



Rostelecom

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PROFIT & LOSS STATEMENT

RUB bln	2019	2020	1q21	2q21	6m21	3q21	9m21	4q21	2021	1q22	2q22	6m22	3q22	9m22	4q22	2022	1q23
Revenue	475.752	546.889	131.958	138.589	270.547	141.213	411.760	168.332	580.092	138.719	144.698	283.417				627.055	159.560
Operating expenses	(414.472)	(477.924)	(109.286)	(116.791)	(226.077)	(119.985)	(346.062)	(160.323)	(506.385)	(114.054)	(116.800)	(230.854)				(530.839)	(125.821)
Wages, salaries, other benefits and payroll taxes <i>including stock option program</i>	(119.822) (4.007)	(136.389) (4.205)	(34.170) (0.834)	(32.196) (0.833)	(66.366) (1.667)	(31.482) (0.834)	(97.848) (2.501)	(39.361) (1.243)	(137.209) (3.744)	(34.982) (1.070)	(34.961) (0.904)	(69.943) (1.974)				(151.374) (1.550)	(39.791) (1.550)
Depreciation, amortization and impairment losses	(104.062)	(119.702)	(31.656)	(32.990)	(64.646)	(35.985)	(100.631)	(39.428)	(140.059)	(35.223)	(34.812)	(70.035)				(149.059)	(36.179)
Interconnection charges	(85.506)	(95.635)	(23.627)	(23.463)	(47.090)	(24.612)	(71.702)	(25.114)	(96.816)	(22.718)	(22.267)	(44.985)				(93.090)	(22.100)
Materials, utilities, repairs and maintenance	(34.517)	(40.302)	(9.591)	(9.969)	(19.560)	(10.865)	(30.425)	(13.001)	(43.426)	(10.364)	(9.521)	(19.885)				(44.758)	(10.863)
Gain on disposal of PPE and intangible assets	8.127	5.992	2.545	2.633	5.178	2.199	7.377	1.674	9.051	2.450	1.648	4.098				7.450	2.277
Impairment loss of financial assets measured at amortised cost	(6.588)	(7.165)	1.295	(1.382)	(0.087)	(1.701)	(1.788)	(0.123)	(1.911)	(0.384)	(0.887)	(1.271)				(6.811)	(0.486)
Other operating income	20.434	21.883	5.202	4.069	9.271	6.543	15.814	4.922	20.736	4.612	5.044	9.656				21.833	7.470
Other operating expense	(92.538)	(106.606)	(19.284)	(23.493)	(42.777)	(24.082)	(66.859)	(49.892)	(116.751)	(17.445)	(21.044)	(38.489)				(115.030)	(26.149)
Operating profit	61.280	68.965	22.672	21.798	44.470	21.228	65.698	8.009	73.707	24.665	27.898	52.563				96.216	33.739
Operating profit margin	12.9%	12.6%	17.2%	15.7%	16.4%	15.0%	16.0%	4.8%	12.7%	17.8%	19.3%	18.5%				15.3%	21.1%
Share of net profit/(loss) of associates and joint ventures	(1.013)	0.969	0.018	(0.126)	(0.108)	0.086	(0.022)	0.283	0.261	(0.123)	0.628	0.505				(1.824)	(0.853)
Finance income		2.032	0.511	0.502	1.013	0.594	1.607	0.598	2.205	0.783	0.620	1.403				3.038	0.872
Finance costs	(35.263)	(36.670)	(8.893)	(8.967)	(17.860)	(10.055)	(27.915)	(11.008)	(38.923)	(13.667)	(15.641)	(29.308)				(53.795)	(11.431)
Other investing and financial gain, net	1.451	(0.091)	0.771	1.008	1.779	0.145	1.924	1.306	3.230	1.128	2.106	3.234				2.132	0.147
Foreign exchange (loss)/gain, net	0.936	(1.183)	0.053	(0.001)	0.052	0.093	0.145	0.191	0.336	0.221	(0.537)	(0.316)				(0.458)	(0.091)
Profit before income tax	27.391	34.022	15.132	14.214	29.346	12.091	41.437	(0.621)	40.816	13.007	15.074	28.081				45.309	22.383
Income tax expense	(5.513)	(8.659)	(3.322)	(3.040)	(6.362)	(3.693)	(10.055)	1.071	(8.984)	(2.804)	(2.505)	(5.309)				(10.098)	(5.010)
Net profit	21.878	25.363	11.810	11.174	22.984	8.398	31.382	0.450	31.832	10.203	12.569	22.772				35.211	17.373
Net profit margin	4.6%	4.6%	8.9%	8.1%	8.5%	5.9%	7.6%	0.3%	5.5%	7.4%	8.7%	8.0%				5.6%	10.9%
Profit attributable to:																	
Equity holders of the Group	20.181	23.327	11.594	10.741	22.335	7.709	30.044	(1.495)	28.549	10.022	12.083	22.105				31.029	16.087
Non-controlling interests	1.697	2.037	0.216	0.433	0.649	0.689	1.338	1.945	3.283	0.181	0.486	0.667				4.182	1.286

OIBDA	170.703	194.050	55.437	55.938	111.375	58.323	169.698	49.116	218.814	61.257	63.906	125.163				248.044	71.782
OIBDA margin	35.9%	35.5%	42.0%	40.4%	41.2%	41.3%	41.2%	29.2%	37.7%	44.2%	44.2%	44.2%				39.6%	45.0%

REVENUE BREAKDOWN

RUB bln	2019	2020	1q21	2q21	6m21	3q21	9m21	4q21	2021	1q22	2q22	6m22	2022	1q23		
By services																
Mobile services	153.760	176.959	46.100	47.907	94.007	49.604	143.611	50.734	194.345	49.782	51.034	100.816			208.304	55.757
Fixed broadband	84.493	90.377	24.029	23.811	47.840	24.851	72.691	27.256	99.947	24.278	23.908	48.186			96.930	25.514
Digital services	48.477	77.298	14.149	17.891	32.040	18.418	50.458	37.942	88.400	17.604	22.389	39.993			122.064	28.634
TV	37.360	38.005	9.949	9.922	19.871	9.870	29.741	10.172	39.913	10.305	10.200	20.505			41.958	10.784
Wholesale services	69.703	74.762	18.397	19.199	37.596	19.083	56.679	17.396	74.075	19.069	19.858	38.927			80.518	20.938
VPN	24.273	29.722	7.554	8.084	15.638	8.105	23.743	5.986	29.729	8.316	9.104	17.420			35.152	9.795
Interconnect and traffic transit	20.017	17.803	4.422	4.506	8.928	4.519	13.447	4.313	17.760	4.425	4.150	8.575			17.195	4.408
Infrastructure services	15.689	17.142	3.945	4.170	8.115	4.015	12.130	4.749	16.879	3.931	4.387	8.318			18.946	4.249
Rent of channels	9.724	10.095	2.476	2.439	4.915	2.444	7.359	2.348	9.707	2.397	2.217	4.614			9.225	2.486
Fixed telephony	60.824	54.621	12.741	12.260	25.001	12.030	37.031	11.831	48.862	11.529	11.026	22.555			44.627	11.022
Other services	21.134	34.868	6.593	7.599	14.192	7.358	21.550	13.001	34.551	6.152	6.283	12.435			32.654	6.911
Mobile services	32.3%	32.4%	34.9%	34.6%	34.7%	35.1%	34.9%	30.1%	33.5%	35.9%	35.3%	35.6%			33.2%	34.9%
Fixed broadband	17.8%	16.5%	18.2%	17.2%	17.7%	17.6%	17.7%	16.2%	17.2%	17.5%	16.5%	17.0%			15.5%	16.0%
Digital services	10.2%	14.1%	10.7%	12.9%	11.8%	13.0%	12.3%	22.5%	15.2%	12.7%	15.5%	14.1%			19.5%	17.9%
TV	7.9%	6.9%	7.5%	7.2%	7.3%	7.0%	7.2%	6.0%	6.9%	7.4%	7.0%	7.2%			6.7%	6.8%
Wholesale services	14.7%	13.7%	13.9%	13.9%	13.9%	13.5%	13.8%	10.3%	12.8%	13.7%	13.7%	13.7%			12.8%	13.1%
VPN	5.1%	5.4%	5.7%	5.8%	5.8%	5.7%	5.8%	3.6%	5.1%	6.0%	6.3%	6.1%			5.6%	6.1%
Interconnect and traffic transit	4.2%	3.3%	3.4%	3.3%	3.3%	3.2%	3.3%	2.6%	3.1%	3.2%	2.9%	3.0%			2.7%	2.8%
Infrastructure services	3.3%	3.1%	3.0%	3.0%	3.0%	2.8%	2.9%	2.8%	2.9%	2.8%	3.0%	2.9%			3.0%	2.7%
Rent of channels	2.0%	1.8%	1.9%	1.8%	1.8%	1.7%	1.8%	1.4%	1.7%	1.7%	1.5%	1.6%			1.5%	1.6%
Fixed telephony	12.8%	10.0%	9.7%	8.8%	9.2%	8.5%	9.0%	7.0%	8.4%	8.3%	7.6%	8.0%			7.1%	6.9%
Other services	4.4%	6.4%	5.0%	5.5%	5.2%	5.2%	5.2%	7.7%	6.0%	4.4%	4.3%	4.4%			5.2%	4.3%

2q23

164.976
(140.138)
(39.383)
(0.905)
(37.143)
(24.048)
(10.311)
1.640
(5.169)
5.499
(31.223)
24.838
15.1%

(0.710)
0.947
(11.168)
(0.151)
(0.279)
13.477
(3.962)
9.515
5.8%

8.408
1.107

63.321
38.4%

2q23

57.754
25.498
30.868
10.716
21.757
9.949
4.578
4.621
2.609
10.664
7.719

35.0%
15.5%
18.7%
6.5%
13.2%
6.0%
2.8%
2.8%
1.6%
6.5%
4.7%

BALANCE SHEET

RUB bln	31.12.19	31.03.20	30.06.20	30.09.20	31.12.20
ASSETS					
Non-current assets					
Property, plant and equipment	525.153	523.191	529.047	545.235	575.851
Goodwill and other intangible assets	126.090	132.720	134.351	135.607	141.184
Right of use assets	70.653	72.338	80.134	84.244	95.733
Trade and other accounts receivable	5.646	6.553	6.887	7.308	6.317
Investment in associates and joint ventures	8.892	9.096	9.116	9.130	10.896
Other financial assets	2.667	4.116	4.087	4.258	0.815
Other non-current assets	9.938	11.295	12.342	11.513	12.623
Investment property	0.181	0.152	0.167	0.181	0.277
Deferred tax assets	10.207	10.666	10.496	10.399	9.027
Contract assets	0.866	1.001	1.090	1.506	0.972
Contract costs	14.647	15.108	15.382	15.730	16.326
Total non-current assets	774.940	786.236	803.099	825.111	870.021
Current assets					
Inventories	9.793	9.710	11.091	12.770	10.792
Contract assets	4.480	6.799	8.821	14.650	6.710
Contract costs	0.920	0.728	0.687	0.684	0.674
Trade and other accounts receivable	49.195	54.407	57.873	58.504	50.166
Prepayments	7.845	7.536	9.885	11.698	8.953
Prepaid income tax	0.868	3.395	2.419	0.961	1.377
Other financial assets	8.886	8.634	9.123	12.397	11.482
Other current assets	6.264	5.321	6.136	6.612	7.892
Cash & cash equivalents	19.955	28.223	28.515	20.879	31.215
Asset classified as held for sale	0.749	0.790	0.767	0.776	0.831
Total current assets	108.955	125.543	135.317	139.931	130.092
Total assets	883.895	911.779	938.416	965.042	1,000.113
EQUITY AND LIABILITIES					
Equity					
Share capital	0.093	0.095	0.095	0.095	0.095
Treasury shares	(53.391)	(20.279)	(14.374)	(14.374)	(14.374)
Retained earnings and other reserves	262.783	195.062	197.382	193.120	194.424
Total equity attributable to equity holders of the Group	209.485	174.878	183.103	178.841	180.145
Non-controlling interest	4.585	4.766	4.896	4.201	37.604
Total equity	214.070	179.644	187.999	183.042	217.749
Non-current liabilities					
Loans and borrowings	280.571	374.903	384.364	396.838	372.406
Lease liabilities	63.156	65.193	73.305	78.015	86.392
Employee benefits	5.881	6.138	6.279	6.455	6.670
Deferred tax liabilities	39.425	41.258	41.249	42.452	41.851
Accounts payable and accrued expenses	1.496	1.509	1.240	8.775	1.580
Contract liabilities	17.472	16.308	14.885	15.681	15.811
Provisions	4.418	4.683	4.980	5.291	5.848
Other financial liabilities	0.000	-	-	-	10.774
Other non-current liabilities	19.052	20.289	22.404	24.064	32.831
Total non-current liabilities	431.472	530.281	548.706	577.571	574.163
Current liabilities					
Loans and borrowings	81.277	54.775	60.392	46.465	32.535
Lease liabilities	12.442	13.152	13.691	13.551	17.399
Accounts payable and accrued expenses	86.539	73.800	69.694	84.349	96.082
Income tax payable	2.692	2.073	1.875	2.046	3.023
Contract liabilities	31.353	31.995	31.213	33.399	34.680
Provisions	7.283	7.496	7.922	8.086	9.413
Other financial liabilities	0.164	0.146	1.172	0.898	1.914
Other current liabilities	16.603	18.417	15.752	15.635	13.155
Total current liabilities	238.353	201.854	201.711	204.429	208.201
Total equity and liabilities	883.895	911.779	938.416	965.042	1,000.113
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Net debt	333.007	471.166	494.114	501.593	466.035
Gross debt	361.848	508.023	531.752	534.869	508.732

CASH FLOW STATEMENT

RUB bln	2019	2020
Cash flows from operating activities		
Profit before tax	27.391	34.023
<i>Adjustments to reconcile profit before tax to cash generated from operations:</i>		
Depreciation, amortization and impairment losses	104.062	119.702
Gain on disposal of PPE and intangible assets	(8.127)	(5.992)
Impairment loss of financial assets measured at amortised cost	6.588	7.165
Share of net profit/(loss) of associates and joint ventures	1.013	(0.969)
Finance income		(2.032)
Finance costs excluding finance costs on employee benefit obligations	35.197	36.622
Other investing and financial (gain)/loss, net	(1.451)	0.091
Foreign exchange (gain)/loss, net	(0.936)	1.183
Share-based motivation program	4.027	3.860
<i>Changes in net working capital:</i>	12.891	(15.043)
(Increase) / decrease in accounts receivable and contract assets	0.952	(7.278)
(Decrease) / increase in employee benefits	0.858	0.321
(Increase) / decrease in inventories	(1.569)	(0.243)
(Decrease) / increase in accounts payable, provisions and accrued expenses	9.963	11.094
(Increase) / decrease in contract costs, prepayments and other assets	(16.625)	(16.873)
(Decrease) / increase in other liabilities	19.312	(2.064)
Cash generated from operations	180.655	178.610
Interest paid	(35.346)	(35.594)
Income tax refund	0.693	1.706
Income tax paid, net	(5.065)	(7.931)
Net cash from operating activities	140.937	136.791
Cash flows from investing activities		
Purchase of PPE and intangible assets	(134.383)	(135.987)
Proceeds from sale of PPE and intangible assets	9.434	6.236
Acquisition of financial assets	(8.150)	(14.196)
Proceeds from disposals of financial assets	4.809	11.461
Interest received	0.693	0.719
Subsidy from Government	13.572	14.901
Dividends received	0.232	0.569
Special dividends from disposed former mobile subsidiaries		1.665
Purchase of subsidiaries and business, net of cash acquired	(23.009)	(119.444)
Proceeds from disposals of subsidiaries, net of cash disposed	-	(0.074)
Acquisition of equity accounted investees	(0.544)	(1.574)
Proceeds from disposals of equity accounted investees	-	-
Net cash used in investing activities	(137.346)	(235.724)
Cash flows from financing activities		
(Purchase) of treasury shares	-	-
Issue of share capital	-	66.000
Proceeds from bank and corporate loans	611.525	847.214
Repayment of bank and corporate loans	(593.746)	(852.883)
Proceeds from bonds	25.000	50.000
Repayment of bonds	(12.204)	(1.934)
Repayment of vendor financing payable	(0.011)	-
Repayment of promissory notes	(0.051)	(0.002)
Proceeds from / (repayment of) other non-current financing liabilities	-	(0.029)
Repayment liabilities under factoring agreements		
Proceeds from non-controlling shareholders of subsidiaries		35.000
Repayment of lease liabilities	(10.583)	(14.682)
Acquisition of non-controlling interest	(1.397)	(0.036)
Dividends paid to shareholders of the Group	(11.731)	(16.664)
Dividends paid to non-controlling shareholders of subsidiaries	(0.824)	(1.433)
Net cash from financing activities	5.978	110.551
Effect of exchange rate changes on cash and cash equivalents	(0.106)	(0.357)
Net (decrease)/increase in cash and cash equivalents	9.463	11.261
Cash and cash equivalents at beginning of year	10.492	19.955
Cash and cash equivalents at the end of period	19.955	31.216

Free Cash Flow (FCF)	30.253	22.660
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ADDITIONAL INDICATORS

RUB bln	2019	1q20	2q20	3q20	4q20	2020
OIBDA						
Operating profit	61.280	19.309	18.939	23.422	7.295	68.965
Depreciation, amortization and impairment losses	104.062	26.765	28.440	29.252	35.245	119.702
Expenses related to long-term incentive programme	4.007	0.714	1.096	0.716	1.679	4.205
Expenses related to pension program subject to adjustment	1.354	0.294	0.325	0.287	0.272	1.178
OIBDA	170.703	47.082	48.800	53.677	44.491	194.050
OIBDA margin	35.9%	38.7%	38.3%	39.8%	27.3%	35.5%

SEGMENT BREAKDOWN																									Growth rates								
RUB bln	1q20	2q20	6m20	3q20	9m20	4q20	2020	1q21	2q21	6m21	3q21	9m21	4q21	2021	1q22	2q22	6m22	3q22	9m22	4q22	2022	1q23	2q23	6m23	3q23	9m23	4q23	2023	1q22/21	2q22/21	6m22/21		
REVENUE																																	
B2C	34.513	34.271	66.784	34.372	103.156	35.134	138.290	35.123	34.554	69.676	34.036	103.713	34.717	138.430	35.182	34.459	69.641				139.672	36.199	35.908	72.107							0.2%	-0.3%	-0.1%
B2B/B2G	26.976	28.503	55.479	31.662	87.141	43.044	130.185	29.979	32.231	62.210	34.297	96.507	39.853	136.360	31.133	33.553	64.686				149.492	40.988	43.623	84.621							3.8%	4.1%	4.0%
B2O	12.501	13.172	25.673	13.615	39.288	15.424	54.712	13.511	14.382	27.893	14.715	42.609	15.879	58.487	14.288	14.281	28.569				58.877	14.440	15.126	29.566							5.7%	-0.7%	2.4%
Digital	11.093	14.019	25.112	15.519	40.631	35.024	75.656	13.302	17.432	30.735	17.353	48.088	41.481	89.569	16.762	20.988	37.750				113.619	25.771	27.430	53.201							26.0%	20.4%	22.8%
Data centres	4.880	6.800	11.681	6.622	18.303	11.678	29.981	6.527	8.045	14.571	8.193	22.764	12.512	35.276	8.195	9.606	17.801				40.583	12.259	12.993	25.292							25.6%	19.4%	22.2%
Digital region	3.993	3.528	7.521	4.966	12.477	9.604	22.082	3.838	4.765	8.603	4.710	13.313	10.255	23.568	3.427	3.972	7.399				25.945	3.824	5.029	8.853							-10.7%	-16.6%	-14.0%
Cybersecurity	0.431	0.374	0.805	1.165	1.970	4.054	6.024	0.635	1.345	1.980	2.058	4.038	4.818	8.856	1.189	0.880	2.069				9.999	1.893	2.047	3.940							87.2%	-34.6%	4.5%
Other clusters	1.789	3.317	5.106	2.775	7.881	9.688	17.569	2.302	3.278	5.580	2.393	7.973	13.896	21.869	3.951	6.530	10.481				37.092	7.755	7.361	15.116							71.6%	99.2%	87.8%
Mobile	42.723	45.155	87.877	48.215	136.092	49.673	185.765	48.478	50.265	98.743	52.727	151.470	53.813	205.283	51.614	52.873	104.487				218.135	59.245	60.904	120.149							6.5%	5.2%	5.8%
Other	4.047	4.383	8.431	4.904	13.335	4.046	17.380	3.402	3.828	7.230	3.718	10.948	3.969	14.917	3.261	3.481	6.742				14.598	2.545	2.776	5.321							-4.1%	-9.1%	-6.8%
Eliminations & other adjustments	(10.241)	(12.224)	(22.465)	(13.299)	(35.764)	(19.335)	(55.099)	(11.838)	(14.103)	(25.942)	(15.633)	(41.575)	(21.379)	(62.954)	(13.521)	(14.937)	(28.458)				(67.338)	(19.638)	(20.791)	(40.429)							14.2%	5.9%	9.7%
Total	121.613	127.279	248.892	134.988	383.880	163.009	546.889	131.958	138.589	270.547	141.213	411.760	168.332	580.092	138.719	144.696	283.417				627.055	159.560	164.976	324.536							5.1%	4.4%	4.8%
OIBDA																																	
B2C	8.754	8.328	17.083	9.949	27.031	6.525	33.556	10.000	10.068	20.068	10.359	30.427	6.306	36.734	10.498	11.205	21.703				41.939	11.722	10.568	22.290							5.0%	11.3%	8.1%
B2B/B2G	12.955	11.847	24.801	14.234	39.036	10.486	49.522	13.267	13.761	27.028	16.725	43.753	13.479	57.231	12.596	14.876	27.472				58.748	17.461	16.174	33.635							-5.1%	8.1%	1.6%
B2O	3.143	3.503	6.646	3.775	10.421	4.015	14.437	3.631	4.148	7.779	4.564	12.343	4.645	16.987	4.324	4.714	9.038				17.476	3.896	4.167	8.063							19.1%	13.7%	16.2%
Digital	2.815	5.019	7.834	3.740	11.573	9.013	20.586	3.255	4.697	7.953	4.785	12.738	12.700	25.438	4.279	6.247	10.526				29.862	6.864	6.540	13.404							31.4%	33.0%	32.4%
Data centres	1.997	3.507	5.504	2.966	8.470	3.980	12.450	2.828	3.529	6.357	3.652	10.009	5.236	15.245	3.777	4.802	8.579				19.774	5.031	6.115	11.146							33.6%	36.1%	35.0%
Digital region	1.002	1.040	2.041	1.177	3.219	1.196	4.415	0.869	1.137	2.006	1.169	3.175	1.919	5.094	1.071	1.182	2.253				6.176	1.314	1.451	2.765							23.2%	4.0%	12.3%
Cybersecurity	(0.139)	(0.043)	(0.182)	0.082	(0.100)	1.852	1.752	(0.127)	0.152	0.024	0.988	1.012	2.204	3.216	(0.072)	(0.234)	(0.306)				1.327	0.323	0.430	0.753							-43.4%	-254.4%	-1363.5%
Other clusters	(0.044)	0.515	0.470	(0.496)	(0.015)	1.995	1.970	(0.314)	(0.120)	(0.434)	(1.025)	(1.458)	3.341	1.893	(0.497)	0.487	0.000				2.595	0.195	(1.456)	(1.260)							53.2%	-515.5%	-100.0%
Mobile	17.612	19.027	36.639	20.534	57.173	17.878	75.051	22.010	21.865	43.876	22.401	66.276	21.806	88.082	24.290	26.126	50.416				101.903	30.046	30.172	60.218							10.4%	19.5%	14.9%
Other	2.043	1.433	3.476	1.954	5.430	0.593	6.024	3.835	2.636	6.471	1.696	8.167	(6.469)	1.699	5.878	2.000	7.878				7.160	3.503	(2.990)	0.513							53.3%	-24.1%	21.7%
Eliminations & other adjustments	(0.240)	(0.357)	(0.597)	(0.509)	(1.106)	(4.020)	(5.126)	(0.562)	(1.238)	(1.799)	(2.206)	(4.006)	(3.351)	(7.357)	(0.608)	(1.262)	(1.870)				(5.645)	(1.710)	(1.310)	(3.020)							8.3%	2.0%	3.9%
Total	47.082	48.800	95.882	53.677	149.559	44.491	194.050	55.437	55.938	111.375	58.323	169.698	49.116	218.814	61.257	63.906	125.163				251.443	71.782	63.321	135.103							10.5%	14.2%	12.4%

OPERATIONAL DATA													GROWTH rates								
	Units	2019	2020	2021	1q22	2q22	3q22	4q22	2022	1q23	2q23	3q23	4q23	2023	1q 22/21	2q 22/21	3q 22/21	4q 22/21	22/21	1q 23/22	2q 23/22
FIBRE-BASED SERVICES																					
Fibre access	mn subs	9.5	10.4	10.8	10.9	11.0			11.4	11.5	11.7				4.4%	4.6%			5.5%	5.4%	6.0%
B2C: Broadband fibre	mn subs	8.7	9.5	9.8	9.9	10.0			10.3	10.5	10.6				3.7%	4.0%			5.3%	5.4%	6.0%
B2B/G: Broadband fibre	mn subs	0.5	0.6	0.7	0.7	0.7			0.7	0.7	0.7				6.6%	5.1%			3.0%	4.6%	5.7%
B2B/G: Broadband fibre + VPN	mn subs	0.8	0.9	1.0	1.0	1.0			1.1	1.1	1.1				12.2%	11.2%			8.2%	5.2%	6.3%
IPTV	mn subs	5.6	6.1	6.4	6.5	6.5			6.7	6.8	6.9				4.9%	4.3%			4.6%	4.3%	5.2%
Hosted PBX	mn subs	0.1	0.2	0.2	0.2	0.2			0.2	0.3	0.3				32.3%	24.3%			12.4%	11.3%	11.7%
LEGACY SERVICES																					
Local telephony	mn subs	15.6	14.0	12.5	12.2	11.9			11.3	11.0	10.8				-10.9%	-10.8%			-9.3%	-9.4%	-9.5%
B2C	mn subs	12.6	11.3	9.9	9.6	9.4			8.9	8.6	8.3				-12.3%	-12.0%			-10.9%	-11.1%	-11.3%
B2B	mn subs	2.9	2.7	2.6	2.5	2.5			2.5	2.5	2.4				-5.6%	-5.6%			-3.0%	-2.8%	-2.6%
Broadband xDSL	mn subs	3.7	3.2	2.7	2.6	2.5			2.3	2.3	2.2				-15.6%	-15.0%			-13.4%	-12.7%	-12.9%
B2C: Broadband xDSL	mn subs	3.4	3.0	2.5	2.4	2.3			2.2	2.1	2.1				-15.0%	-14.5%			-12.6%	-12.4%	-12.6%
B2B/G: Broadband xDSL	mn subs	0.3	0.2	0.2	0.2	0.2			0.1	0.1	0.1				-23.4%	-23.0%			-24.5%	-18.1%	-17.4%
Cable TV	mn subs	4.8	4.7	4.5	4.4	4.4			4.3	4.3	4.3				-4.5%	-3.8%			-2.4%	-2.4%	-2.5%
Additionally:																					
Access total	mn subs	13.2	13.5	13.5	13.5	13.5			13.7	13.8	13.9				-0.1%	0.3%			1.7%	1.9%	2.5%
Broadband fibre	mn subs	9.2	10.1	10.5	10.6	10.7			11.0	11.2	11.3				3.9%	4.1%			5.1%	5.4%	6.0%
Pay TV total	mn subs	10.4	10.8	10.9	10.9	10.9			11.1	11.1	11.2				0.9%	0.9%			1.8%	1.6%	2.1%
ARPU																					
FIBRE-BASED SERVICES																					
Fibre access																					
B2C: Broadband fibre	RUB/month	398	375	380	395	390			391	404	398				1.9%	3.2%			2.8%	2.1%	2.1%
B2B/G: Broadband fibre	RUB/month	2,220	2,735	2,817	2,821	2,853			2,876	3,025	3,096				1.1%	2.3%			2.1%	7.2%	8.5%
B2B/G: Broadband fibre + VPN	RUB/month	3,426	4,218	4,063	4,110	4,220			4,121	4,405	4,458				3.1%	2.0%			1.4%	7.2%	5.7%
IPTV	RUB/month	316	309	303	306	301			304	313	310				-0.3%	-0.3%			0.3%	2.3%	2.8%
Hosted PBX	RUB/month	1,209	1,014	947	866	812			843	863	883				-11.4%	-16.2%			-11.0%	-0.4%	8.8%
LEGACY SERVICES																					
Local telephony	RUB/month																				
B2C	RUB/month	230	226	222	222	216			221	232	229				-1.3%	-2.2%			-0.6%	4.4%	6.1%
B2B	RUB/month	590	577	571	577	570			575	590	583				1.2%	0.9%			0.7%	2.4%	2.3%
Broadband xDSL																					
B2C: Broadband xDSL	RUB/month	377	449	461	481	474			475	483	478				3.7%	3.0%			2.9%	0.4%	0.8%
B2B/G: Broadband xDSL	RUB/month	2,155	1,341	1,376	1,394	1,448			1,472	1,627	1,644				4.3%	9.6%			7.0%	16.8%	13.5%
Cable TV	RUB/month		182	189	193	191			193	203	201				3.7%	0.6%			2.2%	5.3%	5.5%
Additionally:																					
Blended ARPU	RUB/month	544	546	557	577	569			572	589	582				2.5%	2.8%			2.7%	2.1%	2.3%
MOBILE																					
Data traffic (incl. MVNO)	PB	3,227	5,096	6,660	1,914	1,889			8,027	2,223	2,279				31.4%	18.3%			20.5%	16.1%	20.7%
Churn	%	36.2%	33.4%	31.4%	8.2%	6.7%			28.5%	7.4%	6.3%										
Active mobile Internet users	change %	39.6%	20.0%	17.6%	13.0%	11.0%			5.9%	5.6%	6.0%										
Mobile	mn subs	46.0	46.6	47.5	na	na			48.1	na	na	na	na		na	na	na	-100.0%	1.3%	na	na

Note: Broadband fibre and xDSL subscribers for 2020-2021 were adjusted and wireless broadband subscribers are now included in Broadband fibre.