

1H 2025 results

CETIN Group

23 September 2025



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Today's presenters



Jan Menclík

Chief Financial Officer

20 years' experience in telco finance

- CETIN Czechia, CFO (since 2022)
- Skoda Transportation, CFO (2016-2022)
- Previously Deloitte and Carnibona Group

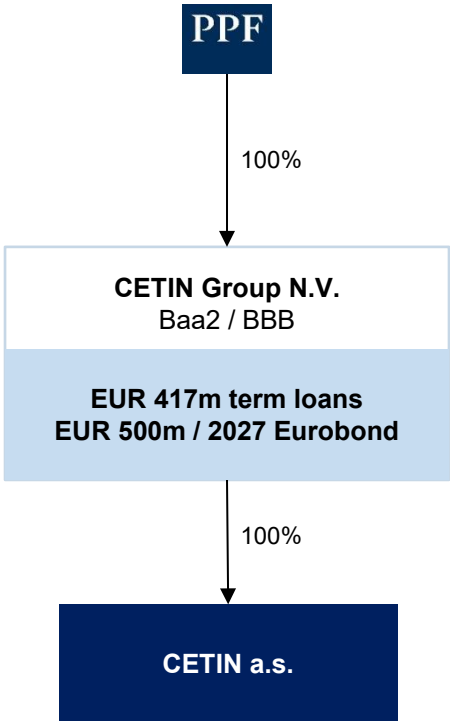
CETIN Group at a glance

The leading telecom infrastructure services provider in Czechia

1 Key operational metrics

| | <div>CZ</div> |
|---|--------------------------|
| June 2025 | Czechia |
| PPF ownership (%) | 100% |
| Own mobile sites (#) + Shared sites (#) | 6.3k + 2.7k ¹ |
| Passive sharing tenancy ratio (x) | 1.1x |
| Fibre to the site (%) | 44% |
| Market position based on # of sites | No. 1 |
| Fixed access network – market position | No. 1 |
| FTTx / DSL homes passed | 4.5m |
| FTTC homes passed ³ | 3.5m |
| FTTH/B homes passed ⁴ | 1,038k |
| Active connections | 1,324k |
| Fibre backbone / aggregation network (km) | 64.2k |
| Main + Edge data centres (#) | 3 + 12 |

2 Corporate structure²



3 Geography



1 Sites where T-Mobile's active equipment is providing mobile services for CETIN's customers
2 The chart represents a simplified group structure to illustrate main segments within CETIN Group as of 30 June 2025
3 FTTC: Fibre to the Cabinet, with the last mile covered by metallic line; 4.4m including the areas where the metallic coverage overlaps with fibre coverage
4 FTTH/B: Fibre to the Home or Building and fibre-like network (HFC)

2025 Summary

Solid financial performance, fibre rollout accelerating further, 5G rollout delivered

1 Strong financial results

Revenue¹
3.6% ↗ YoY

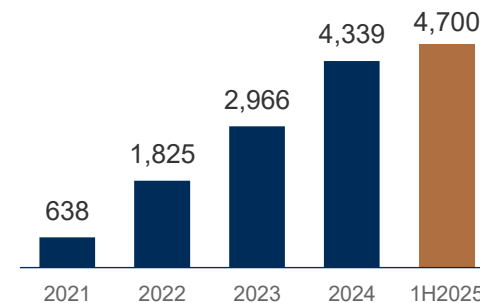
EBITDAaL margin³
59%

2 Focus on fibre strategy, rollout accelerating

- 3.5m homes already passed by FTTC access network
- FTTH/B rollout (1.0m HP as at 2Q2025) in areas with greatest bandwidth needs
- Focus on single dwelling units (family houses)
- Competitive advantages
- Futureproofing access network

3 5G mobile network rollout largely completed

5G points of presence
+35% ↗ YoY 1H2025



4 Selective, incremental acquisitions

- Nej.cz assets fully integrated in 2024
- Nordic assets acquired in 1Q 2025
- Selective purchases of smaller ISPs



Nordic telecom

8.4% ↗ EBITDAaL²
YoY

24% ↗ Homes connected
to FTTH/B, YoY

99%+ Population
coverage

248k New homes
connected

¹ Total revenue from continuing operations
² Underlying EBITDAaL excluding transit from continuing operations
³ Underlying EBITDAaL excluding transit divided by Revenue excluding transit

FTTH: Fibre to the Home
FTTB: Fibre to the Building
HP: households passed
HC: households connected FTTH/B: Fibre to the Home or Building and fibre-like network (HFC)

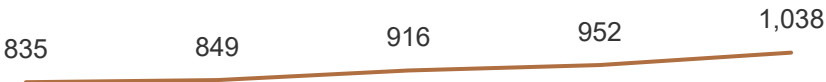
Fixed network development

Accelerating FTTH rollout: 1 million homes passed milestone reached

FTTH/B rollout in Czechia

thousands

FTTH/B households passed

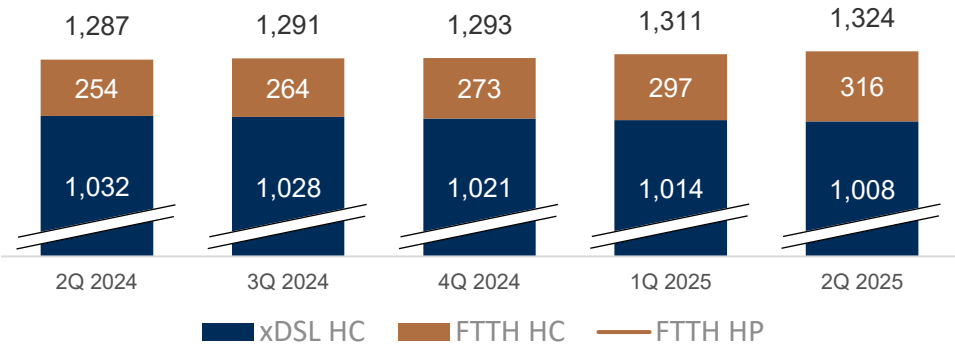


FTTH/B HP
24% ↗
YoY

CAGR 2020-2024
42% ↗

2024 YoY
47% ↗

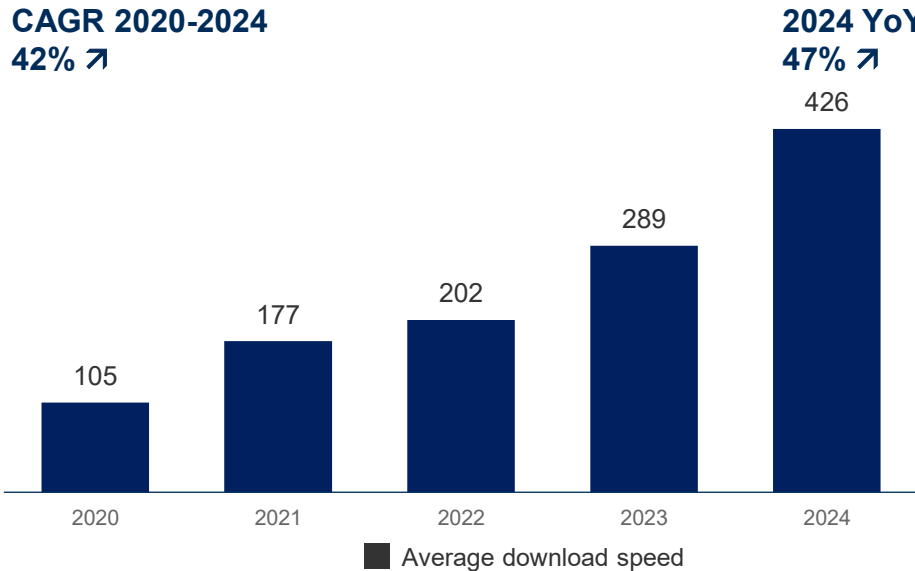
Households connected



FTTH HC
24% ↗
YoY

Improvement of access network speed

Mbps



FTTH: Fibre to the Home
FTTB: Fibre to the Building
xDSL: Combination of Fibre to the Cabinet and metallic last-mile access lines
HP: households passed
HC: households connected
FTTH/B: Fibre to the Home or Building and fibre-like network (HFC)

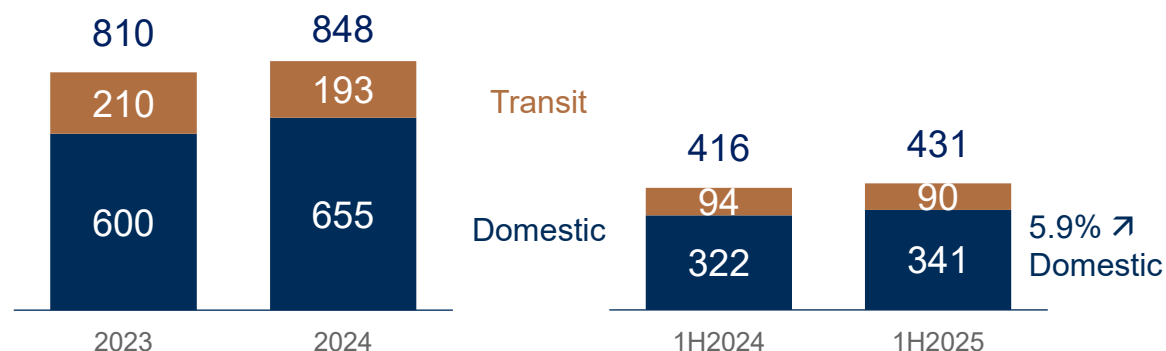
CETIN key financials

Compelling financial profile with ongoing modernisation of the network

Continuing revenue

EURm

+3.6% YoY ↗

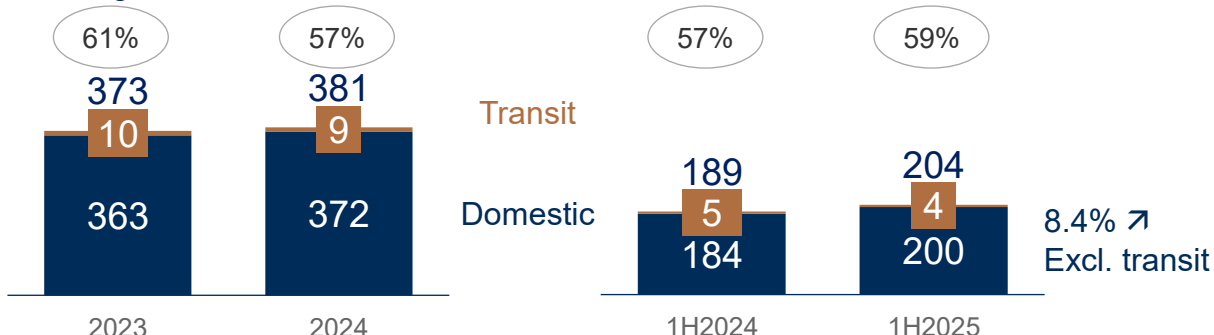


Continuing underlying EBITDAaL

EURm

+7.9% YoY ↗

% Margin¹

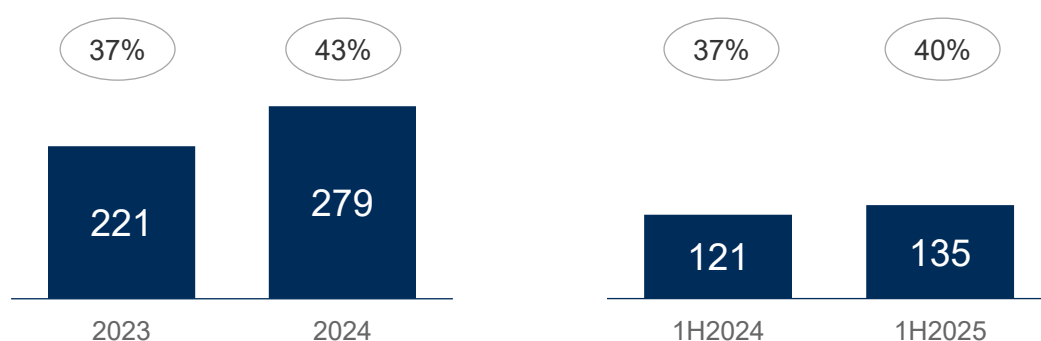


Continuing capital expenditure

EURm

+12% YoY ↗

% of Revenue²

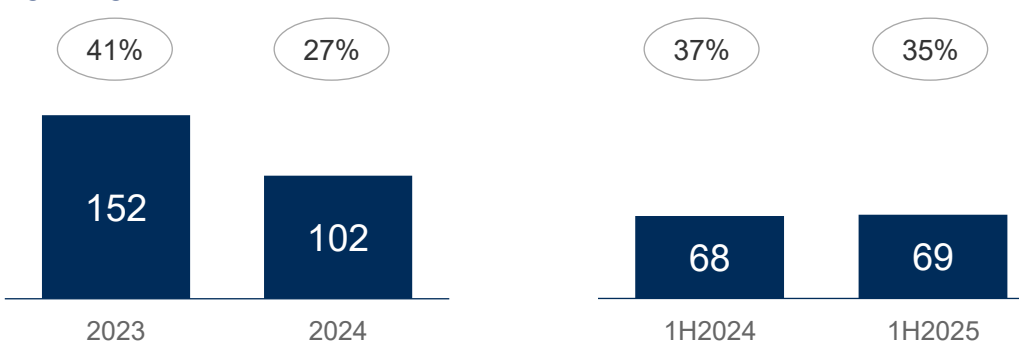


Continuing operating cash flow³

EURm

+1.5% YoY ↗

Cash Conversion⁴



All presented figures are the results from continuing operations. Previous years' figures have been restated to reflect the group's restructuring in 2024.

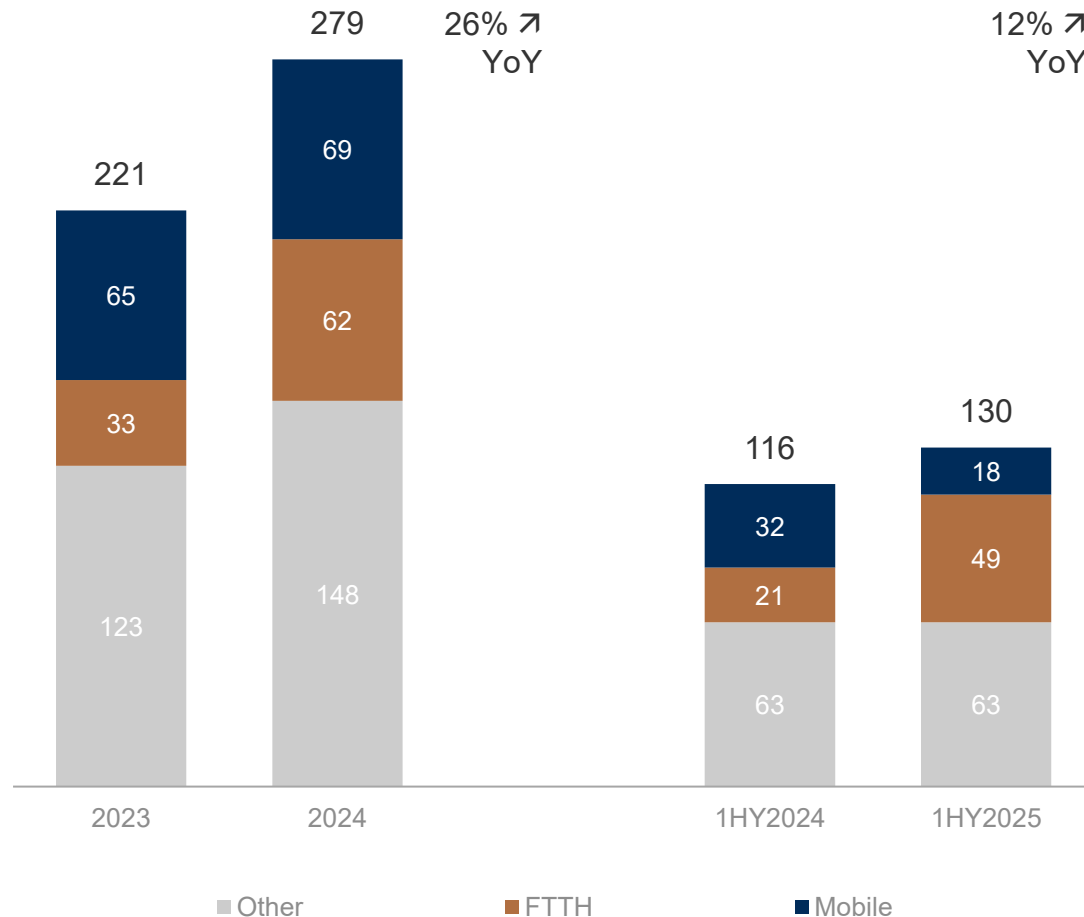
- 1 Defined as Continuing underlying EBITDAaL excl. transit / Revenue excl. transit
- 2 Defined as Capital expenditure / Revenue excl. transit
- 3 Defined as Continuing underlying EBITDAaL less Capital expenditure
- 4 Defined as Continuing operating cash flow / Continuing underlying EBITDAaL

Capital expenditures 1H2025

FTTH rollout becoming the main capital expenditure driver

Capital expenditure breakdown

EURm



Mobile

- Base CAPEX covered by a 10-year flat fee with contractually defined margins and ROI and inflation adjustment
 - Investments in the improvement of the mobile network, including obligatory mobile network transport upgrades and passive infrastructure maintenance
 - Finalising the modernisation for 5G; 99%+ population coverage achieved
- Incremental CAPEX where the anchor customer, O2, has contractual annual commitments of incremental revenues
 - Mainly includes CAPEX driving growth of mobile revenue and coming from increase of mobile coverage (5G, new sites, railway and highway corridors) for the black spots, stemming from O2's licence obligation.

FTTH rollout

- Related to construction of fibre optic network (FTTH) in apartment buildings and family houses, 45k HP build in 1H2025 (+51% compared to 1H2024)
- Acceleration of fibre rollout to family houses (2.2x more HP compared to 1H2024)

Other

- Other CAPEX under control, contains mainly:
 - Customised connections for businesses
 - Installations works
 - Data services
 - Housing

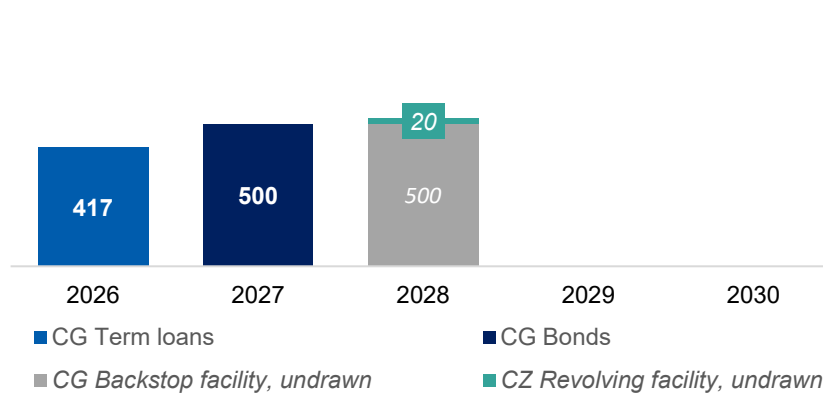
Key credit metrics as at 30 June 2025

Lower leverage and strengthened liquidity position

Current debt maturity profile¹

EURm

Total nominal debt 917m

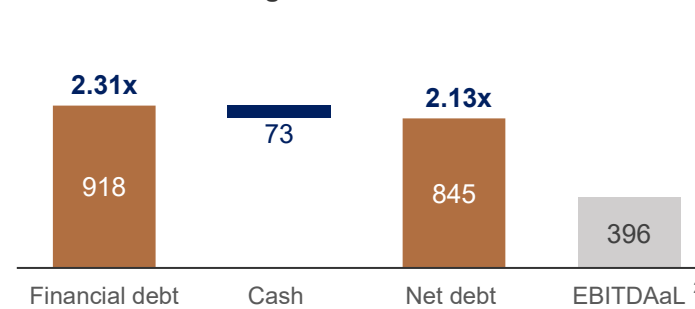


Consolidated net leverage

2.13x

EURm

Leverage maximum 3.25x



Outstanding and available facilities

- **EUR 417m term loan**, due Nov 2026; refinancing planned
- **EUR 500m Eurobond**, 5 years, due Apr 2027, 3.125%
- **EUR 500m Backstop facility**, 3 years, due May 2028, undrawn
- **CZK 500m (EUR 20m eq) Revolving facility** at CETIN a.s. level, 1 year, due Jan 2026, undrawn; extension option embedded

Prudent financial policy

Net Leverage target below **3.25x^{2,3}**

Free funds will be used, in order of priority, for:

- CAPEX financing
- Maintaining leverage
- Distribution

Profit distribution policy

- Up to 100% of levered free cash flow, subject to compliance with the net leverage target

Liquidity risk is mitigated at both Group and operating company levels

¹ Outstanding principal amounts, excluding overdraft facilities

² Continuing underlying EBITDAaL, excluding IFRS 16 impacts; an increase related to IFRS 16 adjustment is approx. +0.22x

³ Consolidated net leverage ratio = consolidated Gross debt less Cash and cash equivalents / Continuing underlying EBITDAaL for the last twelve months, excluding IFRS 16 impact, including transit

Sustainability achievements in 2025

1

Million

Homes connected
to FTTH/B

Zero

Fatalities in our
workplace

8

GWh

Electricity
savings

100%

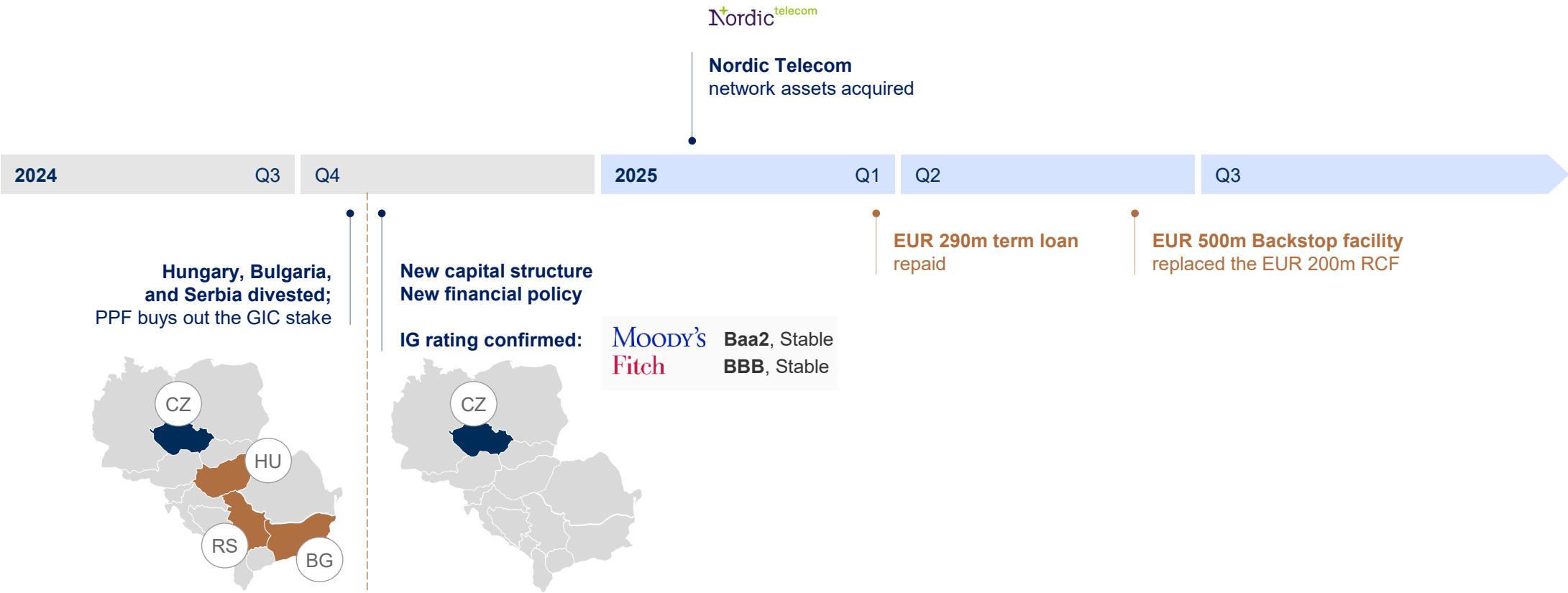
Employees

Sustainability
training

Our priorities:
high-quality
connectivity,
employee safety,
and sustainable
energy use.

Appendices

2025 corporate finance highlights

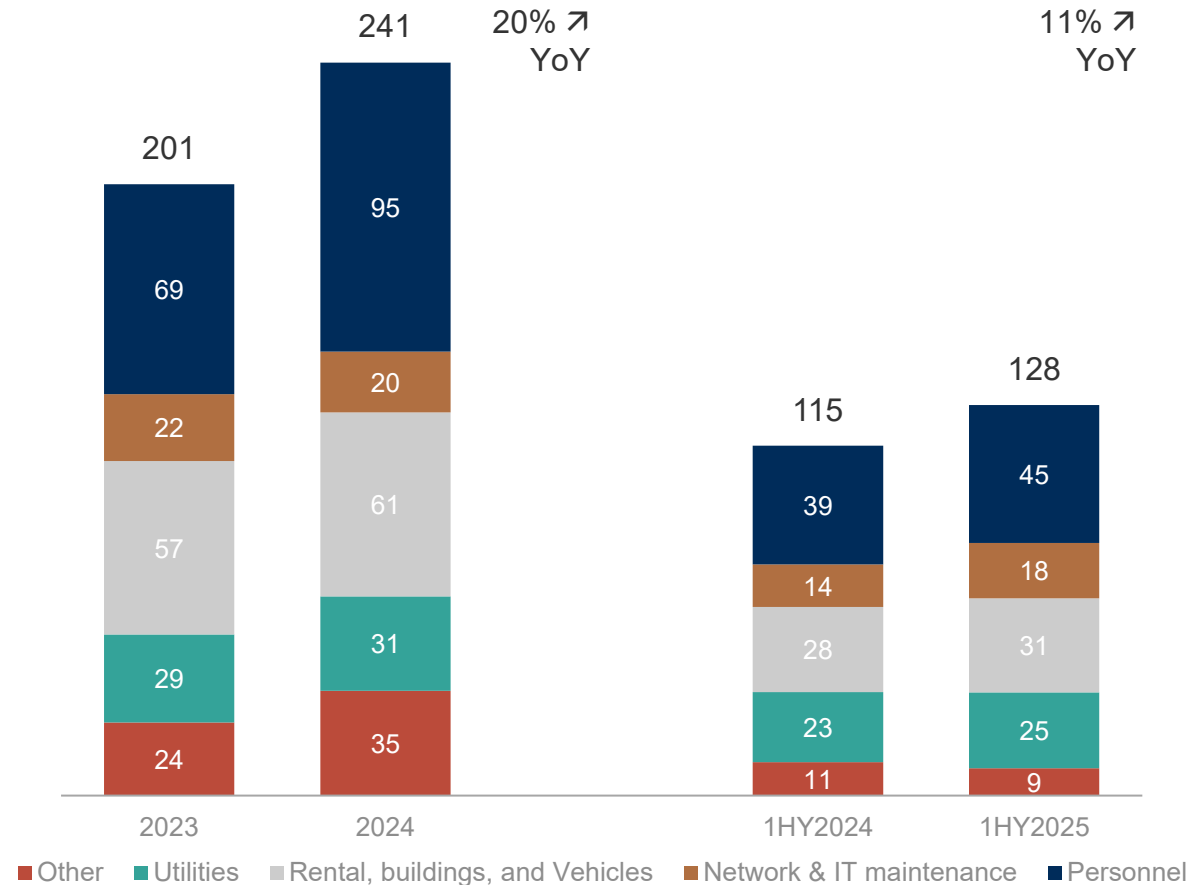


Operating expenses 1H2025

OPEX under control, energy prices stabilised, newly acquired company in 1H2025

Operating expense breakdown

EURm



Personnel

- New FTEs coming from Nordic (new acquisition in 1H2025), building of internal construction capacity and insourcing of some IT position mainly
- Efficiency program running to increase automation of administration process and implement synergies from integration of newly acquired companies

Network & IT maintenance

- High future visibility due to significant expertise in dealing with equipment vendors
- Majority of supply and maintenance contracts being long term capped, providing future cost visibility
- New contracts coming from acquisitions and new businesses

Rentals, buildings, and vehicles

- Diversified supplier base ensures high future visibility
- Newly acquired rental contracts and partially increase due to inflation clauses
- Increase number of rent contracts coming from new acquisition

Utilities

- Energy costs increase due to mobile densification, offset lower unit prices and energy saving program
- Energy price increase protection irrespective of inflation levels is built in anchor customer contracts (MSA)
- The prices fixed for the rest of 2025

Key financial results 1H2025

| EURm | 2023 | 2024 | 2024 yoy | 1H 2024 | 1H 2025 | 1H2025 yoy |
|--|------------|------------|-------------|------------|------------|---------------|
| Total revenue | 810 | 848 | 4.7% | 416 | 431 | 3.6% |
| Revenue excl. transit | 600 | 655 | 9.2% | 322 | 341 | 5.9% |
| Underlying EBITDAaL¹ excl. transit | 363 | 372 | 1.8% | 184 | 200 | 8.4% |
| % margin (excl. transit) ² | 61% | 57% | 4 p.p. | 57% | 59% | 2 p.p. |
| Underlying EBITDAaL¹ | 373 | 381 | 1.5% | 189 | 204 | 7.9% |
| Capital expenditure | 221 | 279 | 26% | 121 | 135 | 12% |
| Operating cash flow ³ | 152 | 102 | -33% | 68 | 69 | 1.5% |
| % Cash conversion ⁴ | 41% | 27% | -14 p.p. | 36% | 34% | -2 p.p. |

Previous years' figures have been restated to reflect the group's restructuring in 2024

1 Underlying EBITDA after leases ("Underlying EBITDA aL") defined as Underlying EBITDA – Depreciation on lease-related right of use assets – Interest on lease liabilities

2 Defined as Underlying EBITDA aL excl. transit / Revenue excl. transit

3 Defined as Continuing underlying EBITDAaL less Capital expenditure

4 Cash conversion defined as Operating cash flow / Underlying EBITDA aL