

# TELE2

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DNB Nordic TMT Conference

August 29, 2018

The TELE2 logo is located in the bottom right corner of the slide. It consists of the word "TELE2" in a bold, white, sans-serif font, with the "2" being significantly larger than the other characters.

**TELE2**

**COM HEM**  


**Creating a leading integrated connectivity provider**

# Enabling a superior customer offering meeting the demands of tomorrow



# Five-year synergy plan evolving

**Opex and capex synergies**

**SEK 450+ million**

**Revenue synergies**

**SEK ~450 million**

**Total**

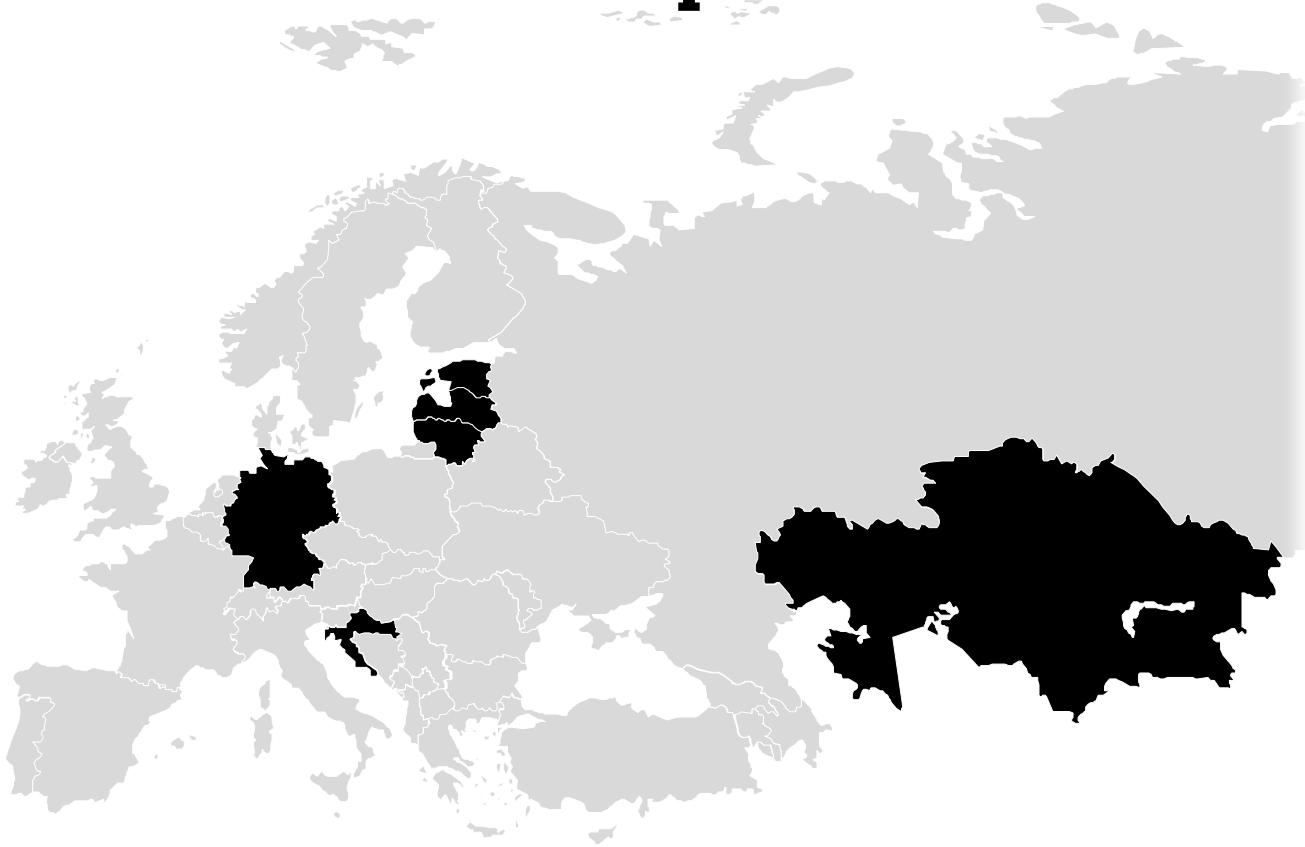
**SEK 900+ million**

# **INTERNATIONAL FOOTPRINT**

**Guillaume van Gaver, EVP International**

**TELE2**

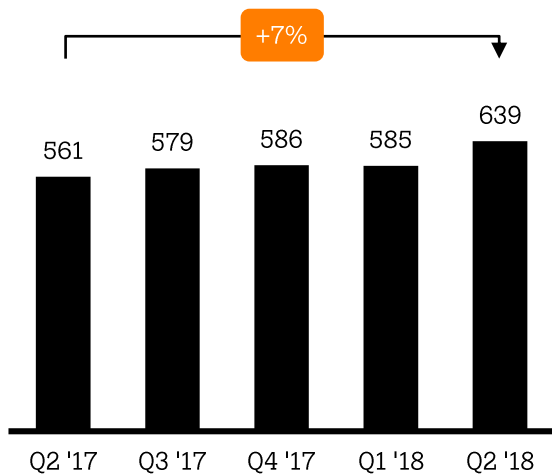
# International footprint



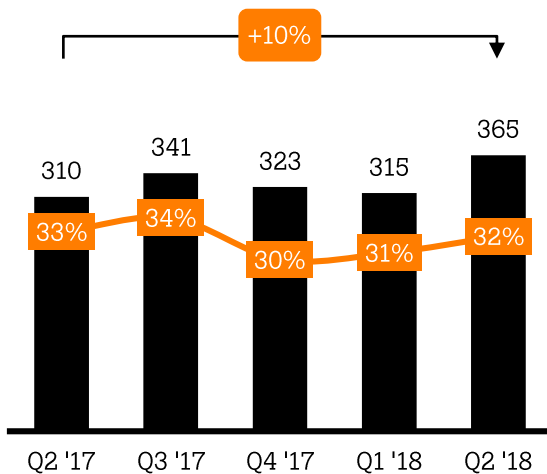
- 6 countries
- 11.5m customers
- 38% of revenue
- 43% of EBITDA

# Baltics – Financials

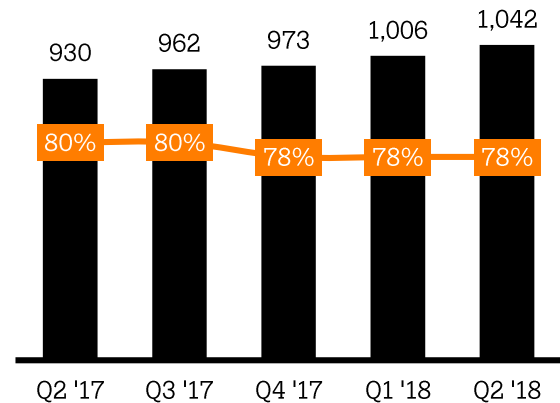
Mobile end-user service revenue  
(SEK million)



Adjusted EBITDA and margin  
(SEK million)



OCF and cash conversion, rolling 12m  
(SEK million)



# FLYING HOUSE CAMPAIGN IN LITHUANIA





# Drivers

**4G smartphone penetration**

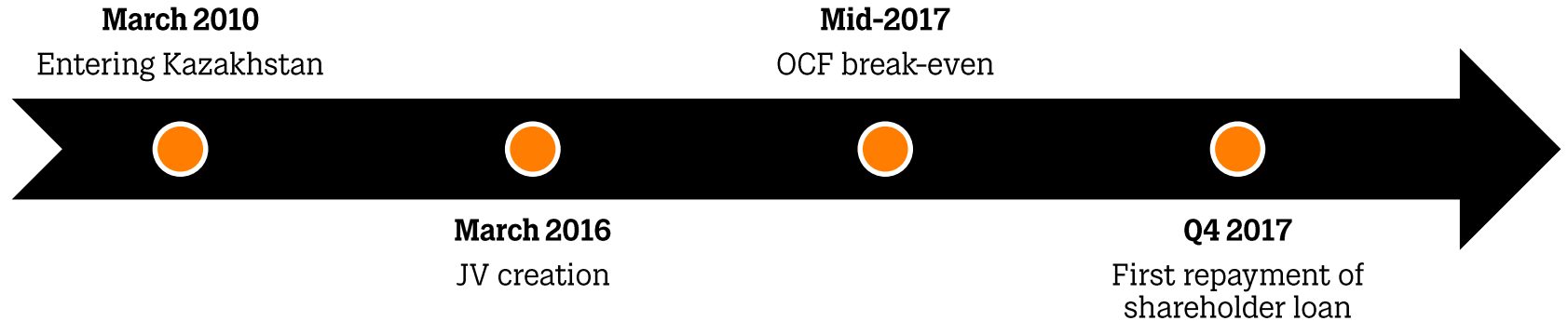
**Pre to postpaid migration**

**Increased data monetisation**

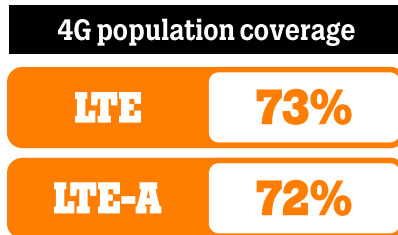
**B2B and mobile broadband**

**Mid-single  
digit growth**

# Kazakhstan – Timeline



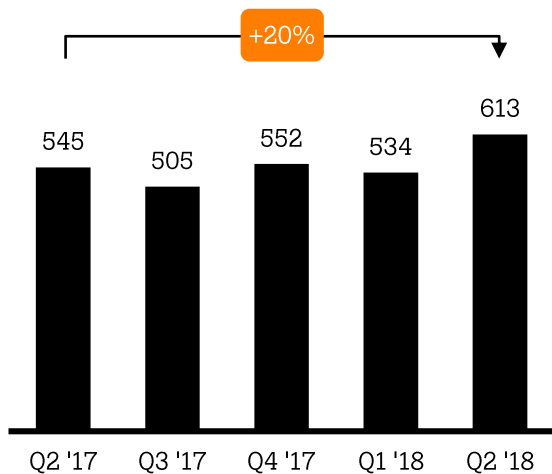
**26%**  
Market share  
Q1 2018



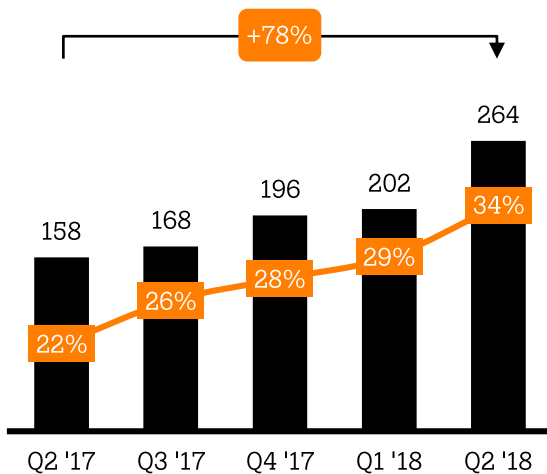
**SEK ~600 M**  
Accumulated repayment  
of shareholder loan

# Kazakhstan – Financials

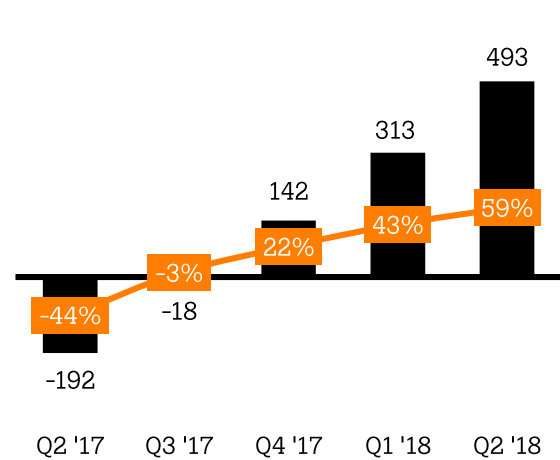
Mobile end-user service revenue  
(SEK million)



Adjusted EBITDA and margin  
(SEK million)

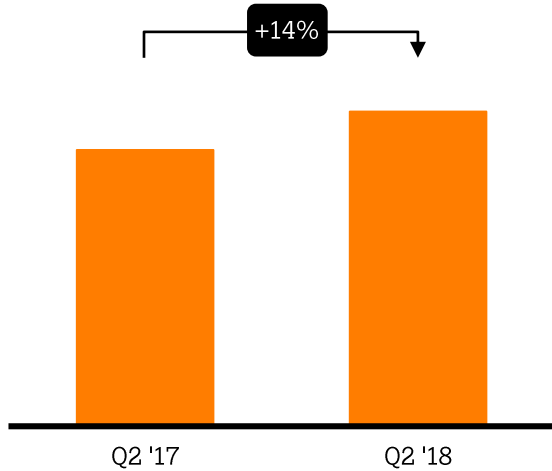


OCF and cash conversion, rolling 12m  
(SEK million)

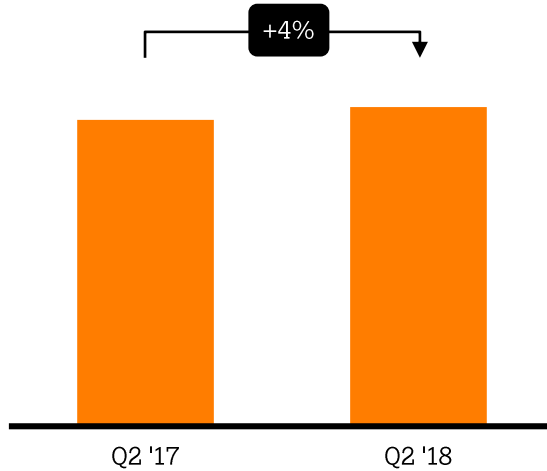


# Kazakhstan – Continued positive momentum

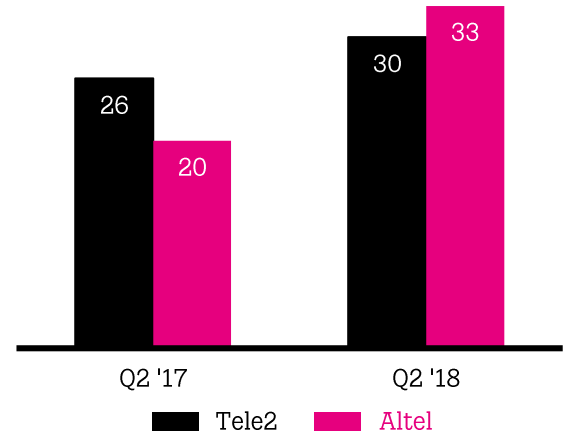
ASPU development



Customer base

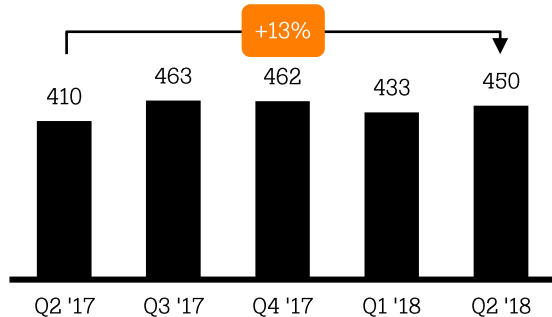


Net Promoter Score

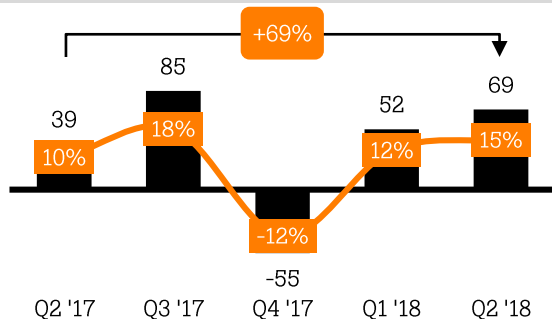


# Momentum picking up in Croatia

Mobile end-user service revenue  
(SEK million)



Adjusted EBITDA and margin  
(SEK million)



LFL

Adjusted for local currency and M&A



**Q&A**