

Deutsche Telekom

Q3 2021 results



LIFE IS FOR SHARING.

Disclaimer

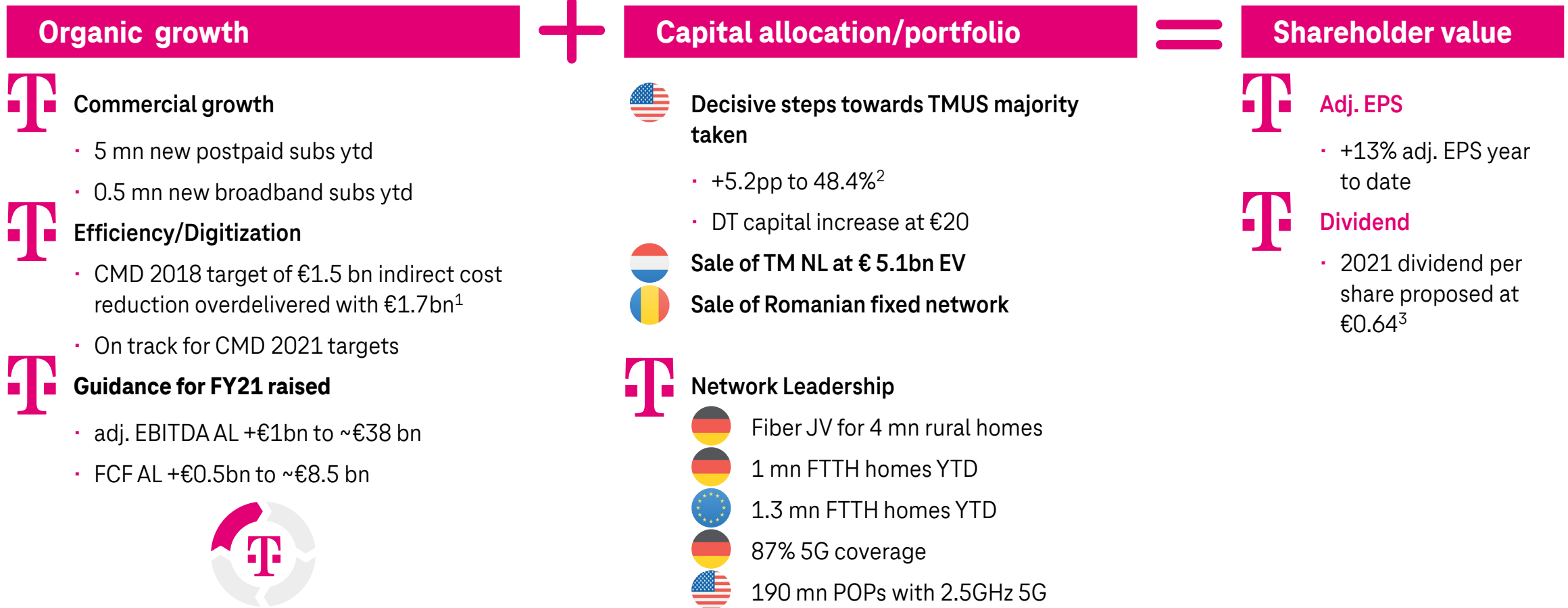
This presentation contains forward-looking statements that reflect the current views of Deutsche Telekom management with respect to future events. These forward-looking statements include statements with regard to the expected development of revenue, earnings, profits from operations, depreciation and 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.

CMD 2021 targets

accelerated delivery on strategic priorities



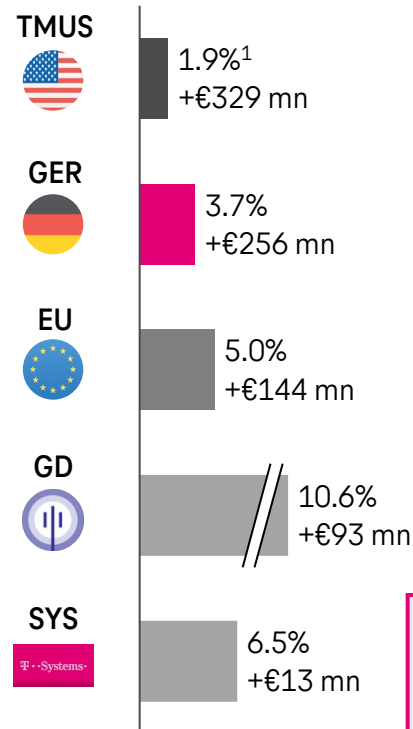
¹ Projected savings ex US 2017-2021e ² Subject to closing of the TM NL transaction ³ Final decision subject to necessary board resolutions and AGM approval

2021 year to date

strong organic adj. EBITDA AL growth



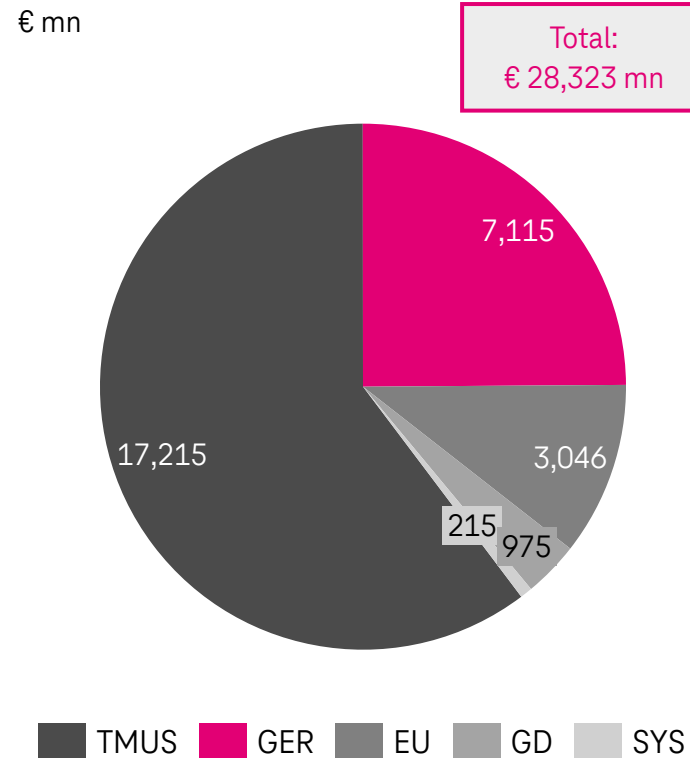
Adj. EBITDA AL (Organic growth): +3.0%



Group core adj. EBITDA AL organic growth: 8.7%

Adj. EBITDA AL (Reported)²

€ mn



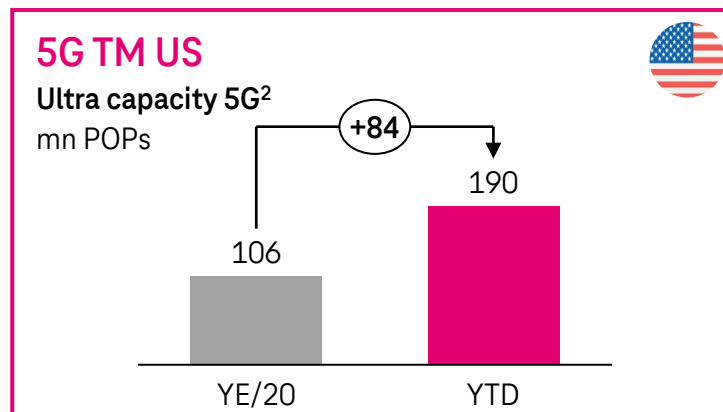
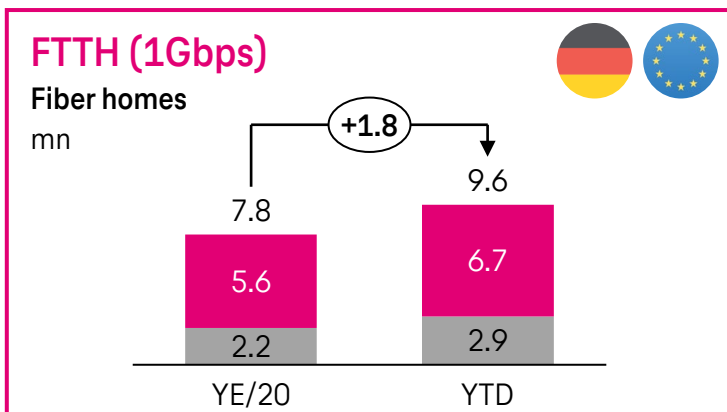
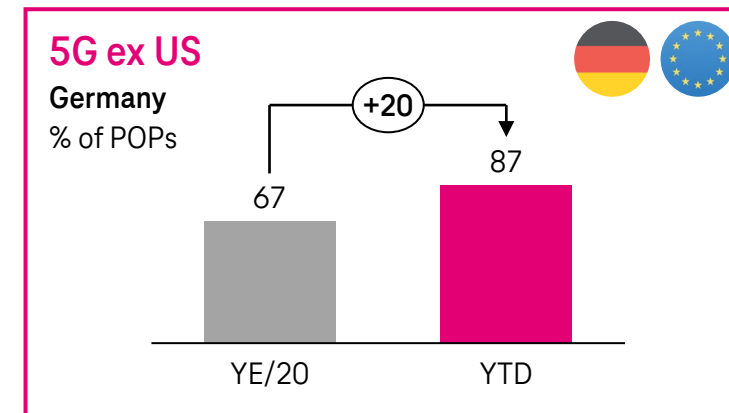
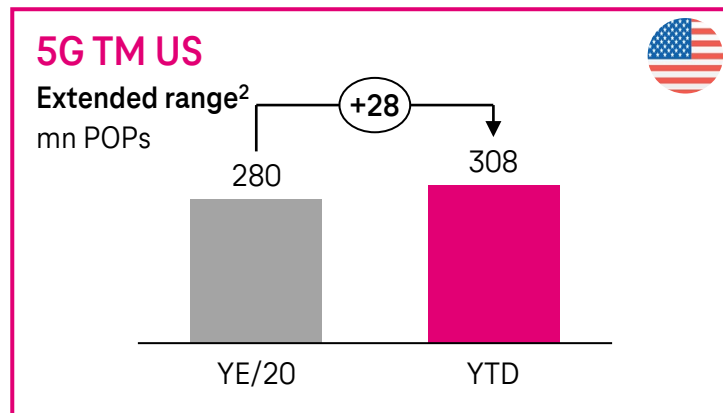
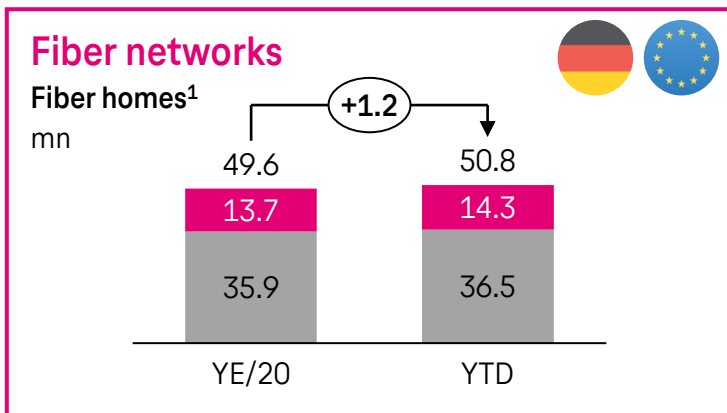
9M 2021 Reported growth

Revenue	+8.8%
Adj. EBITDAAL	+8.7%
Adj. EBITDAAL (excl. US)	+4.7%
Net profit	+49.0%
Adj. EPS	+12.8%
Free cash flow AL	+55.0%
Cash capex (excl. spectrum)	+12.3%
Net debt AL	+7.1%

¹Trend impacted by decreasing handset leases: Excl. handset leases: US GAAP 'core' EBITDA growth of +11.9% ² Excl. GHS

Networks

leading with 5G, FTTH well on track



■ EU ■ GER

GER

- YE 5G target > 90% of population

EU

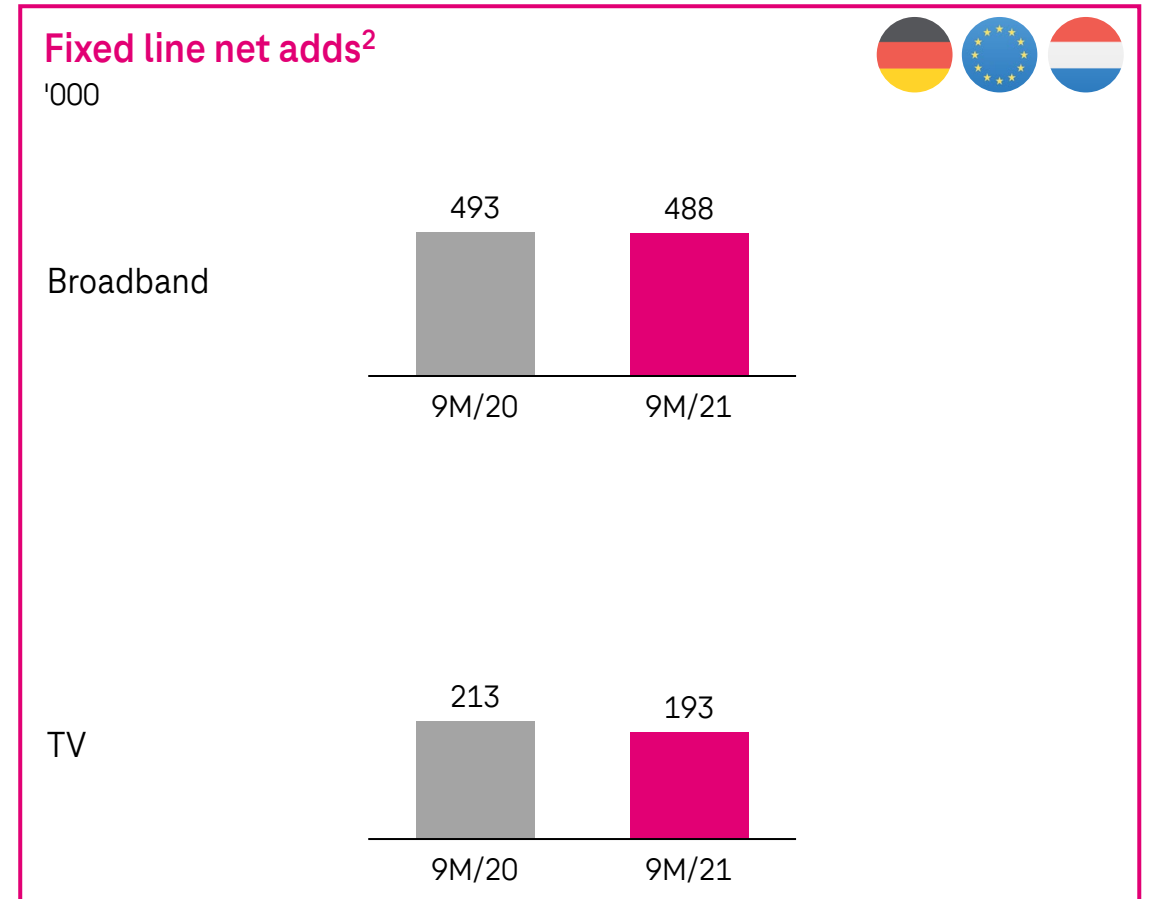
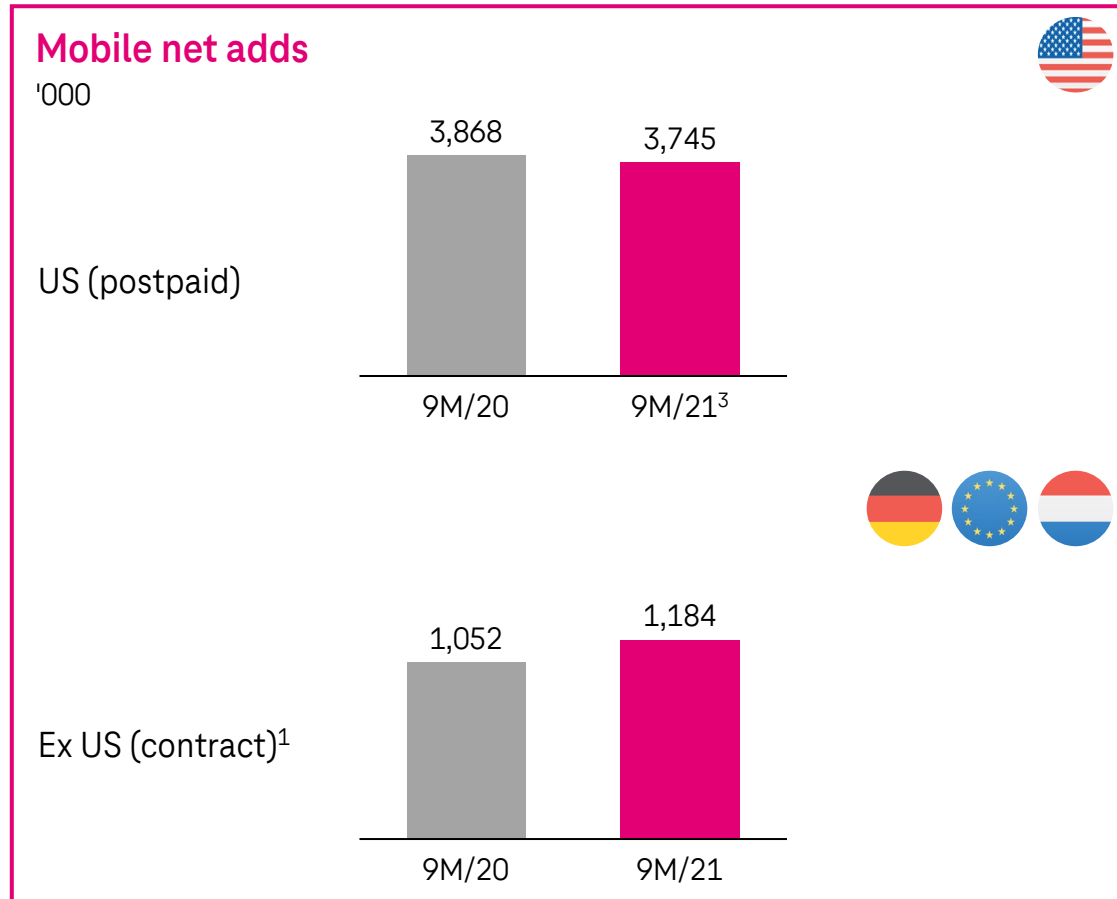
- 5G coverage at 65% in Greece, 48% in Croatia and 39% in Austria
- Ookla mobile network test in Greece: OTE with fastest download speeds

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



Customers

growing strongly

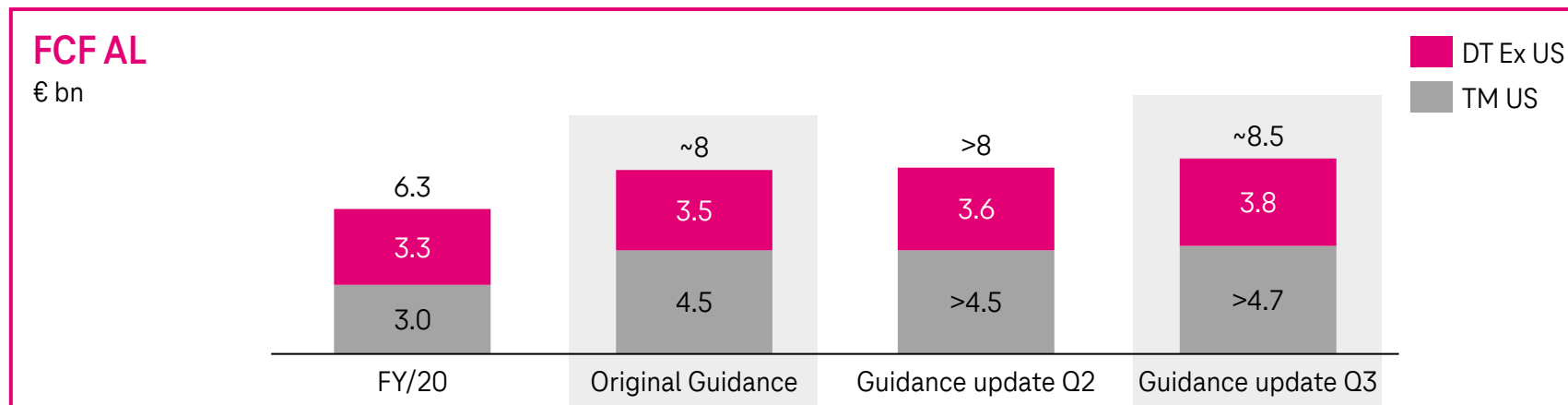
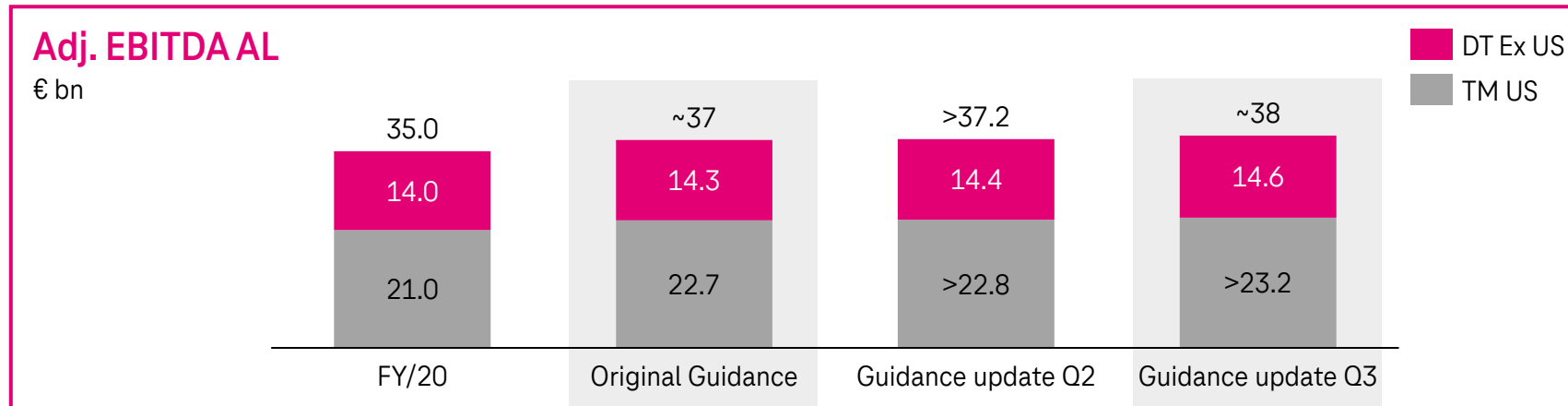


¹ GER + EU + NL. GER: Own branded retail customers excl. multibrand, consumer IoT and "Schnellstarter" ² GER + EU + NL ³ Excl. 806k customers acquired with Shentel in Q3/21



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 TM US and DT ex US.

TM US 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

Review Q3 2021



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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 ^{1,2}	1,634	2,940	+79.9%	5,347	8,290	+55.0%
Cash capex ²	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%

¹ 9M/20 before €1,600 mn zero bond redemption in Q1/20 and 2,158 mn TM US interest rate swap in Q2/20

² 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

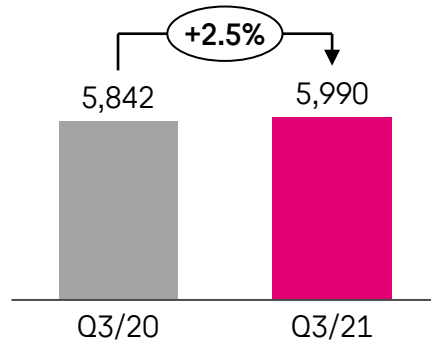
Germany

20th consecutive quarter of EBITDA growth



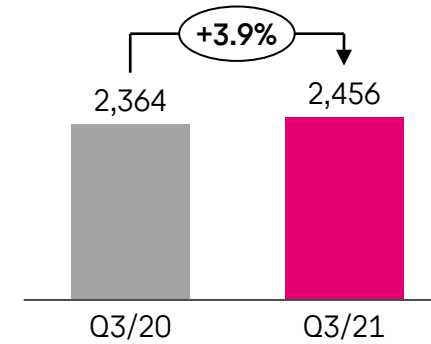
Revenues (as reported)

€ mn



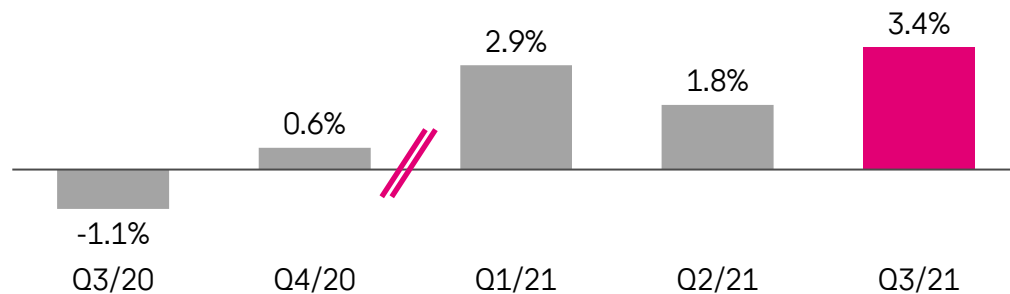
Adj. EBITDA AL (as reported)

€ mn



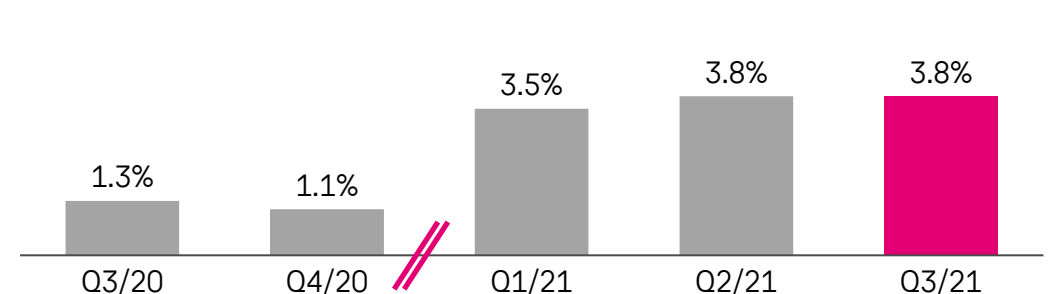
Revenue growth (organic)¹

% yoy



Adj. EBITDA AL growth (organic)¹

% yoy



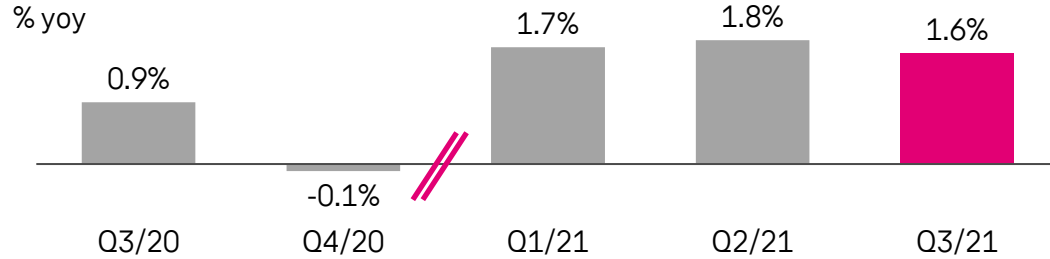
¹ 2021 quarterly trends in new reporting structure. Organic view reflects transfer of certain business units into GHS as of 01.01.2021, currency and the accounting change to certain principal agent transactions.

Germany

service revenue growth driven by mobile and fixed



Total service revenue growth (organic)^{1,2}

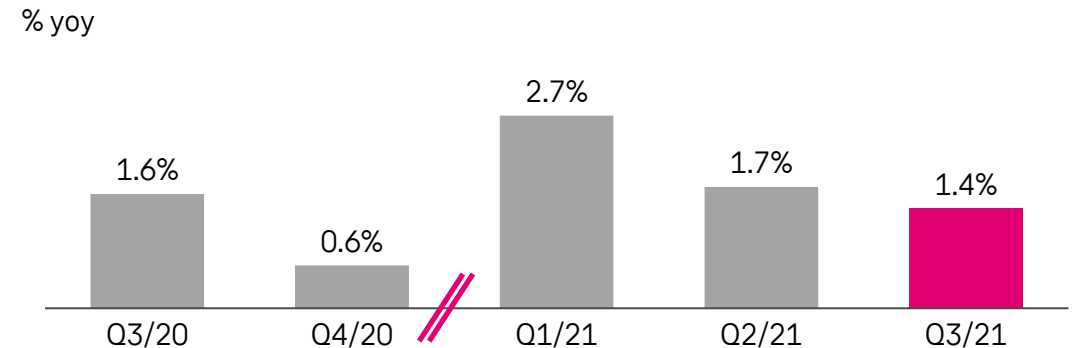


Mobile service revenue growth¹



Reported Total Service revenue growth: +1.6%.
Reported Fixed Service revenue growth: +1.4%
TSR growth in both B2C and B2B

Fixed service revenue growth (organic)^{1,2}



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.

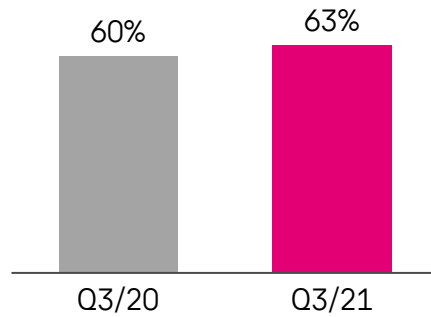
Germany

positive mobile KPIs



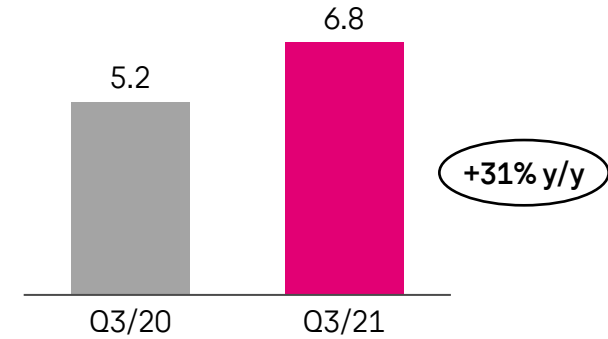
Magenta EINS share (mobile)¹

%



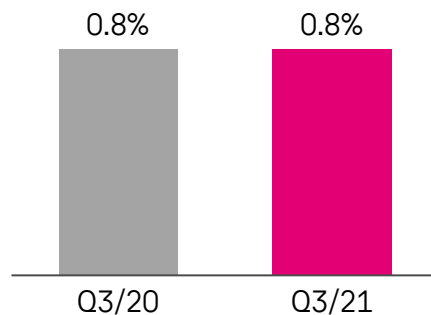
Data usage²

GB per month



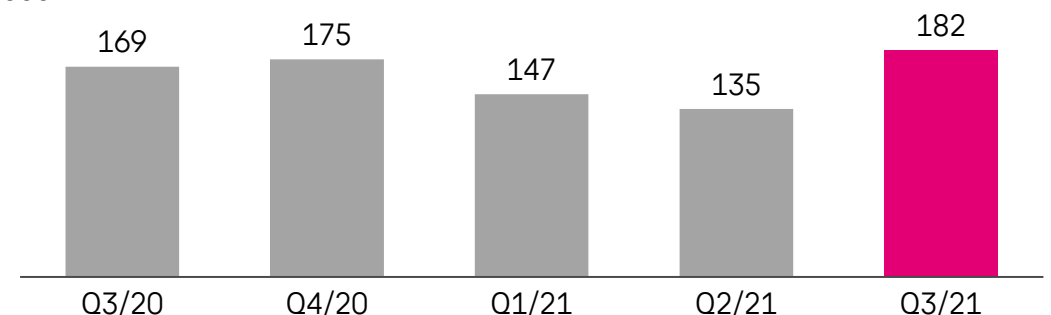
Churn²

%



Branded contract net adds³

'000



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

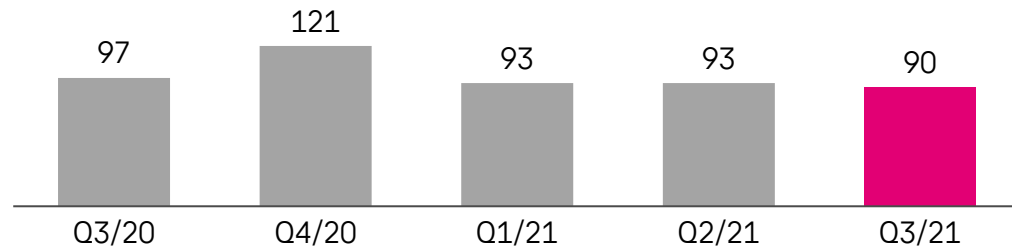
Germany

strong commercials in fixed



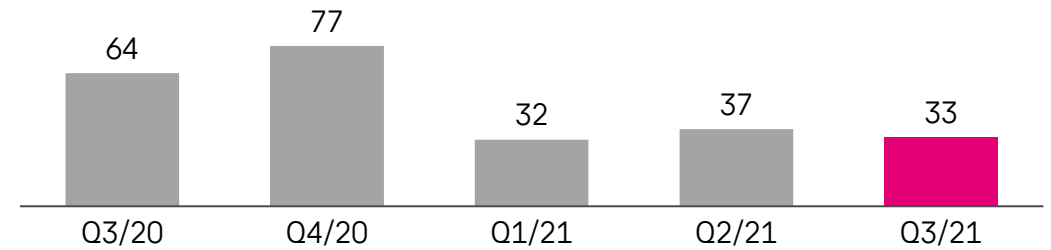
Broadband net adds

'000



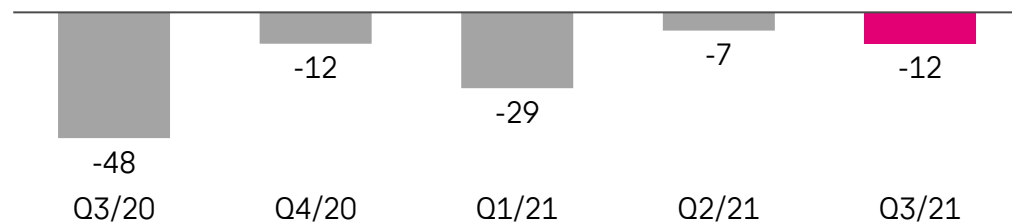
TV net adds

'000



Line losses

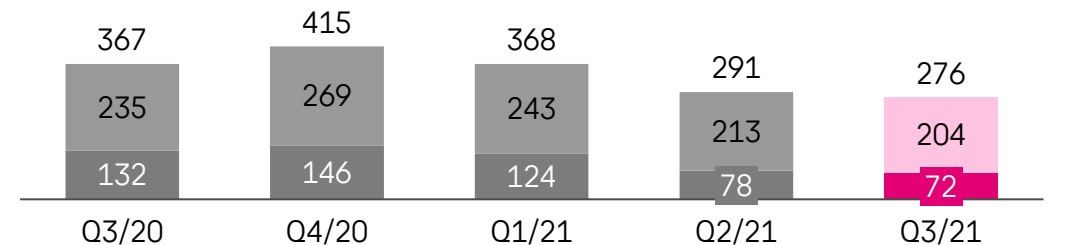
'000



Fiber net adds

'000

• 1.1 mn super vectoring customers



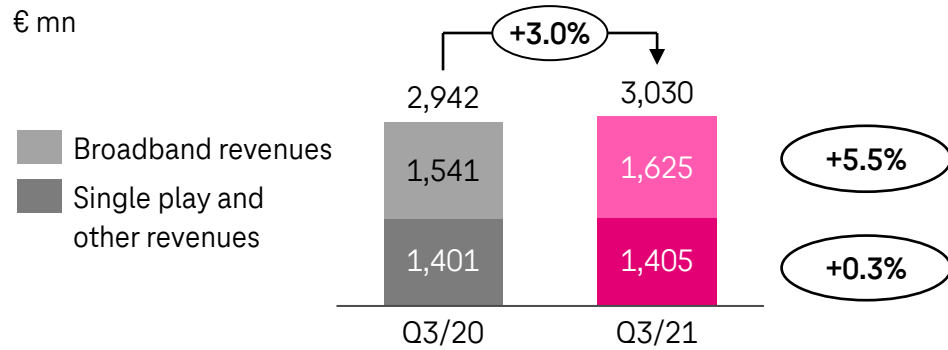
Germany

growth in retail fixed



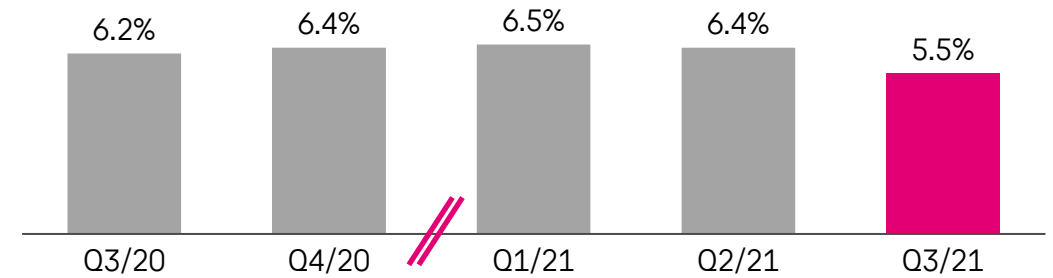
Retail fixed revenues (reported)^{1,2}

€ mn



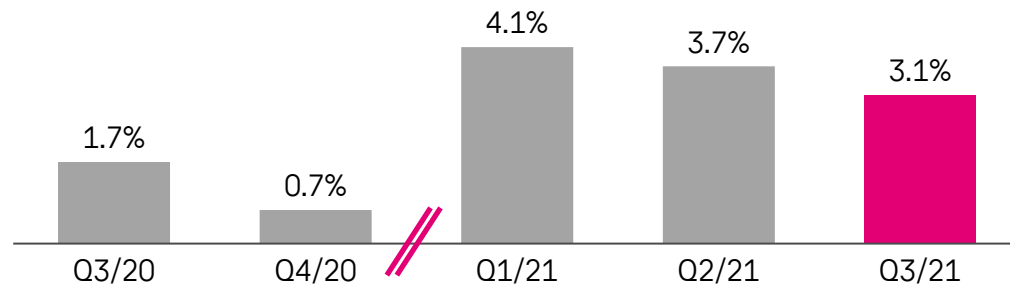
Broadband revenue growth¹

% yoy



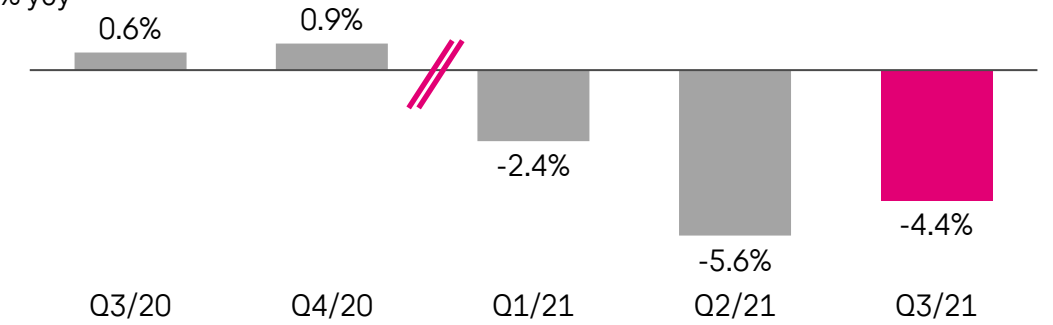
Retail fixed revenue growth (organic)^{1,2}

% yoy



Wholesale revenue growth¹

% yoy



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

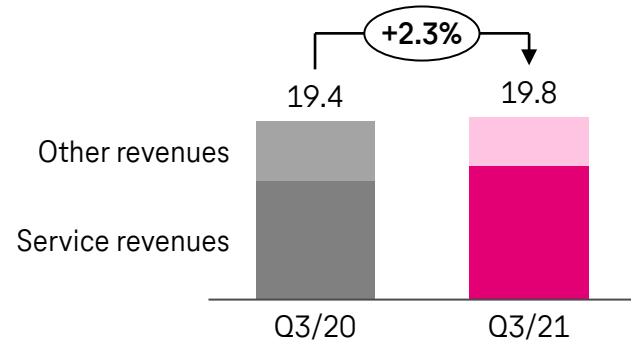
T-Mobile

continued strong performance



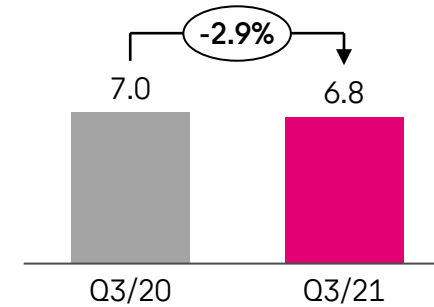
Revenues (IFRS)

US\$ bn



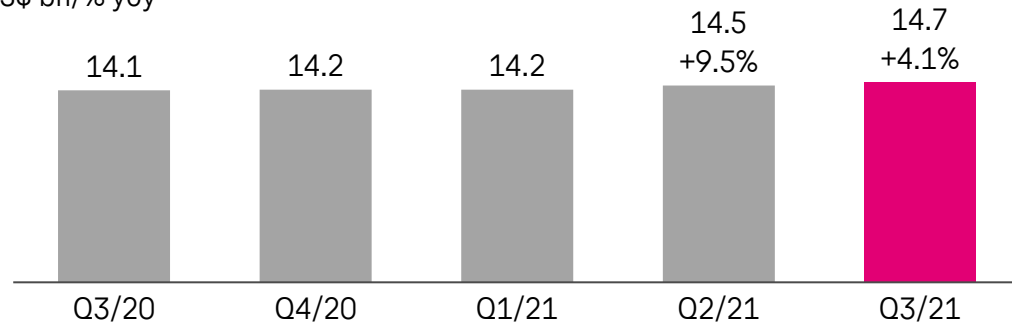
Adj. EBITDA AL (IFRS)

US\$ bn



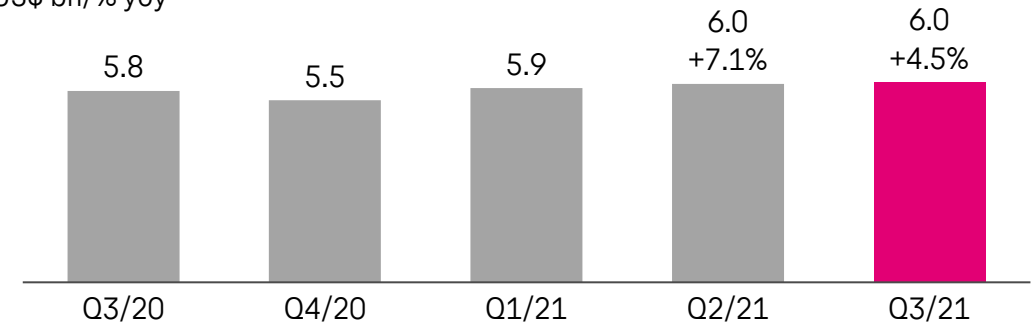
Service revenue (US GAAP)¹

US\$ bn/% yoy



Core EBITDA growth (US GAAP)¹

US\$ bn/% yoy



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



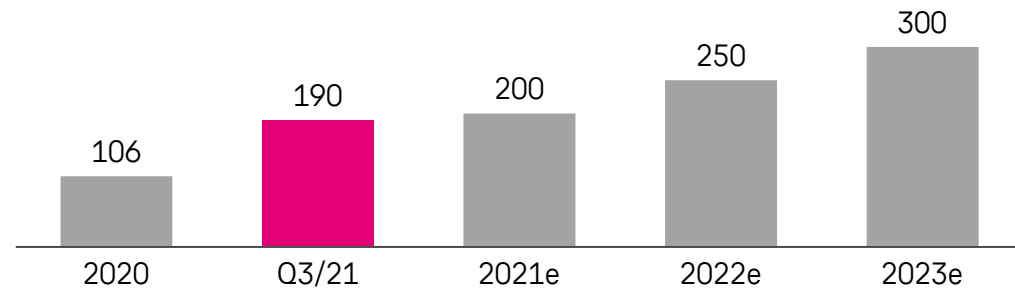
T-Mobile

industry leading network and strong customer KPIs



Ultra Capacity 5G coverage¹

mn POPs



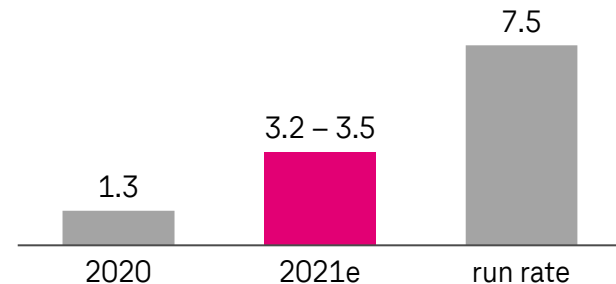
Total postpaid net additions

mn



Annual synergies

US\$ bn



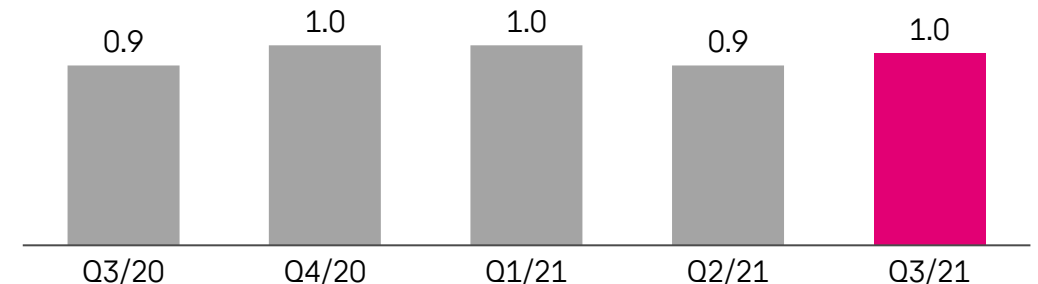
End of September:

~90% of Sprint customer traffic migrated

~50% of Sprint customer network migration completed

Postpaid phone churn

%



¹ Ultra capacity on 2.5 GHz

² excl. 806k postpaid customers acquired with Shentel



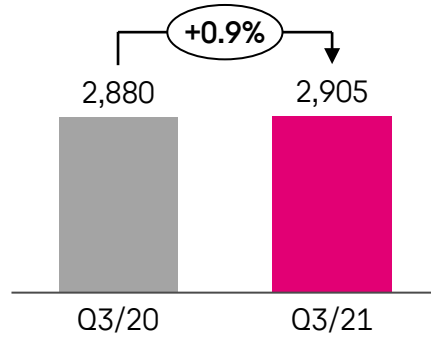
Europe

15th consecutive quarter of organic EBITDA growth



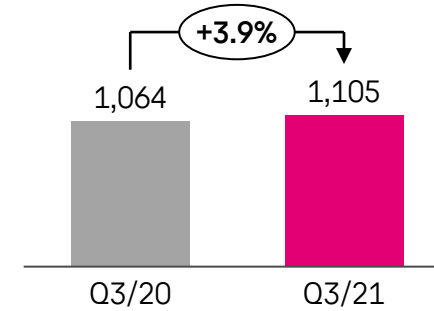
Revenues

€ mn



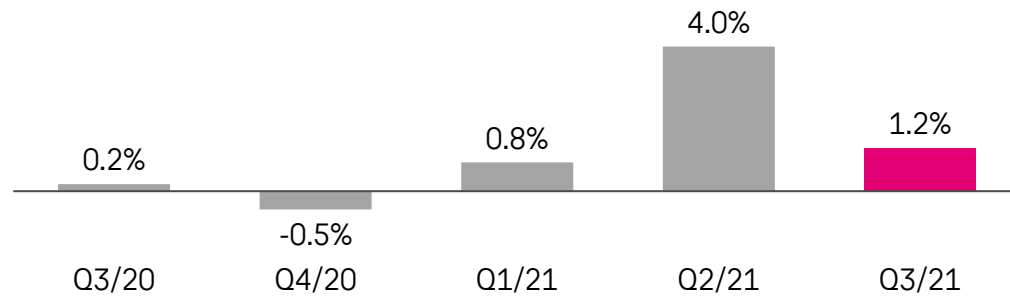
Adj. EBITDA AL

€ mn



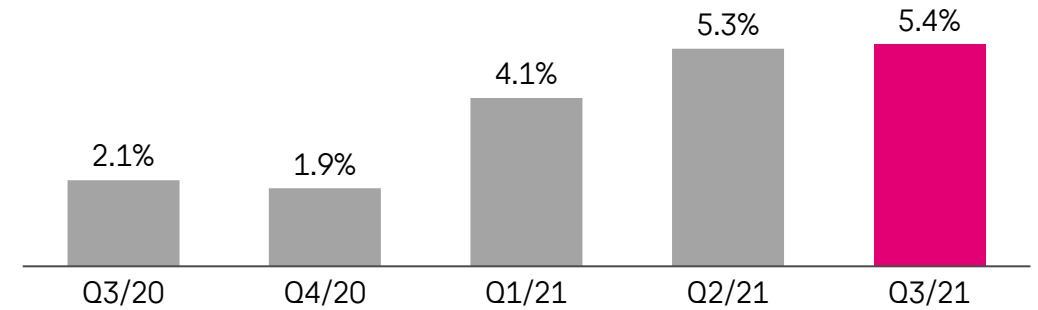
Revenue growth (organic)

% yoy



Adj. EBITDA AL growth (organic)

% yoy



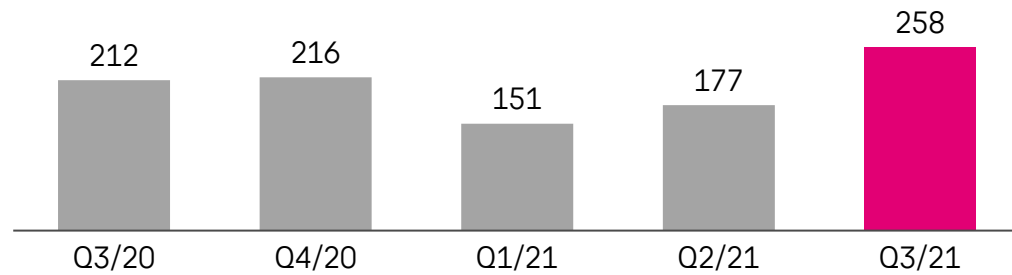
Europe

consistent commercial performance



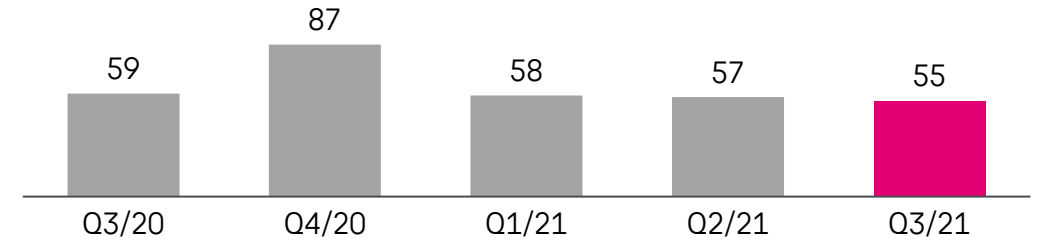
Mobile contract net adds

'000



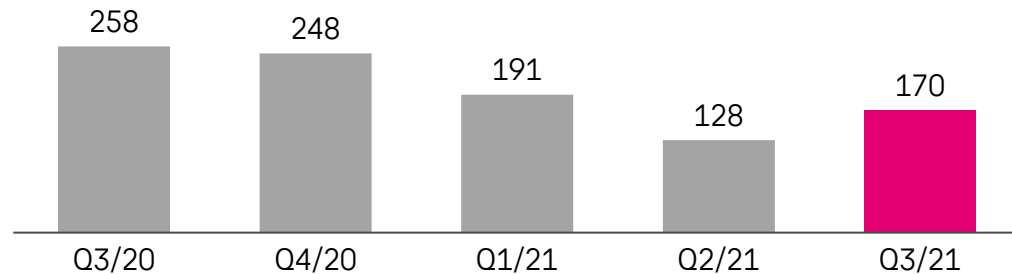
Broadband net adds

'000



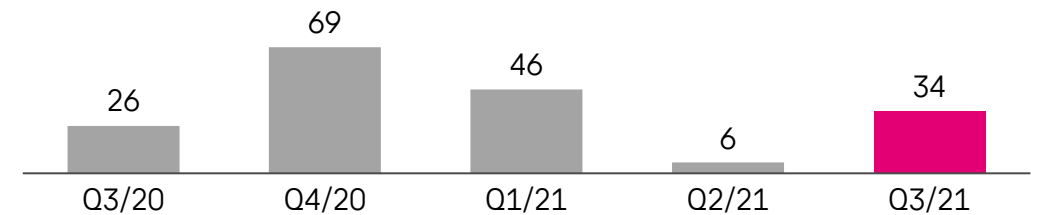
FMC net adds

'000



TV net adds¹

'000



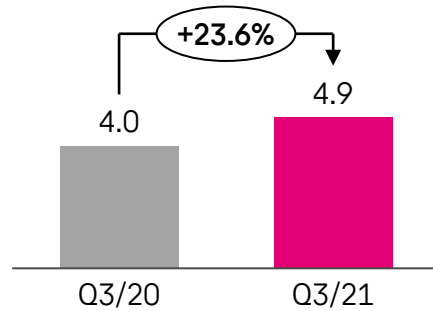
¹ Definition alignment in Q2/21. Historic numbers are adjusted

T-Systems

recovery under way

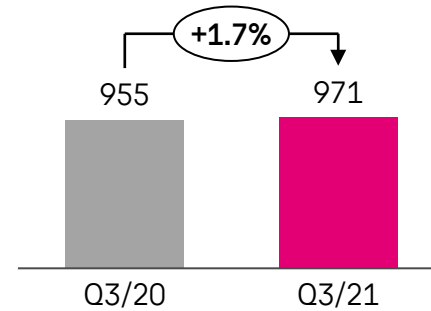
Order entry (LTM)

€ bn



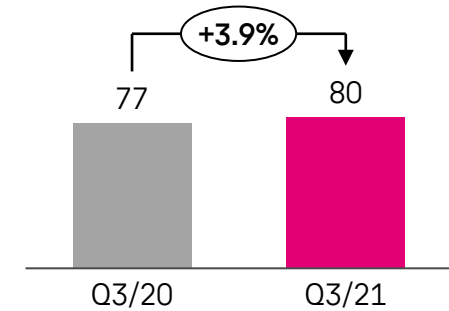
Revenues

€ mn



Adj. EBITDA AL

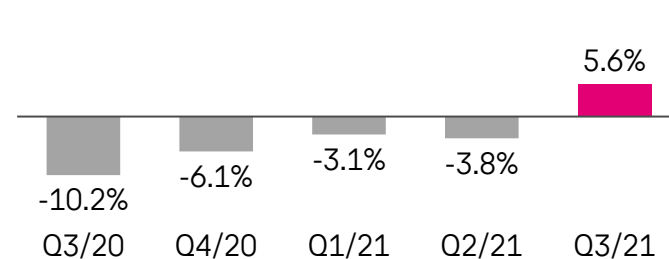
€ mn



- Strong growth in Public Cloud and Digital Solutions
- Ongoing attrition of classic IT business

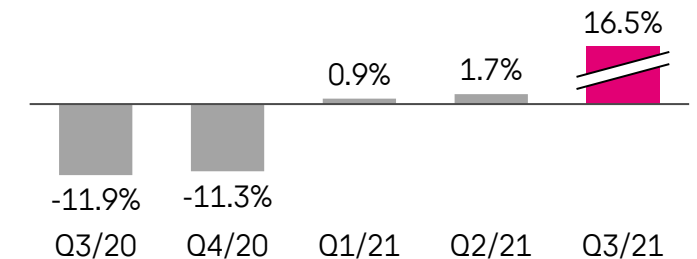
Revenue growth (organic)¹

% yoy



Adj. EBITDA AL growth (organic)¹

% yoy



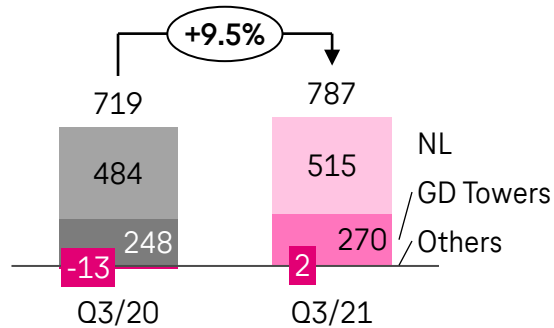
¹ 2021 quarterly trends in new reporting structure

Group Development

ongoing strong performance

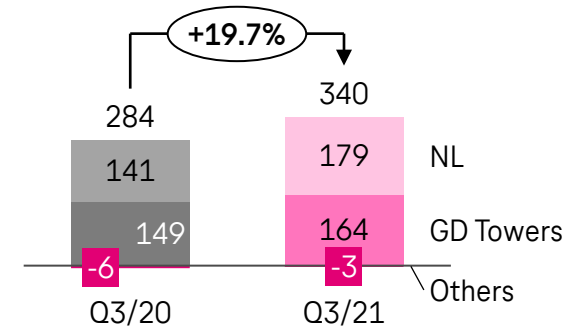
Revenues

€ mn



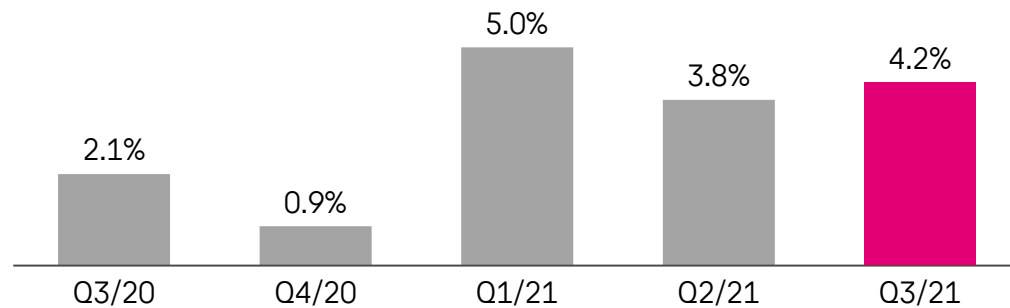
Adj. EBITDA AL

€ mn



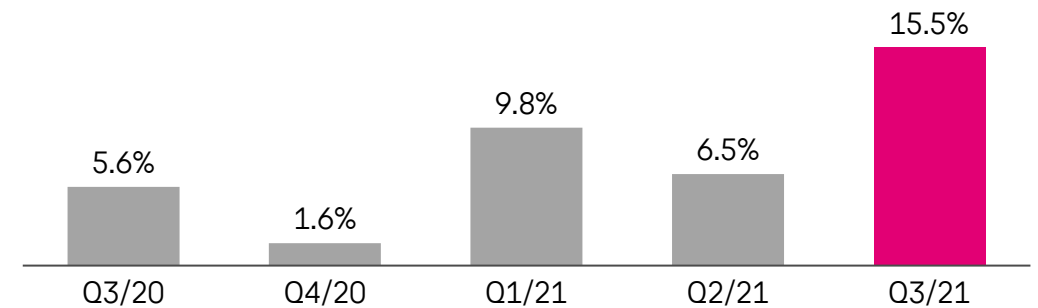
Revenue growth (organic)

% yoy



Adj. EBITDA AL growth (organic)

% yoy



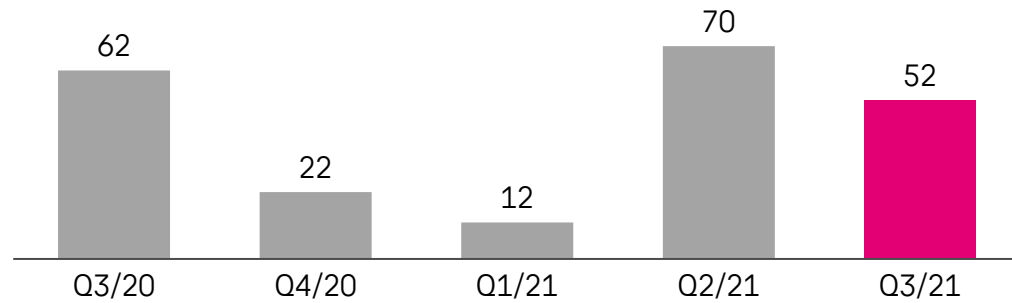
GD/TMNL

strong performance continues



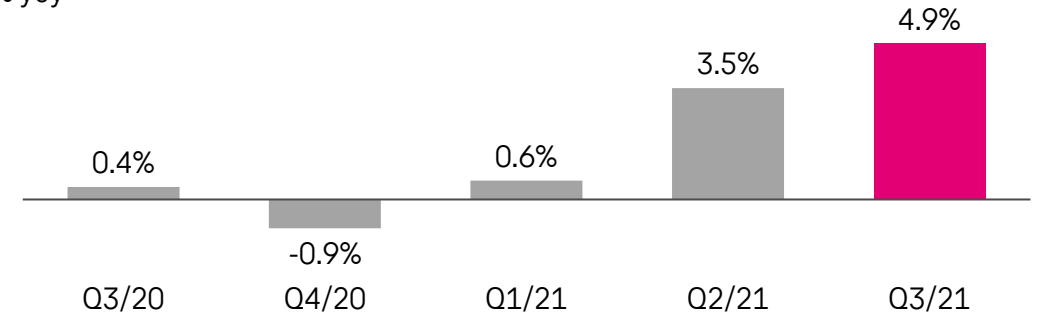
Contract net adds

'000



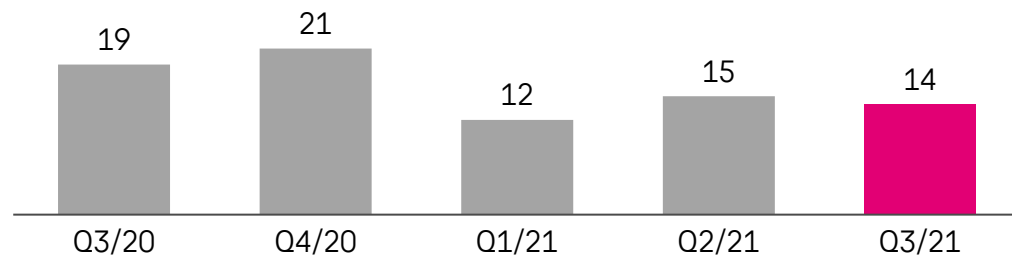
Mobile service revenue growth (organic)

% yoy



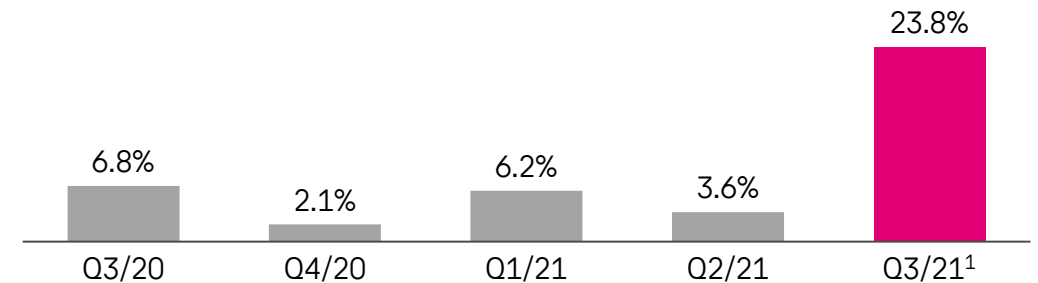
Broadband net adds

'000



Adj. EBITDA AL growth (organic)

% yoy



¹ Also supported by held for sale accounting



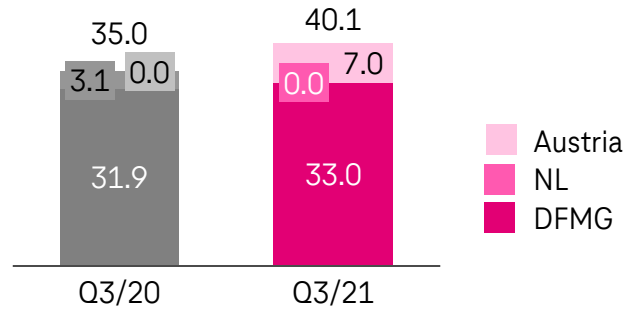
GD Towers

ongoing expansion



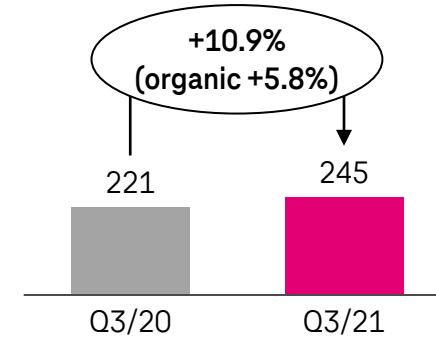
Total sites¹

'000



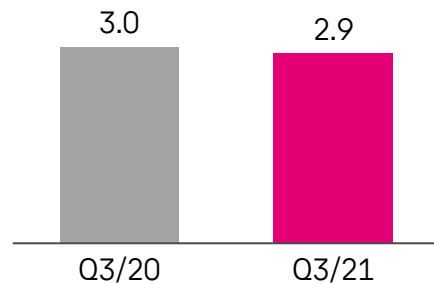
Recurring rental revenues

€ mn



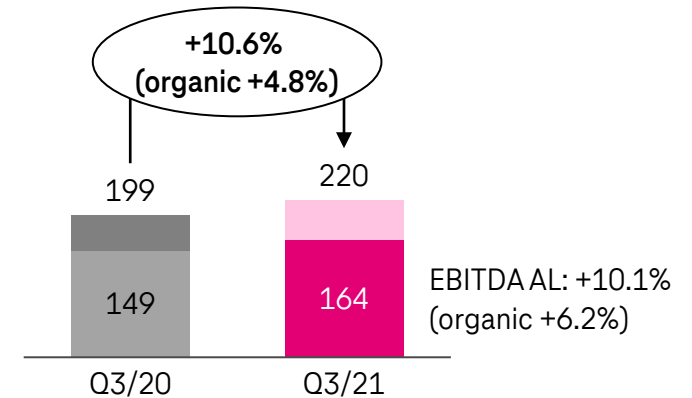
Opex AL per site

€ '000



Adj. EBITDA

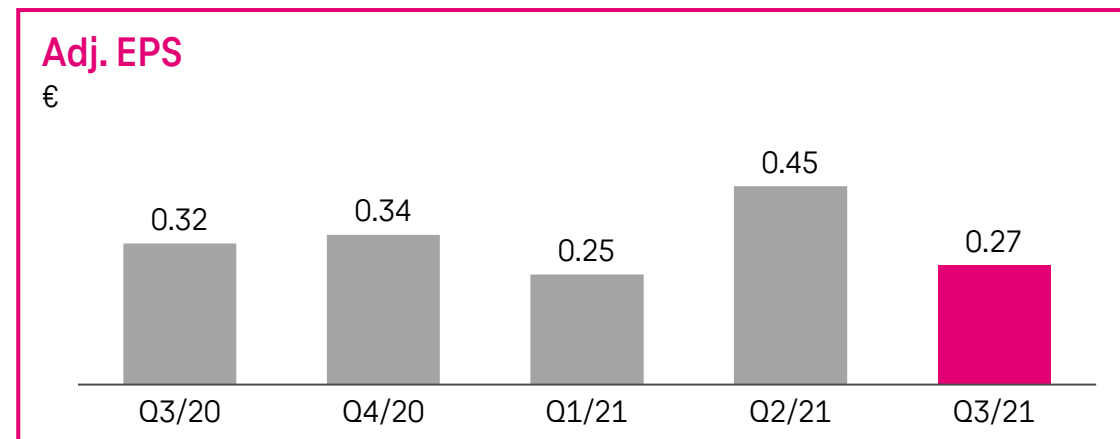
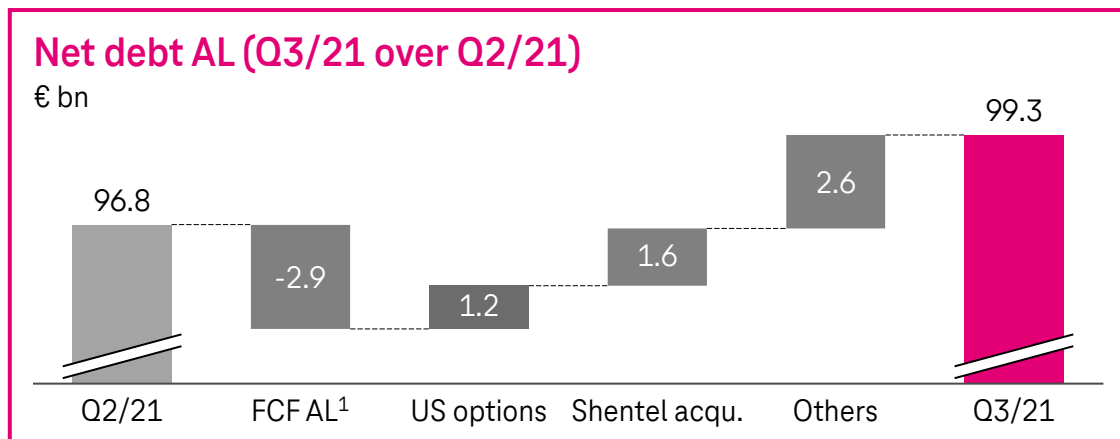
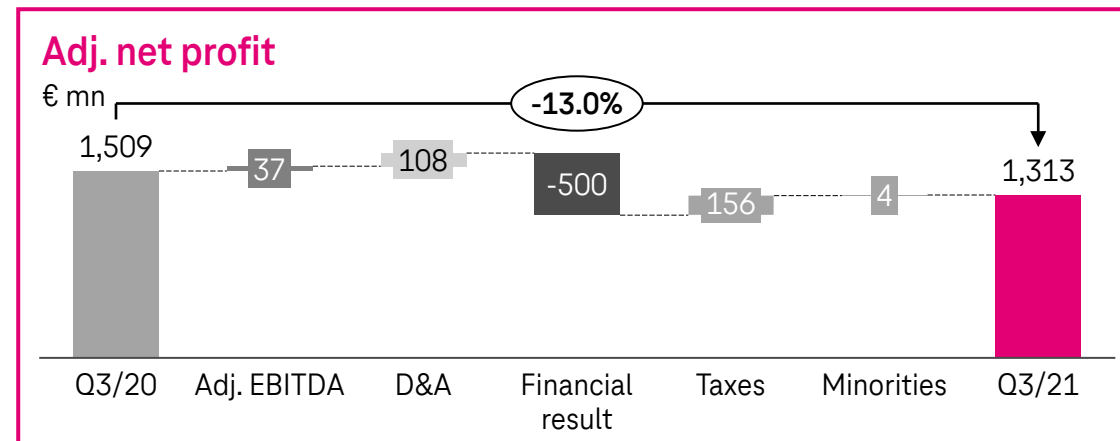
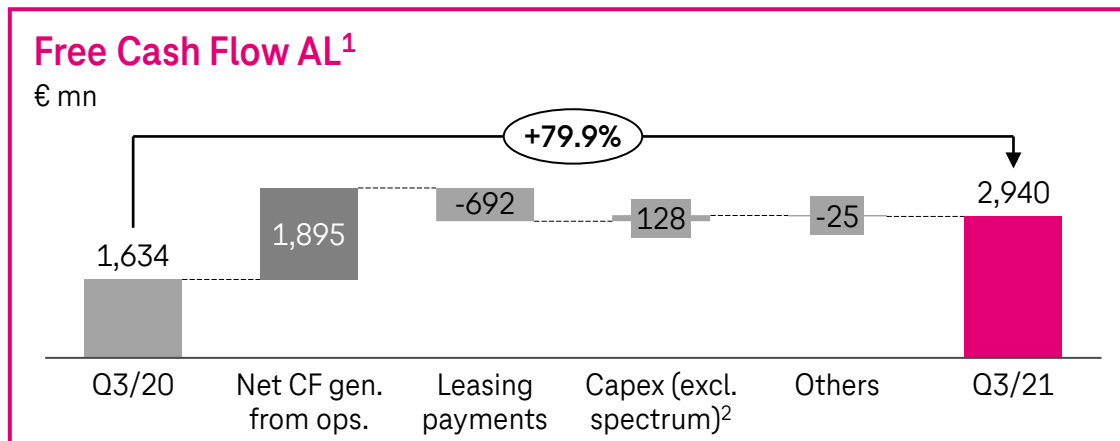
€ mn



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).

Financials

strong FCF, net income impacted by TM US options







¹ Free cash flow and FCF AL before dividend payments and spectrum investment. ² Excl. Spectrum: 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 ¹	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 ¹	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:	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. From Q3 to Q4 20 including historic pro formas for Sprint

Appendix



LIFE IS FOR SHARING.

FCF AL excl. US

€ bn

	FY 2020	9M 2020	9M 2021
Adj. EBITDA AL	14.0	10.6	11.1
Cash Capex	-7.7	-5.4	-5.1
Proceeds from sale of fixed assets	+0.2	+0.2	+0.1
Special Factors Cash	-1.4	-1.1	-0.9
Interest ex leasing	-0.6	-0.5	-0.5
Cash Taxes	-0.6	-0.3	-0.5
Other (working capital etc.)	-0.4	-0.6	+0.1
FCF AL	3.3	2.9	4.3

Organic growth rates

In %

	Q3/21 over Q3/20	9M/21 over 9M/20
Group revenue	+2.1	+5.3
Group service revenue	+2.3	+3.2
Service revenue excl. US	+2.5	+1.8
Group Adj. EBITDA AL	+0.2	+3.0
Adj. EBITDA AL excl. US	+5.3	+4.7
Group adj. core EBITDA AL ¹	+6.7	+8.7

¹ adj. EBITDA AL excl. TM US handset leases



Outlook 2021/22 as per annual report 2020 (1/2)¹

€ bn

	2020 pro forma	2021e	2022e
Revenue Group	106.7	Slight increase	Stable
Germany	23.6	Slight increase	Slight increase
US (in US\$)	76.4	Slight increase	Stable
Europe	11.3	Stable	Stable
Systems Solutions	4.2	Slight decrease	Stable
Group Development	3.0	Slight increase	Increase
Service Revs Group	83.3	Increase	Increase
US (in US\$)	55.4	Increase	Increase
Adj. EBITDA AL Group	37.6	37.0	Increase
Germany	9.2	9.4	Increase
US (in US\$)	26.8	25.8	Increase
Europe	3.9	3.9	Slight increase
Systems Solutions	0.3	0.3	Slight increase
Group Development	1.2	1.2	Increase

¹ See annual report 2020 for additional details

Outlook 2021/22 as per annual report 2020 (2/2)¹

€ bn

	2020 pro forma	2021e	2022e
Cash Capex Group	17.8	18.4	Stable
Germany	4.2	Stable	Increase
US (in US\$)	11.7	Increase	Stable
Europe	1.8	Slight decrease	Stable
Systems Solutions	0.2	Stable	Stable
Group Development	0.5	Strong increase	Increase
FCF AL Group	6.6	around 8.0	Strong increase
Adj. EPS	1.20	Slight decrease	Strong increase
Net debt/adj. EBITDA	2.78x	>2.75x	>2.75x

¹ See annual report 2020 for additional details

Conference call with Q&A session

The conference call will be held on November 12 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/21Q3>
- 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

Dial-in

DE	0800 5889185	+	code 1265248#
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 Q3 2021 results DTAG>

Further questions

please contact the IR department

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