



# Results for Q1 2024

# 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.

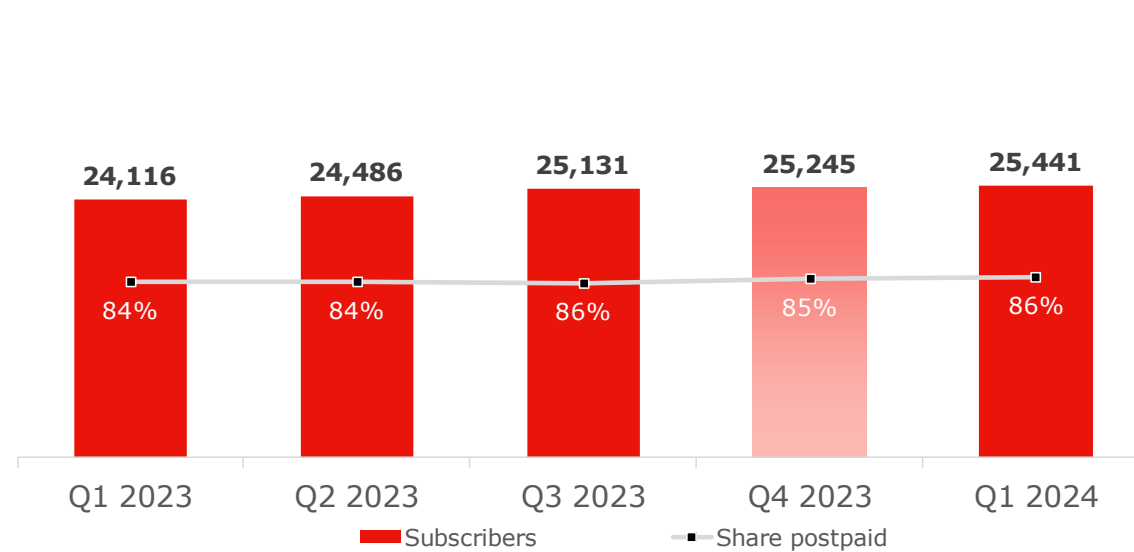
# Highlights Q1 2024

- **Total revenues up +0.7%** driven by service revenue growth (+3.1% yoy) in local currency in all markets except Slovenia, **equipment revenues down 9.8%** yoy.
- Service Revenue growth supported by solution & connectivity and mobile business but impacted by negative currency effect, declining interconnection and fixed voice business.
- **EBITDA up 4.2%** in comparison to Q1 2023, despite higher core OPEX driven mainly by higher workforce and product related costs.
- **Excluding negative FX effects**, total revenues and EBITDA excl. restructuring rose by 2.2% and 5.7% respectively.
- **Spectrum acquisition in Austria:** A1 acquired in March 2024 frequencies in the 26 GHz spectrum as well as additional regional frequencies in the 3.5 GHz spectrum.
- **Outlook confirmed:** 3-4% revenue growth, CAPEX of approx. EUR 800 mn (excl. spectrum and M&A)

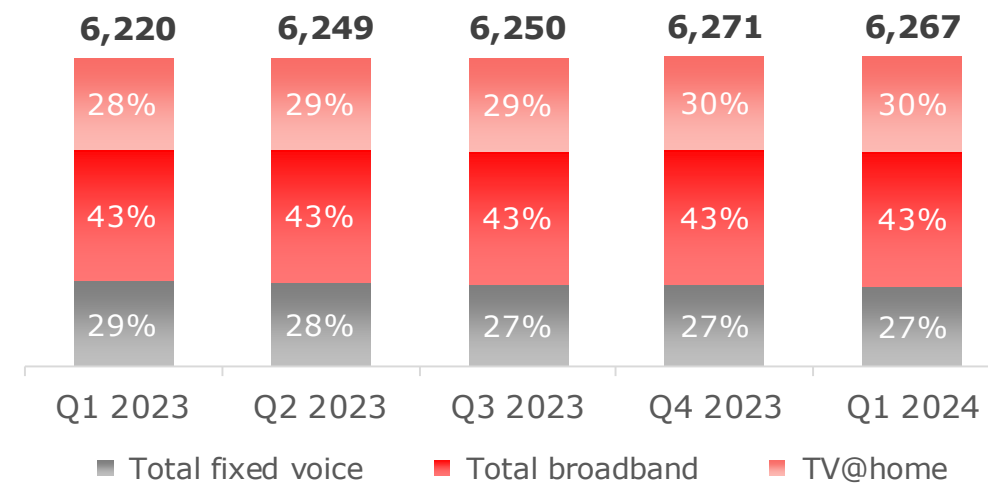
Please note that this presentation, besides reported values, also contains values on a pro forma basis, due to the towers spin-off in 2023. Pro forma means, data of the comparison period has been adjusted, as if the towers have already been spun-off in the respective period.

# Customer-related information

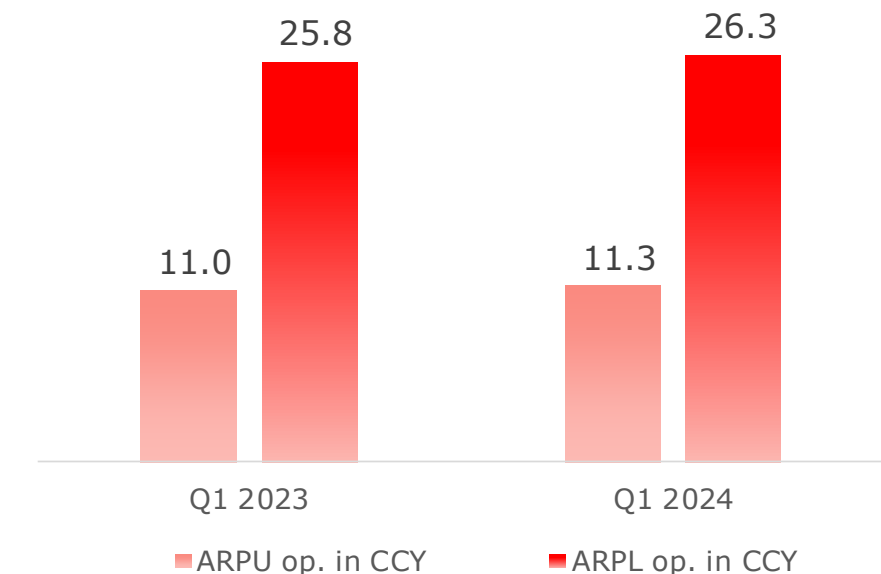
Mobile subscribers (in thousand)



RGUs (in thousand)



Q1 '24 Group ARPU and ARPL (in EUR)



**Mobile subscribers: +5.5% yoy;** excl.M2M customers slight decrease

**RGUs: +0.8% yoy; Broadband RGUs: +1.8% yoy, Advanced RGUs growth of +15.7%**

**ARPL operative +1.9% yoy in CCY**

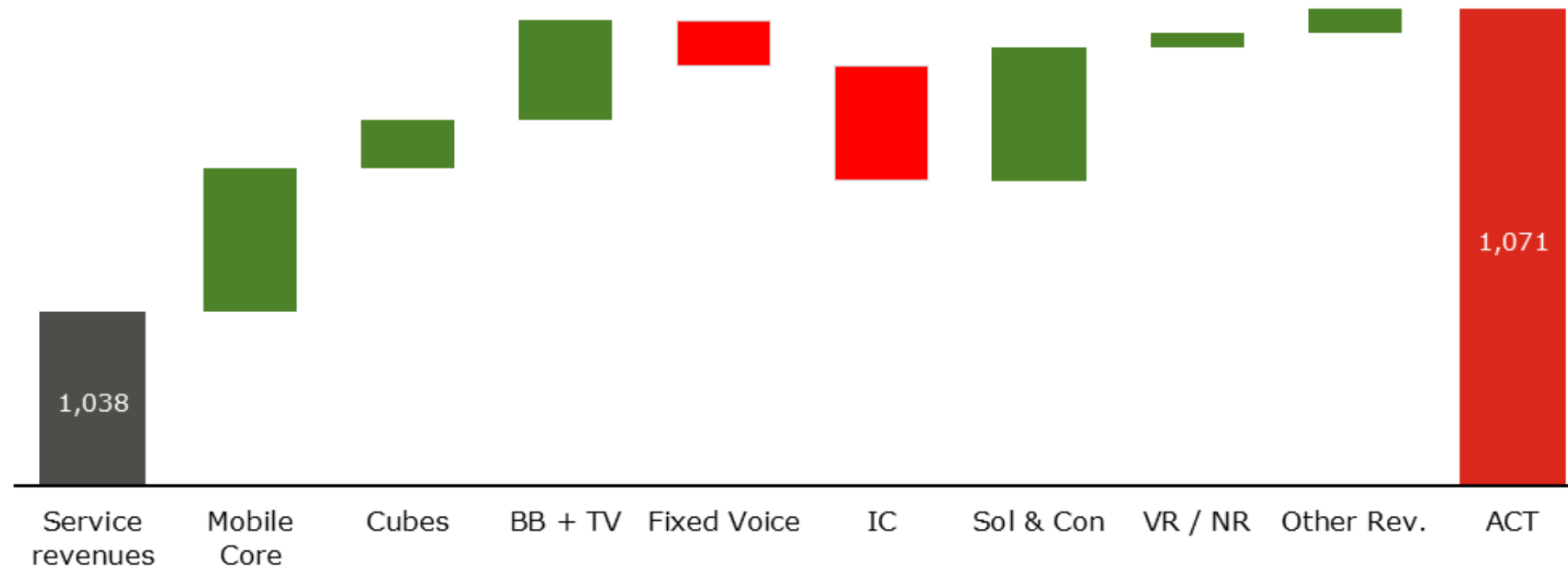
**ARPU operative +2.8% yoy in CCY**

# Group revenues

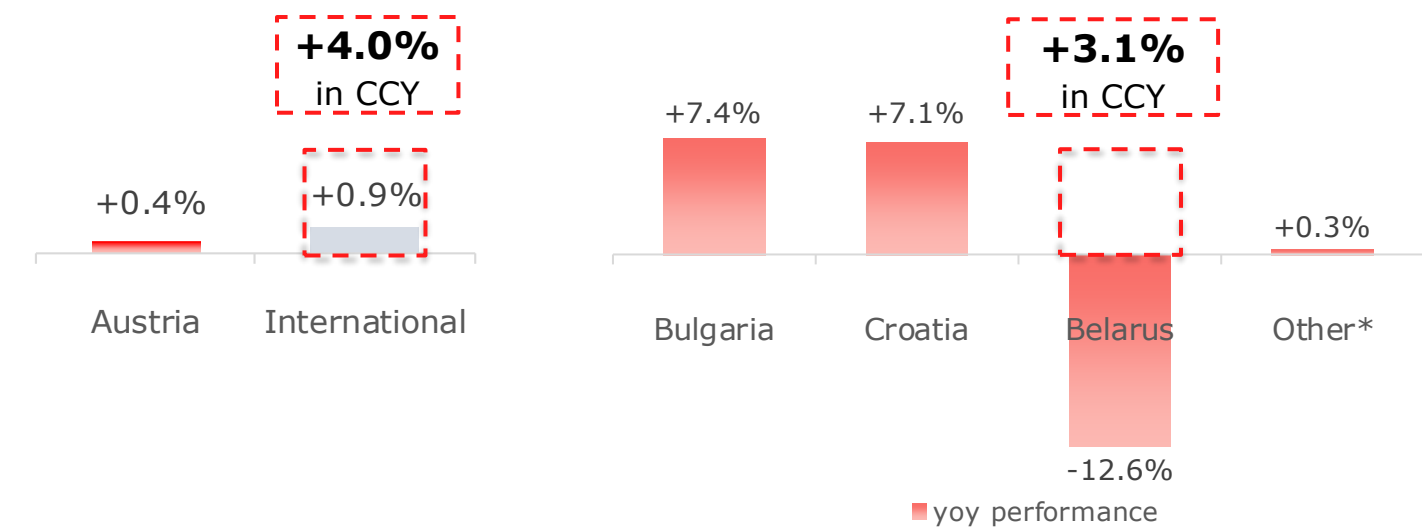
Unless otherwise stated, all amounts in EUR mn

|                        | Q1 2024      | Q1 2023      |              |
|------------------------|--------------|--------------|--------------|
| Service revenues       | 1,071        | 1,038        | +3.1%        |
| Equipment revenues     | 176          | 195          | -9.8%        |
| Other operating income | 21           | 24           | -15.6%       |
| <b>Total revenues</b>  | <b>1,267</b> | <b>1,258</b> | <b>+0.7%</b> |

## Service revenue growth drivers, YTD



## Total revenues growth – Group and International, YTD



\* Incl. corporate and eliminations

# Segment Austria in Q1 2024

## Key Points

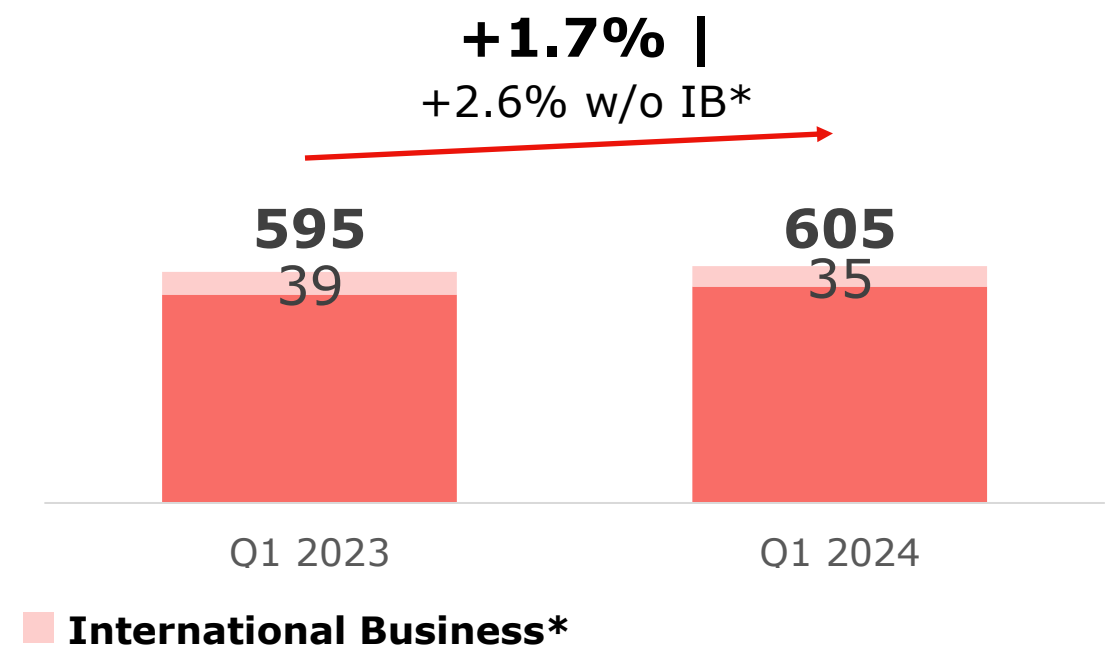
- Results profit from value-protecting measures taken last year, solid retail mobile and solutions & connectivity business
- Losses in IC and equip. revenues, retail fixed line revenues stable
- Acquisition of ICT service provider NTT Austria\*\*

## Operations

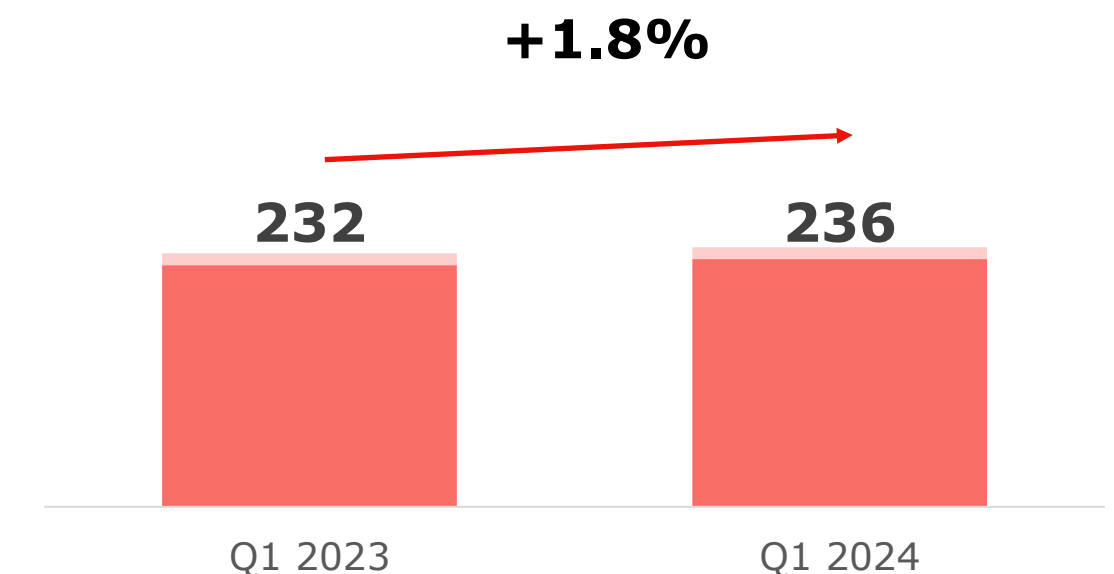
- Value-protecting measures +7.8% (as of Apr. 1<sup>st</sup> 24)
- Further improving our granular customer segmentation and targeting to address subscriber development in certain segments

**Core OPEX increase:** higher workforce costs (collective bargaining agreement), higher network maintenance and revenue-related costs

## AT Service revenues (EUR mn)



## AT EBITDA (EUR mn)



\*International business (mainly comprising transit and connectivity revenues) as reported in Austria, shown separately as it is not reflecting Austrian business performance

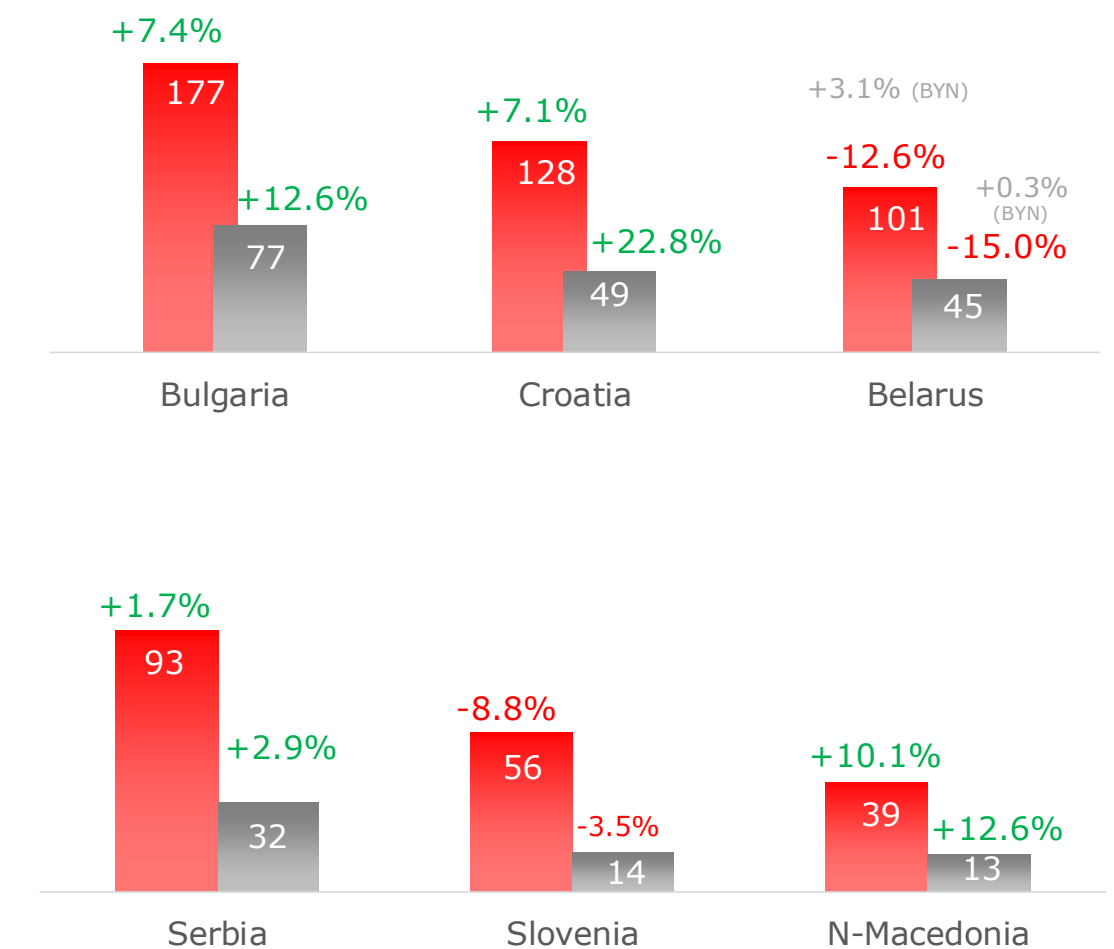
# International segments in Q1 2024

## Highlights

Service revenues and EBITDA up in all markets in local currency except for Slovenia, growth rates slowed somewhat after a strong increase in 2023.

- **Bulgaria:** solid results: value protecting measures, upselling and growing ICT business, TV and broadband subs growth
- **Croatia:** value protecting measures, intensified network invest & higher subscriber base resulted in solid service revenues and strong EBITDA
- **Belarus:** good economic start into the year, results still negatively impacted by FX and regulatory environment
- **Serbia:** service revenue growth supported by price increases in March, higher OPEX driven by workforce and electricity costs
- **Slovenia:** intense competition, decline in fixed and mobile service revenues, core OPEX lower
- **N.Macedonia:** EBITDA growth driven by mobile, OPEX higher due to employee and revenue-related costs

## Revenues and EBITDA (EUR mn)





# P&L

Unless otherwise stated, all amounts in EUR mn

|                               | Q1 2024      | Q1 2023      |               |
|-------------------------------|--------------|--------------|---------------|
| <b>Revenues</b>               | <b>1,267</b> | <b>1,258</b> | <b>+0.7%</b>  |
| OPEX                          | (813)        | (822)        | -1.1%         |
| Restructuring                 | (21)         | (21)         | -0.7%         |
| <b>EBITDA</b>                 | <b>454</b>   | <b>436</b>   | <b>+4.2%</b>  |
| <i>EBITDA margin</i>          | 35.9%        | 34.7%        | +1.2pp        |
| before restructuring          | 475          | 457          | +4.0%         |
| <i>Margin</i>                 | 37.5%        | 36.3%        | +1.2pp        |
| FX effects                    | 8            | n.m.         | n.m.          |
| one-off effects               | -            | -            | n.m.          |
| EBITDA underlying             | 483          | 457          | 5.7%          |
| <i>Margin</i>                 | 38.2%        | 36.4%        | +1.8pp        |
| after leases                  | 353          | 389          | -9.2%         |
| <i>Margin</i>                 | 27.9%        | 30.9%        | -3.0pp        |
| <b>EBIT</b>                   | <b>178</b>   | <b>195</b>   | <b>-8.9%</b>  |
| <i>EBIT margin</i>            | 14.0%        | 15.5%        | -1.5pp        |
| <b>Financial result</b>       | <b>(26)</b>  | <b>(21)</b>  | <b>22.5%</b>  |
| Income taxes                  | (34)         | (39)         | -11.1%        |
| <b>Net result</b>             | <b>117</b>   | <b>135</b>   | <b>-13.3%</b> |
| <i>Net margin</i>             | 9.2%         | 10.7%        | -1.5pp        |
| <b>Net result (pro forma)</b> | <b>117</b>   | <b>106</b>   | <b>10.5%</b>  |

## Q1 2024 - below EBITDA

### EBIT decline due to higher D&A:

- EUR 36 mn higher D&A, mainly due to D&A on rights of use assets after tower spin-off
- D&A on a proforma basis increased by EUR 8 mn

**Financial result:** higher interest expense on leases (after spin-off), lower interest on financial debt

**Net result** lower, on pro forma\* basis above previous year by 11%.



# Free cash flow

Unless otherwise stated, all amounts in EUR mn

|  | Q1 2024     | Q1 2023     |               |
|--|-------------|-------------|---------------|
| EBITDA   | 454         | 436         | +4.2%         |
| Restructuring charges, cost of labor obligations | 22          | 23          | -1.7%         |
| Lease paid (principal, interest, prepayments)    | (97)        | (66)        | +47.6%        |
| Income taxes paid                                | (23)        | (17)        | +33.0%        |
| Net interest paid                                | 3           | (2)         | n.m           |
| Change working capital and other changes         | (52)        | (11)        | n.m.          |
| CAPEX  | (233)       | (247)       | -5.6%         |
| <b>FCF before soc. plans</b>                     | <b>75</b>   | <b>116</b>  | <b>-35.7%</b> |
| Social plans new funded                          | (23)        | (23)        | -0.7%         |
| <b>Free cash flow</b>                            | <b>52</b>   | <b>93</b>   | <b>-44.4%</b> |
| <i>FCF/revenues</i>                              | <i>4.1%</i> | <i>7.4%</i> | <i>-3.3pp</i> |

**Free Cash Flow** was lower vs Q1 2023, due to higher payments for leases after the spin-off, as well as significant changes in working capital.

**Working capital changes** had a negative impact of EUR 52 mn in Q1 2024 (Q1 2023: negative EUR 11 mn) mainly due an unfavourable time shift in accounts receivables and a received fiber subsidy in Q1 2023.



# Focus points

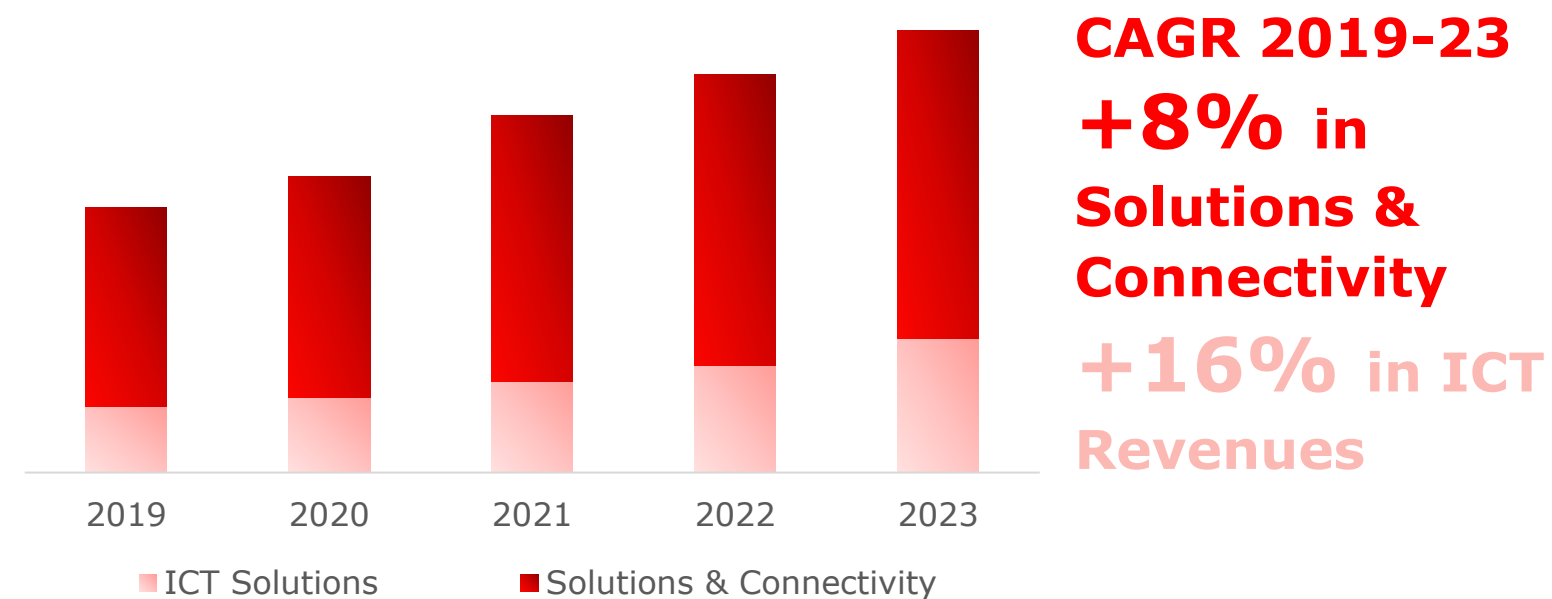




# ICT solutions as key growth driver for the future

## ICT business in the group

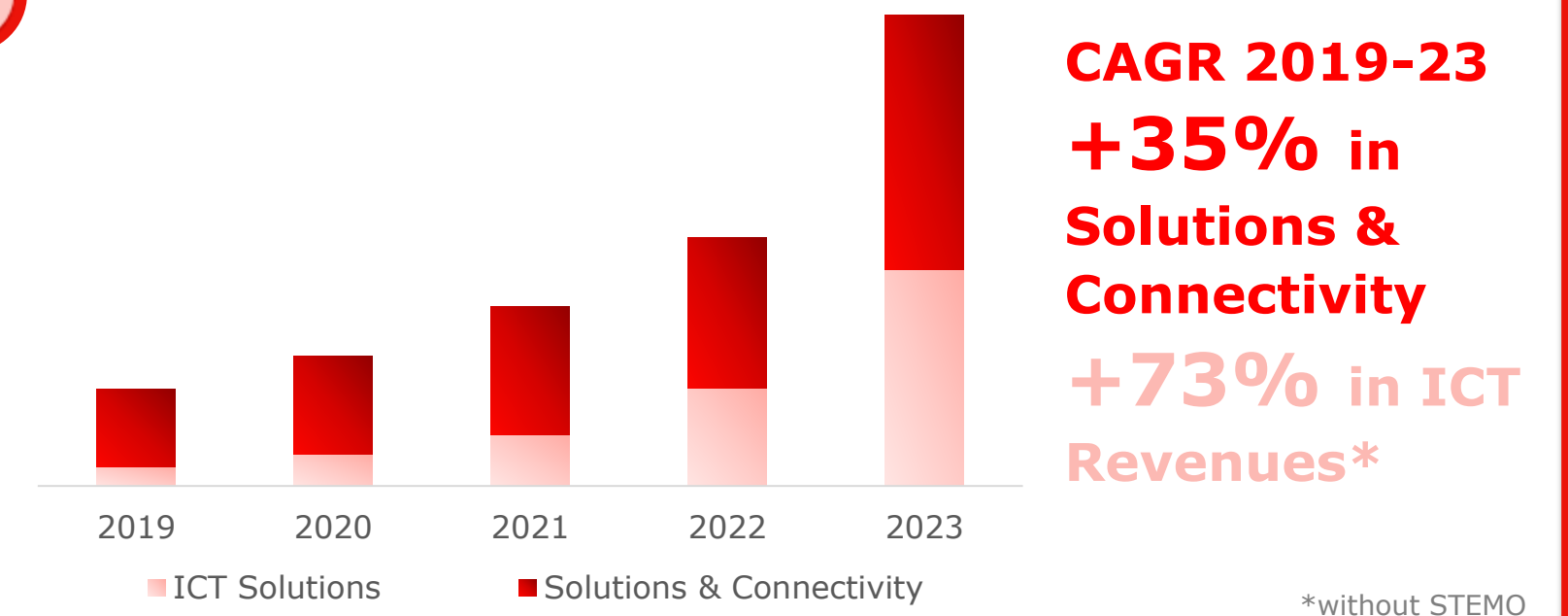
- **A1 offers a versatile ICT portfolio** including cloud-, security-, datacentre-, communication-, network-, IoT & Analytics-, and IT-infrastructure services
- **ICT solutions** (+26% yoy in 2023) as an above average growth driver within the **solution & connectivity segment** (+10% yoy in 2023)



## Best practice example: ICT in Bulgaria



- **ICT solutions in Bulgaria** with above average growth rates as key growth driver in the **solution & connectivity segment**, mainly due to a variety of larger ICT deals in the past year and the acquisition of STEM0 in 2022








**Next steps for further growth potential:** replicate success story of Bulgaria in other markets and transfer the successful strategy of the large enterprise segment to the SME segment

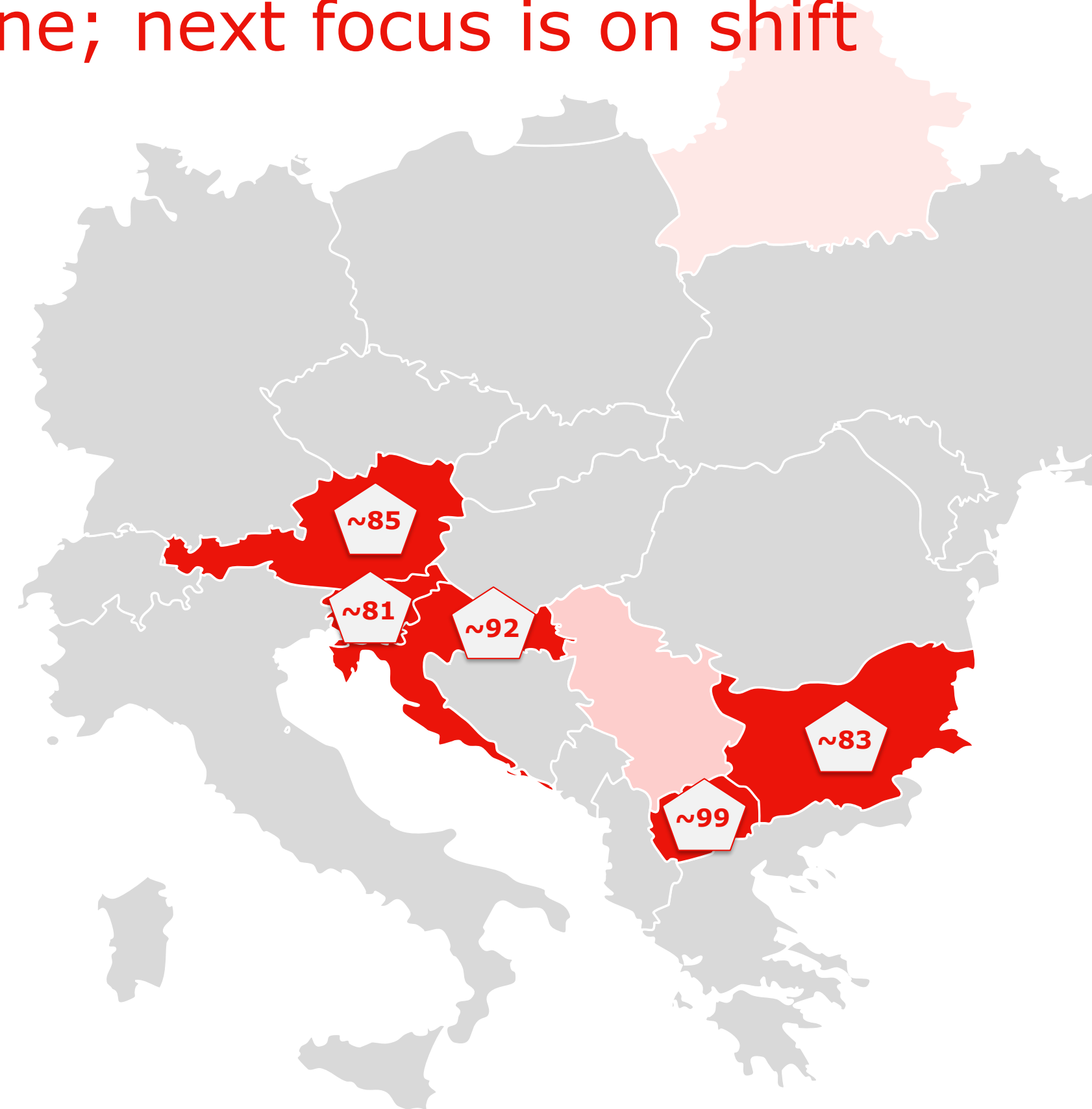
# 5G: major spectrum investments done; next focus is on shift from coverage to capacity build-out

## A1 Group's 5G spectrum investments in EUR mn

including the respective total MHz in each band

|  | 700 MHz             | 2100 MHz            | 3400-3800 MHz                     | 26 GHz              |
|--|---------------------|---------------------|-----------------------------------|---------------------|
|  <b>Austria*</b>          | n.a.                | 51.2<br>(2x 25 MHz) | 67.8<br>(up to 180 MHz, regional) | 4.6<br>(1x 400 MHz) |
|  <b>Bulgaria</b>          | 11.0<br>(2x 10 MHz) | not used            | 2.8<br>(100 MHz & 20 MHz)         | 0.3<br>(2x 200 MHz) |
|  <b>Croatia</b>          | 6.0<br>(2x 10 MHz)  | not used            | 7.1<br>(1x 100 MHz)               | 1.0<br>(1x 400 MHz) |
|  <b>Slovenia</b>        | 10.5<br>(2x 10 MHz) | not used            | 12.2<br>(1x 100 MHz)              | 0.7<br>(1x 400 MHz) |
|  <b>North Macedonia</b> | 5.5<br>(2x 10 MHz)  | not used            | 2.5<br>(1x 100 MHz)               | n.a.                |

\*additional investments in amount of EUR 14.4 mn have been made for 1500 MHz supplementary downlink (SDL)



### Latest spectrum auction

- **Acquisition of frequencies** in the 26 GHz and 3.5 GHz spectrum in Austria in March 2024, enhancing A1 Group's capacity to provide future-oriented 5G services



= current 5G population coverage in %



# A1 ESG update: achievements in 2023



| Selected ESG KPIs   | 2023 target attainment          | Status          |
|---|---------------------------------|-----------------|
| <b>Reduction of Scope 1&amp;2 CO2 emissions</b> by -90% until 2030 in comparison to 2019.           | -54% since 2019 in scope 1&2    | <b>On track</b> |
| <b>Recycle or refurbish</b> 20% of all devices and equipment by 2025.                               | 29% in 2023                     | <b>Exceeded</b> |
| Reaching 100,000 people as part of the <b>digital education focus</b> in 2023.                      | 277,073 participants in 2023    | <b>Exceeded</b> |
| Achieving 500,000 participations in our <b>digital education initiatives</b> between 2021 and 2030. | 266,144 participants since 2021 | <b>On track</b> |
| 40h of <b>training per year</b> per full-time equivalent (FTE) until 2024.                          | ~44h/year/FTE                   | <b>Exceeded</b> |
| Raising and maintaining the <b>share of women in the company</b> at 40% in 2023 (base year 2019).   | 40%                             | <b>Achieved</b> |

**Sustainalytics:** #5 out of >200 telcos globally

**CDP** A LIST 2023 CLIMATE

**MSCI** ESG RATINGS **A**

**JAC** COOPERATION BEYOND COMPETITION

**United Nations** Global Compact

**ESG INDUSTRY TOP RATED** 2024

- Focus for 2024 and next steps:**
- **Further integrate sustainability** by aligning **Climate Transition Plan (CTP)** with budget planning and setting up CSRD governance
  - Execution of **scope 3 reduction program** with focus on supplier engagement
  - Approval of our **higher climate ambition** („net zero“) by Science Based Targets initiative (SBTi)
  - Evolvement of **reporting according to CSRD**



# Outlook

# look





# Guidance 2024

Total revenues

+3-4%

CAPEX (excl. spectrum)

Around EUR 800 million

- **CAPEX:** excl. spectrum at **around EUR 800 million**
  - A1 Group remains committed to fiber-rollout program in Austria at an unchanged pace
  - Revaluation of non-business-critical projects both in Austria and CEE
- **Dividend:** Proposal of EUR 0.36 dividend per share for full year 2023 (previous year: EUR 0.32) to the AGM on June 27, 2024



# Appendix





# 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

EUR 2.8 bn plus frequencies

## Dividend baseline

EUR 0.32

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

# Conservative financial policy and investment-grade ratings

## As of March 31, 2024

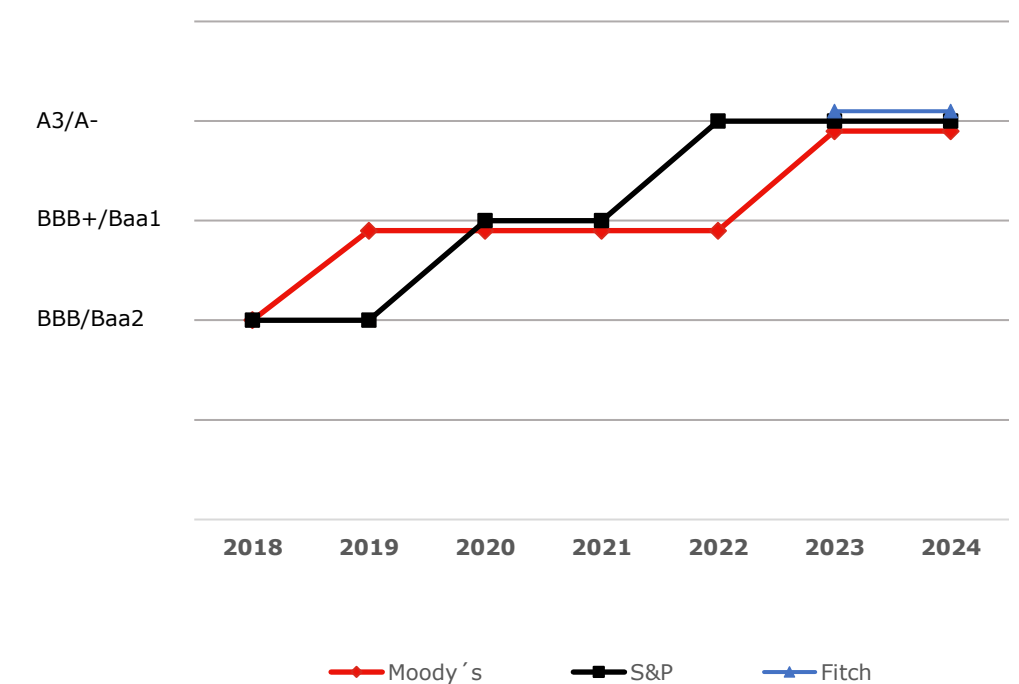
### Overview (March 31, 2024)

- Total financial debt: EUR 748 mn
- Average cost of debt: 1.50%
- Cash & cash equivalents: EUR 169 mn
- Avg. term to maturity: 2.69 years

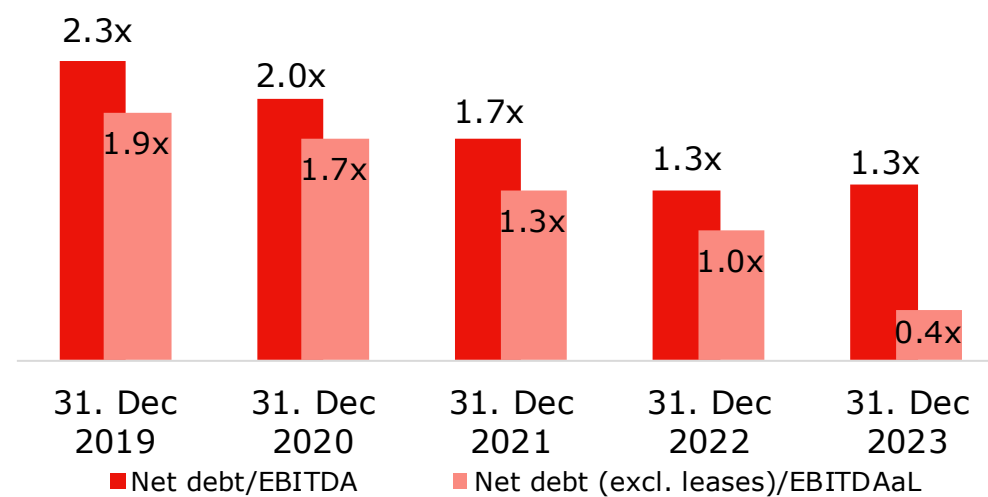
### Lines of credit (March 31, 2024)

- Total committed lines: EUR 1,315 mn
  - Average term to maturity: 2.02 years
- Undrawn committed credit lines: EUR 1,315 mn

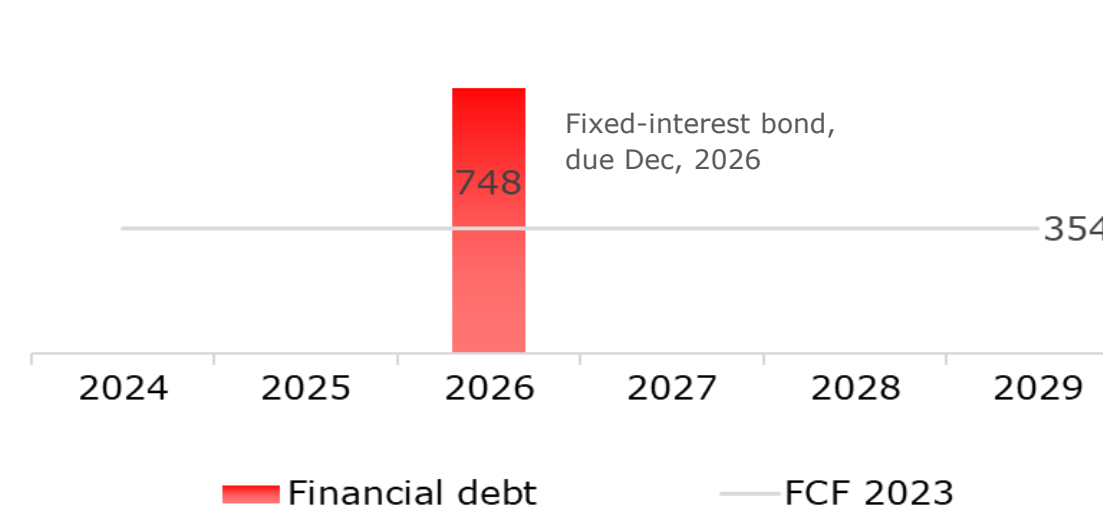
### Credit ratings



### Net debt/EBITDA



### Debt maturity profile (March 31, 2024)



- Fitch assigned A- in June 2023 (initial rating, best European telco)
- S&P upgrade to A- in 10/2022
- Moody's assigned A3 in 12/2023

**A1**

**Thank  
you**

