# Deutsche Telekom

## Company Presentation for Investors

May 2025

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# CMD 2024 recap

Selected charts

# Where do we stand

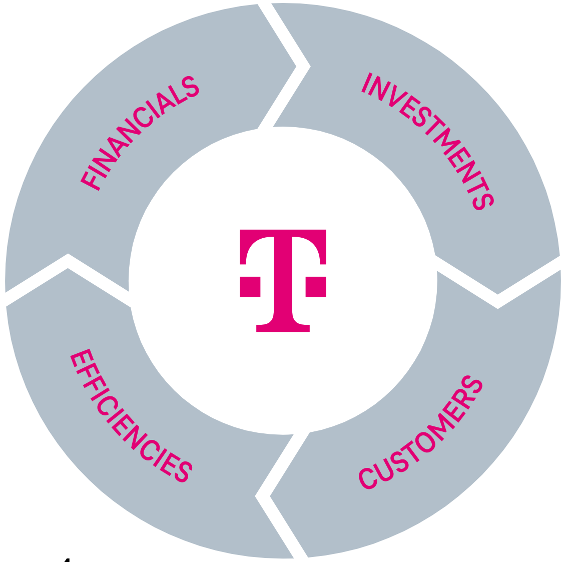
**#1** **Global Telco brand**
+84% Brand value since 2020[1]

**~ €71 bn** **Total Cash Capex[2]**
2021 – 2024e

**#1** **Leading 5G networks**
in US, GER & EU

**> €1.75** **Adj. EPS**
+46% since 2020

**> 20 mn** **Fiber homes passed GER & EU[8]**
+13 mn homes since YE 2020




**~ €43 bn** **Adj. Core EBITDA AL**
+31% since 2020[3]

**~ 300 mn** **Customers**
+7 mn broadband[6], +21 mn postpaid since YE 2020[7]

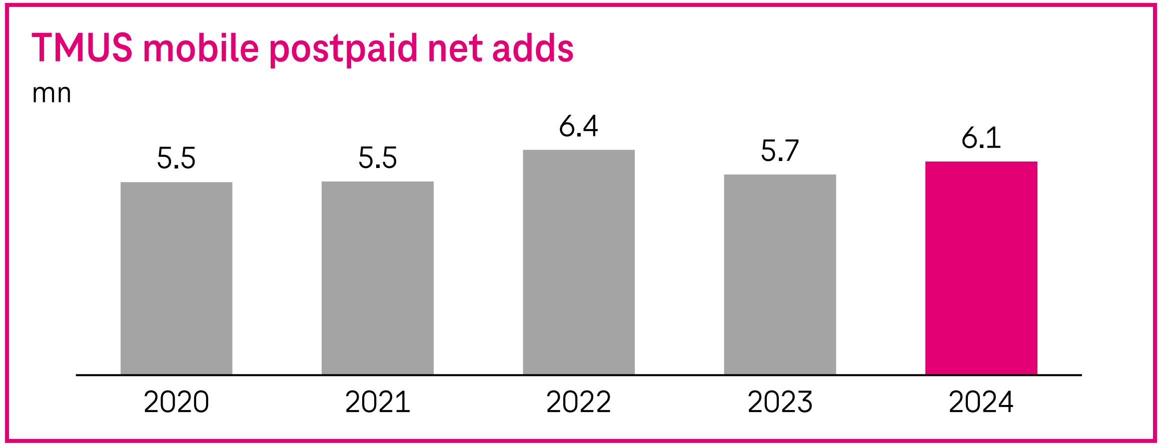
**~ -5 pp** **IDC/Service revenues[4]**
2024e vs 2020 (DT ex US)

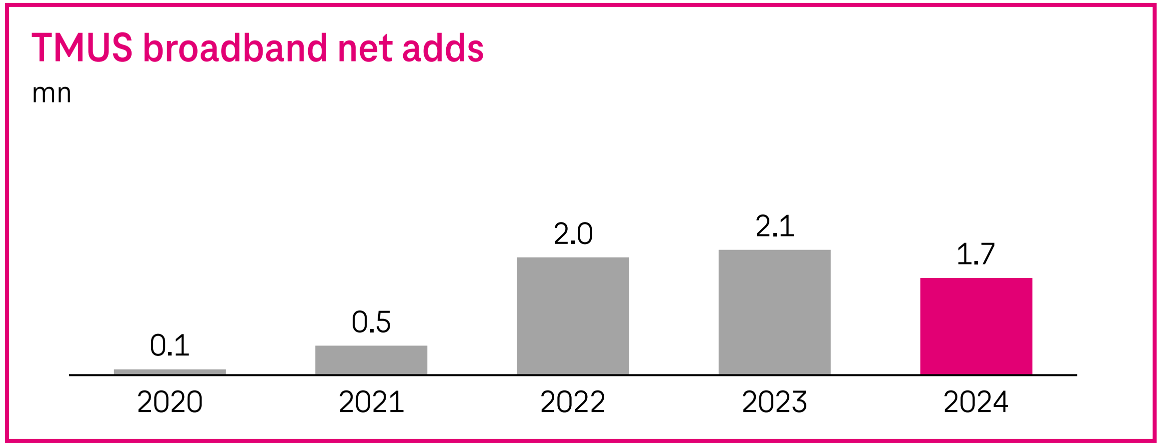
**#1** **Customer experience[5]**
Lead in TRI*M GER & EU & NPS US

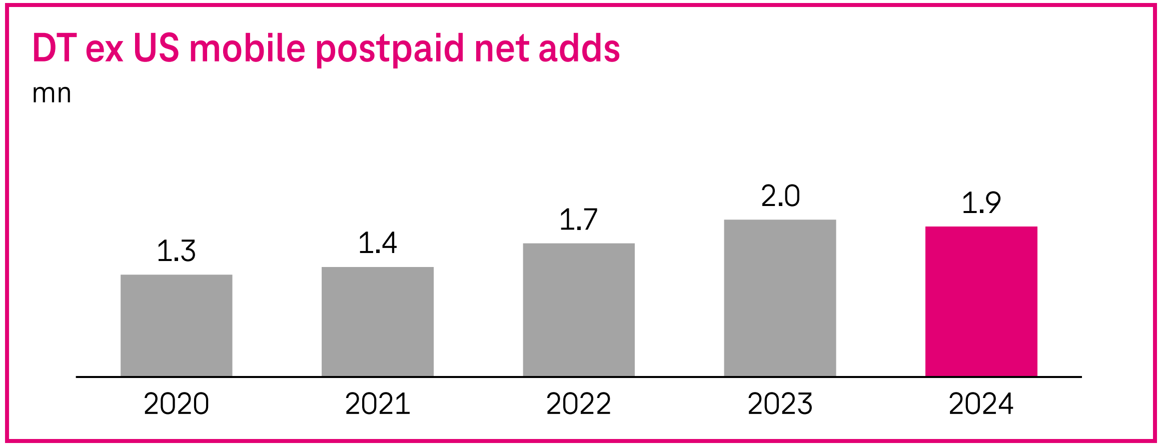
All data end of 2024e except stated otherwise; [1] Brand Finance 01/2024; [2] Without spectrum; [3] Organic; [4] Adj. IDC AL as % of Service revenues, organic, excl. HU Telco tax;
[5] EU: #1 in 8 out of 9 countries B2C, 12M avg. as of Q2 2024 excl. RO, GER: B2C Q2 2024, B2B YE 2023, US: Q2 2024; [6] Q2 2024, incl. US FWA customers; [7] Q2 2024 excl. US FWA customers;
[8] GER: FTTH incl. JVs; EU: FTTH/B & Docsis 3.1 (1 Gbps) incl. own, funded & partner rollout but excl. wholebuy

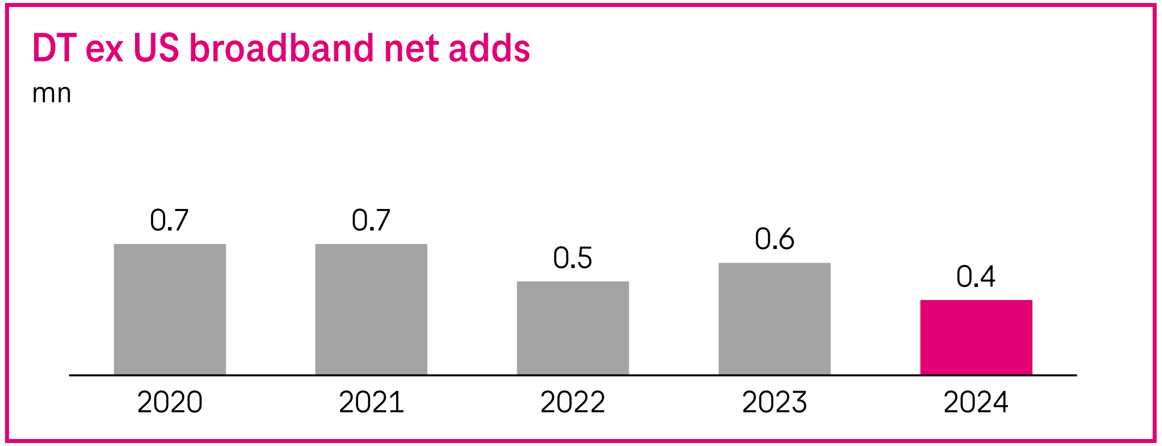
# DT Group

## consistent customer growth over the last 5 years



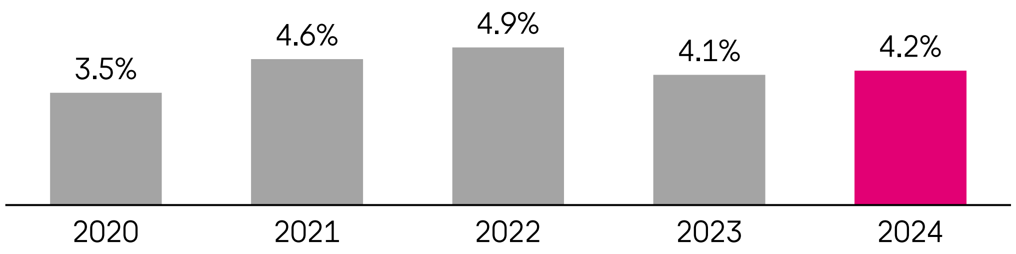



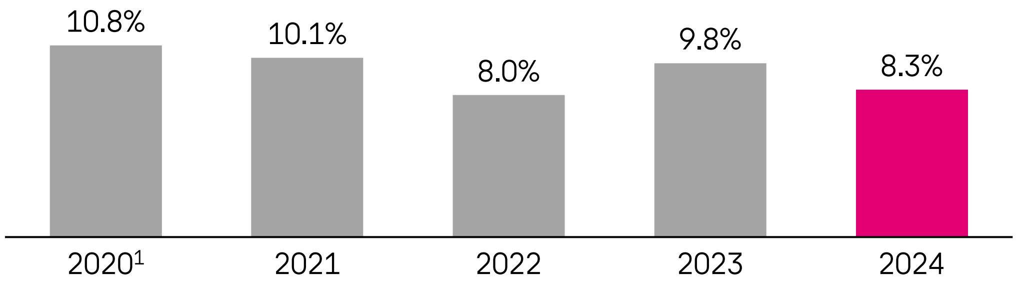



# DT Group ex US & TMUS financials
## growth on both sides of the Atlantic

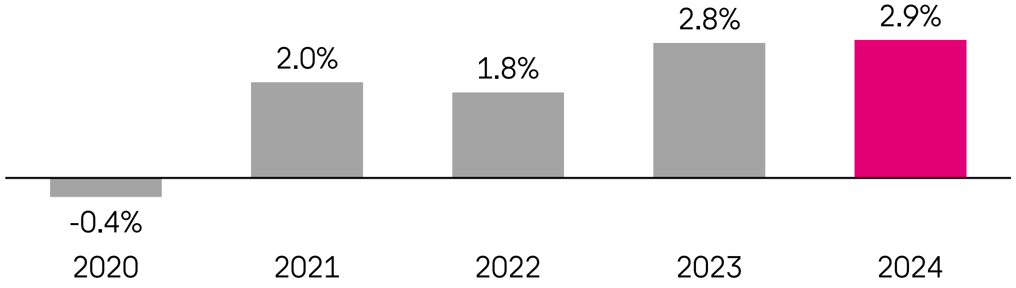
### Organic service revenue growth TMUS
in % yoy



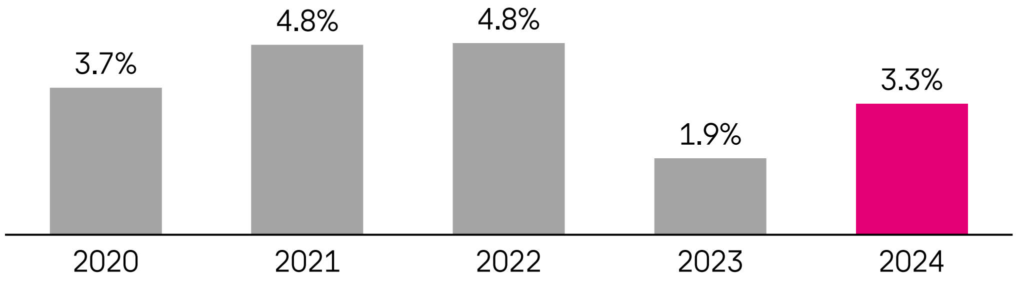

### Organic core adj. EBITDA growth TMUS
in % yoy




### Organic service revenue growth DT ex US
in % yoy




### Organic adj. EBITDA AL growth DT ex US
in % yoy

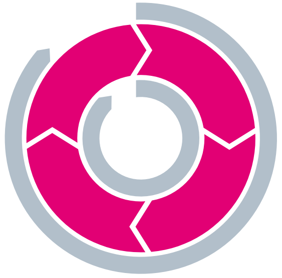



2020: Adj. EBITDA AL

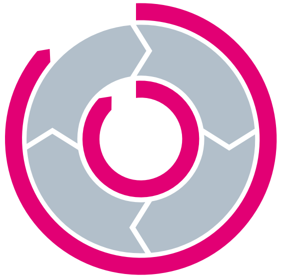
# Accelerating our flywheel – our ambitions going forward

**STRONGER FOUNDATION** + **SUPERIOR EXECUTION** + **ACCELERATION** = **VALUE CREATION**

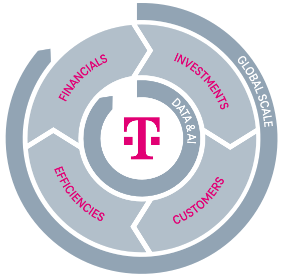
- Grow **US share** & strong **Portfolio** with optionality
- Solid **leverage** & **headroom**
- **T-Systems** a unique differentiator
- Strong **brand, values & ESG** commitments
- Rejuvenated industry leading **team**



- **Out-invest** competition
- Next-level **quality** approach
- **Win** in the market
- Capture the **Fiber** opportunity
- **5G** a winning story
- **B2B** profitable growth
- Ramp-up **beyond core**



- **Data** informed, digital first company
- **AI@T** everywhere for us & our customers
- Leverage **global scale**
- **Platform** economics




**Unlock additional Market cap:**

**> €60 bn[1]**

- Adj. EPS: **~ €2.5** in 2027e
- Dividends **40%–60%** of adj. EPS (2024e **€0.90[2]**)
- Share buyback of up to **€2 bn** in 2025

[1] Until 2027; [2] Subject to board resolutions & AGM approval

# Leveraging Fiber to create long-term profitability

**Capturing Fiber opportunity ...**

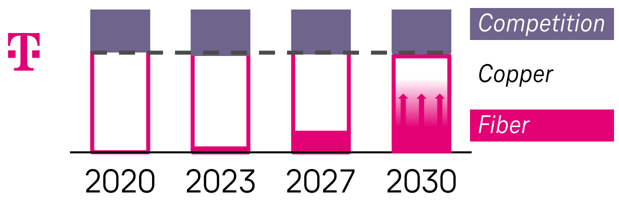
- best future network
- superior quality
- ARPU upside
- lower cost to operate
- green Fiber

**... with ownership economics & high utilization**

## INFRA LEADERSHIP IN INCUMBENT MARKETS

...

BB market shares – Infra view[1]



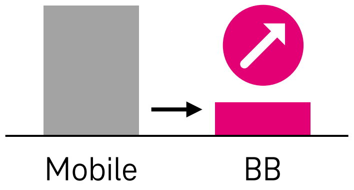

**Stable or greater market share**

- Copper to fiber migration
- Prepare copper de-commissioning

## SMART INVESTMENTS IN NEW MARKETS

...

Market share




**Leverage mobile position**

- Selected rollout areas
- Leverage asset-light models (organic, JV & swaps)

## Until 2027e

Total homes passed

~ 17.5 mn[2] (2.5 mn p.a.)

~ 13.5 mn[3] (1.0 mn p.a.)

Fiber utilization

> 20%

> 35%

## Until 2030e

Total homes passed

≥ 12–15 mn

[1] Access lines, retail & wholesale; [2] FTTH incl. JVs; [3] FTTH/B & Docsis 3.1 (1 Gbps) incl. own, funded & partner rollout but excl. wholebuy

# 5G: We made it a winning strategy

## MARKET LEADING IN 5G TODAY

| Strong coverage[1] | | Speed leadership[2] | |
|---|---|---|---|
| Germany | ~ 98% | Germany | #1 |
| EU | ~ 78% | EU[3] | #1 |
| US | ~ 98% | US | #1 |

| Customer growth[4] | Profitable investment |
|---|---|
| by > 4% | Positive NPV |

## CUSTOMER DRIVEN NETWORK EXPERIENCE …

- **Modernize NWs**
- Leverage **spectrum leadership**
- **5G stand alone** everywhere
- **Micro/Geo data-driven** network optimization for superior **quality/CX**

**#1 New Network Quality Leadership**

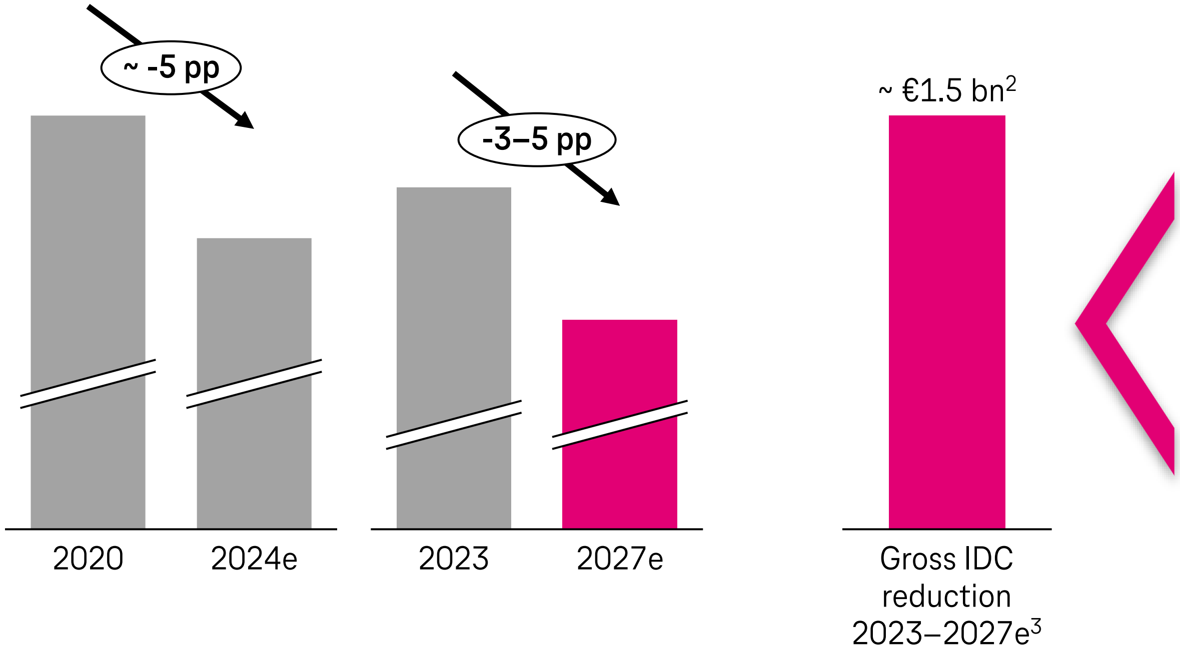
## … BRINGING MONETIZATION TO THE NEXT LEVEL

- **Grow mobile share**
- **Fixed-wireless opportunity**
  - FWA (e.g. US BB)
  - B2B hybrid "unbreakable"
- **New services**
  - 5G-Campus
  - NW-slicing
  - NW-APIs (Telco-JV launched)
  - Satellite US

[1] 2024e excl. RO; [2] According to opensignal.com 5G download speed, Aug 16th, 2024 & OOKLA; [3] Average 6 out of 10 NatCos, CZ, CR, GR, HU, MKD, PL; [4] CAGR 2020–2023, adjusted for disposal of FMC SIMs in RO

# Efficiency: multiple levers for further improvements

## IDC/Service revenues DT ex US[1]



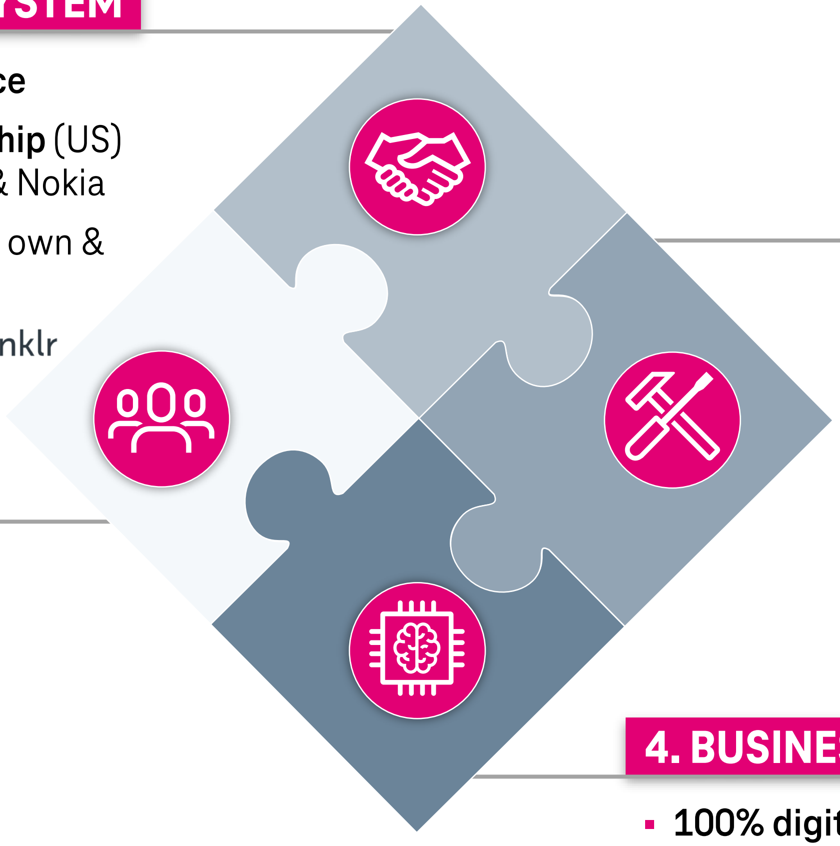

## Key levers and expected impact going forward

| | |
|---|---|
| Artificial intelligence & automation | ~ €0.7 bn[4] |
| Network Scaling | ~ €0.1 bn |
| Real Estate & Procurement | ~ €0.4 bn |
| Other | ~ €0.4 bn |

- All segments are expected to contribute
- Headwind from higher inflation rates to be mitigated by additional efficiencies

[1] Adj. IDC AL as % of Service revenues, organic, excl. HU Telco tax; [2] Differences due to rounding; [3] Midpoint of Service revenue midterm ambition; [4] Technology and other

# Set-up for a data-informed, digital-first company…



**2. PARTNER ECOSYSTEM**

- **Global Telco AI Alliance**
- **AI RAN R&D partnership** (US) with Nvidia, Ericsson & Nokia
- **Smart combination** of own & partner capabilities

Microsoft Google Cloud Platform sprinklr OpenAI perplexity

**1. ORGANIZATIONAL SET-UP**

- AI **Competence Center**
- **AI Factory** T-Systems
- **Nearshore CoE** in HU
- **AI Shared Services** by DTSE
- Customer facing Detecon & MMS **AI Consulting**

**3. EXISTING ASSETS**

- **LLM OS** foundation & **Telco LLM**
- Common **data platform & service fed by:**
  - > 100 mn OneApp sessions[1]
  - > 18 mn OneShop users[1]
  - > 5.5 mn RDK router deployed
  - entire NT/IT stack
  - …

**4. BUSINESS INTEGRATION**

- **100% digital customer channels** leveraging **AI@T**
- **Full end-to-end integration** via API's

[1] Per month

# Accelerate global scale leveraging our unique footprint

**ONE STRATEGY**

- Portfolio & M&A
- Know-how exchange
- Global T-Hubs
- NW API alliance
- Towers/Infra
- ...

**GLOBAL G2M**

- Global brand
- Common T Business identity & activities in GER & EU
- MNC
- Global Carrier
- ...

**COMMON PRODUCTS & PLATFORMS**

- Moments
- RDK router
- T-Devices
- Beyond core
- T IoT
- AI@T

- **Architecture incl. customer systems:**
- OneApp
- OneShop
- OneTV
- **...**

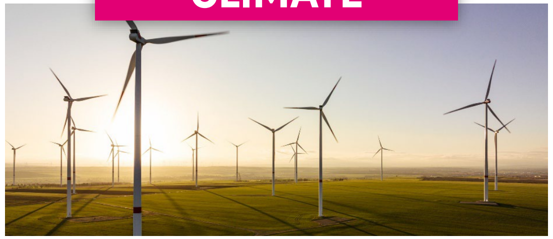
**COMBINED OPERATIONS**

- Common services/ shoring
- Center(s) of excellence
- Joint alliance(s)
- Common operating model EU
- Global AICC
- ...

Unique balance between **global scale** & **local entrepreneurship**

# Committed to ambitious environmental and social targets

## CLIMATE



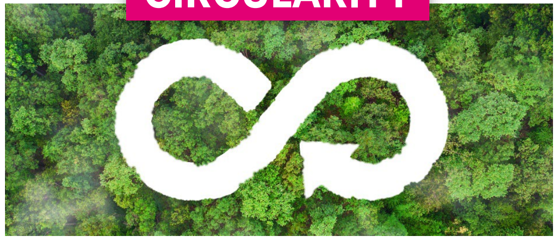
**≥ -55%** in 2030e vs. 2020

**≥ -90%** in 2040e vs. 2020

in **Scope 1–3 emissions**

- Clear **transition plan** towards **net zero**
- **SBTi**[1]-approved targets
- Focus on **Scope 3** (supplier production & use phase)

## CIRCULARITY



**100%**

**Ready for circularity**
around technology & devices in 2030e

- **Full circular approach, "T Circularity Score"**[2]
  - **Prevention** (design & packaging)
  - **Re-use** (lifetime & refurbishment)
  - **Collect** & **recycle** (devices & network/IT)

## SOCIAL

Similar digital inclusion beneficiaries

**> 80 mn acc.**[3]

+ Crisis effort

- **Accessibility** for all
- **Affordability** for those in need
- **Ability** – digital education, standpoint against hate

[1] SBTi = Science Based Targets initiative; [2] DT ex US only; [3] 2024-2027, without "crisis mitigation" & "low carbon & circular society"

# Customer focus translating into strong profitable growth

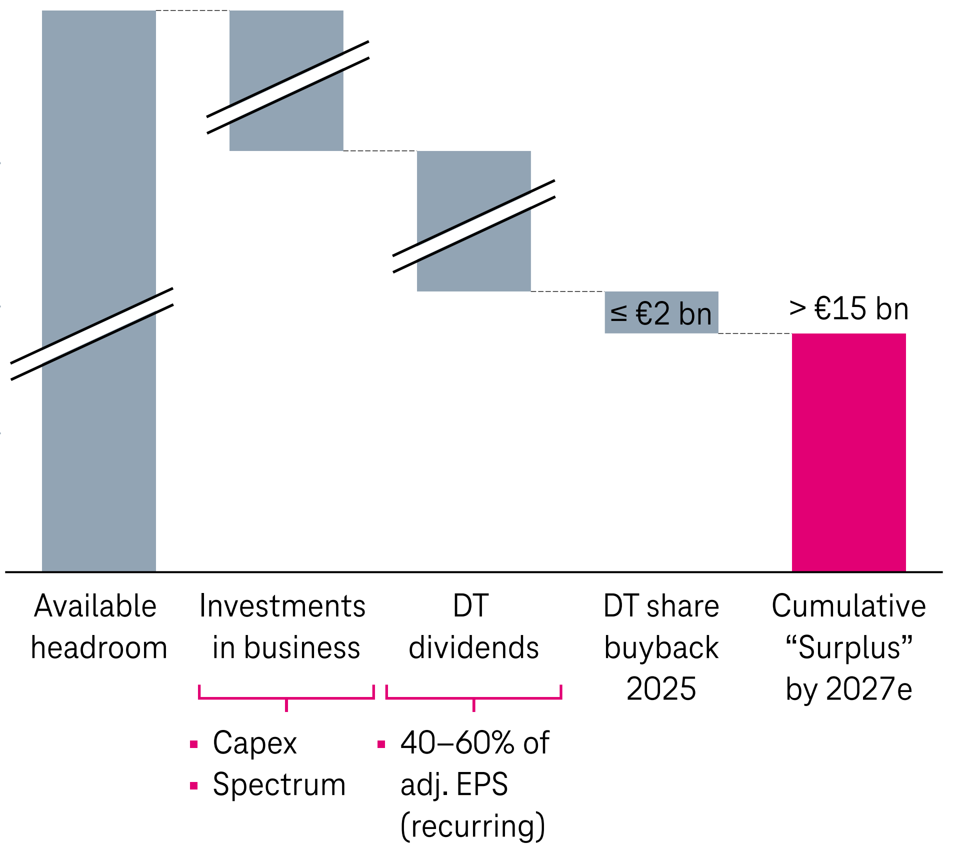
| GROUP LEVEL KPI | AMBITION 2023–2027E | | KPI DRIVERS |
|---|---|---|---|
| Service revenues | ~ 4% | CAGR | Business growth |
| Adj. EBITDA AL | 4–6% | CAGR | Operational leverage |
| Adj. EPS | > 11%[1] | CAGR | Growth & capital allocation |
| Cash Capex/Service revenues[2] | ~ 21% | in 2027e | Invested for growth |
| FCF AL | ~ €21 bn[3] | in 2027e | Cash generation |
| ROCE | ~ 9% | in 2027e (> WACC) | Growing profit |
| Net debt/adj. EBITDA | ≤ 2.75x | | Financial discipline |

[1] Absolute adj. EPS ~ €2.5 in 2027e; [2] DT ex US; [3] Based on €1 = $1.08

# “Surplus” funds to be used for higher TMUS stake & DT buybacks

## Key determinants of cumulative “Surplus” by 2027e

- 4–6% Adj. EBITDA AL CAGR
- Announced TMUS capital allocation[1]
- ≤ 2.75x leverage



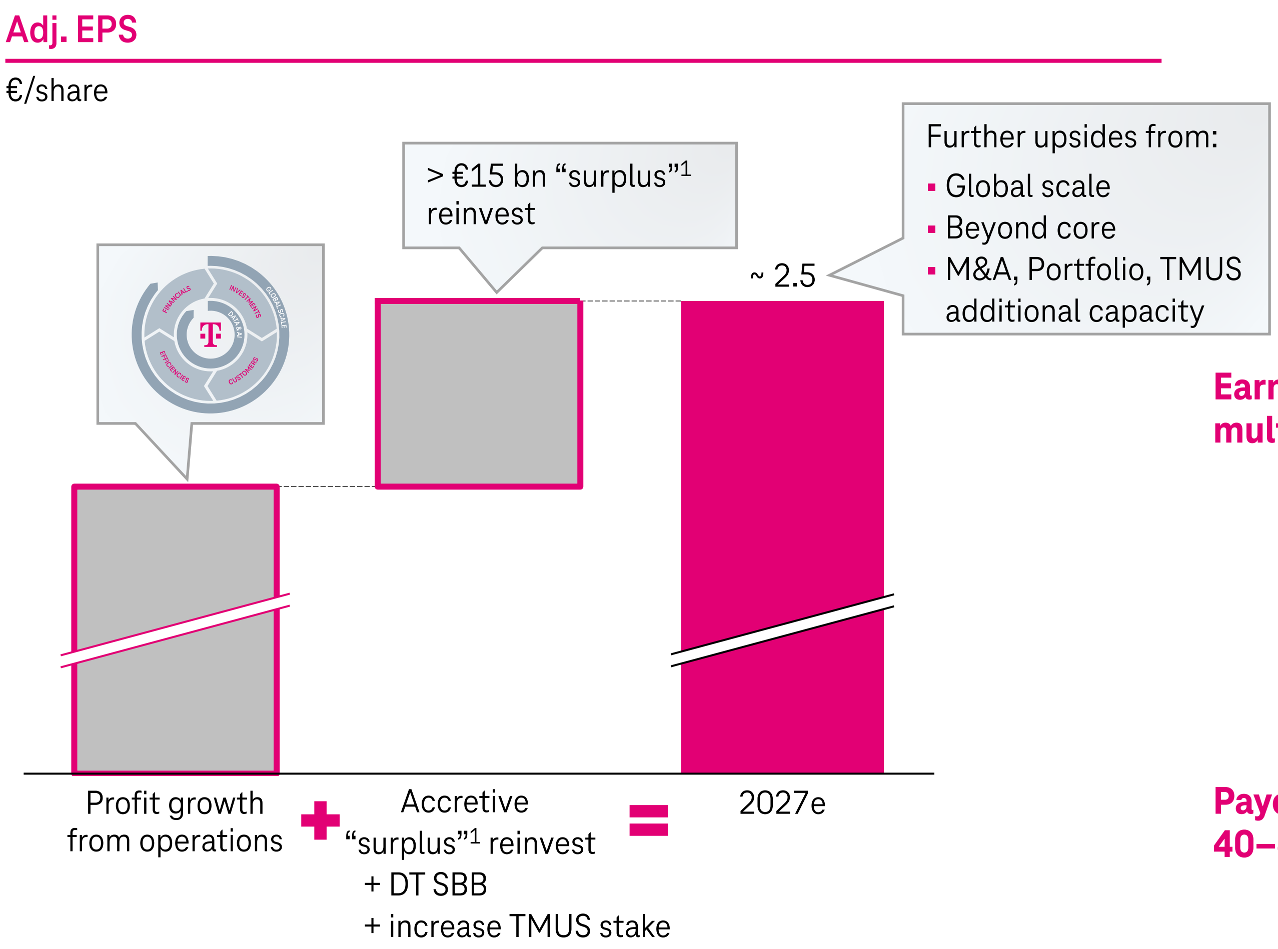

## Uses for “Surplus”

- Higher TMUS stake[2]
- Additional DT share buybacks

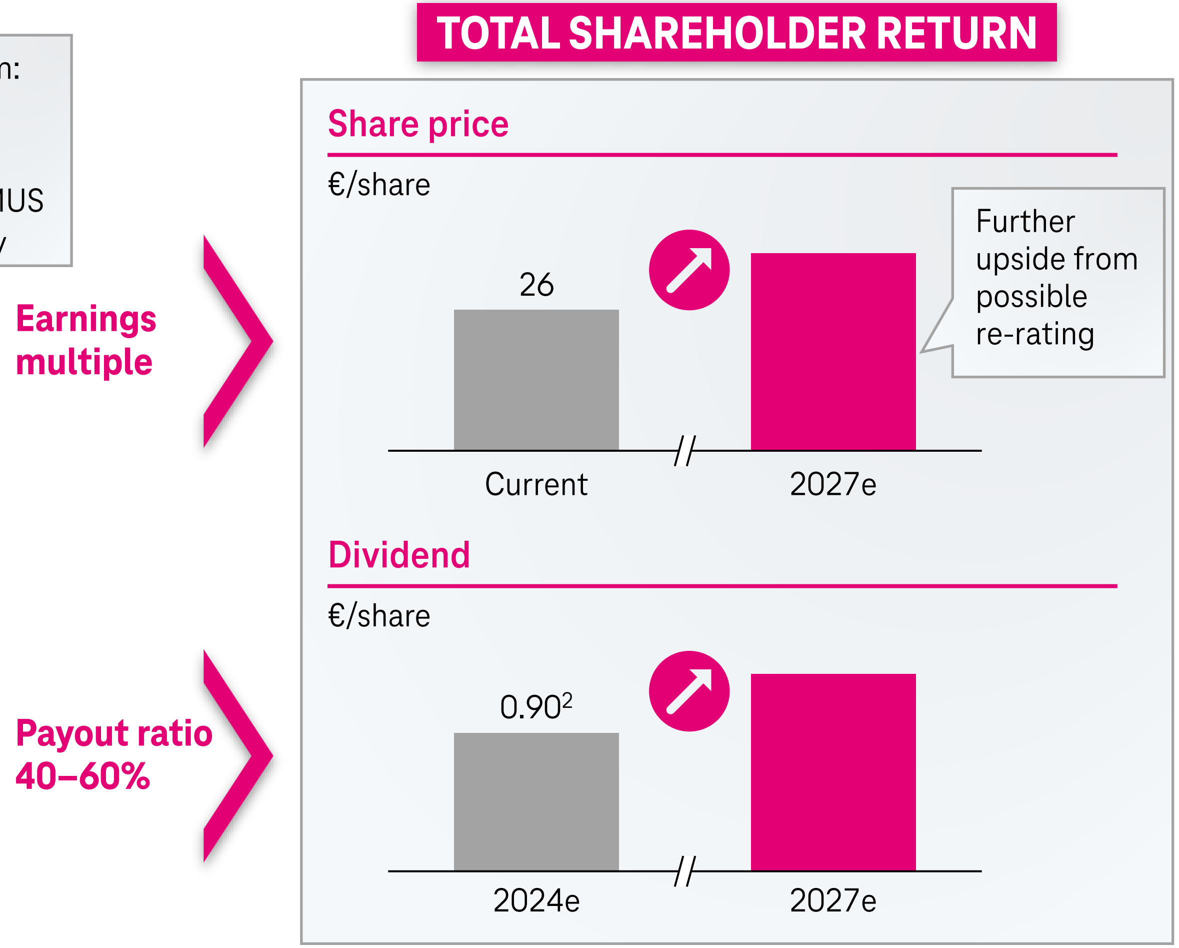
- Both uses of surplus are accretive to DT’s adj. EPS
- Maintaining strategic flexibility

[1] TMUS CMD: up to $50bn stockholder returns, ~ $20bn additional capacity, and ~ $10bn strategic investments; [2] Vs. baseline stake of 50.4%

# Creating shareholder returns through growth & capital allocation




[1] "Surplus" at guidance and ≤ 2.75x leverage; [2] Subject to board resolutions & AGM approval



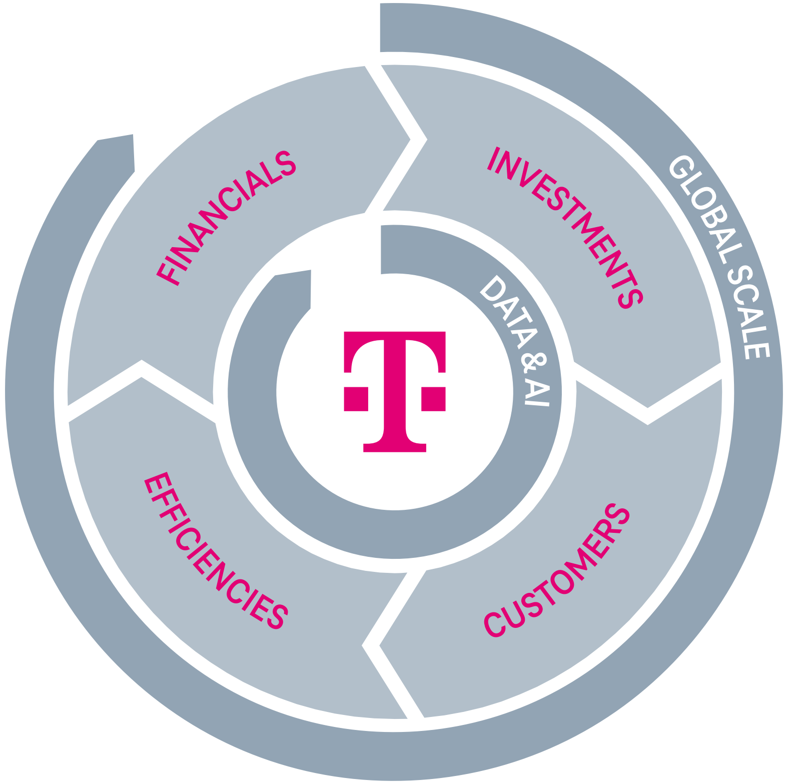
# Q1 2025 results

Group

# Q1/25
## consistent reliable growth

### Q1/2025 Highlights

- Market leading customer and financial growth continues: Q1 organic service revenues +3.5%, adj. EBITDA AL +5.3%, FCF AL +52.4%[1], adj. EPS +10.8%[1]
- DT ex US organic service revenue growth +2.5%, adj. EBITDA +3.8%
- Strong progress with network and A.I. powered digitization
- Group guidance raised to reflect new TMUS guidance
- German regulator confirms spectrum prolongation
- DT 2025 SBB program with 0.4 bn € of up to 2bn FY volume executed in Q1
- DT's stake in TMUS reaches 51.8% as of April 17, 2025
- On track for 2024 CMD ambitions

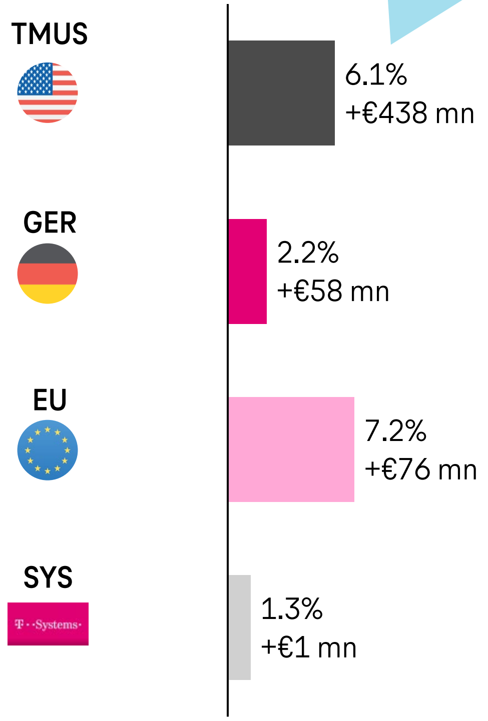



[1] FCF AL and adj. EPS growth rate as reported.

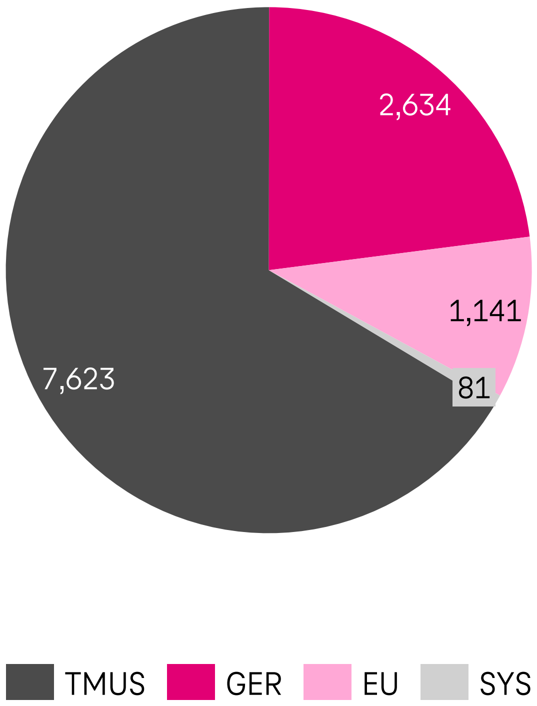
# Financials Q1/25 organic
strong organic growth

## Q1/25 Adj. EBITDA AL
growth yoy, organic

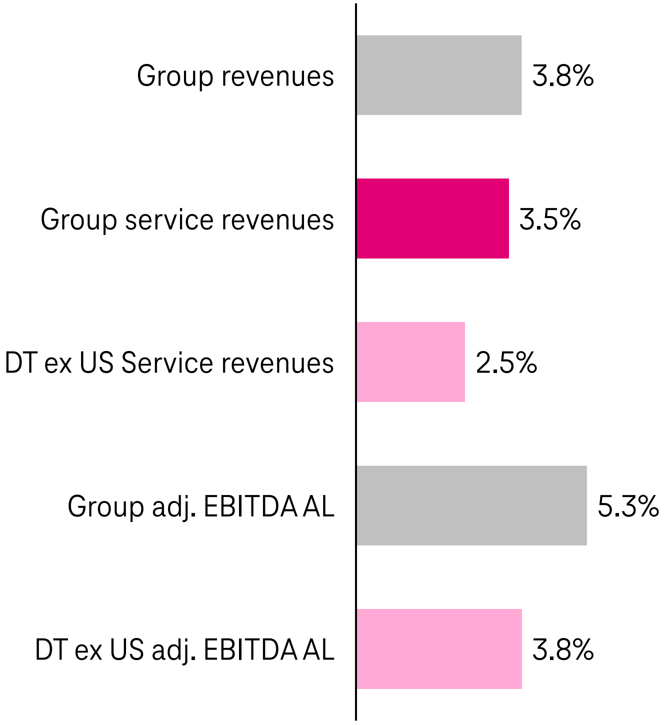
US GAAP Core adj. EBITDA growth of 8.4%




## Q1/25 Adj. EBITDA AL by segment[1]
€ mn



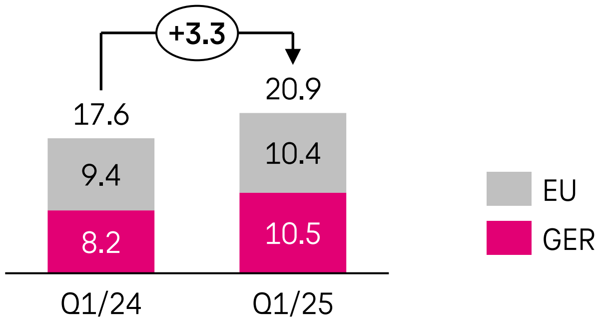

## Q1/25 Key Financials
% growth yoy, organic




[1] Excl. GHS, GD & reconciliation (€ -182 mn). Group EBITDA AL € 11,297 mn.

# Networks
## extending our leadership

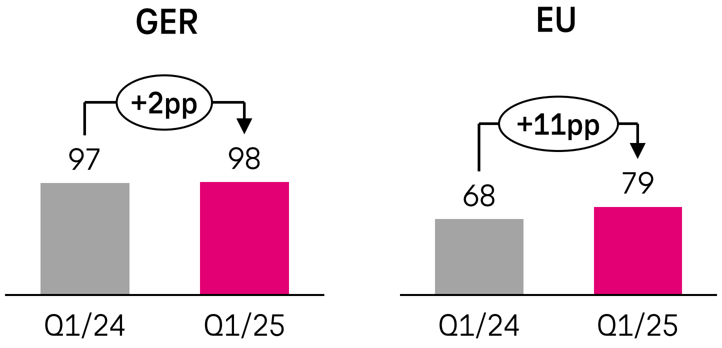
### FTTH
Fiber homes passed in mn




- Continuing to lead German fiber build
- 5.7 mn MDU homes contractually secured for inhouse wiring

- Lumos fiber JV with EQT completed with 475,000 US homes passed at closing

### 5G Coverage
% of POPs




- Undisputed German network leadership secured through ongoing modernization

- Survey names download speed of T-Mobile US “sole Global Winner in the large land group”
- T-Mobile announces nationwide roll-out of 5G Advanced

# AI and Digital

## accelerating the digital transformation with AI

### Digital

#### App

- Number of active app users: 15.9 mn users
- Magenta Moments (loyalty program only): Unique monthly active users >4.5 mn

#### Home Connectivity

- Remotely managed routers: >75%
- OneTV: ~4 mn customers

#### Others

- Aduna: Launch of seamless API access through a unified global network, powered by CAMARA standards

### AI

**G&A**

HR: AI-powered chatbot ("Ask T") to access to group wide knowledge sources – implemented in GER)

Finance: AI-driven data self-service tool to receive and visualize financial data requests – impl. for relevant target groups

**Network**

**Mobile network:** AI RAN Guardian Agent monitors the RAN to detect and remediate degradations (up to 95% faster; currently in MVP[1], before scaling in GER)

**Fiber rollout:** AI chatbot to support civil engineering work (-90% faster; ~10% productivity gain – impl. in GER)

**IT**

**IT DevOps:** AI coding assistant and code stability enhancement accelerates coding and increases code quality for the entire SDLC. Q1/2025 savings for coding (+12% efficiency) and 16% faster MTTR - scaling is ongoing

**Sales & Service**

**Customer interaction:** AI driven "FragMagenta" Chatbot solves >50% of customer issues without human interaction (impl. in GER, AU and HR)

**Agent support:** AI chatbot for service employees to access all customer knowledge (productivity increase up to 90% – impl. in GER)

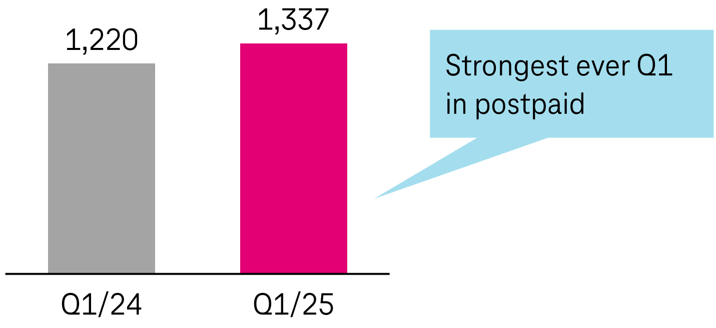
- B2C Customers: AI Phone announced, launch in H2 2025; Magenta AI (In-App AI offering) launched in GER & expanding across EU footprint; 12 months free Perplexity Pro, through Magenta Moments
- B2B Customers: Scaling of the "AI foundation services", to facilitate access to multiple AI models & offerings, independent of the cloud provider

[1] MVP = Minimum Viable Product Phase, which indicated that it is not yet up and running in the live network today.

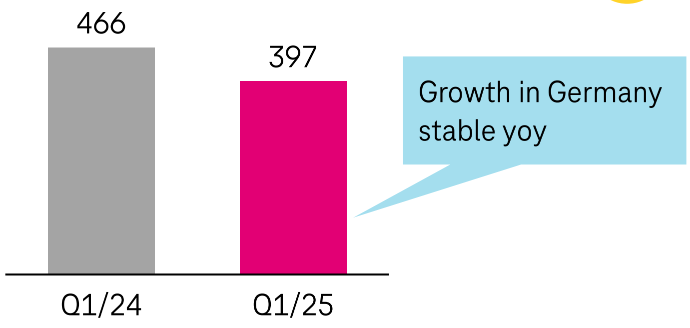
# Customer Growth
## stronger in mobile, weaker in fixed

### Mobile net adds
000

**US (postpaid)**

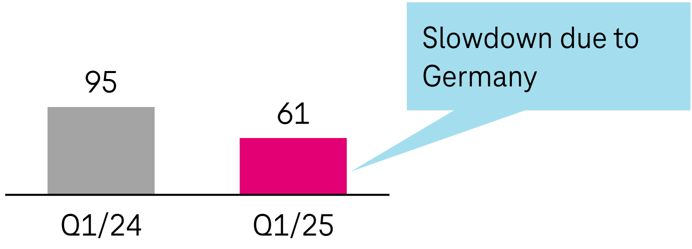



**Ex US (contract)[1]**

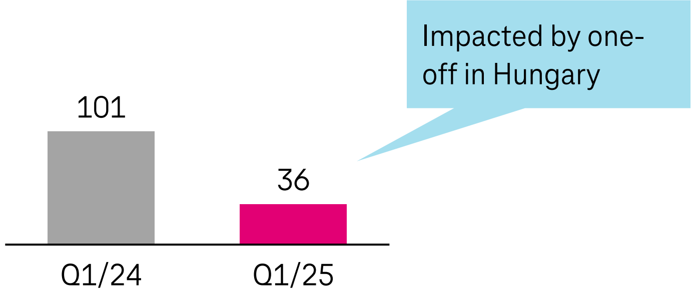



### Fixed line net adds[2]
000

**Broadband**




**TV**

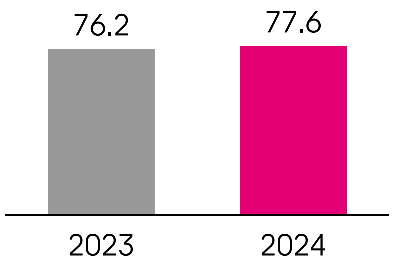



[1] GER + EU. GER: own brand only. [2] GER + EU.

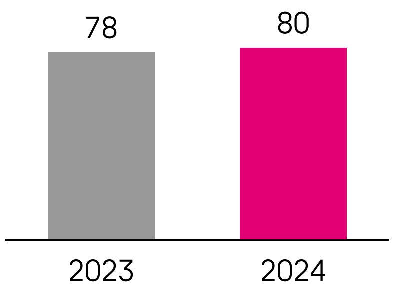
# Society and Environment
## progress with our ESG ambitions

### Societal agenda

**Customer satisfaction[1]**
Tri*M




**Employee satisfaction[1,2]**
%



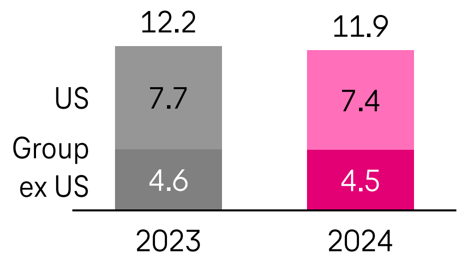

### Environment
- NEW Q1 energy consumption ex US -1% yoy (group +3%)
- NEW presentation of world's first DSL router made from old smartphone components at MWC
- NEW launch of sustainability campaign (raising awareness about climate change)

### Society
- NEW spot against disinformation together with FC Bayern as part of our frequently awarded campaign against hate speech
- NEW Deutsche Telekom supported the Special Olympics World Winter Games as a partner

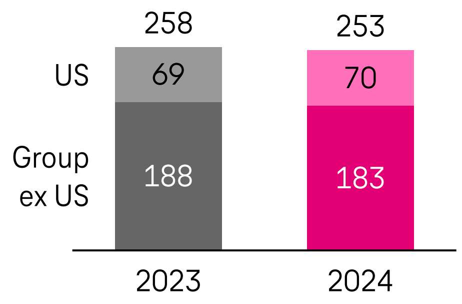
### Governance
- S&P Global ESG – again best European telco
- First Annual Report in line with CSRD requirements
- NEW great support by shareholders on all AGM agenda topics with mostly ≥90% consent

### Environmental agenda

**Energy consumption**
mn MWh



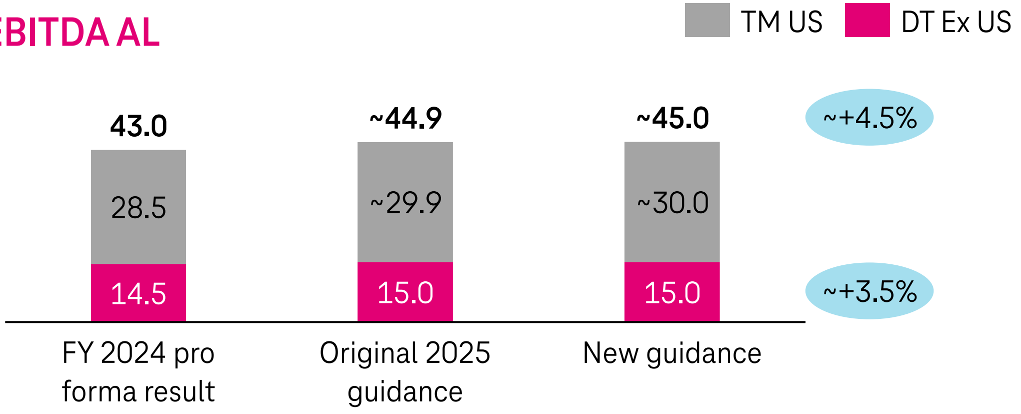

**$CO_2$e emissions (scope 1+2)**
kt



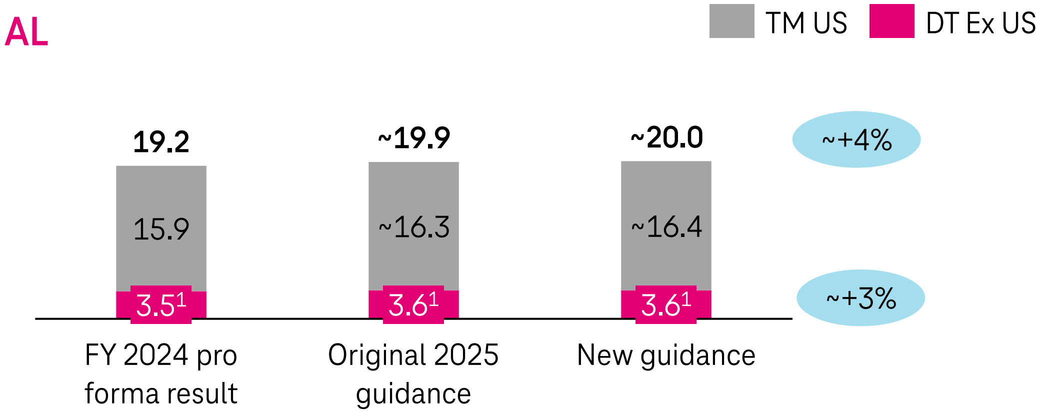

[1] DT ex US. [2] Positive answer on employee/pulse survey question: "How do you feel at our company".

# Guidance 2025
## guidance raised for adj. EBITDA AL and FCF AL

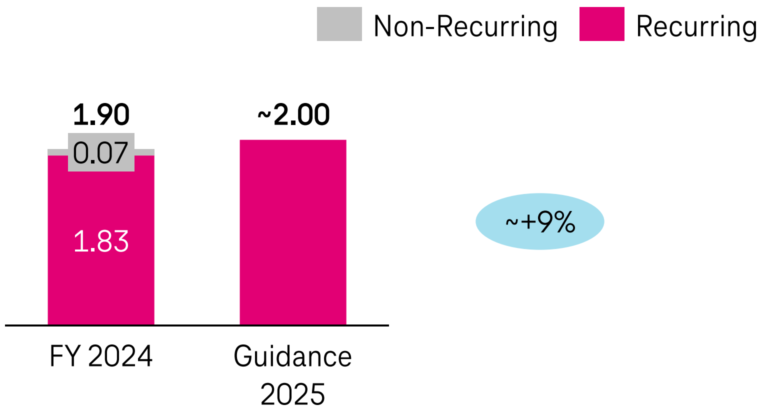
### Adj. EBITDA AL
€ bn




### FCF AL
€ bn




### Adj. EPS
€/share




**F/X**

- Guidance remains on 1.08 f/x rate vs. US$

**TMUS**

- 2025 TM US guidance is based on midpoint of new US GAAP guidance of US$33.2 – 33.7 bn Core adj. EBITDA; and of US$17.5 – 18.0 bn FCF

**GAAP to IFRS EBITDA bridge**

- Guidance includes around US$ -1.0 bn GAAP to IFRS EBITDA bridge (2024: US$ -1.0 bn)

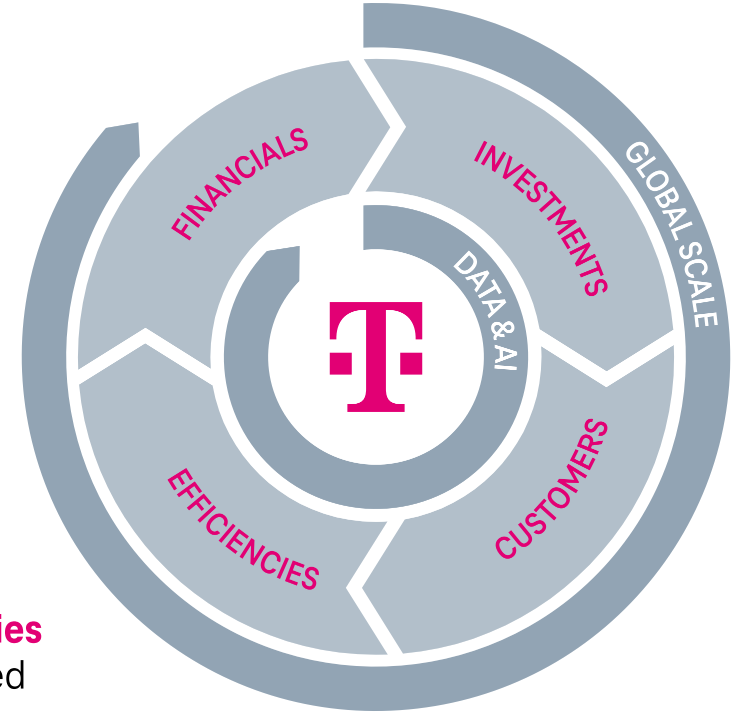
[1] DT ex US FCF AL included €0.2 bn of cash returns related to the tower transaction in 2024. 2025 assumes €0.1 bn of cash returns related to the tower transaction and continues to exclude any received TMUS dividends.

# Our agenda for 2025
## building on the ambitions of the 2024 CMD

**Deliver attractive returns**
for shareholders

Deliver on fiber build while
**stepping up monetization**

**Step up** leverage
of group's **unique scale advantages**




**Extend and monetize 5G**
network lead in all markets

**Aggressively seize A.I. opportunities**
for greater efficiency and enhanced customer experience

Build on momentum towards
**leading B2B powerhouse**

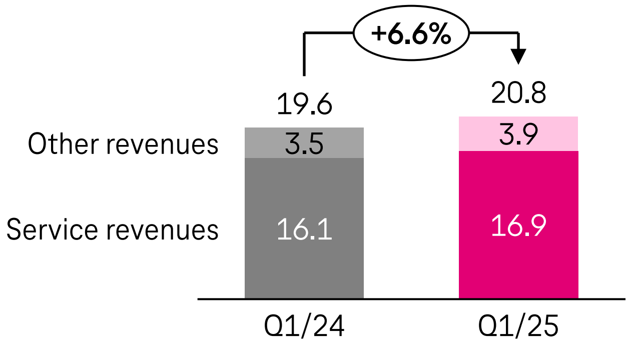
**Evolve leadership team**
while ensuring continuity

# Q1 2025 results

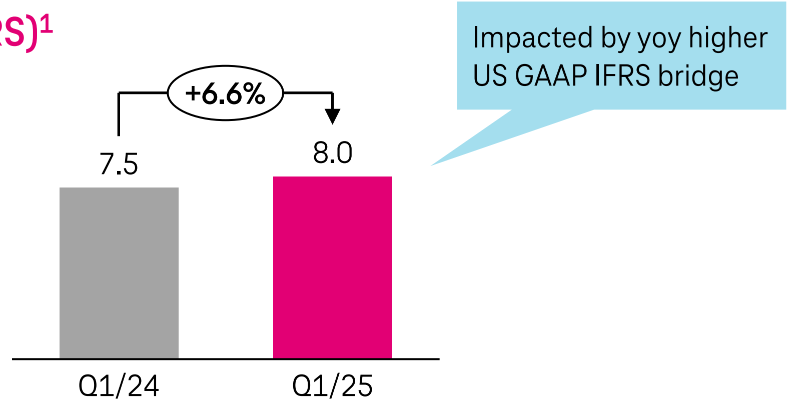
Review of segments and financials

# T-Mobile US
## industry leading financial growth

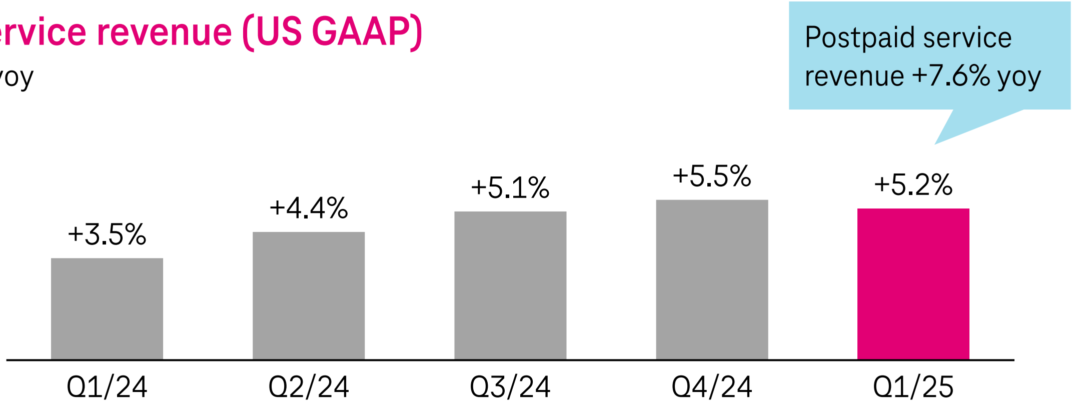
### Revenues (IFRS)
US$ bn



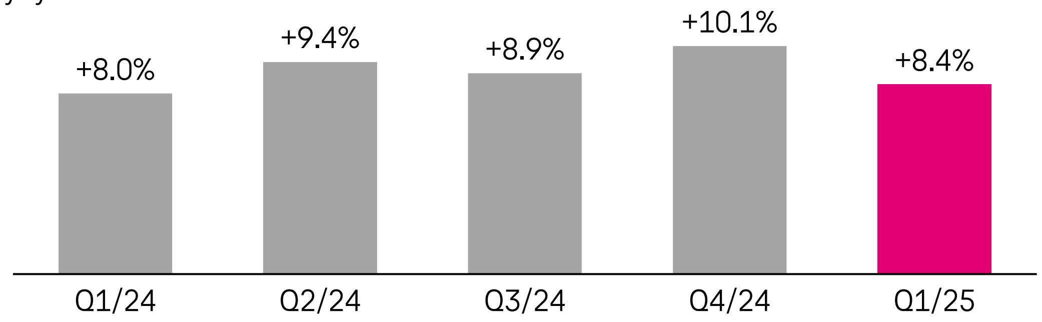

### Adj. EBITDA AL (IFRS)[1]
US$ bn




### Service revenue (US GAAP)
% yoy




### Core adj. EBITDA (US GAAP)
% yoy

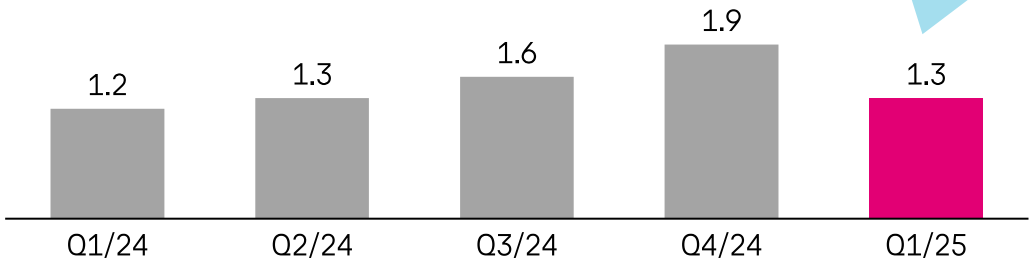



[1] For IFRS bridge please refer to appendix.

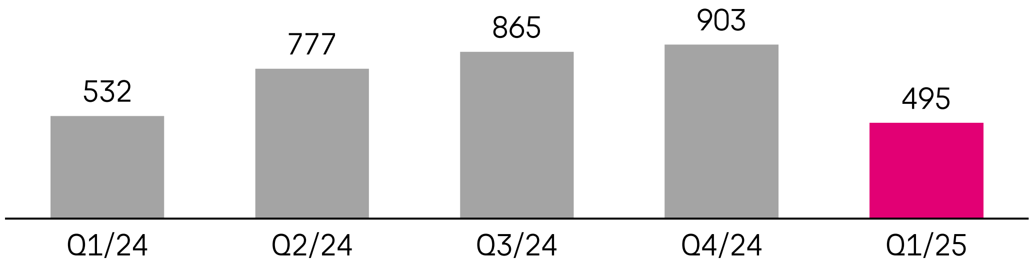
# T-Mobile US
## industry leading customer growth

### Total postpaid net additions
mn

Best ever Q1; 2025 guidance: +5.5 mn - 6.0 mn (unchanged)

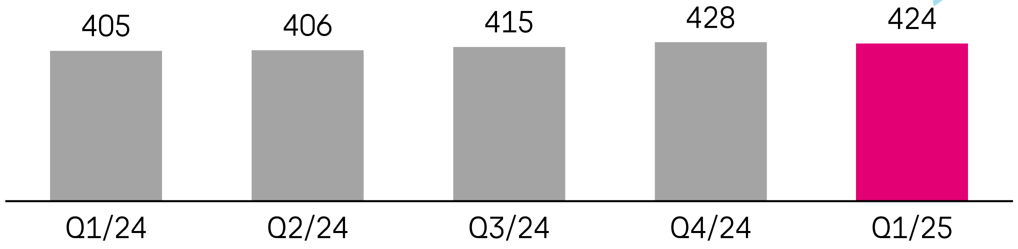



### Postpaid phone net additions
000



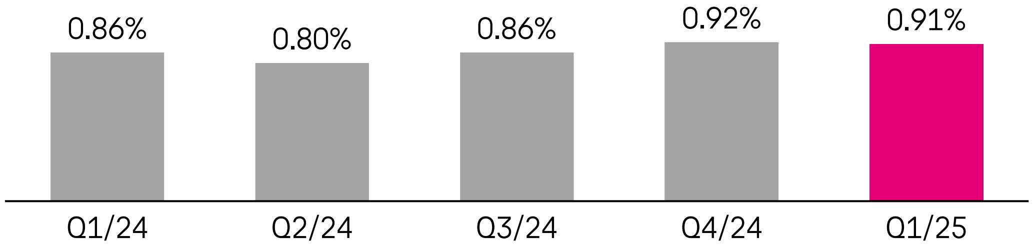

### High Speed Internet net additions[1]
000

Industry leading, total customer base at 6.9 mn




### Postpaid phone churn
%

Impacted by rate-plan optimizations, as expected



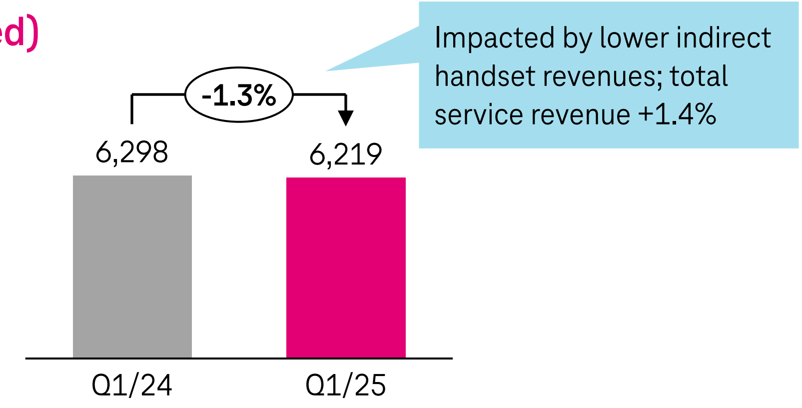

[1] Postpaid + Prepaid.

# Germany

## 34th consecutive quarter of EBITDA growth

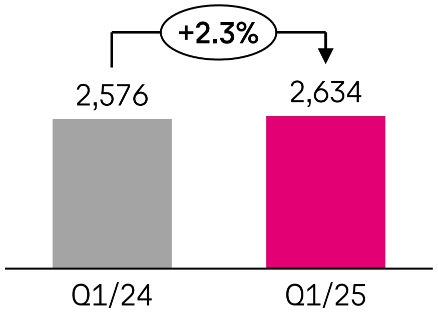
### Revenues (reported)

€ mn



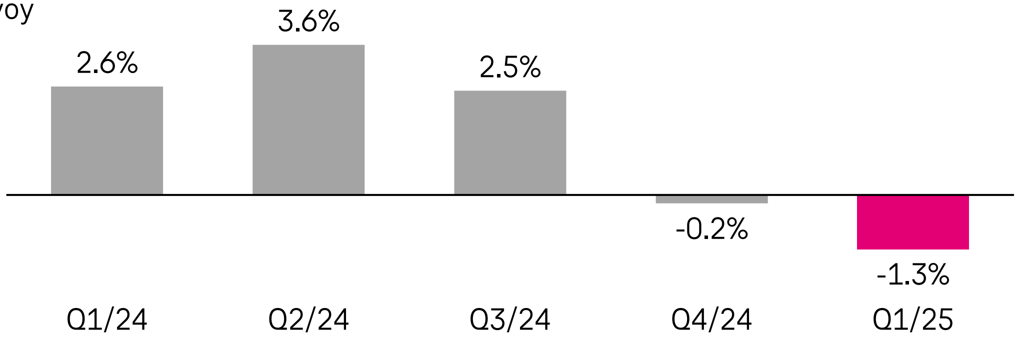

### Adj. EBITDA AL (reported)

€ mn



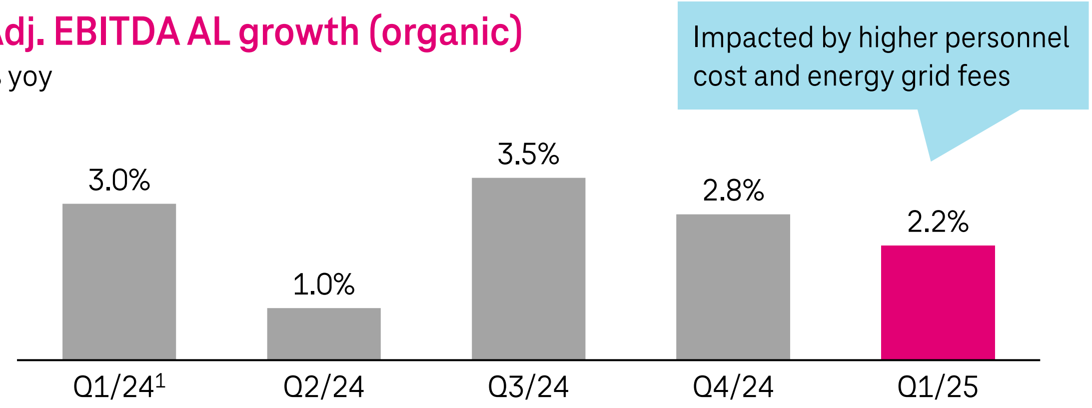

### Revenue growth (organic)

% yoy




### Adj. EBITDA AL growth (organic)

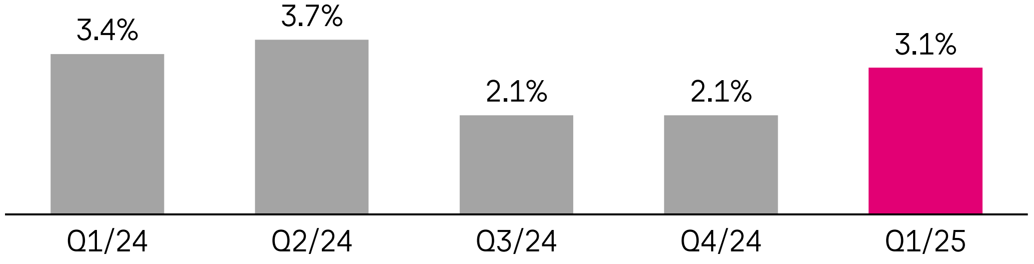
% yoy




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

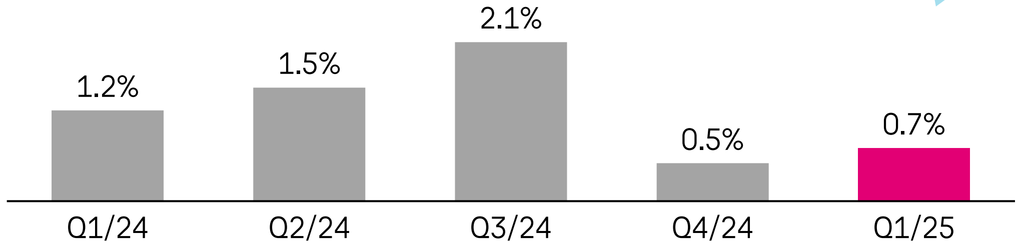
# Germany
## service revenues impacted by phasing

### Mobile service revenue growth (organic)
% yoy

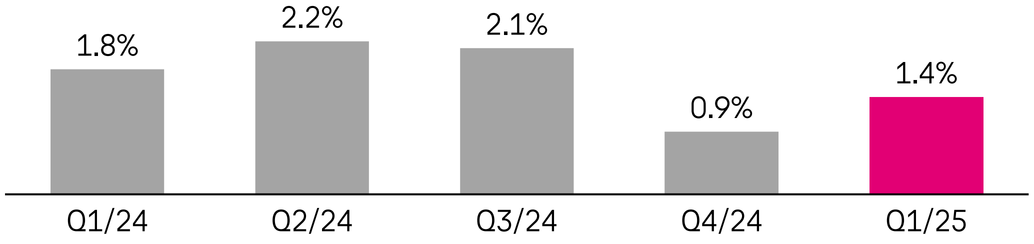



### Fixed service revenue growth (organic)
% yoy

Ongoing headwind from IT business phasing

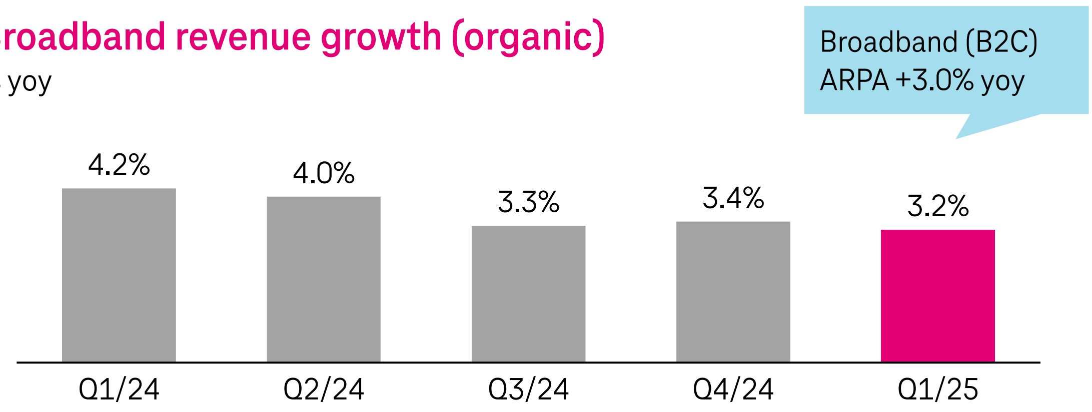



### Total service revenue growth (organic)
% yoy

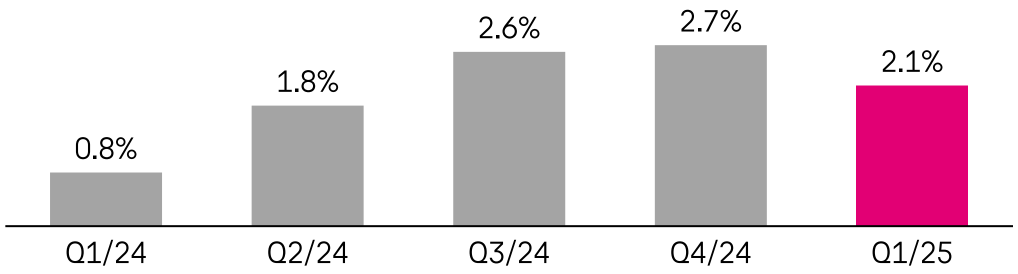


# Germany
## fixed revenues: steady growth in broadband and wholesale access

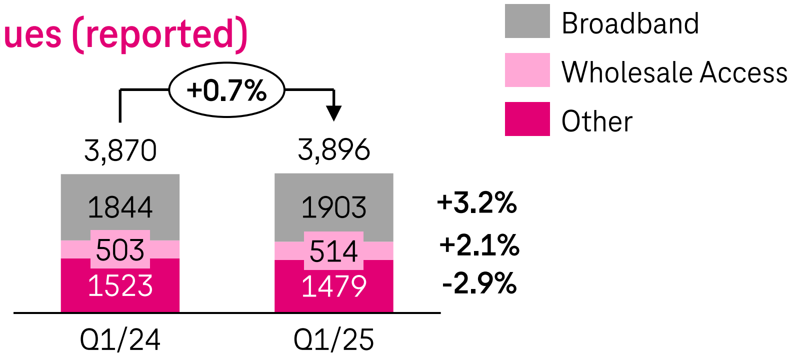
### Broadband revenue growth (organic)
% yoy




### Wholesale access revenues (organic)
% yoy




### Fixed service revenues (reported)
€ mn



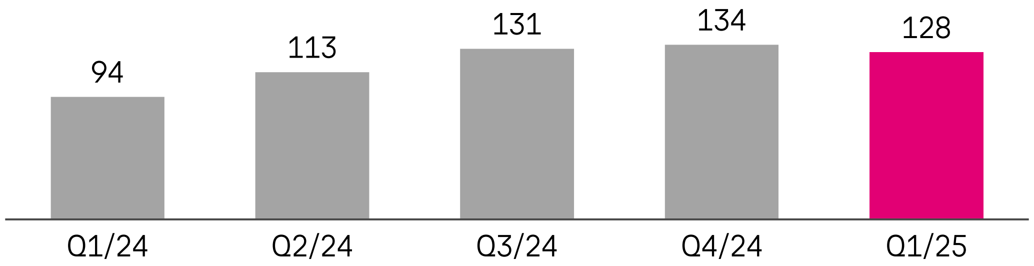

- “Other” fixed service revenues remain impacted by IT business phasing

# Germany

## fixed KPIs: successful upselling continues

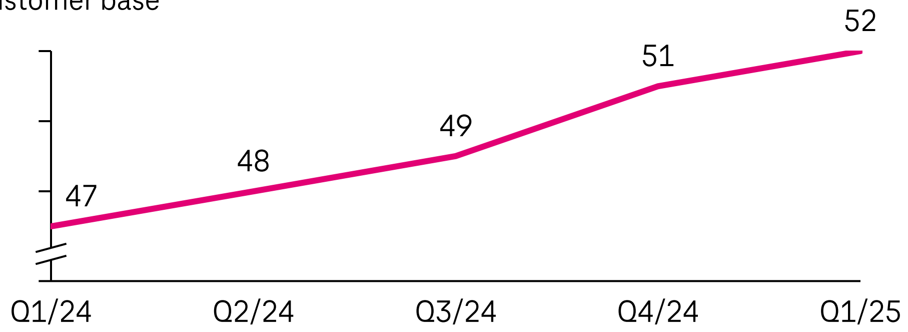
### FTTH net adds

000



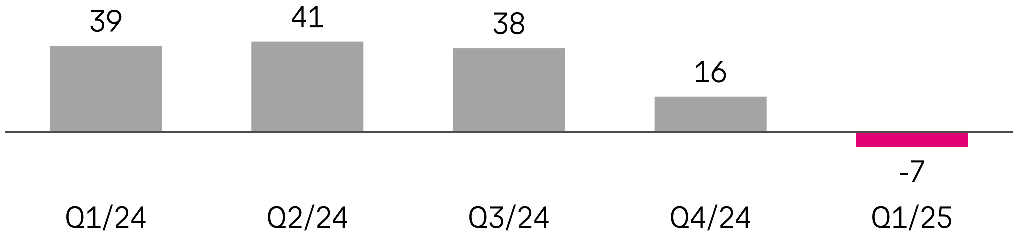

### Retail customers with ≥100 Mbit/s tariff

% of customer base




### Broadband net adds

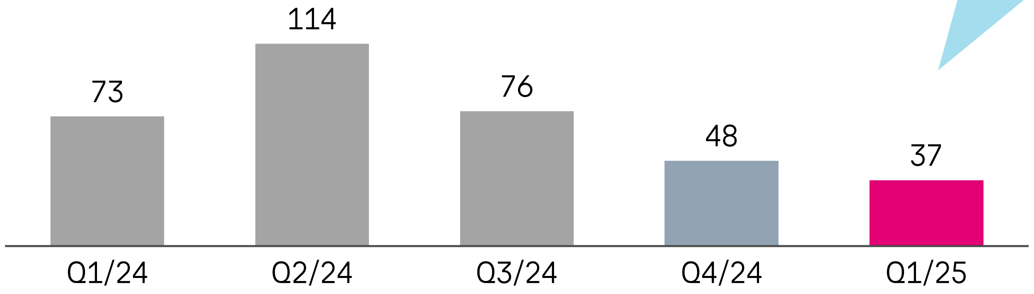
000




### TV net adds (ex OTT)

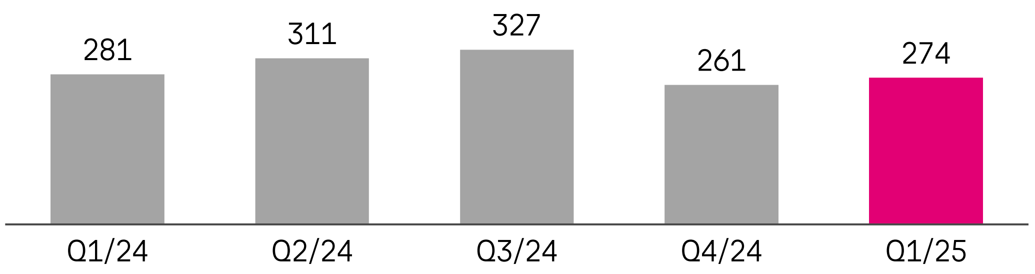
000

Additionally ~50k OTT TV net adds

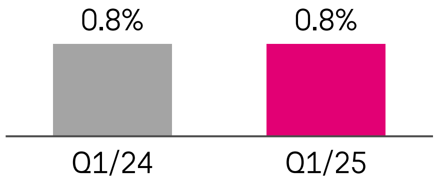


# Germany
## mobile KPIs: strong customer growth in a competitive market

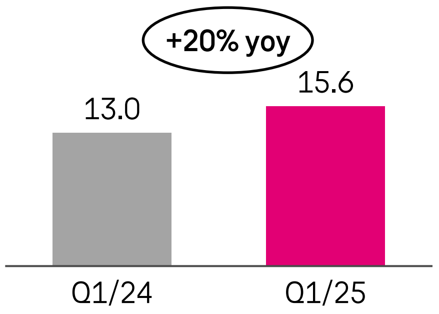
### Branded contract net adds[1]
000



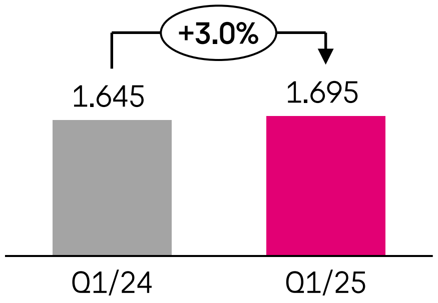

### Churn[2]
%




### Data usage[2]
GB per month




### Mobile service revenues (reported)
€ mn

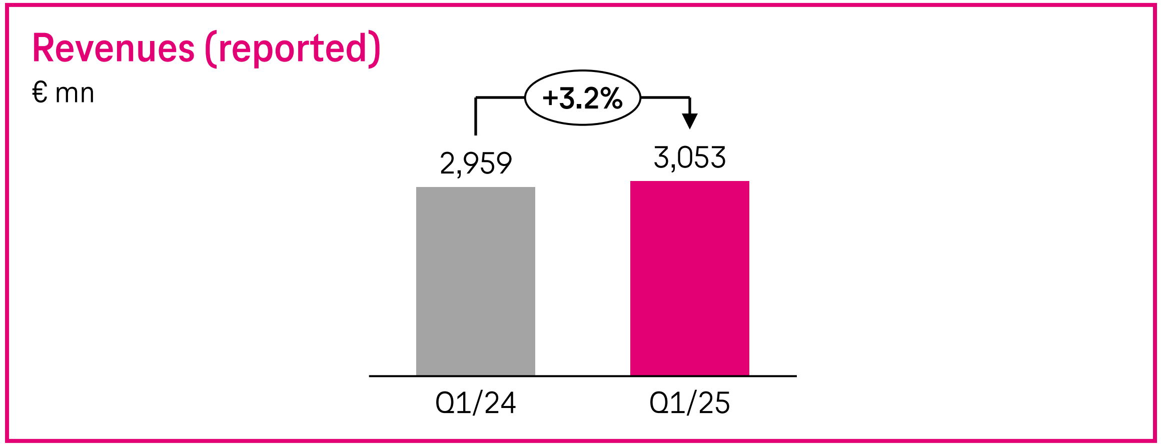


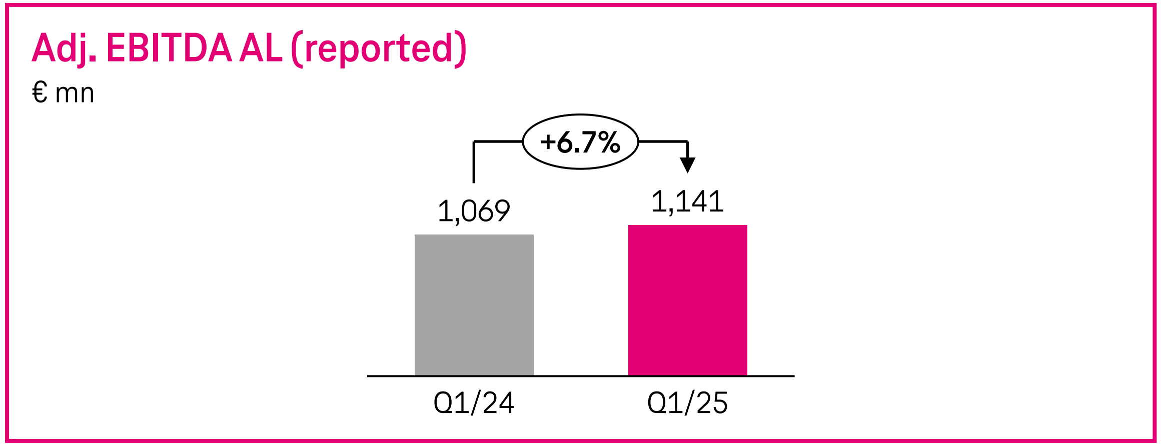

- New tariff portfolio with focus on unlimited launched in April

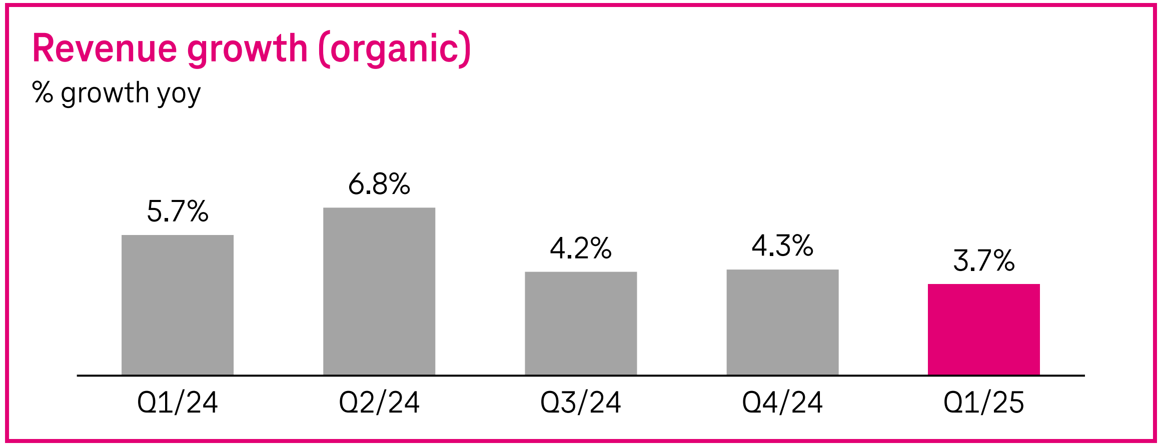
[1] Own branded retail customers excl. multibrand, consumer IoT and "Schnellstarter". [2] Of B2C T-branded contract customers.

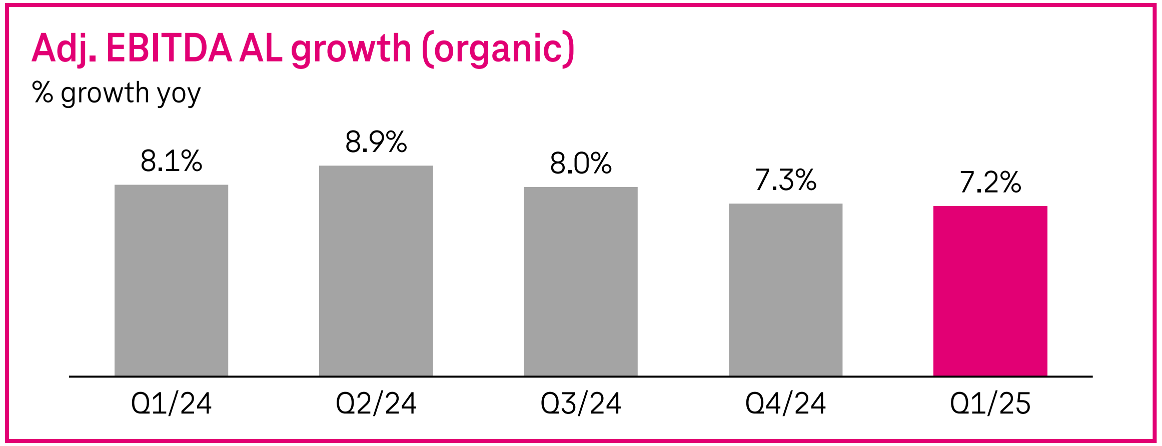
# Europe

## 29th consecutive quarter of organic EBITDA growth



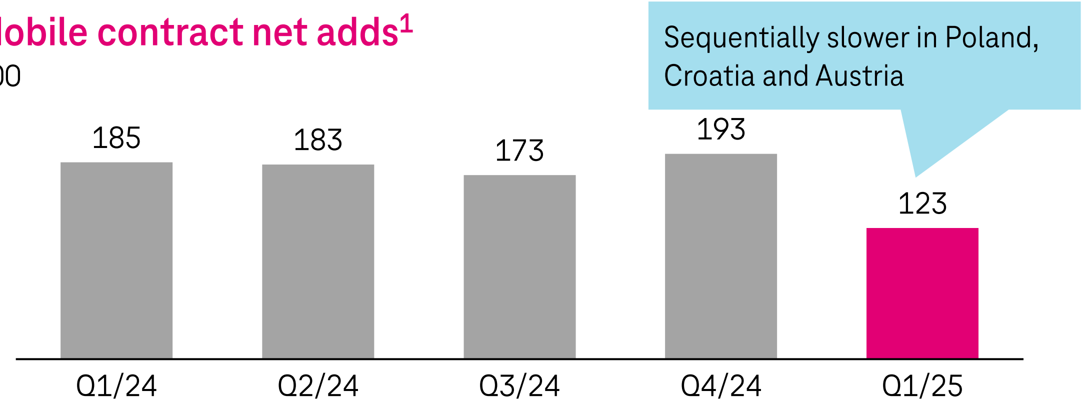



# Europe

## strong commercial performance continues

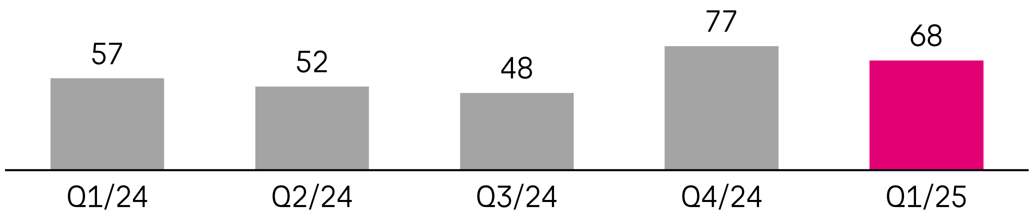
### Mobile contract net adds[1]

000



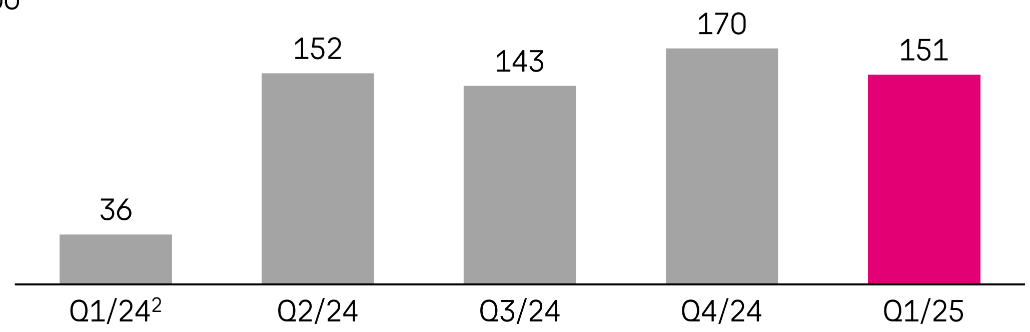

### Broadband net adds

000



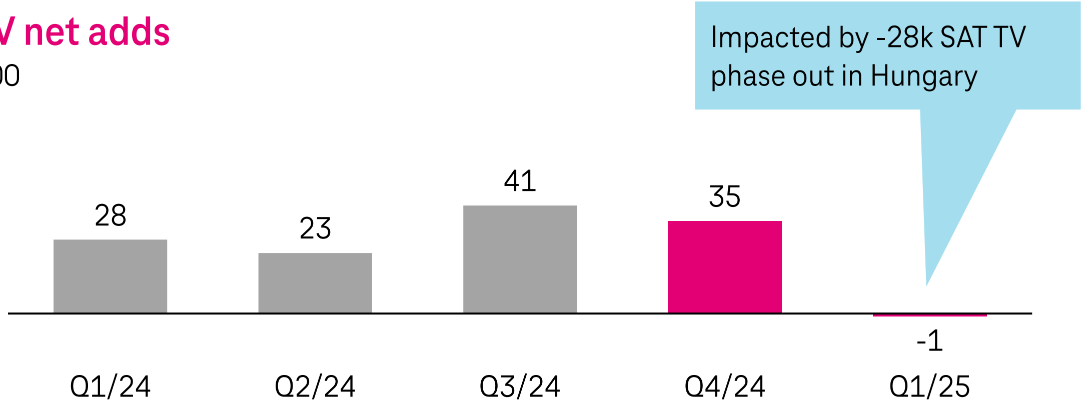

### FMC net adds

000




### TV net adds

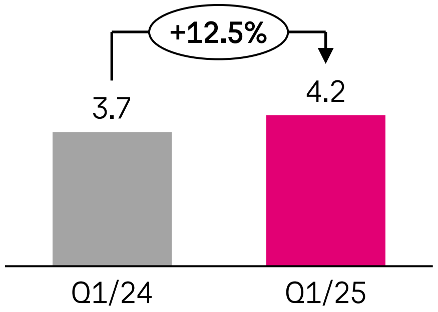
000



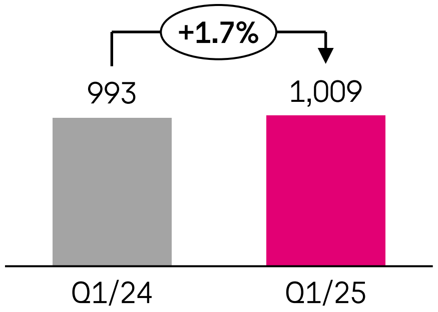

[1] Mobile contract: Minor reclassification of Customers from Contract to Prepaid in PL. 2024 numbers have been restated by -9k in FY 2024. [2] Thereof >-100k due to contract changes in Slovakia.

# Systems Solutions
## growth in order entry, revenue, and profitability

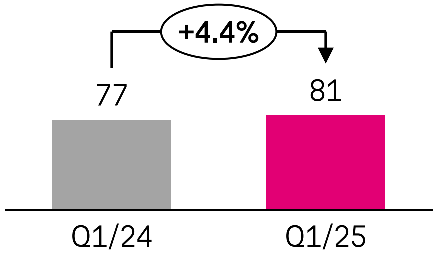
### Order entry (LTM)
€ bn




### Revenues (reported)
€ mn

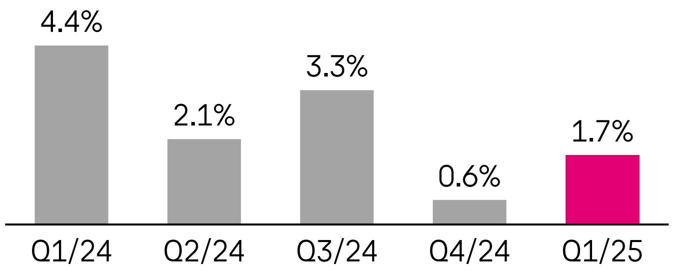



### Adj. EBITDA AL (reported)
€ mn

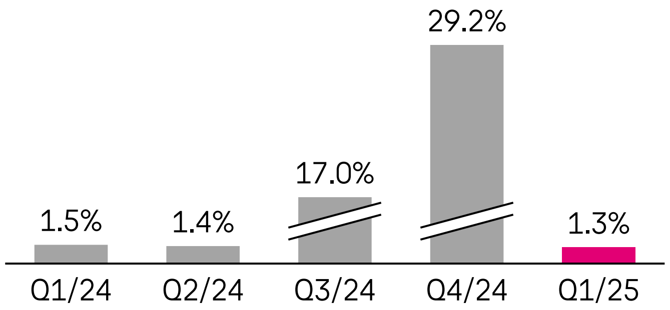



- Good growth in order entry and revenue despite challenges in automotive
- Digital sovereignty gaining importance
- 9th consecutive quarter of adj. EBITDA AL growth
- On track for 2025 targets

### Revenue growth (organic)
% growth yoy




### Adj. EBITDA AL growth (organic)
% growth yoy



# Financials Q1/25 reported
## strong set of results across the board

€ mn

| | Q1 2024 | Q1 2025 | Change |
|---|---|---|---|
| Revenue | 27,942 | 29,755 | +6.5% |
| Service revenues | 23,485 | 24,957 | +6.3% |
| Adj. EBITDA AL | 10,473 | 11,297 | +7.9% |
| Adj. EBITDA AL (excl. US) | 3,541 | 3,674 | +3.8% |
| Adj. Net profit | 2,238 | 2,442 | +9.1% |
| Net profit | 1,982 | 2,845 | +43.5% |
| Adj. EPS (in €) | 0.45 | 0.50 | +10.8% |
| Free cash flow AL[1] | 3,708 | 5,650 | +52.4% |
| Cash capex[1] | 4,661 | 4,343 | -6.8% |
| Net debt excl. leases (AL) | 94,491 | 95,723 | +1.3% |
| Net debt incl. leases (IFRS 16) | 133,116 | 131,940 | -0.9% |

EPS additionally supported by lower share count. Non-recurring adj. EPS growth of 13.4% (from €0.43 to €0.49)

Strong Q1 FCF also supported by working capital. Expect normalization in the next quarters

Decrease driven by ex US and US. Expect trend to reverse in the upcoming quarters

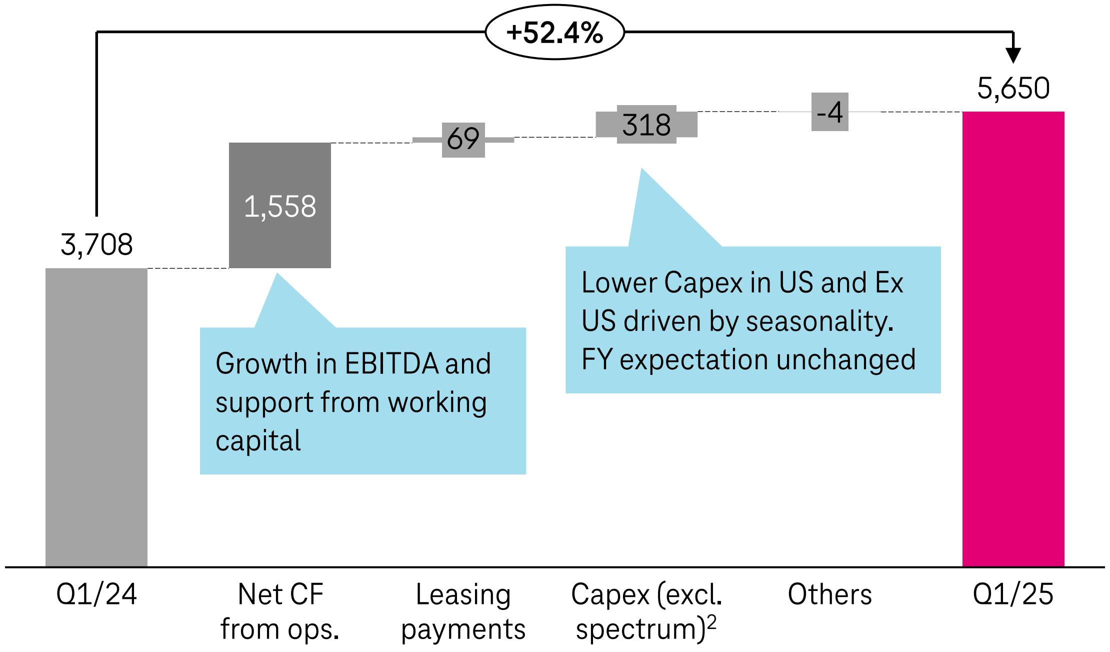
[1] Free cash flow AL before dividend and before spectrum investments. Cash capex before spectrum investment. Spectrum: Q1/25: €137 mn, Q1/24: €57 mn.

# FCF AL and adj. net profit

## strong Q1 FCF AL reflecting EBITDA growth and seasonality in WC

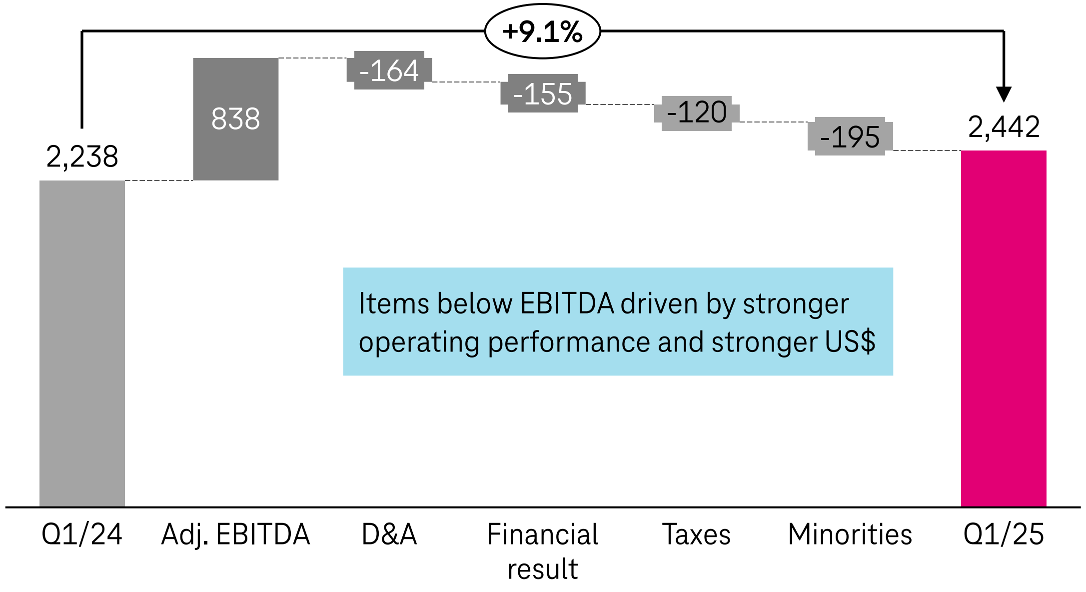
### Free Cash Flow AL[1]

€ mn




### Adj. net profit

€ mn



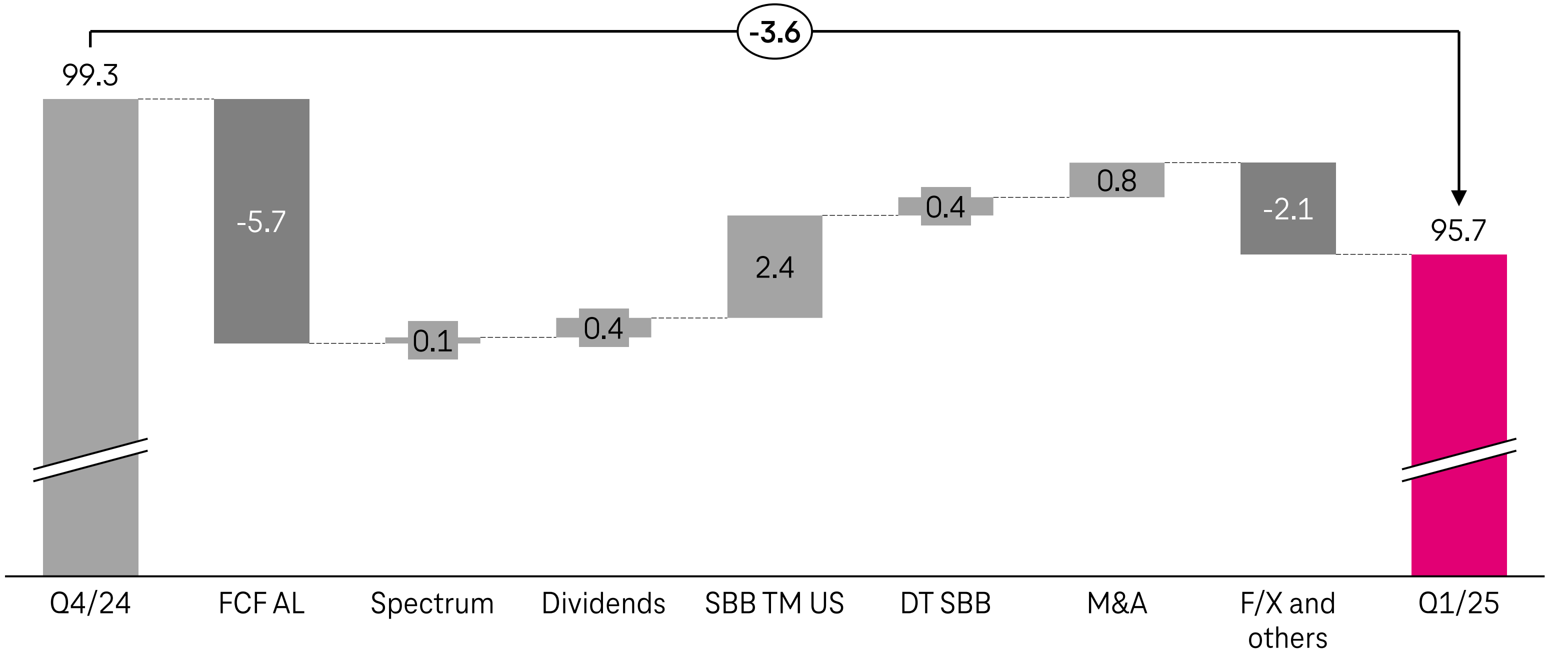

[1] Free cash flow and FCF AL before dividend payments and spectrum investment. [2] Spectrum: Q1/25: €137 mn, Q1/24: €57 mn.

# Net debt

## leverage back in corridor due to strong FCF and f/x

### Net debt excl. leases (AL)

€ bn



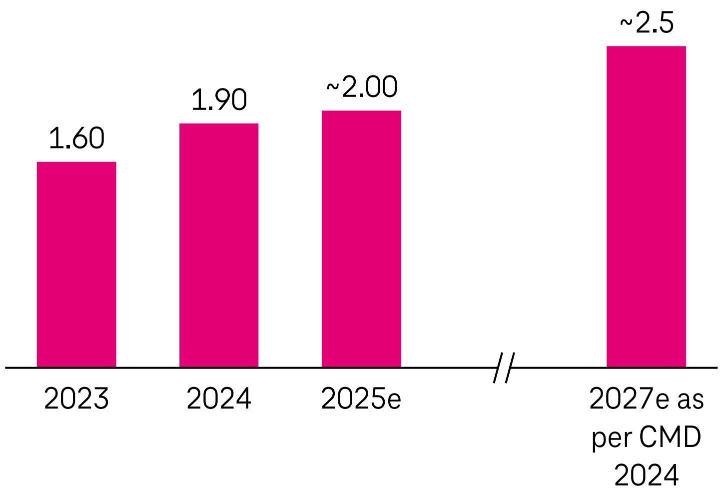

### Leverage ratios

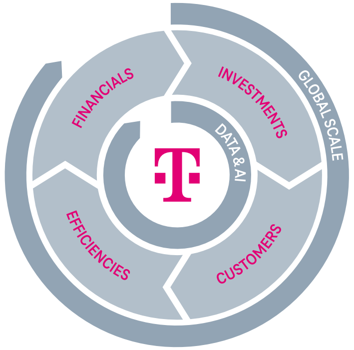
X

# Q1/25 Key messages
consistent reliable growth

- Overall, a solid start into the year
- Disciplined execution in competitive markets
- Strong progress with networks and A.I.-powered digitization
- On track for FY25 and CMD 2023–27 guidance in all operations
- Stake in TMUS at 51.8%; DT buyback ongoing

**Adj. EPS**
in €/share



# Q1 2025 results

Appendix

# Organic growth rates

| In % | Q1/25 over Q1/24 | FY/24 over FY/23 |
|---|---|---|
| Group revenues | +3.8 | +3.3 |
| Group service revenue | +3.5 | +3.7 |
| Service revenue DT ex US | +2.5 | +2.9 |
| | | |
| Group Adj. EBITDA AL | +5.3 | +6.0 |
| Adj. EBITDA AL DT ex US | +3.8 | +3.3 |
| Group Core adj. EBITDA AL[1] | +5.6 | +6.5 |

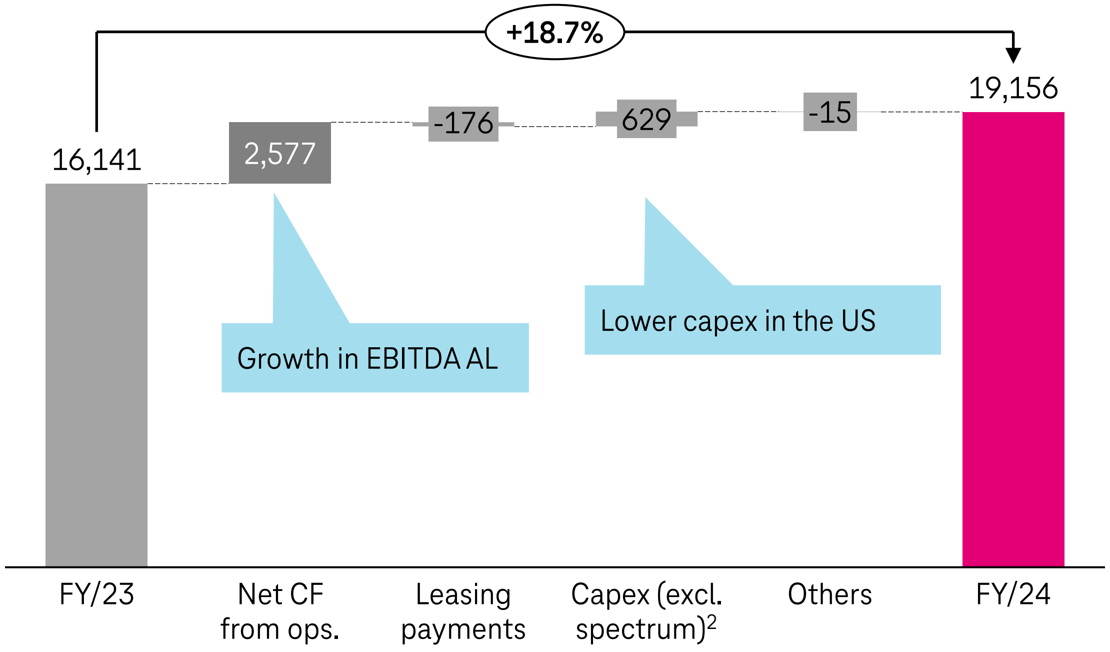
[1] Adj. EBITDA AL excl. TMUS handset leases.
In this presentation the Group in FY/23 is presented in accordance with the management view: certain key performance indicators like revenue and adj. EBITDA AL are presented as if Group Development still would be fully consolidated. This view is different 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.

# FCF AL and adj. net profit

## FY FCF AL reflecting growth in adj. EBITDA and lower capex in the US

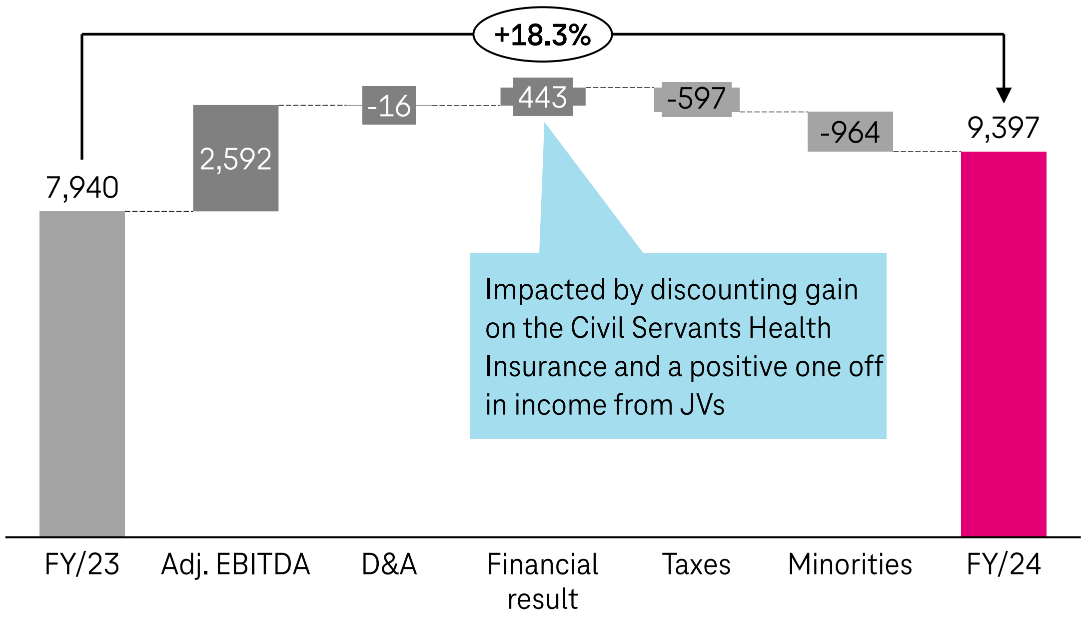
### Free Cash Flow AL[1]

€ mn




### Adj. net profit

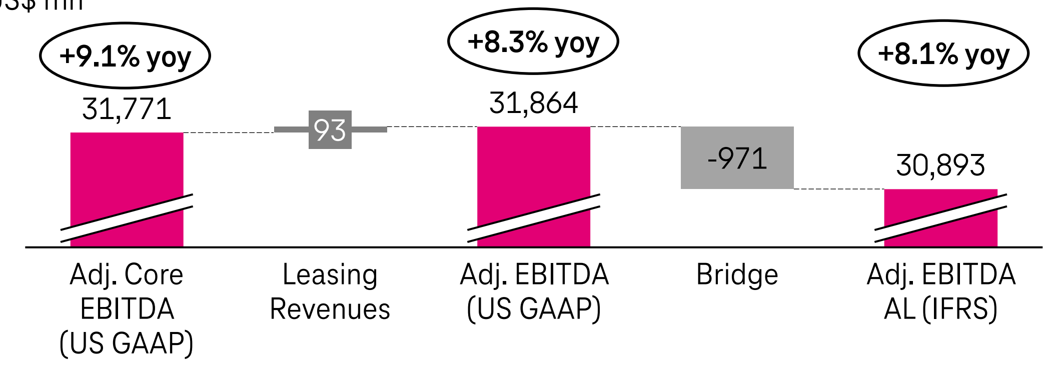
€ mn



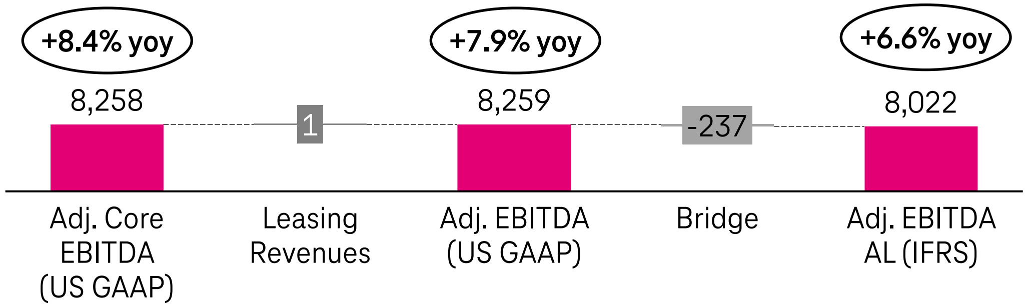

[1] Free cash flow and FCF AL before dividend payments and spectrum investment. [2] Spectrum: FY/24: €3,209 mn FY/23: €1,275 mn.

# TMUS
## EBITDA reconciliation

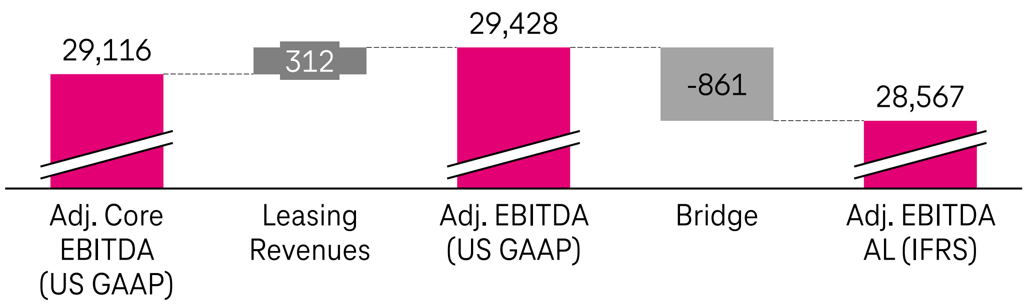
### FY/24
US$ mn



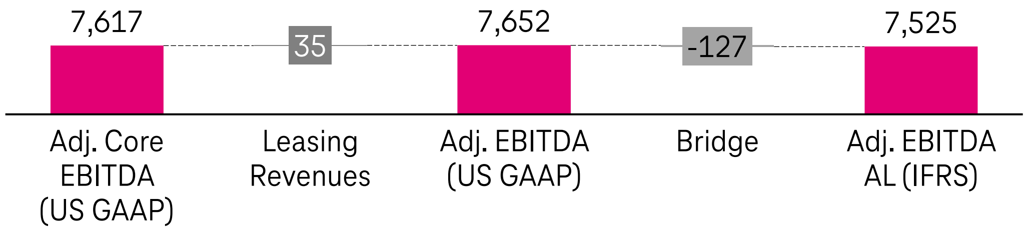

### Q1/25
US$ mn




### FY/23
US$ mn




### Q1/24
US$ mn



# FCF AL excl. US[1]

## well on track for FY guidance

| € bn | Q1 2024 | Q1 2025 |
|---|---|---|
| **Adj. EBITDA** | **3.9** | **4.0** |
| Leasing opex | -0.4 | -0.3 |
| **Adj. EBITDA AL** | **3.5** | **3.7** |
| Cash Capex | -2.2 | -2.0 |
| Proceeds from sale of fixed assets | +0.0 | +0.0 |
| Special Factors Cash | -0.3 | -0.3 |
| Interest ex leasing | -0.2 | -0.3 |
| Cash Taxes | -0.3 | -0.1 |
| Other (working capital etc.) | +0.1 | +0.5 |
| **FCF AL** | **0.6** | **1.4** |

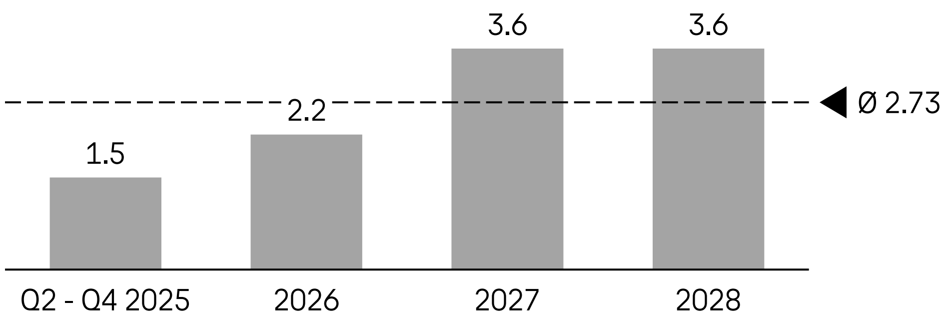
[1] Includes cash returns related to tower transaction. Excludes TMUS dividend receipts.

# Financials

## maturity profile covered by strong liquidity reserve

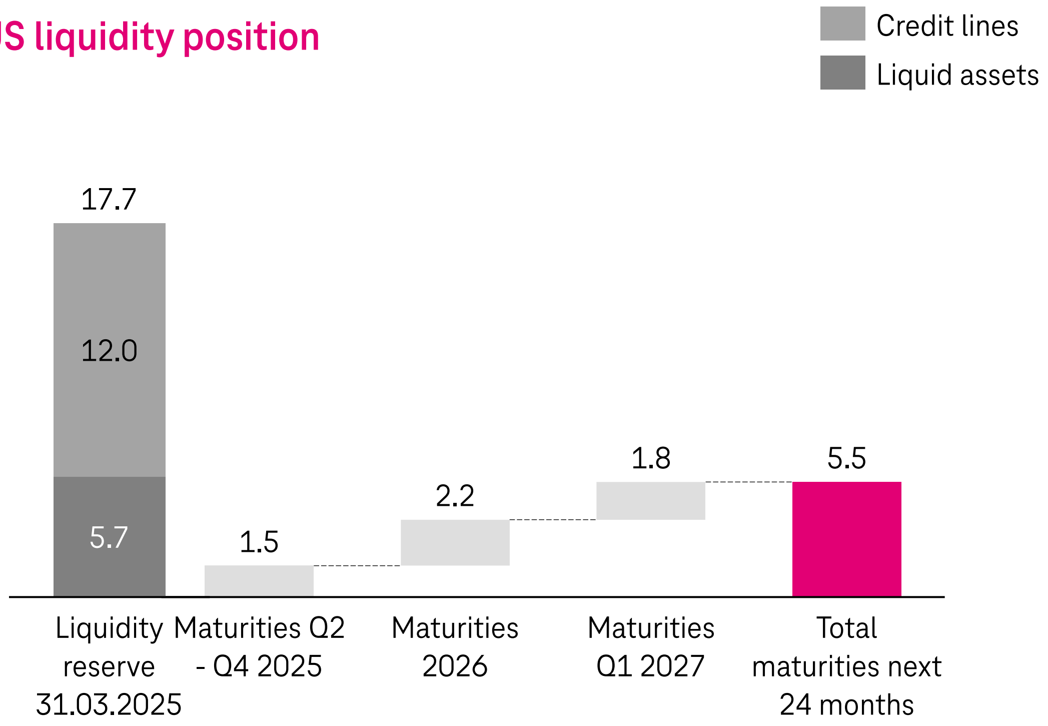
### Ex US debt maturing

€ bn




### Ex US liquidity position

€ bn




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

# Balance sheet
## solid across the board

| € bn | 31/03/2024 | 30/06/2024 | 30/09/2024 | 31/12/2024 | 31/03/2025 |
|---|---|---|---|---|---|
| Balance sheet total | 295.2 | 296.0 | 288.6 | 304.9 | 305.0 |
| Shareholders' equity | 93.2 | 92.4 | 92.4 | 98.6 | 97.8 |
| Net debt excl. leases (AL) | 94.5 | 97.1 | 92.5 | 99.3 | 95.7 |
| Net debt excl. leases (AL)/adj. EBITDA AL[1] | 2.30 | 2.32 | 2.18 | 2.31 | 2.18 |
| Net debt incl. leases (IFRS 16) | 133.1 | 135.1 | 128.7 | 137.3 | 131.9 |
| Net debt incl. leases IFRS 16/adj. EBITDA[1] | 2.81 | 2.81 | 2.64 | 2.78 | 2.63 |
| Equity ratio | 31.6% | 31.2% | 32.0% | 32.3% | 32.1% |

### Comfort zone ratios

| | |
|---|---|
| Rating: A-/BBB | ● |
| Leverage ≤ 2.75x 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** | positive outlook |
| S&P: | **BBB+** | stable outlook |

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

# Guidance 2025

## new guidance compared to consensus

| € bn | Guidance 2025 in € @ 1.08 | Guidance 2025 in € @ 1.08 (Cons. f/x) | Consensus in € @ 1.08 |
|---|---|---|---|
| **Adj. EBITDA AL Group** | **~45.0** | **~45.0** | **45.2** |
| thereof ex US | 15.0 | 15.0 | 15.1 |
| thereof TMUS | ~30.0 | ~30.0 | 30.2 |
| | | | |
| **FCF AL** | **~20.0** | **~20.0** | **20.2** |
| thereof ex US | 3.6[1] | 3.6[1] | 3.6 |
| thereof TMUS | ~16.4 | ~16.4 | 16.6[2] |
| | | | |
| **Adj. EPS in €** | **~2.00** | | **2.02** |

US GAAP guidance is in line with consensus.

[1] Includes €0.1 bn of cash returns related to tower transaction. [2] Calculated by using the DT pre-results Group consensus of €20,156 bn and subtracting ex US contribution of €3,588.

# Outlook 2025/26 as per annual report 2024 (1/2)[1]

| € bn | 2024 pro forma | 2025e | 2026e |
|---|---|---|---|
| **Revenue Group** | **115.9** | **Increase** | **Increase** |
| Germany | 25.7 | Slight increase | Slight increase |
| US (in US$) | 81.3 | Increase | Increase |
| Europe | 12.3 | Increase | Increase |
| Systems Solutions | 4.0 | Slight increase | Slight increase |
| **Service Revs Group** | **96.7** | **Increase** | **Increase** |
| Germany | 22.5 | Slight increase | Slight increase |
| US (in US$) | 66.3 | Increase | Increase |
| Europe | 10.2 | Increase | Increase |
| Systems Solutions | 3.9 | Slight Increase | Slight Increase |
| **Adj. EBITDA AL Group** | **43.0** | **~44.9** | **Strong Increase** |
| Germany | 10.5 | 10.8 | Increase |
| US (in US$) | 30.9 | 32.3 | Strong increase |
| Europe | 4.4 | 4.6 | Increase |
| Systems Solutions | 0.4 | 0.4 | Increase |

[1] See annual report 2024 for additional details.

# Outlook 2025/26 as per annual report 2024 (2/2)[1]

| € bn | 2024 pro forma | 2025e | 2026e |
|---|---|---|---|
| **Cash Capex Group** | **16.0** | **~17.1** | **Stable** |
| Germany | 4.8 | Stable | Slight increase |
| US (in US$) | 8.9 | Increase | Stable |
| Europe | 1.9 | Slight increase | Slight increase |
| Systems Solutions | 0.2 | Stable | Stable |
| **FCF AL Group** | **19.2** | **~19.9** | **Increase** |
| **Adj. EPS in €** | **1.90** | **~2.00** | **Strong increase** |
| **Net debt/adj. EBITDA** | **2.78x** | **≤2.75x** | **≤2.75x** |

[1] See annual report 2024 for additional details.

# Further questions
please contact the IR department

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