

Presentation of the Telekom Slovenije Group

February 2022

Telekom Slovenije Group

- Telekom Slovenije connects users and simplifies their lives through a range of the most advanced ICT services and solutions. As the **leading Slovenian provider** of the most advanced communication solutions, it continuously strives for the development and introduction of **new innovative technologies** with the aim of providing users a **superior network**, the **most advanced services** and an **excellent user experience**.
- It is recognised for connecting **new generations of mobile and fixed communications, system integration, cloud services, multimedia content and advanced ICT services**.
- Telekom Slovenije has the largest and, according to users, also the best network in Slovenia*

BUSINESS ACTIVITIES OF THE TELEKOM SLOVENIJE GROUP COMPANIES



Fixed and mobile
communications



Digital contents and services,
multimedia services and
digital advertising



System integration
and cloud services



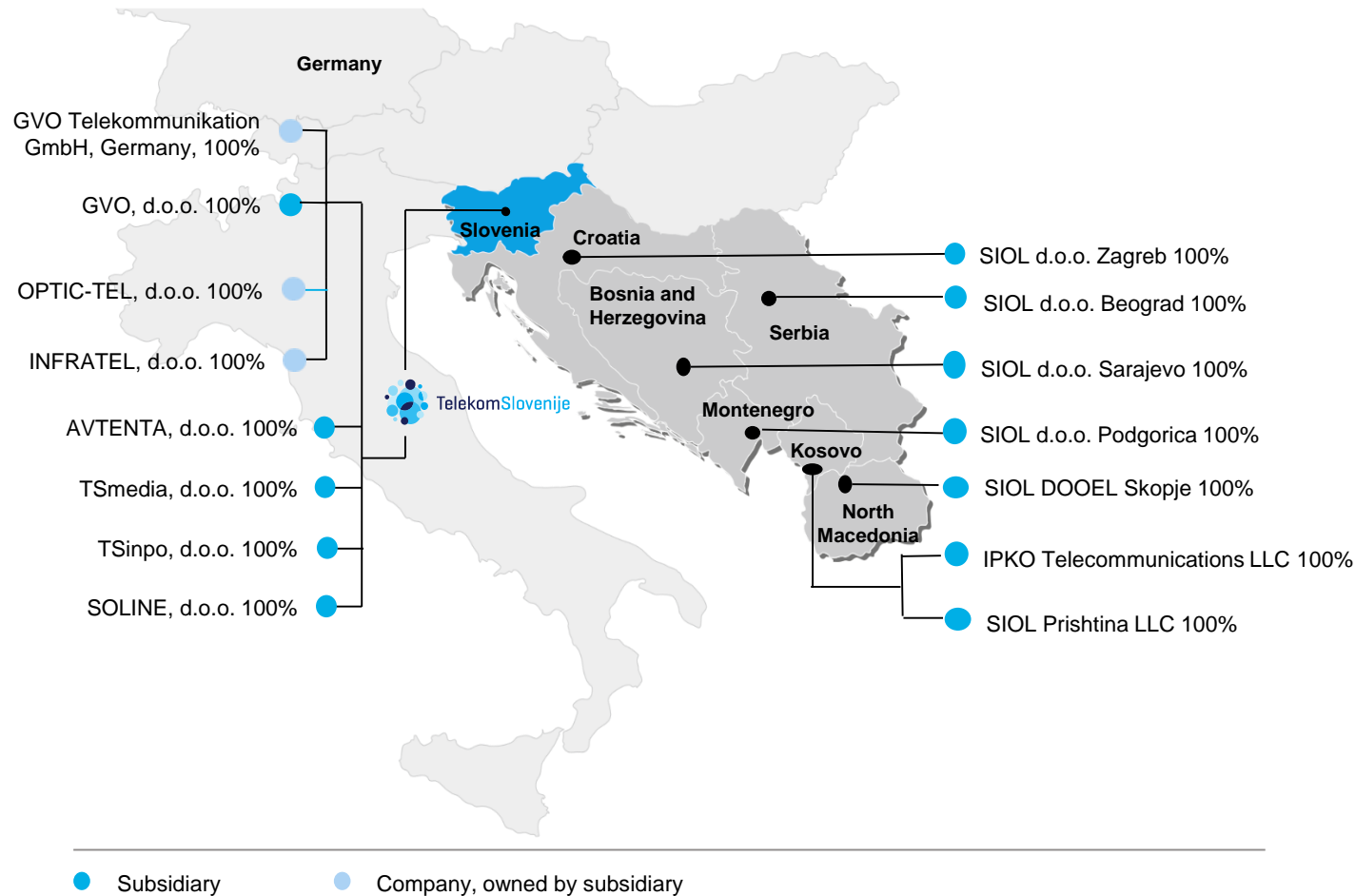
Construction and
maintenance of
telecommunications
networks



Preservation of natural and
cultural heritage at the area
of Sečovelje Salina Nature Park.

*Continuous research study on Brand perception and Customer satisfaction of TC users, 2016-2020 (Valicon)

Presence in the Region



- Telekom Slovenije is a leading provider of the most advanced and comprehensive telecommunications services in Slovenia.
- Through its subsidiaries, the Telekom Slovenije Group is also present in Kosovo, Croatia, Bosnia and Herzegovina, Serbia, Montenegro and North Macedonia.
- Telekom Slovenije Group has the largest, highest-quality and most reliable telecommunications network in Slovenia, and manages one of the most complex backbone networks in South-Eastern Europe.

Other organizations: Telekom Slovenije is the sole founder of the Heart Foundation (*Ustanova Srčni sklad*), a non-profit institution (charity) dedicated to helping children of employees of the Slovenian Telekom Slovenije Group companies who have lost their parent or are seriously ill. Funds for the Heart Foundation are primarily contributed by employees of the Slovenian Telekom Slovenije Group companies. The Heart Foundation was entered in the register of institutions on 25 April 2019.

User is at the Core of Our Services

Mission, vision and values of the Telekom Slovenije Group

Vision

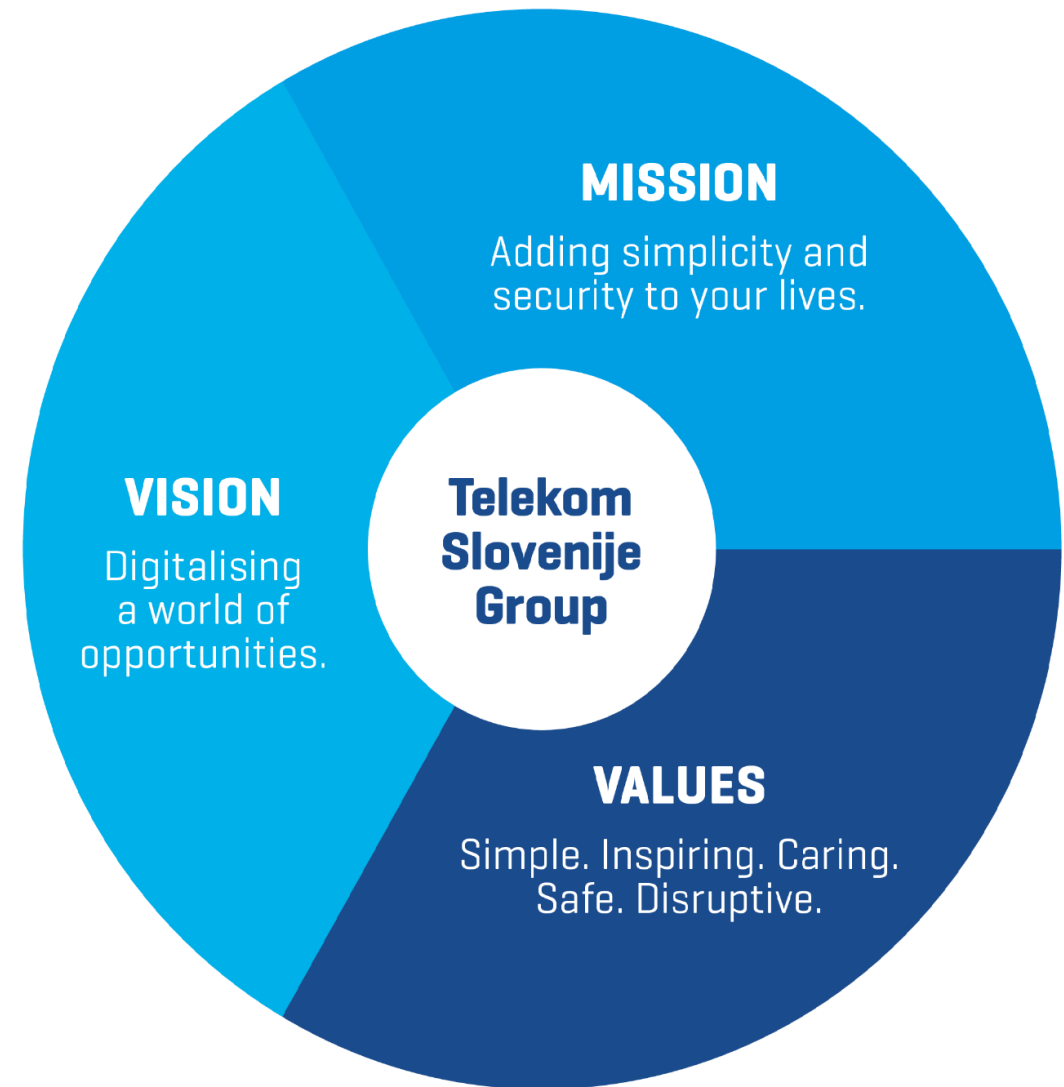
Digitalising a world of opportunities.

Mission

Adding simplicity and security to your lives.

Values

Simple. Inspiring. Caring. Secure. Disruptive.



Internet, Television & Entertainment, Telephony

DEVICES ↔ CONNECTIVITY ↔ SERVICES ↔ CONTENT

FIXED SERVICES

Internet
Television and entertainment
Telephony

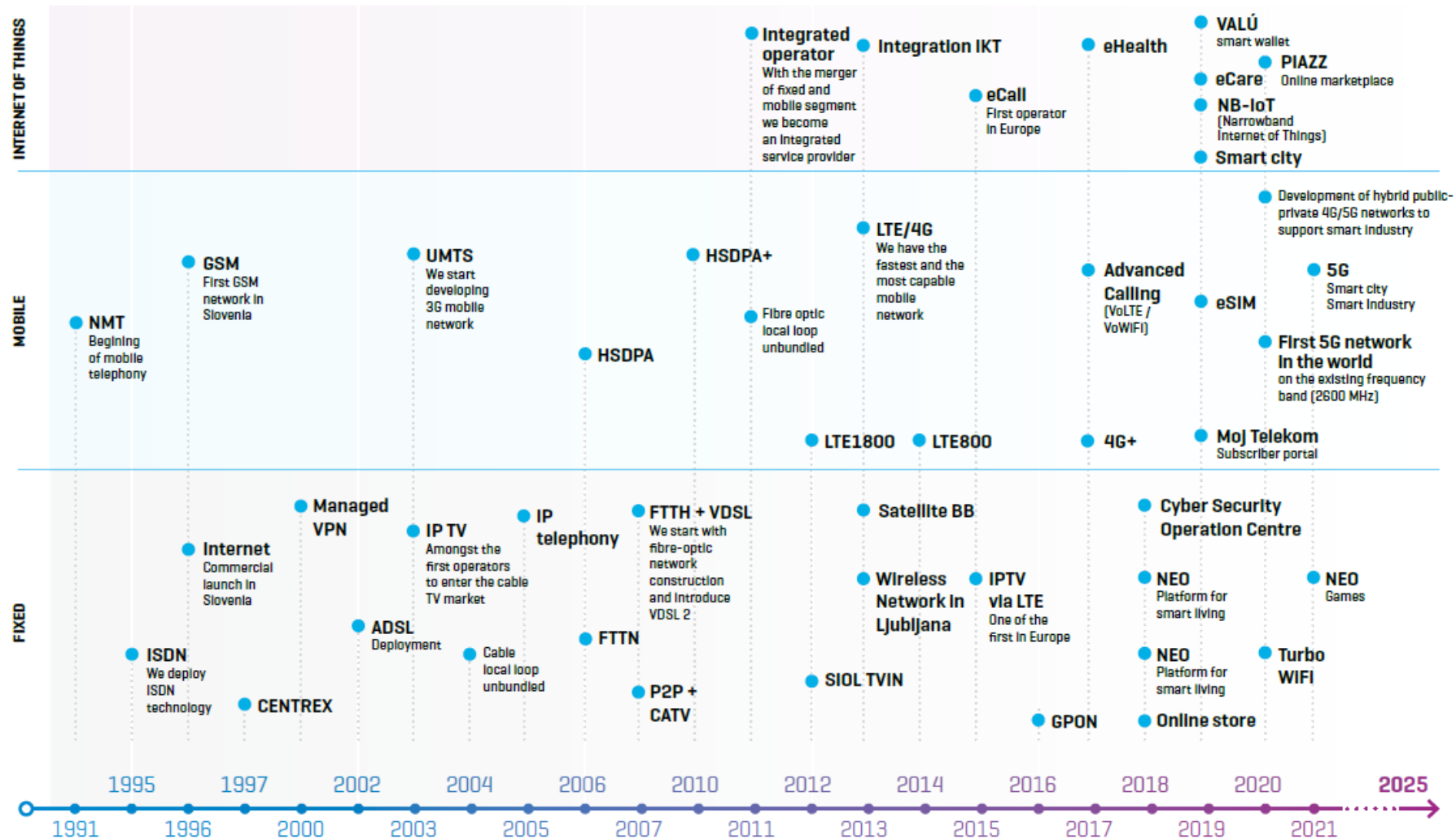


MOBILE SERVICES

Mobile telephony
Mobile internet
Mobile phones and devices



Deployment of Telekom Slovenije Network & Services

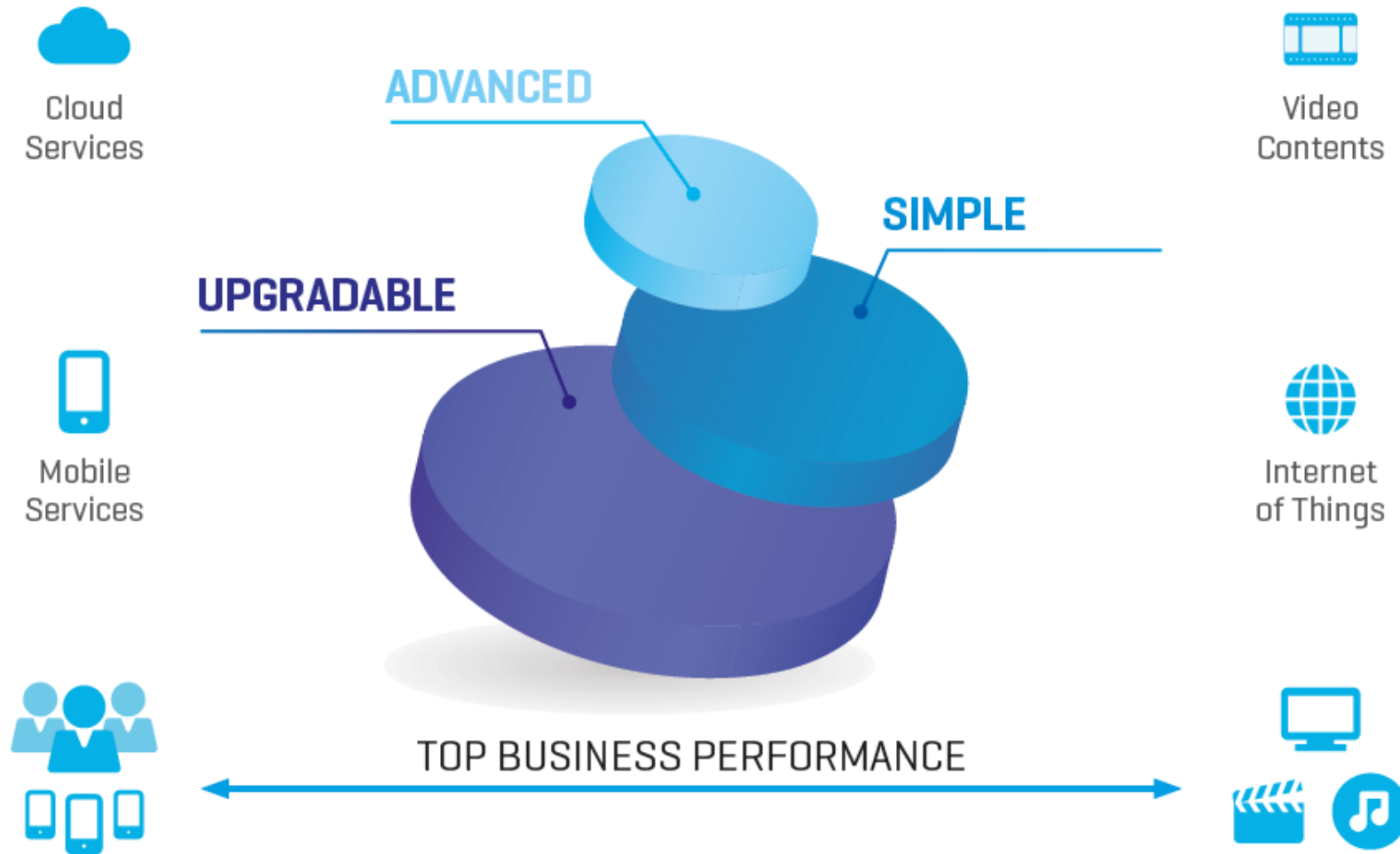


Slovenia's first 5G Network

- **We set up first 5G network in 2020** by upgrading the LTE/4G network; maximum utilisation of existing frequency spectrum (2600 MHz) in equipment and sites – providing optimal gradual capability growth based on 4G+ underlay.
- Coverage is available across most big towns and cities since day one. Population coverage is close to **half a million**.
- In the long term, part of the network will also use **higher frequencies**. This will bring network capabilities even higher.



New Generation IP-networks



Telekom Slovenije Collaborates with the Most Distinguished Brands





Development Strategy

Key strategic objectives 2022-2026



Leader in user experience

The leading user experience is based on the best, most reliable and largest network, while we create that user experience in accordance with the latest trends and changing user habits. Through a superior user experience, we achieve short-term business objectives and strengthen our long-term strategic position to remain the first choice of users. Crucial in that regard are digital excellence, ensuring security, contactless operations and the dynamic adaptation to the needs and habits of the users of communication services.



Digitalisation of operations

We will improve the efficiency of operations through accelerated digitalisation. In the digital transformation process, we will digitalise key business processes involving users. This, in turn, will significantly improve the speed and efficiency of the Telekom Slovenije Group's operations, and also facilitate the improved competitiveness of the Group in the future.



Growth of ICT services

Growth in ICT services and solutions will be based on the existing superior LTE/4G network, and the opportunities offered by fifth generation (5G) mobile networks. 5G technology will facilitate the development of smart industry and smart cities, as well as the introduction of virtual campus networks, which in turn will enable the continued digitalisation of various verticals, such as energy, transportation, logistics, industry, smart cities, healthcare, and protection and rescue (public safety). The Telekom Slovenije Group will ensure the digitalisation of society as a whole on that basis. We will achieve overall growth through organic growth and the consolidation of the Slovenian ICT market.



Stabilisation of the level of revenues from the core activity in Slovenia

The core telecommunications activities market is stagnating in Slovenia, and Telekom Slovenije is under additional pressure from regulatory bodies. We plan to retain our revenue through accelerated digitalisation and the development of digital services, continued network development and the development of services based on 5G technologies, successful cooperation with regulators, and especially by providing the best user experience.



Consolidation on individual markets

The European telecommunications market is experiencing the consolidation of the sector and the merging of operators. The portfolio of services is changing, while new competitors are entering the ICT market, which will further impact the operations of operators. The Telekom Slovenije Group is actively involved in consolidation processes on the markets where it operates.



Optimum employee structure

The Telekom Slovenije Group will continue to ensure the optimal employee structure, taking into account the needs of work processes at individual companies. We are optimising the employee structure through the strategic planning of needs for staff, and the appropriate organisational structure and job classification. We are building the employer brand through an effective remuneration system, and the development of knowledge and competences.



Financial stability and the optimisation of all types of costs

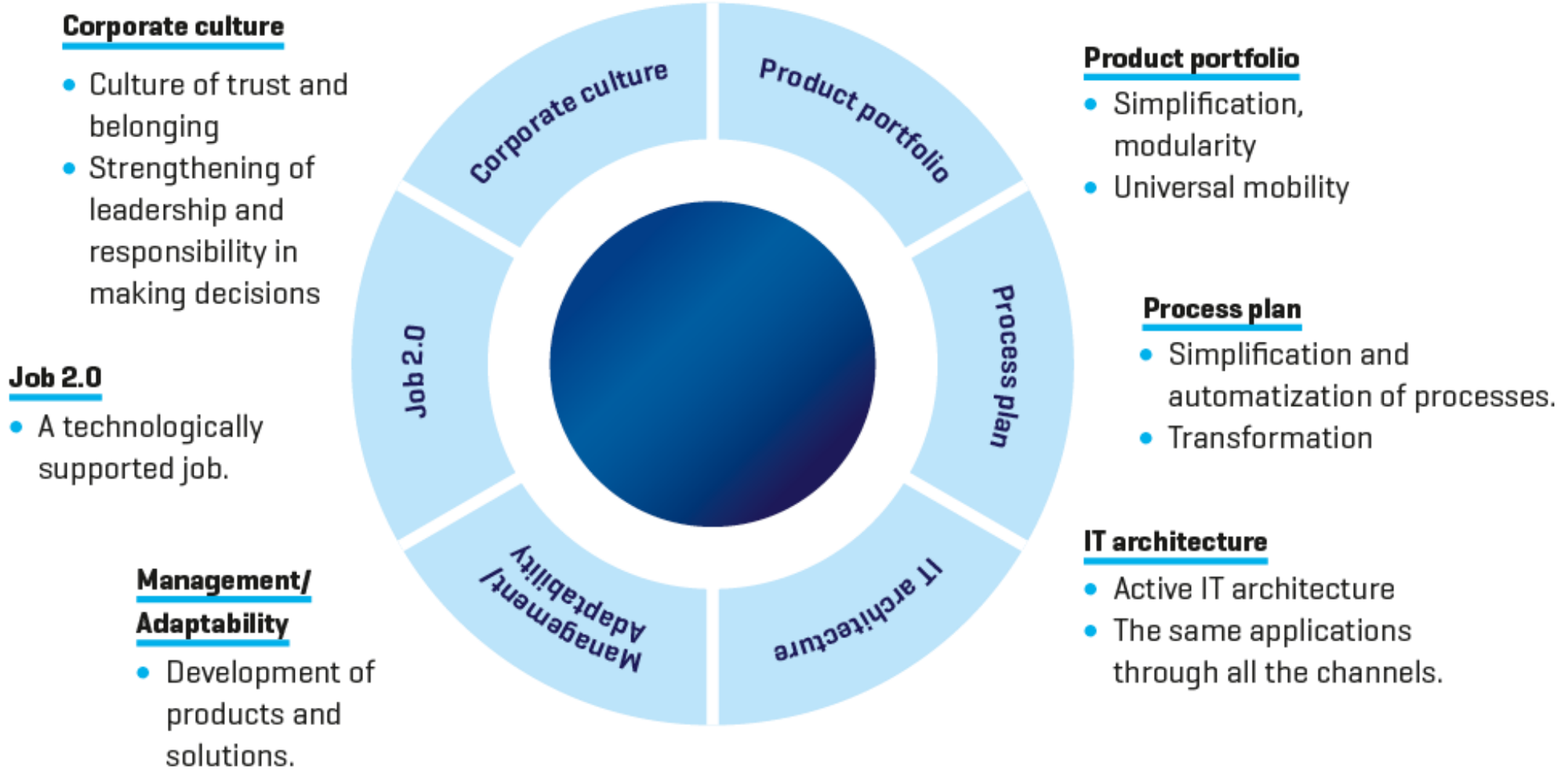
We are implementing activities that facilitate the effective management of liquidity, and ensure a high level of financial stability and the optimal level of borrowing. We continuously optimise all types of costs in connection with the performance of individual processes and the provision of services.



Creating a sustainable future

The Group actively identifies opportunities where it can contribute to the development of the social and economic environment in which it operates, through its expertise, and financial and other resources. The principles of sustainable development are built into our operations, products, services and content, while we also responsibly manage the economic, social and environmental impacts of our operations..

Restructuring into a Lean and Agile Operator



For the Home, Business and Leisure



Users' First Choice

EXCEED customer expectations

Customers rule

Delighting our customers
is our highest priority

Do what we do great

Our people strive for excellence
in any action they do

Companion of choice

We are a true companion of our
customers, and put long-term
impact over short-term financial
gains

MASTER digital company

Bridge digital divide

We enable all Slovenes to
interact digitally independent of
location and access **technology**

Digitalize frontend

We are leading the take-off for
digital customer interactions
and customer convenience

Go digital

Digital is fully integrated into our
people's mindset and approach
– any customer, any channel,
anything

DIVERSIFY beyond core

Increase relevance to customers

We leverage our assets to
strengthen our core & venture in
new businesses relevant to our
customers

Pioneer the home

We are the leader of the
household and we develop the
Digital Home ecosystem and
increase our share of wallet

Partner of choice for businesses

We understand our role as
enabler – therefore we need to
continuously challenge our value
chain positioning

TRANSFORM to agile operations

Our people are our treasure

We invest in our people and
foster competency build-up to
enable the transformation

Simplify and automate

We ruthlessly streamline any
process, procedure and guideline
to make Telekom Slovenije more
agile

Efficient Infrastructure

We opt for most efficient
delivery model for any part
of our Infrastructure



LET'S STAY #CONNECTED.

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