

Interim results

3 months of 2024



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



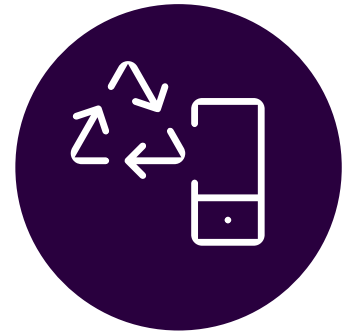
Customer care
24/7/365



Quality of
operations'
management
confirmed by
ISO certificates



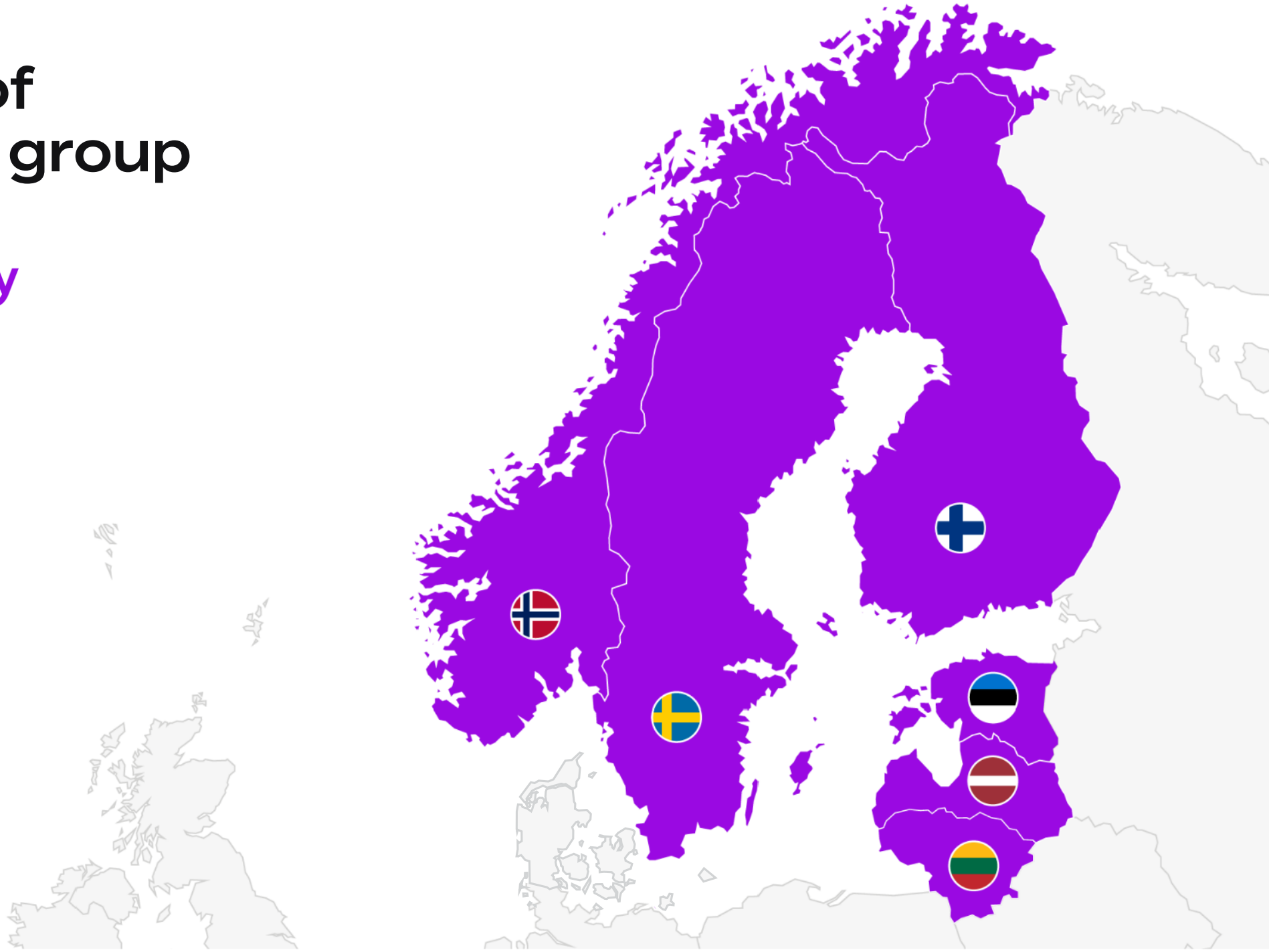
Team of 2,000
professionals



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 Q1 2024

#1

Service revenue increased by 4.6% fueled by continuous double-digit growth from billed mobile & IT services

#2

Adjusted EBITDA margin increase by 1.6 p.p. to 36.9% & net profit is up by 11.8%

#3

Telia Lietuva's 5G network covers 93-95% of Lithuania's territory (CRA data)

#4

Launched new pre-paid service Ežys and My Telia (for post-paid service) apps

#5

Completed upgrade of fiber optic backbone network (DWDM) & achieved 800 Gbps data speed between Vilnius and Kaunas

#6

Telia Lietuva is the first in Baltics to provide "Oracle Database as a Service" to B2B customers

#7

The Board proposed to pay-out EUR 0.09 dividend per share for the year 2023

#8

According to Sustainable Brand Index (STI) research Telia Lietuva is the most sustainable operator in Lithuania



Number of customers



1,626,000

of **mobile** service users



425,000

of **broadband Internet** connections



260,000

of **TV service** users



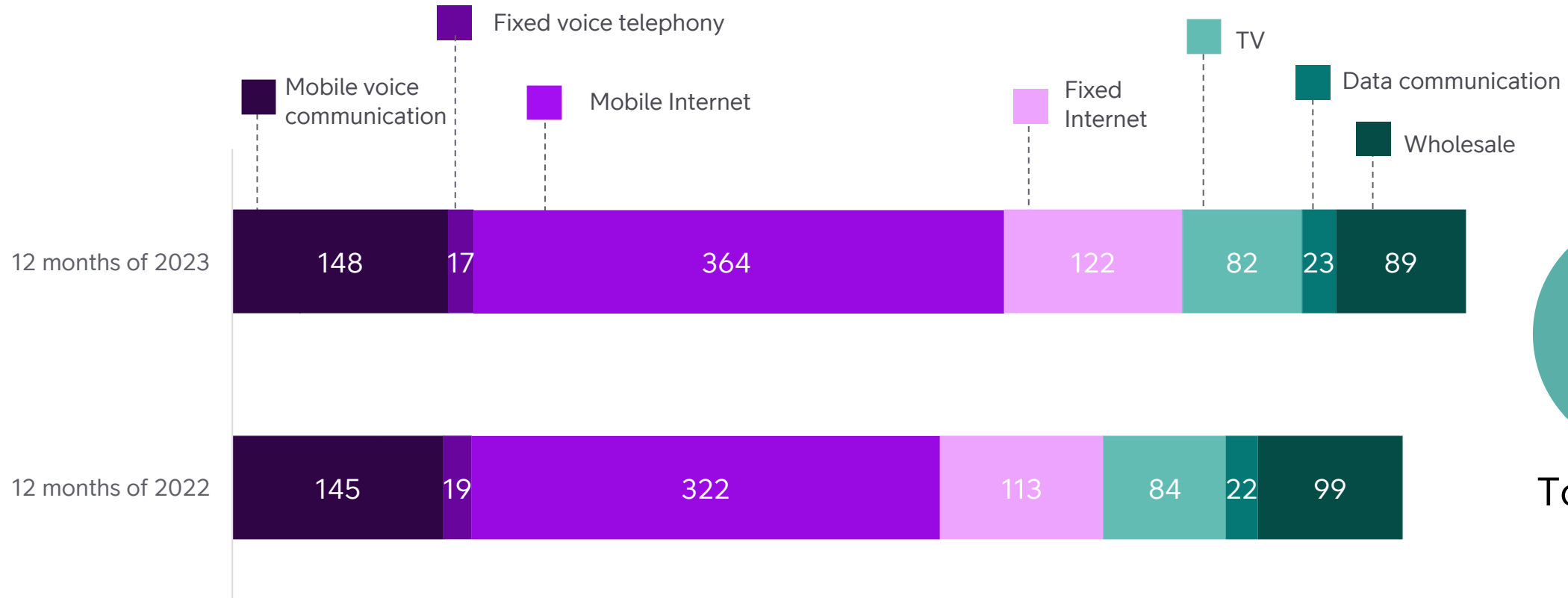
172,000

of **fixed telephone** lines in service



Telecommunications market of Lithuania

Internet drives telco market growth (mEur)

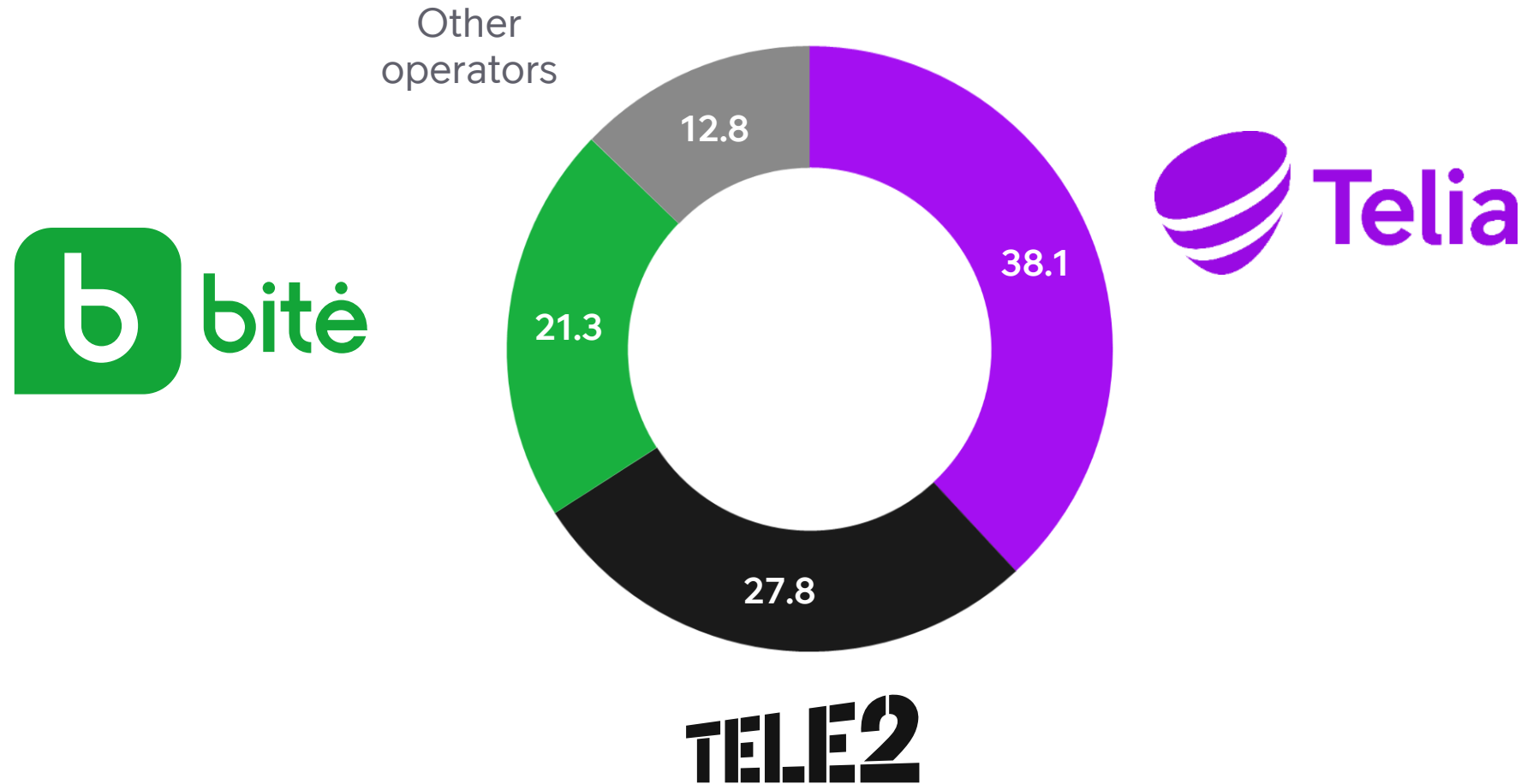


+5.4%
(y-o-y)

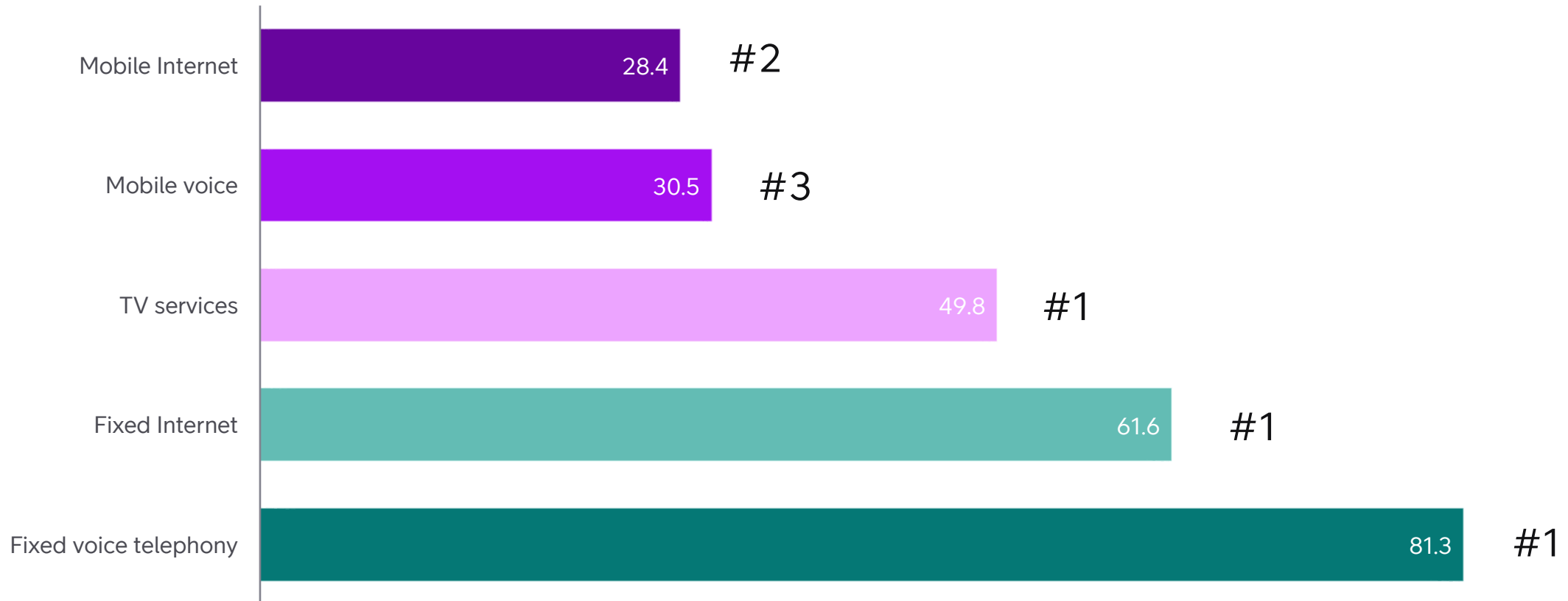
Total market



Breakdown of the telecommunications market revenue by operators for Q4 2023 (%)



Telia Lietuva market shares in terms of revenue for Q4 2023 (%)



Market: growing usage of mobile data



+21.7% (y-o-y)

Growing usage of
mobile data

(uploaded / downloaded
391,071 TB of data per quarter)



+0.5% (y-o-y)

Increased number of
FTTH/B connections

(accounts for **79.9%** of all
fixed Internet connections)



+2.1% (y-o-y)

Increased number of
IPTV users

(accounts for **54.1%** of all
pay-TV service users)



Market penetration



135.7

Mobile
communications
subscribers

(per 100 inhabitants)



13.7

Fixed
telephony
lines

(per 100 households)



53.6

Broadband
Internet
access

(per 100 households)



40.3

Pay-TV
subscribers

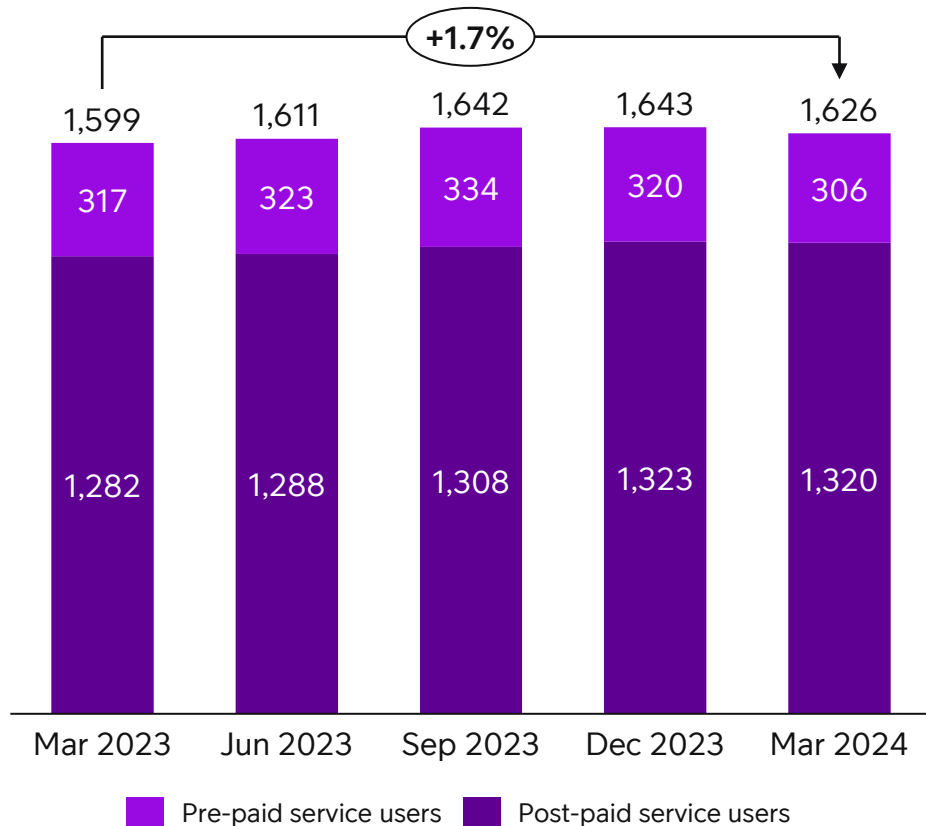
(per 100 households)



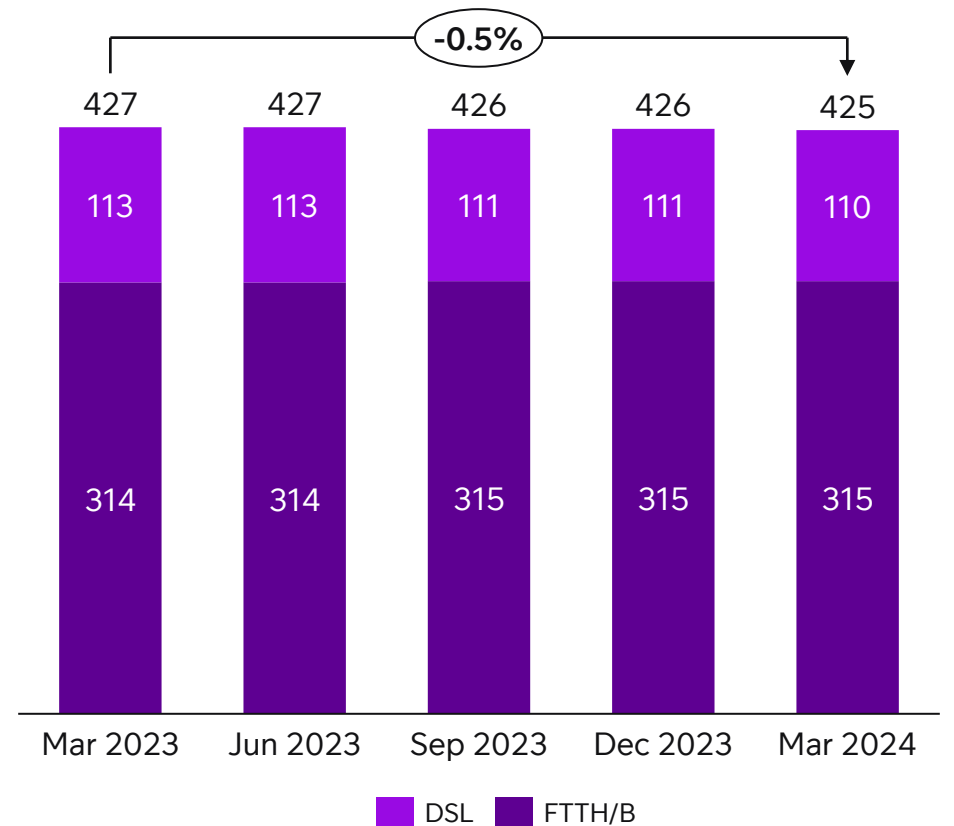
Operating and financial results

Number of mobile and broadband service users

Mobile communication users (thousands)

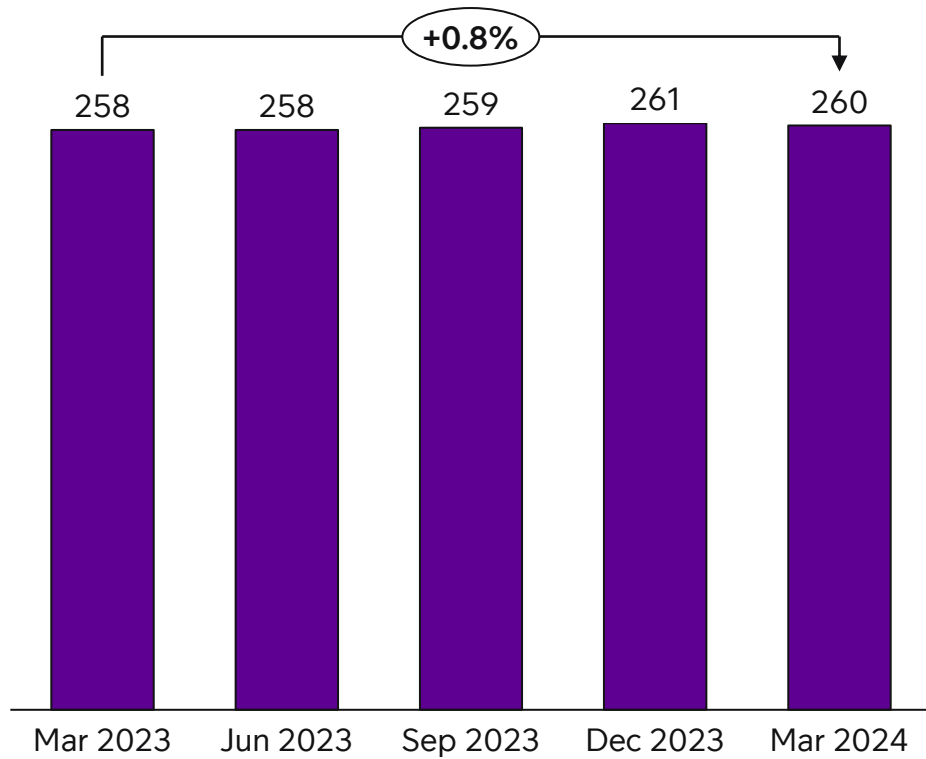


Broadband Internet connections (thousands)

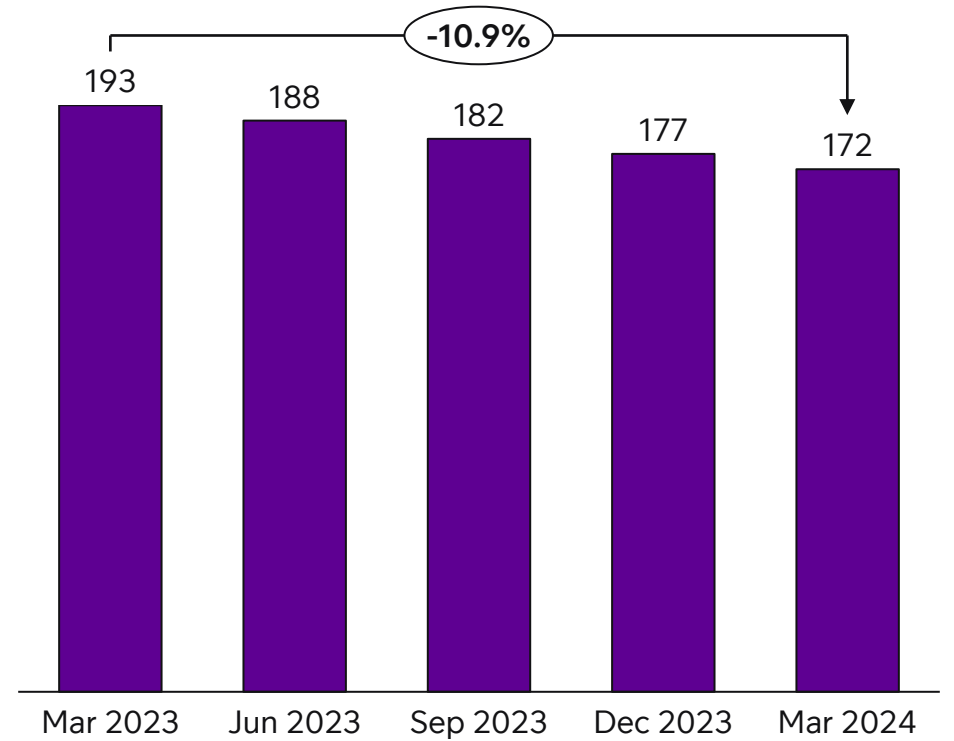


Number of TV and fixed voice service users

TV service users (thousands)

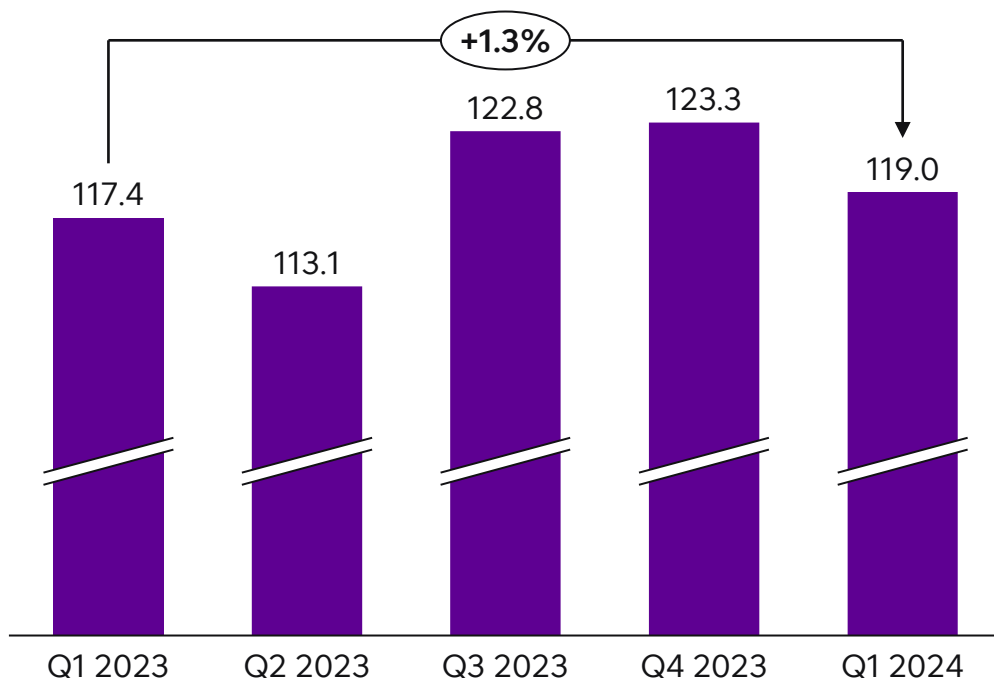


Fixed telephone lines (thousands)

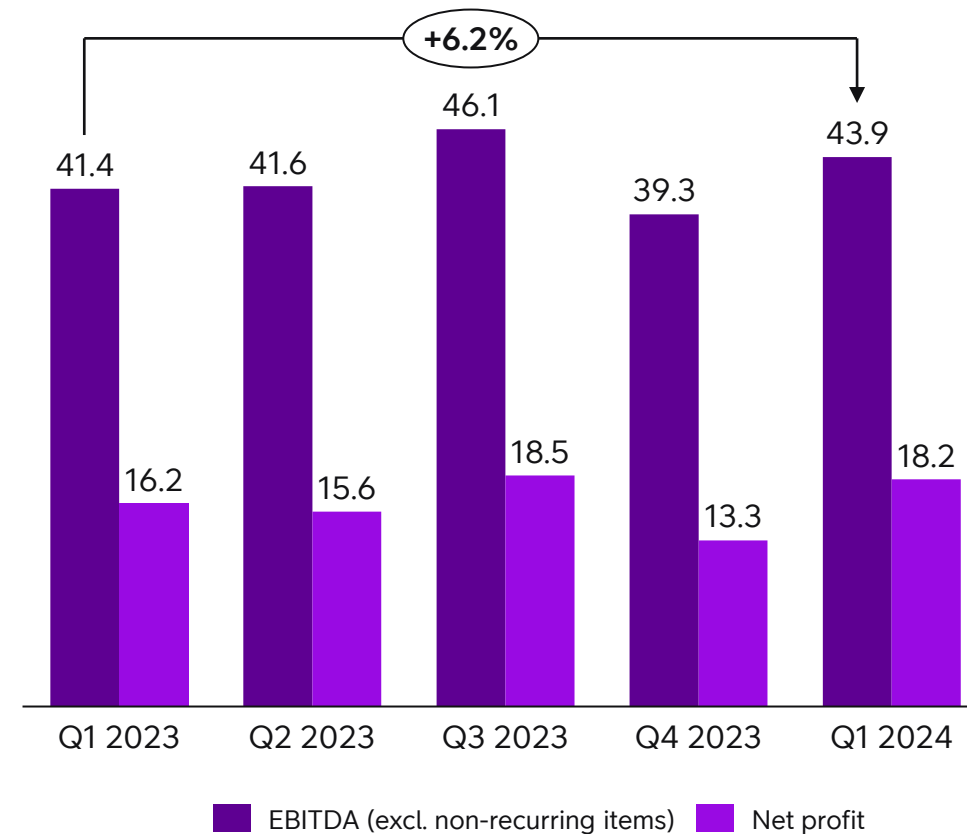


Revenue & Earnings (mEUR)

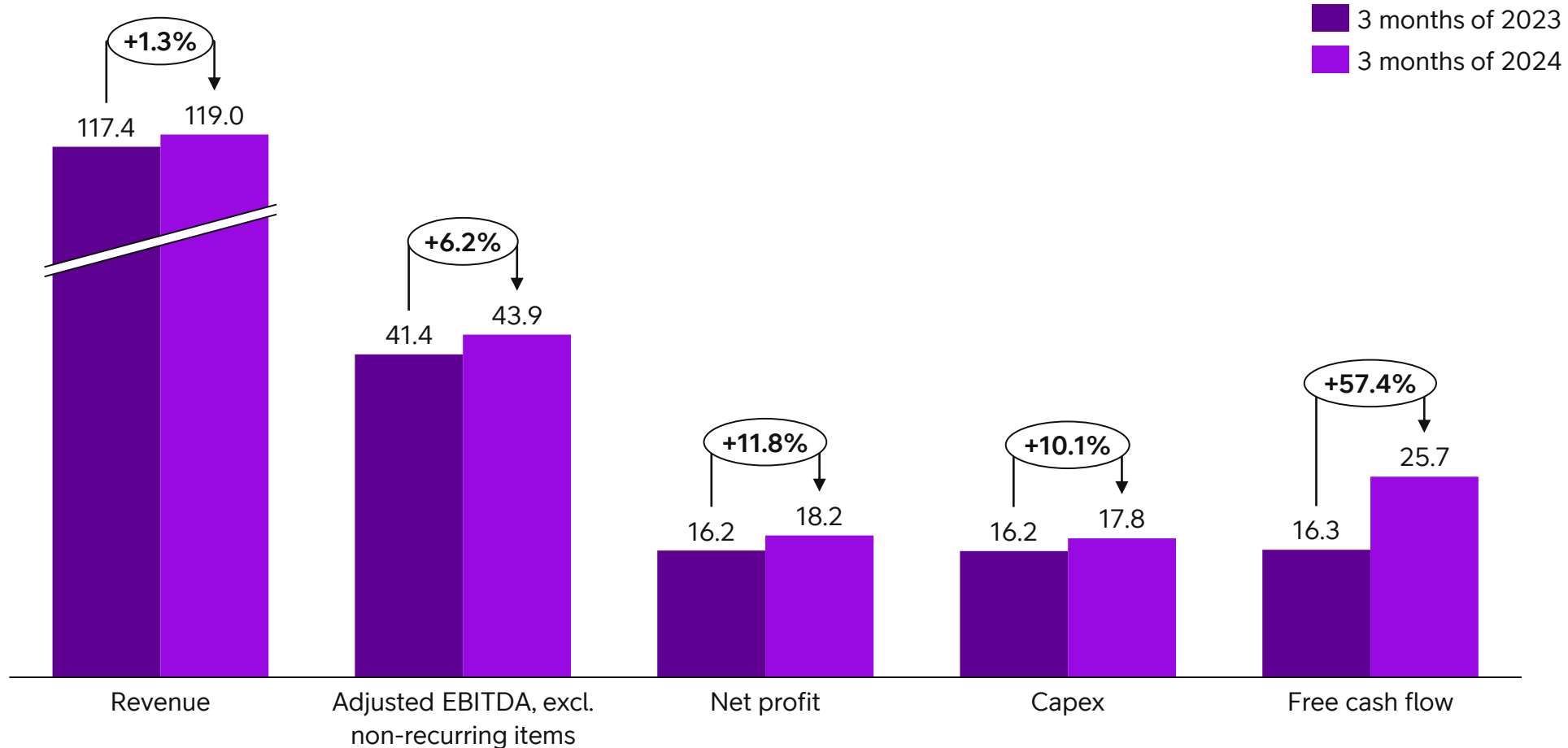
Revenue



EBITDA & Net profit



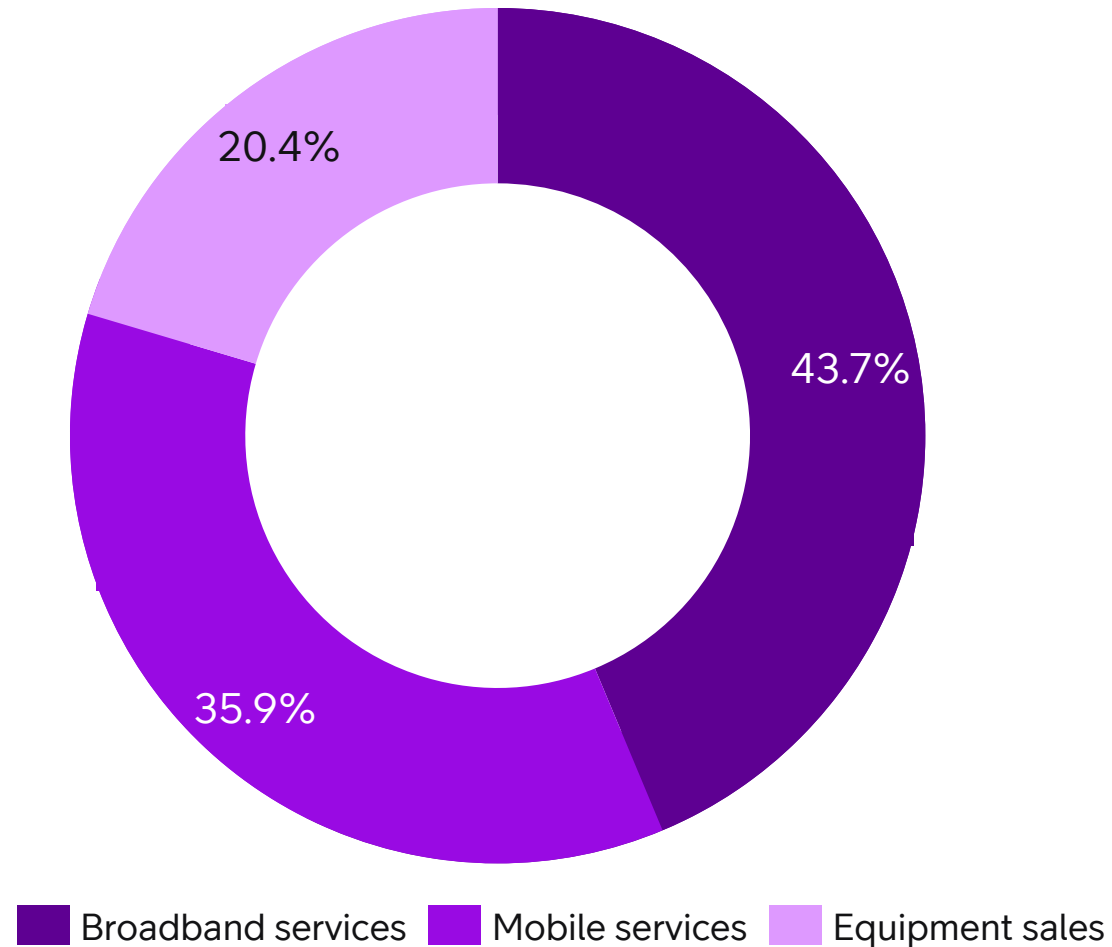
Dynamics of main financial indicators (mEur)



NOTE. Non-recurring items for 3 months of 2024 were comprised of one-off redundancy pay-outs of EUR 297 thousand (2023: EUR 313 thousand), other non-recurring expenses EUR 405 thousand (2023: EUR 426 thousand) and gain of EUR 140 thousand (loss of EUR 132 thousand) from sale of property.



Revenue breakdown for 3 months of 2024



36.5%

Enterprises

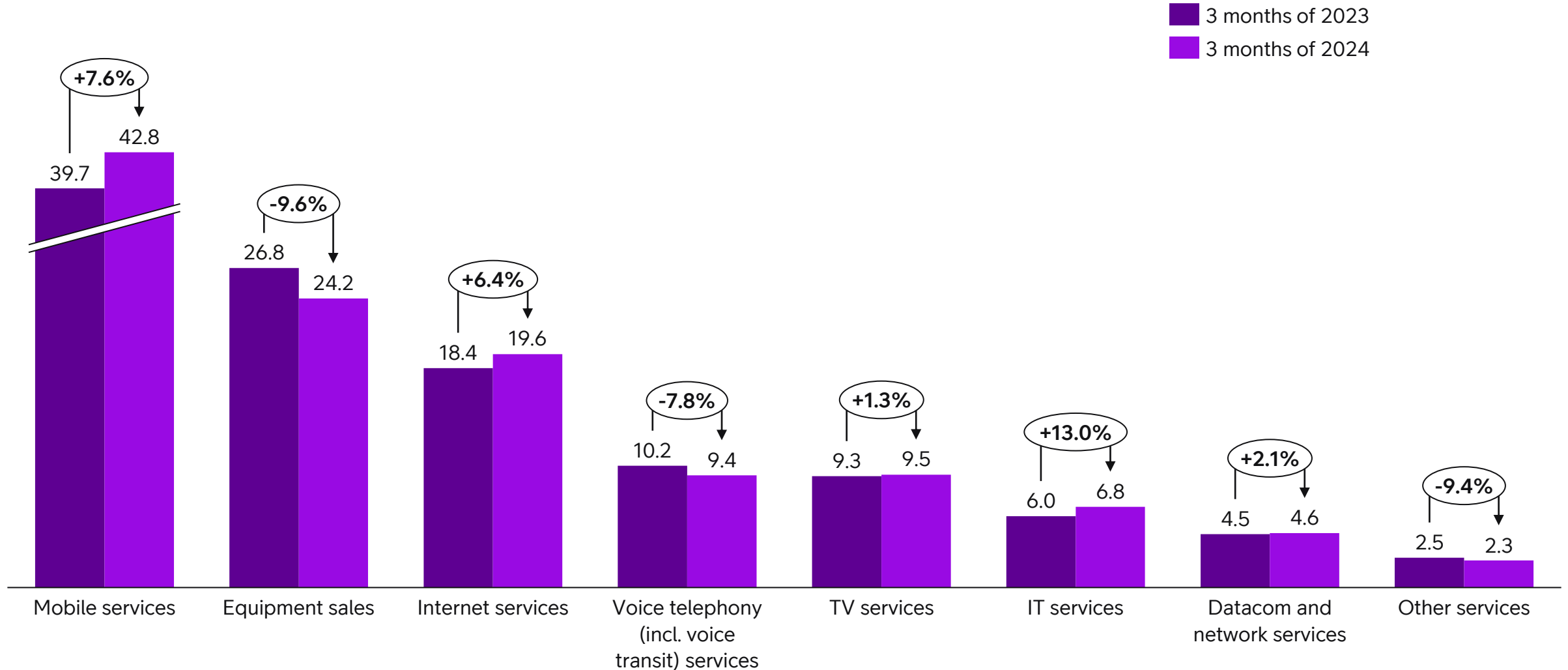


63.5%

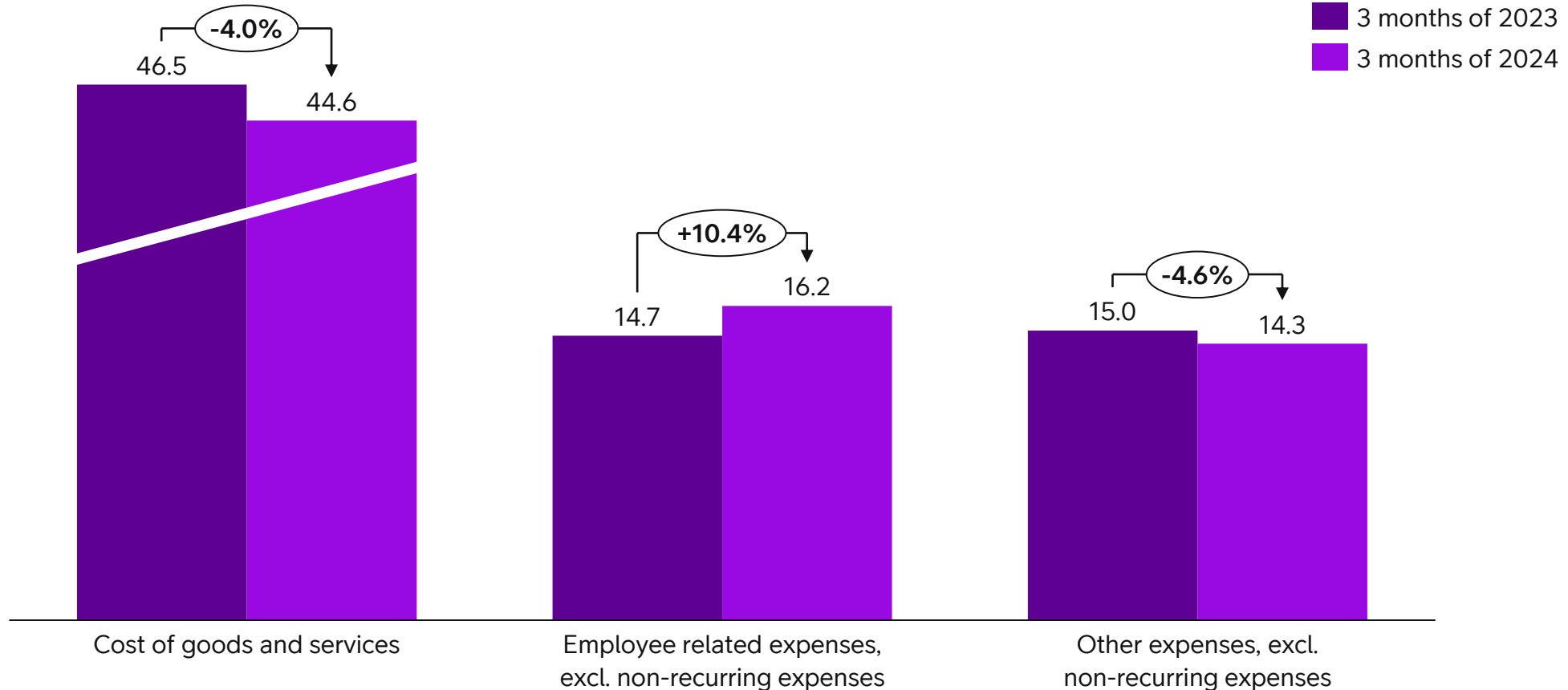
Consumers



Revenue by services (mEur)



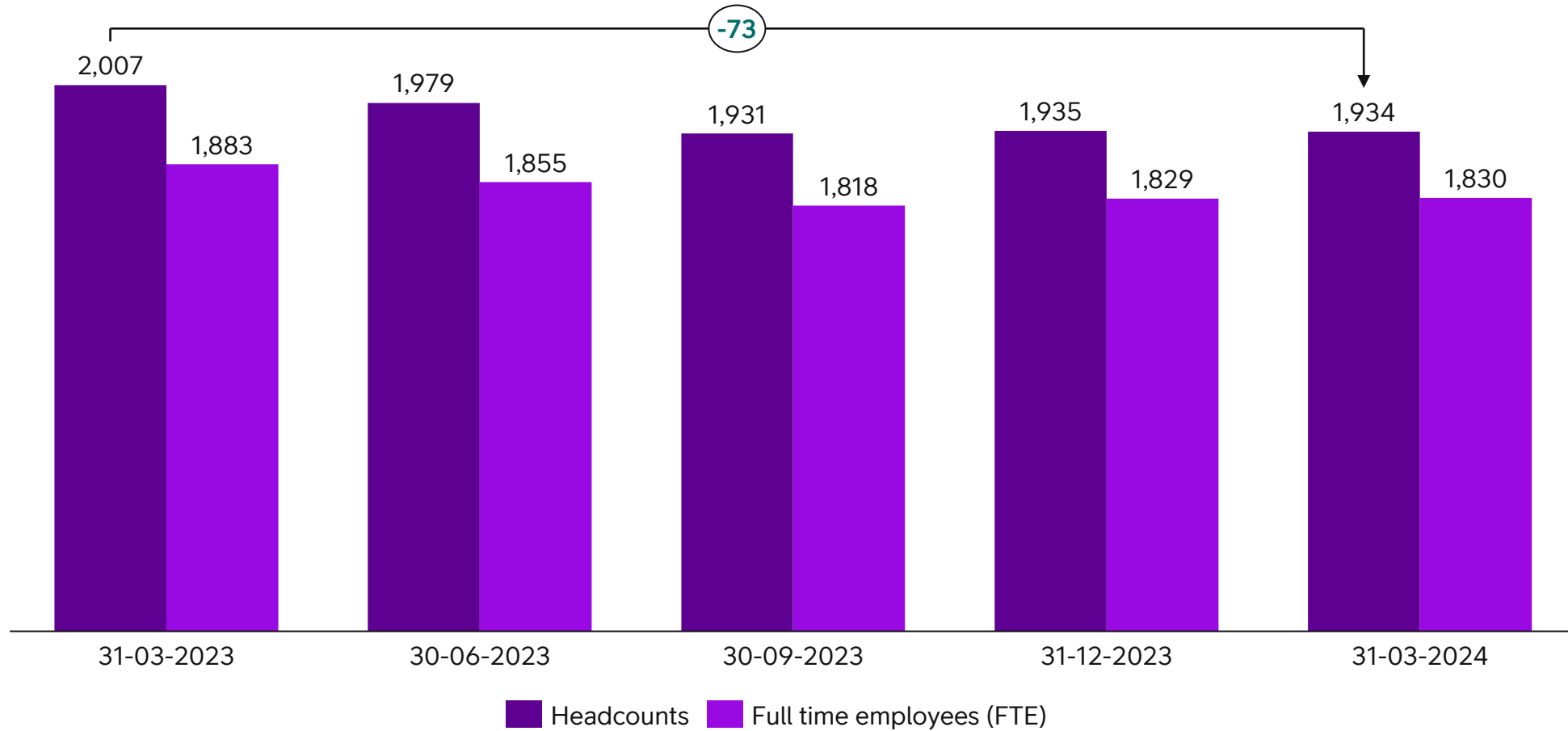
Operating expenses (mEur)



NOTE. Non-recurring items for 3 months of 2024 were comprised of one-off redundancy pay-outs of EUR 297 thousand (2023: EUR 313 thousand) and other non-recurring expenses EUR 405 thousand (2023: EUR 426 thousand)

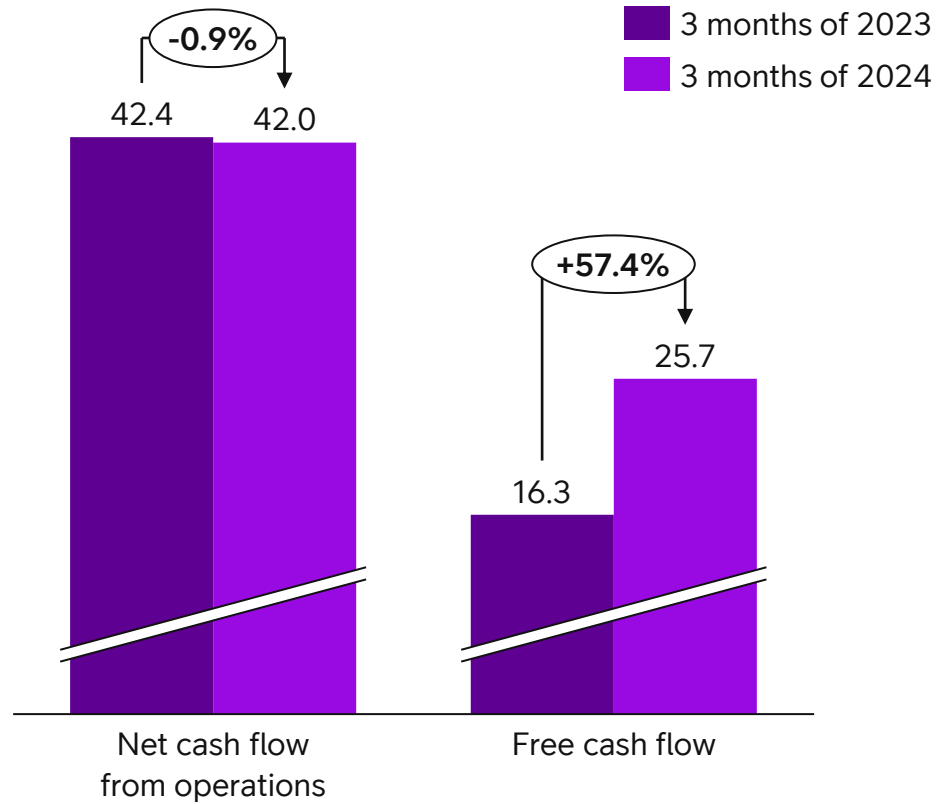


Number of employees

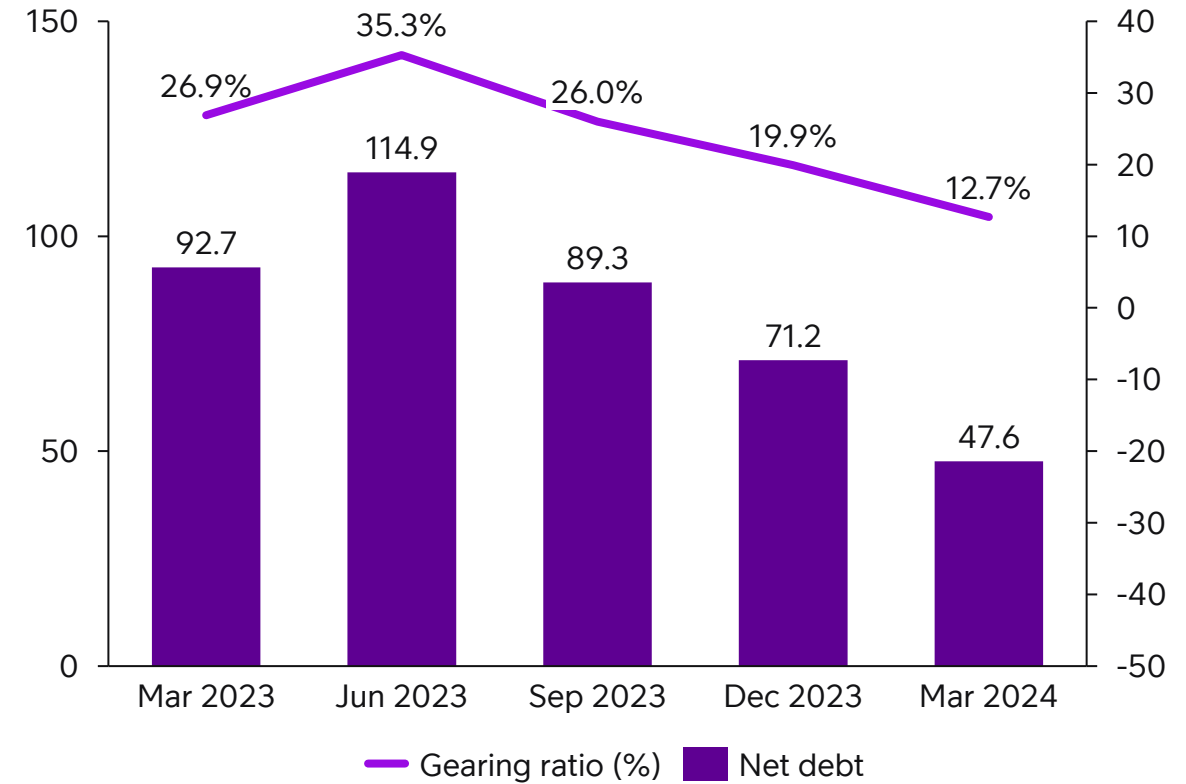


Cash flow & Net debt (mEur)

Cash flow

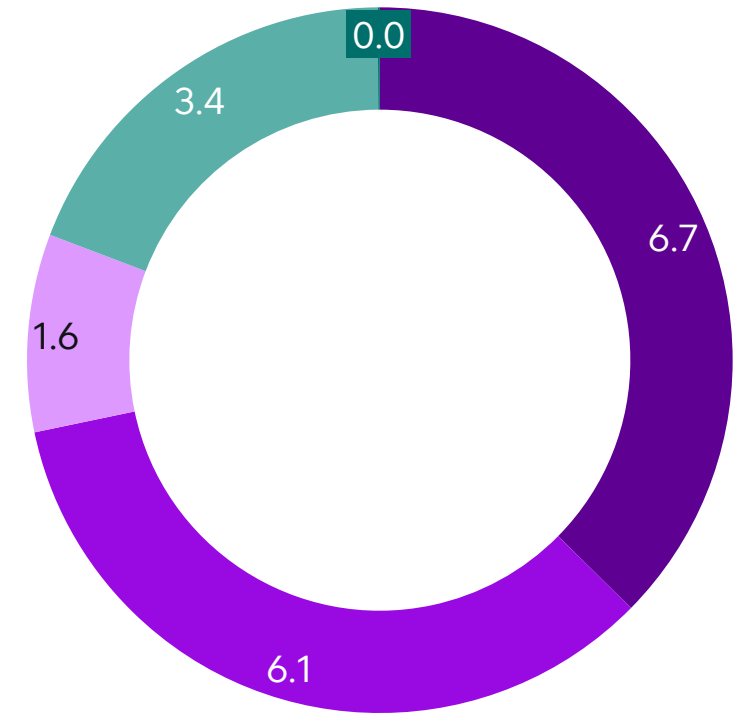
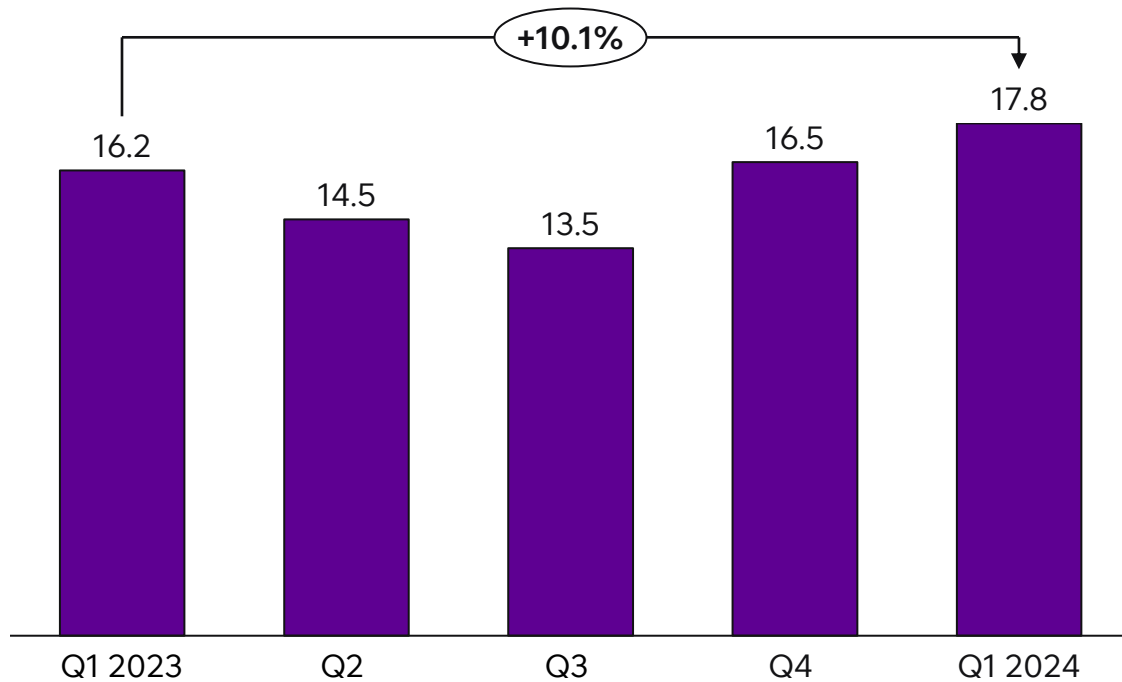


Net debt & Gearing ratio



CAPEX & its breakdown for 3 months of 2024 (mEur)

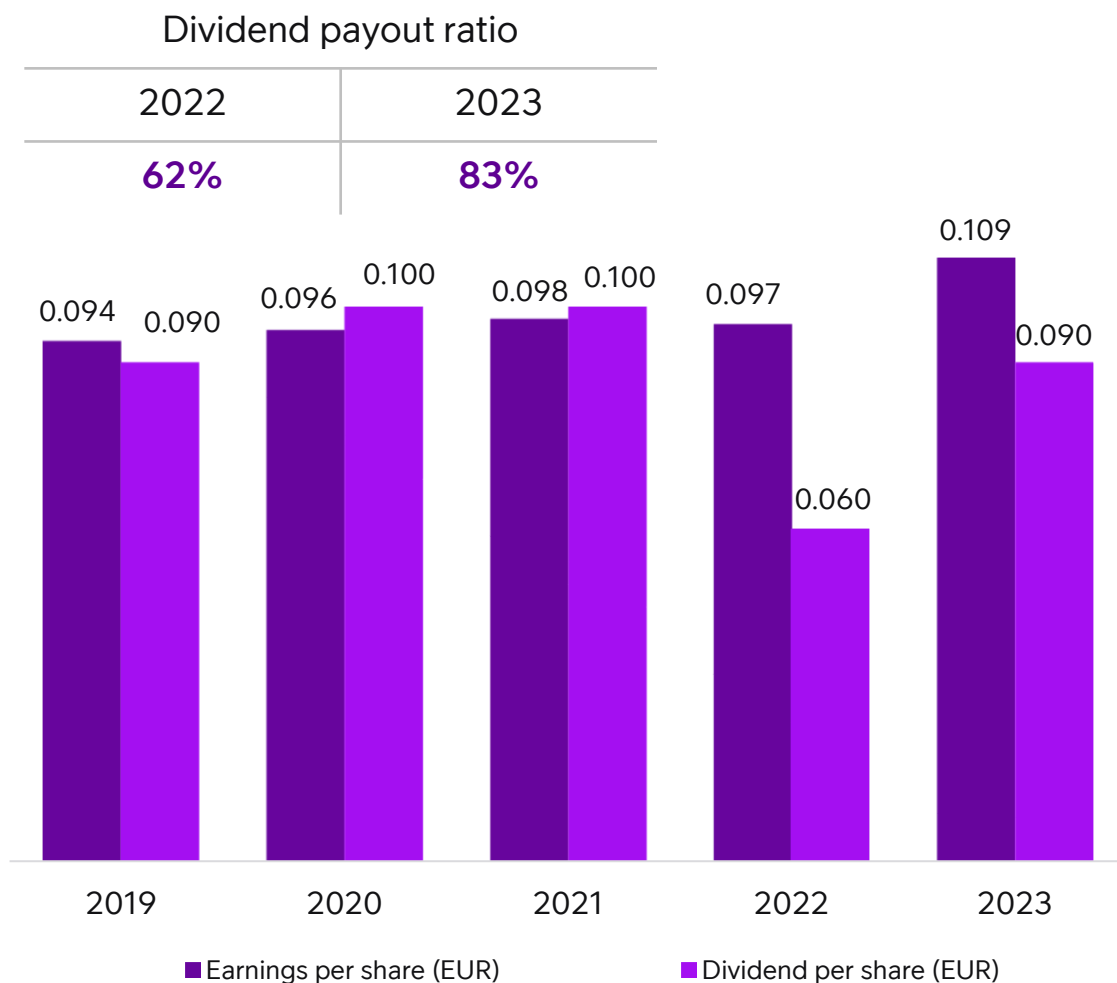
Capex to Sales	
Q1 2023	Q1 2024
13.8%	15.0%



- Fixed network
- Mobile network
- IT systems
- Transformation
- Other



Dividends



NOTE. Financial data for the years 2019-2020 is consolidated, for the year 2021-2023 – standalone

- The revised 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 to the Annual General Meeting of shareholders to be held on 26 April 2024 to approved pay-out of **EUR 52.4 million** (EUR 0.09 per share) **of dividends** for the year 2023



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 14.9 thousand**

Shareholders

as of 31-03-2024

Telia Company AB

Other

88.15%

11.85%

Part of shares and votes

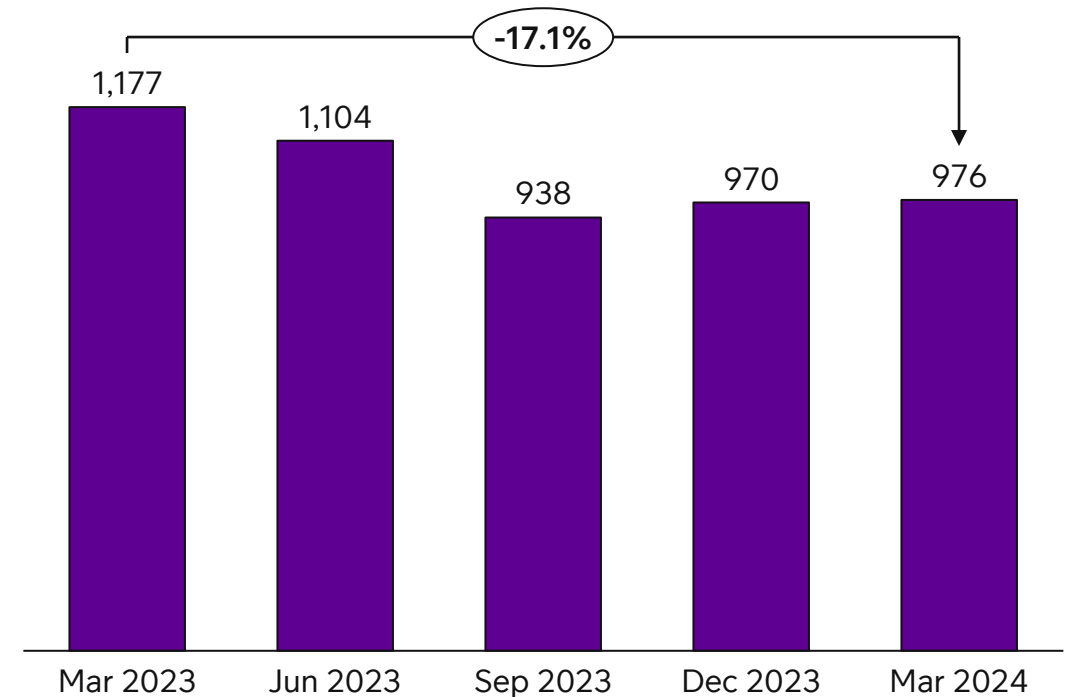


Shares

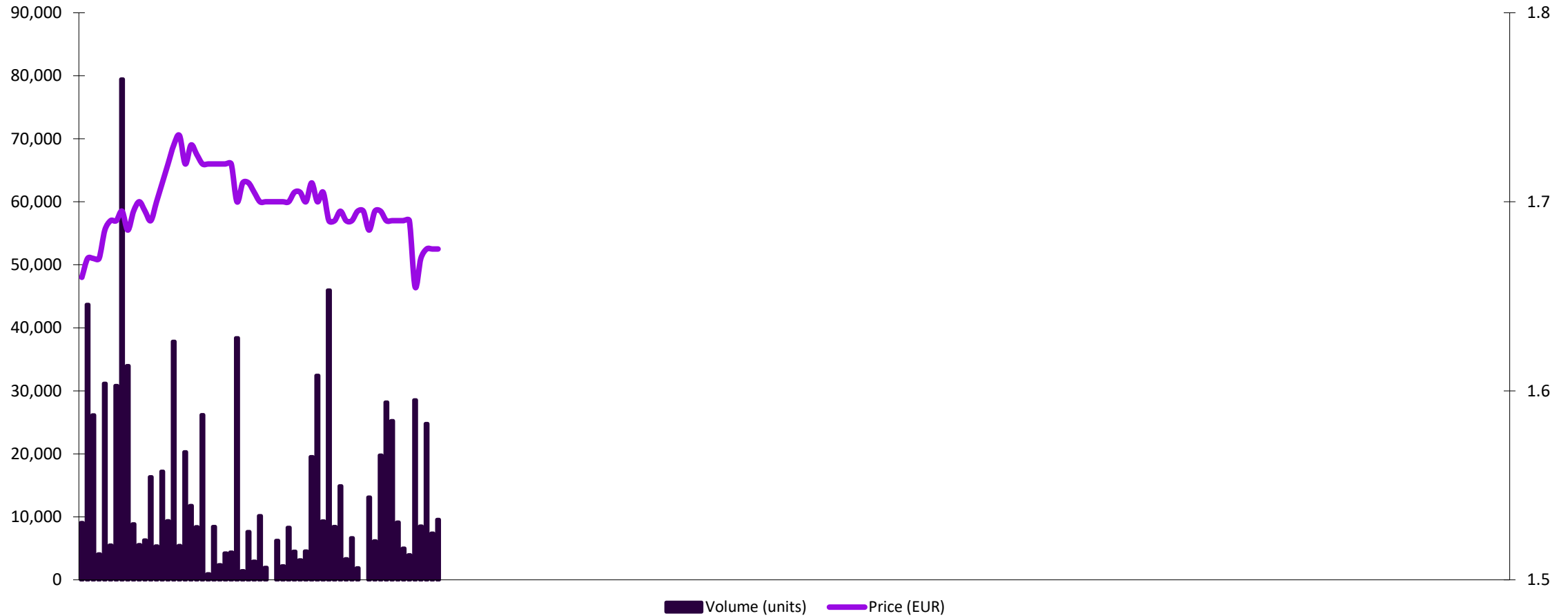
- Since June 2000, the Company's shares are listed on **Nasdaq Vilnius stock exchange** (ticker: TEL1L)
- Since January 2011, the Company's shares were included into the trading lists of a few German stock exchanges (ticker: ZWS)
- **Turnover** on Nasdaq Vilnius stock exchange during January-March 2024: 0.9 million of shares or EUR 1.5 million
- Share **price** on Nasdaq Vilnius:

01-01-2024	High	Low	31-03-2024
1.66 €	1.735 €	1.65 €	1.675€

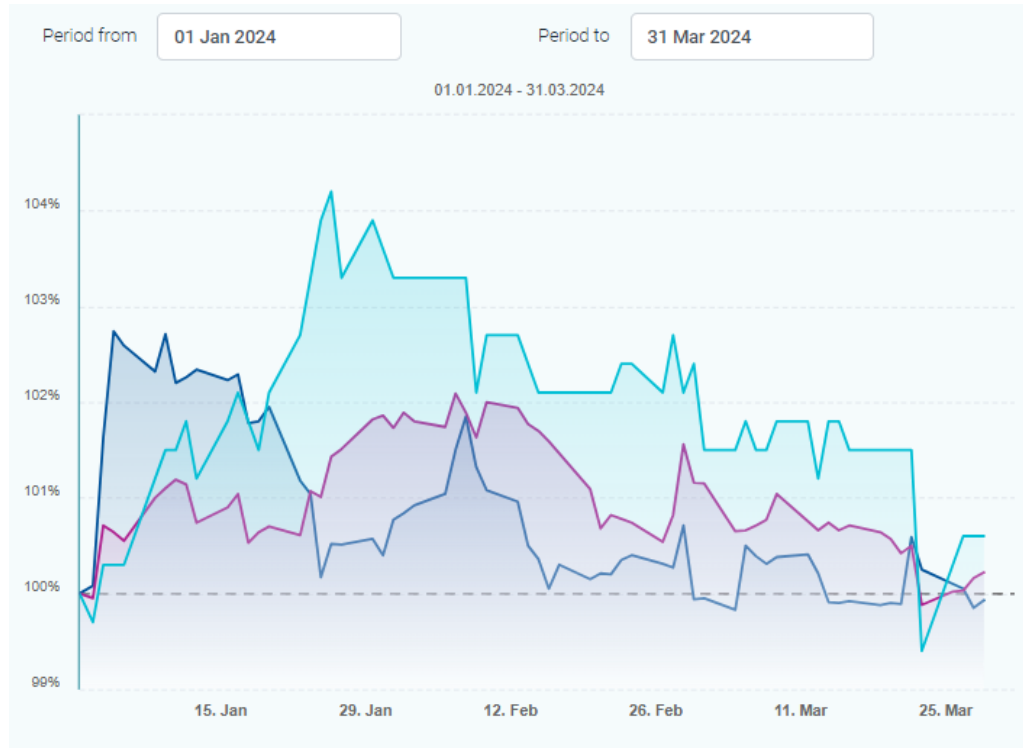
Market capitalization (mEur)



Trading in the Company's shares on Nasdaq Vilnius stock exchange in 2024



The company's share price and Nasdaq Vilnius indexes comparison



■ OMX Baltic Benchmark GI
 ■ OMX Vilnius GI
 ■ TEL1L - Telia Lietuva

	Opening value	Closing value	Change %
■ OMX Baltic Benchmark GI	1,442.41	1,441.36	-0.07
■ OMX Vilnius GI	948.85	946.76	+0.22
■ TEL1L – Telia Lietuva	1.67	1.68	+0.6

P/E ratio: **14.9** (19.5 a year ago)

Source: Nasdaq Vilnius

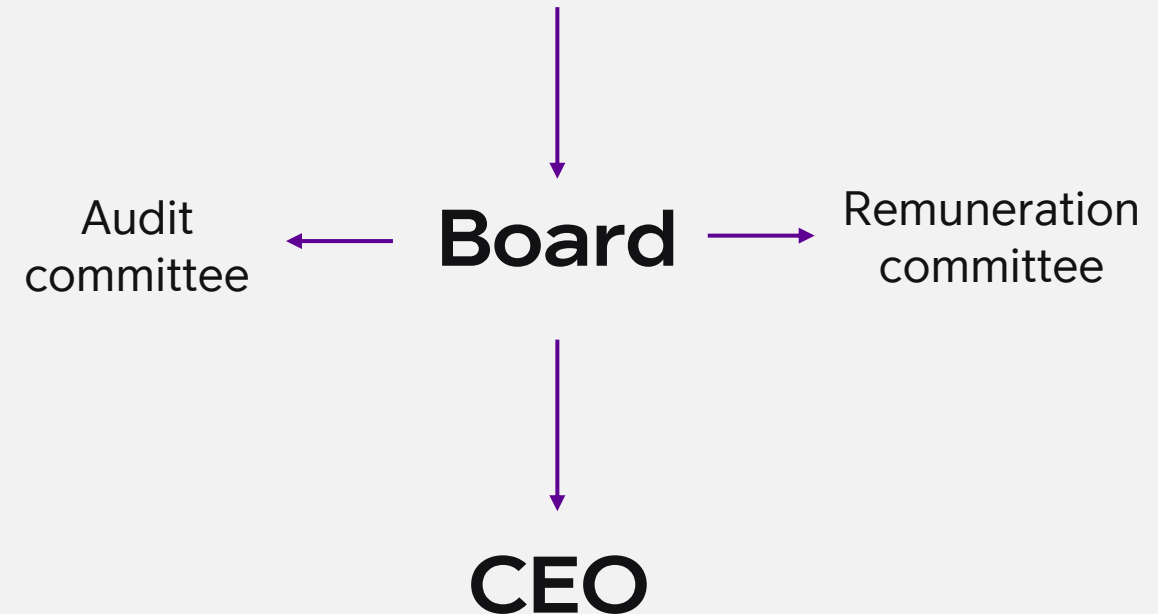


Corporate governance

Governing bodies

- The **Annual General Meeting** of Shareholders will be held on 26 April 2024
- The Company's **Board consist of 6 members**: 4 representing Telia Company and 2 are independent
- 3 members of the Board comprise **Audit and Remuneration Committees**
- The current term of the Board ends on 27 April 2025
- Dan Strömberg, **Chair of Board, resigns** from the Board as of 25 April 2024
- Telia Company **proposed to elect** Stefan Backman, Group General Counsel at Telia Company, to the Board
- **UAB Deloitte Lietuva** was the Company's audit enterprise for the year 2023
- The Board proposed to elect **KPMG Baltics, UAB** as the Company's audit enterprise for 2024 and 2025
- The Board elects and recalls **CEO**

General meeting of shareholders



Board



**Dan
Strömberg**

Chair of the Board,
represents Telia
Company AB
till 25 April 2024



**Claes
Nycander**

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



**Agneta
Wallmark**

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



**Hannu-Matti
Mäkinen**

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



**Leda
Iržikevičienė**

Independent member
of the Board,
member of the Audit
Committee



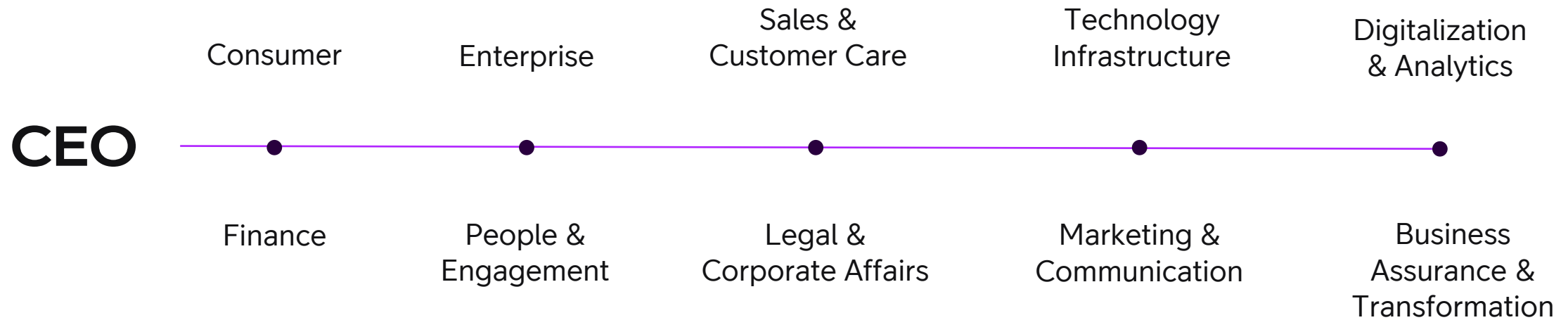
**Mindaugas
Glodas**

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 2024



Management team



Giedrė Kaminskaitė-Salters,
CEO



Elina Dapkevičienė,
Head of Consumer



Daniel Karpovič,
Head of Enterprise



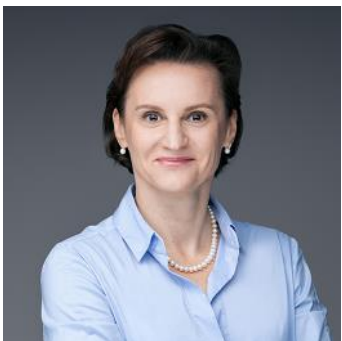
Lina Bandzinė,
Head of Sales &
Customer Care



Andrius Šemeškevičius,
Head of Technology



Diana Gold,
Head of Digital & Analytics



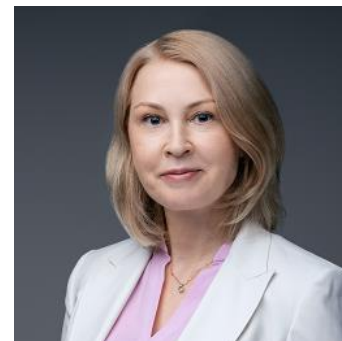
Daina Večkytė,
Head of Finance



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

How we understand sustainability?



Climate & Circularity



Digital Inclusion



Privacy & Security

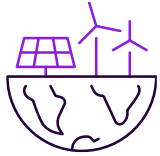


Responsible Business

Human Rights, Diversity & Inclusion, Well-being of Employees
Freedom of Expression, Health and Safety, etc.



Sustainability overview: year 2023



Environment

Net Zero targets approved. Telia Company's targets set with the overall aim of achieving net-zero greenhouse gas emissions across its value chain by 2040.

Suppliers responsible for **52%** of emissions from purchased goods and services and capital goods have set **science-based environmental targets**.

Signed long term contracts with **green energy providers**.

115 electric cars are already in use, with more than **100** charging stations constructed.

The percentage of re-used CPE equipment parts from all rental and sale equipment **exceeded 20%**.



Digital inclusion

Digital skills development initiatives for children and youth, small and medium-sized enterprises, etc. have reached **around 32,000 people in Lithuania**.

Telia Company was ranked 12th out of 200 global companies, and 4th among companies in Europe in **Digital Inclusion Benchmark**.

In 2023, Telia Lietuva collaborated with accessibility experts to conduct a comprehensive **accessibility audit** in both its physical and online stores, with a specific focus on visual disability.



Privacy & Security

Telia Lietuva provided communication and IT services during **NATO Summit** in Vilnius

In 2023, Telia introduced a new information and expertise platform known as the '**Telia Centre of Digital Progress**.' It encompasses the following categories: digital inclusion, data protection and privacy, children's safety on the Internet, cybersecurity, and artificial intelligence

Preparation for NIS2 directive compliance was initiated.

Telia Lietuva participated in cybersecurity training organized by National Cybersecurity Center and phishing simulation exercise Phishex 2023.



DEI (diversity, equity and inclusion) highlights



Continues learning about disabilities through various events, participating in different team hours, spreading the knowledge from neurodiversity to physical and visual impairments.



Basic computer knowledge skills for disabled people

12 people with disabilities finished the course of “Main skills needed at work” delivered by 6 Telia Lietuva employees/volunteers



Launch of new **training on disability etiquette** mandatory to FO employees of Telia Lietuva 439 employees already conducted the training



Focus on visual impairment during Christmas campaign:

- Supporting audio sensory library ELVIS
- Inviting new volunteers for BeMyEyes app (after the campaign increase in number of volunteers by 3 times)
- Recorded 10 children's books for audio sensory library
- Recorded all Harry Potter movies with audio description which are now available in Telia Play movie library



Thank you