

# Vontobel investor conference Interlaken

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# Agenda

## 1. Market Performance

- Financial strength compared to competitors

## 2. Results Q1 2011

- Key group results
- EBITDA dynamics YoY

## 3. Revenue dynamics

- From single subscriptions to bundles

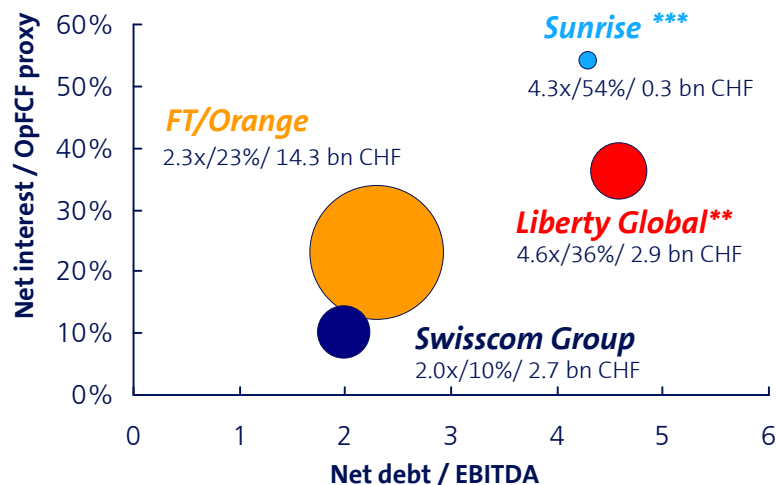
## 4. Outlook

# 1. Market Performance - Relative competitive strength

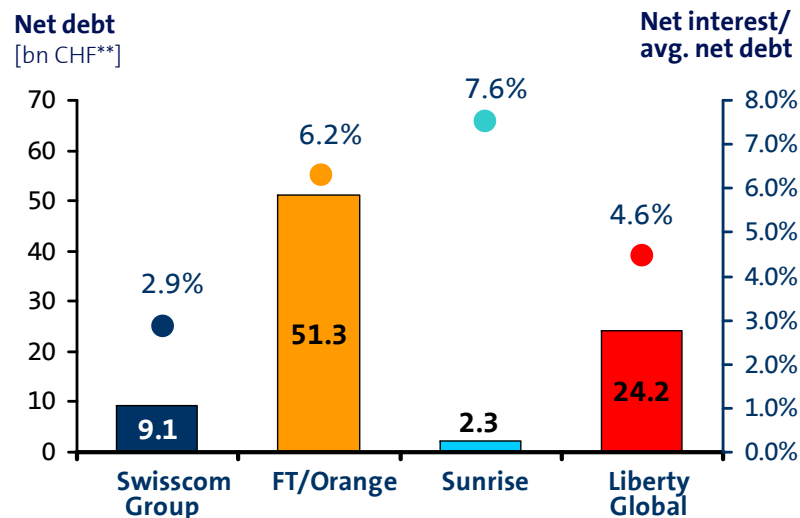
Financial strength of (mother companies of) players in Swiss market rather different

**Debt/interest ratios in 2009**

Bubble size = OpFCF proxy in bn CHF\*



**Net debt and avg. cost of debt in 2009**



Sources: all figures based on latest publicly available data in annual reports of France Telecom/Orange and Liberty Global

\* 1 EUR = 1.51 CHF; 1 USD = 1.09 CHF

\*\* Liberty Global assumption: Operating cash flow = EBITDA

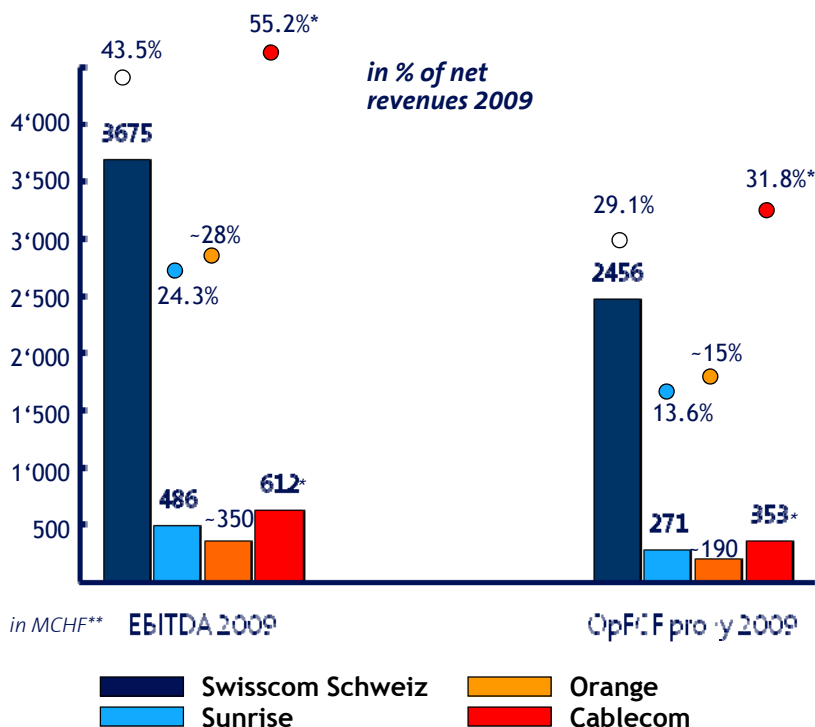
\*\*\* Sunrise pro forma figures adjusted by the issue of notes of 1.47 billion CHF by mid 2010

Swisscom with lowest proportionate indebtedness, and by far lowest cost of funding

# 1. Market Performance - Relative competitive strength

## Financial strength of players in Swiss market rather different

Financial strength of CH competitors



- Absolute EBITDA and cash flow level of main competitors in Switzerland significantly below Swisscom
- Swisscom as incumbent and Cablecom with own broadband infrastructure have the highest margins
- Attackers such as Sunrise and Orange have significantly lower margins
- Most of OpFCF of competitors required to service interest and debt charges, therefore potentially challenging situation to cover investment requirements going forward

Sources: all figures based on publicly available data in quarterly/annual reports of France Telecom/Orange, Liberty Global and Sunrise

• Cablecom assumption: Operating cash flow = EBITDA

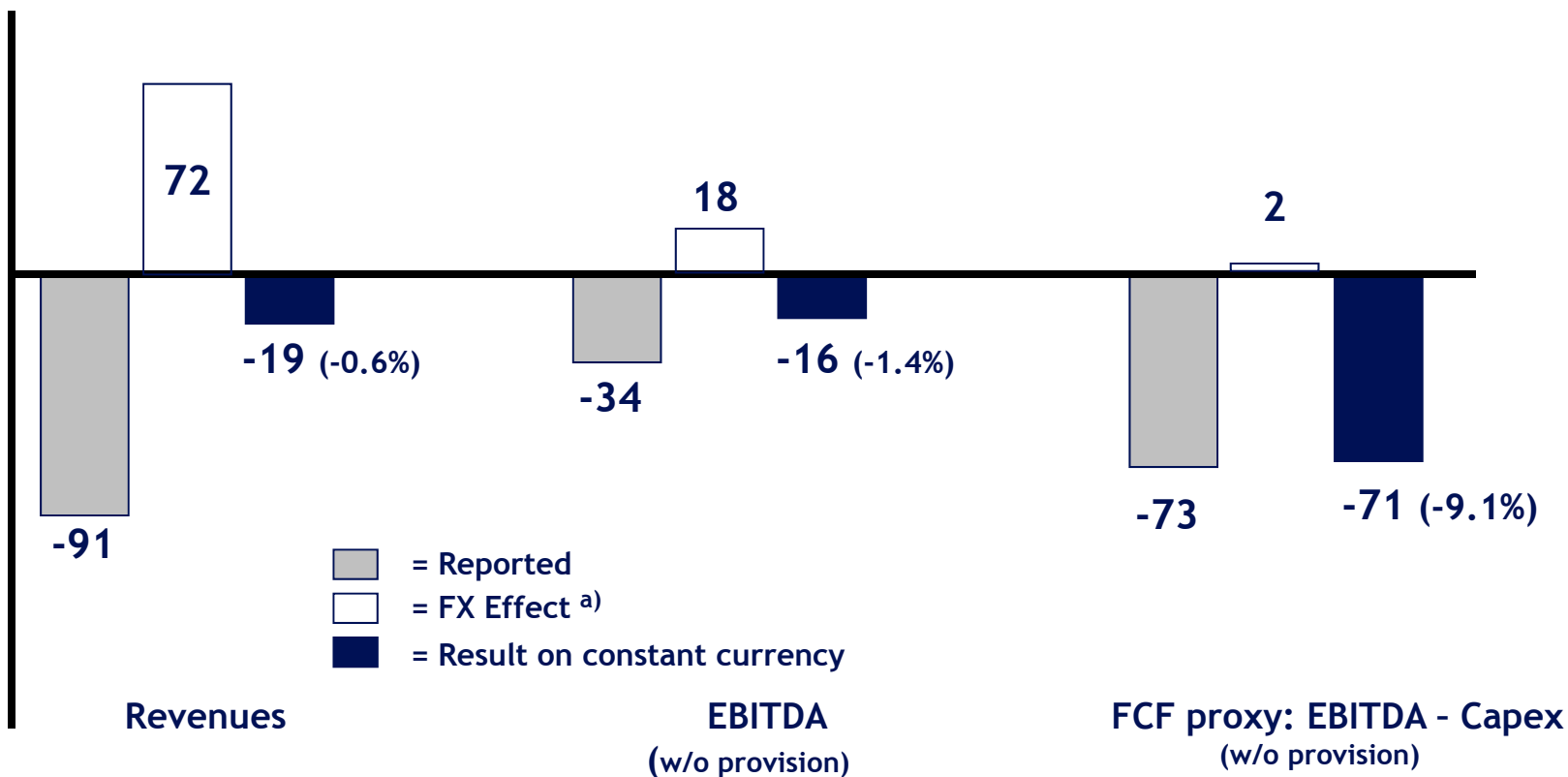
\*\* 1 USD = 1.09 CHF

Orange CH numbers not exactly known, these represent the 2008 results, and interim 2009 numbers point to a similar development

Swisscom's "share of EBITDA and OpFCF proxy" in Switzerland around 70% and 75% respectively

## 2. Swisscom Group financial results: on constant currency basis

Change YoY (Q1 2011 versus Q1 2010) in CHF mm, total Swisscom Group



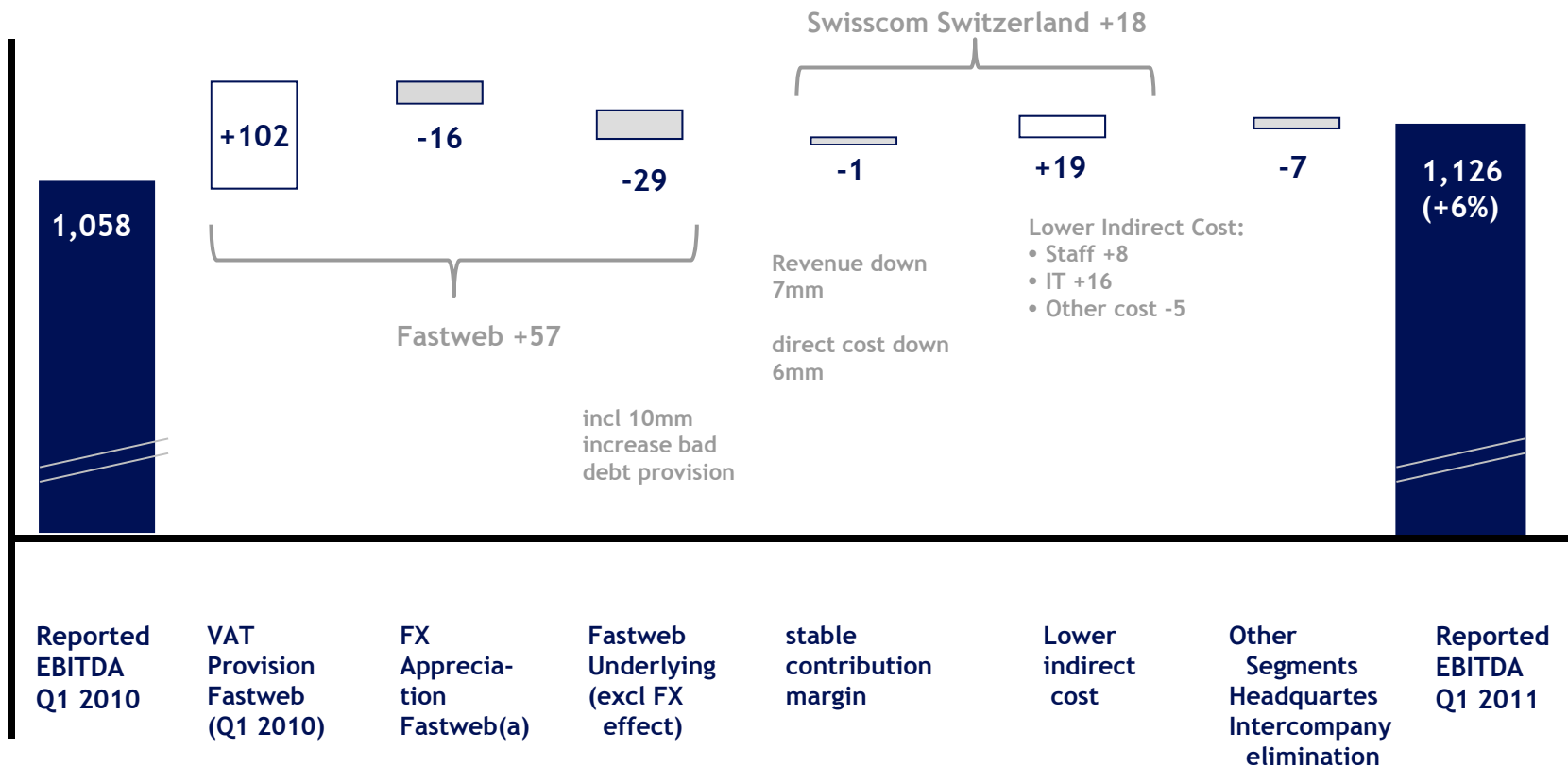
(a) Average exchange rate CHF/€ in Q1 2010: 1.453 and in Q1 2011: 1.291, i.e. a weakening of Euro against Swiss Franc of 11.1%

Revenues and EBITDA nearly flat on constant currency basis. No negative impact on FCF proxy from stronger Swiss Franc as Fastweb Capex was booked at lower CHF rate

## 2. Swisscom Group financial results, EBITDA





Change YoY (Q1 2011 versus Q1 2010) in CHF mm, total Swisscom Group

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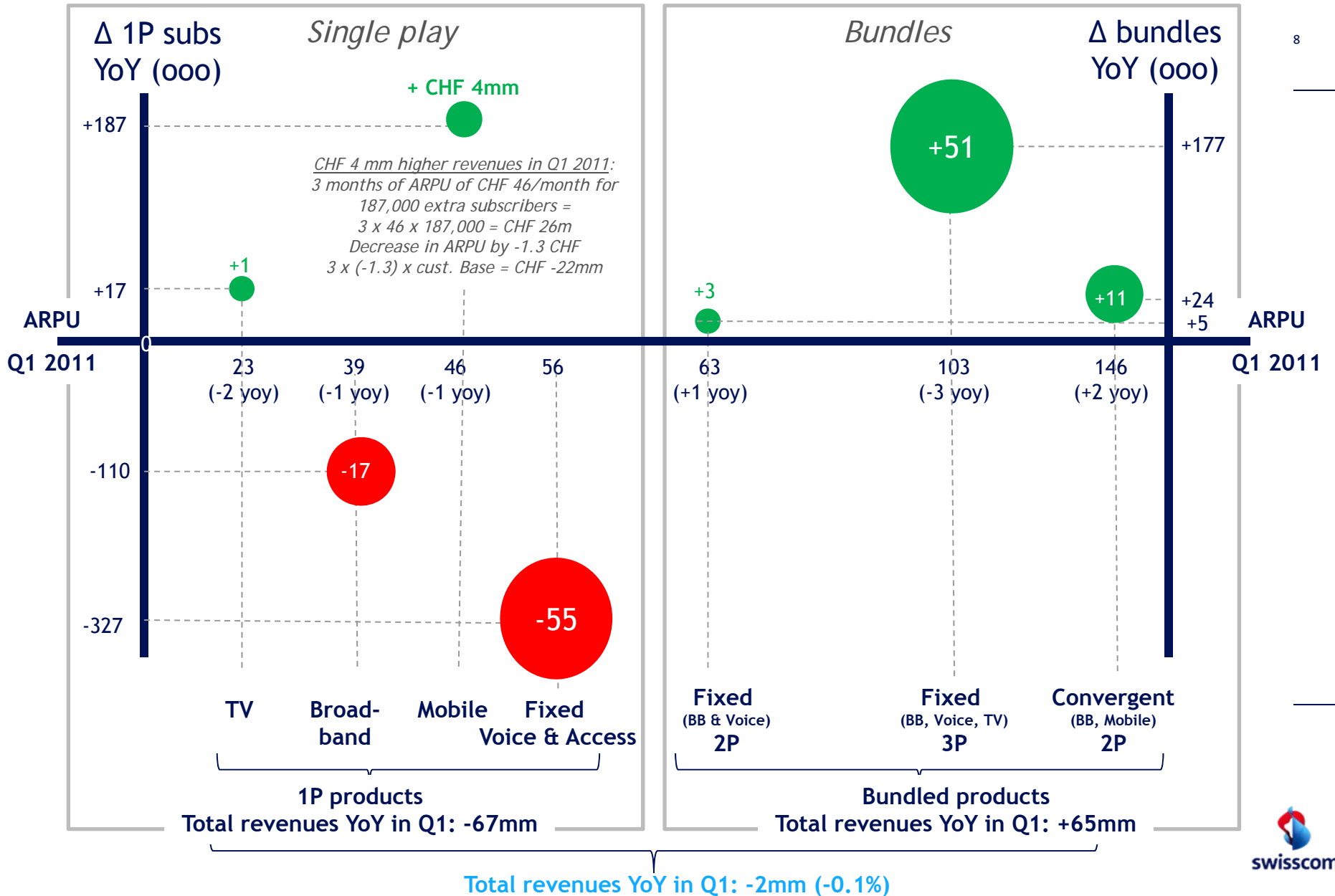
Like for like EBITDA (excl. VAT provision and FX) down 1.4%

### 3. Revenues Q1 2011 vs Q1 2010: from single subscriptions to bundles

CHF mm.	Single Play Products		Bundle + Convergent Products		Σ
	Wireline	Wireless	Wireline Bundles	Convergent Products	
<b>Retail Business</b> (incl. Incoming)	 -71	 +4	 +54	 +11	
<b>Σ</b>	<b>-67</b>		<b>+65</b>		<b>-2</b>
<b>Wholesale</b> (excl. incoming) & other	Wireline Wholesale	Inbound Roaming	Other		
	-19	-5	+11		<b>-13</b>
<b>Σ Total Retail &amp; Wholesale</b>					<b>-15</b>
<b>Devices and other revenues</b>					<b>+7</b>
<b>Other Segments</b>					<b>+26</b>
<b>Σ Swisscom w.o. Fastweb</b>					<b>+18</b>
<b>Fastweb</b>	<u>At constant exchange rates</u>		<u>FX effect</u>		
	-39		-70		<b>-109</b>
<b>Σ Revenue Swisscom Group</b>	<b>-19 (-0.6% YoY)</b>		<b>-72</b>		<b>-91</b>

Group revenues at constant FX would have decreased by 0.6% YoY

### 3. Δ revenues YoY, single play decline compensated by bundles





## 4. Group Results: Outlook 2011\*) confirmed after the first Quarter

	CHF bln	2010 Actual	2011 Expected
	<i>Exchange rate CHF/€</i>	<i>1.37</i>	<i>1.30</i>
Swisscom Group (including Fastweb)	Revenues	12.0	>11.8
	EBITDA	4.6	> 4.6
	CAPEX	1.9	< 2**)
	Dividend/share (payable the year after)	21 (proposed to General Assembly, with payment on 19 April 2011)	at least 21 (upon achieving the financial targets above)

### Fastweb

After a transitional year in 2011 - no revenue growth, but a slightly higher EBITDA - Swisscom expects Fastweb to achieve strong revenue and cash flow growth in the following years due to the introduction of go-to-market initiatives and increases in efficiency.

\*) Assuming an exchange rate of CHF 1.30 / €

\*\*\*) Capex without any license cost for possible mobile spectrum auction

# Q&A

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This presentation can be viewed at [www.swisscom.com/ir](http://www.swisscom.com/ir) (click on the download center button)

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