

Q1 2007 Conference call.  
Deutsche Telekom.  
May 10, 2007.

# Disclaimer.

This presentation contains forward-looking statements that reflect the current views of Deutsche Telekom management with respect to future events. They include statements as to market potential, the “2007 Guidance” statements as well as our dividend outlook. They are generally identified by the words “expect,” “anticipate,” “believe,” “intend,” “estimate,” “aim,” “goal,” “plan,” “will,” “seek,” “outlook” or similar expressions and include generally any information that relates to expectations or targets for revenue, adjusted EBITDA or other performance measures. Forward-looking statements are based on current plans, estimates and projections. You should consider them with caution. Such statements are subject to risks and uncertainties, most of which are difficult to predict and are generally beyond Deutsche Telekom’s control, including those described in the sections “Forward-Looking Statements” and “Risk Factors” of the company’s Annual Report on Form 20-F filed with the U.S. Securities and Exchange Commission. Among the relevant factors are the progress of Deutsche Telekom’s workforce reduction initiative and the impact of other significant strategic or business initiatives, including acquisitions, dispositions and business combinations and cost saving initiatives. In addition, regulatory rulings, stronger than expected competition, technological change, litigation and supervisory developments, among other factors, may have a material adverse effect on costs and revenue development. If these or other risks and uncertainties materialize, or if the assumptions underlying any of these statements prove incorrect, Deutsche Telekom’s actual results may be materially different from those expressed or implied by such statements. Deutsche Telekom can offer no assurance that its expectations or targets will be achieved. Deutsche Telekom does not assume any obligation to update forward-looking statements to take new information or future events into account or otherwise. Deutsche Telekom does not reconcile its adjusted EBITDA guidance to a GAAP measure because it would require unreasonable effort to do so. As a general matter, Deutsche Telekom does not predict the net effect of future special factors because of their uncertainty. Special factors and interest, taxes, depreciation and amortization (including impairment losses) can be significant to the company’s results.

In addition to figures prepared in accordance with IFRS, Deutsche Telekom presents non-GAAP financial performance measures, including EBITDA, EBITDA margin, adjusted EBITDA, adjusted EBITDA margin, adjusted EBIT, adjusted net profit, free cash flow, gross debt and net debt. These non-GAAP measures should be considered in addition to, but not as a substitute for, the information prepared in accordance with IFRS. Non-GAAP financial performance measures are not subject to IFRS or any other generally accepted accounting principles. Other companies may define these terms in different ways. For further information relevant to the interpretation of these terms, please refer to the chapter “Reconciliation of pro forma figures”, which is posted on Deutsche Telekom’s Investor Relations website at [www.deutschetelekom.com](http://www.deutschetelekom.com).

# Q1/2007. Highlights.

René Obermann

## Q1 2007 Highlights.

- Group revenue up 4.1% to €15.5 billion
- Strong international revenue growth with 15.5% – international adj. EBITDA growth at 17.5%
- Adj. group EBITDA down 5.8% to €4.7 billion
- Reported net income down 57.9% to €0.5 billion (adj. net income down 42.2% to €0.6 billion)
  
- Cost reduction:
  - Measures for €1.1 billion of €2 billion target for 2007 already put in place
  - €0.4 billion of savings executed in Q1
- Personnel: 3,200 headcount reduction (before new hires) in Germany in Q1
- Asset disposal program already underway: €0.8 billion achieved as of today

## Management update: Focus, fix and grow.

Improve competitiveness  
in Germany

Grow abroad  
with mobile

Mobilize  
internet and  
Web 2.0 trend

Build the ICT  
business  
With a partner

### Q1 achievements:

- Domestic BBFN:
  - 42% retail market share of broadband growth
  - Strong growth of new bundled products: +2.5 million to 5.7 million
- T-Mobile Germany: 251k contract net adds
- 43 new T-Punkt shops opened

### Q1 challenges:

- 588k narrowband line losses
- -19.2% adj. EBITDA decline in domestic BBFN

## Management update: Focus, fix and grow.

Improve competitiveness  
in Germany  
(and CEE)

Grow abroad  
with mobile

Mobilize  
internet and  
Web 2.0 trend

Build the ICT  
business  
With a partner

### Q1 achievements:

- 21.1% yoy international service revenue growth
- Strong contract net adds:
  - 726k US
  - 106k UK
  - 444k ROW

## Management update: Focus, fix and grow.

Improve competitiveness  
in Germany  
(and CEE)

Grow abroad  
with mobile

Mobilize  
internet and  
Web 2.0 trend

Build the ICT  
business  
With a partner

### Q1 achievements:

- New attractive mobile data tariffs launched at CeBIT
- 2.2 million web'n'walk customers in Europe – net adds of 206k
- Western European non-voice revenues (incl. CZ): €674 million, up 13% yoy
- US data ARPU at \$7.50, up 34% yoy – total data revenues of \$570 million

## Management update: Focus, fix and grow.

Improve competitiveness  
in Germany  
(and CEE)

Grow abroad  
with mobile

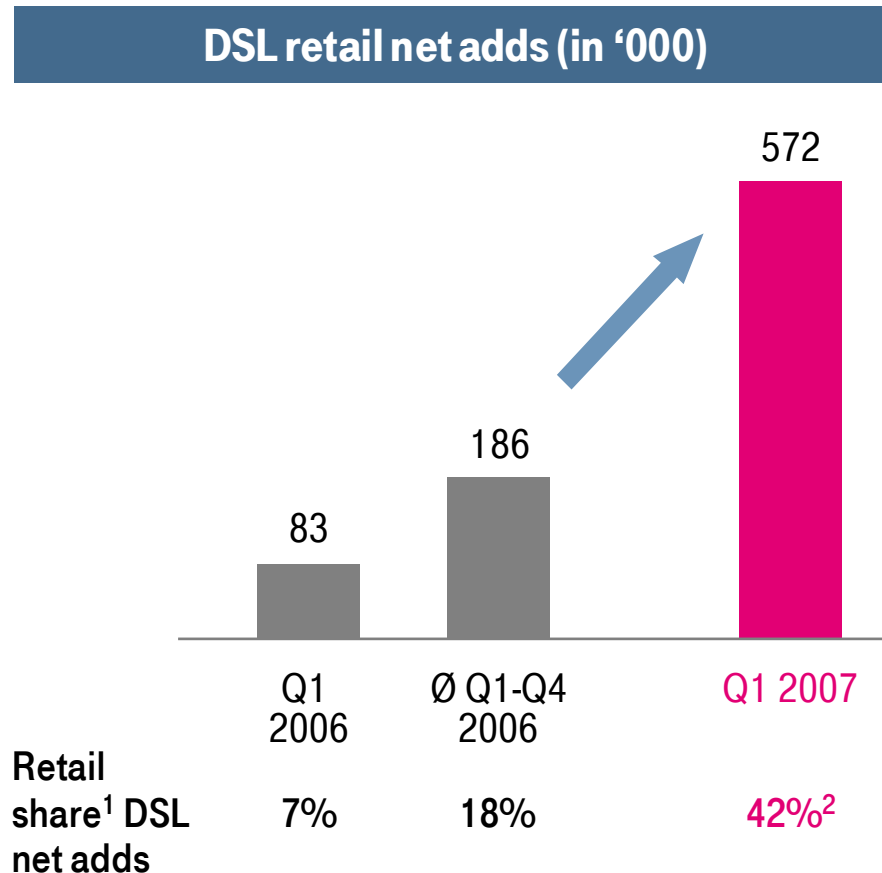
Mobilize  
internet and  
Web 2.0 trend

**Build the ICT  
business**  
**With a partner**

- **Process underway:**
  - Phase 1: information memorandum prepared
  - Phase 2: shortlist of partners drawn up



# BBFN: Successful DSL push.

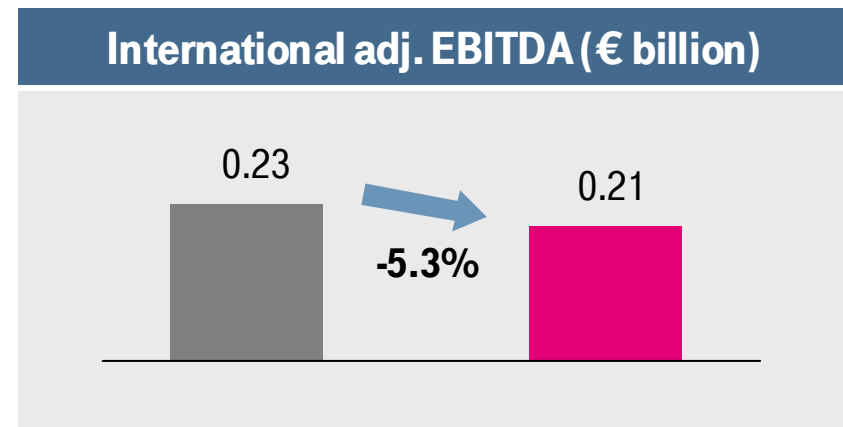
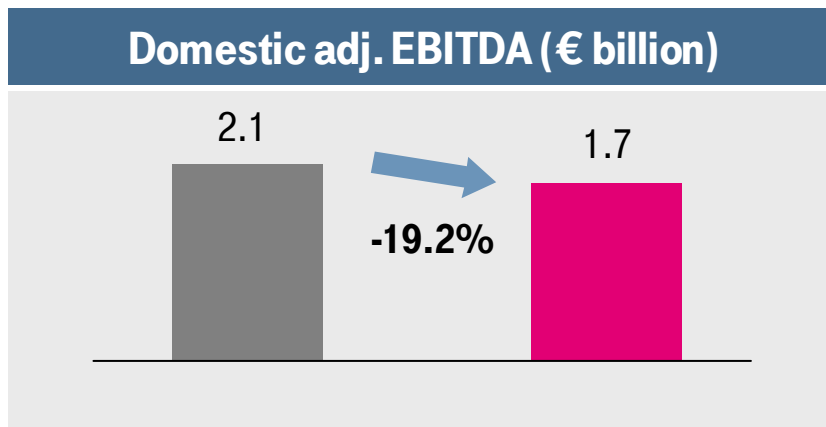
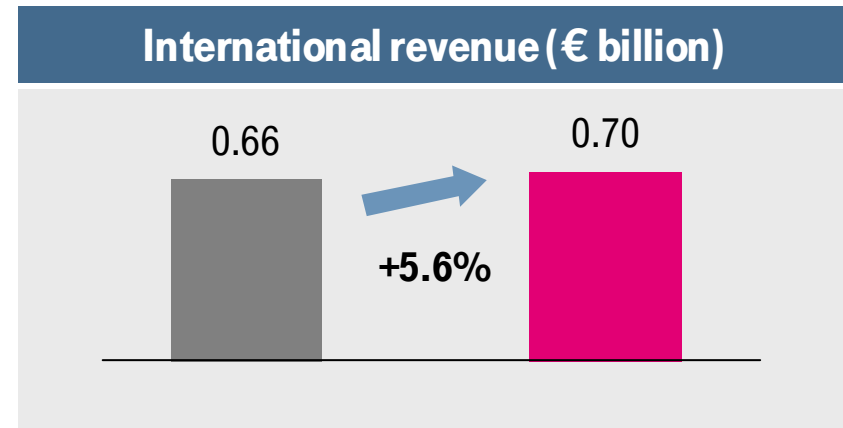
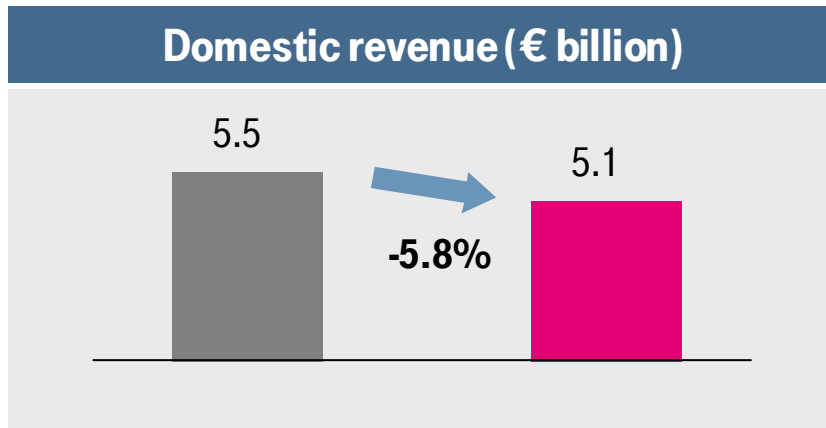


- Development in Q1/07
  - T-Com and resale: 785,000 DSL net adds
  - T-Com: 572,000 DSL retail net adds  
➔ best quarter ever!
- Broadband market in Germany has shown strongest growth ever in Q1 2007
- Strong growth of new bundled products: +2.5 million in Q1 to 5.7 million

<sup>1</sup> Based on broadband subscribers from retail, resale, cable and via ULL.

<sup>2</sup> Estimate.

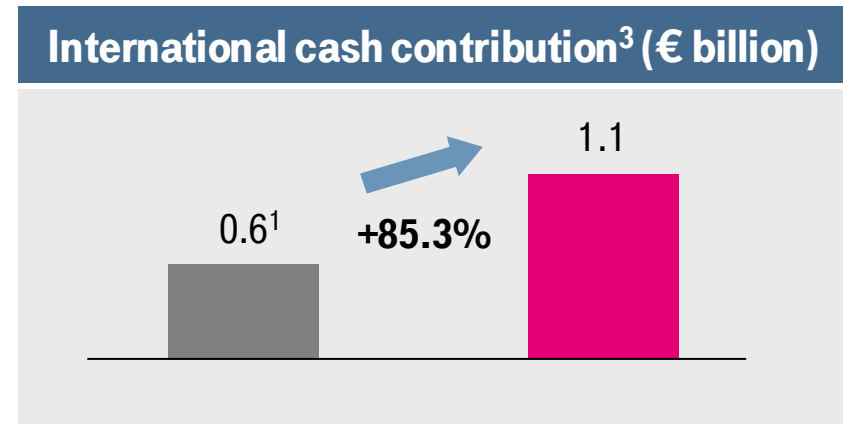
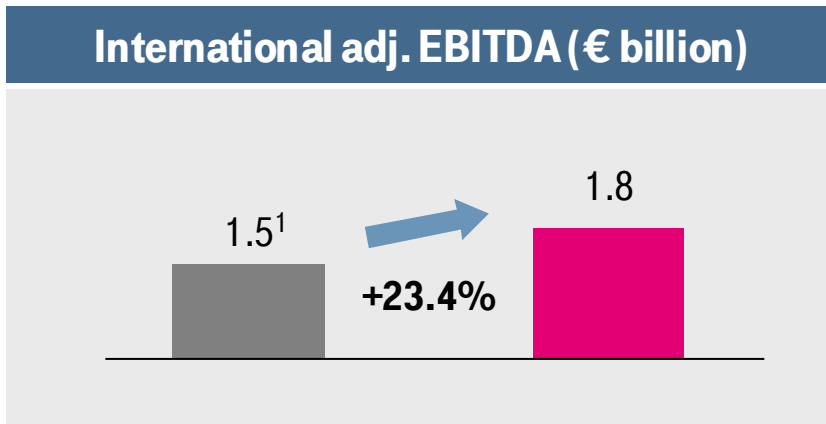
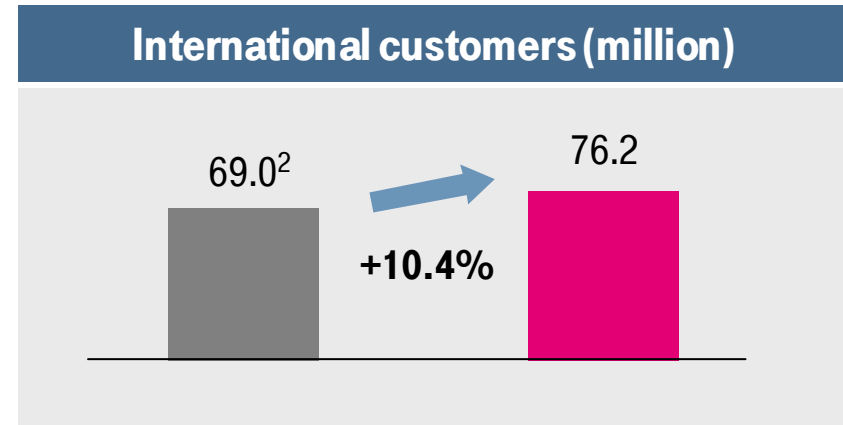
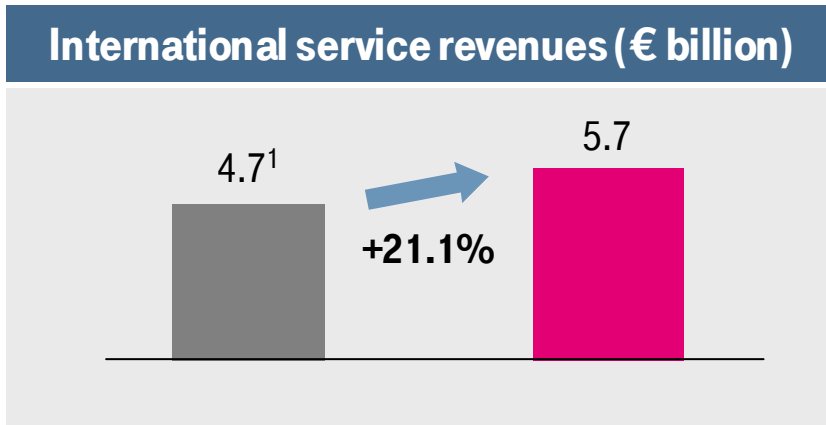
# BBFN: DSL invest impacts domestic EBITDA.



■ Q1 2006

■ Q1 2007

# Mobile: Strong international growth.



■ Q1 2006

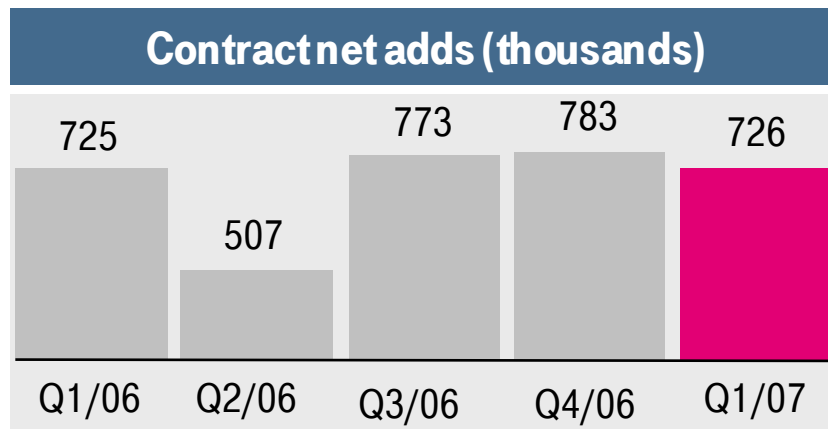
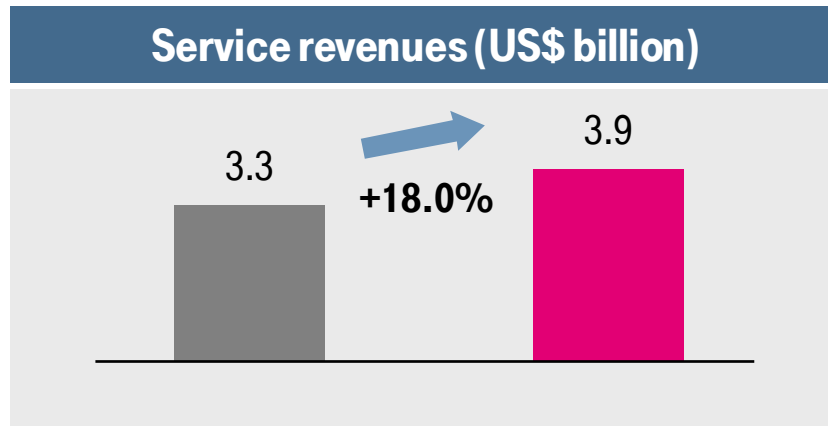
■ Q1 2007

1 Excluding PTC and tele.ring.

2 Including PTC and tele.ring.

3 Adj. EBITDA - cash capex.

# T-Mobile USA: Maintaining excellent momentum.

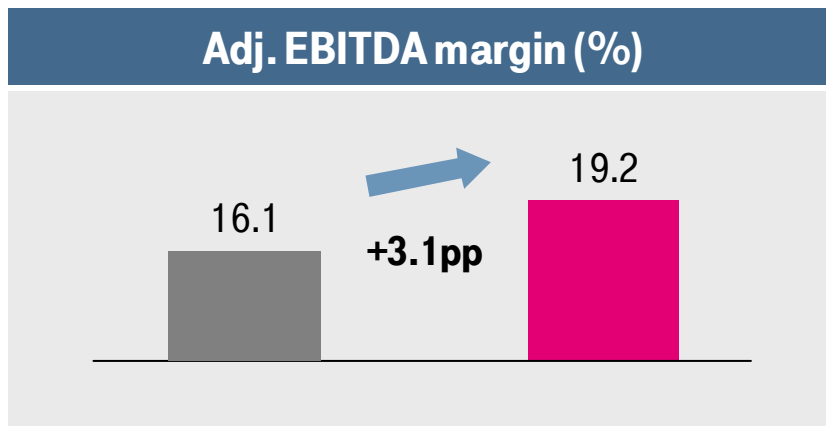
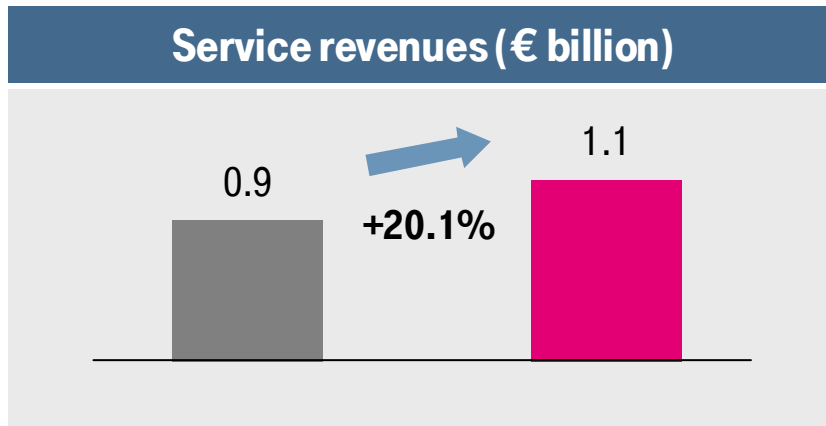


■ Q1 2006

■ Q1 2007

- Total revenue (US\$) up 12.7%
- Adj. EBITDA: \$1.226 billion, up 11.2%
- Strong ARPU:
  - Blended: \$51, up from \$50
  - Contract: \$57, up from \$54
  - Non-voice: \$7.50, up 34% yoy
- Contract churn at 1.9% (from 2.1%)
- 980k net adds – 74% contract (726k)

## T-Mobile UK: Service revenues up 20%.

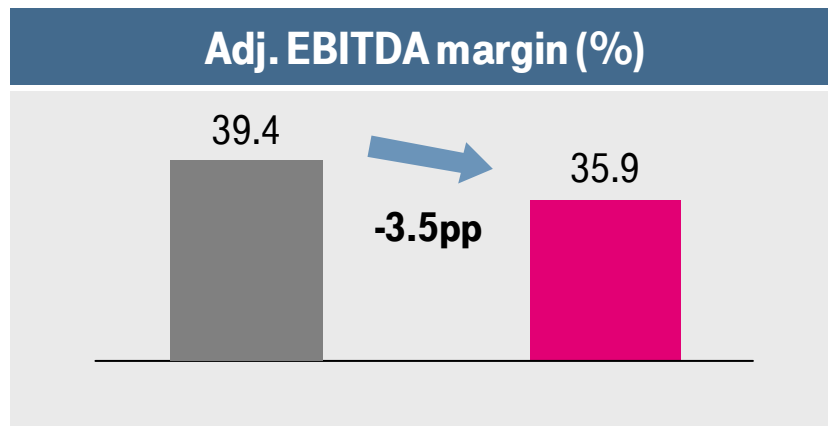
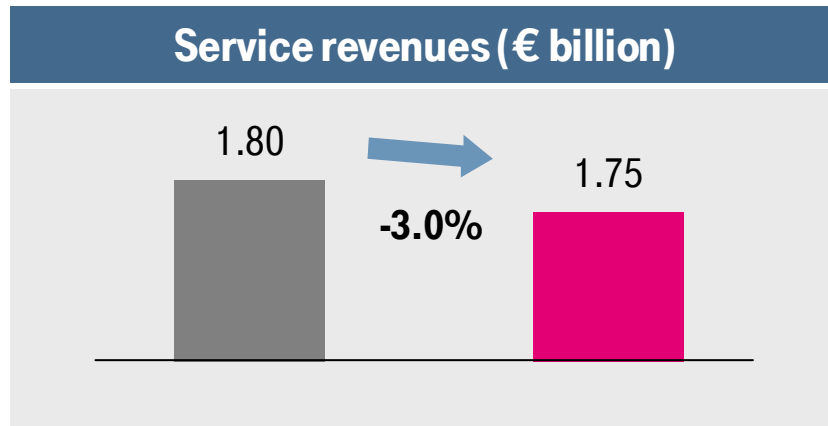


■ Q1 2006

■ Q1 2007

- Total revenue up 12.9%
- Strong ARPU:
  - Blended: €30, up from €26
  - Contract: €66, up from €63
- Adj. EBITDA: €224 million, up 34.9%
- Contract churn at 1.9% (from 2.2%)
- Strong contract net adds: 106k

# T-Mobile Germany: Margin pressure from higher market invest.

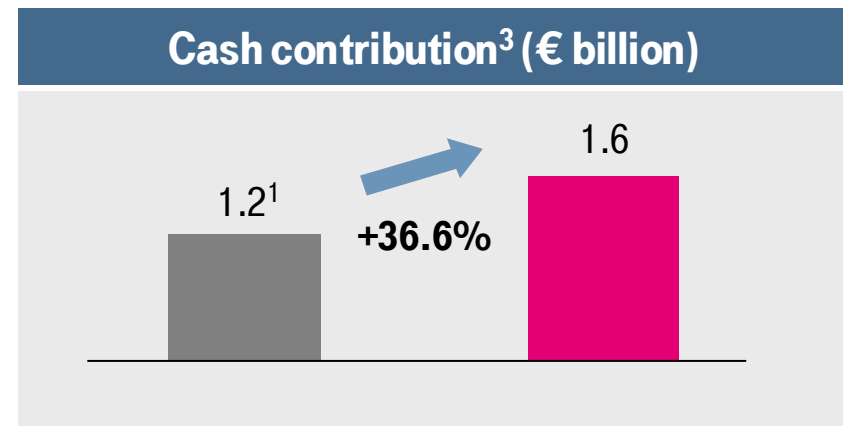
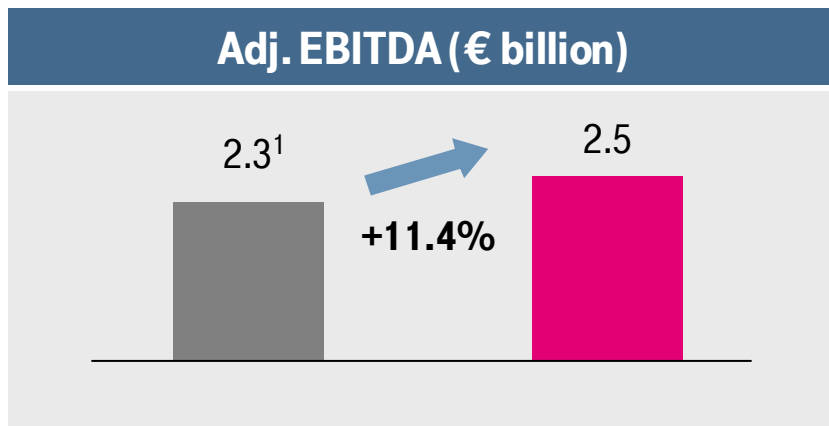
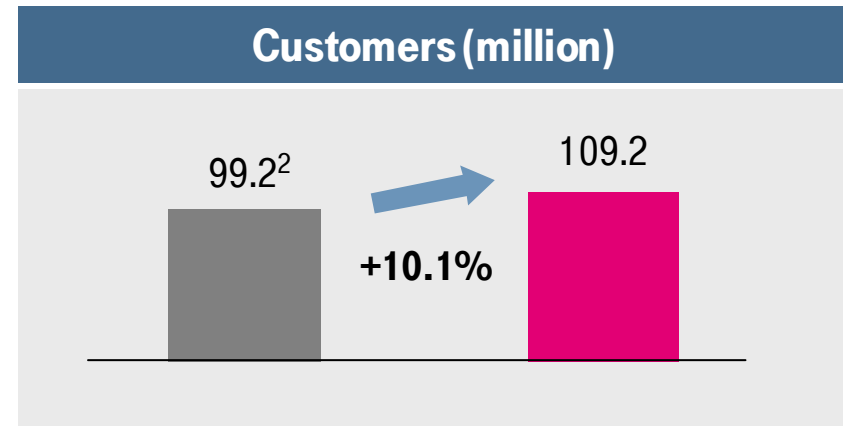
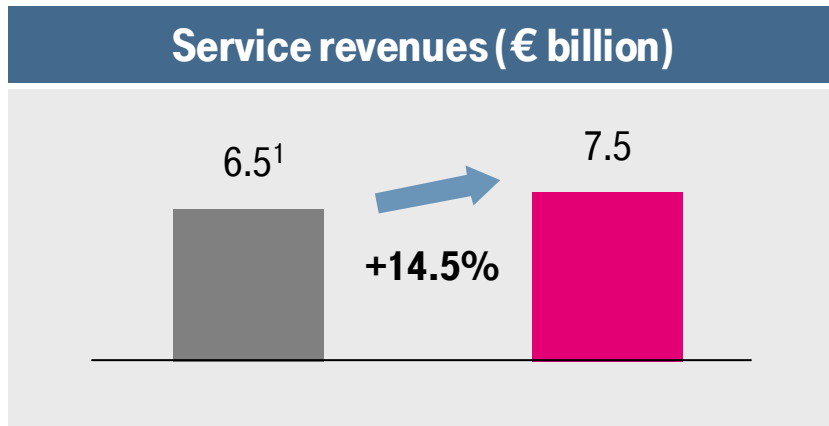


■ Q1 2006

■ Q1 2007

- Strong contract net adds: 251k
- Contract MOU up more than 11% yoy
- Service revenues: -3.0% yoy Q1/07 vs. -7.8% yoy Q4/06
- Increased market invest due to:
  - Higher total SAC
  - Higher total SRC
  - Higher sales-related direct costs

# Mobile summary: Double-digit growth.



■ Q1 2006

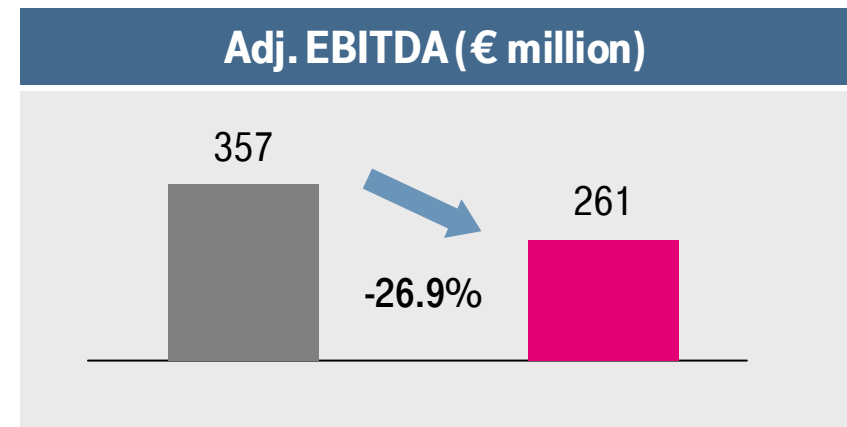
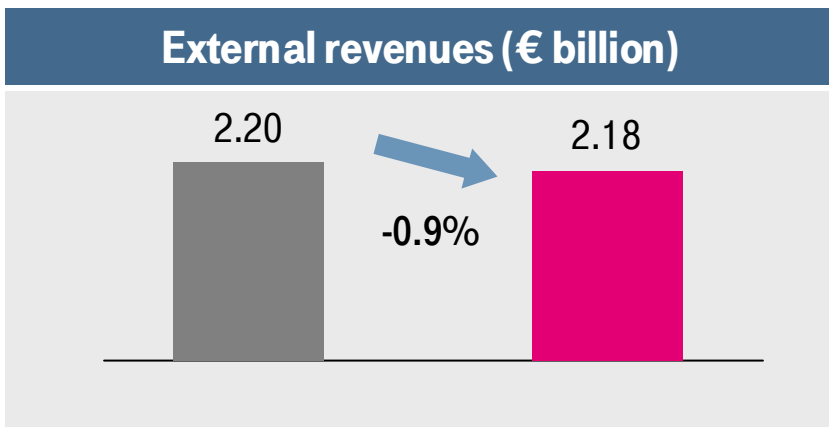
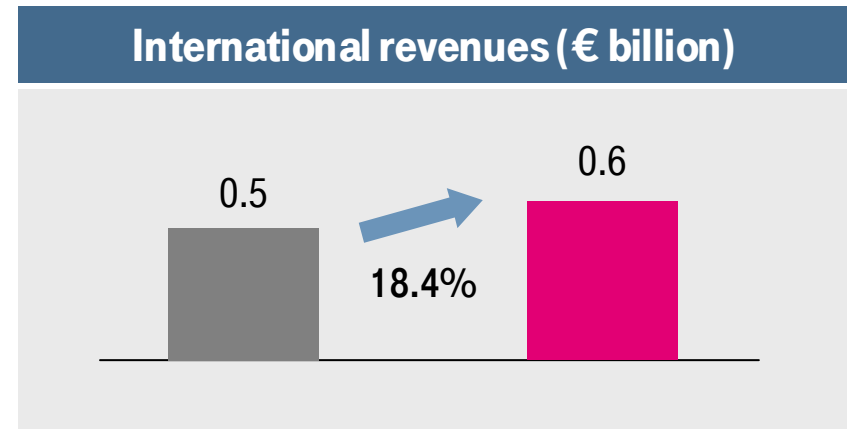
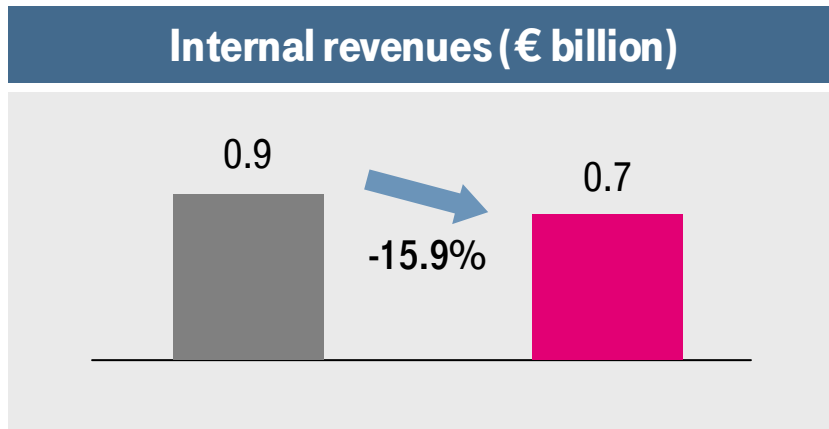
■ Q1 2007

1 Excluding PTC and tele.ring.

2 Including PTC and tele.ring.

3 Adj. EBITDA - cash capex.

# Business Customers: International revenue growth.



■ Q1 2006

■ Q1 2007



## Asset-disposal program.

- **DFMG**
- **US Towers**
- **Club Internet** ✓
- **Ya.com**
- **Media & Broadcast**
- **DeTelmobilien**
- **Sireo** (remaining stake) ✓
- **Real estate** ✓

- Progress asset-disposal program:
  - €0.3 billion cash-in from sale of real estate in Q1, further cash-in in Q2
  - Remaining Sireo stake to be sold subject to competition authorities
  - Club Internet sale concluded
  - €0.8 billion total to date

## Personnel.

- 3,200 domestic headcount reduction<sup>1</sup> in Q1 (15,300 employees since start)
  - Of which 2,500 early and partial retirement and severance programs
  - Of which 700 turnover and regular retirement
- 1,300 new hires in service and sales
- 1,700 net domestic headcount reduction in Q1 since YE 2006
- Additional job reductions in the pipeline as of end of April 2007:
  - Approx. 1,500 sale of Vivento call center locations (Q2 2007)
  - Approx. 2,600 additional contracts for early and partial retirement and severance programs signed

<sup>1</sup> Before new hires.

## 2007 Guidance: We reconfirm our guidance.

- Moderate revenue growth
- Adj. group EBITDA: around €19 billion
- Free cash flow: around €6 billion (incl. real estate sales)

# Q1/2007. Financials.

Dr. Karl-Gerhard Eick

## Q1 2007 – Free cash flow impacted by restructuring payments.

€ billion	Q1/07	Q1/06
Cash Flow	4.4	4.8
Change in working capital and accruals	- 2.1	- 1.3
<i>Of which restructuring payments</i>	<i>- 0.7</i>	<i>0.0</i>
Taxes and dividends	0.2	- 0.2
Cash generated from operations	2.5	3.3
Net interest payment	- 0.5	- 0.5
Net cash provided by operating activities	2.1	2.8
Investments in PP&E and intangible assets	- 2.0	- 2.0
Proceeds from real estate sales	0.3	0.3
Proceeds from miscellaneous asset disposals	0.1	0.0
Free cash flow	0.4	1.0
Free cash flow adjusted <sup>1</sup>	0.5	1.0

<sup>1</sup> Excl. Centrica.  
Rounded figures.

## Q1 2007 – Net income impacted by higher D&A & net fin. exp.

€ billion	Q1/07	Q1/06	Adj. Q1/07	Adj. Q1/06
EBITDA	4.54	4.89	4.68	4.97
Depreciation and amortization	-2.75	-2.57	-2.75	-2.56
Net financial expense	-0.75	-0.55	-0.73	-0.75
- of which net interest expense	-0.66	-0.66	-0.66	-0.66
EBT	1.05	1.77	1.20	1.66
Income taxes	-0.47	-0.57	-0.52	-0.58
Earnings after taxes	0.58	1.20	0.68	1.08
Minorities	-0.12	-0.11	-0.12	-0.11
Net income	0.46	1.09	0.56	0.97

Rounded figures.

## Q1 2007 – Further improvement in balance sheet ratios.

€ billion	31.03.2007	31.12.2006
Balance sheet total	129.4	130.2
Shareholders' equity	50.0	49.7
Net debt	39.1	39.6
Net debt/adj. EBITDA	n/a	2.04x
Gearing	0.78x	0.80x
Equity ratio <sup>1</sup>	36.2%	35.8%

<sup>1</sup> Excl. dividend payout.