



Results for Q3 and Q1-Q3 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.

Summary Q3 2024

- **Total revenues +2.1% up** driven by service revenue growth in all markets except Slovenia; equipment revenues declined due to Austria.
- **Service revenue growth up 3.1%** driven mainly by retail mobile service revenues. Solutions and connectivity revenues and fixed-line revenues also rose.
- **Subscribers:** mobile subscribers: +6.1% yoy (flat ex. M2M); Broadband and TV RGUs: +2.1% and 4.9% yoy
- **EBITDA up 5.1%** yoy, margin improvement from 39.3% to 40.4%; +4.9% adjusted for one-offs, restructuring & FX.
- **Core OPEX** (ex one-offs) driven mainly by higher workforce costs.
- **FCF in 1-9M:** 28.7% higher yoy
- **A1 Serbia:** Acquisition of Conexio Metro in August*: All markets in footprint convergent as of 2025
- **EcoVadis Sustainability Rating** awarded A1 the gold medal being among the TOP 3%
- **Outlook confirmed:** 3-4% revenue growth, CAPEX of approx. EUR 800 mn (excl. spectrum and M&A)



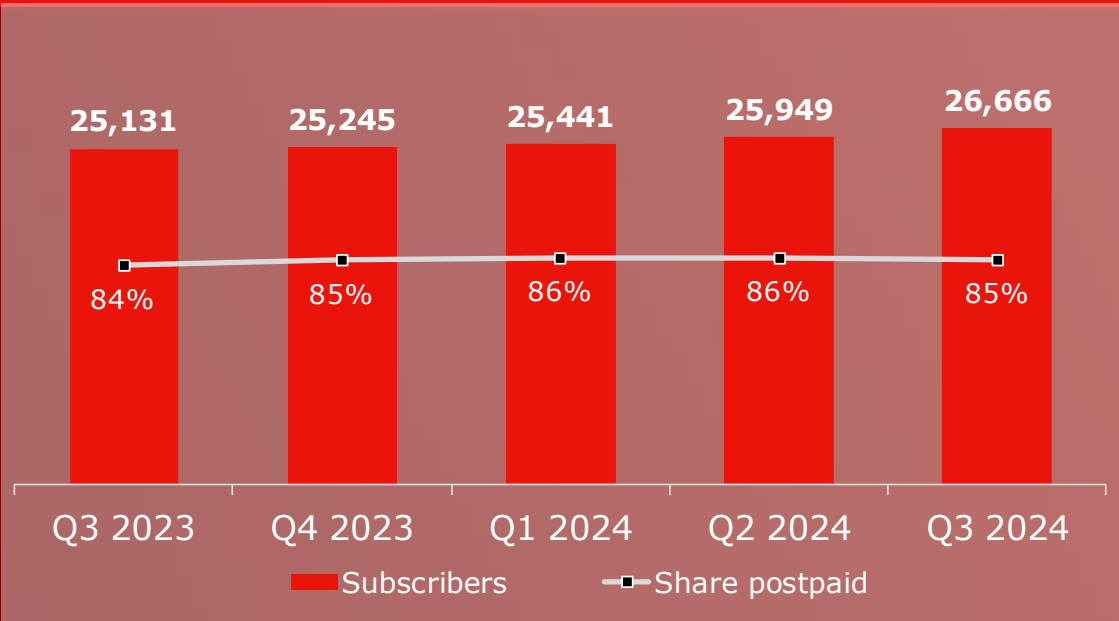
*Acquisition of Conexio Metro subject to merger control clearance.

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.

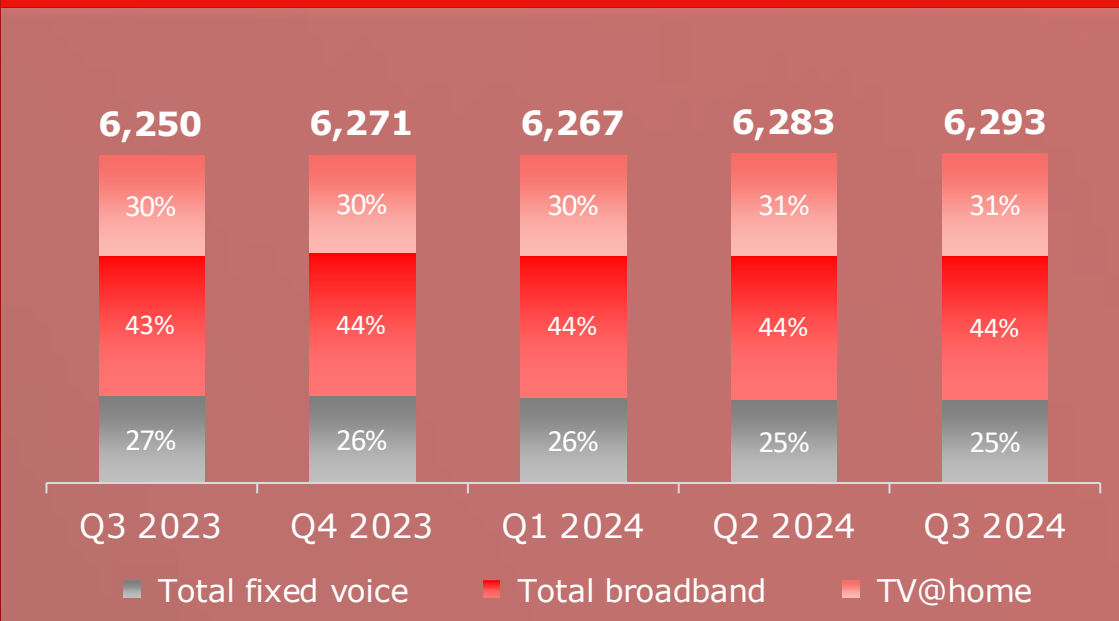
Customer-related information



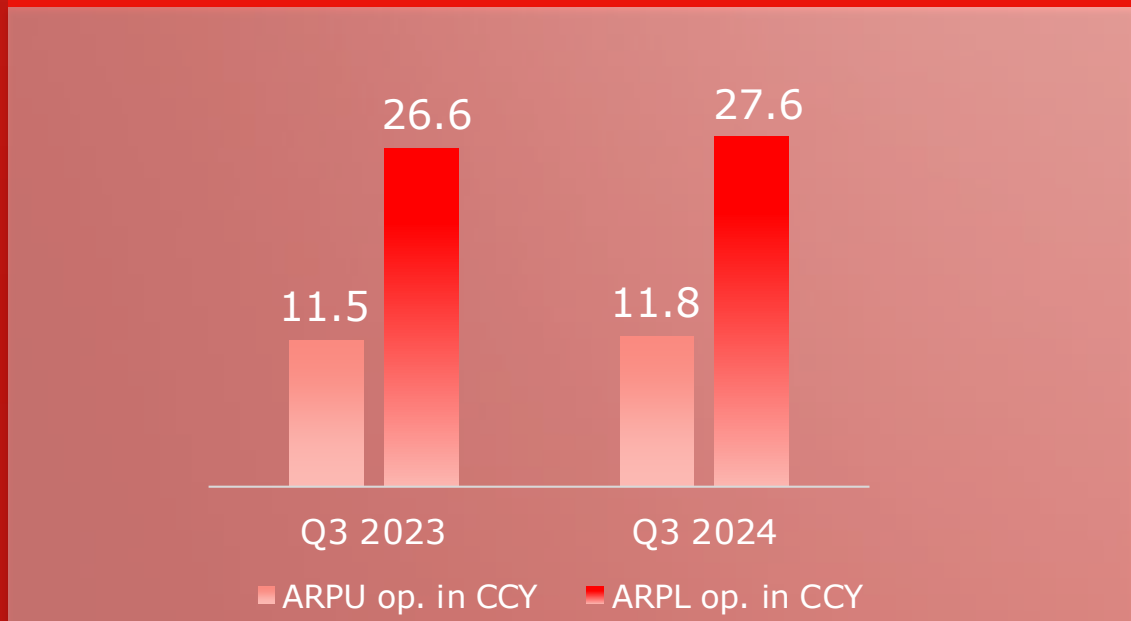
Mobile subscribers (in thousand)



RGUs (in thousand)



Q3 '24 Group ARPU and ARPL (in EUR)



Mobile subscribers: +6.1% yoy; stable excl.M2M customers

RGUs: +0.7% yoy; Broadband RGUs: +2.1% yoy, Advanced BB RGUs: +13.5% yoy

ARPL operative +3.8% yoy in CCY

ARPU operative +2.4% yoy in CCY

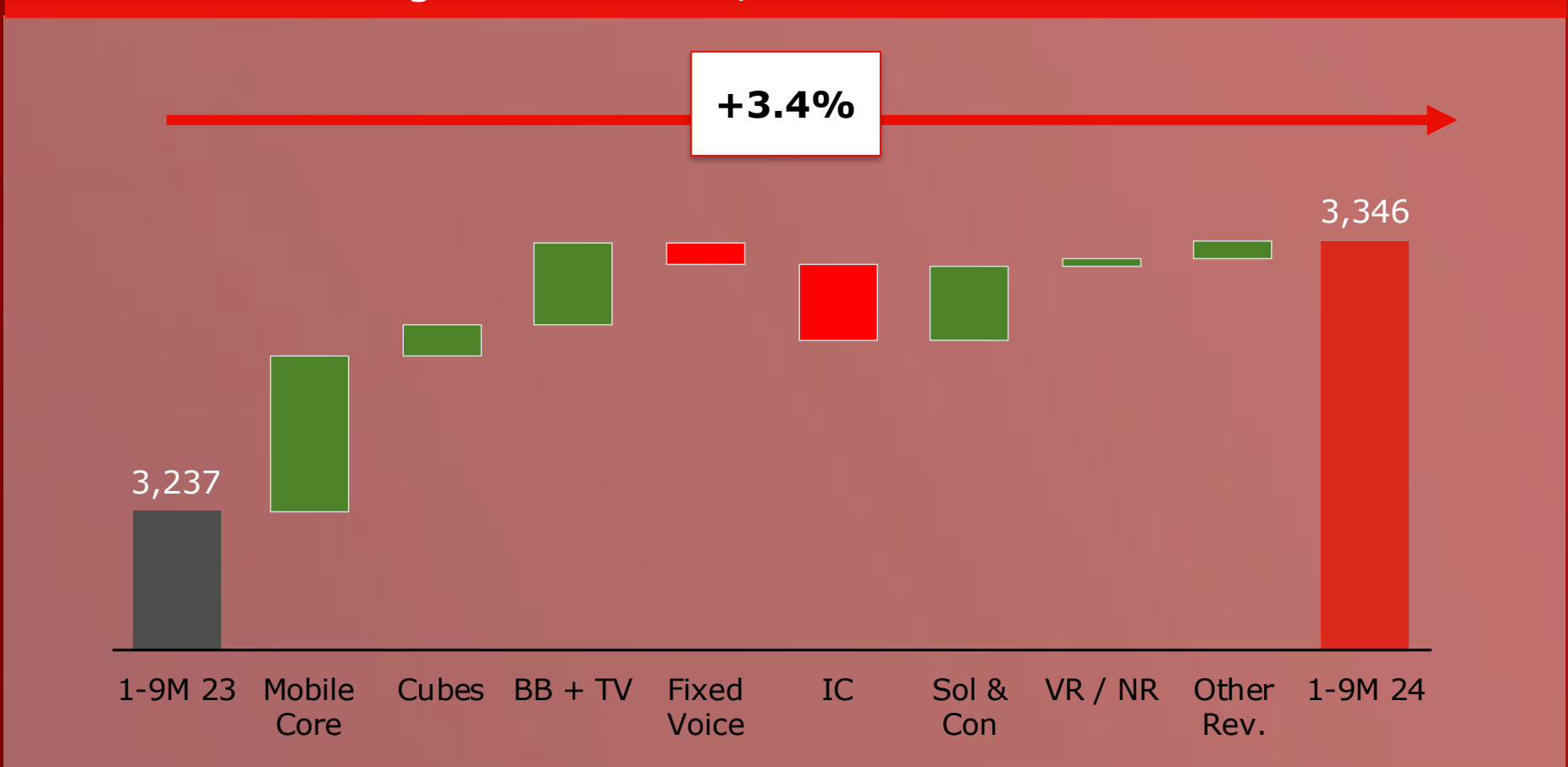
Group revenues

Unless otherwise stated, all amounts in EUR mn

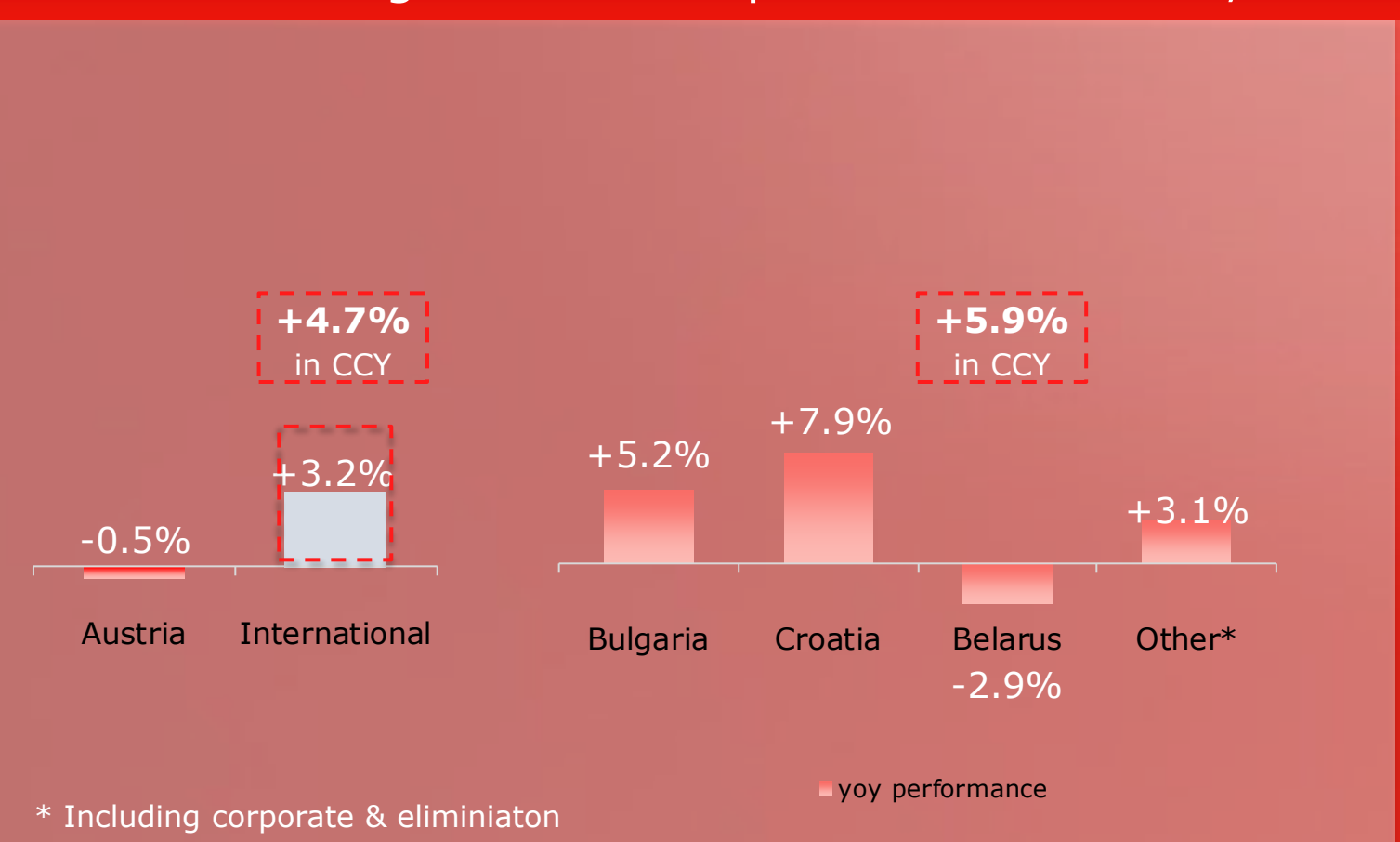
	Q3 2024	Q3 2023	
Service revenues	1,151	1,116	+3.1%
Equipment revenues	180	189	-4.4%
Other operating income	22	21	+6.6%
Total revenues	1,354	1,326	+2.1%

Q1-Q3 2024	Q1-Q3 2023	
3,346	3,237	+3.4%
524	578	-9.3%
66	68	-2.5%
3,937	3,882	+1.4%

Service revenue growth drivers, YTD



Total revenues growth – Group and International, YTD



Segment Austria in Q3 2024

Key Points

- Total revenue decrease: Higher service revenues but equipment revenues declined due to strong ICT equipment sales in Q3 2023
- Service revenue growth due to the solutions and connectivity business, benefitting from ICT solutions demand & NTT closing

Operations

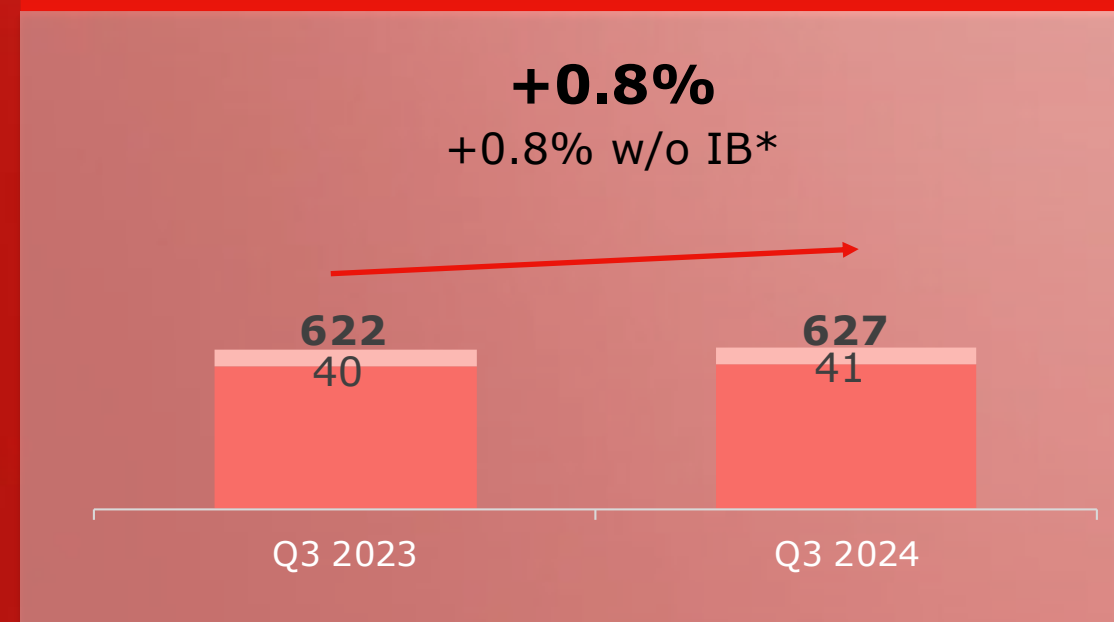
- Value-protecting measures (as of Apr. 1st 24)
- Mobile: lower total subscriber number yoy but positive net adds in mobile core and mobile WiFi router
- Fixed: RGU loss due to voice and BBI; Gains in TV and high-bandwidth RGUs not fully compensate low-bandwidth BB RGU loss

Core OPEX increase: higher workforce (collective bargaining agreement but lower FTEs) and maintenance costs; electricity costs lower

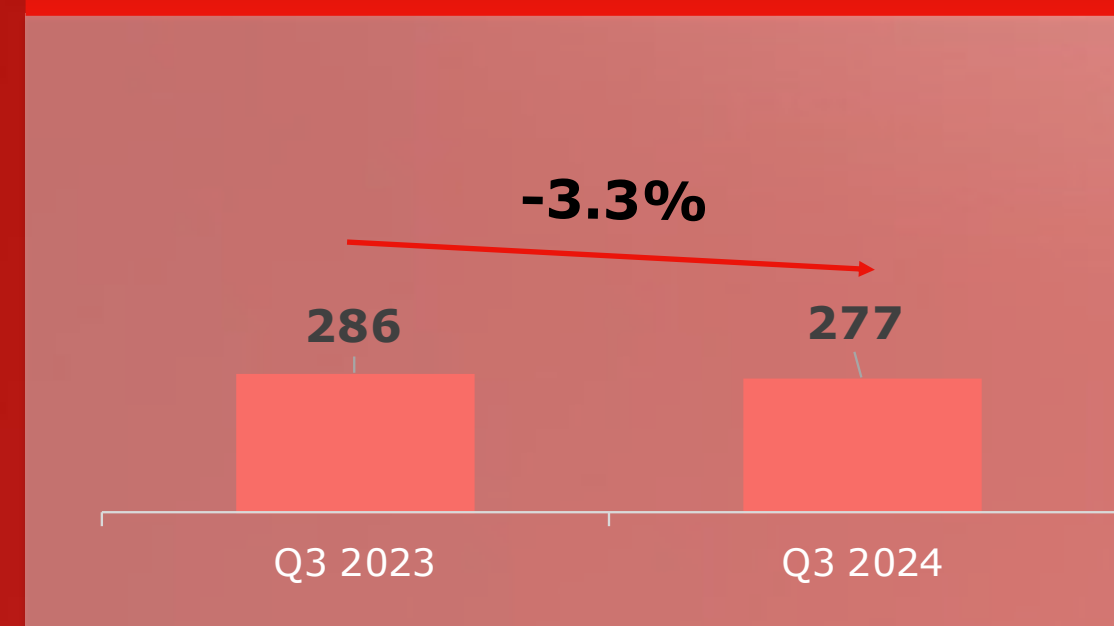
Equipment margin (-8mn) weighs on EBITDA

EBITDA excl. one-offs and restructuring: -2.7%, decline of ~1% excl. positive non-operating effects last year

AT Service revenues (EUR mn)



AT EBITDA (EUR mn)



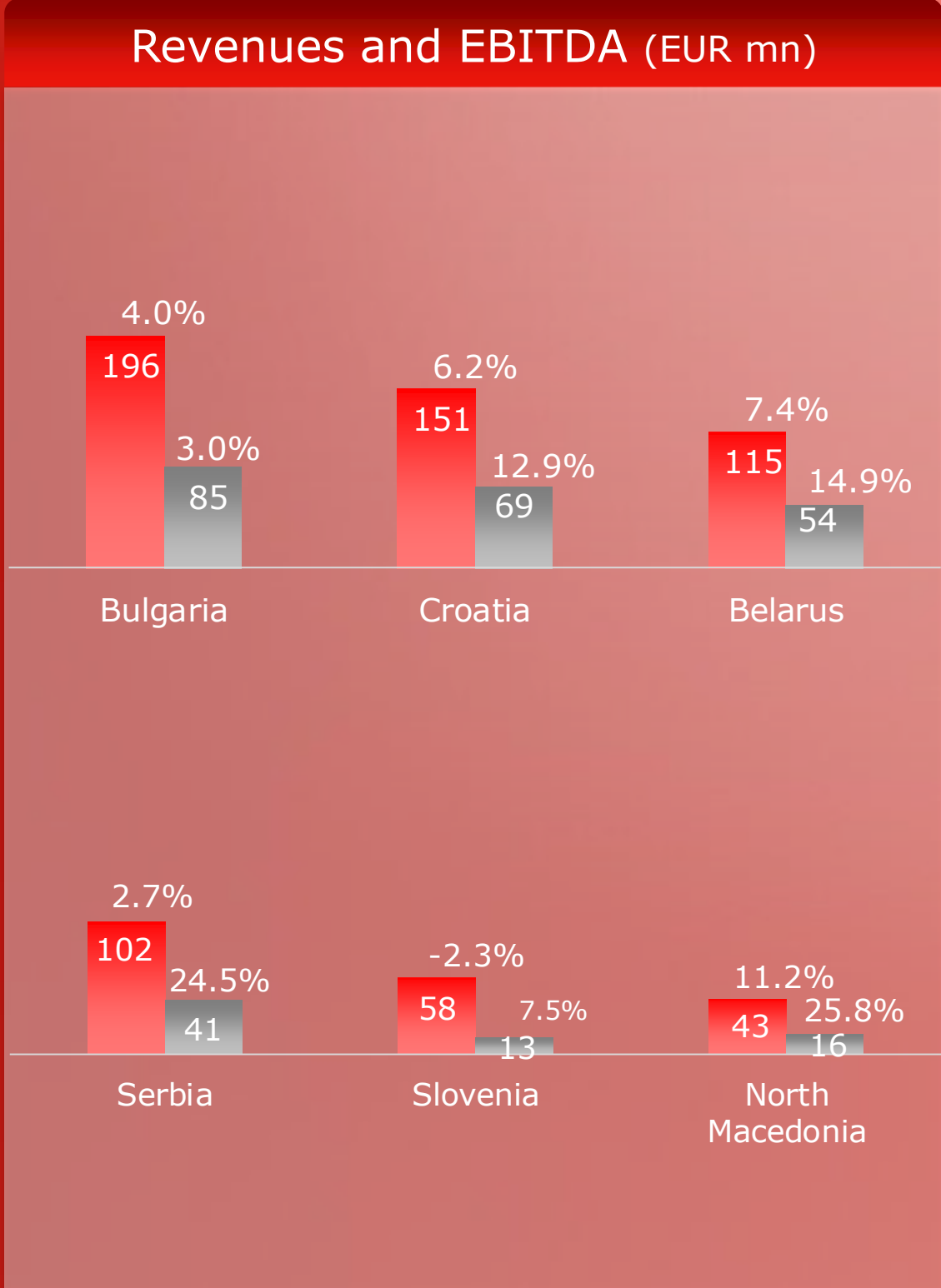
■ International Business*
comprising transit and other interconnection, solutions & connectivity;
reported in Austria, shown separately as it is not reflecting Austrian
business performance

International segments in Q3 2024

Highlights

Total revenues grew driven by higher service revenues. Equipment revenues rose for the first time this year.

- **Bulgaria:** Total revenues increased driven by equipment revenues. Service revenue and EBITDA growth slowed down due to solutions & connectivity (high comparable in 2023 due to large ICT deals)
- **Croatia:** Mobile postpaid subscriber base higher; retail mobile, fixed & solutions & connectivity support service revenue growth of 7%.
- **Belarus:** Solid growth due to subscriber growth, fixed price adjustments and leveraging convergent position. Growth also in Euro terms.
- **Serbia:** Mobile service revenue growth on the back of pricing measures. Core OPEX increase due to workforce costs.
- **Slovenia:** Fierce competition; lower RGU base and customers' optimization. EBITDA up due to lower core OPEX
- **N.Macedonia:** Strong service revenue increase driven by postpaid subscriber growth.



P&L

Q3 2024 below EBITDA

Unless otherwise stated, all amounts in EUR mn

	Q3 2024	Q3 2023	Δ	Q1-Q3 2024	Q1-Q3 2023	Δ
Revenues	1,354	1,326	+2.1%	3,937	3,882	+1.4%
OPEX	(806)	(805)	+0.2%	(2,431)	(2,440)	-0.4%
EBITDA	548	521	+5.1%	1,506	1,443	+4.4%
Margin	40.4%	39.3%	+1.1pp	38.3%	37.2%	+1.1pp
Restructuring	22	15	42.6%	61	53	14.0%
FX effects	2	-	n.m.	11	-	n.m.
one-off effects	- 1	7	n.m.	20	7	n.m.
EBITDA underlying	570	543	4.9%	1,597	1,503	6.3%
Margin	42.1%	41.0%	+1.1pp	40.6%	38.7%	+1.9pp
EBITDAaL	442	466	-5.1%	1,195	1,290	-7.4%
Margin	32.6%	35.1%	-2.5pp	30.4%	33.2%	-2.8pp
EBIT	255	274	-7.2%	650	710	-8.4%
EBIT margin	18.8%	20.7%	-1.9pp	16.5%	18.3%	-1.7pp
Financial result	(25)	(17)	45.7%	(75)	(65)	14.2%
Income taxes	(51)	(57)	-10.4%	(134)	(144)	-6.6%
Net result	178	200	-10.8%	441	501	-11.8%
Net margin	13.1%	15.0%	-1.9pp	11.2%	12.9%	-1.7pp

- One offs and restructuring almost level out.
- **EBIT** declined due to EUR 46.1 mn higher D&A:
 - mainly due to rights of use assets after tower spin-off
 - on proforma basis, D&A increased by EUR 20.6 mn
- **Higher negative financial result almost offset by lower income taxes**
- **Net result** lower due to higher D&A:
 - 1-9M reported: -11.8%
 - 1-9M proforma*: -1.3%

*Proforma= as if tower business has already been spun-off in comparison period

Free cash flow

Unless otherwise stated, all amounts in EUR mn	Q3 2024	Q3 2023	Δ	Q1-Q3 2024	Q1-Q3 2023	Δ
EBITDA	548	521	5.1%	1,506	1,443	4.4%
Restructuring charges, cost of labor obligations	24	13	85.1%	65	53	21.3%
Lease paid (principal, interest, prepayments)	(96)	(48)	97.8%	(289)	(156)	84.7%
Income taxes paid	(72)	(93)	-22.2%	(126)	(141)	-10.6%
Net interest paid	2	(13)	n.m.	9	(21)	n.m.
Change working capital and other changes	(44)	0	n.m.	(107)	(25)	n.m.
CAPEX	(168)	(217)	-22.5%	(648)	(822)	-21.2%
FCF before soc. plans	194	164	18.1%	411	330	24.3%
Social plans new funded	(20)	(17)	21.7%	(63)	(60)	4.3%
Free cash flow	173	147	17.6%	348	270	28.7%
<i>FCF/revenues</i>	<i>12.8%</i>	<i>11.1%</i>	<i>+1.7pp</i>	<i>8.8%</i>	<i>7.0%</i>	<i>+1.9pp</i>

Free Cash Flow in Q1-Q3 2024 higher due to

- higher operational result
- lower CAPEX
- lower interest paid
- lower income tax paid
- compensating higher lease payments following the tower spin-off

Working capital changes driven by negative impact in accounts payables:

- broadband subsidy received in 2023
- lower investments in 2024 (CAPEX paid from previous year but lower CAPEX additions this year)

Focus Points

A1 Serbia: Convergent proposition starting in 2025

Starting to offer
convergent services on the back of

Fiber lines acquired (Conexio)

Intensified fiber roll-out

Wholesale contract

**Share purchase agreement
for Conexio Metro d.o.o.
signed in August***

Spin-off of Conexio

**42,000 homes passed in
Belgrade**

1500 km fiber**

***Subject to applicable merger control clearance**

****incl. fiber lines from Conexio acquisition in
2024 and 2023 and own fiber roll-out**

Untap B2B digital service growth in SME segment

Strong growth in B2B digital services

+26%

Total

+80%

Security

+34%

Cloud

Revenues gross FY 2023

Replicate expertise from large enterprise customers to Small Medium Business (SME)

~99%
Enterprises

58%*
Level of digitalisation

Increase in
cyber attacks

SME products and services for A1 footprint + DACH region

- Exploit strong push towards ICT
- Extension of sales channels through partnering
- Streamlining offerings to reach economies of scale
- Create synergies across markets

*Source: Eurostat, [How digitalised have the EU's enterprises become? - Eurostat \(europa.eu\)](https://ec.europa.eu/eurostat/tgm/table.do?tab=table&init=1&plugin=1&code=sdg_8_8_1)

Austria – Focus on market investments & efficiency measures

Thereby addressing AT competitive challenges & cost pressure

Numbers

Mobile core net adds positive	+13k
Internet@home net adds negative	-5k
Service revenue growth	+1%
Revenue market share	up

Mobile core, Internet@home net additions in Q3 2024
Service revenue growth yoy
Revenue market share on a q-o-q comparison

Challenge

Highly competitive mobile market with new price points

Increasing competition, new infrastructure players

Customer optimization and high competition limit indexation effect

Cost pressure

Our focus

- ✓ **Focus on customer journey**
- ✓ **Regional approach in utilizing infrastructure**
- ✓ **Household focus**
- ✓ **Shift indirect to direct costs**
- ✓ **Invest into market**

Outlook

Guidance 2024



Guidance 2024

Revenues

3-4% increase p.a.

CAPEX ex. spectrum

Around € 800 million

Outlook based on current inflation and
exchange rate expectations



A1 ambitions 2024-2026

Revenues

3-4% increase p.a.

EBITDA

4-5% increase p.a.

CAPEX

€ 2.8 bn plus frequencies

Dividend baseline

€ 0.32 per share

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

€ 0.32 in FY 2022
€ 0.36 in FY 2023

+13%
yoy

Outlook based on current inflation and exchange rate expectations, targets as of CMD 09/2023

Appendix

Conservative financial policy and investment-grade ratings

As of September 30, 2024

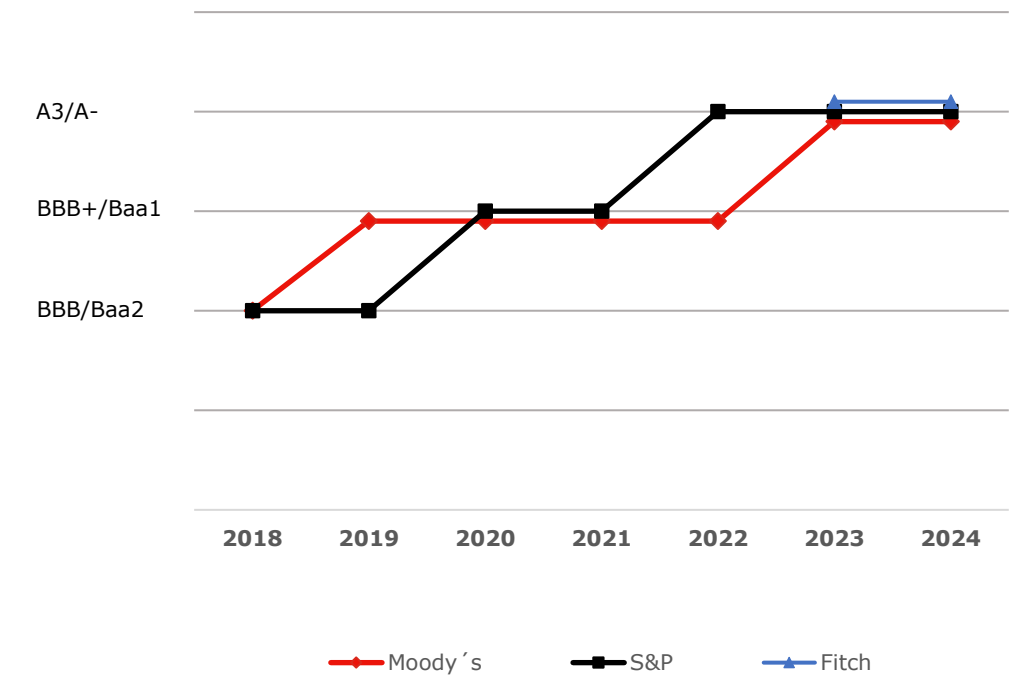
Overview (September 30, 2024)

- Total financial debt: EUR 780 mn
- Average cost of debt: 1.59%
- Cash & cash equivalents: EUR 219 mn
- Avg. term to maturity: 2.10 years

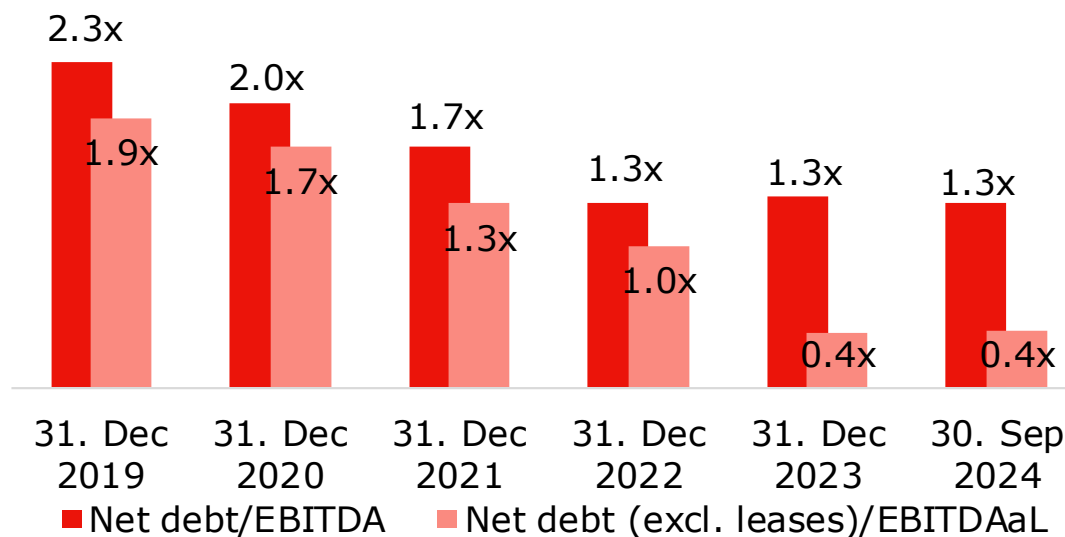
Lines of credit (September 30, 2024)

- Total committed lines: EUR 1,315 mn
 - Average term to maturity: 1.52 years
- Undrawn committed credit lines: EUR 1,285 mn

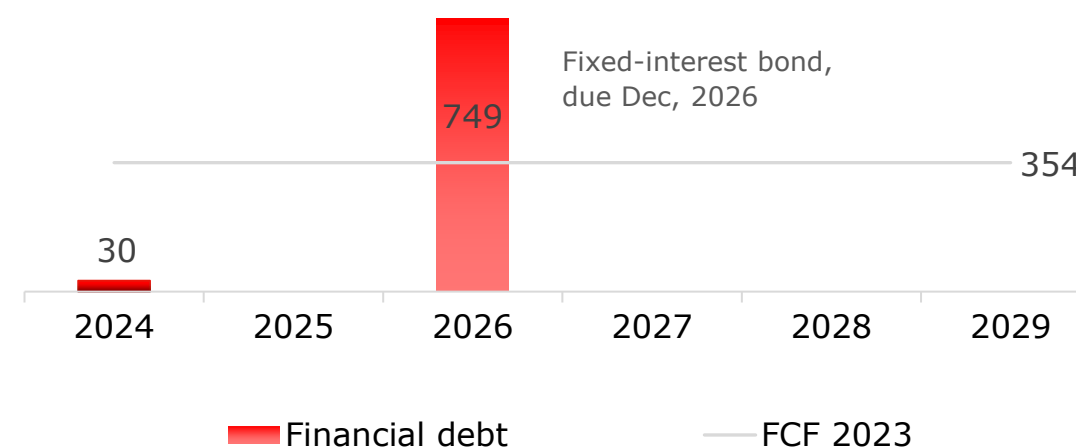
Credit ratings



Net debt/EBITDA



Debt maturity profile (September 30, 2024)



- Fitch assigned A- in June 2023 (initial rating, best European telco)
- S&P confirmed A- in 5/2024
- Moody's assigned A3 in 12/2023

A1

**Thank
you**