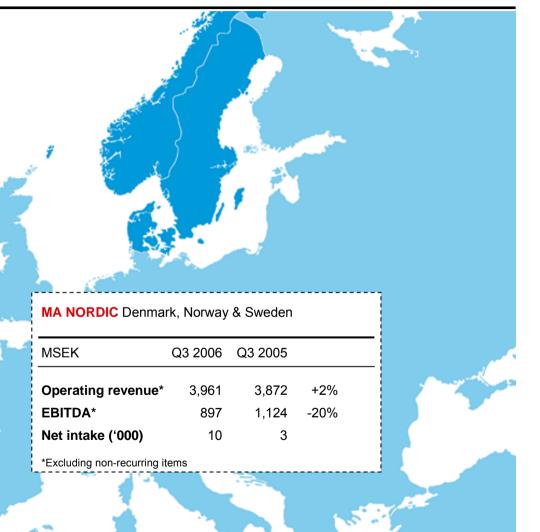
#### Fixed

- Fixed telephony EBITDA margin was highest ever at 14%
- Fixed telephony churn may be starting to level off

# TELE2.

### **Nordic**

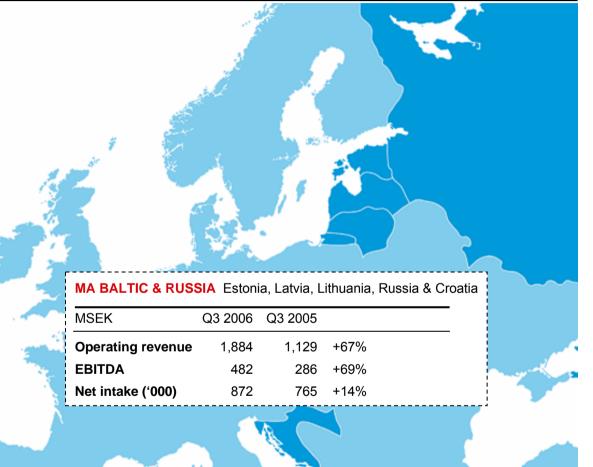
- Tele2 acquired
  75.1% of E.ON
  Bredband in
  Southern Sweden
- Continued good performance from Nordic operations with Swedish mobile at 43% EBITDA margin
- Tele2's corporate business in Sweden won a number of significant contracts





### **Baltic & Russia**

- Strong net intake of 872,000 customers in the quarter
- Russia reaching
  EBITDA margin of
  25%, up from -8%
  one year ago
- Four GSM
   operators
   acquired in
   Northwest Russia
   in July



# TELE2

# **Central Europe**

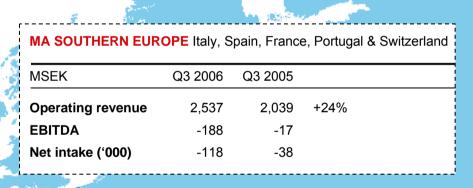
- "Plusnet" was created with QSC to provide broadband access in Germany
- Fixed resale in Germany had positive net intake of customers and a healthy profitability
- Strong broadband intake in Austria

| MA CENTRAL EUROPE Austria, Germany, Hungary & Poland |         |         |      |  |
|--|---------|---------|------|--|
| MSEK   | Q3 2006 | Q3 2005 |      |  |
| Operating revenue                                    | 1,933   | 2,135   | -9%  |  |
| EBITDA   | 161     | 188     | -14% |  |
| Net intake ('000)                                    | -33     | 216     |      |  |



# **Southern Europe (continuing operations)**

- French fixed and broadband business sold to SFR
- Retained French mobile business has more than 350,000 customers
- Spanish broadband network will soon cover 60% of households and 70% of SME's
- In Italy 75% of LLUB build out has been completed



# TELE2.

### **UK & Benelux**

- Tele2 is successfully migrating customers in Belgium and the Netherlands from CPS to dual and triple play products
- Digital Television agreement signed with KPN
- Netherlands MVNO is EBITDA positive



| MA UK & BENELUX Belgium, The Netherlands, Luxembourg, |
|---|
| Liechtenstein, Alpha Telecom and C <sup>3</sup>       |

| MSEK                           | Q3 2006 | Q3 2005 |       |  |
|--------------------------------|---------|---------|-------|--|
| Operating revenue              | 2,252   | 1,622   | +39%  |  |
| EBITDA*                        | 262     | 85      | +208% |  |
| Net intake ('000)              | -157    | -108    |       |  |
| *Excluding non-recurring items |         |         |       |  |



# Q3 2006 Financial Report

Håkan Zadler CFO





# Financial overview for Q3 2006 – Total Operations

|                                    | Q3 2006 | Difference to Q3 2005 |     |
|------------------------------------|---------|-----------------------|-----|
| Revenues (MSEK)                    | 13,749  | 1,368                 | 11% |
| EBITDA (MSEK)                      | 1,784   | -89                   |     |
| CAPEX (MSEK)                       | 1,200   | 483                   |     |
| Customer Net Additions (thousands) | 435     | -275                  |     |



# Financial overview for Q3 2006 – Discontinued Operations

|                                    | Q3 2006 | Difference to Q3 2005 |      |
|------------------------------------|---------|-----------------------|------|
| Revenues (MSEK)                    | 1,024   | -289                  | -22% |
| EBITDA (MSEK)                      | 105     | -104                  |      |
| CAPEX (MSEK)                       | 32      | 13                    |      |
| Customer Net Additions (thousands) | -139    | -11                   |      |

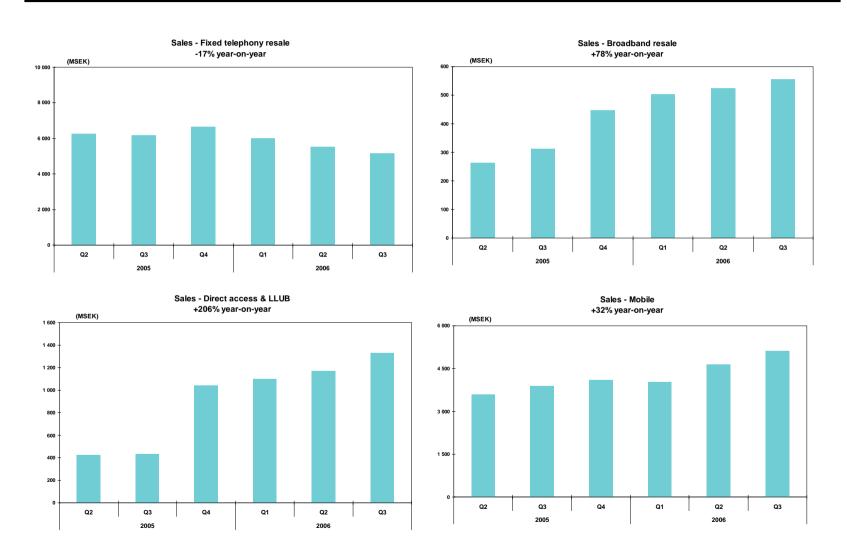


# Financial overview for Q3 2006 – Continuing Operations

|                                    | Q3 2006 | Difference to Q3 2005 |     |
|------------------------------------|---------|-----------------------|-----|
| Revenues (MSEK)                    | 12,725  | 1,657                 | 15% |
| EBITDA (MSEK)                      | 1,679   | 15                    |     |
| CAPEX (MSEK)                       | 1,168   | 464                   |     |
| Customer Net Additions (thousands) | 574     | -264                  |     |

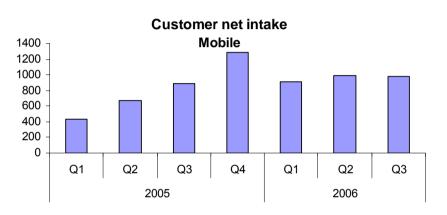


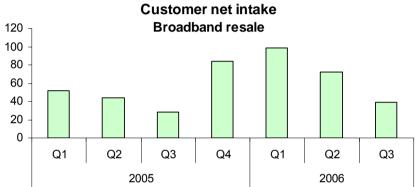
# **Operating Revenue per Segment**

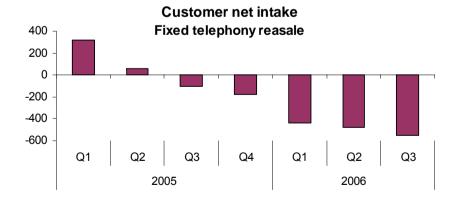


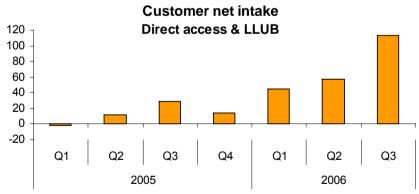


# Customer net intake ('000)











# **ARPU per Segment**

| (SEK)                | Q3 2005 | Q3 2006 |
|----------------------|---------|---------|
| Mobile               | 131     | 120     |
| Fixed telephony      | 141     | 137     |
| Broadband resale     | 270     | 230     |
| Direct access & LLUB | 450     | 627     |



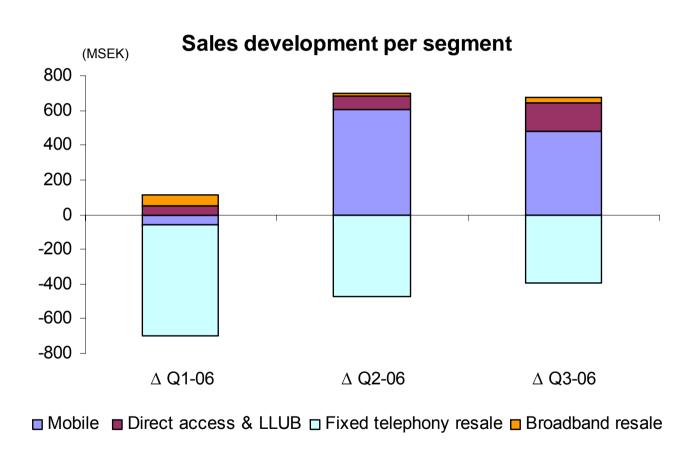
## **ARPU - Group**

| Q3 2005 | <u>Q2 2006</u> | <b>Q3 2006</b> (SEK) |
|---------|----------------|----------------------|
| 145     | 144            | 143                  |

- ARPU slightly down at 143 (145)
- Dilution from high growth in low ARPU regions, particularly Russia, offset by increased intake of broadband customers

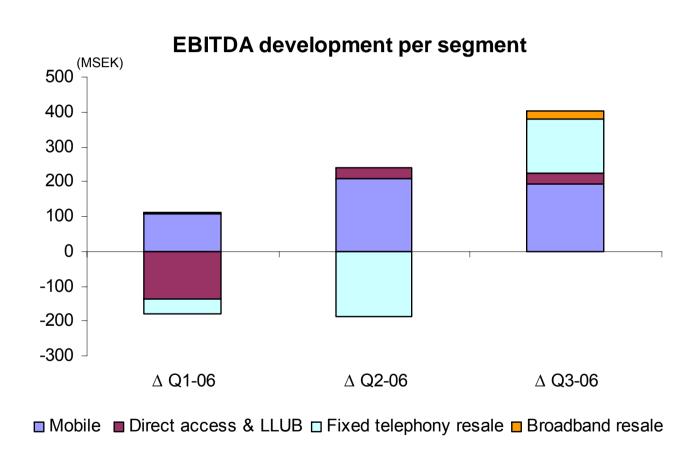


# **Sales development**





# **EBITDA** development





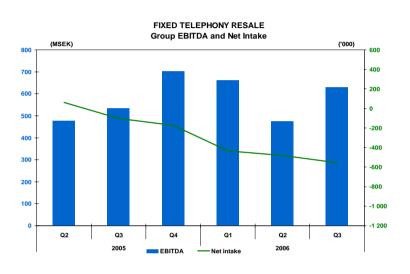
# P&L impact from Broadband growth (inclusive discontinued operations)

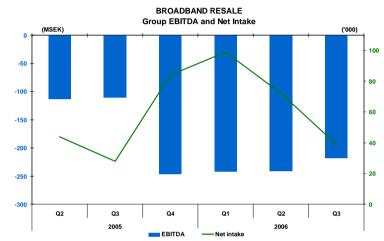
|          |                                 | Q2 2006 | Q3 2006 |  |
|----------|---------------------------------|---------|---------|--|
| P&L impa | ct from Broadband growth (MSEK) | 300     | 250     |  |
| Net      | intake                          |         |         |  |
|          | Broadband resale ('000)         | 72      | 39      |  |
|          | Direct access and LLUB ('000)   | 57      | 113     |  |
| Acq      | uisition cost                   |         |         |  |
|          | Broadband resale (SEK)          | 1,500   | 2,050   |  |
|          | Direct access and LLUB (SEK)    | 3,600   | 1,500   |  |
|          |                                 |         |         |  |

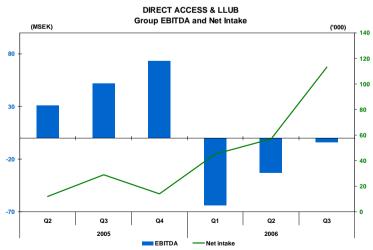
Broadband churn slightly down Q3-06 compared to Q2-06

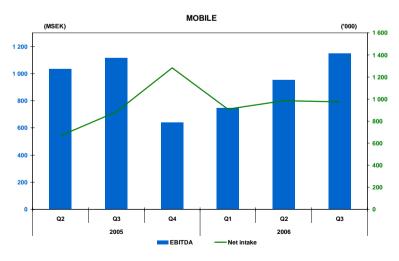


# **EBITDA** and **Net Intake** per **Segment**



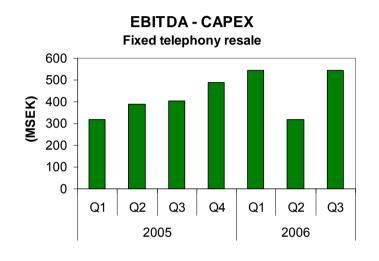


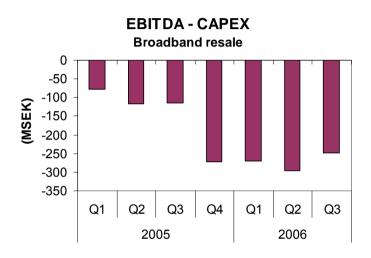


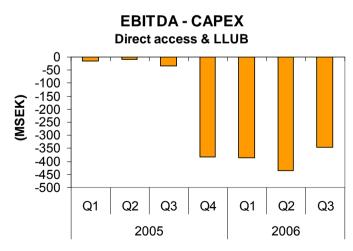


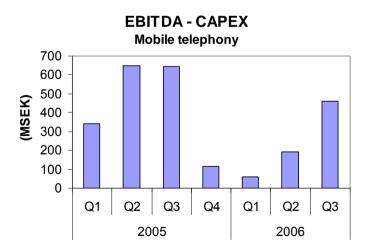
# TELE2.

## **EBITDA - CAPEX**



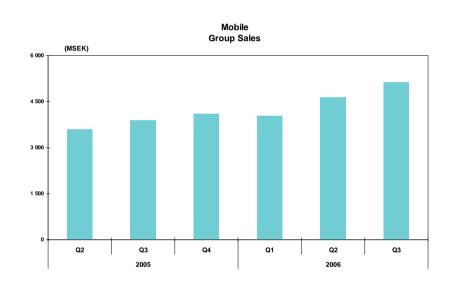


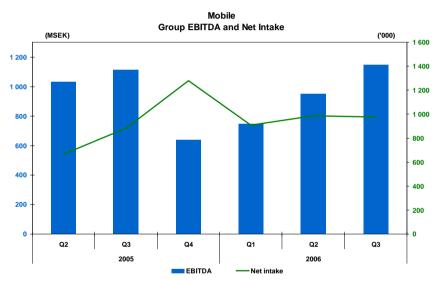






### Mobile sales +32%





**EBITDA** impact from France & Croatia:

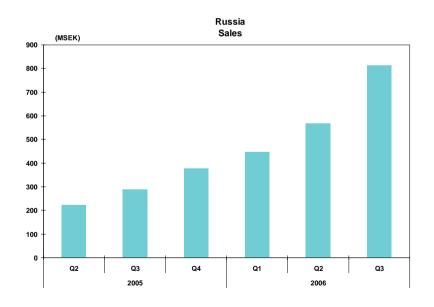
- -275 MSEK in Q3 2006
- -156 MSEK compared to Q3 2005

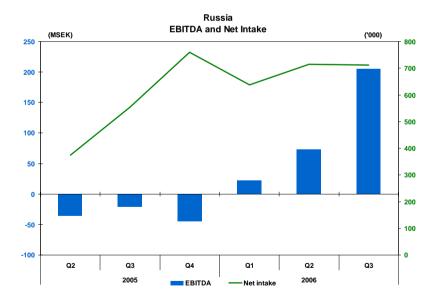
Adjusted for non-recurring 24



### Russia sales +182%

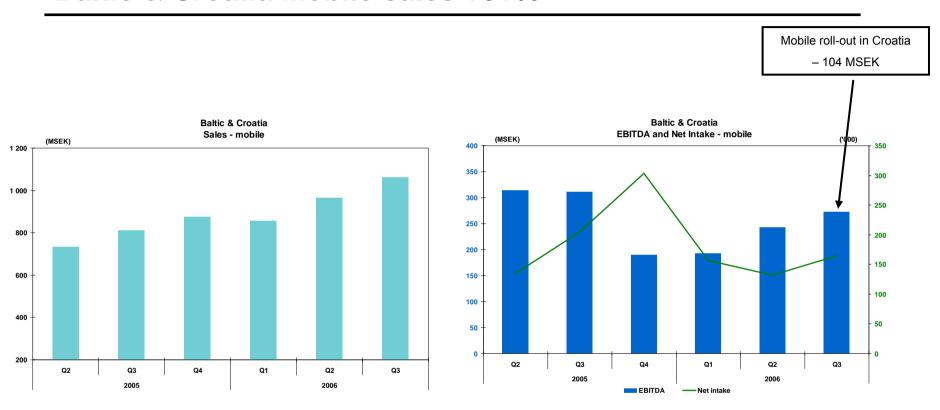
- Net intake of 711,000 customers to a total of 5,520,000 customers
- ARPU of 52 SEK in Q3 2006 compared to 43 SEK in Q3 2005
- EBITDA margin 25% (-8%)





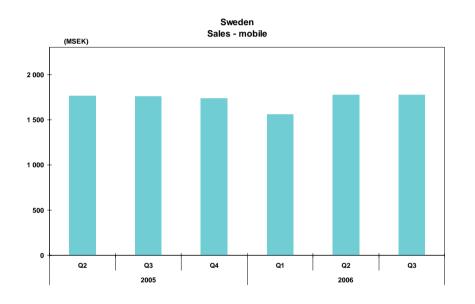


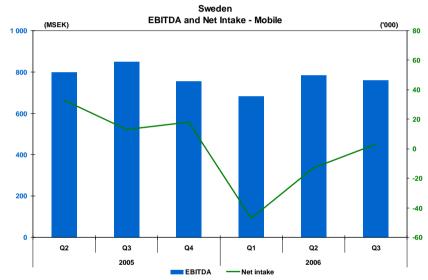
## **Baltic & Croatia Mobile sales +31%**





### **Sweden Mobile sales +1%**

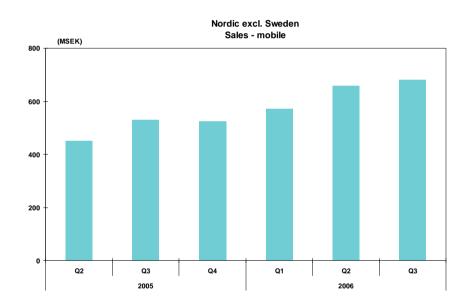


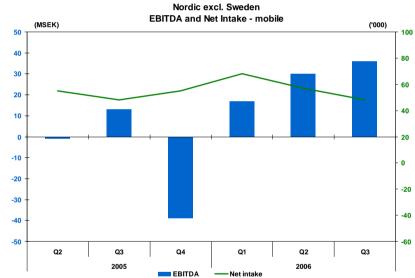


- EBITDA-margin stable at 43%
- Payment to Svenska UMTS-nät MSEK 42 (66)



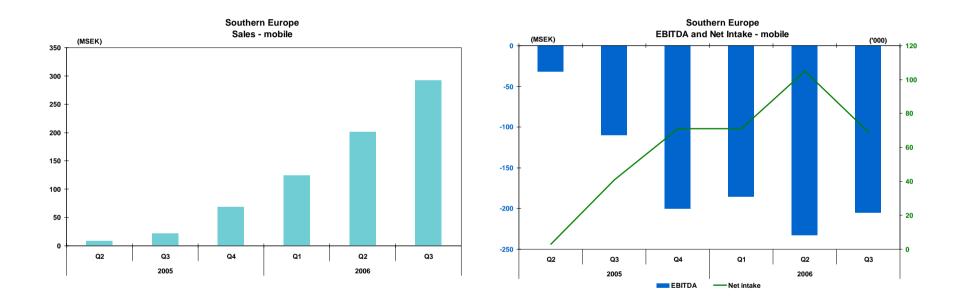
## Nordic excl. Sweden Mobile sales +28%







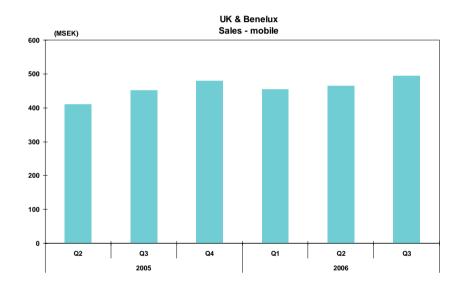
# **Southern Europe Mobile sales**

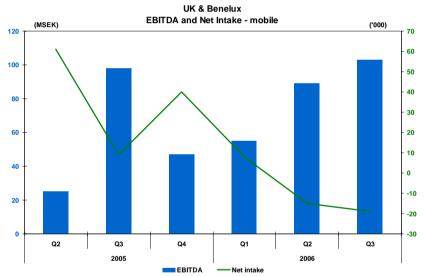


More than 350,000 MVNO customers in France vs. 300,000 at end Q2 2006

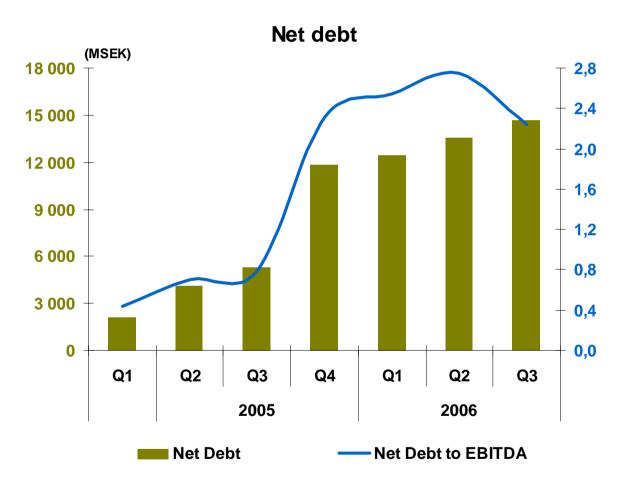


## UK & Benelux Mobile sales +9%





## **Net debt**



(Q3-06 excludes proceeds from divested operations in France, which will have a Net Debt effect of 3,3 billion SEK)

### Financial impact of disposal of French fixed and broadband

- The main part of the group's goodwill is associated with the acquisition of SEC in 2000. Payment was made in Tele2 shares at a time where both Tele2 and SEC, in common with most TMT companies at that time, had historically high valuations.
- Divesting parts of the French business has given us an indication of the market value of our other businesses in Continental Europe.
- Even though France, with a fiercely competitive telecoms market and with the impact of current consolidation, is not necessarily representative, we have decided to base the collective valuation on its value at disposal
- Tele2 has taken a writedown of goodwill of SEK 3.3 billion which impacts EBT
- Tele2 has taken an estimated capital loss of SEK 1 billion on the sale of the French businesses, which impacts Net Profit
- The reported losses have no cash flow impact

### Financial comments on the coming quarters

- Previous guidance for the full year 2006, including France was:
  - Revenue growth of between 11–14%
  - EBITDA in the range SEK 5,5–6,0 billion
  - Capex in the range SEK 5,5–6,0 billion
- If the assumption is made that the fixed telephony and broadband operations in France had been kept, the guidance for 2006, is now that:
  - EBITDA will come in at the upper end of the range or slightly above
  - Capex at the lower end or slightly below
  - Revenues will be at the lower end or slightly below
- This guidance is based on a stable high mobile intake, a stable decline in fixed telephony intake and a significantly higher broadband intake, compared to Q3.
- Our previous outlook for 2007 remains unchanged. We expect significantly higher EBITDA and higher organic growth for comparable businesses, compared to 2006



# Don't forget



#### **VISIT WWW.TELE2.COM**

- Conference call today at 16.00 CET WEBCAST AT WWW.TELE2.COM
- Q4 2006: February 2007

#### **CONTACTS**

Lars-Johan Jarnheimer, Telephone: + 46 (0)8 562 640 00 President and CEO, Tele2 AB

Håkan Zadler, Telephone: + 46 (0)8 562 640 00 CFO, Tele2 AB

Dwayne Taylor, Telephone: + 44 (0)20 7321 5038

Investor enquiries