

Preliminary results

H1 2022

27 July 2022



Markus Haas

CEO



Markus Rolle

CFO

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Preliminary results
Strategic Update







Markus Haas
CEO

Delivering on our strategy - expanding FY22 OIBDA outlook





Focused execution supported by our *Investment for Growth* programme

Strategy

-  Mobile Growth
-  B2B Attack
-  Smart Bundling
-  ESG leadership



Delivery

-  **MSR**
Growing profitable
-  **SME**
Driving momentum
-  **Households**
Increasing penetration
-  **Responsible Business Plan 2025**
Executing ambitious plan

Achieving strong H1 22 results

Sustained commercial traction & financial performance

Customers

+661k

Postpaid Net Adds

1.0%

O₂ Postpaid Churn

Strong NPS

O₂ Brand

Celebrating
20 years

O₂

Financials

+5.5%

Revenues

+4.9%

OIBDA¹

14.1%

C/S

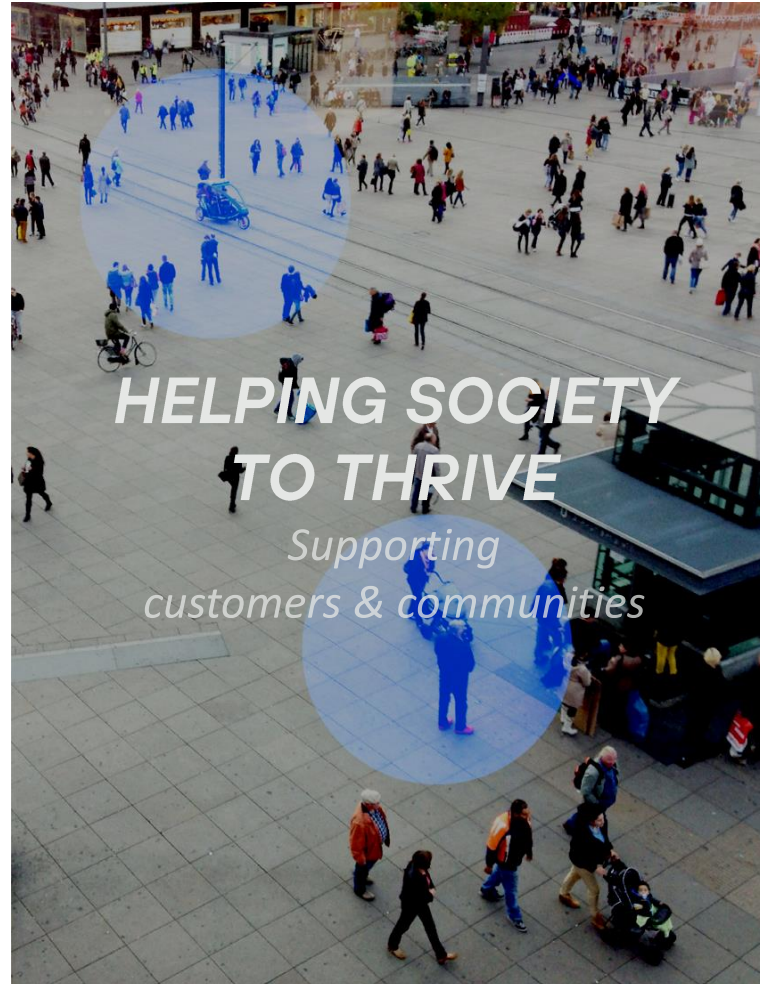
¹ Adjusted for exceptional effects

Delivering on our ESG commitments

Promoting a sustainable digital future for society

Responsible Business Plan 2025

Shaping
sustainable digitalisation
and transformation
of future economy
and society



Achievements

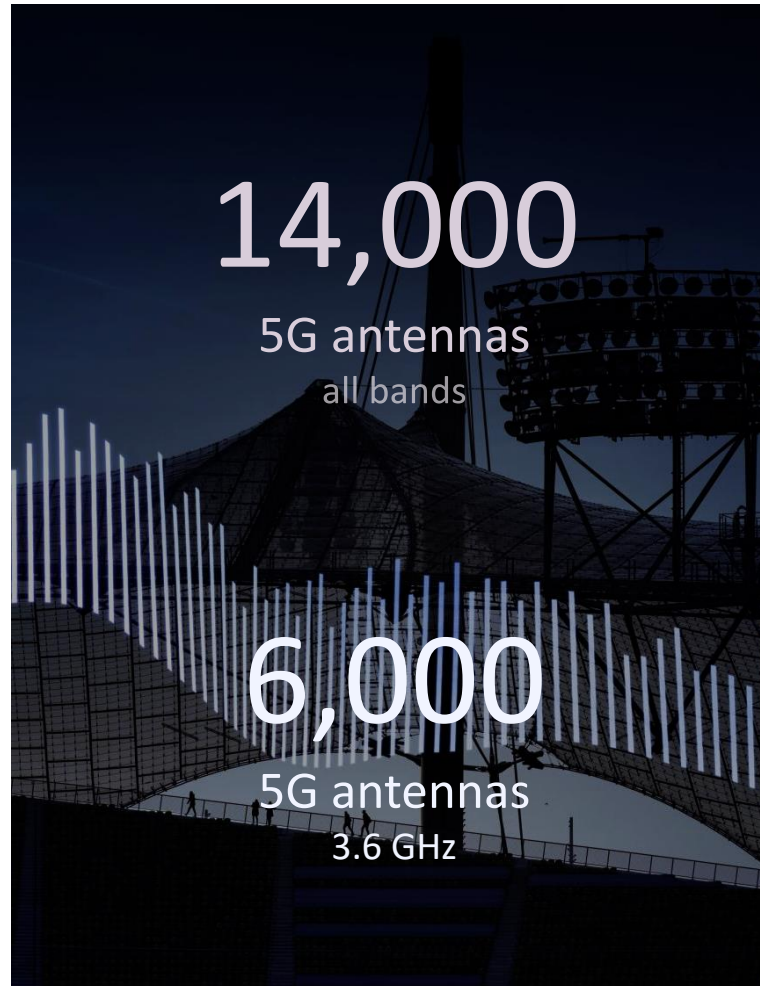
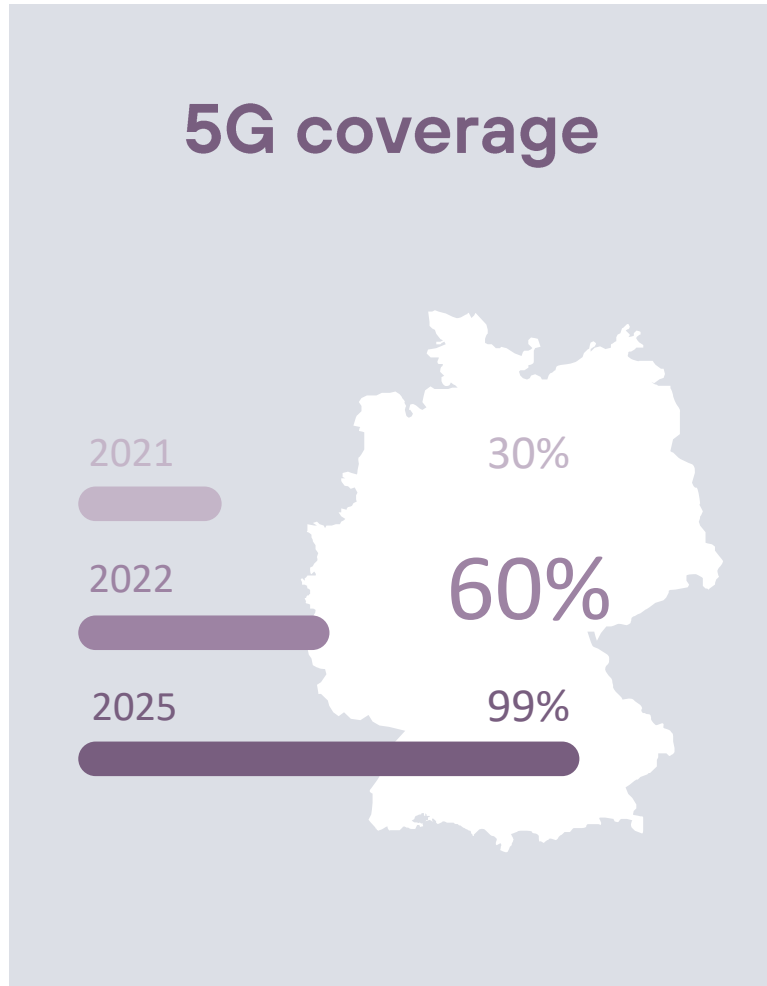
Support for Ukraine
Volunteering day for refugees

Social programmes
3rd 'German digital day' @BASECAMP
in Berlin to promote digital literacy

Environmental weeks
Contribution to local
environmental protection

Accelerating 5G rollout

Raised ambition to 60% coverage by YE22 within unchanged Capex envelope



Two covers of the 'connect' magazine. The left cover is for O2, issue 'Heft 8/2022', and the right cover is for Telefonía, issue 'Heft 1/2022'. Both covers feature the 'SEHR GUT' (Very Good) rating from the 'FESTNETZTEST BUNDESWEITE ANBIETER' and 'MOBILFUNK UND 5G-NETZTEST' categories.

Network parity

Marketing of 1Gbit/s portfolio

Expanding FY22 OIBDA outlook

Supported by strong H1 22 results

Previous FY22 Outlook

Low single digit % growth
incl. regulatory headwinds of EUR 70-80m

**Low single digit % growth
w/ margin expansion**
incl. regulatory headwinds of EUR 15-20m

14 – 15%

Revenues

OIBDA¹

C/S

Updated FY22 Outlook

Low single digit % growth
incl. regulatory headwinds of EUR 70-80m

**Low to low mid-single digit % growth
w/ margin expansion**
incl. regulatory headwinds of EUR 15-20m

14 – 15%

¹ Adjusted for exceptional effects

Preliminary results
Financial Update



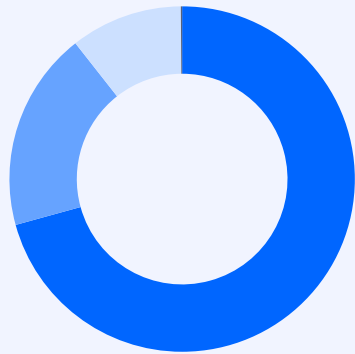
Markus Rolle
CFO

Pursuing revenue growth path

Driven by sustained MSR momentum on core business strength

Q2 Revenues

+5.8%
2,003 EURm



● MSR ● Handset ● Fixed ● Other



Growth

+2.3%
MSR¹

+24.1%
Handsets

+2.5%
Retail FBB

¹ Underlying MSR +3.4%

Continuing strong commercial momentum

Celebrating 20th anniversary of O₂ brand

Mobile

+374k

Postpaid Net Adds

0.8%

O₂ Postpaid Churn

-0.7%¹ yoy

O₂ Postpaid ARPU

¹ Underling ARPU +0.4%



Fixed

+5k

Fixed Net Adds

1.1%

Fixed Churn

+2.1% yoy

Fixed ARPU

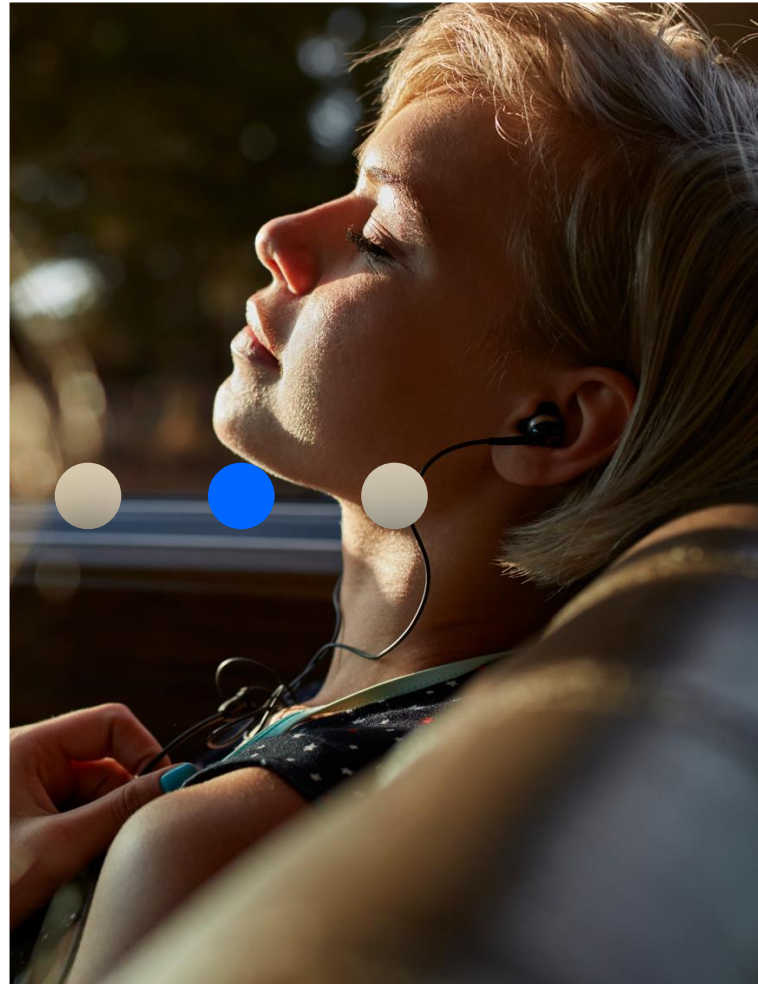
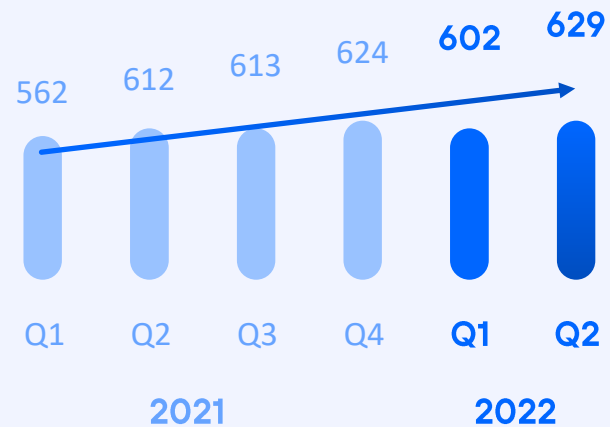
Growing OIBDA due to improved MSR & continued efficiency gains

Free Cashflow with usual seasonality

OIBDA¹

+2.7%
yoy

31.4%
Margin



Free Cashflow

1,229 EURm
OIBDA YTD

556 EURm
CAPEX YTD

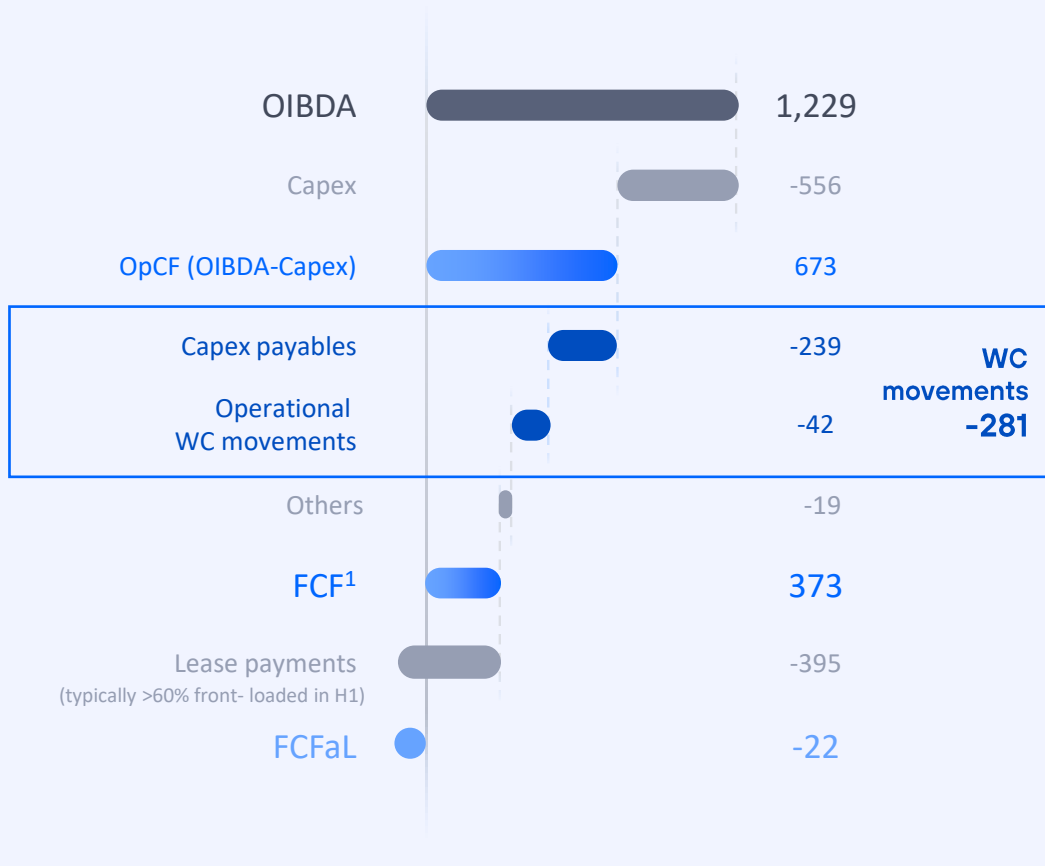
373 EURm
FCF² YTD

-22 EURm
FCFaL YTD

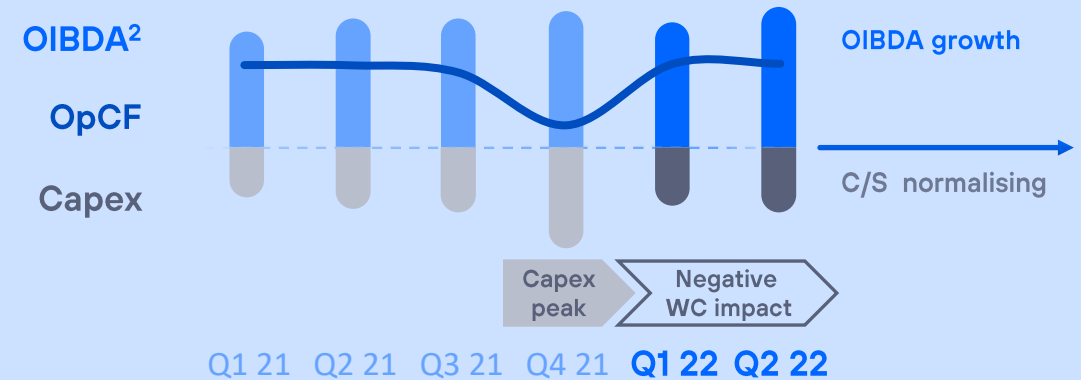
Producing stable OpCF during investment phase

Well on track for strong FCF generation

FCF H1 22 (EURm)



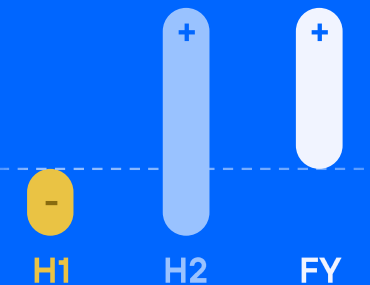
Stable OpCF during investment phase (EURm)



Back-end loaded FCFaL profile (illustrative)

Key seasonal factors H1

- Annual pre-payments e.g. leases
- Reduction of Capex payables



Achieving strong H1 22 results - expanding FY22 OIBDA outlook

Key take-aways

Continuing strong commercial momentum

Celebrating 20th anniversary of O₂ brand



Pursuing revenue growth path

Sustained MSR momentum on core business strength

Growing OIBDA due to improved MSR & continued efficiency gains

Well on track for strong FCF generation

Expanding FY22 OIBDA outlook

Supported by strong H1 22 results

Delivering on ESG commitments

Promoting a sustainable digital future

Thank You Management Q&A



Markus Haas

CEO



Markus Rolle

CFO

Thank You
We look forward to
your feedback



Christian Kern

Director Investor Relations

+49 179 9000 208

christian.kern@telefonica.com



Marion Polzer, CIRO

Head of Investor Relations

+49 176 7290 1221

marion.polzer@telefonica.com



Eugen Albrecht, CIRO

Senior Investor Relations Officer

+49 176 3147 5260

eugen.albrecht@telefonica.com

Telefónica Deutschland
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