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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
Gradual lifting of C-19 measures since May as case numbers slowly decrease with increasing vaccination levels

**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
Competitive Environment

Rational & Balanced Market

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

Market Development

Mobile service revenues
EUR bn

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>17.7</td>
<td>17.5</td>
<td>17.7</td>
</tr>
</tbody>
</table>

-1.2% → +0.7%

Fixed broadband retail revenues
EUR bn

<table>
<thead>
<tr>
<th></th>
<th>Fiber</th>
<th>Cable</th>
<th>DSL</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>1.8</td>
<td>0.3</td>
<td>6.8</td>
</tr>
<tr>
<td>2020</td>
<td>1.8</td>
<td>0.3</td>
<td>6.8</td>
</tr>
<tr>
<td>2021</td>
<td>2.0</td>
<td>0.4</td>
<td>6.8</td>
</tr>
</tbody>
</table>

0.5% → 2.8%
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

- 20 Mio.
- 20 Mio.
- 44 Mio.

- 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 at the heart of TEF D's strategy throughout the pandemic


ESG strategy fully integrated in overall business strategy

- RBP goal: Creation of sustainable value and minimisation of risks
- RBP 2020: Achieved key targets
- RBP 2025: Ambitious future targets incl. climate protection strategy
Network quality equalisation achieved

Boost Rural Coverage

<table>
<thead>
<tr>
<th>Year</th>
<th>4G coverage 50 Mbit/s</th>
<th>4G/5G coverage 100 Mbit/s</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>99%</td>
<td>Full coverage</td>
</tr>
<tr>
<td>2021</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Accelerate Urban Capacity

<table>
<thead>
<tr>
<th>Year</th>
<th>4G capacity</th>
<th>5G roll-out in cities</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>3G Sunset accelerated</td>
<td>Top 15 cities &gt;30%</td>
</tr>
<tr>
<td>2021</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Equalisation of Network Quality

Evolution of 'connect' Test Results

- Extraordinary
- Very Good
- Good
- Satisfactory
- Sufficient

2017 2018 2019 2020
Leveraging network sharing opportunities and co-operations

**White spot sharing**
Trilateral agreement

- O₂ Telefónica
- T-Mobile
- Orange

**Grey spot sharing**
Bilateral agreements

- O₂ Telefónica
- T-Mobile
- O₂ Telefónica
- Orange

**Mobile pact**
German digital transformation agenda

- O₂ Telefónica
- T-Mobile
- Deutsche Telekom

**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>Passive</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Active</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>MIG</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Rapid 5G expansion

- 5G in ~60 cities
- Fast 5G on 3.6 GHz with ~1.3k sites
- 5G cloud core for campus networks

YE24: ~35k network grid
YE21: >30% coverage  YE22: 50% coverage  YE25: nationwide coverage
Driving commercial momentum to generate sustainable growth

Sustained focus on own customers base

- **Business**
  - Telefonica
  - Service Provider & MVNO
  - Mass-market
  - O₂ Free²

- **Consumer**
  - Manage
  - ARPU
  - Churn
  - No-frills
  - Blau

**Own customer base ~80%**

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

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

**Attack in B2B**
Targeting fair SME share

**Enhance network CEX & expand 5G footprint**

**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
Q1 21 – resilient business model in full quarter of lockdown

**O₂ GROSS ADDS**
- **Hard lockdown**
- Recovery
- **Extended lockdown**

**O₂ CHURN**
- **Hard lockdown**
- Historic lows
- **Extended Lockdown**

**PREPAID TOP UP BOOKINGS**
- **Hard lockdown**
- Recovery
- **Extended lockdown**

**INT’L ROAMING REVENUE (OUTBOUND)**
- Limited due to travel restrictions
Continued own brand momentum supported by online channels

**Mobile Net Adds (k)**

<table>
<thead>
<tr>
<th>Q1 20</th>
<th>Q2 20</th>
<th>Q3 20</th>
<th>Q4 20</th>
<th>Q1 21</th>
</tr>
</thead>
<tbody>
<tr>
<td>O₂ Postpaid churn: 1.3% Postpaid (ex M2M)</td>
<td>227</td>
<td>236</td>
<td>308</td>
<td>490</td>
</tr>
<tr>
<td>M2M</td>
<td>188</td>
<td>158</td>
<td>261</td>
<td>435</td>
</tr>
</tbody>
</table>

**Fixed Net Adds (k)**

<table>
<thead>
<tr>
<th>Q1 20</th>
<th>Q2 20</th>
<th>Q3 20</th>
<th>Q4 20</th>
<th>Q1 21</th>
</tr>
</thead>
<tbody>
<tr>
<td>O₂ Postpaid churn: 0.9% Churn</td>
<td>25</td>
<td>13</td>
<td>6</td>
<td>10</td>
</tr>
<tr>
<td>Customer Base: 2.3m</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Mobile Postpaid ARPU (EUR)**

<table>
<thead>
<tr>
<th>Q1 20</th>
<th>Q2 20</th>
<th>Q3 20</th>
<th>Q4 20</th>
<th>Q1 21</th>
</tr>
</thead>
<tbody>
<tr>
<td>O₂ Postpaid ARPU (ex M2M) Postpaid ARPU</td>
<td>13.7</td>
<td>13.3</td>
<td>13.9</td>
<td>13.6</td>
</tr>
<tr>
<td>você</td>
<td>+0.8%</td>
<td>-0.2%</td>
<td>+0.3%</td>
<td>+0.4%</td>
</tr>
</tbody>
</table>

**Fixed ARPU (EUR)**

<table>
<thead>
<tr>
<th>Q1 20</th>
<th>Q2 20</th>
<th>Q3 20</th>
<th>Q4 20</th>
<th>Q1 21</th>
</tr>
</thead>
<tbody>
<tr>
<td>você</td>
<td>23.7</td>
<td>23.8</td>
<td>23.7</td>
<td>23.9</td>
</tr>
<tr>
<td>você</td>
<td>+1.5%</td>
<td>+1.7%</td>
<td>+2.4%</td>
<td>+3.4%</td>
</tr>
</tbody>
</table>
Operational trends in-tact across all revenue lines

### Revenues (EURm)

<table>
<thead>
<tr>
<th></th>
<th>Q1 20</th>
<th>Q1 21</th>
</tr>
</thead>
<tbody>
<tr>
<td>total</td>
<td>1,846</td>
<td>1,850</td>
</tr>
</tbody>
</table>

**YoY**

|       | +0.2% | +1.5%¹ |

¹ Excl. Covid-19 impacts

### Sustained revenue trends (EURm)

<table>
<thead>
<tr>
<th></th>
<th>Q1 20</th>
<th>Q2 20</th>
<th>Q3 20</th>
<th>Q4 20</th>
<th>Q1 21</th>
</tr>
</thead>
<tbody>
<tr>
<td>MSR</td>
<td>1,311</td>
<td>1,275</td>
<td>1,361</td>
<td>1,359</td>
<td>1,307</td>
</tr>
<tr>
<td>yoY</td>
<td>+2.4%</td>
<td>-0.6%¹</td>
<td>+2.0%¹</td>
<td>+1.4%¹</td>
<td>-0.3%</td>
</tr>
<tr>
<td>Handset</td>
<td>339</td>
<td>322</td>
<td>311</td>
<td>451</td>
<td>347</td>
</tr>
<tr>
<td>yoY</td>
<td>+7.7%</td>
<td>+14.4%</td>
<td>-2.1%</td>
<td>+4.4%</td>
<td>+2.3%</td>
</tr>
<tr>
<td>Fixed</td>
<td>193</td>
<td>193</td>
<td>198</td>
<td>202</td>
<td>200</td>
</tr>
<tr>
<td>yoY</td>
<td>+6.0%</td>
<td>+4.3%</td>
<td>+6.7%</td>
<td>+7.0%</td>
<td>+3.9%</td>
</tr>
</tbody>
</table>
Strong OIBDA growth
Improved revenue quality & effective C-19 cost management

Q1 21
(EURm)

OIBDA yoy  OIBDA margin
+5.5%\(^1\)  30.3%\(^1\) / +1.5 p.p.
+6.4%\(^1,2\)  30.2%\(^1,2\) / +1.4 p.p.

OIBDA\(^1\)
(EURm)

OIBDA yoy
+1.6%\(^1\)
-5.1%\(^1\)
+0.8%\(^1\)
+3.2%\(^1\)
+5.5%\(^1\)
+2.3%\(^1,2\)
+4.8%\(^1,2\)
+5.0%\(^1,2\)
+6.4%\(^1,2\)

Revenue  Other Income\(^3\)  Supplies  Personnel expenses  Other expenses\(^4\)  Exceptional effects\(^5\)  OIBDA adj. for exceptional effects
1,850  -30  -590  -140  -603  15  562

Q1 20  Q2 20  Q3 20  Q4 20  Q1 21
532  552  595  639  562

\(^1\) Adjusted for exceptional effects  \(^2\) Excl. Covid-19 impacts  \(^3\) Adjusted for capital gains/losses related with the sale of assets  \(^4\) Mainly restructuring expenses  \(^5\) Includes exceptional effects, Group fees and impairment losses in accordance with IFRS 9
Q1 Free Cash Flow dynamics reflect usual seasonality
Solid financial position

![Diagram showing cash flow dynamics and financial position](image)

Leverage: 1.4x

1. Excluding additions from capitalised right-of-use assets and investments in spectrum
2. FCF pre dividends & spectrum payments is defined as the sum of cash flow from operating activities & cash flow from investing activities
3. Net financial debt includes current and non-current interest-bearing financial assets and interest-bearing liabilities as well as cash and cash equivalents and excludes payables for spectrum
4. Leverage ratio is defined as net financial debt divided by the OIBDA for the last twelve months adjusted for exceptional effects
Benefitting from **strong financial position as of 31 March 2021**

**Net Financial Debt**
- Committed to maintain [Fitch BBB investment grade rating](#)
- Leverage limit for current rating: **1.4x**
  - 31.12. 2020: 3,168
  - 31.03. 2021: 3,405

**Leverage 1.1x headroom**

**Financing and Interest Mix**
- **Money Market**: 119
  - Synd. Loan: 750, 17%
  - Bilateral RCFs: 610, 17%
  - Bonds: 1,100, 18%
  - EIB: 783, 14%
  - Telfisa: 454, 11%

**Float 36%**

**Liquidity Position**
- Cash and Cash Equivalents: 1,123
- Undrawn RCF's/Loans, Ext. Overdraft: 2,214
- Liquidity: 3,337

**Maturity Profile**
- 2021: 1123
- 2022: 404
- 2023: 75
- 2024: 215
- 2025: 338
- 2026-2029: 704
- 2030+: 152
- Bonds: 97

---

**All numbers in EURm**

1. Interest mix excludes undrawn facilities
2. Maturity profile excludes undrawn facilities
Solid start into the year with good operational & financial performance
Confirming FY21 outlook

**Good Q1 operational & financial performance**
Full quarter of hard lockdown weighs on physicals & roaming with some offsetting OIBDA factors

**Operational trends in-tact across all revenue lines**
Continued core business momentum

**Strong OIBDA growth**
Supported by revenue mix & effective C-19 cost management

**FCFaL dynamics with usual seasonality**
Leverage with comfortable headroom to BBB-rating

**Solid B/S, strong liquidity position and ability to generate FCF growth**
Dividend proposal of EURc 18 per share for FY20 to AGM on 20 May
Confirming FY21 outlook – building on operational & financial momentum
Supported by network equalisation and historic low churn

<table>
<thead>
<tr>
<th>Revenues</th>
<th>FY21 outlook(^1)</th>
<th>Flat to slightly positive</th>
</tr>
</thead>
<tbody>
<tr>
<td>OIBDA(^2)</td>
<td>Broadly stable to slightly positive</td>
<td></td>
</tr>
<tr>
<td>C/S</td>
<td>17-18%</td>
<td></td>
</tr>
</tbody>
</table>

**Mid-term guidance**

- **Cumulated growth of min. 5%**
  - Actuals Q1 21: \(+0.2\%\)\(^3\)

- **Ongoing margin improvement**
  - Actuals Q1 21: \(+5.5\%\)\(^3\)

- **Investment for growth programme**
  - C/S >17-18\% in 2020
  - Peaking b/w 17-18\% in 2021, normalising toward YE 2022

---

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

We look forward to hearing from you!

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Well ranked in most important sustainability ratings as well as indices

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

Status: May 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 4G</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**

1&1 Drillisch
Telefónica Deutschland
Vodafone
Deutsche Telekom

<table>
<thead>
<tr>
<th>Frequencies</th>
<th>700 MHz</th>
<th>800 MHz</th>
<th>900 MHz</th>
<th>1,500 MHz SDL</th>
<th>1,800 MHz</th>
<th>2,100 MHz1</th>
<th>2,600 MHz</th>
<th>2,600 MHz TDD</th>
<th>3,500 MHz TDD</th>
</tr>
</thead>
</table>

1 From 2021, additional 19.2 MHz TDD
From 1 January 2026: 1&1 Drillisch: 2x10 MHz; Telefónica Deutschland Group: 2x10 MHz; Vodafone: 2x20 MHz; Deutsche Telekom: 2x20 MHz
**Revenue structure [EUR]**

- **Q1 20**: 1,846 (Fixed), 193 (Handset), 339 (MSR), 1,311 (Other revenues)
- **Q2 20**: 1,790 (Fixed), 193 (Handset), 322 (MSR), 1,275 (Other revenues)
- **Q3 20**: 1,873 (Fixed), 198 (Handset), 311 (MSR), 1,361 (Other revenues)
- **Q4 20**: 2,023 (Fixed), 202 (Handset), 451 (MSR), 1,359 (Other revenues)
- **Q1 21**: 1,850 (Fixed), 200 (Handset), 347 (MSR), 1,307 (Other revenues)

**OIBDA¹ [EUR]**

- **Q1 20**: 532.4 (OIBDA adj. for exceptional effects)
- **Q2 20**: 552.4
- **Q3 20**: 595.2
- **Q4 20**: 639.3
- **Q1 21**: 561.5

**OpEx split² [EUR]**

- **Q1 20**: 1,348 (Supplies), 1,266 (Personnel expenses), 1,333 (Other)
- **Q2 20**: 1,336 (Supplies), 1,333 (Personnel expenses), 1,333 (Other)
- **Q3 20**: 1,442 (Supplies), 1,442 (Personnel expenses), 1,442 (Other)
- **Q4 20**: 1,333 (Supplies), 1,333 (Personnel expenses), 1,333 (Other)
- **Q1 21**: 1,333 (Supplies), 1,333 (Personnel expenses), 1,333 (Other)

**CapEx³ [EUR]**

- **Q1 20**: 224
- **Q2 20**: 251
- **Q3 20**: 251
- **Q4 20**: 368
- **Q1 21**: 228

---

¹ Adjusted for exceptional effects
² Includes impairment losses in accordance with IFRS 9
³ Excluding additions from capitalised right-of-use assets
Mobile KPIs

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

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q1 20</th>
<th>Q2 20</th>
<th>Q3 20</th>
<th>Q4 20</th>
<th>Q1 21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>188</td>
<td>158</td>
<td>261</td>
<td>435</td>
<td>220</td>
</tr>
</tbody>
</table>

Prepaid net adds [k]

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q1 20</th>
<th>Q2 20</th>
<th>Q3 20</th>
<th>Q4 20</th>
<th>Q1 21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>-407</td>
<td>-366</td>
<td>-208</td>
<td>-247</td>
<td>-109</td>
</tr>
</tbody>
</table>

Mobile customer base [k]

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q1 20</th>
<th>Q2 20</th>
<th>Q3 20</th>
<th>Q4 20</th>
<th>Q1 21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Postpay ex M2M</td>
<td>43,647</td>
<td>43,517</td>
<td>44,032</td>
<td>44,275</td>
<td>44,428</td>
</tr>
<tr>
<td>Prepay</td>
<td>22,727</td>
<td>22,885</td>
<td>23,146</td>
<td>23,581</td>
<td>23,801</td>
</tr>
<tr>
<td>M2M</td>
<td>19,689</td>
<td>19,323</td>
<td>19,531</td>
<td>19,283</td>
<td>19,175</td>
</tr>
</tbody>
</table>

LTE customer base [m]

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q1 20</th>
<th>Q2 20</th>
<th>Q3 20</th>
<th>Q4 20</th>
<th>Q1 21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>25.2</td>
<td>25.3</td>
<td>26.6</td>
<td>26.5</td>
<td>26.7</td>
</tr>
</tbody>
</table>
Mobile KPIs

Postpaid ARPU ex M2M [EUR]

<table>
<thead>
<tr>
<th>Quarter</th>
<th>ARPU [EUR]</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>Q1 21</td>
<td>13.2</td>
</tr>
</tbody>
</table>

Prepaid ARPU [EUR]

<table>
<thead>
<tr>
<th>Quarter</th>
<th>ARPU [EUR]</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>Q1 21</td>
<td>6.0</td>
</tr>
</tbody>
</table>

Churn rate [%]

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Churn Rate [%]</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 20</td>
<td>-1.5%</td>
</tr>
<tr>
<td>Q2 20</td>
<td>-1.4%</td>
</tr>
<tr>
<td>Q3 20</td>
<td>-1.4%</td>
</tr>
<tr>
<td>Q4 20</td>
<td>-1.3%</td>
</tr>
<tr>
<td>Q1 21</td>
<td>-1.3%</td>
</tr>
</tbody>
</table>

Graph showing churn rate for Q1 20 to Q1 21, with O₂ postpaid and Total postpaid (ex M2M) rates.
## O₂ Free unlimited portfolio

<table>
<thead>
<tr>
<th>Plan</th>
<th>Max. Speed</th>
<th>Network</th>
<th>VOICE/SMS flat</th>
<th>EU Roaming</th>
<th>Monthly fee 24/m contract</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>O₂ Free Unlimited Basic</strong></td>
<td>2 MBit/s</td>
<td>4G</td>
<td>Yes</td>
<td>Yes</td>
<td>29.99</td>
</tr>
<tr>
<td><strong>O₂ Free Unlimited Smart</strong></td>
<td>10 MBit/s</td>
<td>4G / 5G</td>
<td>Yes</td>
<td>Yes</td>
<td>39.99</td>
</tr>
<tr>
<td><strong>O₂ Free Unlimited Max</strong></td>
<td>300 Mbit/s</td>
<td>4G / 5G</td>
<td>Yes</td>
<td>Yes</td>
<td>49.99</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><strong>Data volume</strong></td>
<td>3 GB</td>
<td>20 GB</td>
<td>60 GB</td>
</tr>
<tr>
<td><strong>Max. Speed</strong></td>
<td>225 Mbit/s</td>
<td>225 Mbit/s</td>
<td>300 Mbit/s</td>
</tr>
<tr>
<td><strong>Network</strong></td>
<td>4G</td>
<td>4G</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>19.99</strong></td>
<td><strong>29.99</strong></td>
<td><strong>39.99</strong></td>
</tr>
</tbody>
</table>

- **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></th>
<th>DSL</th>
<th>VDSL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 20</td>
<td>36</td>
<td>25</td>
</tr>
<tr>
<td>Q2 20</td>
<td>41</td>
<td>13</td>
</tr>
<tr>
<td>Q3 20</td>
<td>34</td>
<td>6</td>
</tr>
<tr>
<td>Q4 20</td>
<td>35</td>
<td>10</td>
</tr>
<tr>
<td>Q1 21</td>
<td>-11</td>
<td>-28</td>
</tr>
</tbody>
</table>

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 20</td>
<td>1,688</td>
<td>2,232</td>
</tr>
<tr>
<td>Q2 20</td>
<td>1,729</td>
<td>2,245</td>
</tr>
<tr>
<td>Q3 20</td>
<td>1,762</td>
<td>2,252</td>
</tr>
<tr>
<td>Q4 20</td>
<td>1,798</td>
<td>2,261</td>
</tr>
<tr>
<td>Q1 21</td>
<td>1,807</td>
<td>2,254</td>
</tr>
</tbody>
</table>

Fixed retail ARPU [EUR]

<p>| | | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 20</td>
<td>23.7</td>
<td>23.8</td>
<td>23.7</td>
<td>23.9</td>
</tr>
<tr>
<td>Q2 20</td>
<td>23.7</td>
<td>23.8</td>
<td>23.7</td>
<td>23.9</td>
</tr>
<tr>
<td>Q3 20</td>
<td>23.9</td>
<td>23.9</td>
<td>23.9</td>
<td>23.9</td>
</tr>
<tr>
<td>Q4 20</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1 21</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
# O₂ my Home portfolio

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

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

Note: The table above shows the differences in speed, voice flat, and optional HomeBox offerings for O₂ my Home S, M, L, and XL plans. The monthly fees are indicated in euros.
Telefónica Deutschland