
Strategy Update

September 17, 2015



Strategy Update - Summary

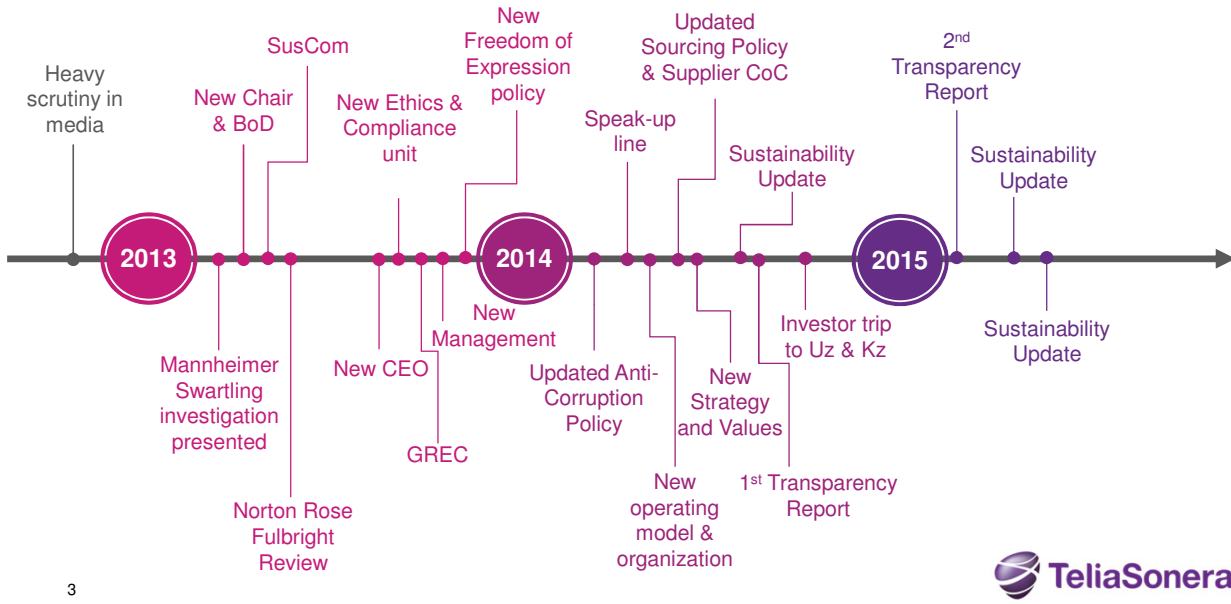
Thorough review of Region Eurasia concluded

Decision made not to be a long-term owner of the subsidiaries in Eurasia

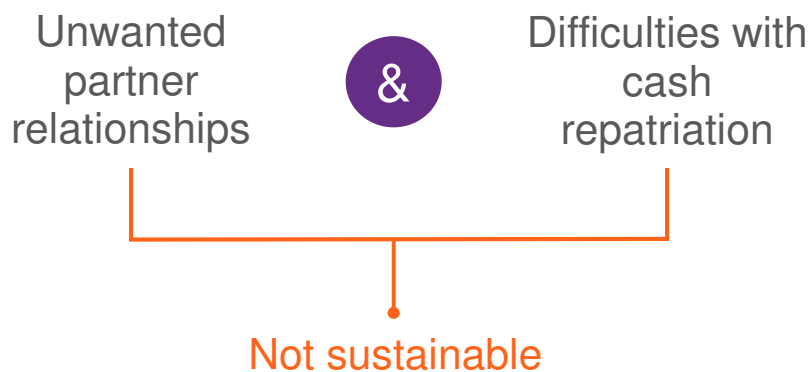
Teliasonera to increase focus on its operations in Regions Europe and Sweden



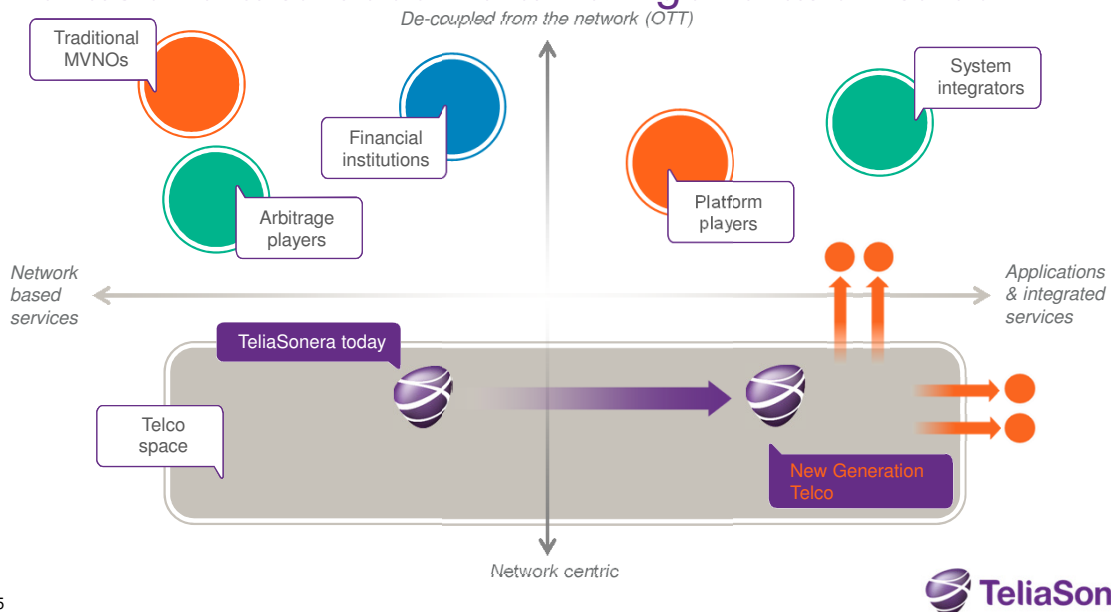
Remedy highlights – improved compliance last years



Significant unsolved legacy issues remain in Eurasia



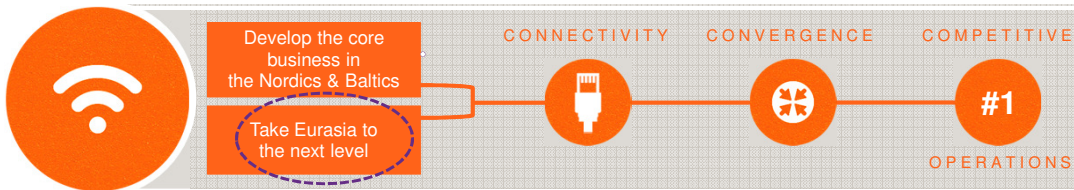
TeliaSonera to become a new generation telco



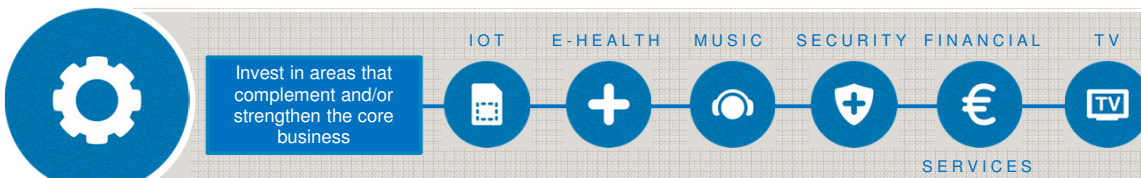
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Our journey ahead requires a more focused strategy

ENHANCE THE CORE



EXPLORE OPPORTUNITIES CLOSE TO THE CORE



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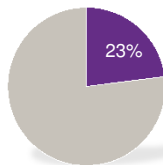
TeliaSonera

A diverse portfolio in Eurasia

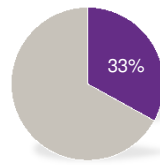
- Subsidiaries in Kazakhstan, Azerbaijan, Uzbekistan, Tajikistan, Georgia, Moldova and Nepal with more than 40 million subscriptions



Share of group service revenues* H1 2015



Share of group EBITDA**H1 2015



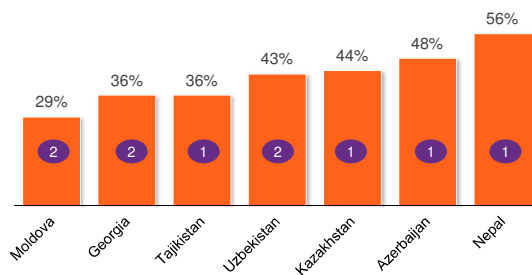
* External service revenues **Excluding non-recurring items

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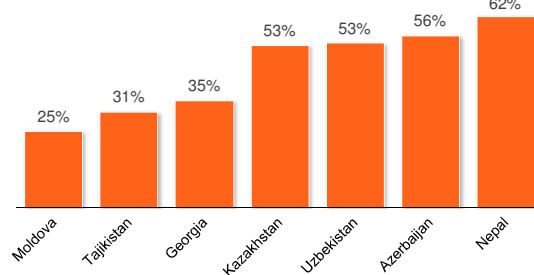


Strong market positions with solid profitability

Market share and market position, Dec 31, 2014



EBITDA* Margin – H1 2015



*Excluding non-recurring items

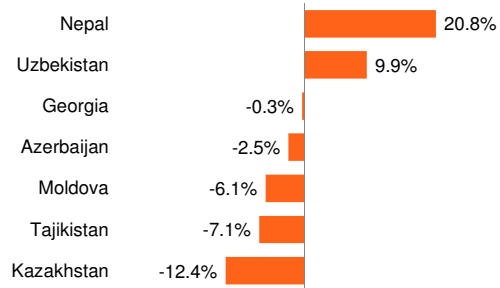
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Increased competition and macro challenges

- Macro pressure in parts of footprint due to lower oil price
- Volatile currencies and devaluations in Kazakhstan and Azerbaijan
- Fierce competition in Kazakhstan and new entrants in Uzbekistan

Organic service revenue growth* H1 2015



* External service revenues

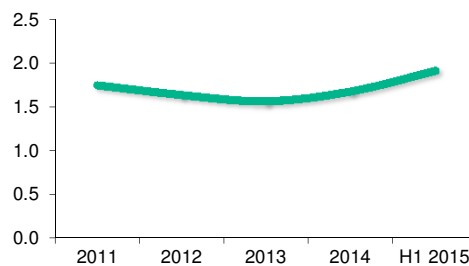
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Clear priority for capital allocation

- Currently not possible to estimate the size of potential sales proceeds
- Clear ambition to maintain solid investment grade rating in line with the current target of A- or BBB+

Net debt/EBITDA



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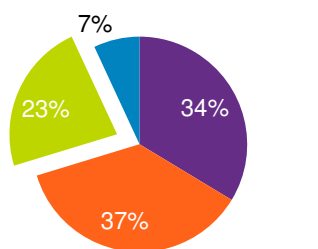
Q & A

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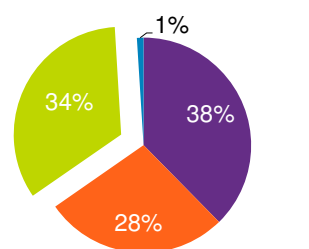
Revenue and EBITDA split per region

Service revenues* H1 2015



■ Region Sweden ■ Region Europe
■ Region Eurasia ■ Other

EBITDA** H1 2015



■ Region Sweden ■ Region Europe
■ Region Eurasia ■ Other

* External service revenues **Excluding non-recurring items

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Region Eurasia – key highlights

	Kcell	Azercell	Ucell	Tcell	Geocell	Moldcell	Ncell	Total Eurasia
Effective ownership, %	61.9	38.1	94.0	60.0	74.3	74.3	60.4	-
Net sales , SEK million FY 2014	7,248	3,778	3,613	857	874	497	3,593	20,458
EBITDA*, SEK million FY 2014	4,032	2,042	1,944	364	355	131	2,155	10,859
EBITDA Margin, %	55.6	54.0	53.8	42.5	40.6	26.4	60.0	53.1
Mobile subscriptions end Q2 2015, 000	10,760	4,179	8,518	2,626	1,965	907	11,433	40,388

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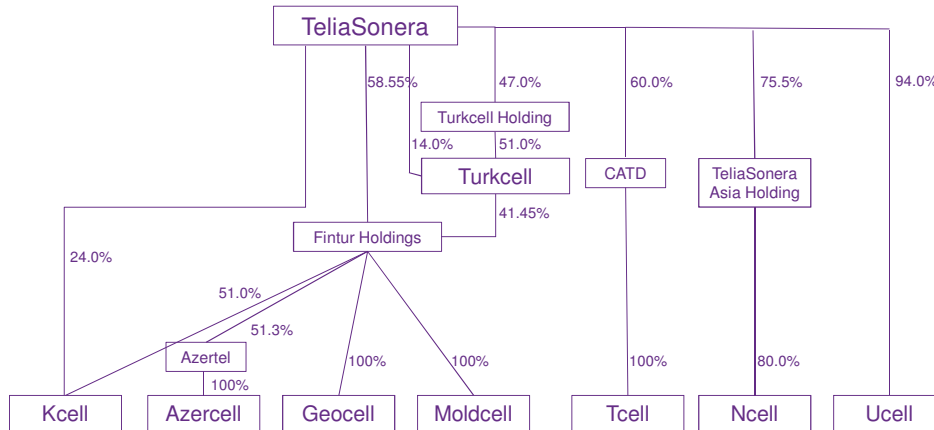
Group financials

	Region Sweden	Region Europe	Region Eurasia	Other operations	Group Total
Net sales , SEK million FY 2014	36,456	39,667	20,458	7,043	100,890
EBITDA*, SEK million FY 2014	14,311	9,772	10,859	282	35,223
EBITDA Margin, %	39.3	24.6	53.1	4.0	34.9

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Ownership structure in Region Eurasia



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Ownership in Region Eurasia

TeliaSonera ownership, %	Kcell JSC	Azercell Telekom MMC	Geocell LLC	Moldcell S.A.	Tcell CJSC Indigo Tadjikistan	Ncell Pvt. Ltd.	Ucell FE Coscom LLC
TeliaSonera direct ownership	24.0	30.0	-	-	-	-	94.0
TeliaSonera indirect ownership					60.0	60.4	-
via holding in Fintur Holdings	29.9	-	58.6	58.6	-	-	-
via holding in Turkcell	8.0	8.1	15.7	15.7	-	-	-
TeliaSonera effective ownership	61.9	38.1	74.3	74.3	60.0	60.4	94.0
Partners' ownership, %							
In Azertel Telekomünikasyon Yatirim ve Dis Ticaret A.S.	FA Invest Ltd 6.5%, Cenay Iletisim Hizmetleri A.S. 42.2%						
In Central Asian Telecommunications Development B.V. (CATD)	Aga Khan Fund for Economic Development 40%						
In TeliaSonera Asia Holding B.V.	Visor via SEA Telecom Investments B.V. 24.5%						
In Ncell Pvt. Ltd.	Shresta 20%						
In Ucell (FE Coscom LLC)	Takilant Ltd. 6%						
In Turkcell Holding A.S.	Cukurova Telecom Holdings Ltd. 53%						

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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.

