

ONE COMPANY

In 2015 we took great initiatives and traced a new path on which we started treading ahead with firm steps. The year that has gone by was primarily focused on the accession of T-Mobile to Makedonski Telekom. This step was executed after many years of internal planning and preparations. The Shareholders' Assembly, at its meeting held on 17th June, accepted the Accession Agreement. Thence, Makedonski Telekom and T-Mobile Macedonia officially became one company on 1st July. The employees, including the entire property and obligations, were assumed by Makedonski Telekom. Mr. Andreas Maierhofer is the Chief Executive Officer of Makedonski Telekom, whereas Mr. Zarko Lukovski was appointed as the Chief Operating Officer of Makedonski Telekom.

Yet, why did we decide to merge exactly in 2015?

If we take a look at the years that passed, consolidation is not only a worldwide trend, but also a basis for us to view the merger as a manner of adjusting to the market environment. Therefore, we became one company – Makedonski Telekom, with the aim of improving the results and more efficiently dealing with the competition which also opted for consolidation, by introducing a competitive portfolio of integrated fixed and mobile products and services.

Internally, we conducted this process in order to be more effective and simpler in terms of the operational and decision-making processes, as well as to optimize the operational costs so as to be better positioned on the market. We did all this in order to be able to dedicate ourselves completely to the customers, on the one hand by offering innovative converged services by using the latest technologies, while on the other hand also by improving the customer experience.

The company, which is a technology leader in the region, will be fully focused on the customer satisfaction by offering competitive integrated fixed and mobile services which is expected to result in even better positioning on the market.

Now, as one company we will strive to use the potential of those technologies as much as possible, to create converged services that will be intended for the entire family and will cover all communication needs: Internet, mobile, fixed, television. The best network will provide enormous data flow in real time and as one company we will provide this opportunity to our customer from one place.

The accession process is expected to strengthen the position of Makedonski Telekom as the leading integrated telecom in the country. It will also provide European perspective for the country going forward because it will have positive impact on the overall economic movements and business environment through investments in new technologies and state of the art services. Makedonski Telekom will continue to be the driver of changes in the telecommunication segment and great investor and supporter of the Macedonian economy and society.

