

# Telia Lietuva

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at CEO Meets Investors

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# How are we doing?



# Record high dividends paid-out for 2025



# 81.6

million EUR of dividends paid for 2025

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# 1103.7

million EUR paid in dividends since 2000



# The highest share price reached in 2026



# 2.32

EUR share price on 7 May 2026

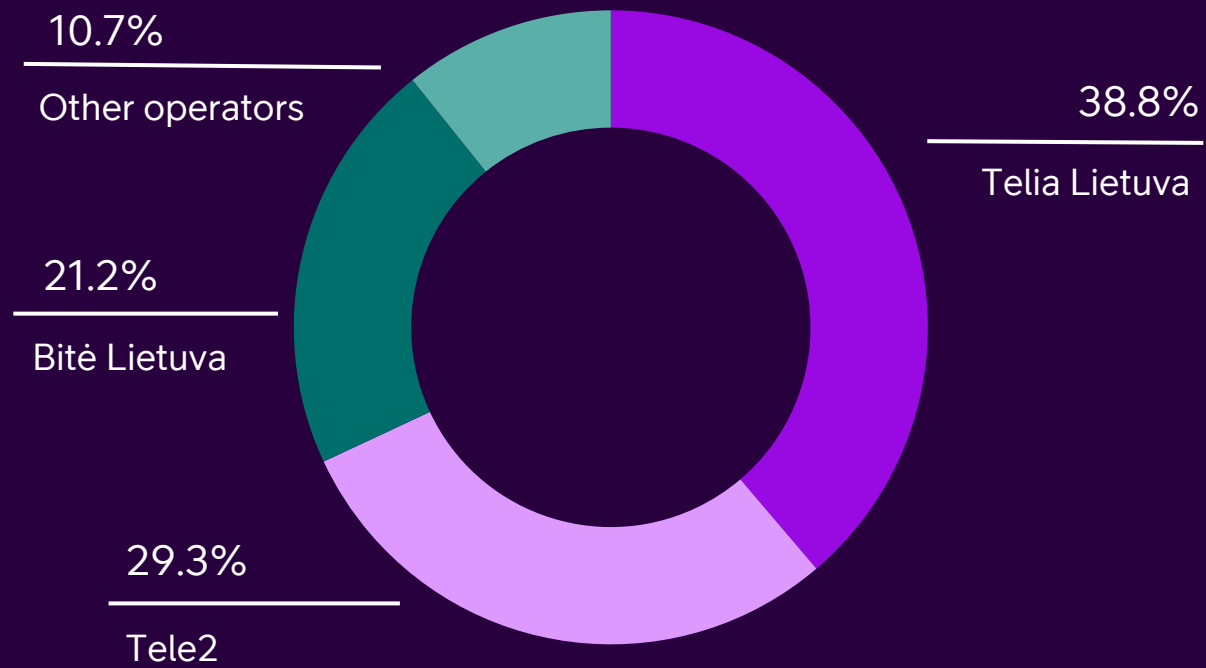
# 1235.1

million EUR market capitalization  
on 29 May 2026



# Leadership on the market

## Breakdown of Lithuanian telecommunications market revenue



Source: Report of CRA for Q1 2026

## Number of Telia core services' customers



**1,714,000**  
of mobile service  
users



**407,000**  
of broadband Internet  
connections

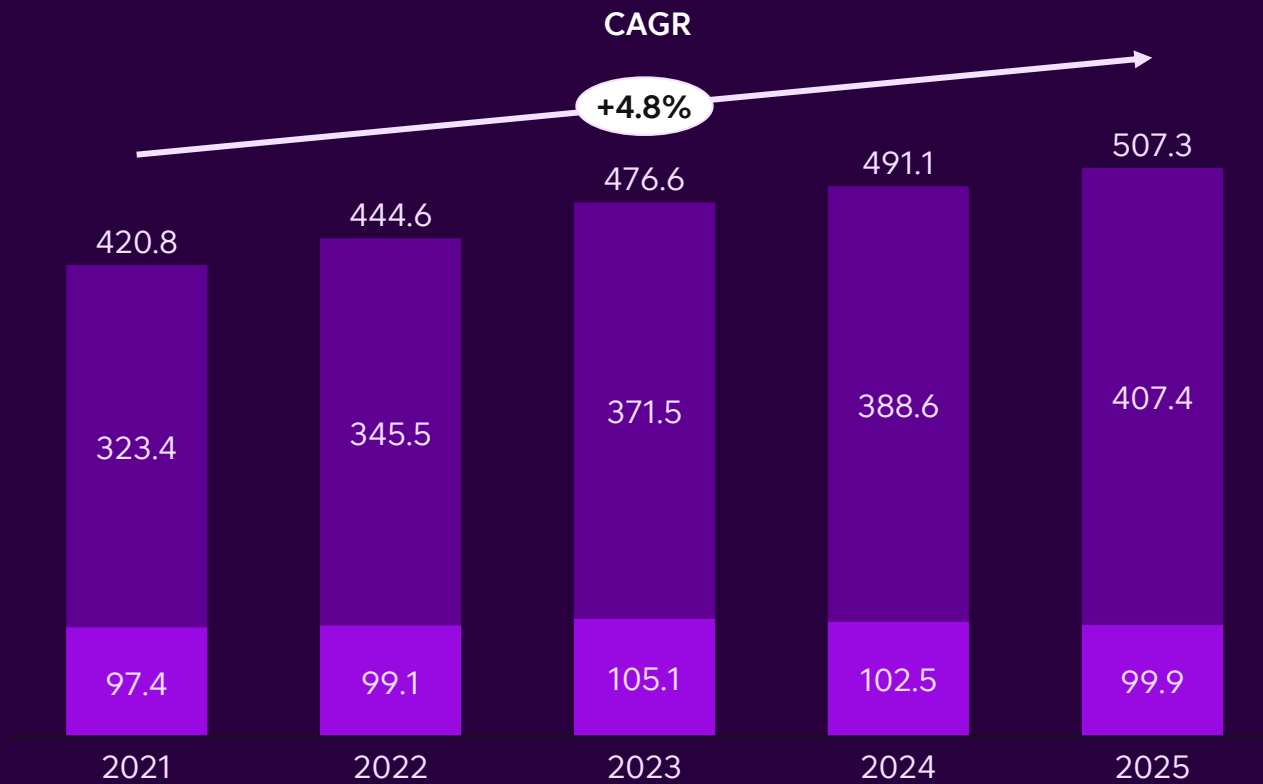


**255,000**  
of TV services  
users



**135,000**  
of fixed telephone  
lines in service

# In 2025 revenue exceeded half a billion euros



Service revenue (mEUR)  
Equipment sale (mEUR)

# 4.8%

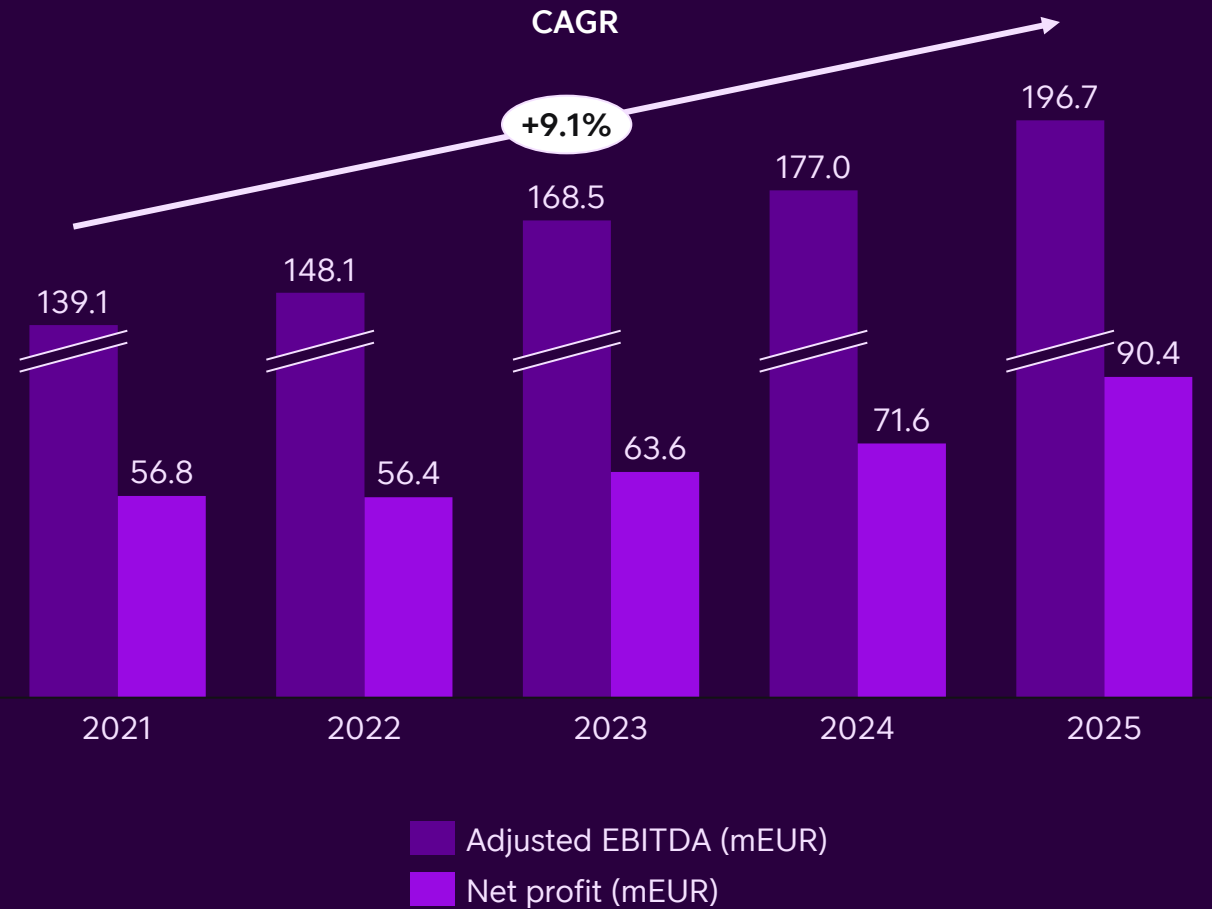
service revenue growth in 2025

# 7.0%

revenue from mobile services  
growth in 2025



# Cost control led to high profitability



# 38.8%

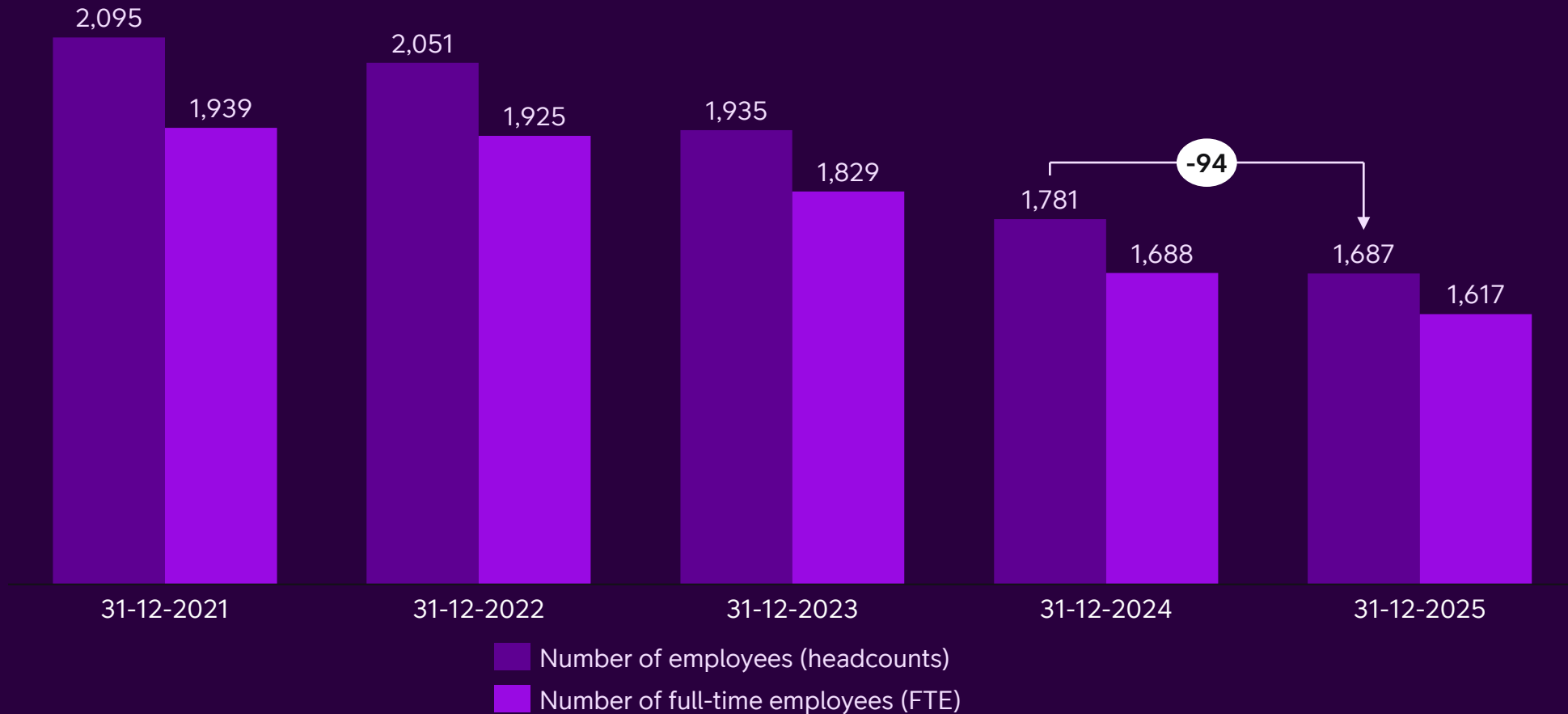
Adjusted EBITDA margin in 2025

# 17.8%

Net profit margin in 2025

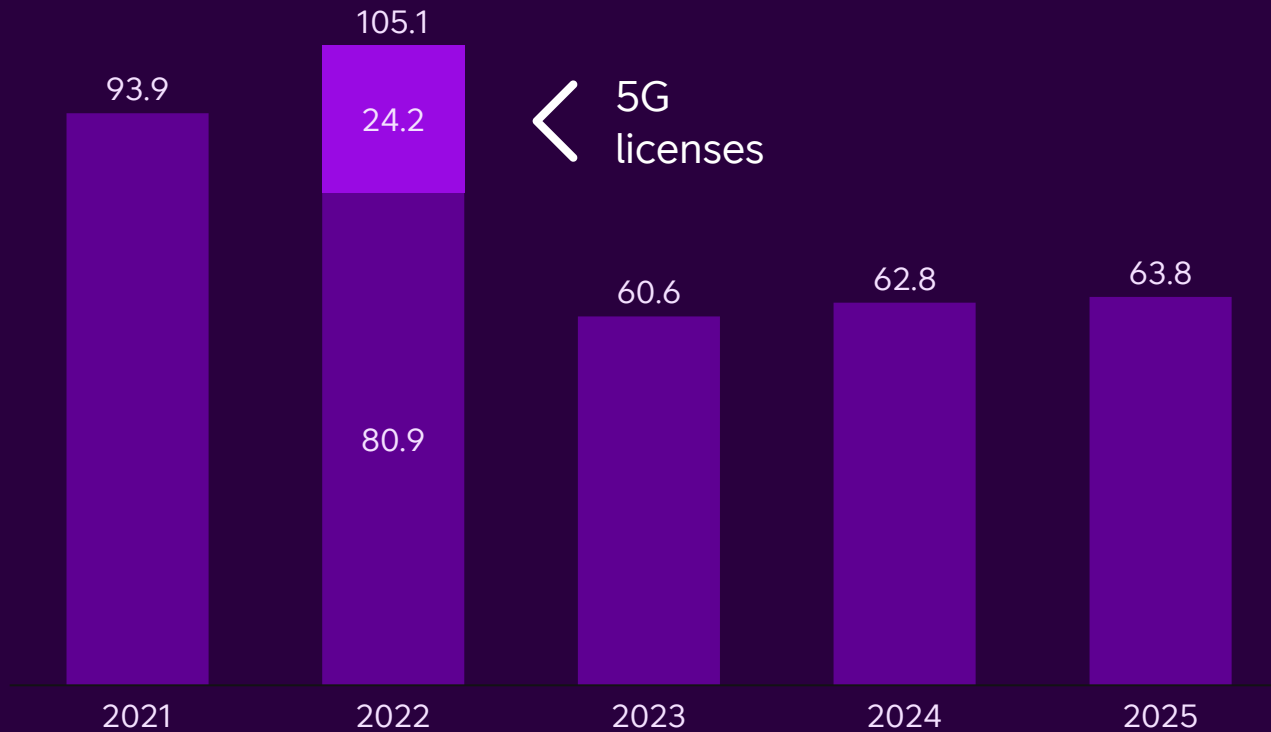


# Lower number of employees = higher efficiency



# Investing into networks' expansion and quality

Capital investments, mEUR



# 12.6%

Capex and revenue ratio in 2025

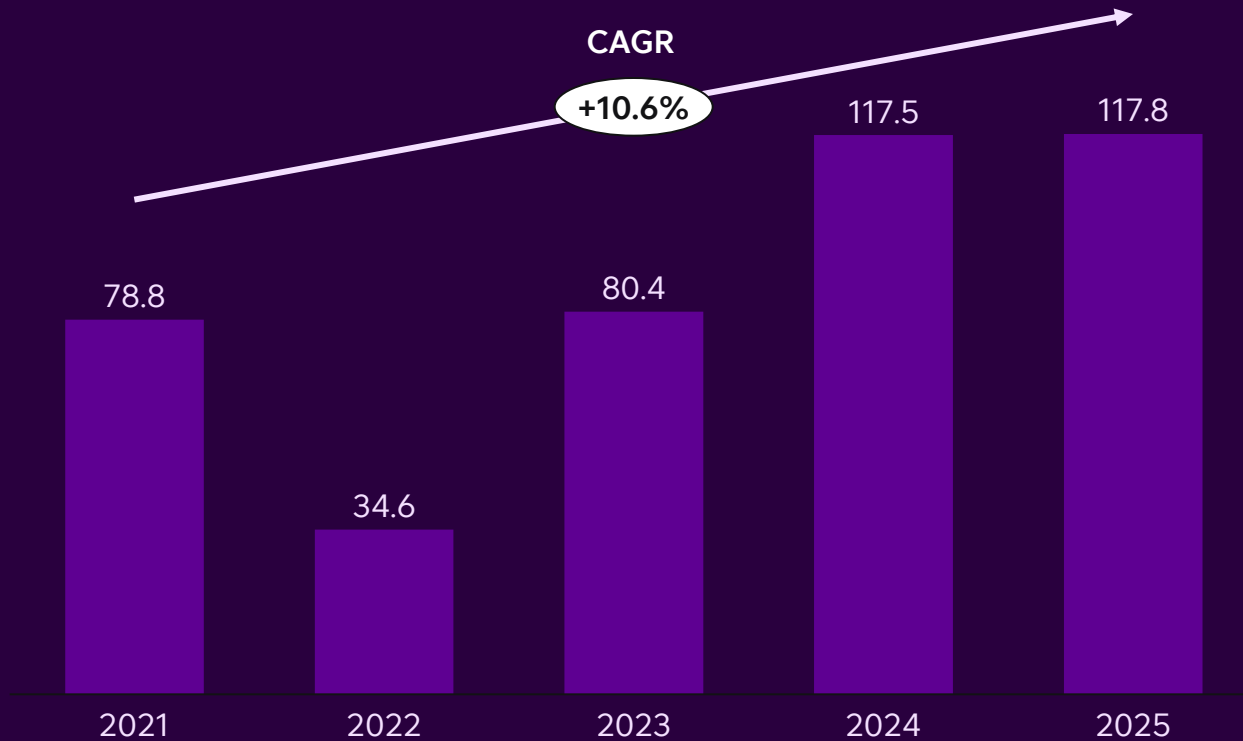
# 51%

of Capex allocated to development of fixed and mobile networks in 2025



# Generating stable cash flow

Free Cash Flow, mEUR



# 69%

of Free cash flow was allocated  
for 2025 dividends pay-out

# (27,8)

mEUR net debt at the end of 2025



# What's new?



# 5G development

Telia Lietuva was the first in Lithuania to activate a private standalone 5G SA network in Klaipeda Sea Port



# The best mobile communication network

According to the for the first time in Lithuania conducted independent network research by Rohde & Schwarz, Telia's mobile network is the best in the country



# Service novelties

Naujiena

A new cybersecurity application Telia Safe, possibility to write text messages during a call and a new generation Internet of Things (IoT) connectivity management platform were introduced in 2025

POWERED BY

 **F-Secure**

Telia Safe



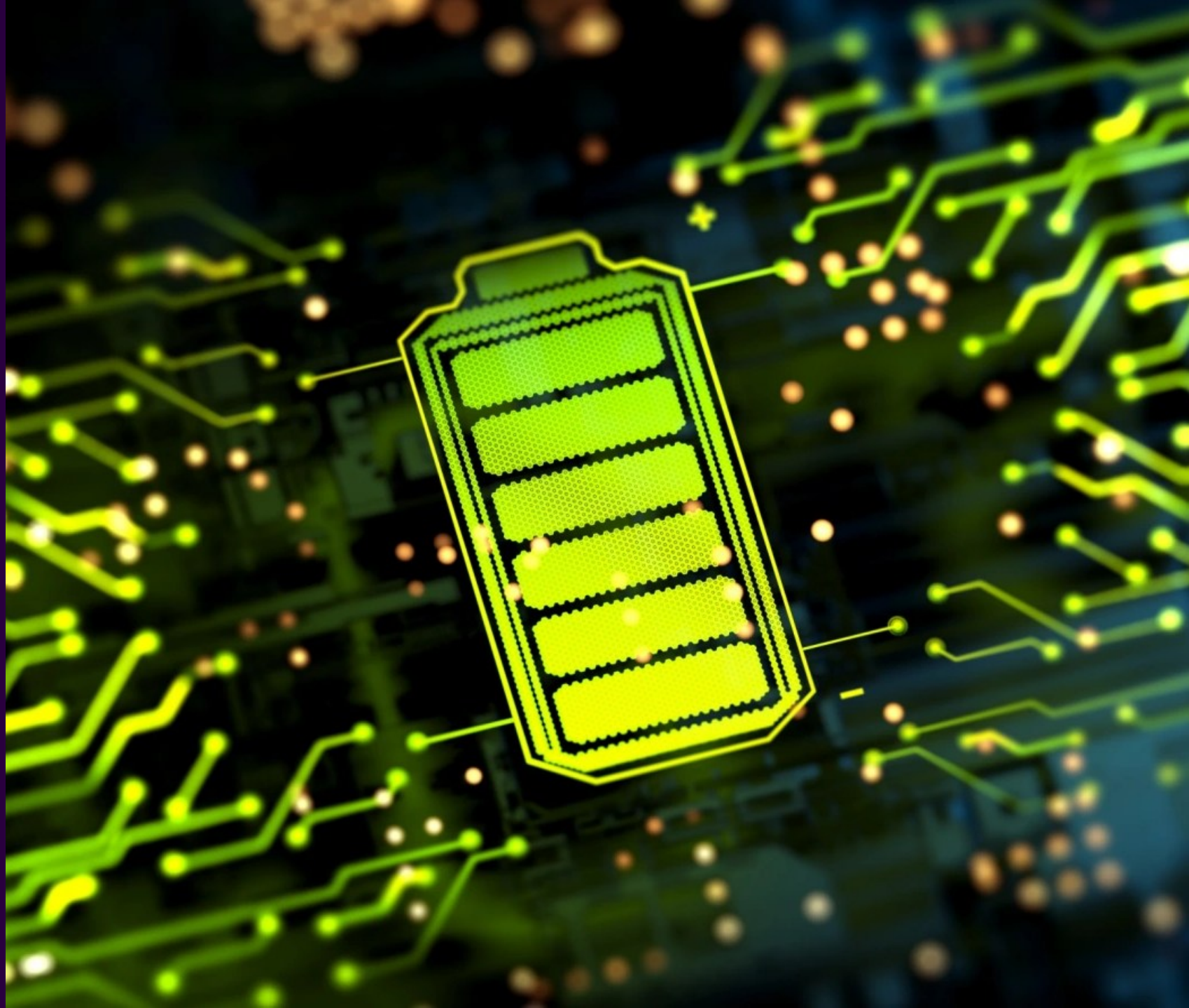
# New features of Telia Play

Netflix and HBO Max content as well as Lithuanian basketball league games were added to Telia Play platform. Also, Telia Play app became available on LG and Samsung TV sets.



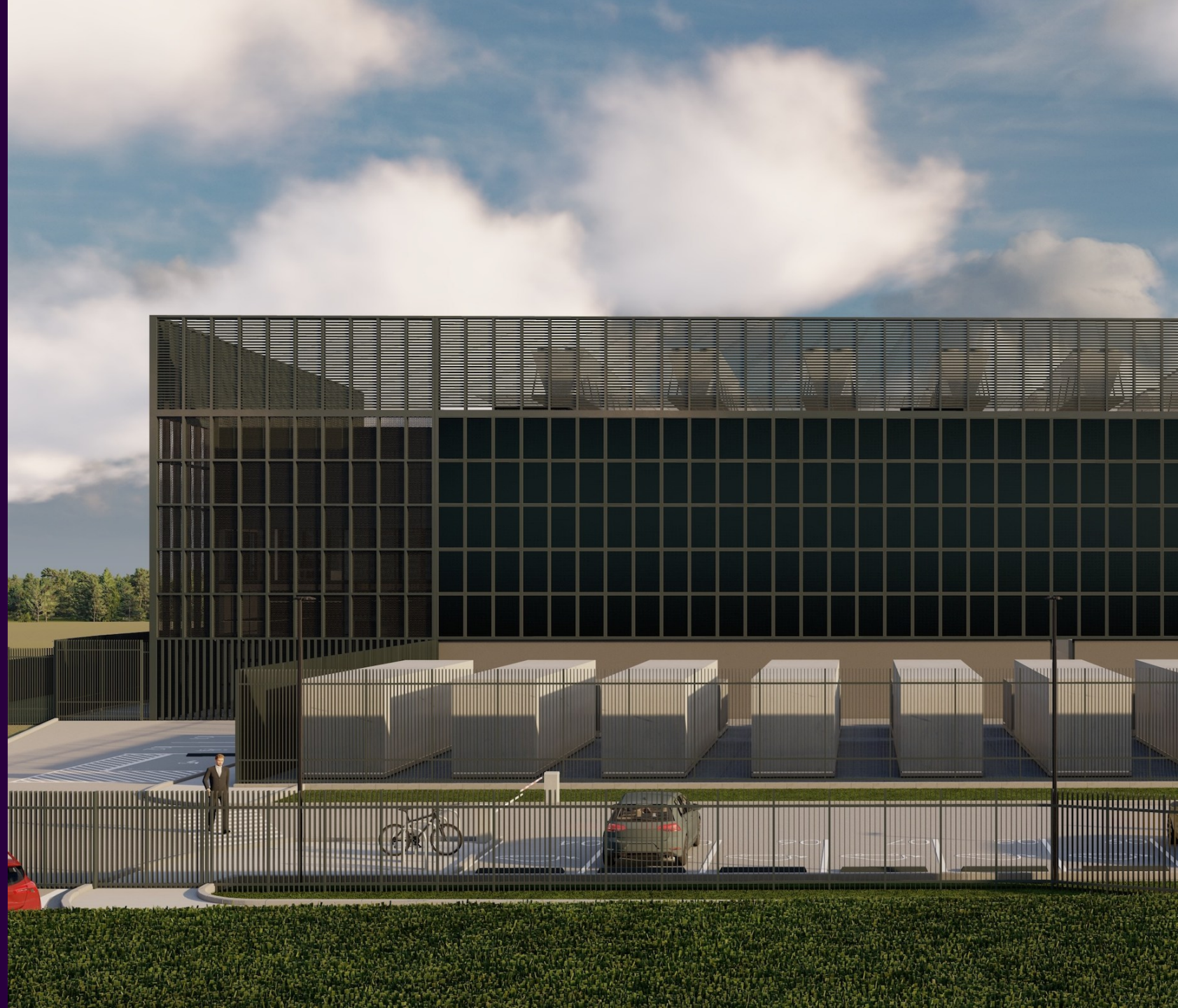
# One more ISO certificate

In 2025, Telia Lietuva has obtained the international ISO 50001 energy management system certificate, confirming that the organization uses energy efficiently



# Construction of a new data center

Commenced the construction of a new Tier III standard compliant data center near Vilnius. It is planned to invest up to EUR 26 million to two initial data center modules with 400 racks.



# Updated business strategy



# Telia Lietuva strategy 2026-2028

Our vision

## Keep quality at the core & digitize to grow

Where we play

Lithuania's #1 converged player

Connectivity, TV & ICT services

How we win

### Inspiring customer experiences

Digitise and scale product  
innovation

### Unrivalled technological excellence

Invest in future growth drivers  
while reinforcing our current  
tech leadership

### Values-based and sustainable leadership

Forster trust among employees,  
society and public institutions

Our priorities/  
Getting it right

### Grow & Innovate

- Accelerate Mobility through product development
- Protect leadership in TV
- Grow ICT business
- Position sustainability as our competitive advantage

### Simplify

- Accelerate IT throughput
- Scale AI-enabled CX & cost efficiency

### Getting things done

- Elevate leadership for a winning culture
- Grow critical capabilities for performing
- Uplevel working place diversity & wellbeing



# The Telia Way

For a winning culture

- 1 **Go beyond customer satisfaction.**  
Excite them and earn their trust.
- 2 **Own it.**  
Step up, commit and keep your promises.
- 3 **Make it count.**  
Prioritize, focus and be cost-aware.
- 4 **Stay hungry, stay ahead.**  
Get curious, test stuff and never stop learning.
- 5 **Win as one team.**  
We rely on each other and celebrate our success.

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**We Dare**  
to make an impact

**We Care**  
for everyone

**We Simplify**  
the way we do things



**Thank you!**

