

## **Tele1 Europe Holding AB Announces Second Quarter, 2000 Results**

Stockholm, Sweden – August 14, 2000 - Tele1 Europe Holding AB (“Tele1 Europe”), (Stockholm Stock Exchange: TEUR, NASDAQ: TEUR), the fast growing, pan-Nordic competitive provider of broadband communications services, today reported second quarter financial and operating results. Commenting on the results, Ivar Strömberg, Tele1 Europe’s Chief Executive Officer said: “In the second quarter we continued to achieve rapid growth across the Nordic market. Revenues increased 416% over the same period in 1999, and gross margin continued to improve. Corporate customers increased by 1,546 to 10,830, and directly connected customers by 200 to 1,695. The build out of our local access fiber networks is ahead of plan, with 411 km completed during the quarter, out of a total of 619 km. To date we have successfully connected 40 corporate customers to our own fiber network.”

### **Financial Highlights:**

- Second quarter revenues rose to SEK 223 million (USD 25.2 million), an increase of 34% over first quarter revenues and 416% over the same quarter last year.
- Gross margin was 34.7% for the second quarter, an increase of 130 basis points over the first quarter.
- EBITDA adjusted, as a percentage of revenues, improved from – 44% to –33%
- Revenues from corporate customers rose by 37% in the second quarter compared with the first quarter.
- The number of corporate customers rose by 1,546 to 10,830 and directly connected customers rose to by 200 to 1,695 during the quarter.
- Strong growth in revenues from data and Internet services in the second quarter to SEK 45 million (USD 5.1 million). Continued strong growth in server hosting revenues.
- Switched minutes rose to 472 million in the second quarter.
- Exercise of the underwriters over allotment option, in connection with our initial public offering, raised an additional SEK 260 million (USD 29.4 million) in proceeds for the company.
- Fully funded business plan with over SEK 6 billion (USD 700 million) in cash.

### **Operational Highlights:**

- Completed construction of an additional 411 km of local access fiber, out of a total of 619 km.
- Deployed 683 km of back-bone fiber. The network now totals 1, 767 km.
- Successfully increased number of DSL customers to 1,100.
- Connected 14 customers to the Tele1 Europe local access fiber network for a total of 40 corporate customers on owned fiber.
- Tele1 Europe was the first Nordic Operator to launch virtual private network services over Internet protocol.
- Signed an agreement with Tele Denmark to provide mobile telephony services in Denmark.
- Became the first telecommunications operator to sign an agreement with Telenor of Norway for access to unbundled local loops.
- Became the first telecommunications operator to sign an agreement with Telia of Sweden for access to both unbundled local loops and central office co-location.
- Signed an agreement with Telia and Utfors for the joint construction of a broadband network on the northern coast of Sweden.
- Signed an agreement with Coromatic Datasäkerhet AB to construct a state-of-the-art, 1,600 square meters data center in Stockholm.
- Signed an agreement with Sweden’s Country Administrative Boards to provide telephony services.
- Signed an agreement with Bredbandsbolaget to supply fixed telephony services to their customers.

### **Acquisition Highlights:**

- Signed an agreement to acquire EITele Rogaland, a leading broadband operator in western Norway. The purchase is effective as of July 1, and EITele Rogaland will be consolidated starting in the third quarter

2000. Consideration for the transaction will consist of NOK 100 million (USD 11.7 million) in Tele1 Europe shares, and NOK 617 million (USD 71.9 million) in cash.

## Financial and operating summary:

	Q1 1999	Q2 1999	Q3 1999	Q4 1999	Q1 2000	Q2 2000
Net revenues (MSEK)	33.6	43.3	55.7	99.8	166.4	223.2
Growth in net revenues, %, sequential quarters	31%	29%	29%	79%	67%	34%
Gross Margin, %	15.5%	15.6%	23.3%	30.2%	33.4%	34.7%
SG&A <sup>1</sup> % adjusted for option provisions	-93%	-107%	-97%	-106%	-78%	-69%
EBITDA <sup>2</sup> adjusted for option provisions (MSEK)	-25.9	-39.6	-41.1	-76.3	-73.5	-74.1
EBITDA <sup>3</sup> adjusted for option provisions, %	-77%	-91%	-74%	-76%	-44%	-33%

Local Access for Fiber or Fiber ready duct (km)	-	-	11	68	208	619
Back-bone Network IRU's (km)	-	-	220	1020	1084	1767
DSL co-locations (POP'S)	-	-	-	92	102	113
Corporate customers (number) <sup>4</sup>	2842	4546	5090	7466	9284	10830
Directly connected customers (number)	157	261	312	986	1495	1695
Switched minutes (millions)	157	195	231	277	452 <sup>5</sup>	472
Employees	123	183	225	369	481	638

## Results of Operations

Tele1 Europe's revenues for the second quarter of 2000 reached SEK 223 million (USD 25.2 million), an increase of 34% over the first quarter of 2000 and a 416% increase over the second quarter of 1999. Gross margin for the second quarter was 34.7%, an increase of 130 basis points over the first quarter of 2000. Revenues from corporate customers<sup>6</sup> reached SEK 166 million (USD 18.8 million) from SEK 121 million (USD 13.7 million) in the first quarter 2000, an increase of 37%.

Revenue growth was driven primarily by the increase in directly connected customers, strong growth in data and Internet services and carrier revenues. The total number of corporate customers reached 10,830, of which 1,695 are directly connected to the Tele1 Europe network. Data and Internet revenues, excluding ISP (Internet Service Providers) terminating revenue, were SEK 43 million (USD 4.9 million) in the second quarter.

Tele1 Europe's service costs in the second quarter were SEK 146 million (USD 16.5 million), compared to SEK 111 million (USD 12.5 million) in the first quarter of 2000. Sales, general and administrative (SG&A) costs for the second quarter were SEK 145 million (USD 16.4 million) compared to SEK 146 million (USD 16.5 million) in the first quarter 2000. Excluding provisions for social taxes payable and compensation expense relating to the company's stock option plan in Norway and Finland, SG&A increased from SEK 130 million (USD 14.7 million) in the first quarter to SEK 155 million (USD 17.5 million) in the second quarter.

<sup>1</sup> Before provisions for social security fees and compensation expense related to employee stock options.

<sup>2</sup> Before provisions for social security fees and compensation expense related to employee stock options, and foreign exchange gains and losses.

<sup>3</sup> See above

<sup>4</sup> Corporate customers exclude carriers and ISP's.

<sup>5</sup> Revised number

<sup>6</sup> Corporate customers exclude carriers and ISP's.

SG&A adjusted improved as a percentage of net revenues from 78% in the first quarter to 69% in the second quarter. The increase in SG&A in absolute terms resulted from continued increase in human resources to support the network build-out and the continued growth.

Tele1 Europe's loss before interest, tax, depreciation and amortization (EBITDA) improved in the second quarter to SEK -71 million (USD -8.0 million) from SEK -87 million (USD -9.8 million) in the first quarter of 2000. EBITDA adjusted for provisions for social security fees and compensation expense related to employee stock options and foreign exchange gains and losses, as percentage of revenue, improved from -44% in the first quarter to -33% in the second quarter.

Financial net for the second quarter of 2000 improved to SEK -44 million (USD 5.0 million) compared to SEK -67 million (USD 7.6 million) in the first quarter.

The Company's net loss in the second quarter was SEK -150 million (USD -17.0 million) compared to SEK -190 million (USD -21.4 million) in the first quarter 2000.

Capital expenditures during the second quarter amounted to SEK 324 million (USD 36.6 million) versus SEK 311 million (USD 35.1 million) in the first quarter of 2000. The increased expenditure can be attributed to the continued construction of the Tele1 Europe fiber network. Gross PP&E amounted to SEK 1 136 million (USD 128.4 million), and net PP&E totaled SEK 1 052 million (USD 118.9 million).

In addition, payments totaling SEK 79 million (USD 9.0 million) were made in connection with several small acquisitions in Finland and with a contingent payment for Euroconnect, which Tele1 Europe acquired in 1999.

As of June 30, 2000 the Company had SEK 5 735 million (USD 648 million) in cash and cash equivalents, including investments in bonds and other securities, and SEK 535 million (USD 60.4 million) in restricted cash, for a total of SEK 6 270 million (USD 708.4 million). The cash balance is invested short term in fixed income securities.

## **Business Development**

Tele1 Europe continued to make strong operating progress during the quarter. The corporate customer base grew by 1,546 customers during the second quarter, of which 200 are directly connected to the Tele1 Europe network.

During the quarter, the Company successfully connected customers to its recently launched IP/VPN services. Tele1 Europe was the first Nordic Operator to launch virtual private network services over Internet protocol. To date, the service has been rolled out to 37 active sites, with an additional 100 sites contracted.

On April 4, Tele1 Europe announced that it entered into an agreement with Tele Denmark to offer mobile telephony services in Denmark. The agreement, which will enable Tele1 Europe to offer mobile services to its Danish business customers, is similar to the mobile arrangement that the Company currently has in place with Telia Mobile of Sweden. The Tele Denmark agreement allows Tele1 Europe to pay wholesale rates for originating and terminating traffic, gain control over customers' Subscriber Identification Module (SIM) cards and invoice its customers directly.

On April 5, Tele1 Europe secured access to the network of Norway's national carrier Telenor, becoming the first data- and telecommunications operator to enter into an agreement with Telenor to provide "operator access" (LLUB). On April 7, Tele1 Europe also became the first operator to enter into a similar agreement with Sweden's national carrier, Telia. "By employing DSL technology in connection with LLUB, we are able to offer high-speed connectivity and services, both efficient and reasonably priced, to small and medium-sized companies", said Ivar Strömberg. These agreements mean that for the first time in Norway and Sweden there will be greater competition for the delivery of advanced broadband services via existing copper networks.

On May 17 Tele1 Europe, Telia and Utfors announced an agreement to construct a broadband network along the northern coast of Sweden. The long-distance network will consist of a total of 1,100 km of fibre-optic cable and is expected to be complete by the end of the first quarter of 2001. The entire project will require an investment of approximately SEK 300-600 million (USD 33.9-67.8 million), a cost that is being shared equally by the three broadband players.

On May 18, WinEasy AB, a wholly owned subsidiary of Tele1 Europe signed an agreement with Coromatic Datasäkerhet AB to construct a new data center at Lidingö in Stockholm. The state-of-the-art center will be 1,600 square meters in size and cost approximately SEK 100 million (USD 11.3 million) to construct. Tele1 Europe is reviewing the possibility of establishing similar data centres in other Scandinavian countries. "The demand among Nordic businesses for outsourcing of data- and Internet solutions is increasing rapidly and our data centers will allow us to provide our customers with a complete solution including broadband access and hosting", explained Ivar Strömberg.

Two important customer agreements were signed in June. On June 29, Tele1 Europe and Sweden's County Administrative Boards signed a telephony agreement under which Tele1 Europe will provide directly connected telephony services to 19 of Sweden's 21 county administrative boards. On June 30 Tele1 Europe agreed to supply fixed telephone services to Bredbandsbolaget, a Swedish broadband services company targeting the consumer market. Bredbandsbolaget expects to launch fixed telephone services to its customers through Tele1 Europe this autumn.

## **Network Construction**

As of June 30, 2000, Tele1 Europe had completed the installation of 619 km of local access fiber in the four Nordic countries, an increase of 411 km compared to the first quarter 2000. As of June 30, 6 business areas (pockets) were completed in Sweden, Denmark and Finland. Construction of 50 additional pockets was initiated or contracted during the second quarter, and 52 additional pockets are in a planning- or design stage.

Tele1 Europe's back-bone fiber totaled 1,767 km at the end of June. Contracts have been signed for an additional 3,821 km.

As of June 30 Tele1 Europe had 113 active DSL co-locations in Denmark, Finland and Sweden. In Norway we expect to establish DSL co-locations during the second half of 2000.

## **Acquisitions**

On June 29, Tele1 Europe AS, the company's Norwegian operating subsidiary, signed an agreement to acquire EITele Rogaland. EITele Rogaland is a leading Norwegian data and broadband operator. The acquisition strengthens Tele1 Europe's strategy to become the leading provider of broadband services to the business market in the Nordic region. As of July 1, Tele1 Europe assumed operational control of EITele Rogaland, which will be consolidated as of the third quarter of 2000. Consideration for the acquisition is comprised of NOK100 million (USD 11.7 million) in Tele1 Europe Holding AB shares, and NOK 617 million (USD 71.9 million) in cash.

Through the acquisition, Tele1 Europe has accelerated its penetration of the Norwegian broadband communications and data services market. The agreement provides Tele1 Europe with a considerably wider broadband network in Norway. EITele Rogaland's infrastructure consists of about 1 300 kilometers of cable, of which 500 kilometers is fiber network. Tele1 Europe will also assume all rights currently held by EITele Rogaland in the nationwide EITele collaboration. The two corporations have complementary product portfolios and are both pursuing a strategy of developing an end-to-end broadband network, offering Internet access and virtual private networks (VPN) with virtually unlimited capacity. EITele Rogaland has approximately 200 corporate customers. Tele1 Europe's existing customers will gain access to new ISP and ASP services, which facilitates the operation of all of the most common office applications. EITele Rogaland's

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product portfolio also includes unique Internet services, such as the Company's gateway to the media sector. EITele Rogaland had revenues in 1999 of NOK 42 million (USD 4.9 million).

## **Financing**

In connection with its recent IPO Tele1 Europe granted the lead underwriters an option to sell an additional 5 million shares consisting of 1.7 million primary shares and 3.3 million secondary shares. This over allotment option was exercised in April, and an additional 1.6 million primary shares were issued, raising approximately 260 million SEK (USD 29.4 million). Total net proceeds amount to 4.5 billion SEK (USD 510.5 million).

Tele1 Europe ended the second quarter with a total of SEK 6 270 million (USD 708.4 million) in cash and cash equivalents (including investments in bonds, other securities and restricted cash), which fully funds the Company's business plan.

## **Subsequent Events**

On July 17, an agreement was signed with the Norwegian company Enitel for the provision of fiber-optic capacity to London and several other cities in northern Europe. The capacity will be provided on Enitel's international fiber-optic ring. Tele1 Europe has signed, in the first phase, for 4xSTM1 in a ring connecting Oslo-London-Amsterdam-Hamburg-Copenhagen-Oslo. The first phase is expected to be complete by October 2000. In the second phase the capacity will be upgraded to reach 16xSTM1 (STM 16).

## **Company disclosure**

An English translation of the Company's 1999 Annual Report and Accounts is available from Tele1 Europe's offices at Hangövägen 25, Positionen 146, 115 74 Stockholm. The Annual Report and quarterly results are also available in PDF-format on our website: [www.tele1europe.com](http://www.tele1europe.com)

Tele1 Europe Holding AB's third quarter 2000 financial and operating results for the period ending September 30, 2000, will be released on November 13, 2000.

Stockholm, August 14, 2000

On behalf of The Board of Directors of Tele1 Europe Holding AB

Ivar Strömberg, CEO

## **Company Background:**

Tele1 Europe is a fast-growing data and telecommunications operator with operations in Denmark, Finland, Norway and Sweden, headquartered in Stockholm. The Company offers broadband data, Internet and voice solutions, including server/web hosting and value-added data services to large and medium-sized business customers in the Nordic countries. Tele1 Europe is currently the only pan Nordic data- and telecommunications operator investing in local access networks with broadband capacity. The company is currently constructing networks in the nine largest cities in the Nordic region. The group also operates DSL networks. Tele1 Europe plans to build local access networks using fiber or DSL in 79 additional cities, across the four countries. The access networks,

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which are linked together with a long-distance network, will be one of Europe's fastest data and Internet super-highways with initial capacity of up to one gigabyte per customer.

More information is available on [www.tele1europe.com](http://www.tele1europe.com)

The information and statements contained in this release that are not historical facts are forward-looking statements, which involve predictions by Tele1 Europe's management. Tele1 Europe can give no assurance that the future results expressed or implied by such statements will be achieved or that, if achieved, such results will be indicative of the results in subsequent periods. Actual events or results may differ materially as a result of risks facing Tele1 Europe. Such risks include, but are not limited to: changes in business conditions; changes in the telecommunications industry and general economy; competition; changes in service offerings; and risks associated with Tele1 Europe's limited operating history, entry into developing markets, managing rapid growth, and acquisitions and strategic investments; international operations; dependence on effective information and billing systems; future capital needs; and risks of regulatory developments; any of which could cause actual results to vary materially from the future results indicated, expressed or implied in such forward-looking statements.

For further discussion of these and additional risks associated with the business operations of the Tele1 Europe group, please refer to the registration statement on form F-1 filed by Tele1 Europe Holding AB, together with the exhibits thereto, reports and other information filed at the Public Reference Section of the U.S. Securities and Exchange Commission at 450 Fifth Street, N.W., Washington D.C. 20549; Seven World Trade Center, 13<sup>th</sup> Floor, New York, New York 10048; and 500 West Madison Street, Chicago, Illinois 60661.

## Consolidated Income Statements

	Three month ended 30 June			Six month ended 30 June		
	1999 SEK ' 000	2000 SEK ' 000	2000 \$ ' 000	1999 SEK ' 000	2000 SEK ' 000	2000 \$ ' 000
<b>Operating revenues</b>	43 261	223 159	25 215	76 843	389 604	44 022
<b>Service costs</b>	-36 511	-145 750	-16 469	-64 892	-256 682	-29 003
<b>Gross Profit</b>	<b>6 750</b>	<b>77 409</b>	<b>8 747</b>	<b>11 951</b>	<b>132 922</b>	<b>15 019</b>
Gross Margin	15.60%	34.69%	34.69%	15.55%	34.12%	34.12%
<b>Operating expenses</b>						
Selling	-18 534	-51 039	-5 767	-28 983	-81 006	-9 153
General and administrative	-26 810	-94 350	-10 661	-48 432	-210 205	-23 751
Depreciation and amortization	-3 936	-38 550	-4 356	-6 683	-71 101	-8 034
<b>Total operating expenses</b>	<b>-49 280</b>	<b>-183 939</b>	<b>-20 784</b>	<b>-84 098</b>	<b>-362 312</b>	<b>-40 938</b>
<b>Operating Loss</b>	<b>-42 530</b>	<b>-106 530</b>	<b>-12 037</b>	<b>-72 147</b>	<b>-229 390</b>	<b>-25 919</b>
Financial net	-9 956	-44 323	-5 008	-10 425	-111 757	-12 628
<b>Loss before income taxes</b>	<b>-52 486</b>	<b>-150 853</b>	<b>-17 045</b>	<b>-82 572</b>	<b>-341 147</b>	<b>- 38 547</b>
Income tax benefit	-	621	70	-	1 387	157
<b>Net loss</b>	<b>-52 486</b>	<b>-150 232</b>	<b>-16 975</b>	<b>-82 572</b>	<b>-339 760</b>	<b>-38 390</b>
Net loss per share	-0.69	-0.97	-0.11	-1.12	-2.78	-0.31
Weighted average number of shares outstanding	76 616 264	154 096 213	154 096 213	73 891 050	122 289 650	122 289 650
<b>EBITDA</b>	<b>-20 408</b>	<b>-70 729</b>	<b>-8 393</b>	<b>-46 306</b>	<b>-157 810</b>	<b>-17 831</b>
Capital expenditures	37 496	323 999	36 609	51 676	634 712	71 717
Acquisitions of Businesses	40 022	79 287	8 959	40 022	119 344	13 485

### Notes:

1. All financial data is recorded in accordance with US GAAP.
2. The financial data for the three months periods and the six months periods ending June 30, 1999 and 2000 are unaudited.
3. Solely for the convenience of the reader the financial statements ended June 30, 2000 have been translated into USD at the rate of SEK 8.8502 per US\$ 1.00.
4. EBITDA is defined as earning/(loss) before interest, tax, depreciation and amortization.



## Consolidated Balance Sheets

	31 Dec	30 June	30 June
	1999	2000	2000
	SEK ' 000	SEK ' 000	\$ '000
<b>ASSETS</b>			
<b>Current assets:</b>			
Cash	1 975 560	2 104 898	237 836
Restricted current assets	289 734	277 233	31 325
Other current assets	227 010	3 695 236	417 531
<b>Total current assets</b>	<b>2 492 304</b>	<b>6 077 367</b>	<b>686 693</b>
Investments	-	358 588	40 518
Restricted non-current assets	370 659	257 491	29 094
Property and equipment, net <sup>7</sup>	473 113	1 052 254	118 896
Goodwill, net	416 563	502 670	56 798
<b>TOTAL ASSETS</b>	<b>3 752 639</b>	<b>8 248 370</b>	<b>931 998</b>

## LIABILITIES AND SHAREHOLDER'S EQUITY

Current liabilities	601 858	873 041	98 646
Long term debt, net	3 278 330	3 290 646	371 816
Redeemable preferred shares	183 638	-	-
<b>Shareholder's equity (deficit):</b>			
Share capital	3 920	7 742	875
Additional paid-in capital	167 998	4 914 170	555 261
Other comprehensive income (loss)	-2 071	-16 435	-1 857
Accumulated deficit	-481 034	-820 794	-92 743
<b>Total Shareholder's equity (deficit)</b>	<b>-311 187</b>	<b>4 084 683</b>	<b>461 536</b>
<b>TOTAL LIABILITIES AND SHAREHOLDER'S EQUITY</b>	<b>3 752 639</b>	<b>8 248 370</b>	<b>931 998</b>

### Notes:

1. All financial data is recorded in accordance with US GAAP.
2. The financial data as of December 31, 1999 are audited and the financial data as of June 30, 2000 are unaudited.
3. Solely for the convenience of the reader the financial statements ended June 30, 2000 have been translated into USD at the rate of SEK 8.8502 per US\$ 1.00.

<b>Total Cash including investments and other securities</b>	<b>31 Dec</b>	<b>30 June</b>	<b>30 June</b>
	1999 (SEK '000)	2000 (SEK '000)	2000 (\$ '000)
Cash	1 975 560	2 104 898	237 836
Investments, current (including in other current assets)		3 271 573	369 661
Investments		358 588	40 518
Restricted cash, current	289 734	277 233	31 325
Restricted cash, non current	370 659	257 491	29 094
<b>Total</b>	<b>2 635 953</b>	<b>6 269 783</b>	<b>708 434</b>

<sup>7</sup> The historical cost of PP&E as of June 30, 2000 amounts to SEK 1.136 million (USD 128.4 million)



## Consolidated Cash Flow Statements

	6 months ended 30 June 1999 SEK ' 000	6 months ended 30 June 2000 SEK ' 000	6 month ended 30 June 2000 \$ ' 000
<b>Cash Flow from operating activities:</b>			
Net loss	-82 572	-339 760	-38 390
Adjustments for:			
Unrealized foreign exchange gains	-19 158	3 835	433
Depreciation and amortization	6 683	71 101	8 034
Other non-cash items	1 750	3 196	361
Changes in non-cash working capital	22 508	-161 250	-18 220
<b>Cash Flow from investing activities:</b>			
Additions to networks and equipment, net	-52 648	-624 816	-70 599
Acquisitions of subsidiary entities	-40 022	-119 344	-13 485
Change in restricted and other assets, net	-777 200	-3 260 223	-368 378
<b>Cash Flow from financing activities:</b>			
Share capital, net of issue costs	42 706	4 586 009	518 181
Increase in long-term borrowings, net	2 206 180	-25 264	-2 855
Translation adjustment	-660	-3 937	-445
Effect of exchange rate changes on cash	2 178	-209	-24
<b>Net increase (decrease) in cash</b>	<b>1 309 745</b>	<b>129 338</b>	<b>14 614</b>
<b>Cash, beginning of period</b>	<b>2 657</b>	<b>1 975 560</b>	<b>223 222</b>
<b>CASH, END OF PERIOD</b>	<b>1 312 402</b>	<b>2 104 898</b>	<b>237 836</b>

Notes:

1. All financial data is recorded in accordance with US GAAP.
2. The financial data for the period ending June 30, 1999 and the financial data for the period ending June 30, 2000 are unaudited.
3. Solely for the convenience of the reader the financial statements ended June 30, 2000 have been translated into USD at the rate of SEK 8.8502 per US\$ 1.00.

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