

A woman with long dark hair, wearing a red textured coat over a black top, stands in a modern, dimly lit space. She is holding a white smartphone in her right hand and has white earbuds in her ears. The background is a blurred blue wall with a grid pattern. The text 'SWISSCOM Annual results press conference 2022' is overlaid in white.

SWISSCOM

Annual results press conference 2022

swisscom



Stefan Nünlist

Chief Group Communications & Responsibility



Michael Rechsteiner

Chairman of the Swisscom Board of Directors



Thank you!



blue TV

Customer growth of 60%.



Mobile technologies

Almost 0.8 million customers convinced of a Swisscom subscription.



Fastweb

Number of broadband customers increased by 40%.



Profitable Swisscom

Financially successful with high Shareholder Return.



IT & Solutions business

Strong growth and new business areas opened up.



Far-sighted **succession planning**
at the top of Swisscom.



Empowering the digital future

Urs Schaeppi, Chief Executive Officer



Swisscom sets standards in Switzerland, Europe and worldwide

European leader
in
**customer
satisfaction**

Exane BNP Paribas broker report 'STAMP 2021' and NPS data collection by OMK.

Technology leadership
**Best mobile network in
the world**

'umlaut' test result

World champion

Out of 4,000 applications
Swisscom wins the
Microsoft IoT Award.

**Financially
attractive**

In top bracket in
Europe in terms of
TSR (Total
Shareholder
Return)

Bloomberg

Best network Broadband
coverage in rural areas well above
EU average

IHS Markit for the EU Commission

**Most sustainable
telco** in the world – with
the most ambitious
goals

World Finance magazine

TOP ICT employer
in Switzerland and **highest
satisfaction**
among employees

<https://universumglobal.com/rankings/company/swisscom/>
and own survey



Key financial figures for 2021 at a glance

Growth thanks to strong
operating results

in CHF million

Revenue

11,183

(+83, +0.7% YOY)

EBITDA

4,478

(+96, +2.2% YOY)

**Net
income**

1,833

(+305, +20% YOY)

**Capital
expenditure**

2,286

(+57, +2.6% YOY)





Swisscom Group

Our Purpose: Empowering the digital future

Our goals 2025:



No. 1 in
Switzerland



Leading
Challenger Italy



Rock-solid
Financials



Committed to
Corporate
Responsibility



Outstanding in
Innovation &
Reliability



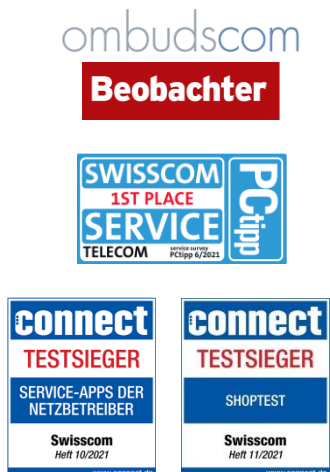
No. 1 in Switzerland



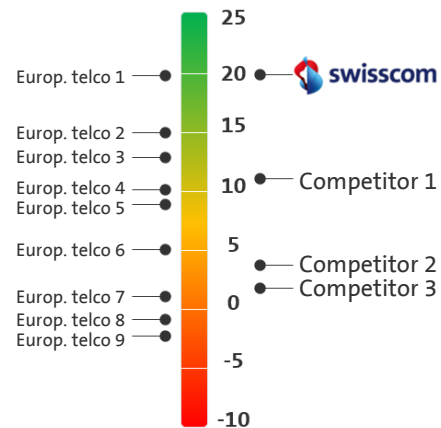


For the best customer experience

Test wins for customer friendliness & service



Top in Europe for recommendation by customers



Exane BNP Paribas broker report 'STAMP 2021' and own NPS data collection

Test wins underscore high service quality

Highest recommendation by our customers – in international comparison too

My Swisscom Business Portal for simple and fast self-service

Swisscom Shops to become even more attractive in the future

Successful multi-brand strategy.



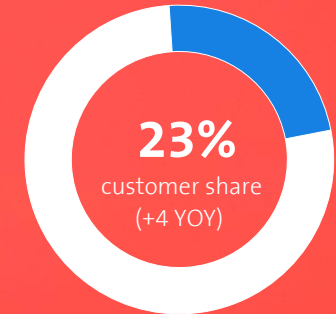
coop
mobile

wingo^x

Budget
MOBILE

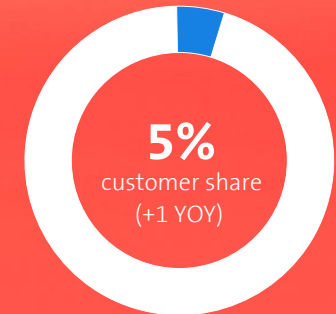
2nd/3rd brands: mobile postpaid

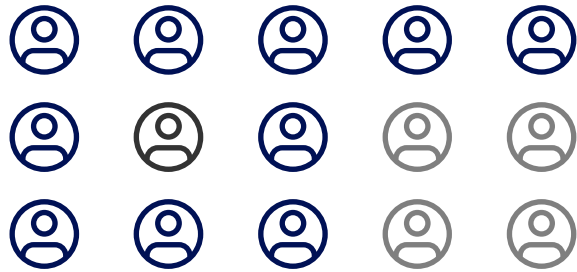
(+129 thousand net new customers in
2021)



2nd/3rd brands: fixed-network broadband

(+20 thousand net new customers in
2021)





400 security experts

50 new specialists
recruited in 2021.

We want to
**actively shape
security.**



With a focus on
customers



With a focus on
technology

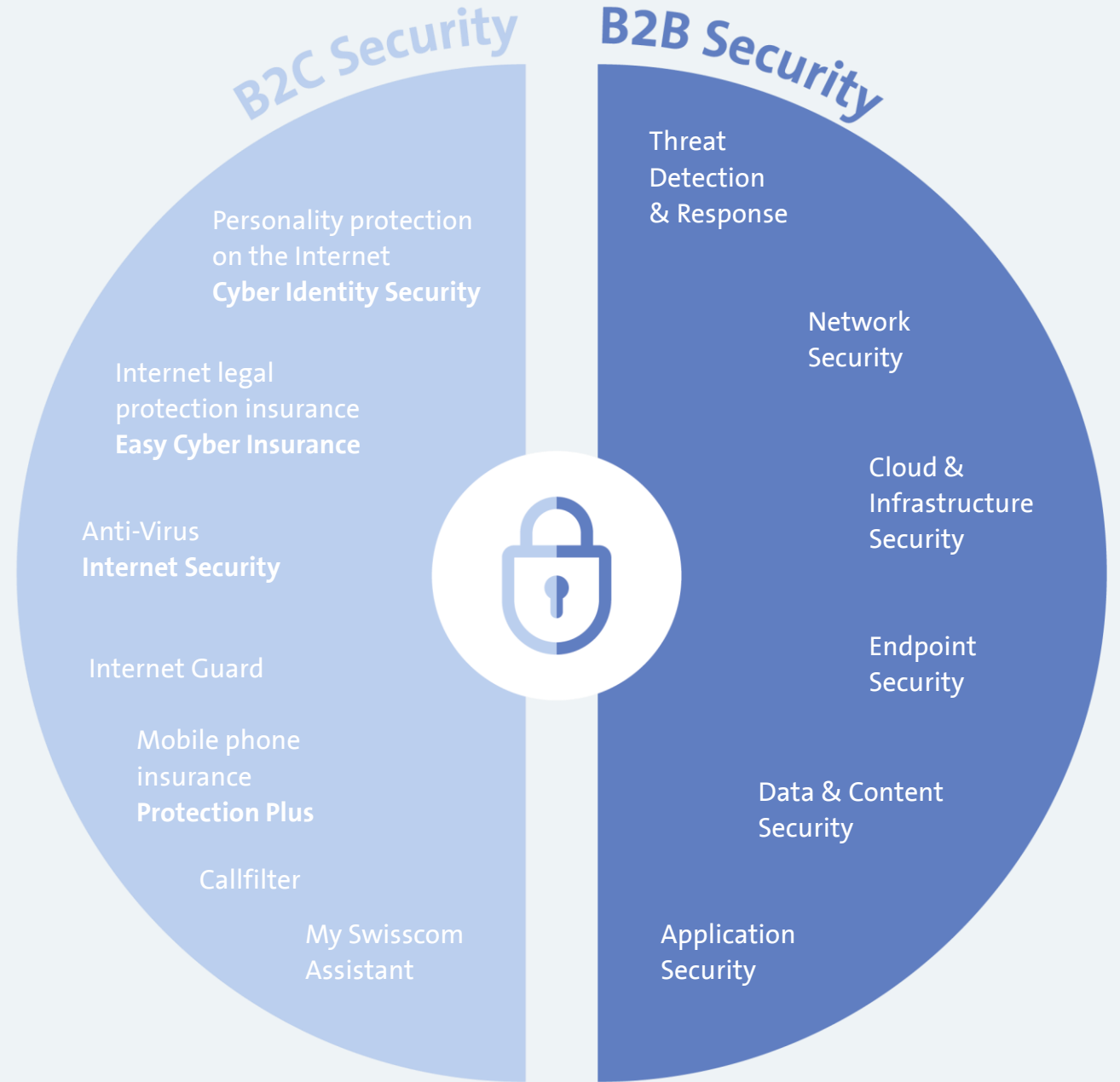


With a focus on values



Wide range of
security services

How we protect our customers.





Leading Challenger Italy





Market performance

Fastweb continues to grow



Strong growth in mobile – second-best performance in the market



Growing number of broadband subscribers – retail and wholesale



Further strengthening of position in business customers segment



Innovative new services

Successful on the market

2.5 Gbps offering and a **5G Fixed Wireless Access** (FWA) service

With NeXXT, the **first Internet box** in the EU with integrated **Alexa** service

New data centre in Rome and **Security Operation Center** opened in Bari

Partnership entered into with AWS





Infrastructure expansion

scheduled for ultra-fast broadband coverage.

Excellent UBB infrastructure with
89% coverage
for households and businesses.

FibreCop confirms target
to supply **56%** of Italy with
fibre by 2025.

Coverage with **5G** reaches **50%**.



Committed to Corporate Responsibility





Ready for more **sustainability.**

Ready for
people

71,806 students,
teachers, parents
trained in digital
media.

Ready for the
environment

Our carbon
footprint was
reduced by a
further 8%

Ready for
Switzerland

Better network
coverage – even in
rural areas, higher
resilience and
lower power
consumption at the
same time



Ready for the environment –

We have set ourselves two big new goals.

1

We are reducing our own carbon footprint – by 2025 not only our operation but everything we do will be climate-neutral.

2

Hand-in-hand together with our customers we want to make a positive CO₂ contribution of 1 million tonnes per year.



Outstanding in Innovation & Reliability





Christoph Aeschlimann

Chief Technology & Information Officer



50-60%

of all homes and offices will have a fibre-optic connection (FTTH) by the end of 2025.



99%

of the population is covered by the 5G and 4G/LTE mobile network





The best network for Switzerland



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

CHF 1,634 million

was invested by Swisscom in 2021 in its high-performance network infrastructure.

≈90% or ≈4.8 million homes and offices are supplied with speeds in excess of 80 Mbps.



5G

1,975 antennas in 888 municipalities use a full version of 5G.

3.9 million homes and offices are supplied with speeds in excess of **200 Mbps**. This equates to 72%.



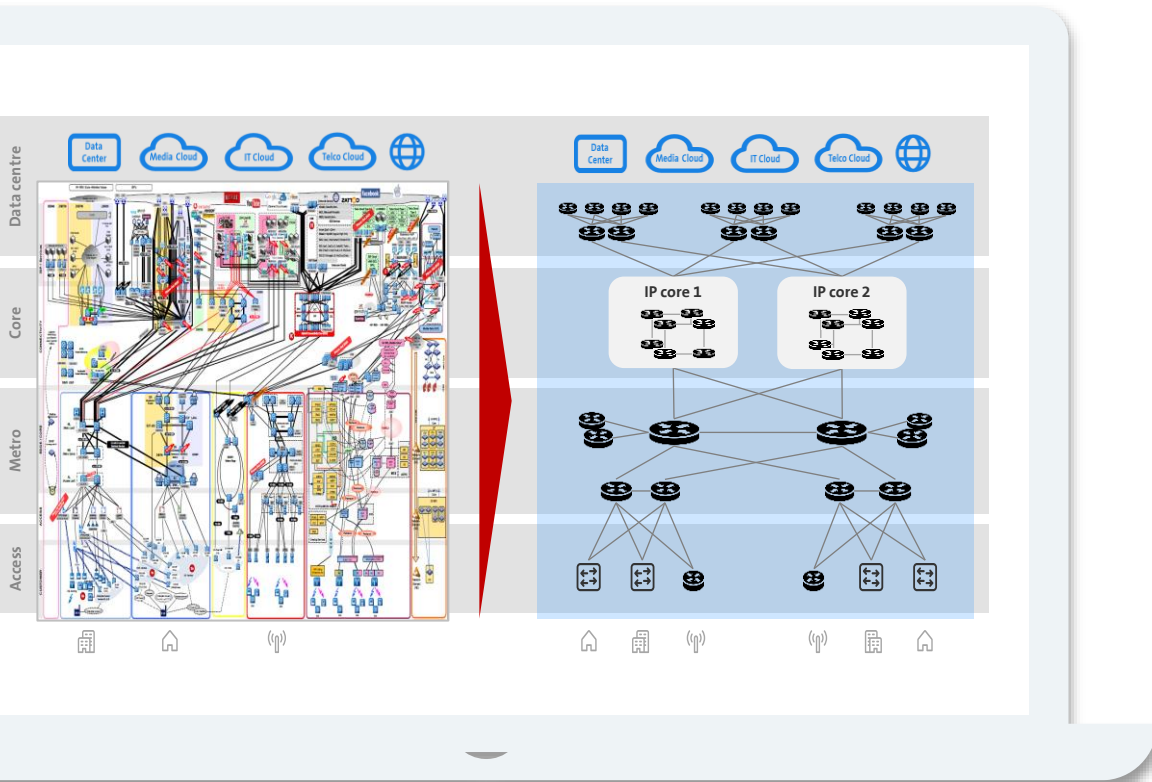
Mobile data volume increased by **13%** in 2021 alone.

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





We are simplifying our **IP network**. Radically.



More flexible products & services



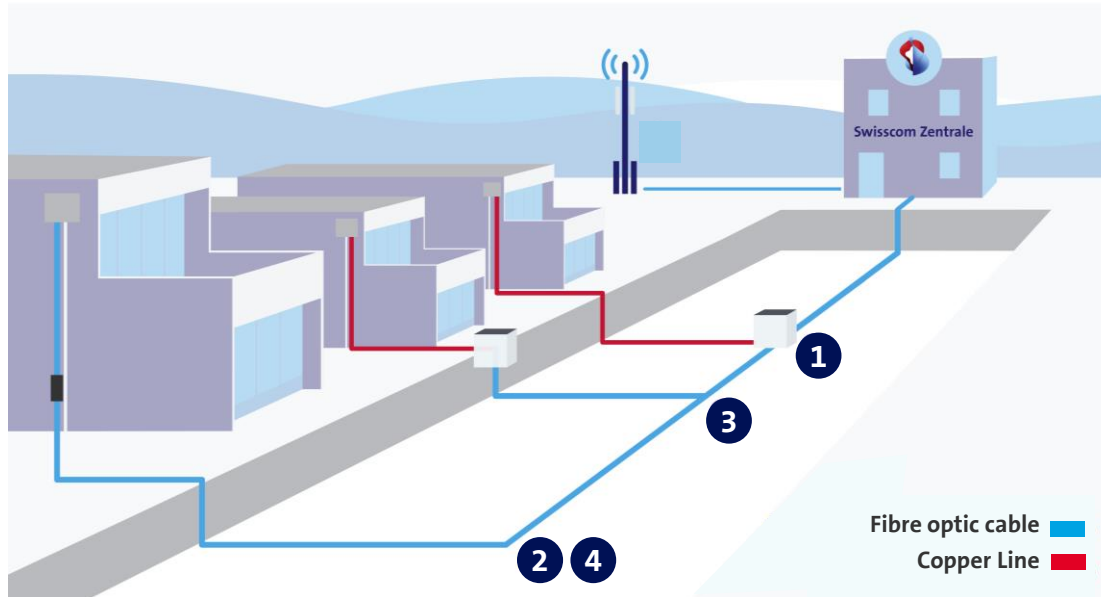
Latest technologies and full automation



Our network in 2026 – simple, reliable and resilient



Swisscom's comprehensive technology portfolio allows an even better performance to be rolled out quickly across the board in line with demand

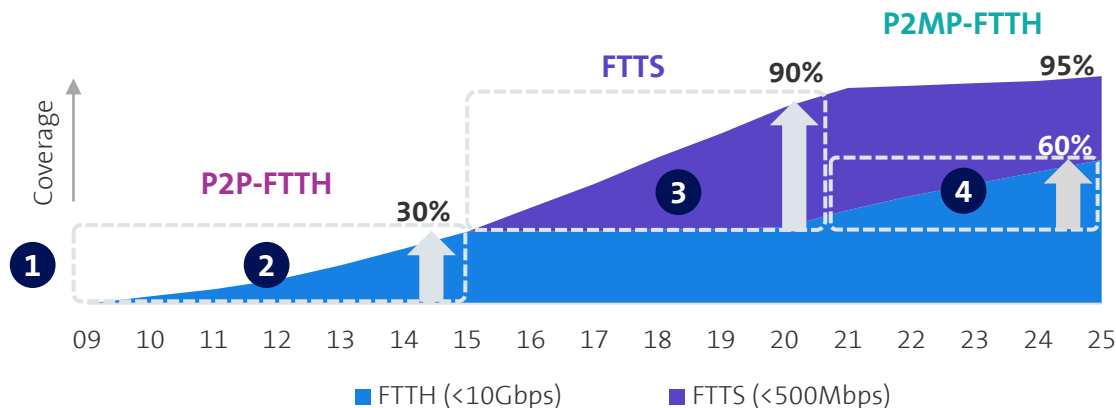


1) From 2006, fibre to the curb (FTTC): Basis for broadband and digital TV

2) From 2008, fibre to the home (FTTH):
Digitisation of urban centres in point-to-point (P2P) FTTH architecture, starting in 2008

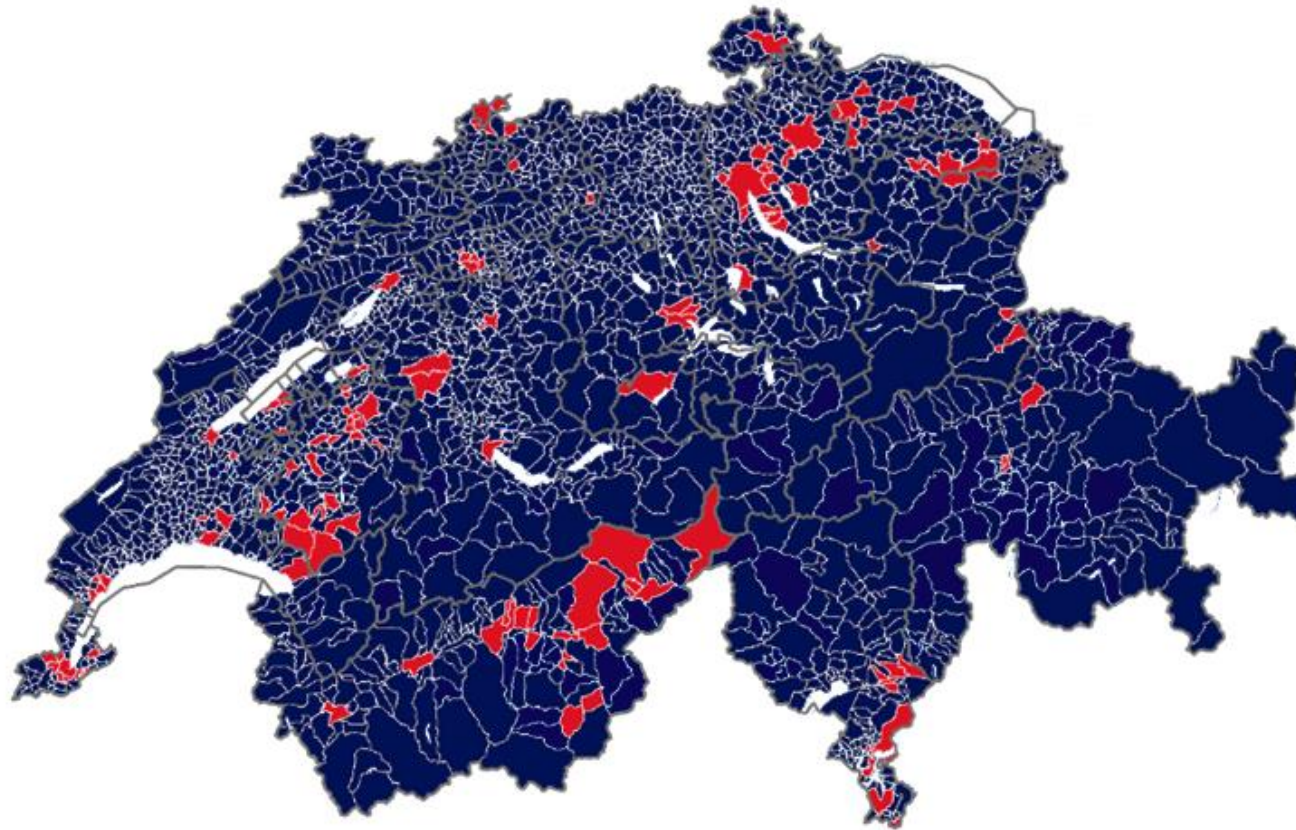
3) From 2015, fibre to the street (FTTS): Digitisation of all Swiss municipalities

4) From 2020, fibre to the home (FTTH):
Expansion offensive in agglomerations and rural communities with point-to-multipoint (P2MP) FTTH architecture, starting in 2020





Swisscom network construction strategy 2021: for a Switzerland that is ready to consistently utilise the opportunities of digitisation – in the city and in the countryside



- Fibre to the home (FTTH)
- Fibre hybrid technologies (FTTC & FTTS)

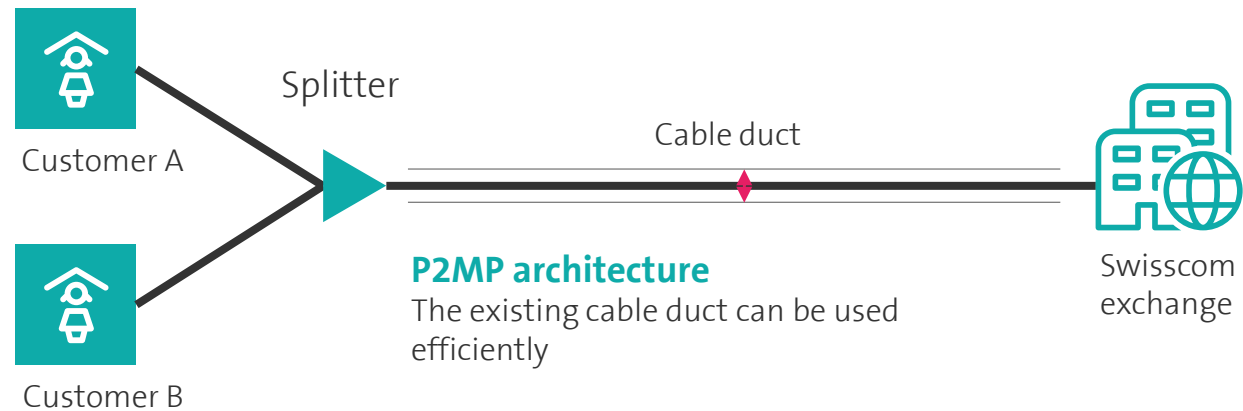
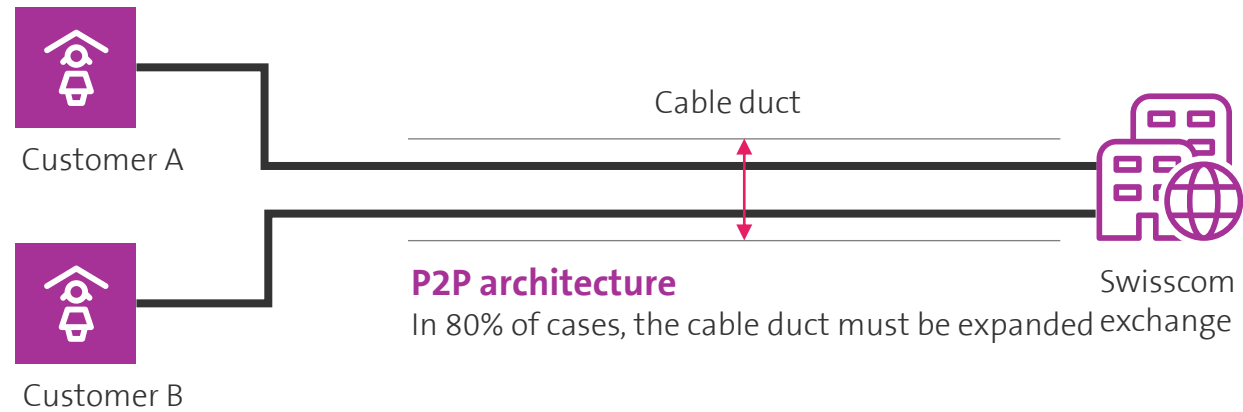
Fibre (FTTH) according to P2P architecture **primarily in densely populated centres** using the four-fibre model.

Hybrid technologies (FTTC & FTTS) in the **remaining municipalities** to provide the whole of Switzerland with high-performance bandwidths on the basis of the public service concept.

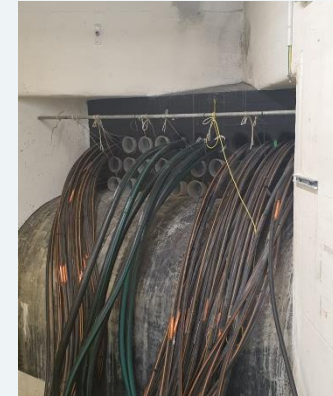


The P2MP architecture offers construction efficiency and enables rapid expansion

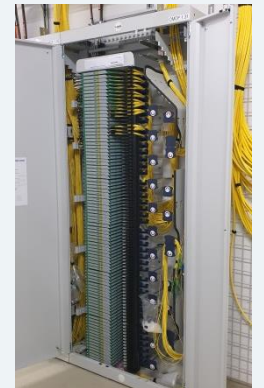
Construction efficiency



Example of feeder cables



Example of technical cabinet

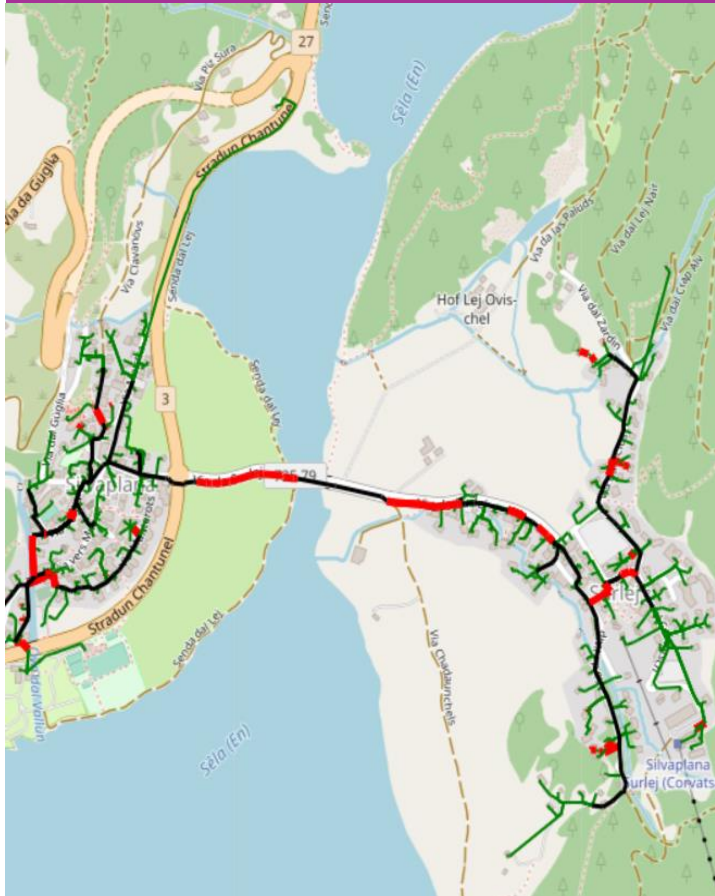


Note: In the drop and in-house area, Swisscom also installs four fibres per household in the P2MP architecture

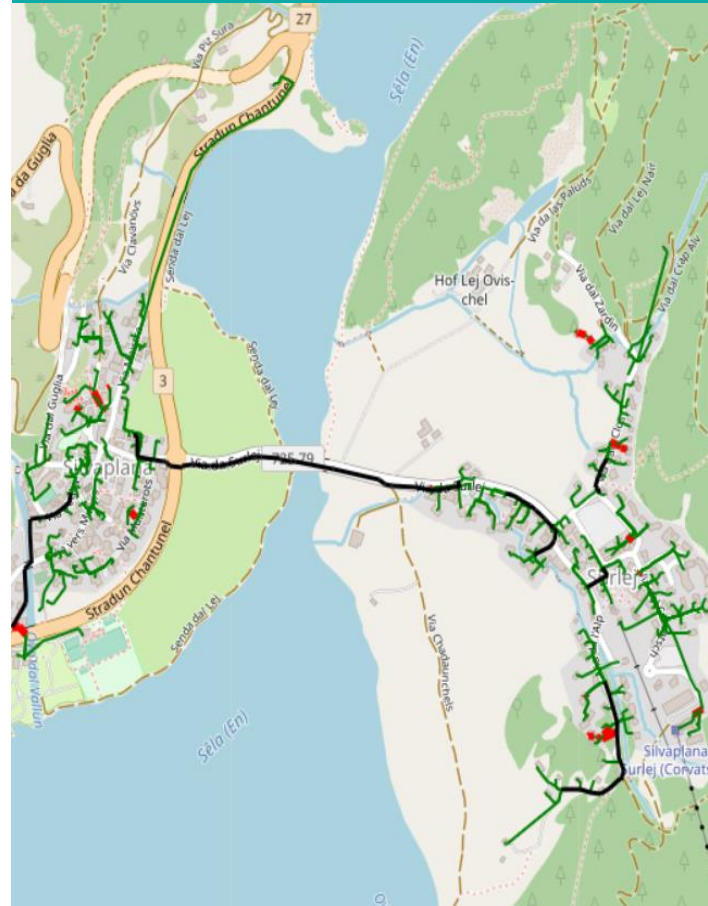


A P2P rollout requires much more construction work, without adding any customer value – example of Silvaplana (GR)

P2P: Numerous new feeder cables have to be constructed



P2MP: Already installed feeder cables can generally be used



Compared to P2MP, P2P requires:

- **≈2 x**
more cables (m) to be routed
- **≈3 x**
more construction sites to be built
- **3.5 x**
more road surfaces (m²) to be restored

— New cables Red lines = Bottlenecks to be eliminated in cable ducts



The P2MP architecture benefits rural regions in particular and prevents a digital urban-rural divide



Where several households are served by one fibre, the **cost and effort can be reduced** and the existing **cable duct infrastructure can be used more efficiently**.



This leads to a **faster rollout**. This network architecture is therefore **very attractive, especially for expansion in rural areas**.



Less civil engineering work leads to **fewer emissions, less construction noise, fewer road closures** and fewer other restrictions for the population



Fewer raw materials such as metals, plastics, steel, copper and rare earth elements (active network equipment) are needed.



Lower power consumption due to less active network equipment and falling demand for cooling.

P2MP strategy

≈60%

coverage
by 2025

+1.5 million

homes and offices
compared to 2019

Consequence of P2P expansion

≈50%

coverage
by 2025

+1 million

homes and offices
compared to 2019

500,000 or one third of the originally planned homes and offices **in primarily rural regions** would not benefit from the expansion



P2MP technology is established internationally and an innovation driver

Established internationally

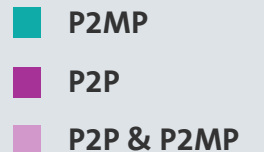
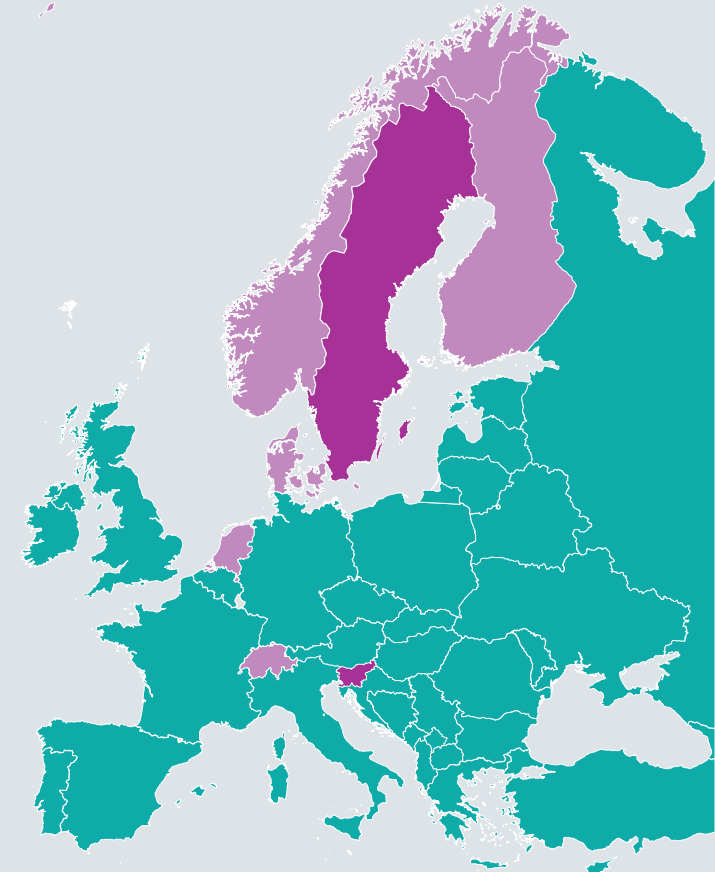
Around **95% of all fibre-optic connections worldwide** are based on P2MP technology.

For this reason, **research and development budgets** are flowing primarily into P2MP technology.

Innovation driver

Swisscom was the world's first network operator to demonstrate a **50 Gbps connection** in 2020, and Vodafone did this with 100 Gbps in 2021.

P2MP **has enough power reserves** to meet future requirements.



Source: Altman Solon Consulting,
'PON and P2P deployment in Europe'



Rock-solid Financials





Eugen Stermetz

Chief Financial Officer



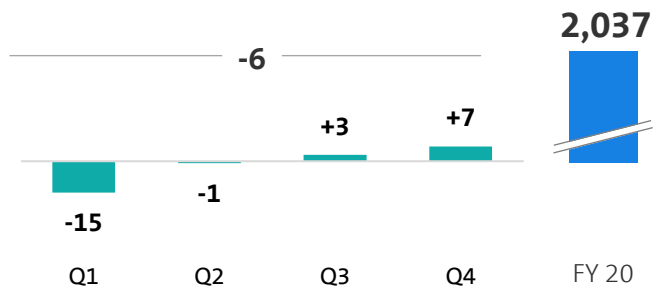
In Switzerland: Strong market performance

Swisscom Switzerland

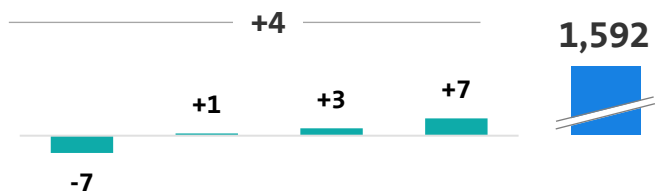
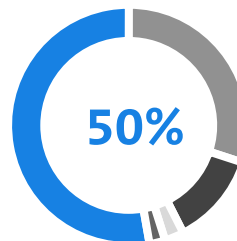
New customers (net) in thou.

RGUs in thou.

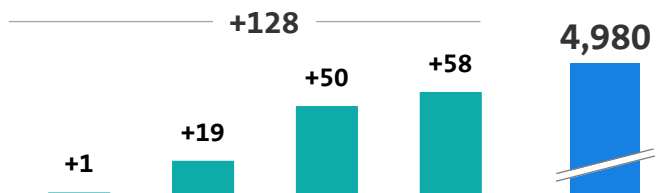
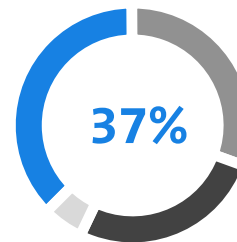
Market share



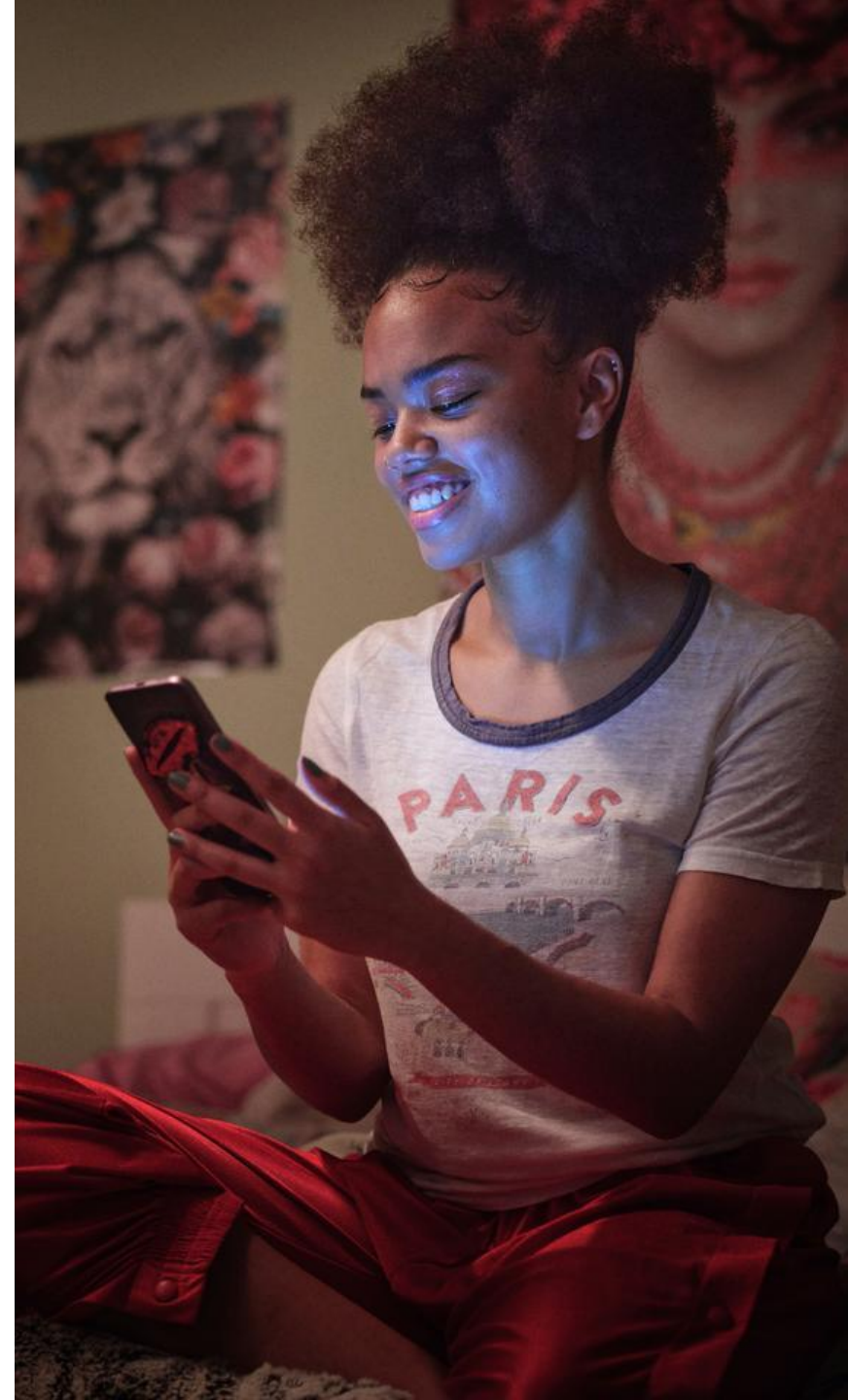
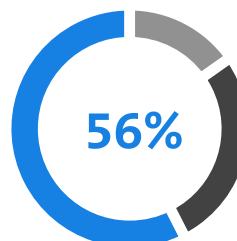
Broadband



TV



Postpaid

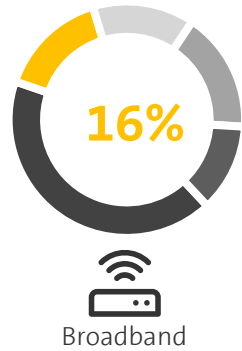




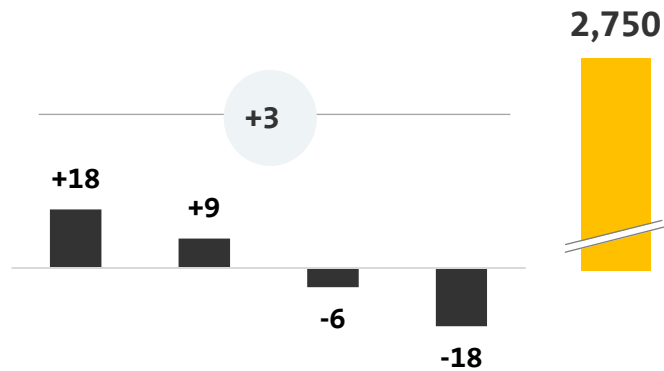
In Italy: Sustained strong growth

Fastweb

Market share

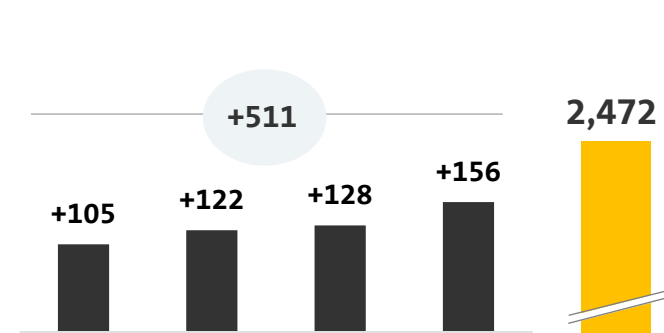
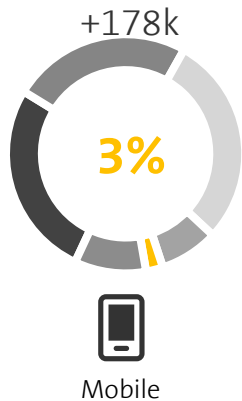


New customers (net) in thou.



RGUs in thou.

Wholesale: growth in broadband connections:



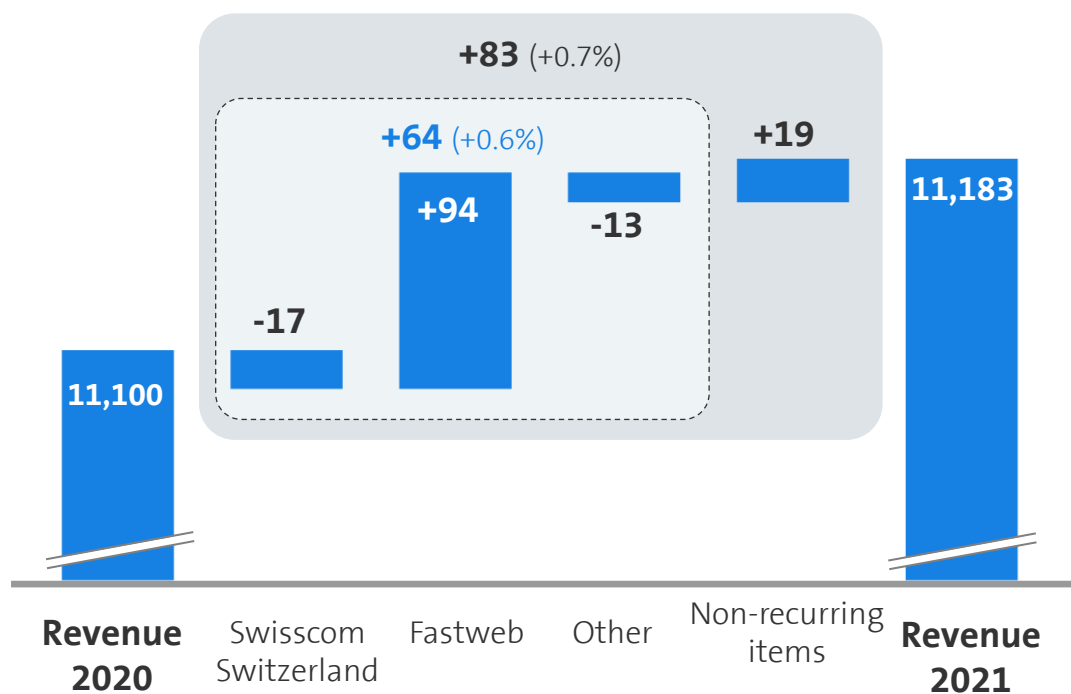


Swisscom achieves its ambitious targets

Revenue and EBITDA above previous year

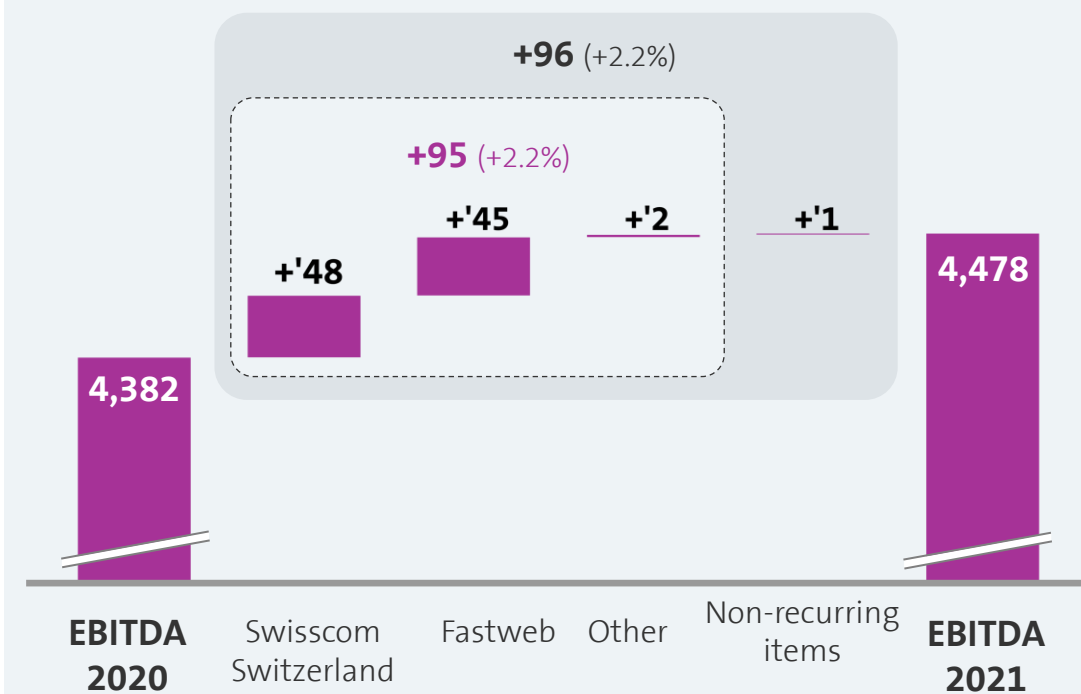
Revenue performance

in CHF mn



EBITDA performance

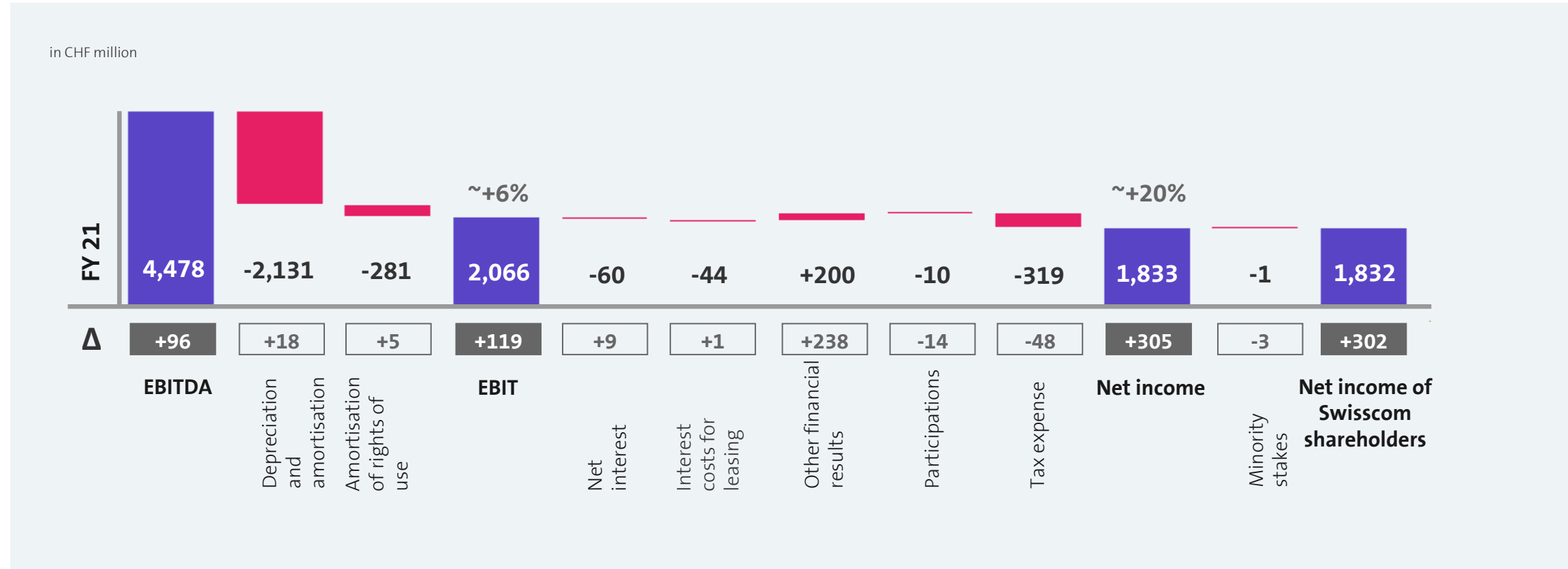
in CHF mn





Higher net income

Thanks to higher EBITDA and non-recurring items



Other financial results One-off gain on the sale of BICS (22.4% Swisscom stake) of CHF 38 million and revaluation gain on the transfer of the 20% stake in FlashFiber to FibreCop of CHF 169 million.



Capital expenditure

Continuous investment in
the infrastructure of the future

in CHF million

	2020	2021
Swisscom Group	2,229	2,286
Swisscom Switzerland	1,599	1,642
Fastweb	629	649

Swisscom Switzerland capital expenditure in 2021

Copper access,
backbone and
transport
infrastructure

26% (-1pp YOY)

Fibre

34% (+2pp YOY)

Mobile com-
munications

20% (-1pp YOY)

IT systems, All-IP
and other

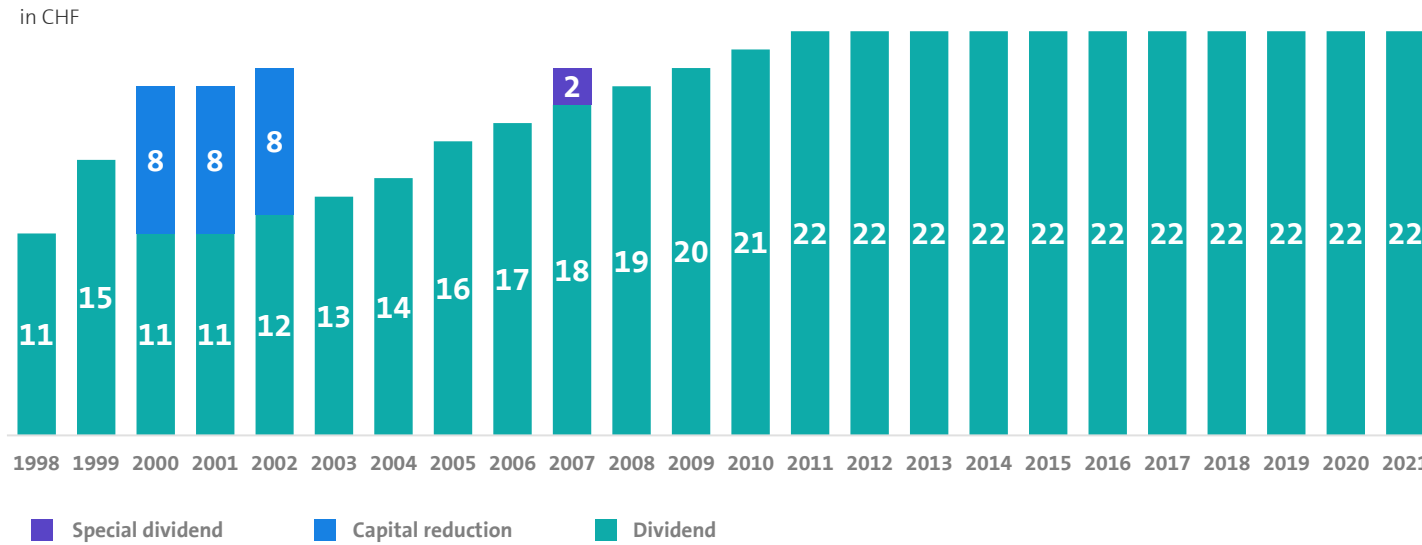
20% (-2pp YOY)



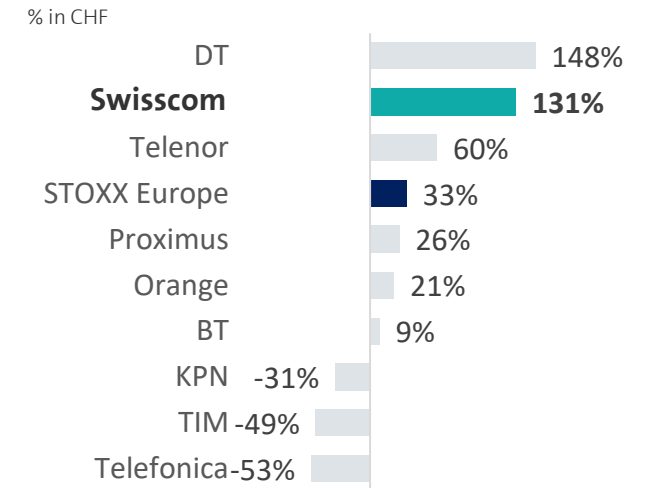
Stable payment of CHF 22 per share since 2011

Attractive return

Dividend payment since IPO



Total shareholder return (2011-21)



Source: Bloomberg

- For 2021 financial year: proposed dividend of CHF 22 per share
- Swisscom pursues a policy of stable dividend payments commensurate with free cash flow and capital allocation
- Since the IPO: payments of around CHF 35 billion to shareholders



Outlook for 2022

Urs Schaeppi, Chief Executive Officer



Outlook for 2022

in CHF billion	2021	Divided into:	2022 Outlook	Divided into:
Revenue	11.2	CHF 8.6 billion for Switzerland EUR 2.4 billion for Fastweb	~11.1-11.2	CHF ~8.5-8.6 billion for Switzerland EUR ~2.5 billion for Fastweb
EBITDA	4.5	CHF 3.6 billion for Switzerland EUR 0.8 billion for Fastweb	~4.4	CHF ~3.5 billion for Switzerland EUR ~0.8-0.9 billion for Fastweb
CAPEX	2.3	CHF 1.6 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 1.04 was used (compared to 1.08 for the 2021 financial year)

Upon achievement of targets unchanged dividend of CHF 22 per share

A woman with long dark hair, wearing a red textured coat over a black top, stands in a modern, brightly lit interior space. She is holding a white smartphone in her right hand and has white earbuds in her ears. The background consists of a blue wall with a grid pattern and a large, abstract, colorful light installation. The text 'Your questions' is overlaid in the center.

Your questions

swisscom