

## Q4 INTERIM REPORT

JANUARY 31, 2017

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## COM HEM IS BOTH A GROWTH AND YIELD COMPANY

#### Com Hem has performed consistently with guidance and remains committed to delivering steady growth

- Group revenue of SEK 1,780m in Q4 and SEK 5,665m in FY16, growth of 40% and 13%, respectively
- Group Underlying EBITDA of SEK 696m in Q4 and SEK 2,547 in FY16, growth of 17% and 9%, respectively
- Group OFCF of SEK 390m in Q4 and SEK 1,655 in FY16, growth of 16% and 22%, respectively
- Organic revenue of SEK 1,333m in Q4 and SEK 5,218 in FY16, growth of 4.9% and 4.4%, respectively in-line with guidance
- Organic Underlying EBITDA of SEK 618m in Q4 and SEK 2,470m in FY16, growth of 3.8% and 5.3%, respectively in-line with guidance
- Organic OFCF of SEK 354m in Q4 and SEK 1,619m in FY16, growth of 5% and 19%, respectively

#### Com Hem has delivered on commitment to return excess cash to shareholders

- Since the IPO, Com Hem has paid total dividends of SEK 0.5bn, and bought back and redeemed SEK 1.7bn of our own stock, equivalent to 11% of total outstanding shares at the IPO
- We have during the last 12 months returned SEK 1.2bn to our shareholders and we intend to continue returning excess cash to shareholders through a mix of dividends and buybacks, while keeping leverage within the target range of 3.5-4.0x

#### Scope to further increase yield

- The Board has mandated buybacks of SEK 70m per month from February 1, 2017
- Alongside the proposed cash dividend of SEK 4.00 per share, total annual shareholder remuneration could reach over SEK 1.5bn, representing a total yield of 9.3% at January 30 close price
- This makes Com Hem an attractive yield investment compared to European peers



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- Com Hem Segment
- Boxer segment

OUTLOOK 2017



## KEY GROWTH DRIVERS

#### PRICING POWER FROM IMPROVED CUSTOMER SATISFACTION

 ARPU remains at record high SEK 371 and the underlying downward churn trend remains intact

# 364 369 **371 371** Consumer ARPU

Q3

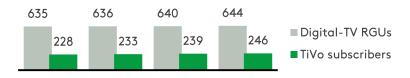
Q4

Q1

Q2

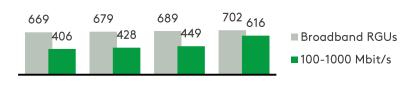
#### **INCREASED DTV AND TIVO PENETRATION**

• DTV grew by 4,000 subscribers in Q4 and TiVo grew by 6,000 in Q4, taking TiVo to 38% of our DTV base



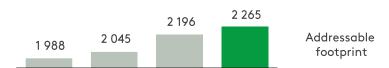
#### LEVERAGED NETWORK AND SPEED ADVANTAGE

• Our broadband RGUs passed the milestone of 700,000 as we added 13,000 to another record high of 702,000, up 7% compared to Q4 2015



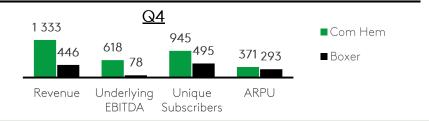
#### **SDU EXPANSION PROGRAMME**

• Getting traction in the SDU market with 250k households added to our addressable footprint to date. Expect to be able to reach 800,000 SDUs in our addressable footprint via fibre over coming years



#### **Boxer**

• Boxer integration proceeding as planned with added growth opportunity as Boxer launches its SDU fibre programme in Q1





# SIGNIFICANTLY INCREASED SCOPE FOR YIELD

#### 1 REVENUE GROWTH TRANSLATES INTO INCREASED UNDERLYING EBITDA

• Organic revenue grew by 4.9% to SEK 1,333m (SEK 1,271m in Q4 2015), translating into an Underlying EBITDA growth of 3.8% to SEK 618m (SEK 595m in Q4 2015). For the Group, revenue grew by 40% to SEK 1,780m and Underlying EBITDA grew by 17% to SEK 696m

## **CAPEX FOR 2016 10% LOWER THAN 2015**

• Total capex amounted to SEK 305m (SEK 259m in Q4 2015). Full year 2016 capex totalled SEK 893m, below original guidance and a decrease of 10% compared to 2015

## REDUCED INTEREST EXPENSES

• Blended interest rate at 2.5% in December, from 4.4% in 2015, following refinancing in Q2 and Q4 2016

#### NO TAXES TO BE PAID UNTIL TAX LOSSES FULLY UTILISED

• Outstanding NOL approx. SEK 1.5bn per December 31, 2016

#### **EQUITY FREE CASH FLOW GENERATION**

Equity free cash flow generation increased by SEK 176m or 113% to a total of SEK 332m in the fourth quarter

#### SHARFHOI DER REMUNERATION

#### SIGNIFICANTLY INCREASED SCOPE FOR YIELD

- The Board has mandated buybacks of SEK 70m per month, from first of February 2017
- Proposed cash dividend of SEK 4.00 per share in 2017 in addition to SEK 70m/month of buybacks would lead to total shareholder remuneration of over SEK 1.5bn, representing a total yield of 9.3% at January 30 close price

#### SHAREHOLDER REMUNERATION IN Q4

 Repurchased 3.1m shares for SEK 250m, representing 1.6% of total number of registered shares as of December 31



## UPDATED GUIDANCE

	PREVIOUS GUIDANCE FOR COM HEM	UPDATED GUIDANCE FOR THE GROUP
Revenue	We aim to deliver mid-single digit revenue growth on a full year basis	We aim to deliver mid-single digit revenue growth for the Com Hem segment annually. Including Boxer, the Group expects a growth rate of 25-30% for 2017
Underlying EBITDA	We aim to maintain a stable Underlying EBITDA margin for the Group, resulting in mid-single digit growth of Underlying EBITDA on a full year basis	We aim to deliver mid-single digit Underlying EBITDA growth for the Com Hem segment annually. In 2017, Boxer is expected to add ~SEK 300m of Underlying EBITDA to the Group. Thereafter we aim to deliver mid-single digit Underlying EBITDA growth for the entire Group
CAPEX	We expect Capex to be in the range of SEK 1,000-1,100m in 2016 (in October updated to SEK 850-950m for 2016)	We expect Capex to be in the range of SEK 1,000-1,100m annually including Boxer, i.e. for the Com Hem segment some SEK 100m lower than previous guidance. For 2017, we will also incur some SEK 50m in Capex for integration of Boxer
Leverage target	We aim to maintain our leverage within the interval of 3.5-4.0x Underlying EBITDA LTM	Unchanged

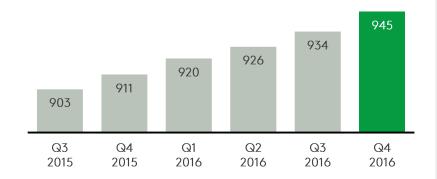


## COM HEM SEGMENT

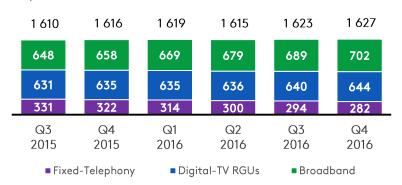


## ANOTHER STRONG QUARTER-PASSING 700,000 BROADBAND SUBS

## UNIQUE CONSUMER SUBSCRIBERS (000')



## RGUs per QUARTER (000')

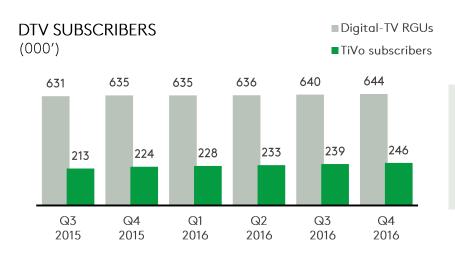


#### **HIGHLIGHTS**

- Unique consumer subscribers grew by 11,000 during the quarter to a record high 945,000
- Total RGUs increased by 4,000 for the quarter to 1,627,000
- Broadband RGUs passed the milestone of 700,000 with an increase of 13,000 to another record high of 702,000
- Dual subscriptions continue to grow steadily, up from 28% in Q3 to 29% in Q4
- The number of telephony RGUs dropped by 12,000

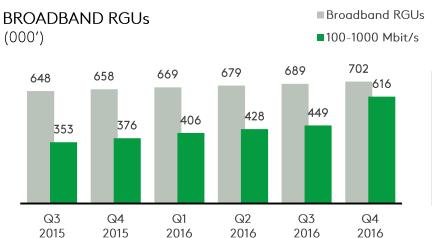


# CONTINUED STRONG GROWTH IN OUR HIGH-END CONSUMER SERVICES



#### **DIGITAL-TV**

- Demand for our DTV products was strong in the quarter with RGUs increasing by 4,000
- Our TiVo base grew by 6,000 customers, now at 38% of our total DTV base



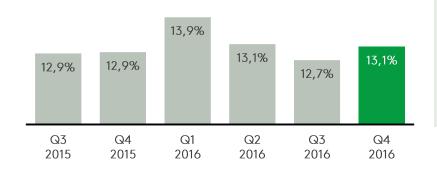
#### **BROADBAND**

- Close to 90% of new broadband customers chose speeds of 100 Mbit/s and above in Q4
- Following upgrade of the customer base in Q4, close to 90% of the entire broadband base subscribed to a 100 Mbit/s service or higher at the end of Q4



## CHURN AND ARPU

## CONSUMER CHURN (%)



#### **CONSUMER CHURN**

- Churn rose to 13.1% in Q4, from 12.7% in Q3
- The rise was a result of an adjustment of low-ARPU DTV customers who are no longer eligible for the service
- The underlying trend remains the same and churn would have been similar to Q3 excluding the adjustment

## CONSUMER ARPU Q-o-Q



#### **CONSUMER ARPU**

- ARPU remained at the record high level of SEK 371 as a large amount of customers are buying higher tier services
- ARPU generally peaks after a price rise takes effect and thereafter gradually declines primarily due to unwind of fixed telephony revenue



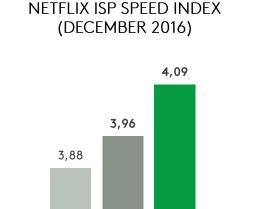
# COM HEM PLAY NOW AVAILABLE IN ALL OUR TV PACKAGES

- Usage of Com Hem Play, our TVE service with the widest range of content in Sweden, continues to grow rapidly
  - 45% more customers are using the service and 42% more content being streamed in Q4 2016 vs Q4 2015
- To further improve customer satisfation we have made Com Hem Play available to the majority of our TV base
  - Com Hem Play included in all our frontbook TV packages (DTV Bas and above)
  - Majority of legacy packages also upgraded to Com Hem Play
  - In total 0.3 million existing TV customers have been given access
- Chromecast support was also added in late Q4, making it easier for customers to watch TV in any room in the home



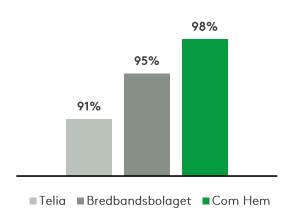


## OUR BROADBAND PERFORMANCE

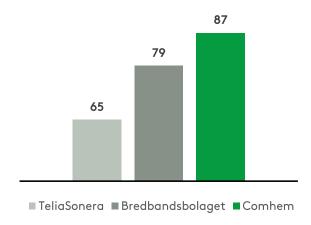


■Telia ■ Bredbandsbolaget ■ Com Hem





BREDBANDSKOLLEN – AVERAGE SURF SPEEDS IN SWEDEN (RECEIVING DATA)



- Com Hem has led the Netflix ISP speed index against key competitors since 2014 and against all competitors for 20 consecutive months
- Google Video's report on Sweden gives Com Hem the highest performance rating with 98% of streams delivered in HD between 8-9pm
- Com Hem's coax broadband delivered the highest average download speed according to the annual Bredbandskollen survey published in February 2016
- Com Hem speed leadership has been further extended by upgrading 150k broadband customers from 50Mb to 100Mb in Q4



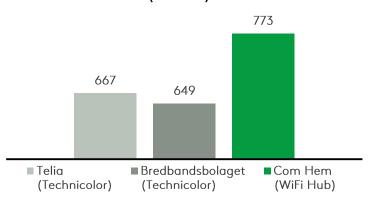
## COM HEM BROADBAND NOW WITH SWEDEN'S FASTEST WIFI



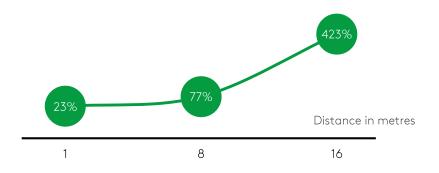
Translation of poster: "Broadband with Sweden's fastest WiFi"

- We have just launched our new state of the art router, reclaiming the position of Sweden's fastest WiFi
- Independent tests by Excentis show it to be significantly faster and with better coverage than competitor routers;
  - On average 57 percent faster than the competition
  - Up to four times faster WiFi speeds at 16 metres from the router

## TOP WIFI SPEED OF TESTED ROUTERS (Mbit/s)



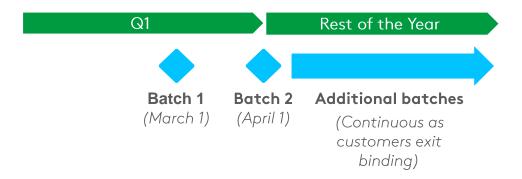
## RANGE OF WIFI PERFORMANCE (Average WiFi speed vs nearest competitor)





## PRICE ADJUSTMENT 2017

#### PHASING OF PRICING ACTIVITY



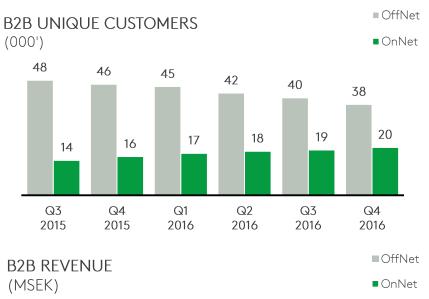
## KEY CHANGES TO OUR FRONTBOOK PRICES (SEK/MONTH)

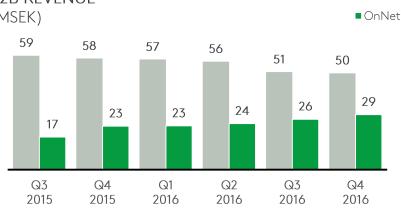
Service	Old Price	New Price	Delta
BB 50	319	349	+30
BB 250	449	469	+20
DTV BAS	179	199	+20
DTV SILVER	279	299	+20

- The price adjustment is of a similar scale to 2016 but with more focus on list price adjustments
  - Maximum of 30 SEK / month increase to list prices on Broadband and DTV
  - Maximum price rise of 70 SEK / month for customers currently below list price
  - No customer gets a price increase during their binding period
- Majority of price adjustments are completed in Q1 with follow up batches throughout the year
  - Two main pricing batches effective from 1 March and 1 April 2017
  - Additional batches throughout the year as customers exit binding period



## INTEGRATION OF B2B





#### **B2B SUBSCRIBERS & REVENUE**

- B2B revenue decline by 2% in the quarter while OnNet revenue increased by 27%
- B2B OnNet subscriber base grew by 1,000 while total subscriber base fell by 2,000 in Q4

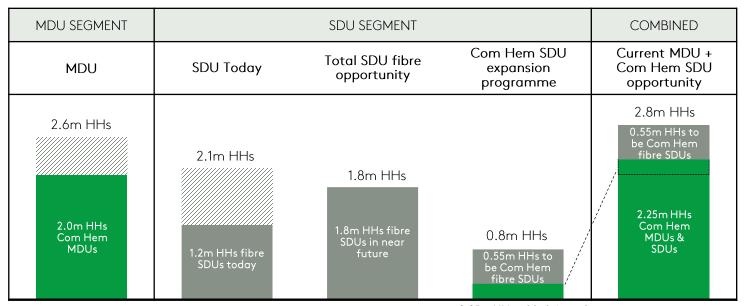
#### INTEGRATION OF B2B BUSINESS

- Because of the slow growth in the B2B business stemming from low-margin legacy OffNet fixed-line telephony, we will initiate integration of the B2B business. This will reduce costs of servicing the legacy business and increase focus on the highmargin OnNet business
- Integration into Com Hem is being executed parallel to the Boxer integration with most functions moved to shared functions in order to fully utilise synergies across the Group
- We expect to incur SEK 30m in integration cost during 2017
- The process will run through the first half of 2017 and result in increased Underlying EBITDA and cash flow due to lower operational costs and investments going forward



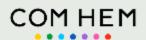
## COM HEM EXPANDING INTO THE SDU MARKET

#### TOTAL SWEDISH MARKET-ADDRESSABLE FOOTPRINT\*



~0.25m HHs added since the launch of the SDU expansion

- We anticipate the SDU addressable footprint to grow to 1.8m as a result of build programmes from operators and city networks
- We expect to be able to economically reach approximately 800,000 SDUs over the coming years, through unbundling fibre, Open LANs and modest network expansion
- Since the launch of the SDU expansion programme, Com Hem has added close to 250,000 households within the SDU addressable footprint
- Trial of network build initiated. We will only commit to own fibre build out if the investment can be debt financed. Given the high margins and initial connection fee revenue, this would not materially affect our leverage level and have no impact on shareholder remuneration



<sup>\*</sup> Households connected to our fibrecoax and fibreLAN networks, or third party open networks, or passed by fibre in networks unbundled by the Group.

## BOXER SEGMENT



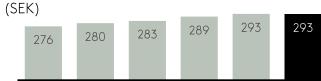
## **BOXER KPIs**



## ARPU

Q3

2015



Q2

2016

Q3

2016

Q4

2016

Q1

2016

#### **HIGH ARPU**

• ARPU increase mainly due to price increase on most of the basic packages, announced in 2015

## **CONSUMER CHURN**

Q4

2015

(%)



## EXPECTED INCREASE IN CHURN

• Churn over the year elevated, mainly due to fibre and competitor offerings. More competitive offers initiated by Boxer during Q4

## **RGUs** (000')

■Total RGUs

■ Unique consumers



#### **RGUs**

• RGU's decreasing over time due to decrease in DTT. BB and telephony volumes increasing during all quarters, but are still at low volumes



## CURRENT BOXER - FREEDOM WITH TV

# BOXER

## FROM TV-CENTRIC TO BROADBAND-LED



- Boxer's TV solution is about freedom: the most popular basic linear TV-channels in an easy way everywhere
  - Flexibility: choose your favourite channels with the Flexpackages
  - Any screen: Boxer Play included at no extra cost
  - Anywhere: get Boxer TV via DTT, via fibre and online
  - Easy to buy: No start fees and optional binding periods
- Heavy focus on developing the consumer experience
  - Com Hem ownership creates opportunities for improving flexibility, functionality, quality and stability of the TV-solution
- The overall TV-experience will be further strengthened by accelerating Broadband via fibre



## FUTURE BOXER - FREEDOM WITH FIBER

# BOXER

## FROM TV-CENTRIC TO BROADBAND-LED



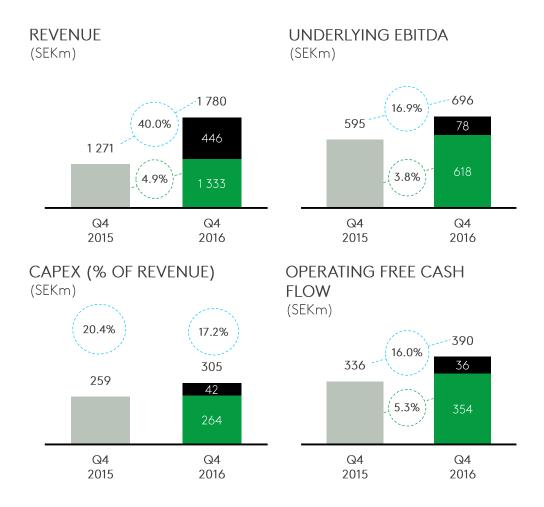
- Boxer is now launching "Freedom with Fiber"
- The primary focus is to address existing Boxer households with a Broadband offering, thereby reducing churn and increasing RGUs and ARPU
- Boxer's fiber offering will also be available to non-Boxer customers
- The communication concept, which includes a new look and feel, leverages on Boxers existing position and heritage with the animated figure Robert as a spokes person whilst also modernising the company
- As part of the launch, Boxer is pursuing an aggressive net expansion via the open networks in order to increase the sellable universe



## FINANCIALS



## FOURTH QUARTER-FINANCIAL HIGHLIGHTS



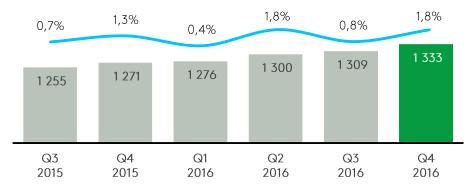
#### **HIGHLIGHTS**

- Reported revenue for the group grew by 40% to SEK 1,780m and Underlying EBITDA grew by 17% to SEK 696m
- Organic revenue growth of 4.9% (4.3% in Q3) to SEK 1,333m for Com Hem business following continued broadband and DTV volume growth
- Organic Underlying EBITDA growth of 3.8% for the Com Hem business (8.7% in Q3)
- Slightly higher Capex spend compared to Q4 2015 when we now include Boxer in the Group, however Capex as percentage of revenue decreased to 17.2%
- Continued strong growth in OFCF, which grew by 16% to SEK 390m as Underlying EBITDA growth outpaced higher capex spend in the quarter



## COM HEM SEGMENT-CONTINUED REVENUE GROWTH





(SEKm)	Q4 2016	Q4 2015	Change	FY 2016	FY 2015	Change
Consumer	1,045	986	6.0%	4,093	3,863	5.9%
Network operator	202	195	3.5%	777	786	(1.1%)
B2B	79	81	(1.9%)	317	311	1.9%
Other	7	9	(23.1%)	31	40	(22.7%)
Total revenue	1,333	1,271	4.9%	5,218	5,000	4.4%

#### **REVENUE Q4**

- Increase in consumer revenue driven by continued growth in broadband as well as DTV RGUs, combined with improved broadband tier mix
- Increase in network operator revenue of 3.5% (Q3 2016 -0.9%), as a result of increased revenue from network expansion in SDU market (connection fees and communication operator revenue) offsetting decrease in landlord revenue caused by price pressure
- B2B revenue decline of 1.9% caused by continued decline in lower margin OffNet legacy business not being fully offset against OnNet revenue growth

#### **REVENUE FULL YEAR**

 Overall revenue growth of 4.4% as a result of 5.9% revenue growth in consumer services driven by volume as well as price led growth in broadband and DTV



## COM HEM SEGMENT-MARGIN AND CASH FLOW DEVELOPMENT

(SEKm)	Q4 2016	Q4 2015	Change	FY 2016	FY 2015	Change
Revenue	1,333	1,271	4.9%	5,218	5,000	4.4%
Production costs	(403)	(373)	8.1%	(1,544)	(1,466)	5.3%
Gross profit	931	899	3.6%	3,675	3,534	4.0%
Gross margin	69.8%	70.7%		70.4%	70.7%	
Operating costs*	(313)	(304)	3.1%	(1,205)	(1,189)	1.4%
Underlying EBITDA	618	595	3.8%	2,470	2,346	5.3%
Underlying EBITDA margin	46.3%	46.8%		47.3%	46.9%	
Capex	(264)	(259)	1.9%	(851)	(991)	(14.1%)
Operating Free Cash Flow	354	336	5.3%	1,618	1,355	19.5%

<sup>\*</sup> Excluding non-recurring items, write-downs and depreciation and amortization

#### MARGINS & CASH FLOW

- Expansion in third party infrastructure starts to put slight pressure on gross margin in Q4, partly compensated by savings in operating costs leading to Underlying EBITDA growth of 3.8% while revenue grew by 4.9%
- For the full year, Underlying EBITDA grew by 5.3% outpacing revenue growth of 4.4%
- Since MDU business is now run at lower Capex level than before, Operating Free Cash Flow outperforms revenue and EBITDA growth, 5.3% OFCF growth in the quarter and 19.5% for the full year



## BOXER SEGMENT-FINANCIAL HIGHLIGHTS

(SEKm)	Q4 2016
Revenue	446
Production costs	(281)
Gross profit	165
Gross margin	37.0%
Operating costs*	(87)
Underlying EBITDA	78
Underlying EBITDA margin	17.4%
Capex	(42)
Operating Free Cash Flow	36



- Q4 2016 first quarter with Boxer being consolidated into the Com Hem group and converted into IFRS
- Pressure on Boxer revenue and subscriber base continued in Q4, mainly as a consequence of the ongoing fibre build-out in the SDU market
- Two main production cost items in the Boxer business:
  - DTT distribution cost paid to Teracom Boxer Group. A negotiated reduction over the coming 10 years will allow for sustainable profitability for the DTT business
  - Content costs are variable and depending on the number of subscribers and mix, similar to the Com Hem business
- Transitional services agreement with seller in place, services to be migrated over to Com Hem over the coming quarters, which will lead to savings in operating costs
- Temporarily high Capex in Q4 due to ongoing 700 band migration causing new CPE's being purchased to existing customer base
- Boxer is expected to add approximately SEK 300m to the Com Hem Group's Underlying EBITDA in 2017 and generate an Operating Free Cash Flow of approximately SEK 200m



## COM HEM GROUP-20% EBIT GROWTH WITH LOWER FINANCIAL EXPENSES

(MSEK)	Q4 2016	Q4 2015	Change	FY 2016	FY 2015	Change
Revenue	1,780	1,271	40.0%	5,665	5,000	13.3%
Production costs	(684)	(373)		(1,825)	(1,466)	
Gross profit	1,096	899	21.9%	3,840	3,534	8.6%
Gross margin	61.6%	70.7%		67.8%	70.7%	
Operating costs*	(400)	(304)		(1,292)	(1,189)	
Underlying EBITDA	696	595	16.9%	2,547	2,346	8.6%
Underlying EBITDA margin	39.1%	46.8%		45.0%	46.9%	
One-off items**	5	(14)		(29)	(76)	
EBITDA	701	581	20.5%	2,518	2,269	11.0%
Depreciation and amortization	(473)	(392)		(1,667)	(1,545)	
EBIT	228	190	20.1%	851	724	17.6%
Net financial expenses	(184)	(243)		(440)	(605)	
Taxes	(10)	12		(94)	(27)	
Net result for the period	34	(41)	NM	317	92	245.1%

<sup>\*</sup> Excluding non-recurring items, write-downs and depreciation and amortisation

#### **P&L STATEMENT**

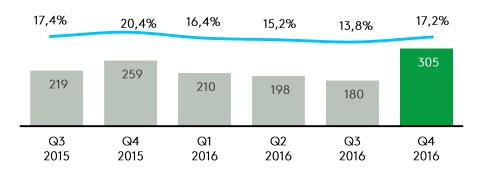
- Gross margin at 61.6% and Underlying EBITDA margin at 39.1% when consolidating Boxer's lower margin business in Q4
- Underlying EBITDA growth of 16.9% translating into EBITDA growth of 20.5%, explained by positive one-offs in the quarter
- Increase in depreciation and amortisation when consolidated Boxer in Q4. Increase also explained by slightly higher customer acquisition and IT development capex in previous quarters
- EBIT growing by 20.1% in spite of higher D&A
- Net financial expenses reduced by SEK 59m, or 24%, which is the result of a number of refinancing activities over the last year
- Positive net result despite refinancing charges in Q4. For the year, net result more than tripled



<sup>\*\*</sup> Non recurring items, Operating currency loss/gains and disposals

## CAPEX GUIDANCE OF SEK 1.0-1.1BN

## QUARTERLY CAPEX (% OF REVENUE) (SEKm)



(MSEK)	Q4 2016	Q4 2015	Change	FY 2016	FY 2015	Change
Com Hem segment						
Network related	114	97	17.3%	323	332	(2.5%)
CPE & sales costs	98	113	(13.3%)	346	486	(28.7%)
IS development	38	37	4.0%	134	128	4.2%
Other capex	13	11	14.1%	48	45	6.5%
Total capex	264	259	1.9%	851	991	(14.1%)
Boxer segment						
CPE & sales costs	42	0	n/m	42	0	n/m
Total Boxer capex	42	0	n/m	42	0	n/m
Total Group capex	305	259	18.0%	893	991	(9.9%)

#### CAPFX

- Q4 Capex in Com Hem segment at same level as last year, with a focus on network related investments
- Network related investments in H2 and beginning of 2017 include extension of our own backbone which will reduce the portion of leased fibre capacity in the network
- Temporarily high CPE capex in Boxer in the fourth quarter due to the on-going 700 band migration, forcing change of CPE's for part of existing customer base
- We expect Capex to be in the range of SEK 1,000-1,100m annually including Boxer, i.e. for Com Hem some SEK 100m lower than previous guidance as the core MDU business now runs at a sustainably lower level. For 2017, we will also incur some SEK 50m in Capex for integration of Boxer



# 50% INCREASE IN EQUITY FREE CASH FLOW FOR THE YEAR

(SEKm)	Q4 2016	Q4 2015	Change	FY 2016	FY 2015	Change
Underlying EBITDA	696	595	16.9%	2,547	2,346	8.6%
Capex	(305)	(259)	18.0%	(893)	(991)	(9.9%)
Operating Free Cash Flow	390	336	16.0%	1,655	1,355	22.1%
Change in net working capital	112	108	3.5%	48	100	(52.0%)
Taxes paid	0	0	n/m	0	0	n/m
Interest on Loans	(31)	(37)	(14.4%)	(140)	(150)	(6.9%)
Interest on Notes	(139)	(252)	(45.0%)	(139)	(357)	(61.1%)
Equity Free Cash Flow*	332	156	113.4%	1,424	948	50.2%
Equity Free Cash Flow per share (SEK)	1.8	0.8	127.0%	7.5	4.7	60.4%
Share redemptions	0	0	n/m	0	(65)	(100.0%)
Dividend	0	0	n/m	(289)	(207)	40.0%
Share buy-backs	(253)	(292)	(13.6%)	(894)	(701)	27.5%
Total Shareholder Remuneration	(253)	(292)	(13.6%)	(1,183)	(973)	21.6%
Change in Loans	392	1,890	(79.3%)	(478)	1,967	(124.3%)
Change in Notes	(250)	(1,716)	(85.4%)	1,500	(1,716)	(187.4%)
Other financing activities	(104)	(100)	4.8%	(129)	(113)	13.4%
Acquisition of subsidiaries	(2)	, ó	n/m	(1,375)	Ò	n/m
Other items	(6)	(19)	(66.5%)	(34)	(86)	(60.9%)
Net cash generated/used	109	(80)	n/m	(274)	27	n/m

- Lower interest payments as a result of refinancing activities and lower market interest rates
- Equity free cash flow increased to SEK 332m in the quarter, up 113.4%
- For the year equity free cash flow increased by SEK 476m, or 50%, to SEK 1,424m
- Repurchased 3.1m shares for ~SEK 250m in the fourth quarter, representing 1.6% of total number of registered shares as of 31 December
- Total shareholder remuneration of SEK 1,2bn in the year, while financing Boxer acquisition and at same time lowering leverage from 3.8x to 3.7x Net debt /Underlying EBITDA LTM



<sup>\*</sup> Underlying EBITDA less Capex, interest, taxes and change in net working capital

## CAPITAL STRUCTURE – LOWERED INTEREST RATE ON DEBT PORTFOLIO

(SEKm)	Dec 31, 2016	Dec. 31, 2015
Senior bank debt		
Term Loans RCF	6,175 600	5,875 1,350
Finance leases Total senior bank debt	20 6,795	48 7,273
Bond instruments 2016/2022 Notes @ 3.5% 2016/2021 Notes @ 3.625% 2014/2019 Notes @ 5.25% Gross debt  Cash balance EoP Net debt	2,250 1,750 - 10,795 (470) 10,326	2,500 9,773 (743) 9,030
Unutilized bank facilities and cash	1,870	1,393
Leverage Net Debt / Underlying EBITDA LTM	3.7x	3.8x
Average blended interest rate for the full year	2.9%	4.4%

#### CAPITAL STRUCTURE

- Boxer acquisition closed on September 30, financed with existing unutilised credit facilities and cash. Explains SEK 1.3bn increase in net debt during the year
- 2014/2019 Notes @ 5.25% were refinanced with new SEK 2.25bn Notes @ 3.50% in November
- Well capitalised with SEK 1.9bn in cash and unutilised credit facilities at the end of December
- Leverage down to 3.7x Net Debt/Underlying EBITDA LTM, well within our target range of 3.5-4.0x
- Blended interest rate at 2.5% following refinancing in November and average maturity of the debt portfolio 3.3 years



## OUTLOOK 2017



## OUTLOOK 2017

#### OPFRATIONAL HIGHLIGHTS IN Q4

- Broadband RGUs passed the milestone of 700k RGUs
- Consumer ARPU maintained at record high SEK 371
- Com Hem Play rolled out as a core part of all TV packages and support for Chromecast added
- Upgraded the minimum speed for most of our existing customer base to 100 mbit/s
- Delivered on full year guidance for Revenue and Underlying EBITDA, with Capex lower than original guidance

#### **OPERATIONAL HIGHLIGHTS FOR 2017**

- Initiated 2017 price adjustments, expected to further improve ARPU in 1H17
- Further development of Com Hem Play functionality to keep competitive edge and increase customer satisfaction
- Introduction of new router with superior WiFi speed to ensure continued growth in broadband
- On the back of initial success in the SDU market, commenced trial of SDU Phase II to potentially build own fibre
- Boxer fibre expansion programme to be launched in Q1, earlier than expected. Opportunity to further capitalise on the SDU opportunity outside of the Com Hem SDU expansion programme
- B2B integration launched to increase focus on high-margin OnNet and grow EBITDA and FCF

#### SHAREHOLDER REMUNERATION

- Total shareholder remuneration of SEK 250m in Q4 and SEK 1.2bn in 2016
- The Board has mandated buybacks of SEK 70m per month, from first of February 2017
- Proposed cash dividend of SEK 4.00 per share in 2017 in addition to SEK 70m/month of buybacks would lead to total shareholder remuneration of over SEK 1.5bn, representing a total yield of 9.3% at January 30 close price



Q&A

