



# TEO direction

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General Manager of TEO



# Why are we **changing**?

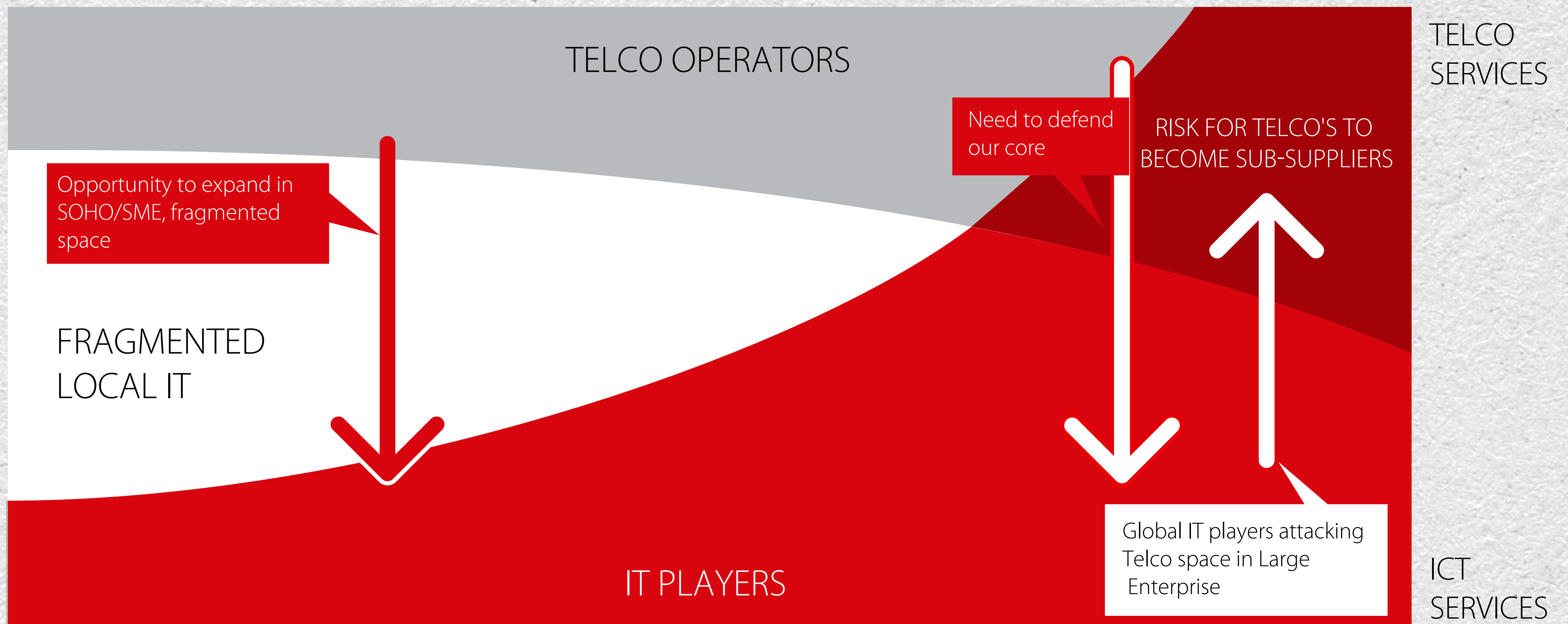
**1.** Ongoing integration of technologies

**2.** Change of customers' needs and expectations

**3.** Changing market situation

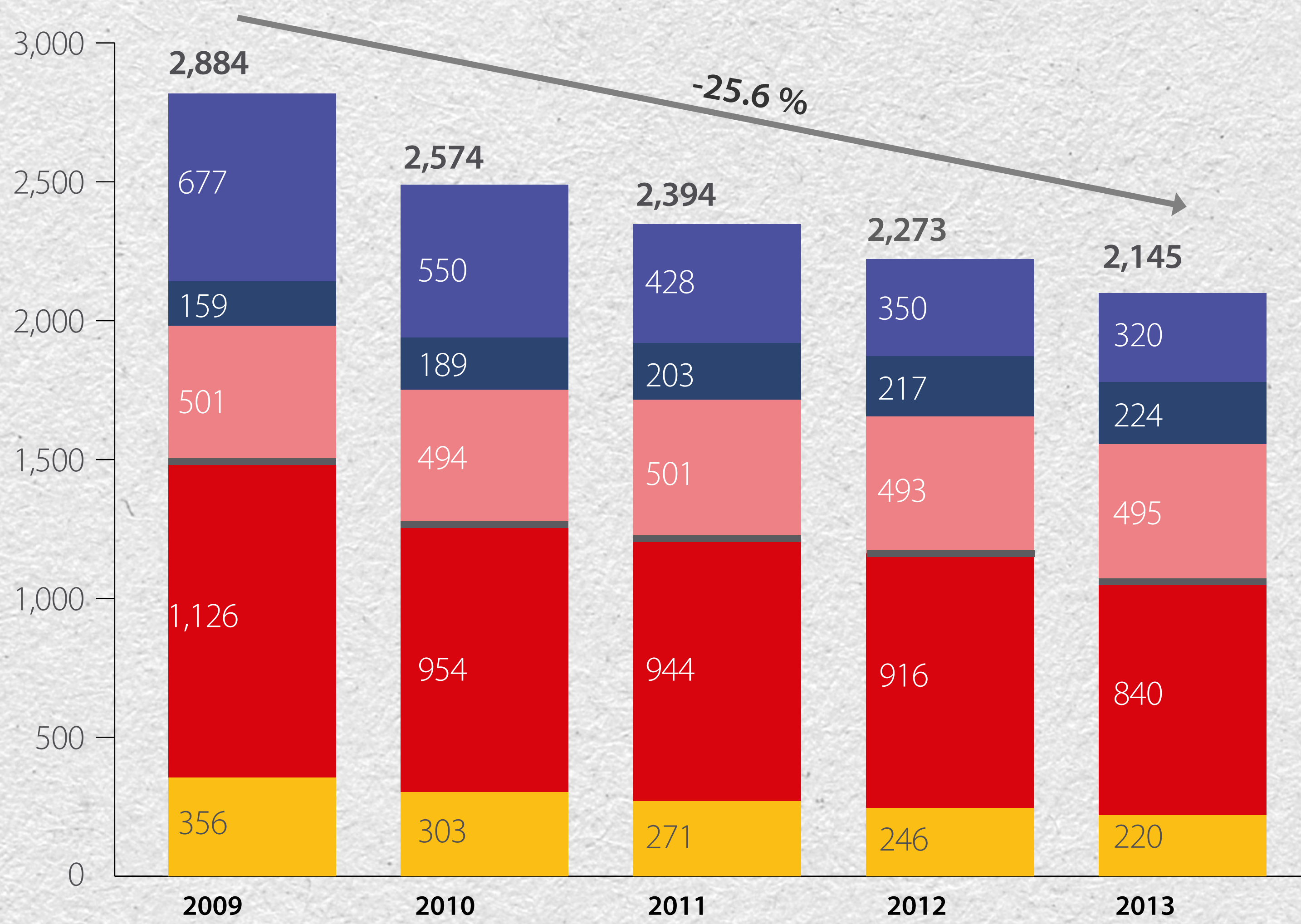
**4.** Demand for the new breakthrough

# Market: IT and telco convergence

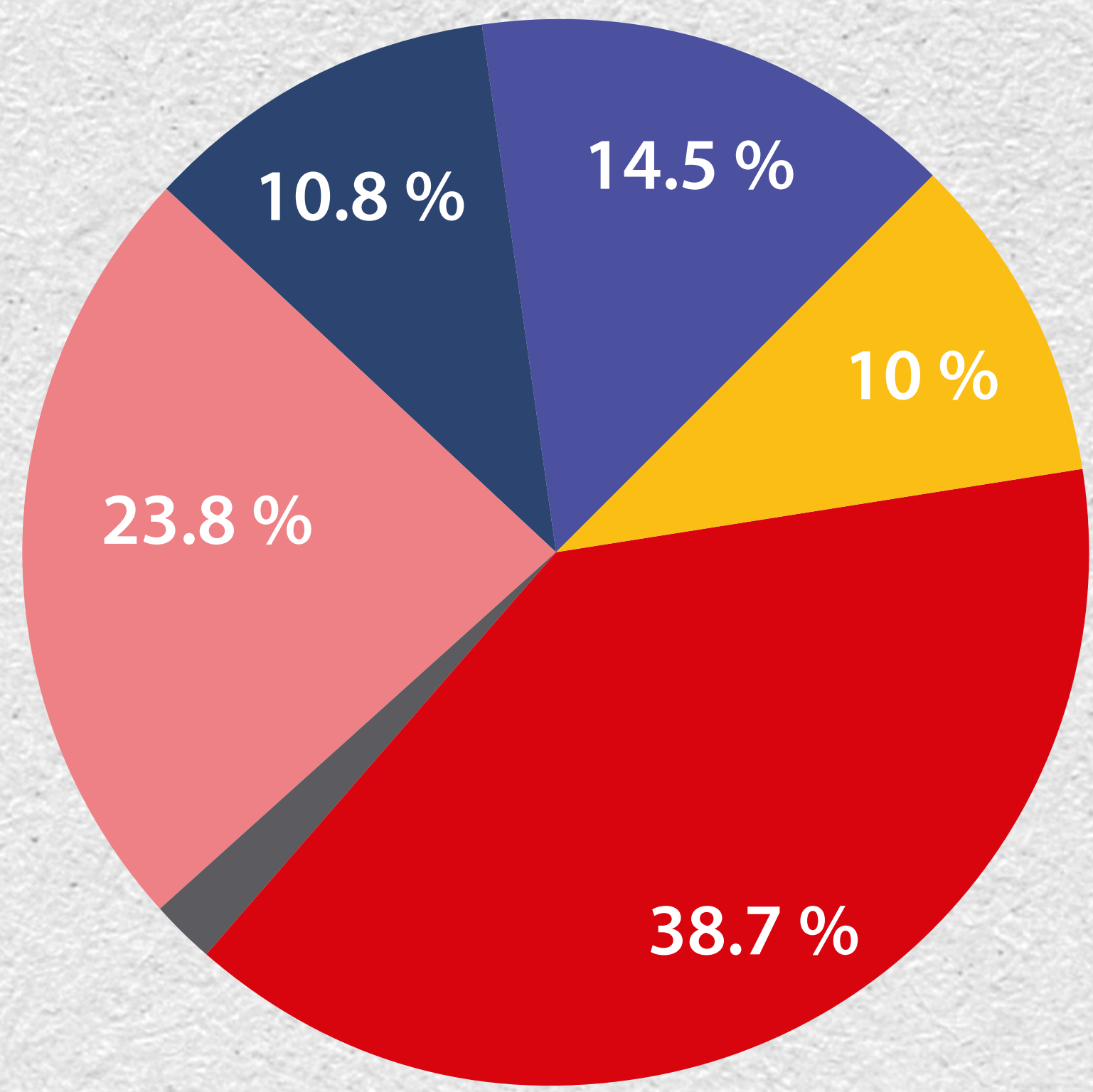




# Market: situation in Lithuania

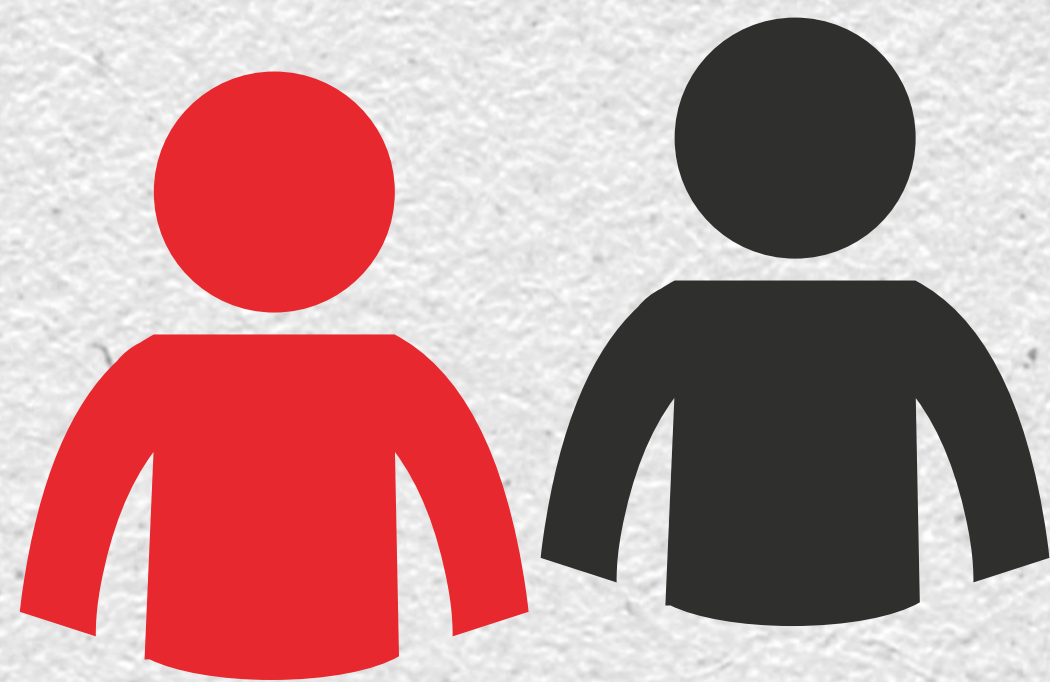


Breakdown of 2013 revenue



- Fixed voice
- Mobile voice
- Leased lines
- Internet and datacom
- Audio-video services
- Network interconnection

# Our services in Lithuania are used by



Every second  
family



7 out of 10  
enterprises

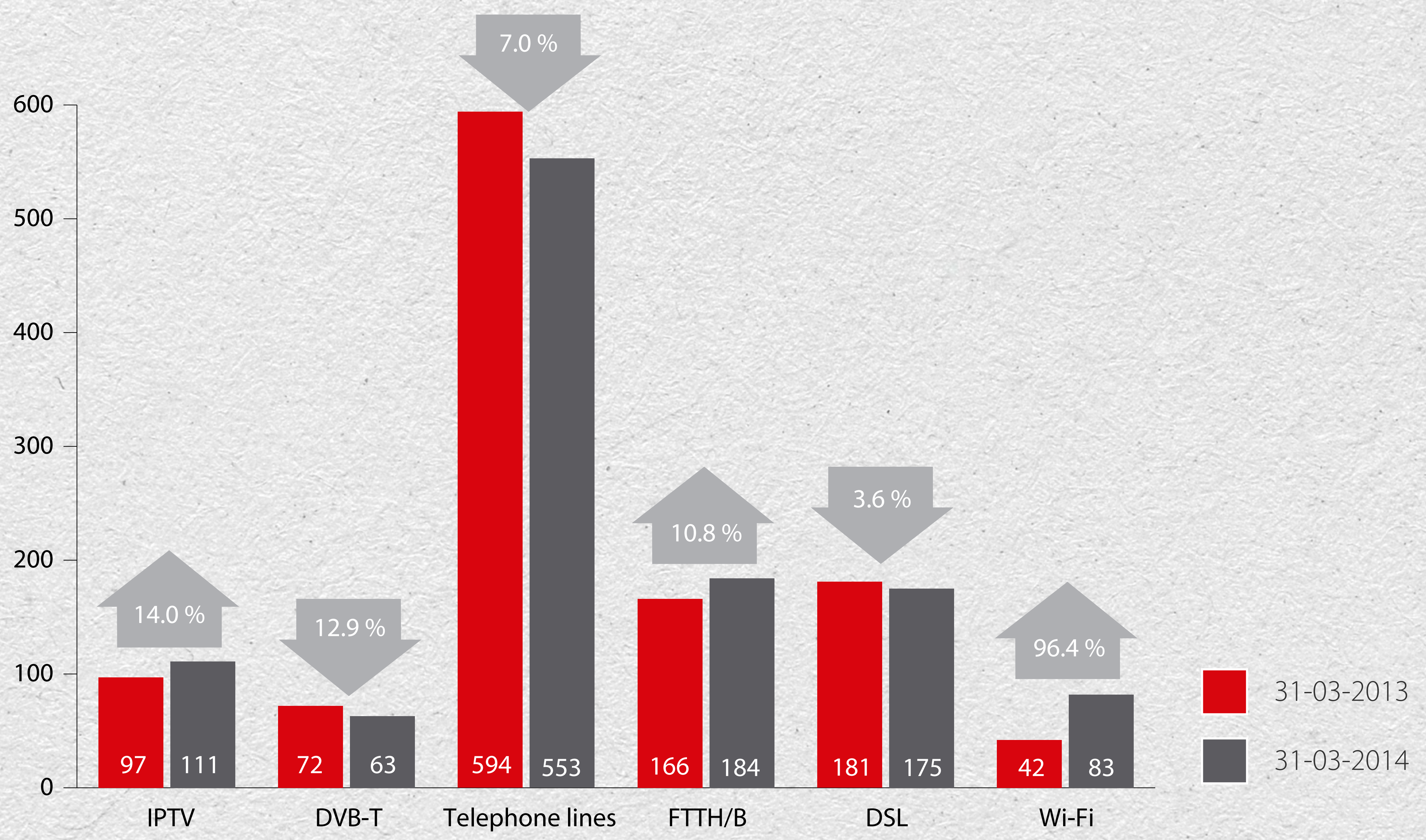


EU2013.LT

Highest level  
events



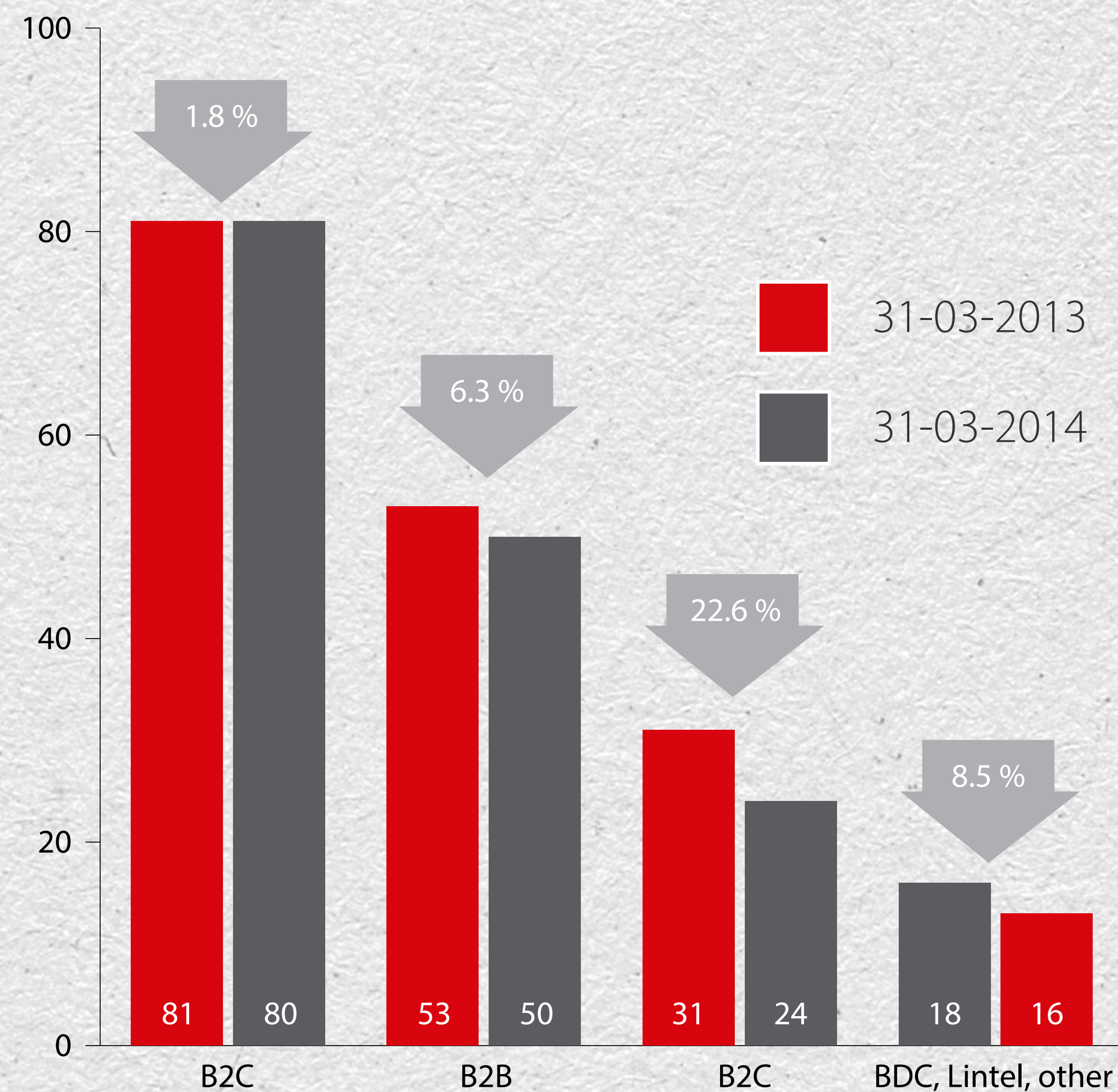
# Operating figures (in thousands)



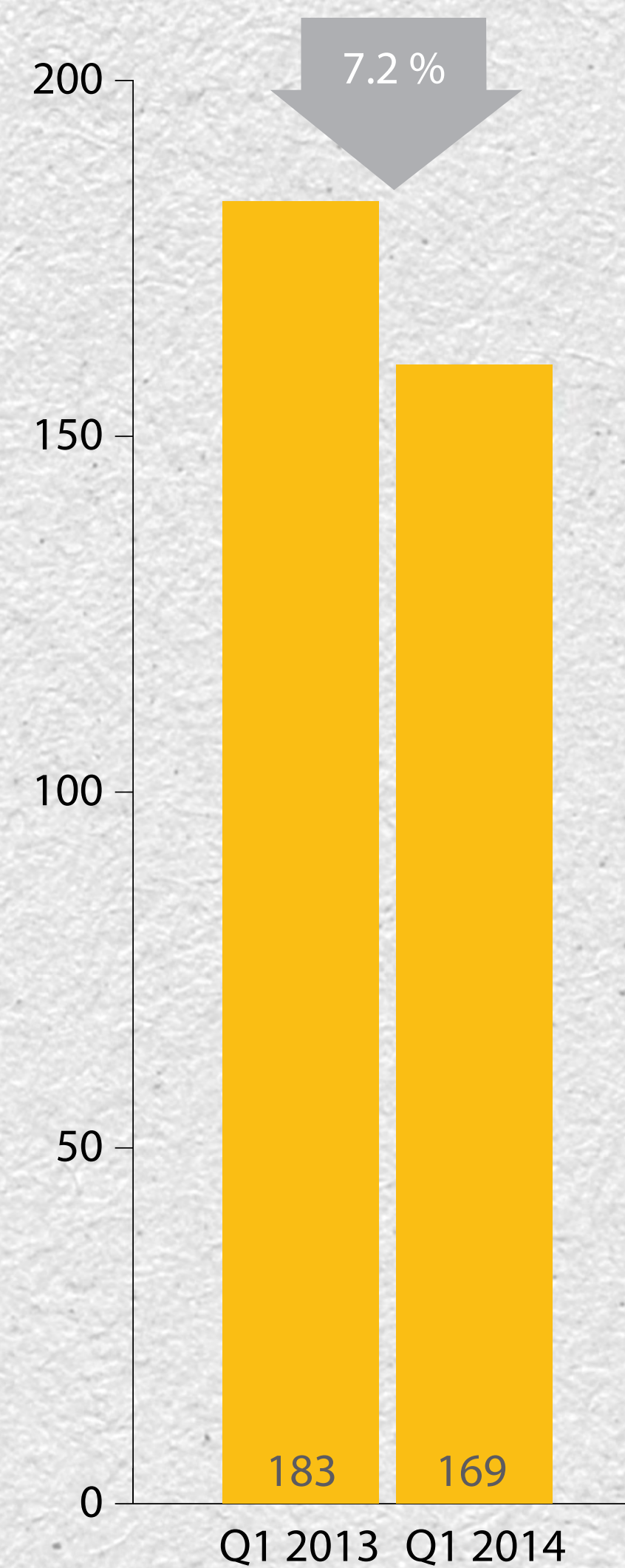


# Revenue (LTL million)

By segments



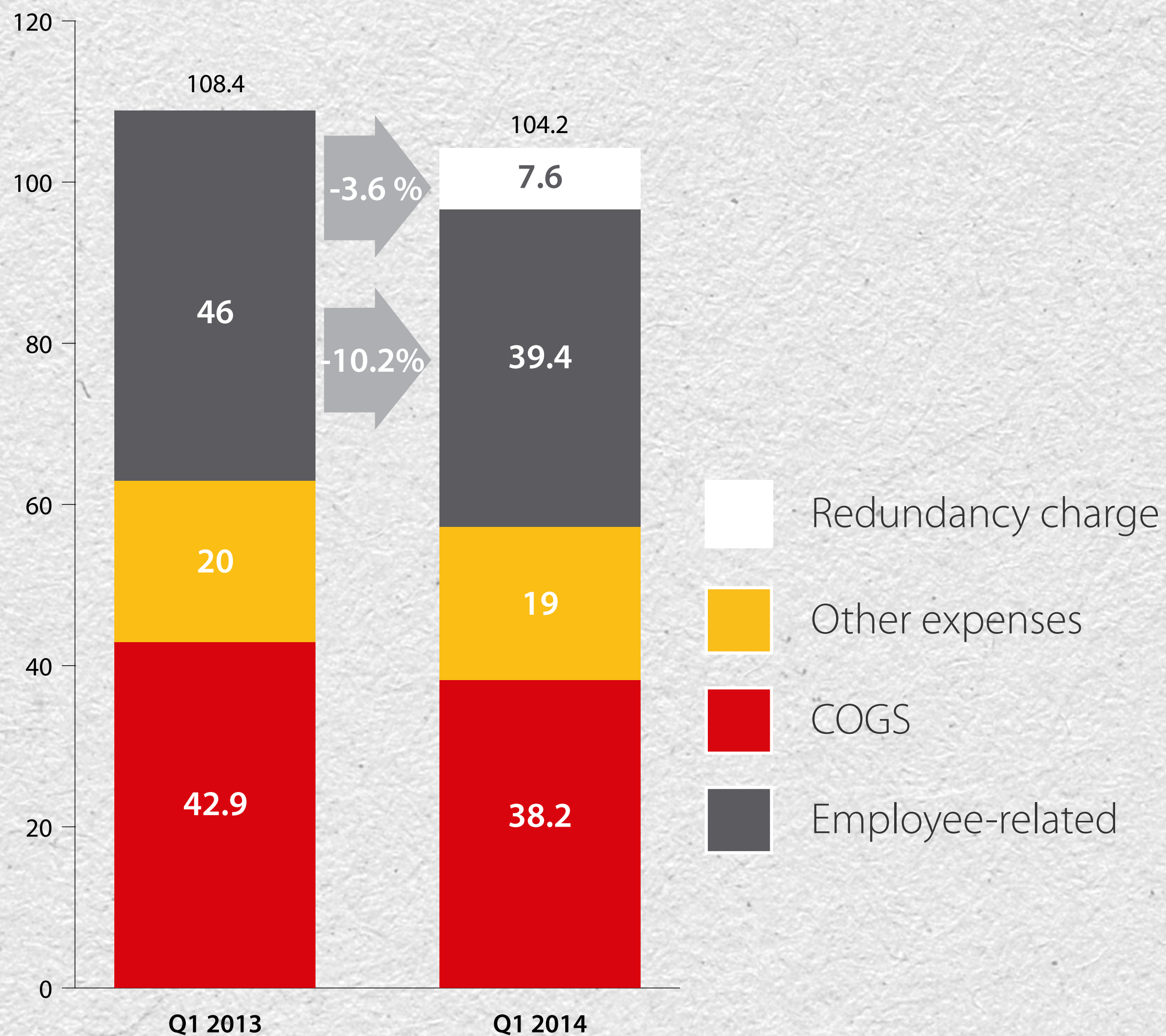
Total revenue



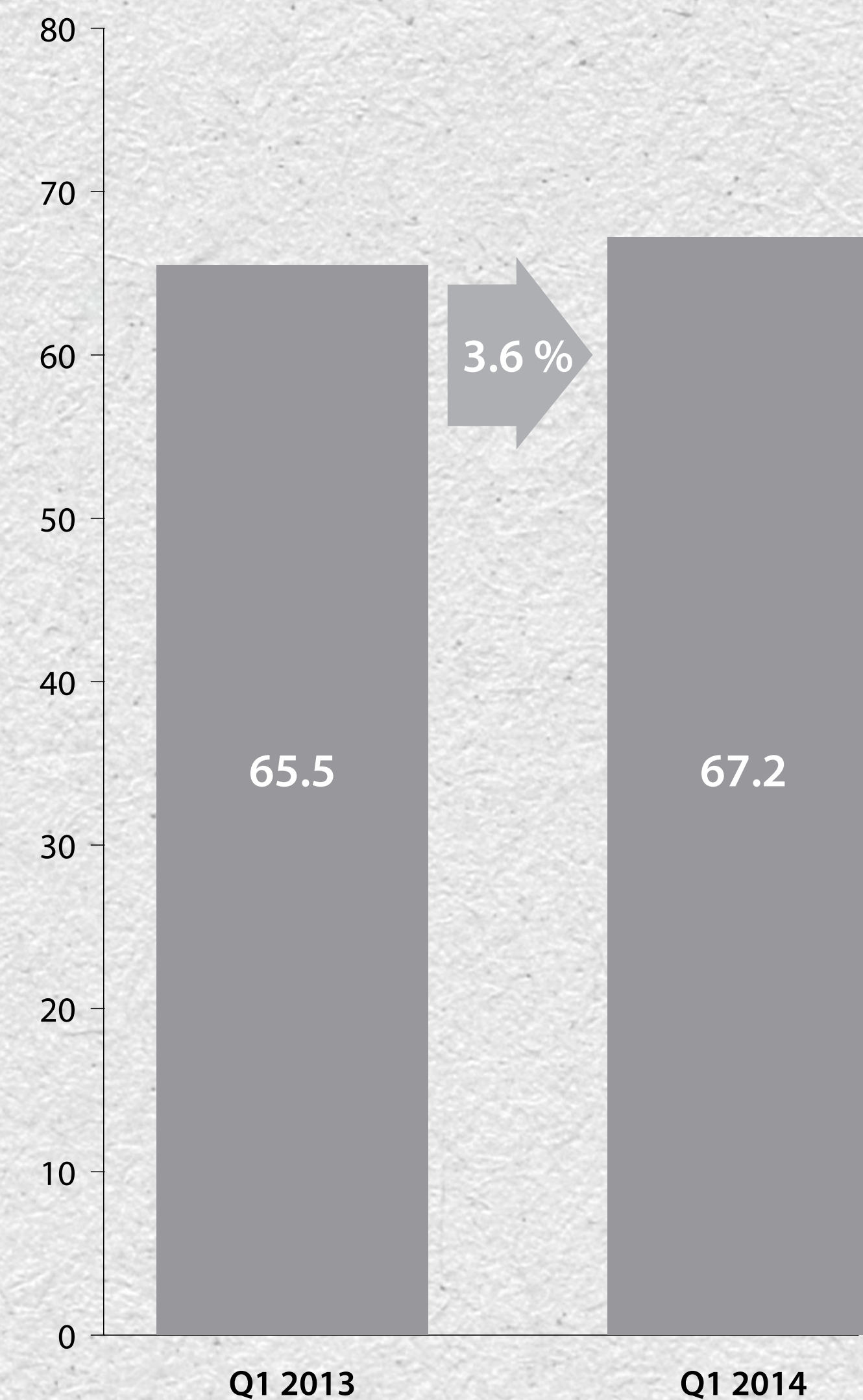
# Operating expenses and cash flow (LTL million)



Operating expenses



Cash flow





# Program of changes



# New structure



GENERAL MANAGER

Internal Audit

BUSINESS FUNCTIONS

Business to  
Business

Business to  
Consumers

Technology  
& IT

Finance and  
Strategic  
Planning

SUPPORT FUNCTIONS

Risk Management

Corporate Affairs

Legal Affairs

Human Resources

Process



# What is changing?

- All services under one TEO name
- New, intuitive graphic user interface of IPTV service
- Upgraded Internet offers
- E-shop of household electronic equipment
- Free of charge customer care by telephones 1817 and 1816
- Integrated virtual storage on TV screen
- Complex telco and IT solutions
- Common TEO and Omnitel proposals



Questions?