



# Analyst & investor presentation **Q1 2021 results**

swisscom

29 April 2021





# Agenda

## Introduction

Louis Schmid, IR

## 1. Highlights

Urs Schaeppi, CEO

## 2. Business review

Urs Schaeppi, CEO

## 3. Financial results

Eugen Stermetz, CFO

## Questions & answers

all

## Appendix



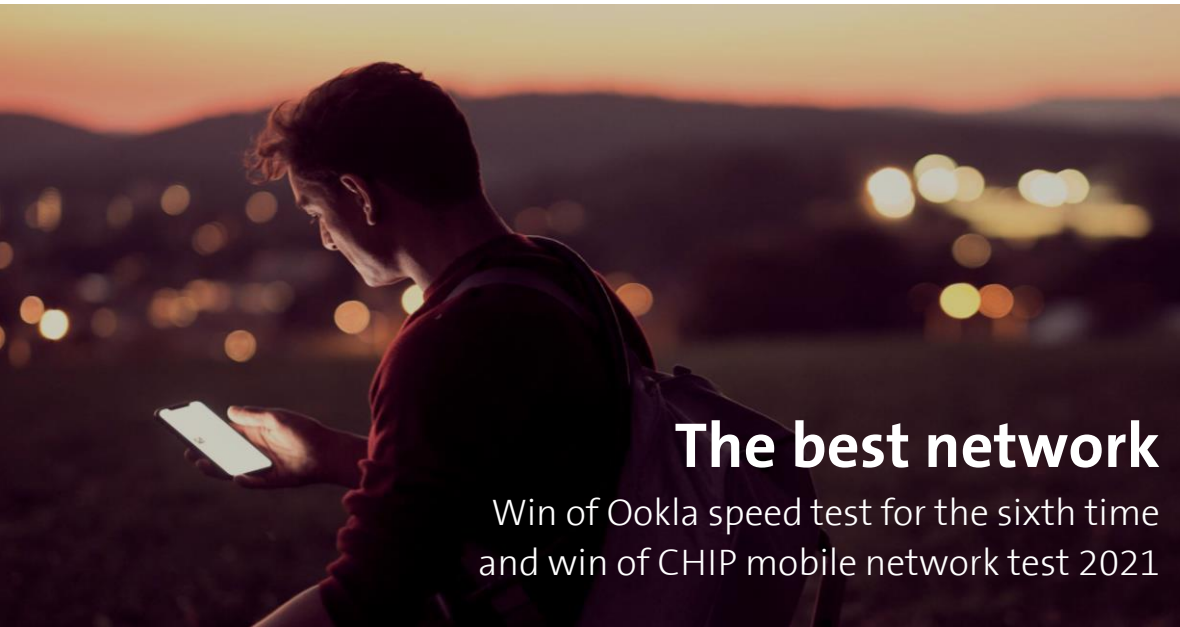
# Highlights





# Q1 achievements

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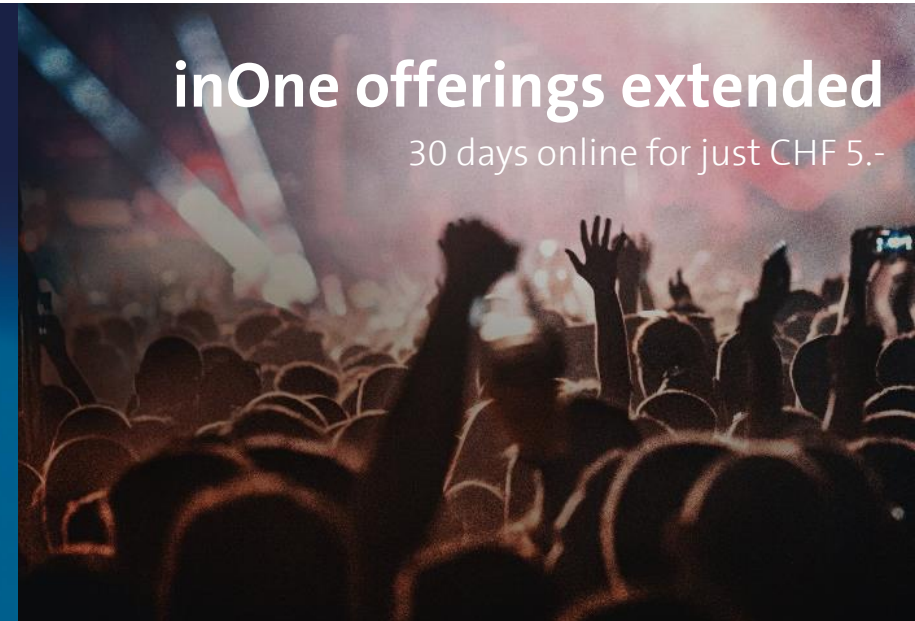


## The best network

Win of Ookla speed test for the sixth time  
and win of CHIP mobile network test 2021

## BICS sale

22.4% stake sold  
for EUR ~110mn



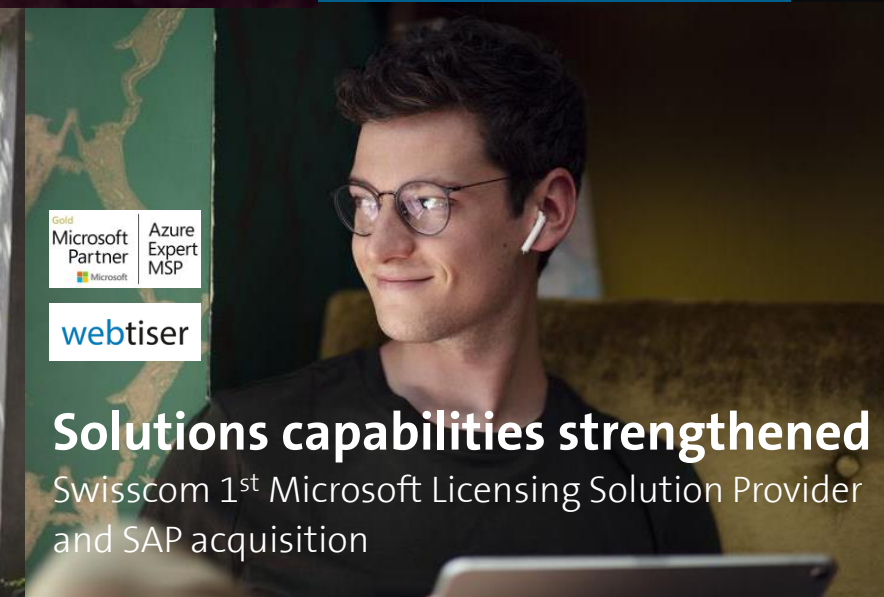
## inOne offerings extended

30 days online for just CHF 5.-



## New fibre partnership

Improving network economics  
and financially accretive



## Solutions capabilities strengthened

Swisscom 1<sup>st</sup> Microsoft Licensing Solution Provider  
and SAP acquisition



## Strong performance in Q1

Operationally and financially on track





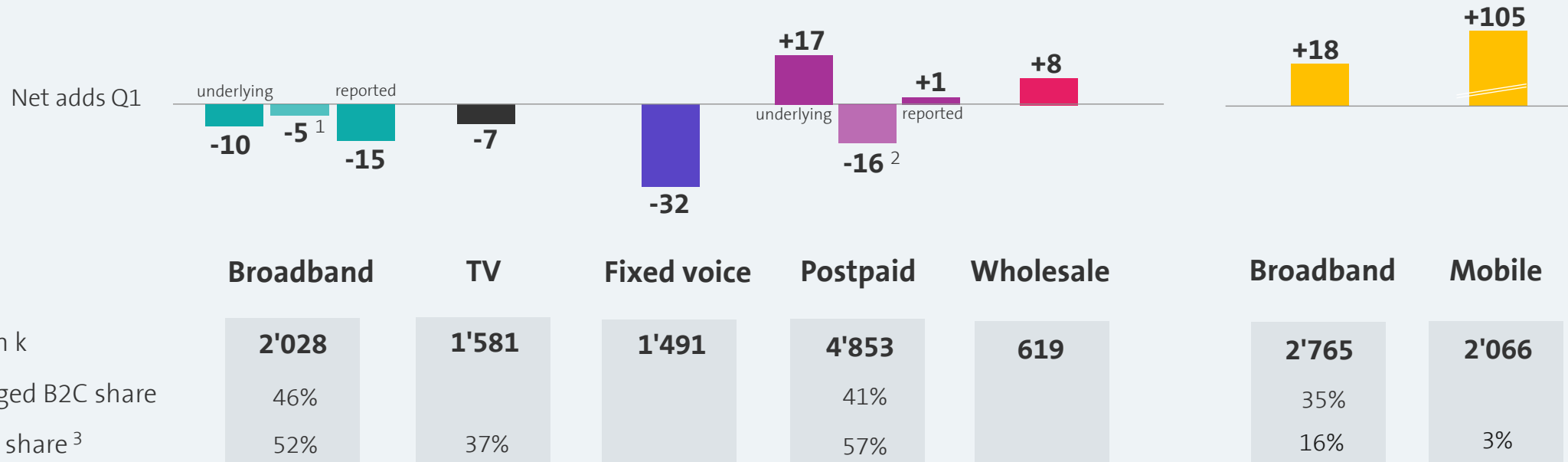
# Q1 market performance

Swiss RGU base with extraordinary effects. Fastweb with ongoing RGU growth

1

## Swisscom Switzerland (RGUs in k)

## Fastweb (RGUs in k)



1) Q1 21 impact from Swisscom Casa phase-out: -5k B2C, 2) Q1 21 impact from 2G switch-off: -4k B2C and -12k B2B, 3) Market share as per 31.12.2020



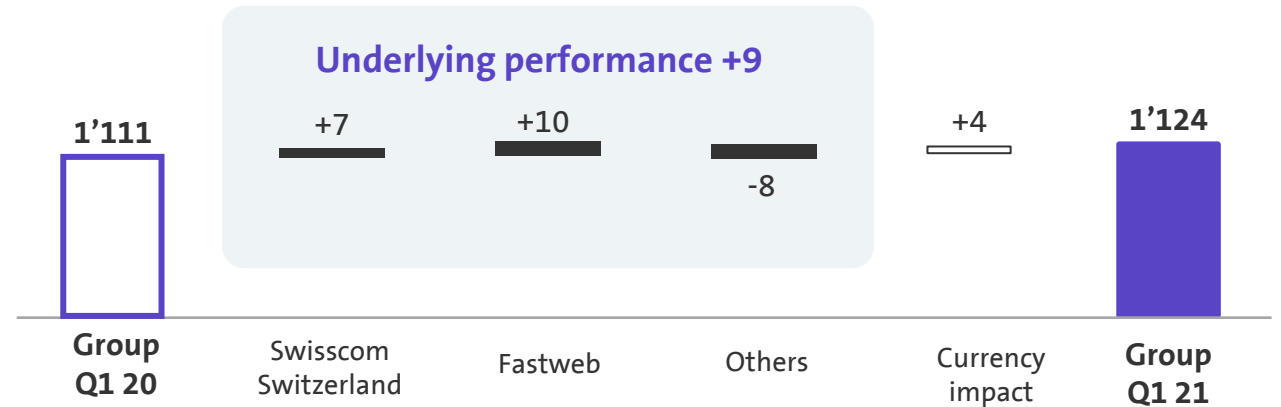
# Q1 financial performance

Robust set of results. Net income +62% YOY driven by one-offs

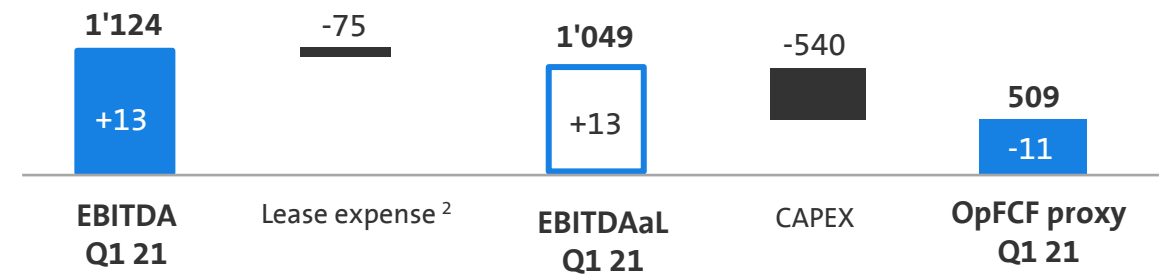
1

|                       | Q1 2021                                |
|-----------------------|----------------------------------------|
| Net revenue           | CHF <b>2'803</b> mn<br>(+2.4% YOY)     |
| Net income            | CHF <b>638</b> mn<br>(+61.9% YOY)      |
| CAPEX                 | CHF <b>540</b> mn<br>(+4.7% YOY)       |
| Net debt <sup>1</sup> | CHF <b>7'825</b> mn<br>(-4.6% YE 2020) |
| Leverage <sup>1</sup> | <b>1.8x</b><br>(lower YOY)             |

## EBITDA development in CHF mn and YOY changes



## OpFCF proxy development in CHF mn



1) Including lease liabilities of CHF 1'976mn, Net debt w/o lease liabilities: CHF 5'849mn, Leverage IFRS16 adjusted: 1.4x  
2) Consists of depreciation right of use assets excluding IRU of CHF -64mn and interest expense leases of CHF -11mn



## Business Review





# 2021 business priorities

Execution fully aligned with strategy

2



## 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





# Swisscom constantly invests in best performing network experiences

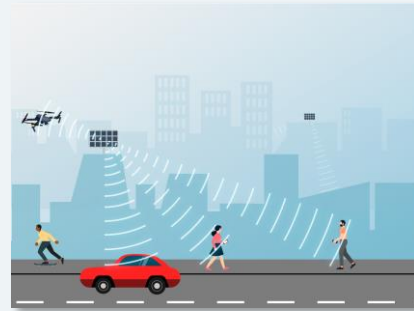
5G rollout barriers soften and fibre expansion on track to achieve 39% FTTH coverage by YE 2021

## 5G+ rollout with regulatory relief

- 5G with adaptive antennas transmits information specifically to individual users



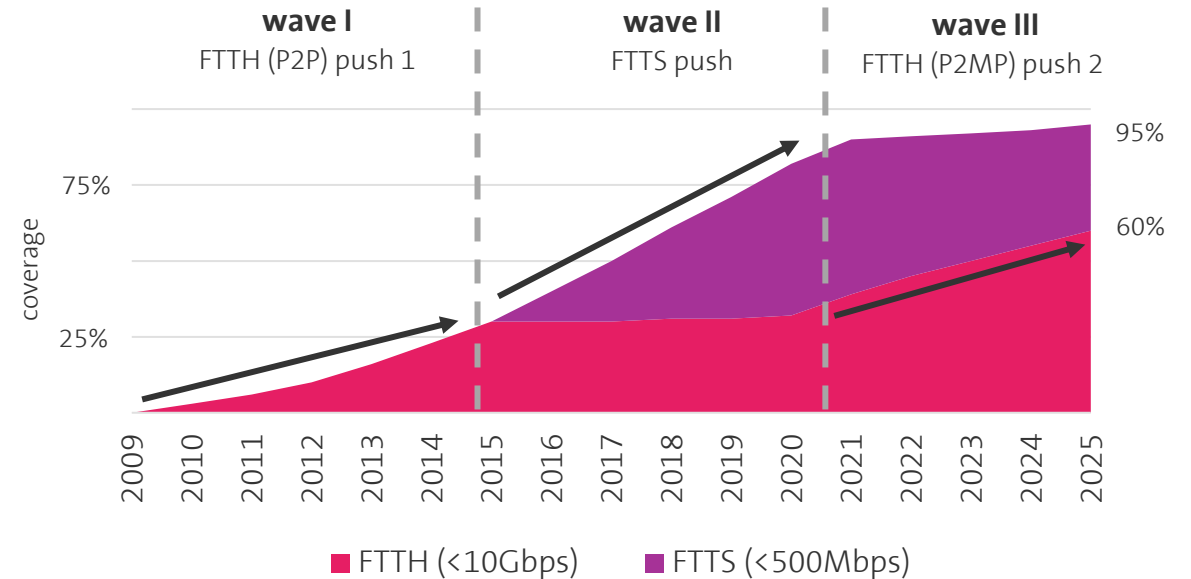
Traditional antenna



Adaptive antenna

- OFCOM **clarified radiation measurement** and **provided enforcement aids in the permission process**
- As per Q1 2021: **96% 5G coverage** and **26% sites with 5G+** (+6pp in Q1)

## Fibre rollout (in waves) progressing well



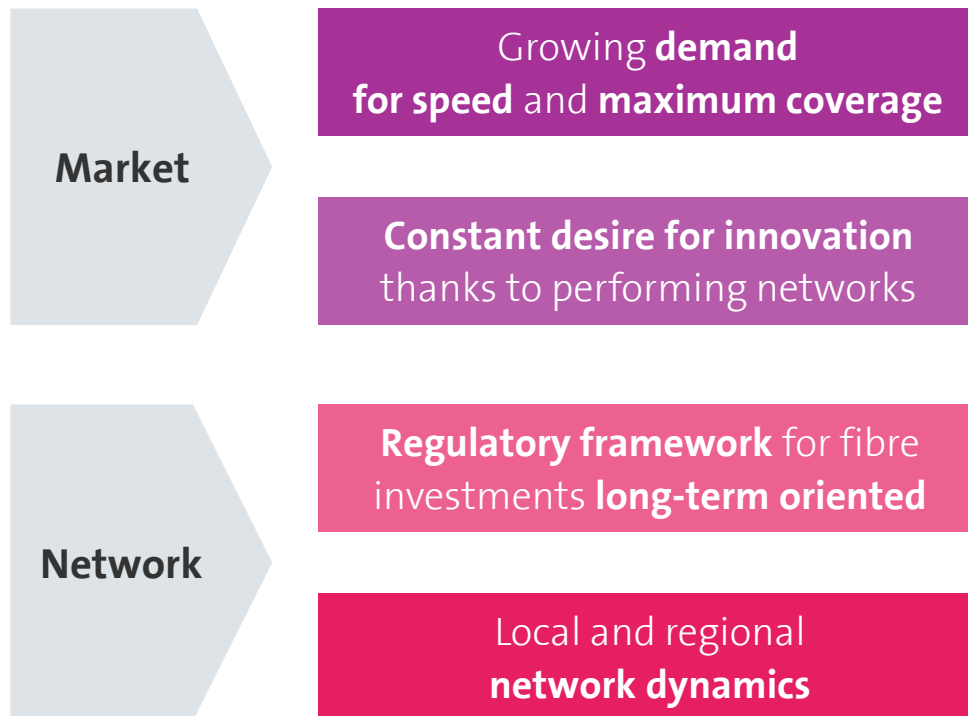
- As per Q1 2021: **10Gbps (FTTH) coverage: 32%** (+2.4pp YOY) and **>80Mbps coverage: 84%** (+8.2pp YOY)
- No news on COMCO investigation** regarding layer-1 offering on Swisscom's P2MP rollout approach



# As infrastructure player Swisscom maximises its value proposition ...

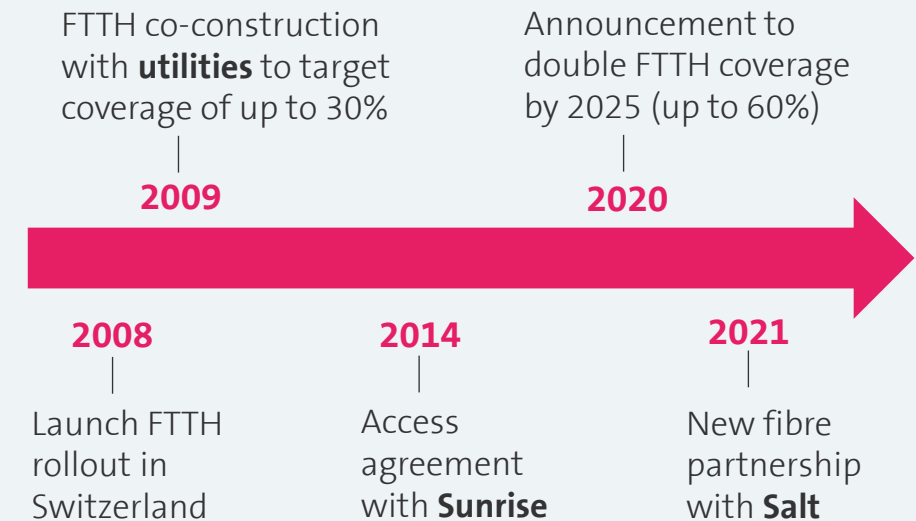
... by enabling UBB access through network co-investments or attractive wholesale offerings

## Market and network context



## Swisscom's fibre approach

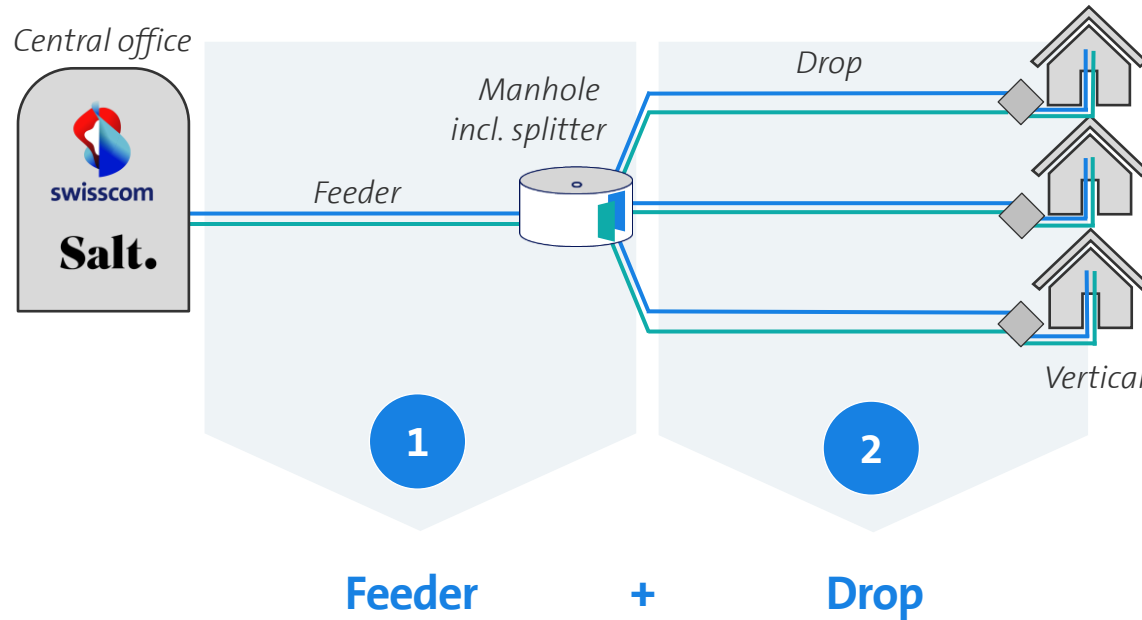
- **Swisscom invests and is open to co-operations** if economics are favourable
- Swisscom with **attractive wholesale offerings** and **well working access approaches**
- **Successful track-record**





# New fibre partnership with Salt

Long-term agreement consists of two investment components: feeder and drop



- Salt invests in own physical feeder and own splitter in the P2MP turf and gets a long-term indefeasible right of use (IRU)
- Salt invests in own drop in the P2MP turf and gets a long-term indefeasible right of use (IRU)
- Swisscom in charge of construction and network maintenance

## Good to know

- **Swisscom builds and owns the FTTH network in Switzerland** - along strategic settings and expansion ambitions
- **FTTH rollout ambitions unchanged:** ~60% FTTH coverage by 2025
- **Bundling of sources improves network economics:** maximum utilisation in combination with CAPEX optimisation
- **Guidance 2021 adjusted** to reflect financial implications
- **Financially accretive** with positive effects on EBITDA (2021-2025) and FCF





# B2C market dynamics unchanged

Differentiation key to keep competitive edge and defend market shares

## Swisscom well positioned ...



### Defend own customer base through **best value differentiation**

- Deliver maximum value
- Drive FMC further
- Promotional actions from time to time - as follower

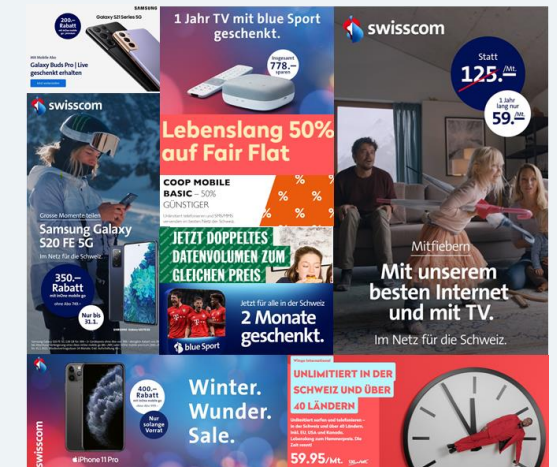
### Attack with 2<sup>nd</sup> / 3<sup>rd</sup> brands through **best price differentiation**

- Defend market shares
- Push Wingo, our online weapon in promotions

## ... to successfully deliver on leading position

- Underlying operational performance as expected
- Reported figures (extraordinarily) affected

- 2G sunset
- Product phase-out
- Softer shop frequencies due to Covid-19
- Aggressive promotions (Black Friday and X-Mas)



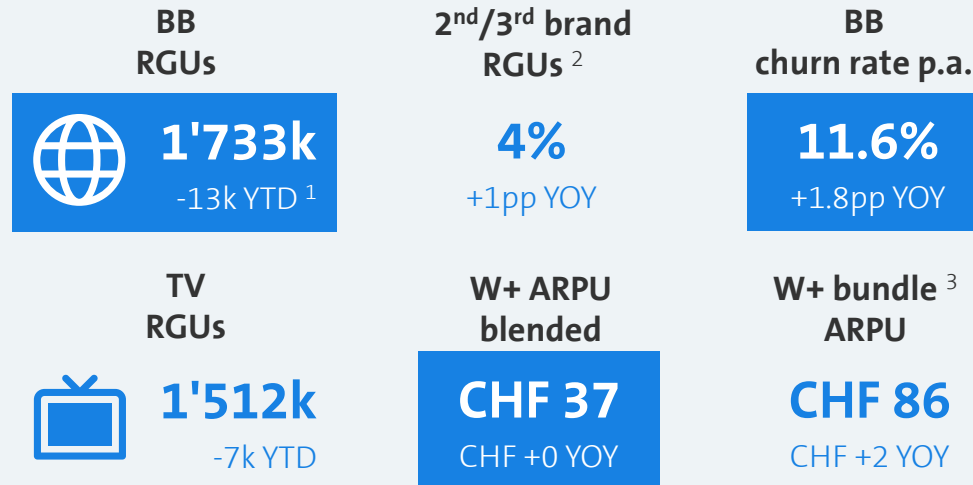
- **Outlook**
  - Good market momentum supported by (fine-tuned) promotions (to preserve customer value)
  - Develop Wingo portfolio to target new customer groups



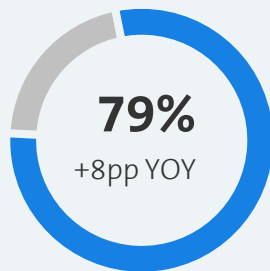
# B2C operational results

Trends unchanged but continuous promotions and extraordinary phase-outs weigh on churn

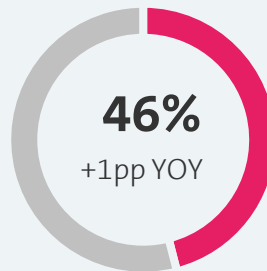
## Wireline KPIs as per 31.3.2021



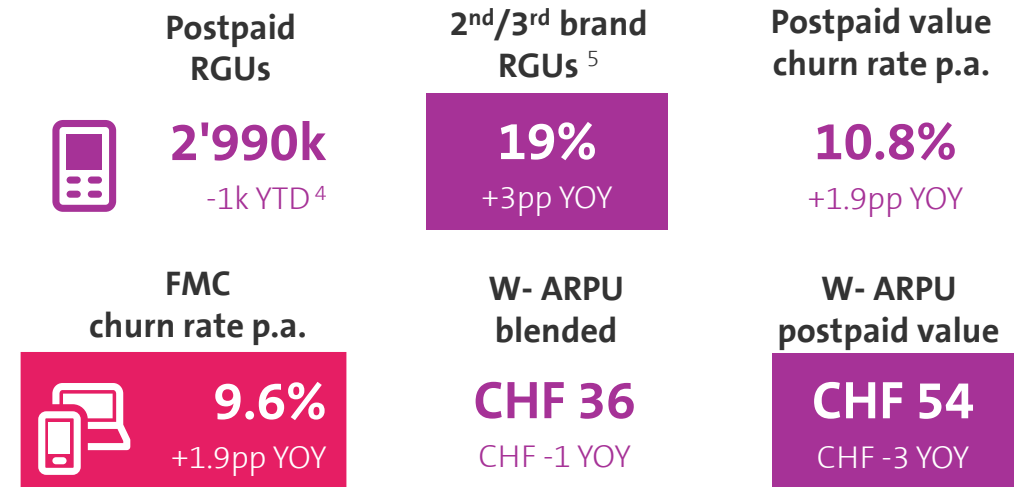
**inOne Home**  
% of B2C broadband RGUs



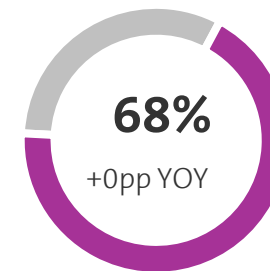
**FM converged broadband subs**



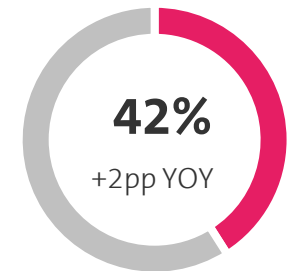
## Wireless KPIs as per 31.3.2021



**inOne Mobile**  
% of B2C postpaid value RGUs



**FM converged postpaid value subs**



1) Q1 21 impact from Swisscom Casa phase-out: -5k B2C, 2) BB, 3) BB + TV + fixed voice, 4) Q1 21 impact from 2G switch-off: -4k B2C, 5) Postpaid value

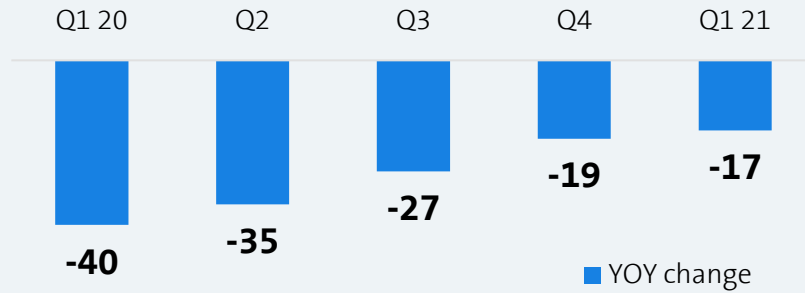


## B2B performance

Satisfying Q1 with service revenue slightly above expectations and Solutions in line

### Service revenue trend YOY positive ...

in CHF mn



... primarily **thanks to** ...

(1)  
**solid  
RGU base**

**2'511k<sup>1</sup>**  
Q1 20 2'500k

(2)  
**softer w-  
ARPU pressure**

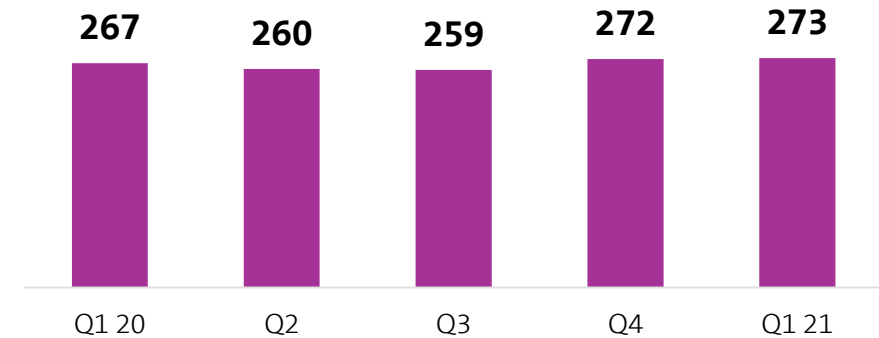
**CHF 32**  
Q4 20 CHF 32

(3)  
**w+ traffic and  
VAS revenue  
(Covid-19)**

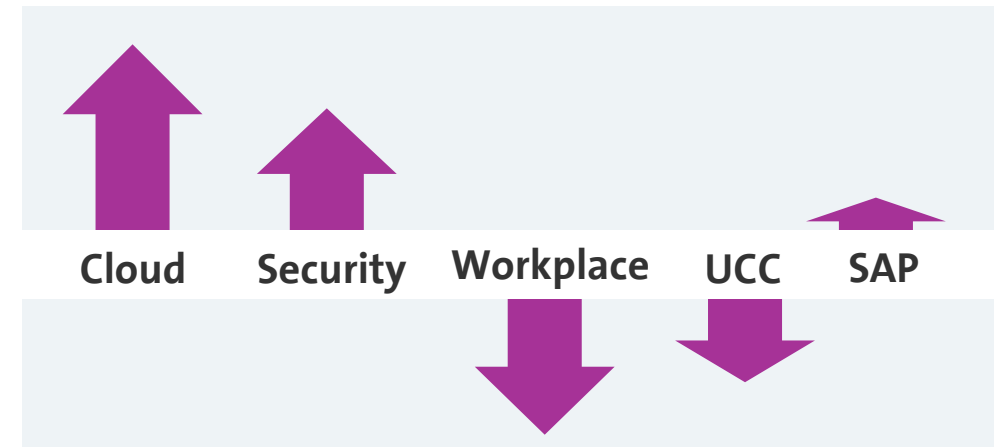
**CHF 29mn**  
Q1 20 CHF 27mn

### Solutions revenue +2.2% YOY ...

in CHF mn



... but with **different dynamics**





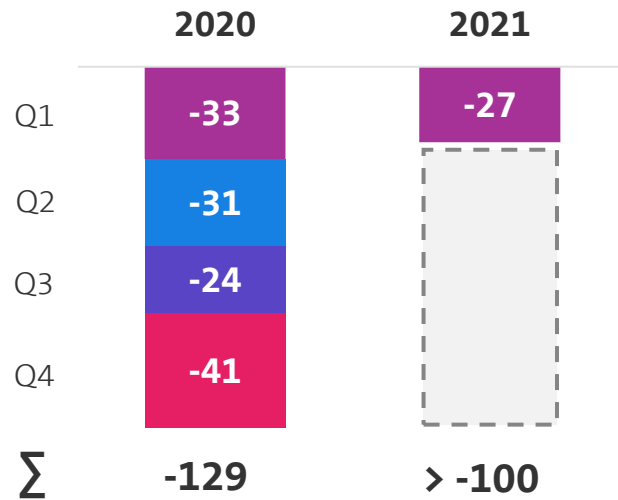


# Cost achievements

Cost reduction efforts sustained to increase efficiency of Swiss operations

## Indirect cost development

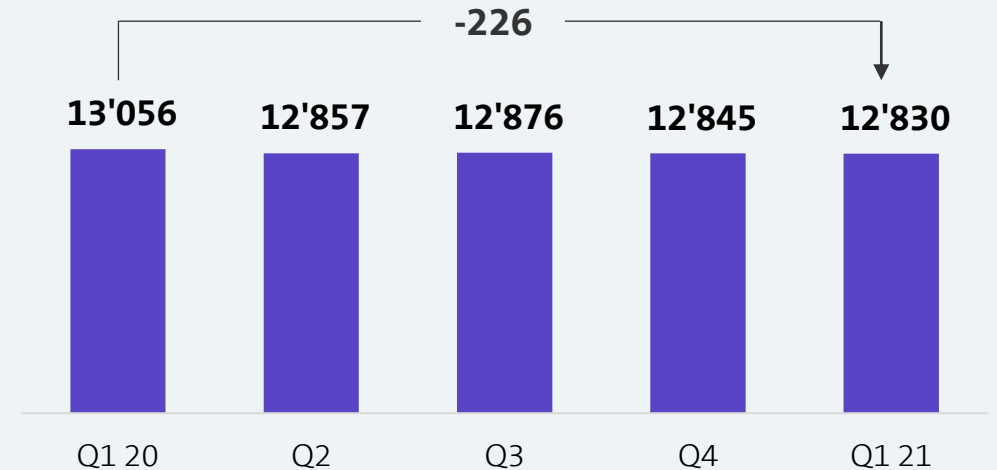
(YOY changes in CHF mn)



- **Continuous optimisation of cost base** by driving simplicity, digitalisation and FTE management
- On track to achieve cost target 2021

## FTE development

FTEs of Swisscom Switzerland



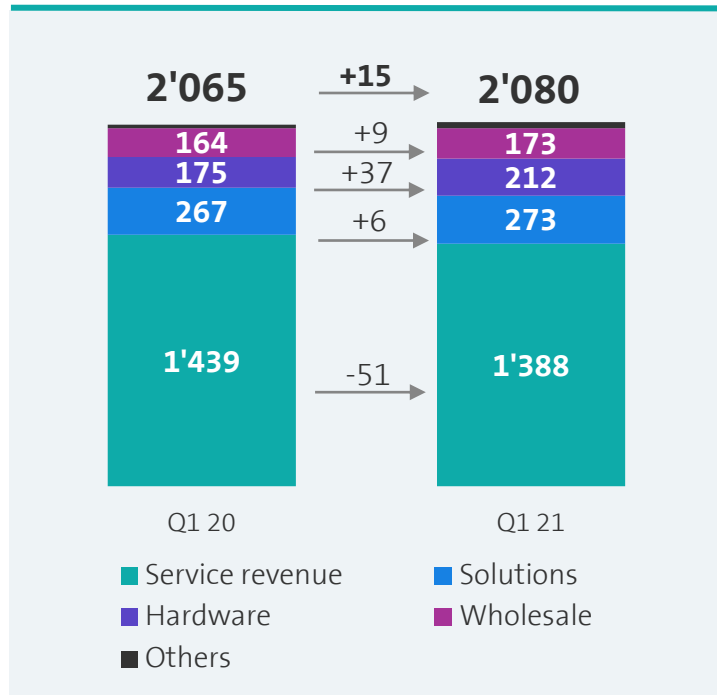
- Strategic cost initiatives reflected in FTE development
- **Service** and **quality level maintained**



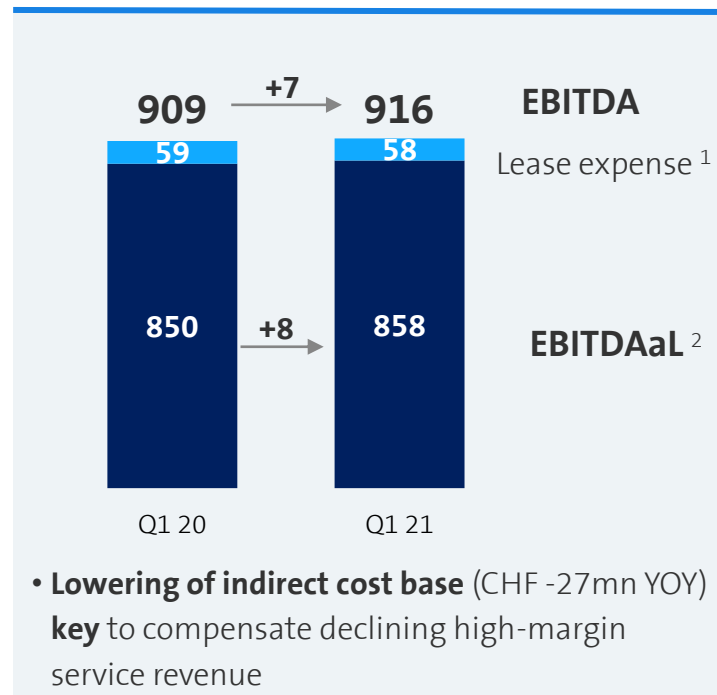
# Swisscom Switzerland: financial results

Solid Q1 EBITDA primarily thanks to satisfying top-line evolution and indirect cost savings as expected

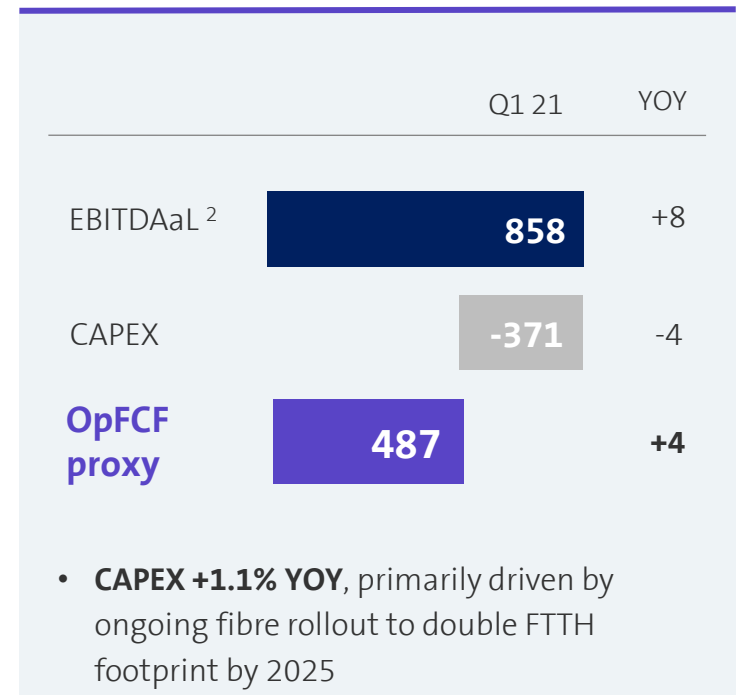
## Net revenue in CHF mn



## EBITDA in CHF mn



## OpFCF proxy in CHF mn



1) Consists of depreciation right of use assets and interest expense leases, 2) EBITDA after lease expense



# Fastweb: network and commercial update

Providing best experiences everywhere



## Fibre: unique positioning with NeXXt FTTH @2.5 Gbps

- Only player offering >1 Gbps on consumer market
- FiberCop has been set up to rollout fibre up to 56% of Italy by 2025

## 5G FWA: the 1<sup>st</sup> provider to bring real UBB service in mid/low density areas

- Customer speed: up to 1 Gbps
- Progressively deploying service in 130 municipalities



## 5G Mobile: service launched, adoption to follow 5G device penetration

- 5G available for all customers without extra charges
- Rollout on track c. 1'100 active sites



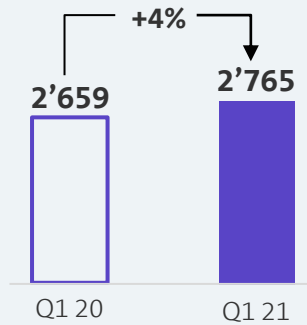
# Fastweb: Consumer performance

Solid results in line with expectations

2

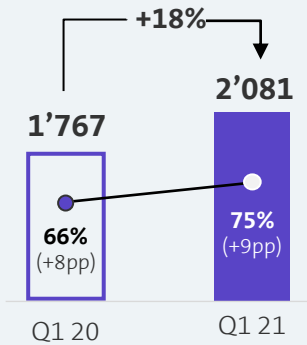
## Fixed

Broadband subs in k (YOY change)



- Steady customer base growth (+4% YOY)
- Focus on profitable customers

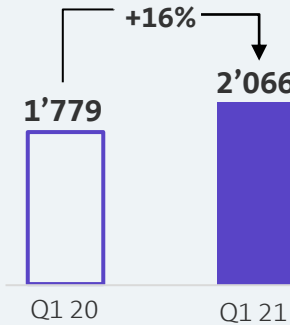
UBB subs (k) and penetration (YOY change)



- UBB penetration increased +9pp YOY
- 92% of gross adds were UBB

## Mobile

Mobile subs in k (YOY change)

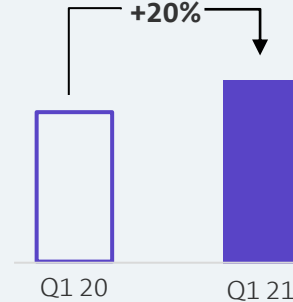


- +16% YOY growth
- +105k net adds in Q1

Churn (YOY)

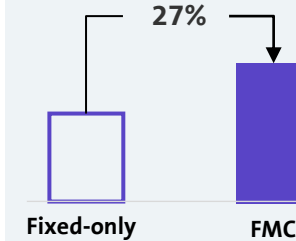


Data usage (Gbit/customer/month)

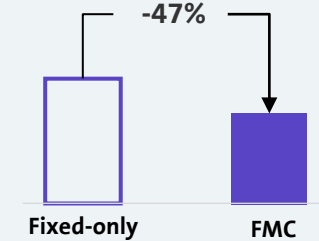


## ARPU, churn, NPS

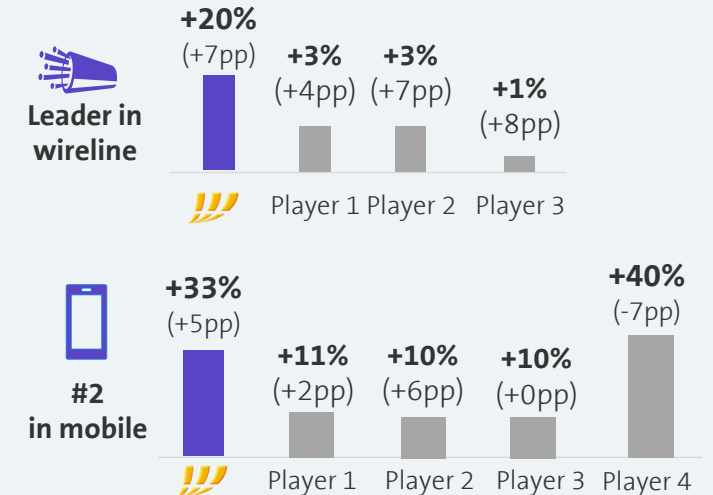
ARPU uplift (EUR/month, YOY)



Churn benefit (YOY)



NPS (YOY change)<sup>1</sup>



1) NPS survey performed by an independent third party in 1Q 20 and 1Q 21





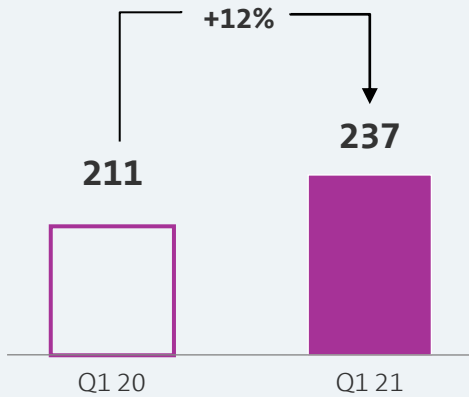
# Fastweb: Enterprise and Wholesale performance

Growth confirmed

2

## Enterprise

Revenues in EUR mn (YOY)



- +12% YOY driven by private and PA sector
- No Covid-19 impact on business generation and cash-in
- Awarded public tender for connectivity to 16k schools, c.150 EURmn in 10 years

### New contracts

Connectivity and security main growth drivers

INTESA SANPAOLO

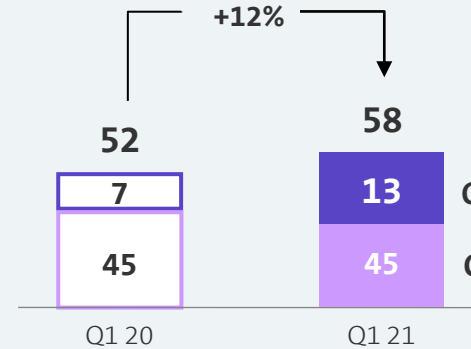
Connectivity

Creval

ICT /Security

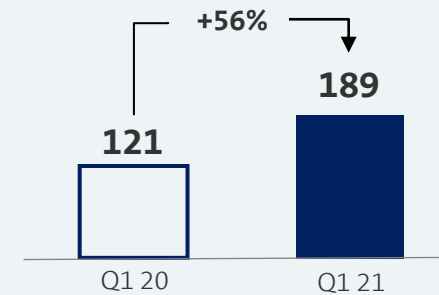
## Wholesale

Revenues in EUR mn <sup>1</sup>(YOY)



- Core services: stable YOY

### Wholesale lines (k)



- Lines increasing with ~30k new connections in Q1 driven by agreements with Sky and WindTre

1) Incl. intercompany revenues

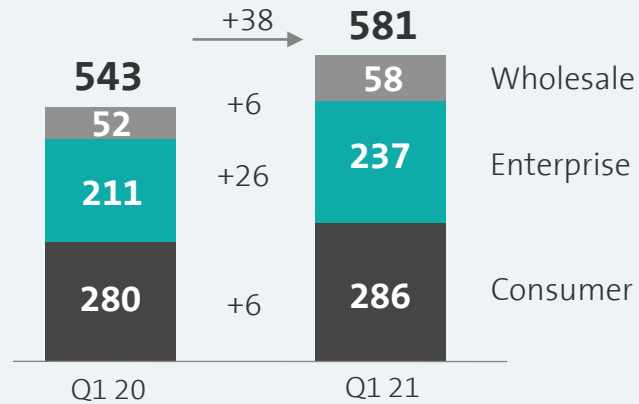


# Fastweb: financial results

In line with FY guidance

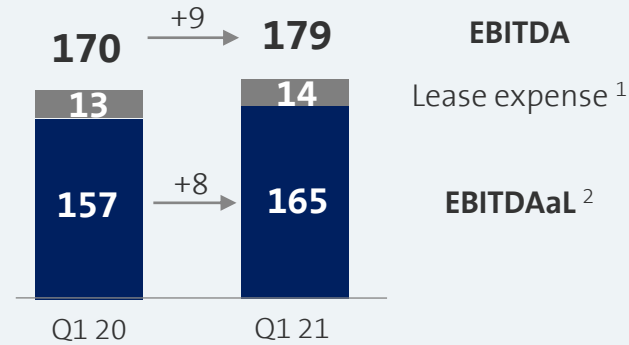
2

## Net revenue in EUR mn



- **Revenues +7% YOY** sustained by all business units and mainly by
  - **mobile** (+11% YOY)
  - **wholesale** (+12% YOY)

## EBITDA in EUR mn



- **EBITDAaL growth of +5%** (in line with previous quarters and guidance) thanks to growing recurring margins in all segments

## OpFCF proxy in EUR mn

|                       | Q1 21     | YOY         |
|-----------------------|-----------|-------------|
| EBITDAaL <sup>2</sup> | 165       | (+8)        |
| CAPEX                 | -154      | (-16)       |
| <b>OpFCF proxy</b>    | <b>11</b> | <b>(-8)</b> |

- **CAPEX**: EUR +16mn YOY, driven by customers (mainly CPE), 5G and digital transformation investments
- **OpFCF proxy**: EUR 11mn as per Q1 21

1) Consists of depreciation right of use assets and interest expense leases with scope of IFRS 16, 2) EBITDA after lease expense



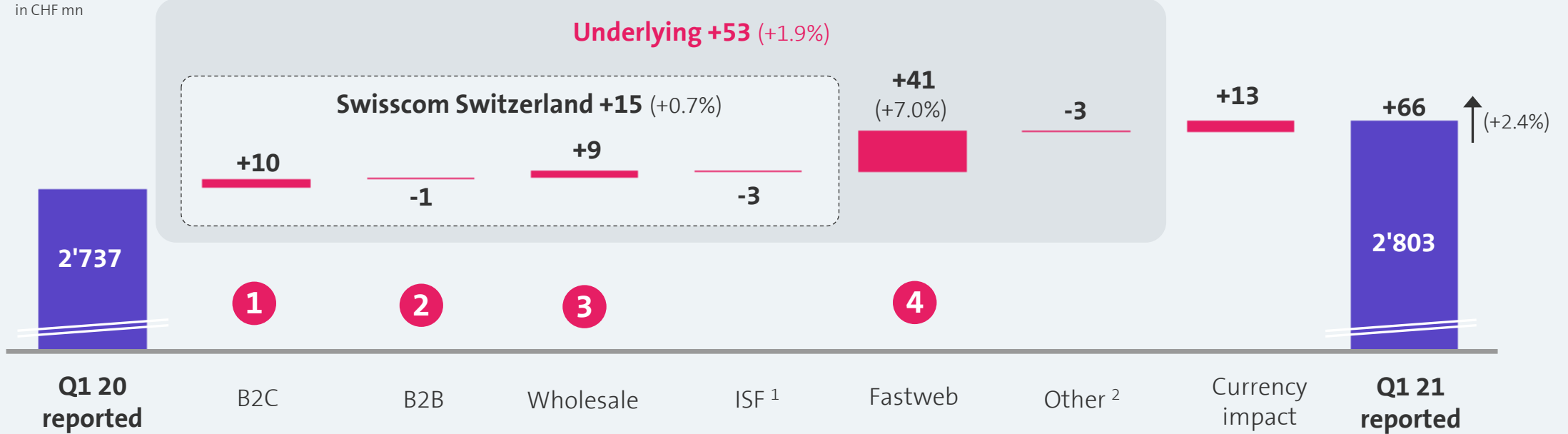
## Financial results





# Group revenue and changes by segments

Top-line improved thanks to positive development of Swisscom Switzerland and growing Fastweb



- 1** Service revenue decline (CHF -34mn) primarily due to effects from change in RGU mix (in w-) overcompensated by hardware sales and device decoupling
- 2** Service revenue decline (CHF -17mn) due to price pressure partly compensated by growth in Solutions and hardware sales

- 3** Revenue increase driven by BBCS growth and positive impacts from mobile backhauling
- 4** All segments growing (Consumer CHF +6mn, Enterprise CHF +29mn and Wholesale CHF +6mn). Enterprise with strong Q1 thanks to Solutions (CHF +9mn YOY) and good momentum in PA sector

1) Infrastructure & Support Functions, including intersegment revenue, 2) Other operating segments and Intersegment elimination

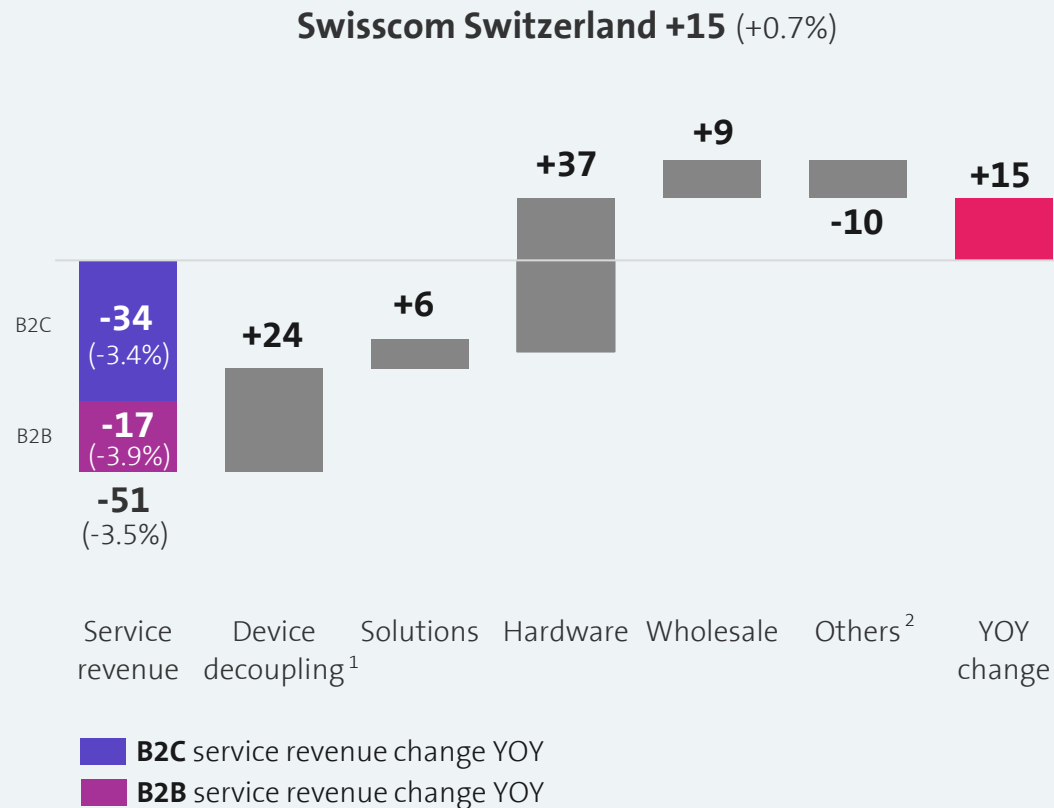


# Swisscom Switzerland: revenue changes and service revenue dynamics

Overall top-line dynamics as expected. Service revenue trends slightly better partially driven by Covid-19

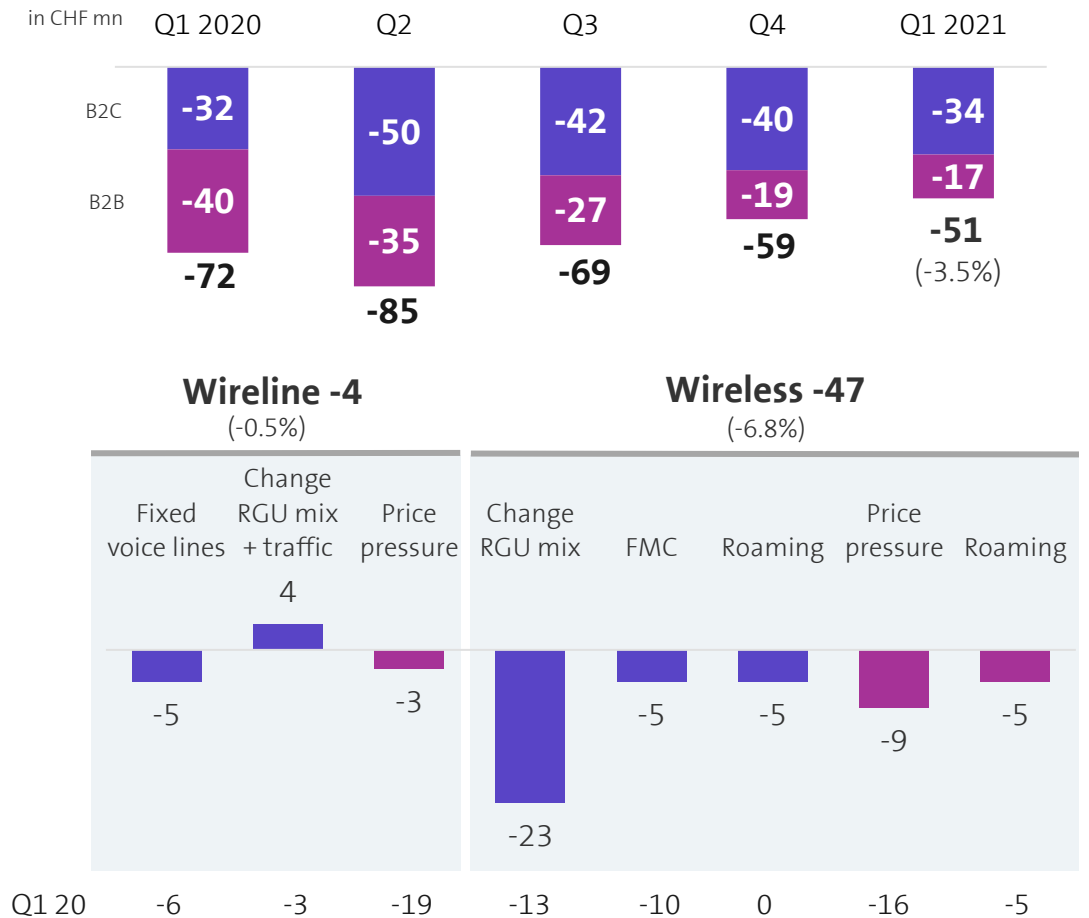
## Q1 21 revenue changes by business drivers

in CHF mn



## Service revenue evolution and Q1 21 changes

in CHF mn



1) IFRS15 revenue reconciliation within B2C, 2) Including intersegment revenue and IFRS15 revenue reconciliation within B2B of CHF 0mn

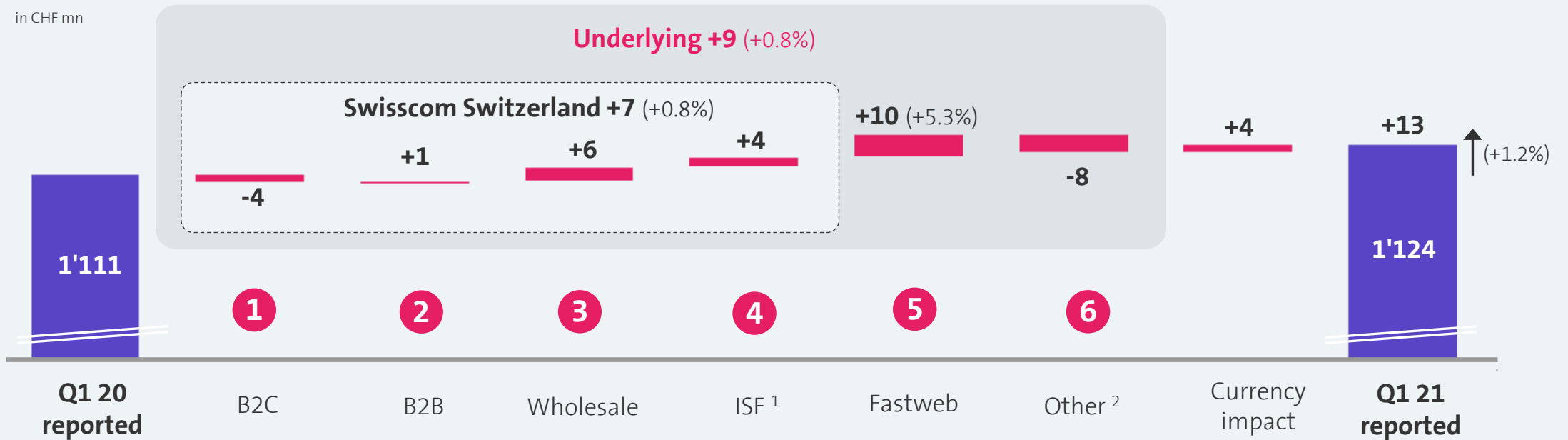




# Group EBITDA and changes by segments

Satisfying underlying results thanks to steady cost management in Switzerland and growing Fastweb

in CHF mn



- 1 Decrease in service revenue mostly compensated by lower indirect cost and device decoupling
- 2 Decrease in service revenue compensated by lower indirect cost and growth in Solutions revenue

- 3 Increase driven by revenue growth from BBCS growth and positive impacts from mobile backhauling
- 4 Increase primarily due to lower cost for maintenance
- 5 Growing top-line leads to +5.3% EBITDA growth
- 6 cablex and localsearch with lower contributions in Q1 21

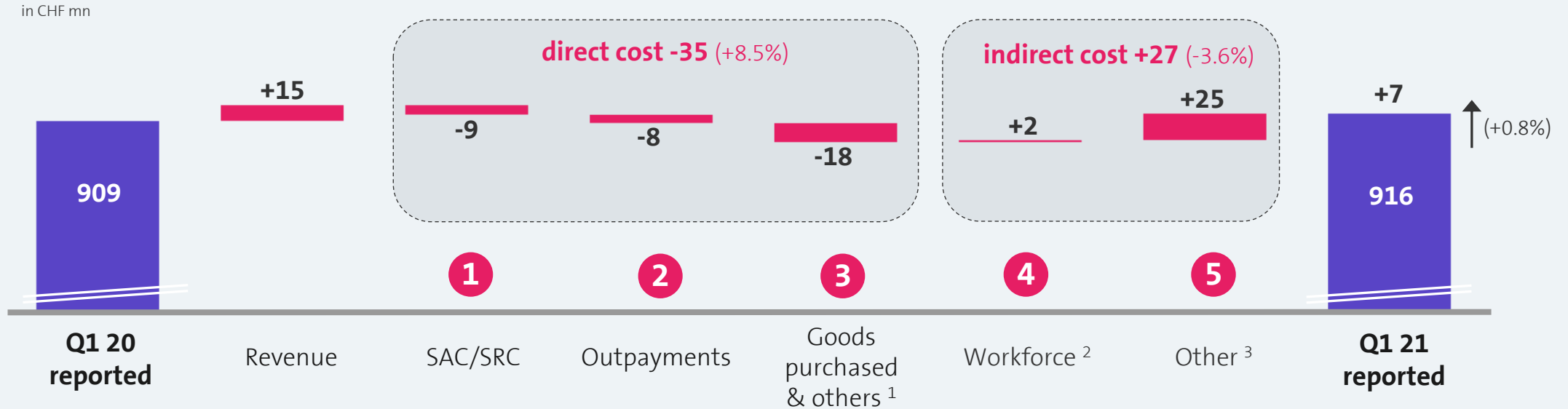
1) Including intersegment elimination Swisscom Switzerland

2) Includes Other operating segments, pension reconciliation, intersegment elimination group level



# EBITDA Swisscom Switzerland with OPEX changes and dynamics

Operational excellence initiatives with expected impacts lowering indirect costs on a recurring basis



- 1 Increase primarily mobile driven (lower additions in Q1 20 and higher promotional impact in Q1 21)
- 2 Increase in interconnection volume explains higher outpayments. In addition, roaming with higher unit fees

- 3 Higher cost for goods purchased (handset sales weak in Q1 20) alongside with higher revenues for smartphones sold
- 4 Cost decline impacted by extra-load for phase-out for 2G and other legacy products and different vacation accruals
- 5 Lower cost for field service, network maintenance and travelling

1) Goods purchased, services purchased and IFRS15 direct cost reconciliation, 2) Workforce expenses net of capitalized cost, 3) Other operating expenses net of other income



# Capital expenditures

Invest in critical infrastructure of the future

|                             | Q1 20             | Δ   | Q1 21                             |
|-----------------------------|-------------------|-----|-----------------------------------|
| <b>Group CAPEX</b>          | CHF <b>516</b> mn | +24 | CHF <b>540</b> mn<br>(+4.7% YOY)  |
| <b>Swisscom Switzerland</b> | CHF <b>367</b> mn | +4  | CHF <b>371</b> mn<br>(+1.1% YOY)  |
| <b>Fastweb</b> <sup>1</sup> | CHF <b>148</b> mn | +20 | CHF <b>168</b> mn<br>(+13.5% YOY) |
| <b>Other</b>                | CHF <b>1</b> mn   |     | CHF <b>1</b> mn                   |

1) In local currency : EUR 154mn (+11.6% YOY)

## Swisscom Switzerland

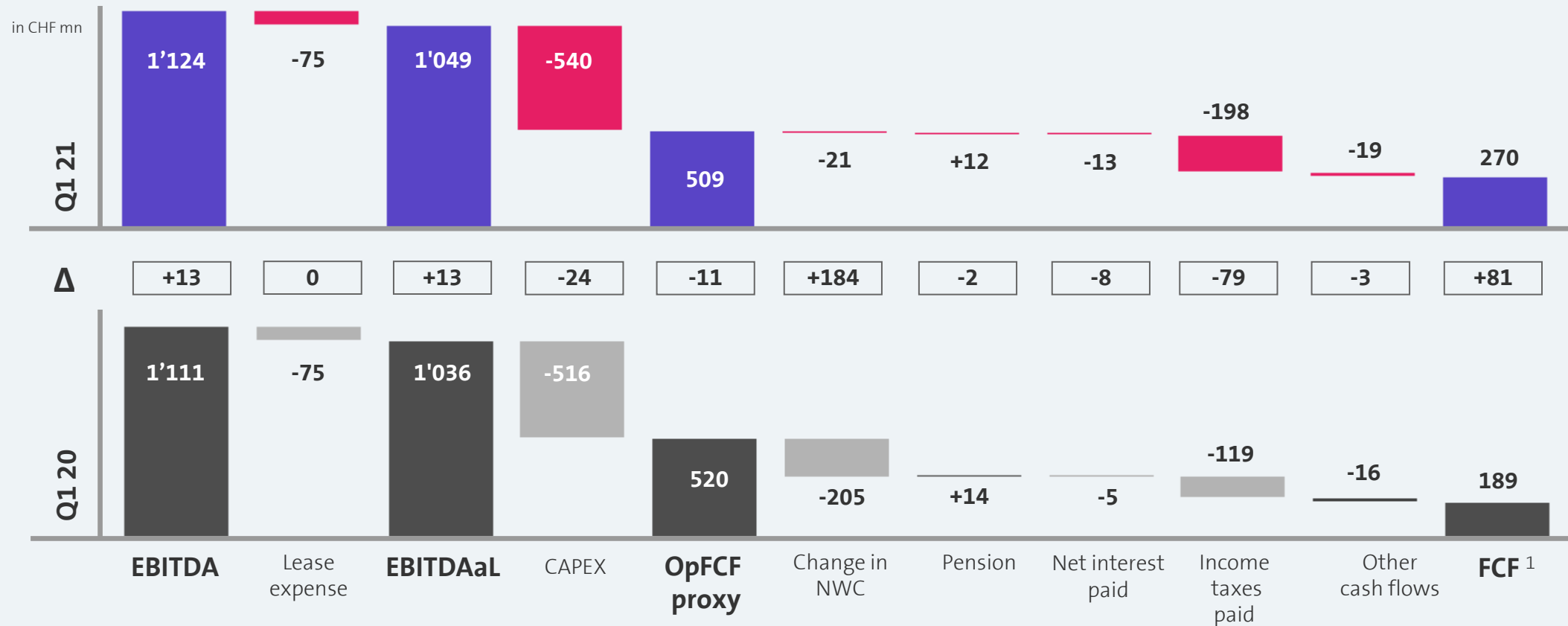
|                                                     |                                                                                               |
|-----------------------------------------------------|-----------------------------------------------------------------------------------------------|
| <b>Wireless</b><br><b>CHF 80mn</b><br>+3% YOY       | <b>IT systems, All-IP, CP equipment and other</b><br><b>CHF 77mn</b><br>-1% YOY               |
| <b>Fibre (FTTx)</b><br><b>CHF 124mn</b><br>+41% YOY | <b>Copper access, back-bone &amp; transport infrastructure</b><br><b>CHF 90mn</b><br>-27% YOY |

- **Swisscom Switzerland:** flat YOY but with breakdown changes due to FTTx rollout acceleration and lower multi-year licence fees compared to previous year
- **Fastweb:** CHF +20mn YOY, Q1 impacted by customers (mainly CPE), 5G and digital transformation investments



## Free cash flow

FCF increase of CHF +81mn driven by better NWC development partly compensating higher income taxes paid



- Underlying NWC trend in Q1 normally negative due to prepayments for the full-year (e.g. insurance); Q1 20 additionally impacted by higher prepayments and lower trade payables
- Higher payments of income taxes due to different payment schedules in 2020

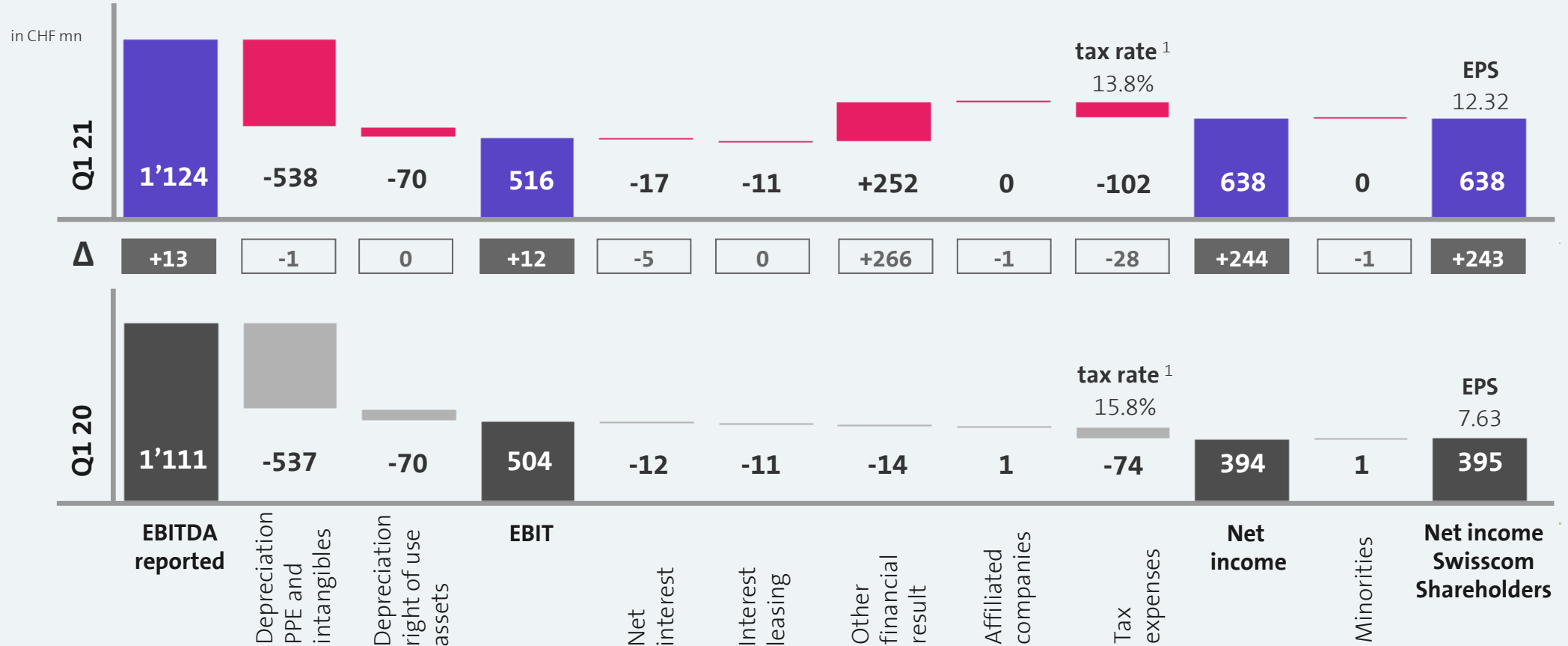
1) FCF excluding M&A effects (Q1 20 CHF -8mn, Q1 21 CHF +115mn)



# Net income

Earnings per share up (+62% YOY) thanks to stable EBIT evolution combined with positive one-offs

3



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

1) Tax rate Q1 21: Tax expenses of CHF 102mn / EBT of CHF 740mn = 13.8%, tax rate Q1 20: Tax expenses of CHF 74mn / EBT of CHF 468mn = 15.8%





# Financial implications from partnership with Salt

Agreement (classified as financial lease) leads to new wholesale revenues and positive FCF effects

- **Physically dark fibres in P2MP turf** (allocated to Salt) classified as **financial lease** (IFRS 16)
- Recognition of present value of future lease payments as **wholesale revenue** at the date when underlying fibres are available for use
- **Direct cost** attributable to Salt for
  - existing feeder, being reclassified from PP&E (non-cash)
  - new fibre drops; **reducing CAPEX**
- **Positive EBITDA and FCF effects**

| Avg. 12m effect     | 2021-2025  | 2026+    |
|---------------------|------------|----------|
| Wholesale revenue   | +++        | 0        |
| OPEX (direct cost)  | --         | 0        |
| <b>EBITDA</b>       | <b>+</b>   | <b>0</b> |
| <b>CAPEX</b>        | <b>--</b>  | <b>0</b> |
| Lease expense       | 0          | 0        |
| <b>OpFCF proxy</b>  | <b>+++</b> | <b>0</b> |
| Δ NWC <sup>1)</sup> | --         | +        |
| <b>FCF</b>          | <b>+</b>   | <b>+</b> |

**Financial implications reflected in new financial outlook for FY 2021**

<sup>1</sup> Impacts due to timing difference between revenue recognition and payments of Salt as well as carrying amount PP&E reclassified as direct cost (non-cash) 2021-2025



## New guidance FY 2021

Net revenue of CHF ~11.3bn (up), EBITDA of CHF 4.3-4.4bn (up) and CAPEX of CHF 2.2-2.3bn (down)

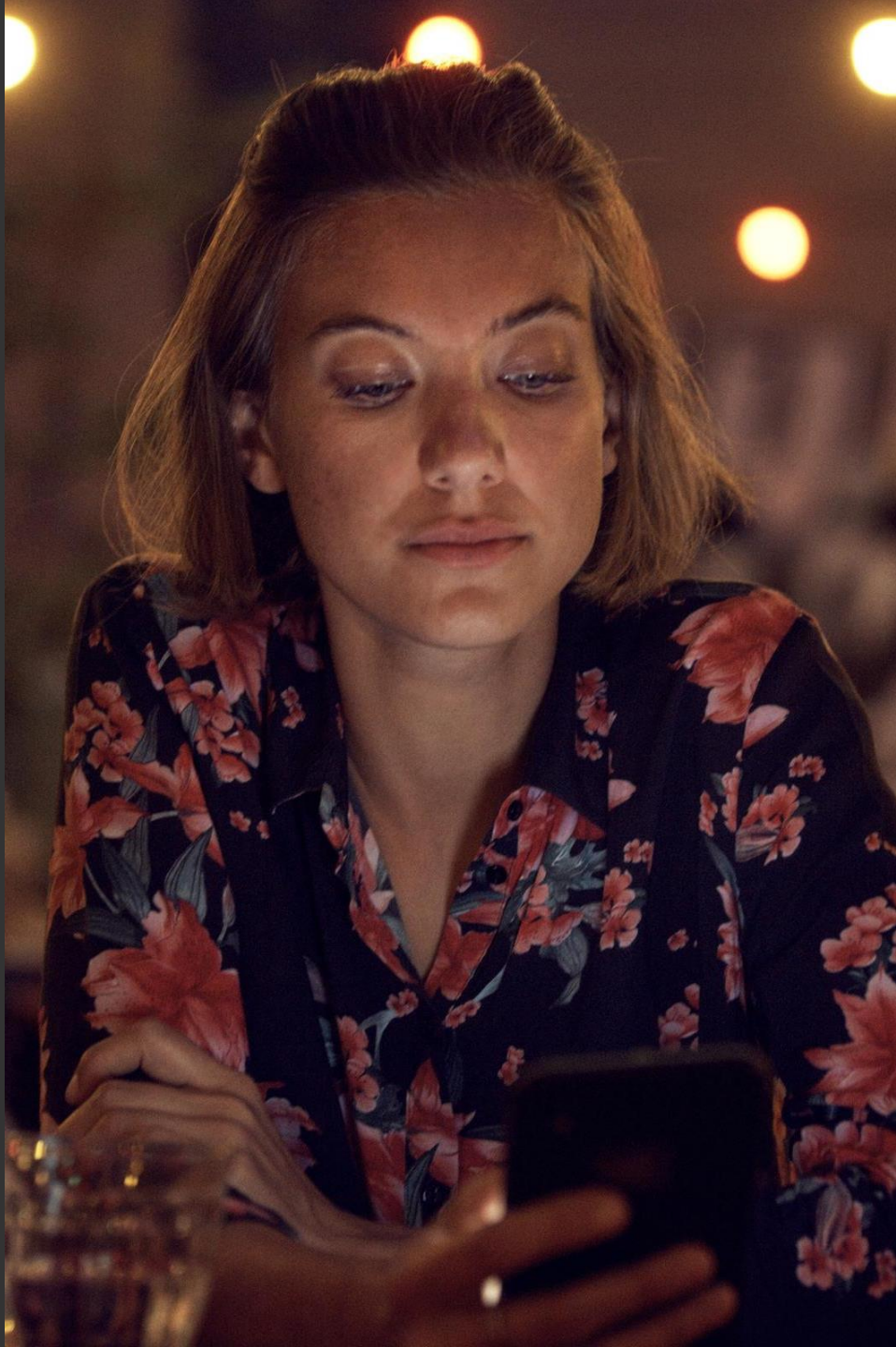
| in CHF mn                 | reported<br>figures 2020 | sofar <sup>2</sup><br>outlook 2021 | new<br>outlook 2021 <sup>3</sup> | Splits into:                                                       |
|---------------------------|--------------------------|------------------------------------|----------------------------------|--------------------------------------------------------------------|
| <b>Revenue</b>            | <b>11'100</b>            | ~11'100                            | <b>~11'300</b>                   | CHF ~8.6bn for Swisscom w/o Fastweb +<br>EUR ~2.4bn for Fastweb    |
| <b>EBITDA<sup>1</sup></b> | <b>4'382</b>             | ~4'300                             | <b>4'300-4'400</b>               | CHF 3.4-3.5bn for Swisscom w/o Fastweb +<br>EUR ~0.8bn for Fastweb |
| <b>CAPEX</b>              | <b>2'229</b>             | ~2'300                             | <b>2'200-2'300</b>               | 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)

1 EBITDAaL 2021 outlook for Swisscom: CHF 4.0-4.1bn

2 As presented on February 4<sup>th</sup>, 2021

3 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

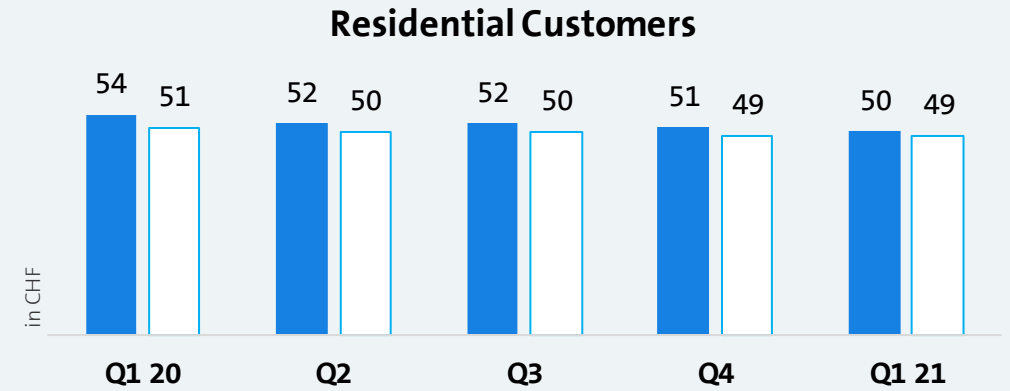
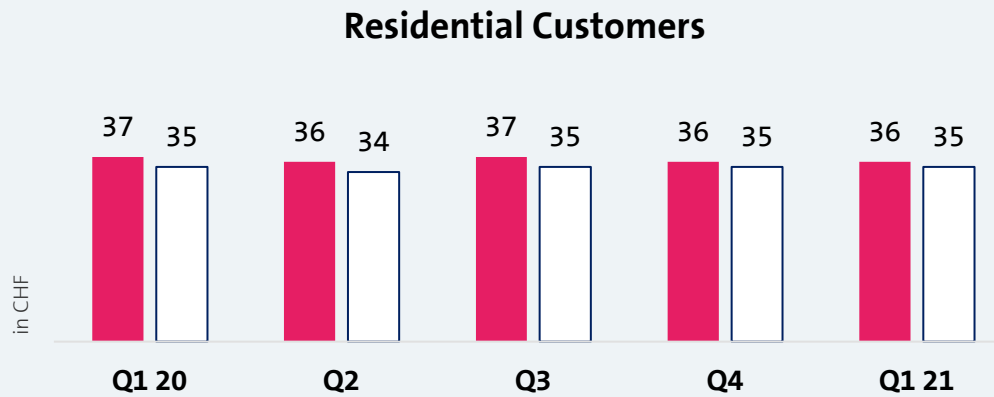
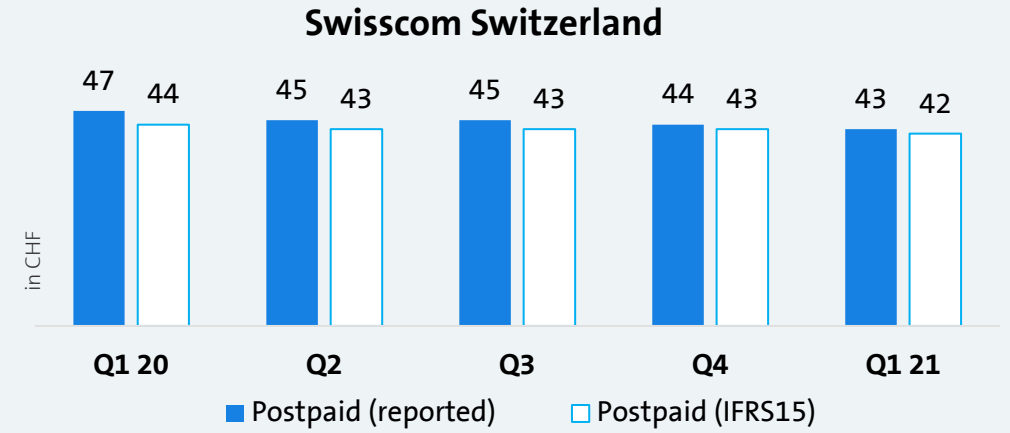
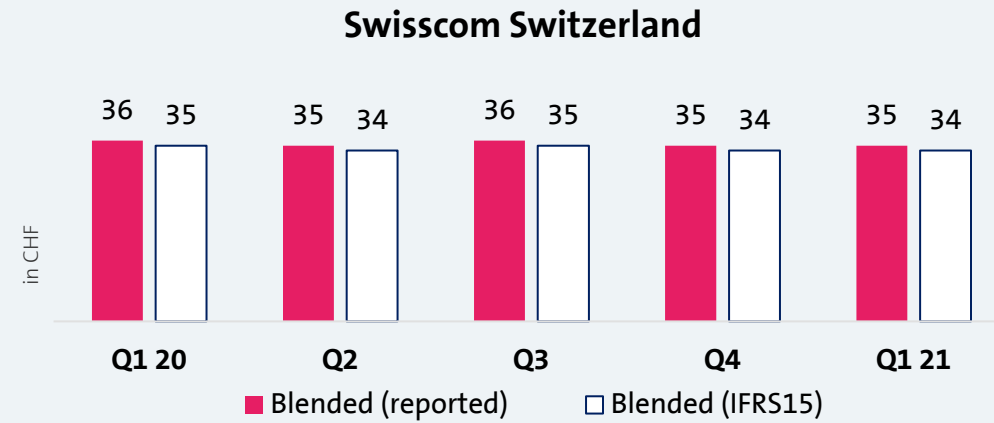
in CHF mn

|                          | 2020         |              |              |              |               | 2021         |    |    |    | Change Q/Q |    |    |    |
|--------------------------|--------------|--------------|--------------|--------------|---------------|--------------|----|----|----|------------|----|----|----|
|                          | Q1           | Q2           | Q3           | Q4           | FY            | Q1           | Q2 | Q3 | Q4 | Q1         | Q2 | Q3 | Q4 |
| <b>Revenue, reported</b> | <b>2'737</b> | <b>2'706</b> | <b>2'758</b> | <b>2'899</b> | <b>11'100</b> | <b>2'803</b> |    |    |    | <b>+66</b> |    |    |    |
| Currency effect          |              |              |              |              |               | -13          |    |    |    | -13        |    |    |    |
| <b>Underlying change</b> |              |              |              |              |               |              |    |    |    | <b>+53</b> |    |    |    |
| <b>EBITDA, reported</b>  | <b>1'111</b> | <b>1'097</b> | <b>1'148</b> | <b>1'026</b> | <b>4'382</b>  | <b>1'124</b> |    |    |    | <b>+13</b> |    |    |    |
| Currency effect          |              |              |              |              |               | -4           |    |    |    | -4         |    |    |    |
| <b>Underlying change</b> |              |              |              |              |               |              |    |    |    | <b>+9</b>  |    |    |    |



# Swisscom Switzerland

Wireless ARPU and IFRS15 adjustments







# Residential Customers

Segment reporting as per 31.03.2021

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

Service revenue decreased (-3.4%) due to higher discount volumes, brand shift and lower roaming volumes (Covid-19).

Contribution margin 2 decreased by 0.6%, most of the service revenue decrease could be compensated.

|                                                   | 31.03.2021   | YoY          |
|---------------------------------------------------|--------------|--------------|
| <b>Net revenue in MCHF <sup>1)</sup></b>          | <b>1'149</b> | <b>1.1%</b>  |
| Direct costs in MCHF                              | -279         | 12.5%        |
| Indirect costs in MCHF <sup>2)</sup>              | -171         | -8.1%        |
| <b>Contribution margin 2 in MCHF</b>              | <b>699</b>   | <b>-0.6%</b> |
| <i>Contribution margin 2 in %</i>                 | <i>60.8%</i> |              |
| Depreciation & amortisation in MCHF               | -14          | -17.6%       |
| Lease expense in MCHF                             | -10          | -9.1%        |
| <b>Segment result in MCHF</b>                     | <b>675</b>   | <b>0.0%</b>  |
| CAPEX in MCHF                                     | -3           | -40.0%       |
| FTE's                                             | 3'022        | -5.3%        |
| Broadband lines in '000 <sup>3)</sup>             | 1'733        | -1.2%        |
| Voice lines in '000 <sup>3)</sup>                 | 1'207        | -6.5%        |
| Wireless customers Prepaid in '000                | 1'324        | -13.2%       |
| Wireless customers Postpaid in '000 <sup>3)</sup> | 2'990        | 2.0%         |
| Blended wireless ARPU in CHF                      | 36           | -2.7%        |
| TV subs in '000 <sup>3)</sup>                     | 1'512        | -0.4%        |

1) incl. intersegment revenues

2) incl. capitalised costs and other income

3) sum of single play and bundles



# Business Customers

Segment reporting as per 31.03.2021

Net revenue flattish (-0.1%), the decrease in service revenue (-3.9%) due to price erosion and lower roaming volume (Covid-19) has slowed down a bit.

On the other hand, hardware sales (+18%) and solutions revenue (+2.2%) up.

Contribution margin 2 on prior year level. The decline in service revenue was compensated by lower indirect cost and growth in Solutions revenue.

|                                          | 31.03.2021   | YoY          |
|------------------------------------------|--------------|--------------|
| <b>Net revenue in MCHF <sup>1)</sup></b> | <b>778</b>   | <b>-0.1%</b> |
| Direct costs in MCHF                     | -202         | 3.6%         |
| Indirect costs in MCHF <sup>2)</sup>     | -238         | -3.6%        |
| <b>Contribution margin 2 in MCHF</b>     | <b>338</b>   | <b>0.3%</b>  |
| <i>Contribution margin 2 in %</i>        | <i>43.4%</i> |              |
| Depreciation & amortisation in MCHF      | -17          | -15.0%       |
| Lease expense in MCHF                    | -8           | 0.0%         |
| <b>Segment result in MCHF</b>            | <b>313</b>   | <b>1.3%</b>  |
| CAPEX in MCHF                            | -10          | 11.1%        |
| FTE's                                    | 4'952        | -1.5%        |
| Broadband lines in '000                  | 295          | -1.3%        |
| Voice lines in '000                      | 284          | -2.4%        |
| Wireless customers in '000               | 1'863        | 1.1%         |
| Blended wireless ARPU in CHF             | 32           | -8.6%        |
| TV subs in '000                          | 69           | 1.5%         |

1) incl. intersegment revenues

2) incl. capitalised costs and other income



# Wholesale

Segment reporting as per 31.03.2021

Revenue from external customers up by 5.5%. due to BBCS growth and positive impacts from mobile backhauling. Inbound roaming on prior year level despite Covid-19.

Contribution margin 2 up 4.5% YOY (CHF +6 mn).

|                                      | 31.03.2021   | YoY         |
|--------------------------------------|--------------|-------------|
| External revenue in MCHF             | 173          | 5.5%        |
| Intersegment revenue in MCHF         | 70           | 14.8%       |
| <b>Net revenue in MCHF</b>           | <b>243</b>   | <b>8.0%</b> |
| Direct costs in MCHF                 | -99          | 11.2%       |
| Indirect costs in MCHF <sup>1)</sup> | -6           | 50.0%       |
| <b>Contribution margin 2 in MCHF</b> | <b>138</b>   | <b>4.5%</b> |
| <i>Contribution margin 2 in %</i>    | <i>56.8%</i> |             |
| Depreciation & amortisation in MCHF  | -            |             |
| Lease expense in MCHF                | -            |             |
| <b>Segment result in MCHF</b>        | <b>138</b>   | <b>4.5%</b> |
| CAPEX in MCHF                        | -            |             |
| FTE's                                | 81           | -2.4%       |
| Full access lines in '000            | 52           | -21.2%      |
| BB (wholesale) lines in '000         | 567          | 8.0%        |

1) incl. capitalised costs and other income



# Infrastructure & Support Functions

Segment reporting as per 31.03.2021

Contribution margin 2 improved by 1.1%. Network maintenance costs decreased by 5.6%.

Higher cost for workforce (insourcing) was compensated by a higher contribution of activated cost.

|                                            | 31.03.2021  | YoY          |
|--------------------------------------------|-------------|--------------|
| <b>Net revenue in MCHF</b>                 | <b>19</b>   | <b>-9.5%</b> |
| Direct costs in MCHF                       | -2          | 100.0%       |
| Workforce expenses in MCHF                 | -230        | 4.5%         |
| Maintenance in MCHF                        | -51         | -5.6%        |
| IT expenses in MCHF                        | -32         | -3.0%        |
| Other OPEX in MCHF                         | -91         | 2.2%         |
| Indirect costs in MCHF                     | -404        | 2.0%         |
| Capitalised costs and other income in MCHF | 128         | 12.3%        |
| <b>Contribution margin 2 in MCHF</b>       | <b>-259</b> | <b>-1.1%</b> |
| Depreciation & amortisation in MCHF        | -342        | 0.6%         |
| Lease expense in MCHF                      | -40         | 0.0%         |
| <b>Segment result in MCHF</b>              | <b>-641</b> | <b>-0.2%</b> |
| CAPEX in MCHF                              | -358        | 1.4%         |
| FTE's                                      | 4'775       | 0.5%         |



# Fastweb

Segment reporting as per 31.03.2021

Consumer revenue up by 2.1% YOY driven by the increase in customer base.

Enterprise revenue up by 12.3% as revenues with public administrations increased.

Wholesale revenue increased as well.

EBITDA up by 5.3% YOY driven by the revenue increase.

|                                          | 31.03.2021   | YoY          |
|------------------------------------------|--------------|--------------|
| Consumer revenue in MEUR                 | 286          | 2.1%         |
| Enterprise revenue in MEUR               | 237          | 12.3%        |
| Wholesale revenue in MEUR <sup>1)</sup>  | 58           | 11.5%        |
| <b>Net revenue in MEUR <sup>1)</sup></b> | <b>581</b>   | <b>7.0%</b>  |
| OPEX in MEUR <sup>2)</sup>               | -402         | 7.8%         |
| <b>EBITDA in MEUR</b>                    | <b>179</b>   | <b>5.3%</b>  |
| <i>EBITDA margin in %</i>                | <i>30.8%</i> |              |
| Depreciation& amortisation in MEUR       | -146         | 1.4%         |
| Lease expense in MEUR                    | -14          | 7.7%         |
| <b>Segment result in MEUR</b>            | <b>19</b>    | <b>46.2%</b> |
| CAPEX in MEUR                            | -154         | 11.6%        |
| FTE's                                    | 2'733        | 8.7%         |
| BB customers in '000                     | 2'765        | 4.0%         |
| Wireless customers in '000               | 2'066        | 16.1%        |
| <b>In consolidated Swisscom accounts</b> |              |              |
| EBITDA in MCHF                           | 195          | 7.7%         |
| CAPEX in MCHF                            | -168         | 13.5%        |

1) incl. revenues to Swisscom companies

2) incl. capitalised costs and other income



## Other

Segment reporting as per 31.03.2021

External revenue on level  
of prior year.

EBITDA down by 19%  
driven by lower  
profitability.

|                                          | 31.03.2021   | YoY           |
|------------------------------------------|--------------|---------------|
| External revenue in MCHF                 | 104          | -4.6%         |
| <b>Net revenue in MCHF <sup>1)</sup></b> | <b>240</b>   | <b>-0.4%</b>  |
| OPEX in MCHF <sup>2)</sup>               | -206         | 3.5%          |
| <b>EBITDA in MCHF</b>                    | <b>34</b>    | <b>-19.0%</b> |
| <i>EBITDA margin in %</i>                | <i>14.2%</i> |               |
| Depreciation & amortisation in MCHF      | -13          | -13.3%        |
| Lease expense in MCHF                    | -3           | 0.0%          |
| <b>Segment result in MCHF</b>            | <b>18</b>    | <b>-25.0%</b> |
| CAPEX in MCHF                            | -9           | 28.6%         |
| FTE's                                    | 3'514        | -0.7%         |

1) incl. intersegment revenues

2) incl. capitalised costs and other income

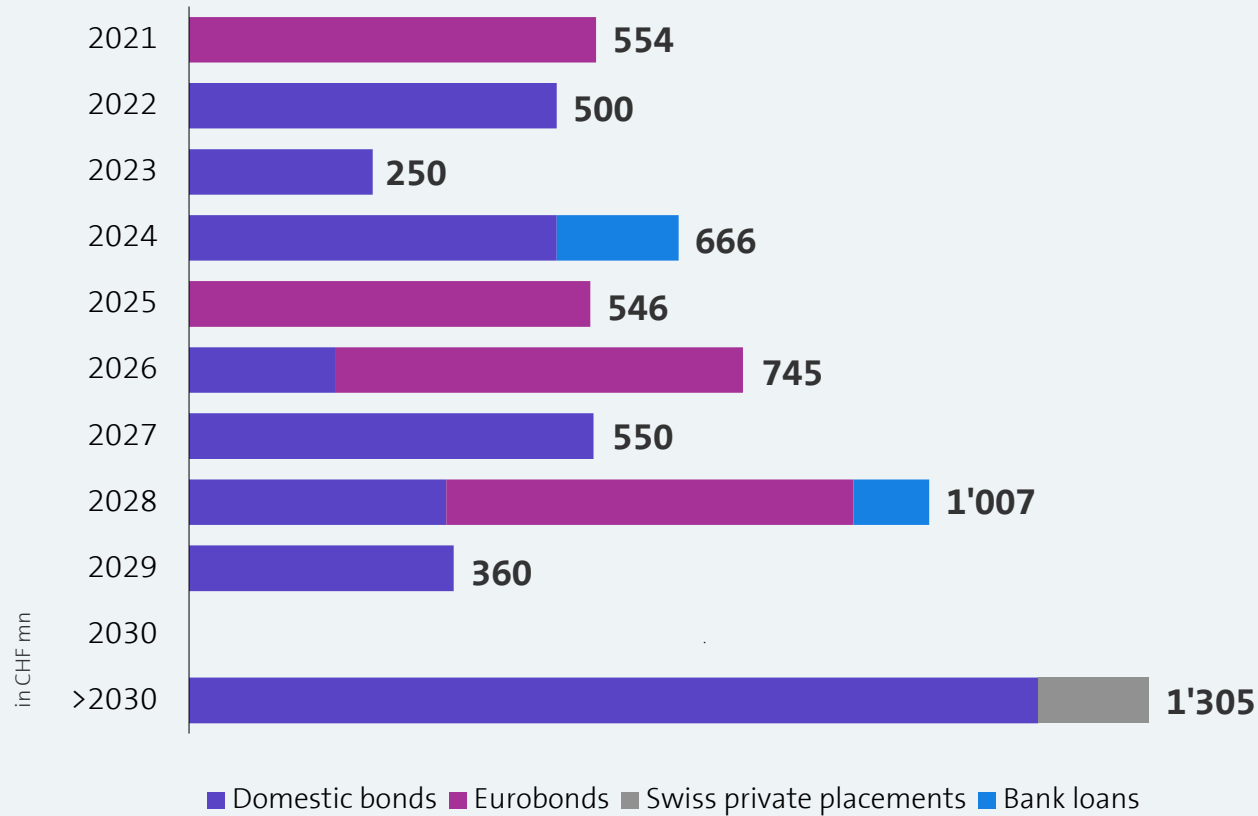




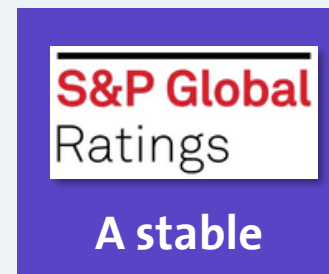
# Well balanced and diversified maturity profile

Successful rating reviews in Q1 underpinning A credit ratings

## Debt maturity profile as per Q1 2021 <sup>1)</sup>



- Portfolio mix: Fix **94%** vs floating **6%**
- Ø interest rate of **1.08%**
- Ø duration of **6.39 years**
- **CHF 2.2bn** committed credit lines still unused
- Swisscom with **one of the strongest ratings in EU Telco landscape**
- **Committed to strong credit ratings**





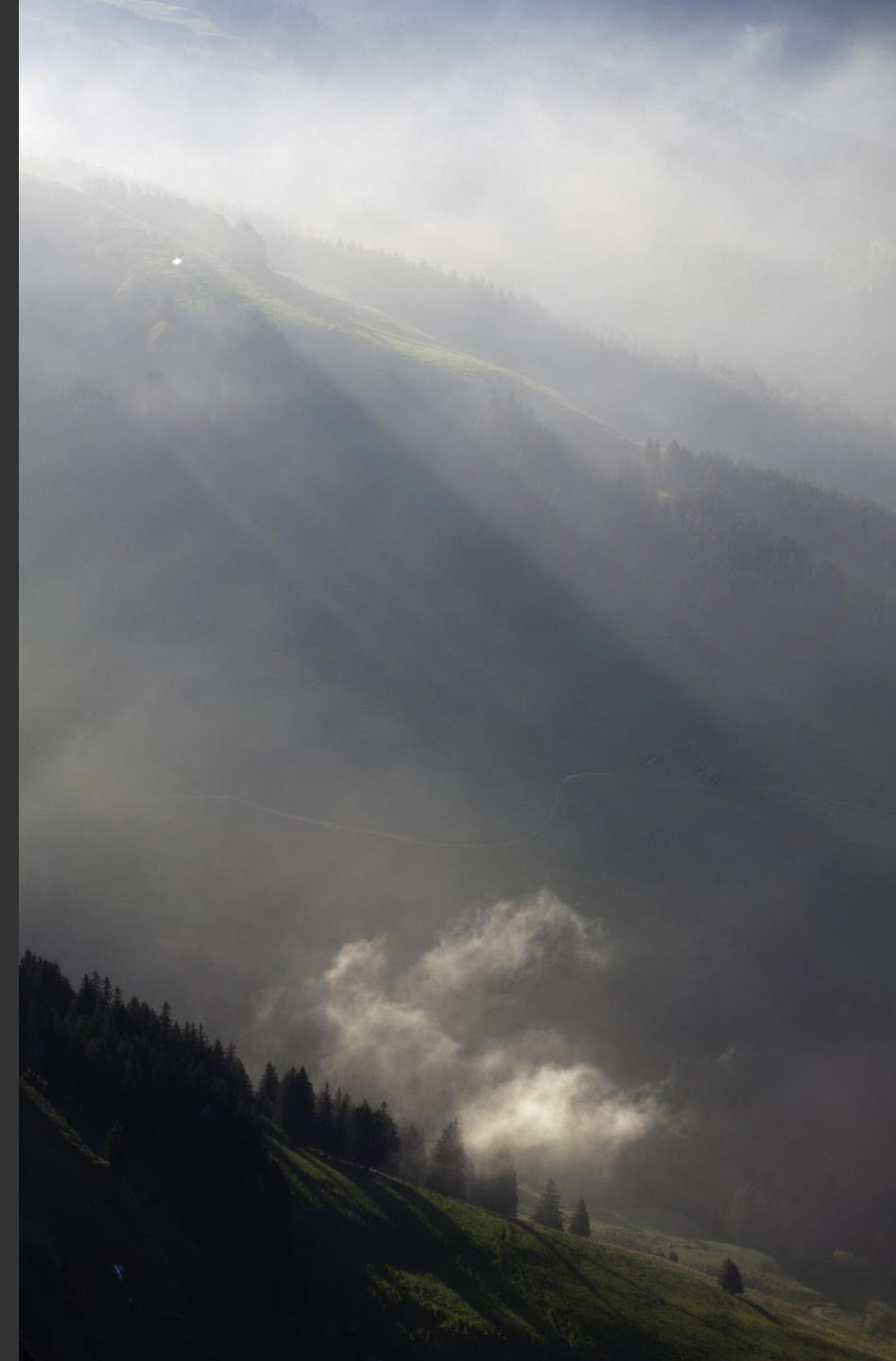
# Investor contact



**Louis Schmid**  
Head Investor Relations  
[louis.schmid@swisscom.com](mailto:louis.schmid@swisscom.com)  
+41 58 221 62 79



**Tamara Andenmatten**  
Investor Relations Manager  
[tamara.andenmatten@swisscom.com](mailto:tamara.andenmatten@swisscom.com)  
+41 58 221 12 79





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