

Investor Presentation

July 2025



Cautionary statement

This presentation contains forward-looking statements. These forward-looking statements are usually accompanied by words such as >believe<, >intend<, >anticipate<, >plan<, >expect< and similar expressions or by >outlook<. Actual events may differ materially from those anticipated in these forward-looking statements as a result of a number of factors. Forward-looking statements involve inherent risks and uncertainties. A number of important factors could cause actual results or outcomes to differ materially from those expressed in any forward-looking statement. Neither Telekom Austria AG nor the A1 Group nor any other person accepts any liability for any such forward-looking statements. A1 Group will not update these forward-looking statements, whether due to changed factual circumstances, changes in assumptions or expectations.

Alternative performance measures are used to describe the operational performance. Please therefore also refer to the financial information presented in the Consolidated Financial Statements, as well as the reconciliation tables provided in the Earnings Release. This presentation was created with care and all data has been checked conscientiously. Nevertheless, the possibility of layout and printing errors cannot be excluded. The use of automated calculation systems may give rise to rounding differences.

This presentation does not constitute a recommendation or invitation to purchase or sell securities of A1 Group. Telekom Austria AG is the mother company of the A1 Group.

A1 at a glance: Former Austrian incumbent and a platform for growth in Eastern Europe

5.4 bn

Total revenues

2.0 bn

EBITDA

37 %

EBITDA margin

27.1 mn

Wireless subscribers

6.4 mn

Fixed RGUs

40 EurC

Dividend
~12% CAGR last 6 years

#1

Telecom
Brand in
Austria

#3

in brand value
of Austrian
brands

0.2

Net Debt/
EBITDAaL
ratio

A-

Credit rating

Top 10

of >200 telcos
Sustainalytics

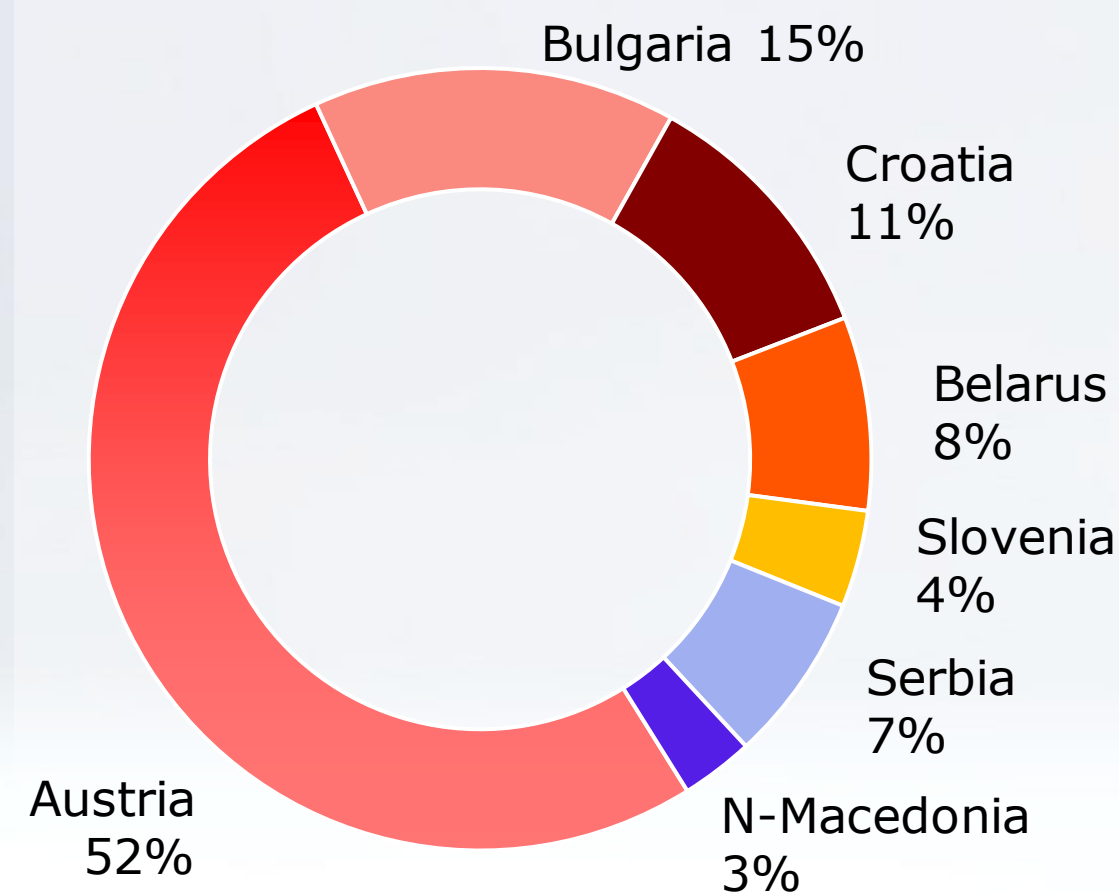
Top 5%

Ecovadis
sustainability
rating



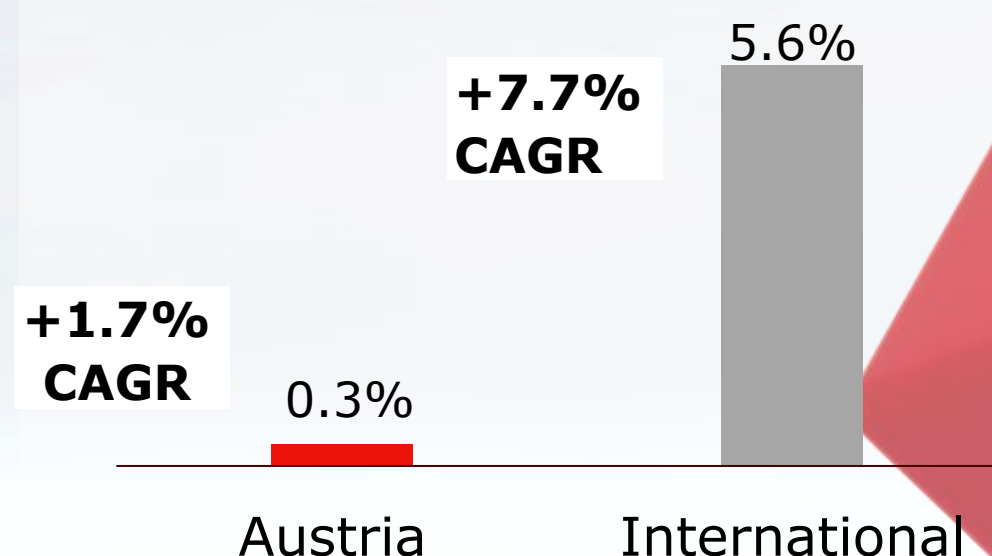
Well-balanced performance across geographic footprint

Revenue split (FY 2024)



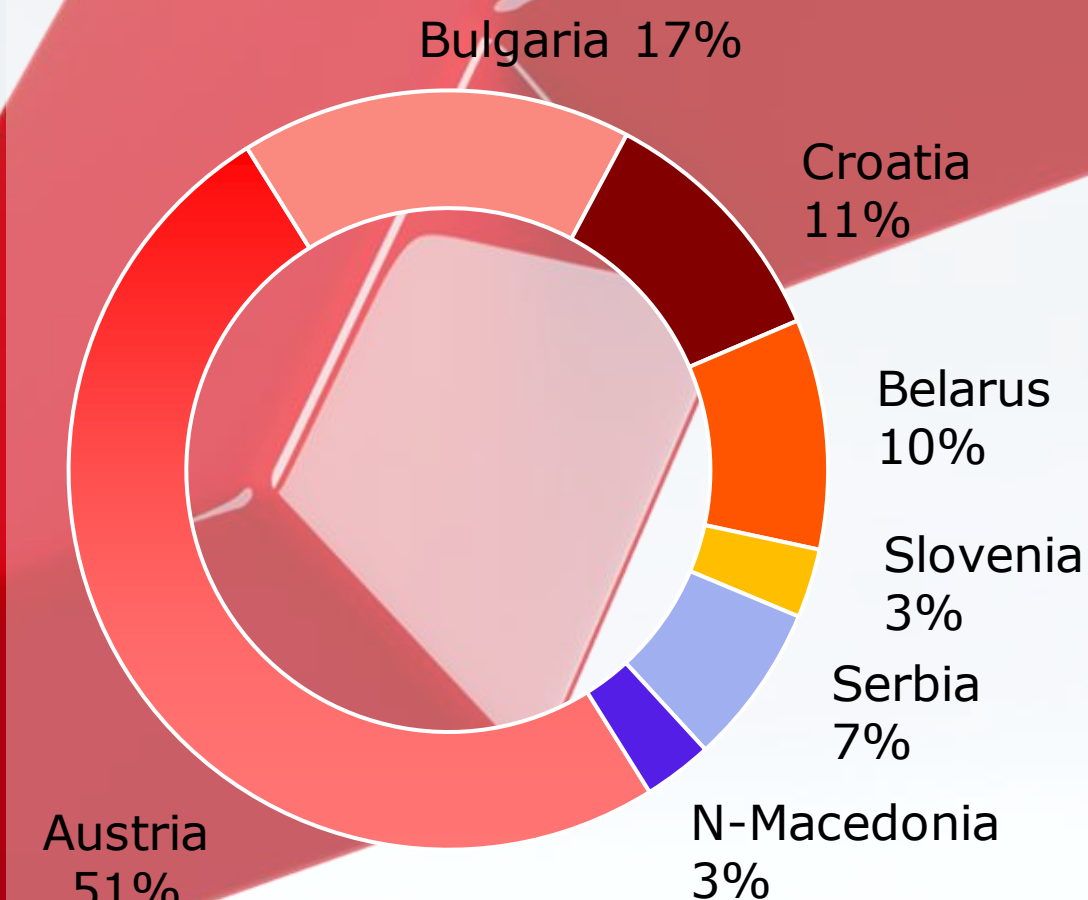
Growth driver CEE

YoY Growth rate 2024



CAGR 2020-2024

EBITDA split (FY 2024)

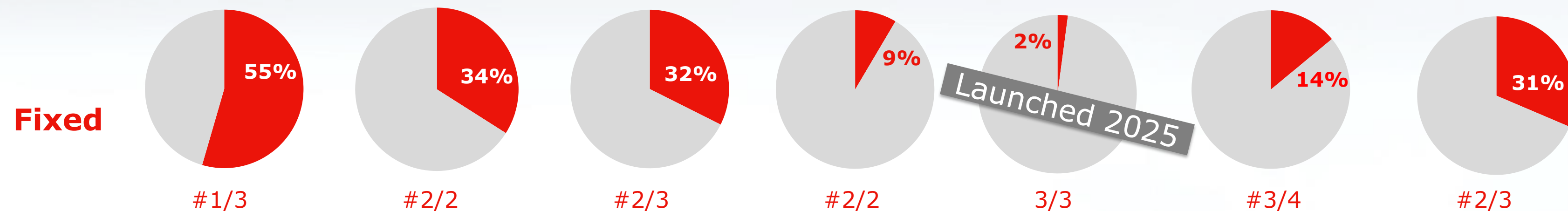
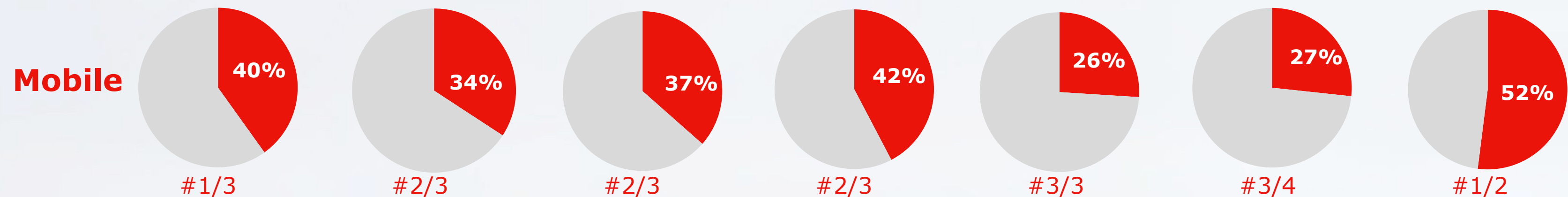


Corporate & other, elimination adds up to -2%

Business in Austria brings stability to the A1 Group, international business growth.

Market Shares

 **Austria**
 **Bulgaria**
 **Croatia**
 **Belarus**
 **Serbia**
 **Slovenia**
 **N.-Macedonia**



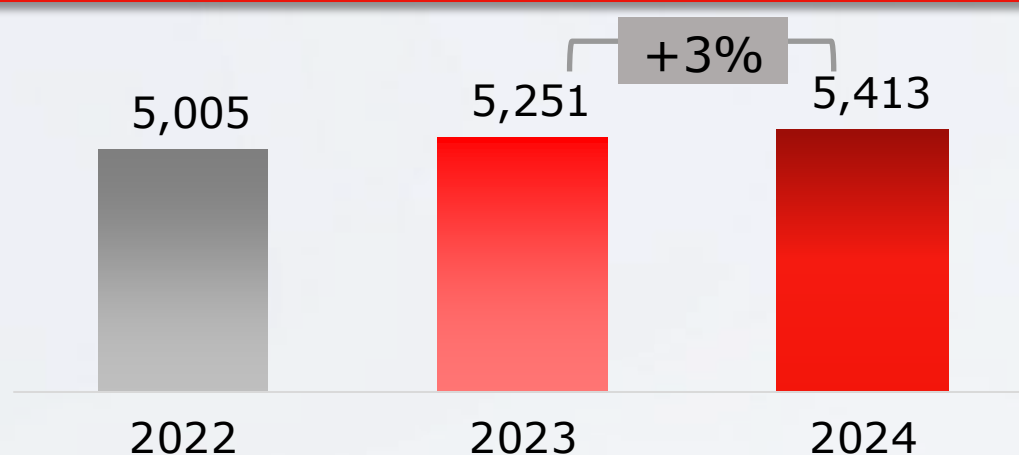
5 Mobile and fixed market positions both based on Service Revenues Market Shares per Q1 2025; Austria excl. fixed voice
 Slovenia: Telemach Slovenia signed agreement to acquire T2 in August 2024, approvals pending

Financials

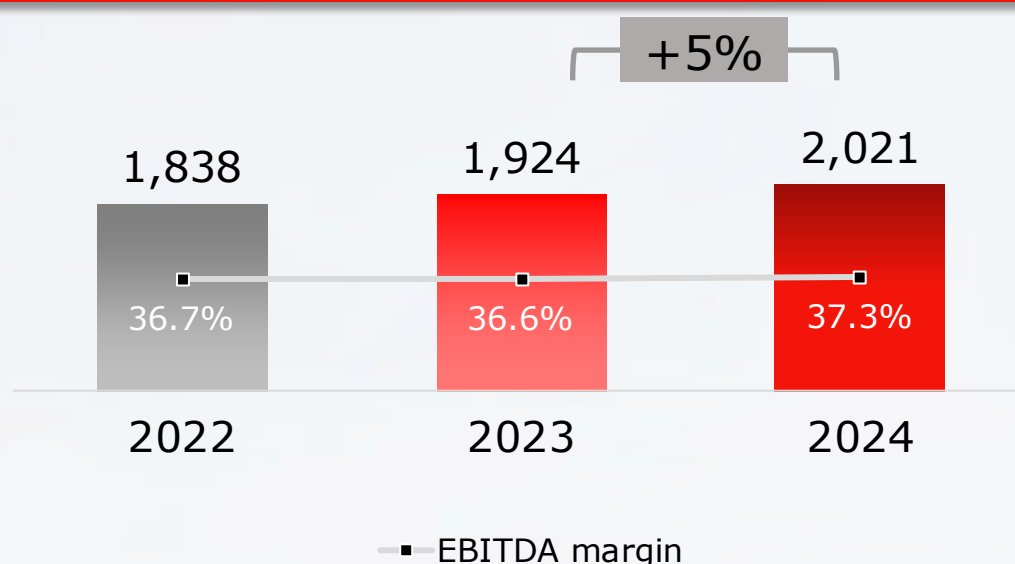
Financial performance

(Unless otherwise stated, in € mn)

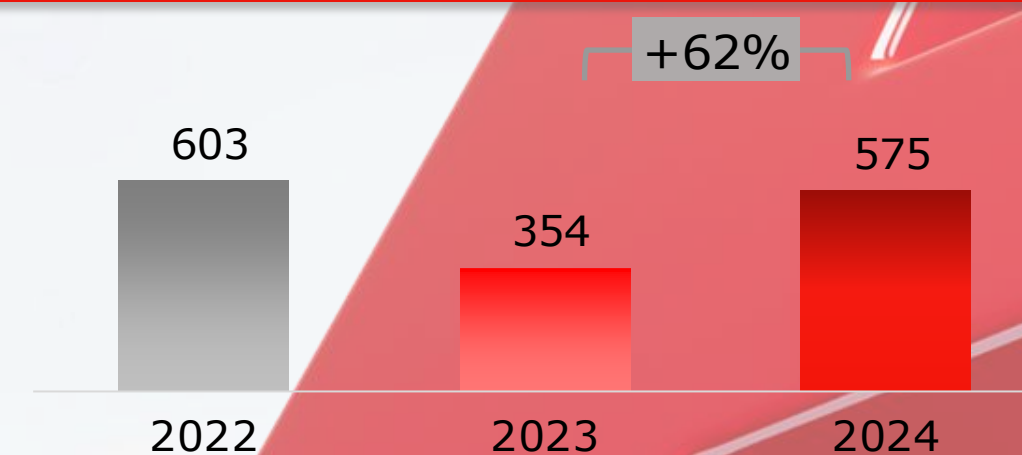
Revenues



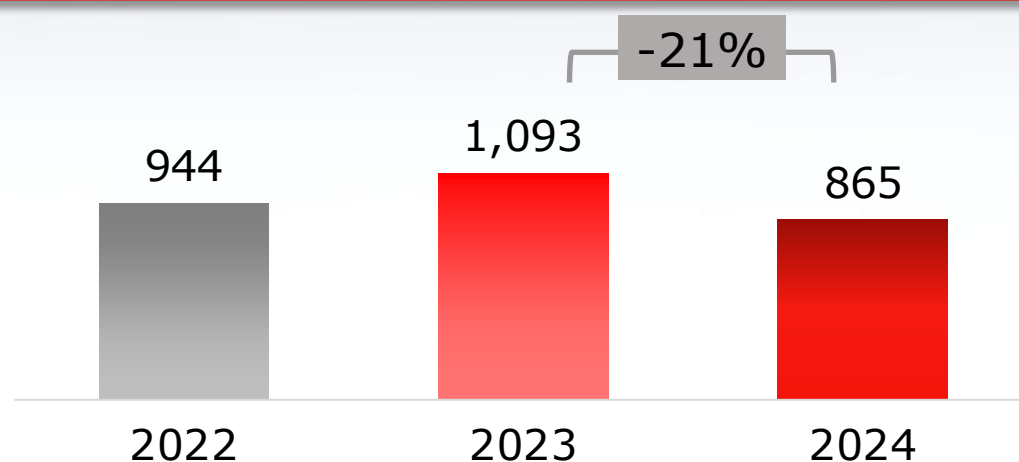
EBITDA



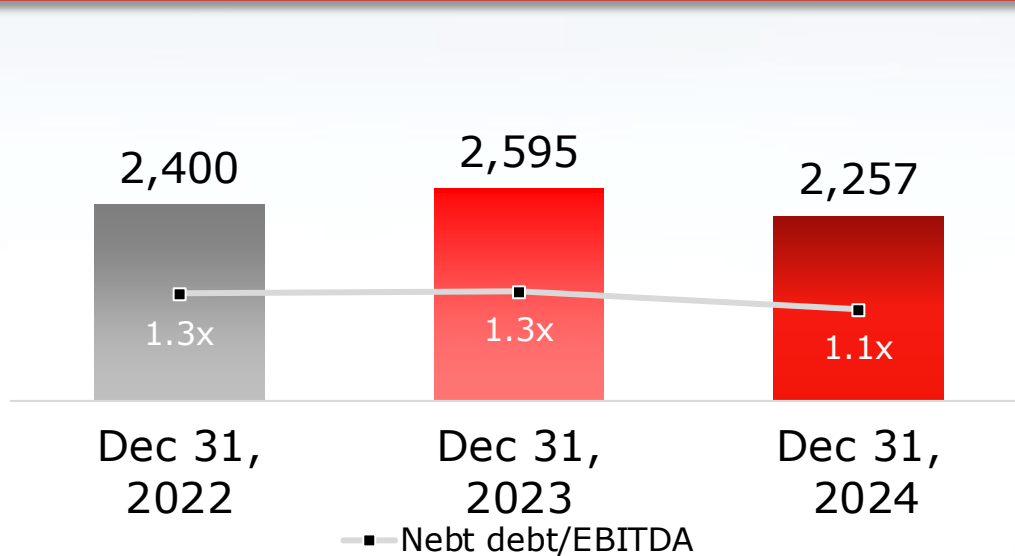
Free cash flow



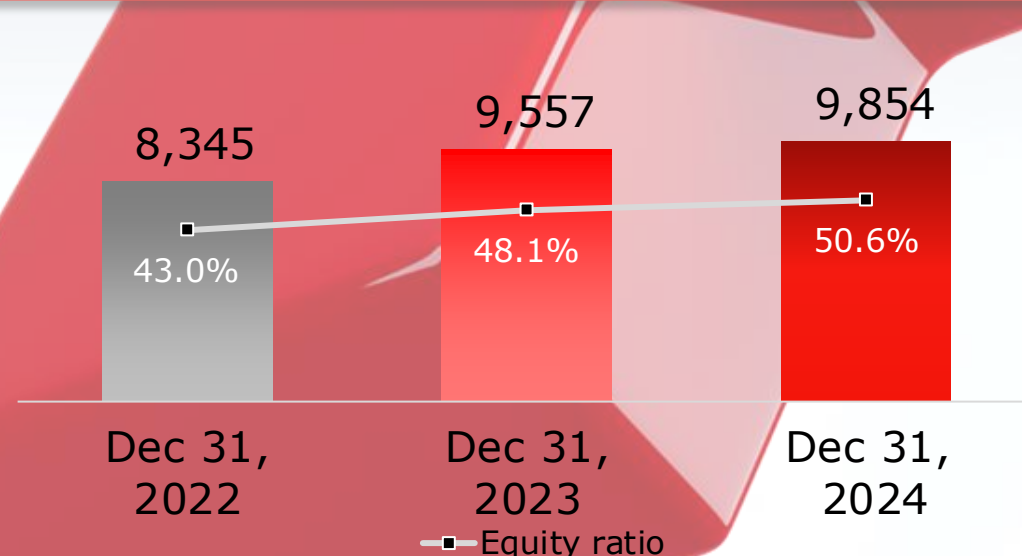
CAPEX (incl frequencies)



Net debt



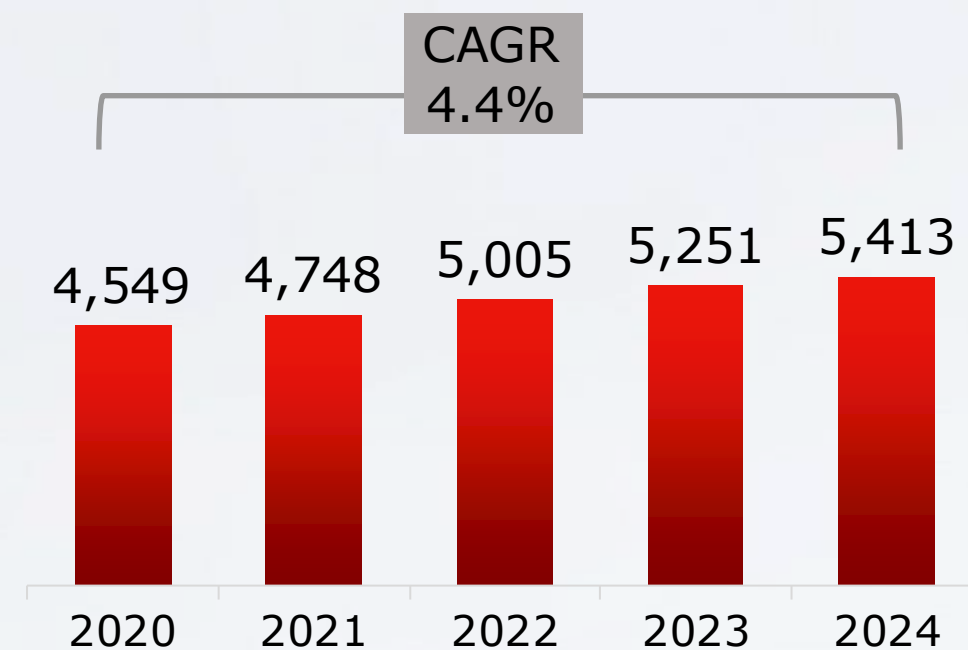
Balance sheet & equity ratio



€ 39 mn investments in spectrum in 2024 vs € 133 mn in 2023

Sustainable growth and strong free cash flow

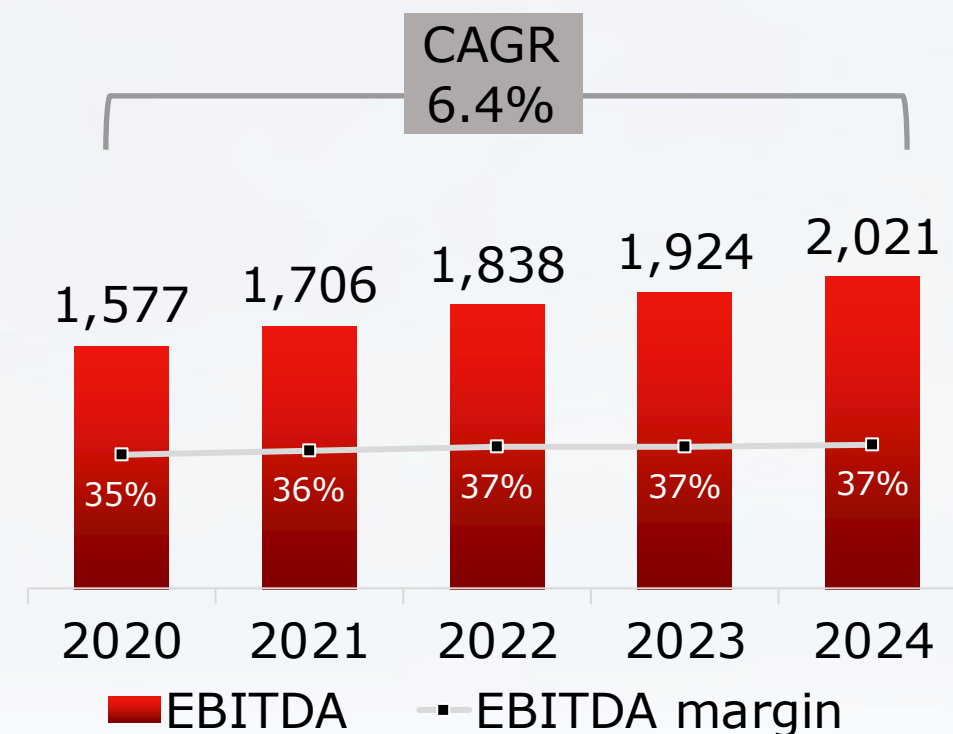
Revenues consistently growing



Steady top-line growth...

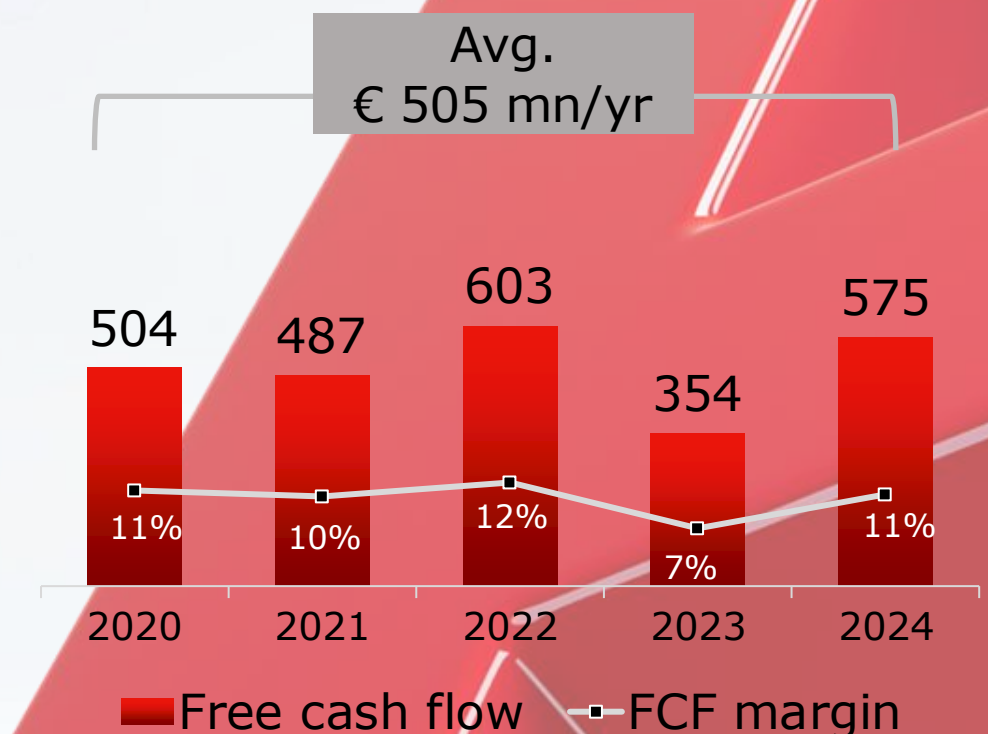
3.1% Y-o-Y growth in 2024

EBITDA increased significantly



... and careful cost management as well as a diligent CAPEX approach ...

Robust free cash flow

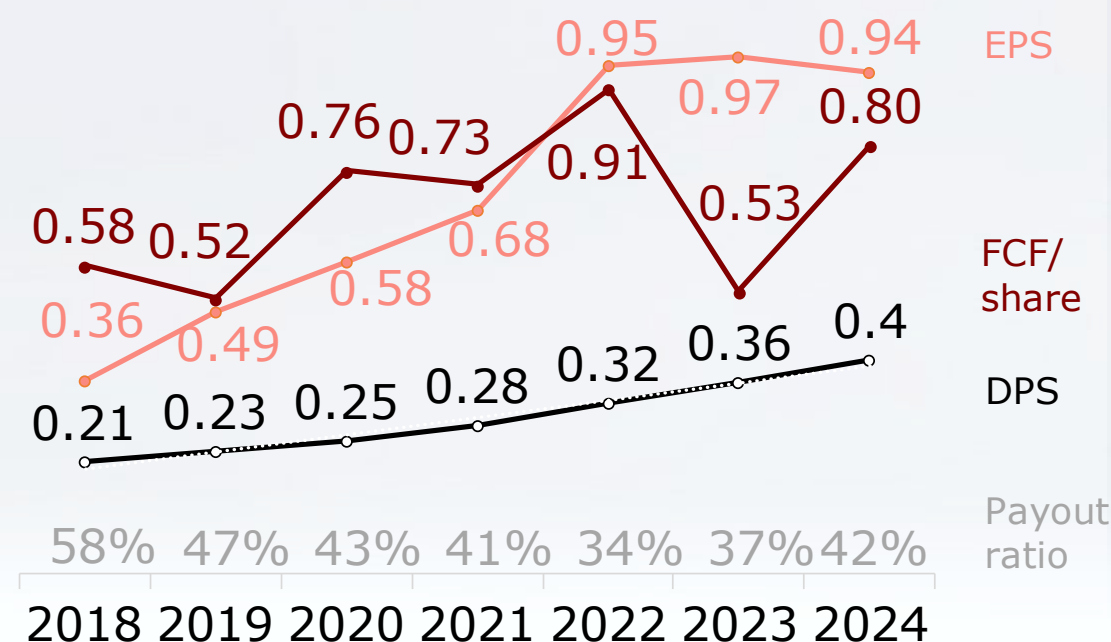


... leading to robust free cash flows.

2024: € 133 mn higher leases paid after spin-off of towers in 2023

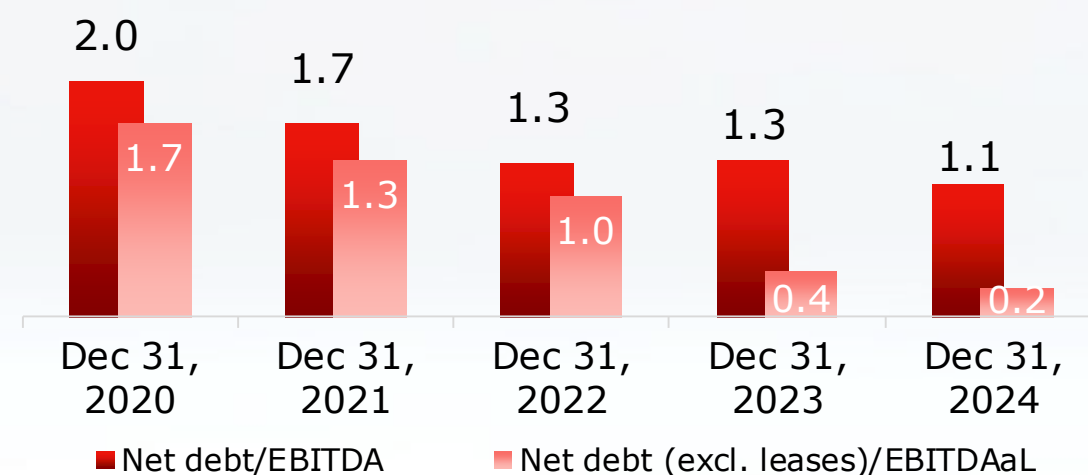
Sustainably rising dividend and strong deleveraging as solid foundation for future growth

Sustainable dividend policy



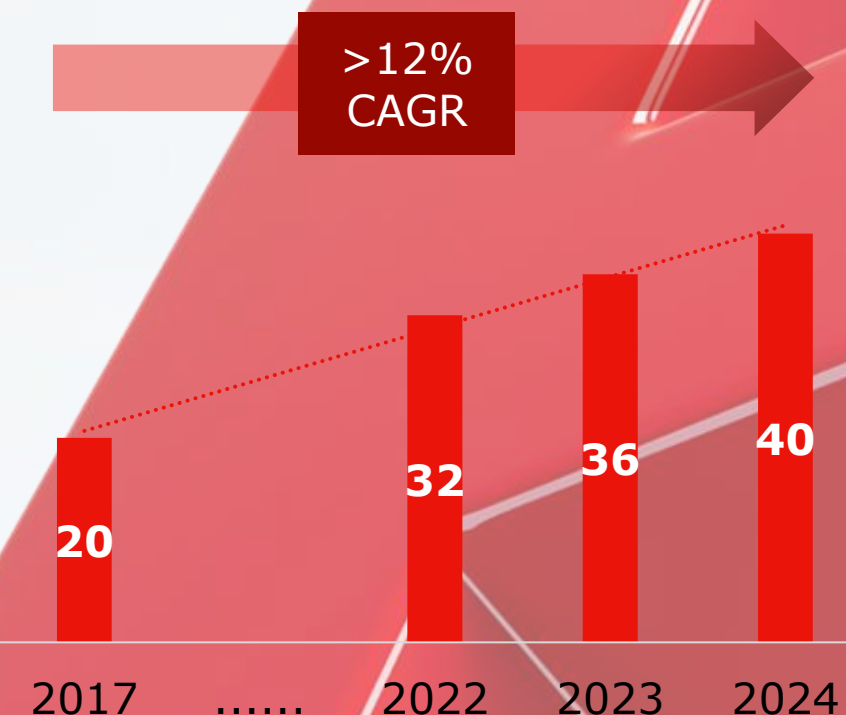
Strong FCF generation in combination with a prudent but sustainable dividend policy ...

Net debt reduction



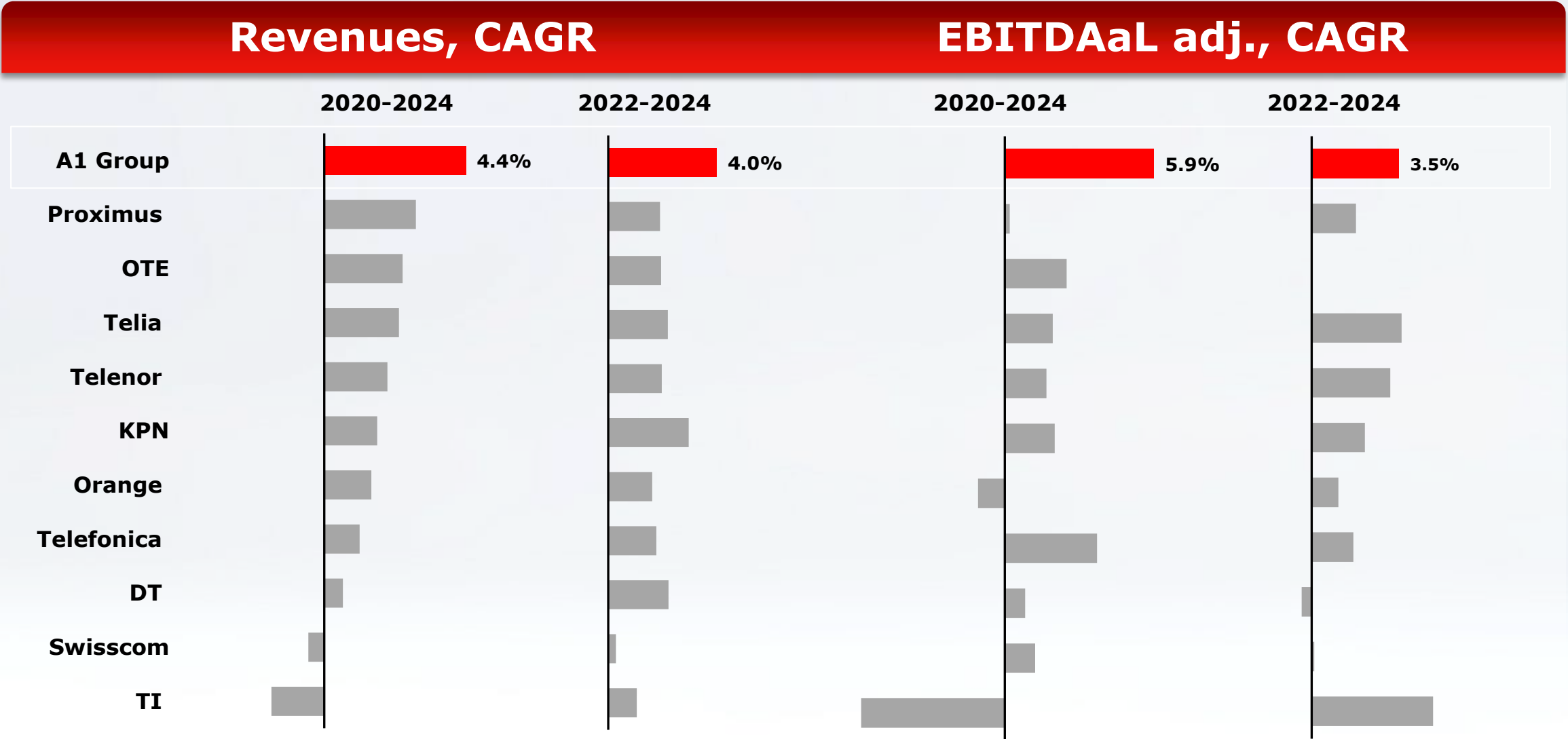
... enabled A1 to strongly deleverage. This provides financial flexibility for future growth opportunities.

Dividend per share, in EURc



Based on the Group's operational and financial development, the dividend level will be maintained or increased.

Strong growth performance within peer group



Standard & Poor's rating					
AA+					
AA					
AA-					
A+					
A					
A-	A1 Group	Telenor +	Swisscom +		
BBB+	Orange	DT	OTE	Telia	Proximus +
BBB	KPN				
BBB-	Telefonica				
BB+					
BB	Telecom Italia				
BB-					
B+					
B					

As of February 14, 2025
+ Government/group support

Ranking by 2020-2024 revenue CAGR.
Revenues based on reported organic growth and EBITDAaL based on reported underlying growth; large non-European operations excluded.



Performance full year 2024

5,413mEUR
+3.1%

Total revenues

4,502mEUR
+3.5%

Service Revenues

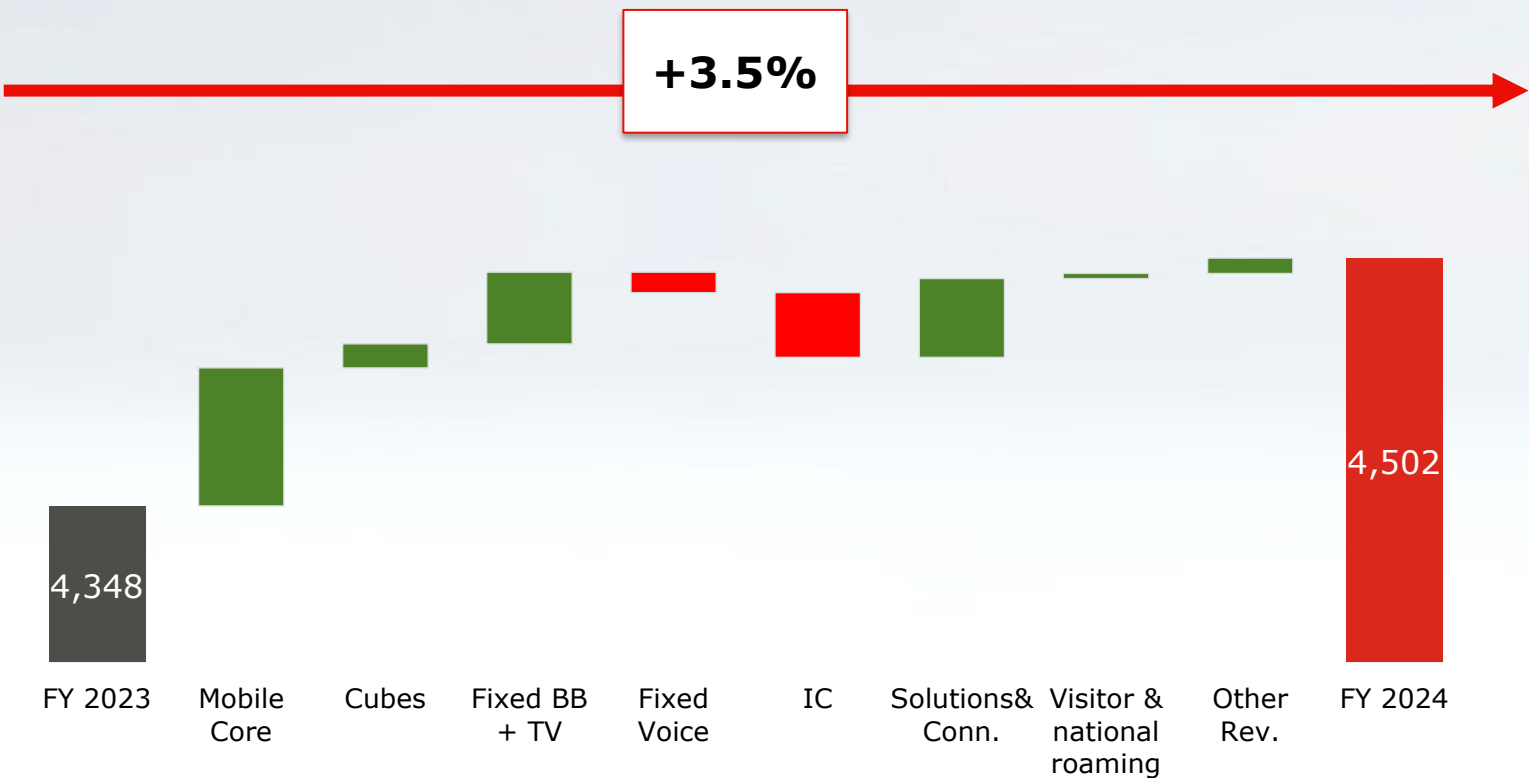
2,021mEUR
+5.1%

EBITDA

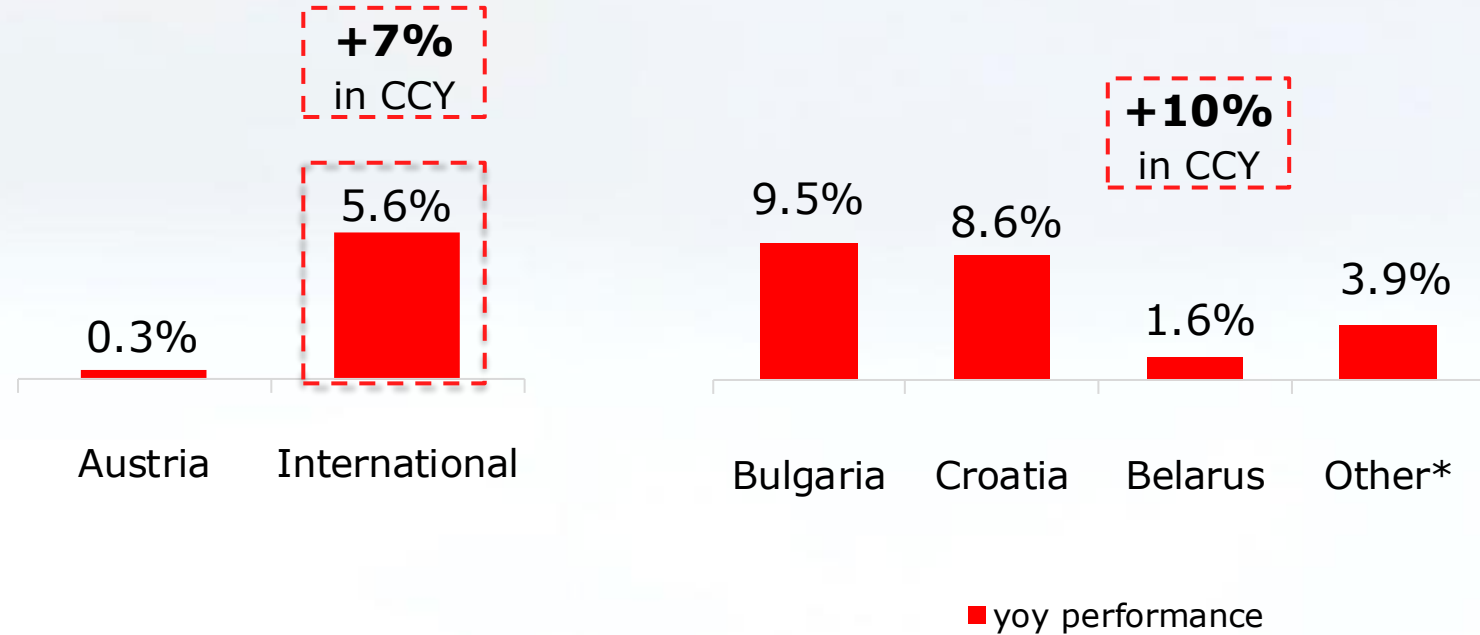
575mEUR
+62.5%

Free cash flow

Service revenue growth drivers, YTD



Total revenue growth – Group and International, YTD



* Including corporate & eliminations

Strategy

Strategy follows the vision: Empowering digital life

Evolve the core

- From network to connectivity plus
- From product driven to customer journey focused
- Operation to the cloud to simplify and modernize

... to stay relevant for customers



Explore the new

- Scaling-up the portfolio
- Develop eco-systems and partnerships to enrich capabilities
- Expertise hubs to master execution

... to discover new growth opportunities

Brand

ESG

Security

Unfolding our business opportunities



**Core business
regulated**



90% > 75%



**New Business
unregulated**

10% > 25%

Unfolding our business opportunities



Evolve
the **CORE**
to **#1**

Extend
B2B
Digital Services
(ICT)

Enable
SME

Scale
Financial
Services

Unfolding our business opportunities

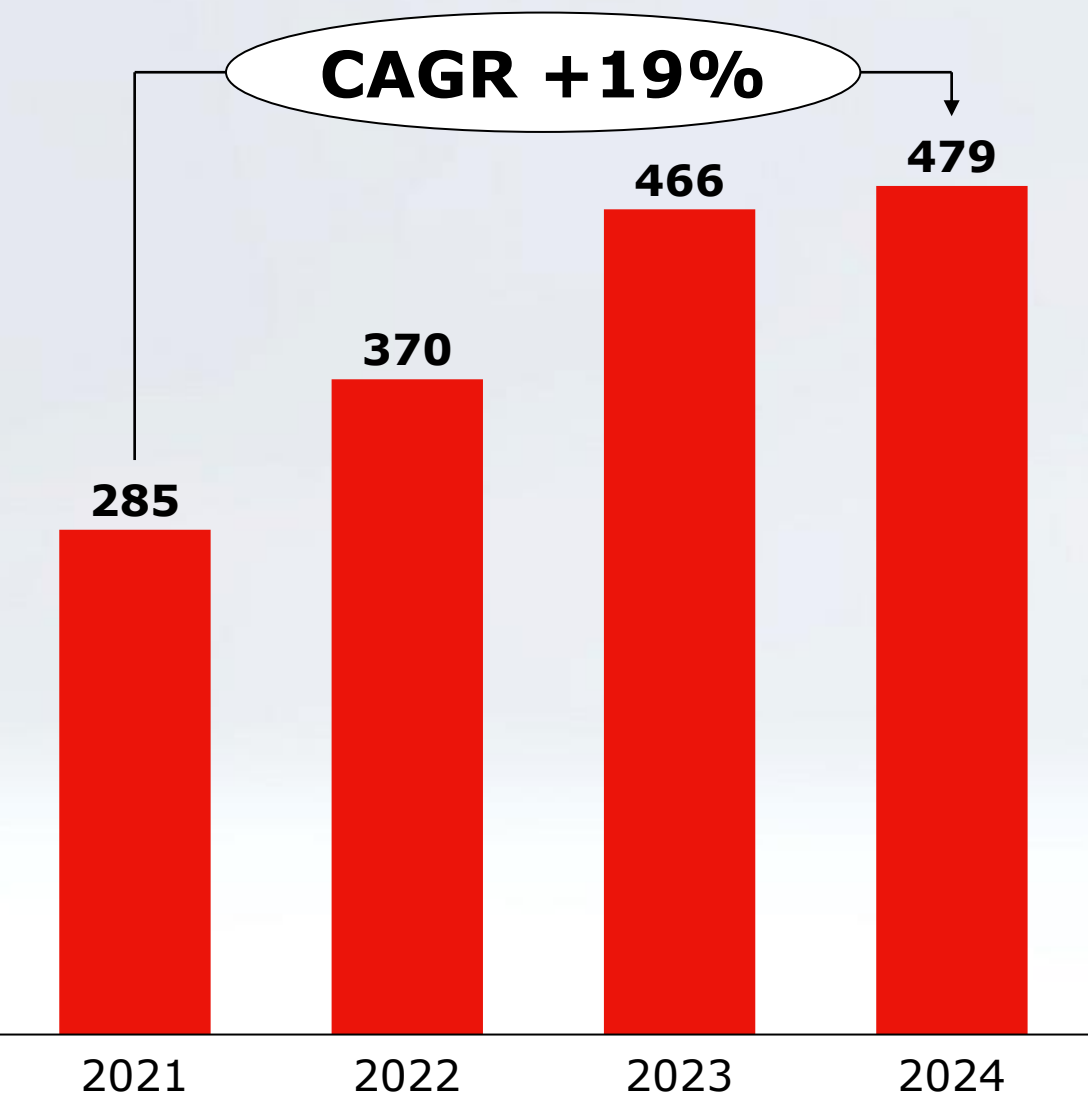
Evolve
the **CORE** to
#1

**From Product to
Customer Journey
@Scale**

**From Network to
Connectivity
Plus**

Accelerating growth from B2B Digital Services

Total Revenues Gross, mEUR



**Source SME figures: Eurostat | Cyber attacks from The QBE Insurance Group*

Growth pillars

Since 2021...

Cloud +30%
Security +33%



EXOSCALE
A1 Cloud

... with Potential

SME

~99% Enterprises in Europe
58% Level of digitalisation
Doubled Global cyber attacks in 4 yrs

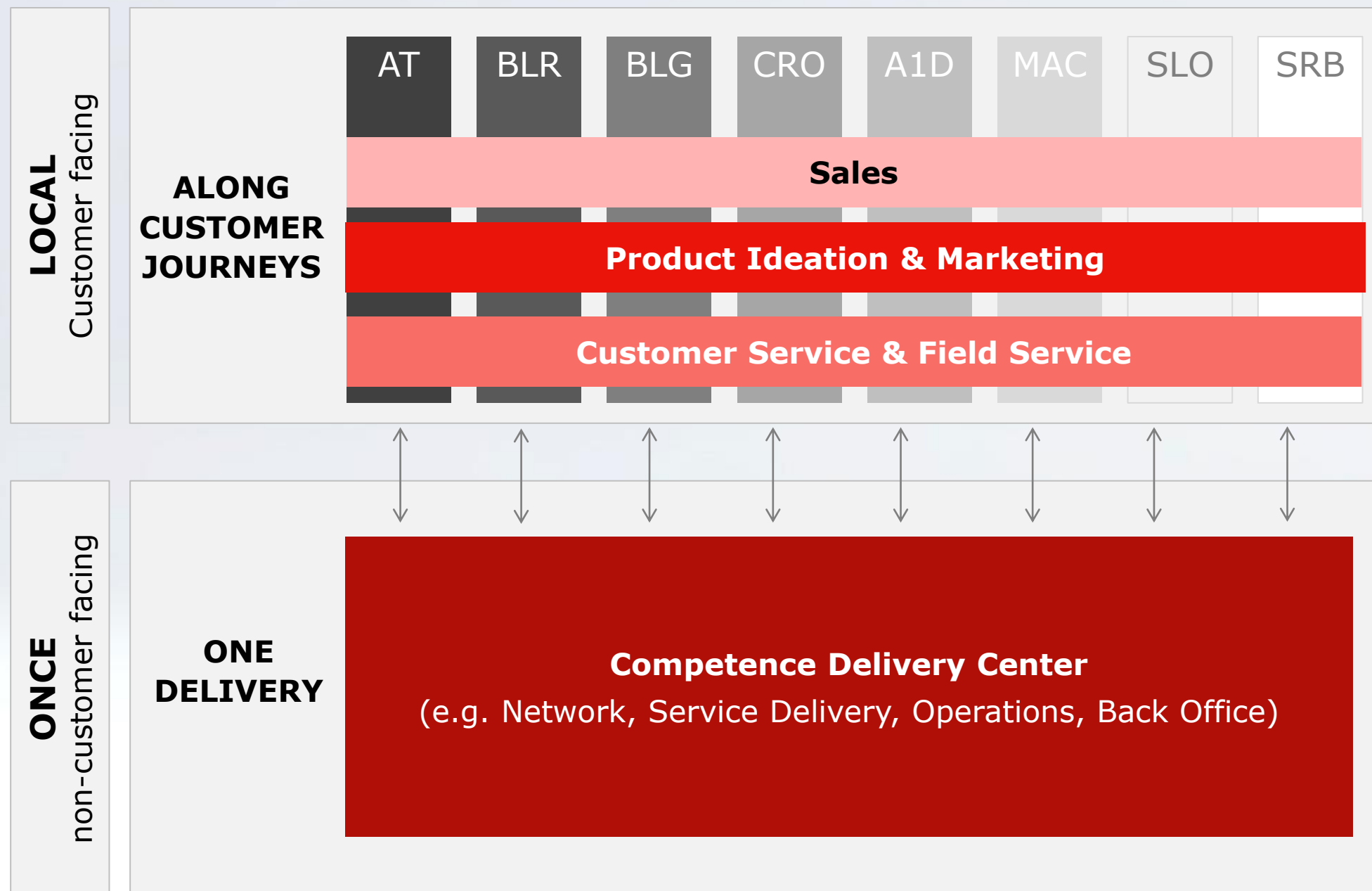
enabled by
Capabilities for SME enablement

1 Partner Sales Network
2 One Modular Product Portfolio
3 One Digital Platform

Dedicated competence delivery center for B2B digital services ('BDC') launched in Q1 2025

Gain scale to further grow

... **investments** in the **markets** are needed with a **standardized delivery**



- Build on our **local sales** asset
- **Investments** in the markets
- Scale of Skills + resources through **one delivery**
- Economy of scale with **partners**
- Automation of **Delivery machinery**

Sustainability



United Nations
Global Compact



2025-2030 ESG Strategy



Refining & advancing of ESG topics

- Increase data quality & automation
- Building ESG data platform
- Incorporating new EU regulations

E

S

G

CO₂ emissions



Net-Zero goal by 2030
Scope 1&2: -90%
Scope 3: -60% reduction
(BY 2019)



KPI:
% of t CO2e reduced

Energy efficiency



80% goal
Increase energy efficiency to 80% by 2030 (BY 2019)



KPI:
% change of MWh per transported TB data

Circularity



50% goal
By 2030, the takeback of devices* is increased up to 50% compared to the volume distributed yearly (*fixed and mobile)



Lead KPI:
(Weight. of devices & equipment collected 2030) / (Weight of distributed dev. & equip. 2030)

E-Waste



Zero-equipment to landfill
Sustainable treatment* of 100% of CPEs (modems, routers, TV receivers, etc.) by 2030 (*Recycling, Refurbishing, Reusing)



KPI:
% of collected mobile devices & equipment which undergo either recycling, refurbishing or reusing

Digital Competence



1mn people goal
By 2030, 1 mn people overall participated in initiatives for digital competencies (BY 2021)



KPI:
Nr. of people reached

Volunteering



Expansion of options
Each A1 company provides their employees with at least 4 corporate volunteering opportunities per year in each year till 2030.



KPI:
Nr. of provided opportunities

Div., Equity, Incl.



40% female share goal
40% female leaders as well as an overall female employee share of 40% by 2030



KPI:
% of female employees amongst overall workforce

Gender pay gap



Closing gender pay gap goal
Decrease the adjusted pay gap to 1% or below and continue our effort to reduce the unadjusted pay gap* by 2030 (*according to CSRD definition)



KPI:
% of pay gap

Compliance mgmt.



Audit goal
Maintain the externally certified, best practice Compliance Management System



KPI:
Certified CMS

Board incentives



Incentivization goal
Keep incentivized ESG goals within board remuneration plan in all years till 2030



KPI:
Nr. of ESG remuneration goals

Resp. supply chain



Supplier Audits
Conduct five on-site audits on the premises of our suppliers in each year until 2030



KPI:
Nr. of validated audits

Employee learning¹



40h learning goal
Increase employee learning hours to reach an average of 40h per employee by 2030



KPI:
Nr. of hours spent in training / upskilling per FTE



Position A1 as a leading ESG company

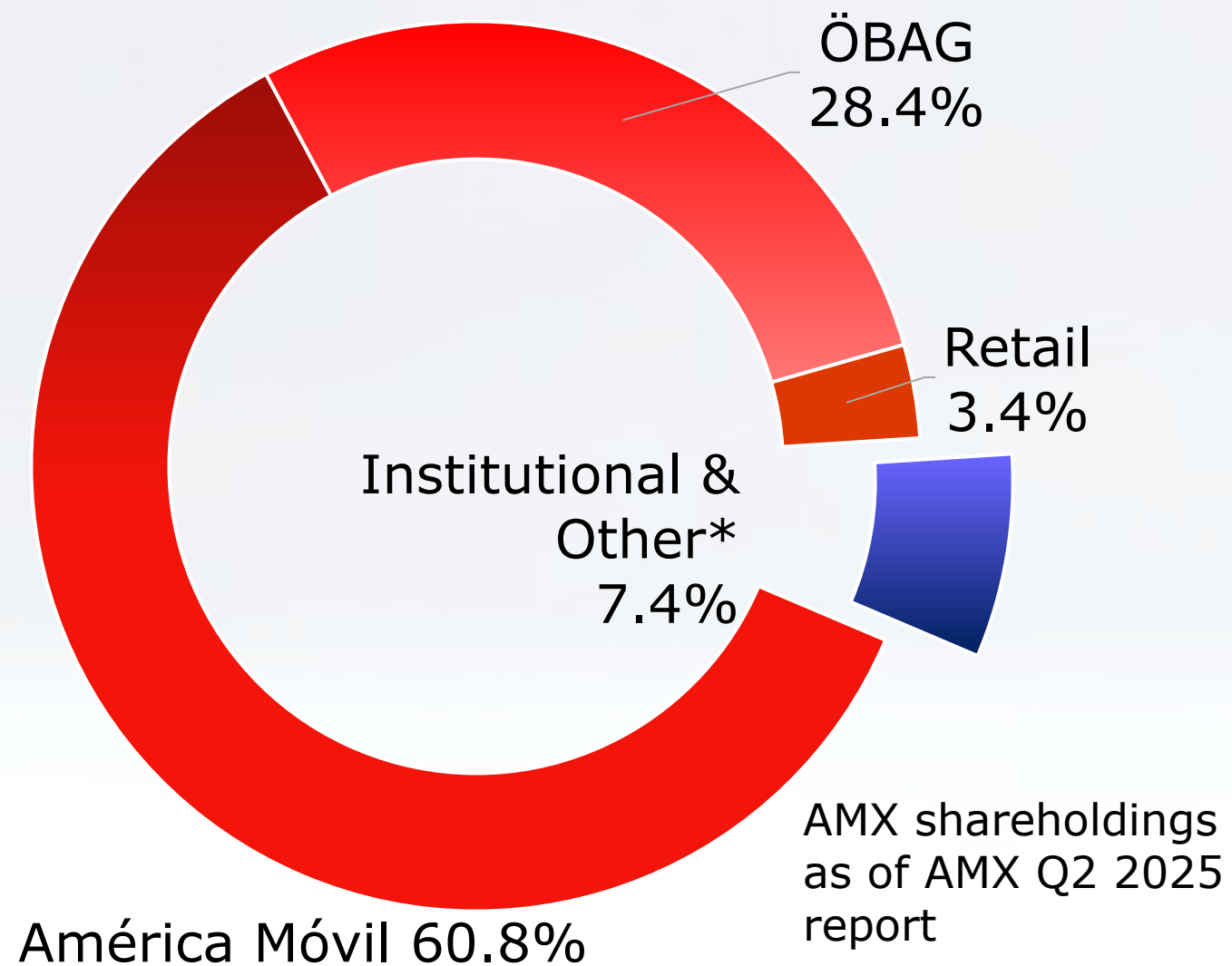
- Maintain our sustainability rating scores
- Monitor ESG in brand perception
- Foster stakeholder exchange

BY = Base year; 1...Employee learning = S goal

The share

Shareholder structure

Two strong shareholders



*thereof 415,159 treasury shares
**calculated with period end FX rate

ÖBAG (Österreichische Beteiligungs AG)

- ÖBAG: independent holding company of state assets. Mission is to preserve and grow its investments for generations.
- Investment portfolio includes also: OMV, Verbund, Post, Casinos Austria, etc.

América Móvil

- Leading telco in Latin America
- Total revenues € 41 bn**
- 323 million mobile customers
- 78 million RGUs
- Listed at the Mexican Stock Exchange and NYSE

Syndicate agreement between América Móvil and ÖBAG

On February 6, 2023, both parties agreed on a new syndicate agreement with a term of 10 years. The publicly known cornerstones of this agreement are the following:

General

- Headquarters to remain in Austria
- Commitment to the listing at the Vienna Stock Exchange
- Free float of at least 10%
- Continued investment program (2022-2031) of € 1 bn for the broadband roll-out in Austria, in particular fiber

Management Board

- Currently 2 members (maximum 3 members)
- CEO nominated by América Móvil
- Deputy CEO nominated by ÖBAG
- Potential third member nominated by América Móvil

Supervisory Board (members elected by shareholders)

- ÖBAG:
 - 2 members
 - Right to nominate the Chairperson
- América Móvil: 8 members

Share price

AT0000720008

Tela.VI

TKA AV

- Shares outstanding: 664,084,841
- Listing: Vienna Stock Exchange



Institution	Rating	Price (€)
AlphaValue/Baader Europe	Buy	11.30
Bank Pekao	Hold	9.70
Bernstein	Buy	11.00
Citigroup	Hold	8.30
Deutsche Bank	Hold	11.00
Erste Group Bank	Buy	9.40
JP Morgan	Hold	9.90
Kepler Cheuvreux	Hold	9.00
ODDO BHF	Hold	9.60
Consensus price target		9.91

As of July 23, 2025

Outlook

Guidance 2025

Revenues

+2-3%
p.a.

CAPEX

~ € 800 mn

CAPEX ex. spectrum

Capital allocation follows conservative financial policy for long-term value creation within rating framework

Ambition to be A- rated (currently: A-/A3)

Conservative financial policy

Ambition on leverage on
Net debt excl. Leases to EBITDAaL

Interest: First choice = fixed interest
Maturity: First choice = long-term
Security: EUR 1 bn back-stop facility

Sustainable dividend policy

Developing in line with operational
and financial performance;
extremely well covered by FCF

Baseline: EURc 0.32
FY 2023: EURc 0.36
2018-2023: increase every year
with >10% CAGR

Value-accretive M&A

- I. In market consolidation
- II. Adjacent portfolio M&A
- III. New markets

Opportunistic approach;
Value-accretion as priority

Reasons to invest

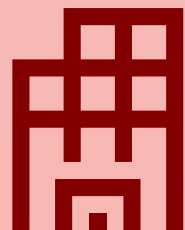
Digital leader in CEE

Voice Telephony | Broadband | Internet | Mobile & Home Entertainment | Smart Home Solutions | Data & IT Services | Security & Digital Payments

Exploiting **growth opportunities in digital services** and profiting from **portfolio diversification:**

- ✓ **in the core** business: on the back of an **excellent customer journey**
- ✓ **in new business areas:** accelerating growth in B2B digital services with **double digit growth rates**

GDP growth CEE outpacing Europe: 2.8% in CEE versus 1.2% in EU 2025



Financial Performance

> **€ 500 mn** free cash flow p.a.

- ✓ **Revenue & EBITDA Growth:** Industry-leading growth with constant increases
- ✓ **Strong Free Cash Flow:** Supporting investments & shareholder returns
- ✓ **Solid Financial Profile:** „A-“ credit rating since 2023, among the best-rated telcos in Europe



Strategic Strengths

#1 and 2 in 6/7 mobile markets

- ✓ **Market Leadership:** Strong brand and market positions in CEE, award-winning network & outstanding customer service
- ✓ **Digital Innovation:** Expanding service offerings through digitalization for retail and business customers
- ✓ **Unique footprint:** Business in Austria brings stability, international business growth



Capital Structure & Shareholder Returns

~ **5%** dividend yield

- ✓ **Financial Strength:** Conservative financial profile provides flexibility for growth
- ✓ **Consistent Dividend Growth:** increase seven years in a row with >10% CAGR
- ✓ **Core shareholders bring further expertise and stability:** AMX (one of the largest telcos) and ÖBAG (Austrian state); minimum 10% free float stipulated in syndicate agreement



Free cash flow: average last 5 years
Dividend yield: per year-end 2024, dividend CAGR for last seven years

Appendix

Management Board



Alejandro Plater (*1967, Argentina)

- Board member since August 2015
 - 2015-2018 as CEO, 2018-2023 as COO
- Before A1, senior roles at Ericsson
- Studied Economics at University of Buenos Aires, post-graduate studies at Columbia and Wharton as well as London Business School



Thomas Arnoldner (*1977, Austria)

- Board member since September 2018
 - 2018-2023 as CEO
- Before A1, board functions at Alcatel-Lucent Austria, T-Systems Austria
- Studied Business Management at Vienna University of Economics & Business and at the Stockholm School of Economics

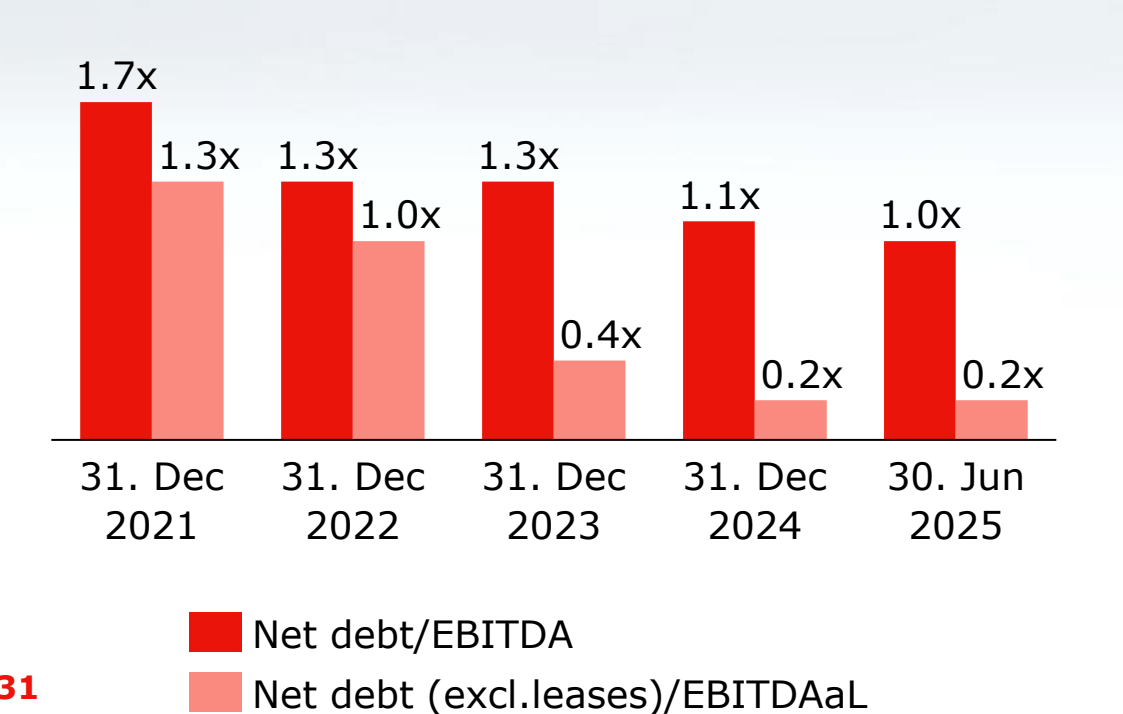
Conservative financial policy and investment-grade ratings

As of June 30, 2025

Overview (June 30, 2025)

- Total financial debt: EUR 979 mn
- Average cost of debt: 1.69%
- Cash & cash equivalents: EUR 355 mn
- Avg. term to maturity: 1.11 years

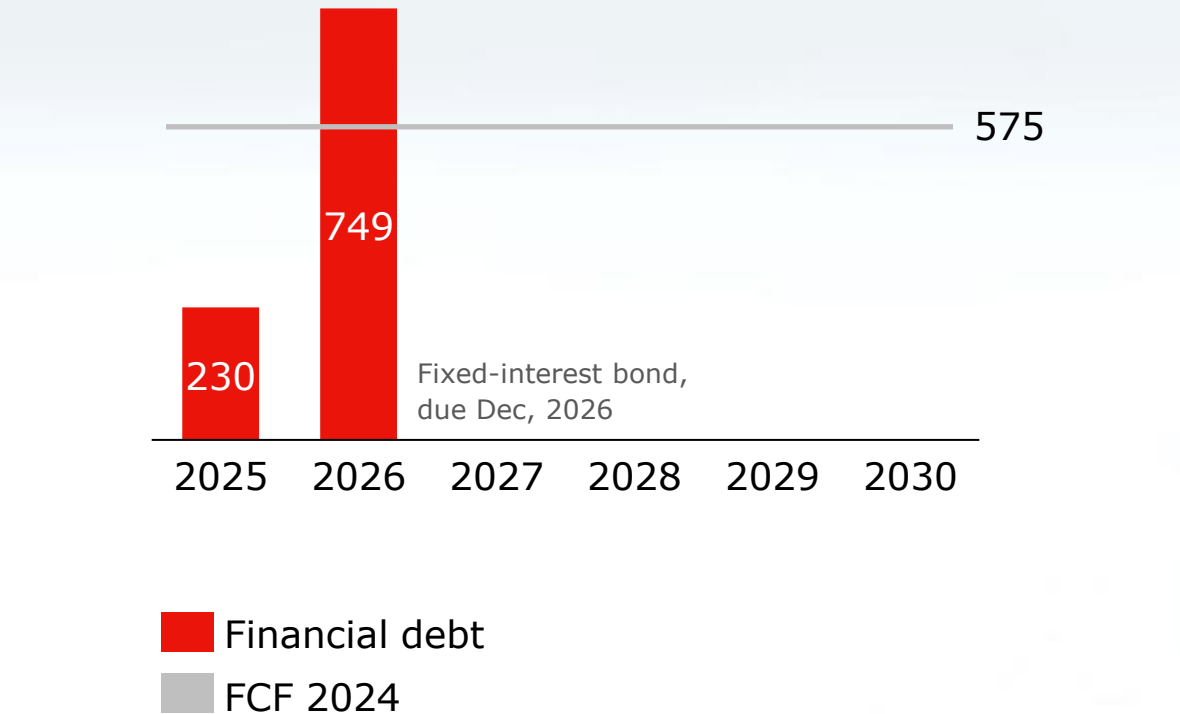
Net debt/EBITDA



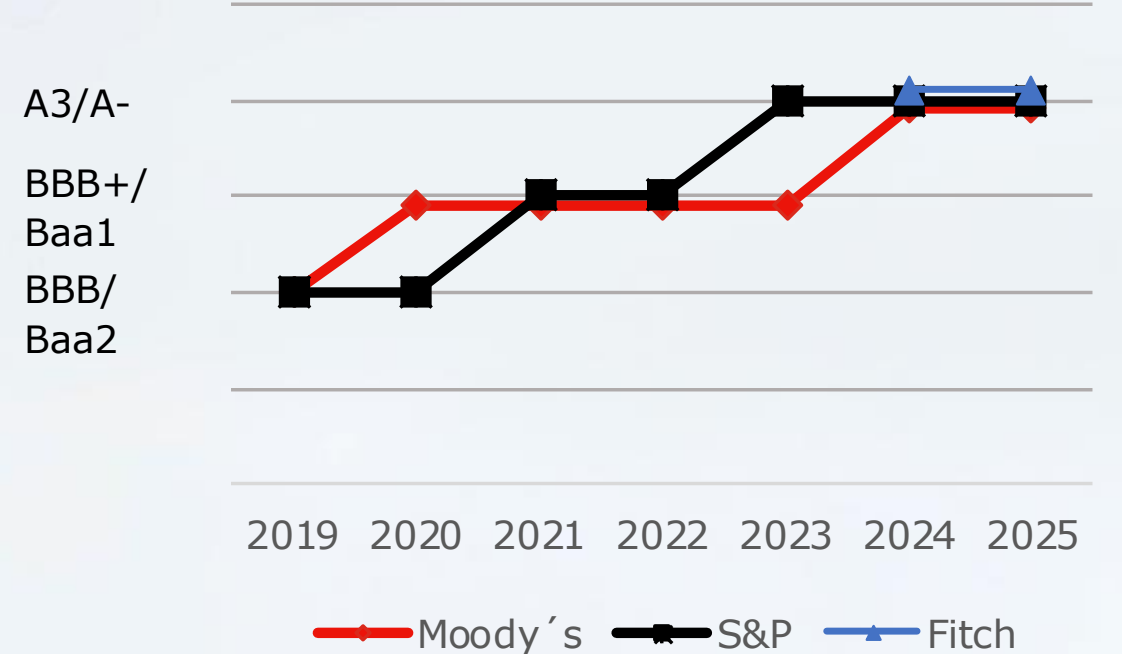
Lines of credit (June 30, 2025)

- Total committed lines: EUR 1,315 mn
 - Average term to maturity: 1.45 years
- Undrawn committed credit lines: EUR 1,085 mn

Debt maturity profile (June 30, 2025)



Credit ratings



- Fitch confirmed A- in 7/2025
- S&P confirmed A- in 5/2025
- Moody's confirmed A3 in 11/2024

P&L

Unless otherwise stated, all amounts in EUR mn

	Q2 2025	Q2 2024	Δ	H1 2025	H1 2024	Δ
Revenues	1,370	1,316	+4.1%	2,685	2,583	+3.9%
OPEX	(849)	(812)	+4.6%	(1,685)	(1,624)	+3.8%
EBITDA	521	504	+3.4%	999	959	+4.2%
Margin	38.0%	38.3%	-0.3pp	37.2%	37.1%	+0.1pp
one-off effects	-	21	n.m.	-	21	n.m.
Restructuring	18	18	-2.6%	53	39	36.7%
EBITDAaL	414	400	+3.5%	785	753	+4.3%
Margin	30.2%	30.4%	-0.2pp	29.2%	29.1%	+0.1pp
EBIT	217	218	-0.6%	401	396	1.2%
EBIT margin	15.8%	16.6%	-0.7pp	14.9%	15.3%	-0.4pp
Financial result	(20)	(23)	-15.9%	(40)	(49)	-19.4%
Income taxes	(46)	(49)	-5.3%	(84)	(83)	1.3%
Net result	151	146	3.4%	277	263	5.1%

Q2 2025

Core OPEX in Q2 excluding one-offs:

- Driven by higher advertising and product-related costs
- Lower costs for electricity, maintenance and stringent cost control and transformation partly offset increases

EBIT remained largely stable in Q2 and rose slightly in H1

- higher D&A due to different asset mix

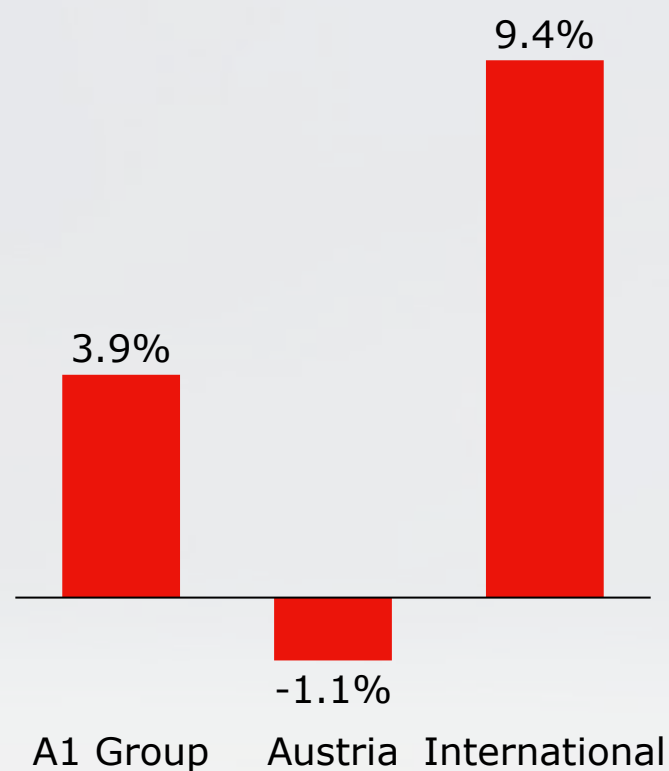
Financial Result improved

- mainly due to higher interest income

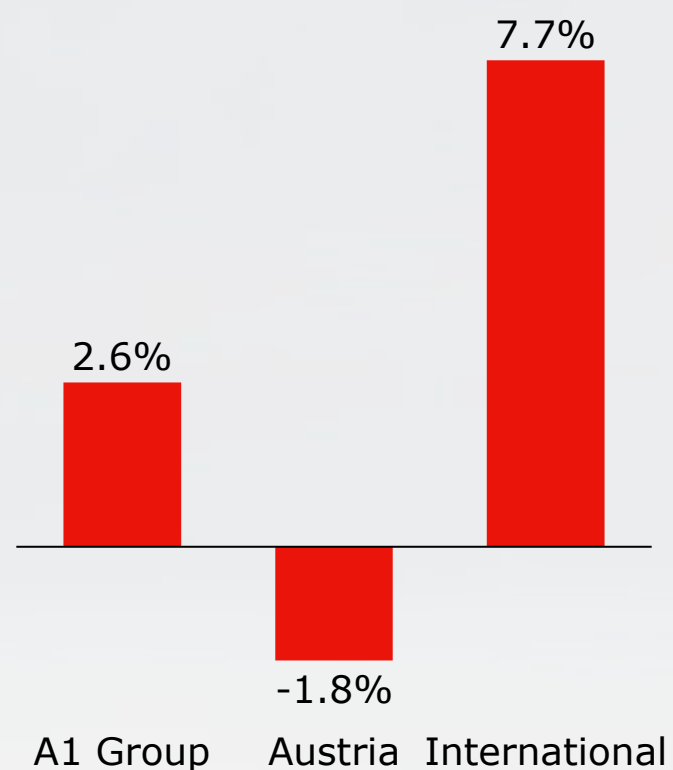
Resulting in higher net result

Main Financials H1 2025

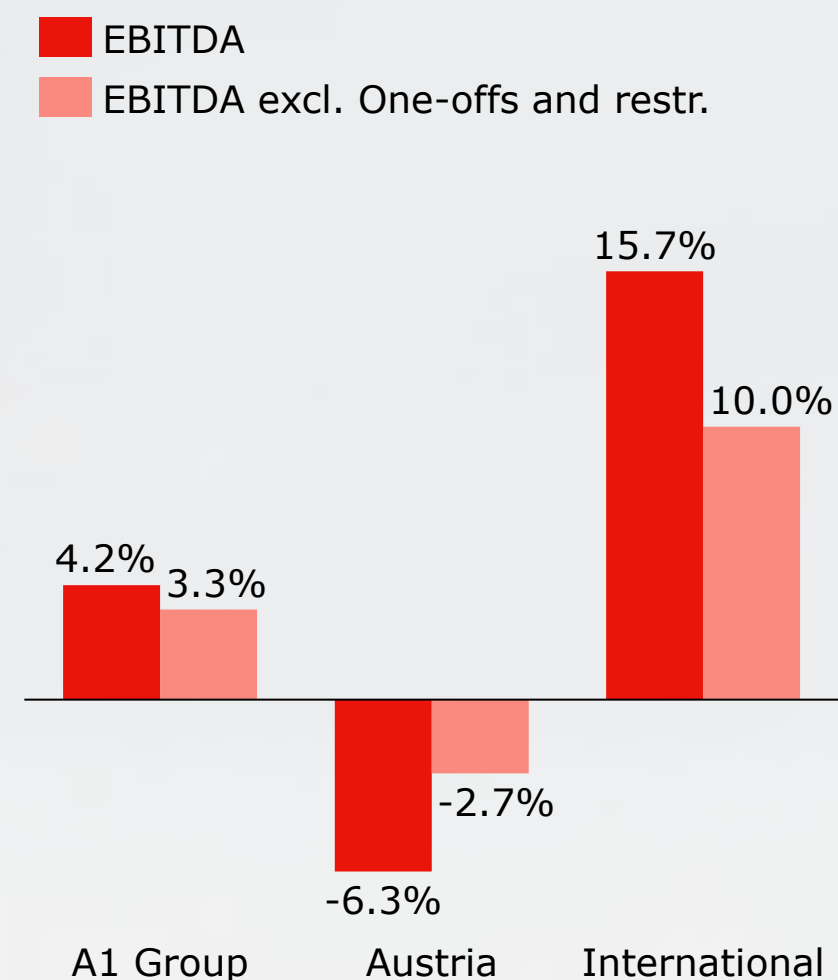
Total Revenues 2.685 mEUR



Service Revenues 2.253 mEUR



EBITDA 999 mEUR



*Austria excl. International Business; including IB: Total revenue growth: -0.8%, service revenue growth: -1.4%

International incl. Bulgaria, Croatia, Belarus, Slovenia, Serbia, Macedonia + A1 Digital

Restructuring:

H1 2025: neg. EUR 54 mn vs. H1 2024: neg. EUR 39 mn

One-offs:

H1 2024: neg. EUR 21 mn

Free Cash Flow

Unless otherwise stated, all amounts in EUR mn

	Q2 2025	Q2 2024	Δ	H1 2025	H1 2024	Δ
EBITDA	521	504	3.4%	999	959	4.2%
Restructuring charges, cost of labor obligations	18	19	-2.4%	55	41	33.8%
Lease paid (principal, interest, prepayments)	(101)	(96)	5.0%	(205)	(193)	6.3%
Income taxes paid	(33)	(31)	5.5%	(50)	(54)	-7.6%
Net interest paid	4	4	-0.2%	9	7	40.3%
Change working capital and other changes	(41)	(11)	277.8%	(51)	(63)	-19.5%
CAPEX	(166)	(247)	-32.9%	(387)	(480)	-19.3%
FCF before soc. plans	203	142	42.8%	371	217	71.2%
Social plans new funded	(24)	(19)	23.2%	(39)	(42)	-8.9%
Free cash flow	179	123	45.9%	333	175	90.6%
FCF/revenues	13.1%	9.3%	+3.7pp	12.4%	6.8%	+5.6pp

H1 2025

Free Cash Flow in H1 2025 higher due to

- better operational result,
- lower CAPEX,
- favorable changes in working capital,
- offsetting higher leases paid.

Change in working capital and other changes:

- Favorable development in payables and receivables overcompensates increase in inventories and installment sales.

Focus Topics

Austria: Navigating through a challenging macro and competitive landscape with a customer-centric focus

Macro and market challenges

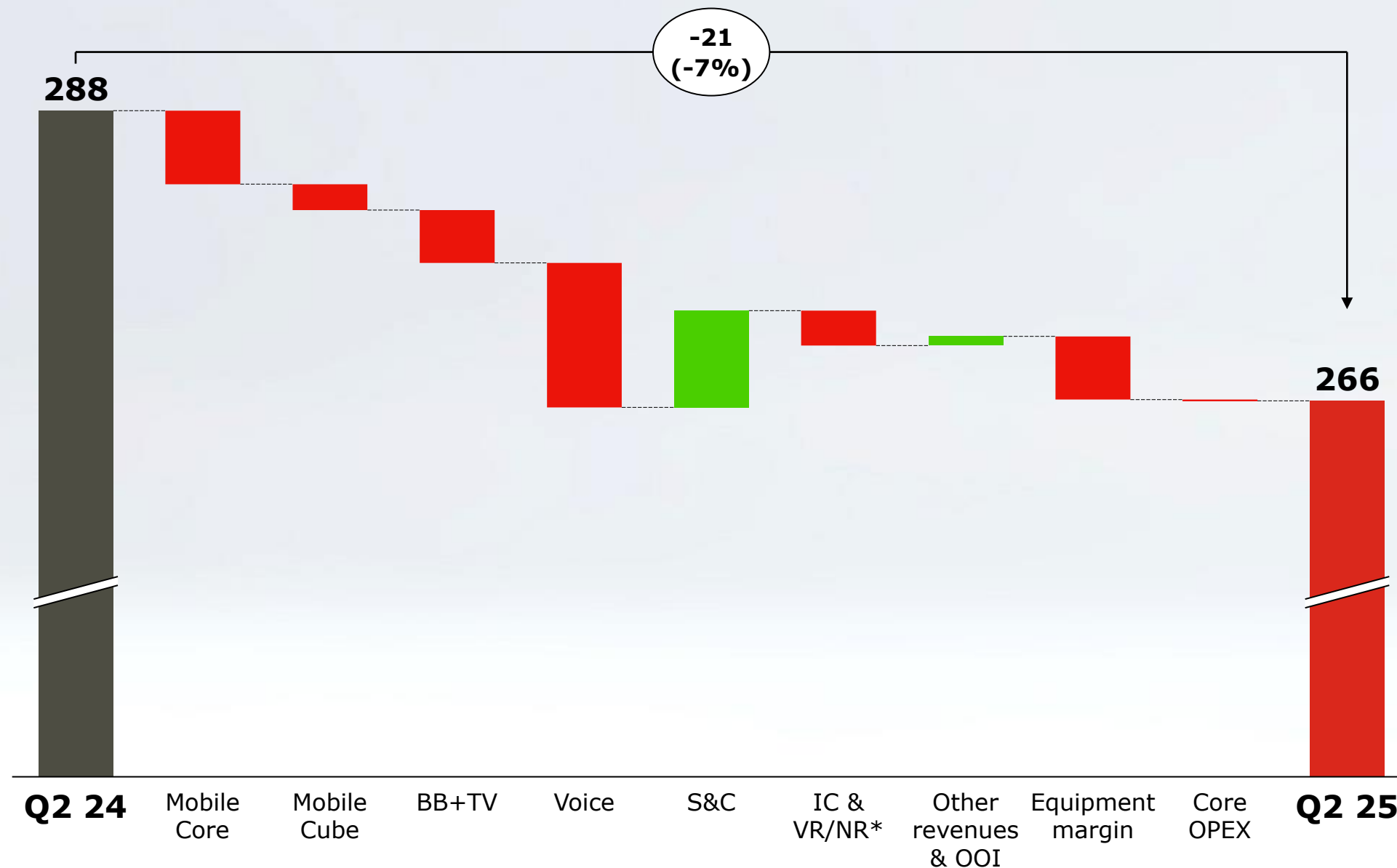
- 3rd year of **recession**
- **High inflation:** 8.6% (2022), 7.8% (2023) and increased price sensitivity
- **Competitive pressure** from MVNOs and in low-value cube market
- **SIM-only** trend
- **Fibre roll-out:**
 - high roll-out costs
 - low take rates
 - strong cube market
 - challenges from mobile-friendly regulation

Our Approach

- ✓ Grow customer base
- ✓ **Churn prevention** in fixed and tech-agnostic internet@home approach
- ✓ Regional sales push (Vienna)
- ✓ Increased **strategic market investments**
- ✓ Continuously **reevaluating fiber program** and **potential fiber cooperations**, i.e. Innsbruck

Austria: EBITDA impacted as strategic focus on long-term customer retention and strengthening market position persists

EBITDA excluding one-off effects and restructuring



- Slowdown in indexation versus previous year: 2.9% (Apr'25) vs 7.8% (Apr'24) and lack of upselling potential
- Service fee losses since Q1 2024
- Lower equipment margin due to increased subsidies
- Extensive market communications and advertising mitigated by efficiency measures and savings

Tackling challenges with customer-centric focus and using financial flexibility to invest into market

Austria: Mobile core net adds on the rise while internet@home segment faces headwinds – market shares remain resilient

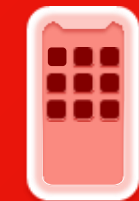


Internet@home subscriber trends challenging

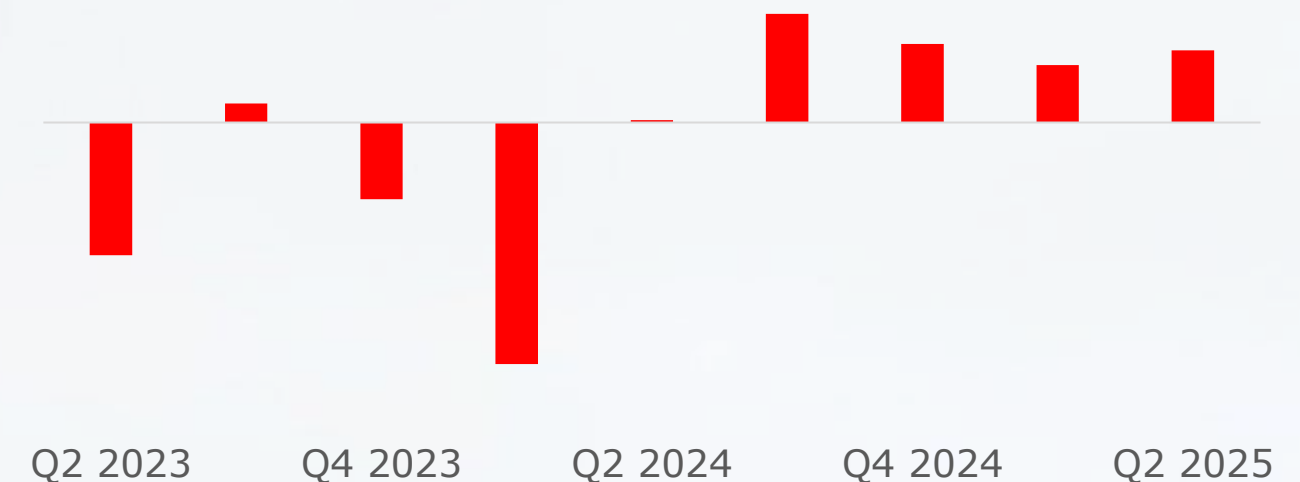
I@H

I@H <300 mbps

BBI >300 mbps



Net adds in mobile core trending positively



- Focus on fixed internet above 300 mbps
- Internet@Home:
 - technology-neutral approach below 300 mbps
 - cube gross adds trending positively
- Mobile core segment with positive trend in net additions

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