



INTERIM RESULTS

6 MONTHS OF 2021

Telia Lietuva, AB, Group



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:



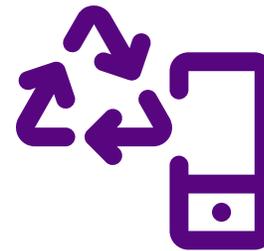
Customer care
24/7/365



Quality of operations'
management
confirmed by ISO
certificates



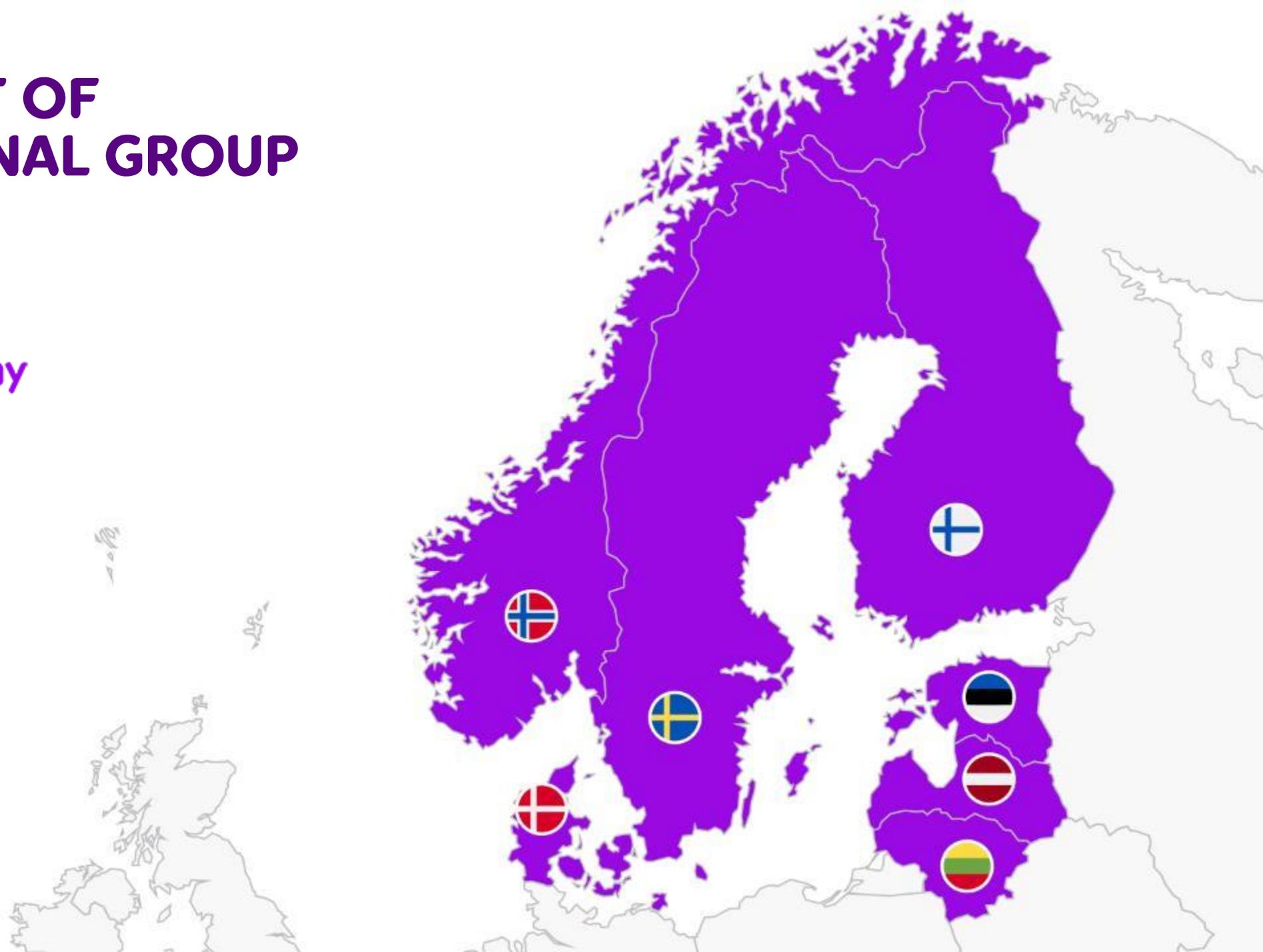
Team of 2,100
professionals



Sustainable and
responsible
business



WE ARE PART OF INTERNATIONAL GROUP



OUR PURPOSE: REINVENTING BETTER CONNECTED LIVING



OUR VALUES



DARE

WE DARE TO:

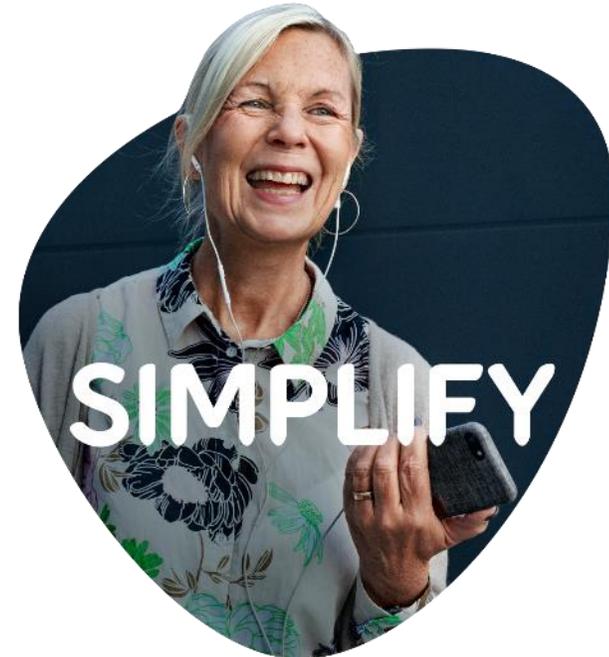
- innovate
- lead
- speak-up



CARE

WE CARE FOR:

- our customers
- each other
- our world



SIMPLIFY

WE SIMPLIFY:

- execution
- teamwork
- our operations



TELIA LIETUVA GROUP

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)
- **Telia Customer Service LT**, a Contact Centre that remotely served customers of Telia Lietuva and provided Directory Inquiry services 118, on 1 July 2020 was **merged into Telia Lietuva**



HIGHLIGHTS OF Q2 2021

#1

Second quarantine is officially over as of 1 July 2021 and employees could freely **return to the office**

#2

Retail outlets are fully open since April

#3

Number of converged offer **Telia1** users reached **82 thousand** of households

#4

In April, an **exclusive** in Lithuania offer of **Apple watches** with eSIM service

#5

The quarterly Capex amounted to EUR 18.9 million – almost by a third more than a year ago

#6

Number of **testing 5G** base stations reached **32**

#7

Shareholders for a new 2 years' term **elected** members of the **Board**

#8

A record high **dividend** of **EUR 58.3 million** was paid-out in May 2021

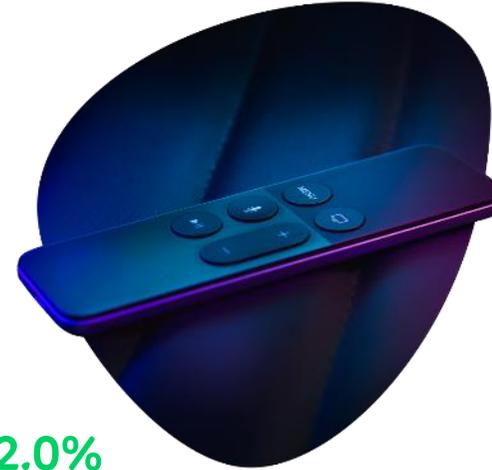
NUMBER OF CUSTOMERS



+4.0%



+0.7%



+2.0%



-11.2%

1,409

THOUSAND

of **mobile** service users

417

THOUSAND

of **broadband Internet** connections

254

THOUSAND

of **IPTV service** users

246

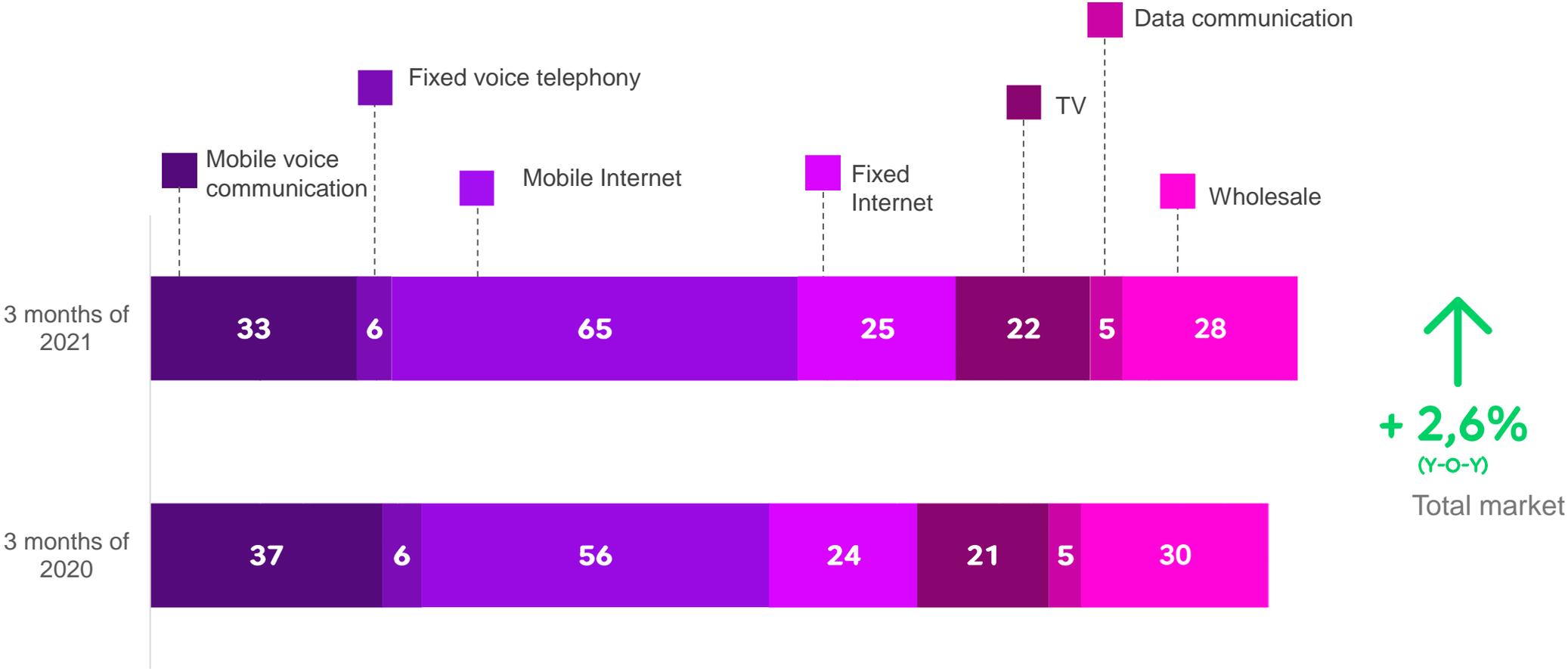
THOUSAND

of **fixed telephone** lines in service



TELECOMMUNICATIONS MARKET OF LITHUANIA

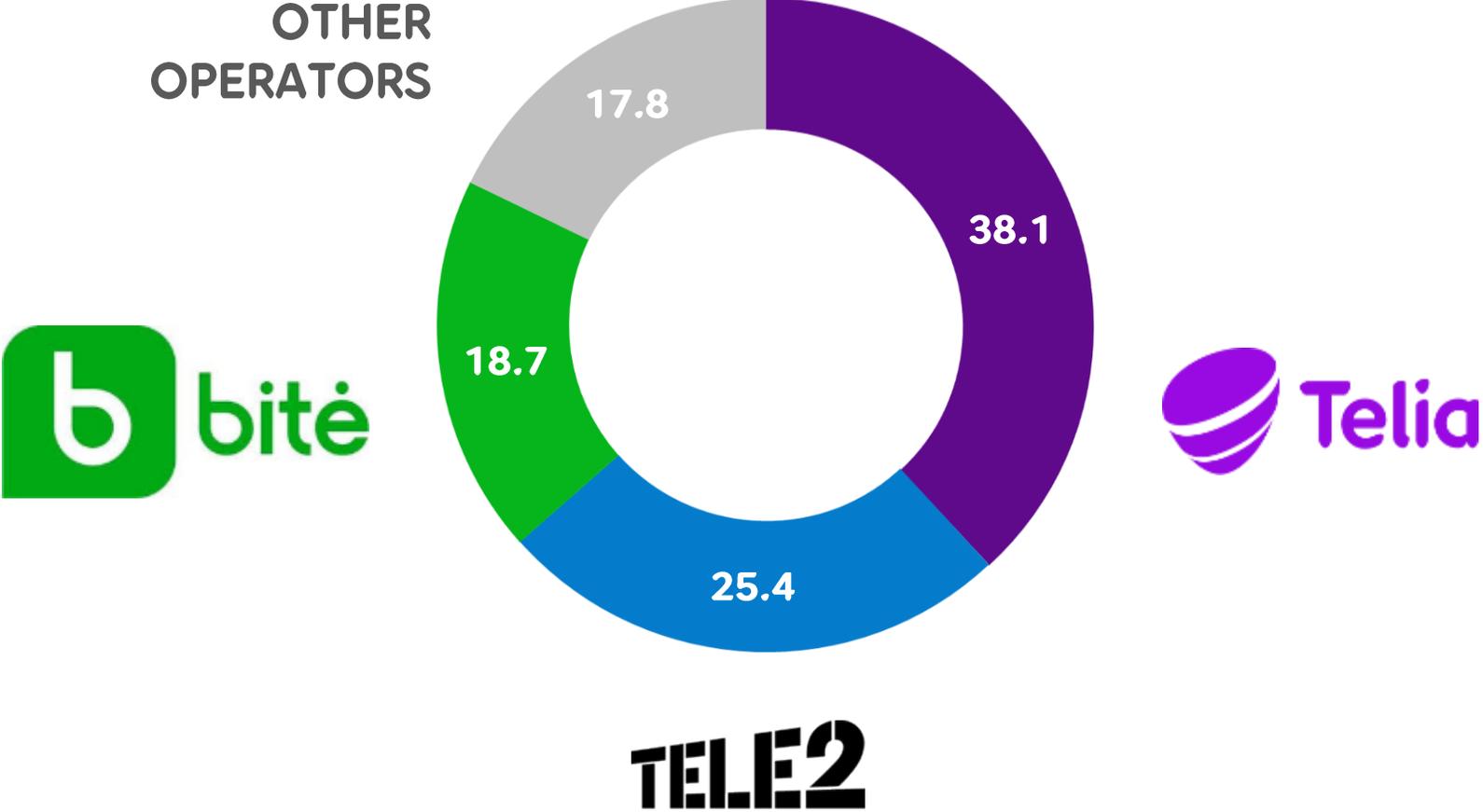
INTERNET & PAY TV DRIVE TELCO MARKET GROWTH (MEUR)



Source: Report of the Communications Regulatory Authority



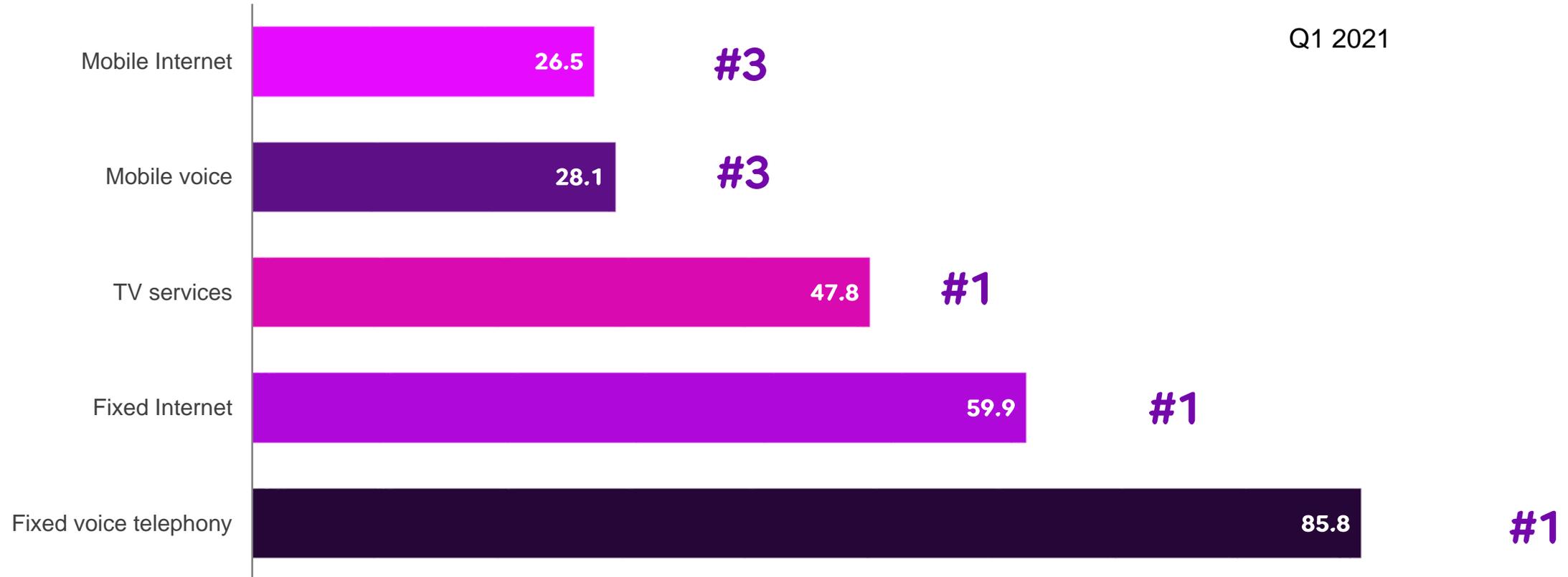
BREAKDOWN OF THE TELECOMMUNICATIONS MARKET REVENUE BY OPERATORS FOR Q1 2021 (%)



Source: Report of the Communications Regulatory Authority



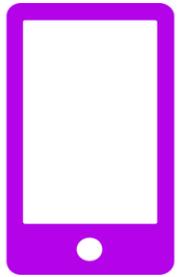
TELIA LIETUVA MARKET SHARES IN TERMS OF REVENUE (%)



Source: Report of the Communications Regulatory Authority



MARKET: THE FASTEST GROWTH IN USAGE OF DATA



46.8%
(Y-O-Y)

Increasing usage of
mobile data

(uploaded/downloaded
236 789 TB of data per quarter)



2.4%
(Y-O-Y)

Growing number of
FTTH/B connections

(accounts for **76.8%** of all
fixed Internet connections)



3.2%
(Y-O-Y)

Growing number of
IPTV users

(accounts for **46.2%** of all
pay-TV service users)



MARKET PENETRATION



130.1

mobile communications subscribers

(per 100 inhabitants)



21.8

fixed **telephony** lines

(per 100 households)



53.9

broadband **Internet** access

(per 100 inhabitants)



49.8

pay-TV subscribers

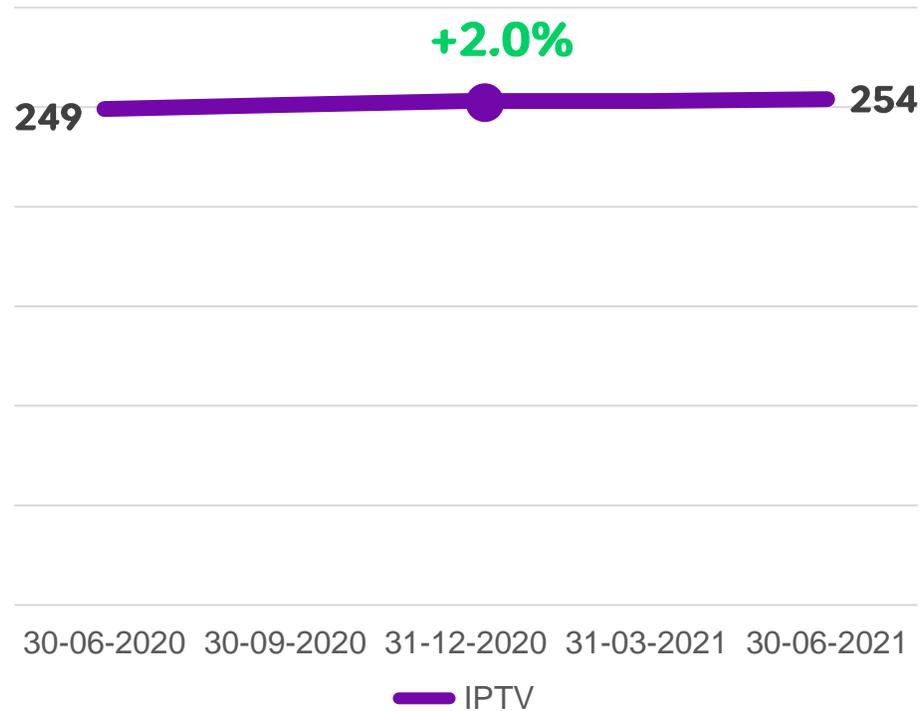
(per 100 households)



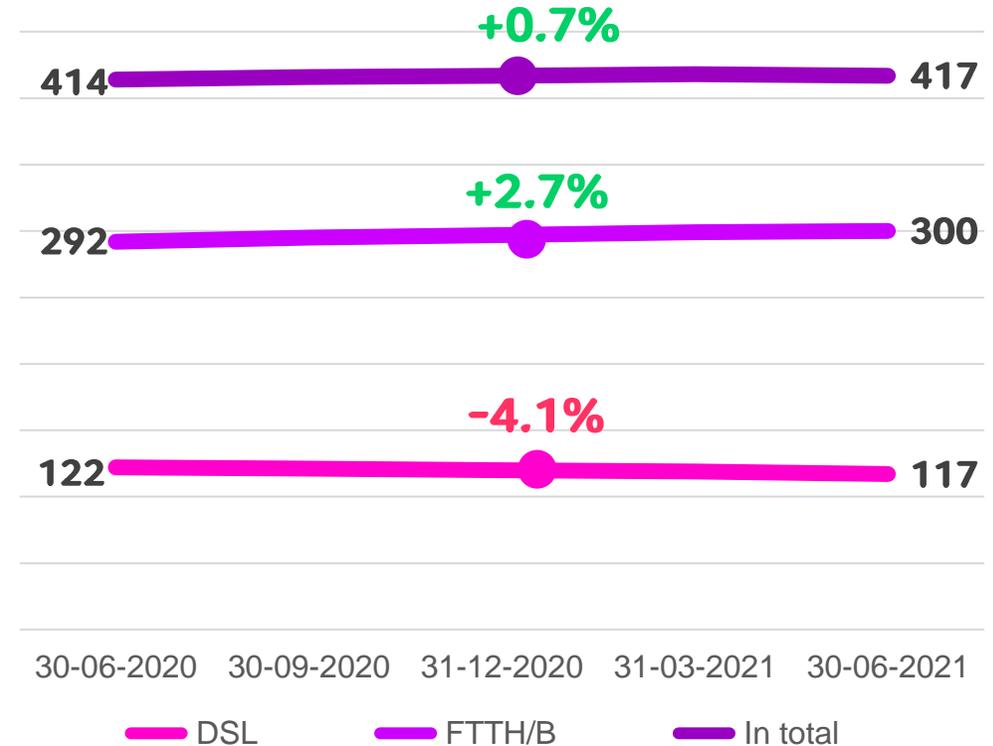
OPERATING AND FINANCIAL RESULTS

NUMBER OF IPTV AND BROADBAND INTERNET USERS

Number of TV service users (thousand)

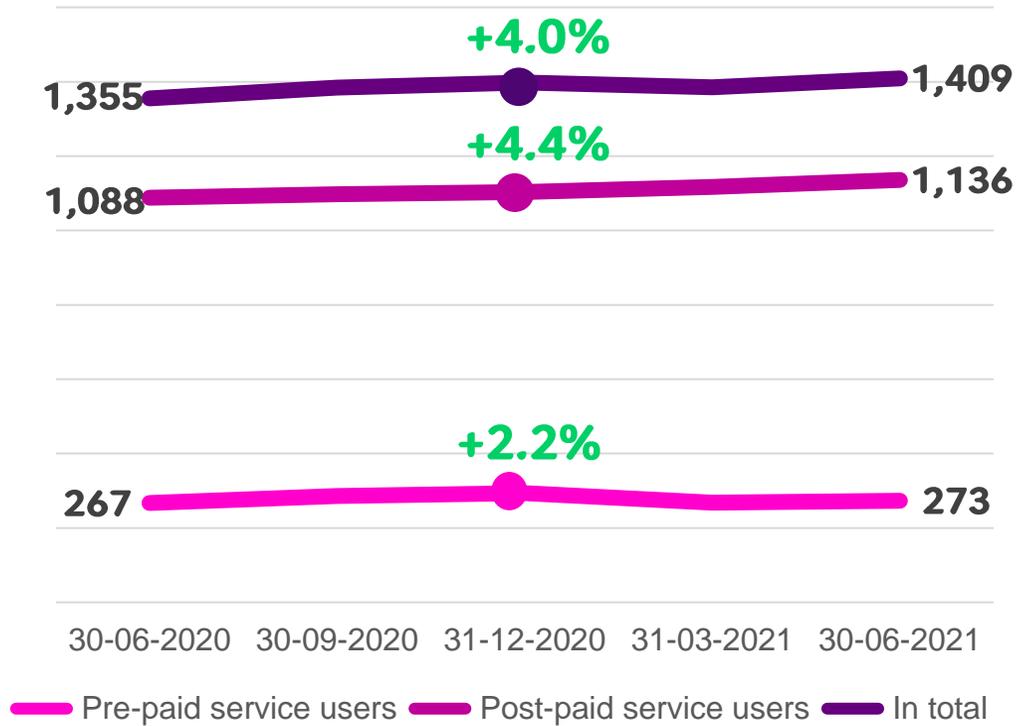


Number of broadband Internet users (thousand)

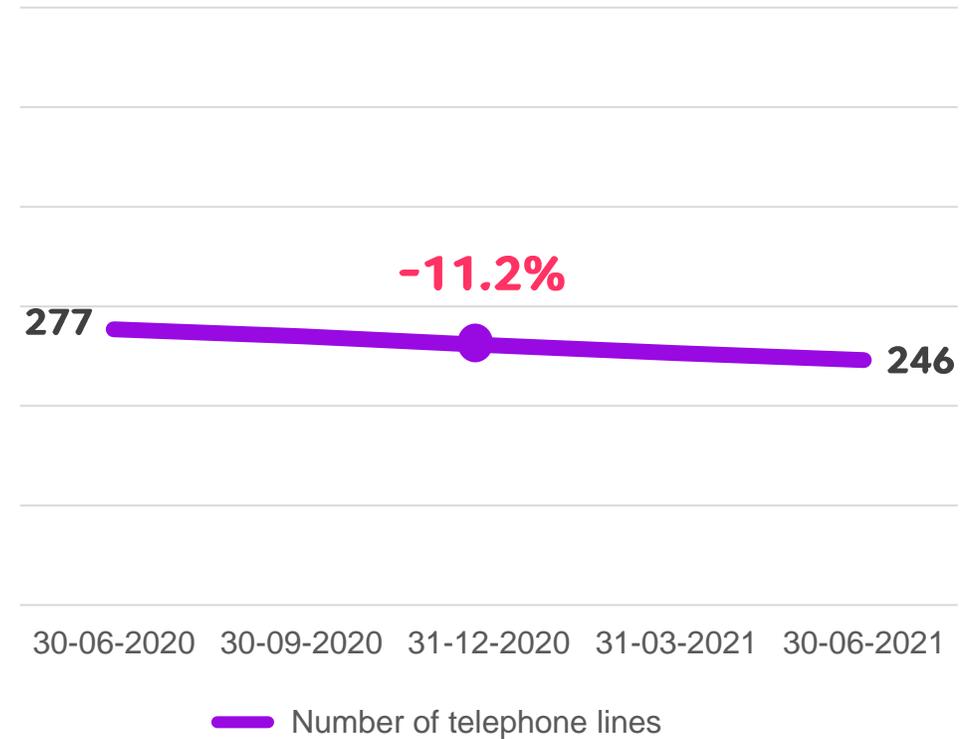


NUMBER OF MOBILE AND FIXED VOICE SERVICE USERS

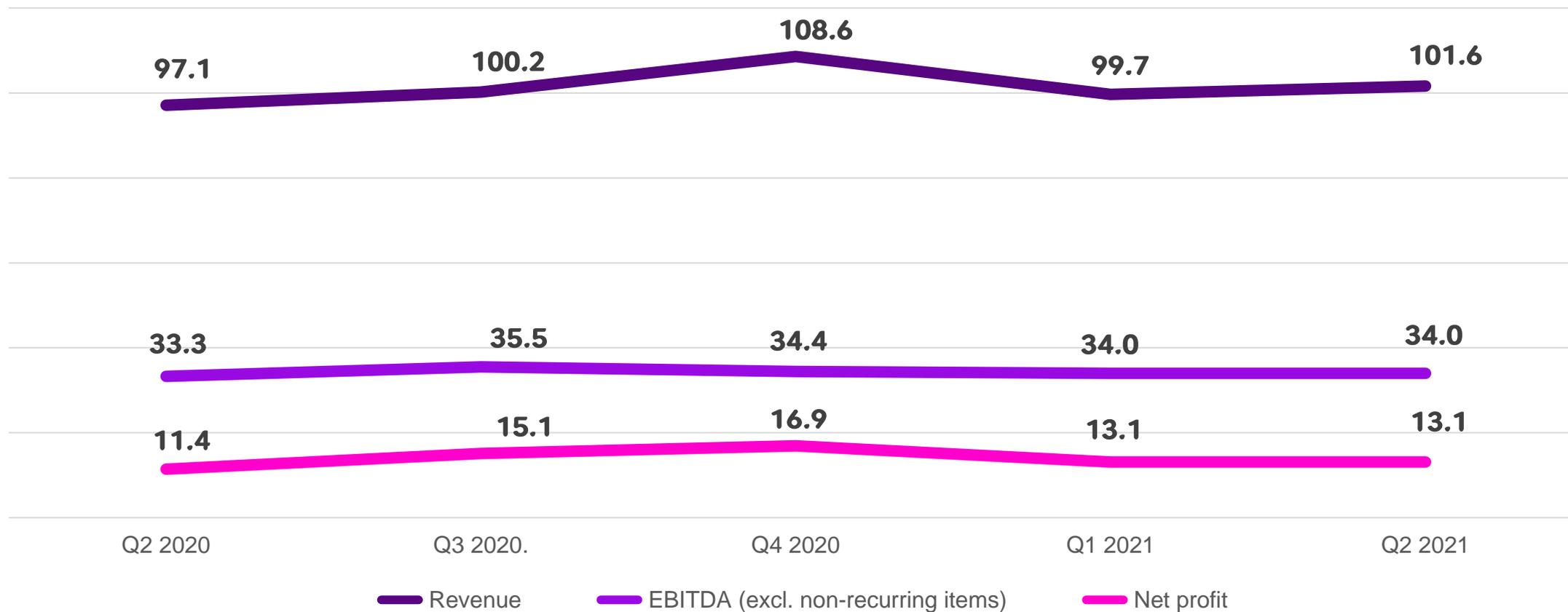
Mobile communication users (thousand)



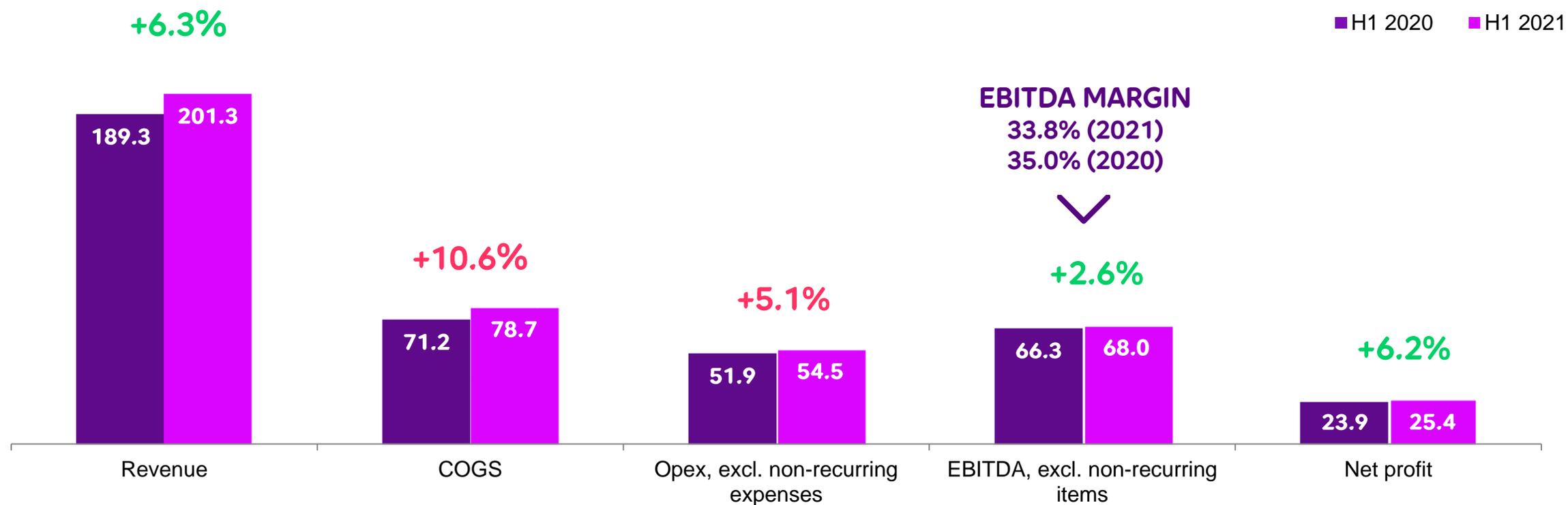
Number of fixed telephone lines (thousand)



REVENUE, EBITDA & NET PROFIT (MEUR)



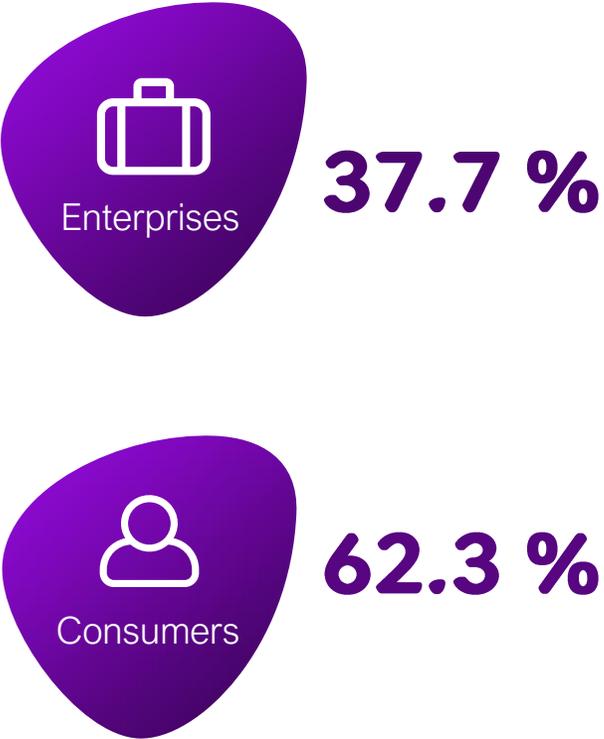
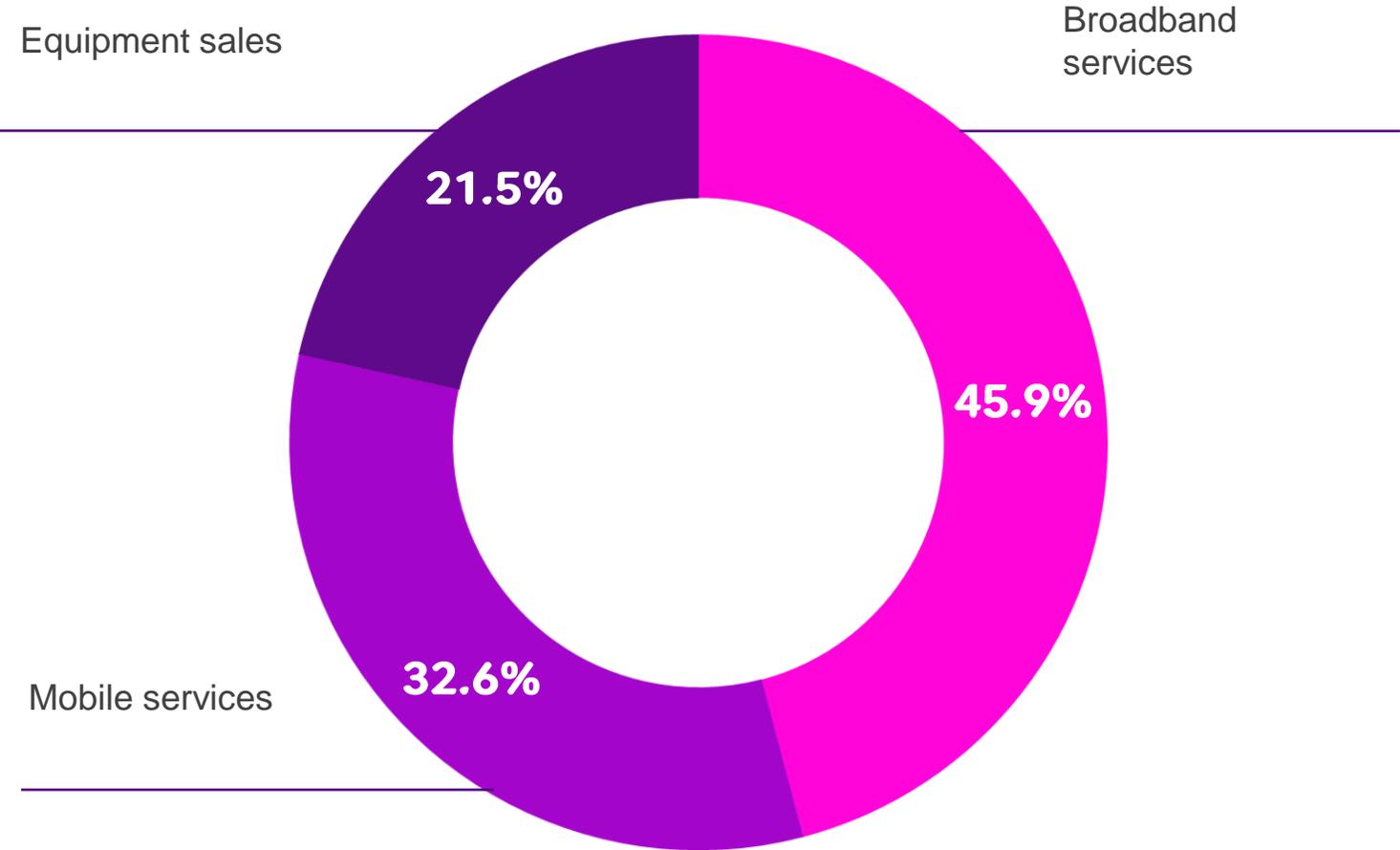
DYNAMICS OF MAIN FINANCIAL INDICATORS (MEUR)



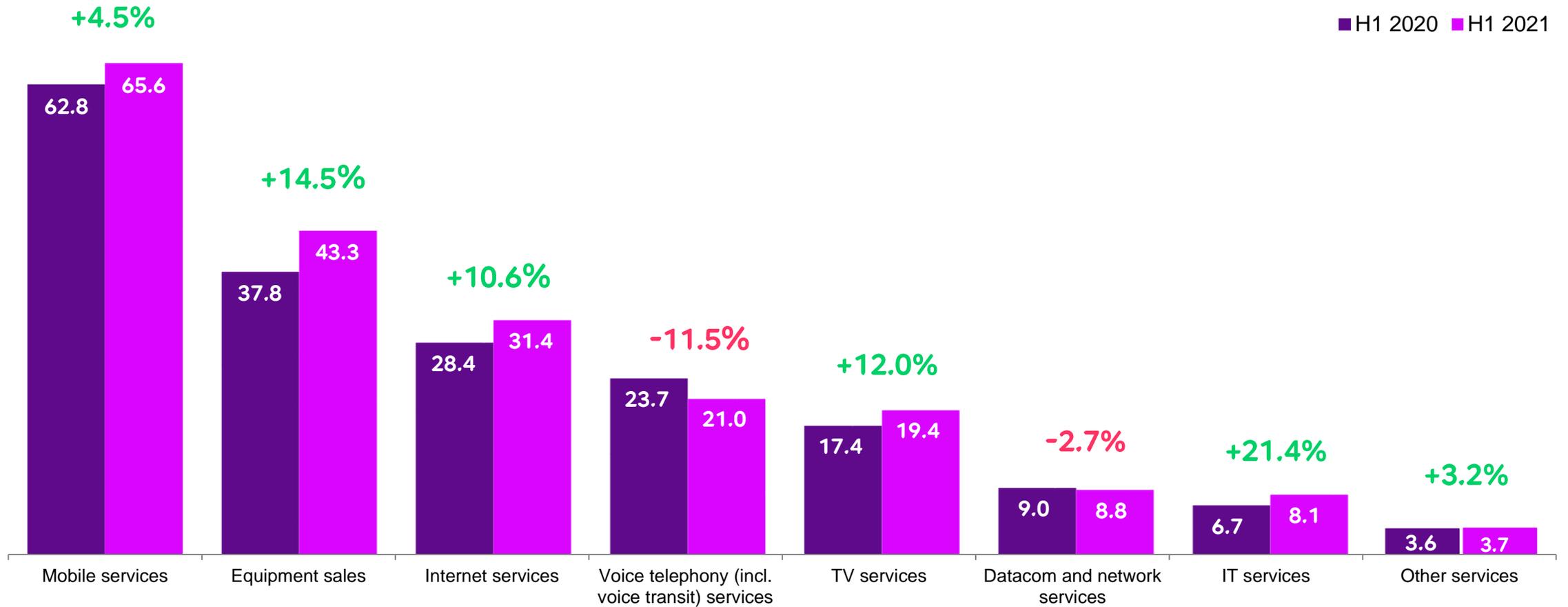
NOTE. In H1 2021 non-recurring redundancy charge was EUR 463 thousand (EUR 428 thousand in H1 2020), other one-off expenses: EUR 121 thousand plus non-recurring gain on sale of property: EUR 1,337 thousand



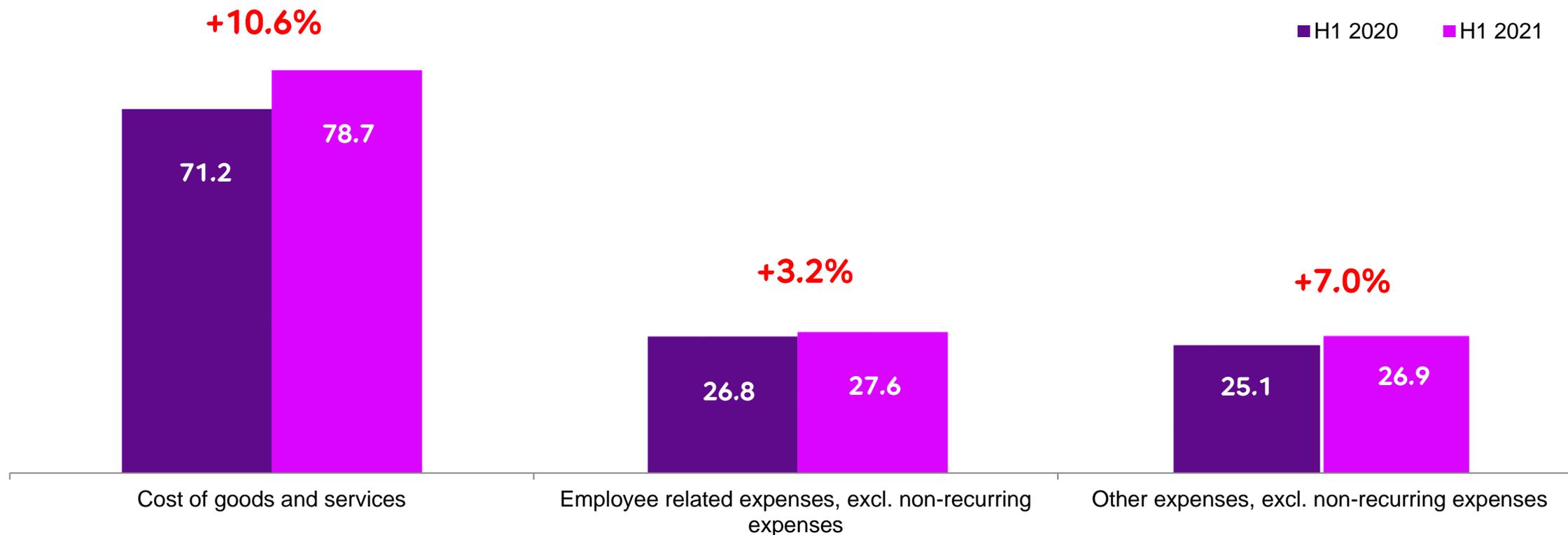
REVENUE BREAKDOWN IN H1 2021



REVENUE BY SERVICES (MEUR)



OPERATING EXPENSES (MEUR)

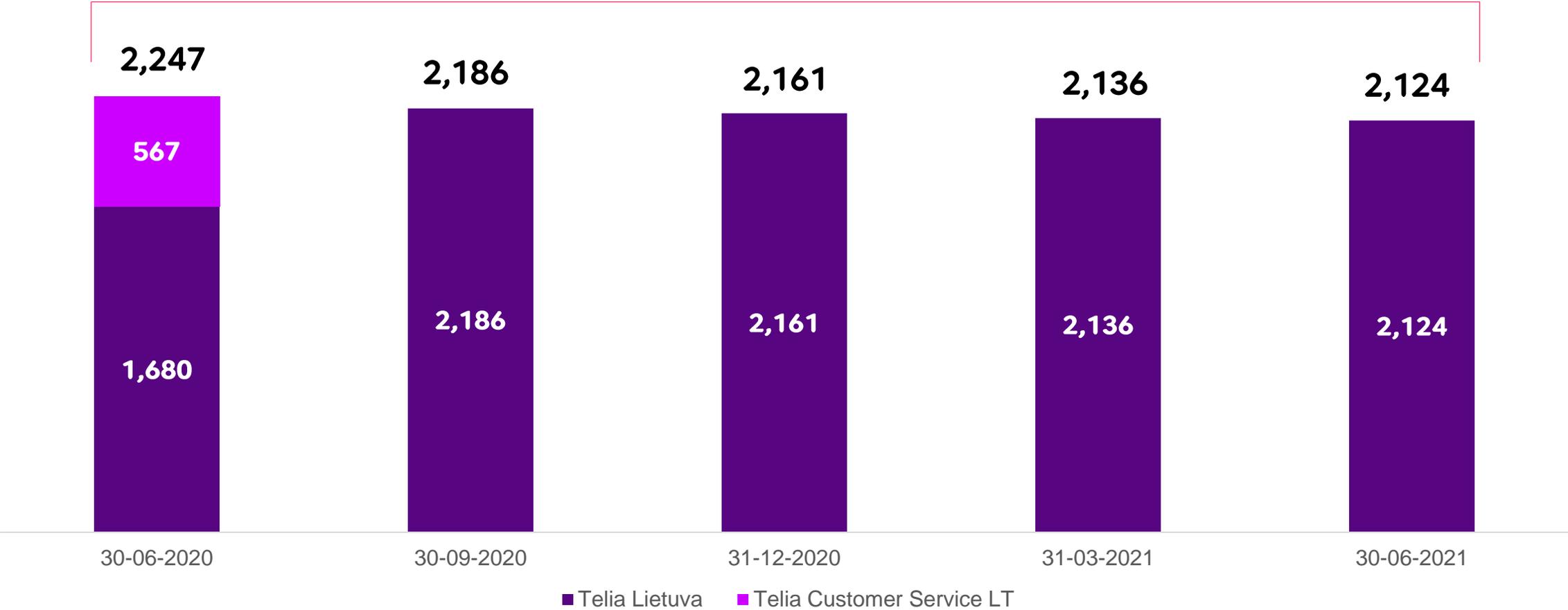


NOTE. In H1 2021 non-recurring redundancy charge was EUR 463 thousand (EUR 428 thousand in H1 2020), other one-off expenses in H1 2021: EUR 121 thousand

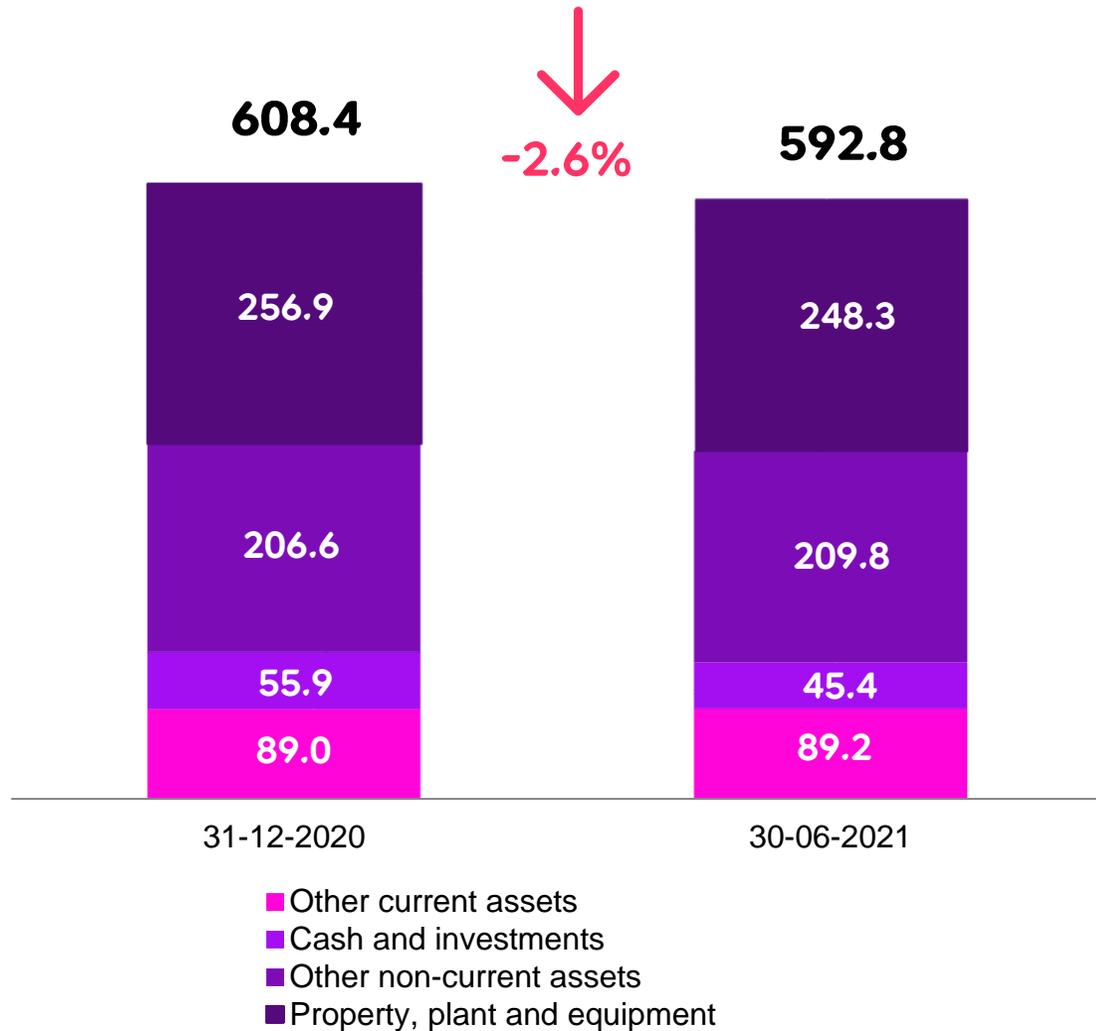


NUMBER OF EMPLOYEES

↓
-123



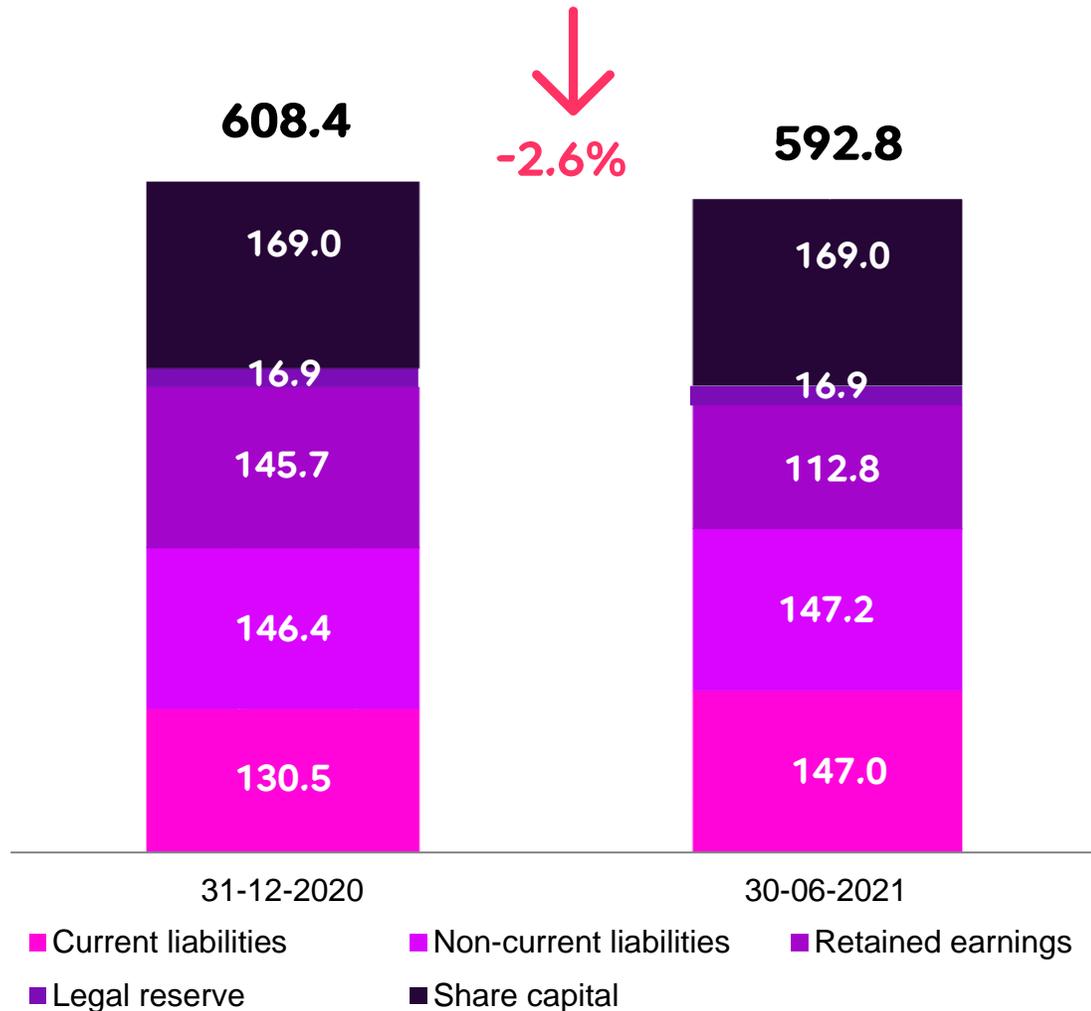
ASSETS (MEUR)



- **Non-current assets** amounted to 77.3% of total assets as of 30 June 2021 (79.3% a year ago)
- **Cash** alone amounted to 7.7% (4%)
- **Return on capital employed:** 14.8% (14.2%)
- **Return on average assets:** 10.8% (10.4%)
- **Current ratio:** 91.6% (98.2%)



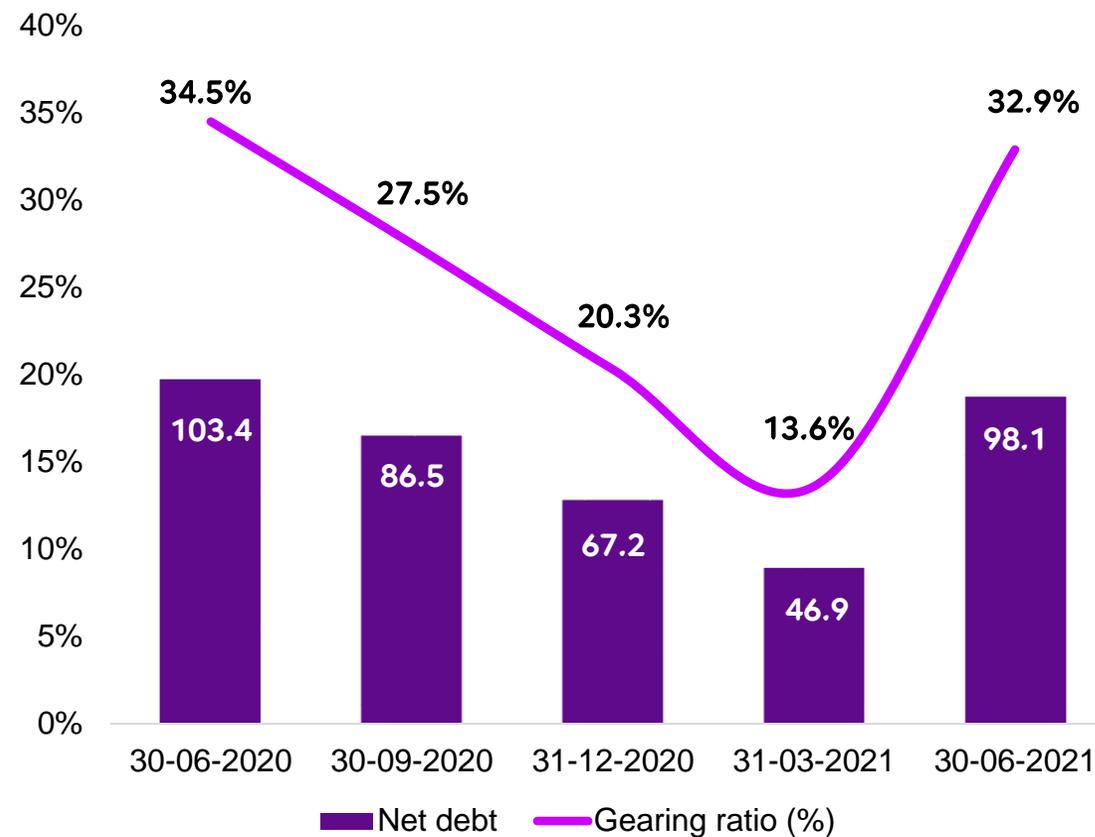
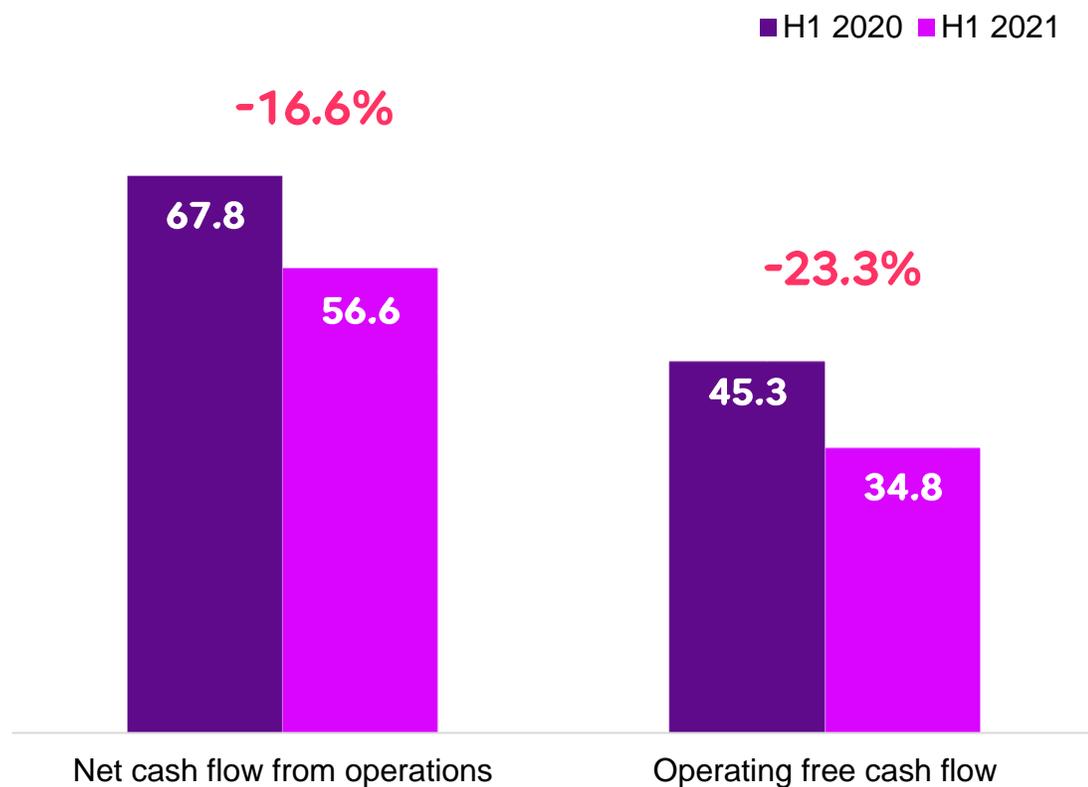
EQUITY AND LIABILITIES (MEUR)



- As of 30 June 2021, shareholders' **equity** amounted to 50.4% of the total assets (53% a year ago)
- Total **borrowings** (30-06-2021) amounted to EUR 143.6 million: EUR 60 million – bank loan, EUR 82.6 million – vendor financing and EUR 1 – financial lease.
- **Gearing ratio**: 32.9% (34.5%)
- **Debt to equity**: 48.1% (42.0%)
- **Return on equity**: 17.8% (16.9%)
- **Net debt to EBITDA**: 0.71 (0.78)



CASH FLOW & NET DEBT (MEUR)

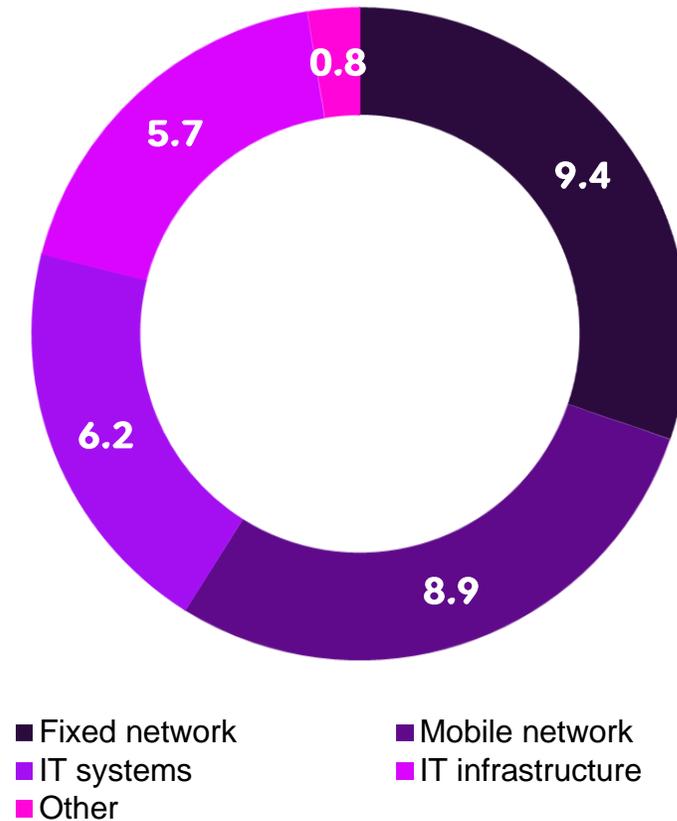
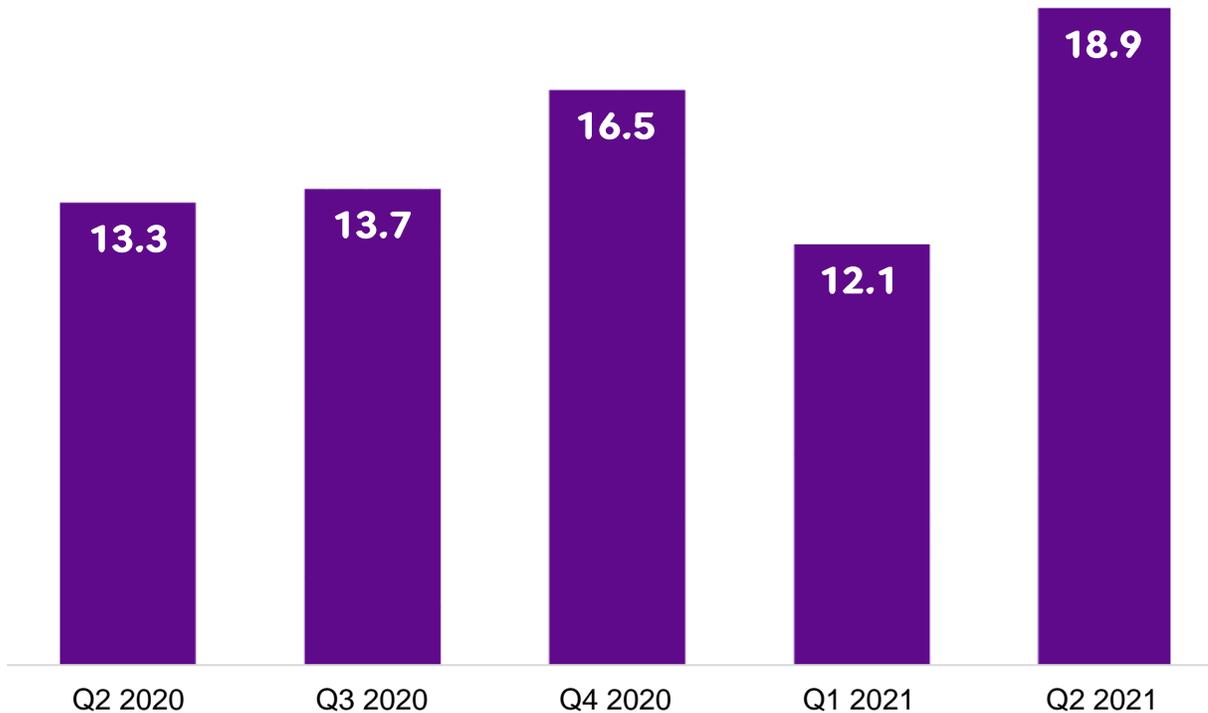


CAPEX & CAPEX BREAKDOWN FOR H1 2021 (MEUR)

Capex to Sales:

H1 2021: 15.4%

H1 2020: 12.5%

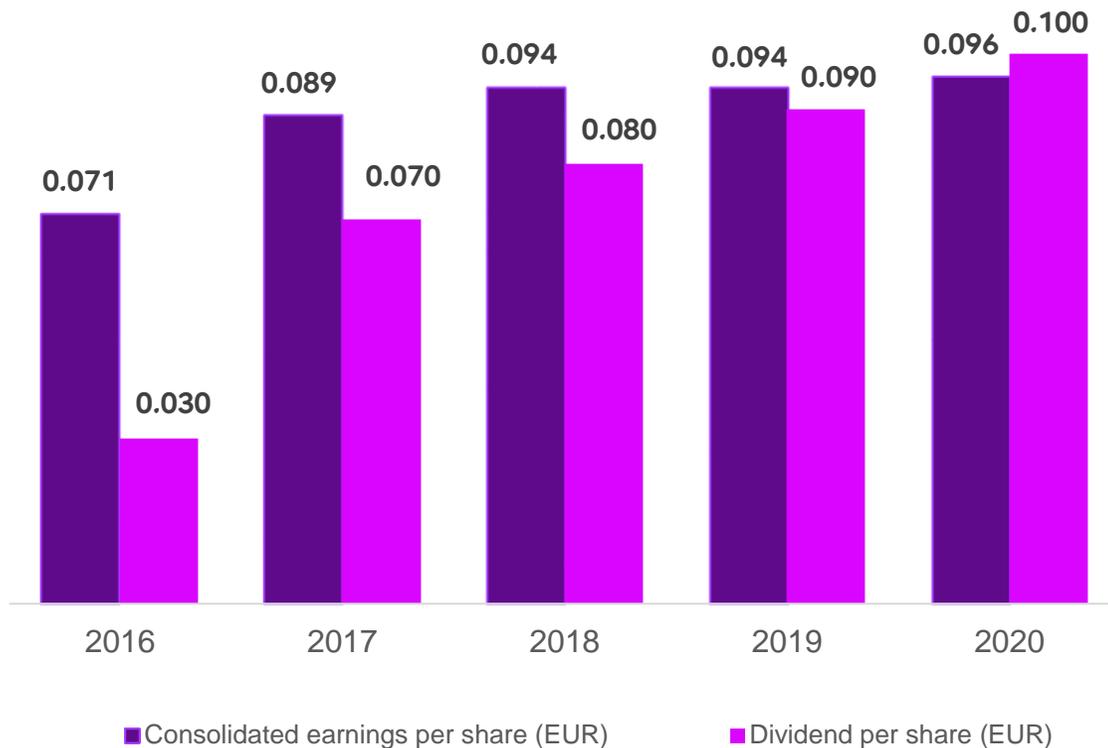


DIVIDENDS

Dividend payout ratio:

2020: 104%

2019: 96%



- Earnings and dividends are allocated to **582,613,138** shares
- Following AGM decision, **EUR 58.3 million of dividends** (EUR 0.10 per share) for the year 2020 was paid in May 2021
- An amount of **EUR 87.4 million** as not distributed profit was transferred to the financial year 2021
- As of 30 June 2021, retained earnings of the Company amounted to **EUR 112.8 million**



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 12.6 thousand**

SHAREHOLDERS

as of 30-06-2021

TELIA COMPANY AB

OTHER

88.15%

11.85%

Part of shares and votes

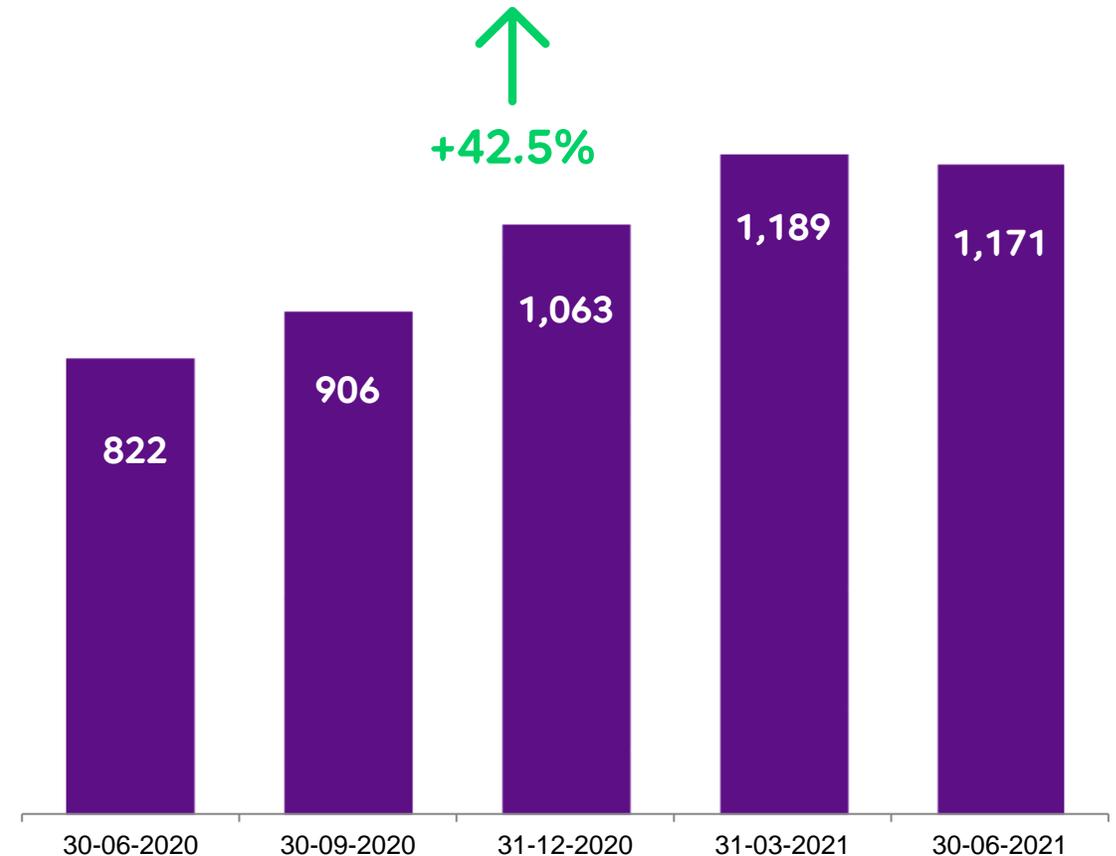


SHARES

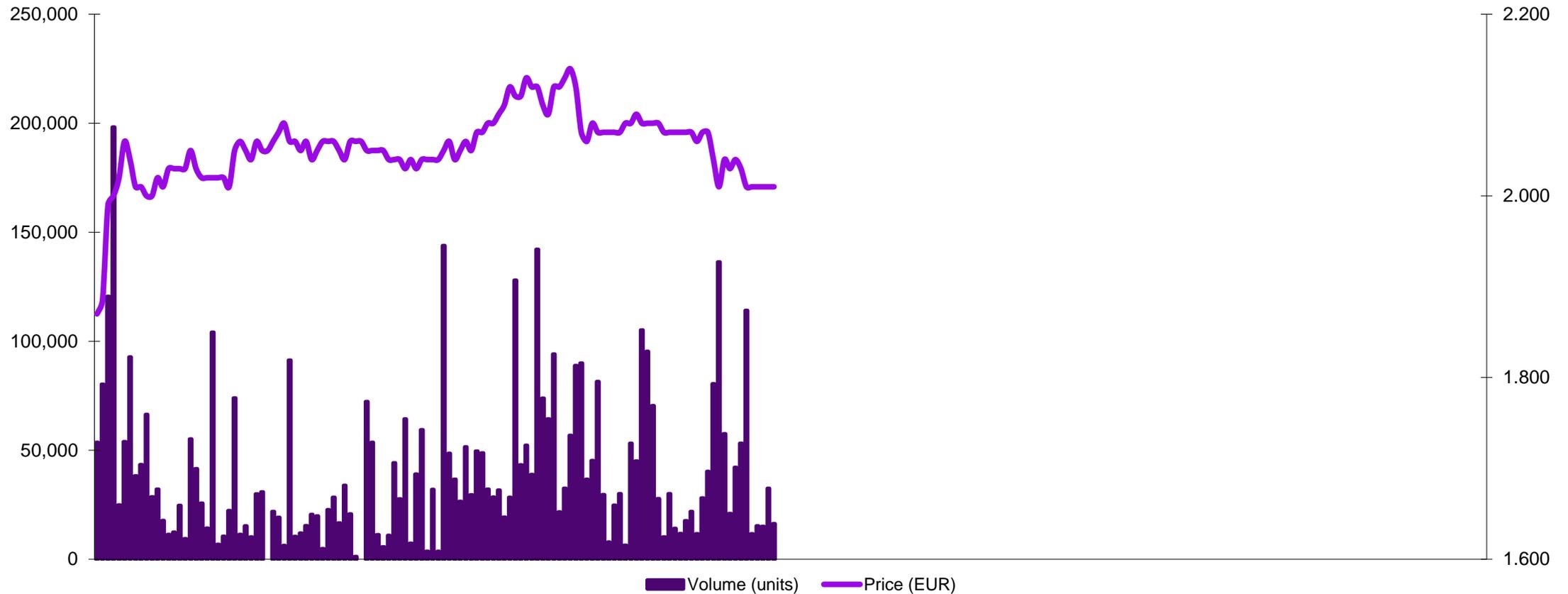
- Since June 2000, the Company's shares are listed on **Nasdaq Vilnius stock exchange** (ticker: TEL1L)
- Since January 2011, the Company's shares were included into the trading lists of a few German stock exchanges (ticker: ZWS)
- **Turnover** on Nasdaq Vilnius stock exchange during January-June 2021: 5.1 million of shares or EUR 10.4 million
- Share **price** on Nasdaq Vilnius:

01-01-2021	High	Low	30-06-2021
1.83 €	2.15 €	1.83 €	2.01 €

Market capitalization (MEUR)



TRADING IN THE COMPANY'S SHARES ON NASDAQ VILNIUS STOCK EXCHANGE IN 2021



THE COMPANY'S SHARE PRICE AND NASDAQ VILNIUS INDEXES COMPARISON



	OPENING VALUE	CLOSING VALUE	CHANGE %
■	1,104.74	1,339.95	+21.29
■	816.64	924.5	+13.21
■	1.82	2.01	+10.14

■ OMX Baltic Benchmark GI

■ OMX Vilnius GI

■ TEL1L-Telia Lietuva

Source: Nasdaq Vilnius



CORPORATE GOVERNANCE

GOVERNING BODIES

- The **Annual General Meeting** of Shareholders was held on 27 April 2021
- The **Board** consist of 6 members elected for the 2-year term.
- Upon termination of the term of the Board, shareholders **re-elected** Douglas Lubbe, Agneta Wallmark, Claes Nycander, Hannu-Matti Mäkinen and Mindaugas Glodas for a new 2-year term of the Board and to elect Dovilė Grigienė as a new member of the Board
- 3 members of the Board comprise **Audit and Remuneration Committees**
- **UAB Deloitte Lietuva** was elected the Company's audit enterprise for the year 2021 & 2022
- The Board elects and recalls **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



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

