

Interim results

6 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



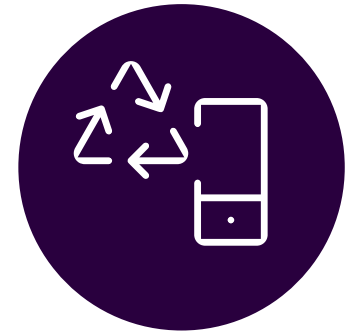
Customer care
24/7/365



Quality of
operations'
management
confirmed by
ISO certificates



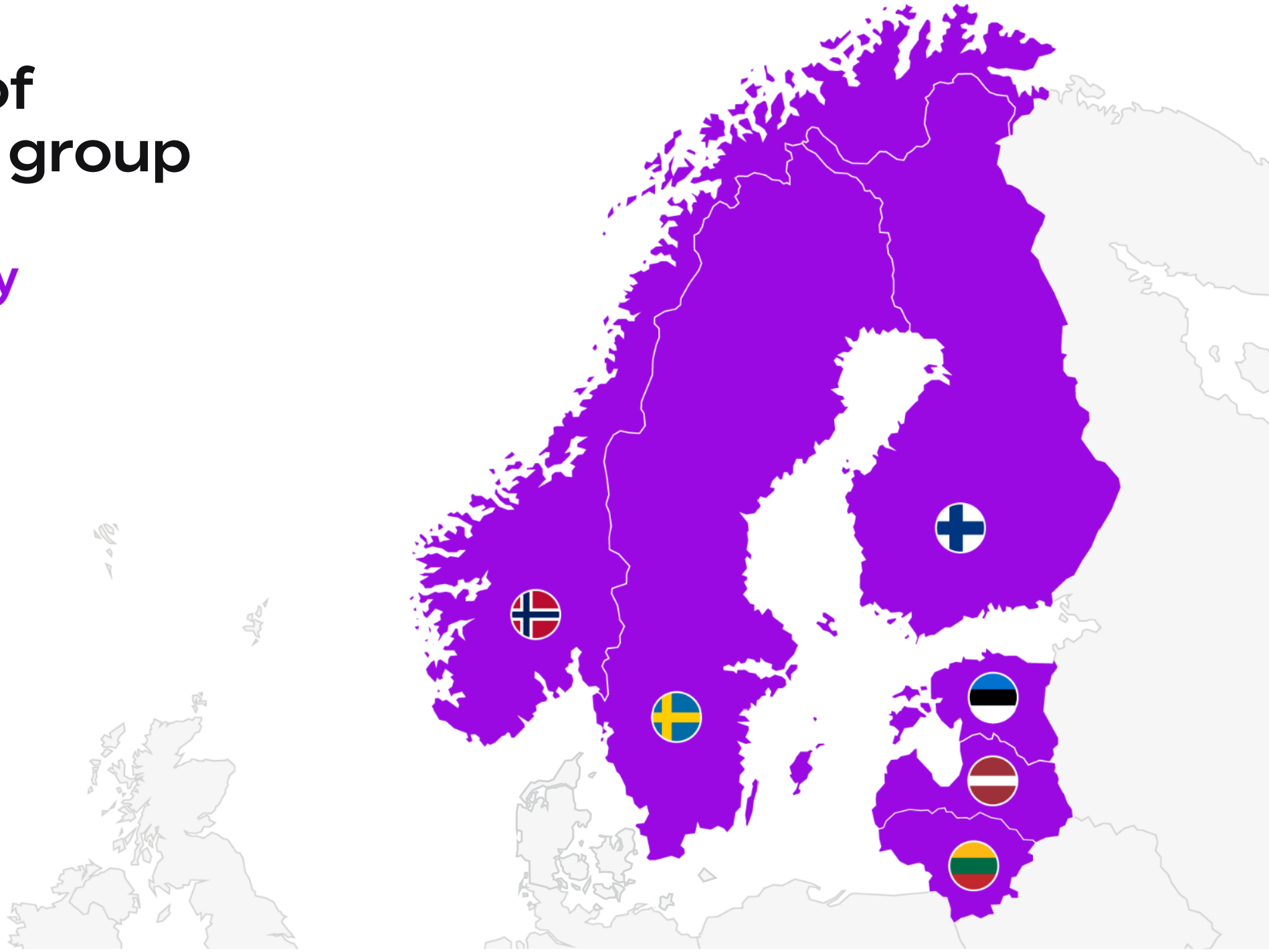
Team of 2,000
professionals



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

Speed up
Make the right decisions fast

Make it happen
Enable everyone to make better happen

Radical honesty
Call things out even when it's difficult

We Care
for everyone

Look out for each other
Treat everyone with respect

Walk in our customers' shoes
Make customer experience your obsession

Celebrate the good stuff
Be generous with your praise

We Simplify
the way we do things

Less is more
Do what matters most

One team
Align goals and prioritize

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 H1 2024

#1

Service revenue increased by 4.8% fueled by continuous double-digit growth from billed mobile & IT services

#2

Adjusted EBITDA margin increase by 1.2 p.p. to 37.2% & net profit is up by 14.4%

#3

Mobile data usage increased by 38%, while using 5G network alone grew 2.8 times (y-o-y)

#4

Completed a 2-years' project of Lithuania Railways' data transmission network modernization for total value of EUR 12 million

#5

The Company's resilience to cybersecurity threats rated 9.7 out of 10 by RiskRecon cybersecurity rating

#6

90% of residential customers migrated into SAP CRM under transformation program

#7

EUR 0.09 dividend per share (in total EUR 52.4 million) for the year 2023 paid out in May

#8

The first part of the full mobile gadgets buy-back service came to life and online tool for evaluation of old devices is launched



Number of customers



1,655,000

of **mobile** service users



423,000

of **broadband Internet** connections



260,000

of **TV service** users



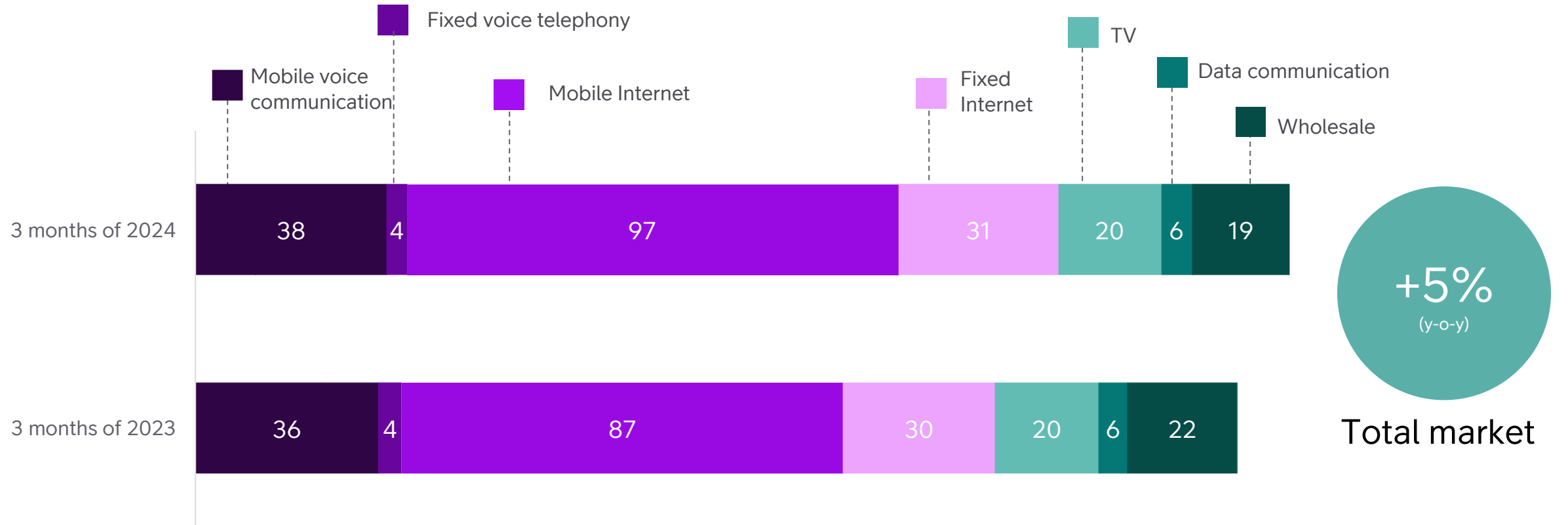
167,000

of **fixed telephone** lines in service

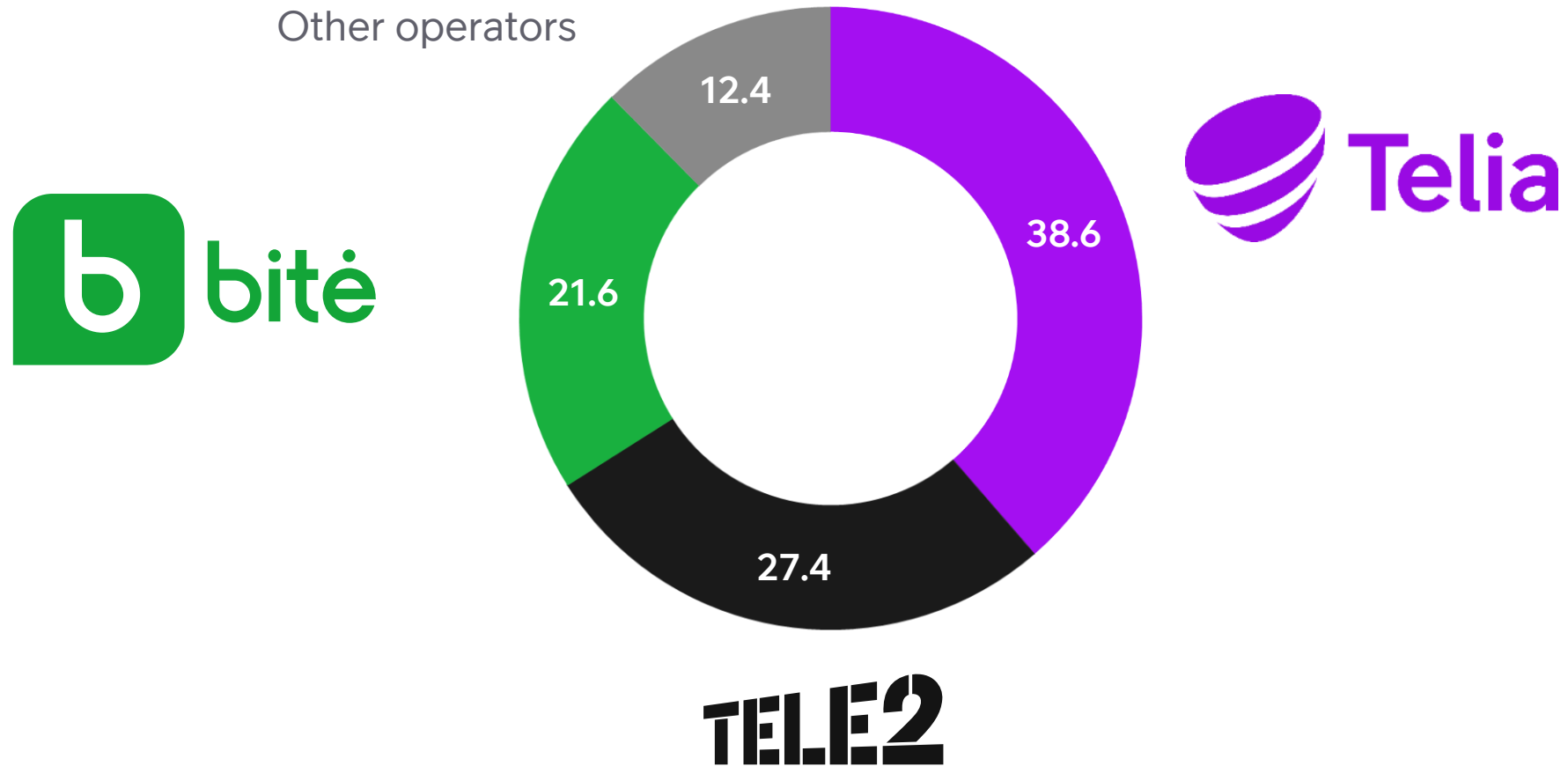


Telecommunications market of Lithuania

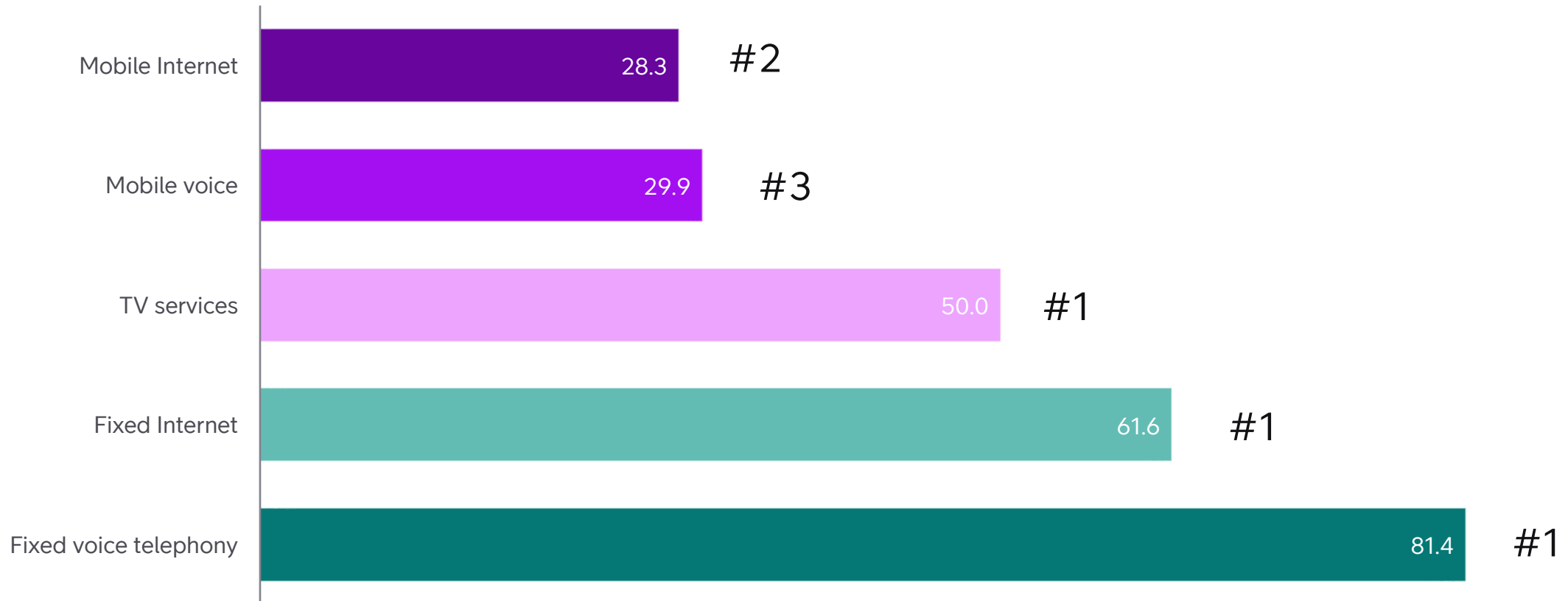
Internet drives telco market growth (mEur)



Breakdown of the telecommunications market revenue by operators for Q1 2024 (%)



Telia Lietuva market shares in terms of revenue for Q1 2024 (%)



Market: growing usage of mobile data



+21.9% (y-o-y)

Growing usage of
mobile data

(uploaded / downloaded
409,957 TB of data per quarter)



+0.6% (y-o-y)

Increased number of
FTTH/B connections

(accounts for **80.1%** of all
fixed Internet connections)



+2.3% (y-o-y)

Increased number of
IPTV users

(accounts for **54.9%** of all
pay-TV service users)



Market penetration



135.1

Mobile
communications
subscribers

(per 100 inhabitants)



12.9

Fixed
telephony
lines

(per 100 households)



51.6

Broadband
Internet
access

(per 100 households)



38.5

Pay-TV
subscribers

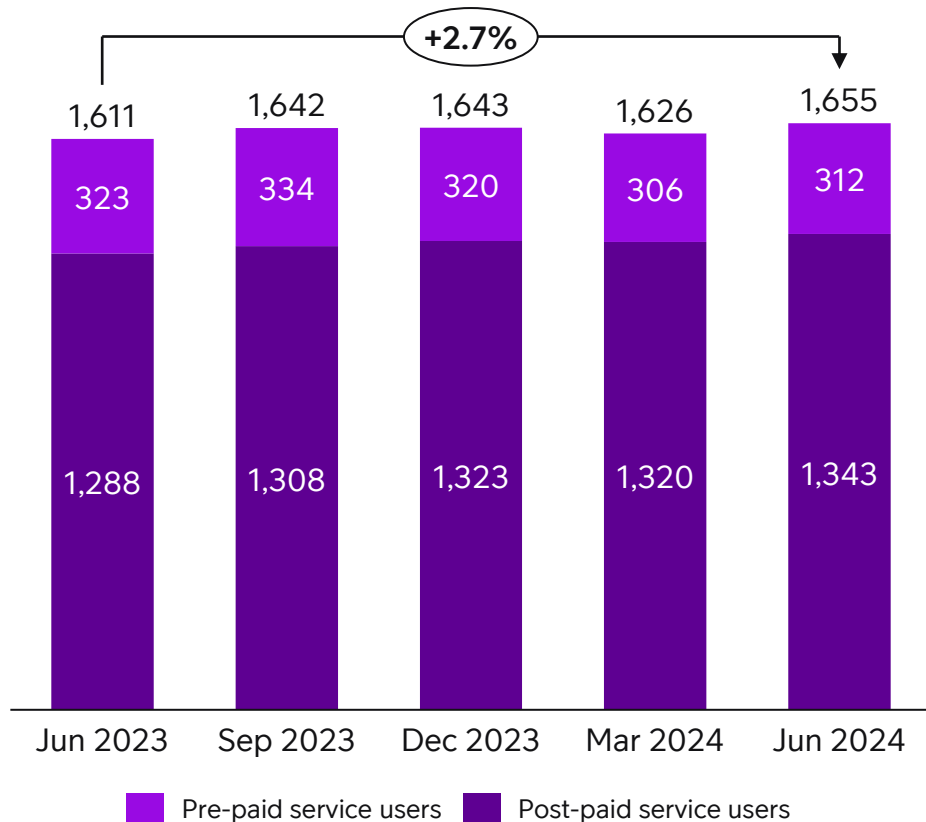
(per 100 households)



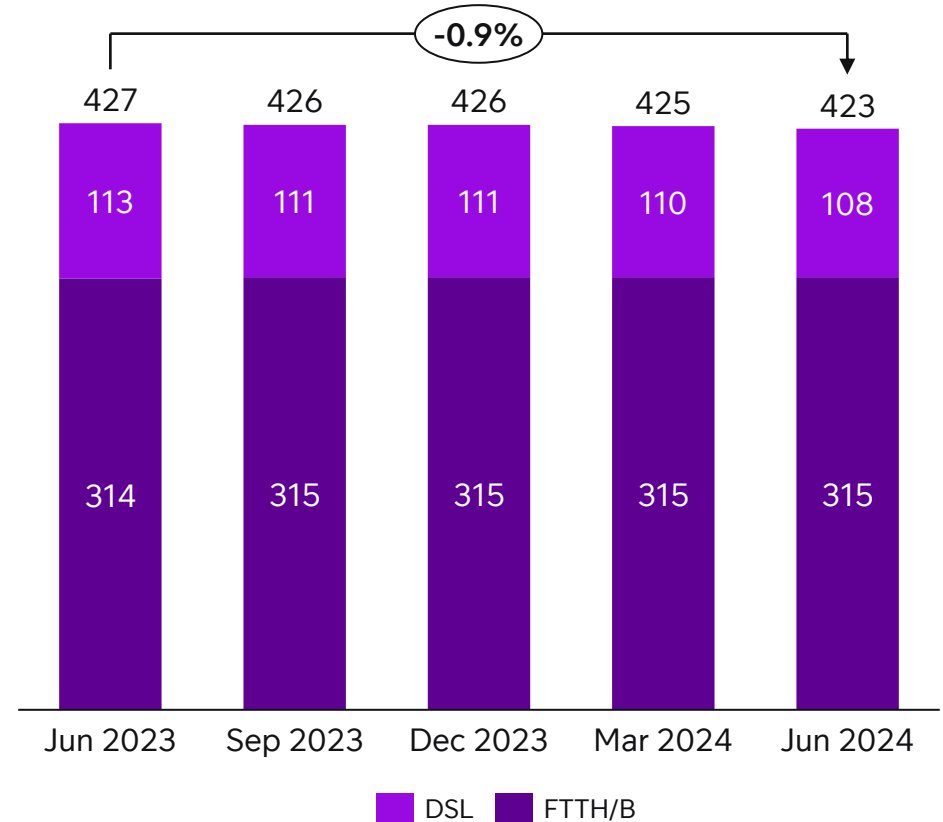
Operating and financial results

Number of mobile and broadband service users

Mobile communication users (thousands)

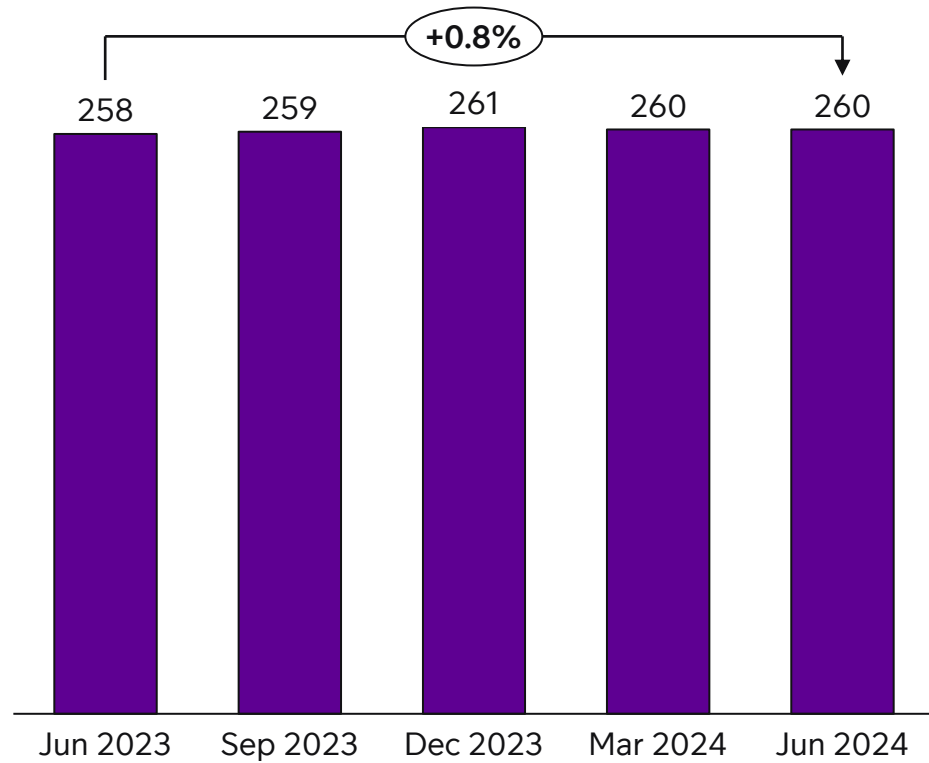


Broadband Internet connections (thousands)

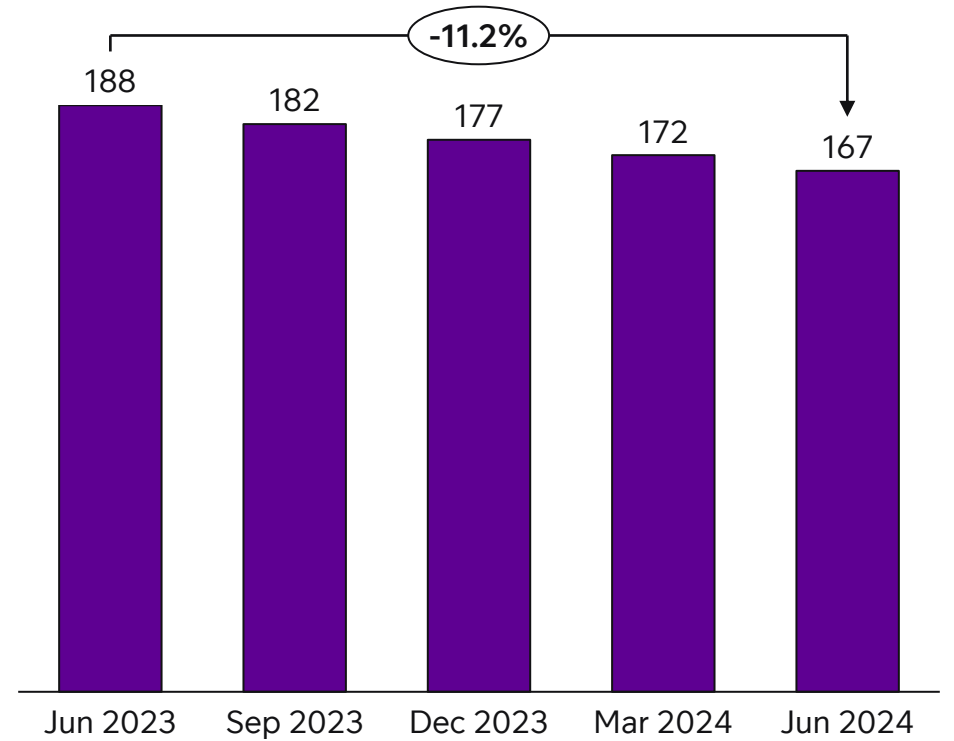


Number of TV and fixed voice service users

TV service users (thousands)

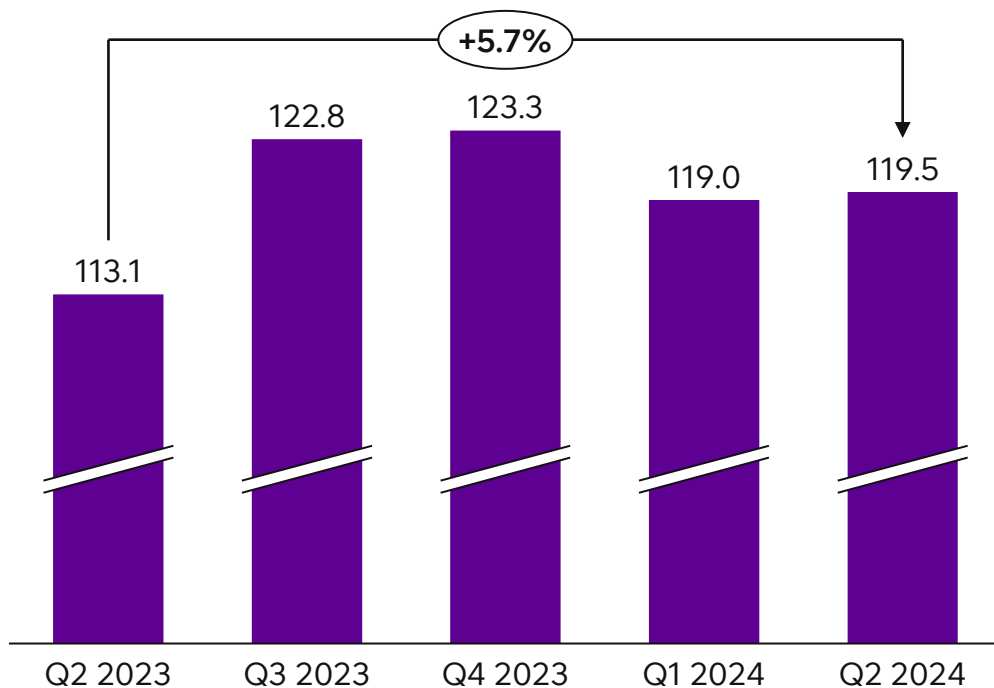


Fixed telephone lines (thousands)

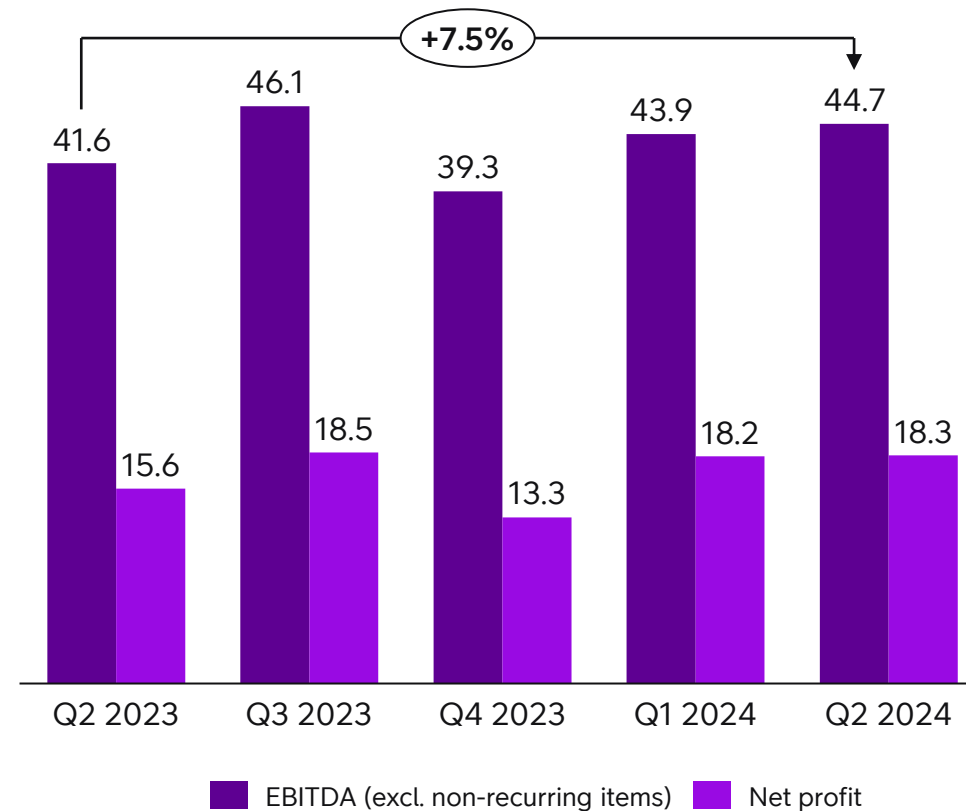


Revenue & Earnings (mEUR)

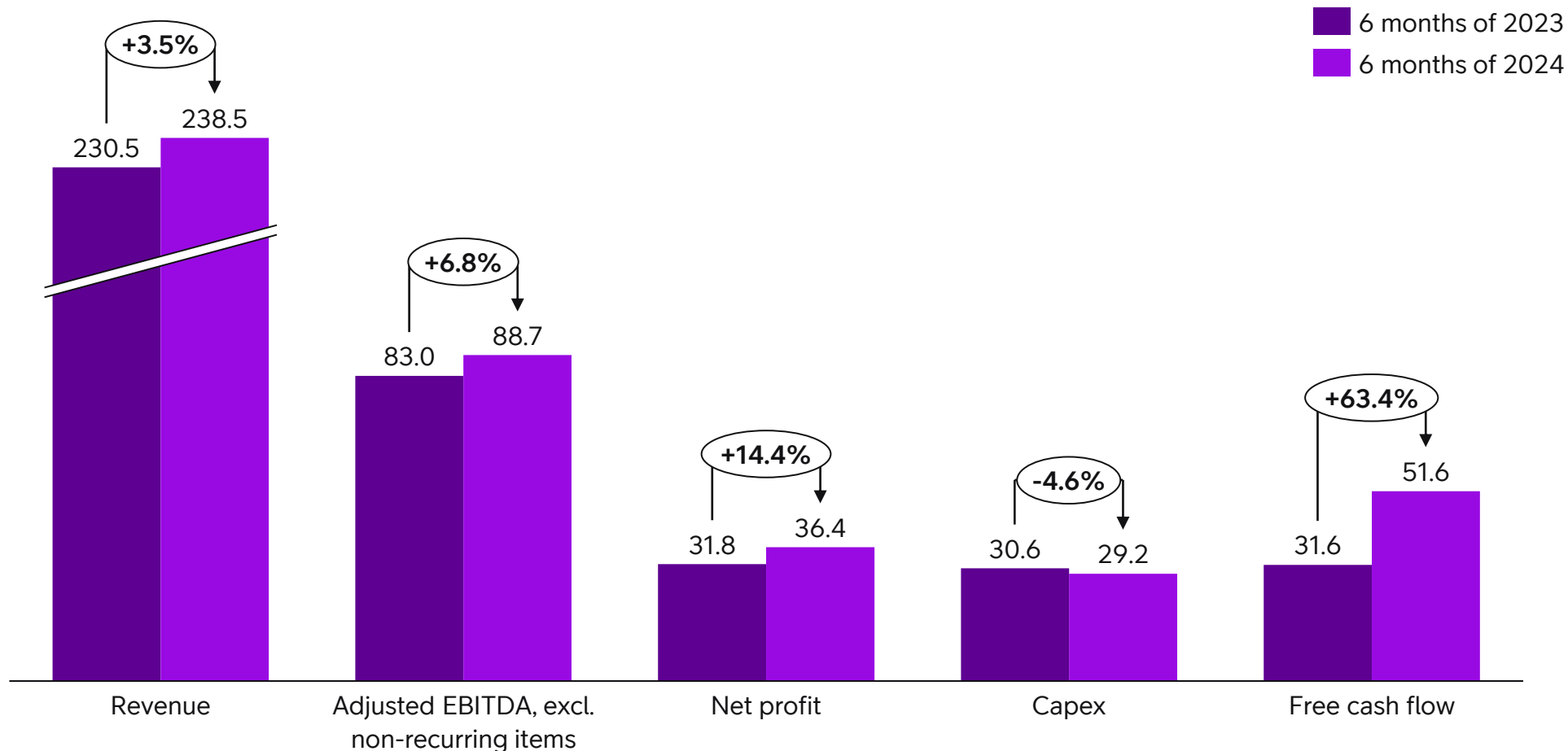
Revenue



EBITDA & Net profit



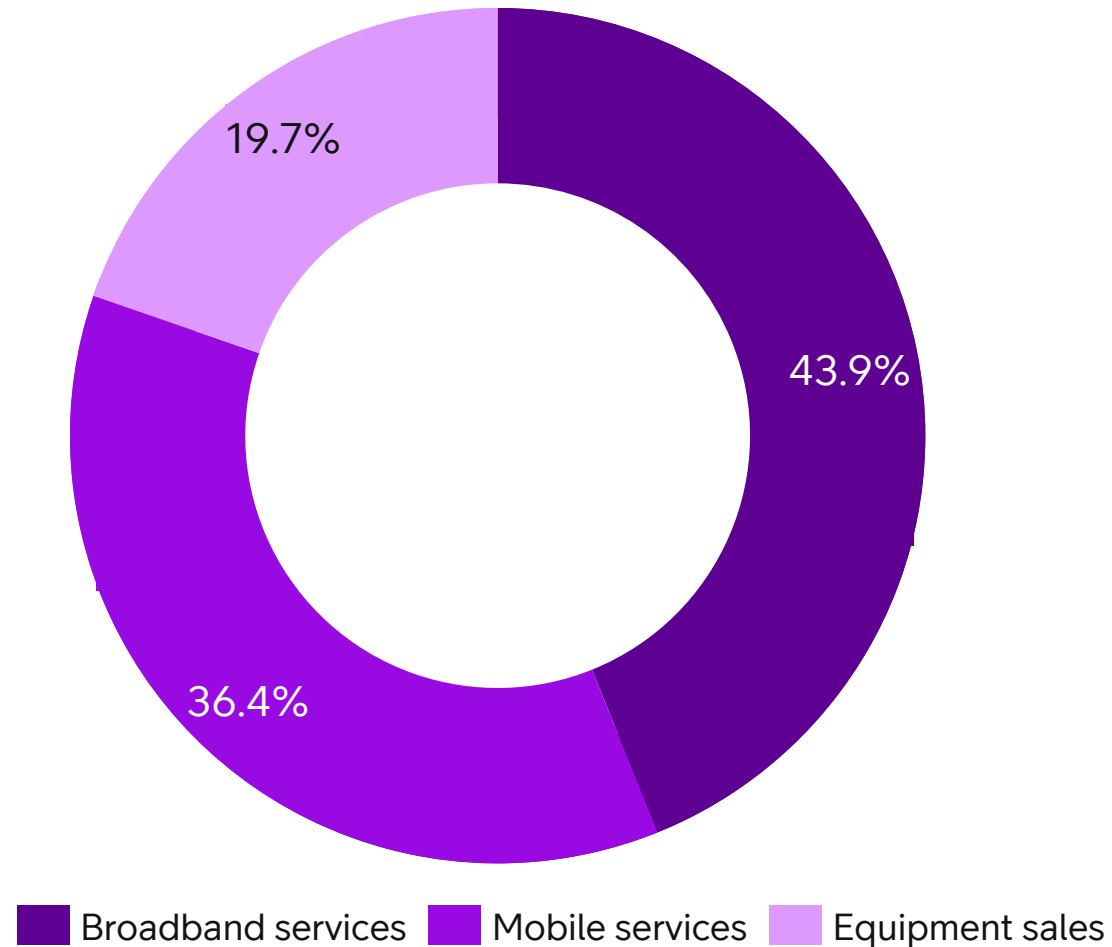
Dynamics of main financial indicators (mEur)



NOTE. Non-recurring items for 6 months of 2024 were comprised of one-off redundancy pay-outs of EUR 626 thousand (2023: EUR 547 thousand), other non-recurring expenses EUR 840 thousand (2023: EUR 992 thousand) and gain of EUR 160 thousand (2023: EUR 32 thousand) from sale of property.



Revenue breakdown for 6 months of 2024



36.6%

Enterprises

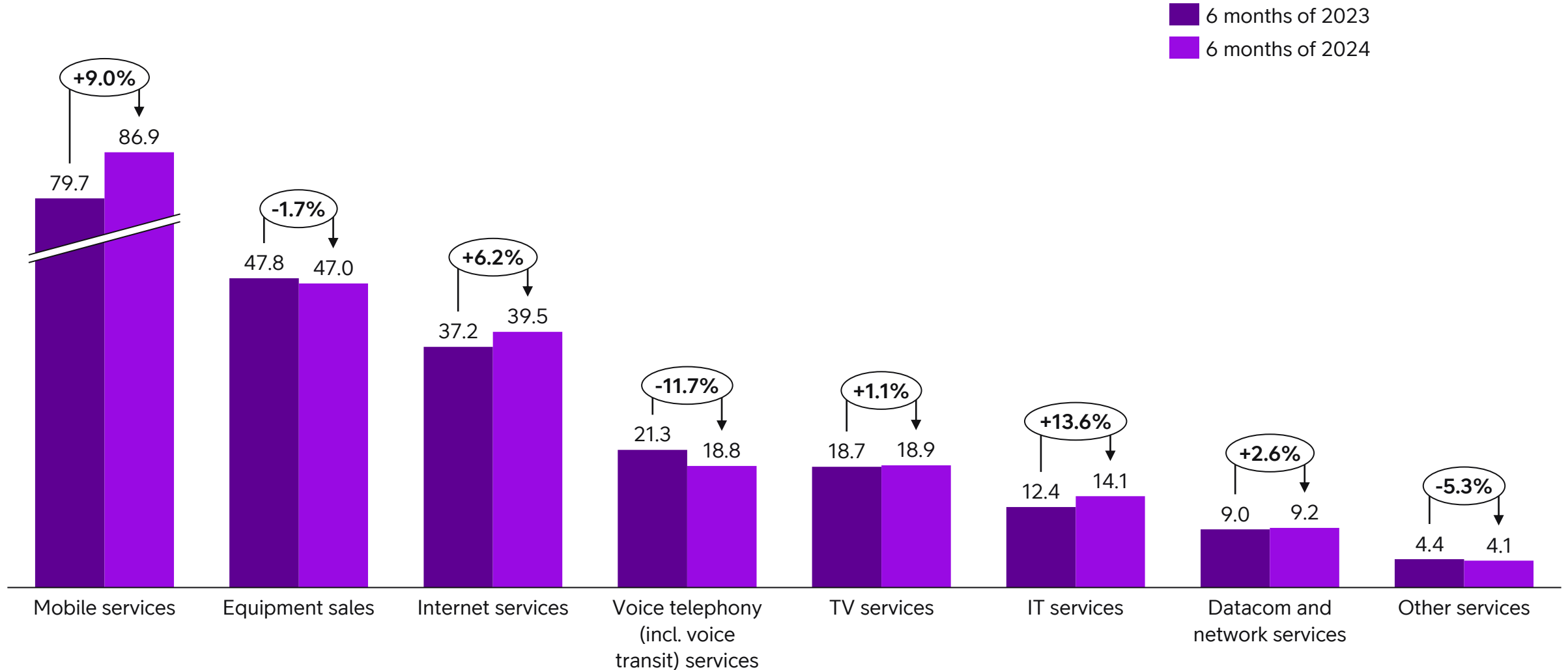


63.4%

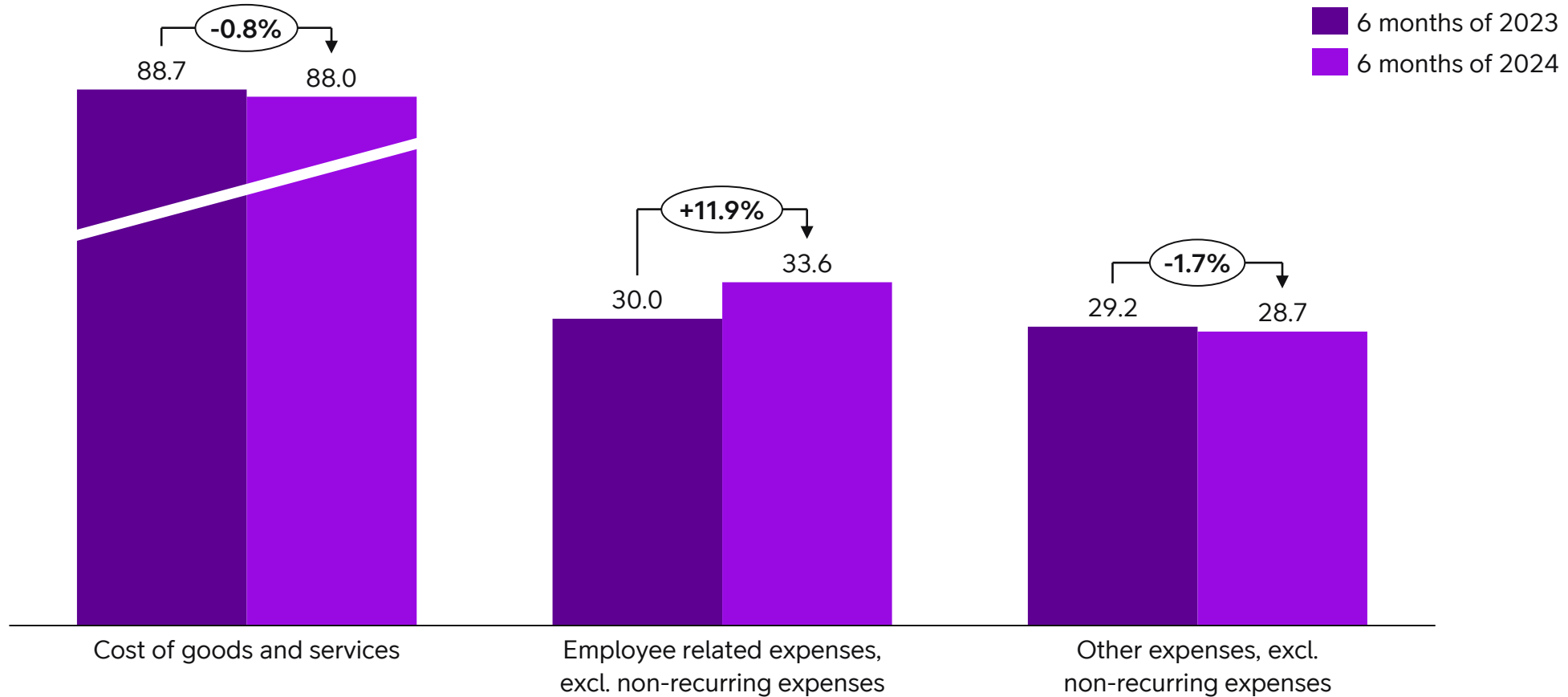
Consumers



Revenue by services (mEur)



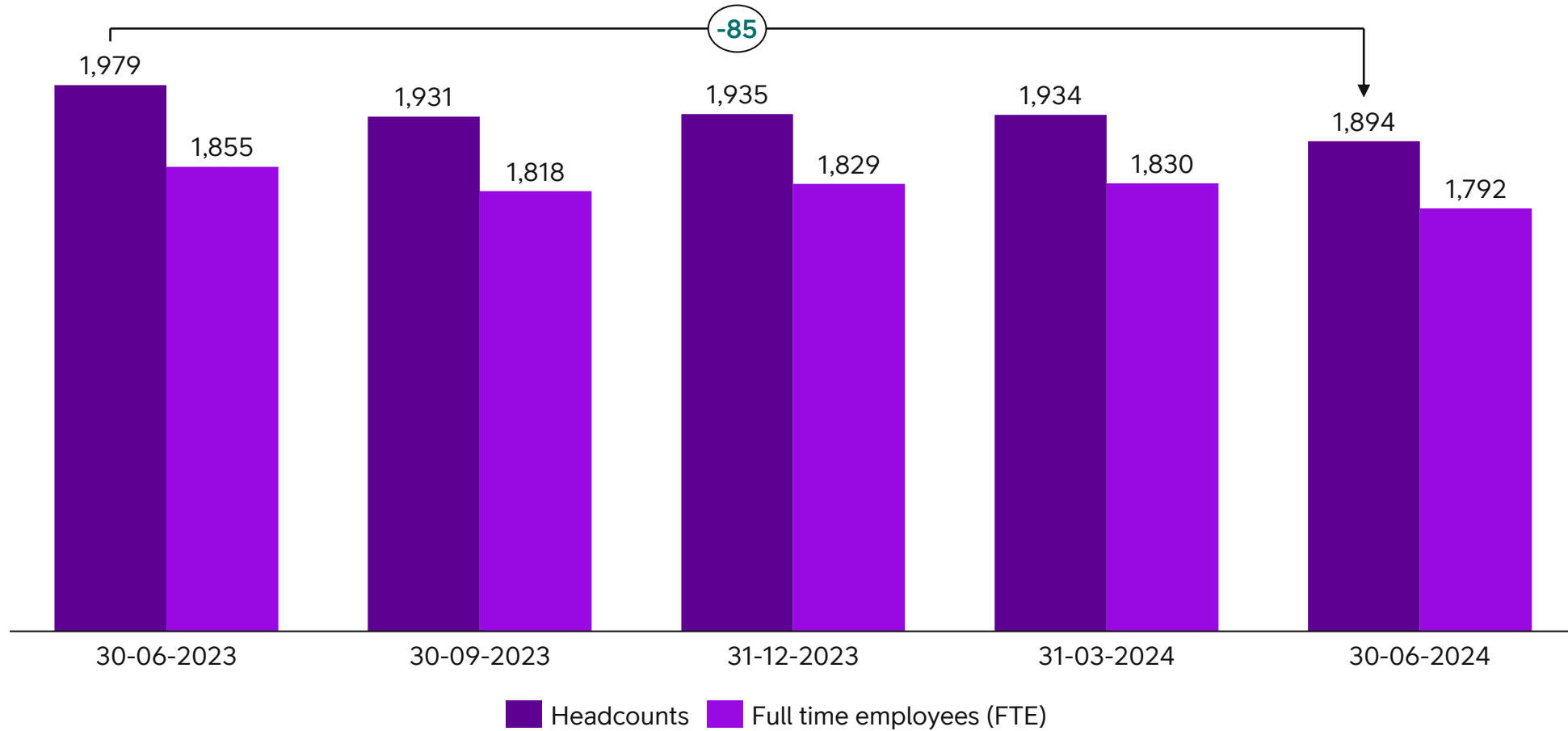
Operating expenses (mEur)



NOTE. Non-recurring items for 6 months of 2024 were comprised of one-off redundancy pay-outs of EUR 626 thousand (2023: EUR 547 thousand), other non-recurring expenses EUR 840 thousand (2023: EUR 992 thousand)

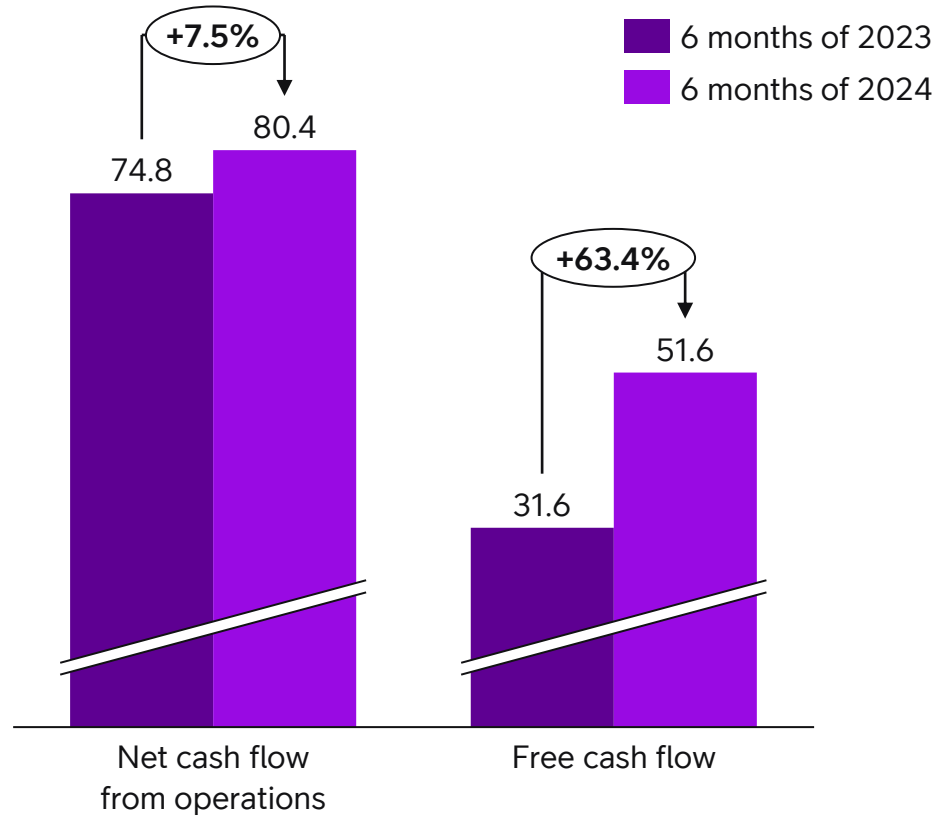


Number of employees

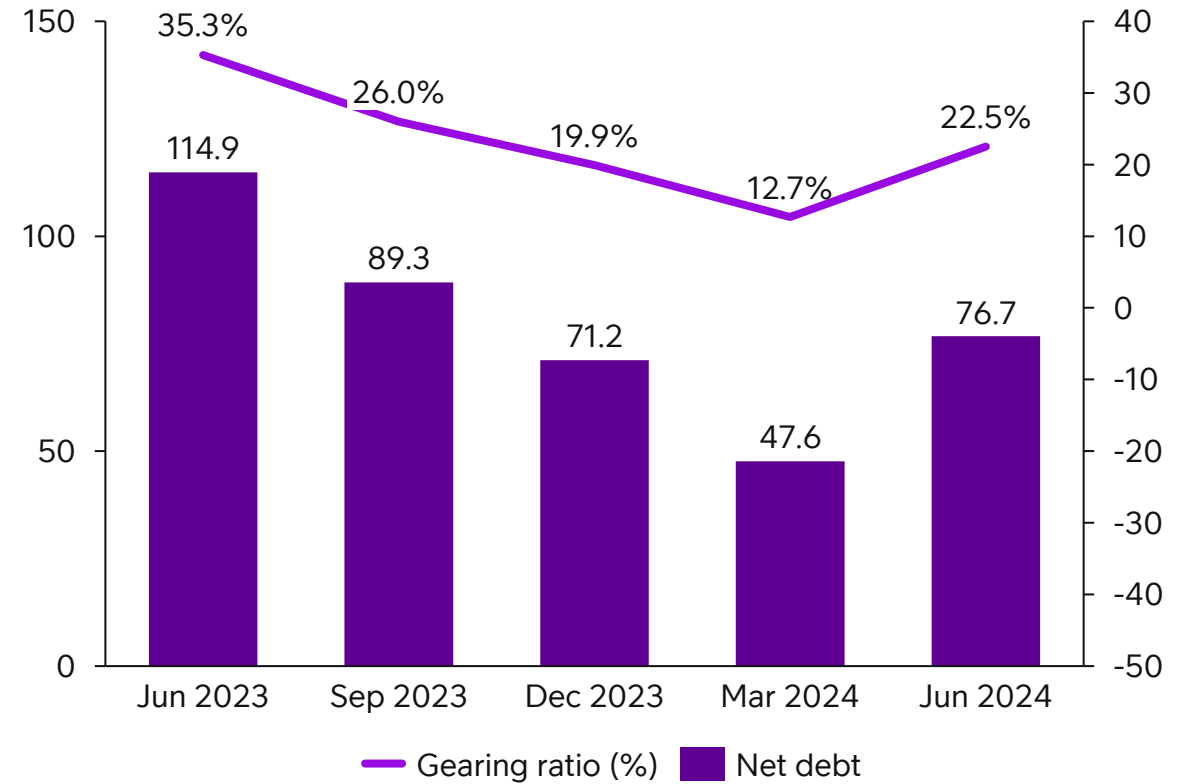


Cash flow & Net debt (mEur)

Cash flow



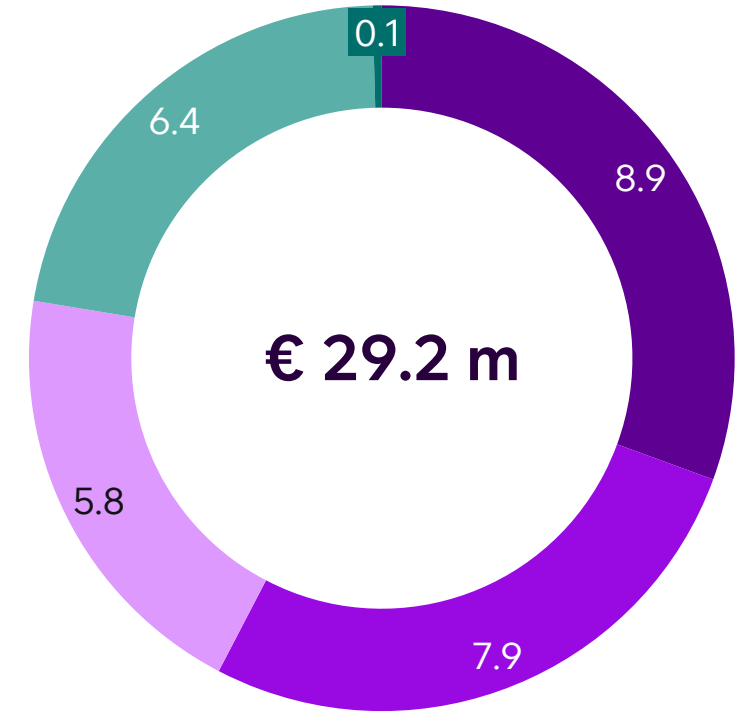
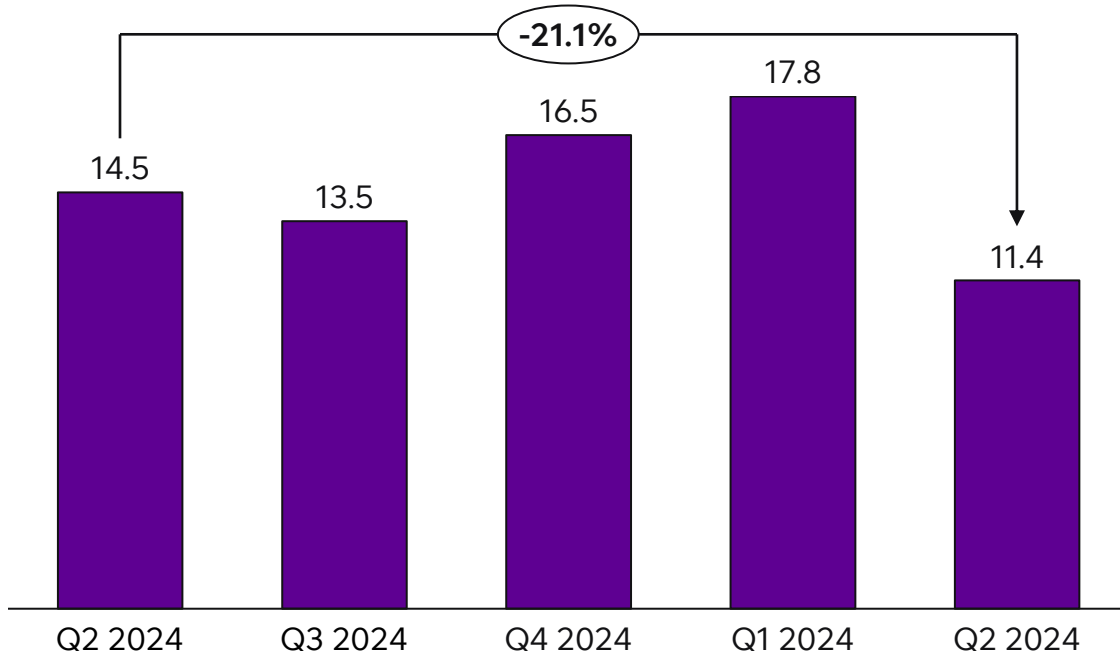
Net debt & Gearing ratio



CAPEX & its breakdown for 6 months of 2024 (mEur)

Capex to Sales (12 months' rolling)

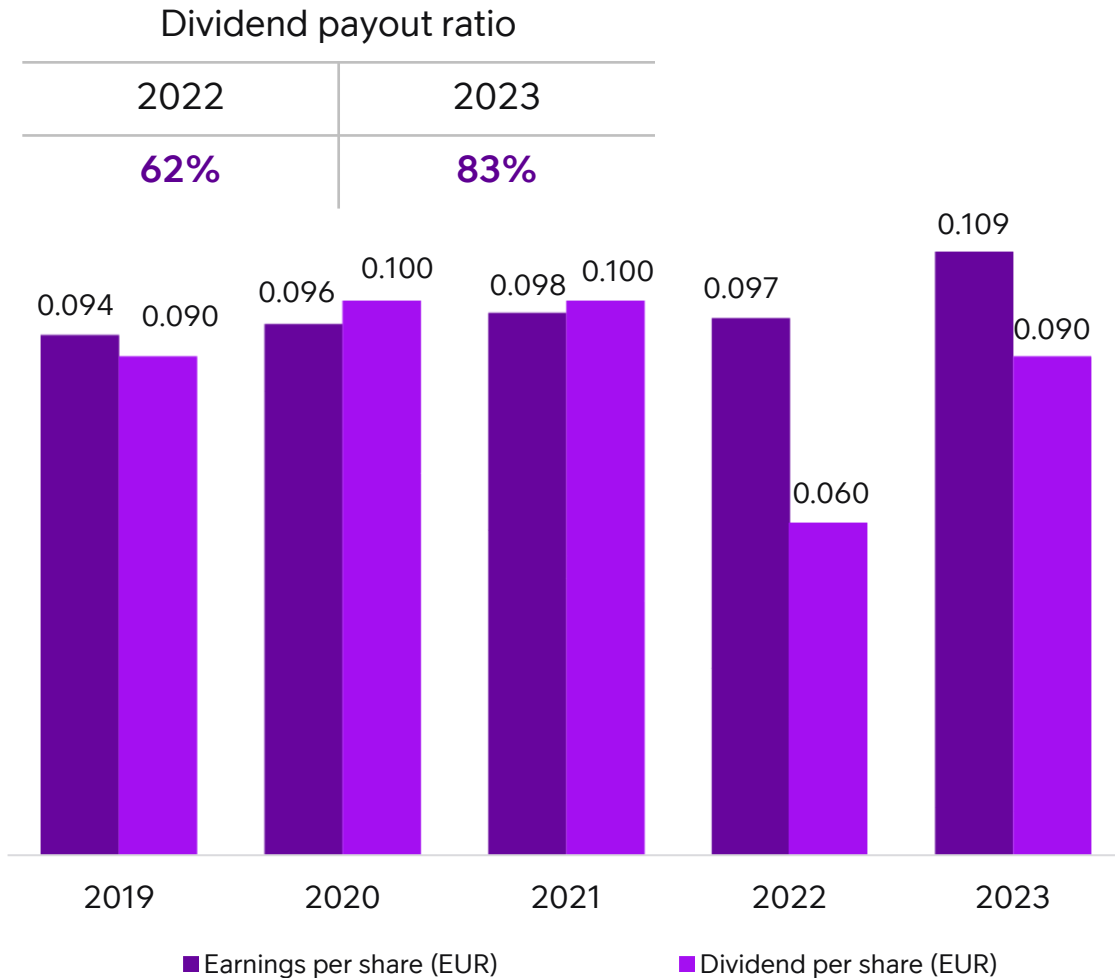
30-06-2023	30-06-2024
17.3%	12.2%



- 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
- On 26 April 2024, the Annual General Meeting of shareholders approved pay-out of **EUR 52.4 million** (EUR 0.09 per share) **of dividends** for the year 2023
- **Dividends were paid** on 23 May 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 30-06-2024

Telia Company AB

Other

88.15%

11.85%

Part of shares and votes

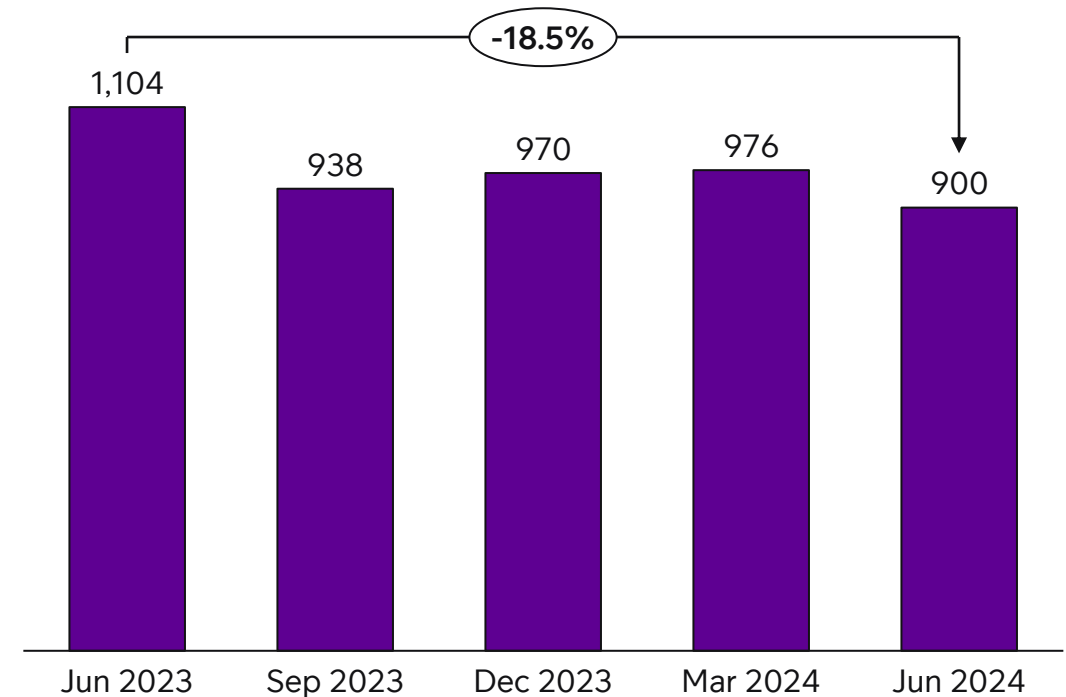


Shares

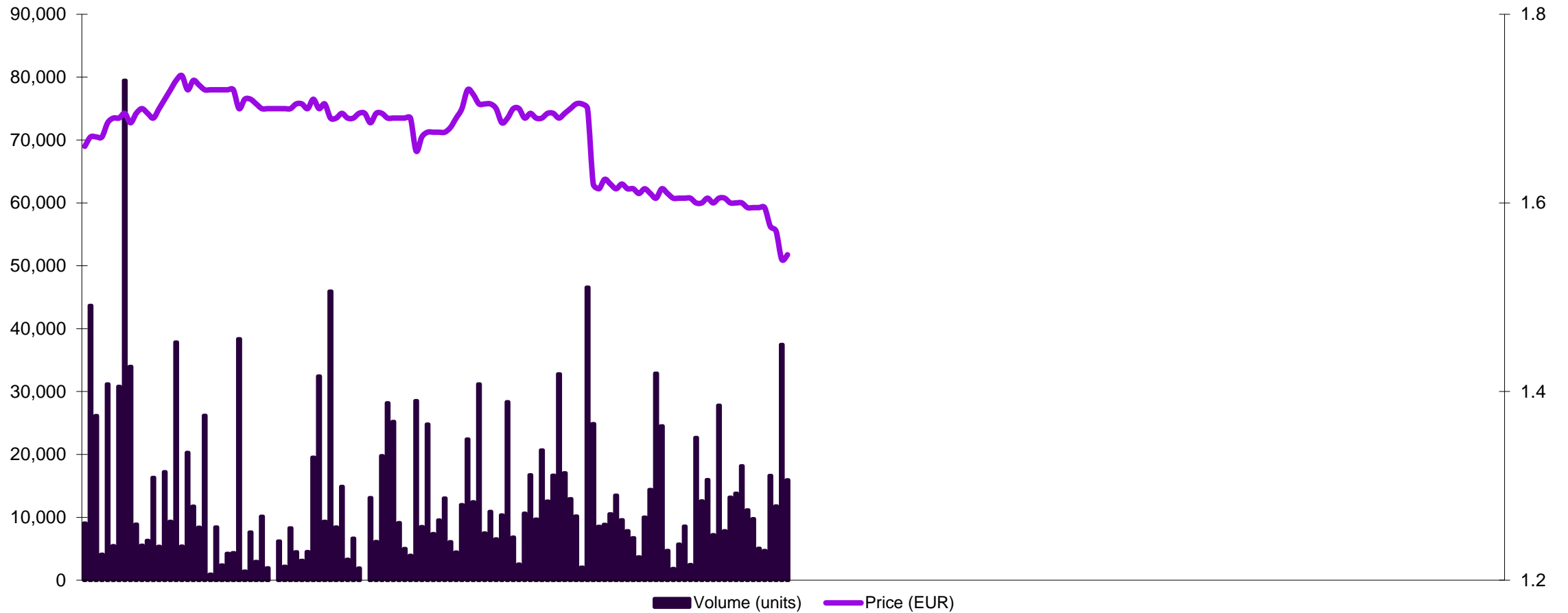
- Since June 2000, the Company's shares are listed on **Nasdaq Vilnius stock exchange** (ticker: TEL1L)
- Since January 2011, the Company's shares were included into the trading lists of a few German stock exchanges (ticker: ZWS)
- **Turnover** on Nasdaq Vilnius stock exchange during January-June 2024: 1.7 million of shares or EUR 2.9 million
- Share **price** on Nasdaq Vilnius:

01-01-2024	High	Low	30-06-2024
1.66 €	1.735 €	1.525 €	1.545€

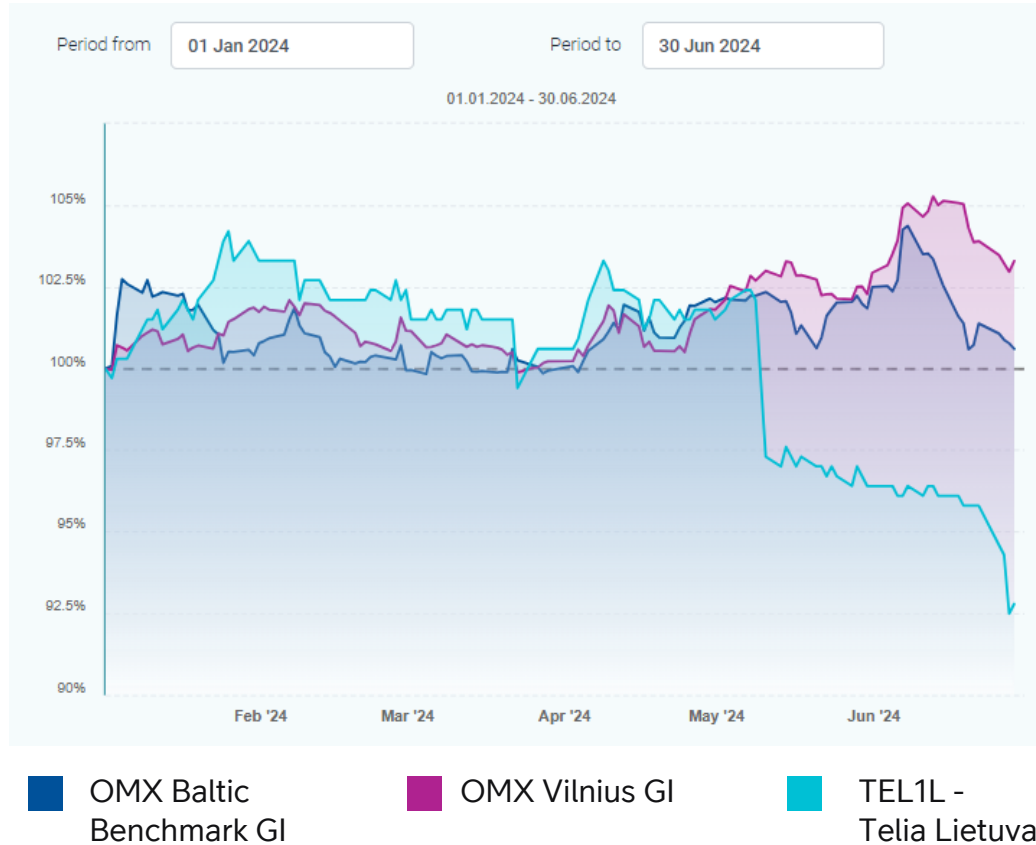
Market capitalization (mEur)



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



The company's share price and Nasdaq Vilnius indexes comparison



	Opening value	Closing value	Change %
OMX Baltic Benchmark GI	1,442.41	1,451.01	+0.6
OMX Vilnius GI	946.76	977.88	+3.29
TEL1L – Telia Lietuva	1.67	1.54	-7.21

P/E ratio: **13.2** (17.8 a year ago)

Source: Nasdaq Vilnius

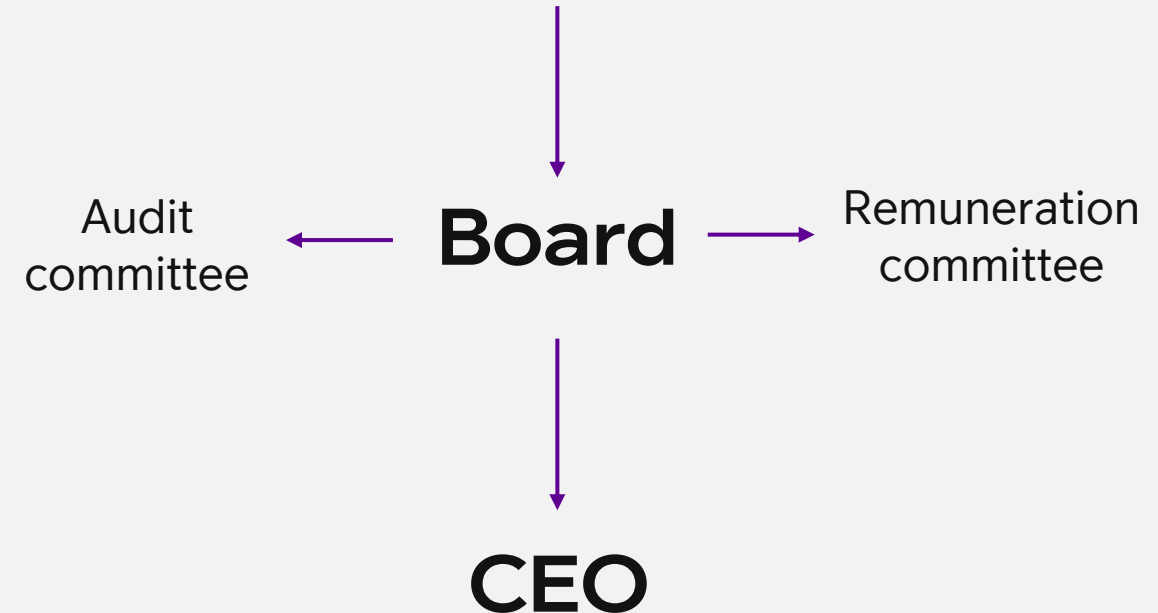


Corporate governance

Governing bodies

- The **Annual General Meeting** of Shareholders was 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**
- Dan Strömberg **resigned** from the Board as of 25 April 2024 and shareholders **elected** Stefan Backman, Group General Counsel at Telia Company, to the Board
- On 25 June 2024, Stefan Backman was elected as **Chair of the Board**
- The current term of the Board ends on 27 April 2025
- Shareholders elected **KPMG Baltics, UAB** as the Company's audit enterprise for 2024 and 2025
- The Board elects and recalls **CEO**

General meeting of shareholders



Board



**Stefan
Backman**

Chair of the Board,
represents Telia
Company AB



**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



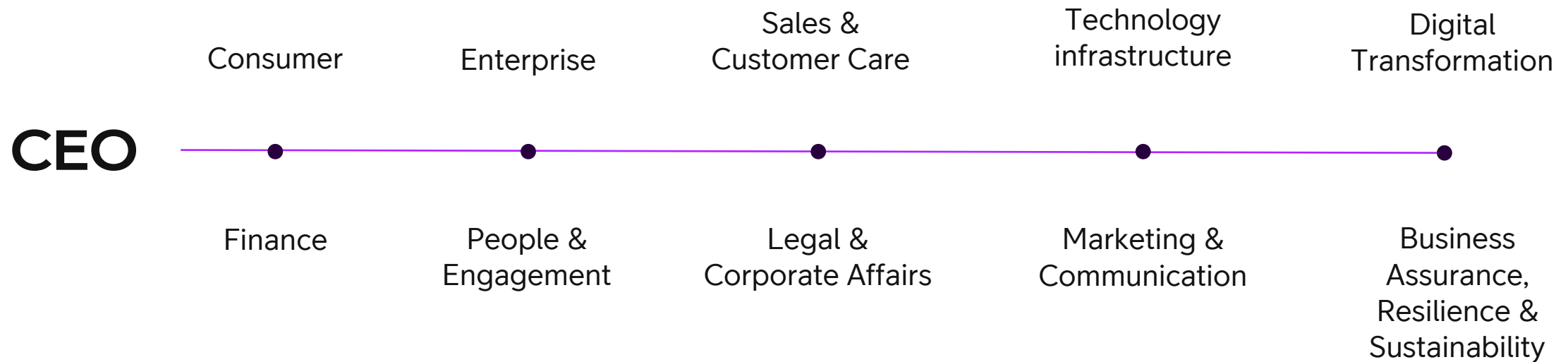
**Mindaugas
Glodas**

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

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



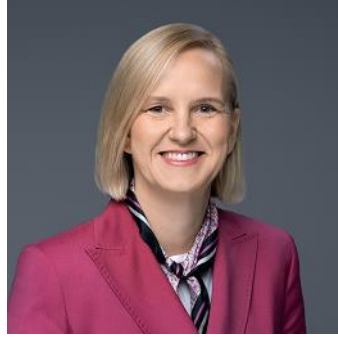
Governing structure of Telia Lietuva valid from 1 July 2024



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

How we understand sustainability?



Climate & Circularity



Digital Inclusion



Privacy & Security

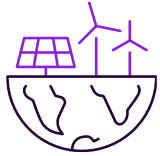


Responsible Business

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