

Q1 2020 results

Analyst and investor presentation

30 April 2020



Agenda

Introduction	Louis Schmid, IR
1. Highlights	Urs Schaeppi, CEO
2. Business review	Urs Schaeppi, CEO
3. Financial results	Mario Rossi, CFO
Q&A	all
Appendix	

1. Highlights



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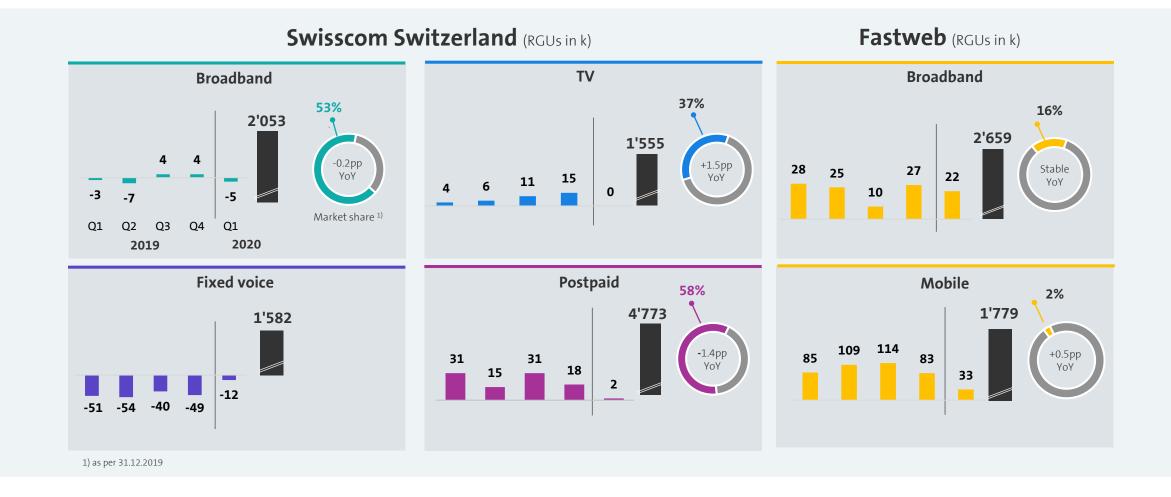
Q1 in a nutshell

Healthy financials and secured access to enough liquidity also thanks to A credit ratings



Q1 market (share) performance

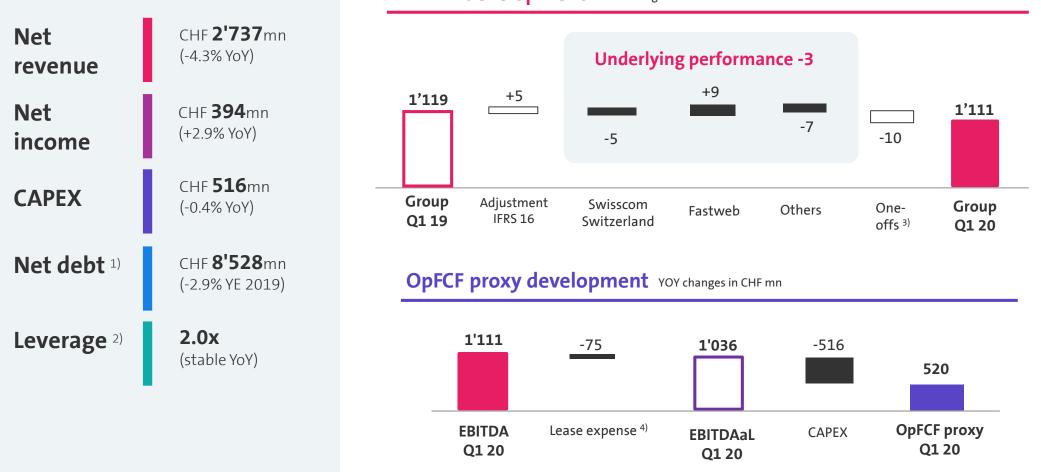
Overall solid market position in Switzerland despite promotional dynamics. Continuous growth in Italy





Q1 financial performance

Almost unchanged EBITDA thanks to continuous cost management in Switzerland and Fastweb growth



EBITDA development YOY changes in CHF mn

1) including lease liabilities of CHF 1'976mn 2) 1.7x IFRS16 adjusted, 3) consists of FX impact of CHF -10mn, 4) consists of depreciation right of use assets excluding IRU of CHF -64mn and interest expense leases of CHF -11mn

Financials

2. Business Review



Actions taken so far to prevent COVID-19 implications and support customers

Pro-active and balanced (risk) management key in this extraordinary situation



- Government with
 - specific intervention program (since 16 March) in order to protect vulnerable people
 - first steps of easing from 27 April onwards
- Swisscom with crucial role as critical infrastructure provider

- Working from home policy implemented
- Business continuity guaranteed
- Sufficient network
 capacities to cover higher traffic volume

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- Shops: 16 March-25 April >50% open, currently ~90% open
- New innovative **video helpdesk**
- Limiting exposure through **extra hygiene efforts** and **social distancing**
- Overall **business steadiness** in B2C and B2B **ensured**

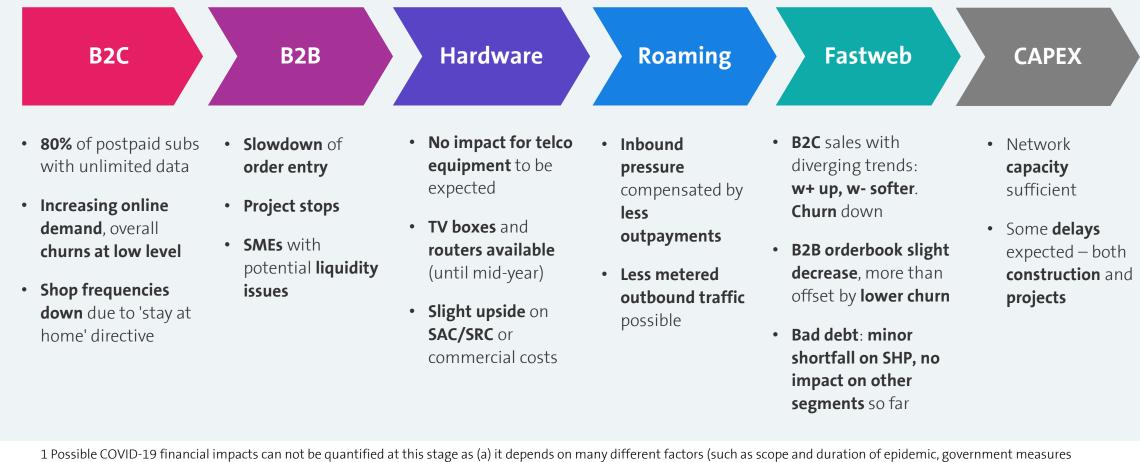
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- Swisscom supportive
 - roaming voucher (max. CHF 200)
 - **extra w- data** volume for mobile subs
 - **free extra-service** for elderly people
 - all fixed subs with speeds up to 50 Mbps
 - free home office solutions

Similar prevention measures taken by Fastweb, full business continuity ensured also in Italy

COVID-19 with possible impacts on business and financials¹ ...

... although Swisscom showed a resilient performance in first two months of crisis

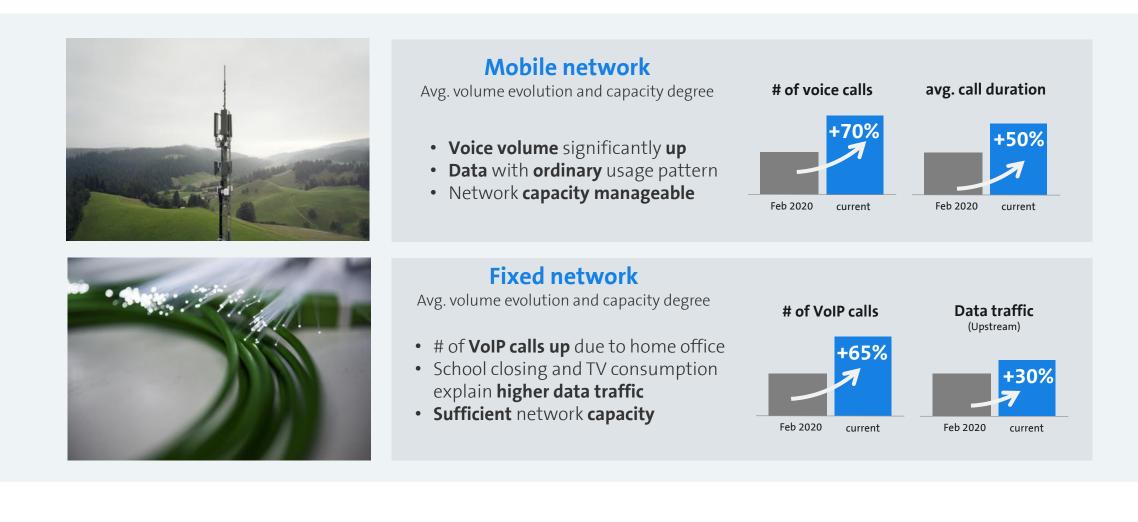


T Possible COVID-19 financial impacts can not be quantified at this stage as (a) it depends on many different factors (such as scope and duration of epidemic, gove to support the economy, customer behaviour in Switzerland and Italy, etc.) and (b) there is material uncertainty with regards to these factors



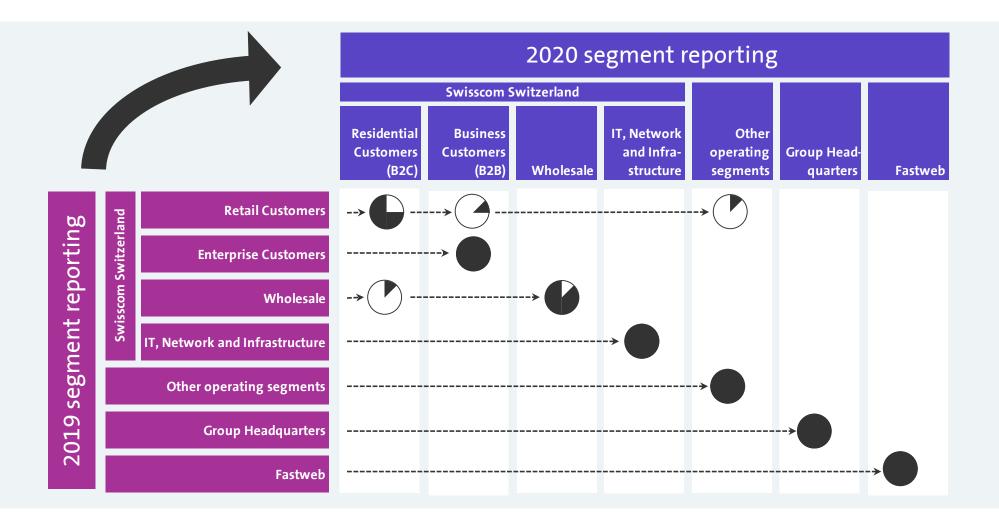
Voice and fixed data traffic up in Switzerland due to COVID-19 lockdown

Network capacities sufficient. No need for extra CAPEX (also for Fastweb)



Swisscom Switzerland with new segmental setup as per 1.1.2020

Segment Retail Customers with transfers of SME customers (to B2B) and field force organisation (to Other)





Domestic business with segment restatement for fiscal year 2019

Overview of restated B2C and B2B figures and data as per 31.12.2019



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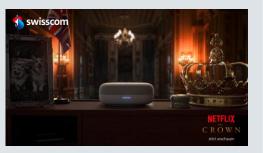


B2C with balanced approach in managing long-term value generation

Non-stop innovation crucial to cement Swisscom's leading position in the Residential market

Innovate entertainment further

- Successful rollout of new entertainment OS4 platform for all UHD subs
- Launch of new TV X bundle with Netflix
- >70k new TV boxes installed



Enable 5G services

- Swisscom offering: S20 and S20+ models in combination with inOne mobile go
- The Samsung devices use the Swiss-wide 5G network



Stimulate value through core brand

- More than 1 million inOne mobile go subs
- Positive mobile cross-selling with inOne home subs
- inOne portfolio key lever for **FM** penetration growth



Grow with 2nd and 3rd brands

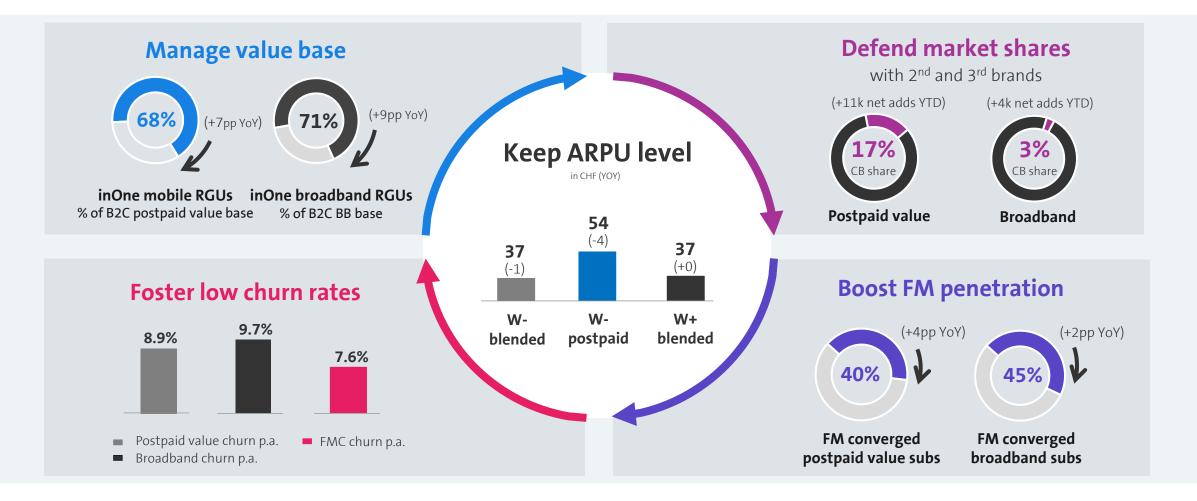
- Wingo appealing thanks to two new products (Fair Surf and Fair Europe) and a **strong online** attraction
- Selective promotional pushes through 3rd brands





Stabilise B2C top-line contributions by differentiating on different success factors ...

... and covering max customer clusters with the right offer

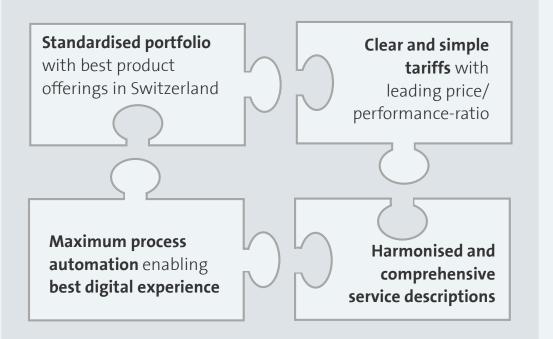




OneB2B transformation a step further and fully on track

Best-in-class experience with maximum standardisation, digital push and outstanding customer proximity

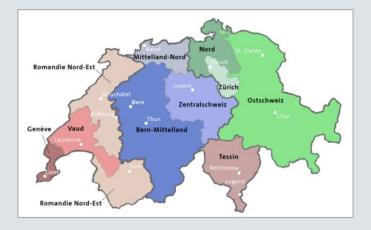
Drive product standardisation and digital experience to the next level



Push sales and service excellence to increase competitiveness in the SME market

New ecosystem setup (10 regions instead of 31 so far) to ...

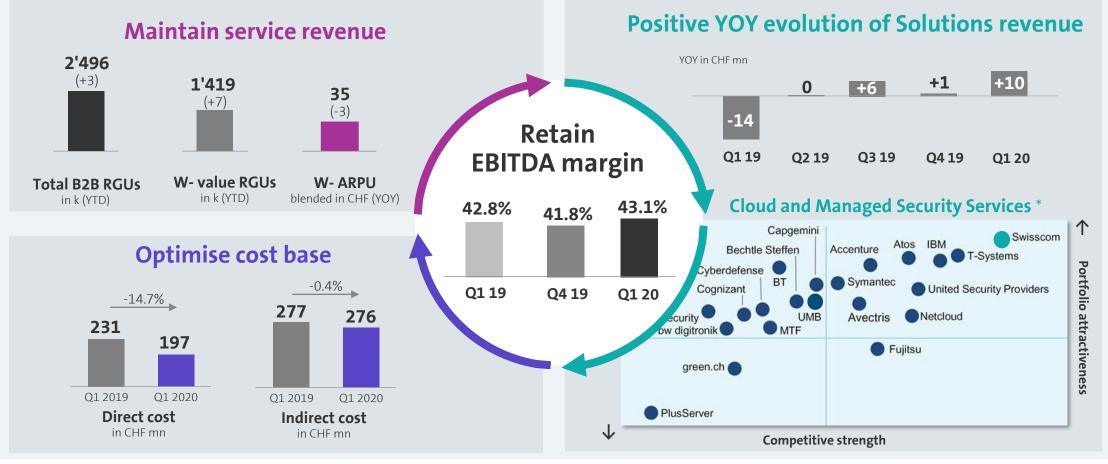
- strengthen local presence,
- develop IT capabilities in sales and with its partners,
- increase share of wallet by customer development,
- defend CB through more and tailored **prevention actions**





#1 ICT position in Switzerland further strengthened

Strong Solutions offerings support defending market position in Telco and keeping attractive EBITDA margins



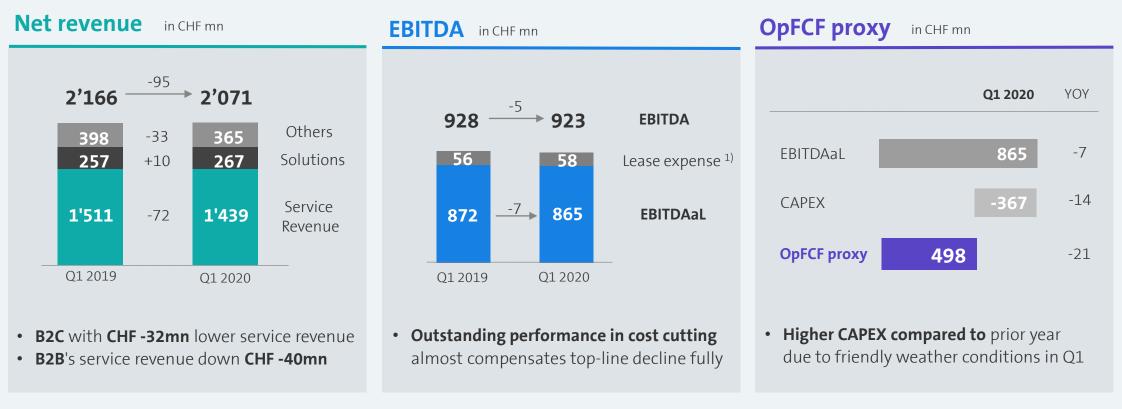
* Source: ISG Research 2019

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Financial performance of Swisscom Switzerland

Cost savings nearly compensate top-line decline. Lower OpFCF proxy also due to high construction intensity in Q1

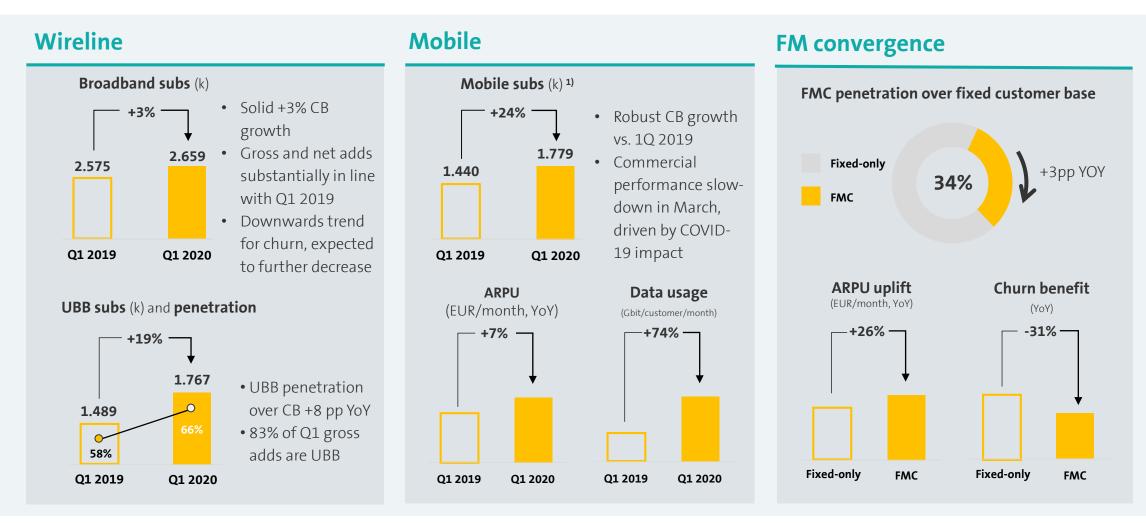


1) consists of depreciation right of use assets and interest expense leases



Consumer performance

Strong resiliency on wireline, slow-down in mobile

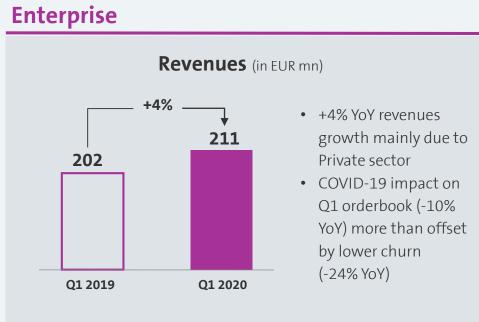


1) Mobile CB one-off restatement (silent/inactive SIMs)



B2B performance

Growth in Enterprise mainly driven by private sector, in Wholesale by outstanding performance of core services



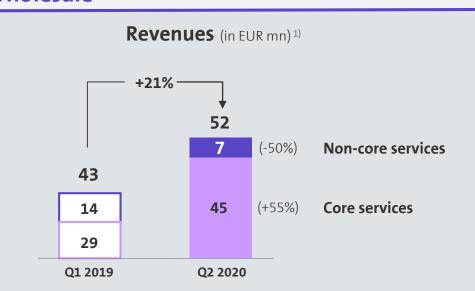
New contracts

- **BPER** (nation-wide banking group): Cloud services
- Administrative region of **Lazio**: data center services



BPER:

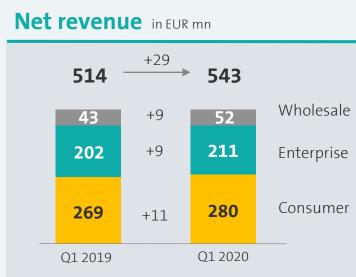
Wholesale



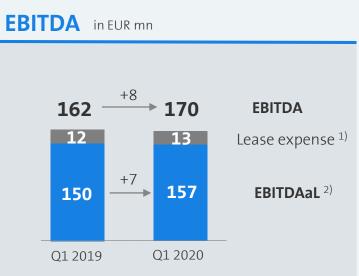
- **Core services**: Q1 YoY revenues growth at 55%, mainly driven by Fiber-to-BTS and dedicated point-to-point services
- **Non-core services**: -50% YoY due to progressive phase-out of low-margin infrastructure projects

1) incl. intercompany revenues

Financial performance +5% EBITDA growth

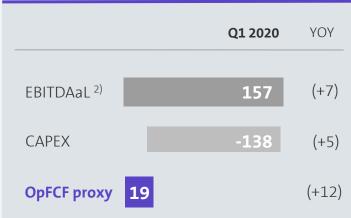


- **Revenues +6%** sustained by all business units and mainly by:
 - mobile (+32% YoY)
 - wholesale (+21% YoY)



• **EBITDAaL growth of +5%** (in line with previous quarters and guidance) thanks to growing recurring margins in all segments

OpFCF proxy in EUR mn



- **CAPEX** down -3% despite incremental network capacity
- **OpFCF proxy** YoY up by EUR +12mn

1) Consists of depreciation right of use assets and interest expense leases with scope of IFRS 16, 2) EBITDA after lease expense

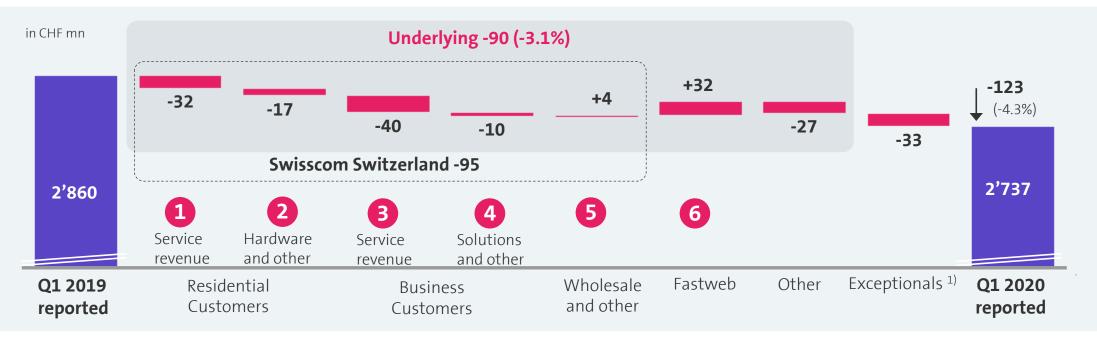
3. Financial Results

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Group revenue and changes by segments

Divergent top-line evolutions (with Switzerland down and Italy up)



- 1 Competitive market dynamics with promotional activities and ongoing brand shifts leads to pressure on service revenue
- 2 Decrease primarily due to device decoupling from new mobile tariffs impacting revenue reconciliation (IFRS 15) by CHF -11mn

1) Consists of currency impacts (CHF -33mn)

Balance Sheet

Outlook

- Price pressure in wireless and wireline
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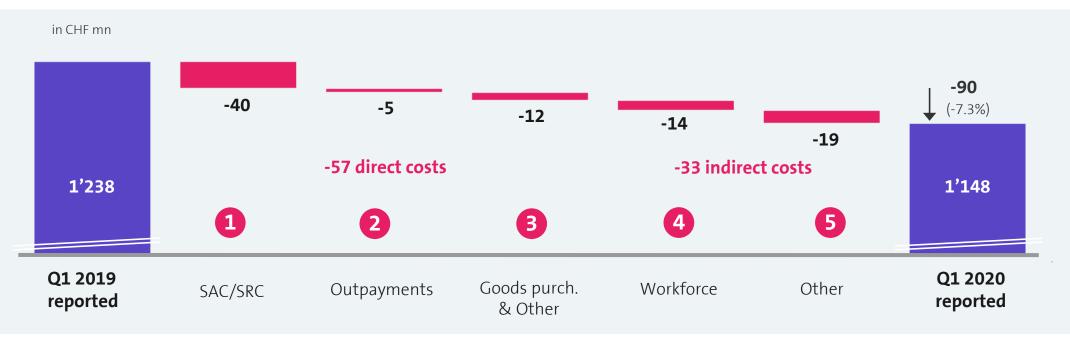
- Solutions with growth CHF +10mn (cloud services and banking) but overcompensated by lower hardware sales
- Increase primarily driven by higher MVNO and UBB services
- Consumer, Enterprise and Wholesale with positive evolution

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OPEX Swisscom Switzerland and YOY changes

Operational excellence initiatives with expected impacts lowering OPEX on a recurring basis



- 1
 - Lower retention and acquisition cost primarily for wireless
- 2
- Lower roaming outpayments (lower tariffs overcompensate higher volume)

- Decrease driven by lower hardware sales in customer B projects
 - Operational excellence leads to a FTE reduction at Swisscom Switzerland of -539 YoY (o/w -242 in Q1 2020)
 - Lower cost for marketing communication, customer care and IT

Outlook

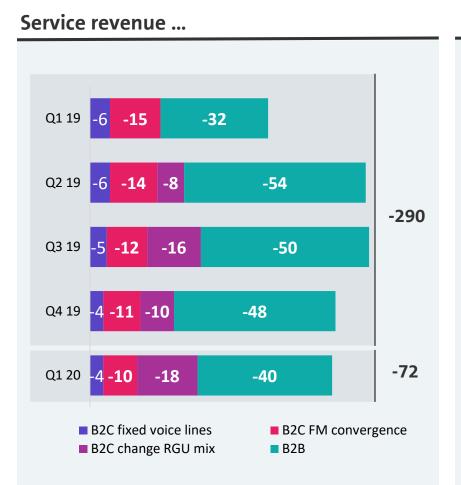
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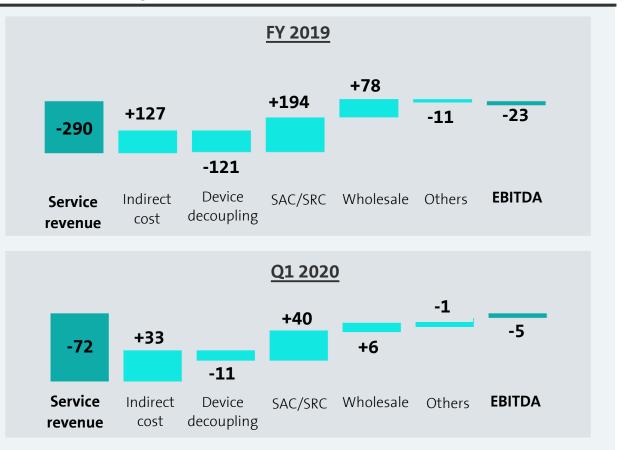


EBITDA Swisscom Switzerland: YOY dynamics

YOY changes fully in line with expectations



... and EBITDA dynamics of Swisscom Switzerland YOY changes in CHF mn

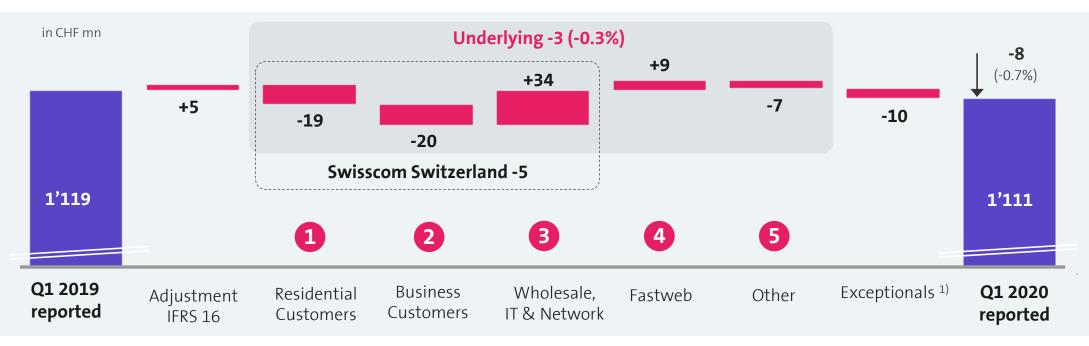


Balance Sheet



Group EBITDA and changes by segments

Underlying performance almost flat thanks to strong cost savings in Switzerland and growing Fastweb



- 1
 - Lower OPEX partly compensate service revenue pressure
- 2
- Price pressure in the Telco business partly compensated by improved profitability in the Solutions business

- Increase is supported by lower cost for IT and support functions and higher wholesale revenues
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- Increase driven by revenue growth in all segments
- Other segments report lower EBITDA primarily due to mandate loss of Billag (still affecting Q1)

1) Consists of currency impacts (CHF -10mn)

Balance Sheet

Outlook



Net income

Net income up by +3% YOY driven by lower tax expense



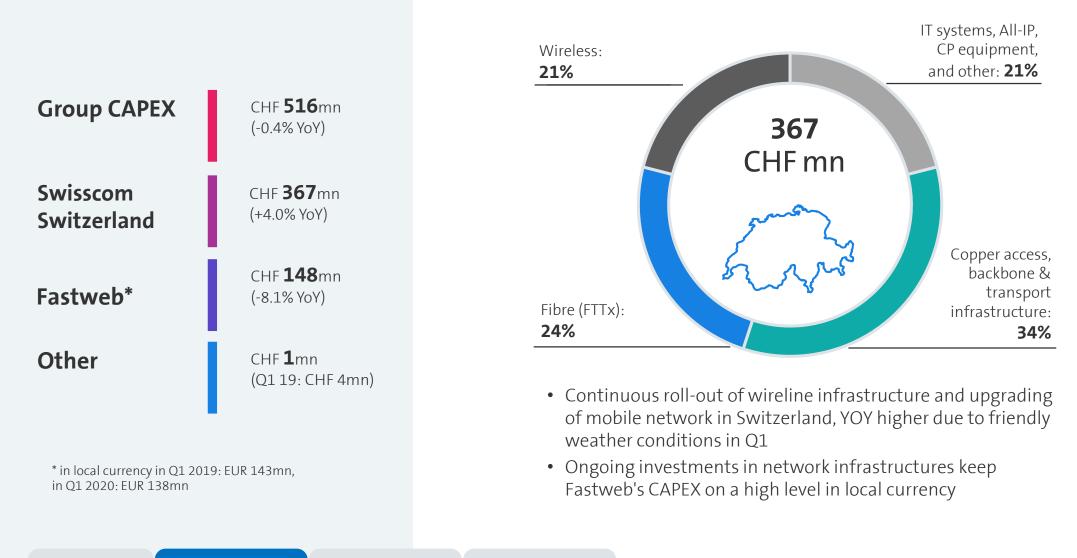
- Lower other financial result as prior year included a gain on sale of a subsidiary
- Lower tax expense as a result of tax rate adjustments in Switzerland

Outlook



Capital expenditures

Network continuously improving for customer experience



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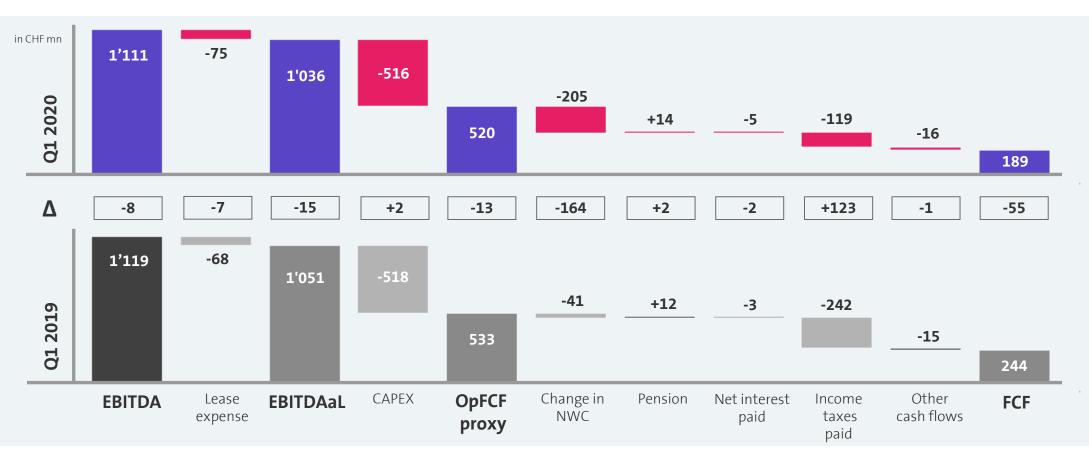
Cash Flow

Balance Sheet

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Free cash flow

FCF down by 55mn YOY, the higher increase in NWC is partly compensated by different phasing in tax payments



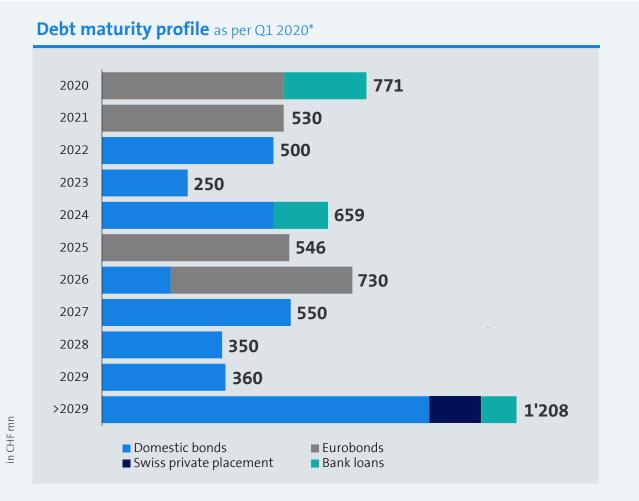
- OpFCF proxy YOY slightly lighter due to lower EBITDAaL (CHF -15mn)
- Higher net working capital compared to YE 2019 mainly as a result of prepayments and lower trade payables
- Tax payments CHF 123mn lower than previous year due to time-delayed payments in 2020

Outlook



Well balanced maturity profile besides ample liquidity

Strong access to financial flexibility in 2020 despite refinancing requirements in 2020



- Debt mix: Fix 80% vs floating 20%
- Ø interest rate of **0.98%**
- Ø duration of **5.49 years**
- CHF 2bn committed credit lines still unused
- Swisscom with **CHF 1.5bn cash** at the end of Q1 2020
- Swisscom with one of the strongest ratings in EU Telco landscape
- Committed to strong credit ratings



* excl. short-term money market borrowings

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Outlook



Guidance FY 2020¹

As communicated on 6 Feb 2020 and without consideration of any possible COVID-19 impacts ²

in CHF bn	2019 reported	2020 outlook ⁵
Revenue	11.453	~ 11.1
EBITDA ³	4.358	~ 4.3
CAPEX ⁴	2.438	~ 2.3

¹Upon meeting its targets, Swisscom plans to propose again a dividend of CHF 22/share (payable in 2021) ²Possible COVID-19 financial impacts can not be quantified at this stage as (a) it depends on many different factors (such as scope and duration of epidemic, government measures to support the economy, customer behaviour in Switzerland and Italy, etc.) and (b) there is material uncertainty with regards to these factors

³ EBITDAaL 2020 outlook for Swisscom: CHF ~4.0bn

^{4 2019} figure includes cost for additional (5G) spectrum in Switzerland of CHF 196mn

⁵ For consolidation purposes, CHF/EUR of 1.07 has been used (vs. 1.11 for fiscal year 2019)



Questions & Answers

Appendix



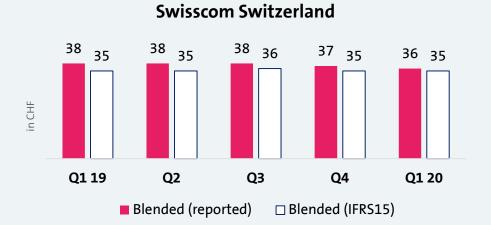
Key financials Reported and underlying revenue and EBITDA

in CHF mn

	2019				2020				Change Q/Q, FY						
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Revenue, reported	2'860	2'803	2'793	2'997	11'453	2'737					-123				
Currency effect						33					+33				
Underlying change											-90				
EBITDA, reported	1'119	1'121	1'120	998	4'358	1'111					-8				
Adjustment effect IFRS16	5	5	5	-15	0						-5				
Restructuring				56	56										
Currency effect						10					+10				
Underlying change											-3				

Swisscom Switzerland

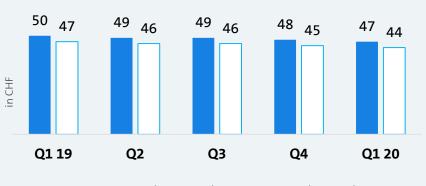
Wireless ARPU and IFRS15 adjustments



Residential Customers



Swisscom Switzerland







Residential Customers

Segment reporting as per 31.03.2020

Net revenue decreased driven by a lower service revenue.

Service revenue decreased (-4.4%) due to higher discount volumes (inOne), brand shift and device decoupling.

Contribution margin 2 decreased by 2.6%. Lower Service revenue was partly compensated by lower SAC/SRC and lower indirect cost (mostly workforce).

	31.03.2020	ΥοΥ
Net revenue in MCHF ¹⁾	1'138	-4.4%
Direct costs in MCHF	-249	-8.8%
Indirect costs in MCHF ²⁾	-186	-4.6%
Contribution margin 2 in MCHF	703	-2.6%
Contribution margin 2 in %	61.8%	
Depreciation & amortisation in MCHF	-16	-36.0%
Lease expense in MCHF	-11	-8.3%
Segment result in MCHF	676	-1.2%
CAPEX in MCHF	-5	66.7%
FTE's	3'254	-5.2%
Broadband lines in '000 ³⁾	1'754	0.6%
Voice lines in '000 ³⁾	1'291	-4.8%
Wireless customers Prepaid in '000	1'526	-8.7%
Wireless customers Postpaid in '000 ³⁾	2'931	3.2%
Blended wireless ARPU in CHF	37	-2.6%
TV subs in '000 ³⁾	1'491	2.0%

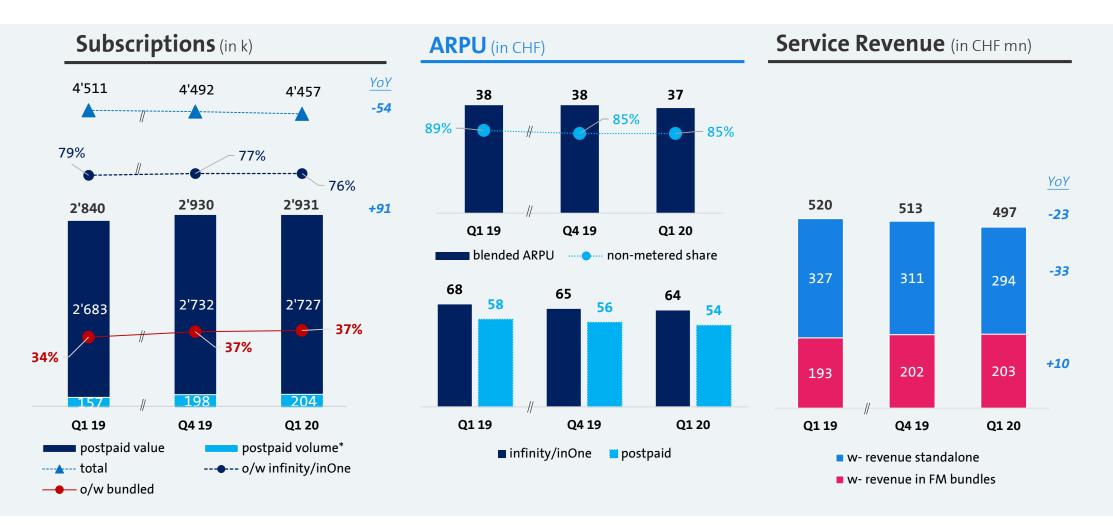
1) incl. intersegment revenues

2) incl. capitalised costs and other income

3) sum of single play and bundles



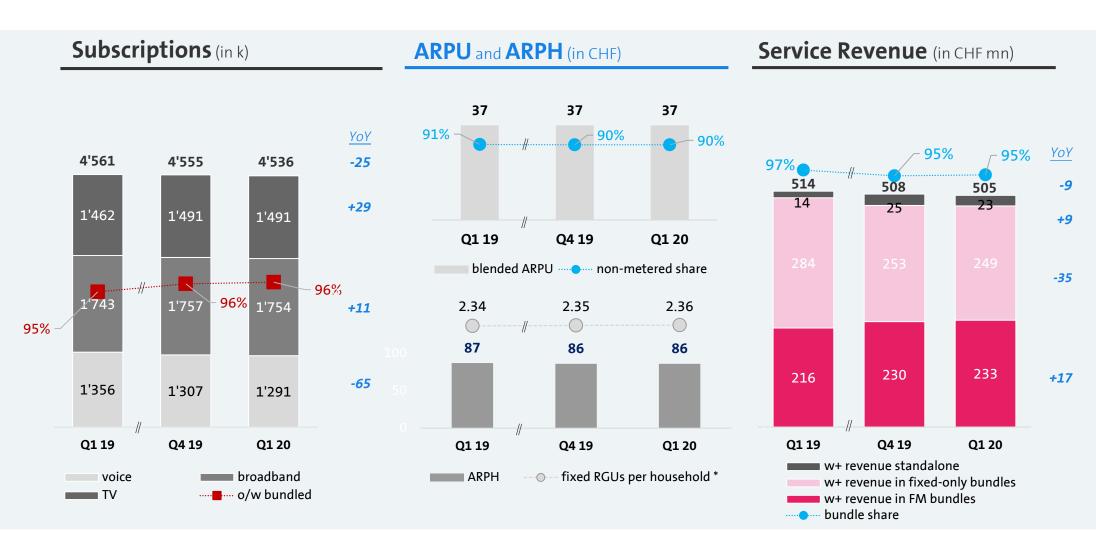
Residential Customers Wireless performance



* consists of data and multi SIM cards



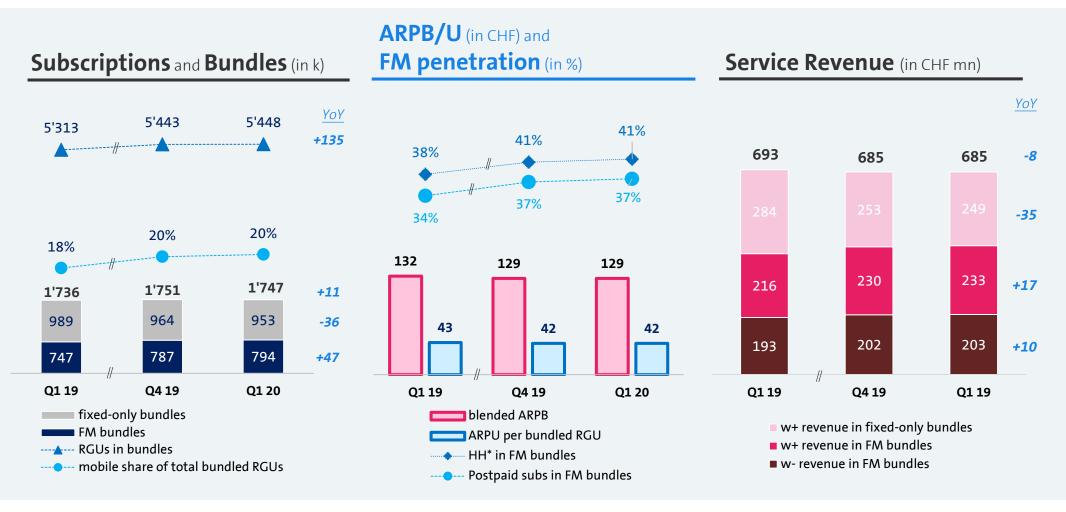
Residential Customers Wireline performance



* HH = total broadband subscriptions + [total 1P voice subs – total 1P broadband subs]

Residential Customers

Performance of fixed and FM bundles



* HH = total broadband subscriptions + [total 1P voice subs – total 1P broadband subs]



Business Customers

Segment reporting as per 31.03.2020

Net revenue down -6.4%, decrease in service revenue (-8.4%) due to price erosion and lower volume.

On the other hand, solutions revenue went up 3.9% (cloud services, banking).

Hardware sales instead did not reach prior year volumes.

Contribution margin 2 decreased by 5.6%, decrease in the service revenue partly compensated be the higher contribution of the solutions business.

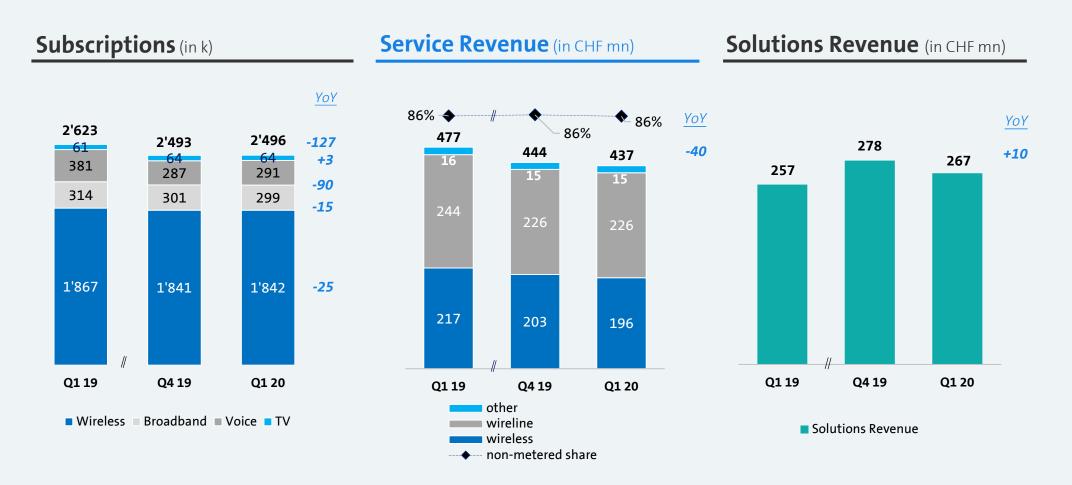
	31.03.2020	YoY
Net revenue in MCHF ¹⁾	779	-6.4%
Direct costs in MCHF	-197	-14.7%
Indirect costs in MCHF ²⁾	-246	0.4%
Contribution margin 2 in MCHF	336	-5.6%
Contribution margin 2 in %	43.1%	
Depreciation & amortisation in MCHF	-20	-4.8%
Lease expense in MCHF	-8	14.3%
Segment result in MCHF	308	-6.1%
CAPEX in MCHF	-9	-18.2%
FTE's	4'978	-3.6%
Broadband lines in '000	299	-4.8%
Voice lines in '000	291	-23.6%
Wireless customers in '000	1'842	-1.3%
Blended wireless ARPU in CHF	35	-7.9%

1) incl. intersegment revenues

\$

Business Customers

Subs and revenue performance



* Consists of revenues from vertical businesses, digital solutions, cloud and network services and other solutions



Wholesale

Segment reporting as per 31.03.2020

Revenue from external customers up by 3.8%, driven by higher revenue from MVNO services as well as for connectivity services increased.

Contribution margin 2 increased driven by the revenue increase.

	31.03.2020	ΥοΥ
External revenue in MCHF	164	3.8%
Intersegment revenue in MCHF	61	-3.2%
Net revenue in MCHF	225	1.8%
Direct costs in MCHF	-89	2.3%
Indirect costs in MCHF ¹⁾	-4	-50.0%
Contribution margin 2 in MCHF	132	4.8%
Contribution margin 2 in %	58.7%	
Depreciation & amortisation in MCHF	-	
Lease expense in MCHF	-	
Segment result in MCHF	132	4.8%
CAPEX in MCHF	_	
FTE's	83	-1.2%
Full access lines in '000	66	-20.5%
BB (wholesale) lines in '000	525	6.7%



IT, Network and Infrastructure

Segment reporting as per 31.03.2020

Contribution margin 2 improved by 10.2% driven by lower IT-cost and lower workforce expenses.

	31.03.2020	YoY
Net revenue in MCHF	22	-4.3%
Direct costs in MCHF	-3	0.0%
Workforce expenses in MCHF	-208	-2.3%
Maintenance in MCHF	-46	9.5%
IT expenses in MCHF	-33	-19.5%
Other OPEX in MCHF	-89	-16.0%
Indirect costs in MCHF	-376	-6.5%
Capitalised costs and other income in MCHF	110	2.8%
Contribution margin 2 in MCHF	-247	-10.2%
Depreciation & amortisation in MCHF	-341	1.8%
Lease expense in MCHF	-39	8.3%
Segment result in MCHF	-627	-2.9%
CAPEX in MCHF	-353	4.1%
FTE's	4'498	-3.8%

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Fastweb

Segment reporting as per 31.03.2020

Consumer revenue up by 4.1% YoY driven by the increase in customer base.

Enterprise revenue up by 4.5% as revenues with the private sector and public administrations increased.

Wholesale revenue increased as well.

EBITDA up by 4.9% YoY driven by the revenue increase.

Appendix

	31.03.2020	ΥοΥ
Consumer revenue in MEUR	280	4.1%
Enterprise revenue in MEUR	211	4.5%
Wholesale revenue in MEUR ¹⁾	52	20.9%
Net revenue in MEUR ¹⁾	543	5.6%
OPEX in MEUR ²⁾	-373	6.0%
EBITDA in MEUR	170	4.9%
EBITDA margin in %	31.3%	
Depreciation& amortisation in MEUR	-144	3.6%
Lease expense in MEUR	-13	8.3%
Segment result in MEUR	13	18.2%
CAPEX in MEUR	-138	-3.5%
FTE's	2'515	2.3%
BB customers in '000	2'659	3.3%
Wireless customers in '000	1'779	23.5%
In consolidated Swisscom accounts		

EBITDA in MCHF	181	-0.5%
CAPEX in MCHF	-148	-8.1%

1) incl. revenues to Swisscom companies



Other

Segment reporting as per 31.03.2020

External revenue down by 21% YoY, as the closedown of Billag has yet an impact in Q1.

Furthermore, revenue for external customers at Cablex was in prior year relatively high due to a customer project.

	31.03.2020	YoY
External revenue in MCHF	109	-21.0%
Net revenue in MCHF ¹⁾	243	-8.3%
OPEX in MCHF ²⁾	-201	-6.5%
EBITDA in MCHF	42	-16.0%
EBITDA margin in %	17.3%	
Depreciation & amortisation in MCHF	-15	-16.7%
Lease expense in MCHF	-3	0.0%
Segment result in MCHF	24	-17.2%
CAPEX in MCHF	-7	-12.5%
FTE's	3'583	-3.0%

1) incl. intersegment revenues



Our strategic framework and achievements¹ in corporate responsibility (CR) ...

... to transform people's mindset and embrace progress along the sustainability development goals (SDG)

More for **people**



- 1'330k people supported to improve working conditions within supply chain
- **12.2% female** in management
- **5 days**/employee for **up-/reskilling**
- **575k people** trained in the responsible use of digital media



More for **environment**



- 100% renewable energy since 2010
- Energy efficiency increased **by 50% since** 2010
- 70% CO₂ output saving since 1990
- **Climate positive** (together with our customers) since 2017



More for Switzerland



- CR requirements being accepted by 100% Swisscom suppliers
- Board of data ethics in place
- UBB boost: 74% with >80 Mbps or 47% with >200 Mbps
- 5k schools with free internet



1 as per 31.12.2019

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Appendix

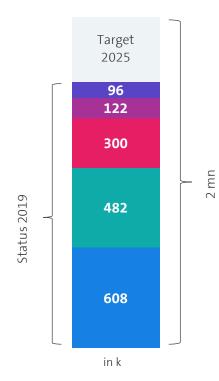


Sustainability ambitions 2025

Bringing progress with a keen sense of both responsibility and curiosity

More for **people**

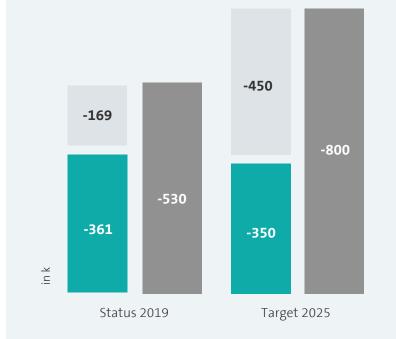
- Training media use
- Promoting **media skills**
- Fair supply chain
- Digital shift
- Technical measures



Appendix

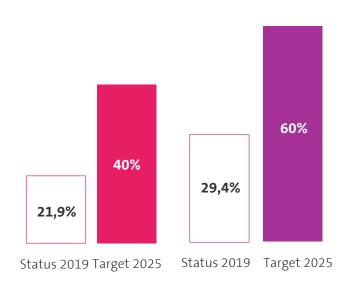
More for **environment**

- Limit CO₂ emissions from operations and in the supply chain by 2025 to 350k tonnes
- CO₂ reduction through customers and portfolio



More for **Switzerland**

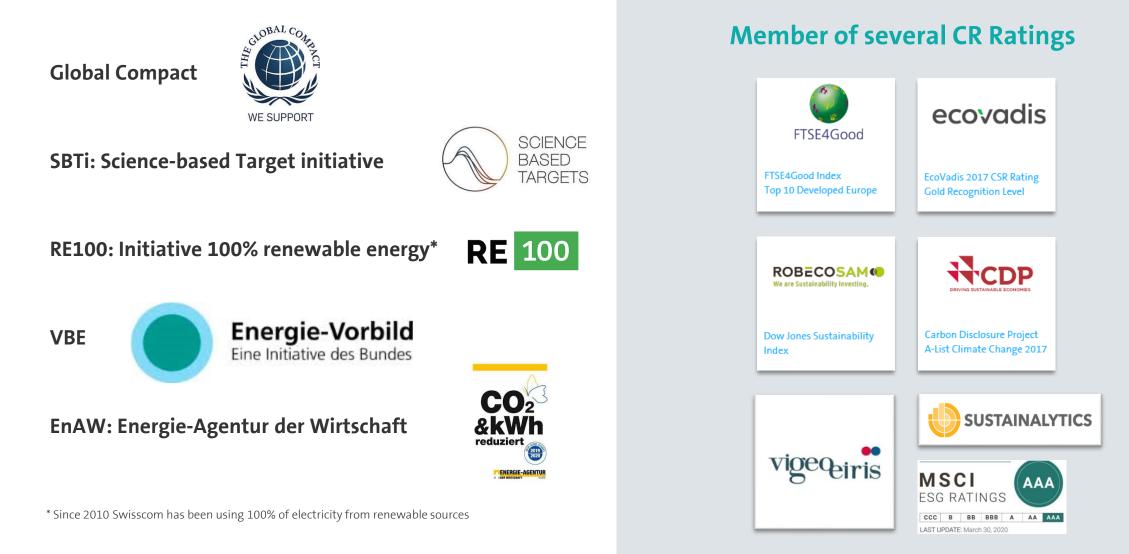
- 30%-40% coverage of fixed-line apartments and shops with ultrabroadband between 300-500 Mbps by modernizing existing network
- 50%-60% coverage of apartments and shops with ultra-broadband of 10
 Gbps by upgrading fibre optics (FTTH)





Awarded as one of the world's most sustainable companies

External recognition of Swisscom's ESG commitments and achievements





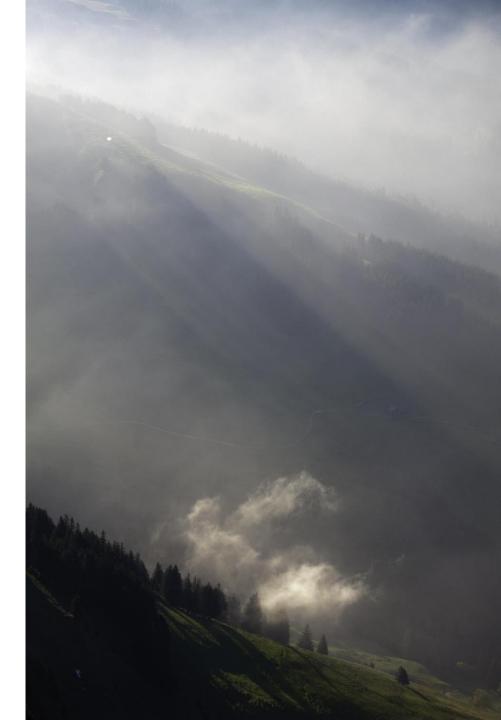
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