Forward-looking statements

Statements made in this document relating to future status or circumstances, including future performance and other trend projections are forward-looking statements. By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. There can be no assurance that actual results will not differ materially from those expressed or implied by these forward-looking statements due to many factors, many of which are outside the control of TeliaSonera.
Highlights – Third Quarter

• Net sales +8.5%
• Operating income excl. non-recurring items +4.5%, to SEK 6,162 million
  - Swedish margins maintained in competitive market
  - Strong sales and earnings growth in Norway, Denmark and the Baltic operations
  - Very strong sales and earnings growth in Eurasia, Russia and Turkey
• EBITDA margin decreased to 37% (40%) due to the fall in earnings in Finland
• Proposed extraordinary dividend of approx. SEK 10 billion
Strong third quarter results

Net sales

SEK million

<table>
<thead>
<tr>
<th>Jul-Sep 2004</th>
<th>Sweden</th>
<th>Finland</th>
<th>All other operations</th>
<th>Jul-Sep 2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>20,496</td>
<td>-491</td>
<td>-475</td>
<td>+2,699</td>
<td>22,229</td>
</tr>
</tbody>
</table>

+8.5%

Operating income

Excl. non-recurring items

SEK million

<table>
<thead>
<tr>
<th>Jul-Sep 2004</th>
<th>Sweden</th>
<th>Finland</th>
<th>All other operations</th>
<th>Jul-Sep 2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>5,898</td>
<td>-167</td>
<td>-775</td>
<td>+1,206</td>
<td>6,162</td>
</tr>
</tbody>
</table>

+4.5%
Nordic and Baltic home markets
Performance
July-September, 2005

- Strong mobile volume growth and efficiency measures sustained margin in Sweden
- Strong mobile customer growth in Finland
- Increasing share of postpaid customers drives volume growth in Norway
- Improved performance in all Danish operations
- Strong mobile and broadband growth in the Baltics

Customer growth Q3, 2005 y-o-y

<table>
<thead>
<tr>
<th>Country</th>
<th>Mobile cust.</th>
<th>Fixed cust.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sweden</td>
<td>+5%</td>
<td>+10%</td>
</tr>
<tr>
<td>Finland</td>
<td>+9%</td>
<td>+2%</td>
</tr>
<tr>
<td>Norway</td>
<td>+2%</td>
<td>+2%</td>
</tr>
<tr>
<td>Denmark</td>
<td>+142%¹</td>
<td>+2%</td>
</tr>
<tr>
<td>Estonia</td>
<td>+17%</td>
<td>+2%</td>
</tr>
<tr>
<td>Lithuania</td>
<td>+38%</td>
<td>+2%</td>
</tr>
<tr>
<td>Latvia</td>
<td>+16%</td>
<td>+2%</td>
</tr>
</tbody>
</table>

¹) Orange Denmark consolidated as of October 11, 2004
Continued strong sales and earnings growth in International Mobile

**Eurasia – High growth and margins**
- +2 million customers Q3, 2005 y-o-y, total 5.5 million
- EBITDA margin excl. non-recurring items 56.4%
- Penetration 26% (16)

**Strong development in Turkcell\(^1\)**
- +5.3 million customers in Q2, 2005 y-o-y, total 26.2 million (incl. Ukraine)
- Contribution to TeliaSonera Q3, 2005 Operating income SEK 672 million (125)

**Russia – MegaFon increased market share**
- +9.5 million customers in Q3, 2005 y-o-y, total 21 million
- Increased revenue market share
- Contribution to TeliaSonera Q3, 2005 Operating income SEK 390 million (271)

1) Reported with a one quarter lag. 2) Q2 2004 including legal provisions
## Key financials – Income Statement and Cash Flow

<table>
<thead>
<tr>
<th>SEK million</th>
<th>Jul - Sep 2005</th>
<th>Jul – Sep 2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>22,229</td>
<td>20,496</td>
</tr>
<tr>
<td>EBITDA excl. non-recurring items</td>
<td>8,224</td>
<td>8,212</td>
</tr>
<tr>
<td>Margin (%)</td>
<td>37.0</td>
<td>40.1</td>
</tr>
<tr>
<td>Operating income excl. non-recurring items</td>
<td>6,162</td>
<td>5,898</td>
</tr>
<tr>
<td>Margin (%)</td>
<td>27.7</td>
<td>28.8</td>
</tr>
<tr>
<td>Net income</td>
<td>4,367</td>
<td>4,739</td>
</tr>
<tr>
<td>Earnings per share(^1) (SEK)</td>
<td>0.84</td>
<td>0.92</td>
</tr>
<tr>
<td>CAPEX</td>
<td>2,530</td>
<td>2,599</td>
</tr>
<tr>
<td>In relation to net sales (%)</td>
<td>11.4</td>
<td>12.7</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>4,088</td>
<td>5,068</td>
</tr>
<tr>
<td>Free cash flow per share (SEK)</td>
<td>0.91</td>
<td>1.08</td>
</tr>
<tr>
<td>Free cash flow(^2)/market capitalization (%)</td>
<td>9.9</td>
<td>12.2</td>
</tr>
</tbody>
</table>

1) EPS is calculated on reported net income less minority interest divided with number of shares.
2) Annualized
Operating income

SEK million

- Net sales SEK -475 million
- Increased marketing and other volume-related expenses

- Net sales SEK -491 million

- Very good sales and earnings growth in International Mobile operations
- Strong improvement in Lietuvos Telekomas and consolidation of Eesti Telekom

- Mainly restructuring costs in Sweden

Operating income excl. non-recurring
Q3 2005

Sweden 5,898
Finland -775
Norway +78
Denmark +73
Baltic countries +103
Eurasia +258
Russia & Turkey +666
Other +28

Operating income excl. non-recurring
Q3 2005

Operating income Q3 2005

6,162
5,642

Non-recurring Q3 2005 -520
Strong financial position and cash flow generation

- Distribution of approximately SEK 10 billion as an extraordinary dividend to be proposed to the AGM in April 2006
Outlook

Sales
- Strong mobile volume growth expected to continue but price pressure will limit sales growth in home markets
- Sweden, decline in sales of traditional fixed services will partly be compensated by sales of other services
- In Eurasia, strong sales growth is expected to continue

Margins
- Group EBITDA margin excl. non-recurring items is expected to be approx. 34% for the full year 2005

Restructuring programs
- New focused service portfolio
- Reduction of annual costs by SEK 5-6 billion in the latter part of the three year transition period
- Restructuring total non-recurring costs are estimated at approx. SEK 5 billion – Restructuring costs for Q4 2005 expected to be at the same level as for Q3 2005

CAPEX
- Due to increased number of customers, CAPEX to sales for 2005 is expected to be somewhat higher than for 2004
Profitable growth in a brand new world
TeliaSonera’s migration to Mobile and IP

- Fixed: -10% TeliaSonera Group
- Mobile: +23% TeliaSonera Group
- Internet: +33%
  - Broadband: +60%

*) Change in Net sales Jan-Sep, 2003 - Jan-Sep 2005
Half of sales from mobile

Sales per product area
Jan-Sep, 2003

Sales per product area
Jan-Sep, 2005

SEK 60,718 million

SEK 64,785 million

1) Excluding non-recurring items and other operations, corporate and eliminations
International Mobile increases in importance

**Net sales**
Market split – Jan-Sep, 2003

- Sweden
- Finland
- Norway, Denmark, Baltic
- Int. Mobile
- Other operations

SEK 60,718 million

Operating income
Market split¹ – Jan-Sep, 2003

SEK 14,632 million

¹) Excluding non-recurring items and other operations, corporate and eliminations

**Net sales**
Market split – Jan-Sep, 2005

SEK 64,785 million

Operating income
Market split¹ – Jan-Sep, 2005

SEK 15,217 million
Strategy for profitable growth

Home markets
- Create growth
- Keep profitability

International Mobile
- Exploit growth
- Enhance value

Profitable Growth
Create growth

- Leading the migration – Focused Service Portfolio
- Market share vs. customer value
- Genuine service and simplicity in products and offerings
- Customer loyalty
- Competitive pricing and packaging
Strong customer growth, year on year

**Nordic and Baltic**
- 22.6 million
- +4%

**Eurasia, Russia\(^1\) and Turkey\(^1\)**
- 52.7 million
- +46%

+0.9 million

+2 million in Eurasia
+14.8 million in MegaFon and Turkcell

1) Associated companies
New service initiatives

Easy-to-use services

➤ Increase in mobile data traffic and customer growth

• Roll out in Home markets
  - SurfPort
  - Mobile TV
  - Connect and Connect Pro
• Mobile over broadband – tested in DK

Always Best Connected
New service initiatives

Attractive Broadband offerings

⇒ Strong market position

• High quality connection and capacity
• Firewalls and virus protection as standard (Sweden)
• Bundling and Flat rate
New service initiatives

Outsourcing, IP-VPN and managed services

Increased demand

• TeliaSonera DataNet
  - Nordic IP-VPN solution based on MPLS
  - Global reach through partners
• WM-data, Fortum, City of Malmö and other municipalities
Competitive Cost Levels

**Sweden**
- 1,325 of about 3,000 employees in transition
- Measures implemented by end of Q3 estimated to reduce annual costs by SEK 1.2 billion as of 2006

**Finland**
- Turn-around program under review by new President TeliaSonera Finland

**Denmark**
- Telia Mobile and Telia Networks operations will be merged
- Approx.110 full-time positions affected
- Annual cost savings approx. SEK 110 million as of 2006
  - Implementation cost about SEK 100 million

**Norway**
- Efficiency program launched
- 60-80 employees affected
- Annual cost savings approx. NOK 50 million as of 2006
  - Implementation cost NOK 30-40 million
Competitive Cost Levels

- Further exploit scale advantages by building ONE GROUP
  - Common production
  - Common technology
  - Focused Service Portfolio = Common Service Portfolio

Completely different cost levels
International mobile - exploit growth and enhance value

- Transparency
- Good corporate governance
- IPO in Russia
- Active board work
- Home market/eastern markets cooperation
  - Explore opportunities in procurement and roaming
  - Operational involvement and partnership
  - Sharing of knowledge, services and technology

TURKCELL
Dual opportunities

Home markets

- Mature markets?
- 100% mobile penetration

Create growth – Keep profitability

International Mobile

- Strong growth markets
- Sales ▲
- Earnings ▲
- Customers ▲

Exploit growth – Enhance value

Based on strengths in the regions, complementary acquisitions can be considered
Focused Service Portfolio
Terje Christoffersen
Group Vice President - Marketing, Products and Services
Why *Focused* Service Portfolio?

- **Market Development**
  - Fixed to mobile and Internet
  - New market players
  - Increasing competition

- **Focus gives us the possibility for growth**

- **Focus reduces complexity and cost**

Growth

Costs
What is so revolutionary about this?

• This is not a Technological revolution
• This is a Business Focus revolution!

- Better satisfaction of customer needs via combinations
- Enabling stronger Market Focus and Effectiveness in all processes
- Focused and efficient Product Development
- Achieving a high growth rate with lower costs
Focused Service Portfolio
Focus on customer needs and market growth

- Mobile voice and data
- Wireless office
- Broadband (ADSL, Cable, Ethernet)
- IP-VPN
- Contact center solutions
- Mobile high speed data – Connect
- Telephone conferencing
- Managed Services
- Managed IP-PABX

- Mobile over broadband
- Mobile enabling services
- VOIP
- IP-TV
- Retailnet
- Combination solutions (e.g. Modular Office)
- Advanced integrated IP-services
- Internet security services

- Plain Old Telephony Systems
- Leased lines
- Large PABX
- Internet dial-up
- Value added services (e.g. number presentation)

- ISDN
- NMT
- Traditional datacom
- Early mobile data services
- Various PABX and Centrex services
- Legacy call centers
- Several other services
Focused Service Portfolio - Strategy

GENUINE SERVICE
SIMPLICITY

Always Best Connected
Rich Communications Services
Information & Entertainment Management

SERVICES - That work
SERVICES - That are useful

Excellent Communications Experience
System value - “The Modular Office”

- Broadband
- WLAN Security
- The wireless office
- "Help"
- "Guidance"
- Connection
- e-mail at host system
New service initiatives

Fixed services
- Nordic voice services
- Nordic conference services
- Call center solutions

Mobile services
- Mobile portal - SurfPort
- Mobile enablers
- Nordic voice services
- Nordic conference services
- High speed mobile data - Connect Pro
- Homerun
- Push e-mail

Internet (IP) services
- Broadband enablers
- VoIP for PC
- Data Net Nordic
- Connect Pro

Combinations
- Managed Services framework

Always Best Connected
What is so revolutionary about this?

• This is not a Technological revolution

• This is a Business Focus revolution!
  - Smarter satisfaction of customer needs via combinations
  - Enabling stronger Market Focus and Effectiveness in all processes
  - Focused and efficient Product Development
  - Achieving a high growth rate with lower costs
Excellent communication experience
Marie Ehrling
President TeliaSonera Sweden

TeliaSonera
TeliaSonera Sweden – July-September, 2005

Margin maintained in a competitive market

• Continued Mobile volume growth has almost offset the effect of lower prices
• Efficiency measures contribute to sustained margins
  - Measures decided on by end of Q3 estimated to reduce annual cost-run-rate by SEK 1.2 billion

EBITDA
SEK 4,114 million
Margin 43%

Mobile
SEK 1,455 million
Margin: 46.5%

Fixed
SEK 2,659 million
Margin: 41.2%

• Mobile customers +5% y-o-y
• Broadband customers +34% y-o-y
Market transformation and increased competition

**Trends - Sweden**

**Market**
- High penetration of fixed and mobile
- Broadband growth
- Bundled and flat-rate offerings
- Managed Solutions & Outsourcing

**Technology migration**
- Fixed to mobile
- Traditional platforms to common IP

**Effects - Sweden**
- IP means new competitors
- Consolidation
- New constellations
- Price erosion in all areas
- Declining total market value
Increasing demand for Broadband

**Broadband Market**

- Escalating broadband competition
- Triple Play
- Market value increasing

**Swedish Broadband Penetration**

- ADSL coverage extended to 92% of Swedish households
- Increased focus on high speed access build out – LAN & Fibre
- Broadband content:
  - IPTV
  - Video-on-Demand
  - VoIP
- 34,000 new customers in Q3 2005
- Actions to increase market share
Large potential within Managed Services

Managed Services Market

- Traditional platforms to common IP
- Merging of IT and Telecom
- IP enables managed solutions
- Customers strive for streamlining

Managed Solutions Market Value

- Managed voice & data: 4 GSEK
- IT & IS consulting & development: 14 GSEK
- Business process outsourcing: 4 GSEK
- IT & IS outsourcing: 20 GSEK

TeliaSonera Sweden

- A growing business
- Encompasses Fixed, Mobile & Datacom
- Expanding into Managed IT Services
- Concepts to span from consumers to large corporations
- Sweden’s largest customer base

5-10% yearly growth

Source: IDC & TeliaSonera Sweden

October 26, 2005
Positioned to ramp up IP-VPN services

IP-VPN Market

- IP-VPN solutions replacing leased lines and traditional datacom
- Voice and data traffic united into IP-VPN
- High price pressure

TeliaSonera Sweden

- Sweden’s largest IP-backbone
- DataNet
- Global reach through partnership
- Solid range of value added services
- Market leader in Sweden
- TeliaSonera providing WM-data with IP-VPN based WAN network

IP-VPN Market Value

20% yearly growth

MSEK

-01 -02 -03 -04 -05 -06 -07

October 26, 2005
Strong volume growth in Mobile Data

Mobile Data Market

- High mobile penetration
- Accelerating competition combining new content with traffic price-reductions
  - Mobile music
  - Mobile TV

TeliaSonera Sweden

- Mobile Internet portal: SurfPort
- Remote working: Connect Pro
- Addressing mobile data usage-barriers
- Volumes growing exponentially

TSS Mobile Data enabled customers (000)

<table>
<thead>
<tr>
<th>Q3-04</th>
<th>Q4-04</th>
<th>Q1-05</th>
<th>Q2-05</th>
<th>Q3-05</th>
</tr>
</thead>
<tbody>
<tr>
<td>597</td>
<td></td>
<td></td>
<td></td>
<td>1145</td>
</tr>
</tbody>
</table>

+92%
Valuable Voice customers

Fixed & Mobile Voice Market

- High penetration
- Price erosion
- Fixed to mobile migration
- Decreasing market value
  - Mobile -1% yearly
  - Fixed -5% yearly
- Small fixed operators exit market
- Flat-rate and bundled offerings
- Increasing IP Telephony penetration

TeliaSonera Sweden

- Fixed and Mobile price plans enhancing customer loyalty
- Halebop fastest growing Swedish mobile brand
- Maintaining market shares
- Segmented price plans

Fixed Voice ARPU (SEK)

- No plan: 88
- Price plan Weekend: 150
- Price plan Always: 192
Leading the migration in Sweden

Unique position to capitalise on being the market leader in all areas

- Broadband
- Mobile Internet
- Triple Play
- Fixed Voice
- Fixed/Mobile convergence
- IP-VPN
- Mobile VPN access
- Managed Solutions
Extensive business transformation being carried out

2005-2007
- Annual cost reductions - SEK 4-5 billion
- Employee reduction - Approx. 3,000
- Non-recurring costs - Approx. SEK 5 billion

<table>
<thead>
<tr>
<th>Restructuring areas</th>
<th>Development / Product Management</th>
<th>Production</th>
<th>Marketing Sales &amp; Distribution</th>
<th>OH &amp; Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scope</td>
<td>~30% of savings</td>
<td>~30% of savings</td>
<td>~20% of savings</td>
<td>~20% of savings</td>
</tr>
</tbody>
</table>

Refocusing the operation
- Focused Service Portfolio
- Modern IT-support
- Focused Network
Continuous improvements secured

Progress continuously monitored

Initial Action Plan

TSS Organisation

- New Actions
- Revised Actions
- Reporting
- Audits
- Gap analysis
- Benchmarks

CCL Steering Group

Improvements

- New organisation established
- Annual cost run-rate reduced by SEK 1.2 billion
- More than 1,300 employees under transition or accepted retirement agreements
- Reduced sourced recourses from 850 to 600
- Product sales stopped – ISDN Duocom
- Several minor products discontinued
Regulatory issues

- Wholesale telephone line subscriptions
  - Regulated offer launched
- Universal Service Obligation
  - Stay of execution
- LLUB including bit-stream and broadband access without telephone line subscription
  - Launched
- Termination prices in fixed and mobile networks
  - Pending court decision
- 3G technical solution for sparsely populated areas
  - Continued UMTS deployment
TeliaSonera Sweden is well positioned for the future

- Using its unique strength by being the leading fixed, mobile & broadband player
- Ramping up new services within Mobile Data, Broadband and IP Data Services
- Organisation and cost structure for future market conditions
- Repositioning product portfolio and network

- Leading the migration
- Succeeding in growth areas
- Securing margins
Strong mobile customer growth in Finland

- Good mobile volume growth
- Price erosion, sales and marketing cost and other volume related expenses burdened sales and earnings
- Cost measures initiated earlier in 2005 will decrease annual cost SEK 1 billion with full effect as of 2006
- Turn-around program under review

<table>
<thead>
<tr>
<th>Segment</th>
<th>EBITDA</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mobile</td>
<td>SEK 607 million</td>
<td>24.6%</td>
</tr>
<tr>
<td>Fixed</td>
<td>SEK 498 million</td>
<td>31.5%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>SEK 1,105 million</td>
<td>27.3%</td>
</tr>
</tbody>
</table>

- Mobile customers +9% y-o-y
- Broadband customers +50% y-o-y

1) Excluding non-recurring items
Half of Finnish households - mobile phone only

- Aggressive fixed to mobile migration
- Voice migrating to mobile networks
- Fixed networks turning into data networks

Source: Statistics Finland, consumer barometer 8/2005
Overcapacity main reason for market instability

1. Third mobile network introduced
2. Mobile number portability introduction
3. Low price service providers gained momentum
4. Accelerating Churn and price erosion
5. UMTS deployment about to increase overcapacity further
Market transformation and increased competition

**Market**
- High mobile penetration and declining traditional fixed
- Overcapacity in mobile (3 network operators)
- Broadband growth
- Bundled offerings introduced
- Managed Solutions and Outsourcing
- Consolidation and merging industries

**Technology migration**
- Fixed to mobile
- Traditional platforms to common IP

**Effects - Finland**
- Consolidation
- Price erosion in mobile and broadband
- Declining total market value
- Margin squeezed
Price erosion and volume growth in mobile (voice)

Market - Finland

- Fixed-to-mobile migration to low-cost subscriptions
- Unreasonable free airtime offerings (mainly campaigns)
- Low price level
- Bucket pricing

TeliaSonera Finland

- Customer win-back
  - Tele Finland
  - Renewed service portfolio
  - Customer loyalty initiatives
- Good mobile volume growth
- 3G subsidies to be introduced

Mobile Price Basket Development
2001-2005

€ / Month

Germany
UK
Weighted average
Norway
Sweden
Denmark
Finland
Strong volume growth in Mobile Data

Mobile Data Market

- High mobile penetration
- Market opening up for value-added services after a long period of price-centered offerings
- Introduction of 3G terminal subsidy will accelerate upgrading of handsets

TeliaSonera Finland

- Basically all mobile customers mobile data enabled
- Non-voice share of mobile sales growing
- New incentives for increasing usage (voice and data)
  - Mobile Internet portal SurfPort
  - New Mobile Office with push e-mail, security and remote management
Consolidation started in Finland

- ACN: Ceased operations, customers transferred to TeliaSonera Finland
- TELE2: Discontinued operations in Finland
- Saunalahti/Elisa: Public tender offer for all Saunalahti shares
- FINNET: Restructuring operations
Strong growth in Broadband

Market - Finland

- Strong competition continuing
- Broadband coverage 95% of households*
- Broadband penetration 37.5%*
- 2008, 90% of Internet connections Broadband access*
- Opportunities in home environment, as customers upgrade home electronics
- Alternative wireless technologies introduced

TeliaSonera Finland

- Despite high growth rates, CAPEX remained
- 12 and 24 Mbps introduced in selected areas
- Video-on-demand introduced
- Customer growth +50% Q3, 2005 y-o-y

* Source: Ministry of Traffic and Communications
Expansion within Managed Services

- Steady growth for Managed Services and Outsourcing
- Need to integrate mobility and remote working into corporate networks
- Market growth 2005 +9%*

* Source: Market studies, TSF forecasts

Market - Finland

TeliaSonera Finland

- Well positioned within Managed Services
- Strong position in
  - LAN/WAN integration
  - Voice/data integration
  - Remote work
  - M2M
- Social Insurance Institution, Fortum, Vattenfall and Pension Fennia

* Source: Market studies, TSF forecasts
Leading the migration in Finland

Unique position to capitalise on being the market leader in all areas

- Broadband
- IP-VPN
- Fixed-mobile migration
- Voice solutions
- Fixed mobile convergence
- Mobile internet
- Fixed-to-mobile migration
- Voice solutions
- Managed Solutions
- Triple play
- Mobile
- Fixed Voice
- Mobile
Competitive Cost Level actions implemented

Scope

- Restructuring program
  - Estimated annual cost savings of SEK 1 billion as of 2006
- Further measures needed to restore competitiveness and growth
- Turn-around program under review

Actions

- 650 jobs reduced
- Focus on purchasing and sub-contractor management
- Focused marketing and sales activities
- Efficiencies in support processes
New legislation/regulation

• Handset subsidies
  - Government bill in the Parliament to allow 3G handset subsidy

• Consumer rules
  - New bill to advance consumer rights
Turn-around program to restore competitiveness

• Unique strength by being the leading fixed, mobile and broadband provider

• Innovative new concepts are introduced in Mobile Data, Triple Play and Managed Services

• Turn-around program under review
  - Further measures to restore competitiveness and growth
  - Repositioning product portfolio

• Leading the migration
• Succeeding in growth areas
• Restoring competitiveness
Strong sales and earnings growth

- Net sales
  - SEK 4,417 million Jan-Sep, 2005
  - SEK 1,817 million Q3, 2005 +58% y-o-y
- EBITDA excl. non-recurring items
  - SEK 2,447 million Jan-Sep, 2005
  - SEK 1,025 million Q3, 2005, +48% y-o-y
  - Margin 56.4% Q3, 2005
- Strong sales growth expected to continue
  - +2 million customers y-o-y
  - +862,000 customers in Q3
Developing markets

- Ownership 74%
- Population 31.6 m
- Penetration 26% (16)
- Network coverage >85% of population
- Customers 5.5 million
- Prepaid share ~97%
- GPRS/EDGE in all markets
- UMTS trials start 2006

**Moldova**
- Population: 3.4 million
- Customers: 0.4 million
- Market share: 47%

**Kazakhstan**
- Population: 15.0 million
- Customers: 2.9 million
- Market share: 69%

**Georgia**
- Population: 4.8 million
- Customers: 0.7 million
- Market share: 48%

**Azerbaijan**
- Population: 8.1 million
- Customers: 1.6 million
- Market share: 82%

Number of customers as of September 2005
Important contributor to the societies

**Fixed line penetration %**

- Belarus: 31%
- Ukraine: 23%
- Armenia: 16.3%
- Kazakhstan: 14.5%
- Moldova: 14%
- Azerbaijan: 12.5%
- Georgia: 12.5%
- Turkmenistan: 8.5%
- Kyrgyzstan: 7.8%
- Uzbekistan: 7%
- Tajikistan: 3.9%

**Mobile spending as % of GDP**

- Azerbaijan: 2.7%
- Georgia: 2.6%
- Poland: 2.3%
- Moldova: 2.2%
- Ukraine: 1.8%
- Italy: 1.5%
- Russia: 1.2%
- Kyrgyz Rep: 1.1%
- Belarus: 1.1%
- Uzbekistan: 1%
- Kazakhstan: 0.8%
- Armenia: 0.8%
- Tajikistan: 0.4%
- Turkmenistan: 0%

*Source: ITU, UFG, AC&M*
Main issues operating in Eurasia

- Politics and regulations
- Economics
- Business environment
Internal control environment

• Strict policies and authorizations
• Projects to enhance internal control
  - Sarbanes-Oxley project
  - SAP implemented
• Matrix organization
• Shareholder oversight
Trends in Fintur markets

**Mobile**

- Significant increase in value added services
- Mobile Internet services important
  - Fixed Internet not developed
- Price pressure due to increasing competition and regulation
- Stable ARPU due to economic growth and increasing disposable income
Trends in Fintur markets

**Fixed line**
- Poor fixed line infrastructure
- Mobile - crucial substitute to fixed line both in voice and data
- Fixed line still dominated by state entities

**Internet**
- Low Internet penetration (<1%)
- Limited Internet services mainly due to low quality dial-up accesses
- Fintur - important Internet access provider through GPRS and EDGE
Good profitability and growth

- Net sales CAGR approx. +47%
- Strong EBITDA-margin >50%
- ARPU approx. USD 14
- Cumulative CAPEX USD >1 billion, mainly driven by market development

- Still low penetration
- Subscriber CAGR approx. +50%

October 26, 2005
Azercell in Azerbaijan

• Ownership* 51.3%
• GDP growth: +20%, 2005, among the highest in the world
• Net sales Jan-Sep 2005 SEK 1,334 m
• Penetration
  - Mobile 24%
  - Fixed 13%
• Share of prepaid subs 95%
• The competitor has not been a strong challenger
• New CDMA operator entered in 2004
• Success for Azercell´s value added services during past year

*Indicates Fintur´s ownership
Kcell in Kazakhstan

- Ownership* 51.0%
- Net sales Jan-Sep 2005 SEK 2,407 m
- Penetration
  - Mobile 28%
  - Fixed 15%
- Share of prepaid subs 99%
- Mobile market booming
  - >200,000 new subscribers per month during Q3 2005
- Network rollout continues
  - Maintaining superior network coverage and service quality
- Wide variety of value added services introduced
- Aggressive main competitor

*Indicates Fintur’s ownership
Geocell in Georgia

- Ownership* 83.2%
- Net sales Jan-Sep 2005: SEK 501 m
- Penetration
  - Mobile 28%
  - Fixed 13%
- Share of prepaid subs 98%
- Customer growth over 200,000 during past 12 months
- Successful product offerings
- Large customer growth did not dilute ARPU

*Indicates Fintur’s ownership
Moldcell in Moldova

- Ownership* 100%
- Net sales Jan-Sep 2005: SEK 168 m
- Penetration
  - Mobile 22%
  - Fixed 14%
- Share of prepaid subs. 96%
- Technology market leader with extensive value added services
- GPRS and EDGE launched
  - competitor has not been able to follow
- Tough price competition - especially in the corporate segment

*Indicates Fintur’s ownership
Summary - TeliaSonera in Eurasia

- Eurasian markets are highly attractive
  - Strong sales growth expected to continue
- Eurasia’s contribution to TeliaSonera has grown significantly
  - TeliaSonera present in Eurasian mobile markets since 1996
- TeliaSonera is one of the largest foreign investors in the region
  - Among the most successful non-oil foreign investments
- Eurasian operations - Important contributors to respective societies
- Close cooperation with local partners

TeliaSonera
- Committed to the region
Closing remarks

TeliaSonera
Dual opportunities

Home markets

Create growth – Keep profitability

International Mobile

Exploit growth – Enhance value

Based on strengths in the regions, complementary acquisitions can be considered
Forward-looking statements

Statements made in this document relating to future status or circumstances, including future performance and other trend projections are forward-looking statements. By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. There can be no assurance that actual results will not differ materially from those expressed or implied by these forward-looking statements due to many factors, many of which are outside the control of TeliaSonera.
The Nordic and Baltic leader in Telecommunications

TeliaSonera