

Tele2 meets and beats guidance and delivers 42% Equity free cash flow growth 2025

“With the fundamentals in place, we increase our focus on growth.”

Jean Marc Harion, CEO Tele2

End-user service revenue Q4	4 % growth
Underlying EBITDAaL Q4	13 % growth
Dividend proposal +65%:	10.5 SEK /share

Financial highlights

The Baltics and Sweden Business delivered yet another strong quarter, and Sweden Consumer delivered its strongest EUSR growth of the year in Q4. On a full year basis we increased the Operating cash flow including working capital by 33%.

Legacy off.
Sweden’s fastest 5G on.

2G and 3G shutdown and new 1,800 MHz spectrum!
Refocused effort on our award-winning 5G — streamlining the network and lifting performance.

Fastest 5G for download, Opensignal dec 2025

2026 Guidance

- EUSR: Low single-digit organic growth
- uEBITDAaL: Low to mid-single-digit organic growth
- Capex to sales: 10–11%



Operational highlights

- Successful shutdown of 2G/3G legacy network, replaced by award winning 5G
- Strengthened spectrum position
- Headcount reduction target reached with ~650 positions by year end
- Ranked best in Europe for children's rights
- Tele2 on CDP's Climate 'A List'



Financial highlights

- Strong Q4: 4% growth in end-user service revenue and 13% in uEBITDAaL
- 2025 guidance delivered, including 11% uEBITDAaL growth
- Strong 2025 eFCF of SEK 6.2bn, driven by OCF incl. WC growth of 33%
- Dividend proposal of SEK 10.50 per share (118% of 2025 eFCF)
- Updated financial policy
- 2026 guidance set



A strong close to a transformational year

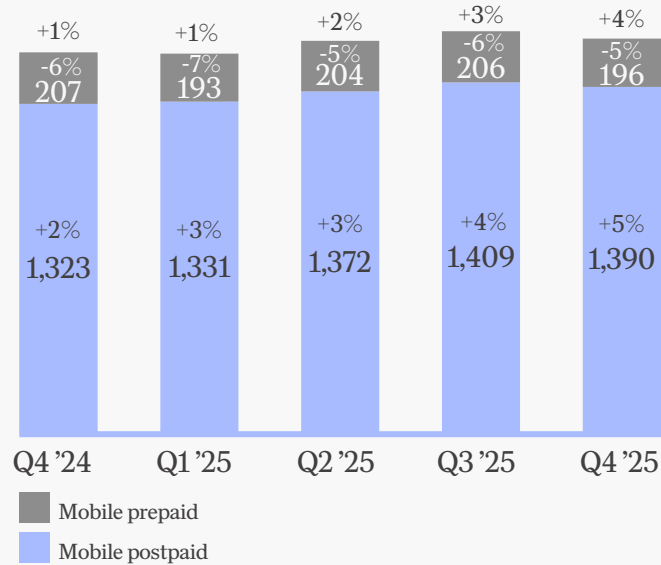
SEK (YoY growth) ¹	Q4 25	FY 25	The Group in Q4		
End-user service revenue (EUSR)	5.6bn (+3.7%)	22.1bn (+2.3%)	<ul style="list-style-type: none"> – EUSR growth of 4% driven by growth across all operations – Underlying EBITDAaL growth of 13% driven by sharp cost control and end-user service revenue growth – Strong FY EFCF growth driven by underlying EBITDAaL and lower Capex – Financial leverage of 2.1x 		
Underlying EBITDAaL	3.0bn (+13.2%)	11.7bn (+11.4%)			
Capex ² to sales	10.9%	10.8%			
EFCF	0.8bn (-4%)	6.2bn (+42%)			
			Sweden Consumer in Q4	Sweden Business in Q4	The Baltics in Q4
			<ul style="list-style-type: none"> – EUSR growth of 2% – Growth in core services exceeds Boxer TV decline 	<ul style="list-style-type: none"> – EUSR growth of 7% – Strong growth in Mobile fueled by IoT – Strong growth in Solutions 	<ul style="list-style-type: none"> – EUSR growth of 6% – Strong underlying EBITDAaL growth of 16% supported by strong cost measures



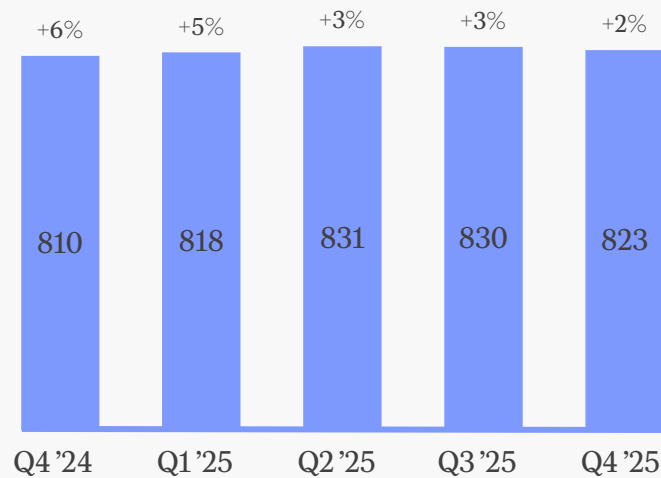
SWEDEN

Sweden Consumer: Overall performance improvement

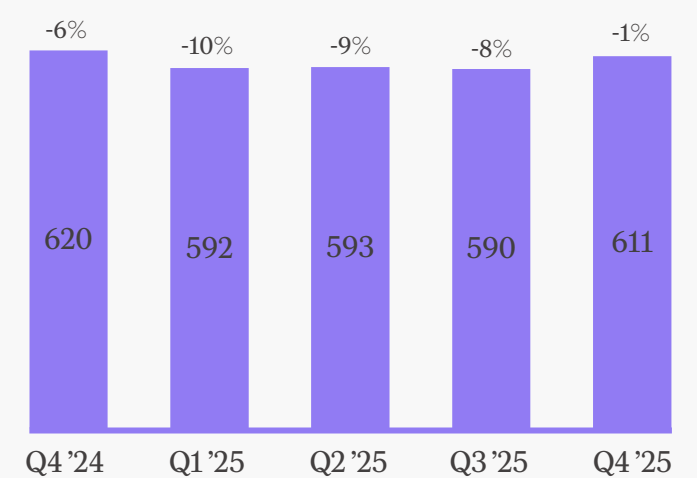
Mobile EUSR
SEKm, YoY growth



Fixed broadband EUSR
SEKm, YoY growth



Digital TV EUSR
SEKm, YoY growth

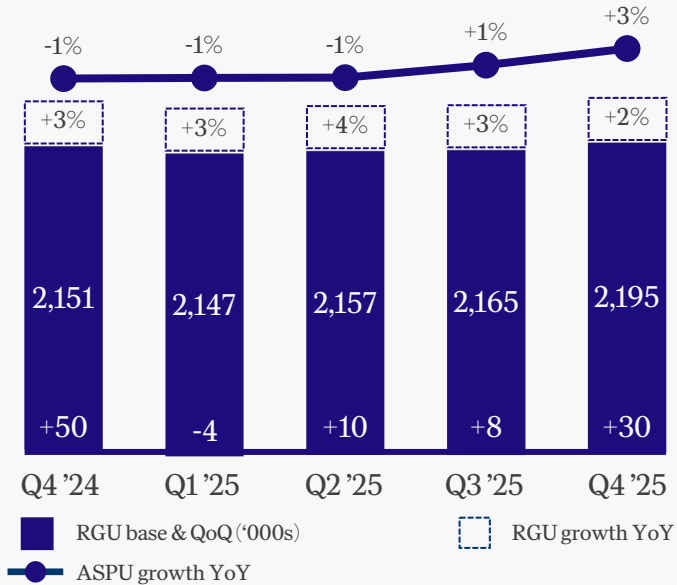


Q4 highlights

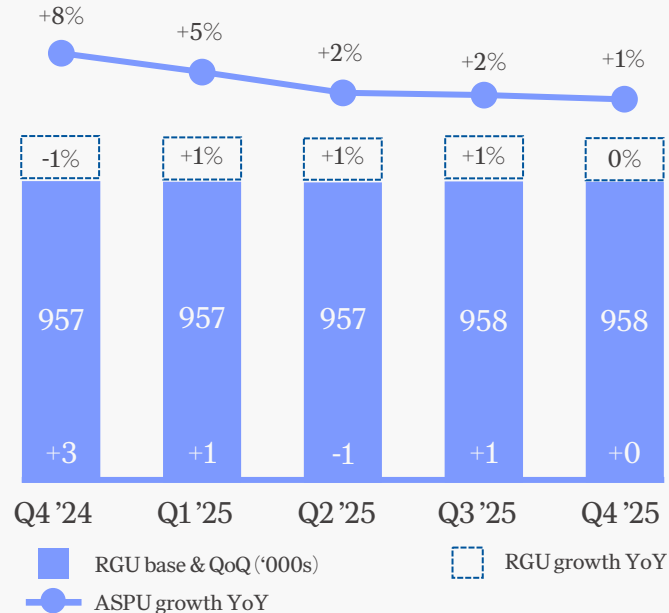
- Mobile end-user service revenue (EUSR) grew 4% due to 5% postpaid growth partly offset by continued prepaid decline
- Fixed broadband EUSR grew 2% driven by ASPU growth
- Our new TV service develops well and grew end-user service revenue at a mid-single-digit rate. Total DTV end-user service revenue declined by 1%, driven by Boxer

Sweden Consumer: Healthy ASPU growth

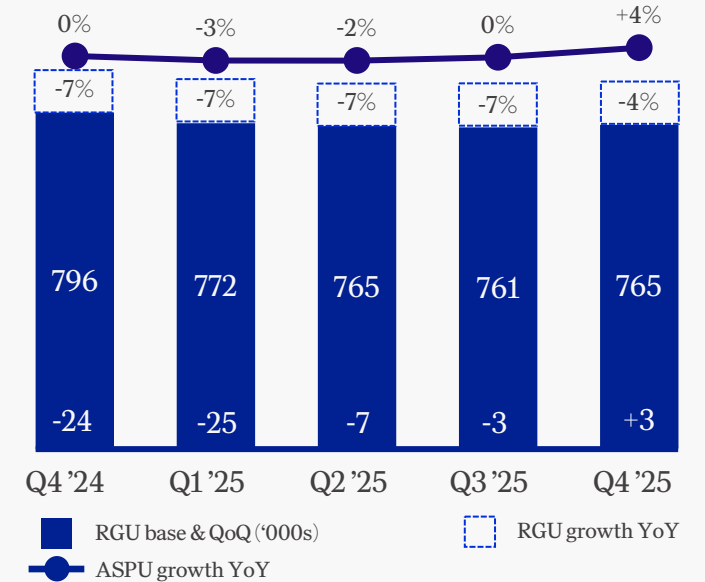
Mobile postpaid RGU & ASPU



Fixed broadband RGU & ASPU



Digital TV RGU & ASPU

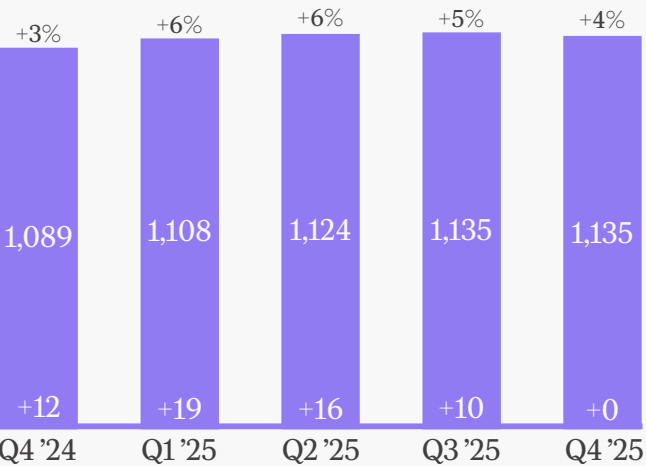


Q4 highlights

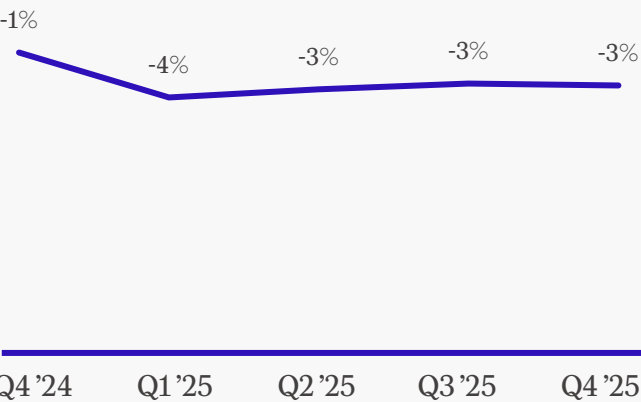
- Solid volume growth in Mobile postpaid (incl. one-off contribution of 14,000 RGUs). ASPU growth of 3%
- ASPU growth for Fixed broadband driven by price adjustments. Intense competition and increased access fees in open networks hampered volume growth
- Good intake on the new flexible TV & streaming portfolio and enhanced Sports package, meanwhile Boxer volume continues to decline

Sweden Business: Continued strong growth

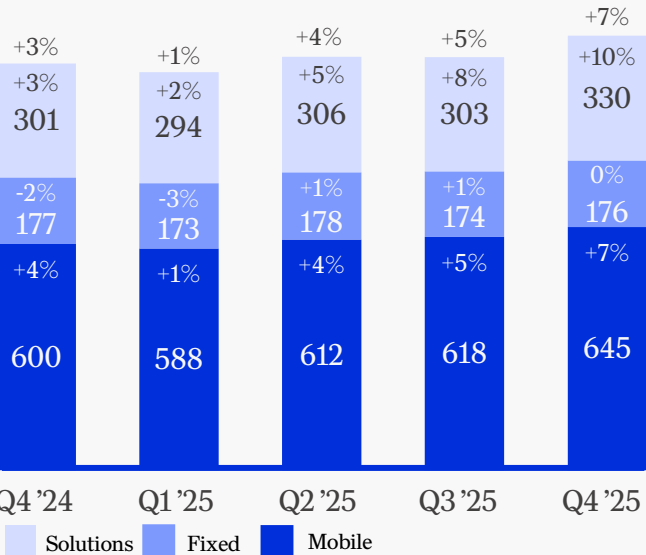
Mobile RGU & net intake
Base & QoQ excl. IoT ('000s), YoY growth



Mobile ASPU
YoY growth (excl. IoT)



End-user service revenue
SEKm, YoY growth



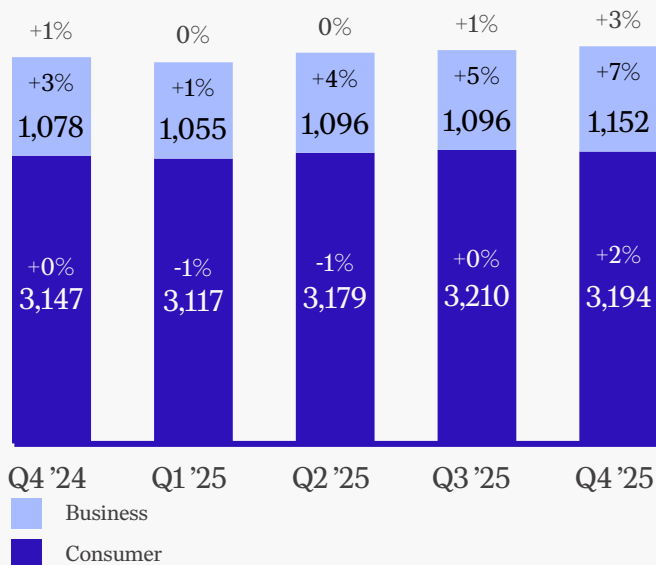
Q4 highlights

- Mobile EUSR growth of 7% driven by IoT. Solid RGU growth YoY. ASPU impacted by change in customer mix YoY
- Solutions EUSR growth of 10% driven by finalisation of larger network and cloud modernisation projects
- Total EUSR growth of 7%

Sweden financials: 12% EBITDAaL growth

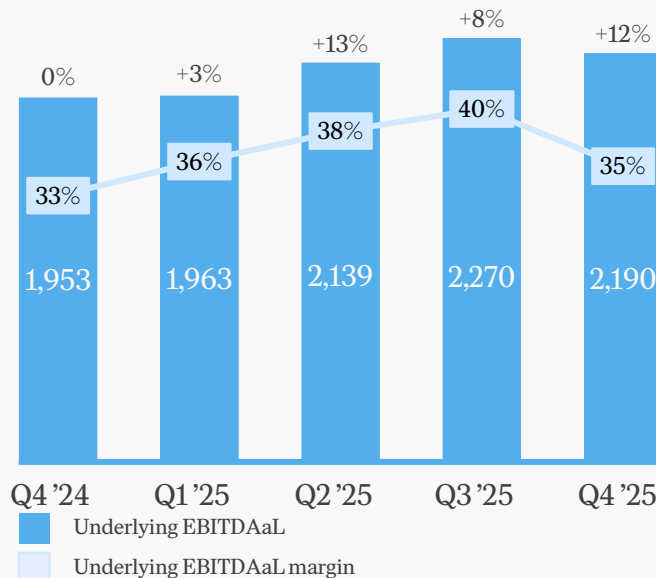
End-user service revenue

SEKm, YoY growth



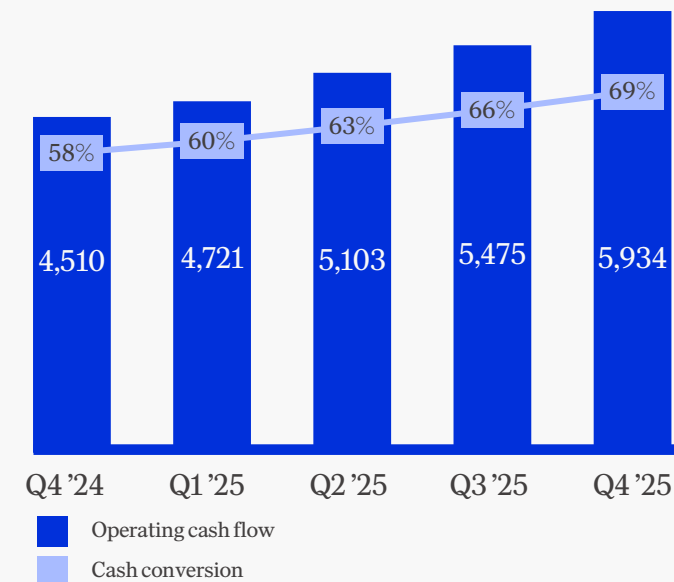
Underlying EBITDAaL & margin

SEKm, YoY growth



Operating cash flow and cash conversion, LTM, SEKm

conversion, LTM, SEKm



Q4 highlights

- EUSR grew by 3% driven by both Business and Consumer
- Strong underlying EBITDAaL growth of 12% driven by transformation and end-user service growth
- Improving cash conversion of 69% LTM

Cash conversion = operating cash flow / underlying EBITDAaL

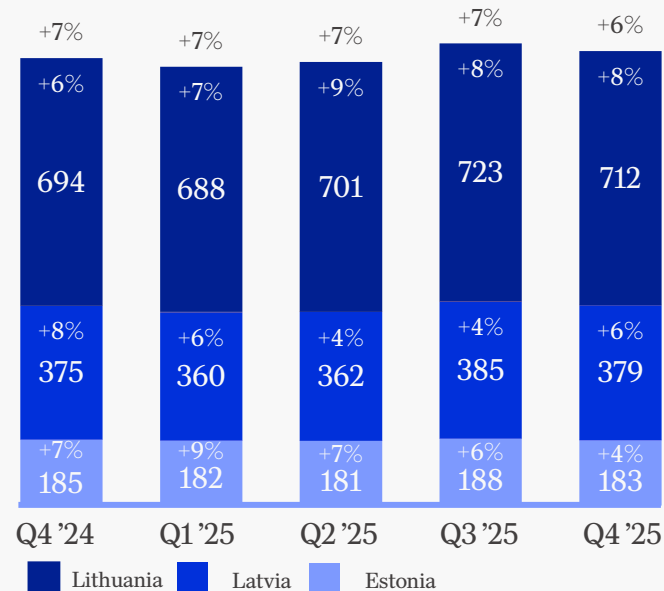
TELE2



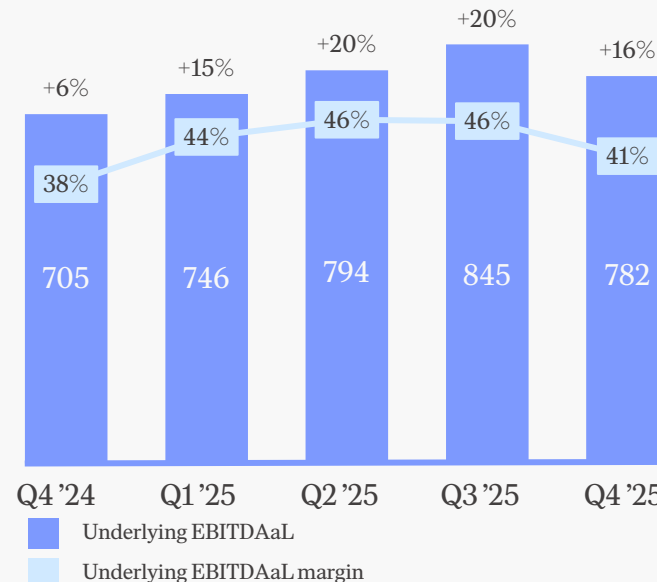
BALTICS

Baltics financials: 16% EBITDAaL growth

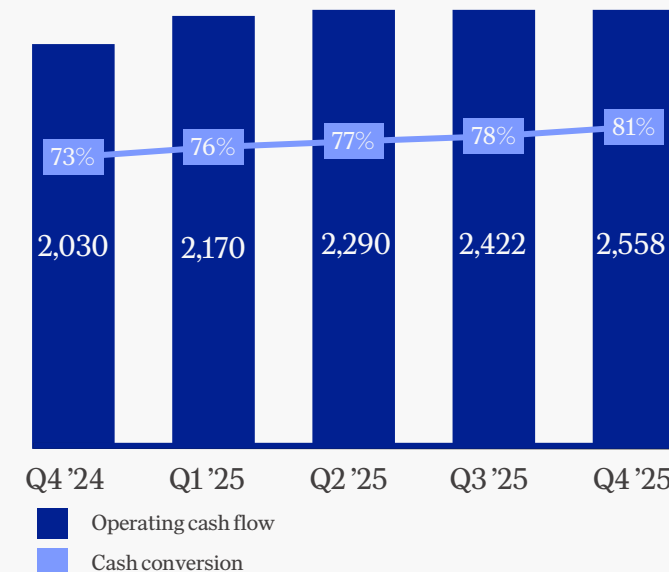
End-user service revenue
SEKm, YoY growth



Underlying EBITDAaL & margin
SEKm, YoY growth



Operating cash flow and cash conversion, *LTM, SEKm*

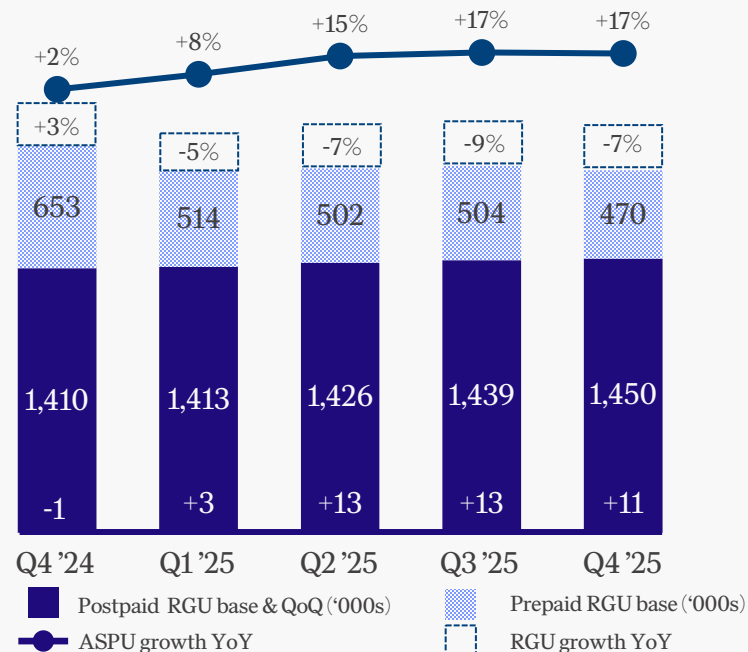


Q4 highlights

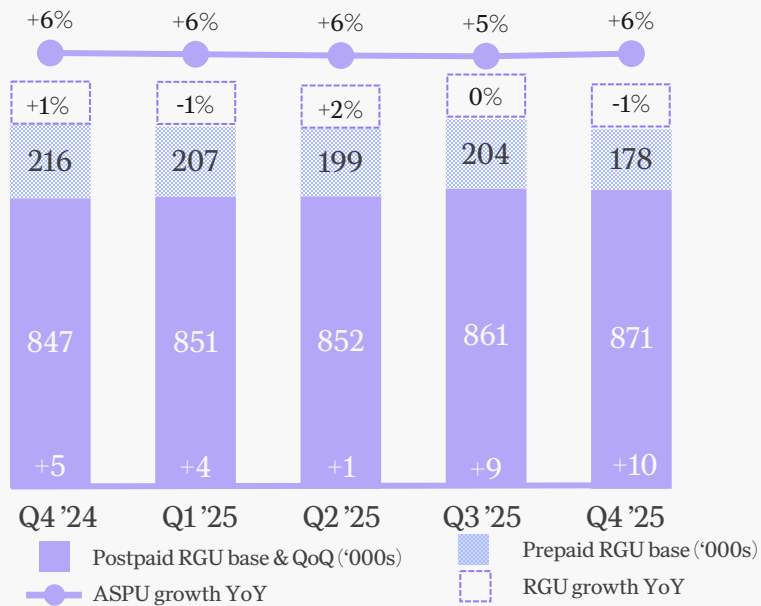
- Continued solid EUSR growth of 6% driven by both ASPU and postpaid volume across markets
- Strong underlying EBITDAaL growth of 16% with double-digit growth across markets driven by EUSR growth and cost control
- Improving cash conversion of 81% LTM

Baltics KPIs: ASPU growth across markets

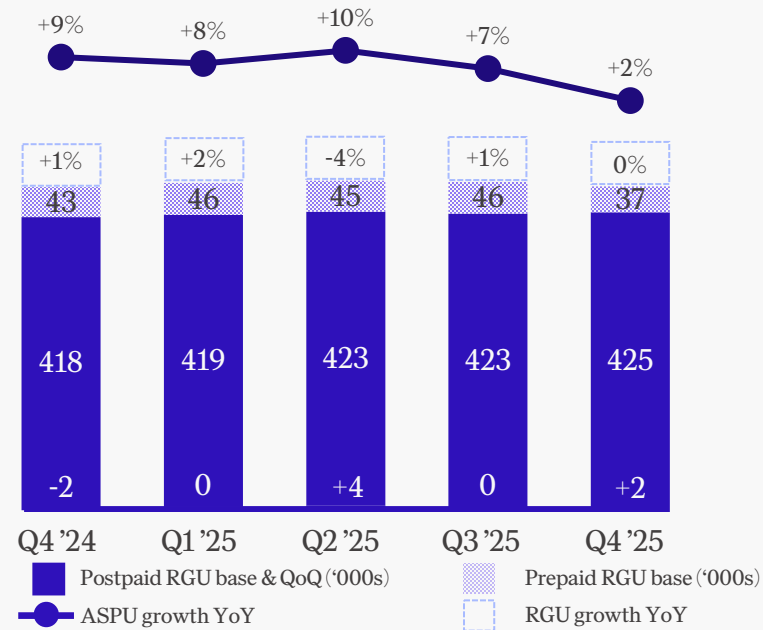
Lithuania – Mobile RGU & ASPU



Latvia – Mobile RGU & ASPU



Estonia – Mobile RGU & ASPU



Q4 highlights

- Mobile postpaid increased by 23,000 RGUs driven by Latvia and Lithuania
- Mobile prepaid declined by 68,000 RGUs mainly driven by regulation and migration to postpaid
- Blended organic ASPU growth of 11% driven by price adjustments and prepaid to postpaid migration

FINANCIAL OVERVIEW

Group results

SEK million	Q4 2025	Q4 2024		FY 2025	FY 2024
Revenue	8,039	7,783		29,890	29,583
Underlying EBITDA	3,398	3,055	1	13,397	12,149
Margin (%)	42.3%	39.3.%		44.8%	41,1%
Items affecting comparability	-100	-74	2	-600	-394
D&A	-1,565	-1,502		-6,205	-5,944
Operating profit	1,754	1,480		6,615	5,817
Net interest and other financial items	-246	-271	3	-937	-1,068
Income tax	-288	-238	4	-1,099	-915
Net profit	1,219	971		4,579	3,834

Comments

- 1** Underlying EBITDA driven by sharp cost control and end-user service revenue growth across all operations
- 2** Items affecting comparability were mainly driven by redundancy costs related to workforce reductions
- 3** Net interest and other financial items decreased due to lower financing costs for outstanding debt
- 4** Income tax increased largely due to higher taxable profits

Group cash flow

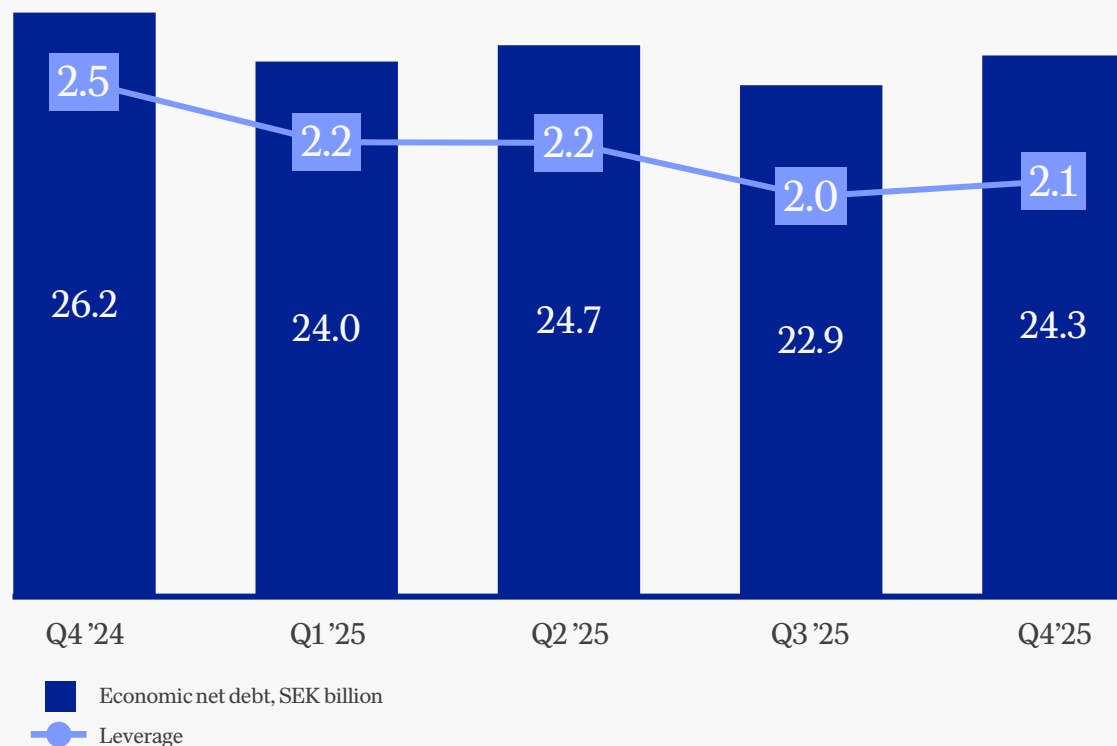
SEK million	Q4 2025	Q4 2024		FY 2025	FY 2024
Underlying EBITDAaL	2,972	2,658		11,728	10,612
Capex paid excl. Spectrum	-928	-1,032	1	-3,328	-3,960
Underlying EBITDAaL - Capex paid excl. Spectrum	2,045	1,626		8,401	6,652
Spectrum capex paid	-362	-8	2	-365	-12
Items affecting comparability	-100	-74		-600	-394
Changes in working capital	-204	-74	3	287	76
Net financial items paid excl. leasing	-360	-395	4	-725	-887
Taxes paid	-260	-260	5	-985	-1,141
Other cash items	19	-8		184	82
Equity free cash flow	777	808		6,196	4,378
Equity free cash flow, rolling 12 months / share (SEK)				8.9	6.3

Comments

- 1 Capex paid decreased due to optimised investments, driven by successful prioritisation and by the deferral of some planned investment to 2026
- 2 Spectrum capex paid increased due to the final payment for the Swedish spectrum acquired in 2023
- 3 Changes in working capital were mainly impacted by optimised inventory levels along with increased redundancy provisions
- 4 Net financial items paid excl. leasing decreased due to lower financing costs for outstanding debt
- 5 Taxes paid decreased mainly due to a tax refund

Leverage at 2.1x

Economic net debt to underlying EBITDAaL LTM



Comments

- Economic net debt decreased by SEK 1.9bn compared to year-end 2024 the cash generated in the business exceeding the payout of the ordinary dividend
- Leverage of 2.1x reflects levels comfortably within an investment-grade range

Tele2 meets and beats guidance targets for 2025

	End-user service revenue ¹	Underlying EBITDAaL ¹	Capex to sales ²
2025 guidance	Low single-digit	Slightly above 10%	~12%
2025 actuals	✓ 2.3%	✓ 11.4%	✓ 10.8%

2026 guidance

End-user service
revenue¹

Underlying
EBITDAaL¹

Capex to sales²

2026 guidance

Low single-digit

Low to mid-
single-digit

10-11%

1) Organic growth rate, i.e. FX adjusted and excluding the impact from the upcoming Baltic Tower transaction

2) Excluding spectrum and leases. Including the impact from the upcoming Baltic Tower transaction

You are number 1.
We are Tele2.

TELE2