# RESULTS FOR THE SIX MONTHS OF 2008

TEO LT, AB GROUP

23 07 2008

### HIGHLIGHTS OF H1 2008

- Revenue up by 8.3% (y-o-y)
- EBITDA up by 7.3% (y-o-y)
- Net profit up by 16% (y-o-y)
- In January Completed acquisition of DVB-T content provider
- In March launched DVB-T services
- Over the year number of broadband connections up by 30.6%
- Number of IPTV users increased by 2.5 times
- In May LTL 0.25 dividend per share for the year 2007 were paid to the shareholders



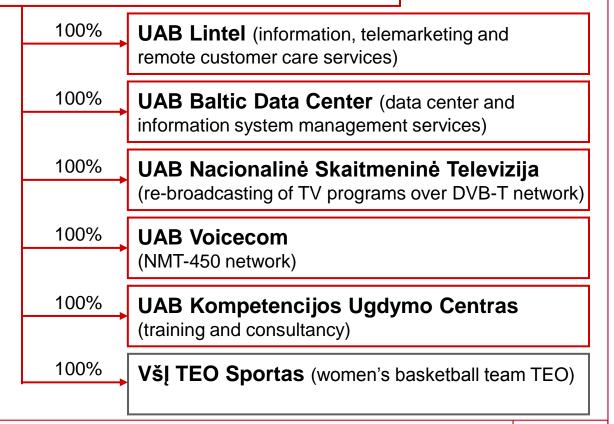
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# TEO GROUP

#### TEO LT, AB

(voice, internet, wholesales, data communication, IT, digital TV services; Internet portal *Zebra*)

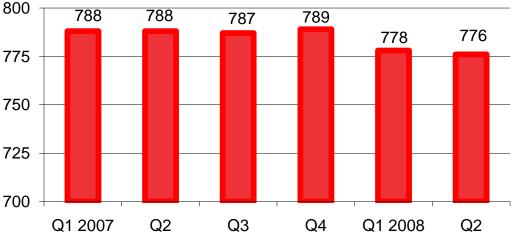
- In January 2008, TEO acquired UAB Nacionaline Skaitmenine Televizija
- In July, started process for reorganisation of UAB Nacionaline Skaitmenine Televizija into joint-stock company (AB)
- On 15 July, TEO shareholders approved preparation of conditions for Nacionaline Skaitmenine Televizija merger into TEO



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## **VOICE TELEPHONY SERVICES**

- In February 2008, TEO terminated provision of temporary disconnected telephone line with incoming calls service
- During January-June 2008, number of active lines increased by almost 29 thousand
- Net number of telephone lines during January-June 2008 decrease by 12.9 thousand
- In March 2008, payment plan Universal was upgraded by giving unlimited calls within TEO network
- Total traffic (y-o-y): -1.9%



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#### Number of main lines (thou.)

### **INTERNET SERVICES**

	2008-06-30	2007-03-31	Change
Number of DSL retail connections	241,906	203,959	37,947
Number of WiFi connections	20,229	2,551	17,678
Number of FTTB and FTTH connections	13,219	3,824	9,395
Number of DSL wholesale connections	2,322	2,314	8
Total broadband connections:	277,676	212,648	65,028
Number of dial-up connections	3,733	6,917	(3,184)
Number of WiFi hot-spots	3,761	1,750	2,011



## DIGITAL TERRESTRIAL TELEVISION

- In March 2008, TEO Group launched digital terrestrial television (DVB-T) service *Digital GALA (Skaitmeniné GALA)*
- It offers 37 TV channels in Lithuanian, Russian, English and other languages
- Monthly fee 29 Litas (for those who subscribe till 8 August first 12 months are for free)
- By the end of June there were 6,554 service users
- DVB-T transmitters networks already cover 95% of Lithuanian population
- TEO operates 2 networks of DVB-T transmitters
- By 2012 DVB-T should completely substitute analogue terrestrial transmission in Lithuania

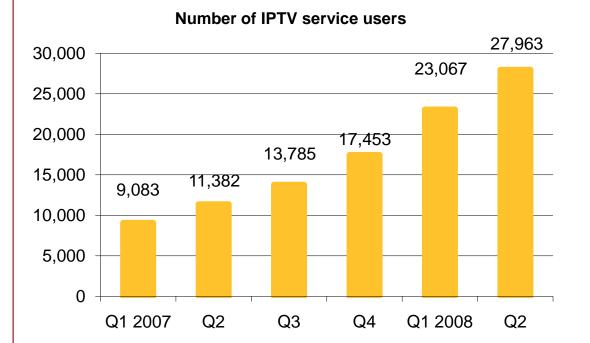


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## INTERNET TELEVISION





• From March 2008, IPTV service is branded as Interactive GALA (Interaktyvioji GALA)

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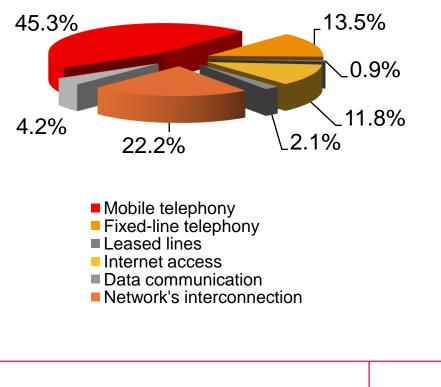
# TELECOMMUNICATION MARKET IN LITHUANIA (Q1 2008)

- Total revenue: LTL 790 million (2007: LTL 798 million)
- Growth: (1,1) % (y-o-y)
- Penetration per 100 residents: fixed voice: 23.5 mobile voice: 147.1 internet: 18.2 broadband: 15.8
- Capital investments: LTL 89 million

Source: Report of Communications Regulatory Authority

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#### Revenue breakdown by segments



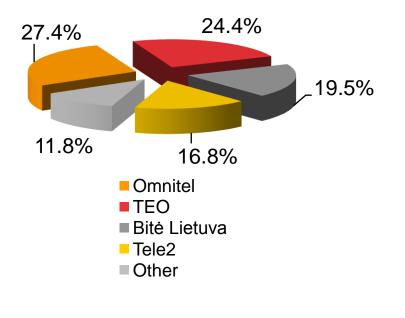


## MAJOR PLAYER ON TELECOMMUNICATION MARKET (Q1 2008)

- Only 4 operators in Lithuania have a market share higher than 2%
- Total revenue of other 156 companies amounted to 11%
- Omnitel and TEO belongs to TeliaSonera Group
- In total, Omnitel and TEO have 51.8% of the Lithuanian telecommunications market

#### Source: Report of Communications Regulatory Authority







## **TEO** COMPETES IN ALL AREAS EXCEPT MOBILE VOICE

Market	Market revenue for Q1 2008 (mLTL)	Market growth y-o-y (%)	Number of players	Share of TEO in Q1 2008 (%)
Fixed voice	102	-2.4	49	95,4
Leased lines	7	17.7	15	54.9
Internet access	89	27.8	113	41.6
Data communication	16	20.0	16	51.8
Network interconnection	168	11.0	4+	19.5
Mobile voice	342	4.6	8	

- CATV market is fragmented: 50 players, Q1 2008 market revenue LTL 21 million, only 2 operators with market share above 10%.
- TV program transmission is dominated by one player. Market revenue LTL 7 million.

Source: Report of Communications Regulatory Authority

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## FIXED VOICE TELEPHONY MARKET IN LITHUANIA (Q1 2008)

- Total revenue: LTL 102 million (2007: LTL 105 million)
- 49 companies are providing fixed voice services: 29 provide national and international calls, 15 only international, 5 only wholesales (transit)
- 33 companies are using IP network, 15 of them CATV networks
- Total fixed voice traffic (y-o-y): (2.5)%
- TEO market share (Q4 2007) in terms of:
  - total number of customers: 94.6%
  - total traffic: 96.8%
  - revenue from local calls: 99.4%
  - revenue from domestic long distance calls: 92.9%
  - revenue from international calls: 68.3%

Source: Report of Communications Regulatory Authority

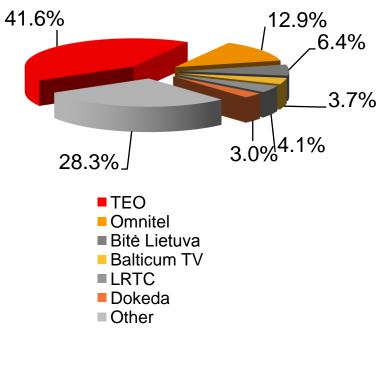
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# **INTERNET ACCESS MARKET IN LITHUANIA** (Q1 2008)

- LTL 89 million Total revenue: (2007: LTL 70 million)
- TEO share of broadband internet market in terms of revenue: 47.7%
- 113 internet service providers
- 612 thousand internet users: - DSI : 239 thousand - fiber optics: 121 thousand - via CATV networks: 65 thousand - LAN: 50 thousand - via mobile network: 76 thousand 54 thousand - wireless access: 5 thousand - dial-up: - other: 2 thousand

#### **Revenue by service providers**



Source: Report of Communications Regulatory Authority

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## MAJOR FINANCIAL INDICATORS

(thousand LTL)	H1 2008	H1 2007	Change
Revenue	410,110	378,786	8.3%
Operating expenses	230,296	211,826	8.7%
EBITDA	184,811	172,202	7.3%
EBITDA margin	45.1%	45.5%	
Depreciation and amortization	86,019	84,476	1.8%
Operating profit	98,792	87,726	12.6%
Operating profit margin	24.1%	23.2%	
Net profit	89,321	77,028	16.0%
Profit margin	21.8%	20.3%	
Earnings per share (LTL)	0.115	0.099	16.0%

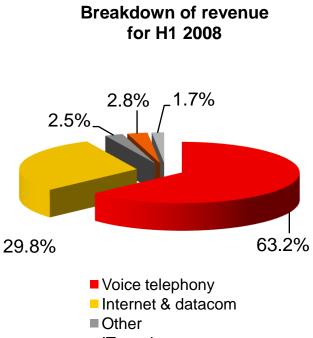




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### REVENUE

(thousand LTL)	H1 2008	H1 2007	Change
Voice telephony services	259,330	262,249	(1.1)%
Internet & data communications services	122,416	100,044	22.4%
IT services	11,387	4,944	130.3%
TV services	6,910	2,474	179.3%
Other services	10,067	9,075	10.9%
Total:	410,110	378,786	8.3%



- IT services
- TV services

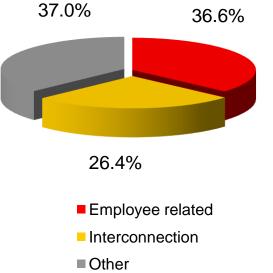


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#### **OPERATING EXPENSES**

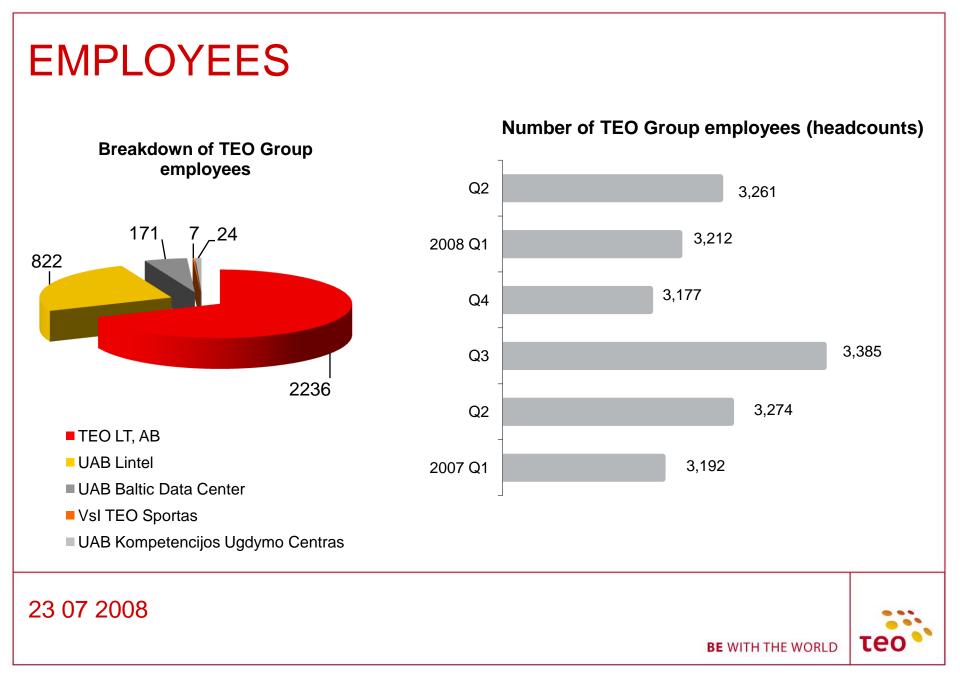
#### Breakdown of expenses for H1 2008

(thousand LTL)	H1 2008	H1 2007	Change
Employee related	84,301	76,301	10.5%
Interconnection	60,768	56,919	6.8%
Other	85,227	78,606	8.4%
Total:	230,296	211,826	8.7%





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## **BALANCE SHEET**

(thousand LTL)	2008-06-30	2007-12-31	Change
Total assets	1,063,545	1,205,642	(11.8)%
Cash, trading and held-to-maturity investments	256,038	380,637	(32.7)%
Equity	965,696	1,070,579	(9.8)%
Borrowings (financial liabilities)	7,215	7,614	(5.2)%
Net debt	(248,823)	(373,023)	(33.2)%
Gearing ratio	(25.8)%	(34.8)%	
ROAA	16.8%	15.7%	
ROE	16.8%	15.3%	





## CASH FLOW

(thousand LTL)	H1 2008	H1 2007
Net cash from operating activities	168,398	138,459
Net cash used in investing activities	(37,699)	54,665
Net cash used in financing activities	(194,603)	(202,379)
Increase in cash and cash equivalents	(63,904)	(9,255)

- In January 2008, TEO acquired UAB Nacionalinė Skaitmeninė Televizija for LTL 16.4 million
- Capital investments for January-June 2008 amounted to LTL 55.8 million
- 78.5 per cent of investment went to network, 13.3 per cent for buildings' renovation, 7 per cent for IT systems
- On 29 April 2008 shareholders approved Board's proposal to pay LTL 194 million dividend for the year 2007
- In May 2008 dividends for the year 2007 were paid out

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### SHAREHOLDERS OF TEO

	Part of sha	Part of votes	
	2008-06-30	2007-12-31	2008-03-31
Amber Teleholding A/S (Denmark)	60.00%	60.00%	62.94%
Treasury stocks	4.67%	4.67%	
State of Lithuania	1.44%	1.57%	1.51%
Other shareholders	33.89%	33.76%	35.55%

Amber Teleholding A/S is a subsidiary of TeliaSonera AB, Sweden

• State of Lithuania, represented by State Property Fund, is giving TEO shares to the citizens of Lithuania as a compensation for realty redeemable by the State (realty seized during the Soviet times)

Total number of shareholders: 14.9 thousand (15-07-2008)

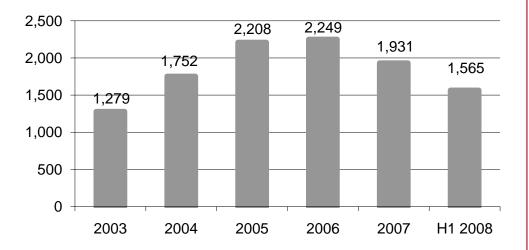


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## **TEO** MARKET CAPITALISATION

- Shares listed on Vilnius Stock Exchange (VSE ticker: TEO1L)
- 3.88% of shares are represented by GDRs (1 GDR = 10 shares)
- GDRs are listed on London Stock Exchange (LSE ticker: TEOL).
- Share price on VSE (in LTL)
  - start of 2008: 2.38
  - year low: 1.91
  - year high: 2.38
  - end of June 2008: 1.92
- Turnover on VSE during H1 2007:
  64.9 million shares or LTL 137.6 million

#### Market Capitalisation at the end of period (LTL million)





## THANK YOU FOR YOUR ATTENTION

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