

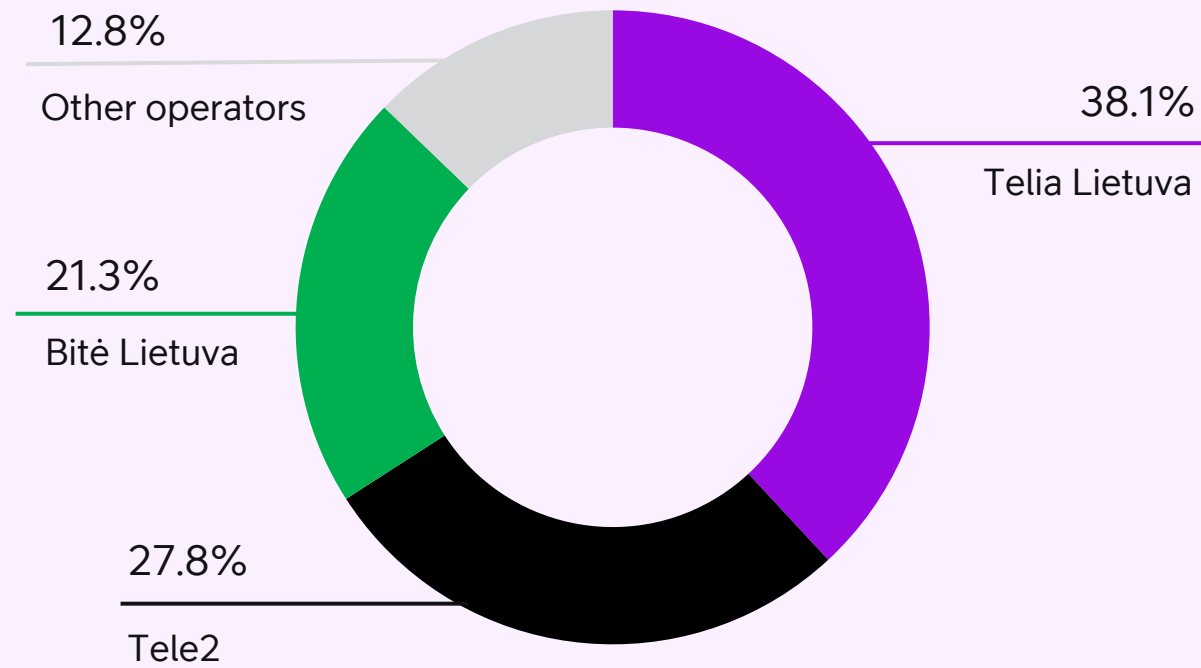
Telia Lietuva

CEO Meets Investors

Giedrė Kaminskaitė-Salters
CEO of Telia Lietuva

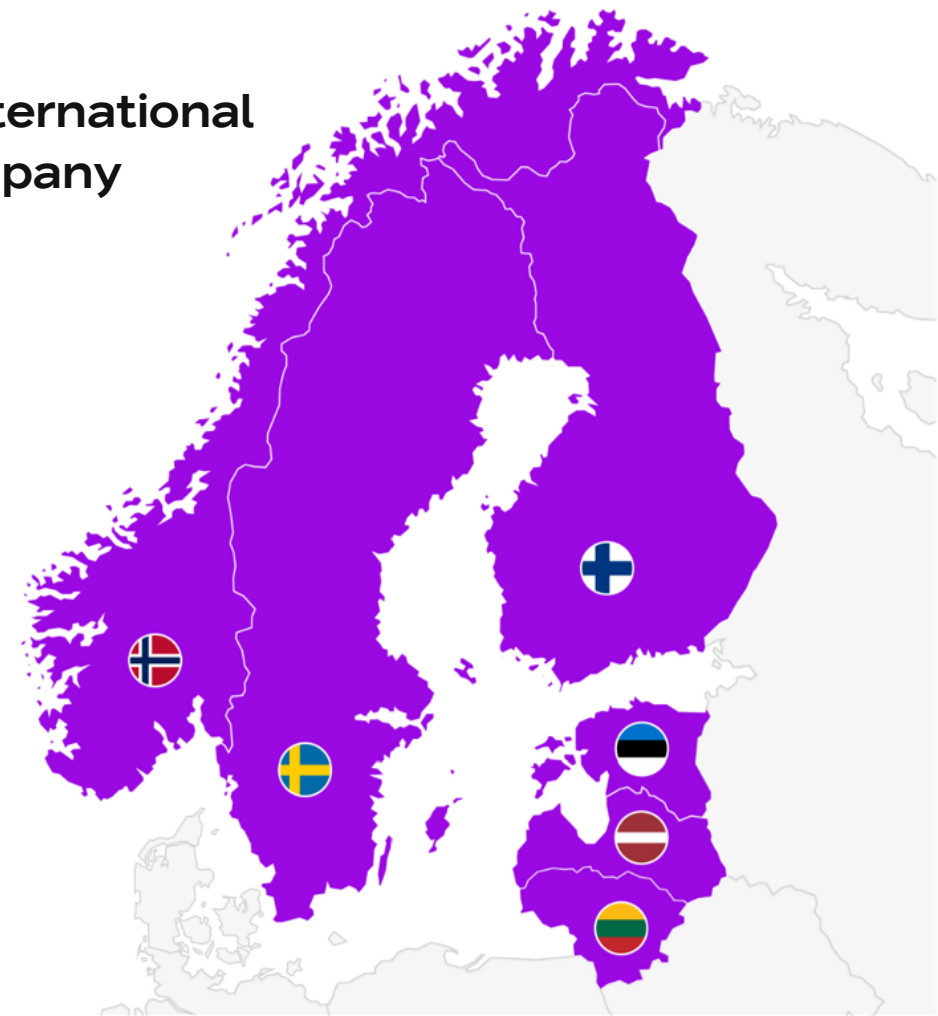
We are

Telecommunications market leader in Lithuanian



Source: Report of CRA for Q4 2023

Part of international Telia Company Group



We offer

Widest integrated telco & IT services portfolio



Voice



Internet

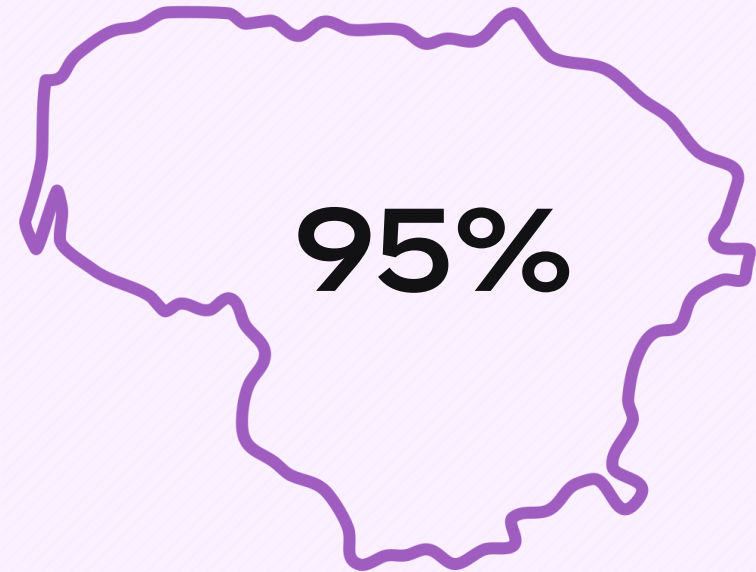


TV



IT

Widest 5G network coverage in Lithuania



Source: Data of CRA



We serve



1,626,000

Mobile
communications
subscribers



425,000

Broadband
Internet
connections



260,000

TV service
users



172,000

Fixed
telephony
lines



For businesses we provide

Communication services

Mobile communication



IoT



Internet



Data communication



IT services

Workplace maintenance



Servers & systems maintenance



Cyber security



Cloud



Infrastructure services & equipment

Data centers



Mobile equipment

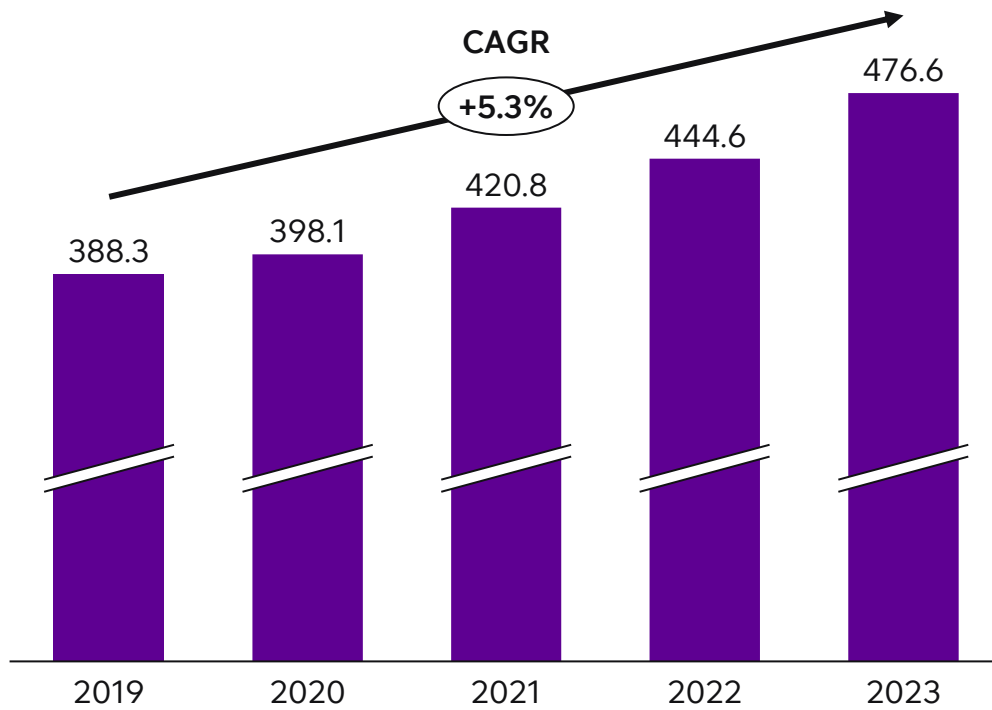


Enterprise equipment

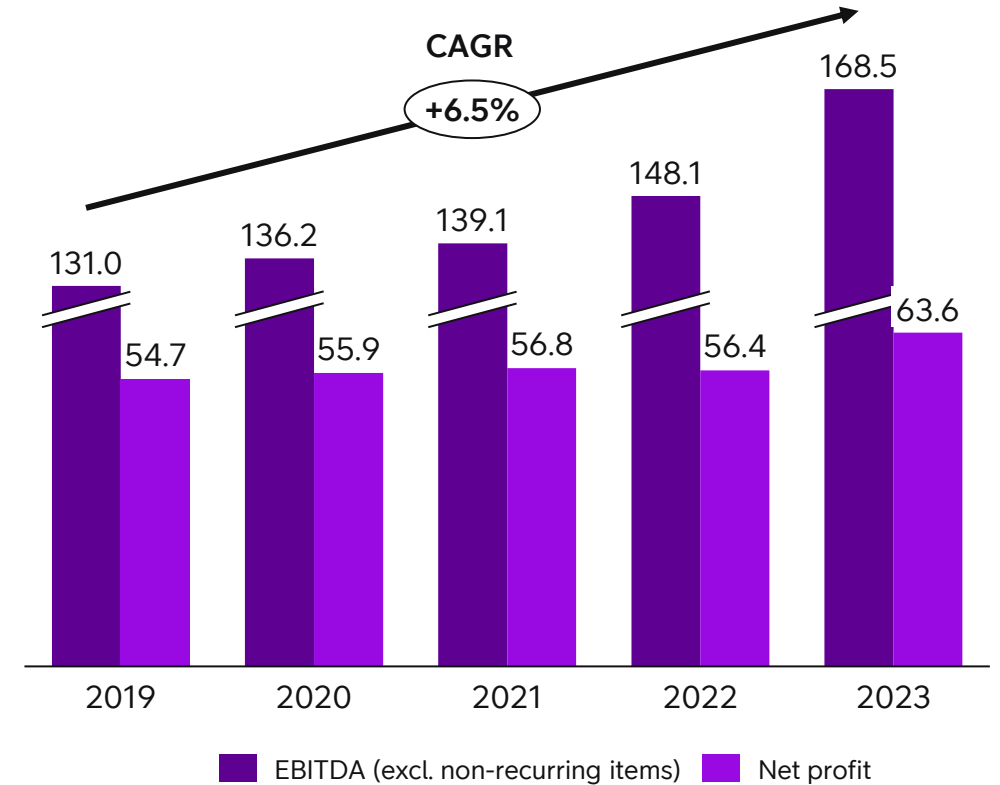


We grow

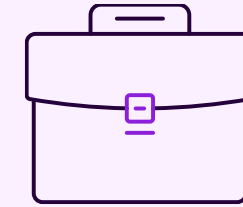
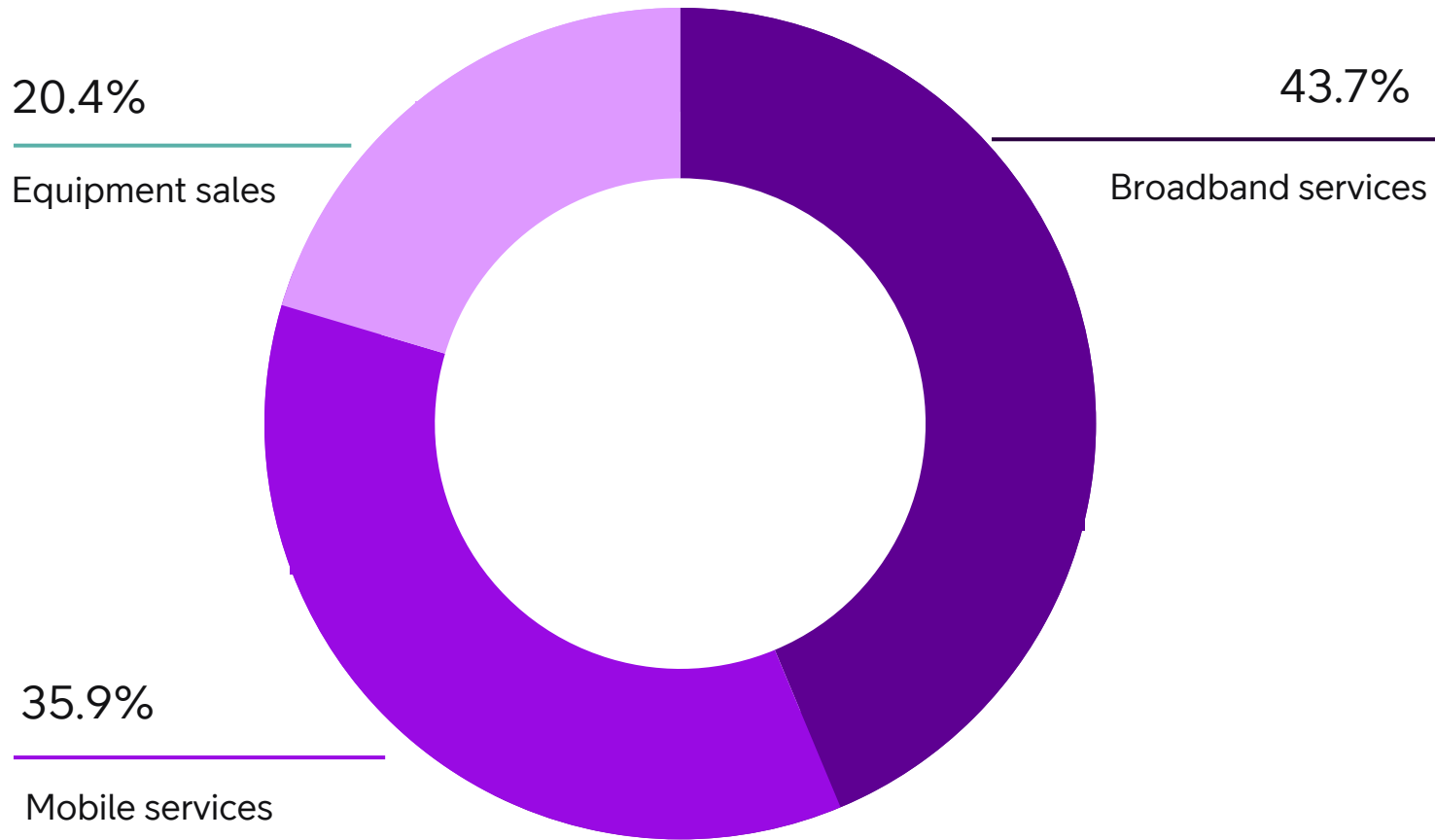
Revenue (mEUR)



EBITDA & Net profit (mEUR)

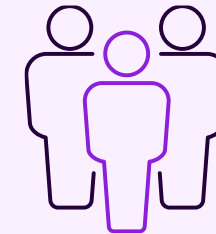


Our revenue comes from



36.5%

Enterprises

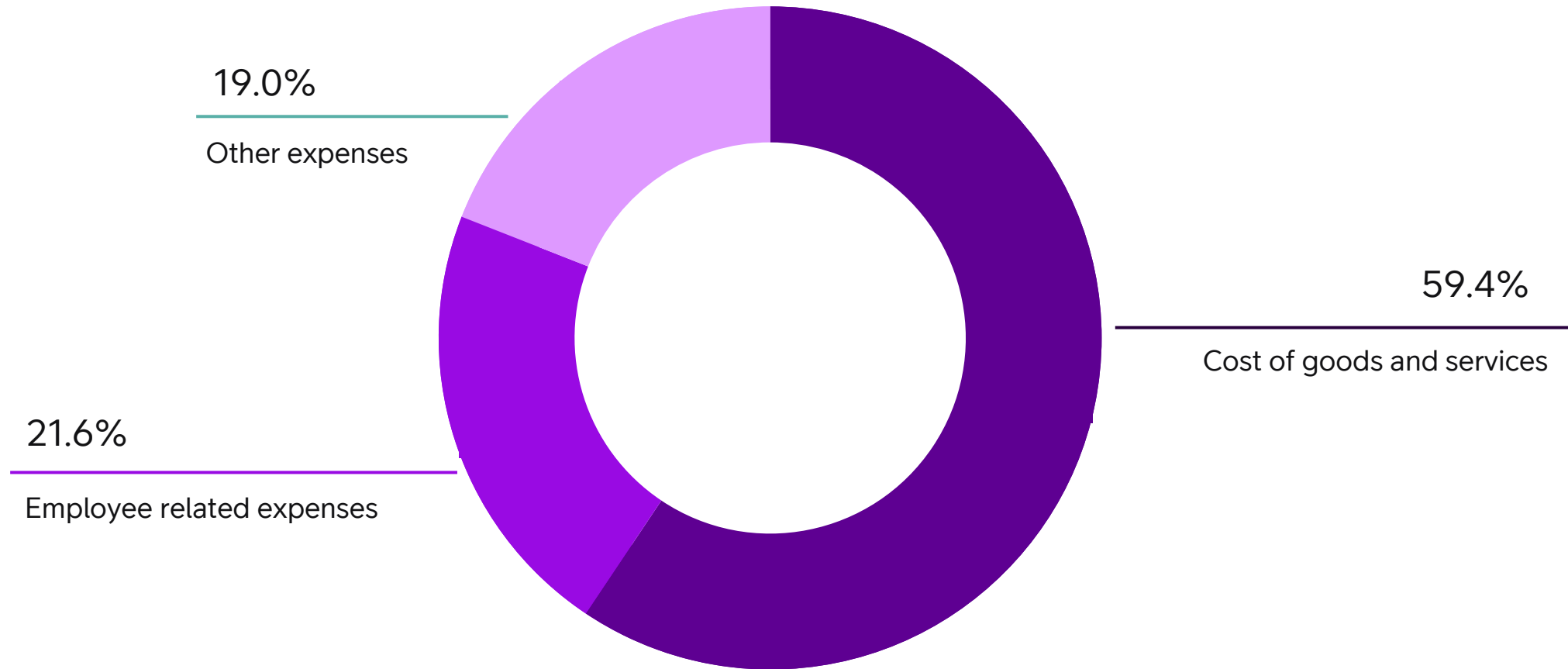


63.5%

Consumers

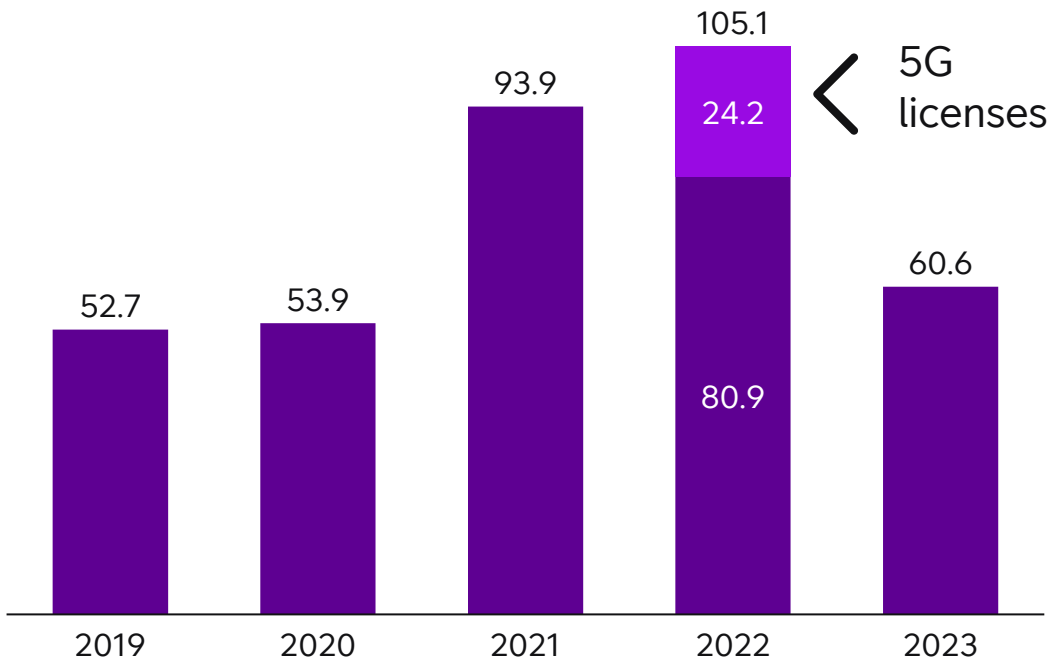


Our operating expenses consist of

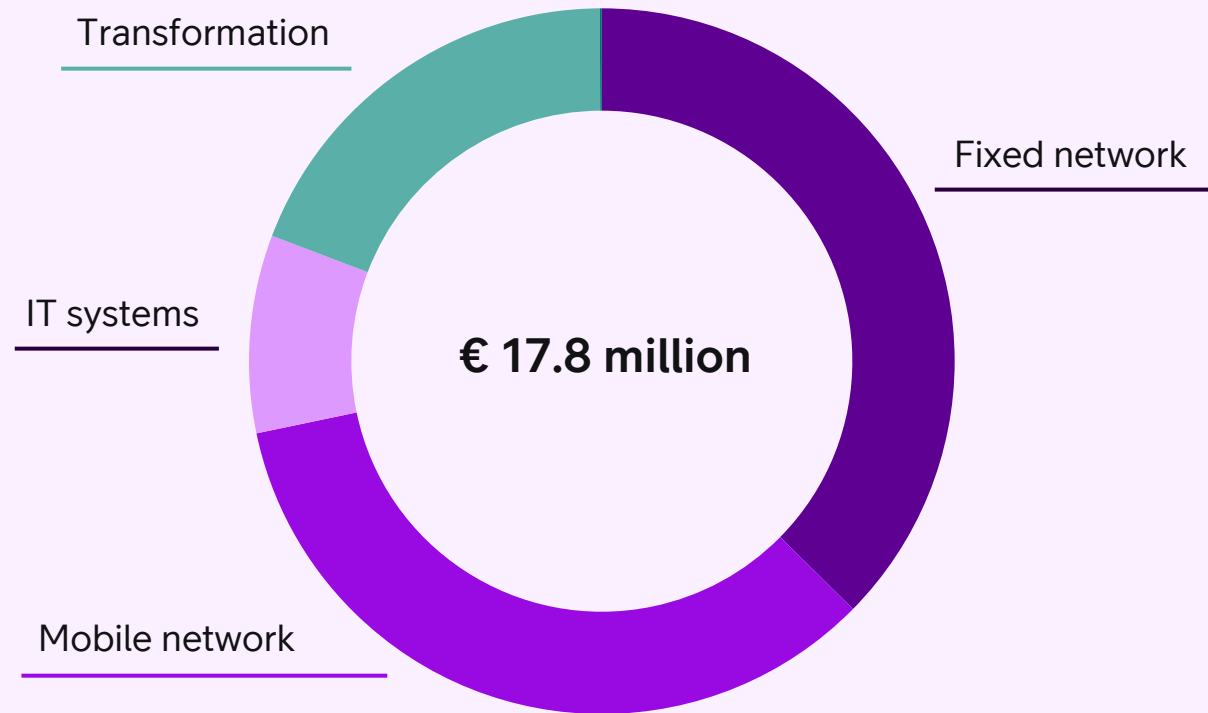


We invest

Capex (mEUR)



Capex breakdown

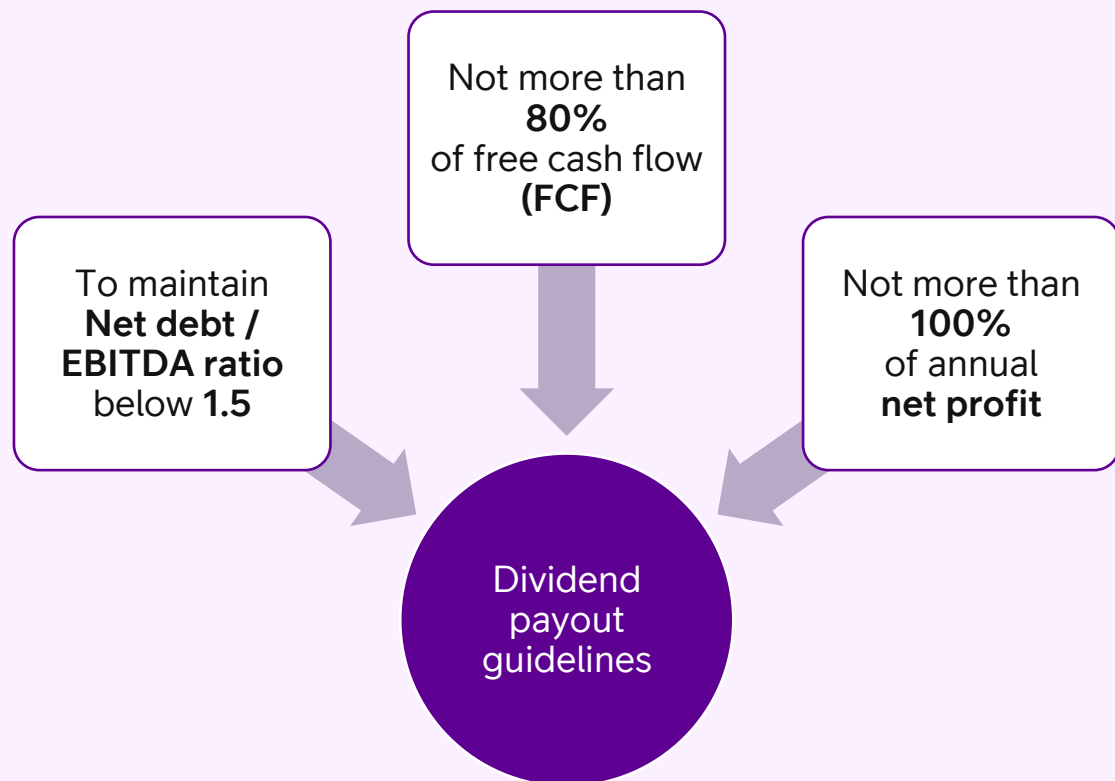


Data for Q1 2024

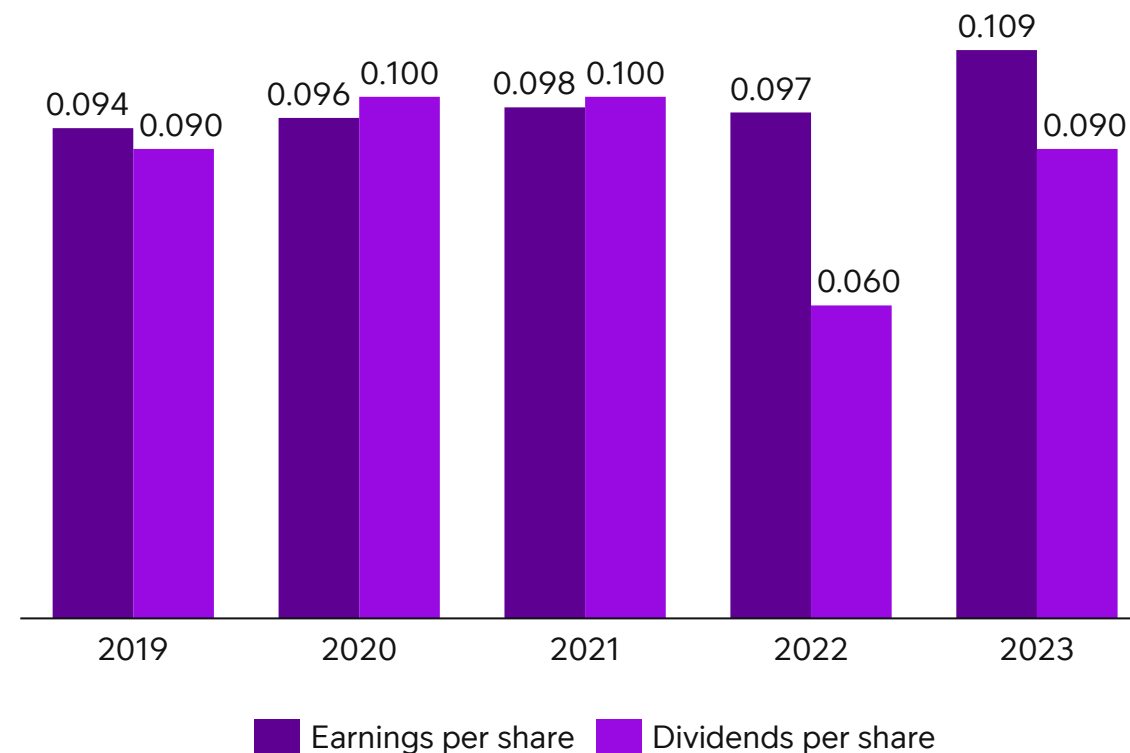


We generate

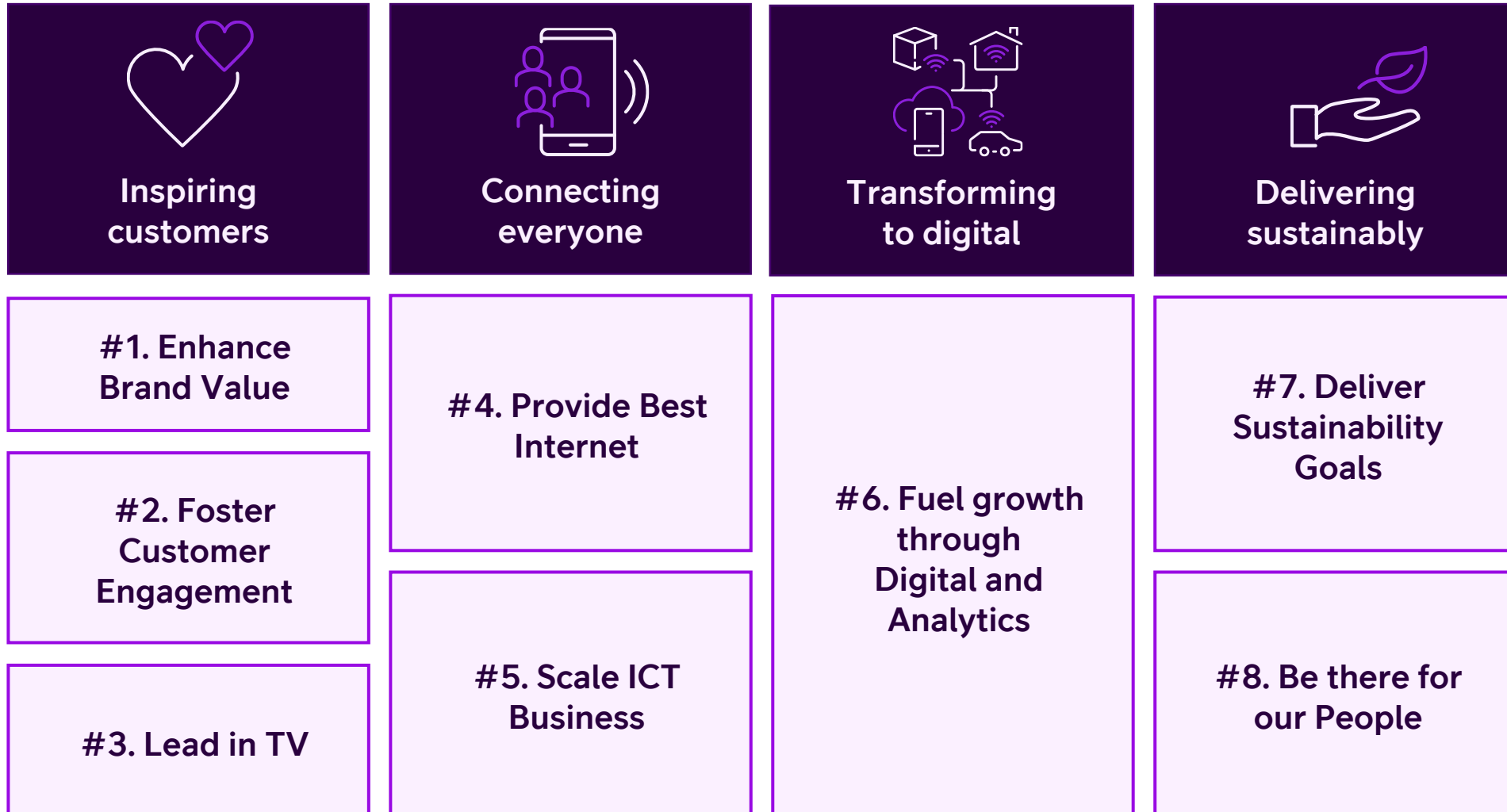
Revised dividend policy



Earnings & Dividends per share (EUR)



Our business strategy



How we understand sustainability?



Climate & Circularity



Digital Inclusion



Privacy & Security

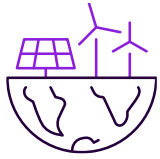


Responsible Business

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



Our achievements



Environment

- We use **100%** green electricity
- **More than half** of the vehicles of our car fleet is **electric**
- Innovative **cooling technology** used in data centres
- More than **20%** of rented and sold equipment is **re-used** one



Digital inclusion

- Around **32 thousand** people annually participate in various digital inclusion projects
- Conducted a comprehensive **accessibility audit** in both physical and online stores with a specific focus on visual disability



Privacy & Security

- In 2023 we established **Telia Centre of Digital Progress**
- Participated in **cybersecurity training** organized by National Cybersecurity Center and phishing simulation exercise **Phishex 2023**

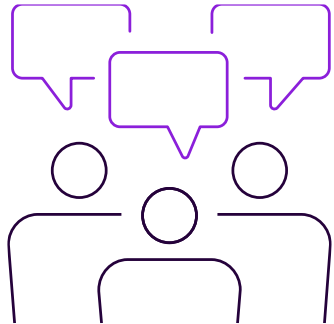
Telia is perceived as **most sustainable brand** in the telecommunications sector in Lithuania
(According to Sustainable Brand Index report)



We have engaged employees who ensure high NPS

Employees engagement score

8.9



Customers insights

45.0

NPS Consumer
(B2C)

56.7

NPS Enterprise
(B2B)

Engagement report for Q2 2024;
participated 91% of employees

Last 30 days to 31 May 2024

Thank you

