# Interim Report January – March 2013

t2 Russia Holding AB

corporate reg. no. 556469-7836

#### **INTERIM REPORT JANUARY-MARCH 2013**

The Board of Directors herewith presents the interim report for t2 Russia Holding AB, corporate reg. no. 556469-7836, and its subsidiaries for January 1 – March 31, 2013.

The figures presented in this report refer to Q1 2013. The figures shown in parentheses refer to the comparable periods in 2012.

t2 Russia Holding AB is the parent company of a number of wholly owned companies incorporated in the Russian federation. t2 Russia Holding AB and its subsidiaries are referred to as "t2 Russia" in this interim year report.

t2 Russia Holding AB is owned by Airport Alliance (Netherlands) B.V., (99.9 percent) and LLC «VTB Infrastructure Investments» (0.1percent). The ultimate parent company is JSC VTB Bank, which indirectly owns 100 percent of the company. Previously during the year, t2 Russia Holding AB was owned by t2 Russia Telecom BV, Netherlands (99.9 percent) and t2 Russia Two AB, Sweden (0.1 percent). The ultimate parent company is t2 AB ("t2"), which indirectly own ed 100 percent of the company.

#### t2 RUSSIA

t2 Russia offers mobile telephony services, mainly prepaid services to the residential market and also services to the corporate market.

t2 Russia has GSM licences in 43 regions covering approximately 62 million inhabitants. t2 Russia's strategy is to have a balanced approach to rolling out new regions, while maintaining a stable profitability in the more mature regions.

The overall operational development in the quarter was characterized by a balanced competitive environment in combination with a robust customer intake. t2 Russia continued to pursue market share during the quarter, especially in regions that have not yet reached critical mass. Going forward the company will maintain its ambition to stay competitive in the market and grow its customer base, leading to maintained level of marketing expenses, In the quarter, EBITDA amounted to SEK 1,186 (1,065) million, equivalent to a margin of 36 (35) percent.

The total customer base grew by 166,000 (304,000) customers in Q1 2013 divided into 9,000, 88,000 and 69,000 customers for the months of January, February and March respectively. During the last 12 months, t2 Russia's customer base has grown by 2.0 million new users, proving that there is a continued solid demand for t2 Russia's services despite competitors' introduction of 3G services. The total customer base amounted to 22.9 (20.9) million at the end of Q1 2013. The churn level of the total customer base was steady during the quarter, helped by a fairly stable market environment. t2 Russia will maintain its effort to be best in class in customer retention and continue to work with a commission structure to the retail channels in order to further enhance the quality of customer intake.

Despite an impact from customer base growth in newcomer and challenger regions with lower initial service usage, and generally high competitive pressure throughout t2 Russia's footprint, MoU for the total operations increased by 6 percent compared to the year-earlier period, amounting to 260 (246). ARPU was SEK 48 (49) or RUB 225 (218).

t2 Russia will keep looking for possibilities to carefully expand its operations through new licences as well as by complementary acquisitions.

#### **DIVIDEND**

On March 7, 2013 the Annual General Meeting (AGM) decided to pay a dividend of SEK 2,100,000,000 to the shareholders. On April 3, 2013 the extra ordinary general meeting decided to pay an extra dividend of SEK 365,116,680 to the shareholders.

#### FINANCIAL GUIDANCE

The following assumptions should be taken into account when estimating the operational performance of the Russian mobile operations in 2013:

- t2 Russia expects total revenue of between SEK 13,700 13,800 million.
- t2 Russia expects EBITDA of between SEK 4,800 4,900 million.

#### **OTHER ITEMS**

#### Risks and uncertainty factors

t2 Russia's operations are affected by a number of external factors. The risk factors considered to be most significant to t2 Russia's future development are operating risks such as the availability of frequencies and telecom licences, the political and economic environment in Russia, integration of new business models, destructive price competition, changes in regulatory legislation and financial risks such as currency risk, interest risk, liquidity risk and credit risk. In addition to the risks described in t2 Russia's annual report for 2012 (see Directors' report and Note 2 of the report for a detailed description of t2 Russia's risk exposure and risk management), no additional significant risks are estimated to have developed.

# Income statement

Operating profit, EBIT		909	837	3 678
		909	837	3 678
Other operating expenses		-1	-2	-12
Other operating income		6	5	14
Administrative expenses		-232	-228	-840
Selling expenses		-402	-401	-1 643
Gross profit		1 538	1 463	6 159
Cost of services sold		-1 723	-1 585	-6 825
Net sales		3 261	3 048	12 984
Not calco		2 261	2.049	12.004
SEK million	Note	Jan 1-Mar 31	Jan 1-Mar 31	Full year
		2013	2012	2012

## Comprehensive income

		2013	2012	2012
SEK million	Note	Jan 1-Mar 31	Jan 1-Mar 31	Full year
Net profit		623	545	2 027
Components that may be reclassified to net profit				
Exchange rate differences		-45	100	83
Exchange rate differences, tax effect		-7	34	-35
Total components that may be reclassified to net profit		-52	134	48
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD		571	679	2 075

## Change in equity

			Mar 31, 2013			Mar 31, 2012			Dec 31, 2012	
		Attributa	ble to		Attribu	table to		Attributa	able to	
SEK million	Note	equity holders of the parent company	Non- controlling interests		equity holders of the parent company	Non- controlling interests		equity holders of the parent company	Non- controlling interests	
Equity, January 1		2 149	-	2 149	2 369	-	2 369	2 369	-	2 369
Net profit for the period		623	-	623	545	-	545	2 027	-	2 027
Other comprehensive income for the period, net of tax		-52	-	-52	134	-	134	48	-	48
Total comprehensive income for the period		571	-	571	679	-	679	2 075	-	2 075
Other changes in equity										
Share-based payments	5	-10	-	-10	2	-	2	5	-	5
Shareholders' contribution	4	12	-	12	-	-	-		-	-
Dividends	4	-2 100	-	-2 100	-2 300	-	-2 300	-2 300	-	-2 300
EQUITY, END OF PERIOD		622	-	622	750	-	750	2 149	-	2 149

# Balance sheet

SEK million	Note	Mar 31, 2013	Mar 31, 2012	Dec 31, 2012
ASSETS				
NON-CURRENT ASSETS				
Goodwill		792	851	810
Other intangible assets		1 439	1 195	1 414
Intangible assets		2 231	2 046	2 224
Tangible assets		6 183	6 592	6 340
Other financial assets	6	5	5	5
Deferred tax assets		720	782	712
NON-CURRENT ASSETS		9 139	9 425	9 281
CURRENT ASSETS				
Inventories		23	44	19
Current receivables	6	688	731	714
Cash and cash equivalents	6	103	129	451
CURRENT ASSETS		814	904	1 184
ASSETS		9 953	10 329	10 465
EQUITY AND LIABILITIES				
EQUITY				
Attributable to equity holders of the parent company	4	622	750	2 149
EQUITY		622	750	2 149
LONG-TERM LIABILITIES				
Interest-bearing liabilities, t2 Group	6	1 692	2 715	114
Other interest-bearing liabilities	3, 6	4 136	4 651	5 718
Deferred tax liability		346	291	293
LONG-TERM LIABILITIES		6 174	7 657	6 125
SHORT-TERM LIABILITIES				
Other interest-bearing liabilities	3, 6	1 474	4	100
Non-interest-bearing liabilities, t2 Group	6	15	134	138
Other non-interest-bearing liabilities	6	1 668	1 784	1 953
SHORT-TERM LIABILITIES		3 157	1 922	2 191
EQUITY AND LIABILITIES		9 953	10 329	10 465

# Cash flow statement

		2013	2012	2012	2013	2012	2012	2012	2012	2011
SEK million	Note	Jan 1-Mar 31	Jan 1-Mar 31	Full year	Q1	Q4	Q3	Q2	Q1	Q4
OPERATING ACTIVITIES										
Operating profit		909	837	3 678	909	948	976	917	837	948
Adjustments for non-cash items in operating profit		274	230	1 046	274	279	255	282	230	244
Financial items paid		-74	-83	-601	-74	-234	-113	-171	-83	-19 <sup>-</sup>
Taxes paid	2	-177	-168	-879	-177	-454	-163	-94	-168	-148
Cash flow from operations before changes in working capital		932	816	3 244	932	539	955	934	816	853
Changes in working capital		-235	-30	257	-235	210	17	60	-30	97
CASH FLOW FROM OPERATING ACTIVITIES		697	786	3 501	697	749	972	994	786	950
INVESTING ACTIVITIES										
Capital expenditure in intangible and										
tangible assets, CAPEX		-316	-243	-1 326	-316	-175	-407	-501	-243	-519
CASH FLOW AFTER INVESTING ACTIVITIES		381	543	2 175	381	574	565	493	543	431
FINANCING ACTIVITIES										
Change in net borrowings from t2 Group		1 477	28	-2 561	1 477	-304	-430	-1 855	28	-300
Change in net lending to t2 Group		-	-	-	-	-	-	-	-	-22
Other change of loans		-1	1 563	2 810	-1	-21	-63	1 331	1 563	-40
Dividends	4	-2 100	-2 300	-2 300	-2 100	-	-	-	-2 300	
Other financing activities	8	-93	-	-	-93	-	-	-	-	
Cash flow from financing activities		-717	-709	-2 051	-717	-325	-493	-524	-709	-362
NET CHANGE IN CASH AND CASH EQUIVALENTS		-336	-166	124	-336	249	72	-31	-166	69
Cash and cash equivalents at beginning of period		451	271	271	451	184	121	129	271	192
Exchange rate differences in cash and cash equivalents		-12	24	56	-12	18	-9	23	24	10
CASH AND CASH EQUIVALENTS AT END OF THE PER	RIOD	103	129	451	103	451	184	121	129	271

## Number of customers

		Numb	er of									
		custo	mers	Net intake								
		2013	2012	2013	2012	2012	2013	2012	2012	2012	2012	2011
by thousands	Note	Mar 31	Mar 31	Jan 1- Mar 31	Jan 1- Mar 31	Full year	Q1	Q4	Q3	Q2	Q1	Q4
Mobile	7	22 882	20 940	166	304	2 080	166	373	710	693	304	250
TOTAL		22 882	20 940	166	304	2 080	166	373	710	693	304	250

## Net sales

SEK million	2013 Jan 1- Mar 31	2012 Jan 1- Mar 31	2012 Full year	2013 Q1	2012 Q4	2012 Q3	2012 Q2	2012 Q1	2011 Q4
Net sales	3 261	3 048	12 984	3 261	3 402	3 257	3 277	3 048	2 988
External net sales	3 261	3 048	12 984	3 261	3 402	3 257	3 277	3 048	2 988

## **EBITDA** and **EBIT**

Depreciation/amortization and other impairment	-277	-228	-1 042	-277	-280	-255	-279	-228	-241
EBITDA	1 186	1 065	4 720	1 186	1 228	1 231	1 196	1 065	1 189
SEK million	Jan 1- Mar 31	Jan 1- Mar 31	Full year	Q1	Q4	Q3	Q2	Q1	Q4
	2013	2012	2012	2013	2012	2012	2012	2012	2011

## Key ratios

	2013 Jan 1-	2012 Jan 1-	2012	2011	2010	2009
SEK million	Mar 31	Mar 31				
Net sales	3 261	3 048	12 984	11 463	10 142	7 540
Number of customers (by thousands)	22 882	20 940	22 716	20 636	18 438	14 451
EBITDA	1 186	1 065	4 720	4 452	3 560	2 463
EBIT	909	837	3 678	3 553	2 765	1 827
EBT	775	683	2 990	3 004	2 320	751
Net profit	623	545	2 027	2 179	1 884	512
EBITDA margin, %	36,4	34,9	36,4	38,8	35,1	32,7
EBIT margin, %	27,9	27,5	28,3	31,0	27,3	24,2
Cash flow from operating activities	697	786	3 501	3 229	2 927	1 499
Paid CAPEX	316	243	1 326	1 672	1 556	2 109
Cash flow after CAPEX	381	543	2 175	1 557	1 371	-610
Equity	622	750	2 149	2 369	-5 739	-6 901
Total assets	9 953	10 329	10 465	9 911	10 445	9 369
Net debt	7 199	7 241	5 481	5 258	12 934	13 809

# Parent company

#### INCOME STATEMENT

NET PROFIT/LOSS	-13	-154	3 792
Tax on profit/loss	3	55	14
Profit/loss after financial items, EBT	-16	-209	3 77
Net interest expenses and other financial items	-16	-209	-38
Dividend from group companies	-	-	4 167
Operating loss, EBIT	-	-	-2
Administrative expenses	-	-	-2
SEK million	Jan 1-Mar 31	Jan 1-Mar 31	Full yea
	2013	2012	201

#### **BALANCE SHEET**

SEK million	Note	Mar 31, 2013	Dec 31, 2012
ASSETS			
NON-CURRENT ASSETS			
Shares in group companies		13 585	13 572
Receivables, t2 Group		-	3 971
Deferred tax assets		455	452
Other financial assets		5	5
NON-CURRENT ASSETS		14 045	18 000
CURRENT ASSETS			
Current receivables		4	7
Current receivables t2 Russia Group		5	11
CURRENT ASSETS		9	18
ASSETS		14 054	18 018
EQUITY AND LIABILITIES			
EQUITY			
Unrestricted equity	4	10 486	12 587
EQUITY		10 486	12 587
LONG-TERM LIABILITIES			
Interest-bearing liabilities, t2 Russia Group		3 561	5 322
LONG-TERM LIABILITIES		3 561	5 322
SHORT-TERM LIABILITIES			
Interest-bearing liabilities, t2 Group		7	14
Other interest-bearing liabilities		-	95
SHORT-TERM LIABILITIES		7	109
EQUITY AND LIABILITIES		14 054	18 018

#### **NOTES**

#### **ACCOUNTING PRINCIPLES AND DEFINITIONS**

The interim year report for the Group was prepared in accordance with IAS 34 and the Swedish Annual Accounts Act, and the interim year report for the parent company was prepared in accordance with the Swedish Annual Accounts Act and the Swedish Financial Reporting Board recommendation RFR 2 Reporting for legal entities and its statements.

#### New and amended IFRS standards and IFRIC interpretations

The new and amended IFRS standards and IFRIC interpretations (IFRS 13, IAS 19 and Annual Improvements), which became effective January 1, 2013, have had no material effect on the consolidated financial statements.

In all other respects, t2 Russia has presented its interim year report in accordance with the accounting principles and calculation methods used in the 2012 Annual Report. The description of these principles and definitions is found in the Annual Report 2012.

#### NOTE 1 OTHER FINANCIAL ITEMS

	2013	2012	2012
	Jan 1-	Jan 1-	full
SEK million	Mar 31	Mar 31	year
Exchange rate differences, external	2	4	6
Exchange rate differences, t2 Group	66	-92	-34
Exchange rate differences, t2 Russia Group	-71	97	39
Other financial expenses	-3	-1	-11
Total other financial items	-6	8	-

#### NOTE 2 TAXES

In Q4 2012, t2 Russia paid withholding tax for dividend of SEK -223 million.

#### NOTE 3 CONTINGENT LIABILITIES

The parent company t2 Russia Holding AB and the group company t2 Financial Services AB have provided irrevocable undertakings for the group company OJSC Saint-Petersburg Telecom's obligations related to the bonds issued during 2011 and 2012.

#### NOTE 4 TRANSACTIONS WITH RELATED PARTIES

In Q1 2013, the parent company t2 Russia Holding AB paid a dividend of SEK 2,100 (2,300) million to the t2 Group. On April 3, 2013 the parent company t2 Russia Holding AB paid an extra dividend of 365 million to the t2 Group.

In Q1 2013, the parent company t2 Russia Holding AB received a shareholders' contribution of SEK 12 million from the t2 Group related to the incentive program costs.

In Q4 2012, t2 Financial Services AB made a group contribution of SEK 98 (104) million to the t2 Group.

t2 Sweden has provided management and technical services to the t2 Russia Group. t2 AB has issued long-term incentive programmes to a number of employees in the t2 Russia Group, for additional information please refer to Note 5. For additional information regarding transactions with related parties please refer to Note 32 of the Annual Report 2012.

Apart from above stated transactions with companies within the t2 Group, no other significant related party transactions have been carried out during 2013.

#### NOTE 5 INCENTIVE PROGRAMS (LTI)

The parent company of the t2 Group, t2 AB (publ), has issued long-term incentive programmes (LTI) to a number of employees in the t2 Russia Group. Additional information related to LTI programs are presented in Note 29 of the Annual Report 2012. As a result of changed ownership of the t2 Russia Group the LTI programme will be presettled.

#### LTI 2012

	2013	Cumulative
Number of share rights	Jan 1–Mar 31	from start
Allocated June 15, 2012		197,810
Outstanding as of January 1, 2013	167,560	
Forfeited	-3,000	-33,250
Total outstanding share rights	164,560	164,560

#### LTI 2011

	2013	Cumulative
Number of share rights	Jan 1–Mar 31	from start
Allocated June 17, 2011		201,320
Outstanding as of January 1, 2013	161,493	
Allocated, compensation for dividend	-	14,411
Forfeited	-4,858	-59,096
Total outstanding share rights	156,635	156,635

#### LTI 2010

	2013	Cumulative
Number of share rights	Jan 1–Mar 31	from start
Allocated June 9, 2010		106,400
Outstanding as of January 1, 2013	75,381	
Allocated, compensation for dividend	-	23,126
Forfeited	-	-54,142
<b>Total outstanding share rights</b>	75,384	75,384

The exercise of the share rights in LTI 2010 was conditional upon the fulfilment of certain retention and performance based conditions for the t2 Group, measured from April 1, 2010 until March 31, 2013. The outcome of these decided performance conditions was in accordance with below and the outstanding shares will be exchanged for shares in t2 during Q2 2013:

		Minimum	Stretch	Perfor-	Allotment
	Retention and performance	hurdle	target	mance	
	based conditions	(20%)	(100%)	outcome	
Series A	Total Shareholder Return t2		≥ 0%	29.4%	100%
	(TSR)				
Series B	Average normalised Return on	15%	18%	21.3%	100%
	Capital Employed (ROCE)				
Series C	Total Shareholder Return t2	> 0%	$\geq 10\%$	19.4%	100%
	(TSR) compared to a peer group				

#### NOTE 6 FINANCIAL ASSETS AND LIABILITIES

t2 Russia's financial assets consist mainly of receivables from end customers and resellers and cash and cash equivalents. t2 Russia's financial liabilities consist mainly of bonds issued on the Russian market and loans from t2 Group, to finance the operations and the t2 Russia Group's acquisition of the Russian entities, as well as accounts payables. In Q1 2013, compared to year-end 2012, no transfers were made between the different levels in the fair value hierarchy and no significant changes were made to valuation techniques, inputs used or assumptions.

The carrying amount of financial assets measured at fair value through profit/loss amount to SEK 5 (5) million. The carrying amount of financial assets in the category loan and accounts receivables amount to SEK 469 (909) million, and financial liabilities measured at amortized cost amount to SEK 8,089 (6,802) million. t2 Russia does not have any financial instruments reported in other categories.

The fair value of other financial assets, not carried to fair value, do not deviate significantly from their carrying amount. The fair value of financial liabilities amount to SEK 7,867 (6,529) million.

Since accounts receivables, accounts payables and other short-term liabilities are short-term, discounting of cash flows does not cause any material differences in their carrying amount.

#### NOTE 7 NUMBER OF CUSTOMERS

In Q4 2011, number of customers in Russia decreased by 96 000 customers, as a one-time adjustment, due to changes in IT systems.

#### NOTE 8 PURCHASE OF MINORITY

In July 2009 and January 2010, t2 Russia acquired the remaining 25.5 and 12.5 percent respectively of the shares in the subsidiaries t2 Izhevsk and t2 Rostov in Russia. The final purchase price of SEK 3 and 90 million respectively were paid in Q1 2013.

Moscow, April 18, 2013

Yuri Soloviev Chairman Evgenia Sudets

#### REVIEW REPORT

This interim report has not been subject to specific review by the company's auditors.