



# INTERIM RESULTS

12 MONTHS OF 2021

Telia Lietuva, AB





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



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# TELIA LIETUVA MEANS:

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Wide range  
of services



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The most  
developed  
networks



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Modern data  
centres



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Everything  
from a single  
point



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# TELIA LIETUVA MEANS:

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Customer care  
24/7/365



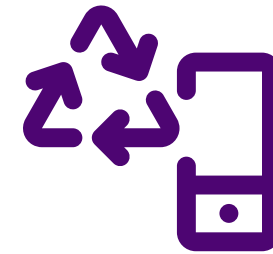
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Quality of operations'  
management  
confirmed by  
ISO certificates



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Team of 2,100  
professionals

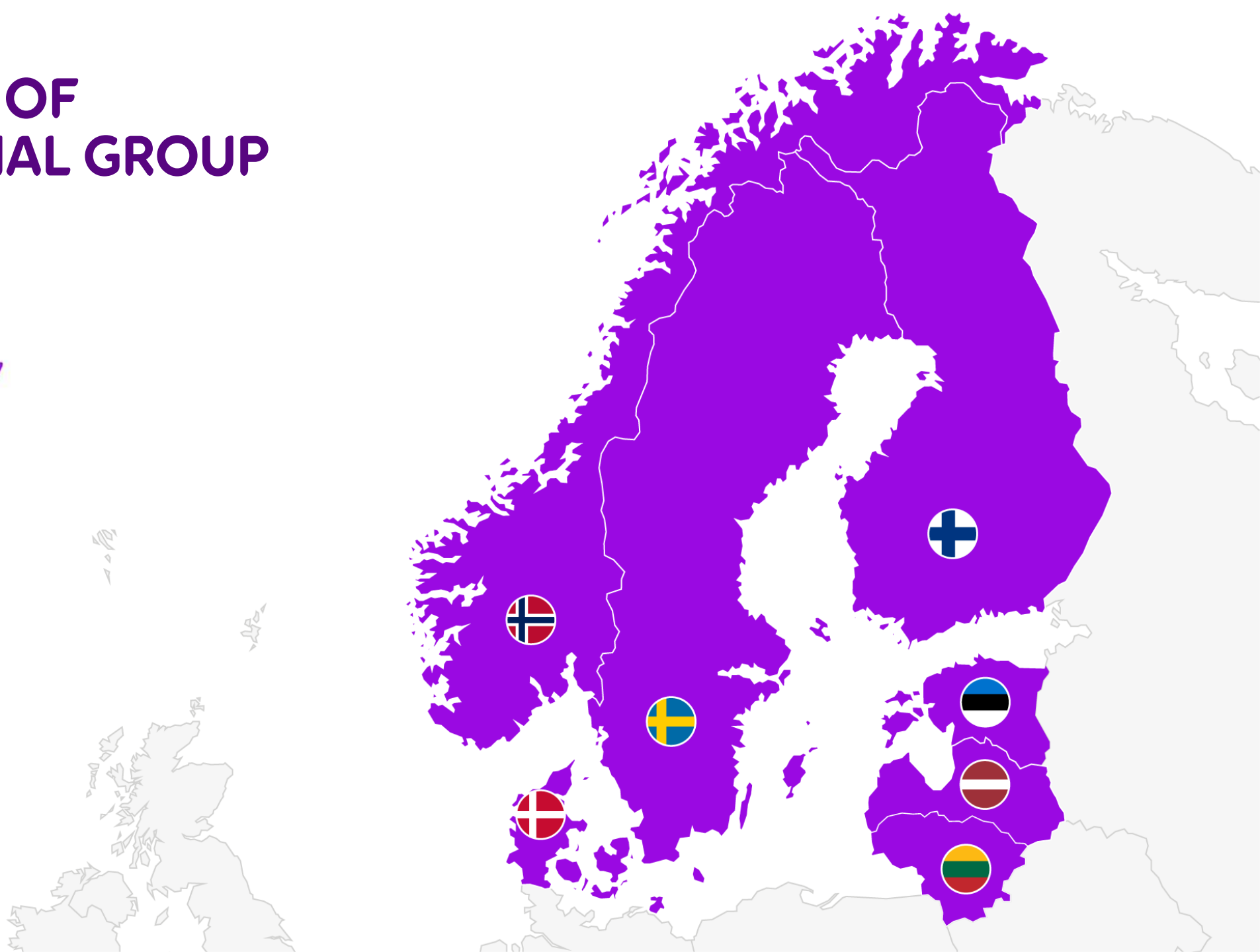


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Sustainable and  
responsible  
business



# WE ARE PART OF INTERNATIONAL GROUP



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



# OUR VALUES



**DARE**

## WE DARE TO:

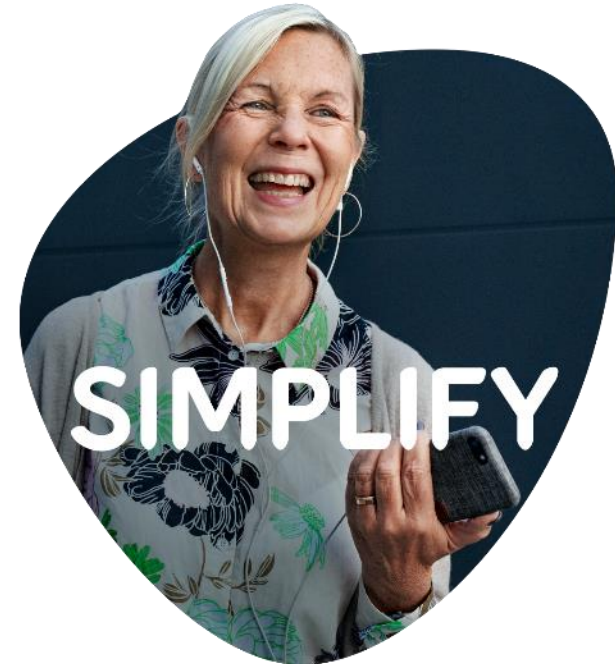
- innovate
- lead
- speak-up



**CARE**

## WE CARE FOR:

- our customers
- each other
- our world



**SIMPLIFY**

## WE SIMPLIFY:

- execution
- teamwork
- our operations



# TELIA LIETUVA GROUP

## TELIA LIETUVA, AB

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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 Q4 2021

## #1

Double digit growth in quarterly revenue from IT, billed mobile and broadband Internet services

## #2

80.5 thousand of households are users of converged offer *Telia1*

## #3

Surge in **capital investments**: quarterly Capex was **2.5 times** higher than a year ago

## #4

Mobile network upgrade: more than **450 base stations** being replaced with **Ericsson** equipment

## #5

Completed **upgrade of 2 major data centers** and acquired a land lot for construction of a **new data center**

## #6

Finished **customer care outlets renovation** project: over 2 years 30 retail outlets were upgraded

## #7

**Internet speed record**: mobile data download speed of **104.5 Mbps** was reached at the year end (85.1 Mbps in 2020)

## #8

During 2021 **share price** went up by 11.8% and throughout the year market capitalisation was above **EUR 1 billion**

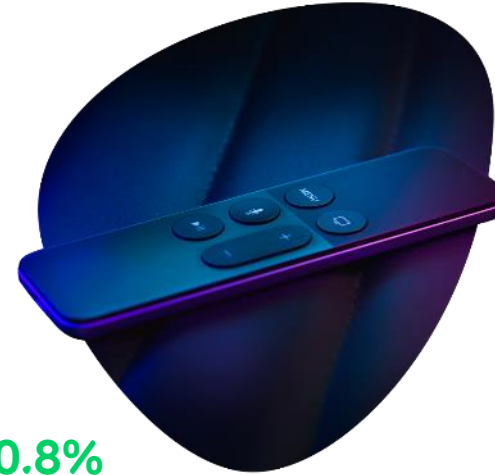
# NUMBER OF CUSTOMERS



+8.6%



+1.0%



+0.8%



-11.9%

1,518

THOUSAND

of **mobile** service users

421

THOUSAND

of **broadband Internet** connections

255

THOUSAND

of **IPTV service** users

230

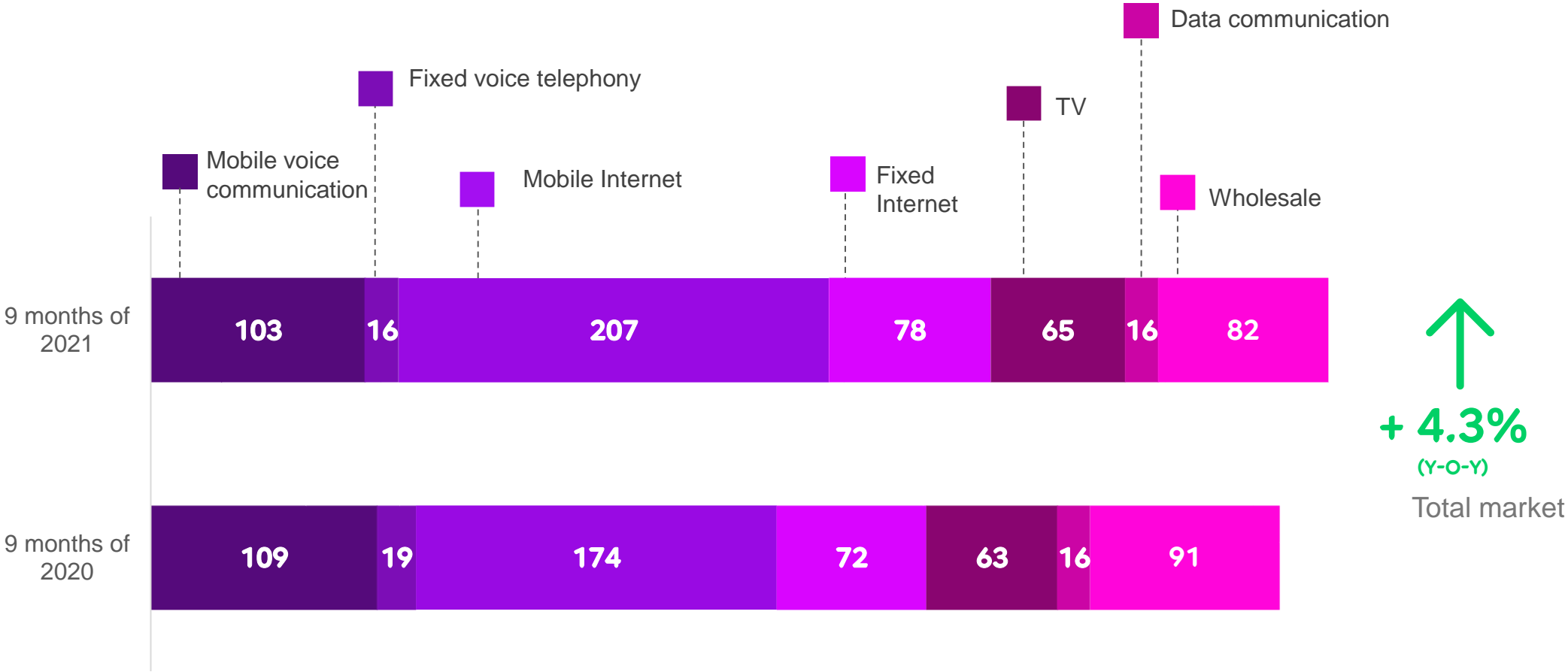
THOUSAND

of **fixed telephone** lines in service



# TELECOMMUNICATIONS MARKET OF LITHUANIA

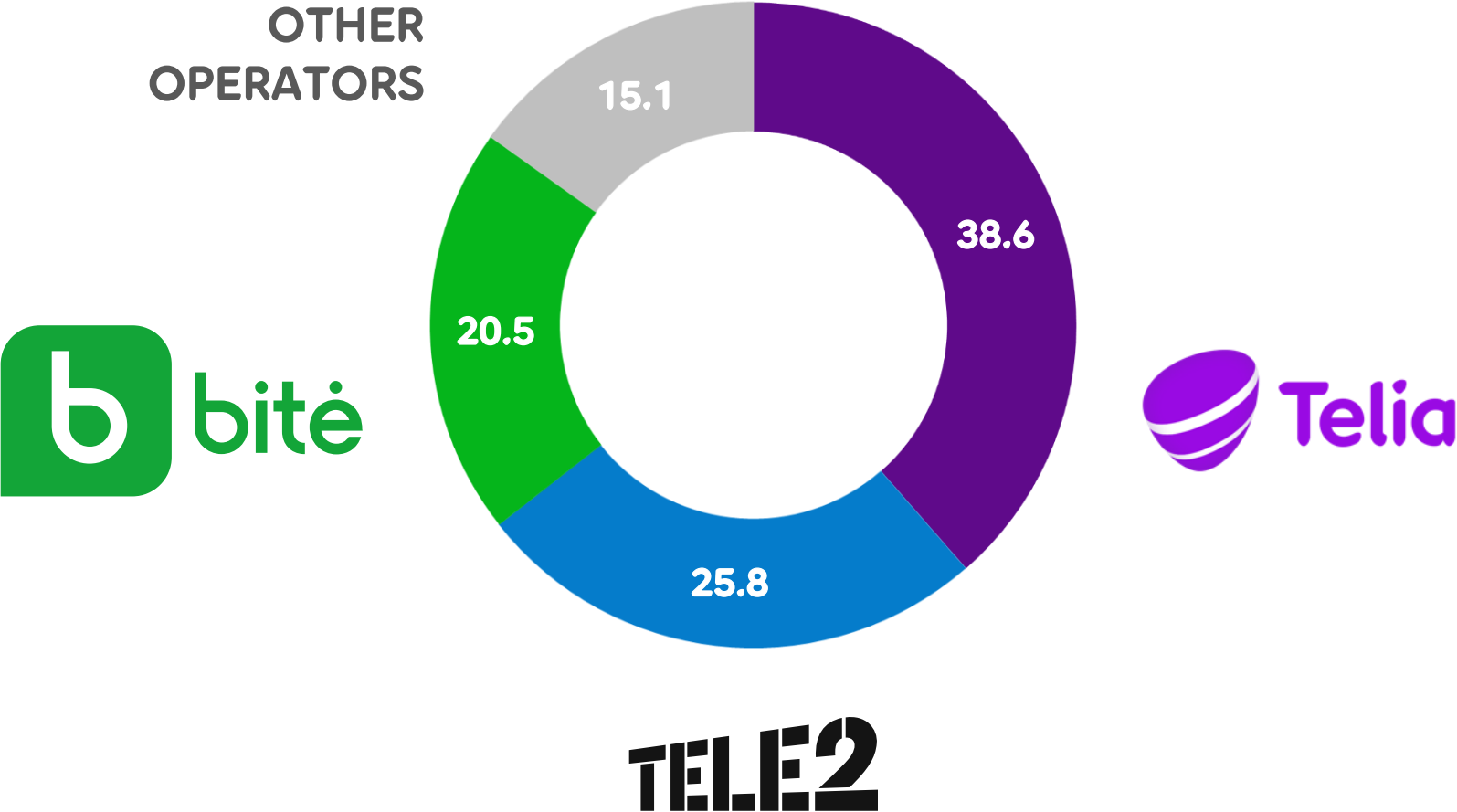
# INTERNET & PAY TV DRIVE TELCO MARKET GROWTH (MEUR)



Source: Report of the Communications Regulatory Authority



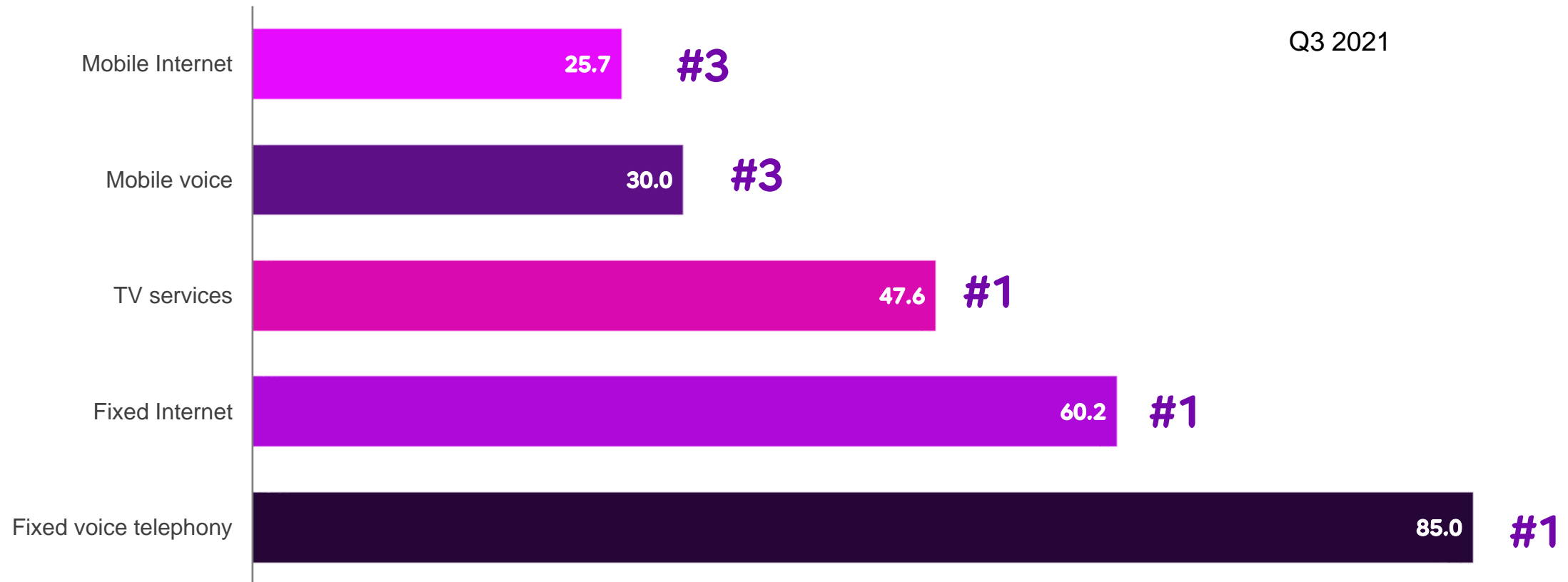
# BREAKDOWN OF THE TELECOMMUNICATIONS MARKET REVENUE BY OPERATORS FOR Q3 2021 (%)



Source: Report of the Communications Regulatory Authority



# TELIA LIETUVA MARKET SHARES IN TERMS OF REVENUE (%)



Source: Report of the Communications Regulatory Authority



# MARKET: GROWING USAGE OF MOBILE DATA



↑  
**30.1%**  
(Y-O-Y)

Increasing usage of  
**mobile data**

(uploaded/downloaded  
**232,162 TB** of data per quarter)



↑  
**2.1%**  
(Y-O-Y)

Growing number of  
**FTTH/B connections**

(accounts for **77.4%** of all  
fixed Internet connections)



↑  
**3.6%**  
(Y-O-Y)

Growing number of  
**IPTV users**

(accounts for **47.1%** of all  
pay-TV service users)



# MARKET PENETRATION



133.5

**mobile**  
communications  
subscribers

(per 100 inhabitants)



20.5

fixed **telephony**  
lines

(per 100 households)



55.5

broadband  
**Internet** access

(per 100 inhabitants)



49.2

**pay-TV**  
subscribers

(per 100 households)

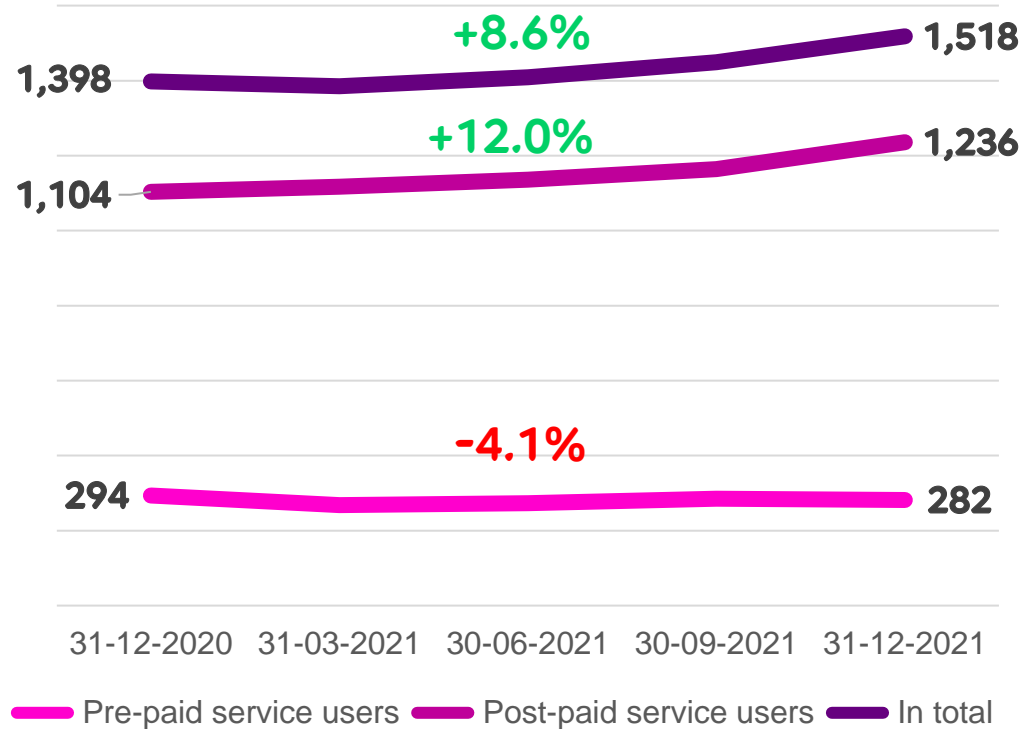




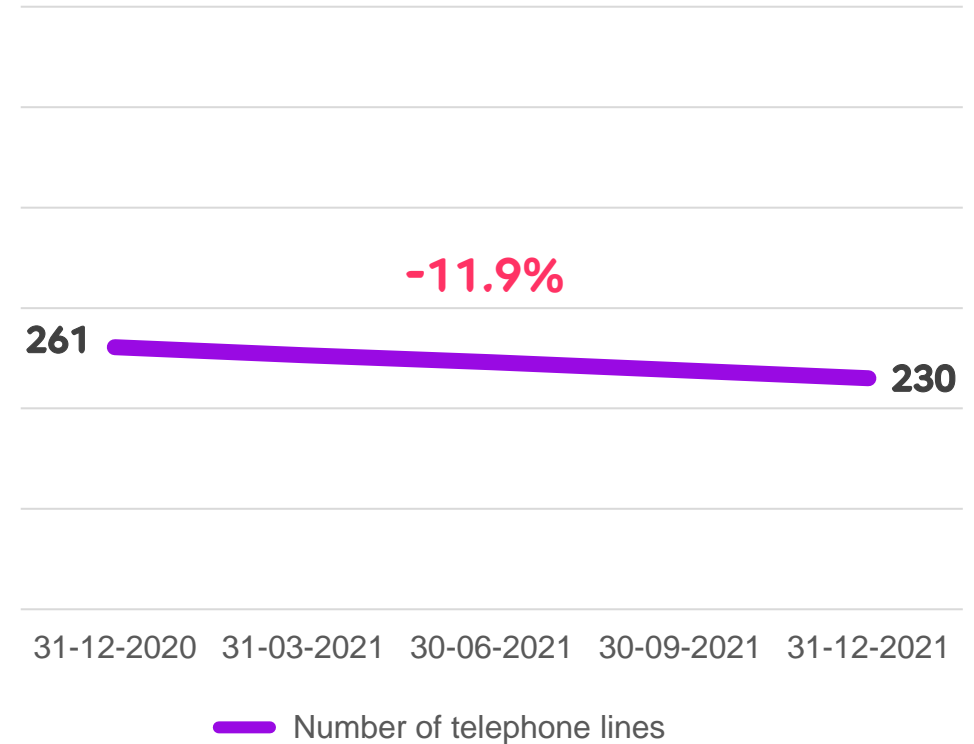
# OPERATING AND FINANCIAL RESULTS

# NUMBER OF MOBILE AND FIXED VOICE SERVICE USERS

## Mobile communication users (thousand)

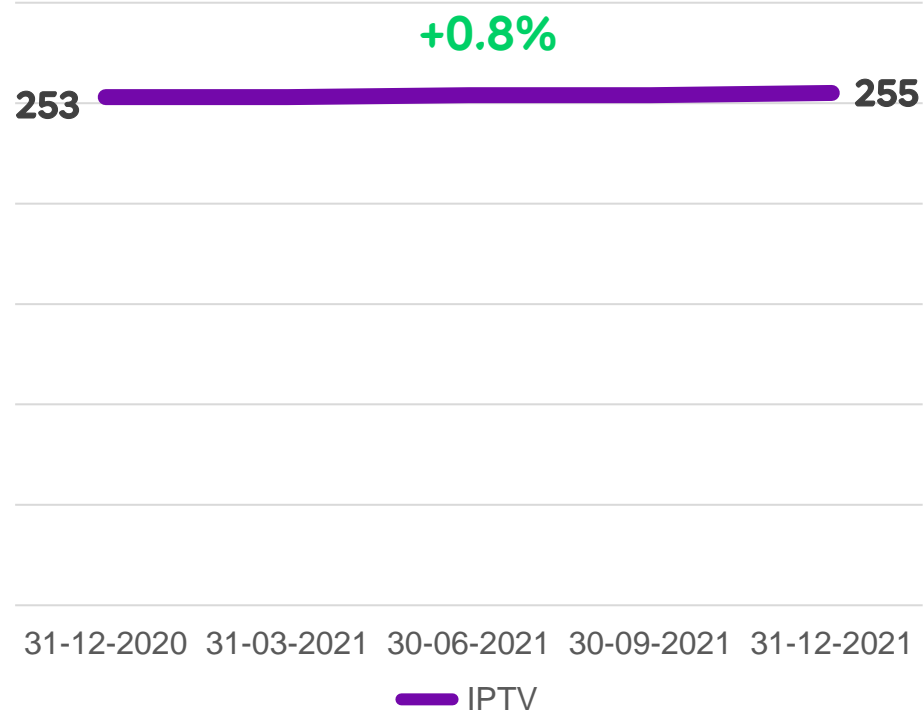


## Number of fixed telephone lines (thousand)

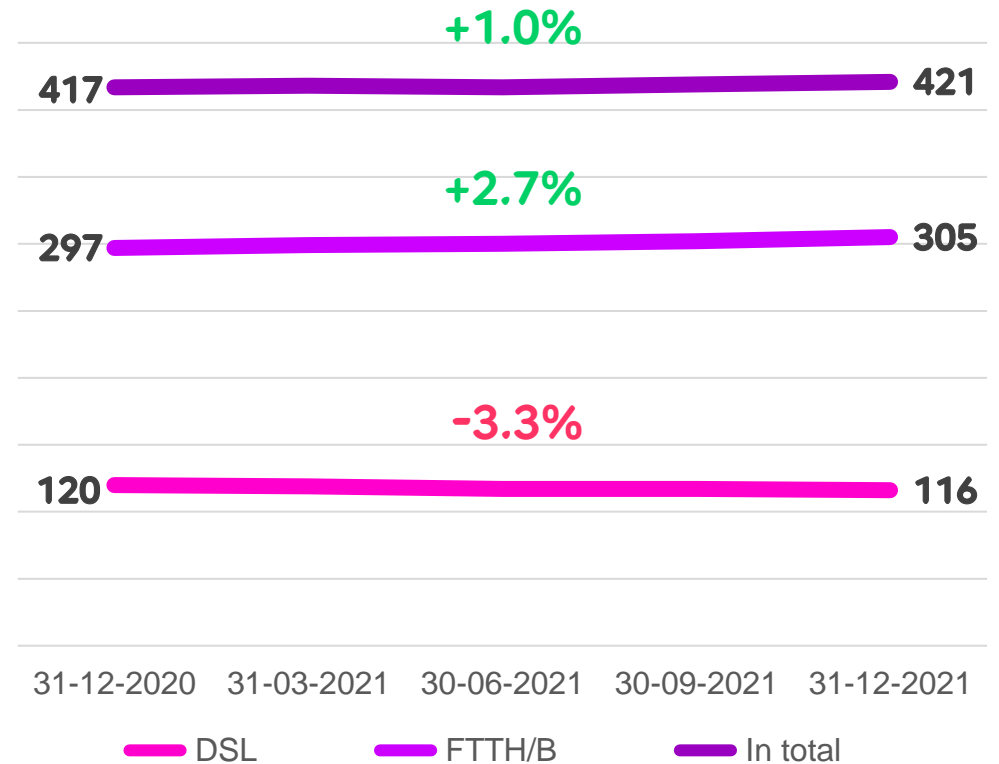


# NUMBER OF IPTV AND BROADBAND INTERNET USERS

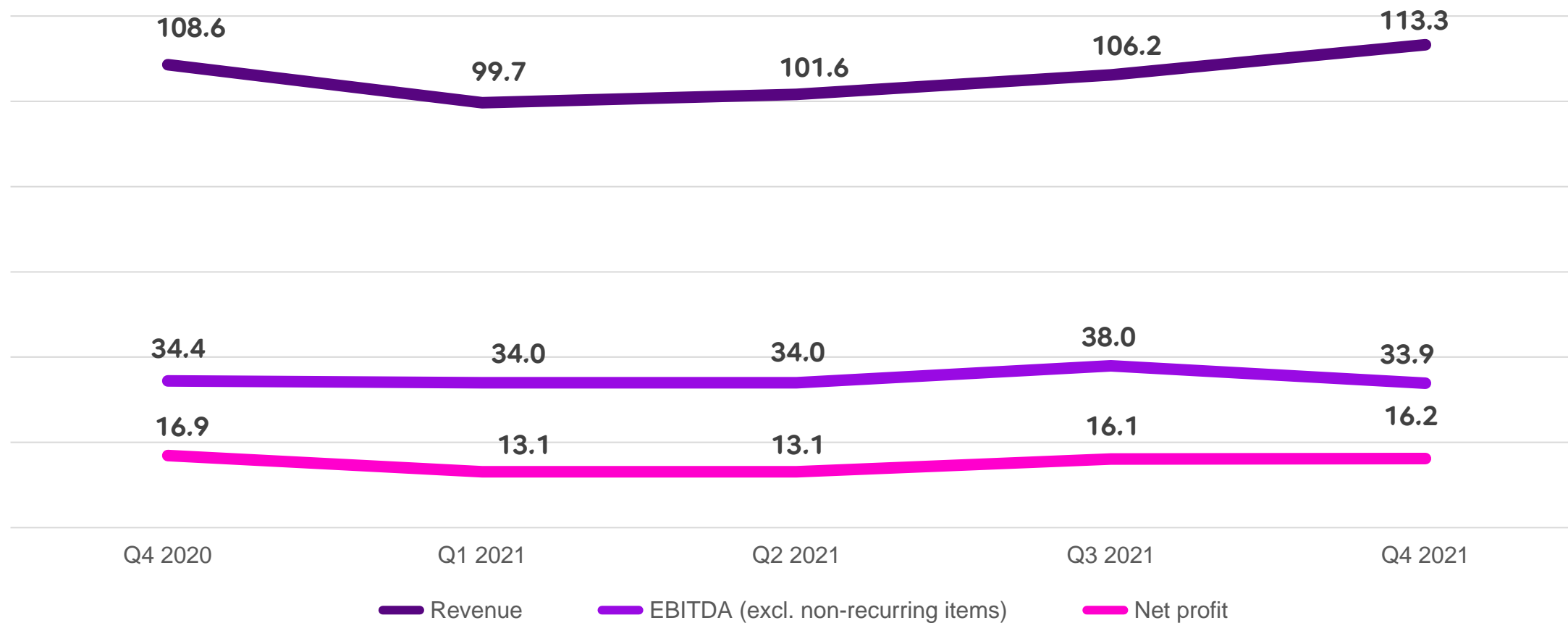
Number of TV service users (thousand)



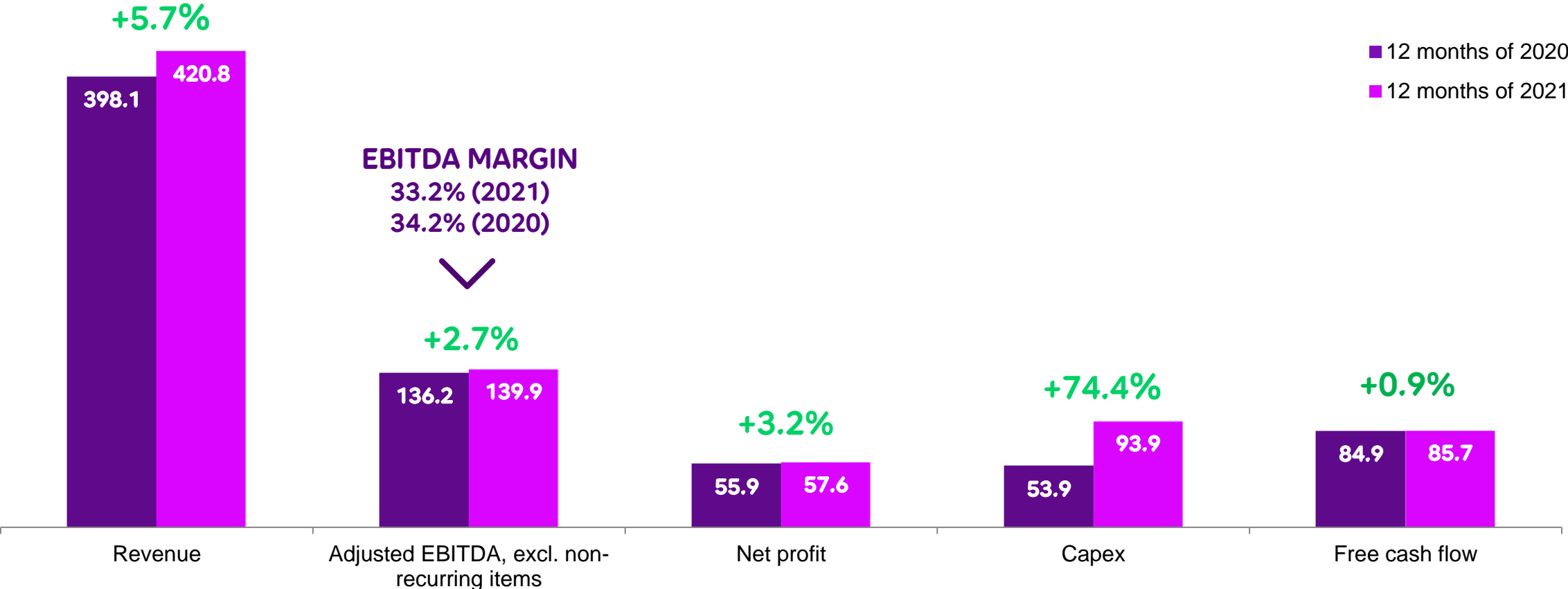
Number of broadband Internet users (thousand)



# REVENUE, EBITDA & NET PROFIT (MEUR)



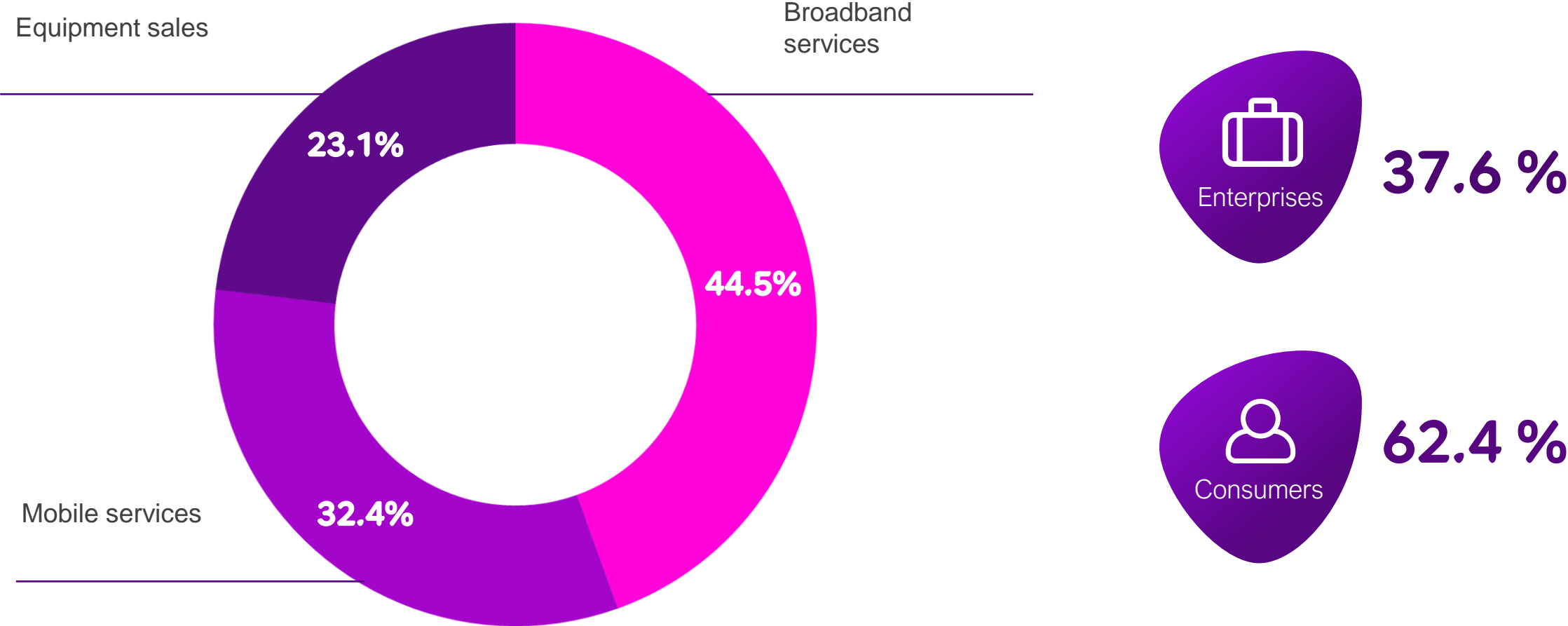
# DYNAMICS OF MAIN FINANCIAL INDICATORS (MEUR)



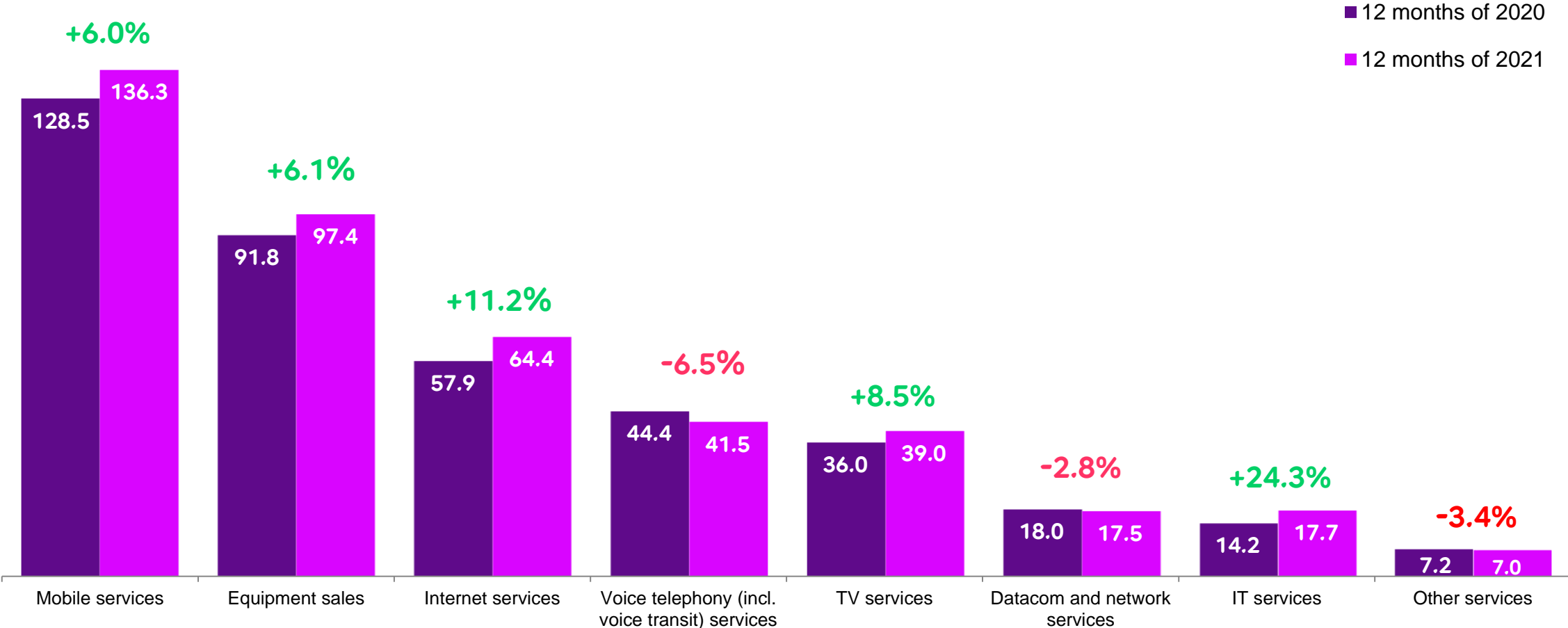
NOTE. During 2021, non-recurring redundancy charge amounted to EUR 858 thousand (EUR 1,321 thousand in 2020), other one-off expenses: EUR 943 thousand and non-recurring gain on sale of property: EUR 1,337 thousand



# REVENUE BREAKDOWN FOR 12 MONTHS OF 2021



# REVENUE BY SERVICES (MEUR)



# OPERATING EXPENSES (MEUR)



NOTE. During 2021, non-recurring redundancy charge amounted to EUR 858 thousand (EUR 1,321 thousand in 2020), other one-off expenses: EUR 943 thousand (none in 2020)

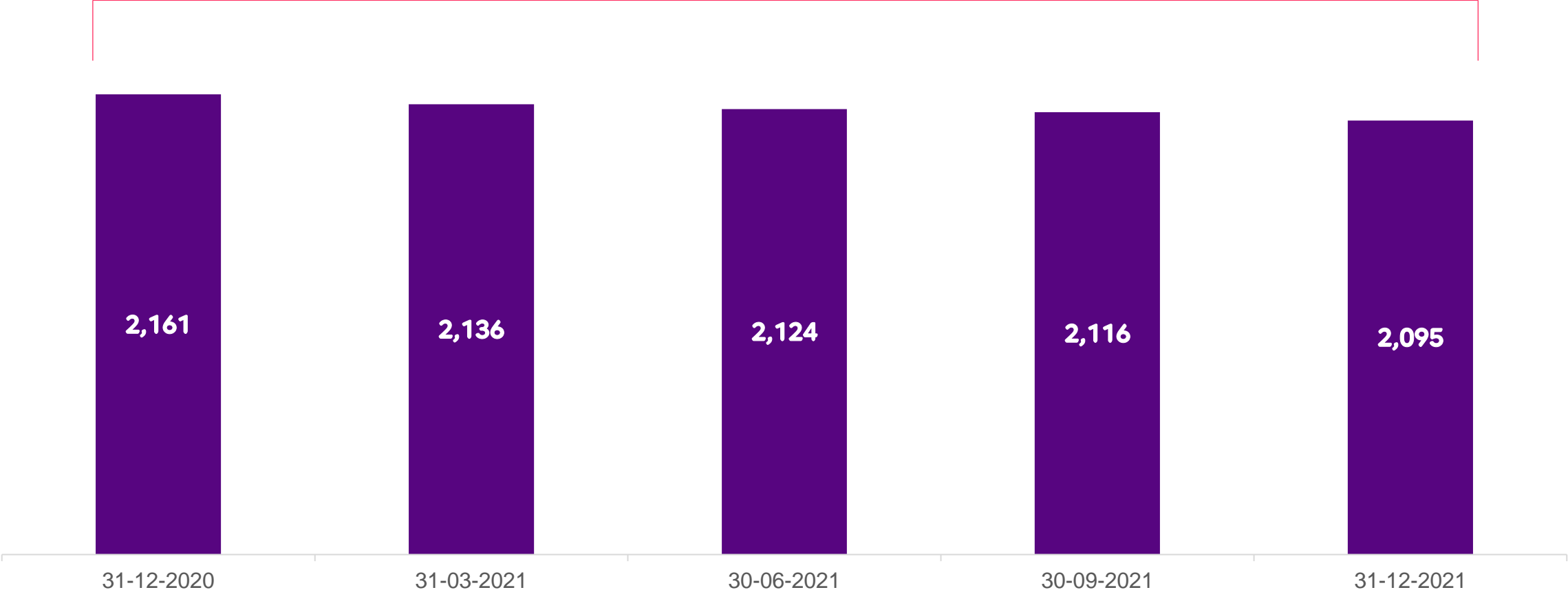
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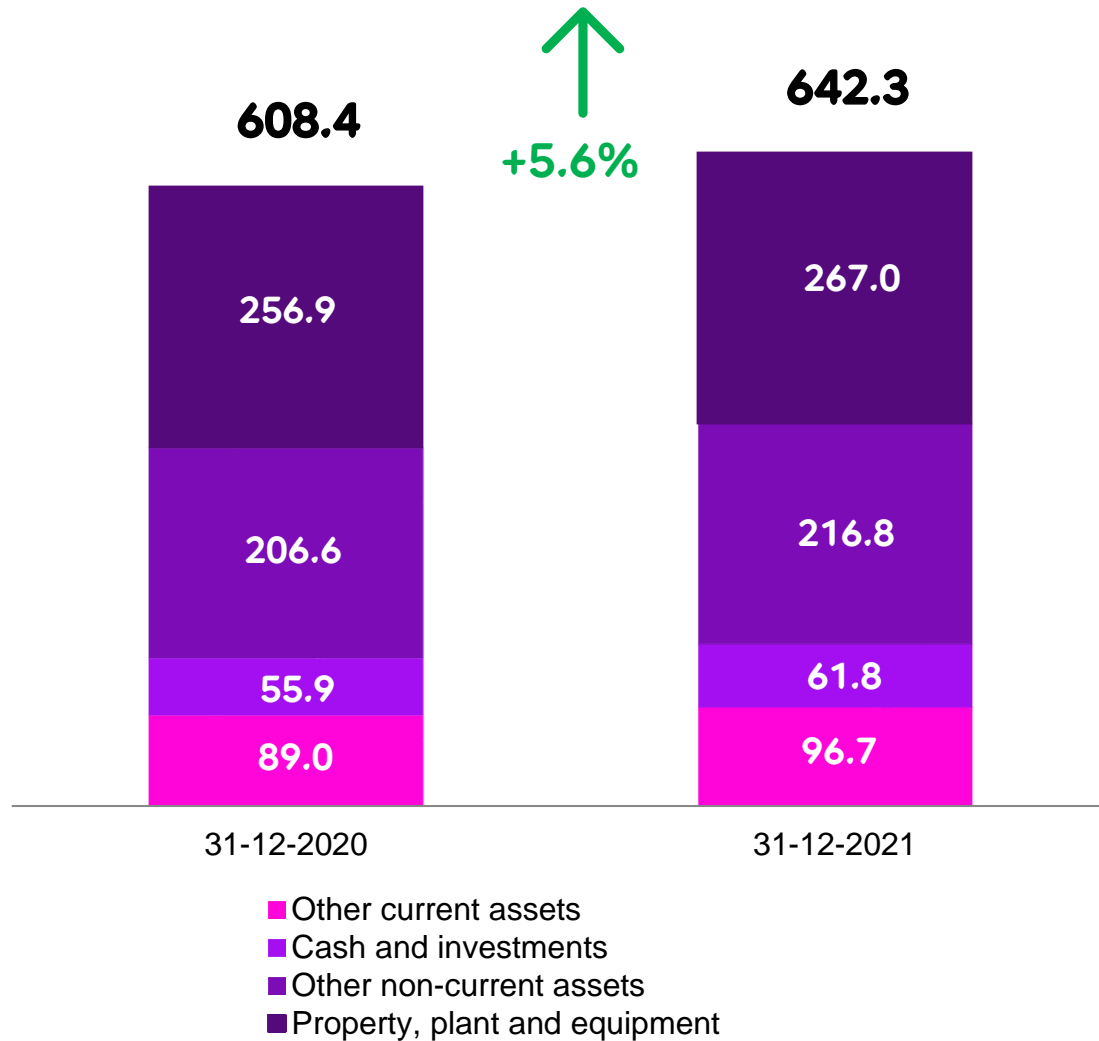


# NUMBER OF EMPLOYEES

↓  
-66



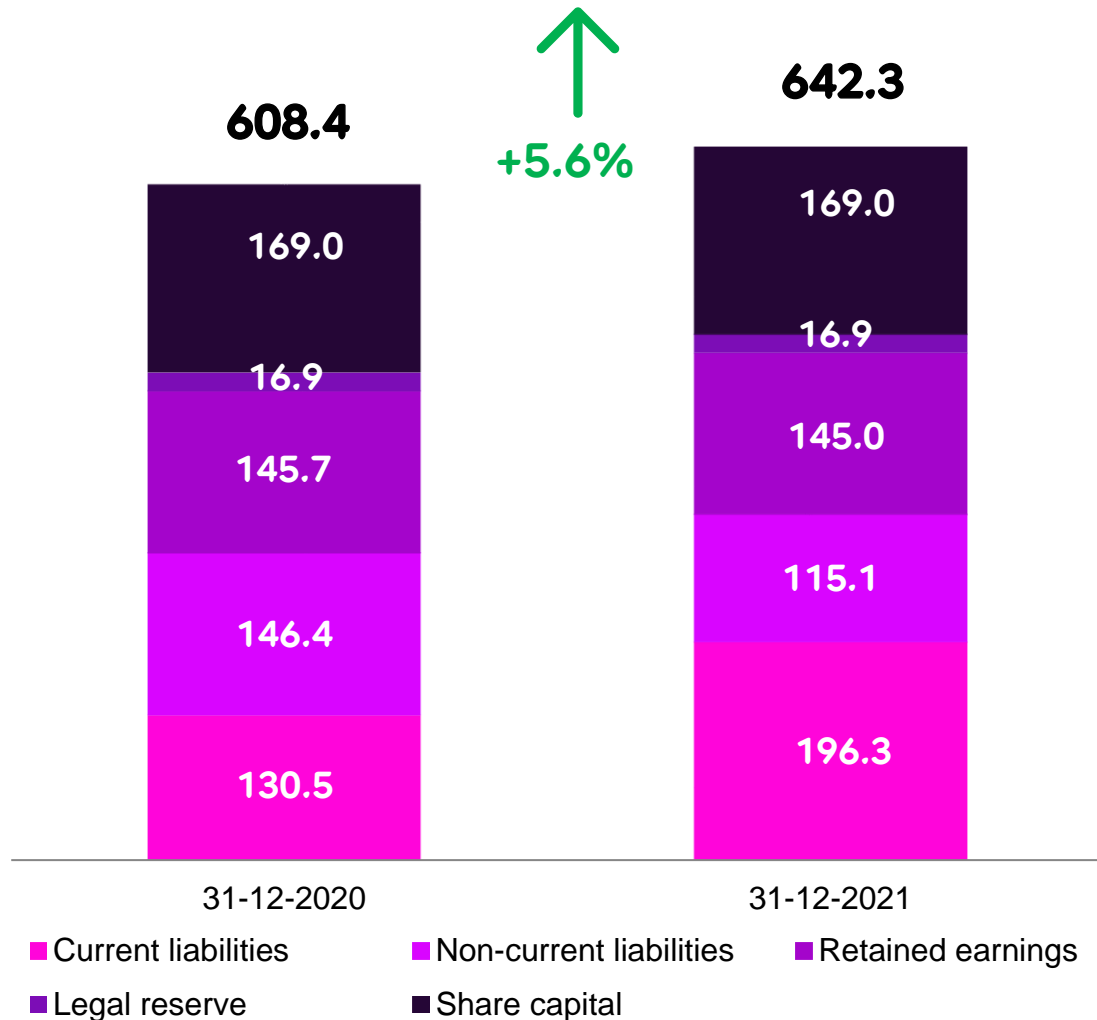
# ASSETS (MEUR)



- **Non-current assets** amounted to 75.3% of total assets as of 31 December 2021 (76.2% a year ago)
- **Cash** alone amounted to 9.6% (9.2%)
- **Return on capital employed:** 13.5% (15.1%)
- **Return on average assets:** 10% (11%)
- **Current ratio:** 78% (110.2%)



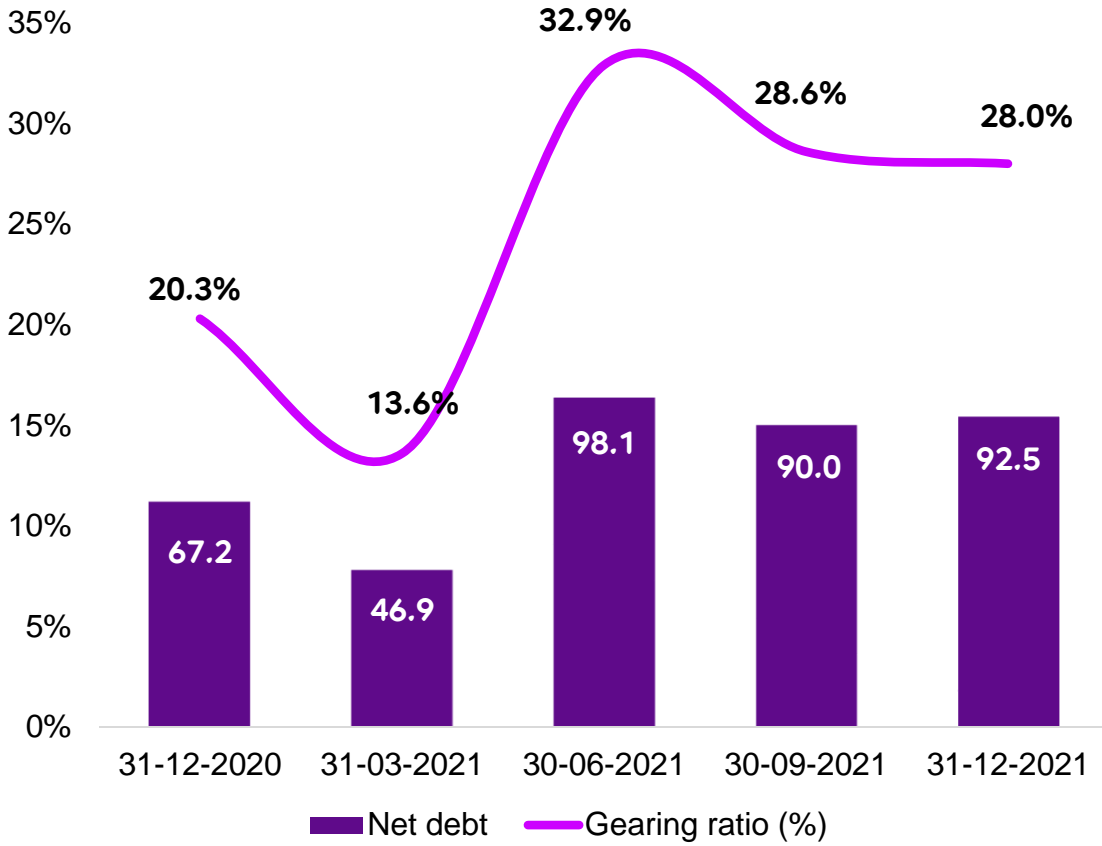
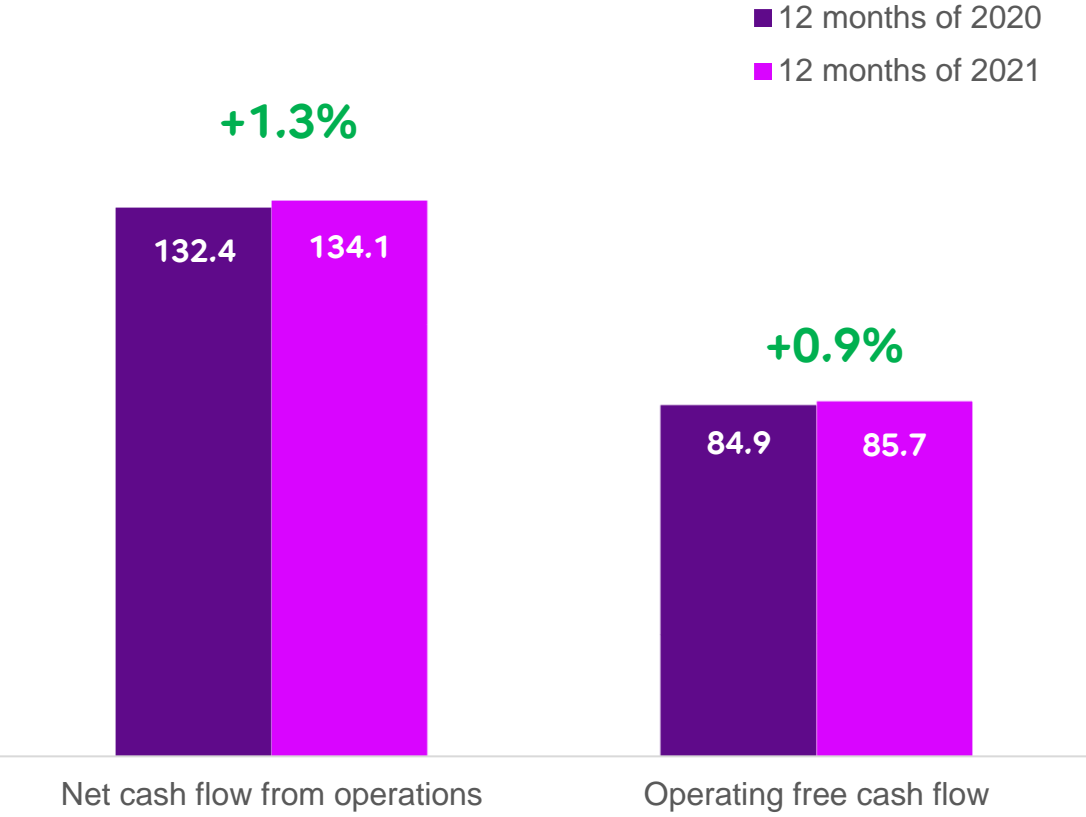
# EQUITY AND LIABILITIES (MEUR)



- As of 31 December 2021, shareholders' **equity** amounted to 51.5% of the total assets (54.5% a year ago)
- Total **borrowings** (31-12-2021) amounted to EUR 154.3 million: EUR 30 million – bank loan, EUR 123.7 million – vendor financing and EUR 0.6 – financial lease.
- **Gearing ratio**: 28% (20.3%)
- **Debt to equity**: 46.6% (37.1%)
- **Return on equity**: 17.9% (17.4%)
- **Net debt to EBITDA**: 0.66 (0.50)



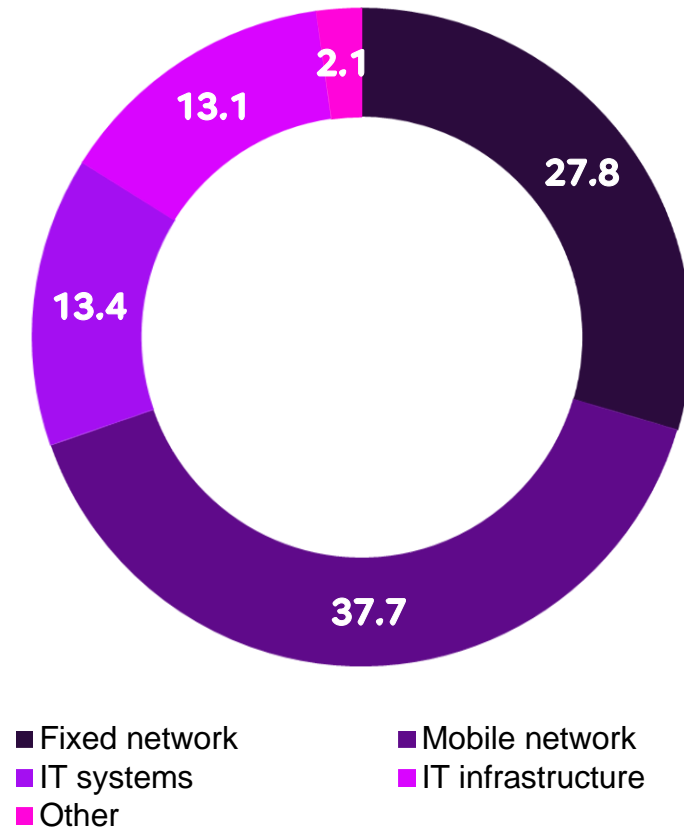
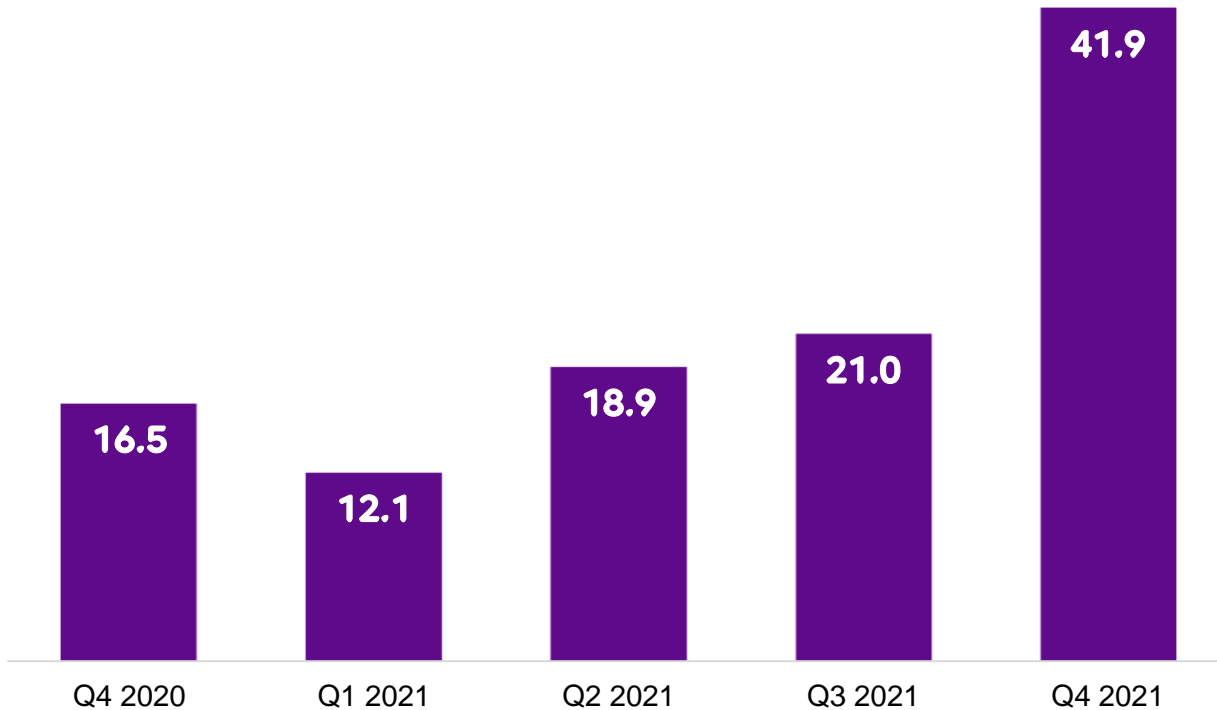
# CASH FLOW & NET DEBT (MEUR)



# CAPEX & CAPEX BREAKDOWN FOR 12 MONTHS OF 2021 (MEUR)

## Capex to Sales:

12 months of 2021: **22.3%**  
12 months of 2020: **13.5%**

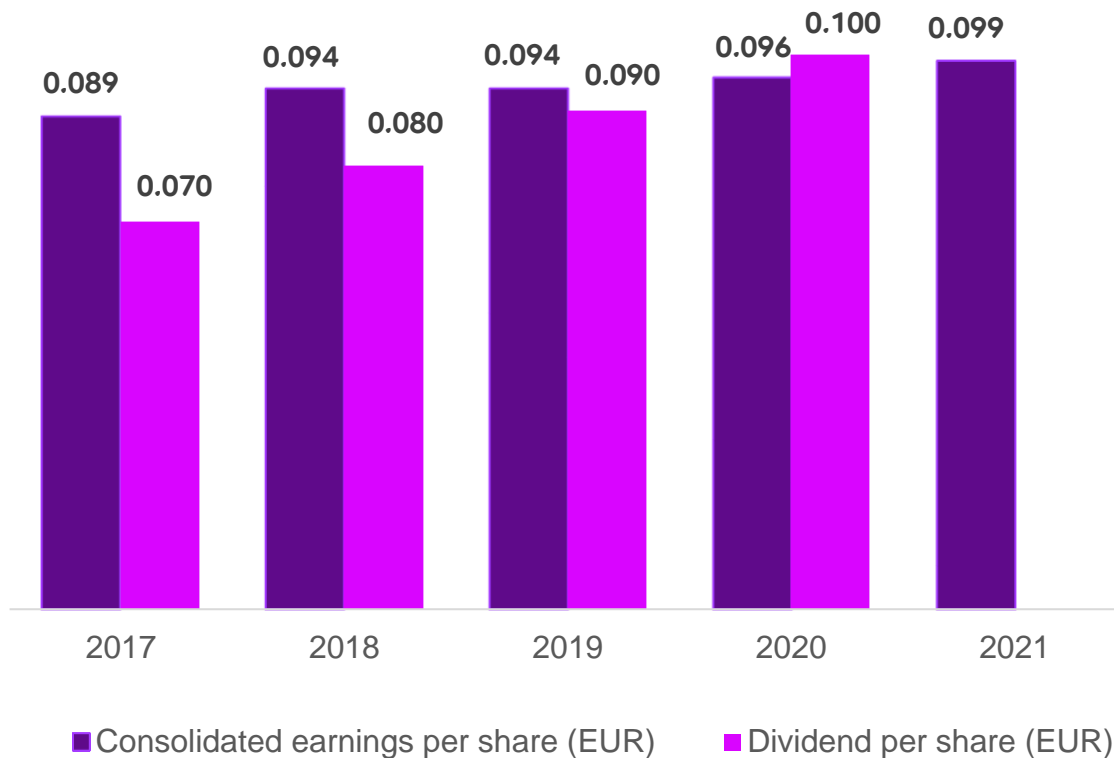


# DIVIDENDS

Dividend payout ratio:

2020: 104%

2019: 96%



- 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
- As of 31 December 2021, **retained earnings** of the Company amounted to **EUR 145 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 31-12-2021

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TELIA COMPANY AB

OTHER

**88.15%**

**11.85%**

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Part of shares and votes



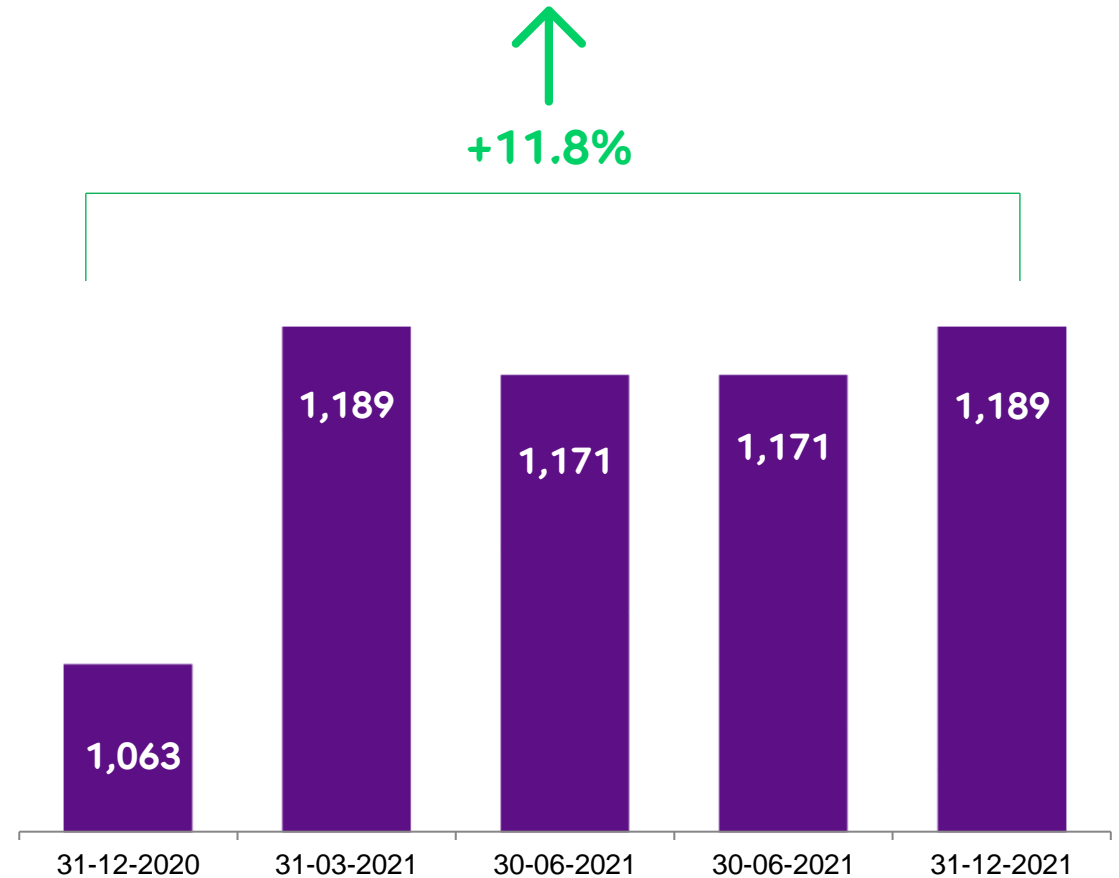


# SHARES

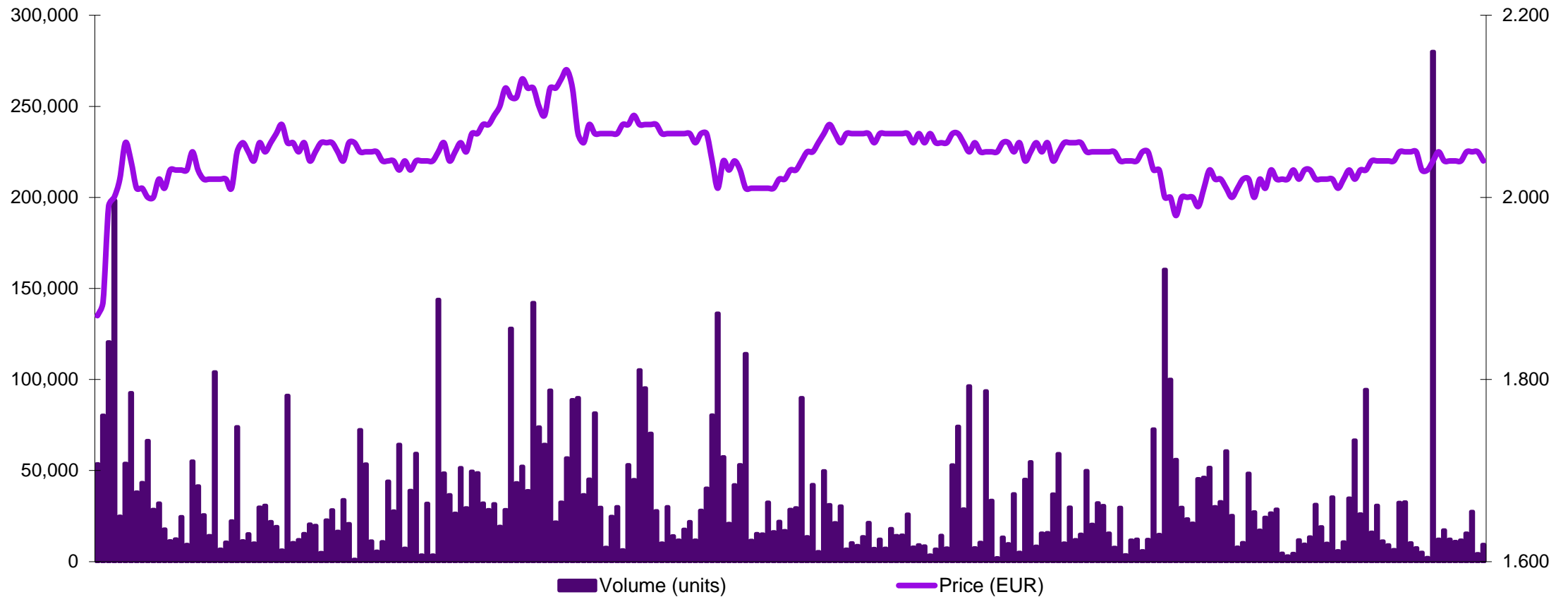
- Since June 2000, the Company's shares are listed on **Nasdaq Vilnius stock exchange** (ticker: TEL1L)
- Since January 2011, the Company's shares were included into the trading lists of a few German stock exchanges (ticker: ZWS)
- **Turnover** on Nasdaq Vilnius stock exchange during January-December 2021: 8.6 million of shares or EUR 17.5 million
- Share **price** on Nasdaq Vilnius:

01-01-2021	High	Low	31-12-2021
1.83 €	2.15 €	1.83 €	2.04 €

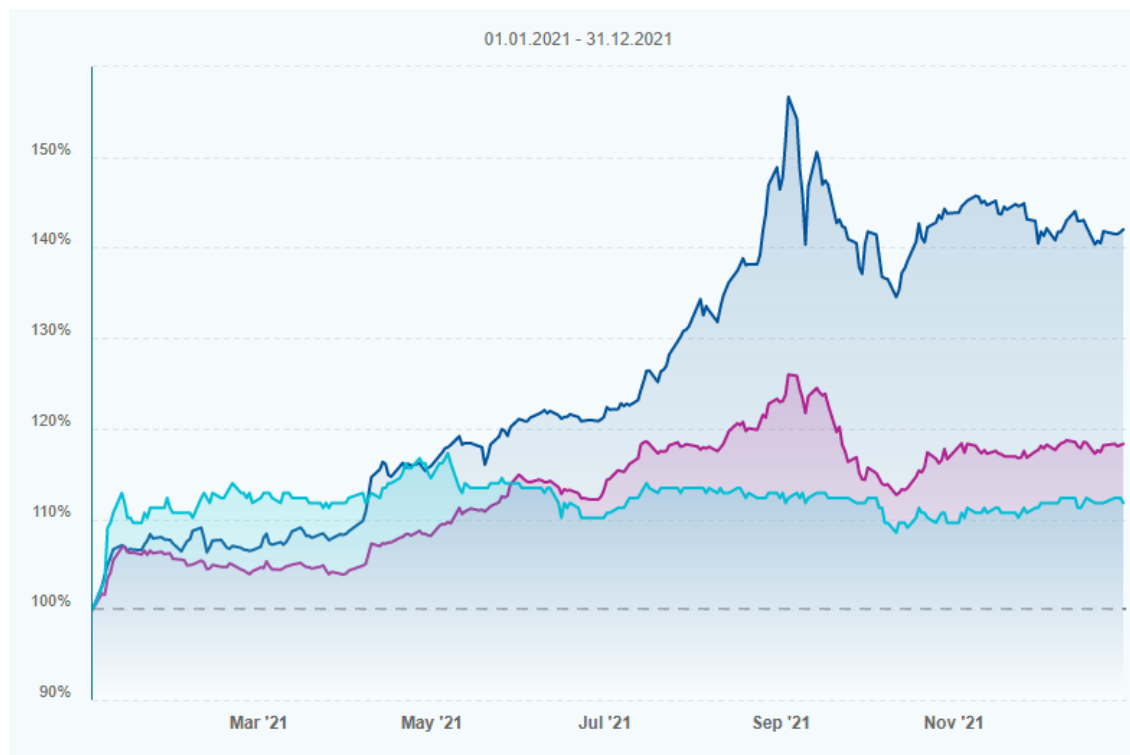
## Market capitalization (MEUR)



# 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 %
■	<b>1,104.74</b>	<b>1,568.82</b>	<b>+42.01</b>
■	<b>816.64</b>	<b>966.13</b>	<b>+18.31</b>
■	<b>1.82</b>	<b>2.04</b>	<b>+11.78</b>

■ OMX Baltic  
Benchmark GI

■ OMX Vilnius GI

■ TEL1L-  
Telia Lietuva

Source: Nasdaq Vilnius

P/E ratio: **20.6** (19.0 a year ago)



# 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.
- On 27 April 2021, shareholders **re-elected** Douglas Lubbe, Agneta Wallmark, Claes Nycander, Hannu-Matti Mäkinen and Mindaugas Glodas for a new 2-year term and elected 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 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



**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

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## ENVIRONMENTAL ACTION

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Climate & circularity



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## DIGITAL INCLUSION

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Quality of life & innovation



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## EMPOWERMENT

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Diversity & inclusion



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## RESPONSIBLE BUSINESS

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



# WE CONTINUE OUR SUSTAINABILITY JOURNEY

# DARING GOALS 2030



**ZERO CO<sub>2</sub>**

throughout the value chain



**ZERO WASTE**

circular economy in  
Telia's operations



**100% ACTION**

team effort





#IDOMIAU TIK  
GYVENIMAS

