



INTERIM RESULTS

3 MONTHS OF 2022

Telia Lietuva, AB





**TELIA LIETUVA PROVIDES
TELECOMMUNICATION,
IT & TV SERVICES IN
LITHUANIA FROM
A SINGLE POINT**



TELIA LIETUVA MEANS:



Wide range
of services



The most
developed
networks



Modern data
centres



Everything
from a single
point



TELIA LIETUVA MEANS:



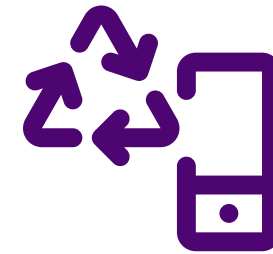
Customer care
24/7/365



Quality of operations'
management
confirmed by
ISO certificates



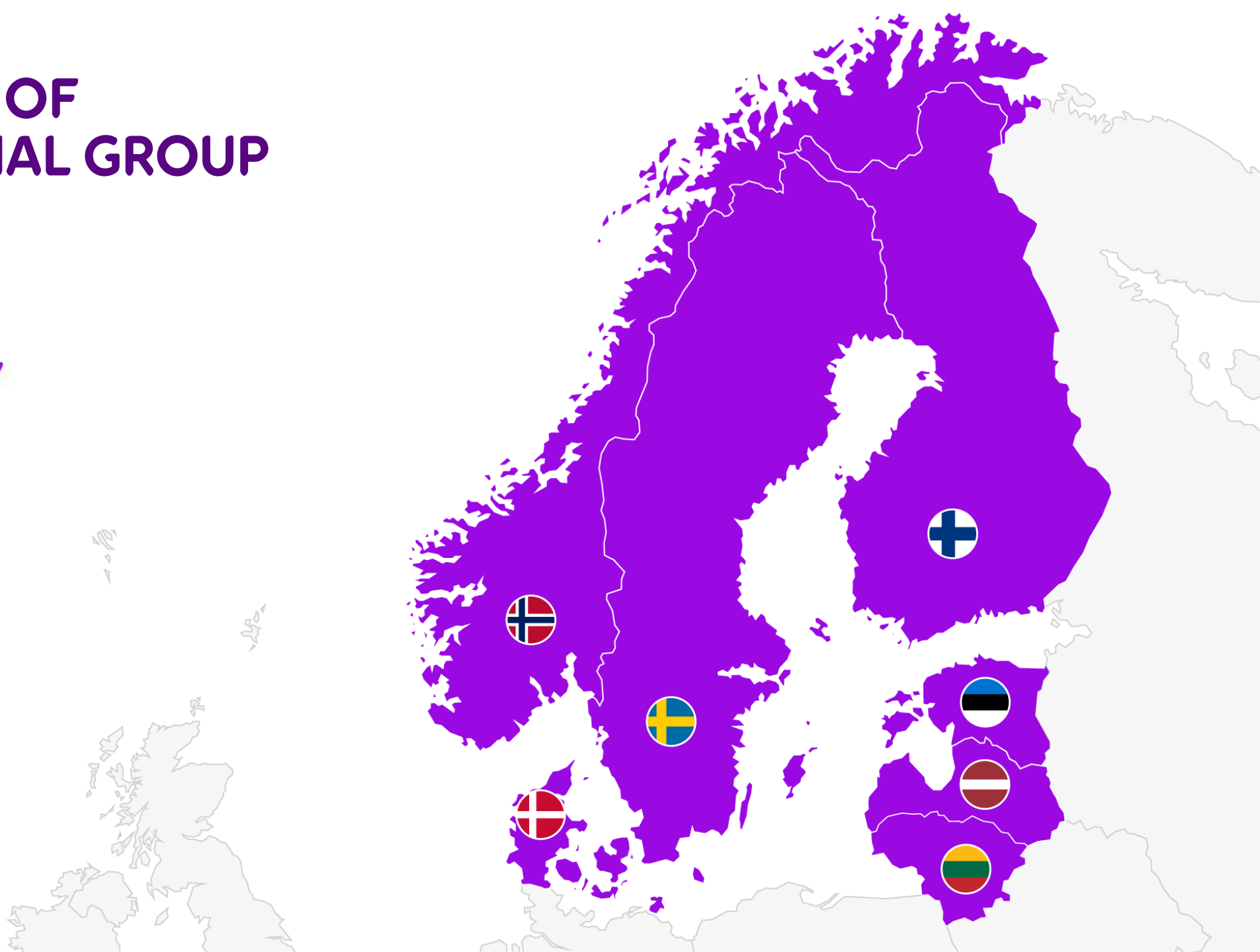
Team of 2,100
professionals



Sustainable and
responsible
business



WE ARE PART OF INTERNATIONAL GROUP



**OUR PURPOSE:
WE REINVENT
BETTER
CONNECTED
LIVING**



OUR VALUES



DARE

WE DARE TO:

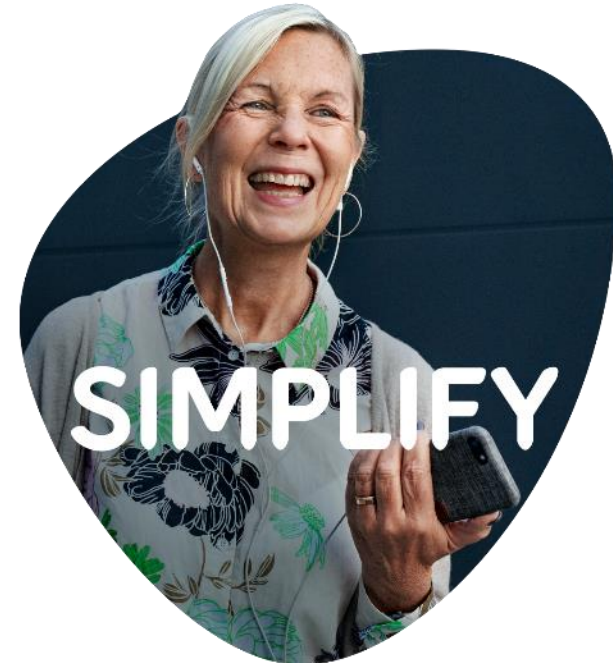
- innovate
- lead
- speak-up



CARE

WE CARE FOR:

- our customers
- each other
- our world



SIMPLIFY

WE SIMPLIFY:

- execution
- teamwork
- our operations



TELIA LIETUVA HAS AN ASSOCIATE

TELIA LIETUVA, AB

VšĮ Numerio Perkėlimas

50%

- **Telia Lietuva** provides integrated mobile and fixed communication and IT services
- **Numerio Perkėlimas** administers the central database to ensure telephone number portability in Lithuania (Tele2 and Bitė Lietuva owns 25% each)



HIGHLIGHTS OF Q1 2022

#1

Double digit growth in revenue from IT and billed mobile services & maintained EBITDA margin

#2

Free calls and SMS to and from Ukraine were provided during March

#3

Rebroadcasting of Russian TV channels was terminated

#4

Unlimited number of prepaid SIM cards was offered to refugees & special service package for Ukrainian business relocating to Lithuania

#5

More than 200 base stations upgraded with Ericsson equipment up to total number of more than 650 upgraded stations

#6

5G using commercial frequencies was launched in Vilnius

#7

Data download speed of 131.4 Mbps was recorded in the eastern part of Lithuania

#8

EUR 58.3 million or EUR 0.10 per share dividends for the year 2021 are proposed by the Board

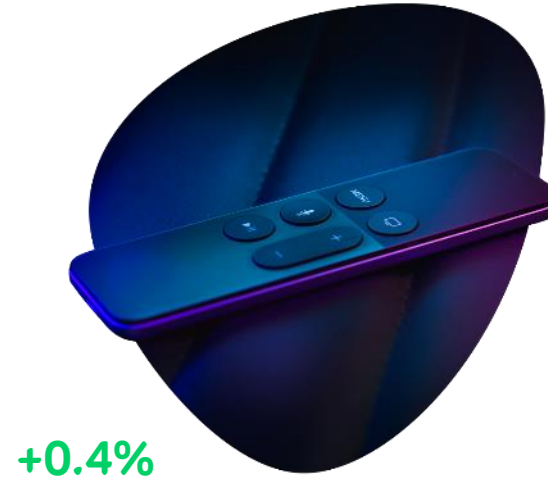
NUMBER OF CUSTOMERS



1,532
THOUSAND
of **mobile** service
users



422
THOUSAND
of **broadband**
Internet
connections



254
THOUSAND
of **IPTV service**
users

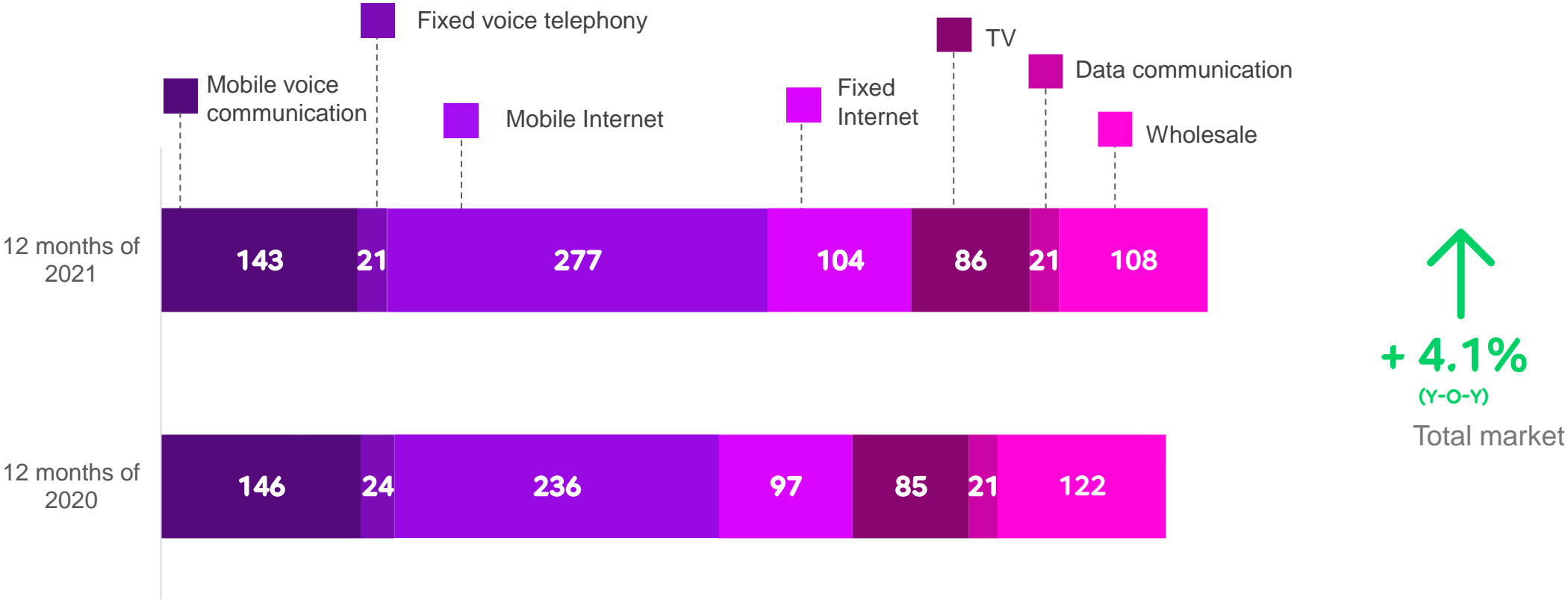


223
THOUSAND
of **fixed**
telephone lines
in service



TELECOMMUNICATIONS MARKET OF LITHUANIA

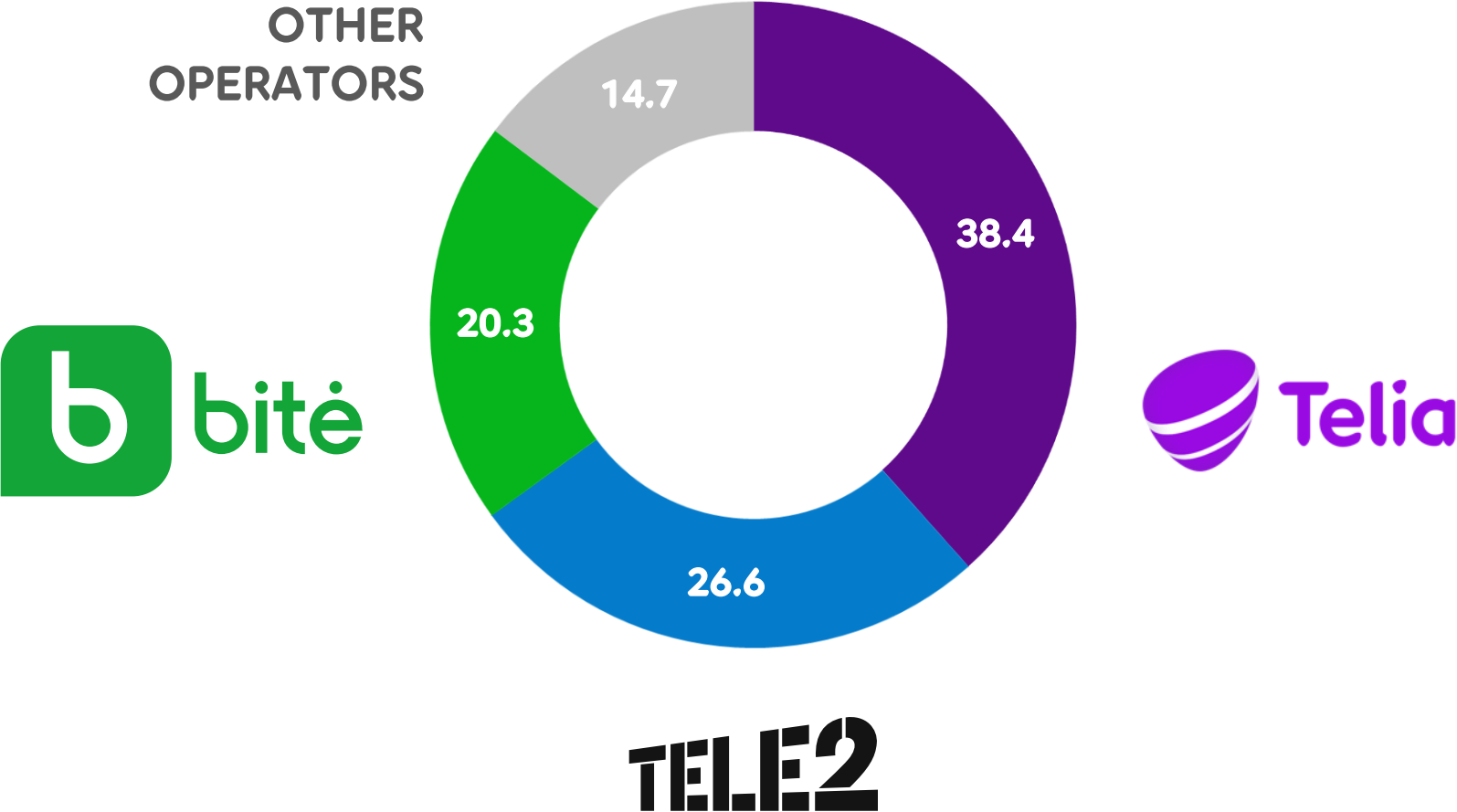
INTERNET DRIVES TELCO MARKET GROWTH (MEUR)



Source: Report of the Communications Regulatory Authority



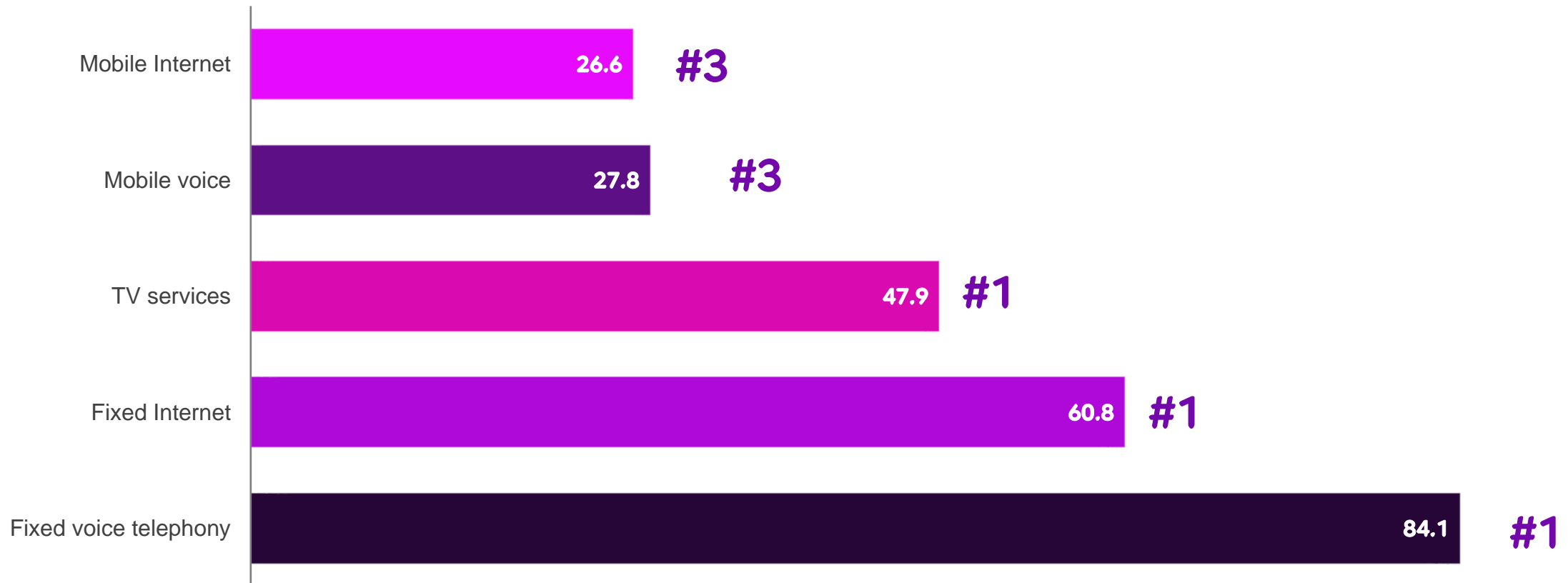
BREAKDOWN OF THE TELECOMMUNICATIONS MARKET REVENUE BY OPERATORS FOR Q4 2021 (%)



Source: Report of the Communications Regulatory Authority



TELIA LIETUVA MARKET SHARES IN TERMS OF REVENUE FOR Q4 2021 (%)



Source: Report of the Communications Regulatory Authority



MARKET: GROWING USAGE OF MOBILE DATA



↑
13.5%
(Y-O-Y)

Increasing usage of
mobile data

(uploaded/downloaded
250,515 TB of data per quarter)



↑
2.4%
(Y-O-Y)

Growing number of
FTTH/B connections

(accounts for **77.9%** of all
fixed Internet connections)



↑
2.0%
(Y-O-Y)

Growing number of
IPTV users

(accounts for **47.8%** of all
pay-TV service users)



MARKET PENETRATION



133.3

mobile
communications
subscribers

(per 100 inhabitants)



19.1

fixed **telephony**
lines

(per 100 households)



56.0

broadband
Internet access

(per 100 inhabitants)



46.9

pay-TV
subscribers

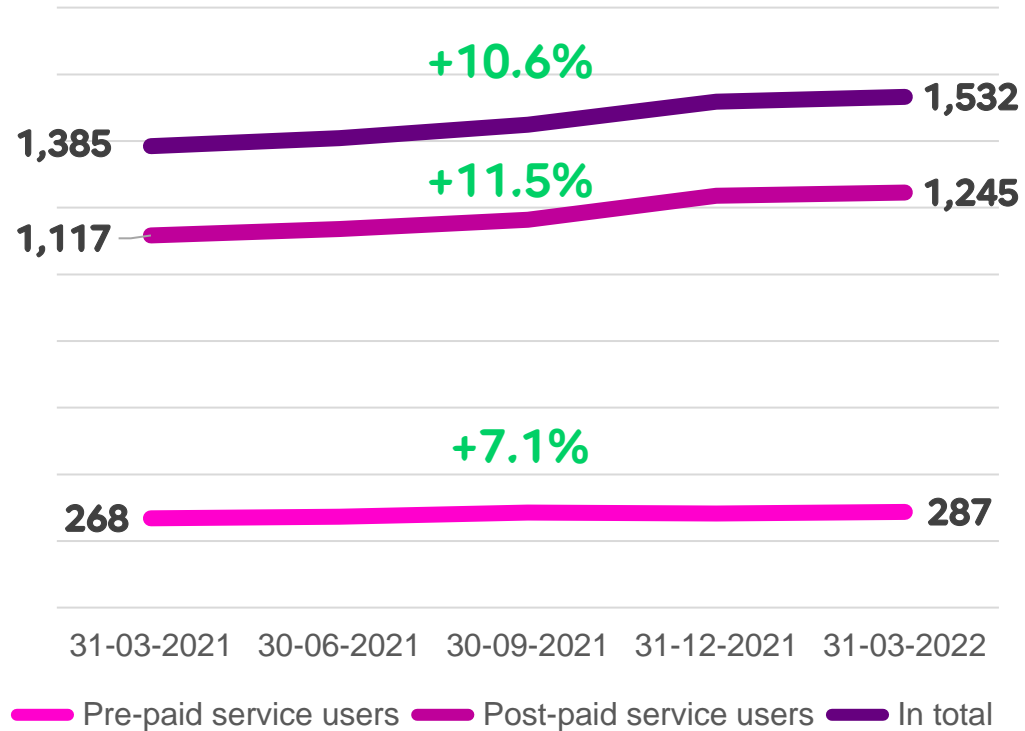
(per 100 households)



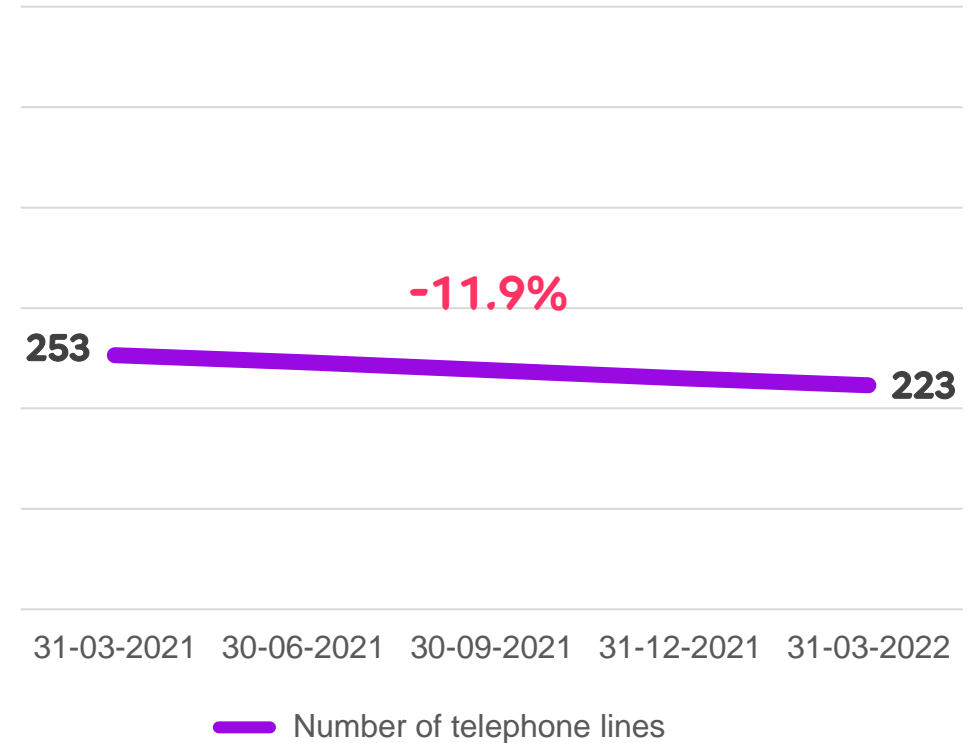
OPERATING AND FINANCIAL RESULTS

NUMBER OF MOBILE AND FIXED VOICE SERVICE USERS

Mobile communication users (thousand)

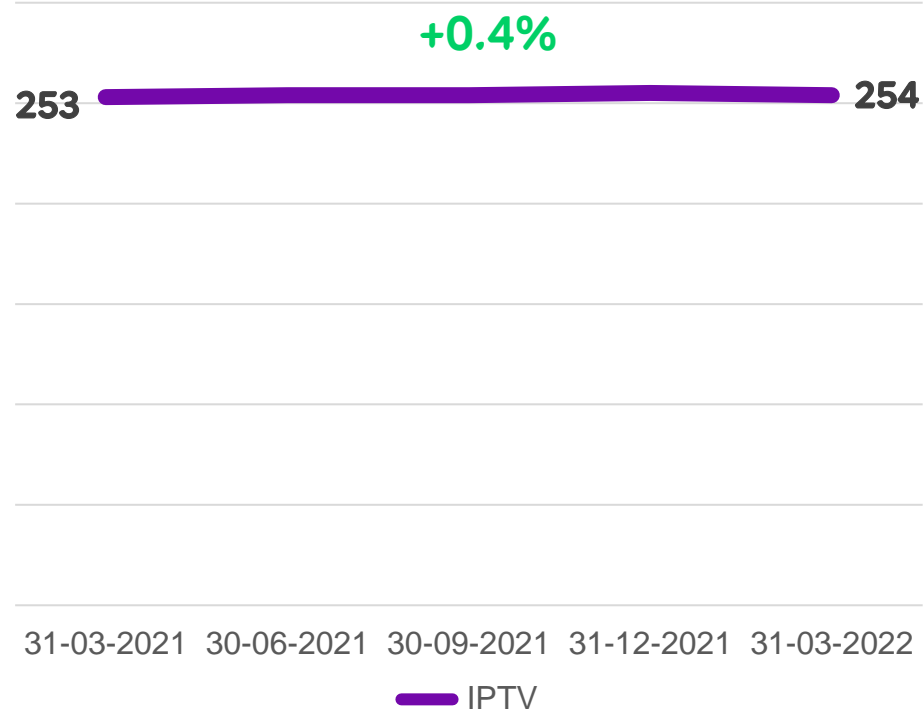


Number of fixed telephone lines (thousand)

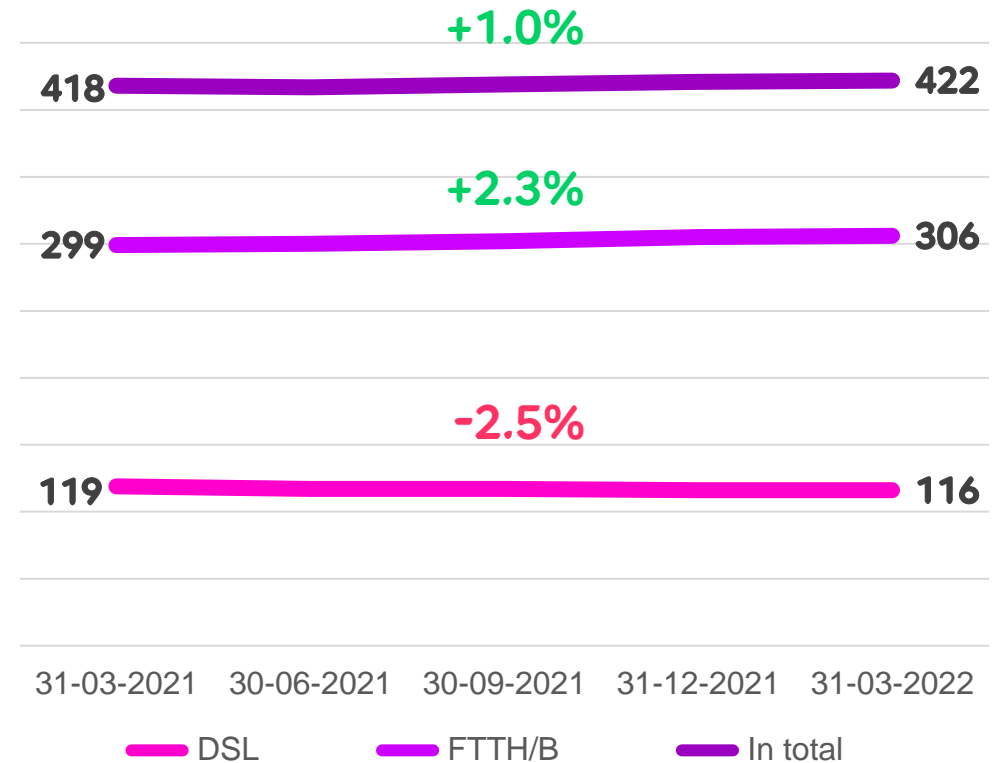


NUMBER OF IPTV AND BROADBAND INTERNET USERS

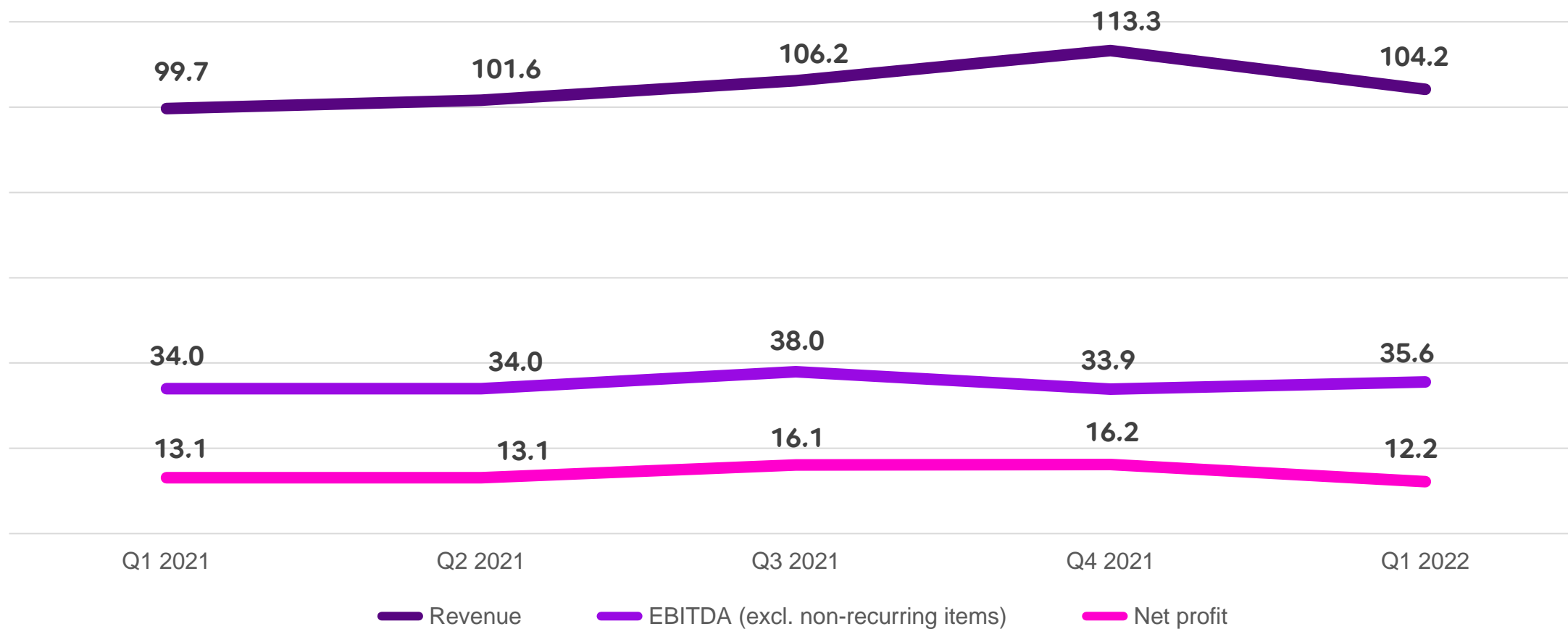
Number of TV service users (thousand)



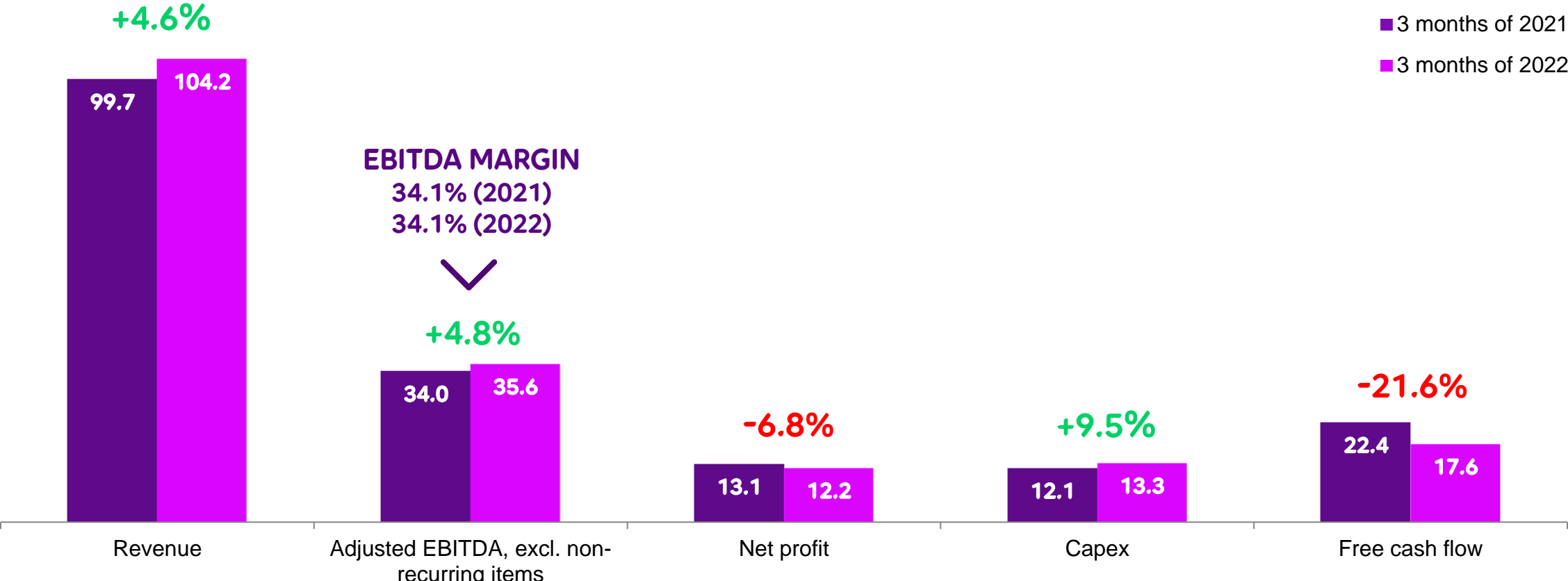
Number of broadband Internet users (thousand)



REVENUE, EBITDA & NET PROFIT (MEUR)



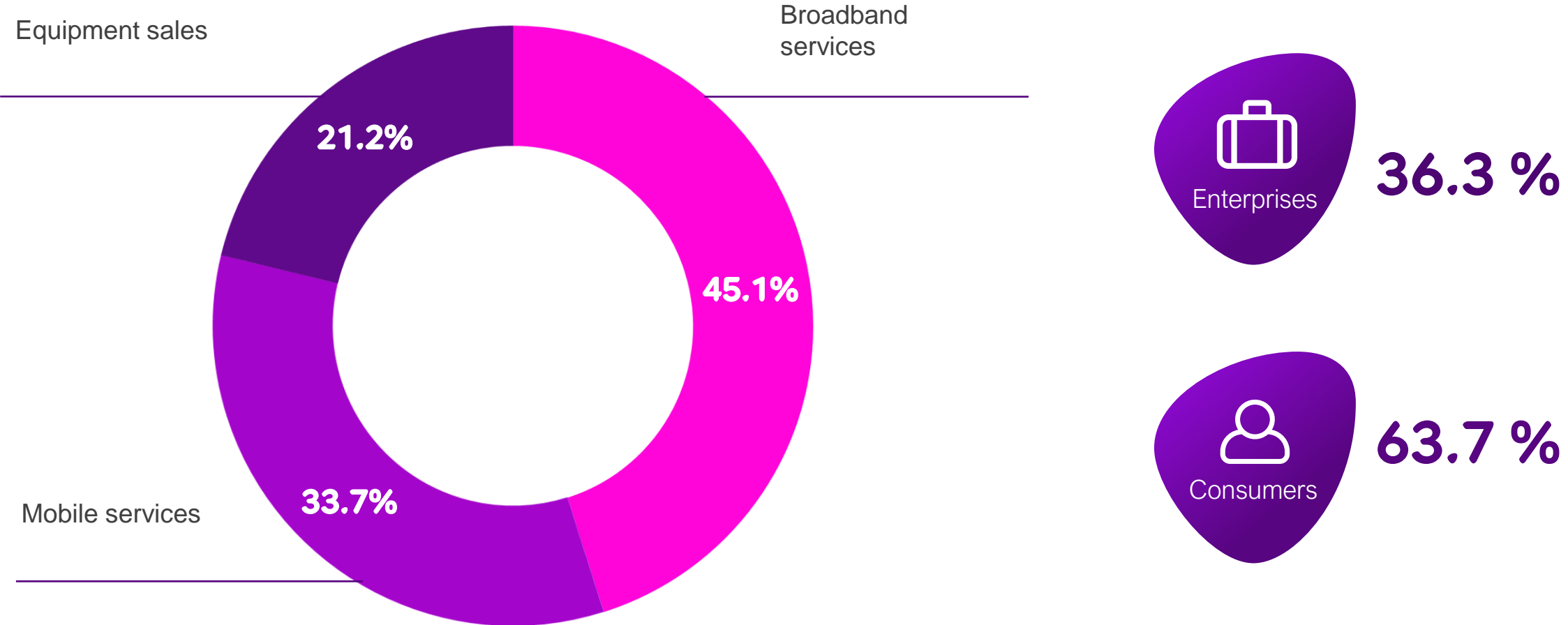
DYNAMICS OF MAIN FINANCIAL INDICATORS (MEUR)



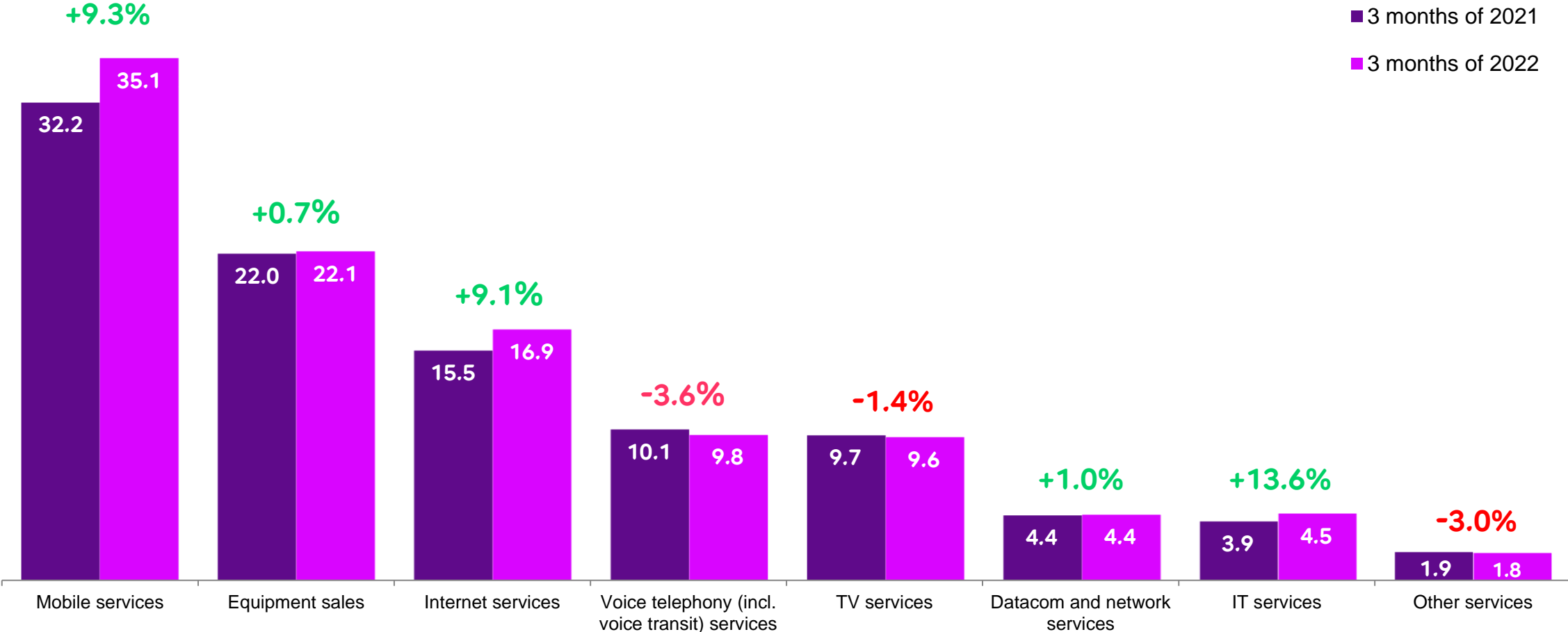
NOTE. For 3 months of 2022 non-recurring items were comprised from one-off redundancy expenses of EUR 98 thousand (EUR 334 thousand a year ago), non-recurring other expenses of EUR 45 thousand (EUR 13 thousand) and gain of EUR 247 thousand (EUR 1,167 thousand) from sale of property.



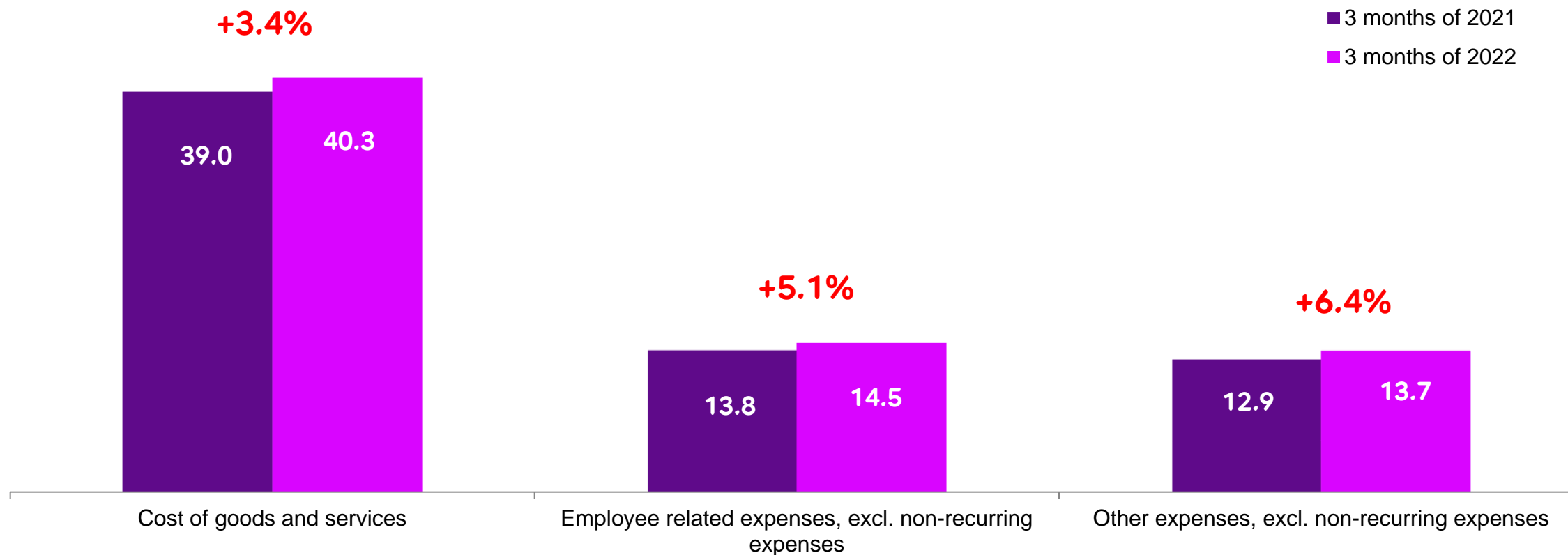
REVENUE BREAKDOWN FOR 3 MONTHS OF 2022



REVENUE BY SERVICES (MEUR)



OPERATING EXPENSES (MEUR)

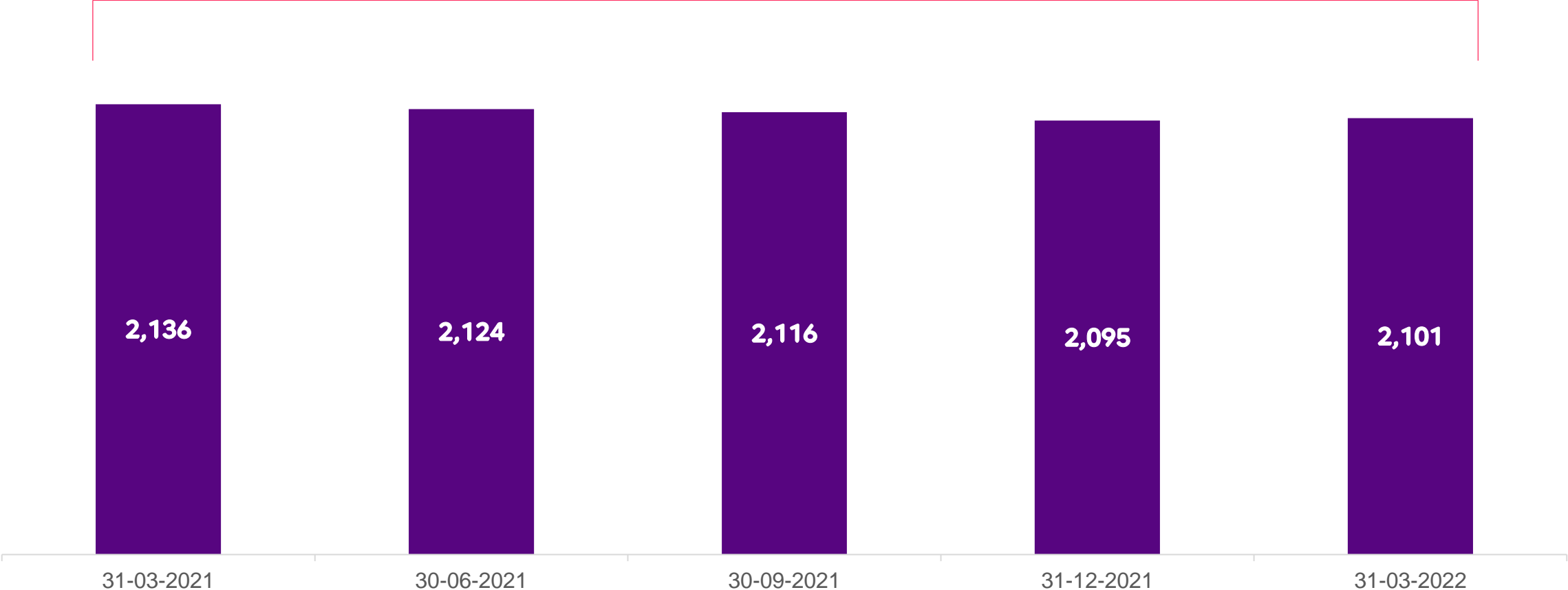


NOTE. For 3 months of 2022 non-recurring expenses were comprised from one-off redundancy expenses of EUR 98 thousand (EUR 334 thousand a year ago) and non-recurring other expenses of EUR 45 thousand (EUR 13 thousand)

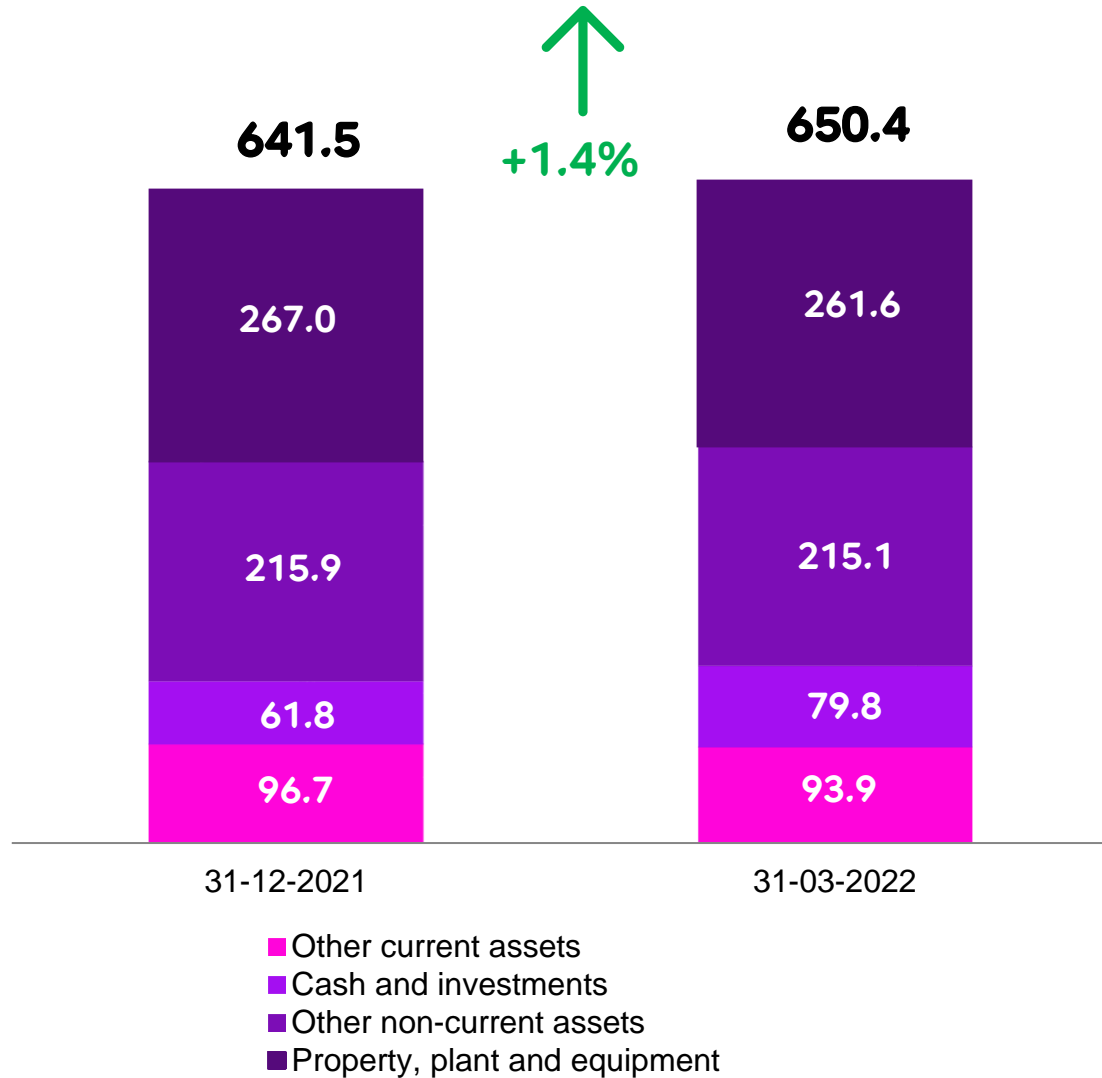


NUMBER OF EMPLOYEES

↓
-35



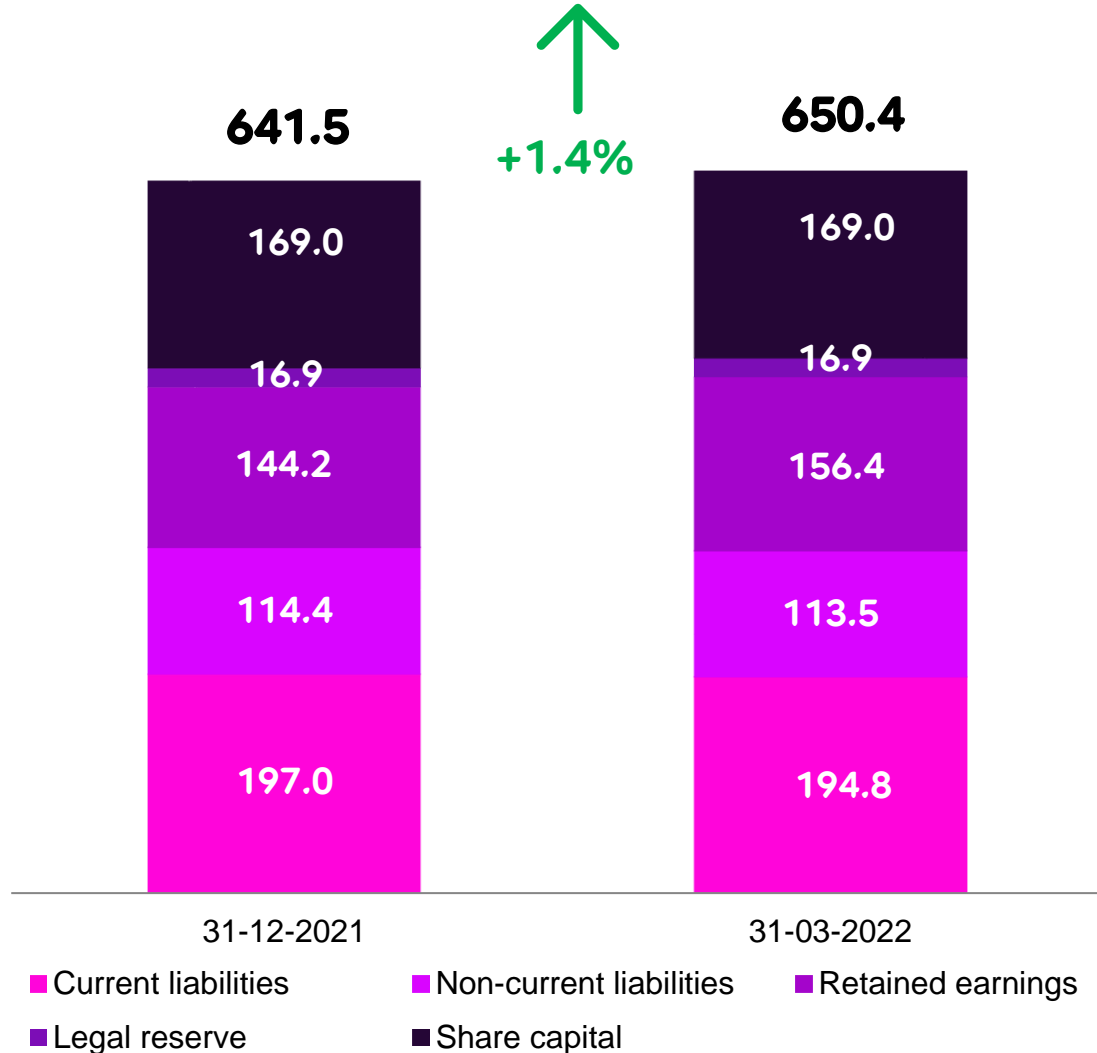
ASSETS (MEUR)



- **Non-current assets** amounted to 73.3% of total assets as of 31 March 2022 (73.6% a year ago)
- **Cash** alone amounted to 12.3% (12.6%)
- **Return on capital employed:** 13.1% (15.1%)
- **Return on average assets:** 9.7% (11%)
- **Current ratio:** 87.8% (127.2%)



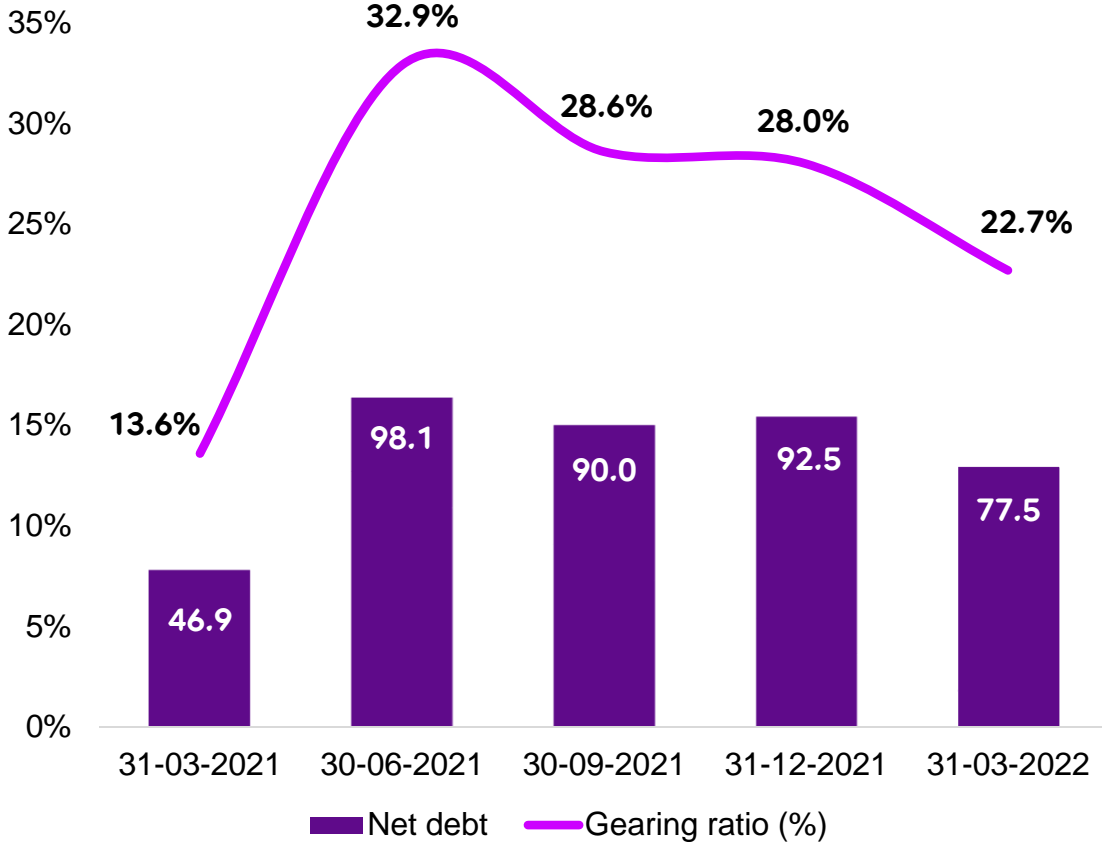
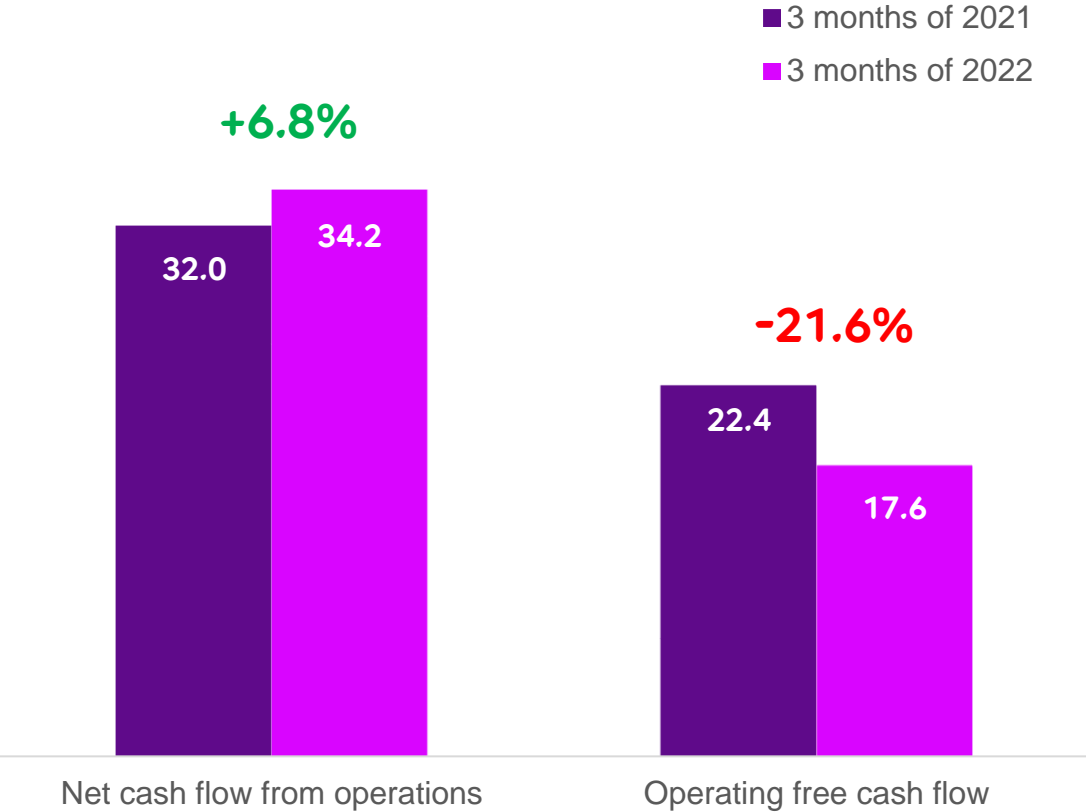
EQUITY AND LIABILITIES (MEUR)



- As of 31 December 2022, shareholders' **equity** amounted to 52.6% of the total assets (55.8% a year ago)
- Total **borrowings** (31-03-2021) amounted to EUR 157.3 million: EUR 30 million – bank loan, EUR 126.9 million – vendor financing and EUR 0.4 – financial lease.
- **Debt to equity:** 46% (36.2%)
- **Return on equity:** 17.4% (17.5%)
- **Net debt to EBITDA:** 0.56 (0.34)



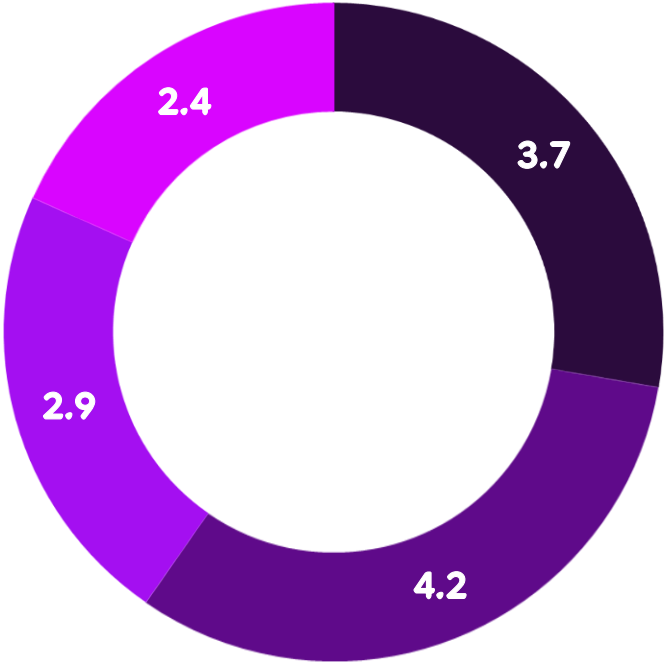
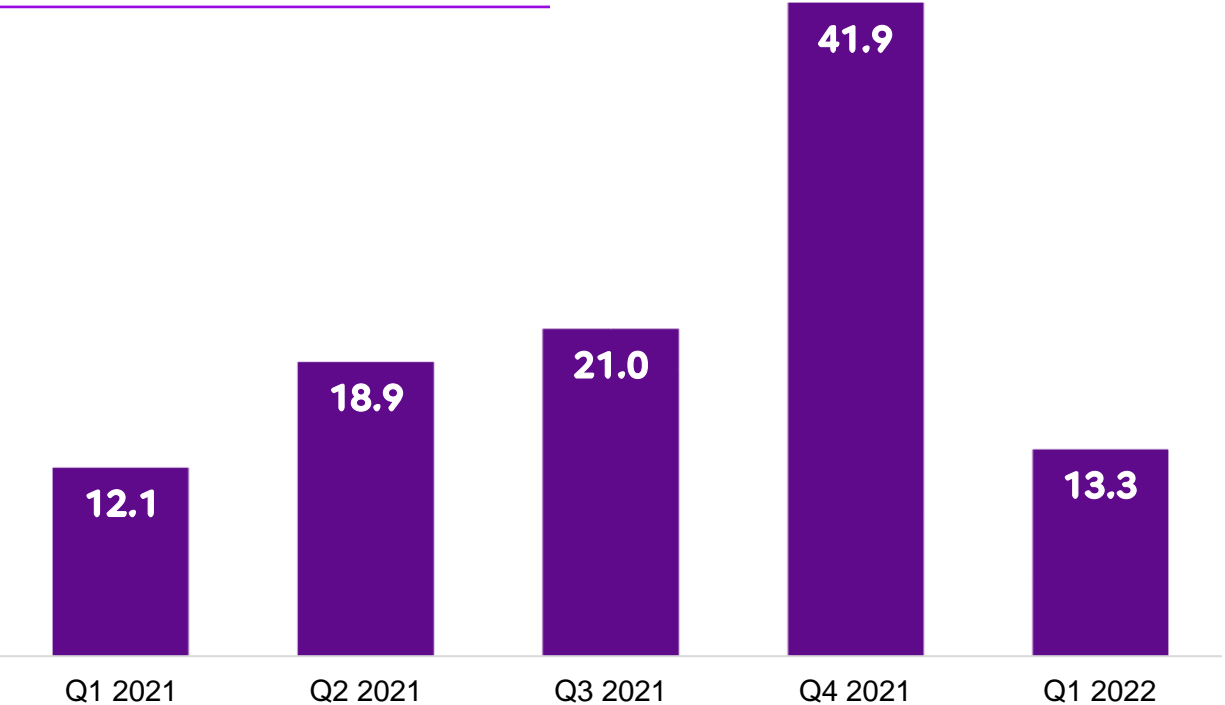
CASH FLOW & NET DEBT (MEUR)



CAPEX & CAPEX BREAKDOWN FOR 3 MONTHS OF 2022 (MEUR)

Capex to Sales
(12 months' rolling):

31-03-2022: 22.4%
31-03-2021: 13.7%



■ Fixed network ■ Mobile network
■ IT systems ■ Transformation

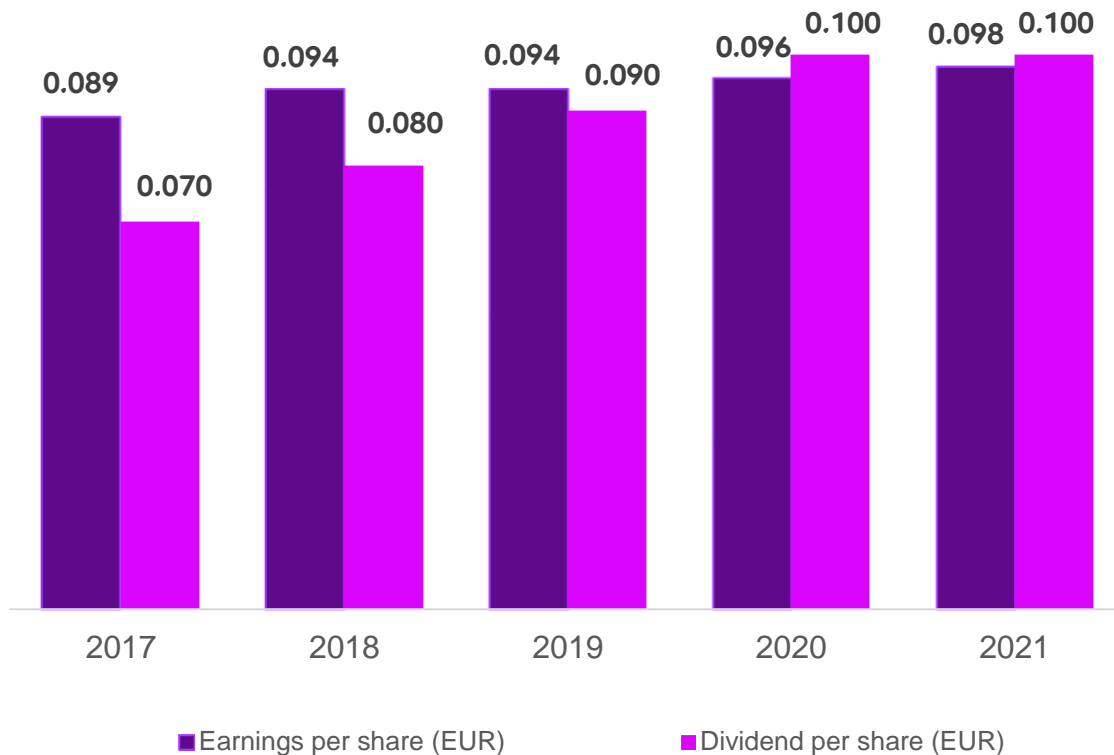


DIVIDENDS

Dividend payout ratio:

2021: 102%

2020: 104%



- The Company's dividend policy provides that the Company must maintain the **net debt to EBITDA ratio** not higher than 1.5 and to pay out **up to 80% of free cash flow** as dividend
- Earnings and dividends are allocated to **582,613,138** shares
- The Board proposed to pay **EUR 58.3 million of dividends** (EUR 0.10 per share) for the year 2021
- On 28 April 2022 **AGM shall approve** allocation of the profit for the year 2021

NOTE. Financial data for the years 2017-2020 is consolidated, for the year 2021 – standalone



SHARES AND SHAREHOLDERS

SHAREHOLDERS

- **Telia Company AB** (Sweden) is the largest shareholder of Telia Lietuva, AB
- The Company's share capital consist of **582,613,138** ordinary registered shares of **EUR 0.29** nominal value each
- On **24 October 2014**, **authorized capital was reduced** by EUR 56.2 million and accordingly number of **voting shares was reduced** from 776,817,518 **to 582,613,138**
- The **total number of Telia Lietuva shareholders is 14.3 thousand**

SHAREHOLDERS

as of 31-03-2022

TELIA COMPANY AB

OTHER

88.15%

11.85%

Part of shares and votes

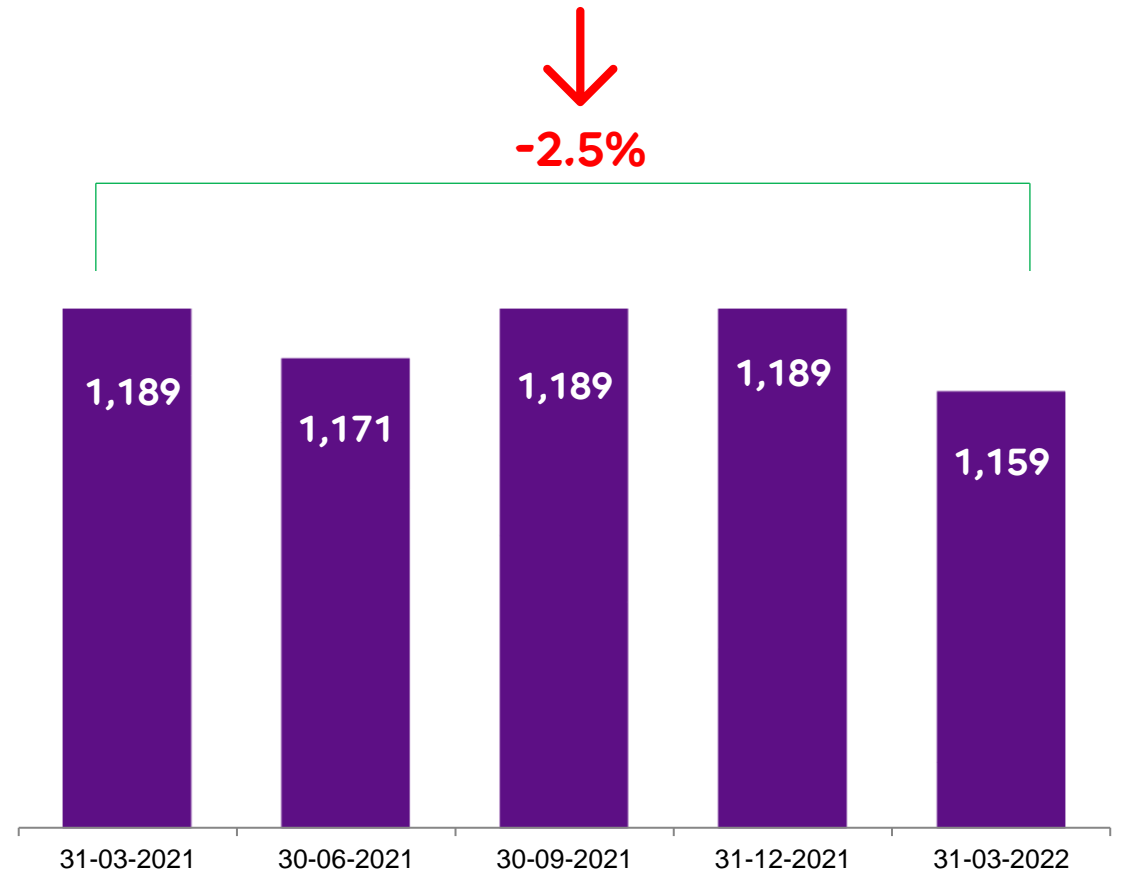


SHARES

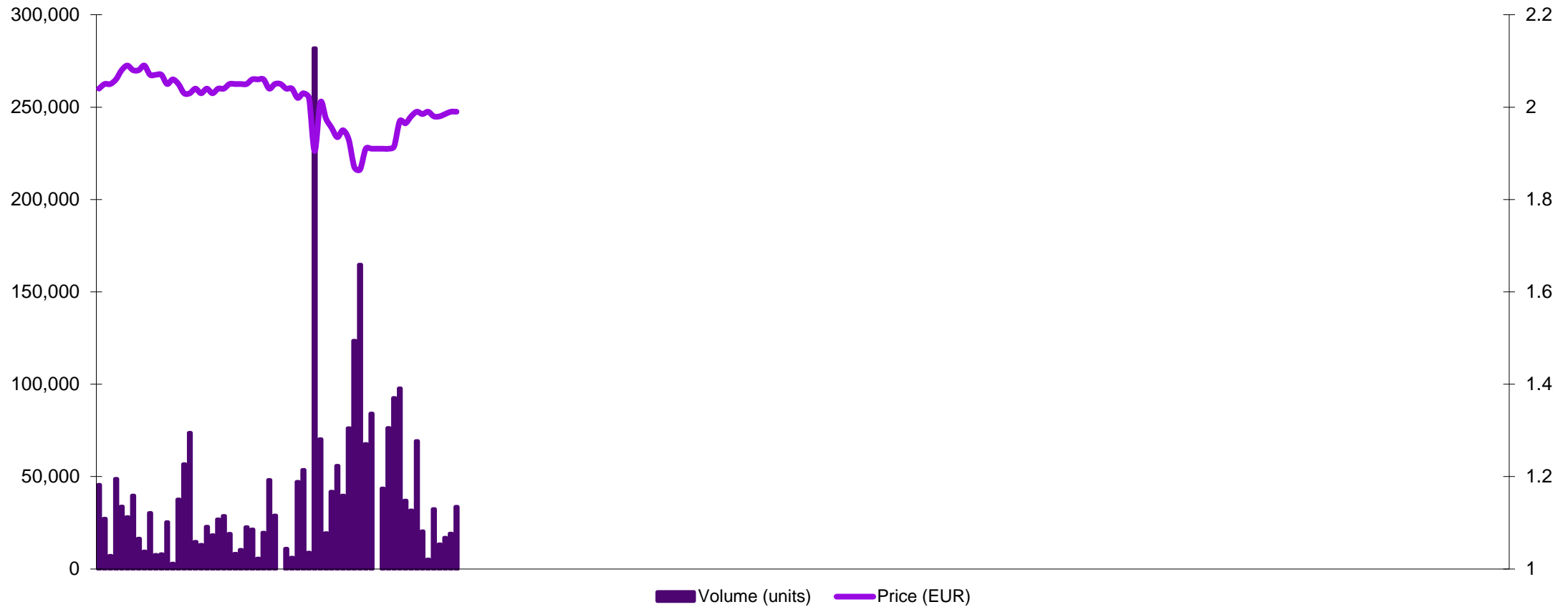
- Since June 2000, the Company's shares are listed on **Nasdaq Vilnius stock exchange** (ticker: TEL1L)
- Since January 2011, the Company's shares were included into the trading lists of a few German stock exchanges (ticker: ZWS)
- **Turnover** on Nasdaq Vilnius stock exchange during January-March 2022: 2.5 million of shares or EUR 5 million
- Share **price** on Nasdaq Vilnius:

01-01-2022	High	Low	31-03-2022
2.05 €	2.10 €	1.79 €	1.99 €

Market capitalization (MEUR)



TRADING IN THE COMPANY'S SHARES ON NASDAQ VILNIUS STOCK EXCHANGE IN 2022



THE COMPANY'S SHARE PRICE AND NASDAQ VILNIUS INDEXES COMPARISON



	OPENING VALUE	CLOSING VALUE	CHANGE %
■	1,568.82	1,460.04	-6.93
■	966.13	894.98	-7.36
■	2.04	1.99	-2.45

■ OMX Baltic Benchmark GI

■ OMX Vilnius GI

■ TEL1L - Telia Lietuva

Source: Nasdaq Vilnius

P/E ratio: **20.7** (21.1 a year ago)



CORPORATE GOVERNANCE

GOVERNING BODIES

- The **Annual General Meeting** of Shareholders will be held on 28 April 2022
- The **Board** consist of 6 members elected for the 2-year term
- The current Board was elected on 27 April 2021
- 3 members of the Board comprise **Audit and Remuneration Committees**
- **UAB Deloitte Lietuva** is the Company's audit enterprise for 2021 & 2022
- The Board elects and recalls **CEO**

**GENERAL
MEETING OF
SHAREHOLDERS**



BOARD

AUDIT COMMITTEE

**REMUNERATION
COMMITTEE**



CEO



BOARD



**Douglas
Lubbe,**

Chair of the Board,
Member of the
Remuneration
Board, represents
Telia Company AB



**Agneta
Wallmark,**

Member of the
Board,
Chair of the Audit
Committee,
represents Telia
Company AB



**Claes
Nycander,**

Member of the
Board,
Chair of the
Remuneration
committee,
represents Telia
Company AB



**Hannu-Matti
Mäkinen,**

Member of the
Board,
represents Telia
Company AB



**Dovilė
Grigienė,**

Independent
member of the
Board,
Member of the
Audit Committee



**Mindaugas
Glodas,**

Independent
member of the
Board,
Member of the
Audit and
Remuneration
Committees

- Members of the Board do not own direct shares of Telia Lietuva



GOVERNING STRUCTURE OF TELIA LIETUVA

VALID FROM 1 JANUARY 2020



MANAGEMENT TEAM



Dan Strömberg,
CEO



Nortautas Luopas,
Head of Consumer,
Head of Digitalization & Analytics



Daniel Karpovič,
Head of Enterprise



**Giedrė Kaminskaitė–
Salters,** Head of Sales &
Customer Care



Andrius Šemeškevičius,
Head of Technology
Infrastructure



Arūnas Lingė,
Head of Finance
(till 29 April 2022)



Ramūnas Bagdonas,
Head of People & Engagement



Daiva Kasperavičienė,
Head of Legal & Corporate
Affairs



Birutė Eimontaitė,
Head of Communication



Vytautas Bučinskas,
Head of Business
Assurance &
Transformation



BUSINESS SUSTAINABILITY

ENVIRONMENTAL ACTION

Climate & circularity



DIGITAL INCLUSION

Quality of life & innovation



EMPOWERMENT

Diversity & inclusion



RESPONSIBLE BUSINESS

Privacy & security,
freedom of expression,
health and wellbeing etc.



WE CONTINUE OUR SUSTAINABILITY JOURNEY

DARING GOALS 2030



ZERO CO₂

throughout the value chain



ZERO WASTE

circular economy in
Telia's operations



100% ACTION

team effort





#IDOMIAU TIK
GYVENIMAS

