

# **Second Quarter 2026**

## **30 June 2026**

### **eir Group Results**

**26.08.2026**



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**I. Business highlights**

**II. Trading update**

**III. Financing**

**IV. Q&A**

**V. Appendices**



**OLIVER LOOMES**  
*Chief Executive Officer*



**STEPHEN TIGHE**  
*Chief Financial Officer*

# Solid financial and KPI performance in the quarter

## Q2-26 Financial Reporting

### Underlying Revenue <sup>1,3</sup>

€336m

**+6% YoY**  
Revenue up €19m YoY

### Underlying EBITDA <sup>1, 2,3</sup>

€155m

**+4% YoY**  
EBITDA up €6m YoY

## Operational Activities

### Fibre customers

899,000

**+1% YoY**

+10k base increase YoY  
+81k FTTH base growth YoY  
96% of broadband base connected to fibre

### Postpay customers

1,337,000

**+7% YoY**

+93k customers YoY  
83% of mobile base on postpay, up 2pp YoY

### Multi-play bundles

61%

**+3pp YoY**

95% of fixed households on 2P+ bundles,  
up 2pp YoY

## Key Developments

- ▶ In early July, eir completed a refinancing of its senior term loan facility, reducing the margin on the loan from 2.75% to 2.50%
- ▶ GoMo successfully launched its GoMo Fibre broadband service in May, offering up to 500 Mb/s via Fibre-to-the-Home (FTTH) technology with a guaranteed price for life
- ▶ eir business launched Cybersecurity Assurance, a new subscription service supporting SMEs, following research showing cyber disruption costs Irish SMEs up to €3.4 billion annually

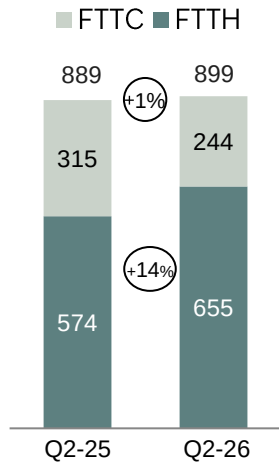
<sup>1</sup> Excludes IFRS 15 and IFRS 16 adjustments. See appendix for details.

<sup>2</sup> Excludes non-cash pension charge, fair value lease credits, and management charge

<sup>3</sup> Underlying revenue and EBITDA excludes once-off mobile lease incentive transaction

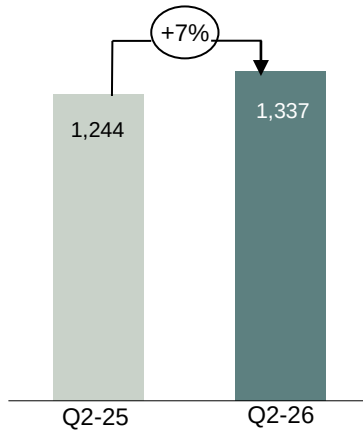
# Continued YoY growth in fibre and postpay

**Group fibre base**  
(‘000s)



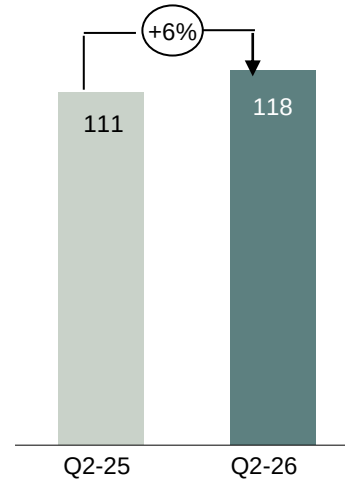
+10k increase in fibre base  
+81k FTTH base growth

**Group postpay base**  
(‘000s)



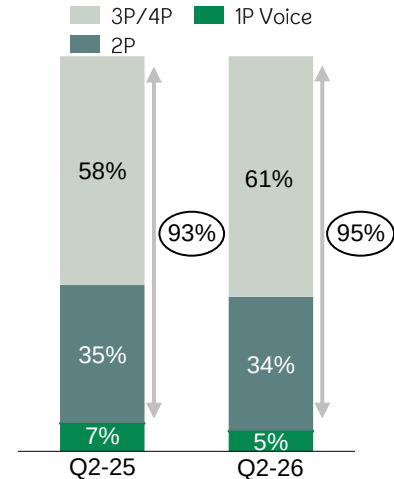
+93k increase in postpay  
customers YoY

**eir TV base**  
(‘000s)



+7k increase in TV subs YoY

**Household view**

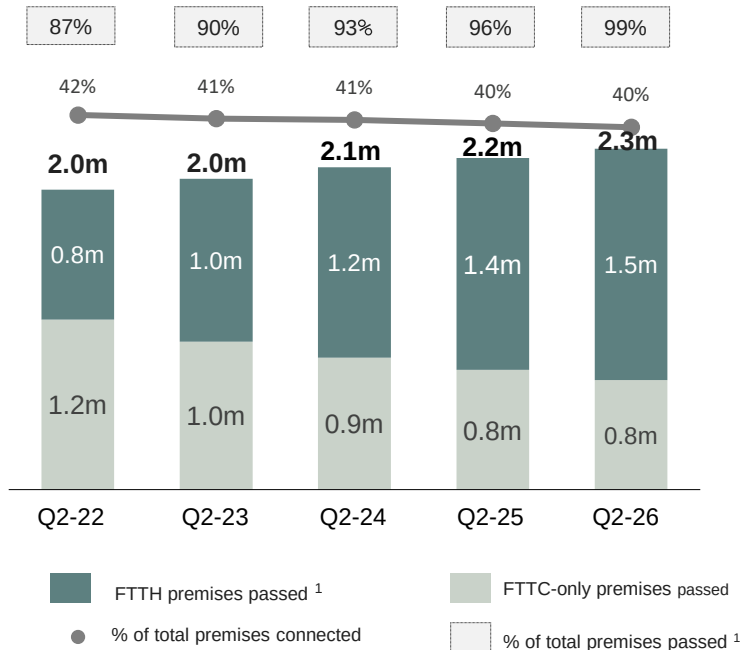


95% on 2P+ bundles,  
up 2pp YoY<sup>1</sup>

# Connecting Ireland to ultrafast FTTH broadband

## eir fibre footprint

Premises passed with FTTH, FTTC | Last 5 years



## Commentary

- ▶ Our FTTH rollout has passed 1.5m premises at quarter end
  - ▶ up 9% or 129k YoY, up 2% or 24k QoQ
  - ▶ of which 1,156k passed as part of IFN rollout
- ▶ 2.3 million or 99% of Ireland's premises passed with eir fibre;  
40% of passed premises connected to our fibre network

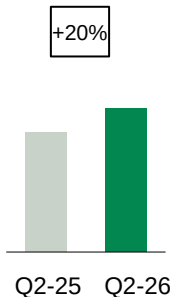


<sup>1</sup> Approximate percentage calculated using 2.3 million total premises in Ireland, per GeoDirectory address points.

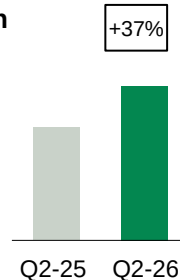
# Building the best mobile network in Ireland

## eir network traffic volumes

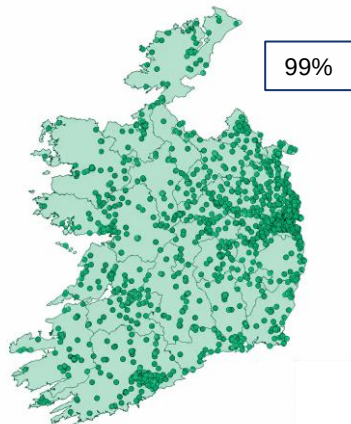
Data usage



5G Data Growth



Coverage



### Commentary

- eir has deployed 5G services across the majority of sites meaning 5G is available nationally, covering 99% of the population across all counties, cities and towns
- eir has maintained its leadership in 5G network availability as verified independently by Opensignal
- All 2,695 sites have received upgrades as part of €250m network investment, with an additional 30 new sites built in 2026
- Growth in mobile data usage continues, up 20% and 5G data growth up 37%



# Trading Update



# for the quarter ended 30 June 2026

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► Underlying Revenue up 6% or  
€19m YoY <sup>1,4</sup>

► Cost of sales up €11m YoY<sup>1</sup>

► Operating costs stable YoY<sup>1,2</sup>

► Underlying EBITDA up 4% or  
€6m<sup>1,2,4</sup>

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Continued KPI growth

► +10k fibre customers YoY

► 96% of broadband base using fibre

► +93k postpay subscribers YoY

► 83% of mobile base on postpay

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► Capex of €52m, 15% of revenue <sup>3</sup>

► Closing cash of €89m at quarter  
end

► eir stand-alone Net Leverage at  
4.7x

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<sup>1</sup> Excludes IFRS 15 and IFRS 16 adjustments

<sup>2</sup> Excludes non-cash pension charge, non-cash fair value lease credits, and management charge

<sup>3</sup> Incurred capex, excludes capitalisation of non-cash pension charge, spectrum, and asset retirement obligations

<sup>4</sup> Underlying revenue and EBITDA excludes once-off mobile lease incentive transaction

## Summary Financials

# Q2 Underlying Revenue increase of 6%, Underlying EBITDA up 4% YoY

Excludes IFRS 15 and IFRS 16 adjustments, see Appendix for details

| € millions                                | Q2-26      | Q2-25      | € Change<br>Better/(Worse)<br>YoY | % Change<br>Better/(Worse)<br>YoY | H1-26      | H1-25      | € Change<br>Better/(Worse)<br>YoY | % Change<br>Better/(Worse)<br>YoY |
|-------------------------------------------|------------|------------|-----------------------------------|-----------------------------------|------------|------------|-----------------------------------|-----------------------------------|
| Fixed Line Revenue                        | 246        | 236        | 10                                | 4%                                | 477        | 468        | 9                                 | 2%                                |
| Mobile Revenue                            | 100        | 100        | -                                 | -                                 | 195        | 190        | 5                                 | 3%                                |
| Eliminations                              | (10)       | (10)       | -                                 | -                                 | (20)       | (19)       | (1)                               | (5%)                              |
| <b>Group Revenue</b>                      | <b>336</b> | <b>326</b> | <b>10</b>                         | <b>3%</b>                         | <b>652</b> | <b>639</b> | <b>13</b>                         | <b>2%</b>                         |
| <b>Underlying Revenue <sup>4</sup></b>    | <b>336</b> | <b>317</b> | <b>19</b>                         | <b>6%</b>                         | <b>652</b> | <b>630</b> | <b>22</b>                         | <b>3%</b>                         |
| Cost of Sales                             | (80)       | (69)       | (11)                              | (16%)                             | (157)      | (139)      | (18)                              | (13%)                             |
| Gross Profit                              | 256        | 257        | (1)                               | (1%)                              | 495        | 500        | (5)                               | (1%)                              |
| Gross Margin %                            | 76%        | 79%        | -                                 | -3pp                              | 76%        | 78%        | -                                 | -2pp                              |
| Pay Costs                                 | (42)       | (41)       | (1)                               | (2%)                              | (85)       | (85)       | -                                 | -                                 |
| Non-Pay Costs                             | (59)       | (60)       | 1                                 | 2%                                | (117)      | (121)      | 4                                 | 3%                                |
| Total Operating Costs <sup>1,2</sup>      | (101)      | (101)      | -                                 | -                                 | (202)      | (206)      | 4                                 | 2%                                |
| <b>Group EBITDA <sup>1,2</sup></b>        | <b>155</b> | <b>156</b> | <b>(1)</b>                        | <b>(1%)</b>                       | <b>293</b> | <b>294</b> | <b>(1)</b>                        | <b>(1%)</b>                       |
| <b>Underlying EBITDA <sup>1,2,4</sup></b> | <b>155</b> | <b>149</b> | <b>6</b>                          | <b>4%</b>                         | <b>293</b> | <b>287</b> | <b>6</b>                          | <b>2%</b>                         |
| EBITDA Margin %                           | 46%        | 48%        | -                                 | -2pp                              | 45%        | 46%        | -                                 | -1pp                              |

## Commentary

- ▶ Revenue is up 3% or €10m in Q2 YoY, driven mainly by large ICT related kit deals
- ▶ Underlying revenue is up 6% or €19m, excluding one off PY mobile lease incentive transaction
- ▶ Cost of sales increased €11m YoY linked to revenue performance (*absolute & mix*).
- ▶ Gross margin % is down 3% YoY
- ▶ Operating costs are stable YoY; pay costs are up 2% while non-pay costs are down 2%
- ▶ EBITDA is down 1% or €1m YoY
- ▶ Underlying EBITDA is up 4% or €6m YoY
- ▶ EBITDA margin % down 2% YoY to 46%

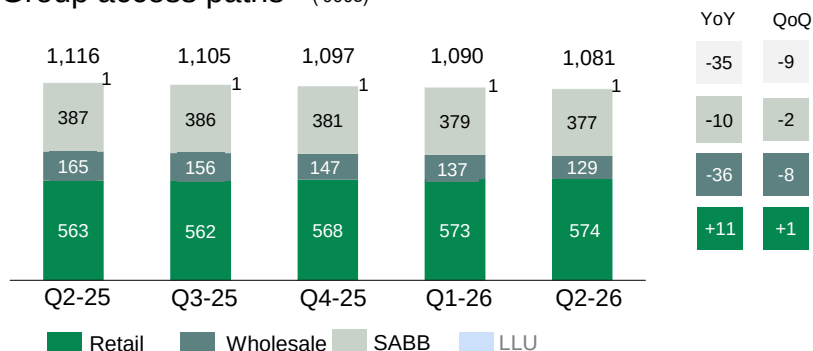
<sup>1</sup> Stated before non-cash pension charge, non-cash fair value lease credits, management charge and exceptional costs.

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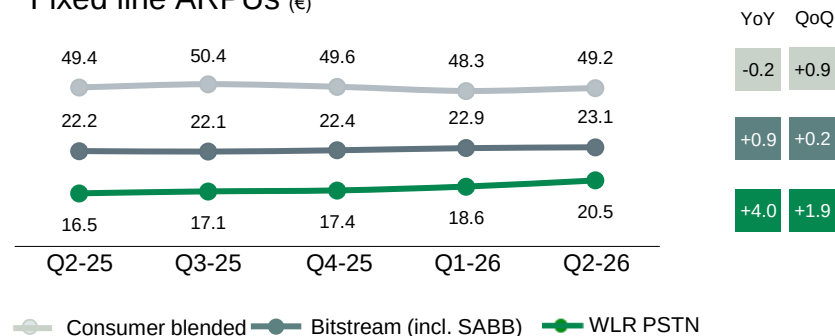
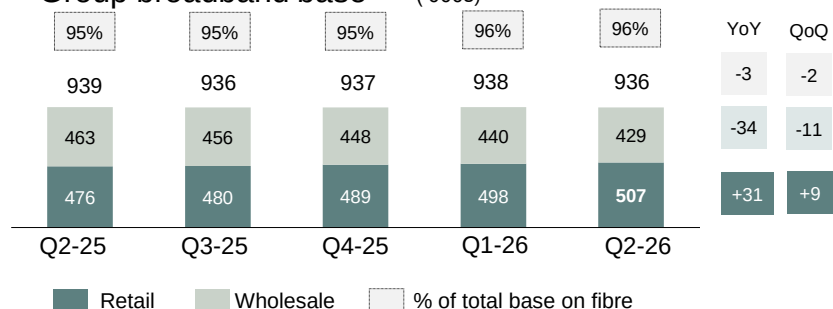
<sup>3</sup> Fixed and mobile revenue include Other Income

<sup>4</sup> Underlying revenue and EBITDA excludes once-off mobile lease incentive transaction

# Solid Retail growth with pressure on Wholesale

Group access paths <sup>1</sup> ('000s)

Fixed line ARPUs (€)

Group broadband base <sup>1, 2</sup> ('000s)

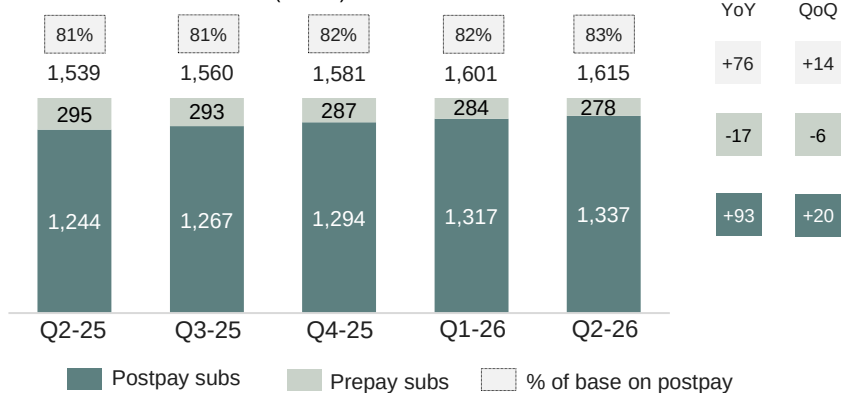
## Commentary

- ▶ Group access paths down 3% or 35k YoY, due to traditional access decline, down 9k QoQ
- ▶ Group broadband down 3k YoY & down 2k QoQ
- ▶ 96% of Group broadband base now on fibre, up 1pp YoY
- ▶ Consumer blended ARPU down slightly and WLR ARPU up 24% YoY
- ▶ Bitstream ARPU up 4% YoY driven by an increase in SABB

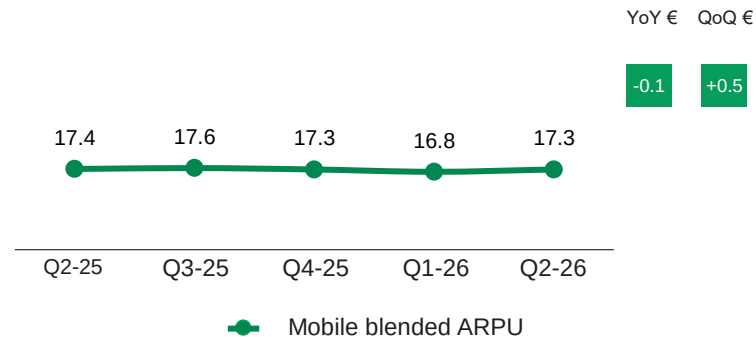
## Mobile KPIs

# Postpay base increase of 7%, 83% of mobile base on postpay

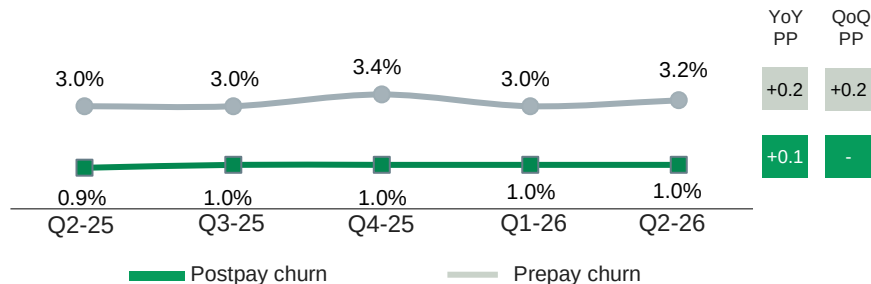
Mobile subscribers<sup>1</sup> ('000s)



Mobile blended ARPU<sup>3, 4</sup> (€)



Mobile churn<sup>2</sup>



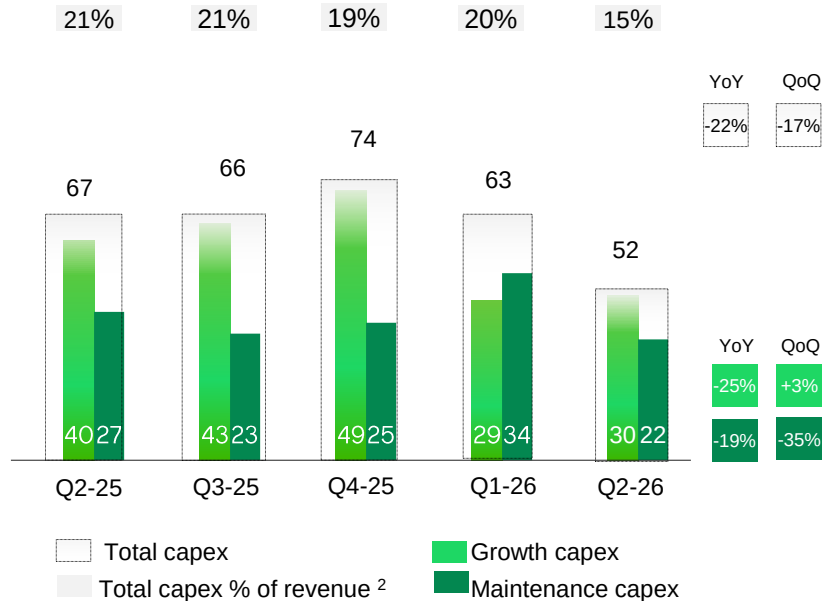
## Commentary

- ▶ Postpay subs up 7% or 93k YoY, up 20k QoQ
- ▶ Prepay subs down 6% or 17k YoY, down 6k QoQ
- ▶ Total mobile subs up 5% or 76k YoY
- ▶ 83% of mobile base on postpay, up 2pp YoY
- ▶ Mobile blended ARPU broadly stable YoY
- ▶ Prepay churn up slightly and postpay churn flat YoY

## Capital Expenditure

# 60% of Capex spend is focused on growth activity

Capex investment <sup>1</sup> (€m)



## Commentary

- Capex of €52m for the quarter, down 22% YoY; 15% of quarter revenue
- Growth capex driven by our fibre rollout and mobile network upgrade and expansion programmes
- Maintenance capex down €5m YoY



<sup>1</sup> Incurred capex. Growth capex includes investment to rollout new NGA and mobile networks as well as the development of a new IT stack. Maintenance capex includes network and IT renewal.

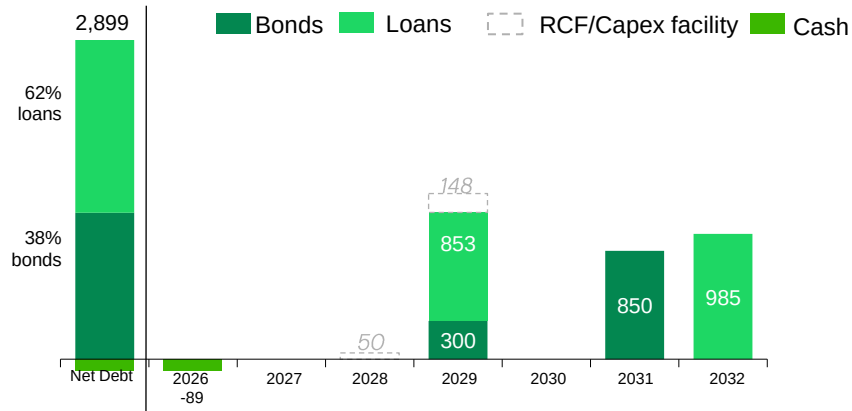
<sup>2</sup> Total capex % of revenue excludes non-cash pension charge, spectrum, and asset retirement obligations.

# Financing

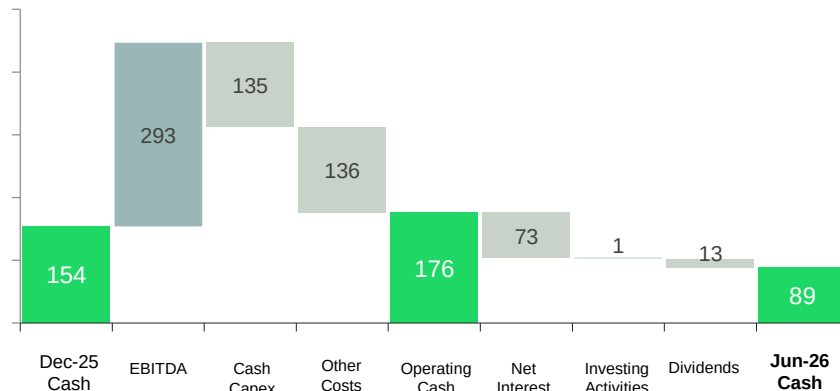
## Capital Structure

# Solid capital position

### Debt profile at quarter end (€m)



### Cash profile at quarter end (€m)



- eircom Standalone Net Leverage is 4.7x (Consolidated Net Leverage is 4.5x)

- Average cost of debt at 4.95%

- Undrawn RCF/Capex facilities of €198m

#### ► Corporate ratings:

- Moody's B1 Stable
- S&P B+ Stable

- Cash on balance sheet €89m at quarter end

- Other costs include working capital, corporation tax, provisions, exceptional items and voluntary redundancy payments

- Investing activities costs in this quarter relate to refinancing costs

## Net Leverage as at 30 June 2026

|                     | REPORTED     |             |              |
|---------------------|--------------|-------------|--------------|
|                     | eir          | FNI         | Group        |
| <b>Gross debt</b>   | 2,135        | 853         | 2,988        |
| <b>Cash</b>         | <u>78</u>    | <u>11</u>   | <u>89</u>    |
| <b>Net debt</b>     | <u>2,057</u> | <u>841</u>  | <u>2,899</u> |
| <b>LTM EBITDA</b>   | <u>439</u>   | <u>199</u>  | <u>639</u>   |
| <b>Net leverage</b> | <u>4.7x</u>  | <u>4.2x</u> | <u>4.5x</u>  |

### Commentary

- ▶ Eir net leverage on a stand-alone basis is 4.7x (excludes FNI net debt and EBITDA).
- ▶ Group Net Leverage includes 100% of Fibre Networks Ireland (FNI) net debt and EBITDA
- ▶ FNI debt at a margin of 2.50% and is 87% hedged, with long-dated maturity (2029) and is non-recourse to eircom



# Q&A

## Q2-26 results call

13:00 BST/GMT+1, 26 August 2026

with CEO Oliver Loomes and CFO Stephen Tighe

Operator-managed call.

Refer investor notification for dial in details.

Press \*1 to ask a question during the Q&A session.

Call accessible to registered investors and approved analysts only.

To register email [investor.relations@eir.ie](mailto:investor.relations@eir.ie) before 9:00 GMT if not already previously registered



Appendix

# IFRS Adjustments

# IFRS Adjustments

|                                    | H1 FY26            |         |           |                   |
|------------------------------------|--------------------|---------|-----------|-------------------|
| € millions                         | Before Adjustments | IFRS 15 | IFRS 16   | After adjustments |
| Fixed Line Revenue <sup>3</sup>    | 477                |         |           | 477               |
| Mobile Revenue <sup>3</sup>        | 195                |         |           | 195               |
| Eliminations                       | (20)               |         |           | (20)              |
| <b>Group Revenue</b>               | <b>652</b>         |         |           | <b>652</b>        |
| Cost of Sales                      | (157)              |         |           | (157)             |
| Gross Profit                       | 495                |         |           | 495               |
| Gross Margin %                     | 76%                |         |           | 76%               |
| Pay Costs                          | (85)               |         |           | (85)              |
| Non-Pay Costs                      | (117)              |         | 26        | (91)              |
| Total Operating Costs <sup>1</sup> | (202)              |         | 26        | (176)             |
| <b>Group EBITDA <sup>1</sup></b>   | <b>293</b>         |         | <b>26</b> | <b>319</b>        |
| EBITDA Margin %                    | 45%                |         |           | 49%               |

|  | H1 FY25            |         |            |                   |
|--|--------------------|---------|------------|-------------------|
|  | Before Adjustments | IFRS 15 | IFRS 16    | After adjustments |
|  | 468                |         |            | 468               |
|  | 190                |         | (9)        | 181               |
|  | (19)               |         |            | (19)              |
|  | <b>639</b>         |         | <b>(9)</b> | <b>630</b>        |
|  | (139)              |         |            | (139)             |
|  | 500                |         | (9)        | 491               |
|  | 78%                |         |            | 78%               |
|  | (85)               |         |            | (85)              |
|  | (121)              |         | 26         | (95)              |
|  | (206)              |         | 26         | (180)             |
|  | <b>294</b>         |         | <b>17</b>  | <b>311</b>        |
|  | 46%                |         |            | 49%               |

## Commentary

- ▶ H1 FY26 non-pay costs impacted by €26m adjustment in the current YTD (€26m in the same period last year), related to IFRS 16 treatment of lease costs
- ▶ Non-pay cost IFRS 15 adjustments in relation to sales commission costs are immaterial
- ▶ IFRS 16 adjustment for mobile revenue for H1 FY26 is immaterial, impacted by - €9m adjustment in prior year related to mobile site leases.

<sup>1</sup> Stated before non-cash pension charge, non-cash fair value lease credits, management charge and exceptional costs.

<sup>2</sup> Figures are presented to the nearest million and may vary slightly from actual arithmetic totals.

<sup>3</sup> Fixed and mobile revenue include Other Income

# Abbreviations

- ▶ 2P / 3P / 4P | Two / three / four-play product bundles
- ▶ ARPU | Average Revenue per User
- ▶ B2B | Business to Business
- ▶ B2C | Business to Consumer
- ▶ BB | Broadband
- ▶ bps | Basis points
- ▶ Capex | Capital expenditure
- ▶ ComReg | Commission for Communications Regulation (Ireland)
- ▶ CSR | Corporate Social Responsibility
- ▶ EBITDA | Earnings before Interest, Tax, Depreciation, & Amortisation
- ▶ eir NI | eir Northern Ireland
- ▶ ESG | Environmental, Social, and Governance
- ▶ FCF | Free Cash Flow
- ▶ FTE | Full Time Equivalent Employees
- ▶ FTTC | Fibre to the Cabinet
- ▶ FTTH | Fibre to the Home
- ▶ FWA | Fixed Wireless Access
- ▶ Gbps | Gigabits per second
- ▶ IFN | Ireland's Fibre Network
- ▶ IFRS | International Financial Reporting Standard
- ▶ KPI | Key Performance Indicator
- ▶ LLU | Local Loop Unbundling
- ▶ LTM | Last Twelve Months
- ▶ M2M | Machine to Machine
- ▶ MBB | Mobile Broadband
- ▶ Mbps | Megabits per second
- ▶ MTR | Mobile Termination Rate
- ▶ NBP | National Broadband Plan (Ireland)
- ▶ NGA | Next Generation Access
- ▶ OAOs | Other Authorised Operators
- ▶ Opex | Operating expenditure
- ▶ pp | Percentage point
- ▶ QoQ | Quarter on Quarter
- ▶ RCF | Revolving Credit Facility
- ▶ RGU | Revenue Generating Unit
- ▶ SABB | Standalone Broadband
- ▶ SAC | Subscriber Acquisition Cost
- ▶ SIMO | SIM-Only
- ▶ TLB | Term Loan B
- ▶ USO | Universal Service Obligation
- ▶ WLR | Wholesale Line Rental
- ▶ VL | Voluntary Leave (Voluntary Redundancy)
- ▶ YoY | Year on Year
- ▶ YTD | Year to Date



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