

Interim results

12 months of 2025

Telia Lietuva, AB





Telia Lietuva provides telecommunication, IT & TV services in Lithuania from a single point



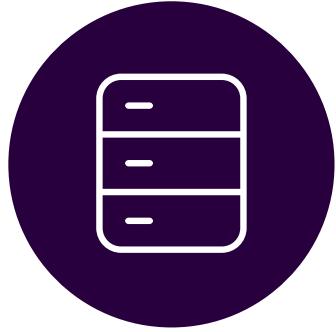
Telia Lietuva means



Wide range
of services



The most
developed
networks



Modern data
centres



Everything
from a single
point

Telia Lietuva means



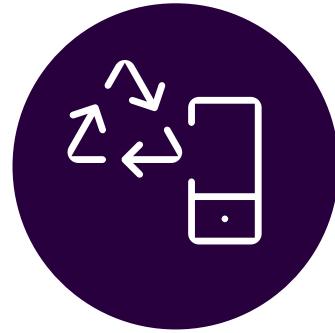
Customer care
24/7/365



Quality of
operations'
management
confirmed by
ISO certificates



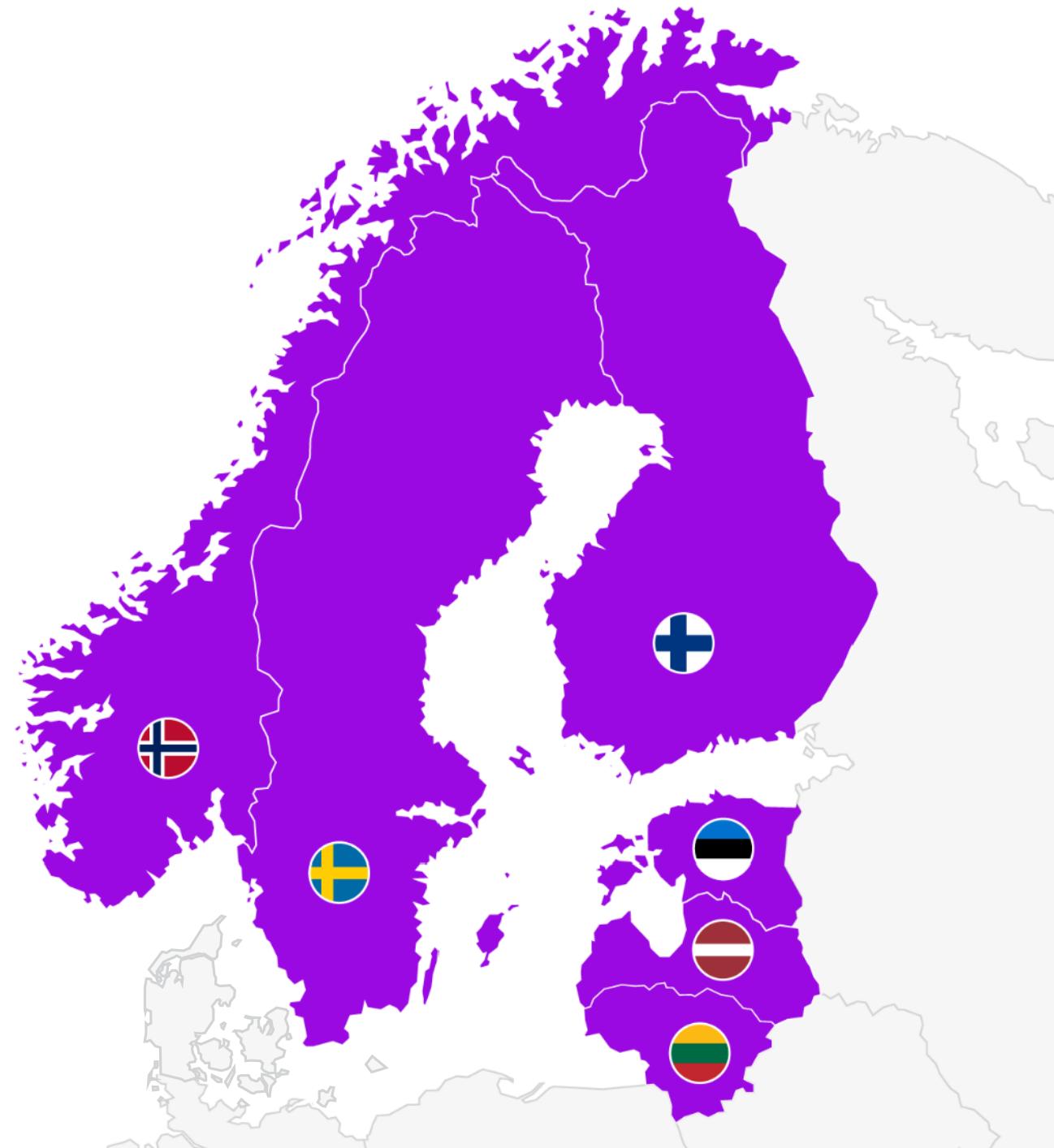
Team of 1,700
professionals



Sustainable and
responsible
business

We are part of international group

 Telia Company



Our purpose



We
reinvent
better
connected
living



The Telia Way

For a winning culture



- 1 **Go beyond customer satisfaction.**
Excite them and earn their trust.
- 2 **Own it.**
Step up, commit and keep your promises.
- 3 **Make it count.**
Prioritize, focus and be cost-aware.
- 4 **Stay hungry, stay ahead.**
Get curious, test stuff and never stop learning.
- 5 **Win as one team.**
We rely on each other and celebrate our success.

We Dare
to make an impact

We Care
for everyone

We Simplify
the way we do things



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 Q4 2025

#1

Total annual revenue for the first time exceeded half a billion euro and EBITDA grew double digit

#2

The first in Lithuania private standalone 5G SA network launched in Klaipeda Sea Port

#3

Introduced VIP home Internet services based on 5G SA core for private customers

#4

Network assessment by “Rohde & Schwarz” confirmed that Telia Lietuva’s mobile network is the best in the country

#5

HBO Max was offered to Telia Play users and Telia Play app became available on LG and Samsung TV sets alongside Androids

#6

A mystery shopper survey in operators' showrooms by “Dive Lietuva” revealed the Company's highest ratings in absolutely all categories

#7

Telia Lietuva has obtained an international ISO 50001 energy management system certificate

#8

Telia Lietuva ranked as the best Baltic Stock Exchange company by “Alphinox”



Number of customers



1,709,000

of **mobile** service
users



410,000

of **broadband**
Internet connections



257,000

of **TV** service
users



139,000

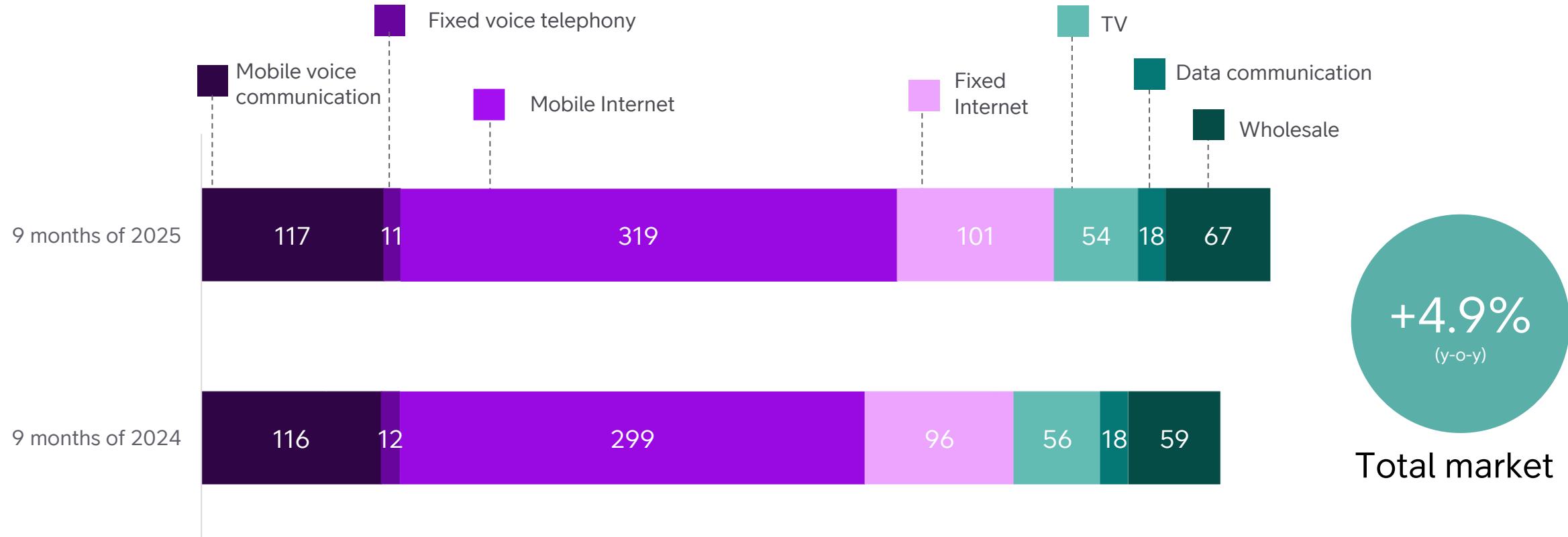
of **fixed telephone**
lines in service



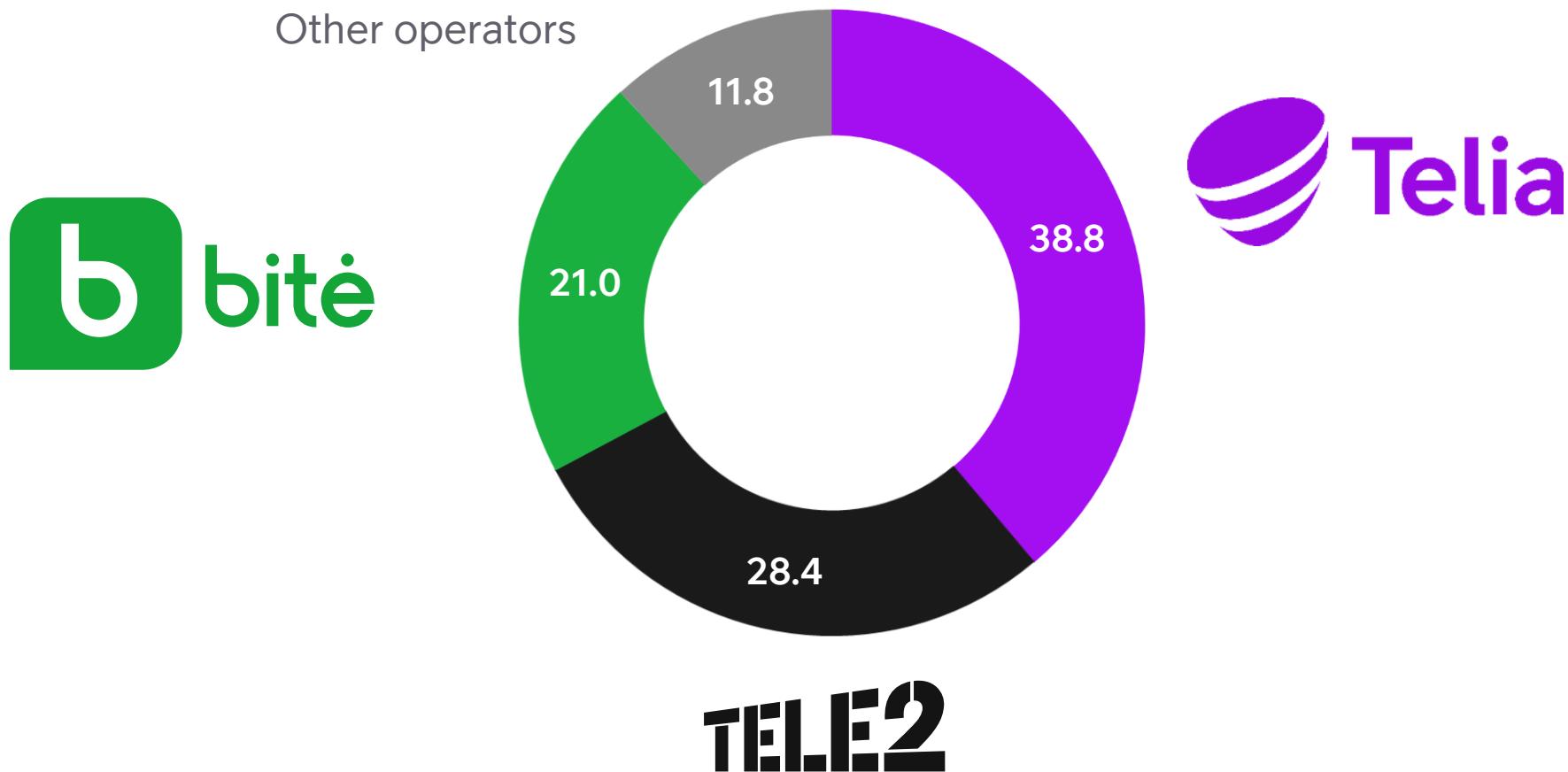


Telecommunications market of Lithuania

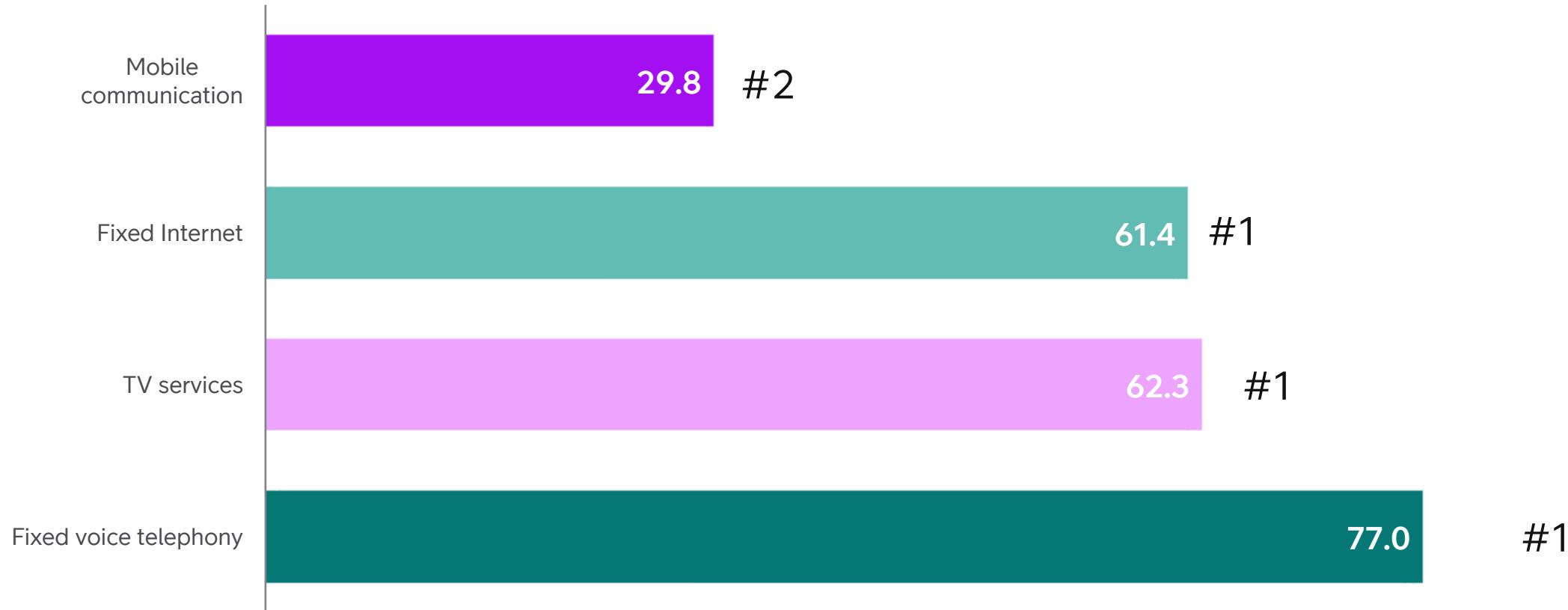
Internet drives telco market growth (mEur)



Breakdown of the telecommunications market revenue by operators for Q3 2025 (%)



Telia Lietuva market shares in terms of revenue for Q3 2025 (%)



Market: growing usage of mobile data



+18.1% (y-o-y)

Growing usage of mobile data

(uploaded / downloaded **506 PB** of data per quarter)



+0.9% (y-o-y)

Increased number of FTTH/B connections

(accounts for **81.7%** of all fixed Internet connections)



-3.0% (y-o-y)

Number of IPTV users

(accounts for **62.8%** of all pay-TV service users)



Market penetration



129.6

Mobile voice
communications
subscribers

(per 100 inhabitants)



10.2

Fixed
telephony
lines

(per 100 households)



47.7

Broadband
Internet
access

(per 100 households)



30.1

Pay-TV
subscribers

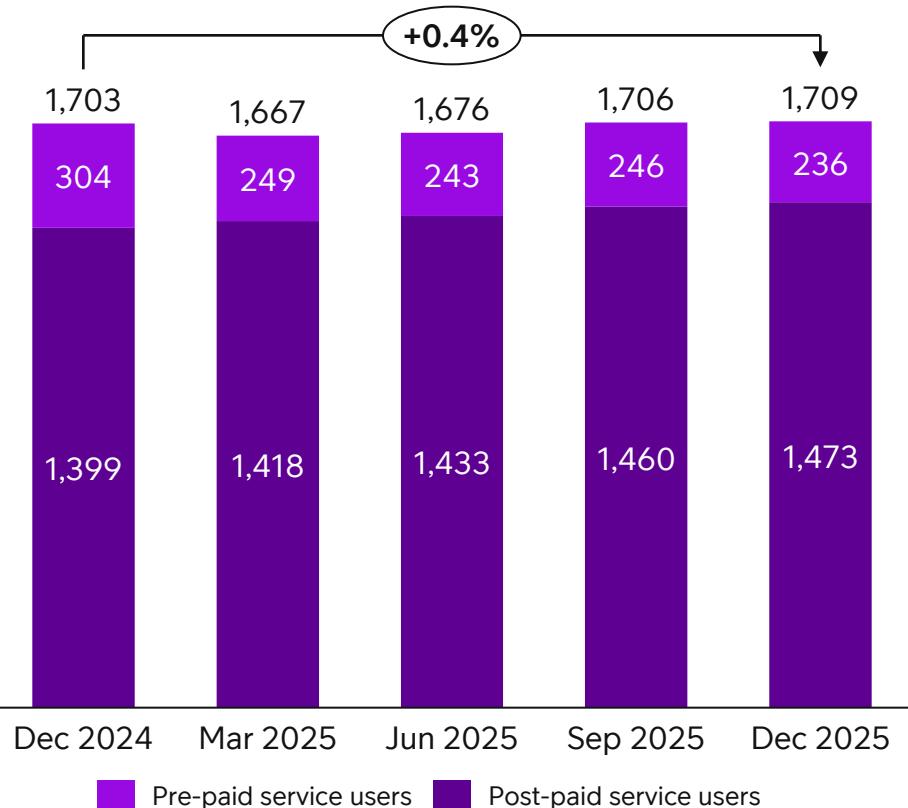
(per 100 households)



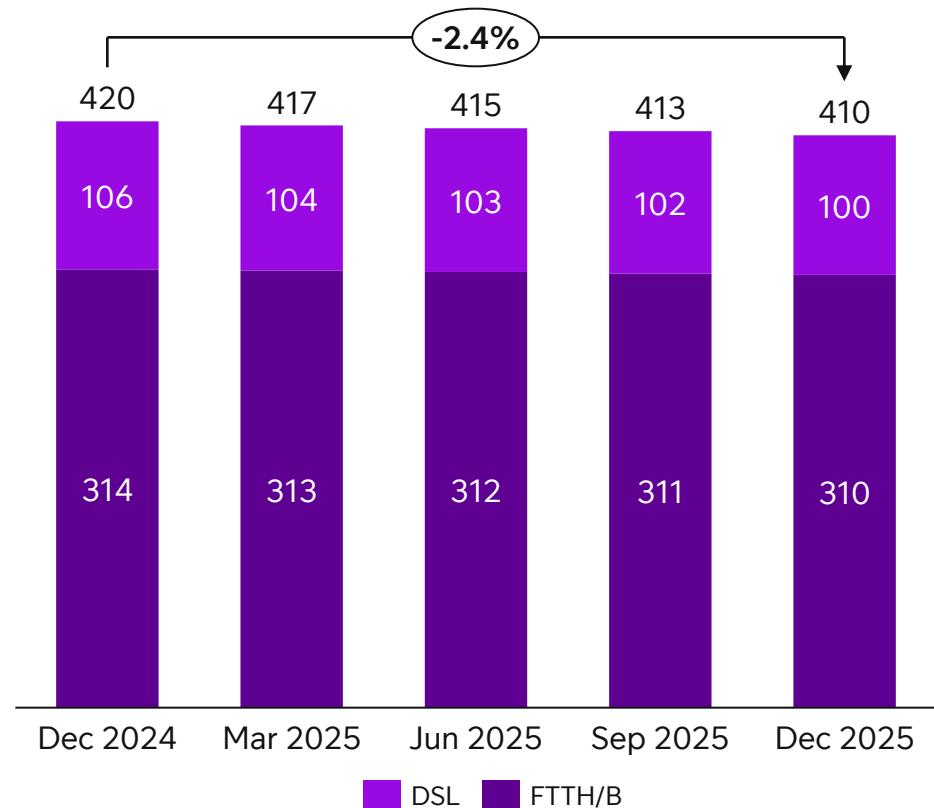
Operating and financial results

Number of mobile and broadband service users

Mobile communication users (thousands)

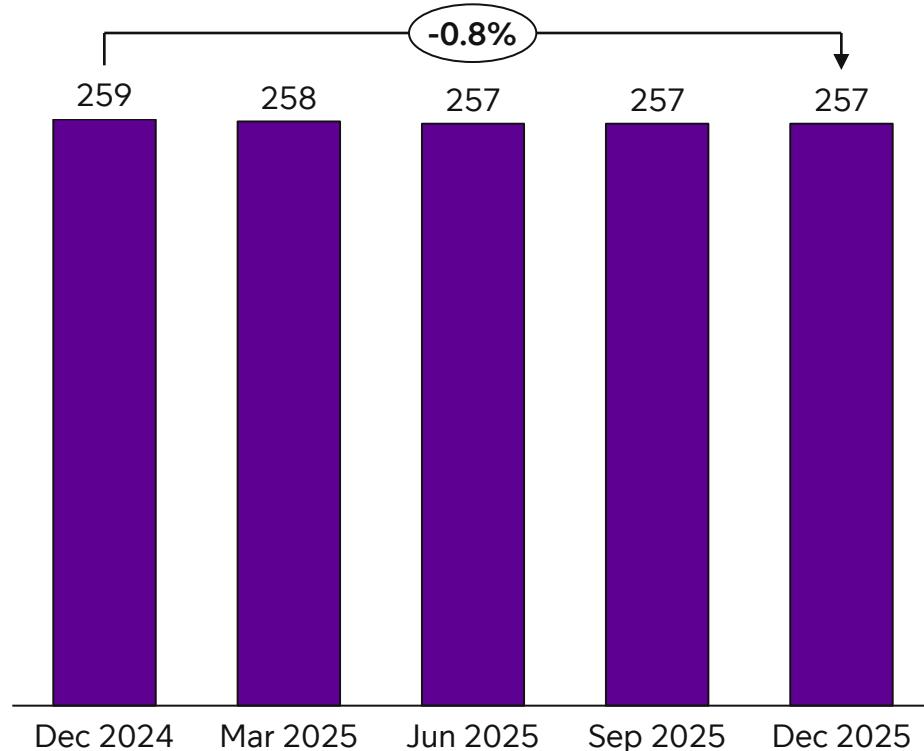


Broadband Internet connections (thousands)

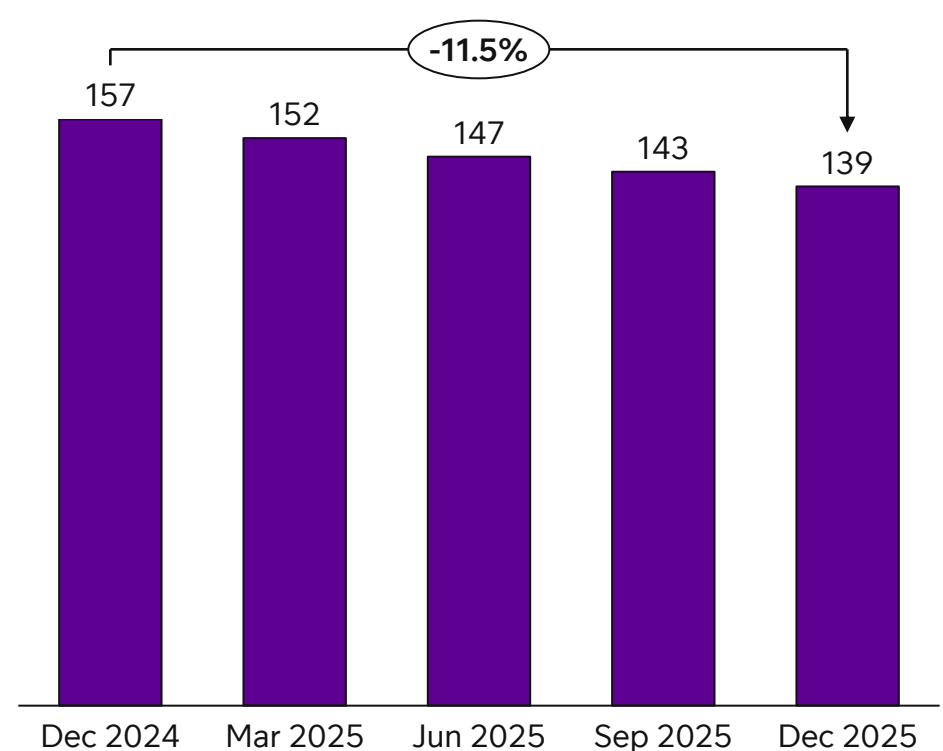


Number of TV and fixed voice service users

TV service users (thousands)

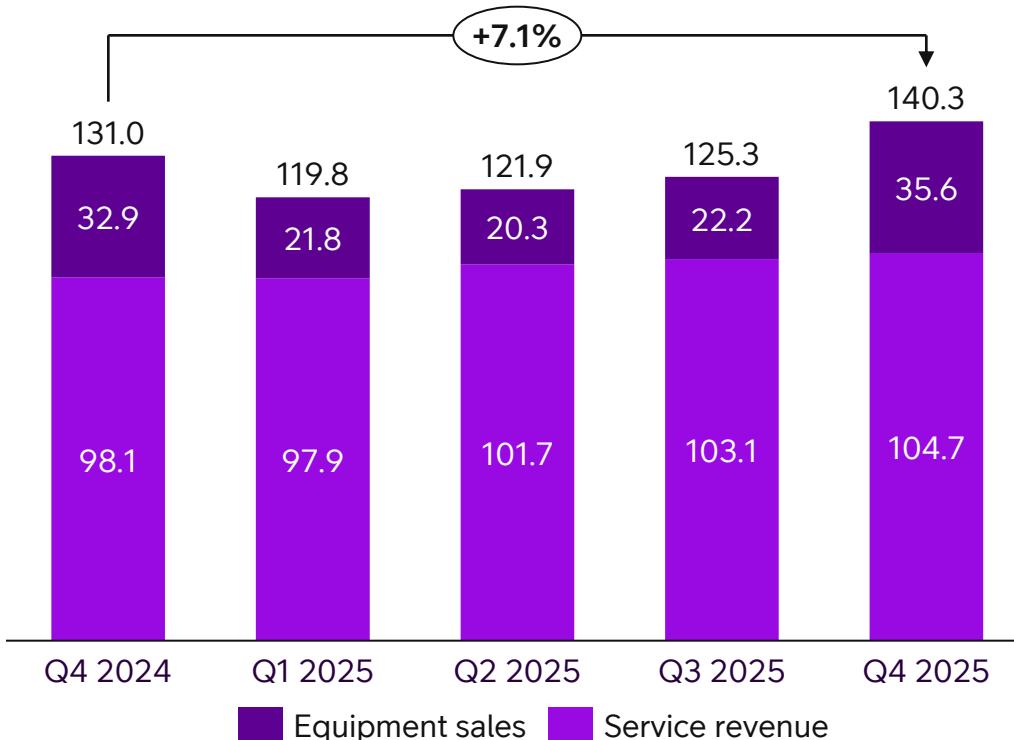


Fixed telephone lines (thousands)

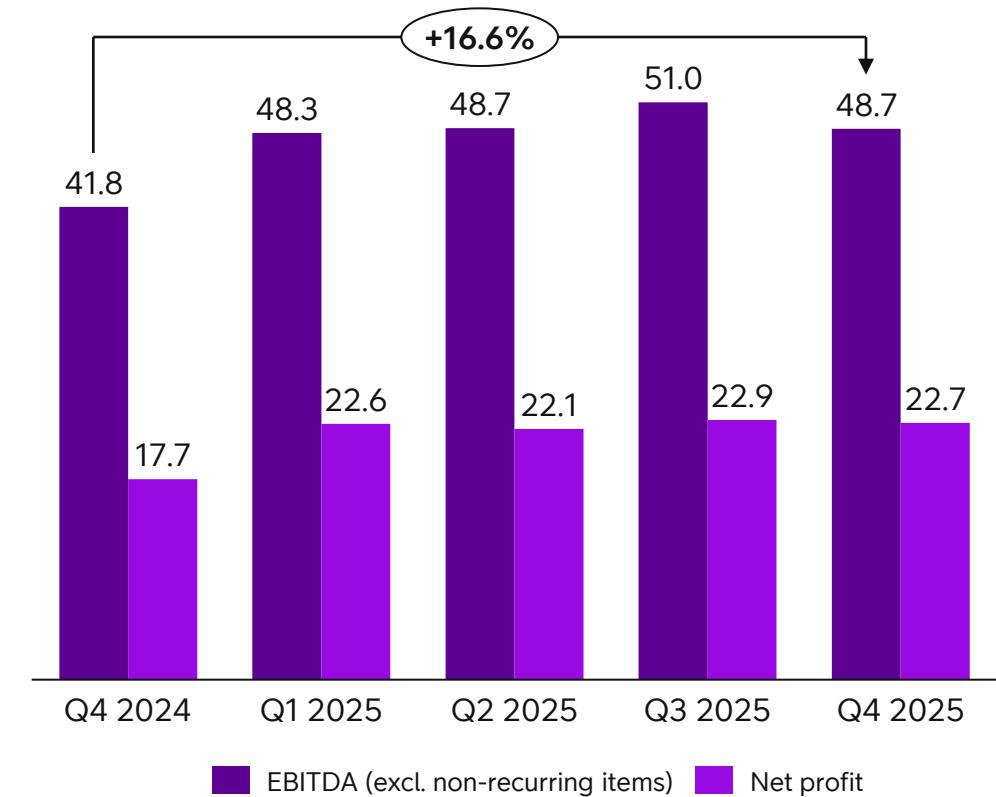


Revenue & Earnings (mEUR)

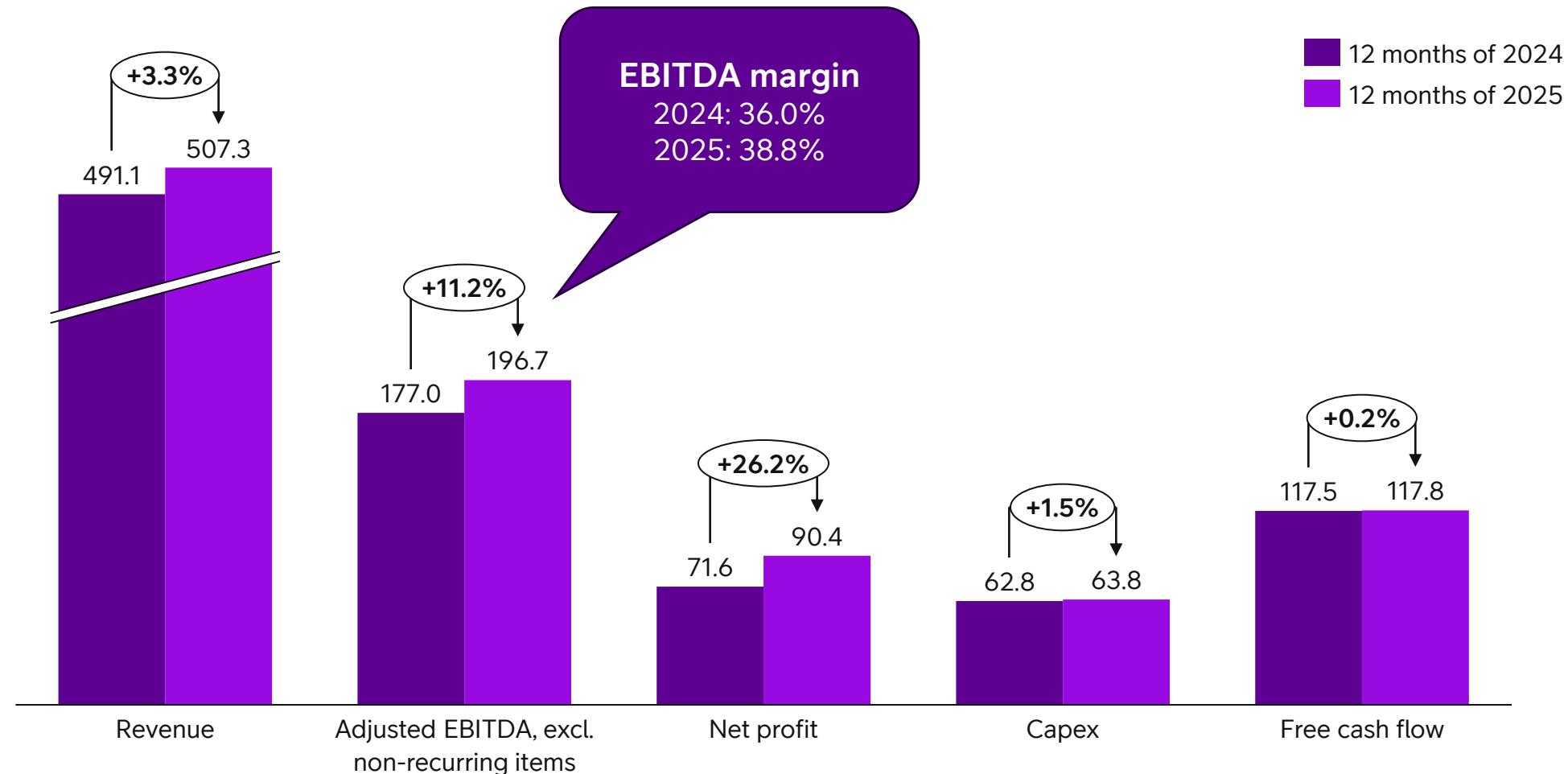
Revenue



Adjusted EBITDA & Net profit



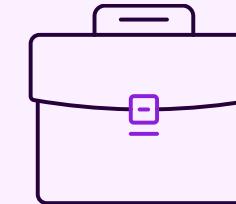
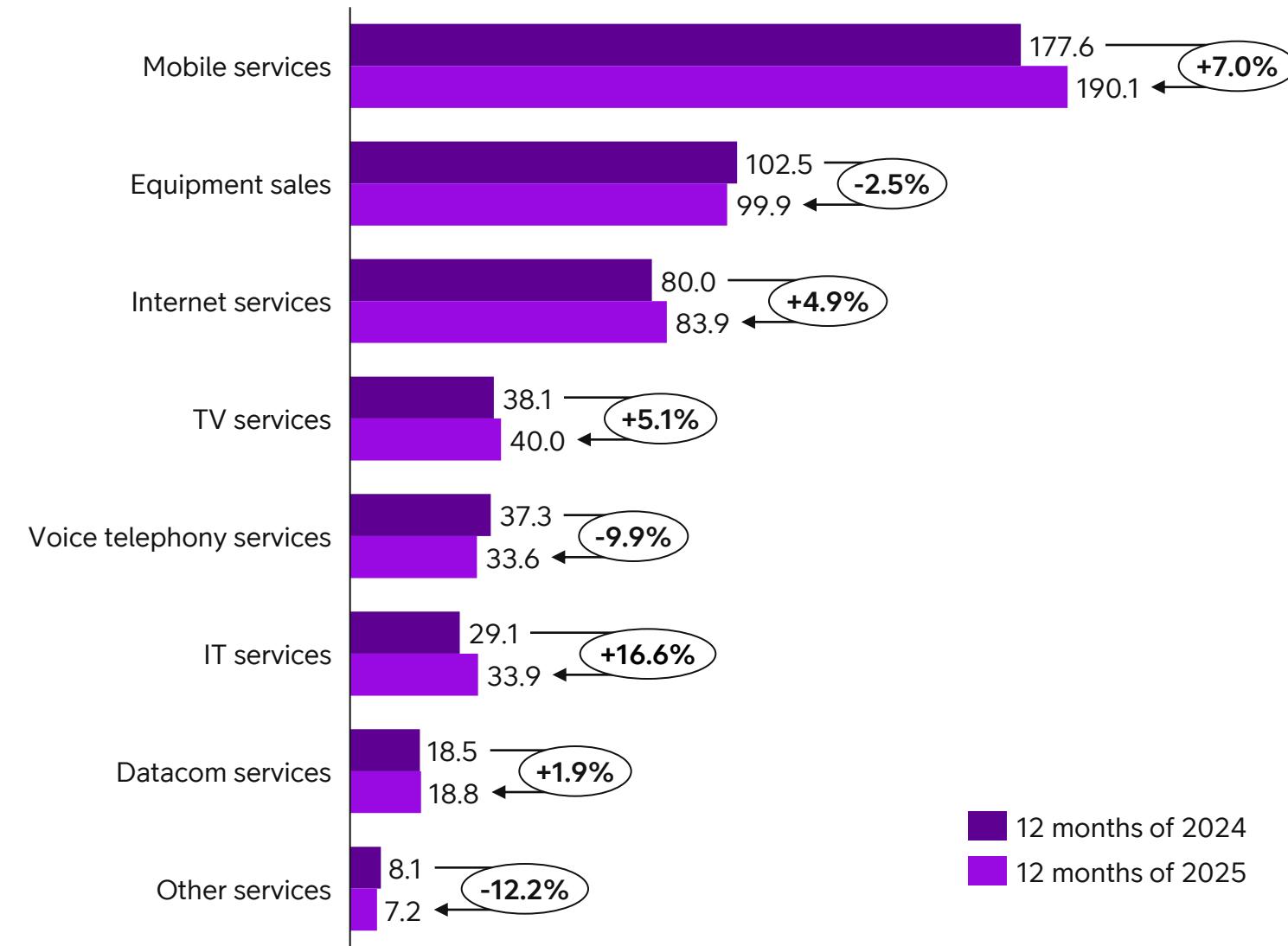
Dynamics of main financial indicators (mEur)



NOTE. Non-recurring items for the 12 months of 2025 were comprised of one-off redundancy pay-outs of EUR 570 thousand (2024: EUR 2,384 thousand), non-recurring other expenses of EUR 351 thousand (EUR 1,744 thousand) and gain of EUR 166 thousand (EUR 881 thousand) from sale of property.

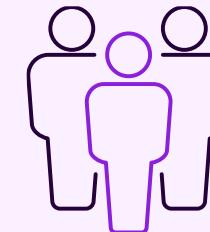


Revenue breakdown (mEUR)



35.6%

Enterprises

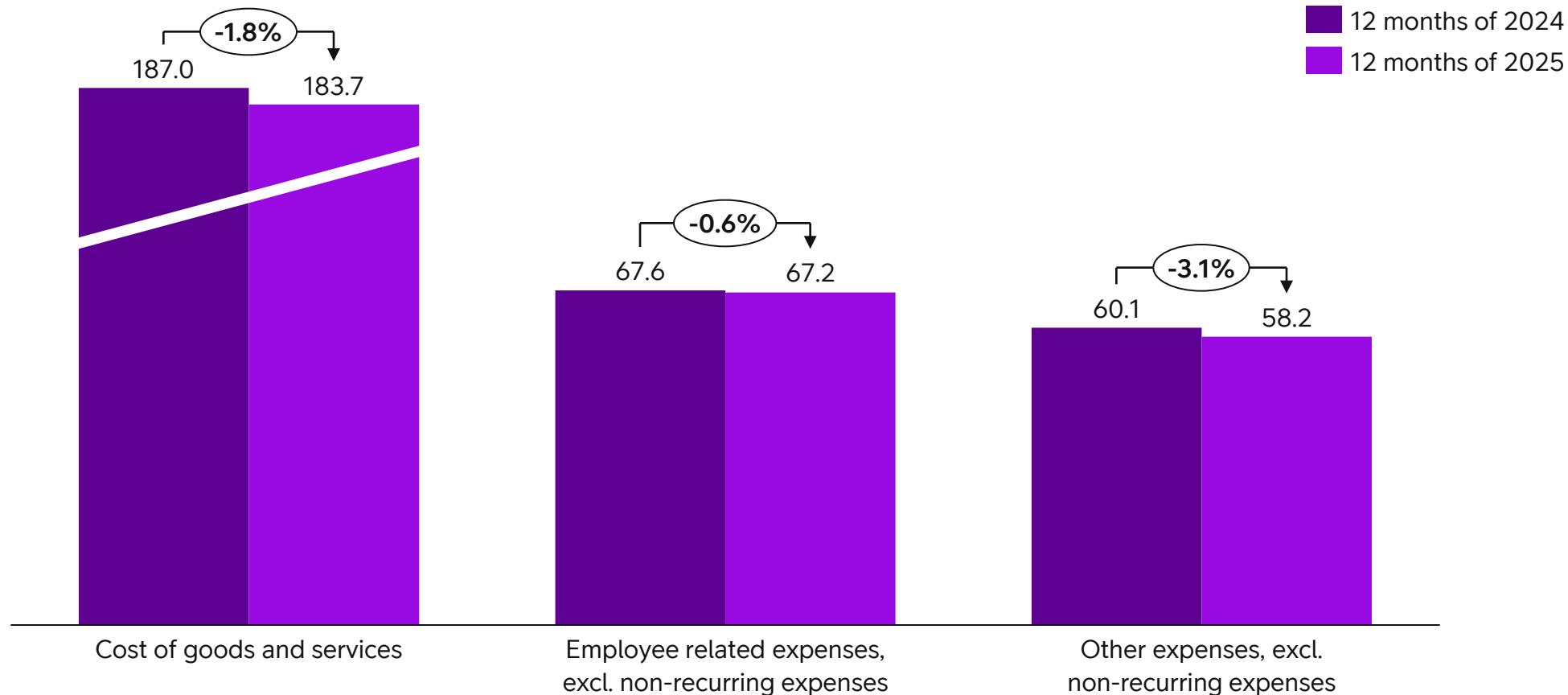


64.4%

Consumers



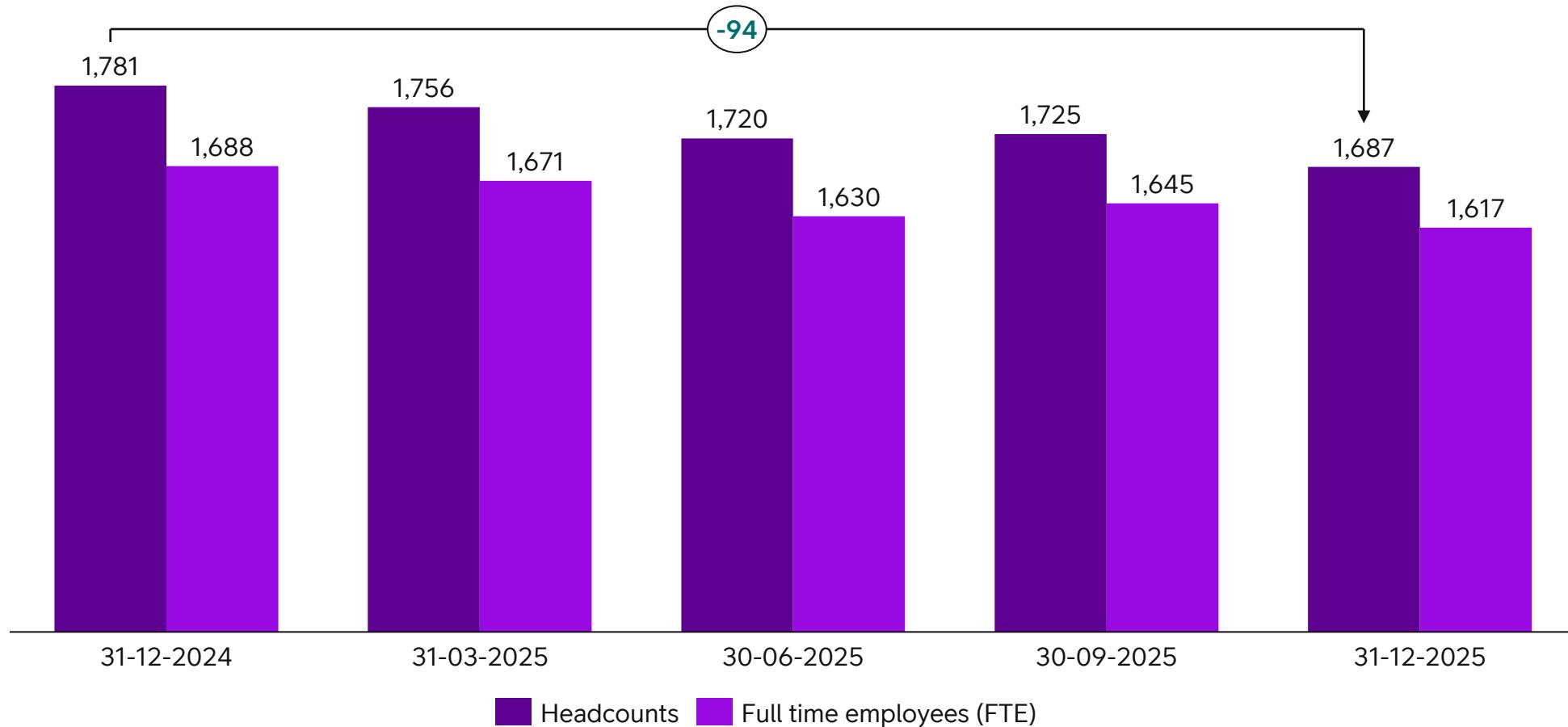
Operating expenses (mEur)



NOTE. Non-recurring items for the 12 months of 2025 were comprised of one-off redundancy pay-outs of EUR 570 thousand (2024: EUR 2,384 thousand) and non-recurring other expenses of EUR 351 thousand (EUR 1,744 thousand)

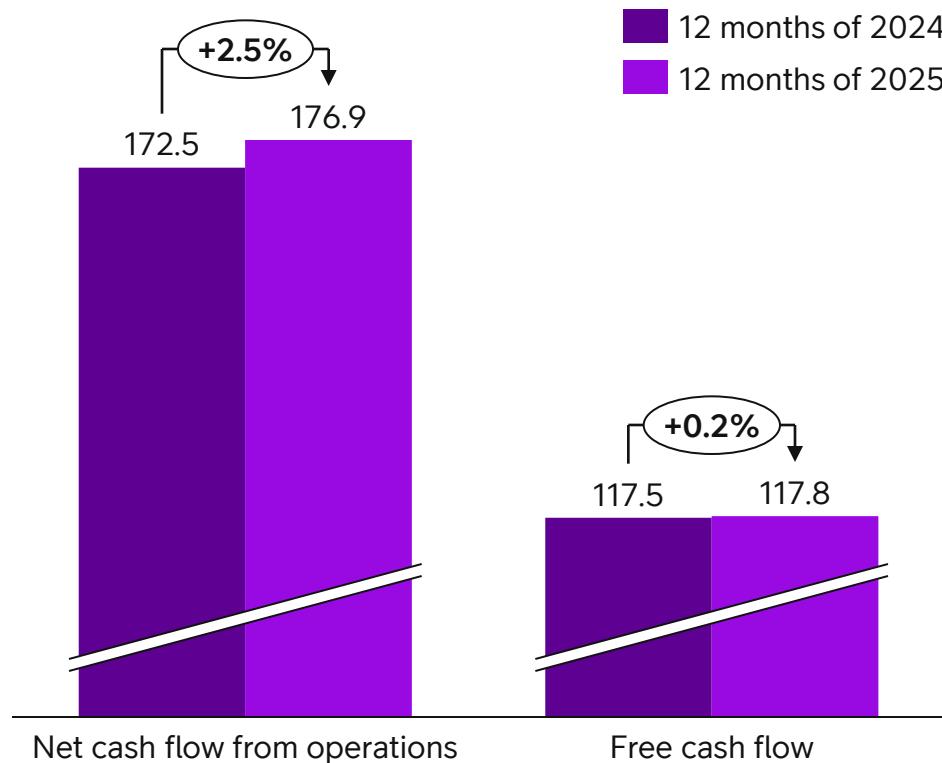


Number of employees

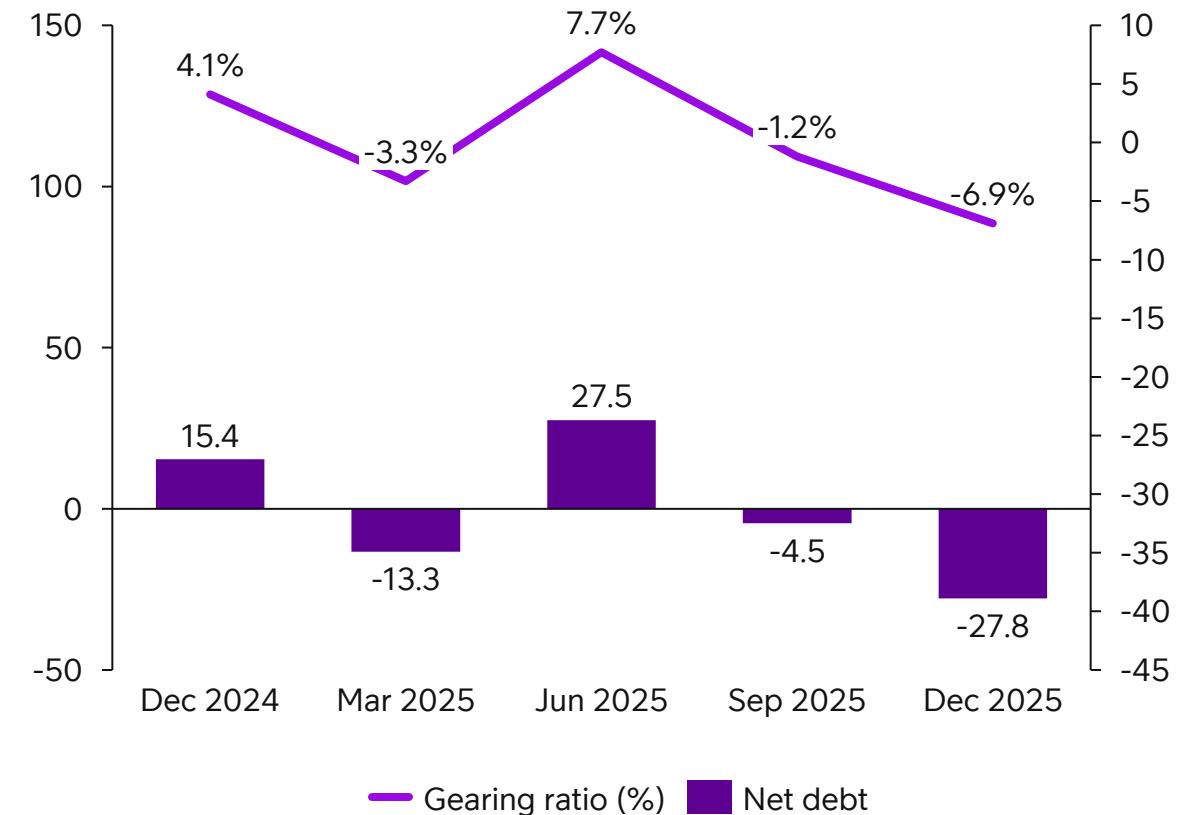


Cash flow & Net debt (mEur)

Cash flow

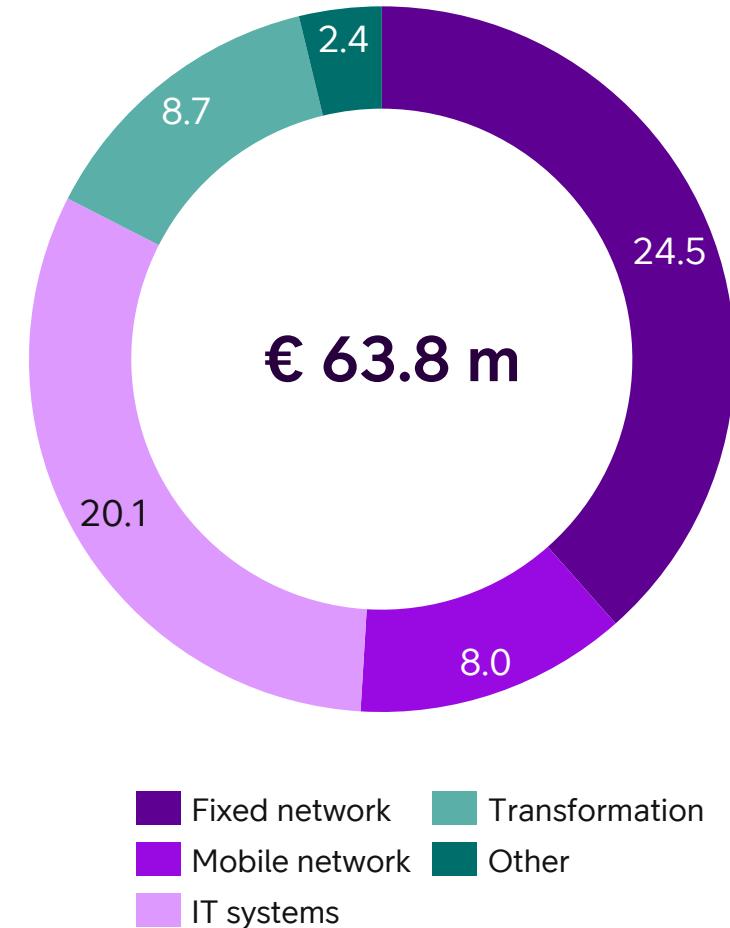
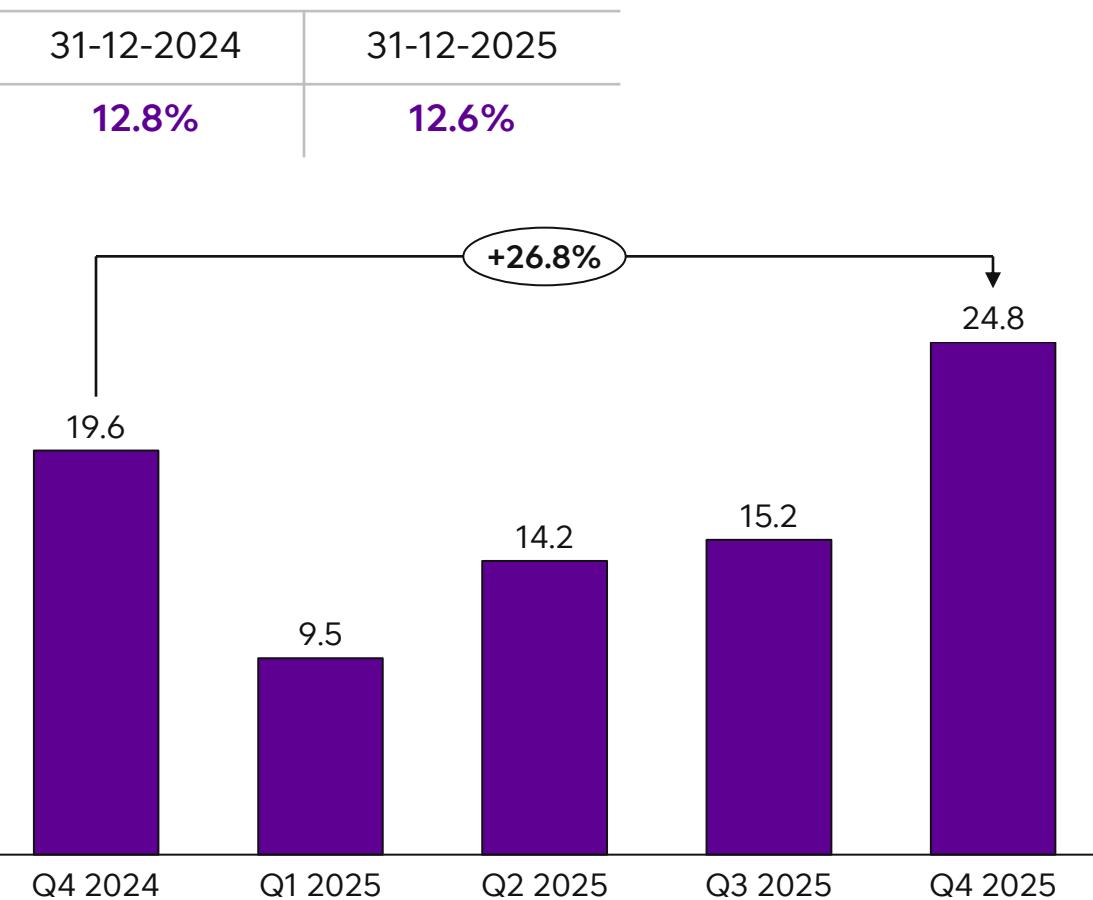


Net debt & Gearing ratio

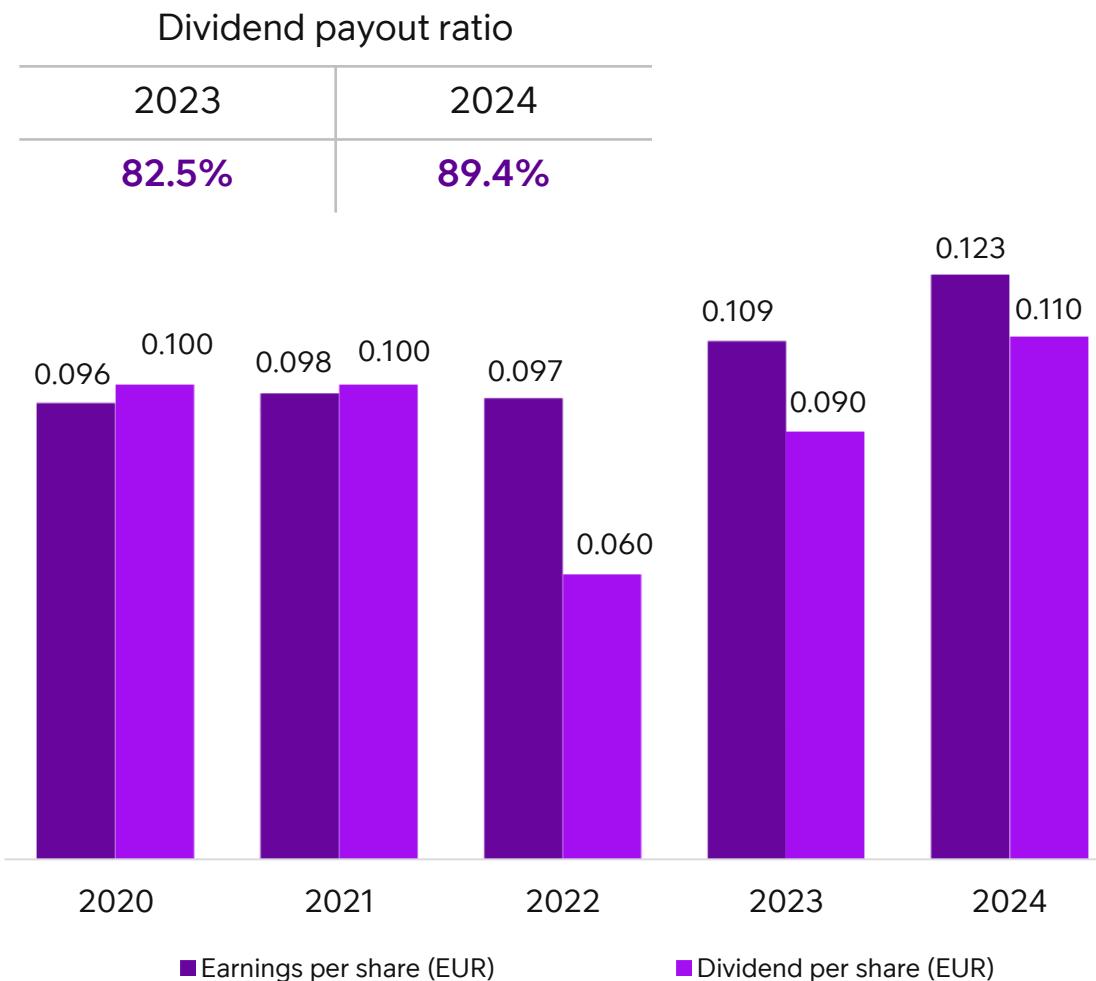


CAPEX & its breakdown for 12 months of 2025 (mEur)

Capex to Sales (12 months' rolling)



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 31-12-2025

Telia Company AB	Other
88.15%	11.85%

Part of shares and votes

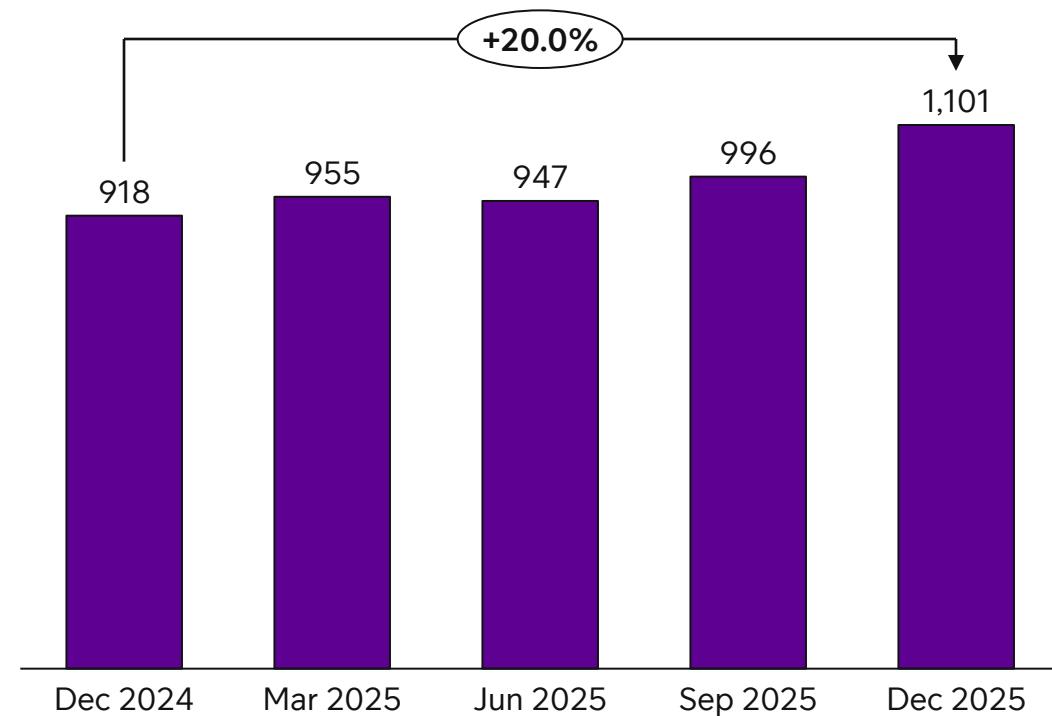


Shares

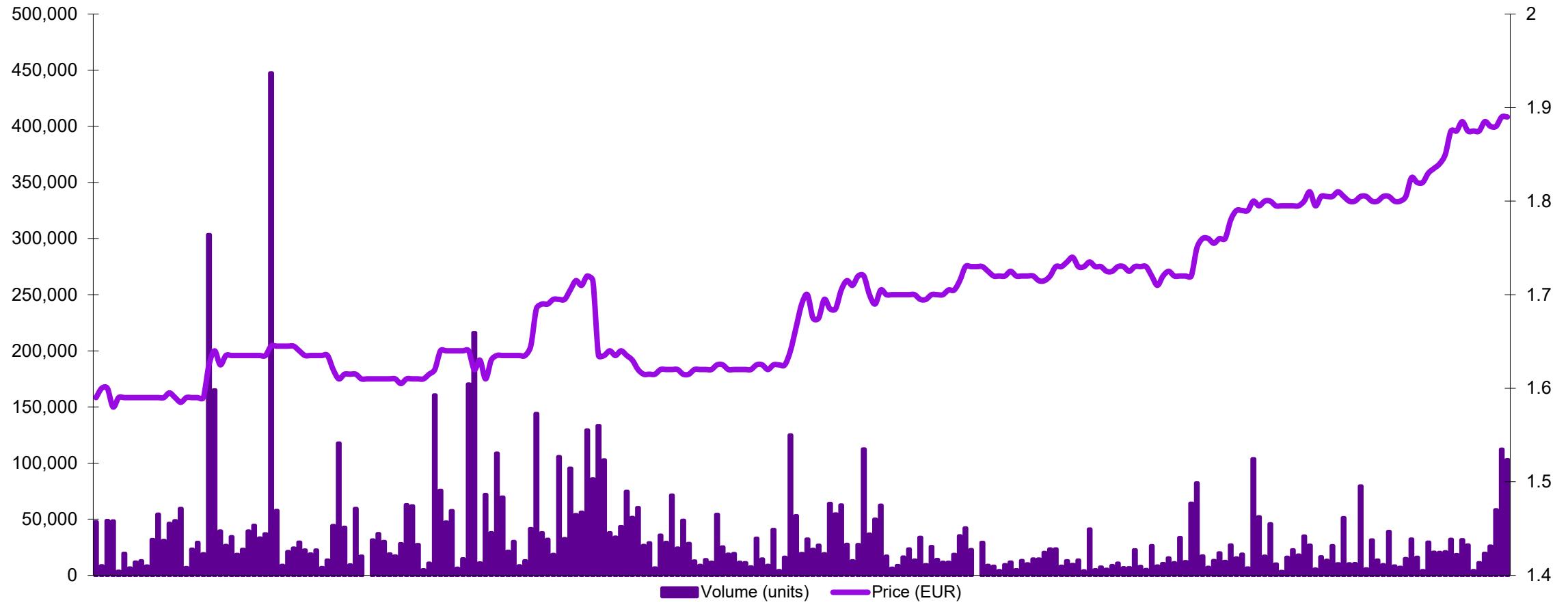
- Since June 2000, the Company's shares are listed on **Nasdaq Vilnius stock exchange** (ticker: TEL1L)
- Since January 2011, the Company's shares were included into the trading lists of a few German stock exchanges (ticker: ZWS)
- **Turnover** on Nasdaq Vilnius stock exchange during January-December 2025: 8.9 million of shares or EUR 14.9 million
- Share **price** on Nasdaq Vilnius:

01-01-2025	High	Low	31-12-2025
1.57 €	1.895 €	1.565 €	1.89€

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	1,744.63	+19.22
OMX Vilnius GI	1,065.48	1,337.8	+25.56
TEL1L - Telia Lietuva	1.57	1.89	+20.0

P/E ratio: **12.2** (12.8 a year ago)

Source: Nasdaq Vilnius



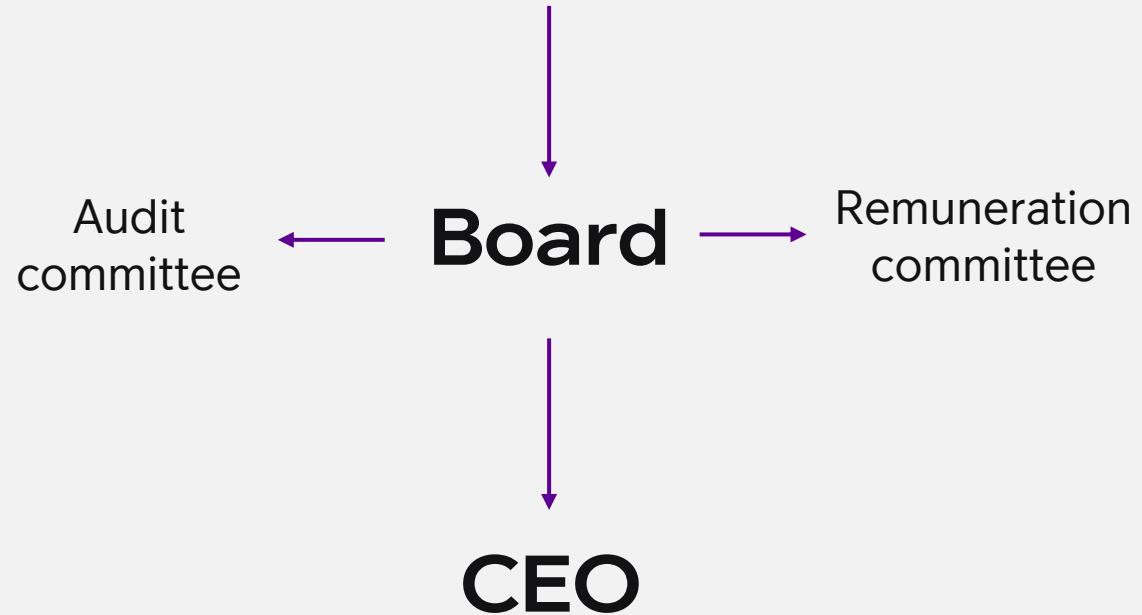


Corporate governance

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**

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,
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



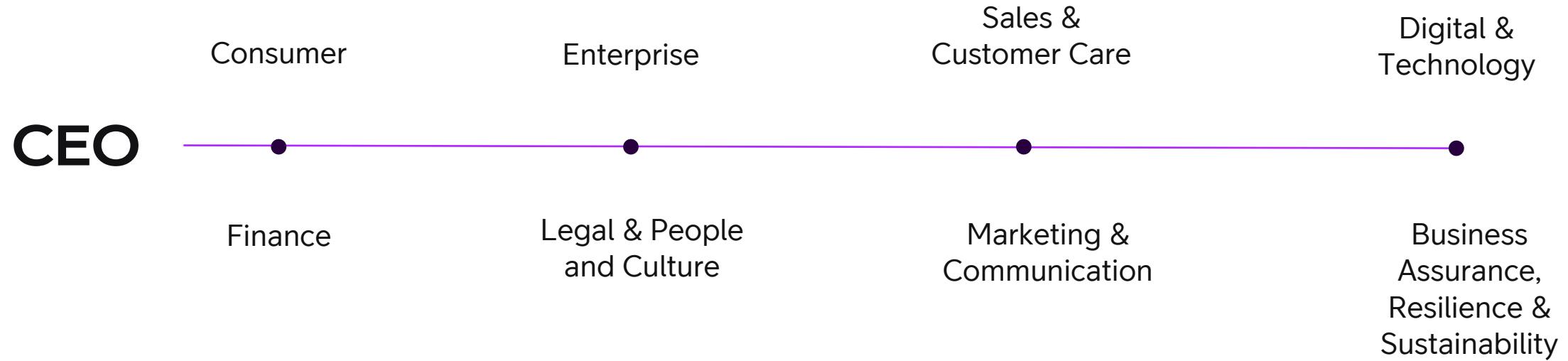
**Mindaugas
Glodas**

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 from 1 November 2025



Management team



Giedrė Kaminskaitė-Salters,
CEO



Elina Dapkevičienė,
Head of Consumer



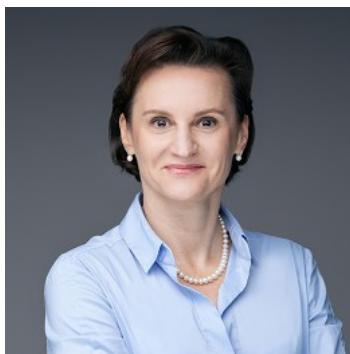
Aurimas Žlibinas,
Head of Enterprise



Lina Bandzinė,
Head of Sales &
Customer Care



Vygintas Domarkas,
Head of Digital & Technology



Daina Večkytė,
Head of Finance



Daiva Kasperavičienė,
Head of Legal &
People and Culture



Vaida Jurkonienė,
Head of Marketing &
Communication



Vytautas Bučinskas,
Head of Business
Assurance, Resilience &
Sustainability





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