

# Financial performance

## Management Report on Financial and Business Performance

In 2021, the Company achieved positive results in implementing the Long-Term Strategy. Based on the results of Kazakhtelecom's JSC work for 2021:

1

the number of fixed lines in the Kazakhtelecom network was **2,774,555**, or 96% by 2020. The decrease in the number of fixed lines is explained by the refusal of users to use fixed telephony services in favor of mobile communications, which corresponds to global trends;

3

the number of Pay TV subscribers equaled **918,720 points**, or 106% compared to the actual date of last year, including **815,572 points** for iDTV;

2

the number of broadband subscribers equaled **1,860,706 ports**, or 102% by the date of 2020;

4

the number of mobile subscribers was **14,543,325**, or 98% by 2020.

Consolidated income from the sale of services amounted to

# 594,193

million KZT

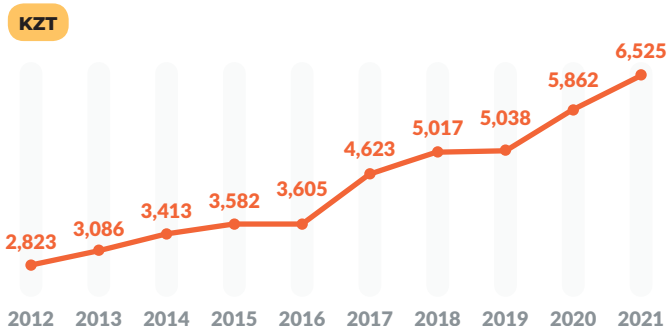
The consolidated net profit amounted to

# 97,444

million KZT

EBITDA for 2021 amounted to KZT 278,180 million. EBITDA margin was 46.82% as a result of the operational excellence and cost optimisation strategy. Consolidated operating expenses (cost and expenses of the period) for the Kazakhtelecom Group in the reporting period equaled KZT 430,606 million.

Changes in ARPU



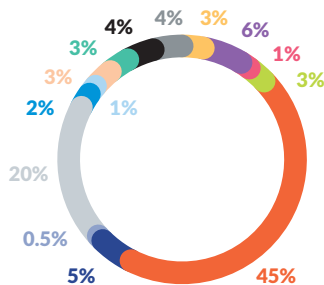
6,525

KZT

ARPU (average revenue per subscriber)

## Financial overview

Revenue structure across Kazakhtelecom Group



594,193

million KZT

consolidated income from the sale of services for Kazakhtelecom JSC for 2021

- Data transmission network
- Local telephony communications
- Rental of transport network channels
- Mobile communication
- Agreements with international operators
- Intercity, international telephone communication
- Corporate infocommunication services
- Revenue under agreements with communication operators connected to the network of Kazakhtelecom JSC
- Other
- Revenue from the provision of converged services (FMS/FMC)
- Pay TV
- Revenue from sales of goods
- Services of the Fiscal Data Operator (FDO)
- Conversations with subscribers of third-party operator, including cellular communication operators

## INCOME IS THE LARGEST IN 2021:

From the services of the data transmission network, the share in the total revenue structure of Kazakhtelecom JSC equaled

**45.1%**

From corporate information and communication services

**3%**

From mobile communications, the share in the total revenue structure was

**19.9%**

Pay TV, share in the total revenue structure

**3%**

Income from the sale of goods, the share in the total structure of income equaled

**6.4%**

Conversations with external operators subscribers, including mobile operators, share in the total revenue structure

**2.7%**

From the provision of local telephone services, the share in the total income structure was

**4.7%**

Under agreements with communications operators, the share in the total structure of income equaled

**2.5%**

Income from the provision of converged services (FMS/FMC), the share in the total structure of income was

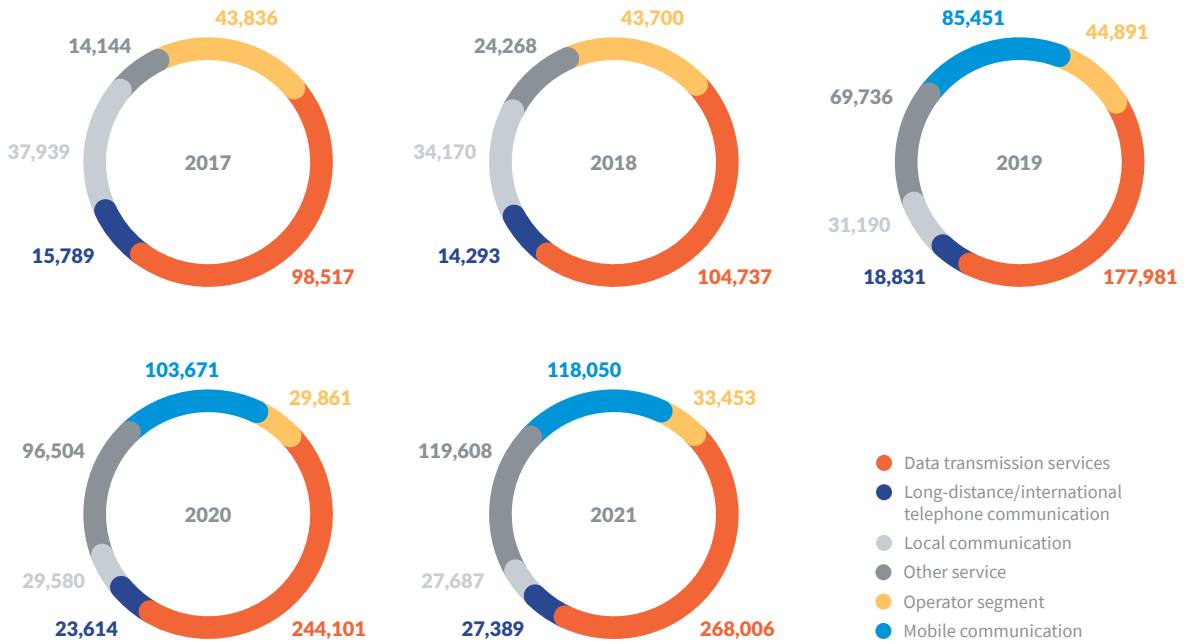
**3.7%**

Under agreements with international operators, the share in the total structure of income equaled

**2.4%**

Dynamics of the most significant income items for 5 years

million KZT



Changes in income structure in 2021 relative to 2020

million KZT

