

# Interim results

3 months of 2025



**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



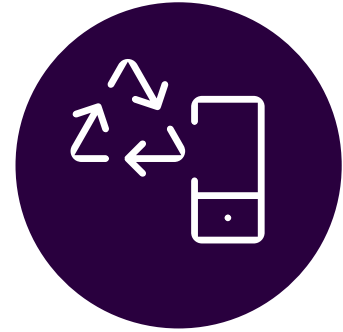
Customer care  
24/7/365



Quality of  
operations'  
management  
confirmed by  
ISO certificates



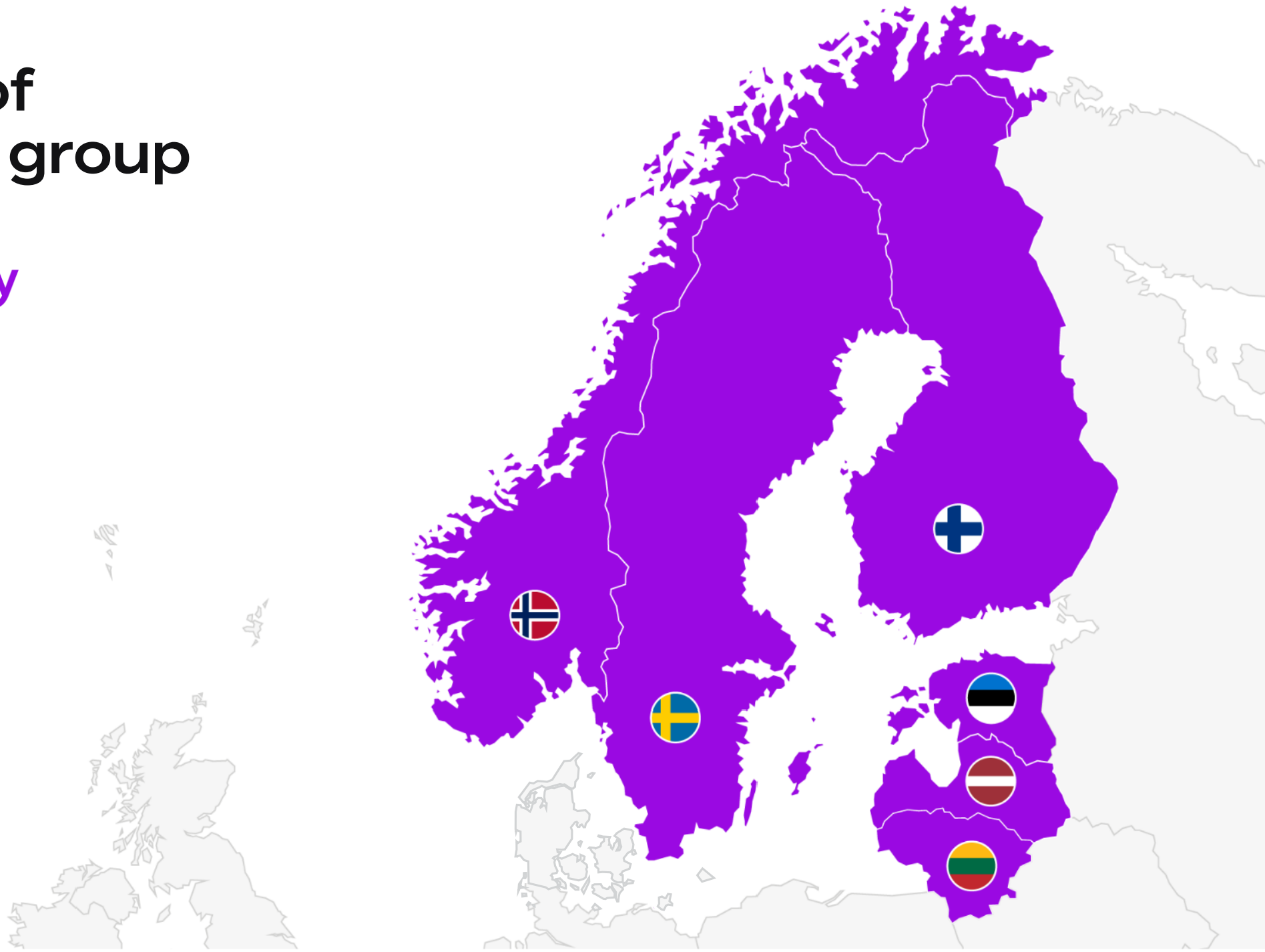
Team of 2,000  
professionals



Sustainable and  
responsible  
business



# We are part of international group



**Our  
purpose**



**We  
reinvent  
better  
connected  
living**



# Our values

**We Dare**  
to make an impact

**We Care**  
for everyone

**We Simplify**  
the way we do things

**Speed up**  
Make the right decisions fast

**Look out for each other**  
Treat everyone with respect

**Less is more**  
Do what matters most

**Make it happen**  
Enable everyone to make better happen

**Walk in our customers' shoes**  
Make customer experience your obsession

**One team**  
Align goals and prioritize

**Radical honesty**  
Call things out even when it's difficult

**Celebrate the good stuff**  
Be generous with your praise

**1% a day**  
Make small improvements every day



# Telia Lietuva has an associate



50%

VšĮ Numerio Perkėlimas

- **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 3 months of 2025

#1

Service revenue went up by 3.3% driven by growth in revenue from mobile communication, broadband Internet, TV and IT services

#2

Improved profitability: adjusted EBITDA margin exceeded 40% benchmark

#3

From 1 January 2025, registration of new pre-paid SIM cards became obligatory in Lithuania

#4

Telia Play offered exclusive packages with Netflix and more top-quality content

#5

Telia Lietuva recognized for the best customer care among telecommunication companies in Lithuania according to Shopper Quality public opinion poll

#6

Our social campaign: put mobile device into Telia's cardboard box for one hour a day and communicate with friends and family live

#7

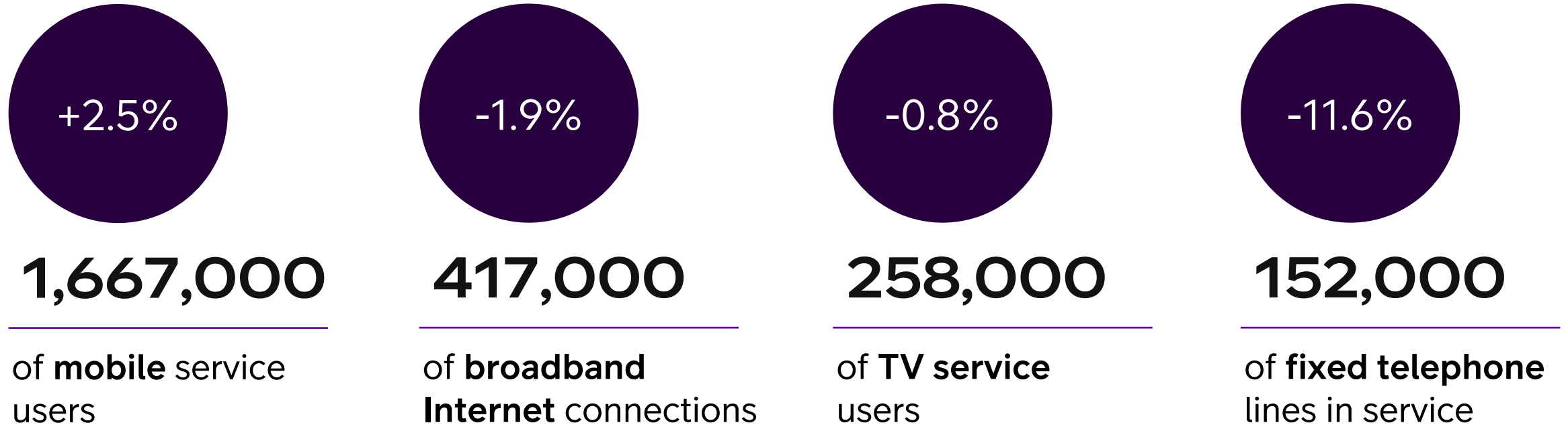
We continue applying special tariffs for calls and mobile data services between Lithuania and Ukraine

#8

The Board of the Company proposed to pay EUR 0.11 dividend per share for the year 2024

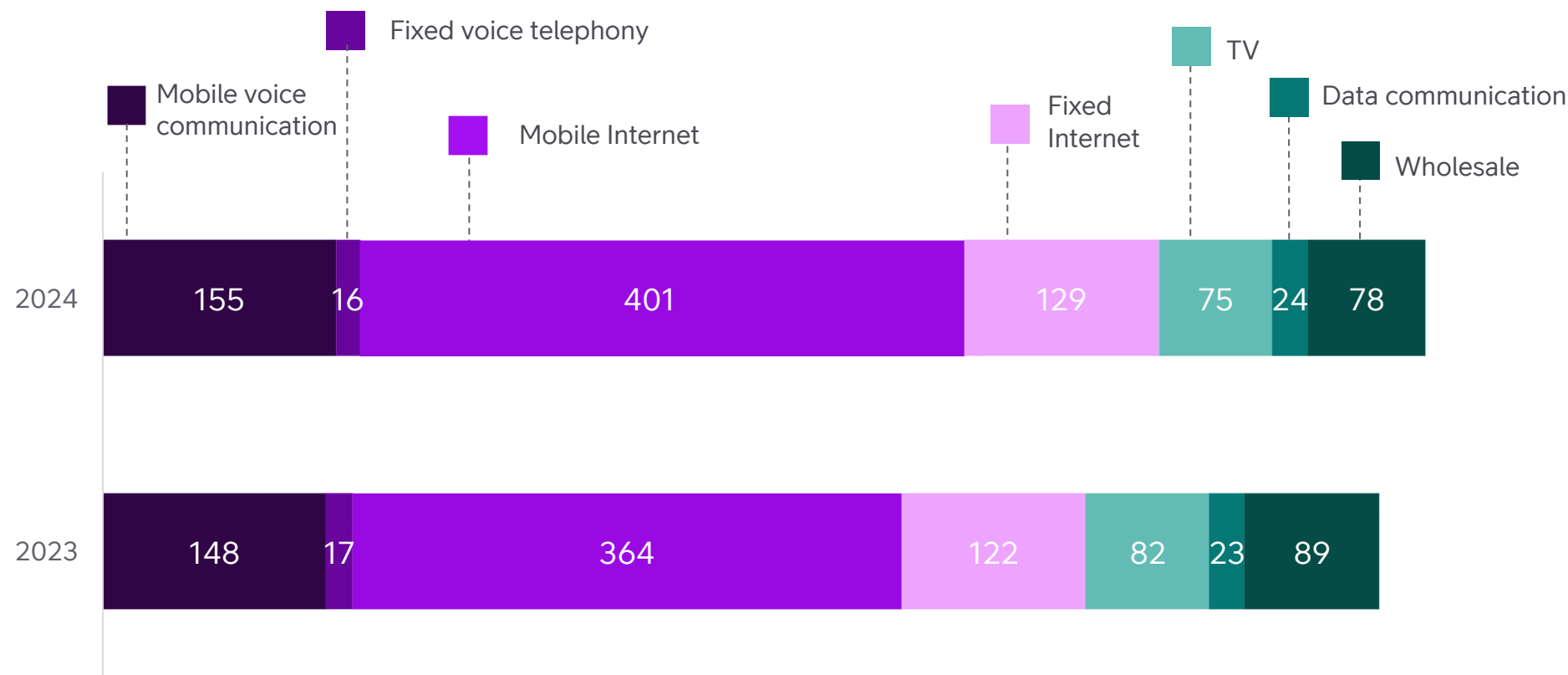


# Number of customers



# Telecommunications market of Lithuania

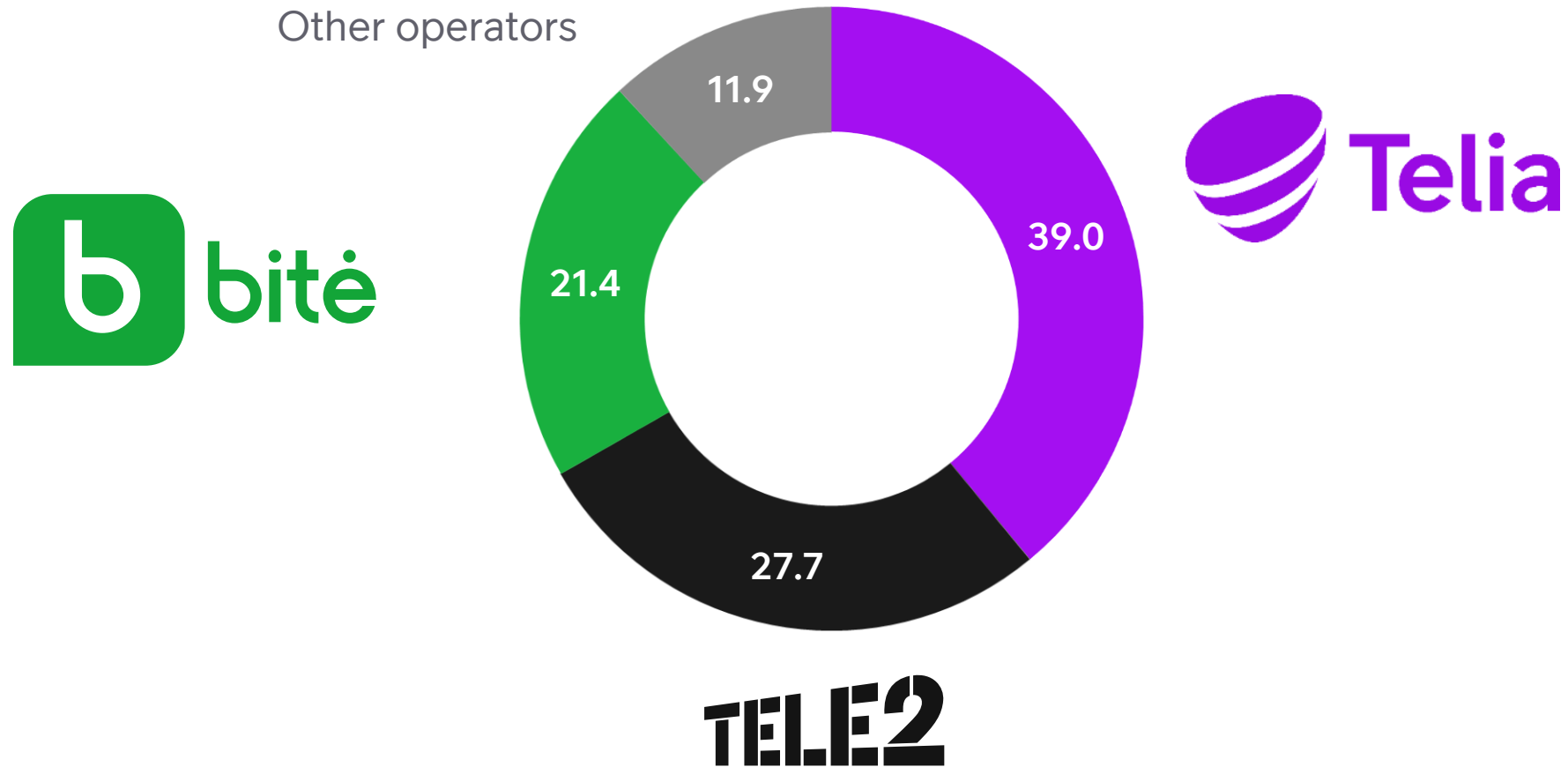
# Internet drives telco market growth (mEur)



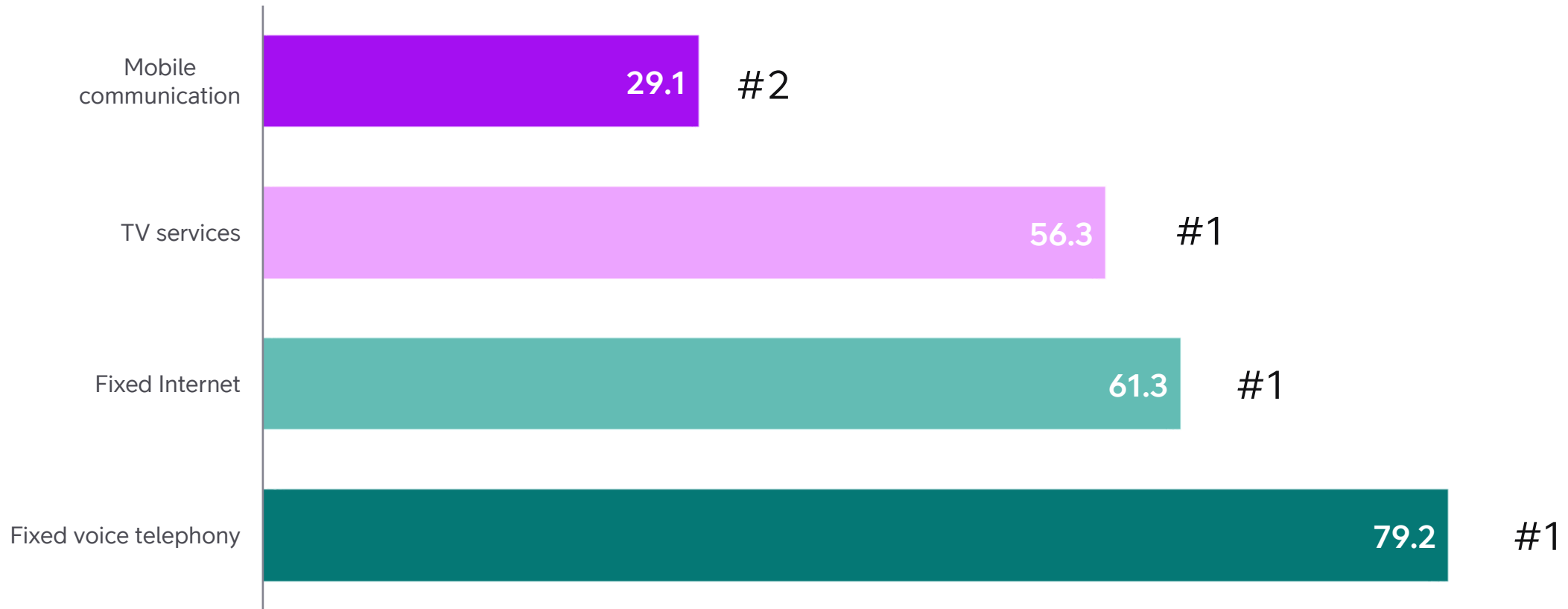
+3.6%  
(y-o-y)  
Total market



# Breakdown of the telecommunications market revenue by operators for 2024 (%)



# Telia Lietuva market shares in terms of revenue for 2024 (%)



# Market: growing usage of mobile data



**+22.1%** (y-o-y)

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Growing usage of  
**mobile data**

(uploaded / downloaded  
**1,678 PB** of data per year)



**+0.8%** (y-o-y)

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Increased number of  
**FTTH/B connections**

(accounts for **80.9%** of all  
fixed Internet connections)



**-2.3%** (y-o-y)

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Number of **IPTV users**

(accounts for **60.9%** of all  
pay-TV service users)





# Market penetration



**137.2**

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**Mobile**  
communications  
subscribers

(per 100 inhabitants)



**11.9**

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Fixed  
**telephony**  
lines

(per 100 households)



**51.0**

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Broadband  
**Internet**  
access

(per 100 households)



**33.6**

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**Pay-TV**  
subscribers

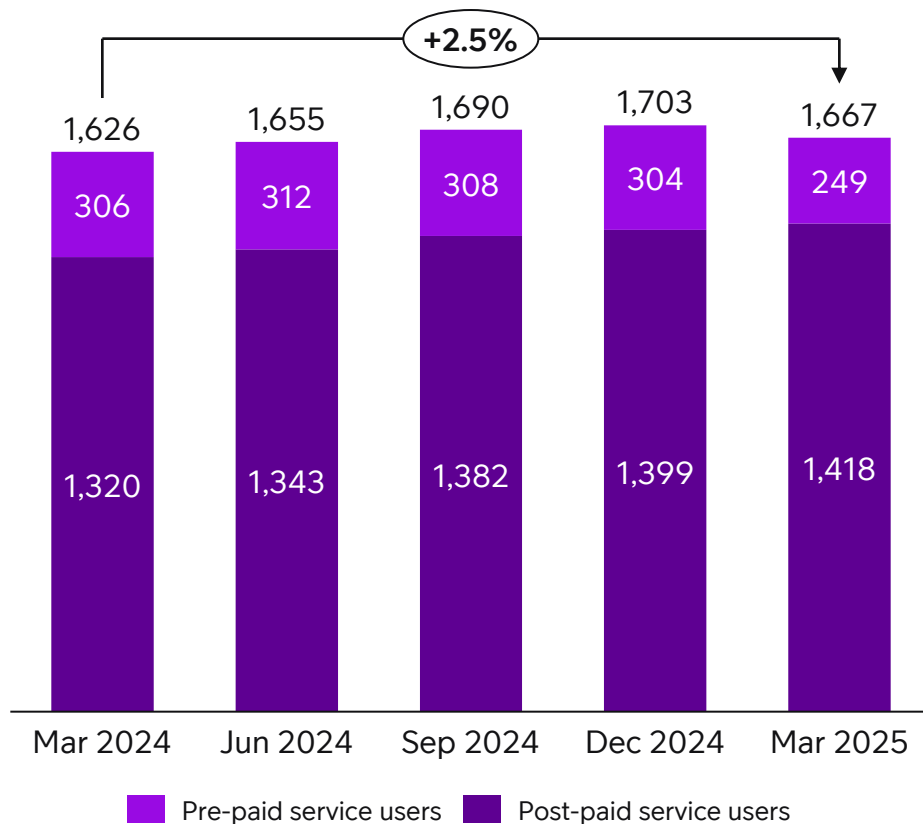
(per 100 households)



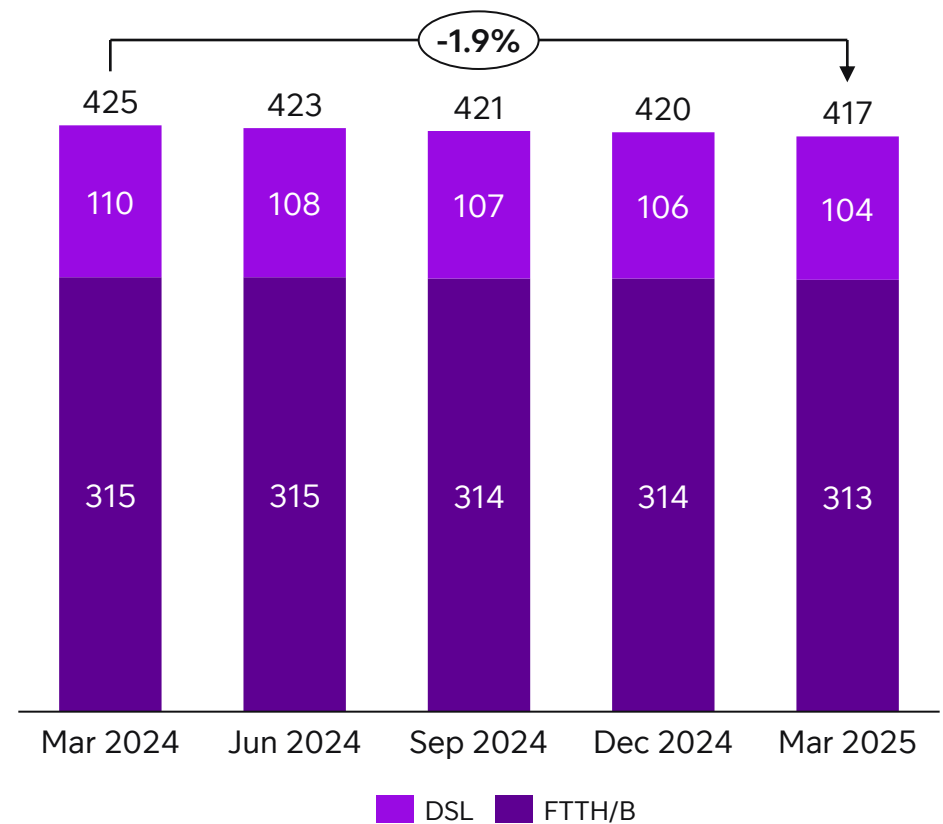
# Operating and financial results

# Number of mobile and broadband service users

Mobile communication users (thousands)

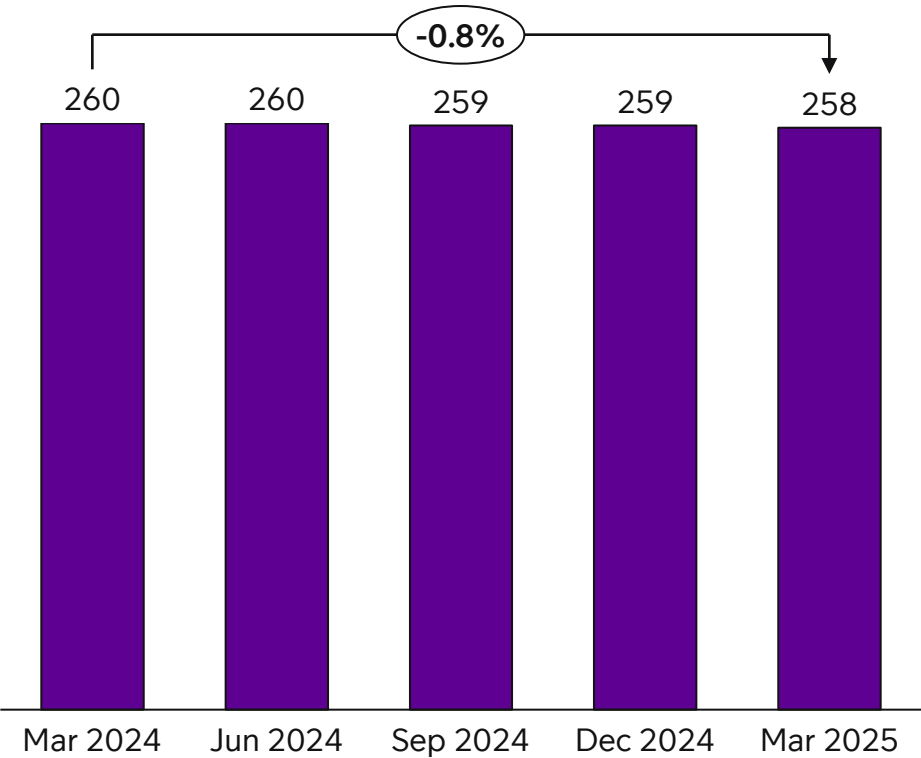


Broadband Internet connections (thousands)

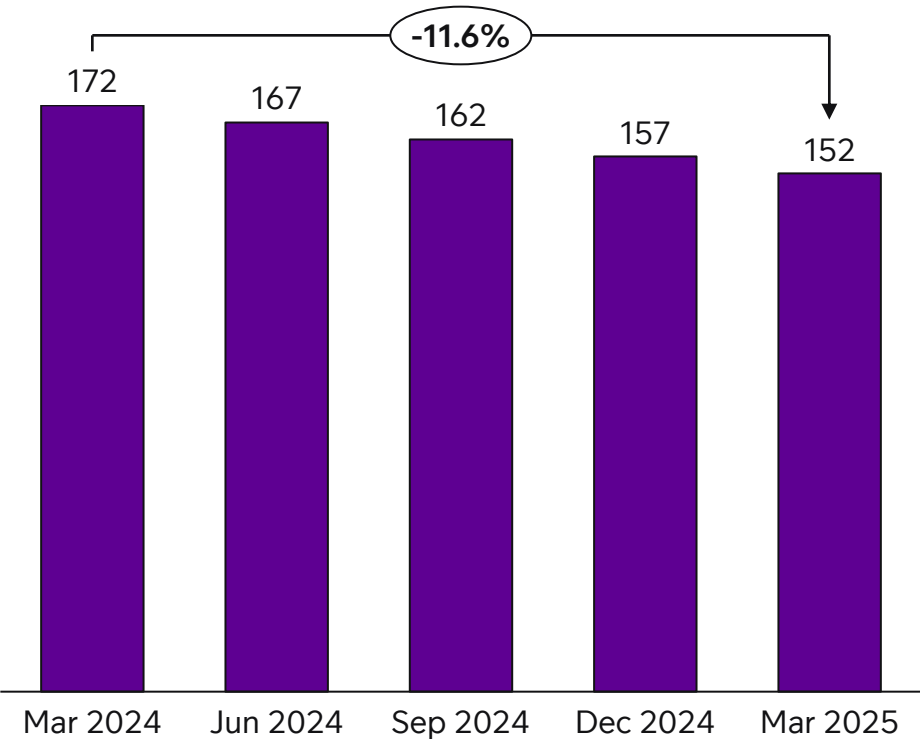


# Number of TV and fixed voice service users

TV service users (thousands)

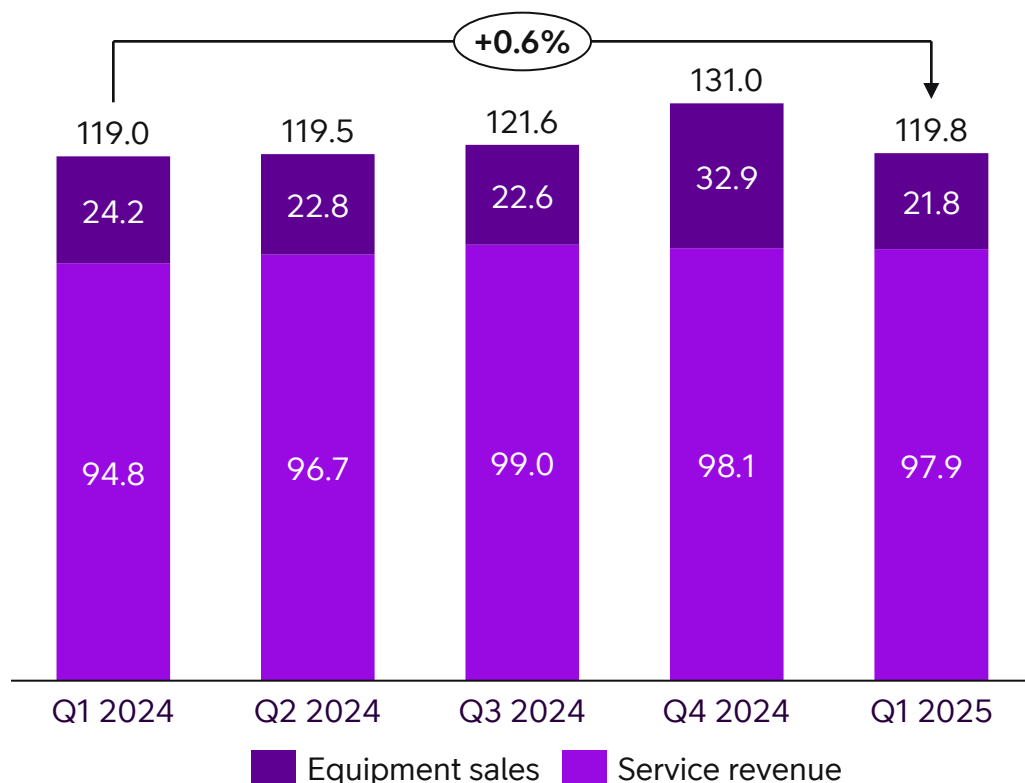


Fixed telephone lines (thousands)

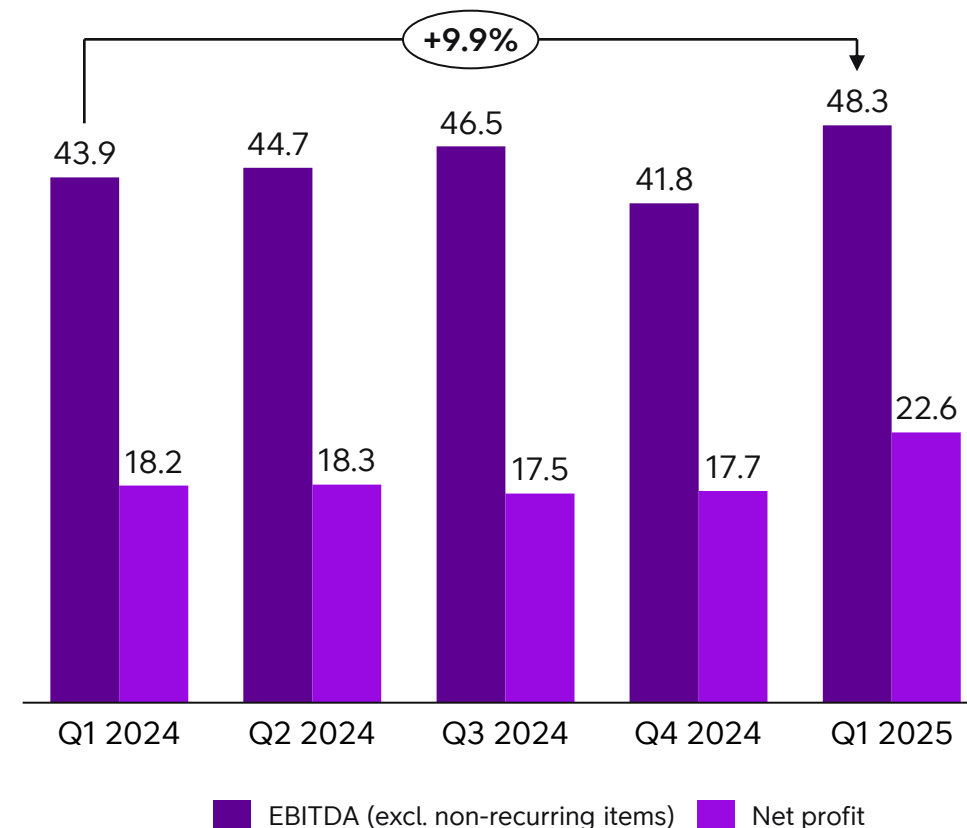


# Revenue & Earnings (mEUR)

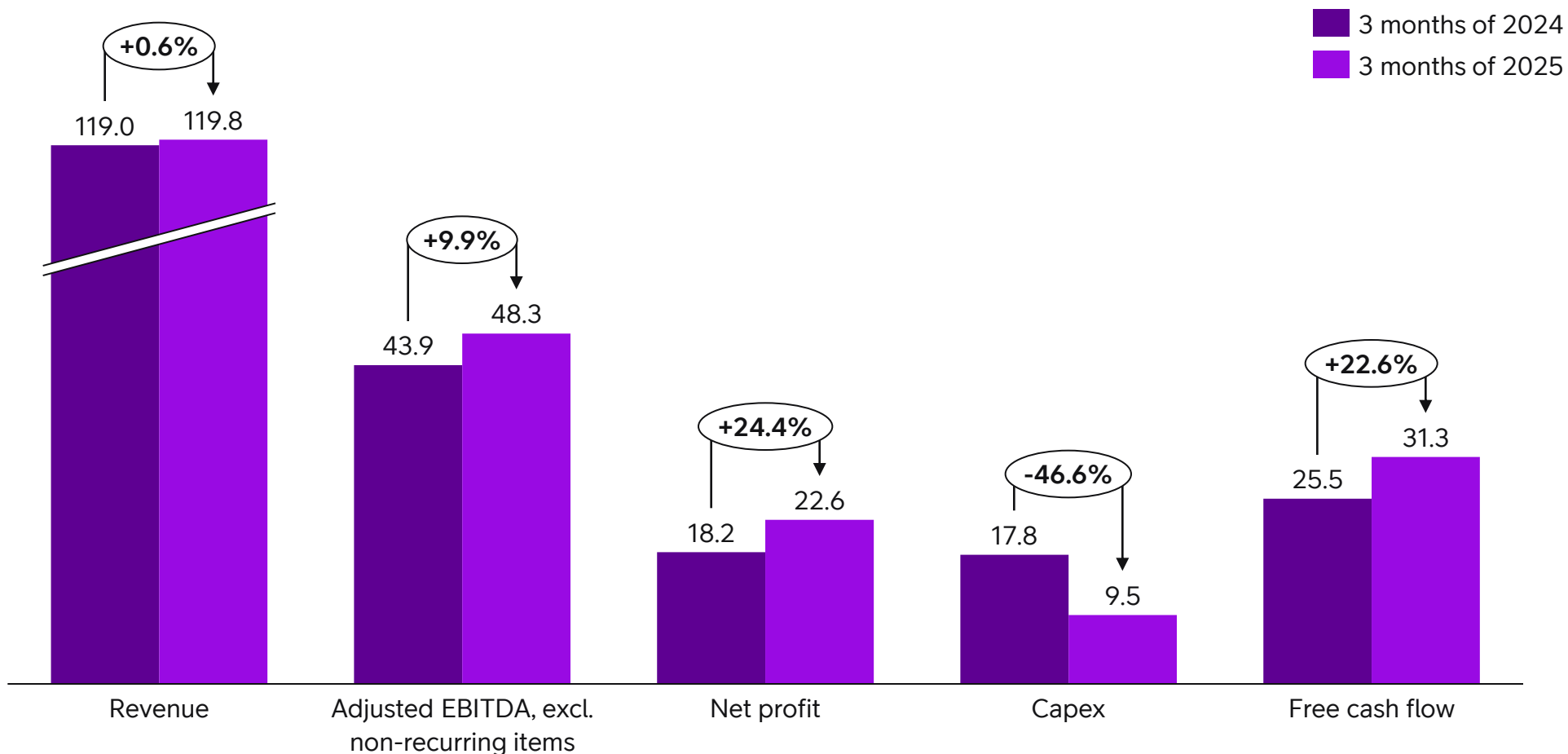
## Revenue



## EBITDA & Net profit



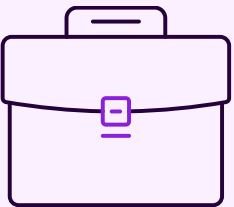
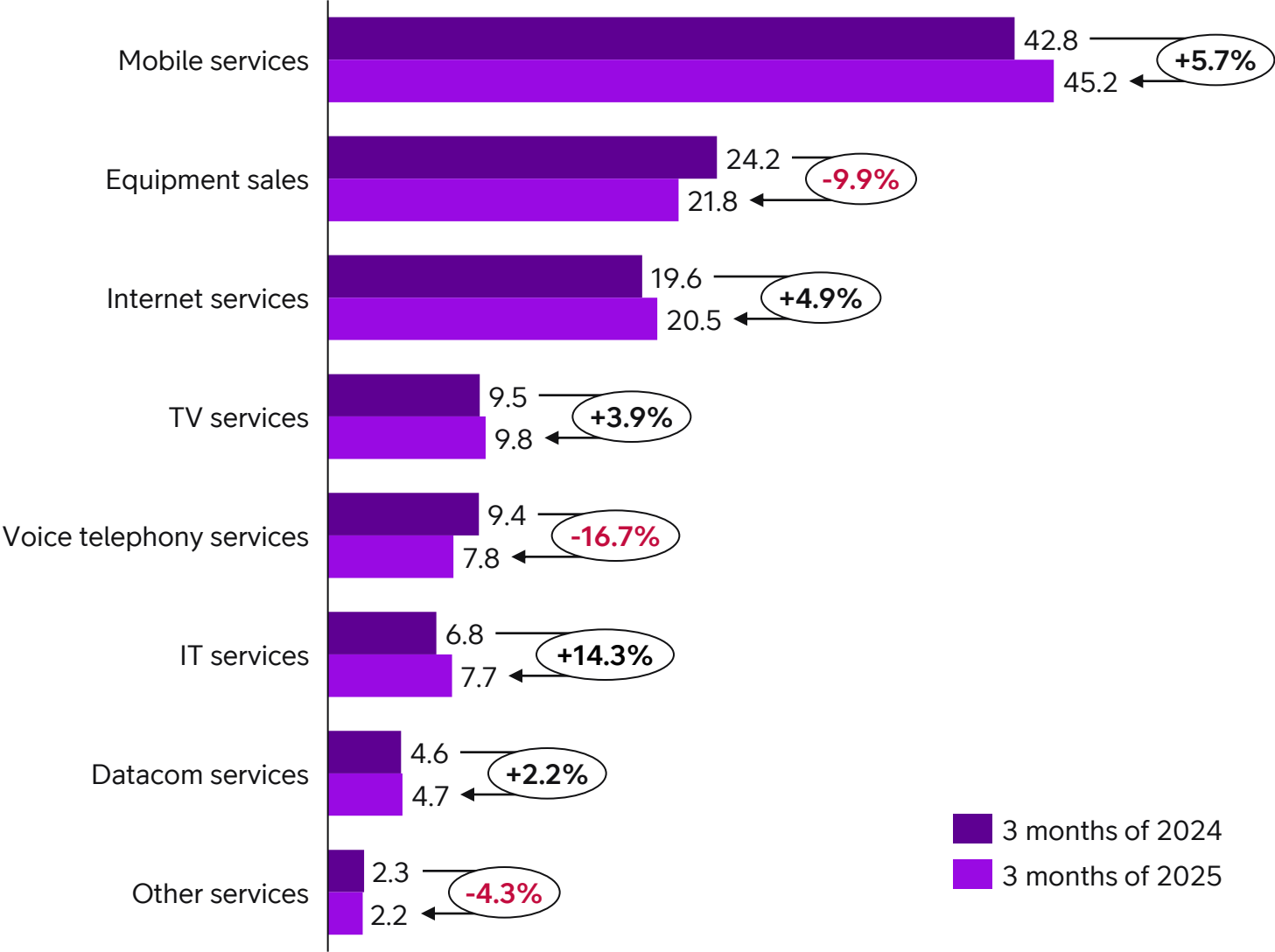
# Dynamics of main financial indicators (mEur)



NOTE. Non-recurring items for the 3 months of 2025 were comprised of one-off redundancy pay-outs of EUR 336 thousand (2024: EUR 297 thousand) and non-recurring other expenses of EUR 137 thousand (EUR 405 thousand). For 3 months of 2024 there was recorded gain of EUR 140 thousand from sale of property.

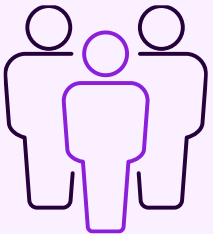


# Revenue breakdown (mEUR)



35.5%

Enterprises



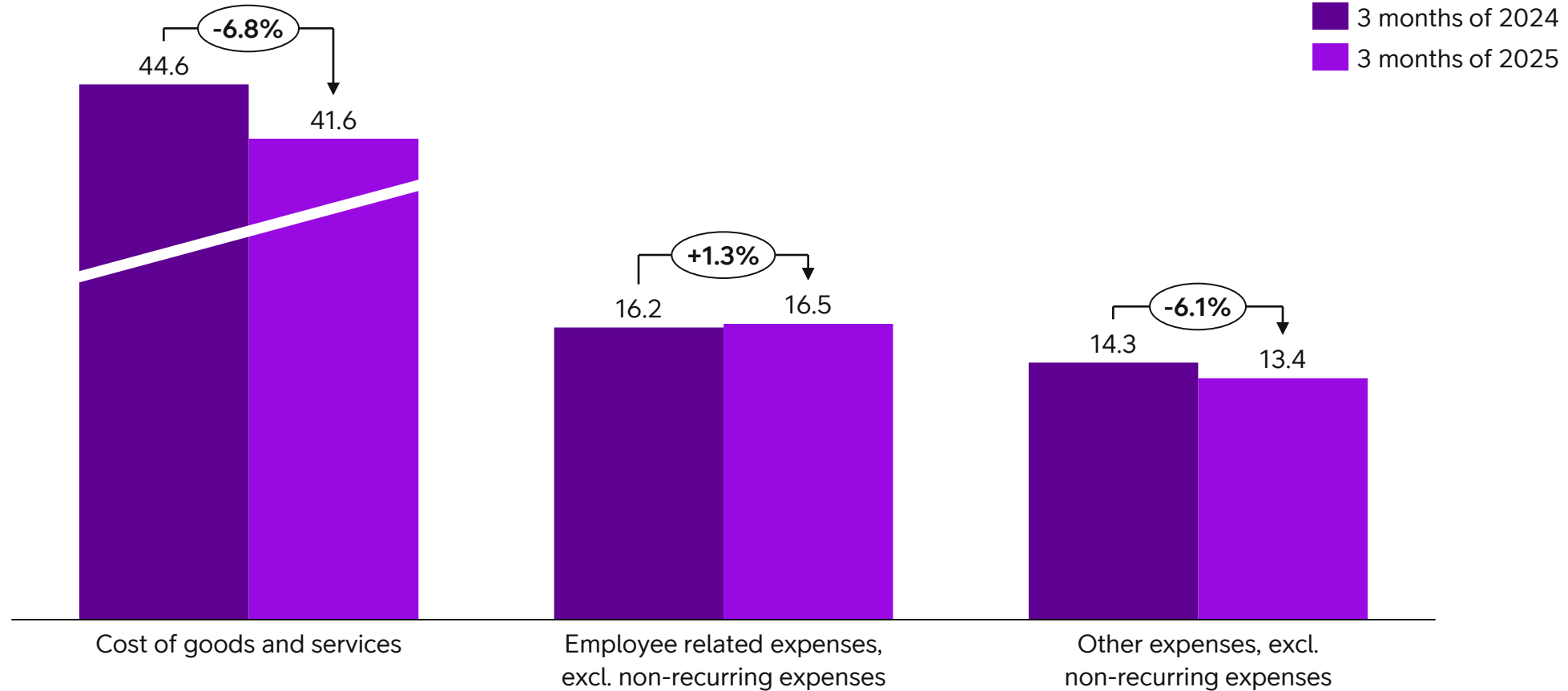
64.5%

Consumers





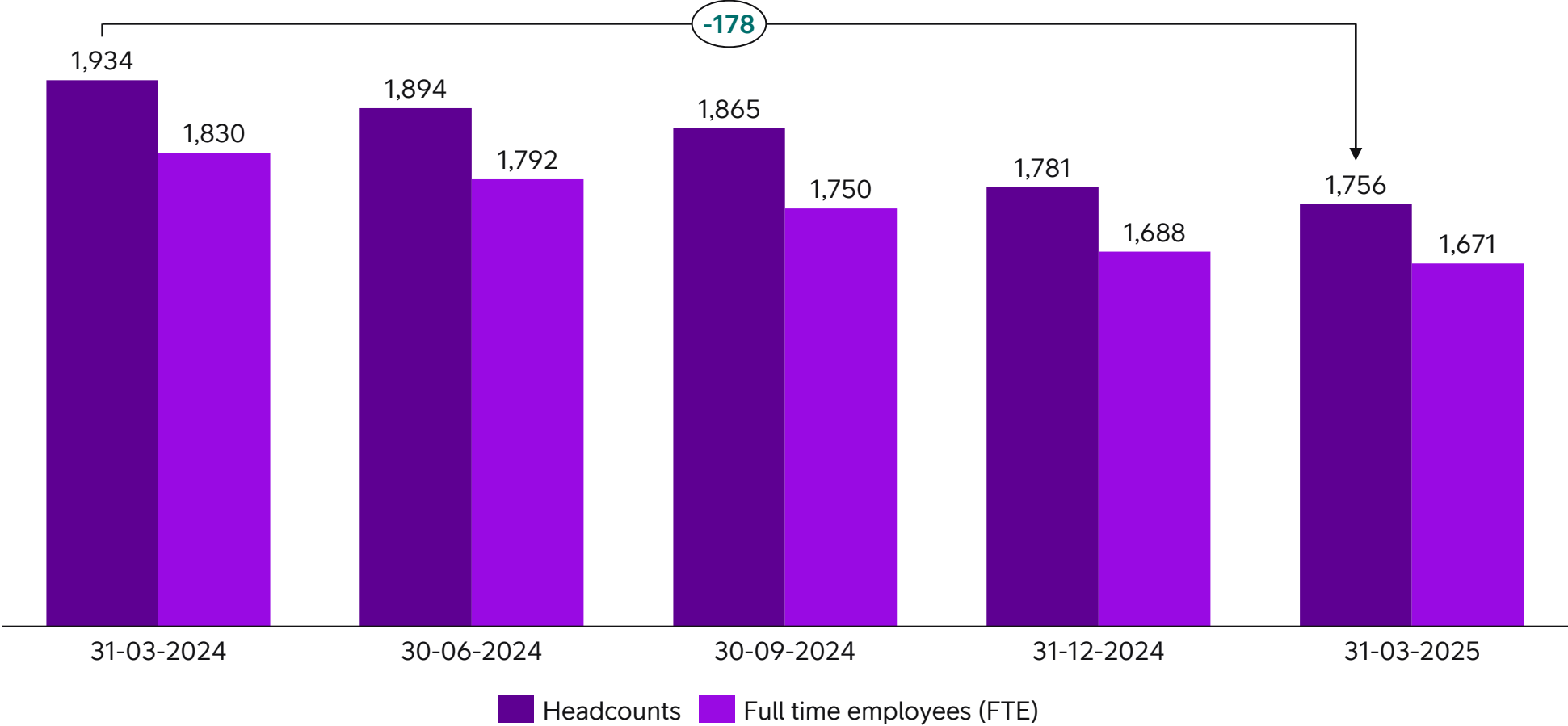
# Operating expenses (mEur)



NOTE. Non-recurring items for the 3 months of 2025 were comprised of one-off redundancy pay-outs of EUR 336 thousand (2024: EUR 297 thousand) and non-recurring other expenses of EUR 137 thousand (EUR 405 thousand).

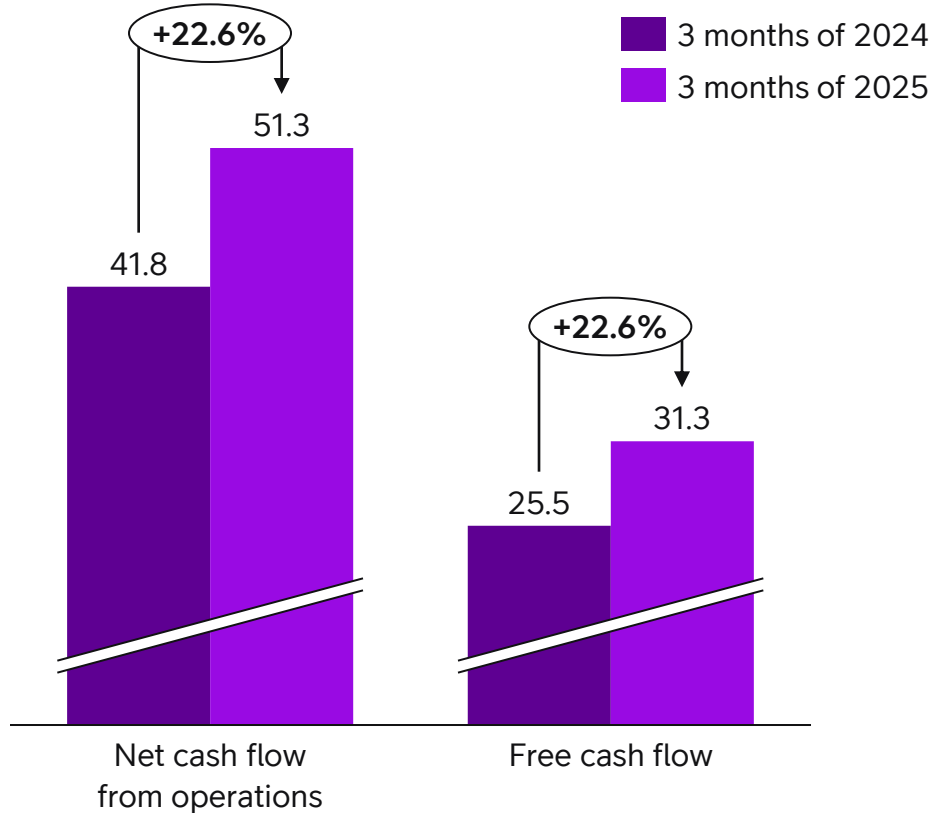


# Number of employees

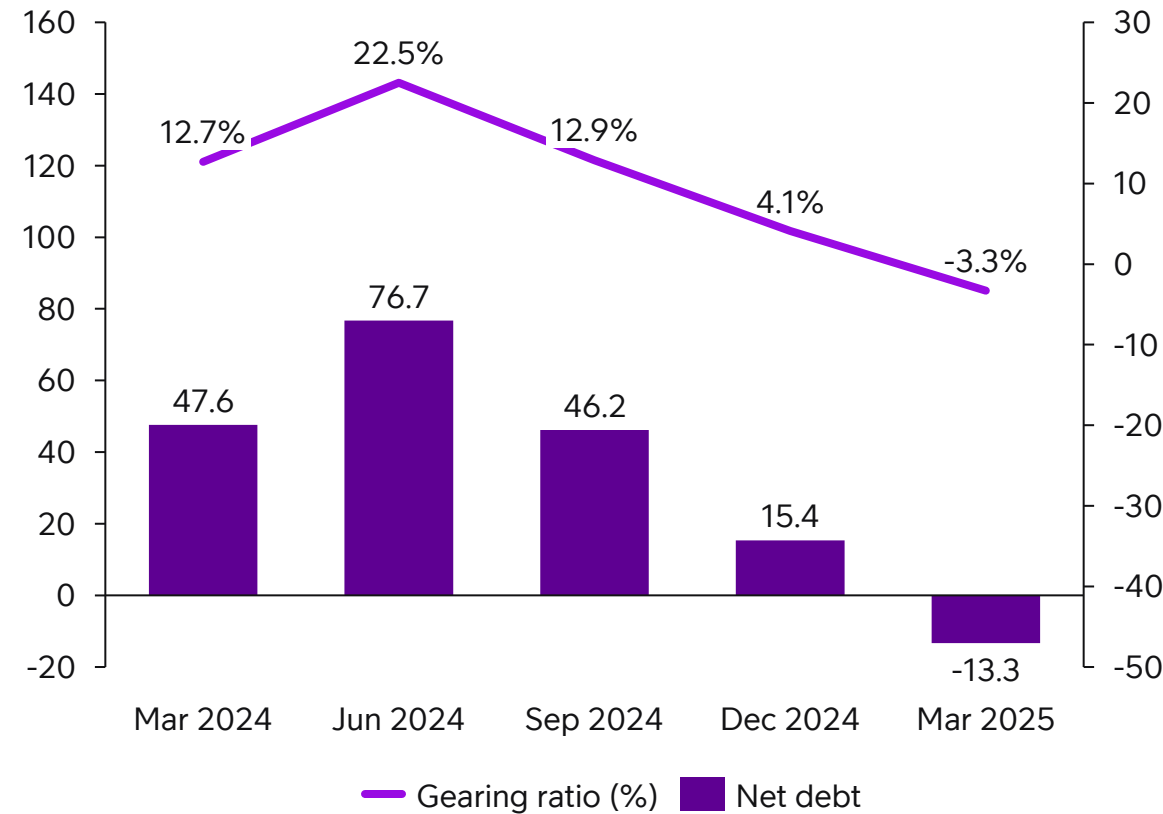


# Cash flow & Net debt (mEur)

Cash flow



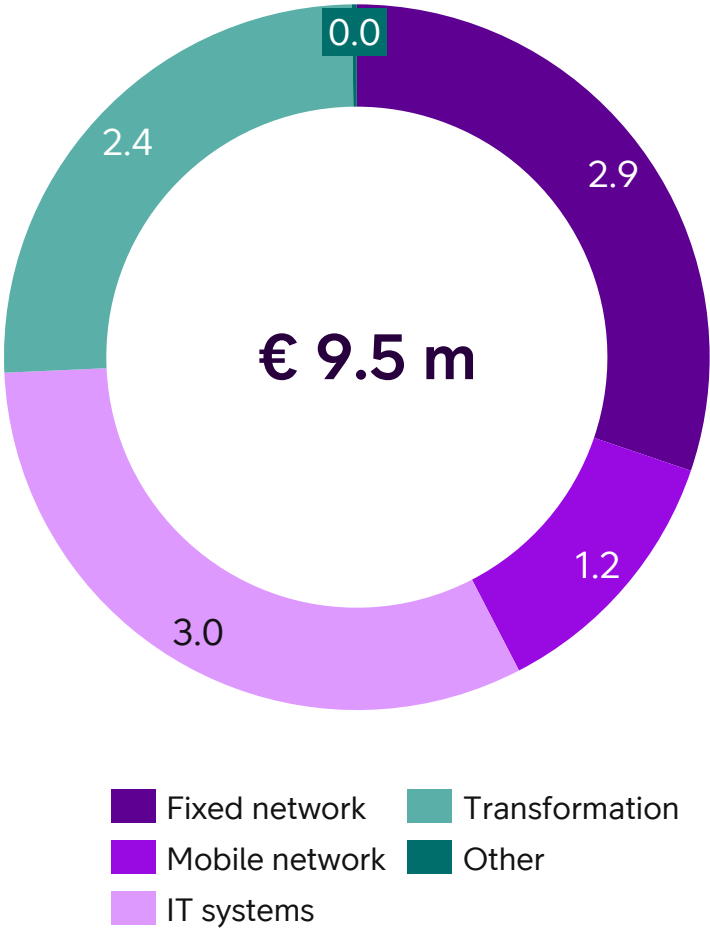
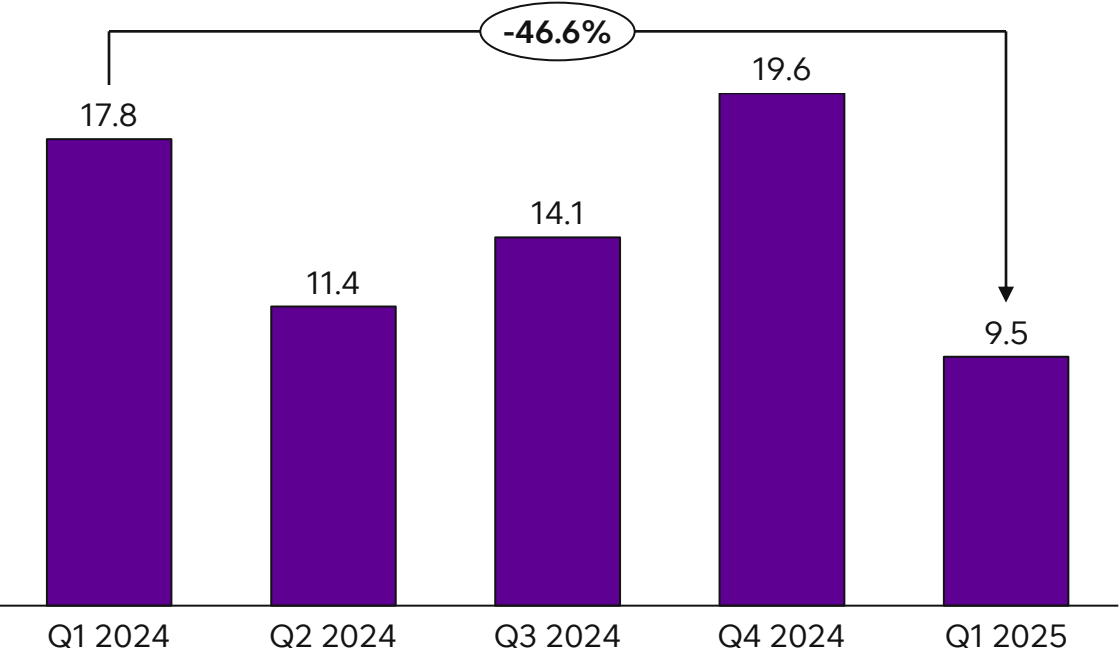
Net debt & Gearing ratio



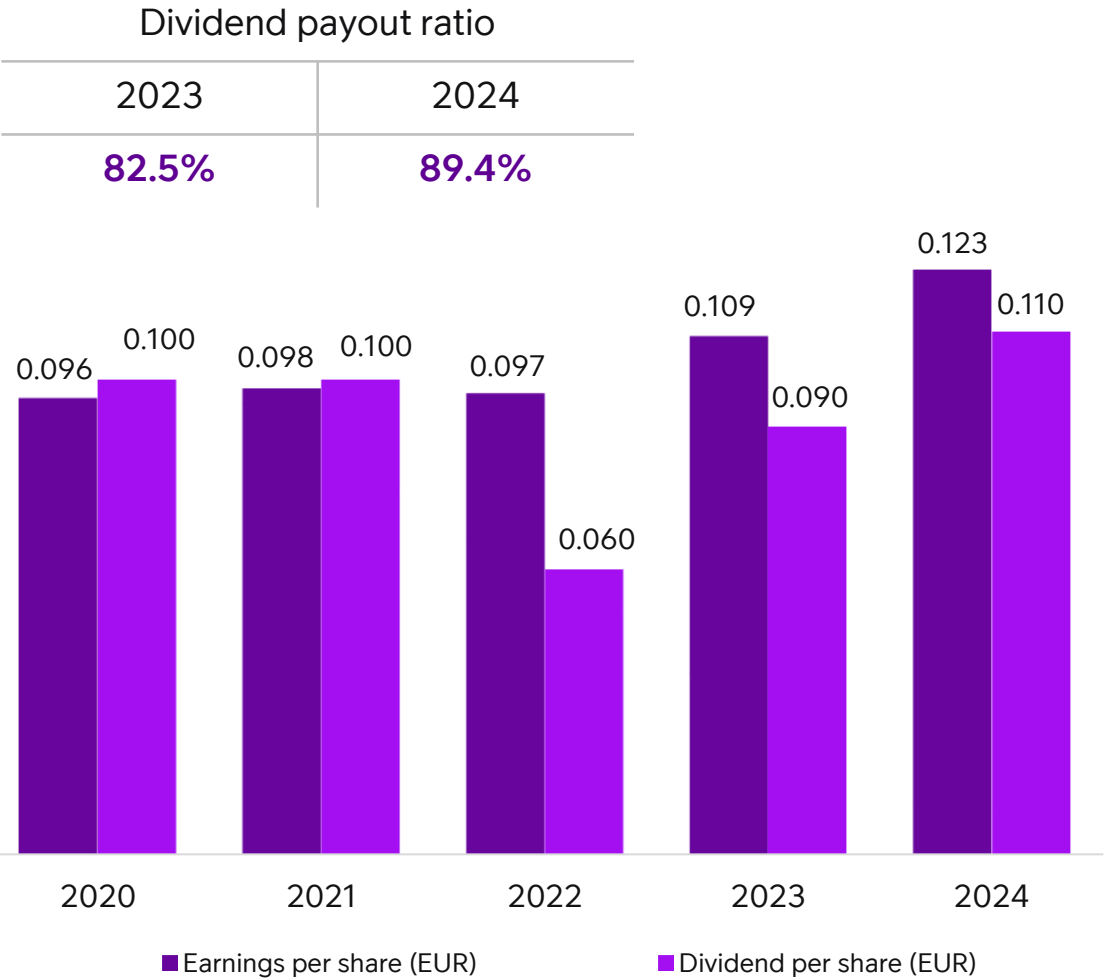
# CAPEX & its breakdown for 3 months of 2025 (mEur)

Capex to Sales (12 months' rolling)

31-03-2024	31-03-2025
13.0%	11.1%



# Dividends



NOTE. Financial data for the year 2020 is consolidated, for the year 2021-2024 – standalone

- 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 not more than **80% of free cash flow** and not more than **100% of net profit** as dividend
- Earnings and dividends are allocated to **582,613,138** shares
- The Board proposed to the Annual General Meeting of shareholders to be held on 28 April 2025 to approve pay-out of **EUR 64.1 million** (EUR 0.11 per share) **of dividends** for the year 2024



# 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
- The **total number of** Telia Lietuva **shareholders is 15.5 thousand**

## Shareholders

as of 31-03-2025

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Telia Company AB

Other

**88.15%**

**11.85%**

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Part of shares and votes



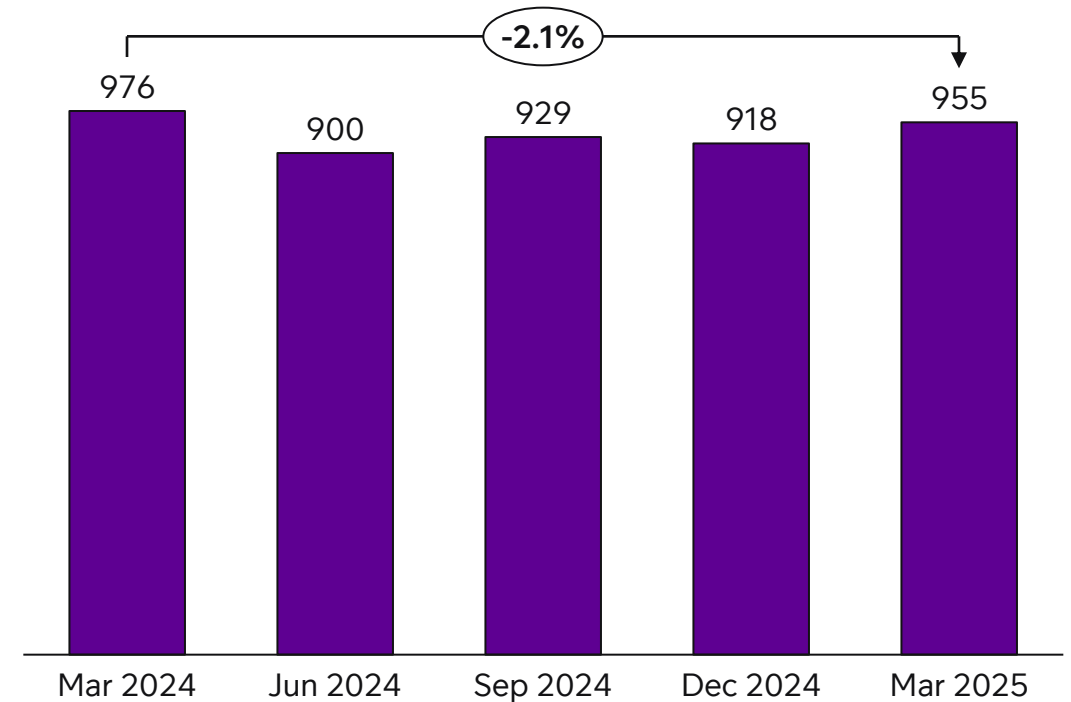


# Shares

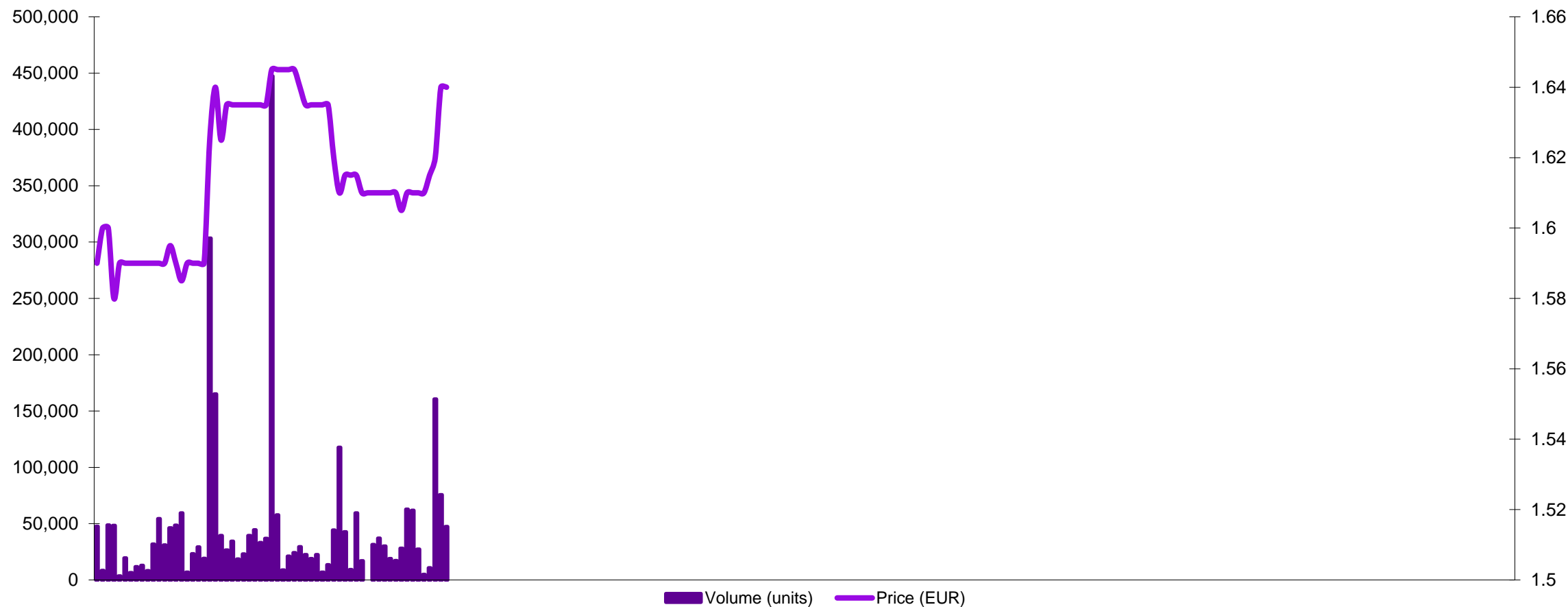
- Since June 2000, the Company's shares are listed on **Nasdaq Vilnius stock exchange** (ticker: TEL1L)
- Since January 2011, the Company's shares were included into the trading lists of a few German stock exchanges (ticker: ZWS)
- **Turnover** on Nasdaq Vilnius stock exchange during January-March 2025: 2.9 million of shares or EUR 4.7 million
- Share **price** on Nasdaq Vilnius:

01-01-2025	High	Low	31-03-2025
1.57 €	1.655 €	1.465 €	1.64€

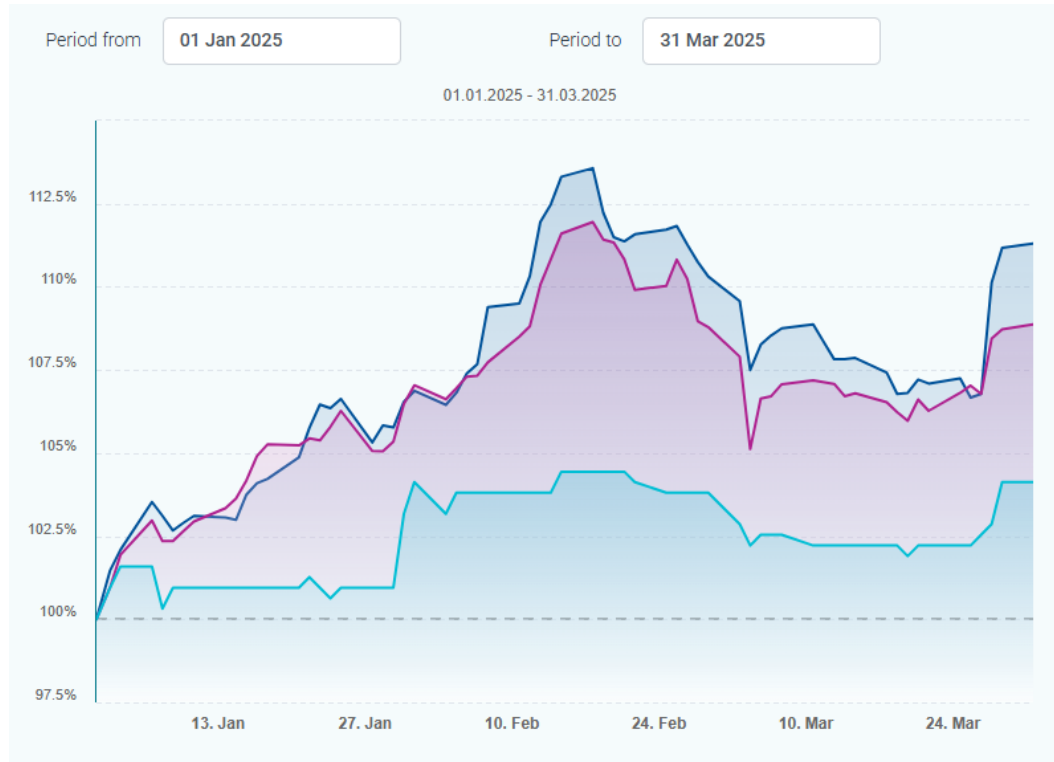
Market capitalization (mEur)



# Trading in the Company's shares on Nasdaq Vilnius stock exchange in 2025



# The company's share price and Nasdaq Vilnius indexes comparison



	Opening value	Closing value	Change %
OMX Baltic Benchmark GI	1,463.42	1,628.85	+11.3
OMX Vilnius GI	1,065.48	1,160.03	+8.87
TEL1L – Telia Lietuva	1.57	1.64	+4.13

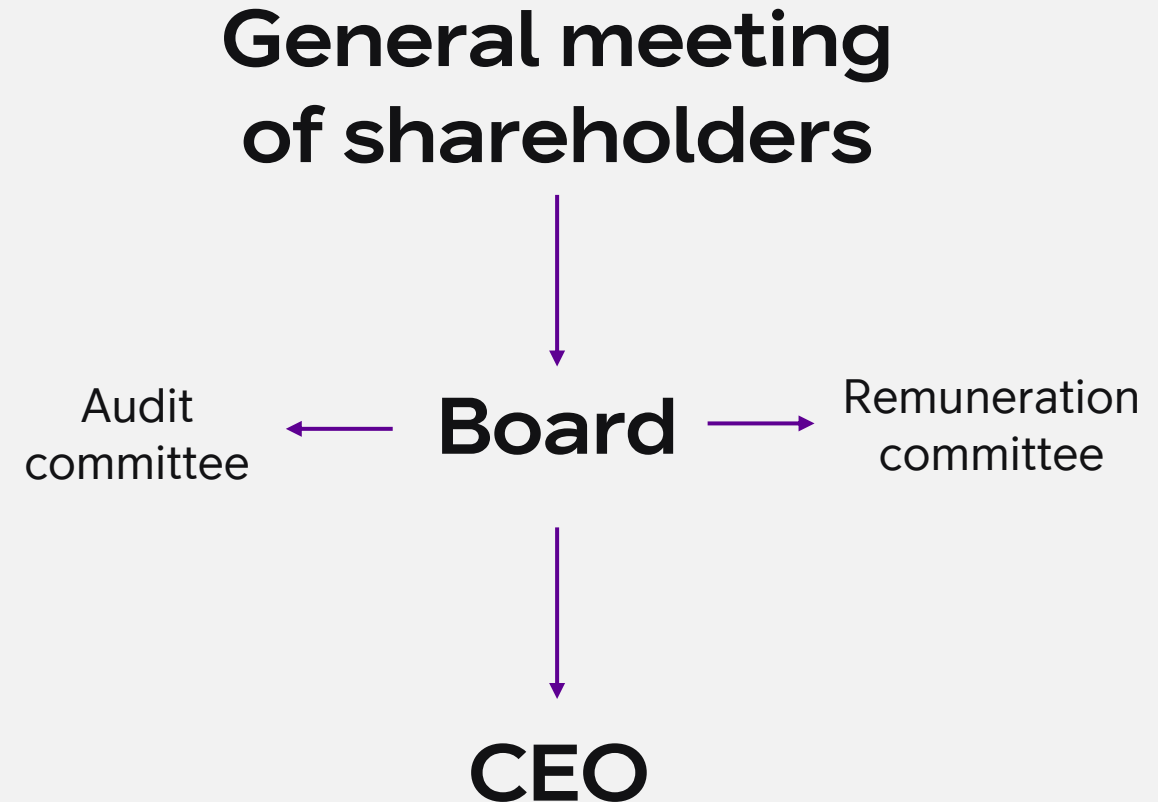
P/E ratio: **12.6** (14.9 a year ago)



# Corporate governance

# Governing bodies

- The **Annual General Meeting** of Shareholders will be held on 28 April 2025
- The Company's **Board shall consist of 6 members:**  
4 representing Telia Company and 2 are independent
- Agneta Wallmark **resigned** from the Board as of 20 September 2024
- 3 members of the Board comprise **Audit and Remuneration Committees**
- The current term of the Board ends on 27 April 2025 and Telia Company proposed to AGM **to re-elect** all 5 current members of the Board and elect a new member of the Board, Annelie Lakner, for new 2-years term
- Shareholders elected **KPMG Baltics, UAB** as the Company's audit enterprise for 2024 and 2025
- The Board elects and recalls **CEO**



# Board



**Stefan  
Backman**

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Chair of the Board,  
represents Telia  
Company AB



**Claes  
Nycander**

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



**Hannu-Matti  
Mäkinen**

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



**Leda  
Iržikevičienė**

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Independent member  
of the Board,  
member of the Audit  
Committee



**Mindaugas  
Glodas**

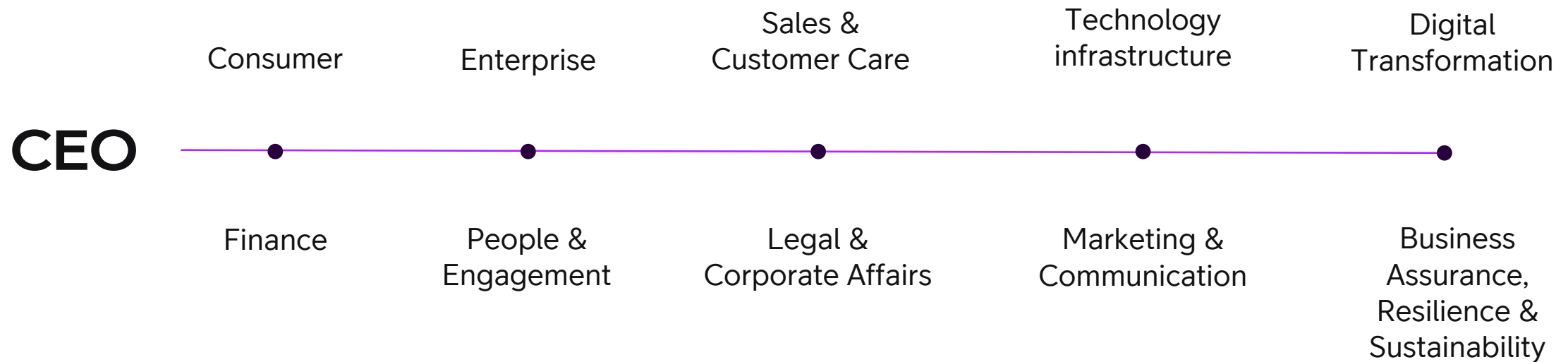
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Independent member  
of the Board,  
member of the Audit  
and Remuneration  
Committees

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



# Governing structure of Telia Lietuva valid from 1 July 2024





# Management team



**Giedrė Kaminskaitė-Salters,**  
CEO



**Elina Dapkevičienė,**  
Head of Consumer



**Aurimas Žlibinas,**  
Head of Enterprise



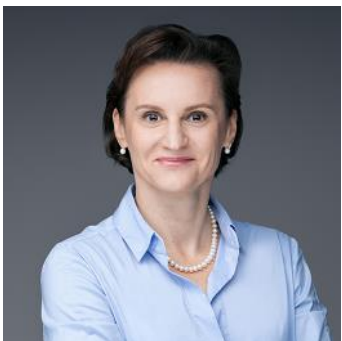
**Lina Bandzinė,**  
Head of Sales &  
Customer Care



**Andrius Šemeškevičius,**  
Head of Technology



**Vygintas Domarkas,**  
Head of Digital Transformation



**Daina Večkytė,**  
Head of Finance



**Ramūnas Bagdonas,**  
Head of People &  
Engagement



**Daiva Kasperavičienė,**  
Head of Legal & Corporate  
Affairs



**Vaida Jurkonienė,**  
Head of Marketing &  
Communication



**Vytautas Bučinskas,**  
Head of Business  
Assurance & Transformation



# Business sustainability

# Sustainability focus areas

## Priority impact areas:



Climate and  
circularity



Digital  
inclusion



Privacy and  
security



Diversity, equity,  
inclusion

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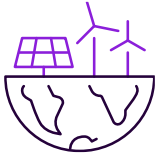
## Other material impact areas:

- Human rights
- Children's rights
- Freedom of expression and government surveillance
- Well-being
- Responsible sourcing
- Anti-bribery and corruption



# Achievements during 2024

Telia ranks among the TOP 1% most sustainable companies in the world, according to EcoVadis



## Environment

**61%** of our car fleet is electric

**54%** of absolute GHG emission reductions in own operations since 2018

**50%** of total supply chain GHG emissions covered by Science Based Targets

**96%** of waste from our own operations was reused or recycled



## Digital inclusion

**300 thousand individuals** reached with digital skill-building initiatives targeting seniors, children, SMEs and others



## Privacy & Security

**Expanded ISO 27001 certification scope** by including Internet and data transmission services

**Security Operations Centre (SOC) was launched** in Lithuania



# Thank you