



# RESULTS FOR THE 3 MONTHS OF 2021

Telia Lietuva, AB Group





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



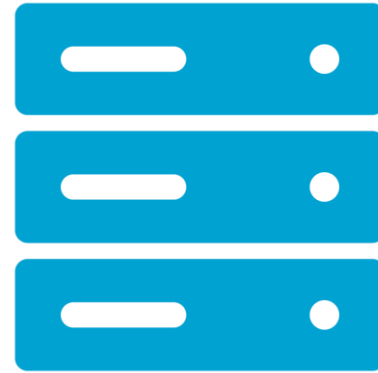
# TELIA LIETUVA MEANS:



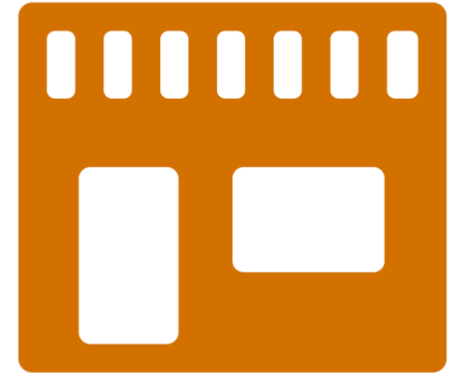
Wide range of  
services



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



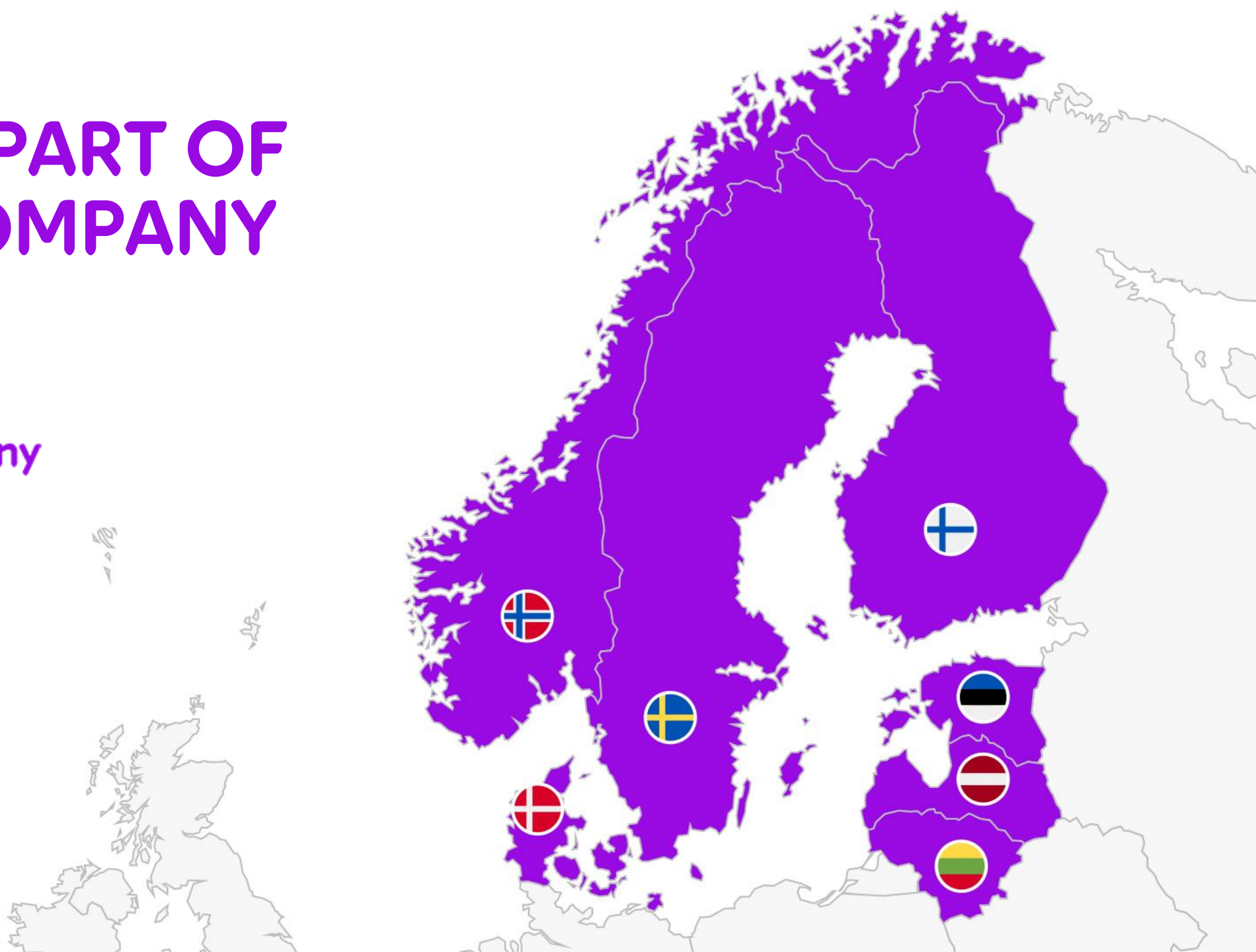
Team of 2,100  
professionals



Sustainable and  
responsible  
business



# WE ARE PART OF TELIA COMPANY GROUP



**OUR PURPOSE:  
REINVENTING  
BETTER  
CONNECTED  
LIVING**



# OUR VALUES



## **We dare to:**

- innovate
- lead
- speak-up

## **We care for:**

- our customers
- each other
- our world

## **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**



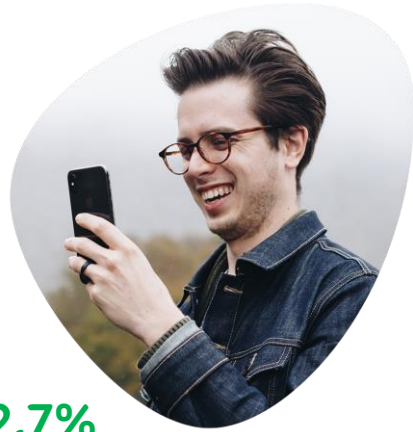


# HIGHLIGHTS OF Q1 2021

- **Second quarantine** imposed in November 2020 still valid with **partially closed** shops and employees prevailing **working from home**
- Number of converged offer **Telia1** users **reached 80 thousand** of households (67 thousand a year ago)
- **eSIM service** was introduced in February 2021
- **Radio Access Network (RAN) upgrade** project in cooperation with Ericsson has began
- EUR 2 million invested into **expansion and modernization of data center S2** in Vilnius
- Telia Lietuva was recognized as **the Best Employer** among the large corporate during National Responsible Business Awards 2020
- The Board proposed to pay a **record EUR 0.10 dividend** per share for the year 2020



# NUMBER OF CUSTOMERS



+2.7%

1,385

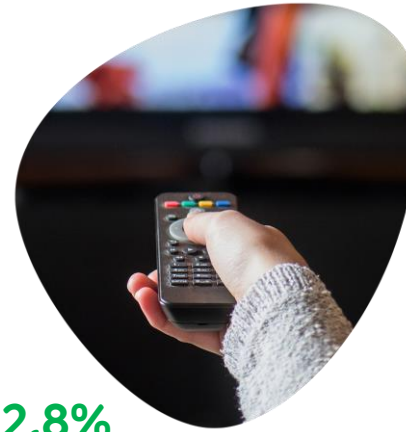
thousand of  
**mobile** service users



+1.5%

418

thousand of  
**broadband Internet** (excl.  
Wi-Fi) connections



+2.8%

253

thousand of  
**IPTV service** users



-11.5%

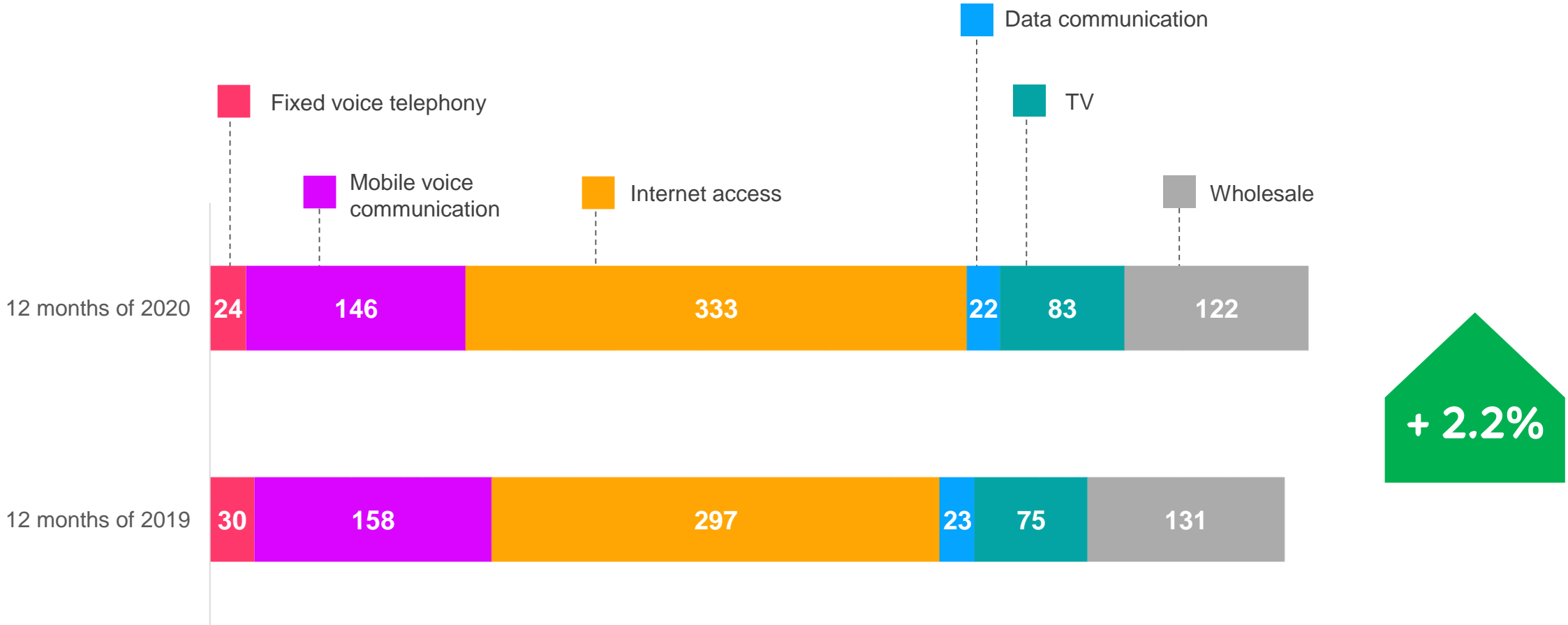
253

thousand of  
**fixed telephone** lines  
in service



# ELECTRONIC COMMUNICATIONS MARKET OF LITHUANIA

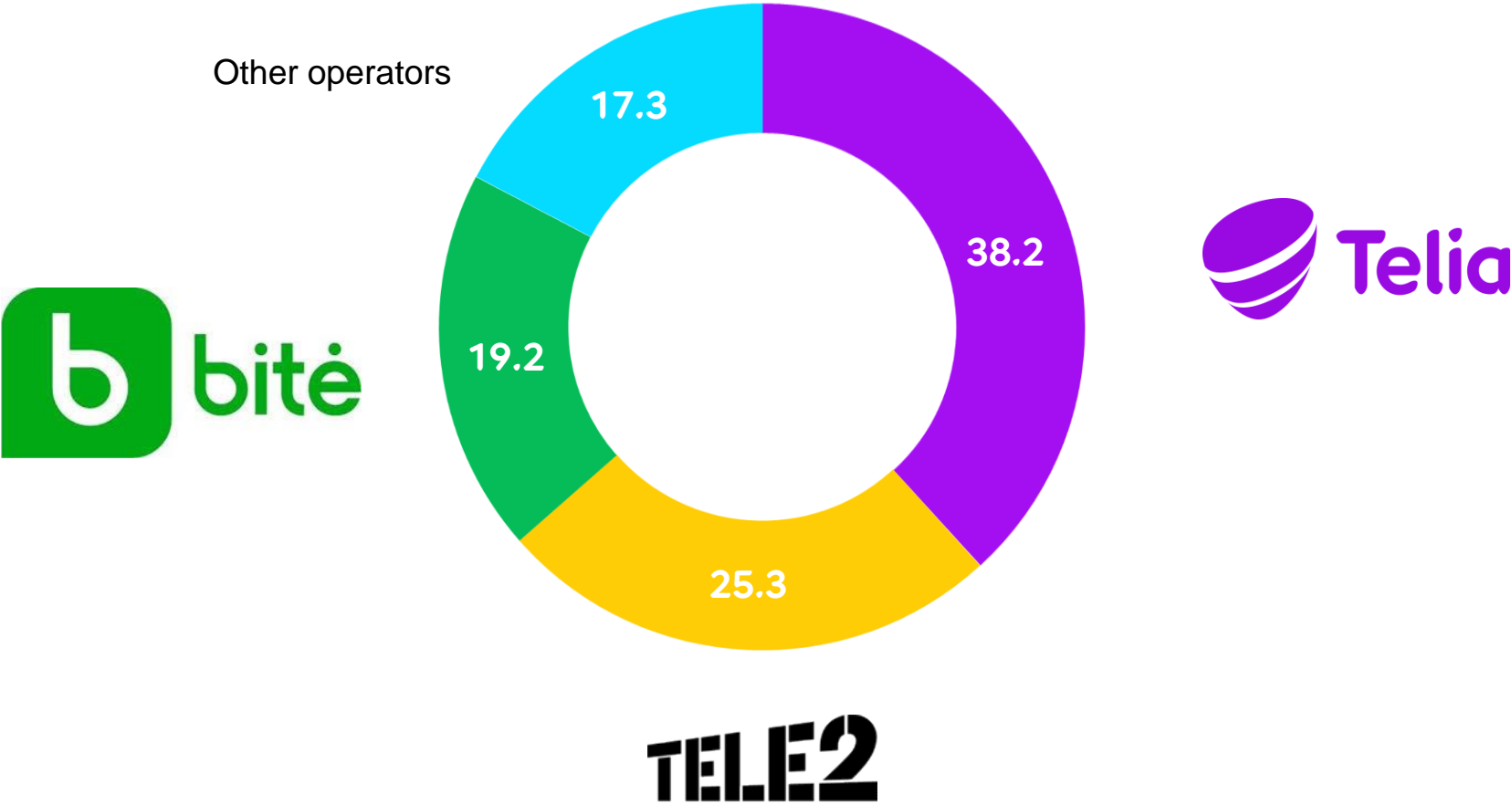
# INTERNET & PAY TV DRIVE TELCO MARKET GROWTH (EUR million)



Source: Report of the Communications Regulatory Authority



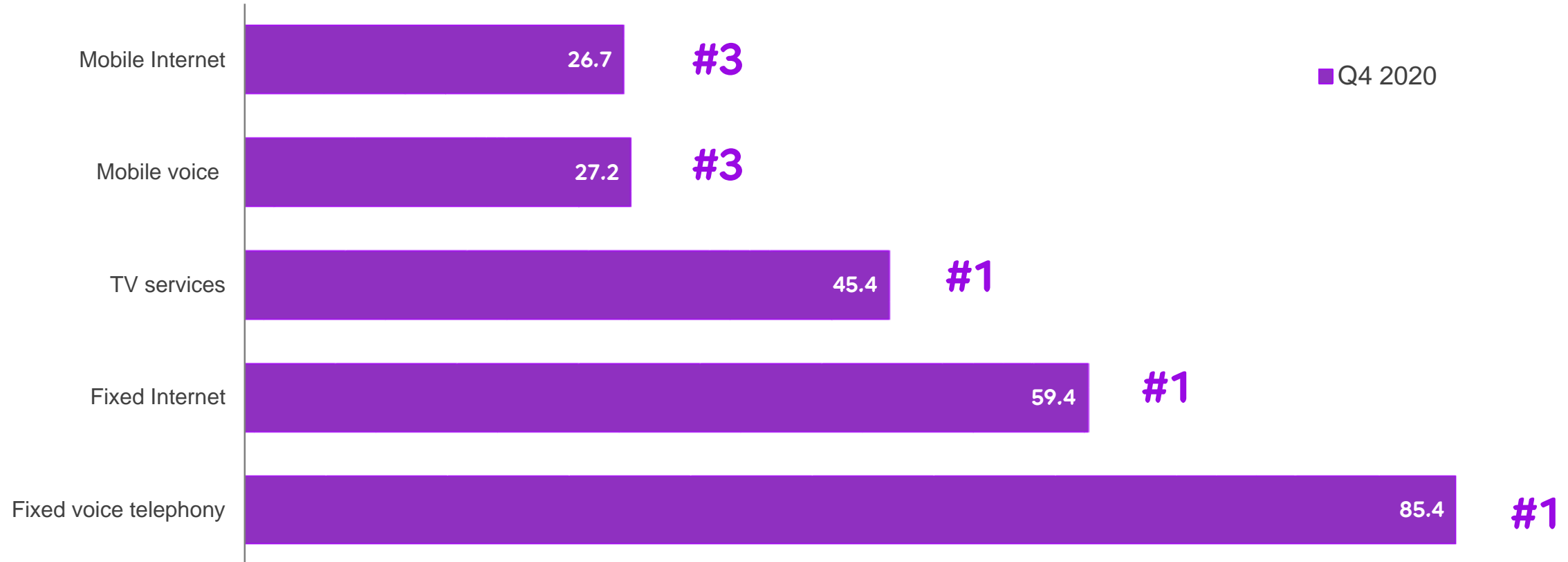
# BREAKDOWN OF THE TELECOMMUNICATIONS MARKET REVENUE BY OPERATORS FOR Q4 2020 (%)



Source: Report of the Communications Regulatory Authority



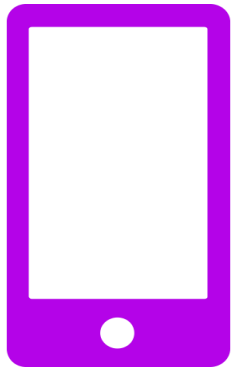
# TELIA LIETUVA MARKET SHARES IN TERMS OF REVENUE (%)



Source: Report of the Communications Regulatory Authority



# MARKET: THE FASTEST GROWTH IN USAGE OF DATA



**59.7%**  
(y-o-y)

Increasing usage of  
**mobile data**

(uploaded/downloaded  
**220,701 million MB**  
of data per quarter)



**2.1%**  
(y-o-y)

Growing number of  
**FTTH/B connections**

(accounts for **76.6%** of all  
fixed Internet connections)



**7.6%**  
(y-o-y)

Growing number of  
**IPTV users**

(accounts for **45%** of all  
pay-TV service users)



# MARKET PENETRATION



131.4

**mobile** communications  
subscribers  
(per 100 inhabitants)



22.6

**fixed telephony** lines  
(per 100 households)



53.6

broadband **Internet**  
access  
(per 100 inhabitants)



50.2

**pay-TV** subscribers  
(per 100 households)

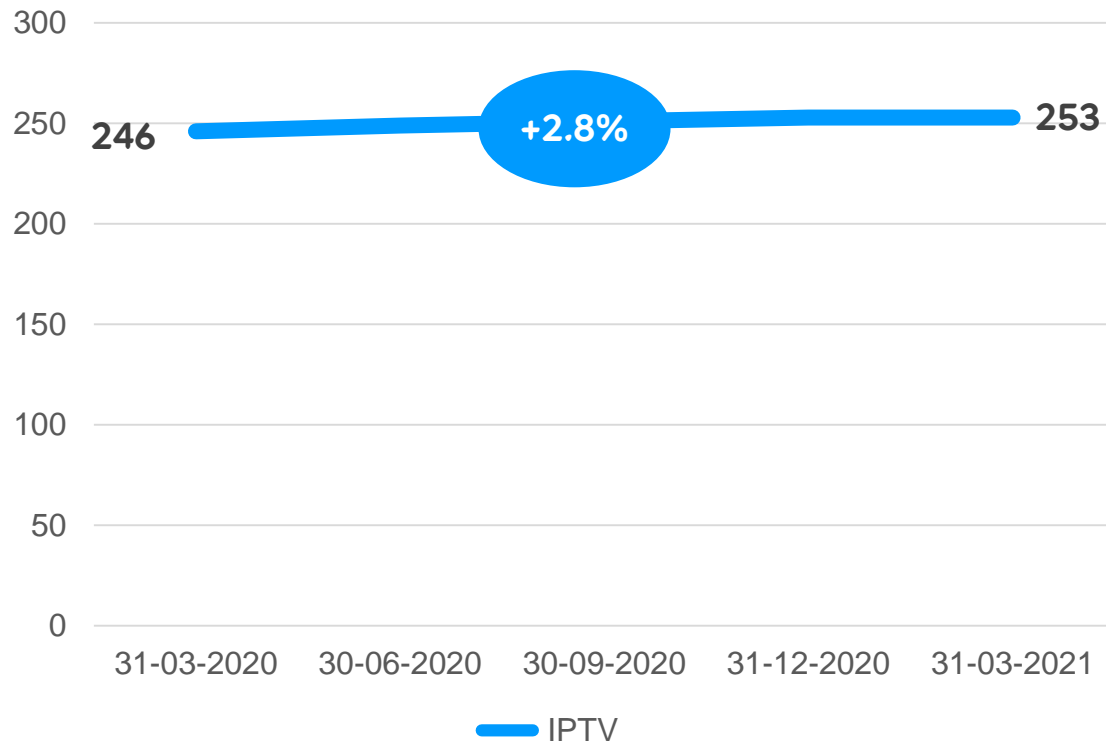




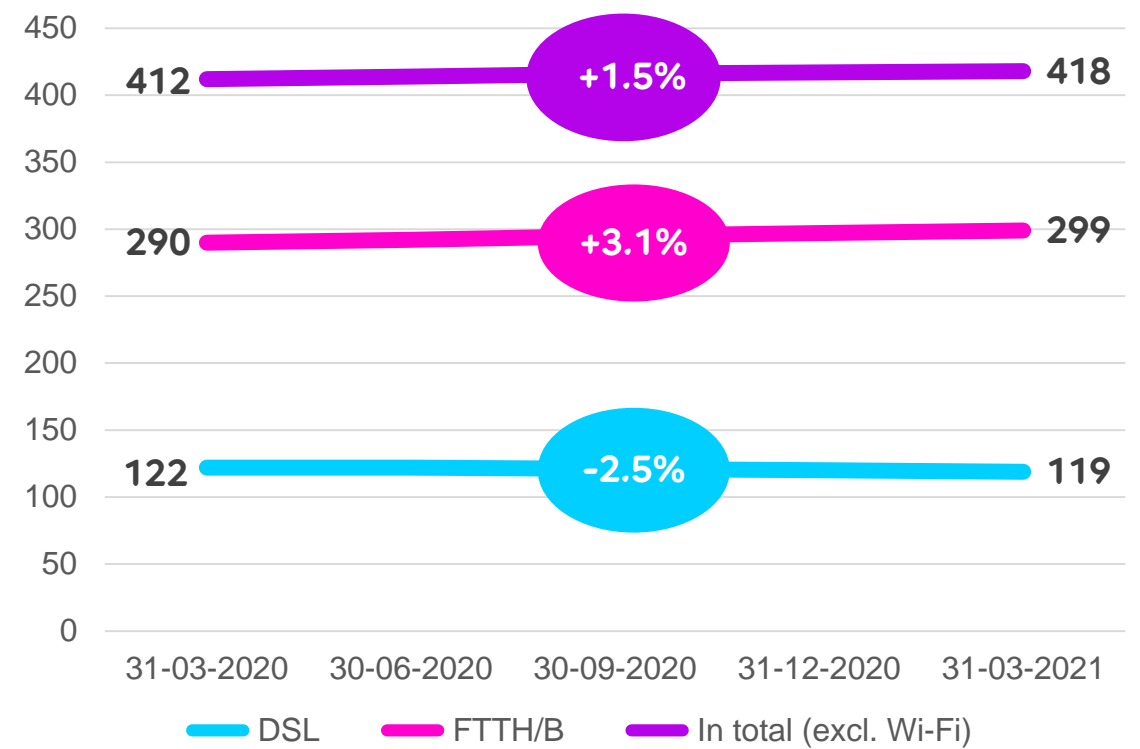
# OPERATING AND FINANCIAL RESULTS

# NUMBER OF IPTV AND BROADBAND INTERNET USERS

## Number of TV service users (thousands)

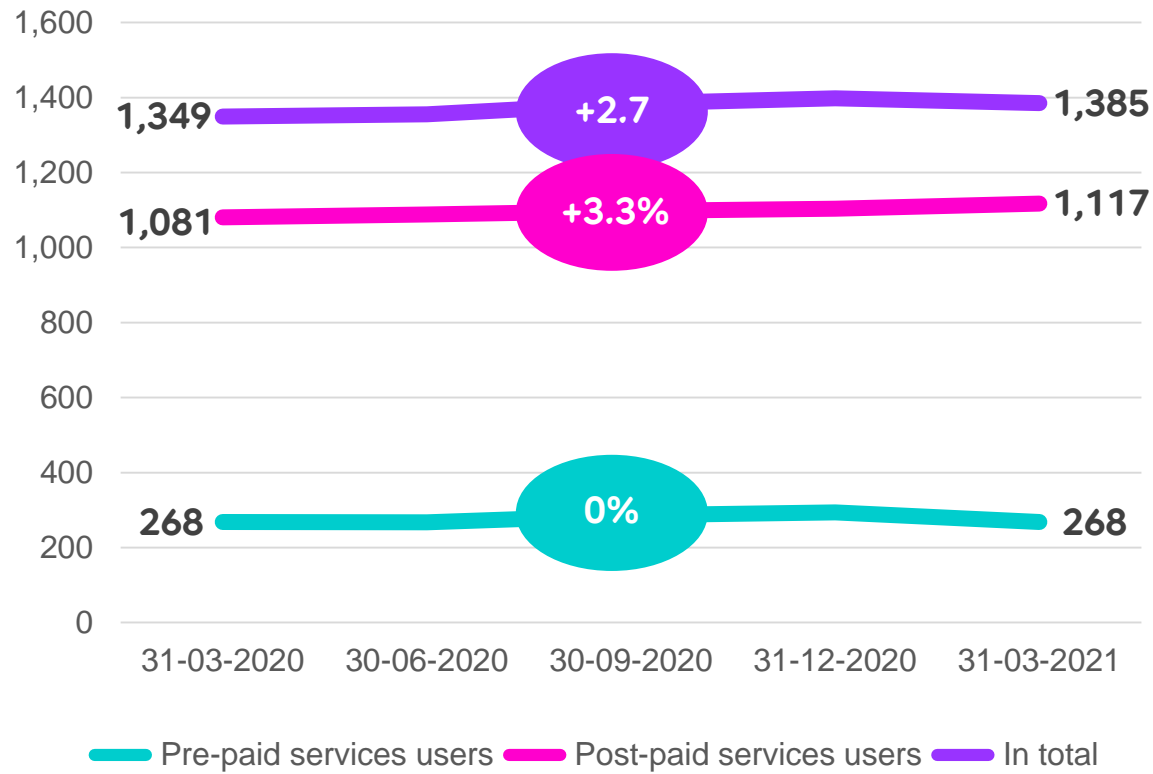


## Number of broadband Internet users (thousands)

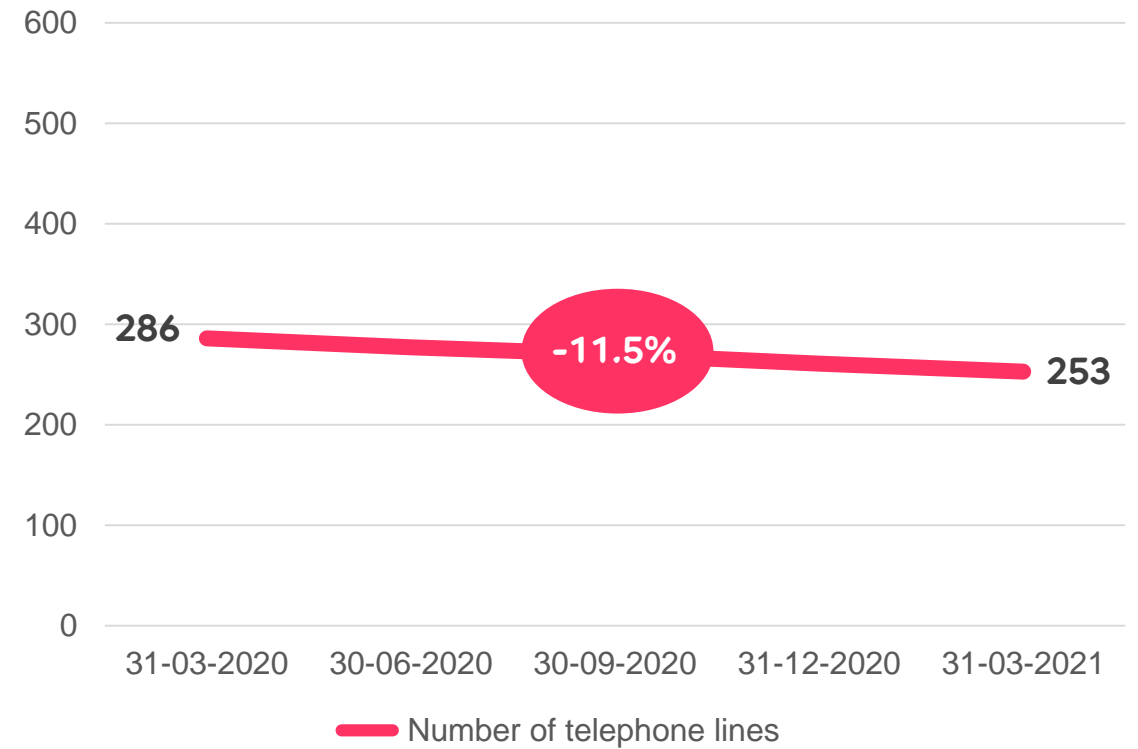


# NUMBER OF MOBILE AND FIXED VOICE SERVICE USERS

## Mobile communication users (thousands)

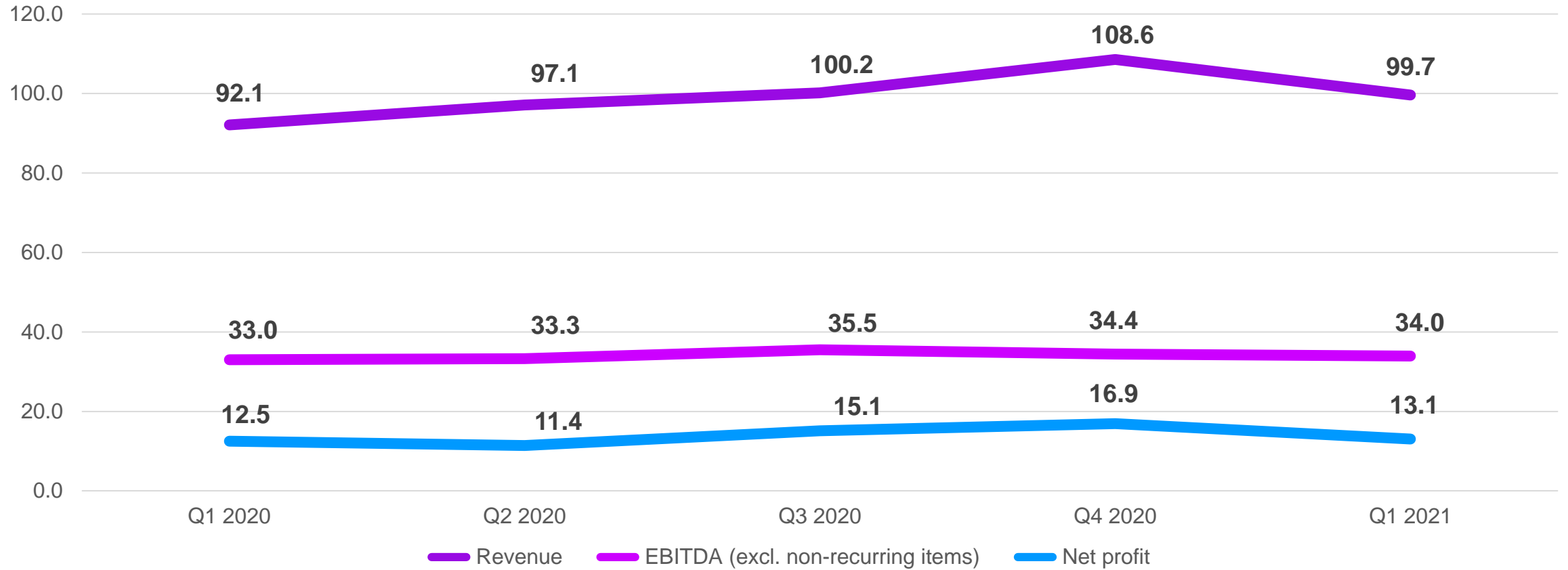


## Number of fixed telephone lines (thousands)



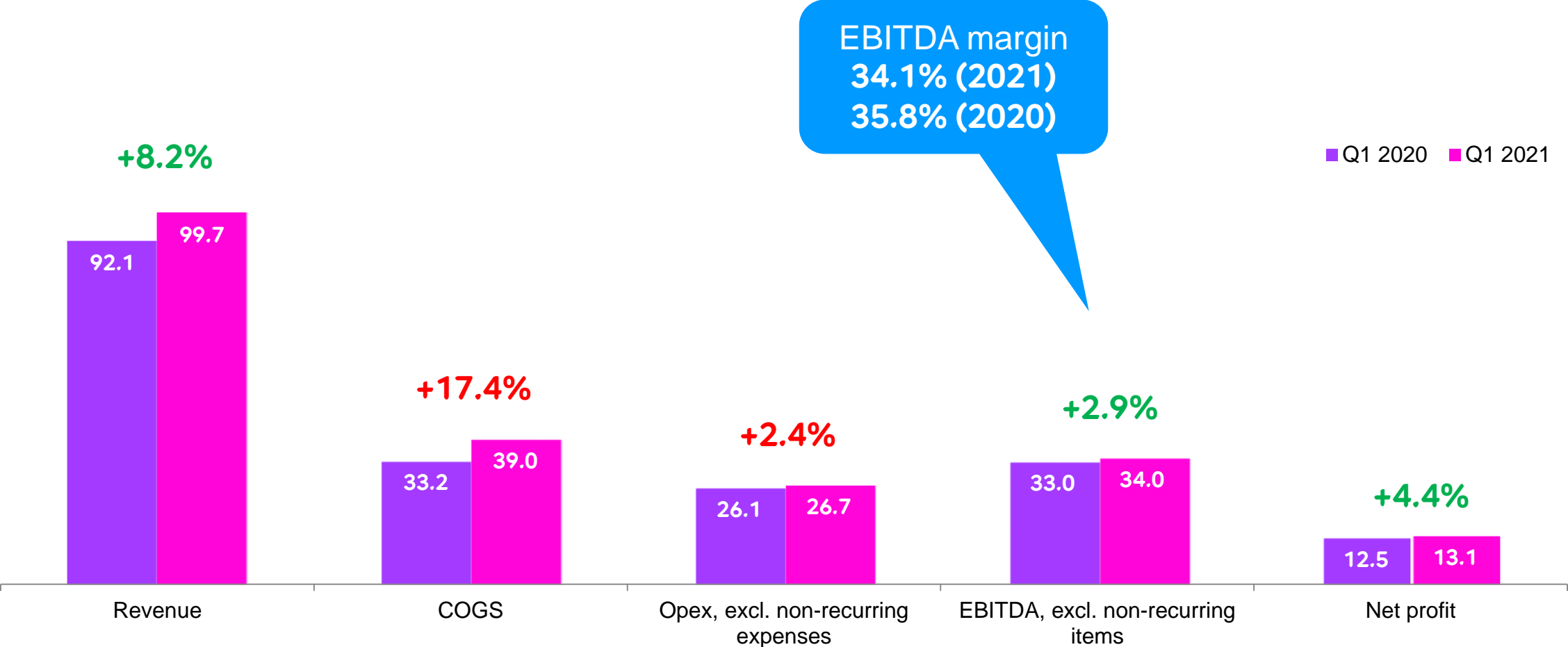
# REVENUE, EBITDA & NET PROFIT

(EUR million)



# DYNAMICS OF MAIN FINANCIAL INDICATORS

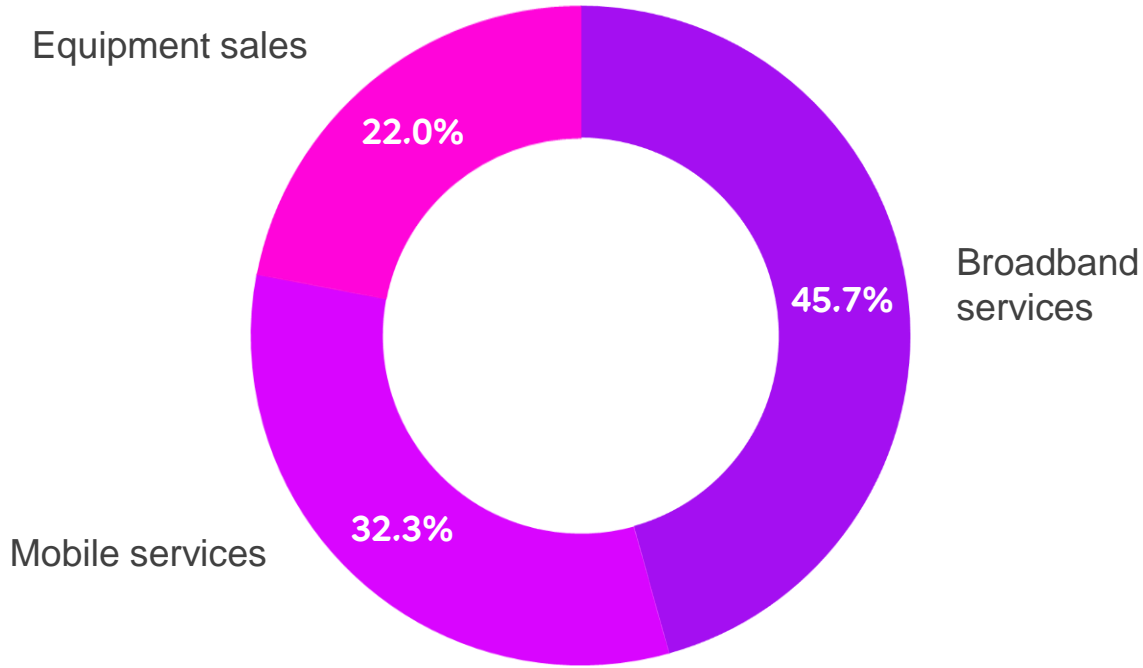
(EUR million)



NOTE. Non-recurring redundancy expenses in Q1 2020: EUR 234 thousand; in Q1 2021: EUR 347 thousand plus non-recurring gain on property sale of EUR 1,2 million



# REVENUE BREAKDOWN IN Q1 2021



Enterprises

**37.9%**



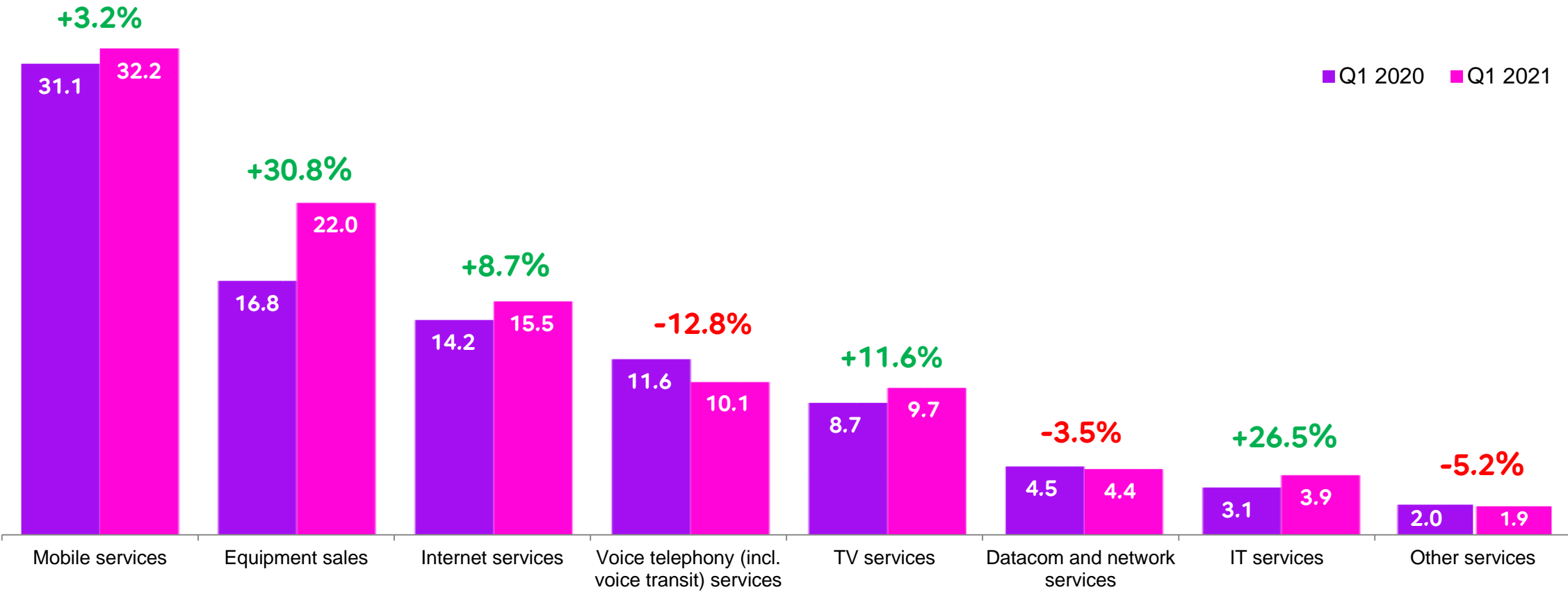
Consumers

**61.0%**



# REVENUE BY SERVICES

(EUR million)



# OPERATING EXPENSES (EUR million)

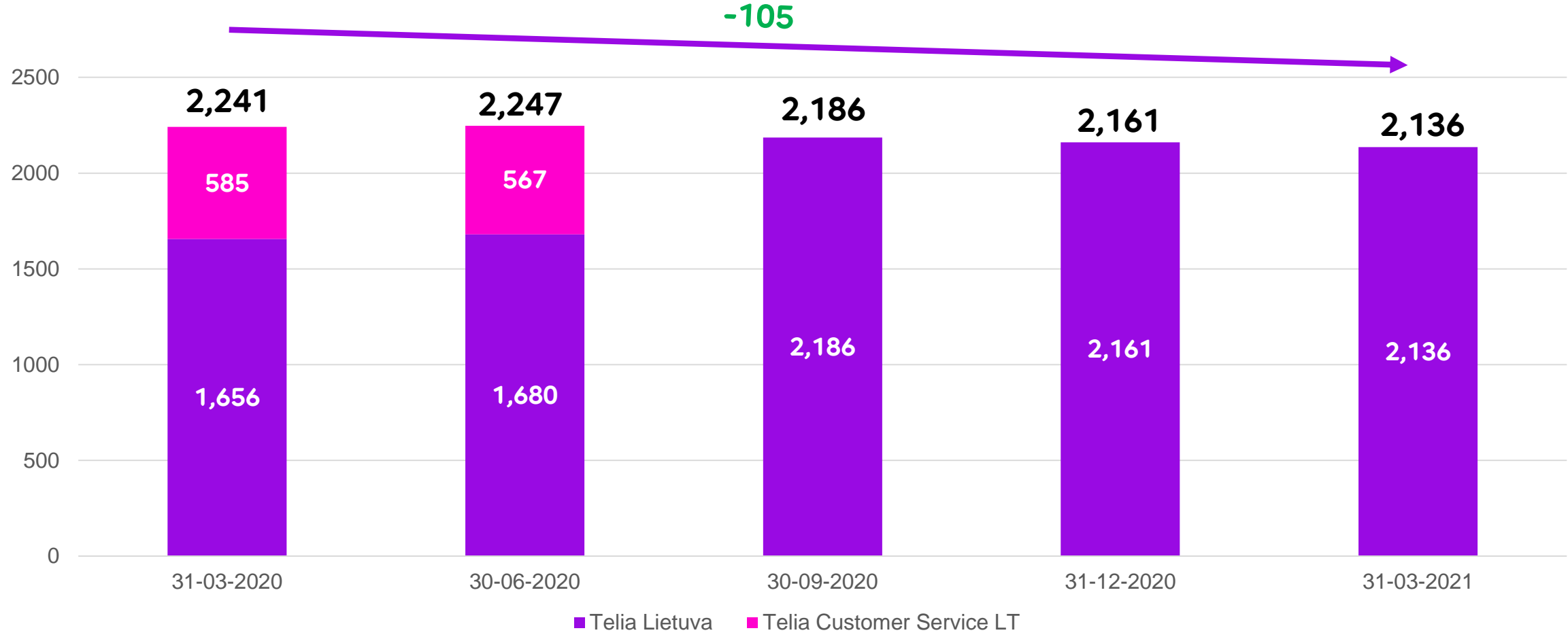


*NOTE. Non-recurring redundancy expenses in Q1 2020: EUR 234 thousand;  
in Q1 2021: EUR 347 thousand*

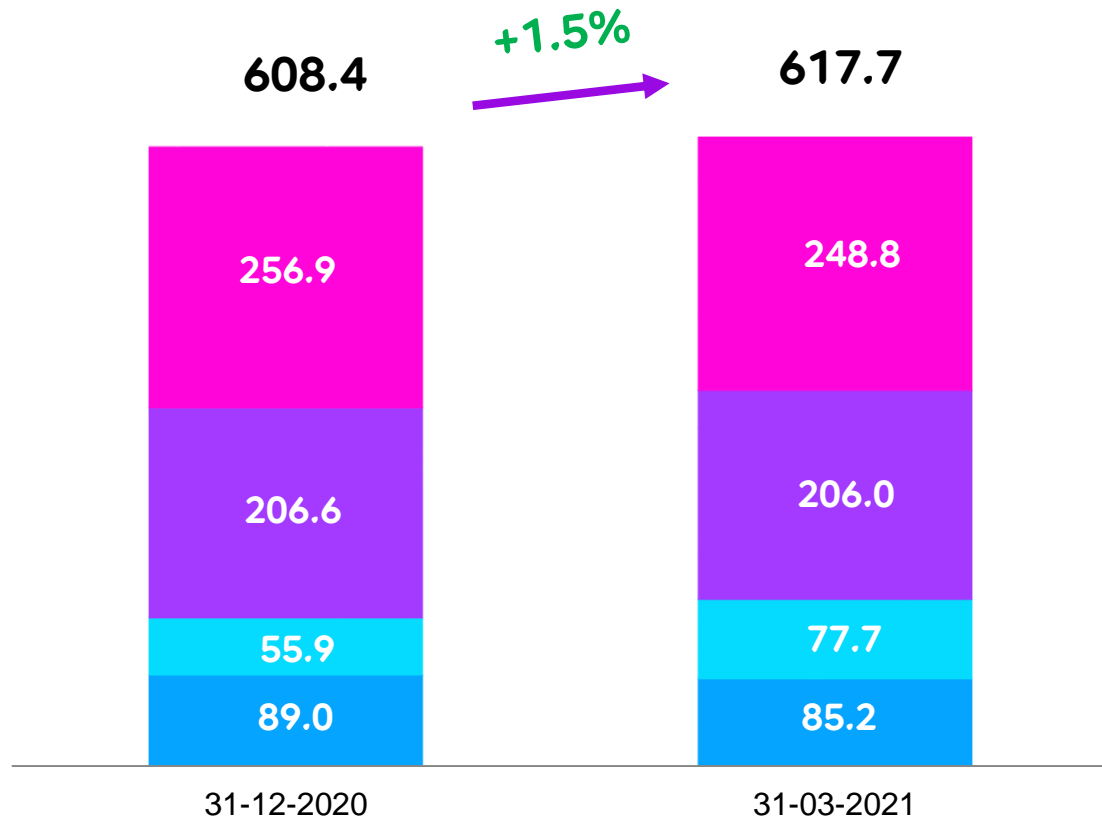




# NUMBER OF GROUP EMPLOYEES



# ASSETS (EUR million)

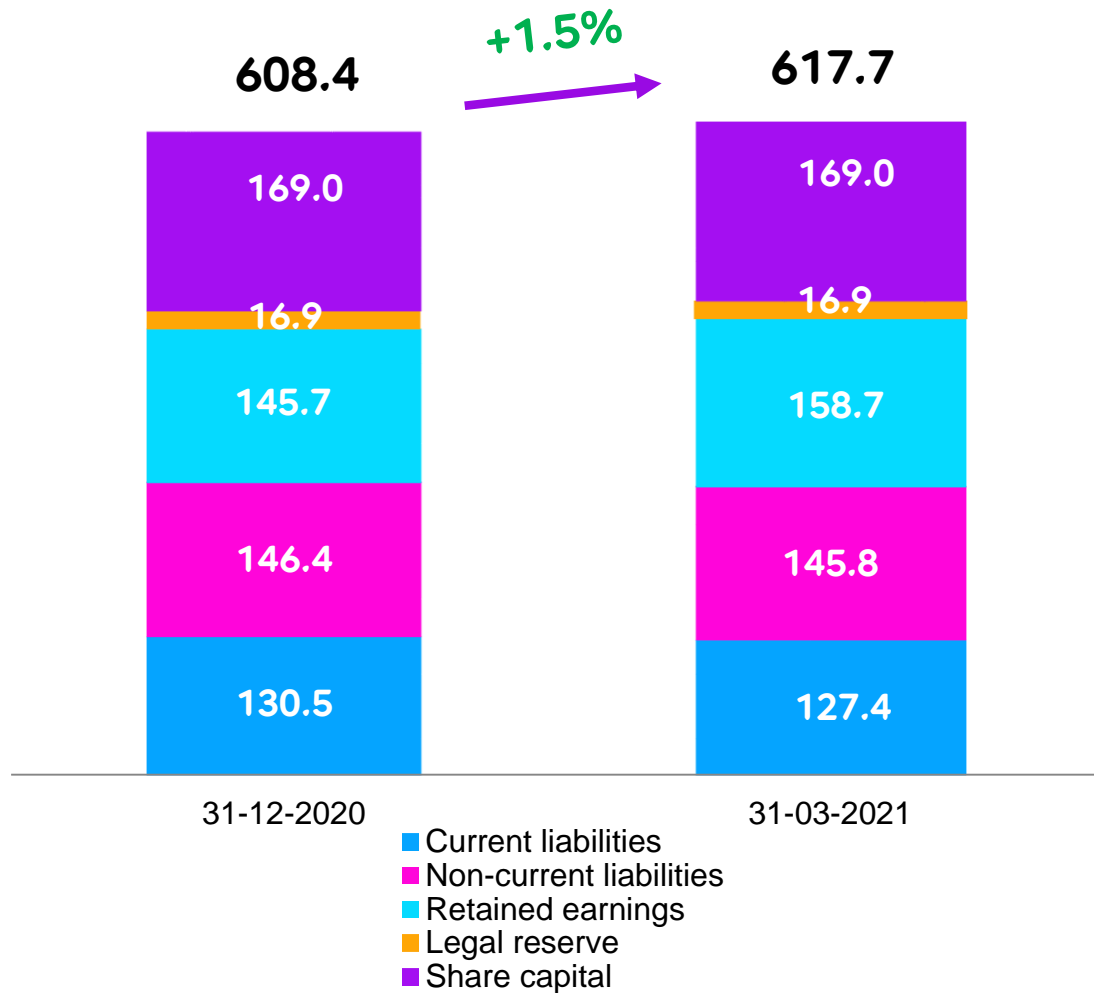


- Other current assets
- Cash and investments
- Other non-current assets
- Property, plant and equipment

- **Non-current assets** amounted to 73.6% of total assets as of 31 March 2021 (75.2% a year ago)
- **Cash** alone amounted to 12.6% (9.1%)
- **Return on capital employed:** 15.1% (13.7%)
- **Return on average assets:** 11% (10.1%)
- **Current ratio:** 127.2% (127.6%)



# EQUITY AND LIABILITIES (EUR million)

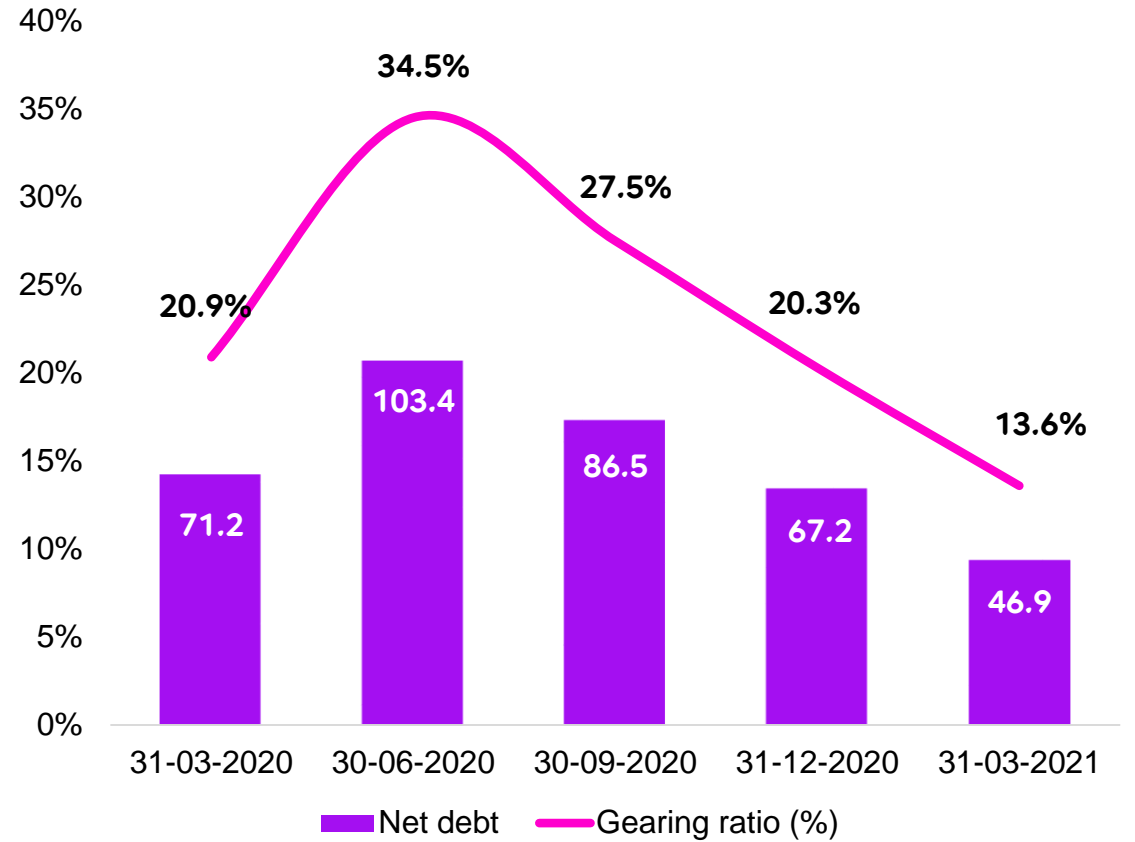
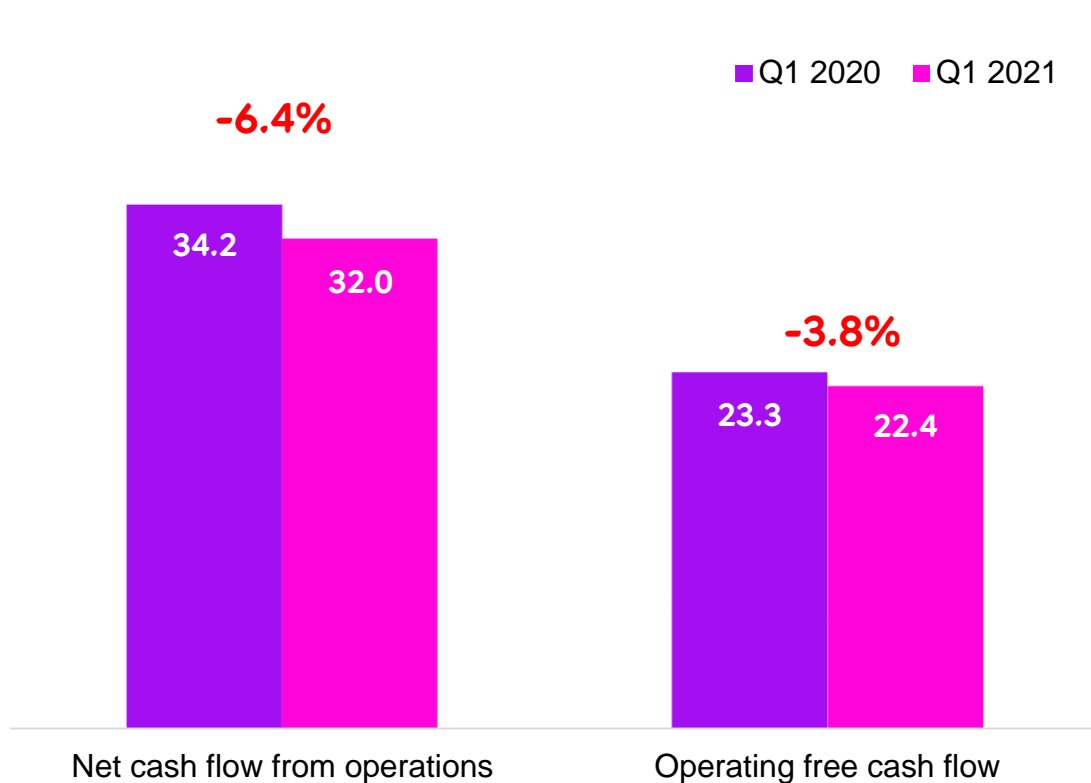


- As of 31 March 2021, shareholders' **equity** amounted to 55.8% of the total assets (56.1% a year ago)
- Total **borrowings** (31-03-2021) amounted to EUR 124.6 million: EUR 60 million – bank loan, EUR 63.4 million – vendor financing and EUR 1.2 – financial lease.
- **Gearing ratio**: 13.6 % (20.9%)
- **Debt to equity**: 36.2% (37.1%)
- **Return on equity**: 17.5% (17.4%)
- **Net debt to EBITDA**: 0.34 (0.55)



# CASH FLOW & NET DEBT

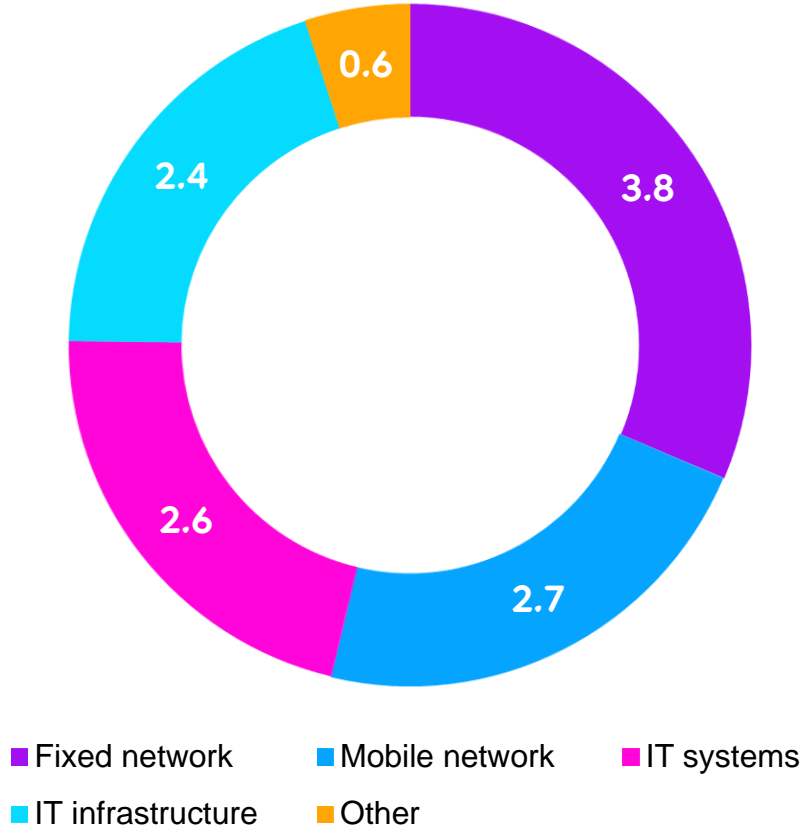
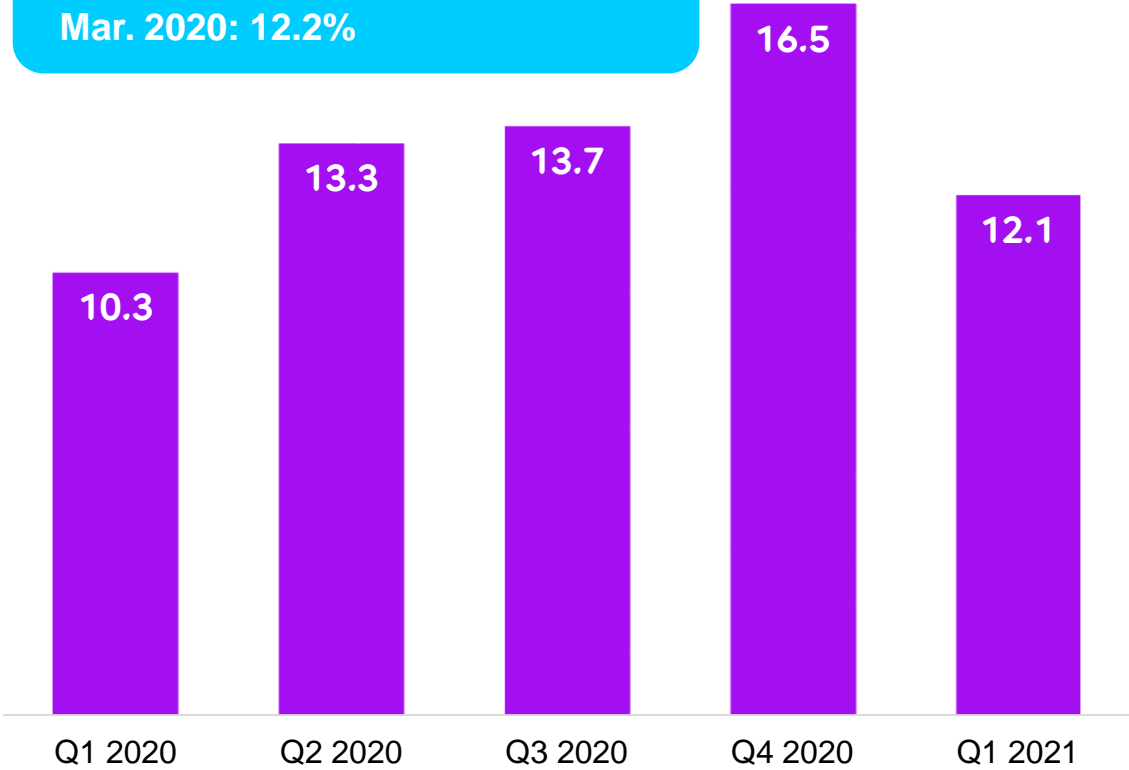
(EUR million)



# CAPEX & CAPEX BREAKDOWN FOR Q1 2021

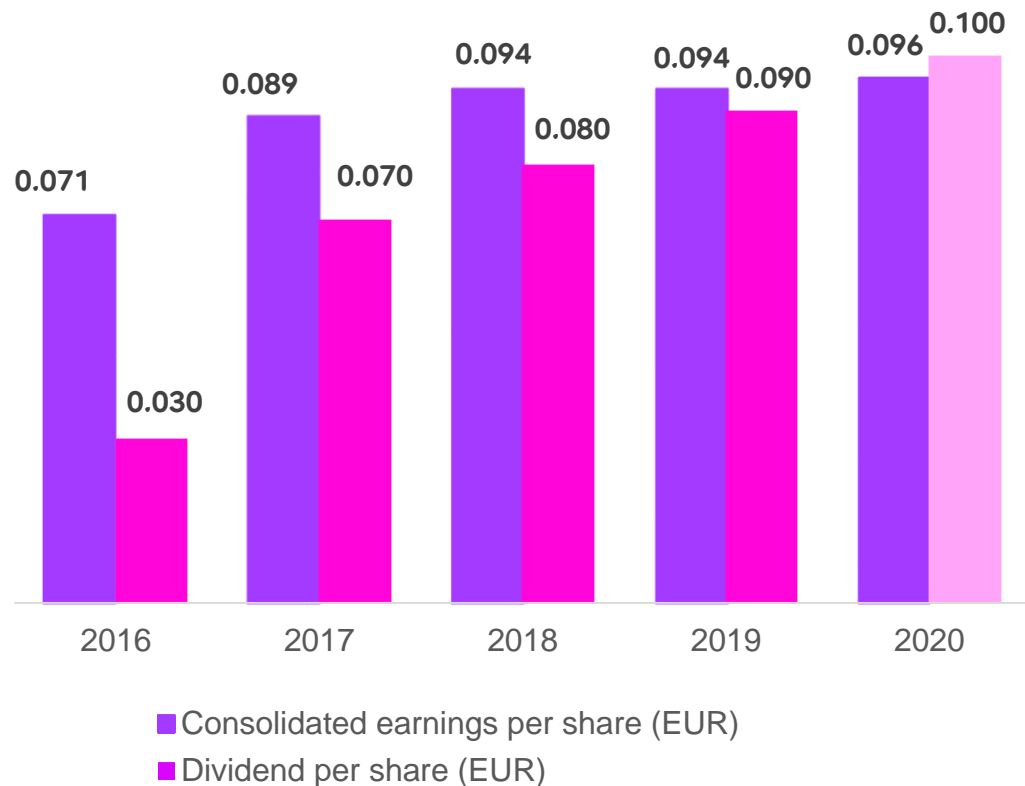
(EUR million)

Capex to Sales (12 months rolling):  
Mar. 2021: 13.7%  
Mar. 2020: 12.2%



# DIVIDENDS

Dividend payout ratio:  
2020: 104%  
2019: 96%



- Earnings and dividends are allocated to **582,613,138** shares
- As of 31 December 2020, retained earnings of the Company amounted to **EUR 145.7 million**
- It is proposed to pay **EUR 58.3 million of dividends** (EUR 0.10 per share) for the year 2020
- An amount of **EUR 87.4 million** as not distributed profit will be transfer to the next financial year
- On 27 April 2021 **AGM shall approve** allocation of the profit for the year 2020



# SHARES AND SHAREHOLDERS

The background features a series of diagonal stripes in vibrant colors: red, purple, and yellow, creating a dynamic and modern aesthetic.

# 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 **11.7 thousand**

## Shareholders as of 31-03-2021

	Part of shares and votes
Telia Company AB	88.15%
Other	11.85%

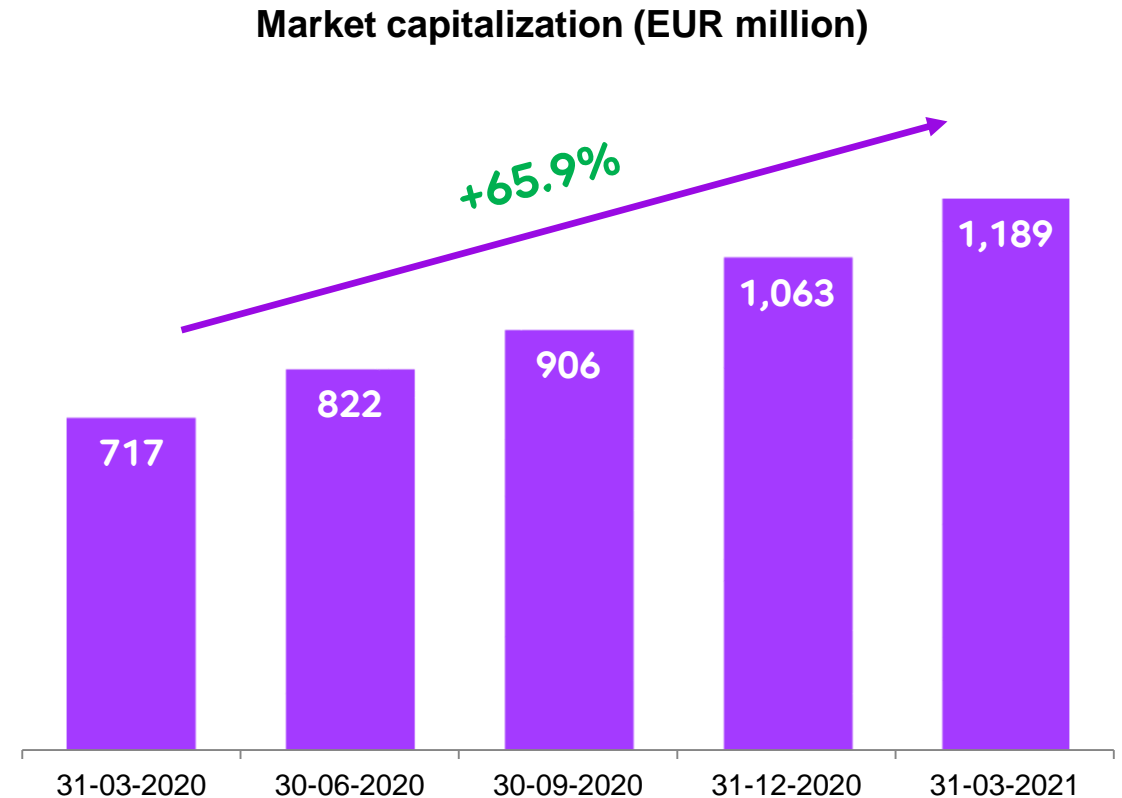




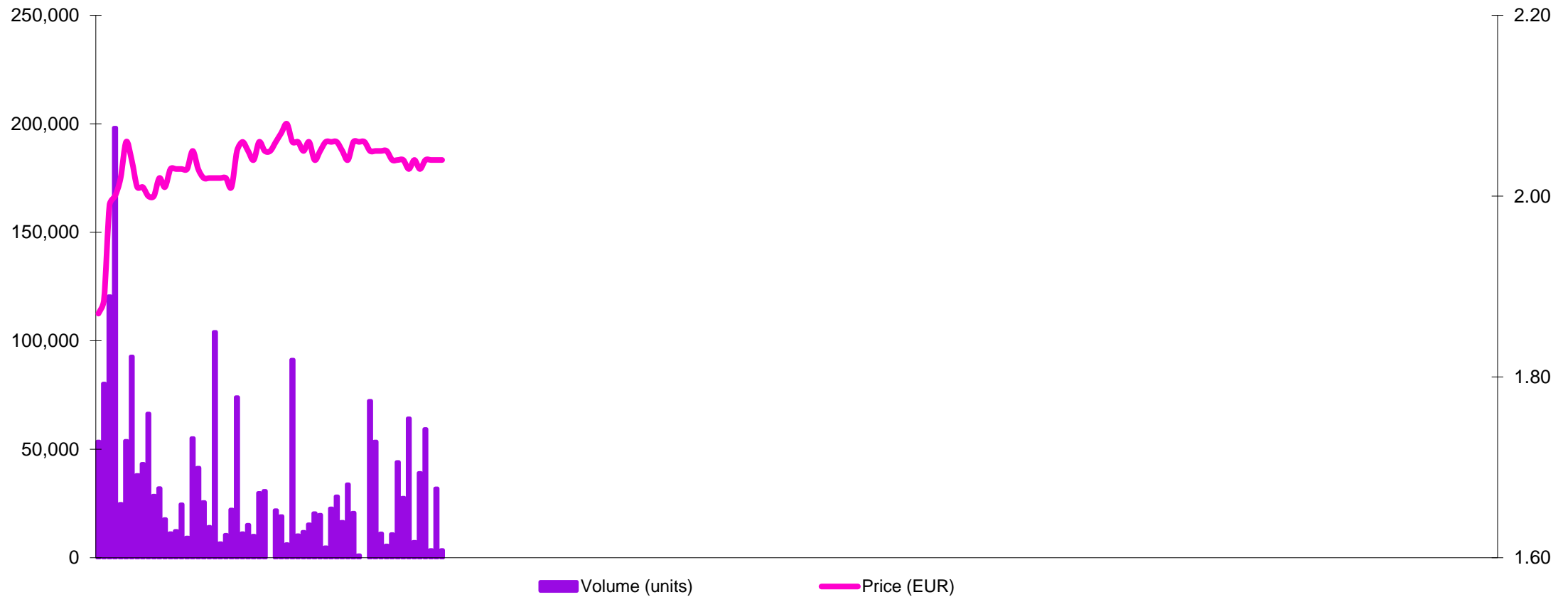
# SHARES

- 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 2021: 2.1 million of shares or EUR 4.3 million
- Share **price** on Nasdaq Vilnius:

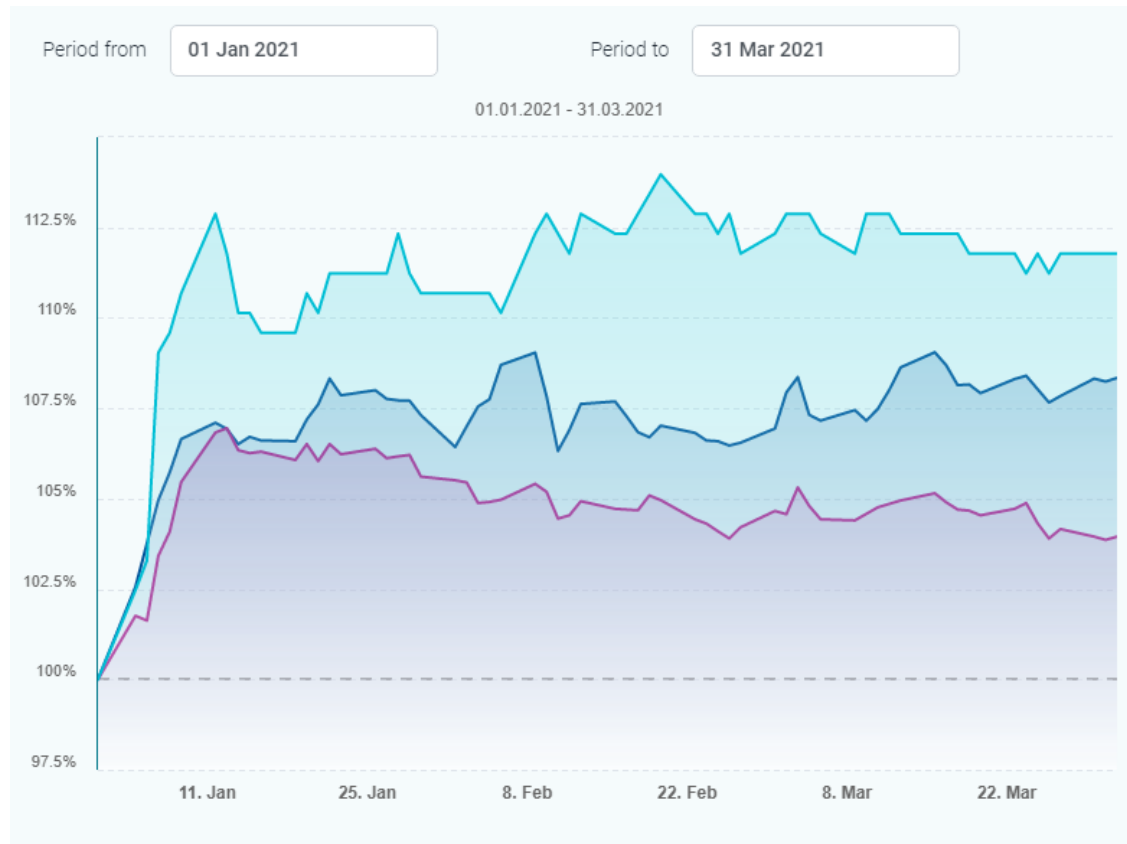
	EUR
01-01-2021	1.83
High	2.10
Low	1.83
31-03-2021	2.04



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



# THE COMPANY'S SHARE PRICE AND NASDAQ VILNIUS INDEXES COMPARISON



INDEX   EQUITY	OPENING VALUE	CLOSING VALUE	CHANGE %
■ OMX_Baltic_Benchmark_GI	1,104.74	1,196.92	+8.34
■ OMX Vilnius_GI	816.64	848.89	+3.95
■ TEL1L - Telia Lietuva	1.82	2.04	+11.78

Source: Nasdaq Vilnius



# CORPORATE GOVERNANCE

The background features a series of overlapping, wavy, diagonal bands of color. From top-left to bottom-right, the colors are: a dark purple band, a medium purple band, a light yellow band, a bright orange band, and a small teal band in the bottom right corner.

# GOVERNING BODIES

- The **Annual General Meeting** of Shareholders will be held on 27 April 2021
- The **Board** consist of 6 members elected for the 2-year term. The current term of the Board ends in April 2021
- Telia Company proposed to **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** is proposed to be 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 Committee,  
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



**Tomas Balžekas,**  
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 have no direct interest in the share capital of Telia Lietuva



# GOVERNING STRUCTURE OF TELIA LIETUVA

VALID FROM 1 JANUARY 2020



# MANAGEMENT TEAM



**Dan Strömberg,**  
CEO



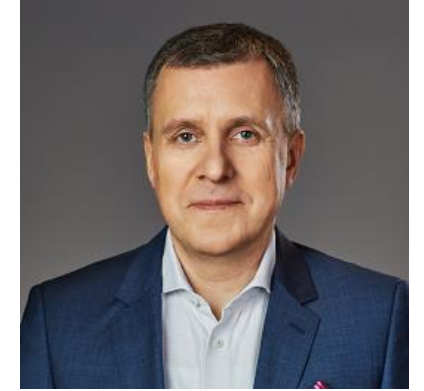
**Nortautas Luopas,**  
Head of Consumer,  
Head of Digitalization & Analytics



**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

The background features a series of diagonal stripes in various shades of purple and blue, creating a modern and dynamic aesthetic.

# 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 CO<sub>2</sub>**  
throughout the value chain



**ZERO WASTE**  
circular economy in  
Telia's operations



**100% ACTION**  
team effort





**Telicia**

