

– Check against delivery –

Conference call

Report on the third quarter of 2023

November 9, 2023

Timotheus Höttges

Chief Executive Officer

Deutsche Telekom AG

Thank you, Philipp!

From me, too, good morning everyone.

In times where news from the economy is often less than positive, I am happy to tell you that we only have good news to present from Deutsche Telekom today. The most important off the bat – we are growing across our most important metrics:

- At a sustained record level for our key wireless postpaid phone customer base in the United States.
- And the number of mobile contract customers is growing in Germany and Europe, too.
- We are seeing record growth in our broadband customer base in Germany – where we are winning market shares. For the first time since the start of market liberalization, we no longer have any line losses in Germany.

We are particularly pleased about this, as I am sure one or two of you will be, too.

- All of this is driven by the best networks and the best service: We have won all fourteen of the most important tests in Germany. All of them!
- We continue to invest in these networks and this service on our home continent – at a record level.
- We have increased the all-important service revenues in all of our markets.
- At the same time, we have significantly reduced our debt year-on-year – including lease payment obligations – by more than 14 billion euros.
- We are fully and soundly financed for the long term.
- Our ratings with all of the Big Three agencies are around BBB+ with a stable outlook.
- We are raising our guidance for the full year for the third time, and plan to increase the dividend for 2023 by 10 percent.
- Not only that, we are also planning a share buy-back program of up to 2 billion euros. We are thus keeping a promise we made to our shareholders two years ago.

In short: Deutsche Telekom stands for dependability in these uncertain times: We operate sustainably. We stand for stability. We continually earn the trust that people place in us. So far in 2023, we have done this very successfully.

Ladies and Gentlemen,

As always, I will begin with a look at the results of the first nine months. Christian Illek will then take over for a deep dive into the third quarter.

Deutsche Telekom stands for connections. Anyone entering into a long-term relationship with us can depend on quality and reliability. Millions of people worldwide know this. It is why more and more customers are choosing a contract with Deutsche Telekom.

And that is reflected in our development over the year to date. On this basis, we are raising our full-year guidance yet again, and for the third time this year: We now expect adjusted EBITDA AL for the Group to come in at around 41.1 billion euros. We are raising our guidance for free cash flow to more than 16.1 billion euros.

The main reason for this:

We are growing. Organically. On both sides of the Atlantic. Our figures are the successful outcome of the great work by all of our Group entities:

I will be talking about the organic figures here, because these provide a comparable look at the Group's operational development. Exclusive of exchange rate effects and changes to the Group structure.

But I would also like to talk briefly about factors that are not reflected in these figures, like the impact of the U.S. dollar exchange rate on our reported revenue:

In the first quarter of 2023, it had a positive effect of around 0.8 billion euros. In the third quarter, this then swung to 1.4 billion euros in the opposite direction.

Remember: This relates solely to the translation from U.S. dollars and has no material impact.

In addition, our reported revenue for T-Mobile US decreased in the first nine months by around 0.9 billion dollars year-on-year alone due to the withdrawal from terminal equipment lease business. You know the situation, this was a strategic decision. The end of this process is in sight – as is the need for explanations of the effects on our financial figures.

In detail, this affects our financial figures as follows:

- Adjusted EBITDA AL increased on an organic basis by 3.7 percent in the first nine months.
- Adjusted core EBITDA was up 6.8 percent in the same period. As I mentioned, this includes the withdrawal from terminal equipment lease business in the United States. Christian Illek will talk more about that in a few moments.
- T-Mobile US: Adjusted EBITDA AL grew on an organic basis by 4.9 percent. Excluding terminal equipment leases, our adjusted core EBITDA AL in the United States increased by 9.9 percent.
- Telekom Deutschland: Adjusted EBITDA AL up 3.1 percent. Our new rate plans on our home market of Germany are taking effect. Our earnings in Germany grew on an organic basis in 28 consecutive quarters.
- Europe: up 2.4 percent. This marks our 23rd consecutive quarter of organic growth in this segment.
- TSI: up 2.5 percent. The transformation course instigated by Adel Al-Saleh is starting to pay off. We are all extremely confident that Ferri Abolhassan will successfully continue to pursue this course in 2024 and beyond.

Across the Group, our all-important service revenues grew organically year-on-year by 3.3 percent in the nine months. This is the foundation for the outstanding figures I just mentioned. Our free cash flow, too, increased significantly. It was up by around 25 percent compared with the prior year.

At the same time, we have markedly reduced Deutsche Telekom's debt position year-on-year: by 11.5 percent.

Two major factors played into this: the planned sharp increase in free cash flow, and the proceeds from selling the majority stake in our cell tower business in Germany and Austria.

This is further corroborated by the rating agencies: All our ratings are investment grade at around BBB+ with a stable outlook.

The average share price target set by the stock analysts tracking us is well over 25 euros. This also shows the huge confidence the financial market has in us.

Ladies and Gentlemen,

As you have come to expect from Deutsche Telekom, we also want to include those who have trusted in us for many years in this development: our shareholders.

That is why we, the Board of Management, have decided to again propose an increase of the dividend. Subject to the approval of the shareholders' meeting, we intend to raise the payout per dividend-bearing share to 77 eurocents.

This is in line with our communicated dividend policy to pay out 40 to 60 percent of our recurring adjusted earnings per share.

For 2023, we expect adjusted earnings per share to increase to over 1.60 euros. A dividend of 0.77 euros thus puts us in the middle of the range we communicated. It shows that we pay back the trust we earn.

The same also goes for the share buy-back, which we are planning for the coming year. Not only do our shareholders trust that they will commensurately benefit from earnings growth; but they have also supported our strategy over many years with the faith that we would use their capital prudently.

- It is thanks to a capital increase that we were able to strategically expand our position at T-Mobile US – you remember our deal with SoftBank. Today, our stake stands at over 50 percent.

- To achieve this, our shareholders accepted that the capital increase would have a dilutive effect on their share in Deutsche Telekom. We intend to reverse this effect in part with the planned share buy-back.
- I can only reiterate the strategic importance of our U.S. investment: We are the only major European telco to have a strong pillar in the United States.
- With the integration of Sprint almost complete, we are now seeing strong growth in earnings and free cash flow at our T-Mobile US – exactly as we planned. And starting this quarter, T-Mobile US now also pays a dividend. This aids our record investments in Germany and in our European subsidiaries.

Ladies and Gentlemen,

The most important mark of confidence in our business activities is customer growth. Every day, more and more people switch to us.

In the United States, we have won over 4 million new postpaid customers in the first nine months. That's an industry-best rate. We are currently also the largest provider in the prepaid segment in the U.S. market.

Just to remind you: This is the basis for T-Mobile US' sustained position at the top of the most important wireless market worldwide.

More than 300 million people there can now surf on our ultra-fast 5G network. We deliver the best quality and the best coverage.

On our home continent, too, we successfully further pursued our strategy over the course of the year: We are seeing customer growth across the board.

- So far this year, more than 1.4 million customers have opted for a mobile contract with us.
- We added 470,000 new broadband customers in the same period.

- And 252,000 TV net adds – that is a year-on-year increase of over 100,000. Our new rate plans, such as Next Magenta 2.0, as well as our flexible fixed-network add-on options have been decisive factors in this regard.

But this needs investment in order to work. And we do that like nobody else.

While others predict a fiber-optic meltdown, we continue to build out at full speed and are investing billions in further upgrading our leading-edge infrastructure. Despite rising costs of materials and despite a lack of staff resources.

Given these circumstances, it is no surprise that some narrowly calculated business models are coming under pressure. These are mostly investors from outside the industry with hopes of fast returns. But the fiber-optic build-out requires experience and tenacity. We have always said this.

The fiber-optic figures speak for themselves: We can now offer a fiber-optic line to more than 15.6 million households in Germany and Europe.

And we are sticking to our build-out targets: By the year-end, we want to offer the option of a Telekom fiber-optic line to over 2.5 million additional households in Germany alone. That is more than all of our competitors combined. When it comes to optical fiber, Deutsche Telekom is best-in-class in Germany.

And 5G is also progressing well for us in 2023: We now cover 95 percent of the German population.

The fact remains: The best network in Germany is owned and operated by Deutsche Telekom. And we are working on making it even better: At the start of this week, we commissioned the first cell site situated directly on a freeway.

What has long been standard in other European countries is now possible here. And that helps us a great deal. We hope to see more simplification of this kind for our infrastructure build-out.

Ladies and Gentlemen,

In other areas, too, Deutsche Telekom shows it can be trusted to act responsibly. We have reduced our energy consumption by almost 10 percent year-on-year.

This year, we were awarded the German Sustainability Award for our climate change mitigation efforts.

I remain optimistic that we will meet our ambitious climate goals and achieve full climate neutrality for our business operations by 2040.

Ladies and Gentlemen,

Deutsche Telekom's goal is to be the Leading Digital Telco worldwide. We have identified the areas in which we need to step up a gear.

And we are acting. One milestone is our global AI alliance with SK Telecom, Etisalat, and Singtel. During our trip to Asia, we agreed on a clear definition for the first project to crystallize from this cooperation: We want our customers to better understand the benefits of artificial intelligence.

To be exact, we, together with SK Telecom, will develop a large language model (LLM) for customer service specifically for telecommunications companies.

Compared to general-purpose models, this model will allow us to better understand customer inquiries regarding telecommunications services. We can thus tailor it for use in customer service and make it suitable for international deployment.

We see it as a key step in the further development of our services. And beyond this, because we want to be at the forefront of the race for global AI leadership. So that in the future, too, people will say: When it comes to artificial intelligence, I trust in Deutsche Telekom.

That is it from me for the time being. I will now hand you over to Christian Illek.

(Speech part Christian P. Illek)

Thanks, Christian.

Ladies and Gentlemen,

To close, allow me to reiterate: Deutsche Telekom is generating growth across all key areas.

- Our customer numbers are developing outstandingly well in our business areas on both sides of the Atlantic.
- We are raising our full-year earnings guidance – for the third time in the current year. And this is thanks to the businesses on both sides of the Atlantic.
- In Germany, we have now seen organic earnings growth for 28 quarters in succession, and for 23 consecutive quarters in Europe.
- We are on track to meet the medium-term goals we set in respect of our FTTH build-out. By year end, we are set to hit over 2.5 million lines in Germany.
- We have further extended our stake in T-Mobile US beyond the 52-percent mark.
- We have significantly improved our leverage ratio compared to this time last year. We have our sights firmly set on our goal of being back in the planned range by the end of 2024.
- In short: We are making excellent progress towards our meeting our goals from the 2021 Capital Markets Day.

Take our word for it: We won't stop!

Thank you. I look forward to your questions.