ANNUAL REPORT

CEO’S WORD

Dear ladies and gentlemen, dear shareholders and colleagues,

The year 2011 for TEO was another very successful but challenging year. In general, last year can be called the year of technological development, successful investments and new services.

TEO continued to invest in the next-generation fiber-optic network, and these technologies are already available to the majority of Lithuania’s population in the biggest cities and smaller towns.

These investments are already giving a result – we see that not only in the constantly improving customer feedback, but also in the growing number of fiber-optic Internet users – their number last year increased by more than 35 per cent.

Last year the Company continued to develop its IPTV services by offering new functionalities not yet replicated in the market. To ensure their exclusiveness in the market, we will develop these services this year as well. It is extremely important for us to provide television services that are unique by their features and quality, considering that at the end of this year Lithuania will step into a new era of digital television. We are well prepared for that.

In 2011, revenues from IT services increased by nearly one-third. We are proud of our Company’s professionals, thanks to whom TEO contributed to the success of the last year's biggest and important events in Lithuania – the EuroBasket and the OSCE Ministerial Council session.

Unfortunately, the economic situation in the world, as well as that in Lithuania, forces us to speak not about raising revenues, but about increasing the efficiency of processes and reducing operating expenses. The Lithuanian telecommunications market last year continued to be turbulent. Over the year it dropped by over 7 per cent. In this context, the results produced by TEO can be considered excellent – its revenue fell by just 3 per cent, while talking about profitability indicators – the Company managed to maintain and even improve them.

I believe that 2012 will remain difficult due to uncertainty in the Euro zone, also high emigration and jobless population trends in our country. However, TEO, with its developed next-generation network and efficient business processes, feels confident that it will be able to provide customers with top speed and quality telecommunications services in the nearest future.

Arūnas Šikšta,
General Manager of TEO LT, AB

WHAT IS TEO?

TEO LT, AB Group is the largest integrated telecommunication, IT and TV services provider in Lithuania.

TEO is:

- telecom operator in terms of revenue in Lithuania
- in fixed voice telephony
- in broadband Internet
- in data communication and leased lines
- in Internet television (IPTV)
- in digital terrestrial television (DVB-T)

TEO subsidiary, Lintel, is a leader in the directory inquiry and Contact Centres business in Lithuania and another subsidiary, Baltic Data Center, is a leader in data center business in the Baltic States.

TEO Group is a part of TeliaSonera Group, which provides telecommunications services in the Nordic and Baltic countries, the emerging markets of Eurasia, including Russia and Turkey, and in Spain.

Shares of TEO LT, AB are listed on NASDAQ OMX Vilnius stock exchange (ticker – TEO1L).

The Communication Regulatory Authority (CRA) of Lithuania has designated TEO together with its related legal entities as an operator with significant market power (SMP) on 15 markets. TEO and UAB Omnitel, as members of TeliaSonera Group are regarded as related entities in Lithuania, therefore TEO is considered as having SMP on the market of voice call termination in the public mobile network of UAB Omnitel.

TEO head office is located at Lvovo str. 25 in Vilnius. The Company's services are available all over Lithuania.

TEO BUSINESS PHILOSOPHY

• VISION

Your best 4artneri n communicating with the constantly changing world.

By employing the most modern technologies we enable our customers to reach people, knowledge and entertainment.

• MISSION

To create value for shareholders and customers by provinding professional and high-quality telecomunications, TV and IT services.

• VALUES

Openness

We cooperate openly and we are open for novelties and changes.

Realiability

We are reliable in relations with customers, colleagues and society and keeping promises.

Business minded

We understand business environment and create value for customers and shareholders.

Partnership

Our relations with customers and colleagues are based on good will and respect.

MAIN BRAND AND SERVICES

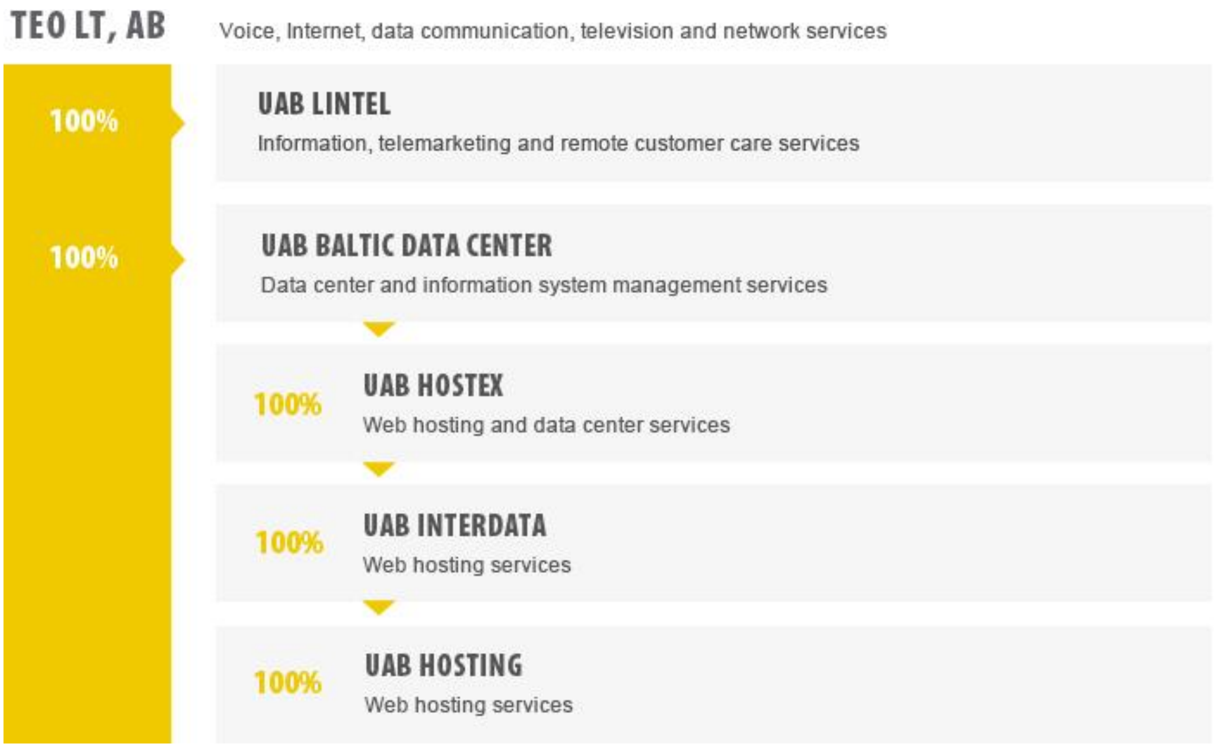
VOX – voice telephony services for residential customers.

ZEBRA – Internet services for residential customers via fiber-optic (FTTH), copper (DSL) and wireless (WiFi) access.

GALA – television services: digital terrestrial television (DVB-T) service *Digital GALA* and Internet television (IPTV) service – *Interactive GALA*.

TEO VERSLAS – voice, Internet, data communication and IT services and solutions for business customers.

TEO GROUP



TEO also has a 100 per cent stakes in UAB Kompetencijos Ugdymo Centras (till June 2009 it provided training and consultancy services) and UAB Verslo Investicijos (investment project).

In July 2010, a not-for-profit organisation VšĮ Ryšių Istorijos Muziejus for management of the Company’s Communications History Museum in Kaunas was founded by TEO.

In May 2011, UAB Hostex took over from UAB Baltic Data Center a 100 per cent stake in UAB Interdata.

Baltic Data Center also has its subsidiary in Latvia – Baltic Data Center SIA, which is a dormant company

MEMBERSHIP IN ORGANISATIONS

In 2011, members of TEO Group were members of the following Lithuanian and international organisations:

Organizations of the Republic of Lithuania:

- Association Investor's Forum (TEO)
- Lithuanian Advertising Association Advertising Bureau (TEO)
- Association of Lithuanian Chambers of Commerce, Industry and Crafts (TEO)
- Vilnius Chamber of Commerce, Industry and Crafts (TEO)
- Šiauliai Chamber of Commerce, Industry and Crafts (TEO)
- Šiauliai Association of Industrialists (TEO)
- Panevėžys Chamber of Commerce, Industry and Crafts (TEO)
- Lithuanian Business Confederation (TEO)
- Association of Human Resource Professionals (TEO and Lintel)
- National Network of Responsible Business in Lithuania (TEO and Lintel)
- Mažeikiai Association of Industrialists (TEO)

International organizations:

- European Telecommunications Network Operators' Association (ETNO) (TEO)
- UNPD Global Compact (TEO)

KEY INDICATORS

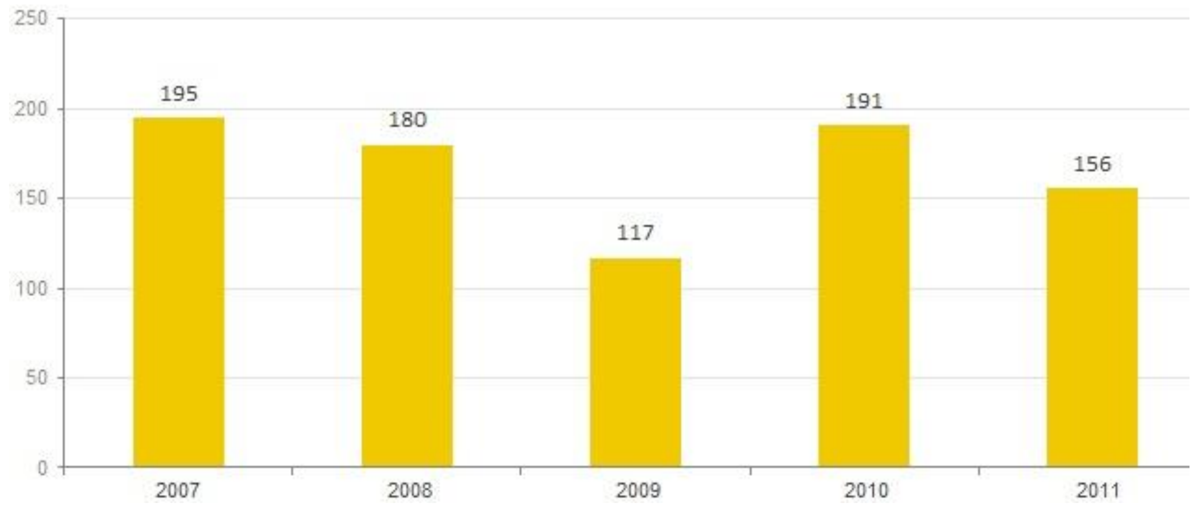
KEY INDICATORS

	2011	2010	Change (%)
Revenue (LTL million)	750	733	3.1
Profit for the year (LTL million)	154	163	5.2
Capital Investments (LTL million)	156	191	18.3
Market capitalisation (LTL million)	1,610	1,923	16.3
Number of fixed telephone lines in service	647,524	689,012	6.0
Number of broadband Internet connections	372,212	345,862	7.6
Number of IPTV customers	151,175	131,188	15.2
Number of emplyees at the end of period	3,303	3,486	5.2

Breakdown of revenue (LTL million)

	2011	2010	Change (%)
Fixed voice telephony services	374	415	9.9
Internet and data communication services	253	257	1.5
TV services	48	38	25.9
IT services	48	36	31.8
Other services	27	27	0.5
Total	**750**	**773**	**3.1**

Capital investments (LTL million)



More information about TEO Group financial results for the year 2011 is available in Financial Statements for the year 2011.

IMPORTANT EVENTS

JANUARY

TEO signed an agreement with the Lithuanian National Radio and Television and became the main sponsor of the national selection of the Eurovision Song Contest.
During the Baltic Market Awards, arranged by NASDAQ OMX stock exchanges in Vilnius, Riga and Tallinn, the Company was awarded for the Best Investor Relations in the Baltic Countries in 2010.
TEO shares became listed on German stock exchanges.

FEBRUARY

The Safer Internet Academy, taking place for the third consecutive year, started its tour through Lithuania.

MARCH

The world's leading software producer Microsoft granted the status of a Silver Partner to Baltic Data Center.

APRIL

The Annual General Meeting of Shareholders elected a new six members' Board and decided to pay LTL 0.18 dividend per share for the year 2010.

MAY

UAB Hostex took over from UAB Baltic Data Center a 100 per cent stake in UAB Interdata.
During the National Responsible Business Awards TEO was recognised as Socially Responsible Enterprise 2010, The Best Employer and The Most Environmentally Friendly Enterprise.
The Eurovision Song Contest semi-finals and the grand final were broadcasted live on the screen of the TEOBUS, which was located in the City Hall Square in Vilnius.

JUNE

Malin Frenning became Chairwoman of the Board of TEO LT, AB. Also members of the Audit and Remuneration Committees were elected.
TeliaSonera AB took over from Amber Teleholding A/S the controlling stake in TEO.
A new customer care centre was opened in Vilnius at Savanorių ave.

JULY

A new Division of Customer Operations and Quality was established in TEO and Eglutė Bivainienė was appointed as Head of this Division.
Arūnas Šikšta, CEO of TEO, was elected as CEO of the Year during the Lithuanian business leaders election.

AUGUST

Another customer care spot was opened in Vilnius at the Parkas Outlet shopping center.

SEPTEMBER

During the Baltic Corporate Excellence Awards 2011, TEO was, for the second year in a row, recognized as the most successful listed company in the Baltic States.

OCTOBER

During the TEOBUS tour under the project "Save Resources and Change Yourself", school pupils in six cities of Lithuania attended lectures about the responsible use of natural resources, waste sorting and recycling.
Baltic Data Center became a Golden Partner of Hewlett-Packard (HP).
TEO organised an international "One-Stop-Shopping/Inter-Carrier Data Services" conference in Vilnius.

NOVEMBER

TEO was presented with a certificate and a special sign certifying that employees of the Company has been trained to work with the disabled.

NEW SERVICES AND PROJECTS

JANUARY

TEO installed two new digital terrestrial television (DVB-T) transmitters in Plungė and Kėdainiai.

FEBRUARY

TEO offered a digital TV service for the third TV set.

MARCH

TEO offered to its business customers a new voice telephony service – Virtual IP PBX.
BDC provided Cloud computing solutions for the electronic census of Lithuanian population.
A new international-transit exchange started to operate in Vilnius.

APRIL

The list of *Interactive GALA* TV service channels was supplemented with Sony Entertainment TV.
Facebook, Flickr and feeds from news portals appeared on *Interactive GALA* TV screens.
Customers of *Interactive GALA* TV service had the possibility to watch the Eurovision Song Contest Broadcast from Germany in a high-definition television (HDTV) format.

MAY

The speed of ZEBRA FTTH Internet was increased up to 300 Mbps and the data download speed from Lithuanian and foreign servers were made the same.
Lintel launched the provision of assistance and consultations to computer users by Directory Inquiry Service phone 118. TEO signed contracts with the municipalities of Panevėžys and Visaginas for installation of video surveillance systems to increase security in those cities.

JUNE

Lintel upgraded its information system, interconnecting the company's six contact centres. The new system Avaya Aura allowed the consultants to communicate with callers even in video.
TEO and Lukoil Baltija, one of the country's largest oil product retailers, signed agreements for the provision of data center, Internet, data communication and voice telephony services.

JULY

Baltic Data Center signed cooperation agreements with Datakom in Latvia and Elion in Estonia for provision of the unified services for the development of data centers and information systems, and for the maintenance computer workplaces and infrastructures in the three Baltic States.
TEO increased the total speed of the international Internet traffic up to 66.5 Gbps.

AUGUST

Lietuvos Draudimas, the leading insurance company in Lithuania, was the first in Lithuania to implement a modern technical solution allowing to accept a sharply increased number of phone calls and to forward them to the 24-hour contact centres of Lintel.

SEPTEMBER

TEO provided telecommunications and equipment rental services to organizers of EuroBasket 2011.
Hostex offered the country's companies the opportunities for considerable cost savings through migration of their business management systems to the cloud computing technology-based data centers.
A new music portal *Myliumuzika.lt* was launched.

OCTOBER

TEO launched the Microsoft Exchange-based collaboration system "Virtual Office" for small businesses.
Baltic Data Center started to provide IT infrastructure lease, server hosting and system maintenance services to Sergel, one of the largest credit management and debt collection companies in Lithuania.

NOVEMBER

The Directory Inquiry Service 118 consultants of Lintel started to provide information about the nearest pharmacy stores having necessary medications in stock and their prices.
For the users of the *Interactive GALA* digital television services it became possible to watch millions of videos available on the YouTube website right on their TV screens.

DECEMBER

Baltic Data Center and the retail chain Rimi Latvia signed an agreement for provision of data center, IT infrastructure and data communication services. TEO provided telecommunications services during the OSCE Ministerial Council session in Vilnius. The list of the Digital GALA TV channels was supplemented with Sony Entertainment Television.

AWARDS

- **The Best Investor Relations in the Baltic Countries and on the Vilnius Stock Exchange, the Best Annual Report and the Best Investor Relations On-line, as well as the most attractive Lithuanian company to small investors**
  (NASDAQ OMX Baltic Market Awards)

- **The Most Successful Listed Company in the Baltic States**
  (Baltic Corporate Excellence Awards)

- **Socially Responsible Enterprise, The Best Employer and The Most Environmentally Friendly Enterprise**
  (National Responsible Business Awards)

THE LITHUANIAN ELECTRONIC COMMUNICATIONS MARKET

- During 2011, the revenue of the Lithuanian electronic communications sector, compared to 2010, decreased by 7 per cent.
- The total revenue of the market amounted to LTL 2.4 billion (in 2010 – LTL 2.6 billion).
- In 2011, in terms of revenue, the growth was recorded in the market of pay-TV services (7.5 per cent), radio and television programs transmission – 7.4 per cent, Internet access – 2 per cent and dark fibre – 5.7 per cent.
- The market of mobile telephony services decreased by 4.1 per cent, fixed-line telephony services – 10.5 per cent, leased lines – 21.4 per cent, networks' interconnection – 22.1 per cent and data communication – 0.8 per cent.

INTERNET SERVICES MARKET

- During 2011, the number of Internet users in Lithuania increased by 12.5 per cent or by 109.6 thousand – up to 989.2 thousand.
- At the end of 2011, the number of broadband Internet access users per 100 inhabitants of Lithuania was 30.9.
- The most rapid growth was in the number of users, connected to the Internet via mobile telecommunications networks (32.2 per cent) and via fiber-optic communication lines (17 per cent).
- Almost 360 thousand or 36.4 per cent of the total number of Internet users connect to the Internet via fiber-optic lines. This is one of the best indicators in Europe.
- Internet access services are provided by 103 operators. The largest Internet service providers by the number of subscribers: TEO LT, AB (37.3 per cent), UAB Omnitel (14.6 per cent), UAB Bitė Lietuva (9.9 per cent), AB Lietuvos radijo ir televizijos centras (Lithuanian Radio and Television Centre) (5.8 per cent), UAB Cgates (3.6 per cent).

VOICE SERVICES MARKET

Fixed telephony services

- During 2011, the total number of fixed telephone lines in Lithuania decreased by 5.5 per cent or 41.5 thousand – down to 711.9 thousand.
- At the end of 2011, the number of fixed telephone lines per 100 inhabitants in Lithuania was 21.7.
- 90.8 per cent of fixed-line telephony subscribers were TEO customers, while 9.2 per cent – customers of alternative operators.
- At the end of 2011, there were 52 undertakings engaged in the provision of fixed telephony services in Lithuania: 39 – national and international calls, 7 – only international calls, 6 – only wholesale (transit) services.
- 38 operators use the IP protocol, 19 of which – cable TV and data communication networks.

Mobile telephony services

- Over the year, the number of active mobile telephone subscribers increased by 1 per cent or 47 thousand – up to 4 938 thousand.
- The number of active mobile telephone subscribers per 100 inhabitants in Lithuania was 154.3.
- Mobile telephony services in Lithuania are provided by 3 operators (UAB Omnitel, UAB Bitė Lietuva, and UAB Tele2) and 4 service providers, which do not have their own networks and provide their services through the network of UAB Bitė Lietuva. Other 6 undertakings act as resellers of the services provided by other operators to their subscribers.
- At the end of 2011, 38.9 per cent of active mobile telephone subscribers were customers of Omnitel, 37.3 per cent – Tele2, 21.6 per cent – Bitė Lietuva and 2.2 per cent – other service providers.

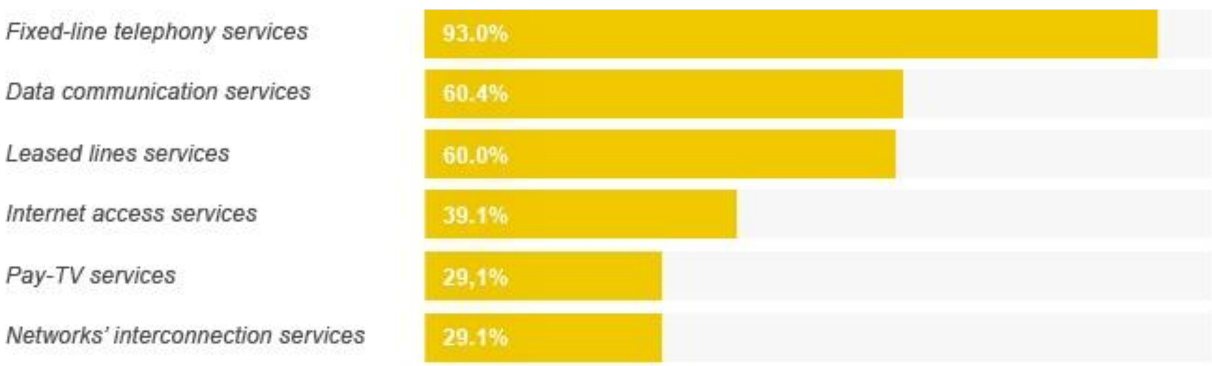
TV SERVICES MARKET

- At the end of 2011, the total number of pay-TV subscribers was 664.1 thousand, i.e. 4.1 per cent more than at the end of 2010 when the number of TV subscribers was 638.3 thousand.
- The number of digital terrestrial television (DVB-T) and Internet Protocol-based television (IPTV) service users continued to grow. The number of other digital television (cable and satellite) users also increased, while the number of cable analogue television subscribers decreased.
- The number of digital pay-TV subscribers per 100 households in Lithuania was 25.2.
- At the end of 2011, cable television services were provided by 44 undertakings, microwave multi-channel television (MDTV) services – 3 undertakings.
- 19 operators provided digital television services through cable, 3 – microwave multi-channel and 2 – digital terrestrial television networks; 7 operators provided IPTV and 1 – satellite digital television services.
- At the end of 2011, the number of TEO digital television (IPTV and DVB-T) users (151.2 thousand) constituted 22.8 per cent of the total number of pay-TV subscribers in Lithuania.

TEO MARKET SHARES

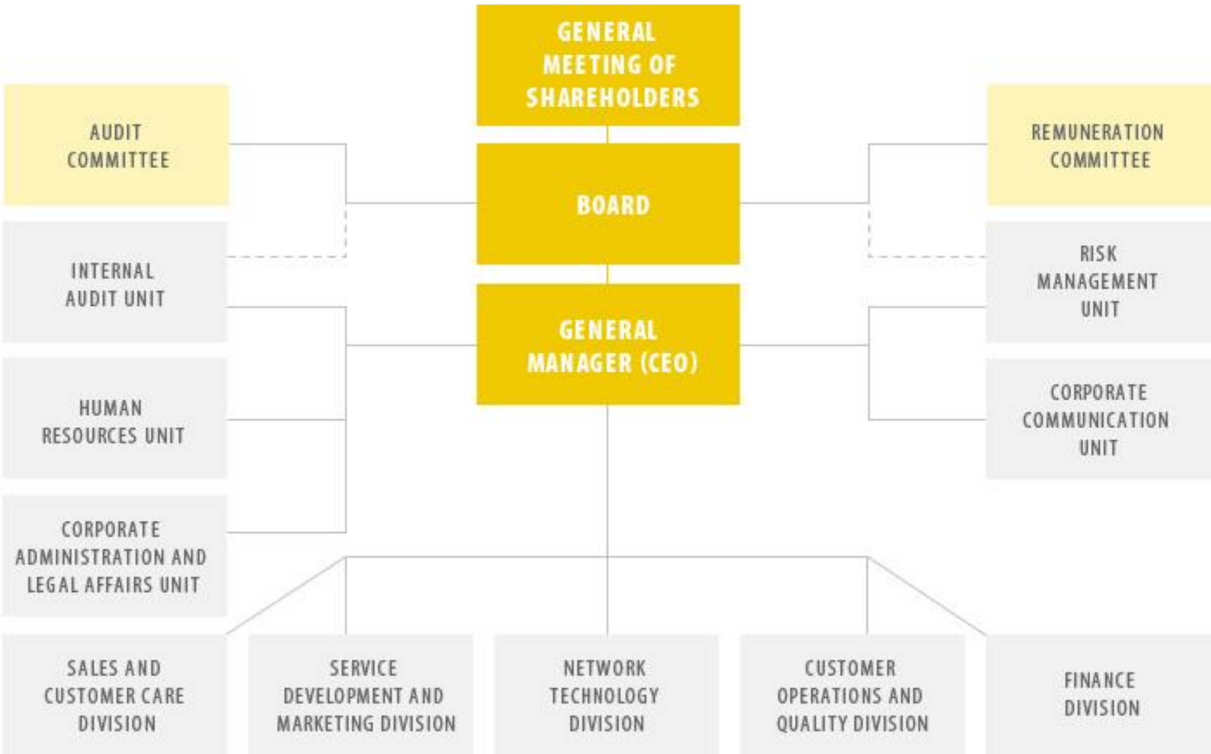
TEO market shares by revenues for the 4th quarter of 2011

Source: Report of the Communications Regulatory Authority



STRUCTURE OF GOVERNANCE

According to the By-laws of TEO LT, AB the managing bodies of the Company are General Meeting, Board and General Manager. The Company does not have a Supervisory Council.



Corporate governance structure valid as of 31 December 2011.

The decisions of the **General Meeting** made regarding the matters of competence of the General Meeting, are binding upon the Shareholders, the Board, General Manager and other officials of the Company.

The Shareholders of the Company that at the end of the date of record of the General Meeting are shareholders of the Company have the right to participate in the General Meeting. The date of record of the General Meeting of the Shareholders of the Company is the fifth business day prior to the General Meeting or the repeated General Meeting. The person, participating in the General Meeting and having the right to vote, shall deliver his/her identification proving document. In case the person is not a shareholder he/she is to present a document, proving his/her right to vote at the General Meeting.

The Members of the **Board** serving on the Board of the Company are acting jointly as a governing body of the Company. The Board consists of six members. The Annual General Meeting of the Shareholders, held on 28 April 2011, decided to reduce the number of the Board members from seven to six. The new wording of the Company's By-laws was registered on 26 May 2011. The members of the Board are elected for a term of two years. The Chairman/Chairwoman of the Board is elected by the Board from its members for two years.

The Members of the Board are elected by the General Meeting in accordance with the procedure established by the Law on Companies of the Republic of Lithuania. The Board institutes two Committees: Audit and Remuneration. Three members of the Board comprise each committee.

The Board elects and recalls the General Manager, sets his/her remuneration and other conditions of the employment agreement, approves his/her office regulations, induces and applies penalties to him/her.

The **General Manager** is the Head of the Company. The Head of the Company is a one-man management body of the Company and, within his scope of authority, organizes the day-to-day operation of the Company. The work regulations of the Administration approved by the General Manager define the duties and authority of the General Manager and his/her Deputies as well as other officers of the Company in more details.

On 28 April 2011, upon termination of the two years term of the Board, the Annual General Meeting of Shareholders elected Malin Frenning, Lars Klasson, Joakim Sundström, Tiia Tuovinen, Inga Skisaker (all proposed by Amber Teleholding A/S, the then subsidiary of TeliaSonera AB) and Jonas Pilkauskas (proposed by

East Capital) for a new two-year term of the Board.

On 9 June 2011, the Board elected Malin Frenning as Chairwoman of the Board and appointed Joakim Sundström, Tiia Tuovinen and Inga Skisaker (an independent member of the Board) as the members of the Audit Committee for the term of two years. Malin Frenning, Lars Klasson and Jonas Pilkauskas (an independent member of the Board) were appointed as the members of the Remuneration Committee for the term of one year (until 9 June 2012).

On 9 June 2011 the Board approved establishment of a Division of Customer Operations and Quality since 1 July 2011 and appointed Eglutė Bivainienė as Chief Operational Officer (Head of Customer Operations and Quality Division). Starting from July 2011, TEO has five divisions – Sales and Customer Care Division, Service Development and Marketing Division, Network Technology Division, Customer Operations and Quality Division, Finance Division, and 5 main support units of the Company.

Following The Governance Code for the Companies Listed on NASDAQ OMX Vilnius stock exchange all six newly elected members are non-executive directors. Four members of the Board represent TeliaSonera Group and two members of the Board – Inga Skisaker and Jonas Pilkauskas who represent minority interest – are regarded as independent members of the Board.

More information about the Board activities in 2011 and disclosure of the Company's compliance with the principles and recommendation set by The Governance Code for the Companies Listed on NASDAQ OMX Vilnius stock exchange is provided in TEO LT, AB Consolidated Annual Report for the year 2011 and its appendix, which is an integral part of the Company's Financial Statements.

BOARD

Malin Frenning (born in 1967 m.)

Chairwoman of the Board of TEO LT, AB, member of the Board since 26 April 2010, re-elected for the two-year term on 28 April 2011 (nominated by Amber Teleholding A/S, the then subsidiary of TeliaSonera AB), member of the Remuneration Committee of the Board

Education
Luleå University of Technology (Sweden), *Master of Science in Mechanical Engineering*
Employment
TeliaSonera AB (Sweden), *President of Business Area Broadband Services*
Current Board Assignments
TeliaSonera Network Sales AB (Sweden), *Chairwoman of the Board*
TeliaSonera International Carrier AB (Sweden), *Chairwoman of the Board*
TeliaSonera Skanova Access AB (Sweden), *Chairwoman of the Board*
NextGenTel AS (Norway), *Chairwoman of the Board*
Elion Ettevõtted AS (Estonia), *Chairwoman of the Supervisory Council*
ESRI S-Group AB (Sweden), *member of the Board*

TeliaSonera AB (Sweden) that through the then subsidiary Amber Teleholding A/S (Denmark) nominated Malin Frenning to the Board of TEO LT, AB, as of 31 December 2011 had 530,504,838 shares of TEO LT, AB that accounts to 68.29 per cent of the share capital and votes.

Malin Frenning has no direct interest in the share capital of TEO LT, AB.
She is not involved in the business of other Lithuanian companies and does not have interest in the share capital of Lithuanian companies.

Lars Klasson (born in 1965 m.)

Member of the Board of TEO LT, AB since 28 April 2011 (nominated by Amber Teleholding A/S, the then subsidiary of TeliaSonera AB), member of the Remuneration Committee of the Board

Education
University of Linköping (Sweden), *Master of Business Administration*
Employment
TeliaSonera AB (Sweden), Business Area Broadband Services, *Chief Technology Officer*
Current Board Assignments
Eesti Telekom AS (Estonia), *member of Supervisory Council*
NextGenTel AS (Norway), *member of the Board*

TeliaSonera AB (Sweden) that through the then subsidiary Amber Teleholding A/S (Denmark) nominated Lars Klasson to the Board of TEO LT, AB, as of 31 December 2011 had 530,504,838 shares of TEO LT, AB that accounts to 68.29 per cent of the share capital and votes.

Lars Klasson has no direct interest in the share capital of TEO LT, AB.
He is not involved in the business of other Lithuanian companies and does not have interest in the share capital of Lithuanian companies.

Joakim Sundström (born in 1959)

Member of the Board of TEO LT, AB since 26 April 2007, re-elected for the two-year term on 28 April 2011 (nominated by Amber Teleholding A/S, the then subsidiary of TeliaSonera AB), Chairman of the Audit Committee of the Board

Education
Stockholm University (Sweden), *Bachelor of Business Administration*
Employment
TeliaSonera AB (Sweden) Business Area Broadband Services, *Vice President of Business Control*
Current Board Assignments
Lattelecom SIA (Latvia), *member of the Supervisory Council, member of the Audit Committee, and member of the Business Planning and Finance Committee*
TeliaSonera Network Sales AB (Sweden), *member of the Board*
TeliaSonera Net Fastigheter AB (Sweden), *member of the Board*
TeliaSonera Skanova Access Sales AB (Sweden), *deputy member of the Board*
Tilts Communications A/S (Denmark), *member of the Board*

TeliaSonera AB (Sweden) that through the then subsidiary Amber Teleholding A/S (Denmark), nominated Joakim Sundström to the Board of TEO LT, AB, as of 31 December 2011 had 530,504,838 shares of TEO LT, AB that accounts to 68.29 per cent of the share capital and votes.

Joakim Sundström has no direct interest in the share capital of TEO LT, AB.
He is not involved in the business of other Lithuanian companies and does not have interest in the share capital of Lithuanian companies.

Tiia Tuovinen (born in 1964)

Member of the Board of TEO LT, AB since 28 April 2009, re-elected for the two-year term on 28 April 2011 (nominated by Amber Teleholding A/S, the then subsidiary of TeliaSonera AB), member of the Audit Committee of the Board

Education
University College London (United Kingdom), *Master of Laws*
University of Helsinki (Finland), *Master of Laws*
Employment
TeliaSonera Finland Oyj (Finland), *General Counsel for Broadband Services and Vice President for Real Estates and Property Planning in Finland*
Current Board Assignments
Lattelecom SIA (Latvia), *member of the Supervisory Council*
TeliaSonera Finland Oyj (Finland), *member of the Board*
TeliaSonera International Carrier AB (Sweden), *member of the Board*
Tilts Communications A/S (Denmark), *member of the Board and Managing Director*
Tectia Oyj (Finland), *member of the Board*
Member of the Board of several real estate companies in Helsinki, Finland

TeliaSonera AB (Sweden) that through the then subsidiary Amber Teleholding A/S (Denmark) nominated Tiia Tuovinen to the Board of TEO LT, AB, as of 31 December 2011 had 530,504,838 shares of TEO LT, AB that accounts to 68.29 per cent of the share capital and votes.

Tiia Tuovinen has no direct interest in the share capital of TEO LT, AB.
She is not involved in the business of other Lithuanian companies and does not have interest in the share capital of Lithuanian companies.

Inga Skisaker (born 1971)

Member of the Board of TEO LT, AB, elected for the two-year term on 28 April 2011 (nominated as independent candidate by Amber Teleholding A/S, the then subsidiary of TeliaSonera AB), member of the Audit Committee of the Board

Education
Vilnius University (Lithuania), *Master of International Business Administration*
Employment
Nordea Bank Finland Plc Lithuania Branch, *General Manager*
Current Board Assignments
Baltic Management Institute (Lithuania), *member of the Board*
Investors Forum (Lithuania), *member of the Board*

TeliaSonera AB (Sweden) that through the then subsidiary Amber Teleholding A/S (Denmark) nominated Inga Skisaker as independent candidate to the Board of TEO LT, AB, as of 31 December 2011 had 530,504,838 shares of TEO LT, AB that accounts to 68.29 per cent of the share capital and votes.

Inga Skisaker has no direct interest in the share capital of TEO LT, AB.
She is not involved in the business of other Lithuanian companies and does not have interest in the share capital of Lithuanian companies.

Jonas Pilkauskas (born in 1974)

Member of the Board of TEO LT, AB, elected for the two-year term on 28 April 2011 (nominated as independent candidate by East Capital), member of the Remuneration Committee of the Board

Education
Vilnius University (Lithuania), *Diploma from Faculty of Law (1997)*
From 1995 to 1996 studied at the University of Swansea, Wales (United Kingdom) and at John Marshall Law School in Chicago (U.S.A.).
Employment
Law firm TARK GRUNTE SUTKIENĖ (Lithuania), *of counsel*
Current Board Assignments
East Capital Asset Management AB (Sweden) that nominated Jonas Pilkauskas as independent candidate to the Board of TEO LT, AB, as of 31 December 2011 had 56,260,126 shares of TEO LT, AB that accounted to 7.24 per cent of the share capital and votes.

Jonas Pilkauskas together with related persons (as this concept is described in Polish laws) holds 19,645,318 shares of Trakcja – Tiltra SA, Poland, that accounts to 8.46 per cent of share capital and votes. Trakcja – Tiltra SA has two subsidiaries in Lithuania – Tiltra Group AB and AB Kauno Tiltai.

Jonas Pilkauskas has no direct interest in the share capital of TEO LT, AB.

TOP MANAGEMENT

Arūnas Šikšta (born in 1968)

General Manager (CEO) of TEO LT, AB from 2 January 2004

Education
Klaipėda University (Lithuania), *Degree in Management (1995)*
Vienna University of Economics and Business (Austria), *Master of Business Administration (2009)*
Current Board Assignments
AB Žemaitijos Pienas (Lithuania), *member of the Board*
Big Brothers Big Sisters International (U.S.A.), *member of the Board*

Arūnas Šikšta has no direct interest in the share capital of TEO LT, AB.
He is not involved in the business of other Lithuanian companies and does not have interest in the share capital in other Lithuanian companies

Darius Gudačiauskas (born in 1975)

Chief Sales Officer and Deputy General Manager of TEO LT, AB from 1 March 2006

Education
Vilnius Gediminas Technical University (Lithuania), *Bachelor degree of Business Administration (1997), Master of Business Administration (1999), Doctor of Social Sciences, Economics (2005)*
Current Board Assignments
UAB Lintel, a subsidiary of TEO LT, AB, *Chairman of the Board*

Darius Gudačiauskas has no direct interest in the share capital of TEO LT, AB.
He is not involved in the business of other Lithuanian companies and does not have interest in the share capital in other Lithuanian companies.

Nerijus Ivanauskas (born in 1970)

Chief Marketing Officer and Deputy General Manager of TEO LT, AB from 1 March 2006

Education
Vilnius University (Lithuania), *Bachelor of Econometrics (1993)*
International Management School, Budapest (Hungary), *Candidate Master of Business Administration (1995)*
Emory University, Atlanta (U.S.A.), *Master of Business Administration (1996)*

Nerijus Ivanauskas has no direct interest in the share capital of TEO LT, AB.
He is not involved in the business of other Lithuanian companies and does not have interest in the share capital in other Lithuanian companies.

Darius Didžgalvis (born in 1969)

Chief Technology Officer and Deputy General Manager of TEO LT, AB from 9 February 2005

Education
Kaunas University of Technology (Lithuania), *Engineer in radio electronics (1993), MSc in Telecommunication Engineering (2001), International Executive MBA (2003)*
Current Board Assignments
UAB Baltic Data Center, a subsidiary of TEO LT, AB, *Chairman of the Board*
UAB Hostex, as subsidiary of UAB Baltic Data Center, *Chairman of the Board*
UAB Interdata, a subsidiary of UAB Hostex, *Chairman of the Board*

Darius Didžgalvis has no direct interest in the share capital of TEO LT, AB.
He is not involved in the business of other Lithuanian companies and does not have interest in the share capital in other Lithuanian companies.

Eglutė Bivainienė (born in 1967)

Chief Operational Officer of TEO LT, AB from 1 July 2011

Education
Vilnius University (Lithuania), *Diploma in Economics and Mathematics (1990)*
ISM University of Management and Economics (Lithuania) Master of Business Administration studies

Eglutė Bivainienė no direct interest in the share capital of TEO LT, AB.
She is not involved in the business of other Lithuanian companies and does not have interest in the share capital in other Lithuanian companies.

Giedrius Vegys (born in 1959)

Chief Financial Officer of TEO LT, AB from 1 April 2009.

Education
Vilnius University (Lithuania), *Diploma from Faculty of Economic Cybernetics and Finance (1982)*
Helsinki School of Economics (Finland), *Executive MBA (2001)*
Current Board Assignments
UAB Baltic Data Center, a subsidiary of TEO LT, AB, *member of the Board*

Giedrius Vegys has no direct interest in the share capital of TEO LT, AB.
He is not involved in the business of other Lithuanian companies and does not have interest in the share capital in other Lithuanian companies.

MAIN UNITS

Kastytis Kmitas
Director of Internal Audit Unit

Vytautas Bučinskas
Director of Risk Management Unit

Edis Kasperavičius
Director of Human Resources Unit, Director of UAB Kompetencijos Ugdymo Centras

Eglė Gudelytė-Harvey
Director of Corporate Administration and Legal Affairs Unit

Antanas Bubnelis
Director of Corporate Communication Unit

SALES AND CUSTOMER CARE DIVISION

Aleksandr Samuchov
Director of Business Solutions Department

Adomas Ginevičius
Director of Sales Development Department

Laurynas Šeškevičius
Director of Sales Planning and Control Department

Arnoldas Žukauskas
Director of Carrier Business Department

Stasys Paplauskas
Director of Business Projects Management Unit

Gintaras Bilevičius
Director of Vilnius Regional Center

Loreta Ivašauskienė
Director of Kaunas Regional Center

Larijus Lapinskas
Director of Klaipėda Regional Center

Arvydas Murza
Director of Šiauliai Regional Center

Rimantas Misevičius
Director of Panevėžys Regional Center

SERVICE DEVELOPMENT AND MARKETING DIVISION

Nerilė Mažeikienė
Director of Business Customers Marketing Department

Daiva Tonkūnienė
Director of Residential Customers Marketing Department

Mantas Katinas
Director of Internet Content Development Department

NETWORK TECHNOLOGY DIVISION

Gintaras Monkevičius
Director of Network Development and Management Department

Haroldas Šulčinskas
Director of Network Maintenance Department

Aleksas Naudžiūnas
Director of Information Technology Department

CUSTOMER OPERATIONS AND QUALITY DIVISION

Povilas Kaminskas
Director of Services and Process Management Department

Gintarė Žilinskienė
Director of Service Quality Assurance Department

Renaldas Radvila
Director of Customer Care Channels Development Department

FINANCE DIVISION

Dalius Redeckas
Director of Economics Department

Dzintra Tamulienė Director of Accounting Department

GENERAL MANAGER ADVISER

Rasa Norkienė
Advisor for Corporate Image Formation

SUBSIDIARIES

Remigijus Šeris
Director of UAB Lintel

Saulius Markūnas
Director of UAB Baltic Data Center

Pranas Slušnys
Director of UAB Hostex and UAB Interdata

SHARE CAPITAL

The share capital of the Company amounts to 776,817,518 litas and consists of 776,817,518 ordinary registered shares with a nominal value of 1 litas each.

One ordinary registered share of TEO LT, AB gives one vote at the General Meeting of Shareholders. The number of TEO LT, AB shares that provide voting rights during the General Meeting of Shareholders is 776,817,518.

The share capital of the Company was reduced from 814,912,760 litas to 776,817,518 litas by cancellation of 38,095,242 treasury stocks. Treasury stocks that amounted to 4.67 per cent of the total number of the Company shares were acquired during the Initial Public Offering (IPO) in the year 2000 and they had no rights to exercise any property and non-property rights provided by the Law of the Republic of Lithuania on Companies.

From June 2000 till 1 July 2010 the Company ran the Global Depository Receipts (GDR) programme. According to the programme, one GDR represented 10 ordinary registered shares of the Company. TEO GDRs were listed on the Official List of the UK Listing Authorities and were traded on the London Stock Exchange.

Size and structure of TEO LT, AB capital (%)

	Size of the capital (LTL)	Ordinary registered shares	Global Depository Receipts
31-12-2011	776,817,518	100.00	-
30-09-2010	776,817,518	100.00	-
30-06-2009	814,912,760	96.26	3.74
31-03-2008	814,912,760	96.12	3.88
31-12-2007	814,912,760	93.20	6.80

SHAREHOLDERS

The main shareholder of TEO – TeliaSonera AB, a telecommunications operator, that directly controls 68.29 per cent of the Company's shares.

TeliaSonera provides telecommunication services in the Nordic and Baltic countries, the emerging markets of Eurasia, including Russia and Turkey, and in Spain.

In June 2011 TeliaSonera AB took over from its subsidiary Amber Teleholding A/S the controlling interest in TEO (62.94 per cent of shares and votes). Before the transaction TeliaSonera AB directly held 5.14 per cent of the Company's shares and votes. During the third quarter of 2011 TeliaSonera AB additionally acquired 0.21 per cent of share and increased its holding up to 68.29 per cent.

In 2011, the State of Lithuania finished to give up shares of the Company as compensation to Lithuanian citizens for realty redeemable by the State of Lithuania. The State Property Fund was running this process, during which 10.03 per cent of TEO shares was given to Lithuanian citizens.

As of 31 December 2011, the Republic of Lithuania, represented by State Enterprise State Property Fund, had no shares in the Company (as of 31 December 2010 it held 3,075,315 shares).

The Republic of Lithuania, represented by State Tax Inspectorate, as of 31 December 2011 held 362,865 shares or 0.05 per cent of the Company's share capital and votes.

The number of shareholders on the shareholders registration day for the Annual General Meeting of Shareholders, which was held on 28 April 2011, was 14,530.

SHAREHOLDERS BY COUNTRIES

1.1 Breakdown of TEO LT, AB shareholders by the country of residence as of 31 December 2011

Country	Number of shareholders	Number of shares	Share of TEO share capital (%)
Sweden	15	578,396,863	74.46
Estonia	7	92,240,751	11.87
Lithuania	13,335	87,067,022	11.21
United Kingdom	26	3,796,770	0.49
Germany	9	3,579,061	0.46
Latvia	13	3,086,301	0.40
U.S.A.	47	2,640,048	0.34
Belgium	4	1,798,789	0.23
France	2	1,586,700	0.20

Poland	2	1,142,943	0.15
Austria	3	439,648	0.06
Slovenia	3	337,008	0.04
New Zeland	1	322,079	0.04
Cayman Islands	1	83,024	0.01
Norway	2	55,000	0.01
Panama	1	42,940	0.01
Bulgaria	1	30,600	0.00
Luxemburg	3	30,451	0.00
Belarus	3	26,463	0.00
The Netherlands	3	24,967	0.00
Ireland	9	24,215	0.00
Canada	2	16,496	0.00
Aland Island	1	12,800	0.00
Russia	4	8,999	0.00
Australia	2	5,681	0.00
China	1	5,250	0.00
South Korea	1	5,100	0.00
Finland	4	4,957	0.00
Moldova	1	2,423	0.00
Switzerland	1	2,071	0.00
Italy	2	1,411	0.00
Argentina	1	287	0.00
South African Recpublic	1	200	0.00
Cyprus	1	200	0.00
	13,512	**776,817,518**	**100.00**

SHAREHOLDERS’ STRUCTURE

Breakdown of TEO LT, AB shareholders registered in Lithuania as of 31 December 2011

	Number of shareholders	Number of shares	Share of TEO share capital (%)
Private individuals	13,237	80,934,201	10.42
Financial institutions	21	3,698,068	0.48
Legal entities	76	2,071,888	0.26
State of Lithuania, represented by State Tax Authorities	1	362,865	0.05
	13,335	**87,067,022**	**11.21**

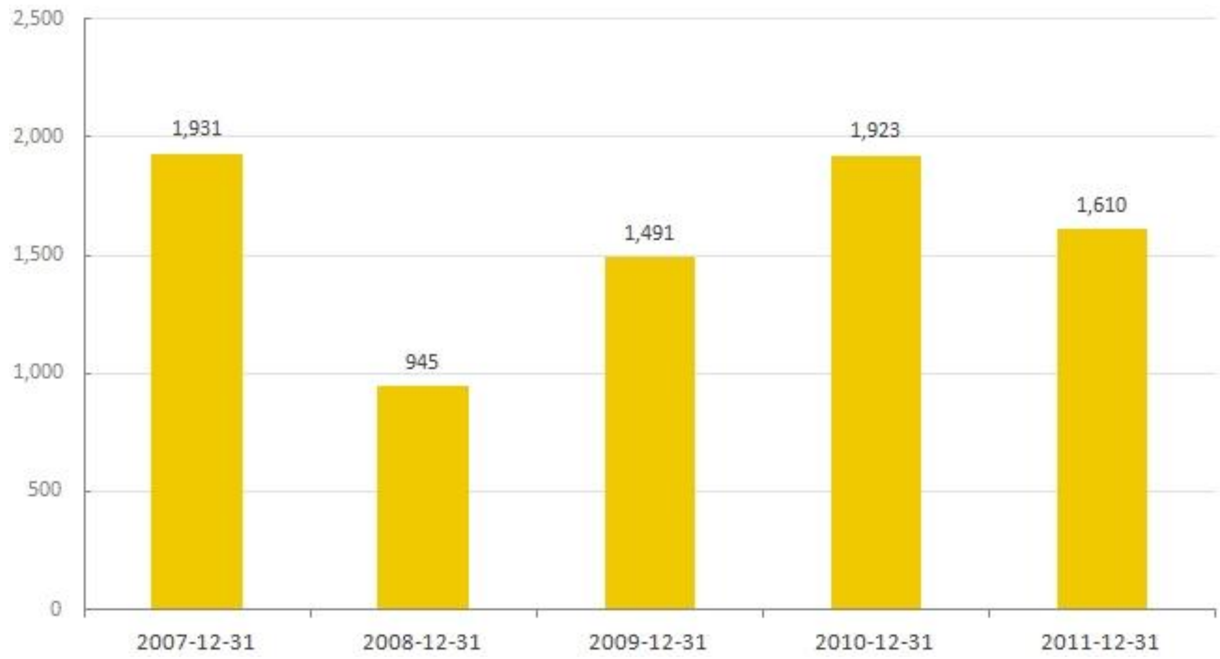
TRADING IN SHARES

Ordinary registered shares of TEO (ISIN code LT0000123911) are listed on the Main List of NASDAQ OMX Vilnius stock exchange (code: TEO1L).

In January 2011, TEO ordinary shares were included into the trading lists of the Berlin Stock Exchange (Berlin Open Market called Freiverkehr), the Frankfurt Stock Exchange (Open Market (Freiverkehr)), the Munich Stock Exchange and the Stuttgart Stock Exchange. TEO share's symbol on German stock exchanges is ZWS.

During 2011 TEO share price on NASDAQ OMX Vilnius stock exchange decreased by 16.3 per cent, while the shares' turnover, compared to the year 2010, decreased by 35.4 per cent.

1.2 Market capitalisation (LTL million)



NASDAQ OMX VILNIUS (LTL)

Trading in TEO shares on NASDAQ OMX Vilnius stock exchange in LTL

	2007	2008	2009	2010	2011
Opening price (LTL)	2.770	2.380	1.160	1.860	2.472
Highest price (LTL)	3.080	2.390	2.030	2.483	2.472
Lower price (LTL)	2.160	1.130	1.070	1.840	1.837
Average price (LTL)	2.540	1.880	1.510	2.231	2.209
Closing price (LTL)	2.370	1.160	1.830	2.476	2.072
Volume (units)	197,630,335	138,576,177	181,713,919	62,892,242	40,643,808
Turnover (LTL million)	502.85	261.19	274.70	140.32	89.67
Capitalisation (LTL million)	1,931.34	945.30	1,491.29	1,923.13	1,609.32

Trading in TEO shares on NASDAQ OMX Vilnius stock exchange from 12-06-2000 till 31-12-2011 in LTL

NASDAQ OMX VILNIUS (EUR)

Trading in TEO shares on NASDAQ OMX Vilnius stock exchange in EUR

	2007	2008	2009	2010	2011
Opening price (EUR)	0.802	0.689	0.336	0.539	0.716
Highest price (EUR)	0.892	0.692	0.588	0.719	0.716
Lowest price (EUR)	0.626	0.327	0.310	0.533	0.532
Average price (EUR)	0.736	0.544	0.437	0.646	0.639
Closing price (EUR)	0.686	0.336	0.530	0.717	0.600
Volume (units)	197,630,335	138,576,177	181,713,919	62,892,242	40,643,808
Turnover (EUR million)	145.64	75.64	79.56	40.64	25.97
Capitalisation (EUR million)	559.36	273.78	431.91	556.98	466.09

Trading in TEO shares on NASDAQ OMX Vilnius stock exchange from 12-06-2000 till 31-12-2011 in EUR

INDEXES

TEO LT, AB shares as one of the most liquid stocks on NASDAQ OMX Vilnius stock exchange are included into calculation of the following indexes of NASDAQ OMX Baltic stock exchanges:

- **Benchmark index (OMX Baltic Benchmark)** is available on the Baltic level. The index consists of a portfolio of the largest and most traded shares, representing all sectors available on the NASDAQ OMX Baltic Market.
- **Tradable index (OMX Baltic 10)** is available on the Baltic level and consists of the 10 most actively traded stocks on the NASDAQ OMX Baltic Market.
- **All Share indexes (OMX Baltic, OMX Tallinn, OMX Riga, OMX Vilnius)** are available on both local and Baltic level and include the shares listed on the Main and Secondary lists of the Baltic exchanges.
- **OMX Baltic Telecommunication Sector** index is based on the Industry Classification Benchmark (ICB) developed by FTSE Group.

TEO share price and NASDAQ OMX Vilnius stock exchange indexes development during 2007-2011
Source: NASDAQ OMX Vilnius stock exchange

	2007 01 01	2011 12 31	Change (%)
OMX Baltic Benchmark Index	749.13	434.49	▼ 42.20
OMX Vilnius Index	492.65	298.01	▼ 39.51
TEO LT, AB share price (EUR)	0.80	0.60	▼ 24.94

DIVIDENDS

Each year the Company pays dividends although there is no officially approved dividend policy.

After Initial Public Offering (IPO) in 2000 the amount allocated for dividend payment amounted to 50-70 per cent of yearly net profit. In 2003, the Company suffered a loss, but dividends were paid out. Starting from 2003 till 2008 each year the amount of dividends paid out per share was higher than consolidated earnings per share for respective year. That is because according to the provisions of the Law of the Republic of Lithuania on Companies, dividends should be paid from retained earnings of the Parent company of the Group, i.e. from retained earnings of TEO LT, AB. Since 2006, the Company has been paying almost the maximum amount of dividends allowed by the laws – 96-98 per cent of retained earnings of the Parent company.

In 2011, the Company paid out to the shareholders LTL 139.8 million of dividends or 0.18 litas per share for the year 2010. Following the Law, the dividends were paid to the shareholders who at the end of the tenth business day following the Annual General Meeting that adopted a decision on dividend payment, i.e. on 12 May 2011 were shareholders of TEO LT, AB. On 26 May 2011 dividends to shareholders were paid in cash.

The Annual General Meeting of TEO LT, AB Shareholders, where a decision regarding the allocation of the profit for the year 2011 should be adopted, will be held on 24 April 2012. After adoption of the decision to pay dividends for the year 2011, dividends would be paid to the shareholders who at the end of the tenth business day after the General Meeting, i.e. on 9 May 2012, will be shareholders of the Company.

	2007	2008	2009	2010	2011
Consolidated earnings per share (LTL)	0.21	0.21	0.22	0.21	0.20
Paid out dividend per share (LTL)	0.25	0.23	0.21	0.18	0.20
Retained earnings of the Parent company (LTL thousand)	197,298	183,376	166,076	144,333	161,163
Paid out dividend amount (LTL thousand)	194,204	178,668	163,132	139,827	155,364

MAIN FIGURE OF TEO GROUP

FINANCIAL FIGURES	2007	2008	2009	2010	2011
Revenue (LTL million)	793	826	816	773	750
EBITDA (LTL million)	352	349	338	310	302
EBITDA margin (%)	44.4	42.2	41.5	40.1	40.3
Operating profit (LTL million)	185	182	196	179	170
Operating profit margin (%)	23.4	22.1	24.0	23.1	22.7
Profit before income tax (LTL million)	196	190	198	180	172
Profit before income tax margin (%)	24.7	22.9	24.3	23.3	23.2
Profit for the period (LTL million)	163	160	169	163	154
Profit margin (%)	20.5	19.4	20.7	21.1	10.6
Total assets (LTL million)	1,206	1,183	1,151	1,179	1,138
Shareholders' equity (LTL million)	1,071	1,036	1,027	1,026	1,041
Capital investments (LTL million)	195	180	117	191	156
Number of shares, excluding treasury stocks (thousand)	776,818	776,818	776,818	776,818	776,818
Earnings per share (LTL)	0.21	0.21	0.22	0.21	0.20
Paid out dividend per share (LTL)	0.25	0.23	0.21	0.18	0.20
Share price at the end of period (LTL)	2.370	1.160	1.830	2.476	2.072
RATIOS	**31-12-2007**	**31-12-2008**	**31-12-2009**	**31-12-2010**	**31-12-2011**
Return on capital employed (%)	18.4	18.5	19.5	17.8	17.2
Average return on assets (%)	15.7	16.0	17.6	16.1	15.3
Return on shareholders' equity (%)	15.3	15.7	16.9	16.4	15.4
Gearing ratio (%)	(34.8)	(30.4)	(29.3)	(24.8)	(20.6)
Debt to equity ratio (%)	0.7	0.7	0.6	0.5	0.4
Current ratio (%)	451.4	353.7	410.8	310.7	459.6
Rate of turnover of assets (%)	69.0	72.6	73.4	69.7	67.3
Equity to assets ratio (%)	88.8	87.6	89.2	87.1	91.5
Dividend payout ratio (%)	119.3	111.7	96.5	96.9	96.4
Price to earnings ratio	11.3	5.6	8.3	11.8	10.4

OPERATING FIGURES					
Number of fixed telephone lines in service	788,946	767,805	721,953	689,012	647,524
Number of broadband Internet connections in total:	258,819	298,080	313,449	345,865	372,212
- DSL connections	231,508	250,770	228,090	212,948	197,405
- connections via the fiber-optic network (FTTB, FTTH)	7,699	24,258	62,828	103,812	140,242
- connections via the WiFi network	19,612	23,052	22,531	29,105	34,565
Number of wireless Internet (WiFi) hot-spots	3,182	4,203	3,998	3,785	3,385
Number of TV services users in total:	17,453	66,677	102,369	131,188	151,175
- IPTV customers	17,453	40,350	55,915	67,909	79,918
- DVB-T customers	-	26,327	46,454	63,279	71,257
Number of personnel at the end of period	3,177	3,332	3,060	3,486	3,303

INFORMATION TO INVESTORS

Annual General Meeting of Shareholders

The Annual General Meeting of Shareholders of TEO LT, AB will be held at the head-office of TEO LT, AB at Lvovo str. 25, Vilnius, Lithuania, at 1 p.m. on Tuesday, 24 April 2012.

Shareholders who at the end of the General Meeting of Shareholders' accounting day, i.e. 17 April 2012, will be shareholders of the Company have a right to participate and vote at the General Meeting of Shareholders.

One ordinary registered share of TEO LT, AB gives one vote at the General Meeting of Shareholders. The share capital of the Company consists of 776,817,518 ordinary registered shares of one litas nominal value each. Therefore, the number of TEO LT, AB shares that provide voting rights during the General Meeting of Shareholders is 776,817,518.

Dividends for the year 2011

Dividends will be paid to the shareholders who at the end of the tenth business day following the Annual General Meeting that adopts a decision on allocation of the profit for the year 2011 and dividend payment, i.e. on 9 May 2012 (dividend record day), will be shareholders of TEO LT, AB.

According to the rules of NASDAQ OMX Vilnius stock exchange, the ownership right to the shares acquired through Automatically Matched trades is transferred on the third business day after conclusion of the transaction. The ex-dividend day for TEO shares is 7 May 2011.

The Law of the Republic of Lithuania on Companies provides that dividends are to be paid within one month from the day of making a decision on allocation of the profit.

Following the Lithuanian legislation, dividends paid to:
- natural persons–residents of the Republic of Lithuania and natural persons–residents of foreign countries are subject to withholding Personal income tax of 20 per cent;
- legal entities of the Republic of Lithuania and legal entities–residents of foreign countries are subject to withholding Corporate income tax of 15 per cent, unless otherwise provided for by the laws.

Residents of the foreign countries, which have concluded agreements on Avoidance of Double Taxation with the Republic of Lithuania, could take advantage of reduced tariffs provided by such agreements by submitting Claim for Reduction or Exemption from the Anticipatory Tax Withheld at Source, form FR0021 (DAS-1), before dividend payout or Claim for Refund of Tax Withheld at Source, form FR0022 (DAS-2), after dividend payout.

Financial Reports

The Financial Statements, Consolidated Annual and Corporate Social Responsibility Reports of TEO LT, AB for the year 2011 in the English and Lithuanian languages as well as other Company's financial reports and press releases are available online at www.teo.lt.

In 2012, TEO Group financial results will be released on the following dates:
- Interim Consolidated Financial Statements for the period ended 31 March 2012: April 17
- Interim Consolidated Financial Statements for the period ended 30 June 2012: July 17
- Interim Consolidated Financial Statements for the period ended 30 September 2012: October 15

Equity Research

The following banks and securities brokerage houses analyzed the results and the value of the Company's shares in 2011:

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