

A woman with curly brown hair, wearing glasses and a red sweater, is smiling and looking down at a laptop. She is holding a blue pen in her mouth. The background is a bright, out-of-focus indoor space with green plants.

Teleste Annual General meeting CEO review

Esa Harju, CEO
April 23rd, 2025 Helsinki

TELESTE

Teleste

International technology company
building a networked and safe society
while minimizing environmental impacts.

Value Drivers

- We enable fast broadband services
- We guide smooth public transport
- We ensure safety in public spaces


Broadband Networks



Public Safety and Mobility



Teleste in brief

Founded 1954	Headquarters in Turku	619 employees	Listed In Nasdaq Helsinki since 1999
Net sales 132.5 M€ year 2024	Adjusted EBITDA 9.2 M€ year 2024	Adjusted operating result 4.0 M€ year 2024	

Values:

Customer centricity

Respect

Reliability

Result orientation

Mission:

We make your everyday life
smart, safe and smooth.



Our businesses and customers

Broadband Networks



Our customers serve
100 million
Internet-users

Public Safety and Mobility



In public transportation
1.5 billion
passengers using our
technology annually

Global business – Local presence



A pioneer in sustainability

We promote the green transition with smart solutions that encourage the use of public transport. Our energy-efficient and remotely accessible network equipment reduce environmental impact. We operate responsibly throughout the value chain, taking into account the environment and ethical perspectives.

Priorities

- Climate and circular economy,
- Personnel and well-being
- Responsibility and fairness

Our actions

- Based on international frameworks
- Meet customer requirements
- Increase our attractiveness as an employer
- Support profitable business

EU Taxonomy-
aligned
business

39 %

of Net sales

Committed to setting
**Science-Based
Climate targets
(SBTi)**

**Gold medal in
Ecovadis**
sustainability
assessment



Respects

**UN Sustainable
Development
Goals**



Sustainability report as part of the annual report

Teleste's first sustainability report is prepared with the requirements of the EU CSRD Directive and ESRS standards.

Sustainability Report

- Based on the Double Materiality Analysis
- Includes information on the most relevant sustainability themes for Teleste
- Verified with limited assurance in accordance with the requirements of the Accounting Act



Sustainability Report p. 21

www.teleste.com/company/investors

Standard	Topic
ESRS2	General disclosures
E1	Climate change
E5	Resource use and circular economy
S1	Own workforce
G1	Business conduct



Year 2024:

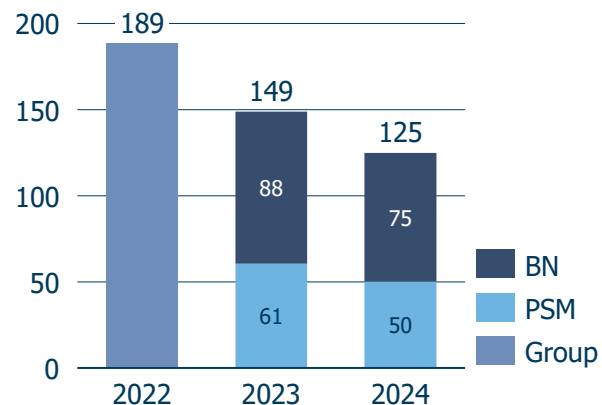
Structural changes and
expansion of business
into North America

- Net sales decreased from the previous year, but adjusted operating result improved significantly
- Broadband Networks' European market decline slowed towards the end of the year
- Broadband Networks North America volume deliveries started and order backlog increased
- Profitability of the Public Safety and Mobility business improved as planned
- Cost savings were implemented extensively in both businesses and Group functions
- Clarification of the corporate structure to align with the operational structure was completed

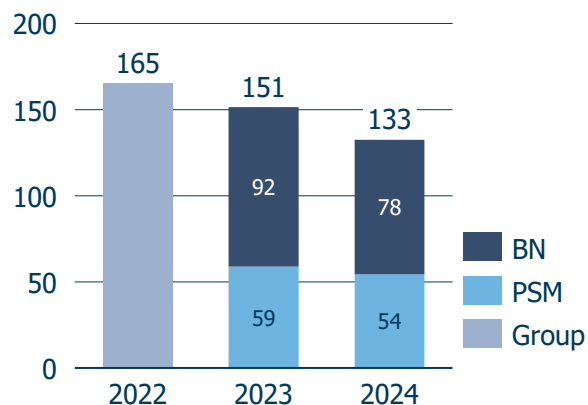
Teleste Key Figures

Teleste began segment reporting in 2024 and has published the 2023 figures by segment for comparison.

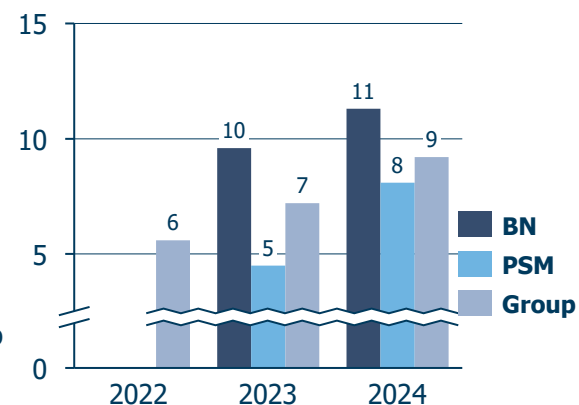
Orders received, M€



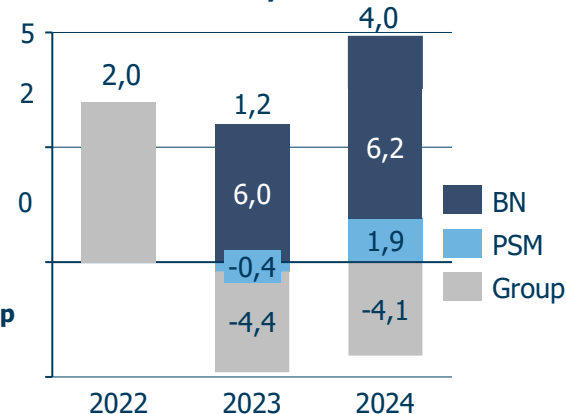
Net sales, M€



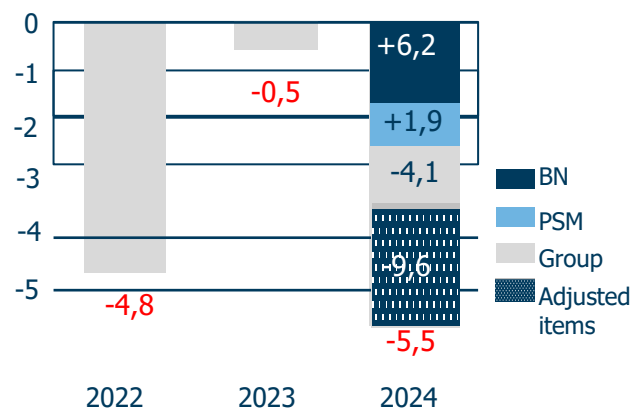
Adjusted gross margin-%



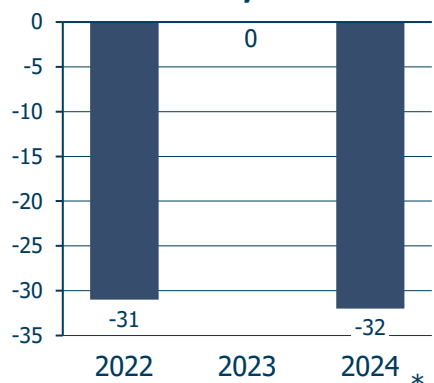
Adjusted operating result, M€



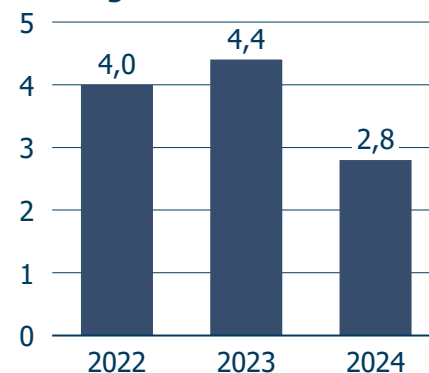
Operating result, M€



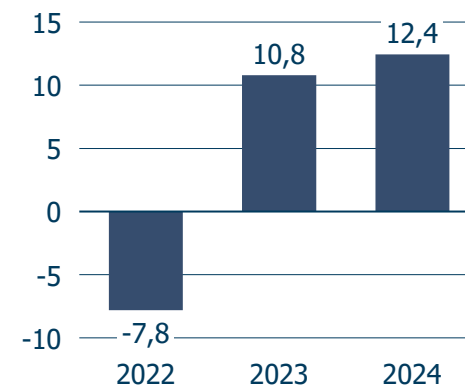
Earnings per share result, cents



Net debt/ Adjusted EBITDA



Operative cash flow, M€



*The Board of Directors proposes a dividend of EUR 0.03 per share

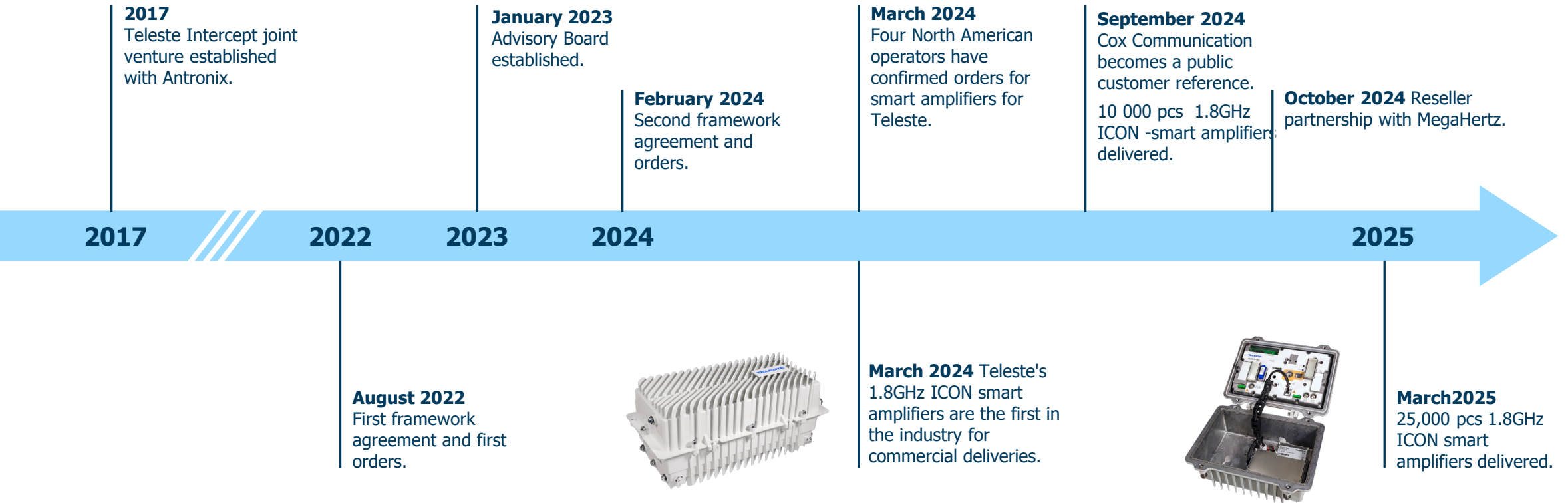
Financial statement 2024

The Report of the Board of Directors, the Financial Statements of the Group and the Sustainability Report have been published on the company's investor website on 28 March 2025

www.teleste.com/company/investors



Broadband Networks expansion into North America



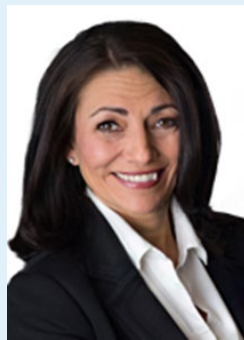
Broadband Networks expansion into North America

Teleste Broadband Networks Advisory Board



Guy McCormick
B. Sc (M.Eng.), MBA

Cox Communications, Senior Vice President, Engineering 2013-2024
Cox Communications, Several VP positions 2004-2013
Cox Media, Vice President, Technical Operations 1994-2004



Stephanie Mitchko-Beale
B.Sc. (E.Eng.)

EVP, Global Media Operations & Technology, AMC Networks 2024–
Charter Communications Executive Vice President, CTO 2019–2022
Cadent TV Chief Operating Officer/ Chief Technology Officer 2014-2019
Cablevision Systems Corp, Senior Vice President 1999-2014



Shane Portfolio
PhD

CTO, Congruex 2024 –
SVP Engineering and Technology, Charter Communications 2022-2024
SVP, Network Services, Comcast 2019-2022
Several SVP& VP positions, Comcast 1997-2019



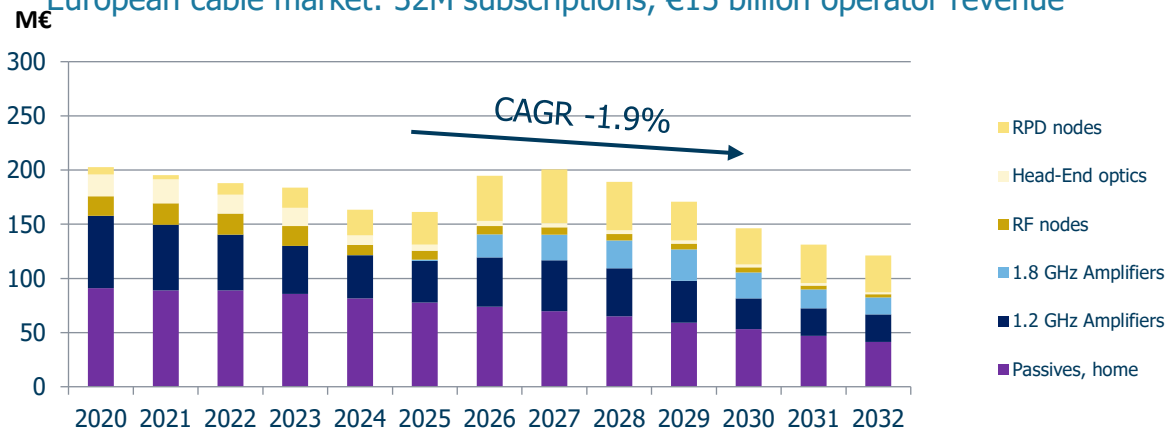
Neil Tang
M.Sc. (E.Eng.)

Antronix Inc., President/CEO 2013 –
Joined Antronix Inc. in 1997.

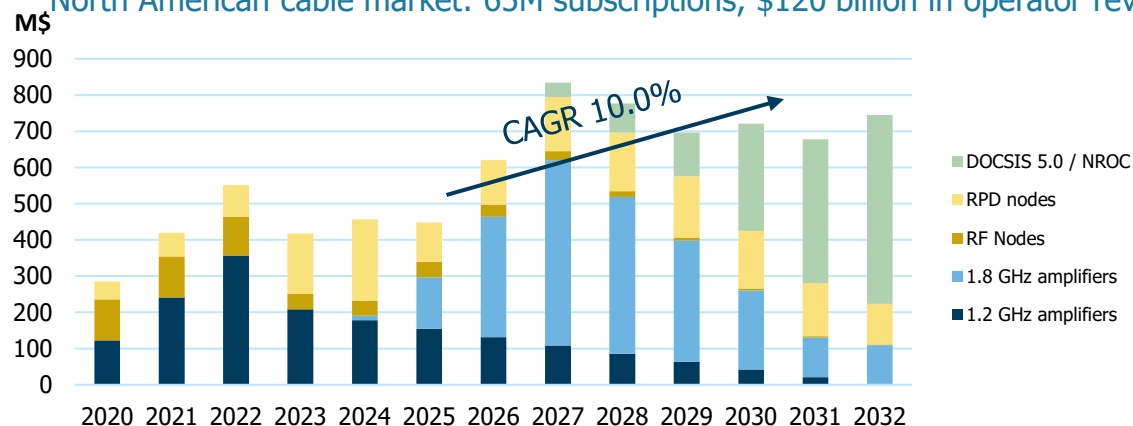
Broadband Networks Market Forecast

North America main driver of growth

European cable market: 32M subscriptions, €15 billion operator revenue



North American cable market: 65M subscriptions, \$120 billion in operator revenue



- **In Europe, the DOCSIS 4.0 investment wave will be smaller than in previous waves.**
 - DOCSIS 4.0 investments are mainly concentrated in the Netherlands, Belgium, Switzerland and Austria
 - Fibre construction will gradually replace the existing cable network infrastructure in some countries
- **DOCSIS 3.1 investments wave is still expected in Germany**

- **In North America, cable broadband is the dominant fixed network technology. A big wave of investments ahead.**
 - Cable network infrastructure covers >90% of U.S. households
 - >60% of U.S. households order broadband from a cable operator
 - DOCSIS 4.0 investments will be made comprehensively in the existing cable infrastructure
- **It is likely that after the DOCSIS 4.0 investment wave, there will be at least one more technology cycle in North America (DOCSIS 5.0), as well as 5G services via the cable network.**

Teleste is a leading player in intelligent networks

Teleste has the industry's strongest innovations in solutions that enable network automation

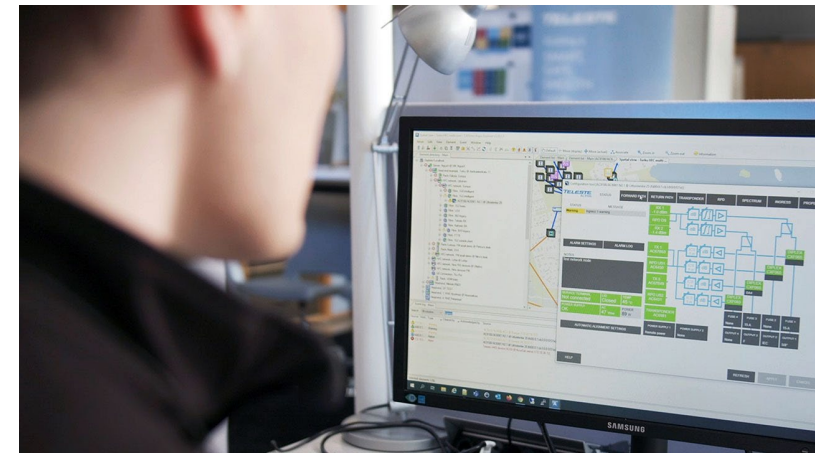
- Holistic offering: network management software; telemetry solutions; Intelligent network elements
- Experience in building and operating remotely managed networks
- A vision of the future of analytics using artificial intelligence

Intelligent networks have a 15-year tradition in European cable networks –In North America they will only be built in connection with the upcoming DOCSIS 4.0 investments

Intelligent networks enable:

1. More reliable broadband services
2. Lower network construction and maintenance costs and
3. safer working conditions for field staff

TELESTE



Public Safety and Mobility operates in steadily growing markets



**Trains, Trams
and Metros**



**Stations, Stops and
Platforms**



**Highways and
Motorways**



**Critical Infrastructure and
Government Facilities**



**Law Enforcement and
Security Operations**



**Border Security and
National Defense**



Market outlook for 2025

Broadband Networks:

- Demand in the European market is expected to remain at the previous year's level, although the first investments in DOCSIS 4.0 will start in the second half of the year.
- The North American investments in DOCSIS 4.0 technology are expected to significantly increase market demand. However, the US tariffs are causing uncertainty in the market.
- The North American market's share of our net sales is expected to continue to grow.

Public Safety and Mobility:

- We expect moderate and steady market growth in both information and security systems.
- The strategic focus is particularly on public transport information and security solutions, as well as selected security solutions for other public infrastructure.
- We are looking for profitable growth and increasing value creation in all product categories.



Outlook for 2025

Teleste estimates revenue for 2025 to be between 135 and 150 million euros, with adjusted operating profit in the range of 4 to 7 million euros.

The result is expected to be primarily realized in the second half of the year.

The potential implementation of import tariffs in the United States could negatively affect profitability in the short term.



TELESTE ANNOUNCES ITS LONG-TERM STRATEGIC GROWTH TARGETS UNTIL 2030

Press release 22.4.2025:

Teleste has today announced its long-term strategic growth targets until 2030.

The company aims for:

- Profitable growth in both of Teleste's business segments (Broadband Networks and Public Safety and Mobility).
- An average annual revenue growth of 10% until 2030. There may be variations between individual years.
- An adjusted operating profit margin of 7% to 12% by 2030.

Teleste does not consider this long-term strategic growth target to be market guidance for any specific year.



Thank You!