

MID EUROPA PARTNERS:

INVESTING IN BOSNIA AND HERZEGOVINA THROUGH TELEMACH AND TOTAL TV

18TH APRIL 2013

telemach

total 

- **€3.2 billion of capital commitments**
 - Mid Europa Fund III is the largest CEE buyout fund with €1.5 billion of commitments
- **Successfully investing in Central and Eastern Europe since 1999**
 - €2.7 billion invested across 29 investments in 18 countries to date
 - Superior local knowledge and extensive relationships
- **Regional presence**
 - Offices in London, Budapest, Warsaw and Istanbul
 - Large local team with deep regional networks and institutional investment experience
 - Broad sector and country-specific knowledge
- **Pro-active and value-driven strategy**
 - Buy-and-build and growth
- **Market leadership continuously recognized by the private equity industry**



2012, 2010 CEE/Russia PE
Fund Gold Award; 2011
Silver Award



2012, 2011, 2010, 2009 &
2007 Best PE House in CEE
2012, 2011, 2010 Best PE
Deal
2009 Bond Deal of the
Year (Invitel)



2012, 2010, 2009, 2008,
2006 & 2005 CEE PE Firm
of the Year, Private
Equity International



2011, 2010, 2008 & 2007
CEE PE Firm of the Year,
Private Equity News

Mid Europa has built the leading PayTV platform in SEE - SBB/Telemach Group

Country: Serbia + five SEE countries
 Industry: PayTV
 Mid Europa Entry: 2007



Group investment history

- ✓ 6 countries
- ✓ 20m inhabitants
- ✓ 1.6m RGUs served



Country: Slovenia, Bosnia & Herzegovina ("B&H")
 Industry: PayTV
 Mid Europa Entry: 2009 (Slovenia), 2010 (B&H)



2007
 SBB, largest cable platform in Serbia, acquired

2008
 Telemach, largest cable platform in Slovenia, acquired

Total TV DTH service launched in B&H

2009
 3 cable operators acquired in B&H and merged under the Telemach umbrella

2012
 SBB and Telemach merged to create the leading regional PayTV platform

Dynamic expansion within Bosnia and Herzegovina started in 2008

	Company	Business overview	Integration
2008		<ul style="list-style-type: none"> Organic expansion through Total TV (DTH service) 	<p>Single integrated PayTV platform, offering high quality triple play services and connecting customers across the SEE region</p> 
2010	   <small>KABLOVSKI KOMUNIKACIJSKI SISTEMI - KKS</small>	<ul style="list-style-type: none"> Three leading CATV operators in Sarajevo acquired and merged into Telemach 	
2011		<ul style="list-style-type: none"> CATV operator in the city of Mostar acquired 	
2012		<ul style="list-style-type: none"> CATV operator in the city of Zenica acquired 	
2012		<ul style="list-style-type: none"> CATV operator in the city of Visoko acquired 	
2013		<ul style="list-style-type: none"> CATV operator in central B&H acquired 	
			

Total TV and Telemach - #1 PayTV platform in B&H

Since their entry into B&H, Telemach and Total TV have grown to serve c. 300k RGUs

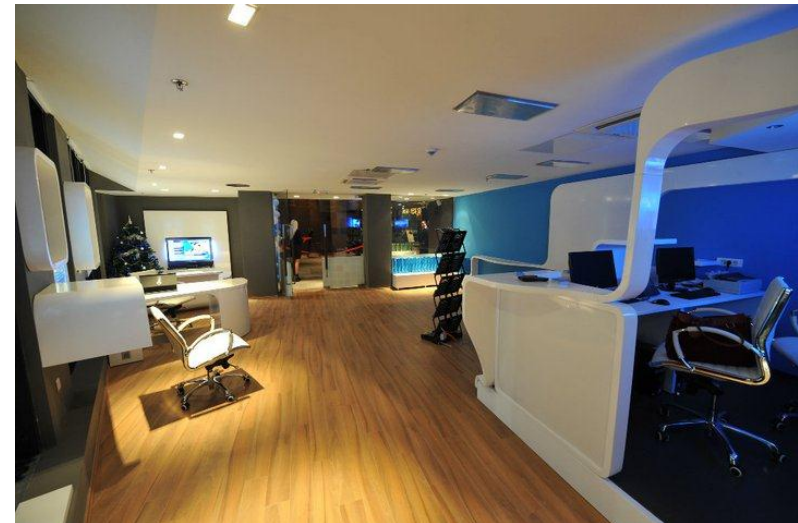
telemach tv. net. tel.

No.1 Cable TV operator in B&H; leader in Internet within its footprint

total TV

No.1 DTH operator in B&H

Telemach staff has grown over time to c. 170 employees



Significant time and resources invested to bring high quality telecommunications services to B&H

1 Leader in innovation



5 Attractive B2B offer



2 Well invested network

- DOCSIS 3.0 upgraded network with high service delivery availability
- Pan regional fiber connection
- End-to-end managed backbone

4 Excellent customer service



3 Top quality content

