

Kcell

Operational data	2009	2010	2011	2012	2013	2014	2014*	2014*	2014*	2014*	2015	2015*	2015*	2015*	2015*	2016	2016*	2016*	2016*	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	2019	2019	2019	2019	2019	2020	2020	2020	2020	2020	2021	2021	2021	2021	2021
	FY	FY	FY	FY	FY	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3
Subscribers, period-end ('000)*	7 165	8 922	10 850	13 462	12 026	11 192	11 236	11 400	11 661	11 192	10 357	10 829	10 747	10 780	10 357	9 986	9 855	9 748	9 905	10 001	9 979	9 992	10 001	10 009	8 969	9 958	10 062	9 234	8 969	8 275	8 741	8 676	8 440	8 275	8 055	7 992	7 863	8 040	8 055	7 957	8 053	8 028	7 957	
of which, pre-paid	5 923	7 574	9 353	11 721	10 312	9 711	9 548	9 754	10 135	9 711	9 075	9 478	9 421	9 481	9 075	9 049	8 594	8 508	8 765	9 078	9 029	9 054	9 078	9 100	8 062	9 060	9 163	8 335	8 062	7 312	7 866	7 768	7 498	7 312	7 061	6 983	7 025	6 923	7 070	7 061	6 983	7 068	7 038	6 983
Minutes of use (min/month)	92	119	122	168	178	188	176	188	189	201	212	187	198	235	229	228	212	229	235	226	220	231	229	222	218	206	216	223	227	228	218	233	234	227	230	222	236	240	221	211	208	210	216	
ARPU (KZT)	1 493	1 580	1 472	1 252	1 289	1 315	1 259	1 363	1 340	1 297	1 206	1 186	1 227	1 224	1 188	1 156	1 104	1 159	1 191	1 149	1 114	1 131	1 182	1 169	1 154	1 090	1 081	1 189	1 257	1 333	1 194	1 309	1 415	1 417	1 457	1 419	1 377	1 505	1 528	1 586	1 482	1 584	1 690	
Churn rate (%)**	43,1%	32,2%	35,4%	25,3%	43,4%	49,5%	66,4%	36,3%	38,2%	57,0%	45,1%	45,8%	39,8%	43,2%	51,7%	49,3%	49,0%	44,9%	46,1%	56,1%	43,4%	44,9%	62,6%	73,5%	55,5%	34,7%	52,7%	80,7%	54,1%	44,5%	45,7%	38,0%	48,7%	45,7%	34,1%	42,4%	29,2%	29,5%	35,4%	30,4%	30,8%	37,4%	23,1%	
4G/5G device penetration (%)***											11,6%					19,2%				32,7%																								
Bundled base %																																												
Data traffic (PB)											56,8					116,0				183,8						246,2																		
OTT users ('000)											-					122				526						689																		
LTE traffic % of total data traffic											-					23,3%				40,0%						60,0%																		
LTE population coverage											-					34,0%				49,0%						61,9%																		
3G population coverage											72,7%					73,1%				73,3%						79,8%																		
Employees, period end	1 442	1 439	1 584	1 612	1 488	1 736	1 499	1 690	1 722	1 736	1 830	1 740	1 792	1 898	1 830	1 821	1 809	1 813	1 814	1 841	1 831	1 842	1 841	1 853	1 826	1 883	1 857	1 834	1 826	1 950	1 811	1 818	1 876	1 950	2 249	2 062	2 211	2 258	2 249	2 074	2 228	2 164	2 074	

*A subscriber agreement of a separate number if there has been outgoing or incoming traffic (voice or if the SIM-card has been reloaded during the I

**Number of terminated/lost subscriptions during expressed as % of the average number of subsc

Kcell

256,1% 262,9% 8,2% 12,3% 12,2% 10,0% 9,7% 11,9% 16,4%

Financial highlights	2009	2010	2011	2012	2015	2016	2017	2018	2019	2019*	2019*	2019*	2019*	2020	2020	2020	2020	2020	2021	2021	2021	2021	2021
KZT in millions, except key ratios, per share data and changes	FY	FY	FY	FY	FY	FY	FY	FY	FY	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4
Revenue	130 352	152 488	178 786	182 004	168 424	147 037	147 475	149 701	156 657	35 180	37 869	41 121	42 487	174 684	40 062	38 626	46 828	49 168	140 408	44 016	46 147	50 245	
of which service revenue					157 288	137 337	135 407	131 269	137 564	31 654	34 188	36 211	35 513	140 049	34 620	32 661	35 841	36 927	114 541	35 802	38 320	40 419	
Voice and other services	112 939	131 185	146 077	146 669	105 345	86 634	80 050	77 514	78 689	17 851	20 013	20 688	20 137	73 851	19 279	17 108	18 448	19 016	57 766	17 987	19 383	20 396	
Data services	13 506	13 790	14 064	18 755	39 278	41 339	45 541	45 800	51 430	11 822	12 443	13 471	13 694	58 446	13 787	13 733	15 239	15 687	49 850	15 747	16 687	17 416	
Value added services	3 033	6 946	14 532	15 195	12 649	9 350	9 802	7 955	7 447	1 981	1 732	2 052	1 682	7 752	1 554	1 820	2 153	2 224	6 926	2 068	2 252	2 606	
Handset sales	874	567	4 114	1 385	11 152	9 713	12 082	18 432	19 091	3 526	3 681	4 909	6 975	34 634	5 442	5 965	10 987	12 241	25 866	8 214	7 826	9 827	
B2B revenue, excluding of-net bulk sms					14 581	3 201	3 471	3 802	4 107	18 730	3 919	4 172	5 332	5 307	13 121	4 103	3 886	5 132	13 121	4 103	3 886	5 132	
EBITDA excl. non-recurring items	70 588	87 933	105 794	101 426	81 787	57 988	57 647	50 941	64 364	14 183	16 318	18 164	15 698	72 147	16 007	16 363	20 508	19 269	59 463	19 421	19 384	20 658	
EBITDA Margin (%)	54,2%	57,7%	59,2%	55,7%	48,6%	39,4%	39,1%	34,0%	41,1%	40,3%	43,1%	44,2%	36,9%	41,3%	40,0%	42,4%	43,8%	39,2%	42,4%	44,1%	42,0%	41,1%	
Net income/loss	43 197	54 768	66 858	61 828	46 632	16 684	13 786	8 531	10 015	(8 785)	7 909	5 813	5 078	17 578	5 343	3 195	9 124	(84)	24 953	7 150	8 477	9 326	
Earnings per share (KZT)	216,0	273,8	334,3	309,1	233,2	83,4	68,9	42,7	50,1	(43,9)	39,5	29,1	25,4	87,9	26,7	16,0	45,6	(0,4)	124,8	35,8	42,4	46,6	
Intangible assets	3 074	7 316	2 711	2 325	7 329	32 923	5 981	4 957	8 094	804	1 228	697	5 365	12 392	548	752	1 364	9 728	2 413	548	271	1 594	
Property, plant and equipment	21 574	21 259	24 090	24 405	11 202	18 094	15 667	14 165	12 106	1 329	902	1 197	8 678	14 450	2 056	313	2 160	9 921	9 010	2 056	1 811	5 143	
Total CAPEX	24 648	28 575	26 801	26 730	18 531	51 017	21 648	19 122	20 200	2 133	2 130	1 894	14 043	26 842	2 604	1 065	3 524	19 649	11 423	2 604	2 082	6 737	
CAPEX-to-sales (%)	18,9%	18,7%	15,0%	14,7%	11,0%	34,7%	14,7%	12,8%	12,9%	6,1%	5,6%	4,6%	33,1%	15,4%	6,5%	2,8%	7,5%	40,0%	8,1%	5,9%	4,5%	13,4%	
Free cash flow	29 395	56 117	54 108	61 203	32 400	(13 293)	10 899	8 319	16 443	8 030	(2 276)	7 164	3 525	28 705	3 312	11 432	8 100	5 861	39 047	3 312	18 302	17 433	
Equity/assets ratio (%)					48,5%	40,1%	41,8%	40,7%	37,4%					37,9%					42,8%				
Net debt/EBITDA* rate (multiple, rolling 12 months)					0,24	1,03	1,05	1,19	0,84					0,70					0,20				

* The Company has adopted IFRS Interpretations Committee's agenda decision on cancellable or renewable leases, and related non-removable leasehold improvements and restated comparative financial statement.

147,0 147,5 149,7 156,7 35,2 37,9 41,1 42,5

58,0 57,6 50,9 64,4 14,2 16,3 18,2 15,7