

## Agenda

Introduction

1. Highlights

2. Business review

3. Financial results

**Questions & answers** 

Appendix

Louis Schmid, IR

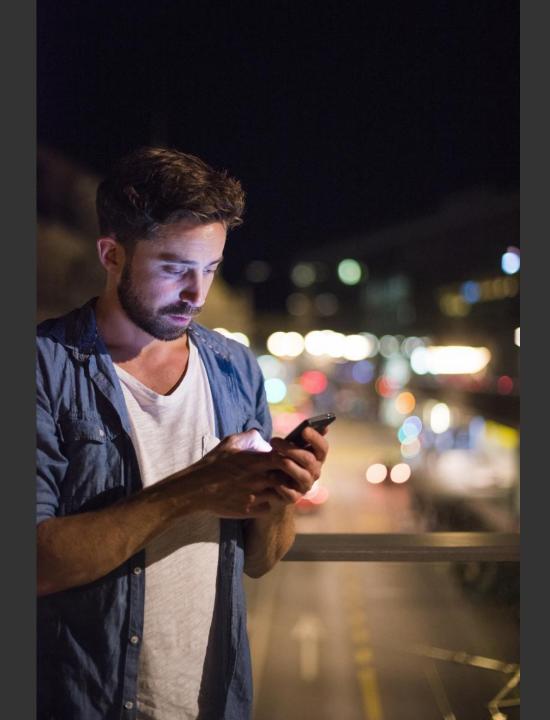
Urs Schaeppi, CEO

Urs Schaeppi, CEO

Eugen Stermetz, CFO

all

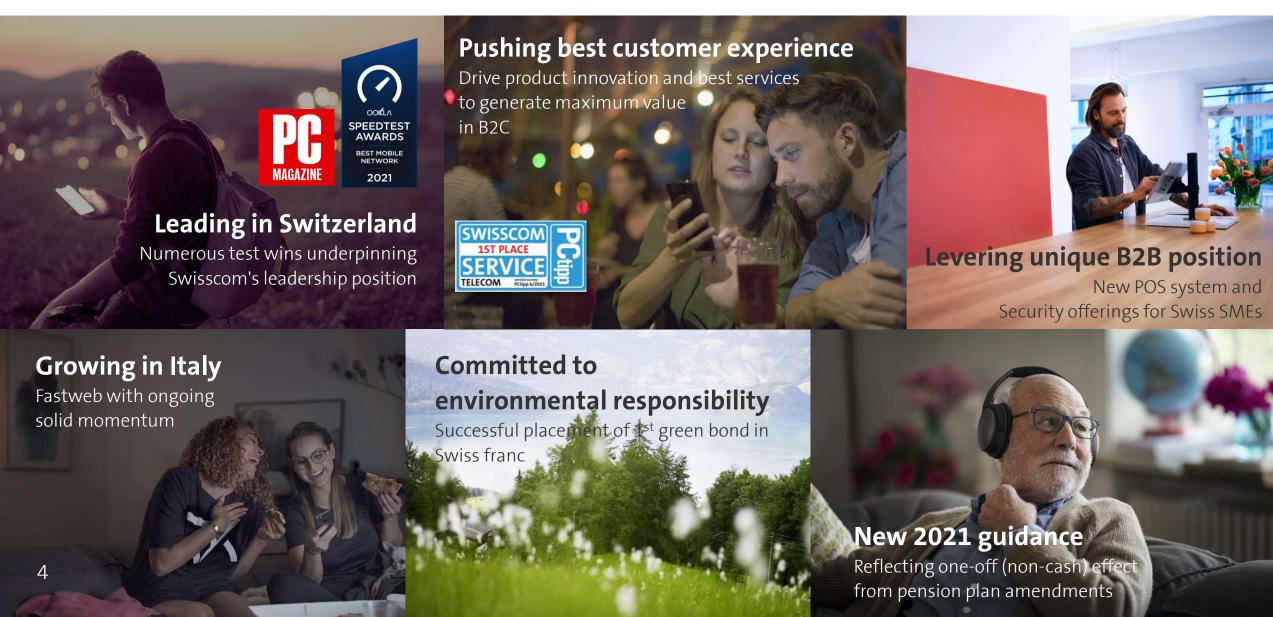




Highlights



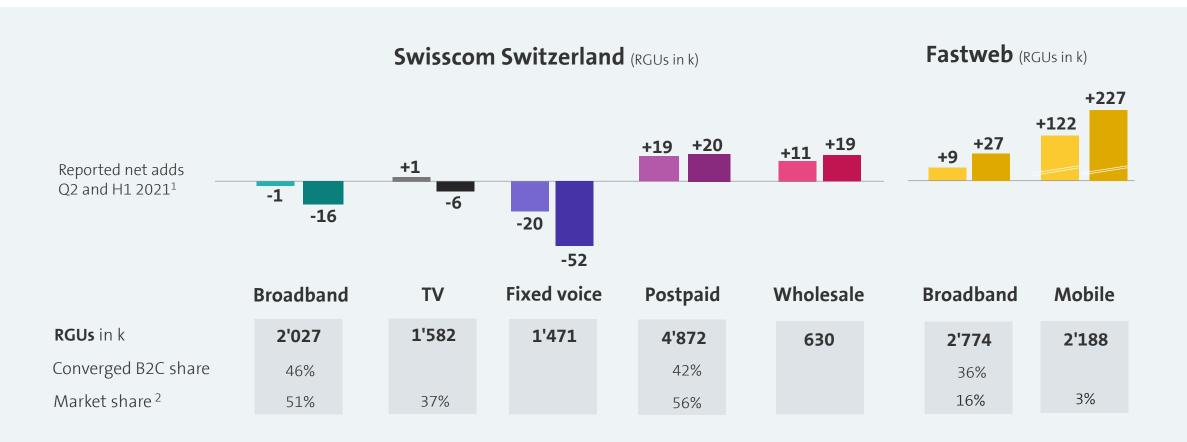
## Q2 highlights





## **Q2** market performance

Steady Q2 performance in Switzerland: BB and TV stable, postpaid up. Italy growing - especially in mobile



<sup>1)</sup> Underlying H1 net adds

<sup>-</sup> BB -11k as Q1 21 extraordinary impacted by Swisscom Casa phase-out (-5k B2C)

<sup>-</sup> Postpaid +36k as Q1 2021 extraordinary impacted by 2G switch-off (-4k B2C and -12k B2B)

<sup>2)</sup> Market share as per 31.3.2021



## **Q2** financial performance

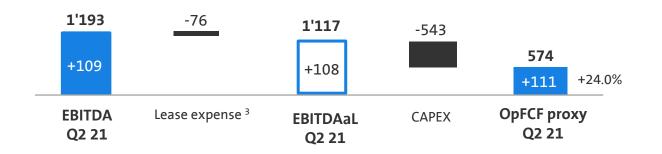
Strong Q2: net revenue +2.7%, EBITDA +8.8%, net income +19.3% and OpFCF proxy +24.0%



#### **Q2 EBITDA development** in CHF mn and YOY changes



#### Q2 OpFCF proxy development in CHF mn



<sup>1)</sup> Including lease liabilities of CHF 1'942mn, Net debt w/o lease liabilities: CHF 6'626mn, Leverage IFRS16 adjusted: 1.5x

<sup>2)</sup> Consists of currency effects of CHF +7mn, lower pension cost of CHF +60mn and adjustments of provisions for regulatory litigations (CHF -22mn)

<sup>3)</sup> Consists of depreciation right of use assets excluding IRU of CHF -65mn and interest expense leases of CHF -11mn





**Business Review** 



## 2021 business priorities

Execution fully aligned with strategy







## Continuously invest in infrastructure access

Deliver maximum network quality with stability, reliability and coverage

# Deliver on leading market position in Switzerland

Lever #1 market position by outperforming in sales and services and tap new sources of growth

## Strong commitment to operational excellence

Realise indirect cost savings of CHF >100mn

# Push Fastweb in its next chapter of growth

Grow in all segments to improve free cashflow generation

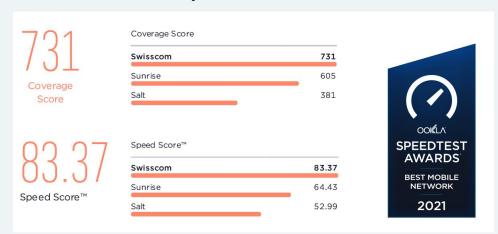


## **Undisputed #1 in Switzerland**

Continuous investments into outstanding customer experience key in a quality-conscious market

#### Swisscom with several network test wins in Q2 ...

The best mobile experience

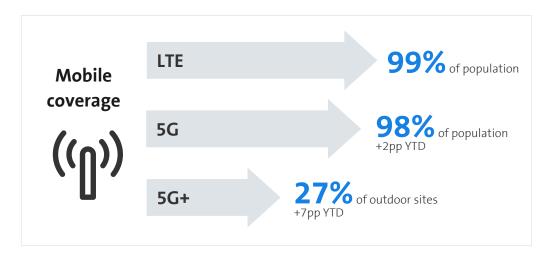


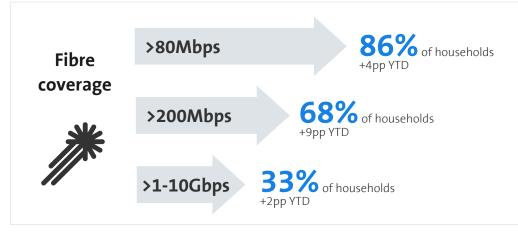
Source: Ookla® Speedtest Awards<sup>™</sup> – Switzerland Q1-Q2 2021

#### • The best internet provider

| PC Magazin         | Salt | UPC | Sunrise | Swisscom |
|--------------------|------|-----|---------|----------|
| Hard- and Software | 106  | 87  | 106     | 121      |
| Customer Service   | 102  | 77  | 111     | 109      |
| Brand              | 109  | 68  | 108     | 102      |
| Network            | 104  | 74  | 104     | 114      |

#### ... and making Switzerland gigabit ready







## Lead with best product experiences in B2C

Defend and attack through strong differentiation in value and prices

#### Constant development of Swisscom's offerings with several news in Q2









## Improve broadband proposition

#### inOne home refresh

(more speed)

- to defend market share
- to stabilise ARPU and maximise value

#### **Foster FMC leadership**

## inOne with new FMC benefits

- to attract subs through cross-selling
- to cement low churn

## **Ensure outstanding customer satisfaction**

#### Several new services

- mobile call-filter service
- new roaming advantages
- remote/mobile calling with fixed number
- Arlo webcam integrated in home app

## Attack with 2<sup>nd</sup> brand

#### **Develop Wingo further**

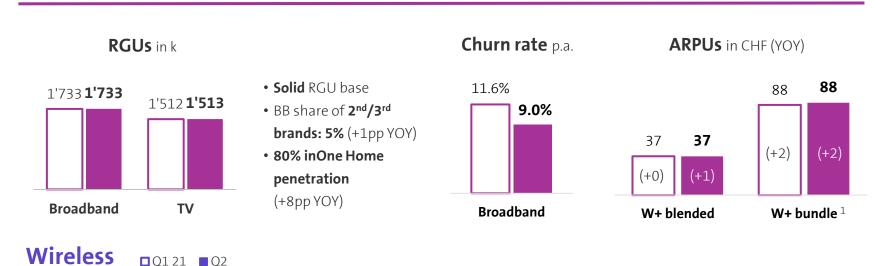
- launch of Wingo Swiss pro
- push Wingo as (online) weapon in promotions

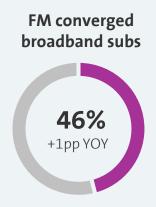


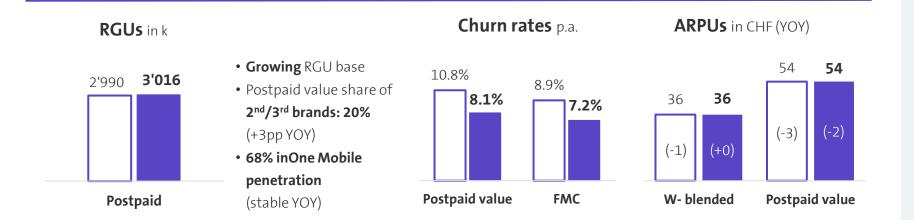
## **B2C** operational results

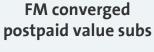
Robust KPIs: RGUs solid, churn rates improving, ARPU trends unchanged and FMC penetration further up















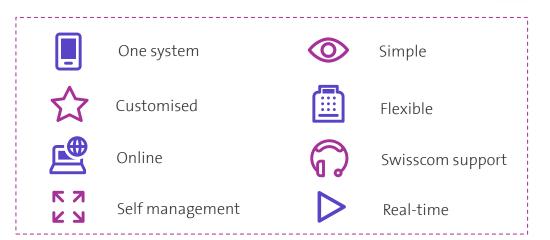
## Swisscom leverages its strong B2B market position continuously

Offering new E2E customer solutions key to tap new revenue streams

#### Swisscom with a new sales register (POS) system ...

- On the counter enforeDasher
- Mobile when serving customers - enforeDonner
- Saving space on the counter - enforeComet





#### ... and Security solutions for SMEs

 Demand for Security solutions increases due to growing cyber risks and attacs



 Swisscom as trusted Swiss partner - levering its strong IT competences and customer insights - develops continuously its Security portfolio and offerings

## Managed Security

Cloud-based IT security solution with firewall, web filter and antivirus protection

#### Managed Backup

Data storage and backup on Cloud servers in Switzerland

#### Security Assessment

Analysis of the ICT infrastructure using an interview and vulnerability scan

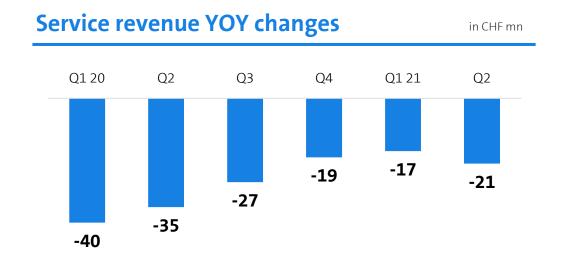
## Phishing & Awareness

Managed Security
product for
simulated
phishing attacks
and awareness
training



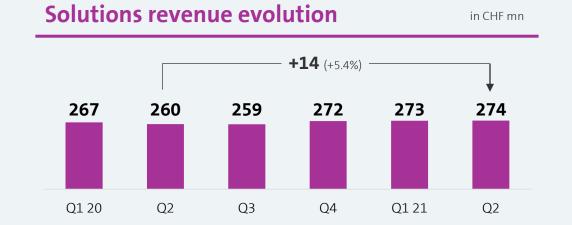
### **B2B** results

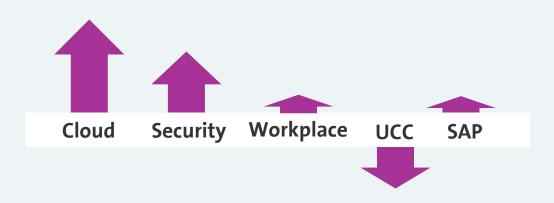
Q2 with slightly softer service revenue due to lower Covid-19 tailwind and ongoing Solutions growth





1) Including 2G sunset impact of -12k postpaid RGUs in Q1 2021







### **Cost initiatives and results**

Increase efficiency of Swiss operations while maintaining service and quality level

#### **Continuous optimisation of cost base**

## J K

#### **Network and IT**

- Simplify infrastructure setup
- Drive efficiency in network and IT
- Push digital transformation

#### **Operational efficiency**

- Reduce complexity less is more
- Digital customer experience
- FTE management



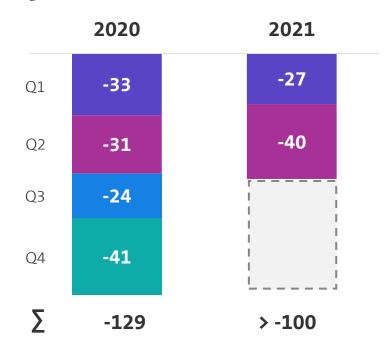


#### New ways of working

- Agile workforce
- Collaborative
- Hybrid working models

#### On track to achieve cost target 2021

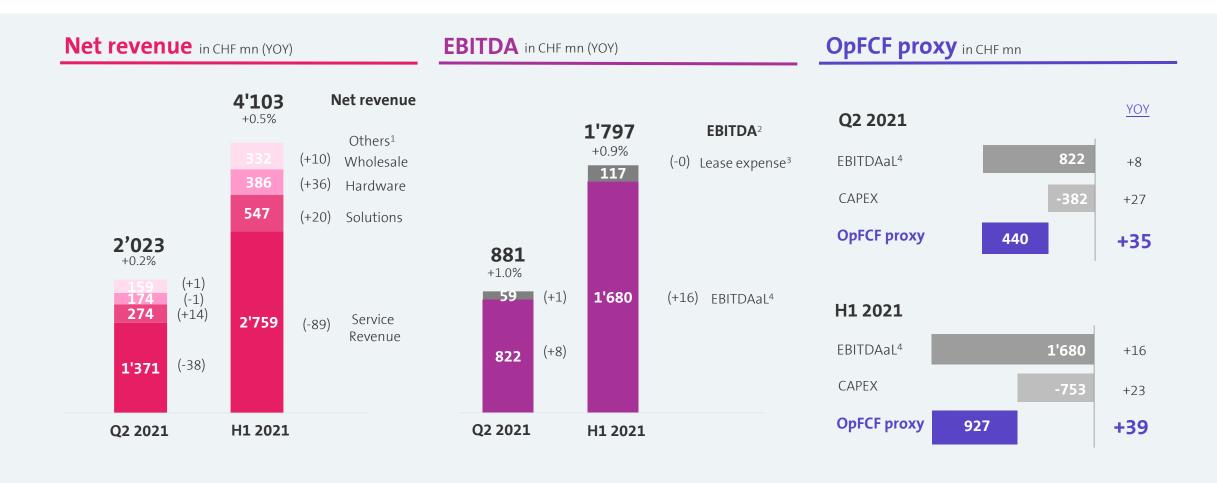
(YOY changes in CHF mn)





#### **Swisscom Switzerland: financial results**

OpFCF proxy improved thanks to slight top-line growth, strong indirect cost savings and lower CAPEX





## Fastweb: network and commercial update

Providing best experiences everywhere



#### **Product: one further step towards OTT**

- Launch of **new Internet box NeXXt**, first integrated with Alexa in Europe
- New loyalty program Fastweb UP

#### **Step forward on sustainability**

- Recognised among the first 150 companies in Italy for sustainability reporting (Il Sole 24 ore)
- Second best European corporate in "Climate leader" ranking by Financial Times





#### **5G Mobile and FWA: evolution on track**

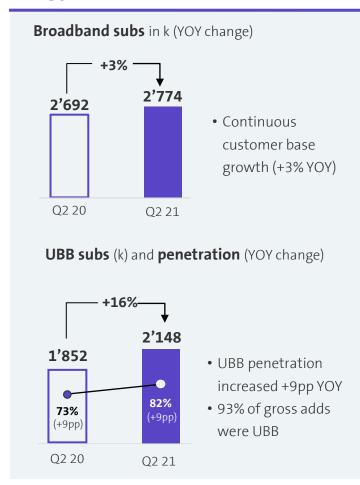
- **5G Mobile activated** for all customers with 5G devices. Rollout on track c. 1'600 active sites
- **5G FWA** rollout ongoing in 183 municipalities
- Trial on **5G Mobile for Enterprise market**, launch expected in H2



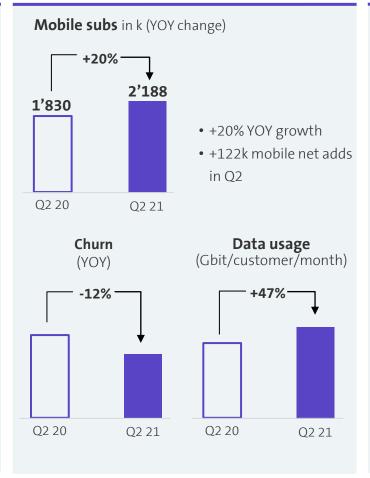
## **Fastweb: Consumer performance**

Solid results in line with expectations

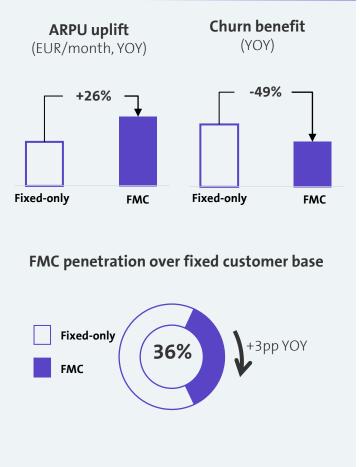
#### **Fixed**



#### Mobile



#### ARPU, churn, FMC penetration

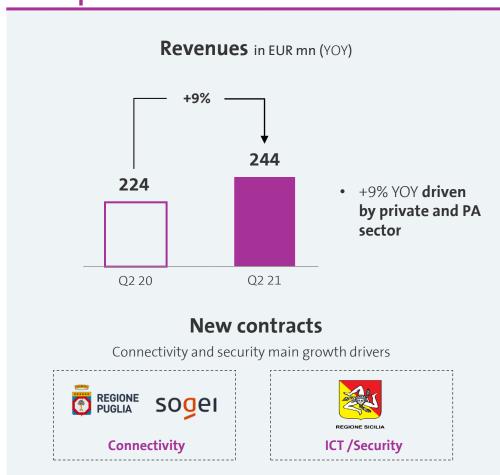




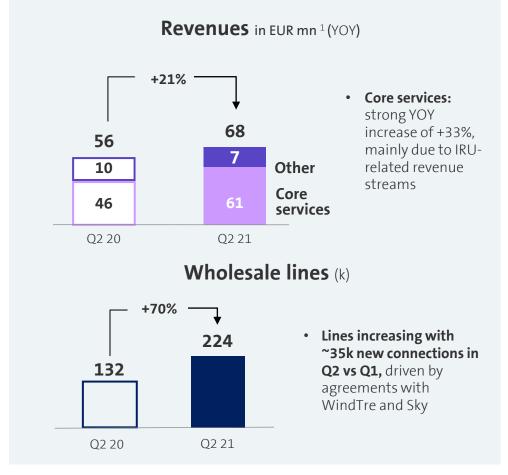
## **Fastweb: Enterprise and Wholesale performance**

Growth confirmed

### **Enterprise**



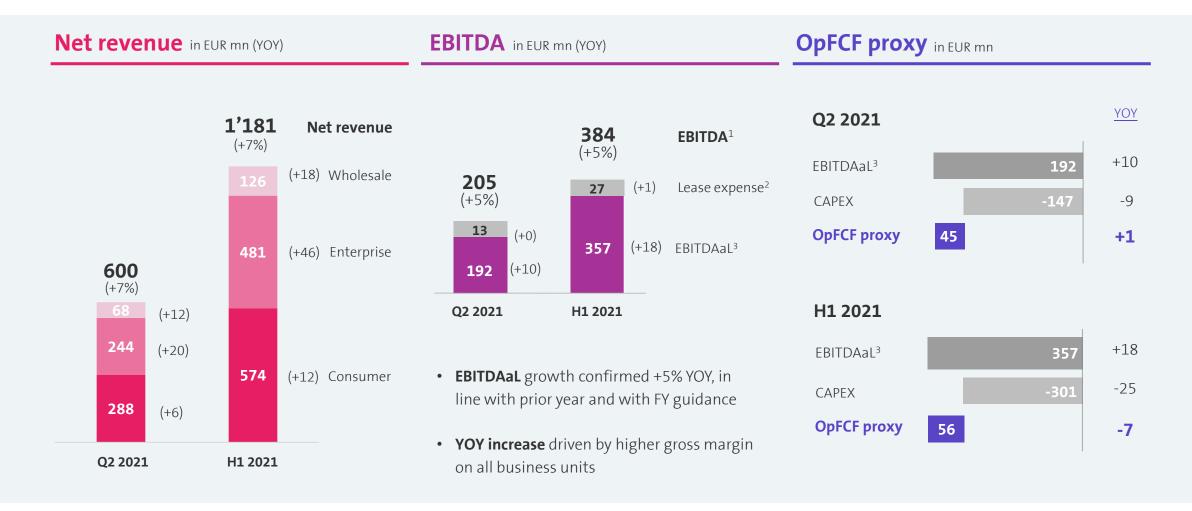
#### Wholesale





#### **Fastweb: financial results**

In line with FY guidance





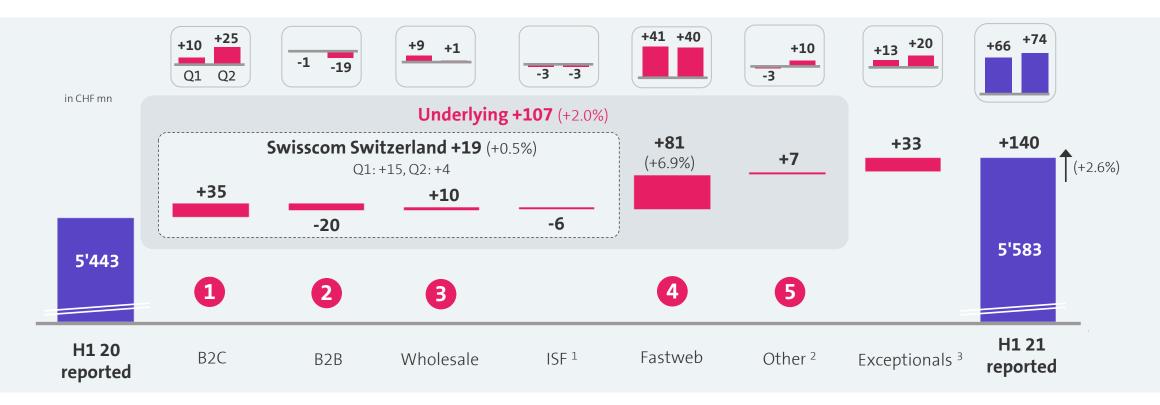


## Financial results



## Group revenue and changes by segments

Revenue increase driven by positive contributions from Swisscom Switzerland, Fastweb and currency effects



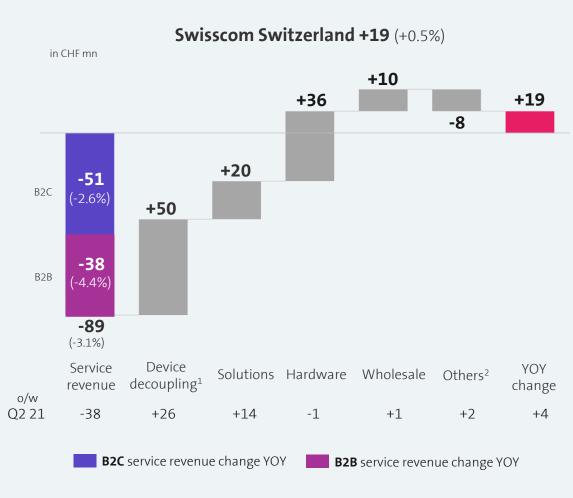
- Q2 service revenue decline (CHF -17mn) primarily due to effects from change in W- RGU mix overcompensated by hardware sales and device decoupling
- Q2 service revenue decline due to price pressure (CHF -21mn) and lower hardware sales not compensated by growth in Solutions
- In Q2, revenue increase from BBCS compensated by lower inbound roaming and termination services
- Q2 up with all segments again contributing (Consumer CHF +7mn, Enterprise CHF +21mn and Wholesale CHF +12mn)
- Positive Q2 thanks to cablex, Swisscom Broadcast and local.fr



## Swisscom Switzerland: revenue changes and service revenue dynamics

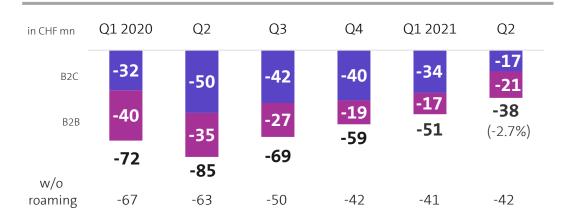
Top-line up thanks to Covid-19 tailwind, Solutions growth and final quarters with device decoupling effect

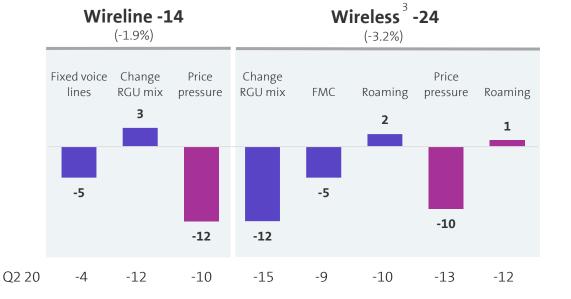
#### H1 21 revenue changes by business drivers



<sup>1)</sup> IFRS15 revenue reconciliation within B2C, 2) Including intersegment revenue,

#### **Service revenue evolution and Q2 21 changes**



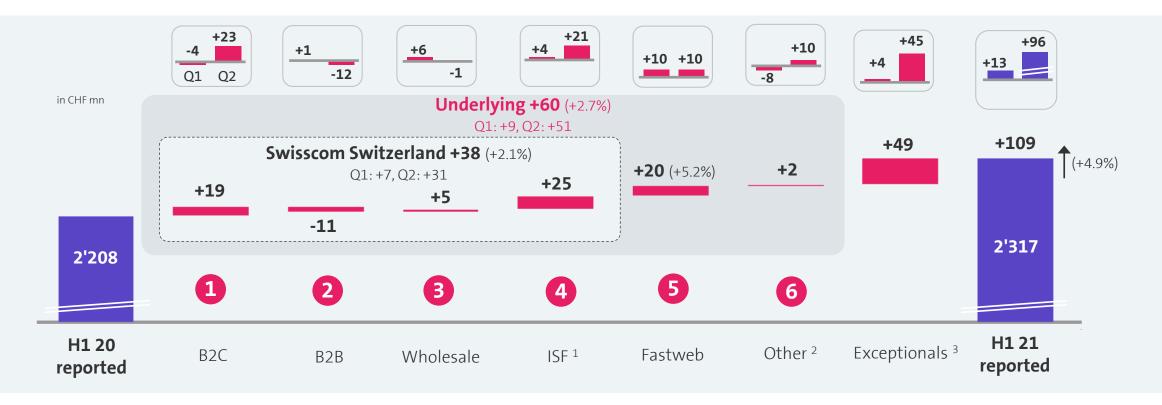


<sup>3)</sup> Including Business Numbers



## **Group EBITDA and changes by segments**

Strong underlying Q2: Swisscom Switzerland CHF +31mn and Fastweb CHF +10mn



- Q2 positive thanks to indirect cost savings and device decoupling overcompensating service revenue decrease
- Q2 margin lower primarily due to weaker Covid-19 tailwind (wireline service revenue CHF -12mn vs. Q1 with CHF -3mn)
- Flattish Q2 evolution: BBCS up, inbound roaming slightly down

- Strong contribution in Q2 thanks to normalisation in vacation accruals and lower cost for maintenance
- 5 EBITDA up by +5.2%, primarily driven by top-line growth
- 6 Q2 positive thanks stronger contributions (vs. Q1) from cablex and localsearch primarily due to seasonal effects

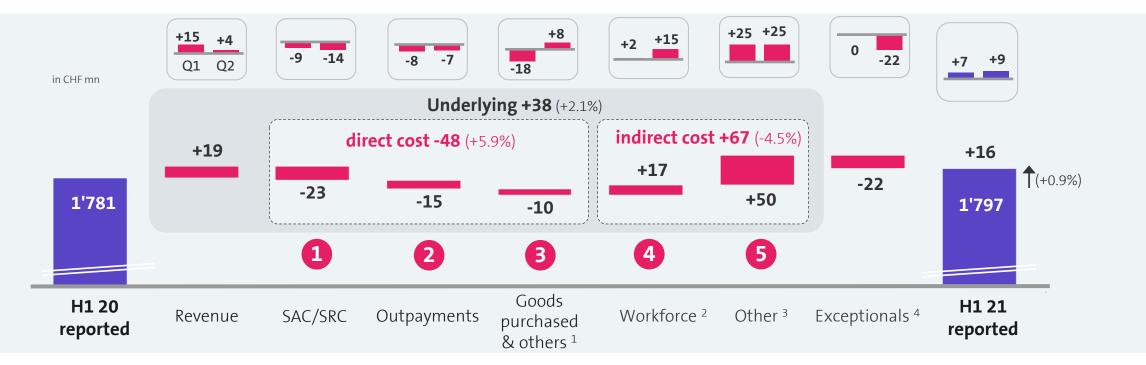
<sup>1)</sup> Including intersegment elimination Swisscom Switzerland, 2) Including Other operating segments and intersegment elimination Group level

<sup>3)</sup> H1 with positive currency effects of CHF +11mn (Q1: CHF +4mn, Q2: CHF +7mn) and Q2 effects from lower pension cost (CHF +60mn) and adjustments of provisions for regulatory litigations (CHF -22mn)



## **EBITDA Swisscom Switzerland with OPEX changes and dynamics**

Operational excellence initiatives lower indirect cost base as expected and on a recurring basis



- 1 Increase in Q2 driven by mobile (mainly additions) as well as wireline (additions and exchange of former TV box generation)
- Outpayments up in Q2 due to higher roaming volumes (vs. Q1 effect primarily driven by higher interconnection volumes)
- Cost for goods purchased flattish in Q2: higher cost at B2C (handset sales) compensated by lower cost (lower sales) at B2B
- 4 Q1 and Q2 impacted by different vacation accruals
- Lower cost for field service, network maintenance and travelling (in Q1 and Q2)



## **Capital expenditures**

Invest in critical infrastructure of the future

| in CHF mn               | Q2 21                        | H1 21                        |
|-------------------------|------------------------------|------------------------------|
| Group<br>CAPEX          | <b>543</b> (-16, -2.9% YOY)  | <b>1'083</b> (+8, +0.7% YOY) |
| Swisscom<br>Switzerland | <b>382</b> (-27, -6.6% YOY)  | <b>753</b> (-23, -3.0% YOY)  |
| Fastweb <sup>1</sup>    | <b>162</b> (+16, +11.0% YOY) | <b>330</b> (+36, +12.2% YOY) |
| Other <sup>2</sup>      | -1                           | 0                            |

#### Swisscom Switzerland H1 2021

Copper access, backbone & transport infrastructure

24%

Fibre (FTTx)

33%

Wireless 22%

IT systems, All-IP, CP equipment and other

21%

- **Swisscom Switzerland**: Fibre CAPEX flattish at 33% of CAPEX envelope
- **Fastweb**: CAPEX in CHF up YOY primarily due to customer projects (mainly CPE), 5G and currency effect (stronger Euro)

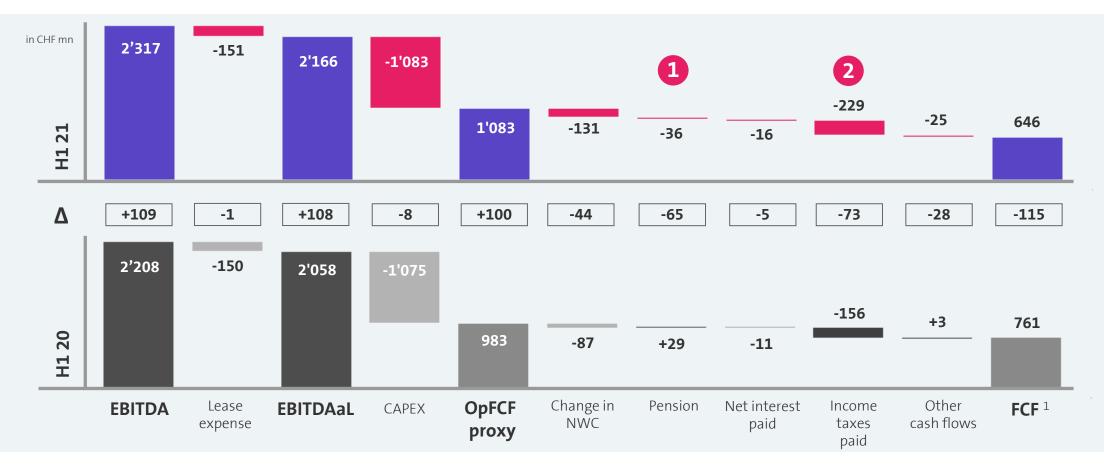
<sup>1)</sup> In local currency: Q2 21: EUR 147mn (+6.5% YOY), H1 21: EUR 301mn (+9.1% YOY)

<sup>2)</sup> Including intersegment elimination



#### Free cash flow

FCF of H1 2021 primarily lower because of a different tax payment schedule compared to last year

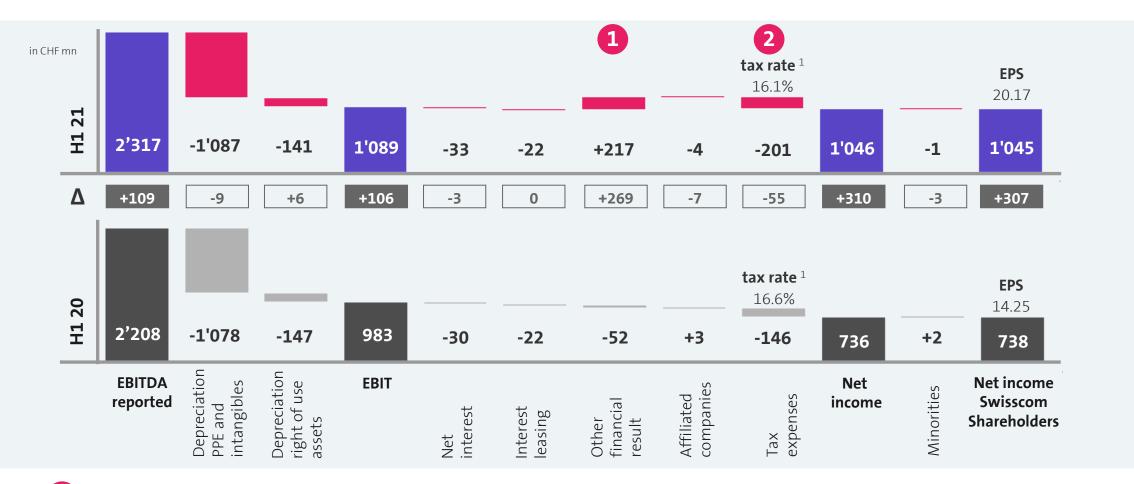


- Difference between net pension cost and employer contribution (cash payments) affected by a positive one-off effect on EBITDA (CHF +60mn) from the pension plan amendment in Q2 (further information on page 34 in the appendix)
- 2 Higher in H1 2021 due to a different payment schedule compared to 2020



### **Net income**

Earnings per share up (+42% YOY) thanks to solid EBIT evolution combined with positive one-offs



- 1 Other financial result positively impacted by one-off gains of CHF 38mn from sale of BICS (22.4% Swisscom stake) and CHF 169mn from transfer of 20% stake in FlashFiber to FiberCop, recognised at fair value
- 2 Tax rate lower as a result of BICS sale and FiberCop transaction



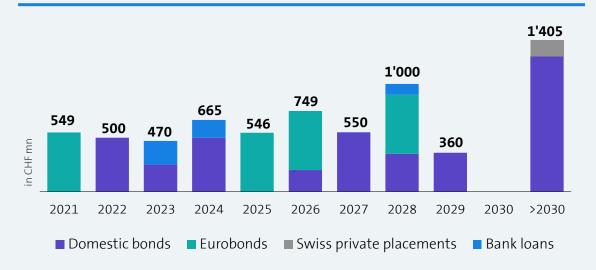
## Swisscom with 1st green bond in CHF

Well balanced and diversified maturity profile

#### Sustainability at the heart of Swisscom

- Swisscom recognized as one of the world's most sustainable ICT companies<sup>1</sup> as a result of systematic sustainability management for more than 20 years
- Progress of green projects and sustainable impact due to successful use of Green Bond Proceeds
- 1st Green Bond in CHF placed: CHF 100mn, 0.25% coupon, maturity in 2033
- **Substantial Green Project Portfolio in place** will allow to achieve ambitious targets by ...
  - **decoupling** energy consumption from traffic growth
  - **enabling** our customers to avoid CO<sub>2</sub> emissions
  - **reducing** our own CO<sub>2</sub> emissions

#### **Debt maturity profile** as per Q2 2021 2)



- Portfolio mix: Fix 85% vs floating 15%
- Ø interest rate of **0.93%**
- Ø duration of **5.66 years**
- CHF 2.2bn committed credit lines still unused
- Committed to strong credit ratings



## Revenue and CAPEX outlook reiterated - EBITDA guidance 2021 increased

Net revenue of CHF ~11.3bn, EBITDA of CHF 4.4-4.5bn (up) and CAPEX of CHF 2.2-2.3bn

| in CHF mn           | reported<br>figures 2020 | sofar²<br>outlook 2021 | new<br>outlook 2021 <sup>3</sup> | Splits into:  |
|---------------------|--------------------------|------------------------|----------------------------------|---|
| Revenue             | 11'100                   | ~11'300                | ~11'300                          | CHF ~8.6bn for Swisscom w/o Fastweb + EUR ~2.4bn for Fastweb    |
| EBITDA <sup>1</sup> | 4'382                    | 4'300-4'400            | 4'400-4'500                      | CHF 3.5-3.6bn for Swisscom w/o Fastweb + EUR ~0.8bn for Fastweb |
| CAPEX               | 2'229                    | 2'200-2'300            | 2'200-2'300                      | CHF ~1.6bn for Swisscom w/o Fastweb +<br>EUR ~0.6bn for Fastweb |

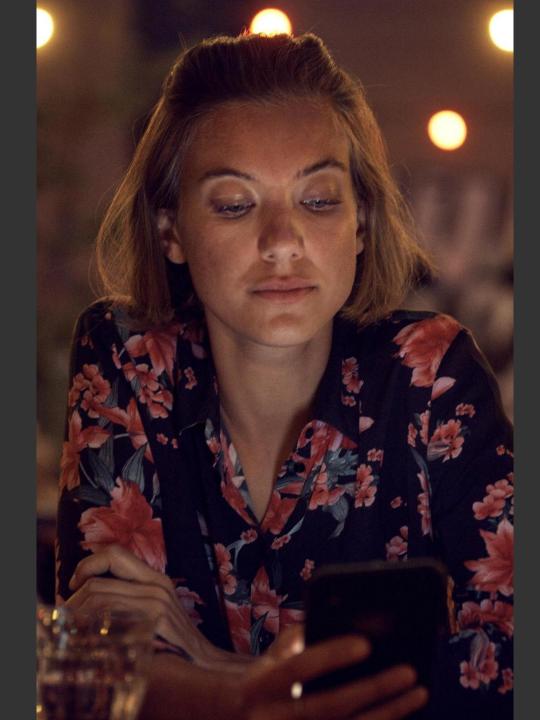
Upon meeting its targets, Swisscom plans to propose again a dividend of CHF 22/share (payable in 2022)

<sup>1</sup> EBITDAaL 2021 outlook for Swisscom: CHF 4.1-4.2bn

<sup>2</sup> As presented on 29 April 2021

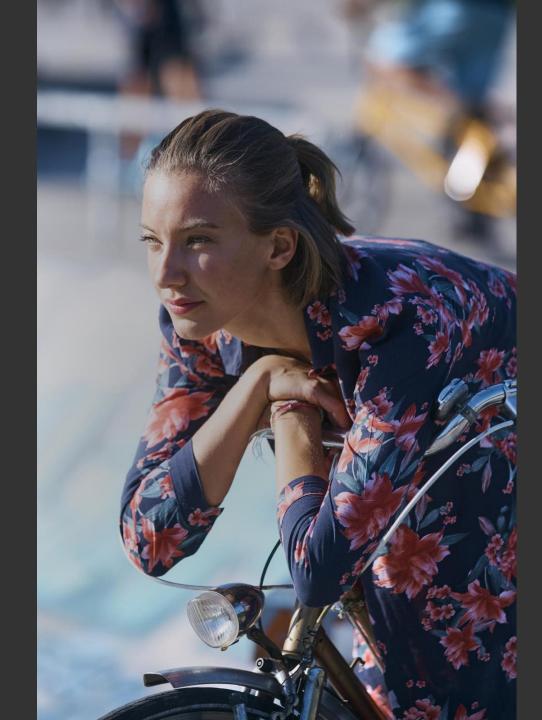
<sup>3</sup> For consolidation purposes, CHF/EUR of 1.10 has been used (vs. 1.07 for fiscal year 2020)





## **Questions & answers**





## Appendix



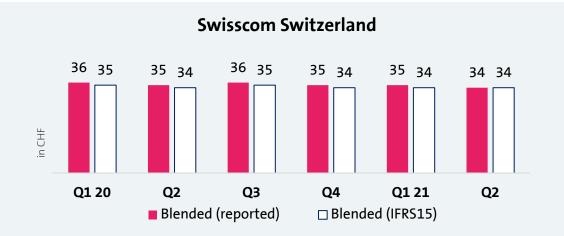
# **Key financials**Reported and underlying revenue and EBITDA

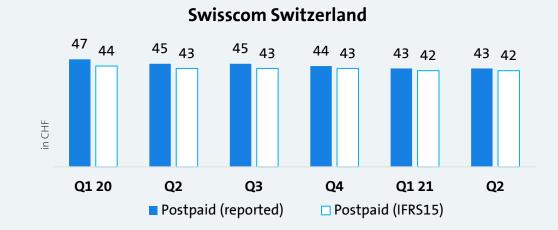
|       |       |                            |  |  | 2021                           |  |   | Change Q/Q  |  |  |   |   |
|-------|-------|----------------------------|--|--|--------------------------------|--|---|---|--|--|---|---|
| Q1    | Q2    | Q3                         | Q4                                     | FY   | Q1                             | Q2   | Q3  | Q4  | Q1   | Q2   | Q3  | Q4  |
| 2'737 | 2'706 | 2'758                      | 2'899                                  | 11'100   | 2'803                          | 2'780  |   |   | +66  | +74  |   |   |
|       |       |                            |  |  | -13                            | -20  |   |   | -13  | -20  |   |   |
|       |       |                            |  |  |                                |  |   |   | +53  | +54  |   |   |
| 1'111 | 1'097 | 1'148                      | 1'026                                  | 4'382  | 1'124                          | 1'193  |   |   | +13  | +96  |   |   |
|       |       |                            |  |  |                                | 22   |   |   |  | +22  |   |   |
|       |       |                            |  |  |                                | -60  |   |   |  | -60  |   |   |
|       |       |                            |  |  | -4                             | -7   |   |   | -4   | -7   |   |   |
|       |       |                            |  |  |                                |  |   |   | +9   | +51  |   |   |
|       | 2'737 | 2'737 2'706<br>1'111 1'097 | 2'737 2'706 2'758<br>1'111 1'097 1'148 | 2'737 2'706 2'758 2'899<br>1'111 1'097 1'148 1'026 | 2'737 2'706 2'758 2'899 11'100 | 2'737 2'706 2'758 2'899 11'100 2'803<br>-13<br>1'111 1'097 1'148 1'026 4'382 1'124 | 2'737 2'706 2'758 2'899 11'100 2'803 2'780 -13 -20  1'111 1'097 1'148 1'026 4'382 1'124 1'193  22 -60 | 2'737 2'706 2'758 2'899 11'100 2'803 2'780 -13 -20  1'111 1'097 1'148 1'026 4'382 1'124 1'193  22 -60 | 2'737 2'706 2'758 2'899 11'100 2'803 2'780 -13 -20  1'111 1'097 1'148 1'026 4'382 1'124 1'193 22 -60 | 2'737 2'706 2'758 2'899 11'100 2'803 2'780 +66 -13 -20 -13 +53  1'111 1'097 1'148 1'026 4'382 1'124 1'193 +13 -22 -60 -4 -7 -4 | 2'737       2'706       2'758       2'899       11'100       2'803       2'780       +66       +74         -13       -20       -13       -20       +53       +54         1'111       1'097       1'148       1'026       4'382       1'124       1'193       +13       +96         22       +22       -60       -60       -60       -60       -4       -7       -4       -7 | 2'737       2'706       2'758       2'899       11'100       2'803       2'780       +66       +74         -13       -20       -13       -20       +53       +54         1'111       1'097       1'148       1'026       4'382       1'124       1'193       +13       +96         22       +22       -60       -60       -60       -4       -7 |



#### **Swisscom Switzerland**

### Wireless ARPU and IFRS15 adjustments





## Residential Customers







## **Pension plan amendments**

Positive one-off EBITDA effect of CHF 60mn

#### **Facts**

- Differences b/w IFRS and Swiss pension law: valuation method and assumption (mainly **discount rate**)
- Ordinary IFRS pension cost > contribution payments
- Pension plan amendments decided in Q2 2021
  - reduction of future benefits to consider low interest situation and development of longevity
  - measures to partially compensate benefit reduction
  - reduction of net liability
  - positive one-off effect on net pension cost and
     EBITDA of CHF 60mn (non-cash) in Q2 2021

#### Reported costs and outlook

• **Reported 2020 vs. 2021** (H1 21 actual and FY 21 estimate)

| in CHF mn                                | H1 20<br>reported r | H1 21<br>eported | FY 20<br>reported | FY 21 estimate | YOY<br>change |
|--|---------------------|------------------|-------------------|----------------|---------------|
| Operating pension cost                   | 169                 | 162              | 338               | 333            | -5            |
| Plan amendments (one-off cost reduction) | 0                   | -60              | 0                 | -60            | -60           |
| Net pension cost<br>(impact on EBITDA)   | 169                 | 102              | 338               | 273            | -65           |
| Net interest<br>(financial result)       | 1                   | 1                | 2                 | 2              | 0             |
| Total pension cost                       | 170                 | 103              | 340               | 275            | -65           |
| Company contributions (cash payments)    | 138                 | 138              | 273               | 273            | 0             |
| Net pension cost less cash payments      | 31                  | -36              | 65                | 0              | -65           |

Financial implications reflected in new EBITDA outlook for FY 2021



## **Residential Customers (B2C)**

Segment reporting as per 30.06.2021

Net revenue increased driven by higher handset sales, however service revenue decreased.

Service revenue decreased (-2.6%) due to higher discount volumes and brand shift.

Contribution margin 2 increased by 1.4%, the service revenue decrease could be compensated.

|   | Q2 2021 | Q2/Q2  | 30.06.2021 | YoY    |
|---|---------|--------|------------|--------|
| Net revenue in MCHF 1)                            | 1'124   | 2.1%   | 2'273      | 1.6%   |
| Direct costs in MCHF                              | -255    | 8.5%   | -534       | 10.6%  |
| Indirect costs in MCHF 2)                         | -163    | -10.9% | -334       | -9.5%  |
| Contribution margin 2 in MCHF                     | 706     | 3.4%   | 1'405      | 1.4%   |
| Contribution margin 2 in %                        | 62.8%   |        | 61.8%      |        |
| Depreciation & amortisation in MCHF               | -13     | -40.9% | -27        | -30.8% |
| Lease expense in MCHF                             | -10     | -9.1%  | -20        | -9.1%  |
| Segment result in MCHF                            | 683     | 5.1%   | 1'358      | 2.5%   |
| CAPEX in MCHF                                     | -6      | -14.3% | -9         | -25.0% |
| FTE's   | -60     |        | 2'962      | -5.7%  |
|   |         |        |            |        |
| Broadband lines in '000 <sup>3)</sup>             | +0      |        | 1'733      | -1.0%  |
| Voice lines in '000 <sup>3)</sup>                 | -19     |        | 1'188      | -6.9%  |
| Wireless customers Prepaid in '000                | -27     |        | 1'297      | -12.4% |
| Wireless customers Postpaid in '000 <sup>3)</sup> | +26     |        | 3'016      | 2.8%   |
| Blended wireless ARPU in CHF                      | 36      | 0.0%   | 36         | -2.7%  |
| TV subs in '000 <sup>3)</sup>                     | +1      |        | 1'513      | -0.2%  |

<sup>1)</sup> incl. intersegment revenues

<sup>2)</sup> incl. capitalised costs and other income

<sup>3)</sup> sum of single play and bundles



## **Business Customers (B2B)**

Segment reporting as per 30.06.2021

Net revenue decreased (-1.3%), the decrease in service revenue (-4.4%) due to price erosion has slowed down a bit.

Hardware sales also down (-2.5% YoY)

On the other hand, Solutions revenue (+3.8%) up.

Contribution margin 2 decreased (-1.6%). The decline in service revenue was mostly compensated by lower indirect cost and growth in Solutions revenue.

|                                     | Q2 2021 | Q2/Q2  | 30.06.2021 | YoY    |
|-------------------------------------|---------|--------|------------|--------|
| Net revenue in MCHF 1)              | 759     | -2.4%  | 1'537      | -1.3%  |
| Direct costs in MCHF                | -198    | -2.5%  | -400       | 0.5%   |
| Indirect costs in MCHF 2)           | -234    | -0.8%  | -472       | -2.3%  |
| Contribution margin 2 in MCHF       | 327     | -3.5%  | 665        | -1.6%  |
| Contribution margin 2 in %          | 43.1%   |        | 43.3%      |        |
| Depreciation & amortisation in MCHF | -17     | -5.6%  | -34        | -10.5% |
| Lease expense in MCHF               | -8      | -11.1% | -16        | -5.9%  |
| Segment result in MCHF              | 302     | -3.2%  | 615        | -1.0%  |
| CAPEX in MCHF                       | -11     | 37.5%  | -21        | 23.5%  |
| FTE's                               | +74     |        | 5'026      | 2.0%   |
|                                     |         |        |            |        |
| Broadband lines in '000             | -1      |        | 294        | -1.3%  |
| Voice lines in '000                 | -1      |        | 283        | -1.7%  |
| Wireless customers in '000          | -7      |        | 1'856      | 0.3%   |
| Blended wireless ARPU in CHF        | 31      | -6.1%  | 31         | -8.8%  |
| TV subs in '000                     | +0      |        | 69         | 1.5%   |
|                                     |         |        |            |        |

<sup>1)</sup> incl. intersegment revenues

<sup>2)</sup> incl. capitalised costs and other income



## Wholesale

### Segment reporting as per 30.06.2021

Revenue from external customers up by 3.1% due to BBCS growth and positive impacts from mobile backhauling. Inbound roaming and termination revenues slightly below prior year.

Contribution margin 2 up 1.9% YoY (CHF +5 mn).

|                                     | Q2 2021 | Q2/Q2 | 30.06.2021 | YoY    |
|-------------------------------------|---------|-------|------------|--------|
| External revenue in MCHF            | 159     | 0.6%  | 332        | 3.1%   |
| Intersegment revenue in MCHF        | 71      | 7.6%  | 141        | 11.0%  |
| Net revenue in MCHF                 | 230     | 2.7%  | 473        | 5.3%   |
| Direct costs in MCHF                | -101    | 6.3%  | -200       | 8.7%   |
| Indirect costs in MCHF 1)           | -5      | 25.0% | -11        | 37.5%  |
| Contribution margin 2 in MCHF       | 124     | -0.8% | 262        | 1.9%   |
| Contribution margin 2 in %          | 53.9%   |       | 55.4%      |        |
| Depreciation & amortisation in MCHF | -       |       | -          |        |
| Lease expense in MCHF               | -       |       | -          |        |
| Segment result in MCHF              | 124     | -0.8% | 262        | 1.9%   |
| CAPEX in MCHF                       | -       |       | -          |        |
| FTE's                               | +2      |       | 83         | -1.2%  |
|                                     |         |       |            |        |
| Full access lines in '000           | -3      |       | 49         | -22.2% |
| BB (wholesale) lines in '000        | +14     |       | 581        | 9.0%   |

<sup>1)</sup> incl. capitalised costs and other income



## **Infrastructure & Support Functions**

Segment reporting as per 30.06.2021

Contribution margin 2 improved by 0.7%. Network maintenance costs decreased by 4.5%.

Insourcing of FTE leads to a higher contribution of capitalised cost and negatively impacts workforce expenses.

The indirect cost of Q2 2021 include adjustments of provisions for regulatory litigations.

|  | Q2 2021 | Q2/Q2  | 30.06.2021 | YoY    |
|--|---------|--------|------------|--------|
| Net revenue in MCHF                                | 20      | -4.8%  | 39         | -7.1%  |
| Direct costs in MCHF                               | -1      | -66.7% | -3         | -25.0% |
| Workforce expenses in MCHF                         | -203    | -4.7%  | -433       | 0.0%   |
| Maintenance in MCHF                                | -56     | -3.4%  | -107       | -4.5%  |
| IT expenses in MCHF                                | -35     | -7.9%  | -67        | -5.6%  |
| Other OPEX in MCHF                                 | -114    | 16.3%  | -205       | 9.6%   |
| Indirect costs in MCHF Capitalised costs and other | -408    | 0.2%   | -812       | 1.1%   |
| income in MCHF                                     | 113     | 0.9%   | 241        | 6.6%   |
| Contribution margin 2 in MCHF                      | -276    | -0.4%  | -535       | -0.7%  |
| Depreciation & amortisation in MCHF                | -355    | 2.0%   | -697       | 1.3%   |
| Lease expense in MCHF                              | -40     | 5.3%   | -80        | 2.6%   |
| Segment result in MCHF                             | -671    | 1.2%   | -1'312     | 0.5%   |
| CAPEX in MCHF                                      | -365    | -7.4%  | -723       | -3.2%  |
| FTE's  | +21     |        | 4'796      | 2.0%   |



### **Fastweb**

### Segment reporting as per 30.06.2021

All customer segments report a revenue increase.

Enterprise revenue up by 10.6% as revenues with private and public administrations increased.

EBITDA up by 5.2% YOY driven by the revenue increase.

|                                    | Q2 2021 | Q2/Q2 | 30.06.2021 | YoY   |
|------------------------------------|---------|-------|------------|-------|
| Consumer revenue in MEUR           | 288     | 2.1%  | 574        | 2.1%  |
| Enterprise revenue in MEUR         | 244     | 8.9%  | 481        | 10.6% |
| Wholesale revenue in MEUR 1)       | 68      | 21.4% | 126        | 16.7% |
| Net revenue in MEUR 1)             | 600     | 6.8%  | 1'181      | 6.9%  |
| OPEX in MEUR <sup>2)</sup>         | -395    | 7.6%  | -797       | 7.7%  |
| EBITDA in MEUR                     | 205     | 5.1%  | 384        | 5.2%  |
| EBITDA margin in %                 | 34.2%   |       | 32.5%      |       |
| Depreciation& amortisation in MEUR | -147    | 3.5%  | -293       | 2.4%  |
| Lease expense in MEUR              | -13     | 0.0%  | -27        | 3.8%  |
| Segment result in MEUR             | 45      | 12.5% | 64         | 20.8% |
| CAPEX in MEUR                      | -147    | 6.5%  | -301       | 9.1%  |
| FTE's                              | +17     |       | 2'750      | 5.6%  |
| BB customers in '000               | +9      |       | 2'774      | 3.0%  |
| Wireless customers in '000         | +122    |       | 2'188      | 19.6% |
| In consolidated Swisscom accounts  |         |       |            |       |
| EBITDA in MCHF                     | 225     | 8.2%  | 420        | 8.0%  |
| CAPEX in MCHF                      | -162    | 11.0% | -330       | 12.2% |

<sup>1)</sup> incl. revenues to Swisscom companies

<sup>2)</sup> incl. capitalised costs and other income



## Other

### Segment reporting as per 30.06.2021

Net revenue up by 3.7% due to higher revenue from cablex, Swisscom Broadcast and local.fr.

EBITDA flattish YoY.

|                                     | Q2 2021 | Q2/Q2 | 30.06.2021 | YoY    |
|-------------------------------------|---------|-------|------------|--------|
| External revenue in MCHF            | 112     | 5.7%  | 216        | 0.5%   |
| Net revenue in MCHF 1)              | 265     | 7.7%  | 505        | 3.7%   |
| OPEX in MCHF <sup>2)</sup>          | -216    | 4.9%  | -422       | 4.2%   |
| EBITDA in MCHF                      | 49      | 22.5% | 83         | 1.2%   |
| EBITDA margin in %                  | 18.5%   |       | 16.4%      |        |
| Depreciation & amortisation in MCHF | -14     | -6.7% | -27        | -10.0% |
| Lease expense in MCHF               | -3      | 0.0%  | -6         | 0.0%   |
| Segment result in MCHF              | 32      | 45.5% | 50         | 8.7%   |
| CAPEX in MCHF                       | -10     | -9.1% | -19        | 5.6%   |
| FTE's                               | -21     |       | 3'493      | -0.8%  |

<sup>1)</sup> incl. intersegment revenues

<sup>2)</sup> incl. capitalised costs and other income



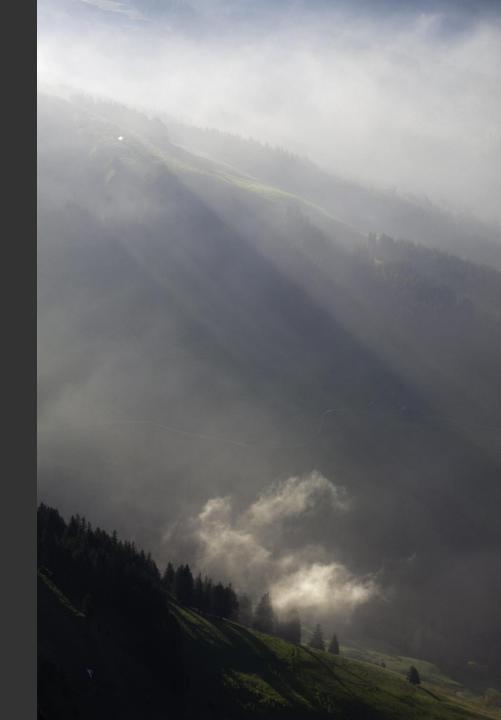
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