

Interim results Q1 22

11 May 2022

Markus Haas

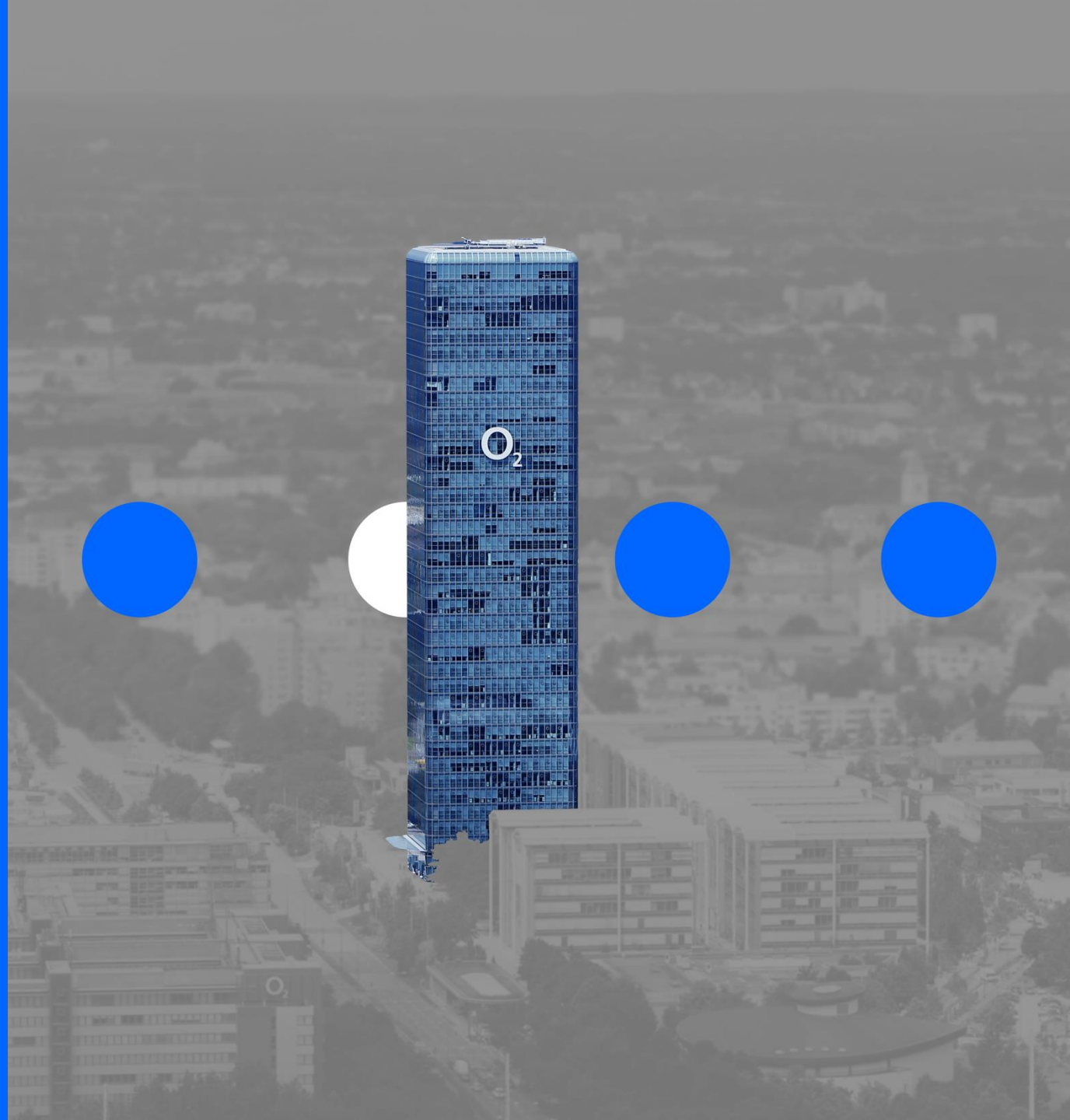
CEO

 @Markus Haas

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CFO

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Strong start to FY22

Building on network parity & ESG leadership

We democratise access to the sustainable digital future to create a better everyday life for everyone

Strategy delivery incl. ESG focus

Boost revenues, outperform the market

Mobile Growth



Attack in B2B



Smart Bundling (incl. FMS)



Network parity



Results Q1 2022

Revenue +5.2%

OIBDA¹ +7.2%

Capex/Sales 13.6%

Net Adds² 0.3m

O₂ Churn³ 1.2%

Celebrating
20 years

O₂

¹ Adjusted for exceptional effects ² Postpaid excl. 32k M2M
³ O₂ Postpaid

Top-ranked in ESG

Delivering on key priorities

Environment

"BUILDING A GREENER FUTURE"

Lower carbon economy & digital innovation



Social

"HELPING SOCIETY TO THRIVE"

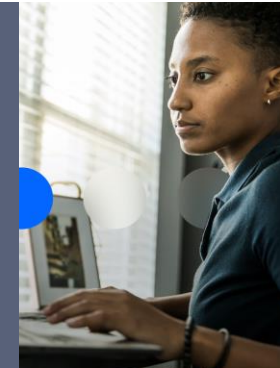
Supporting customers & communities



Governance

"LEADING BY EXAMPLE"

Running an inclusive, fair & ethical business



ESG-Rankings

Top-ranked in ESG
by leading rating agencies
well-prepared for
EU Taxonomy

Sustainable products & services supporting circular economy

- Reduce-Repair-Recycle programme
- Over 17 tons of plastic saved last year
- Elimination of non-recycled plastic in logistics no later than 2025

Humanitarian support for Ukraine

- Free roaming to & from Ukraine
- Free prepaid SIM cards & mobile hotspots
- Equipment support of Ukrainian MNOs
- Job postings on 'UAtalents.com'
- Matched employee donations to 'Aktionsbündnis Deutschland Hilft'

Robust governance structure strengthening independency

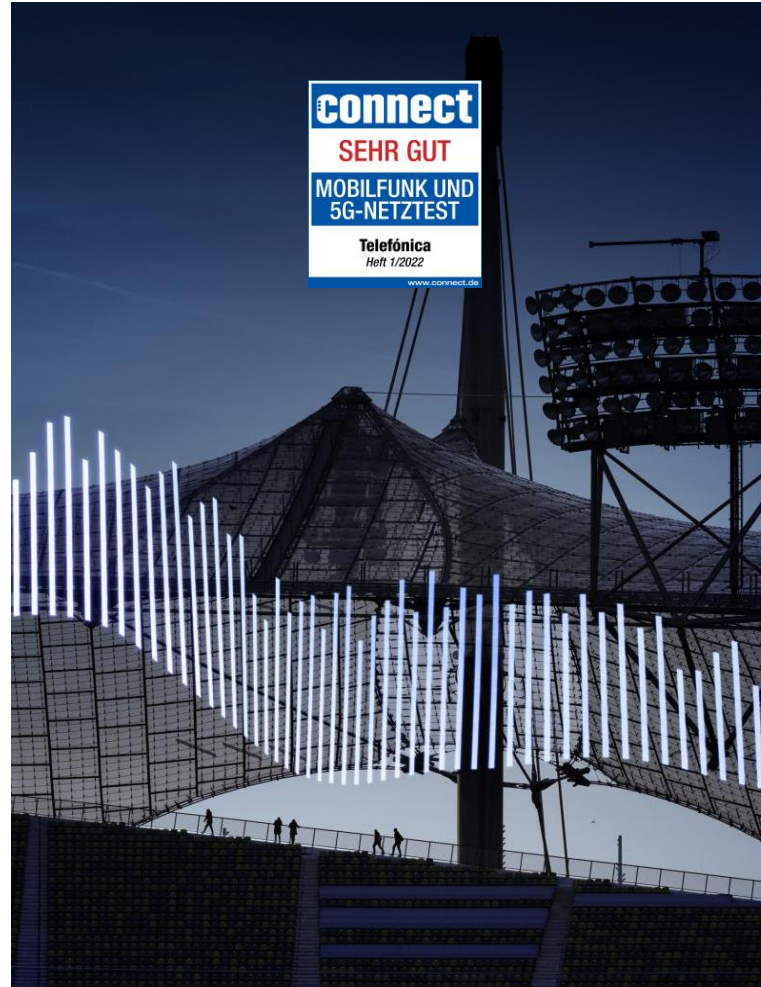
- Supervisory Board well balanced and diverse, with 50% independent share-holder representatives incl. chairperson
- All Supervisory Board committees are headed by independent member



5G investment focus

Well on track to achieve 50% coverage target by YE22

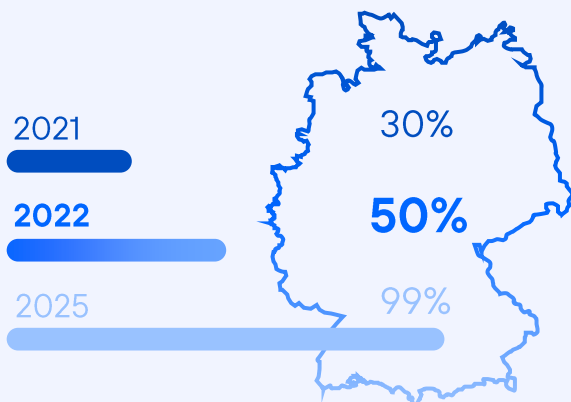
Over **10,000** 5G antennas
of which over **5,000** 5G SA antennas



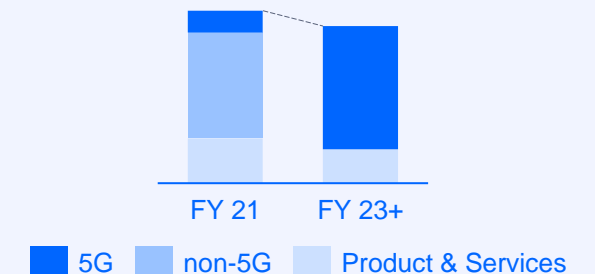
Network sharing initiatives

White spots up to ~6k new sites by YE24
Grey spots ~2k sites by YE22

~40%
5G population coverage YTD



Normalised C/S on track for normalised levels






Reiterating FY22 outlook & mid-term guidance

Fuelled by strong Q1 performance

FY22 Outlook¹

Midterm Guidance 2020 -2022

Revenues	Low single digit % growth incl. regulatory headwinds of EUR 70-80m	 Cumulated revenue growth ≥ 5%
OIBDA²	Low single digit % growth w/ margin expansion incl. regulatory headwinds of EUR 15-20m	 Ongoing margin improvements³
Capex/Sales	14 - 15%	 C/S peaked in FY21, Normalising towards YE22

Virtual AGM on 19 May - dividend proposal EURc 18/share

¹ Including regulatory effects

² Adjusted for exceptional effects

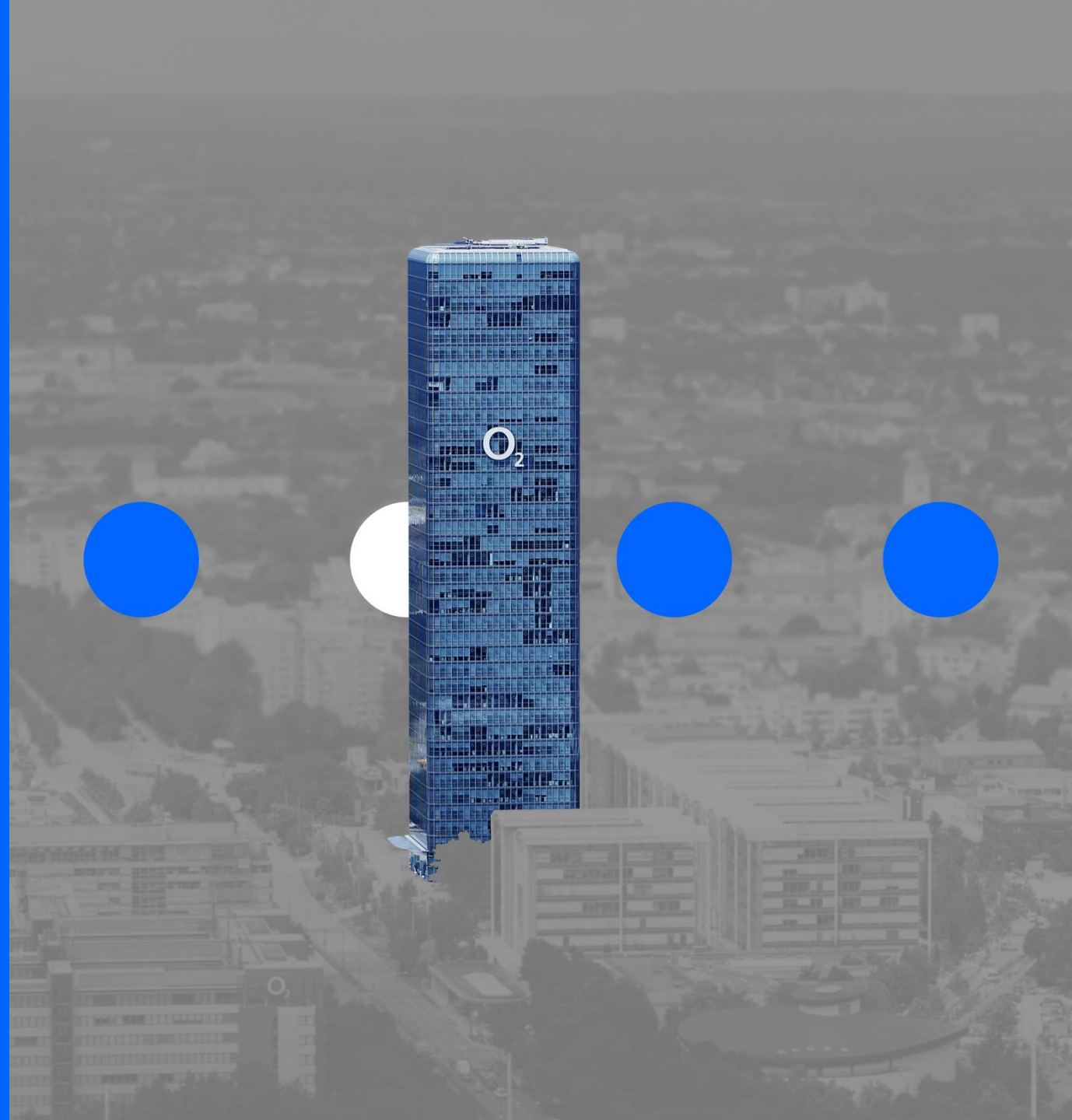
³ Adj. for except. effects & excl. C-19 impacts

Financial Update

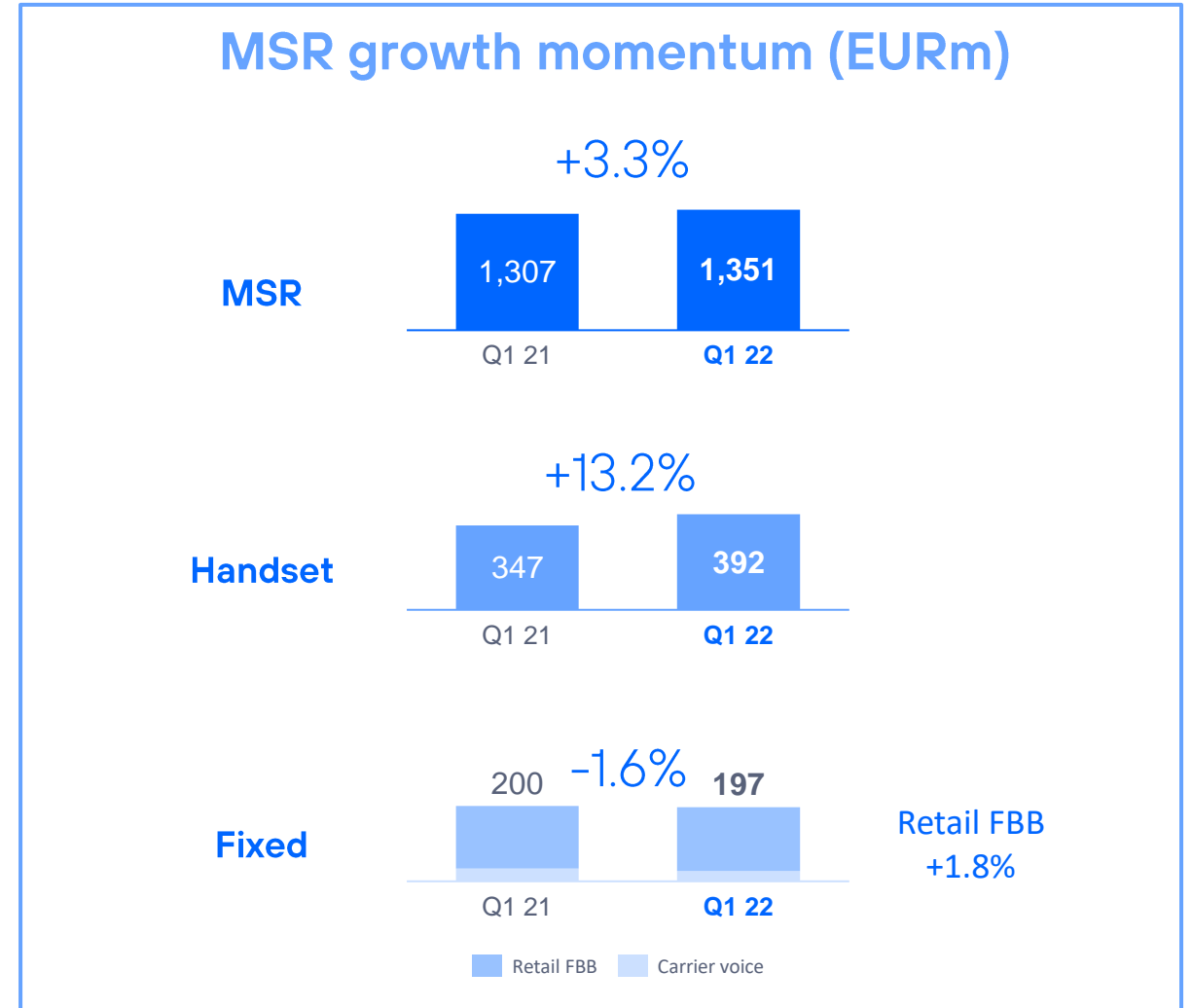
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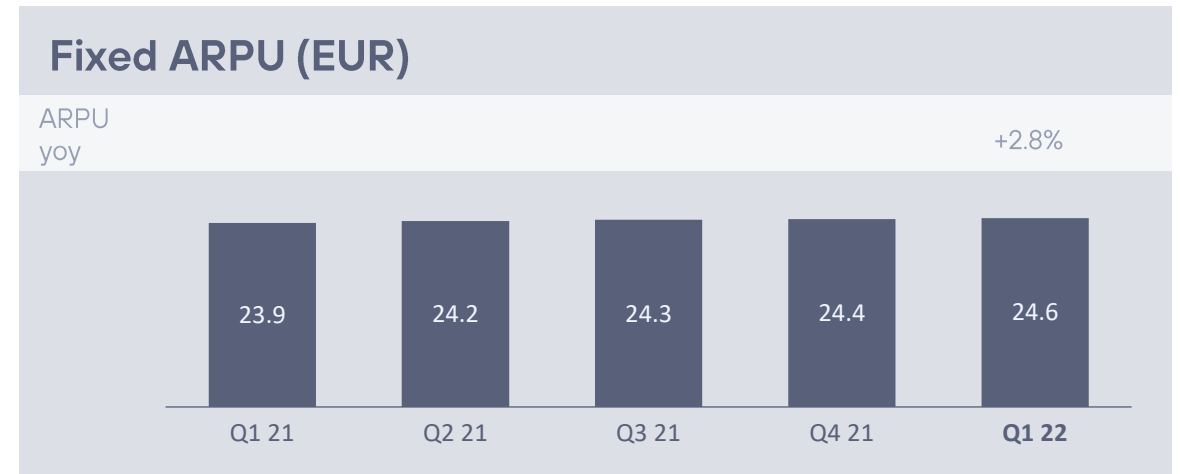
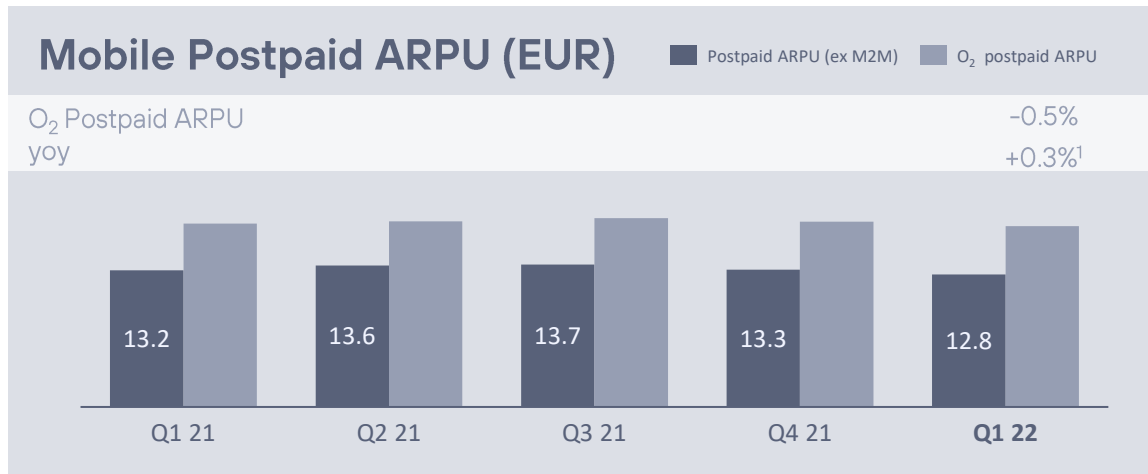
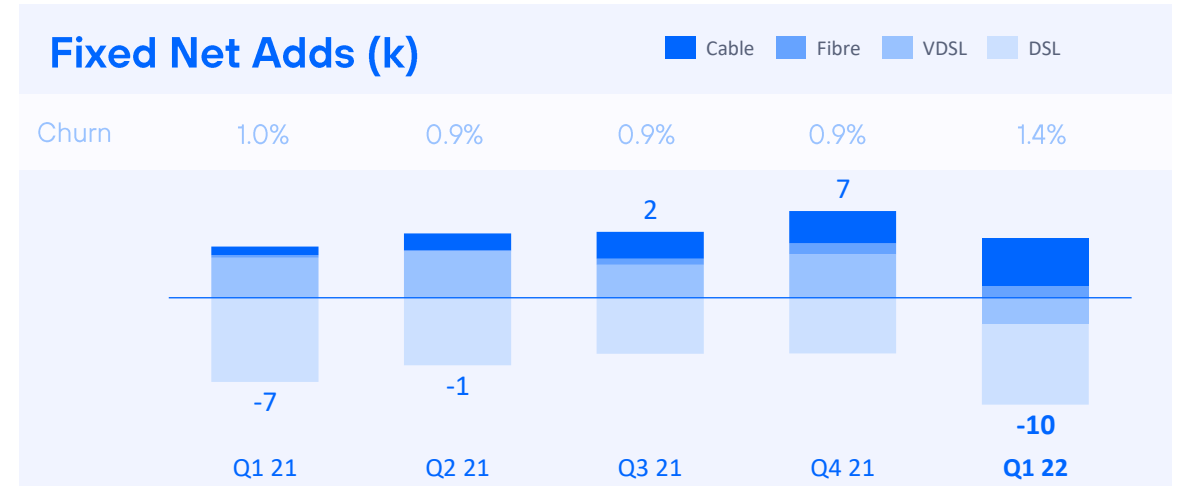
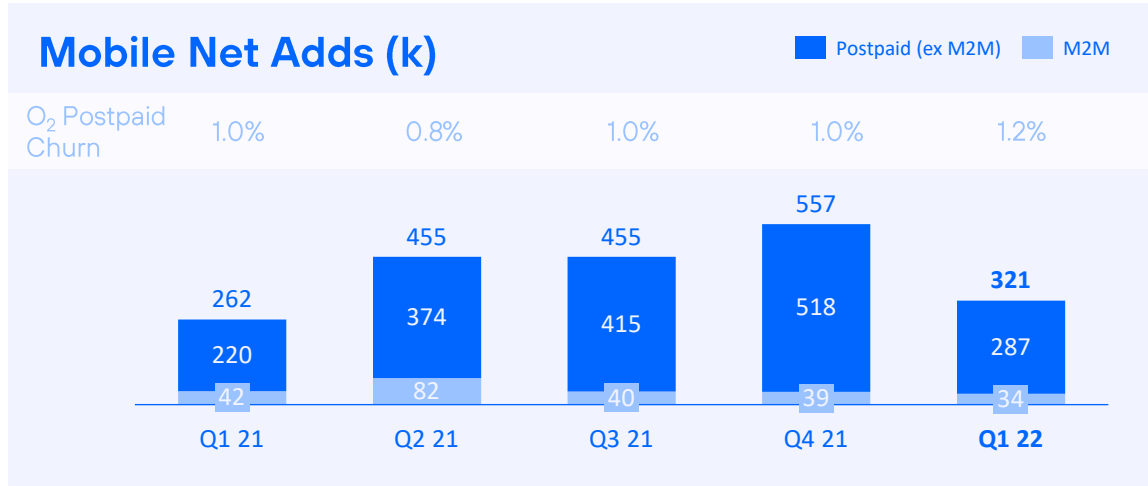
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Profitable revenue growth driven by continued strong MSR performance



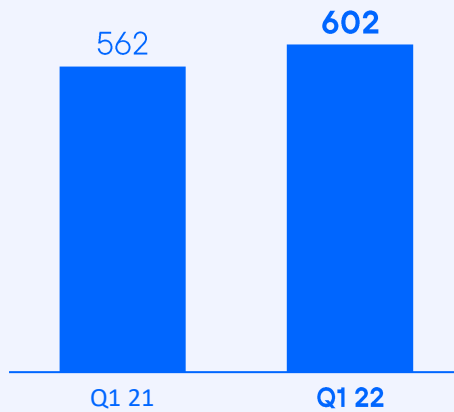
O₂ Free – key driver of strong mobile net add performance



Strong OIBDA growth reflecting strong commercial momentum & efficiencies

OIBDA¹ (EURm)

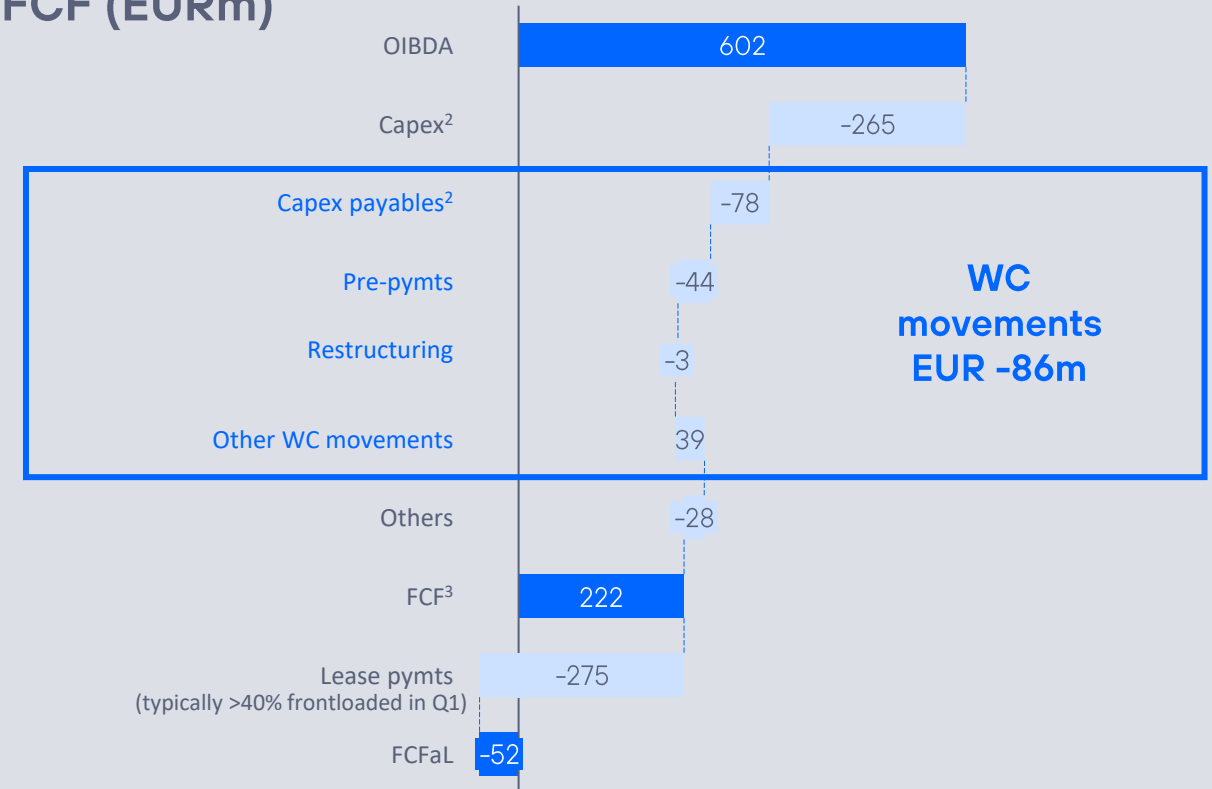
OIBDA yoy **+7.2%**



OIBDA margin **30.3%** **30.9%**

¹ Adjusted for exceptional effects

FCF (EURm)



Net Debt⁴ (EURm) 3,213

Leverage⁵ 1.3x

² Capex includes additions to PP&E and other intangible assets, while investments for spectrum licenses and additions from capitalised right-of-use assets are not included

³ FCF pre dividends & spectrum payments is defined as the sum of cash flow from operating activities & cash flow from investing activities

⁴ Net financial debt includes current and non-current interest-bearing financial assets and interest-bearing liabilities as well as cash and cash equivalents and excludes payables for spectrum

⁵ Leverage ratio is defined as net financial debt divided by the OIBDA for the last twelve months adjusted for exceptional effects

Reiterating FY22 outlook on back of strong Q1 performance

	Q1 22 Actuals ¹	FY 22 Outlook ¹
Revenues	EURm 1,946 +5.2% ✓	Low single digit % growth incl. regulatory headwinds of EUR 70-80m
OIBDA ²	EURm 602 +7.2% ✓	Low single digit % growth w/ margin expansion incl. regulatory headwinds of EUR 15-20m
C/S	13.6% ✓	14 - 15%

Virtual AGM on 19 May - dividend proposal EURc 18/share

¹ Including regulatory effects

² Adjusted for exceptional effects

Telefónica Deutschland Management Q&A



Markus Haas

CEO

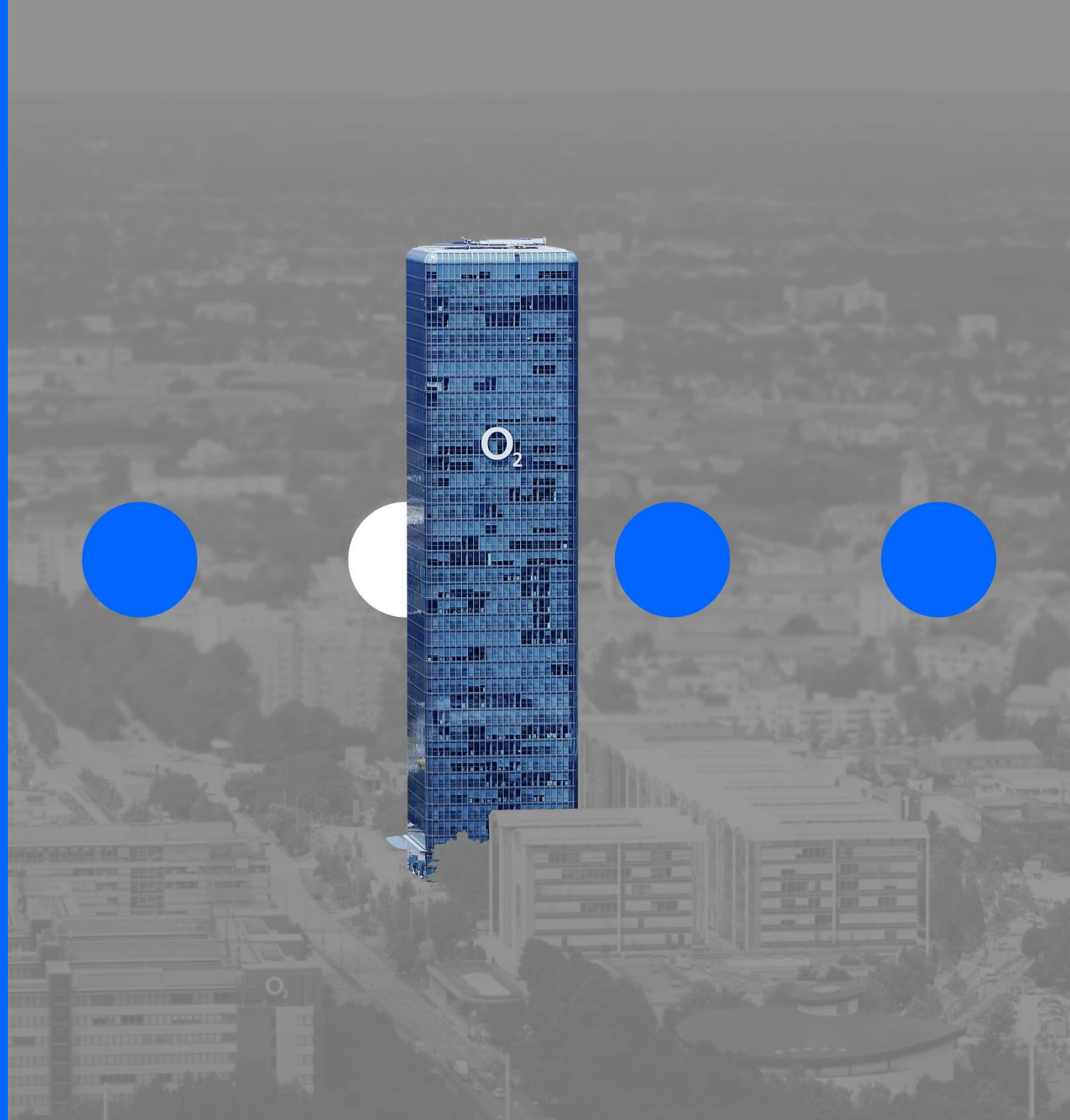
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Questions?

We look forward
to your feedback



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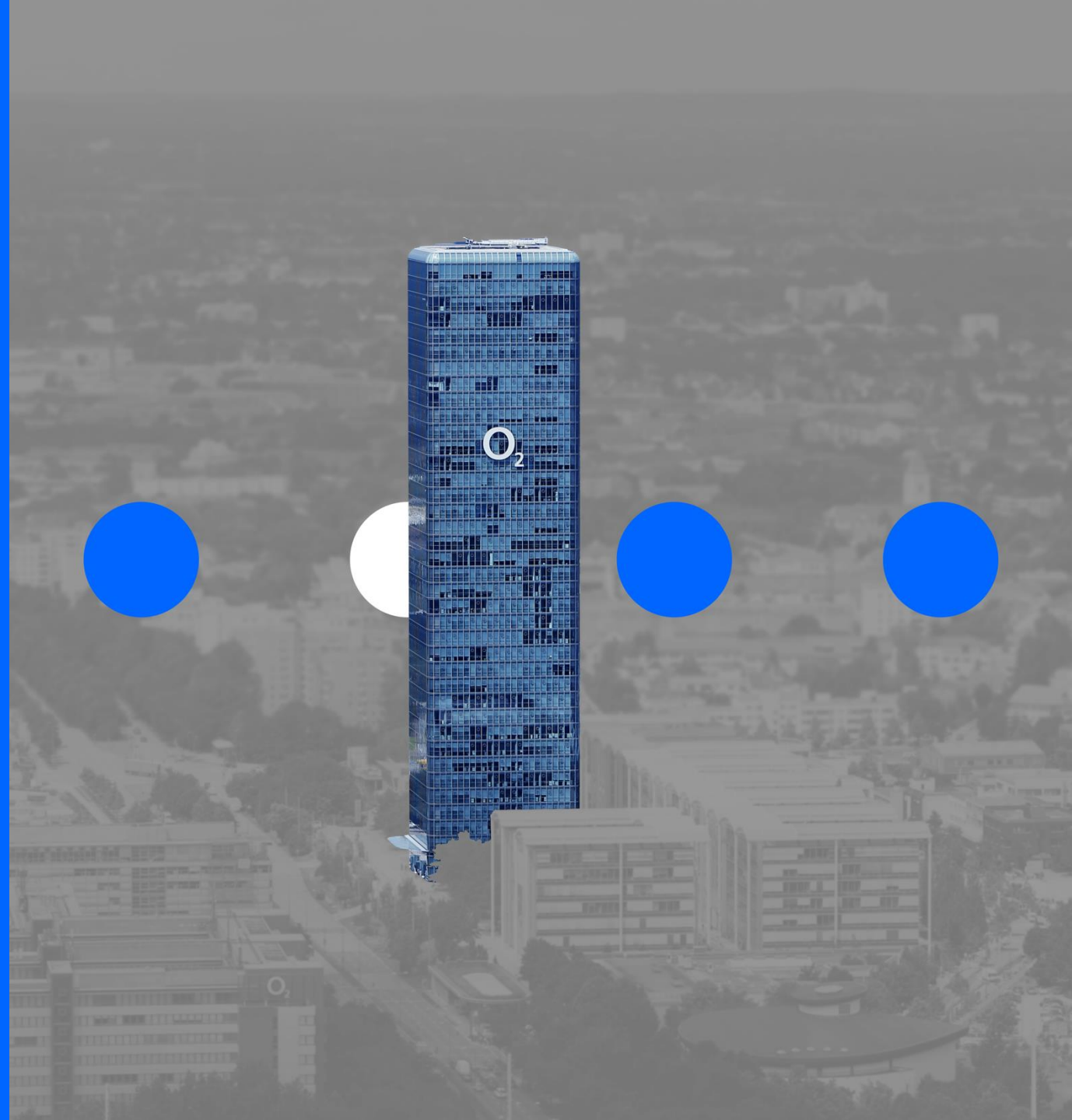


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