



Results for Q3 2023 and Q1-Q3 2023

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.

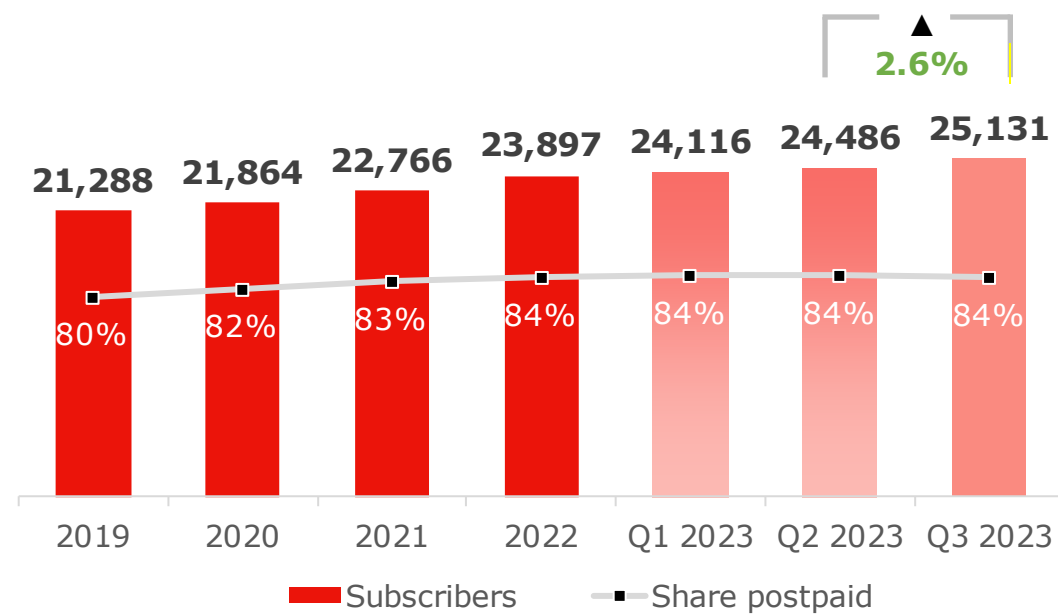
This presentation does not constitute a recommendation or invitation to purchase or sell securities of A1 Group.

Highlights Q3 2023

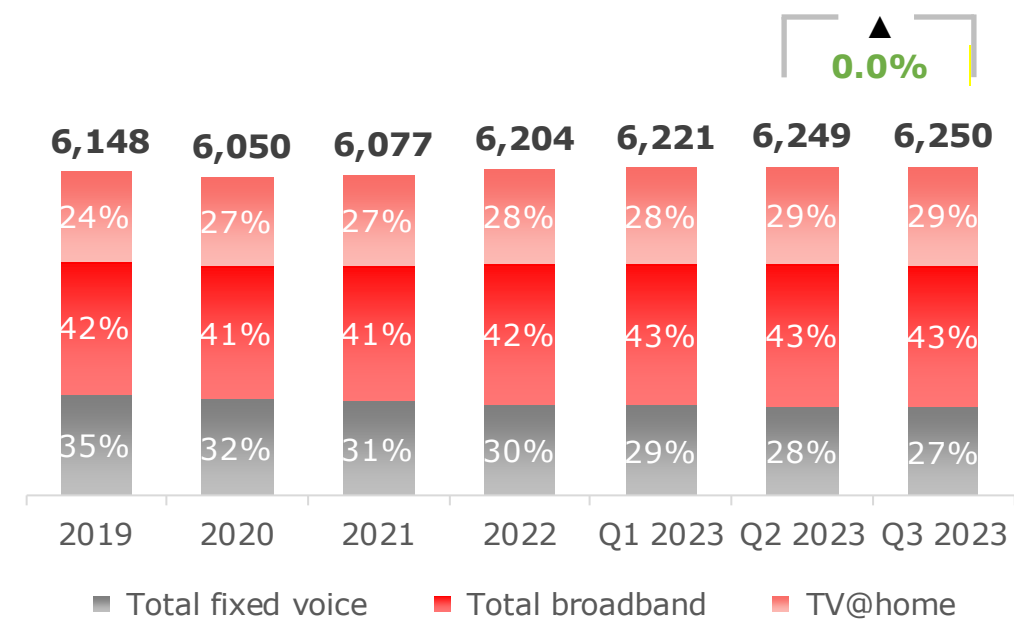
- Spin off and listing of Telekom Austria's tower business, EuroTeleSites.
 - EUR 1 bn reduction of financial debt; Net debt excl. leases / EBITDAaL: 0.4x
- Q3 revenues up by 3%, driven by service revenues
- FX impact from BYN/EUR: Revenues € -33 mn; EBITDA € -14 mn
- EBITDA growth despite one-time factors (in total € -7 mn), adverse FX developments (€ -14 mn) and higher restructuring expenses (€ -6 mn)
 - EBITDA excl. FX, special effects, and restructuring: +6%
- Telekom Austria became member of Austria's main stock index ATX as per September 18, 2023
- Ambitions 2024-2026
 - Revenue increase of 3-4% per year
 - EBITDA increase of 4-5% per year
 - CAPEX of € 2.8 billion plus frequencies
 - Dividend baseline of € 0.32 per share (before: € 0.20)

Customer-related information

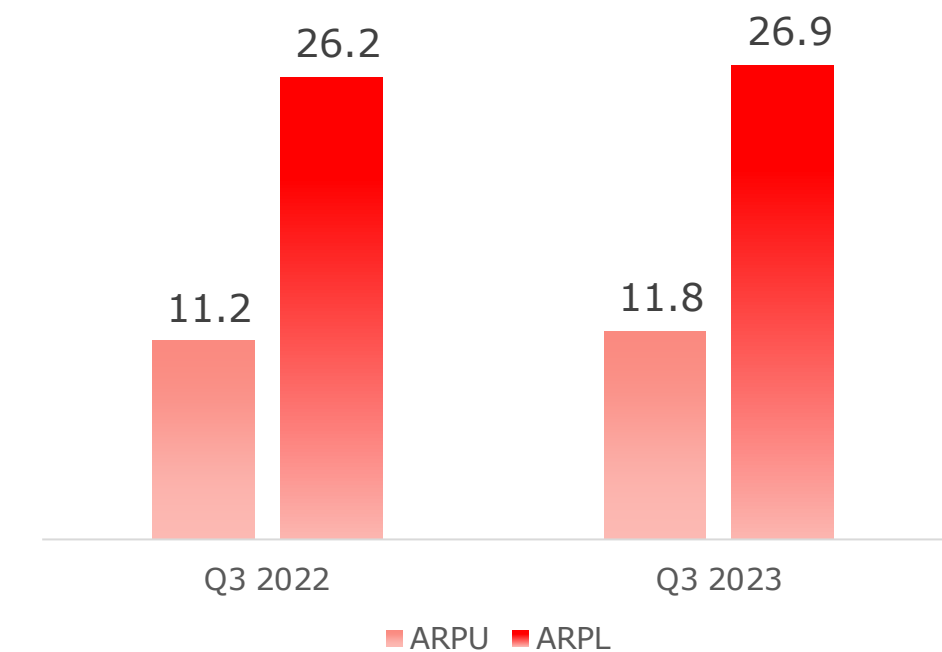
Mobile subscribers (in thousand)



RGUs (in thousand)



Q3 '23 Group ARPU and ARPL* (in €)



Number of **mobile subscribers** rose by **+5.7%** yoy (+2.6% in Q3 '23); excl.M2M customers stable development

RGUs growing at **+1.6%** yoy; **Broadband & TV RGUs** growth of **+3.7%** yoy

Q3 2023 Group **ARPL*** +2.9% yoy

Q3 2023 Group **ARPU*** +5.4% yoy

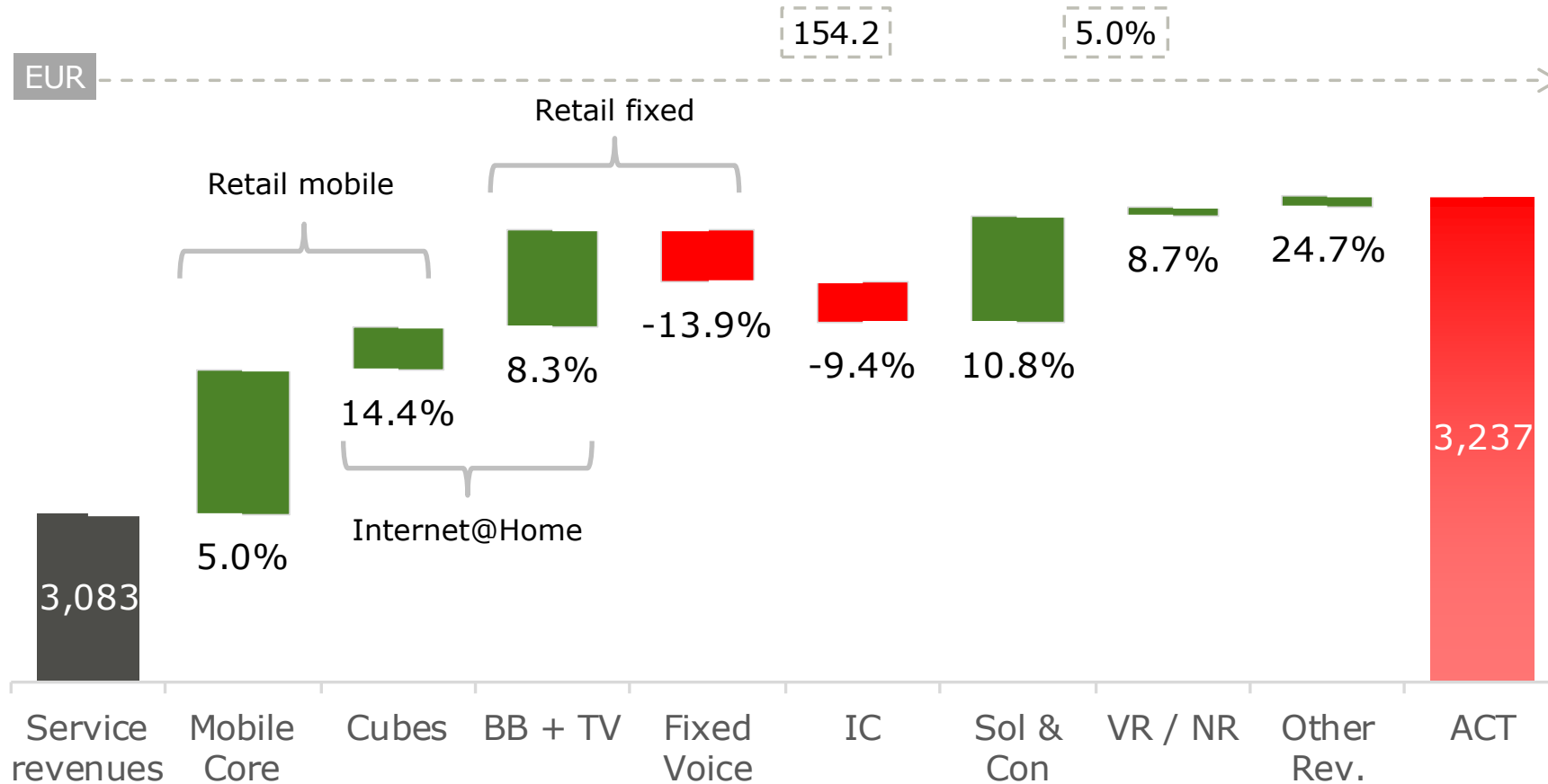
* in constant currency

Group revenues

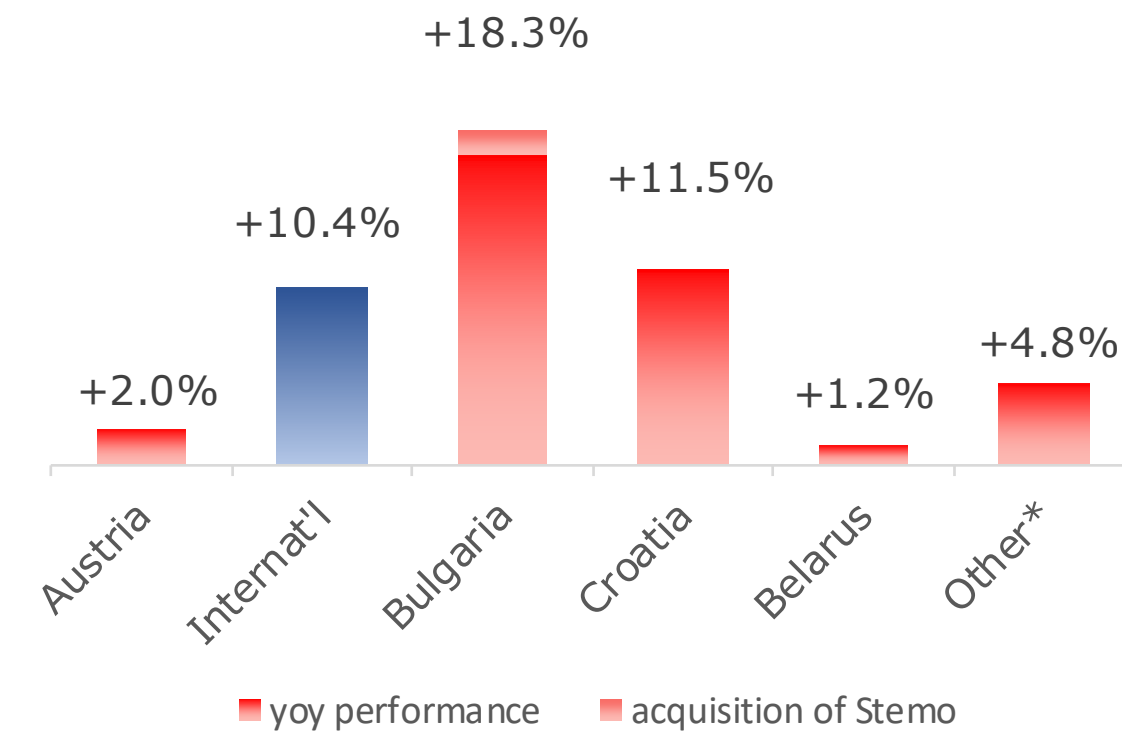
Unless otherwise stated, all amounts in € mn

	Q3 2023	Q3 2022		Q1-Q3 2023	Q1-Q3 2022	
Service revenues	1,116	1,069	+4.5%	3,237	3,083	+5.0%
Equipment revenues	189	200	-5.8%	578	517	+11.7%
Other operating income	21	23	-10.0%	68	67	+1.1%
Total revenues	1,326	1,292	+2.6%	3,883	3,667	+5.9%

Service revenue growth drivers, YTD



Total revenues – growth rates per market, YTD

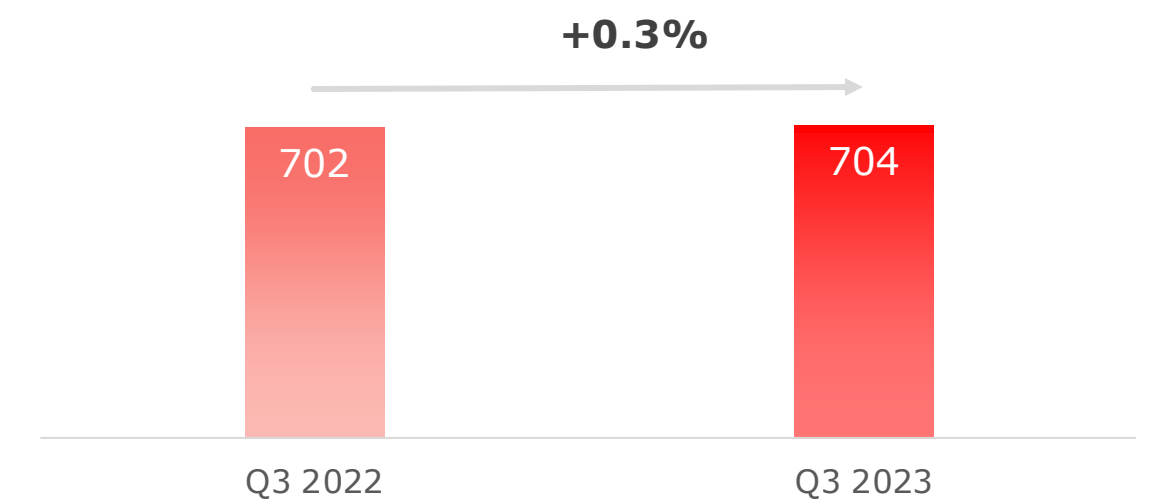


Segment Austria in Q3 2023

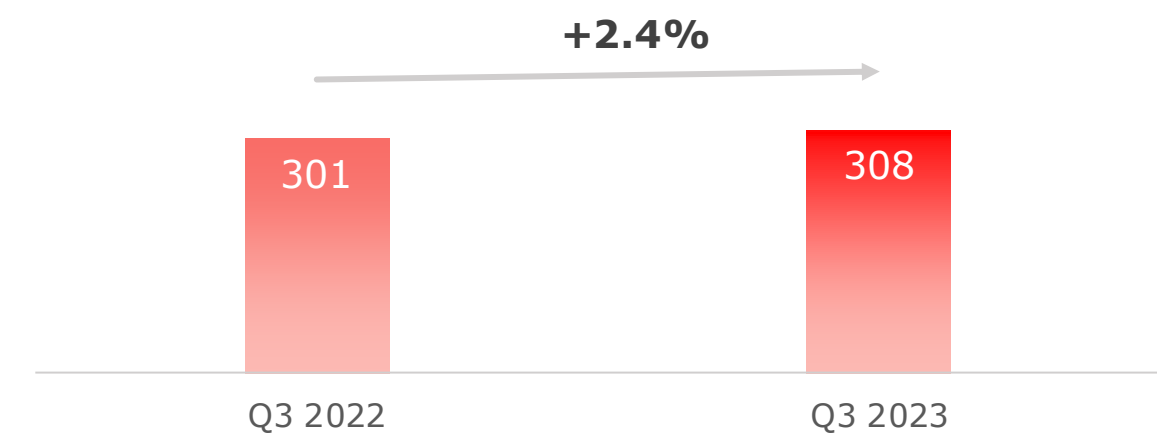
Highlights

- Service revenue growth (+2.5%) compensated for substantially lower equipment sales, while EBITDA below PY mainly due to special effects
- **Mobile:**
 - Solid development in the retail segment, driven by mobile core business and mobile WiFi routers
 - Shrinking hardware market amidst relatively quiet summer
- **Fixed:**
 - Strategic promotional efforts to push FTTH continued
 - Solid traction in Solution & Connectivity business
- **Core OPEX** rose due to the above-mentioned special effects as well as higher electricity and network maintenance costs

Revenues (€ mn)



EBITDA underlying* (€ mn)



* excl. special effects and restructuring

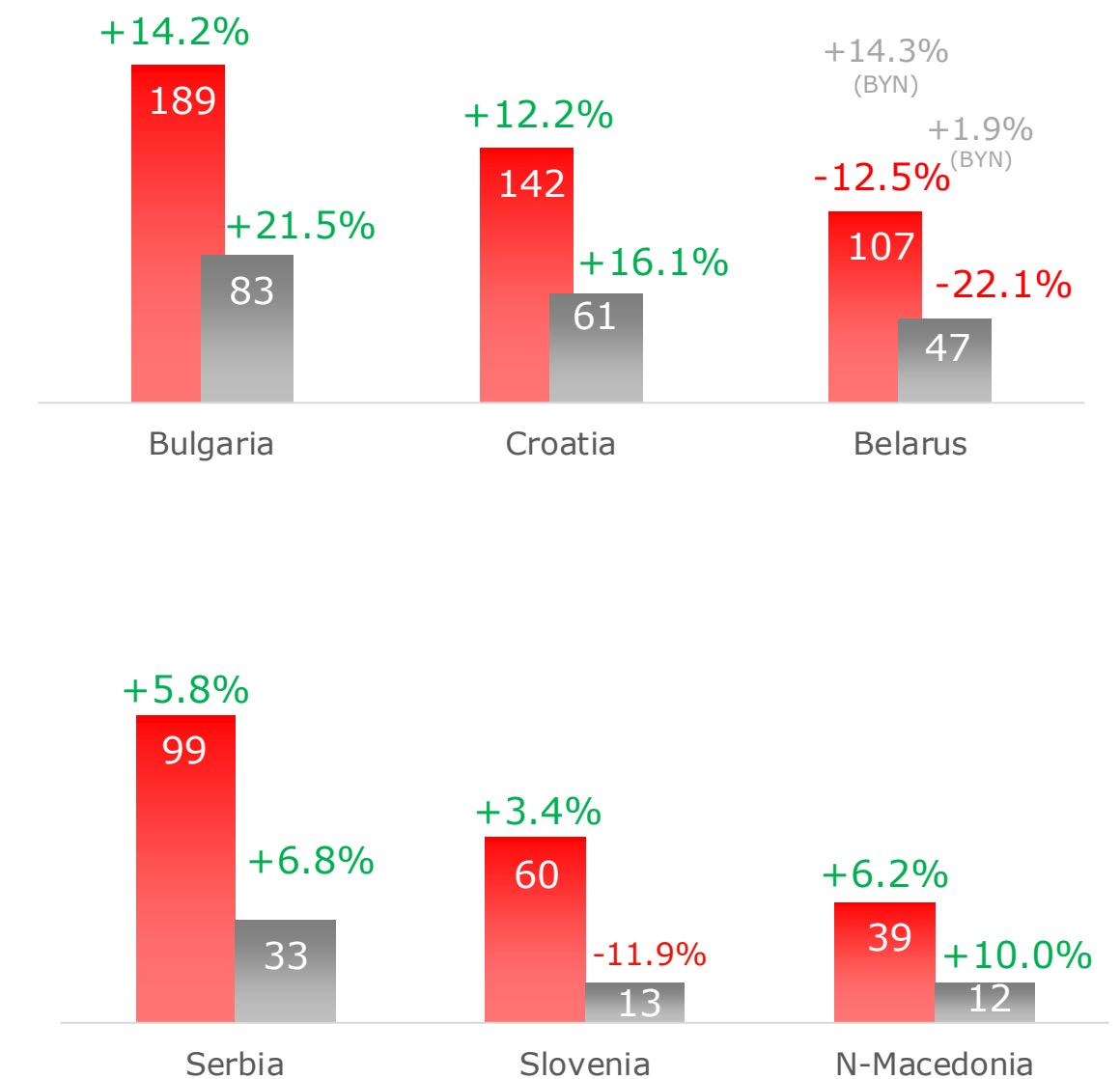
International segments in Q3 2023

Highlights

Favorable market conditions prevail in most of markets, resulting in a solid growth in the reporting period, despite negative FX effects in Belarus.

- **Bulgaria:** Solid traction both in the mobile and the fixed line business led to another double-digit revenue and EBITDA growth
- **Croatia:** Strong service revenue growth driven by mobile business, translated into EBITDA despite higher electricity and content costs
- **Belarus:** Unfavorable FX development weighed on EUR results, restrictions on raising prices in an inflationary environment
- **Serbia:** Solid service revenue growth coupled with OPEX control led to higher EBITDA
- **Slovenia:** Modest top line growth difficult to mirror in EBITDA
- **N.Macedonia:** Revenues successfully translated in EBITDA growth

Revenues and EBITDA (€ mn)



P&L

Unless otherwise stated, all amounts in € mn

	Q3 2023	Q3 2022		Q1-Q3 2023	Q1-Q3 2022	
Revenues	1,326	1,292	+2.6%	3,883	3,667	+5.9%
OPEX	(806)	(775)	+4.0%	(2,440)	(2,261)	+7.9%
Restructuring	(15)	(9)	+74.7%	(53)	(50)	6.7%
EBITDA	521	517	+0.6%	1,442	1,406	+2.6%
<i>EBITDA margin</i>	39.3%	40.0%	-0.8pp	37.1%	38.3%	-1.2pp
before restructuring	536	526	+1.8%	1,496	1,456	+2.7%
<i>Margin</i>	40.4%	40.7%	-0.3pp	38.5%	39.7%	-1.2pp
after leases	469	472	-0.5%	1,294	1,271	+1.8%
<i>Margin</i>	35.4%	36.5%	-1.1pp	33.3%	34.7%	-1.3pp
EBIT	278	273	1.7%	713	686	3.9%
<i>EBIT margin</i>	20.9%	21.1%	-0.2pp	18.4%	18.7%	-0.3pp
Financial result	(19)	(9)	118.8%	(67)	(39)	73.4%
Income taxes	(58)	(59)	-2.3%	(144)	(145)	-0.4%
Net result	201	205	-2.1%	502	503	-0.2%
<i>Net margin</i>	15.1%	15.9%	-0.7pp	12.9%	13.7%	-0.8pp

Total **Costs and Expenses** – higher; negatively impacted by special factors, increased electricity and product-related costs but also higher site rental costs.

Operating result improved, driven by operational performance and slightly lower depreciation and amortization expenses.

Financial result lower vs PY, reflecting significant portion of interest and lease costs associated with the TowerCo debt and MLA agreement respectively.

Net result just a bit lower compared to the same period last year.

Conservative financial policy and investment-grade ratings

As of September 30, 2023 – *excluding EuroTeleSites*

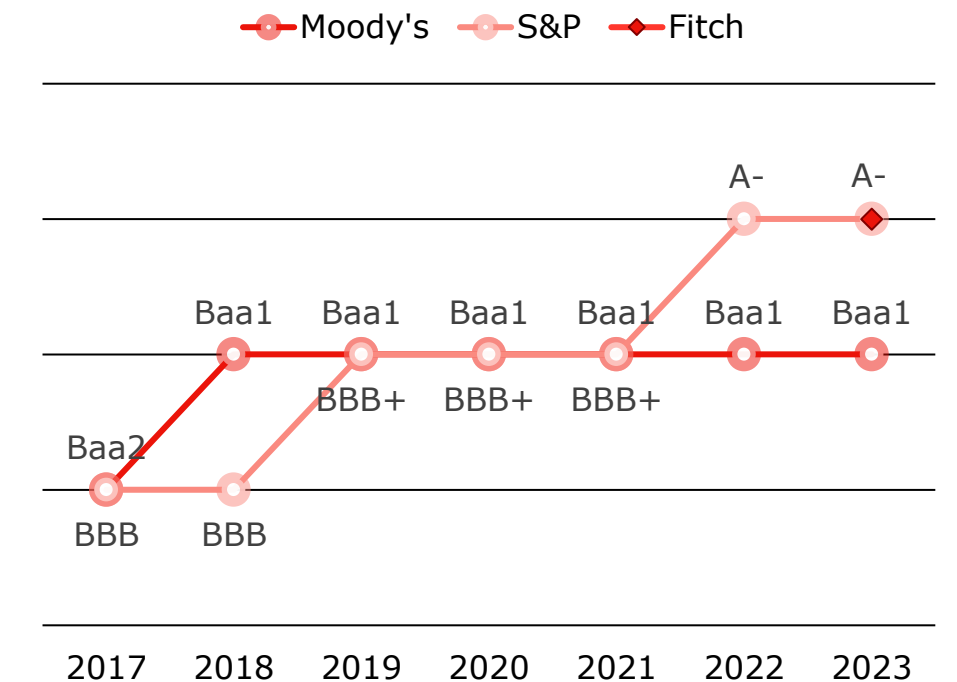
Overview (September 30, 2023)

- Total financial debt: € 878 mn
- Average cost of debt: 1.92%
- Cash & cash equivalents: € 152 mn
- Avg. term to maturity: 2.73 years

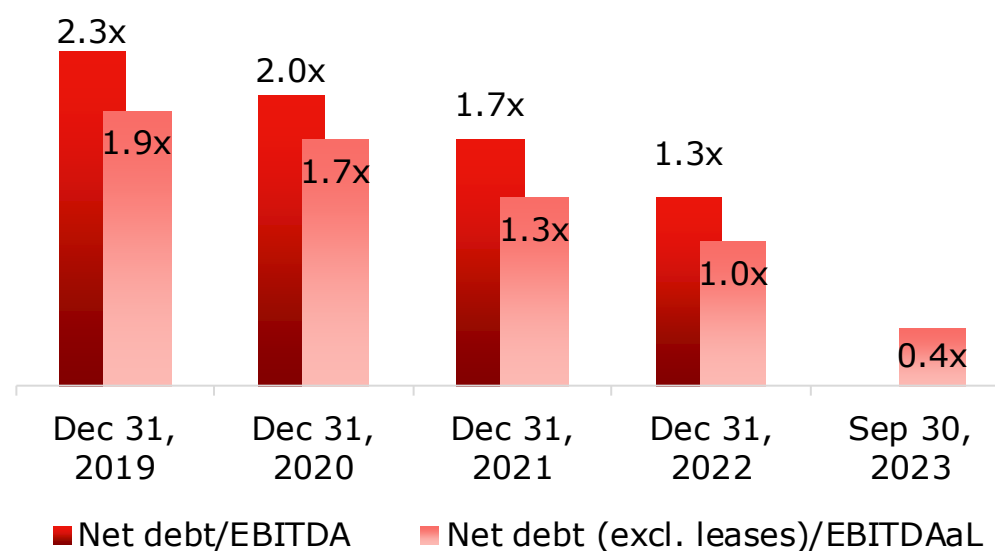
Lines of credit (September 30, 2023)

- Total committed lines: € 1,415 mn
 - Average term to maturity: 2.44 years
- Undrawn committed credit lines: € 1,320 mn

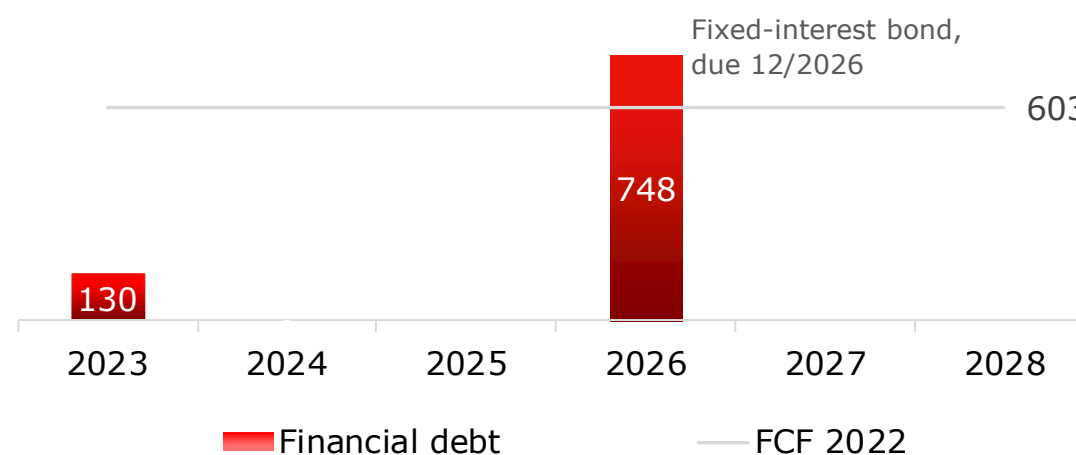
Credit ratings



Net debt/EBITDA



Debt maturity profile (September 30, 2023)



- Fitch assigned A- in June 2023 (initial rating, best European telco)
- S&P upgrade to A- in 10/2022
- Moody's confirmed Baa1 in 12/2022

Focus points



Successful listing of A1's towers business, EuroTeleSites (ETS)



EuroTeleSites successfully listed on Vienna Stock Exchange and **trading commenced on** September 22, 2023

Shareholders of Telekom Austria received **one ETS share for every four Telekom Austria shares**

ETS reference **share price on the first trading day** set at EUR 4.95

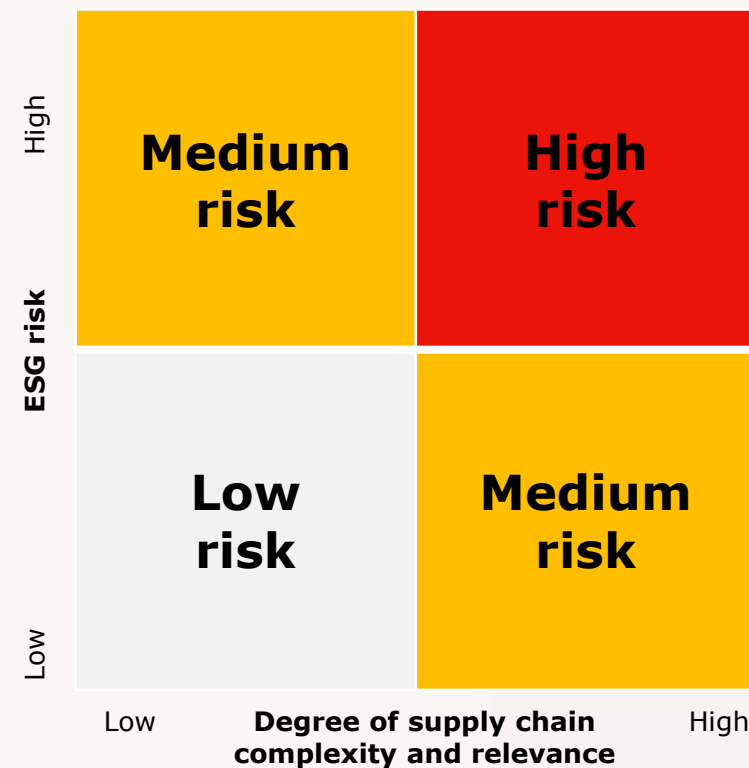
KPIs of EuroTeleSites (ETS)	Advantages for A1	Impact on A1's P&L (annualized)												
<p>13,225 macro sites (06/2023)</p> <p>Pro-forma 2022 financials:</p> <ul style="list-style-type: none"> Total revenues: about € 232 mn EBITDAaL: about € 127 mn CAPEX of around € 60 mn/year on average 	<ul style="list-style-type: none"> Focus on core telecoms business Efficient budget allocation Reduction of financial liabilities by € 1 bn 	<table> <tr> <td>Revenues</td> <td>-0.2%</td> </tr> <tr> <td>EBITDA</td> <td>+1%</td> </tr> <tr> <td>EBITDAaL</td> <td>-11%</td> </tr> <tr> <td>EBIT</td> <td>-9%</td> </tr> <tr> <td>Net result</td> <td>-14%</td> </tr> <tr> <td>FCF</td> <td>€ -60 mn/p.a.</td> </tr> </table>	Revenues	-0.2%	EBITDA	+1%	EBITDAaL	-11%	EBIT	-9%	Net result	-14%	FCF	€ -60 mn/p.a.
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FCF	€ -60 mn/p.a.													

ESG: Value chain transformation as one of the key levers to reduce our Scope 3 emissions



Engage our **suppliers**

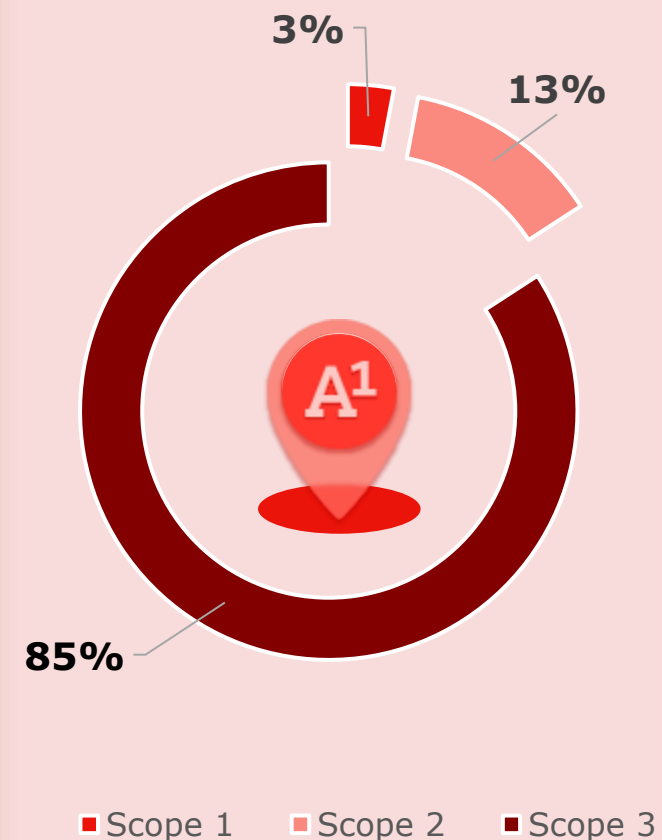
Step 1: Category-based risk mapping



Step 2: Supplier risk assessment

Low risk	Medium risk	High risk
No activity	Supplier self-declaration	Site audits acc. to JAC standards

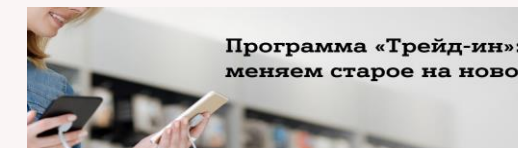
85% of our total emissions in the value chain belong to Scope 3



Enable our **customers**

Example 1: Trade-In Vouchers

We have launched trade-in vouchers in almost all Opcos (AT, BUL, SL, BY, CRO)



A1 Eintauschbonus
Garantierter Preis, einfach und schnell. Mit der A1 Eintauschbonus App.

Example: In A1 AT, evaluation of phone online and in shops possible, voucher for max. 600€ eligible in return for credit on next A1 invoice

Example 2: A1 Eco

A1 „Eco“ Phone is taken into the device portfolio to provide a sustainable alternative for customers (SL, SRB, CRO, MKD, BUL, BEL)



Supporting a more sustainable behavior contributing towards „Category 1- purchased goods & services“ (~27% of Scope 3 emissions)

Austria: Fiber adoption and rollout pace impacted by rising civil engineering costs



A1 is **clear number 1** when it comes to the **fiber rollout** volume and pace



Average **take-up rate of 35%**



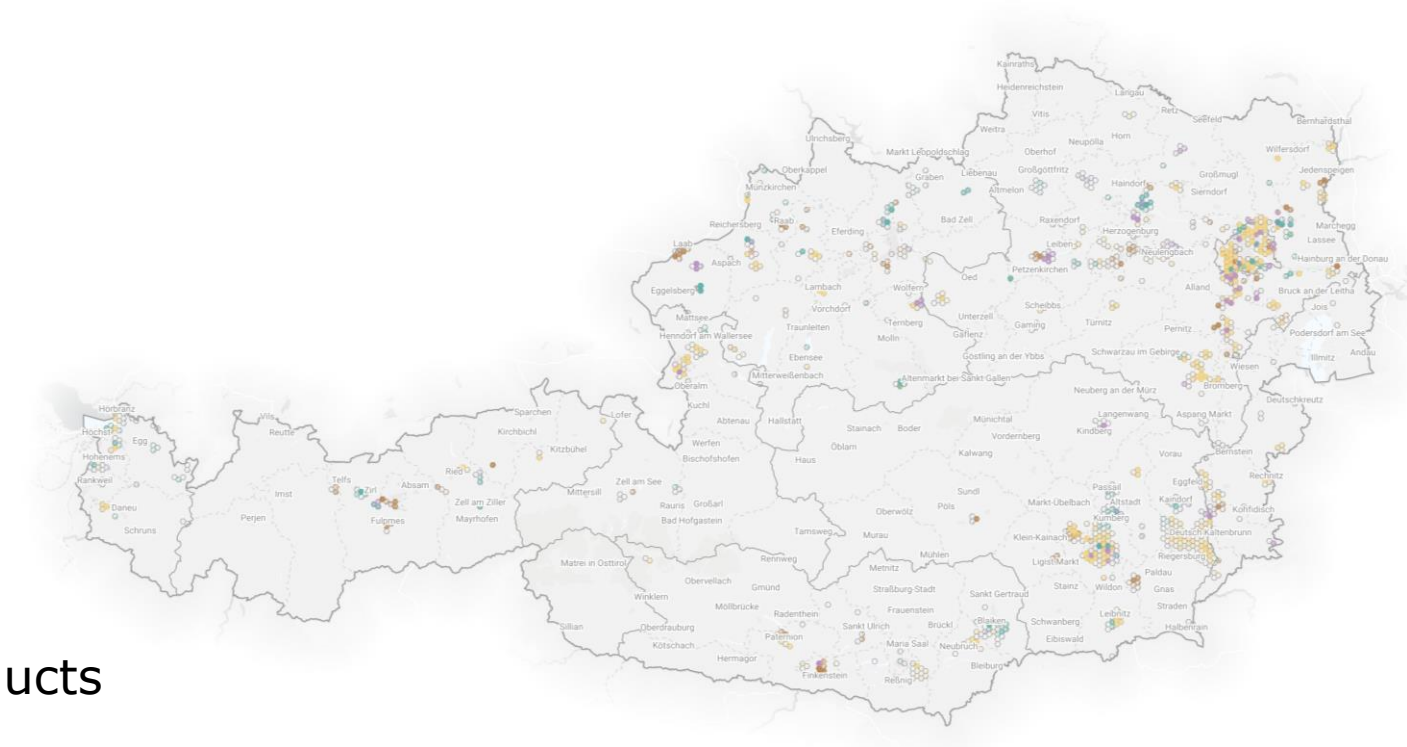
Successful **up-selling** of the copper customer base to high-speed FTTH products



Plan 2023: around **160k** homes passed (FTTH and FTTB)



Resource availability continues to be a bottleneck as the **civil engineering market is overheated**



Outlook

look



Guidance '23

Consensus

Total revenues

Around +5%

€ 5.231 mn (+4.6%)

CAPEX (excl. spectrum)

Around € 950 million

€ 975 mn

Guidance 2023 confirmed.

A1 ambitions 2024-2026

Revenues

3-4% increase p.a.

Based on current inflation and exchange rate expectations

EBITDA

4-5% increase p.a.

Based on current inflation and exchange rate expectations

CAPEX

€ 2.8 bn plus frequencies

Dividend baseline

€ 0.32

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

A1

Thank
you

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