

Investor Presentation

June 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

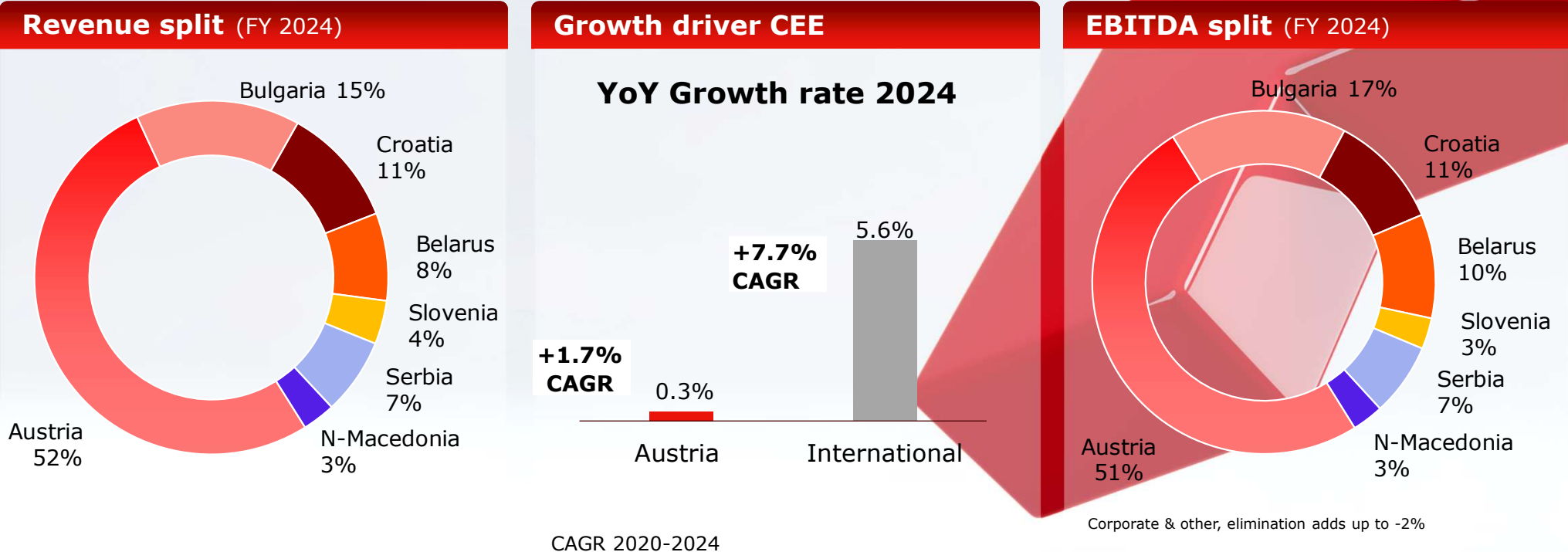
of >200 telcos
Sustainalytics

Top 5%

Ecovadis
sustainability
rating



Well-balanced performance across geographic footprint

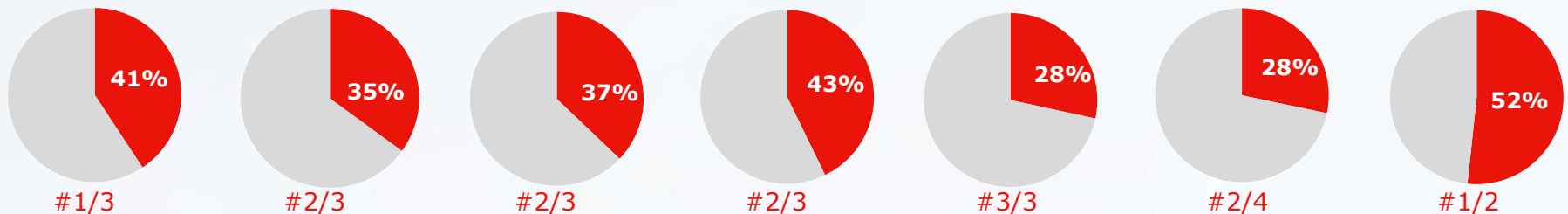


Business in Austria brings stability to the A1 Group, international business growth.

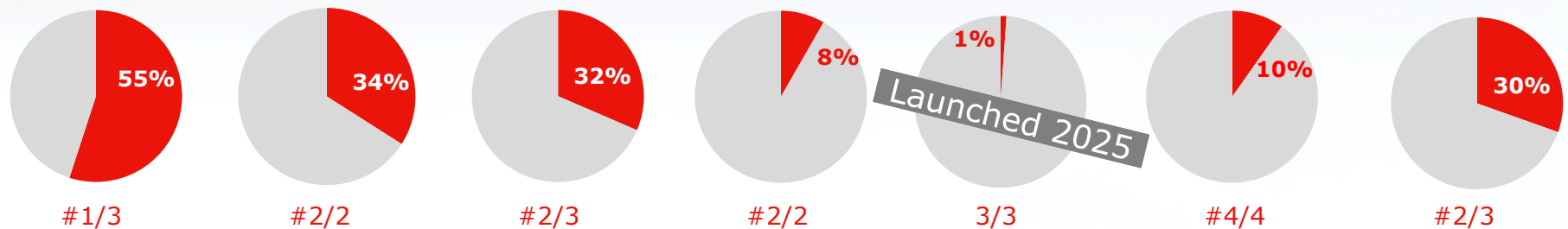
Market Shares

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

Mobile



Fixed



Mobile and fixed market positions both based on Service Revenues Market Shares per Q4 2024; Austria excl. fixed voice

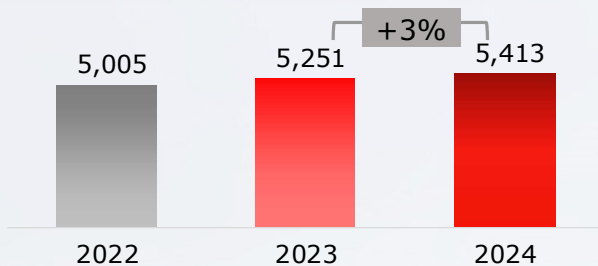
5 Slovenia: Telemach Slovenia signed agreement to acquire T2 in August 2024, approvals pending

Financials

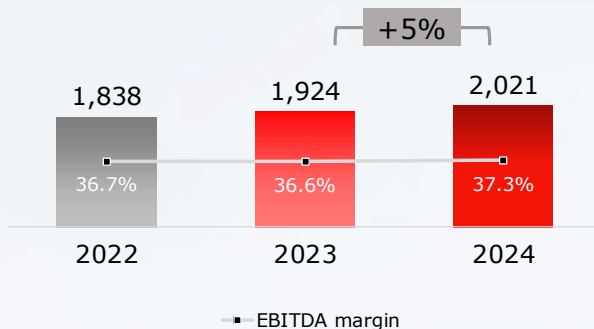
Financial performance

(Unless otherwise stated, in € mn)

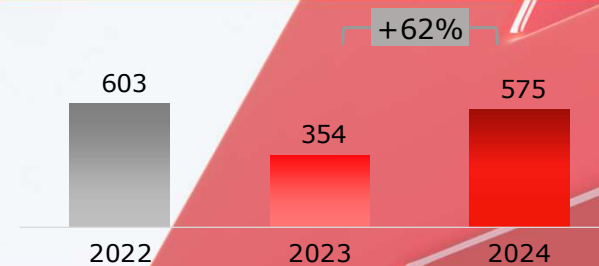
Revenues



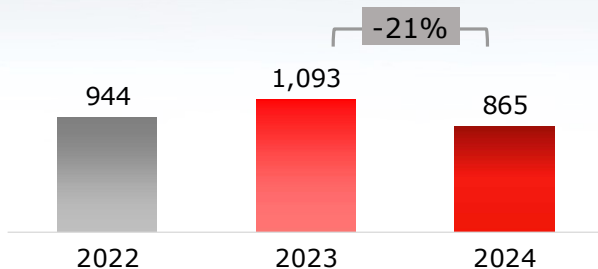
EBITDA



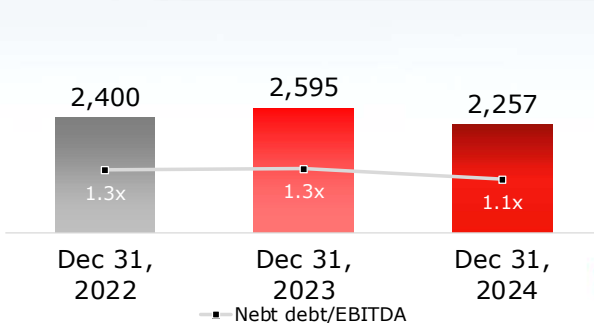
Free cash flow



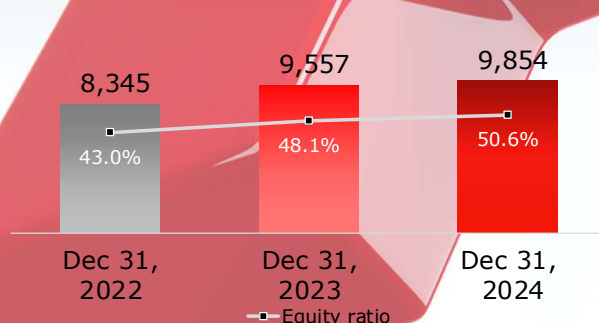
CAPEX (incl frequencies)



Net debt



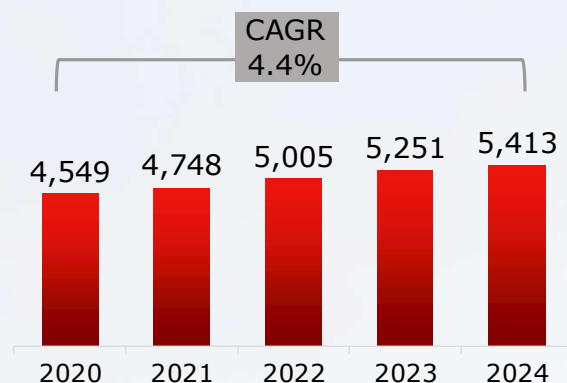
Balance sheet & equity ratio



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

Sustainable growth and strong free cash flow

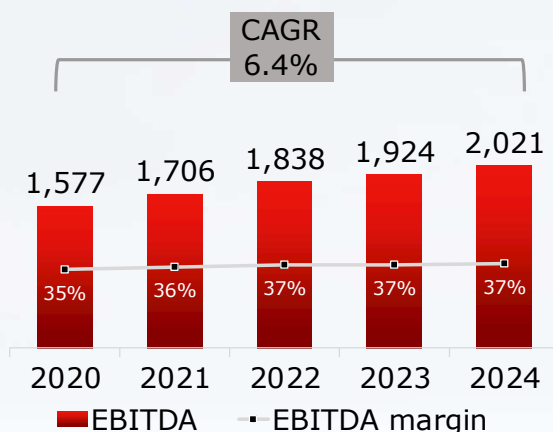
Revenues consistently growing



Steady top-line growth...

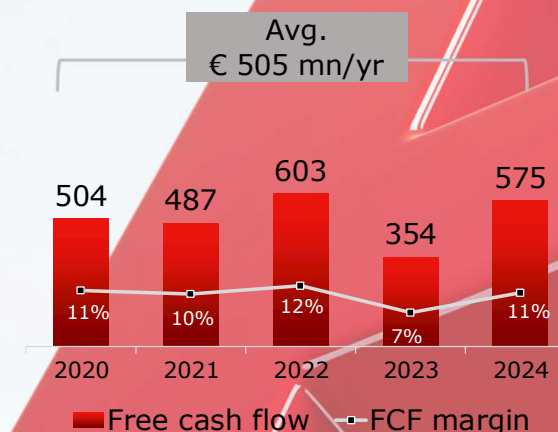
3.1% Y-o-Y growth in 2024

EBITDA increased significantly



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

Robust free cash flow

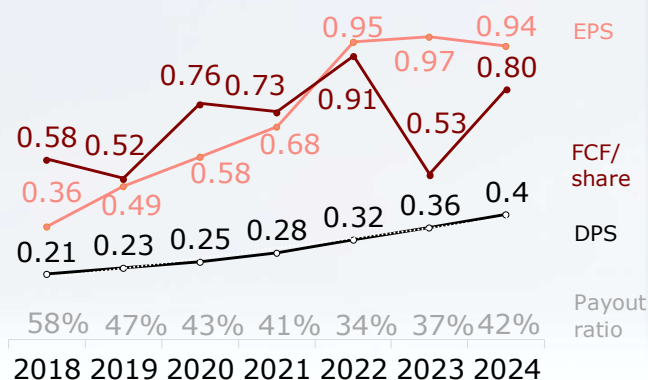


... leading to robust free cash flows.

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

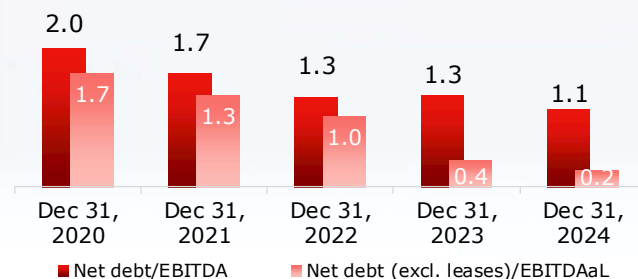
Sustainably rising dividend and strong deleveraging as solid foundation for future growth

Sustainable dividend policy



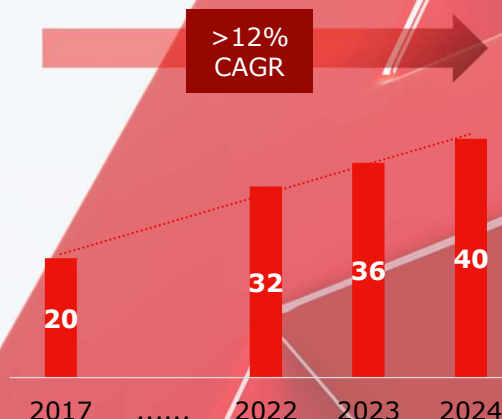
Strong FCF generation in combination with a prudent but sustainable dividend policy ...

Net debt reduction



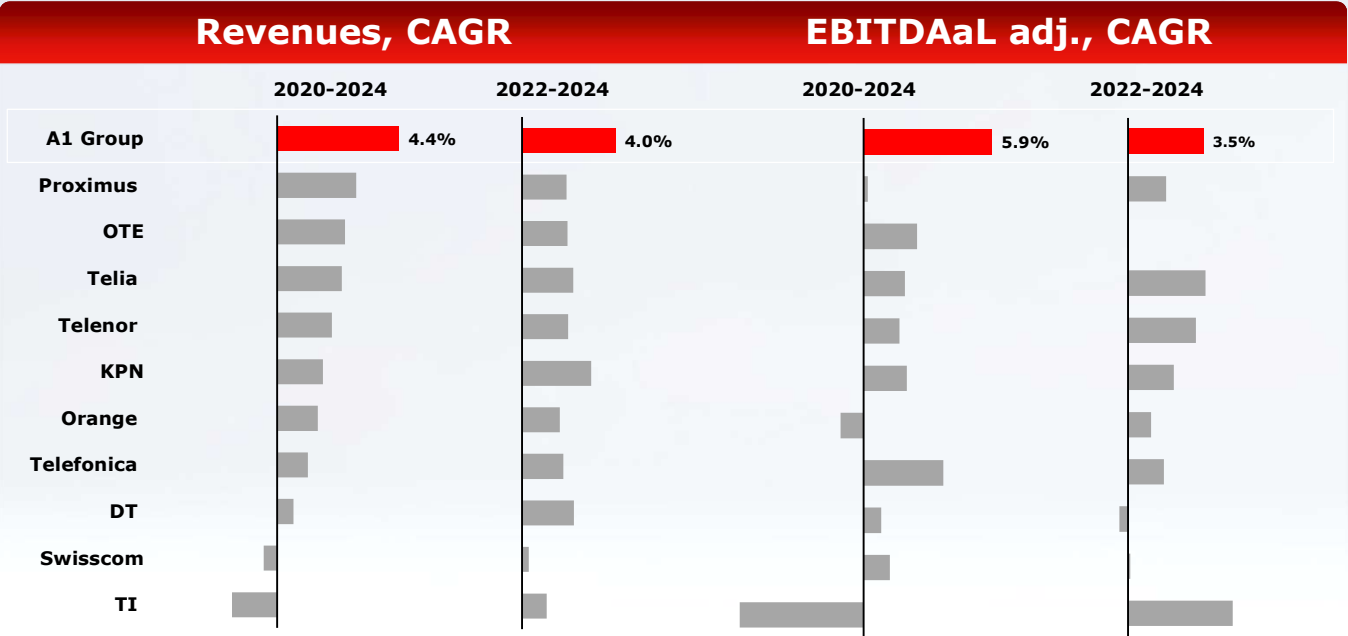
... enabled A1 to strongly deleverage. This provides financial flexibility for future growth opportunities.

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					

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

As of February 14, 2025
+ Government/group support

Performance full year 2024

5,413mEUR
+3.1%

Total revenues

4,502mEUR
+3.5%

Service Revenues

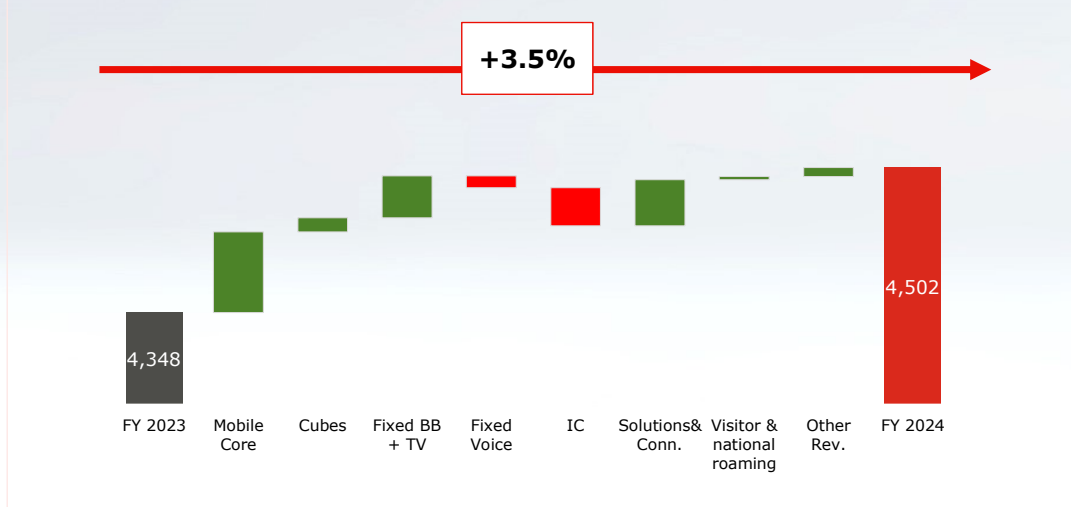
2,021mEUR
+5.1%

EBITDA

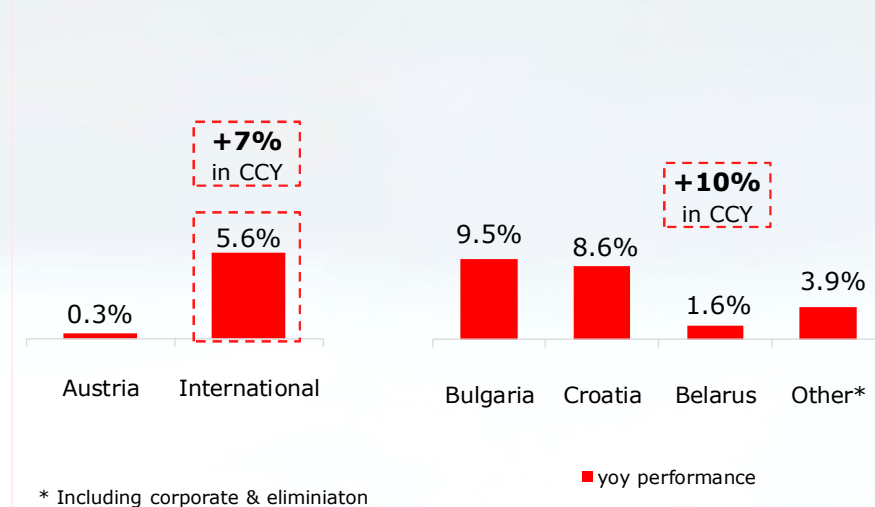
575mEUR
+62.5%

Free cash flow

Service revenue growth drivers, YTD



Total revenue growth – Group and International, YTD



Strategy

Strategy follows the vision: Empowering digital life

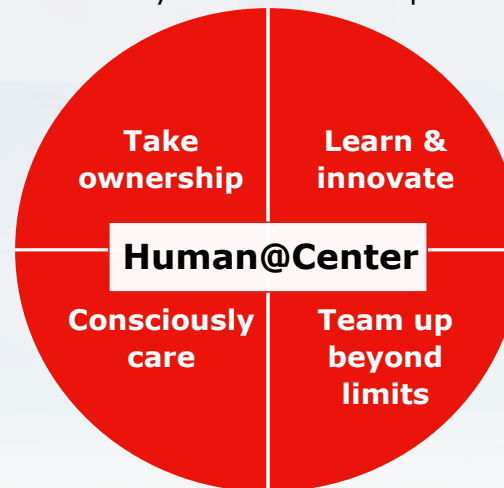
Evolve the core

- 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**

Transparency &
Autonomy

Growth &
Inspiration



Purpose &
Well-being

Connection &
Flexibility

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**

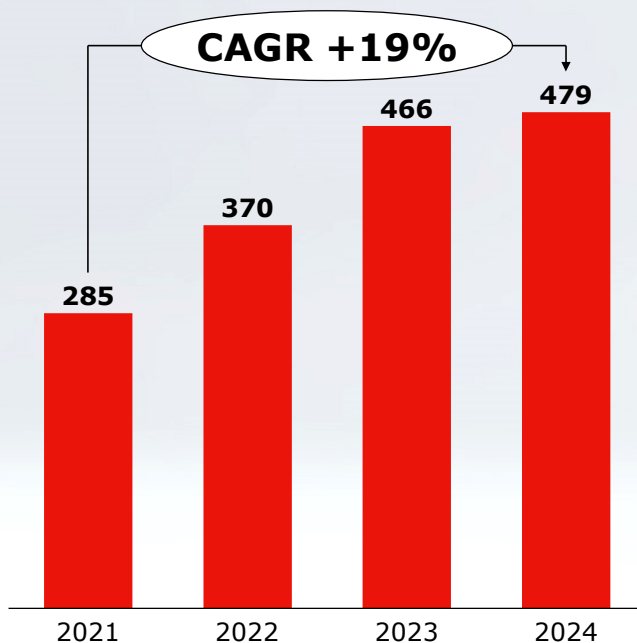
Brand

ESG

Security

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

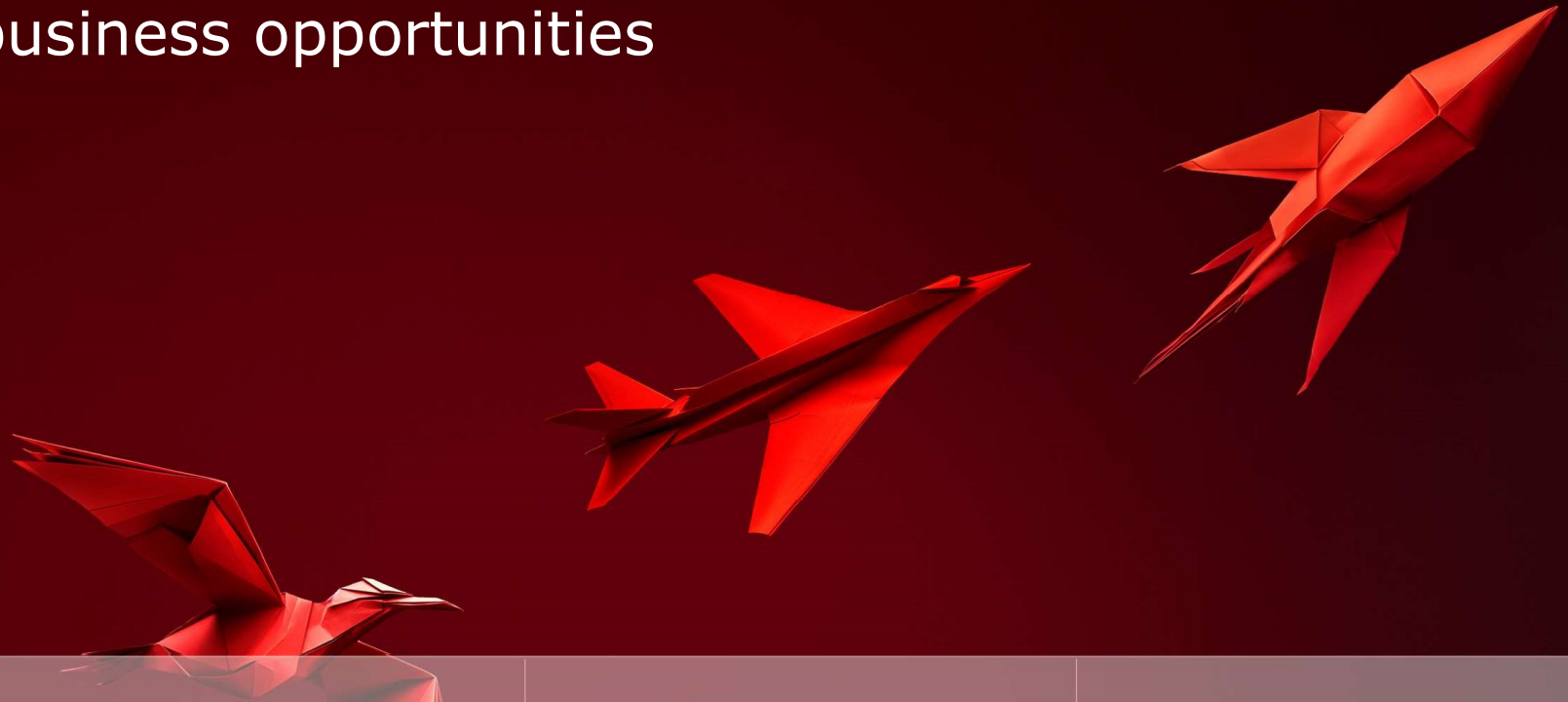
Partner
Sales
Network

One **Modular**
Product
Portfolio

One
Digital
Platform

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

Unfolding our business opportunities



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

Extend
B2B
Digital Services
(ICT)

Enable
SME

Scale
Financial
Services

Unfolding our business opportunities

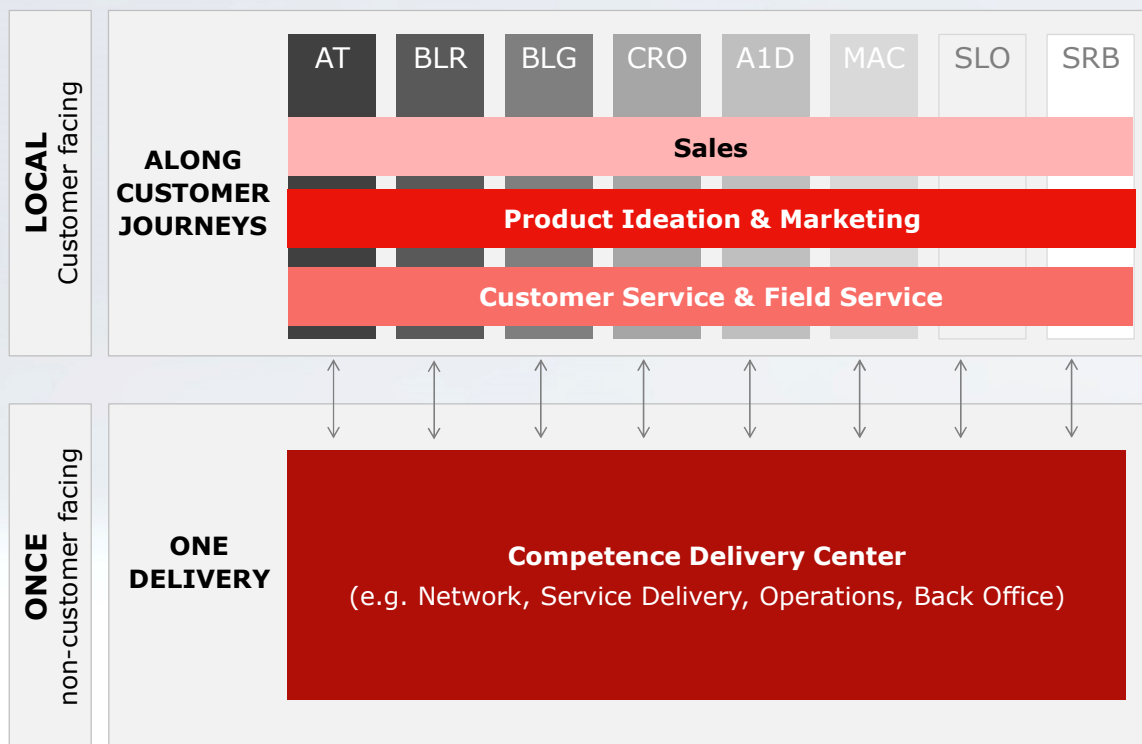
Evolve
the **CORE** to
#1

**From Product to
Customer Journey
@Scale**

**From Network to
Connectivity
Plus**

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

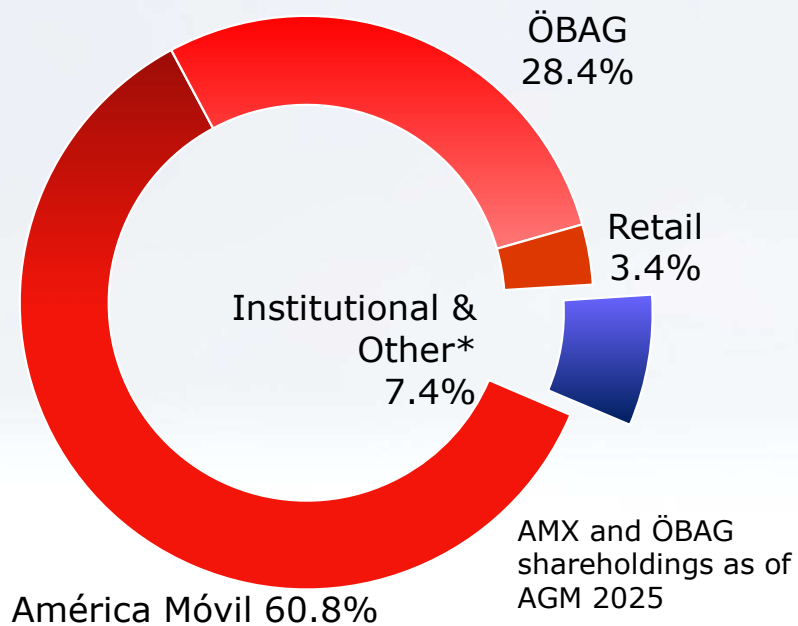
- Maintain our sustainability rating scores
- Monitor ESG in brand perception
- Foster stakeholder exchange

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	10.70
Bank Pekao	Hold	9.70
Bernstein	Buy	10.80
Citigroup	Hold	8.30
Erste Group Bank	Buy	9.40
JP Morgan	Hold	9.90
Kepler Cheuvreux	Hold	9.00
ODDO BHF	Hold	9.60
Consensus price target		9.68

As of June 10, 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

Investment Case Telekom Austria



Leading telco across CEE

- Among top 2 mobile operators in 6 out of 7 core markets
- 30 million customers in Europe
- >80% of Group EBITDA in investment-grade rated countries



Top performing incumbent telco in Europe

- Strong growth rates, high profitability, robust FCF
- Low financial leverage
- Sustainable dividend development with constant increase
- A- rated by all three major credit rating agencies



Modern and lean corporate structure

- Well-balanced performance: stability in Austria, growth in CEE
- Core shareholders: AMX (one of the largest telcos) + ÖBAG (Austrian state)
- Top ESG Ratings: Sustainalytics' 2025 ESG Top-Rated Industry list



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 March 31, 2025

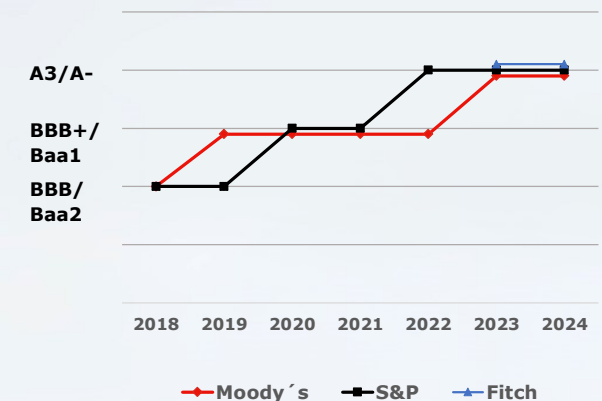
Overview (March 31, 2025)

- Total financial debt: EUR 749 mn
- Average cost of debt: 1.50%
- Cash & cash equivalents: EUR 505 mn
- Avg. term to maturity: 1.69 years

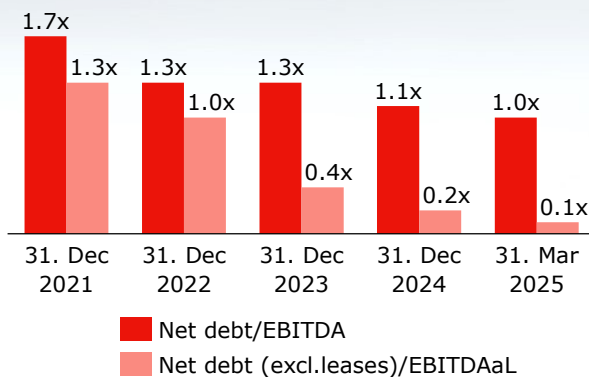
Lines of credit (March 31, 2025)

- Total committed lines: EUR 1,315 mn
 - Average term to maturity: 1.71 years
- Undrawn committed credit lines: EUR 1,315 mn

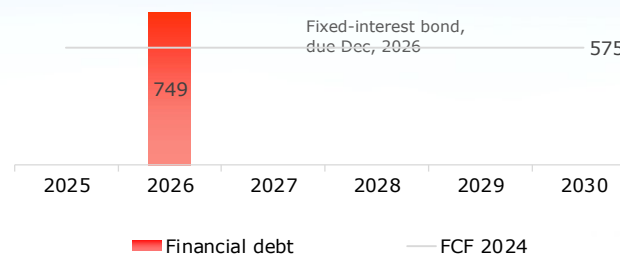
Credit ratings



Net debt/EBITDA



Debt maturity profile (March 31, 2025)



- Fitch assigned A- in June 2023 (initial rating, best European telco)
- S&P confirmed A- in 5/2024
- Moody's confirmed A3 in 11/2024

P&L

Unless otherwise stated, all amounts in EUR mn

	Q1 2025	Q1 2024	Δ
Revenues	1,314	1,267	+3.7%
OPEX	(837)	(813)	+2.9%
EBITDA	478	454	+5.2%
Margin	36.4%	35.9%	+0.5pp
one-off effects	-	-	-
EBITDAaL	371	353	+5.1%
Margin	28.2%	27.9%	+0.4pp
EBIT	184	178	3.5%
EBIT margin	14.0%	14.0%	-0.0pp
Financial result	(20)	(26)	-22.4%
Income taxes	(38)	(34)	10.7%
Net result	125	117	7.1%
Net margin	9.5%	9.2%	+0.3pp

Q1 2025

Core OPEX excl. restructuring decreased by 1.6%

- Supported by lower costs for network maintenance and lower total workforce costs (excl. restructuring).

EBIT increased

- Despite higher D&A in long-term assets Austria

Financial Result improved

- Mainly due to higher interest income

Net result higher

- Despite higher income taxes resulting from higher taxable income

Free Cash Flow

Unless otherwise stated, all amounts in EUR mn	Q1 2025	Q1 2024	Δ
EBITDA	478	454	5.2%
Restructuring charges, cost of labor obligations	37	22	64.6%
Lease paid (principal, interest, prepayments)	(104)	(97)	7.5%
Income taxes paid	(17)	(23)	-25.6%
Net interest paid	6	3	90.2%
Change working capital and other changes	(9)	(52)	-82.1%
CAPEX	(222)	(233)	-4.9%
FCF before soc. plans	168	75	125.3%
Social plans new funded	(15)	(23)	-36.1%
Free cash flow	153	52	196.8%
FCF/revenues	11.7%	4.1%	+7.6pp

Q1 2025

Free Cash Flow in Q1 2025 higher due to

- Higher operational result,
- lower CAPEX &
- favorable changes in working capital & other.

Change in working capital and other changes:

- Better accounts payable & receivable offset
- increase in inventories (timing of Easter).

Focus Topics

A1 Austria | Multi-technology strategy and diligent CAPEX spend

01 Fragmented market

02 High rollout costs

03 Mobile substitution

Reinforced partnering

Targeted partnering with selective networks

Reprioritized rollout

Lower rollout costs and increase take-rates

Fixed wireless access

Provide 'fixed-like' mobile substitute for customers

A1 Austria | Prioritizing sustainable growth over rapid deployment

Fibre

850k

FTTP Homes passed YE24

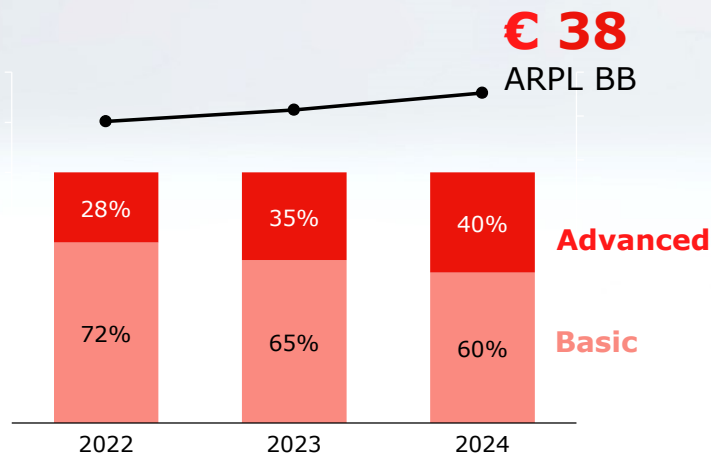
5G

86%

Pop. Coverage YE24

- Fixed | Monetizing investments by improving connect/pass ratio
- Mobile | 5G | From pop coverage to capacity increase

Growth in advanced BB RGUs & ARPL



+3.5%
CAGR 2022-2024
I@H revenues

X- & Up-selling beyond the CORE

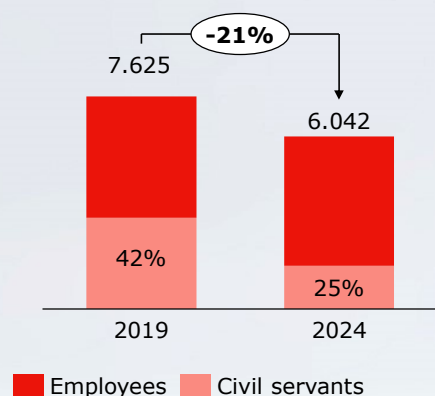
137k
Speed
Upsells

€ 11m
Security
Revenues

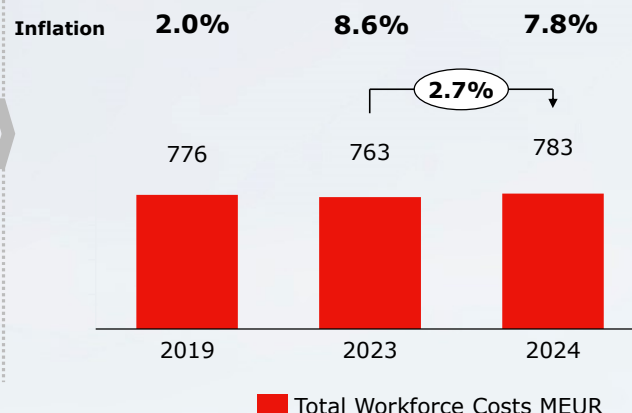
€ 14m
Insurance
Revenues

AT Restructuring | long term transformation with mid-term positive impact on FCF

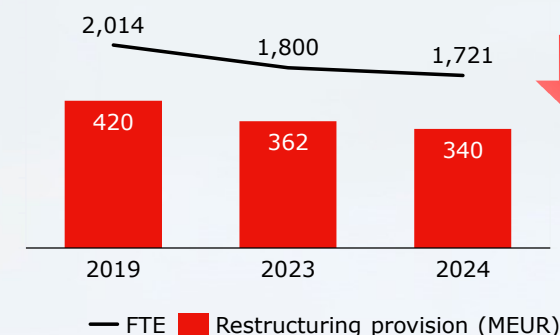
Constant decrease of civil servant share driven by **social plans** ...



... and lower EWFs, slowing down inflation-driven TWC increase



...resulting in mid-term free cash flow upside



As of 2026 we expect

- > Lower **social plan funding** in FCF
- > Lower **restructuring costs** in P&L
- > Decrease in **restructuring provision**

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