

mobilezone holding Ltd

Annual Results

2023



Participants mobilezone

Markus Bernhard
CEO Group



Roger Wassmer
CEO Switzerland



Wilke Stroman
CEO Germany



Andreas Fecker
CFO Group



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Strategy

GROWTH AND ACQUISITION
OF MARKET SHARE

ONLINE PRESENCE

EXPANSION RECURRING REVENUE

SUSTAINABILITY

ATTRACTIVE DIVIDEND POLICY

Highlights 2023

Further growth
of market share
in GER & CH

EBIT CHF 65.7 million
(PY: CHF 70.6 million)

Increase in MVNO
net sales by 31% to
CHF 64 million.
TalkTalk/DR +30%
HIGH +33%

Successful
integration of
SIGA exchange, ENO
and Digital Republic

Net sales
+ 3.9% to CHF 1,042 million
(PY: CHF 1,003 million)
(currency adjusted)

MVNO postpaid
subscriptions: 295,300
TalkTalk/DR +33%
HIGH +48%

Launch of cost
efficiency programmes
to optimise
profitability

Sustainability:
First CO₂ footprint
measurement of the
mobilezone Group



Financials

Balance sheet

- ✓ Cash and cash equivalents CHF 80.2 million (PY: CHF 119.4 million)
- ✓ Net debt/EBITDA: 1.18 (PY: 0.38)
- ✓ Decrease in inventories by CHF 6.4 million to CHF 51.5 million
- ✓ Reduction in total assets by CHF 19.9 million or 5.3 per cent to CHF 357.5 million

(in CHF million or as noted)	31.12.2023		31.12.2022		31.12.2021	
Current assets	293.0	82.0%	323.4	85.7%	278.8	85.3%
Non-current assets	64.5	18.0%	54.0	14.3%	48.0	14.7%
Total assets	357.5	100%	377.4	100%	326.8	100%
Current liabilities	196.7	55.0%	199.4	52.8%	193.7	59.2%
Non-current liabilities	137.4	38.5%	134.7	35.7%	88.8	27.2%
Total liabilities	334.1	93.5%	334.1	88.5%	282.5	86.4%
Shareholders' equity	23.4	6.5%	43.3	11.5%	44.3	13.6%
Total liabilities and shareholders' equity	357.5	100%	377.4	100%	326.8	100%
Net working capital	96.3		123.9		85.1	
Inventories	51.5	14.4%	57.9	15.3%	53.6	16.4%
Financial liabilities	171.5	48.0%	149.3	39.6%	133.6	40.9%
Shareholders' equity	23.4	6.5%	43.3	11.5%	44.3	13.6%
Shareholders' equity without offsetting goodwill / with amortisation	51.8	13.4%	66.5	16.6%	95.5	25.3%
Net debt	91.3		29.9		75.9	
Net debt/EBITDA	1.18		0.38		0.99	

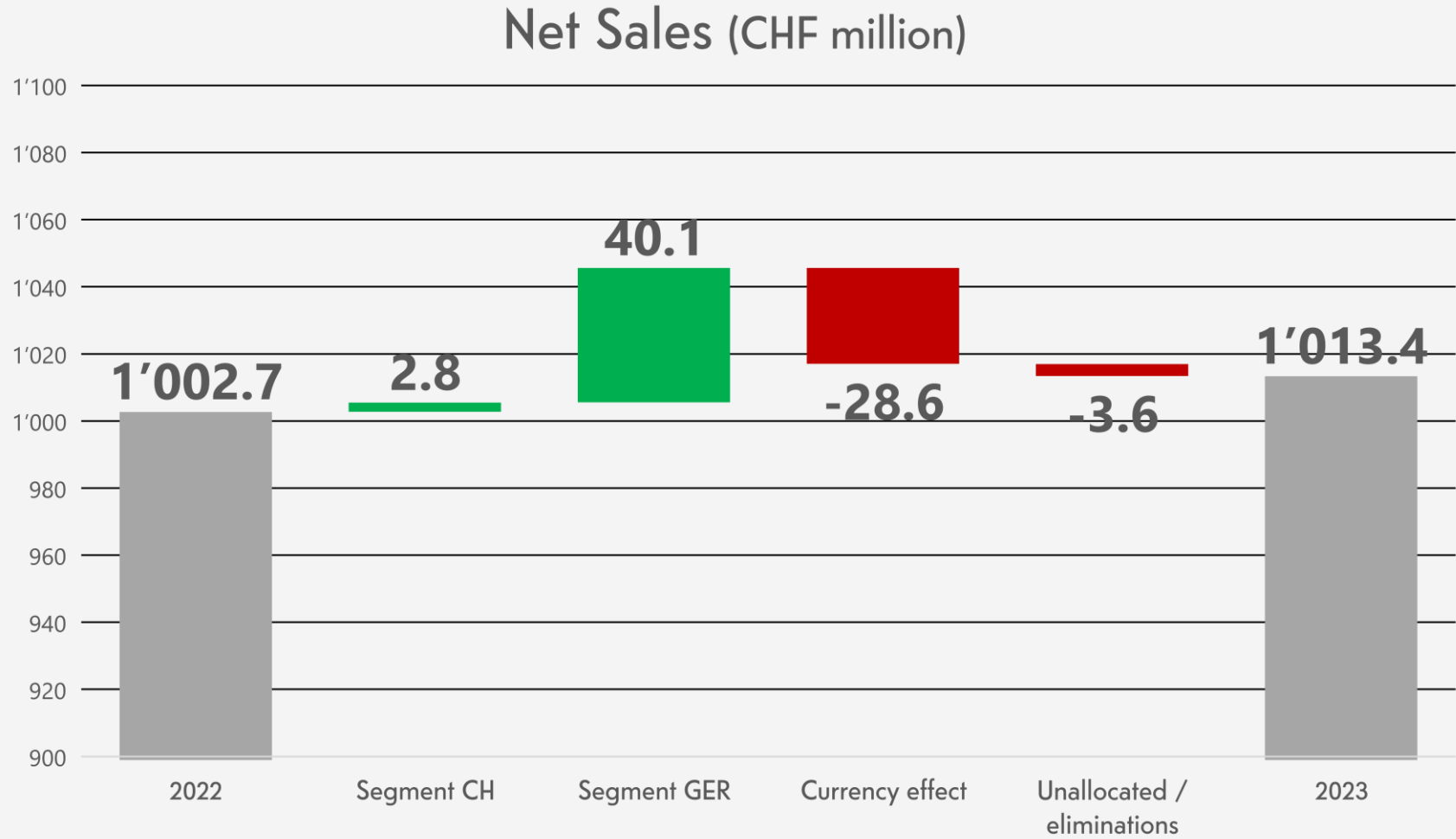
Income statement

- ✓ **Net sales:** CHF 1,013 million (PY: CHF 1,003 million)
(currency adjusted CHF 1,042 million, organic growth of 2.6 per cent, currency effects -3.9 per cent);
- ✓ **Gross profit:** CHF 205.4 million (PY: CHF 201.0 million)
(currency adjusted CHF 208.3 million)
- ✓ **EBIT:** CHF 65.7 million (PY: CHF 70.6 million)
(currency adjusted CHF 66.6 million)
- ✓ **Net income:** CHF 49.5 million (PY: CHF 54.5 million)
(currency adjusted CHF 49.9 million)
- ✓ **EBIT excluding special effects totalled CHF 71.1 million (PY: CHF 73.3 million)**
 - Negative currency effects of CHF 0.9 million (PY: CHF 2.7 million)
 - One-off costs from cost-cutting measures of CHF 2 million in GER
 - One-off charge of over CHF 1 million from the insolvency of the OPPO distributor in CH in the fourth quarter
 - First-time amortisation in DE of CHF 1.5 million from the commissioning of the newly developed online platforms and acquisitions made in the first half of the year

(in CHF million or as noted)	2023	2022	2021
Net sales	1 013.4 100.0%	1 002.7 100.0%	981.5 100.0%
Gross profit	205.4 20.3%	201.0 20.0%	199.7 20.3%
EBITDA	77.2 7.6%	79.5 7.9%	76.3 7.8%
EBIT	65.7 6.5%	70.6 7.0%	66.7 6.8%
Consolidated net income	49.5 4.9%	54.5 5.4%	50.7 5.2%
Gross cash flow from operating activities	76.9	79.7	83.2
Investments in property, plant and equipment and intangible assets	11.6	12.9	10.9
Customer acquisition costs	10.4	4.6	3.1
ROCE in %	71.7	77.0	57.7
Dividend per share (in CHF)	0.90	0.90	0.84
FTE headcount – 31.12.	970	995	1 018
FTE headcount – 31.12. without acquisitions	914		

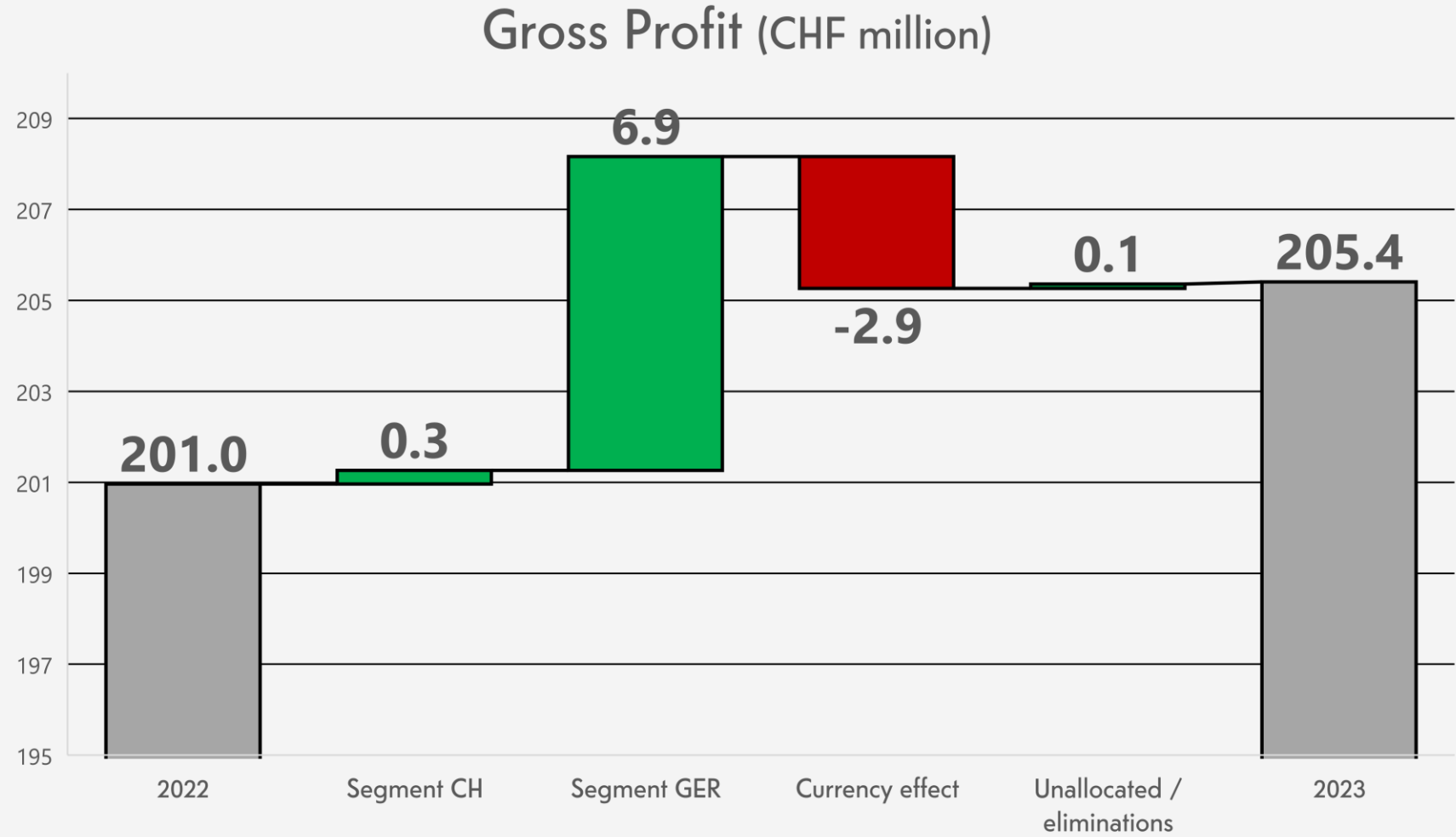
Development of Net Sales

Net sales: CHF 1,013 million
(PY: CHF 1,003 million)
(currency adjusted CHF 1,042 million,
organic growth of 2.6 per cent,
currency effects -3.9 per cent)



Development of Gross Profit

Gross profit: CHF 205.4 million
(PY: CHF 201.0 million)
(currency adjusted CHF 208.3 million)

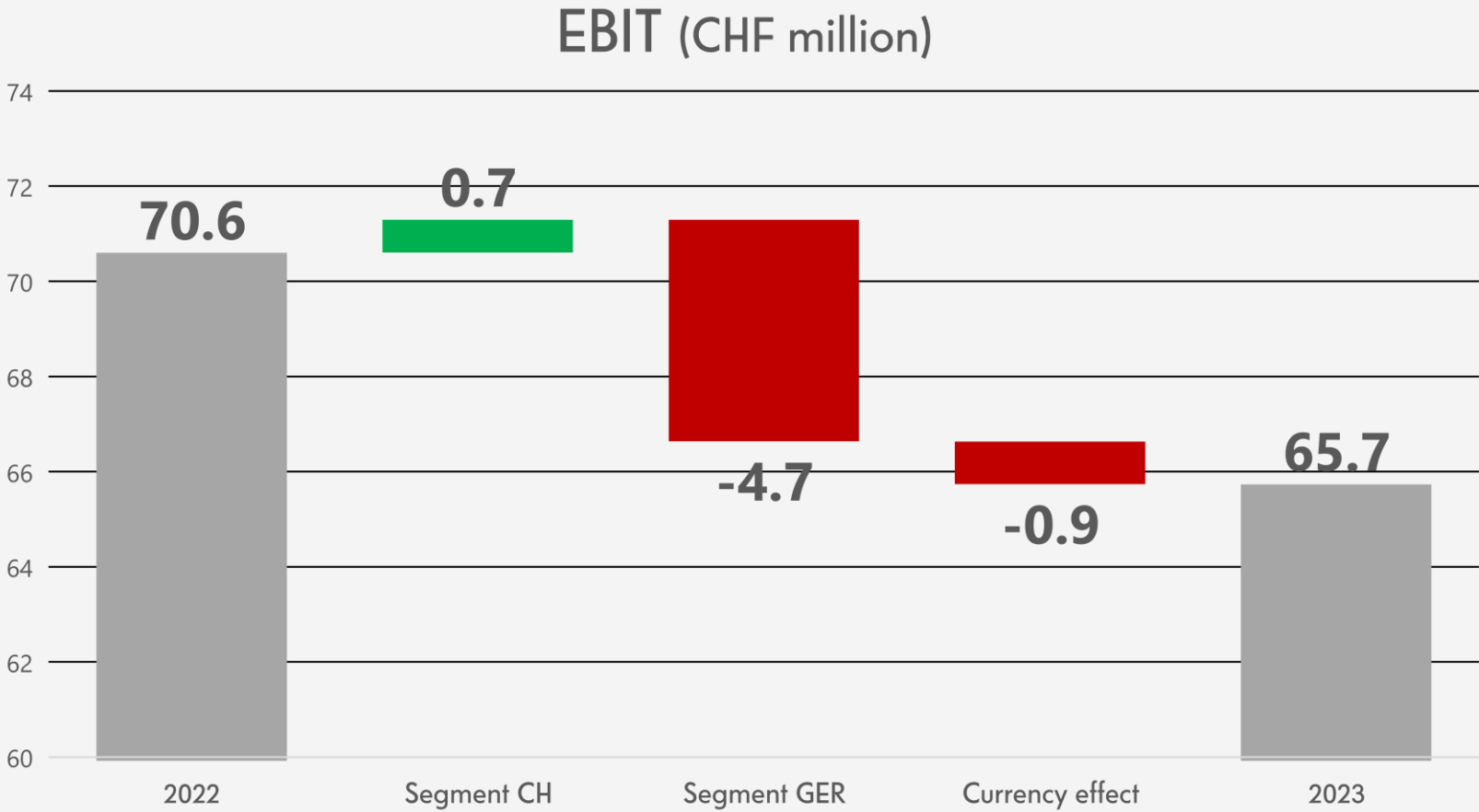


Development of EBIT

EBIT: CHF 65.7 million
(PY: CHF 70.6 million)
(currency adjusted CHF 66.6 million)

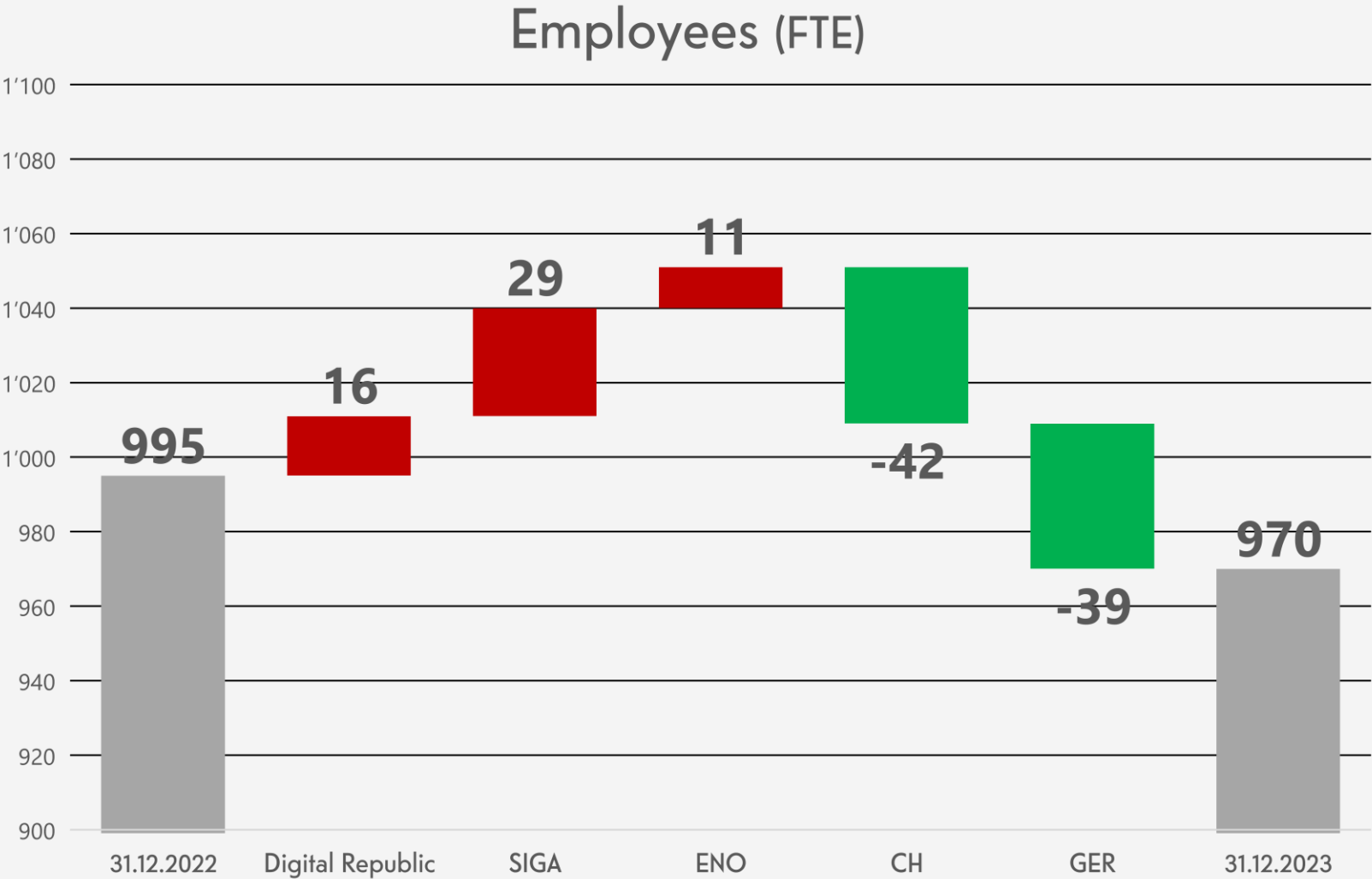
Special effects totalling CHF -5.4 million:

- Negative currency effects of CHF 0.9 million
- One-off costs of CHF 2 million for cost-cutting measures in GER
- One-off charge of over CHF 1 million from the insolvency of the OPPO distributor in CH in the fourth quarter
- First-time amortisation in GER of CHF 1.5 million from the commissioning of the newly developed online platforms and acquisitions made in the first half of the year



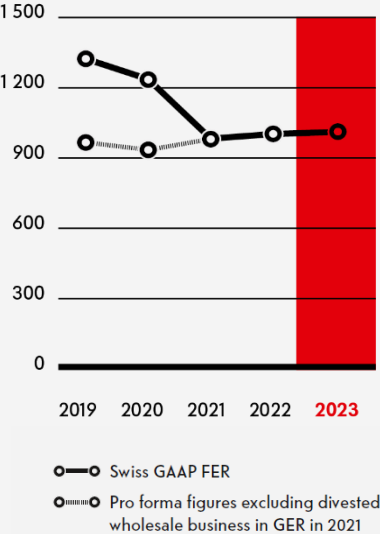
Development of Employees

The number of full-time equivalents (FTE) as at 31 December was 970.

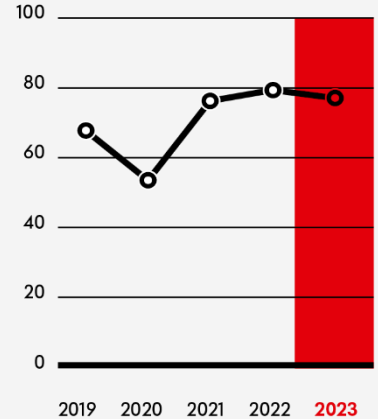


Key figures mobilezone Group

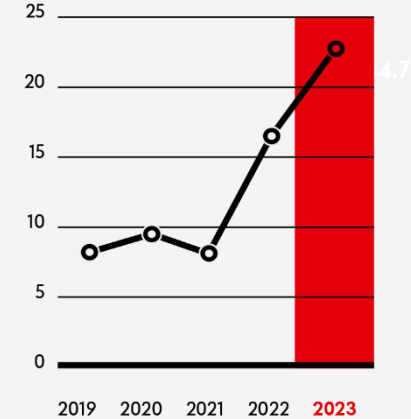
Net sales
(CHF million)



EBITDA
(CHF million)

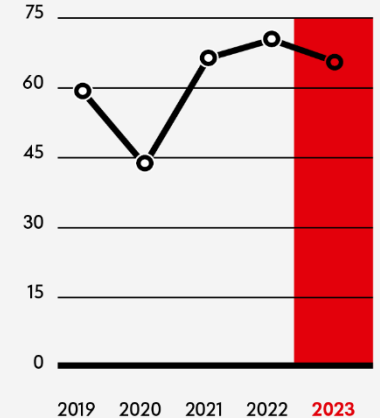


EBITDA MVNO¹
(CHF million)

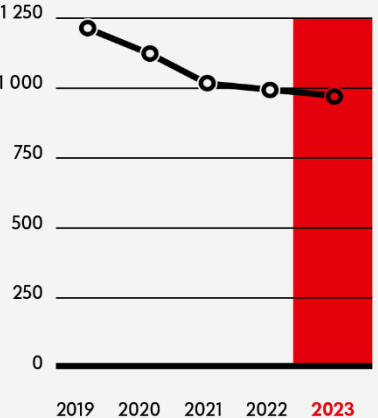


¹ MVNO HIGH, TalkTalk and Digital Republic (included from 2022)

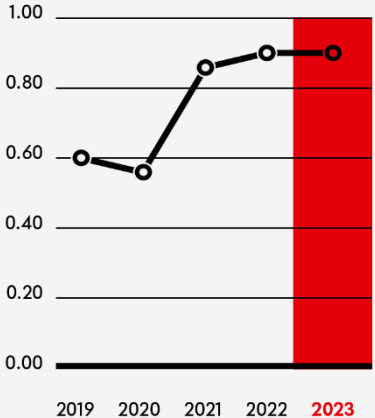
EBIT
(CHF million)



Employees
(Full-time equivalents)

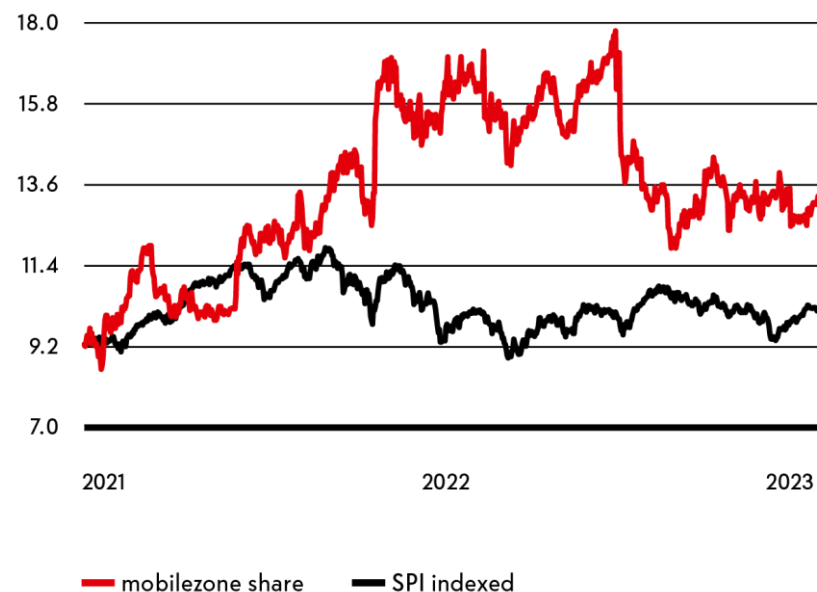


Dividend per share
(CHF)



Share price performance

2021-2023 (in CHF)



(in CHF or as indicated)

	31.12.2023	31.12.2022	31.12.2021	31.12.2020	31.12.2019
Shares issued at year end (number)	43 229 135	44 000 000	44 781 213	44 781 213	40 781 213
Year-end price	13.72	15.32	13.62	10.08	10.86
Stock market capitalisation	593.1	674.1	609.9	451.4	486.3

(in CHF or as indicated)

	2023	2022	2021	2020	2019
Dividend per share (in CHF)	0.90	0.84	0.56	0.60	0.60
Dividend - distribution	38.8	36.9	25.1	26.9	24.4
Payout ratio (in %)	71.1%	72.8%	72.7%	60.6%	61.7%
Share buybacks	0	17.0	5.8	0	0
Total distribution	38.8	53.9	30.9	26.9	24.4

Basis for payout ratio: Net income of previous year



Market areas

Market areas

mobilezone Switzerland



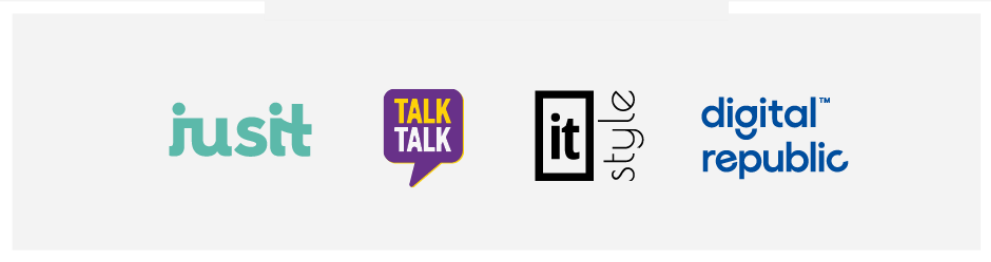
mobilezone

RETAIL &
E-COMMERCE

B2B
DIRECT

REPAIR &
SECOND LIFE

Product and service brands



mobilezone Germany



mobilezone

E-COMMERCE

B2B
INDIRECT

Product and service brands





MVNO

Development MVNO postpaid subscriptions

✓ HIGH

- 31.12.2023: 145'500 / + 48%
- 31.12.2022: 98'000

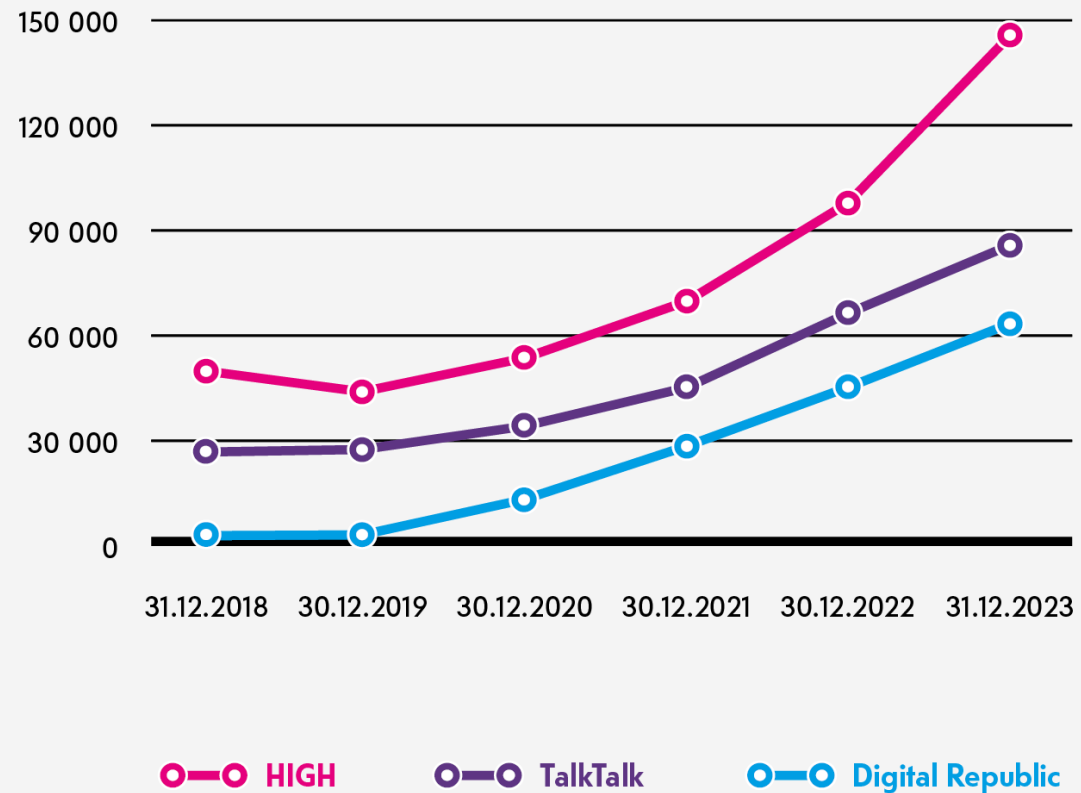
✓ TalkTalk

- 31.12.2023: 86'300 / + 30%
- 31.12.2022: 66'600

✓ Digital Republic

- 31.12.2023: 63'500 / + 38%
- 31.12.2022: 45'900

Development MVNO postpaid subscriptions (number)



Development MVNO

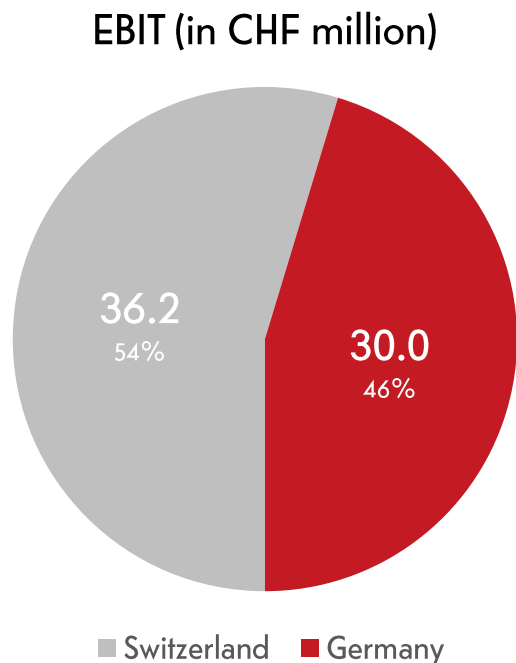


digital
republic™



Segment	Switzerland		Germany	Total
Net sales	CHF 33.0 million (PY: CHF 25.4 million)		EUR 31.6 million (PY: EUR 22.9 million)	CHF 63.8 million (PY: CHF 48.5 million)
Number of subscriptions as at 31.12.2023	86 300	63 500	145 500	295 300
Number of subscriptions as at 31.12.2022	66 600	45 900	98 000	210 500
Change in number of subscriptions	+19 700 +30 per cent	+17 600 +38 per cent	+47 500 +48 per cent	+84 800 +40 per cent

Market areas



	Total mobilezone Group		Switzerland		Germany	
(in CHF million)	2023	2022	2023	2022	2023	2022
Net sales	1 013.4 100.0%	1 002.7 100.0%	308.2 100.0%	305.4 100.0%	707.8 100.0%	696.3 100.0%
Gross profit	205.4 20.3%	201.0 20.0%	116.5 37.8%	112.4 36.8%	87.7 12.4%	87.5 12.6%
EBIT	65.7 6.5%	70.6 7.0%	36.2 11.7%	35.5 11.6%	30.0 4.2%	35.6 5.1%

The unallocated/eliminations category of CHF -0.5 million (PY: CHF -0.5 million) at EBIT level remains in the holding company

- ✓ 70 per cent of net sales were generated in Germany and 30 per cent in Switzerland
- ✓ Total gross profit of CHF 205.4 million or +2.2 per cent
 - Change in gross profit CH: +3.6 per cent
 - Change in gross profit DE: +0.2 per cent (currency adjusted +3.9 per cent)
- ✓ EBIT share of 54% for Switzerland and 46 per cent for Germany (PY: both around 50%)
- ✓ EBIT CHF 65.7 million (PY: CHF 70.6 million)
 - currency adjusted EBIT: CHF 66.6 million
 - EBIT margin: 6.5 per cent (PY: 7.0 per cent)

Switzerland

mobilezone®

MOBILEZONE
CONSUMER

MOBILEZONE
B2B

MOBILEZONE
RELOAD

iust



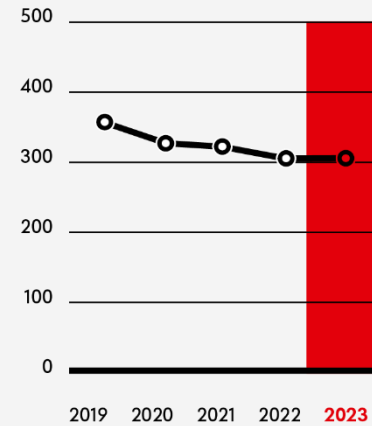
**digital™
republic**

Switzerland

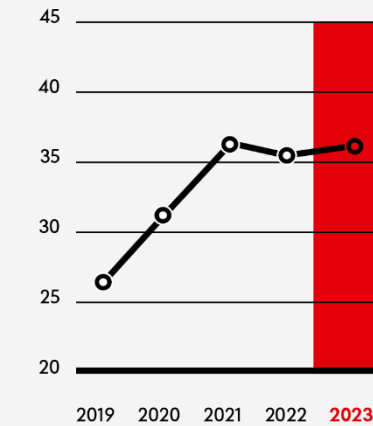


- ✓ **Net sales:** CHF 308 million (PY: CHF 305 million)
+1.0 per cent
- ✓ **EBIT:** CHF 36.2 million (PY: CHF 35.5 million)
+2.0 per cent
Return on sales: 11.7 per cent (PY: 11.6 per cent)
- ✓ **Contracts mediated:** 462,000 (PY: 437,000)
+5.7 per cent
- ✓ **Sales of accessories:** CHF 25.5 million (PY: CHF 24.9 million) *+2.4 per cent*
- ✓ **Service sales:** CHF 7.9 million
(PY: CHF 7.4 million) *+6.8 per cent*
- ✓ **MVNO postpaid subscriptions:**
149,800 (PY: 112,500 incl. Digital Republic) *+33.1 per cent*
- ✓ **justit +60 per cent compared to previous year**
- ✓ **Special effect:**
 - One-off charge of over CHF 1 million from the insolvency of the OPPO distributor in CH in the fourth quarter

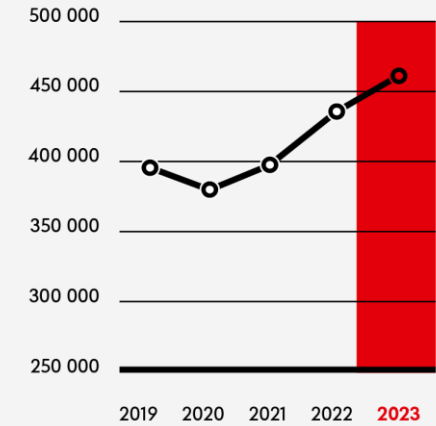
Net sales
(CHF million)



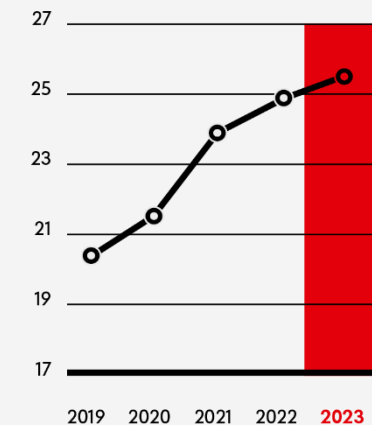
EBIT
(CHF million)



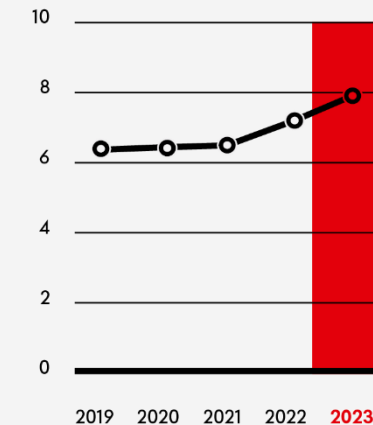
Mobile phone, digital TV and internet contracts
(Number)



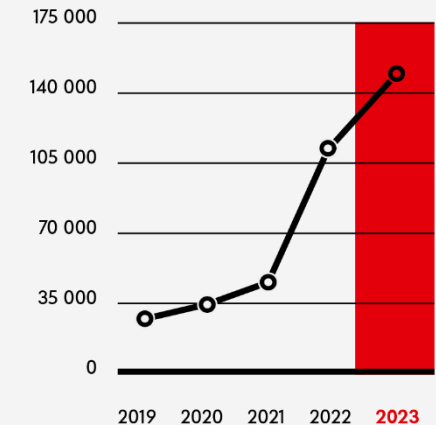
Mobile communication accessories
(Net sales in CHF million)



Services
(Net sales in CHF million)



MVNO postpaid subscriptions
(Number of subscriptions)



Germany

mobilezone

mobilezone[®]
handel

sparhandy 

DEINHANDY.

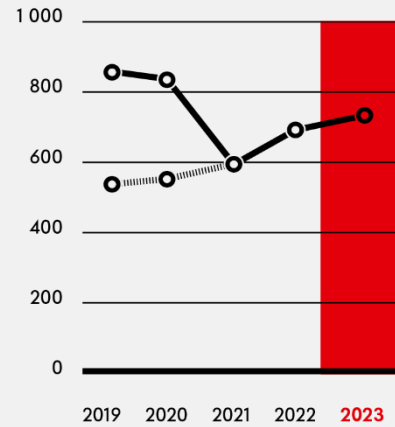


★★★★★
HANDYSTAR

Germany

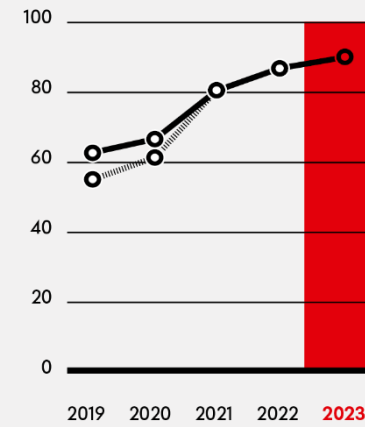
- ✓ Net sales: EUR 733 million (PY: CHF 692 million)
+5.9 per cent
- ✓ Gross profit: EUR 90.2 million (PY: EUR 87.0 million)
+3.7 per cent
- ✓ EBIT: EUR 30.8 million (PY: EUR 35.4 million)
-13.0 per cent
Return on sales: 4.2 per cent (PY: 5.1 per cent)
- ✓ Contracts mediated: 1,093,000 (PY: 1,091,000) *+0.2 per cent*
- ✓ Net sales MVNO HIGH: EUR 32 million (PY: EUR 23 million) *+39.1 per cent*
- ✓ HIGH postpaid subscriptions: 145,500 (31.12.2023: 98,000) *+48.5 per cent*
- ✓ Special effects:
 - One-off costs from cost-cutting measures of EUR 2.1 million
 - First-time amortisation of EUR 1.6 million from the commissioning of the newly developed online platforms and acquisitions made in the first half of the year

Net sales
(EUR million)

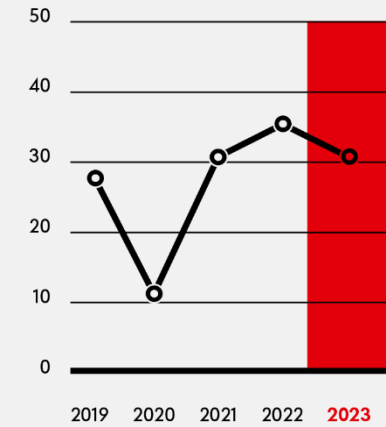


—○— Swiss GAAP FER
—○— Pro forma figures excluding divested wholesale business in GER in 2021

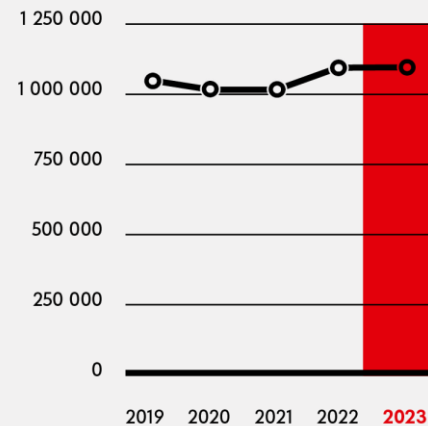
Gross profit
(EUR million)



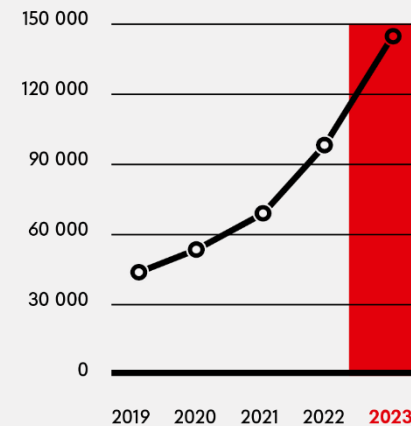
EBIT
(EUR million)



Mobile, digital TV and internet contracts
(Number of contracts)



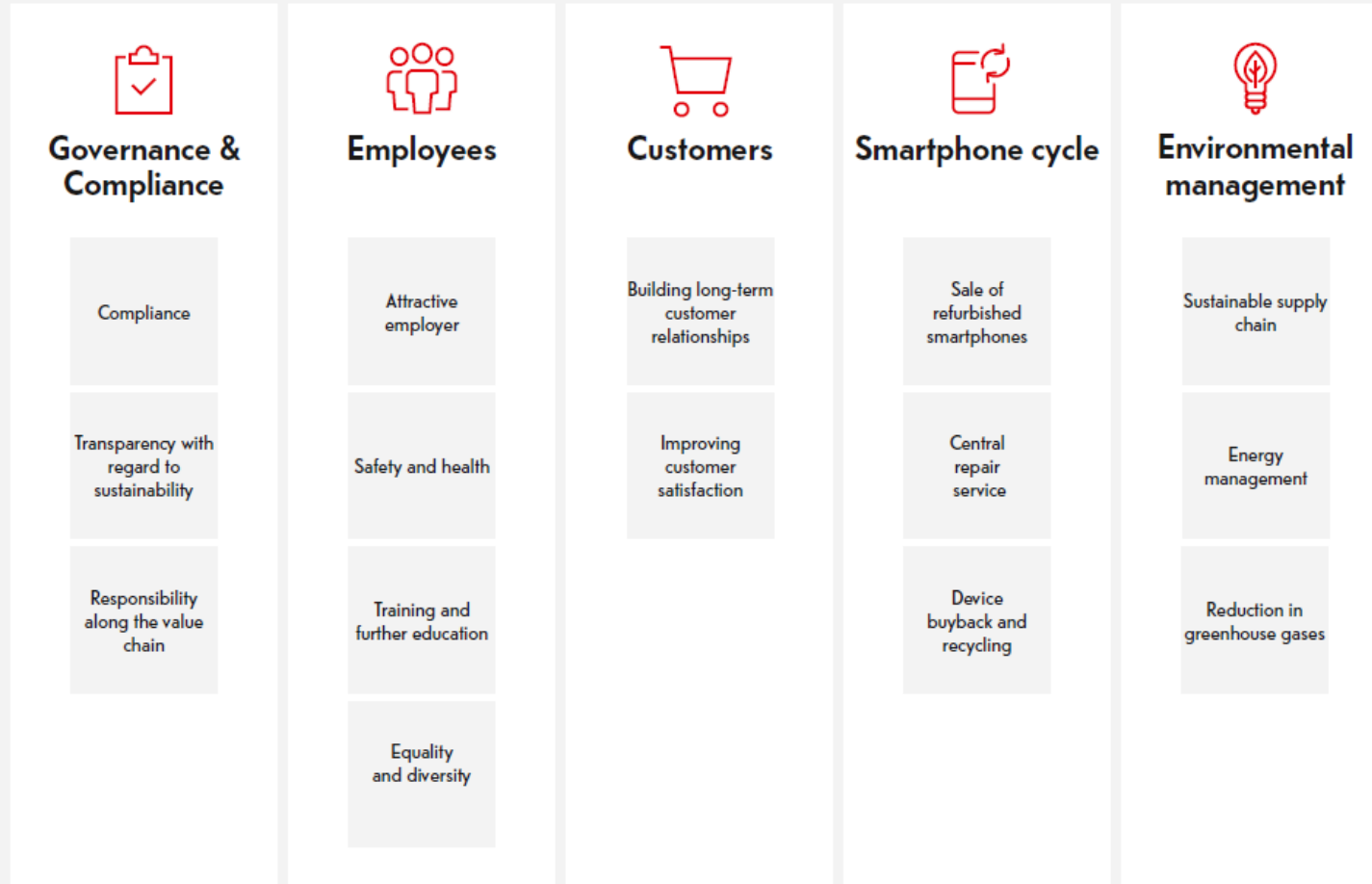
MVNO postpaid subscriptions
(Number of subscriptions)





Sustainability

Our sustainability strategy



- ✓ Sustainability reporting is based on the GRI standards and covers the non-financial reporting requirements stipulated by the Swiss Code of Obligations.
- ✓ The report will be submitted to the General Meeting on 3 April 2024 as part of a consultative vote for the first time.

Highlights 2023 and outlook

Highlights 2023

- ✓ mobilezone prepared a CO₂ balance sheet for the first time in 2023. This includes CO₂ emissions along the entire value chain.
- ✓ A Supplier Code of Conduct has been successfully introduced. Suppliers and partners, who account for 83 per cent of the purchasing volume, have already signed the code or equivalent guidelines.

Outlook

- ✓ mobilezone aims to sign the Science Based Targets Initiative (SBTi) Commitment Letter in 2024. In doing so, we are committing ourselves to scientifically based climate targets to reduce our CO₂ emissions.
- ✓ Preparation of the 2024 Sustainability Report in accordance with the guidelines of the Task Force on Climate-related Financial Disclosures (TCFD)

Our most important elements in Scope 1 to 3

Scope 1	Scope 2	Scope 3
<ul style="list-style-type: none"> ✓ Vehicle fleet ✓ Generated electricity 	<ul style="list-style-type: none"> ✓ Purchased electricity ✓ District heating 	<ul style="list-style-type: none"> ✓ Purchased goods and services ✓ Usage of disposal services for products sold ✓ Employee commutes ✓ Upstream and downstream logistics ✓ Business trips ✓ Waste

Greenhouse gas emissions (CO₂ equivalents)

	2023		2022	
	Tonnes	%	Tonnes	%
Scope 1	526	0.5	559	0.6
Scope 2	284	0.3	282	0.3
Scope 3	96 492	99.2	99 678	99.1
Total (Scope 1 bis 3)	97 302	100	100 519	100

- ✓ In 2023, CO₂ emissions amounted to 97,302 tonnes (2022: 100,159), which corresponds to a decrease of 3.2 percent.
- ✓ 1 per cent of emissions are in Scope 1 and 2, in our direct sphere of influence, and 99 per cent of emissions are in Scope 3, in the indirect sphere.

Changes in the Group Management 2024



Markus Bernhard
Operational Delegate of the Board
of Directors from 1 July 2024



Wilke Stroman
Co-CEO from 1 July 2024



Roger Wassmer
Co-CEO from 1 July 2024

Financial Guidance

mobilezone

swisscom Sunrise upc Salt

snoraglidom
travel & living

snoraglidom
travel & living

Financial Guidance

✓ EBIT Guidance 2024: CHF 68-75 million

✓ Dividend payout ratio: 60-80 per cent (previously 60-75 per cent)

	2021	2022	2023	2024	2025	2026	2027
EBIT	CHF 66.7m	CHF 70.6m	CHF 65.7m	CHF 68-75m			
EBIT margin	6.8%	7.0%	6.5%	Increase to 8.0% by 2025			
Net debt/EBITDA	0.92	0.38	1.18	< 2	< 2	< 2	< 2
Capex (without customer acquisition costs)	CHF 10.8m	CHF 12.9m	CHF 11.5m	CHF 10.4 m	CHF <10.0m	CHF <10.0m	CHF <10.0m
Customer acquisition costs	CHF 3.1m	CHF 4.6m	CHF 10.4m	CHF 7.0m	CHF 8.0m	CHF 9.0m	CHF 10.0m
Dividend per share¹	CHF 0.56	CHF 0.84	CHF 0.90	CHF 0.90	Continuation of attractive dividend policy		
Share buyback	CHF 5.8m	CHF 17.0m	exposed	exposed			

¹ Dividend paid out in the calendar year, based on net income of the previous year

A man with glasses and a dark suit is smiling and gesturing with his right hand while talking to a woman whose back is to the camera. The woman is wearing a dark blazer. The man is holding a tablet or laptop. The background is a blurred office environment.

Q&A

Financial calendar

3 April 2024	General Meeting 2024
10 April 2024	First trading day without dividend entitlement (ex-date)
12 April 2024	Dividend payment
11 June 2024	Stifel Swiss Equities Conference, Interlaken
16 August 2024	Publication of half-year report 2024
16 August 2024	Video conference for investors, media and analysts
18 September 2024	Investora Capital Market Conference, Zurich





**Thank you for your
interest!**