

Interim results

9 months of 2025



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



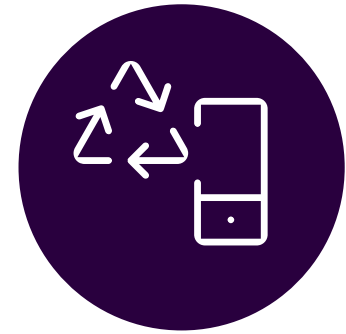
Customer care
24/7/365



Quality of
operations'
management
confirmed by
ISO certificates



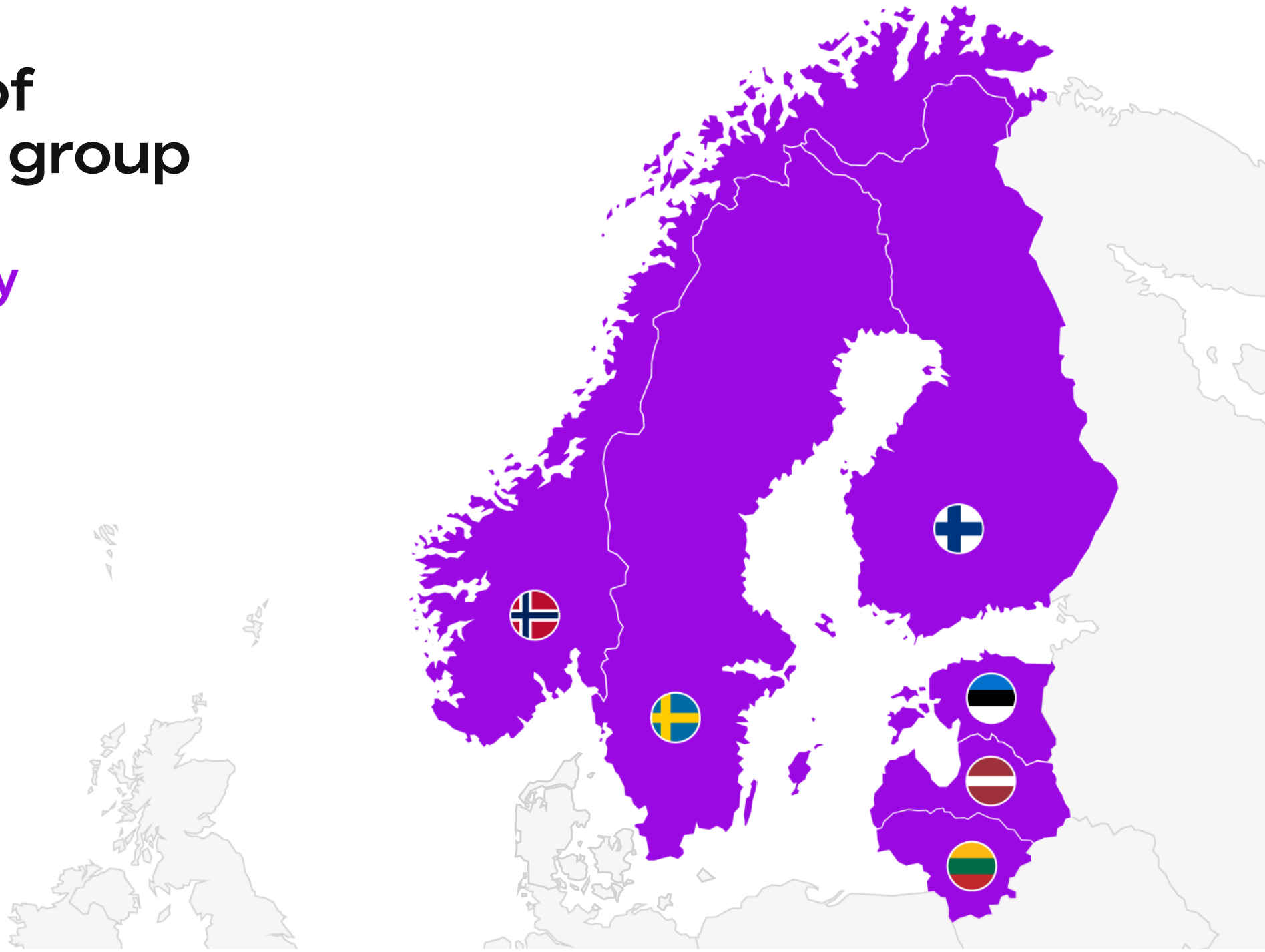
Team of 1,700
professionals



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

We Care
for everyone

We Simplify
the way we do things

Speed up
Make the right decisions fast

Look out for each other
Treat everyone with respect

Less is more
Do what matters most

Make it happen
Enable everyone to make better happen

Walk in our customers' shoes
Make customer experience your obsession

One team
Align goals and prioritize

Radical honesty
Call things out even when it's difficult

Celebrate the good stuff
Be generous with your praise

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 Q3 2025

#1

Service revenue went up by 4.1% mainly due to continues growth of mobility, IT and Internet services

#2

5G connectivity, that covers up to 95% of the Lithuania's territory, is available to Telia's pre-paid service users

#3

Upgrade of fiber-optic backbone network aiming at increase of data transfer speed up to 600 Gbps has commenced

#4

A new cybersecurity app "Telia Safe" that combines 20 different security features was launched

#5

200 matches of season 2025-2026 of Lithuanian basketball league will be available at Telia Play platform

#6

Telia customers were offered possibility to make calls in the Baltic and Nordic countries via wireless Wi-Fi (VoWiFi) network

#7

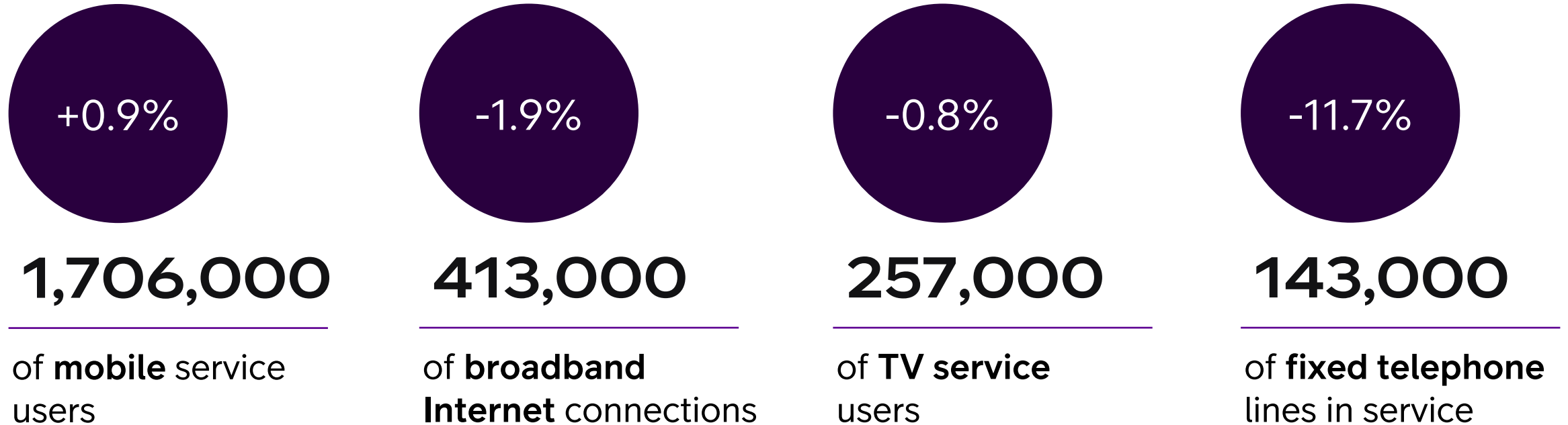
A new real time text service opens new communication opportunities for people with hearing of speech impairments

#8

From 1 November 2025, Technology and Digital Transformation as well as Legal and Human Resource units will be merged

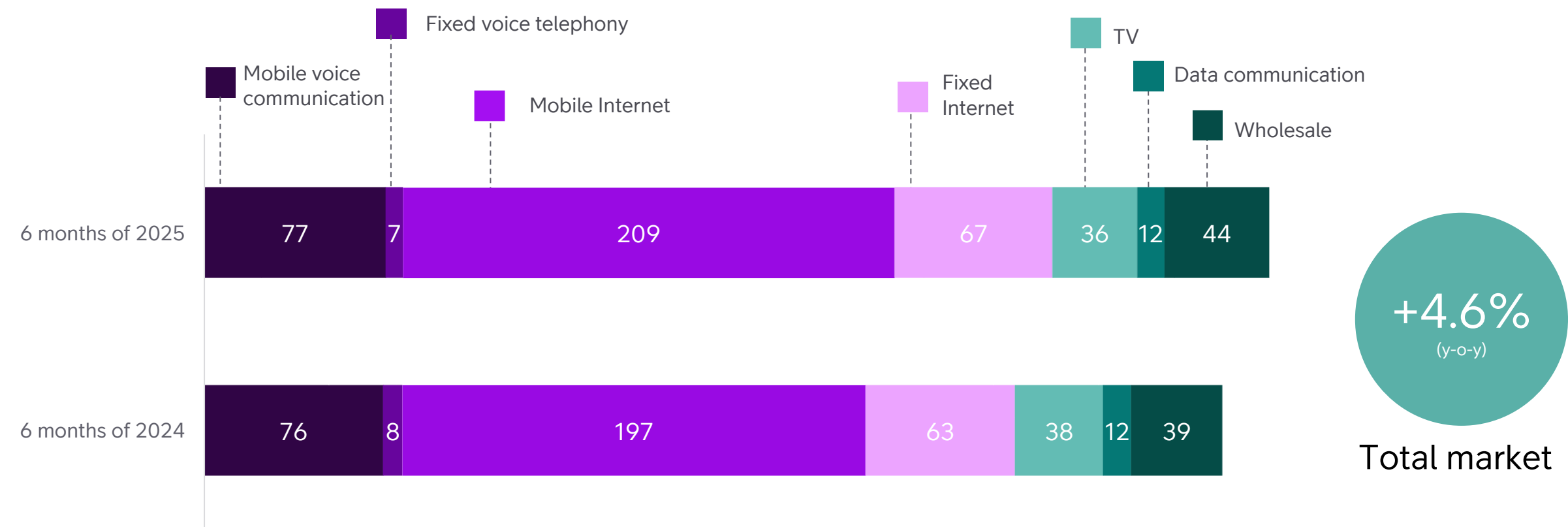


Number of customers

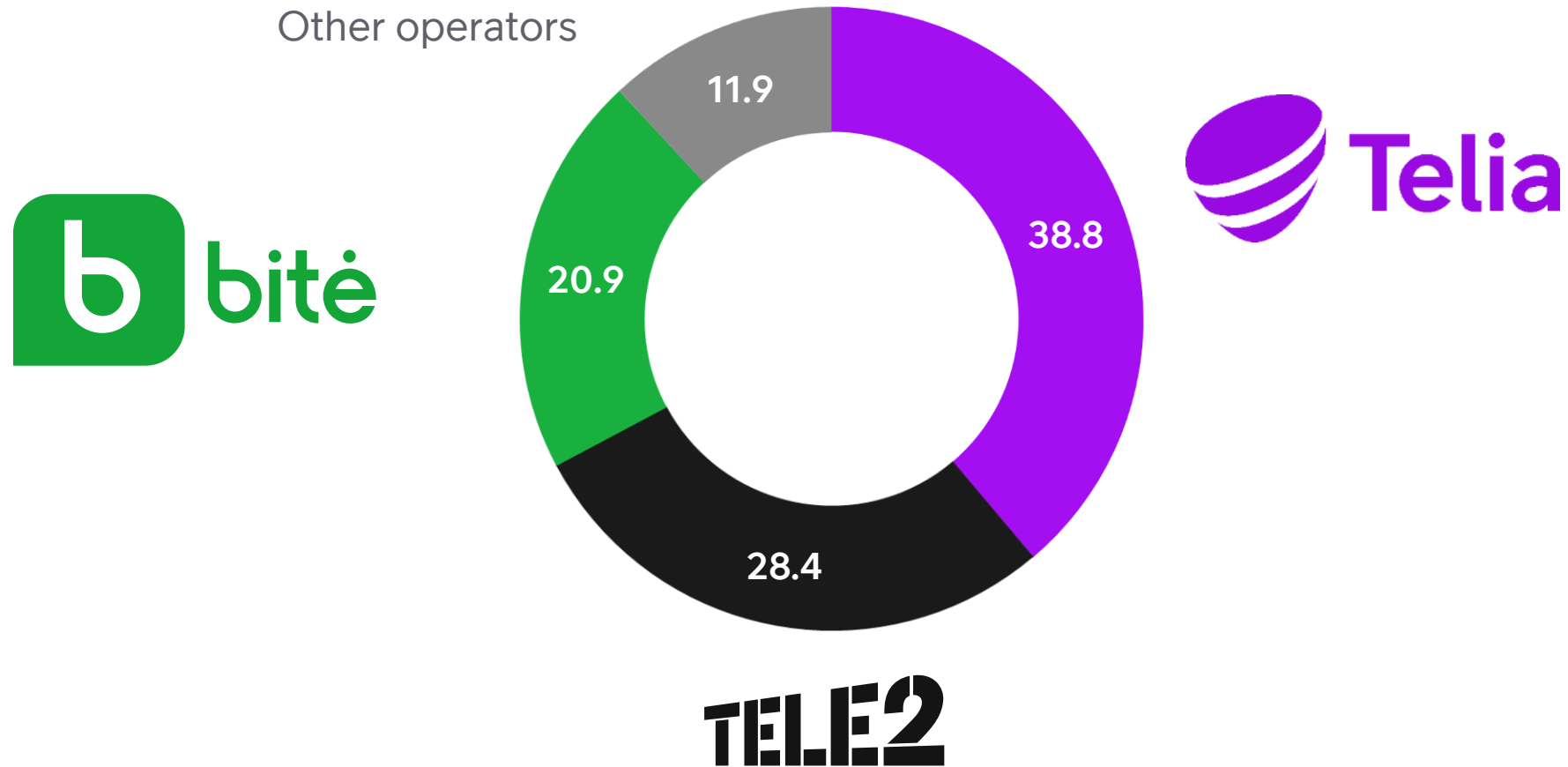


Telecommunications market of Lithuania

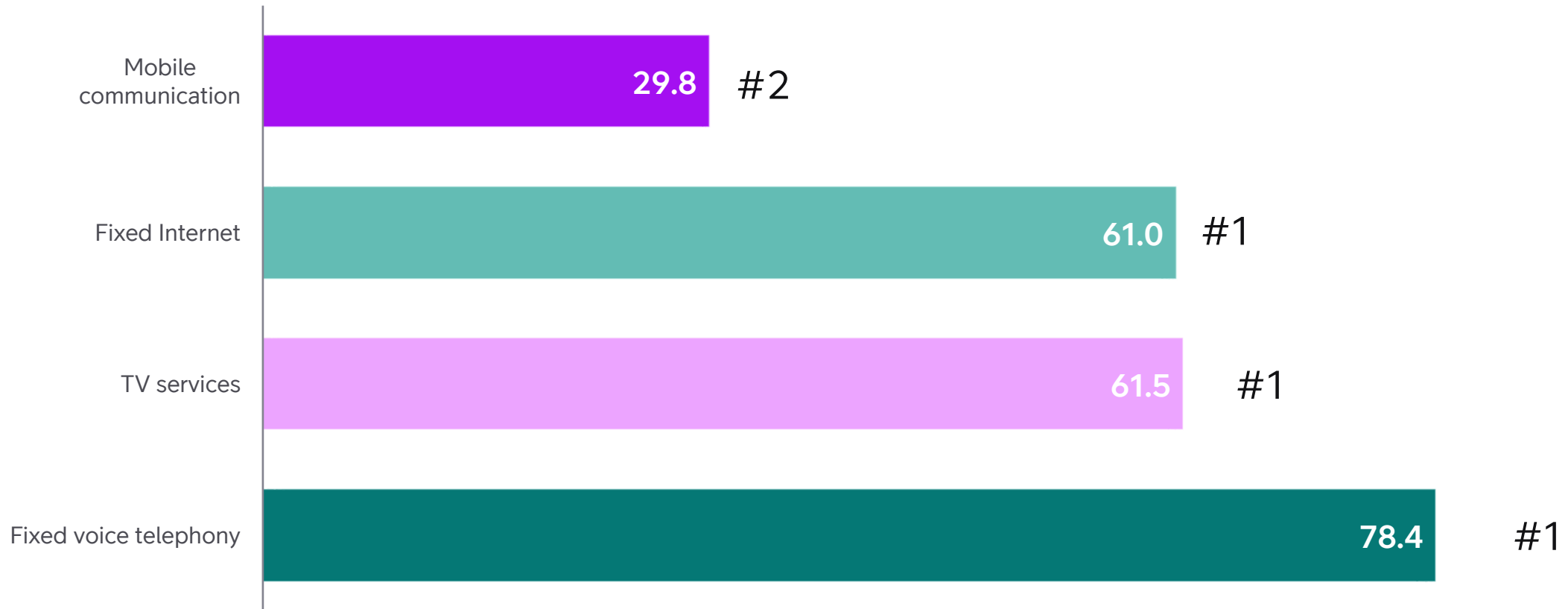
Internet drives telco market growth (mEur)



Breakdown of the telecommunications market revenue by operators for Q2 2025 (%)



Telia Lietuva market shares in terms of revenue for Q2 2025 (%)



Market: growing usage of mobile data



+22.1% (y-o-y)

Growing usage of
mobile data

(uploaded / downloaded
480 PB of data per quarter)



+0.7% (y-o-y)

Increased number of
FTTH/B connections

(accounts for **81.2%** of all
fixed Internet connections)



-4.1% (y-o-y)

Number of **IPTV users**

(accounts for **62.1%** of all
pay-TV service users)



Market penetration



129.0

Mobile
communications
subscribers

(per 100 inhabitants)



10.5

Fixed
telephony
lines

(per 100 households)



47.7

Broadband
Internet
access

(per 100 households)



30.7

Pay-TV
subscribers

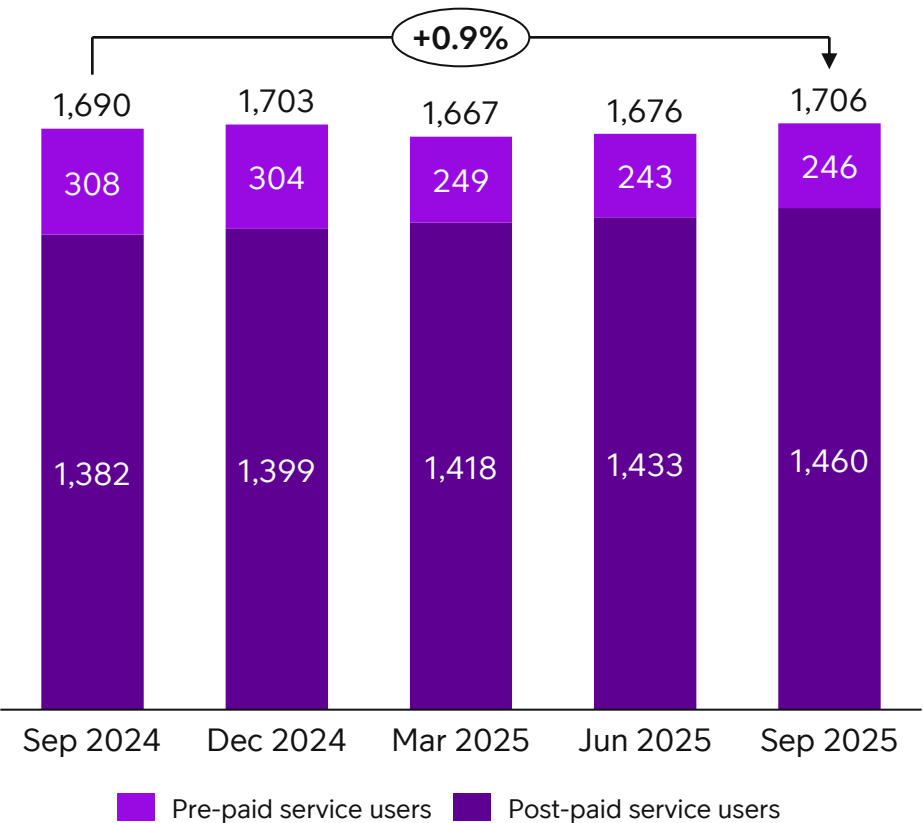
(per 100 households)



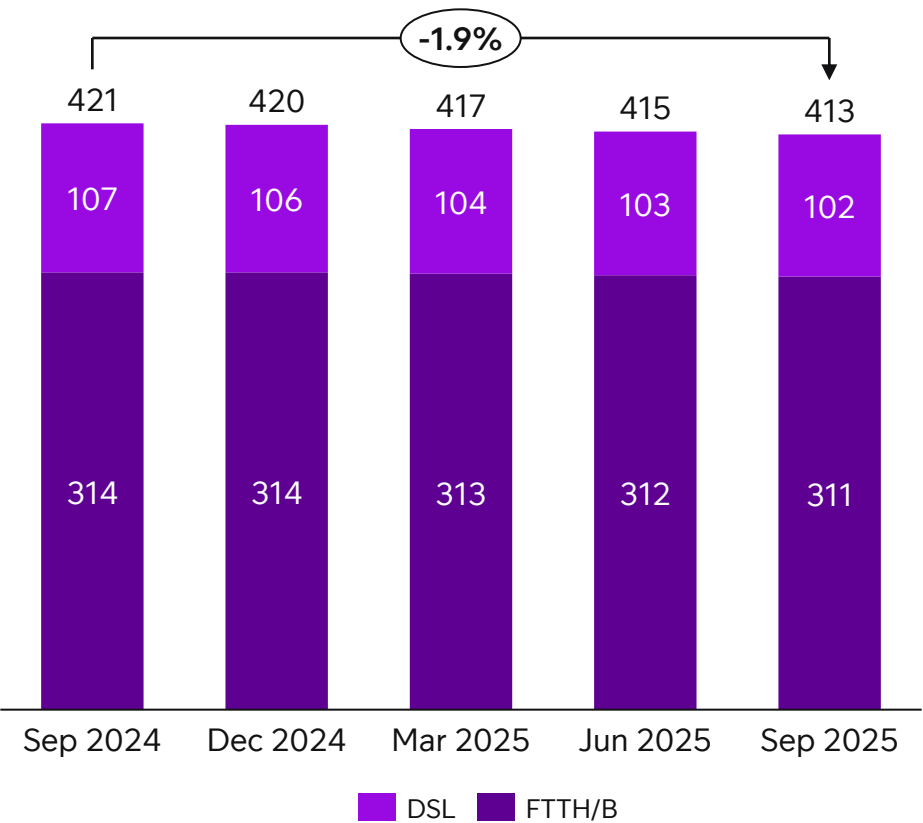
Operating and financial results

Number of mobile and broadband service users

Mobile communication users (thousands)

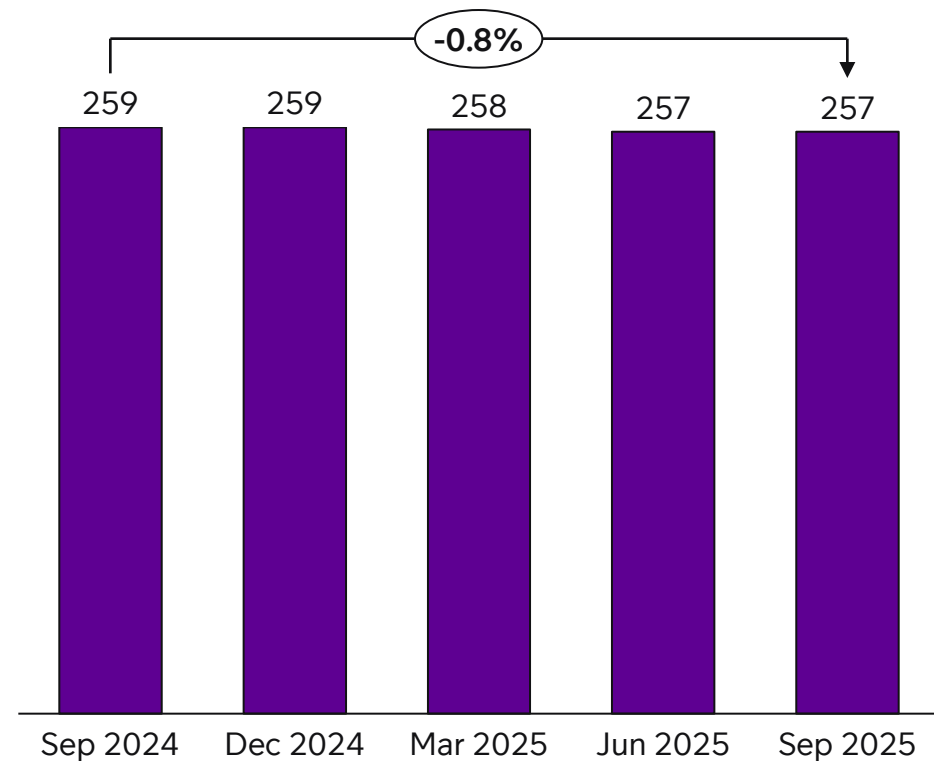


Broadband Internet connections (thousands)

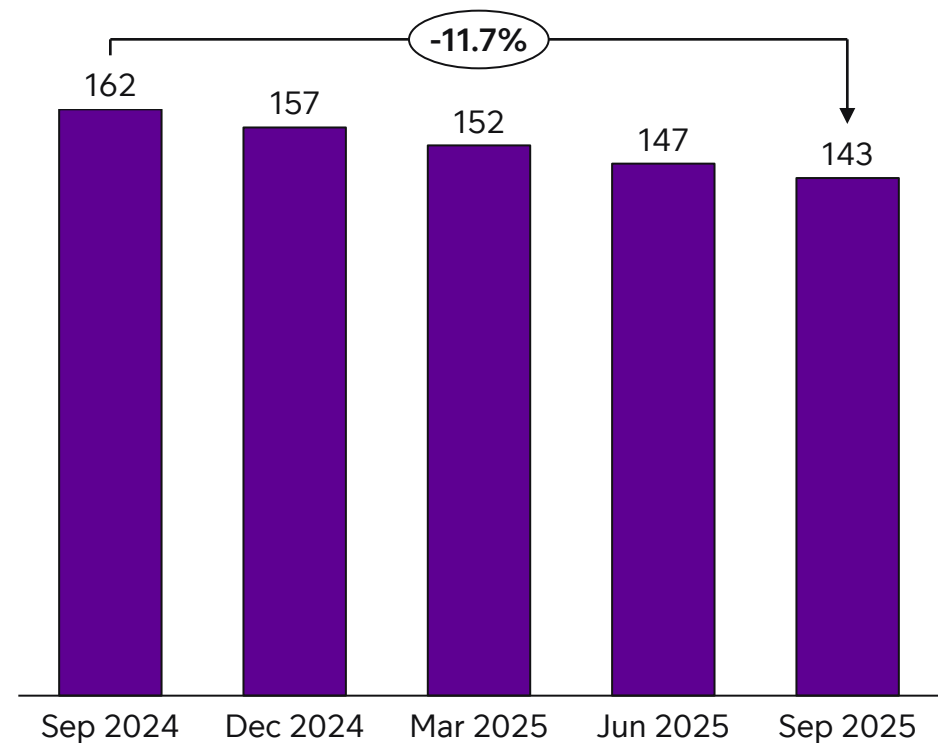


Number of TV and fixed voice service users

TV service users (thousands)

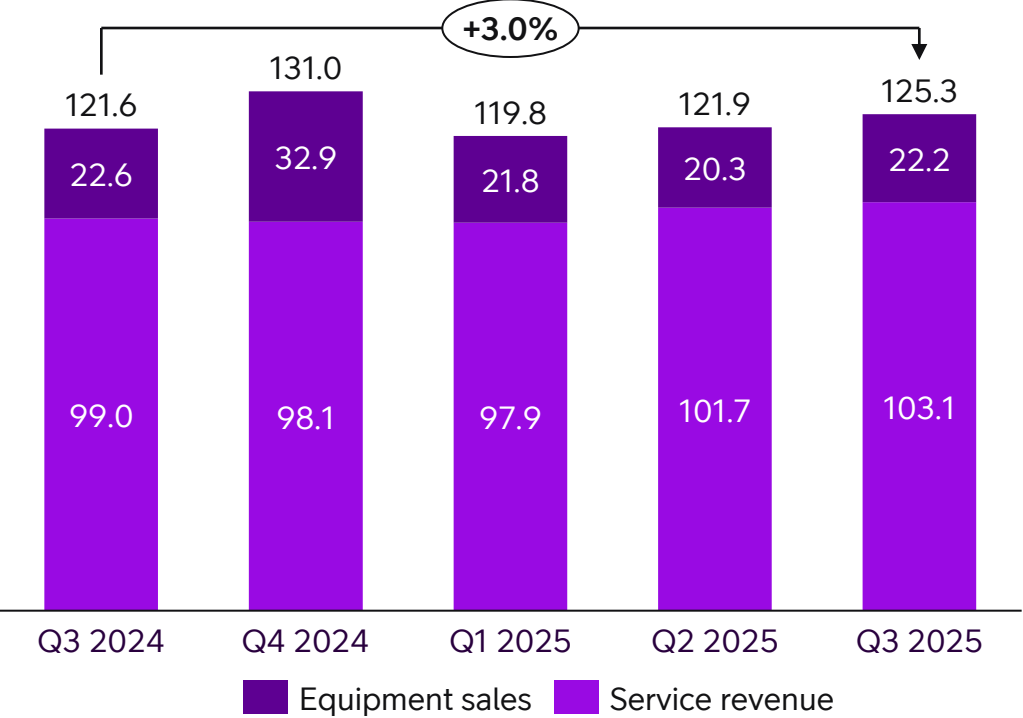


Fixed telephone lines (thousands)

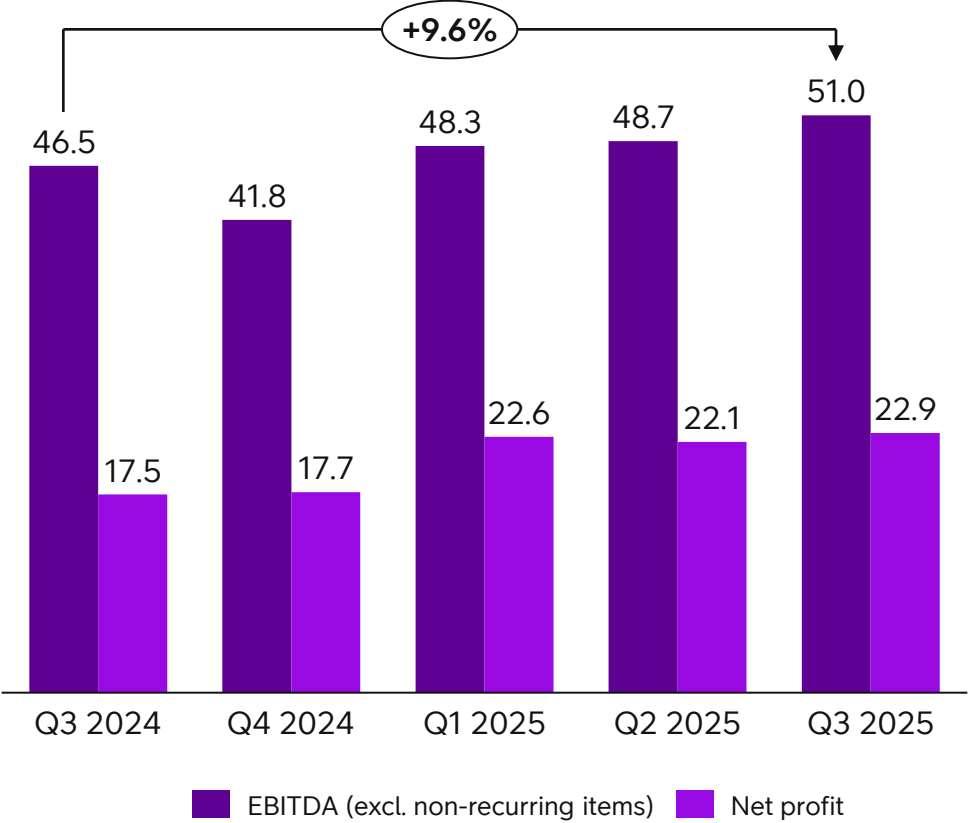


Revenue & Earnings (mEUR)

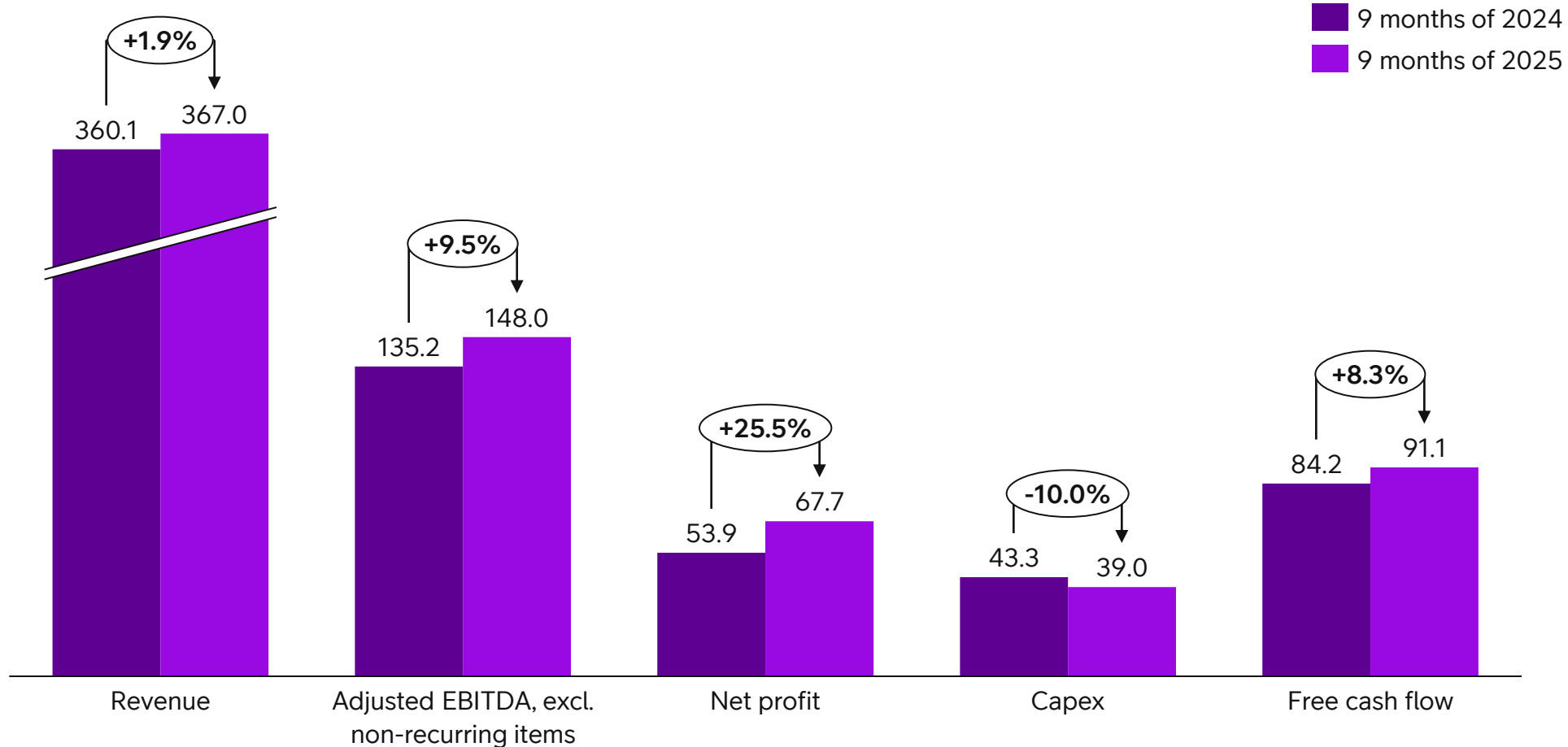
Revenue



EBITDA & Net profit



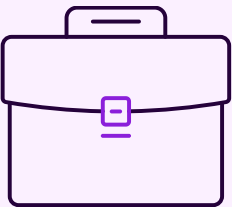
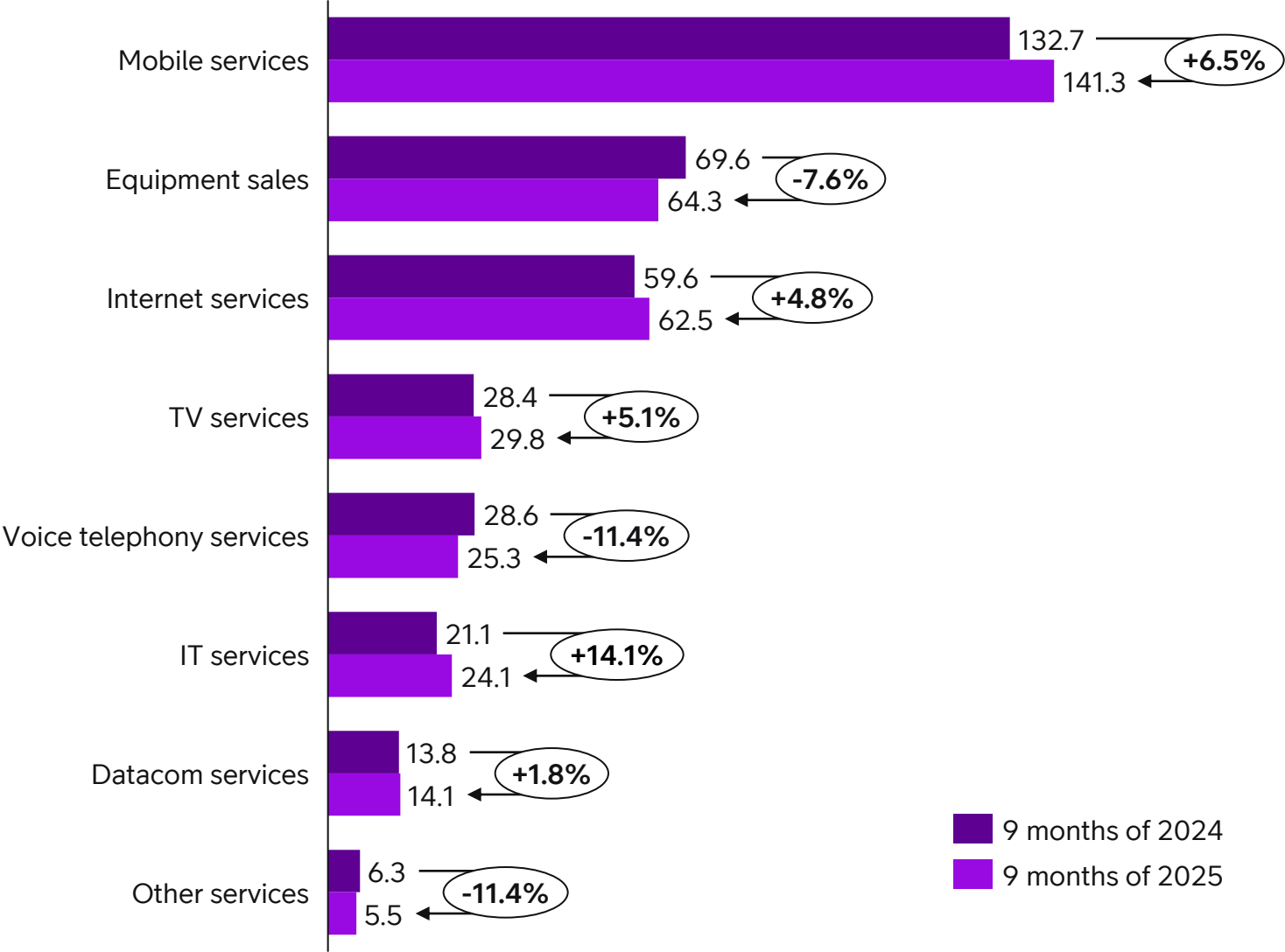
Dynamics of main financial indicators (mEur)



NOTE. Non-recurring items for the 9 months of 2025 were comprised of one-off redundancy pay-outs of EUR 386 thousand (2024: EUR 1,098 thousand), non-recurring other expenses of EUR 352 thousand (EUR 1,302 thousand) and gain of EUR 18 thousand (EUR 222 thousand) from sale of property.

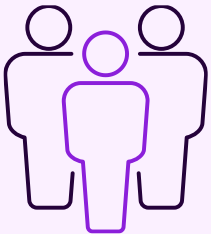


Revenue breakdown (mEUR)



35.1%

Enterprises

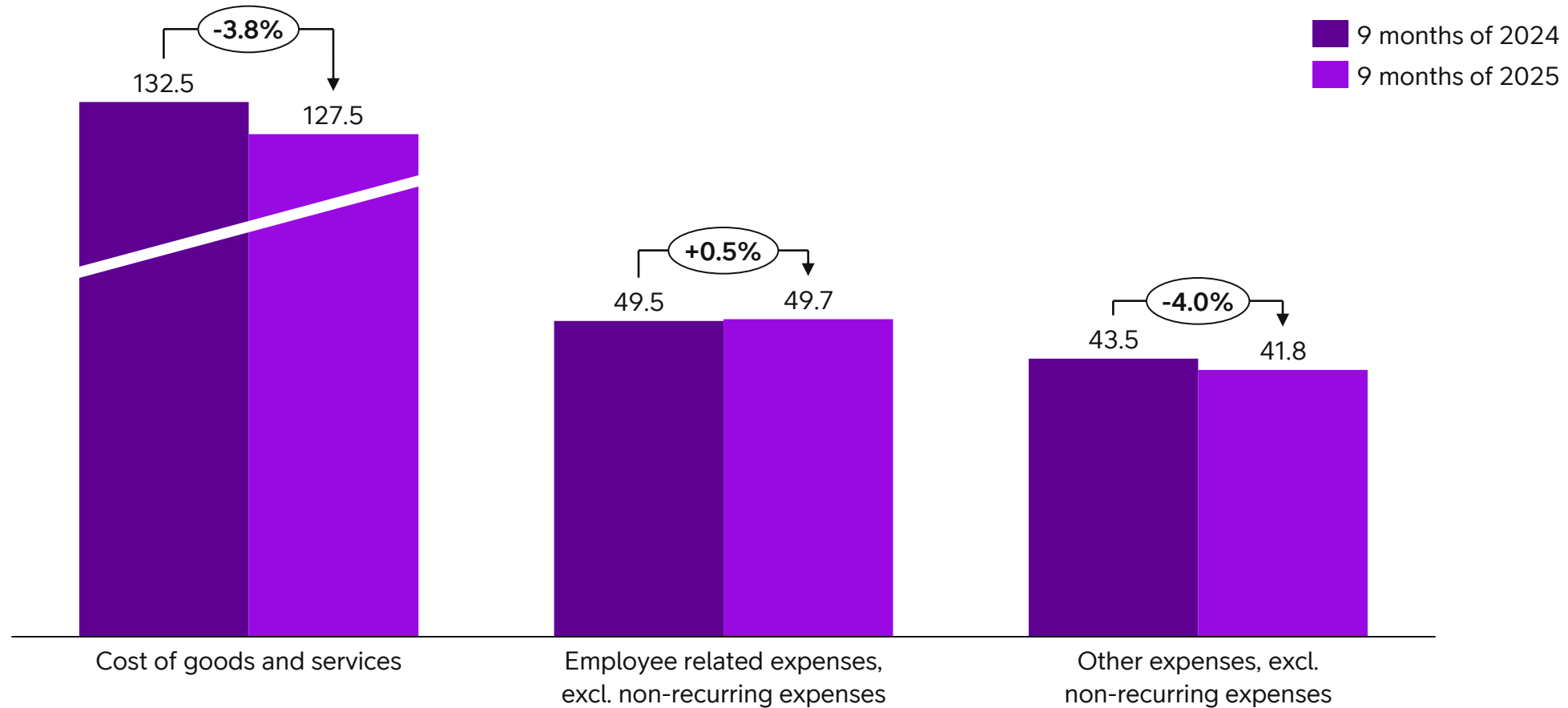


64.9%

Consumers



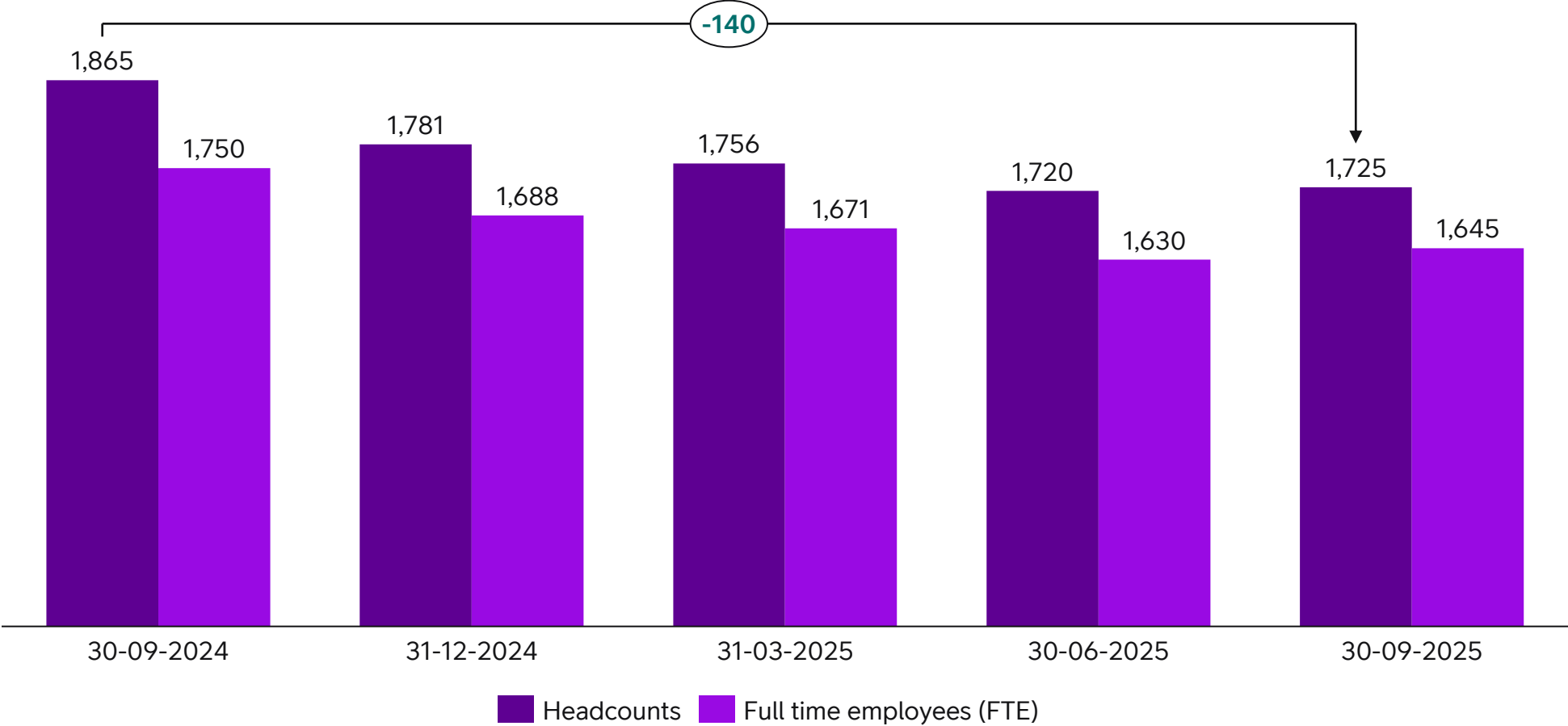
Operating expenses (mEur)



NOTE. Non-recurring expenses for the 9 months of 2025 were comprised of one-off redundancy pay-outs of EUR 386 thousand (2024: EUR 1,098 thousand) and non-recurring other expenses of EUR 352 thousand (EUR 1,302 thousand)

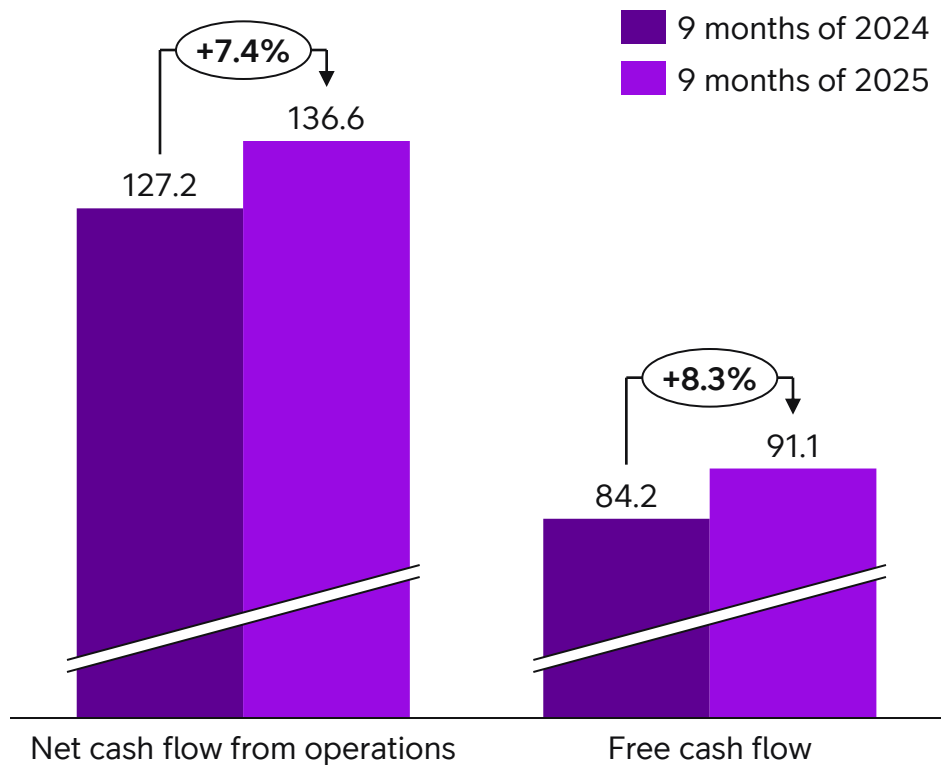


Number of employees

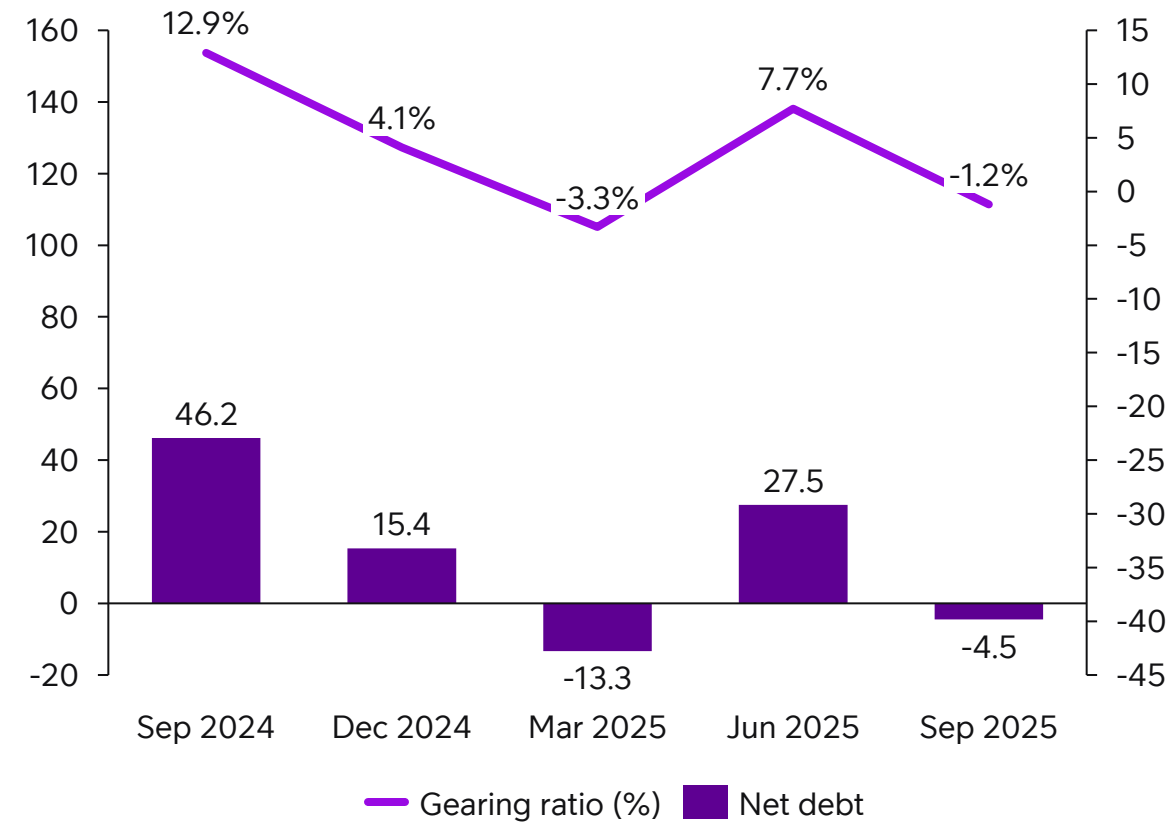


Cash flow & Net debt (mEur)

Cash flow



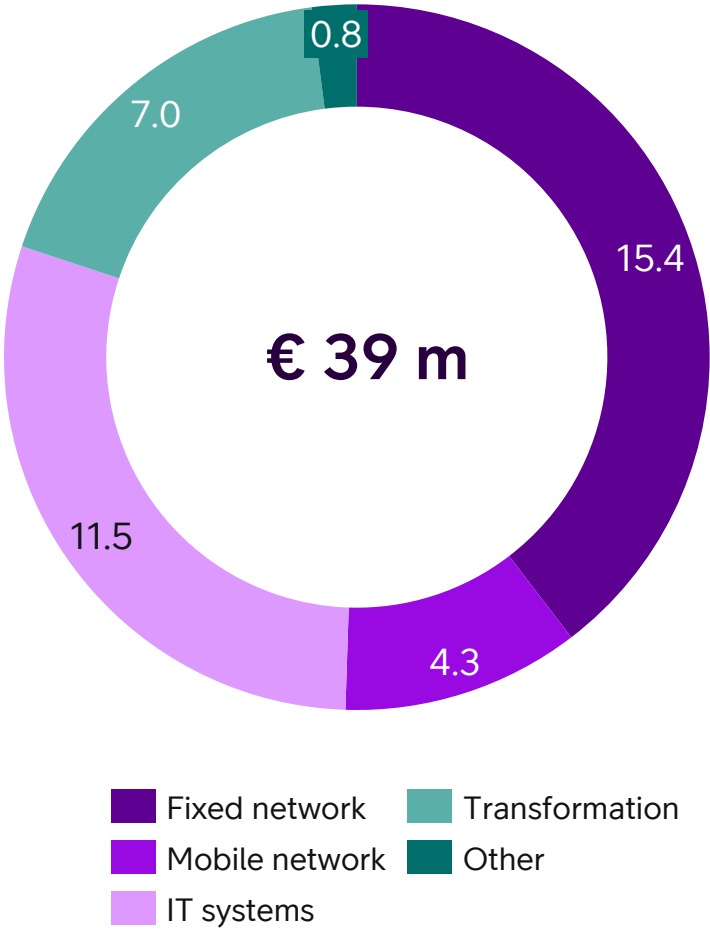
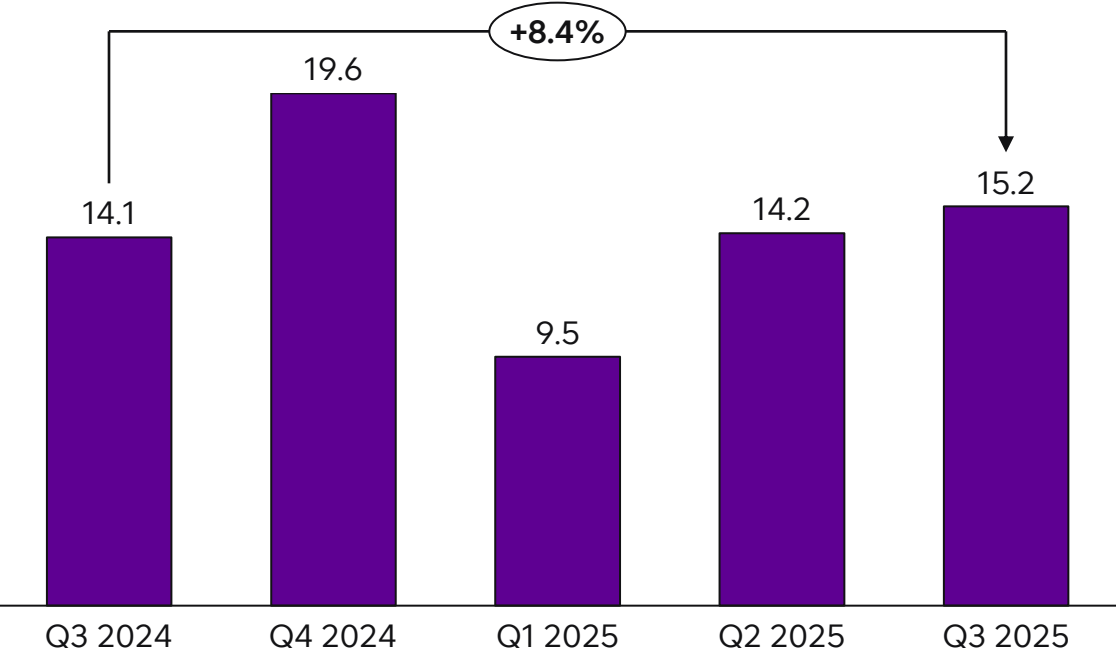
Net debt & Gearing ratio



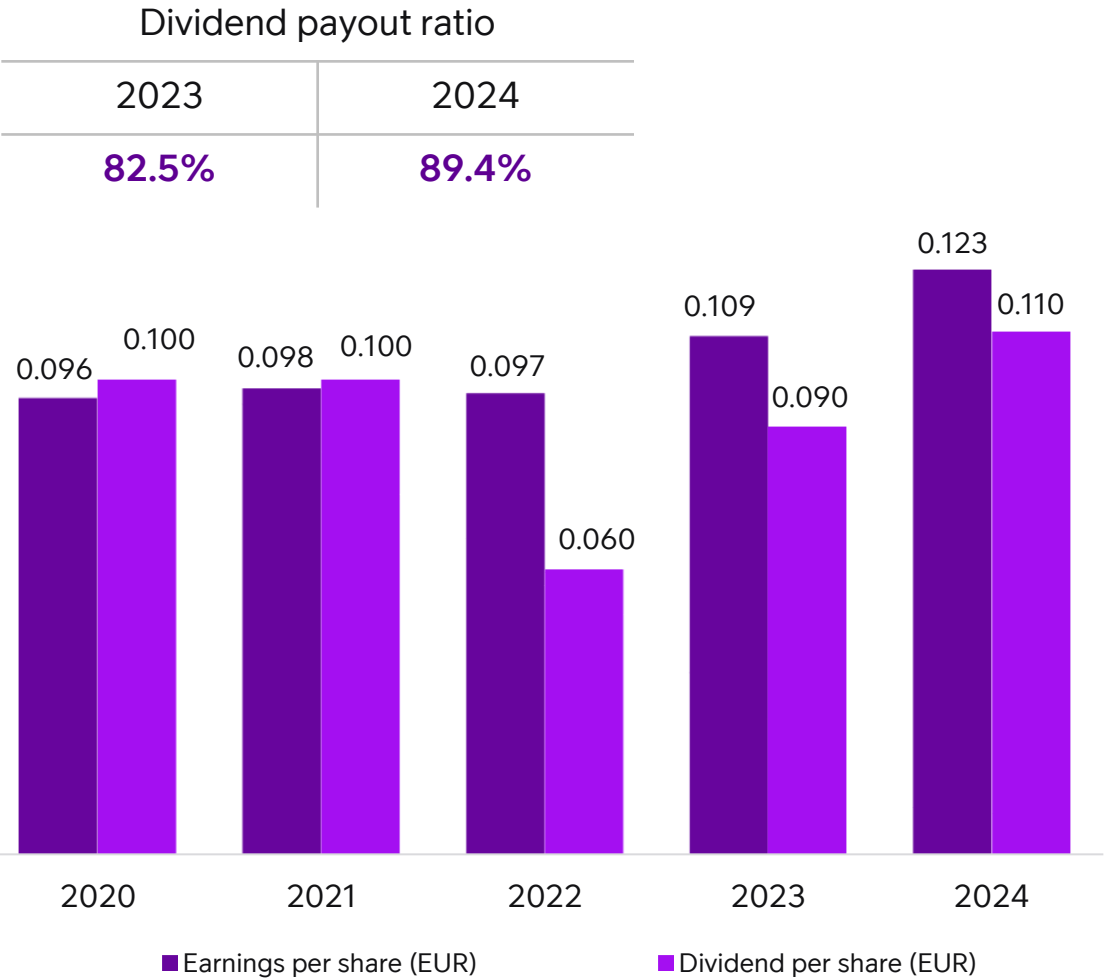
CAPEX & its breakdown for 9 months of 2025 (mEur)

Capex to Sales (12 months' rolling)

30-09-2024	30-09-2025
12.4%	11.8%



Dividends



NOTE. Financial data for the year 2020 is consolidated, for the year 2021-2024 – standalone

- The 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
- The Annual General Meeting of shareholders held on 28 April 2025 approved pay-out of **EUR 64.1 million** (EUR 0.11 per share) **of dividends** for the year 2024
- Dividends were paid out on 27 May 2025



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 15.6 thousand**

Shareholders

as of 30-09-2025

Telia Company AB

Other

88.15%

11.85%

Part of shares and votes

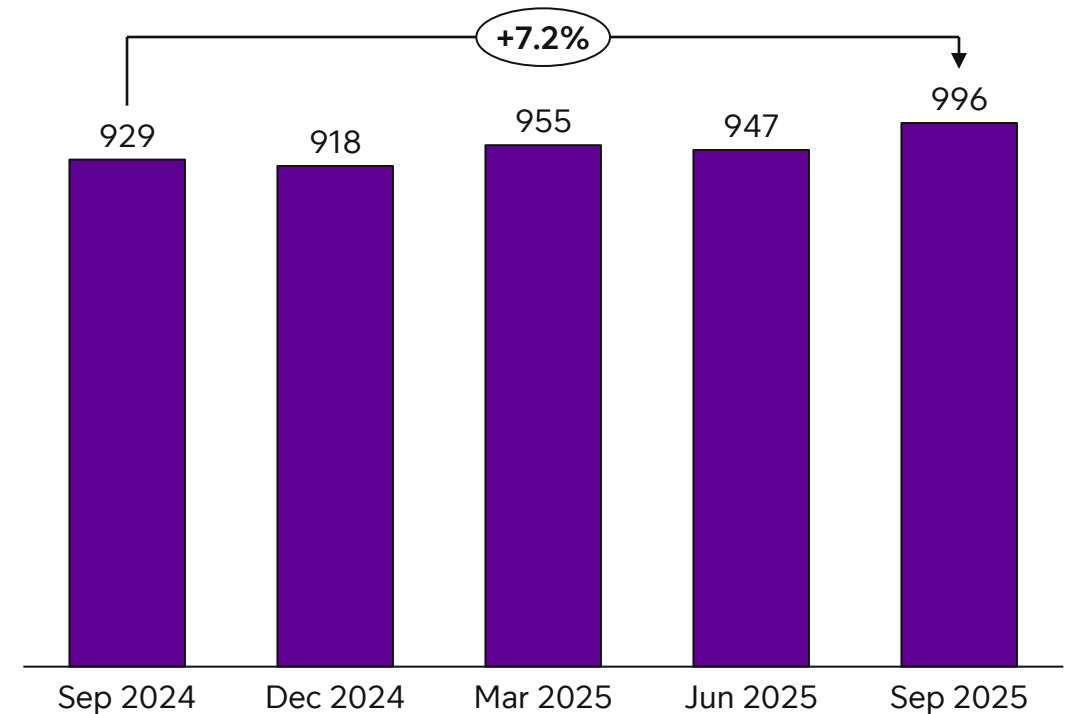


Shares

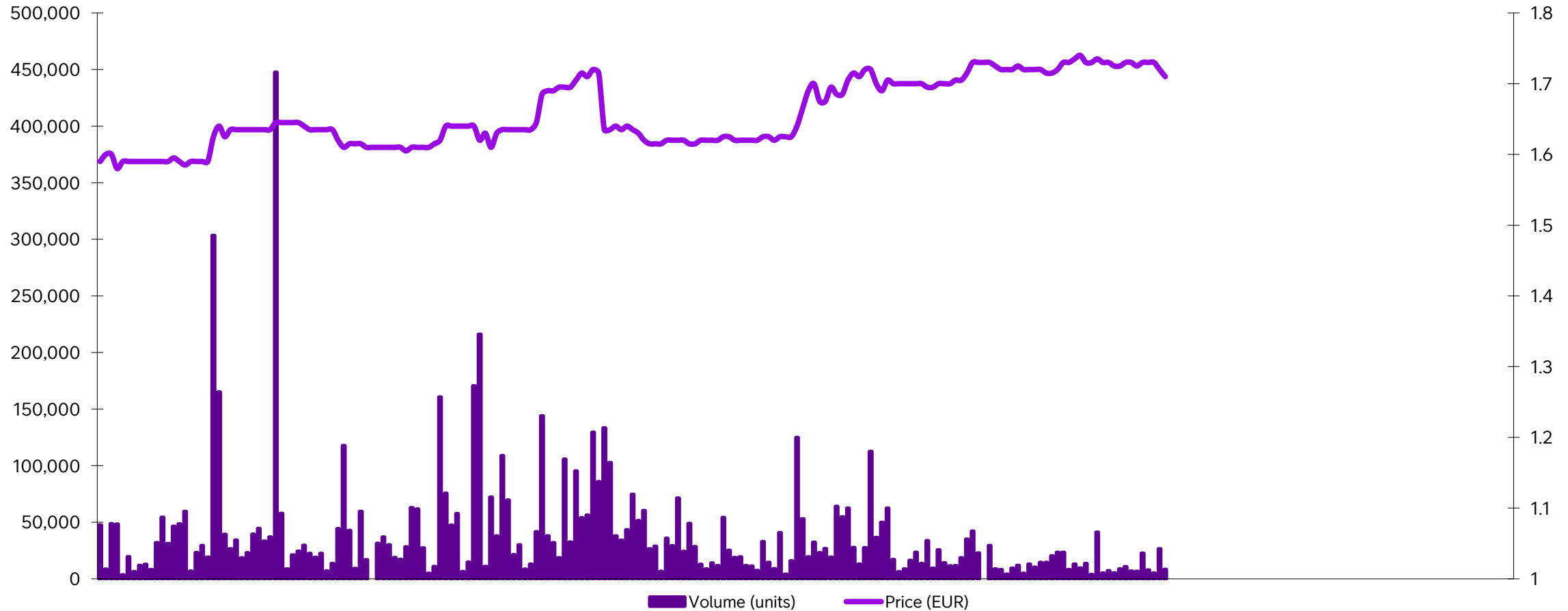
- Since June 2000, the Company's shares are listed on **Nasdaq Vilnius stock exchange** (ticker: TEL1L)
- Since January 2011, the Company's shares were included into the trading lists of a few German stock exchanges (ticker: ZWS)
- **Turnover** on Nasdaq Vilnius stock exchange during January-September 2025: 7.2 million of shares or EUR 11.9 million
- Share **price** on Nasdaq Vilnius:

01-01-2025	High	Low	30-09-2025
1.57 €	1.74 €	1.565 €	1.71€

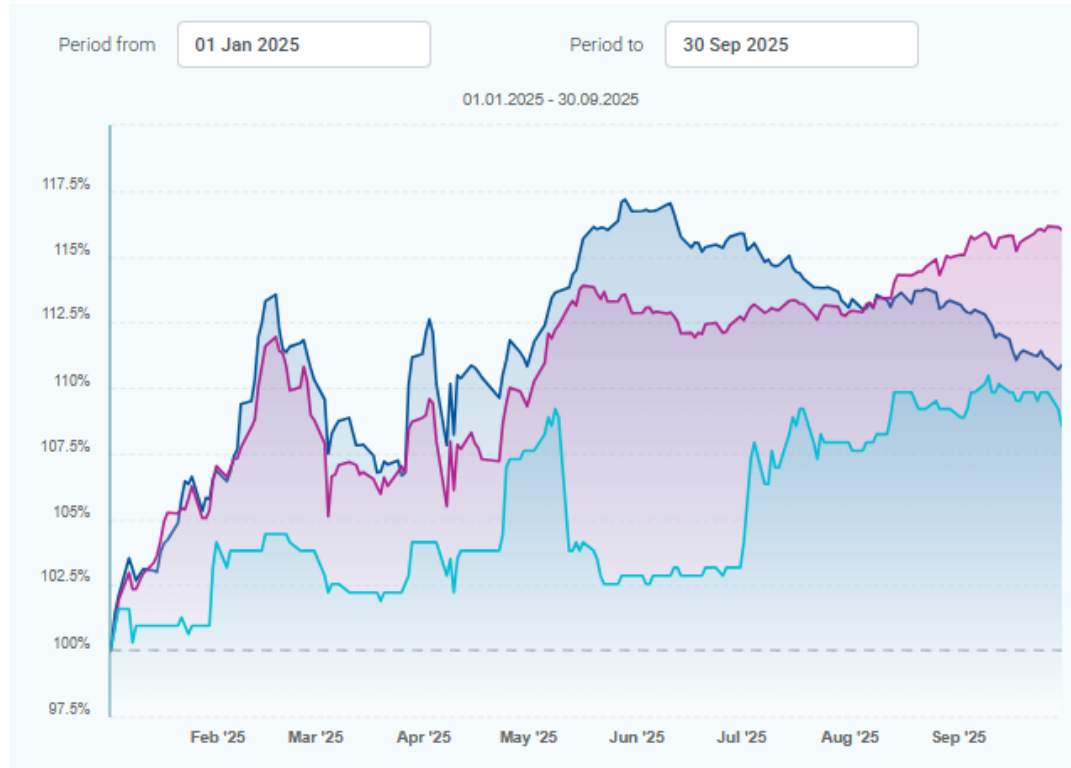
Market capitalization (mEur)



Trading in the Company's shares on Nasdaq Vilnius stock exchange in 2025



The company's share price and Nasdaq Vilnius indexes comparison



	Opening value	Closing value	Change %
OMX Baltic Benchmark GI	1,463.42	1,622.72	+10.89
OMX Vilnius GI	1,065.48	1,236.29	+16.03
TEL1L – Telia Lietuva	1.57	1.71	+8.57

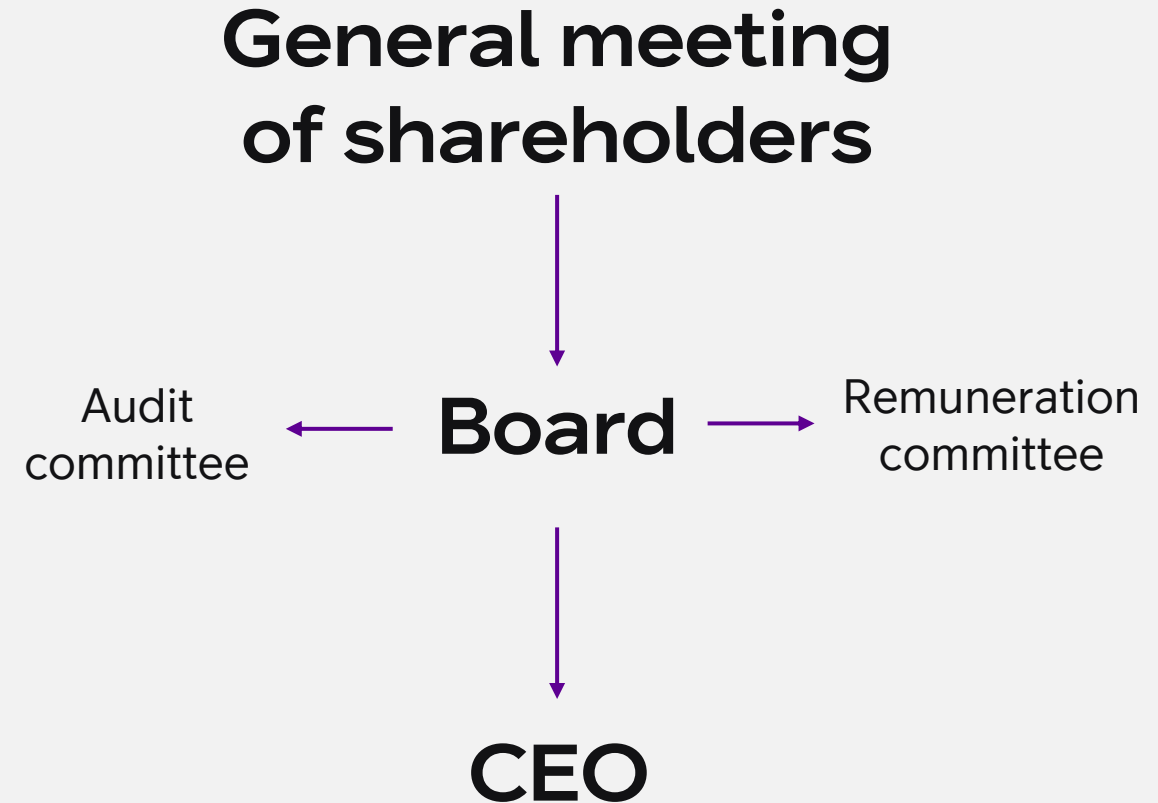
P/E ratio: **11.7** (13.8 a year ago)



Corporate governance

Governing bodies

- The **Annual General Meeting** of Shareholders was held on 28 April 2025
- The shareholders **re-elected** all 5 members of the previous Board and elect a new member of the Board, Annelie Lakner, for a new 2-years term till 28 April 2027
- 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**
- **KPMG Baltics, UAB** is the Company's audit enterprise for 2024 and 2025
- The Board elects and recalls **CEO**



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,
member of the
Remuneration
Committee, represents
Telia Company AB



**Annelie
Lakner**

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



**Leda
Iržikevičienė**

Independent member
of the Board,
Chair of the Audit
Committee



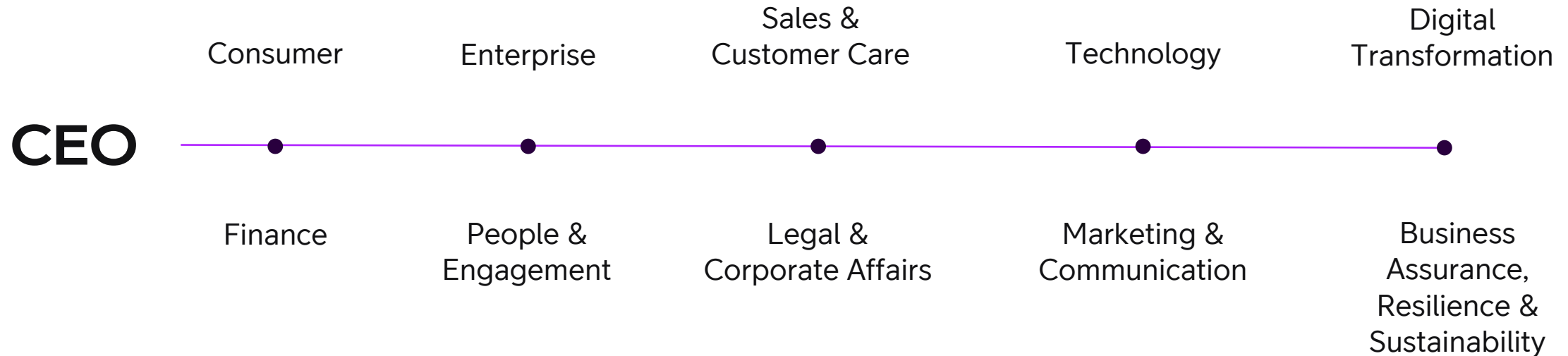
**Mindaugas
Glodas**

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 till 1 November 2025



From 1 November 2025 Technology unit will be merged with Digital Transformation unit, and People & Engagement unit with Legal & Corporate Affairs unit



Management team



Giedrė Kaminskaitė-Salters, CEO



Elina Dapkevičienė,
Head of Consumer



Aurimas Žlibinas,
Head of Enterprise



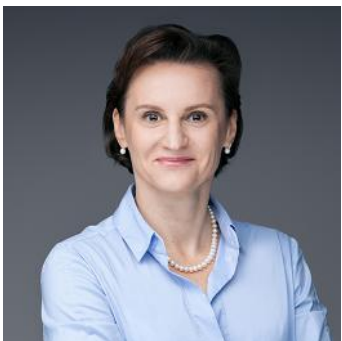
Lina Bandzinė,
Head of Sales &
Customer Care



Andrius Šemeškevičius,
Head of Technology
till 1 November 2025



Vygintas Domarkas,
Head of Digital Transformation



Daina Večkytė,
Head of Finance



Ramūnas Bagdonas,
Head of People & Culture
till 1 November 2025



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:



Climate and
circularity



Digital
inclusion



Privacy and
security



Diversity, equity,
inclusion

Other material impact areas:

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



Thank you