



Interim Report Q1 2024

19 April 2024

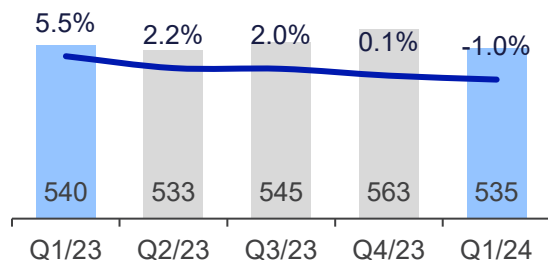
Q1 2024 highlights

- Revenue decreased by 1% or €5m million due to business disposals, decrease in equipment sales and interconnection revenue
- Comparable EBITDA up by 4%
- Mobile service revenue increased by 6%
- International digital services revenue increased by 2%, still some customer delays in projects due to the current economic environment
- In Finland, post-paid churn decreased slightly to 15.0% (15.4% in Q4 2023)
- Post-paid subscriptions grew by 18,200. M2M and IoT subscriptions rose by 36,100.
- Fixed broadband subscription base increased by 3,300
- Good 5G momentum continuing: network covers more than 93% of Finnish population, geographical coverage build-out progressing according to plan
- The Annual General Meeting decided on a dividend of €2.25 per share

Good EBITDA growth driven by MSR and efficiency

Revenue

● Revenue, €m — YoY change, %



Decrease

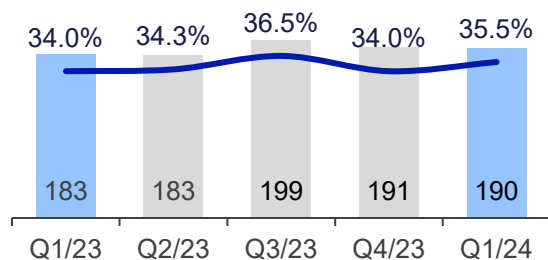
- Business disposals
- Service number regulation change
- Equipment sales
- Interconnection

Increase

- Mobile and fixed services
- IDS

EBITDA¹⁾

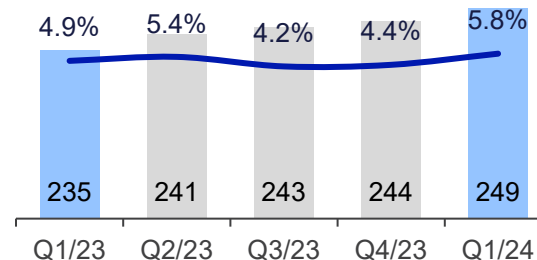
● EBITDA, €m — EBITDA-%



- Mobile services
- Business disposals
- Efficiency improvements

Mobile service revenue

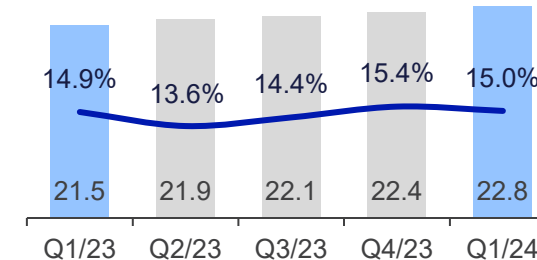
● MSR, €m — YoY change, %



- 5G upselling continuing
- Product changes

ARPU and churn²⁾

● Post-paid ARPU, € — Post-paid churn, %



- YoY ARPU growth 6.0%
- 5G upselling
- Campaigning in 4G continuing
- Competition remains keen

Growth in consumer segment, headwinds in corporate

Consumer Customers

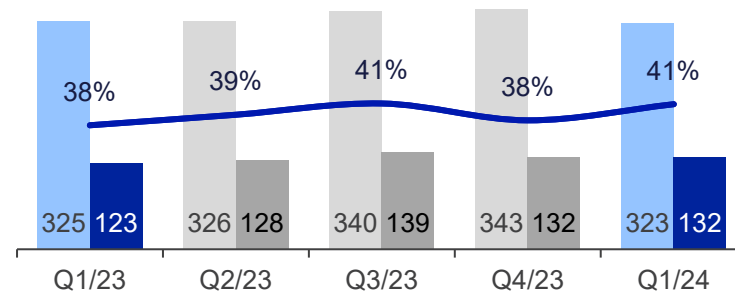
Revenue -1%

- End of video streaming cooperation (Viaplay)
- Equipment sales
- Interconnection and traditional fixed-line services
- + Mobile services

EBITDA +7%

Revenue and EBITDA¹⁾

● Revenue, €m ● EBITDA, €m — EBITDA-%



Corporate Customers

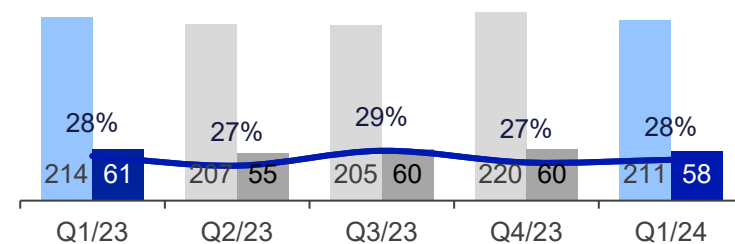
Revenue -1%

- Divestment of videoconferencing service Videra
- Corporate number regulation change
- Equipment sales
- Interconnection and traditional fixed-line services
- + Mobile and fixed services

EBITDA -4%

Revenue and EBITDA¹⁾

● Revenue, €m ● EBITDA, €m — EBITDA-%



Strategy execution

Mission

A sustainable
future through
digitalisation

Strategic focus areas

Increase mobile and fixed service revenues

Grow digital service businesses

Improve efficiency and quality

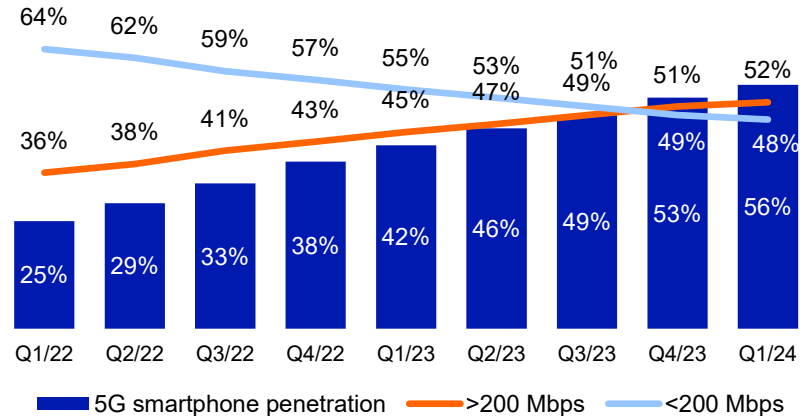


Migration to higher speeds continuing

- 52% (45%) of voice subscriptions at >200 Mbps speeds¹⁾
 - Speed matters. Upselling to higher speeds continuing.
 - 5G base is growing, 4G decreasing

- 56% (42%) of smartphones are 5G devices¹⁾

5G smartphone and speed penetration¹⁾





Elisa leading in 5G, increasing demand met in fibre network

- 5G population coverage reached over 93% in Finland and over 76% in Estonia
- Average billing increase of over €3 in 5G upgrades intact
- First in Finland to launch standalone 5G subscriptions, including standalone 5G fixed wireless access (FWA) connection for consumers
- Finland's first congestion-free 5G Omakaista (“own broadband”) home connection using standalone 5G network slicing is now available to consumers
- Expansion of fibre network continued
- G.fast technology available for residential properties, allowing the speed of a building's copper indoor network to be accelerated to the speed of fibre



General economic situation impacting IDS revenue growth

- YoY revenue increased slightly
 - customers still delaying some projects
- Strong order backlog
- Double-digit organic growth target remains
 - Strong competitiveness and sales funnel



- Strong Q1 order intake, analytics and automation portfolio attracting operators globally
- Collaboration with Zain KSA to redefine 5G monetisation with GenAI
- 4iG Group deploying network automation suite



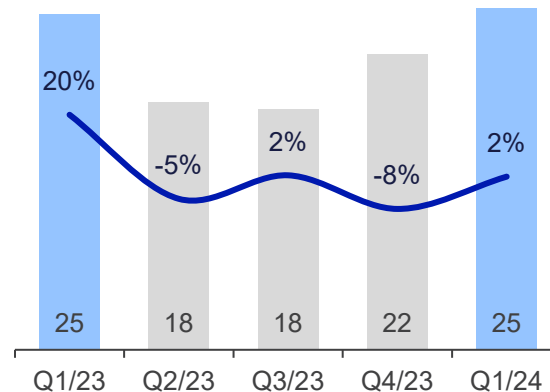
- Two acquisitions
 - Leanware Oy accelerates growth and strengthens foothold in the Finnish manufacturing customer base
 - Romaric strengthens software portfolio and foothold in the US market



- DNA Tower Finland, part of Telenor Group, announced roll-out of DES solution in its equipment spaces, supporting the energy transition

Revenue and YoY growth

● Revenue, €m — YoY change, %





Solid performance in domestic digital services

Entertaining video services

- New Elisa Viihde original series *The Icebreaker*, *Valhalla Project* and *Moneyshot* selected among the most interesting international series for CANNESERIES and MIPDrama



IT services and solutions

- Strong demand continuing for Elisa's generative AI consulting & implementation: 30+ new customers in Q1
- Concrete generative AI demos and implementations attract business leaders / business management customers

A sustainable future through digitalisation

Key ESG indicators		1Q24	1Q23
Mobile network's energy efficiency in Finland			
Change in energy consumption per GB from Q4 2021 level		-30.6 %	-9.0 %
Population coverage of >100 Mbps connections		93.8 %	87.8 %
Proportion of female supervisors		29.1 %	29.5 %
Patent portfolio development in Elisa			
Number of active patents in portfolio ¹⁾		435	300
Number of new first applications		10	8



- CDP, a global environmental disclosure system, recognised Elisa for leadership in corporate transparency and performance on climate change on the highest 'A List'
- In April, Elisa received a EUR 100 million, sustainability-linked loan from the Nordic Investment Bank
 - Accelerates ambitious climate targets and access to high-speed internet connections
- Collaboration with the Mannerheim League for Child Welfare to promote digital welfare among children and young people

Outlook and guidance for 2024

The development of the general economy includes many uncertainties. Growth in the Finnish economy is expected to stall. In particular, there is continuing uncertainty in e.g. inflation, energy prices and global supply chains relating to Russia's war in Ukraine and other conflicts. Competition remains keen.

- Revenue at the same level or slightly higher than in 2023
- Comparable EBITDA at the same level as or slightly higher than in 2023
- CAPEX* 12–13% of revenue

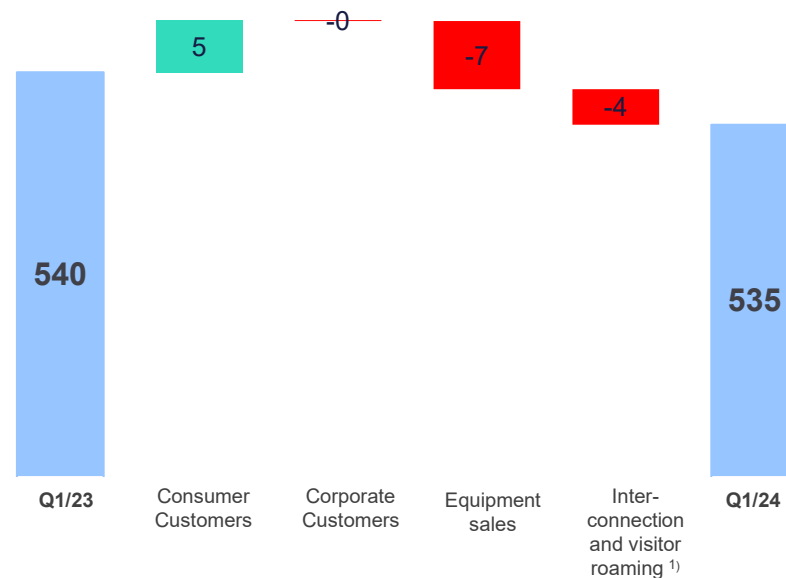


Financial review Q1 2024

Good EBITDA growth continuing

EUR million ¹⁾	Q1/24	Q1/23	Change	%	2023
Revenue	534.5	539.7	-5.1	-1.0%	2,180
Other operating income	0.7	4.5	-3.8	-84.4%	10
Materials and services	-185.2	-205.0	19.8	-9.7%	-818
Employee expenses	-109.7	-108.2	-1.5	1.4%	-417
Other operating expenses	-50.3	-47.6	-2.8	5.9%	-199
EBITDA	190.0	183.4	6.6	3.6%	756
<i>EBITDA %</i>	<i>35.5%</i>	<i>34.0%</i>			<i>34.7%</i>
Depreciation	-68.1	-66,5	-1.5	2.3%	-268
EBIT	121.9	116,9	5.1	4.3%	487
<i>EBIT %</i>	<i>22.8%</i>	<i>21,7%</i>			<i>22.4%</i>
Financial expenses net	-7.7	-4.5	-3.2	72.1%	-24
Profit before tax	114.3	112.4	1.9	1.6%	464
Net profit	90.8	91.5	-0.7	-0.8%	379
EPS, €	0.57	0.57	0.00	-0.5%	2.37

Q1 2024 YoY revenue change: -€5m



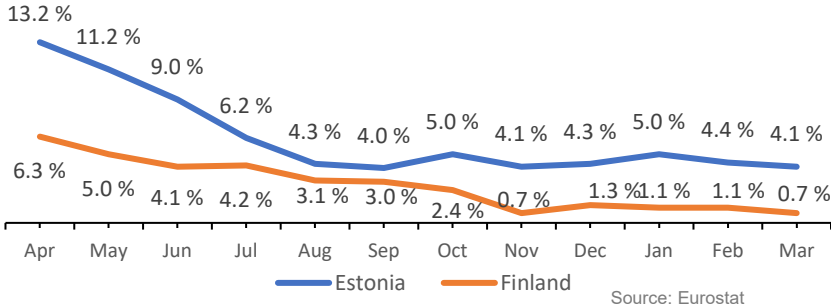
¹⁾ Comparable figures. Q1 includes EUR 10m restructuring one-off cost. Growth is calculated using exact figures prior to rounding.

¹⁾ Mobile and fixed interconnection

Equipment sales cut revenue in Estonia

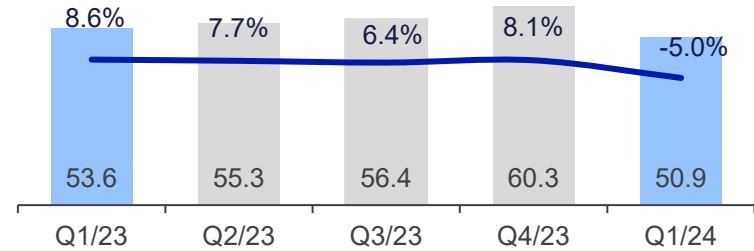
- Revenue decreased by EUR 2.7m, -5.0%
 - Decrease wholly impacted by equipment sales and interconnection
- EBITDA increased 1.2%
 - Despite inflation pressures
- Mobile post-paid base +2,400, pre-paid -3,900
- Churn 9.5% (10.1 in Q4)

Inflation in Estonia and Finland



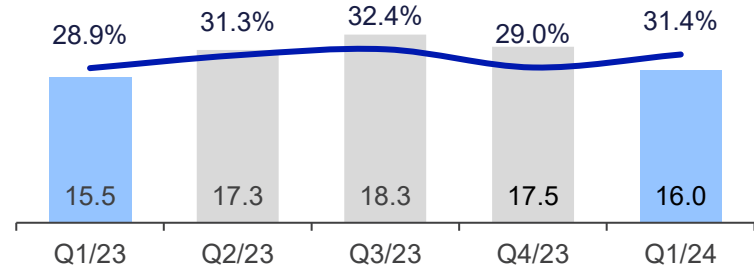
Revenue

● Revenue, €m — YoY change, %



EBITDA

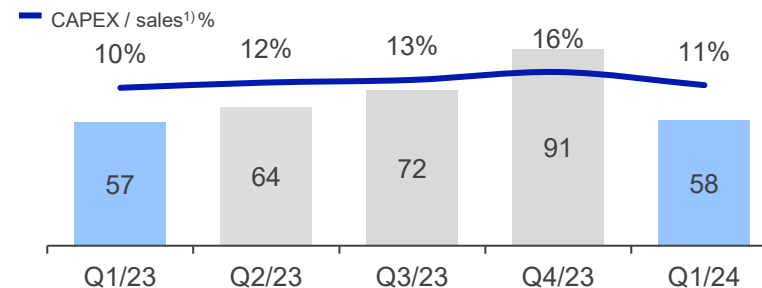
● EBITDA, €m — EBITDA-%



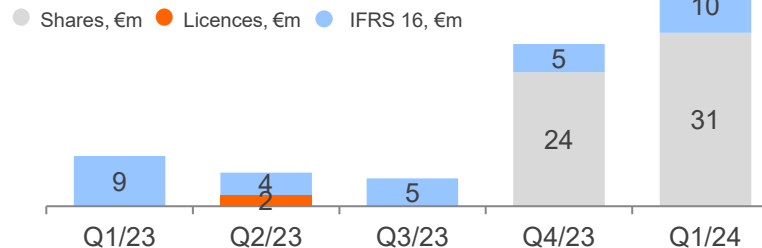
CAPEX according to guidance

- CAPEX €68m (66), excl. licences, lease agreements and acquisitions €58m (57)
 - Consumer €43m (44)
 - Corporate €25m (22)
- Main CAPEX areas
 - 5G coverage increase
 - Fibre and other networks
 - IT investments

CAPEX¹⁾



Shares, business acquisitions, licences and rental agreements (IFRS 16)

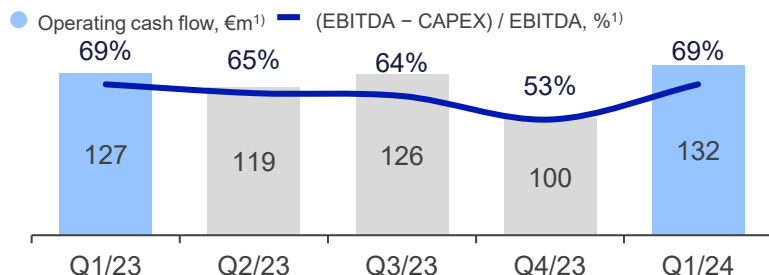


¹⁾ Investments excluding shares, business acquisitions, licences and rental agreements (IFRS 16)

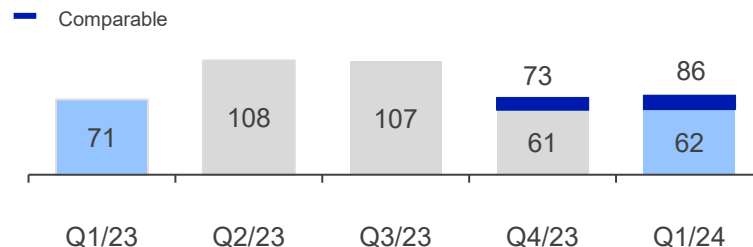
Cash flow growth continuing

- Comparable cash flow €86m (71), increase 21%
 - + NWC change, lower licence payments
 - Higher taxes and interest, lower reported EBITDA

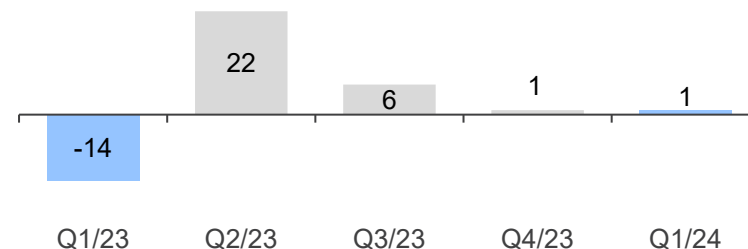
Cash conversion



Cash flow and comparable cash flow, €m



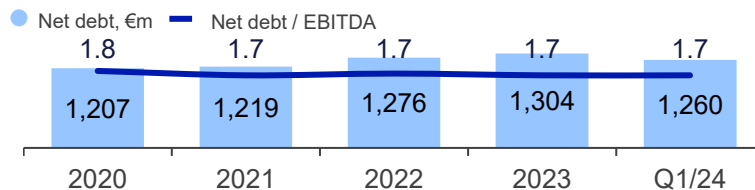
Change in net working capital, €m



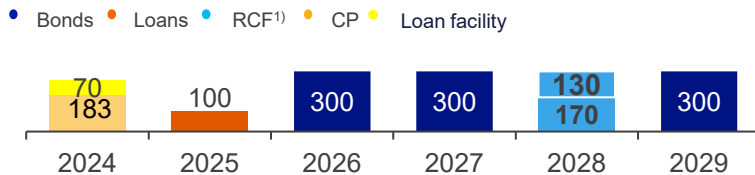
Efficient capital structure and good returns

- Capital structure according to target
 - Net debt / EBITDA 1.7x (target 1.5–2x)
 - Equity ratio 43.8% (target >35%)
- Return ratios at good level
 - Efficient capital structure
- In March €248m bond repayment
- In April new €100m 7y sustainability linked loan
- Average interest expense ~2.8%

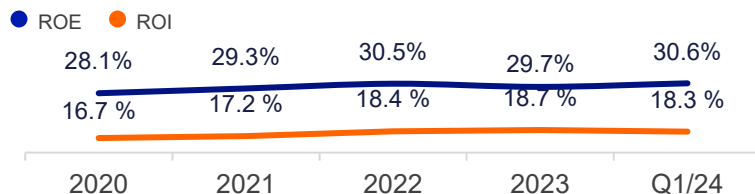
Net debt



Maturities as of 31 Mar 2024, €m



Return ratios²⁾



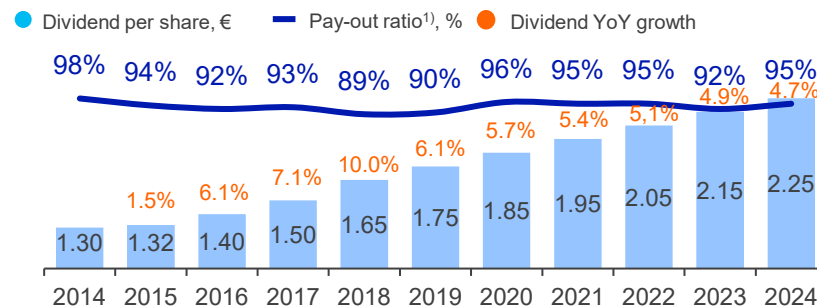
¹⁾ RCFs were undrawn as of 31 Mar 2024

²⁾ Comparable

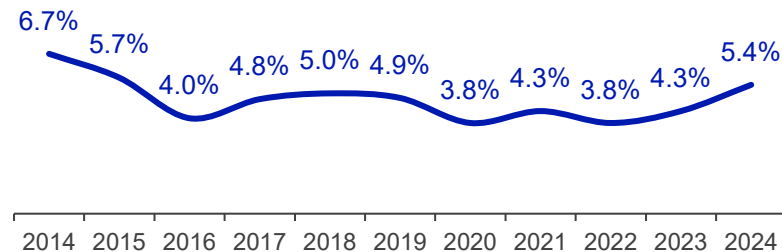
Growing dividend for 10 consecutive years

- Dividend of €2.25 per share
 - Two instalments: €1.13 and €1.12
 - Dividend growth: +4.7%
 - Total amount: €361m
 - Payment dates: 23 April 2024 and 30 October 2024
- Pay-out ratio: 95%
 - Dividend yield: 5.4%²⁾
- 5m share buyback authorisation
- Strong commitment to competitive shareholder remuneration
 - Distribution policy: 80–100% of net profit

Dividend



Dividend yield²⁾



¹⁾ Calculated from comparable EPS

²⁾ Based on share price on last trading day of year (€41.87 in 2023)

elisa

Q&A

P&L by quarter

EUR million	Q1/24	Q4/23	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21
Revenue	534.5	563.3	544.7	532.7	539.7	562.6	534.0	521.5	511.4	535.5
<i>YoY growth</i>	-1.0%	0.1%	2.0%	2.2%	5.5%	5.1%	7.6%	7.7%	6.2%	7.5%
Other operating income	0.7	2.4	1.7	1.3	4.5	3.5	1.3	1.1	0.9	1.8
Materials and services	-185.2	-213.7	-205.0	-193.5	-205.0	-223.9	-208.4	-199.0	-189.5	-212.2
Employee expenses	-120.0	-105.0	-97.1	-106.8	-108.2	-108.0	-89.1	-97.6	-100.1	-100.4
Other operating expenses	-50.3	-55.7	-45.0	-51.0	-47.6	-49.3	-44.1	-48.6	-45.6	-49.2
EBITDA	179.7	191.3	198.6	182.7	183.4	184.9	193.9	177.4	177.1	175.5
<i>EBITDA %</i>	33.6%	34.0%	36.5%	34.3%	34.0%	32.9%	36.3%	34.0%	34.6%	32.8%
<i>YoY Growth</i>	-2.0%	3.4%	2.4%	3.0%	3.5%	5.4%	4.2%	6.7%	4.4%	2.5%
Comparable EBITDA	190.0	191.3	198.6	182.7	183.4	184.9	193.9	179.4	177.1	178.1
<i>YoY Growth</i>	3.6%	3.4%	2.4%	1.8%	3.5%	3.9%	4.2%	4.3%	4.4%	4.0%
<i>Comparable EBITDA %</i>	35.5%	34.0%	36.5%	34.3%	34.0%	32.9%	36.3%	34.4%	34.6%	33.3%
Depreciation, amortisation and impairment	-68.1	-73.4	-67.2	-66.9	-66.5	-65.8	-65.9	-65.9	-65.8	-66.8
EBIT	111.7	117.9	131.3	115.7	116.9	119.1	127.9	111.5	111.4	108.7
Comparable EBIT	121.9	123.5	131.3	115.7	116.9	119.1	127.9	113.5	111.4	111.2
Financial income	2.4	2.3	2.6	2.4	1.5	0.6	1.6	1.9	1.5	0.9
Financial expense	-8.8	-10.0	-8.2	-8.0	-5.9	-4.5	-5.4	-4.7	-4.2	-4.4
Share of associated companies' profit	-1.2	0.5	-0.7	-0.1	-0.1	0.1	-0.1	-0.3	-0.3	-0.2
Profit before tax	-104.0	110.6	125.0	110.0	112.4	115.3	124.0	108.4	108.4	105.0
Comparable profit before tax	114.3	116.2	125.0	110.0	112.4	115.3	124.0	110.4	108.4	107.6
Income taxes	-21.4	-17.7	-24.9	-20.6	-20.9	-19.7	-23.2	-20.0	-20.4	-19.0
Profit for the period	82.6	92.9	100.2	89.4	91.5	95.6	100.8	88.4	88.0	86.0
Comparable Profit	90.8	97.4	100.2	89.4	91.5	95.6	100.8	90.0	88.0	88.1
Earnings per share (EUR)	0.52	0.58	0.63	0.56	0.57	0.60	0.63	0.55	0.55	0.54
Comparable EPS	0.57	0.61	0.63	0.56	0.57	0.60	0.63	0.56	0.55	0.55
<i>YoY Growth</i>	-0.5%	2.0%	-0.7%	-0.9%	3.8%	8.9%	4.4%	7.7%	8.0%	7.8%

Cash flow YoY comparison

EUR million	Q1/23	Q1/23	Change ¹⁾	%	2023
EBITDA	180	183	-4	-2 %	756
Change in receivables	48	44	5	10 %	-2
Change in inventories	1	0	1	171 %	15
Change in payables	-49	-59	10	-17 %	2
Change in NWC	1	-14	15		15
Financials (net)	-12	-8	-4	47 %	-18
Taxes for the year	-21	-19	-2	11 %	-81
Taxes for the previous year	-2	0	-2		0
Taxes	-24	-19	-4	23 %	-82
CAPEX	-58	-57	-1	2 %	-296
Licence fees ²⁾		-5	5		-8
Investments in shares ³⁾	-24	0	-24		-5
Sale of shares		0	0		4
Sale of assets and adjustments	-1	-8	7	-84 %	-18
Cash flow after investments	62	71	-10	-14 %	347
Cash flow after investments excl. acquisitions ⁴⁾	86	71	15	21 %	361

¹⁾ Difference is calculated using exact figures prior to rounding

²⁾ Finland last payment of 3.5 GHz in Q1/23 EUR 5.3m. Finland 26 GHz payment EUR 1.4m in Q3/23 and Estonia EUR 1.6m in Q2/23.

³⁾ Romaric Corporation and Moontalk in 2024

⁴⁾ Excluding share and business acquisitions and sales.

Cash flow by quarter

EUR million	Q1/24	Q4/23	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22
EBITDA	180	191	199	183	183	185	194	177	177
Change in receivables	48	-53	0	7	44	-42	0	-17	43
Change in inventories	1	8	0	7	0	5	-9	-3	-6
Change in payables	-49	46	7	8	-59	63	-9	6	-58
Change in NWC	1	1	6	22	-14	27	-19	-14	-21
Financials (net)	-12	-3	-4	-4	-8	-2	-1	0	-7
Taxes for the year	-21	-20	-21	-21	-19	-24	-23	-19	-18
Taxes for the previous year	-2	0							-2
Taxes	-24	-20	-21	-21	-19	-24	-23	-19	-20
CAPEX	-58	-104	-72	-64	-57	-90	-62	-53	-50
Licence fees		0	-1	-2	-5	-2	-1	-7	-5
Investments in shares	-24	-2	0	-1	0	0	-8	0	-13
Sale of shares		4		0		0			0
Sale of assets and adjustments	-1	-5	1	-6	-8	-9	-1	-3	-7
Cash flow after investments	62	61	107	108	71	86	79	82	53
Cash flow after investments excl. acquisitions	86	73	107	108	71	86	87	81	66

Debt structure

EUR million at the end of the quarter	Q1/24	Q4/23	Q3/23	Q2/23	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22
Bonds and notes	894	1,141	1,140	894	893	892	891	890	889
Commercial papers	183	35	152	241	159	125	169	180	140
Credit facility	70	0	70	100	0	0	0	0	100
Loans from financial institutions	103	103	103	253	253	253	283	353	253
Lease liabilities ¹⁾	93	89	90	91	94	91	93	95	94
Committed credit lines ²⁾			120						
Interest-bearing debt, total	1,344	1,367	1,675	1,578	1,398	1,361	1,436	1,518	1,477
Cash and cash equivalents	84	63	318	120	182	85	78	87	301
Net debt ³⁾	1,260	1,304	1,356	1,459	1,217	1,276	1,358	1,431	1,176

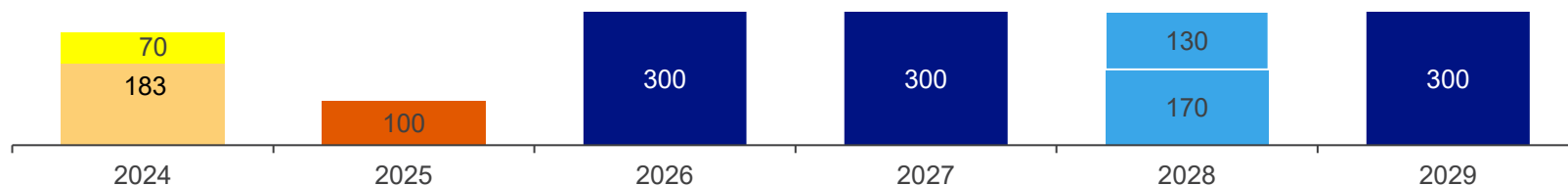
¹⁾ Lease liabilities are classified as interest-bearing debt in accordance with IFRS 16 from Q1/2019 onwards

²⁾ The committed credit lines are €130m and €170m facilities that Elisa may use flexibly at agreed-upon pricing

³⁾ Net debt is interest-bearing debt less cash and interest-bearing receivables

Nominal values of bond, bank loan and CP maturities, 31 March 2024

● Bonds ● Loans ● RCF¹⁾ ● CP ● Loan facility





A SUSTAINABLE FUTURE THROUGH DIGITALISATION

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