

Telia Lietuva

presented by Giedrė Kaminskaitė-Salters
at CEO Meets Investors

2 June 2025

What's new at Telia Lietuva?

#1

In September 2024, we presented an updated Telia Lietuva's strategy – to **Simplify, Innovate** and **Grow** our business

#2

In 2024, implemented **change program** to simplify our operations and reduce number of workplaces

#3

5G leadership continues – we are the first to start **testing 5G standalone** network in Lithuania

#4

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

#5

In 2025, Telia Play offered exclusive packages with **Netflix** and more **top-quality content**

#6

In April 2025, launched a new generation **Internet of Things (IoT)** network management platform

#7

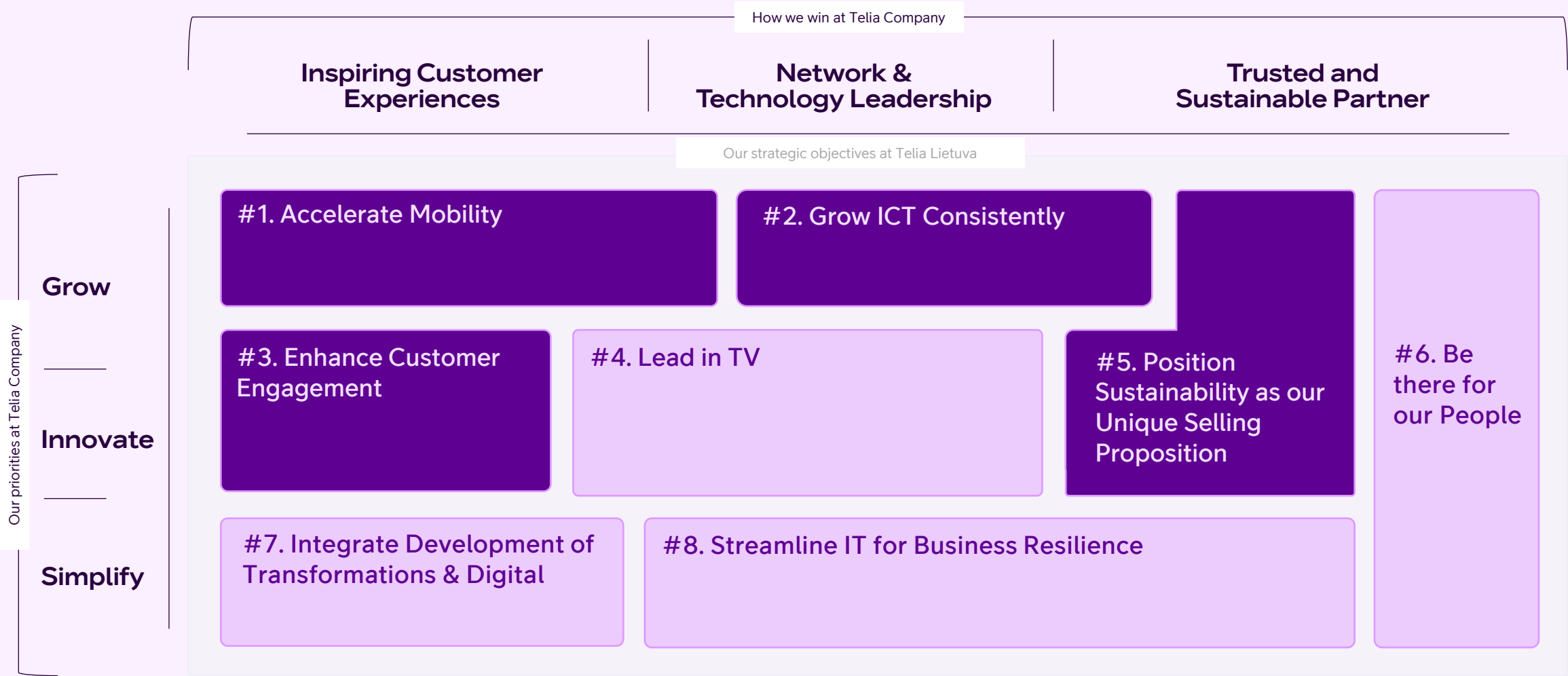
For the second year in a row Telia Lietuva was recognized as **Top Employer** in ITC category by CV-Online

#8

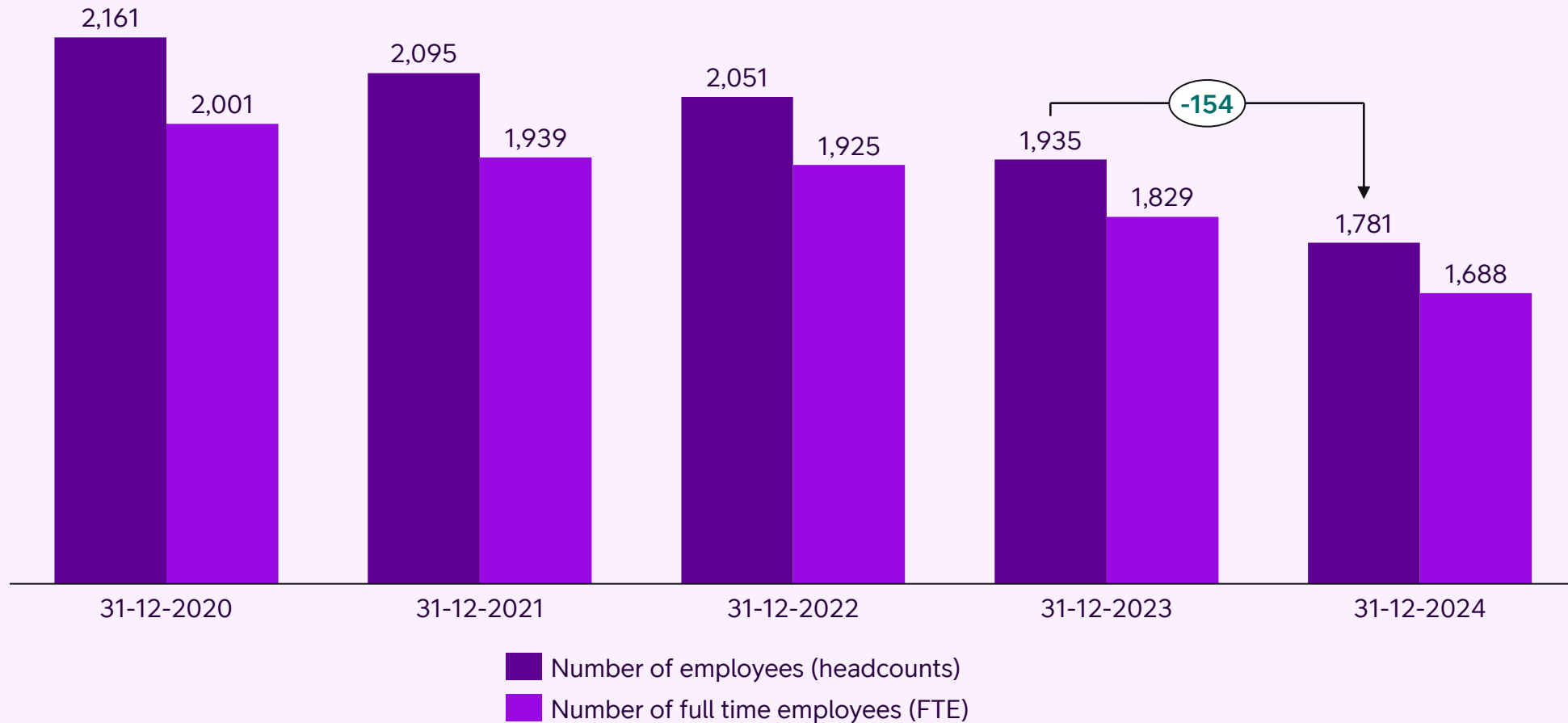
Telia is perceived as the **sustainable brand** in the telecommunications sector in Lithuania (Sustainable Brand Index report)



Telia Lietuva strategy 2025-2027

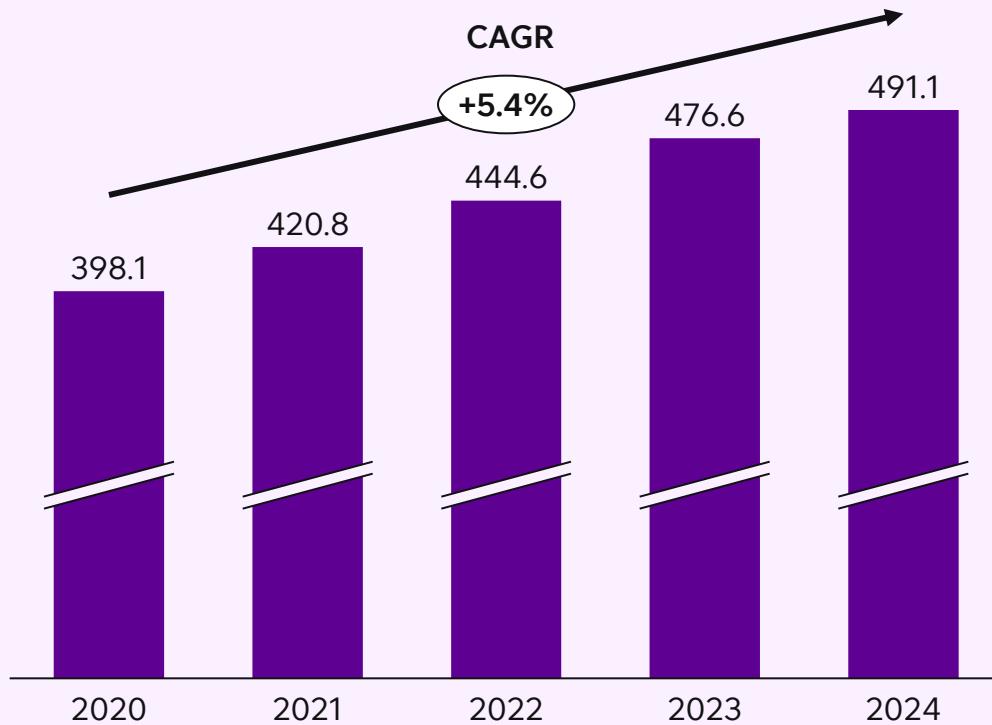


Lower number of employees = higher efficiency

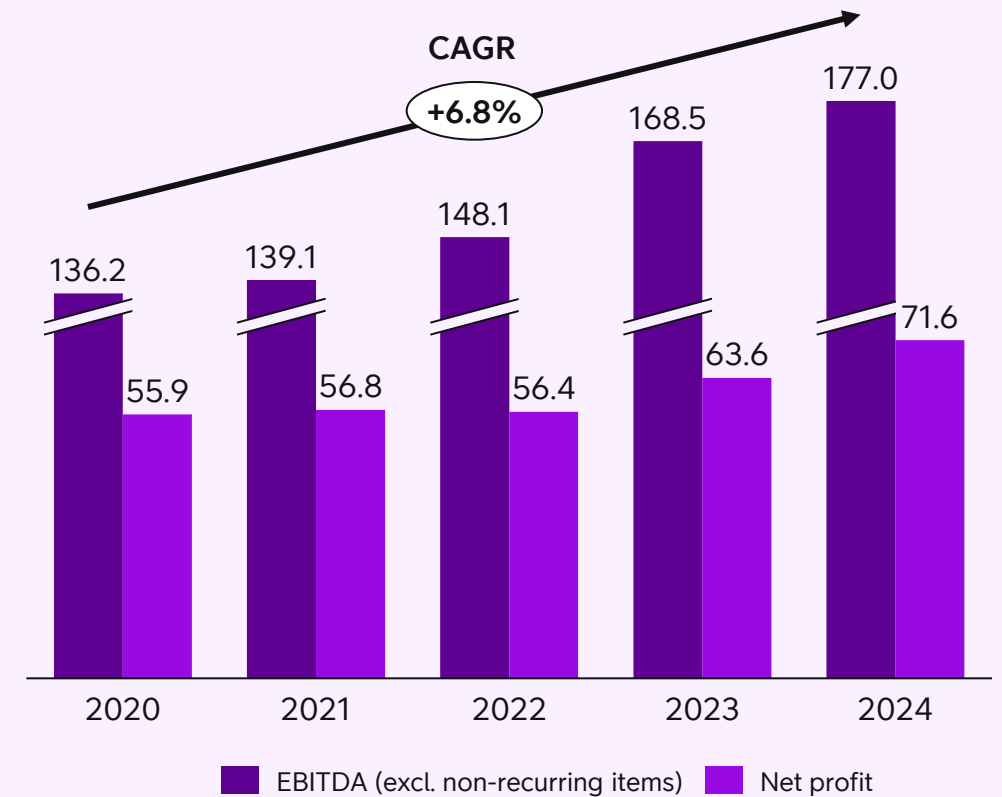


Stable growth continues

Revenue (mEUR)

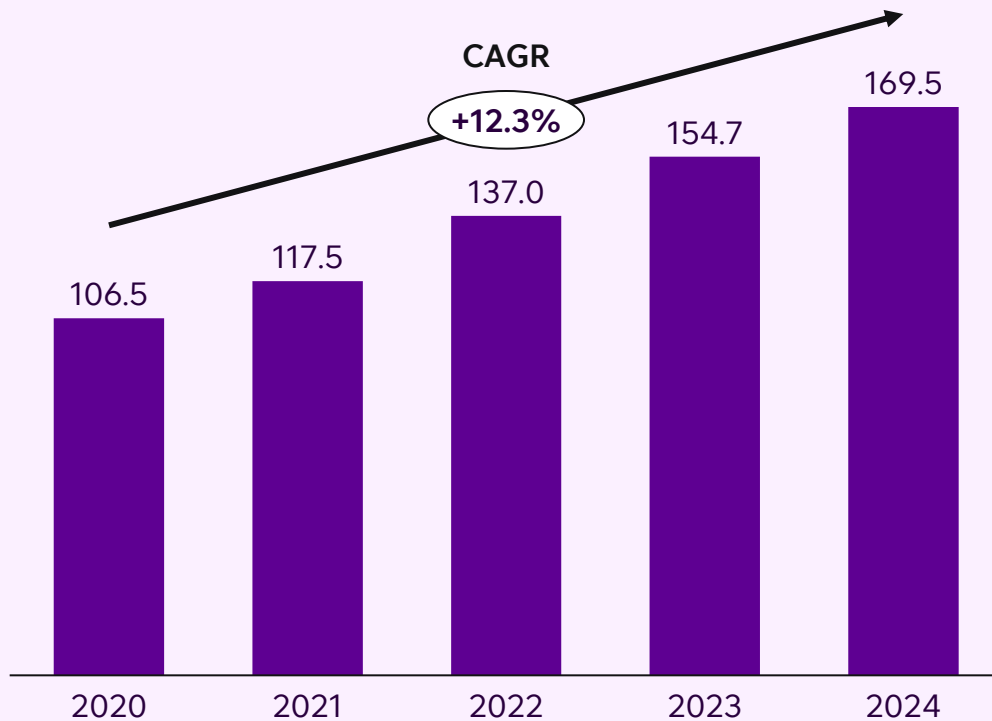


EBITDA & Net profit (mEUR)

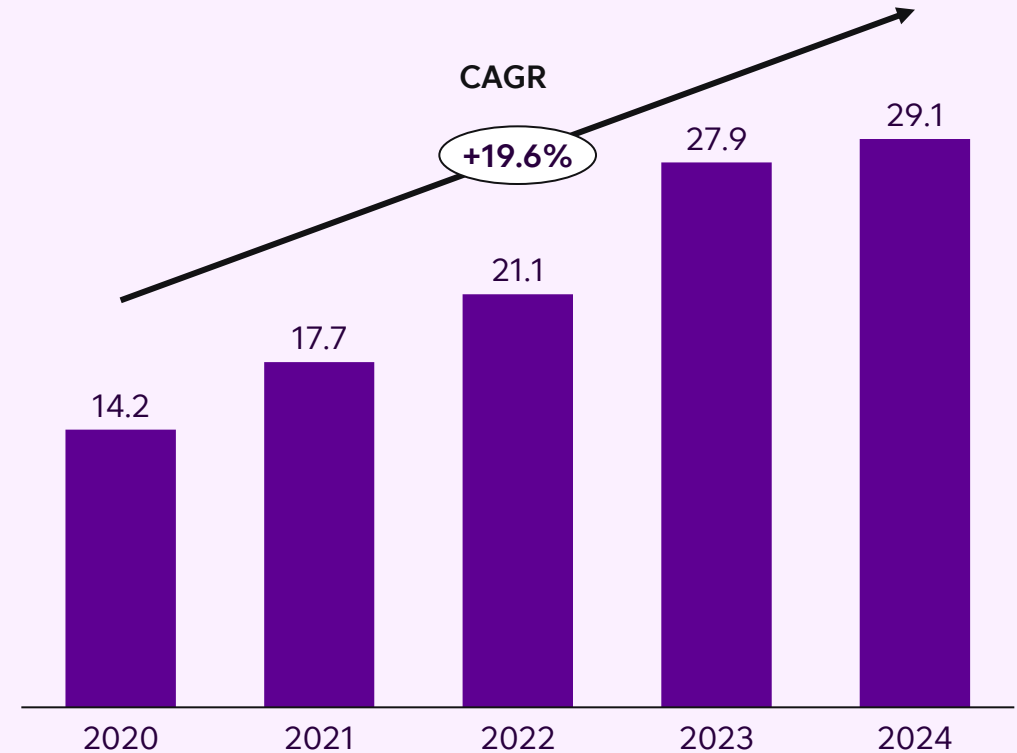


Growth in revenue from mobile communication and IT services

Billed mobile services (mEUR)



IT services (mEUR)



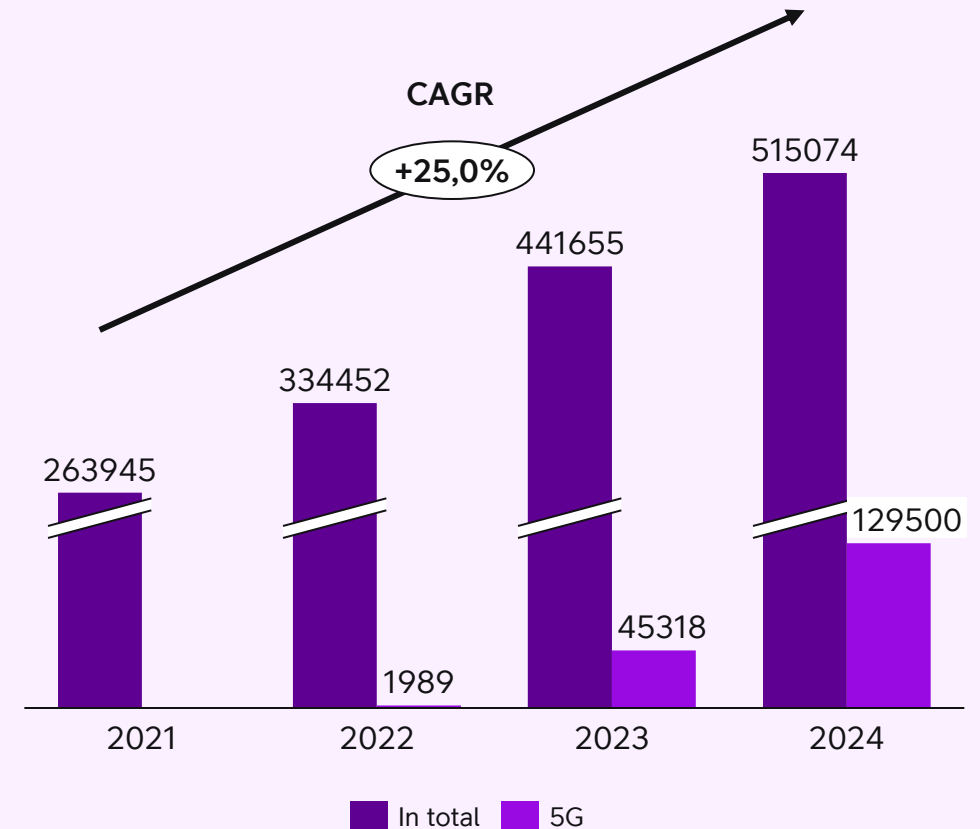
Mobile business development

Widest 5G network coverage in Lithuania



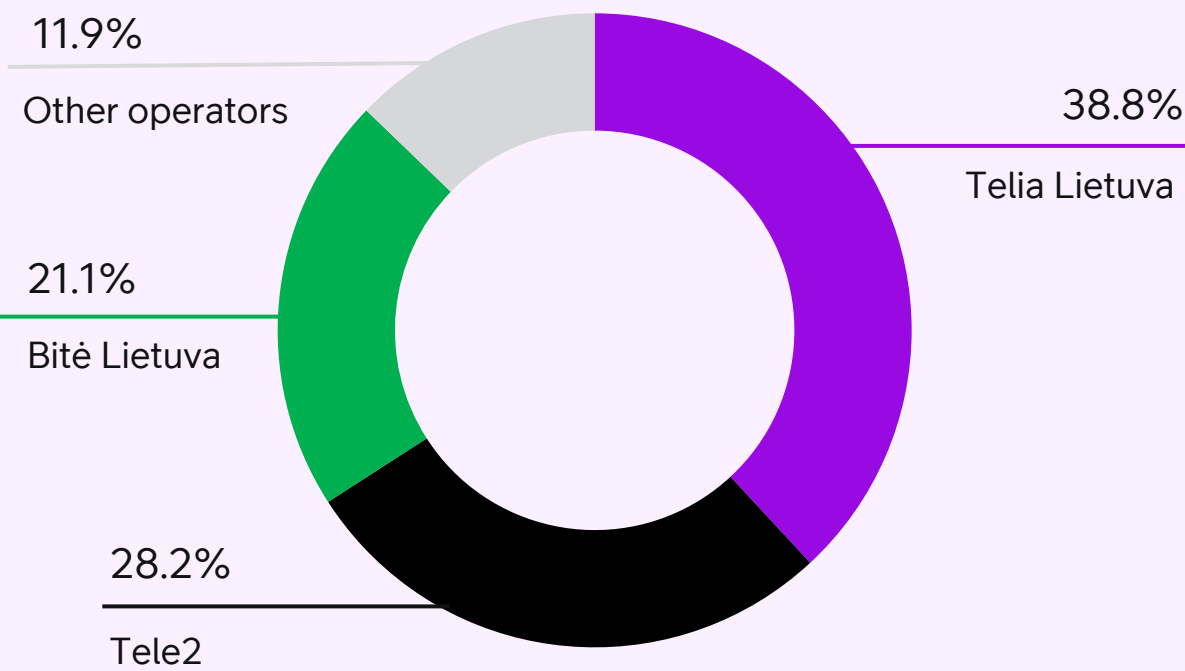
Source: Data of CRA

Volume of uploaded and downloaded mobile data in Telia network (TB)



Market leadership

Breakdown of the telecommunications market revenue



Source: Report of CRA for Q1 2025

Number of Telia core services' customers



1,667,000
of mobile service users



417,000
of broadband Internet connections



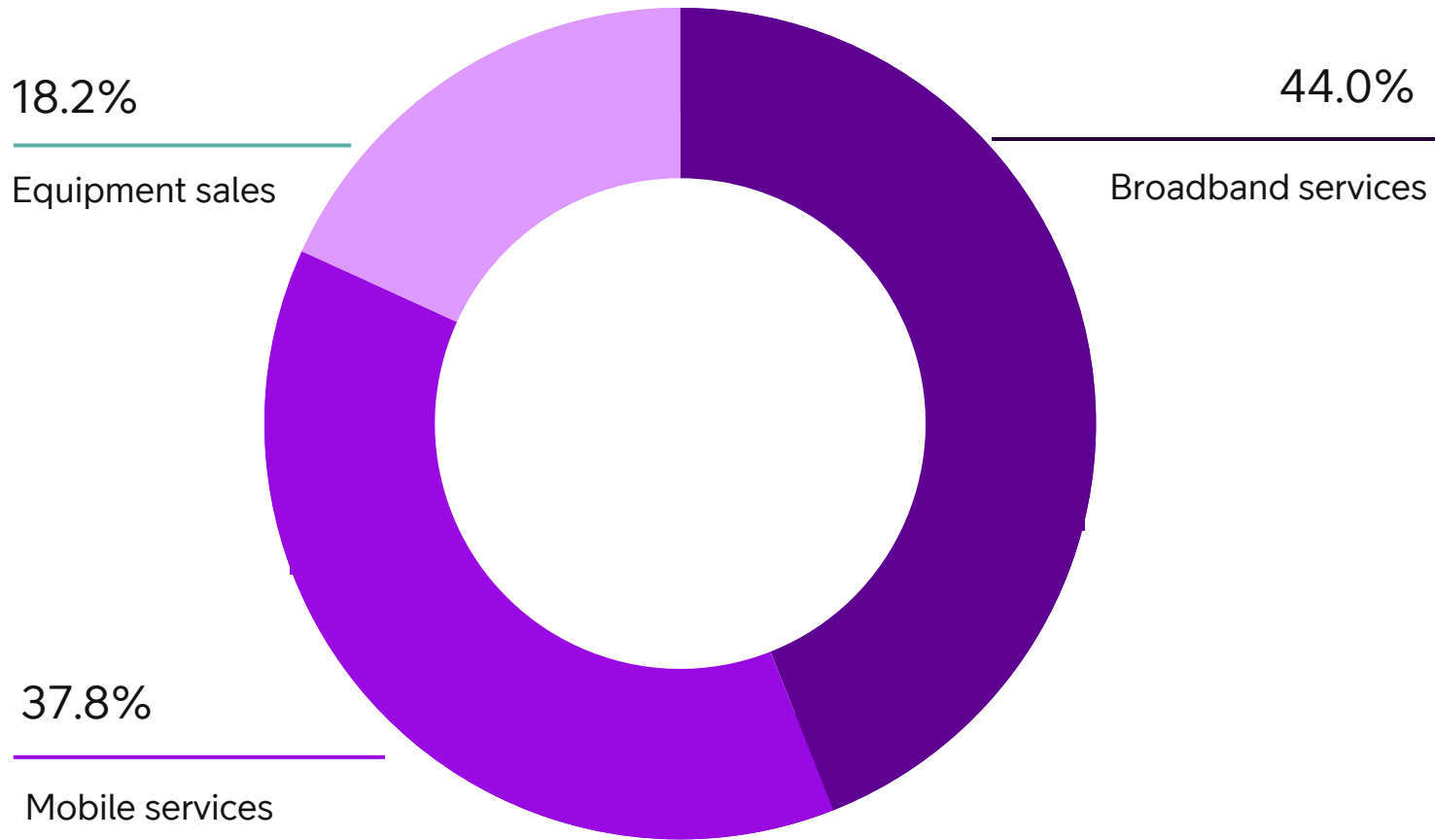
258,000
of TV services users



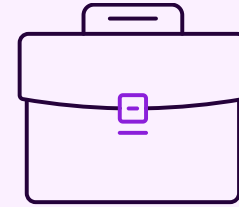
152,000
of fixed telephone lines in service



More revenue from services

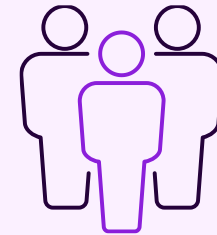


Data for Q1 2025



35.5%

Enterprises

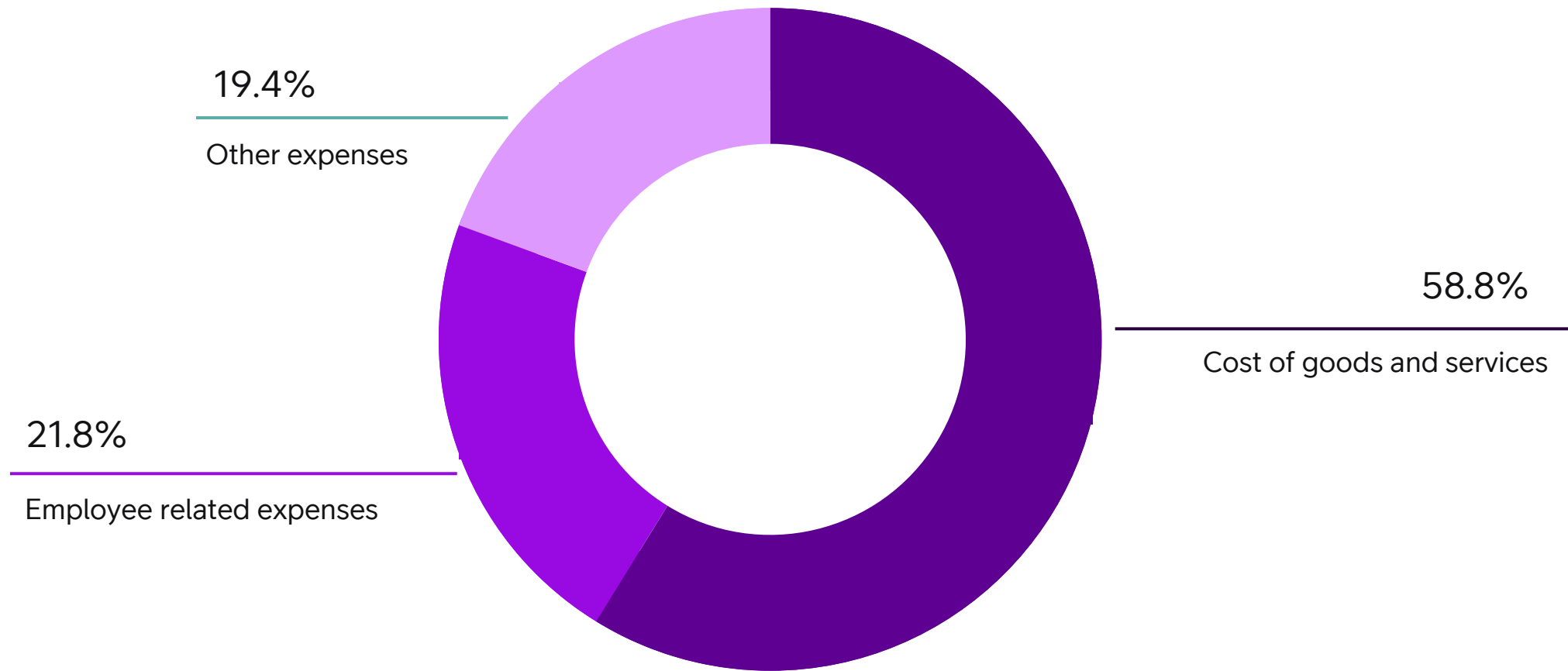


64.5%

Consumers

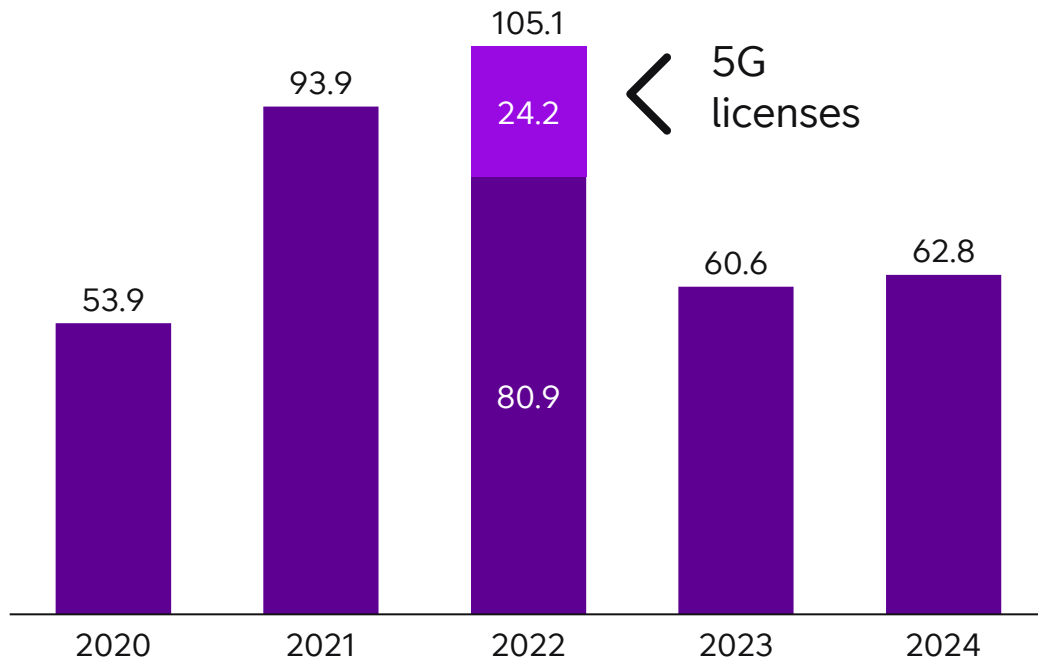


Reducing operating expenses

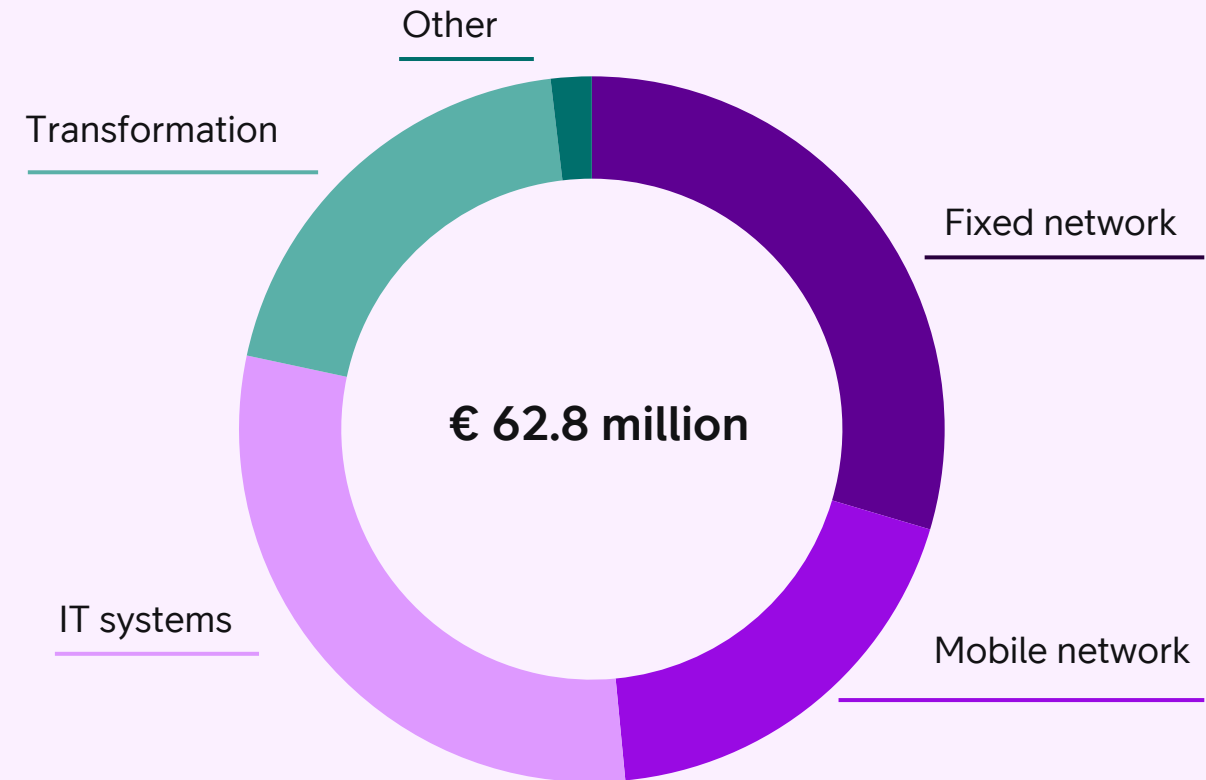


Continuos investments

Capex (mEUR)

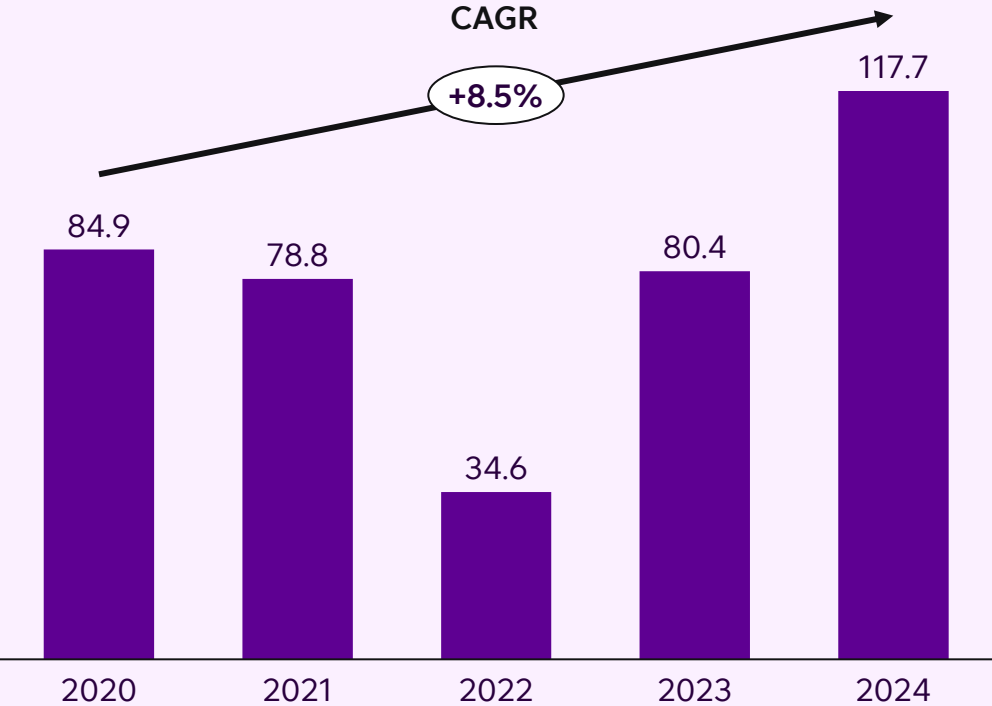


Breakdown of Capex in 2024

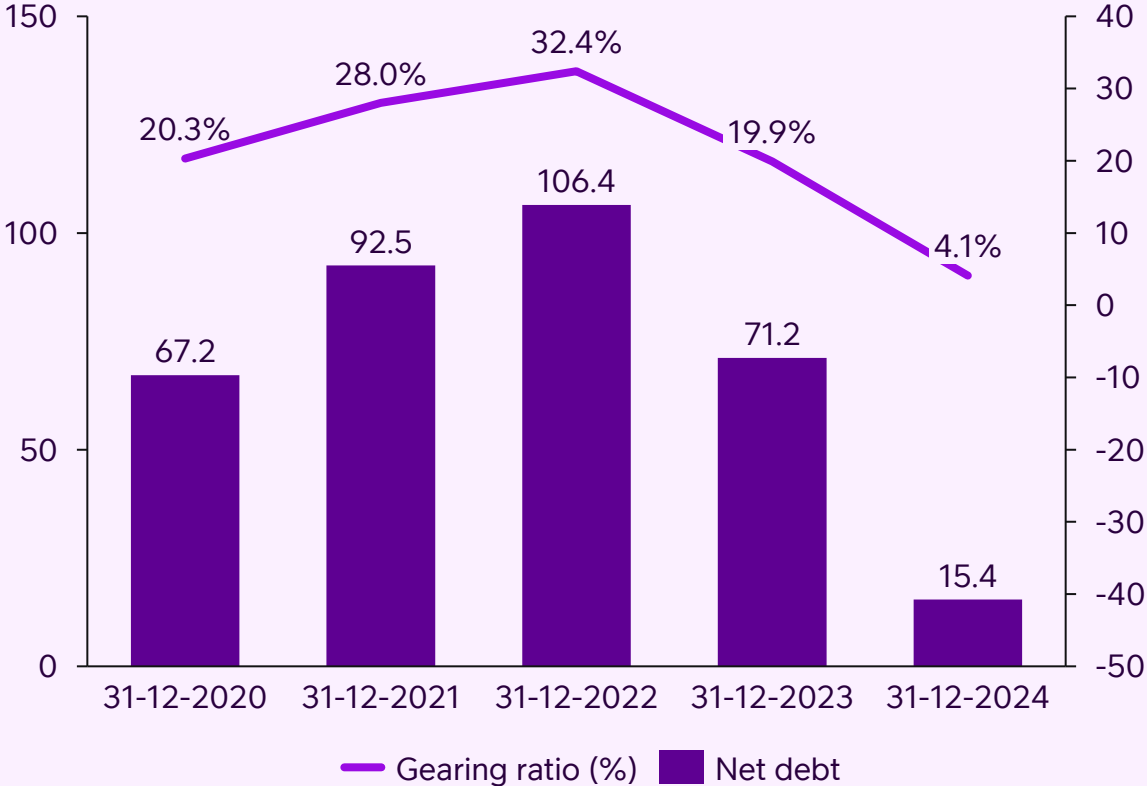


Generating cash flow

Free Cash Flow (mEUR)

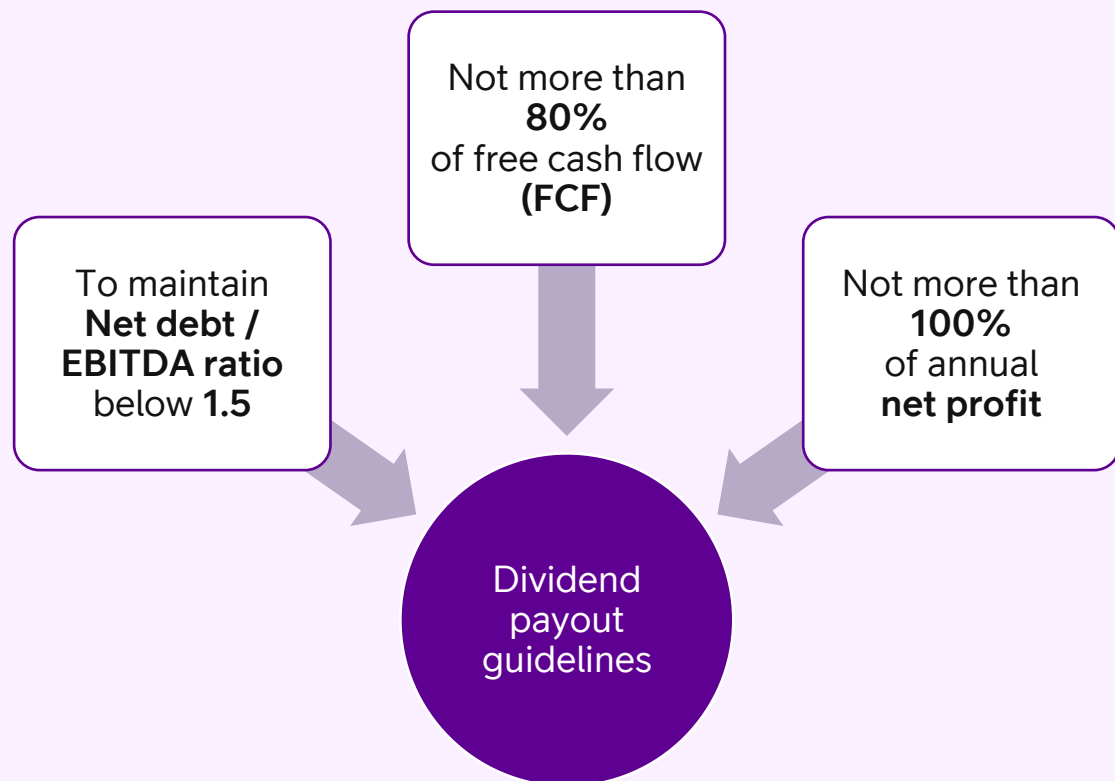


Net debt (mEUR) & Gearing ratio

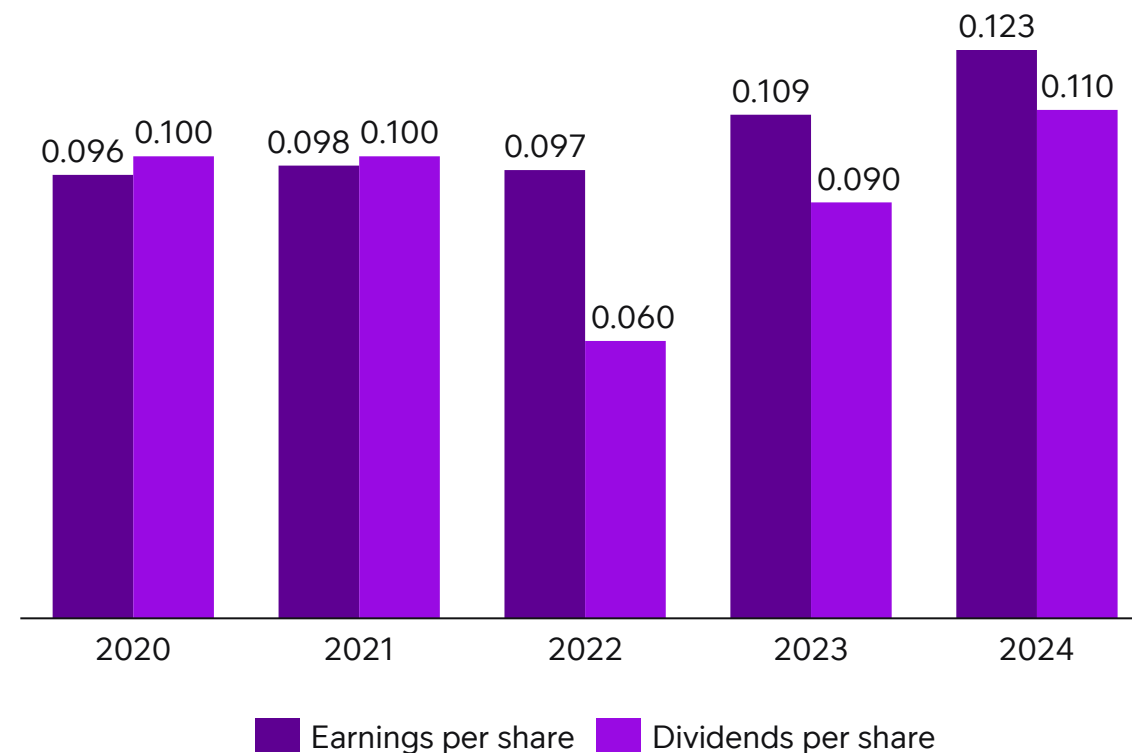


Increasing dividend payout

Dividend policy



Earnings & Dividends per share (EUR)



Our strategic goal #5:



Position Sustainability as our Unique Selling Proposition

- 1 Develop employees' awareness of sustainability
- 2 Raise awareness among business customers about sustainability and our progress
- 3 Form public perception that Telia is the most sustainable telecommunications brand



Our focus area in sustainability



Climate and circular economy

- Achieve Net Zero across the value chain by 2040
- Ensure that 100% of materials no longer used in our own and network operations are reused or recycled



Human rights and ethics

- Safe, fair and inclusive business operations and practices



Privacy and Security

- Protect Telia systems from cyberattacks
- Empower customers to protect themselves from cyberthreats
- Ensure continuous implementation of our AI ethics guidelines



Digital inclusion

- Digital skills development initiatives for children, seniors, small and medium-size enterprises



Thank you

