

Mtel Montenegro 10 years in business



Vladimir Lučić, CEO

Mtel as a part of Telekom Srbija Group

Number of subscribers:

Fixed: 2,6 m

Mobile: 5,9 m

Internet: 0,93 m

Multimedia: 0,51 m

Revenues: € 1 bn

EBITDA: € 343 m



Mtel at a glance

Subscribers & Markets



- 345 thsd of mobile subscribers
- 57 thsd of multimedia subscribers
- 51 thsd of Internet subscribers
- 19 thsd of fixed line subscribers

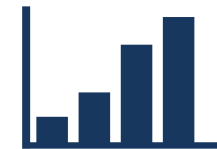


- 32% share in mobile
- 30% share in multimedia
- 40% share in Internet
- 12% share in fixed

Key Performance Indicators



- 289 full-time employees
- 69 temporary employees
- 37 casual employees



- Revenues € 68,80 m
- EBITDA € 28,22 m
- Gross profit € 9,09 m

Key achievements over the past 10 years

Built and launched mobile network just in 77 days

2007

Fully modernized mobile network

2014

Acquiring LTE licence

2016

2009

100% owned by Telekom Srbija Group

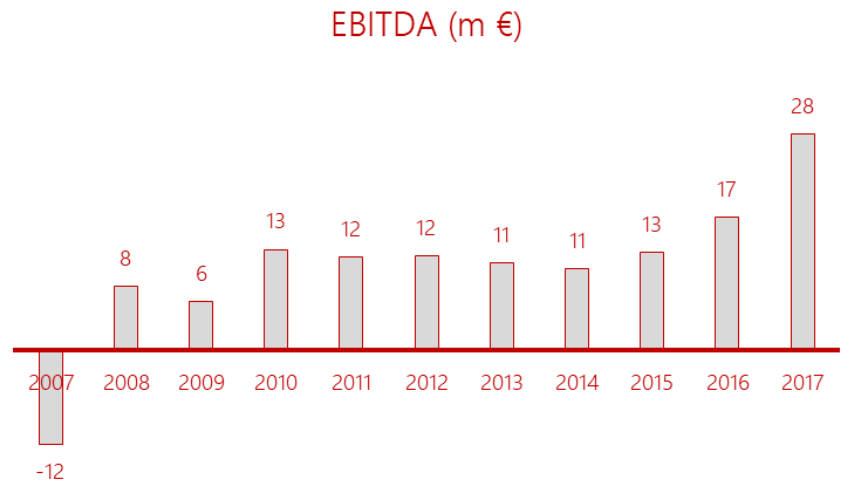
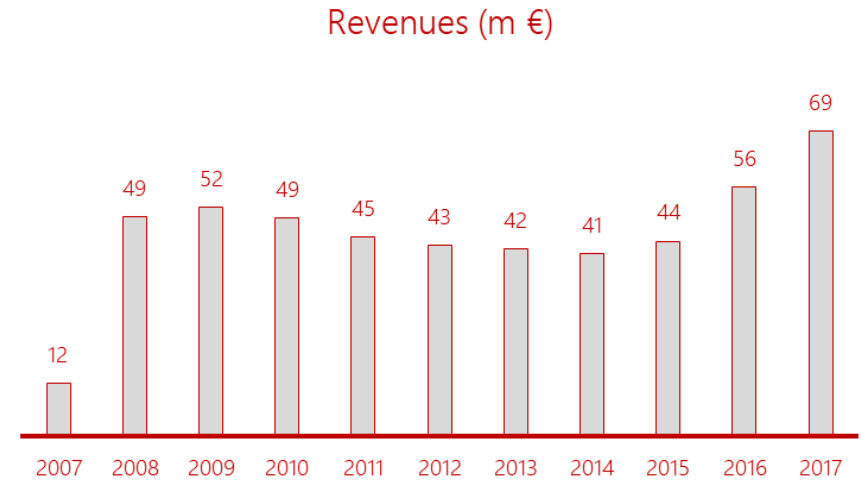
2015

Started providing cable services, acquired 4 cable companies, development of cable network

2017

Creating digital strategy, ICT hub opening, mobile payment

Financial performances are reaching the highest level



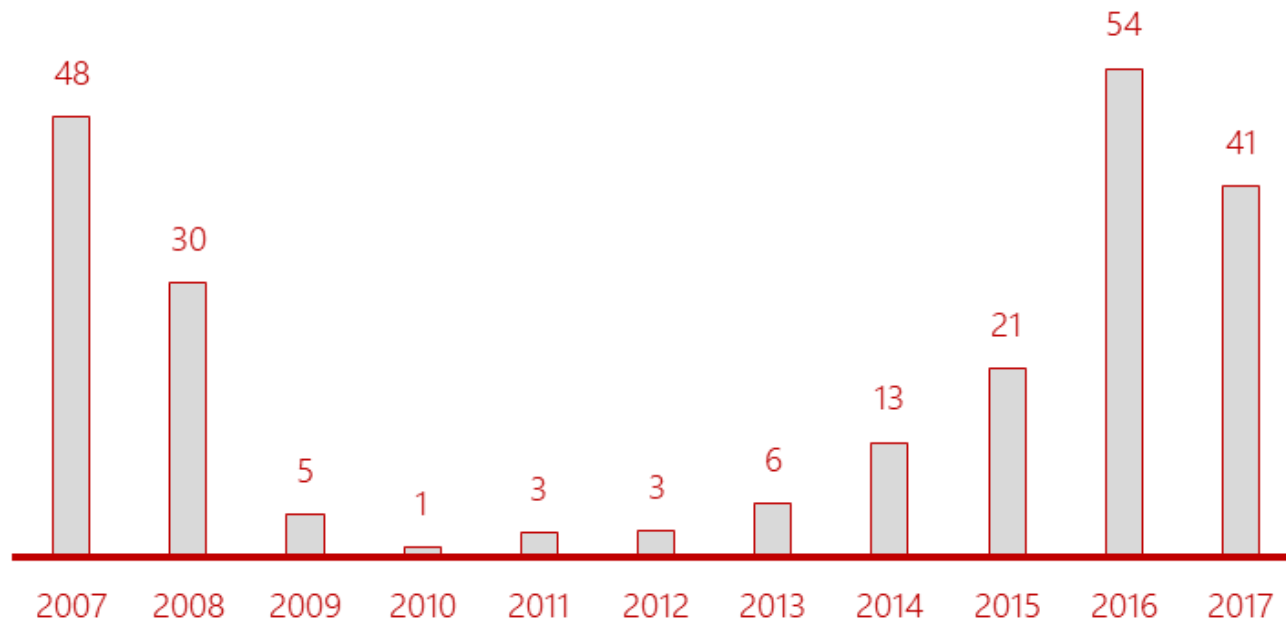
- Over € 225 m of capital investment
- Over 430 of newly opened jobs
- Over € 12 m of investment in marketing
- Over € 5 m of sponsorships realized in Montenegro
- Over € 1m donation for cultural, sports and charity events
- Chamber of Commerce of Montenegro award for best company in 2015
- Built 4.000 km long optical network. Allows more than 80% of household to have high quality Internet with download speed more than 100Mb/s. By the end of 2018, coverage will be more than 95%
- Built high quality LTE network (all cities and roadways have been covered)



imate prijatelje!

€ 225 m of capital investments
- 4.000 km of fiber optics
- 30 data centers in Montenegro
- 350 RBSs

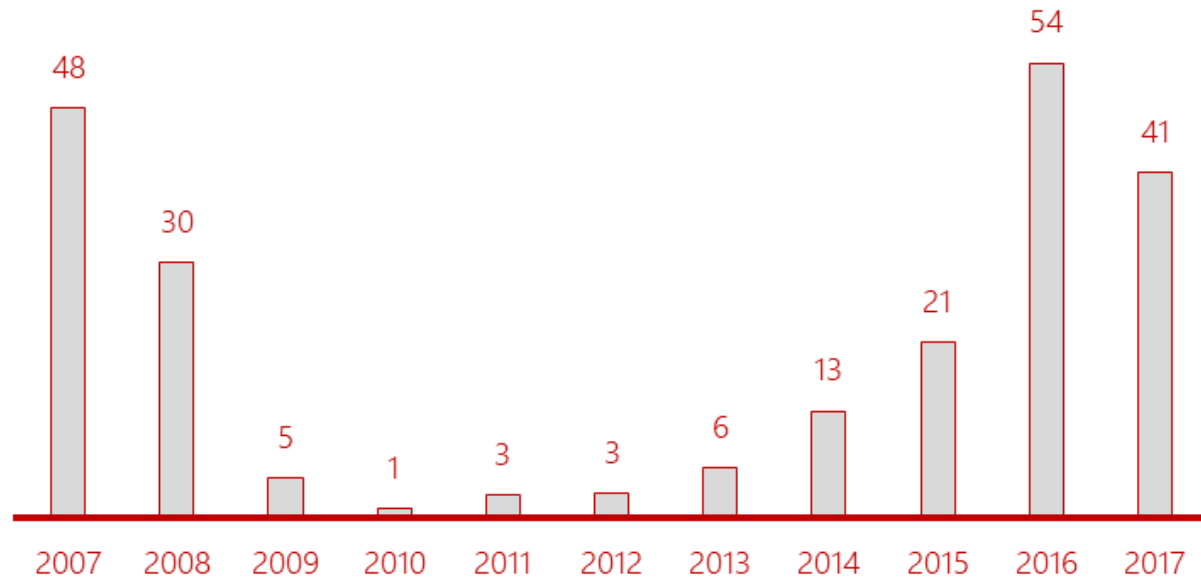
CapEx (m €)





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CapEx (m €)



In the next 10 years we will commit ourselves to the
digital services

We want to be leaders in Montenegro in new digital
4th industrial revolution



This is how we see the future



MOBILE PAYMENTS

- National payment card
- e-wallet
- Terminals & tablets POS network



SMALL OFFICE HOME OFFICE

- Support small and medium enterprises in digitalization
- Provide them core and non-core services



APPLICATIONS AND SERVICES

- Mtel digital factory



SMART HOME & SMART CITY

- Smart home & smart city project on basic and advanced level
- Local partnerships



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Center for the Development of Technological Entrepreneurship and Innovation

- offers perfect conditions for creators of good IT idea to set up and develop their own business so they can launch projects as soon as possible and develop successful business
- Mentoring, training and networking for start-ups
- Start-up fond is around € 500 thsd.
- Each investment will be between 30-50 thsd. €, depending on complexity of idea



Regulation must follow and support rapid development

- To fastly provide broadband Internet to every household using existing infrastructure
- To promote the importance of the Internet to local municipal bodies
- To encourage implementation of the next generations access network, in order to provide fast and ultra fast Internet
- To reduce fees for building infrastructure
- To remove all barriers in primary secondary legislations

Regulation must follow and support rapid development - Recommendations

- To simplify approvals for telecommunications objects
- To introduce monitoring of strategic indicators on yearly basis, like in EU
- Strengthen business environment for entrepreneurs in ICT in Montenegro
- To increase level of e-commerce
- To make easier card, mobile and electronic payments
- To educate citizens in order to get more digital skills
- To modify education system so we can have as many ICT experts as possible

Thank you

m:tel

