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Key reasons to invest

**Germany**
Attractive and dynamic telecoms market

**Excellent macro**
Rational market
Data growth
Soft convergence
3 integrated players

**Established Player**
Leveraging economies of scale

- Largest owned customer base
- Multi-brand & -channel
- Customer-centric convergence play
- FMS

**Operational Excellence**
Digital transformation drives growth

- All-infrastructure set-up
- Successful integration track record
- Digital transformation

**Value Proposition**
Attractive shareholder returns on strong fundamentals

- Clear growth path
- Strong FCF trajectory
- High pay-out ratio to FCFaL
- Strong financial profile
2021 economic recovery expected in Germany
Hard lockdown while positive vaccination outlook

GDP Growth [%]
- 2019: 0.6
- 2020e: 5.4
- 2021e: 1.4
- 2022e: 2.7

Unemployment Rate [%]
- 2019: 5.0
- 2020e: 5.1
- 2021e: 4.9
- 2022e: 5.5

Consumer Spend [EUR bn]
- 2019: 1.807
- 2020e: 1.701
- 2021e: 1.806
- 2022e: 1.897

Business Climate Index [2015 = 100, seasonally adj.]
- 2019: 90.7
- 2020e: 57.0
- 2021e: (not available)

Current Trends
- Dynamic yet rational mobile market
- Data growth with continued CAGR of >50%
- Soft convergent market environment
- 3 strong mobile networks

Future Trends
- 5G use cases & demand to accelerate
- Fixed-Mobile-Substitution becoming increasingly relevant
- Potential 4th urban MNO
- 3 integrated (mobile + fixed) players

Telefónica Deutschland

1 Gemeinschaftsdia gnose der führenden Wirtschaftsinstitute
2 ifo (up to 11/2020), forecast by tradingeconomics.com
Competitive Environment

Rational & Balanced Market\(^1\)

- Rational market following 4 to 3 consolidation
- Tiered mobile portfolios enabling data monetisation

Market Development\(^2\)

Mobile service revenues
EUR bn

<table>
<thead>
<tr>
<th>Year</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>17.7</td>
<td>17.5</td>
<td>17.7</td>
</tr>
<tr>
<td>Change</td>
<td>-1.2%</td>
<td>+0.7%</td>
<td></td>
</tr>
</tbody>
</table>

Fixed broadband retail revenues
EUR bn

<table>
<thead>
<tr>
<th>Year</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fiber</td>
<td>1.8</td>
<td>1.8</td>
<td>2.0</td>
</tr>
<tr>
<td>Cable</td>
<td>6.8</td>
<td>6.8</td>
<td>6.8</td>
</tr>
<tr>
<td>DSL</td>
<td>0.3</td>
<td>0.3</td>
<td>0.4</td>
</tr>
<tr>
<td>Total</td>
<td>9.2</td>
<td>9.2</td>
<td>9.2</td>
</tr>
<tr>
<td>Change</td>
<td>0.5%</td>
<td>2.8%</td>
<td></td>
</tr>
</tbody>
</table>

1 Market share of FY20 MSR based on published MNO financials
2 Source: 2) AnalysysMason data hub, 01.03.2021 “Western Europe telecoms market: trends and forecasts 2020-2025”
Telefónica Deutschland with a **successful start into growth era**

**Build**  
1998 - 2008  
Business Set-up  
Introduction of O₂ brand  
Start of 4th mobile network

**Scale**  
2009 – 2019  
**Acquisition & Integration**  
HanseNet & E-Plus  
Established Integrated Player

**Grow**  
2020 & beyond  
**Mobile Growth**  
gaining rural share & reinforcement in urban  
**Smart Bundling** (incl. FMS)  
capturing value & reducing churn  
**Attack in B2B**  
targeting fair SME share

**Market entrance**  
**Integration**  
**Benefitting from scale & transformation**
ESG strategy fully integrated in business strategy
Investment programme also supports accelerated carbon neutral target

- **Renewable Energy**
  100% green electricity

- **5G Energy-efficiency**
  5G is using 90% less energy per byte compared to 4G

- **Data Centres**
  Improved power efficiency

- **Smart Meters**
  Optimized energy consumption with help of digital meters

- **Workplace**
  Workplace sharing and virtual work to improve energy efficiency and reduce CO² emissions

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**Ambitious ESG targets**

1.5°C aligned climate target
according to Science-Based-Target initiative for scope 1-3

Carbon neutral by 2025
including our scope-1&2 and travel emissions

Reduction of unavoidable emissions by more than 90% by 2030
emitted from our network, facilities and vehicle fleet, relative to 2019

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Telefónica Deutschland
Driving commercial momentum to generate sustainable growth

Sustained focus on own customers base

Mobile Growth
Gaining rural share & reinforcement in urban

Smart Bundling (incl. FMS)
Capturing value & reducing churn

Attack in B2B
Targeting fair SME share

FY21 – key operational activities

- Improve products and services along key NPS drivers
- Focus on important brand KPIs to drive future business with highest efficiency
- Leverage enriched TAA portfolio
- Encourage willingness-to-pay and enhance loyalty
- Leverage momentum to gain B2B market share

Own customer base ~80%

Enhance network CEX & expand 5G footprint
Network quality equalisation achieved

**Boost Rural Coverage**

- **4G coverage 50 Mbit/s**
  - 2020: 99%
  - 2021: Full coverage

- **4G/5G coverage 100 Mbit/s**
  - 2020: 98%
  - 2021: Full coverage

**Accelerate Urban Capacity**

- **4G capacity**
  - 2020: 3G Sunset accelerated
  - 2021: >30%
  - 2022: Full coverage

- **5G roll-out in cities**
  - 2020: Top 15 cities
  - 2021: >50%
  - 2022: Full coverage

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**Equalisation of Network Quality**

*Evolution of 'connect' Test Results*

- Extraordinary
- Very Good
- Good
- Satisfactory
- Sufficient

*Year:* 2017, 2018, 2019, 2020
Leveraging network sharing opportunities and co-operations

**White spot sharing**
Trilateral agreement

**Grey spot sharing**
Bilateral agreements

**Mobile pact**
German digital transformation agenda

**MIG**
Government fund for mobile infrastructure

### Passive
Equal contribution to total of ~6k sites

### Active
Combined >1.2k sites

Combined minimum of ~1.4k sites

Selective choice out of ~5k site pool

<table>
<thead>
<tr>
<th>Year</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>2023</th>
<th>2024</th>
<th>2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>MIG</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Achieved FY20 outlook on back of strong operational & financial performance
Fully absorbing C-19 impacts

**Mobile Growth**
Gaining rural share & reinforcement in urban

**Smart Bundling** (incl. FMS)
Capturing value & reducing churn

**Attack in B2B**
Targeting fair SME share

<table>
<thead>
<tr>
<th>FY20</th>
<th>OIBDA(^1) YoY</th>
<th>Capex/Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue YoY</td>
<td>+1.8%</td>
<td><strong>14.5%</strong></td>
</tr>
<tr>
<td>NPS</td>
<td>+8</td>
<td></td>
</tr>
<tr>
<td>Net Adds(^3)</td>
<td>&gt;1m</td>
<td></td>
</tr>
<tr>
<td>Churn(^4)</td>
<td>1.1%</td>
<td></td>
</tr>
</tbody>
</table>

\(^1\) Adjusted for exceptional effects  \(^2\) Excl. Covid-19 impacts  \(^3\) Excl. 218k M2M  \(^4\) O\(_2\) Postpaid
Rapid recovery of most KPIs post 1st lockdown
Ongoing hard lockdown since mid-December

O₂ GROSS ADDS

Recovery

PREPAID TOP UP BOOKINGS

Recovery

O₂ CHURN

Historic low-levels

INT’L ROAMING REVENUE (OUTBOUND)

Limited due to travel restrictions

2019

2020
Growth momentum across all revenue lines

### Revenue growth

- **Total**
  - Q4 19: 1,970
  - Q4 20: 2,023
  - YOY: +2.7%

### Accelerating revenue trends

- **MSR**
  - Q1 20: 1,311
  - Q2 20: 1,275
  - Q3 20: 1,361
  - Q4 20: 1,359
  - YOY: +2.4% / -3.3% / +0.0% / +1.3%

- **Handset**
  - Q1 20: 339
  - Q2 20: 322
  - Q3 20: 311
  - Q4 20: 451
  - YOY: +7.7% / +14.4% / -2.1% / +4.4%

- **Fixed**
  - Q1 20: 193
  - Q2 20: 193
  - Q3 20: 198
  - Q4 20: 202
  - YOY: +6.0% / +4.3% / +6.7% / +7.0%

---

1 Excl. Covid-19 impacts
## Strong own brand momentum

### Mobile Net Adds (k)

<table>
<thead>
<tr>
<th>O₂ Postpaid churn</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1.3%</td>
<td>1.1%</td>
<td>1.0%</td>
<td>1.0%</td>
<td>1.1%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Q1 20</th>
<th>Q2 20</th>
<th>Q3 20</th>
<th>Q4 20</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Postpaid (ex M2M)</td>
<td>227</td>
<td>236</td>
<td>308</td>
<td>490</td>
<td>1,261</td>
</tr>
<tr>
<td>M2M</td>
<td>188</td>
<td>158</td>
<td>261</td>
<td>435</td>
<td>1,043</td>
</tr>
</tbody>
</table>

### Fixed Net Adds (k)

<table>
<thead>
<tr>
<th>Churn</th>
<th>0.9%</th>
<th>0.8%</th>
<th>0.9%</th>
<th>0.9%</th>
<th>0.9%</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Q1 20</th>
<th>Q2 20</th>
<th>Q3 20</th>
<th>Q4 20</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Postpaid (ex M2M)</td>
<td>25</td>
<td>13</td>
<td>6</td>
<td>10</td>
<td>55</td>
</tr>
<tr>
<td>M2M</td>
<td>78</td>
<td>78</td>
<td>47</td>
<td>55</td>
<td>218</td>
</tr>
</tbody>
</table>

### Mobile Postpaid ARPU (EUR)

<table>
<thead>
<tr>
<th>Own brand postpaid ARPU (ex. roaming)</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>year</td>
<td>+0.8%</td>
<td>-0.2%</td>
<td>+0.3%</td>
<td>+0.4%</td>
<td>+0.1%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Q1 20</th>
<th>Q2 20</th>
<th>Q3 20</th>
<th>Q4 20</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Postpaid ARPU (ex M2M)</td>
<td>13.7</td>
<td>13.3</td>
<td>13.9</td>
<td>13.6</td>
<td>13.7</td>
</tr>
<tr>
<td>Own brand postpaid ARPU</td>
<td>13.7</td>
<td>13.3</td>
<td>13.9</td>
<td>13.6</td>
<td>13.7</td>
</tr>
</tbody>
</table>

### Fixed ARPU (EUR)

<table>
<thead>
<tr>
<th>year</th>
<th>+1.5%</th>
<th>+1.7%</th>
<th>+2.4%</th>
<th>+3.4%</th>
<th>+2.3%</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Q1 20</th>
<th>Q2 20</th>
<th>Q3 20</th>
<th>Q4 20</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Postpaid ARPU (ex M2M)</td>
<td>23.7</td>
<td>23.8</td>
<td>23.7</td>
<td>23.9</td>
<td>23.8</td>
</tr>
<tr>
<td>Own brand postpaid ARPU</td>
<td>23.7</td>
<td>23.8</td>
<td>23.7</td>
<td>23.9</td>
<td>23.8</td>
</tr>
</tbody>
</table>
Continued OIBDA growth momentum

Q4

<table>
<thead>
<tr>
<th>Revenue</th>
<th>Other Income</th>
<th>Supplies</th>
<th>Personnel expenses</th>
<th>Other expenses</th>
<th>Exceptional effects</th>
<th>OIBDA adj. for exceptional effects</th>
</tr>
</thead>
<tbody>
<tr>
<td>2,023</td>
<td>-672</td>
<td>-151</td>
<td></td>
<td>-619</td>
<td>11</td>
<td>639</td>
</tr>
</tbody>
</table>

\[ \text{y-o-y} +3.2\%^{1} \]
\[ \text{OBIDA margin} 31.6\% / +0.2 \text{ p.p.} \]
\[ +5.0\%^{1,2} \]
\[ 32.1\%^{1,2} / +0.7 \text{ p.p.} \]

FY20

<table>
<thead>
<tr>
<th>Revenue</th>
<th>Other Income</th>
<th>Supplies</th>
<th>Personnel expenses</th>
<th>Other expenses</th>
<th>Exceptional effects</th>
<th>OIBDA adj. for exceptional effects</th>
</tr>
</thead>
<tbody>
<tr>
<td>7,532</td>
<td>-2,435</td>
<td>-611</td>
<td></td>
<td>-2,345</td>
<td>38</td>
<td>2,319</td>
</tr>
</tbody>
</table>

\[ \text{y-o-y} +0.2\%^{1} \]
\[ \text{OBIDA margin} 30.8\% / -0.5 \text{ p.p.} \]
\[ +2.7\%^{1,2} \]
\[ 31.3\%^{1,2} / +0.0 \text{ p.p.} \]

1 Adjusted for exceptional effects
2 Excl. Covid19 impacts
3 Adjusted for capital gains/losses related with the sale of assets
4 Includes exceptional effects, Group fees and impairment losses in accordance with IFRS 9
5 Mainly restructuring expenses
Benefitting from **strong financial position**

### Net Financial Debt

**Committed to maintain Fitch BBB investment grade rating**

<table>
<thead>
<tr>
<th>Date</th>
<th>Leverage limit for current rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>31.12.2019</td>
<td>1.7x</td>
</tr>
<tr>
<td>31.12.2020</td>
<td><strong>1.4x</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Date</th>
<th>Net Financial Debt</th>
</tr>
</thead>
<tbody>
<tr>
<td>31.12.2019</td>
<td>3,860</td>
</tr>
<tr>
<td>31.12.2020</td>
<td><strong>3,168</strong></td>
</tr>
</tbody>
</table>

### Financing and Interest Mix

- **Money Market**: 119
- **Bilateral RCFs**: 610
- **Bonds**: 1,100
- **EIB**: 783
- **Telfisa**: 454

### Liquidity Position

- Cash and Cash Equivalents: 1,337
- Undrawn RCF’s/Loans, Ext. Overdraft: 2,264
- Liquidity: 3,601

### Maturity Profile

- **SSD**: 75
- **EIB 2016**: 215
- **SynLoan undrawn**: 338
- **Money market**: 704
- **Bonds**: 837
- **Telfisa undrawn**: 3
- **2021**: 3
- **2022**: 19
- **2023**: 10
- **2024**: 33
- **2025**: 0
- **2026**: 92
- **2027**: 5

---

2 Interest mix excludes undrawn facilities
3 Maturity profile excludes bilateral facilities and undrawn EIB loan of EUR 450m

All numbers in EURm
Summary
Confident FY21 outlook on back of strong operational & financial FY20 performance

Achieved FY20 outlook fully absorbing C-19 impacts
Strong operational & financial performance as well as mobile network equalisation

Core business momentum fully intact - growth across all revenue lines
International roaming reflects ongoing travel restrictions

Continued OIBDA growth momentum
OIBDA margin a blend of revenue mix, cost efficiencies and international roaming drag

FCFaL dynamics benefit from infra-deal
Leverage with comfortable headroom to BBB-rating

Solid B/S, strong liquidity position and ability to generate FCF growth
Intend to propose an increased dividend of EURc 18 per share for FY20 to AGM in May 2021
FY21 – building on operational momentum and network equalisation

**FY20 outlook**

- **Revenues**
  - Flat to slightly positive (incl. reg. impacts of ~EUR 20-30m)

- **OIBDA**
  - Broadly stable to slightly positive (incl. reg. impacts of less than ~EUR 10m)

- **C/S**
  - < 17-18%

**Actuals FY20**

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>7,399</td>
<td>7,532</td>
</tr>
<tr>
<td>OIBDA</td>
<td>2,316</td>
<td>2,319</td>
</tr>
<tr>
<td>C/S</td>
<td>1,044</td>
<td>1,094</td>
</tr>
</tbody>
</table>

**FY21 outlook**

- Flat to slightly positive

- Broadly stable to slightly positive

- 17-18%

---

1 Excl. Covid-19 impacts  
2 Adjusted for exceptional effects  
3 Including regulatory impacts & C-19 impacts assuming hard lock-down until 7 Mar-21 and only gradual recovery of roaming over the course of the year
Any questions?

We look forward to hearing from you!

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Marion Polzer, CIRO
Head of Investor Relations

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Senior Investor Relations Officer

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Appendix
<table>
<thead>
<tr>
<th>Source</th>
<th>Rating/Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sustainalytics</td>
<td>Risk Low: <strong>16.4 (Low)</strong></td>
</tr>
<tr>
<td>MSCI</td>
<td>Rating: <strong>AA</strong></td>
</tr>
<tr>
<td>ISS ESG</td>
<td>Grade: <strong>Prime B- (Good)</strong></td>
</tr>
<tr>
<td>FTSE Russel</td>
<td>Successfully listed <strong>(4.3 of 5 pts)</strong></td>
</tr>
<tr>
<td>V.E</td>
<td>Successfully listed</td>
</tr>
<tr>
<td>Bloomberg</td>
<td>Successfully listed <strong>(65%)</strong></td>
</tr>
</tbody>
</table>

Status: February 2021
## Future-proof spectrum set-up to enable best customer experience

<table>
<thead>
<tr>
<th>Utilisation today</th>
<th>4G/5G</th>
<th>4G</th>
<th>2G/4G</th>
<th>2G/4G</th>
<th>3G/4G</th>
<th>4G</th>
<th>private</th>
<th>5G</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total availability</td>
<td>2x30 MHz</td>
<td>2x30 MHz</td>
<td>2x35 MHz</td>
<td>1x40 MHz</td>
<td>2x75 MHz</td>
<td>2x60 MHz</td>
<td>2x70 MHz</td>
<td>1x50 MHz</td>
</tr>
</tbody>
</table>

### Total spectrum holding

<table>
<thead>
<tr>
<th>Frequency</th>
<th>1&amp;1 Drillisch</th>
<th>Telefónica Deutschland</th>
<th>Vodafone</th>
<th>Deutsche Telekom</th>
</tr>
</thead>
<tbody>
<tr>
<td>700 MHz</td>
<td>2x10</td>
<td>2x10</td>
<td>2x10</td>
<td>2x10</td>
</tr>
<tr>
<td>800 MHz</td>
<td>2x10</td>
<td>2x10</td>
<td>2x10</td>
<td>2x10</td>
</tr>
<tr>
<td>900 MHz</td>
<td>2x10</td>
<td>2x10</td>
<td>2x10</td>
<td>2x10</td>
</tr>
<tr>
<td>1,500 MHz SDL</td>
<td>1x20</td>
<td>1x20</td>
<td>1x20</td>
<td>1x20</td>
</tr>
<tr>
<td>1,800 MHz</td>
<td>2x10</td>
<td>2x10</td>
<td>2x10</td>
<td>2x10</td>
</tr>
<tr>
<td>2,100 MHz¹</td>
<td>2x25</td>
<td>2x25</td>
<td>2x25</td>
<td>2x20</td>
</tr>
<tr>
<td>2,600 MHz</td>
<td>2x20</td>
<td>2x20</td>
<td>2x20</td>
<td>2x20</td>
</tr>
<tr>
<td>2,600 MHz TDD</td>
<td>1x20</td>
<td>1x20</td>
<td>1x25</td>
<td>1x20</td>
</tr>
<tr>
<td>3,500 MHz TDD</td>
<td>2019-2033</td>
<td>2010-2025</td>
<td>2017-2033</td>
<td>2015-2033</td>
</tr>
</tbody>
</table>

¹ From 2021, additional 19.2 MHz TDD
From 1 January 2020: 1&1 Drillisch: 2x10 MHz; TelefónicaDeutschland Group: 2x10 MHz; Vodafone: 2x20 MHz; Deutsche Telekom: 2x20 MHz
Mobile KPIs

Postpaid net adds\(^1\) [k]

- Q1 20: 188
- Q2 20: 158
- Q3 20: 261
- Q4 20: 435
- FY 20: 1,043

Prepaid net adds [k]

- Q1 20: -407
- Q2 20: -366
- Q3 20: 208
- Q4 20: -247
- FY 20: -813

Mobile customer base [k]

- Q1 20: 43,647
- Q2 20: 43,517
- Q3 20: 44,032
- Q4 20: 44,275
- FY 20: 44,275

LTE customer base [m]

- Q1 20: 25.2
- Q2 20: 25.3
- Q3 20: 26.6
- Q4 20: 26.5
- FY 20: 26.5

\(^1\) excluding M2M

Telefonica
Deutschland
Mobile KPIs

Postpaid ARPU ex M2M [EUR]

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 20</td>
<td>13.7</td>
</tr>
<tr>
<td>Q2 20</td>
<td>13.3</td>
</tr>
<tr>
<td>Q3 20</td>
<td>13.9</td>
</tr>
<tr>
<td>Q4 20</td>
<td>13.6</td>
</tr>
<tr>
<td>FY 20</td>
<td>13.6</td>
</tr>
</tbody>
</table>

Prepaid ARPU [EUR]

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 20</td>
<td>5.9</td>
</tr>
<tr>
<td>Q2 20</td>
<td>5.8</td>
</tr>
<tr>
<td>Q3 20</td>
<td>6.4</td>
</tr>
<tr>
<td>Q4 20</td>
<td>6.3</td>
</tr>
<tr>
<td>FY 20</td>
<td>6.1</td>
</tr>
</tbody>
</table>

Churn rate [%]

- O₂ postpaid
- Total postpaid (ex M2M)

Smartphone penetration [%]¹

- O₂ consumer postpaid
- O₂ consumer prepaid

¹ Smartphone penetration is based on the number of customers with a small screen tariff (e.g., for smartphones) divided by the total mobile customer base less M2M, less customers with a big screen tariff.
## O₂ Free unlimited portfolio

<table>
<thead>
<tr>
<th></th>
<th>O₂ Free Unlimited Basic</th>
<th>O₂ Free Unlimited Smart</th>
<th>O₂ Free Unlimited Max</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Max. Speed</strong></td>
<td>2 MBit/s</td>
<td>10 MBit/s</td>
<td>300 Mbit/s</td>
</tr>
<tr>
<td><strong>Network</strong></td>
<td>4G</td>
<td>4G / 5G</td>
<td>4G / 5G</td>
</tr>
<tr>
<td><strong>VOICE/SMS flat</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>EU Roaming</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Monthly fee 24/m contract</strong></td>
<td><strong>£9.99</strong></td>
<td><strong>£9.99</strong></td>
<td><strong>£9.99</strong></td>
</tr>
</tbody>
</table>

- Unlimited usage
- Flexible contract duration: monthly contract termination
- Best-fit by speed-classes
- Future ready with 5G
# O₂ Free volume based portfolio

<table>
<thead>
<tr>
<th></th>
<th>O₂ Free S</th>
<th>O₂ Free M</th>
<th>O₂ Free L</th>
</tr>
</thead>
<tbody>
<tr>
<td>Data volume</td>
<td>3 GB</td>
<td>20 GB</td>
<td>60 GB</td>
</tr>
<tr>
<td>Max. Speed</td>
<td>225 Mbit/s</td>
<td>225 Mbit/s</td>
<td>300 Mbit/s</td>
</tr>
<tr>
<td>Network</td>
<td>4G</td>
<td>4G</td>
<td>4G / 5G</td>
</tr>
<tr>
<td>VOICE/SMS flat</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>EU Roaming</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Monthly fee 24/m contract</td>
<td><strong>19.99</strong></td>
<td><strong>29.99</strong></td>
<td><strong>39.99</strong></td>
</tr>
</tbody>
</table>

**Price–Value Tip**

- **BOOST:** Doubling data and adding multiple devices
- **Flexible contract duration:** monthly contract termination
- **All customer needs supported by max speed**
- **Future ready with 5G**
Fixed KPIs

Retail broadband net adds [k]

<table>
<thead>
<tr>
<th>Quarter</th>
<th>DSL</th>
<th>VDSL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 20</td>
<td>-11</td>
<td>36</td>
</tr>
<tr>
<td>Q2 20</td>
<td>-28</td>
<td>41</td>
</tr>
<tr>
<td>Q3 20</td>
<td>-27</td>
<td>34</td>
</tr>
<tr>
<td>Q4 20</td>
<td>-26</td>
<td>35</td>
</tr>
<tr>
<td>FY 20</td>
<td>55</td>
<td>.91</td>
</tr>
</tbody>
</table>

Fixed accesses [k]

<table>
<thead>
<tr>
<th>Quarter</th>
<th>VDSL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 20</td>
<td>2,232</td>
</tr>
<tr>
<td>Q2 20</td>
<td>2,245</td>
</tr>
<tr>
<td>Q3 20</td>
<td>2,252</td>
</tr>
<tr>
<td>Q4 20</td>
<td>2,261</td>
</tr>
<tr>
<td>FY 20</td>
<td>2,261</td>
</tr>
</tbody>
</table>

Fixed retail ARPU [EUR]

<table>
<thead>
<tr>
<th>Quarter</th>
<th>ARPU [EUR]</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 20</td>
<td>23.7</td>
</tr>
<tr>
<td>Q2 20</td>
<td>23.8</td>
</tr>
<tr>
<td>Q3 20</td>
<td>23.7</td>
</tr>
<tr>
<td>Q4 20</td>
<td>23.9</td>
</tr>
<tr>
<td>FY 20</td>
<td>23.8</td>
</tr>
</tbody>
</table>
# O₂ my Home portfolio

Including technologies – FMS (5G&4G); DSL; Cable

<table>
<thead>
<tr>
<th></th>
<th>O₂ my Home S</th>
<th>O₂ my Home M</th>
<th>O₂ my Home L</th>
<th>O₂ my Home XL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Max. Speed</strong></td>
<td>10 MBit/s</td>
<td>50 MBit/s</td>
<td>100 MBit/s</td>
<td>250 MBit/s</td>
</tr>
<tr>
<td></td>
<td>Upload 2 MBit/s</td>
<td>Upload 10 MBit/s</td>
<td>Upload 40 MBit/s</td>
<td>Upload 40 MBit/s</td>
</tr>
<tr>
<td><strong>Voice flat to German fixed networks</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Optional</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HomeBox 2</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FRITZ!Box 7490</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FRITZ!Box 7590</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Monthly fee</strong></td>
<td>2.99 mthl</td>
<td>2.99 mthl</td>
<td>2.99 mthl</td>
<td>-</td>
</tr>
<tr>
<td>24m contract</td>
<td>4.99 mthl</td>
<td>4.99 mthl</td>
<td>4.99 mthl</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>5.99 mthl</td>
<td>5.99 mthl</td>
<td>5.99 mthl</td>
<td>5.99 mthl</td>
</tr>
<tr>
<td><strong>Price</strong></td>
<td>24.99</td>
<td>29.99</td>
<td>34.99</td>
<td>44.99</td>
</tr>
</tbody>
</table>