Deutsche Telekom 2021 results





Disclaimer

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

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In addition to figures prepared in accordance with IFRS, Deutsche Telekom also presents alternative performance measures, including, among others, EBITDA, EBITDA margin, adjusted EBITDA, adjusted EBITDA after leases, adjusted EBITDA margin, Core EBITDA, adjusted EBIT, adjusted net income, free cash flow, free cash flow after leases, gross debt, net debt after leases and net debt. These alternative performance measures should be considered in addition to, but not as a substitute for, the information prepared in accordance with IFRS. Alternative performance measures are not subject to IFRS or any other generally accepted accounting principles. Other companies may define these terms in different ways.

Review 2021

accelerated delivery on CMD 2021 targets

Organic growth



Commercial growth

7.1 mn new postpaid subs

0.8 mn new broadband subs



Efficiency/Digitization

 Indirect cost reduction overdelivered (€1.8 bn vs. CMD 2018 target of €1.5 bn)



On track for CMD 2021 targets

Guidance for 2022

- adj. EBITDA AL ~€36.5 bn
- FCF AL ~€10 bn



Capital allocation/portfolio



Decisive steps towards TMUS majority taken (+5.2pp to 48.4%¹)



Sale of TM NL at €5.1 bn EV



Sale of Romanian fixed network



Network Leadership



Fiber JV for 4 mn rural homes



1.2 mn FTTH homes



1.4 mn FTTH homes



>90% 5G coverage



210 mn POPs with 2.5GHz 5G





Adj. EPS

• €1.22 in 2021



· > €1.25 in 2022

Dividend

 2021 dividend per share €0.64²



 $^{^{1}}$ Subject to closing of the TM NL transaction 2 Final decision subject to AGM approval





Financials 2021

Financials 2021 reported

strong growth

Net debt excl. leases (AL)

Net debt incl. leases (IFRS 16)

€mn

Revenue

Adj. EBITDA AL

Adj. EBITDA AL (excl. US)

Adj. Net profit

Net profit

Adj. EPS (in €)

Free cash flow AL^{1,2}

Cash capex²

Q4

2020	2021	Change
27,622	28,934	+4.7%
8,952	9,007	+0.6%
3,413	3,524	+3.3%
1,643	1,234	-24.9%
1,671	471	-71.8%
0.34	0.26	-23.5%
942	520	-44.8%
5,468	5,046	-7.7%
89,556	100,649	+12.4%
120,227	132,142	+9.9%

FY		
2020	2021	Change
100,999	108,794	+7.7%
35,017	37,330	+6.6%
14,020	14,633	+4.4%
5,715	5,862	+2.6%
4,158	4,176	+0.4%
1.20	1.22	+1.7%
6,288	8,810	+40.1%
16,980	17,978	+5.9%
89,556	100,649	+12.4%
120,227	132,142	+9.9%

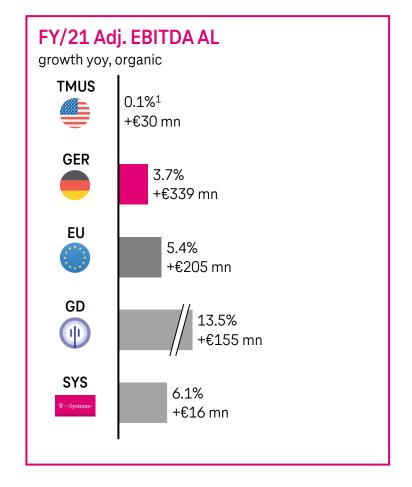
² Free cash flow AL before dividend payments and cash capex before spectrum investment. Spectrum: FY/20 €1,714 mn, FY/21 €8,388 mn. Q4/20: €346 mn; Q4/21: €60 mn

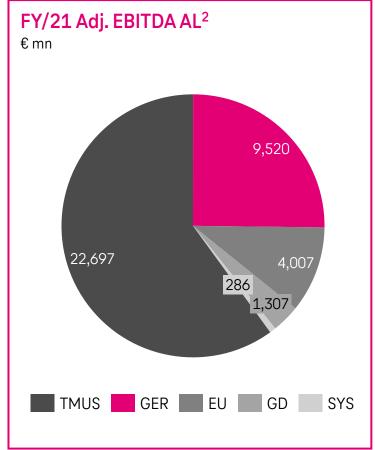


 $^{^1\,\}text{FY}/20$ before £1,600 mn zero bond redemption in Q1/20 and 2,158 mn TM US interest rate swap in Q2/20

Financials 2021 organic

strong organic growth





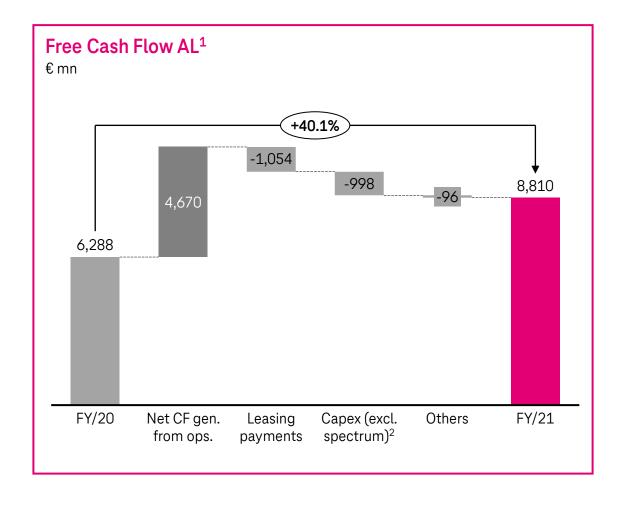
FY/21 Key Financials % growth yoy, organic	
Revenue	+4.5%
Service Revenues	+3.5%
Service Revenues (excl. US)	+2.0%
Adj. EBITDA AL	+1.9%
Adj. Core EBITDA AL	+7.8%
Adj. EBITDA AL (excl. US)	+4.8%

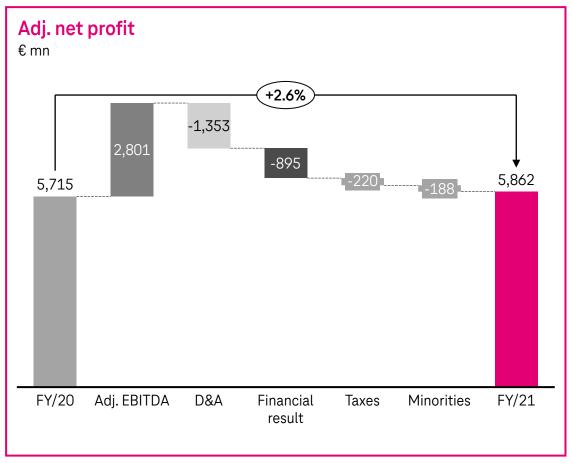
¹Trend impacted by decreasing handset leases: Excl. handset leases: Adj. Core EBITDA AL growth of +10.1% ² Excl. GHS; reported EBITDA AL €37.3 bn



Financials 2021

FCF AL and net income better than guidance



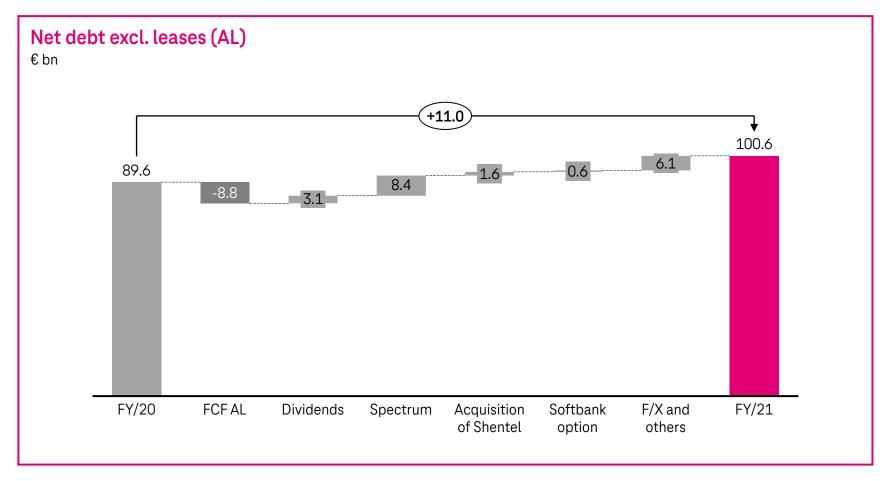


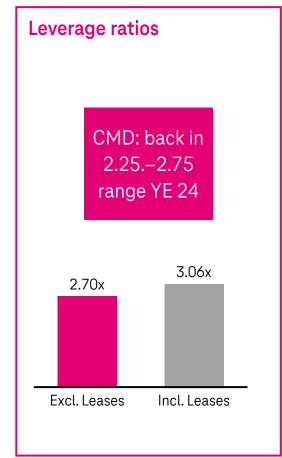
¹ Free cash flow and FCF AL before dividend payments and spectrum investment. 2020 before €2,158 mn interest rate swap TM US and €1,600 mn zero bond redemption ² Excl. Spectrum: FY/20: €1,714 mn; FY/21: €8,388 mn



Financials 2021

net debt and leverage ratios





CMD 2018 review

strong delivery on commitments

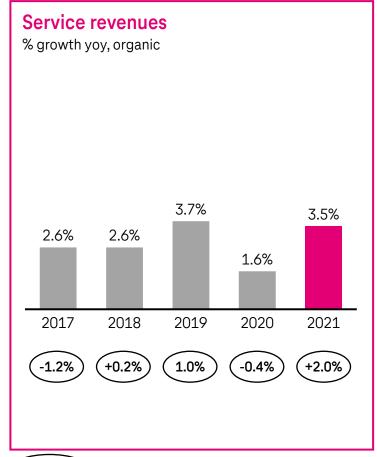
	Ambition	Merger Impact	Achievements 2017-2021 ¹
Revenue CAGR ¹	1–2%		3.3%
Adj. EBITDA (AL) CAGR	2–4%		5.3%/7.7% ²
Adj. EBITDA (AL) CAGR (ex US)	2–3%		3.7%
FCF (AL) CAGR	~10%; 2021: >€8 bn	Dilutive	18.7%; €8.8 bn
FCF (AL) (ex US)	2021: ~€4 bn		€3.9 bn
Adj. EPS	2021: ~€1.2	Dilutive	€1.2
ROCE	ROCE > WACC		4.1%
Cash Capex (ex US)	Stable		Stable
Adj. indirect cost (AL) (ex US)	€1.5 bn (net savings)		€1.8 bn
Dividend	To reflect growth in adj. EPS; €50 c floor		€64 c in 2021 ³

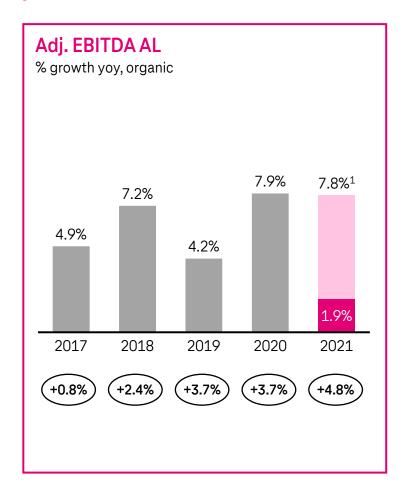
¹ On a like-for-like basis, actual results ² Corrected for handset leases "Core EBITDA AL" ³ subject to final AGM approval



Financials 2017–2021

consistent growth in key KPIs







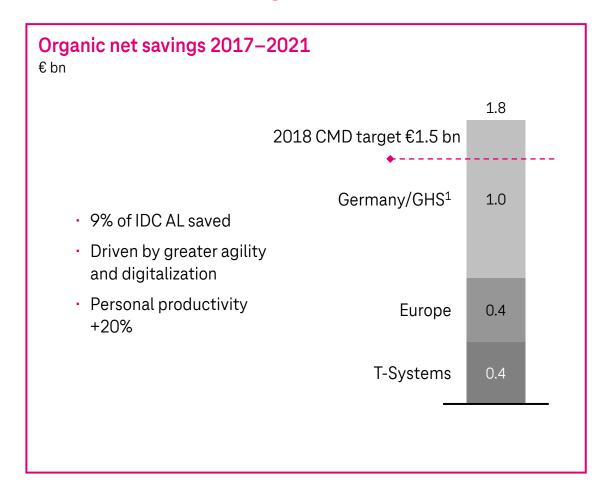


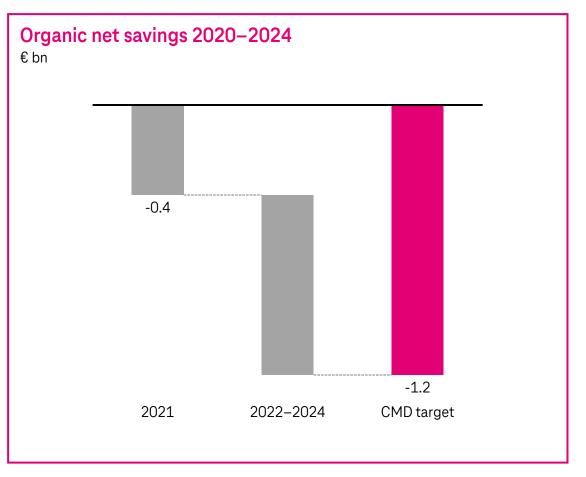
 $^{\mathrm{1}}$ adj. Core EBITDA AL



Indirect costs

CMD 2018 target overdelivered, CMD 2021 target on track



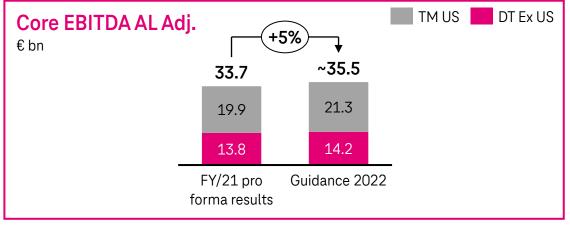


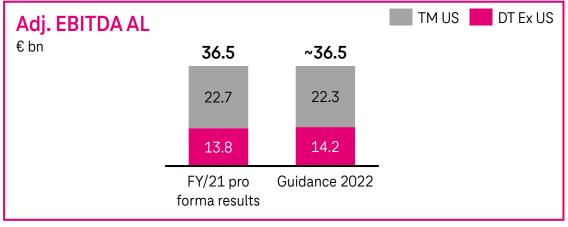
¹ also includes GD

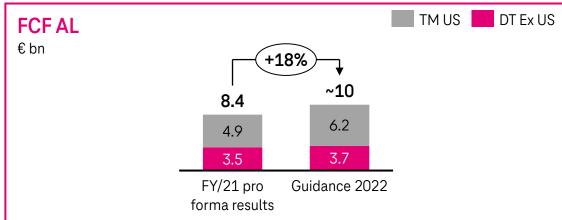


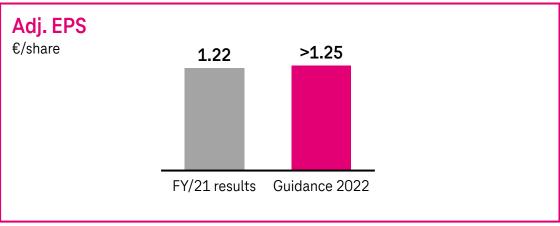
Guidance 2022¹

group outlook









¹ Guidance for adj. EBITDA AL of around €36.5 bn reflects €1.8 bn decrease in handset leasing revenues in the US. TM US adj. EBITDA and Core EBITDA AL adj. included at midpoint of US GAAP guidance of US\$26.7 bn to 27.5 bn and US\$25.6 bn to 26.1 bn, adjusted for estimated bridge of US\$0.6 bn. US FCF included at mid-point of US GAAP guidance of US\$7.1 bn to 7.6 bn. Based on €1 = US\$ 1.18

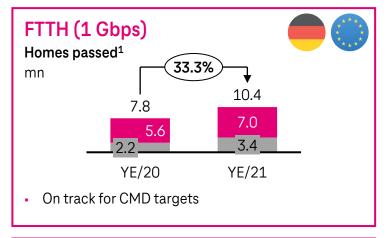


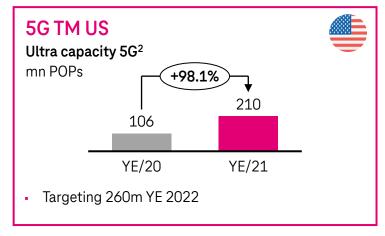
OperationsReview 2021

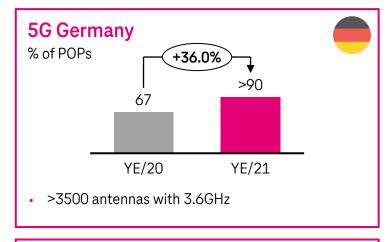


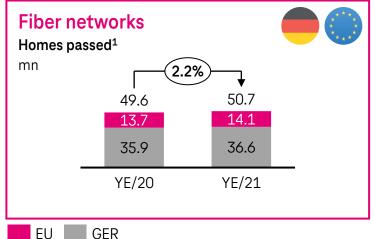
Networks

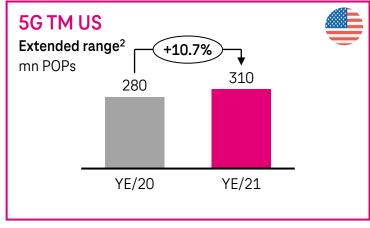
leading with 5G, FTTH well on track

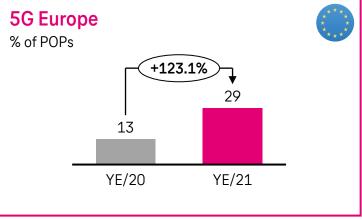










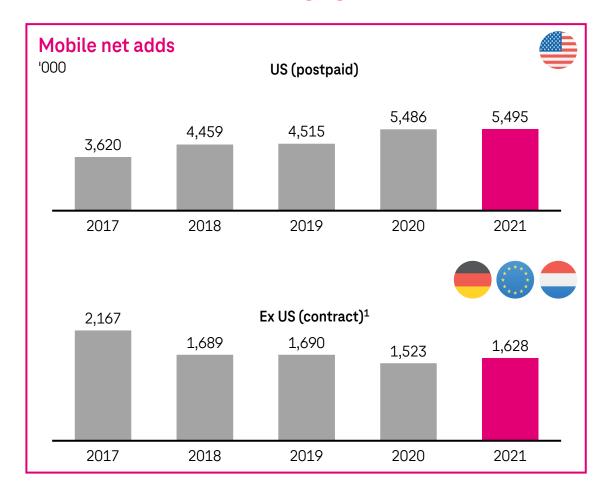


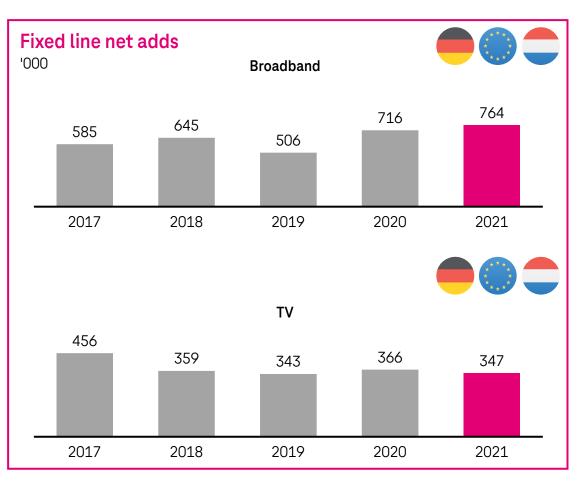
¹ EU8: FTTC, FTTH/B lines and cable/ED3. GER: FTTC and FTTH/B lines incl. cooperations and cable ² Extended range on 600 MHz, Ultra capacity on 2.5 GHz



Customers

consistent strong growth



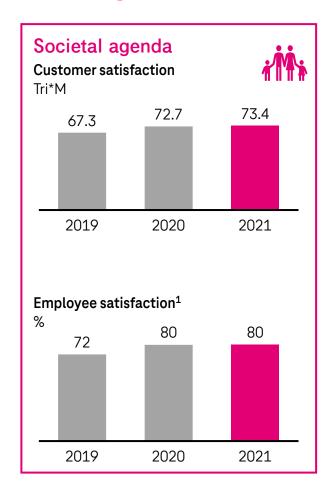


¹ GER + EU + NL. GER: Since 2021 Own branded retail customers excl. multibrand, consumer IoT and "Schnellstarter"



Society and Environment

strong ESG Performance in all dimensions





- Switch to 100% electricity from renewables accomplished
- Eco Rating: Successful launch of industrywide initiative

Support for flood victims

Governance

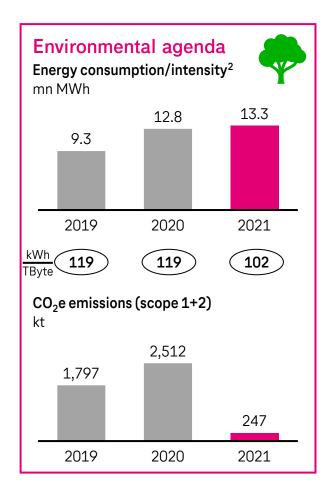
- Move of corporate responsibility department to CEO
- Environmental targets in remuneration for board from 2021, for all executives from 2022
- Reporting in line with new EU Taxonomy regulation requirements
- Ongoing success in ESG Ratings











²energy intensity includes only fixed and mobile services at DT Group



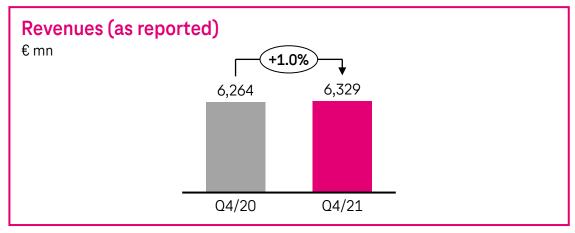
¹positive answer on employee/pulse survey question: "How do you feel at our company"

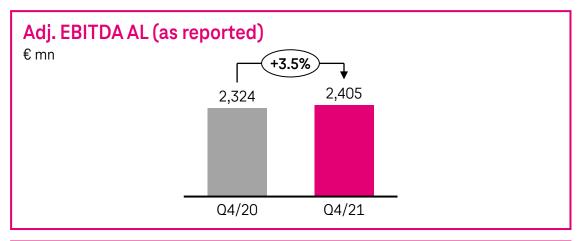


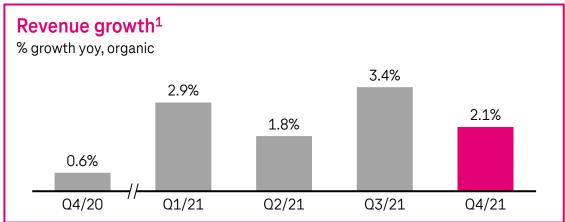
GermanyReview 2021

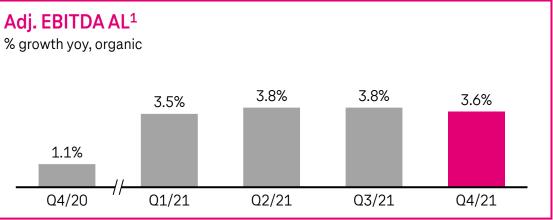
21st consecutive quarter of EBITDA growth







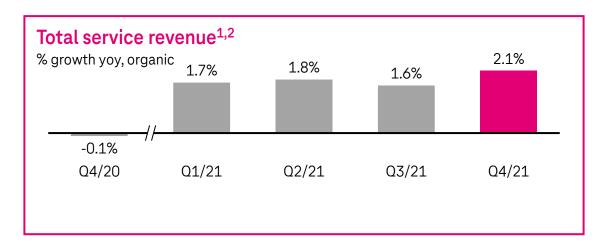


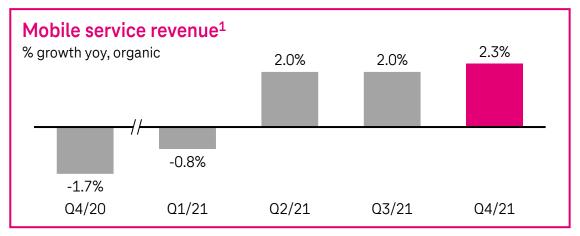


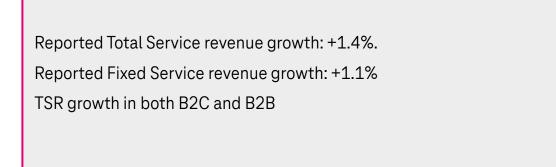
¹ 2021 quarterly trends in new reporting structure. Organic view reflects transfer of certain business units into GHS as of 01.01.2021, currency and the accounting change to certain principal agent transactions.

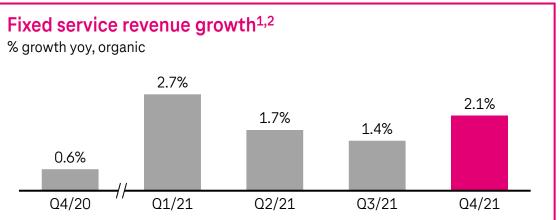


service revenue growth driven by mobile and fixed







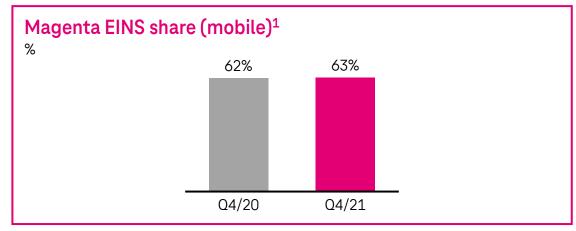


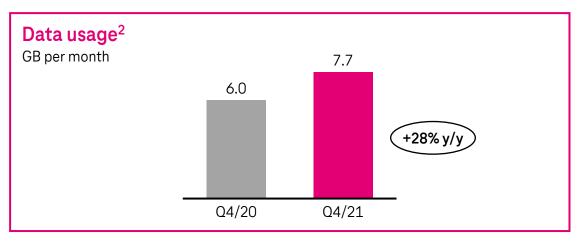
¹ 2021 quarterly trends in new reporting structure ² Organic view also reflects accounting change to certain principal agent transactions. No impact on mobile service, broadband or wholesale revenues.



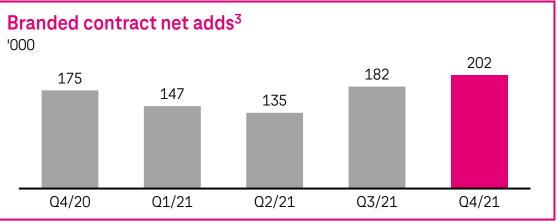
positive mobile KPIs







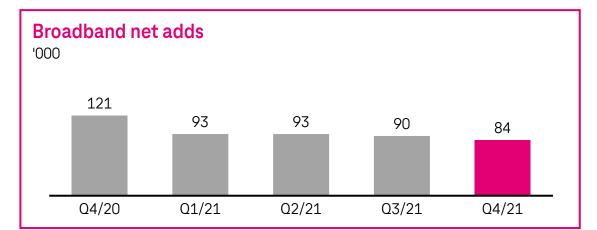


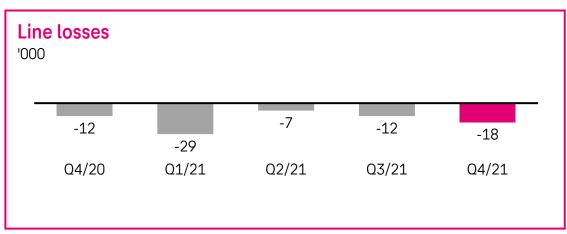


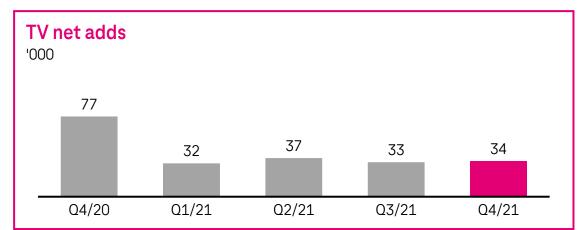
¹ B2C T-branded contract customers ² B2C T-branded contract customers ³ Own branded retail customers excl. multibrand, consumer IoT and "Schnellstarter"

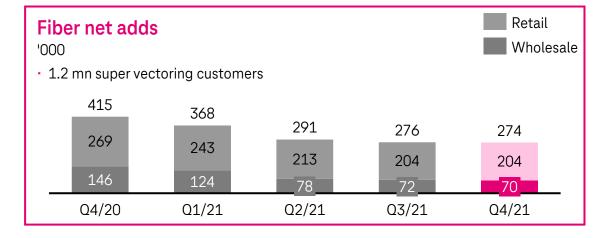


strong commercials in fixed





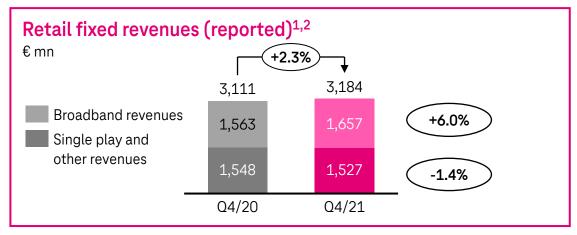


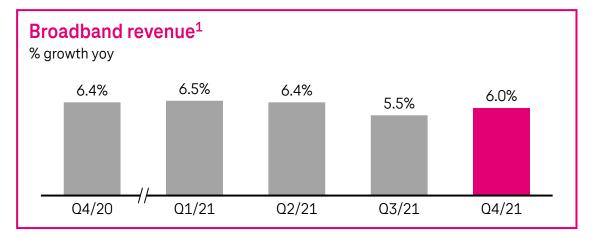


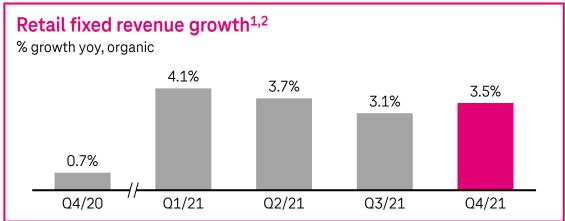


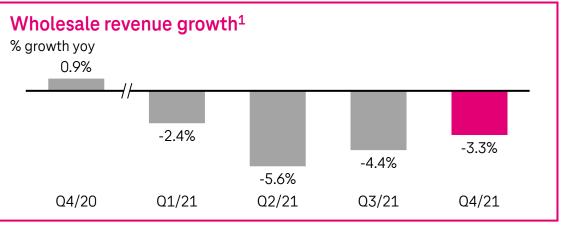
growth in retail fixed









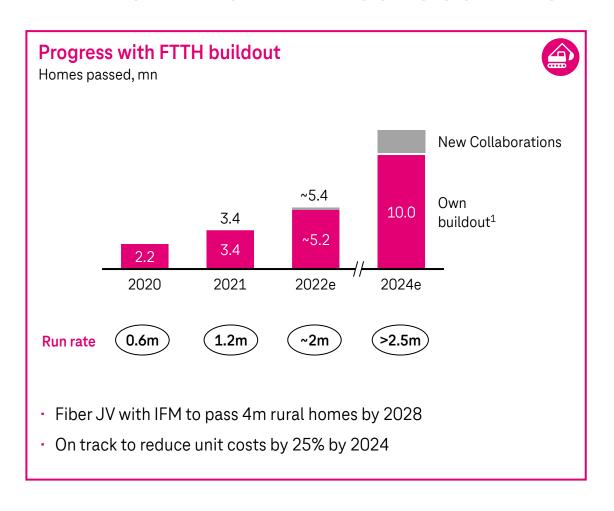


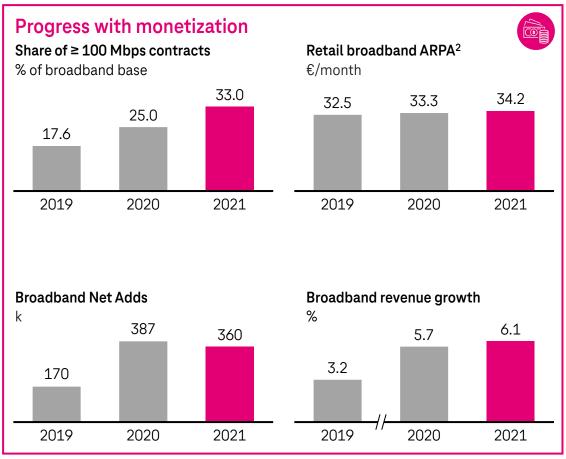
¹ 2021 quarterly trends in new reporting structure ² Organic view reflects accounting change to certain principal agent transactions and f/x. No impact on mobile service, broadband or wholesale revenues



FTTH on track with buildout and monetization





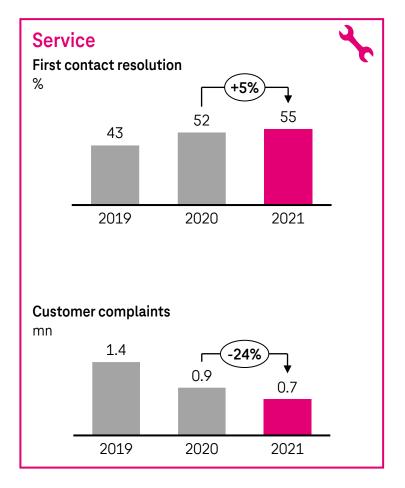


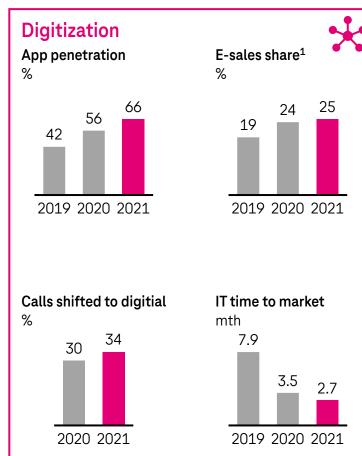
 $^{^{1}}$ Incl. collaborations agreed prior to CMD 2021 2 Only B2C



ongoing strong execution and digitization







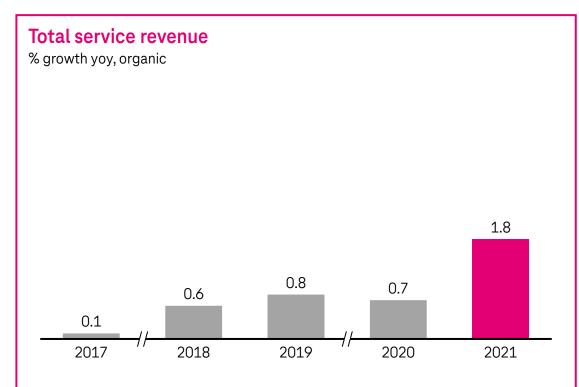


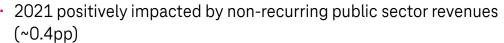
¹ Only B2C

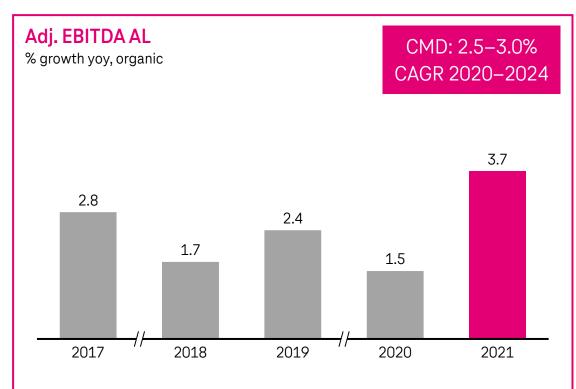


consistent growth









- 2022 guidance of €9.8 bn
- Growth supported by net margin growth and indirect cost savings



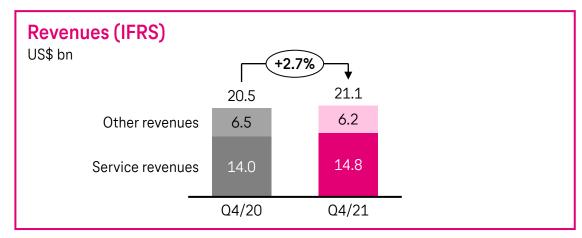
T-Mobile USReview 2021

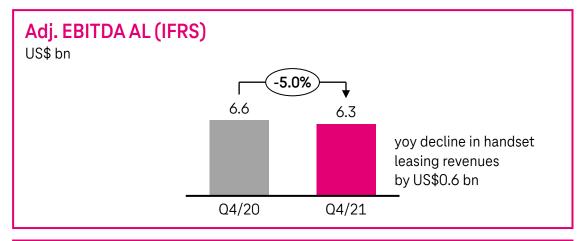


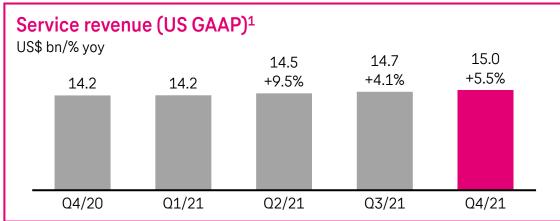
T-Mobile US

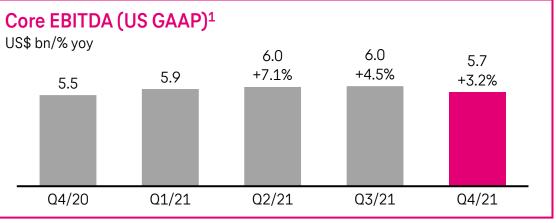
continued strong performance











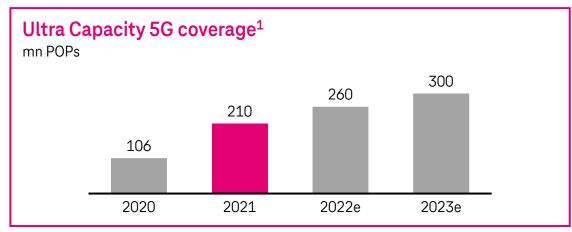
¹ No restated historic service revenues or Core EBITDA trends available for Q1 2020 and previous quarters. Revenues attributed to wireline operations and handset insurance services acquired in the Sprint Merger were classified as service revenue in Q4/20. Q2/20 and Q3/20 have been adjusted accordingly

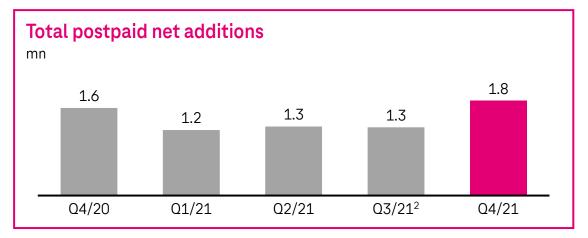


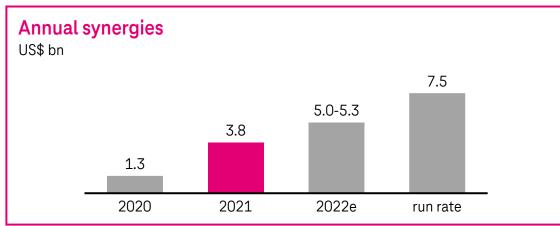
T-Mobile US

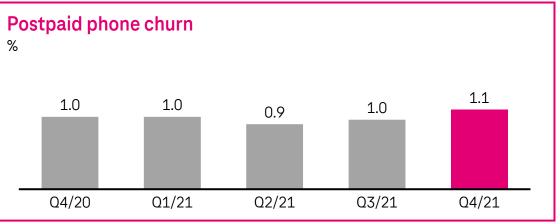
industry leading network and strong customer KPIs











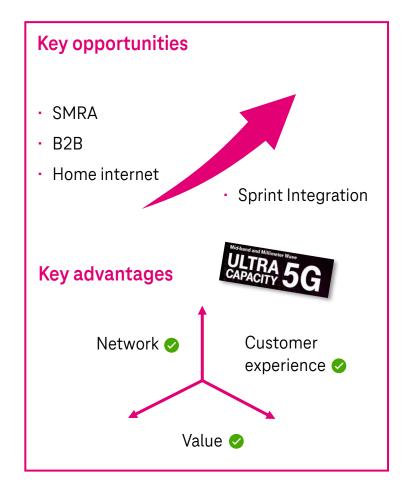
 $^{^{1}}$ Ultra capacity on 2.5 GHz $\,^{2}$ excl. 806k postpaid customers acquired with Shentel

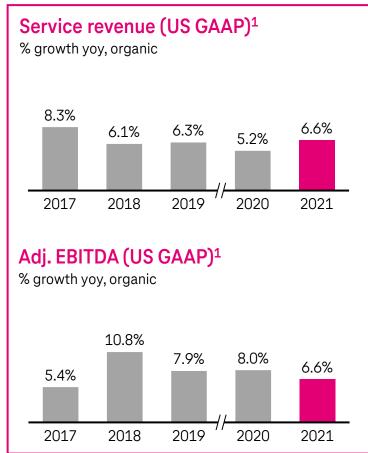


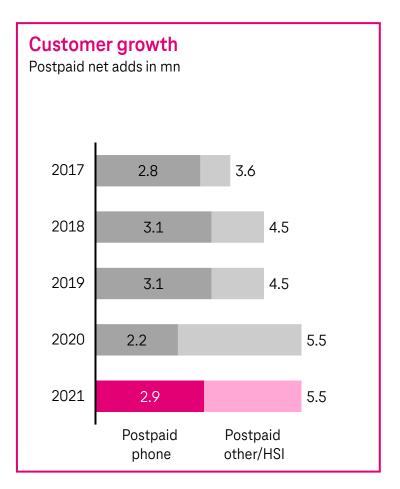
T-Mobile US

consistent growth leader









¹ US GAAP, 2020/21 pro forma for Sprint merger. 2021 and 2020 growth rate calculated on adj. core EBITDA, 2019, 2018 and 2017 on adj. EBITDA



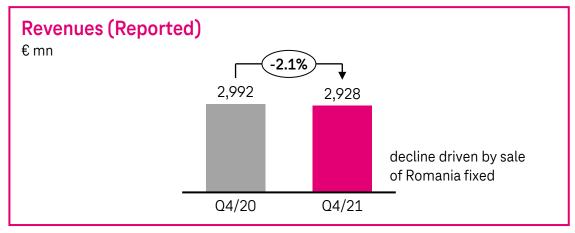


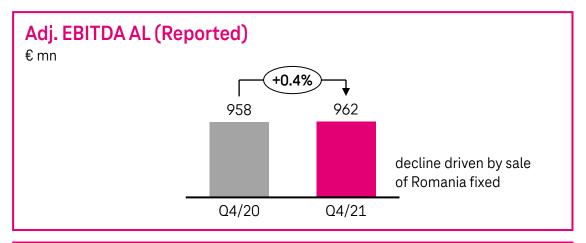
EuropeReview 2021

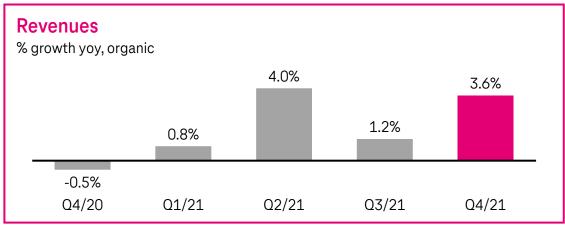
Europe

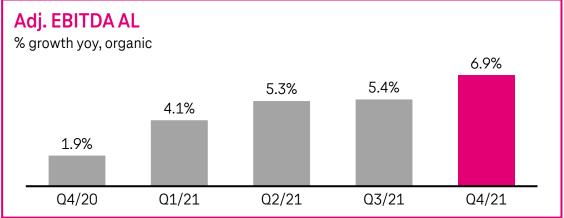
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16th consecutive quarter of organic EBITDA growth







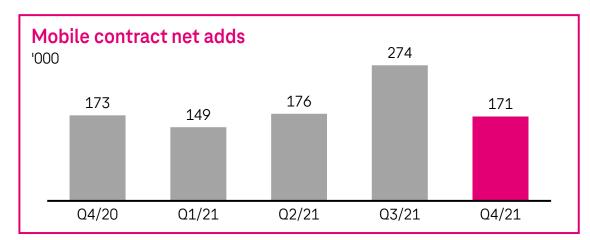


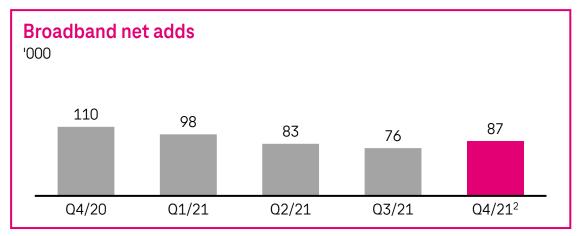


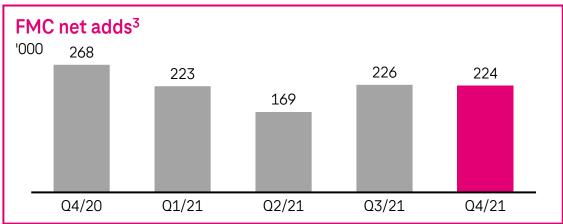
Europe

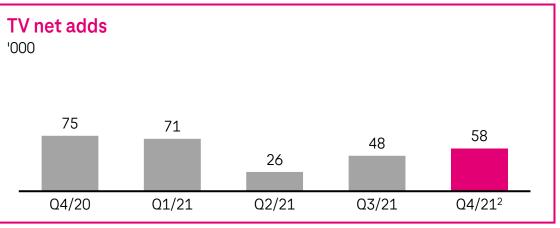
strong commercial performance¹











¹Net adds retrospectively adjusted for sale of Romania fixed ²Q4 adjusted for 6k customers acquired in Hungary. ³ Alignment of definition for Poland in Q4/21. Figures are retrospectively adjusted.



Europe

fastest growing large European telco



FTTH (1 Gbps)¹

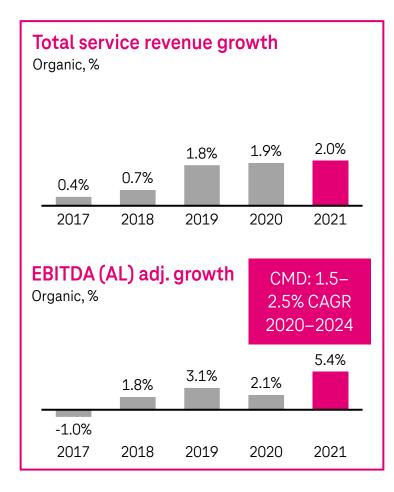


- 1.4 mn additional homes passed in 2021
- 7 mn homes YE 21

Convergence



- 0,4 mn additional homes
- 0.8 mn additional subs
- 3,3 mn homes YE 21



Digitization



- App penetration 64%
- Truck Rolls reduced by 200k in 2021 leading to a significant CO2 reduction.

Customer satisfaction



- 9 out of 10 NatCos are #1or #2 in B2C TRIM
- Voice of customers program with good progress: 8 NatCos live

¹ FTTH/B & Docsis 3.1 (1 Gbps) in AT, CZ, GR, HR, HU, ME, MK, SK

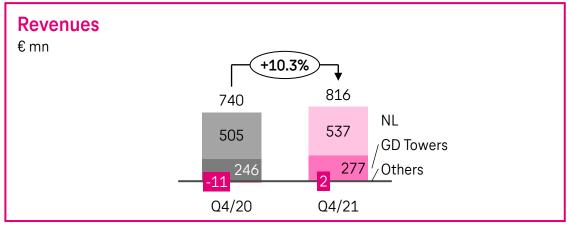


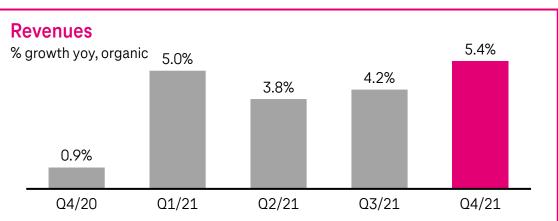
Group DevelopmentReview 2021

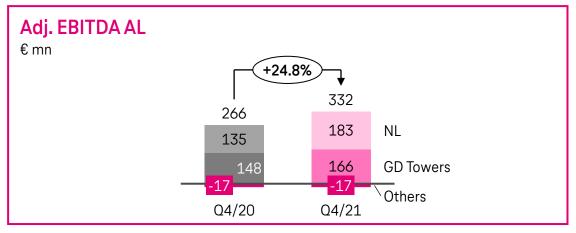


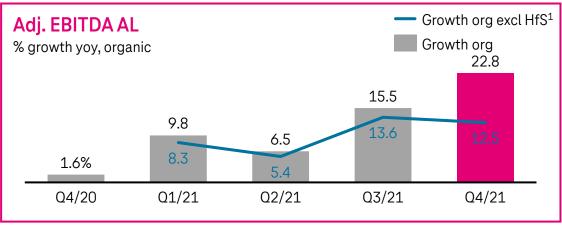
Group Development

ongoing strong performance









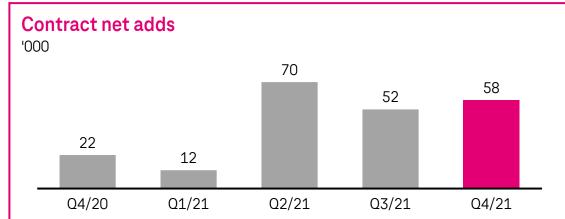
 $^{^{1}}$ HfS = Held for sale accounting: T-Infra B.V. and T-Mobile NL

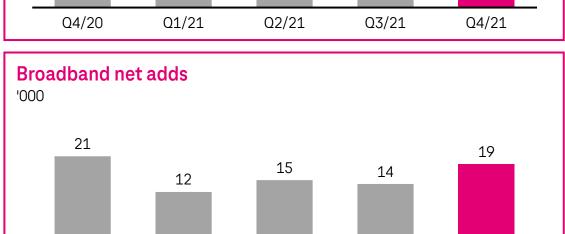


GD/TMNL

strong performance continues



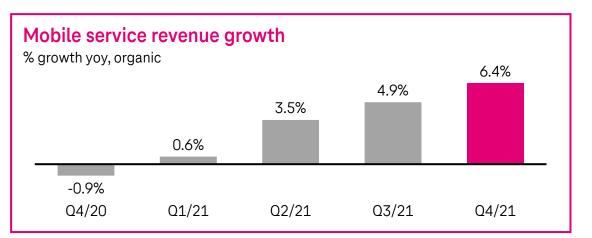


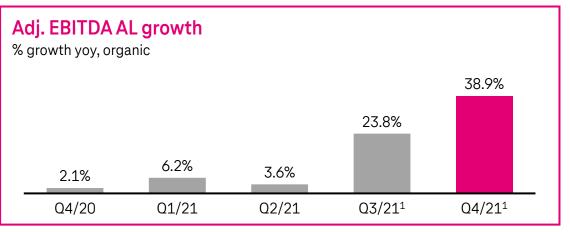


Q2/21

03/21

Q4/21





01/21

Q4/20

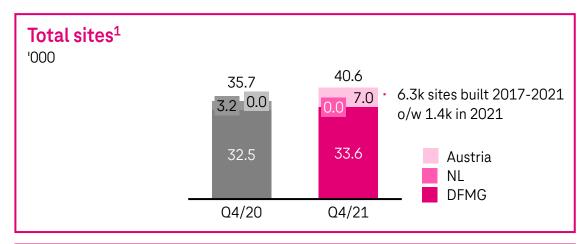


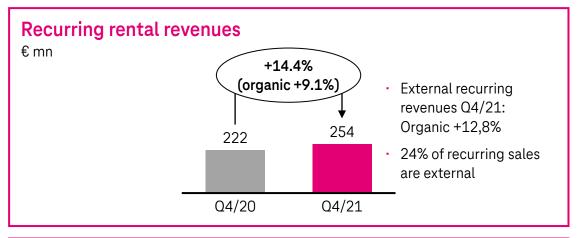
¹ Also supported by held for sale accounting

GD/Towers

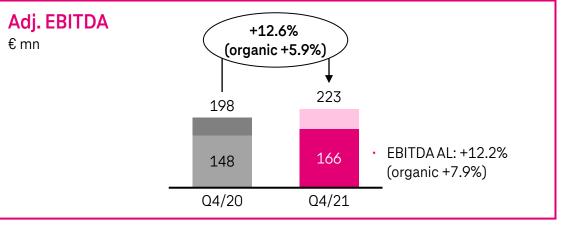
ongoing expansion











¹ The 0 refers to the Austrian sites in Q3/20 (not yet part of tower business) and to the Dutch sites in Q3/21 (de-consolidated in June 21). 2021: 33.6k include 1.4k newly build sites and 0.3k de-commissioned sites

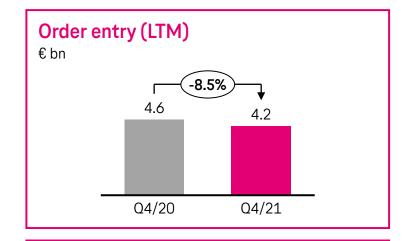


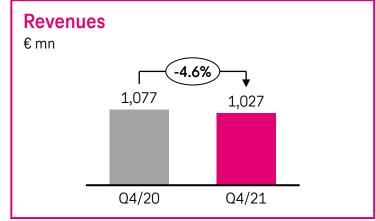


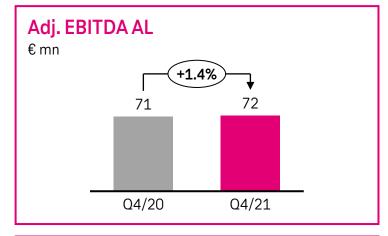
Systems SolutionsReview 2021

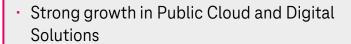
Systems Solutions

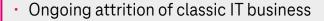
recovery under way

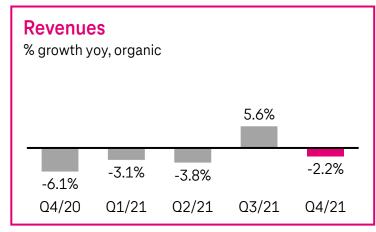


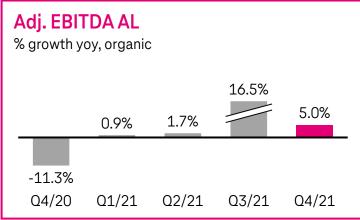








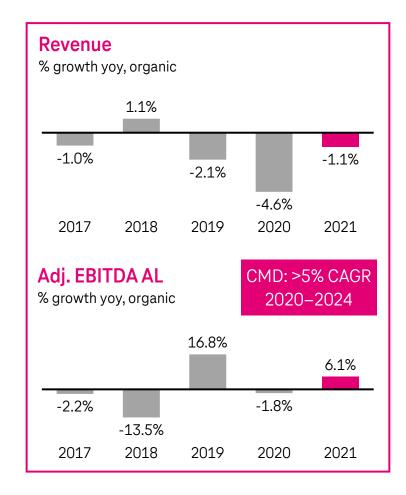


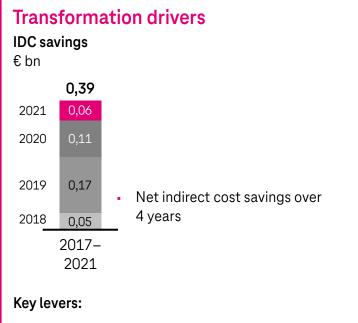


Systems Solutions turnaround continues

Revenue drivers

- Public Cloud +19%¹
- Digital Solutions +14%¹
- Ongoing legacy decline (MIS -14%¹)
- MIS now down to 32% of TSI revenues vs. 42% 2019. Growth areas >50% of portfolio
- Revenue drag due to planned reduction from enduser services and resale c.2pp
- CMD 2021: Strategy centered on focused industries and markets with unique vertical & horizontal portfolio





- Delivery optimization, i.e. Shoring/Automation
- Overhead reduction
- Reduced real estate costs, travel expenses

¹ 2021 vs. 2020, organic

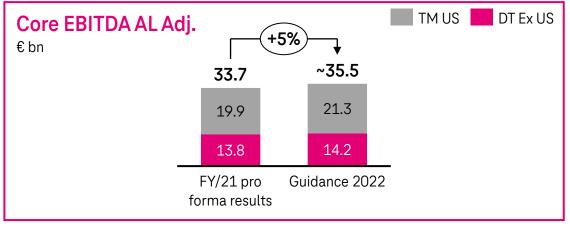


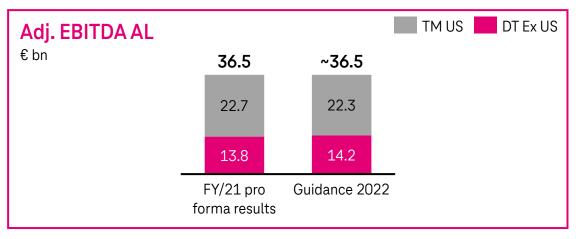
Outlook

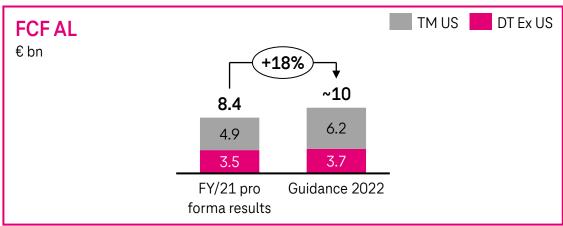


Guidance 2022¹

group outlook







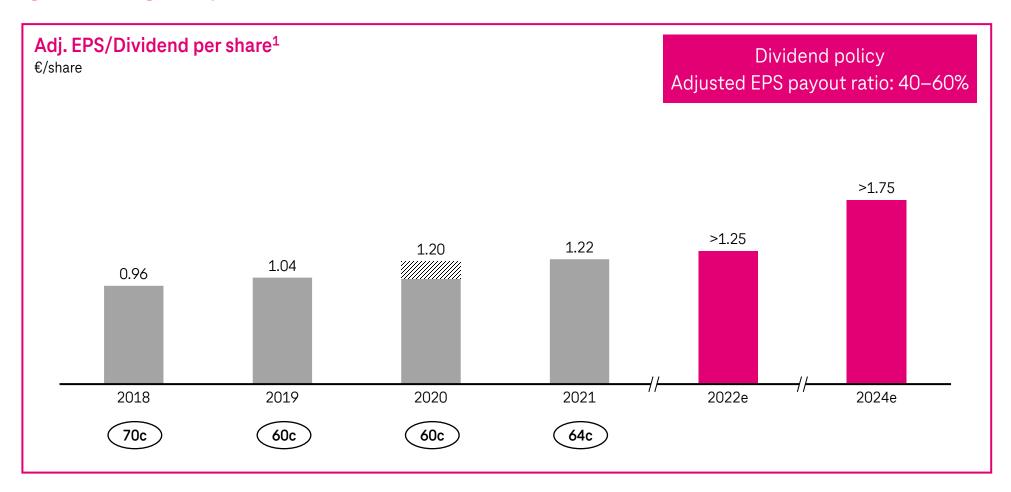


¹ Guidance for adj. EBITDA AL of around €36.5 bn reflects €1.8 bn decrease in handset leasing revenues in the US. TM US adj. EBITDA and Core EBITDA AL adj. included at midpoint of US GAAP guidance of US\$26.7 bn to 27.5 bn and US\$25.6 bn to 26.1 bn, adjusted for estimated bridge of US\$0.6 bn.
US FCF included at mid-point of US GAAP guidance of US\$ 7.1 bn to 7.6 bn.
Based on € 1 = US\$ 1.18



Financials

growing adj. EPS and dividends



¹ 2020 EPS benefitted from TM US options (+17c), 2021 includes -4c from TM US options and +2c from held for sale TM NL. 2021 dividend subject to AGM approval.



Appendix



FCF AL excl. US

€bn	FY 2020	FY 2021
Adj. EBITDA AL	14.0	14.6
Cash Capex	-7.7	-7.7
Proceeds from sale of fixed assets	+0.2	+0.1
Special Factors Cash	-1.4	-1.1
Interest ex leasing	-0.6	-0.6
Cash Taxes	-0.6	-0.8
Other (working capital etc.)	-0.4	-0.6
FCF AL	3.3	3.9



Organic growth rates

In %	Q4/21 over Q4/20	FY/21 over FY/20
Group revenue	+2.3	+4.5
Group service revenue	+4.2	+3.5
Service revenue excl. US	+2.8	+2.0
Group Adj. EBITDA AL	-1.5	+1.9
Adj. EBITDA AL excl. US	+5.0	+4.8
Group adj. core EBITDA AL¹	+5.1	+7.8

¹ adj. EBITDA AL excl. TM US handset leases



Outlook 2022/23 as per annual report 2021 $(1/2)^1$

€bn	2021 pro forma	2022e	2023e
Revenue Group	106.5	Stable	Slight increase
Germany	24.2	Slight increase	Increase
US (in US\$)	81.0	Stable	Slight increase
Europe	11.0	Slight increase	Stable
Systems Solutions	4.2	Stable	Slight increase
Group Development	1.1	Increase	Increase
Service Revs Group	82.1	Slight increase	Slight increase
US (in US\$)	57.8	Increase	Slight Increase
Adj. EBITDA AL Group	36.5	~36.5	Increase
Germany	9.5	9.8	Slight Increase
US (in US\$)	26.9	26.4	Increase
Europe	3.9	4.0	Stable
Systems Solutions	0.3	0.3	Increase
Group Development	0.6	0.6	Increase

¹ See annual report 2021 for additional details



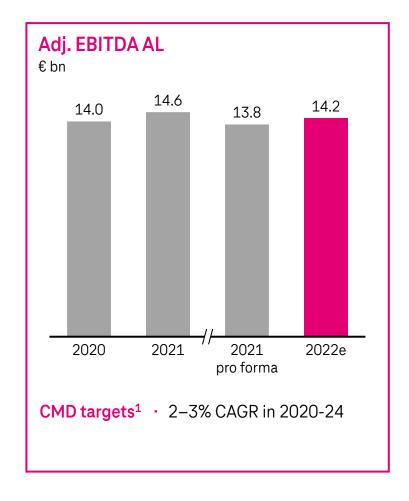
Outlook 2022/23 as per annual report 2021 (2/2)1

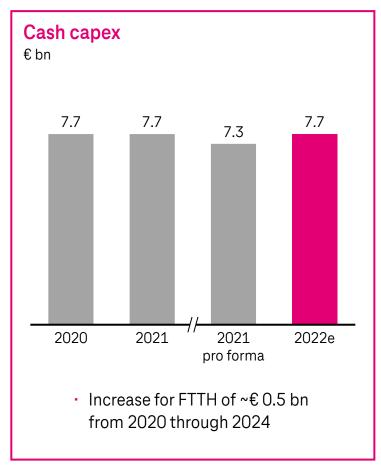
€bn	2021 pro forma	2022e	2023e
Cash Capex Group	17.7	19.3	Strong decrease
Germany	4.1	Increase	Increase
US (in US\$)	12.2	Strong increase	Strong decrease
Europe	1.7	Stable	Stable
Systems Solutions	0.2	Stable	Stable
Group Development	0.3	Strong increase	Stable
FCF AL Group	8.4	around 10	Strong increase
Adj. EPS	1.22	Slight increase	Strong increase
Net debt/adj. EBITDA	3.06x	>2.75x	>2.75x

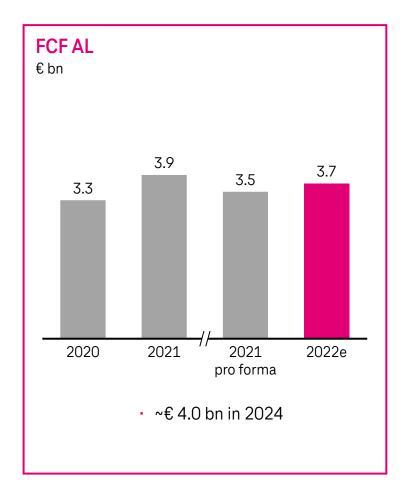
 $^{^{1}}$ See annual report 2021 for additional details. Adj. EPS and Net debt/adj. EBITDA as reported



EX US financials







¹ All organic. See annual report for additional details concerning pro forma values



Balance sheet

sequential increase in leverage ratios

€bn	31/12/2020	31/03/2021	30/06/2021	30/09/2021	31/12/2021
Balance sheet total	264.9	273.9	270.5	273.4	281.6
Shareholders' equity	72.6	77.5	77.0	78.9	81.5
Net debt excl. leases (AL)	89.6	98.3	96.8	99.3	100.6
Net debt excl. leases (AL)/adj. EBITDA AL ¹	2.39	2.61	2.59	2.66	2.70
Net debt incl. leases (IFRS 16)	120.2	129.5	128.0	130.4	132.1
Net debt incl. leases IFRS 16/adj. EBITDA ¹	2.78	2.98	2.97	3.02	3.06
Equity ratio	27.4%	28.3%	28.5%	28.8%	28.9%

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

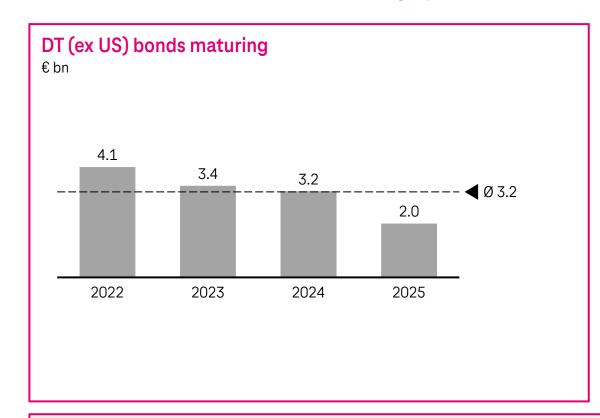
Fitch:	BBB+	stable outlook
Moody's:	Baa1	stable outlook
S&P:	BBB	stable outlook

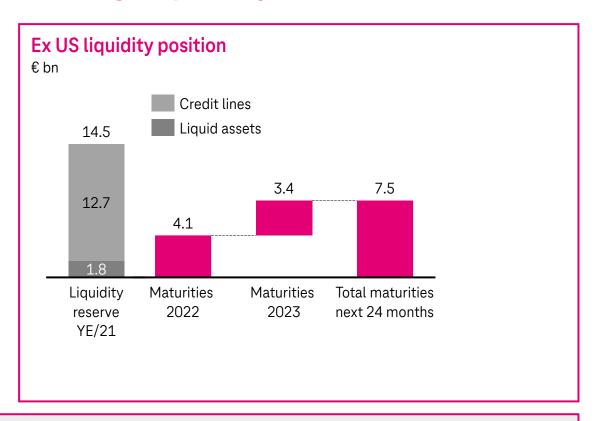
¹ Ratios for the interim quarters calculated on the basis of previous 4 quarters. YE 2020 including historic pro formas for Sprint



Financials

well balanced maturity profile with strong liquidity reserve





- Additional \$3.75 bn of outstanding TM US shareholder loans (repaid by 2028 at the latest)
- · Well balanced maturity profile will carry on beyond 2024

 $T \cdots$

Conference call with Q&A session

The conference call will be held on February 24 at 2:00 PM CET, 1:00 PM GMT, 8 AM ET. DT Participants: Tim Hoettges (CEO), Christian Illek (CFO), Hannes Wittig (Head of IR)

Webcast

- The link to the webcast will be provided 20 minutes before the call starts: https://www.telekom.com/2104
- To ask a question, just type your question into the box below the stream
- We webcast in HD Voice Quality
- The **recording will be uploaded to YouTube** after the call

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UK	0808 2380676	+ code 1265248#
US	+1 866 2201433	+ code 1265248#
Other	+49 69 22222624	+ code 1265248#

NEW: to participate in the dial-in conference please register via the following link:

https://registration Q4 2021 results



Further questions

please contact the IR department

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