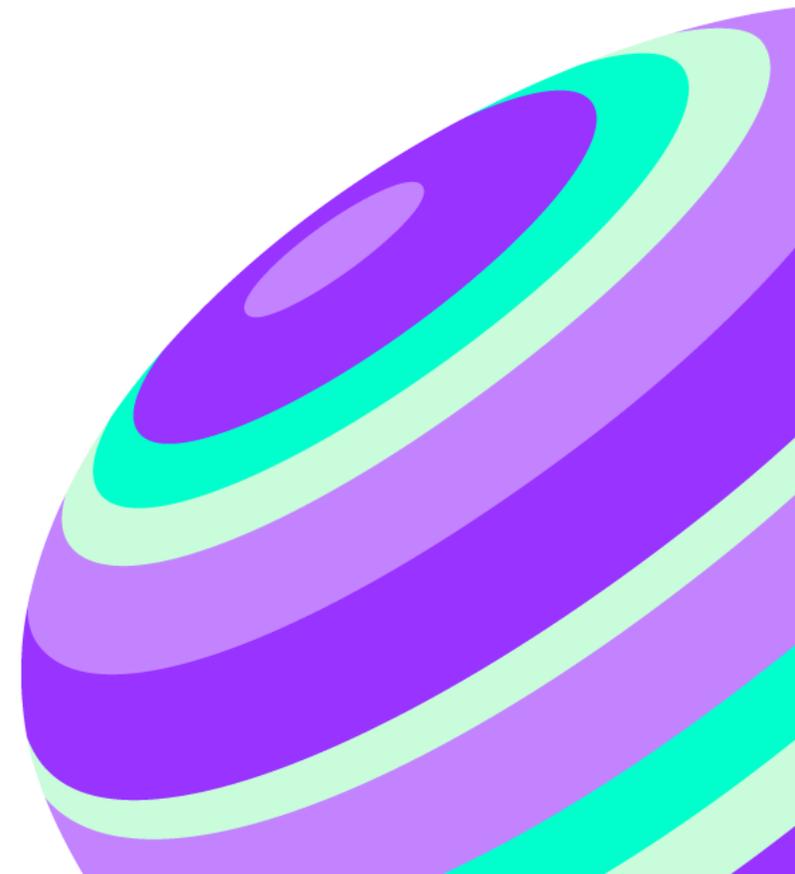




TELIA LIETUVA

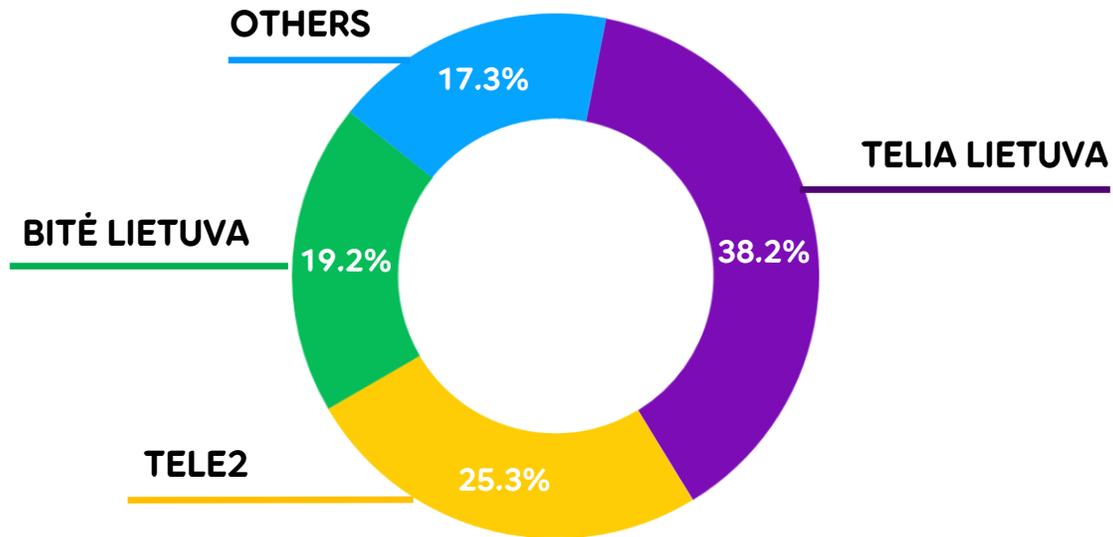


Dan Strömberg
CEO of Telia Lietuva



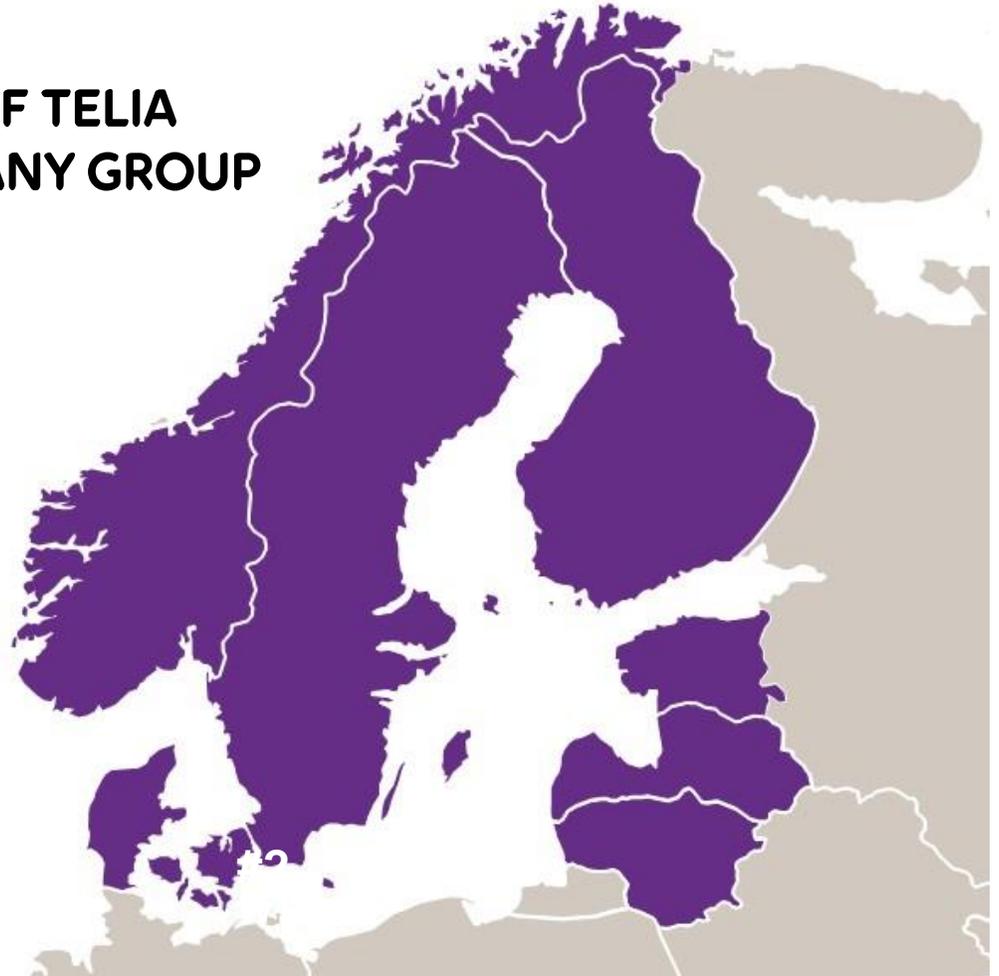
WE ARE

THE MARKET LEADER IN TELECOMMUNICATIONS IN LITHUANIA



Source: Report of the Communications Regulatory Authority,
market revenue breakdown by operators for Q4 2020

PART OF TELIA COMPANY GROUP



COVID-19 IMPACT ON OUR ACTIVITIES

#1

MAJORITY OF
EMPLOYEES
WORK FROM
HOME

#2

RETAIL OUTLETS
WERE CLOSED OR
PARTIALY CLOSED

#3

SURGED DEMAND
FOR FAST &
RELIABLE
CONNECTIVITY

#4

INCREASED
VOLUMES OF
MOBILE DATA &
INTERNATIONAL
INTERNET

#5

HIGH DEMAND
FOR REMOTE
WORK SOLUTIONS
& M-SIGNATURE

#6

INCREASED
EQUIPMENT
SALES (PC & TV
SETS)

#7

DECLINED SALES
OF MOBILE
DEVICES

#8

NEGATIVE IMPACT
ON REVENUE
FROM ROAMING
SERVICES



NUMBER OF CUSTOMERS



+2.7%

1,385

THOUSAND OF
MOBILE SERVICE USERS



+1.5%

418

THOUSAND OF
BROADBAND INTERNET
CONNECTIONS



+2.8%

253

THOUSAND OF
IPTV SERVICE USERS



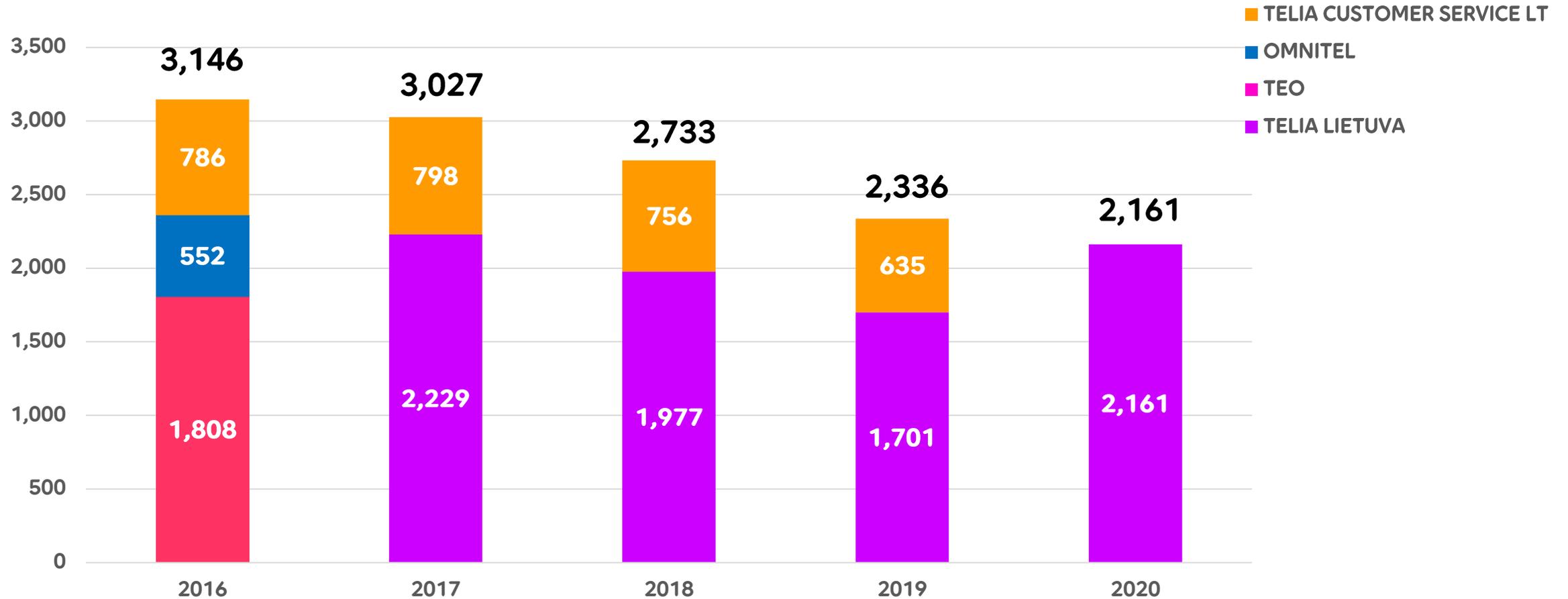
-11.5%

253

THOUSAND OF
FIXED TELEPHONE LINES
IN SERVICE



NUMBER OF GROUP EMPLOYEES



- 1 FEBRUARY 2017 - OMNITEL (MOBILITY) WAS MERGED INTO TEO (BROADBAND) TO BECOME TELIA LIETUVA
- 1 JULY 2020 - TELIA CUSTOMER SERVICE LT (CONTACT CENTER) WAS MERGED INTO TELIA LIETUVA



BRAND POSITION IN THE MARKET

MARKET SHARE, #

#1 BROADBAND & TV

#3 MOBILE VOICE & DATA

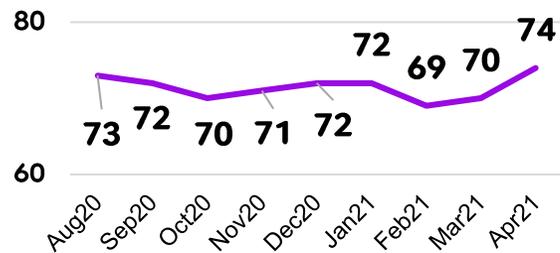
BRANDS



TELIA BRAND CONSIDERATION, Q1 2021

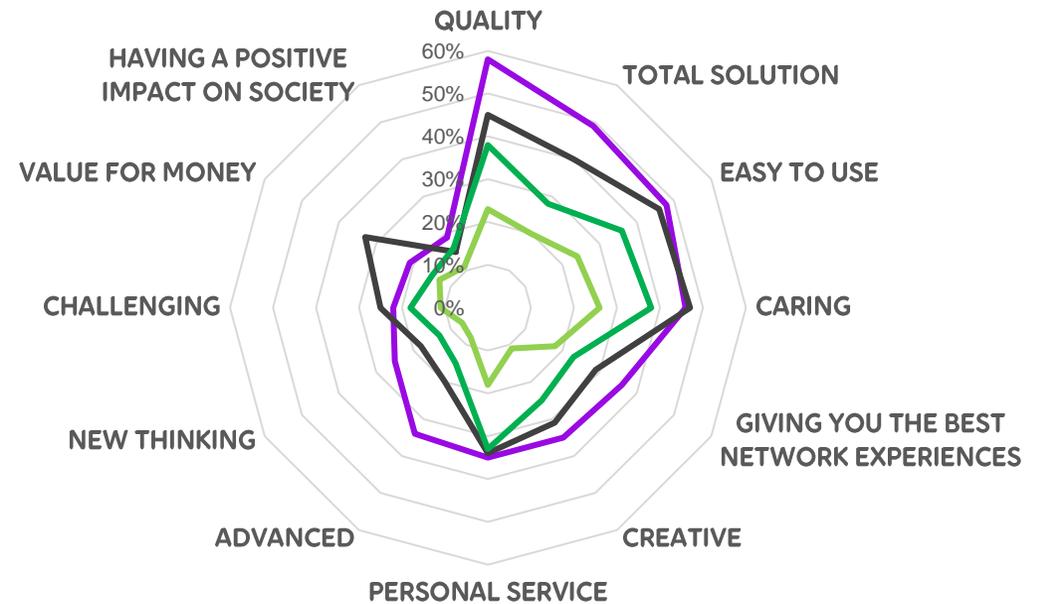
69%

CUSTOMERS APPRECIATE OUR SERVICE
NPS TREND, B2C



SERVICE SUPERIORITY IS THE KEY FOR OUR BRAND

TELIA TELE2 BITE CGATES



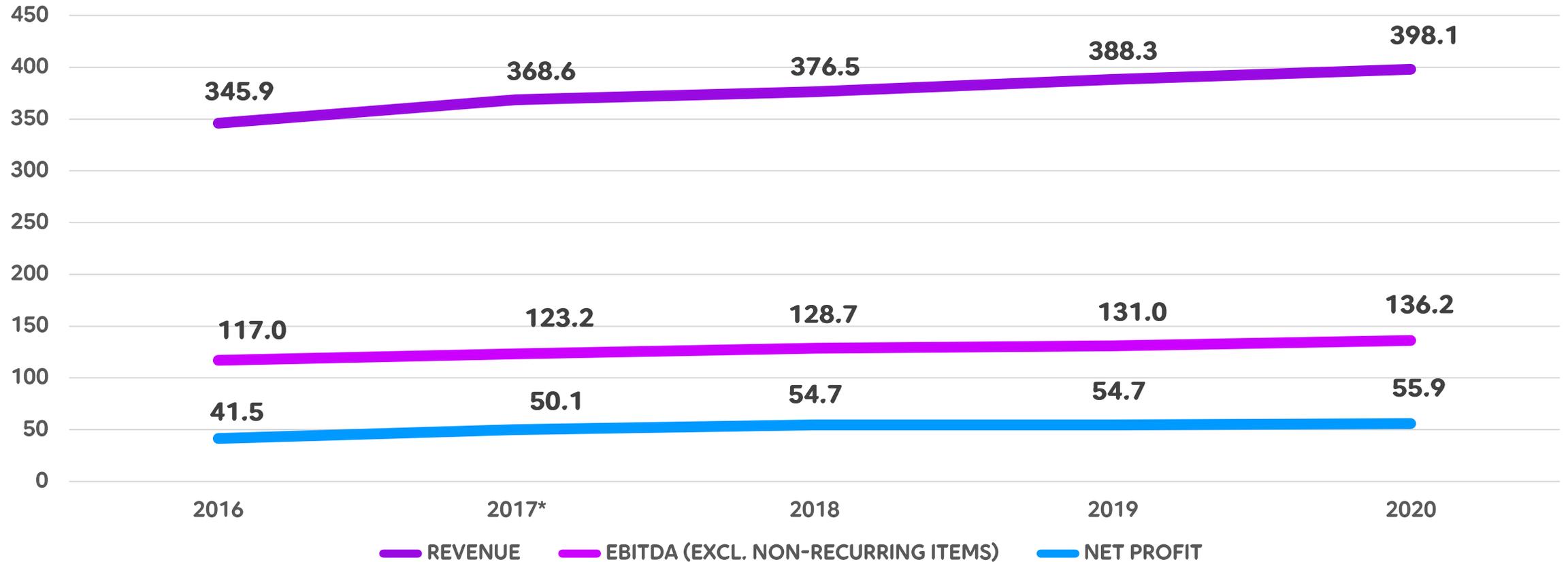
Source: Brand scorecard/BSC internal survey (main brand Telia), Q1 2021



FINANCIAL RESULTS



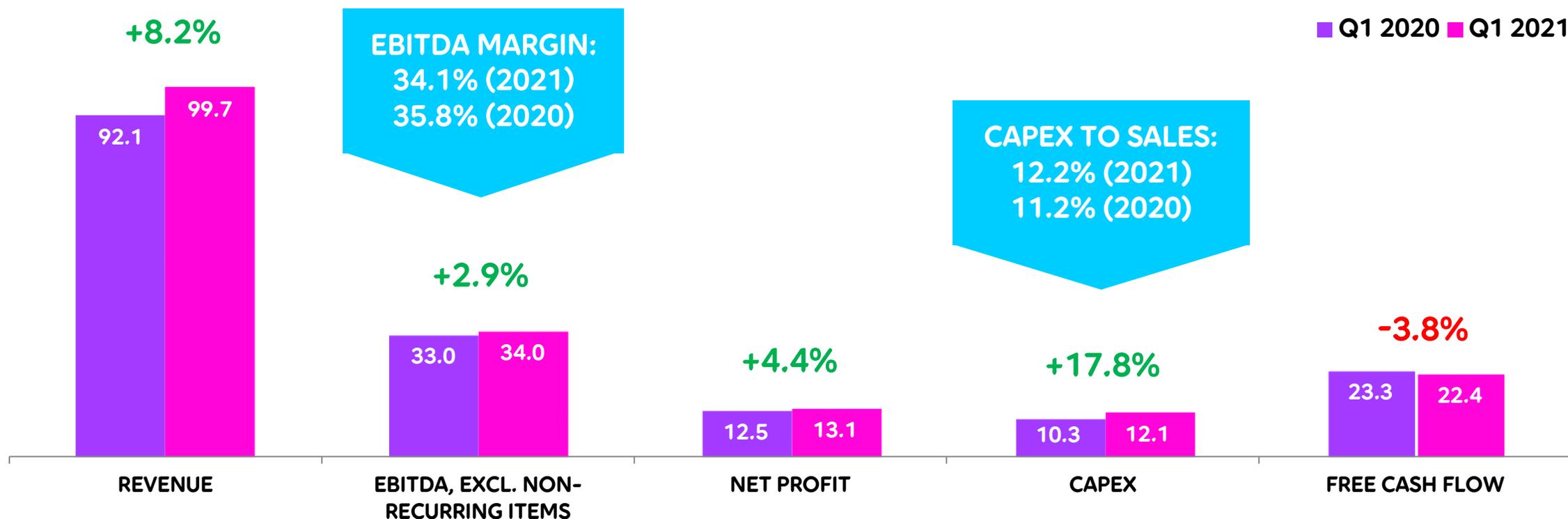
REVENUE, EBITDA & NET PROFIT (EUR MILLION)



NOTE: * Recalculated due to introduction of IFRS 15 from 1 January 2018



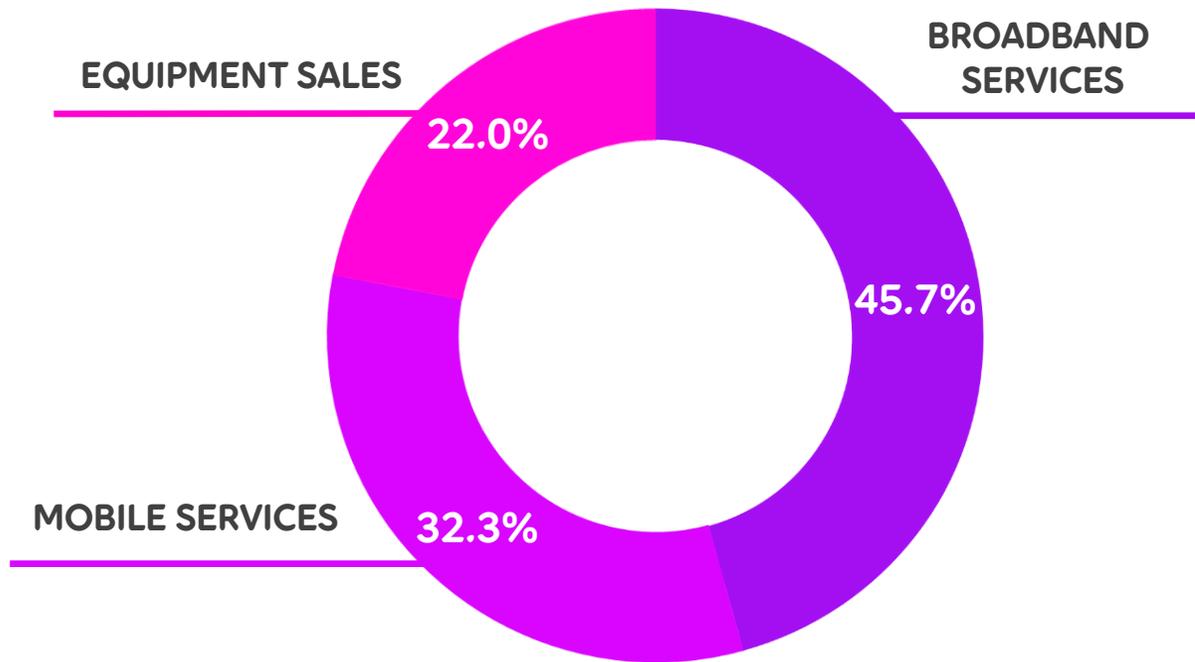
DYNAMICS OF MAIN FINANCIAL INDICATORS (EUR MILLION)



NOTE. Non-recurring redundancy expenses in Q1 2020: EUR 234 thousand;
in Q1 2021: EUR 347 thousand plus non-recurring gain on property sale of EUR 1.2 million



REVENUE BREAKDOWN IN Q1 2021



ENTERPRISE



37.9%

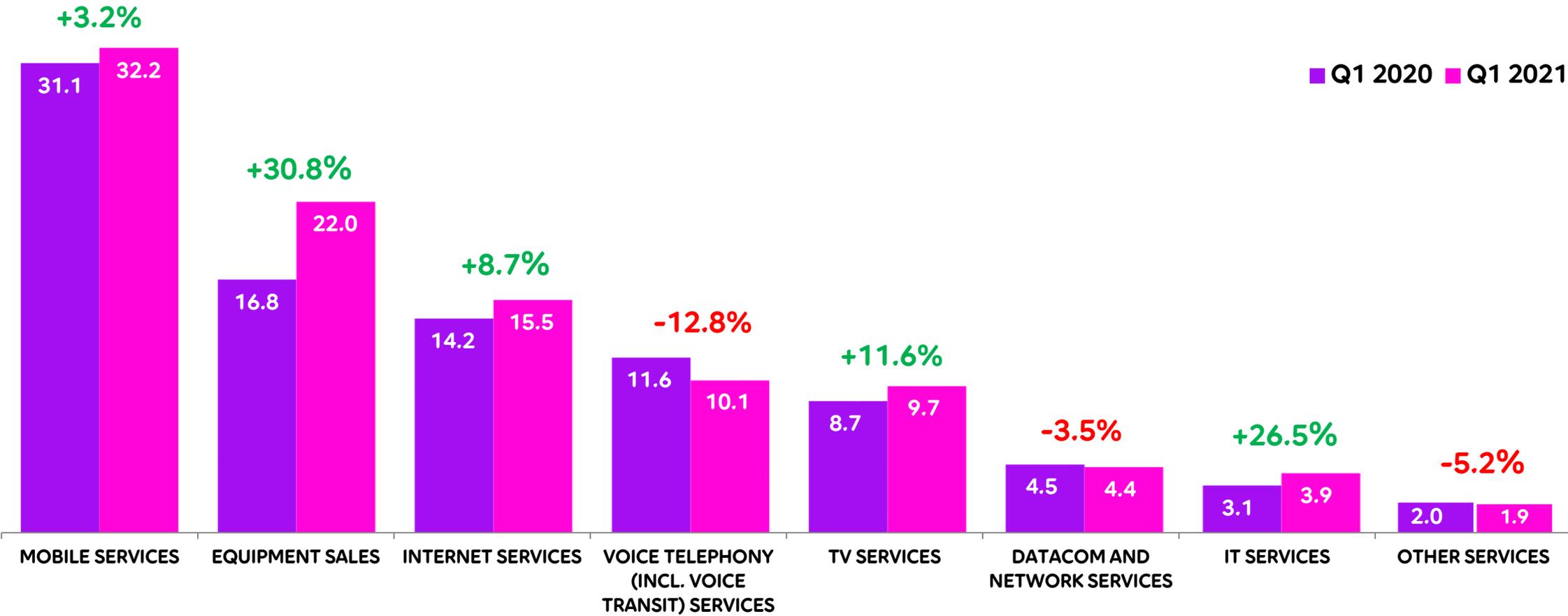
CONSUMER



61%

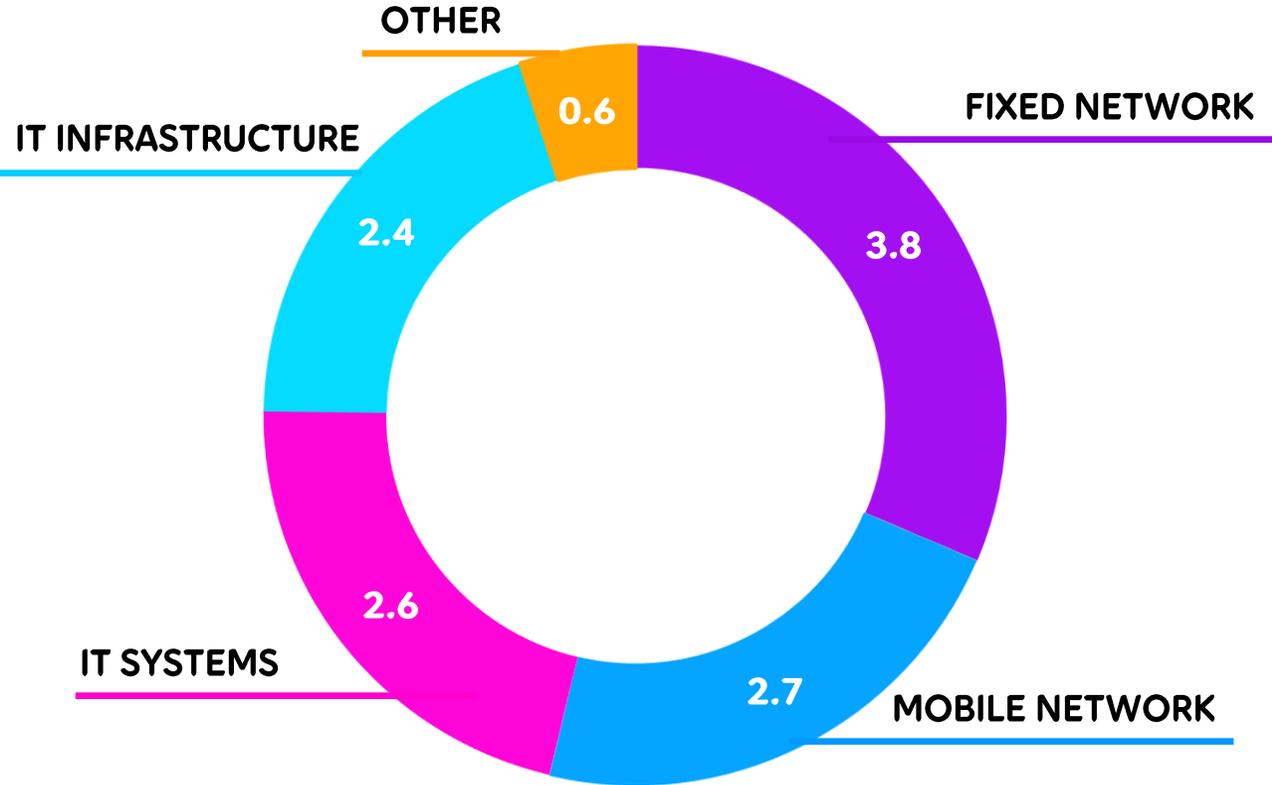
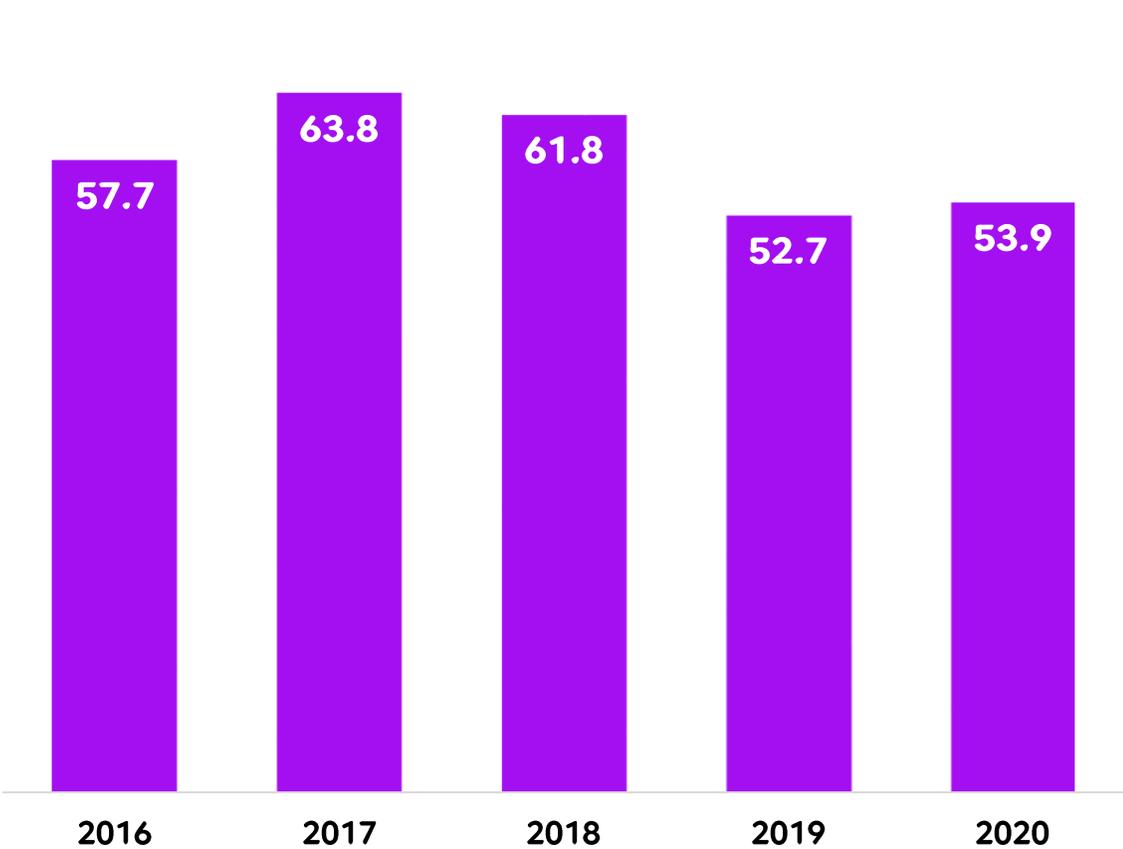


REVENUE BY SERVICES (EUR MILLION)

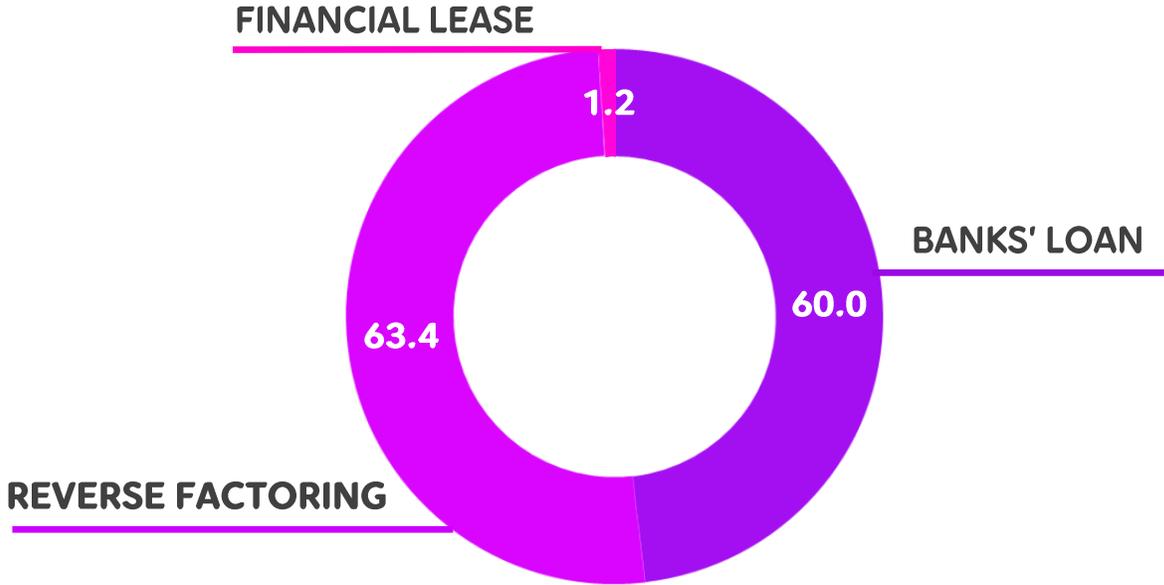
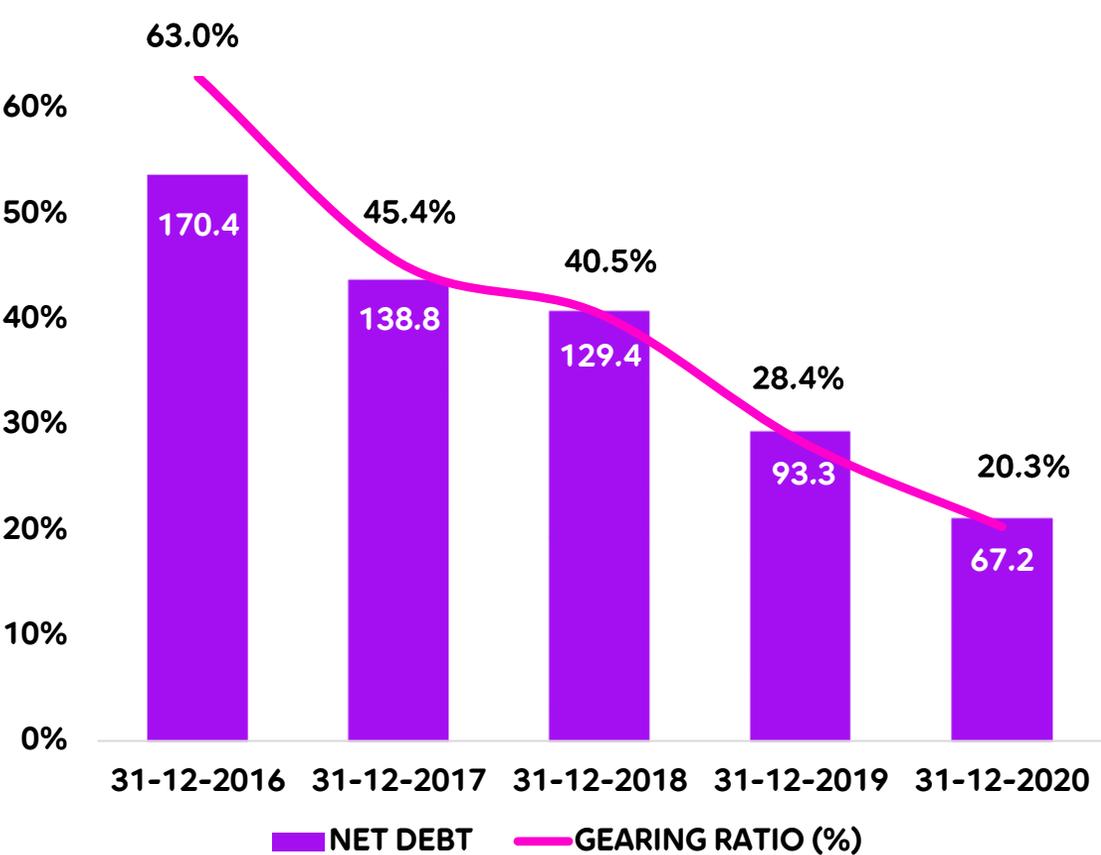


CAPEX & CAPEX BREAKDOWN FOR Q1 2021

(EUR MILLION)



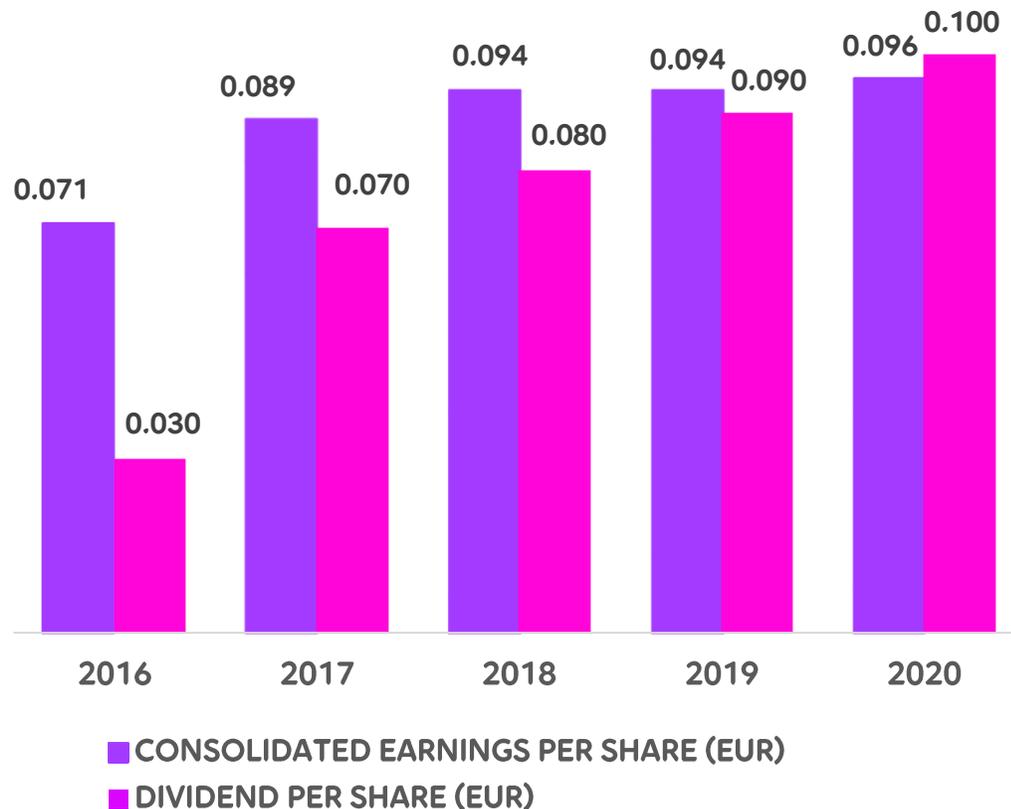
NET DEBT & DEBT BREAKDOWN AS OF 31-03-2021 (EUR MILLION)



- 5 YEARS' EUR 150 MILLION LOAN FOR ACQUISITION OF OMNITEL WAS REPAID IN JANUARY 2021
- EUR 60 MILLION LOAN IN LUMP SUM WILL BE REPAID IN MAY 2024



STABLE DIVIDEND PAYOUT



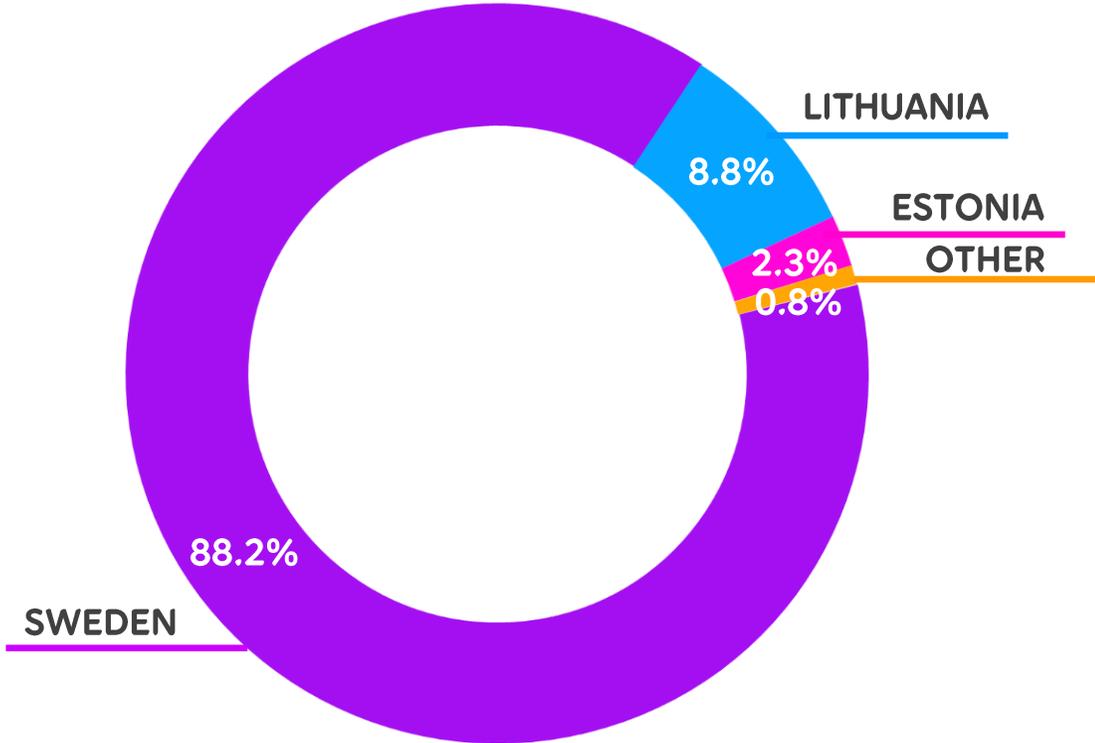
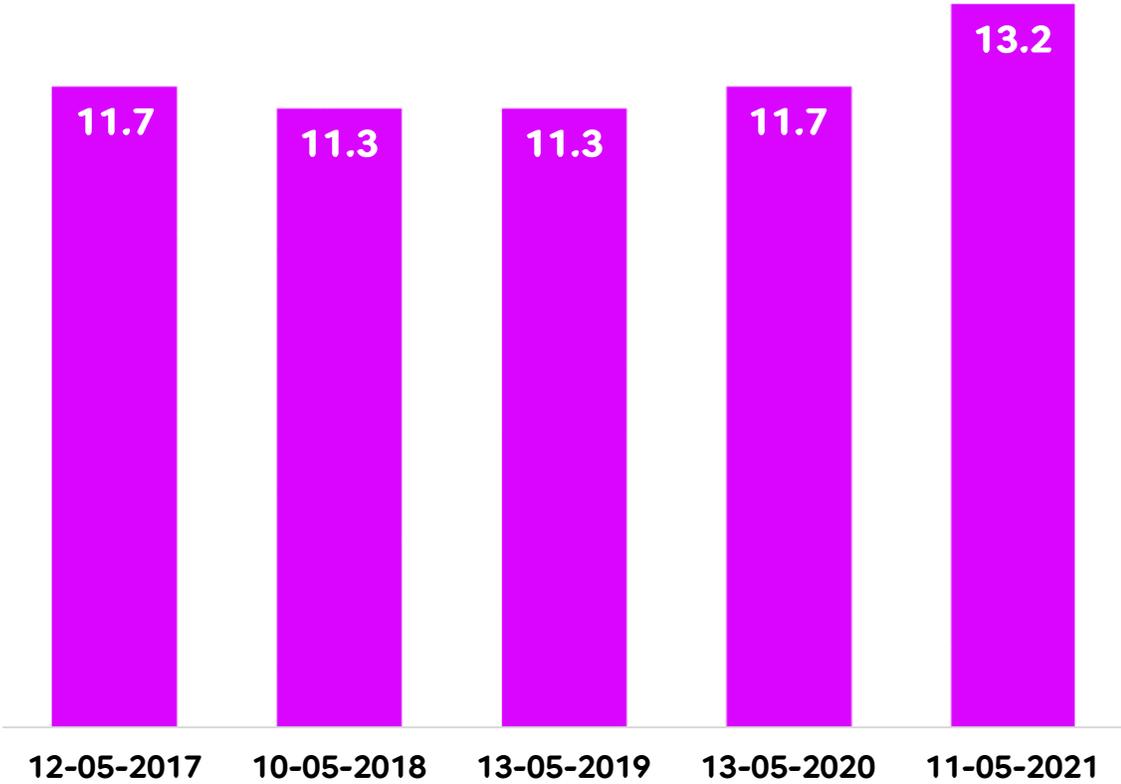
- **TARGET SET BY THE BOARD:**
 - TO MAINTAIN NET DEBT TO EBITDA RATIO NOT HIGHER THAN 1.5
 - TO PAY UP TO 80 PER CENT OF FREE CASH FLOW AS DIVIDENDS
- **DIVIDENDS FOR THE YEAR 2020 (EUR 58.3 MILLION) WERE BE PAID ON 25 MAY 2021**
- **DIVIDEND PAYOUT RATIO IN 2020 WAS 104%**



SHARES AND SHAREHOLDERS



NUMBER OF SHAREHOLDERS (THOU.) & SHAREHOLDERS' BREAKDOWN BY COUNTRIES AS OF 11-05-2021



■ TELIA COMPANY, AB (SWEDEN) HOLDS 88.15% OF SHARES

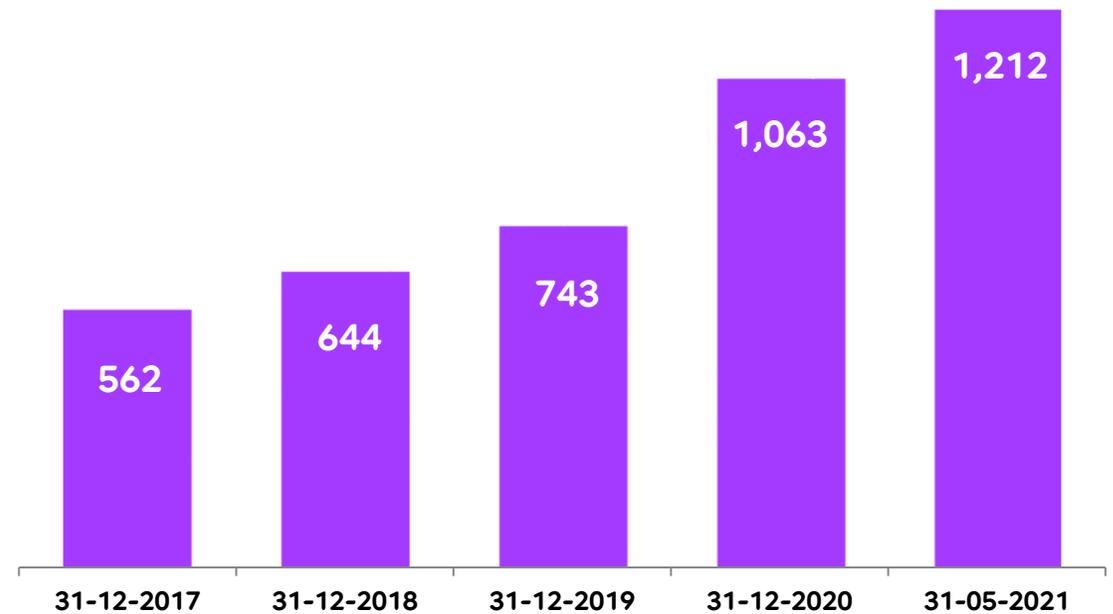


SHARES PRICE, INDEXES & MARKET CAPITALIZATION

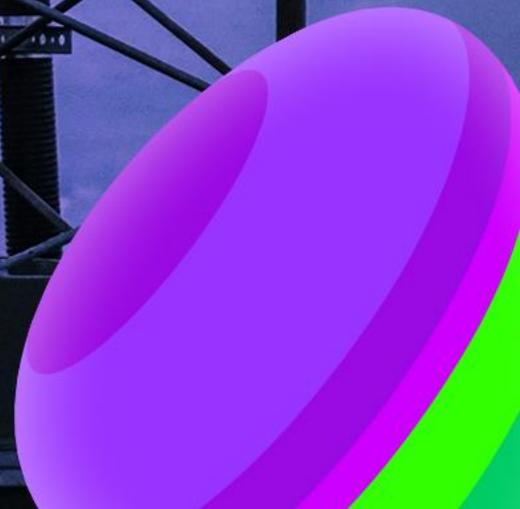


Source: Nasdaq Vilnius

MARKET CAPITALIZATION (EUR MILLION)



WHAT'S NEXT?



A man in a striped shirt and shorts stands on a thick, dark tree branch that extends from the left side of the frame. He is looking down towards a cityscape below. The background is a sunset sky with warm orange and pink tones. The city lights are visible in the distance. Three large, colorful 3D spheres are floating in the air: one in the top left (purple and pink), one in the top right (purple, blue, and yellow), and one in the bottom right (purple and green).

**WE REINVENT BETTER
CONNECTED LIVING**

OUR PURPOSE IS...

REINVENT BETTER CONNECTED LIVING

THROUGH OUR...



DIGITAL CONNECTIVITY



DIGITAL EXPERIENCES



DIGITAL INFRASTRUCTURE

BY EXCELLING AT...



**INSPIRING
CUSTOMERS**

*With brands and
experiences that go
beyond connectivity*



**CONNECTING
EVERYONE**

*Through the most trusted,
reliable and efficient
modern networks*



**TRANSFORMING TO
DIGITAL**

*To be simpler, faster,
data driven and with lower
cost*



**DELIVERING
SUSTAINABLY**

*Through an accountable
and empowered
organization*

SO THAT WE HAVE THE...

**MOST LOYAL
CUSTOMERS**

**MOST ENGAGED
EMPLOYEES**

**MOST SATISFIED
SHAREHOLDERS**

**MOST EMPOWERED
SOCIETIES**

THE PEOPLE OF TELIA DARE CARE & SIMPLIFY



OUR FOCUS AREAS

#1

NEW COVID-19
CAUSED REALITY

#2

COMMERCIAL 5G
LAUNCH –
WAITING FOR
FREQUENCIES
AUCTION

#3

MOBILE
NETWORK
MODERNISATION
WITH ERICSSON
EQUIPMENT

#4

SWITCH OFF OF
3G NETWORK IN
2022

#5

SPEED-UP
MIGRATION FROM
LEGACY SYSTEMS

#6

DEVELOPMENT OF
DIGITAL SALES &
SELF-SERVICE
CHANNELS

#7

DATA &
ANALYTICS
DRIVEN DIGITAL
MARKETING

#8

ONE INVOICE TO
B2C CUSTOMERS
IN SECOND HALF
OF 2021





DARING GOALS 2030

ZERO CO₂
throughout the value chain



ZERO WASTE
circular economy in
Telia's operations



100% ACTION
team effort





Telia

