

Deutsche Telekom FY 2023 results

February 23, 2024



Connecting
your world

#DT23Q4

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.

FY 2023 results

Group

FY/2023 Highlights

the flywheel is working

DT launches
2bn
share
buyback

DT shares
with **20% TSR**
in 2023

BBB+ with all
3 rating agencies

17 mn
European homes
passed with **FTTH**

LEADING
5G NETWORKS
in US and ex US

16.1bn FCF AL
adj. EPS
up to **1.6€**

First ORAN sites
live

€173bn
invested in last 10 years

T-Mobile
launches dividend

New €2bn
tech fund agreed

#1
MAGENTA
becomes
**MOST VALUABLE
GERMAN BRAND,**
and global telco brand



German chatbot
enabled with
gen. AI

One App
71% penetration
in EU

Germany:
B2C NPS
reaches **21**

1st in
TRI-M in
9 out of 10 countries **EU**

First time
resolution rate
doubled
to **70%**

T-Mobile merger synergies
exceed initial expectations

Highest ever
B2B phone net adds
in the US

Highest
German mobile
contract net adds
since early 2000s

1.9k
software developers
in off-shore locations

complaints **GER**
down **90%**
since 2016

300 million
customers

First quarter
without line losses
since German de-regulation

FY/2023 results

continued growth

2023 Financial highlights

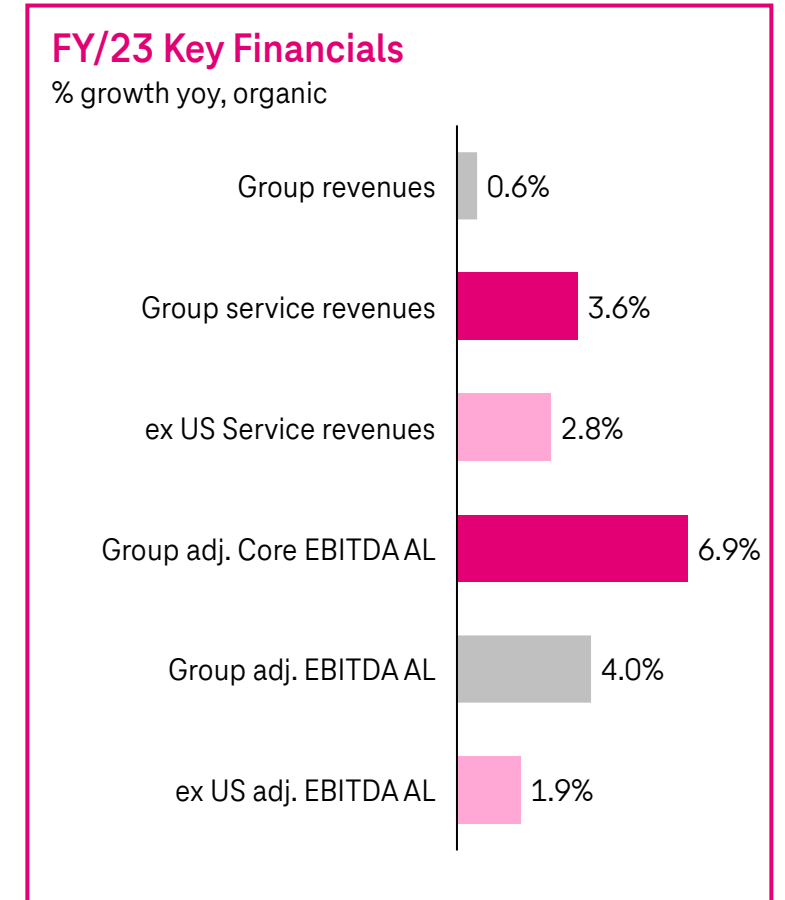
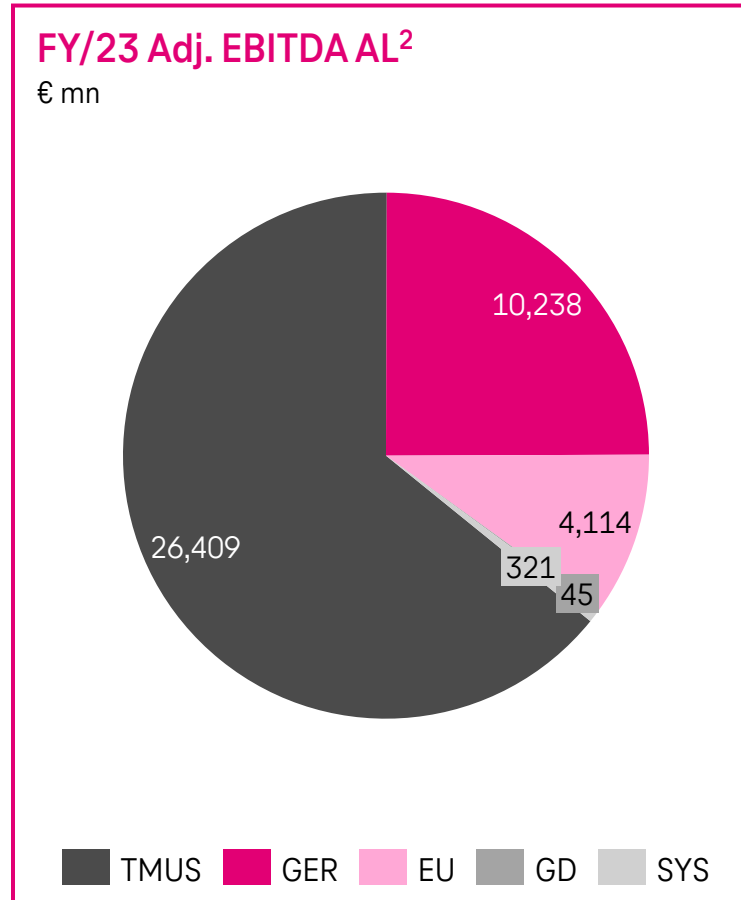
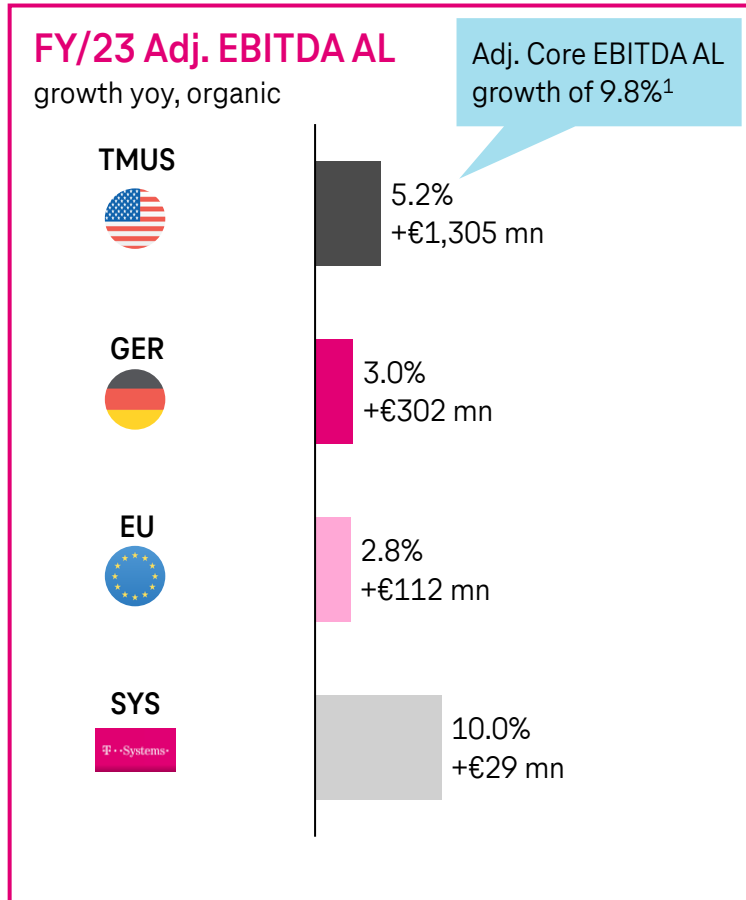
- Organic Growth: Group service revenues up 3.6%, Group adj. core EBITDA AL up 6.9%, all segments contributing. FCF AL up 40.7%¹
- US/GER/EU: Strong customer momentum continues unabated
- GER with 29th, EU with 24th consecutive quarter of org. EBITDA growth
- Guidance for 2023 achieved on both sides of the Atlantic
- DT stake in TM US at 50.7% as of January 31st 2024; above 50% level despite true-up shares being issued
- Net debt reduced by ~€10 bn yoy
- DT BoM proposes dividend of €0.77 per DT share² and launches share buyback program of up to €2 bn in 2024



¹FCF AL growth rate as reported. ²Subject to necessary board resolutions and AGM approval.

Financials 2023 organic

strong organic growth



¹ according to IFRS. US GAAP growth is 10.3%. Adj. Core EBITDA excludes decreasing handset leasing revenues (US\$ -1.1 bn yoy). ² Excl. GHS (-609 mn €). Group EBITDA AL €40,497 mn.

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

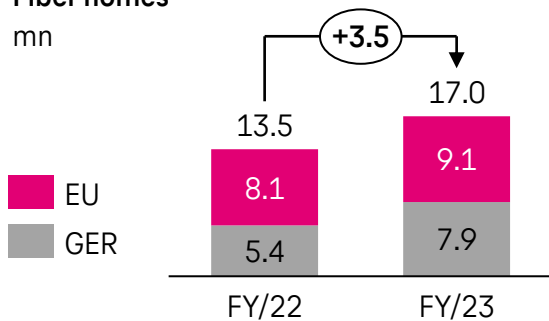
This view is different to the consolidated financial statements of DT where Group Development is treated as a discontinued operation. For more details, please refer to the back-up to this presentation, respectively the annual report of DT both available at www.telekom.com/en/investor-relations.

Networks

leading with 5G, FTTH on track

FTTH (1 Gbps)

Fiber homes
mn



GER

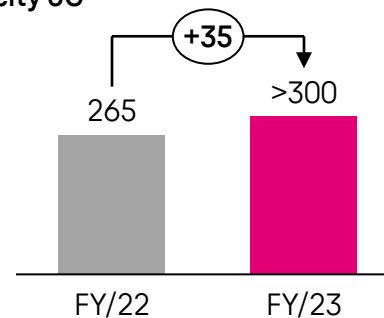
- 1 mn homes passed added in Q4. FY roll-out target achieved: +2.6 mn HHs passed.
- German fixed network: DT No. 1 in customer service according to “connect” survey

EU

- On track for 10 mn HHs with 1 Gbps by 2024. Coverage now at 35% of HHs

5G TM US

Ultra capacity 5G¹
mn POPs



Network Leader

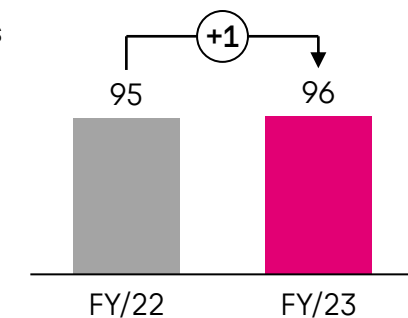
- Clean sweep across every category for overall network performance for the fifth quarter in a row from “Ookla”

5G

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

5G ex US

Germany
% of POPs



GER

- Telekom median download speed in latest Ookla test 90.3 Mbps vs. 67.7 Mbps and 48.8 Mbps for the two peers

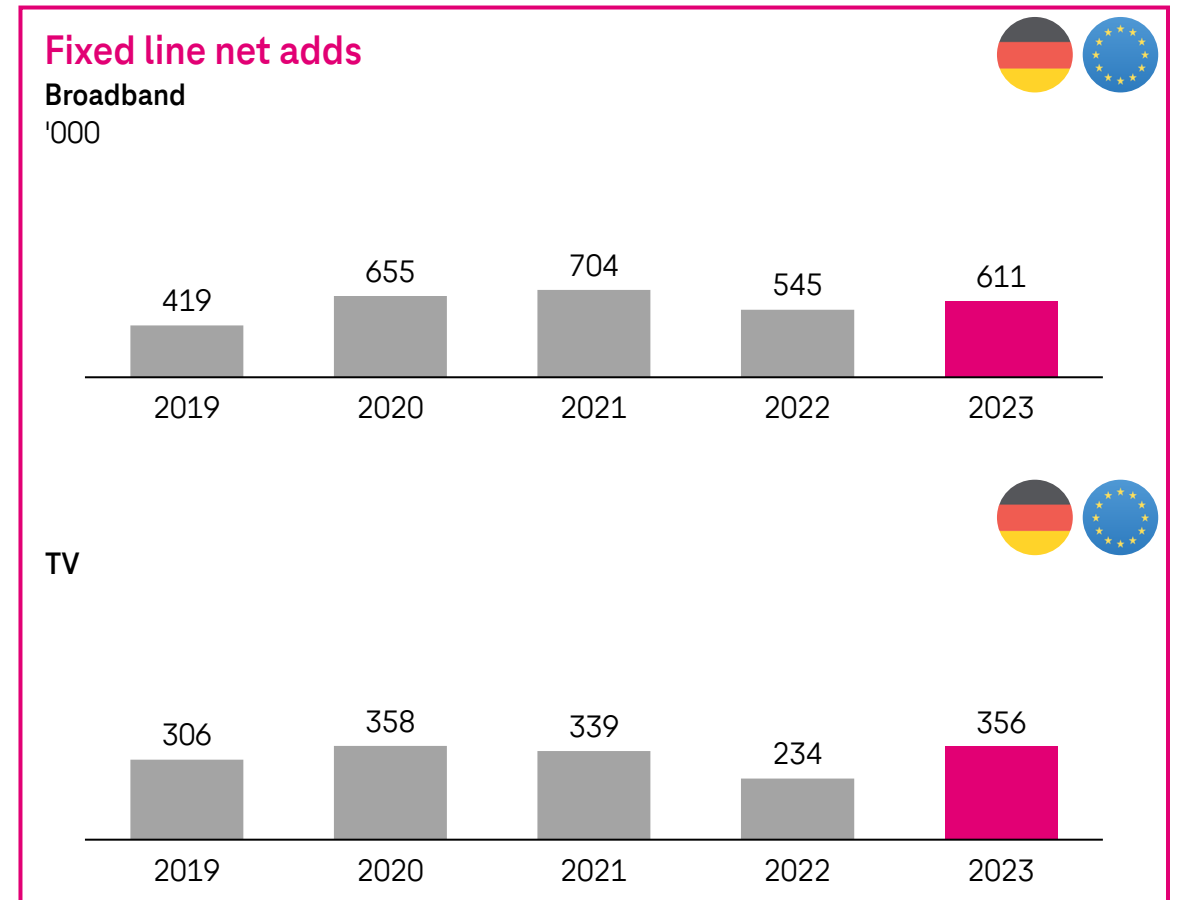
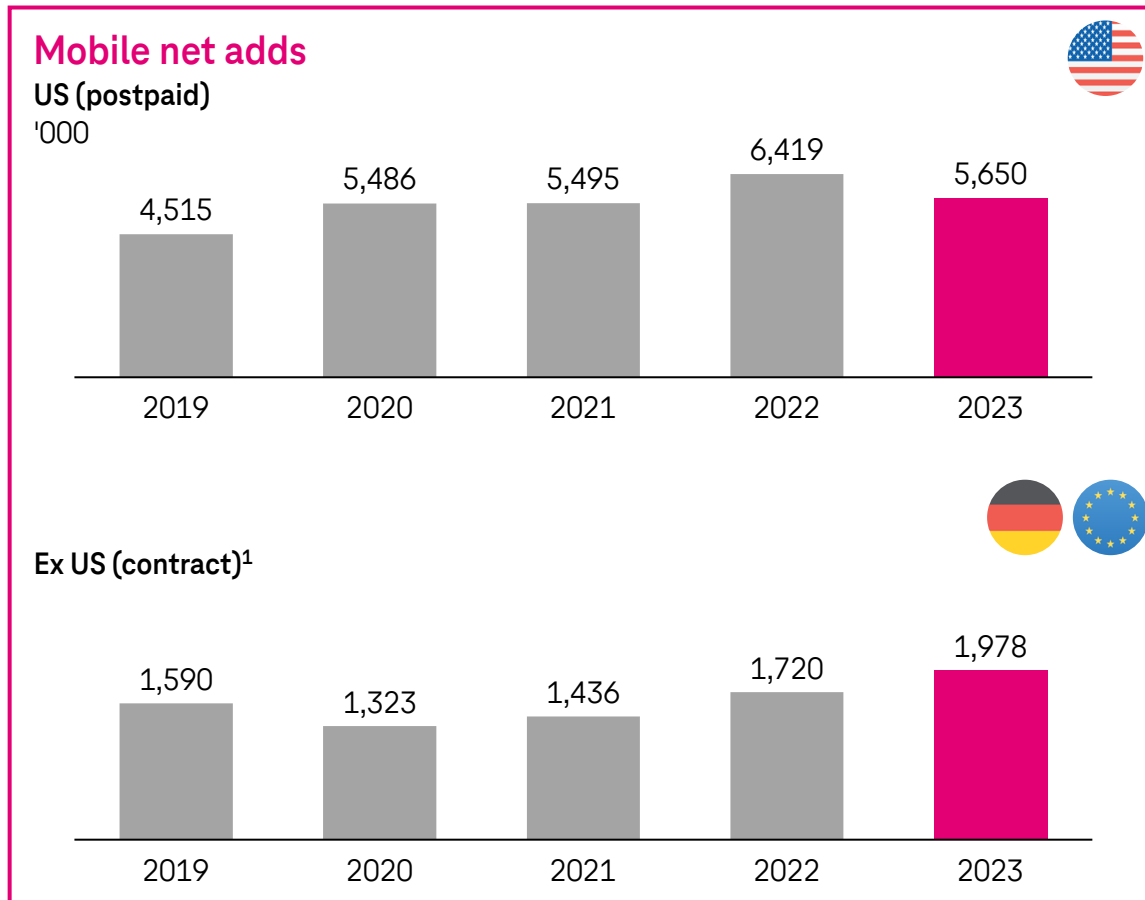
EU

- Leap in 5G coverage: 67% POP coverage end of Q4/23. Up 20 pp since Q4/22

¹ Ultra capacity on mid band spectrum.

Customers

strong growth throughout the years



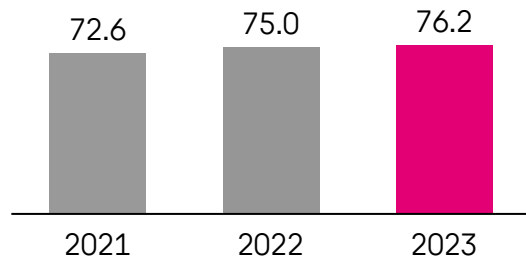
¹GER + EU. GER: Since 2021 Own branded retail customers excl. multibrand, consumer IoT and "Schnellstarter".

Society and Environment

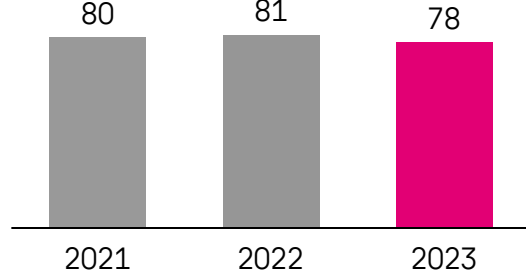
strong ESG performance; energy consumption reduced again

Societal agenda

Customer satisfaction¹
Tri*M



Employee satisfaction²
%



Environment

- Climate targets are well on track and new targets now also SBTi approved (same at TMUS and Hungary)
- For 8th time in a row A ranked in CDP

Society

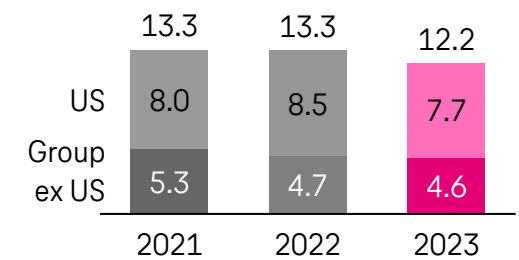
- Grand & Gold Effie for #NoHateSpeech Initiative
- DT is official partner of Special Olympics
- Community contribution €1.5 bn
- Nearly 6mn students connected as part of TMUS' education initiatives
- Share of Digital Experts now increased to 22%

Governance

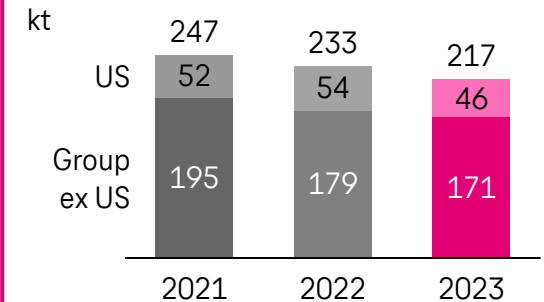
- Share of PPAs at 32.5% on track for 50% target
- German Sustainability Award – Most sustainable German telco
- S&P Global ESG – Best European telco

Environmental agenda

Energy consumption
mn MWh



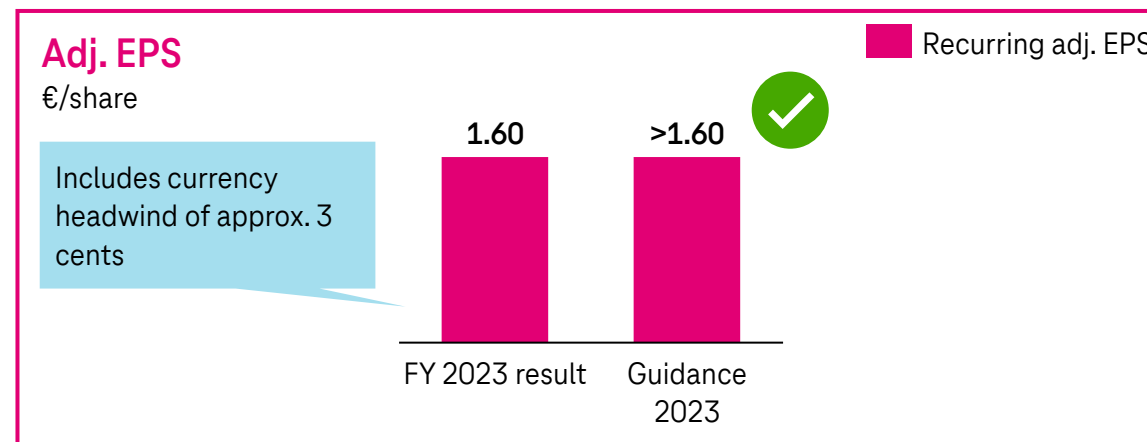
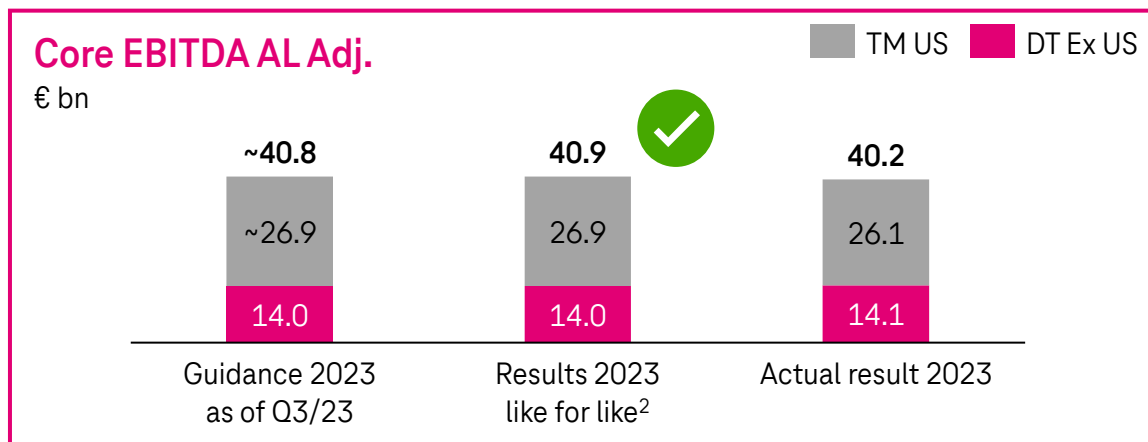
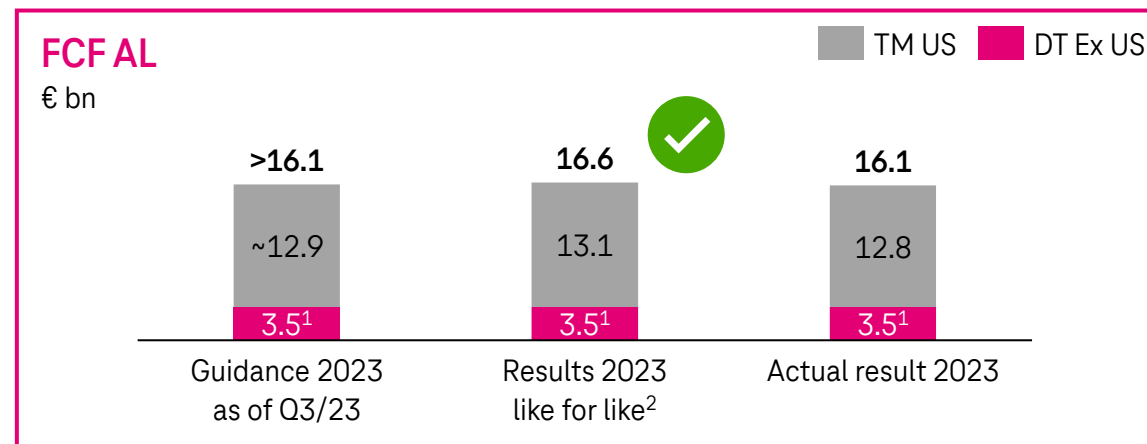
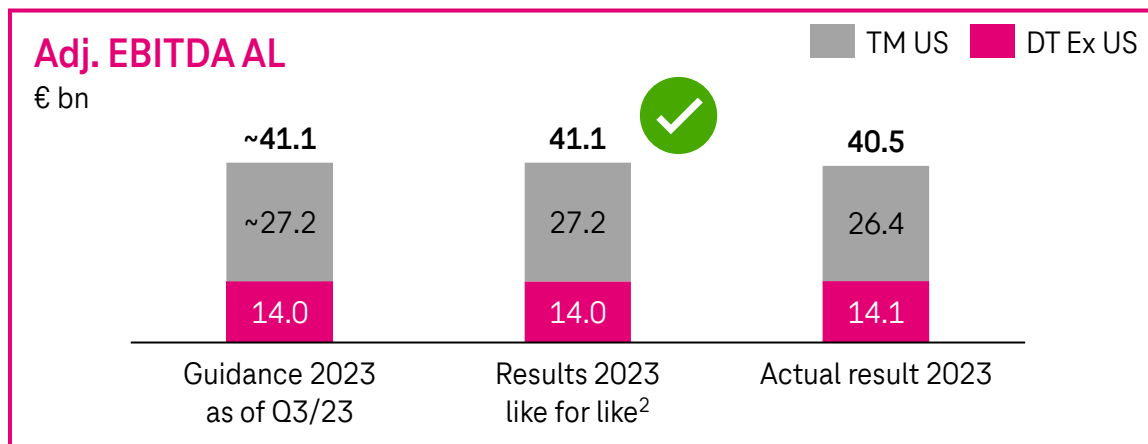
CO₂e emissions (scope 1+2)



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

Guidance 2023

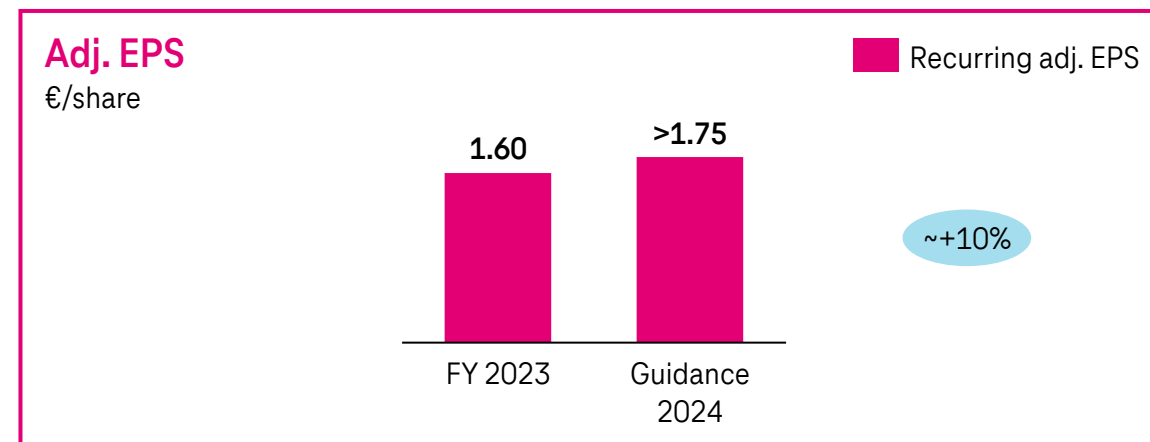
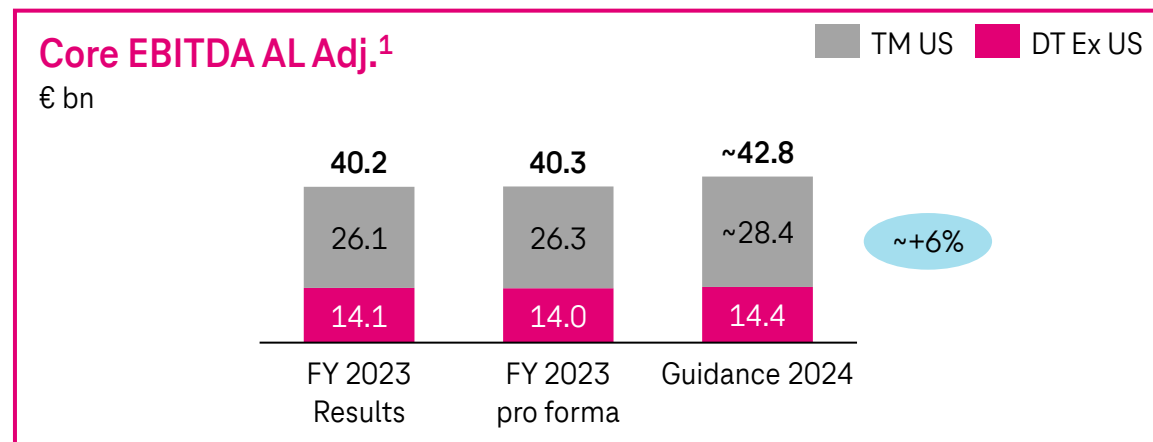
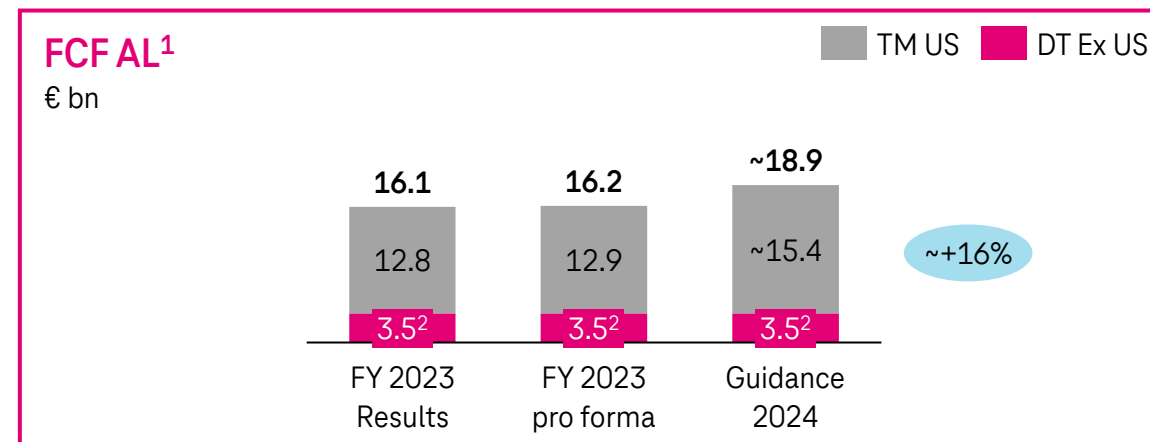
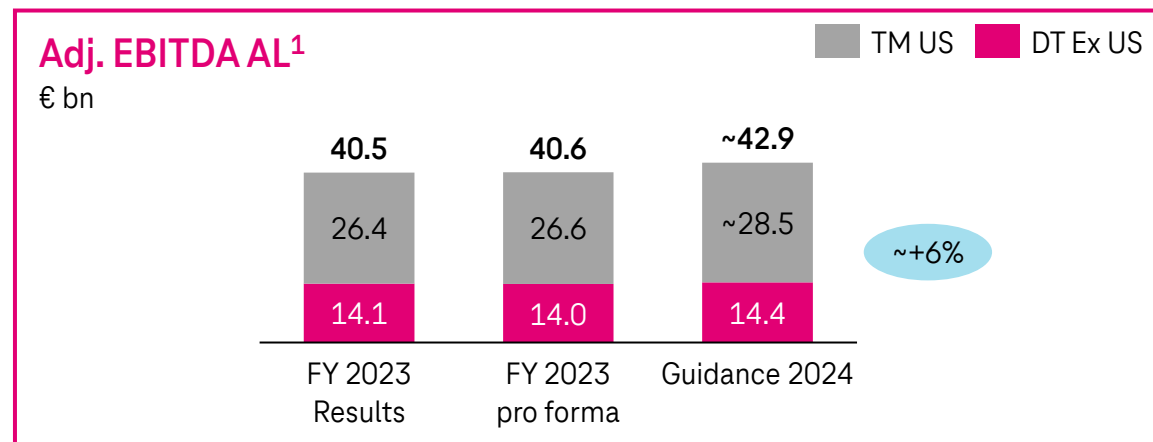
guidance achieved



¹ 2023 ex US FCF AL includes 0.1bn of FCF related to tower transaction. Excludes TM US dividend receipts. ² like for like is at constant currency (€ was assumed at 1.05US\$ in guidance, 2023 actual was 1.08US\$) and no consolidation of GD Towers in 2023 (in 2023 actual GD Towers was consolidated for 1 month).

Guidance 2024

on track for CMD 2021 ambition



¹TM US guidance is based on midpoint of US GAAP guidance of US\$31.4 – 32.0 bn adj. EBITDA; of US\$31.3 – 31.9 bn core adj. EBITDA and of US\$16.3 – 16.9 bn FCF. Guidance assumes a negative bridge of US\$-0.9 bn on adj. EBITDA and core adj. EBITDA upon translation into IFRS. Based on 1€ = US\$1.08. ² 2024 guidance includes €0.2 bn of cash returns related to tower transaction. 2023 actual includes 0.1bn of FCF related to tower transaction. Excludes TM US dividend receipts.

Q4 2023 results

Review of segments and
financials

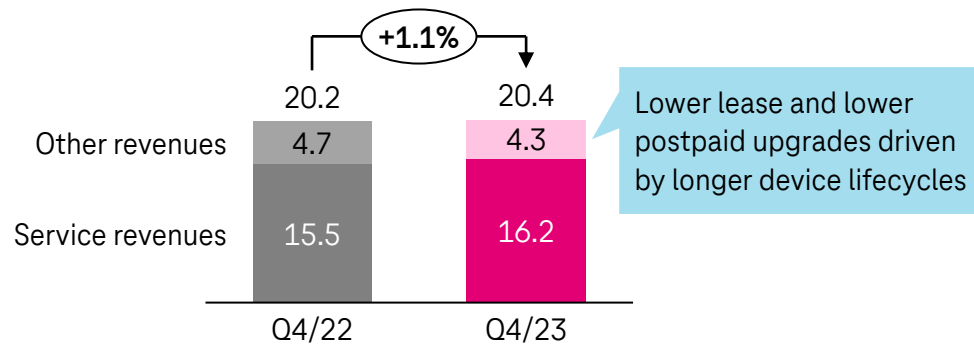
T-Mobile US

strong financial growth



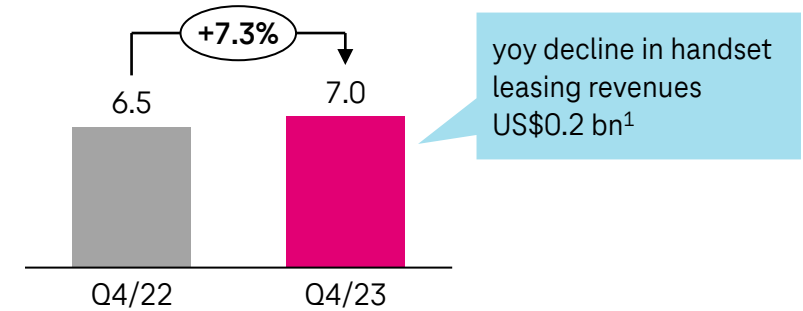
Revenues (IFRS)

US\$ bn



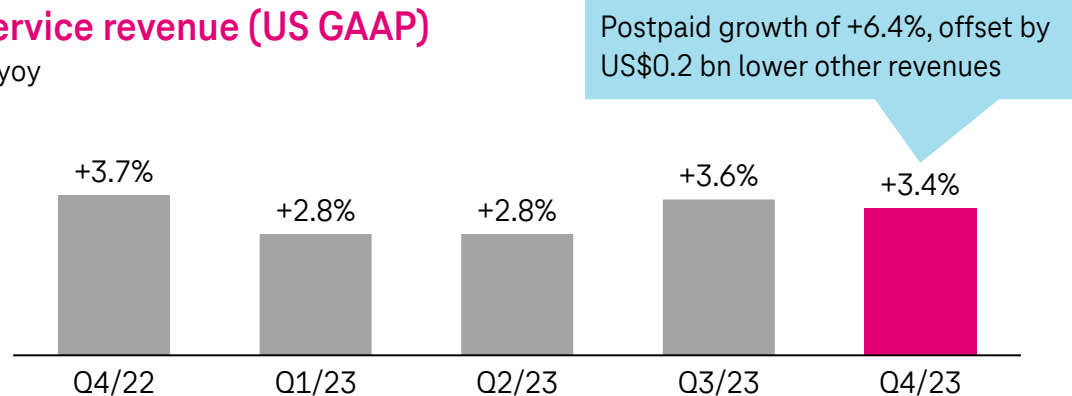
Adj. EBITDA AL (IFRS)²

US\$ bn



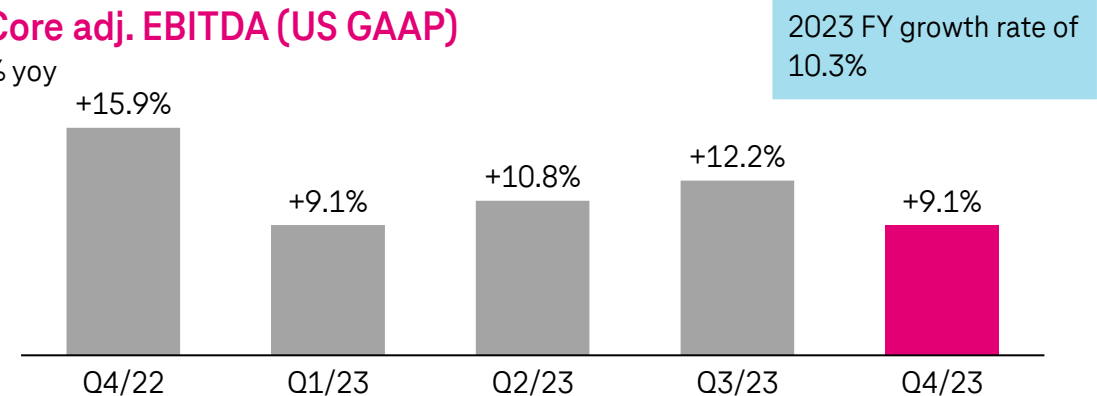
Service revenue (US GAAP)

% yoy



Core adj. EBITDA (US GAAP)

% yoy

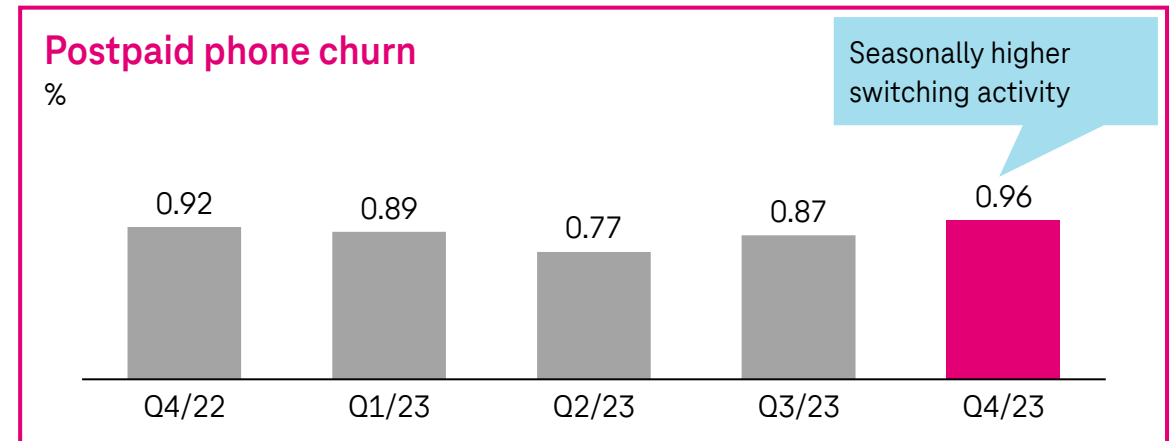
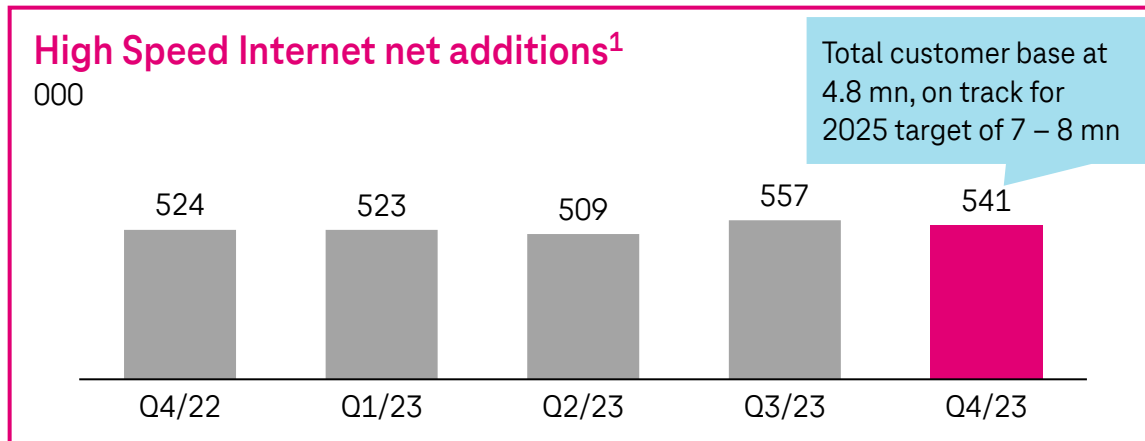
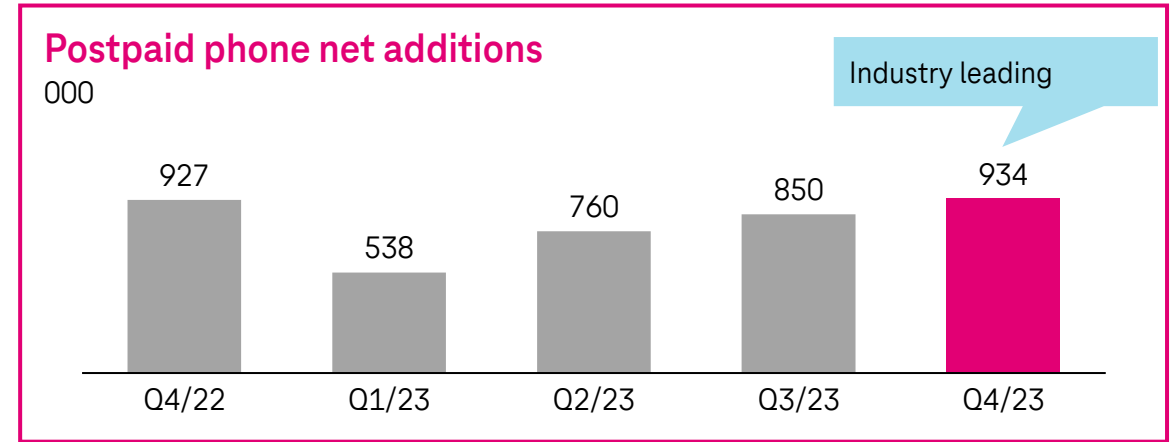
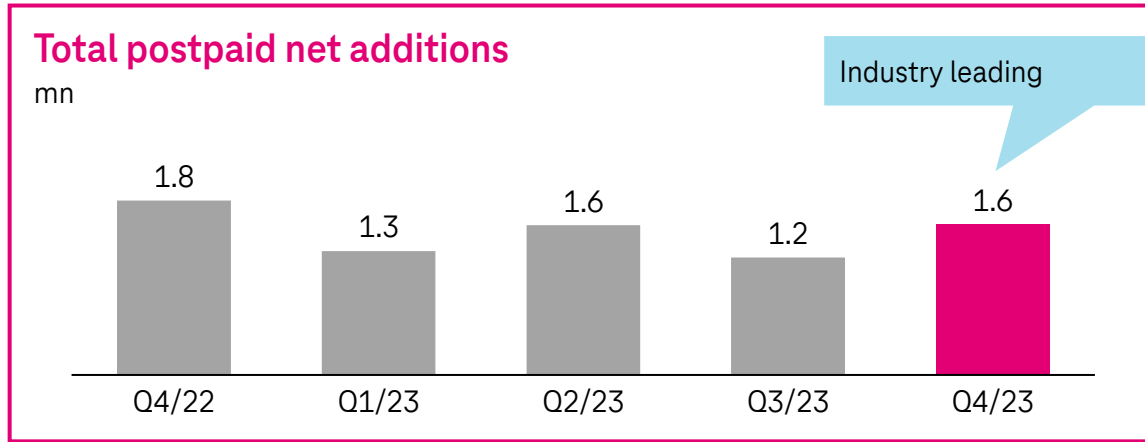


¹ Due to alignment of Sprint customers to the TMUS device financing model post merger, which results in a decrease of handset leasing revenues and a corresponding decline in revenue and EBITDA AL. Service revenues are not impacted.

² For IFRS bridge please refer to appendix.

T-Mobile US

consistent growth in all customer categories



¹ Postpaid + Prepaid

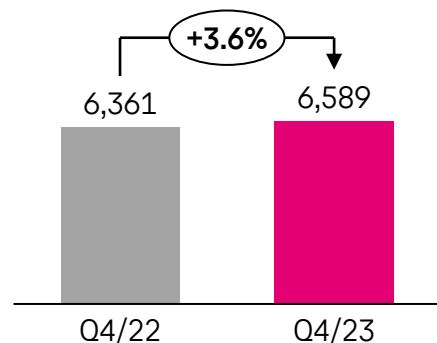
Germany

29th consecutive quarter of EBITDA growth



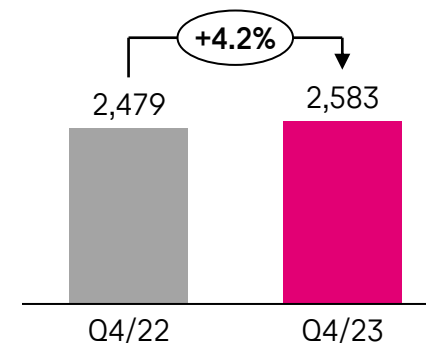
Revenues (as reported)

€ mn



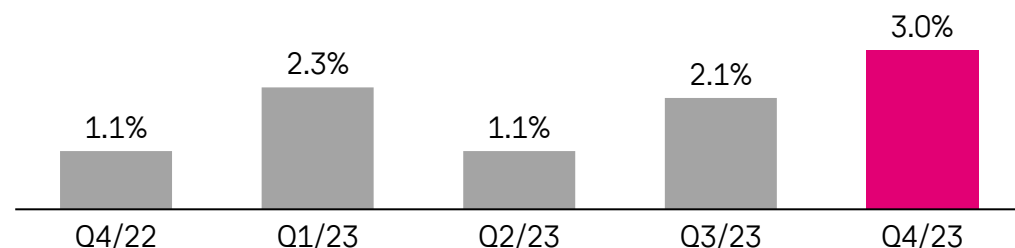
Adj. EBITDA AL (as reported)

€ mn



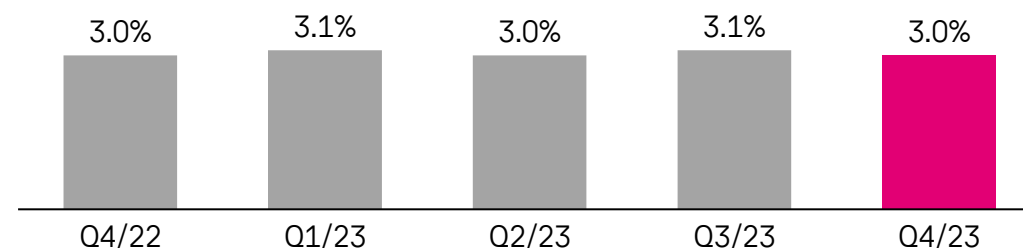
Revenue growth (organic)

% yoy



Adj. EBITDA AL (organic)

% yoy



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

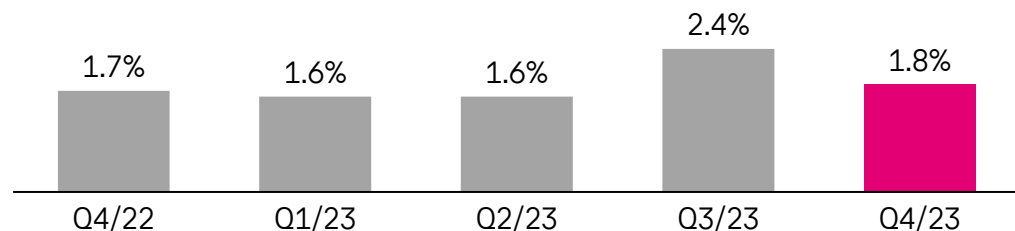
Germany

service revenues: growing across the board



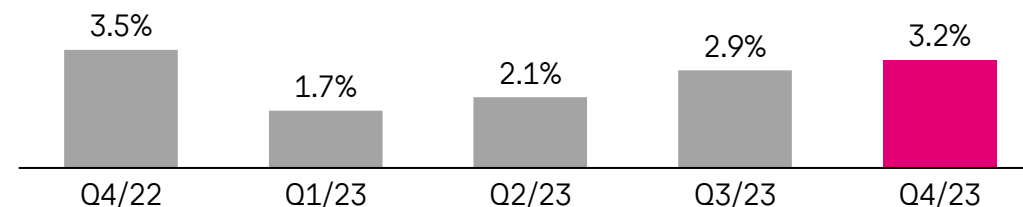
Total service revenue growth (organic)¹

% yoy



Mobile service revenue growth (organic)

% yoy



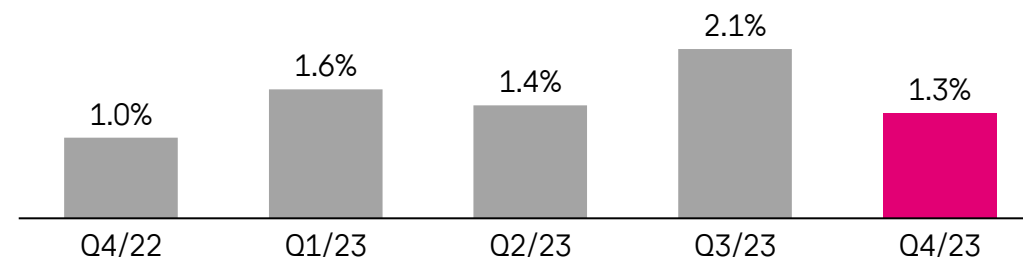
Revenue growth (reported)

% yoy

- Reported Total Service revenue growth +2.6%
- Reported Fixed Service revenue growth +2.3%
- Reported Mobile Service revenue growth +3.2%

Fixed service revenue growth (organic)¹

% yoy



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

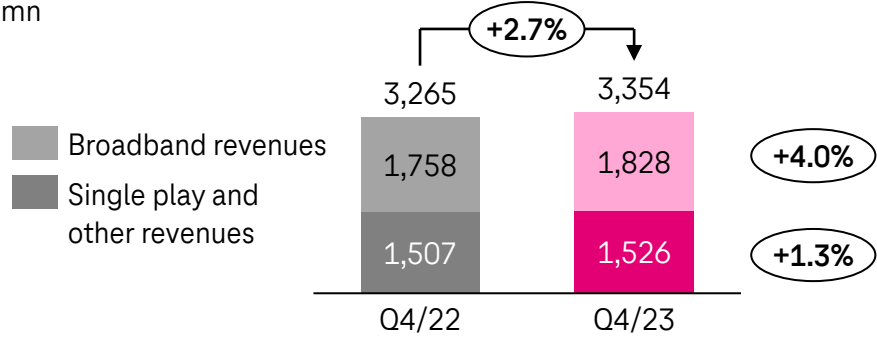
Germany

fixed revenues: strong broadband growth



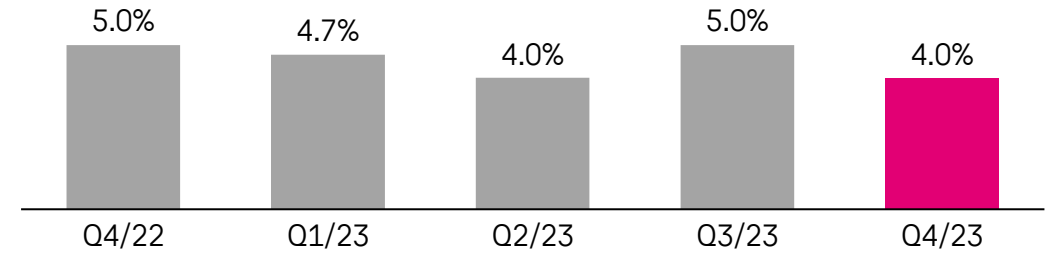
Retail fixed revenues (as reported)¹

€ mn



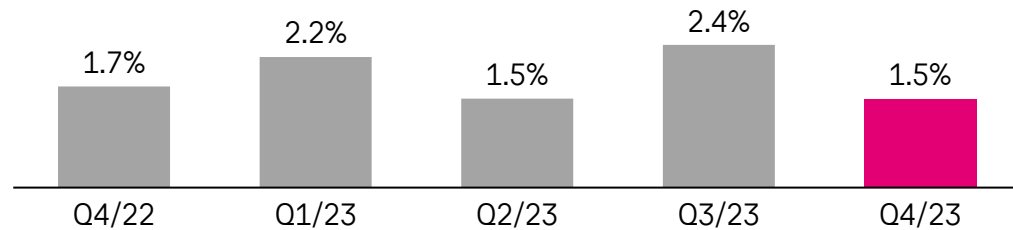
Broadband revenue growth (organic)

% yoy



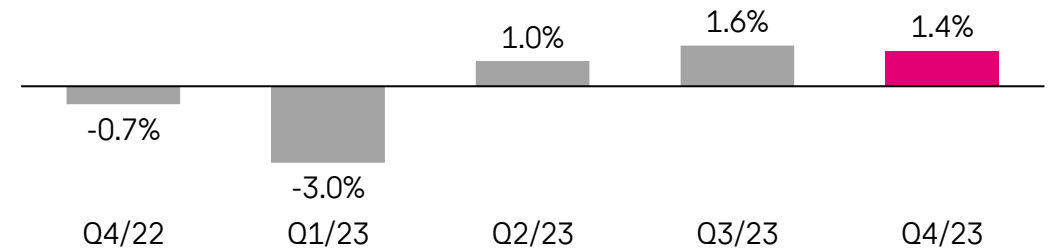
Retail fixed revenue growth (organic)

% yoy



Wholesale access revenues (organic)

% yoy



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

Germany

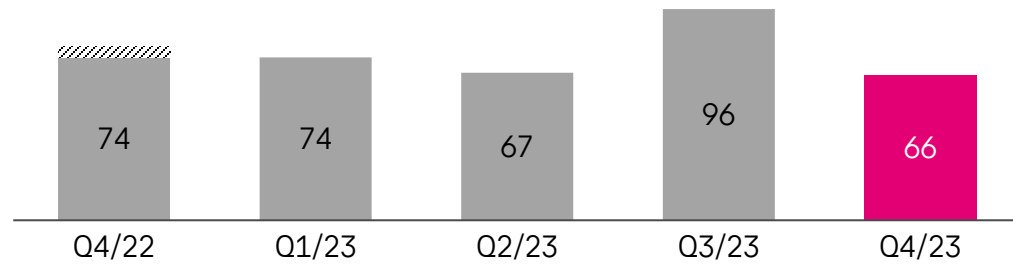
fixed KPIs: almost 300k FTTH customers added in FY



Broadband net adds

000

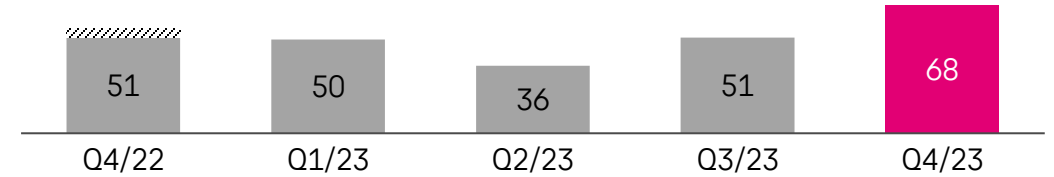
/// impact of TKG



TV net adds

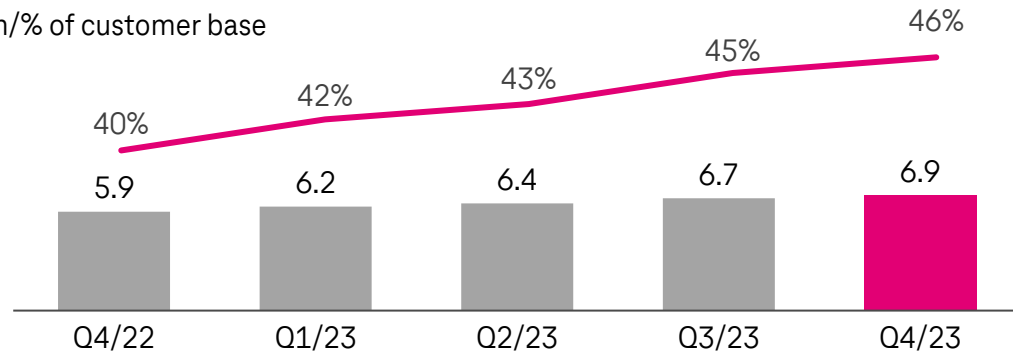
000

/// impact of TKG



Retail customers with ≥ 100 Mbit/s tariff

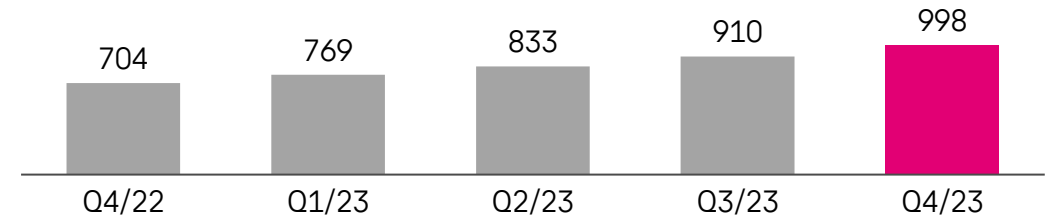
mn/% of customer base



FTTH Customers

000

In addition:
~750 k pre-marketed



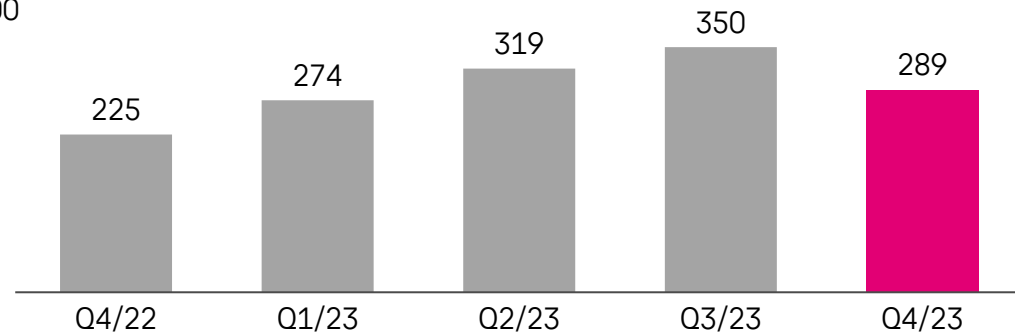
Germany

mobile KPIs: strong customer intake in a competitive market



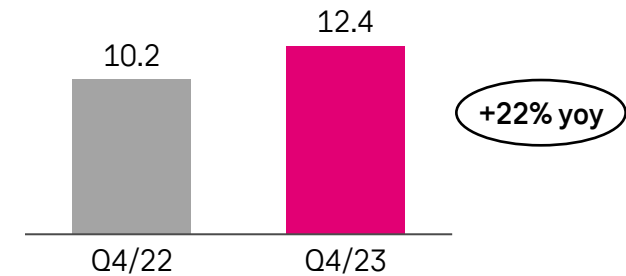
Branded contract net adds¹

000



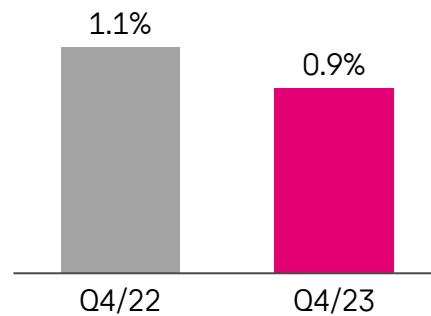
Data usage²

GB per month



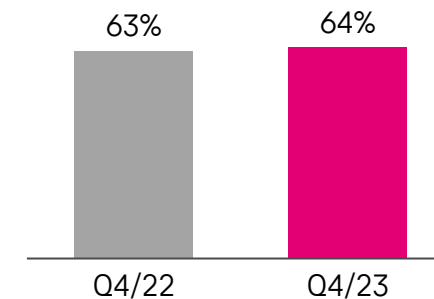
Churn²

%



Magenta EINS share (mobile)³

%



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

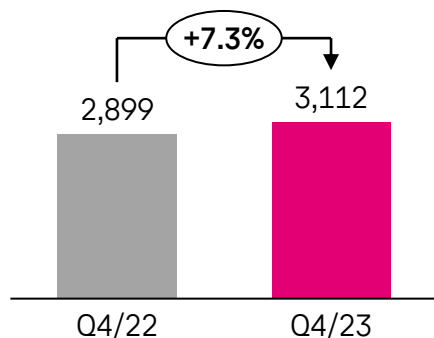
Europe

24th consecutive quarter of organic EBITDA growth



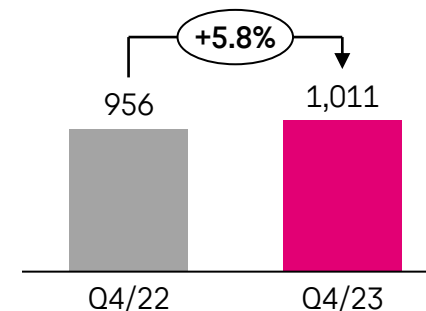
Revenues (as reported)

€ mn



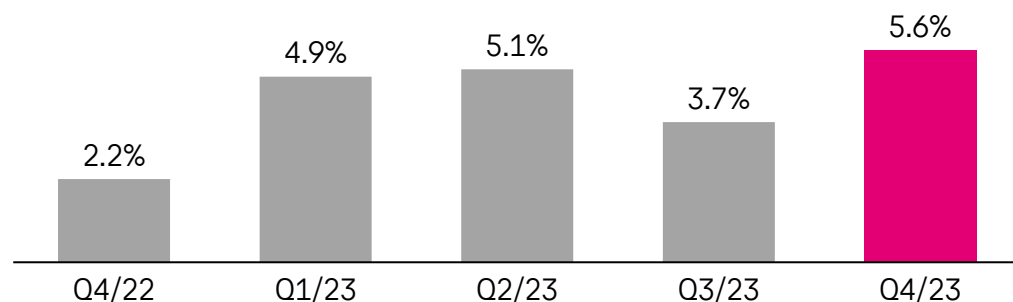
Adj. EBITDA AL (as reported)

€ mn



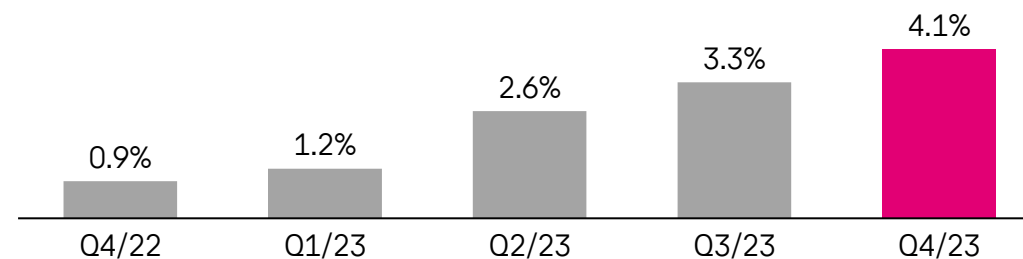
Revenues (organic)

% growth yoy



Adj. EBITDA AL (organic)

% growth yoy



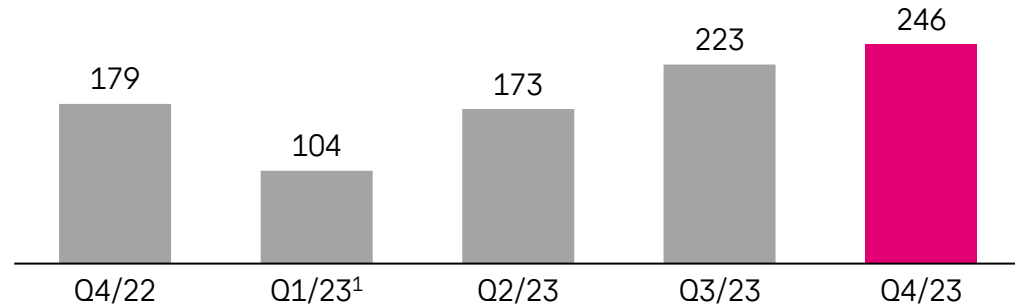
Europe

strong commercial performance



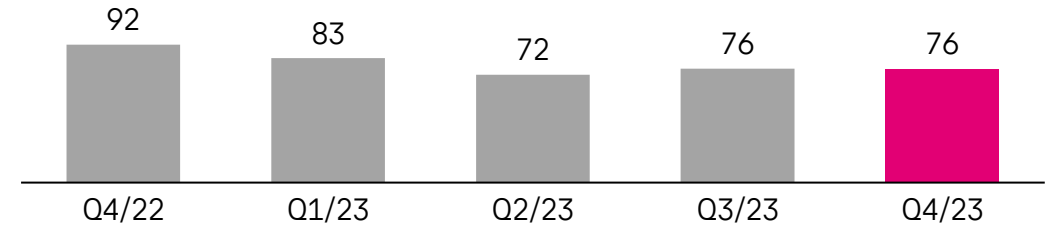
Mobile contract net adds

000



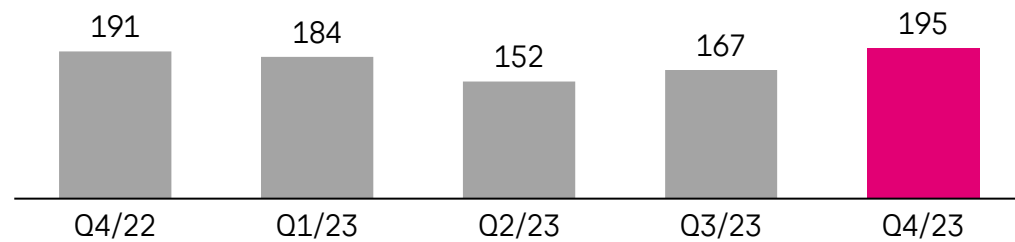
Broadband net adds

000



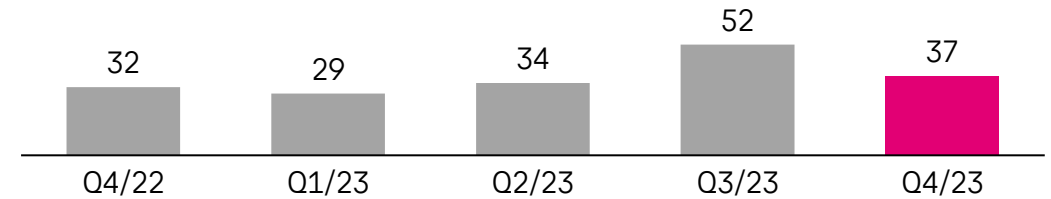
FMC net adds²

000



TV net adds

000



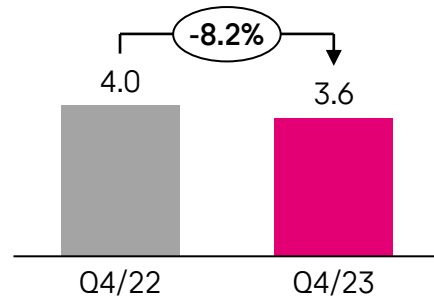
¹ Q1/23 Mobile contract net adds negatively impacted by 33 k re-classifications from contract to prepay in Hungary. ² Definition alignment in Q3/23. Historic figures have been re-stated.

Systems Solutions

positive cash contribution for FY 2023

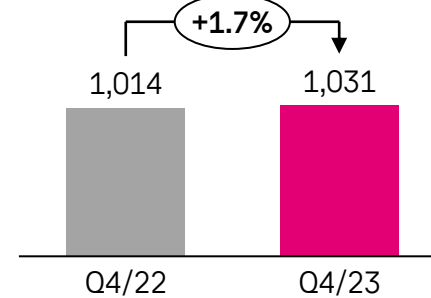
Order entry (LTM)

€ bn



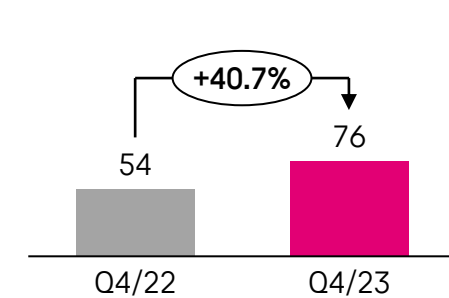
Revenues (as reported)

€ mn



Adj. EBITDA AL (as reported)

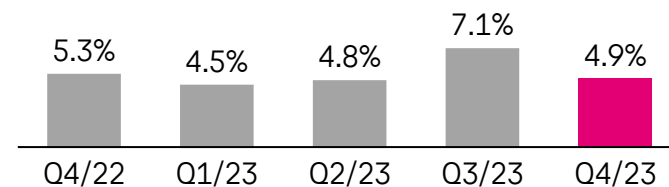
€ mn



- Revenues driven by strong momentum in Digital Solutions and Cloud, overcompensating classic IT business run down
- Achieved positive cash contribution of €11 mn¹ in FY 2023

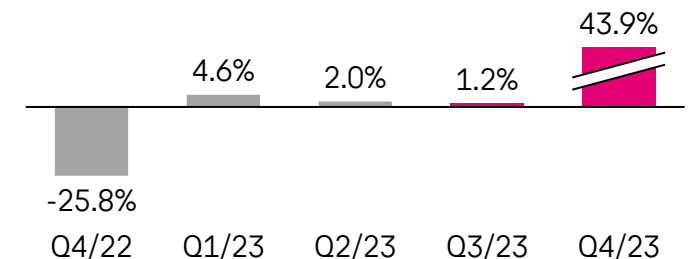
Revenues (organic)

% growth yoy



Adj. EBITDA AL (organic)

% growth yoy



¹ Cash contribution = Adj. EBITDA AL – Cash Capex – Special factors (Cash).

As of Q3/22 the Security services were transferred from the Systems Solutions segment to the Germany segment and the revenue recognition for certain customer transactions (principal agent) was changed. Growth rates for 2022 are presented on a restated basis. As of Q1/23 the Multimedia Solutions unit (MMS) was transferred from the Systems Solutions segment to the Germany segment. Figures were not re-stated.

Financials FY/2023 reported

reported financials impacted by f/x and tower sale

€ mn

	Q4			FY			
	2022	2023	Change	2022	2023	Change	
Revenue	29,800	29,369	-1.4%	114,413	111,985	-2.1%	Impacted by currency and lower device revenues
Service revenues	23,732	23,894	+0.7%	91,988	92,919	+1.0%	Service revenues growing 3.6% organically
Adj. EBITDA AL	9,964	10,009	+0.5%	40,208	40,497	+0.7%	Adj. EBITDA organic +4.0% ytd, Q4 +5.1%
Adj. EBITDA AL (excl. US) ¹	3,548	3,481	-1.9%	14,594	14,088	-3.5%	
Adj. Net profit	1,987	1,826	-8.1%	9,081	7,940	-12.6%	Adj. net profit impacted by positive non-recurring factors in 2022.
Net profit	1,014	-1,035	-202.0%	8,001	17,788	+122.3%	Adj. EPS: excl. non-recurring factors growth of 6% in FY
Adj. EPS (in €)	0.40	0.37	-7.5%	1.83	1.60	-12.6%	
Free cash flow AL ²	2,026	4,352	+114.8%	11,470	16,141	+40.7%	
Cash capex ²	5,794	3,348	-42.2%	21,019	16,591	-21.1%	Ex US capex organic +0.2 bn to € 7.5 bn
Net debt excl. leases (AL)	103,733	93,746	-9.6%	103,733	93,746	-9.6%	
Net debt incl. leases (IFRS 16)	142,425	132,279	-7.1%	142,425	132,279	-7.1%	

¹ Decline due to de-consolidation of GD Towers. Organic growth rate of +3.2% in Q4.

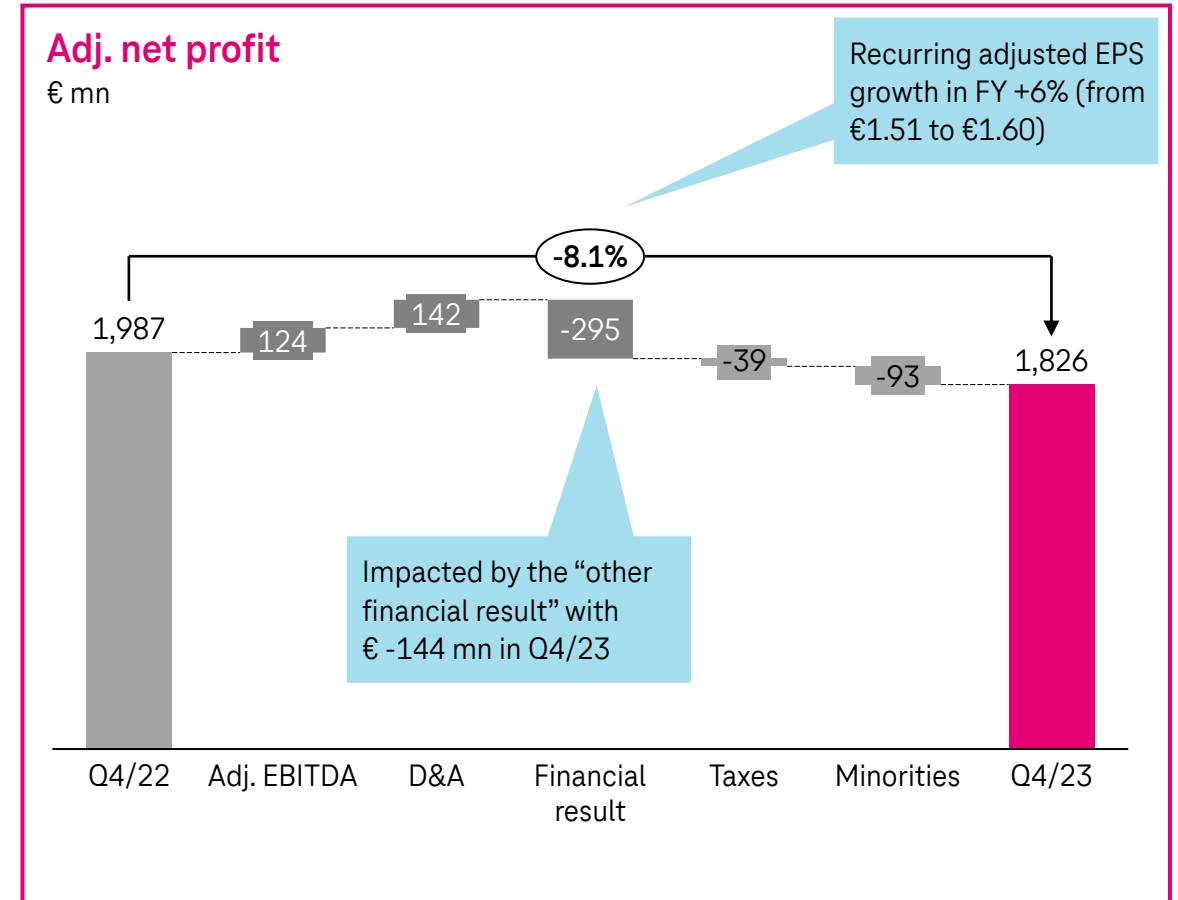
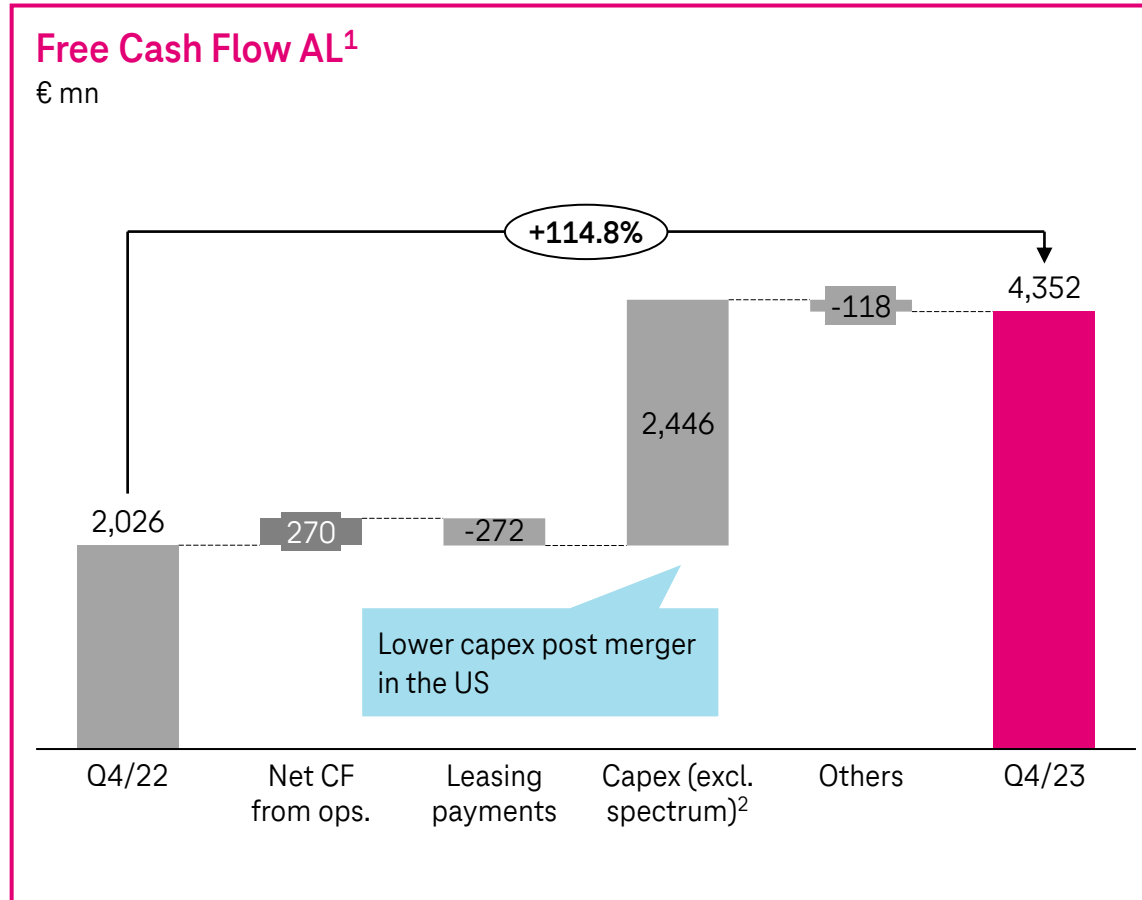
² Free cash flow AL before dividend and before spectrum investments. Cash capex before spectrum investment. Spectrum: Q4/22: €112 mn; Q4/23: €816 mn. FY/22: €3,096 mn; FY/23 €1,275 mn.

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

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

FCF AL and net profit

FCF driven by lower US capex, net profit by other financial result



¹ Free cash flow and FCF AL before dividend payments and spectrum investment. ² Spectrum: Q4/22: €816 mn; Q4/23: €112 mn.

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

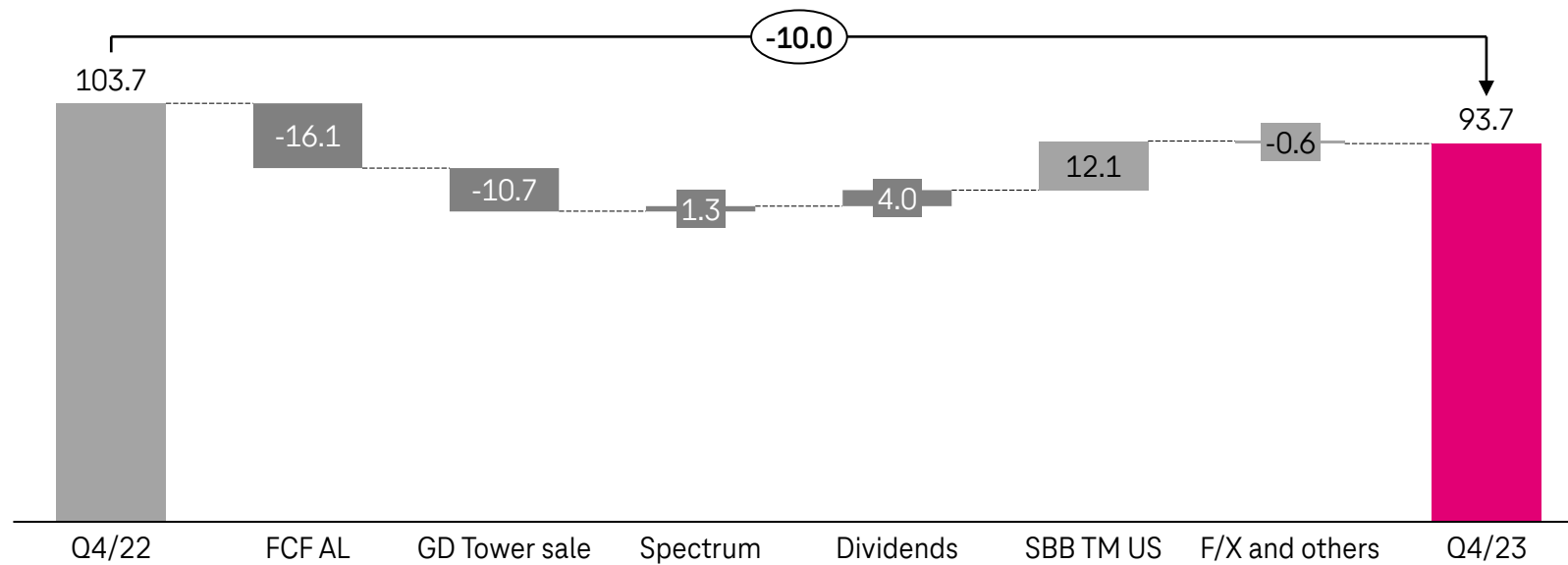
This view is different to the consolidated financial statements of DT where GD Towers is treated as a discontinued operation. For more details, please refer to the back-up to this presentation, respectively the annual report of DT both available at www.telekom.com/en/investor-relations.

Net debt

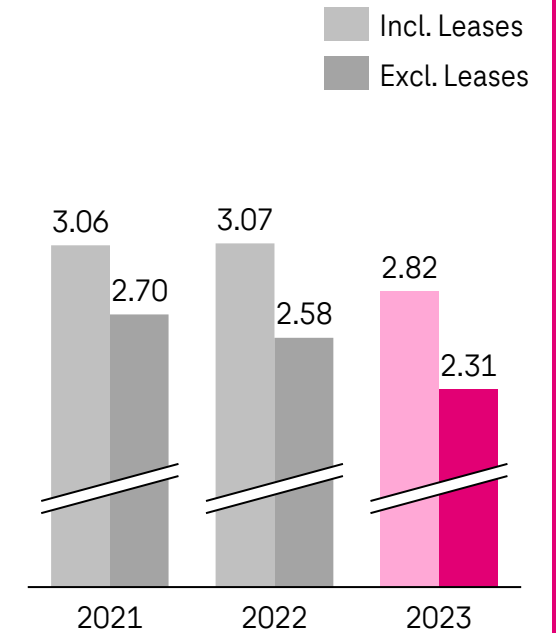
ex leases reduced by ~10%

Net debt excl. leases (AL)

€ bn

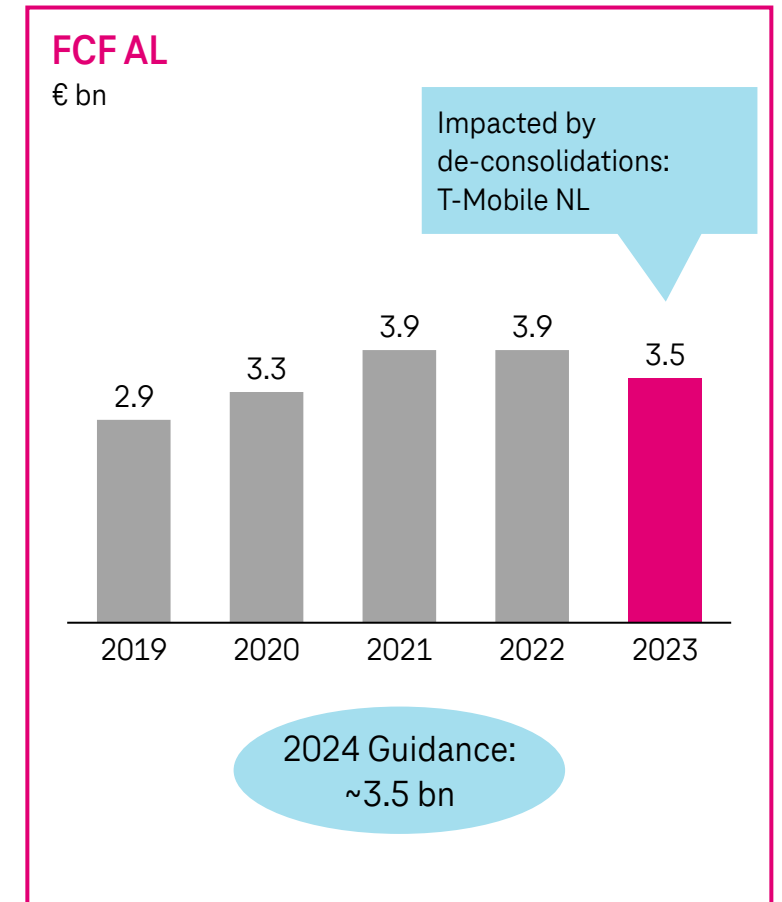
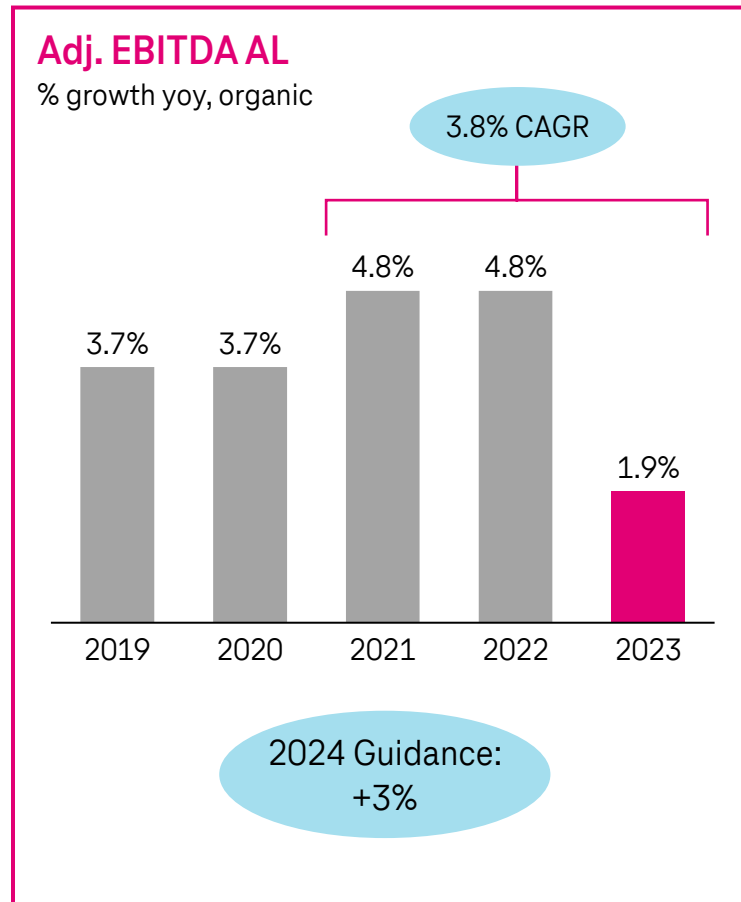
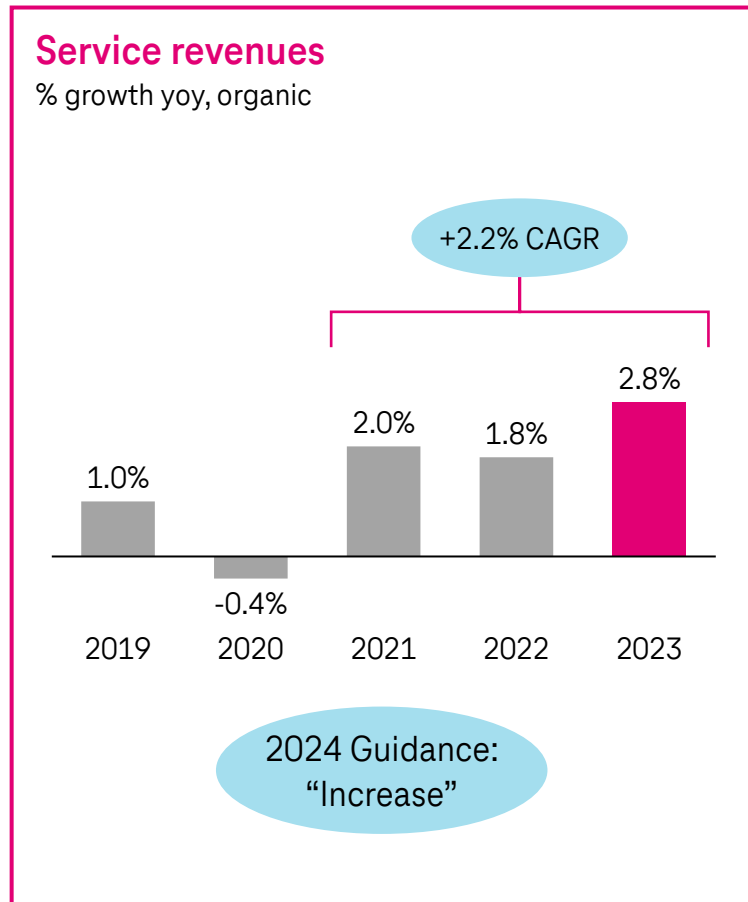


Leverage ratios



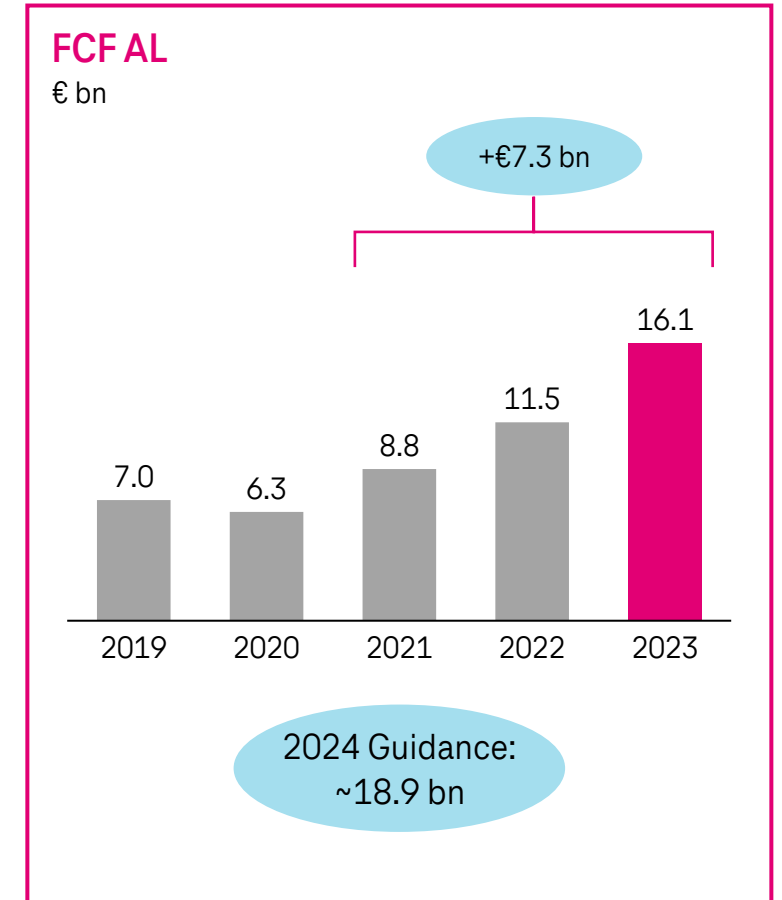
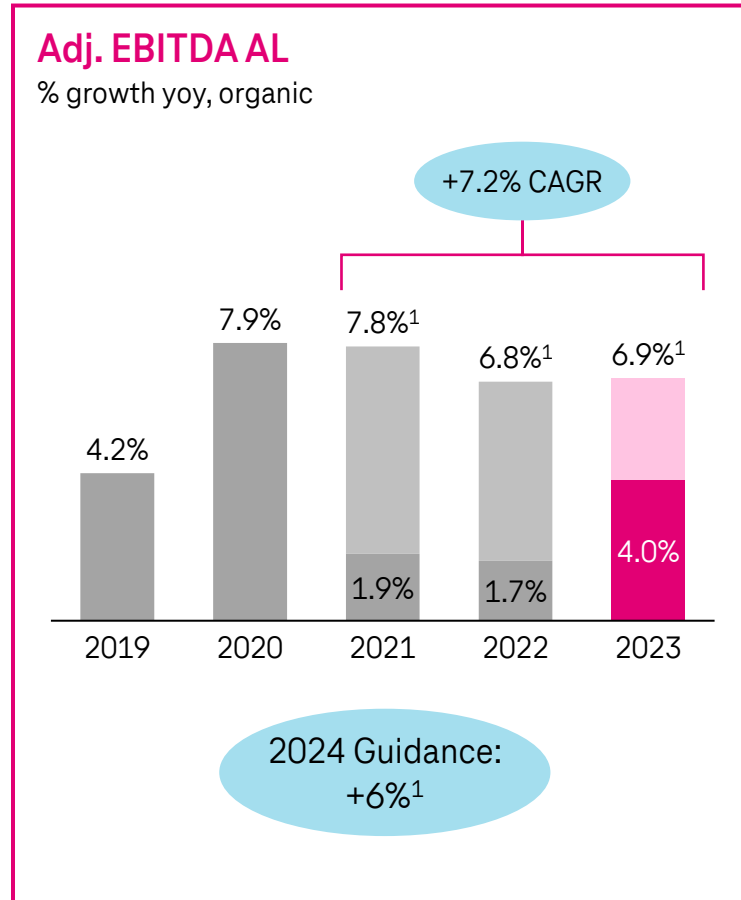
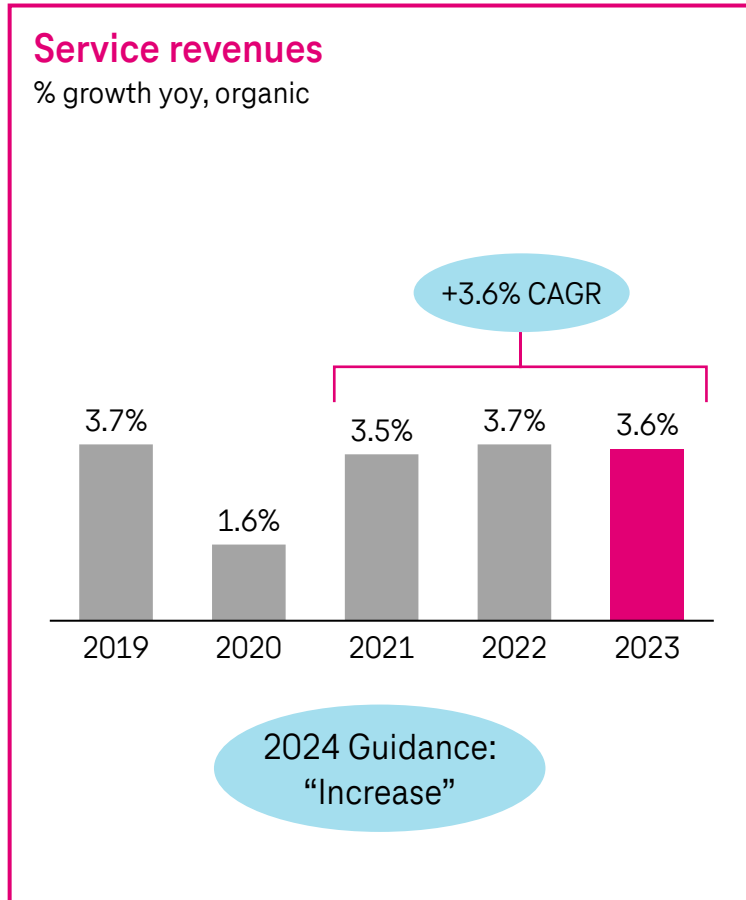
Ex US Financials 2019 – 2023

multi-year growth in key financials



Group Financials 2019 – 2023

multi-year growth in key financials



¹adj. Core EBITDA

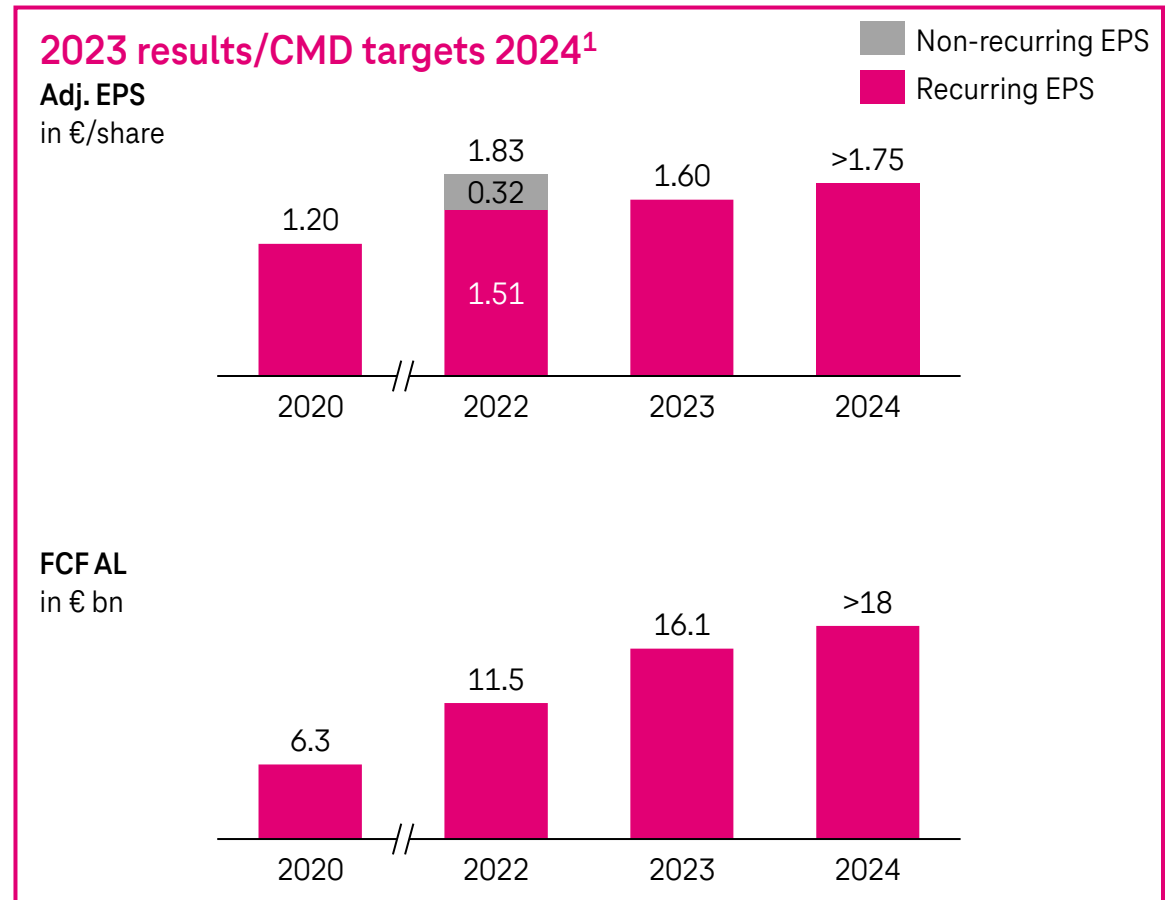
FY 2023 results

Main takeaways

FY 2023 Key messages

reliable and consistent growth

- Commercial performance continues unabated in all markets
- Germany on 29, EU on 24 successive quarters of organic EBITDA AL growth
- Raised FY 2023 guidance successfully achieved
- Fiber roll-out on track for medium term targets
- DT stake 50.7% at end of January
- Ex lease leverage down to 2.31x. All 3 rating agencies at BBB+ with stable outlook
- Well on track for 2021 CMD targets
- Attractive shareholder remuneration: DT BoM to propose dividend of €0.77 per DT share; share buyback program of up to €2 bn for 2024²



¹ 2024e guidance based on 1€ = 1.14 US\$, 2023e based on 1€ = 1.05 US\$. Guidance assumed no change in the scope of consolidation. ² subject to necessary board resolutions and AGM approval.

Q4 2023 results

Appendix

Organic growth rates

In %

	<u>Q4/23 over Q4/22</u>	<u>FY/23 over FY/22</u>
Group revenues	+2.6	+0.6
Group service revenue	+4.6	+3.6
Service revenue excl. US	+3.4	+2.8
Group Adj. EBITDA AL	+5.1	+4.0
Adj. EBITDA AL excl. US	+3.2	+1.9
Group adj. Core EBITDA AL ¹	+7.2	+6.9

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

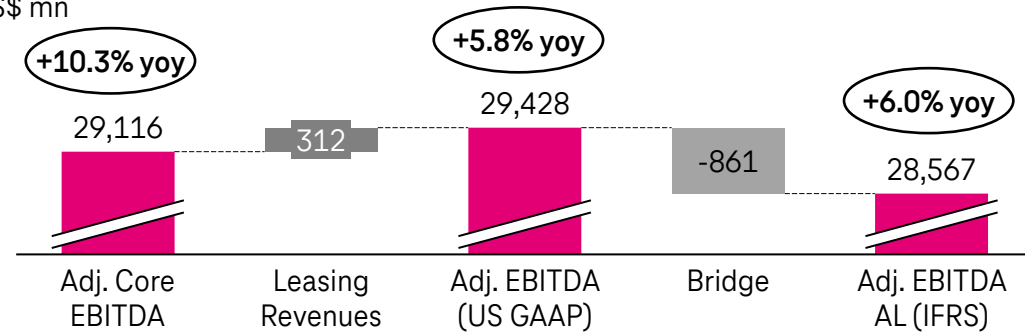
In this presentation the Group is presented in accordance with the management view: certain key performance indicators like revenue and adj. EBITDA AL are presented as if Group Development still would be fully consolidated. This view is different to the consolidated financial statements of DT where Group Development is treated as a discontinued operation. For more details, please refer to the back-up to this presentation, respectively the interim report of DT both available at www.telekom.com/en/investor-relations.

TM US

EBITDA reconciliation

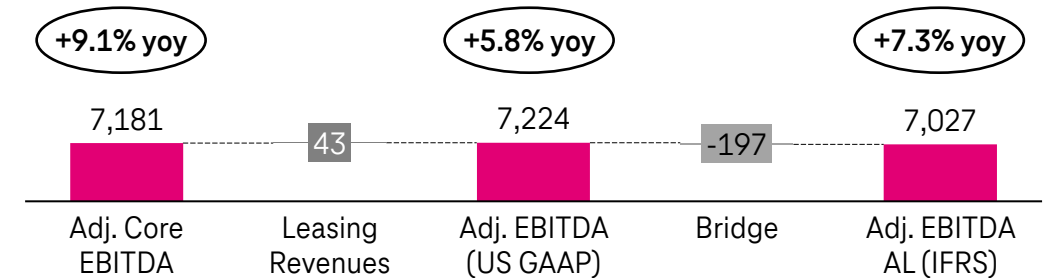
FY/23

US\$ mn



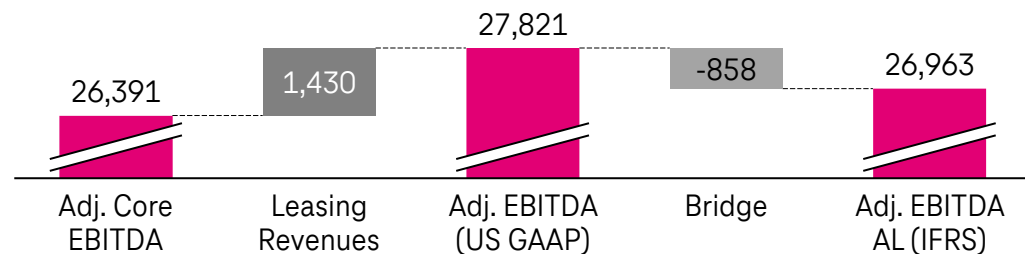
Q4/23

US\$ mn



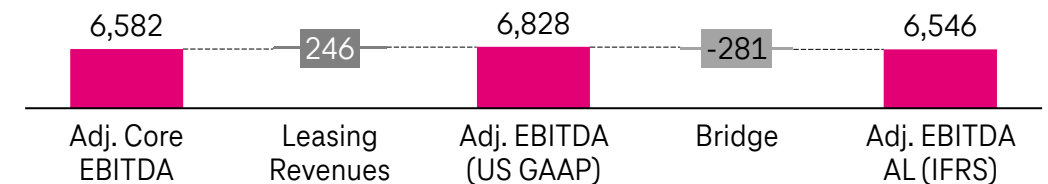
FY/22

US\$ mn



Q4/22

US\$ mn



FCF AL excl. US

€ bn

	FY 2022	FY 2023
Adj. EBITDA	15.5	15.5
Leasing opex	-0.9	-1.3
Adj. EBITDA AL	14.6	14.1
Cash Capex	-7.7	-7.5
Proceeds from sale of fixed assets	+0.3	+0.1
Special Factors Cash	-1.2	-0.9
Interest ex leasing	-0.7	-0.7
Cash Taxes	-0.8	-1.2
Other (working capital etc.)	-0.6	-0.4
FCF AL	3.9	3.5¹

adj. EBITDA AL due to de-consolidation of the Dutch business and GD Towers. Organic growth rate of +1.9%

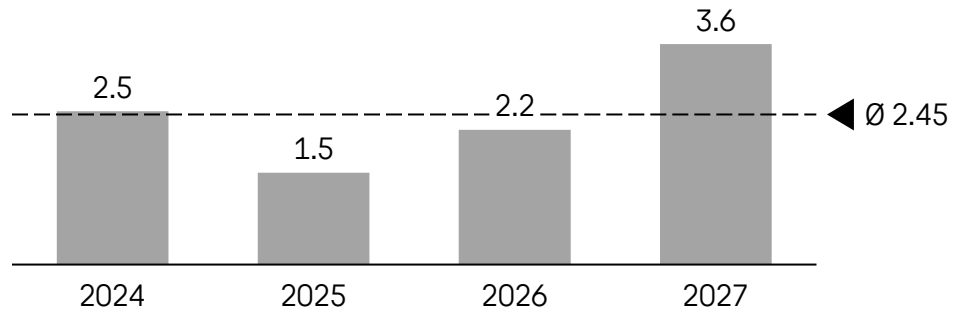
¹ 2023 actual includes 0.1 bn related to tower transaction. Excludes TM US dividend receipts.

Financials

maturity profile covered by strong liquidity reserve

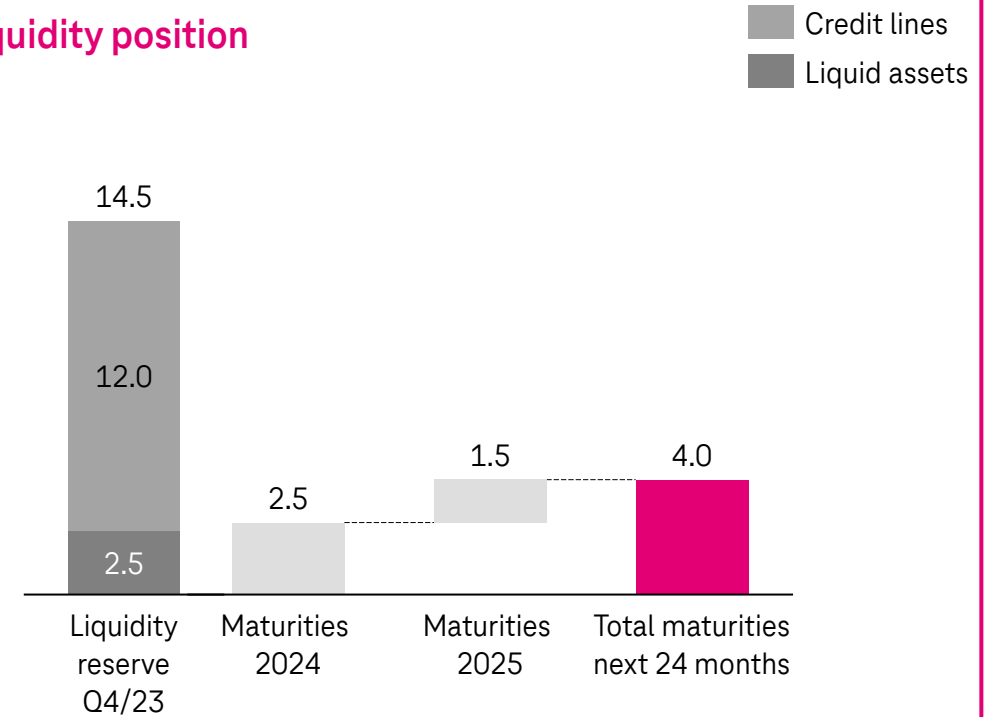
Ex US bonds maturing

€ bn



Ex US liquidity position

€ bn



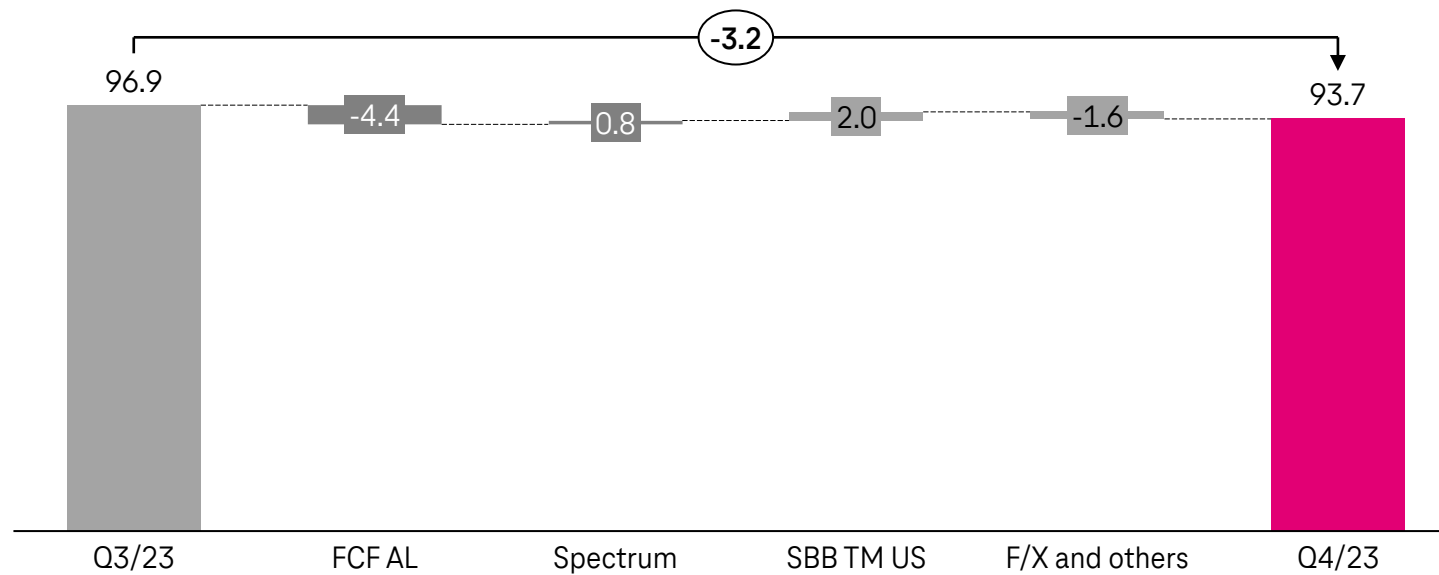
- Additional US\$1.5 bn of outstanding TM US shareholder loans (to be repaid by 2028 at the latest)

Net debt

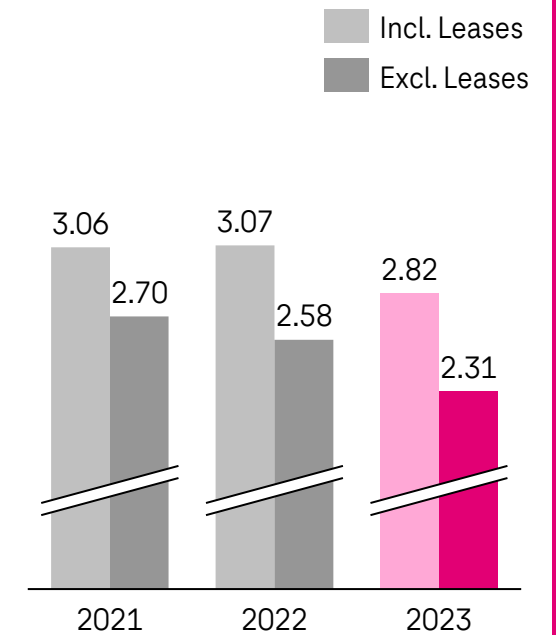
leverage ex leases at 2.31x

Net debt excl. leases (AL)

€ bn



Leverage ratios







Balance sheet

deleveraging as promised

€ bn

	31/12/2022	31/03/2023	30/06/2023	30/09/2023	31/12/2023
Balance sheet total	298.6	303.8	299.7	302.5	290.3
Shareholders' equity	87.3	98.7	94.4	96.6	91.2
Net debt excl. leases (AL)	103.7	93.0	97.2	96.9	93.7
Net debt excl. leases (AL)/adj. EBITDA AL ¹	2.58	2.31	2.40	2.40	2.31
Net debt incl. leases (IFRS 16)	142.4	133.5	136.9	137.1	132.3
Net debt incl. leases IFRS 16/adj. EBITDA ¹	3.07	2.87	2.94	2.94	2.82
Equity ratio	29.2%	32.5%	31.5%	31.9%	31.4%

Comfort zone ratios

Rating: A-/BBB	
2.25 – 2.75 Net debt IFRS 16/Adj. EBITDA	
25 – 35% equity ratio	
Liquidity reserve covers redemptions of the next 24 months	

Current rating

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

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

Guidance 2024

compared to consensus

€ bn

	Guidance 2024 in € @ 1.08	Guidance 2024 in € @ 1.09	Consensus in € @ 1.09
Adj. EBITDA AL Group	~42.9	~42.7	42.8
thereof ex US	14.4	14.4	14.4
thereof TM US	~28.5	~28.3	28.4
Adj. Core EBITDA Group	~42.8	~42.6	42.6
thereof ex US	14.4	14.4	14.4
thereof TM US	~28.4	~28.2	28.2 ³
FCF AL	~18.9	~18.7	19.0
thereof ex US	~3.5 ¹	~3.5 ¹	3.6
thereof TM US	~15.4	~15.2	15.4 ²
Adj. EPS	>1.75	n.a.	1.78

¹ Includes €0.2 bn of cash returns related to tower transaction. ² Calculated by using the DT pre-results Group consensus of €19.0 bn and subtracting ex US contribution.

³ Calculated by using the DT pre-results consensus of US\$ 31.496 bn core adj. EBITDA and subtracting implied consensus bridge of US\$ 0.75 bn.

Outlook 2024/25 as per annual report 2023 (1/2)¹

€ bn

	2023 pro forma	2024e	2025e
Revenue Group	112.2	Increase	Increase
Germany	25.2	Slight increase	Slight increase
US (in US\$)	78.6	Increase	Increase
Europe	11.8	Slight increase	Slight increase
Systems Solutions	3.9	Slight increase	Stable
Service Revs Group	93.2	Increase	Increase
Germany	22.1	Slight increase	Slight increase
US (in US\$)	63.6	Increase	Increase
Europe	9.8	Slight Increase	Slight increase
Systems Solutions	3.8	Slight Increase	Stable
Adj. EBITDA AL Group	40.6	~42.9	Strong Increase
Germany	10.2	10.5	Increase
US (in US\$)	28.8	30.8	Strong increase
Europe	4.1	4.3	Slight increase
Systems Solutions	0.3	0.3	Slight increase

¹ See annual report 2023 for additional details.

Outlook 2024/25 as per annual report 2023 (2/2)¹

€ bn

	2023 pro forma	2024e	2025e
Cash Capex Group	16.6	~15.9	Stable
Germany	4.6	Slight increase	Slight increase
US (in US\$)	9.8	Decrease	Stable
Europe	1.8	Slight increase	Slight increase
Systems Solutions	0.2	Stable	Stable
FCF AL Group	16.2	~18.9	Strong increase
Adj. EPS	1.60	>1.75	Increase
Net debt/adj. EBITDA	2.82x	~2.75x	~2.75x

¹ See annual report 2023 for additional details. Adj. EPS and Net debt/adj. EBITDA as reported.

Investor + Analyst Webcast with Q&A session

The conference call will be held on February 23 at 14:00 CET, 13:00 GMT, 08:00 EST, 05:00 PST, 22:00 JST
DT Participants: [Tim Höttges](#) (CEO), [Christian Illek](#) (CFO), [Hannes Wittig](#) (Head of IR)



- Live webcast
- Instant replay
- Available on all devices

- Detailed time stamps in video description for slides + Q&A:

Presentation	
👉	Tim Höttges (CEO): Group results + guidance
0:01:11	Welcome
0:01:22	Overview (p#4)
0:03:34	Financials reported: strong growth (p#5)
0:04:30	Financials organic: strong growth (p#6)



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Further questions

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