Deutsche Telekom Q2 2025 results

August 7, 2025





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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.

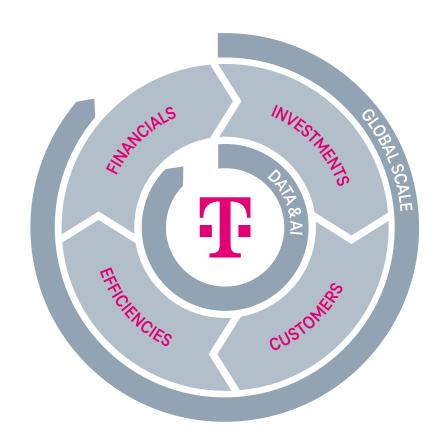
H1 2025 results Group

H1/25

consistent reliable growth

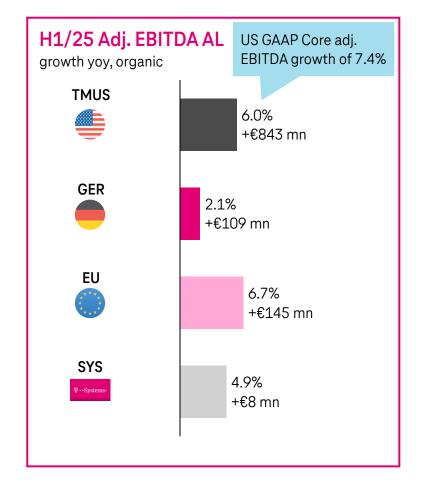
H1/2025 Highlights

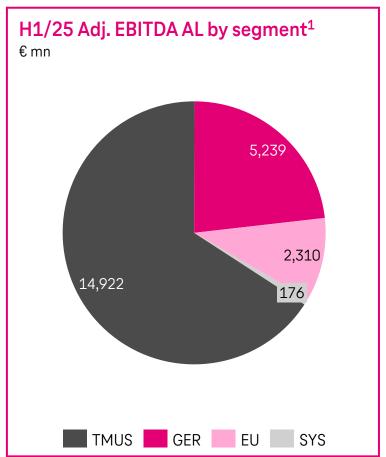
- Market leading customer and financial growth continues: H1 organic service revenues +3.7%, adj. EBITDA AL +5.2%, FCF AL +17.8%¹, adj. EPS +6.4%¹
- DT group guidance raised for the 2nd time, TMUS raises guidance for 2025 customer growth, EBITDA and FCF
- TMUS closes Metronet and UScellular transactions
- TMUS sells part of its 3.45GHz spectrum for US\$ 2 bn and agrees to sell its 800MHz spectrum
- DT's stake in TMUS reaches 52.1% as of July 18, 2025
- Sale of Telekom Romania Mobile approved by Romanian Competition Council
- S&P raises rating outlook from stable to positive
- Abdu Mudesir to follow Claudia Nemat as board member Technology

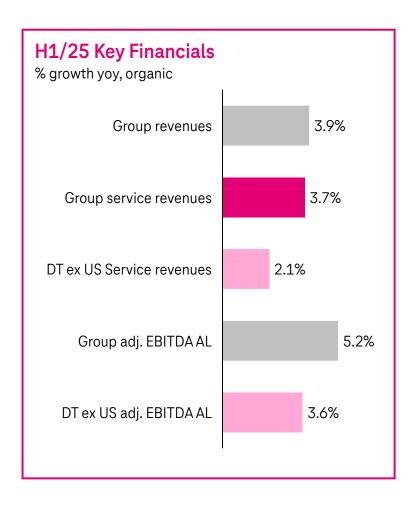


Financials H1/25 organic

strong organic growth



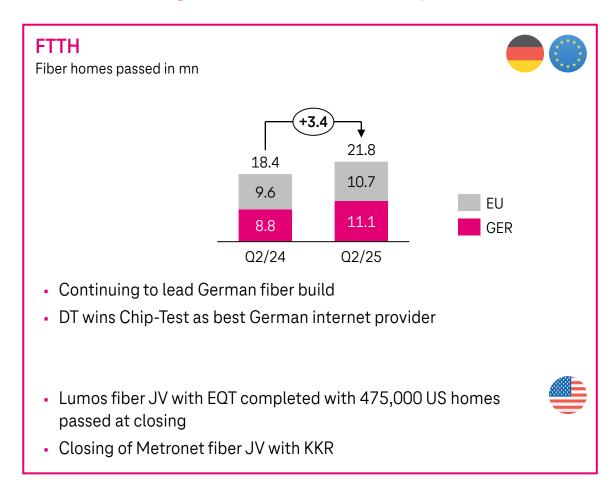


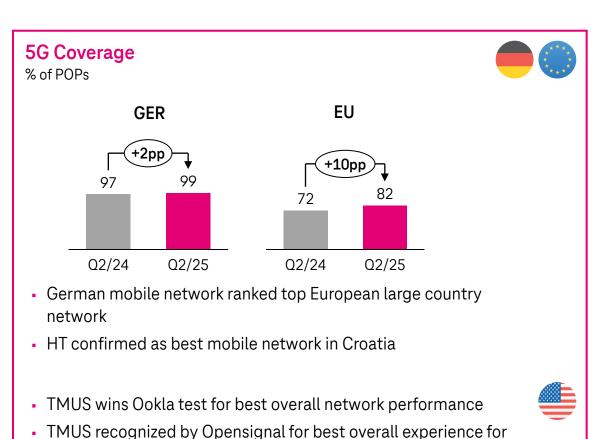


¹ Excl. GHS, GD & reconciliation (€ -351 mn). Group EBITDA AL € 22,297 mn.

Networks

extending our leadership





the fourth consecutive year

Al and Digital

accelerating the digital transformation with Al

Digital



- More than 16 mn users use our Apps
- Our Magenta Moments program keeps growing to 4.8 mn monthly active users
- Magenta Moments launch in Greece completed (July)
- Number of OneTV users increases to ~4.5 mn customers
- T-Life app in the US has over 75 mn installs
- About two thirds of TMUS consumer up-grades now occur via app



G&A

Our internal Alknowledge bot ("askT") is used by >30% of our German organization reducing search time up to 90%



Network

Mobile: AI RAN Guardian Agent monitors the RAN to detect and remediate degradations (up to 95% faster) moved to implementation in GER after successful MVP

Fiber: Al-based quality control in fiber rollout launched in GER which identifies issues in civil engineering (e.g. incorrectly installed fiber ducts)



IT

IT DevOps: Al coding accelerates and successfully increases Al-created lines of code to ~10%.

Al tools boosts our overall engineering capacity by more than 3%¹ in both Al4Development and Al4Ops areas



Sales & Service

Customer interaction:

Al driven "FragMagenta" Chatbot delivers on a constantly high level with a >50% solution rate in H1. Overall, "FragMagenta" Chat & Voice relief pressure from our service agents by deflecting 1,6 mn calls in H1.

1st wave of features to support agents with automated call documentation launched.

Customers





B2C:

- MagentaAI now rolled out to 3 additional markets (PL, HU, ME) in Q2, CZ was added this month and AT and SK to follow until August
- Launching DT's Al Phone across European footprint



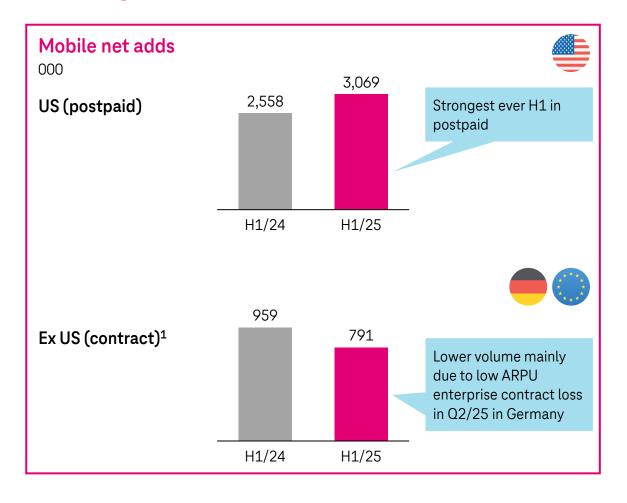
R2R

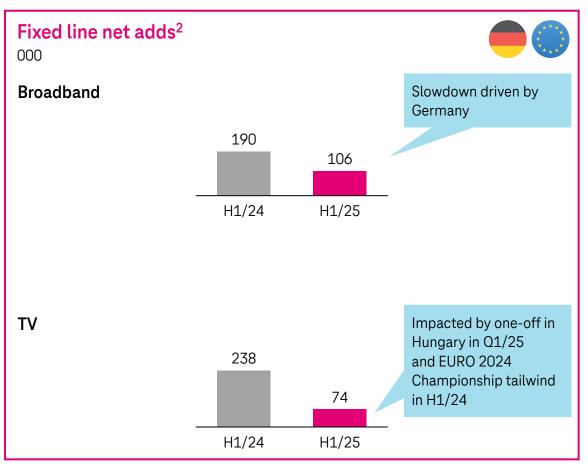
- Building on AI Foundation Services we drive agentic AI to our customers and enable physical and edge AI
- Partnership with NVIDIA announced to build Europe's first Industrial AI Factory with 10k GPUs going live in 01/26

¹ Overall engineering capacity uplift captures full-cycle gains across AI4Dev & AI4Ops, measured as hours saved vs. total developer hours in DTIT

Customer Growth

stronger in mobile, weaker in fixed

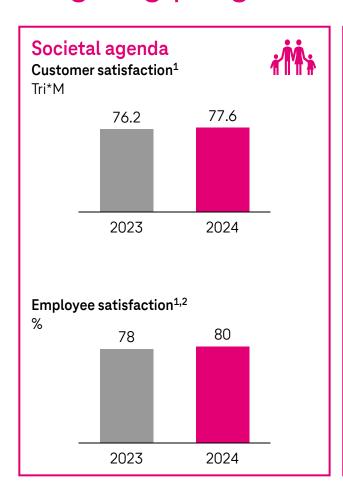




¹ GER + EU. GER: own brand only. ² GER + EU.

Society and Environment

Ongoing progress with our ESG ambitions



Environment

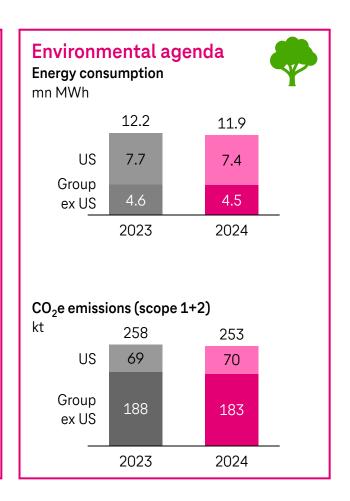
H1 Energy consumption ex US -1% yoy (group +1%)

Society

- Launch of cooperation between Telekom & Malteser for conversations against loneliness in Germany as "Plaudernetz"
- NEW spot against hate speech & incitement "Open your eyes"

Governance

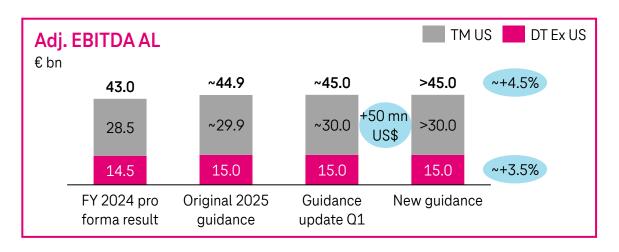
- Re-launch of CR report alongside the first Annual Report in line with CSRD requirements
- DT has once again been awarded the title of CDP Supplier Engagement Leader – A-List
- Deutsche Telekom is launching a campaign to empower Generation Z in data protection #OwnYourWorld

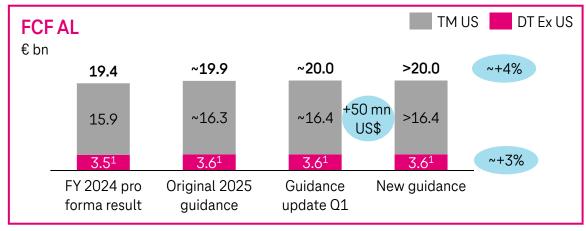


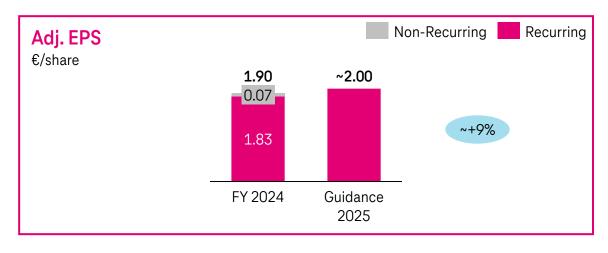
¹ DT ex US. ² Positive answer on employee/pulse survey question: "How do you feel at our company".

Guidance 2025

guidance raised again for adj. EBITDA AL and FCF AL







F/X

Guidance remains on 1.08 f/x rate vs. US\$

TMUS

 2025 TM US guidance is based on midpoint of new US GAAP guidance of US\$33.3 – 33.7 bn Core adj. EBITDA; and of US\$17.6 – 18.0 bn FCF

GAAP to IFRS EBITDA bridge

Guidance includes around US\$ -1 bn GAAP to IFRS EBITDA bridge (2024: US\$ -1 bn)

¹DT ex US FCF AL included €0.2 bn of cash returns related to the tower transaction in 2024. 2025 assumes €0.1 bn of cash returns related to the tower transaction and continues to exclude any received TMUS dividends.

Q2 2025 results

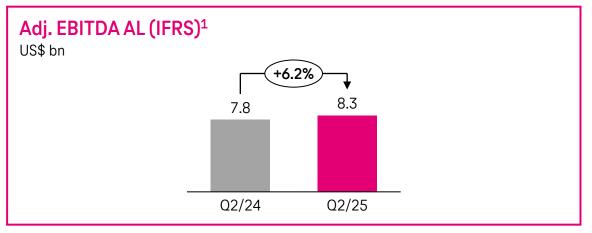
Review of segments and financials

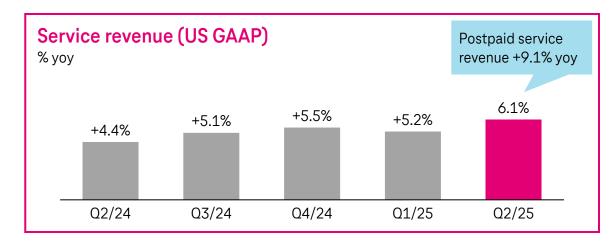
T-Mobile US

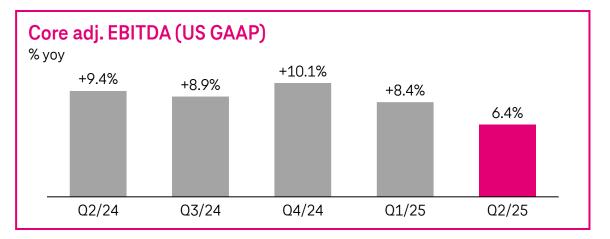
industry leading financial growth









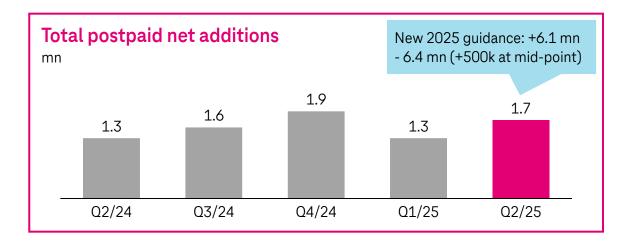


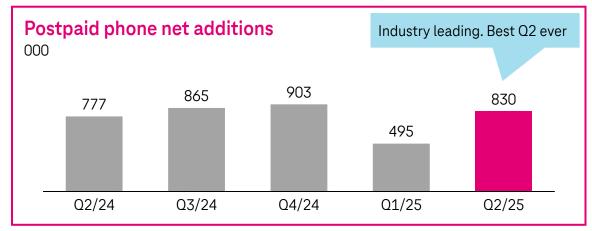
¹ For IFRS bridge please refer to appendix.

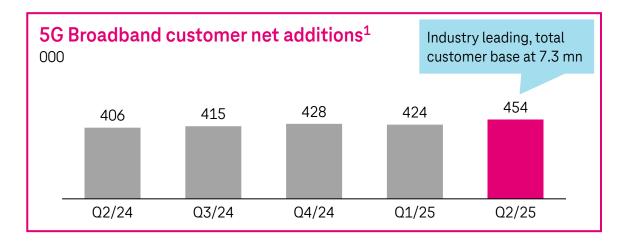
T-Mobile US

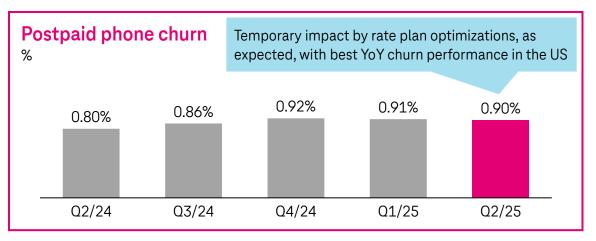
record quarter for net additions







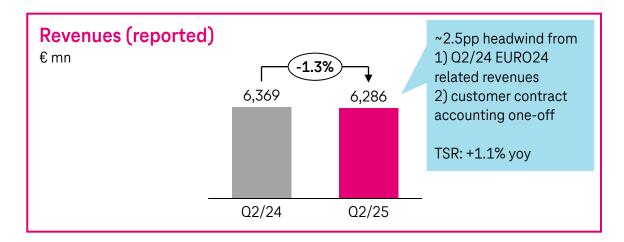


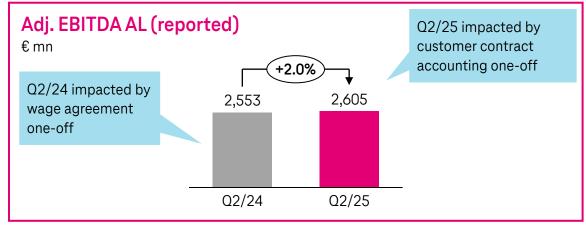


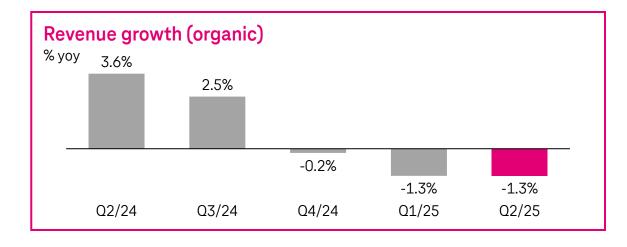
¹ Postpaid + Prepaid.

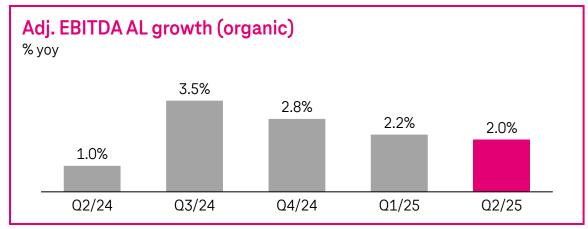
35th consecutive quarter of EBITDA growth



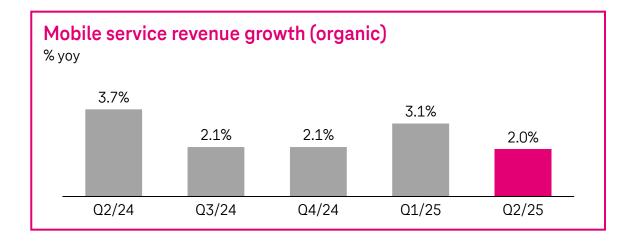


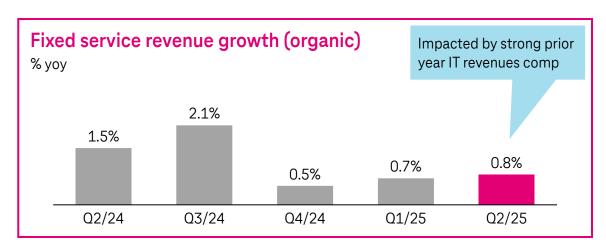


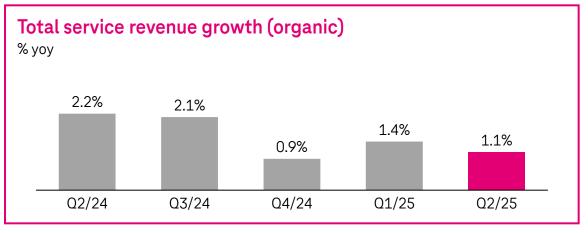




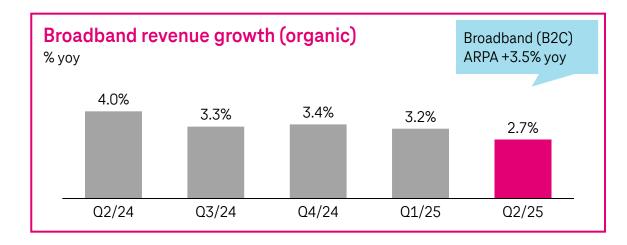
service revenues impacted by phasing

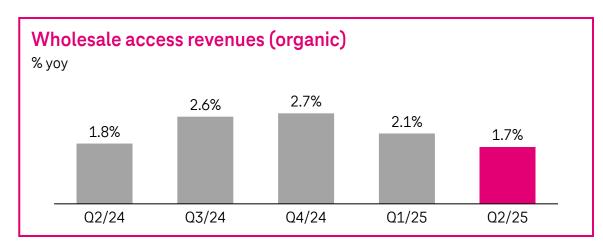


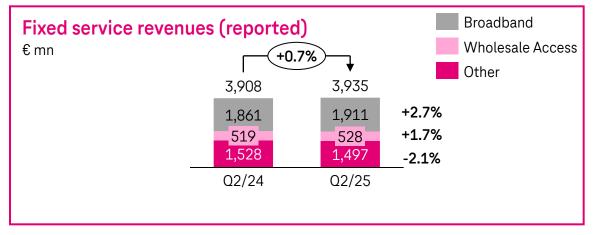




fixed revenues: growth in broadband and wholesale access

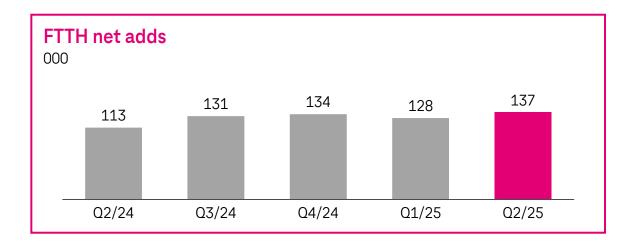


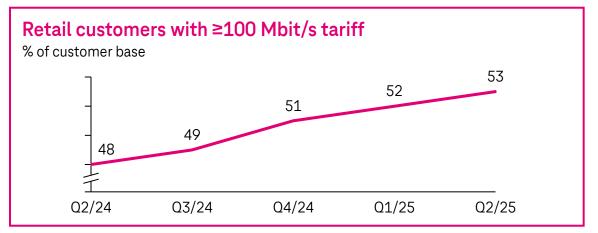


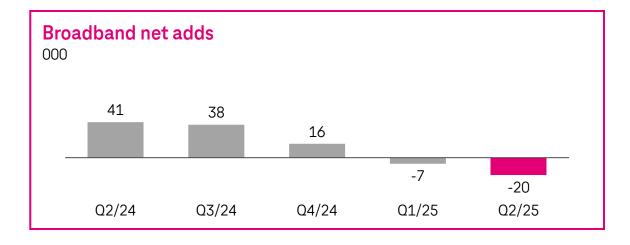


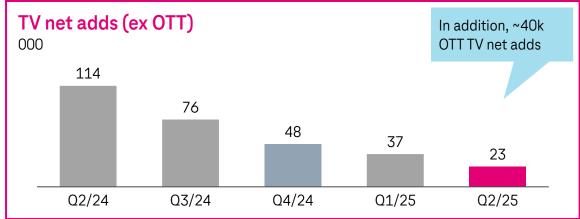
fixed KPIs: FTTH upselling continues



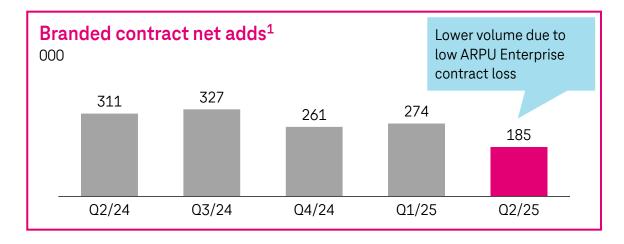


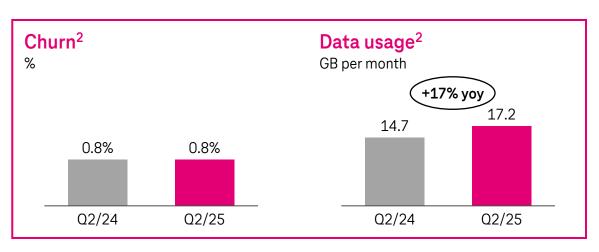


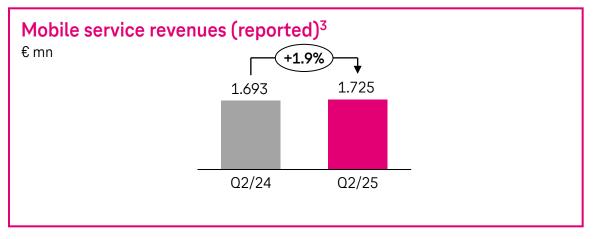




mobile KPIs: strong customer growth in a competitive market





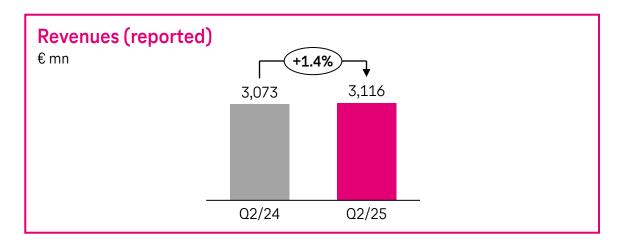


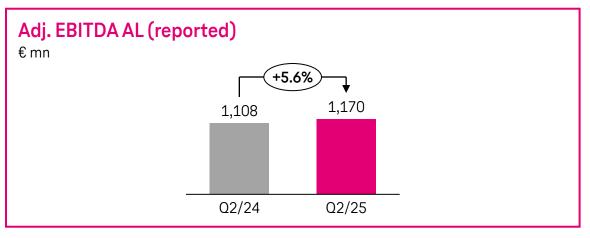
¹ Own branded retail customers excl. multibrand, consumer IoT and "Schnellstarter". ² Of B2C T-branded contract customers. ³ Organic growth of +2.0%, due to re-allocation of 2 mn of revenue in Q2/24.

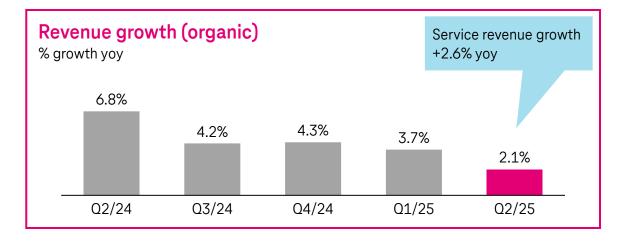
Europe

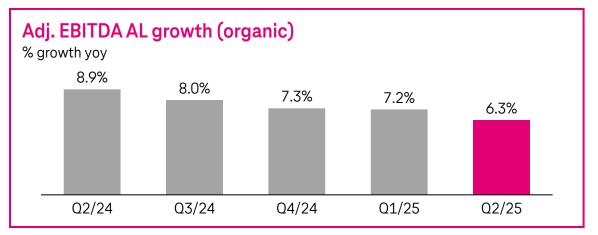
30th consecutive quarter of organic EBITDA growth







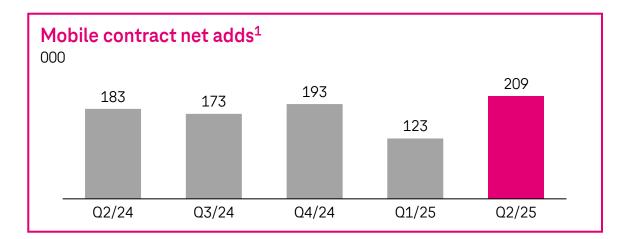


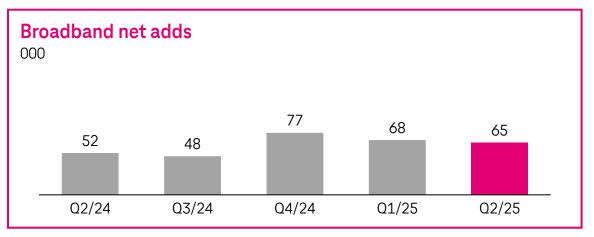


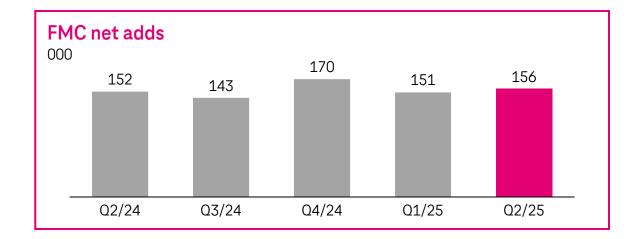
Europe

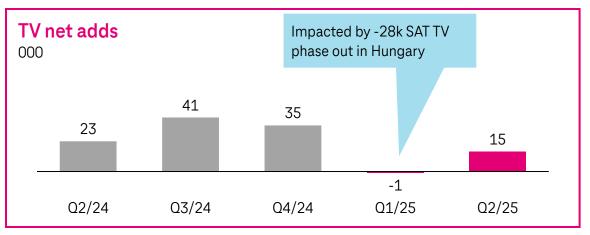
strong commercial performance continues







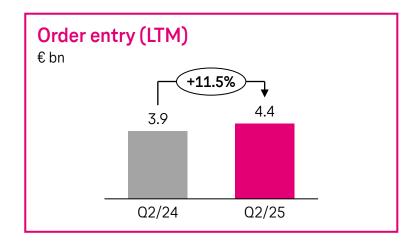


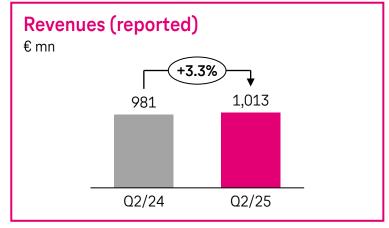


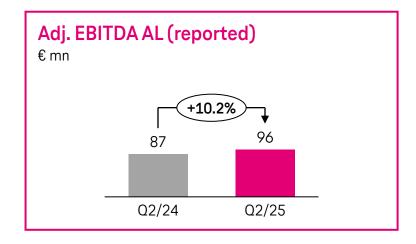
¹ Mobile contract: Minor reclassification of Customers from Contract to Prepaid in PL. 2024 numbers have been restated by +5k in FY 2024.

Systems Solutions

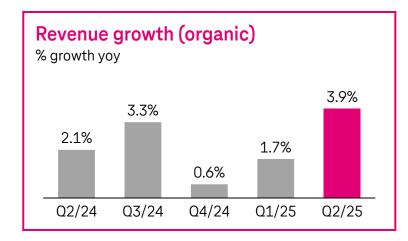
strong growth in order entry, revenue, and profitability

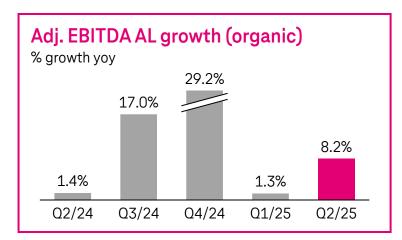






- Strong growth in order entry and revenue due to Cloud, Digital and Road Charging.
- Public sector gaining importance
- On track for 2025 and CMD targets





Financials Q2/25 reported impacted by f/x and phasing

02

€mn

	2024	2025	Change	2024	2025	Change	
Revenue	28,394	28,671	+1.0%	56,337	58,427	+3.7%	
Service revenues	24,088	24,384	+1.2%	47,573	49,341	+3.7%	
Adj. EBITDA AL	10,819	10,999	+1.7%	21,292	22,297	+4.7%	
Adj. EBITDA AL (excl. US)	3,582	3,701	+3.3%	7,123	7,375	+3.5%	
Adj. Net profit	2,477	2,504	+1.1%	4,716	4,947	+4.9%	

H1

Q2 organic growth of 4.0%

Q2 organic growth of 4.0%

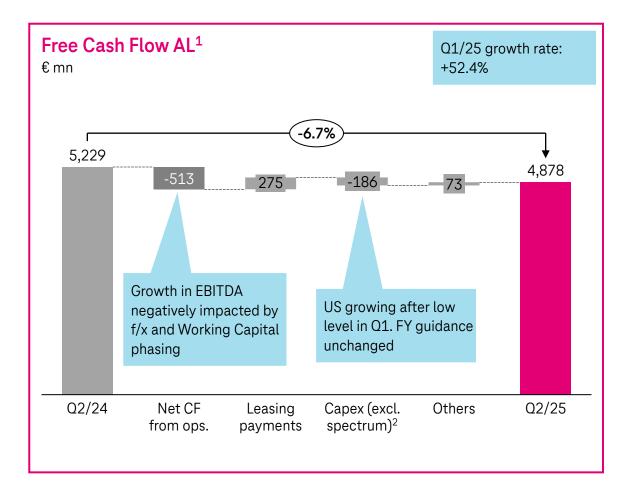
Q2 organic growth of 5.0%

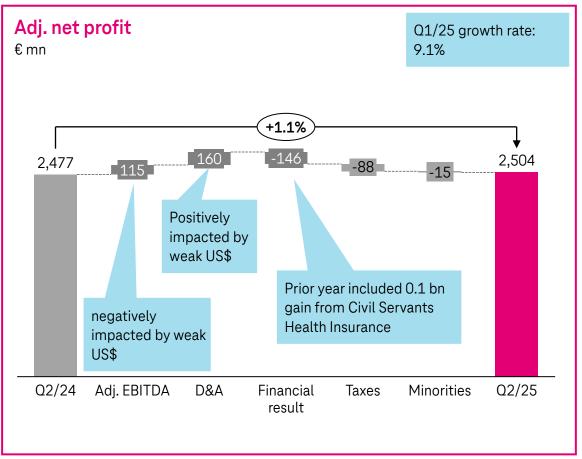
H1 recurring adj. EPS growth of 9.8%

^{+4.7%} +3.5% +4.9% 2,088 +25.2% Net profit 2,615 4,070 5,460 +34.1% Adj. EPS (in €) 0.51 +2.5% +6.4% 0.50 0.95 1.01 Free cash flow AL1 5,229 -6.7% 17.8% 4,878 8,938 10,528 Cash capex¹ +5.1% 8,213 -1.6% 3,684 3,870 8,345 Net debt excl. leases (AL) 92,982 -4.2% 92,982 97,085 97,085 -4.2% Net debt incl. leases (IFRS 16) 135,125 126,535 -6.4% 135,125 126,535 -6.4%

¹ Free cash flow AL before dividend and before spectrum investments. Cash capex before spectrum investment. Spectrum: Q2/25: €854 mn, H1/25: €992 mn, Q2/24: €175 mn, H1/24: -232 mn.

FCF AL and adj. net profit impacted by phasing and f/x

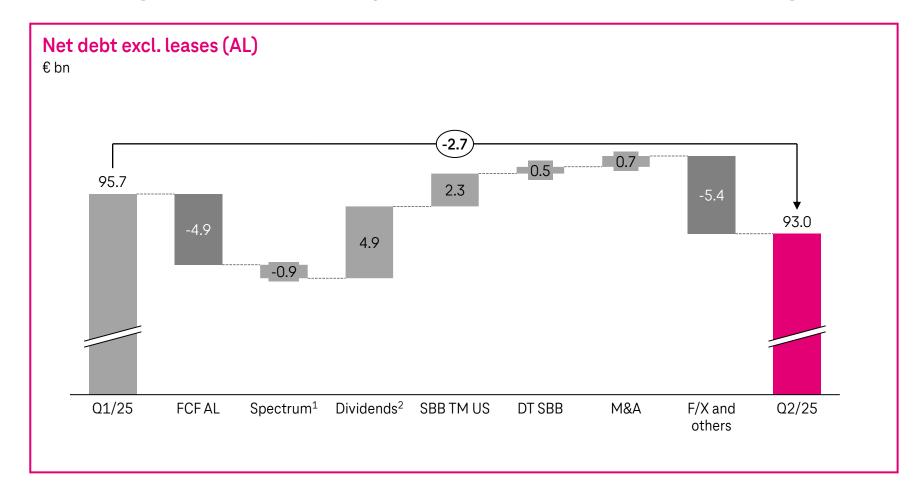


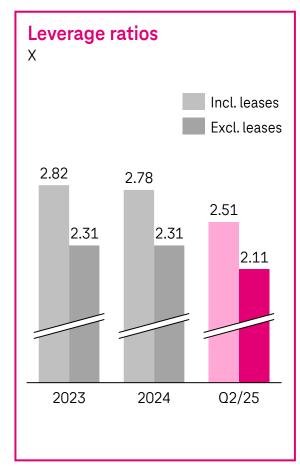


¹ Free cash flow and FCF AL before dividend payments and spectrum investment. ² Spectrum: Q2/25: €854 mn, Q2/24: €175 mn.

Net debt

leverage comfortably in corridor due to strong FCF and f/x





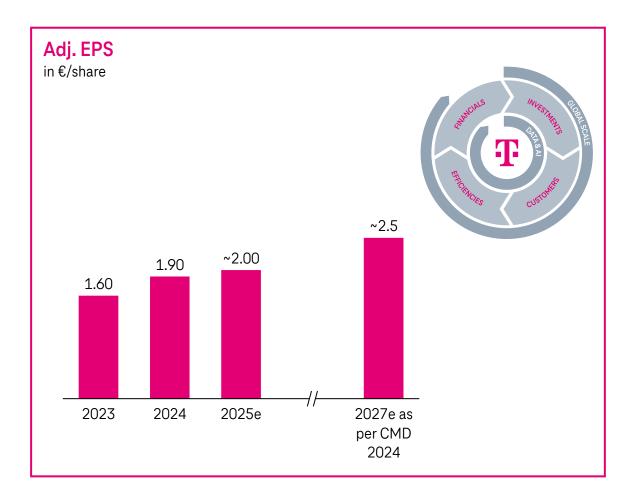
¹ Includes cash inflow from sale of spectrum in the US. ² Includes dividends of subsidiaries.

H1 2025 results

Main takeaways

H1/25 Key messages consistent reliable growth

- Consistent reliable growth, despite some headwinds in Germany
- On track for FY25 and CMD 2023–27 guidance
- Extending network leadership on both sides of the Atlantic
- Record customer growth and guidance upgrade in the US
- New growth opportunities from successful M&A transactions in the US
- Strong progress with A.I.-powered digitization; on track for efficiency targets
- Leverage well within comfort zone. DT's TMUS stake at 52.1%



Q2 2025 resultsAppendix

Organic growth rates

In %	Q2/25 over Q2/24	H1/25 over H1/24
Group revenues	+4.0	+3.9
Group service revenue	+4.0	+3.7
Service revenue DT ex US	+1.7	+2.1
Group Adj. EBITDA AL	+5.0	+5.2
Adj. EBITDA AL DT ex US	+3.4	+3.6
Group Core adj. EBITDA AL ¹	+5.2	+5.4

¹ Adj. EBITDA AL excl. TMUS handset leases.

FCF AL excl. US¹ well on track for FY guidance

€bn	H1 2024	H1 2025
Adj. EBITDA	7.9	8.1
Leasing opex	-0.8	-0.7
Adj. EBITDA AL	7.1	7.4
Cash Capex	-4.0	-3.8
Proceeds from sale of fixed assets	+0.0	+0.1
Special Factors Cash	-0.6	-0.6
Interest ex leasing	-0.6	-0.6
Cash Taxes	-0.6	-0.4
Other (working capital etc.)	+0.5	+0.2
FCFAL	1.8	2.3

¹ Includes cash returns related to tower transaction. Excludes TMUS dividend receipts.

Guidance 2025

current guidance compared to consensus

€bn	Guidance 2025 in € @ 1.08	Guidance 2025 in € @ 1.13 (Cons. f/x)	Consensus in € @ 1.13
Adj. EBITDA AL Group	>45.0	>43.7	44.0
thereof ex US	15.0	15.0	15.1
thereofTMUS	>30.0	>28.7	28.9
FCFAL	>20.0	>19.3	19.4
thereof ex US	3.6 ¹	3.6 ¹	3.6
thereofTMUS	>16.4	>15.7	15.7 ²
Adj. EPS in €	~2.00		1.99

¹ Includes €0.1 bn of cash returns related to tower transaction. ² Calculated by using the DT pre-results Group consensus of €19,359 bn and subtracting ex US contribution of €3,630.

Balance sheet solid across the board

€bn	30/06/2024	30/09/2024	31/12/2024	31/03/2025	30/06/2025
Balance sheet total	296.0	288.6	304.9	305.0	281.5
Shareholders' equity	92.4	92.4	98.6	97.8	89.7
Net debt excl. leases (AL)	97.1	92.5	99.3	95.7	93.0
Net debt excl. leases (AL)/adj. EBITDA AL ¹	2.32	2.18	2.31	2.18	2.11
Net debt incl. leases (IFRS 16)	135.1	128.7	137.3	131.9	126.5
Net debt incl. leases IFRS 16/adj. EBITDA ¹	2.81	2.64	2.78	2.63	2.51
Equity ratio	31.2%	32.0%	32.3%	32.1%	31.9%

Comfort zone ratios

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

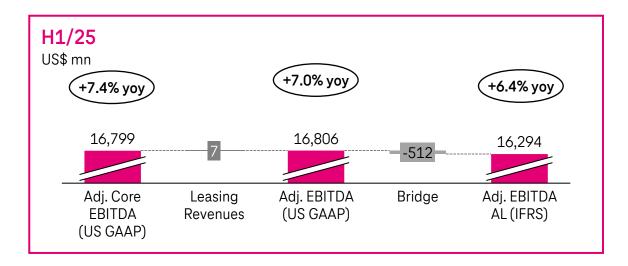
Current rating

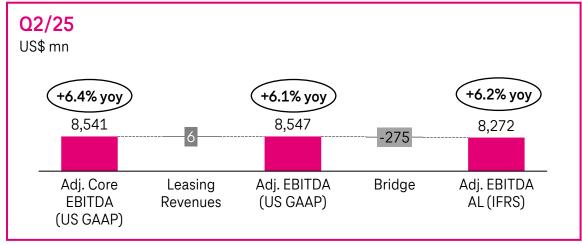
Fitch:	BBB+	stable outlook
Moody's:	Baa1	positive outlook
S&P:	BBB+	positive outlook

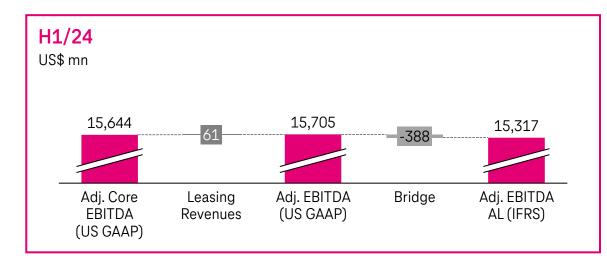
¹ Ratios for the interim quarters calculated on the basis of previous 4 quarters.

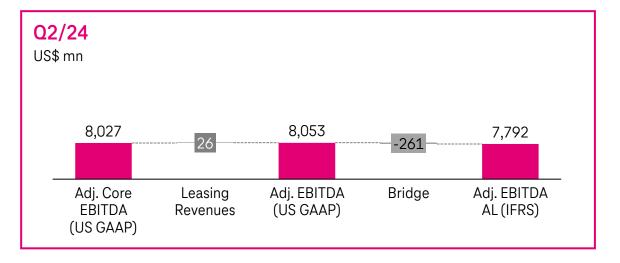
TMUS

EBITDA reconciliation



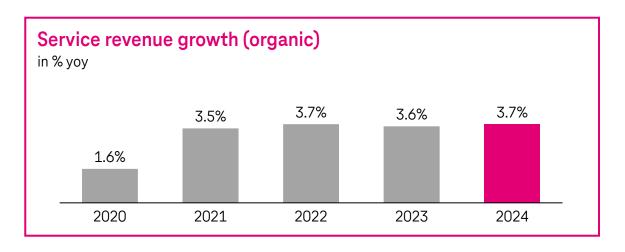


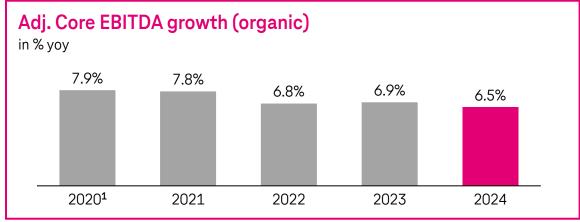


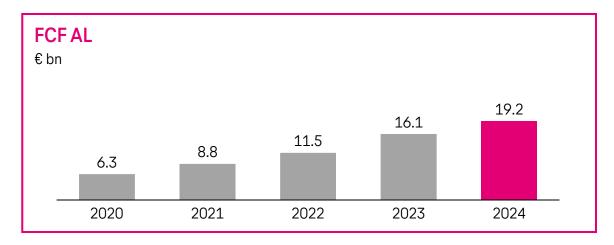


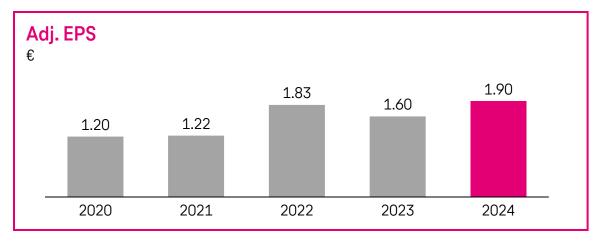
DT Group

consistent financial growth over the last 5 years





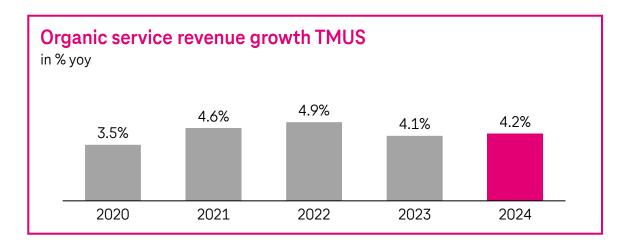


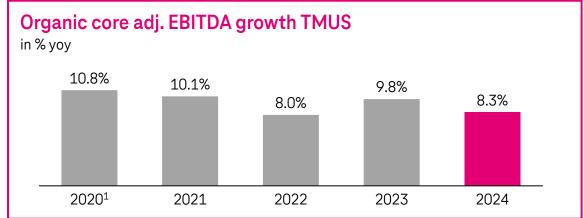


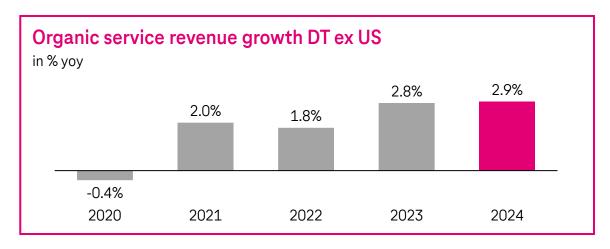
2020: Adj. EBITDA AL

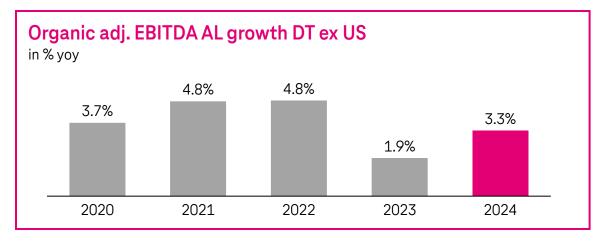
DT Group ex US & TMUS financials

growth on both sides of the Atlantic





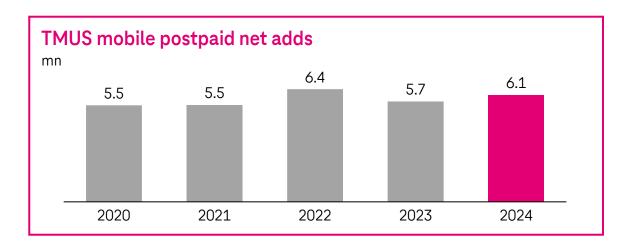


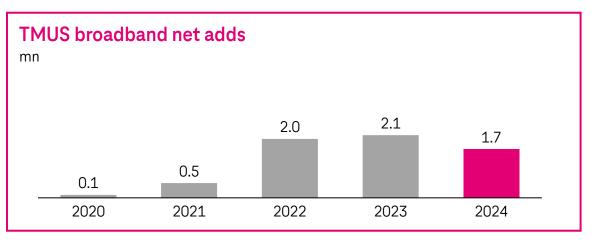


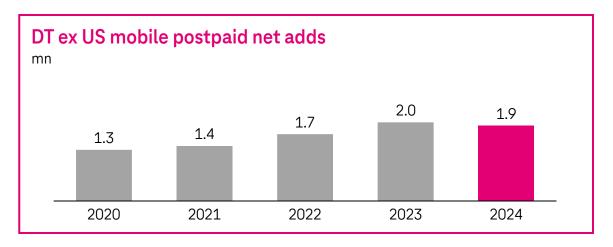
2020: Adj. EBITDA AL

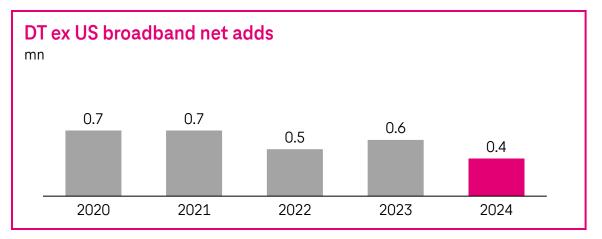
DT Group

consistent customer growth over the last 5 years



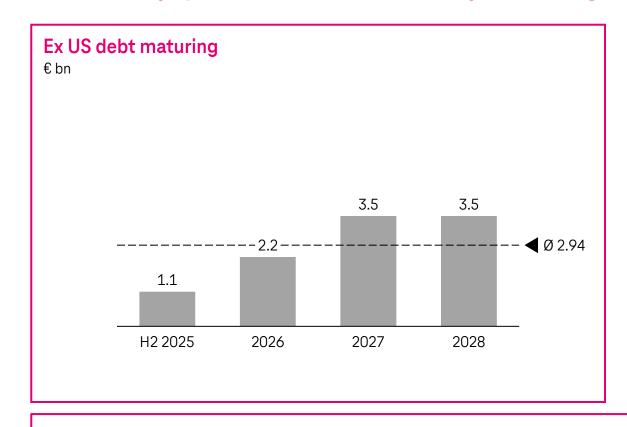


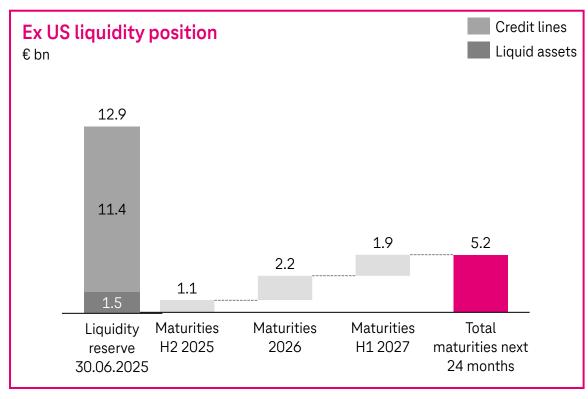




Financials

maturity profile covered by strong liquidity reserve





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

Outlook 2025/26 as per annual report 2024 (1/2)1

€bn	2024 pro forma	2025e	2026e
Revenue Group	115.9	Increase	Increase
Germany	25.7	Slight increase	Slight increase
US (in US\$)	81.3	Increase	Increase
Europe	12.3	Increase	Increase
Systems Solutions	4.0	Slight increase	Slight increase
Service Revs Group	96.7	Increase	Increase
Germany	22.5	Slight increase	Slight increase
US (in US\$)	66.3	Increase	Increase
Europe	10.2	Increase	Increase
Systems Solutions	3.9	Slight Increase	Slight Increase
Adj. EBITDA AL Group	43.0	~44.9	Strong Increase
Germany	10.5	10.8	Increase
US (in US\$)	30.9	32.3	Strong increase
Europe	4.4	4.6	Increase
Systems Solutions	0.4	0.4	Increase

¹ See annual report 2024 for additional details.

Outlook 2025/26 as per annual report 2024 (2/2)1

€bn	2024 pro forma	2025e	2026e
Cash Capex Group	16.0	~17.1	Stable
Germany	4.8	Stable	Slight increase
US (in US\$)	8.9	Increase	Stable
Europe	1.9	Slight increase	Slight increase
Systems Solutions	0.2	Stable	Stable
FCF AL Group	19.2	~19.9	Increase
Adj. EPS in €	1.90	~2.00	Strong increase
Net debt/adj. EBITDA	2.78x	≤2.75x	≤2.75x

¹ See annual report 2024 for additional details.

Investor + Analyst Webcast with Q&A session

The conference call will be held on August 7 at 14:00 CEST, 13:00 GMT, 08:00 EDT, 05:00 PDT, 21:00 JST

DT Participants: <u>Tim Höttges</u> (CEO), <u>Christian Illek</u> (CFO), <u>Hannes Wittig</u> (Head of IR)





- Live webcast
- Instant replay
- Available on all devices

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

→ Presentation → 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)



https://dtag-public.webex.com/dtag-public-de/j.php?MTID=mbc1e7fc504494903a9bfdef0e3b294cb

Password: Q2RESULTS

To ask a question, click the "lift hand" function. If you would like to cancel your question, click it again.



DE +49-619-6781-9736, UK +44-20-7660-8149,

US +1-650-215-5226

Meeting-ID: 2782 652 9248

To ask a question, press "star 3". If you would like to cancel your question, press "star 3" again.

Further questions

please contact the IR department





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Individutal contact details for all IR representatives:

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