

Bond investor information

February 2024



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your world

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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.

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.





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	

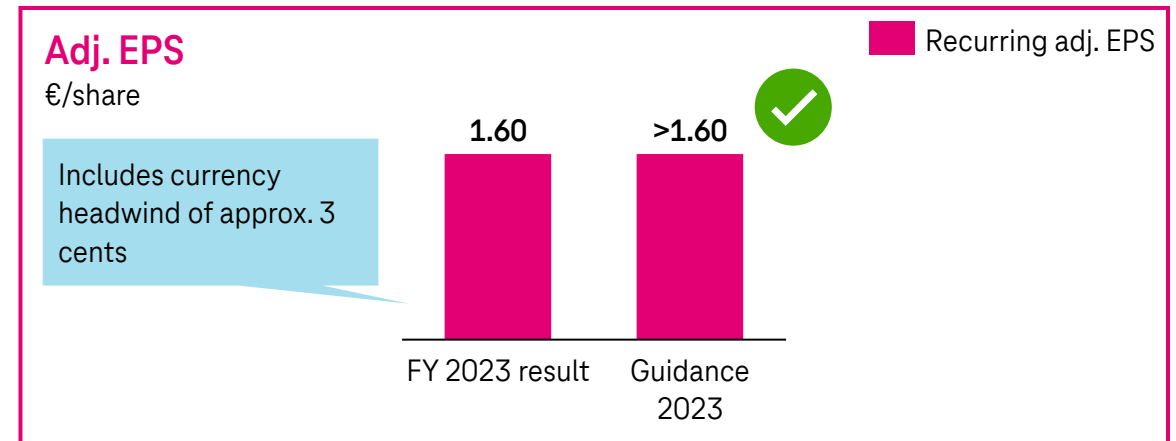
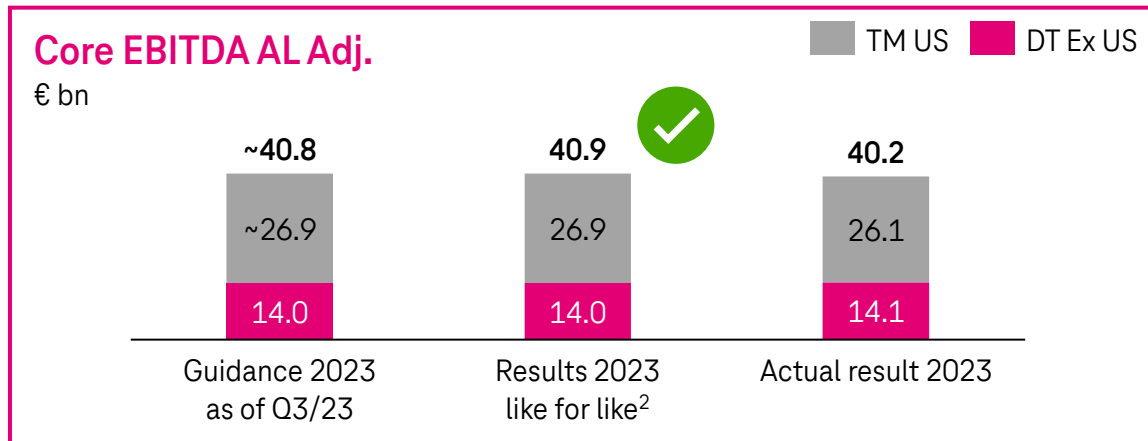
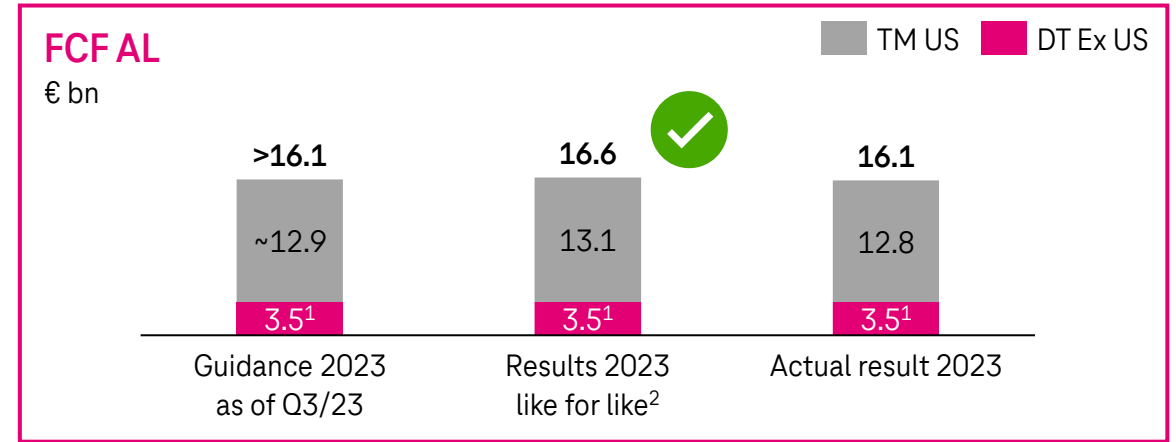
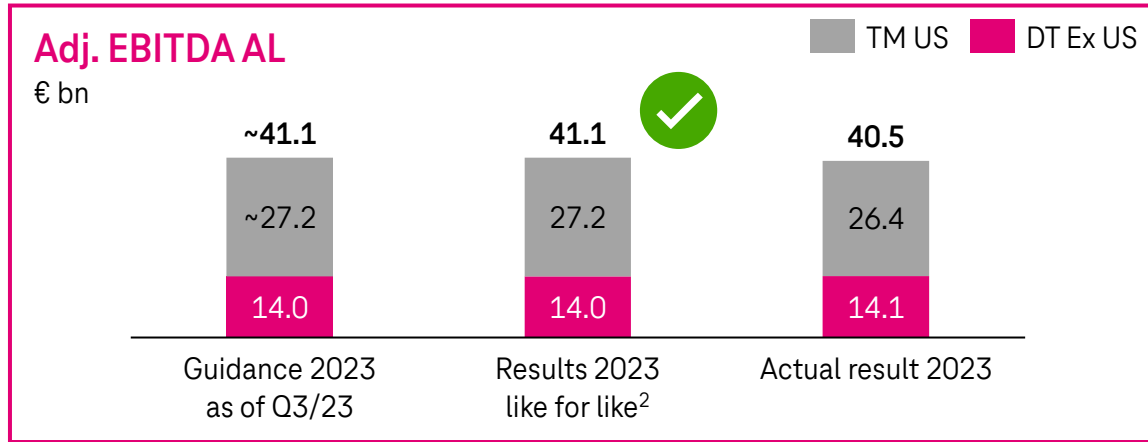
Current rating

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 2023

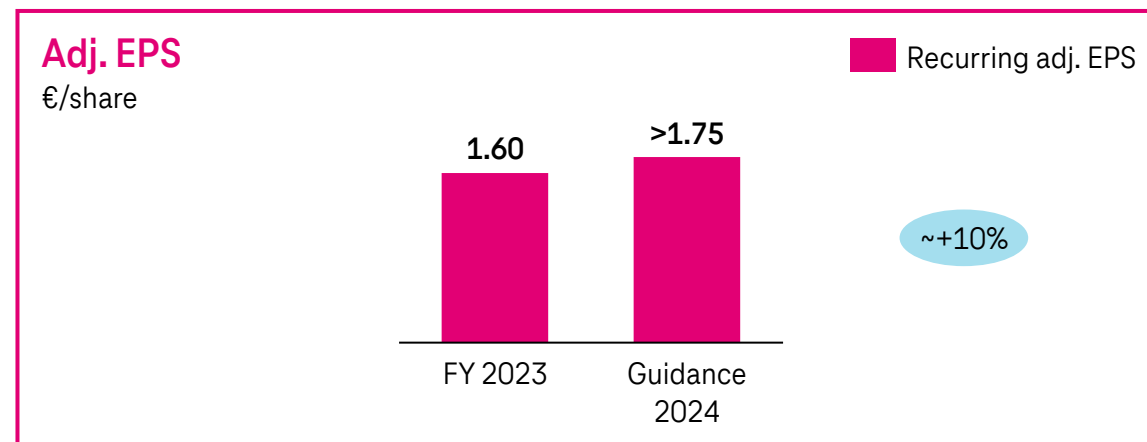
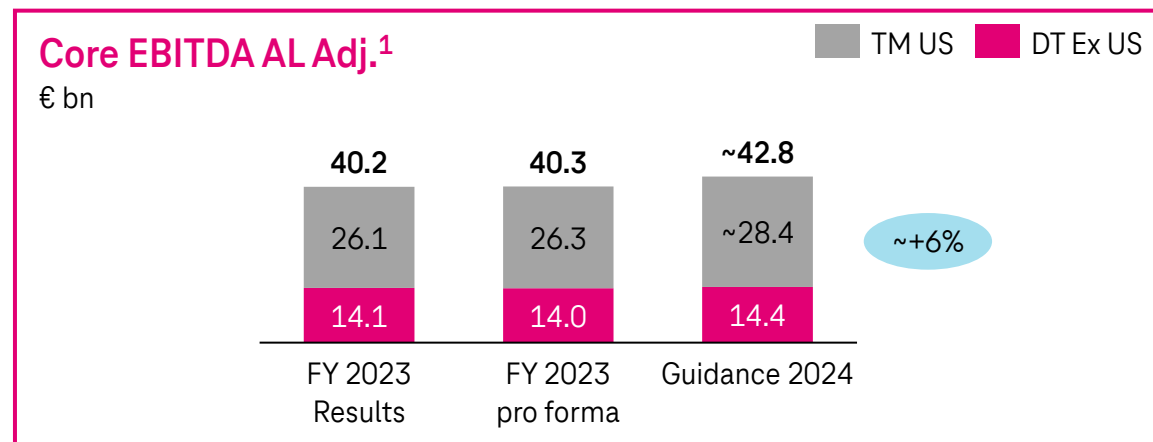
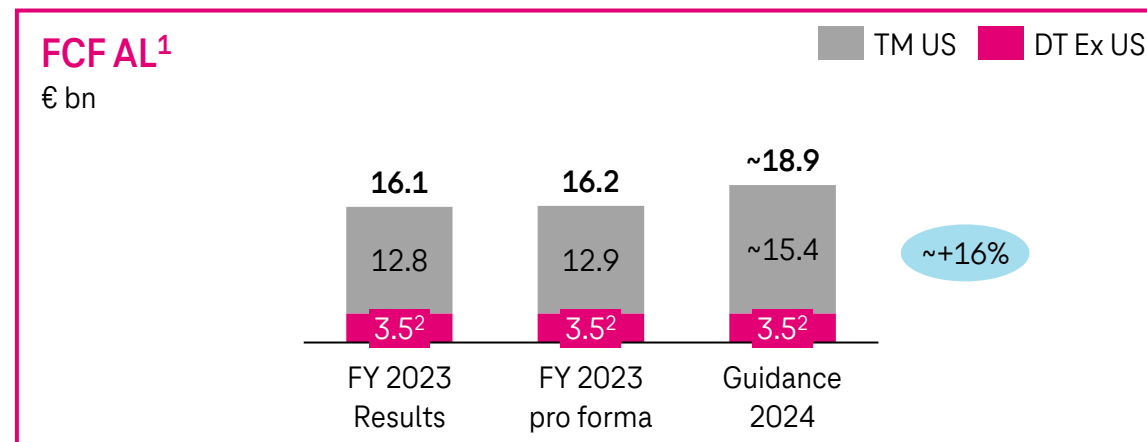
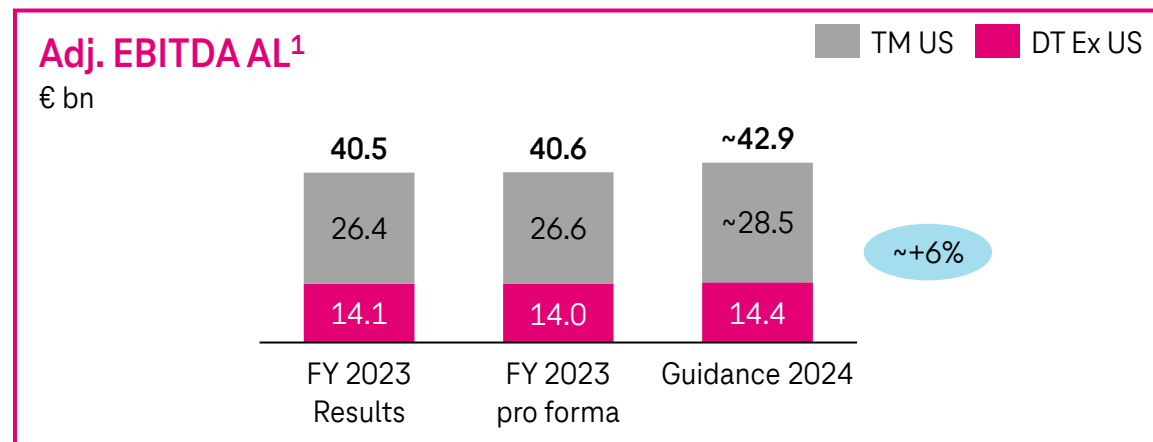
guidance achieved



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

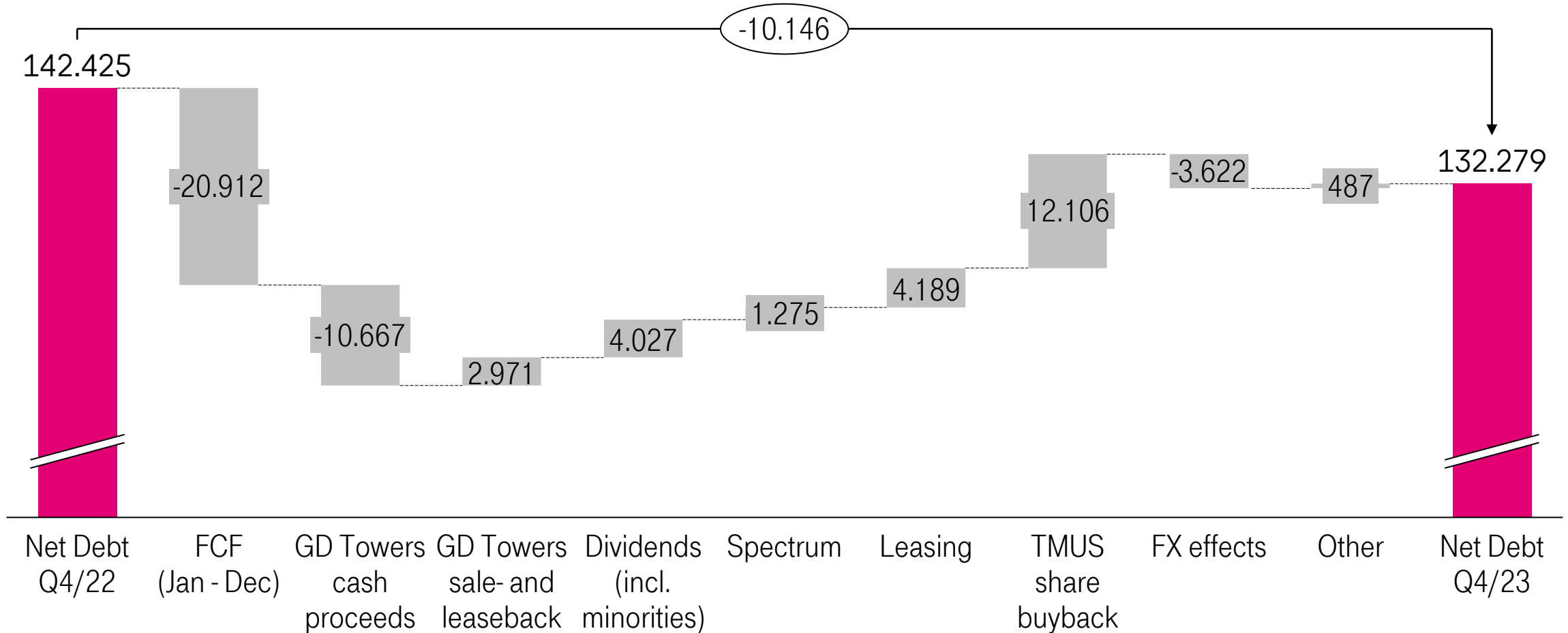


¹ TM US guidance is based on midpoint of US GAAP guidance of US\$31.4 – 32.0 bn adj. EBITDA; of US\$31.3 – 31.9 bn core adj. EBITDA and of US\$16.3 – 16.9 bn FCF. Guidance assumes a negative bridge of US\$-0.9 bn on adj. EBITDA and core adj. EBITDA upon translation into IFRS. Based on 1€ = US\$1.08. 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.

Net Debt development DT Group

Q4 2022 – Q4 2023 reconciliation

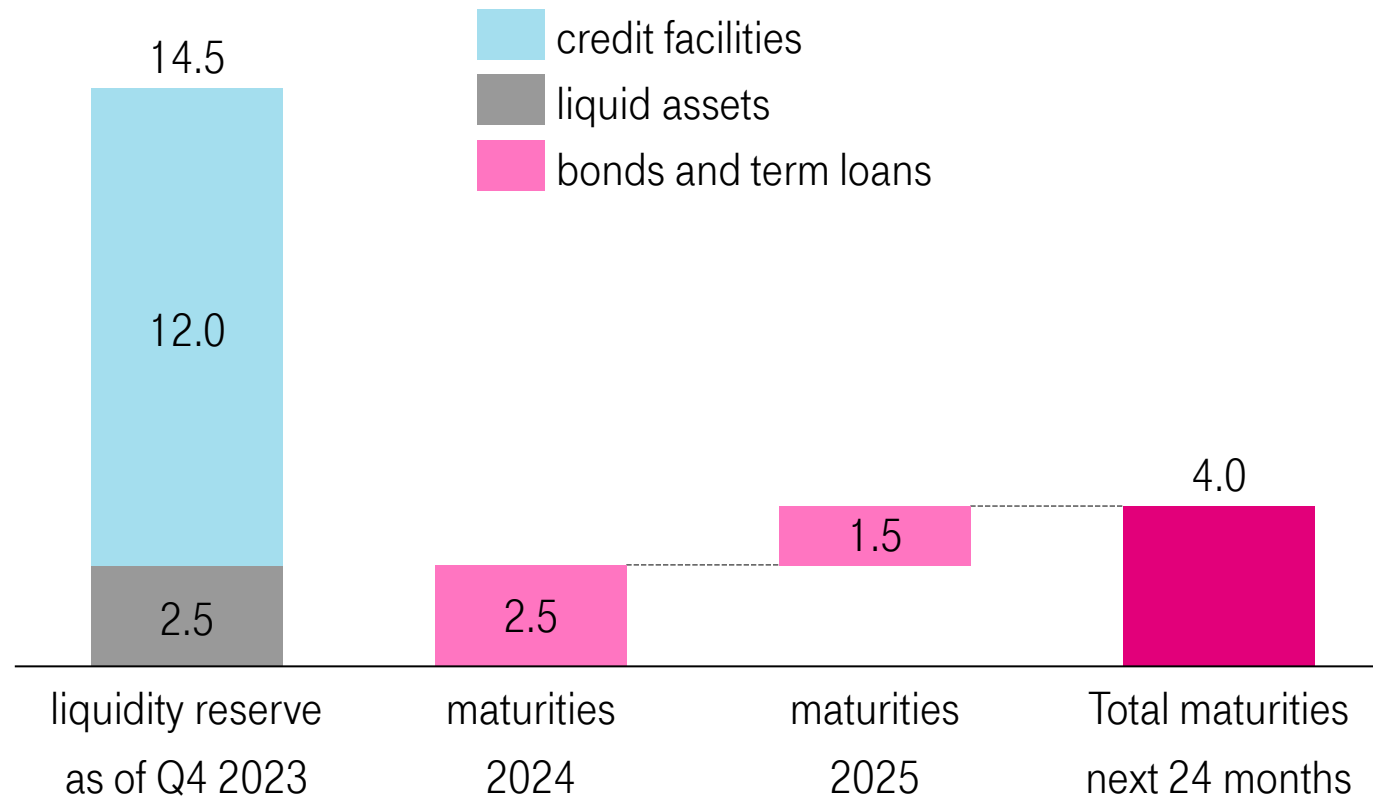
EUR mn



Liquidity profile DT Group excl. TMUS

strong liquidity as of December 31, 2023

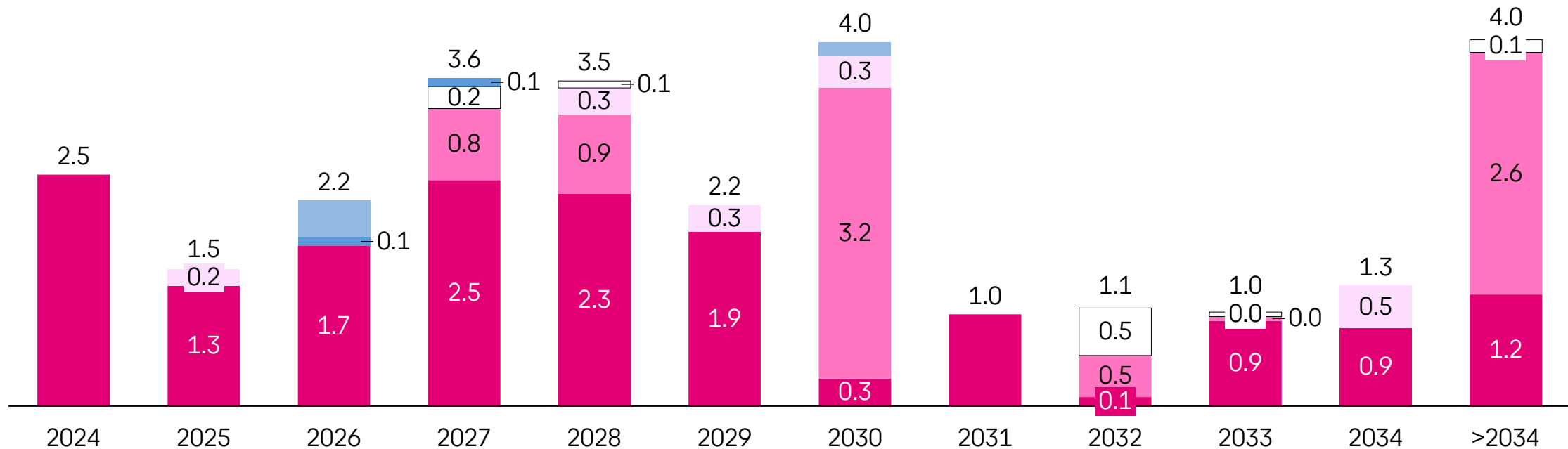
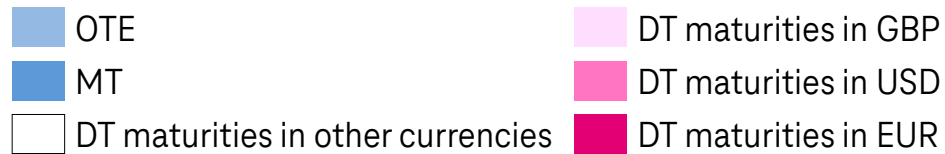
EUR bn



- EUR 12.0 bn bilateral credit lines available
- No bilateral lines drawn
- No CPs outstanding
- Maturities of the next 24 months covered

Maturity profile DT Group excl. TMUS as of December 31, 2023

EUR bn

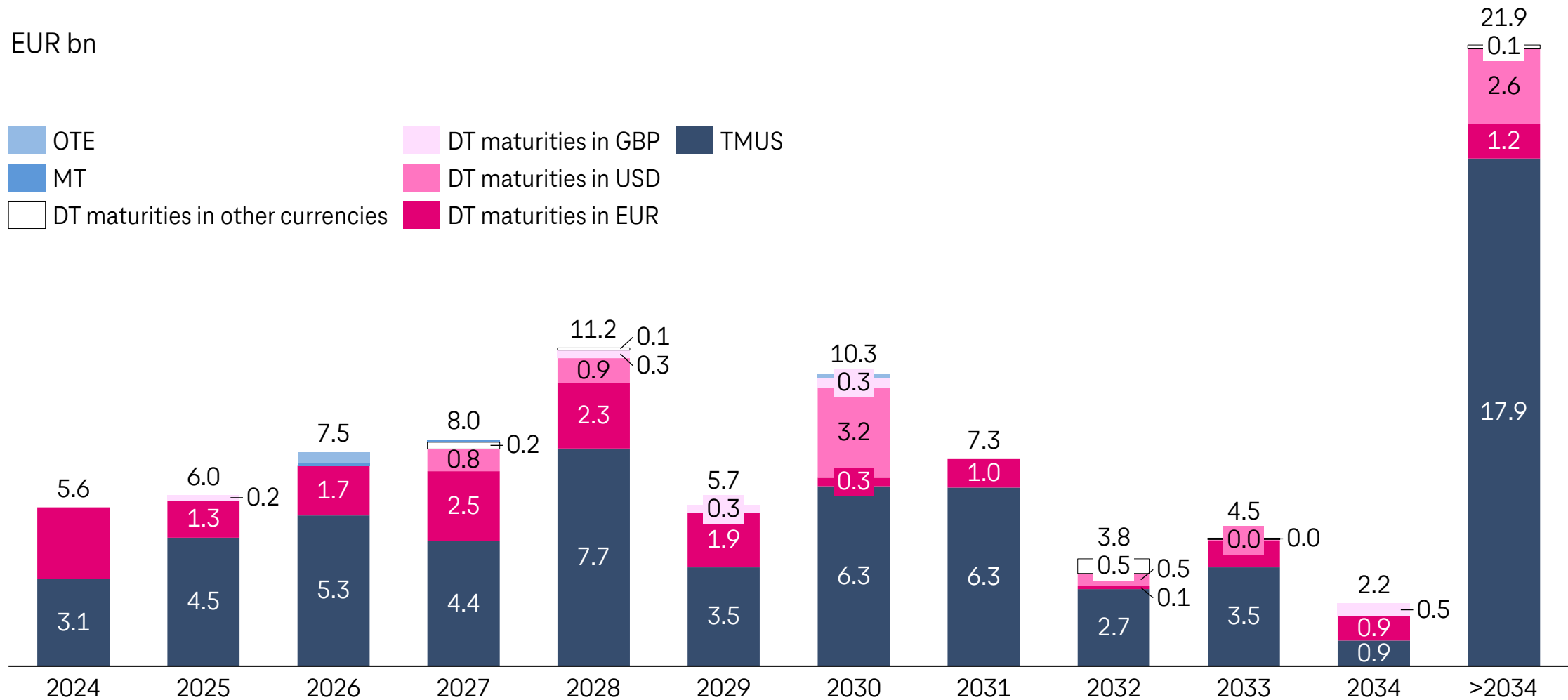


Furthermore, DT holds USD 1.5bn TMUS unsecured bonds

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

Maturity profile DT Group as of December 31, 2023

EUR bn



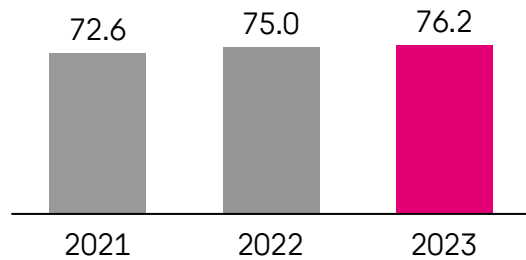
due to rounding differences: sum of single maturities per year ≠ total maturity per year

Society and Environment

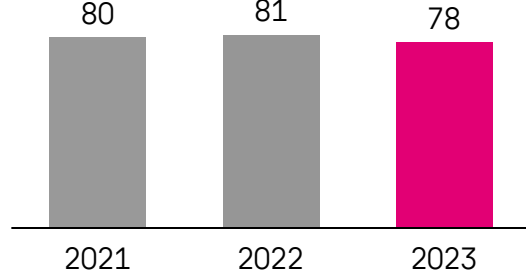
strong ESG performance; energy consumption reduced again

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

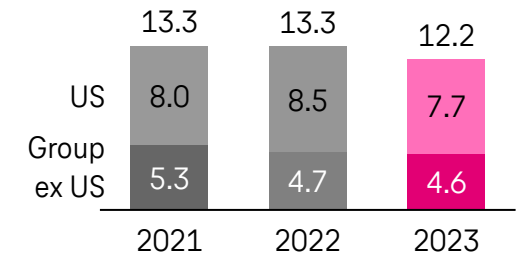
- Grand & Gold Effie for #NoHateSpeech Initiative
- DT is official partner of Special Olympics
- Community contribution €1.5 bn
- Nearly 6mn students connected as part of TMUS' education initiatives
- Share of Digital Experts now increased to 22%

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

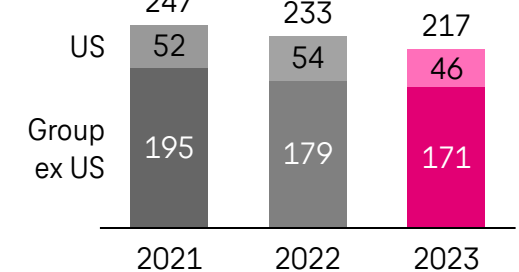
Environmental agenda

Energy consumption
mn MWh



CO₂e emissions (scope 1+2)

kt



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

Debt investor relations

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