



# Q1 2019 results

Analyst and investor presentation  
02 May 2019



# Agenda

**Introduction**

Louis Schmid, IR

**1. Highlights**

Urs Schaeppi, CEO

**2. Business review**

Urs Schaeppi, CEO

**3. Financial results**

Mario Rossi, CFO

**Q&A**

all

**Appendix**



# Q1 in a nutshell


Consistent execution along strategic priorities and targets

New  
**inOne mobile**  
successfully launched



**5G**

Acquisition of  
**45% spectrum**  
for a reasonable price



**Swisscom TV**  
continues to grow; new  
functions and version for  
hotels/homes



Leading in different  
tests for best  
**mobile network** in  
Switzerland

**coop  
mobile**


Postpaid growth  
thanks to **Coop Mobile**  
being on Swisscom's  
network now



**Telecoms Act**  
Revision concluded  
No change of access  
regulation



**Fastweb** with  
**resilient  
performance**



Successful  
**refinancing**  
of **CHF 200mn**  
(coupon **0.5% p.a.**,  
duration 10Y)

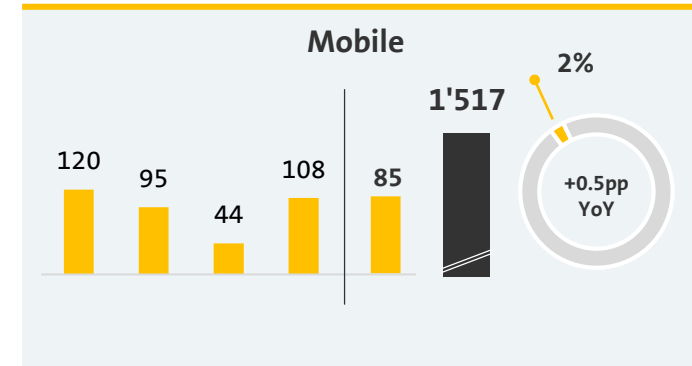
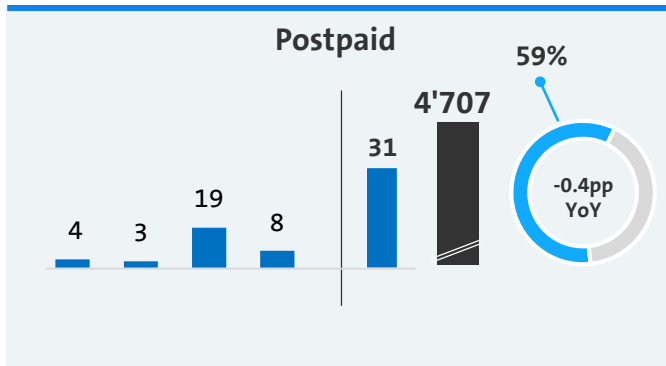
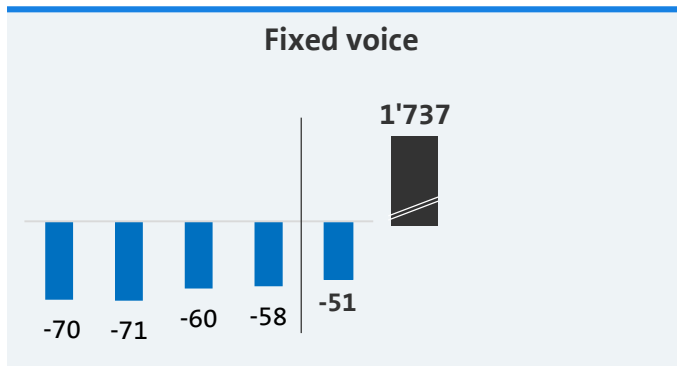
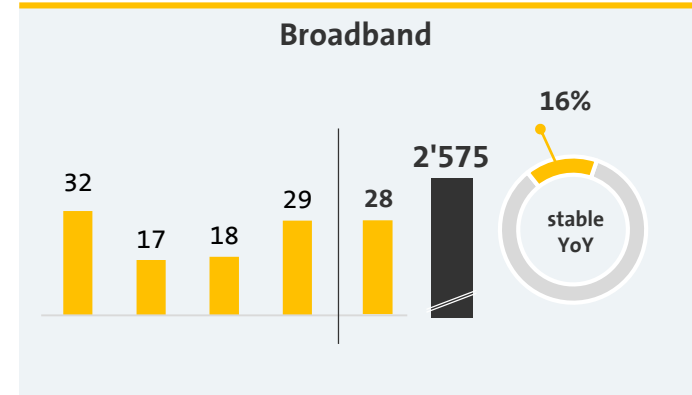
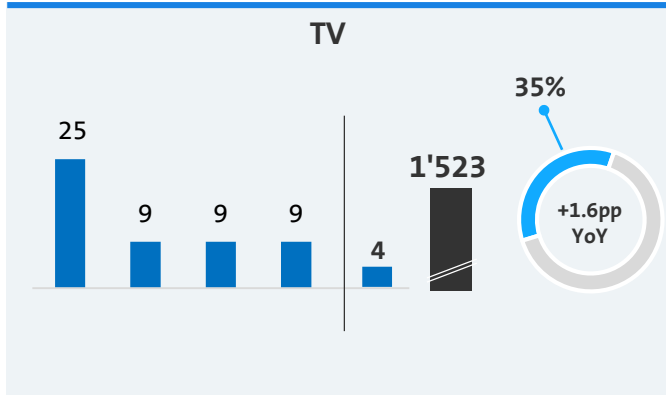
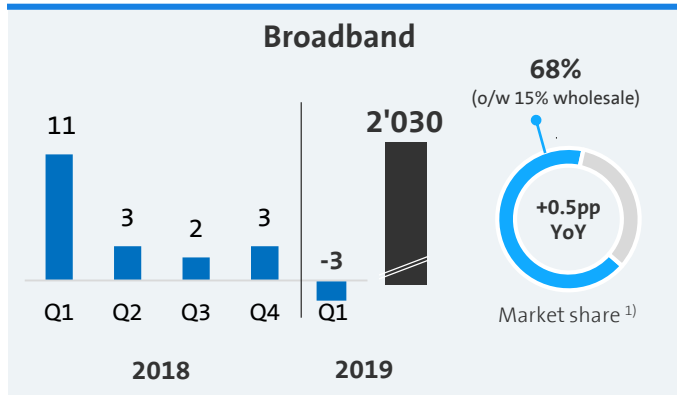


# Q1 market (share) performance

Overall stable market position in Switzerland despite higher promotional dynamics. Non-stop subs growth in Italy

## Swisscom Switzerland (RGUs in k)

## Fastweb (RGUs in k)

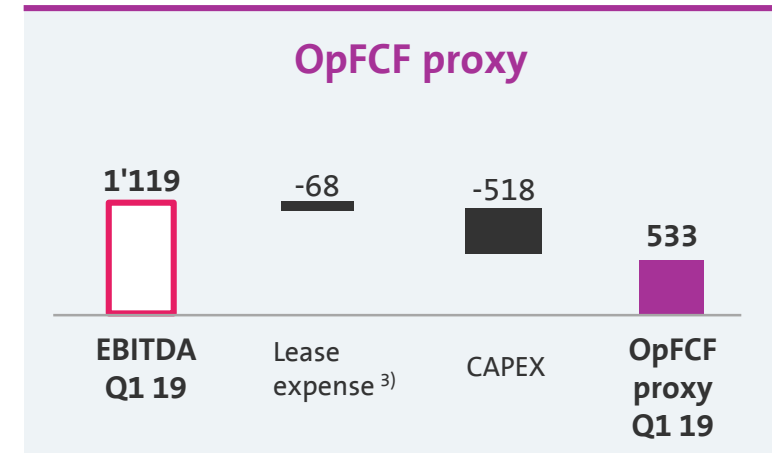
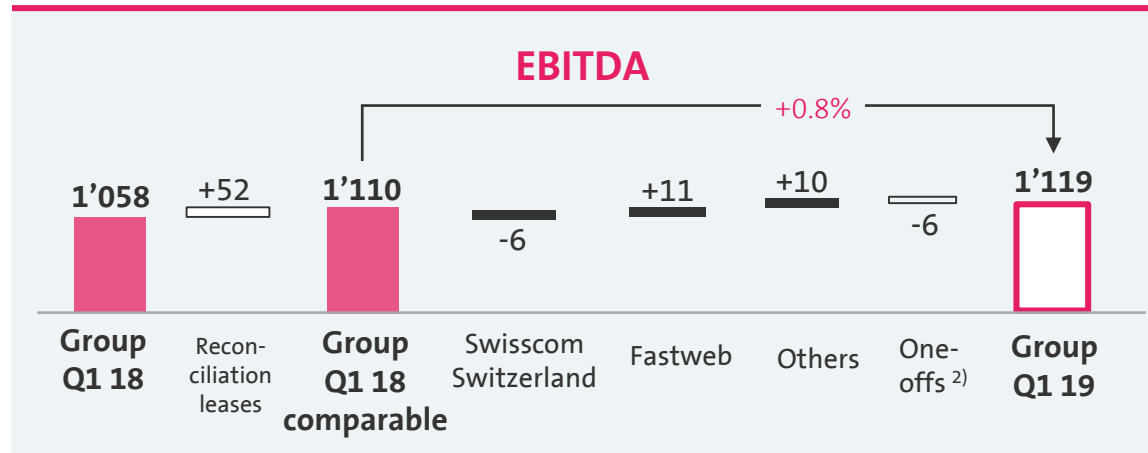
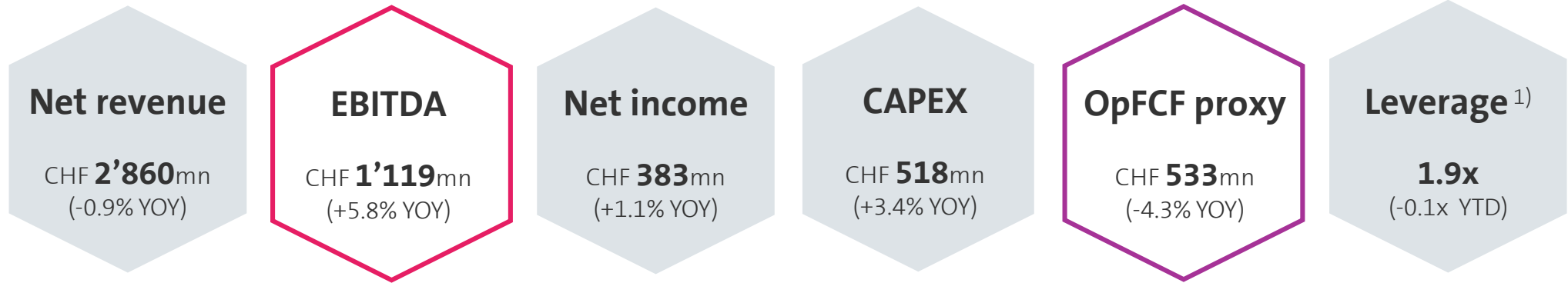


1) as per 31.12.2018



# Q1 financial performance

Robust start to the year reiterating FY guidance



1) including IFRS16 effects, 2) consists of FX impact of CHF -6mn, 3) consists of depreciation right of use assets and interest expense leases



# Operational priorities 2019

Unchanged emphasis YOY

## Swisscom's focus

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### Strengthen technology leadership

- Push bandwidth rollout in fixed (FTTS) and wireless (5G)



### Balance value management in B2C

- Increase FM penetration and maximise customers' life-time value
- Leverage 2<sup>nd</sup>/3<sup>rd</sup> brands and defend leading market shares
- Improve fixed voice line trend



### Drive B2B transformation further

- Manage All IP and pricing impact sustainably
- Generate growth from IoT, Security and Cloud



### Operational excellence crucial

- Improve efficiency further
- Realise annual cost savings of CHF 100mn



### Fastweb with consistent execution

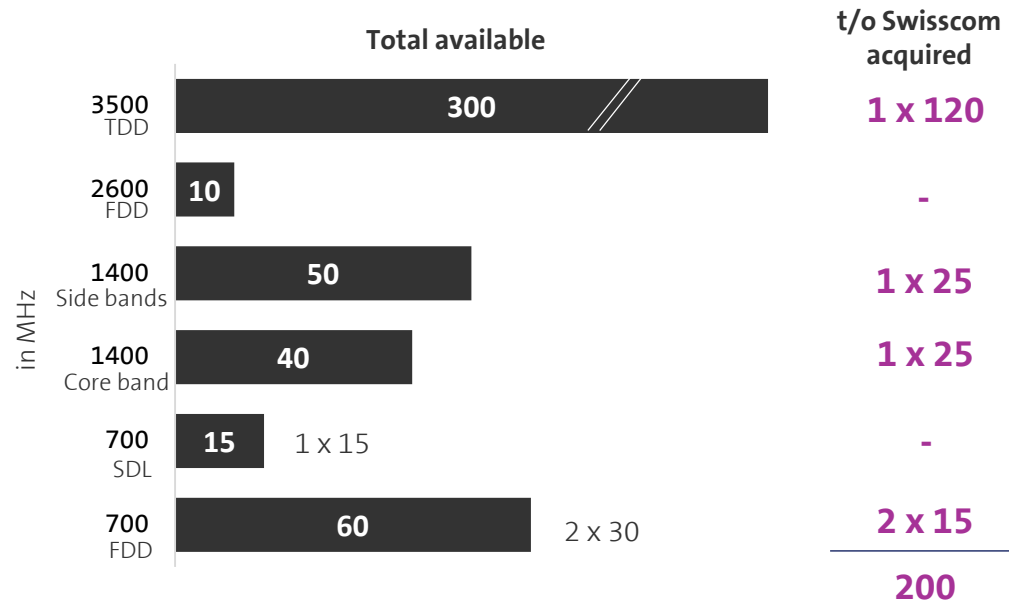
- Benefit from more Consumer rationality
- Maximise positive momentum in B2B



# Best 5G ingredients secured to entail technical progress ...

... allowing industry and society to benefit

## Auction 2019: 445 MHz new spectrum allocated



### Targets met

- Reasonable price: **CHF 196mn**
- Better allocation than peers: Swisscom with **45% share**
- License **in force** until April 2034 (**15 years**)

TDD: Time Division Duplex, FDD: Frequency Division Duplex, SDL: Supplementary Download Link

## 5G application areas

### 1 Enhanced mobile broadband

- 10x more bandwidth
- 100 Mbps «everywhere»



### 2 Massive IoT

- Lower IoT cost
- Deep indoor coverage



### 3 Ultra-reliable and low-latency communication

- Low latency
- Robust and reliable connection



### 4 Fixed wireless access

- Higher capacity
- Guaranteed speed





# Next inOne mobile generation successfully launched

Pleasant market demand with KPIs being in line with own expectations

## New Swisscom core offering in wireless

**inOne mobile basic**

- ✓ Unlimited calls and SMS within CH and EU/Western Europe 1
- ✓ 2 GB per month Switzerland/EU
- ✓ Basic Speed: surfing at up to 50 Mbit/s



Per month  
**45.-**  
35.- for customers under 26

**5G  
READY**

**inOne mobile go**

- ✓ Unlimited surfing, calls and SMS in CH and EU/Western Europe 1/2
- ✓ Plus Speed: surfing speeds of up to 100 Mbit/s
- ✓ 100 MB/mth and 1000 SMS in other countries worldwide 3
- ✓ Simply click to select additional flat-rate packages & options



Per month  
**60.-**  
80.- without inOne home or youth discount

**5G  
READY**

**inOne mobile premium**

- ✓ Surf, make calls and send SMS in more than 100 countries worldwide 4/5
- ✓ Unlimited calls from Switzerland to EU/Western Europe and USA/Canada
- ✓ Premium Speed Internet with advanced data optimization, soon with 5G up to 1Gbit/s
- ✓ Use up to 5 additional devices
- ✓ Smartphone comfort package



Per month  
**180.-**  
200.- without inOne home

**5G  
READY**

### Key features

- Unlimited roaming in Europe
- Improved perception of price/value ratio
- Additional product flexibility
- Extra options available
- 5G ready



### Appealing market response

- Positive shop feedbacks from customers
- >250k subs on new price plans
- inOne mobile go with >85% share
- Evolution of ARPU and SAC/SRC compensation according to plan



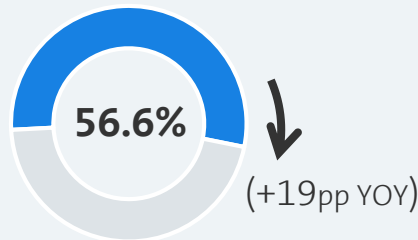
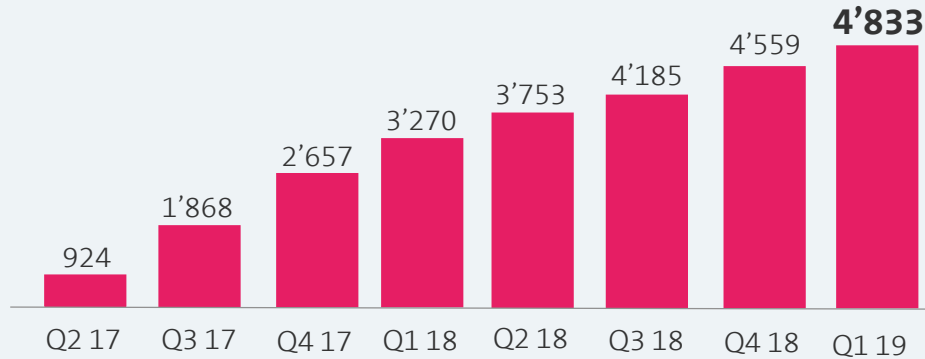


# inOne with ongoing interest driving convergence penetration up

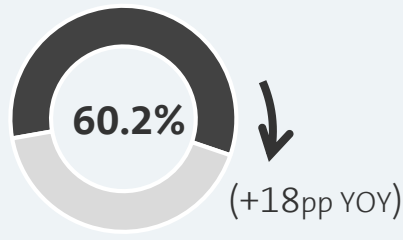
Core brand of Swisscom a success story thanks to simplicity, freedom of choice and constant value enrichment

## inOne evolution RGUs in k

2'477k customers with ø 1.95 RGUs



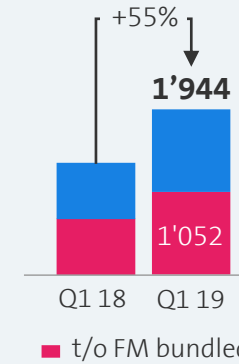
**inOne mobile**  
RGUs within Retail postpaid base



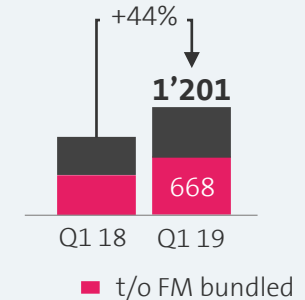
**inOne broadband**  
RGUs within Retail BB base

## inOne breakdown RGUs in k

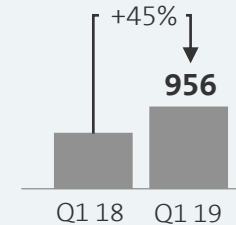
**inOne mobile**



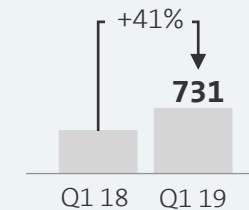
**inOne broadband**



**inOne TV**



**inOne fixed voice lines**



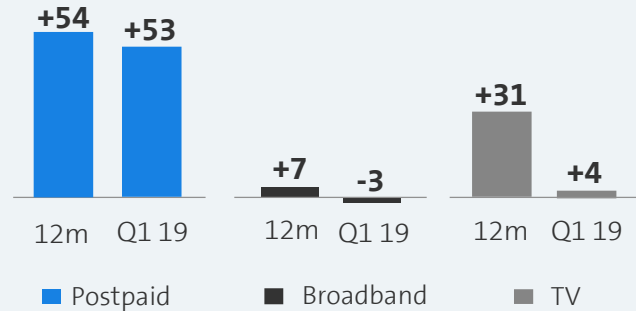


# Solid position in a competitive B2C environment thanks to attractive (FM) bundles

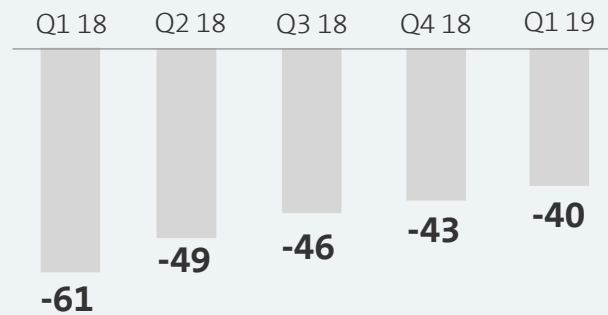
Postpaid rising thanks to Coop Mobile. Higher FM share leading to low(er) full-churn level and growing customer value

## RGU dynamics in k

Net adds as per Q1 19

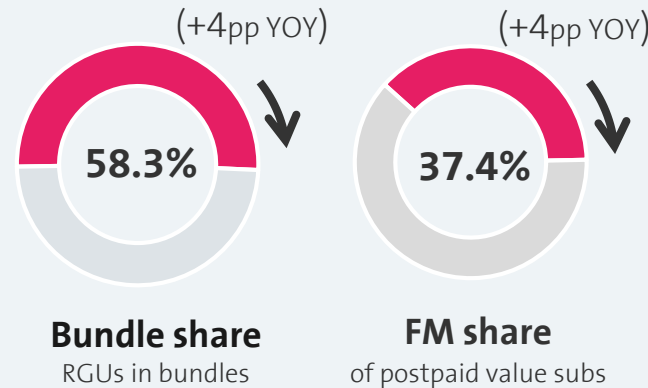
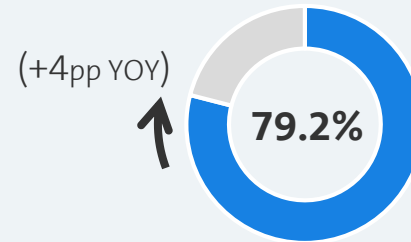


Fixed voice lines



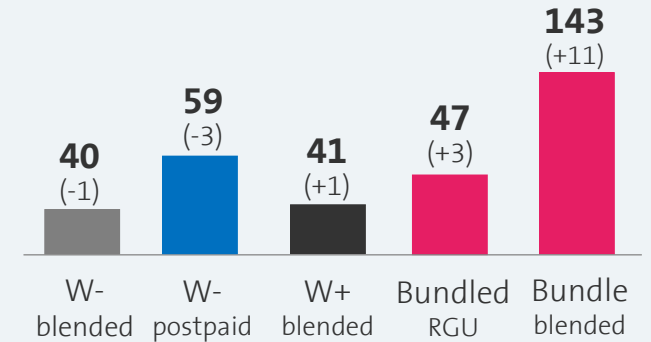
## Penetration ratios

infinity/inOne share  
of postpaid value subs

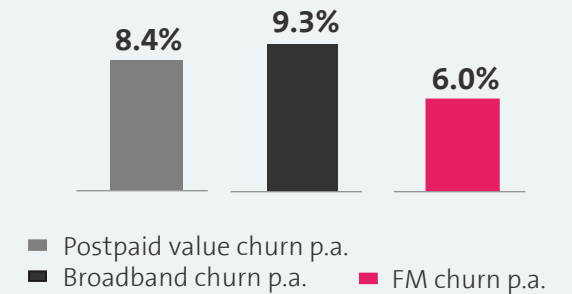


## ARPU and churn rates

Avg. revenue as per Q1 19, in CHF (YOY)



Churn rates as per Q1 19, annualized





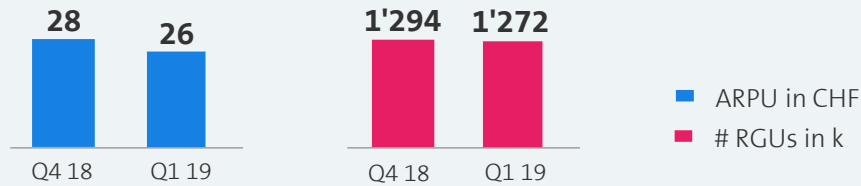
# B2B with expected pricing pressure in Telco and lighter progress in ICT

Fixed telephony market rapidly changing with legacy services being offset by IP and new revenue streams

## Connectivity business

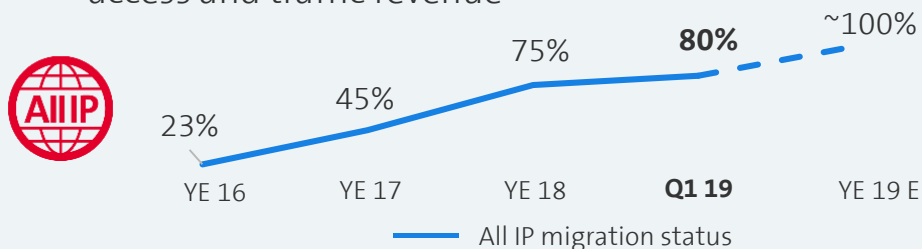
### Wireless

- Ongoing **migration to all-inclusive models**: access revenue with 76% share (+10pp YOY)
- **Competition** and **RFPs** explain ARPU pressure
- Q1 net adds impacted by **M2M migration**



### Wireline

- **Solid** revenue evolution from **business networks**
- **Price pressure** and **All IP migration** impacting access and traffic revenue



## Solutions business

### ICT leadership in Switzerland

- Leading thanks to **unique capabilities** and **portfolio**

#### Industry Solutions

Banking, Health, Insurance



#### Cloud and Data Centre

Cloud, DC Services



#### Business Applications

SAP and ENT Platforms



#### Work Smart

Workplace, UCC



#### Digital Solutions

Customer Dedicated Solutions



#### Security

Network and Data Security



- **Q1** progress **light** due to banking and pricing pressure in workplace and UCC business
- **H2 perspective unchanged positive**



# Continuous cost focus

Next steps initialised to achieve cost savings of CHF 100 million p.a. in 2019 and 2020

## Cost approach in general

- No low-hanging fruits anymore
- **Early initialisation of initiatives key** for successful evolution
- **Long-term sustainability of business** and quality of customer experience **essential**

## Cost base decreasing

- Indirect cost decreased by **CHF -31mn YTD**
- Confident to achieve FY cost saving **target of CHF -100mn**



## New strategic project initialised

- **Improve customer experience** by integrating customer field service within construction unit cabling
- Realise extra customer benefits and **efficiency gains from 2020 onwards**

## Manpower and resource planning

- Pro-active **vacancy management** and efficiency gains lead to naturally lower number of workforce
- **Swisscom Switzerland<sup>1)</sup>** with **-674 FTEs YOY** and **-108 FTEs YTD**

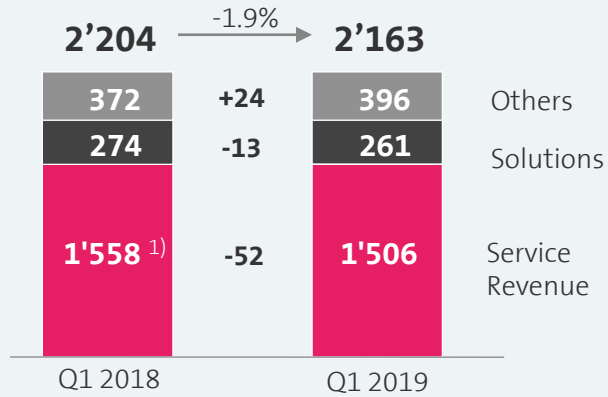
1) FTE situation as per 31.03.2019 for Switzerland (17'035 FTEs, -576 FTEs YoY) and for Swisscom Switzerland (14'340 FTEs, -674 FTEs YoY)



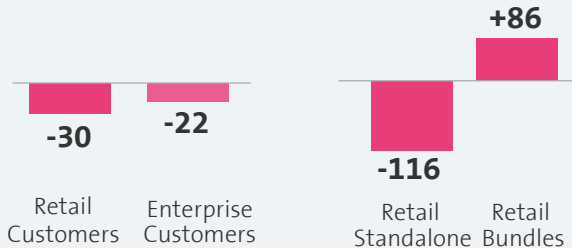
# Financial performance of Swisscom Switzerland

Cost savings compensating top-line pressure. OpFCF proxy down as prior year CAPEX impacted by some delay.

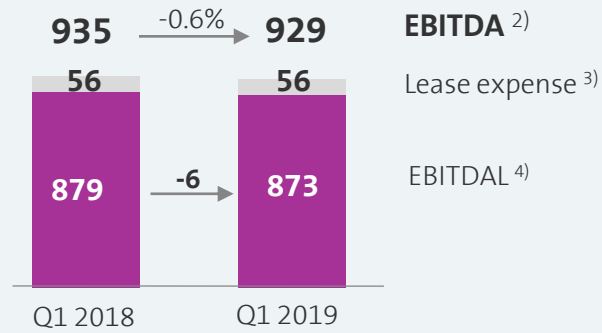
## Net revenue in CHF mn



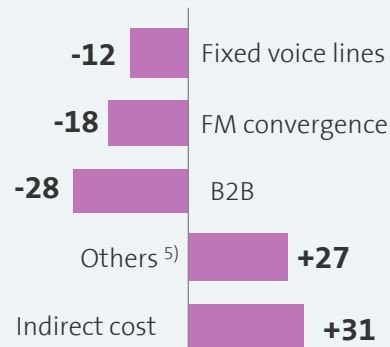
### Service revenue dynamics (YoY changes)



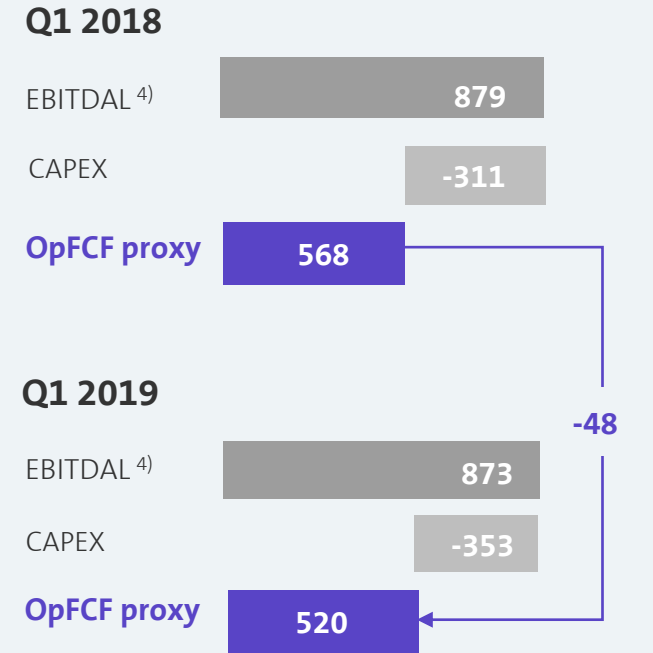
## EBITDA in CHF mn



### EBITDA dynamics (YoY changes)



## OpFCF proxy in CHF mn



- **Higher CAPEX** as prior year was impacted by some delay in its investment activities

1) one-time customer-fidelity effects impacting Retail Customers with CHF -9mn and Enterprise Customers with CHF -2mn, 2) reported EBITDA, 3) consists of depreciation right of use assets and interest expense leases, 4) EBITDA minus lease expense, 5) t/o CHF +21mn SAC/SRC (primarily W-) and CHF +12mn wholesale services (primarily inbound roaming, MVNO and seasonal effects)

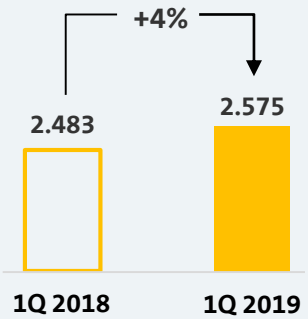


# Consumer performance of Fastweb

## Resilient growth

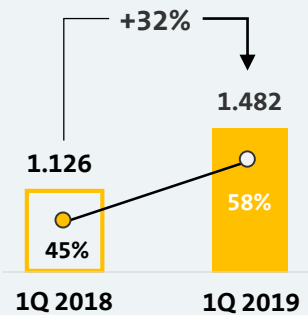
### Fixed

#### Broadband subs (k)



- Confirmed CB YoY growth (+3.7% vs. +3.5% in 1Q '18)...
- ... in spite of weak market (expected 50% lower net adds vs. 1Q last year)

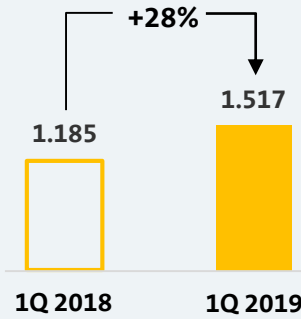
#### UBB subs (k) and penetration



- +13pp YOY UBB penetration
- 76% of 1Q '19 new customers acquired on NGN (+20pp YOY)

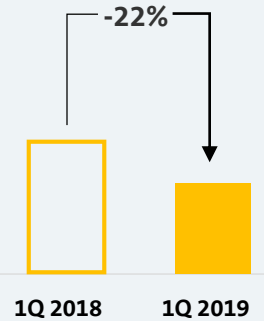
### Mobile

#### Mobile subs (k)



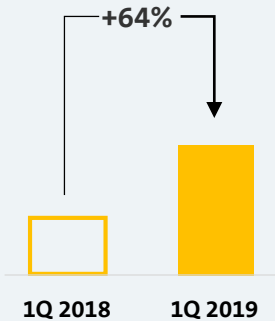
- Building a solid mobile CB
- Concentrating on value customers

#### Churn



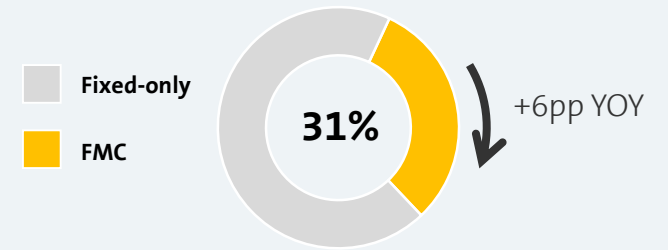
#### Data usage

(Gbit/customer/month)

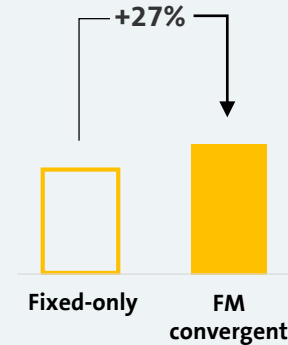


### FM convergence

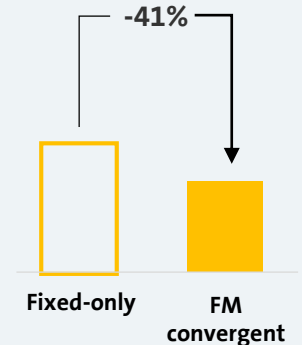
#### FMC penetration over fixed customer base



#### ARPU benefit (EUR/month)



#### Churn benefit



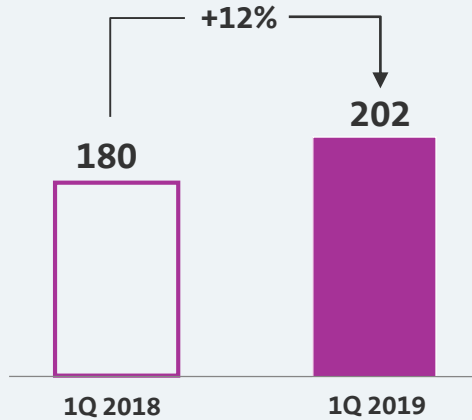


# B2B performance of Fastweb

Healthy growth in Enterprise, Wholesale reduction mainly related to infrastructure projects

## Enterprise

Revenues (in EUR mn)



- +12% YOY growth thanks to strong orderbook across all segments
- Orderbook further growing 2% vs. 1Q '18 which set a record level

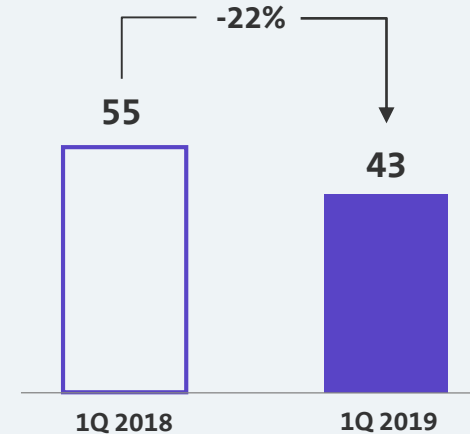
### New contracts

- **Carabinieri** (Italian Police Force): IT Security services
- **Ministry of Homeland Security**: electronic bracelets for Public Security purpose



## Wholesale

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



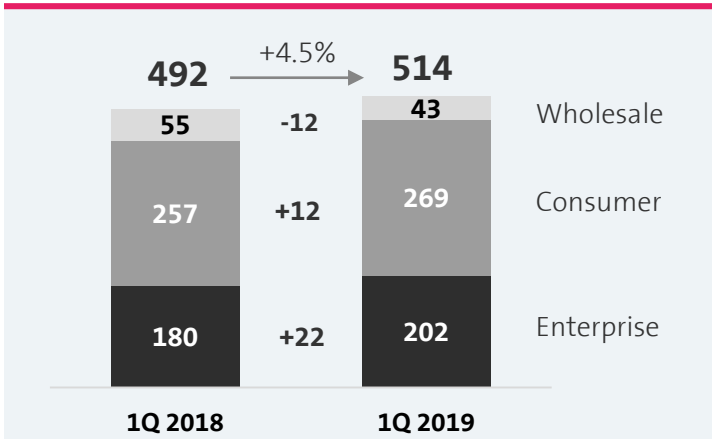
- **Core services**: revenues stable and order book 2019 growing +29% YOY
- **Non-core services**: double-digit reduction due to progressive phase out of low-margin infra projects



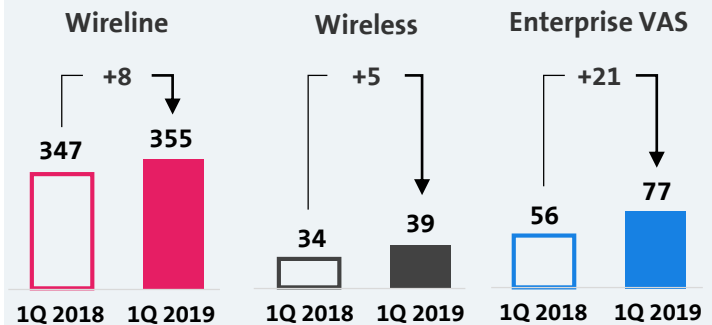
# Financial performance of Fastweb

Solid performance in line with FY guidance

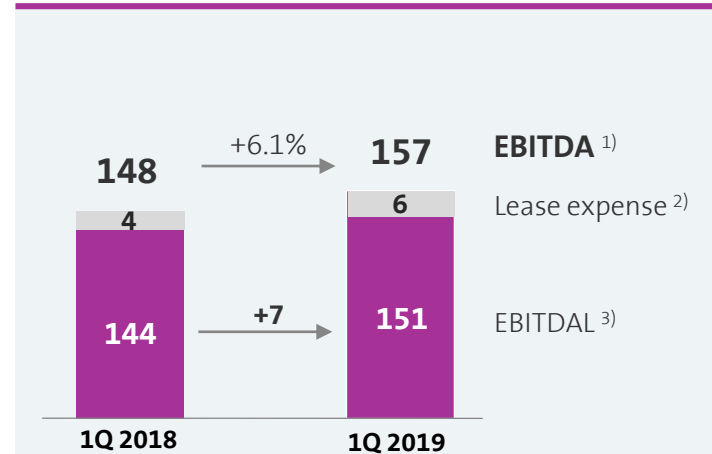
## Net revenue in EUR mn



## Service revenue and VAS (YoY changes)

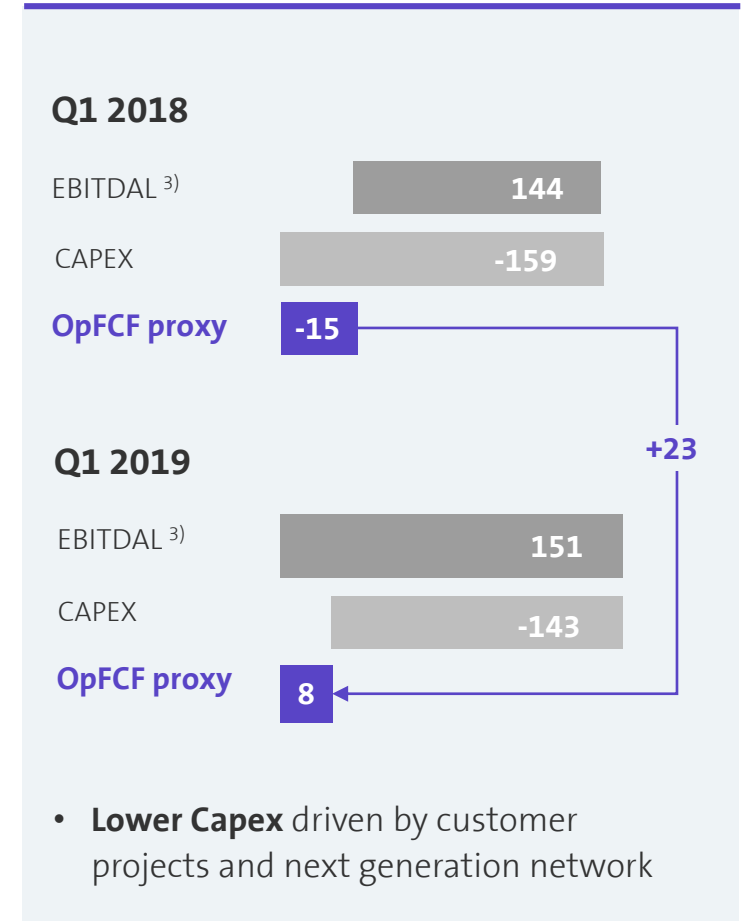


## EBITDA in EUR mn



- **EBITDA after lease** +5% YOY growth, in line with prior year and **FY 2019 guidance**
- **YoY increase** due to Consumer recurring margin growth and lower commercial costs

## OpFCF proxy in EUR mn



- **Lower Capex** driven by customer projects and next generation network

1) reported EBITDA, 2) consists of depreciation right of use assets and interest expense leases, 3) EBITDA minus lease expense

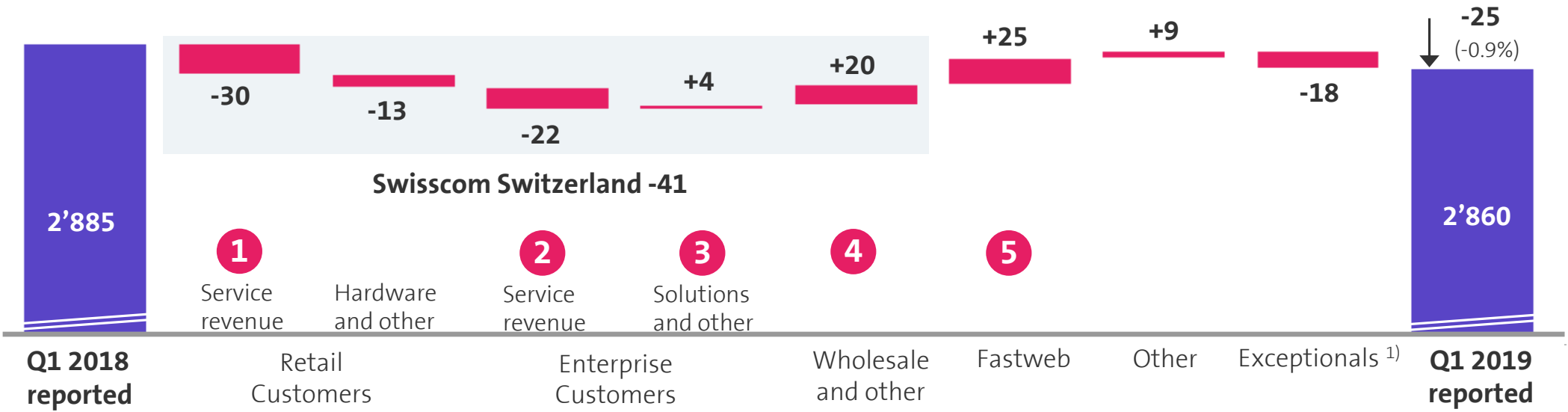




# Revenue breakdown by segments

Divergent top-line evolutions (with Switzerland down and Italy up) being in line with expectations

in CHF mn



- 1** ↘ Decrease of voice access lines  
 ↘ TV, BB and wireless RGUs affected by market saturation  
 ↘ W- revenue impacted by roaming and convergence
- 2** ↘ Price pressure in wireless  
 ↘ Fixed with All IP impacts and increased market intensity

- 3** Solutions with light Q1 contribution (due to banking, workplace and UCC) overcompensated with higher hardware sales
- 4** Increase primarily driven by higher UBB / MVNO services, inbound roaming and seasonal effects
- 5** Consumer and Enterprise with positive evolution

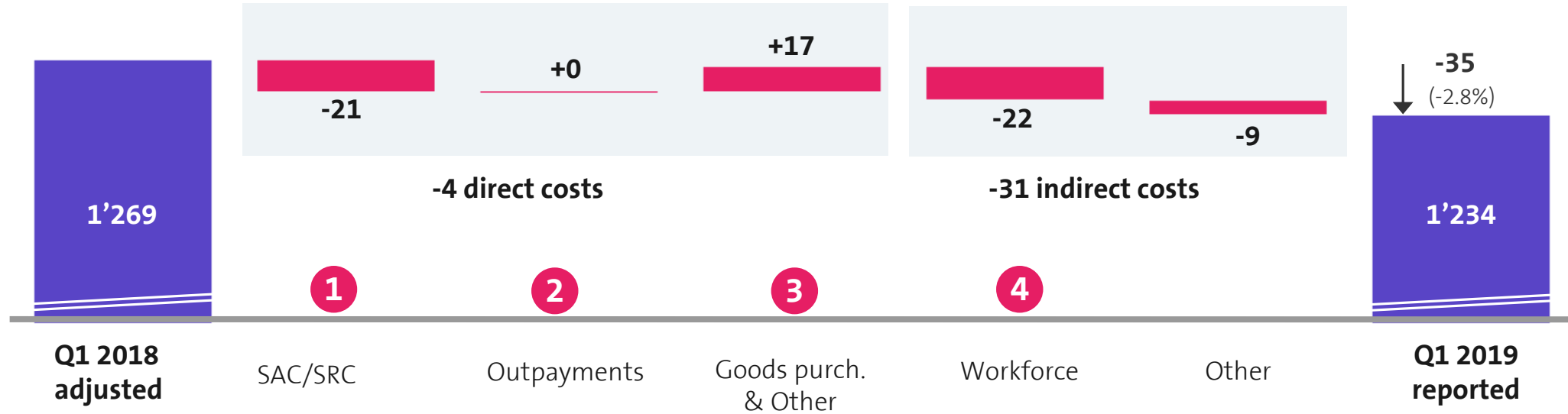
1) Consists of currency impacts (CHF -18mn)



# OPEX of Swisscom Switzerland

Operational excellence initiatives with expected impacts lowering OPEX on a recurring basis

in CHF mn



- 1** Lower retention and acquisition cost primarily for wireless
- 2** Higher roaming outpayments (volume driven) are compensated by lower outpayments for mobile termination (lower rates)

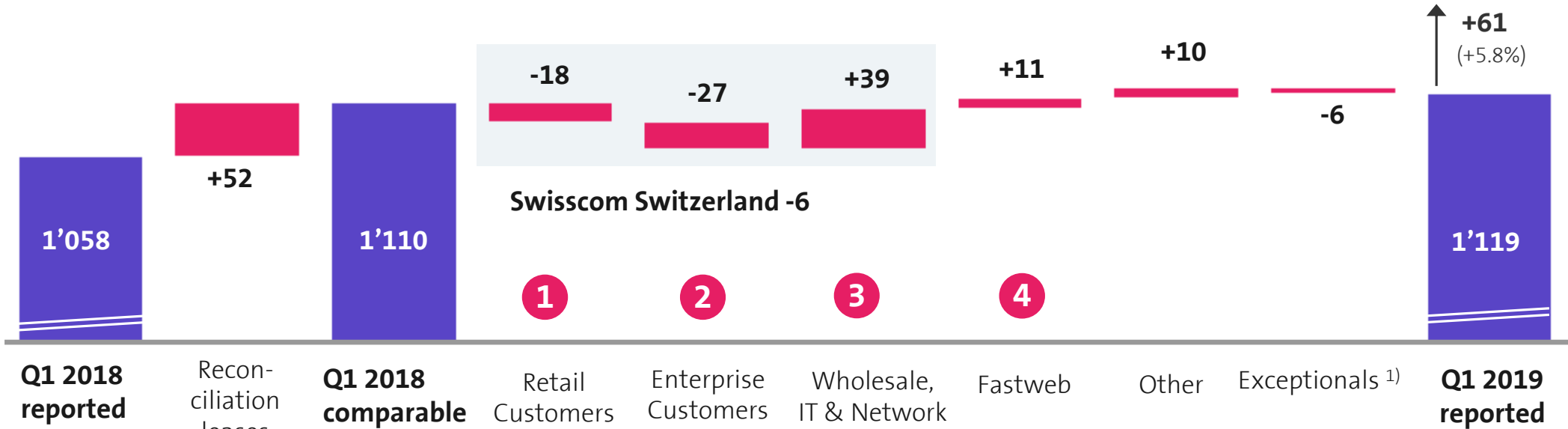
- 3** Increase driven by higher hardware sales in customer projects
- 4** Operational excellence leads to a FTE reduction at Swisscom Switzerland of -674 YoY (o/w -108 in Q1 2019)



# EBITDA breakdown by segments

Cost saving initiatives partly compensate top-line erosion in Switzerland. Fastweb up YOY

in CHF mn



**1** Lower costs partly compensate lower service revenue

**2** Price pressure and structural effects in the connectivity business, Solutions business with lower volume also impacting contribution margin

**3** Increase is supported by lower cost for support functions and higher revenue for wholesale services

**4** Increase driven by revenue growth in the Consumer segment

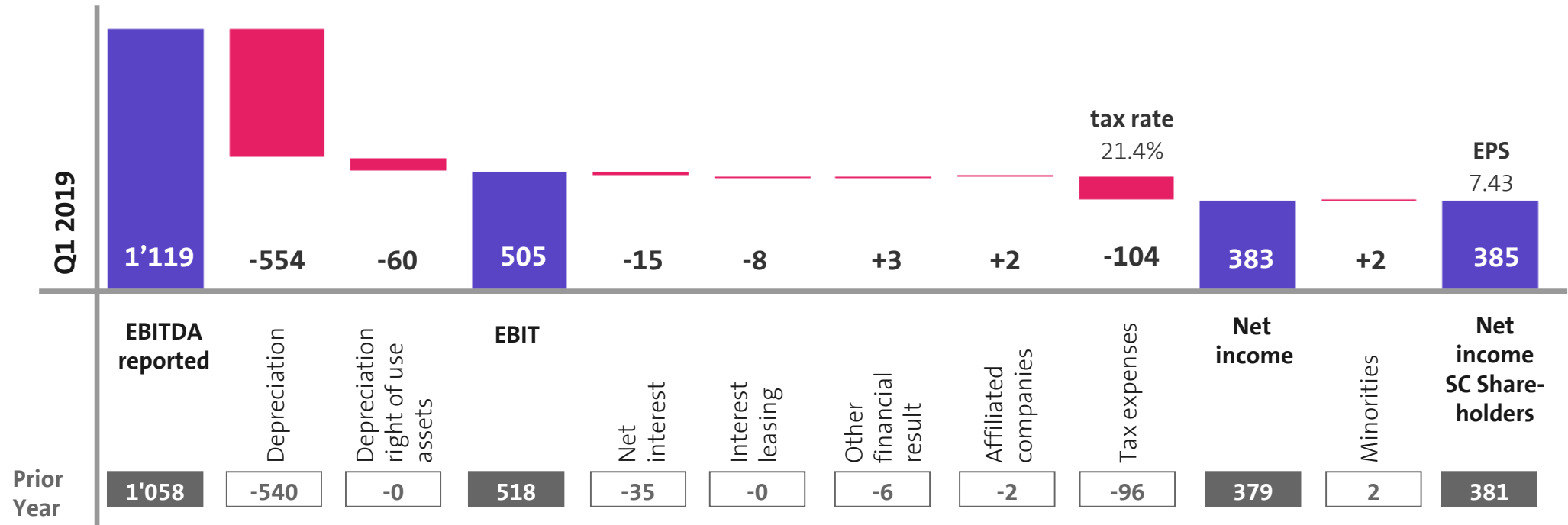
1) Consists of currency impacts (CHF -6mn)



# Net income

Earnings per share of Q1 2019 up +1% YOY to CHF 7.43

in CHF mn

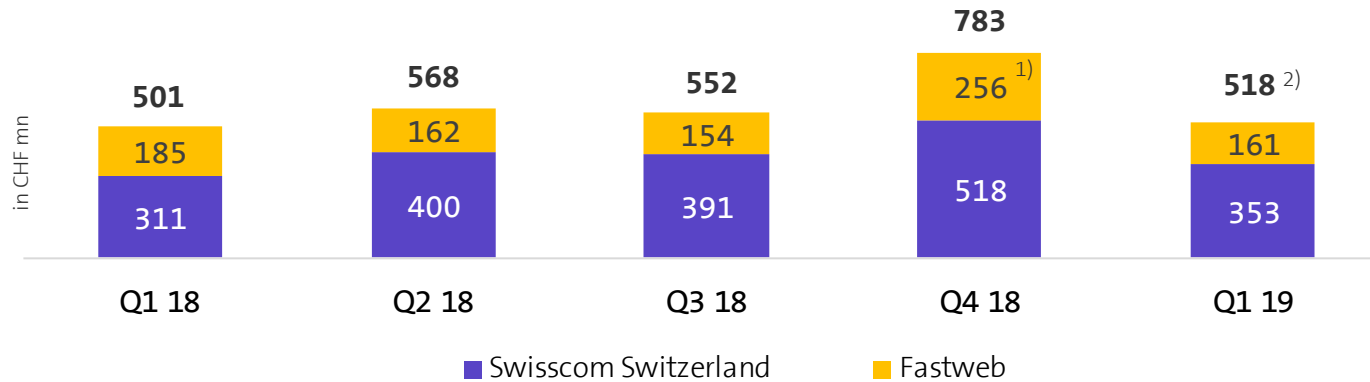


- Further optimised debt portfolio led to lower net interest expenses

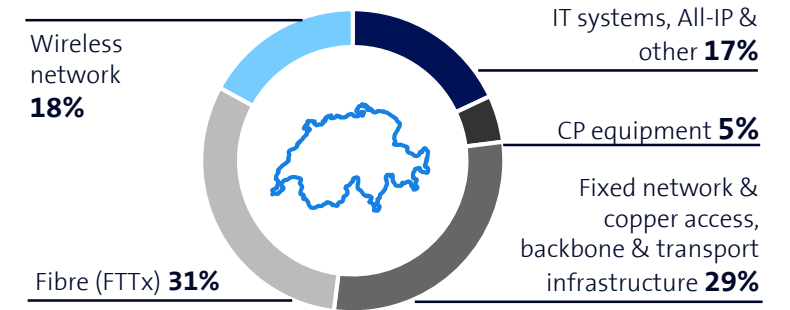


# Capital expenditures

On track for FY 2019 estimate of around CHF 2.3 billion



## Swisscom Switzerland Q1 2019



### Key CAPEX considerations

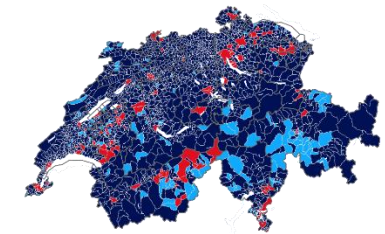
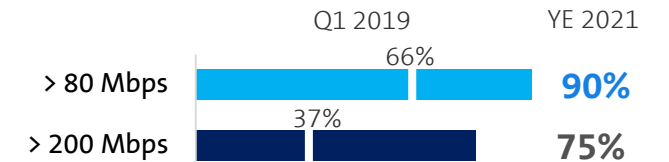
- Sustainable investing key to cement customer experiences at outstanding levels
- Future 5G investments with current CAPEX envelope covered
- New spectrum cost of CHF 196mn not included

### Best mobile network

- 4G with 99% coverage
- 4G+ with 95% with speeds up to 300 Mbps & 72% with up to 500 Mbps



### UBB coverage



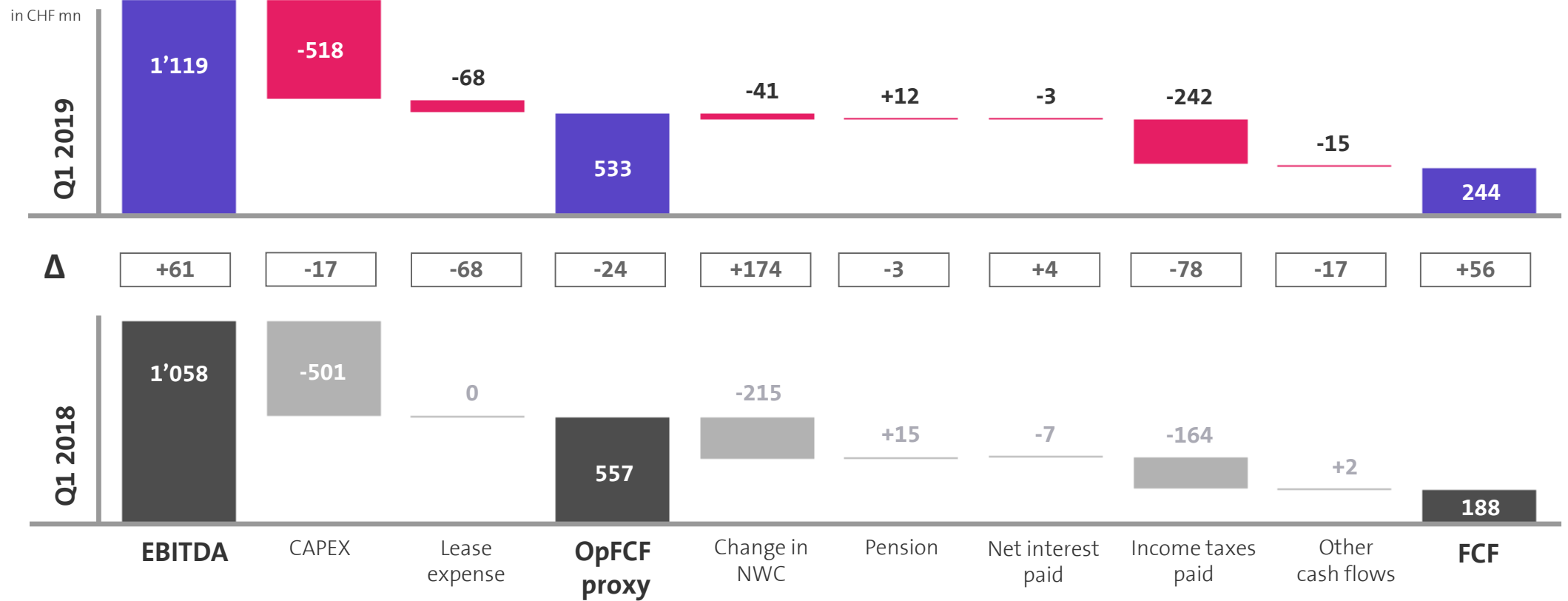
■ FTTH ■ FTTS/B ■ FTTC and other

1) including EUR 64mn (CHF 71mn) for spectrum acquisitions in Italy, 2) total includes CAPEX from other segments



# Free cash flow

Increase in free cash flow due to positive development of net working capital



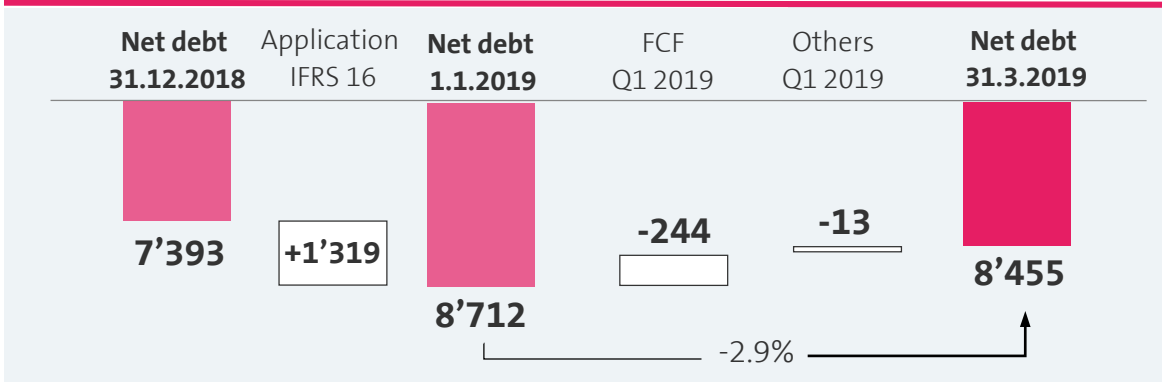
- OpFCF proxy YOY slightly lighter due to EBITDAL (CHF -7mn) and CAPEX (CHF -17mn)
- FCF in 2019 YOY up by CHF +56mn thanks to primarily improved NWC development



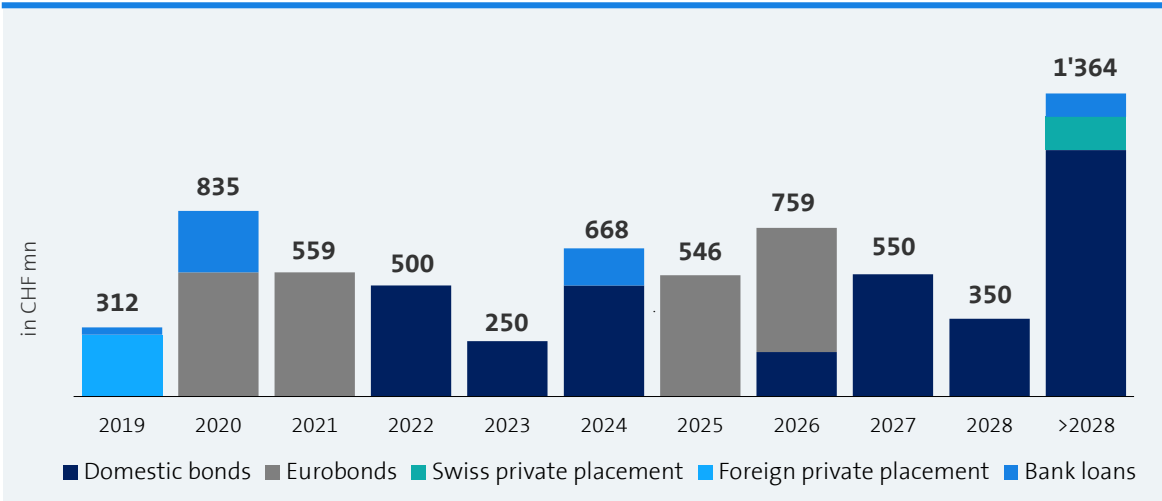
# Sound financial position allowing further investments

Successful domestic bond transaction

## Net debt change in Q1 2019



## Debt maturity profile as per Q1 2019



\* excl. short-term money market borrowings

### CHF 200mn bond issuance

- 0.5% coupon
- 2029 maturity

### Debt KPI's

- Ø interest rate of 1.0%
- Ø duration of 5.6 years

### Leverage

- 1.9x reported
- 1.7x IFRS16 adjusted

### Debt mix

- fix 77%
- floating 23%

### Credit ratings

- Moody's **A2**
- Standard & Poor's **A**



# Guidance FY 2019

Unchanged

in bn	Swisscom Group without Fastweb	Fastweb <sup>1)</sup>	<b>Swisscom Group</b>
<b>Revenue</b>	CHF ~9.0	EUR >2.1	<b>CHF ~11.4</b>
<b>EBITDA <sup>2)</sup></b>	CHF <3.6	EUR >0.7	<b>CHF &gt;4.3</b>
<b>CAPEX <sup>3)</sup></b>	CHF ~1.6	EUR ~0.6	<b>CHF ~2.3</b>

1) for consolidation purposes: 1.13 CHF/EUR,

2) including IFRS16 impact of CHF ~200mn (t/o Fastweb with CHF ~20mn),

3) excluding extra cost of CHF 196mn for additional (5G) spectrum in Switzerland

**Upon meeting its targets, Swisscom plans to propose again a dividend of CHF 22/share** (payable in 2020)



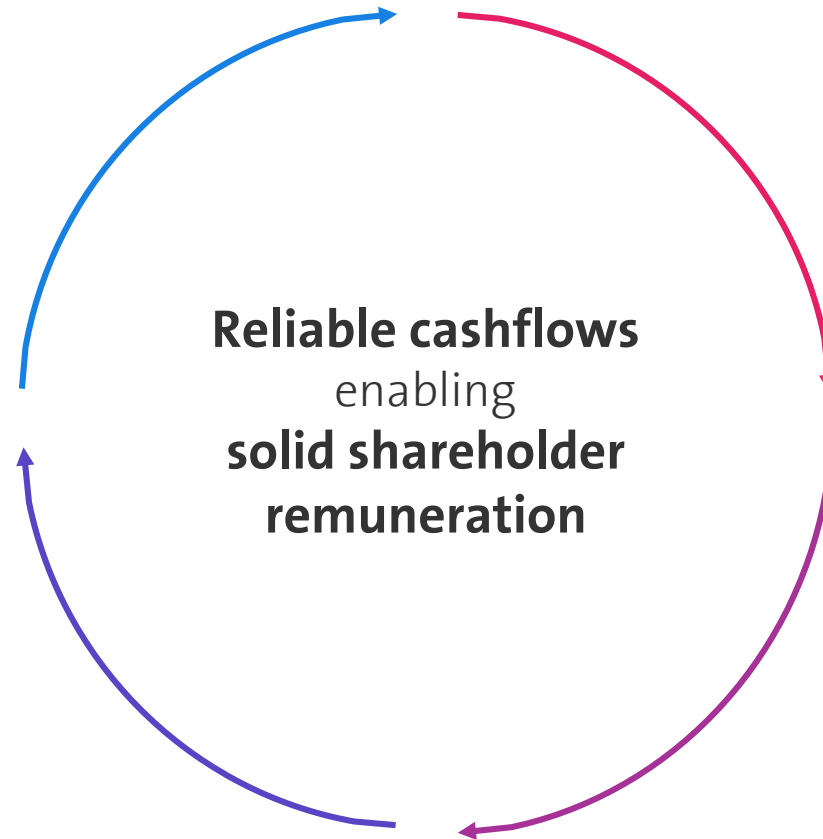


# Delivering maximum value generation

Approach OPEX and CAPEX efficiently to deliver dividend promise while keeping current leverage level

**Stabilise top-line**  
key for management

Committed to  
**healthy**  
**financial profile**



**Cost management**  
a top priority

**Smart investing**  
with  
stable CAPEX envelope



# Questions & Answers



# Appendix



# Key financials

Reported and underlying revenue and EBITDA

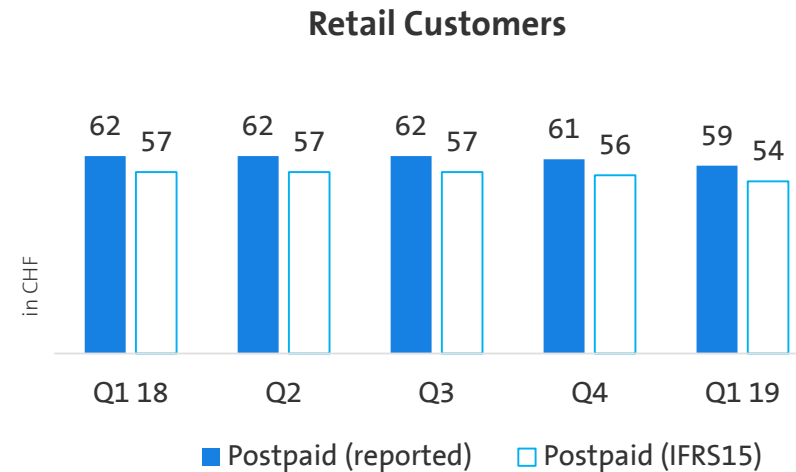
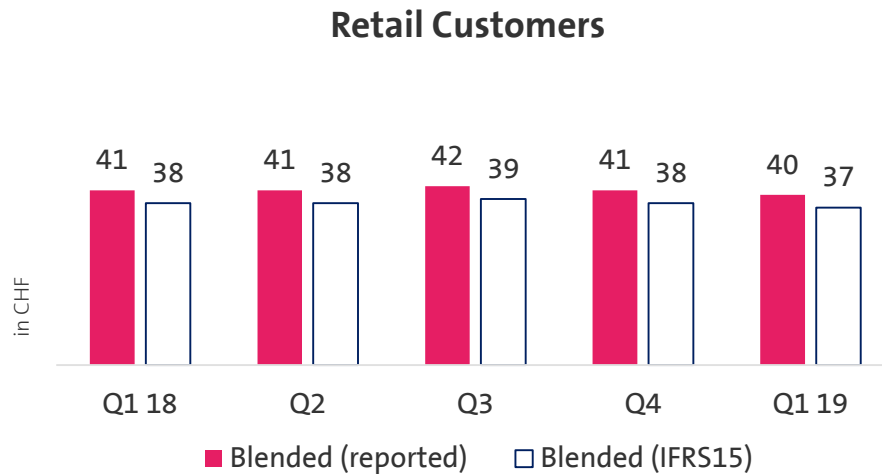
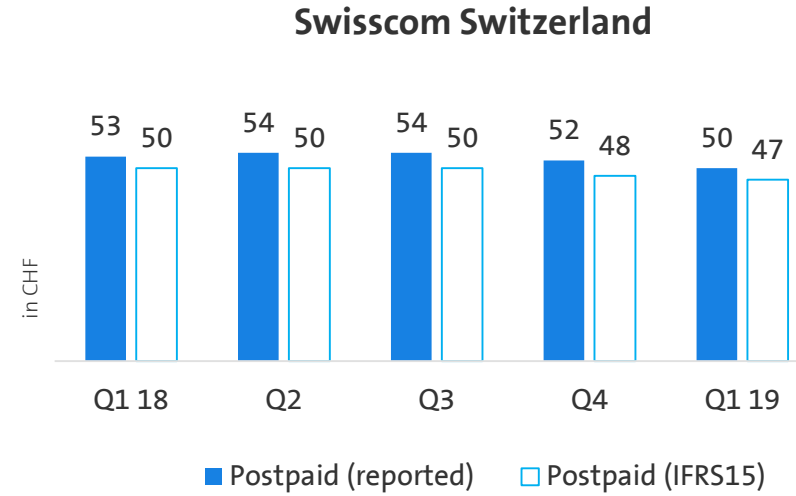
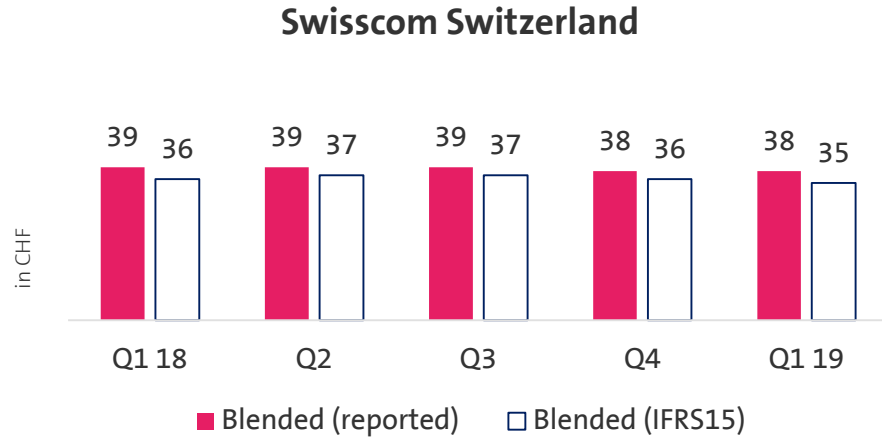
in CHF mn

	2018				2019				Change Q/Q			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>Revenue, reported</b>	<b>2'885</b>	<b>2'920</b>	<b>2'884</b>	<b>3'025</b>	<b>2'860</b>				<b>-25</b>			
Currency effect					18				+18			
<b>Revenue, underlying change</b>									<b>-7</b>			
<b>EBITDA, reported</b>	<b>1'058</b>	<b>1'185</b>	<b>1'088</b>	<b>982</b>	<b>1'119</b>				<b>+61</b>			
Reconciliation leases	52	47	51	57					-52			
<b>EBITDA, comparable</b>	<b>1'110</b>	<b>1'132</b>	<b>1'139</b>	<b>1'039</b>	<b>1'119</b>				<b>+9</b>			
Currency effect					6				+6			
<b>EBITDA, underlying change</b>									<b>+15</b>			



# Swisscom Switzerland

Wireless ARPU and IFRS15 adjustments

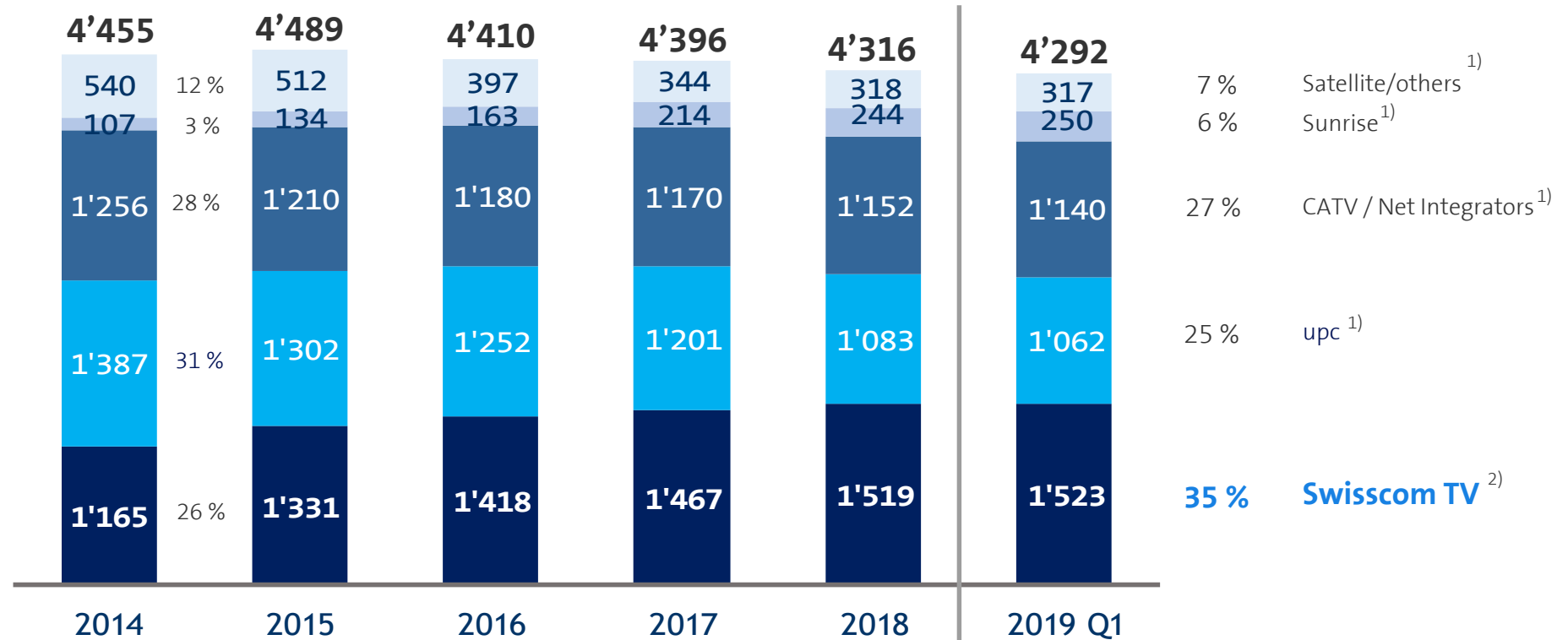




# TV market in Switzerland

Swisscom #1 with 35% market share (+9pp since YE 2014)

## Market subscriptions in k



1) Estimates for Q1 2019

2) Figures in 2016 and 2017 exclude non-active TV light customers



# Retail Customers

Segment reporting as per 31.03.2019

Net revenue decreased driven by a lower service revenue.

Service revenue decreased (-2.3%) due to higher discount volumes (inOne), a decrease in access lines and lower roaming revenue.

Contribution margin 2 decreased by 2.0%. Lower Service revenue was partly compensated by lower SAC/SRC and lower indirect cost (mostly workforce).

	31.03.2019	YoY
<b>Net revenue in MCHF <sup>1)</sup></b>	<b>1'434</b>	<b>-2.8%</b>
Direct costs in MCHF	-307	-4.7%
Indirect costs in MCHF <sup>2)</sup>	-243	-3.6%
<b>Contribution margin 2 in MCHF</b>	<b>884</b>	<b>-2.0%</b>
<i>Contribution margin 2 in %</i>	<i>61.6%</i>	
Depreciation & amortisation in MCHF	-28	-26.3%
Lease expense in MCHF	-13	-7.1%
<b>Segment result in MCHF</b>	<b>843</b>	<b>-0.8%</b>
CAPEX in MCHF	-6	-33.3%
FTE's	5'201	-5.9%
Broadband lines in '000 <sup>3)</sup>	1'995	0.4%
Voice lines in '000 <sup>3)</sup>	1'601	-10.0%
Wireless customers Prepaid in '000	1'671	-7.4%
Wireless customers Postpaid in '000 <sup>3)</sup>	3'435	1.6%
Blended wireless ARPU in CHF	40	-2.4%
TV subs in '000 <sup>3)</sup>	1'523	2.1%

1) incl. intersegment revenues

2) incl. capitalised costs and other income

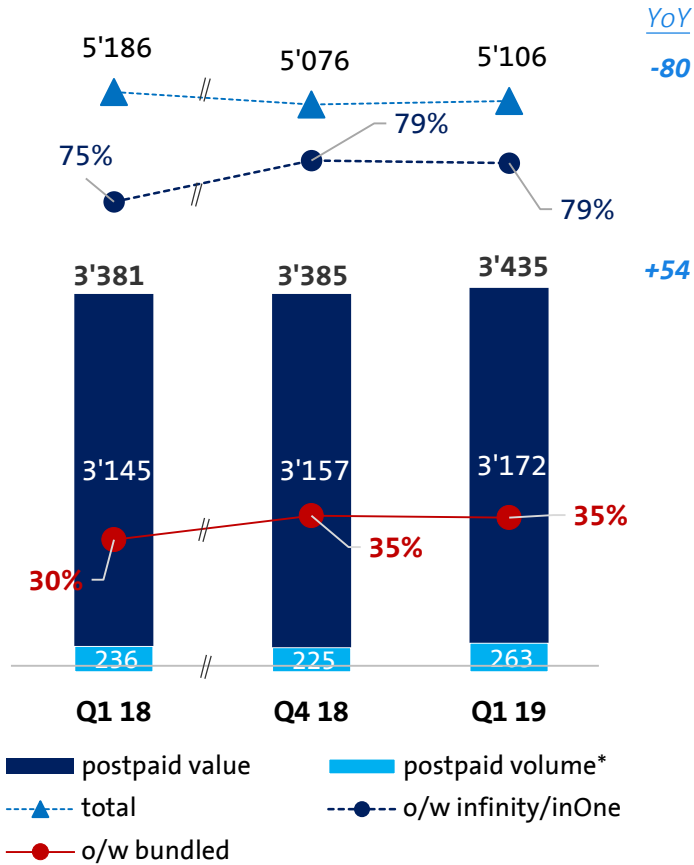
3) sum of single play and bundles



# Retail Customers

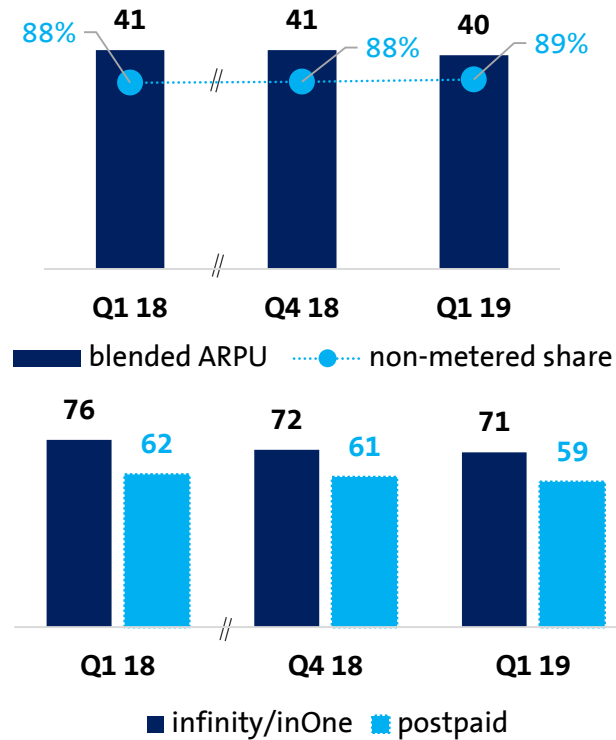
Wireless performance

## Subscriptions (in k)

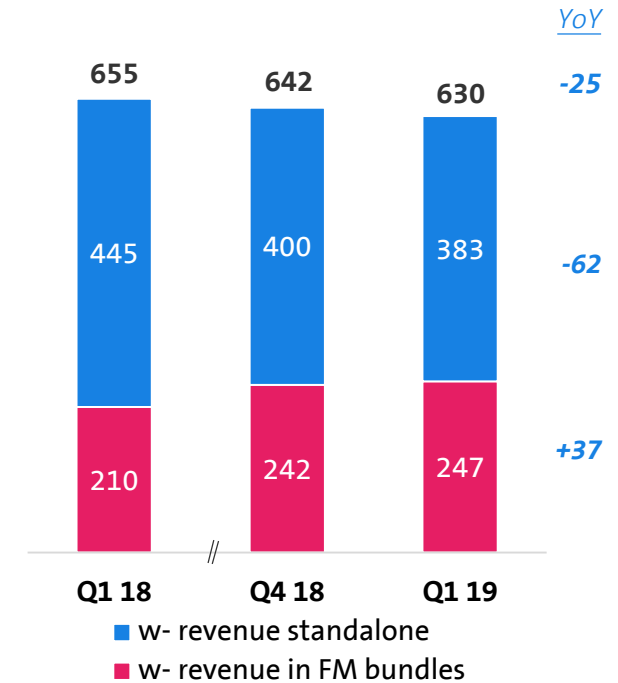


\* consists of data and multi SIM cards

## ARPU (in CHF)



## Service Revenue (in CHF mn)



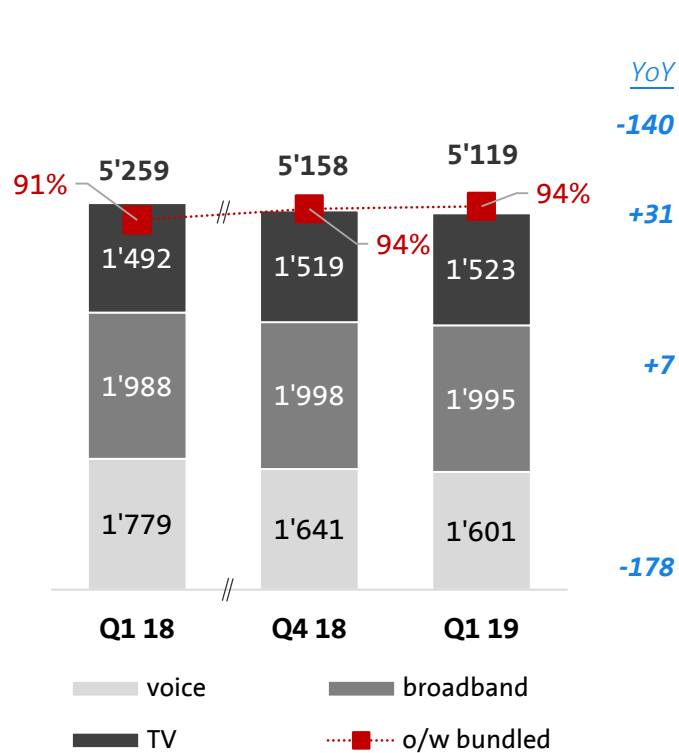




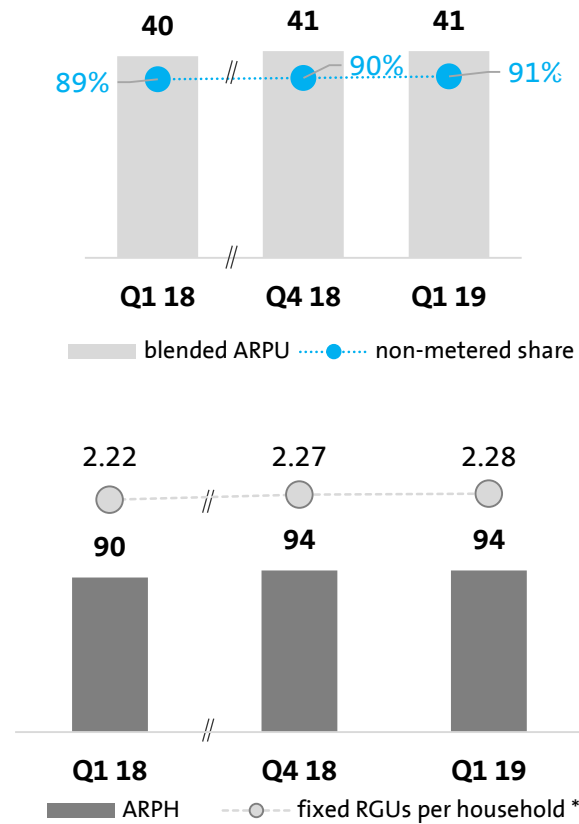
# Retail Customers

## Wireline performance

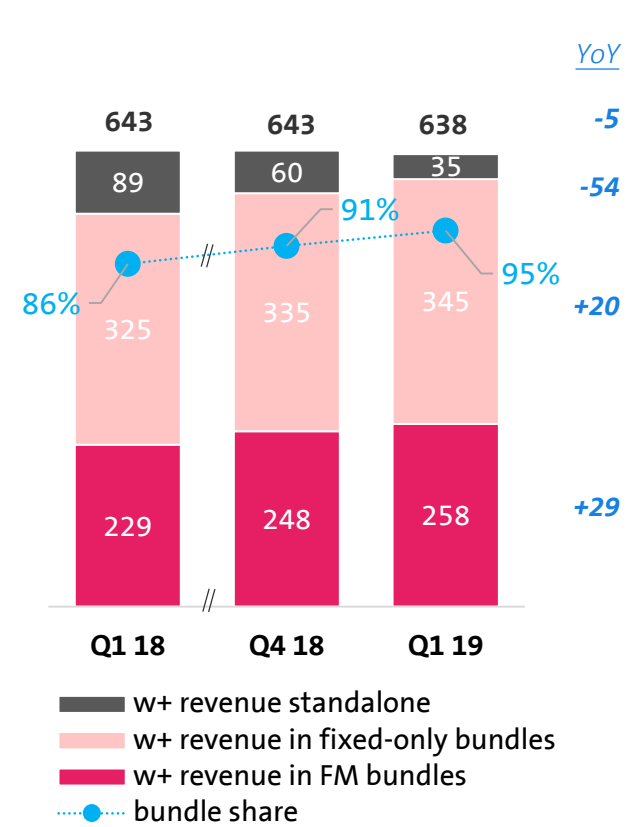
### Subscriptions (in k)



### ARPU and ARPH (in CHF)



### Service Revenue (in CHF mn)



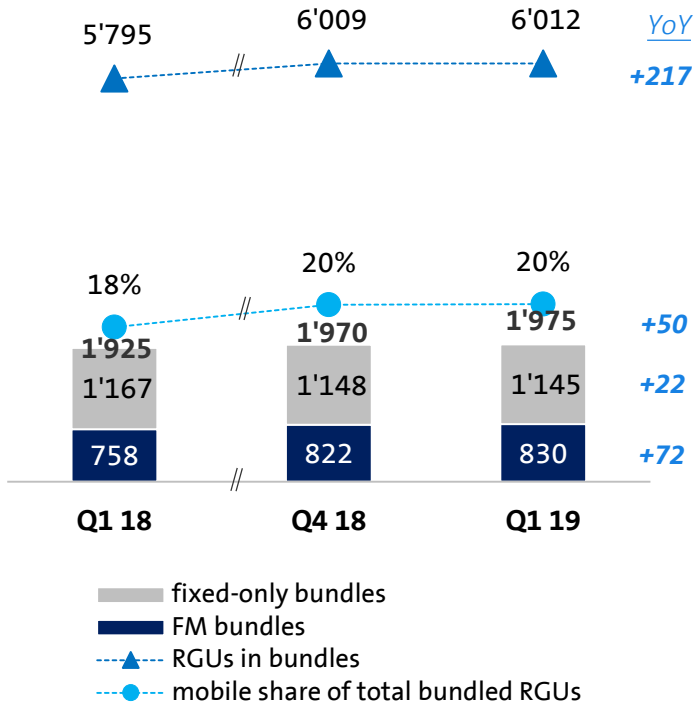
\* HH = total broadband subscriptions + [total 1P voice subs – total 1P broadband subs]



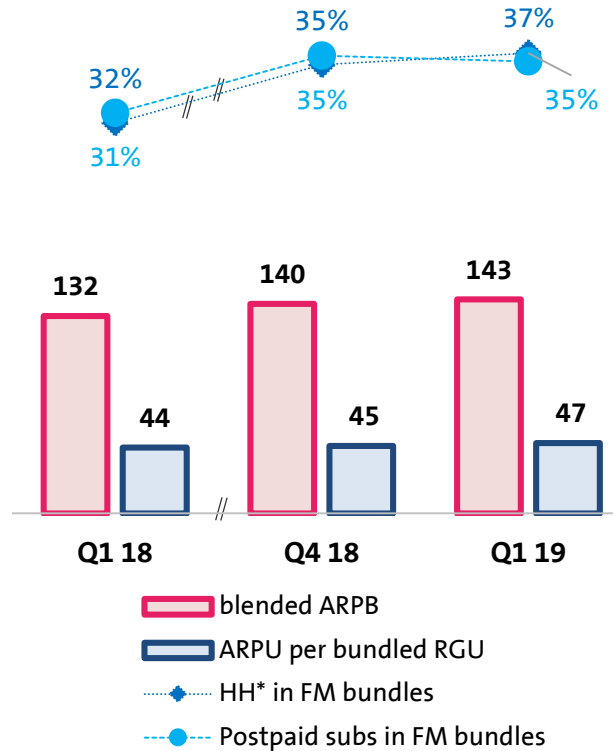
# Retail Customers

Performance of fixed and FM bundles

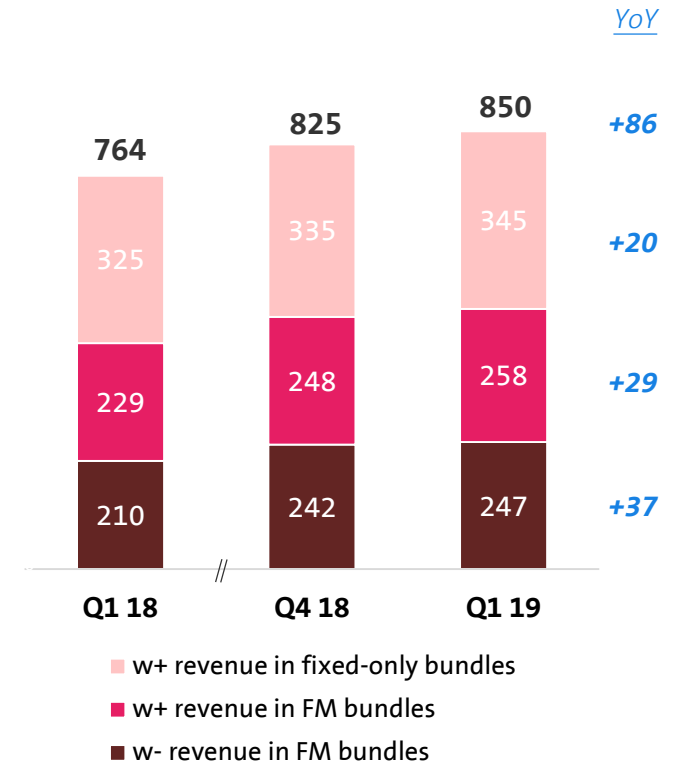
## Subscriptions and Bundles (in k)



## ARPB/U (in CHF) and FM penetration (in %)



## Service Revenue (in CHF mn)



\* HH = total broadband subscriptions + [total 1P voice subs – total 1P broadband subs]



# Enterprise Customers

Segment reporting as per 31.03.2019

Net revenue down -2.8%, decrease in service revenue (-8.5%) due to price erosion and lower volume.

Solutions revenue down 4.9%, as volumes in workplace & UCC and banking decreased. Hardware sales partly compensate.

Contribution margin 2 decreased by 13.0%, driven by the revenue decrease. Lower costs partly compensate.

	31.03.2019	YoY
<b>Net revenue in MCHF <sup>1)</sup></b>	<b>593</b>	<b>-2.8%</b>
Direct costs in MCHF	-203	8.6%
Indirect costs in MCHF <sup>2)</sup>	-209	-2.8%
<b>Contribution margin 2 in MCHF</b>	<b>181</b>	<b>-13.0%</b>
<i>Contribution margin 2 in %</i>	<i>30.5%</i>	
Depreciation & amortisation in MCHF	-17	-5.6%
Lease expense in MCHF	-7	-12.5%
<b>Segment result in MCHF</b>	<b>157</b>	<b>-13.7%</b>
CAPEX in MCHF	-9	12.5%
FTE's	4'458	-2.0%
Broadband lines in '000	35	-5.4%
Voice lines in '000	136	-31.3%
Wireless customers in '000	1'272	0.6%
Blended wireless ARPU in CHF	26	-13.3%

1) incl. intersegment revenues

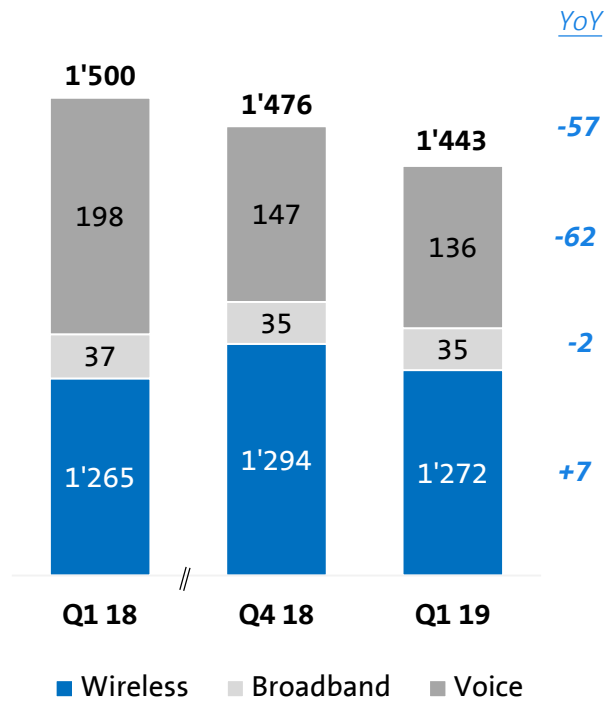
2) incl. capitalised costs and other income



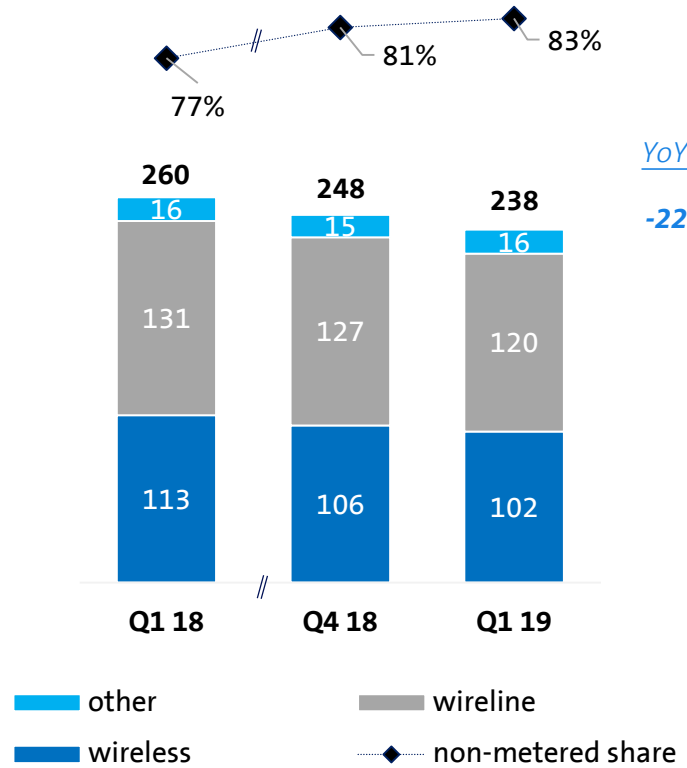
# Enterprise Customers

Subs and revenue performance

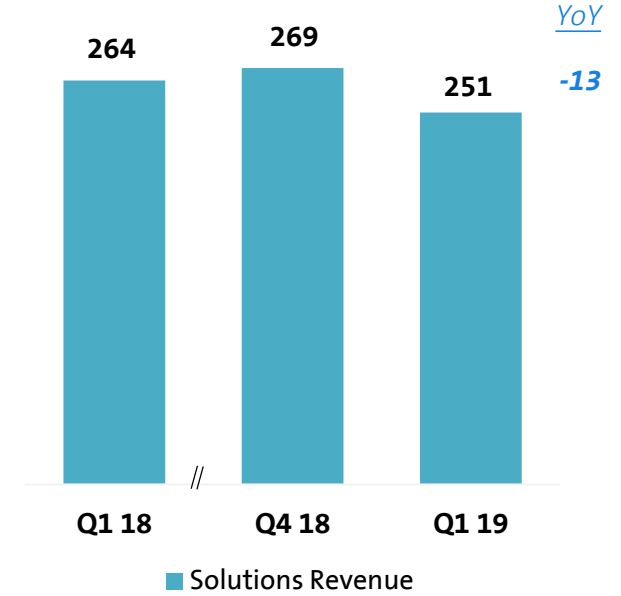
## Subscriptions (in k)



## Service Revenue (in CHF mn)



## Solutions Revenue (in CHF mn)



\* Consists of revenues from vertical businesses, digital solutions, cloud and network services and other solutions



# Wholesale

Segment reporting as per 31.03.2019

Revenue from external customers up by 12.1%. Revenue for wholesale connectivity services as well as revenue for inbound roaming increased.

Contribution margin 2 increased driven by the revenue increase.

	31.03.2019	YoY
External revenue in MCHF	158	12.1%
Intersegment revenue in MCHF	63	1.6%
<b>Net revenue in MCHF</b>	<b>221</b>	<b>8.9%</b>
Direct costs in MCHF	-87	-3.3%
Indirect costs in MCHF <sup>1)</sup>	-4	0.0%
<b>Contribution margin 2 in MCHF</b>	<b>130</b>	<b>19.3%</b>
<i>Contribution margin 2 in %</i>	<i>58.8%</i>	
Depreciation & amortisation in MCHF	-	
Lease expense in MCHF	-	
<b>Segment result in MCHF</b>	<b>130</b>	<b>19.3%</b>
CAPEX in MCHF	-	
FTE's	86	1.2%
Full access lines in '000	83	-17.0%
BB (wholesale) lines in '000	492	9.6%

1) incl. capitalised costs and other income



# IT, Network and Infrastructure

Segment reporting as per 31.03.2019

Contribution margin 2 improved by 6.7% driven by lower workforce expenses and lower IT-cost.

Headcount decreased by 5.3%.

	31.03.2019	YoY
<b>Net revenue in MCHF</b>	<b>23</b>	<b>15.0%</b>
Direct costs in MCHF	-3	0.0%
Workforce expenses in MCHF	-210	-4.1%
Maintenance in MCHF	-42	0.0%
IT expenses in MCHF	-40	-11.1%
Other OPEX in MCHF	-112	-0.9%
Indirect costs in MCHF	-404	-3.6%
Capitalised costs and other income in MCHF	119	0.8%
<b>Contribution margin 2 in MCHF</b>	<b>-265</b>	<b>-6.7%</b>
Depreciation & amortisation in MCHF	-336	7.3%
Lease expense in MCHF	-36	5.9%
<b>Segment result in MCHF</b>	<b>-637</b>	<b>1.0%</b>
CAPEX in MCHF	-339	15.3%
FTE's	4'595	-5.3%



# Fastweb

Segment reporting as per 31.03.2019

Consumer revenue up by 4.7% YoY driven by the increase in customer base.

Enterprise revenue up by 12.2% driven by higher revenues with public administrations.

EBITDA up by 6.1% YoY driven by the revenue increase.

	31.03.2019	YoY
Consumer revenue in MEUR	269	4.7%
Enterprise revenue in MEUR	202	12.2%
Wholesale revenue in MEUR <sup>1)</sup>	43	-21.8%
<b>Net revenue in MEUR <sup>1)</sup></b>	<b>514</b>	<b>4.5%</b>
OPEX in MEUR <sup>2)</sup>	-357	3.8%
<b>EBITDA in MEUR</b>	<b>157</b>	<b>6.1%</b>
<i>EBITDA margin in %</i>	<i>30.5%</i>	
Depreciation& amortisation in MEUR	-139	9.4%
Lease expense in MEUR	-7	75.0%
<b>Segment result in MEUR</b>	<b>11</b>	<b>-35.3%</b>
CAPEX in MEUR	-143	-10.1%
FTE's	2'458	-2.1%
BB customers in '000	2'575	3.7%
Wireless customers in '000	1'517	28.0%
<b>In consolidated Swisscom accounts</b>		
EBITDA in MCHF	177	2.9%
CAPEX in MCHF	-161	-13.0%

1) incl. revenues to Swisscom companies

2) incl. capitalised costs and other income



## Other

Segment reporting as per 31.03.2019

Net revenue up by 8.7% YoY due to higher revenue at Calex for construction services, revenue up for external customers as well as for the internal customer Swisscom Switzerland.

FTE up by 6.3% YoY driven by the headcount increase at Calex.

	31.03.2019	YoY
External revenue in MCHF	138	8.7%
<b>Net revenue in MCHF <sup>1)</sup></b>	<b>225</b>	<b>13.6%</b>
OPEX in MCHF <sup>2)</sup>	-175	11.5%
<b>EBITDA in MCHF</b>	<b>50</b>	<b>22.0%</b>
<i>EBITDA margin in %</i>	22.2%	
Depreciation & amortisation in MCHF	-18	20.0%
Lease expense in MCHF	-3	0.0%
<b>Segment result in MCHF</b>	<b>29</b>	<b>26.1%</b>
CAPEX in MCHF	-8	0.0%
FTE's	2'699	6.3%

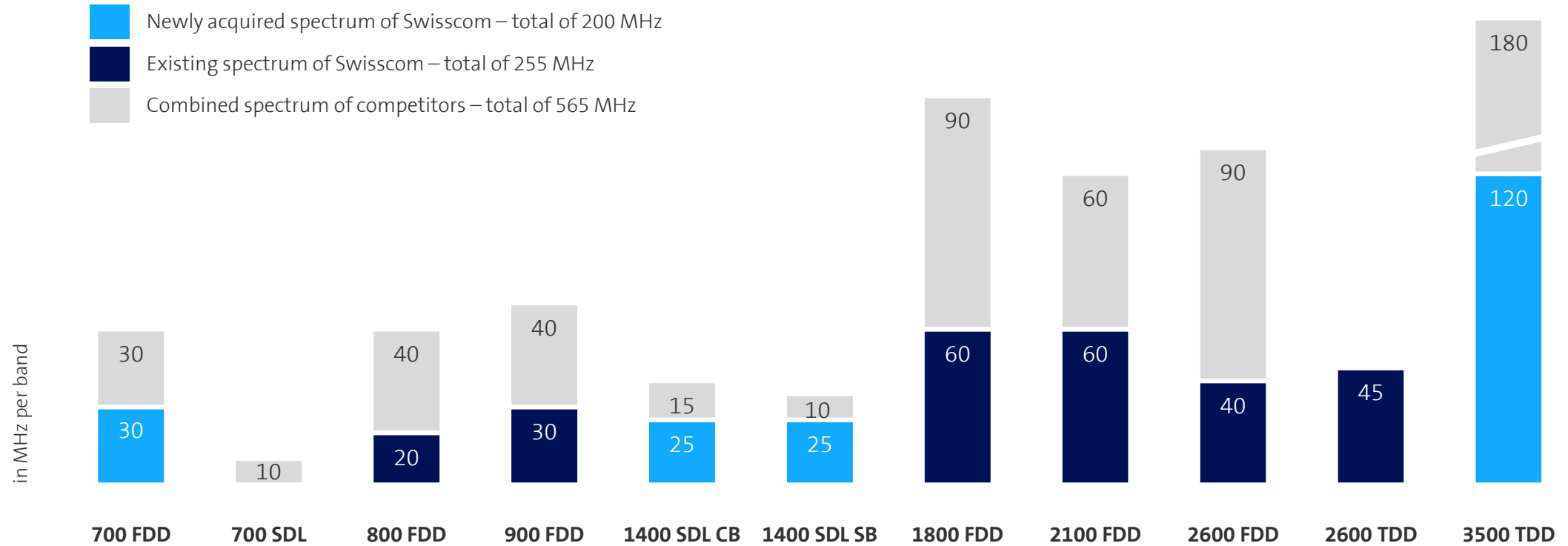
1) incl. intersegment revenues

2) incl. capitalised costs and other income





# Spectrum overview in Switzerland



FDD: Frequency Division Duplex, SDL: Supplementary Downlink, CB: Core band, SB: Side band, TDD: Time Division Duplex



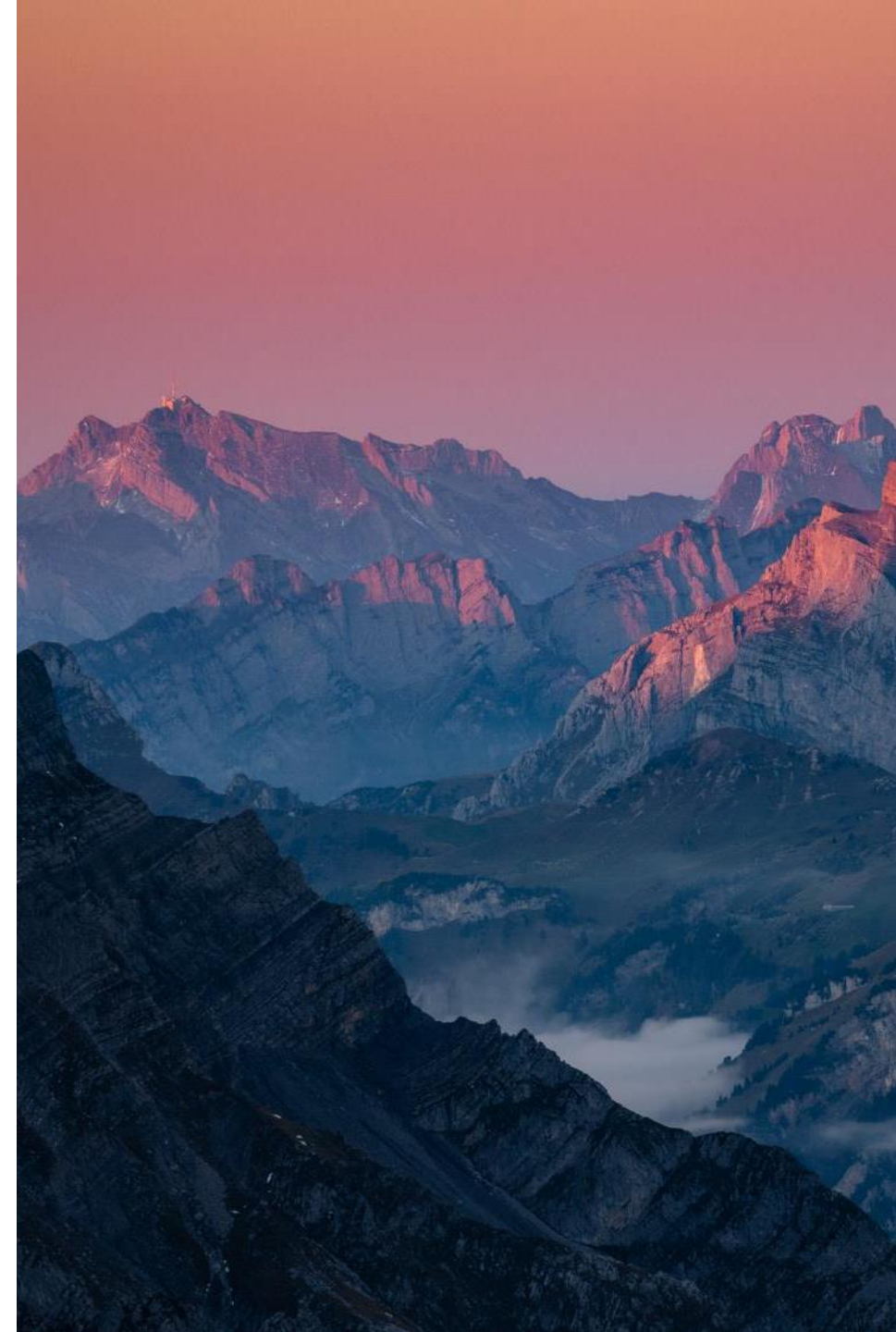
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