Deutsche Telekom Investor presentation May 2024





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In addition to figures prepared in accordance with IFRS, Deutsche Telekom also presents alternative performance measures, including, among others, EBITDA, EBITDA margin, adjusted EBITDA, adjusted EBITDA after leases, adjusted EBITDA margin, Core EBITDA, adjusted EBIT, adjusted net income, free cash flow, free cash flow after leases, gross debt, net debt after leases and net debt. These alternative performance measures should be considered in addition to, but not as a substitute for, the information prepared in accordance with IFRS. Alternative performance measures are not subject to IFRS or any other generally accepted accounting principles. Other companies may define these terms in different ways.

Q1 2024 results Group

Q1/24 consistent reliable growth

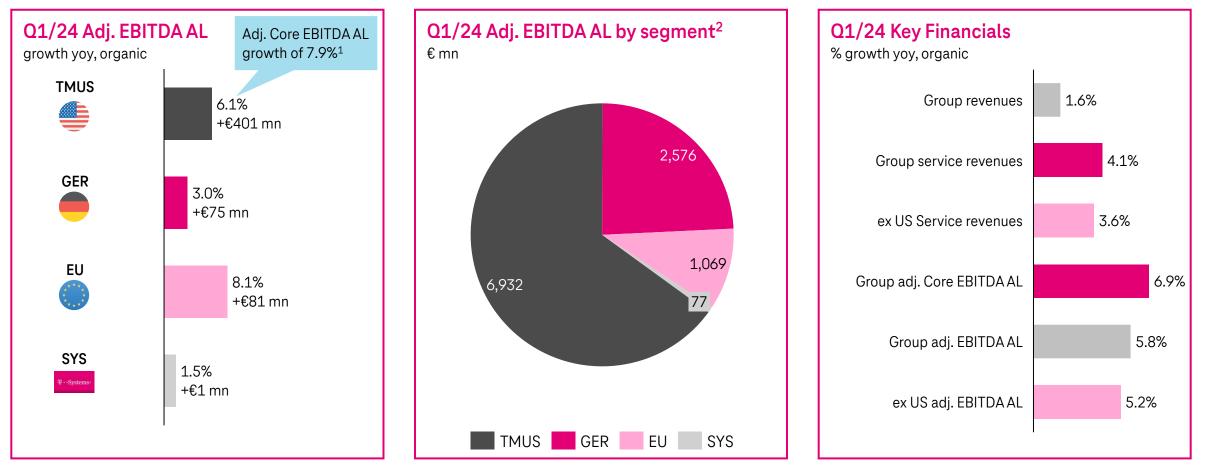
Q1/2024 Highlights

- Organic Growth: Group service revenues up 4.1%, Group adj. core EBITDA AL up 6.9%, all segments contributing. FCF AL up 3.6%, adj. EPS up 15.4%¹
- US/GER/EU: Strong customer momentum continues
- GER with 30th, EU with 25th consecutive quarter of organic EBITDA AL growth
- Improved outlook for TM US reflected in guidance
- TM US creates Fiber JV with EQT targeting 3.5mn homes by 2028
- Ka'ena transaction in the US closed in May
- TM US launches auction for its 800MHz spectrum
- TM US receives 2.5 GHz spectrum from auction 108



Financials Q1/24 organic

strong organic growth

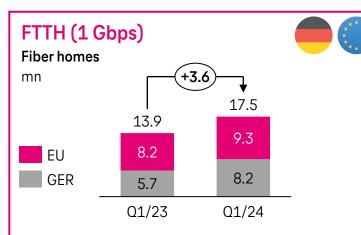


¹ according to IFRS. US GAAP growth is 8.0%. Adj. Core EBITDA excludes decreasing handset leasing revenues (US\$ -0.1 bn yoy). ² Excl. GHS & GD (-175 mn €). Group EBITDA AL €10,473 mn.

In this presentation the Group in Q1/2023 is presented in accordance with the management view: certain key performance indicators like revenue and adj. EBITDA AL are presented as if GD Towers still would be fully consolidated.

This view is different to the consolidated financial statements of DT where Group Development is treated as a discontinued operation. For more details, please refer to the back-up to this presentation, respectively the annual report of DT both available at www.telekom.com/en/investor-relations.

Networks leading with 5G, FTTH on track

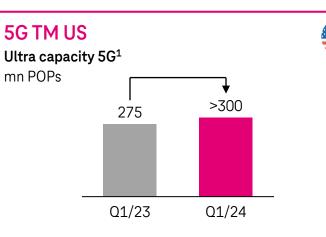


GER

- Fiber: On track for >10mn HHs by YE.
- German fixed network: Magenta TV selected by "Connect" readers as No. 1 IPTV service

EU

On track for 10 mn HHs with 1 Gbps by 2024.
 Coverage now at 36% of HHs

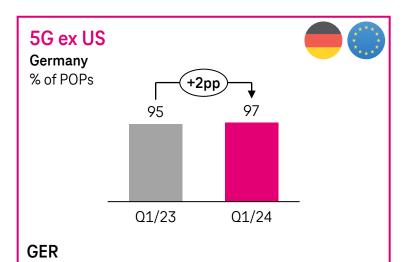


Network Leader

 Ookla report finds T-Mobile's median download speeds are 2x faster than AT&T's and Verizon's.

5G

 Expansive breadth and depth of deployment: Nearly 95% of 5G network traffic on mid-band spectrum



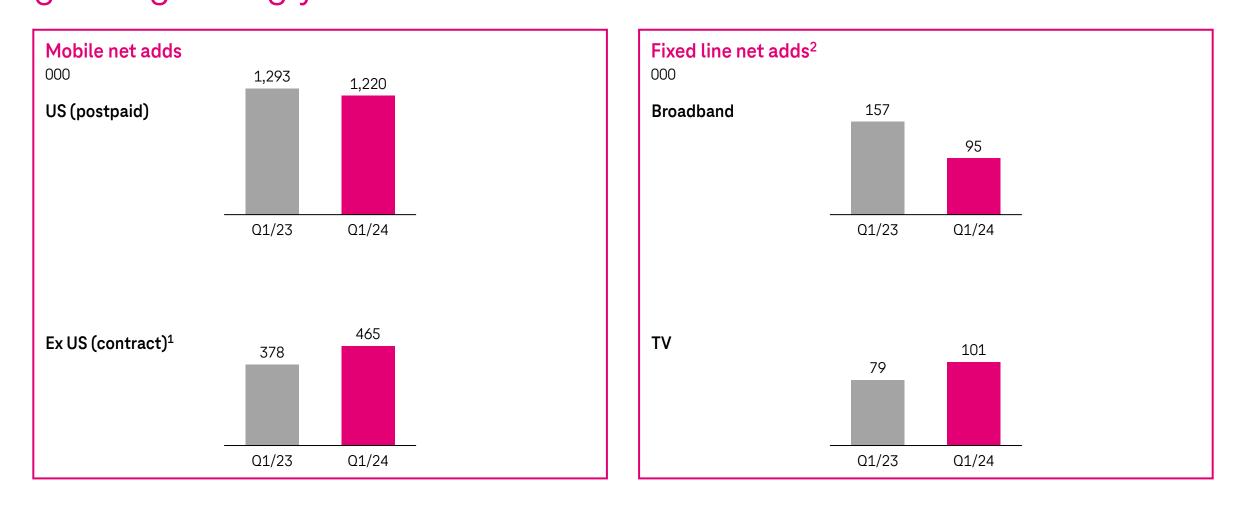
 Telekom wins Chip magazine German mobile network test for the 14th time in a row.

EU

Ongoing roll-out of 5G coverage: 68% POP coverage end of Q1/24. Up 17 pp since Q1/23

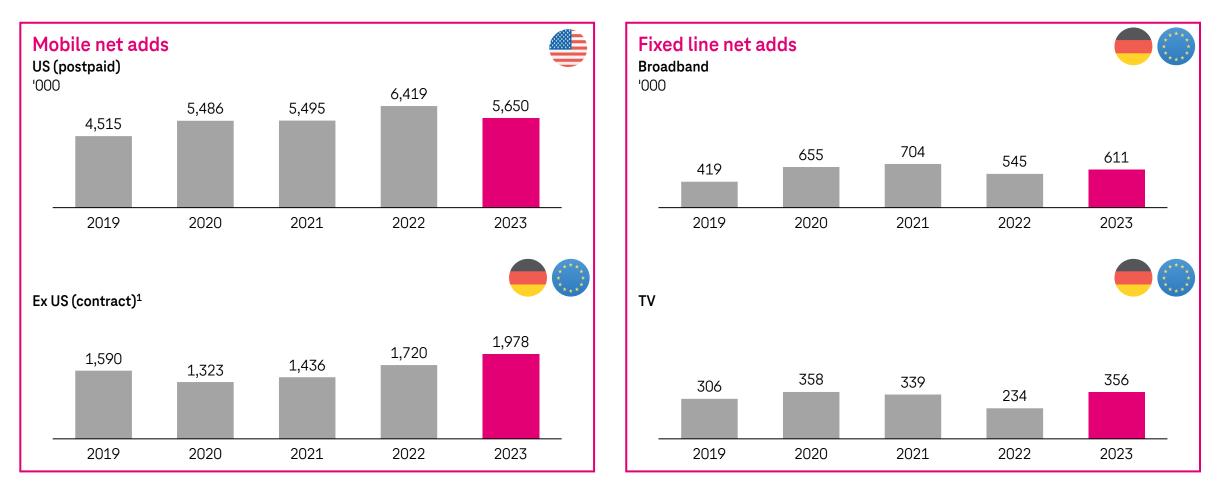
¹ Ultra capacity on mid band spectrum.

Customers growing strongly



Customers

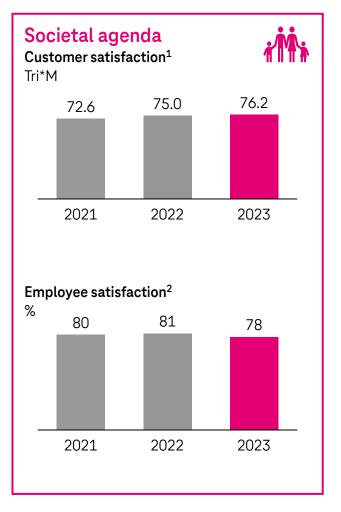
strong growth throughout the years



¹GER + EU. GER: Since 2021 Own branded retail customers excl. multibrand, consumer IoT and "Schnellstarter".

Society and Environment

strong ESG performance; energy consumption reduced again



Environment

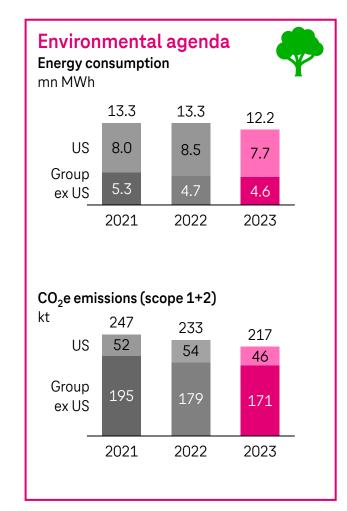
- NEW We published our initial transition plan with the new CR report as well as PAIs and GSMA indicators for Telcos
- Climate targets validated by STBi³
- NEW DT is first telco in the world to use large-scale battery storage systems for renewable energies.
- NEW Group energy consumption -3% yoy in Q1/24 and CO₂ emissions (Scope 1&2) -2%

Society

• NEW New spot ("lights on") of our often awarded #against hate speech campaign

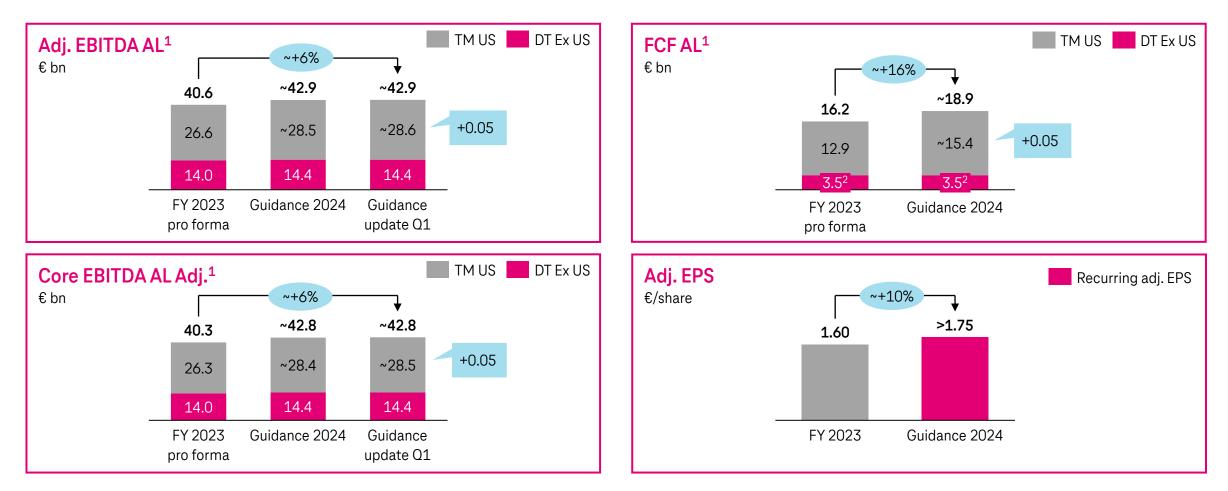
Governance

• S&P Global ESG – Best European telco



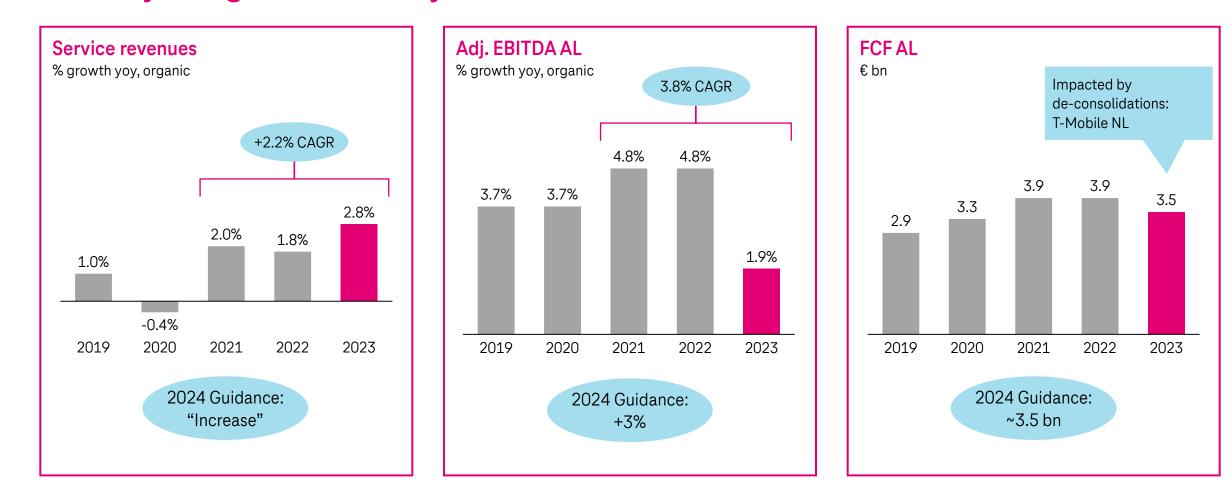
Guidance 2024

adj. EBITDA and Core EBITDA outlook raised for T-Mobile US

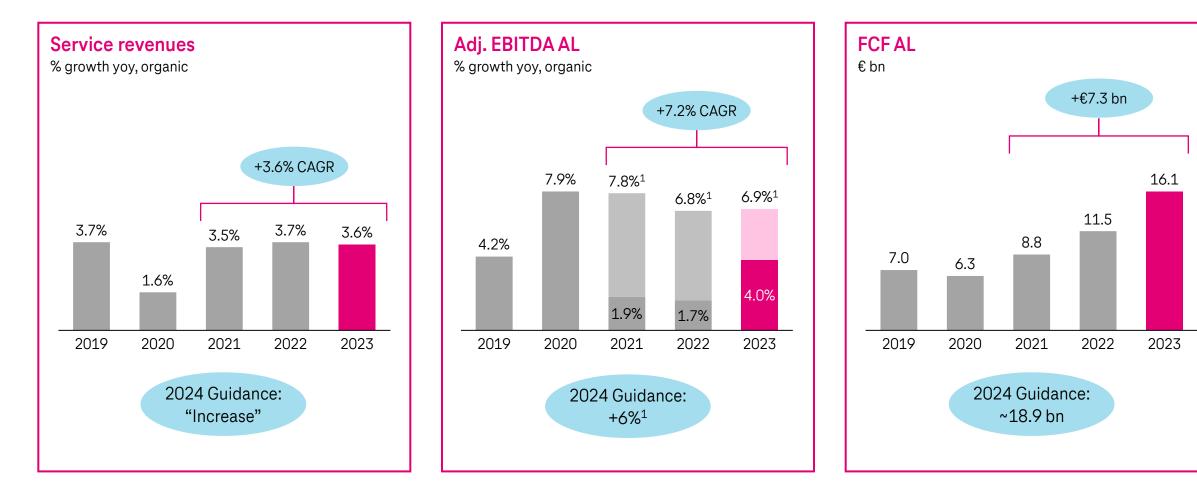


¹TM US guidance is based on midpoint of US GAAP guidance of US\$31.5 – 32.0 bn adj. EBITDA; of US\$31.4 – 31.9 bn Core adj. EBITDA and of US\$16.4 – 16.9 bn FCF. FCF AL TM US guidance remains unchanged due to rounding. Guidance assumes a negative bridge of US\$-0.9 bn on adj. EBITDA and Core adj. EBITDA upon translation into IFRS. Based on 1€ = US\$1.08. ² 2024 guidance includes €0.2 bn of cash returns related to tower transaction. 2023 pro forma includes 0.1bn cash returns related to tower transaction. Both exclude TM US dividend receipts.

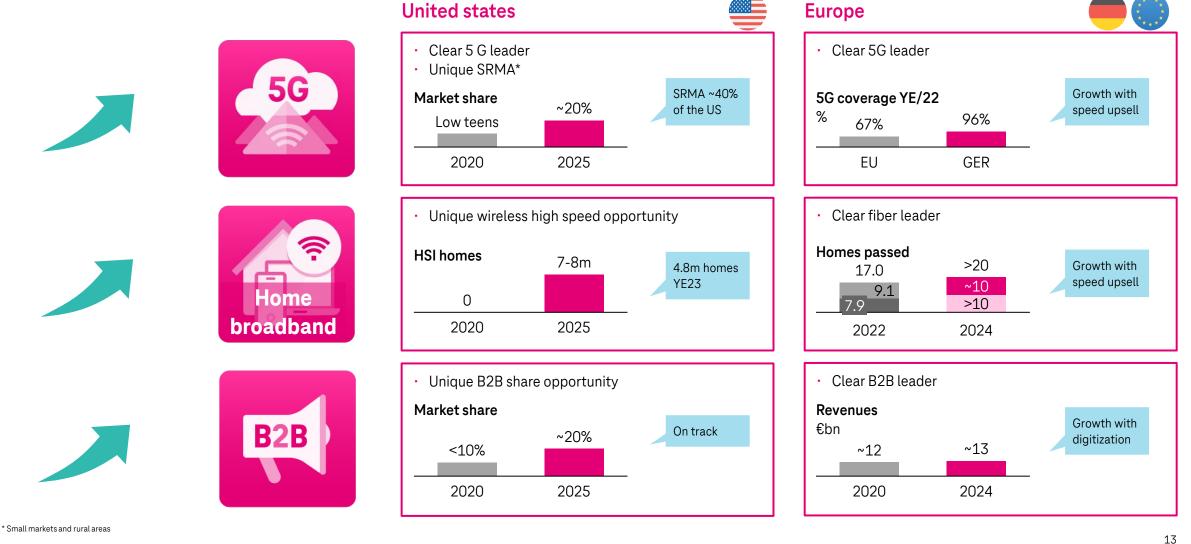
Ex US Financials 2019 – 2023 multi-year growth in key financials



Group Financials 2019 – 2023 multi-year growth in key financials

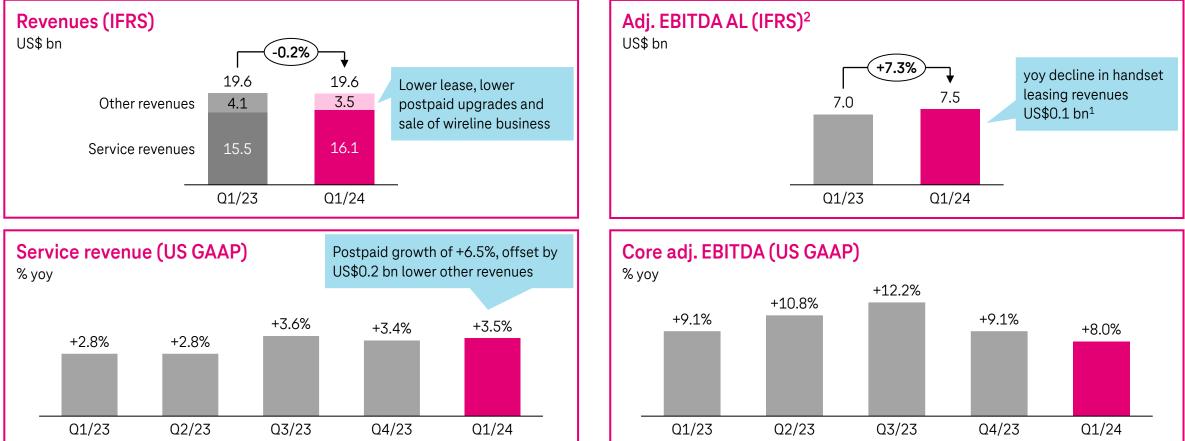


DT has unique growth opportunities



Q1 2024 results Review of segments and financials

T-Mobile US strong financial growth

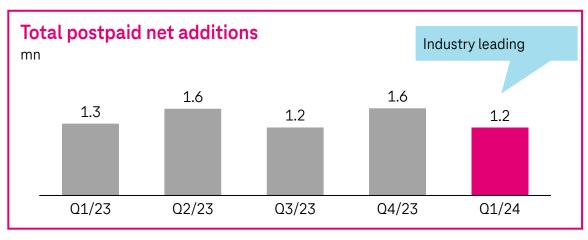


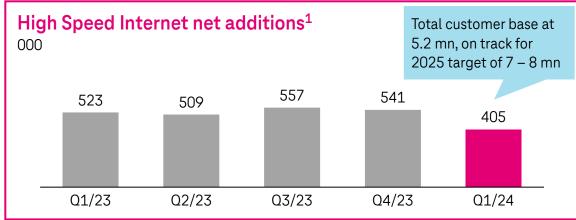
¹Due to alignment of Sprint customers to the TMUS device financing model post merger, which results in a decrease of handset leasing revenues and a corresponding decline in revenue and EBITDA AL. Service revenues are not impacted. ² For IFRS bridge please refer to appendix.

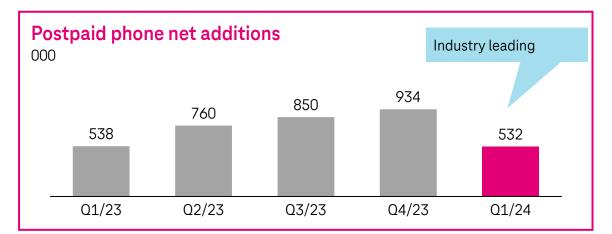


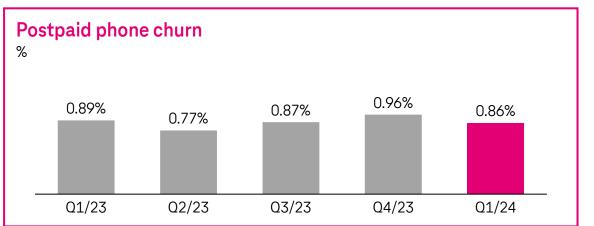
T-Mobile US consistent customer growth







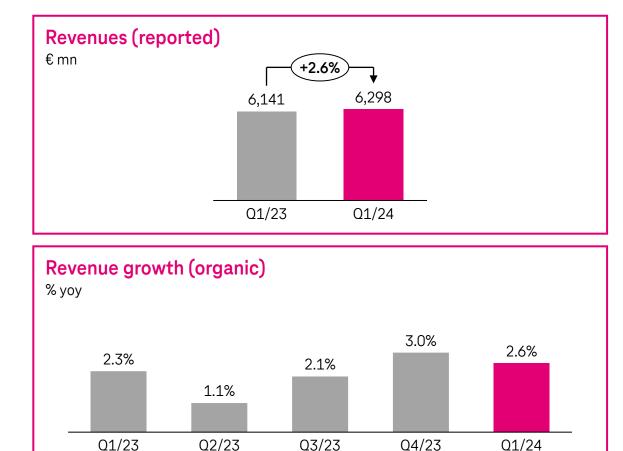


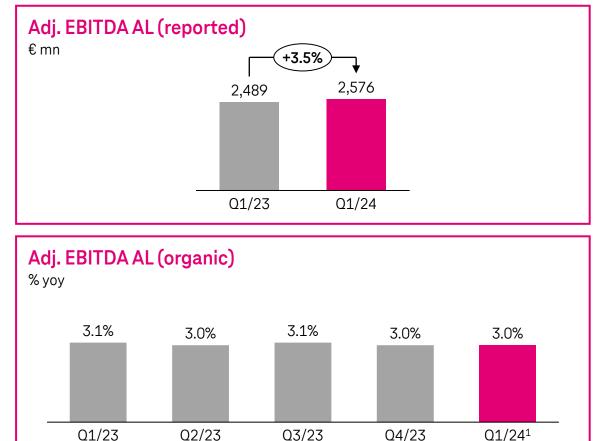


¹ Postpaid + Prepaid

Germany 30th consecutive quarter of EBITDA growth



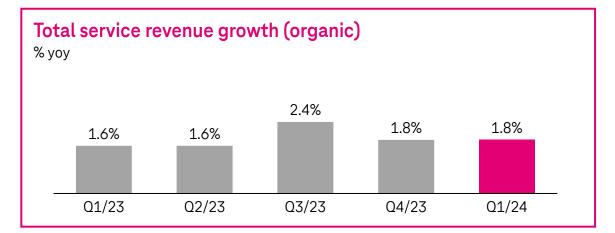




¹ Organic growth rate in Q1/24 assumes that the tower transaction did close on Jan 1st 2023, whereas the close actually happened on Feb 1st. So, the reported EBITDA AL growth rate benefitted from 1 month of higher leasing opex in Q1/23.

Germany

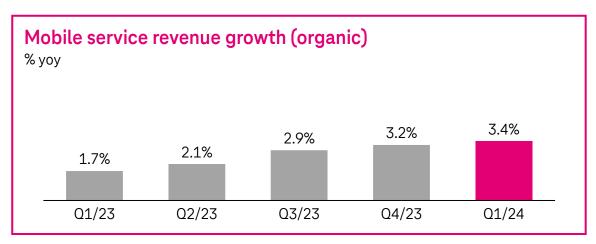
service revenues: growing across the board

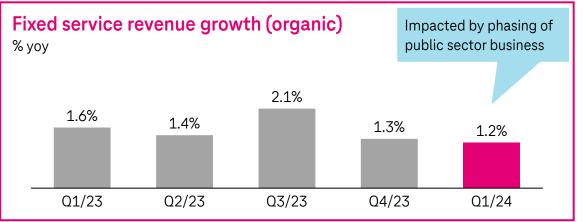


Revenue growth (reported)

% уоу

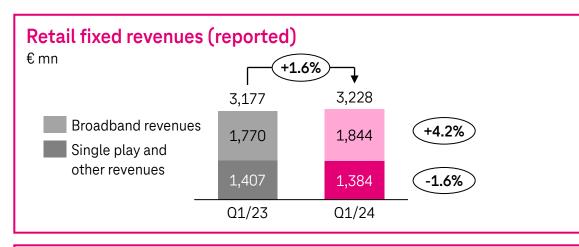
- Reported Total Service revenue growth +1.8%
- Reported Fixed Service revenue growth +1.2%
- Reported Mobile Service revenue growth +3.4%

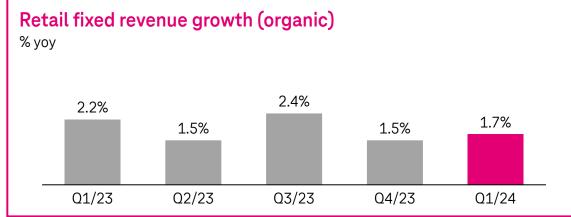


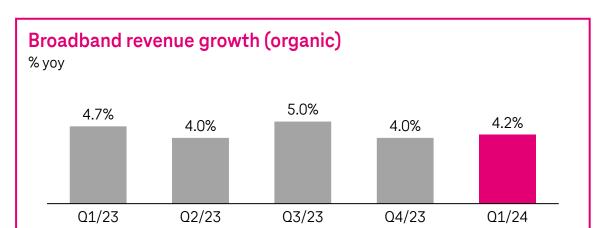


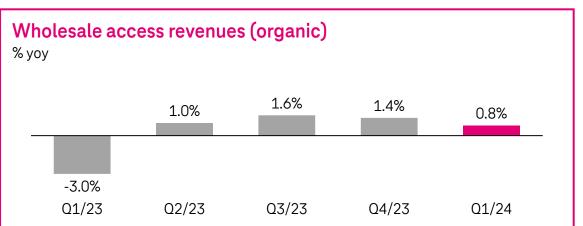
Germany

fixed revenues: steady development



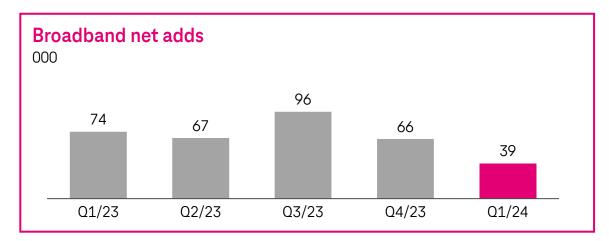


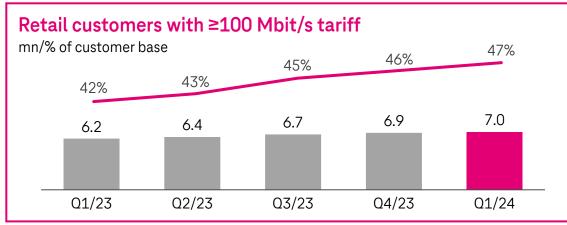


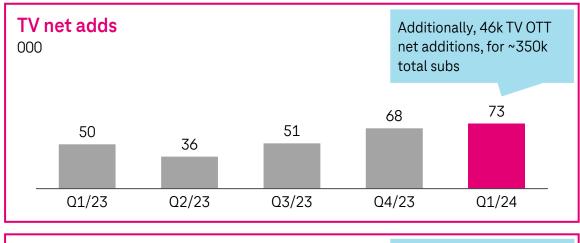


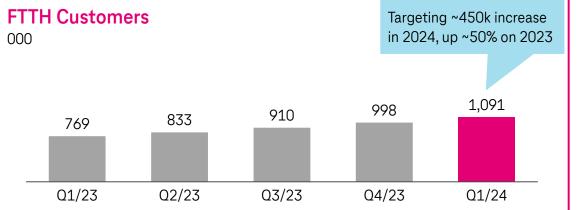


Germany fixed KPIs: broadband slower, TV and FTTH faster





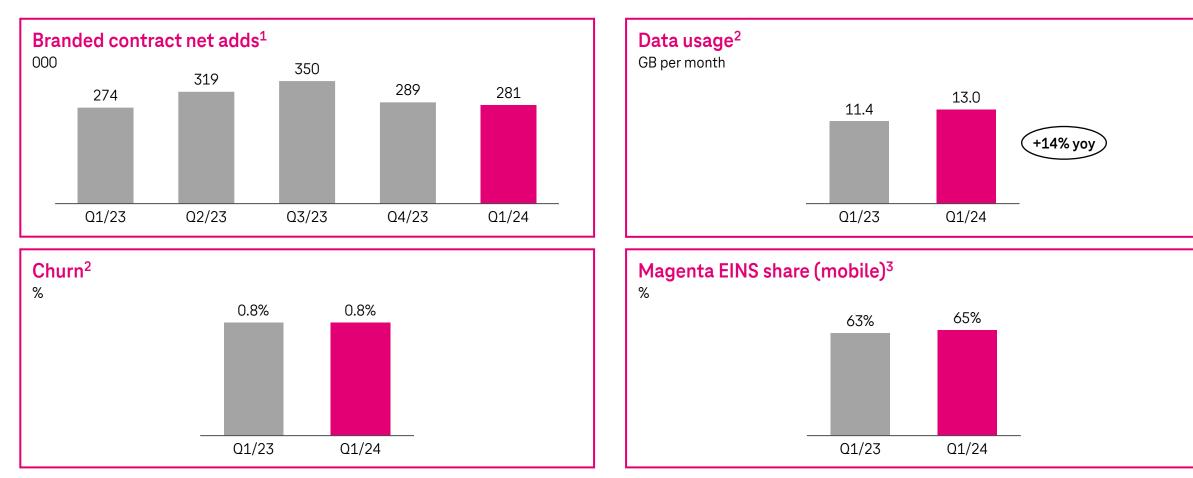




20

¹ Own branded retail customers excl. multibrand, consumer IoT and "Schnellstarter". ² Of B2C T-branded contract customers. ³ Of B2C T-branded contract customers.

mobile KPIs: strong customer intake in a competitive market

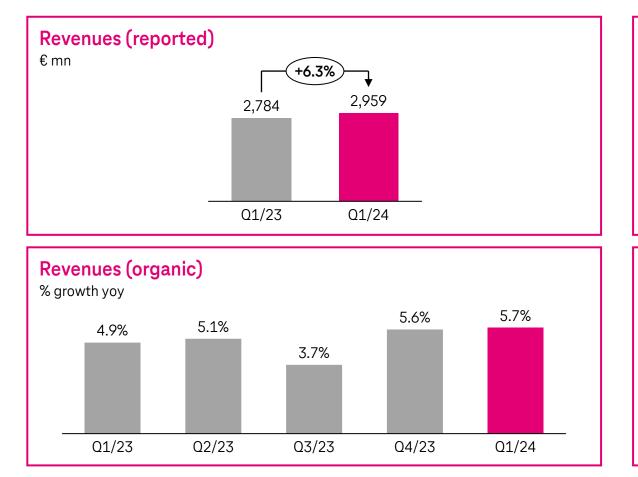


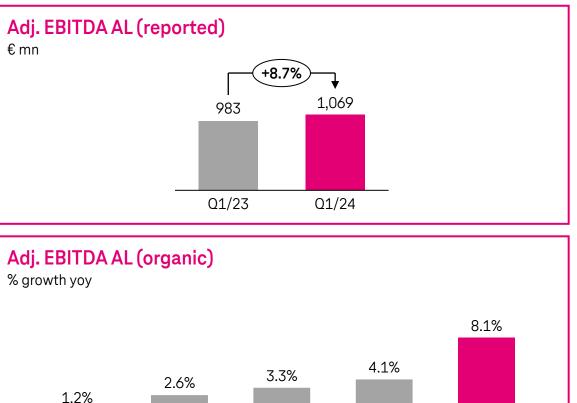


Germany



Europe 25th consecutive quarter of organic EBITDA growth





Q3/23

Q4/23

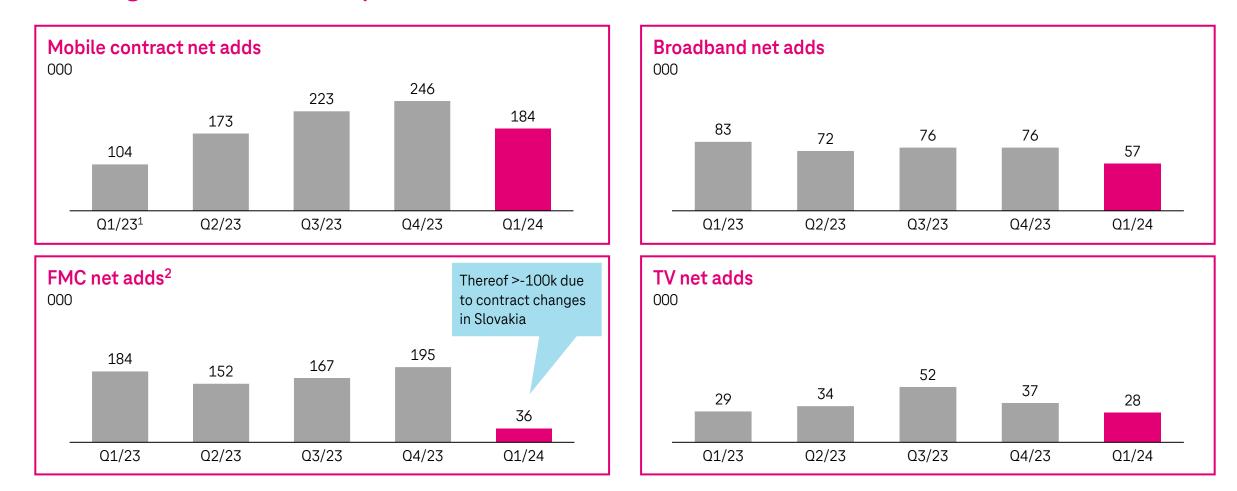
Q1/24

Q2/23

Q1/23

Europe strong commercial performance

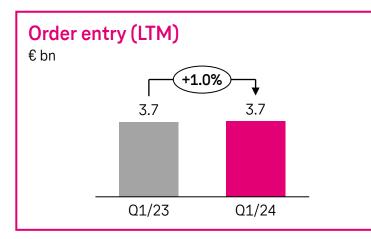




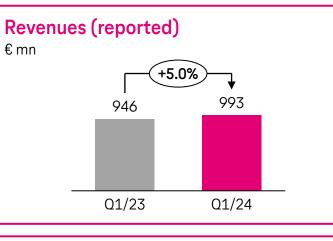
¹Q1/23 Mobile contract net adds negatively impacted by 33 k re-classifications from contract to prepay in Hungary. ² Definition alignment in Q3/23. Historic figures have been re-stated.

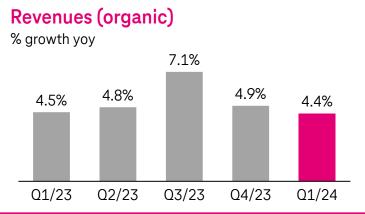
Systems Solutions

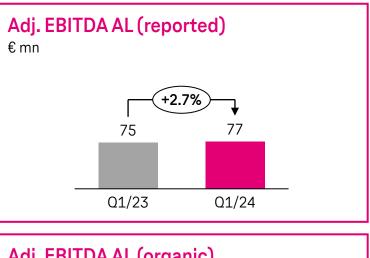
healthy revenue growth continues

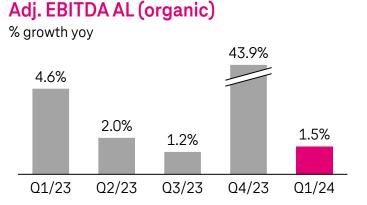


 Revenues driven by strong quarter in Cloud, overcompensating classic IT business run down. External revenue growing by +6%









Financials Q1/2024 reported

adj. EPS growing 15%, reported financials impacted by f/x headwind

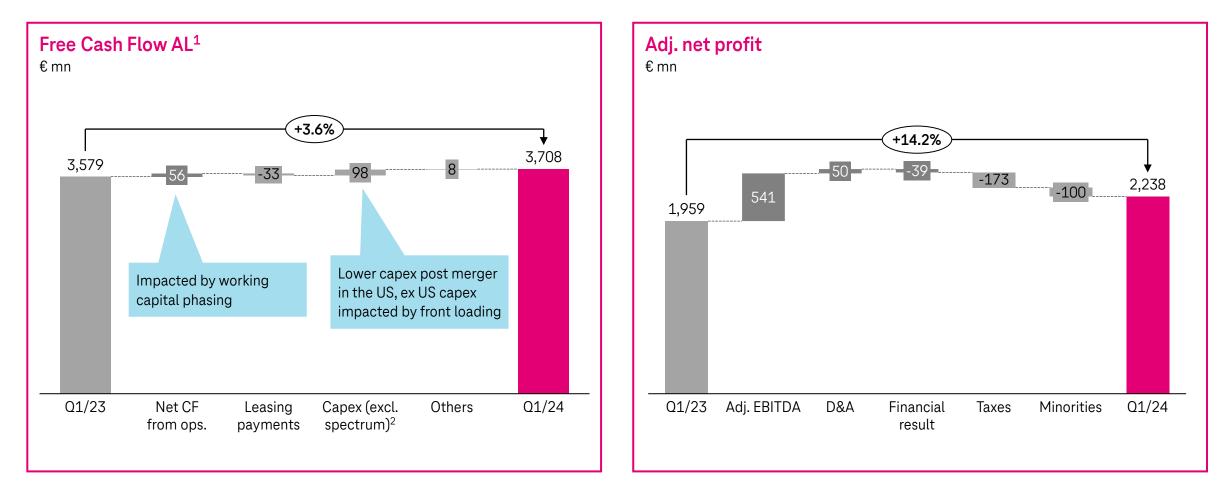
€mn	Q1			
	2023	2024	Change	Impacted by currency and lower device revenues
Revenue	27,839	27,942	+0.4%	
Service revenues	22,814	23,485	+2.9%	Service revenues growing 4.1% organically
Adj. EBITDA AL	9,963	10,473	+5.1%	
Adj. EBITDA AL (excl. US)	3,427	3,541	+3.3%	Adj. EBITDA organic +5.8%
Adj. Net profit	1,959	2,238	+14.2%	Adj. EBITDA organic +5.2%
Net profit	15,360	1,982	-87.1%	Impacted by €12.9bn gain on tower sale in Q1/23
Adj. EPS (in €)	0.39	0.45	+15.4%	impacted by 612.9bit gain on tower sale in 01/25
Free cash flow AL ¹	3,579	3,708	+3.6%	
Cash capex ¹	4,759	4,661	-2.1%	
Net debt excl. leases (AL)	93,048	94,491	+1.6%	Ex US impacted by phasing. FY guidance re-iterated
Net debt incl. leases (IFRS 16)	133,517	133,116	-0.3%	

¹ Free cash flow AL before dividend and before spectrum investments. Cash capex before spectrum investment. Spectrum: Q1/23: €57 mn; Q1/24: €67 mn.

In this presentation the Group in Q1/23 is presented in accordance with the management view: certain key performance indicators in 2023 like revenue and adj. EBITDA AL are presented as if GD Towers still would be fully consolidated. This view is different to the consolidated financial statements of DT where GD Towers is treated as a discontinued operation. For more details, please refer to the back-up to this presentation, respectively the annual report of DT both available at www.telekom.com/en/investor-relations.

FCF AL and adj. net profit

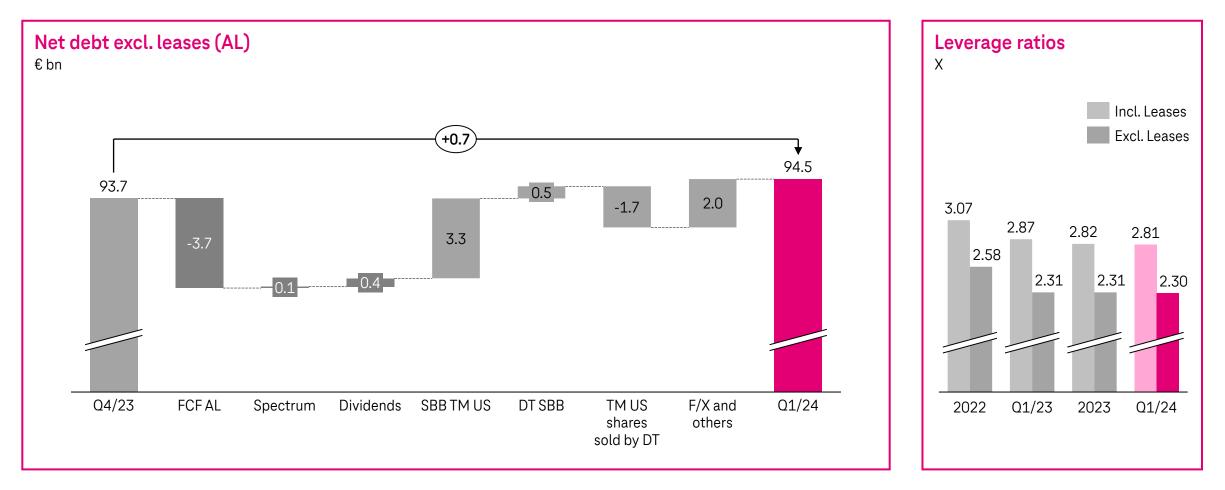
FCF impacted by phasing, net profit by EBITDA



¹ Free cash flow and FCF AL before dividend payments and spectrum investment. ² Spectrum: 01/23: €57 mn; 01/24: €67 mn.

Net debt

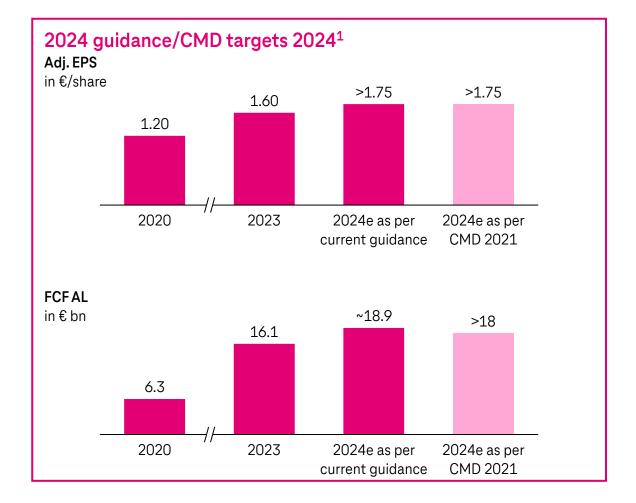
leverage ratios slightly improved



Q1 2024 results Main takeaways

Q1/24 Key messages consistent reliable growth

- Commercial performance continues unabated in all markets
- Continued sustainable growth with revenue, service revenue, EBITDA AL, FCF AL and adj. EPS
- Ex US Service revenues growing 4% organically, ex US EBITDA AL growing 5% organically
- TM US raises guidance despite possible ACP headwind
- Fiber roll-out on track for medium term targets in GER & EU. Continued investments in leading mobile infrastructure
- Gaining exposure to US fiber opportunity via fiber JV with EQT
- Stake in TM US 50.4% on April 19
- Ex lease leverage down to 2.30x. All 3 rating agencies at BBB+ with stable outlook
- Well on track for CMD 2021 targets
- DT CMD on October 10/11, 2024. TM US analyst day in autumn



¹ CMD guidance for 2024 based on $1 \in = 1.14$ US\$, Guidance assumed no change in the scope of consolidation.

Q1 2024 results Appendix

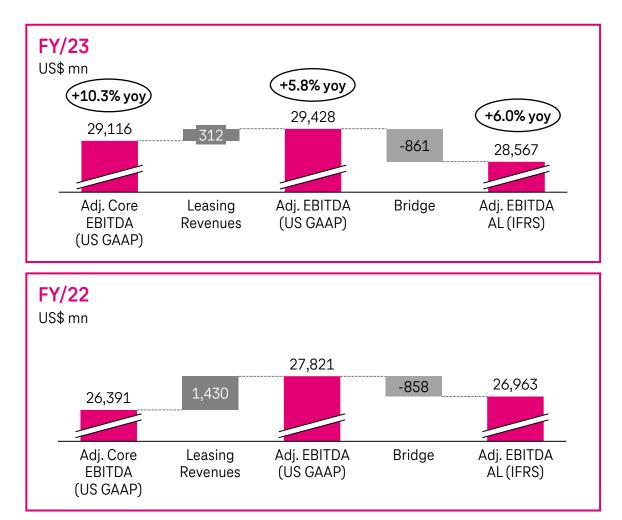
Organic growth rates

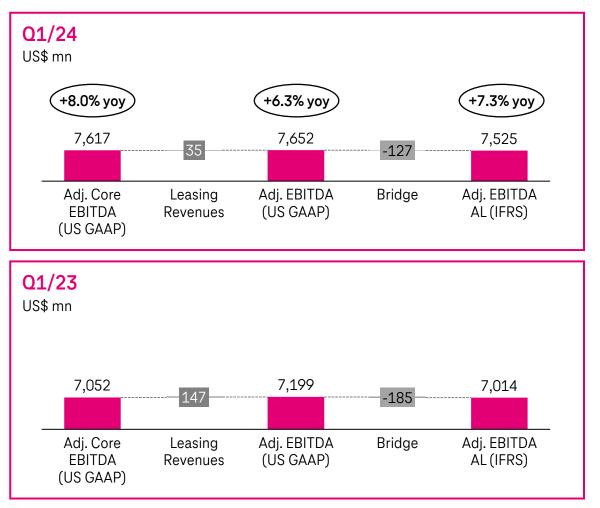
In %	Q1/24 over Q1/23
Group revenues	+1.6
Group service revenue	+4.1
Service revenue excl. US	+3.6
Group Adj. EBITDA AL	+5.8
Adj. EBITDA AL excl. US	+5.2
Group adj. Core EBITDA AL ¹	+6.9

¹ adj. EBITDA AL excl. TM US handset leases.

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TM US EBITDA reconciliation



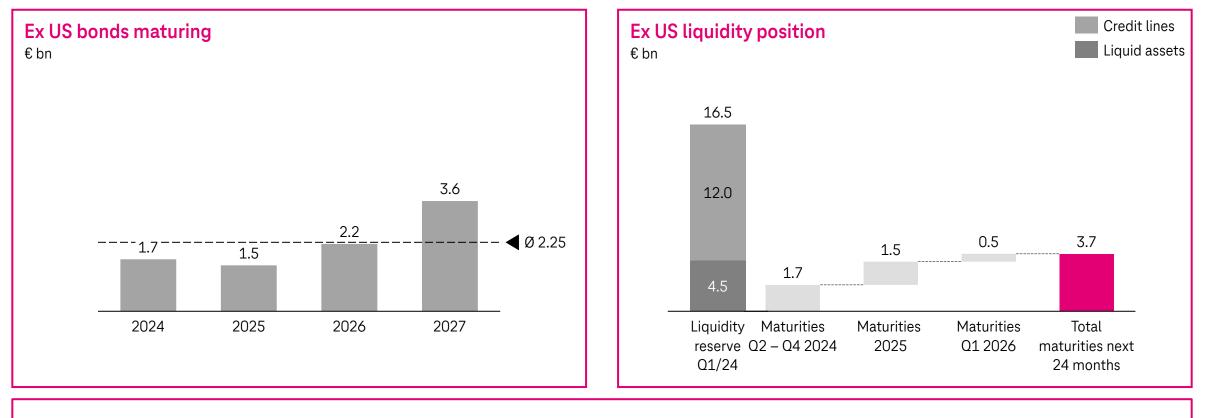


FCF AL excl. US¹ full year 2024 guidance of €3.5bn unchanged

€bn	Q1 2023	Q1 2024
Adj. EBITDA	3.7	3.9
Leasing opex	-0.3	-0.4
Adj. EBITDA AL	3.4	3.5
Cash Capex	-2.0	-2.2
Proceeds from sale of fixed assets	+0.0	+0.0
Special Factors Cash	-0.2	-0.3
Interest ex leasing	-0.2	-0.2
Cash Taxes	-0.2	-0.3
Other (working capital etc.)	+0.5	+0.1
FCFAL	1.3	0.6

Financials

maturity profile covered by strong liquidity reserve



• Additional US\$1.5 bn of outstanding TM US shareholder loans (to be repaid by 2028 at the latest)

Balance sheet deleveraging as promised

€bn	31/03/2023	30/06/2023	30/09/2023	31/12/2023	31/03/2024
Balance sheet total	303.8	299.7	302.5	290.3	295.2
Shareholders' equity	98.7	94.4	96.6	91.2	93.2
Net debt excl. leases (AL)	93.0	97.2	96.9	93.7	94.5
Net debt excl. leases (AL)/adj. EBITDA AL ¹	2.31	2.40	2.40	2.31	2.30
Net debt incl. leases (IFRS 16)	133.5	136.9	137.1	132.3	133.1
Net debt incl. leases IFRS 16/adj. EBITDA ¹	2.87	2.94	2.94	2.82	2.81
Equity ratio	32.5%	31.5%	31.9%	31.4%	31.6%

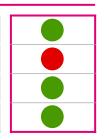
Comfort zone ratios

Rating: A–/BBB

2.25 – 2.75 Net debt IFRS 16/Adj. EBITDA

25 – 35% equity ratio

Liquidity reserve covers redemptions of the next 24 months



Current rating

Fitch:	BBB+	stable outlook
Moody's:	Baa1	stable outlook
S&P:	BBB+	stable outlook

Guidance 2024 compared to consensus

€bn	Guidance 2024 in € @ 1.08	Guidance 2024 in € @ 1.08 (Cons. f/x)	Consensus in € @ 1.08
Adj. EBITDA AL Group	~42.9	~42.9	42.8
thereof ex US	14.4	14.4	14.5
thereof TM US	~28.6	~28.6	28.4
FCFAL	~18.9	~18.9	18.9
thereof ex US	~3.5 ¹	~3.51	3.5
thereof TM US	~15.4	~15.4	15.4 ²
Adj. EPS	>1.75	n.a.	1.78

¹ Includes €0.2 bn of cash returns related to tower transaction. ² Calculated by using the DT pre-results Group consensus of €19.0 bn and subtracting ex US contribution.

Outlook 2024/25 as per annual report 2023 $(1/2)^1$

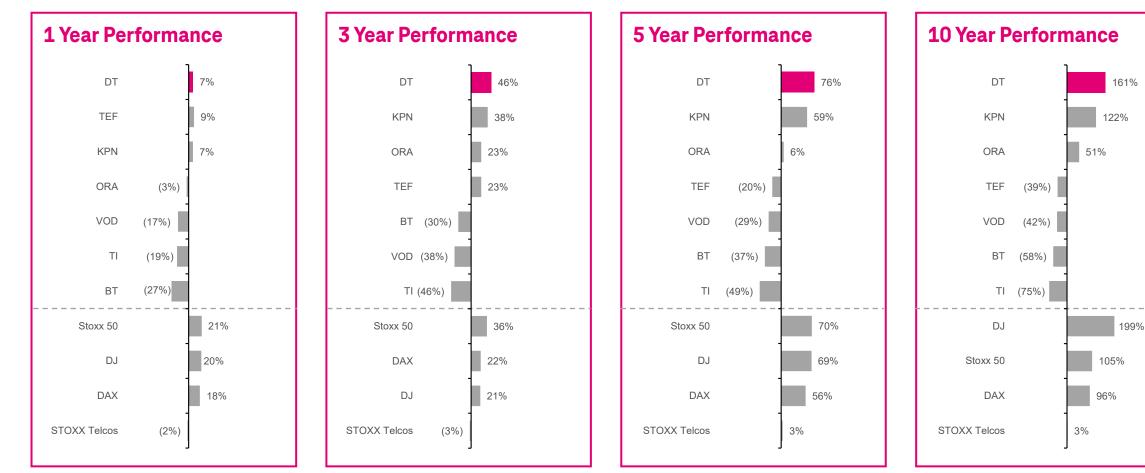
€bn	2023 pro forma	2024e	2025e
Revenue Group	112.2	Increase	Increase
Germany	25.2	Slight increase	Slight increase
US (in US\$)	78.6	Increase	Increase
Europe	11.8	Slight increase	Slight increase
Systems Solutions	3.9	Slight increase	Stable
Service Revs Group	93.2	Increase	Increase
Germany	22.1	Slight increase	Slight increase
US (in US\$)	63.6	Increase	Increase
Europe	9.8	Slight Increase	Slight increase
Systems Solutions	3.8	Slight Increase	Stable
Adj. EBITDA AL Group	40.6	~42.9	Strong Increase
Germany	10.2	10.5	Increase
US (in US\$)	28.8	30.8	Strong increase
Europe	4.1	4.3	Slight increase
Systems Solutions	0.3	0.3	Slight increase

¹ See annual report 2023 for additional details.

Outlook 2024/25 as per annual report 2023 (2/2)¹

€bn	2023 pro forma	2024e	2025e
Cash Capex Group	16.6	~15.9	Stable
Germany	4.6	Slight increase	Slight increase
US (in US\$)	9.8	Decrease	Stable
Europe	1.8	Slight increase	Slight increase
Systems Solutions	0.2	Stable	Stable
FCF AL Group	16.2	~18.9	Strong increase
Adj. EPS	1.60	>1.75	Increase
Net debt/adj. EBITDA	2.82x	~2.75x	~2.75x

Longer term TSR comparisons



Source: FactSet. Data as per 10. May 2024.

Investor + Analyst Webcast with Q&A session

The conference call will be held on May16 at 14:00 CET, 13:00 GMT, 08:00 EST, 05:00 PST, 22:00 JST **DT Participants:** <u>Tim Höttges</u> (CEO), <u>Christian Illek</u> (CFO), <u>Hannes Wittig</u> (Head of IR)



🕨 YouTube

- Live webcast
- Instant replay
- Available on all devices

- Detailed time stamps in video description for slides + Q&A:
- Presentation ———
 Tim Höttges (CEO): Group results + guidance
 0:01:11 Welcome
 0:01:22 Overview (p#4)
 0:03:34 Financials reported: strong growth (p#5)
 0:04:30 Financials organic: strong growth (p#6)

😳 webex

https://dtag.webex.com/dtag/j.php?MTID=m1ae994da11cba753f ae8223ac6d10430

Password: Q1RESULTS

To ask a question, click the "lift hand" function. If you would like to cancel your question, click it again.

🖀 Dial-in

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Further questions please contact the IR department



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