#### LARS-JOHAN JARNHEIMER

President & CEO

# TELE2

**OUR MISSION** 

**Our mission** 

## "TO PROVIDE PRICE LEADING AND EASY-TO-USE TELECOM SERVICES"

**CORE SERVICE** 

## **OUR CORE SERVICES ARE**

## MOBILE SERVICES ON OWN INFRASTRUCTURE COMPLEMENTED BY FIXED BROADBAND

**Q1 2008** 

## Q1 2008

## 25 million customers in 15 countries

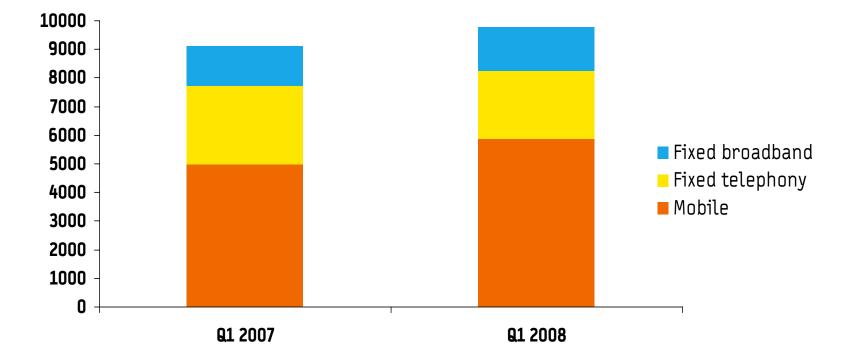
## **Q1 2008**

MOBILE: Strong operational perf. – EBITDA increased by 27 percent to SEK 1,392 million FIXED BROADBAND: 11 percent revenue growth – focus on increased profitability FIXED TELEPHONY: Maintaining EBITDA contribution

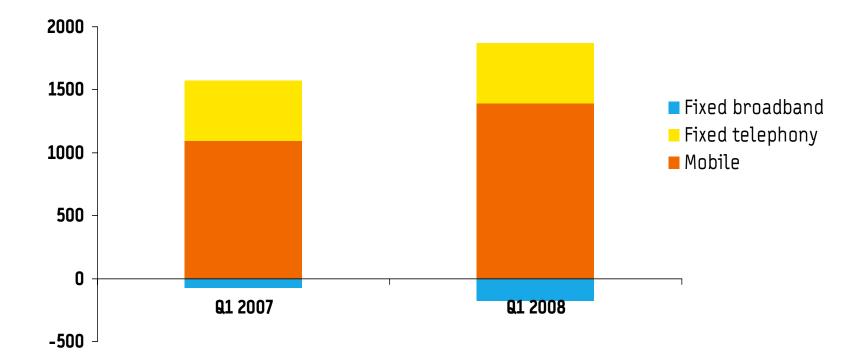
## Q1 2008 SUMMARY

SEK million	Q1-08	Q1-07	Growth %
Operating revenue	10,378	9.551	8,7%
EBITDA	1,764	1,558	13,2%
EBIT	786	674	16,6%

## **OPERATING REVENUE**



## EBITDA



## **MOBILE SERVICE**

CUSTOMERS: Robust intake of 416,000 customer EBITDA: 35 percent margin in Sweden, Russia and Baltic region

MVNO agreements: Tele2 Norway and France

## **FIXED BROADBAND**

REVENUE: 10 percent growth driven by Sweden and Netherlands

EBITDA: Fixed broadband must be able to compete with mobile services over time GERMANY: Careful marketing leading to less losses

## **FIXED TELEPHONY**

CUSTOMERS: Calculation of call-by-call customers effecting overall base EBITDA: Focus on maintaining contribution

## **SUMMARY**

MOBILE: Develop core mobile business – looking eastwards

FIXED BROADBAND: Significantly improve profitability during 2008

FIXED TELEPHONY: Focus on maintaining EBITDA contribution



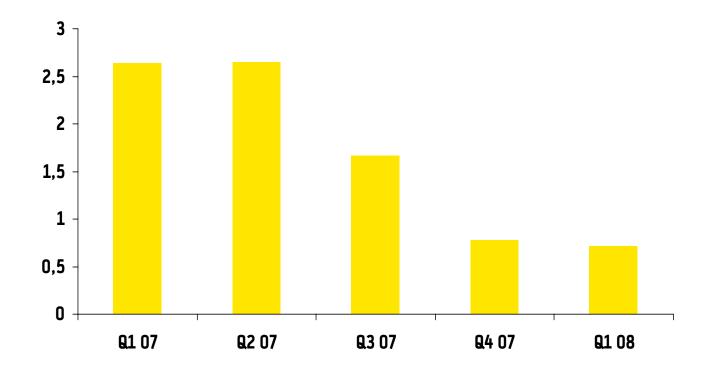
## **PROFIT & LOSS**

(All figures in MSEK)	<b>Q1-08</b>	Q1-07
Continuing operations, Revenue	10,402	10,926
EBITDA	1,758	1,591
- EBITDA margin (%)	16,9%	14,6%
Depreciation	-915	-927
Sale of operations, net	83	-5
Associated comp.	-64	-57
EBIT	862	602
- Normalized EBIT margin (%)	7,5%	5,6%
Financial items	-26	-279
Taxes	-86	-22
Net Result	750	301

## CASH FLOW

(All figures in MSEK)	Q1-08	Q1-07
<sup>(1)</sup> CF from continuing operations	1,425	652
Change in WC	82	-250
Cash flow from operating activities	1,507	402
CAPEX	-999	-1,173
Acquisition/sale of shares	-466	88
Change in long-term receivables	156	67
Cash Flow after investing activities	198	-616
<sup>(1)</sup> Including taxes paid	-320	-682

## NET DEBT TO EBITDA



## **FINANCIAL COMMENTS**

Tele2's longer term financial leverage should reflect:

- The status of its operations

- The future strategic possibilities and obligations.

## FINANCIAL COMMENTS cont.

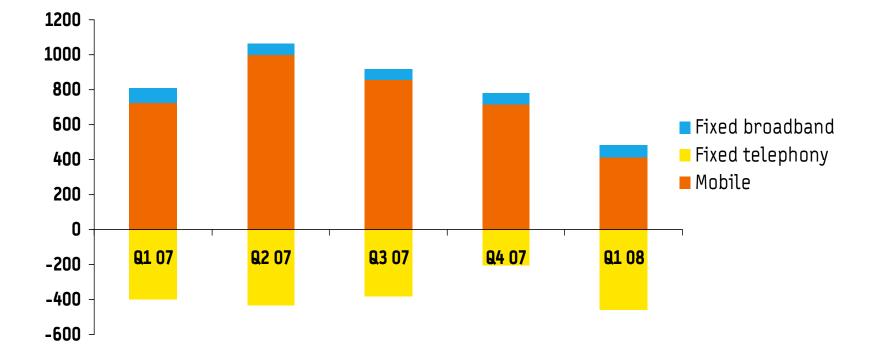
Tele2 is still pursuing its realignment process

The company will also continue to invest in its core operations and also consider potential acquisitions.

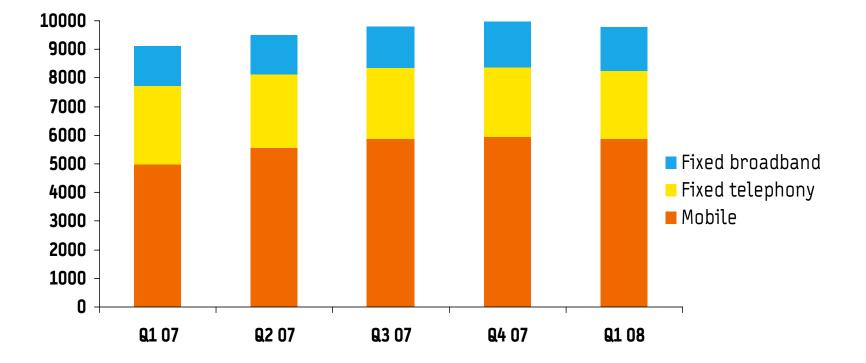
## FINANCIAL COMMENTS cont.

Tele2's view on a longer term target for financial leverage, defined as net debt/EBITDA ratio, is that it should be in line with the industry and the markets in which it operates.

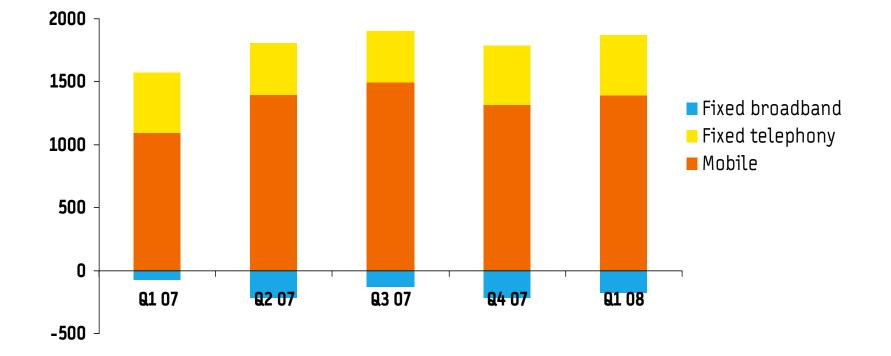
## **NET INTAKE BY SEGMENT**



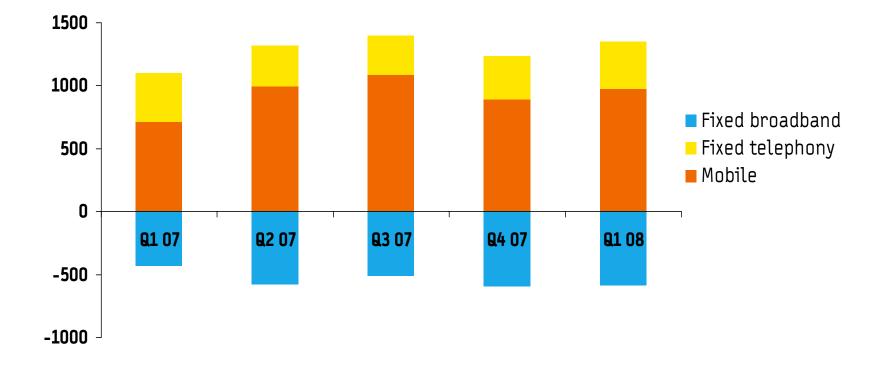
## **REVENUE BY SEGMENT**



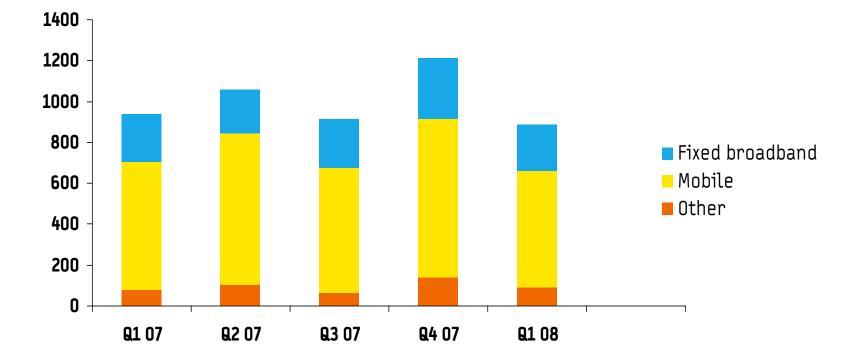
## **EBITDA BY SEGMENT**



## **EBIT BY SEGMENT**



## **CAPEX BY SEGMENT**



## **FINANCIAL COMMENTS: RUSSIA**

#### Financial impact of the 17 new licenses

**2008**: The operational expenditures are estimated to SEK 50–75 million and the capital expenditures are estimated to SEK 500–600 million

**2009**: the operational expenditures are estimated to SEK 175–200 million and capital expenditures are estimated to SEK 800–1,000 million

## **FINANCIAL COMMENTS: RUSSIA**

### Financial impact of the 17 new licenses

- Four regions will have been launched as of 1H 2009 and five regions as of 2H 2009.
- New operations should be able to reach an EBITDA break-even three years after commercial launch date
- The longer term market share in the 17 new regions should not deviate significantly from the historic market share of Tele2 Russia

**QUESTIONS?**