



# Hrvatski Telekom FY 2024 Results

26 February 2025





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On 1 January 2024, Company merged its subsidiary Iskon Internet d.d. With the date of incorporation into the court register, Iskon Internet d.d. ceased to operate as a separate business entity and is no longer active in the court register, while the entire assets and all rights and obligations were transferred to the Company. After the merger, the products and services provided by Iskon will continue to be provided within the portfolio of the Company under Iskon's brand.

Also with the 1 January 2024, a new subsidiary has started operating within the HT Group – the company HT Servisi d.o.o. which main activities are planning and construction of fixed and mobile networks, maintenance of electronic communication infrastructure, supervision of the telecommunications network and field maintenance of active and passive network.

# FY 2024 HIGHLIGHTS

## BUSINESS DEVELOPMENT

- ▶ Sustained strong growth momentum throughout 2024 with growth across consumer and business segments
- ▶ Leading customer experience on the market for consumer and business customers
- ▶ Expanded FTTH network covering over 150k new HH, the largest fiber rollout in a single year
- ▶ #1 Mobile Network, recognized by: Ookla (6<sup>th</sup> year in a row), HAKOM (2<sup>nd</sup> year in a row), and umlaut (4<sup>th</sup> time)
- ▶ #1 telco brand on the market
- ▶ The best content proposition further elevated by partnership with Netflix
- ▶ Operating model transformation: merged HT Servisi with HT, 3G network retired in Jan/25

## ESG

- ▶ 100% of electricity from renewable energy sources
- ▶ vPPA in production since Q4
- ▶ *Call you have to take*: 40k mobile electronic devices collected and disposed of (+28% YoY)
- ▶ HRIO - Croatian Sustainability Index award (4th year in a row)
- ▶ HANFA recognition for corporate governance
- ▶ ZSE Bronze awards for share of the year and IR
- ▶ The only Croatian company on the World's Most Ethical Companies list according to Ethisphere

# FY 2024 HIGHLIGHTS

## FINANCIALS

- ▶ Revenue up by 6.0% supported by strong mobile, fixed services and system solutions
- ▶ Adjusted EBITDA AL grew by 4.7%
- ▶ Net Profit reached EUR 141.9m
- ▶ Market leading investments of EUR 242.9m

## CAPITAL ALLOCATION

- ▶ EUR 147.6m returned to shareholders - the largest capital allocation since 2013
- ▶ 52.9% TSR\* - the highest since IPO
- ▶ HT share with #1 turnover on ZSE in 2024.
- ▶ Dividend to be announced on 2 April 2025

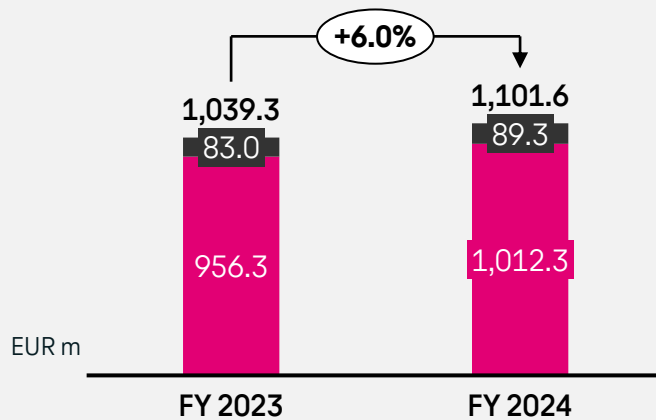
# DELIVERED RESULTS IN LINE WITH THE OUTLOOK

	REVISED OUTLOOK 2024 vs. 2023	2024 RESULTS	STATUS
<b>REVENUE</b>	Mid-single-digit increase	+6.0%	✓
<b>ADJ. EBITDA AL</b>	Mid-single-digit increase	+4.7%	✓
<b>CAPEX AL<sup>1</sup></b>	High-single-digit increase	+9.9%	✓
<b>REGIONAL EXPANSION</b>	HT is monitoring and evaluating potential M&A opportunities	HT is monitoring and evaluating potential M&A opportunities	✓

# CONSISTENT GROWTH ACROSS TOP AND BOTTOM LINE

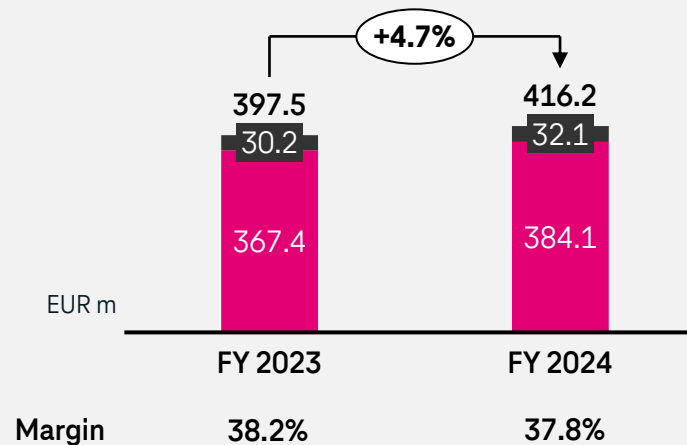
## REVENUE

Continued growth momentum in both markets.



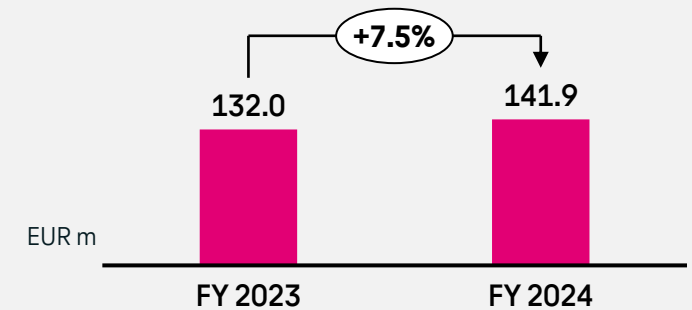
## Adjusted EBITDA AL<sup>1</sup>

Strong top line performance, offsetting continuing inflationary and salary pressures.



## NET PROFIT<sup>2</sup>

Strong operating performance.



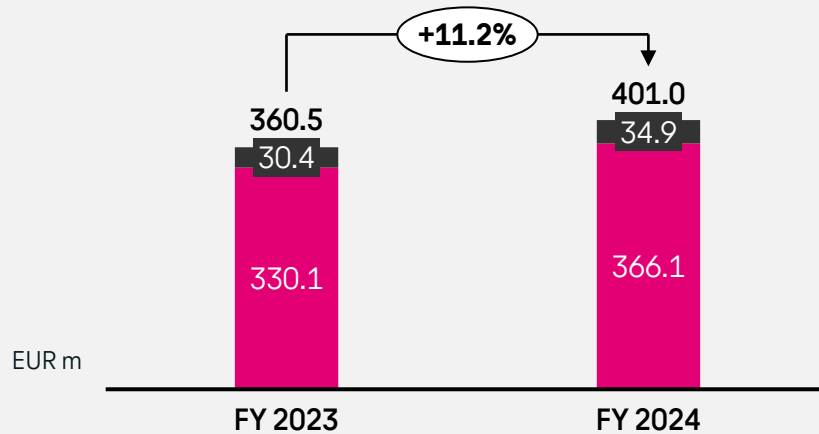
CT contribution  
 HT Croatia

1. EBITDA after leases adjusted for exceptional items  
 2. Net Profit after non-controlling interests

# OPERATING CASH FLOW GROWTH SUPPORTS RECORD FIBER ROLLOUT

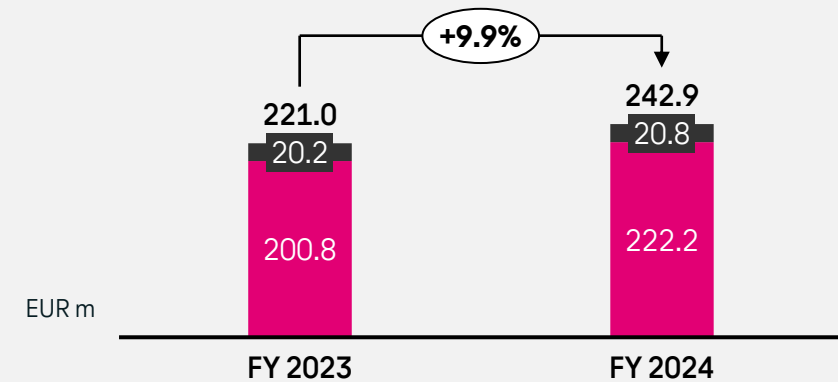
## NET CASH FLOW FROM OPERATIONS

Robust operational performance and positive working capital development.



## CAPEX AL BOOKED<sup>1</sup>

Higher investment in expansion of fiber infrastructure, mobile network and digitization.



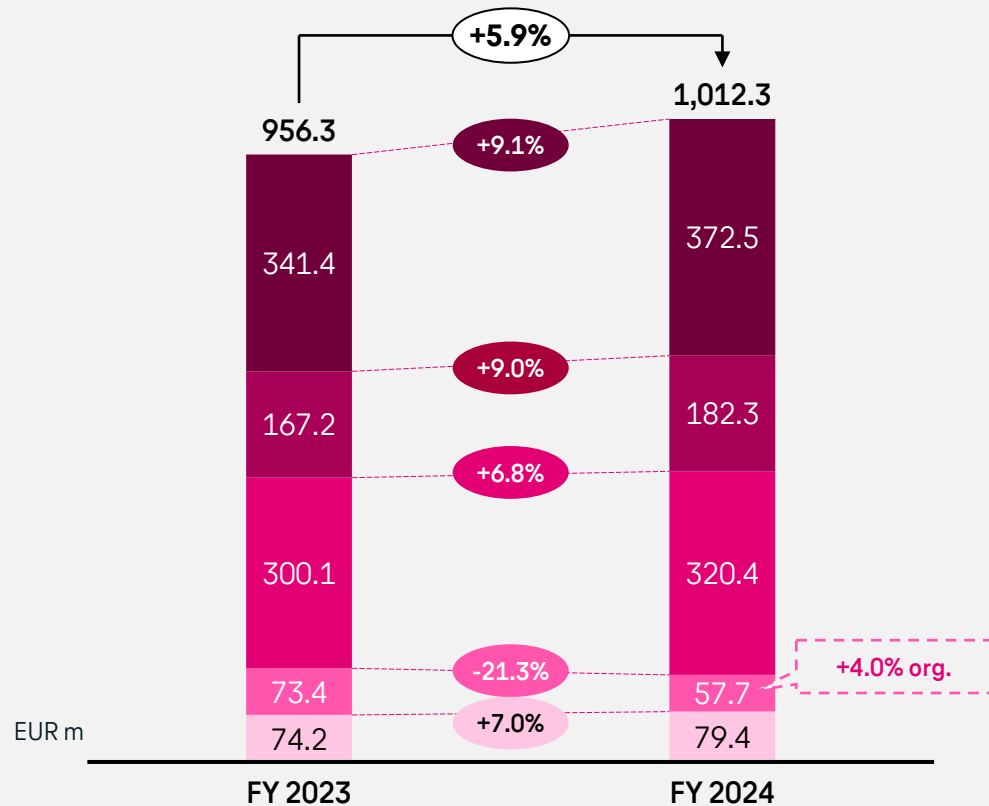
■ CT contribution  
■ HT Croatia

1. Excluding Spectrum

# GROWTH ACCROSS ALL CATEGORIES

## REVENUE BREAKDOWN

HT CROATIA



- ▶ **Mobile service revenue** supported by strong growth in postpaid, attractive prepaid offers and price adjustments.
- ▶ **Mobile non-service revenue** growth driven by sales of higher-value devices and attractive devices promotions.
- ▶ **Fixed service revenue** up, driven by BB, TV and Data, capitalizing on investment in FTTH infrastructure and premium content.
- ▶ **Fixed non-service revenue** lower due to change of business model for low margin transit business, organically up by 4.0%.
- ▶ **System Solutions revenue** increased due to strong demand for comprehensive ICT solutions, focusing on cloud and cybersecurity.

Mobile service revenue
  Fixed service revenue
  System Solutions  
 Mobile non-service revenue
  Fixed non-service revenue

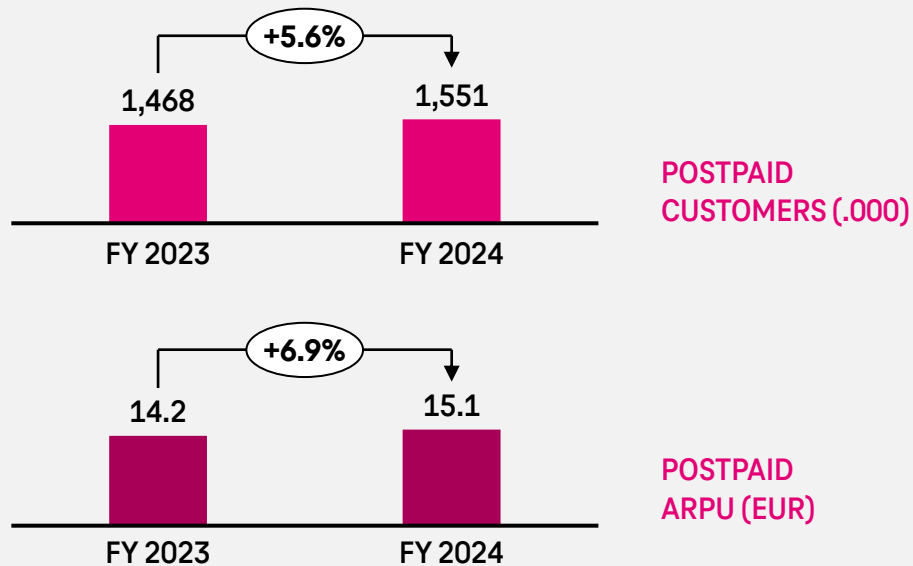


# THE HIGHEST NET ADDS IN OVER A DECADE

HT Croatia

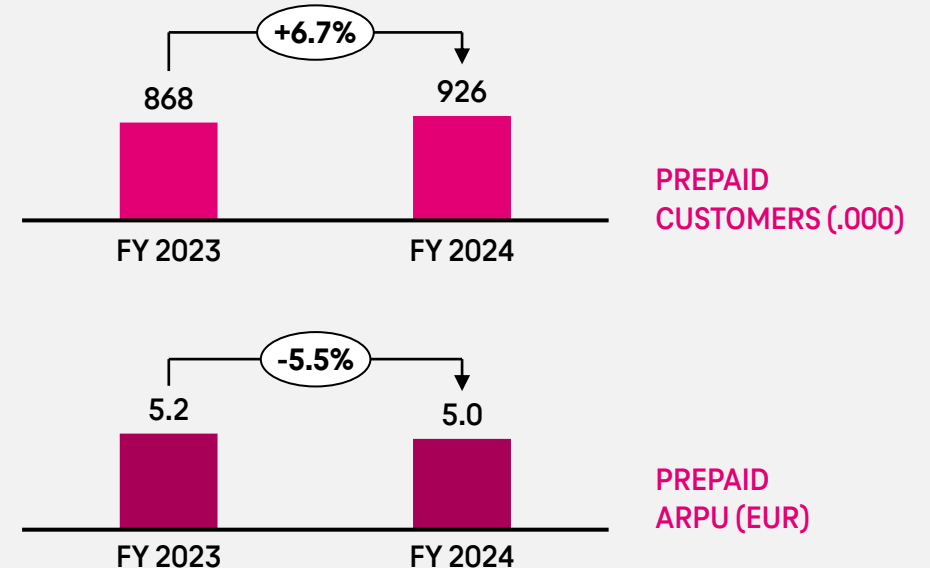
## MOBILE POSTPAID

Postpaid growth is driven by prepaid-to-postpaid migration and attractive propositions. ARPU increase driven by customers choosing higher-value tariffs and price adjustments.



## MOBILE PREPAID

Prepaid customer growth was mainly driven by seasonal offers and M2M. ARPU contracted due to high value customers migrating to Postpaid plans, M2M and summer tourists offer.

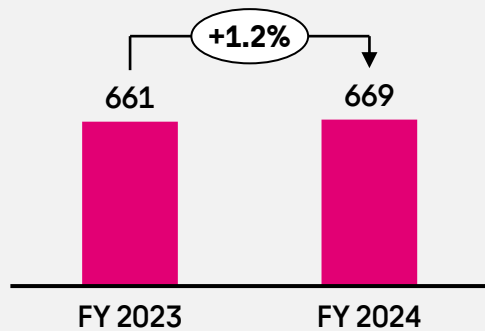


# BB AND TV CUSTOMER BASE CONTINUE TO GROW

HT Croatia

## BROADBAND<sup>1</sup>

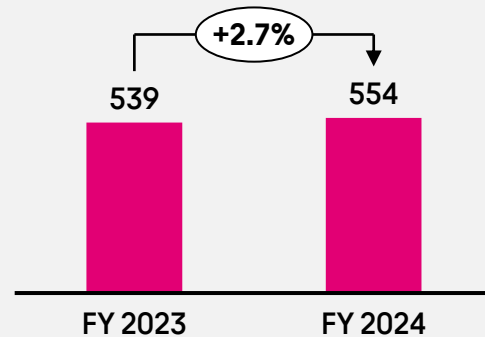
BB retail lines increase as a result of the continued expansion of FTTH infrastructure.



RETAIL BROADBAND  
ACCESS LINES (.000)

## TV

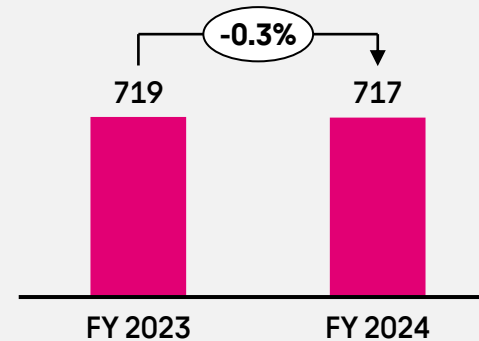
TV customer base is expanding due to the best content offering.



TV CUSTOMERS  
(.000)

## FIXED VOICE<sup>2</sup>

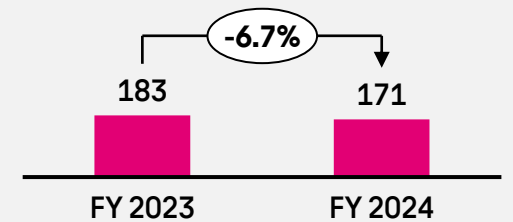
Fixed voice lines contracting at decelerated pace.



RETAIL FIXED VOICE  
MAINLINES (.000)

## WHOLESALE<sup>3</sup>

Wholesale base reduced due to voice services, partly offset with growth on fiber infrastructure.



WHOLESALE  
CUSTOMERS (.000)

1. Includes ADSL, VDSL, FTTH and Naked DSL

2. Includes PSTN, FGSM, NPP (restated 2023), old PSTN Voice customers migrated to IP platform and Smart packages for business; payphones excluded

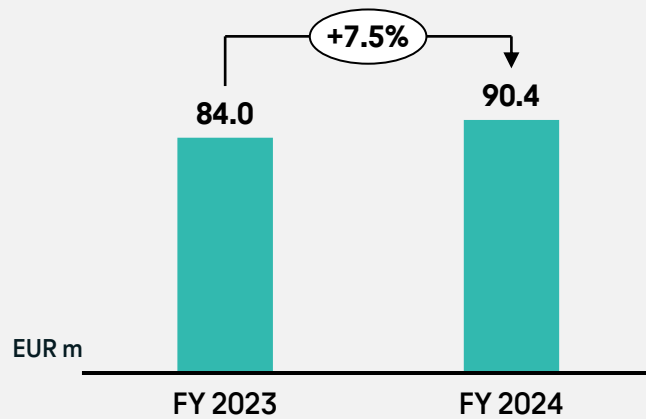
3. Includes Naked Bitstream, Bitstream, ULL, FA and WLR wholesale rental

# ANOTHER SUCCESSFUL YEAR FOR CRNOGORSKI TELEKOM

Montenegro

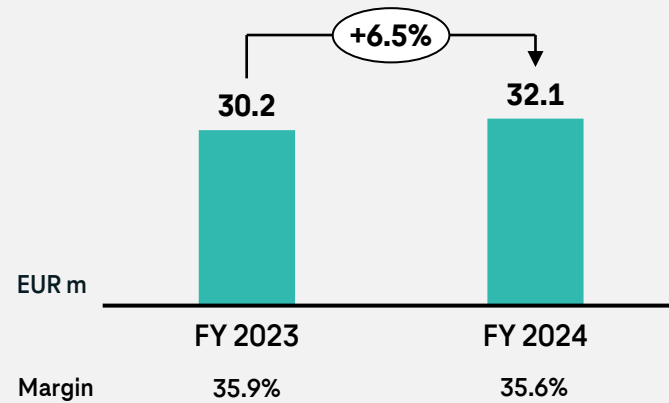
## REVENUE

Growth across all categories.



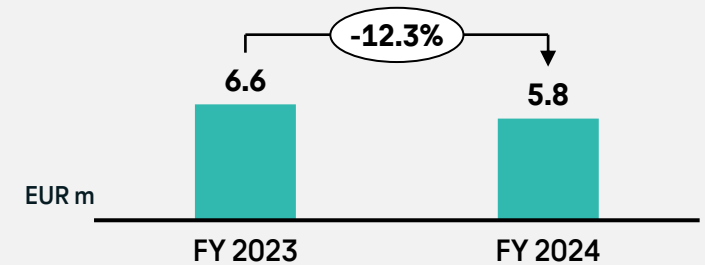
## EBITDA AL<sup>1</sup>

Strong top-line development, partly offset by higher costs, due to inflationary pressures.



## NET PROFIT<sup>2</sup>

Contracting due to D&A and taxation.



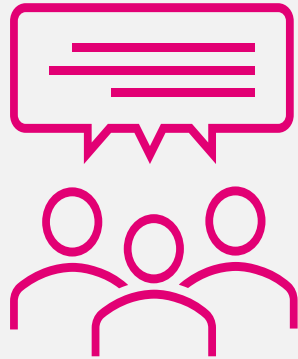
1. EBITDA after leases adjusted for exceptional items

2. Net profit after non controlling interests


# GROUP 2025 OUTLOOK

	2024 RESULTS	OUTLOOK 2025 vs. 2024
<b>REVENUE</b>	EUR 1,102 million	Low-single-digit increase
<b>ADJ. EBITDA AL</b>	EUR 416 million	Low-single-digit increase
<b>CAPEX AL<sup>1</sup></b>	EUR 243 million	Low-single-digit increase
<b>REGIONAL EXPANSION</b>	HT is monitoring and evaluating potential M&A opportunities	HT is monitoring and evaluating potential M&A opportunities

## Q&A



To ask a question, please raise your hand 

Once your question is answered, please lower your hand by clicking  again



# **APPENDIX**

## UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS

# CONSOLIDATED INCOME STATEMENT

in EUR million	2023	2024	% of change A24/A23	Q4 2023	Q4 2024	% of change A24/A23
Mobile service revenues	379.1	413.2	9.0%	90.6	99.9	10.2%
Mobile non-service revenues	177.9	193.0	8.5%	51.9	58.0	11.9%
Fixed service revenues	325.7	346.7	6.5%	83.9	88.7	5.7%
Fixed non-service revenues	79.0	65.6	-17.0%	19.5	16.7	-14.1%
System solutions	77.6	83.1	7.1%	22.7	25.0	10.0%
<b>Revenue</b>	<b>1,039.3</b>	<b>1,101.6</b>	<b>6.0%</b>	<b>268.6</b>	<b>288.3</b>	<b>7.3%</b>
Other operating income	8.6	12.6	45.7%	5.5	4.3	-22.8%
<b>Total operating revenue</b>	<b>1,048.0</b>	<b>1,114.2</b>	<b>6.3%</b>	<b>274.1</b>	<b>292.5</b>	<b>6.7%</b>
<b>Operating expenses</b>	<b>615.6</b>	<b>660.6</b>	<b>7.3%</b>	<b>164.2</b>	<b>177.4</b>	<b>8.0%</b>
Material expenses	331.9	353.2	6.4%	96.4	109.2	13.3%
Employee benefits expenses	162.3	194.3	19.7%	41.0	50.9	24.2%
Other expenses	117.8	131.2	11.4%	24.6	31.7	28.4%
Work performed by the Group and capitalised	-8.4	-22.3	-165.6%	-2.3	-11.6	-408.9%
Net impairment losses on trade receivables and contract assets	12.0	4.3	-64.3%	4.4	-2.8	-163.0%
Depreciation and amortization	271.0	274.0	1.1%	69.1	71.9	4.0%
<b>EBIT</b>	<b>161.4</b>	<b>179.6</b>	<b>11.3%</b>	<b>40.8</b>	<b>43.2</b>	<b>5.9%</b>
Financial income	8.6	9.8	14.5%	2.6	3.0	18.1%
Income/loss from investment in joint ventures	0.0	0.0	-	0.0	0.0	-
Financial expenses	9.5	12.3	29.1%	3.4	4.4	28.9%
<b>Profit before taxes</b>	<b>160.4</b>	<b>177.1</b>	<b>10.4%</b>	<b>40.0</b>	<b>41.9</b>	<b>4.7%</b>
Taxation	26.8	33.9	26.4%	4.0	6.4	60.8%
<b>Net profit</b>	<b>133.6</b>	<b>143.2</b>	<b>7.2%</b>	<b>36.0</b>	<b>35.4</b>	<b>-1.5%</b>
Non controlling interest	-1.6	-1.3	16.3%	-0.3	-0.3	-4.6%
<b>Net profit after non controlling interest</b>	<b>132.0</b>	<b>141.9</b>	<b>7.5%</b>	<b>35.7</b>	<b>35.2</b>	<b>-1.5%</b>
<b>Adjusted EBITDA AL*</b>	<b>397.5</b>	<b>416.2</b>	<b>4.7%</b>	<b>100.4</b>	<b>104.3</b>	<b>3.8%</b>
Exceptional items*	13.1	15.8	20.9%	3.8	3.2	-17.4%
<b>EBITDA AL</b>	<b>384.5</b>	<b>400.4</b>	<b>4.2%</b>	<b>96.6</b>	<b>101.1</b>	<b>4.6%</b>

\*Mainly adjusted for restructuring redundancy costs and legal cases

# CONSOLIDATED BALANCE SHEET STATEMENT

in EUR million	At 31 Dec 2023	At 31 Dec 2024	% of change A24/A23
Intangible assets	385.8	394.9	2.4%
Property, plant and equipment	843.5	868.4	3.0%
Non-current financial assets	0.9	0.3	-67.8%
Non-current receivables	39.1	46.9	19.8%
Prepayments and accrued income due > 1 year	28.2	17.2	-39.0%
Right-of-use assets	72.3	81.4	12.5%
Contract assets due > 1 year	8.3	10.2	22.2%
Contract costs due > 1 year	28.9	34.6	19.7%
Deferred tax asset	22.9	20.0	-12.6%
<b>Total non-current assets</b>	<b>1,429.9</b>	<b>1,473.8</b>	<b>3.1%</b>
Inventories	33.8	44.5	31.5%
Assets held for sale	31.6	31.6	0.0%
Current receivables	247.2	249.2	0.8%
Current financial assets	29.4	0.0	-100.0%
Contract assets due <= 1 year	33.0	39.2	19.0%
Contract costs due <= 1 year	12.6	13.7	8.0%
Cash and cash equivalents	233.1	229.7	-1.5%
Prepayments and accrued income due <= 1 year	10.9	15.5	43.0%
<b>Total current assets</b>	<b>631.6</b>	<b>623.4</b>	<b>-1.3%</b>
<b>TOTAL ASSETS</b>	<b>2,061.5</b>	<b>2,097.1</b>	<b>1.7%</b>

in EUR million	At 31 Dec 2023	At 31 Dec 2024	% of change A24/A23
Subscribed share capital	1,359.7	1,359.7	0.0%
Reserves	89.8	96.9	7.9%
Revaluation reserves	0.0	0.0	65.8%
Cash flow hedge reserves	-0.2	-8.6	-4903.6%
Treasury shares	-22.2	-29.7	-33.8%
Retained earnings	99.3	83.5	-15.9%
Net profit for the period	132.0	141.9	7.5%
Non controlling interest	32.9	32.7	-0.6%
<b>Total issued capital and reserves</b>	<b>1,691.5</b>	<b>1,676.6</b>	<b>-0.9%</b>
Provisions	16.7	17.4	4.7%
Non-current liabilities	9.6	32.2	234.0%
Lease liabilities due > 1 year	50.9	55.4	8.8%
Contract liabilities due > 1 year	0.0	0.0	-
Deferred tax liability	4.1	4.4	5.5%
<b>Total non-current liabilities</b>	<b>81.4</b>	<b>109.4</b>	<b>34.4%</b>
Current liabilities	248.4	259.3	4.4%
Lease liabilities due <= 1 year	16.0	21.2	31.9%
Contract liabilities due <= 1 year	12.1	16.6	37.2%
Accrued expenses and deferred income	7.6	12.1	58.3%
Provisions for redundancy	4.5	2.0	-56.4%
<b>Total current liabilities</b>	<b>288.6</b>	<b>311.2</b>	<b>7.8%</b>
<b>Total liabilities</b>	<b>370.0</b>	<b>420.5</b>	<b>13.7%</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>2,061.5</b>	<b>2,097.1</b>	<b>1.7%</b>



# CONSOLIDATED CASH FLOW STATEMENT

in EUR million	2023	2024	% of change A24/A23	Q4 2023	Q4 2024	% of change A24/A23
Profit before tax	160.4	177.1	10.4%	40.0	41.9	4.7%
Depreciation and amortization	271.0	274.0	1.1%	69.1	71.9	4.0%
Increase / decrease of current liabilities	30.0	21.5	-28.4%	21.4	9.3	-56.7%
Increase / decrease of current receivables	-48.9	-8.0	83.7%	-35.1	-2.9	91.7%
Increase / decrease of inventories	1.0	-11.4	-1212.3%	2.9	-3.1	-210.0%
Other cash flow increases / decreases	-53.0	-52.3	1.5%	-13.0	-15.8	-21.1%
<b>Net cash inflow/outflow from operating activities</b>	<b>360.5</b>	<b>401.0</b>	<b>11.2%</b>	<b>85.2</b>	<b>101.2</b>	<b>18.8%</b>
Proceeds from sale of non-current assets	1.2	5.2	340.3%	0.4	0.0	-104.4%
Proceeds from sale of non-current financial assets	0.1	0.1	-25.7%	0.0	0.0	121.7%
Interest received	6.5	7.6	16.5%	1.8	1.7	-4.1%
Dividend received	0.0	0.0	-	0.0	0.0	-
Other cash inflows from investing activities	14.2	29.5	107.3%	10.1	19.3	90.1%
<b>Total increase of cash flow from investing activities</b>	<b>22.0</b>	<b>42.3</b>	<b>92.6%</b>	<b>12.3</b>	<b>21.0</b>	<b>70.5%</b>
Purchase of non-current assets	-303.6	-207.8	31.6%	-53.0	-55.6	-4.9%
Purchase of non-current financial assets	-0.4	-0.1	81.7%	0.0	0.0	203.5%
Other cash outflows from investing activities	-29.3	0.0	100.0%	-18.4	1.0	105.3%
<b>Total decrease of cash flow from investing activities</b>	<b>-333.2</b>	<b>-207.8</b>	<b>37.6%</b>	<b>-71.4</b>	<b>-54.6</b>	<b>23.6%</b>
<b>Net cash inflow/outflow from investing activities</b>	<b>-311.3</b>	<b>-165.5</b>	<b>46.8%</b>	<b>-59.1</b>	<b>-33.6</b>	<b>43.1%</b>
<b>Total increase of cash flow from financing activities</b>	<b>0.0</b>	<b>0.0</b>	<b>-</b>	<b>0.0</b>	<b>0.0</b>	<b>-</b>
Dividends paid	-86.9	-120.3	-38.4%	0.0	-1.1	-3000.5%
Repayment of lease	-45.6	-47.2	-3.6%	-13.3	-13.2	0.7%
Other cash outflows from financing activities	-57.1	-71.5	-25.2%	-10.9	-33.3	-205.7%
<b>Total decrease in cash flow from financing activities</b>	<b>-189.6</b>	<b>-239.0</b>	<b>-26.0%</b>	<b>-24.2</b>	<b>-47.6</b>	<b>-96.5%</b>
<b>Net cash inflow/outflow from financing activities</b>	<b>-189.6</b>	<b>-239.0</b>	<b>-26.0%</b>	<b>-24.2</b>	<b>-47.6</b>	<b>-96.5%</b>
<b>Exchange gains/losses on cash and cash equivalents</b>	<b>0.0</b>	<b>0.0</b>	<b>-</b>	<b>0.0</b>	<b>0.0</b>	<b>-</b>
Cash and cash equivalents at the beginning of period*	373.4	233.1	-37.6%	231.2	209.6	-9.3%
Net cash (outflow) / inflow	-140.3	-3.4	97.6%	1.9	20.0	961.4%
<b>Cash and cash equivalents at the end of period</b>	<b>233.1</b>	<b>229.7</b>	<b>-1.5%</b>	<b>233.1</b>	<b>229.7</b>	<b>-1.5%</b>



# INVESTOR RELATIONS CONTACTS

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## Corporate Contact

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