



Annual Results Press Conference 2023

09 February 2023

swisscom





Stefan Nünlist

Chief Group Communications & Responsibility



Empowering the digital future

Christoph Aeschlimann, Chief Executive Officer



Swisscom: 25 years young

A success story in a time of fast-paced digitisation



1998



2000



World innovation:
seamless handover

2003



UMTS:
first provider

2004



First flat rate
in Europe

2012



Swisscom TV 2.0
major TV update

2015



Swisscom enables
UEFA Cup in 4K

2016



World première:
1st 5G device on the network

2018



World première:
50 Gbps in fixed network

2020

World-class innovations



Swisscom presents
world innovation: WAP

1999



First tablet:
from Swisscom

2000



World innovation:
Mobile Unlimited

2004



Bluewin TV

2006



First 4G provider
in Switzerland

2012



First
self-driving
car in Switzerland

2015



European première

2016



1st 'private blockchain'
in Switzerland

2018



Key financial figures for 2022 at a glance

Revenue and EBITDA growth
excluding non-recurring items and currency
effects

Revenue

11,112

(-71, -0.6% YOY)
(+116, +1.0% underlying)

EBITDA

4,406

(-72, -1.6% YOY)
(+139, +3.1% underlying)

Net income

1,603

(-230, -12.5% YOY)
(+180, +11.4% comparable)

Capital expenditure

2,309

(+23, +1% YOY)





Our 2025 objectives:



No. 1 in
Switzerland



Leading
challenger in
Italy



Rock-solid
financials



Committed to
corporate
responsibility



Outstanding in
innovation &
reliability



No. 1 in Switzerland





A strong 2022

On the path back to growth in Switzerland

Successful launch: blue



- More than 1,9 million customers are already using the new, attractive offer
- Growth especially among 'digital natives'

Growth in entertainment & security



- 50% more subscriptions to blue Sport in 2 years
- Cinema business on track after Coronavirus
- Security & service products show +7% revenue growth since 2020

Strong growth in IT



- Leading Swiss IT provider
- Growth in the SME market through digitisation
- Strengthening of own software skills

Success with security and cloud



- Strong growth in public cloud business thanks to partnerships (e.g. AWS)
- Successful launch of new security offerings

No. 1 for customer experience



- Front-runner in service tests:
 - Connect Test Shop
 - Connect Test app
 - PCtipp Service Award
- High recommendation rate



Revenue stable in B2C business

Growth in Swisscom mobile subscriptions
and in 2nd and 3rd brands

Stable revenue per customer
in both fixed-network and mobile business

Strong decline in willingness to switch due
to attractive offers and services

One in two new customers already opts for
'Simply Digital'



5G fixed wireless access for business customers

Easy **networking of sites** without fixed-network access – permanently or temporarily.

Cloud-based networking offers connection to the ultra-fast broadband network

Solution for **greater reliability** (backup solution)

Easy installation establishes wireless connection



Leading challenger in Italy

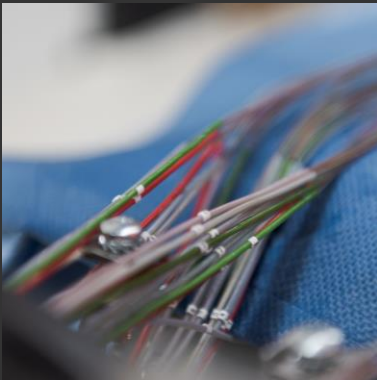




Fastweb

Still on course for growth

Network expansion continued



- Coverage of ultra-fast broadband connections at 86% (+4pp)
- Leading the way in 5G: 67% coverage (+17pp)
- 5G FWA coverage already at 4.5 million homes

Awards and strong partners



- Top ratings for fixed and FTTH network¹ and mobile network²
- Important partnerships established in the cloud sector

1) nPerf Analytics platform 2022,
2) Ookla Speedtest Intelligence 2022

Focus on sustainability



- Clear positioning with TU SEI FUTURO
- Zero CO₂ subscriptions for mobile and wireline services

Continued growth



- On growth path for 38 quarters
- Double-digit growth in Wholesale business
- 615,000 mobile customers gained



Outstanding market performance

Business customer revenue increased to over EUR 1 billion

Digitisation partner for business customers with cloud, cybersecurity and 5G solutions

Bundled offerings drive ARPU and reduce residential customers' willingness to switch

Number of mobile customers increased by 25% to around 3.1 million customers



Greater sustainability: TU SEI FUTURO

Benefit Company: since 2022, Fastweb has linked sustainability with business goals

Financial Times lists Fastweb among the 20 most important **Europe Climate Leaders** for **2022**

The **Fastweb Digital Academy** reaches more than 50,000 trainees and teaches digital skills.





Committed to Corporate Responsibility





Responsibility for the environment.

With products

Climate-neutral products and new WLAN boxes made of 70% recycled plastic

For energy

In 2022, energy efficiency was increased by 4.5 %

For the climate

20% more own photovoltaic installations.
104 installations now provide cleaner electricity.





Responsibility for **people.**

For
**media
competency**

30% more online courses for greater media competency. New platform for media competency launched with Campus 2.0

For
children in need

One million devices for SOS Children's Village collected via Mobile Aid

For **employees**

Successful re-certification as 'Friendly Workplace'





Responsibility for best **governance.**

For best
business management

Recognised as 'Best Board
of Directors' by
171 companies in
Switzerland

For our
supply chain

83 checks carried out at
suppliers, 549
improvement measures
initiated

With
awards

ZKG

BCG





Outstanding in Innovation & Reliability





Best network & high customer satisfaction

Thanks to consolidation and innovations

Our FTTH strategy is clear



- High pressure for P2P FTTH expansion
- Broadband coverage further expanded
- All relevant tests won

Number 1 in mobile communications



- 5G+ coverage significantly increased
- 5G applications implemented in B2B environment
- All relevant tests won

IT and network consolidation



- The announced simplification of our network and platform structure is proceeding according to plan
- Cloud-native transformation successfully underway

Successful Wholesale business



- Extension of the access agreement with Sunrise
- Salt: successful talks on adapting the fibre-optic agreement
- High customer satisfaction



53%

fibre-optic coverage
(FTTH)



91%

of homes and businesses have an ultra-
fast broadband connection.



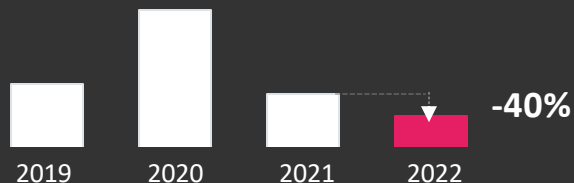
74%

of the population are covered by the
super fast 5G+
(+ 12 %P)



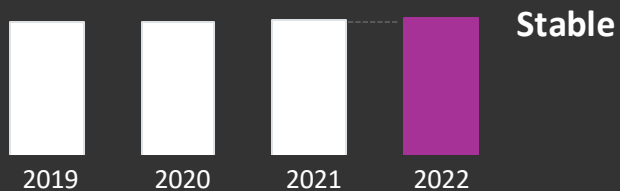


Fewer major service outages

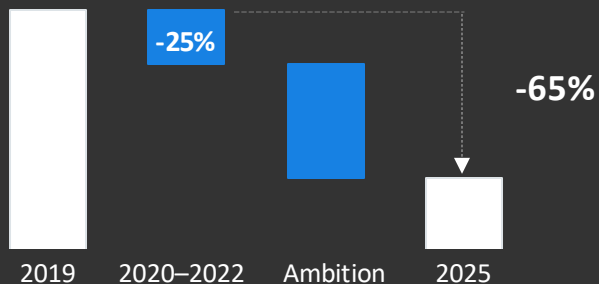


High customer satisfaction

Stable NPS at a high level



Phase-out of network platforms



Network stability significantly increased

Reduction of complexity
in our networks

Phase-out of network platforms
by over 25% in past three years

Simplification of suppliers
by reducing the number by 70%

Power efficiency in our networks and data centres increased by 50% over the past seven years



World première 50 Gbps in fixed network

Successful test in the live network.
World leader in new technologies

More **speed**
and lower **latency**

New technology enables **security services**
and **guaranteed bandwidths**

Introduction planned around 2025 – with
particularly high benefits for business
customers



The best network for Switzerland

99% of the Swiss population has access to a basic version of **5G**.

CHF 1,688 million
was invested by Swisscom in 2022 in its high-performance network infrastructure.

≈**91%** or ≈5 million homes and offices are supplied with speeds in excess of 80 Mbps.

74% of the population use a full version of 5G.



≈4.3 million homes and offices are supplied with speeds in excess of **200 Mbps**. This equates to 79%.

Mobile data volumes increased by a **factor of 90** between 2012 and 2022.

99.9% of the Swiss population is covered by 4G/LTE.



Rock-solid Financials





Eugen Stermetz

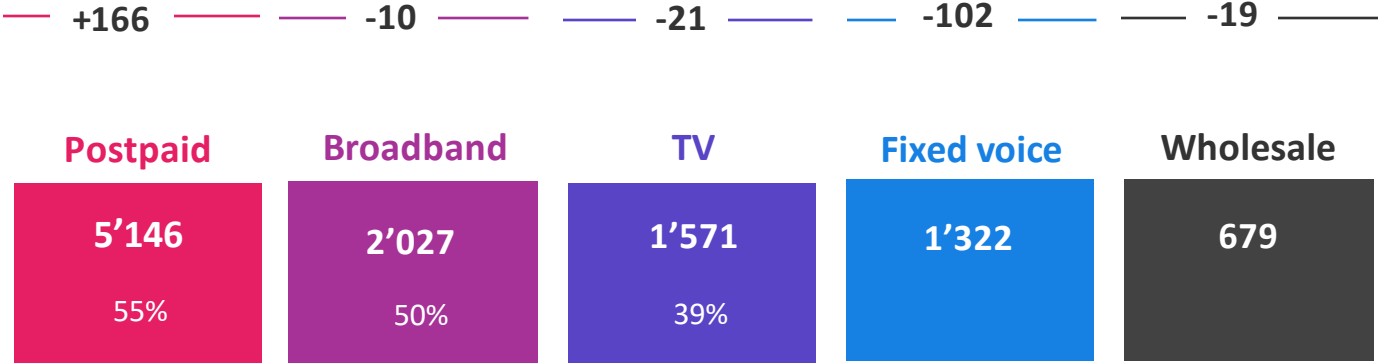
Chief Financial Officer



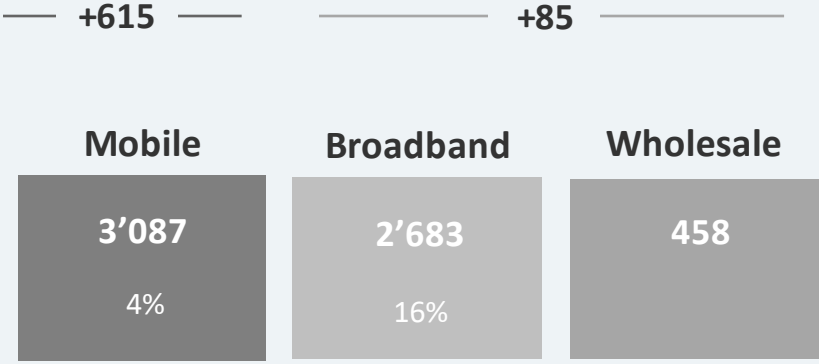
Market results 2022

Stable in Switzerland and growing in Italy

Swisscom Schweiz



Fastweb



1) Revenue Generating Units
2) As per 30.9.2022

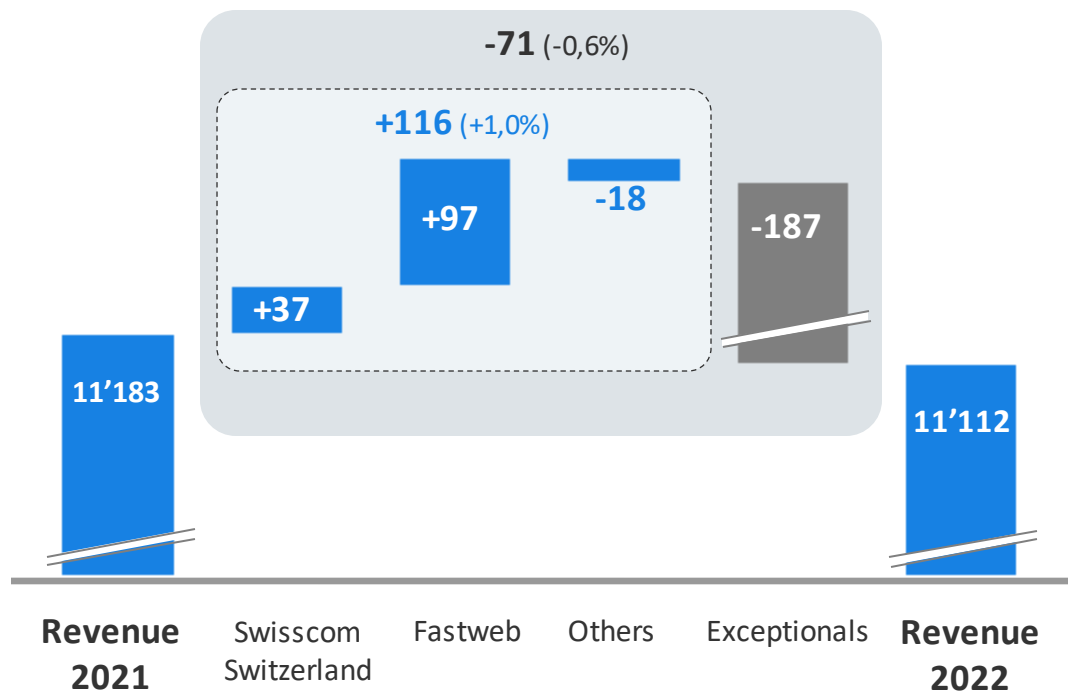


Financial results 2022

Underlying EBITDA increased thanks to strong operational results in Switzerland and Italy

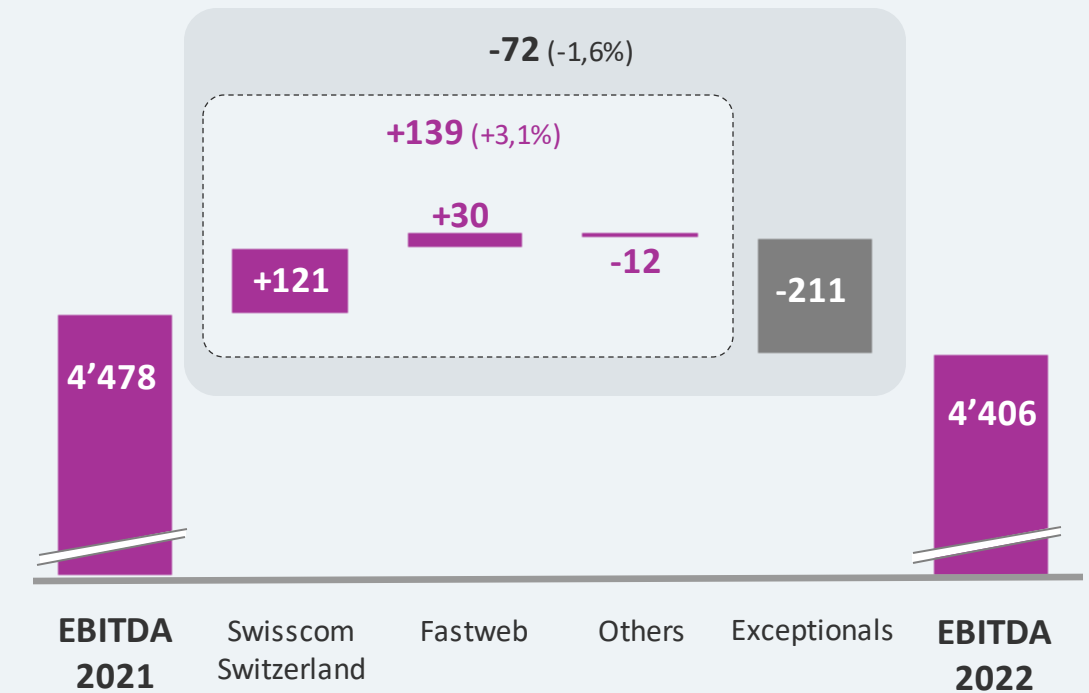
Revenue

in CHF mn



EBITDA

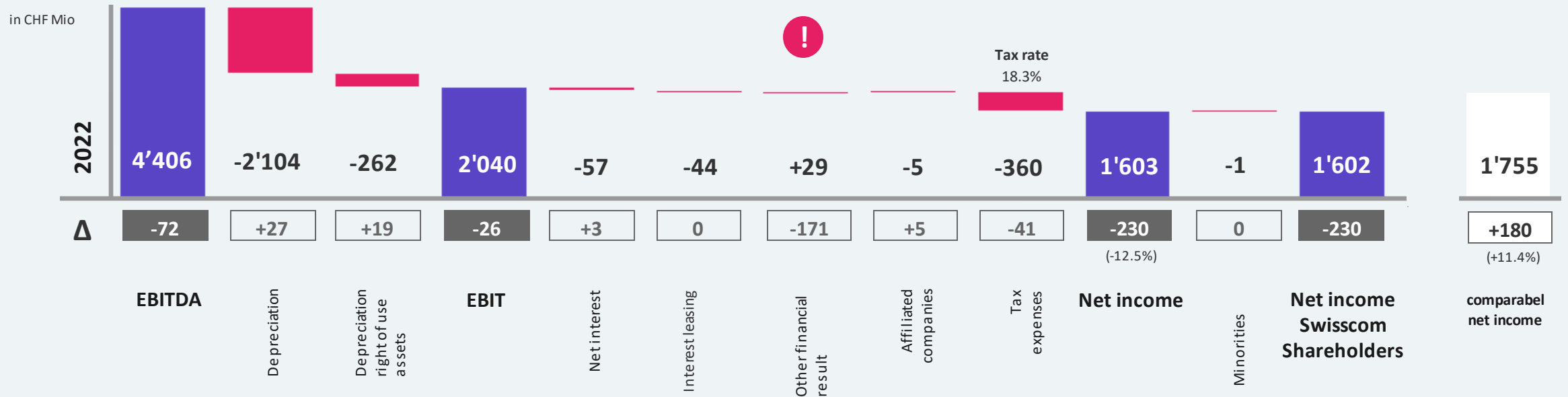
in CHF mn





Net income

YOY change impacted by one-off effects in other financial result and tax expenses in 2021



Other financial result 2021 positively impacted by one-off gains of CHF 38mn from sale of BICS and CHF 169mn from transfer of 20% stake in FlashFiber to FiberCop. 2022 positively impacted by change in fair value of interest rate swaps (CHF +45mn YOY)



Capital expenditures

in CHF mn.

2021

2022

Swisscom
Gruppe

2'286

2'309

Swisscom
Switzerland

1'642

1'698

Fastweb

649

619

Swisscom Switzerland 2022

Backbone and
transport
infrastructur

33% (+7%P YOY)

Fibre

28% (-6%P YOY)

Wireless

17% (-3%? YOY)

IT % others

22% (+2%P YOY)



Outlook for 2023 and personal review

Christoph Aeschlimann, Chief Executive Officer



Outlook for 2023

| in CHF billion | 2022 | Divided into: | 2023 Outlook* | Divided into: |
|----------------|--------|----------------------------------------------------------------|------------------|--------------------------------------------------------------------|
| | | | | |
| Revenue | 11,112 | CHF 8.6 billion for Switzerland EUR 2.5 billion for Fastweb | 11.1–11.2 | CHF 8.6 billion for Switzerland EUR 2.5–2.6 billion for Fastweb |
| EBITDA | 4,406 | CHF 3.5 billion for Switzerland EUR 0.9 billion for Fastweb | 4.6–4.7 | CHF 3.7–3.8 billion for Switzerland EUR 0.9 billion for Fastweb |
| CAPEX | 2,309 | CHF 1.7 billion for Switzerland EUR 0.6 billion for Fastweb | ~2.3 | CHF 1.7 billion for Switzerland EUR 0.6 billion for Fastweb |

* For consolidation reasons, a CHF–EUR exchange rate of 1,00 was used (financial year 2022: 1,00)

Upon achievement of targets, unchanged dividend of CHF 22 per share



**Over 100 conversations held
from apprentices up to
management**

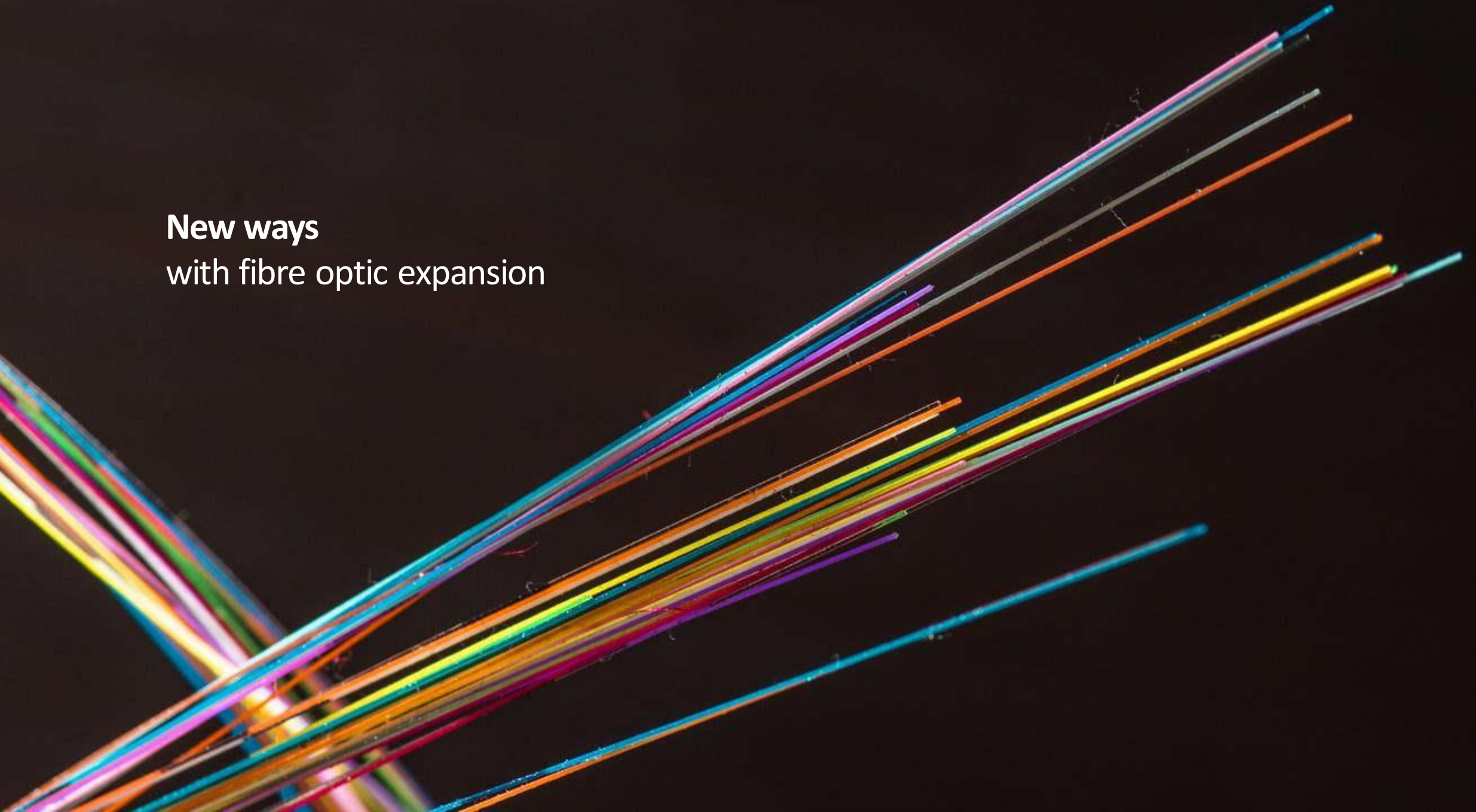




Employees
who enjoy what they
do



New ways
with fibre optic expansion






Inspiring young people



SWISSCOM Bilanzmedienkonferenz 2022












Empowering the digital future
**CHRISTOPH
AESCHLIMANN**





Christoph Aeschlimann (He/Him) · 1.
CEO Swisscom | Business & Digital Transformation Leader |
Entdecken von neuen Arbeitsweisen #NewWork | Referent
Themen: #newwork, #leadership und #technology
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 207 gemeinsame Kontakte: Christian Neuhaus, Frank Dederichs und 205 weitere Personen
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 IMD Business School



Not one day, but now
#ready



Swisscom
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Skills shortage actively
addressed in social media



More diversity
also in the Group Executive
Board



Thank you

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