



On the way to a new generation telco and IT company

Kęstutis Šliužas

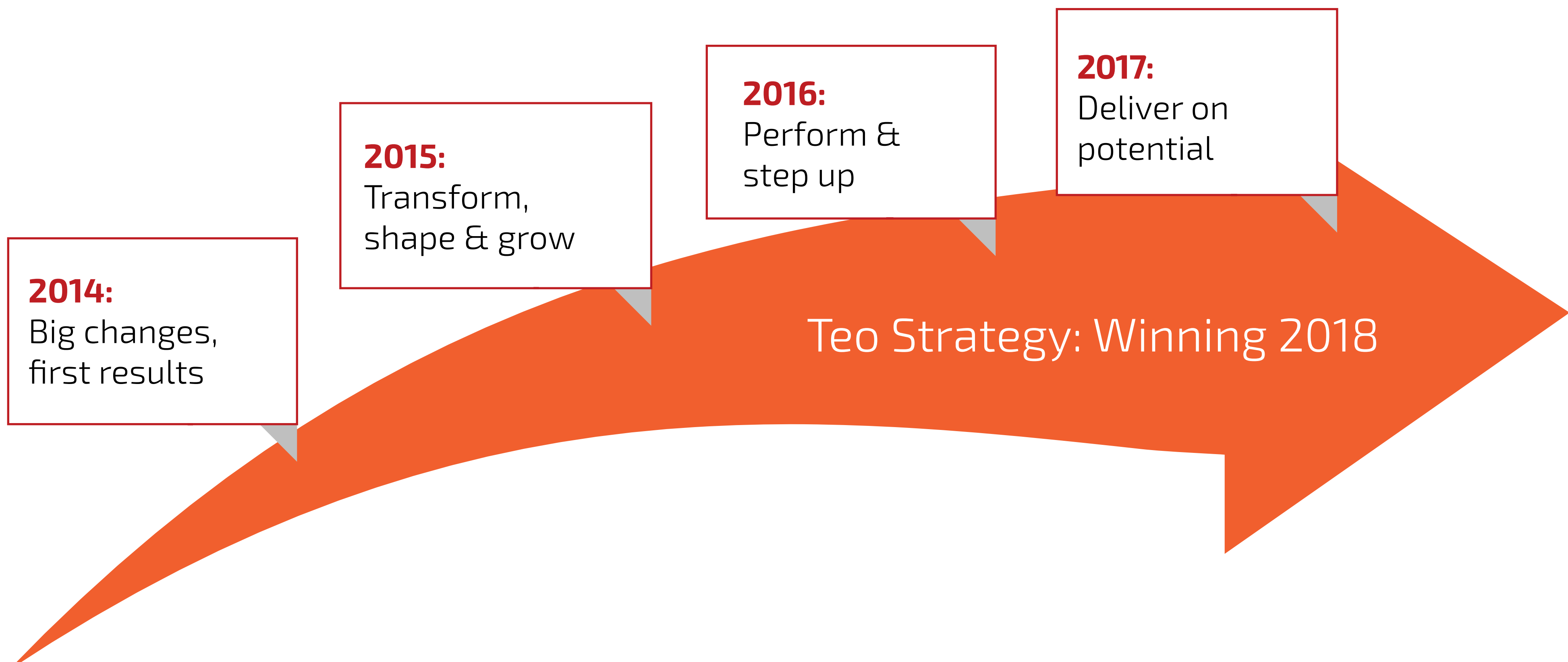
02-10-2015

Year 2015: changes continue

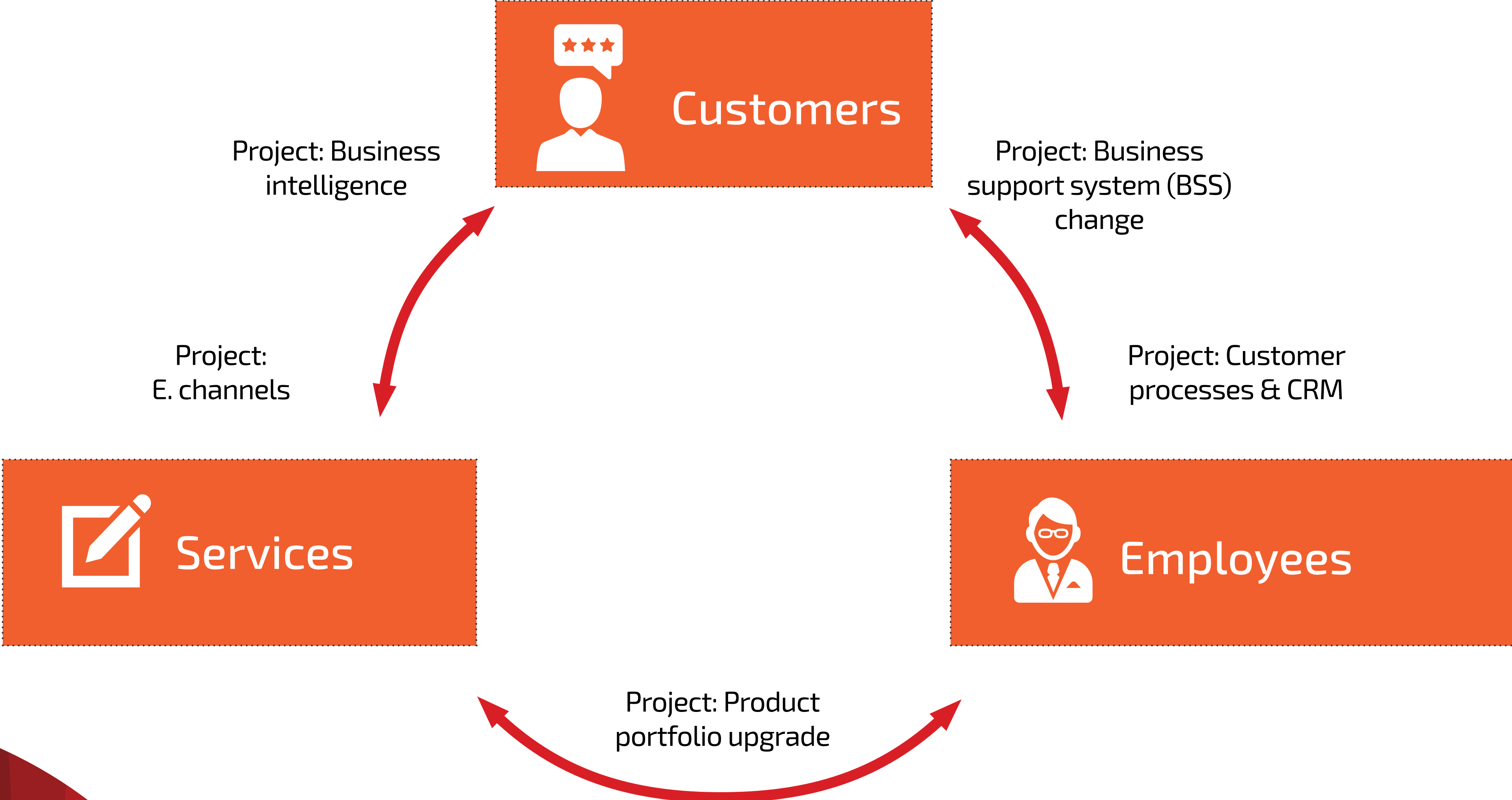
- We upgraded Teo brand (No. 2 brand on telco market according to DDB Brand Capital 2015 survey)
- We are following new Teo values: *Dare, Care, Simplify*
- We dare to innovate - Teo Strategy: Winning 2018
- We care for our customers - new 9 customer showrooms of a new concept
- We simplify our processes and organizational structure
- We cooperate with Omnitel



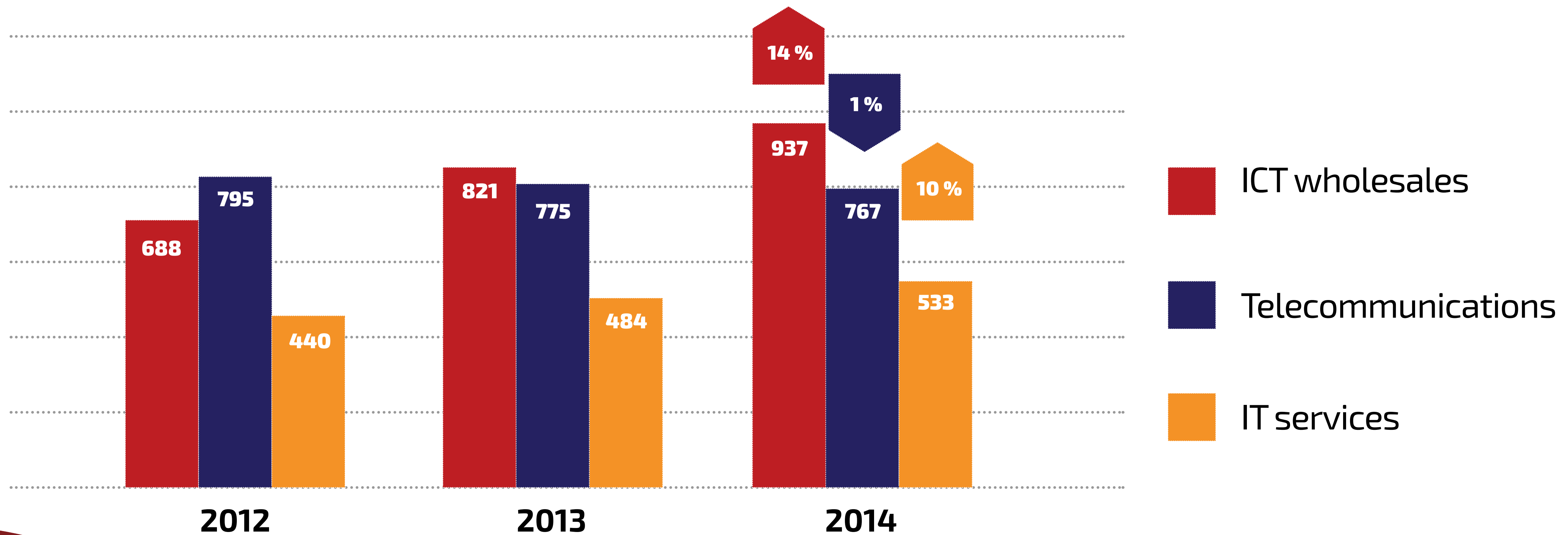
Direction forward!



Business transformation



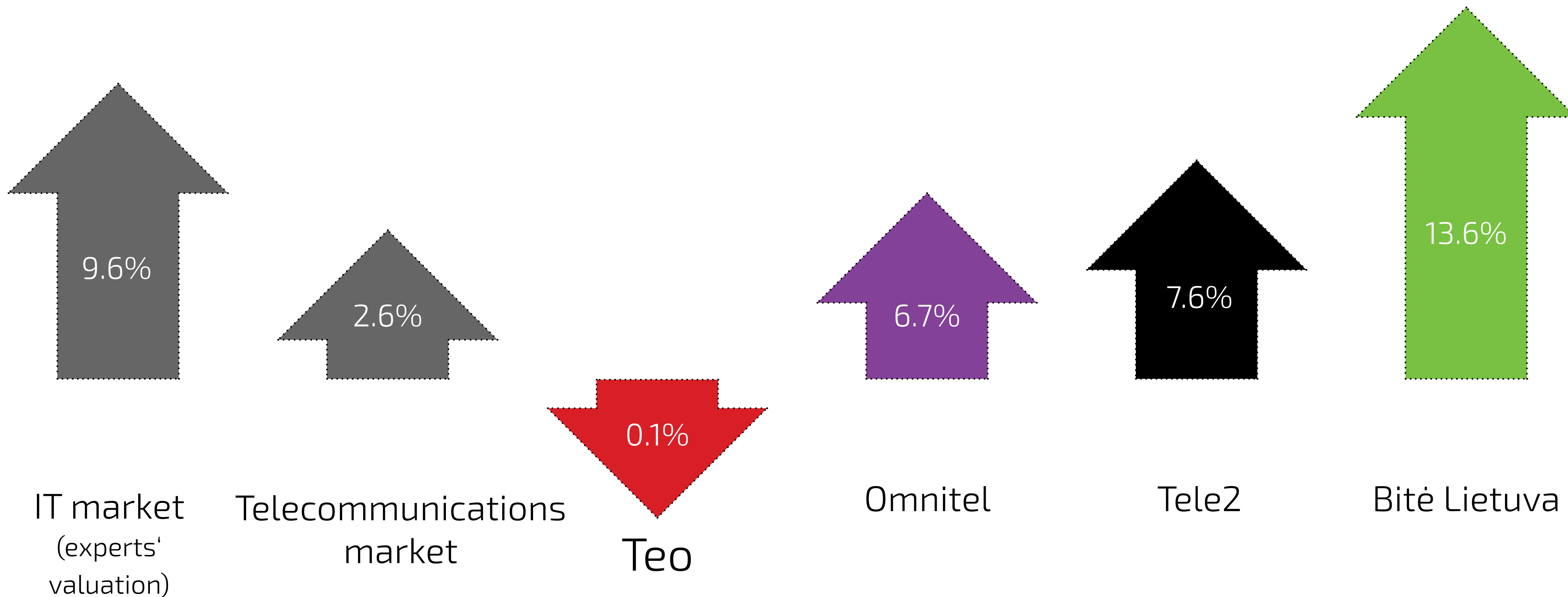
Trends of Lithuanian ICT market revenue (EUR millions)



Source: Statistics Lithuania

Revenue

H1 2015



Revenue

H1 2015



Revenue growth:

- Internet +0.9%
- TV +11%
- IT +41%

+23.8%

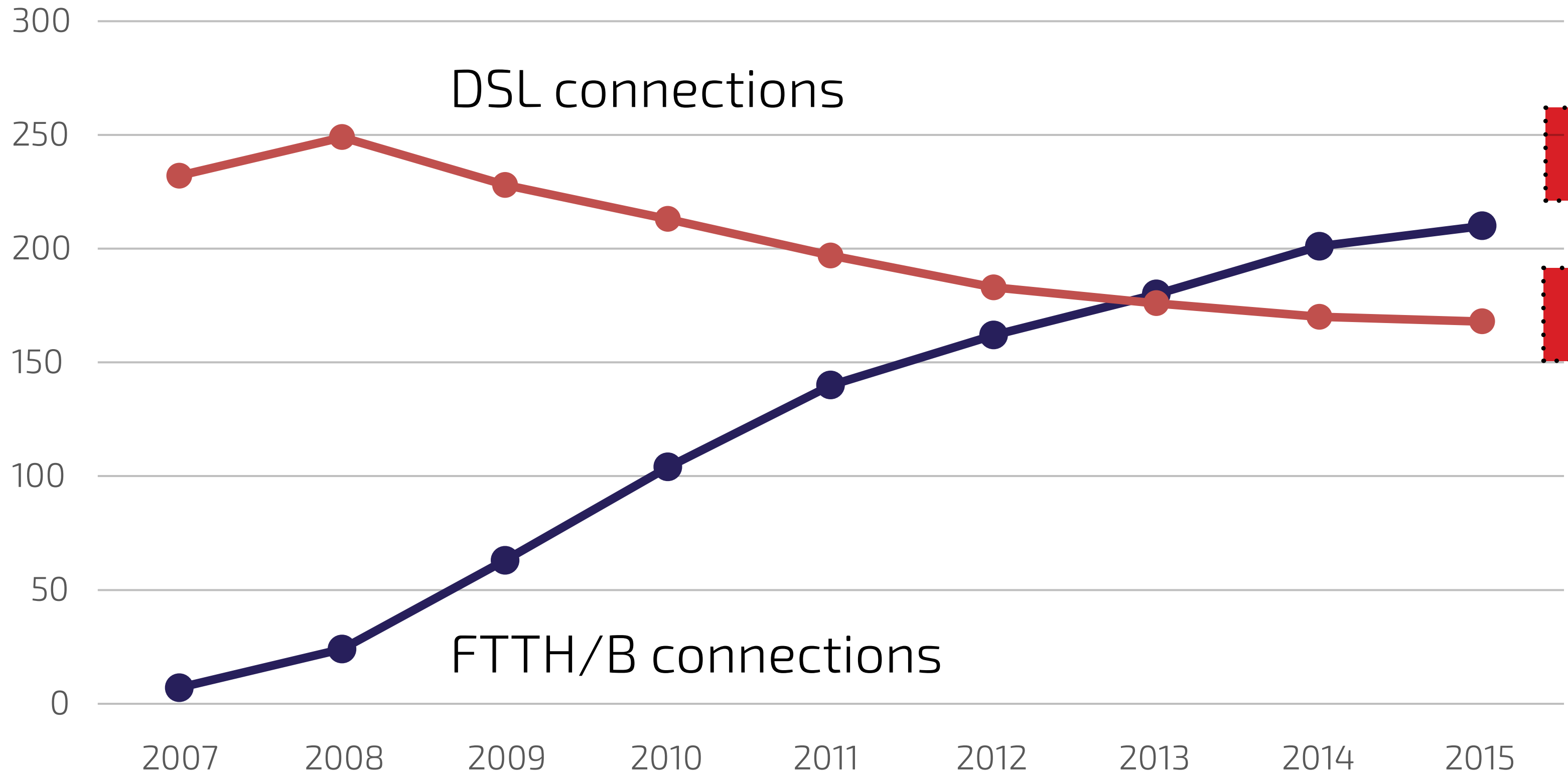
IPTV CUSTOMERS

+12.1%

FIBER-OPTIC INTERNET
CUSTOMERS

Fiber-optic substitutes copper

(in thousands of connections)



up to **600** Mbps speed

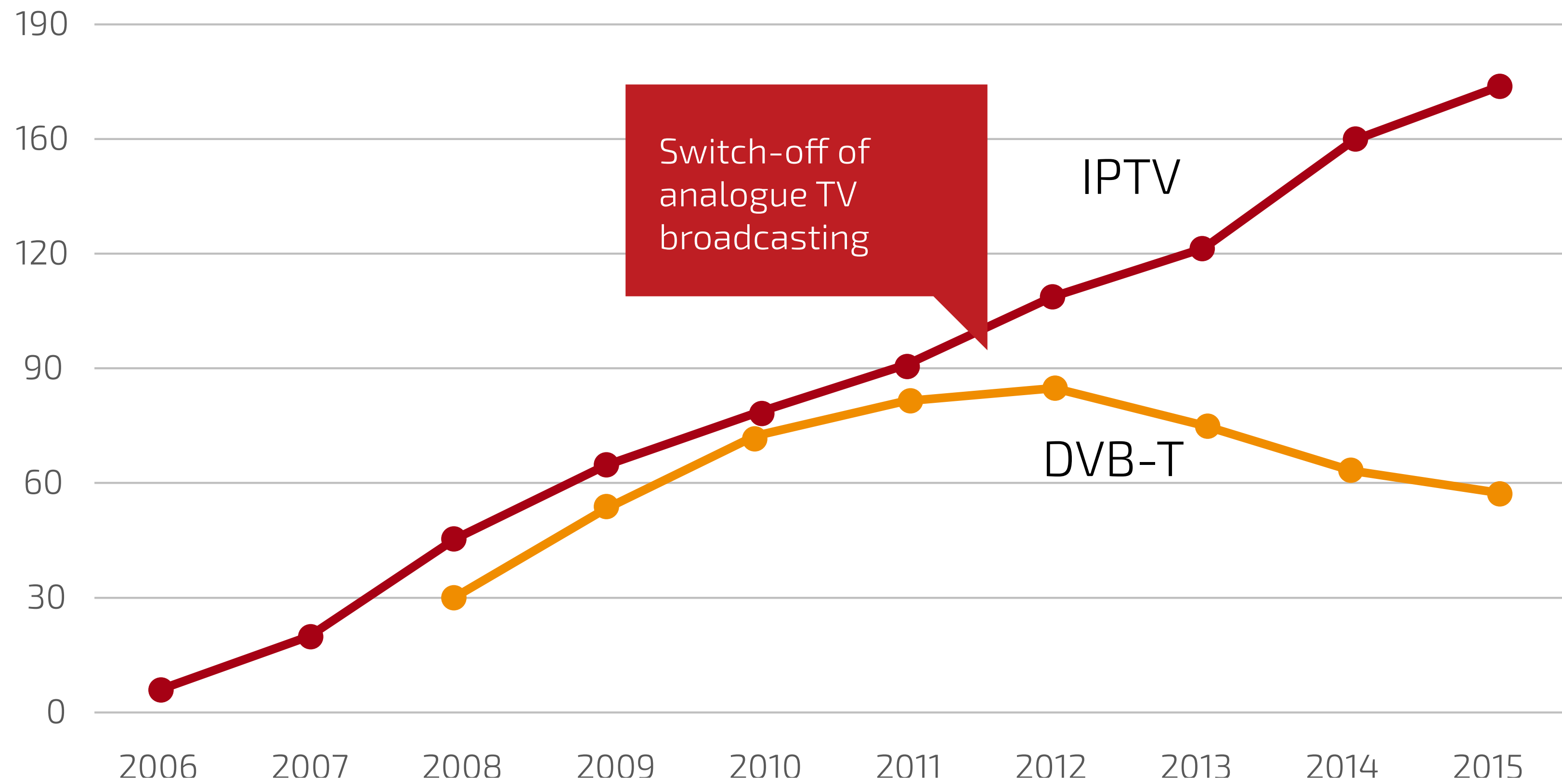
up to **12** Mbps speed

554 thousand
connections, in total:
210 thousand of FTTH/B
168 thousand of DSL
179 thousand of Wi-Fi

(as of 30-06-2015)

IPTV - flagship of service portfolio

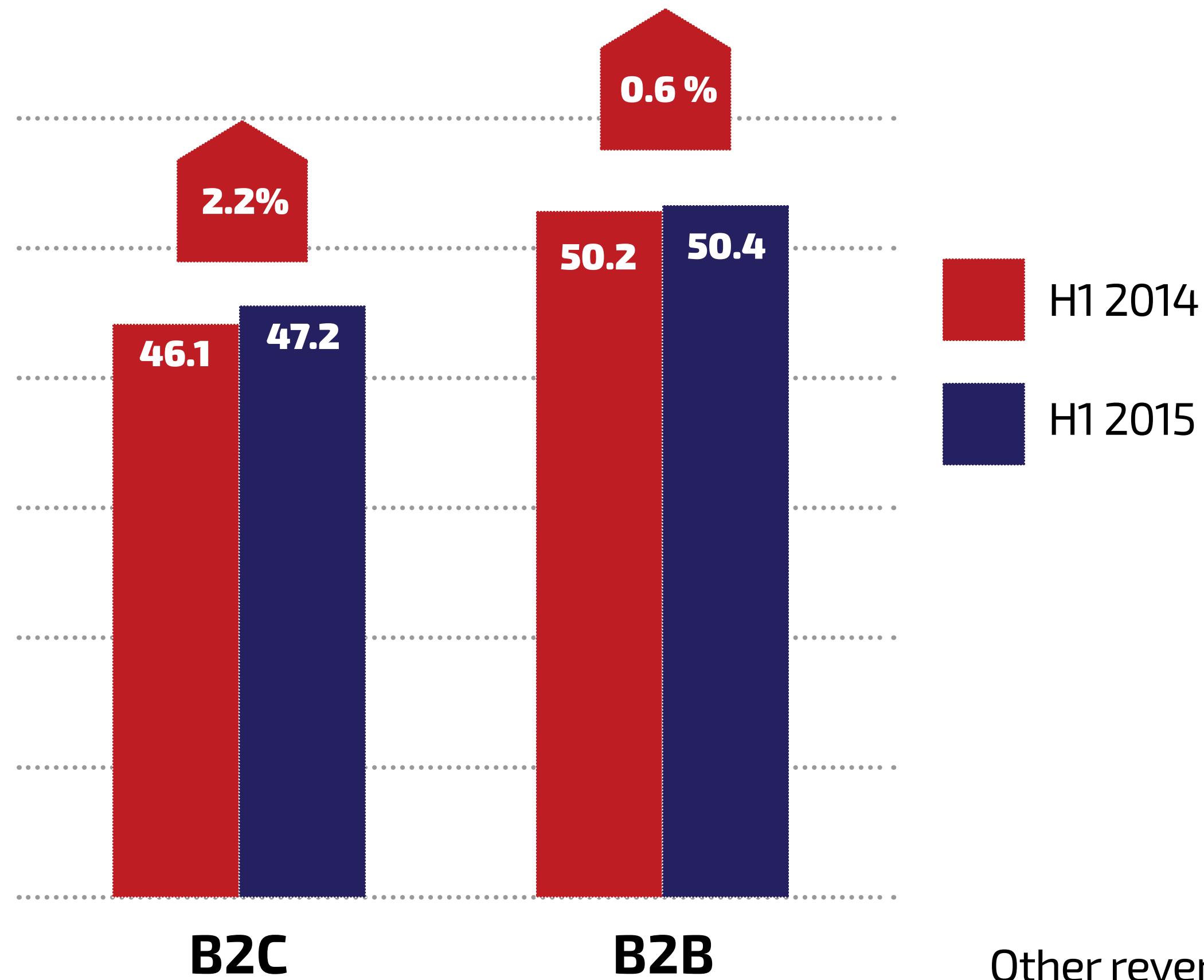
(in thousands of customers)



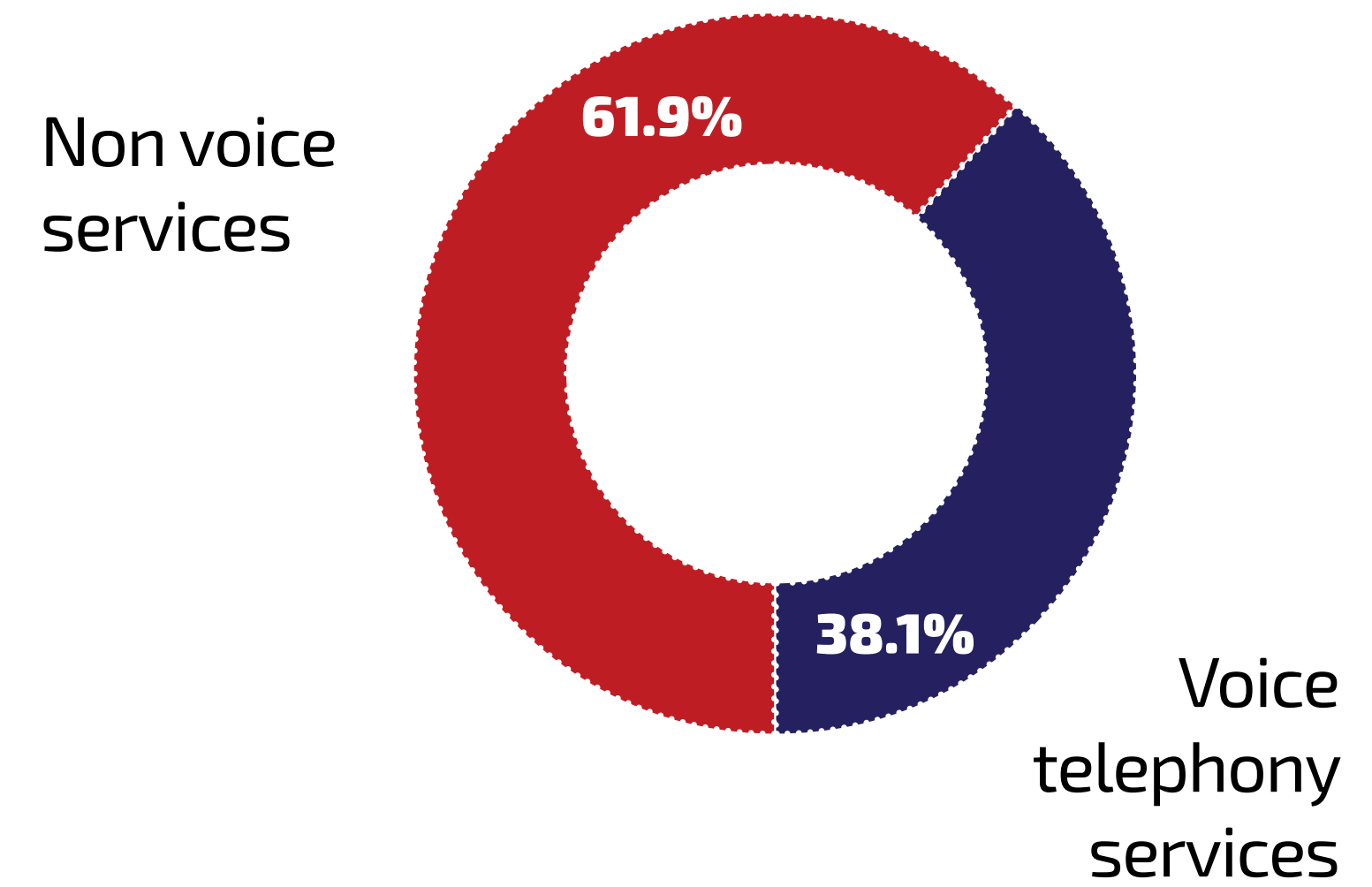
195 thousand
of TV service users,
in total:
144 thousand
of IPTV
51 thousand
of DVB-T

(as of 30-06-2015)

Revenue (EUR million)

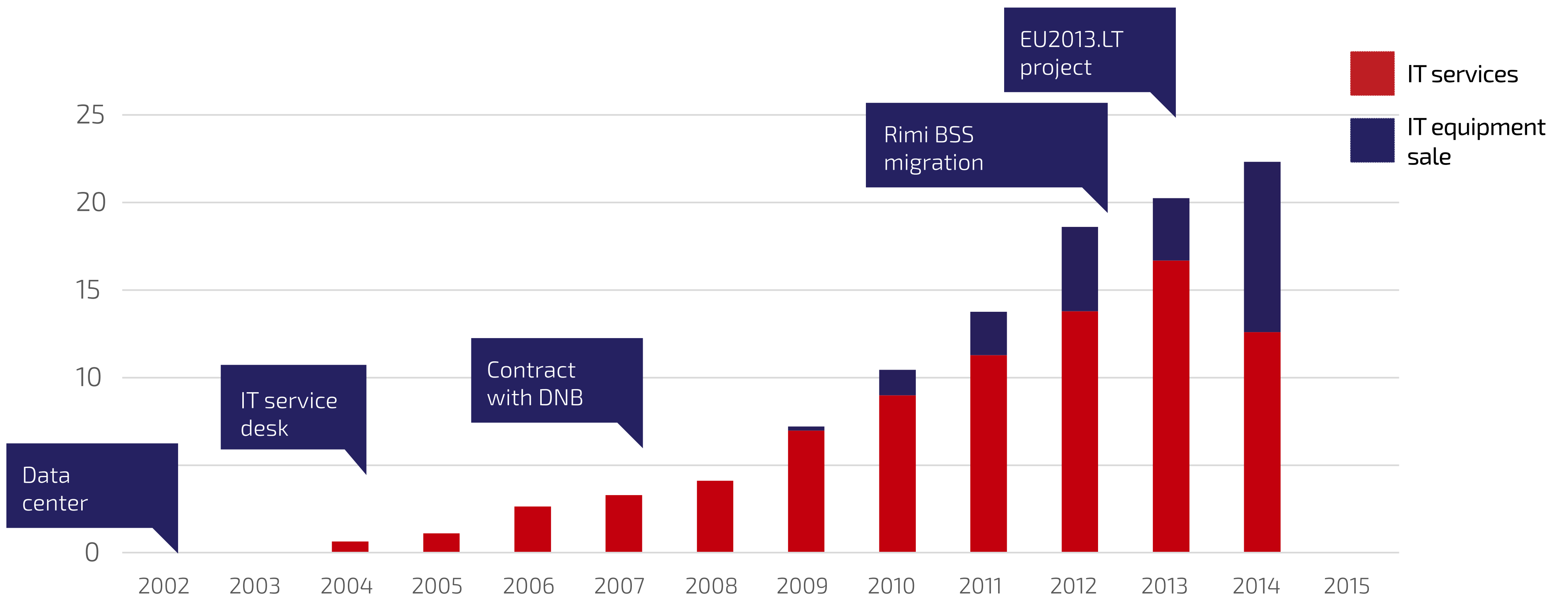


REVENUE BREAKDOWN



Other revenue from Contact Centre and similar eased by EUR 1.3 million

Direction - IT (revenue in EUR million)



ORACLE®

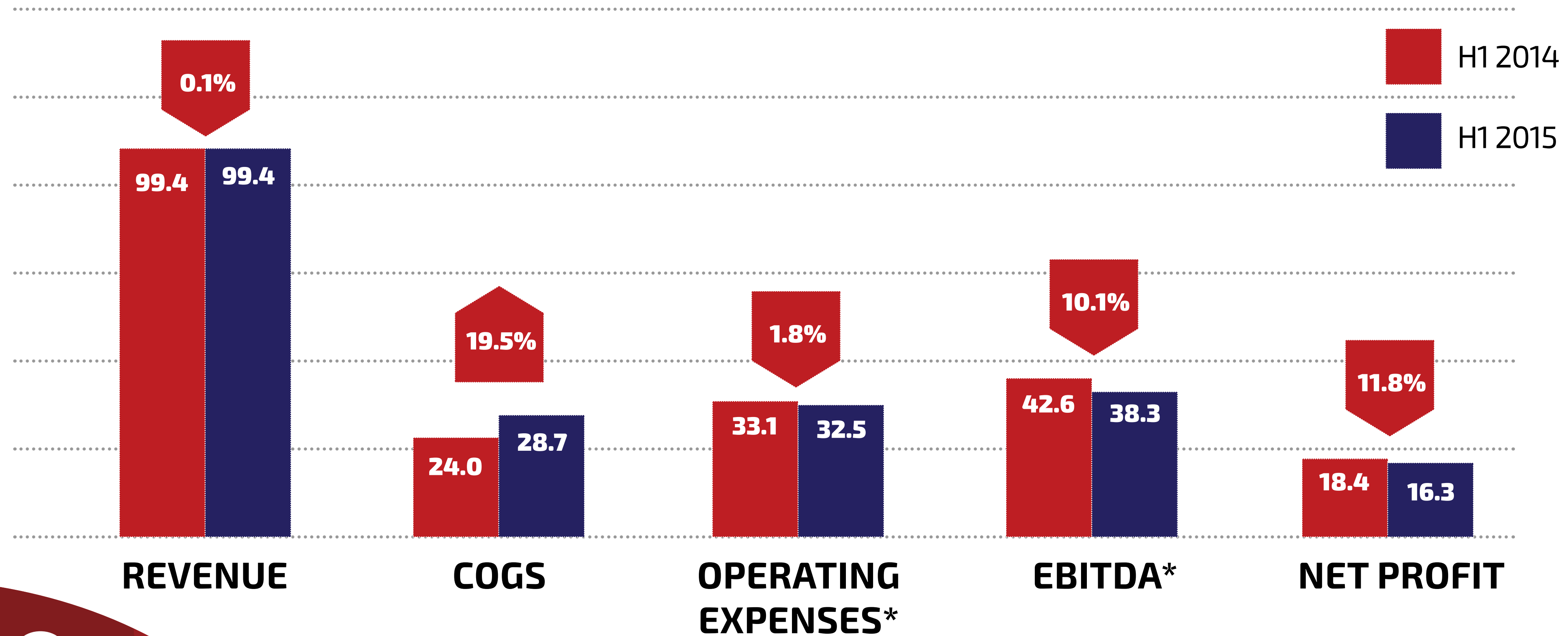
Microsoft®

SAP®

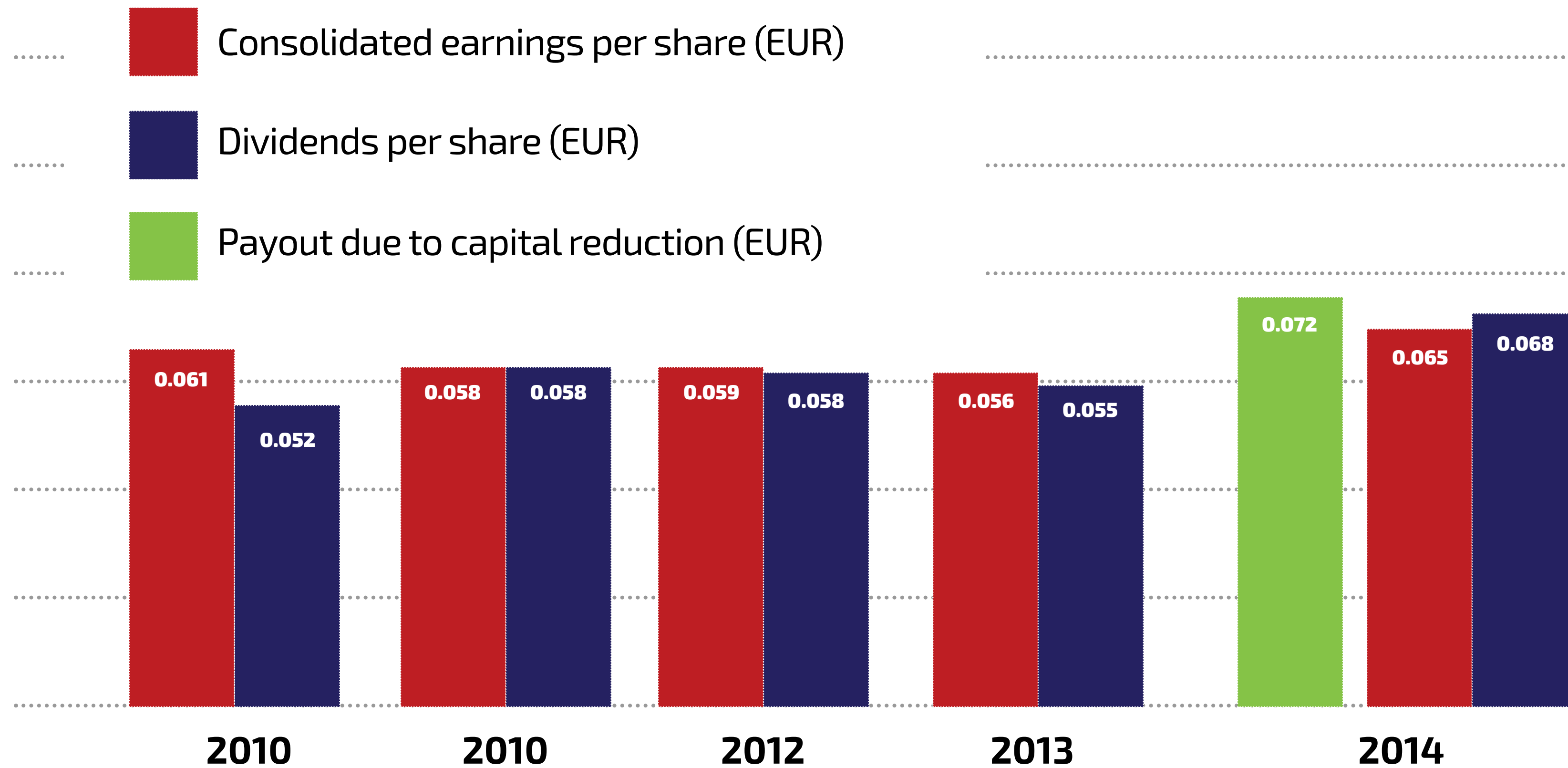


Main financial indicators

(EUR million)



Dividends



Earnings and dividends of 2010-2013 are allocated to 776,817,518 shares, of 2014 to 582,613,138 shares

Novelties



**SAP COMPETENCE
CENTRE**



**MICROSOFT OFFICE 365
FOR BUSINESS
CUSTOMERS**



**“DELFI TV” ON
“INTERNETO.TV”**



**ON 20 OCTOBER 2015 -
9 MONTHS RESULTS**

THANK YOU!