

Agenda

Introduction

1. Highlights

2. Business review

3. Financial results

Questions & answers

Appendix

Louis Schmid, IR

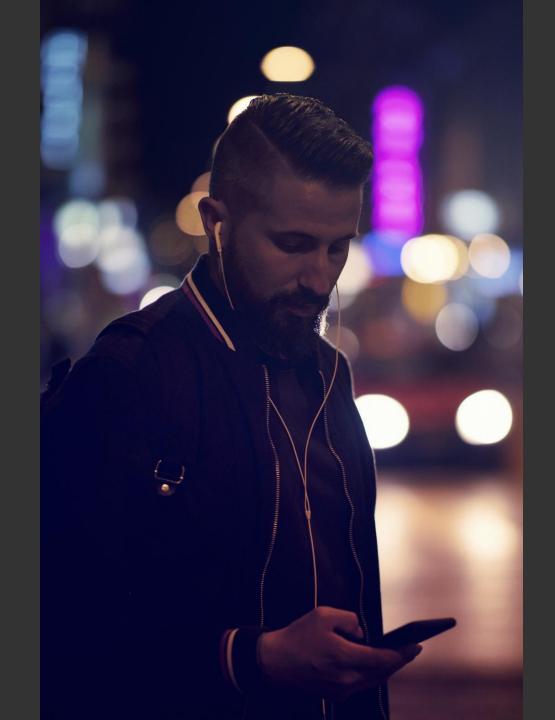
Urs Schaeppi, CEO

Urs Schaeppi, CEO

Eugen Stermetz, CFO

all





Highlights



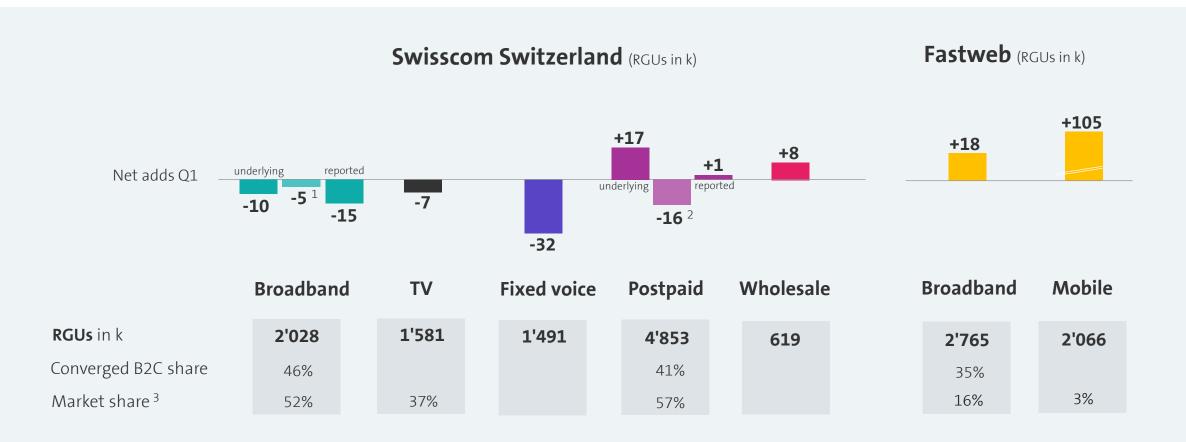
Q1 achievements





Q1 market performance

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



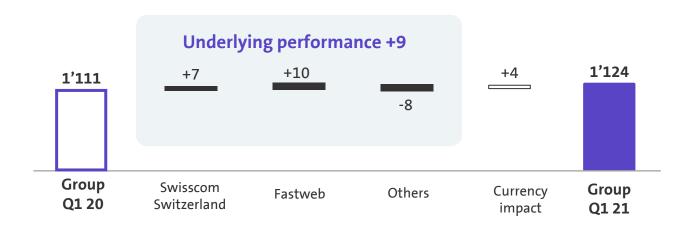


Q1 financial performance

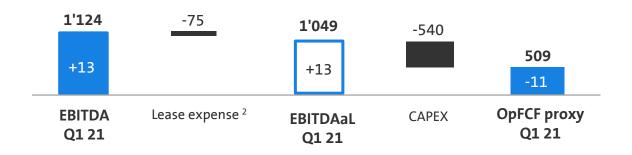
Robust set of results. Net income +62% YOY driven by one-offs

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

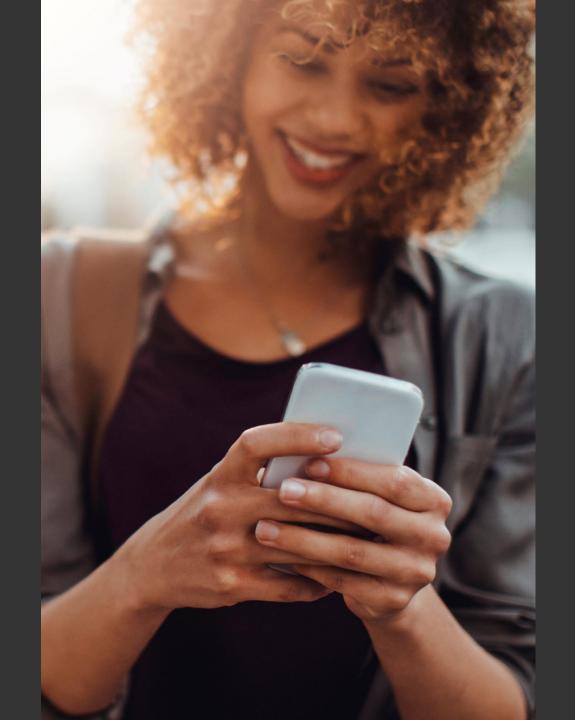
EBITDA development in CHF mn and YOY changes



OpFCF proxy development in CHF mn







Business Review



2021 business priorities

Execution fully aligned with strategy







Continuously invest in infrastructure access

Deliver maximum network quality with stability, reliability and coverage

Deliver on leading market position in Switzerland

Lever #1 market position by outperforming in sales and services and tap new sources of growth

Strong commitment to operational excellence

Realise indirect cost savings of CHF >100mn

Push Fastweb in its next chapter of growth

Grow in all segments to improve free cashflow generation



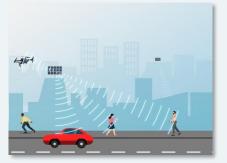
Swisscom constantly invests in best performing network experiences

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

5G+ rollout with regulatory relief

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



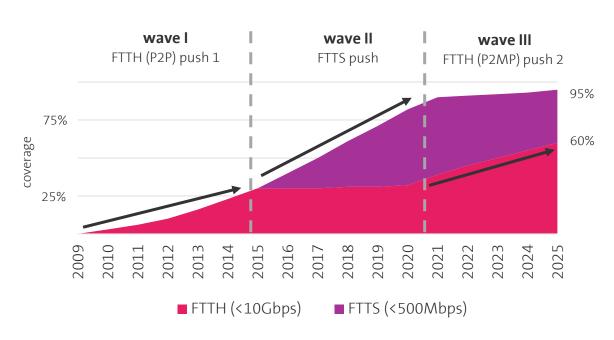


Traditional antenna

Adaptive antenna

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

Fibre rollout (in waves) progressing well



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



As infrastructure player Swisscom maximises its value proposition ...

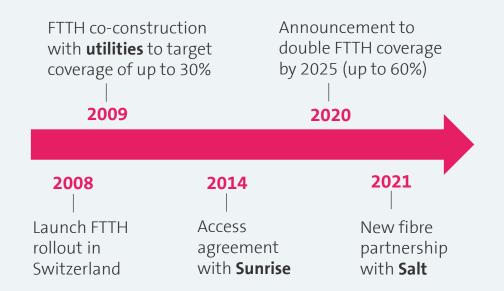
... by enabling UBB access through network co-investments or attractive wholesale offerings

Market and network context

Growing demand for speed and maximum coverage Market **Constant desire for innovation** thanks to performing networks **Regulatory framework** for fibre investments long-term oriented **Network** Local and regional network dynamics

Swisscom's fibre approach

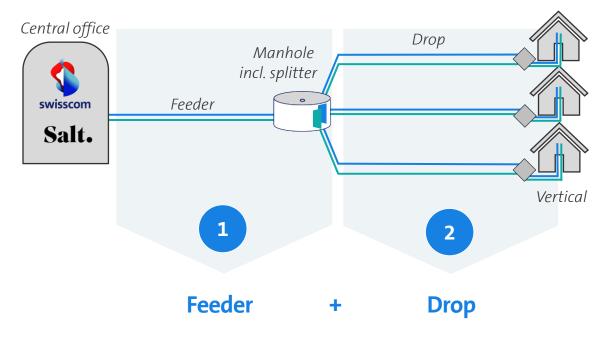
- Swisscom invests and is open to co-operations if economics are favourable
- Swisscom with attractive wholesale offerings and well working access approaches
- Successful track-record





New fibre partnership with Salt

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



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

Good to know

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



B2C market dynamics unchanged

Differentiation key to keep competitive edge and defend market shares

Swisscom well positioned ...





Defend own customer base through best value differentiation

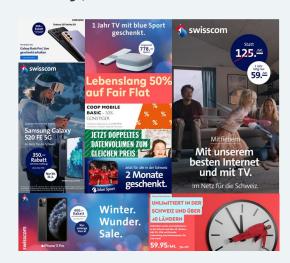
- Deliver maximum value
- Drive FMC further
- Promotional actions from time to time - as follower

Attack with 2nd / 3rd brands through best price differentiation

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

... to successfully deliver on leading position

- Underlying operational performance as expected
- Reported figures (extraordinarily) affected
 - 2G sunset
 - Product phase-out
 - Softer shop frequencies due to Covid-19
 - Aggressive promotions (Black Friday and X-Mas)



Outlook

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



B2C operational results

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

Wireline KPIs as per 31.3.2021

BB **RGUs**

1'733k -13k YTD ¹

> TV **RGUs**



1'512k -7k YTD 2nd/3rd brand RGUs²

> 4% +1pp YOY

W+ ARPU blended

CHF 37 CHF+0YOY

BB churn rate p.a.

11.6% +1.8pp YOY

W+ bundle 3 **ARPU**

CHF 86 CHF +2 YOY

Wireless KPIs as per 31.3.2021

Postpaid RGUs



2'990k

-1k YTD⁴

FMC churn rate p.a.



9.6%

+1.9pp YOY

2nd/3rd brand RGUs⁵

19%

+3pp YOY

W- ARPU blended

CHF 36

CHF-1 YOY

Postpaid value churn rate p.a.

10.8%

+1.9pp YOY

W- ARPU postpaid value

CHF 54

CHF-3 YOY

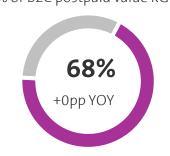
inOne Home % of B2C broadband RGUs



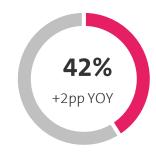
FM converged broadband subs



inOne Mobile % of B2C postpaid value RGUs



FM converged postpaid value subs





B2B performance

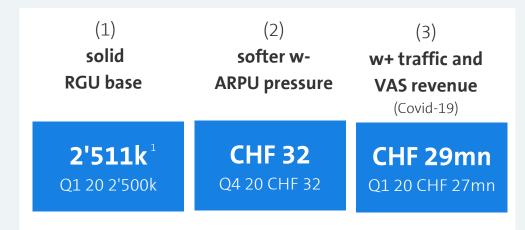
Satisfying Q1 with service revenue slightly above expectations and Solutions in line

Service revenue trend YOY positive ...

in CHF mn

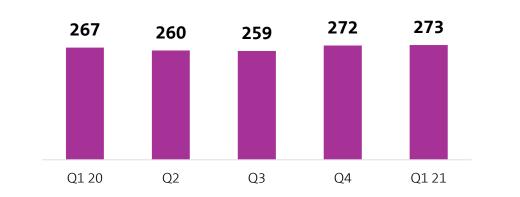


... primarily **thanks to** ...

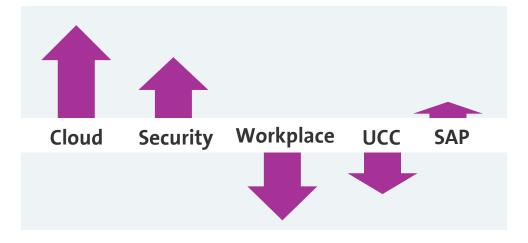


Solutions revenue +2.2% YOY ...

in CHF mn



... but with **different dynamics**



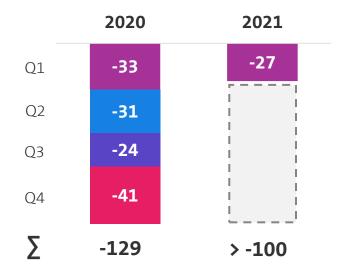


Cost achievements

Cost reduction efforts sustained to increase efficiency of Swiss operations

Indirect cost development

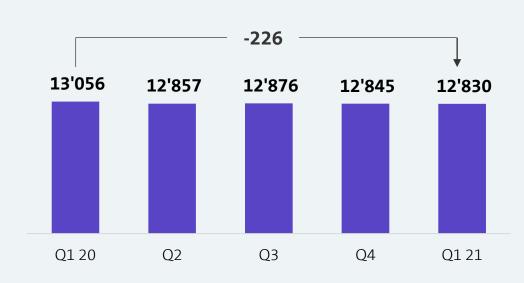
(YOY changes in CHF mn)



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

FTE development





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

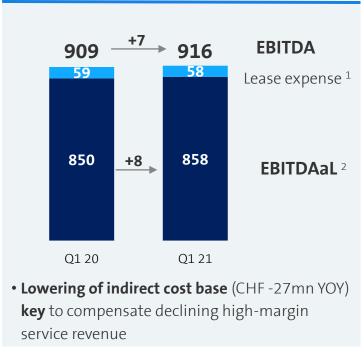


Swisscom Switzerland: financial results

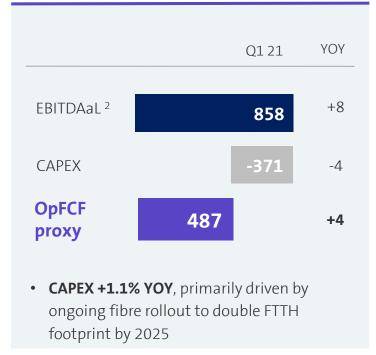
Solid Q1 EBITDA primarily thanks to satisfying top-line evolution and indirect cost savings as expected

Net revenue in CHF mn +15 2'065 2'080 164 **173** +37 175 212 267 +6 273 1'439 1'388 -51_ Q1 20 Q1 21 Solutions ■ Service revenue ■ Hardware ■ Wholesale ■ Others

EBITDA in CHF mn



OpFCF proxy in CHF mn



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



Fastweb: network and commercial update

Providing best experiences everywhere



Fibre: unique positioning with NeXXt FTTH @2.5 Gbps

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

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

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





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

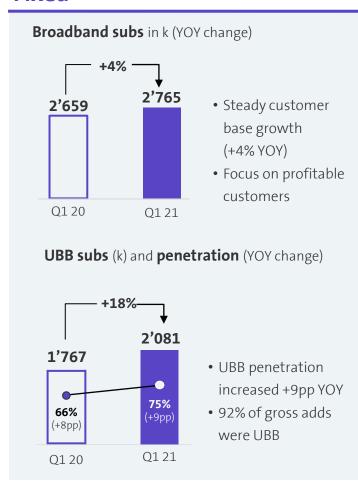
- 5G available for all customers without extra charges
- Rollout on track c. 1'100 active sites



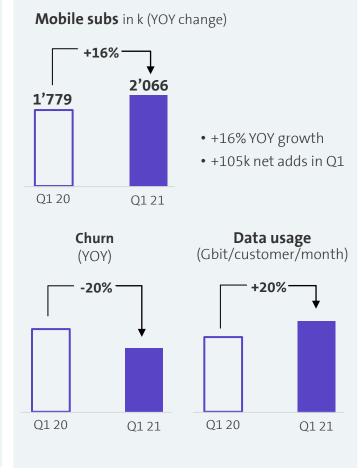
Fastweb: Consumer performance

Solid results in line with expectations

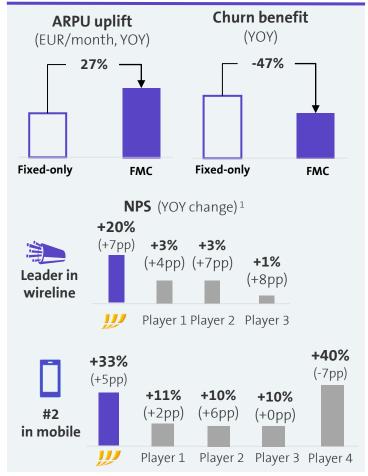
Fixed



Mobile



ARPU, churn, NPS

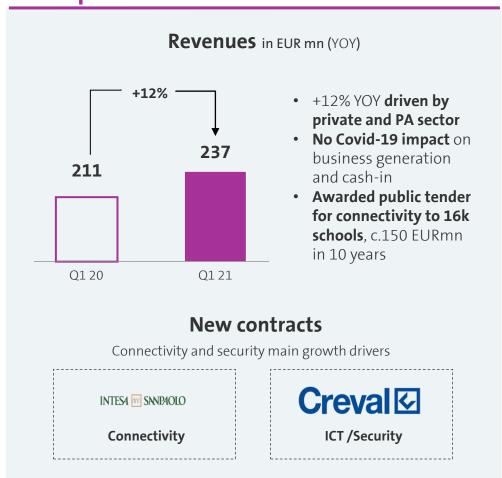




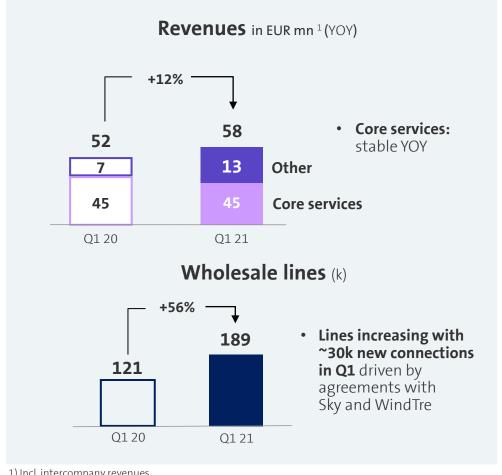
Fastweb: Enterprise and Wholesale performance

Growth confirmed

Enterprise



Wholesale

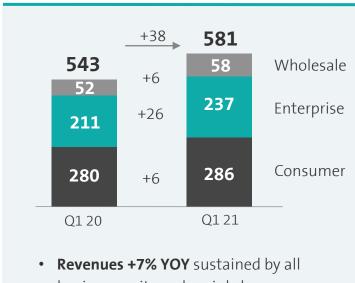




Fastweb: financial results

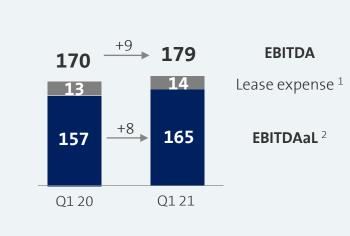
In line with FY guidance

Net revenue in EUR mn



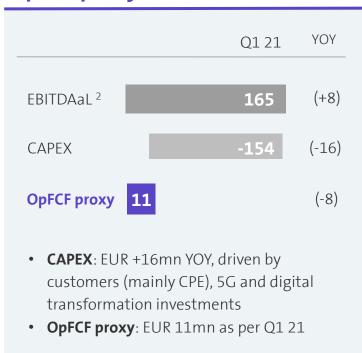
- business units and mainly by
 - mobile (+11% YOY)
 - wholesale (+12% YOY)

EBITDA in EUR mn



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

OpFCF proxy in EUR mn



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



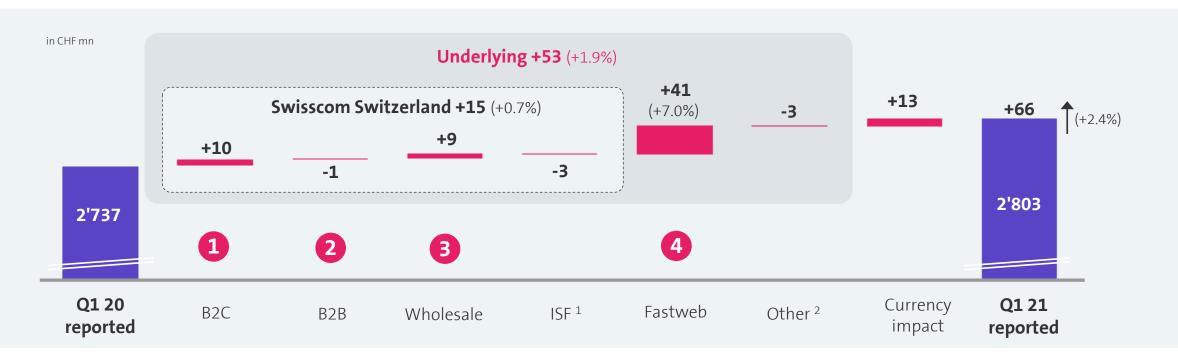


Financial results



Group revenue and changes by segments

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



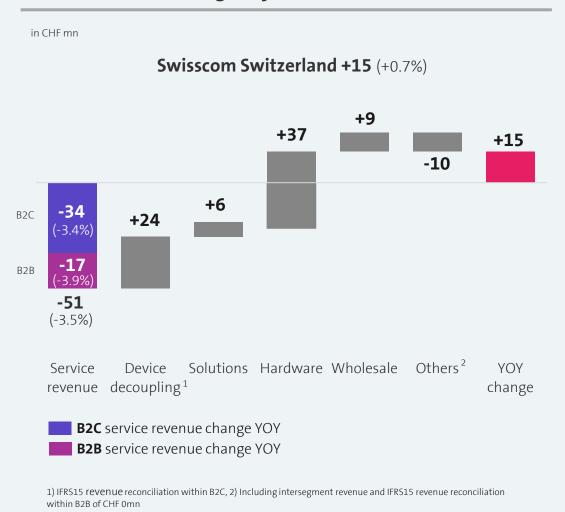
- Service revenue decline (CHF -34mn) primarily due to effects from change in RGU mix (in w-) overcompensated by hardware sales and device decoupling
- 2 Service revenue decline (CHF -17mn) due to price pressure partly compensated by growth in Solutions and hardware sales
- Revenue increase driven by BBCS growth and positive impacts from mobile backhauling
- 4 All segments growing (Consumer CHF +6mn, Enterprise CHF +29mn and Wholesale CHF +6mn). Enterprise with strong Q1 thanks to Solutions (CHF +9mn YOY) and good momentum in PA sector



Swisscom Switzerland: revenue changes and service revenue dynamics

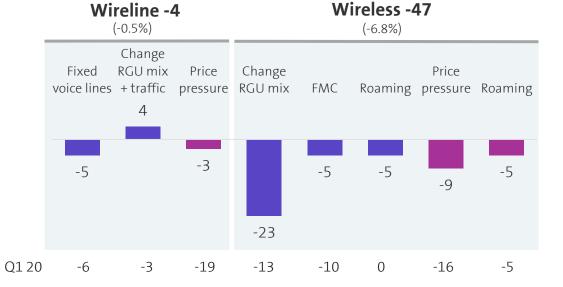
Overall top-line dynamics as expected. Service revenue trends slightly better partially driven by Covid-19

Q1 21 revenue changes by business drivers



Service revenue evolution and Q1 21 changes

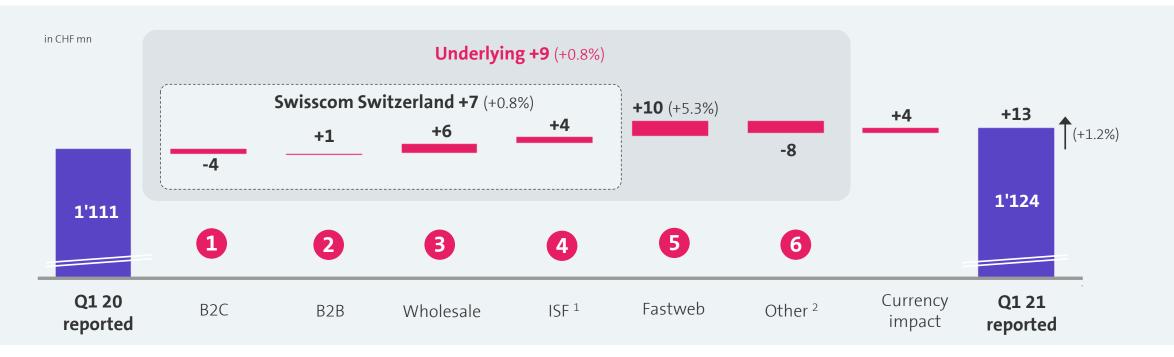






Group EBITDA and changes by segments

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



- Decrease in service revenue mostly compensated by lower indirect cost and device decoupling
- Decrease in service revenue compensated by lower indirect cost and growth in Solutions revenue
- Increase driven by revenue growth from BBCS growth and positive impacts from mobile backhauling
- 4 Increase primarily due to lower cost for maintenance
- Growing top-line leads to +5.3% EBITDA growth
- 6 cablex and localsearch with lower contributions in Q1 21

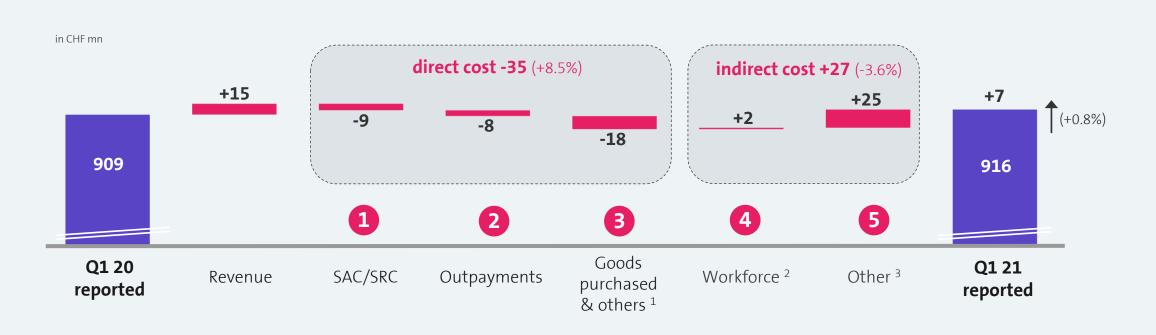
¹⁾ Including intersegment elimination Swisscom Switzerland

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



EBITDA Swisscom Switzerland with OPEX changes and dynamics

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



- 1 Increase primarily mobile driven (lower additions in Q1 20 and higher promotional impact in Q1 21)
- 2 Increase in interconnection volume explains higher outpayments. In addition, roaming with higher unit fees
- Higher cost for goods purchased (handset sales weak in Q1 20) alongside with higher revenues for smartphones sold
- Cost decline impacted by extra-load for phase-out for 2G and other legacy products and different vacation accruals
- **5** Lower cost for field service, network maintenance and travelling



Capital expenditures

Invest in critical infrastructure of the future

	Q1 20	Δ	Q1 21
Group CAPEX	CHF 516 mn	+24	CHF 540 mn (+4.7% YOY)
Swisscom Switzerland	CHF 367 mn	+4	CHF 371 mn (+1.1% YOY)
Fastweb ¹	CHF 148 mn	+20	CHF 168 mn (+13.5% YOY)
Other	CHF 1 mn		CHF 1 mn

Swisscom Switzerland

Wireless
CHF 80mn
+3% YOY

Fibre (FTTx)
CHF 124mn
+41% YOY

CP equipment
and other
CHF 77mn
-1% YOY

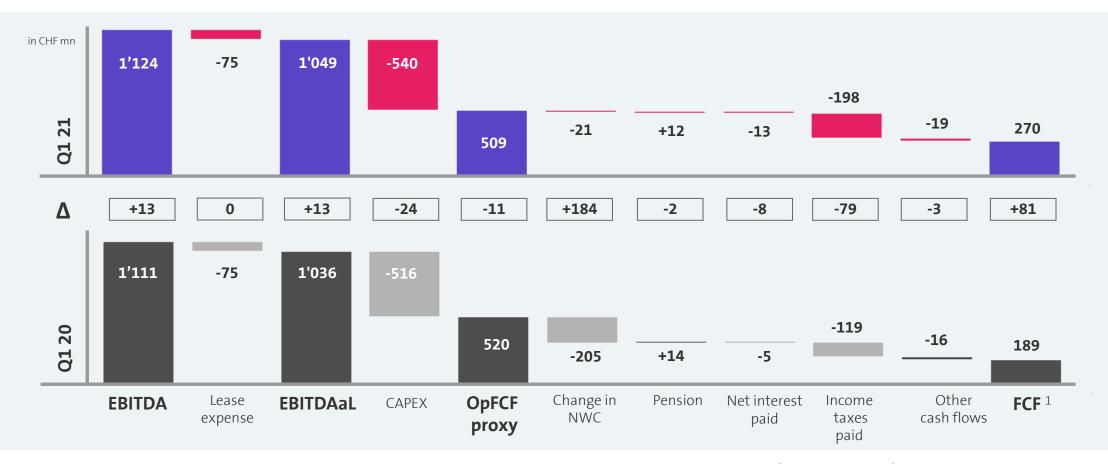
Copper access, backbone & transport
infrastructure
CHF 90mn
-27% YOY

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



Free cash flow

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

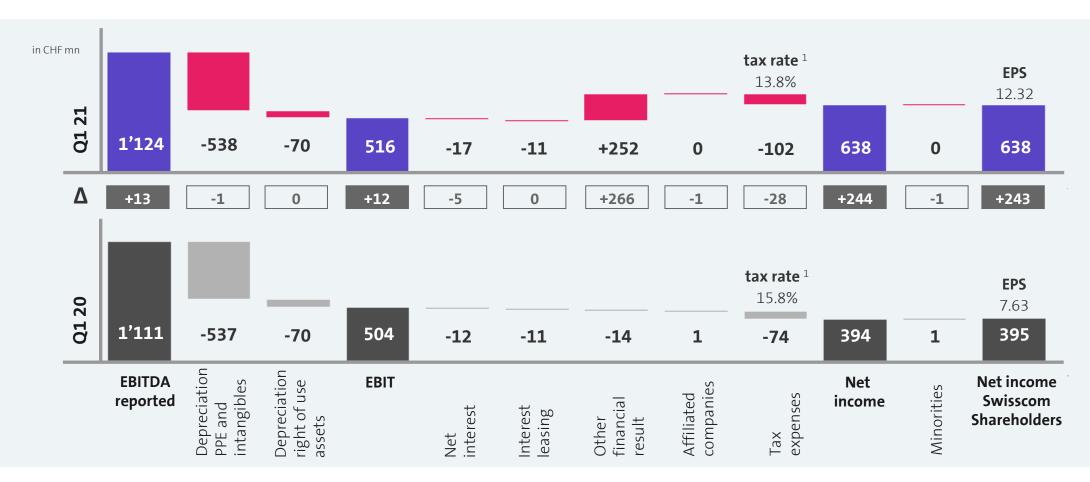


- Underlying NWC trend in Q1 normally negative due to prepayments for the full-year (e.g. insurance); Q1 20 additionally impacted by higher prepayments and lower trade payables
- Higher payments of income taxes due to different payment schedules in 2020



Net income

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



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



Financial implications from partnership with Salt

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

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

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

Financial implications reflected in new financial outlook for FY 2021



New guidance FY 2021

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

in CHF mn	reported figures 2020	sofar² outlook 2021	new outlook 2021 ³	Splits into:
Revenue	11'100	~11'100	~11'300	CHF ~8.6bn for Swisscom w/o Fastweb + EUR ~2.4bn for Fastweb
EBITDA ¹	4'382	~4'300	4'300-4'400	CHF 3.4-3.5bn for Swisscom w/o Fastweb + EUR ~0.8bn for Fastweb
CAPEX	2'229	~2'300	2'200-2'300	CHF ~1.6bn for Swisscom w/o Fastweb + EUR ~0.6bn for Fastweb

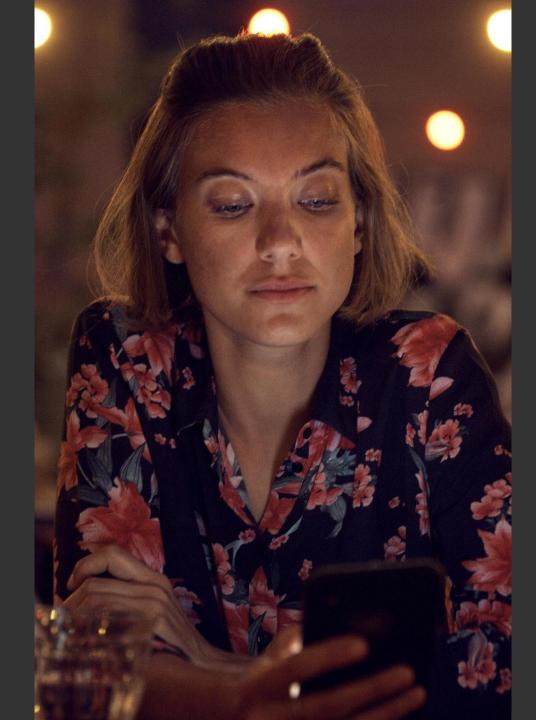
Upon meeting its targets, Swisscom plans to propose again a dividend of CHF 22/share (payable in 2022)

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

² As presented on February 4th, 2021

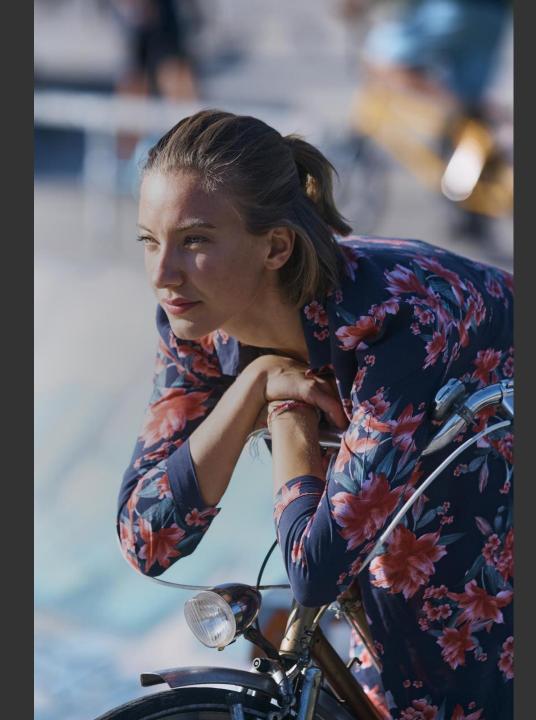
³ For consolidation purposes, CHF/EUR of 1.10 has been used (vs. 1.07 for fiscal year 2020)





Questions & answers





Appendix



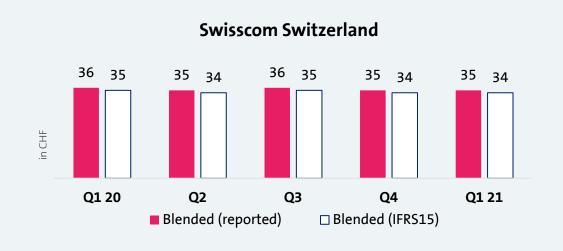
Key financialsReported and underlying revenue and EBITDA

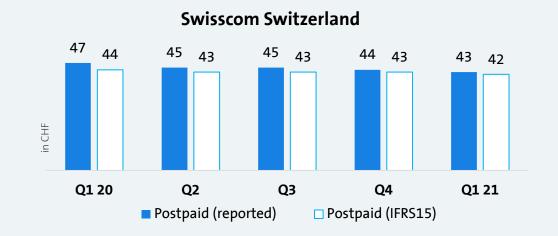
in CHF mn		2020 2021		Change Q/Q									
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Revenue, reported	2'737	2'706	2'758	2'899	11'100	2'803				+66			
Currency effect						-13				-13			
Underlying change										+53			
EBITDA, reported	1'111	1'097	1'148	1'026	4'382	1'124				+13			
Currency effect						-4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



Swisscom Switzerland

Wireless ARPU and IFRS15 adjustments











Residential Customers

Segment reporting as per 31.03.2021

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

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

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

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

¹⁾ incl. intersegment revenues

²⁾ incl. capitalised costs and other income

³⁾ sum of single play and bundles



Business Customers

Segment reporting as per 31.03.2021

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

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

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

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

¹⁾ incl. intersegment revenues

²⁾ incl. capitalised costs and other income



Wholesale

Segment reporting as per 31.03.2021

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

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

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

¹⁾ incl. capitalised costs and other income



Infrastructure & Support Functions

Segment reporting as per 31.03.2021

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

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

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



Fastweb

Segment reporting as per 31.03.2021

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

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

Wholesale revenue increased as well.

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

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

¹⁾ incl. revenues to Swisscom companies

²⁾ incl. capitalised costs and other income



Other

Segment reporting as per 31.03.2021

External revenue on level of prior year.

EBITDA down by 19% driven by lower profitability.

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

¹⁾ incl. intersegment revenues

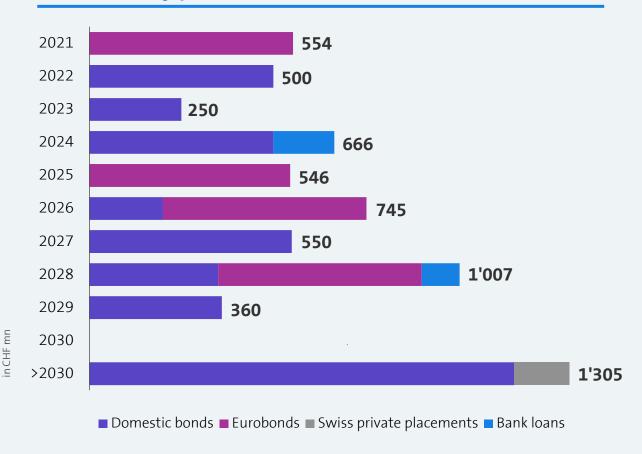
²⁾ incl. capitalised costs and other income



Well balanced and diversified maturity profile

Successful rating reviews in Q1 underpinning A credit ratings

Debt maturity profile as per Q1 2021 1)



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







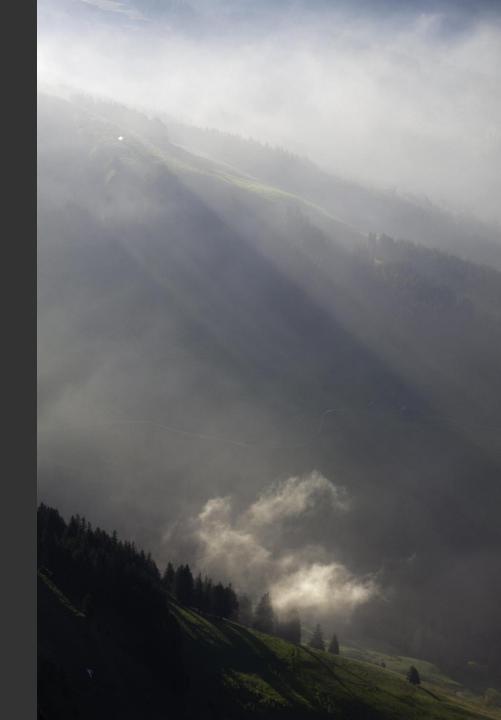
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