

TEO LT, AB

To: Lithuanian Securities Commission Konstitucijos ave. 23 LT-08105 Vilnius, Lithuania

18-05-2007 No. 02-209

# CONFIRMATION OF RESPONSIBLE PERSONS

Following the Law on Securities of the Republic of Lithuania and Rules on Preparation and Submission of Periodic and Additional Information of the Lithuanian Securities Commission, we, Arūnas Šikšta, General Manager of TEO LT, AB, and Jan-Erik Elsérius, Chief Financial Officer and Deputy General Manager of TEO LT, AB, hereby confirm that, to the best of our knowledge, the attached interim consolidated financial statements of TEO LT, AB for the first three months of 2006, prepared in accordance with International Financial Reporting Standards as adopted by the European Union, give a true and fair view of the assets, liabilities, financial position and profit or loss of TEO LT, AB and the Group of undertakings.

ENCLOSURE: Interim consolidated financial statements of TEO LT, AB for the first three months of 2006 (14 pages)

General Manager

Arūnas Šikšta

Chief Financial Officer and Deputy General Manager

Jan-Erik Elsérius

Jan-E Elserius

D. Džiaugys, tel. +370 5 236 7878, fax. +370 5 231 3860, e-mail: darius.dziaugys@teo.lt



# TEO LT, AB INTERIM CONSOLIDATED FINANCIAL STATEMENTS FOR THE FIRST THREE MONTHS OF 2007

(PREPARED IN ACCORDANCE WITH THE RULES ON PREPARATION AND SUBMISSION OF PERIODIC AND ADDITIONAL INFORMATION OF THE LITHUANIAN SECURITIES COMMISSION)



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**TEO LT, AB** (hereinafter – TEO or "the Company") Group the largest Lithuanian broadband Internet access and voice telephony services operator, providing integrated telecommunication, IT and TV services to residents and business. TEO Group is a part of the Nordic and Baltic telecommunications leader TeliaSonera Group.

Communication Regulatory Authority (CRA) of Lithuania has designated TEO together with its related legal entities as an operator with significant market power (SMP) in 14 markets. As TEO and UAB Omnitel as members of TeliaSonera Group are regarded as related entities, TEO is considered as SMP in the market of voice call termination at public mobile network of UAB Omnitel.

The consolidated financial statements of TEO Group have been prepared according to International Financial Reporting Standards as adopted by the European Union.

TEO Group financial statements for the first three months of 2007 are not audited. TEO Group financial statements for the year ended 31 December 2006 are audited by the auditors.

#### **CONSOLIDATED BALANCE SHEET OF TEO GROUP (LTL thousand)**

ASSETS	2007-03-31	2006-12-31
Non-current assets		
Property, plant and equipment	628,891	644,164
Intangible assets	30,459	33,538
Other non-current assets	4,697	4,951
	664,047	682,653
Current assets		
Inventories	8,201	8,154
Receivables, prepayments and accrued revenue	100,484	98,719
Loans		150,000
Current profit tax receivable	792	723
Held-to-maturity investments	90,297	40,419
Trading investments	34,260	34,287
Cash and cash equivalents	358,991	232,581
Assets held for sale		1,515
	593,025	566,398
TOTAL ASSETS	1,257,072	1,249,051



# CONSOLIDATED BALANCE SHEET OF TEO GROUP (LTL thousand) (continued)

EQUITY	2007-03-31	2006-12-31
Shareholders' equity		
Share capital	814,913	814,913
Treasury shares	(120,000)	(120,000)
Legal reserve	81,499	81,499
Translation differences	8	(1)
Retained earnings	371,181	333,301
	1,147,601	1,109,712
Minority interest		
Total equity	1,147,601	1,109,712
LIABILITIES		
Non-current liabilities		
Borrowings	7,555	7,764
Deferred tax liabilities	15,505	17,481
Grants	4,140	4,727
Deferred revenue	1,994	2,634
	29,194	32,606
Current liabilities		
Trade, other payables and accrued liabilities	69,987	94,690
Current income tax liabilities	9,466	11,140
Borrowings	824	818
Liabilities related to assets held for sale		85
	80,277	106,733
Total liabilities	109,471	139,339
TOTAL EQUITY AND LIABILITIES	1,257,072	1,249,051



#### CONSOLIDATED PROFIT (LOSS) STATEMENT OF TEO GROUP (LTL thousand)

	January – March 2007	January – March 2006
Revenue	185,805	180,409
Operating expenses	(101,151)	(88,932)
Other income	1,130	803
Other gain (loss), net	401	1,415
Depreciation, amortisation and impairment charge	(42,439)	(53,216)
Operating profit	43,746	40,479
Finance income	2,648	1,018
Finance costs	(144)	(529)
Finance income (costs), net	2,504	489
Share of result of associates		40
Profit before income tax	46,250	41,008
Income tax	(8,372)	(8,445)
Profit for the period from continuing operations	37,878	32,563
Discontinued operations:		
Profit for the period from discontinued operations	2	(748)
Profit for the period	37,880	31,815
Attributable to:		
Equity holders of the Company	37,880	31,687
Minority interest	_	128
	37,880	31,815
Earnings per share for profit attributable to the equity holders of the Company (in litas)	0.05	0.04

NOTES: Financial statements for the first quarter of 2006 are restated. Discontinued operations include result of activities of UAB MicroLink Lietuva and UAB Baltijos Kompiuterių Akademija for the period from January to February 2006 and OOO Comliet-Kaliningrad result of activities from February 2006 till February 2007.



# **CONSOLIDATED CHAS FLOW STATEMENT OF TEO GROUP (LTL thousand)**

	January – March 2007	January – March 2006
Operating activities		
Profit for the period from continuing operations	37,878	32,563
Adjustments for:		
Income tax	8,372	8,445
Depreciation, amortisation and impairment charge	42,439	53,216
Share of result of associates	-	(40)
Elimination of gain and losses	(402)	(1,415)
Interest income	(3,549)	(1,712)
Interest expenses	85	168
Other non cash transactions	109	(561)
Changes in working capital (excluding the effects of acquisition and disposal of subsidiaries):		
Inventories	(47)	308
Trade and other accounts receivable	(3,191)	(9,887)
Trade and other accounts payable and deferred revenue	(25,268)	(17,939)
Cash generated from operations	56,426	63,146
Interest paid	(96)	(161)
Interest received	3,761	1,981
Tax paid	(12,091)	(5,922)
Net cash from operating activities	48,000	59,044



# **CONSOLIDATED CHAS FLOW STATEMENT OF TEO GROUP (LTL thousand) (continued)**

Investing activities		
Purchase of property, plant and equipment (PPE) and intangible assets	(24,975)	(11,253)
Proceeds from disposal of PPE, intangible assets, assets held for sale	2,106	21,413
Acquisition/disposal of held-to-maturity investments, net	(49,507)	(24,708)
Disposal of subsidiaries	989	9,893
Loan repaid	150,000	
Net cash from investing activities	78,613	(4,655)
Financing activities		
Repayment of borrowings	(203)	(2,828)
Net cash from financing activities	(203)	(2,828)
Increase (decrease) in cash and cash equivalents	126,410	51,561
Movement in cash and cash equivalents		
At start of the period	232,581	149,601
Increase (decrease) during the period	126,410	51,561
At end of the period	358,991	201,162



#### CONSOLIDATED STATEMENT OF CHANGES IN EQUITY OF TEO GROUP (LTL thousand)

	Attributable to equity holders of the Company				IV/Inority		Total equity	
	Share Capital	Treasury Shares	Legal reserves	Translation differences	Retained earnings	interest	Total Equity	
Balance at 1 January 2006	814,913	(120,000)	81,499	(21)	327,171	2,329	1,105,891	
Net profit					31,687	128	31,815	
Currency translation differences				(24)			(24)	
Balance at 31 March 2006	814,913	(120,000)	81,499	(45)	358,858	2,457	1,137,682	
Balance at 1 January 2007	814,913	(120,000)	81,499	(1)	333,301		1,109,712	
Net profit					37,880		37,880	
Currency translation differences				9			9	
Balance at 31 March 2007	814,913	(120,000)	81,499	8	371,181		1,147,601	

#### **EXPLANATORY LETTER**

TEO Group, the largest Lithuanian broadband Internet access and voice telephony services operator, providing integrated telecommunication, IT and TV services to residents and business. TEO LT, AB is listed on the Vilnius Stock Exchange (VSE ticker: TEO1L) and London Stock Exchange (LSE ticker: TEOL).

TEO is a consolidated subsidiary of TeliaSonera AB (Sweden) via its wholly-owned subsidiary Amber Teleholding A/S (Denmark), which holds 60 per cent of TEO shares. As on 31 March 2007, 4.96 per cent of the Company's capital was owned by East Capital Asset Management AB (Sweden), 1.66 per cent - by the State of Lithuania, 4.67 per cent of the shares are Treasury Stocks held by UAB Lintel, a member of TEO Group.

TEO together with its related legal entities is designated as an operator with significant market power (SMP) on the following markets of:

- access to the public telephone network at a fixed location for residential customes;
- access to the public telephone network at a fixed location for non-residential customers;
- publicly available local and/or national telephone services provided at fixed location for residential customers;
- publicly available international telephone services provided at fixed location for residential customers;
- publicly available local and/or national telephone services provided at fixed location for non-residential customers:
- publicly available international telephone services provided at fixed location for non-residential customers:
- minimum set of leased lines;
- calls origination on public telephone network provided at fixed location;



- calls termination on public telephone network provided at fixed location;
- national transit in fixed public telephone network;
- international transit in fixed public telephone network;
- wholesale broadband access:
- wholesale unbundled access (including shared access) to metallic loops and sub-loops for the purpose of providing broadband and voice services;
- wholesale terminating segments and trunk segments of leased lines.

As TeliaSonera AB through Amber Mobile Teleholding AB owns 100 per cent of UAB Omnitel shares, TEO is regarded as an entity related to UAB Omnitel, therefore TEO is considered as SMP on the market of voice call termination on Omnitel mobile network.

As on 31 March 2007, TEO Group consisted of the parent company, TEO LT, AB, (Savanorių ave. 28, LT-03501 Vilnius, www.teo.lt) and its daughter companies: UAB Lintel (J. Galvydžio str. 7/Žygio str. 97, LT-08222 Vilnius, www.lintel.lt; 100 per cent of shares), UAB Baltic Data Center (Žirmūnų str. 141, LT-09128 Vilnius, www.bdc.lt; 100 per cent of shares), UAB Kompetencijos Ugdymo Centras (Palangos str. 4, LT-01117 Vilnius, www.kuc.lt; 100 per cent of shares) and UAB Voicecom (Savanorių ave. 28, LT-03501 Vilnius; 100 per cent of shares). TEO is a sole founder and owner of a non-profit organisation VšĮ TEO Sportas (Savanorių ave. 28, LT-03116 Vilnius). UAB Baltic Data Center also has its subsidiary in Latvia – Baltic Data Center SIA.

On 15 February 2007, TEO LT, AB sold 100 per cent stake in dormant company OOO Comliet-Kaliningrad (ul. Pugachiova 14a, RUS-236000 Kaliningrad, Kaliningrad Region, Russian Federation). The company was acquired from then the subsidiary UAB Comliet (held 95 per cent stake in OOO Comliet-Kaliningrad) and UAB Comliet Sprendimai (5 per cent stake) on 31 January 2006.

TEO LT, AB, the parent company of the Group, offers to residential and business customers in Lithuania voice telephony, Internet, digital television, data communication and telecommunication networks interconnection services. TEO also operates one of the most visited Internet portal www.zebra.lt.

UAB Lintel is the largest in terms of business volumes and the most modern, in terms of technologies and management, Call Center service provider in Lithuania. It handles around 16 million contacts per year. Lintel also provides Directory Inquiry Service 118, telemarketing and customer care services. UAB Lintel also holds 4.67 per cent of treasury stocks of the Company's.

UAB Baltic Data Center is one of the most rapidly growing IT services to enterprise customer providers in Lithuania. Services provided by UAB Baltic Data Center comprise a complex enterprise systems maintenance package that implies Server, Data Base and data streams as well as IT Service Desk services. UAB Baltic Data Center also has its subsidiary in Latvia – Baltic Data Center SIA, which is a dormant company.

UAB Voicecom has the permission to use the national network of mobile analogue cellular radio communication of the NMT-450 standard. Permission is valid until 31 October 2007.

UAB Kompetencijos Ugdymo Centras provides training and consultancy services, organises certified trainings. Kompetencijos Ugdymo Centras is one of the largest employees' development institutions in Lithuania.

VšĮ TEO Sportas supports TEO women basketball team, a multiple champion of Lithuania and Baltic States, and operates a fitness center ZEBRA SPORT at P. Lukšio str. 34 in Vilnius. TEO is the sole founder of non-profit organisation VšI TEO Sportas.



#### **TEO Group accounting**

Subsidiaries are all entities over which the Group has the power to govern the financial and operating policies generally accompanying a shareholding of more than one half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the Group controls another entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases.

The purchase method of accounting is used to account for the acquisition of subsidiaries by the Group. The cost of an acquisition is measured as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange, plus costs directly attributable to the acquisition. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date, irrespective of the extent of any minority interest. The excess of the cost of acquisition over the fair value of the Group's share of the identifiable net assets acquired is recorded as goodwill. If the cost of acquisition is less than the fair value of the net assets of the subsidiary acquired, the difference is recognised directly in the income statement

Inter-company transactions, balances and unrealised gains on transactions between group companies are eliminated. Unrealised losses are also eliminated but considered an impairment indicator of the asset transferred. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

The Group applies a policy of treating transactions with minority interests as transactions with parties external to the Group. Disposals to minority interests result in gains and losses for the Group that are recorded in the income statement. Purchases from minority interests result in goodwill, being the difference between any consideration paid and the relevant share acquired of the carrying value of net assets of the subsidiary.

Associates are all entities over which the Group has significant influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights. Investments in associates are accounted for using the equity method of accounting and are initially recognised at cost. The Group's investment in associates includes goodwill identified on acquisition, net of any accumulated impairment loss.

The Group's share of its associates' post-acquisition profits or losses is recognised in the income statement, and its share of post-acquisition movements in reserves is recognised in reserves. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When the Group's share of losses in an associate equals or exceeds its interest in the associate, including any other unsecured receivables, the Group does not recognise further losses, unless it has incurred obligations or made payments on behalf of the associate.

Unrealised gains on transactions between the Group and its associates are eliminated to the extent of the Group's interest in the associates. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. Accounting policies of associates have been changed where necessary to ensure consistency with the policies adopted by the Group.



#### **Key figures of TEO Group**

	January – March 2007	January – March 2006	Change (%)
Revenue (LTL thousand)	185,805	180,409	3.0
EBITDA (LTL thousand)	86,185	93,695	-8.0
EBITDA margin (%)	46.4	51.9	
Operating profit (LTL thousand)	43,746	40,479	8.1
Operating profit margin (%)	23.5	22.4	
Profit before income tax (LTL thousand)	46,250	41,008	12.8
Profit for the period (LTL thousand)	37,880	31,815	19.1
Profit for the period margin (%)	20.4	17.6	
Earnings per share (LTL)	0.05	0.04	19.5
Number of shares excluding treasury stocks (thousand)	776,818	776,818	
Capital investments (LTL thousand)	24,975	11,253	121.9

The total consolidated TEO Group's revenue in the first quarter of 2007 was LTL 186 million, an increase by 3 per cent over the total revenue of LTL 180 million in the first quarter of 2006. Total revenue excluding Comliet construction activities that contributed LTL 1.7 million of revenue in the first quarter of 2006 grew by 3.9 per cent over the year.

#### Breakdown of TEO Group revenue (LTL thousand

	January – March 2007	January – March 2006	Change (%)
Voice telephony services	129,615	129,151	0.4
Internet and data communication services	48,020	43,438	10.5
IT services	2,755	1,369	101.2
TV services	1,073		
Other services:	4,342	6,451	-32.7
- other revenues	4,342	4,800	-9.5
- construction activities (Comliet)		1,651	
Total	185,805	180,409	3.0
Total excluding revenue from construction activities	185,805	178,758	3.9



Revenue from all major TEO services groups – internet and data communications, voice telephony, IT and television services – except other services continued to grow.

During the first quarter of 2007 share of revenue from traditional voice telephony services from total amount of revenue continued to shrink and amounted to 69.8 per cent of total revenue, while share of internet and data communications revenue continued to grow and amounted to 25.8 per cent. Revenue from IT services amounted to 1.5 per cent, television services – 0.6 per cent and other services – 2.3 per cent of total revenue.

Compared with the revenue for the first quarter of 2006 revenue from subscription fees for the first quarter of 2007 increased by 1.5 per cent, value added services by 45.7 per cent and network interconnection services by 8.3 per cent, while revenue from traffic charges and wholesales services went down by 7.5 and 33.1 per cent, respectively.

During January – March 2007 total number of main telephone lines in service increased by 3.3 thousand lines: there were installed 15.6 thousand new telephone lines while 12.3 thousand lines were disconnected. This bottom out trend started in September 2006.

Total call traffic in the first quarter of 2007 compared to the first quarter of 2006 declined by 3.1 per cent. Traffic of local calls decreased by 4.6 per cent and international calls by 1.5 per cent but traffic from long distance domestic calls increased by 0.8 per cent and calls from fixed to mobile network by 0.2 per cent.

	January – March 2007	January – March 2006	Change (%)
Number of fixed lines in service	788,266	791,469	-0.4
Penetration of lines per 100 residents	23.3	23.3	
Digitalisation rate (%)	93.9	93.6	
Number of broadband internet connections (DSL, LAN)	200,918	118,560	69.5
Number of wireless internet (WiFi) access points	842	402	109.5
Number of IP TV customers	9,083		
Number of personnel at the end of period	3,192	2,774	15.1

According to the Report of Communications Regulatory Authorities (CRA) for the fourth quarter of 2006, TEO market share on fixed-line telephony market in terms of customers amounted to 93.7 per cent and in terms of revenue - to 96 per cent. In terms of revenue TEO had 19.1 per cent of networks' interconnection market.

During January – March of 2007 number of broadband internet access users increased by more than 20 thousand and in March exceeded 200 thousand. Out of total 200.9 thousand broadband connections 195.3 thousand are DSL connections sold to retail customers, 2.3 thousand are DSL connections used by wholesales customers and 3.3 thousand have an access to the internet using local area network (LAN). The first broadband internet access points using LAN were installed in February 2006.

At the end of March 2007 number of voice over IP service users reached 1,409. This service was introduced in August 2006.

From March the Company introduced charges for usage of wireless broadband internet access (based on WiFi technology) at TEO hot-spots. Currently for residential TEO internet service users monthly fee is LTL



9.99, for TEO business customers, depending on the number of users, monthly fee ranges from LTL 9.99 up to LTL 25 and for non-TEO customers monthly fee is LTL 50 or LTL 5 per hour. At the end of March 2007 number of WiFi services subscribers that have chosen to pay a monthly subscription fee was 608 whereof 71 subscribers are non-TEO customers.

Compared with the first quarter of 2006, revenue from internet broadband access services for the first quarter of 2007 went up by 17.1 per cent while revenue from dial-up internet service went down by 60.4 per cent as number of dial-up internet service users over the year decreased almost two times from 19.1 thousand to 8.3 thousand. Revenue from data communication and network capacity sale services increased by 23.2 and 4.4 per cent, respectively.

According to the Report of CRA the Company's market share on total internet providers market in terms of revenue during the fourth quarter of 2006 amounted to 45.2 per cent while share on broadband internet access market was 48.5 per cent. On 31 December 2006 internet broadband penetration per 100 residents of Lithuania was 10.9 per cent. In terms of revenue TEO had 51.7 per cent of leased lines and 50.4 per cent of data communications markets.

In March 2007, in addition to PC maintenance services to small and medium size companies, TEO offered a new – computer rent and sale service to business customers. Also TEO subsidiary, Lintel, improved its professional consultancy service on PC and internet usage provided by short number all around the clock by possibility of connecting to the customers PC and fixing the problems from distance.

Total operating expenses of the Group in the first quarter of 2007 were by 13.7 per cent higher than total operating expenses a year ago. Almost all groups of expenses increased: employee related expenses increased by 20.9 per cent, interconnection expenses by 10.3 per cent, costs of goods and services purchased by 61.4 per cent, marketing expenses by 24.4 per cent.

During January – March 2007 total number of employees (headcount) in TEO Group went up from 3,098 to 3,192: in parent company, TEO, number of employees increased by 81, in Baltic Data Center and Kompetencijos Ugdymo Centras by 22 and 1 respectively, while in Lintel and TEO Sportas decreased by 7 and 3 respectively.

In the first quarter of 2007, other income (interest income from bonds acquired and loans granted) increased by 40.7 per cent over the other income for the first quarter of 2006 while other gain (loss) from sale of property, investments and etc. over the year decreased by 71.7 per cent.

Increased total revenue did not offset increased total expenses and as the result EBITDA for the first quarter of 2007 went down by 8 per cent to LTL 86 million over LTL 94 million in the first quarter of 2006. EBITDA margin also went down to 46.4 per cent from 51.9 per cent in 2006.

Depreciation and amortisation charges continuously went down by 20.3 per cent and in first quarter of 2007 amounted to 22.8 per cent of total revenue (29.5 a year ago). Consequently operating profit was 8.1 per cent higher than a year ago and operating profit margin was 23.5 per cent (22.4 per cent a year ago).

Net financial income in the first quarter of 2007 was more than 5 times higher than year ago due to interest income on cash and cash equivalents.

Profit before income tax in the first quarter of 2007 was up by 12.8 per cent and amounted to LTL 46 million (LTL 41 million a year ago). Profit for the period (including minority interest and profit from discontinued operations) amounted to LTL 38 million, an increase by 19.1 per cent over LTL 32 million a year ago. Over the year the profit margin went up from 17.6 per cent to 20.4 per cent.

Discontinued operations imply result of UAB MicroLink Lietuva and UAB Baltijos Kompiuterių Akademija activities during January – February of 2006 and OOO Comliet-Kaliningrad activities from February 2006 till February 2007.



During January – March 2007 the total assets of TEO Group remained almost unchanged and increased by 0.6 per cent. Due to depreciation non-current assets decreased by 2.7 per cent and amounted to 52.8 per cent of the total assets. Current assets increased by 4.7 per cent and amounted to 47.2 per cent of total assets whereof cash, trading investment and held-to-maturity investments alone represented 38.5 per cent of the total assets. In February 2007 TeliaSonera AB repaid LTL 150 million loan to TEO.

Shareholders' equity increased by 3.4 per cent and amounted to 91.3 per cent of the total assets. The Board of the Company proposed to the Annual General Meeting of Shareholders that will be held on 26 April 2007 to pay dividend of LTL 0.26 per share (in total LTL 202 million) for the year 2006.

In December 2006 TEO fully repaid its loan to European Bank for Reconstruction and Development. At the end of March 2007 the total amount of borrowings that include financial liabilities related to financial leasing of premises and vehicles amounted to LTL 8 million. Net debt was negative and amounted to LTL 475 million. The net debt to equity ratio was –41.4 per cent.

Net cash flow from operating activities in the first quarter of 2007 was by 18.7 per cent lower than net cash from operating activities a year ago. Capital investments increased by more than two times but due to loan repayment by TeliaSonera overall cash and cash equivalents during the first quarter of 2007 increased by LTL 126 million.

In February 2007, TEO sold its 100 per cent stake in dormant subsidiary OOO Comliet-Kaliningrad which was acquired in January 2006 from the then subsidiary UAB Comliet (95 per cent) and UAB Comliet Sprendimai (5 per cent).

A preliminary share purchase agreement signed in December 2006 for acquisition of 100 per cent stake in UAB Mikrovisatos TV was terminated in February 2007 by the shareholders of UAB Mikrovisatos TV.

On 14 March 2007 the TEO Board decided to convoke the Annual General Meeting of TEO LT, AB shareholders on 26 April 2007 and proposed to pay a dividend of LTL 0.26 per share.