



Q4/FY23 PRELIMINARY RESULTS

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Markus Haas
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STRATEGIC UPDATE



Markus Haas
CEO

Successfully over-achieved FY23 outlook – driven by robust commercial traction



¹ Adjusted for exceptional effects

OPERATIONAL HIGHLIGHTS

>1.3^m

Postpaid Net Adds

90^k

Fixed BB Net Adds

95%

5G coverage

Accelerated
transformation & digitalisation

FY23 RESULTS

+4.7%

Revenues

+2.7%

MSR

+5.3%

Fixed BB

+13.3%

Handsets

+3.1%

OIBDA¹

+13.2%

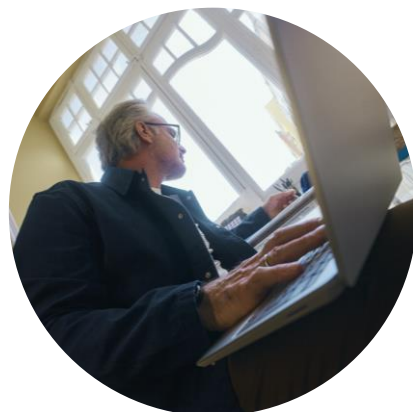
Capex/Sales

ESG highlights – #1 Telco worldwide in *Sustainalytics ESG risk-score*



EMPLOYEE SATISFACTION

All-time high in
employee satisfaction



INFLATION

Supporting our
employees in managing
inflationary cost pressures



NET-ZERO EMISSIONS

Green electricity and
increased energy
efficiencies



CRISIS SUPPORT

Providing free
telecommunication
support for crisis areas



DIGITALIZATION

Enabling a
digital society

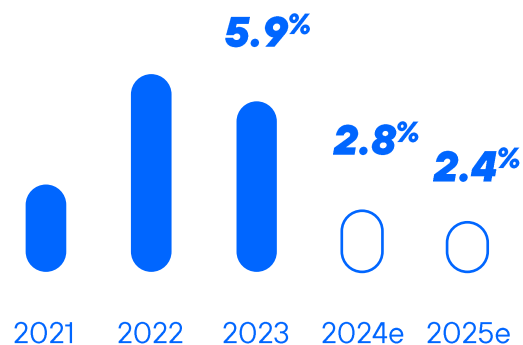
Solid German macro-outlook – Telefónica Deutschland single-country play



INFLATION

2.8%

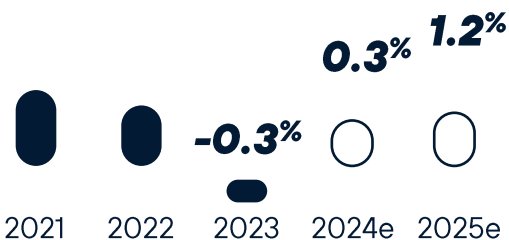
Easing Inflation



GDP

0.3%

GDP back to growth



Source: Statistisches Bundesamt / EC economic forecast for Germany (15 Feb-24)

Strategic framework 'Accelerated Growth & Efficiency Plan' – fundament for a more resilient business model

ACCELERATED GROWTH & EFFICIENCY PLAN

2024 - 2026

GROW MARKET SHARE

Re-balance revenue mix



AS GOOD NETWORK

Improve network capacity & coverage



ACCELERATED TRANSFORMATION

Drive innovation & efficiencies



Confident FY24 outlook based on good business momentum – supported by
'Accelerated Growth & Efficiency Plan'



FY23 RESULTS

Revenues

€8,614^m **+4.7% yoy**

EBITDA¹

€2,617^m **+3.1% yoy**

Capex/Sales

+13.2%

Dividend proposal €0.18/share for FY23

FY24 OUTLOOK

Slightly positive

incl. regulatory headwinds of €70-80m

Low to low-mid single digit % growth

incl. regulatory headwinds of €20-25m

13 - 14%

¹ Adjusted for exceptional effects. In line with market standards and to improve comparability 'OIBDA' renamed to 'EBITDA' with effect of 1 Jan-24.



FINANCIAL UPDATE



Markus Rolle
CFO

Robust commercial traction in mobile & fixed – 'value-over-volume' focus and continued low churn



MOBILE Q4 23

284^k

Postpaid Net Adds

1.1%

O₂ Postpaid Churn

+1.9% yoy

O₂ Postpaid ARPU

FIXED Q4 23

13^k

Fixed BB Net Adds

0.8%

Fixed BB Churn

+2.2% yoy

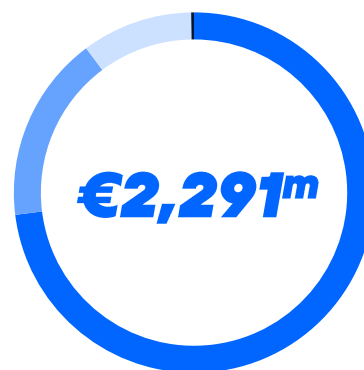
Fixed BB ARPU

Achieved good top-line growth – driven by MSR momentum & record handset sales trading momentum

REVENUES Q4 23

+4.6%

+5.9% underlying¹



● MSR ● Handsets ● Fixed ● Other

GROWTH Q4 23

-1.0%

+0.7% underlying¹ MSR

+24.3%

Handsets

+6.2%

Fixed BB



¹ Excluding EUR +26m non-recurrent special factors in Q4 22

OIBDA growth reflecting commercial success – FCFaL improved +23% yoy

OIBDA Q4 23

+4.2% yoy

OIBDA¹

€695^m

OIBDA¹

30.3%

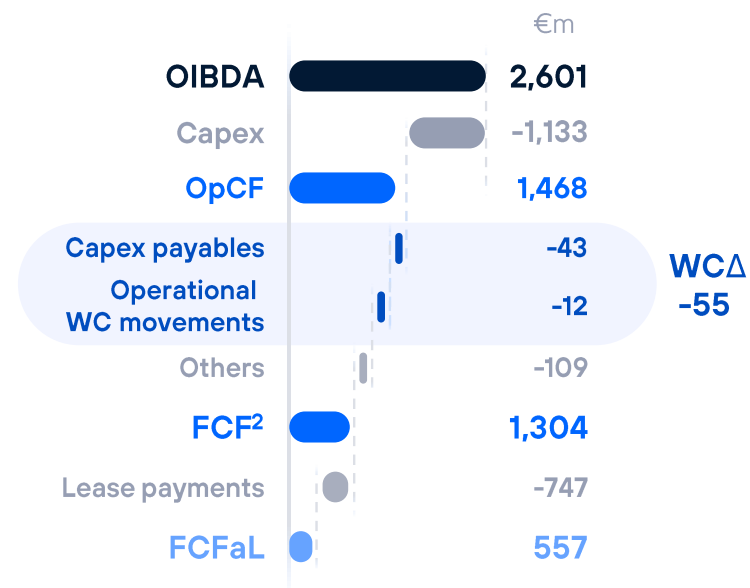
Margin¹



¹Adjusted for exceptional effects

²FCF pre dividends & spectrum payments is defined as the sum of cash flow from operating activities & cash flow from investing activities

FCF FY23



€3,177^m

Net Debt

BBB

Stable Outlook

Confident FY24 outlook based on '*Accelerated Growth & Efficiency Plan*'

TOP-LINE GROWTH

Driven by MSR momentum &
record handset sales

ACCELERATED GROWTH & EFFICIENCY PLAN



EBITDA GROWTH

Enhanced cash conversion

#1 TELCO WORLDWIDE

Sustainalytics
ESG Risk-Score Rating

OUTLOOK FY24

Confident outlook based
on good business momentum



Thank you

MANAGEMENT

Q&A



Markus Haas
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Thank you

***WE LOOK FORWARD
TO YOUR FEEDBACK***



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