Vontobel investor conference Interlaken

Carsten Schloter, CEO

15 June 2011
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**

- **Swisscom Group**: 2.0x/10%/ 2.7 bn CHF
- **FT/Orange**: 2.3x/23%/ 14.3 bn CHF
- **Liberty Global**: 4.6x/36%/ 2.9 bn CHF
- **Sunrise*****: 4.3x/54%/ 0.3 bn CHF

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

- **Swisscom Group**: 9.1 bn CHF
- **FT/Orange**: 51.3
- **Sunrise**: 2.3 bn CHF
- **Liberty Global**: 24.2

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

- 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

- Revenues: -91 (−0.6%)
- EBITDA: -34 (−1.4%)
- FCF proxy: EBITDA - Capex (w/o provision): -73

(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**

<table>
<thead>
<tr>
<th></th>
<th>Reported EBITDA Q1 2011</th>
<th>VAT Provision Fastweb (Q1 2010)</th>
<th>FX Appreciation Fastweb(a)</th>
<th>Fastweb Underlying (excl FX effect)</th>
<th>stable contribution margin</th>
<th>Lower indirect cost</th>
<th>Other Segments Headquarters Intercompany elimination</th>
<th>Reported EBITDA Q1 2010</th>
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- **Swisscom Switzerland +18**
- **Fastweb +57**
- **Lower Indirect Cost:**
  - Staff +8
  - IT +16
  - Other cost -5

**Like for like EBITDA (excl. VAT provision and FX) down 1.4%**
3. Revenues Q1 2011 vs Q1 2010: from single subscriptions to bundles

<table>
<thead>
<tr>
<th>CHF mm.</th>
<th>Single Play Products</th>
<th>Bundle + Convergent Products</th>
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<td></td>
<td>Wireline</td>
<td>Wireless</td>
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<tr>
<td>Retail Business (incl. Incoming)</td>
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<td>+4</td>
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<td><strong>Wireline</strong></td>
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<td>Wholesale (excl. incoming) &amp; other</td>
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<td>Wireline Wholesale</td>
<td>Inbound Roaming</td>
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<td>-19 (-0.6% YoY)</td>
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Group revenues at constant FX would have decreased by 0.6% YoY
3. Δ revenues YoY, single play decline compensated by bundles

**Single play**

- Δ 1P subs YoY (ooo)
  - +187
  - +17
  - -110
  - -327

- ARPU Q1 2011
  - 23 (-2 yoy)
  - 39 (-1 yoy)
  - 46 (-1 yoy)
  - 56

- CHF 4mm higher revenues in Q1 2011:
  - 3 months of ARPU of CHF 46/month for 187,000 extra subscribers =
  - 3 x 46 x 187,000 = CHF 26m
  - Decrease in ARPU by -1.3 CHF
  - 3 x (-1.3) x cust. Base = CHF -22mm

**Bundles**

- Δ bundles YoY (ooo)
  - +51
  - +11
  - +24
  - +5

- ARPU Q1 2011
  - 63 (+1 yoy)
  - 103 (-3 yoy)
  - 146 (+2 yoy)

- TV
- Broadband
- Mobile
- Fixed Voice & Access

**1P products**

- Total revenues YoY in Q1: -67mm

**Bundled products**

- Total revenues YoY in Q1: +65mm

**Total revenues YoY in Q1:**
- Δ revenues YoY: -2mm (-0.1%)
4. Group Results: Outlook 2011*) confirmed after the first Quarter

<table>
<thead>
<tr>
<th>CHF bln</th>
<th>2010 Actual</th>
<th>2011 Expected</th>
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<tbody>
<tr>
<td>\textit{Exchange rate CHF/€}</td>
<td>1.37</td>
<td>1.30</td>
</tr>
<tr>
<td>Revenues</td>
<td>12.0</td>
<td>&gt;11.8</td>
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<tr>
<td>EBITDA</td>
<td>4.6</td>
<td>&gt;4.6</td>
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<tr>
<td>CAPEX</td>
<td>1.9</td>
<td>&lt;2**</td>
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<tr>
<td>Dividend/share</td>
<td>21</td>
<td>at least 21</td>
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<td>(payable the year after)</td>
<td>(proposed to General Assembly, with payment on 19 April 2011)</td>
<td>(upon achieving the financial targets above)</td>
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\* 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.

**) Capex without any license cost for possible mobile spectrum auction
Q&A

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