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Start statement Timotheus Höttges

– Check against delivery –

Press conference on the third quarter of 2026
November 5, 2026

Timotheus Höttges
Chief Executive Officer
Deutsche Telekom AG

Ladies and gentlemen,

10 years of this press conference and the same sentence still holds true: We are growing. For 40 consecutive quarters in Germany. And 35 in Europe. This is no coincidence; it is the product of strategy and hard work. We keep our promises.

In the third quarter, we have delivered outstanding results once again, building seamlessly on the first half of the year.

In numbers:

- Service revenues are up 4 percent to 76.5 billion euros.[1]
- Adjusted EBITDA AL is up 7.6 percent to 35.6 billion euros.[1]
- And adjusted earnings per share is up 11.7 percent.[2]

Ladies and gentlemen,

40 quarters of growth is no easy feat. We are holding our own in fiercely competitive markets in Germany, Europe, and the United States. For decades now, we have been systematically investing record sums in all our markets, and today, we are reaping the rewards or our work.

[1] YTD; in organic terms
[2] As reported

The figures back this up:[3]

- In the United States: up 9.9 percent.
- In Germany: up 2.2 percent.
- In Europe: up 4 percent.
- And at T-Systems: up 4.7 percent. With customer satisfaction at a record level and strong order intake of almost 900 million in the third quarter alone.

Thanks to the excellent results in the United States, we are raising our guidance for 2026:

- Adjusted EBITDA AL: to around 47.6 billion euros.
- And free cash flow AL: to around 20.1 billion euros.

And we are paying forward this success in full to our shareholders. Our proposal for the dividend: 1.10 euros per share. That is an increase of 10 percent. And 43 percent since 2023, by the way. As in previous years, we are also planning a share buy-back program of up to 2 billion euros.

If we utilize the program fully, this – together with the dividend – will equate to a shareholder remuneration of around 6 percent of our market capitalization. We include our investors in our success and, with their support, invest in next growth phase of Deutsche Telekom.

Ladies and gentlemen,

This success is only possible because we have invested record sums for decades. Especially in our networks. Our strategy is clear: We win customers. We improve our processes, generate new business, and continue to invest. And now, we are multiplying this winning formula with AI. The decisive factor here is always: What benefits are we creating for our customers? And what kind of profitable business will result from this? Our success is measured against these two benchmarks.

[3] YTD; in organic terms

At the first-ever AI Investor Day in the history of a German DAX company, we provided up-close insights into how we are transforming with AI. With products that make the best network even better, such as the RAN Guardian and MINDR. With the Magenta AI Assistant that helps people who speak two completely different languages talk to one another. And with the infrastructure that makes every application possible in the first place.

Ladies and gentlemen,

Let us take a closer look at the infrastructure: our networks. Deutsche Telekom has always invested more than is customary in the industry. On average, 20 percent of our service revenue. Every year.

Today, that is paying off. Our networks are our competitive advantage. We are winning customers and creating business. In the third quarter alone, we have added 190,000 new fiber customers in Germany. I mentioned that this figure is particularly important to us. While our competitors focus more and more on marketing their existing lines, we explore new areas AND increase capacity utilization.

Let me say a quick word here about our utilization rate. It, too, is continuously rising. And now stands at 17.9 percent. But not only do we connect more and more customers and generate business from them. We also continue to build out our networks in parallel. Others halt or downshift expansion work and focus on marketing existing infrastructure. That is great for their utilization rates. But not for the build-out as a whole.

Incidentally, we still, as a rule, build without upfront commitments, in both rural and urban areas. Where the utilization rate is lower. It is just one more reason we need the right to full rollout.

Let us take a look at Europe. Where today we cover 12 million homes with fiber, an increase of 1.1 million. In just one year.

Our mobile network has also undoubtedly entered champion's league territory. We now cover 95 percent of the population in Europe with 5G – a full one year earlier than the deadline we set for ourselves at our Capital Markets Day.

And what is the situation in Germany? We cover 90 percent of Germany's landmass with 5G. In a nation where forests account for some 30 percent of the total land area. And conservation areas for 4 percent. As you can see: We already win all the national tests. But these results are proof that we also stand up to international scrutiny.

I said it already: From investments and quality come customers and business. This quarter, 284,000 new mobile customers in Germany chose Deutsche Telekom. And our broadband numbers grew again, despite headwind from new providers. 11,000 new customers in all. That is not a turnaround just yet, but it is an important step.

In Europe, we won 225,000 new mobile customers[4] – almost twice as many as in the third quarter of 2025. Kudos to our colleagues in the national companies and to Dominique Leroy.

Ladies and gentlemen,

I am optimistic that we will continue to grow in the future. AI makes it possible. We will become better and more efficient. And we can generate new business. I have four points to say on that:

First: Today, AI is already reaching new milestones in service. It resolves around every second caller inquiry entirely autonomously. Giving our colleagues in service more time to focus on complex cases.

Second: AI makes the best network even better. Take RAN Guardian, for example: This year alone, the agent identified 237,000 events that drew large numbers of

[4] Contract customers

people for short periods of time. Think concerts, soccer games, rallies, etc. And made sure the network always remained stable – by adjusting capacities and routing data traffic via neighboring cells.

Third: Without infrastructure there can be no AI applications and no AI business models. We are building this infrastructure in Munich. And generating new business with it. The AI factory is one example of how we intend to generate 1 billion euros in additional revenue with AI by 2030. Our doors opened in February, and today we are sold out and need to stock up. Our customers represent billions of euros in revenue and hundreds of thousands of jobs worldwide. We help to future-proof these business models and jobs. Which reminds me to tell you to expect more information on this coming November 9!

And fourth: There is no momentum without people on board. Our motto stands: AI for everyone. We currently have 120,000 ChatGPT licenses and 80,000 Microsoft Copilot licenses in use. Since 2023, we have launched more than 250,000 AI enablements. Today, 83 percent of our colleagues already use AI on a regular basis. The vast majority of them say that AI gives them more time to achieve significantly better results.

I am just as satisfied with the third quarter as I am with the certainty that we will once again close out 2026 with record results. With that, I will now hand you over to Christian. The floor is yours.