

Deutsche Telekom Q2/2024 results

August 8, 2024



#DT24Q2

Disclaimer

This presentation contains forward-looking statements that reflect the current views of Deutsche Telekom management with respect to future events. These forward-looking statements include statements with regard to the expected development of revenue, earnings, profits from operations, depreciation and amortization, cash flows, and personnel-related measures. You should consider them with caution. Such statements are subject to risks and uncertainties, most of which are difficult to predict and are generally beyond Deutsche Telekom's control. Among the factors that might influence our ability to achieve our objectives are the progress of our workforce reduction initiative and other cost-saving measures, and the impact of other significant strategic, labor or business initiatives, including acquisitions, dispositions and business combinations, and our network upgrade and expansion initiatives. In addition, stronger than expected competition, technological change, legal proceedings and regulatory developments, among other factors, may have a material adverse effect on our costs and revenue development. Further, the economic downturn in our markets, and changes in interest and currency exchange rates may also have an impact on our business development and the availability of financing on favorable conditions. Changes to our expectations concerning future cash flows may lead to impairment write downs of assets carried at historical cost, which may materially affect our results at the group and operating segment levels.

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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.

H1/2024 results

Group

H1/24

consistent reliable growth

H1/2024 Highlights

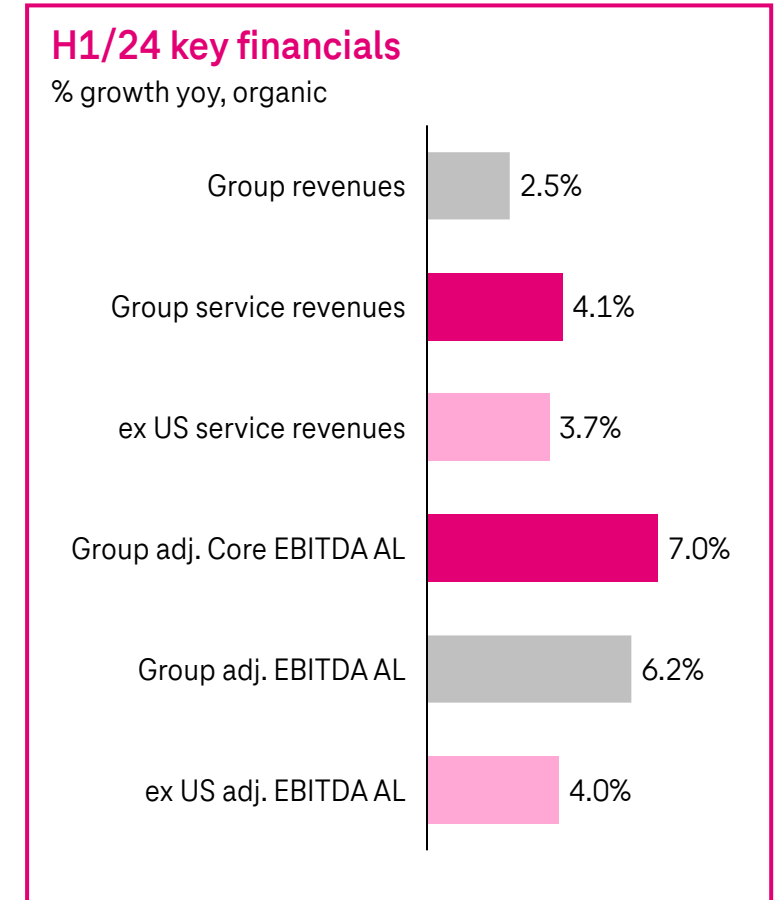
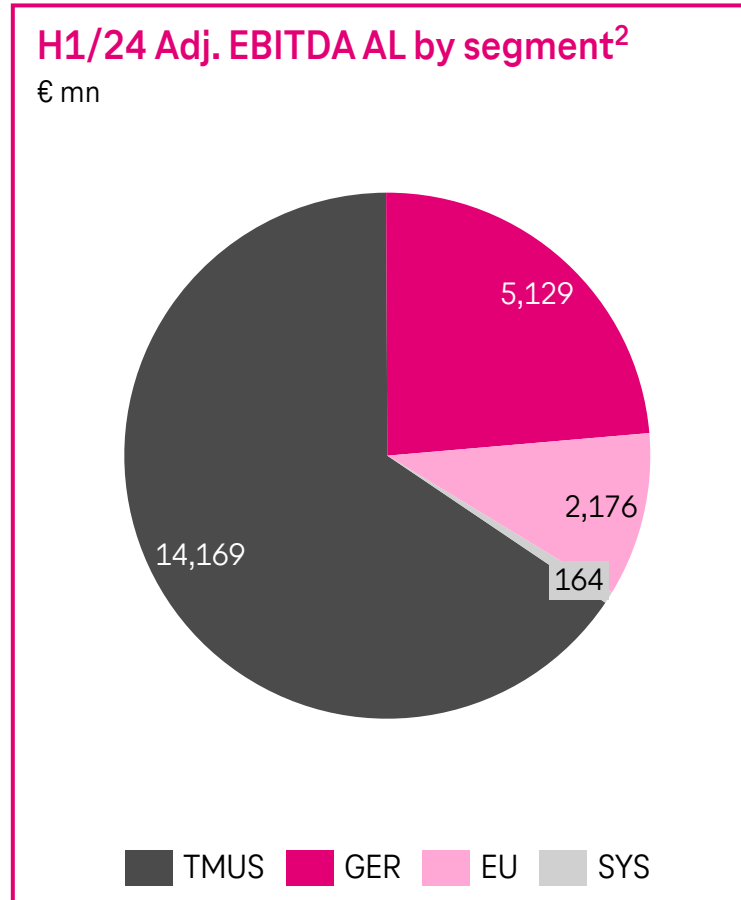
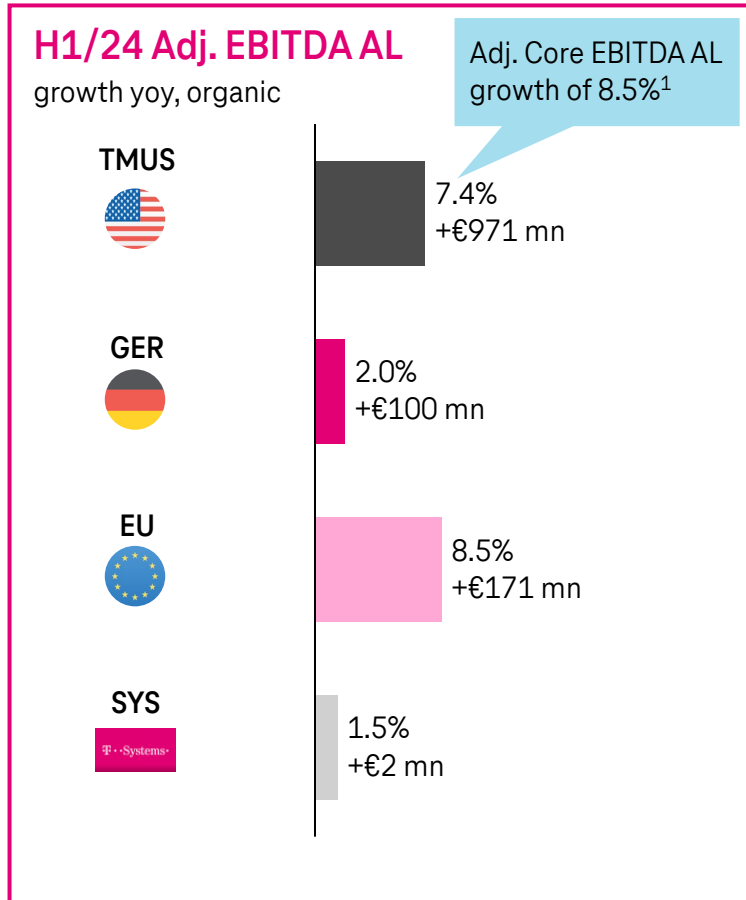
- Organic growth: Group service revenues up 4.1%, Group adj. EBITDA AL up 6.2%, all segments contributing. FCF AL up 25.9%, adj. EPS up 23.0%¹.
- US/GER/EU: Strong customer momentum continues. TMUS passes 100 mn postpaid subs watermark.
- GER with 31st, EU with 26th consecutive quarter of organic adj. EBITDA AL growth.
- Improved outlook for TMUS reflected in guidance.
- TMUS creates Fiber JV with EQT targeting 3.5 mn homes by 2028 and enters JV with KKR to acquire Metronet for additional 6.5 mn FTTH homes by 2030².
- TMUS announces acquisition of UScellular².
- Binding agreement with German government on utilization of Chinese equipment in mobile networks.



¹FCF AL and adj. EPS growth rate as reported. ²Transactions subject to regulatory approval.

Financials H1/24 organic

strong organic growth



¹ According to IFRS. US GAAP growth is 8.7%. Adj. Core EBITDA excludes decreasing handset leasing revenues (US\$ -0.155 bn yoy). ² Excl. GHS & GD (-337 mn €). Group EBITDA AL €21,292 mn.

In this presentation, the Group in H1/2023 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.

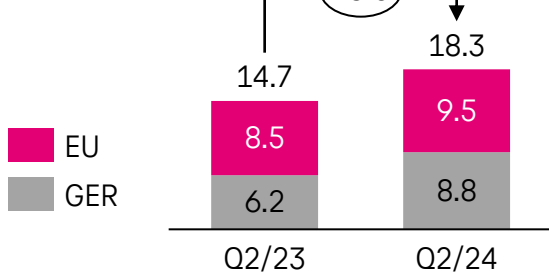
This view is different to the consolidated financial statements of DT where Group Development is treated as a discontinued operation. For more details, please refer to the back-up to this presentation, respectively the annual report of DT both available at www.telekom.com/en/investor-relations.

Networks

leading with 5G, FTTH on track

FTTH (1 Gbps)

Fiber homes passed
mn



GER

- Fiber: On track for >10 mn HHs by YE
- DT tested as best nationwide fixed network by Connect.

EU

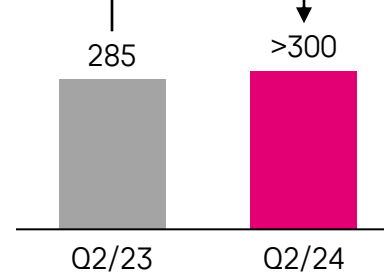
- On track for >10 mn HHs with 1 Gbps by YE 2024. Coverage now at 37% of HHs.

USA

- Fiber JV with EQT targeting 3.5 mn homes by 2028. JV with KKR targeting 6.5 mn FTTH homes by 2030².

5G TMUS

Ultra Capacity 5G¹
mn POPs



Network leader

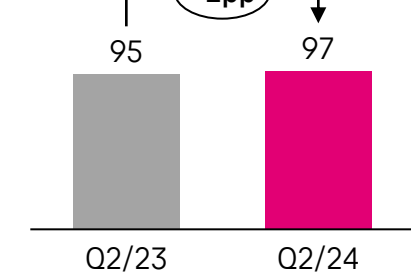
- Swept every category for overall network performance in the latest OpenSignal and Ookla test. According to OpenSignal, TMUS' DL speeds are up to 3 times as fast as peers, alongside having nearly 6 times the 5G availability as our next closest competitor.

5G

- 87% of 5G traffic carried on sites with all three spectrum layers, delivering an incredibly consistent network experience.

5G ex US

Germany
% of POPs



GER

- Telekom wins Chip magazine German mobile network test: Superior 5G DL speed of 374Mbit/s at DT vs. 206/190 Mbit/s in the two competing nationwide networks.

EU

- Roll-out of 5G coverage: 72% POP coverage end of Q2/24. Up 13 pp since Q2/23.

¹ Ultra Capacity on mid-band spectrum. ² Transactions subject to regulatory approval.

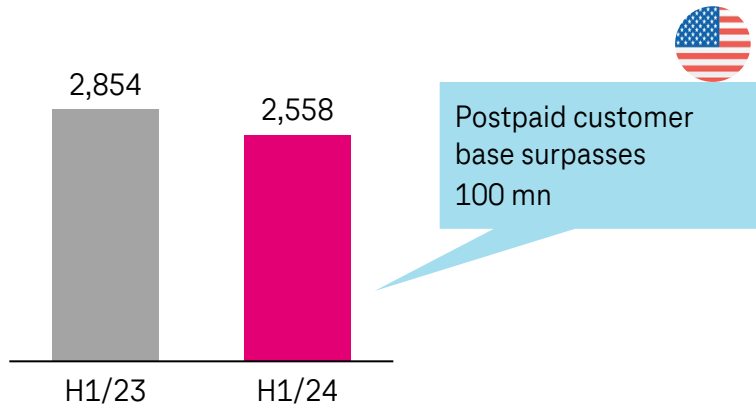
Customers

growing strongly

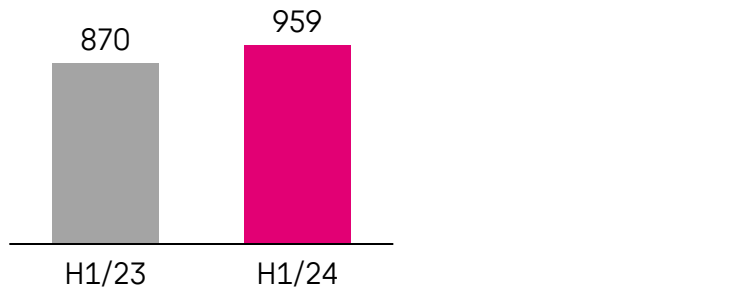
Mobile net adds

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US (postpaid)



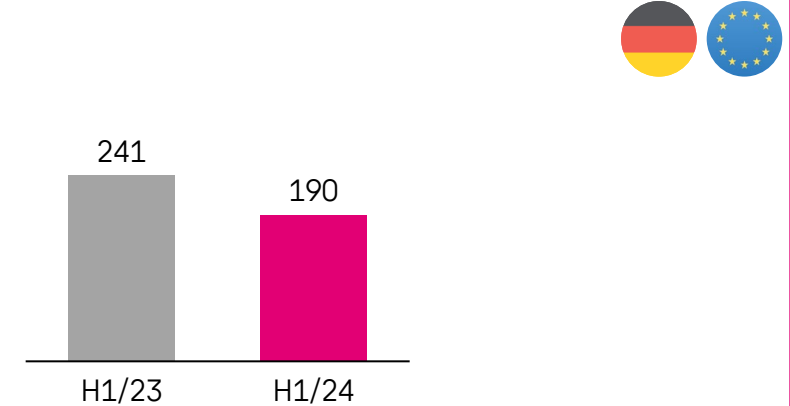
Ex US (contract)¹



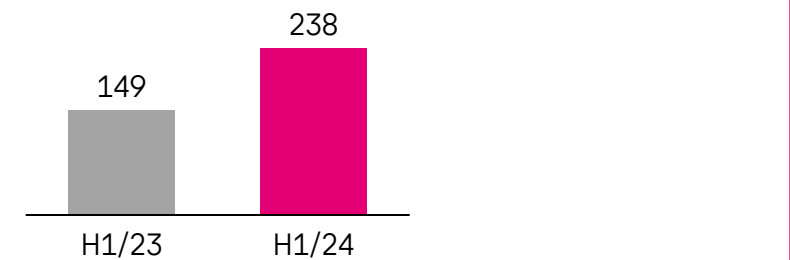
Fixed line net adds²

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Broadband



TV



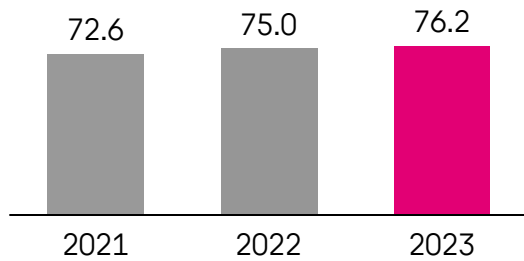
¹ GER + EU. GER: own brand only. ² GER + EU.

Society and Environment

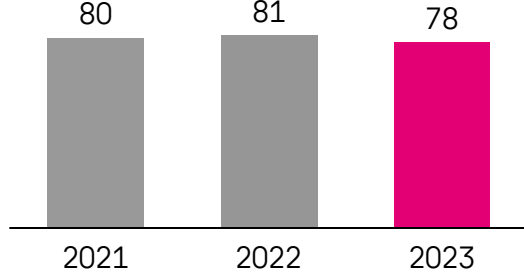
energy consumption reduced again

Societal agenda

Customer satisfaction¹
Tri*M



Employee satisfaction²
%



Environment

- **NEW** Group energy consumption -2.5% yoy in H1/24 and CO₂ emissions (Scope 1&2) -1.5%

Society

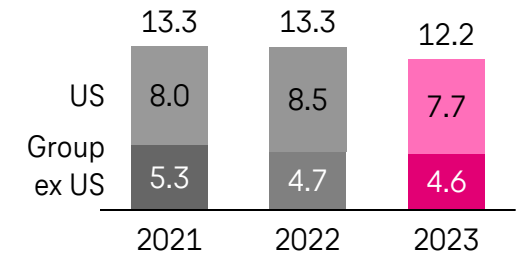
- **NEW** BAFA³ report published (as part of LKSG)
- **NEW** Wage negotiations in Germany concluded
- **NEW** Launch of diversity e-learning and publishing of DE&I Glossary

Governance

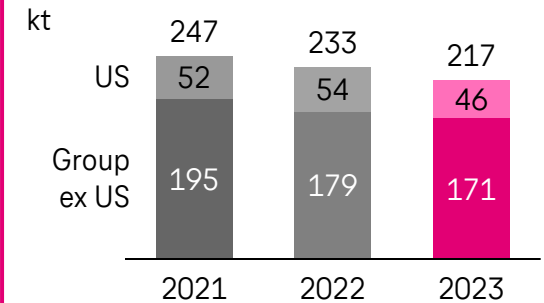
- **NEW** Townhall with CEO dedicated exclusively to ESG
- **NEW** Launch of internal sustainability academy

Environmental agenda

Energy consumption
mn MWh



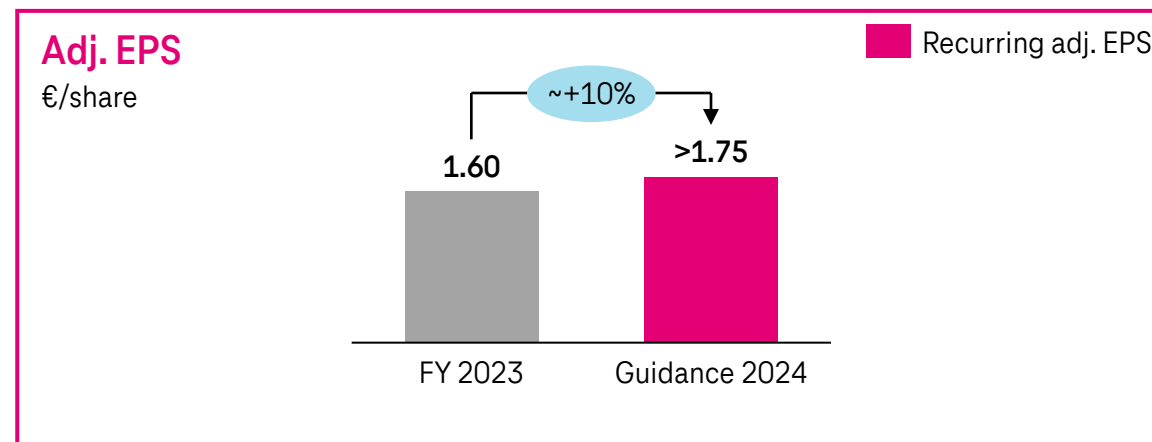
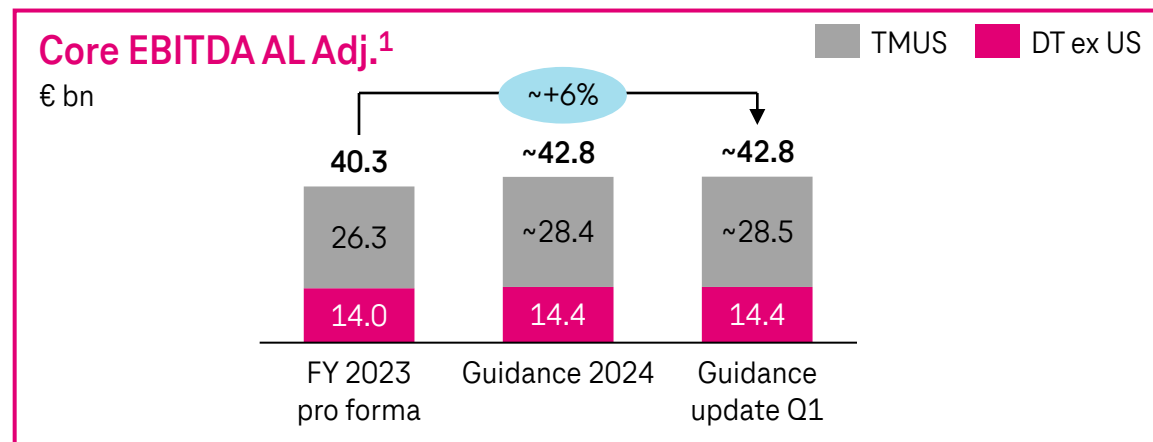
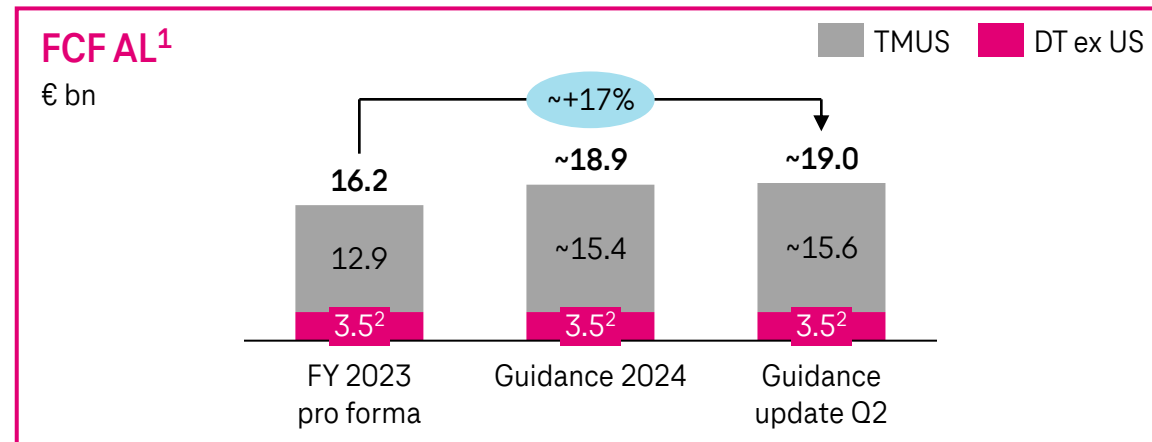
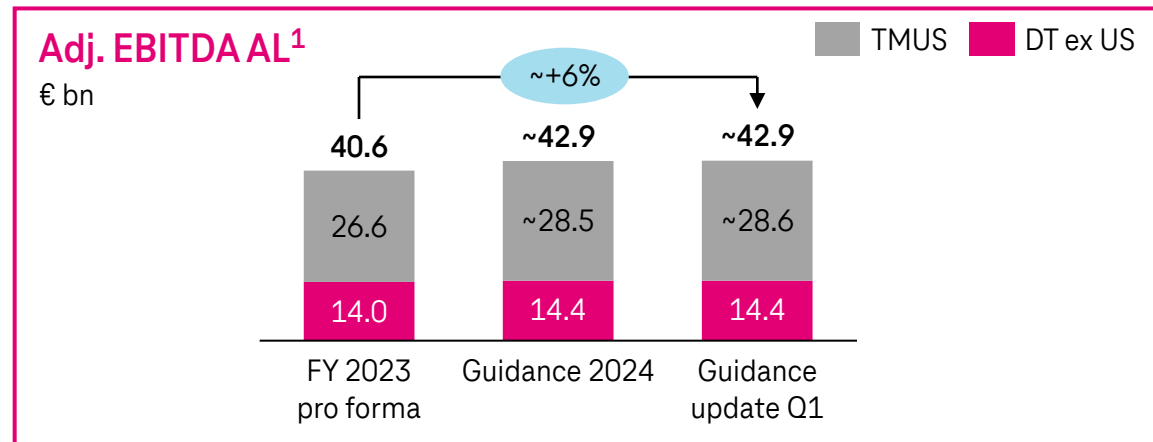
CO₂e emissions (scope 1+2)



¹ ex US. ² ex US. Positive answer on employee/pulse survey question: "How do you feel at our company". ³ Bundesamt für Wirtschaft und Ausfuhrkontrolle/Federal Office for Economic Affairs and Export Control.

Guidance 2024

free cash flow outlook raised for TMUS and the Group



¹ TMUS guidance is based on midpoint of US GAAP guidance of US\$31.6-31.9 bn adj. EBITDA; of US\$31.5-31.8 bn Core adj. EBITDA and of US\$16.6-17.0 bn FCF. 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 0.1 bn cash returns related to tower transaction. Both exclude TMUS dividend receipts.

Q2/2024 results

Review of segments and
financials

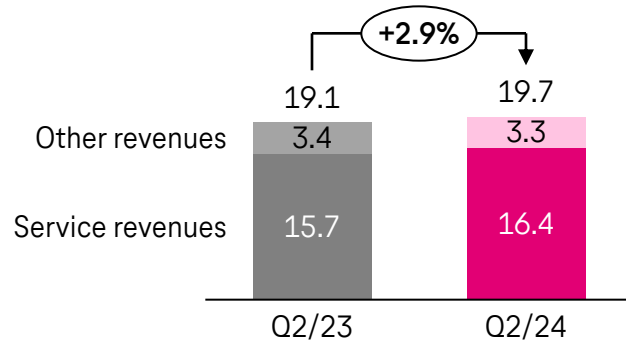
T-Mobile US

strong financial growth – handset lease unwind coming to an end



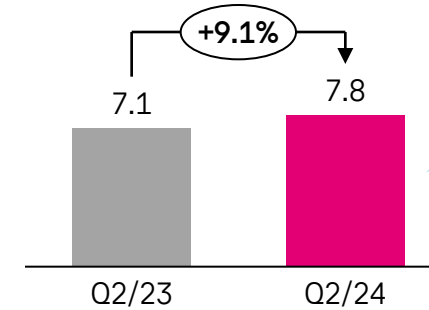
Revenues (IFRS)

US\$ bn



Adj. EBITDA AL (IFRS)²

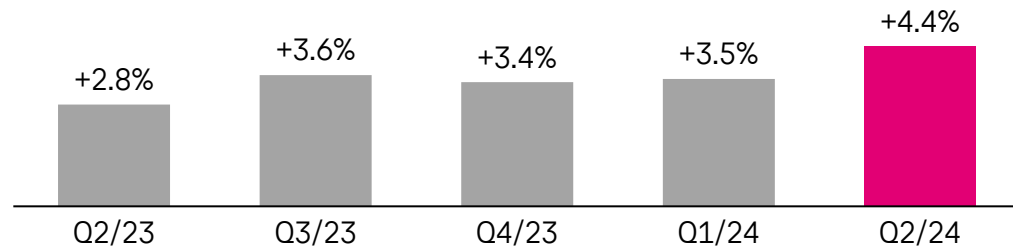
US\$ bn



yoy decline in handset leasing revenues down to US\$39 mn¹

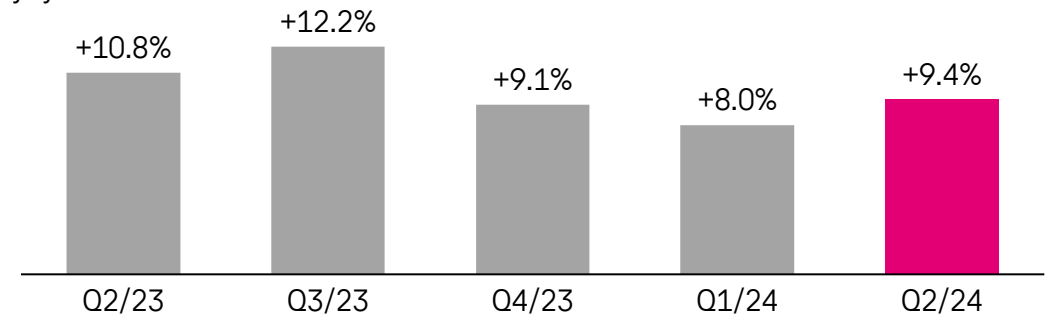
Service revenue (US GAAP)

% yoy



Core adj. EBITDA (US GAAP)

% yoy



¹ Due 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.

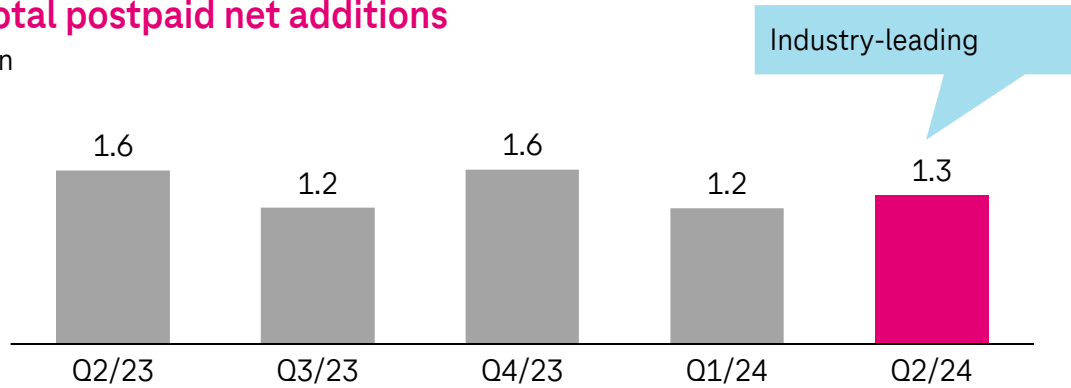
T-Mobile US

Industry-leading customer growth



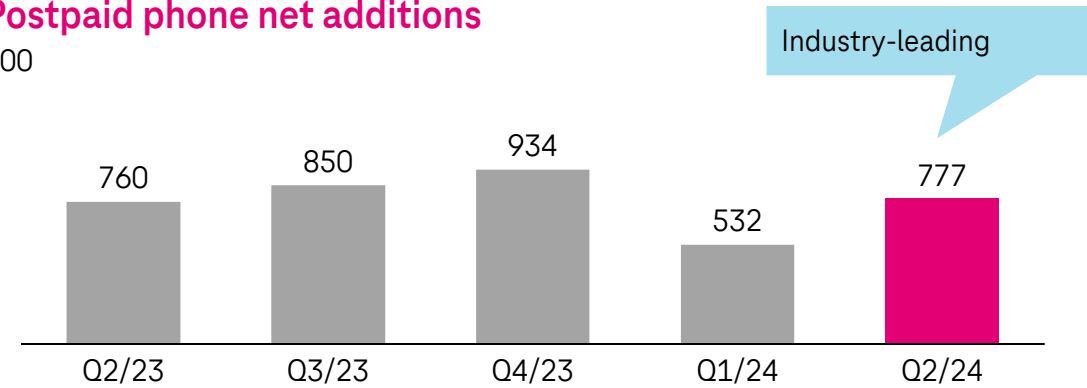
Total postpaid net additions

mn



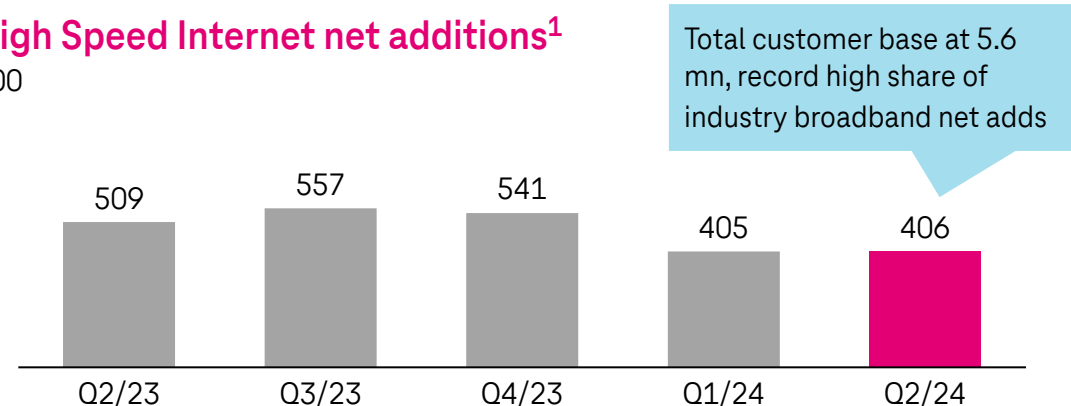
Postpaid phone net additions

000



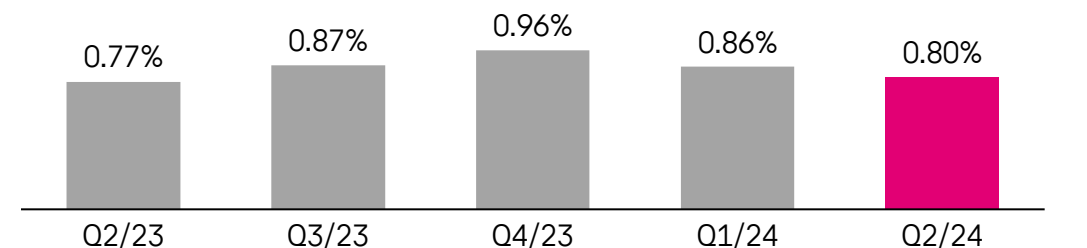
High Speed Internet net additions¹

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Postpaid phone churn

%



¹ Postpaid + prepaid.

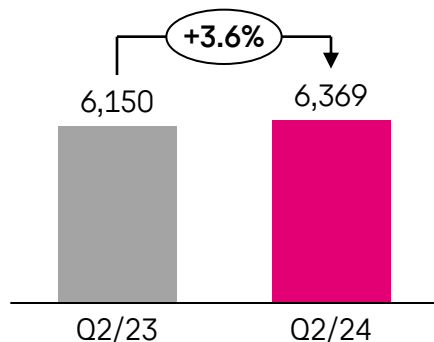
Germany

31st consecutive quarter of EBITDA growth



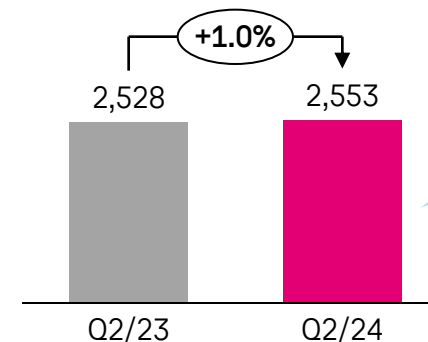
Revenues (reported)

€ mn



Adj. EBITDA AL (reported)

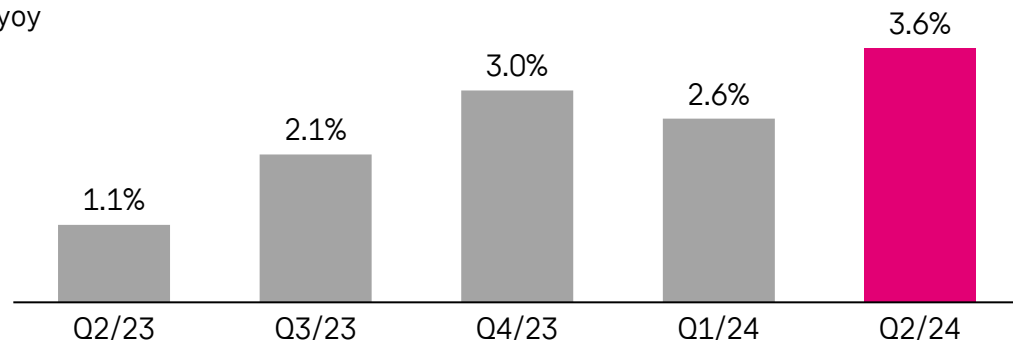
€ mn



Impacted by one-off payment from wage agreement. €70 mn (gross)²

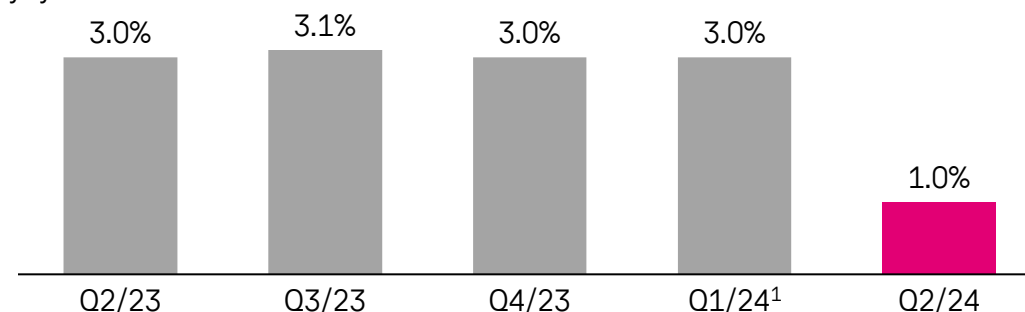
Revenue growth (organic)

% yoy



Adj. EBITDA AL (organic)

% yoy



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. As such, the reported EBITDA AL growth rate benefitted from 1 month of higher leasing opex in Q1/23.

² Total impact on DT's domestic business incl. GHS approx. €90 mn.

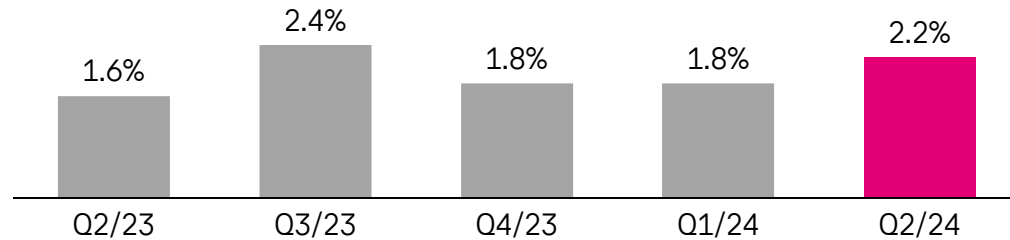
Germany

service revenues: accelerated growth



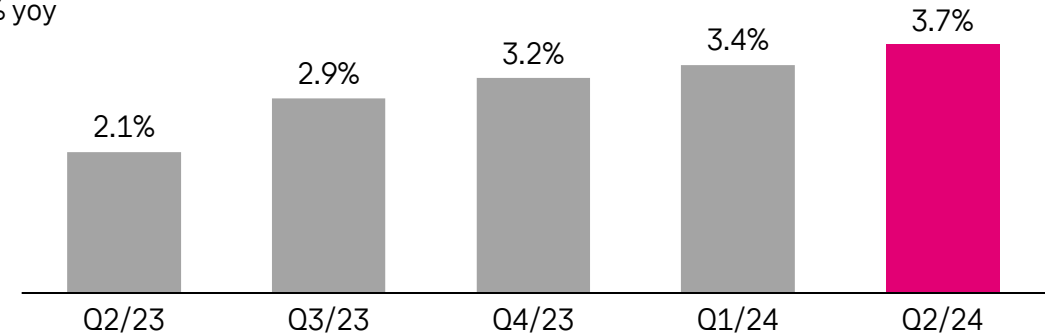
Total service revenue growth (organic)

% yoy



Mobile service revenue growth (organic)

% yoy



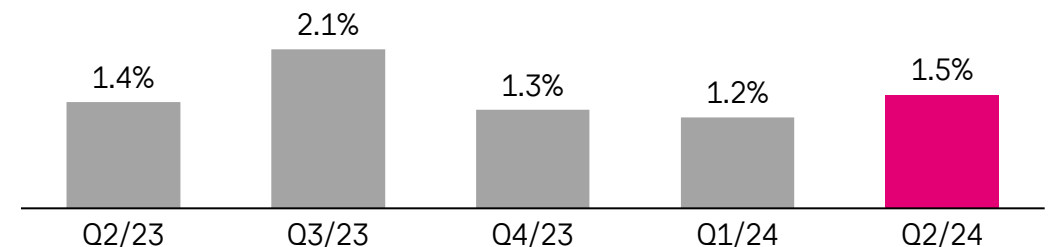
Revenue growth (reported)

% yoy

- Reported total service revenue growth +2.1%
- Reported fixed service revenue growth +1.5%
- Reported mobile service revenue growth +3.7%

Fixed service revenue growth (organic)

% yoy



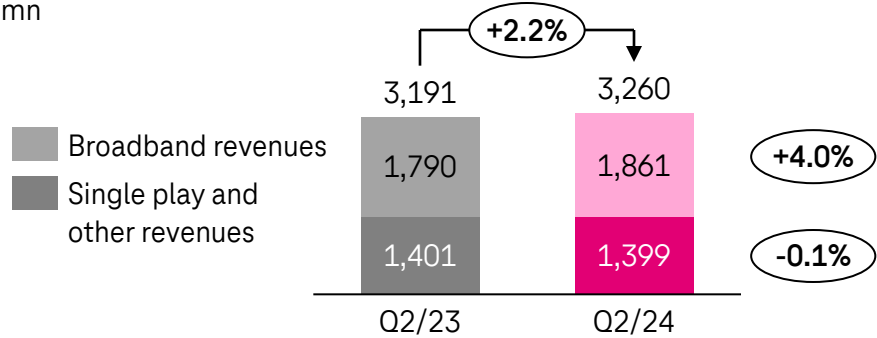
Germany

fixed revenues: improvement in retail and wholesale access



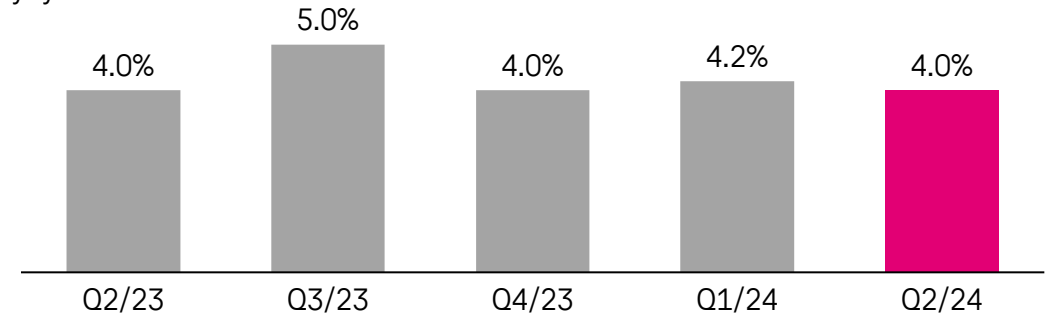
Retail fixed revenues (reported)

€ mn



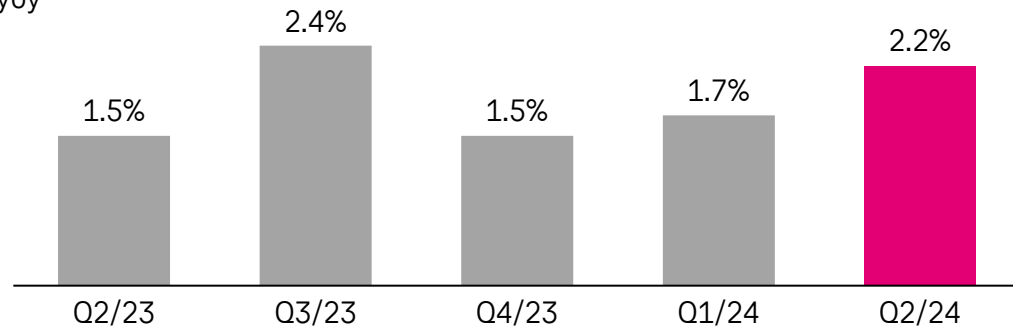
Broadband revenue growth (organic)

% yoy



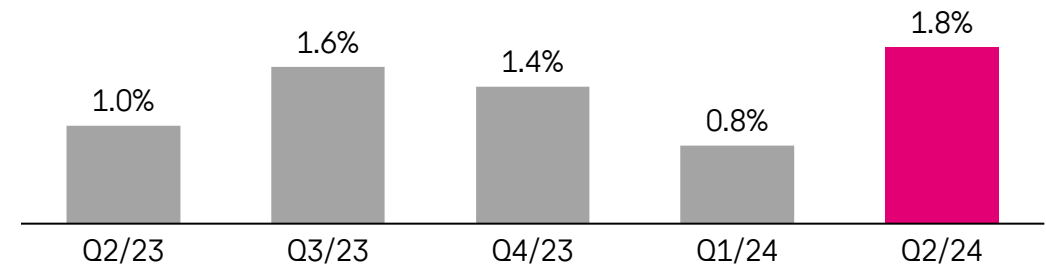
Retail fixed revenue growth (organic)

% yoy



Wholesale access revenues (organic)

% yoy



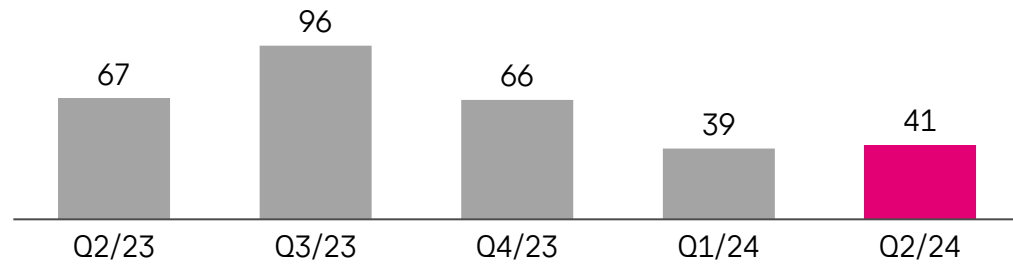
Germany

fixed KPIs: broadband growth steady, TV and FTTH faster



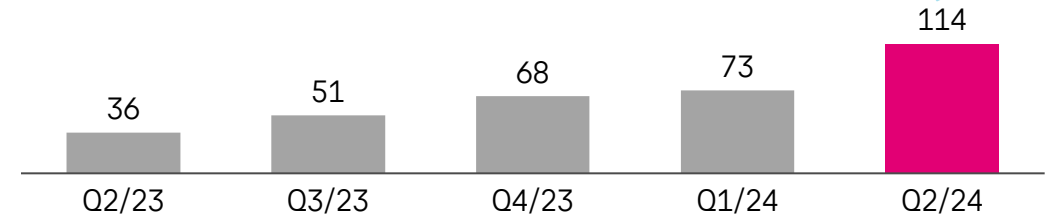
Broadband net adds

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TV net adds (ex OTT)

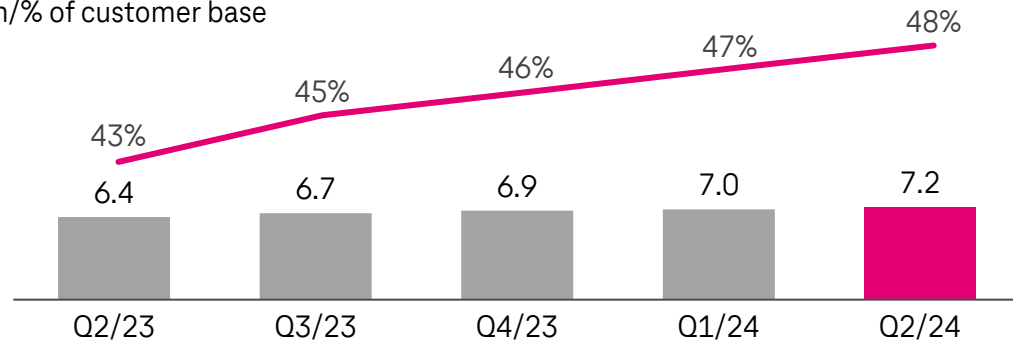
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“Nebenkostenprivileg” and European Championship support TV net adds

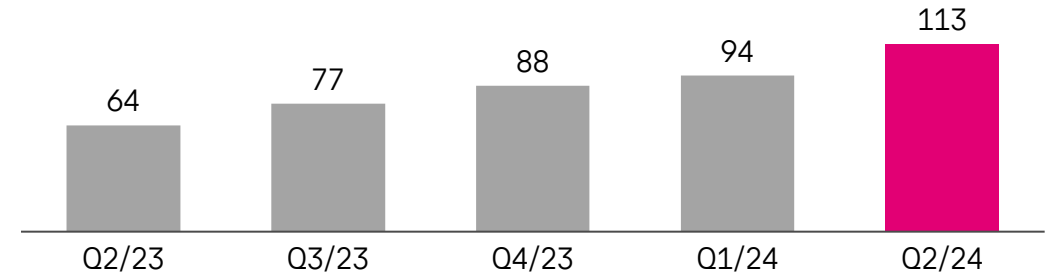
Retail customers with ≥ 100 Mbit/s tariff

mn/% of customer base



FTTH net adds

000



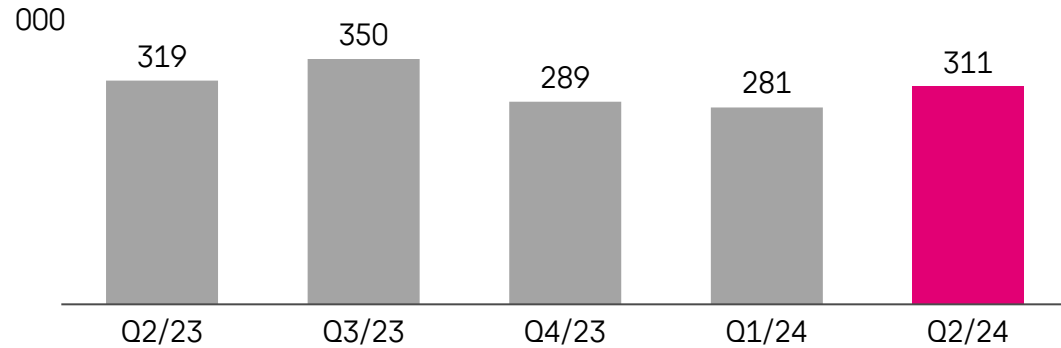
Total customer base at 1.2 mn

Germany

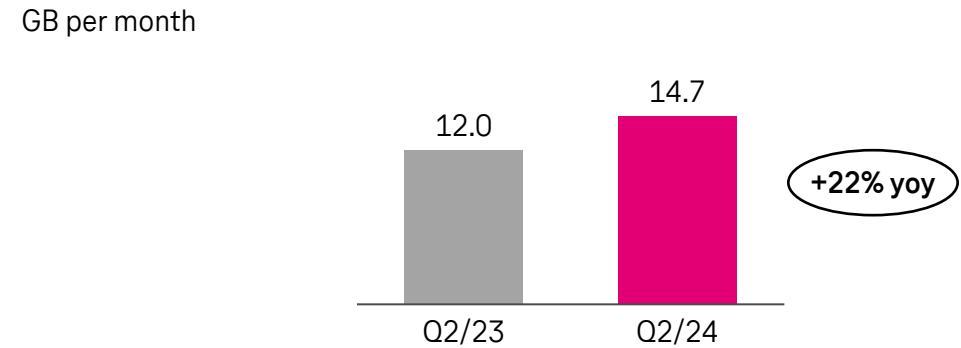
mobile KPIs: strong customer intake in a competitive market



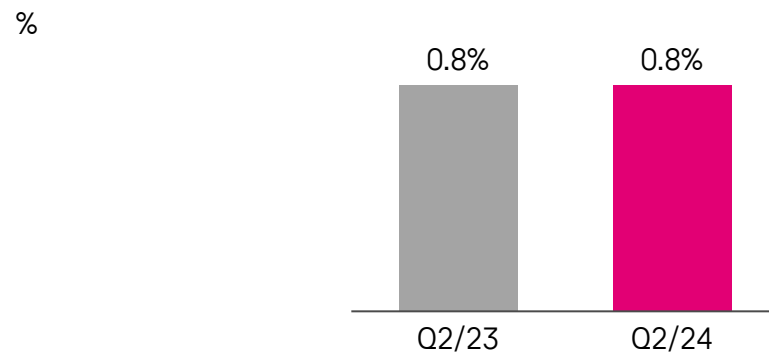
Branded contract net adds¹



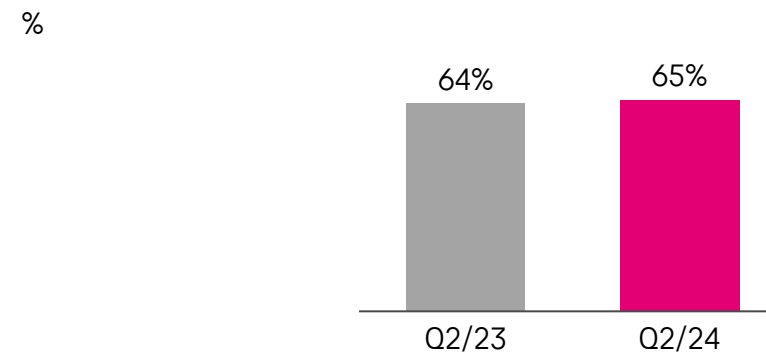
Data usage²



Churn²



MagentaEINS share (mobile)³



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.

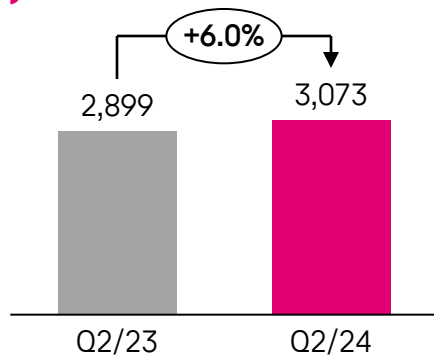
Europe

26th consecutive quarter of organic EBITDA growth



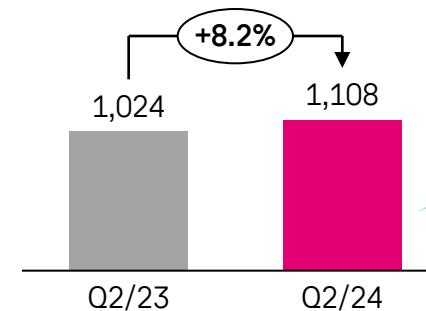
Revenues (reported)

€ mn



Adj. EBITDA AL (reported)

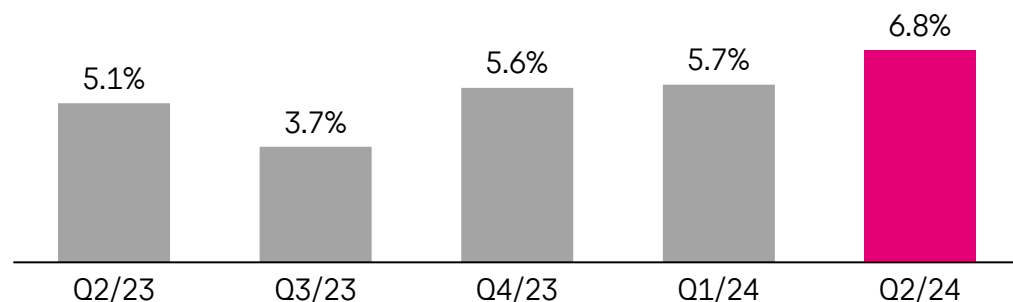
€ mn



EBITDA growth positively impacted by lower energy costs (~1.7pp)

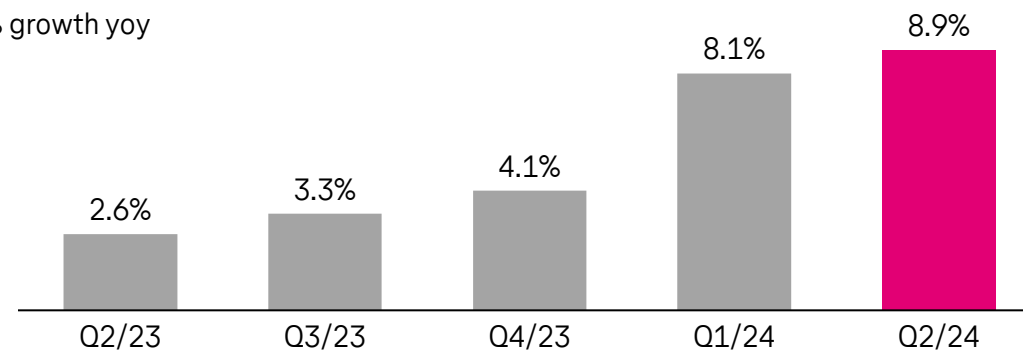
Revenues (organic)

% growth yoy



Adj. EBITDA AL (organic)

% growth yoy

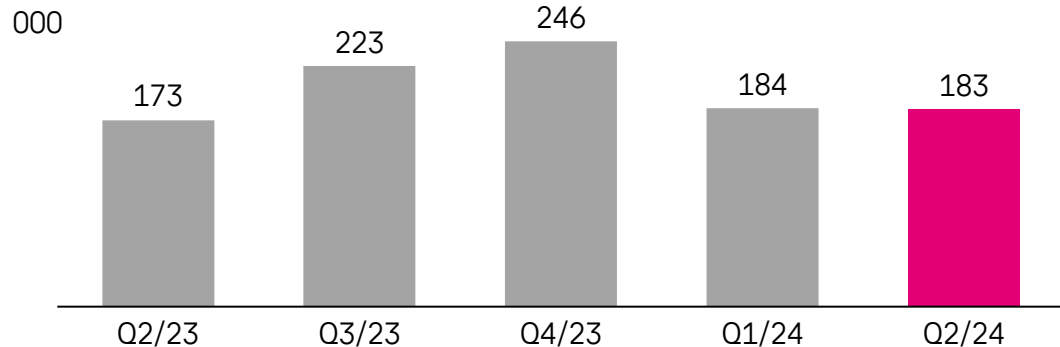


Europe

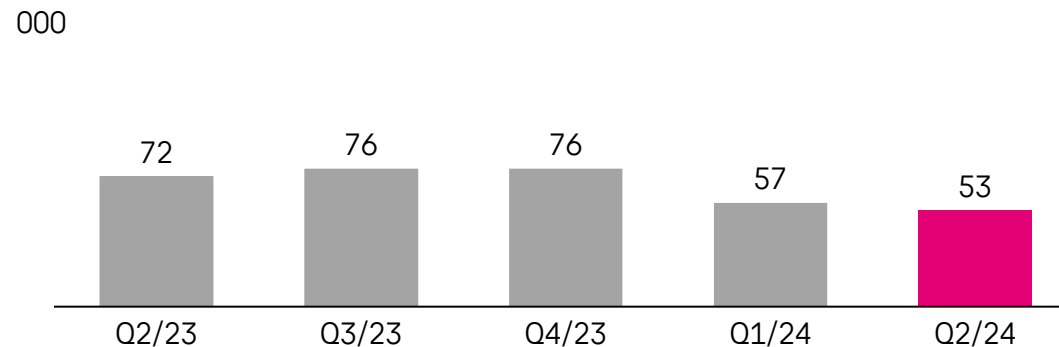
strong commercial performance continues



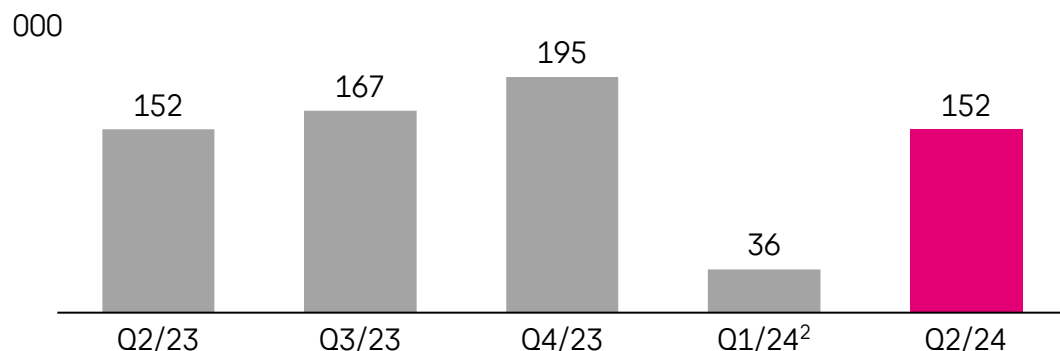
Mobile contract net adds



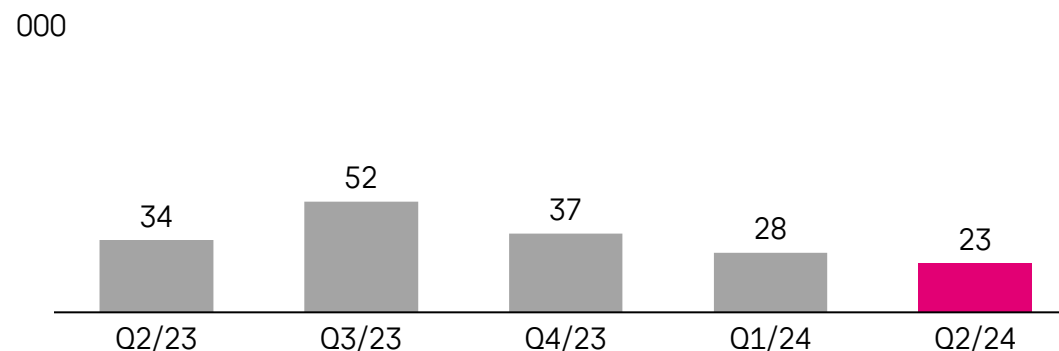
Broadband net adds



FMC net adds¹



TV net adds



¹ Definition alignment in Q3/23. Historic figures have been restated.

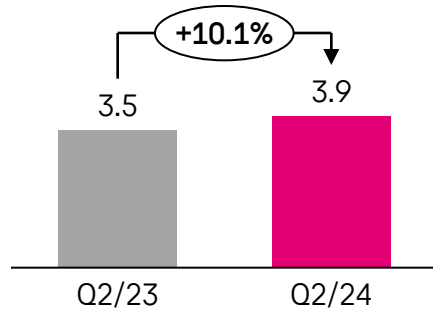
² Thereof >-100k due to contract changes in Slovakia.

Systems Solutions

steady trends, order book improved

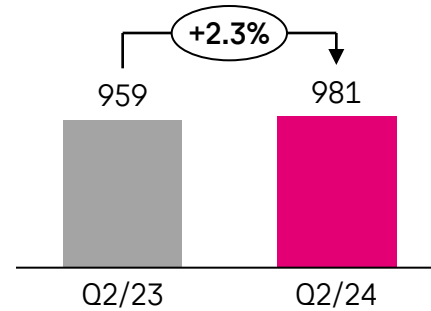
Order entry (LTM)

€ bn



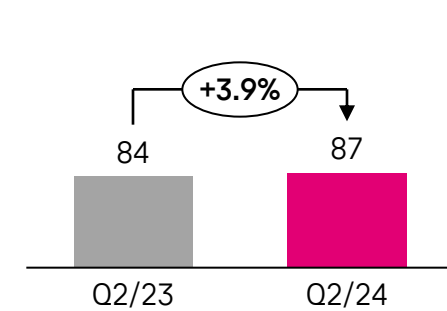
Revenues (reported)

€ mn



Adj. EBITDA AL (reported)

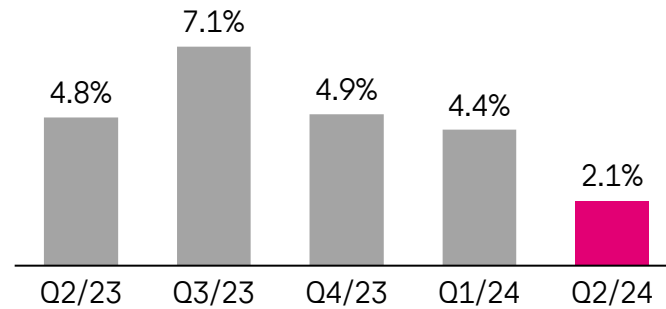
€ mn



- Order entry growth mainly driven by cloud business.
- Cloud and Digital overcompensate classic IT business rundown.
- External revenue growing by +4% yoy.

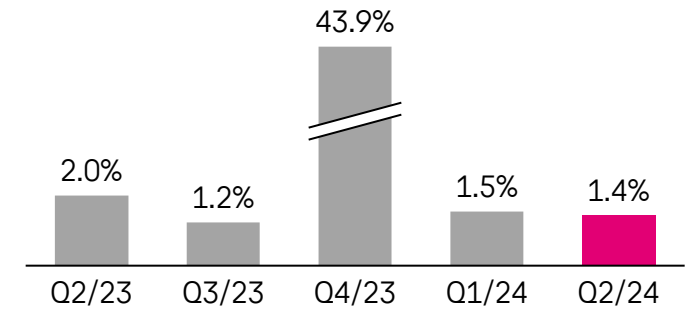
Revenues (organic)

% growth yoy



Adj. EBITDA AL (organic)

% growth yoy



Financials Q2/24 reported

strong set of results across the board

€ mn

	Q2			H1		
	2023	2024	Change	2023	2024	Change
Revenue	27,221	28,394	+4.3%	55,060	56,337	+2.3%
Service revenues	22,952	24,088	+4.9%	45,767	47,573	+3.9%
Adj. EBITDA AL	10,038	10,819	+7.8%	20,002	21,292	+6.5%
Adj. EBITDA AL (excl. US)	3,484	3,582	+2.8%	6,911	7,123	+3.1%
Adj. Net profit	1,887	2,477	+31.3%	3,846	4,716	+22.6%
Net profit	1,539	2,088	+35.6%	16,899	4,070	-75.9%
Adj. EPS (in €)	0.38	0.50	+32.0%	0.77	0.95	+23.0%
Free cash flow AL ¹	3,522	5,229	+48.5%	7,101	8,938	+25.9%
Cash capex ¹	4,422	3,684	-16.7%	9,181	8,345	-9.1%
Net debt excl. leases (AL)	97,174	97,085	-0.1%	97,174	97,085	-0.1%
Net debt incl. leases (IFRS 16)	136,893	135,125	-1.3%	136,893	135,125	-1.3%

H1/23 benefitted from gains in asset sales e.g. Towers

Includes 4 cents of non-recurring EPS (3 cents in Q2)

Decrease in capex driven by TMUS. Ex US capex up by €0.2 bn

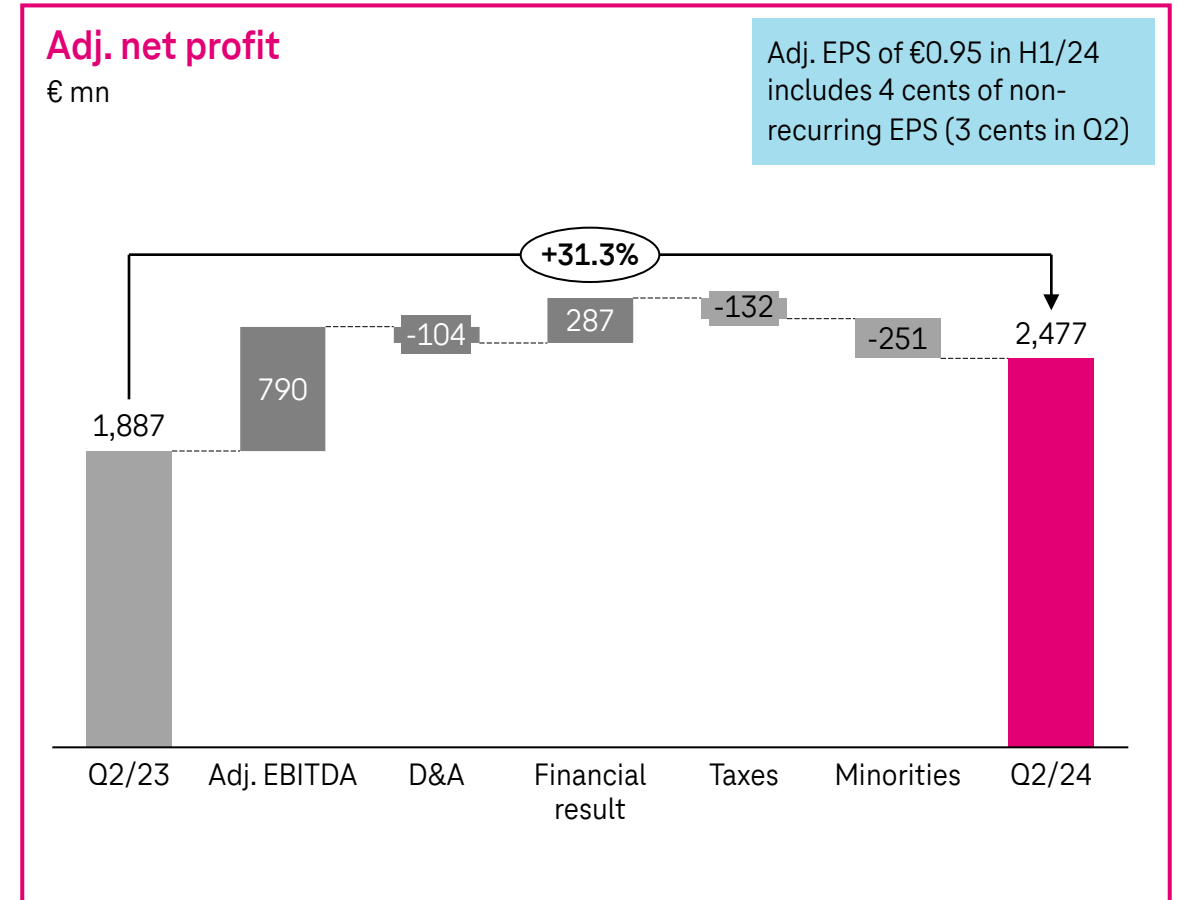
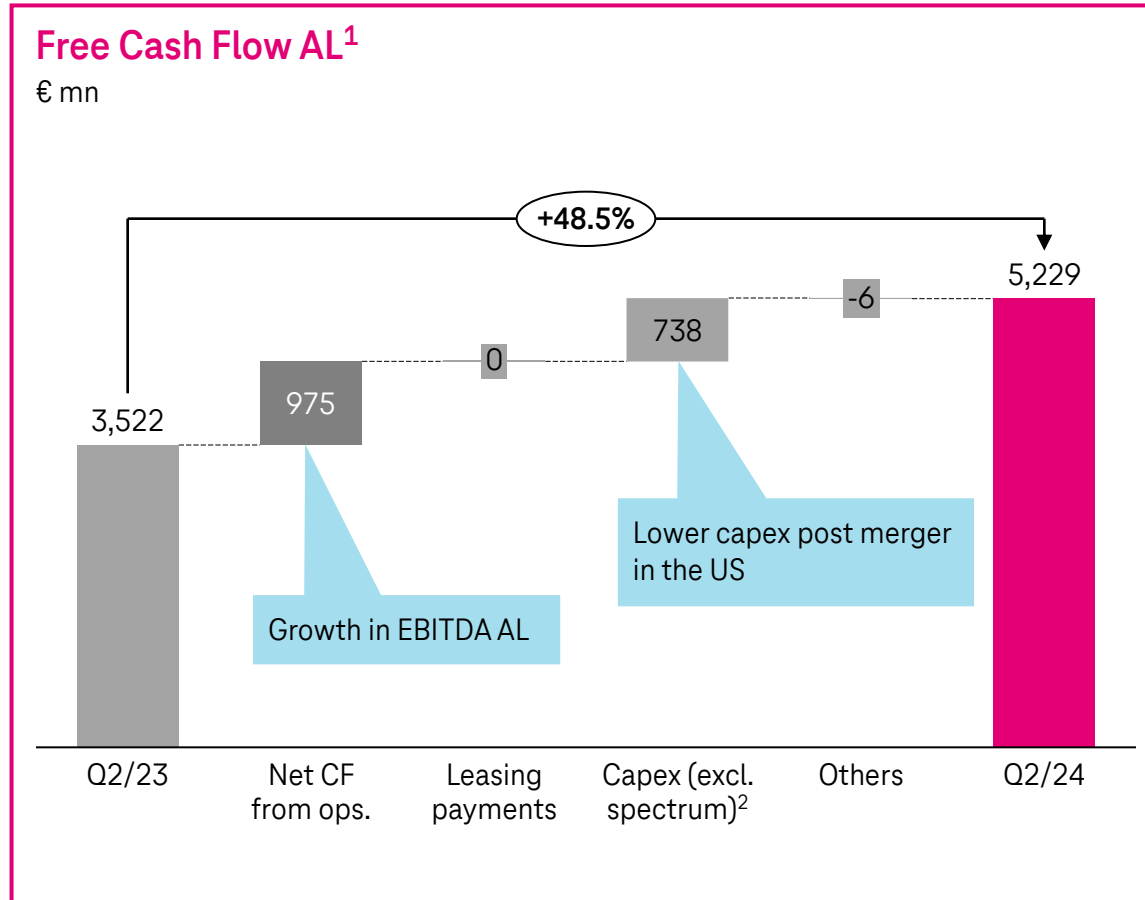
¹ Free cash flow AL before dividend and before spectrum investments. Cash capex before spectrum investment. Spectrum: H1/24: €232 mn; H1/23: €255 mn; Q2/24: €175 mn; Q2/23: €189 mn.

In this presentation, the Group in H1/23 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

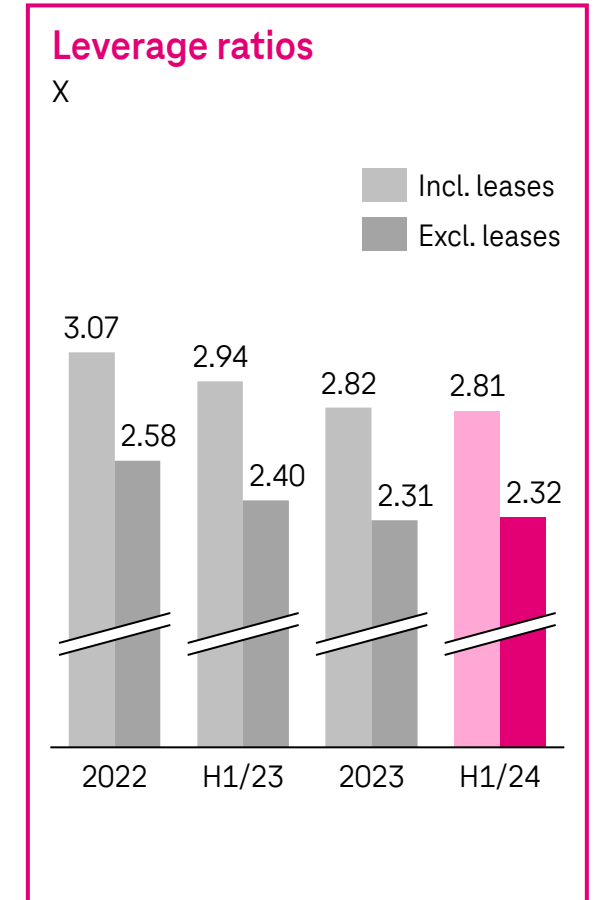
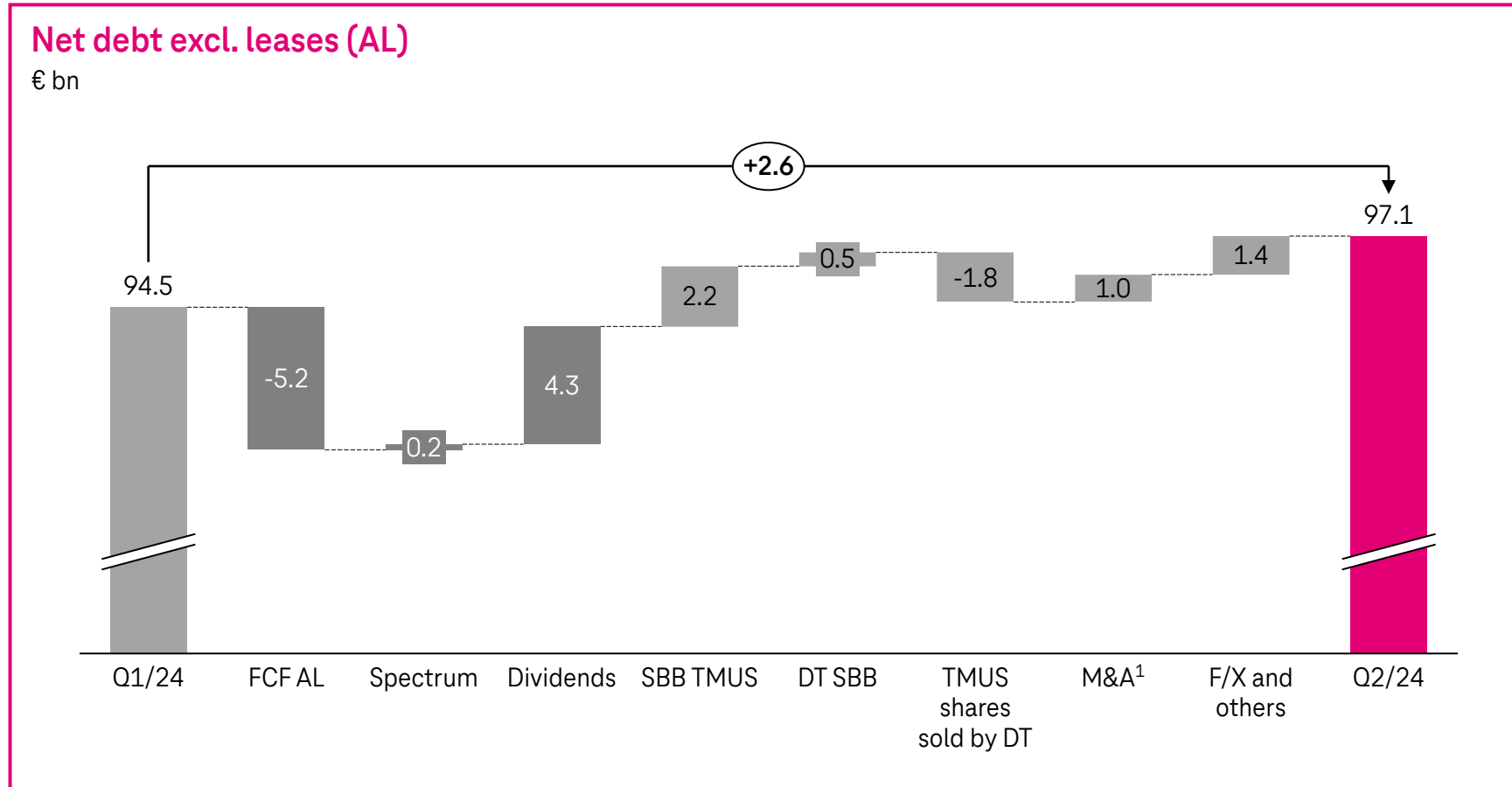
FCF reflecting growth in EBITDA and lower capex



¹ Free cash flow and FCF AL before dividend payments and spectrum investment. ² Spectrum: Q2/24: €175 mn; Q2/23: €189 mn.

Net debt

leverage ratios improved year on year



¹ Acquisition of Ka'ena & execution of 7 mn fixed price options on TMUS shares.

Q2/2024 results

Main takeaways

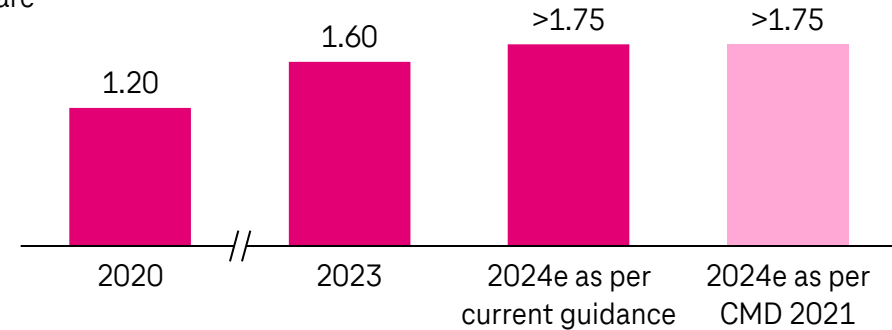
H1/24 Key messages

consistent reliable growth

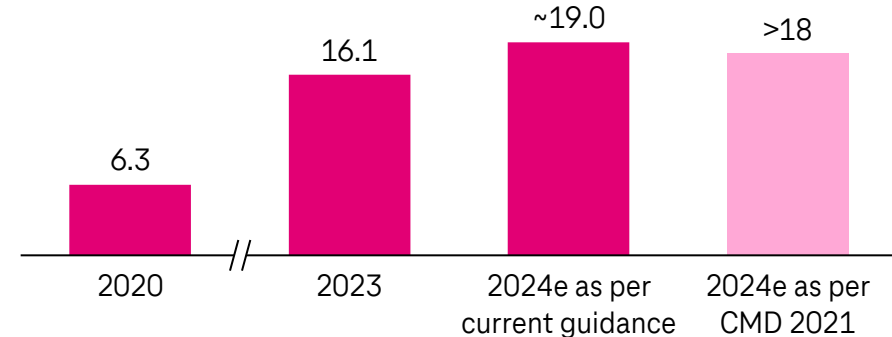
- Commercial performance continues unabated in all markets.
- Continued sustainable growth with revenue, service revenue, EBITDA AL, FCF AL and adj. EPS.
- Ex US Service revenues growing 4% organically, ex US EBITDA AL growing 4% organically.
- DT raises FCF guidance following TMUS.
- Fiber roll-out on track for medium-term targets in GER & EU. Continued investments in leading mobile infrastructure.
- Gaining exposure to US fiber opportunity via fiber JVs with EQT (Lumos) and KKR (Metronet)².
- Stake in TMUS 50.4% on July 26.
- Ex lease leverage down to 2.32x. All 3 rating agencies at BBB+ with stable outlook.
- Well on track for CMD 2021 targets.
- DT CMD on October 10/11, 2024. TMUS analyst day on September 18, 2024.

2024 guidance/CMD targets 2024¹

Adj. EPS
in €/share



FCF AL
in € bn



¹ CMD guidance for 2024 based on €1 = US\$1.14, guidance assumed no change in the scope of consolidation. ² Transactions subject to regulatory approval.