

# Bond Investor Information

November 2021



LIFE IS FOR SHARING.

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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, 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.

# Financials as reported

## strong growth

€ mn

	Q3			9M		
	2020	2021	Change	2020	2021	Change
Revenue	26,393	26,877	+1.8%	73,377	79,860	+8.8%
Adj. EBITDA AL	9,692	9,661	-0.3%	26,065	28,323	+8.7%
Adj. EBITDA AL (excl. US)	3,698	3,890	+5.2%	10,608	11,108	+4.7%
Adj. net profit	1,506	1,313	-13.0%	4,072	4,627	+13.6%
Net profit	817	889	+8.8%	2,487	3,705	+49.0%
Adj. EPS (in €)	0.32	0.27	-15.6%	0.86	0.97	+12.8%
Free cash flow AL <sup>1,2</sup>	1,634	2,940	+79.9%	5,347	8,290	+55.0%
Cash capex <sup>2</sup>	4,490	4,362	-2.9%	11,512	12,932	+12.3%
Net debt excl. leases (AL)	92,737	99,285	+7.1%	92,737	99,285	+7.1%
Net debt incl. leases (IFRS 16)	124,521	130,375	+4.7%	124,521	130,375	+4.7%

<sup>1</sup> 9M/20 before €1,600 mn zero bond redemption in Q1/20 and €2,158 mn TMUS interest rate swap in Q2/20

<sup>2</sup> Free cash flow AL before dividend payments and cash capex before spectrum investment. Spectrum: 9M/20: €1,368 mn; 9M/21: €8,328 mn. Q3/20: €273 mn; Q3/21: €304 mn





# Balance sheet

## sequential increase in leverage ratios

€ bn

	30/09/2020	31/12/2020	31/03/2021	30/06/2021	30/09/2021
Balance sheet total	265.3	264.9	273.9	270.5	273.4
Shareholders' equity	72.0	72.6	77.5	77.0	78.9
Net debt excl. leases (AL)	92.7	89.6	98.3	96.8	99.3
Net debt excl. leases (AL)/adj. EBITDA AL <sup>1</sup>	2.50	2.39	2.61	2.59	2.66
Net debt incl. leases (IFRS 16)	124.5	120.2	129.5	128.0	130.4
Net debt incl. leases IFRS 16/adj. EBITDA <sup>1</sup>	2.90	2.78	2.98	2.97	3.02
Equity ratio	27.2%	27.4%	28.3%	28.5%	28.8%

### 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	

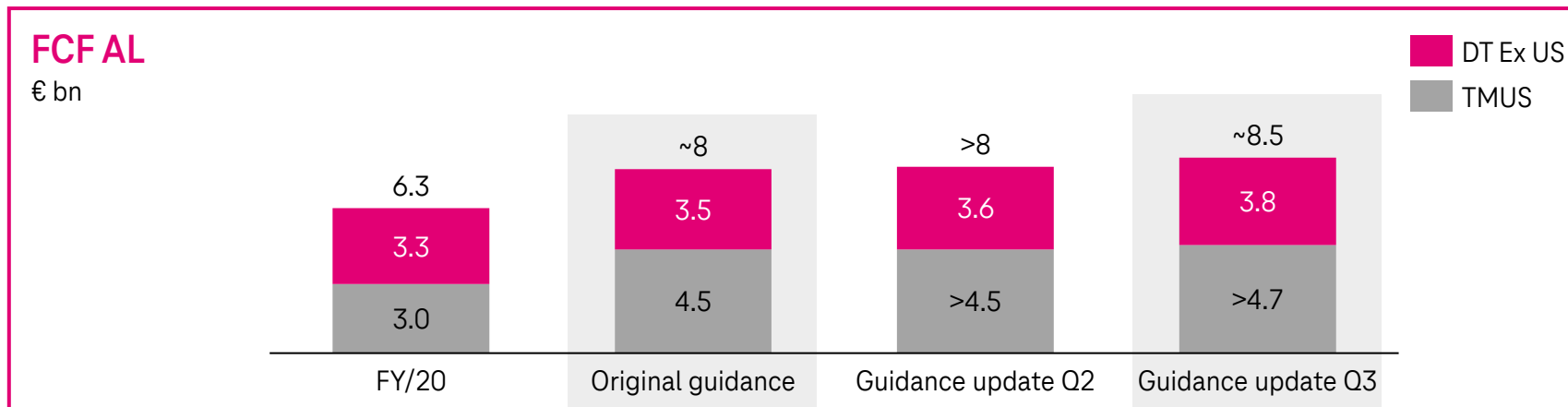
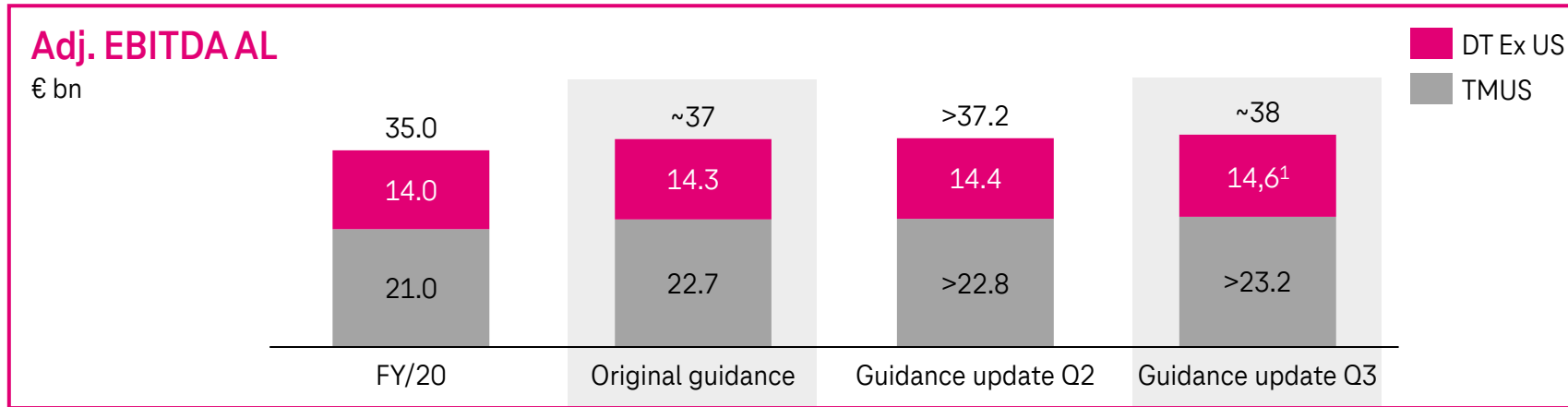
### Current rating

Fitch:	<b>BBB+</b>	stable outlook
Moody's:	<b>Baa1</b>	stable outlook
S&P:	<b>BBB</b>	stable outlook

<sup>1</sup> Ratios for the interim quarters calculated on the basis of previous four quarters. From Q3 to Q4/20 including historic pro formas for Sprint

# Guidance 2021

## group outlook raised again



New guidance for adj. EBITDA AL of around €38 bn and FCF AL of around €8.5 bn reflecting improved outlook for TMUS and DT ex US.

TMUS EBITDA included at midpoint of US GAAP guidance of US\$26.8 bn to 27.0 bn, adjusted for estimated bridge of US\$0.4 bn.

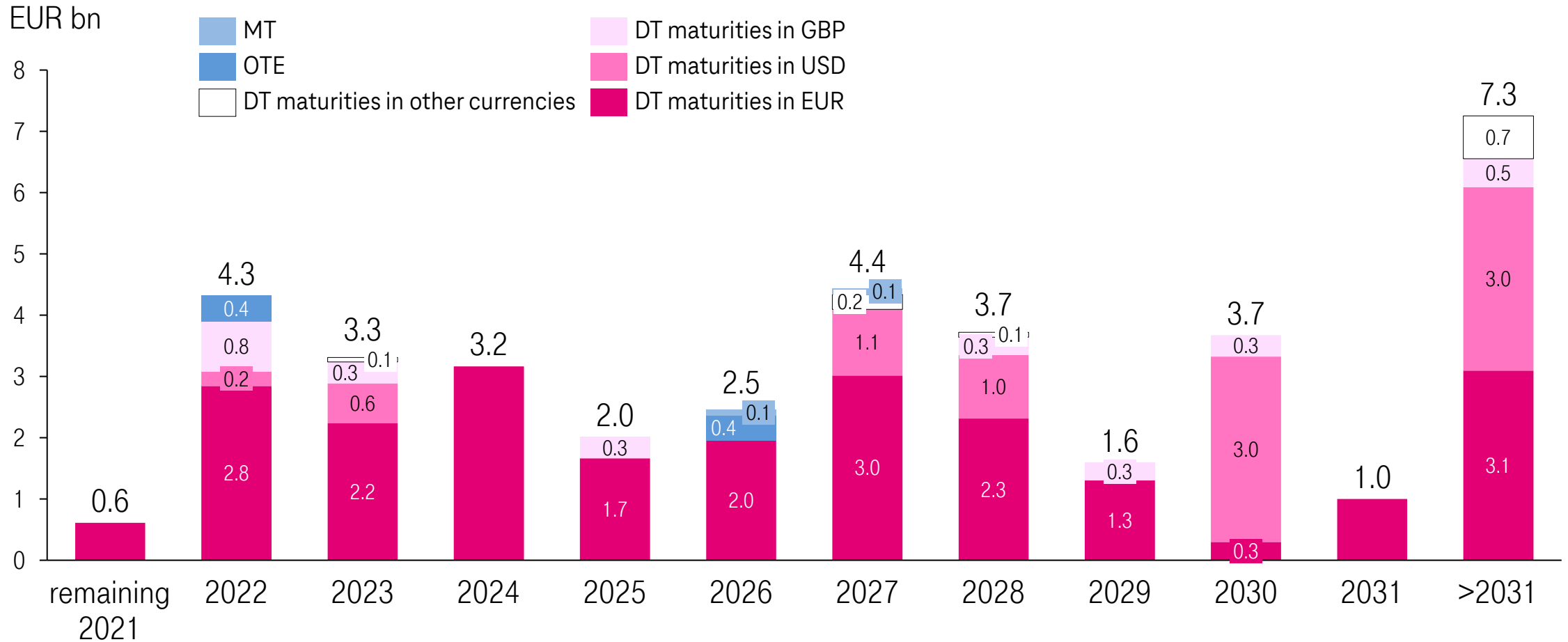
US FCF included at mid-point of US GAAP guidance of US\$5.5 bn to 5.6 bn.

Based on €1 = US\$ 1.14

<sup>1</sup> One-third of the forecast increase for development excluding the U.S. is attributable to one-off effects

# DT GROUP EXCLUDING TMUS

## WELL-BALANCED MATURITY PROFILE AS OF SEPTEMBER 30, 2021



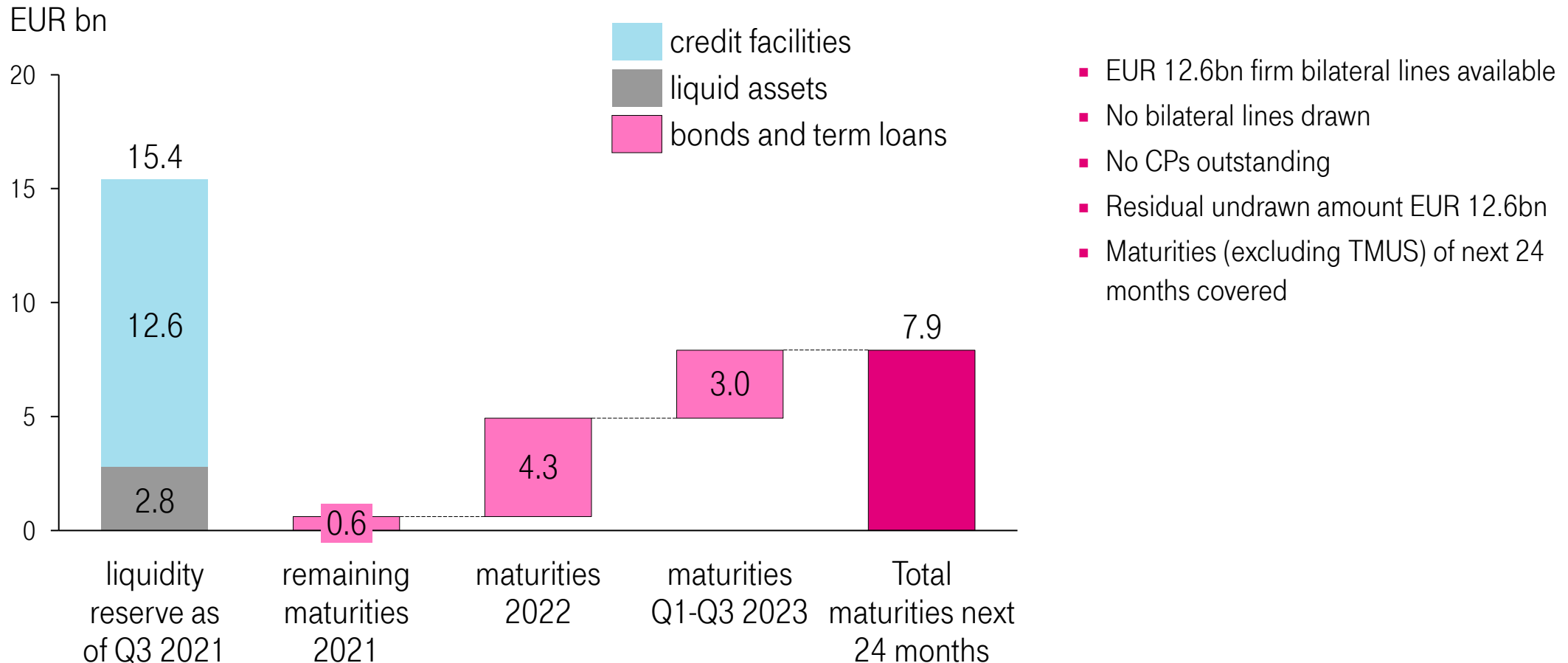
Furthermore, DT holds USD 3.75bn TMUS unsecured HY bonds



due to rounding differences: sum of single maturities per year ≠ total maturity per year

# DT Group excluding TMUS

## STRONG LIQUIDITY PROFILE AS OF SEPTEMBER 30, 2021



# Debt investor relations

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