

MAKEDONSKI TELEKOM AD - SKOPJE  
Kej 13 Noemvri No. 6, 1000 Skopje, R. North Makedonija

**To:** Macedonian Stock Exchange AD Skopje  
Orce Nikolov 75, 1000 Skopje

**Date:** May 2022

**Subject:** Explanation on the operation of Makedonski Telekom AD - Skopje for the period from 01.01.2022 until 31.03.2022

The following analysis refers to the Unaudited Income statement of Makedonski Telekom (MKT) for the period 01.01.2022 - 31.03.2022, prepared in accordance with the International Financial Reporting Standards (IFRSs).

## I Revenues

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The sales revenues in the first three months of 2022 amounted to MKD 2,779,180 thousand, which represents increase of 3.5% compared to the same period of the previous year.

## Mobile services

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### Mobile voice and non-voice services

On the mobile market, MKT has a **market share of 48.5%** (internal estimation, compared to the 47.9% at the end of the same period of the previous year). The subscribers' base at the end of the first three months of 2022 amounts to 1,213 thousand subscribers and it is increased by 11.4% compared to the same period of the previous year.

At the end of the first three months of 2022, the revenues from **mobile retail voice and mobile non-voice services** marked an increase by 6.2% compared to the same period of the previous year.

The increase is mainly due to the higher number of subscribers, rise of the post-paid subscribers as well as the increase of **ARPU (Average Revenue Per User)** mostly in residential customers and increase of the roaming revenues due to reduction of the restrictions related to COVID – 19 pandemics, and on the other hand there is decline of the revenues from pre-paid mostly due to pre to post migration. There is increase of the revenues from non-voice services mostly as a result of the increased revenues from mobile internet due to higher usage of bundled tariff models with non-voice services as well as the increased GPRS traffic in roaming.

**The revenues from wholesale voice services** at the end of the first three months of 2022 marked a decrease by 4.4% compared to the same period of the previous year.

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The blended ARPU (Average Revenue Per User) for voice and nonvoice services marked an increase by 4.9% compared to the same period of the previous year amounting to MKD 382 mostly driven by the increase of post-paid subscribers' portion in the total subscribers' base.

## Fixed services

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### Fixed voice and non-voice services

MKT has managed to maintain the **leading position on the fixed voice market with 62.1%** (internal estimation, and it is slightly decreased compared to 62.2% at the end of the same period of the previous year) or 224 thousand customers at the end of the first three months of 2022.

The **voice retail revenues** in the first three months of 2022 in the fixed segment services have decreased by 1% compared to the same period of the previous year due to decreased outgoing traffic by 19.9% as well as the decreased international incoming traffic. At the end of the first three months of 2022 the number of customers in the fixed voice (including the customers using the convergent services) marked an increase by 0.9% compared to the same period of the previous year.

At the end of the first three months of 2022, **the number of total BB accesses** (including the customers using the convergent services) is increased by 2.4% and amounts 221.1 thousand compared to 215.8 thousand at the end of the same period of the previous year. **The number of BB subscribers (excluding wholesale)** at the end of the first three months of 2022 has increased by 2.7% and amounts 198.4 thousand compared to 193.1 thousand at the end of the same period of the previous year. The **broadband Internet market share** at the end of the first three months of 2022 **amounts to 49.3%** (internal estimation, compared to 50.2% at the end of the same period of the previous year). The investments in the optic network have resulted in a continuous increase of the number of accesses to the optic network in the country. At the end of the first three months of 2022 Makedonski Telekom has enabled more than 253 thousand accesses to the optic network which is an increase by 12% compared to the same period of the previous year.

Regarding the **TV market**, MKT has a leading position with **market share of 34.3%** (internal estimation, compared to 34% at the end of the same period of the previous year) of the total TV market. The IPTV (digital television via Internet protocol) service, with its high quality, interactivity and the unique TV experience, is excellently accepted on the market and MKT at the end of the first three months of 2022 achieved an increase of the number of IPTV customers (including Magenta1, 3 Play and other TV services) by 1.8% compared to the same period of the previous year, which has resulted in a customer base of 146 thousand customers at the end of the first three months of 2022.

The **revenues from retail Internet** at the end of the first three months of 2022 have increased by 1.8% compared to the same period of the previous year.

The **revenues from digital television via Internet protocol ("IPTV")** at the end of the first three months of 2022 have increased by 3.4% compared to the same period of the previous year.

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## Other revenues



### Other revenues in the fixed and mobile segment

**System integration and IT revenues** at the end of the first three months of 2022 have increased by 12.8% compared to the same period of the previous year as a result of higher revenues from ICT projects.

**The revenues from the sale of equipment** at the end of the first three months of 2022 have decreased by 9.9% compared to the same period of the same period of the previous year as a result of the increase of revenues from sale of handsets due to higher average sale price supported by the effect from allocation of revenues in accordance with the IFRS 15.

## II Expenses



### Operating expenses

On the cost side, at the end of the first three months of 2022, the operating expenses marked an increase by 9.6% compared to the same period of the previous year, mostly as a result of the increase of the cost of trading goods sold, cost of consumed materials and other supplies and cost for depreciation and amortization.

The employee related expenses have slightly decreased by 1.3% at the end of the first three months of 2022 compared to the same period of the previous year.

The cost of trading goods sold is increased by 10.9% in line with the increased sales revenues, while the cost of consumed materials and other supplies are increased by 127% at the end of the first three months of 2022 compared to the same period of the previous year, dominantly due to increase of the electrical energy price as a result of the global movements of the electrical energy price.

The cost for services is increased by 2.6% at the end of the first three months of 2022 compared to the same period of the previous year.

The cost for depreciation and amortization at the end of the first three months of 2022 marked an increase by 11.4% compared to the same period of the previous year.



### Capital expenditures

The amount of total Capital expenditures (CAPEX), at the end of the first three months of 2022 is MKD 710,004 thousand.

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### III Operating and Net profit

The above-stated movements of the revenues and costs resulted in decrease of the Earnings before interest, taxation, depreciation and amortization (EBITDA) in the first three months of 2022 by 3.4% compared to the same period of the previous year mostly as a result of the global economic trends and the significant increase of the electrical energy price. Implicitly the EBITDA margin for the first three months of 2022 amounts 40.8% compared to 43.7% in the same period of the previous year.

Operating profit (Earnings before interest and taxation - EBIT) for the first three months of 2022 is decreased by 22.2% compared to the same period of the previous year.

As a result of the above-stated movements of the revenues and costs as well as the financial incomes and expenses the Net profit for the first three months of 2022 has declined by 23% compared to the same period of the previous year and amounts MKD 359,022 thousand.

<i>In MKD thousands</i>	<i>2021 Jan - Mar</i>	<i>2022 Jan - Mar</i>	<i>Change YoY</i>
Total Operating revenues	2.709.414	2.803.303	3,5%
Sales revenues	2.686.314	2.779.180	3,5%
Total Operating expenses	2.185.527	2.395.480	9,6%
<i>Depreciation and amortization</i>	660.493	735.902	11,4%
Operating expenses excluding Depreciation and amortization	1.525.034	1.659.578	8,8%
<b>Earning before interest, taxation, depreciation and amortization (EBITDA)</b>	<b>1.184.380</b>	<b>1.143.725</b>	<b>-3,4%</b>
<i>EBITDA margin in %</i>	43,7%	40,8%	-6,7%
<b>Operating Profit (Earning before interest and taxation - EBIT)</b>	<b>523.887</b>	<b>407.823</b>	<b>-22,2%</b>
Financial incomes	13.041	16.009	22,8%
Financial expenses	11.419	17.583	54,0%
income tax	59.133	47.227	-20,1%
<b>Net Profit</b>	<b>466.376</b>	<b>359.022</b>	<b>-23,0%</b>

### IV Effect from COVID – 19 and war in Ukraine

In 2020, the coronavirus spread globally, and its negative impact continues to affect entities across the world. In the course of 2021 and additionally in 2022 some recovery has been already visible which has resulted in local easement of the restrictive measures as well as increased mobility of the people across the borders.

The management closely monitors the impact of the pandemic on the operations and provides further updates to the stakeholders as the situation evolves. Furthermore, the management is in close communication with the local state institutions and remains compliant with official guidelines.



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The Company responded to the COVID-19 situation swiftly. The Company continues to meet the increased demand for connectivity through its network and has not identified any events which could jeopardize the going concern of its operation.

Management paid particular attention to the solvency of customers due to COVID-19, however, based on experiences of last months and expectations considering the future COVID effects, there are no material effects on the impairment rates.

During 2021, the inflation rates has increased globally, which resulted in a local inflation rate (cumulative average) of 3.2% for 2021 (2020: 1.2%). In January and February 2022, the inflation is significantly increased and amounts 6.7% and 7.1% respectfully, which is higher achievement compared to the latest projections. The effectuated inflation in the period January – February 2022 is above projection, and the expectations for the future dynamics of the import prices is corrected upwards and implicitly the risks related to the projected inflation are also corrected upwards. The yearly inflation dynamics above all, reflects the increase in energy price and food commodities as a result of the high growth of import prices along with the more moderate growth of basic inflation. At the same time, in the condition with significant oscillations in the movement of the international prices of the basic products, even on a daily basis, due to war in Ukraine and imposed sanctions towards Russia from the most of the countries in the world, the uncertainty related to the future price movements is outstandingly emphasized<sup>1</sup>.

The global rise of energy cost will result in significant increase of the Company's energy costs in the next period as well, which will create pressure on the results achievement. The Management will put an effort, as much as possible, with a set of optimizing measures as well as better commercial results to compensate these negative trends.

Nikola Ljusev  
Chief Executive Officer

Slavko Projkoski  
Chief Financial Officer

### Investigation into certain consultancy contracts

*On 13 February 2006, Magyar Telekom Plc., the controlling owner of the Company, (via Stonebridge Communications AD - Skopje, majority shareholder of the Company), announced that it was investigating certain contracts entered into by another subsidiary of Magyar Telekom Plc. to determine whether the contracts were entered into in violation of Magyar Telekom Plc. policy or applicable law or regulation. Magyar Telekom's Audit Committee retained White & Case, as its independent legal counsel to conduct the internal investigation. Subsequent to this, on 19 February 2007, the Board of Directors of the Company, based on the recommendation of the Audit Committee of the Company and the Audit Committee of Magyar Telekom Plc., adopted a resolution to conduct an independent internal investigation regarding certain contracts in Republic of North Macedonia.*

*Based on publicly available information, as well as information obtained from Magyar Telekom and as previously disclosed, Magyar Telekom's Audit Committee conducted an internal investigation regarding certain contracts relating to the activities of Magyar Telekom and/or its affiliates in Montenegro and Republic of North Macedonia that totalled more than EUR 31 million. In particular, the internal investigation examined whether Magyar Telekom and/or its Montenegrin and Macedonian affiliates had made payments prohibited by U.S. laws or regulations, including the*

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<sup>1</sup> Source: NBRSM "Recent Macroeconomic Indicators" Review of the Current Situation March 2022



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*U.S. Foreign Corrupt Practices Act (the "FCPA"). The Company has previously disclosed the results of the internal investigation.*

*Magyar Telekom's Audit Committee informed the U.S. Department of Justice (the "DOJ") and the U.S. Securities and Exchange Commission (the "SEC") of the internal investigation. The DOJ and the SEC commenced investigations into the activities that were the subject of the internal investigation. On 29 December 2011, Magyar Telekom announced that it had entered into final settlements with the DOJ and the SEC to resolve the DOJ's and the SEC's investigations relating to Magyar Telekom. The settlements concluded the DOJ's and the SEC's investigations. Magyar Telekom disclosed the key terms of the settlements with the DOJ and the SEC on 29 December 2011. In particular, Magyar Telekom disclosed that it had entered into a two-year deferred prosecution agreement (the "DPA") with the DOJ. The DPA expired on 5 January 2014, and further to the DOJ's request filed in accordance with the DPA, the U.S. District Court for the Eastern District of Virginia dismissed the charges against Magyar Telekom on 5 February 2014.*

*In relation to the local investigation by the state authorities in Republic of North Macedonia and further to the previously disclosed information in the Financial Statements of the Company for the preceding years, the criminal procedure against former managers of the company is still ongoing at first instance criminal court.*

*We have not become aware of any information as a result of a request from any regulators or other external parties, other than the previously disclosed, from which we would have concluded that the financial statements may be misstated, including from the effects of a possible illegal act.*

Proofreading by Lingva Ekspert