



etisalat and



Telecom

2025 results

e& PPF Telecom Group

18 February 2026



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Today's presenters



Bales Sharma

Chief Executive Officer

30 years' experience in telco

- e& PPF Telecom Group, CEO (since 2022)
- Vodacom South Africa, Managing Director
- Vodafone Idea, India, CEO
- Vodafone Czech Republic, CEO
- Vodafone Malta, CEO



Murat Kirkgöz

Chief Financial Officer

25 years' experience in telco finance

- e& PPF Telecom Group, CFO (since 2024)
- Veon Group, Regional CFO, Group Deputy CFO, Managing Director (2016-2021)
- Turk Telecom, CFO (2012-2016)

Executive summary

Solid organic performance further bolstered by successful acquisitions; deleveraging on track

1 Stable markets and 5G rollout

- Stable competitive landscape
- 5G coverage growing
5G 75% of population
- Spectrum auctions
Key licences renewed in Slovakia and Bulgaria; 5G licences acquired in Serbia
- Growing fixed presence
Broadband subscribers 25% ↗ YoY organically

12.2m Mobile subscribers
1.1m Broadband subscribers

2 Fixed acquisitions

Serbia Broadband

- Acquired in April 2025
- 28% market share¹
- 723k subscribers²

SBB

UPC Broadband Slovakia

- 6% market share¹
- 140k subscribers³
- Expected to close in 1H2026



723k Acquired subscriptions

3 Sound financial results

- Sound growth across all markets; contribution from fixed revenues
Revenue EUR 2.4bn
- All countries contribute to EBITDA growth
Underlying EBITDA⁴ EUR 1.2bn
- Continued investment to retain top mobile network positions

14% ↗ Underlying EBITDA⁴ YoY

4 Strong liquidity position

EUR 1.2bn RCF, due 2029 supporting liquidity

- EUR 800m available as of Feb-2026
- EUR 400m utilised as of Feb-2026

EUR 825m term loan

- New facility, due 2028
- Financing the SBB acquisition

Net leverage near 2.0x⁵

Investment grade rating

1.4bn Refinancing and new funding secured EURm

All presented figures are the results from continuing operations

¹ Market share measured in fixed retail revenues; data for 9M 2025 by Analysys Mason, Feb 2026

² 723k RGU and Pay TV subscribers, 581k fixed broadband subscriptions; company data for 4Q 2025

³ 140k RGU and Pay TV subscribers, 138k fixed broadband subscriptions; data for 3Q 2025 by Analysys Mason, Feb 2026

⁴ Underlying EBITDA is defined as Operating profit excluding depreciation, amortisation, and impairments less Net gain/loss from sale of investments in subsidiaries, associates and joint ventures

⁵ 2.09x adjusted for full-year effect of SBB contribution; 2.14x using financial accounts with part-year effect of SBB

2025 key events

Strengthening of business profile through M&A while keeping leverage within the financial policy target



Strong and stable position in four CEE countries

Business model with independent infrastructure across all our markets

Hungary (HU)

3.7m

Mobile subs **5G**

125k

Broadband subs

Wholesale FTTH

289m

EBITDAaL EURm



Yettel.

▶ **CETIN**

Serbia (RS)

2.9m

Mobile subs **5G**

726k

Broadband subs

Wholesale FTTH

367m

EBITDAaL EURm



Yettel.

SBB

▶ **CETIN**

Slovakia (SK)



O₂

▶ **CETIN**

2.4m

Mobile subs **5G**

110k

Broadband subs

Wholesale FTTH

158m

EBITDAaL EURm



Yettel.

▶ **CETIN**

Bulgaria (BG)

3.2m

Mobile subs **5G**

141k

Broadband subs

270m

EBITDAaL EURm



O₂ **Yettel.**

SBB

▶ **CETIN**

Telco services to end users

Wholesale infrastructure services

All figures as of 31 December 2025; EBITDAaL for 2025

Mobile subscribers are including M2M subscribers; pre-paid subscribers reported using 3 months active criterion

Broadband subscribers are FWA, FTTH, and HFC, including wholesale access to FTTH

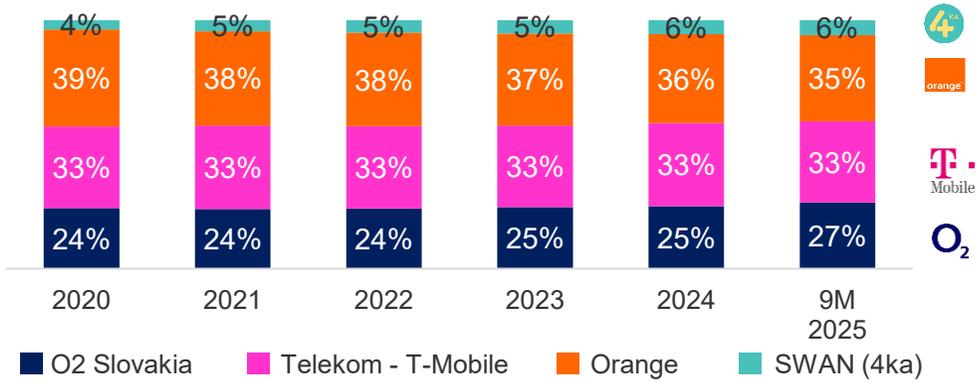
Market position icons are as per mobile retail revenues; source is Analysys Mason, Feb 2025

EBITDAaL (EBITDA after leases) is defined as Operating profit excluding depreciation, amortisation, and impairments less Net gain/loss from sale of investments in subsidiaries, associates and joint ventures less Depreciation on lease related rights of use less Interest expense on lease liabilities

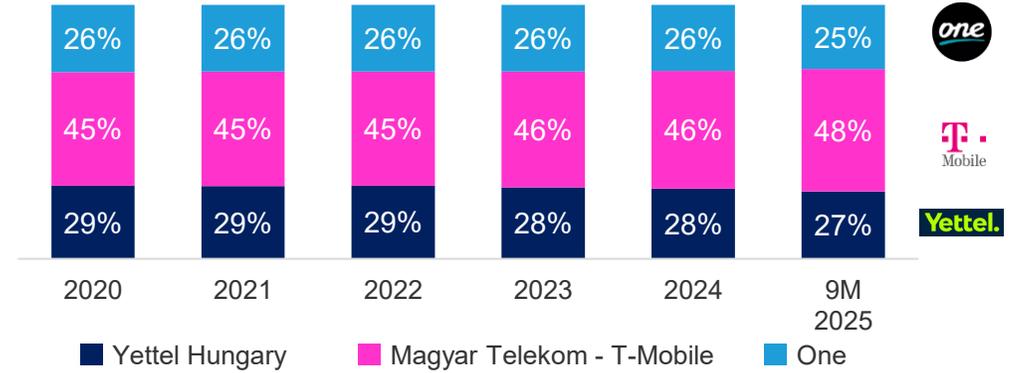
Mobile revenue market shares

Strong and resilient market shares maintained, broad stability over long term

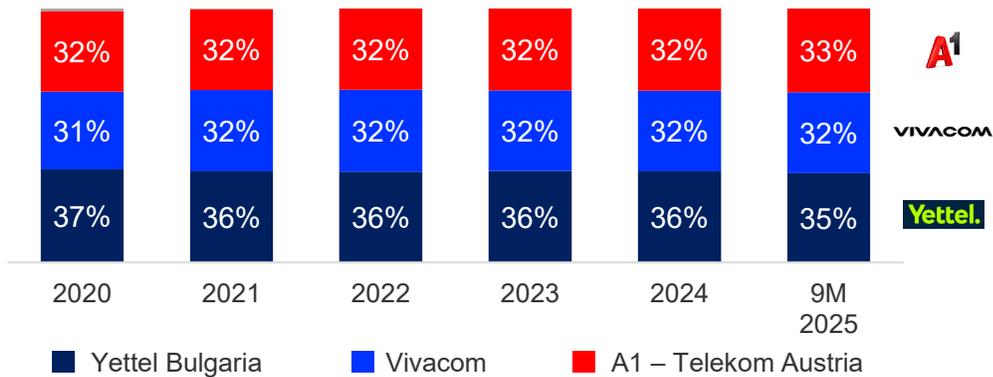
Slovakia 27%



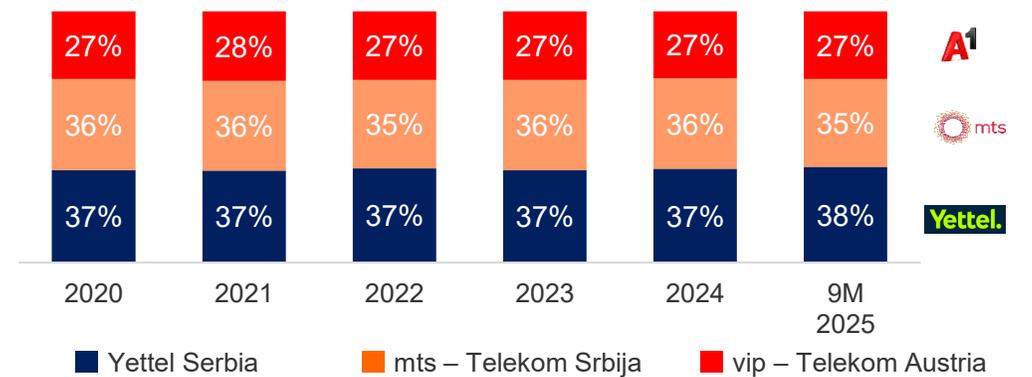
Hungary 27%



Bulgaria 35%



Serbia 38%



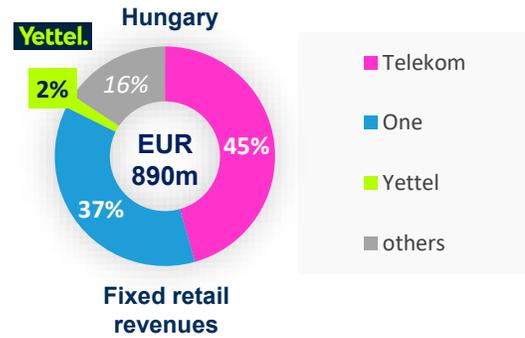
Fixed market overview – retail revenues

Growing presence through FWA, wholesale FTTH, and acquisitions in Serbia and Slovakia

Hungary (HU)

(HU)

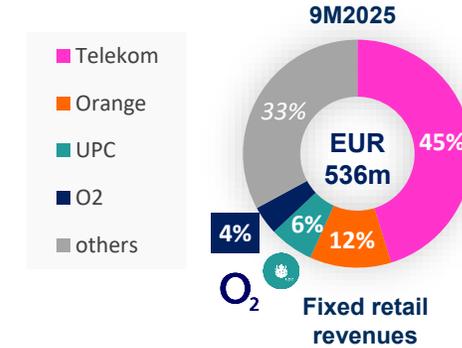
Yettel. 2%



Slovakia (SK)

(SK)

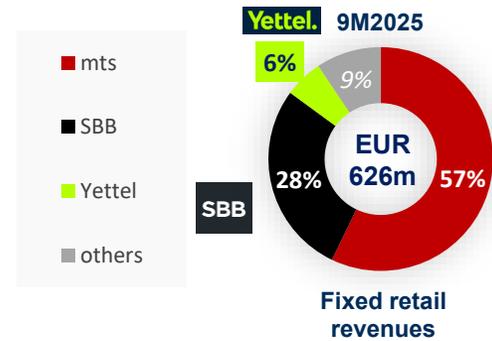
4% **O₂**



Serbia (RS)

(RS)

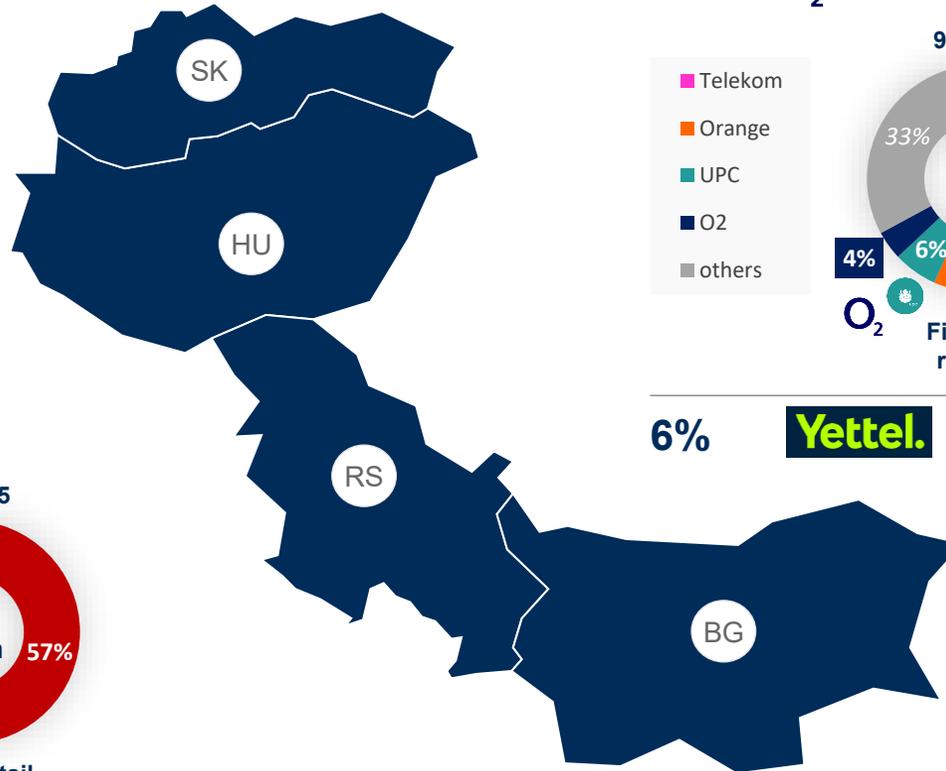
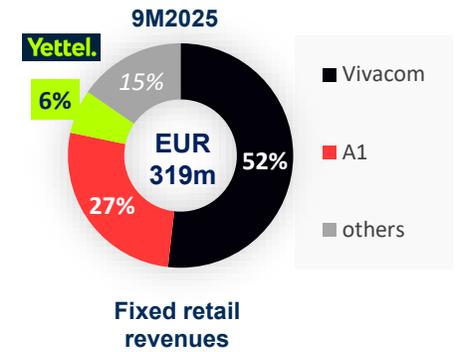
Yettel. + **SBB** 34%



Bulgaria (BG)

(BG)

6% **Yettel.**



2025 Commercial update

Multi-play products, customer journey digitalisation, and high-quality networks

Mobile services

- Growth driven by bundling strategy and upselling across all markets
- Mobile cross-selling to SBB customers in Serbia
- Bundled propositions:
 - “Everything” (‘SVE’) in Serbia
 - “Full” in Hungary
 - “Home & Mobile” in Bulgaria
 - “Together 2.0” (‘Spolu’) in Slovakia



Fixed and TV services

- Organic growth of FTTH/TV base
- Acquisition of SBB in Serbia and introduction of a harmonised portfolio



- Acquisition of UPC in Slovakia
- New TV front-end in Serbia
- IPTV driven by attractive content:



- Continued momentum in 5G Fixed Wireless Access sales and bundling of FWA and IPTV

Digital products and services

- Digitalising customer experience:
 - Digital onboarding and eSIM in all BUs
 - AI-powered chatbots in Slovakia, Serbia and Hungary
 - Radost and O2 Junior proposition in Slovakia
 - Yepp! Digital proposition in Hungary
 - Digital prepaid registration in Serbia
 - Roaming packages



- Joint proposition with Yettel Banka (Serbia) launched in June 2025



Network

- 5G spectrum secured and launched in Serbia with 53% population coverage
- Spectrum secured, network sharing completed and 3G sunset in Slovakia
- Yettel Bulgaria + Serbia: **Umlaut awards**



- Yettel Hungary: **Ookla award** for the fastest mobile and 5G network



- **OpenSignal Global Leader awards** received by Yettel Bulgaria, Serbia, and Hungary; O2 was joint winner in Slovakia

Sustainability achievements in 2025

Advancing ESG strategy with tangible results and recognition

42%

SBTi targets
set and validated

Scope 1+2,
25% Scope 3

50%

Renewable
energy

Share

↗A-

CDP Climate
Change rating

Upgrade from B

75%

5G coverage

Population

Scaling Our
Renewable
Energy
Commitment

Financial and operational results

2025 Consolidated results highlights

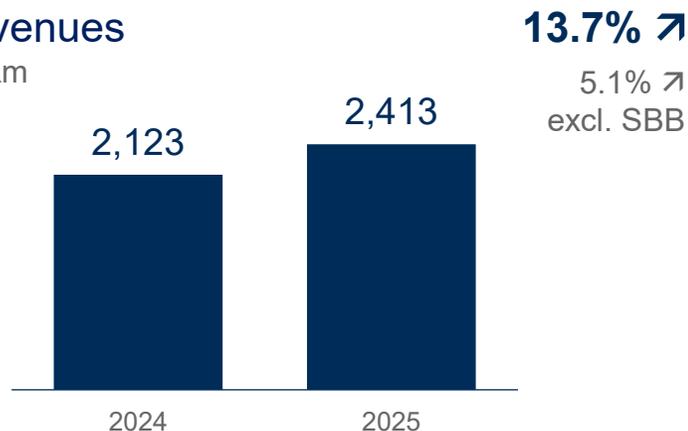
Sound results in all countries, 5G investment culminating

Revenues breakdown

EURm	2024	2025	yoy
Consolidated revenues	2,123	2,413	13.7%
Slovakia	361	383	6.1%
Hungary	655	669	2.1%
Bulgaria	542	566	4.4%
Serbia ⁵	565	795	41%
<i>Serbia excl. SBB</i>	565	613	8.5%

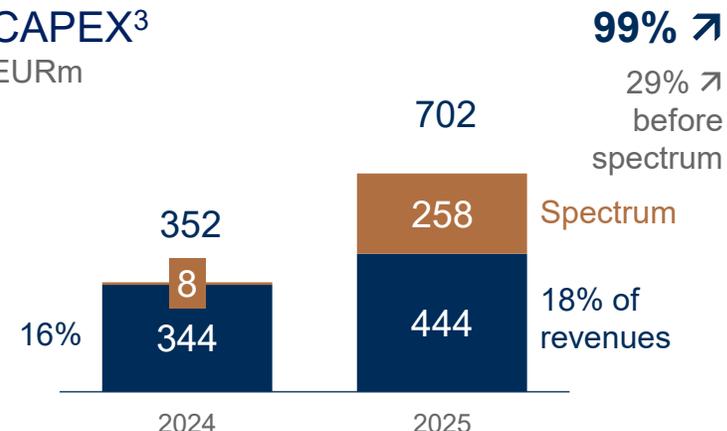
Revenues

EURm



CAPEX³

EURm

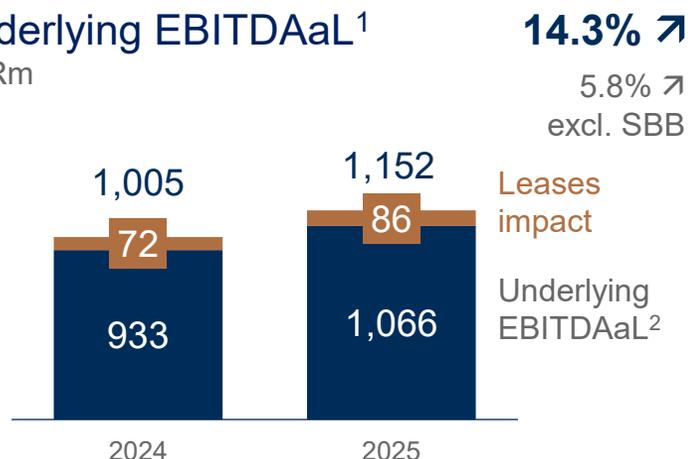


Underlying EBITDAaL² breakdown

EURm	2024	2025	yoy
Underlying EBITDAaL²	933	1,066	14.3%
Slovakia	148	158	6.8%
Hungary	257	289	12%
Bulgaria	260	270	3.8%
Serbia ⁵	255	367	44%
<i>Serbia excl. SBB</i>	-	288	13%
Other+Eliminations	13	-18	
Underlying EBITDA¹	1,005	1,152	14.6%

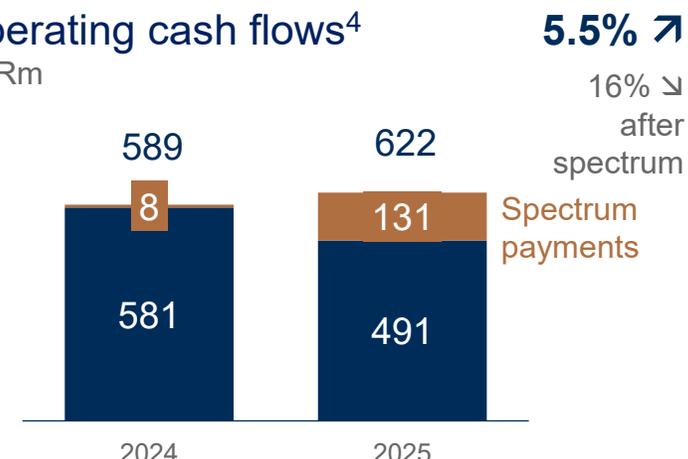
Underlying EBITDAaL¹

EURm



Operating cash flows⁴

EURm



All presented figures are the results from continuing operations

- Underlying EBITDA is defined as Operating profit excluding depreciation, amortisation, and impairments less Net gain/loss from sale of investments in subsidiaries, associates and joint ventures
- Underlying EBITDAaL (EBITDA after leases) is defined as Operating profit excluding depreciation, amortisation, and impairments less Net gain/loss from sale of investments in subsidiaries, associates and joint ventures less Depreciation on lease related rights of use less Interest expense on lease liabilities
- CAPEX represents additions to property, plant and equipment and intangible assets
- Operating cash flows represent Underlying EBITDA after leases less CAPEX excl. spectrum
- In 2025, Serbia figures include the results of SBB for 2Q-4Q2025

Mobile subscriptions dynamics

Stable postpaid customer base

O2 Slovakia

millions

1.4% yoy ↗ Total incl. M2M

0.8% yoy ↗
Postpaid

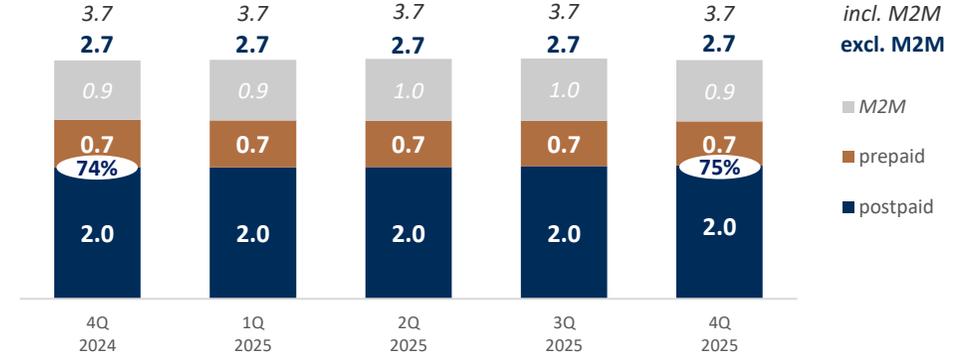


Yettel Hungary

millions

0.1% yoy ↗ Total incl. M2M

1.1% yoy ↗
Postpaid



Yettel Bulgaria

millions

0.7% yoy ↗ Total incl. M2M

0.6% yoy ↗
Postpaid



Yettel Serbia

millions

4.2% yoy ↘ Total incl. M2M

4.4% yoy ↗
Postpaid



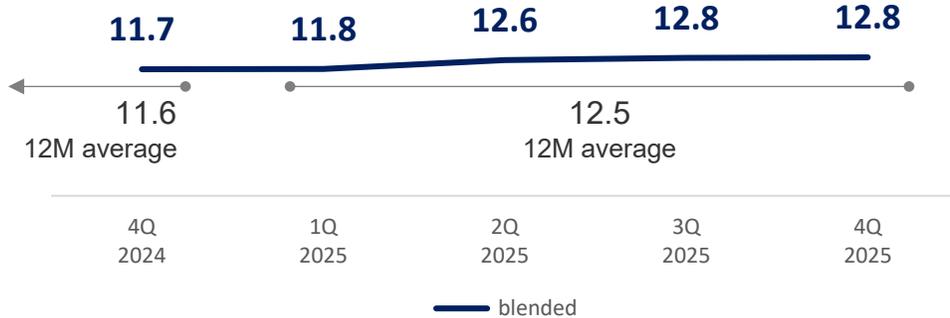
Mobile ARPU in e& PPF Telecom Group businesses

Solid year-over year ARPU uplift and strong exit of the year



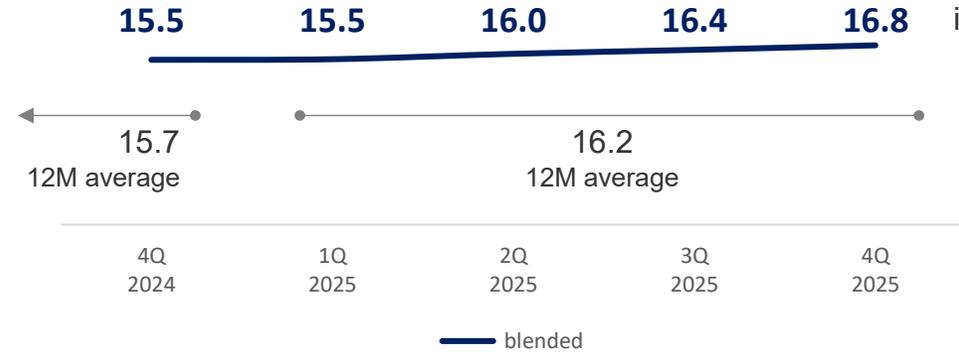
O2 Slovakia
EUR

**7.9% yoy ↗
blended ARPU¹**



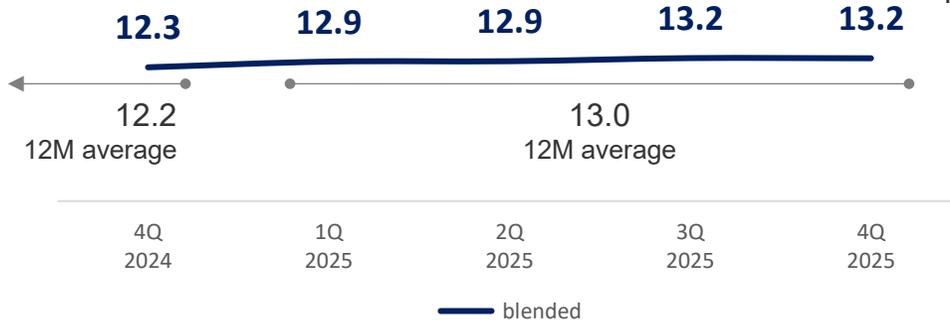
Yettel Hungary
EUR

**3.0% yoy ↗
blended ARPU¹**
3.6% yoy ↗
in HUF



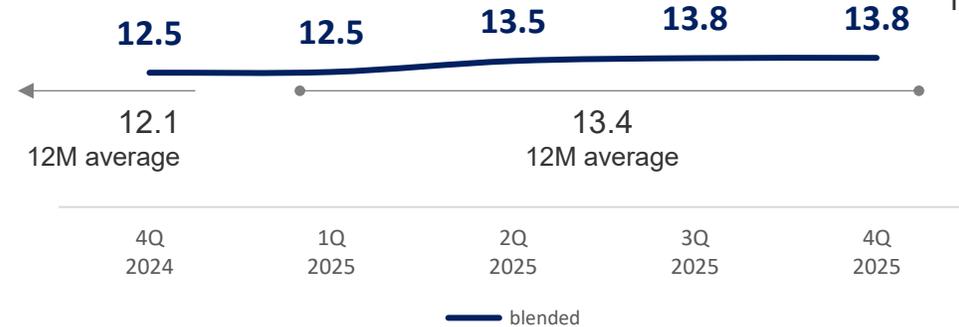
Yettel Bulgaria
EUR

**6.5% yoy ↗
blended ARPU¹**
+6.5% yoy ↗
in BGN



Yettel Serbia
EUR

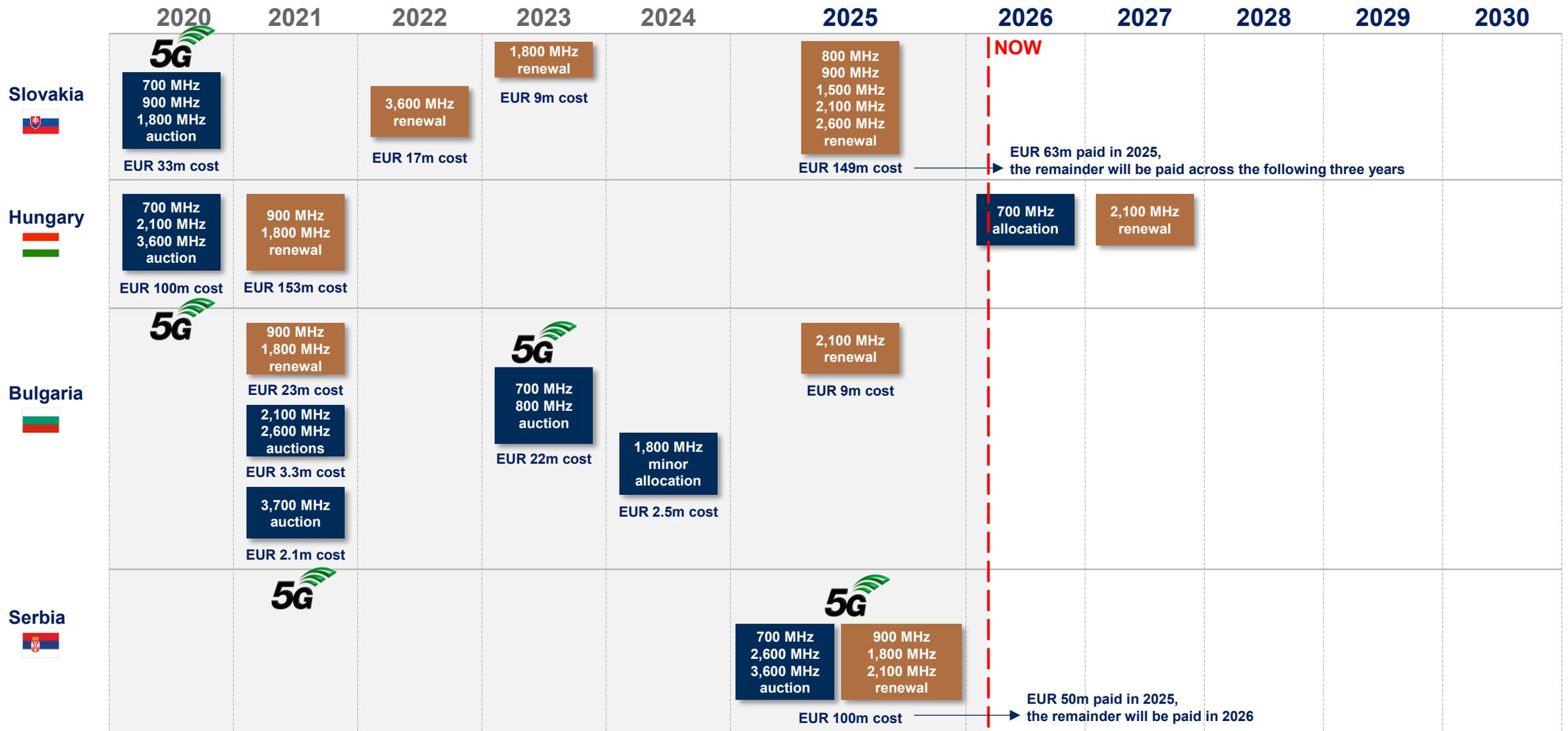
**11% yoy ↗
blended ARPU¹**
+11% yoy ↗
in RSD



Source: Company data
ARPU calculation excludes inbound roaming and M2M revenues.
1 12 months average 1Q2025-4Q2025 vs. 1Q2024-4Q2024

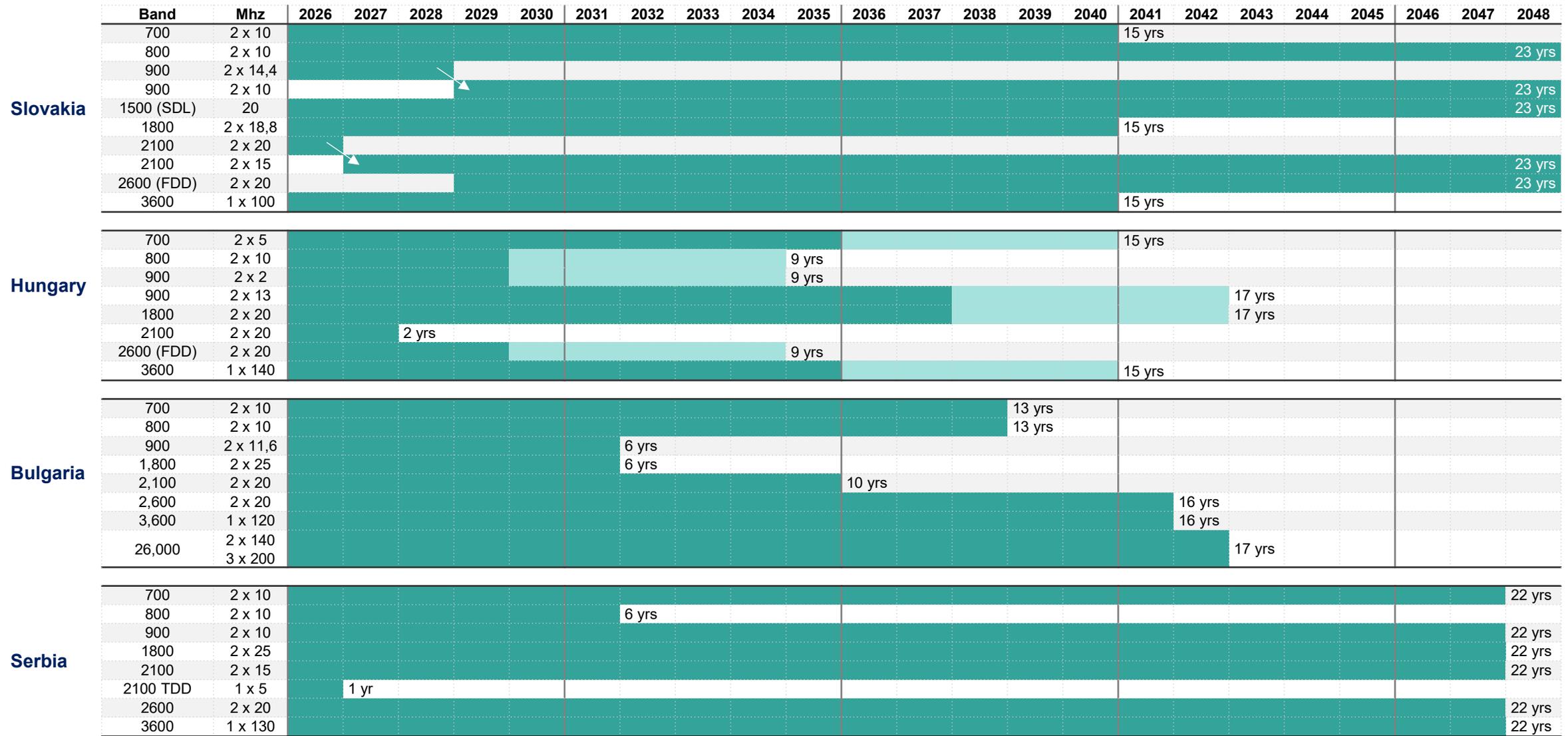
Spectrum auctions update

Major spectrum auctions concluded in Slovakia and Serbia



Spectrum licences renewal schedule

Most licences secured for the next 5 years



■ Licence duration ■ Automatic extension if conditions are met (at no cost)

Fixed segment dynamics

Challenger position with high growth potential; acquisitions in Serbia and Slovakia

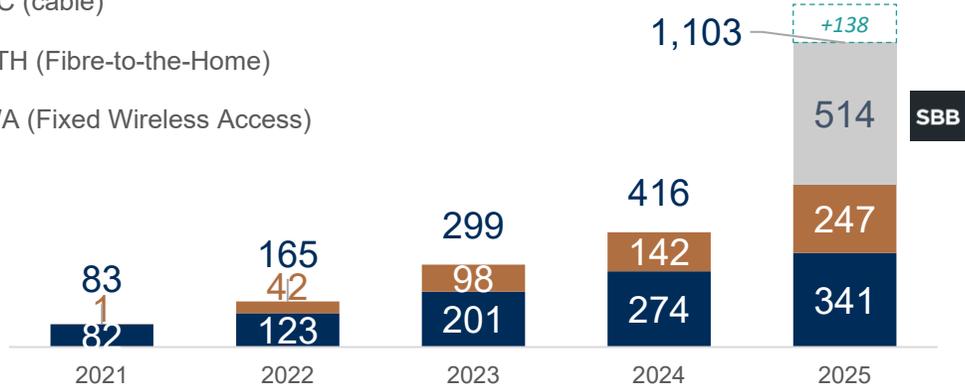
Fixed broadband subscriptions thousands

25% ↗
organic growth yoy

2.7x ↗
yoy

UPC Slovakia¹

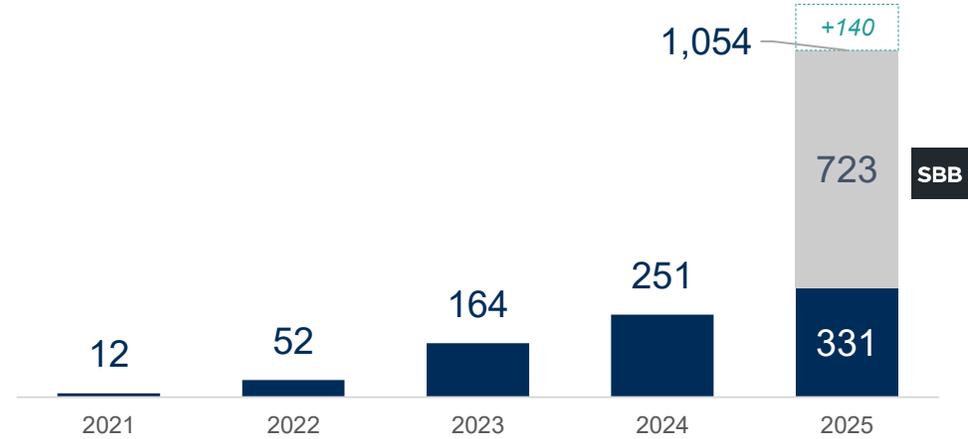
- HFC (cable)
- FTTH (Fibre-to-the-Home)
- FWA (Fixed Wireless Access)



Pay TV subscriptions thousands

32% ↗
organic growth yoy

4.2x ↗
yoy



Slovakia
Wholesale access to the incumbent's FTTH network

Serbia
Wholesale access to the incumbent's FTTH network

Slovakia
Signed SPA for a leading fixed broadband and TV provider

SBB Serbia
Acquisition of a major fixed broadband and TV provider

Hungary
Wholesale access to One's FTTH network

SBB Serbia
Acquisition of a major fixed broadband and TV provider

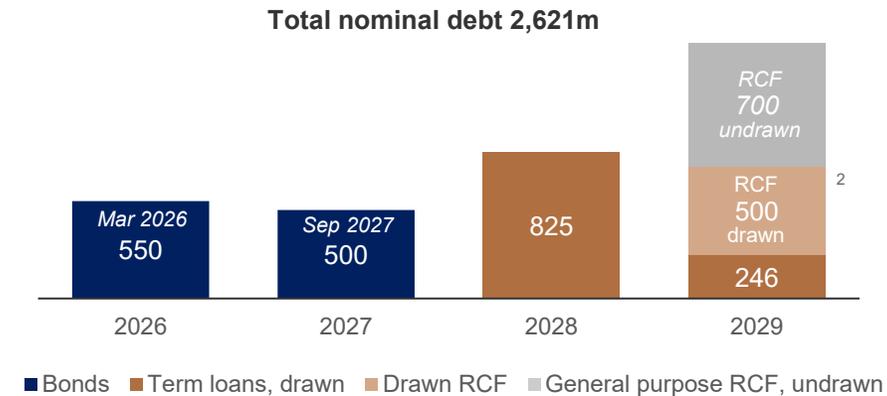
Source: Company data
excludes inbound roaming and M2M revenues.
1 UPC Slovakia acquisition is pending regulatory approval; subscriptions are for 3Q2025 per Analysys Mason, Feb 2026

Key credit metrics as of December 2025

Indebtedness remains in line with the financial policy

Current debt maturity profile¹

EURm



Available facilities

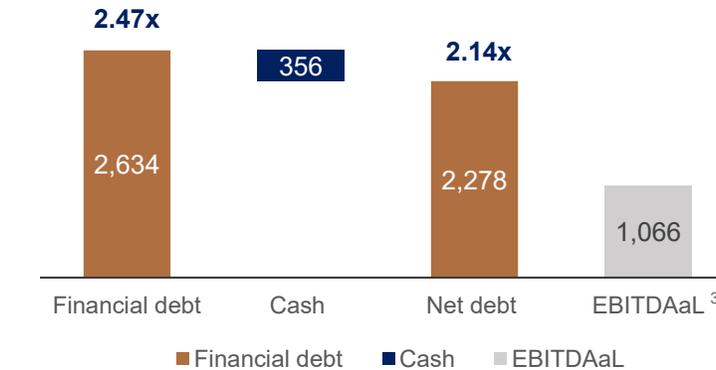
- **EUR 550m Eurobond**, 7 years, due Mar 2026, 3.125%
- **EUR 500m Eurobond**, 7 years, due Sep 2027, 3.250%
- **EUR 825m term loan**, 3 years, due Mar 2028
- **EUR 246m term loan**, 5 years, due Nov 2029
- **EUR 1,200m RCF**, 5 years, due Nov 2029
 EUR 600m drawn in Jan 2025 to repay Eurobond, of which EUR 100m repaid in Jun 2025, **EUR 700m undrawn as of 31 December 2025²**

Consolidated net leverage

EURm

2.14x

2.09x⁴
proforma SBB



Prudent financial policy

Financing at the Group level

- EUR 1.2bn RCF supporting liquidity

Consolidated net leverage at around 2.0x

- Net financial debt to Adjusted EBITDAaL
- Priorities are: CAPEX, working capital needs, and leverage target maintenance

Growth through acquisitions

M&A flexibility of up to 2.5x net leverage for a period of 12-18 months for potential acquisition of targets with strong strategic fit and added value for the Group

Investment grade
 BBB Fitch Ratings
 BBB– S&P

Deleveraged back
 to 2.0x through
 repayments and
 increased EBITDA

¹ Outstanding principal amounts, excluding overdraft facilities

² EUR 100m repaid in Jan 2026, EUR 800m undrawn as of 11 February 2026

³ EBITDAaL (EBITDA after leases) is defined as Operating profit excluding depreciation, amortisation, and impairments less Net gain/loss from sale of investments in subsidiaries, associates and joint ventures less Depreciation on lease related rights of use less Interest expense on lease liabilities; the last 12 months of EBITDAaL, including proforma SBB earnings

⁴ 2.09x adjusted for full-year effect of SBB contribution; 2.14x using financial accounts with part-year effect of SBB

Appendices

Key financial results

EURm	2024	2025	yoy
Consolidated revenues¹	2,123	2,413	13.7%
O2 Slovakia	363	379	4.4%
Yettel Hungary	654	666	1.8%
Yettel Bulgaria	536	557	3.9%
Yettel Serbia	561	604	7.7%
SBB	-	182	n/c
CETIN Slovakia	100	111	11%
CETIN Hungary	187	201	7.5%
CETIN Bulgaria	154	170	10%
CETIN Serbia	138	158	14%
<i>Other + Eliminations</i>	<i>-570</i>	<i>-615</i>	
Underlying EBITDAaL²	933	1,066	14.3%
O2 Slovakia	78	84	7.7%
Yettel Hungary	140	162	16%
Yettel Bulgaria	158	157	-0.6%
Yettel Serbia	166	183	10%
SBB	-	79	n/c
CETIN Slovakia	70	74	7.1%
CETIN Hungary	117	127	8.5%
CETIN Bulgaria	102	113	11%
CETIN Serbia	89	105	18%
<i>Other + Eliminations</i>	<i>13</i>	<i>-18</i>	
Underlying EBITDA³	1,005	1,152	14.6%

EURm	2024	2025	yoy
CAPEX⁴ (incl. spectrum)	352	702	99%
O2 Slovakia	27	169	526%
Yettel Hungary	39	48	23%
Yettel Bulgaria	38	47	24%
Yettel Serbia	39	147	277%
SBB	-	39	n/c
CETIN Slovakia	60	62	3.3%
CETIN Hungary	55	47	-15%
CETIN Bulgaria	45	71	58%
CETIN Serbia	57	72	26%
<i>Other + Eliminations</i>	<i>-8</i>		
Operating Cash Flows⁵	581	364	-37%

1 Related to operations in Slovakia, Hungary, Bulgaria, and Serbia

2 Underlying EBITDA is defined as Operating profit excluding depreciation, amortisation, and impairments less Net gain/loss from sale of investments in subsidiaries, associates and joint ventures

3 Underlying EBITDAaL (EBITDA after leases) is defined as Operating profit excluding depreciation, amortisation, and impairments less Net gain/loss from sale of investments in subsidiaries, associates and joint ventures less Depreciation on lease related rights of use less Interest expense on lease liabilities

4 Represents additions to property, plant and equipment and intangible assets; related to operations in Slovakia, Hungary, Bulgaria, and Serbia

5 Operating cash flows represent EBITDA after leases less CAPEX; free cash flows cannot be reported separately for continuing and discontinued operations

Key operational and financial metrics

2025	Slovakia	Hungary	Bulgaria	Serbia	Group
Country population	5,410k	9,540k	6,210k	6,480k	27,640k
Mobile subscribers ¹	2,375k	3,666k	3,208k	2,904k	12,153k
Fixed subscribers ²	110k	125k	141k	726k	1,103k
Pay TV subscribers	38k	59k	104k	854k	1,054k
Mobile market share ³	27%	27%	35%	38%	31%
Mobile revenue market position ⁴	3	2	1	1	
4G population coverage	100%	100%	100%	98%	99%
5G population coverage	100%	67%	87%	53%	75%
Own mobile sites	1.0k	2.8k	2.8k	2.0k	8.6k
Mobile ARPU ⁵	EUR 12.5	EUR 16.2	EUR 13.0	EUR 13.4	
2025 EBITDAaL share	14%	27%	25%	34%	100%



Source: Company data, Analysys Mason, IMF

¹ Including M2M subscribers; pre-paid subscribers reported using 3 months active criterion

² FWA, FTTH, and HFC, including wholesale access to FTTH

³ Market position of the commercial operators by mobile revenue market share

⁴ Analysys Mason, Feb 2026; market shares are for 9M2025;

Market share for the CEE region is calculated as weighted average of mobile revenue market share for countries where e& PPF Telecom Group is active;

⁵ Blended ARPU is calculated according to IAS 18 for the last 12 months ending 31 December 2025, excluding M2M accounts

Spectrum allocations



Source: spectrummonitoring.com