



INTERIM RESULTS

9 MONTHS OF 2021

Telia Lietuva, AB

**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



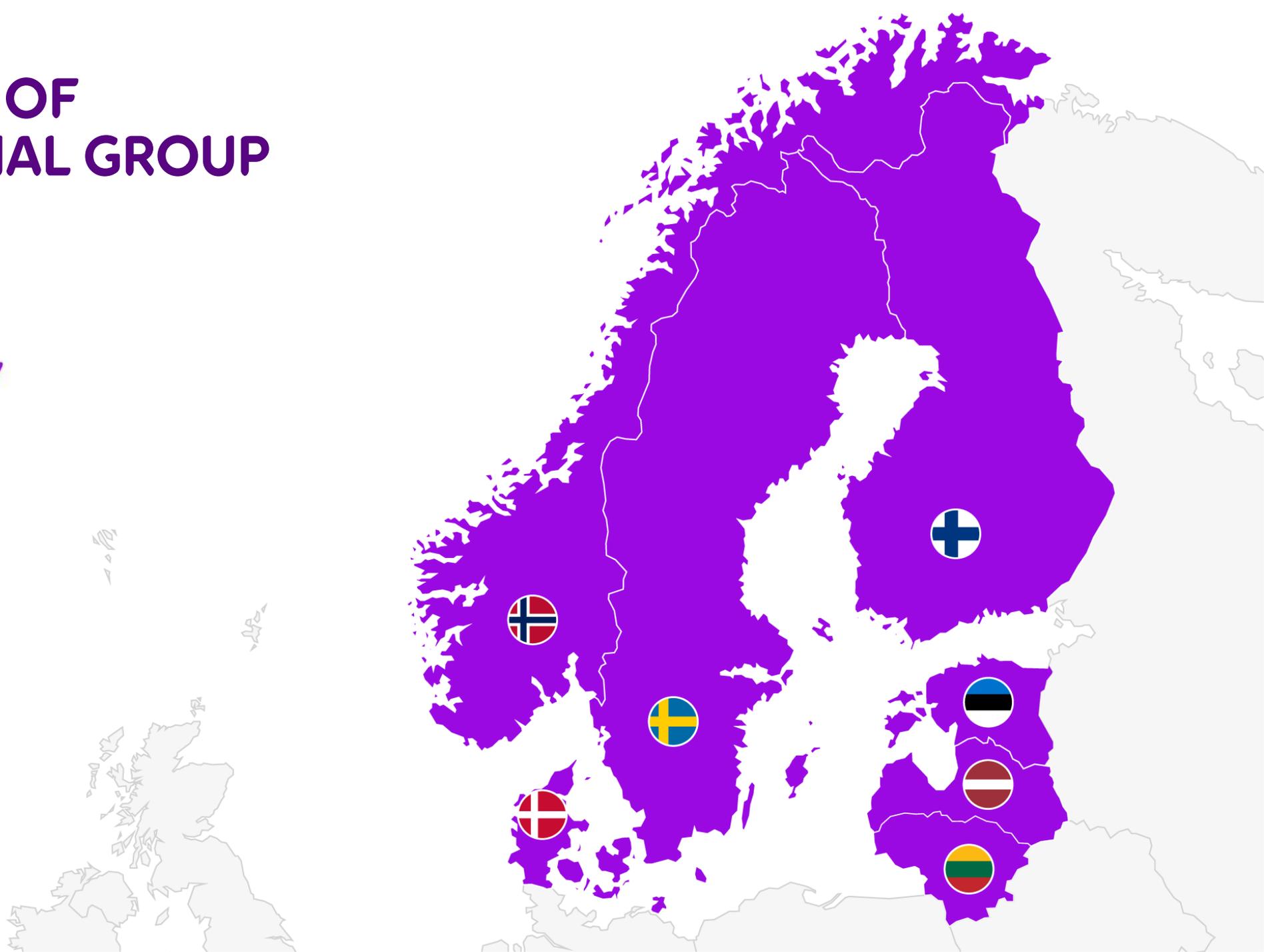
Team of 2,100
professionals



Sustainable and
responsible
business



WE ARE PART OF INTERNATIONAL GROUP



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



OUR VALUES



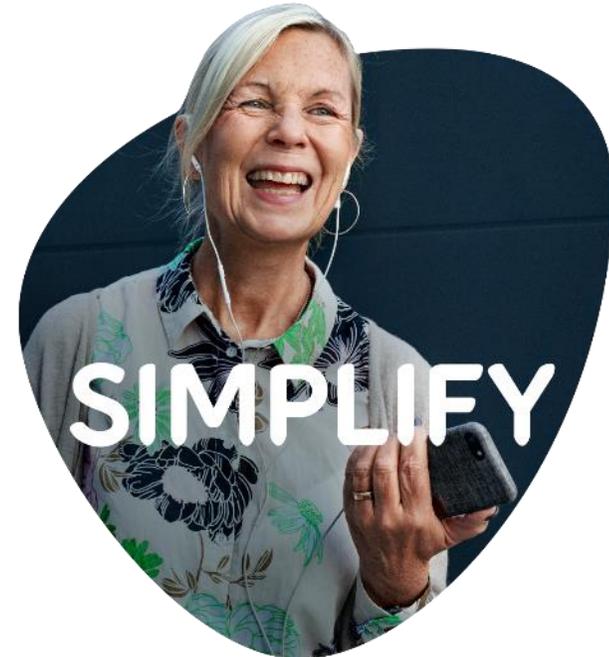
WE DARE TO:

- 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

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 Q3 2021

#1

Growth in service & equipment sale revenue led to a **record high EBITDA**

#2

Second quarantine in Lithuania was officially over as of 1 July 2021

#3

Number of converged offer **Telia1** users exceeded **82 thousand** of households

#4

In September, **Telia1** was improved and now offers **2 times more gigabytes**

#5

Mobile network upgrade is accelerating with **264 base stations** being replaced with **Ericsson** equipment

#6

Total **capital investments** of the quarter were **53.3 %** higher than a year ago

#7

Over the year **share price** increased by **31.2%**

#8

Market **capitalisation** remained above **EUR 1 billion**

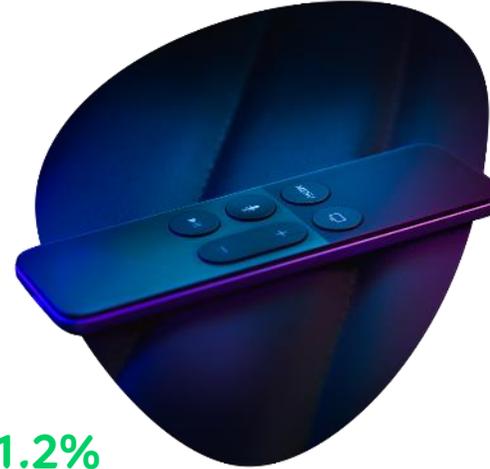
NUMBER OF CUSTOMERS



+4.7%



+0.7%



+1.2%



-11.9%

1,449

THOUSAND

of **mobile** service users

419

THOUSAND

of **broadband Internet** connections

254

THOUSAND

of **IPTV service** users

238

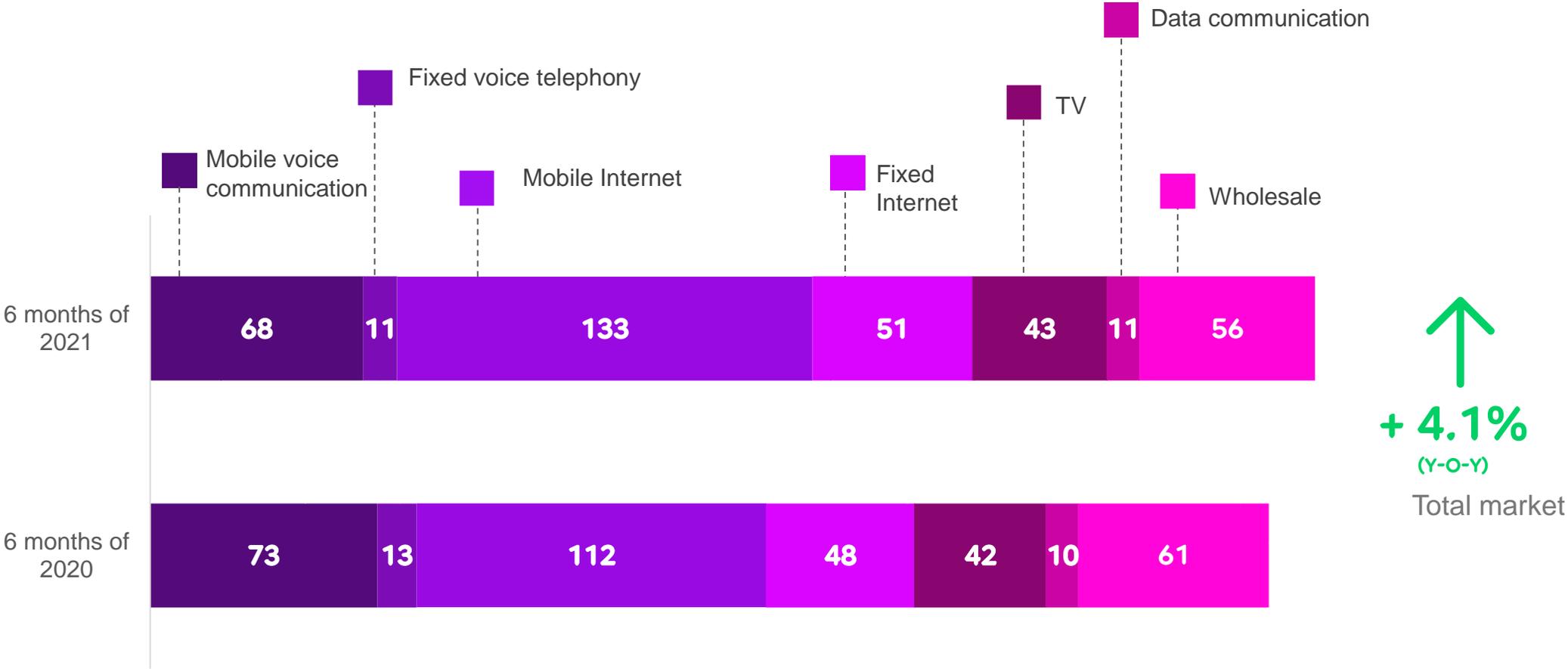
THOUSAND

of **fixed telephone** lines in service



TELECOMMUNICATIONS MARKET OF LITHUANIA

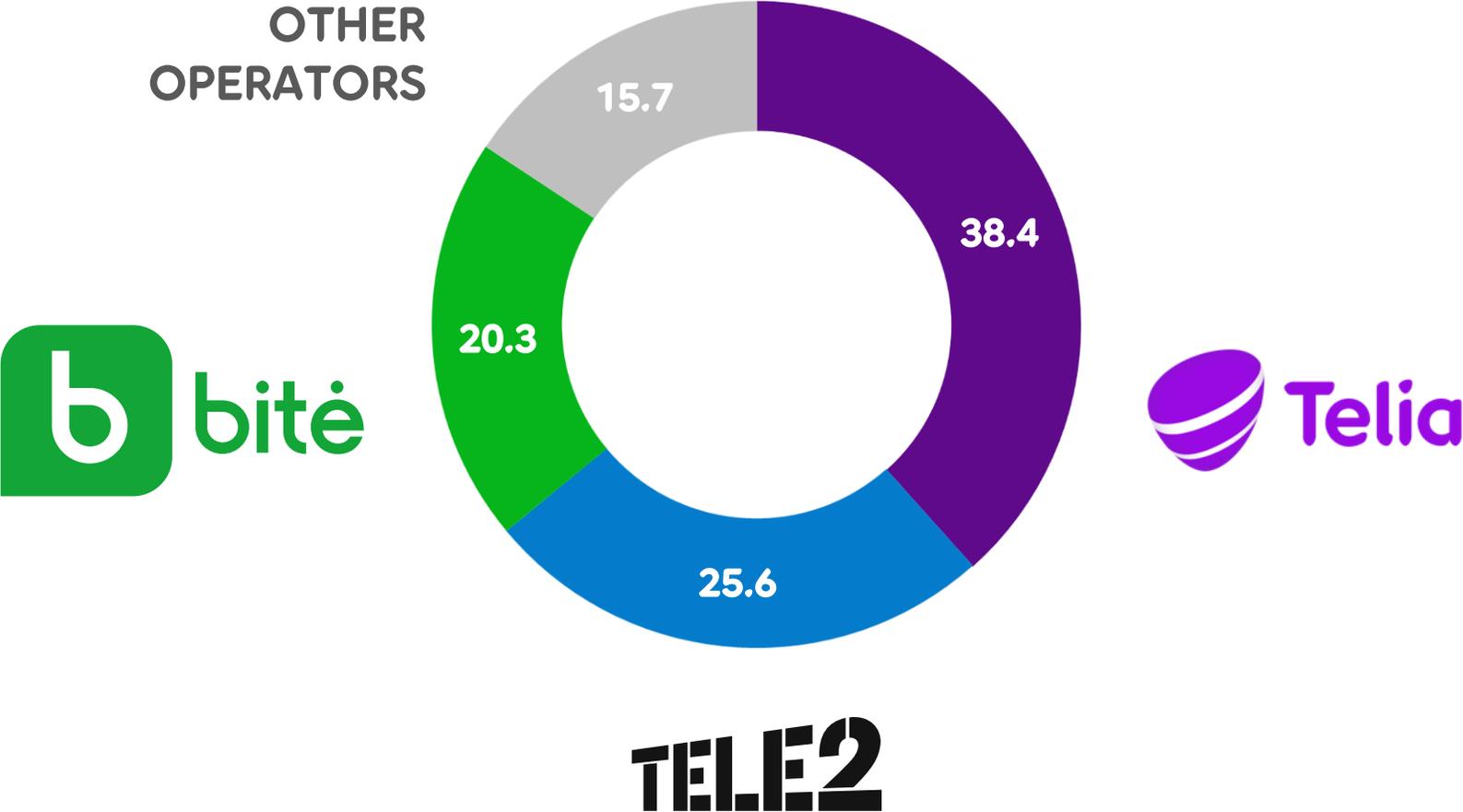
INTERNET & PAY TV DRIVE TELCO MARKET GROWTH (MEUR)



Source: Report of the Communications Regulatory Authority



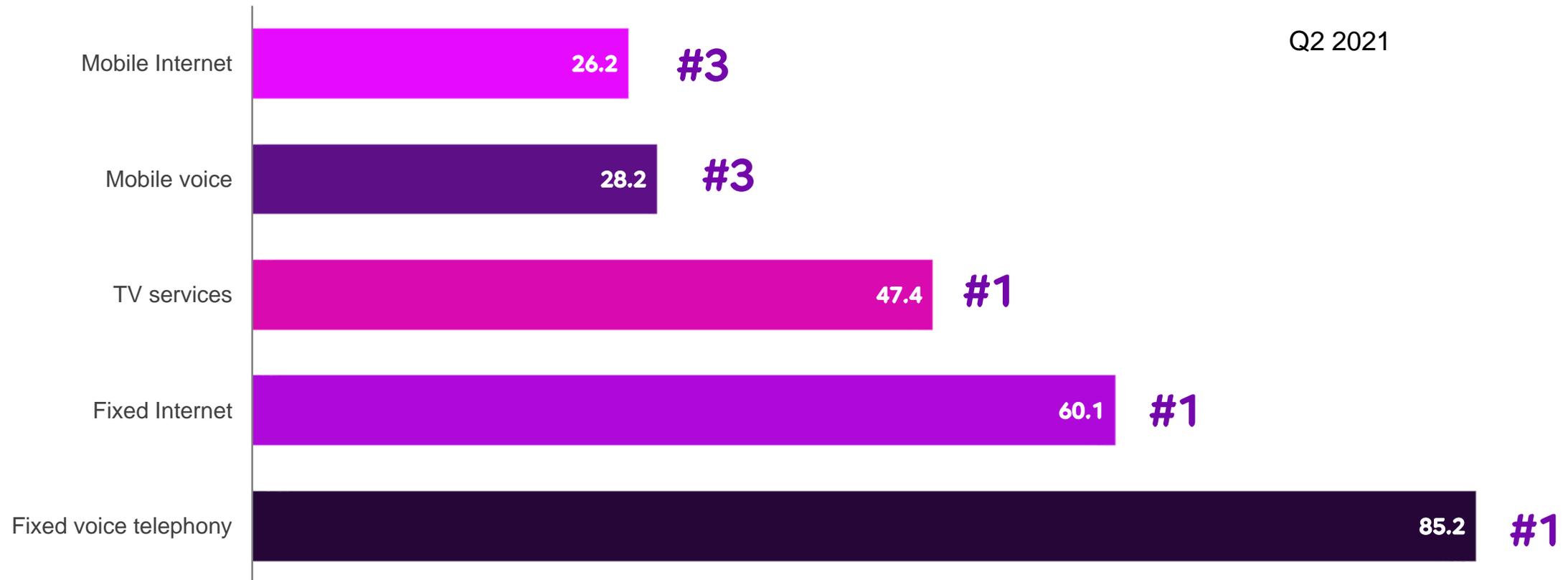
BREAKDOWN OF THE TELECOMMUNICATIONS MARKET REVENUE BY OPERATORS FOR Q2 2021 (%)



Source: Report of the Communications Regulatory Authority



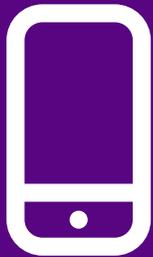
TELIA LIETUVA MARKET SHARES IN TERMS OF REVENUE (%)



Source: Report of the Communications Regulatory Authority



MARKET: GROWING USAGE OF MOBILE DATA



↑
28.0%
(Y-O-Y)

Increasing usage of
mobile data

(uploaded/downloaded
223,392 TB of data per quarter)



↑
2.6%
(Y-O-Y)

Growing number of
FTTH/B connections

(accounts for **77.2%** of all
fixed Internet connections)



↑
3.3%
(Y-O-Y)

Growing number of
IPTV users

(accounts for **46.8%** of all
pay-TV service users)



MARKET PENETRATION



131.3

mobile
communications
subscribers

(per 100 inhabitants)



21.2

fixed **telephony**
lines

(per 100 households)



54.6

broadband
Internet access

(per 100 inhabitants)



49.5

pay-TV
subscribers

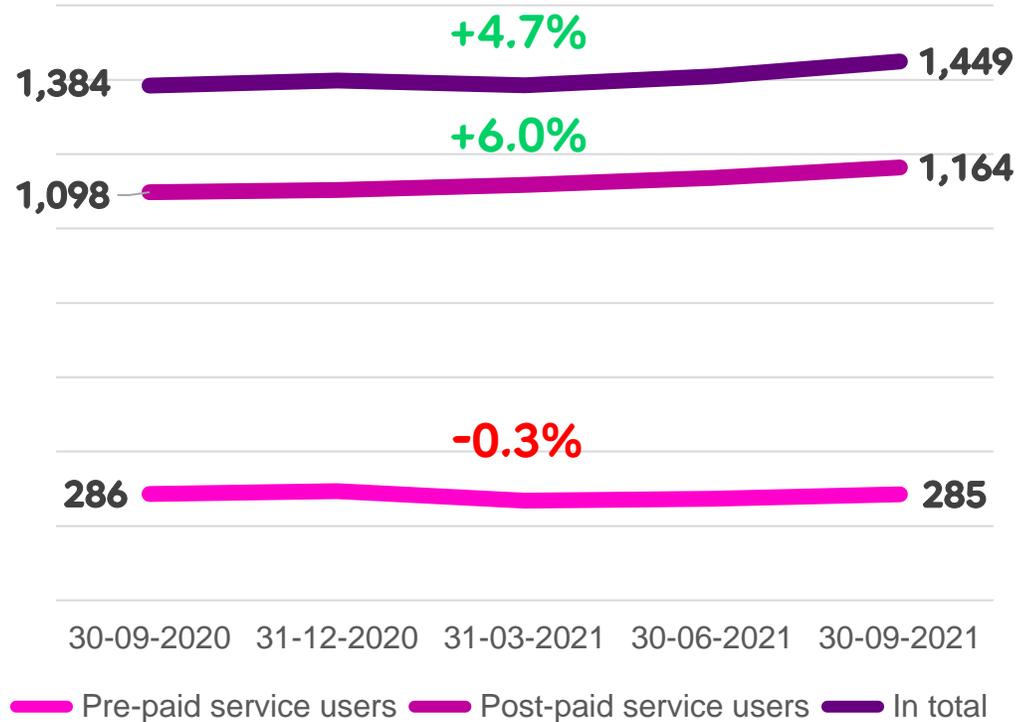
(per 100 households)



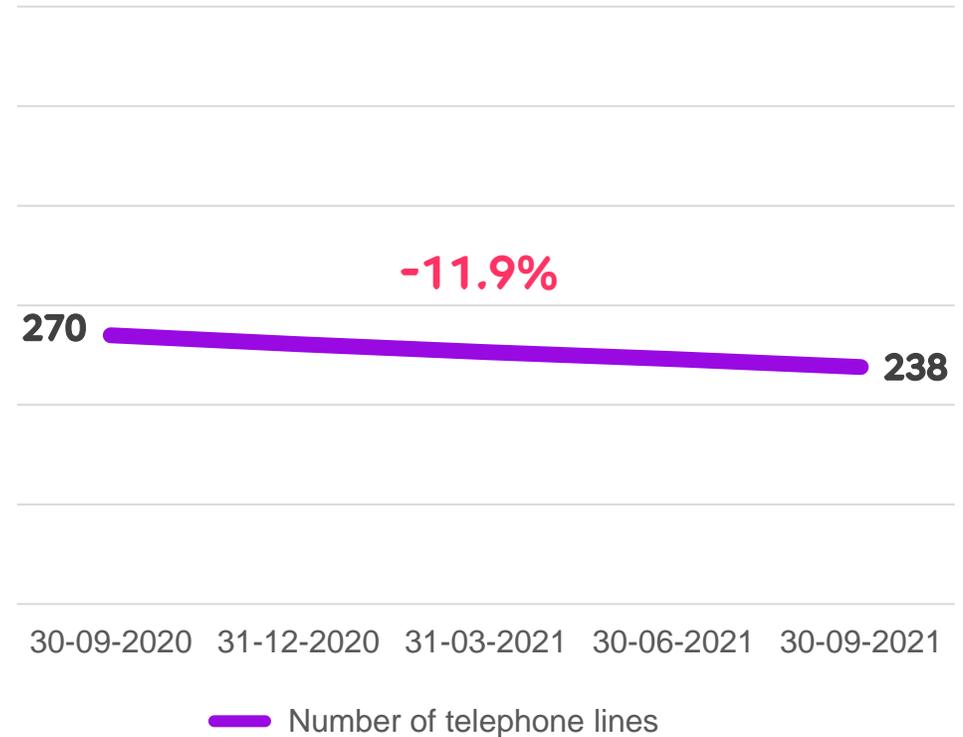
OPERATING AND FINANCIAL RESULTS

NUMBER OF MOBILE AND FIXED VOICE SERVICE USERS

Mobile communication users (thousand)

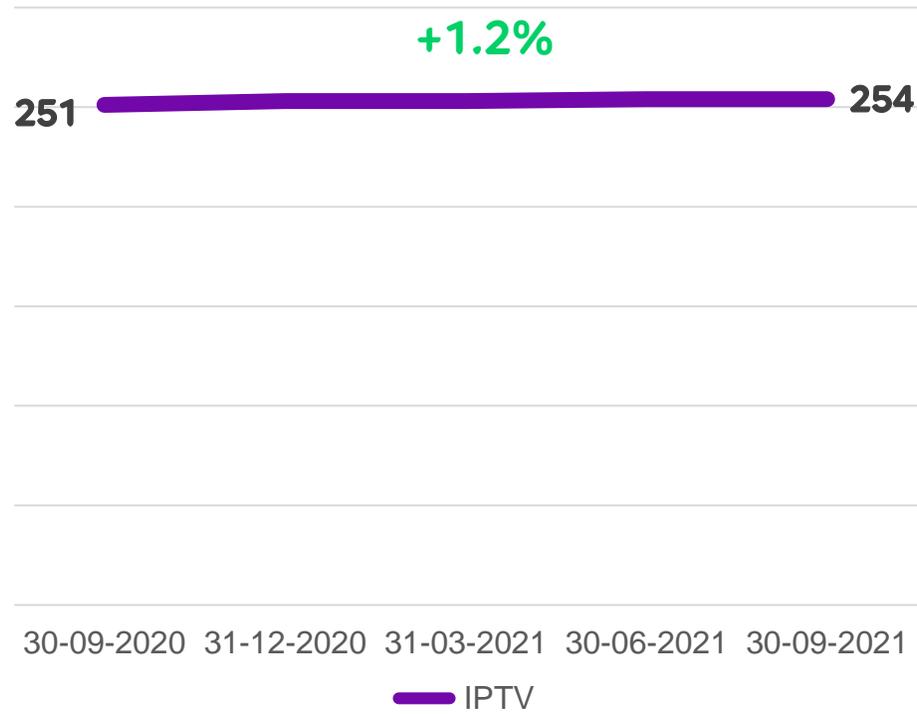


Number of fixed telephone lines (thousand)

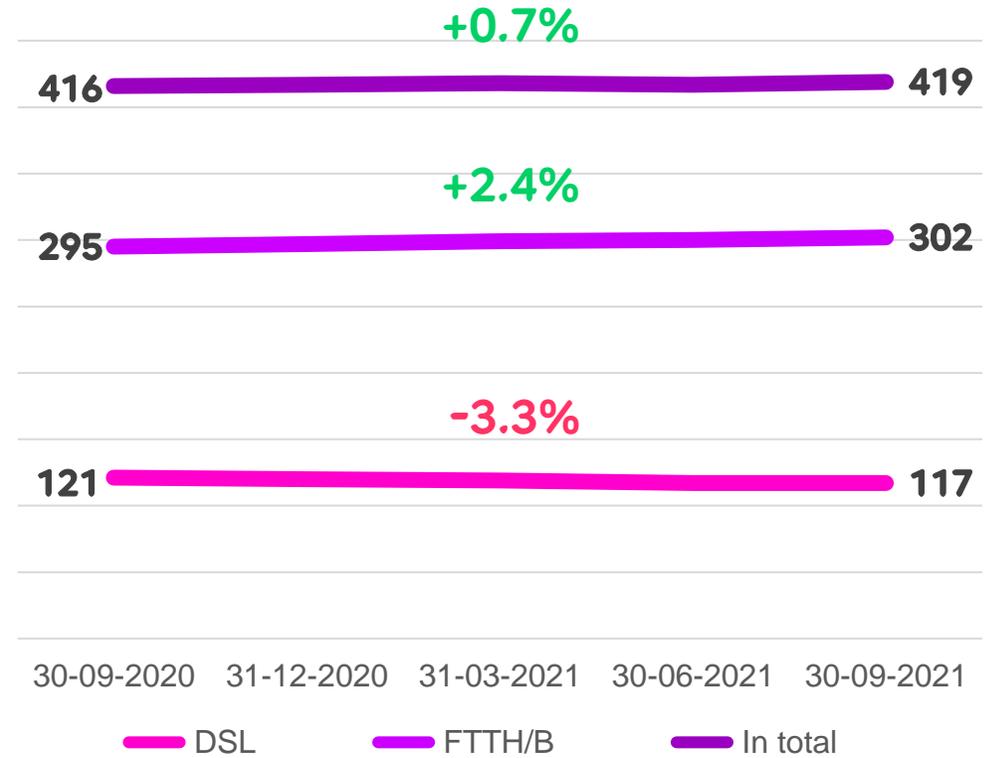


NUMBER OF IPTV AND BROADBAND INTERNET USERS

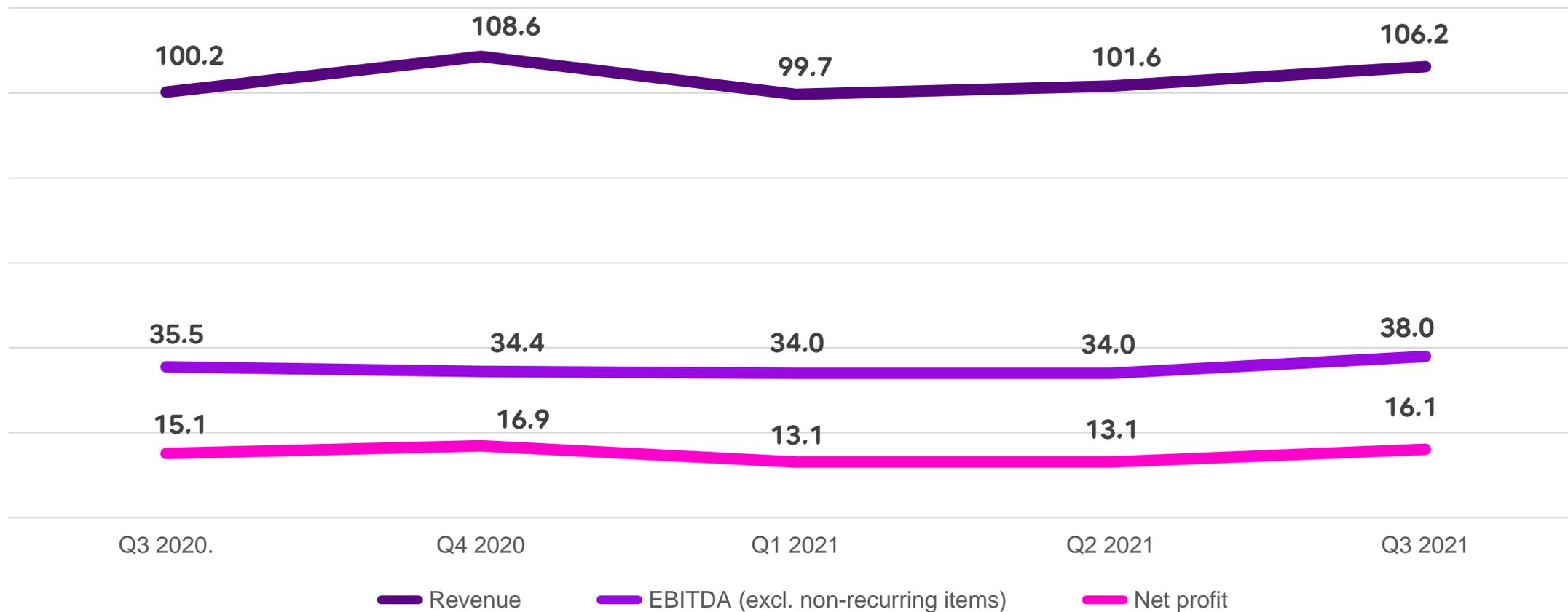
Number of TV service users (thousand)



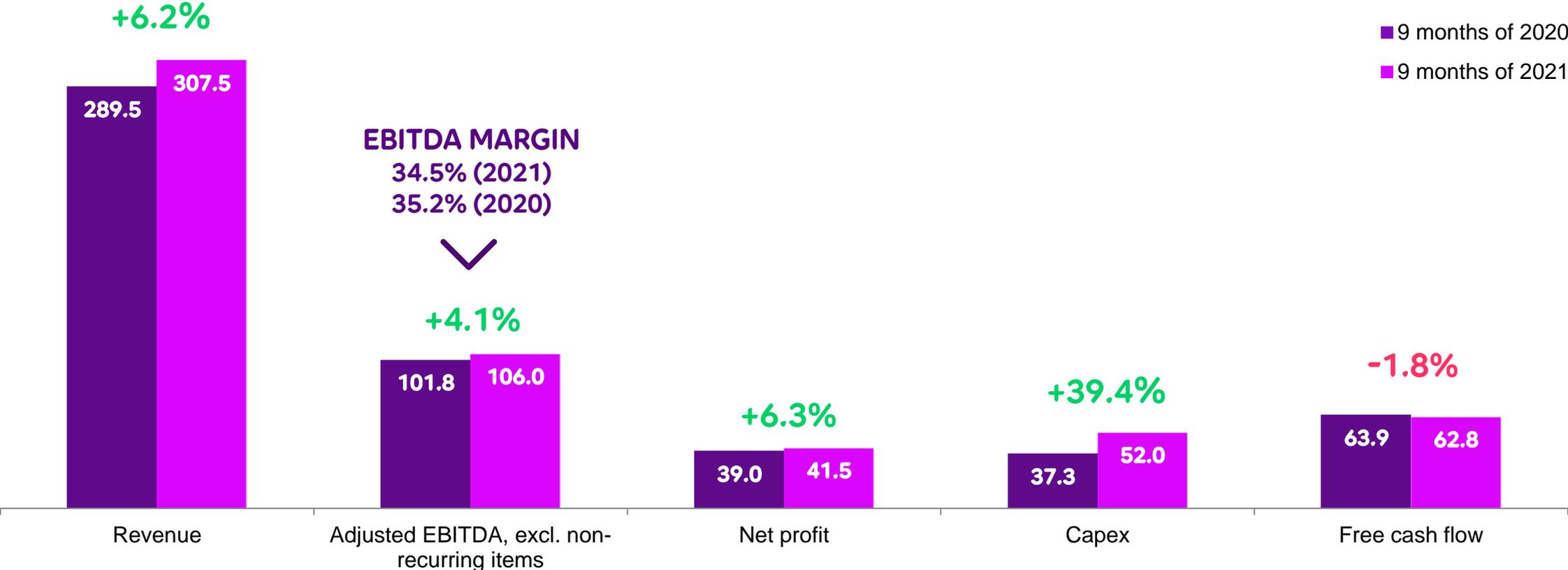
Number of broadband Internet users (thousand)



REVENUE, EBITDA & NET PROFIT (MEUR)



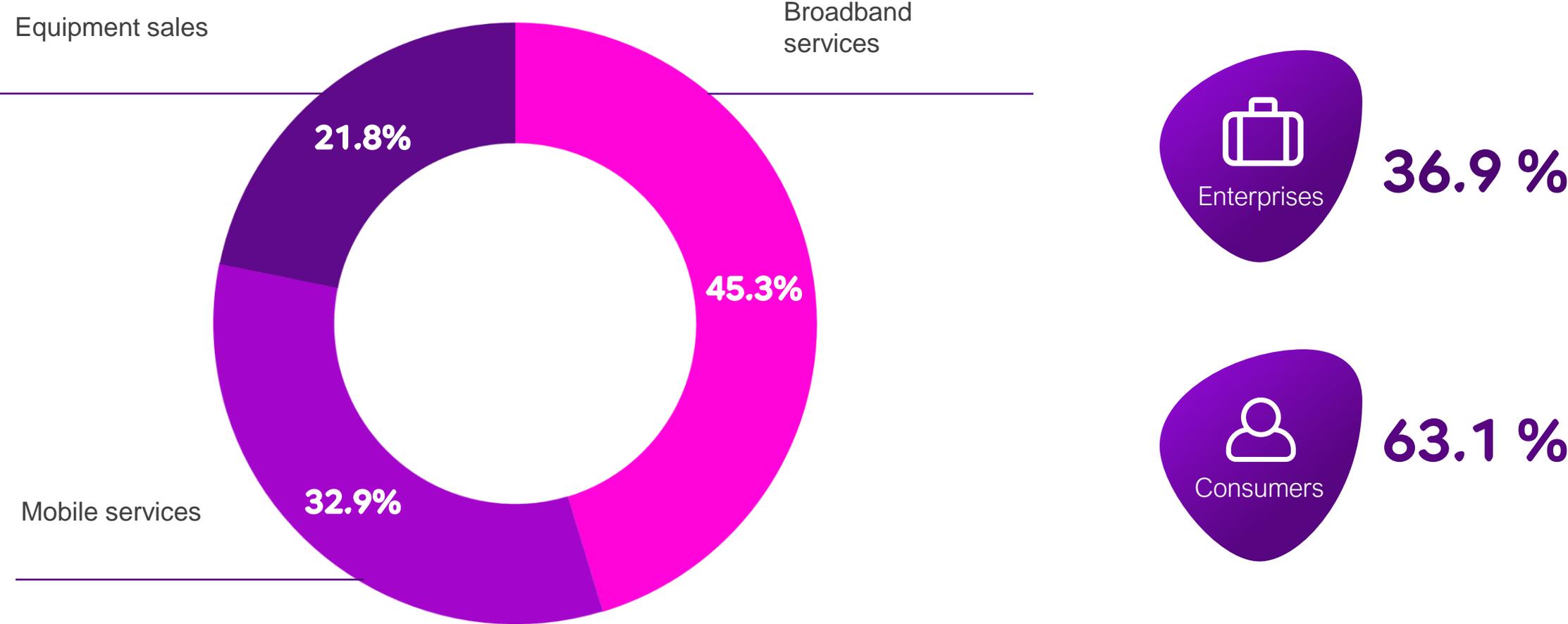
DYNAMICS OF MAIN FINANCIAL INDICATORS (MEUR)



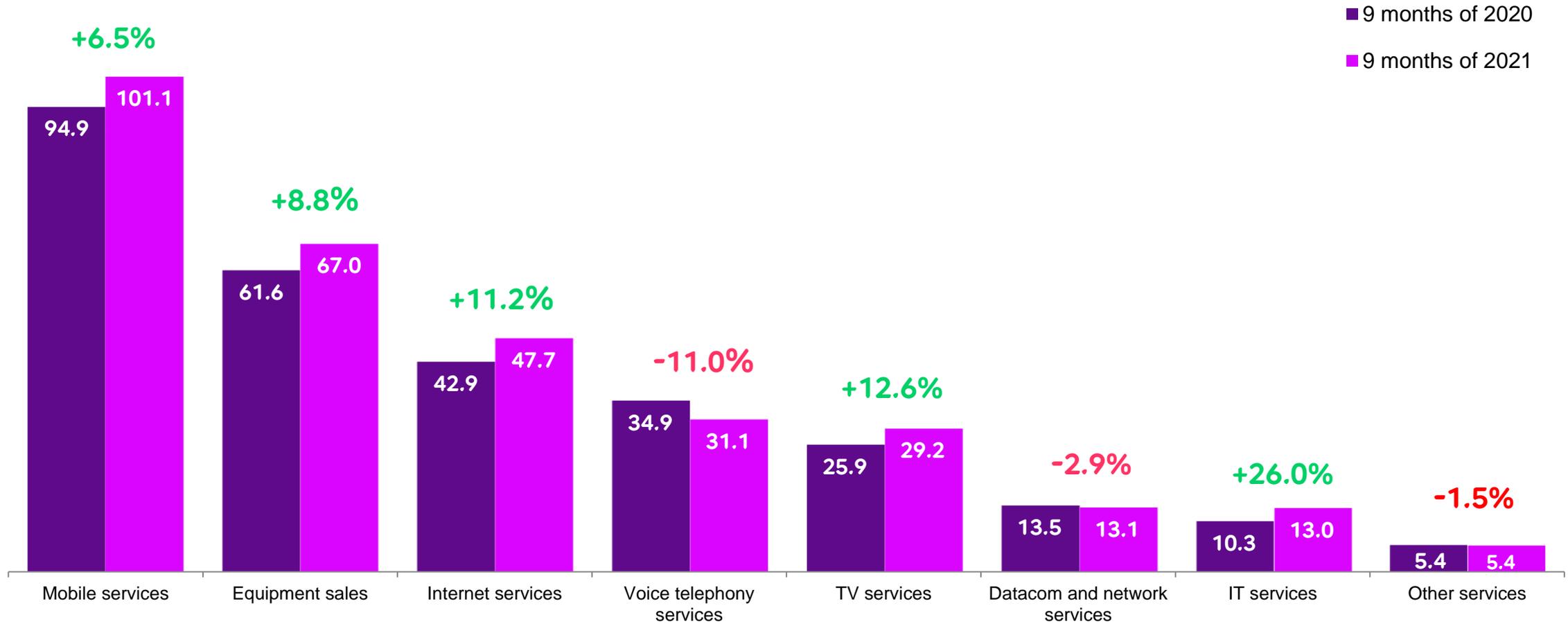
NOTE. Non-recurring redundancy charge for 9 months of 2021 was EUR 764 thousand (EUR 974 thousand a year ago), other one-off expenses: EUR 154 thousand and non-recurring gain on sale of property: EUR 1,337 thousand



REVENUE BREAKDOWN FOR 9 MONTHS OF 2021



REVENUE BY SERVICES (MEUR)



OPERATING EXPENSES (MEUR)

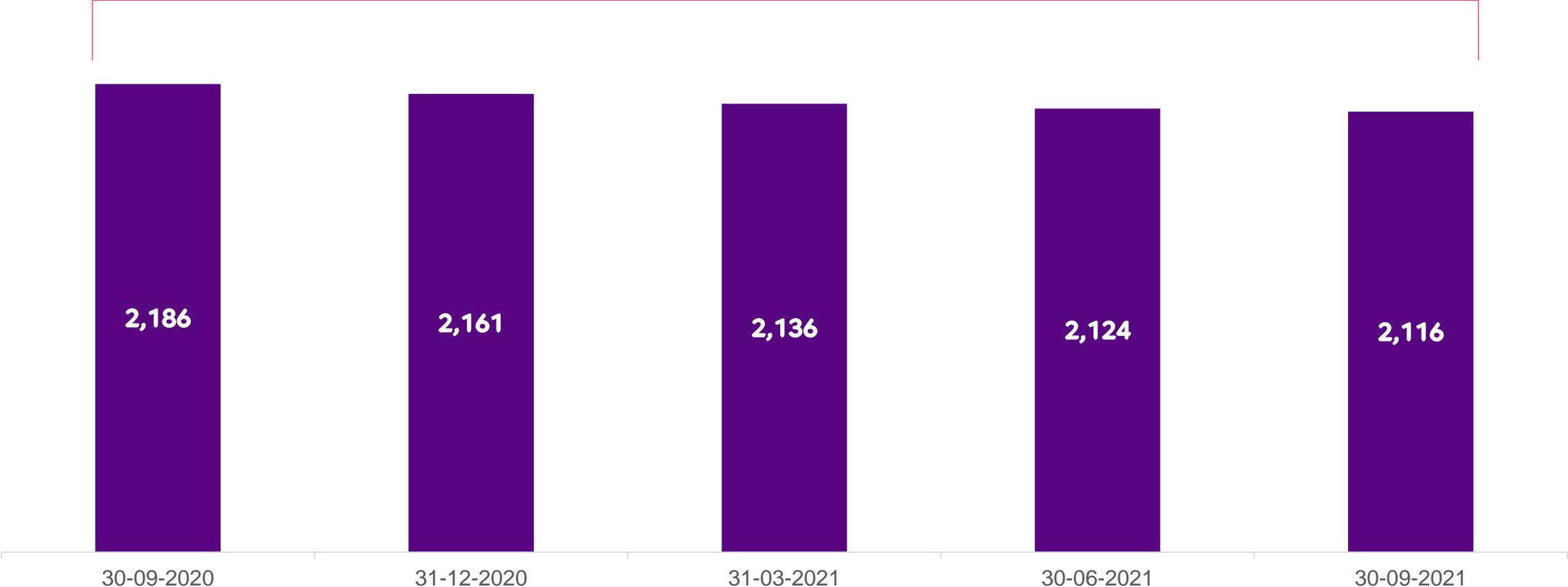


NOTE. Non-recurring redundancy charge for 9 months of 2021 was EUR 764 thousand (EUR 974 thousand a year ago), other one-off expenses: EUR 154 thousand (none in 2020)

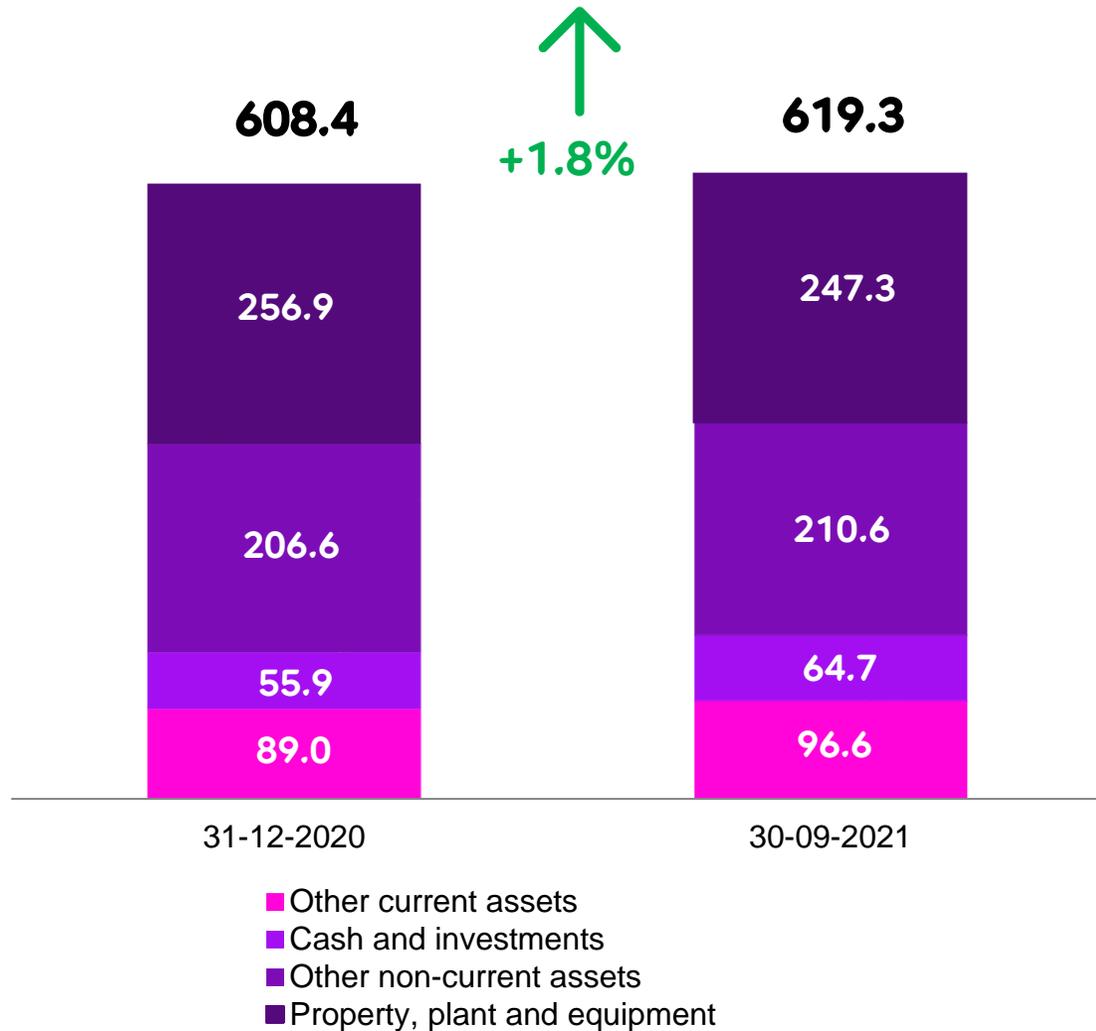


NUMBER OF EMPLOYEES

↓
-70



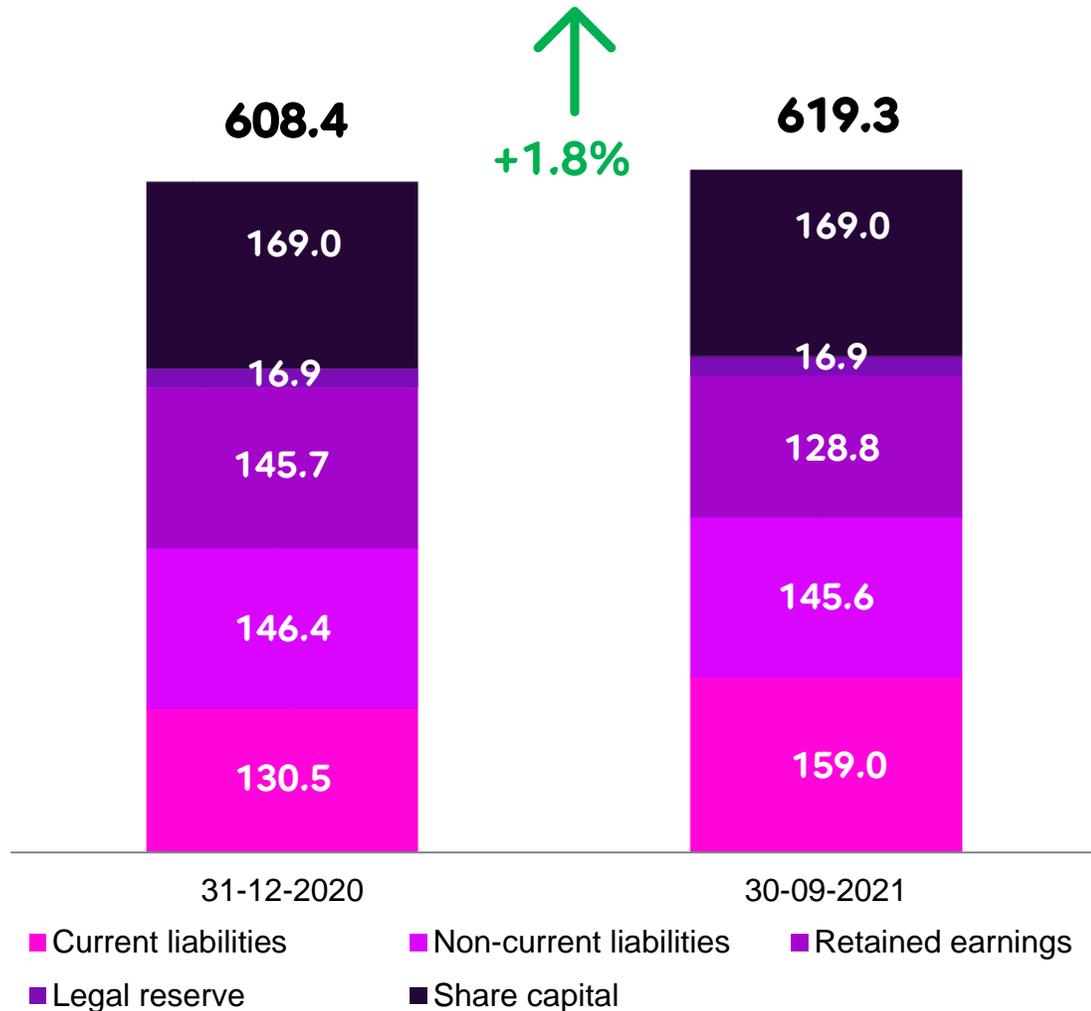
ASSETS (MEUR)



- **Non-current assets** amounted to 73.9% of total assets as of 30 September 2021 (78.4% a year ago)
- **Cash** alone amounted to 10.9% (5.8%)
- **Return on capital employed:** 14.6% (14.8%)
- **Return on average assets:** 10.7% (10.8%)
- **Current ratio:** 108.8% (108.2%)



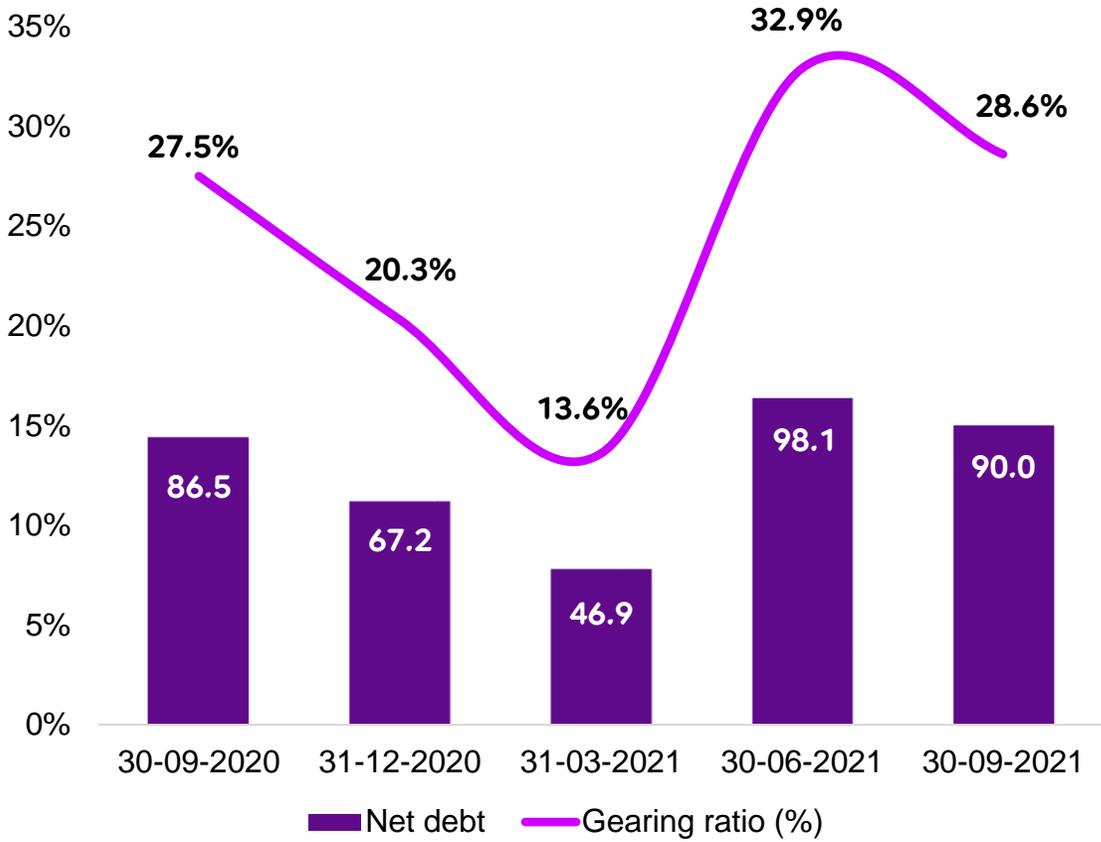
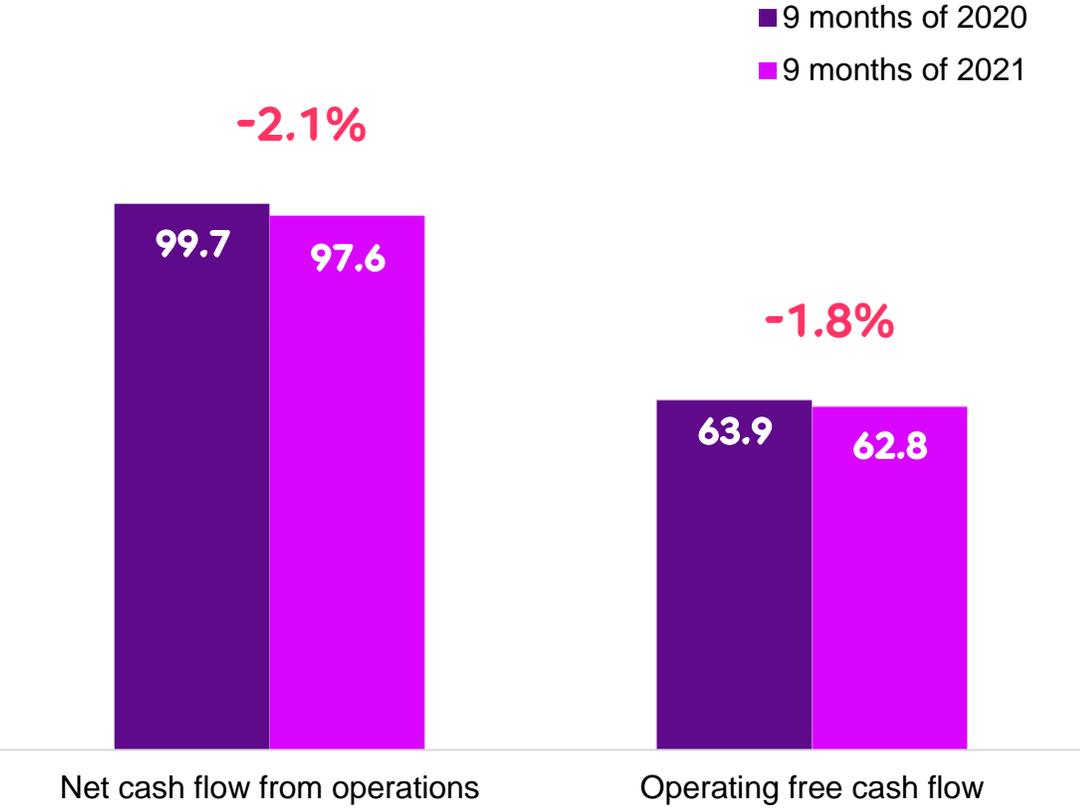
EQUITY AND LIABILITIES (MEUR)



- As of 30 September 2021, shareholders' **equity** amounted to 50.8% of the total assets (54.7% a year ago)
- Total **borrowings** (30-09-2021) amounted to EUR 157.7 million: EUR 60 million – bank loan, EUR 96.9 million – vendor financing and EUR 0.8 – financial lease.
- **Gearing ratio**: 28.6% (27.5%)
- **Debt to equity**: 50.1% (38.0%)
- **Return on equity**: 18.1% (17.6%)
- **Net debt to EBITDA**: 0.64 (0.64)



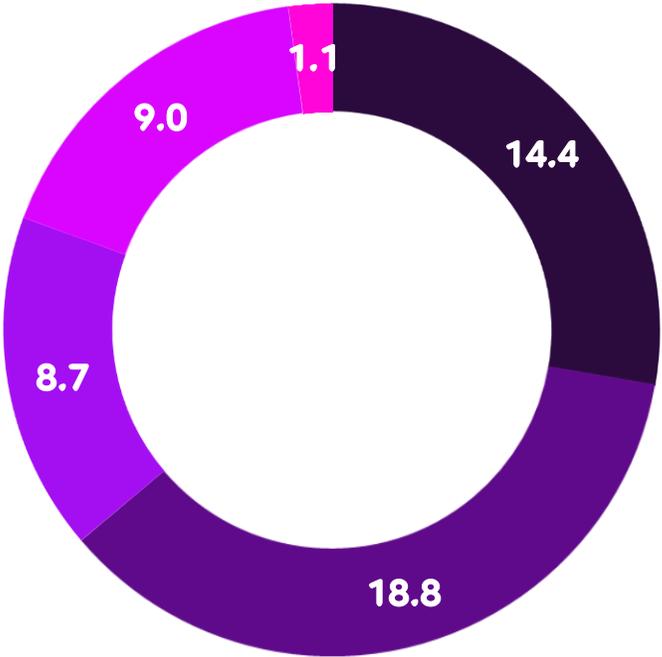
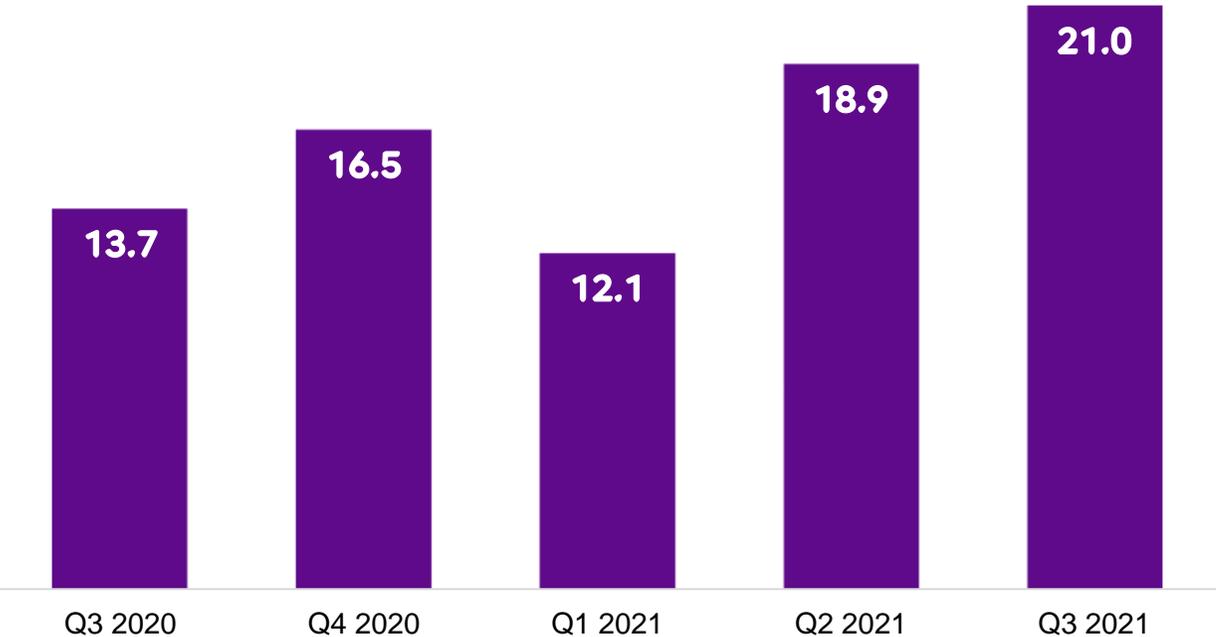
CASH FLOW & NET DEBT (MEUR)



CAPEX & CAPEX BREAKDOWN FOR 9 MONTHS OF 2021 (MEUR)

Capex to Sales:

9 months of 2021: 16.9%
9 months of 2020: 12.9%



- Fixed network
- Mobile network
- IT systems
- IT infrastructure
- Other

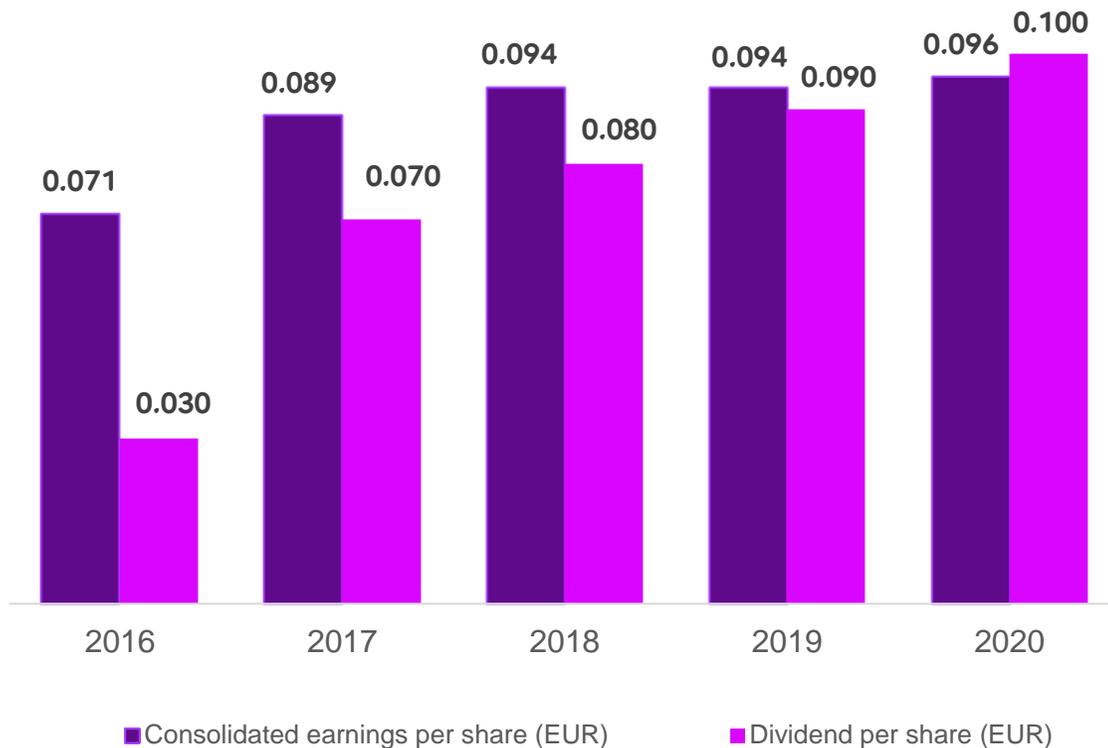


DIVIDENDS

Dividend payout ratio:

2020: 104%

2019: 96%



- Earnings and dividends are allocated to **582,613,138** shares
- Following AGM decision, **EUR 58.3 million of dividends** (EUR 0.10 per share) for the year 2020 was paid in May 2021
- An amount of **EUR 87.4 million** as not distributed profit was transferred to the financial year 2021
- As of 30 September 2021, retained earnings of the Company amounted to **EUR 128.8 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 30-09-2021

TELIA COMPANY AB

OTHER

88.15%

11.85%

Part of shares and votes

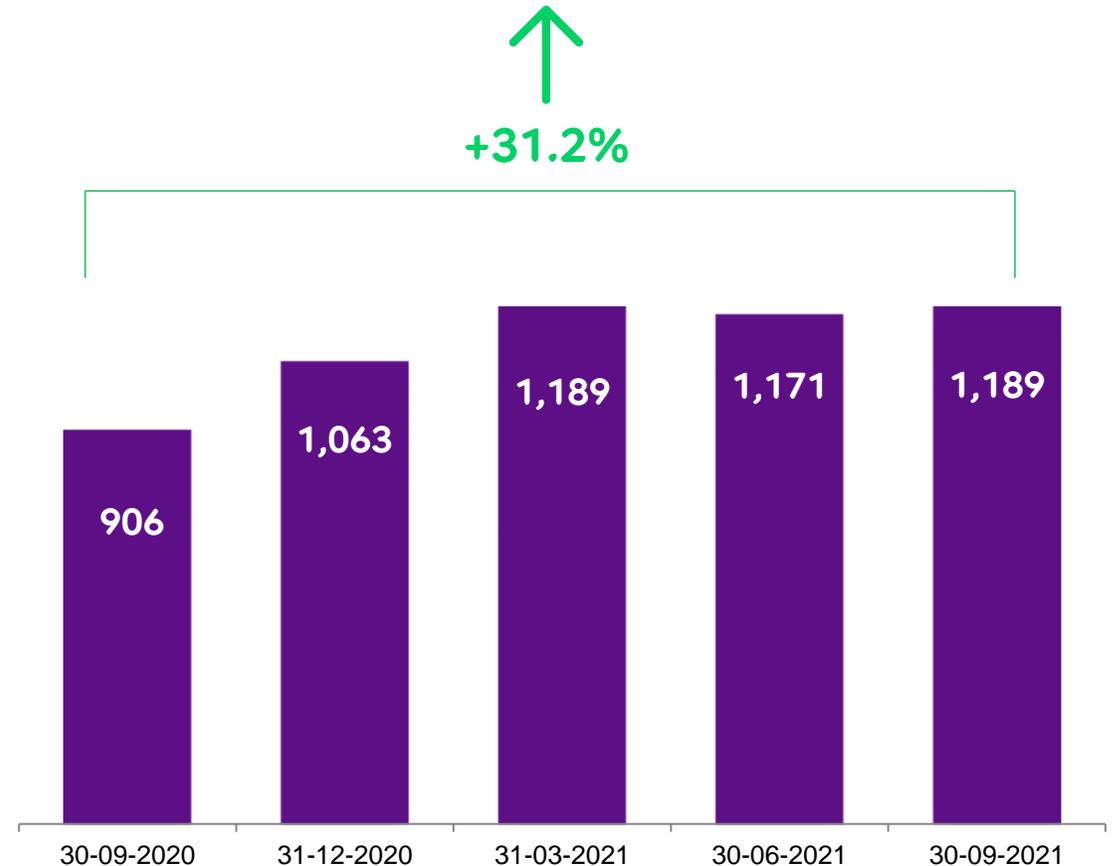


SHARES

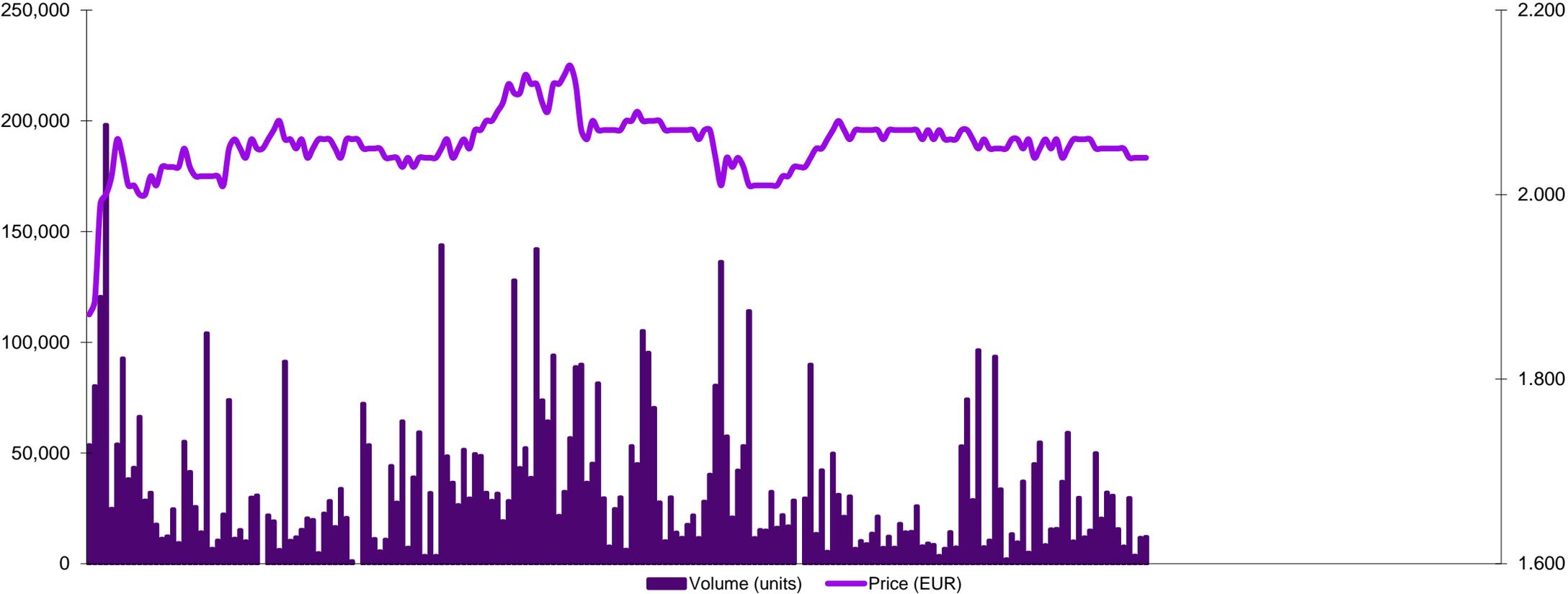
- Since June 2000, the Company's shares are listed on **Nasdaq Vilnius stock exchange** (ticker: TEL1L)
- Since January 2011, the Company's shares were included into the trading lists of a few German stock exchanges (ticker: ZWS)
- **Turnover** on Nasdaq Vilnius stock exchange during January-September 2021: 6.7 million of shares or EUR 13.6 million
- Share **price** on Nasdaq Vilnius:

01-01-2021	High	Low	30-09-2021
1.83 €	2.15 €	1.83 €	2.04 €

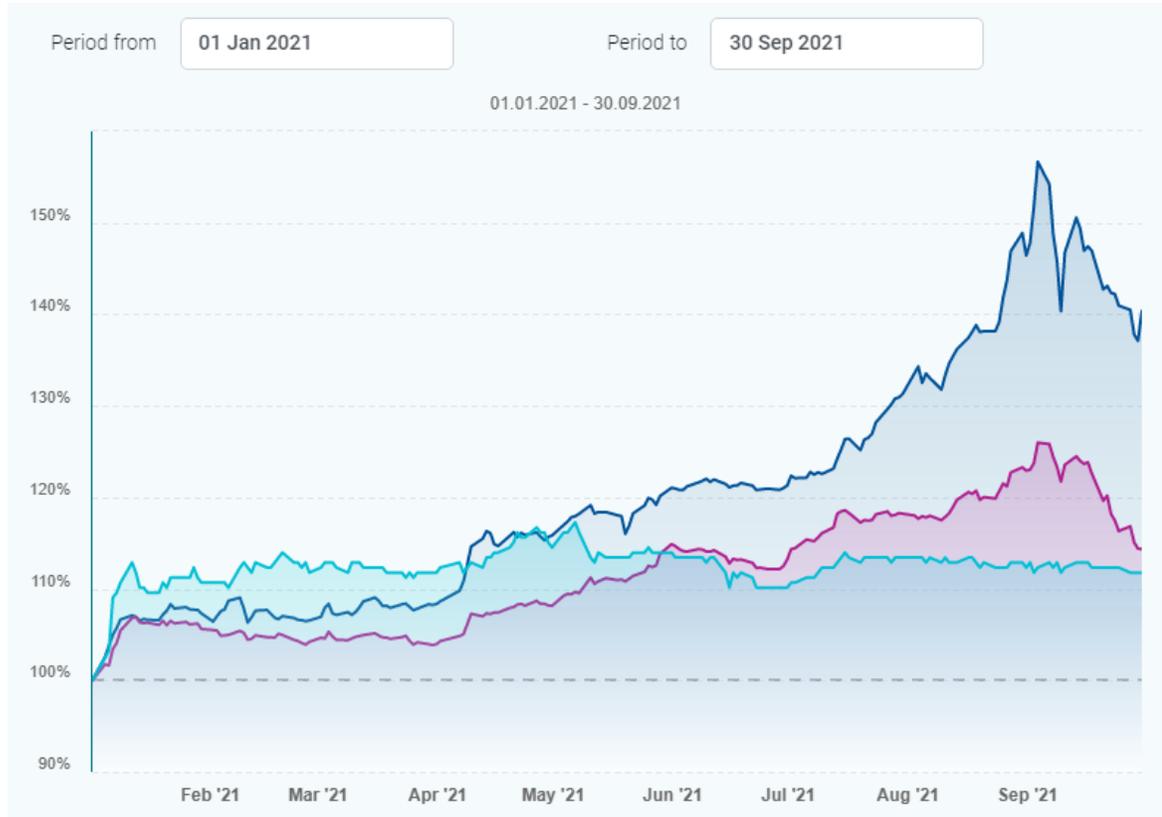
Market capitalization (MEUR)



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 %
■	1,104.74	1,550.75	+40.37
■	816.64	933.72	+14.34
■	1.82	2.04	+11.78

■ OMX Baltic Benchmark GI

■ OMX Vilnius GI

■ TEL1L-Telia Lietuva

Source: Nasdaq Vilnius



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

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 CO₂

throughout the value chain



ZERO WASTE

circular economy in
Telia's operations



100% ACTION

team effort





#IDOMIAU TIK
GYVENIMAS

