EX-99.1 2 bhe-ex99_1.htm EX-99.1

Exhibit 99.1

FOR IMMEDIATE RELEASE

BENCHMARK REPORTS SECOND QUARTER 2025 RESULTS

TEMPE, AZ, July 30, 2025 – Benchmark Electronics, Inc. (NYSE: BHE) today announced financial results for the second quarter ended June 30, 2025.

Second quarter 2025 results:

- Revenue of $642 million
- GAAP Operating Income of $20 million
- Non-GAAP Operating Income of $30 million
- GAAP earnings per share of $0.03
- Non-GAAP earnings per share of $0.55

"Benchmark's second quarter results continue to validate our strategy. We are the partner of choice for complex product execution, from concept through design to global delivery and support. Our second quarter progress was measured by sequential growth across most of our sectors with continued strength in A&D and solid recovery in the Industrial and Medical sectors. Even more encouraging was that we achieved a multi-year record in new bookings during the quarter," said Jeff Benck, Benchmark's President and CEO.

Benck continued "My conviction in our strategy and execution has never been higher. We see this play out in our margin improvement, bookings momentum with existing customers, and increased commitment to our value proposition by new customers. I am confident our accelerating momentum will drive growth and operational leverage in the coming quarters."

Summary GAAP Items (Amounts in millions, except per share data)	Three Months Ended June 30, 2024	March 31, 2025	June 30, 2025
Revenue	$ 666	$ 632	$ 642
Gross Margin	10.2%	10.0%	10.1%
Operating Margin	4.1%	1.9%	3.2%
Diluted EPS	$ 0.43	$ 0.10	$ 0.03

Summary Non-GAAP Items[1] (Amounts in millions, except per share data)	Three Months Ended June 30, 2024	March 31, 2025	June 30, 2025
Revenue	$ 666	$ 632	$ 642
Gross Margin	10.2%	10.1%	10.2%
Operating Margin	5.1%	4.6%	4.7%
Diluted EPS	$ 0.57	$ 0.52	$ 0.55

(1) A reconciliation of non-GAAP results to the most directly comparable GAAP measures and a discussion of why management believes these non-GAAP results are useful are included below.

Second Quarter 2025 Industry Sector Update

(In millions)	June 30, 2024			March 31, 2025			June 30, 2025		
Semi-Cap	$	172	26%	$	195	32%	$	190	30%
Industrial		142	21		137	22		142	22
A&D		109	16		122	19		126	20
Medical		111	17		104	16		110	17
AC&C		132	20		74	11		74	11
Total	$	666	100%	$	632	100%	$	642	100%

Cash Conversion Cycle

	June 30, 2024	March 31, 2025	June 30, 2025
Days in accounts receivable	51	53	52
Days in contract asset	25	25	25
Days in inventory	90	89	83
Days in accounts payable	(52)	(61)	(55)
Days in advance payments from customers	(24)	(20)	(20)
Days in cash conversion cycle	90	86	85

Third Quarter 2025 Guidance

- Revenue between $635 million - $685 million
- Diluted GAAP earnings per share between $0.28 - $0.34
- Diluted non-GAAP earnings per share between $0.56 - $0.62
- Non-GAAP earnings per share guidance excludes stock-based compensation expense of approximately $5.3 million and other non-operating expenses of $6.1 million to $6.3 million which includes restructuring, amortization of intangibles and other expenses.

Second Quarter 2025 Earnings Conference Call

The Company will host a conference call to discuss the results today at 5:00 p.m. Eastern Time. The live webcast of the call and accompanying reference materials will be accessible by logging on to the Company's website at www.bench.com. A replay of the broadcast will also be available on the Company's website.

About Benchmark Electronics, Inc.

Benchmark provides comprehensive solutions across the entire product life cycle by leading through its innovative technology and engineering design services, leveraging its optimized global supply chain and delivering world-class manufacturing services in the following industries: semiconductor capital equipment (Semi-Cap), industrial, medical, aerospace and defense (A&D), and advanced computing and communications (AC&C). Benchmark's global operations include facilities in seven countries and its common shares trade on the New York Stock Exchange under the symbol BHE.

For More Information, Please Contact:

Paul Mansky, Investor Relations and Corporate Development
1-623-300-7052 or paul.mansky@bench.com

Forward-Looking Statements

This press release contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements are identified as any statement that does not relate strictly to historical or current facts and may include words such as “anticipate,” “believe,” “intend,” “plan,” “project,” “forecast,” “strategy,” “position,” “continue,” “estimate,” “expect,” “may,” “will,” “could,” “predict,” and similar expressions of the negative or other variations thereof. In particular, statements, expressed or implied, concerning the Company’s outlook and guidance for third quarter and fiscal year 2025 results, future operating results or margins, the ability to generate sales and income or cash flow, expected revenue mix, the Company’s business strategy and strategic initiatives, the Company’s repurchases of shares of its common stock, the Company’s expectations regarding restructuring charges, stock-based compensation expense, amortization of intangibles, award of any tax incentives and capital expenditures, and the Company’s intentions concerning the payment of dividends, among others, are forward-looking statements. Although the Company believes these statements are based on and derived from reasonable assumptions, they involve risks, uncertainties and assumptions that are beyond the Company’s ability to control or predict, relating to operations, markets and the business environment generally, including those discussed under Part I, Item 1A of the Company's Annual Report on Form 10-K for the year ended December 31, 2024, and in any of the Company’s subsequent reports filed with the Securities and Exchange Commission. Events relating to the possibility of customer demand fluctuations, supply chain constraints, continuing inflationary pressures, the effects of foreign currency fluctuations and high interest rates, geopolitical uncertainties including continuing hostilities and tensions, trade restrictions and sanctions, tariffs and retaliatory countermeasures, the ability to utilize the Company’s manufacturing facilities at sufficient levels to cover its fixed operating costs, or write-downs or write-offs of obsolete or unsold inventory, may have resulting impacts on the Company’s business, financial condition, results of operations, and the Company’s ability (or inability) to execute on its plans. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual outcomes, including the future results of the Company’s operations, may vary materially from those indicated. Undue reliance should not be placed on any forward-looking statements. Forward-looking statements are not guarantees of performance. All forward-looking statements included in this document are based upon information available to the Company as of the date of this document, and the Company assumes no obligation to update.

Non-GAAP Financial Measures

Management discloses certain non-GAAP information to provide investors with additional information to analyze the Company’s performance and underlying trends. These non-GAAP financial measures exclude restructuring charges, stock-based compensation expense, amortization of intangible assets acquired in business combinations, certain legal and other settlement losses (gains), customer insolvency losses (recoveries), asset impairments, other significant non-recurring costs and the related tax impacts, including discrete tax items and other non-GAAP tax adjustments, of all of the above. A detailed reconciliation between GAAP results and results excluding certain items (“non-GAAP”) is included in the following tables attached to this document. In situations where a non-GAAP reconciliation has not been provided, the Company was unable to provide such a reconciliation without unreasonable effort due to the uncertainty and inherent difficulty predicting the occurrence, the financial impact and the periods in which the non-GAAP adjustments may be recognized. Management uses non-GAAP measures that exclude certain items in order to better assess operating performance and help investors compare results with our previous guidance. This document also references “free cash flow”, a non-GAAP measure, which the Company defines as cash flow from operations less additions to property, plant and equipment and purchased software. The Company’s non-GAAP information is not necessarily comparable to the non-GAAP information used by other companies. Non-GAAP information should not be viewed as a substitute for, or superior to, net income or other data prepared in accordance with GAAP as a measure of the Company’s profitability or liquidity. Readers should consider the types of events and transactions for which adjustments have been made.

###

1: Benchmark Electronics, Inc. and Subsidiaries - Condensed Consolidated Statements of Income

Benchmark Electronics, Inc. and Subsidiaries
Condensed Consolidated Statements of Income
(Amounts in Thousands, Except Per Share Data)
(UNAUDITED)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2025	2024	2025
Sales	$ 665,896	$ 642,335	$ 1,341,471	$ 1,274,099
Cost of sales	597,946	577,563	1,206,113	1,146,147
Gross profit	67,950	64,772	135,358	127,952
Selling, general and administrative expenses	38,022	40,569	75,354	79,369
Amortization of intangible assets	1,204	1,204	2,408	2,408
Restructuring charges and other costs	1,471	2,513	4,814	13,930
Income from operations	27,253	20,486	52,782	32,245
Interest expense	(6,933)	(6,348)	(14,178)	(11,643)
Interest income	2,526	3,135	4,518	5,867
Other expense, net	(2,323)	(666)	(3,500)	(1,468)
Income before income taxes	20,523	16,607	39,622	25,001
Income tax expense	4,995	15,635	10,092	20,385
Net income	$ 15,528	$ 972	$ 29,530	$ 4,616
Earnings per share:				
Basic	$ 0.43	$ 0.03	$ 0.82	$ 0.13
Diluted	$ 0.43	$ 0.03	$ 0.81	$ 0.13
Weighted-average number of shares outstanding:				
Basic	36,047	35,991	35,929	36,021
Diluted	36,497	36,258	36,388	36,427

1: Benchmark Electronics, Inc. and Subsidiaries Condensed Consolidated Balance Sheets (In Thousands) (UNAUDITED)

Benchmark Electronics, Inc. and Subsidiaries
Condensed Consolidated Balance Sheets
(In Thousands)
(UNAUDITED)

	December 31, 2024	June 30, 2025
Assets		
Current assets:		
Cash and cash equivalents	$ 315,152	$ 264,647
Restricted cash	12,875	—
Accounts receivable, net	412,458	369,246
Contract assets	167,578	175,101
Inventories	553,654	531,986
Prepaid expenses and other current assets	42,512	56,010
Total current assets	1,504,229	1,396,990
Property, plant and equipment, net	225,097	223,809
Operating lease right-of-use assets	117,995	110,771
Goodwill and other long-term assets	292,143	299,275
Total assets	$ 2,139,464	$ 2,030,845
Liabilities and Shareholders' Equity		
Current liabilities:		
Current installments of long-term debt	$ 6,737	$ 3,830
Accounts payable	354,218	354,715
Advance payments from customers	143,614	126,463
Accrued liabilities	144,530	107,142
Total current liabilities	649,099	592,150
Long-term debt, net of current installments	250,457	203,418
Operating lease liabilities	108,997	104,896
Other long-term liabilities	17,598	23,511
Total liabilities	1,026,151	923,975
Shareholders' equity	1,113,313	1,106,870
Total liabilities and shareholders' equity	$ 2,139,464	$ 2,030,845

1: Benchmark Electronics, Inc. and Subsidiaries Condensed Consolidated Statements of Cash Flows (In Thousands) (UNAUDITED)

Benchmark Electronics, Inc. and Subsidiaries
Condensed Consolidated Statements of Cash Flows
(In Thousands)
(UNAUDITED)

	Six Months Ended June 30, 2024	Six Months Ended June 30, 2025
Cash flows from operating activities:		
Net income	$ 29,530	$ 4,616
Depreciation and amortization	23,026	23,785
Stock-based compensation expense	6,361	9,732
Accounts receivable	71,346	46,794
Contract assets	(7,111)	(7,523)
Inventories	82,717	26,087
Accounts payable	(25,550)	(3,727)
Advance payments from customers	(47,727)	(17,150)
Other changes in working capital and other, net	(28,318)	(53,934)
Net cash provided by operating activities	104,274	28,680
Cash flows from investing activities:		
Additions to property, plant and equipment and software	(14,407)	(16,460)
Other investing activities, net	(1,405)	62
Net cash used in investing activities	(15,812)	(16,398)
Cash flows from financing activities:		
Share repurchases	—	(15,995)
Net debt activity	(41,731)	(50,430)
Other financing activities, net	(17,161)	(18,990)
Net cash used in financing activities	(58,892)	(85,415)
Effect of exchange rate changes	(2,918)	9,753
Net increase (decrease) in cash and cash equivalents and restricted cash	26,652	(63,380)
Cash and cash equivalents and restricted cash at beginning of year	283,213	328,027
Cash and cash equivalents and restricted cash at end of period	$ 309,865	$ 264,647

1: Benchmark Electronics, Inc. and Subsidiaries - Reconciliation of GAAP to Non-GAAP Financial Results

Benchmark Electronics, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Financial Results
(Amounts in Thousands, Except Per Share Data)
(UNAUDITED)

	Three Months Ended			Six Months Ended	
	Jun 30, 2024	Mar 31, 2025	Jun 30, 2025	Jun 30, 2024	Jun 30, 2025
Income from operations (GAAP)	$ 27,253	$ 11,759	$ 20,486	$ 52,782	$ 32,245
Restructuring charges and other costs	1,471	1,342	1,939	4,814	3,281
Stock-based compensation expense	4,185	4,397	5,335	6,361	9,732
Amortization of intangible assets	1,204	1,204	1,204	2,408	2,408
Legal and other settlement loss(1)	317	10,275	799	1,172	11,074
Customer insolvency (recovery)	(316)	—	—	(316)	—
Other	—	—	311	—	311
Non-GAAP income from operations	$ 34,114	$ 28,977	$ 30,074	$ 67,221	$ 59,051
GAAP operating margin	4.1%	1.9%	3.2%	3.9%	2.5%
Non-GAAP operating margin	5.1%	4.6%	4.7%	5.0%	4.6%
Gross profit (GAAP)	$ 67,950	$ 63,180	$ 64,772	$ 135,358	$ 127,952
Stock-based compensation expense	326	431	514	752	945
Customer insolvency (recovery)	(316)	—	—	(316)	—
Non-GAAP gross profit	$ 67,960	$ 63,611	$ 65,286	$ 135,794	$ 128,897
GAAP gross margin	10.2%	10.0%	10.1%	10.1%	10.0%
Non-GAAP gross margin	10.2%	10.1%	10.2%	10.1%	10.1%
Selling, general and administrative expenses	$ 38,022	$ 38,800	$ 40,569	$ 75,354	$ 79,369
Stock-based compensation expense	(3,858)	(3,966)	(4,821)	(5,608)	(8,787)
Legal and other settlement loss(1)	(317)	(200)	(225)	(1,172)	(425)
Other	—	—	(311)	—	(311)
Non-GAAP selling, general and administrative expenses	$ 33,847	$ 34,634	$ 35,212	$ 68,574	$ 69,846
Net income (GAAP)	$ 15,528	$ 3,644	$ 972	$ 29,530	$ 4,616
Restructuring charges and other costs	1,471	1,342	1,939	4,814	3,281
Stock-based compensation expense	4,185	4,397	5,335	6,361	9,732
Amortization of intangible assets	1,204	1,204	1,204	2,408	2,408
Legal and other settlement loss(1)	317	10,275	799	1,172	11,074
Refinancing of Credit Facilities	—	—	224	—	224
Customer insolvency (recovery)	(316)	—	—	(316)	—
Other	—	—	311	—	311
Income tax adjustments(2)	(1,437)	(1,645)	9,208	(2,830)	7,563
Non-GAAP net income	$ 20,952	$ 19,217	$ 19,992	$ 41,139	$ 39,209
Diluted earnings per share:					
Diluted (GAAP)	$ 0.43	$ 0.10	$ 0.03	$ 0.81	$ 0.13
Diluted (Non-GAAP)	$ 0.57	$ 0.52	$ 0.55	$ 1.13	$ 1.08
Weighted-average number of shares used in calculating diluted earnings per share:					
Diluted (GAAP)	36,497	36,605	36,258	36,388	36,427
Diluted (Non-GAAP)	36,497	36,605	36,258	36,388	36,258
Net cash provided by (used in) operations	$ 55,816	$ 31,503	$ (2,823)	$ 104,274	$ 28,680
Additions to property, plant and equipment and software	(8,504)	(4,156)	(12,304)	(14,407)	(16,460)
Free cash flow (used)	$ 47,312	$ 27,347	$ (15,127)	$ 89,867	$ 12,220

(1) Includes settlement of the tax assessment in Mexico that was previously disclosed under Note 15 in Part II, Item 8 of the Company's Annual Report on Form 10-K for the year ended December 31, 2024.

(2) This amount represents the tax impact of the non-GAAP adjustments, including discrete tax items, using the applicable effective tax rates. For the three and six months ended June 30, 2025, $10.4 million in discrete tax charges relating to foreign withholding tax paid on repatriated dividends, net of anticipated recoveries, and the recognition of deferred tax liabilities on remaining unremitted earnings in China.

Operational Performance Data

The tables below provide information regarding the available operational results for the 3 months ended March 31, 2025, as well as the prior four quarterly reporting periods and the 12 months ended March 31, 2025 and 2024, for cards and other form factors carrying the Visa, Visa Electron, V PAY and Interlink brands.

1. Branded Volume and Transactions

The tables present regional total volume, payments volume, and cash volume, and the number of payments transactions, cash transactions, accounts and cards for cards and other form factors carrying the Visa, Visa Electron, V PAY and Interlink brands and excludes Europe co-badged volume and transactions for all periods. Card counts include PLUS proprietary cards. Nominal and constant dollar growth rates over prior years are provided for volume-based data.

	For the 3 Months Ended March 31, 2025										
	Total Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Payments Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Payments Transactions (millions)	Cash Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Cash Transactions (millions)
All Visa Credit & Debit											
Asia Pacific	$567	(2.1%)	0.9%	$489	(2.1%)	1.1%	11,663	$78	(1.9%)	(0.2%)	755
Canada	103	1.2%	7.6%	96	1.0%	7.4%	1,571	7	3.6%	10.1%	13
CEMEA	332	9.9%	12.8%	208	13.8%	16.4%	6,909	124	4.0%	7.1%	844
LAC	352	1.7%	14.5%	228	7.1%	21.0%	9,474	124	(6.9%)	4.2%	1,118
US	1,799	5.3%	5.3%	1,654	5.9%	5.9%	25,859	145	(1.7%)	(1.7%)	679
Europe	784	5.3%	8.4%	665	7.1%	10.0%	18,119	118	(3.5%)	0.1%	611
Visa Inc.	3,937	4.1%	6.7%	3,341	5.3%	7.5%	73,595	597	(2.0%)	1.9%	4,020
Visa Credit Programs											
US	$797	4.7%	4.7%	$784	4.7%	4.7%	8,646	$13	3.8%	3.8%	17
International	887	2.7%	7.8%	844	3.0%	8.1%	17,929	44	(2.0%)	2.8%	174
Visa Inc.	1,684	3.7%	6.3%	1,628	3.8%	6.4%	26,575	56	(0.7%)	3.0%	191
Visa Debit Programs											
US	$1,002	5.7%	5.7%	$870	7.0%	7.0%	17,213	$133	(2.1%)	(2.1%)	662
International	1,251	3.4%	7.9%	843	6.3%	10.3%	29,807	408	(2.2%)	3.2%	3,167
Visa Inc.	2,253	4.4%	6.9%	1,713	6.7%	8.6%	47,020	540	(2.2%)	1.8%	3,829

	For the 3 Months Ended December 31, 2024												
	Total Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Payments Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Payments Transactions (millions)	Cash Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Cash Transactions (millions)	Accounts (millions)	Cards (millions)
All Visa Credit & Debit													
Asia Pacific	$604	(0.5%)	0.8%	$524	(0.3%)	1.2%	12,295	$80	(1.7%)	(1.6%)	766	1,137	1,210
Canada	118	6.9%	10.5%	111	7.2%	10.7%	1,758	7	3.4%	6.9%	12	88	94
CEMEA	337	10.1%	13.5%	213	15.8%	19.2%	6,983	125	1.5%	5.0%	858	384	408
LAC	376	0.9%	15.1%	242	5.3%	22.0%	9,811	134	(6.2%)	4.6%	1,197	751	889
US	1,869	6.6%	6.6%	1,720	7.3%	7.3%	27,308	149	(0.5%)	(0.5%)	732	1,268	1,495
Europe	846	10.2%	11.2%	714	12.1%	12.8%	19,347	132	0.9%	3.2%	671	624	697
Visa Inc.	4,151	5.9%	8.0%	3,524	7.3%	9.0%	77,503	628	(1.2%)	2.3%	4,237	4,252	4,793
Visa Credit Programs													
US	$854	6.7%	6.7%	$842	6.7%	6.7%	9,485	$12	6.6%	6.6%	16	343	455
International	945	4.8%	9.0%	900	5.1%	9.3%	18,806	45	(0.3%)	3.2%	179	807	937
Visa Inc.	1,799	5.7%	7.9%	1,742	5.8%	8.0%	28,291	57	1.1%	3.9%	196	1,150	1,392
Visa Debit Programs													
US	$1,015	6.6%	6.6%	$878	7.9%	7.9%	17,824	$137	(1.1%)	(1.1%)	716	925	1,040
International	1,337	5.9%	9.2%	903	9.8%	12.3%	31,389	434	(1.5%)	3.2%	3,325	2,177	2,362
Visa Inc.	2,352	6.2%	8.0%	1,781	8.8%	10.1%	49,212	571	(1.4%)	2.2%	4,041	3,102	3,401

1: For the 3 Months Ended September 30, 2024

For the 3 Months Ended September 30, 2024

	Total Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Payments Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Payments Transactions (millions)	Cash Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Cash Transactions (millions)	Accounts (millions)	Cards (millions)
All Visa Credit & Debit													
Asia Pacific	$585	(0.3%)	0.3%	$507	(0.0%)	0.6%	11,935	$78	(2.2%)	(1.4%)	758	1,134	1,209
Canada	113	4.8%	6.5%	105	4.8%	6.5%	1,676	7	5.4%	7.1%	12	85	92
CEMEA	325	10.2%	13.7%	202	15.3%	18.7%	6,499	123	2.8%	6.3%	862	365	390
LAC	361	2.5%	16.0%	228	7.0%	23.6%	9,158	133	(4.5%)	5.0%	1,191	729	867
US	1,799	4.3%	4.3%	1,649	5.0%	5.0%	26,750	150	(2.9%)	(2.9%)	754	1,255	1,472
Europe	852	10.8%	10.6%	716	12.3%	12.0%	19,228	136	3.2%	3.8%	699	611	681
Visa Inc.	4,035	5.2%	6.7%	3,408	6.4%	7.6%	75,245	627	(0.7%)	2.2%	4,277	4,180	4,711
Visa Credit Programs													
US	$819	5.1%	5.1%	$806	5.0%	5.0%	9,218	$13	13.1%	13.1%	17	340	451
International	918	4.8%	8.0%	873	5.0%	8.3%	18,136	45	0.5%	2.5%	176	790	920
Visa Inc.	1,737	4.9%	6.6%	1,679	5.0%	6.7%	27,354	58	3.1%	4.7%	193	1,130	1,371
Visa Debit Programs													
US	$980	3.7%	3.7%	$843	5.1%	5.1%	17,532	$137	(4.2%)	(4.2%)	738	915	1,021
International	1,318	6.7%	9.2%	886	10.4%	12.0%	30,359	432	(0.1%)	4.0%	3,346	2,135	2,319
Visa Inc.	2,298	5.4%	6.8%	1,729	7.7%	8.5%	47,891	569	(1.1%)	1.9%	4,084	3,050	3,340

2: For the 3 Months Ended June 30, 2024

For the 3 Months Ended June 30, 2024

	Total Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Payments Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Payments Transactions (millions)	Cash Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Cash Transactions (millions)	Accounts (millions)	Cards (millions)
All Visa Credit & Debit													
Asia Pacific	$567	(4.9%)	(0.0%)	$491	(4.8%)	0.3%	11,518	$76	(6.2%)	(2.1%)	752	1,125	1,198
Canada	113	4.5%	7.2%	106	4.5%	7.2%	1,637	7	5.1%	7.8%	12	84	91
CEMEA	311	6.4%	10.1%	190	12.8%	16.9%	6,171	121	(2.4%)	0.9%	848	362	386
LAC	360	4.8%	14.8%	221	7.5%	21.0%	8,689	138	0.8%	6.1%	1,235	703	835
US	1,804	4.5%	4.5%	1,652	5.1%	5.1%	26,321	151	(2.1%)	(2.1%)	762	1,228	1,439
Europe	797	7.7%	11.4%	665	9.5%	12.7%	18,405	132	(0.6%)	4.8%	722	604	673
Visa Inc.	3,952	3.8%	6.5%	3,326	4.9%	7.4%	72,741	626	(1.6%)	1.8%	4,331	4,107	4,622
Visa Credit Programs													
US	$819	5.4%	5.4%	$807	5.3%	5.3%	8,989	$12	7.6%	7.6%	16	330	435
International	883	1.3%	7.8%	839	1.6%	8.1%	17,346	44	(3.3%)	2.2%	181	783	909
Visa Inc.	1,702	3.2%	6.6%	1,646	3.4%	6.8%	26,335	56	(1.1%)	3.3%	197	1,114	1,344
Visa Debit Programs													
US	$985	3.7%	3.7%	$845	4.9%	4.9%	17,332	$139	(2.9%)	(2.9%)	746	898	1,003
International	1,265	4.7%	8.6%	835	8.0%	11.6%	29,074	430	(1.3%)	3.1%	3,388	2,096	2,274
Visa Inc.	2,250	4.2%	6.4%	1,680	6.4%	8.1%	46,406	569	(1.7%)	1.6%	4,134	2,993	3,278

3: For the 3 Months Ended March 31, 2024

For the 3 Months Ended March 31, 2024

	Total Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Payments Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Payments Transactions (millions)	Cash Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Cash Transactions (millions)	Accounts (millions)	Cards (millions)
All Visa Credit & Debit													
Asia Pacific	$579	(2.7%)	1.9%	$500	(2.7%)	2.4%	10,946	$79	(3.1%)	(0.9%)	774	1,120	1,194
Canada	102	6.2%	5.5%	95	5.7%	5.1%	1,459	7	12.4%	11.8%	12	84	90
CEMEA	302	9.9%	13.8%	183	15.1%	19.9%	5,785	119	2.7%	5.4%	814	353	376
LAC	346	8.2%	10.9%	213	12.3%	18.3%	8,201	133	2.1%	1.0%	1,156	689	811
US	1,709	5.5%	5.5%	1,561	6.1%	6.1%	24,730	148	(0.4%)	(0.4%)	737	1,206	1,416
Europe	744	13.4%	12.7%	621	14.9%	13.7%	16,884	123	6.2%	8.1%	677	606	671
Visa Inc.	3,782	6.2%	7.3%	3,173	7.1%	8.3%	68,004	609	1.8%	2.7%	4,169	4,057	4,559
Visa Credit Programs													
US	$761	6.2%	6.2%	$749	6.3%	6.3%	8,259	$12	1.5%	1.5%	16	328	433
International	864	4.5%	8.8%	819	4.5%	9.0%	16,252	44	3.4%	6.8%	177	780	903
Visa Inc.	1,625	5.3%	7.5%	1,568	5.3%	7.6%	24,510	57	3.0%	5.6%	193	1,108	1,336
Visa Debit Programs													
US	$948	5.0%	5.0%	$812	6.0%	6.0%	16,471	$135	(0.6%)	(0.6%)	720	878	983
International	1,210	8.4%	9.0%	793	11.9%	12.2%	27,023	417	2.4%	3.5%	3,255	2,071	2,239
Visa Inc.	2,158	6.9%	7.2%	1,605	8.8%	8.9%	43,494	552	1.6%	2.4%	3,976	2,949	3,222

	For the 12 Months Ended March 31, 2025										
	Total Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Payments Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Payments Transactions (millions)	Cash Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Cash Transactions (millions)
All Visa Credit & Debit											
Asia Pacific	$2,323	(2.0%)	0.5%	$2,011	(1.8%)	0.8%	47,410	$312	(3.0%)	(1.3%)	3,031
Canada	446	4.4%	8.0%	418	4.4%	8.0%	6,642	29	4.4%	8.0%	49
CEMEA	1,305	9.2%	12.5%	813	14.4%	17.8%	26,562	492	1.5%	4.8%	3,412
LAC	1,449	2.4%	15.1%	920	6.7%	21.9%	37,132	530	(4.2%)	5.0%	4,742
US	7,271	5.2%	5.2%	6,675	5.8%	5.8%	106,238	596	(1.8%)	(1.8%)	2,928
Europe	3,279	8.5%	10.4%	2,761	10.3%	11.9%	75,099	518	0.1%	3.0%	2,704
Visa Inc.	16,075	4.8%	7.0%	13,598	6.0%	7.9%	299,084	2,477	(1.4%)	2.1%	16,865
Visa Credit Programs											
US	$3,289	5.5%	5.5%	$3,239	5.4%	5.4%	36,337	$50	7.7%	7.7%	66
International	3,633	3.4%	8.2%	3,456	3.7%	8.5%	72,217	178	(1.3%)	2.7%	711
Visa Inc.	6,923	4.4%	6.9%	6,695	4.5%	7.0%	108,554	227	0.6%	3.7%	777
Visa Debit Programs											
US	$3,982	4.9%	4.9%	$3,436	6.2%	6.2%	69,902	$546	(2.6%)	(2.6%)	2,862
International	5,170	5.2%	8.7%	3,467	8.7%	11.5%	120,629	1,703	(1.3%)	3.4%	13,226
Visa Inc.	9,152	5.1%	7.0%	6,903	7.4%	8.8%	190,530	2,249	(1.6%)	1.9%	16,088

	For the 12 Months Ended March 31, 2024												
	Total Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Payments Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Payments Transactions (millions)	Cash Volume ($ billions)	Growth (Nominal USD)	Growth (Constant USD)	Cash Transactions (millions)	Accounts (millions)	Cards (millions)
All Visa Credit & Debit													
Asia Pacific	$2,370	0.8%	3.9%	$2,048	1.2%	4.6%	44,063	$322	(1.8%)	(0.3%)	3,172	1,120	1,194
Canada	428	4.5%	6.0%	400	4.3%	5.8%	6,049	28	7.1%	8.6%	45	84	90
CEMEA	1,196	11.1%	14.9%	711	19.0%	22.5%	22,358	485	1.1%	5.2%	3,398	353	376
LAC	1,415	12.2%	10.2%	862	17.6%	17.1%	32,373	553	4.7%	1.3%	4,578	689	811
US	6,914	5.2%	5.2%	6,307	5.8%	5.8%	100,760	607	(0.7%)	(0.7%)	3,094	1,206	1,416
Europe	3,021	15.0%	11.6%	2,503	15.7%	12.1%	67,878	518	11.5%	9.2%	2,898	606	671
Visa Inc.	15,343	7.3%	7.3%	12,831	8.2%	8.2%	273,480	2,512	3.1%	2.9%	17,185	4,057	4,559
Visa Credit Programs													
US	$3,119	5.6%	5.6%	$3,072	5.7%	5.7%	34,194	$46	(2.9%)	(2.9%)	61	328	433
International	3,513	7.6%	9.8%	3,333	7.7%	10.0%	64,830	180	6.4%	7.0%	739	780	903
Visa Inc.	6,632	6.7%	7.7%	6,406	6.7%	7.8%	99,023	226	4.4%	4.8%	800	1,108	1,336
Visa Debit Programs													
US	$3,796	4.9%	4.9%	$3,235	5.9%	5.9%	66,566	$561	(0.5%)	(0.5%)	3,033	878	983
International	4,915	10.2%	8.8%	3,190	13.8%	11.7%	107,891	1,725	4.1%	3.9%	13,352	2,071	2,239
Visa Inc.	8,711	7.8%	7.0%	6,425	9.7%	8.6%	174,457	2,286	3.0%	2.7%	16,385	2,949	3,222

2. Cross-Border Volume

The table below represents cross-border volume growth for cards and other form factors carrying the Visa, Visa Electron, V PAY, Interlink and PLUS brands. Cross-border volume refers to payments and cash volume where the issuing country is different from the merchant country.

1: Cross-Border Volume Growth

Period	Total Growth (Nominal USD)	Total Growth (Constant USD)	Ex. Intra-Europe [(1)] Growth (Constant USD)
3 Months Ended			
Mar 31, 2025	10%	13%	13%
Dec 31, 2024	15%	16%	16%
Sep 30, 2024	13%	13%	13%
Jun 30, 2024	12%	14%	14%
Mar 31, 2024	17%	16%	16%
12 Months Ended			
Mar 31, 2025	13%	14%	14%

(1) Cross-border volumes excluding transactions within Europe drive our international transaction revenues.

3. Visa Processed Transactions

The table below includes payments and cash transactions, and represent transactions using cards and other form factors carrying the Visa, Visa Electron, V PAY, Interlink and PLUS brands processed on Visa's networks.

2: Visa Processed Transactions

Period	Processed Transactions (millions)	Growth
3 Months Ended		
Mar 31, 2025	60,651	9%
Dec 31, 2024	63,797	11%
Sep 30, 2024	61,512	10%
Jun 30, 2024	59,318	10%
Mar 31, 2024	55,456	11%
12 Months Ended		
Mar 31, 2025	245,278	10%

Footnote

Payments volume, including Visa Direct volume, represents the aggregate dollar amount of purchases made with cards and other form factors carrying the Visa, Visa Electron, V PAY and Interlink brands and excludes Europe co-badged volume for the relevant period, and cash volume represents the aggregate dollar amount of cash disbursements obtained with these cards for the relevant period and includes the impact of balance transfers and convenience checks, but excludes proprietary PLUS volume. Total volume represents payments and cash volume.

Visa payment products are comprised of credit and debit programs, and data relating to each program is included in the tables. Debit programs include Visa's signature based and Interlink (PIN) debit programs.

The data presented is based on transactions processed by Visa and reported by Visa's financial institution clients on their operating certificates. Estimates may be utilized if data is unavailable. Due to Visa's suspension of operations in Russia in March 2022, the data no longer includes volumes and transactions for Russia clients starting the three months ended June 30, 2022 and accounts and cards starting the three months ended March 31, 2022.

Previously presented information may be updated. Prior period updates, if any, are not material.

Visa's CEMEA region is comprised of countries in Central Europe, the Middle East and Africa. Several European Union countries in Central Europe, Israel and Turkey are not included in CEMEA. LAC is comprised of countries in Central and South America and the Caribbean. International includes Asia Pacific, Canada, CEMEA, Europe and LAC.

Information denominated in U.S. dollars is calculated by applying an established U.S. dollar/local currency exchange rate for each local currency in which Visa Inc. volumes are reported ("Nominal USD"). These exchange rates are calculated on a quarterly basis using the established exchange rate for each quarter. To eliminate the impact of foreign currency fluctuations against the U.S. dollar in measuring performance, Visa Inc. also reports year-over-year growth in total volume, payments volume and cash volume on the basis of local currency information ("Constant USD"). This presentation represents Visa's historical methodology which may be subject to review and refinement.

Figures in the tables may not recalculate exactly due to rounding. The totals and percentages are calculated based on unrounded numbers.

EX-99.1 2 tmus06302025ex991.htm TMUS EXHIBIT 99.1

Q2 2025

EXHIBIT 99.1

T-Mobile Delivers Record Quarter with Outsized Customer and Financial Growth, and Raises Full Year 2025 Guidance

Un-carrier Delivers Best-Ever Q2 Total Postpaid and Postpaid Phone Net and Gross Customer Additions and Maintains Network Leadership with Largest, Fastest and Most Advanced 5G Network

Industry-Leading Customer Growth Fueled by Best Network, Best Value and Best Experiences Combination[(1)]

- Postpaid net customer additions of 1.7 million, best-ever Q2 and best in industry
- Postpaid phone net customer additions of 830 thousand, best-ever Q2 and best in industry
- Postpaid net account additions of 318 thousand, up 6% year-over-year, best in industry
- 5G broadband net customer additions of 454 thousand, up 12% year-over-year, best in industry

Translating Industry-Leading Customer Growth into Industry-Leading Financial Growth

- Service revenues of $17.4 billion grew 6% year-over-year, best in industry growth
- Postpaid service revenues of $14.1 billion grew 9% year-over-year, best in industry growth
- Net income of $3.2 billion, highest-ever, grew 10% year-over-year
- Diluted earnings per share ("EPS") of $2.84, highest-ever Q2, grew 14% year-over-year
- Core Adjusted EBITDA[(2)] of $8.5 billion grew 6% year-over-year, best in industry growth
- Net cash provided by operating activities of $7.0 billion grew 27% year-over-year
- Adjusted Free Cash Flow[(2)] of $4.6 billion grew 4% year-over-year

T-Mobile Recognized as Network Leader by Third Parties

- Ookla awarded T-Mobile as the only carrier in the country to win back-to-back Best Mobile Network awards in the largest, most-comprehensive tests of their kind, each leveraging half a billion real world data points on millions of devices measuring speed and experience
- Recognized by Opensignal for best Overall Experience for the fourth consecutive year and blew away the competition in best download speeds, nearly 200% faster than the nearest competitor, and upload speeds, approximately 65% faster than the nearest competitor

Bellevue, WA — July 23, 2025 — T-Mobile US, Inc. (NASDAQ: TMUS) reported second quarter 2025 results today, delivering its best-ever Q2 total postpaid and postpaid phone net and gross customer additions, alongside industry-leading postpaid net account additions and 5G broadband net customer additions. The company's industry-leading customer growth contributed to industry-best service revenue growth, which grew at a rate more than double its closest wireless competitors, its highest-ever net income quarter, industry-leading Core Adjusted EBITDA growth, strong net cash provided by operating activities and its highest-ever Q2 Adjusted Free Cash Flow, while fueling stockholder returns of $3.5 billion in Q2.

"T-Mobile crushed our own growth records with the best-ever total postpaid and postpaid phone nets in a Q2 in our history," said Mike Sievert, CEO of T-Mobile. "T-Mobile is now America's Best Network. When you combine that with the incredible value that we have always been famous for, it should surprise no one that customers are switching to the Un-carrier at a record pace. These durable advantages enabled us to once again translate customer growth into financial growth, with the industry's best service revenue growth by a wide mile and record Q2 Adjusted Free Cash Flow."

---

(1) AT&T Inc. does not disclose postpaid net account additions. Comcast and Charter do not disclose postpaid phone net customer additions. Industry-leading claims are based on consensus expectations if results are not yet reported.

(2) Core Adjusted EBITDA and Adjusted Free Cash Flow are non-GAAP financial measures. These non-GAAP financial measures should be considered in addition to, but not as a substitute for, the information provided in accordance with GAAP. Reconciliations for these non-GAAP financial measures to the most directly comparable GAAP financial measures are provided in the Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures tables. We are not able to forecast Net income on a forward-looking basis without unreasonable efforts due to the high variability and difficulty in predicting certain items that affect Net income, including, but not limited to, Income tax expense and Interest expense. Core Adjusted EBITDA should not be used to predict Net income as the difference between this measure and Net income is variable.

Q2 2025

Industry-Leading Customer Growth Fueled by Best Network, Best Value and Best Experiences Combination[1]

- **Postpaid net customer additions** of 1.7 million increased 394 thousand year-over-year.
- **Postpaid phone net customer additions** of 830 thousand increased 53 thousand year-over-year. Postpaid phone churn of 0.90% increased 10 basis points year-over-year.
- **Postpaid net account additions** of 318 thousand increased 17 thousand year-over-year.
- **Prepaid net customer additions** of 39 thousand decreased 140 thousand year-over-year. Prepaid churn of 2.65% increased 11 basis points year-over-year.
- **5G broadband net customer additions** of 454 thousand increased 48 thousand year-over-year. T-Mobile ended the quarter with 7.3 million 5G broadband customers.
- **Total net customer additions** were 1.8 million and increased 254 thousand year-over-year. Total customer connections increased to a record high of 132.8 million.

1: Postpaid net customer additions, Postpaid phone net customer additions, Postpaid net account additions, Prepaid net customer additions, 5G broadband net customer additions, and Total net customer additions

	Quarter			Six Months Ended June 30,	
(in thousands, except churn)	Q2 2025	Q1 2025	Q2 2024	2025	2024
Postpaid net account additions	318	205	301	523	519
Total net customer additions	1,771	1,382	1,517	3,153	2,689
Postpaid net customer additions (2)	1,732	1,337	1,338	3,069	2,558
Postpaid phone net customer additions	830	495	777	1,325	1,309
Postpaid other net customer additions (2) (3)	902	842	561	1,744	1,249
Prepaid net customer additions (2) (4)	39	45	179	84	131
Total customers, end of period (2)	132,778	130,910	125,893	132,778	125,893
Postpaid phone churn	0.90 %	0.91 %	0.80 %	0.90 %	0.83 %
Prepaid churn	2.65 %	2.68 %	2.54 %	2.67 %	2.64 %
5G broadband net customer additions	454	424	406	878	811
Total 5G broadband customers, end of period	7,308	6,854	5,587	7,308	5,587

(1) AT&T Inc. does not disclose postpaid net account additions. Comcast and Charter do not disclose postpaid phone net customer additions. Industry-leading claims are based on consensus expectations if results are not yet reported.
(2) Includes 5G broadband customers.
(3) In the second quarter of 2025, we acquired 97,000 fiber customers from Lumos.
(4) In the second quarter of 2024, we acquired 3,504,000 prepaid customers through our acquisition of Ka'ena, which includes the impact of certain base adjustments to align the policies of Ka'ena and T-Mobile.

Translating Industry-Leading Customer Growth into Industry-Leading Financial Growth[(1)]

- **Total service revenues** increased 6% year-over-year to $17.4 billion, and Postpaid service revenues increased 9% year-over-year to $14.1 billion.
- **Net income** increased 10% year-over-year to $3.2 billion.
- **Diluted EPS** increased 14% year-over-year to $2.84 per share.
- **Core Adjusted EBITDA** increased 6% year-over-year to $8.5 billion.
- **Net cash provided by operating activities**[(2)] increased 27% year-over-year to $7.0 billion.
- **Cash purchases of property and equipment, including capitalized interest** increased 17% year-over-year to $2.4 billion.
- **Adjusted Free Cash Flow** increased 4% year-over-year to $4.6 billion.
- **Stockholder Returns** of $3.5 billion in Q2 2025, including common stock repurchases of $2.5 billion and cash dividends of $996 million as part of current stockholder return authorization of up to $14.0 billion, for cumulative stockholder returns[(3)] of $38.3 billion since program inception, split across repurchases of $32.3 billion and cash dividends of $6.0 billion.

	Quarter			Six Months Ended June 30,		Q2 2025 vs. Q1 2025	Q2 2025 vs. Q2 2024	YTD 2025 vs. YTD 2024
(in millions, except EPS)	Q2 2025	Q1 2025	Q2 2024	2025	2024			
Total service revenues	$ 17,438	$ 16,925	$ 16,429	$ 34,363	$ 32,525	3.0 %	6.1 %	5.7 %
Postpaid service revenues	14,078	13,594	12,899	27,672	25,530	3.6 %	9.1 %	8.4 %
Total revenues	21,132	20,886	19,772	42,018	39,366	1.2 %	6.9 %	6.7 %
Net income	3,222	2,953	2,925	6,175	5,299	9.1 %	10.2 %	16.5 %
Diluted EPS	2.84	2.58	2.49	5.42	4.49	10.1 %	14.1 %	20.7 %
Adjusted EBITDA	8,547	8,259	8,053	16,806	15,705	3.5 %	6.1 %	7.0 %
Core Adjusted EBITDA	8,541	8,258	8,027	16,799	15,644	3.4 %	6.4 %	7.4 %
Net cash provided by operating activities [(2)]	6,992	6,847	5,521	13,839	10,605	2.1 %	26.6 %	30.5 %
Cash purchases of property and equipment, including capitalized interest	2,396	2,451	2,040	4,847	4,667	(2.2)%	17.5 %	3.9 %
Adjusted Free Cash Flow	4,596	4,396	4,439	8,992	7,786	4.5 %	3.5 %	15.5 %

(1) Industry-leading claims are based on consensus expectations if results are not yet reported.
(2) Effective November 1, 2024, following amendments to the company's Equipment Installment Plan Sale and Service Receivable Sale arrangements, all cash proceeds associated with the sale of such receivables, a portion of which was previously recognized as Proceeds related to beneficial interests in securitization transactions within investing cash flows, were recognized as operating cash flows. These amendments did not have a net impact on Adjusted Free Cash Flow.
(3) Beginning in Q3 2022 through June 30, 2025.

Q2 2025

T-Mobile Recognized as Network Leader by Third Parties

The company continues to be recognized by third parties as the network leader:

- Ookla awarded T-Mobile as the only carrier in the country to win back-to-back Best Mobile Network awards in the largest, most-comprehensive tests of their kind, each leveraging half a billion real world data points on millions of devices measuring speed and experience.
- Recognized by Opensignal for best Overall Experience for the fourth consecutive year and blew away the competition in best download speeds, nearly 200% faster than the nearest competitor, and upload speeds, approximately 65% faster than the nearest competitor.

See 5G device, coverage, and access details at T-Mobile.com. Ookla Awards: Based on analysis by Ookla® of Speedtest Intelligence® data Q4 2024–Q1 2025, and Ookla® of Speedtest Intelligence® data Q1 2025–Q2 2025. © 2025 Ookla, LLC. Opensignal Award: USA: Mobile Network Experience Report June 2025, Data Collection Period: Feb 01–May 01, 2025. © 2025 Opensignal Limited.

Raising 2025 Customer and Financial Guidance

T-Mobile's 2025 guidance below reflects the inclusion of Metronet, which we expect to close on July 24th, and excludes the pending acquisition of UScellular:

- Postpaid net customer additions are expected to be between 6.1 million and 6.4 million, an increase from prior guidance of 5.5 million to 6.0 million, including 2.95 million to 3.10 million postpaid phone net customer additions and approximately 100 thousand Fiber net customers additions.
- Core Adjusted EBITDA, which is Adjusted EBITDA less lease revenues, is expected to be between \$33.3 billion and \$33.7 billion, an increase at the midpoint from prior guidance of \$33.2 billion to \$33.7 billion.
- Net cash provided by operating activities, including payments for Sprint Merger-related costs, is expected to be between \$27.1 billion and \$27.5 billion, an increase at the midpoint from prior guidance of \$27.0 billion to \$27.5 billion.
- Cash purchases of property and equipment, including capitalized interest, are expected to be approximately \$9.5 billion, unchanged from prior guidance.
- Adjusted Free Cash Flow, including payments for Sprint Merger-related costs, is expected to be between \$17.6 billion and \$18.0 billion, an increase at the midpoint from prior guidance of \$17.5 billion to \$18.0 billion. Adjusted Free Cash Flow guidance does not assume any material net cash inflows from securitization.

1: 2025 Customer and Financial Guidance

(in millions, except Postpaid net customer additions and Effective tax rate)	Previous		Current		Change (Mid-point)
Postpaid net customer additions (thousands)	5,500	6,000	6,100	6,400	500
Net income (1)	N/A	N/A	N/A	N/A	N/A
Effective tax rate	24%	26%	24%	26%	—
Core Adjusted EBITDA (2)	\$33,200	\$33,700	\$33,300	\$33,700	\$50
Net cash provided by operating activities	27,000	27,500	27,100	27,500	50
Capital expenditures (3)	~9,500		~9,500		—
Adjusted Free Cash Flow	17,500	18,000	17,600	18,000	50

(1) T-Mobile is not able to forecast Net income on a forward-looking basis without unreasonable efforts due to the high variability and difficulty in predicting certain items that affect GAAP Net income, including, but not limited to, Income tax expense and Interest expense. Core Adjusted EBITDA should not be used to predict Net income as the difference between this measure and Net income is variable.
(2) Management uses Core Adjusted EBITDA as a measure to monitor the financial performance of Company operations, excluding the impact of lease revenues from related device financing programs.
(3) Capital expenditures means cash purchases of property and equipment, including capitalized interest.

Financial Results

For more details on T-Mobile's Q2 2025 financial results, including the Investor Factbook with detailed financial tables, please visit T-Mobile US, Inc.'s Investor Relations website at https://investor.t-mobile.com.

Earnings Call Information

Date/Time

- Wednesday, July 23, 2025, at 4:30 p.m. (EDT)

Pre-registration link for dial-in access and personalized PIN

Participants can pre-register for the conference call here in order to receive dial-in information and a personalized PIN. This option is recommended to avoid wait times when joining the call.

Access via Phone (audio only)

Please plan on accessing the call 10 minutes prior to the scheduled start time.

- Toll Free: 1-866-777-2509
- International: 1-412-317-5413

Access via Webcast

The earnings call will be broadcasted live and can be replayed via the Investor Relations website at https://investor.t-mobile.com.

Submit Questions via X

Send a post to @TMobileIR or @MikeSievert using $TMUS

Contact Information

- Media Relations: mediarelations@t-mobile.com
- Investor Relations: investor.relations@t-mobile.com

T-Mobile Social Media

Investors and others should note that we announce material financial and operational information to our investors using our investor relations website (https://investor.t-mobile.com), newsroom website (https://t-mobile.com/news), press releases, SEC filings and public conference calls and webcasts. We also intend to use certain social media accounts as a means of disclosing information about us and our services and for complying with our disclosure obligations under Regulation FD (the @TMobileIR X account (https://x.com/TMobileIR), the @MikeSievert X account (https://x.com/MikeSievert) and our CEO's LinkedIn account (https://www.linkedin.com/in/sievert), both of which Mr. Sievert also uses as a means for personal communications and observations, and the @TMobileCFO X account (https://x.com/tmobilecfo), and our CFO's LinkedIn account (https://www.linkedin.com/in/peter-osvaldik-3887394), both of which Mr. Osvaldik also uses as a means for personal communication and observations). The information we post through these social media channels may be deemed material. Accordingly, investors should monitor these social media channels in addition to following our press releases, SEC filings and public conference calls and webcasts. The social media channels that we intend to use as a means of disclosing the information described above may be updated from time to time as listed on our investor relations website.

About T-Mobile US, Inc.

T-Mobile US, Inc. (NASDAQ: TMUS) is America's supercharged Un-carrier, delivering an advanced 4G LTE and transformative nationwide 5G network that will offer reliable connectivity for all. T-Mobile's customers benefit from its unmatched combination of value and quality, unwavering obsession with offering them the best possible service experience and undisputable drive for disruption that creates competition and innovation in wireless and beyond. Based in Bellevue, Wash., T-Mobile provides services through its subsidiaries and operates its flagship brands, T-Mobile, Metro by T-Mobile and Mint Mobile. For more information please visit: https://www.t-mobile.com.

Forward-Looking Statements

This communication includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical fact, including information concerning T-Mobile US, Inc.'s future results of operations, are forward-looking statements. These forward-looking statements are generally identified by the words “anticipate,” “believe,” “estimate,” “expect,” “intend,” “may,” “could” or similar expressions.

Forward-looking statements are based on current expectations and assumptions, which are subject to risks and uncertainties and may cause actual results to differ materially from the forward-looking statements. Important factors that could affect future results and cause those results to differ materially from those expressed in the forward-looking statements include, among others, the following: competition, industry consolidation and changes in the market for wireless communications services and other forms of connectivity; criminal cyberattacks, disruption, data loss or other security breaches; our inability to timely adopt and effectively deploy network technology developments; our inability to effectively execute our digital transformation and drive customer and employee adoption of emerging technologies; our inability to retain or motivate key personnel, hire qualified personnel or maintain our corporate culture; system failures and business disruptions, allowing for unauthorized use of or interference with our network and other systems; the scarcity and cost of additional wireless spectrum, and regulations relating to spectrum use; the timing and effects of any pending and future acquisition, divestiture, investment, joint venture or merger involving us, including our inability to obtain any required regulatory approval necessary to consummate any such transactions or to achieve the expected benefits of such transactions; adverse economic, political or market conditions in the U.S. and international markets, including changes resulting from increases in inflation or interest rates, tariffs and trade restrictions, supply chain disruptions, fluctuations in global currencies, immigration policies, and impacts of geopolitical instability, such as the Ukraine-Russia and Israel-Hamas wars and further escalations thereof; potential operational delays, higher procurement and operational costs, and regulatory and compliance complexities as result of changes to trade policies, including higher tariffs, restrictions and other economic disincentives to trade; our inability to successfully deliver new products and services; any disruption or failure of our third parties (including key suppliers) to provide products or services for the operation of our business; sociopolitical volatility and polarization and risks related to environmental, social and governance matters; our substantial level of indebtedness and our inability to service our debt obligations in accordance with their terms; changes in the credit market conditions, credit rating downgrades or an inability to access debt markets; our inability to maintain effective internal control over financial reporting; any changes in regulations or in the regulatory framework under which we operate; laws and regulations relating to the handling of privacy, data protection and artificial intelligence; unfavorable outcomes of and increased costs from existing or future regulatory or legal proceedings; difficulties in protecting our intellectual property rights or if we infringe on the intellectual property rights of others; our offering of regulated financial services products and exposure to a wide variety of state and federal regulations; new or amended tax laws or regulations or administrative interpretations and judicial decisions affecting the scope or application of tax laws or regulations; our wireless licenses, including those controlled through leasing agreements, are subject to renewal and may be revoked; our exclusive forum provision as provided in our Certificate of Incorporation; interests of Deutsche Telecom AG (“DT”), our controlling stockholder, which may differ from the interests of other stockholders; our current and future stockholder return programs may not be fully utilized, and our share repurchases and dividend payments pursuant thereto may fail to have the desired impact on stockholder value; future sales of our common stock by DT and SoftBank Group Corp. and our inability to attract additional equity financing outside the United States due to foreign ownership limitations by the Federal Communications Commission; and other risks as disclosed in our most recent annual report on Form 10-K, and subsequent Forms 10-Q and other filings with the Securities and Exchange Commission. Given these risks and uncertainties, readers are cautioned not to place undue reliance on such forward-looking statements. We undertake no obligation to revise or publicly release the results of any revision to these forward- looking statements, except as required by law.

1: Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures

T-Mobile US, Inc.
Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures
(Unaudited)

This Press Release includes non-GAAP financial measures. The non-GAAP financial measures should be considered in addition to, but not as a substitute for, the information provided in accordance with GAAP. Reconciliations for the non-GAAP financial measures to the most directly comparable GAAP financial measures are provided below. T-Mobile is not able to forecast Net income on a forward-looking basis without unreasonable efforts due to the high variability and difficulty in predicting certain items that affect GAAP net income, including, but not limited to, Income tax expense and Interest expense. Adjusted EBITDA and Core Adjusted EBITDA should not be used to predict Net income as the difference between either of these measures and Net income is variable.

Adjusted EBITDA and Core Adjusted EBITDA are reconciled to Net income as follows:

	Quarter						Six Months Ended June 30,	
(in millions)	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	2024	2025
Net income	$ 2,374	$ 2,925	$ 3,059	$ 2,981	$ 2,953	$ 3,222	$ 5,299	$ 6,175
Adjustments:								
Interest expense, net	880	854	836	841	916	922	1,734	1,838
Other (income) expense, net	(20)	8	(7)	(94)	46	11	(12)	57
Income tax expense	764	843	908	858	885	1,058	1,607	1,943
Operating income	3,998	4,630	4,796	4,586	4,800	5,213	8,628	10,013
Depreciation and amortization	3,371	3,248	3,151	3,149	3,198	3,146	6,619	6,344
Stock-based compensation (1)	140	147	143	156	168	178	287	346
Sprint Merger-related costs (gain), net (2)	130	(9)	—	—	—	—	121	—
UScellular Merger-related costs (3)	—	—	16	10	14	33	—	47
Legal-related expenses (recoveries), net (4)	—	15	1	(105)	6	(4)	15	2
Other, net (5)	13	22	136	120	73	(19)	35	54
Adjusted EBITDA	7,652	8,053	8,243	7,916	8,259	8,547	15,705	16,806
Lease revenues	(35)	(26)	(21)	(11)	(1)	(6)	(61)	(7)
Core Adjusted EBITDA	$ 7,617	$ 8,027	$ 8,222	$ 7,905	$ 8,258	$ 8,541	$ 15,644	$ 16,799

(1) Stock-based compensation includes payroll tax impacts and may not agree to stock-based compensation expense in the Condensed Consolidated Financial Statements. Additionally, certain stock-based compensation expenses associated with the merger with Sprint Corporation (the “Sprint Merger”) have been included in Sprint Merger-related costs (gain), net.

(2) Sprint Merger-related costs (gain), net, for the three months ended June 30, 2024, includes the $100 million gain recognized for the extension fee previously paid by DISH associated with the DISH License Purchase Agreement.

(3) UScellular Merger-related costs generally include pre-merger consulting and legal fees.

(4) Legal-related expenses (recoveries), net consists of the settlement of certain litigation and compliance costs associated with the August 2021 cyberattack, net of insurance recoveries.

(5) Other, net, primarily consists of certain severance, restructuring and other expenses, gains and losses, not directly attributable to the Sprint Merger or UScellular Merger, which are not reflective of T-Mobile’s core business activities and are, therefore, excluded from Adjusted EBITDA and Core Adjusted EBITDA.

Adjusted EBITDA represents earnings before Interest expense, net of Interest income, Income tax expense, Depreciation and amortization, stock-based compensation and certain expenses, gains and losses, which are not reflective of our ongoing operating performance (“Special Items”). Special Items include Sprint Merger-related costs (gain), net, UScellular Merger-related costs, certain legal-related expenses and recoveries, restructuring costs not directly attributable to the Sprint Merger or UScellular Merger (including severance), and other non-core gains and losses. Core Adjusted EBITDA represents Adjusted EBITDA less device lease revenues. Core Adjusted EBITDA and Adjusted EBITDA are non-GAAP financial measures utilized by T-Mobile’s management, including our chief operating decision maker, to monitor the financial performance of our operations and allocate resources of the Company as a whole. T-Mobile uses Core Adjusted EBITDA and Adjusted EBITDA as benchmarks to evaluate T-Mobile’s operating performance in comparison to its competitors. T-Mobile also uses Core Adjusted EBITDA internally as a measure to evaluate and compensate its personnel and management for their performance. Management believes analysts and investors use Core Adjusted EBITDA and Adjusted EBITDA as supplemental measures to evaluate overall operating performance and to facilitate comparisons with other wireless communications services companies because they are indicative of T-Mobile’s ongoing operating performance and trends by excluding the impact of Interest expense from financing, non-cash depreciation and amortization from capital investments, non-cash stock-based compensation, and Special Items. Management believes analysts and investors use Core Adjusted EBITDA because it normalizes for the transition in the company’s device financing strategy, by excluding the impact of device lease revenues from Adjusted EBITDA, to align with the related depreciation expense on leased devices, which is excluded from the definition of Adjusted EBITDA. Core Adjusted EBITDA and Adjusted EBITDA have limitations as analytical tools and should not be considered in isolation or as substitutes for Net income or any other measure of financial performance reported in accordance with U.S. Generally Accepted Accounting Principles (“GAAP”).

T-Mobile US, Inc.
Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures (continued)
(Unaudited)

Adjusted Free Cash Flow is calculated as follows:

	Quarter						Six Months Ended June 30,	
(in millions, except percentages)	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	2024	2025
Net cash provided by operating activities	$ 5,084	$ 5,521	$ 6,139	$ 5,549	$ 6,847	$ 6,992	$ 10,605	$ 13,839
Cash purchases of property and equipment, including capitalized interest	(2,627)	(2,040)	(1,961)	(2,212)	(2,451)	(2,396)	(4,667)	(4,847)
Proceeds related to beneficial interests in securitization transactions	890	958	984	747	—	—	1,848	—
Adjusted Free Cash Flow	$ 3,347	$ 4,439	$ 5,162	$ 4,084	$ 4,396	$ 4,596	$ 7,786	$ 8,992
Net cash provided by operating activities margin (Net cash provided by operating activities divided by Service revenues)	31.6 %	33.6 %	36.7 %	32.8 %	40.5 %	40.1 %	32.6 %	40.3 %
Adjusted Free Cash Flow margin (Adjusted Free Cash Flow divided by Service revenues)	20.8 %	27.0 %	30.9 %	24.1 %	26.0 %	26.4 %	23.9 %	26.2 %

Effective November 1, 2024, following amendments to the company's Equipment Installment Plan Sale and Service Receivable Sale arrangements, all cash proceeds associated with the sale of such receivables, a portion of which was previously recognized as Proceeds related to beneficial interests in securitization transactions within investing cash flows, were recognized as operating cash flows. These amendments did not have a net impact on Adjusted Free Cash Flow.

Adjusted Free Cash Flow - Net cash provided by operating activities less Cash purchases of property and equipment, plus Proceeds related to beneficial interests in securitization transactions. Adjusted Free Cash Flow is utilized by T-Mobile's management, investors and analysts to evaluate cash available to pay debt, repurchase shares, pay dividends and provide further investment in the business.

Adjusted Free Cash Flow margin - Adjusted Free Cash Flow divided by Service revenues. Adjusted Free Cash Flow Margin is utilized by T-Mobile's management, investors, and analysts to evaluate the company's ability to convert service revenue efficiently into cash available to pay debt, repurchase shares and provide further investment in the business.

The current guidance range for Adjusted Free Cash Flow is calculated as follows:

(in millions)	FY 2025 Guidance Range	
Net cash provided by operating activities	$ 27,100	$ 27,500
Cash purchases of property and equipment, including capitalized interest	(9,500)	(9,500)
Adjusted Free Cash Flow	$ 17,600	$ 18,000

The previous guidance range for Adjusted Free Cash Flow was calculated as follows:

(in millions)	FY 2025 Guidance Range	
Net cash provided by operating activities	$ 27,000	$ 27,500
Cash purchases of property and equipment, including capitalized interest	(9,500)	(9,500)
Adjusted Free Cash Flow	$ 17,500	$ 18,000

Q2 2025

T-Mobile US, Inc.
Operating Measures
(Unaudited)

1: T-Mobile US, Inc. Operating Measures (Unaudited)

The following table sets forth company operating measures ARPA and ARPU.

	Quarter						Six Months Ended June 30,	
(in dollars)	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	2024	2025
Postpaid ARPA	$ 140.88	$ 142.54	$ 145.60	$ 146.28	$ 146.22	$ 149.87	$ 141.71	$ 148.06
Postpaid phone ARPU	48.79	49.07	49.79	49.73	49.38	50.62	48.93	50.00
Prepaid ARPU	37.18	35.94	35.81	35.49	34.67	34.63	36.52	34.65

Postpaid Average Revenue Per Account ("ARPA") - Average monthly postpaid service revenue earned per account. Postpaid service revenues for the specified period divided by the average number of postpaid accounts during the period, further divided by the number of months in the period.

Average Revenue Per User ("ARPU") - Average monthly service revenue earned per customer. Service revenues for the specified period divided by the average number of customers during the period, further divided by the number of months in the period.

Postpaid phone ARPU excludes postpaid other customers and related revenues.