



# Facts & Figures

| A<sup>1</sup> Group

# The A1 Group at a glance



Leading telecommunications provider in CEE.



América Móvil and ÖBAG: two strong core shareholders.



Around 30 million customers in 7 core markets.



A1 Digital: digital transformation in the core markets as well as in Germany and Switzerland.

**AUT**

A1 Austria: 52% of the Group's total revenues.

**5.4 bn**

Total revenues; financial year 2024

**2.0 bn**

EBITDA in the financial year 2024

**30 mn**

Customers in seven core markets

**17,298**

Employees as of year-end 2024

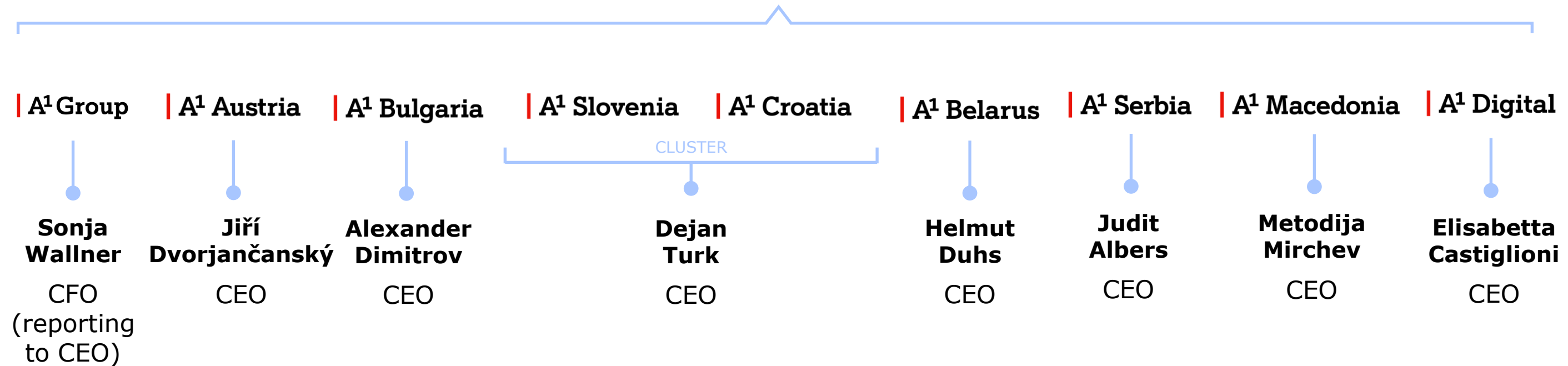
# The structure

## A1 Group

Well positioned in CEE

**Alejandro Plater**  
CEO

**Thomas Arnoldner**  
Deputy CEO



# Corporate Strategy

## 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**



### Explore the **new**

**Scaling-up the Portfolio**

Develop Eco-systems and **Partnerships** to enrich Capabilities

**Expertise Hubs** to master execution

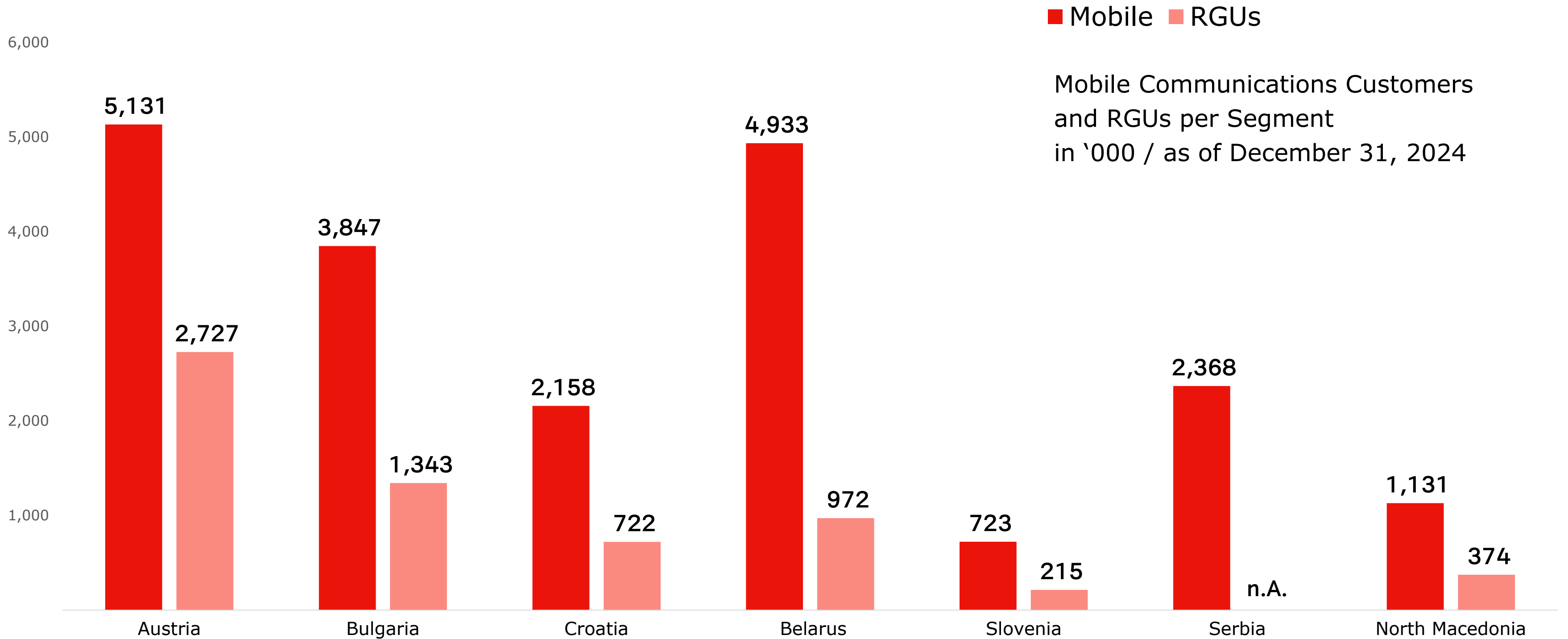
**... to discover new growth opportunities**

**Brand**

**ESG**

**Security**

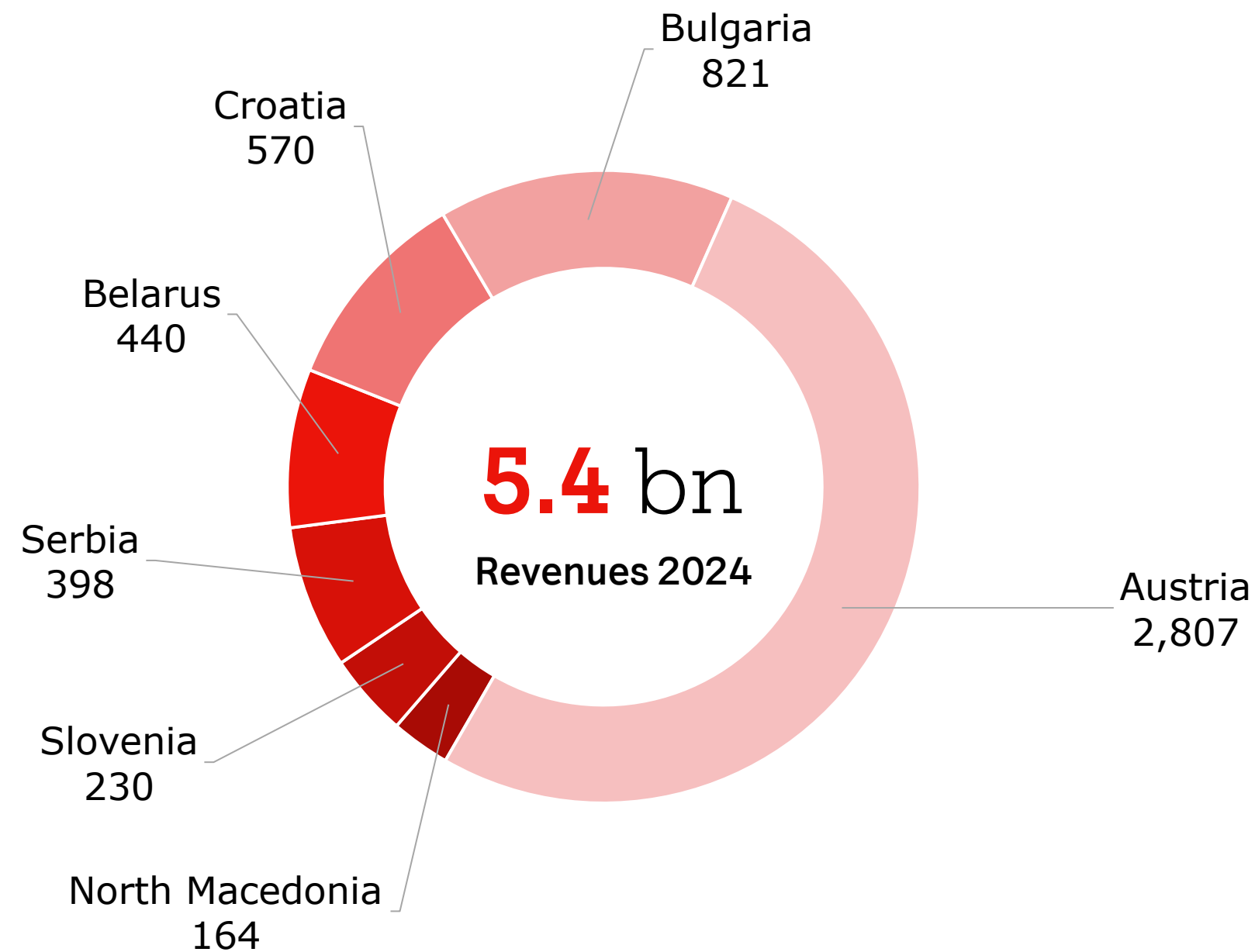
# Mobile Communications Customers and RGUs



# Total Revenues & EBITDA by Segment

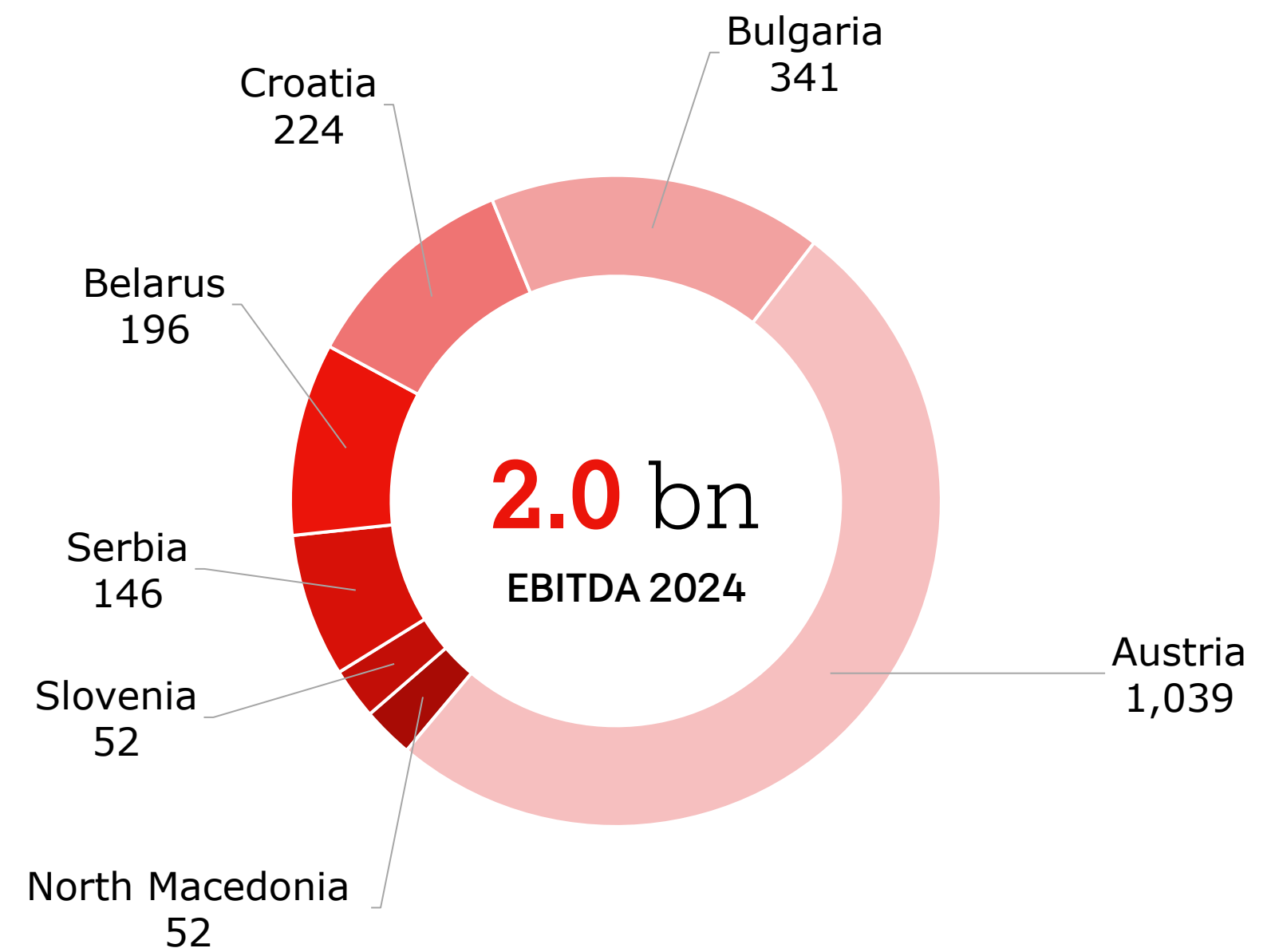
## Total revenues by segment

in EUR mn/in 2024



## EBITDA by segment

in EUR mn/in 2024



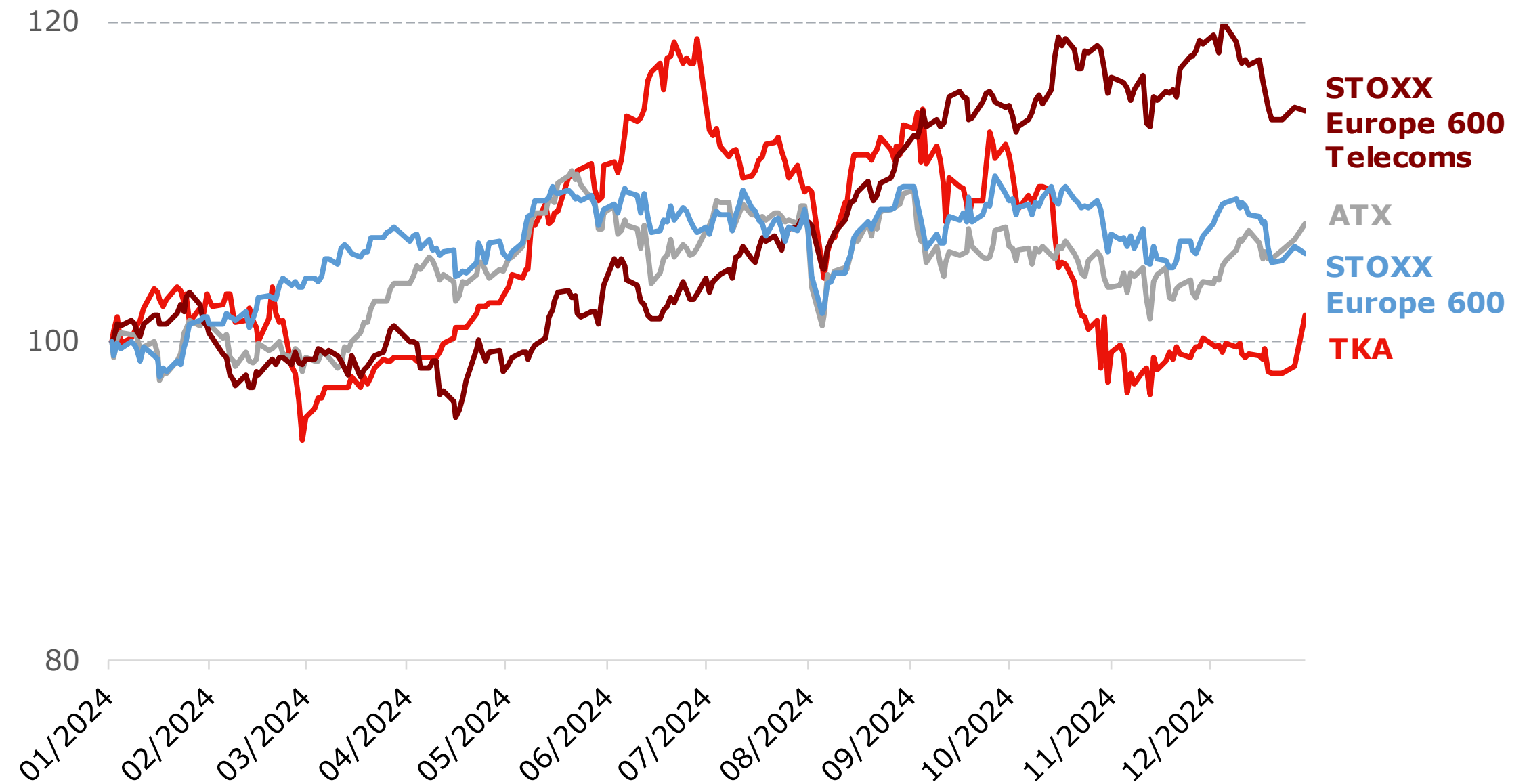
# Development of the Telekom Austria Share Price

## Performance 2024<sup>1)</sup>:

TKA	+4.1 %
ATX	+6.6 %
Telco Stoxx	+15.9 %

Dividend for the financial year 2023: EUR 0.36

<sup>1)</sup> as of December 31, 2024

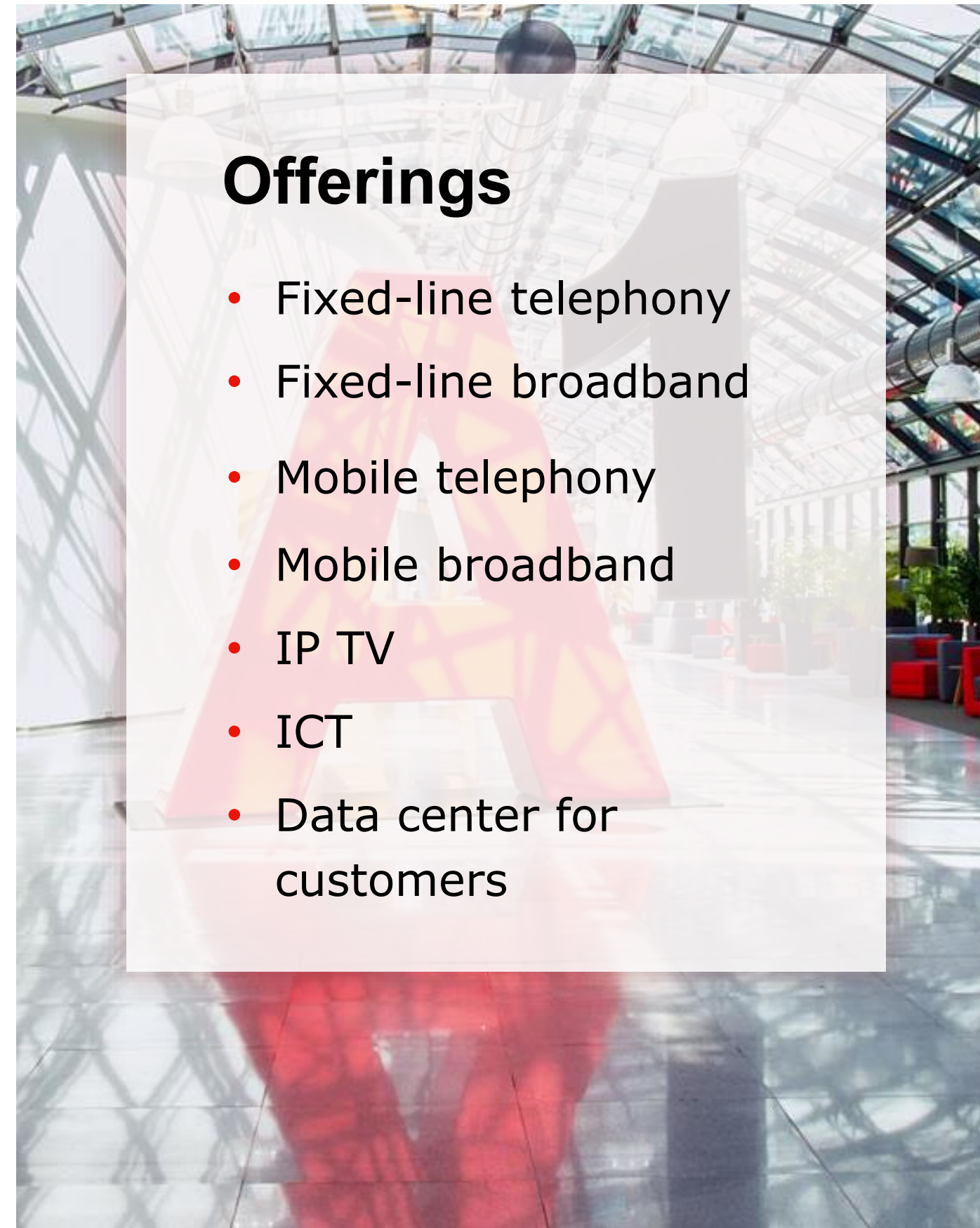


# A1 in Austria

A1 is Austria's **leading mobile and fixed-line provider** with approx. 5.1 million mobile subscribers and 2.7 million RGUs as of year-end 2024.

Customers benefit from a **comprehensive range of products and services from a single source**: core telecommunications services, Internet access, digital cable television, information and communications technology (ICT), wholesale services, and mobile business and payment solutions.

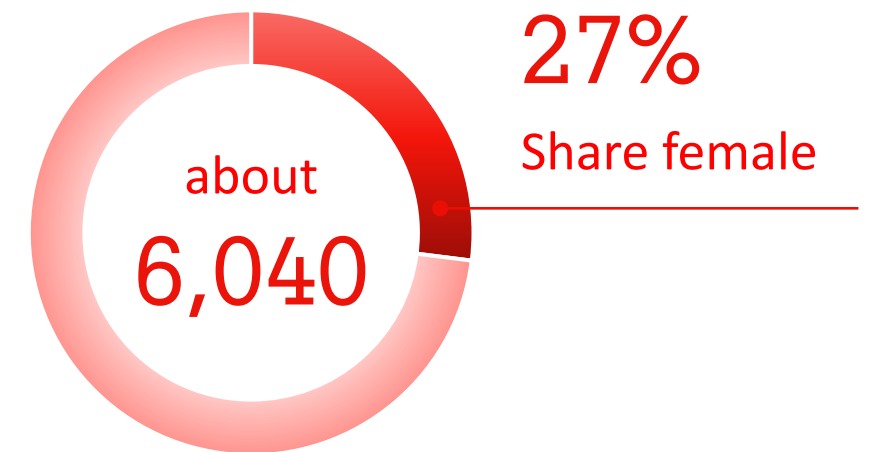
As a **responsible company**, A1 integrates socially relevant and environmental concerns into its core business.



## Offerings

- Fixed-line telephony
- Fixed-line broadband
- Mobile telephony
- Mobile broadband
- IP TV
- ICT
- Data center for customers

## Employees (FTE)

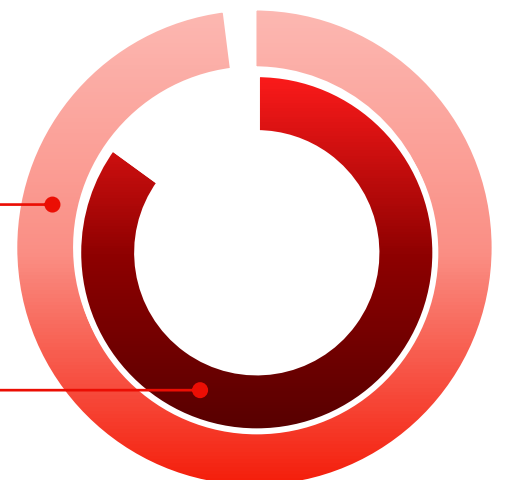


## Network coverage

**Fiber 850,000**  
homes passed

**4G 99%**

**5G 85%**



# Market position

Mobile

#1

Fixed

#1

RGU (in '000)

2,727

Subscribers (in '000)

5,131

Convergent since

2007

## Financials 2024

In 2024, the segment Austria contributed 52% to the revenues and 51% to the EBITDA of the A1 Group.

	In EUR mn	Change
Revenues	2,807	0.3 %
ARPU (EUR)	17.7	1.8 %
ARPL (EUR)	37.9	6.1 %
EBITDA	1,039	-2.3 %
EBIT	387	-21.5 %
CAPEX	524	-11.1 %

# Award winning digital infrastructure

## The backbone of Austria's digitalization

### Broadband expansion

- A1 invests **~500 mn. € per year** in Austria's digital infrastructure
- **~75,500 km** A1 fiber network
- **95 %** of all municipalities with access point to the **A1 fiber network**
- **>900,000 households** connected with fiber to the building (FTTB) or home (FTTH)

### 5G

- **A1 5Giganet** combines the fastest 5G technology with the largest fiber network
- **>5,000 5G sites:** coverage of **~85%** of the population
- **5G + Fiber =** ultra high-speed Internet for rural areas

### Data center

- **Largest operator of data centers** in Austria: **10,000 square meters**
- **IT infrastructure in Austria** and secure **cloud-based software**
- **~40 mn. € per year** investment in security

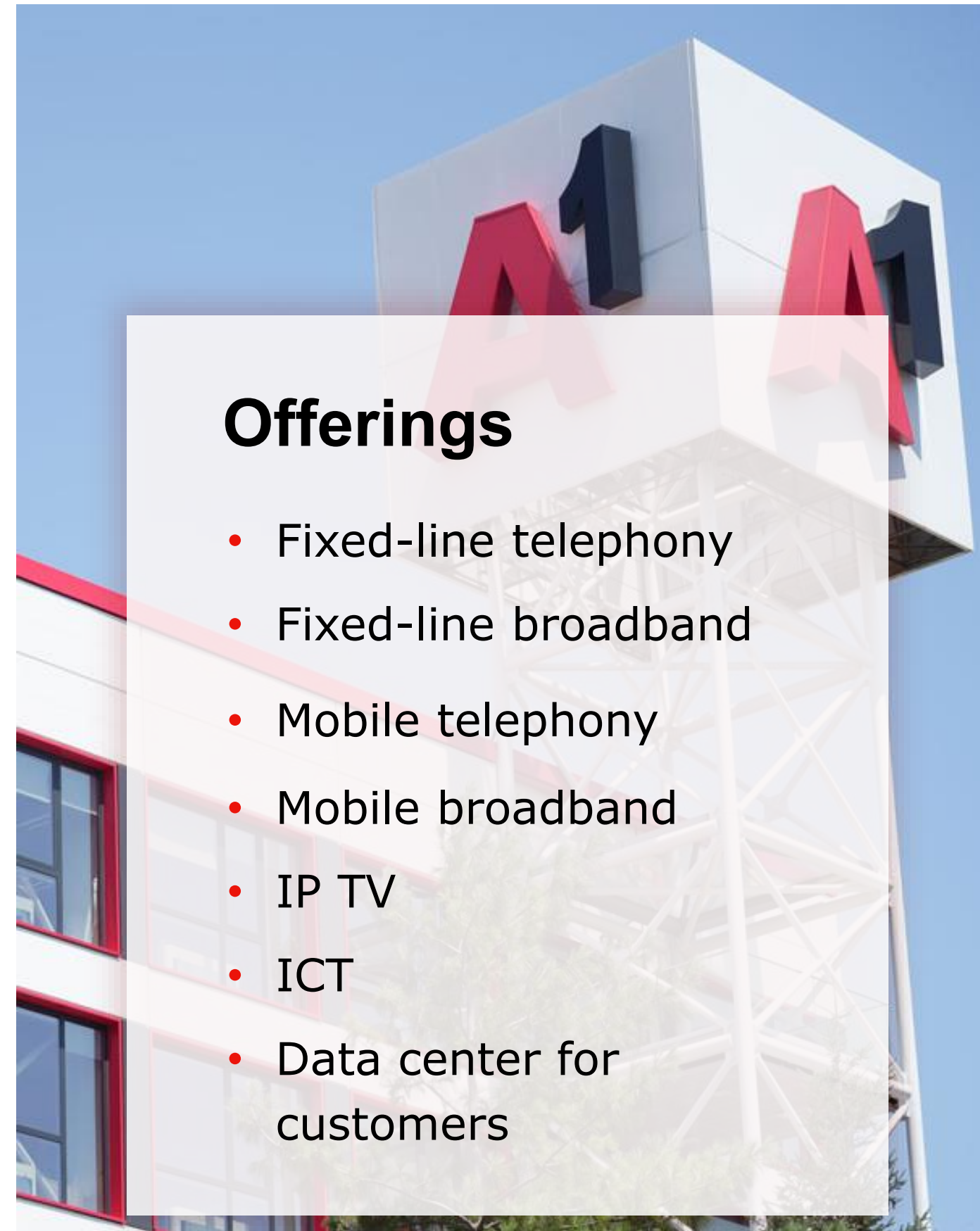


# A1 in Bulgaria

In Bulgaria, A1 is the second-largest provider in the mobile and fixed-line segments and **overall, the number one in the market.**

**Fully convergent provider:** complete portfolio of core telecommunications services, information and communications technology (ICT), satellite TV, an own interactive TV platform, and four sports channels.

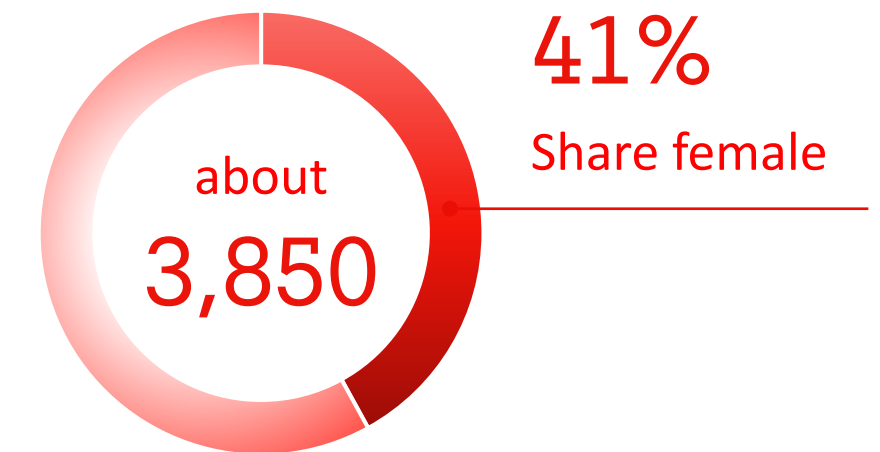
The predecessor company of A1 Bulgaria was founded in 1994 and acquired by the Group in 2005.



## Offerings

- Fixed-line telephony
- Fixed-line broadband
- Mobile telephony
- Mobile broadband
- IP TV
- ICT
- Data center for customers

## Employees (FTE)



## Network coverage

**Fiber 1.4 million**  
homes passed

**4G 99%**

**5G 86%**



A1 Bulgaria

# Market position

Mobile

#2

Fixed

#2

RGU (in '000)

1,343

Subscribers (in '000)

3,847

Convergent since

2011

## Financials 2024

In 2024, the business in Bulgaria generated 15% of total revenues and 17% of the EBITDA of the Group, making it the second-largest A1 market after Austria.

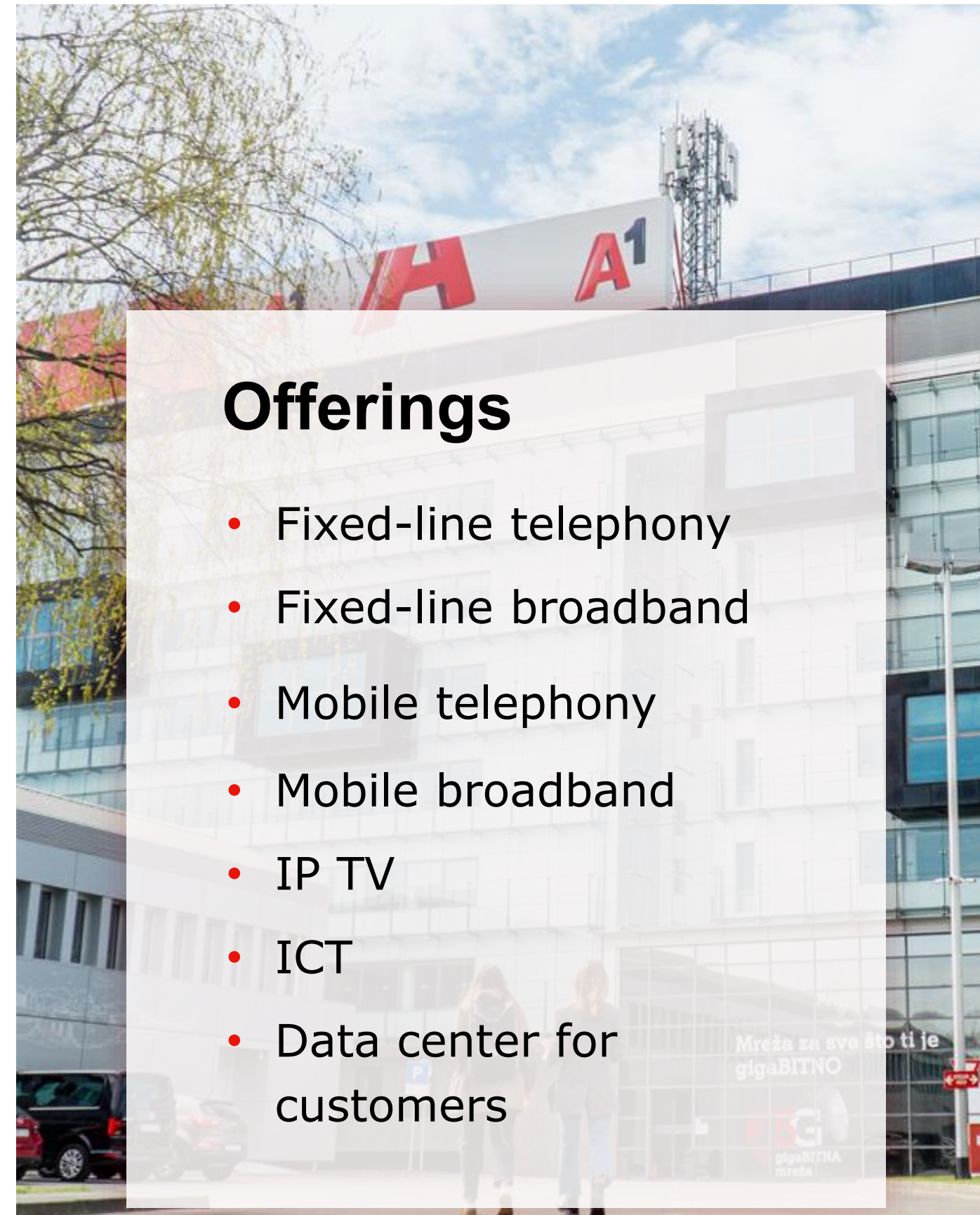
	In EUR mn	Change
Revenues	821	9.5 %
ARPU (EUR)	8.0	5.1 %
ARPL (EUR)	17.6	5.2 %
EBITDA	341	12.2 %
EBIT	187	3.0 %
CAPEX	121	-11.8 %

# A1 in Croatia

In Croatia, A1 is the **second-largest operator in both fixed-line and mobile communications.**

Additional services: TV services, comprehensive business solutions as well as information and communications technology (ICT). The broadband infrastructure comprises fiber and 5G.

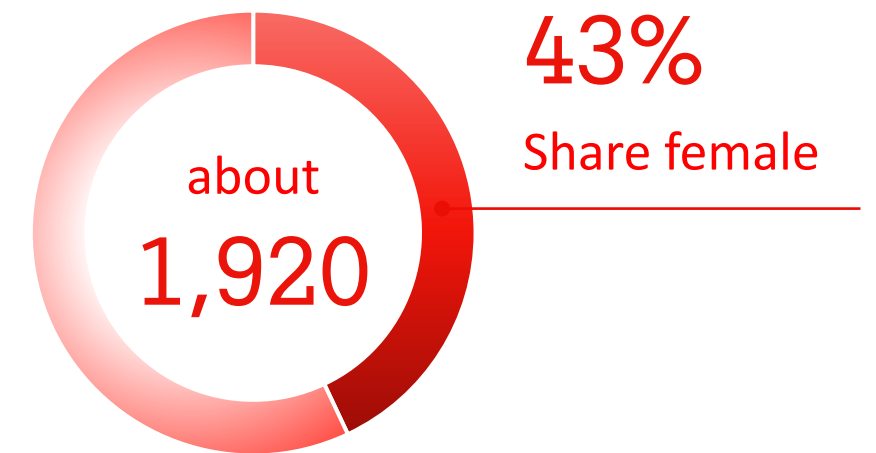
The predecessor company of "A1 Hrvatska" was founded by the Group in 1998 and began operations in 1999.



## Offerings

- Fixed-line telephony
- Fixed-line broadband
- Mobile telephony
- Mobile broadband
- IP TV
- ICT
- Data center for customers

## Employees (FTE)

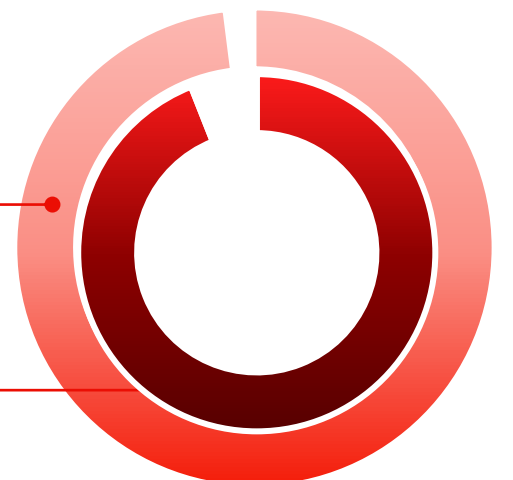


## Network coverage

**Fiber 409,000**  
homes passed

**4G 98%**

**5G 94%**



# Market position

Mobile

#2

Fixed

#2

RGU (in '000)

722

Subscribers (in '000)

2,158

Convergent since

2011

## Financials 2024

In 2024, the business in Croatia contributed 11% to the Group's revenues and EBITDA.

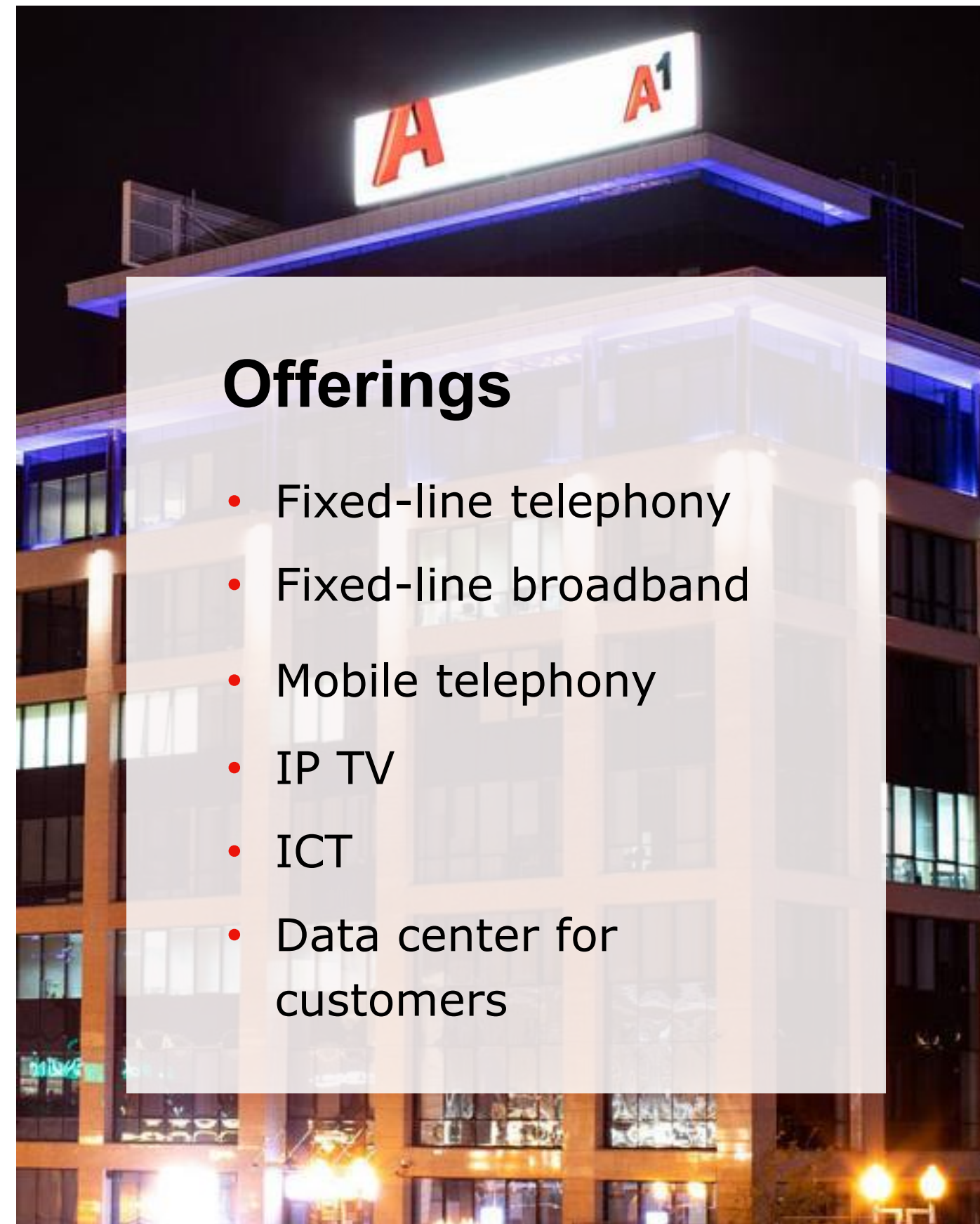
	In EUR mn	Change
Revenues	570	8.6 %
ARPU (EUR)	12.0	3.9 %
ARPL (EUR)	32.9	6.0 %
EBITDA	224	18.7 %
EBIT	100	12.3 %
CAPEX	79	-61.5 %

# A1 in Belarus

A1 is the **second-largest private provider of telecommunications, ICT and content** services in Belarus.

**Complete portfolio** of core telecommunications services, IPTV, data storage and cloud services as well as one of the largest data centers in the country. The ICT portfolio includes the installation and technical maintenance of security alarm systems, access control systems, as well as multimedia, sound and video conferencing systems.

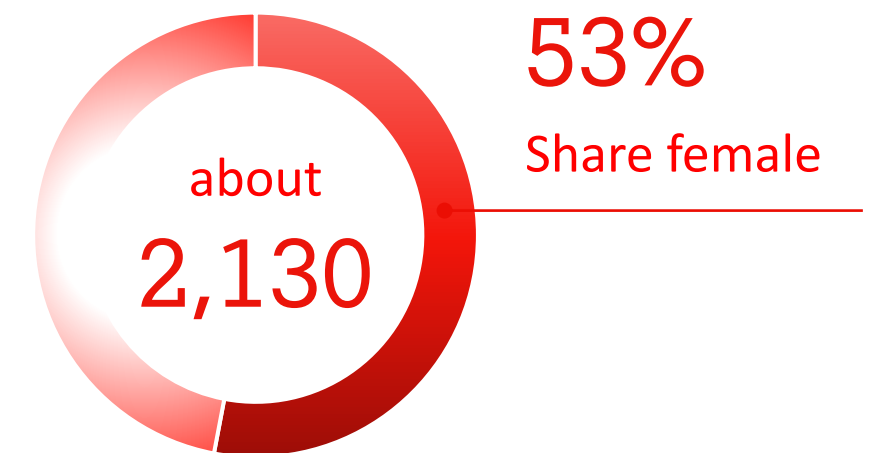
The predecessor company of A1 Belarus became part of the Group in 2007.



## Offerings

- Fixed-line telephony
- Fixed-line broadband
- Mobile telephony
- IP TV
- ICT
- Data center for customers

## Employees (FTE)



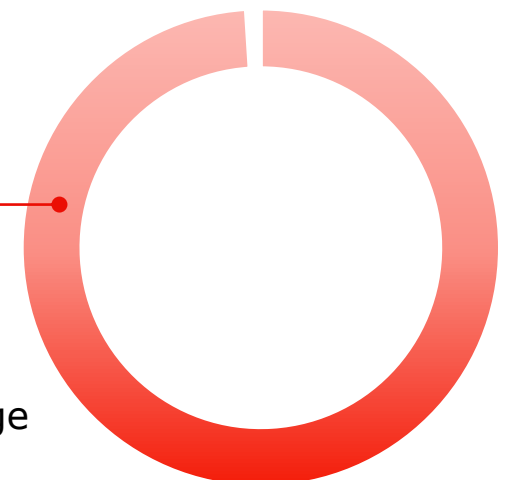
## Network coverage

**Fiber 1.4 million**  
homes passed

**4G\* 99%**

Belarus has not yet awarded 5G spectrum.

\*Partner network coverage



# Market position

Mobile

#2

Fixed

#2

RGU (in '000)

972

Subscribers (in '000)

4,933

Convergent since

2016

## Financials 2024

In 2024, the business in Belarus contributed **8%** to the Group's revenues and **10%** to its EBITDA.

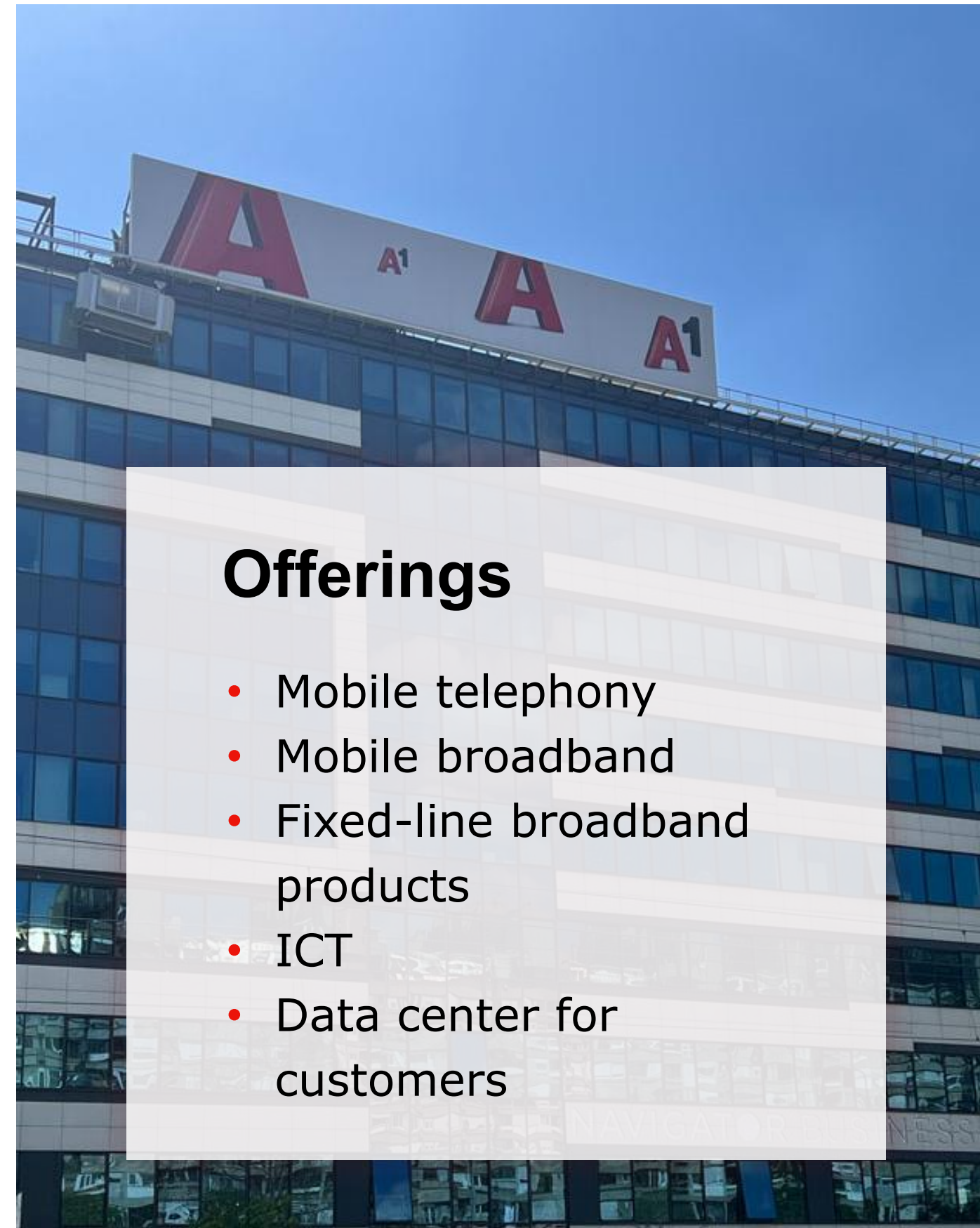
	In EUR mn	Change
Revenues	449	1.6 %
ARPU (EUR)	4.2	-4.1 %
ARPL (EUR)	7.8	5.5 %
EBITDA	196	2.1 %
EBIT	155	11.8 %
CAPEX	54	115.3 %

# A1 in Serbia

A1 is the **third-largest mobile operator in Serbia**. Since the beginning of 2025, A1 also offers **broadband products in the fixed-line segment** there and is now convergent in all its market.

It offers telecommunications services such as telephony and broadband internet as well as digital entertainment services and information and communications technology (ICT). A1 Serbia also operates a data center in the country.

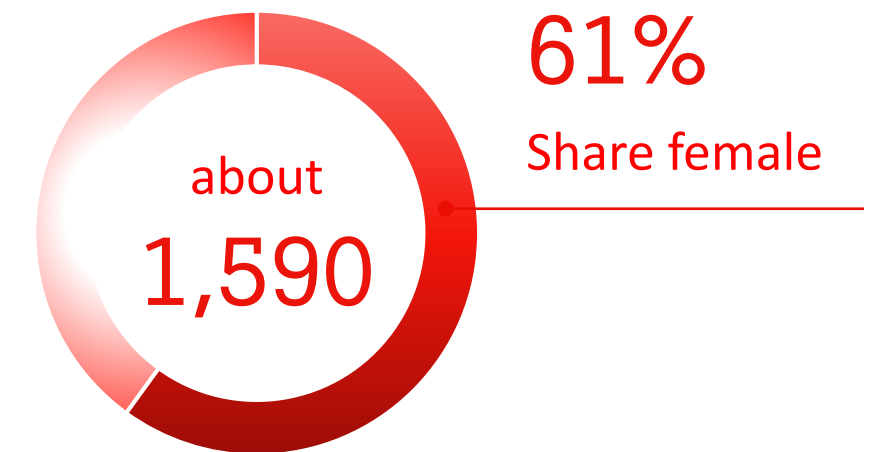
The predecessor company of "A1 Srbija" was founded as part of the Group in 2006 and started operations in 2007.



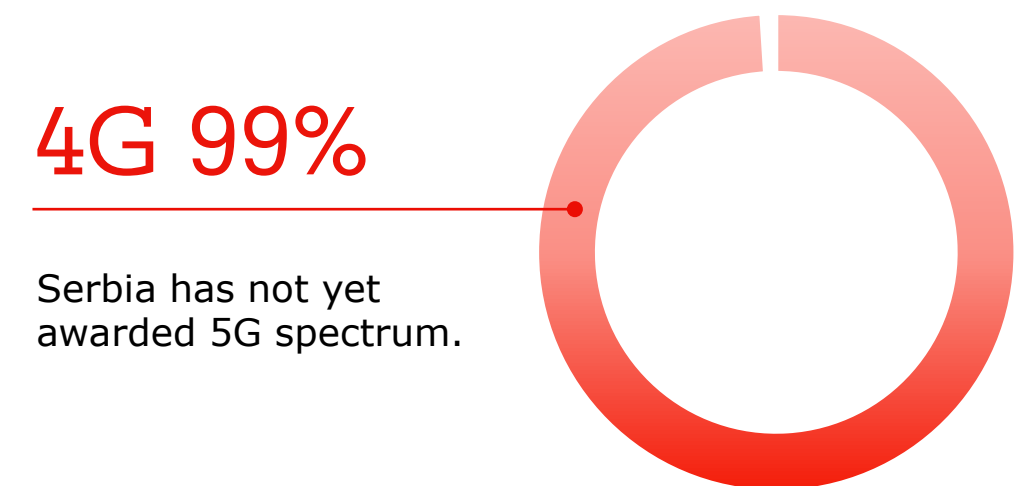
## Offerings

- Mobile telephony
- Mobile broadband
- Fixed-line broadband products
- ICT
- Data center for customers

## Employees (FTE)



## Network coverage



# Market position

Mobile

#3

Subscribers (in '000)

2,368

Convergent since

2025

## Financials 2024

In 2024, the business in Serbia contributed **7%** to the Group's revenues and EBITDA.

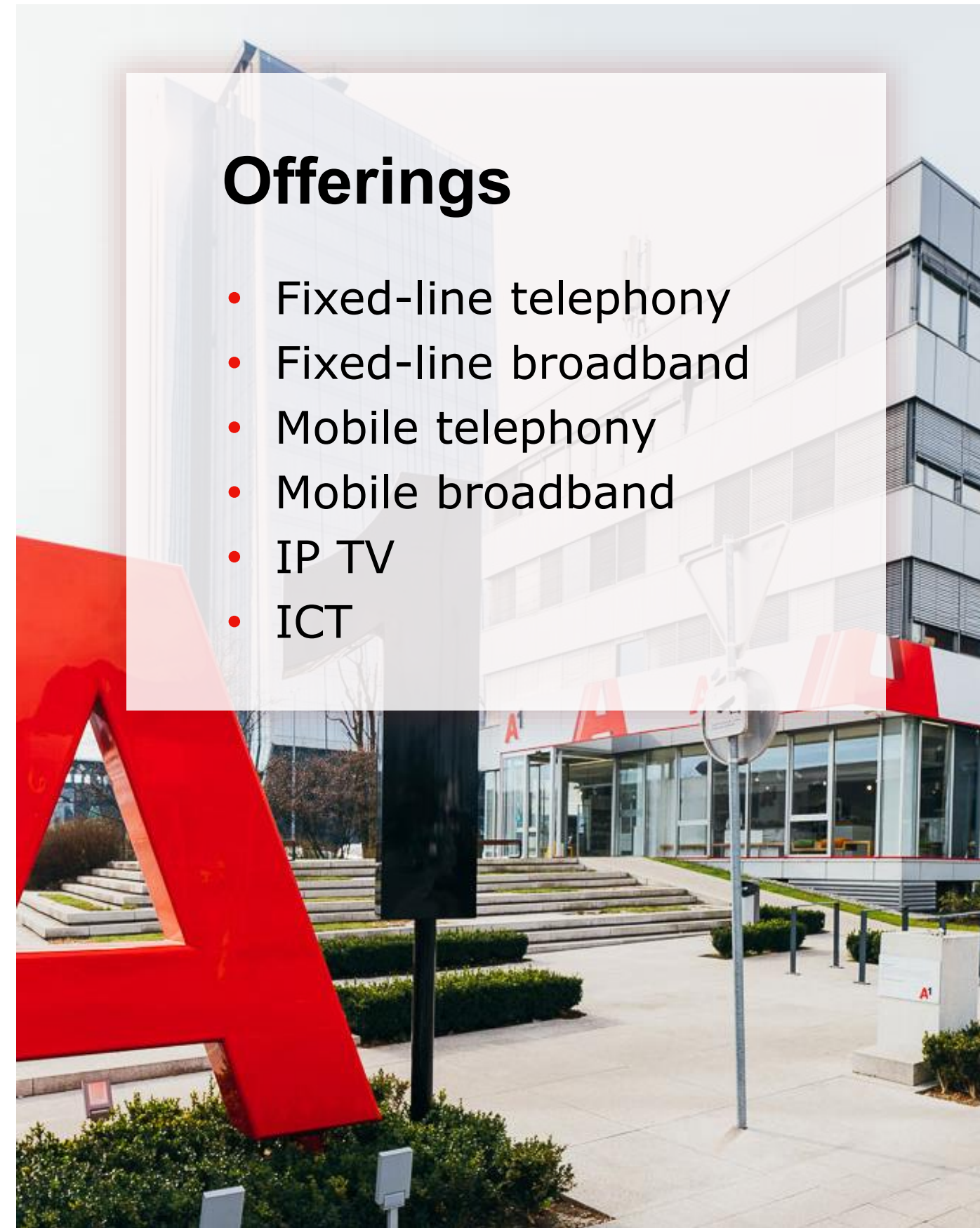
	In EUR mn	Change
Revenues	398	4.0 %
ARPU (EUR)	9.8	8.7 %
ARPL (EUR)	n.a.	n.a.
EBITDA	146	15.2 %
EBIT	62	5.2 %
CAPEX	33	-41.7 %

# A1 in Slovenia

A1 Slovenia is the second-largest **mobile operator** and the fourth-largest **fixed-line operator** in the country.

The company offers mobile and fixed-line services, high-speed broadband internet, cybersecurity, as well as information and communications technology (ICT).

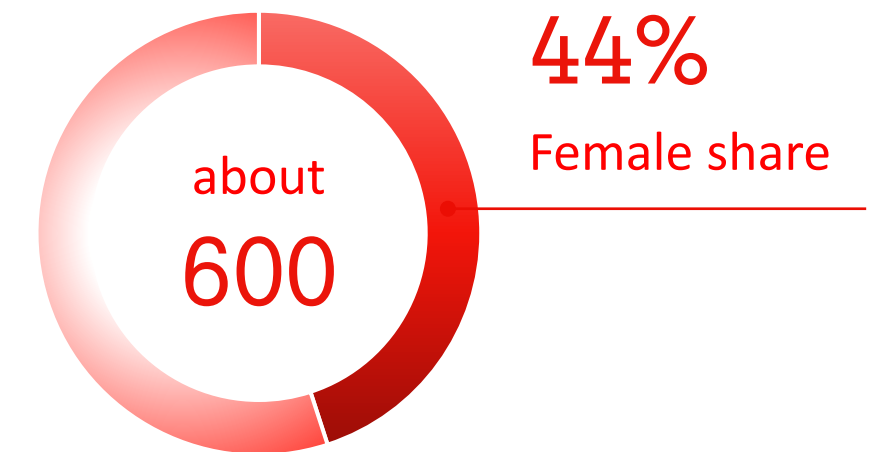
The predecessor company of "A1 Slovenija" began operations in 1999 and became part of the Group in 2001.



## Offerings

- Fixed-line telephony
- Fixed-line broadband
- Mobile telephony
- Mobile broadband
- IP TV
- ICT

## Employees (FTE)



## Network coverage

Fiber 53,000

homes passed

4G 99%

5G 82%



# Market position

Mobile

#2

Fixed

#4

RGU (in '000)

215

Subscribers (in '000)

723

Convergent since

2015

## Financials 2024

In 2024, the business in Slovenia contributed **4%** to the Group's revenues and **3%** to its EBITDA.

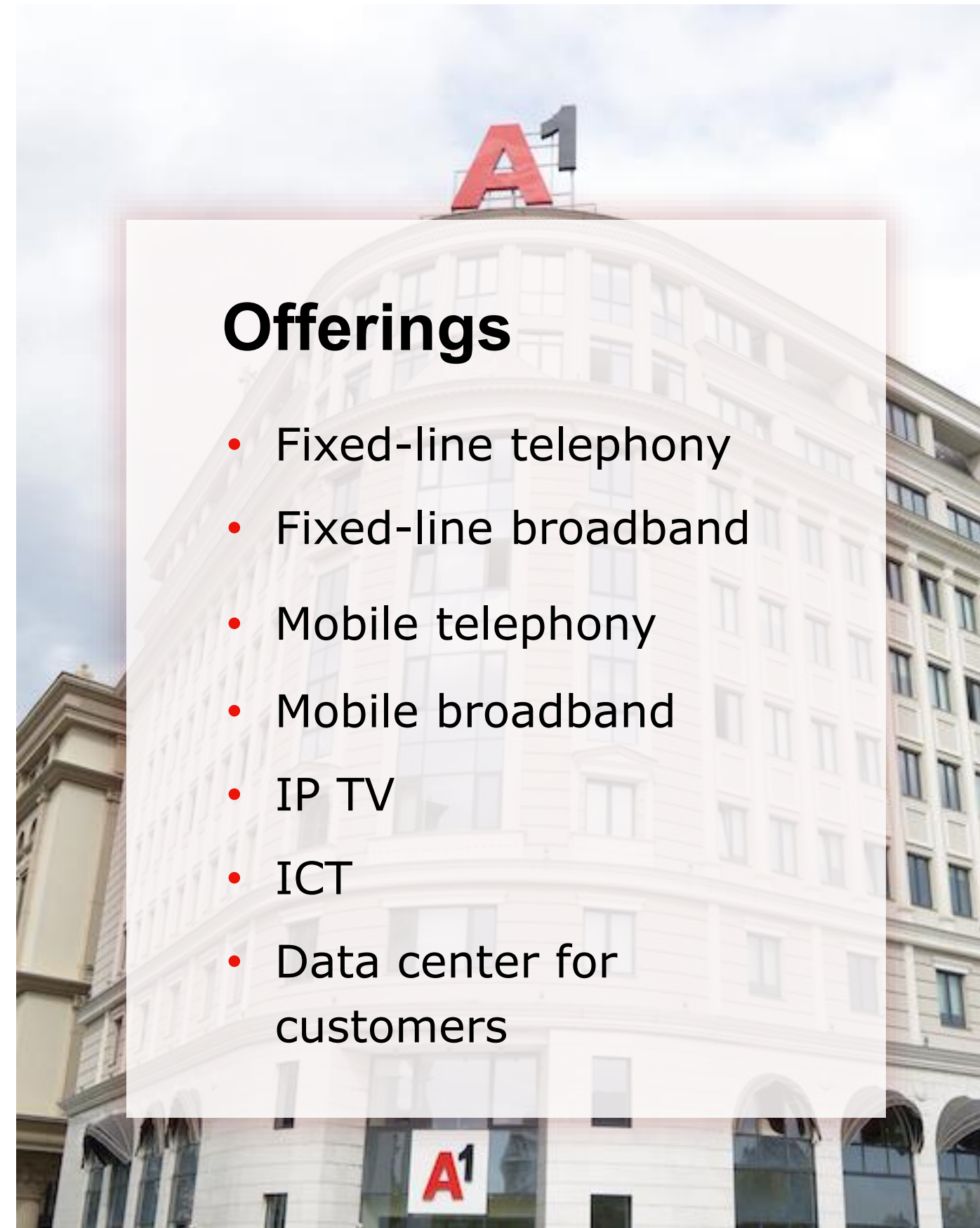
	In EUR mn	Change
Revenues	230	-5.0 %
ARPU (EUR)	14.6	-3.2 %
ARPL (EUR)	32.0	-2.9 %
EBITDA	52	-7.3 %
EBIT	-14	-168.8 %
CAPEX	21	-46.6 %

# A1 in North Macedonia

A1 is the **leading mobile operator** and the **number two in the fixed-line market** in North Macedonia.

A1 offers the fastest mobile network in the country, which was further accelerated by the introduction of 5G.

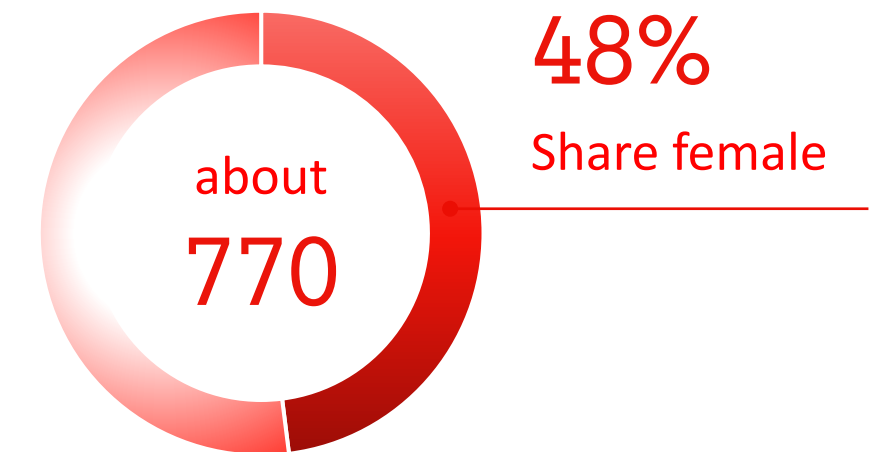
The predecessor of "A1 Makedonija" was founded as part of the Group in 2007.



## Offerings

- Fixed-line telephony
- Fixed-line broadband
- Mobile telephony
- Mobile broadband
- IP TV
- ICT
- Data center for customers

## Employees (FTE)



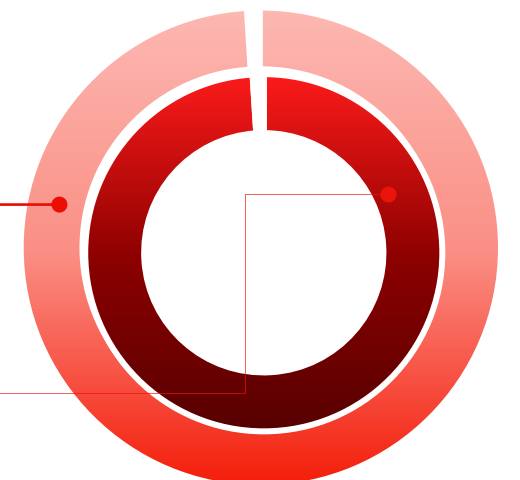
## Network coverage

**Fiber 87,000**

homes passed

**4G 99%**

**5G 99%**



A1 Macedonia

# Market position

Mobile

#1

Fixed

#2

RGU (in '000)

374

Subscribers (in '000)

1,131

Convergent since

2014

## Financials 2024

In 2024, the business in North Macedonia contributed **3%** to the Group's revenues and **3%** to its EBITDA.

	In EUR mn	Change
Revenues	164	8.2 %
ARPU (EUR)	7.8	8.5 %
ARPL (EUR)	11.4	0.5 %
EBITDA	57	18.3 %
EBIT	24	57.5 %
CAPEX	21	-31.3 %

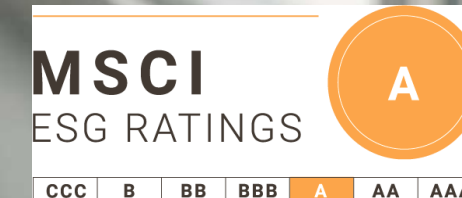
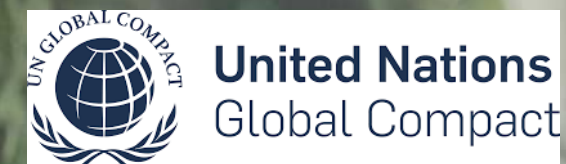
# Sustainability

# A1



# ESG

Environment  
Society  
Governance



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# The A1 sustainability journey

## Early stage (up to 2018)

### Highlights:

- **First environmental reporting** & first materiality analysis
- Strong **orientation around "E"** topic

## Mid-Stage ESG (2019-2021)

### Highlights:

- **20 % reduction of CO<sub>2</sub> emissions** (2020-2021)
- Independent **ESG department** is set up
- ESG contains 6 mayor focus topics incl. **Circular Economy**

## Advanced ESG (2022+)

### Highlights:

- **Reduction of 54 % CO<sub>2</sub> emissions** (2019-2023)
- **Renewed ESG strategy:** 12 mayor focus topics including decarbonization of the supply chain

\*...Scope 1 + Scope 2

## Externally recognized

### A1 ranked among top Telcos in Sustainalytics (ESG Rating)

A1 is **8<sup>th</sup> best performing telco** out of 211 worldwide (2023)



### A1 is rated amongst best 1 % of companies by CDP

In 2023 only 179 European companies were **A-listed** (best ranking)



# The A1 ESG strategy entails 12 focus topics:



BY = Base year; 1...Employee learning = S goal

A1 Environmental, Social & Governance (ESG)

# **Environment:** **Empowering a sustainable future**

## **“Doing our part to reach the 1.5°C goal”**

A1 Ambition for 2030

**Reaching NET-ZERO by  
tapping the potential of  
renewable energy and  
increasing energy  
efficiency**

**Recovering valuable  
resources and reaching  
ZERO-EQUIPMENT-TO-  
LANDFILL**

**Embodying and  
strengthening of  
CIRCULAR ECONOMY**

A1 Environmental, Social & Governance (ESG)

# **Social:** **Empowering Communities & Employees**

## **“Fostering digital and social inclusion”**

A1 Ambition for 2030

**Ramping up  
DIGITAL EDUCATION  
and empowerment of  
current and future  
employees**

**Ensuring EQUAL  
OPPORTUNITIES for all  
and celebrating  
DIVERSITY**

**Fostering CORPORATE  
CITIZENSHIP and  
giving back to society**



**ESG**

A1 Environmental, Social & Governance (ESG)

# **Governance:** **Empowering a fair, digital life**

## **“Being a trustworthy and strong partner”**

A1 Ambition for 2030

**Leading by example  
and ensuring highest  
SUPPLY CHAIN STANDARDS**

**Anchoring of ESG goals in  
the MANAGEMENT  
REMUNERATION**

**Providing trust with HIGH  
COMPLIANCE**



**ESG**

# Fostering a start-up mentality and entrepreneurial spirit



Digital Services

Retail

Health

Cyber Security

Edutech

TECHNOLOGICAL

# Cooperation between A1 and Start-ups

Since  
2015

## Innovation

- Integration of innovative solutions

## Revenue

- Monetisation of start-ups with our customer base

## Synergies

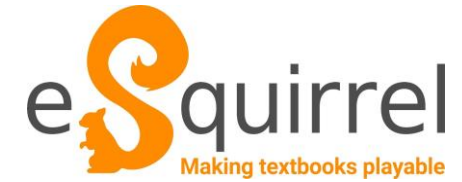
- Use of our assets when working with start-ups

## Value creation

- Increase in the valuation of our start-ups

Objectives

# The Start-ups



Start



-WIPS



# The Evolution of Mobile Communications

## 2G

1990

SMS

The first digital mobile communications standard  
GPRS, EDGE,  
200 Kbps

## 3G

2000

Photo

The first smartphones  
UMTS, HSPA up to  
42 Mbps

## 4G

2010

Video

Music & Video Streaming  
LTE, 300 Mbps

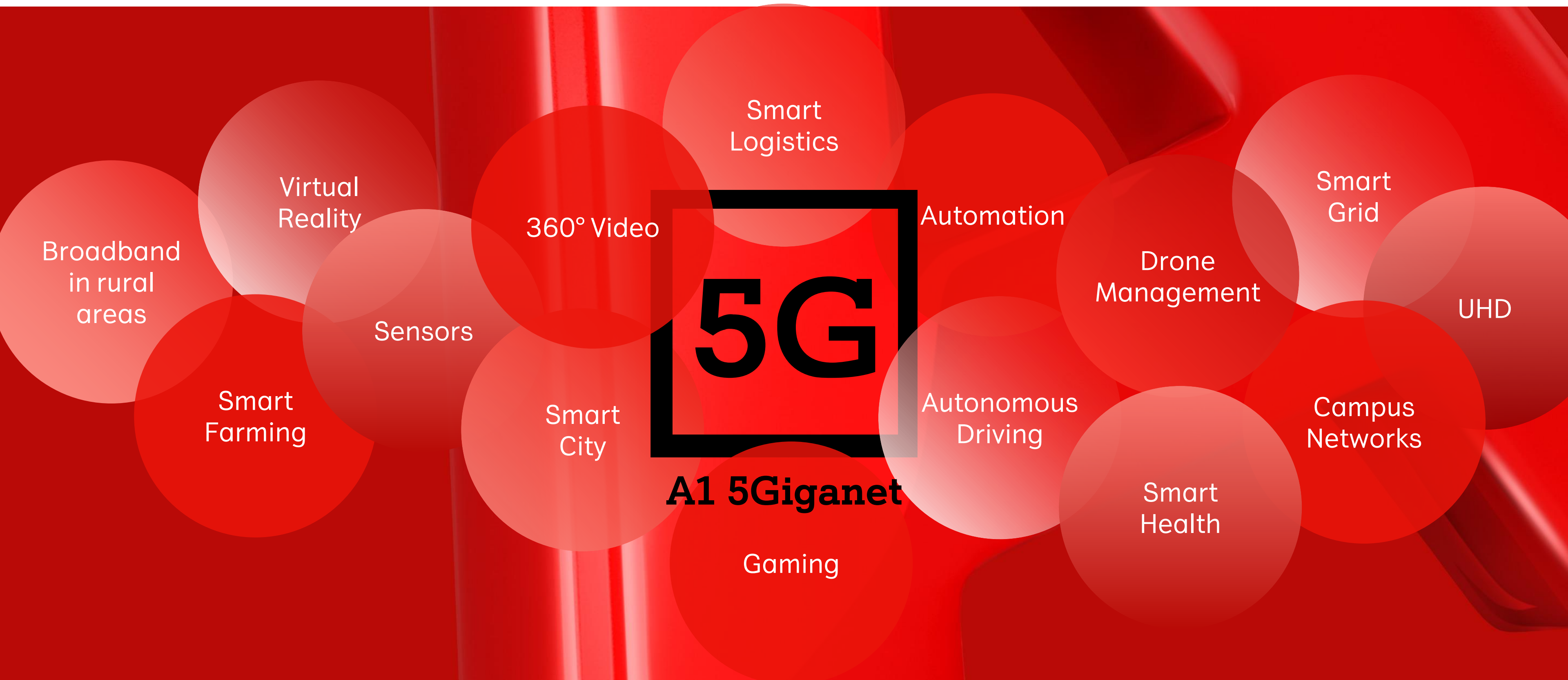
2020

## 5G

IoT

The Internet of Things  
> 1Gbps

# Internet of Things



# Transformation from a Classic Telco to a Digital Full-service Provider

Security  
in a connected  
world

Best  
infrastructure  
Combination of  
5G and Fiber



Innovative  
solutions for  
the economy  
with A1 as a strong  
partner

Cloud & IoT  
as innovation  
and growth  
driver

Entertainment  
& Smart Living  
for „Always on“

# Cyber Security: Safely online

- Cyber Security as part of the **digital transformation**
- Strengthening **resilience** at national and corporate level
- Wide **range of potential threats** from DDoS attacks, phishing attacks and ransomware
- Increasing automation through **artificial intelligence**
- Asymmetry of defenders and attackers
- The **human factor** is crucial
- A1 supports with a broad **product portfolio and training**



A1

Thank  
you

Name and Surname

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