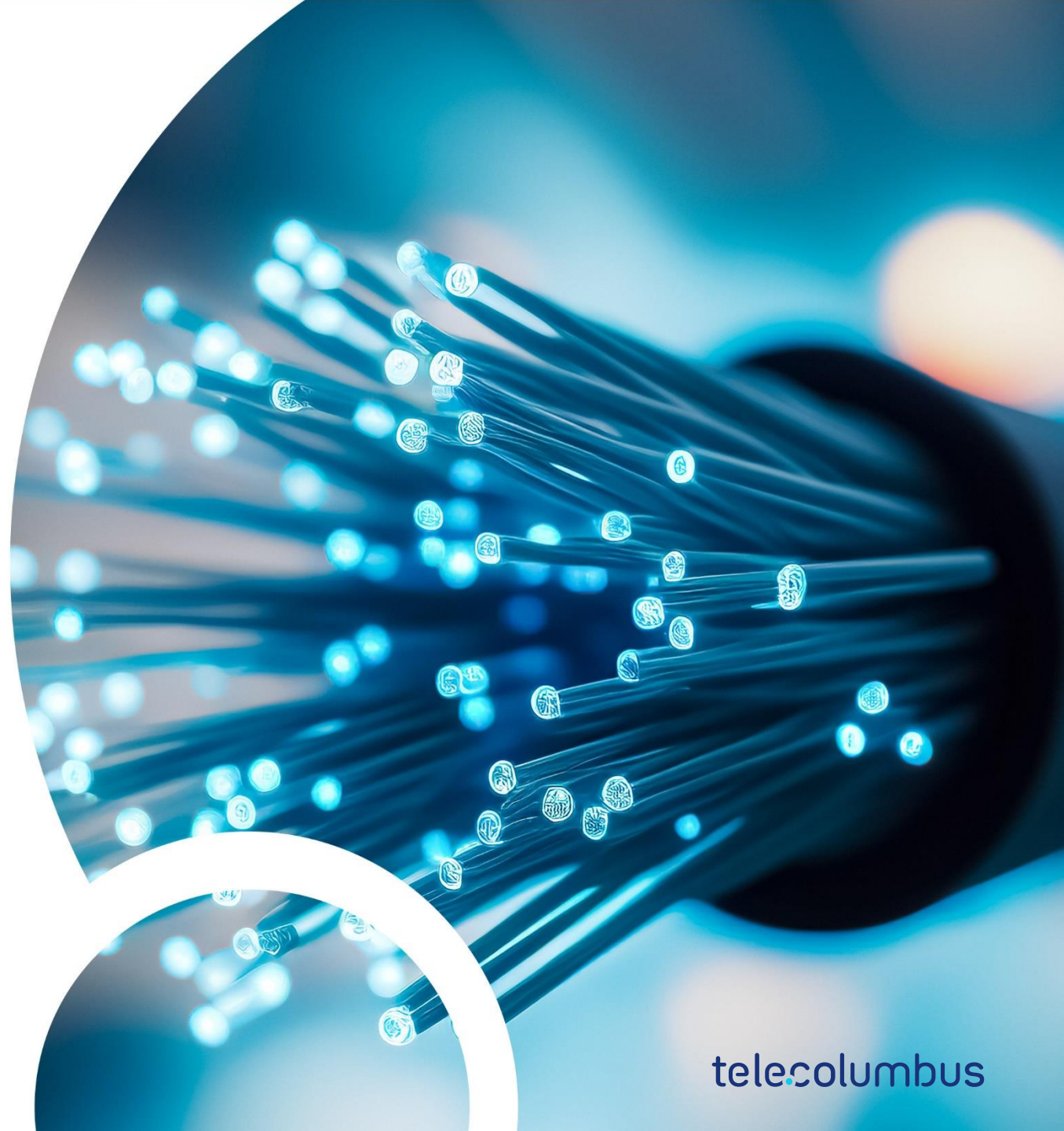


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Q3 2024 Results Presentation

November 25, 2024



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Key messages

Key Messages – Q3 and 9M 2024.

Operational

- Again outstanding IP sales.
 - TC is still fastest growing IP operator in Germany with net adds increase YoY of 113% and 19% revenue growth.
 - Ongoing shift towards higher bandwidths with more than 50% of gross adds opting for 500 Mbit/s & more.
 - Slightly lower 3P-shares in line with expectations after strong 3P push in light of TV migration.
 - After migrations, 49% retained TV customers expected at end of period 2024.
 - Becoming more and more a 3P provider with ~2.2 RGUs per unique subscriber.
-

Financial

- Revenues down to EUR 325.0m; One-off regulatory TV losses due to bulk migrations not yet compensated by increasing IP and stable B2B revenues.
 - Reported EBITDA down to EUR 105.4m, strongly impacted by non-recurring activities - completed A&E transaction, TV bulk migration and NetCo-ServCo transformation.
 - Normalised EBITDA stable YoY at EUR 141.6m despite TV bulk revenue losses.
 - CapEx excluding leasing increased by 19% YoY to EUR 146.1m mainly driven by investments into growth of consumer business (CPEs and commissions) and network infrastructure.
-

Liquidity

- Cash position of EUR 58.4m as of September 30, 2024. Undrawn Shareholder Loan of EUR 105m.
 - Liquidity position is better than originally planned primarily due to strict capital allocation/investments and improvements in net working capital.
-

02

Operational Update
& KPIs

We have achieved a lot in the first nine months of 2024 and are setting the course for a successful 2025.



Strong IP performance continues.



FTTH penetration shows great uplift in housing upgrade segment.



Continued efforts to managing regulatory Bulk TV migration.

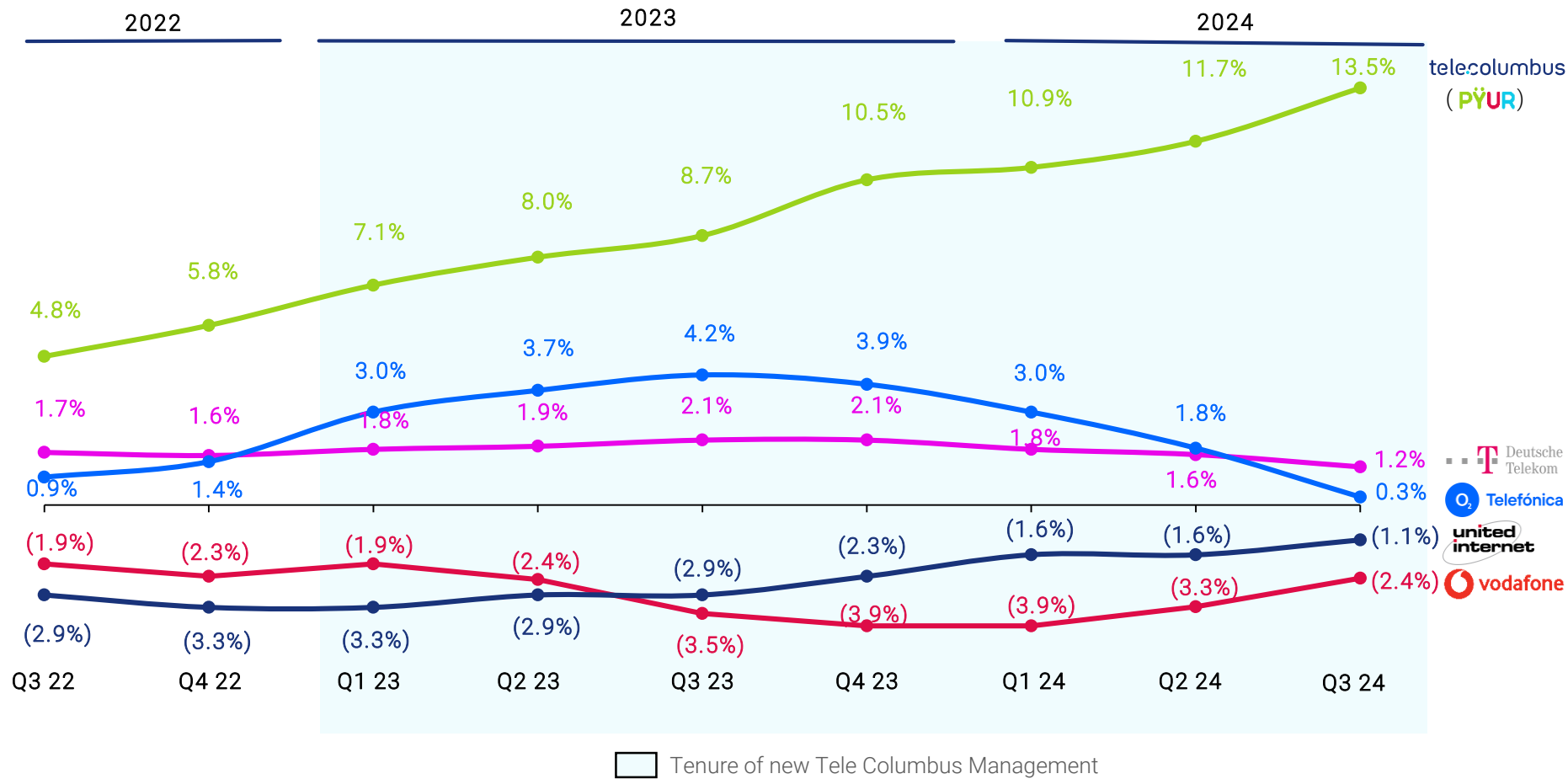


NetCo-ServCo-Separation completed.



Fastest growing IP Operator in Germany with continued acceleration in Q3 24.

Subscriber Base – YoY Growth



- Best-in-class IP growth rate with increasing gap to competitors since Q3 2023.
- Strong growth since 2022 with increase of 13.5% YoY in Q3 2024.
- Acceleration of Q3 2024 growth a result of successful IP cross-selling during TV bulk migration (with contract start 1 July, 2024).

Source: Company filings

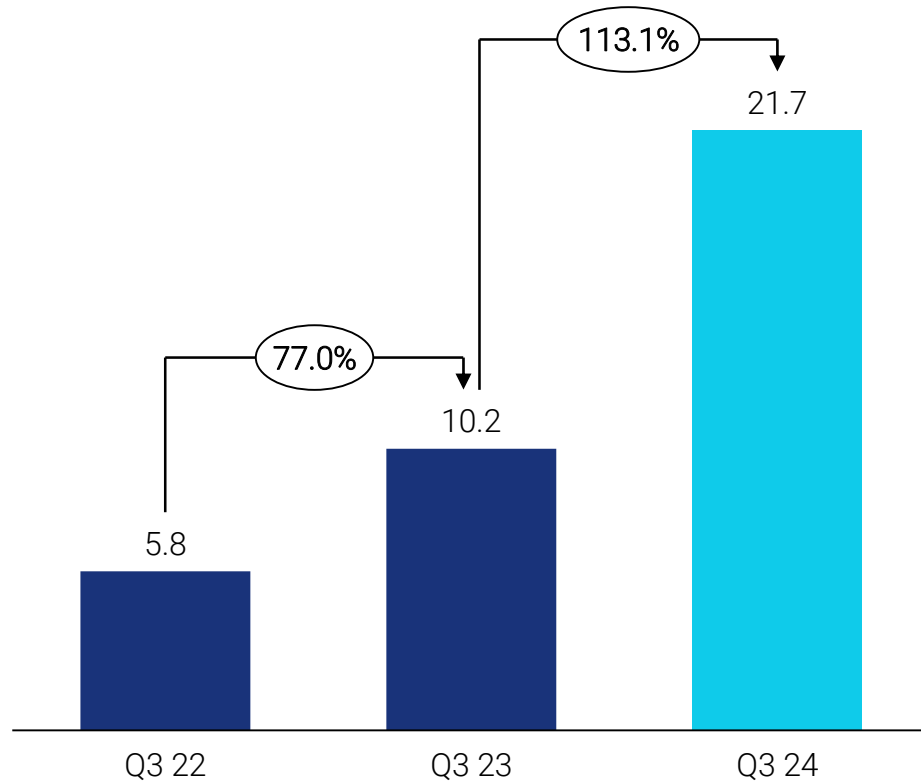
Notes: (1) Internet Retail Individual Group. Excluding bulk Internet RGU with bandwidth <1Mbit/s and ARPU EUR <0.25.



Strong double digit IP Revenue Growth continuous.

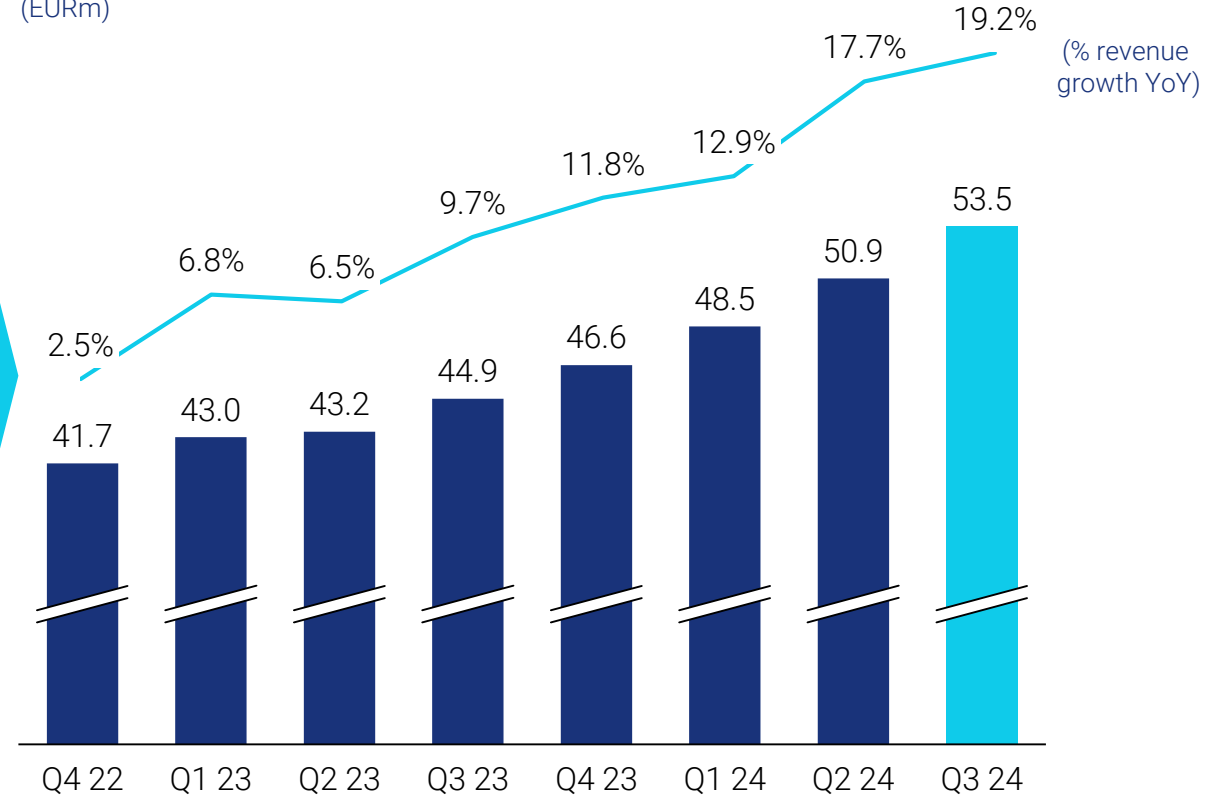
Net Adds⁽¹⁾

(k)



Continuous Growth in Internet & Telephony Revenue⁽²⁾

(EURm)

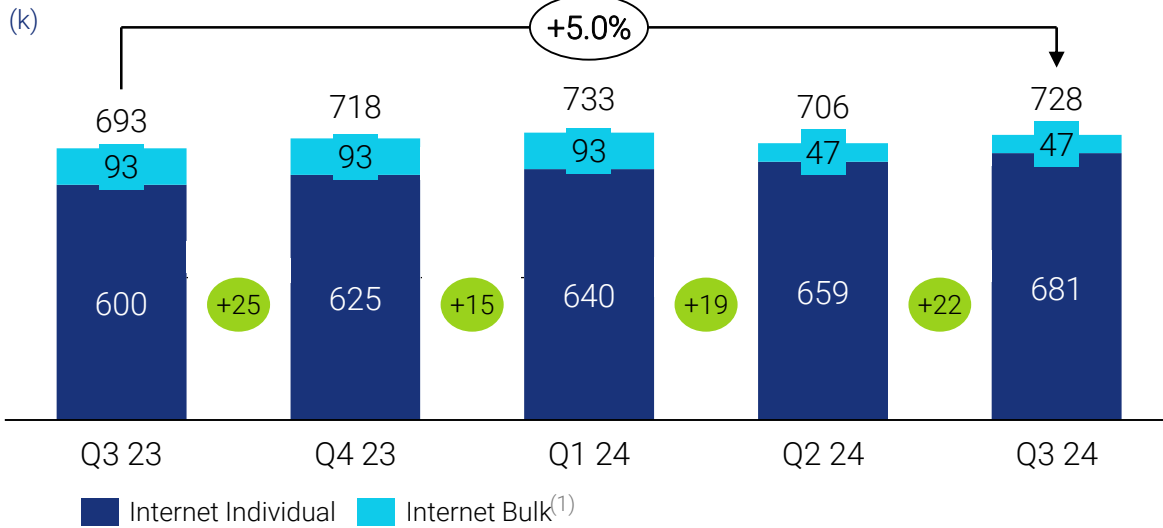


Notes: (1) Net adds excluding bulk Internet RGU with bandwidth <1Mbit/s and ARPU EUR <0.25 . Rounding differences may occur. (2) Revenues Internet & Telephony now includes IP Hardware and Wholesale.



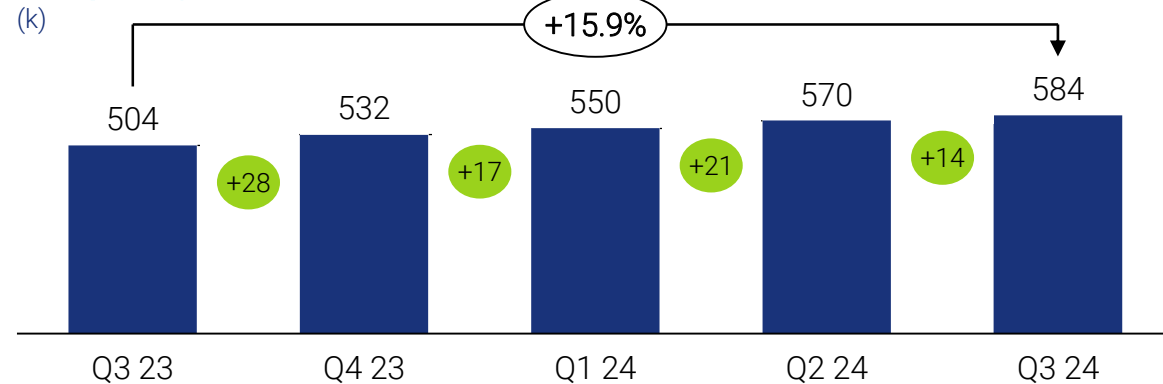
Strong IP Performance with Individual contracts.

Internet RGU



- Sustainable growth of Individual IP RGU base continues in Q3 2024.
- With 71k Internet RGUs in our 157k FTTH homes connected footprint, we already see a higher penetration in fiber (45%) vs. coax (27%), supporting our roll-out strategy.
- Portfolio adjustment (all IP products now incl. telephone line with fixed net flat rate).

Telephony RGU



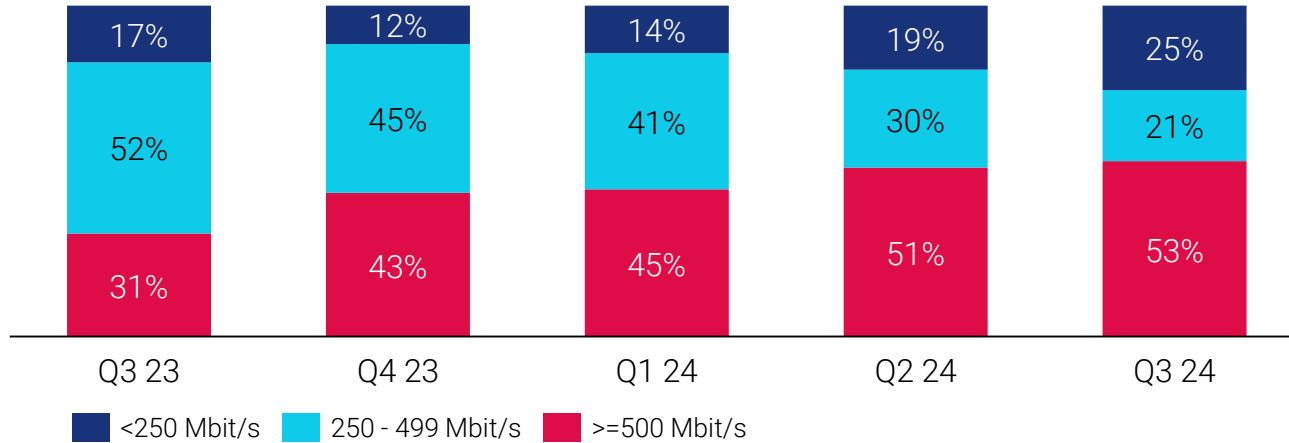
Notes: (1) Internet bulk RGU have bandwidth <1 Mbit/s and ARPU EUR <0.25.



Trend towards bandwidths ≥ 500 Mbit/s continues.

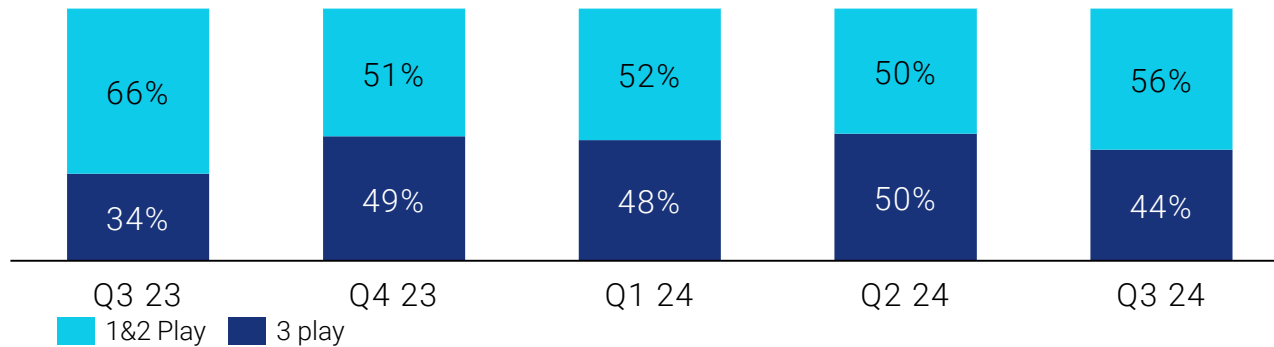
Gross adds⁽¹⁾

Ordered bandwidth as % of total gross adds, rounding differences might occur



Net Sales⁽¹⁾

Bundle mix (%)



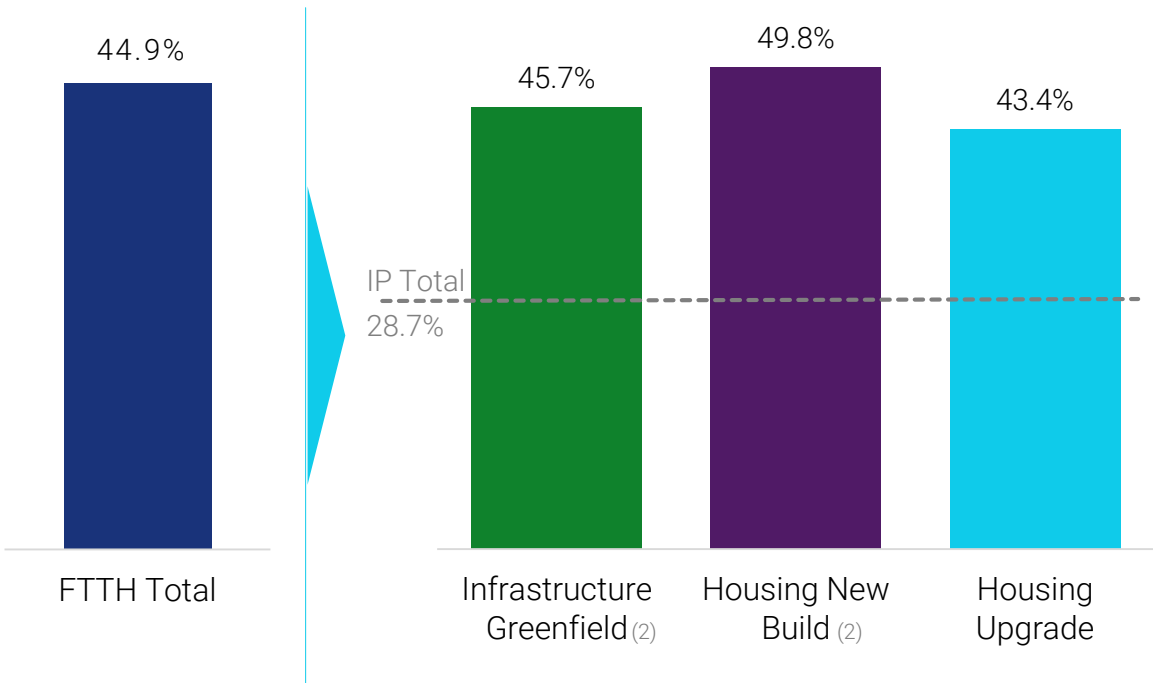
- Demand for bandwidths in mid tier slightly decreased because of sales campaigns with 100Mbit/s entry-level product.
- Following the trend in previous quarters, more than 50% of all new customers chose 500 Mbit/s or more.
- 3-Play share decreased in line with expectations after strong 3P activities in light of bulk TV migration activities.

Notes: (1) Internet Retail Individual migrated entities. Excluding bulk Internet RGU with bandwidth <1Mbit/s and ARPU EUR <0.25.



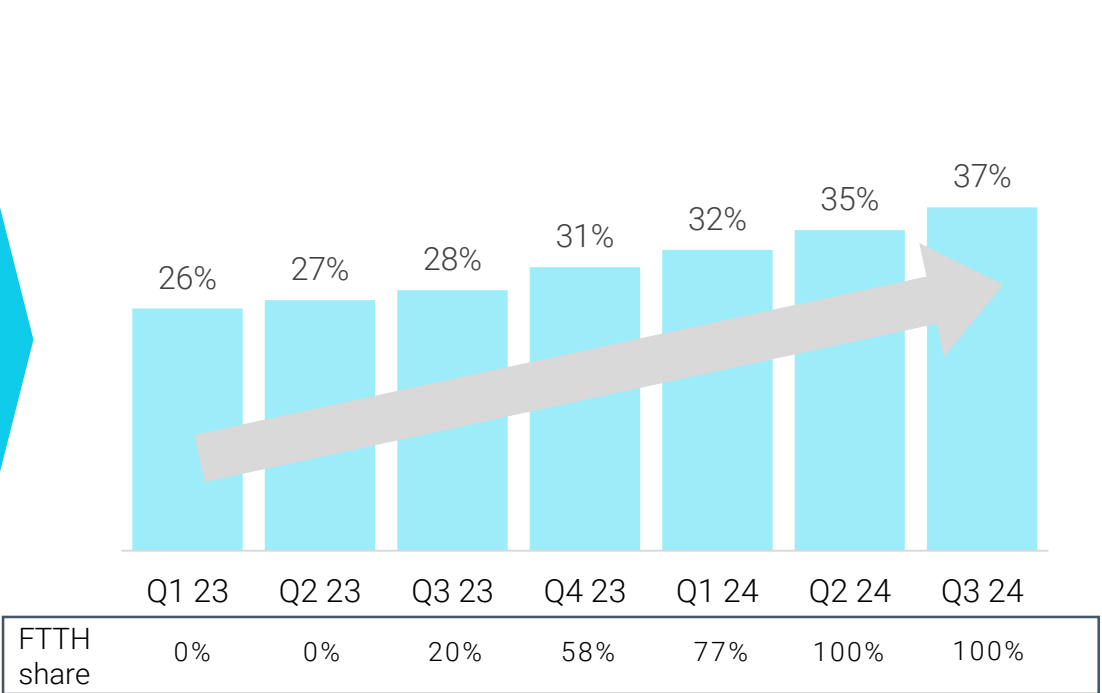
Strong IP penetration in FTTH footprint – accelerated performance in segment „Housing upgrades“.

FTTH per September 24 overall per segment⁽¹⁾



Deep Dive Housing Upgrade projects

Cohorts of 34k HC upgraded from 07/2023 to 06/2024⁽¹⁾

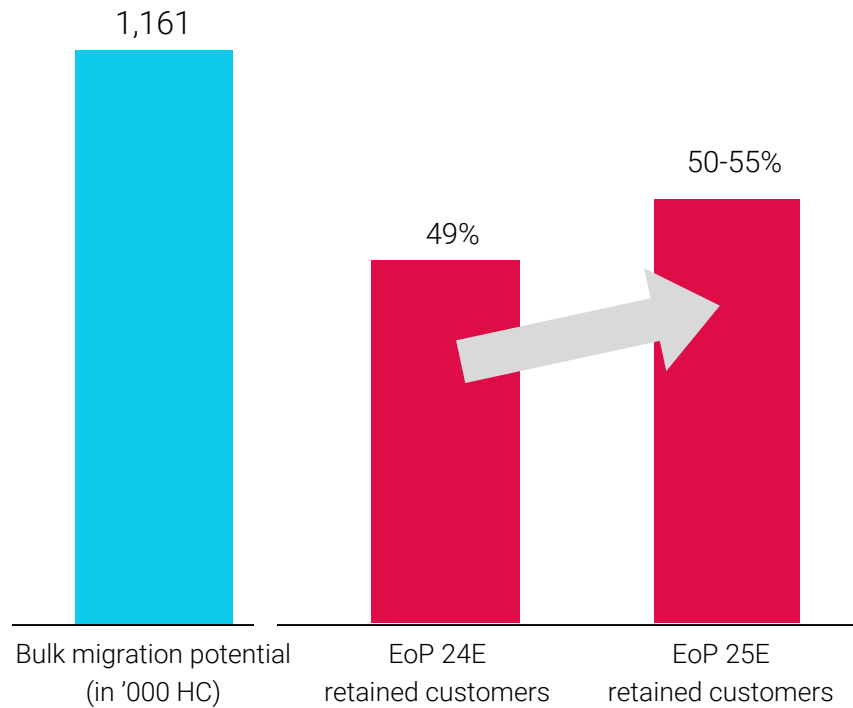
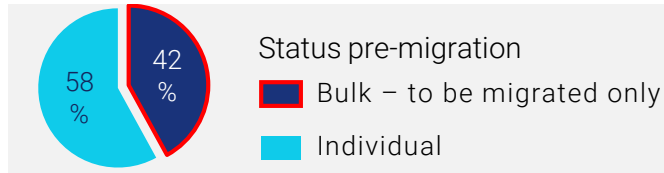


Notes: (1) Internet Individual (Retail and Wholesale) migrated entities. Excluding bulk Internet RGU with bandwidth <1Mbit/s and ARPU EUR <0.25.
 (2) Average penetration. Completed projects, e.g. 24 months after changeover date, show penetration >75%.



Retained customers already on current market levels - measures in place throughout 2025 to further improve.

Homes connected
In k units

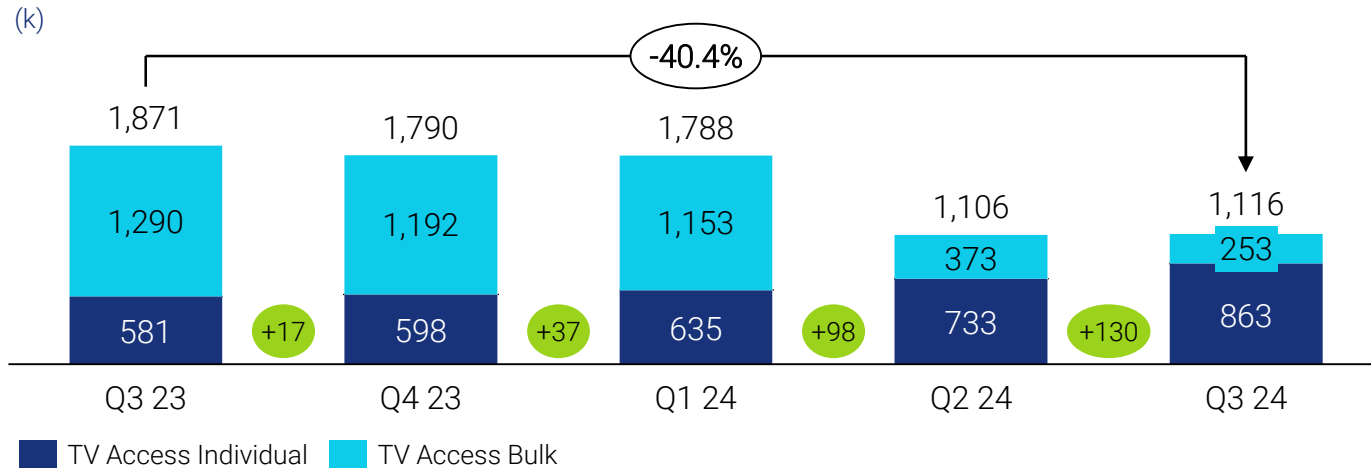


- Individual TV contracts **delayed**, but not lost.
- **Retained** TV customers planned >50% EoP 2025.
- Permanent **direct sales** approach.
- **3P share** throughout continued IP growth.
- **Direct relationship** of TV customers leads to base and upsell management.
- Using **SD switch off** by public broadcaster (ARD/ZDF) in 2025 as additional sales push.
- **Hard disconnects** throughout 2024/2025.

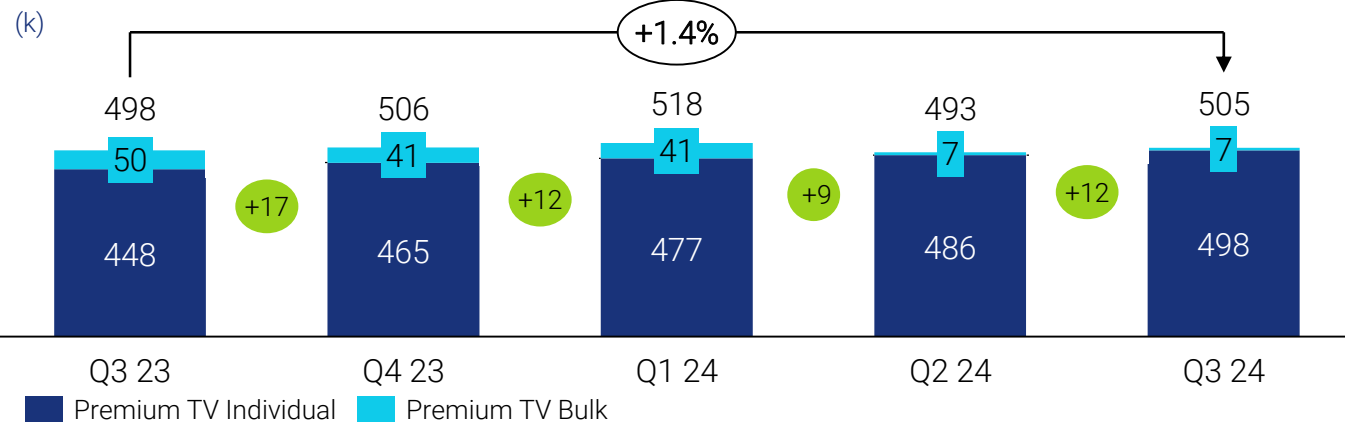


Bulk RGU base still impacted by migrations. Individual RGU benefit but full effect expected during upcoming months.

TV Access RGUs



Premium TV RGUs



TV Access





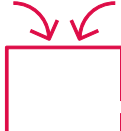





- Q3 2024 performance still impacted by bulk migrations. Increase of Individual contracts will continue to partially offset the decline in bulk contracts over time as additional sales measures take place. Individual net adds without bulk migrations improved from -21k in first 9m of 2023 to +/-0 in 2024.

Premium TV

- Increasing RGU base YoY in the light of bulk migrations.



The split of Tele Columbus into a NetCo and ServCo has been completed.

Key deliverables of Transformer		Status
	Simplification Reduction from 35 to 15 subsidiaries (excl. Minorities) / 20 subsidiary companies dissolved.	100% achieved by 31August, 2024 
	Separation Spin-off of the ServCo-relevant TC parts into distinct ServCo entities.	100% achieved by 31August, 2024 
	Migration Migration of 2.9m customers (B2C/B2B) into the respective NetCo and ServCo entities.	100% of customer migrated 
	Intercompany Agreements Update and adjustment of all relevant operational agreements between NetCo and ServCo.	100% up and running 
	Master Service Agreement Commercial agreement between NetCo and ServCo (term-sheet and full contract).	100% MSA signed 



The separation brings short term and long term benefits.



Reduction of complexity enabling operational efficiencies.



Transparency, focus and accountability.



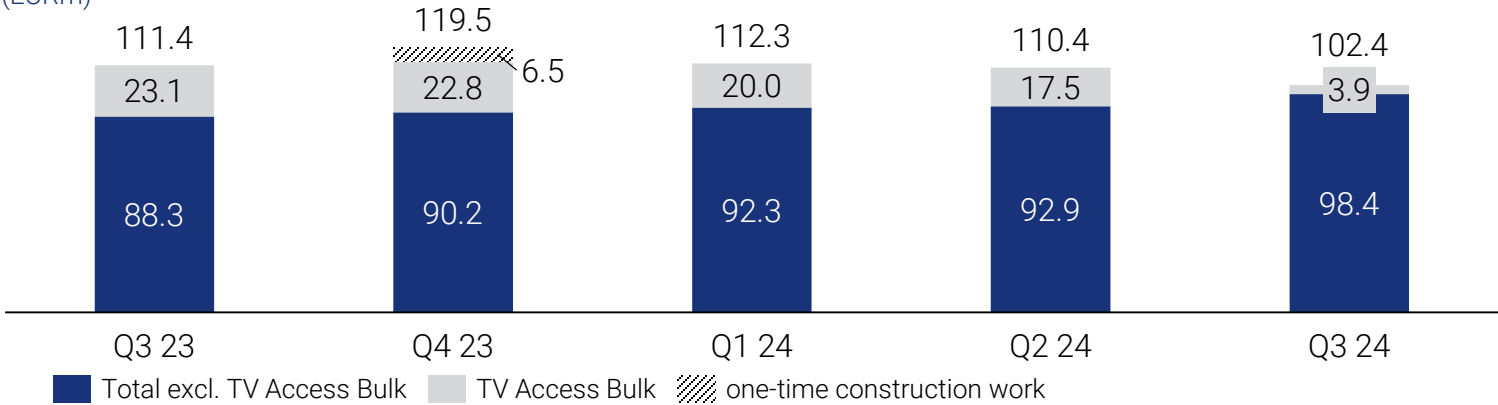
Strategic flexibility for future financing and monetisation.

03

Financial Performance

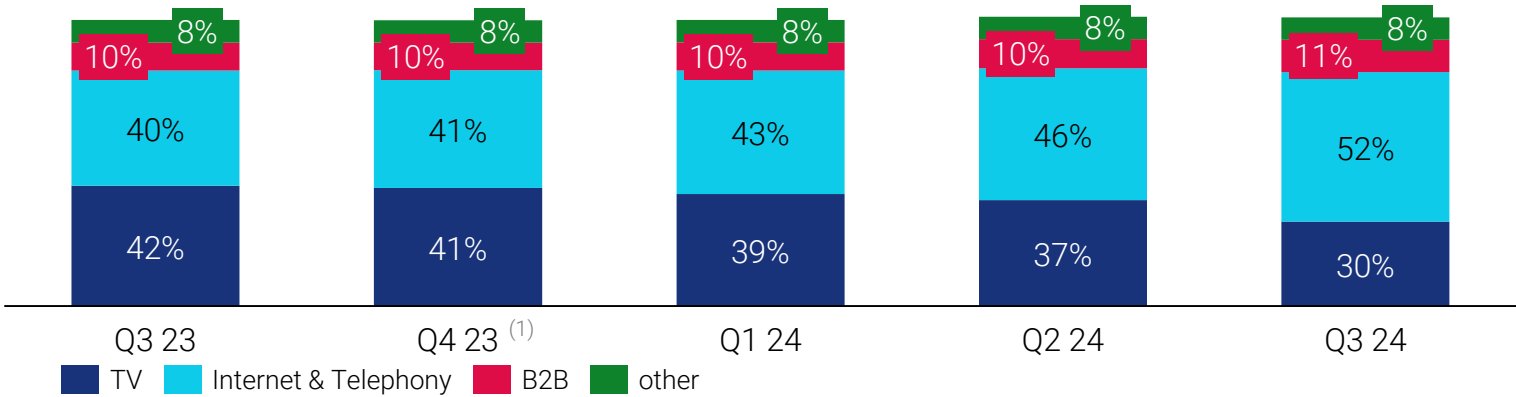
Increasing Revenue without TV Bulk. IP revenues now above 50%.

Revenue (EURm)



- Revenues excluding TV Access Bulk steadily increasing but not yet off-setting bulk losses.

Revenue Composition

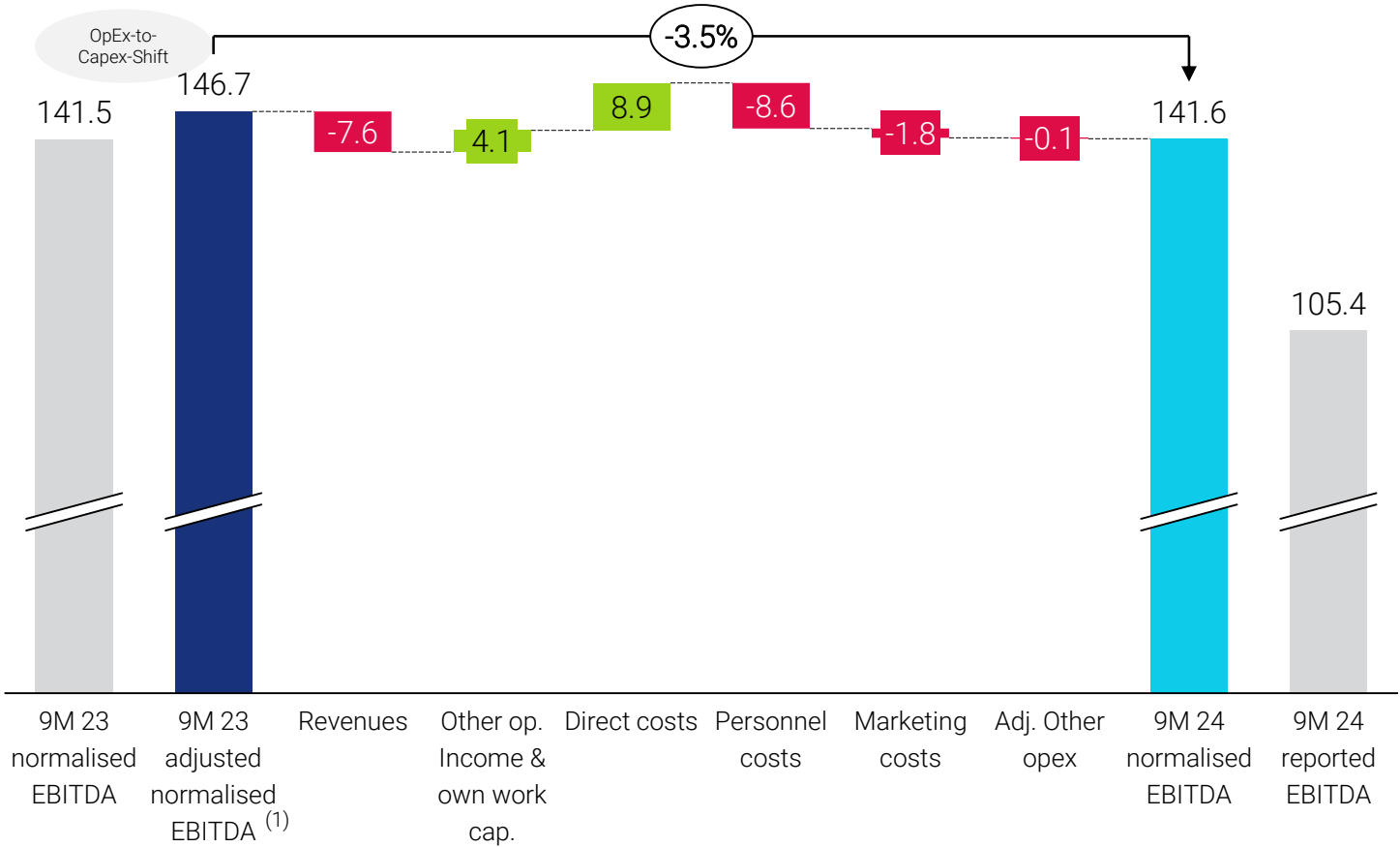


- Internet & Telephony revenue share growing quarter by quarter, now above 50% after TV bulk drop.

Notes: (1) Excluding one-time construction work (EUR 6.5m).

Reported EBITDA impacted by non-recurring expenses - Normalised EBITDA slightly down vs. adjusted 9M 2023.

Normalised EBITDA (EURm)



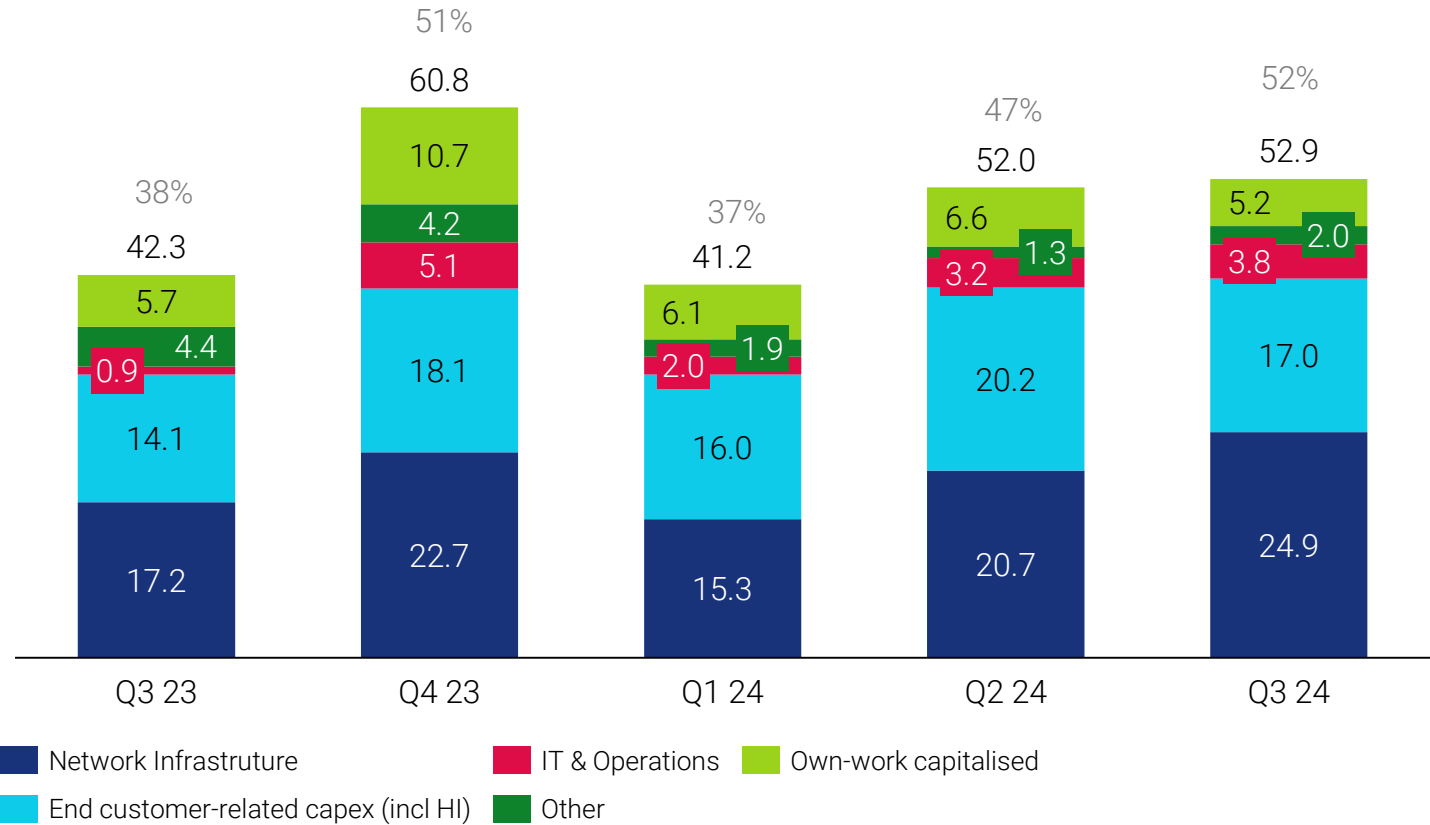
- Operating Revenues down, strongly impacted by bulk migrations.
- Other operating income higher because of one time effects.
- Direct Cost lower mainly impacted by signal fees.
- Personnel cost increased due to more FTEs on payroll and salary increases.
- Higher marketing expenses due to sales promotion campaigns, which led to higher net sales.
- Reported EBITDA dropped significantly. Non-recurring expenses mainly in relation to completion of A&E transaction, TV bulk migration and transformation activities.

Notes: (1) Including linear distributed cost effect of change in interpretation of accounting guidance in Dec 2023.

CapEx Levels – Q3 25% increase YoY – maintaining continuous growth level

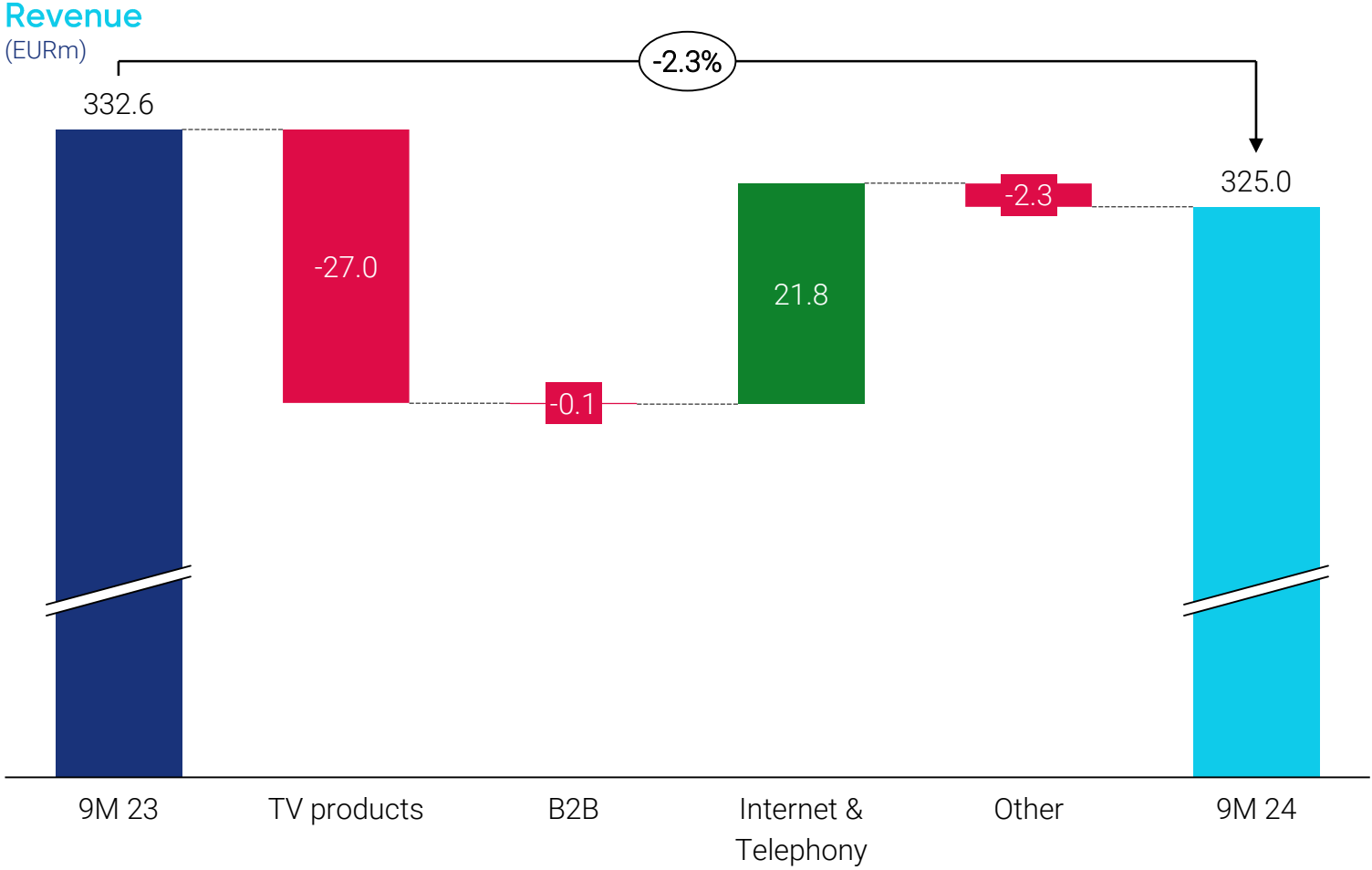
CapEx excl. Leasing

(EURm)
CapEx as % of Revenue



- **CapEx development:** continuous YoY increase driven by higher invest connected to end-customer business and fiber deployment.
- **Network infrastructure investments:** Significantly higher than 2023, mainly driven by fiber roll-out. Normal seasonality of construction projects with Q3 and Q4 confirmed.
- **End customer- related CapEx:** Higher commissions and CPE due to gross adds development.
- **IT & Operations:** IT investments slightly increase after focus on transformation activities in H1 24.

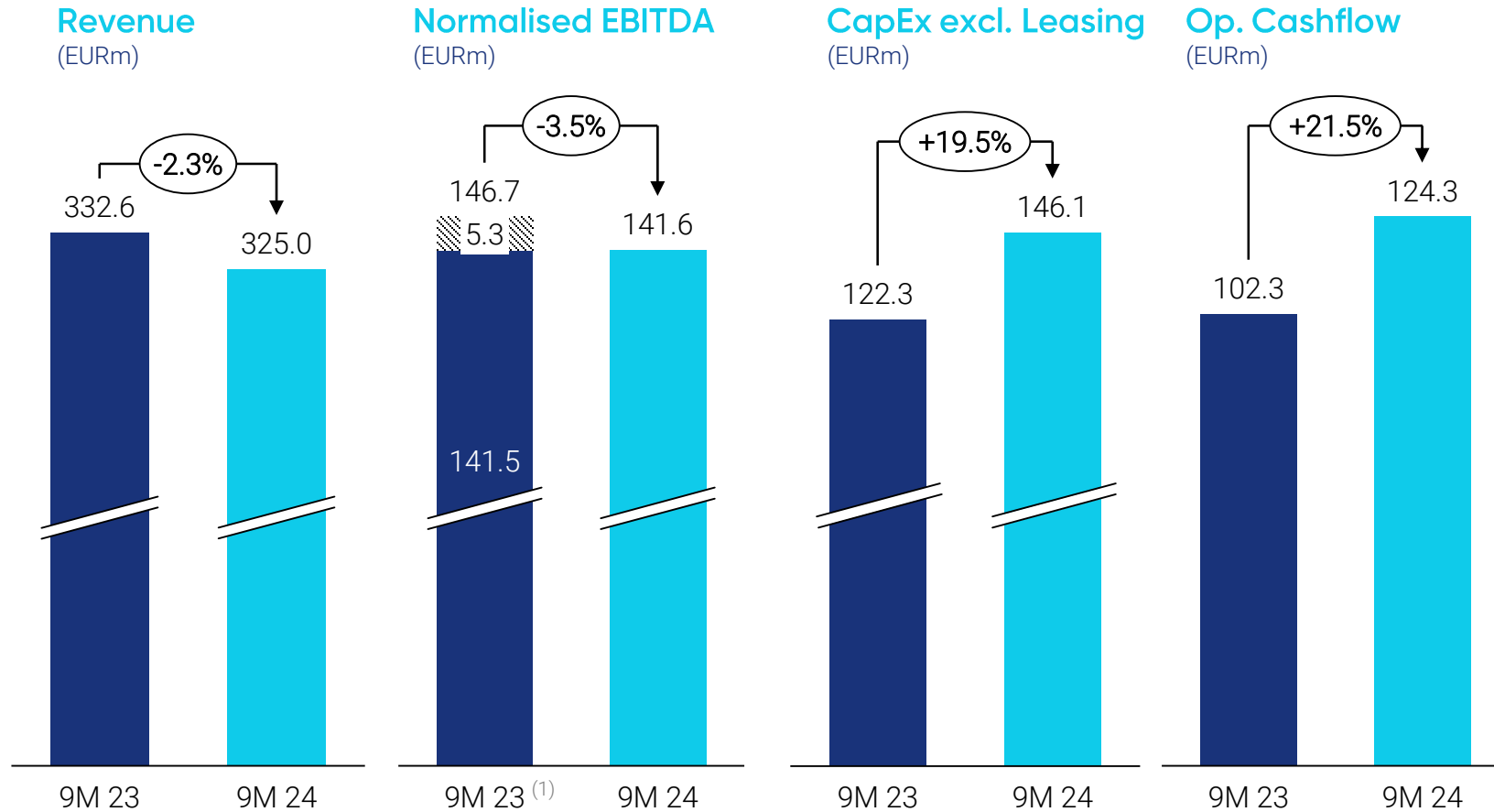
Decline in TV revenues due to bulk migration impact. Continued strong growth of internet revenues.



- TV revenues declined due to bulk migration and not fully offset by strong Internet & Telephony growth and increasing hardware & Wholesale revenues.
- B2B mainly flat.
- Other revenues driven by reduced interconnection fees according to Marienfeld churn in April 2024 (almost no EBITDA impact).

Notes: Internet & Telephony contains revenues Retail, Wholesale and Hardware.

9M performance in the light of bulk migration and transformation.



- Slightly declining revenues. Impact from increasing TV loss due to bulk migration in Q3 not yet fully offset by Individual revenue increase and IP growth.
- Normalised EBITDA operationally broadly stable YoY, slightly down vs. adjusted EBITDA.
- Investments in network and customer related CapEx excl. leasing significantly higher YoY. Slightly lower than previously expected to offset pressure on top line and EBITDA.
- Operating Cashflow strongly improved due to strict capital allocation as well as positive networking capital impacts.

Notes: (1) Including linear distributed cost effect of change in interpretation of accounting guidance in Dec 2023.

04

Q&A

Thank you

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