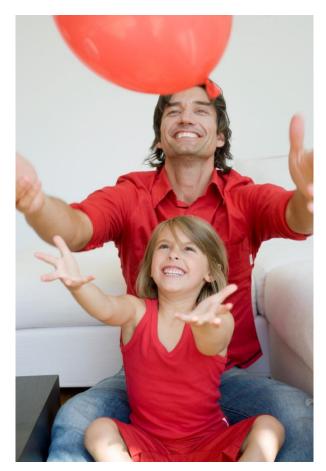
# RESULTS FOR THE THREE MONTHS OF 2009

TEO LT, AB GROUP



## HIGHLIGHTS OF 3 MONTHS OF 2009

- Revenue (excluding non-recurring items) almost on the same level as a year ago
- Revenue from internet and TV services fully offset decline in revenue from voice services
- Due to strict costs control operating expenses decreased by 0.5%
- Strong EBITDA margin of 45.8%
- Continuous growth of number of television services users
- Fiber optic internet connections substitutes copper ones
- Capital investments amounted to LTL 16.4 million
- Elected a new Board member Martynas Česnavičius
- From 1 April 2009 Giedrius Vegys appointed to the position of Chief Financial Officer







### **TEO** GROUP

#### TEO LT, AB

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

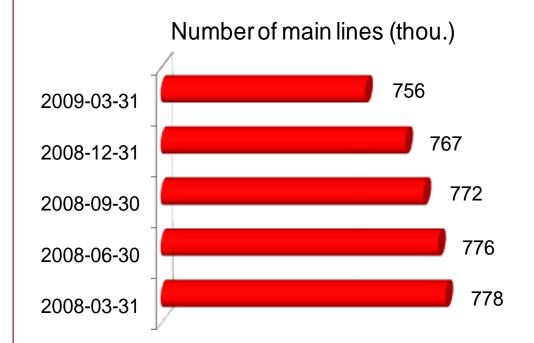
- In December 2008, AB Nacionaline Skaitmenine Televizija was merged into TEO LT, AB
- In December 2008, TEO sold its stake in UAB Voicecom (NMT-450 licence) and acquired UAB Verslo Investicijos



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### **VOICE TELEPHONY SERVICES**



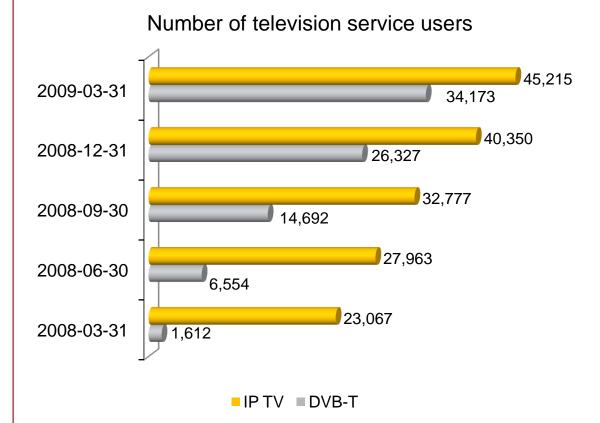
- During January-March 2009
  number of telephone lines
  decreased by 11.5 thousand
- 9.3 thousand of new lines were installed and 20.8 thousand were disconnected
- Residential customers' traffic increased by 4%, but business customers' traffic decreased by 15%
- From 1 January 2009 tariffs for calls termination in Lithuanian mobile networks were reduced



## INTERNET SERVICES

	2009-03-31	2008-03-31	Change
Number of DSL retail connections	245,748	236,935	8,813
Number of FTTB and FTTH connections	32,416	10,467	21,949
Number of WiFi connections	24,089	20,328	3,761
Number of DSL wholesale connections	2,071	2,382	(311)
Number of leased line and fiber optic connections	330	284	46
Total broadband connections:	304,654	270,396	34,258
Number of WiFi hot-spots	4,175	3,425	750

### TELEVISION SERVICES



- IP TV service Interactive GALA was launched in October 2006
- Digital terrestrial television (DVB-T) service *Digital GALA* started in March 2008
- TEO operates 2 networks of DVB-T transmitters
- On 29 October 2012 Lithuania will switch from analogue to digital TV broadcasting



## TELECOMMUNICATION MARKET IN LITHUANIA IN 2008

Revenue breakdown by segments

Total revenue: LTL 3,125 million
 (2007: LTL 2,974 million)

• Change: 5.1% (y-o-y)

Penetration per 100 residents:

fixed voice: 23.4

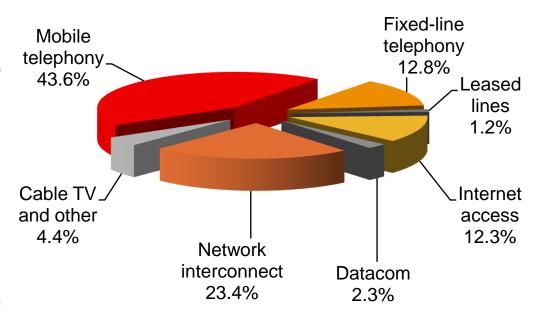
mobile voice: 149.9

internet: 21.2

broadband: 17.6

Capital investments: LTL 454 million

(2007: LTL 547 million)



Source: Report of Communications Regulatory Authority



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

Market	Market revenue for 2008 (LTL million)	Market growth y-o-y (%)	Number of players	Share of TEO in Q4 2008 (%)
Fixed voice	400	-3.2	47	95.2
Leased lines	38	44.3	13	64.1
Internet access	384	22.7	113	40.1
Data communication	73	31.2	14	64.8
Network interconnection	730	8.4	>4	15.6
Mobile voice	1,363	-1.7	9	-

- Cable TV market (48 operators) revenue for 2008: LTL 89 million (24.8%, y-o-y)
- TEO has 98.2% IPTV and ~100% DVB-T customers; in total, 12% of all pay TV users
- TV and radio program transmission is dominated by one player. Market revenue LTL 28 million (11.8%, y-o-y)

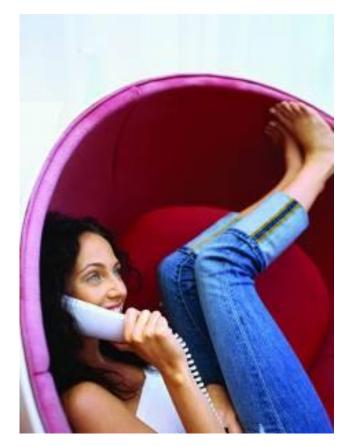
Source: Report of Communications Regulatory Authority

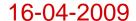
BE WITH THE WORLD

# FIXED VOICE TELEPHONY MARKET IN LITHUANIA IN 2008

- 47 companies are providing fixed voice services:
  - 28 provide national and international calls
  - 14 only international calls
  - 5 only wholesales (transit) services
- 31 companies are using IP network, 17 of them CATV networks
- Number of alternative operators subscribers: 54.5 thousand or 6.6% of total subscribers' number
- TEO market share (Q4 2008) in terms of:
  - total number of customers: 93.4%
  - total traffic: 96.0%
  - revenue from local calls: 99.4%
  - revenue from domestic long distance calls: 89.0%
  - revenue from international calls: 78.7%

Source: Report of Communications Regulatory Authority







## INTERNET ACCESS MARKET IN LITHUANIA IN 2008

- TEO share of broadband internet market in terms of revenue: 49.7%
- 113 internet service providers
- 710 thou. internet users (22% growth, y-o-y):

- DSL: 251 thou. (8.5%)

- fiber optics: 163 thou. (72.3%)

- via mobile network: 116 thou. (69.3%)

- via CATV networks: 65 thou. (0.8%)

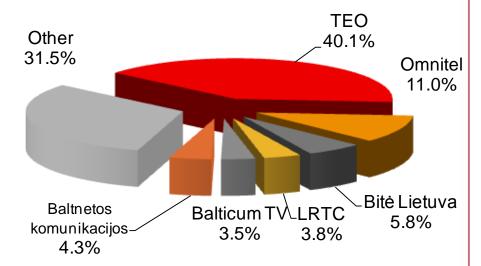
- wireless access: 59 thou. (15.5%)

- LAN: 50 thou. (-21.4%)

- dial-up: 4 thou.(-34.9%)

- other: 2 thou.

Q4 2008 revenue by service providers

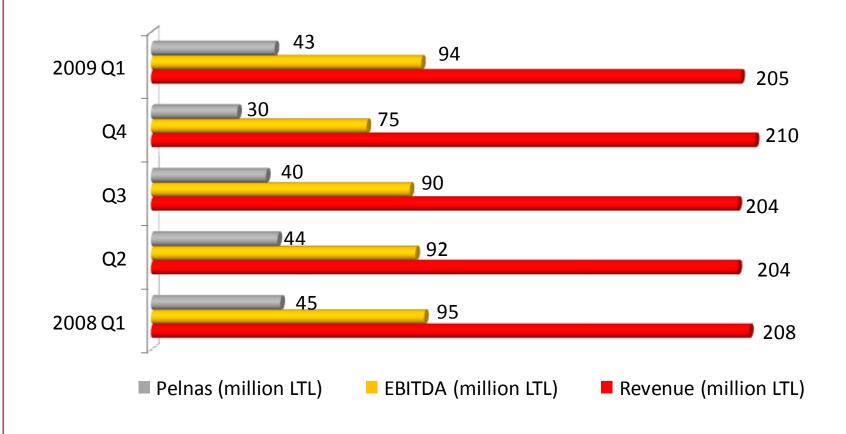


Source: Report of Communications Regulatory Authority





### MAJOR FINANCIAL INDICATORS

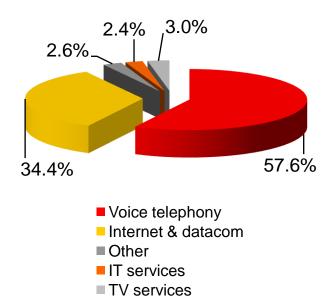




## **REVENUE**

(thousand LTL)	3 months of 2009	3 months of 2008	Change (%)
Voice telephony services	118,307	131,115	(9.8)
Internet & data communications services	70,508	60,670	16.2
TV services	6,241	3,074	103.0
IT services	4,897	6,430	(23.8)
Other services	5,264	6,299	(16.4)
Total:	205,217	207,588	(1.1)

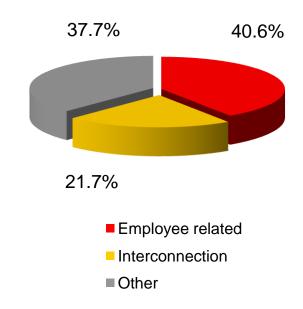
## Breakdown of revenue for 3 months of 2009



### **OPERATING EXPENSES**

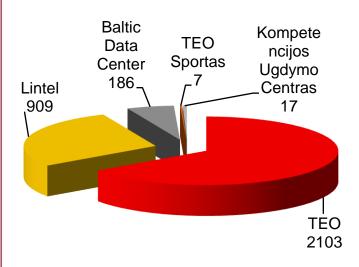
#### (thousand LTL) 3 months 3 months Change (%) of 2009 of 2008 Employee related 46,712 40,910 14.2 Interconnection 24,995 30,576 (18.3)Other 43,446 44,227 (1.8)115,153 115,713 (0.5)Total:

## Breakdown of expenses for 3 months of 2009

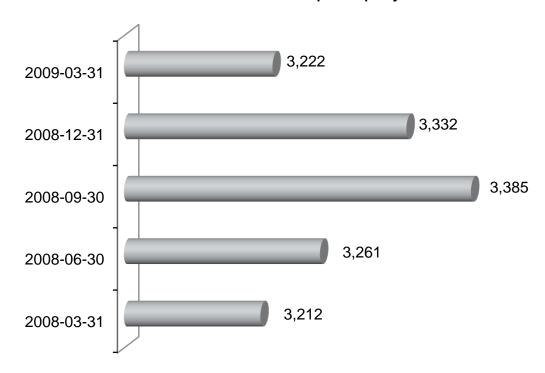


## **EMPLOYEES**

## Breakdown of TEO Group employees



#### Number of TEO Group employees



16-04-2009



## **BALANCE SHEET**

(thousand LTL)	2009-03-31	2008-12-31	Change
Total assets	1,164,314	1,182,623	(1.5)%
Cash, held-to-maturity investments, loans to banks	330,849	322,193	2.7%
Equity	1,079,693	1,036,230	4.2%
Borrowings (financial liabilities)	6,603	6,808	(3.0)%
Net debt	(324,246)	(315,385)	
Gearing ratio	(30.0)%	(30,4)%	
ROAA	16.6%	16.0%	
ROE	15.6%	15.7%	

### **CASH FLOW**

(thousand LTL)	3 months of 2009	3 months of 2008
Net cash from operating activities	61,925	75,945
Net cash used in investing activities	(72,134)	(53,070)
Net cash used in financing activities	(205)	(199)
Increase in cash and cash equivalents	(10,414)	22,676

- Capital investments during January-March 2009 amounted to LTL 16.4 million
- LTL 13 million were invested in to development of broadband access network
- The Board proposed to pay dividends of LTL 179 million for the year 2008 (i.e. 0.23 litas per share)
- Annual General Meeting will be held on 28 April 2009
- Shareholders who on 13 May 2009 will be on the shareholders list of the Company will have a right to dividends
- Dividends should be paid within one months after Annual General Meeting



### SHAREHOLDERS OF **TEO**

	Part of share capital		Part of votes
	2009-03-31	2008-12-31	2009-03-31
Amber Teleholding A/S (Denmark)	60.00%	60.00%	62.94%
Treasury stocks	4.67%	4.67%	
State of Lithuania	1.26%	1.26%	1.32%
Other shareholders	34.07%	34.07%	35.74%

- 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: 15.8 thousand (09-02-2009)
- TEO run a Global Depository Receipt (GDR) program. One GDR represents 10 ordinary shares
- As of 31 March 2009 Global Depository Receipts amounted to 3.85% of total share capital



### TRADING IN **TEO** SHARES

- Shares are listed on NASDAQ OMX
  Vilnius stock exchange (ticker: TEO1L)
- Global Depository Receipts are traded on London Stock Exchange (ticker: TEOL).
- Share price on NASDAQ OMX Vilnius:

- start of 2009: LTL 1.16

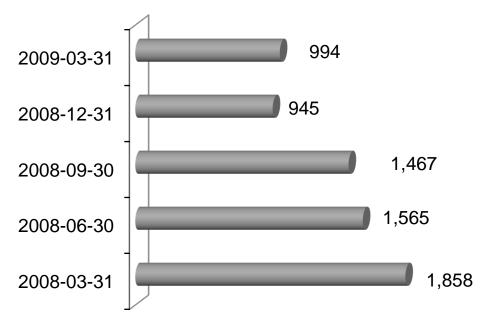
- low: LTL 1.13

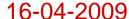
- high: LTL 1.38

- end of March 2009: LTL 1.22

 Turnover on NASDAQ OMX Vilnius stock exchange during January-March 2009: 35.1 million shares or LTL 42.7 million









# THANK YOU FOR YOUR ATTENTION

WWW.TEO.LT

16-04-2009

