Cellcom Israel Ltd. Form 6-K August 13, 2015
FORM 6-K
SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549
Report of Foreign Private Issuer
Pursuant to Rule 13a-16 or 15d-16 of
the Securities Exchange Act of 1934
For August 13, 2015
Commission File Number: 001-33271
CELLCOM ISRAEL LTD.
10 Hagavish Street
Netanya, Israel 4250708
(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.
Form 20-F <u>X</u> Form 40-F
Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1):
Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7):

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- 2. Cellcom Israel Ltd. and Subsidiaries Condensed Consolidated Interim Financial Statements as at June 30, 2015 (unaudited)

Cellcom Israel announces
second Quarter 2015 Results
Revenues for the second quarter of 2015 totaled NIS 1,040 million, EBITDA <sup>1</sup> for the second quarter of 2015 totaled NIS 216 million and excluding a one-time effect <sup>2</sup> EBITDA totaled NIS 241 million
Net income for the second quarter of 2015 totaled NIS 12 million
Nir Sztern, the Company's CEO: "Cellcom tv success continues with full force in the second quarter as well. As of today, we have more than 40 thousand households enjoying Israel's new TV. In the framework of the wholesale market reform the Company is also experiencing great success with approximately 42 thousand households enjoying attractive prices and a unified internet service. The expansion of the landline products offering and the launch of triple play provide us a competitive advantage in the market"
"The Company completed an additional voluntary retirement process with a one-time cost of approximately NIS 25 million, whose effects we will see as of the third quarter of 2015"
Second Quarter 2015 Highlights (compared to second quarter of 2014):
<b>Total Revenues</b> totaled NIS 1,040 million (\$276 million) compared to NIS 1,158 million (\$307 million) in the second quarter last year, a decrease of 10.2%
§ Service revenues totaled NIS 786 million (\$209 million) compared to NIS 923 million (\$245 million) in the second quarter last year, a decrease of 14.8%
<b>Equipment revenues</b> totaled NIS 254 million (\$67 million) compared to NIS 235 million (\$62 million) in the second quarter last year, an increase of 8.1%

**EBITDA** totaled NIS 216 million (\$57 million) compared to NIS 314 million (\$83 million) in the second quarter last year, a decrease of 31.2%

 $\S$  **EBITDA excluding one-time effects**<sup>2</sup> totaled NIS 241 million (\$64 million) compared to NIS 331 million (\$88 million) in the second quarter last year, a decrease of 27.2%

EBITDA margin 20.8%, down from 27.1%

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<sup>&</sup>lt;sup>1</sup> Please see "Use of Non-IFRS financial measures" section in this press release.

<sup>&</sup>lt;sup>2</sup> The results for the second quarter of 2015 include a one-time effect of NIS 25 million in Other Expenses regarding a voluntary retirement plan. The results for the second quarter of 2014 include two one-time effects, the first is a decrease by NIS 22 million in Cost of Revenues and the second is an increase in Other Expenses by NIS 39 million.

- § **EBITDA margin excluding one-time effects<sup>2</sup>** 23.2%, down from 28.6%
- Solution (\$21 million) compared to NIS 156 million (\$41 million) in the second quarter last year, a decrease of 48.7%

Operating income excluding one-time effects<sup>2</sup> totaled NIS 105 million (\$28 million) compared to NIS 173 million (\$46 million) in the second quarter last year, a decrease of 39.3%

Net income totaled NIS 12 million (\$3 million) compared to NIS 79 million (\$21 million) in the second quarter last year, a decrease of 84.8%

§ Cellular subscriber base totaled approx. 2.848 million subscribers (at the end of June 2015)

§ Free cash flow¹ totaled NIS 119 million (\$32 million) compared to NIS 361 million (\$96 million) in the second quarter last year, a decrease of 67%

#### Nir Sztern, the Company's Chief Executive Officer, added:

"The influence of the fierce competition, apparent in the quarter's results, was manifested, among others, in erosion in revenues and profitability. The quarter was further influenced by high financing expenses in comparison to the former quarter and another voluntary retirement process, with a one-time cost of NIS 25 million, whose effects will be seen as of the third quarter of 2015.

With the operation of the landline wholesale market, we continued strengthening our position as a communications group providing value to its customers. In this frame, we have enlarged our landline offering towards the end of the quarter with a triple package, providing us a competitive advantage in the market and making us the only Group currently offering a real triple package combining tv services, internet infrastructure and provider and home telephony in one bill.

Cellcom tv success continues with full force in the second quarter as well. As of today, we have more than 40 thousand households enjoying Israel's new TV. In the framework of the wholesale market reform the Company is also experiencing great success with approximately 42 thousand households enjoying attractive prices and a unified internet service.

For the fifth consecutive year, the Company is granted the title of the leading cellular brand in Israel by the business newspaper 'Globes' and was chosen with 'Cellcom tv' as the year's winning launch both by Israel's marketing association and in a pole taken among Israel's leading marketing VPs".

**Shlomi Fruhling, Chief Financial Officer, commented:** "Alongside enlarging our operation in the landline market and continuing to recruit customers to 'Cellcom tv', the wholesale market service and triple package, in the second quarter of 2015 we experienced continued aggressive competition in the cellular market, demonstrated by continued decline in revenues from services. We expect the high competition level will continue in the next quarters.

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Accordingly, the Group is committed and continues to act in order to adjust its expense structure to market conditions. In the second quarter of 2015, Selling, Marketing, General and Administrative Expenses reduced by NIS 34 million in comparison to the second quarter of last year. In addition, for a voluntary retirement plan the Group recorded in the quarter a one-time cost of NIS 25 million while the savings in payroll expenses we will gradually see as of the third quarter this year.

The Group continued to act also in the second quarter in order to reduce its net debt, which at the end of the quarter amounted to NIS 2.86 billion in comparison to a net debt of NIS 3.27 billion at the end of the second quarter last year. Free cash flow totaled NIS 119 million in the second quarter of 2015, a 67% decrease in comparison with the second quarter of last year. The decrease is mostly attributed to a decline in customers receipts for end user equipment and service revenues (including hosting services).

The Company's Board of Directors decided not to distribute a dividend for the second quarter of 2015, given the continued intensified competition in the market and its adverse effect on the Company's revenues and in order to further strengthen the Company's balance sheet. The Board of Directors will re-evaluate its decision as market conditions develop, and taking into consideration the Company's needs".

**Netanya, Israel – August 13, 2015** – Cellcom Israel Ltd. (NYSE: CEL TASE: CEL) ("Cellcom Israel" or the "Company" or the "Group"), announced today its financial results for the second quarter of 2015. Revenues for the second quarter of 2015 totaled NIS 1,040 million (\$276 million); EBITDA for the second quarter of 2015 totaled NIS 216 million (\$57 million), which is 20.8% of total revenues; and net income for the second quarter of 2015 totaled NIS 12 million (\$3 million). Basic earnings per share for the second quarter of 2015 totaled NIS 0.12 (\$0.03).

### **Main Consolidated Financial Results:**

	Q2/201	5Q2/201	4% Change	_	15Q2/2014
	NIS mil	llion		US\$ m (conve transla	enience
Total revenues	1,040	1,158	(10.2%)	276	337
Operating Income	80	156	(48.7%)	21	45
Net Income	12	79	(84.8%)	3	23
Free cash flow	119	361	(67.0%)	32	105
EBITDA	216	314	(31.2%)	57	91
EBITDA, as percent of total revenues	20.8%	27.1%	(23.2%)		

### **Main Financial Data by Operating Segments:**

	Cellcom Israel (*	Netvision (**)	Consolidation adjustments	Consolidated results
			(***)	
	Q2/2015			
	NIS million			
Total revenues	850	235	(45)	1,040
Service revenues	612	219	(45)	<b>786</b>
Equipment revenues	238	16	-	254
Operating Income	56	32	(8)	80
EBITDA	164	52	-	216
EBITDA, as percent of total	19.3%	22.1%		20.00
revenues	19.5%	44.1%	-	20.8%

- (\*) Cellcom Israel Ltd. and its subsidiaries, excluding Netvision Ltd. and its subsidiaries.
- (\*\*) Netvision Ltd. and its subsidiaries.
- (\*\*\*) Include elimination of inter-company revenues between Cellcom Israel and Netvision, and amortization expenses attributable to the merger.

### Main Performance Indicators (data refers to cellular subscribers only):

	Q2/201:	5Q2/201	4 Change (%)
Cellular subscribers at the end of period (in thousands)	2,848	3,029	(6.0%)
Churn Rate for cellular subscribers (in %)	10.2%	11.1%	(8.1%)
Monthly cellular ARPU (in NIS)	65.5	75.4	(13.1%)

#### **Financial Review**

**Revenues** for the second quarter of 2015 decreased 10.2% totaling NIS 1,040 million (\$276 million), compared to NIS 1,158 million (\$307 million) in the second quarter last year. The decrease in revenues is attributed to a 14.8%

decrease in service revenues, which totaled NIS 786 million (\$209 million) in the second quarter of 2015 as compared to NIS 923 million (\$245 million) in the second quarter last year. This decrease was partially offset by an 8.1% increase in equipment revenues, which totaled NIS 254 million (\$67 million) in the second quarter of 2015 as compared to NIS 235 million (\$62 million) in the second quarter of 2014. Netvision's contribution to revenues for the second quarter of 2015 totaled NIS 190 million (\$50 million) (excluding inter-company revenues) compared to NIS 209 million (\$55 million) in the second quarter of 2014.

The decrease in second quarter 2015 **service revenues** resulted mainly from a decrease in cellular services revenues, due to the ongoing erosion in the price of these services as a result of the intensified competition in the cellular market. The decrease in service revenues also resulted from a decrease in revenues from long distance calls and hosting operators on the Company's communications networks. Netvision's contribution to service revenues for the second quarter of 2015 totaled NIS 174 million (\$46 million) (excluding inter-company revenues) compared to NIS 195 million (\$52 million) in the second quarter of 2014.

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The increase in second quarter 2015 **equipment revenues** resulted mainly from an approximately 7% increase in the number of handsets sold during the second quarter of 2015 as compared with the second quarter of 2014. Netvision's contribution to equipment revenues for the second quarter of 2015 totaled NIS 16 million (\$4 million), compared to NIS 14 million (\$4 million) in the second quarter of 2014.

Cost of revenues for the second quarter of 2015 totaled NIS 682 million (\$181 million), compared to NIS 671 million (\$178 million) in the second quarter of 2014, a 1.6% increase. This increase resulted from content costs related to the TV field which the Company entered as of the end of 2014, as well as from a one-time cancelation of a provision for communications cables expenses in the amount of NIS 22 million in the second quarter of 2014. This increase was partially offset by a decrease in direct cost as a result of the decrease in revenues, decrease in depreciation expenses and efficiency measures.

**Gross profit** for the second quarter of 2015 totaled NIS 358 million (\$95 million) compared to NIS 487 million (\$129 million) in the second quarter of 2014, a 26.5% decrease. Gross profit margin for the second quarter of 2015 amounted to 34.4%, down from 42.1% in the second quarter of 2014.

**Selling, Marketing, General and Administrative Expenses** ("SG&A Expenses") for the second quarter of 2015 decreased 11.7% to NIS 256 million (\$68 million), compared to NIS 290 million (\$77 million) in the second quarter of 2014. This decrease is primarily the result of the efficiency measures implemented by the Company, which led to a decrease in advertising, payroll expenses, rent, depreciation and other expenses.

**Other expenses** for the second quarter of 2015 totaled NIS 22 million (\$6 million), compared with other expenses of NIS 41 million (\$11 million) in the second quarter of 2014. Other expenses for the second quarter of 2015 primarily include a one-time expense for an employee voluntary retirement plan in the amount of approximately NIS 25 million (\$7 million), compared to a one-time expense in the second quarter of 2014 also for an employee voluntary retirement plan in the amount of approximately NIS 39 million (\$10 million).

**Operating income** for the second quarter of 2015 decreased 48.7% to NIS 80 million (\$21 million) from NIS 156 million (\$41 million) in the second quarter of 2014. Operating income for the second quarter of 2015, was affected by a one-time expense for voluntary employee retirement plan in the amount of approximately NIS 25 million (\$7 million), and a decrease in revenues primarily due to the ongoing erosion in service revenues.

**EBITDA** for the second quarter of 2015 decreased 31.2% totaling NIS 216 million (\$57 million), compared to NIS 314 million (\$83 million) in the second quarter of 2014. EBITDA for the second quarter of 2015, as a percent of second quarter revenues, totaled 20.8%, down from 27.1% in the second quarter of 2014. Excluding the one-time

effects described above, EBITDA for the second quarter of 2015 totaled NIS 241 million (\$64 million), a 27.2% decrease compared with the second

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quarter of 2014 excluding one-time effects. EBITDA for the second quarter of 2015, as a percent of second quarter revenues, excluding the one-time effects, totaled 23.1%, down from 28.6% in the second quarter of 2014. Netvision's contribution to the EBITDA for the second quarter of 2015 totaled NIS 52 million (\$14 million), compared to NIS 90 million (\$24 million) in the second quarter of 2014, a 42.2% decrease. Netvision's contribution to EBITDA for the second quarter of 2015, excluding the one-time effects of a cancelation of a provision for communications cables expenses in the amount of NIS 22 million in the second quarter of 2014 and of voluntary employee retirement plans in the second quarter of 2015 and in the second quarter of last year, totaled NIS 57 million (\$15 million), compared to NIS 73 million (\$19 million) in the second quarter of 2014, a 21.9% decrease.

**Financing expenses, net** for the second quarter of 2015 decreased 3.1% and totaled NIS 62 million (\$16 million), compared to NIS 64 million (\$17 million) in the second quarter of 2014. The decrease resulted mainly from a decrease in interest expenses, as a result of a decrease in the Company's debentures debt level, which was partially offset with losses from hedging transactions on the Israeli Consumer Price Index and losses in the Company's investment portfolio.

**Taxes on income** for the second quarter of 2015 totaled NIS 6 million (\$2 million), compared to NIS 13 million (\$3 million) in the second quarter of 2014. The decrease is mainly attributed to the decrease in profit before taxes.

**Net Income** for the second quarter of 2015 totaled NIS 12 million (\$3 million), compared to NIS 79 million (\$21 million) in the second quarter of 2014, an 84.8% decrease. This decrease is mainly due to the continued erosion in cellular service revenues resulting from the intensified competition in the cellular market that was partially offset by a decrease in operational expenses.

**Basic earnings per share** for the second quarter of 2015 totaled NIS 0.12 (\$0.03), compared to NIS 0.79 (\$0.21) in the second quarter of last year.

Operating Review (data refers to cellular subscribers only)

**Cellular subscriber base** – at the end of June 2015 the Company had approximately 2.848 million cellular subscribers. During the second quarter of 2015 the Company's cellular subscriber base decreased by approximately 37,000 net cellular subscribers, all pre-paid subscribers.

**Cellular Churn Rate** for the second quarter of 2015 totaled 10.2%, compared to 11.1% in the second quarter of 2014. The cellular churn rate was primarily affected by the continued intensified competition in the cellular market.

The monthly cellular **Average Revenue per User** ("**ARPU**") for the second quarter of 2015 totaled NIS 65.5 (\$17.4), compared to NIS 75.4 (\$20.2) in the second quarter of 2014. The decrease in ARPU resulted from the ongoing erosion in the price of cellular services, resulting from the intensified competition in the cellular market.

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### **Financing and Investment Review**

#### **Cash Flow**

Free cash flow for the second quarter of 2015, decreased by 67% to NIS 119 million (\$32 million), compared to NIS 361 million (\$96 million) in the second quarter of 2014. The decrease in free cash flow was mainly due to a decrease in proceeds from customers due to the decrease in revenues in the second quarter of 2015 compared with the second quarter of 2014, resulting from the intensified competition in the cellular market as well as a decrease from proceeds from handsets sold in previous years.

#### **Total Equity**

Total Equity as of June 30, 2015 amounted to NIS 1,130 million (\$300 million), primarily consisting of accumulated undistributed retained earnings of the Company.

#### **Investment in Fixed Assets and Intangible Assets**

During the second quarter of 2015, the Company invested NIS 119 million (\$32 million) in fixed assets and intangible assets (including, among others, the acquisition of frequencies and fixed assets for the Company's 4G network), compared to NIS 104 million (\$28 million) in the second quarter of 2014.

#### **Dividend**

On August 12, 2015, the Company's board of directors decided not to declare a cash dividend for the second quarter of 2015. In making its decision, the board of directors considered the Company's dividend policy and business status and decided not to distribute a dividend at this time, given the intensified competition and its adverse effect on the Company's revenues, and in order to strengthen the Company's balance sheet. The board of directors will re-evaluate its decision in future quarters. No future dividend declaration is guaranteed and is subject to the Company's board of directors' sole discretion, as detailed in the Company's annual report for the year ended December 31, 2014 on Form 20-F, under "Item 8 - Financial Information – A. Consolidated Statements and Other Financial Information - Dividend Policy".

### **Debentures**

For information regarding the Company's summary of financial liabilities and details regarding the Company's outstanding debentures as of June 30, 2015, see "Disclosure for Debenture Holders" section in this press release.

Other developments during the second quarter of 2015 and subsequent to the end of the reporting period

### **Network Sharing Agreements**

In July 2015, the Israeli Antitrust Commissioner approved the previously reported co-operation agreement regarding maintenance services for passive elements of cell sites, between the Company and Pelephone Communications Ltd., which includes unifying passive

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elements and streamlining costs through a common contractor. The approval is for a period of ten years and is subject to certain conditions.

Following the previously reported network sharing agreements between the Company and Golan Telecom Ltd., or Golan, which are subject to the approvals of the Israeli Ministry of communications, or MOC, and the Israeli Antitrust Commissioner, the parties recently held communications with the MOC in which the parties were required to make material changes to the principles of the agreements between them, as a condition for the MOC's approval, including network sharing in the 3G and 4G radio networks, which includes ownership of half the radio networks active components by each company, effective right of use in the passive infrastructure, common management and sharing of the radio networks' construction, operation and maintenance costs. The Company and Golan are conducting negotiations in order to reach agreements according to such principles. The Company estimates that a new agreement, if reached, would result in substantial additional payments to the Company.

According to the existing agreements between the Company and Golan, if approvals for the network sharing agreements are not received by December 31, 2015, then (unless otherwise agreed by the parties), Golan will be required to pay the Company (1) the difference between the reduced payment it actually paid and the full payment it is required to pay according to the national roaming agreement, for the national roaming services provided and to be provided by the Company to Golan from July 2014 until December 31, 2015, which amounts to approximately NIS 300 million as of the end of the second quarter of 2015 (which the Company has not recorded as revenues), and expected to continue to substantially increase until December 31, 2015, and (2) as of that date, full payment in accordance with the national roaming agreement, all in accordance with Golan's customers usage of the Company's networks, as may be. Should the Company and Golan reach such new agreements which will change the current agreement as to this matter as mentioned above, the payment of the difference and future amounts will be subject to such new agreements and such accrued amount of the difference could be reduced materially or eliminated. In addition, the Company can provide no assurances that Golan will not contest any such amounts or that the Company will be able to collect such amounts in full or at all.

The Company cannot guarantee such agreements will be reached or that regulatory approvals will be granted based on such agreements, if reached.

For additional details see the Company's most recent annual report for the year ended December 31, 2014 on Form 20-F, filed on March 16, 2015, or 2014 Annual Report, under "Item 3. Key Information – D. Risk Factors – Risks Related to our Business – We operate in a heavily regulated industry, which can harm our results of operations. In recent years, regulation in Israel has materially adversely affected our results" and "We face intense competition in all aspects of our business", and "Item 4. Information on the Company – B. Business Overview – Network and Technology - Network and Cell Sites Sharing Agreements" and "Government Regulation – Network Sharing".

#### **4 Generation Network**

In August 2015, following the award of additional 1800MHz frequencies for 4G technologies to the Company in January 2015, the MOC amended the Company's cellular license to include 4G services and allocated such frequencies to the Company.

For additional details see the Company's 2014 Annual Report under "Item 4. Information on the Company – B. Business Overview – Network and Technology – Spectrum Allocation".

### **Rights Offering**

In June 2015, the Company filed a registration statement with the Securities and Exchange Commission, or the SEC, and the Israeli Securities Authority, or the ISA, in preparation for a possible rights offering that would be expected to raise approximately NIS 120-150 million (assuming a full exercise of subscription rights), or "the Rights Offering". Discount Investment Corporation Ltd., or DIC, the Company's controlling shareholder, has announced that if such Rights Offering will be effected by the Company, DIC intends to exercise all subscription rights offered to it and purchase

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additional shares if possible, pursuant to the Rights Offering, for a total investment amount which will not exceed NIS 100 million.

The execution, timing, terms (including subscription ratio) and amount of such possible Rights Offering have not yet been determined and are subject to further approvals of the Company's Board of Directors, declaration of effectiveness of the registration statement by the SEC, and approvals of the ISA, the Tel Aviv Stock Exchange and the New York Stock Exchange. There is no assurance that such approvals will be received or that the Rights Offering will be executed, nor as to its timing, terms or amount.

This announcement does not constitute an offer to sell, or a solicitation of an offer to purchase, any securities in the United States or in Israel. The securities referred to herein may not be sold in the United States absent registration or an exemption from registration under the U.S. Securities Act of 1933, as amended, and may not be sold in Israel absent an exemption under Section 35-29 of the Israeli Securities Law 5728-1968 and a permit from the ISA. Any offering of securities in the United States and Israel, if the Company determines to pursue the Rights Offering, will be made by means of a prospectus that may be obtained from the Company.

#### **2015 Share Incentive Plan**

In June 2015, the Company's Board of Directors annulled its March 2015 decision to grant options to certain non-director officers and senior employees under the Company's 2015 Share Incentive Plan, or the Plan, which had not been granted.

In August 2015, the Company's board of directors resolved to make a certain reduction in the options acceleration events to be granted under the Plan and to grant 2,660,000 options to certain non-director officers (preceded by the Company's compensation committee's resolution to this end) and senior employees, of which 1,740,000 options will be granted to the Company's executive officers, including 525,000 options to Mr. Sztern, the Company's CEO, at an exercise price of US\$ 6.68 (or, subject to the approval of the Israeli Tax Authority – NIS 25.65) per share. Mr. Sztern's grant is subject to shareholders approval in accordance with the Israeli Companies Law. The options granted will be vested in three equal installments on each of the first, second and third anniversary of the date of grant. The options of the first installment may be exercised within 24 months from their vesting, and the options of the second and third installments may be exercised with 18 month from their vesting.

For additional details please see "Item 6. Directors, Senior Management and Employees – E. Share Ownership – 2015 Share Incentive Plan" of 2014 Annual Report.

#### **Voluntary Retirement Plan**

In April 2015, the Group, in collaboration with the employees' representatives, launched a new voluntary retirement plan for employees, following which, the Company recorded a one-time expense in an amount of approximately NIS

25 million in the second quarter of 2015 with respect to employees joining this plan.

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#### **Conference Call Details**

The Company will be hosting a conference call on Thursday, August 13, 2015 at 10:00 am ET, 07:00 am PT, 15:00 UK time, 17:00 Israel time. On the call, management will review and discuss the results for the second quarter of 2015, and will be available to answer questions. To participate, please either access the live webcast on the Company's website, or call one of the following teleconferencing numbers below. Please begin placing your calls at least 10 minutes before the conference call commences. If you are unable to connect using the toll-free numbers, please try the international dial-in number.

US Dial-in Number: 1 888 281 1167 UK Dial-in Number: 0 800 917 5108

Israel Dial-in Number: 03 918 0685 International Dial-in Number: +972 3 918 0685

at: 10:00 am Eastern Time; 07:00 am Pacific Time; 15:00 UK Time; 17:00 Israel Time

To access the **live webcast** of the conference call, please access the investor relations section of Cellcom Israel's website: www.cellcom.co.il. After the call, a **replay** of the call will be available under the same investor relations section.

#### **About Cellcom Israel**

Cellcom Israel Ltd., established in 1994, is the largest Israeli cellular provider; Cellcom Israel provides its approximately 2.848 million subscribers (as at June 30, 2015) with a broad range of value added services including cellular and landline telephony, roaming services for tourists in Israel and for its subscribers abroad and additional services in the areas of music, video, mobile office etc., based on Cellcom Israel's technologically advanced infrastructure. In addition, at the end of 2014, the Company launched television services over the internet (Over the top TV or OTT TV). The Company operates an LTE 4 generation network (currently partially deployed) and an HSPA 3.5 Generation network enabling advanced high speed broadband multimedia services, in addition to GSM/GPRS/EDGE networks. Cellcom Israel offers Israel's broadest and largest customer service infrastructure including telephone customer service centers, retail stores, and service and sale centers, distributed nationwide. Through its broad customer service network Cellcom Israel offers technical support, account information, direct to the door parcel delivery services, internet and fax services, dedicated centers for hearing impaired, etc. Cellcom Israel further provides through its wholly owned subsidiaries internet connectivity services and international calling services, as well as landline telephone communication services in Israel, in addition to data communication services.

Cellcom Israel's shares are traded both on the New York Stock Exchange (CEL) and the Tel Aviv Stock Exchange (CEL). For additional information please visit the Company's website www.cellcom.co.il

#### **Forward-Looking Statements**

The following information contains, or may be deemed to contain forward-looking statements (as defined in the U.S. Private Securities Litigation Reform Act of 1995 and the Israeli Securities Law, 1968). In some cases, you can identify these statements by forward-looking words such as "may," "might," "will," "should," "expect," "plan," "anticipate," "estimate," "predict," "potential" or "continue," the negative of these terms and other comparable terminology. These forward-looking statements, which are subject to risks, uncertainties and assumptions about the Company, may include projections of the Company's future financial results, its anticipated growth strategies and anticipated trends in its business. These statements are only predictions based on the Company's current expectations and projections about future events. There are important factors that could cause the Company's actual results, level of activity, performance or achievements to differ materially from the results, level of activity, performance or achievements expressed or implied by the forward-looking statements. Factors that could cause such differences include, but are not limited to: changes to the terms of the Company's license, new legislation or decisions by the regulator affecting the Company's operations, new competition and changes in

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the competitive environment, the outcome of legal proceedings to which the Company is a party, particularly class action lawsuits, the Company's ability to maintain or obtain permits to construct and operate cell sites, and other risks and uncertainties detailed from time to time in the Company's filings with the U.S. Securities and Exchange Commission, including under the caption "Risk Factors" in its Annual Report for the year ended December 31, 2014.

Although the Company believes the expectations reflected in the forward-looking statements contained herein are reasonable, it cannot guarantee future results, level of activity, performance or achievements. Moreover, neither the Company nor any other person assumes responsibility for the accuracy and completeness of any of these forward-looking statements. The Company assumes no duty to update any of these forward-looking statements after the date hereof to conform its prior statements to actual results or revised expectations, except as otherwise required by law.

The Company prepares its financial statements in accordance with International Financial Reporting Standards (IFRS), as issued by the International Accounting Standards Board (IASB). Unless noted specifically otherwise, the dollar denominated figures were converted to US\$ using a convenience translation based on the New Israeli Shekel (NIS)/US\$ exchange rate of NIS 3.769 = US\$ 1 as published by the Bank of Israel for June 30, 2015.

#### Use of non-IFRS financial measures

EBITDA is a non-IFRS measure and is defined as income before financing income (expenses), net; other income (expenses), net (excluding one-time expenses related to employee retirement plans); income tax; depreciation and amortization and share based payments. This is an accepted measure in the communications industry. The Company presents this measure as an additional performance measure as the Company believes that it enables us to compare operating performance between periods and companies, net of any potential differences which may result from differences in capital structure, taxes, age of fixed assets and related depreciation expenses. EBITDA should not be considered in isolation, or as a substitute for operating income, any other performance measures, or cash flow data, which were prepared in accordance with Generally Accepted Accounting Principles as measures of profitability or liquidity. EBITDA does not take into account debt service requirements, or other commitments, including capital expenditures, and therefore, does not necessarily indicate the amounts that may be available for the Company's use. In addition, EBITDA as presented by the Company may not be comparable to similarly titled measures reported by other companies, due to differences in the way these measures are calculated. See the reconciliation of net income to EBITDA under "Reconciliation for Non-IFRS Measures" below.

**Free cash flow** is a non-IFRS measure and is defined as the net cash provided by operating activities minus the net cash used in investing activities excluding short-term investment in tradable debentures and deposits and proceeds from sales of such debentures (including interest received in relation to such debentures) and deposits. See "Reconciliation for Non-IFRS Measures" below.

# **Company Contact Investor Relations Contact**

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### **Financial Tables Follow**

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(An Israeli Corporation)

# **Condensed Consolidated Interim Statements of Financial Position**

			Convenience translation into US dollar	
	June 30,	June 30,	June 30,	December 31,
	2014 NIS mi	2015 Illions	2015 US\$ millions	2014 NIS millions
Assets				
Cash and cash equivalents	1,083	894	237	1,158
Current investments, including derivatives	520	375	99	521
Trade receivables	1,541	1,311	348	1,417
Other receivables	132	89	24	65
Inventory	88	85	22	89
Total current assets	3,364	2,754	730	3,250
Trade and other receivables	784	772	205	824
Property, plant and equipment, net	1,796	1,797	477	1,834
Intangible assets, net	1,339	1,291	343	1,315
Deferred tax assets	22	15	4	17
Total non- current assets	3,941	3,875	1,029	3,990
Total assets	7,305	6,629	1,759	7,240
Liabilities				
Current maturities of debentures and long term loans and short term credit	1,093	736	195	1,092
Trade payables and accrued expenses	630	643	171	773
Current tax liabilities	86	68	18	77
Provisions	170	117	31	101
Other payables, including derivatives	420	368	98	370
Total current liabilities	2,399	1,932	513	2,413

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Debentures Provisions Other long-term liabilities Liability for employee rights upon retirement, net Deferred tax liabilities	3,791 21 15 12 139	3,397 23 8 12 127	901 6 2 3 34		3,548 21 12 14 140	
Total non- current liabilities	3,978	3,567	946		3,735	
Total liabilities	6,377	5,499	1,459		6,148	
Equity attributable to owners of the Company Share capital Cash flow hedge reserve Retained earnings	1 (6 ) 920	1 (3 1,115	- (1 296	)	1 (3 1,078	)
Non-controlling interest	13	17	5		16	
Total equity	928	1,130	300		1,092	
Total liabilities and equity	7,305	6,629	1,759		7,240	

(An Israeli Corporation)

### **Condensed Consolidated Interim Statements of Income**

	For the six months end June 30, 2014		d 2015		Convenience translation into US dollar For the six months ended June 30, 2015	l	For the thr months end June 30, 2014		2015		Convenience translation into US dollar For the three months ended June 30, 2015	· 1	For the year en Decemb 2014
	NIS million	ns	2015		US\$ million	ns	NIS million	ıs	2015		US\$ millions		NIS mil
Revenues Cost of revenues	2,288 (1,335	)	2,102 (1,404	)	558 (373	)	1,158 (671	)	1,040 (682	)	276 (181		4,570 (2,727
Gross profit	953		698		185		487		358		95		1,843
Selling and marketing expenses	(334	)	(304	)	(81	)	(170	)	(148	)	(39	)	(672
General and administrative expenses	(238	)	(239	)	(63	)	(120	)	(108	)	(29	)	(463
Other expenses, net	(40	)	(20	)	(5	)	(41	)	(22	)	(6	)	(46
Operating profit	341		135		36		156		80		21		662
Financing income Financing expenses Financing expenses, net	63 (154 (91	)	33 (113 (80	)	9 (30 (21	)	`	)	27 (89 (62	)	,		100 (298 (198
Profit before taxes on income	250		55		15		92		18		5		464
Taxes on income Profit for the period Attributable to:	(57 193	)	(17 38	)	(5 10	)	(13 79	)	(6 12	)	(2 3		(110 354
Owners of the Company	193		37		10		79		12		3		351
Company	-		1		-		-		-		-		3

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Non-controlling interests  Profit for the period	193	38	10	79	12	3	354
Earnings per share Basic earnings per share (in NIS)	1.94	0.37	0.10	0.79	0.12	0.03	3.51
Diluted earnings per share (in NIS)	1.91	0.37	0.10	0.78	0.12	0.03	3.48
Weighted-average number of shares used in the calculation of basic earnings per share (in shares)	99,533,099	100,584,490	100,584,490	99,533,099	100,584,490	100,584,490	99,924,
Weighted-average number of shares used in the calculation of diluted earnings per share (in shares)	100,702,823	100,584,490	100,584,490	100,711,161	100,584,490	100,584,490	100,706

(An Israeli Corporation)

### **Condensed Consolidated Interim Statements of Cash Flows**

	For the mont June 3 2014 NIS m	hs 30,	ende , 2015		Convenion translation US dollar For the smonths ended June 30 2015 US\$ mill	on six ),	For the month June 30 2014 NIS mi	s ei 0, 20	1de	e ed	months ended June 30 2015	on three ),	For the year end December 31, 2014 NIS mills	er
Cash flows from operating activities														
Profit for the period  Adjustments for:	193		38		10		79	1	2		3		354	
Depreciation and amortization	310		281		75		155	1	38		37		610	
Share based payment	2		-		-		1	-			-		3	
Loss (gain) on sale of property, plant and equipment	2		(2	)	-		2	-			-		7	
Income tax expense	57		<b>17</b>		5		13	6			2		110	
Financing expenses, net	91		80		21		64	6	2		16		198	
Changes in operating assets and liabilities:														
Change in inventory	(4	)	4		1		(5)	2	4		6		(5	)
Change in trade receivables (including long-term amounts)	295		113		30		123	2	3		6		422	
Change in other receivables (including long-term amounts)	(83	)	(24	)	(6	)	(14)	(8	8	)	(2	)	(35	)
Changes in trade payables, accrued expenses and provisions	26		(71	)	(19	)	(19)	(2	25	)	(7	)	(24	)
Change in other liabilities (including long-term amounts)	66		17		4		68	2	5		7		36	
Payments for derivative hedging contracts, net	(6	)	-		-		(1)	-			-		(6	)
Income tax paid	(55	)	(36	)	(10	)	(25)	(9	9	)	(2	)	(119	)
Income tax received	-		-		-		-	-			-		6	
Net cash from operating activities	894		417		111		441	2	48		66		1,557	

# Cash flows from investing activities

Acquisition of property, plant and equipment	(127)	(162)	(43	)	(63)	(86 )	(23	) (289	)
Acquisition of intangible assets Change in current investments, net	(44 ) (14 )	(59 ) 137	(15 36	)	(19 ) 88	(39 ) 146	(11 39	) (77 (15	)
Proceeds (payments) for other derivative contracts, net	(2)	-	-		(1)	(1 )	-	4	
Proceeds from sale of property, plant and equipment	3	4	1		-	-	-	4	
Repayment of a long term deposit	-	48	13		-	-	-	-	
Interest received	17	13	3		5	2	1	23	
Net cash from (used in) investing activities	(167)	(19 )	(5	)	10	22	6	(350	)

(An Israeli Corporation)

# Condensed Consolidated Interim Statements of Cash Flows (cont'd)

					Convenience translation into US dollar				Convenient translation into US dollar	n	n		
	For the six months ended June 30,			ed	For the months ended June 3		For the months ended June 30	S	For the three months ended June 30,		For the year ended December 31,		
	2014		2015		2015		2014	2015	2015	2	2014		
	NIS n	nil	lions		US\$ millions	<b>;</b>	NIS mi	llions	US\$ millions		NIS millions		
Cash flows from financing activities Payments for derivative contracts, net	(14	)	(9	)	(2	)	(13)	(7)	(2)	)	(29	)	
Repayment of long term loans from banks Repayment of debentures	(11 (523	)	(523	)	(139	)	-	-	-		(12 (1,092	)	
Proceeds from issuance of debentures, net of issuance costs	-		(3	)	(1	)	-	(3)	(1)	)	326		
Dividend paid	(4	)	-		-		_	-	-		(4	)	
Interest paid	(149	)	(124	. )	(33	)	-	-	-		(295	)	
Net cash used in financing activities	(701	)	(659	)	(175	)	(13)	(10)	(3)	)	(1,106	)	
Changes in cash and cash equivalents	26		(261	)	(69	)	438	260	69		101		
Cash and cash equivalents as at the beginning of the period	1,057	7	1,15	8	307		645	637	169		1,057		
Effect of exchange rate fluctations on cash and cash equivalents	-		(3	)	(1	)	-	(3)	(1 )	)	-		
Cash and cash equivalents as at the end of the period	1,083	3	894		237		1,083	894	237		1,158		

Year

### Cellcom Israel Ltd.

(An Israeli Corporation)

#### **Reconciliation for Non-IFRS Measures**

### **EBITDA**

The following is a reconciliation of net income to EBITDA:

	Three- ended	ended December 31,							
				Conveni	ence	e			
		2015		translati	on	2014			
		NIS million	ons <u>into US</u> <u>dollar</u>			NIS millions			
				2015 US\$ mill	ions	S			
Profit for the period	79	12		3		354			
Taxes on income	13	6		2		110			
Financing income	(31)	(27	)	(7	)	(100	)		
Financing expenses	95	89		23		298			
Other expenses (income) (*)	2	(2	)	(1	)	7			
Depreciation and amortization	155	138		37		610			
Share based payments	1	-		-		3			
EBITDA	314	216		57		1,282			

<sup>(\*)</sup> Other expenses for the second quarter of 2015 exclude a one-time expense for an employee retirement plan in the amount of approximately NIS 25 million (\$7 million).

# Free cash flow

The following table shows the calculation of free cash flow:

		Three-month period ended June 30,			ed	Year ended December 31,		
			(	Convenie	nce	<b>;</b>		
				translation				
	2014		into US			2014		
		NIS NIS millions		lollar		NIS milli	ons	
				2015 US\$ millions				
Cash flows from operating activities	441	248		66		1,557		
Cash flows from investing activities	10	22		6		(350	)	
Short-term Investment in (sale of) tradable debentures and deposits (*)	(90)	(151	)	(40	)	(3	)	
Free cash flow	361	119		32		1,204		

<sup>(\*)</sup> Net of interest received in relation to tradable debentures.

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(An Israeli Corporation)

# **Key financial and operating indicators (unaudited)**

NIS millions unless otherwise stated	Q2-201	3Q3-201	3Q4-201	3Q1-201	4Q2-201	4Q3-201	4Q4-201	4Q1-201	5(
Cellcom service revenues	790	789	774	728	728	680	648	619	6 2
Netvision service revenues	246	251	229	223	220	226	214	224	
Cellcom equipment revenues	213	205	208	188	221	250	274	245	2
Netvision equipment revenues	13	6	24	15	14	15	33	32	1
Consolidation adjustments  Total revenues	(26) <b>1,236</b>	(27) <b>1,224</b>	(26) <b>1,209</b>	(24) <b>1,130</b>	(25) <b>1,158</b>	(29) <b>1,142</b>	(29) <b>1,140</b>	(58) <b>1,062</b>	1
Cellcom EBITDA Netvision EBITDA Total EBITDA	271	286	258	265	224	268	210	136	1
	68	61	77	75	90	78	72	60	5
	<b>339</b>	<b>347</b>	<b>335</b>	<b>340</b>	<b>314</b>	<b>346</b>	<b>282</b>	<b>196</b>	2
Operating profit Financing expenses, net Profit for the period	169 78 67	173 92 52	170 30 102	185 27 114	156 64 79	190 51 106	131 56 55	55 18 26	8 6 1
Free cash flow	345	389	308	366	361	303	174	127	1
Cellular subscribers at the end of period (in 000's)	3,151	3,156	*3,092	3,049	3,029	3,010	2,967	2,885	2
Monthly cellular ARPU (in NIS)	79.7	79.6	78.7	74.7	75.4	70.6	67.8	65.5	6
Churn rate for cellular subscribers (%)	9.0%	8.9%	9.9%	11.1%	11.1%	11.0%	11.5%	11.9%	1

<sup>\*</sup> After a removal of approximately 64,000 pre-paid subscribers from the Company's cellular subscriber base following a change to the subscribers counting mechanism.

# Disclosure for debenture holders as of June 30, 2015

Aggregation of the information regarding the debenture series issued by the Company (1), in million NIS

												,
			As of 30.06.2015				As of 12	2.08.2015		Principa Repayn	al nent Date	es
Series	Original Issuance Date	Principal on the Date of Issuance	PrincipalLinked Balance Principal on TradeBalance		Debenture Balance Value in Books <sup>(2)</sup>	Market	Balance	alLinked Principal eBalance	Rate	From	То	Ir R D
	22/12/05											
	02/01/06*	k										
B <sup>(4)**</sup>	05/01/06*	*925.102	370.041 443.192	11.336	454.529	473.763	3370.041	444.905	5.30%	05.01.1	305.01.1	17 Ja
	10/01/06*	k										
	31/05/06*	k										
	07/10/07											
	07/10/07											
	03/02/08*	k										
D <sup>(7)(8)**</sup>	* 06/04/09*	*2,423.075	5898.804 1,057.125	554.008	1,111.133	3 744.749	9599.203	702.909	5.19%	01.07.1	301.07.1	17Jı
	30/03/11*	k										
	18/08/11*	k										
$E^{(7)**}$	06/04/09	1,798.962	2327.266 326.131	9.863	335.994	351.091	1327.266	327.266	6.25%	05.01.1	205.01.1	17 Ja
	30/03/11*	k										
	18/08/11*	k										