

Interim results

9 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



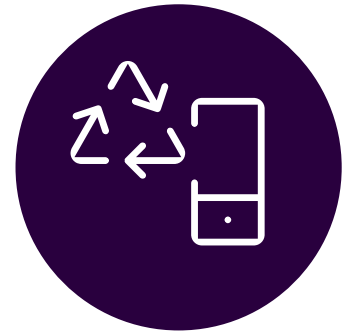
Customer care
24/7/365



Quality of
operations'
management
confirmed by
ISO certificates



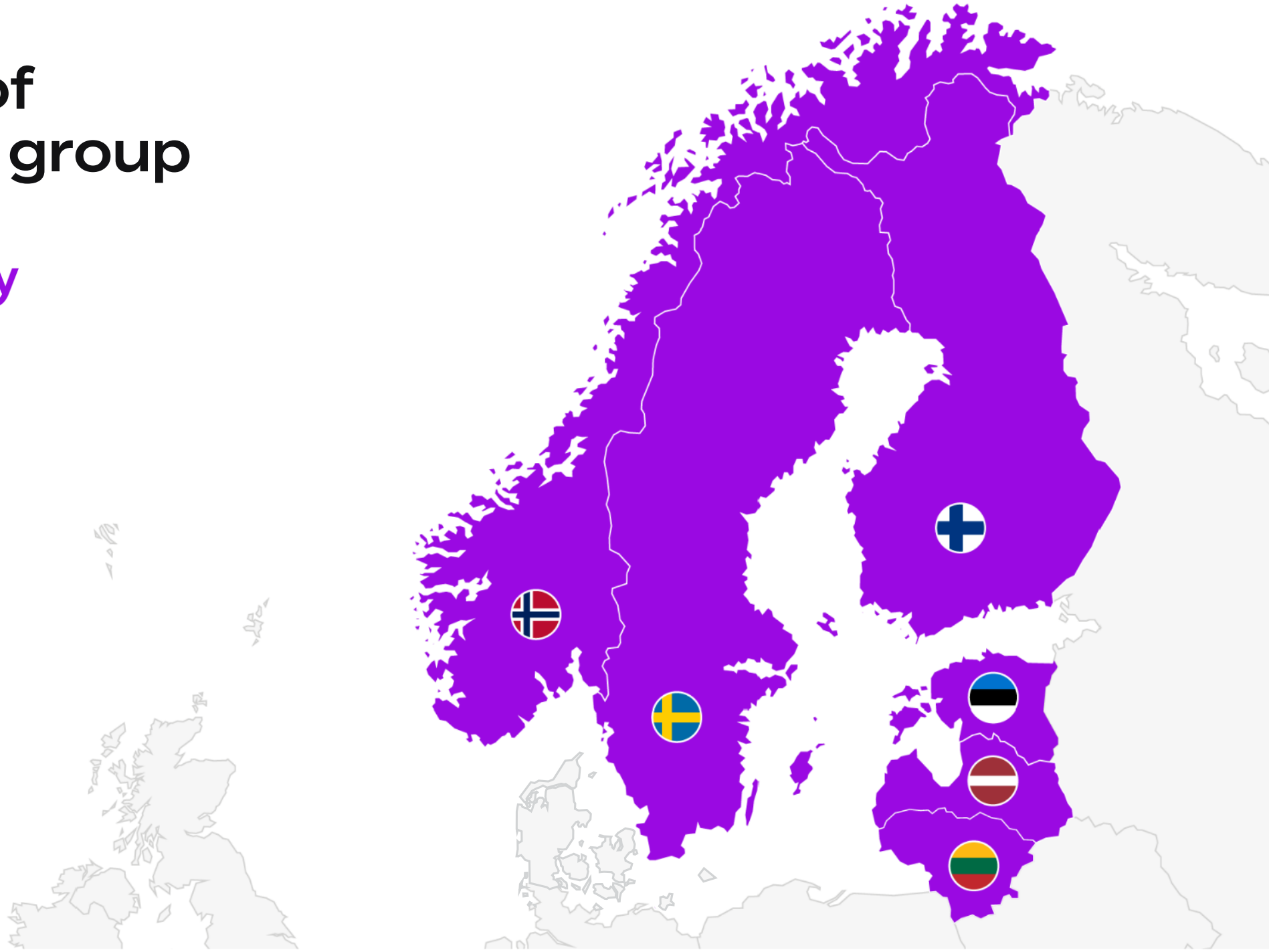
Team of 2,000
professionals



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 9 months of 2024

#1

Service revenue increased by 4.2% boosted by double-digit growth from billed mobile services

#2

Adjusted EBITDA margin increase by 1 p.p. to 37.6%

#3

Net profit for the period was up by 7.2%

#4

Free cash flow higher by 42.4%, while Capex down by 1.9%

#5

Telia Company update its strategy with clear set of priorities, namely, to **Simplify, Innovate** and **Grow**

#6

Change program of Telia Company implies decentralization and streamlining of Group's business model

#7

By the end of 2024 Telia Lietuva will reduce its number of personnel by 200

#8

Telia Lietuva earned 9.7 points out of a possible 10 in the sustainability index created by Verslo Žinios and Swedbank



Number of customers



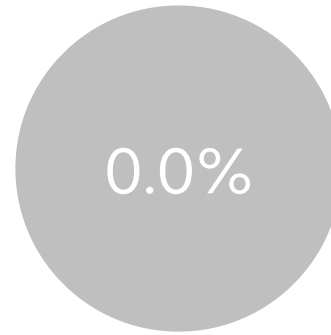
1,690,000

of **mobile** service users



421,000

of **broadband Internet** connections



259,000

of **TV service** users



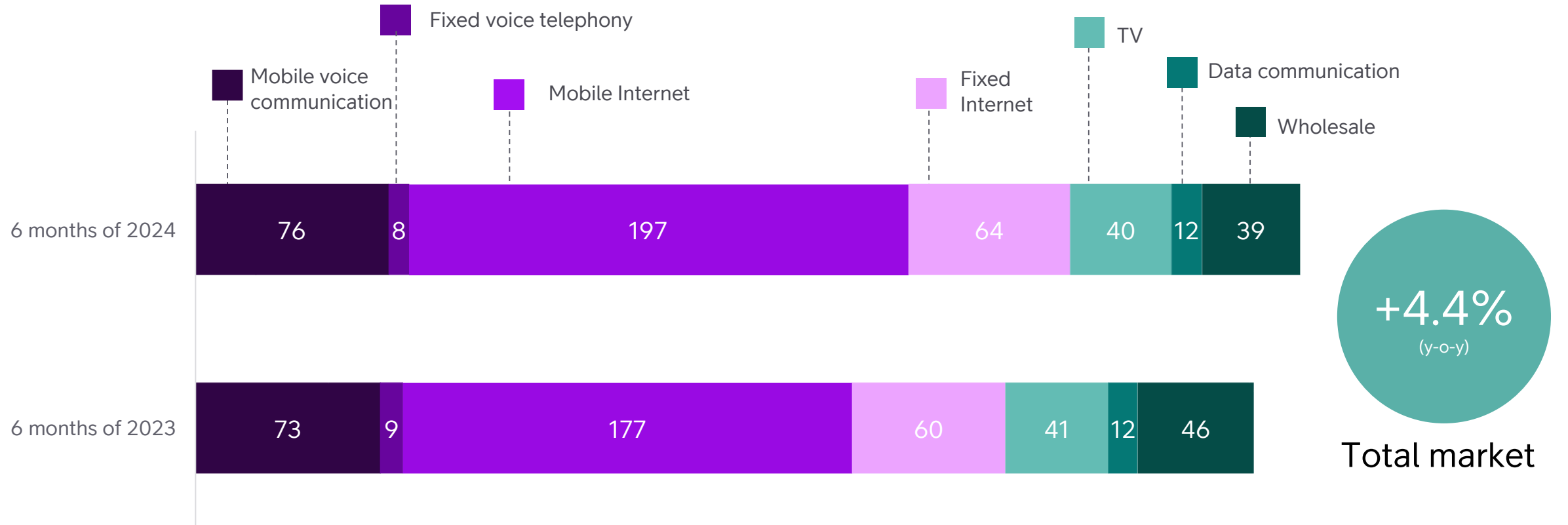
162,000

of **fixed telephone** lines in service

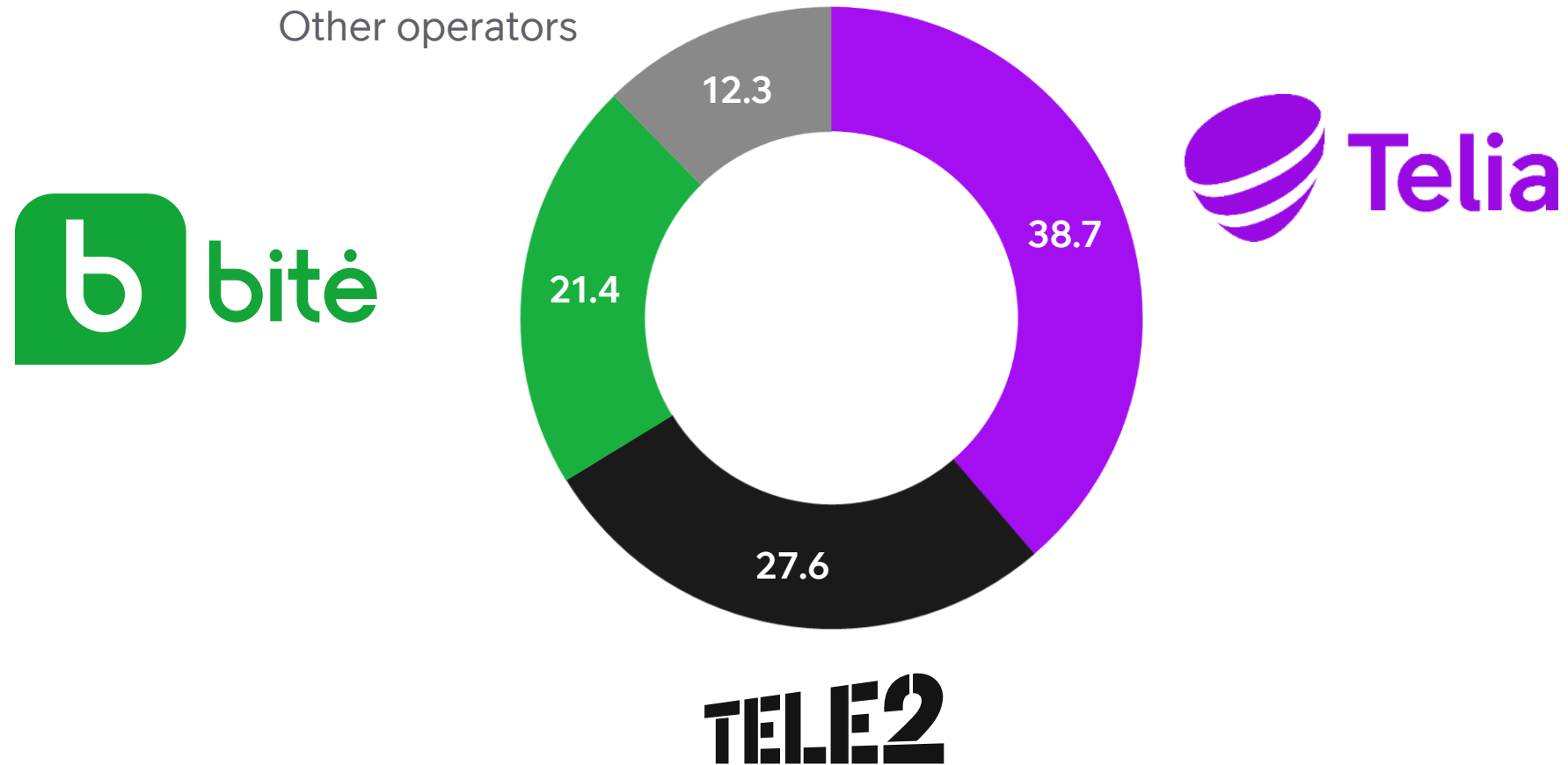


Telecommunications market of Lithuania

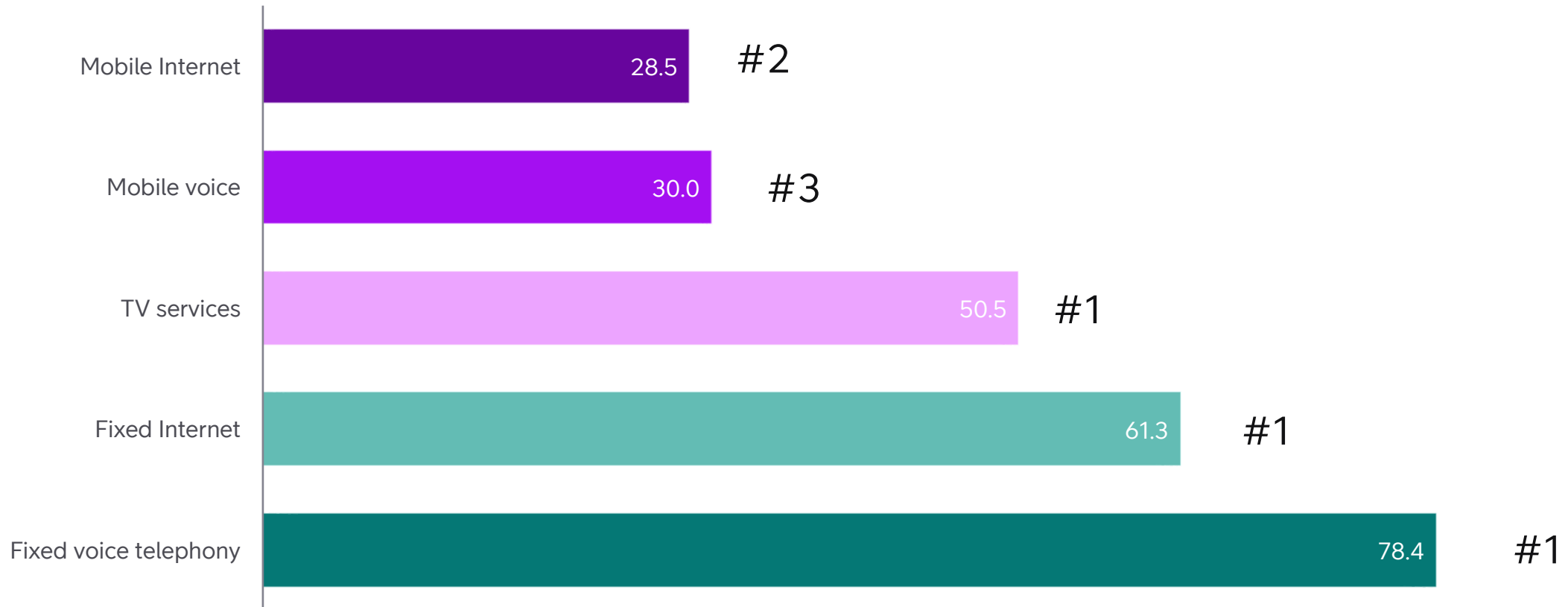
Internet drives telco market growth (mEur)



Breakdown of the telecommunications market revenue by operators for Q2 2024 (%)



Telia Lietuva market shares in terms of revenue for Q2 2024 (%)



Market: growing usage of mobile data



+24.4% (y-o-y)

Growing usage of
mobile data

(uploaded / downloaded
405,955 TB of data per quarter)



+0.8% (y-o-y)

Increased number of
FTTH/B connections

(accounts for **80.5%** of all
fixed Internet connections)



+1.9% (y-o-y)

Increased number of
IPTV users

(accounts for **55.4%** of all
pay-TV service users)



Market penetration



136.4

Mobile
communications
subscribers

(per 100 inhabitants)



12.5

Fixed
telephony
lines

(per 100 households)



50.8

Broadband
Internet
access

(per 100 households)



38.1

Pay-TV
subscribers

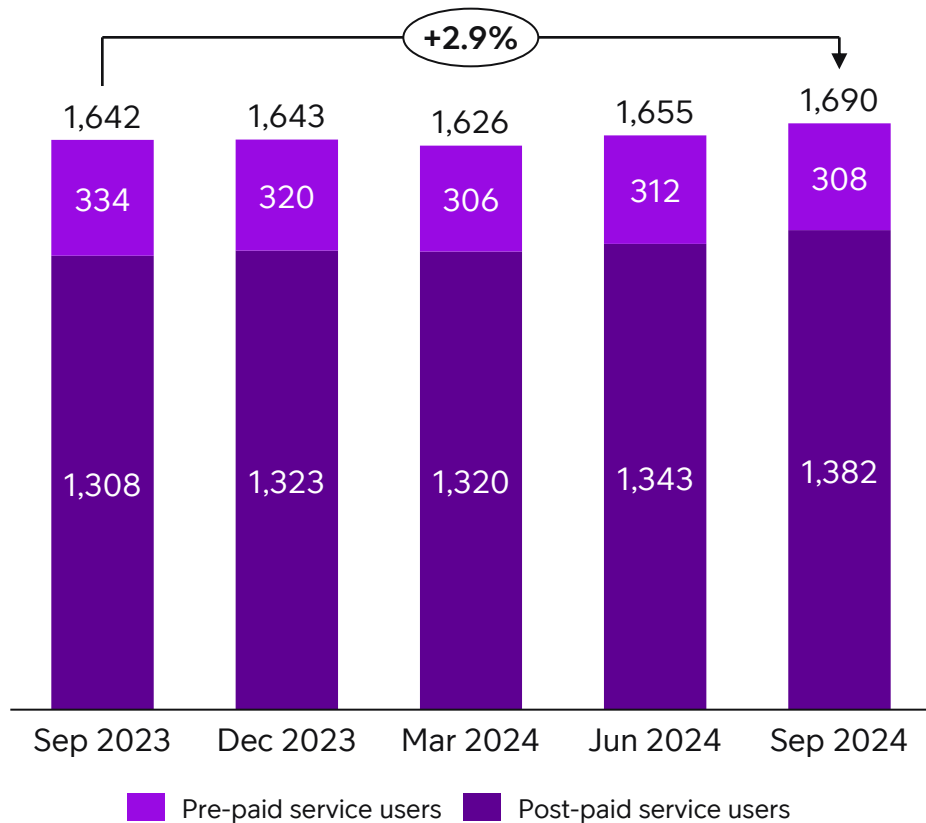
(per 100 households)



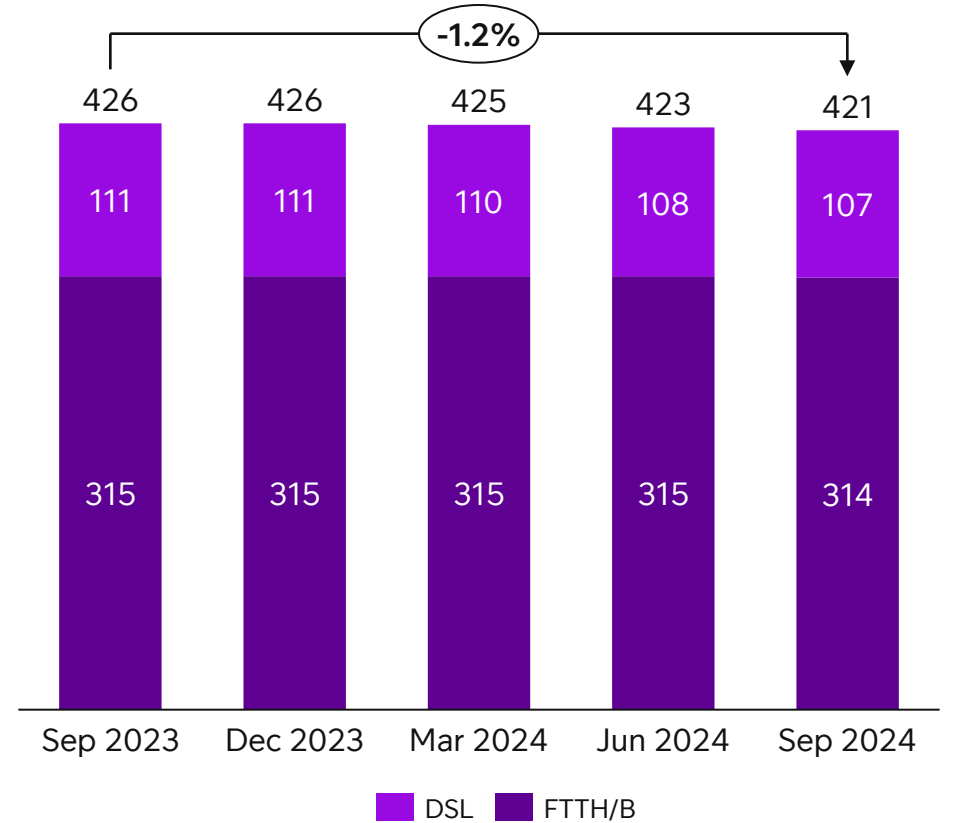
Operating and financial results

Number of mobile and broadband service users

Mobile communication users (thousands)

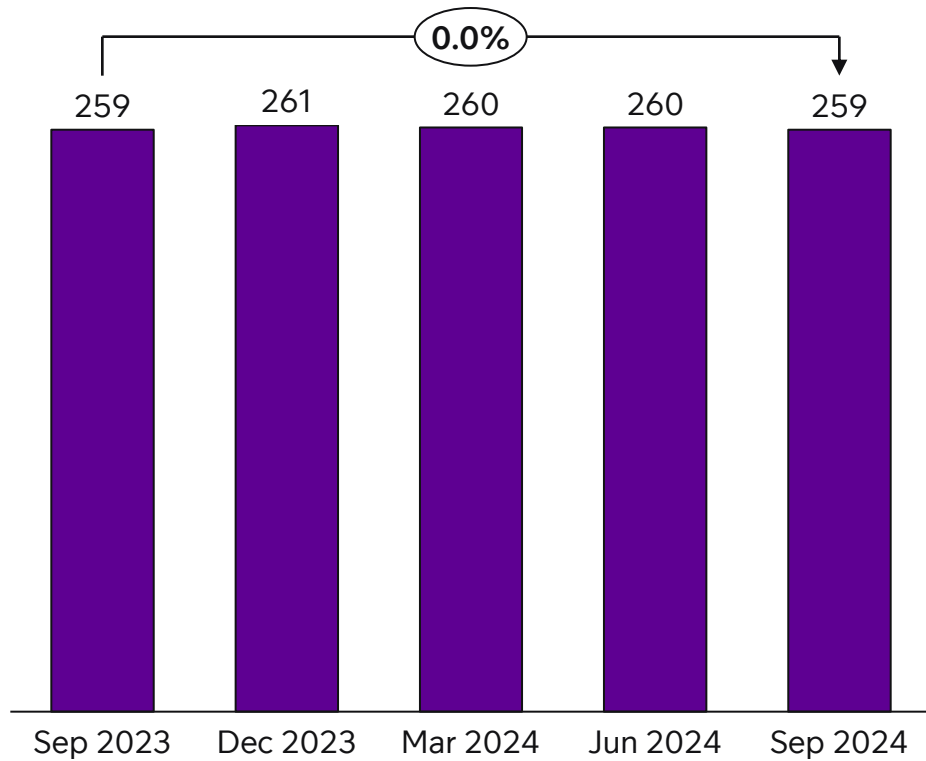


Broadband Internet connections (thousands)

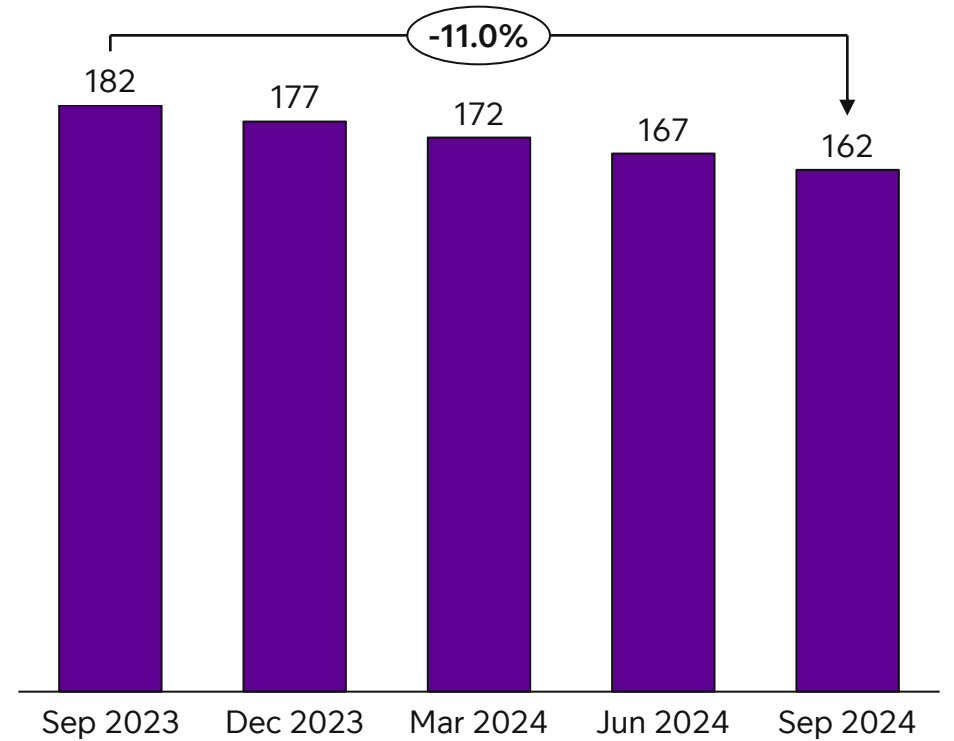


Number of TV and fixed voice service users

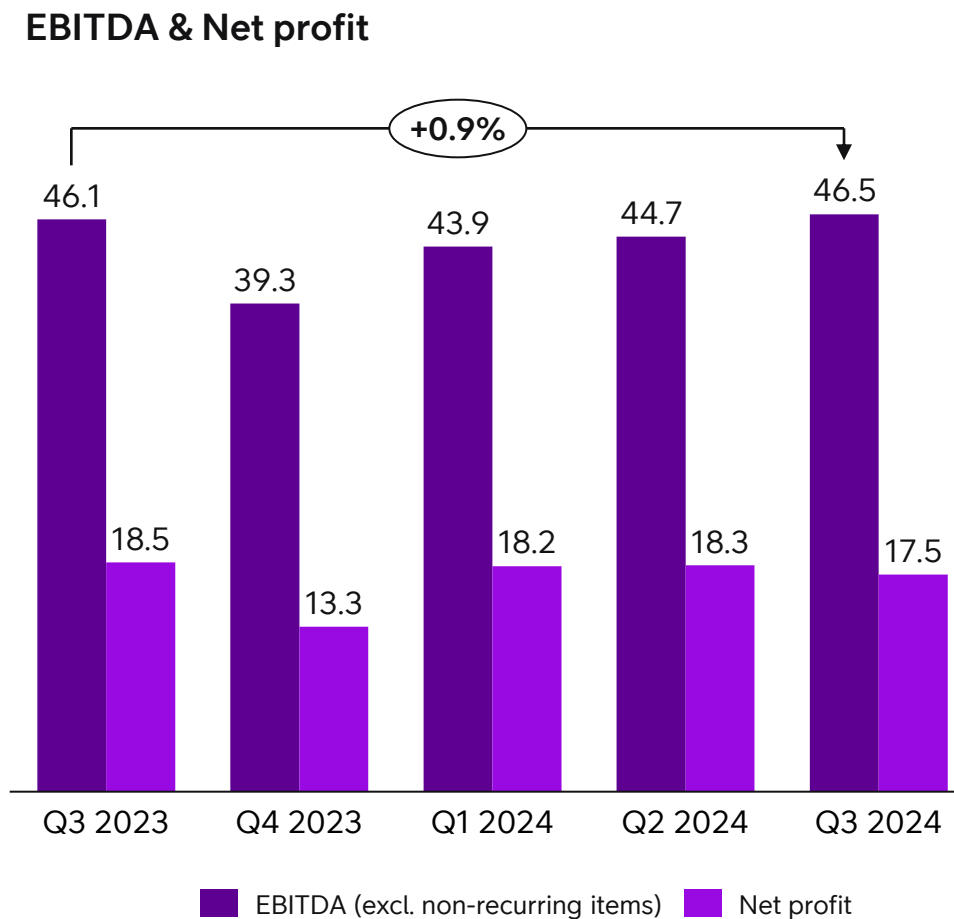
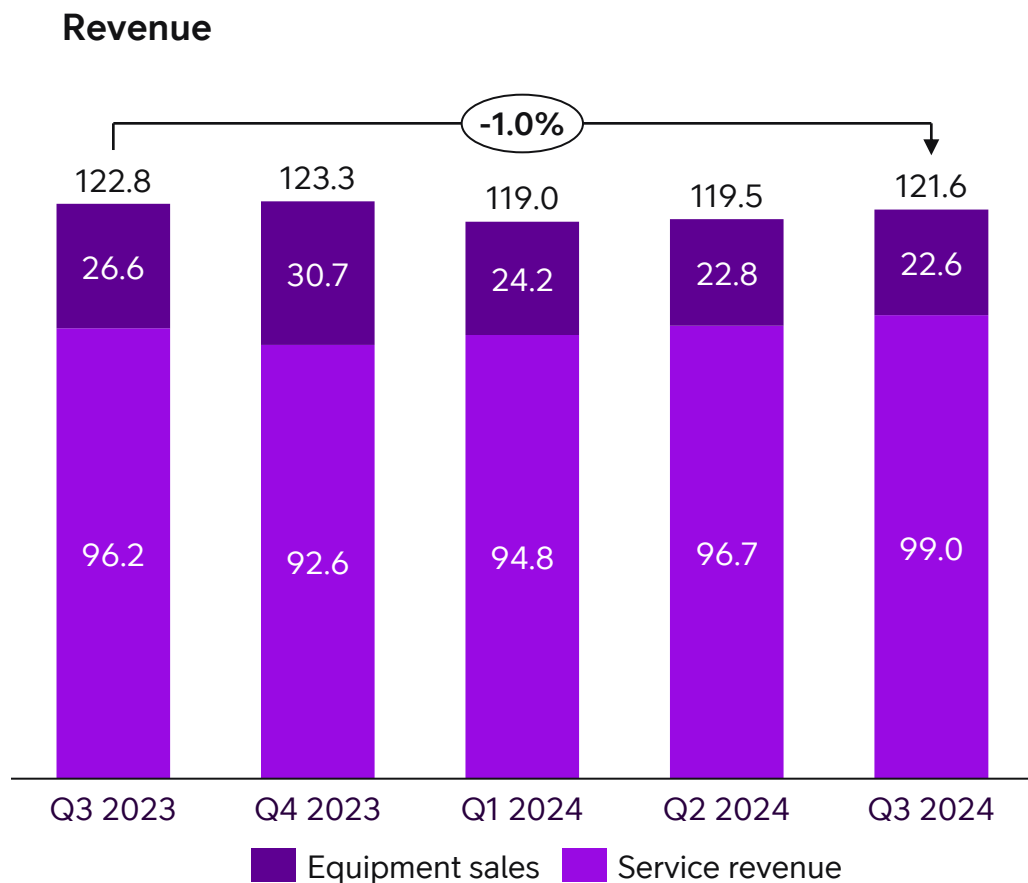
TV service users (thousands)



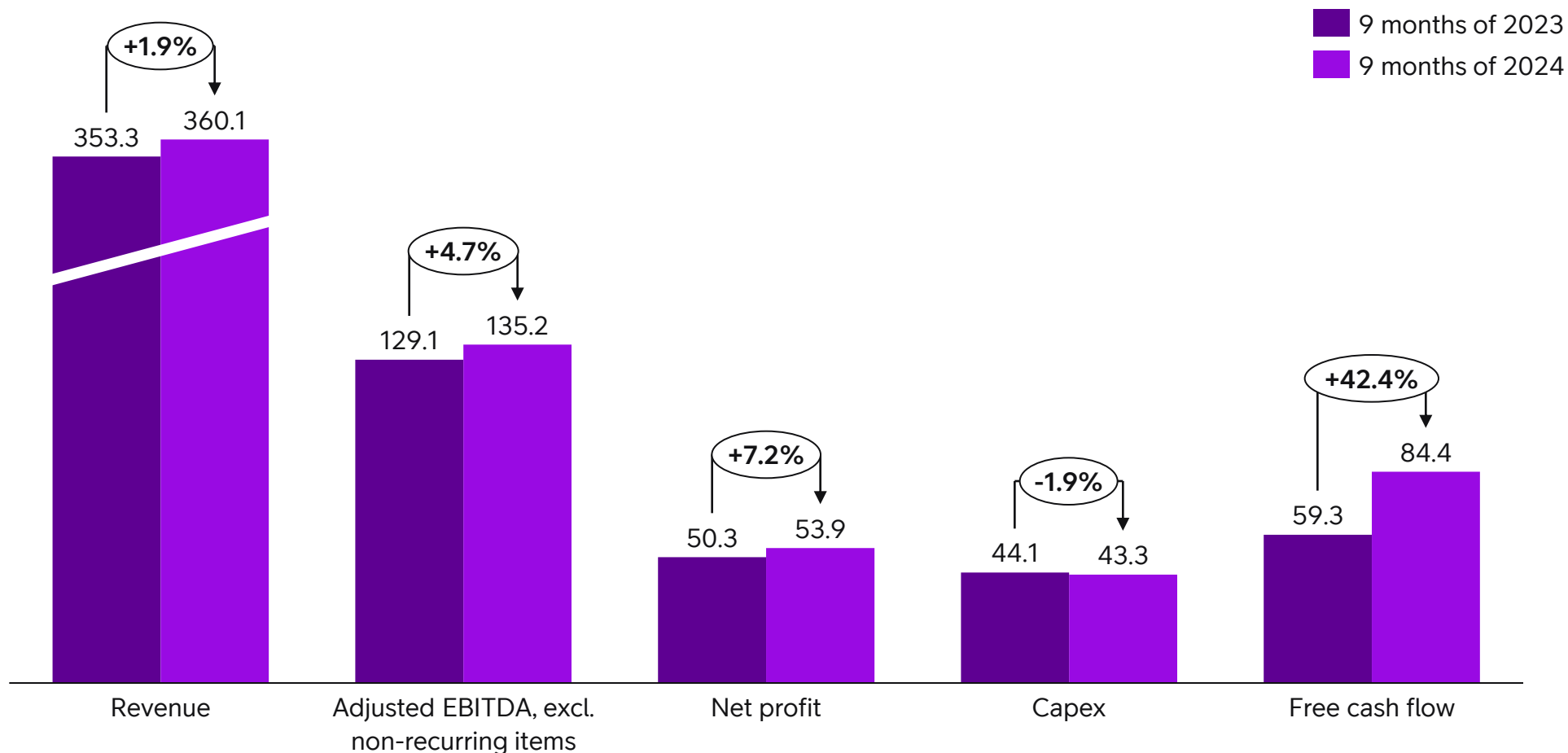
Fixed telephone lines (thousands)



Revenue & Earnings (mEUR)



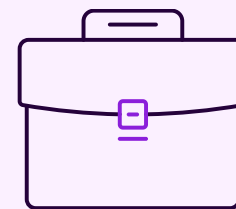
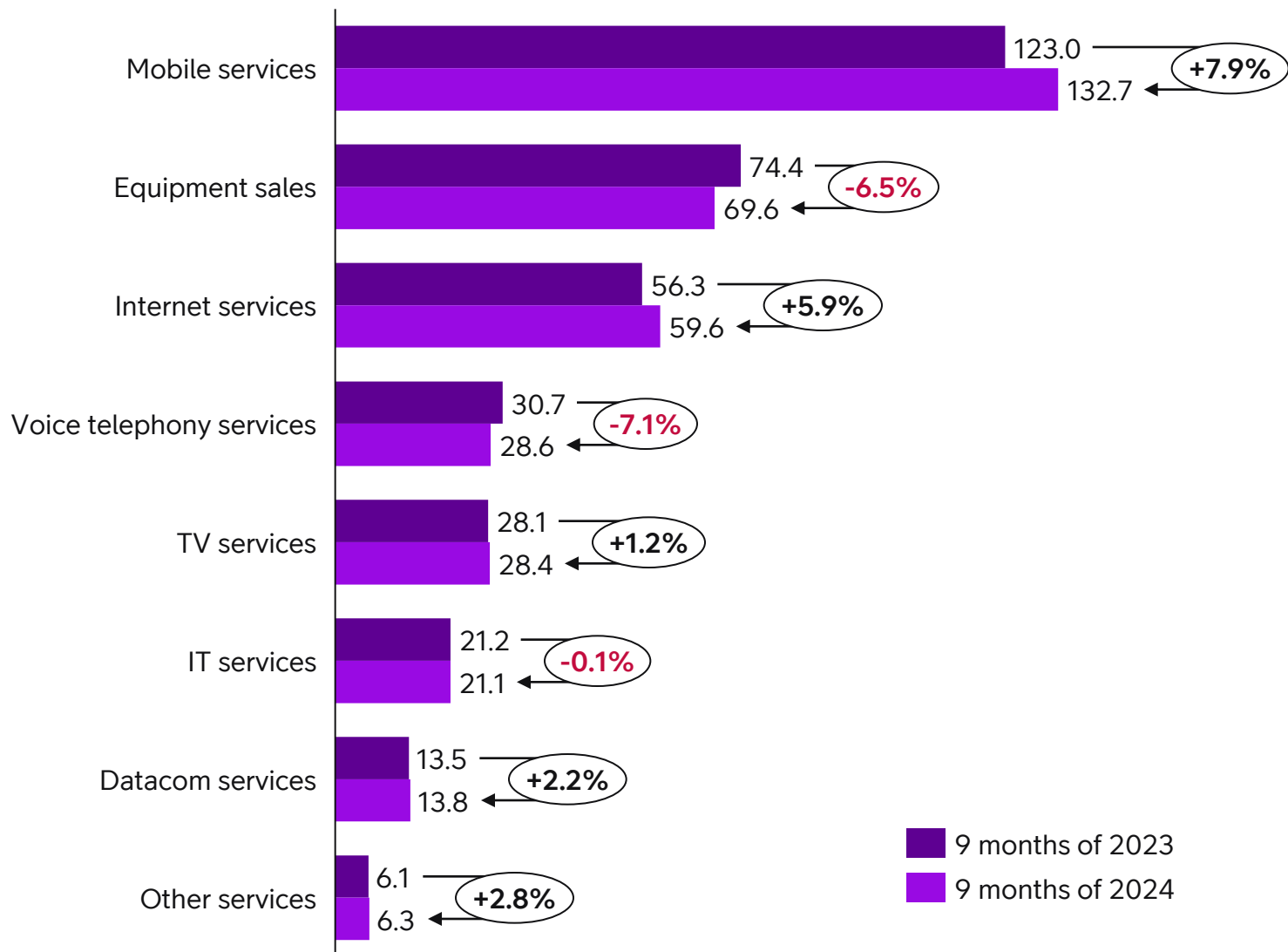
Dynamics of main financial indicators (mEur)



NOTE. Non-recurring items for 9 months of 2024 were comprised of one-off redundancy pay-outs of EUR 1.1 million (2023: EUR 0.9 million), other non-recurring expenses EUR 1.3 million (2023: EUR 1.5 million) and gain of EUR 222 thousand (2023: EUR 123 thousand) from sale of property.

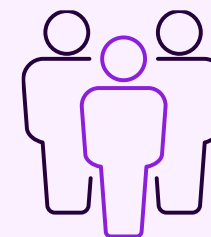


Revenue breakdown (mEUR)



36.3%

Enterprises

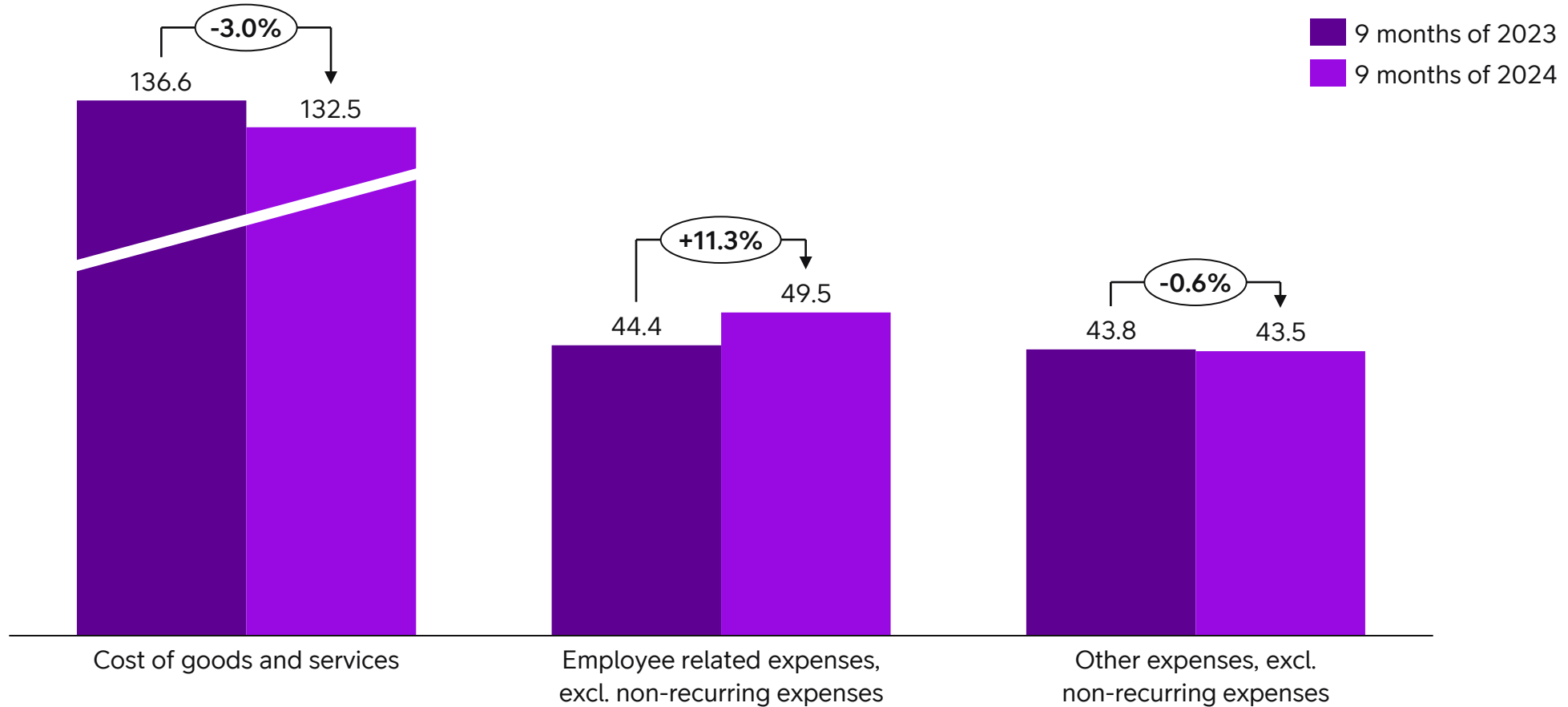


63.7%

Consumers



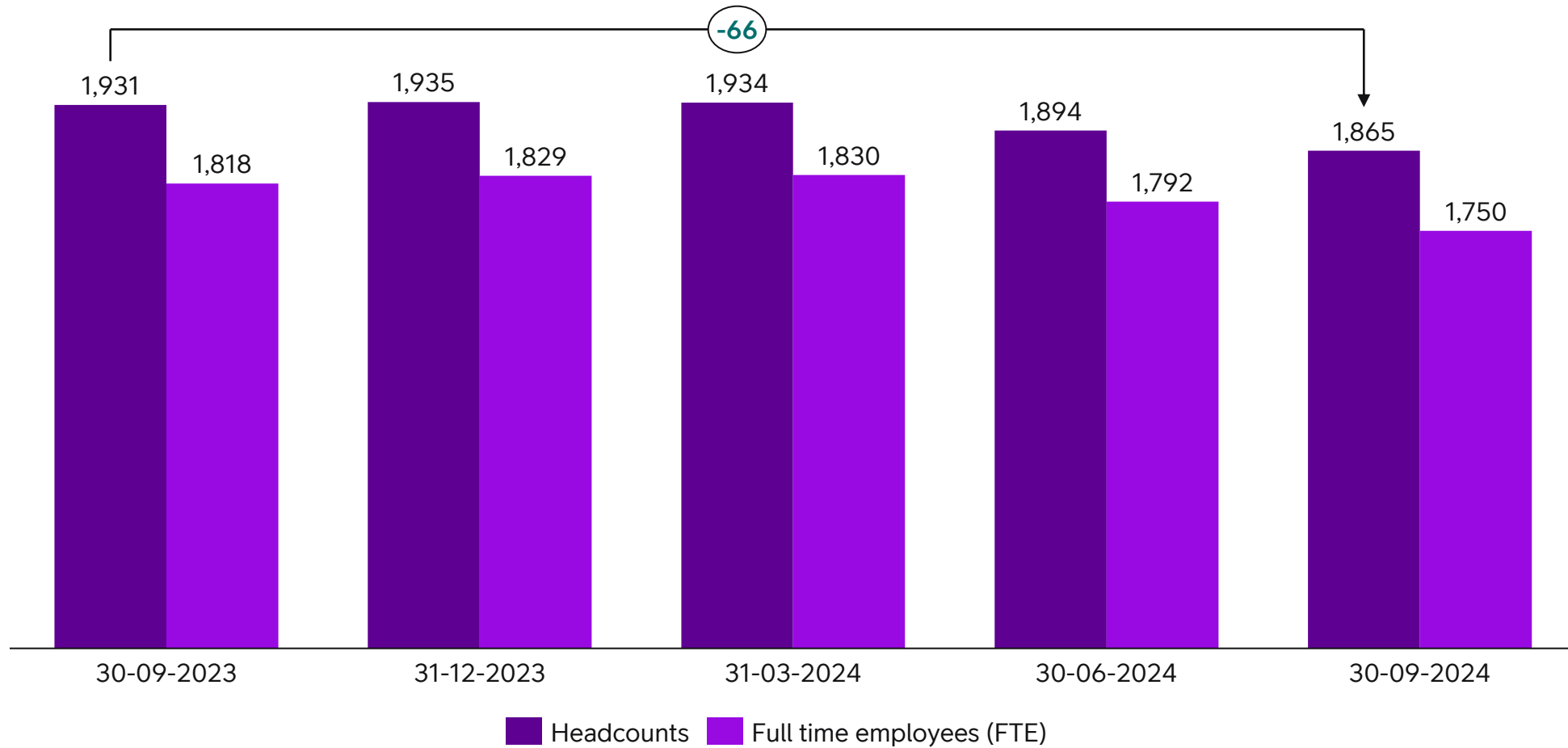
Operating expenses (mEur)



NOTE. Non-recurring items for 9 months of 2024 were comprised of one-off redundancy pay-outs of EUR 1.1 million (2023: EUR 0.9 million) and other non-recurring expenses EUR 1.3 million (2023: EUR 1.5 million)

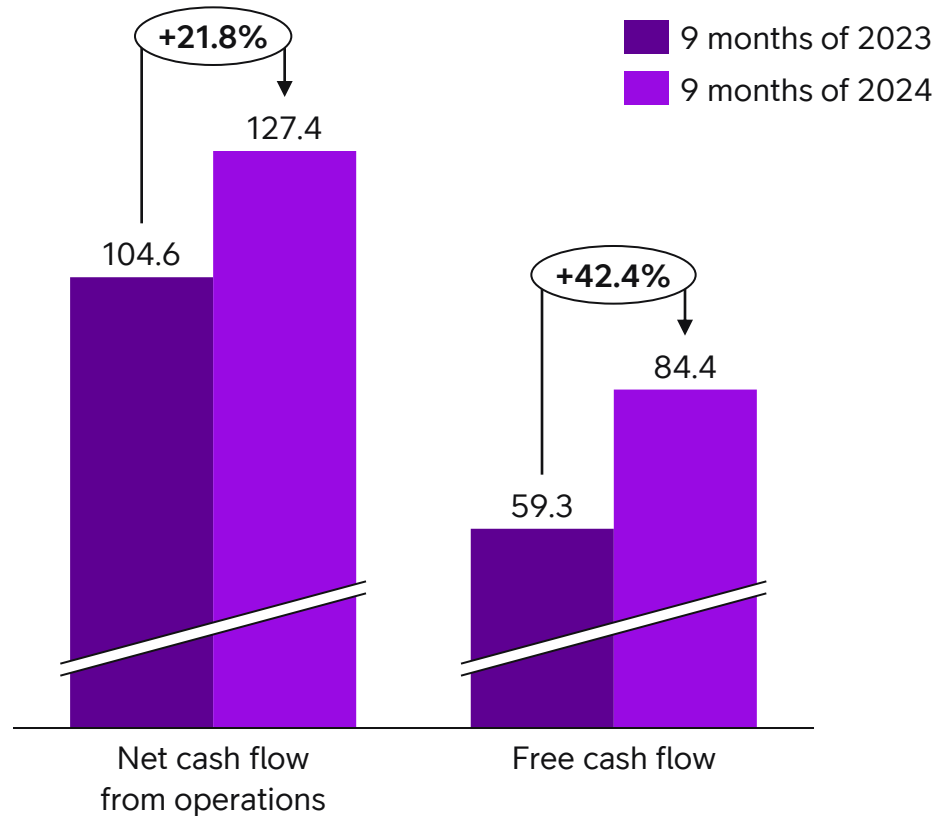


Number of employees

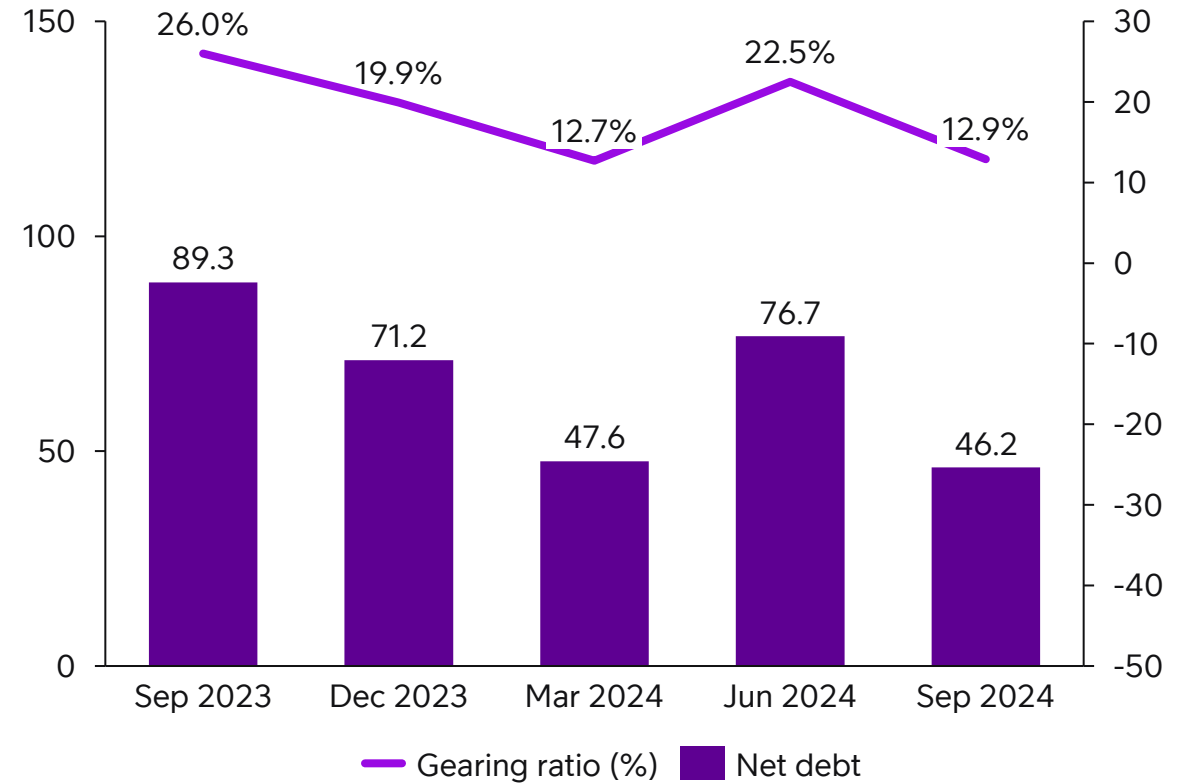


Cash flow & Net debt (mEur)

Cash flow



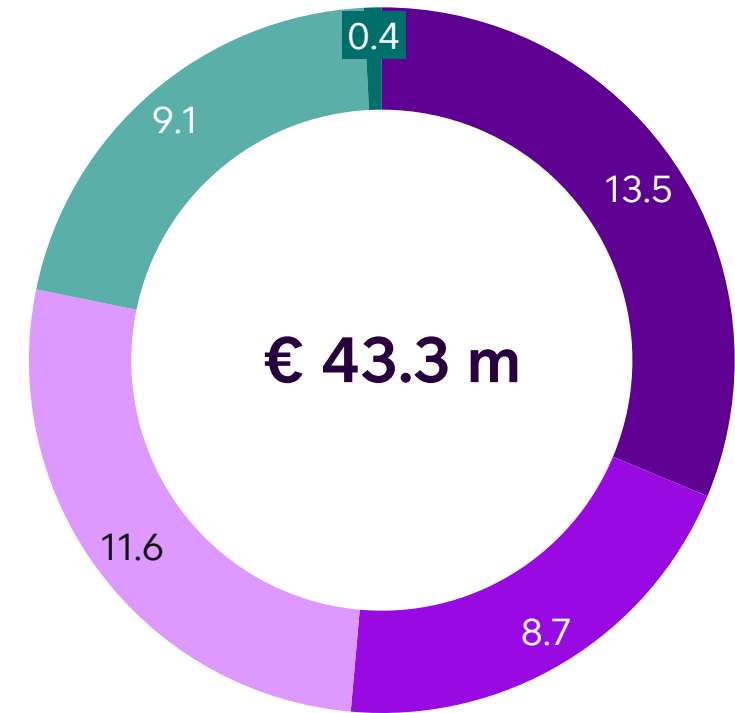
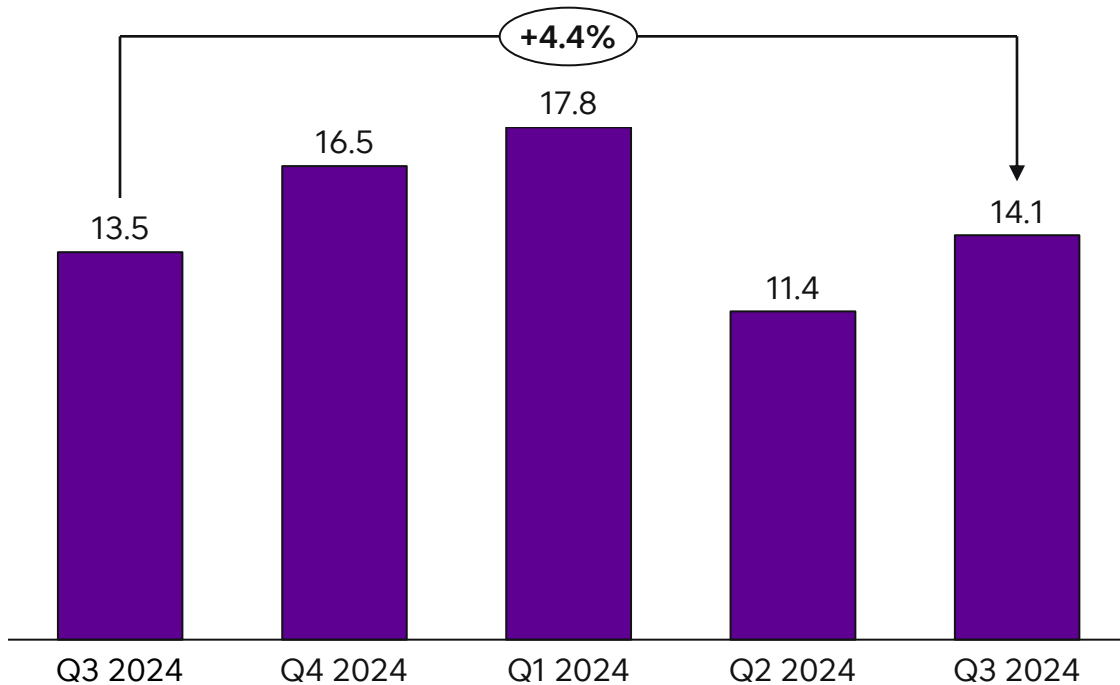
Net debt & Gearing ratio



CAPEX & its breakdown for 9 months of 2024 (mEur)

Capex to Sales (12 months' rolling)

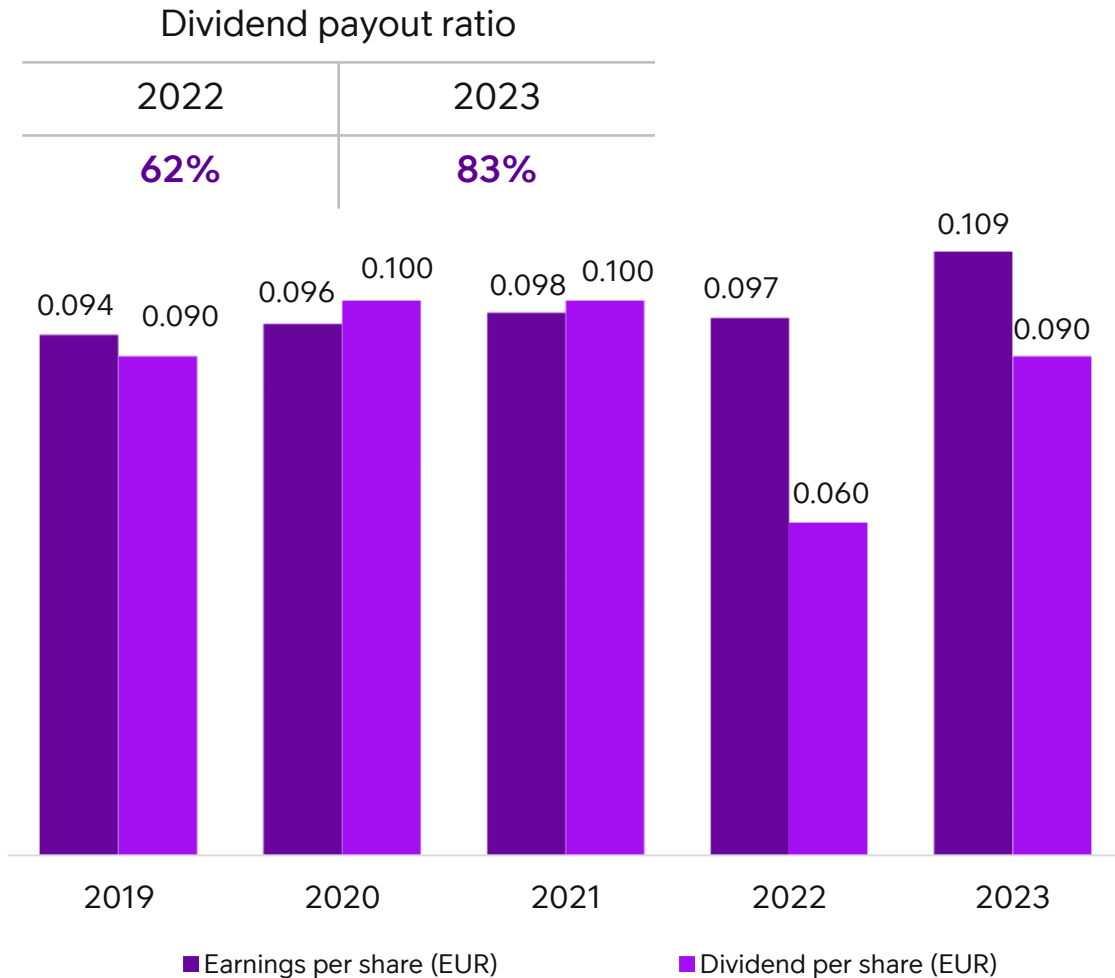
30-09-2023	30-09-2024
14,8%	12,4%



- Fixed network
- Transformation
- Mobile network
- Other
- IT systems



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 30-09-2024

Telia Company AB

88.15%

Other

11.85%

Part of shares and votes

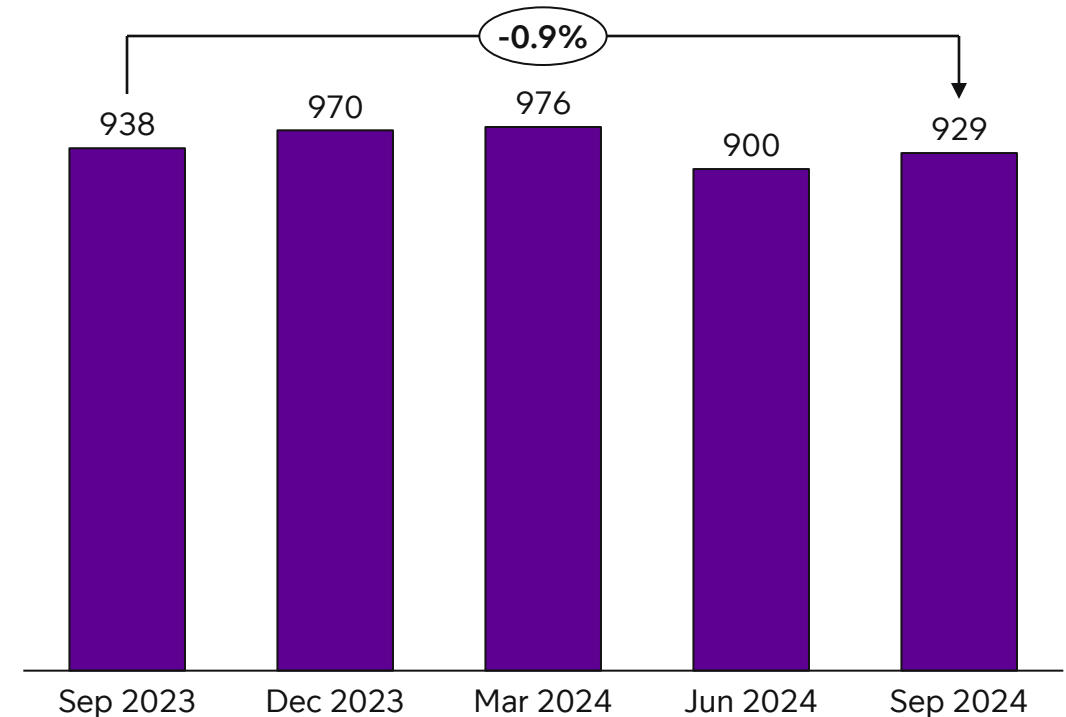


Shares

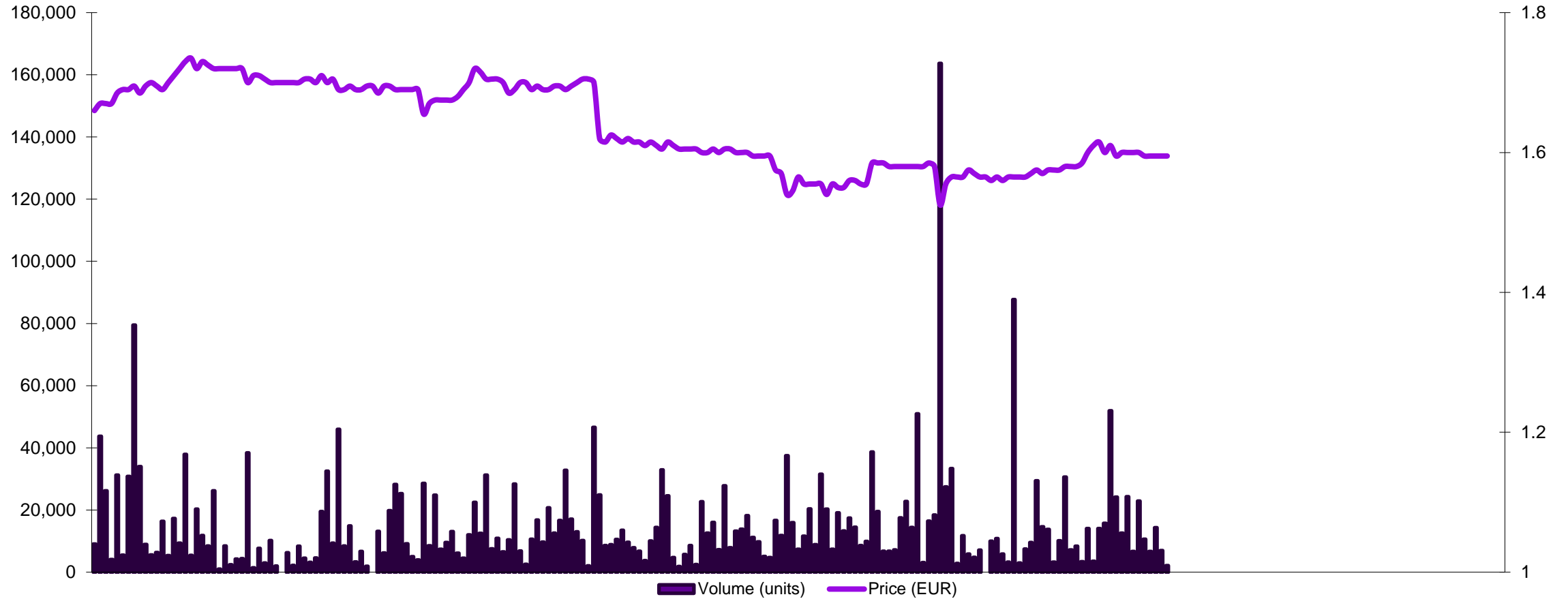
- Since June 2000, the Company's shares are listed on **Nasdaq Vilnius stock exchange** (ticker: TEL1L)
- Since January 2011, the Company's shares were included into the trading lists of a few German stock exchanges (ticker: ZWS)
- **Turnover** on Nasdaq Vilnius stock exchange during January-September 2024: 2.9 million of shares or EUR 4.7 million
- Share **price** on Nasdaq Vilnius:

01-01-2024	High	Low	30-09-2024
1.66 €	1.735 €	1.505 €	1.595€

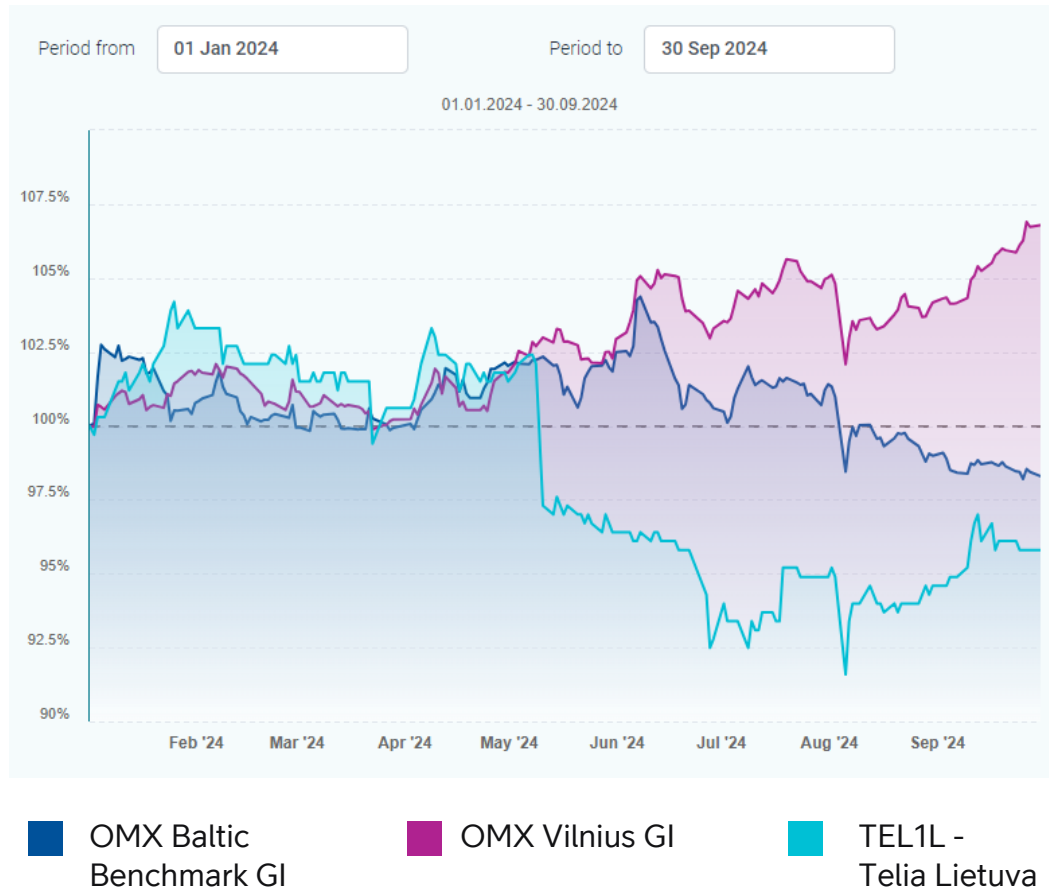
Market capitalization (mEur)



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	1,417.91	-1.7
OMX Vilnius GI	946.76	1,011.04	+6.79
TEL1L – Telia Lietuva	1.67	1.59	-4.2

P/E ratio: **13.8** (14.4 a year ago)

Source: Nasdaq Vilnius

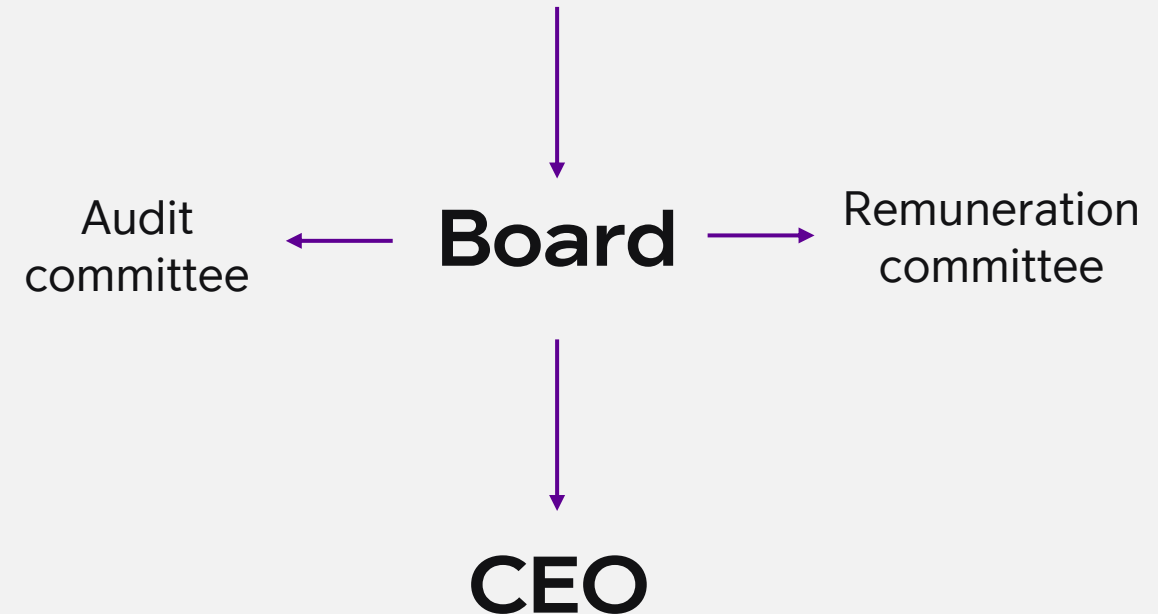


Corporate governance

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**
- Agneta Wallmark **resigned** from the Board as of 20 September 2024
- 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



**Hannu-Matti
Mäkinen**

Member of the Board,
Chair of the Audit
Committee, member of
the Remuneration
Committee, represents
Telia Company AB



**Leda
Iržikevičienė**

Independent member
of the Board,
member of the Audit
Committee



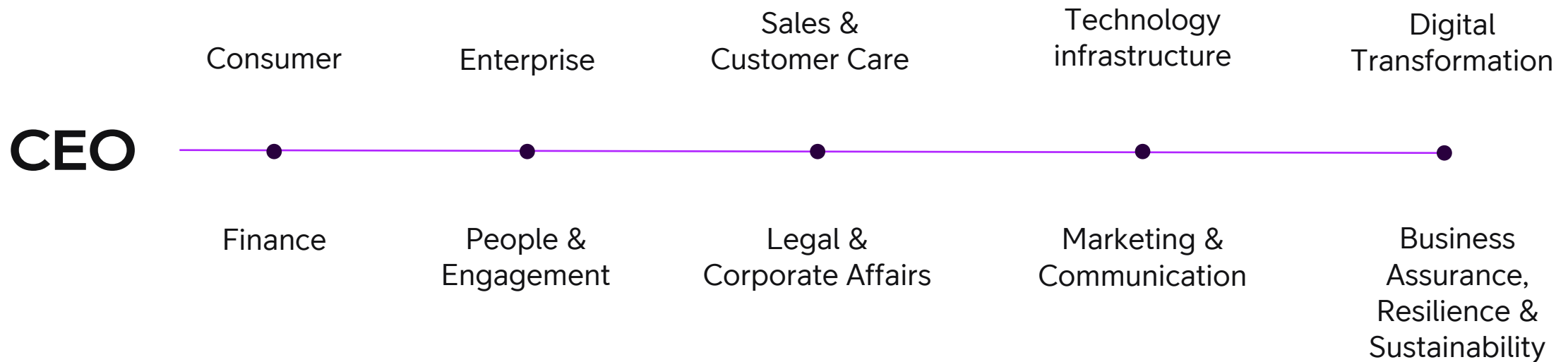
**Mindaugas
Glodas**

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



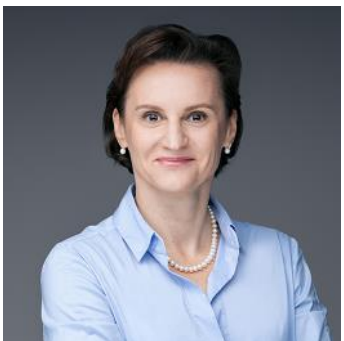
Lina Bandzinė, Head of Sales & Customer Care



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

Sustainability focus areas

Priority impact areas:



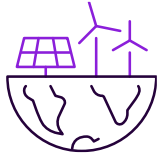
Other material impact areas:

- Human rights
- Children's rights
- Freedom of expression and government surveillance
- Well-being
- Responsible sourcing
- Anti-bribery and corruption



Sustainability overview: 9 months of 2024

Telia Lietuva ranks among the top 5 most sustainable companies in Lithuania



Environment

Telia Lietuva ranks among the **top 5 most sustainable** companies in Lithuania

57% of our vehicle fleet is **fully electric**

The 1st part of the **full buy back service** came to life

Launched **new refurb category** – laptops



Digital inclusion

National IT Challenge – program course for 7-9 grades and teachers. **12,678 people reached**

Safer Internet digital campaign brought a lot of traffic to our web page where we share relevant information and tips for parents and guardians. Also, in the beginning of the year we noticed an increased interest from schools to have live lectures about safety online which resulted in record high number of live contacts with school children – **more than 1,300**



Privacy & Security

Enhanced information security management through **re-certification of data centres**, cloud, IT management, unified communications and networks security services by the international security standard, ISO/IEC 27001:2022

Business continuity planning and resilience strategies have been updated to ensure uninterrupted operations even during major cyber incidents or technical failures



DEI (diversity, equity and inclusion) highlights



For the first time in Lithuania, **easy-to-read news** released (sponsored by Telia Lietuva)

Telia Lietuva sponsored the biggest **dyslexia awareness event** in Lithuania, which was held to increase the awareness about other ways of creating and reading stories than the traditional ones. The event reached around 18,000 people



We added a full **neurodiversity and disability** (both visible and invisible) courses to [Telia Play's children corner](#), featuring 14 stories

More than 80 managers trained in live training sessions about **inclusive journey** for employee with disability in Telia



Pride month: 4 internal activities, mini campaign in social media



LGBTQ awareness training - over 100 employees completed the course

ne SKAITYMO festivalis

Telia

ŽINIOS lengvai

Žinios lengvai suprantama kalba – kad įdomiau tik gyvenimas būtų visiems!

× ISTORIJS

AUTIZMAS

DAUNO sindromas

DISLEKSIJA

REGA

Thank you