

Deutsche Telekom Q3 2023 results

November 9, 2023



#DT23Q3

Disclaimer

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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.

9M 2023 results

Group

9M/2023 results

continued growth

9M/2023 Highlights

- Organic Growth: Group service revenues up 3.3%, Group adj. core EBITDA AL up 6.8% (+8.9% in Q3), all segments contributing. FCF AL up 27.6%
- US/GER/EU: Strong customer momentum. GER: First quarter without line losses since liberalization
- GER with 28th, EU with 23rd consecutive quarter of org. EBITDA growth
- Guidance for TM US and Group 2023 EBITDA AL and FCF AL raised again
- Initial TM US buyback program completed. DT stake in TM US increased to 52.1% as of September 30; net debt down 10% yoy
- TM US announces new shareholder remuneration program of up to 19bn US\$, including dividends of 3.75bn US\$ by year end 2024¹
- TM US agrees on spectrum purchase with Comcast
- DT BoM plans to propose dividend of €0.77 per DT share and announces share buyback program of up to €2 bn for 2024²

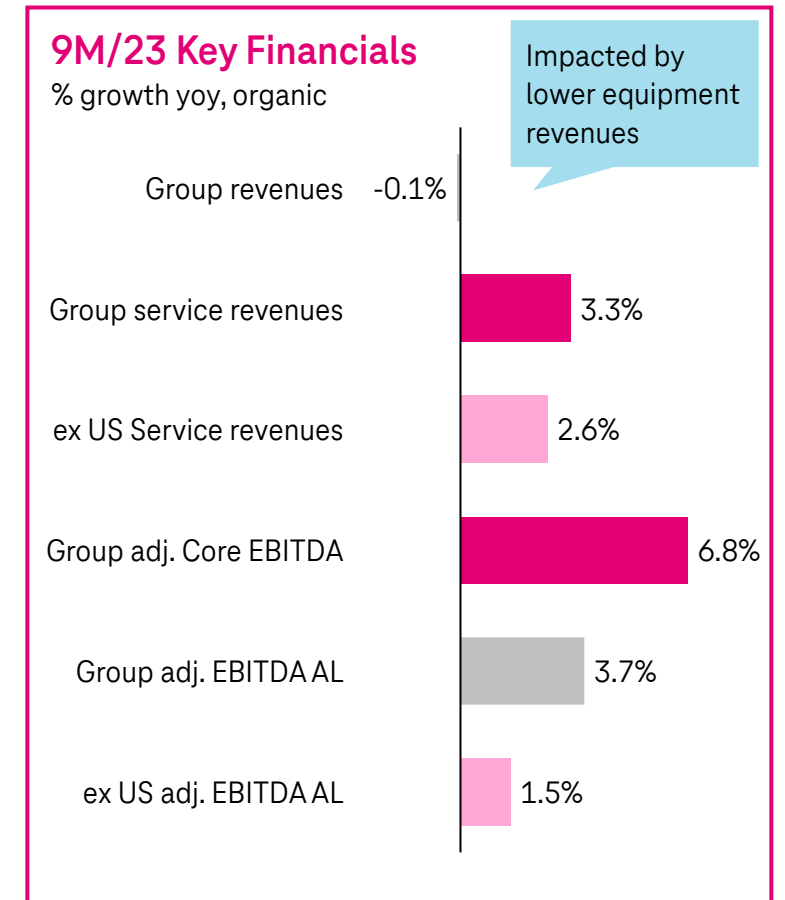
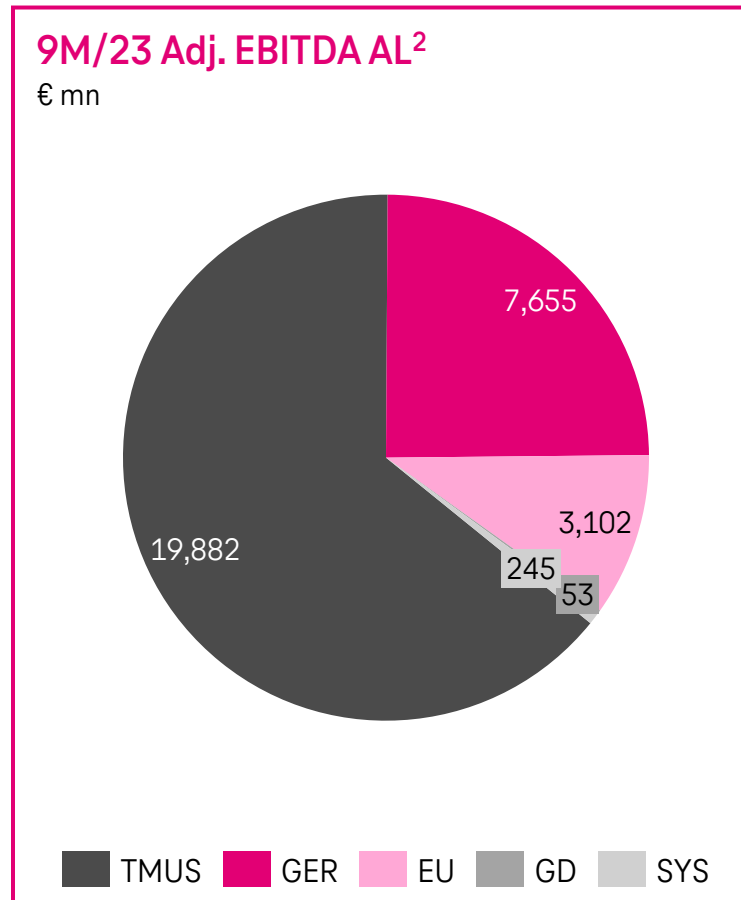
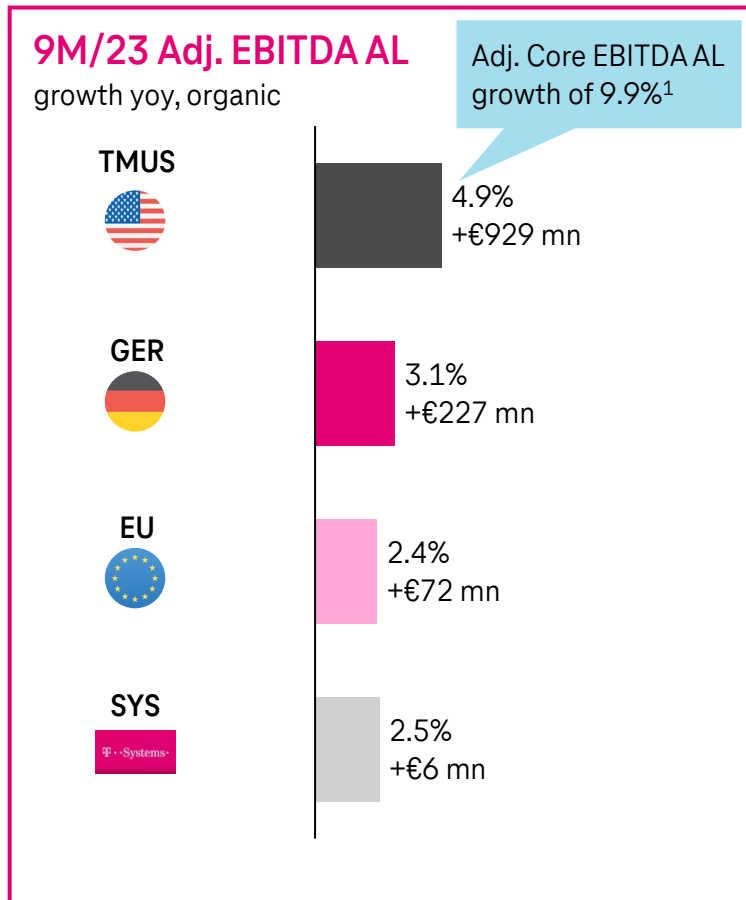


¹ Up to \$19.0 billion that will run through December 31, 2024. First dividend of approximately \$750 million expected in the fourth quarter of 2023 and then approximately \$3.0 billion in total additional dividends in 2024, with payments occurring each quarter during the year. The dividend amount paid per share is expected to grow by around 10% annually. The amount available under the Shareholder Return Program for share repurchases will be reduced by the amount of any cash dividends declared and paid by the Company.

² Subject to necessary board resolutions and AGM approval

Financials 9M/2023 organic

strong organic growth



¹ according to IFRS. US GAAP growth is 10.7%. Adj. Core EBITDA excludes decreasing handset leasing revenues (US\$ -0.9 bn yoy). ² Excl. GHS. Group EBITDA AL €30,488 mn.

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

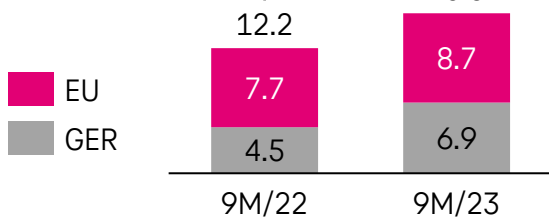
This view is different to the consolidated financial statements of DT where Group Development is treated as a discontinued operation. For more details, please refer to the back-up to this presentation, respectively the interim report of DT both available at www.telekom.com/en/investor-relations.

Networks

leading with 5G, FTTH on track

FTTH (1 Gbps)

Fiber homes
mn



GER

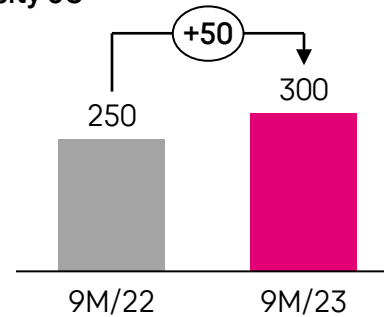
- On track for >2.5 mn new HHs in 2023
- German fixed network: DT No. 1 in customer service according to “connect” survey

EU

- On track for 10 mn HHs with 1 Gbps by 2024. Coverage now at 34% of HHs

5G TM US

Ultra capacity 5G¹
mn POPs



Network Leader

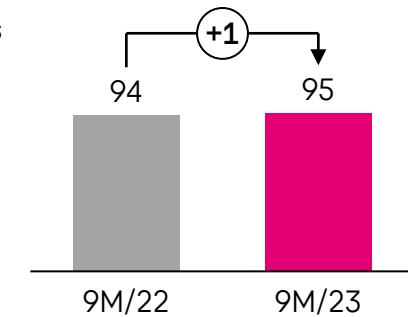
- Clean sweep across every category for overall network performance for the fourth quarter in a row from “Ookla”

5G

- Achieved the year-end goal in Ultra Capacity 5G three months ahead of schedule. Total 5G network covers more than 330 million people (98% of Americans)

5G ex US

Germany
% of POPs



GER

- Telekom median download speed in latest Ookla test 91.5 Mbps vs. 65.5 Mbps and 44.9 Mbps for the two peers

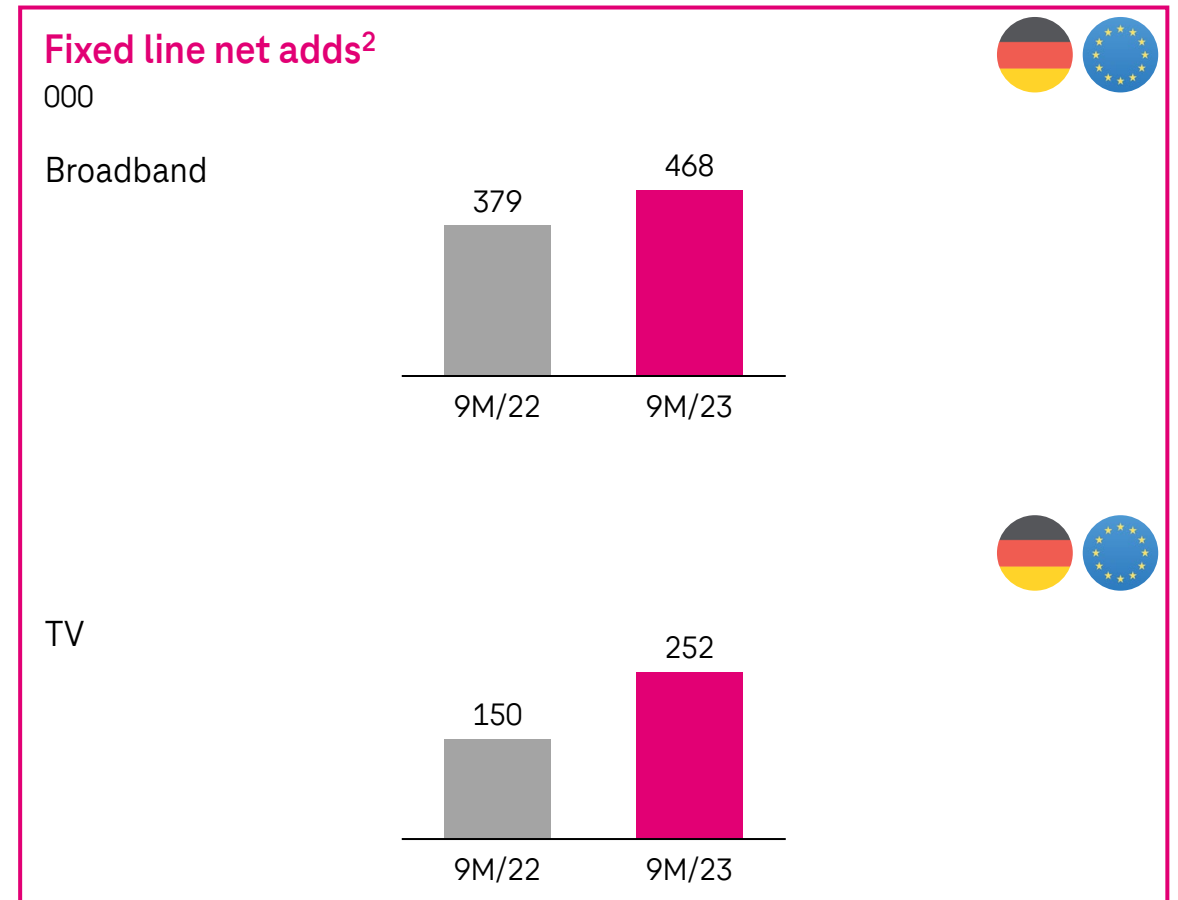
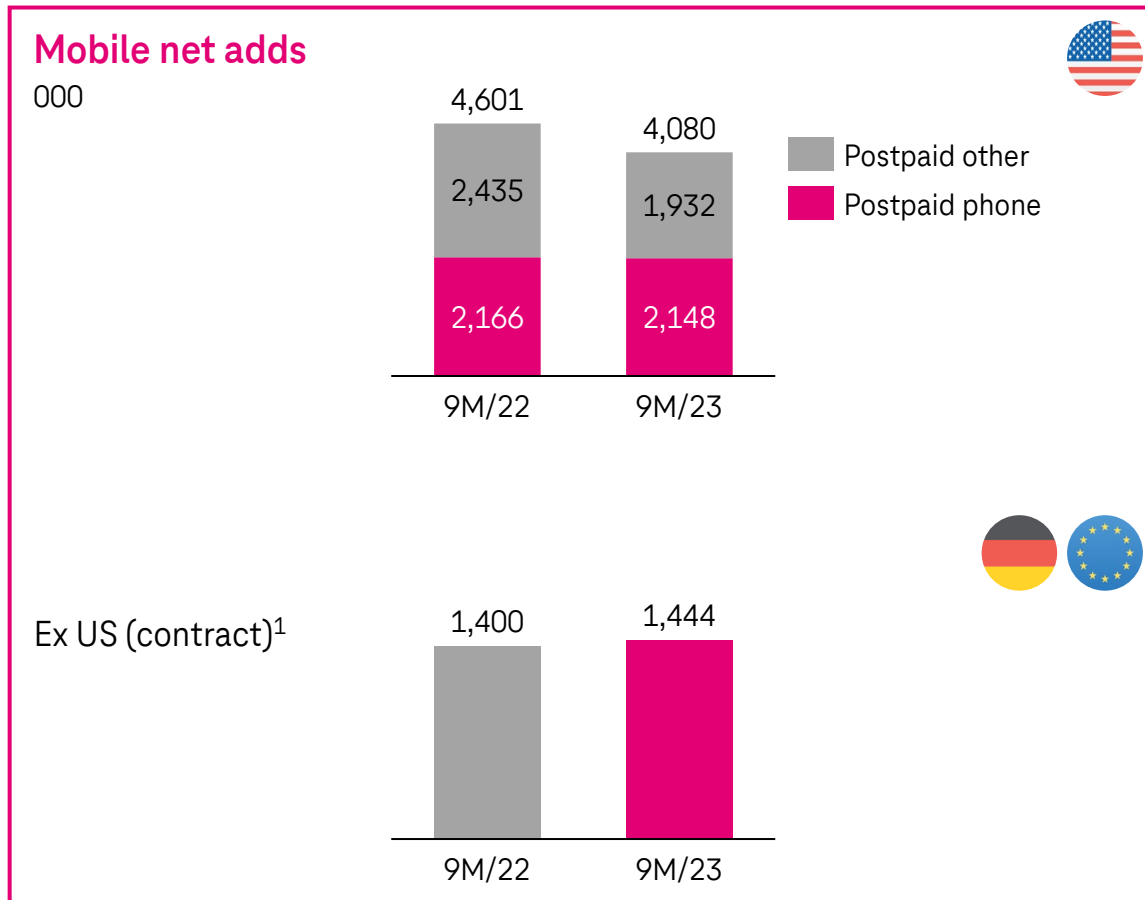
EU

- Leap in 5G coverage: 63% POP coverage end of Q3/23. Up 16 pp since start of year

¹ Ultra capacity on mid band spectrum

Customers

growing strongly



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

DT climate targets

continued decline in energy consumption

Climate ambitions

(in line with SBTi requirements)

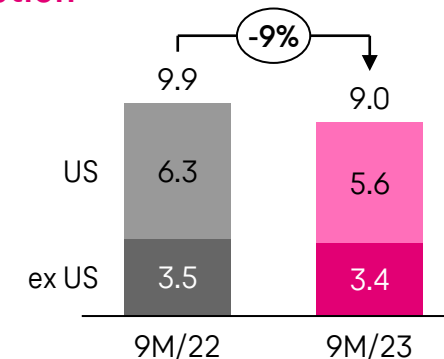
- 2021** **Renewable electricity**
 as of 2021 ✔
- 2025** Reduce **direct and indirect emissions** from within our
 company to net-zero (Scope 1 – 2)
- 2030** Reduce **Scope 1 – 3 Emissions by 55%**
 against 2020 by 2030. NEW¹
- 2040** **Climate-neutral company**
 Reduce **Scope 1 – 3 Emissions to Net Zero**
 (with at least 90% reduction) NEW¹

Drivers of CO₂ emissions (FY 2022)

Scope 1: own activities	Scope 2: purchased activities	Scope 3: value chain
212 ktons (-10% since 2020)	21 ktons (-99% since 2020)	12,287 ktons 21% downstream: customers 79% upstream: supply chain

Energy consumption

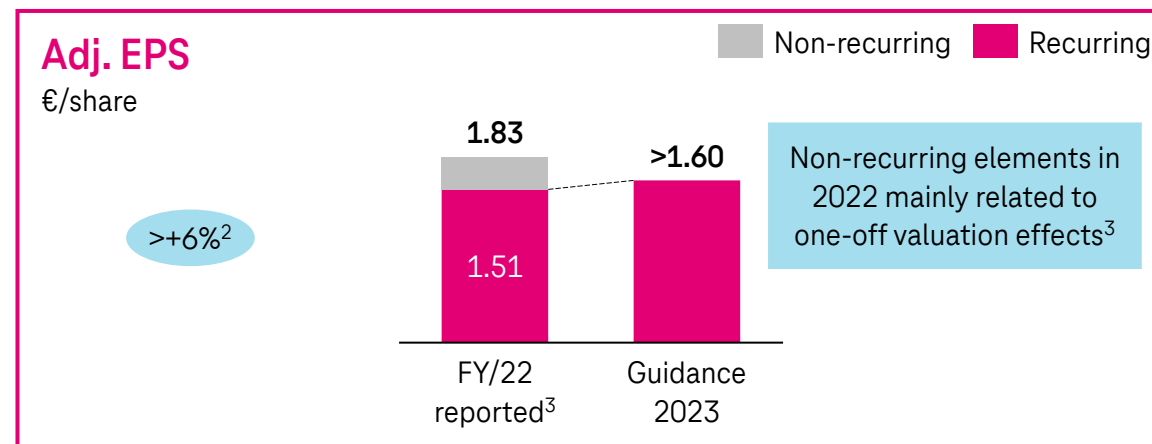
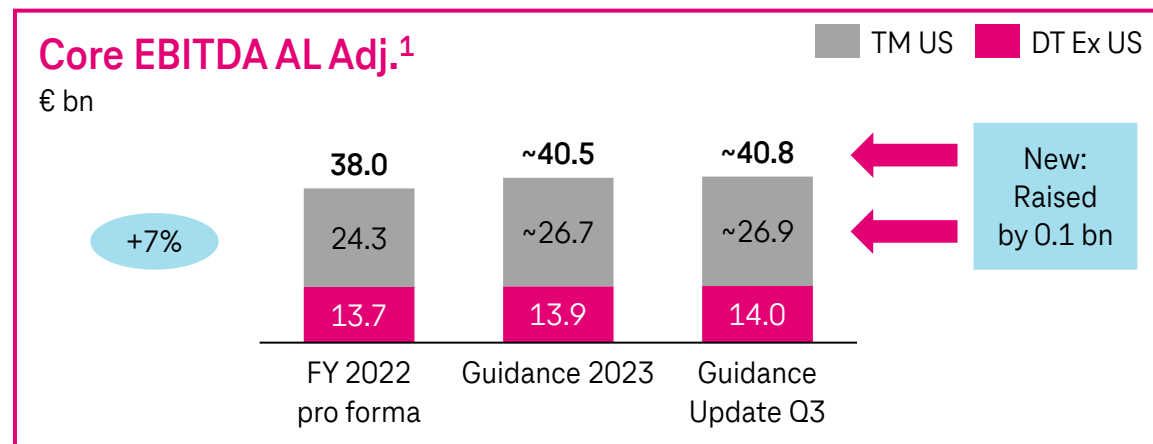
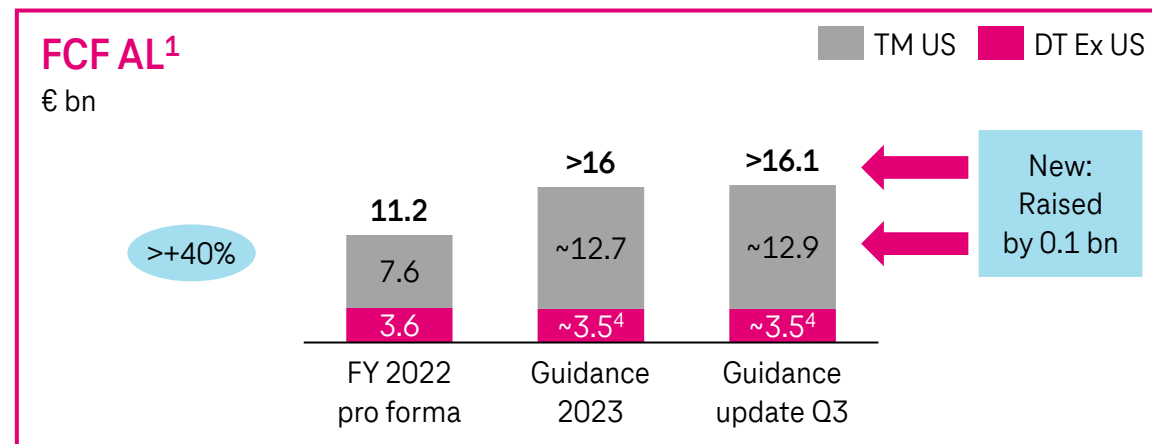
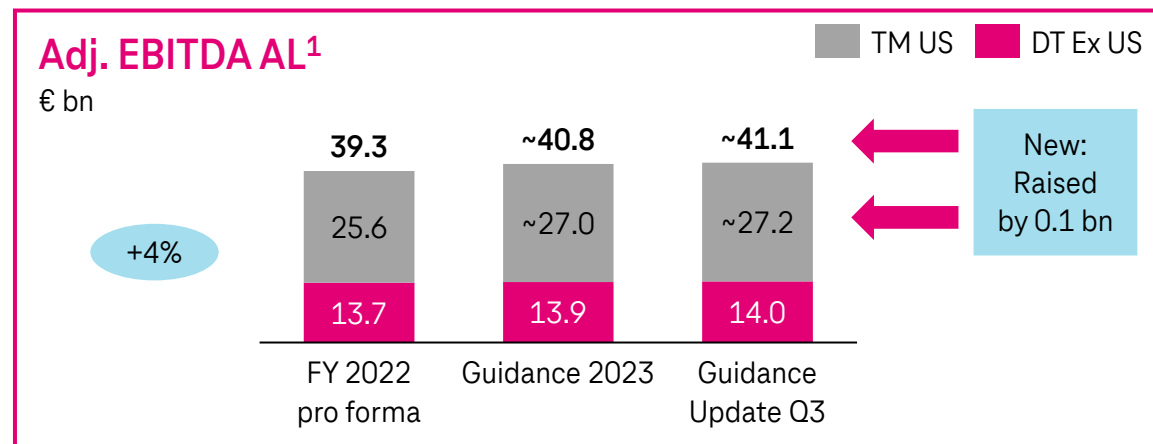
mn MWh



¹ announced in April 2023

Updated Guidance 2023

continued growth – 3rd upgrade



¹ TM US guidance is based on midpoint of US GAAP guidance of US\$29.3 – 29.5 bn adj. EBITDA; of US\$29.0 – 29.2 bn core adj. EBITDA and of US\$13.4 – 13.6 bn FCF. Guidance assumes a negative bridge of US\$0.8 – 0.85 bn on adj. EBITDA and core adj. EBITDA upon translation into IFRS. Based on 1€ = US\$1.05. ² On recurring basis. ³ Non-recurring elements in adj. EPS include gains from financial instruments, the contribution from T-Mobile NL in Q1/22, the held-for-sale effect Towers and the interest effect on the valuation of the civil service health insurance fund. ⁴ Includes €0.2 bn of cash returns and €0.15 bn cash taxes related to tower transaction.

Q3 2023 results

Review of segments and
financials

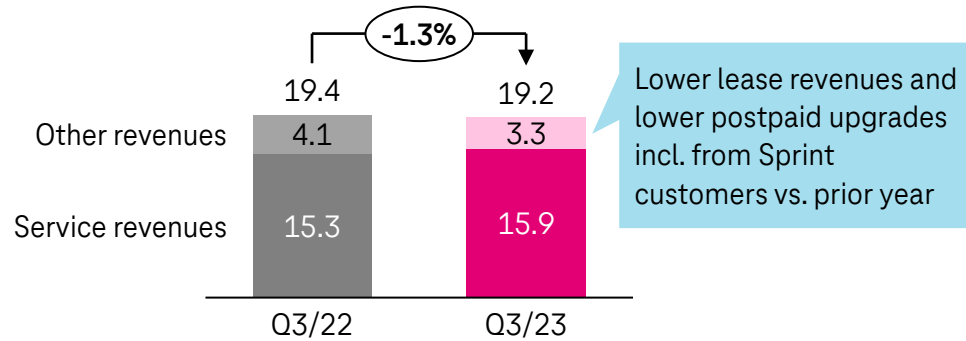
T-Mobile US

strong financial growth



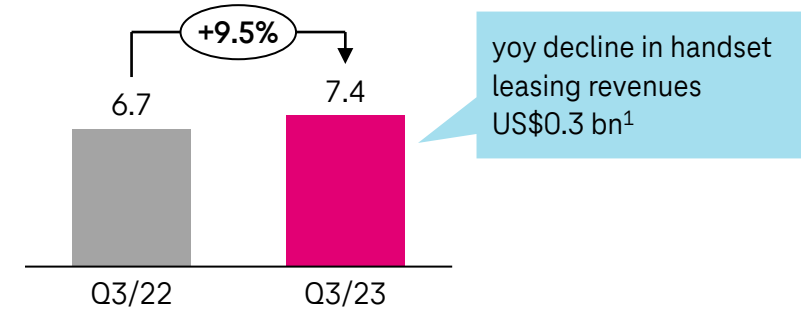
Revenues (IFRS)

US\$ bn



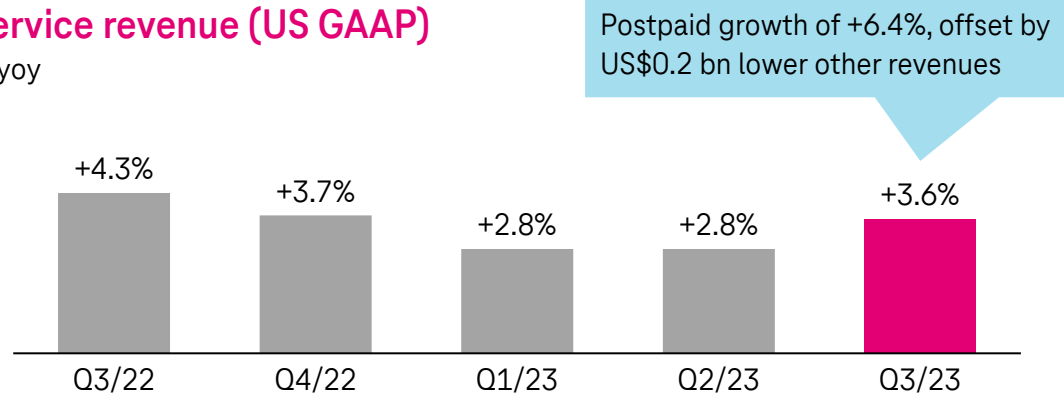
Adj. EBITDA AL (IFRS)²

US\$ bn



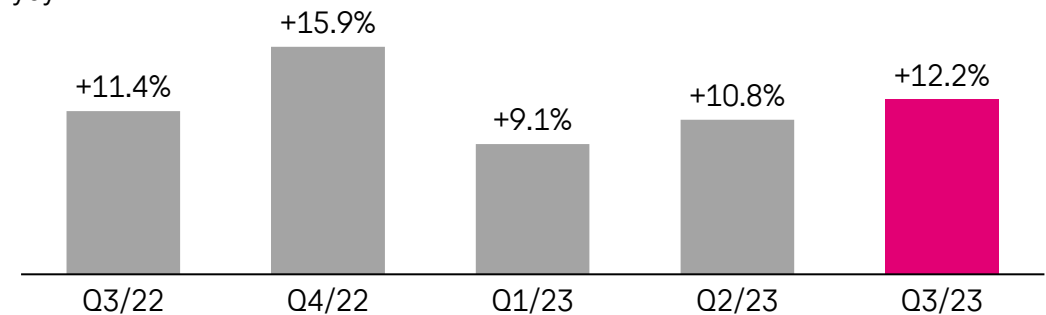
Service revenue (US GAAP)

% yoy



Core adj. EBITDA (US GAAP)

% yoy

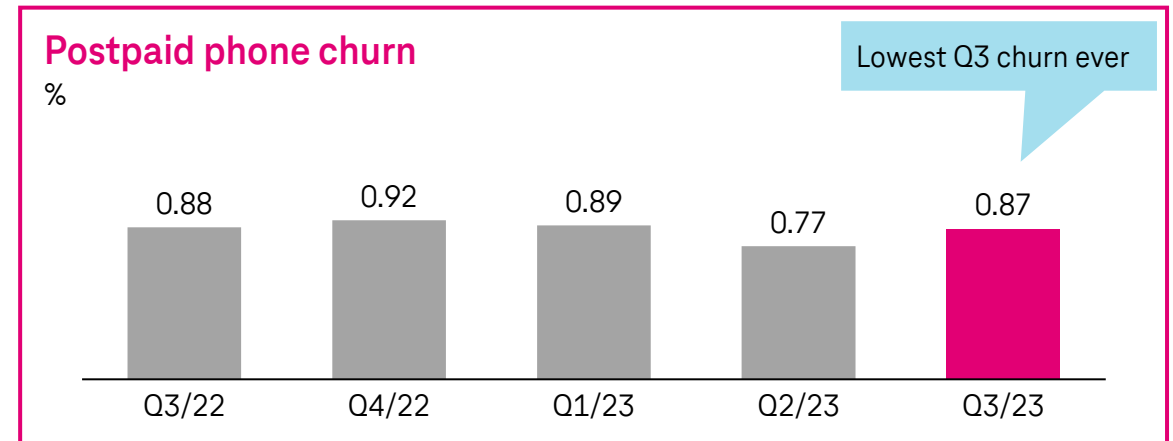
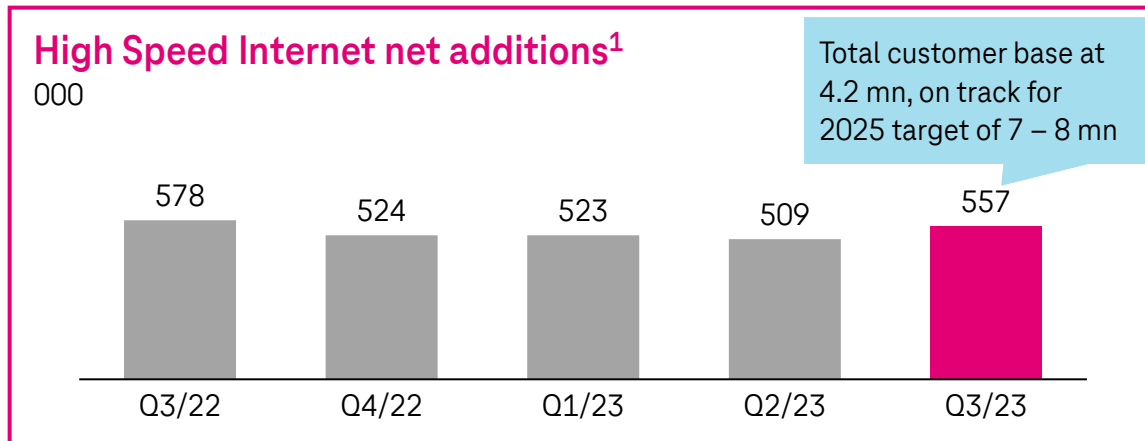
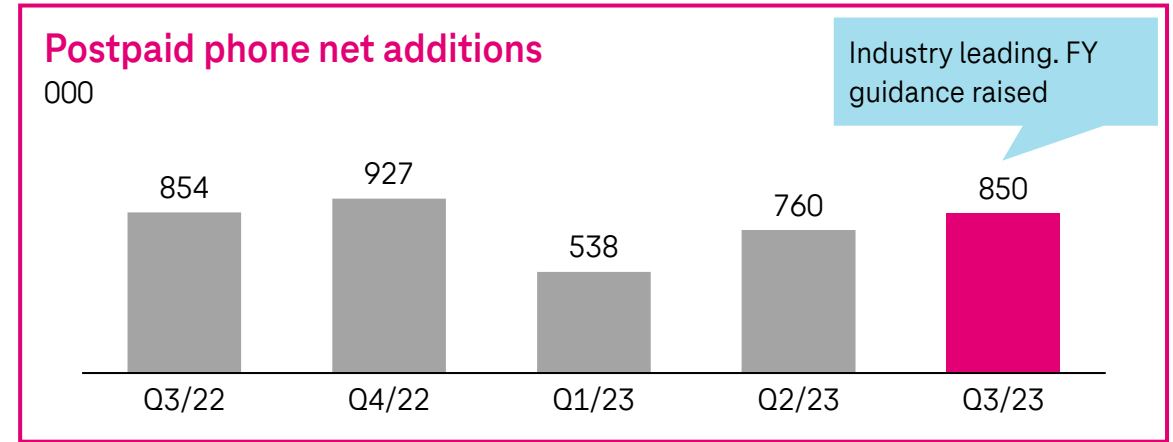
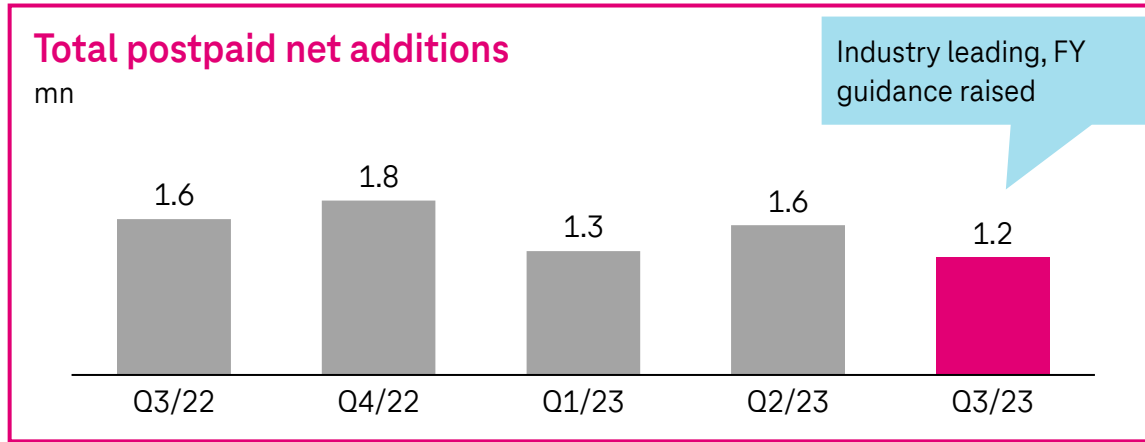


¹ Due to alignment of Sprint customers to the TMUS device financing model post merger, which results in a decrease of handset leasing revenues and a corresponding decline in revenue and EBITDA AL. Service revenues are not impacted.

² For IFRS bridge please refer to appendix.

T-Mobile US

consistent growth in all customer categories



¹ Postpaid + Prepaid

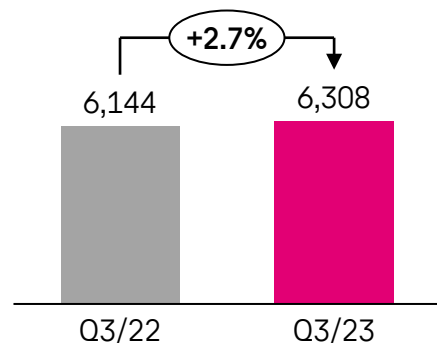
Germany

28th consecutive quarter of EBITDA growth



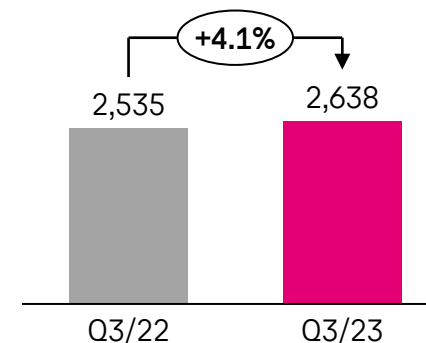
Revenues (as reported)

€ mn



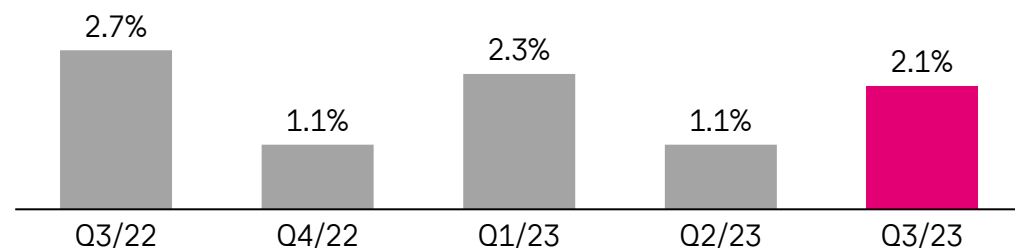
Adj. EBITDA AL (as reported)

€ mn



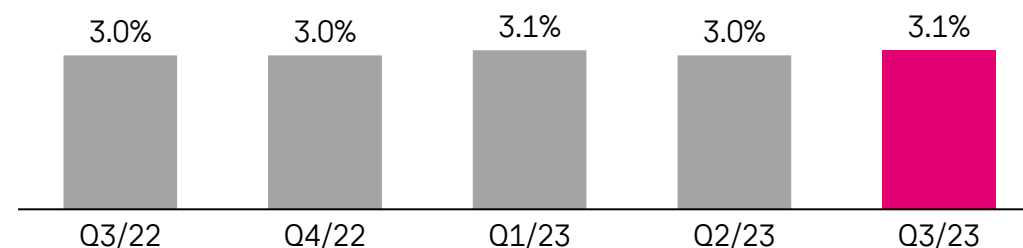
Revenue growth (organic)

% yoy



Adj. EBITDA AL (organic)

% yoy



As of Q1/23 the Multimedia Solutions unit (MMS) was transferred from the Systems Solutions segment to the Germany segment impacting revenue and EBITDA AL. In addition, the sale of the tower business impacted EBITDA AL. The organic trend is adjusted for these changes. Organic growth rates for 2022 were not re-stated and remain as previously disclosed.

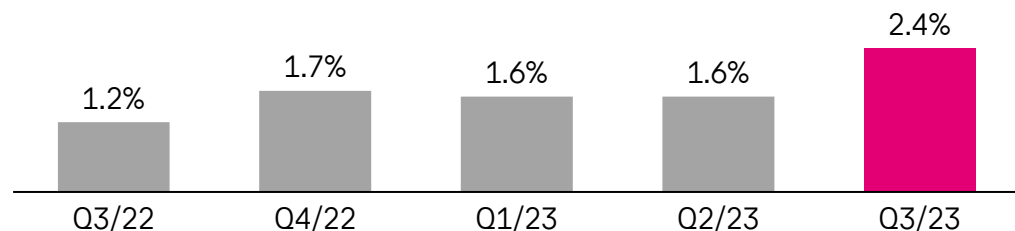
Germany

service revenues: growing across the board



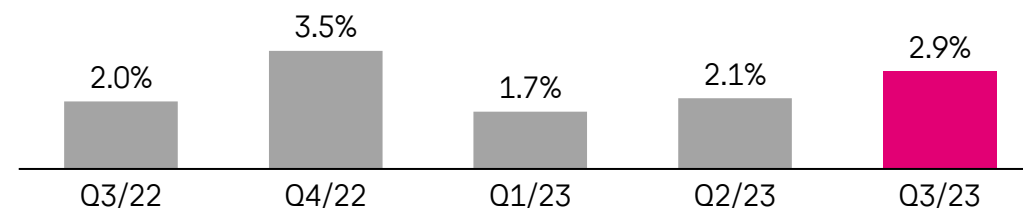
Total service revenue growth (organic)¹

% yoy



Mobile service revenue growth (organic)

% yoy



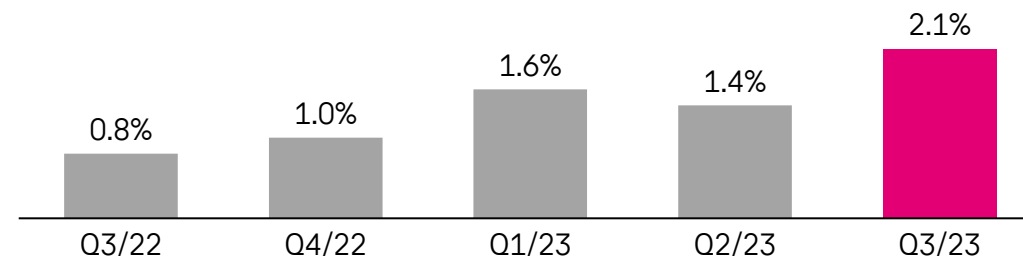
Revenue growth (reported)

% yoy

- Reported Total Service revenue growth +3.1%
- Reported Fixed Service revenue growth +3.1%
- Reported Mobile Service revenue growth +2.9%

Fixed service revenue growth (organic)¹

% yoy



¹ As of Q1/23 the Multimedia Solutions unit (MMS) was transferred from the Systems Solutions segment to the Germany segment impacting revenue (Total and Fixed Service revenue). The organic trend is adjusted for these changes. Organic growth rates for 2022 were not re-stated and remain as previously disclosed.

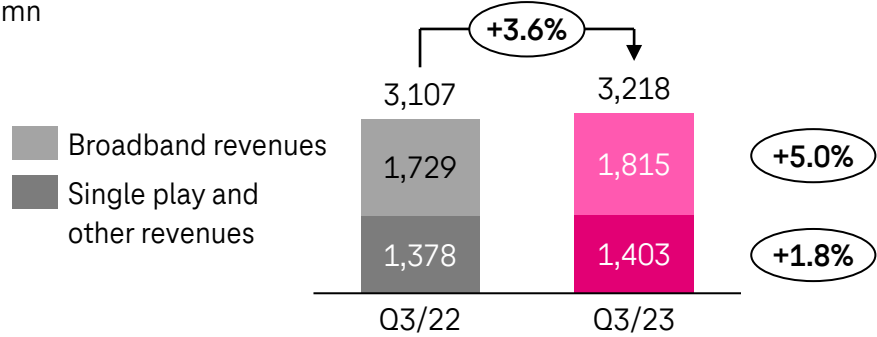
Germany

fixed revenues: strong broadband growth



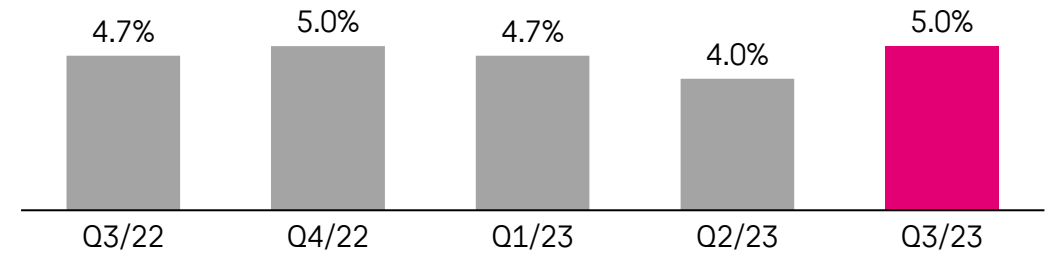
Retail fixed revenues (as reported)¹

€ mn



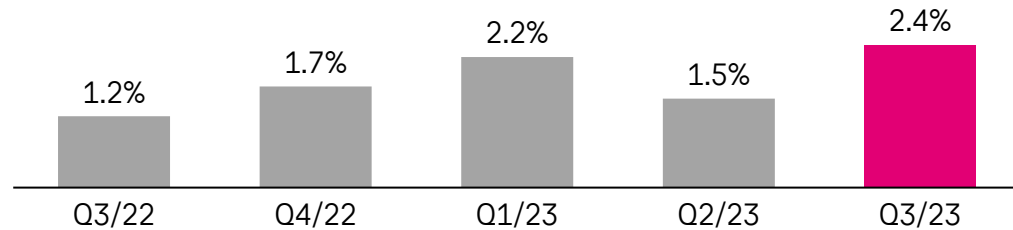
Broadband revenue growth (organic)

% yoy



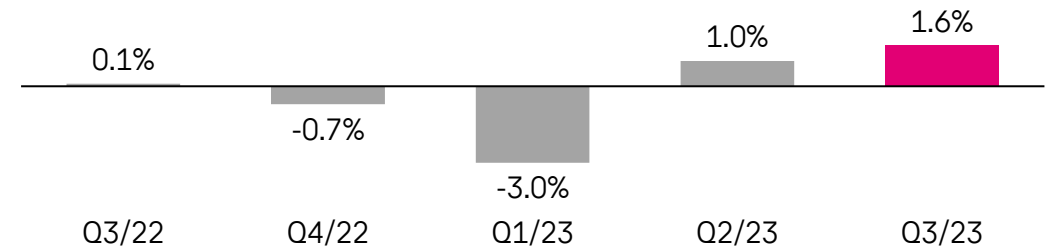
Retail fixed revenue growth (organic)

% yoy



Wholesale access revenues (organic)

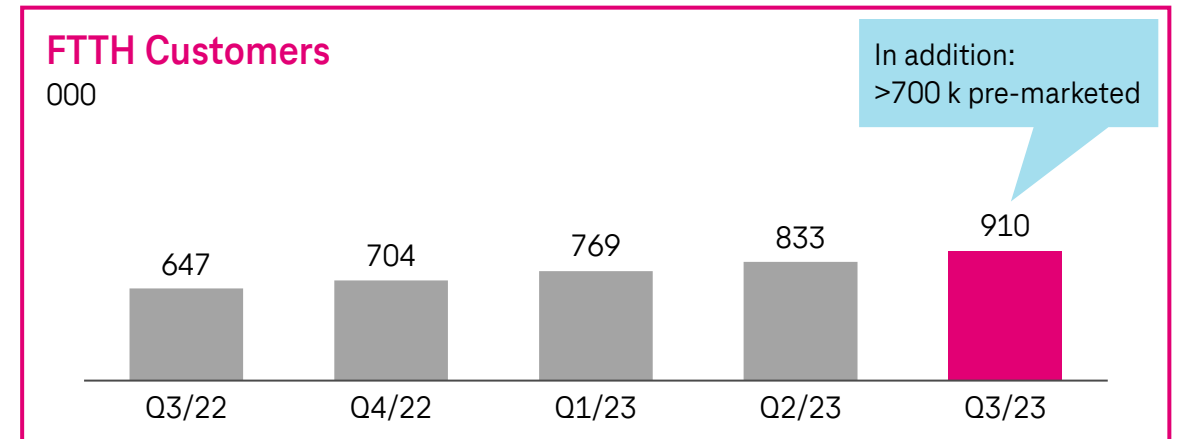
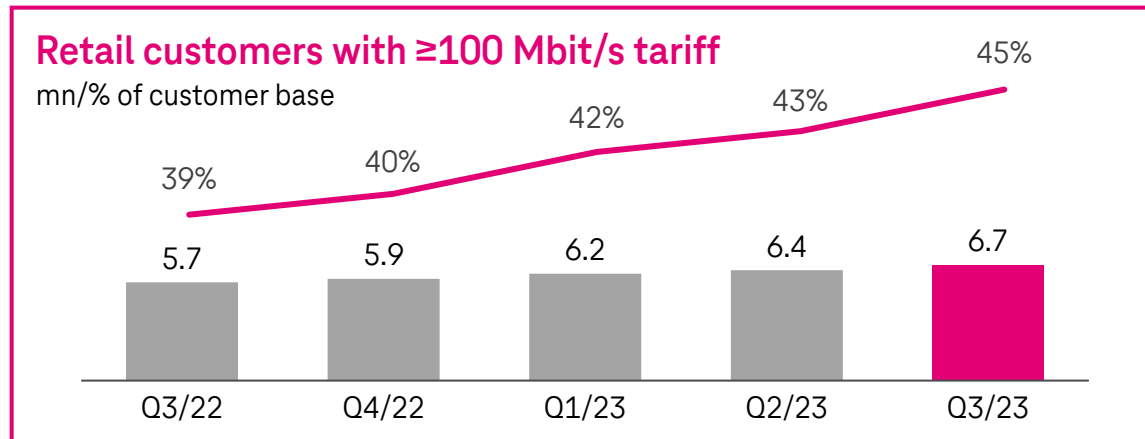
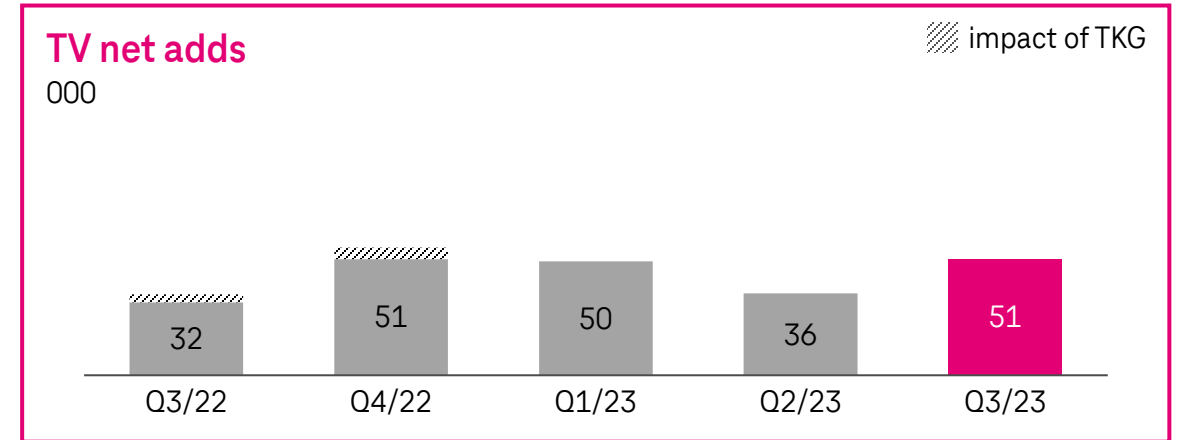
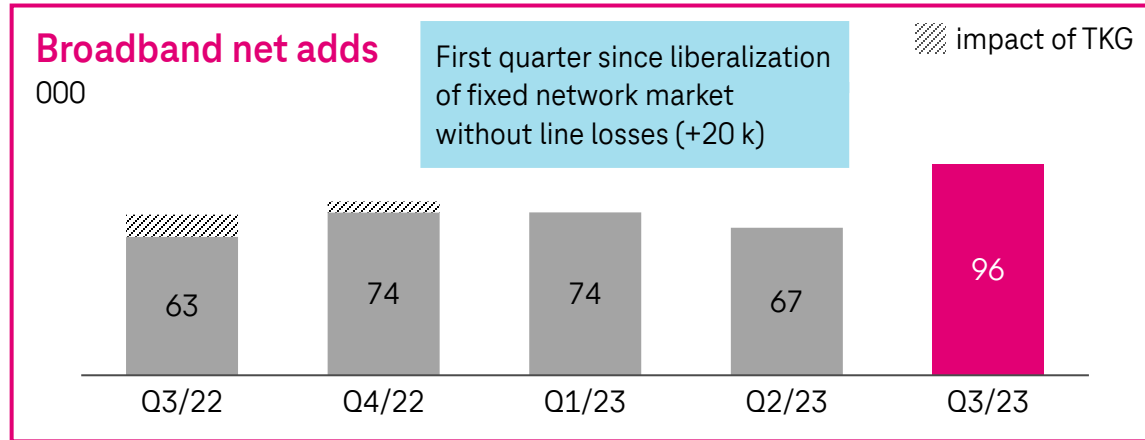
% growth yoy



¹ As of Q1/23 the Multimedia Solutions unit (MMS) was transferred from the Systems Solutions segment to the Germany segment impacting revenue (Retail Fixed revenue). The organic trend is adjusted for these changes. Organic growth rates for 2022 were not re-stated and remain as previously disclosed.

Germany

fixed KPIs: strong net adds despite price increases

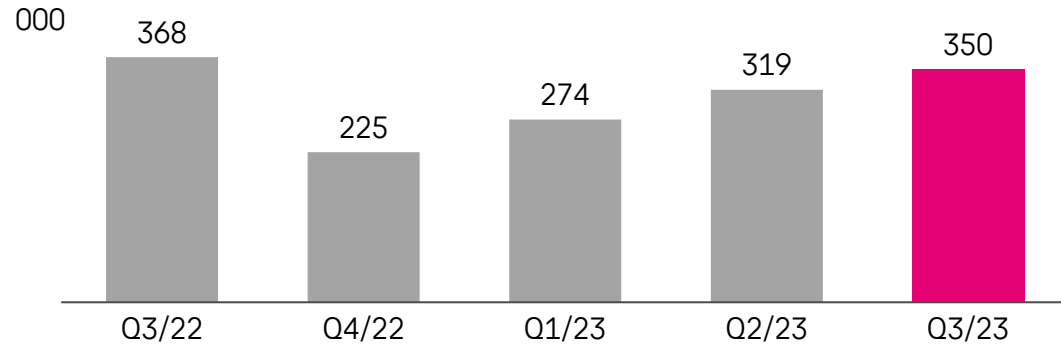


Germany

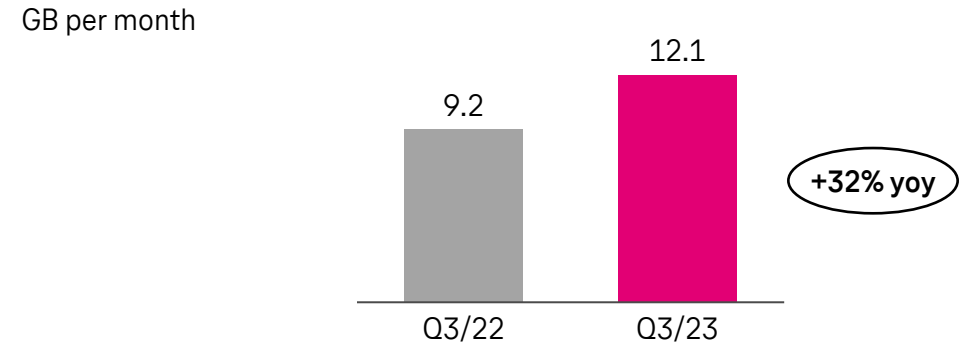
mobile KPIs: strong customer intake continues



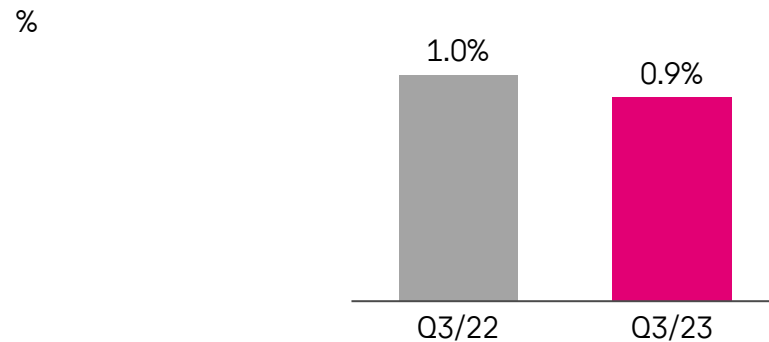
Branded contract net adds¹



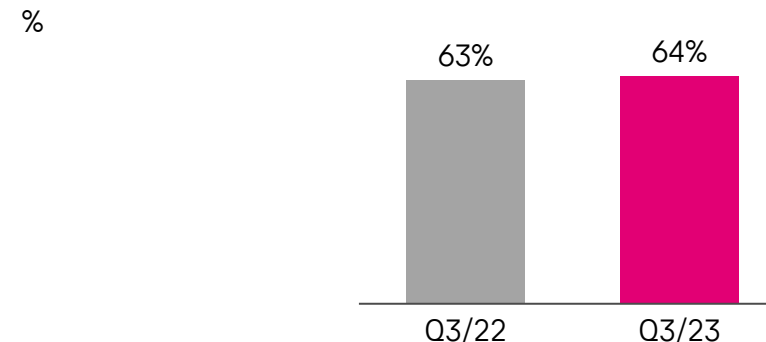
Data usage²



Churn²



Magenta EINS 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

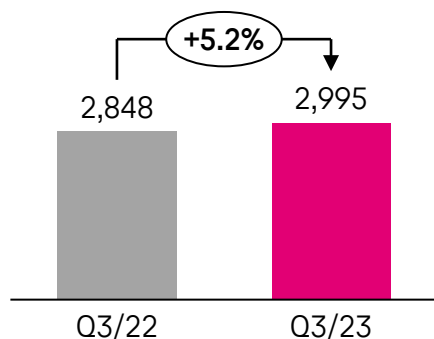
Europe

23rd consecutive quarter of organic EBITDA growth



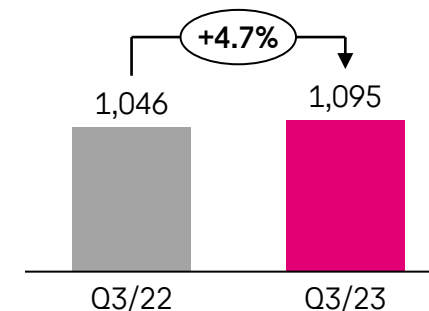
Revenues (as reported)

€ mn



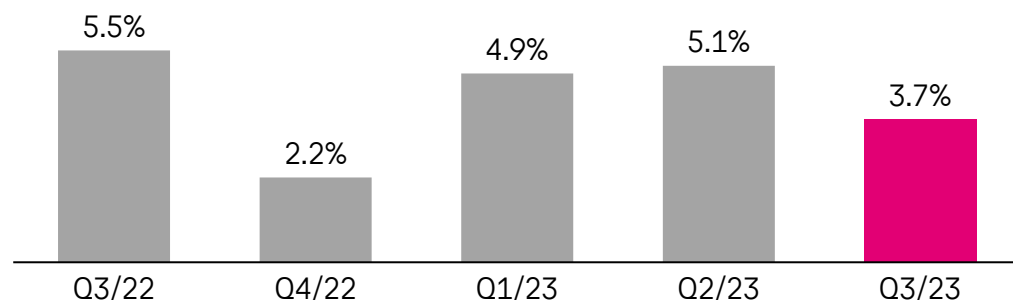
Adj. EBITDA AL (as reported)

€ mn



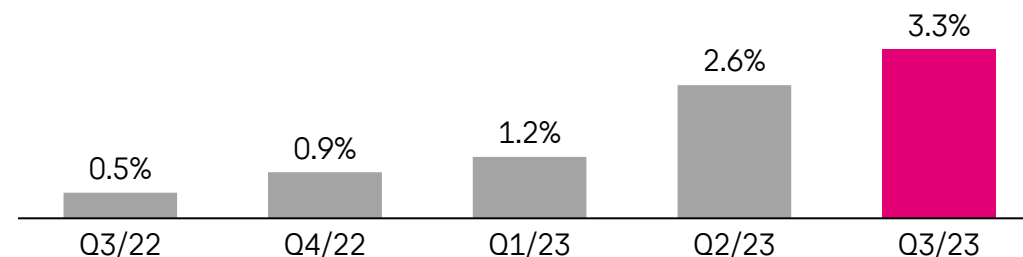
Revenues (organic)

% growth yoy



Adj. EBITDA AL (organic)

% growth yoy



As of Q3/22 the revenue recognition for certain customer transactions (principal agent) was changed. Growth rates for 2022 are presented on a re-stated basis.

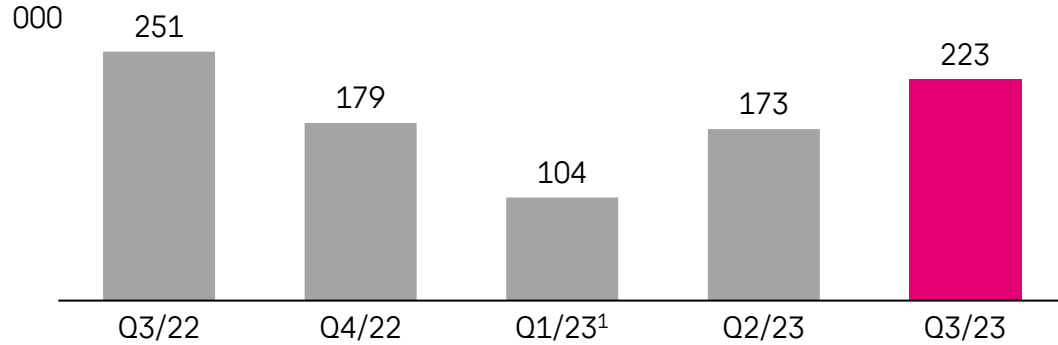
Europe

strong commercial performance

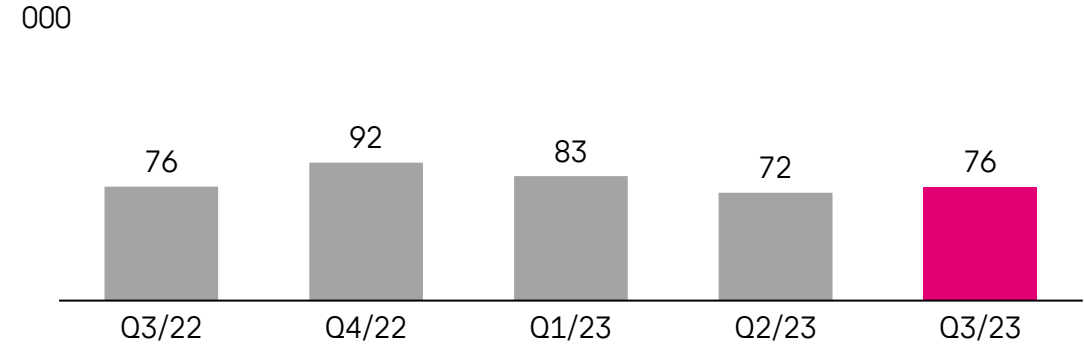
Number one in customer satisfaction (TRI*M) in all markets (except RO)



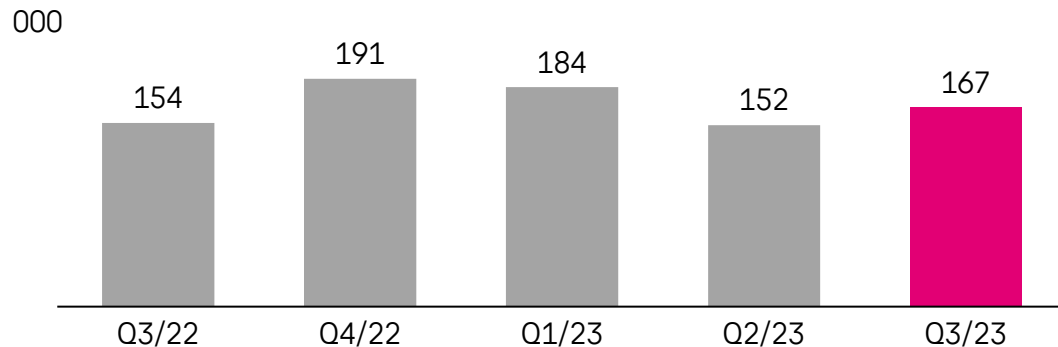
Mobile contract net adds



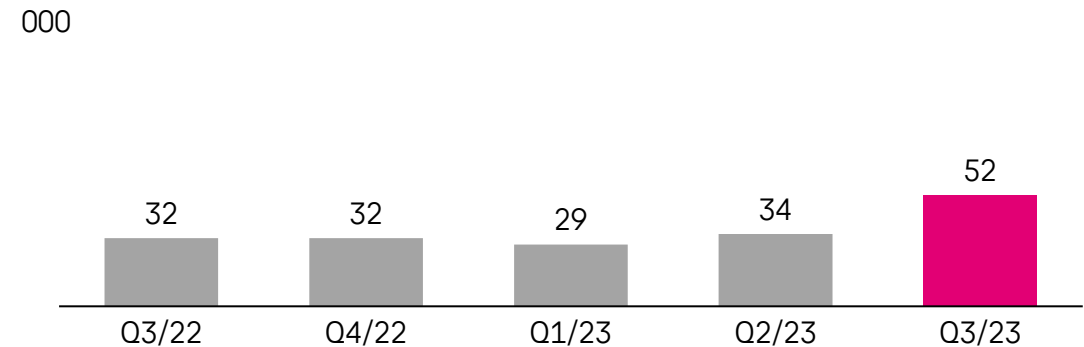
Broadband net adds



FMC net adds²



TV net adds



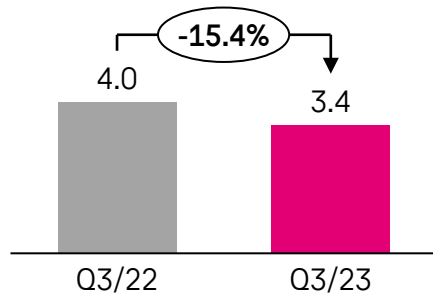
¹ Q1/23 Mobile contract net adds negatively impacted by 33 k re-classifications from contract to prepaid in Hungary. ² Definition alignment in Q3/23. Historic figures have been re-stated.

Systems Solutions

on track for stated targets

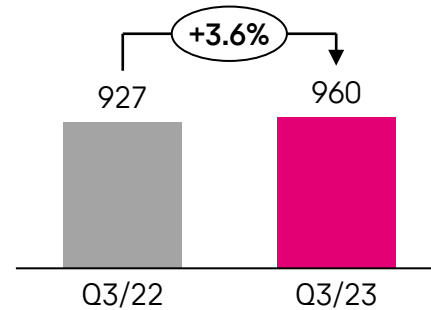
Order entry (LTM)

€ bn



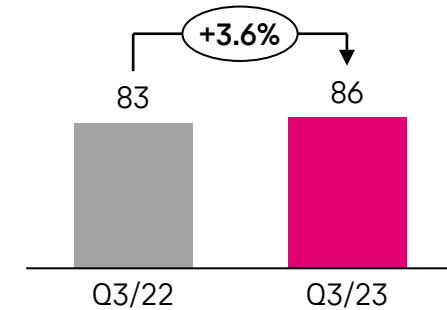
Revenues (as reported)

€ mn



Adj. EBITDA AL (as reported)

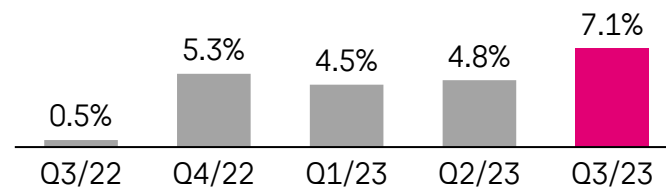
€ mn



- Order entry impacted by phasing
- Revenues driven by strong momentum in Digital Solutions, Cloud and Road charging overcompensating classic IT business run down

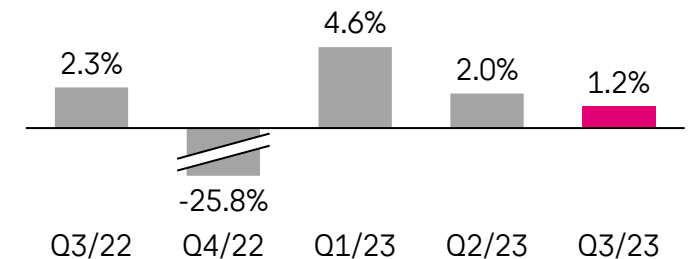
Revenues (organic)

% growth yoy



Adj. EBITDA AL (organic)

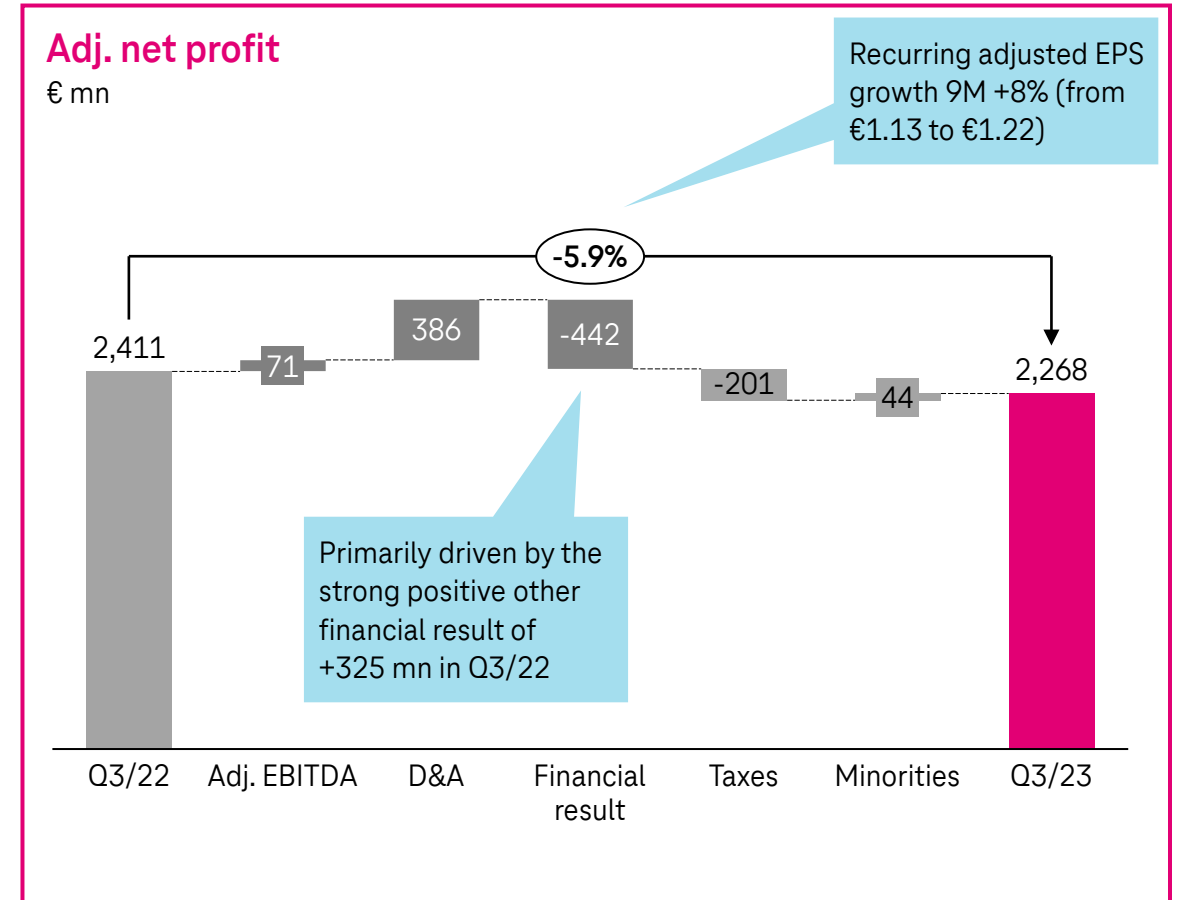
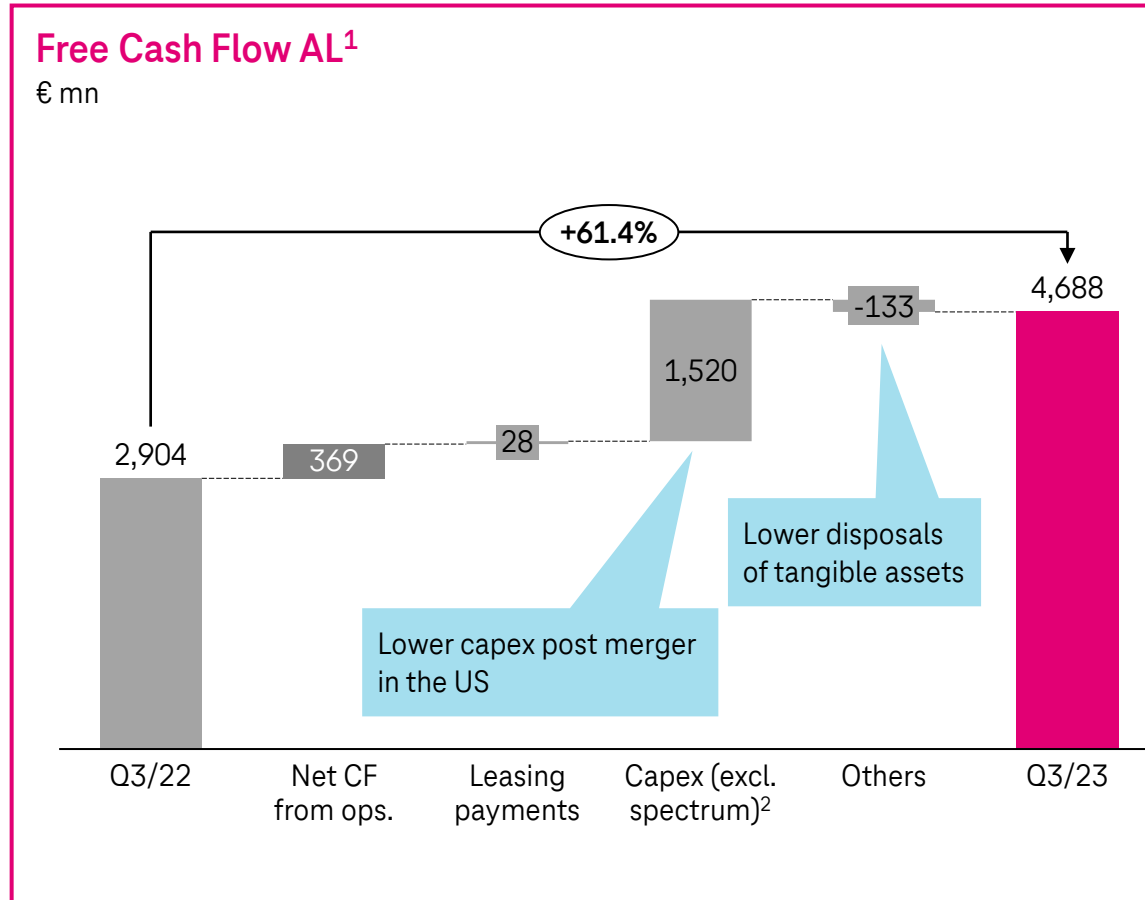
% growth yoy



As of Q3/22 the Security services were transferred from the Systems Solutions segment to the Germany segment and the revenue recognition for certain customer transactions (principal agent) was changed. Growth rates for 2022 are presented on a re-stated basis.

FCF AL and net profit

free cash flow driven by better operations and lower US capex



¹ Free cash flow and FCF AL before dividend payments and spectrum investment. ² Spectrum: Q3/22: €367 mn; Q3/23: €203 mn.

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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 interim report of DT both available at www.telekom.com/en/investor-relations

Financials 9M/2023 reported

reported financials impacted by f/x and tower sale

€ mn

	Q3			9M		
	2022	2023	Change	2022	2023	Change
Revenue	28,979	27,556	-4.9%	84,613	82,616	-2.4%
Adj. EBITDA AL	10,481	10,486	+0.0%	30,244	30,488	+0.8%
Adj. EBITDA AL (excl. US) ¹	3,791	3,695	-2.6%	11,046	10,606	-4.0%
Adj. Net profit	2,411	2,268	-5.9%	7,094	6,114	-13.8%
Net profit	1,578	1,924	+21.9%	6,987	18,823	+169.4%
Adj. EPS (in €)	0.48	0.46	-4.2%	1.43	1.23	-14.0%
Free cash flow AL ²	2,904	4,688	+61.4%	9,444	11,789	+24.8%
Cash capex ²	5,582	4,062	-27.2%	15,224	13,243	-13.0%
Net debt excl. leases (AL)	109,501	96,923	-11.5%	109,501	96,923	-11.5%
Net debt incl. leases (IFRS 16)	151,707	137,128	-9.6%	151,707	137,128	-9.6%

Impacted by currency and lower device revenues
Service revenues growing 3.3% organically

Adj. EBITDA organic
+3.7% ytd, Q3 +6.2%

Adj. net profit impacted by positive non-recurring factors in 2022.
Adj. EPS: excl. non-recurring factors growth of 8% in 9M

Ex US Capex +0.5 bn € to 5.7 bn

¹ Decline due to de-consolidation of Group development. Organic growth rate of +2.2% in Q2.

² Free cash flow AL before dividend and before spectrum investments. Cash capex before spectrum investment. Spectrum: Q3/22: €367 mn; Q3/23: €203 mn. 9M/22: €2,984 mn; 9M/23 €459 mn.

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

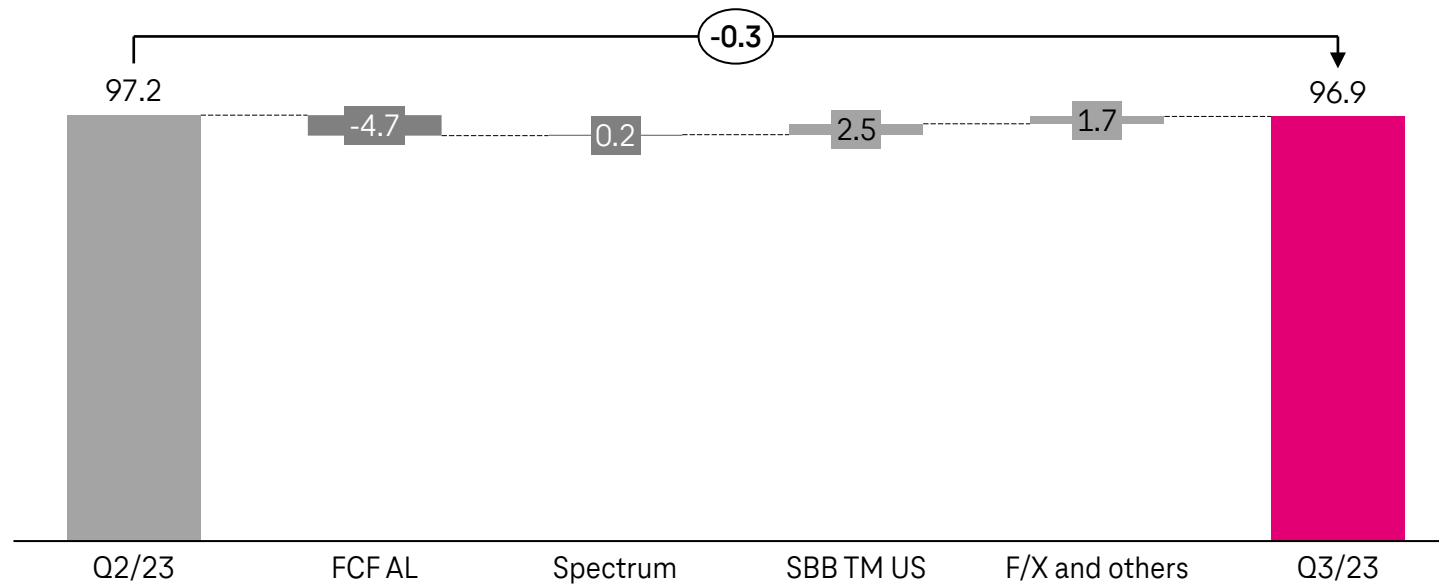
This view is different to the consolidated financial statements of DT where Group Development is treated as a discontinued operation. For more details, please refer to the back-up to this presentation, respectively the interim report of DT both available at www.telekom.com/en/investor-relations

Net debt

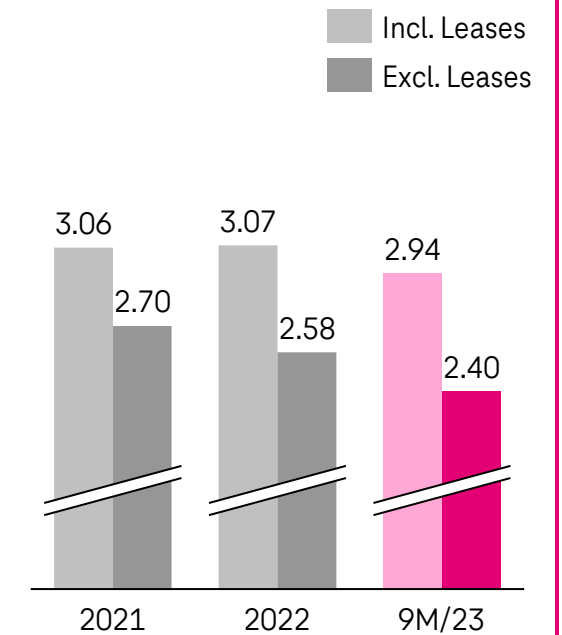
leverage ex leases at 2.40x

Net debt excl. leases (AL)

€ bn



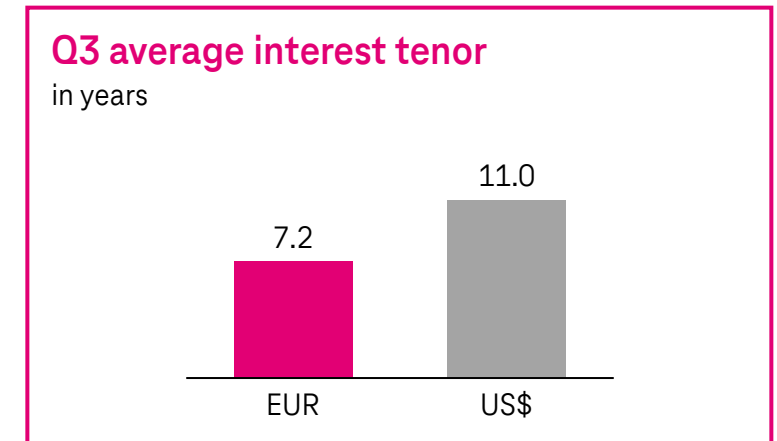
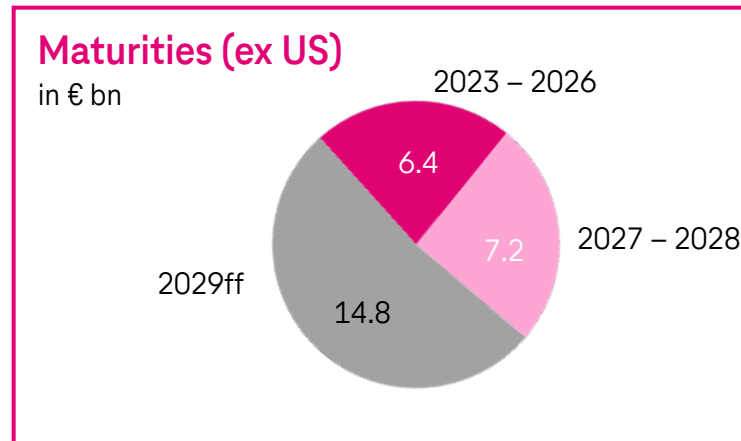
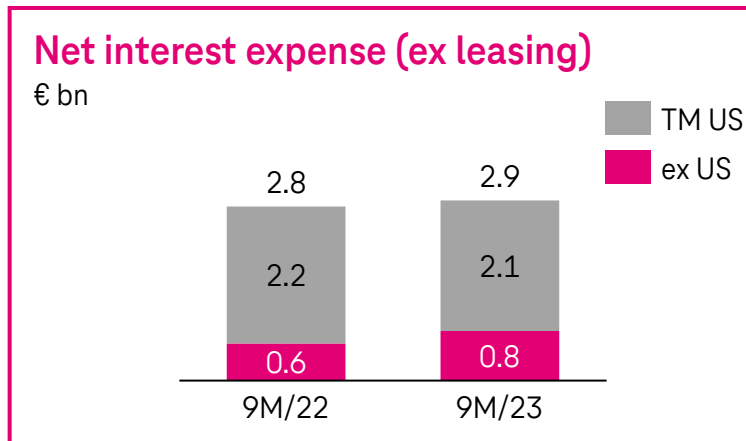
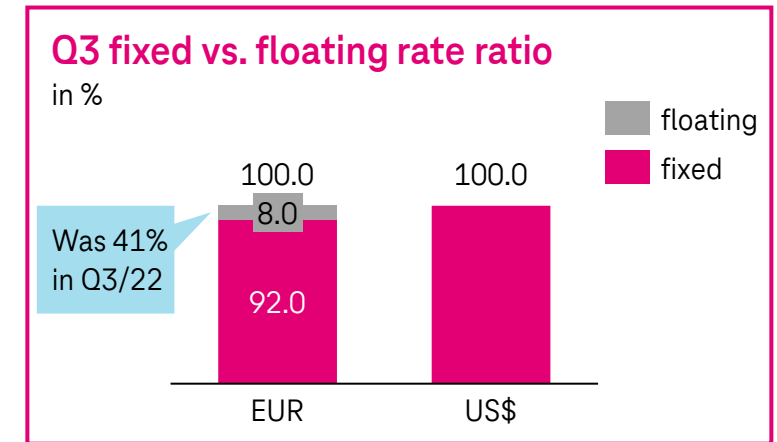
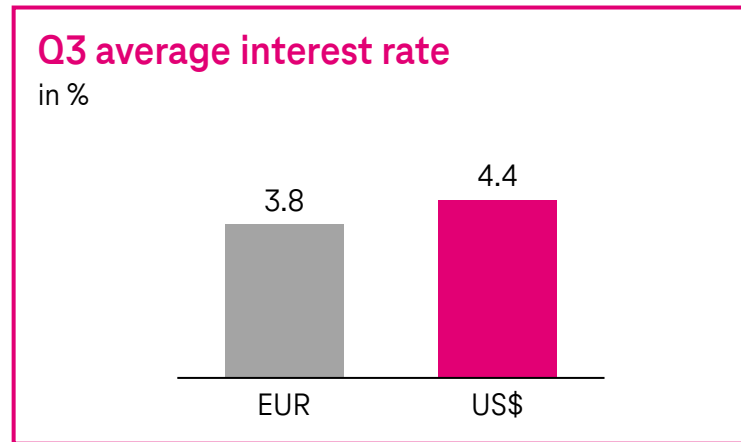
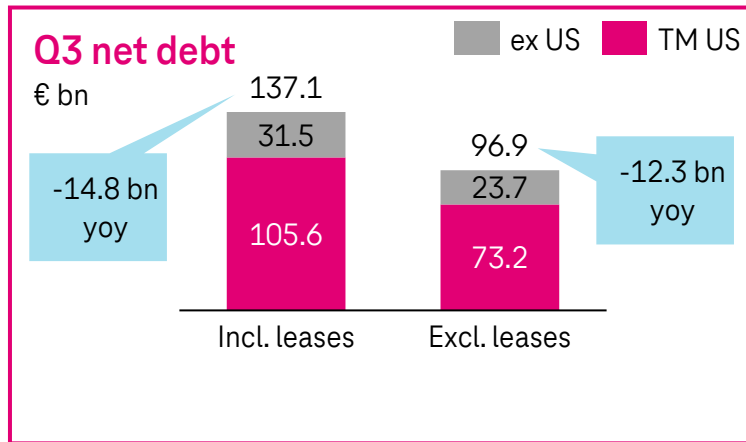
Leverage ratios



Net debt and interest deep dive

solid financing framework

All 3 rating agencies at BBB+ with stable outlook



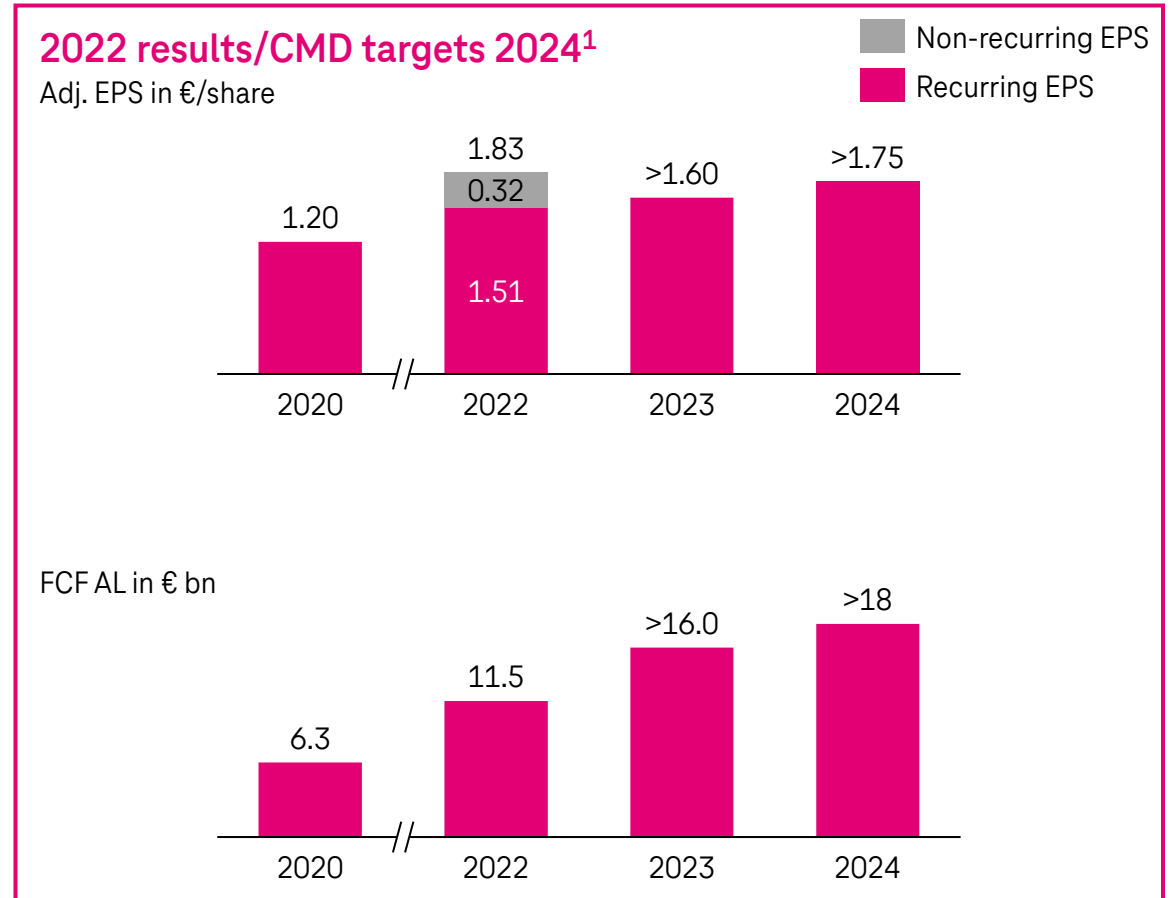
9M 2023 results

Main takeaways

9M 2023 Key messages

delivering reliable and consistent growth

- Commercial performance continues unabated in all markets
- Germany on 28, EU on 23 successive quarters of organic EBITDA AL growth
- FY 2023 Guidance raised for the 3rd time
- Fiber roll-out on track for medium term targets
- Further executing on TM US buyback; DT stake 52.1% at end of September
- Ex lease leverage down to 2.40x. All 3 rating agencies at BBB+ with stable outlook
- Well on track for targets from 2021 CMD
- Attractive shareholder remuneration: DT BoM plans to propose dividend of €0.77 per DT share and announces share buyback program of up to €2 bn for 2024²



¹ 2024e guidance based on 1€ = 1.14 US\$, 2023e based on 1€ = 1.05 US\$. ² subject to necessary board resolutions and AGM approval.

Q3 2023 results

Appendix

Organic growth rates

In %

	Q3/23 over Q3/22	9M/23 over 9M/22
Group revenues	+0.7	-0.1
Group service revenue	+4.1	+3.3
Service revenue excl. US	+3.1	+2.6
Group Adj. EBITDA AL	+6.2	+3.7
Adj. EBITDA AL excl. US	+2.2	+1.5
Group adj. Core EBITDA AL ¹	+8.9	+6.8

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

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

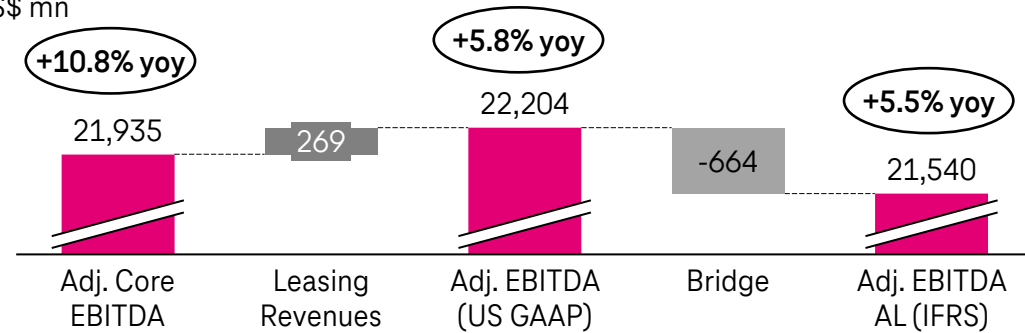
This view is different to the consolidated financial statements of DT where Group Development is treated as a discontinued operation. For more details, please refer to the back-up to this presentation, respectively the interim report of DT both available at www.telekom.com/en/investor-relations

TM US

EBITDA reconciliation

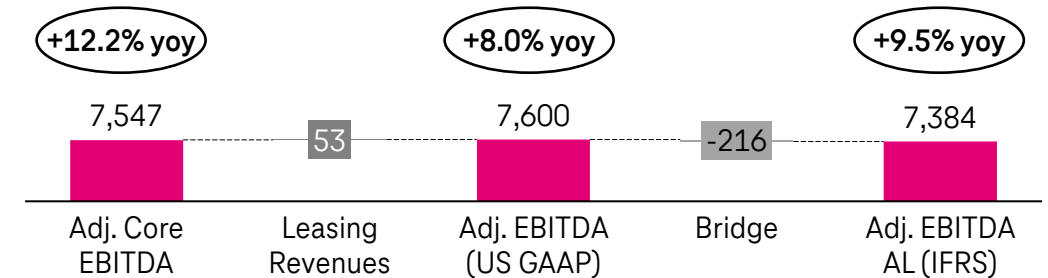
9M/23

US\$ mn



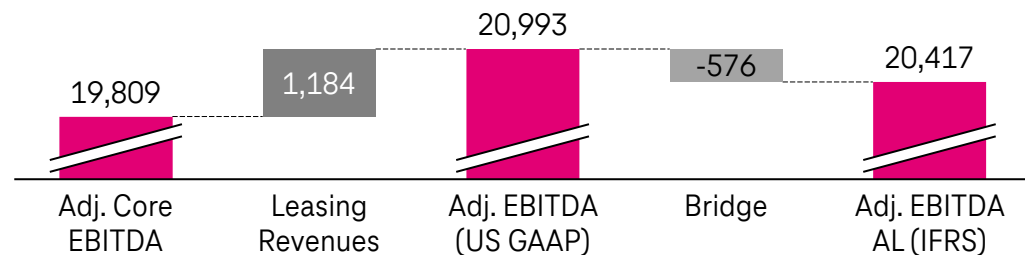
Q3/23

US\$ mn



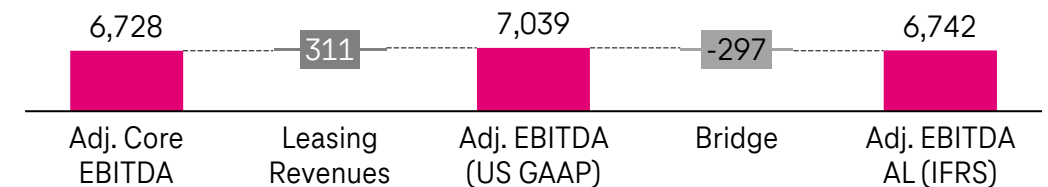
9M/22

US\$ mn



Q3/22

US\$ mn



FCF AL excl. US

€ bn

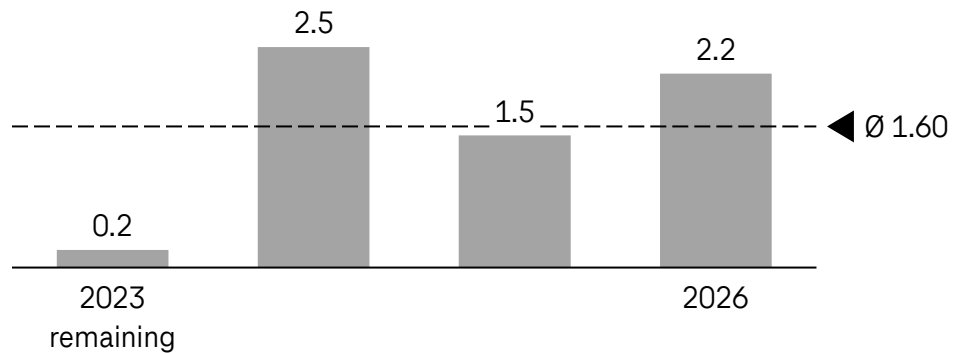
	9M 2022	9M 2023	
Adj. EBITDA	11.8	11.7	adj. EBITDA AL due to de-consolidation of the Dutch business and GD Towers. Organic growth rate of +1.5%
Leasing opex	-0.8	-1.1	
Adj. EBITDA AL	11.0	10.6	
Cash Capex	-5.2	-5.7	Capex front-loaded in 2023 vs. 2022
Proceeds from sale of fixed assets	+0.1	+0.0	
Special Factors Cash	-0.9	-0.7	
Interest ex leasing	-0.5	-0.6	
Cash Taxes	-0.5	-0.7	
Other (working capital etc.)	+0.1	+0.3	
FCF AL	4.1	3.2	

Financials

maturity profile covered by strong liquidity reserve

Ex US bonds maturing

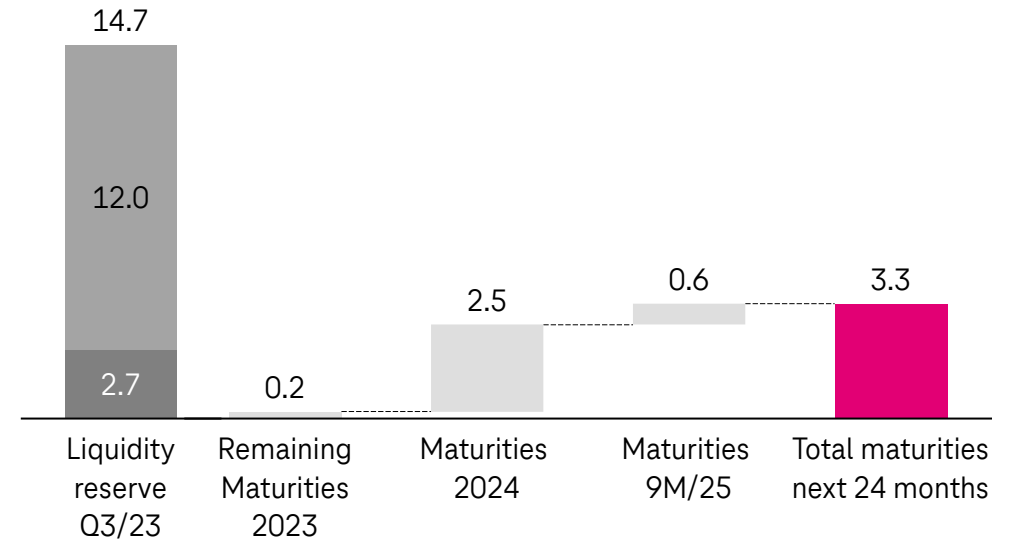
€ bn



Ex US liquidity position

€ bn

■ Credit lines
■ Liquid assets



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





Balance sheet

deleveraging as promised

€ bn

	30/09/2022	31/12/2022	31/03/2023	30/06/2023	30/09/2023
Balance sheet total	321.4	298.6	303.8	299.7	302.5
Shareholders' equity	94.5	87.3	98.7	94.4	96.6
Net debt excl. leases (AL)	109.5	103.7	93.0	97.2	96.9
Net debt excl. leases (AL)/adj. EBITDA AL ¹	2.79	2.58	2.31	2.40	2.40
Net debt incl. leases (IFRS 16)	151.7	142.4	133.5	136.9	137.1
Net debt incl. leases IFRS 16/adj. EBITDA ¹	3.34	3.07	2.87	2.94	2.94
Equity ratio	29.4%	29.2%	32.5%	31.5%	31.9%

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

¹ Ratios for the interim quarters calculated on the basis of previous 4 quarters.

Guidance 2023

compared to consensus

€ bn

	Guidance 2023 in € @ 1.05	Guidance 2023 in € @ 1.08	Consensus in € @ 1.08
Adj. EBITDA AL Group	~41.1	~40.4	40.6
thereof ex US	14.0	14.0	14.1
thereof TM US	~27.2	~26.4	26.5
Adj. Core EBITDA Group	~40.8	~40.2	40.3
thereof ex US	14.0	14.0	14.1
thereof TM US	~26.9	~26.2	26.2 ³
FCF AL	>16.1	>16	16.1
thereof ex US	~3.5 ¹	~3.5 ¹	3.5
thereof TM US	~12.9	~12.5	12.6 ²
Adj. EPS	>1.60	n.a.	1.65

ex US includes one month of GD Towers in 2023. Guidance is without GD.

Consensus uses €0.7 bn bridge on TM US. Guidance assumes US\$ 0.8 to 0.85 bn US GAAP to IFRS bridge.

¹ Includes €0.2 bn of cash returns and €0.15 bn cash taxes related to tower transaction. ² Calculated by using the DT pre-results Group consensus of €16.1 bn and subtracting ex US contribution.

³ Calculated by using the DT pre-results consensus of US\$ 29,087 bn core adj. EBITDA and subtracting implied consensus bridge of €0.7 bn.

Outlook 2022/23 as per annual report 2022 (1/2)¹

€ bn

	2022 pro forma	2023e	2024e
Revenue Group	113.7	Slight increase	Slight Increase
Germany	24.7	Slight increase	Increase
US (in US\$)	79.3	Slight increase	Slight increase
Europe	11.2	Increase	Slight increase
Systems Solutions	3.7	Stable	Slight increase
Service Revs Group	91.6	Increase	Increase
Germany	21.7	Slight increase	Slight increase
US (in US\$)	61.2	Increase	Increase
Europe	9.3	Increase	Slight increase
Systems Solutions	3.6	Stable	Slight increase
Adj. EBITDA AL Group	39.3	Around 40.8	Strong Increase
Germany	9.9	10.2	Increase
US (in US\$)	27.0	28.4	Strong Increase
Europe	4.0	4.0	Increase
Systems Solutions	0.3	0.3	Increase

¹ See annual report 2022 for additional details

Outlook 2022/23 as per annual report 2022 (2/2)¹

€ bn

	2022 pro forma	2023e	2024e
Cash Capex Group	20.7	16.8	Stable
Germany	4.4	Slight increase	Slight increase
US (in US\$)	14.0	Strong decrease	Stable
Europe	1.8	Stable	Stable
Systems Solutions	0.2	Stable	Stable
FCF AL Group	11.2	>16	Strong increase
Adj. EPS	1.83	>1.60	Strong increase
Net debt/adj. EBITDA	3.07x	>2.75x	~2.75x

¹ See annual report 2022 for additional details. Adj. EPS and Net debt/adj. EBITDA as reported

Investor + Analyst Webcast with Q&A session

The conference call will be held on **November 9 at 14:00 CET**, 13:00 GMT, 08:00 EST, 05:00 PST, 22:00 JST
DT Participants: Tim Höttges (CEO), Christian Illek (CFO), Hannes Wittig (Head of IR)



- 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)



<https://dtag.webex.com/dtag/j.php?MTID=mf10c8ea307fa04267abc156b7294dae6>

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Meeting-ID: 2788 812 2779

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Further questions

please contact the IR department

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