Results for Q1 2023

A1 Telekom Austria Group

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. 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.

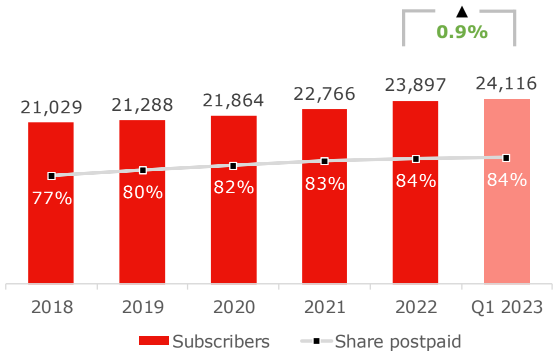
This presentation does not constitute a recommendation or invitation to purchase or sell securities of A1 Group.

Highlights Q1 2023

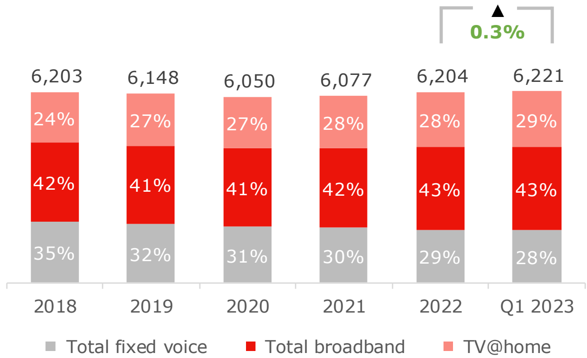
- Group **service revenues up +5.1%** yoy, driven by mobile segment and Solution & Connectivity
- **Strong equipment sales** across the footprint fostered by Easter promotional activities
- Group **EBITDA higher +1.0%** yoy
  - driven by increased core OPEX (energy and product-related items)
  - majority of inflation-linked tariff increases to happen in Q2
- **CAPEX**: **increase** by € 67 mn reaching € 247 mn
- **FCF** below PY due to **higher CAPEX** and **working capital reflecting higher Q4 2022 CAPEX**
- Croatia: Secured spectrum for 15 years in a public auction.
- Slovenia: New, fully digital mobile operator "re:do" launched
- **Tower assets**: focus on executing spin-off decision; **listing anticipated for H2 2023**

Customer-related information

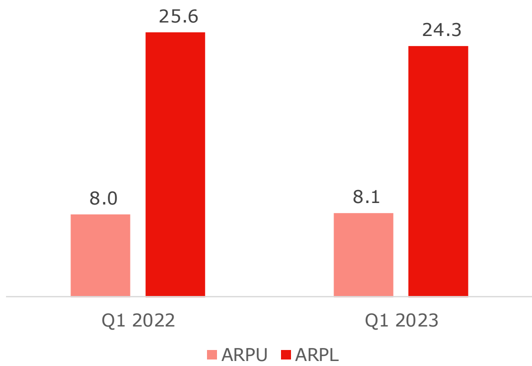
Mobile subscribers (in thousand)



RGUs (in thousand)



Q1 '23 Group ARPU and ARPL (in €)



Number of **mobile subscribers** rose by **+5.2%** yoy (+0.9% in Q1 '23); excl. M2M customers stable development.

RGUs growing at +2.4% yoy (+0.3% in Q1 '23).

Q1 2023 Group **ARPU** +1.3% yoy

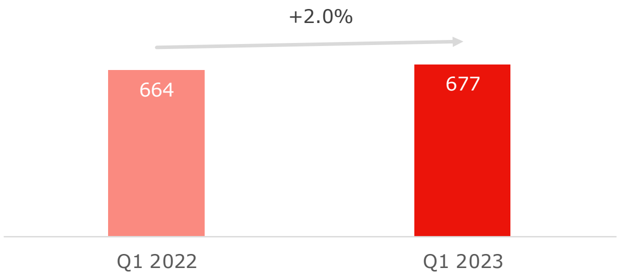
Q1 2023 Group **ARPL** -5.4% yoy; reflects increasing share of access lines in internat. operations (with lower ARPLs)

Segment Austria in Q1 2023

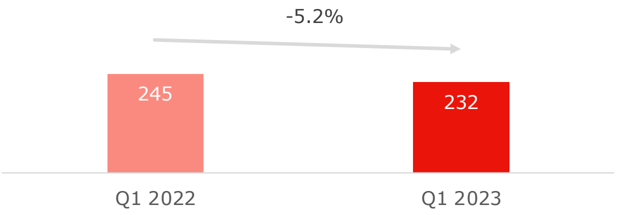
Highlights

- Ongoing intensified market dynamics
- Mobile:
  - Solid performance of mobile Wi-Fi routers and high-value tariffs
  - Higher number of gross-adds but also higher rotational churn triggered by investments in customer retention and acquisition by mobile operators
- Fixed:
  - Up-selling to high-speed internet products helped ARPL grow
  - Strong performance of Solution & Connectivity business compensates for a decline of fixed voice traffic and IC revenues (EU regulation)
- Pressure on EBITDA from:
  - Increased electricity, product-related costs and advertising expenses
  - Higher customer retention costs weighed on the equipment margin

Revenues (€ mn)



EBITDA (€ mn)

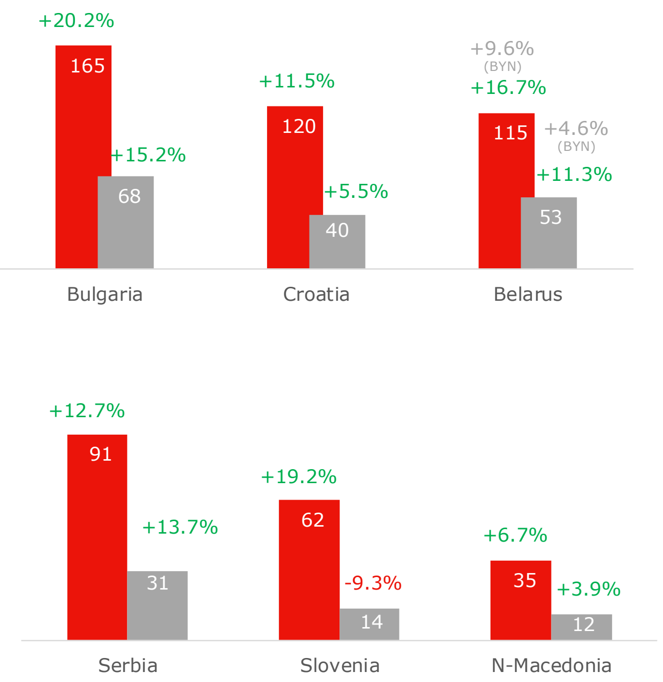


International segments in Q1 2023

Growing service revenues and equipment revenues across the entire CEE segment, with EBITDA higher in all markets except Slovenia.

- **Bulgaria:** continued strong operational momentum with focus on profitability and new business areas.
- **Belarus:** operational development supported by favorable FX development (BYN p.a. appreciation +6.4% yoy).
- **Croatia:** strong performance of the mobile business outweighed slightly higher core OPEX and lower equipment margin. Frequencies acquired for 15 years, costing € 109 mn.
- **Serbia:** solid EBITDA growth driven by higher service revenues and positive equipment margin despite higher core OPEX.
- **Slovenia:** revenues up due to higher equipment revenues, new IC for text messages and tariff increases. Pressure from electricity and workforce costs. Higher advertising around re:do launch.
- **N.Macedonia:** broad revenue growth, higher salaries and content costs.

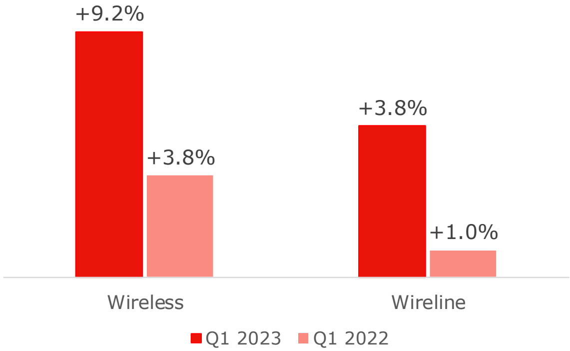
Revenues and EBITDA (€ mn)



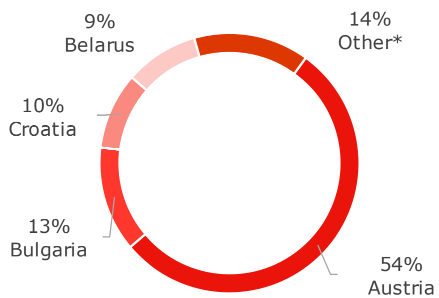
Group revenues

Unless otherwise stated, all amounts in € mn	Q1 2023	Q1 2022	
Service revenues	1,038	988	+5.1%
Equipment revenues	195	155	+25.5%
Other operating income	24	23	+6.0%
Total revenues	**1,258**	**1,166**	+7.8%

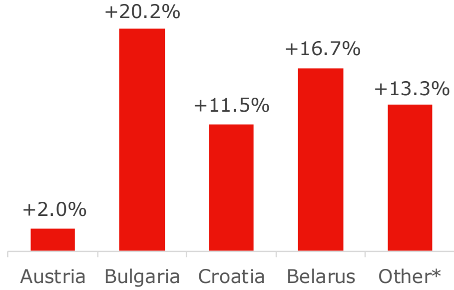
Service revenues: growth rates



Revenues: regional split



Revenues: Growth by segment



* Incl. corporate and eliminations

P&L

Unless otherwise stated, all amounts in € mn

	Q1 2023	Q1 2022	
Revenues	**1,258**	**1,166**	**+7.8%**
OPEX	(822)	(735)	+11.8%
Restructuring	(21)	(21)	+0.3%
EBITDA	**436**	**432**	**+1.0%**
EBITDA margin	*34.7%*	*37.0%*	*-2.3%*
before restructuring	457	453	+1.0%
Margin	*36.3%*	*38.8%*	*-2.5%*
after leases	389	387	+0.3%
Margin	*30.9%*	*33.2%*	*-2.3%*
EBIT	**195**	**194**	**0.3%**
EBIT margin	*15.5%*	*16.7%*	*-1.2%*
Financial result	**(21)**	**(26)**	**-17.8%**
Income taxes	(39)	(38)	3.0%
Net result	**135**	**131**	**3.2%**
Net margin	*10.7%*	*11.2%*	*-0.5%*

Total **costs and expenses** higher, driven by:

- Energy costs (up 40% yoy)
- Workforce costs (up 3% yoy)
- Inflation

Operating result on par with PY.

Financial result improved versus PY due to lower FX-losses.

Net result increased by +3.2% yoy.

Free cash flow

Unless otherwise stated, all amounts in € mn	Q1 2023	Q1 2022	
EBITDA	436	432	+1.0%
Restructuring charges, cost of labor obligations	23	23	+0.3%
Lease paid (principal, interest, prepayments)	(66)	(66)	+0.2%
Income taxes paid	(17)	(17)	+3.0%
Net interest paid	(2)	0	n.m
Change working capital and other changes	(11)	30	-137,3%
CAPEX	(247)	(180)	+37.5%
FCF before soc. plans	**116**	**222**	**–47.9%**
Social plans new funded	(23)	(25)	–9.1%
Free cash flow	**93**	**197**	**–52.9%**
FCF/revenues	*7,4%*	*16,9%*	*–9.5%*

Free cash flow declined in mainly due to higher CAPEX and working capital reflecting higher CAPEX in the previous quarter.

Higher CAPEX was mainly due to accelerated broadband investments in Austria.

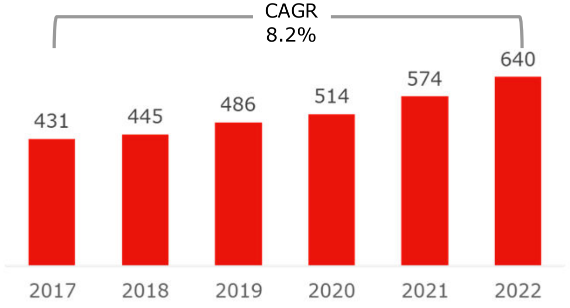
Focus points

Focus point: A1 Bulgaria – sustainable growth

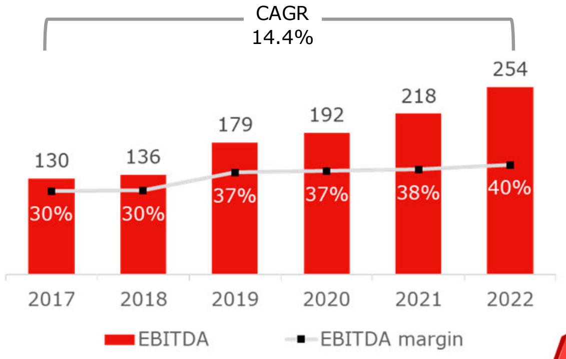
Bulgaria		A1 Bulgaria			
Inhabitants (million)	GDP/capita (in $)	Mobile subscrib. (million)		RGUs (million)	
6.9	28,100	3.8	#1	1.2	#2

- A1 Bulgaria: 13% of Group revenues and EBITDA in FY 2022
  - Largest Group market after Austria
  - Strong and sustainable growth rates
- Fully convergent provider. Offers complete portfolio of ITS, ICT, cloud and hosting solutions; two own data centers in Bulgaria.
- Summer 2022: Acquisition of STEMO, local leading ICT company (contribution to H2 2022 revenues: € 17mn; to EBITDA: € 2 mn)
- History: Founded in 1994, acquired by A1 in 2005
- Q1 2023: Revenues +20% (excl. STEMO +14%), EBITDA +15%

Revenues (€ mn)



EBITDA (€ mn)



Redefining our core business to deliver best-in-class Solution & Connectivity services

Cloud Solutions

Digital Enterprise solutions

Device-As-A-Service

IoT & Smart Services

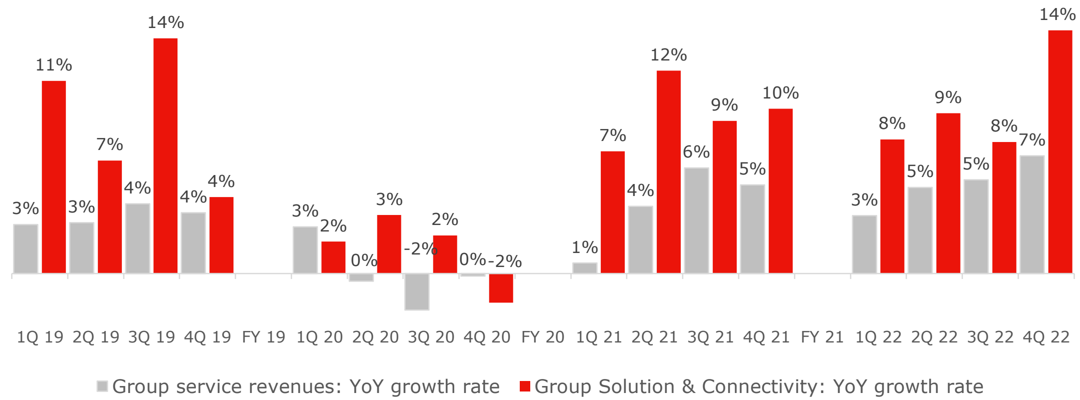
SD-WAN/SASE

Real Time Analytics

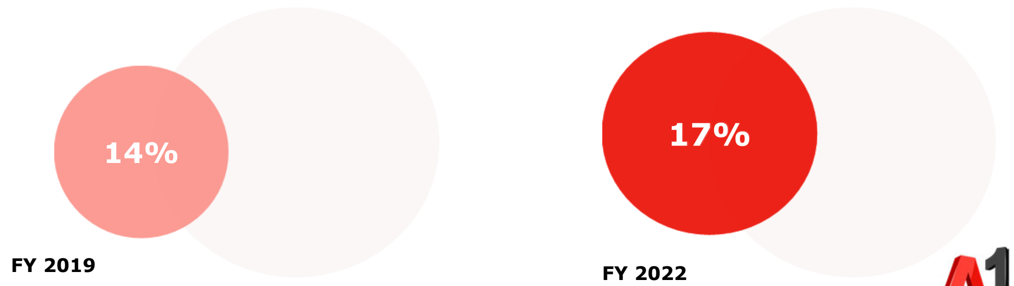
Mobile Private Networks

SASE and Security Services

Solution and Connectivity revenues have been **growing at a much stronger pace** compared to our service revenues.



A proportionate **share** of Solution & Connectivity revenues in total service revenues rose **from 14%** in 2019 **to 17%** in 2022.



Outlook

	Guidance '23	Consensus ' 23
Total revenues	Around +4%	EUR 5.177 mn (+3.4%)
CAPEX (excl. spectrum, M&A)	Around € 950 million	EUR 953 mn (+0.9%)

Dividend proposal of € 0.32/share (previous year: € 0.28)

AGM on June 7, 2023

Dividend payment day on June 15, 2023

Appendix

Financial debt is constantly decreasing

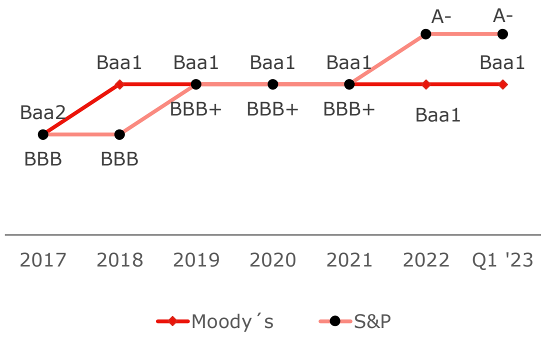
Overview (March 31, 2022)

- Total debt of € 1,770 mn
- Average cost of debt of 2.59%
- Cash & cash equivalents: € 134 mn
- Avg. term to maturity of 1.9 years

Lines of credit (March 31, 2023)

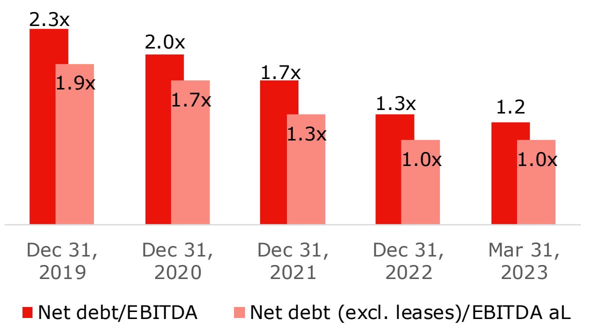
- Total committed lines: € 1,820 mn
  - Average term to maturity: 2.69 years
- Thereof, undrawn committed credit lines: € 1,440 mn

Credit ratings

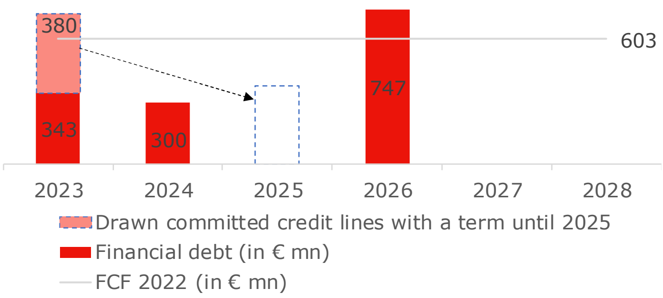


- S&P upgrade to A- in Oct. 2022
  - Reflects strong operating performance and prudent financial policies
- Moody's confirmed Baa1 in Dec. 2022

Net debt/EBITDA



Debt maturity profile (March 31, 2023)



Thank you

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