

# Back up

# Deutsche Telekom AG.

## Growth drivers

million	June 30, 2002	Dec 31, 2001	Δ	Δ%
Channels total	57.3	56.9	0.4	0.7
- Deutsche Telekom	51.1	50.7	0.4	0.8
- T-DSL contracts sold	2.5	2.2	0.3	13.6
- ISDN channels	21.5	20.4	1.1	5.4
Majority	51.6	48.9	2.7	5.5
- T-Mobile Germany	23.3	23.1	0.2	0.9
- T-Mobile UK	11.1	10.4	0.7	6.7
- VoiceStream	8.0	7.0	1.0	14.3
- T-Mobile AT	2.0	2.1	-0.1	-4.8
- Others*	7.2	6.3	0.9	14.3
Proportionate mobile subscribers	53.2	50.7	2.5	4.9
Total mobile subscribers	71.5	65.2	6.3	9.7
T-Online accounts**	11.6	10.7	0.9	8.4

\* Incl. Westel (Hungary),  
RadioMobil (Czech  
Republic), Hrvatske  
telekomunikacije  
(Croatia), without  
Satelindo

\*\* Incl. 1.0 mn Club  
Internet and 0.9 mn  
Ya.com subscribers  
per Q2/02

## T-Mobile unadjusted.

€ million	H1/02	H1/01	Δ%	Q2/02	Q2/01	Δ%
Total revenue	9,140	5,973	53.0	4,675	3,292	42.0
- of which external	8,412	5,237	60.6	4,297	2,919	47.2
EBITDA	2,559	1,375	86.1	1,348	785	71.7
EBITDA margin	28.0%	23.0%	n/a	28.8%	23.8%	n/a
Depreciation and amortization	- 3,459	- 1,764	- 96.1	- 1,730	- 1,075	- 60.9
Financial income (exp.), net	- 600	- 1,225	51.0	- 278	- 662	58.0
Earnings before taxes	- 1,500	- 1,614	7.1	- 660	- 952	30.7

## T-Com unadjusted.

€ million	H1/02	H1/01	Δ%	Q2/02	Q2/01	Δ%
Total revenue	14,839	14,694	1.0	7,399	7,195	2.8
- of which external	12,526	12,402	1.0	6,243	6,065	2.9
EBITDA	4,982	5,033	- 1.0	2,515	2,352	6.9
EBITDA margin	33,6%	34,3%	n/a	34.0%	32.7%	n/a
Depreciation and amortization	- 2,694	- 2,604	- 3.5	- 1,368	- 1,345	- 1.7
Financial income (exp.), net	- 645	- 247	- 161.1	- 198	- 147	- 34.7
Earnings before taxes	1,643	2,182	- 24.7	949	860	10.3

## T-Systems unadjusted.

€ million	H1/02	H1/01	Δ%	Q2/02	Q2/01	Δ%
Total revenue	5,487	5,686	-3.5	2,835	2,882	-1.6
- of which external	3,869	3,976	-2.7	1,995	1,984	0.6
EBITDA	509	357	42.6	251	210	19.5
EBITDA margin	9.3%	6.3%	n/a	8.9%	7.3%	n/a
Depreciation and amortization	-1,010	-662	-52.6	-654	-336	-94,6
Financial income (exp.), net	-35	42	-183.3	-33	21	-257.1
Earnings before taxes	-536	-263	-103.8	-436	-105	-315,2

## T-Online unadjusted.

€ million	H1/02	H1/01	Δ%	Q2/02	Q2/01	Δ%
Total revenue	864	707	22.2	437	346	26.3
- of which external	786	656	19.8	399	300	33.0
EBITDA	82	-52	257.7	65	-25	360.0
EBITDA margin	9.5%	-7.4%	n/a	14.9%	-7.2%	n/a
Depreciation and amortization	-96	-102	5.9	-49	-65	24.6
Financial income (exp.), net	54	75	-28.0	27	38	-28.9
Earnings before taxes	40	-79	150.6	43	-52	182.7

## Others unadjusted.

€ million	H1/02	H1/01	Δ%	Q2/02	Q2/01	Δ%
Total revenue	1,923	2,333	- 17.6	966	1,145	- 15.6
- of which external	161	197	- 18.3	50	118	- 57.6
EBITDA	- 369	1.495	- 124.7	-341	1,276	- 126.7
EBITDA margin	- 19.2%	64.1%	n/a	- 35.3%	111.4%	n/a
Depreciation and amortization	- 640	- 548	- 16.8%	- 407	- 277	- 46.9
Financial income (exp.), net	- 1,704	- 784	- 117.3	- 743	- 382	- 94.5
Earnings before taxes	- 2,713	163	n/a	- 1,491	617	n/a

## EBITDA reconciliation in “Others”.

€ million	H1/02	H1/01
Total revenue	1.9	2.3
Results from ordinary business activities	-2.7	0.2
Financial income (expense), net	-1.7	-0.8
Depreciation and amortization	-0.6	-0.5
EBITDA	-0.4	1.5
EBITDA margin	-19.2%	64.1%
Special influences affecting EBITDA	-0.2	1.0
EBITDA after adj. for special influences	-0.2	0.5
EBITDA margin after adj. for special infl.	-8.9	23.1



## Special influences in H1 2002.

€ million	H1/02	H1/01
Net income (loss)	- 3.9	- 1.3
Special influences	- 0.8	1.0
- of which: Satelindo	0.2	
- of which: Sprint FON		1.0
- of which: France Télécom	- 0.4	
- of which: write-downs on financial assets	- 0.7	
- of which: Sprint tax reduction and other tax effects	0.1	
Net loss excl. special influences	- 3.1	- 0.3

# Reconciliation.

EBITDA reconciliation H1/02 - 204

of which:

- MediaOne transfer - 50

- T-Motion - 27

- T-Nova - 73

- Other - 54

# Agreed lines and reserves

## Actual Situation as of June 30, 2002

in billion €	30.06.2002
Net Debt (in billion €)	64,2
Obligation, SSD, SAW, Bonds and debentures	19,0
Benchmark-Bonds	2,0
Global Bond	15,1
Eurobond	8,0
Global Bond 2002	5,0
Samurai Bond	1,5
MTN / DIP	6,9
Syndicated Loan DTAG	12,0
Syndicated Loan One2One	4,2
Bank lines DTAG	6,7
Loans DTIF	0,7
TMO	2,9
Matav	0,7
Slovenske telekomunikácie	0,2
Other subsidiaries	0,2
Borrowings and agreed lines	85,1
Liquidity reserves	20,9

# T-Com.

## Eastern Europe. Key financial figures\*.

€ million	H1/02	H1/01	Δ%	Q2/02	Q2/01	Δ%
<b>MATÁV</b>						
Revenues	1,181	1,008	17.2	607	526	15.4
EBITDA	499	481	3.7	236	277	- 14.8
EBITDA margin	42.3%	47.7%	n/a	38.9%	52.7%	n/a
<b>Slovenské Telekomunikácie</b>						
Revenues	233	227	- 1.8	111	115	- 3.5
EBITDA	119	118	- 0.8	66	50	32.0
EBITDA margin	51.1%	52.0%	n/a	59.5%	43.5%	n/a
<b>Hrvatske telekomunikacije**</b>						
Revenues	478	-	-	245	-	-
EBITDA	234	-	-	123	-	-
EBITDA margin	49.0%	-	-	50.2%	-	-

\* unaudited

\*\* consolidated  
in Q4 2001

## Key operating data.

million	June 30, 2002	June 30, 2001	H1/02 H1/01	FY 2001
Channels total	57.3	56.7	1.1%	56.9
<b>Germany</b>				
- Analog channels	29.6	31.1	- 4.8%	30.3
- ISDN channels	21.5	19.3	11.4%	20.4
- T-DSL contracts sold	2.5	0.1	150.0%	2.2
- AktivPlus calling plans	9.7	6.8	42.6%	8.4
<b>Eastern Europe</b>				
MATÁV	2.9	2.9	0.0%	2.9
Slovenské Telekomunikácie	1.5	1.7	- 11.8%	1.6
Hrvatske telekomunikacije	1.8	1.7	5.8%	1.7

## Access revenues\*.

€ million	H1/02	H1/01	Δ%	Q2/02	Q2/01	Δ%
Analog incl. T-DSL**	2,171	2,117	3.0	1,097	1,074	2.1
ISDN incl. T-DSL**	1,472	1,189	23.8	750	722	3.9
Total access revenues	3,643	3,306	10.0	1,847	1,796	2.8
- of which T-DSL***	127	33	289.8	61	66	-7.6

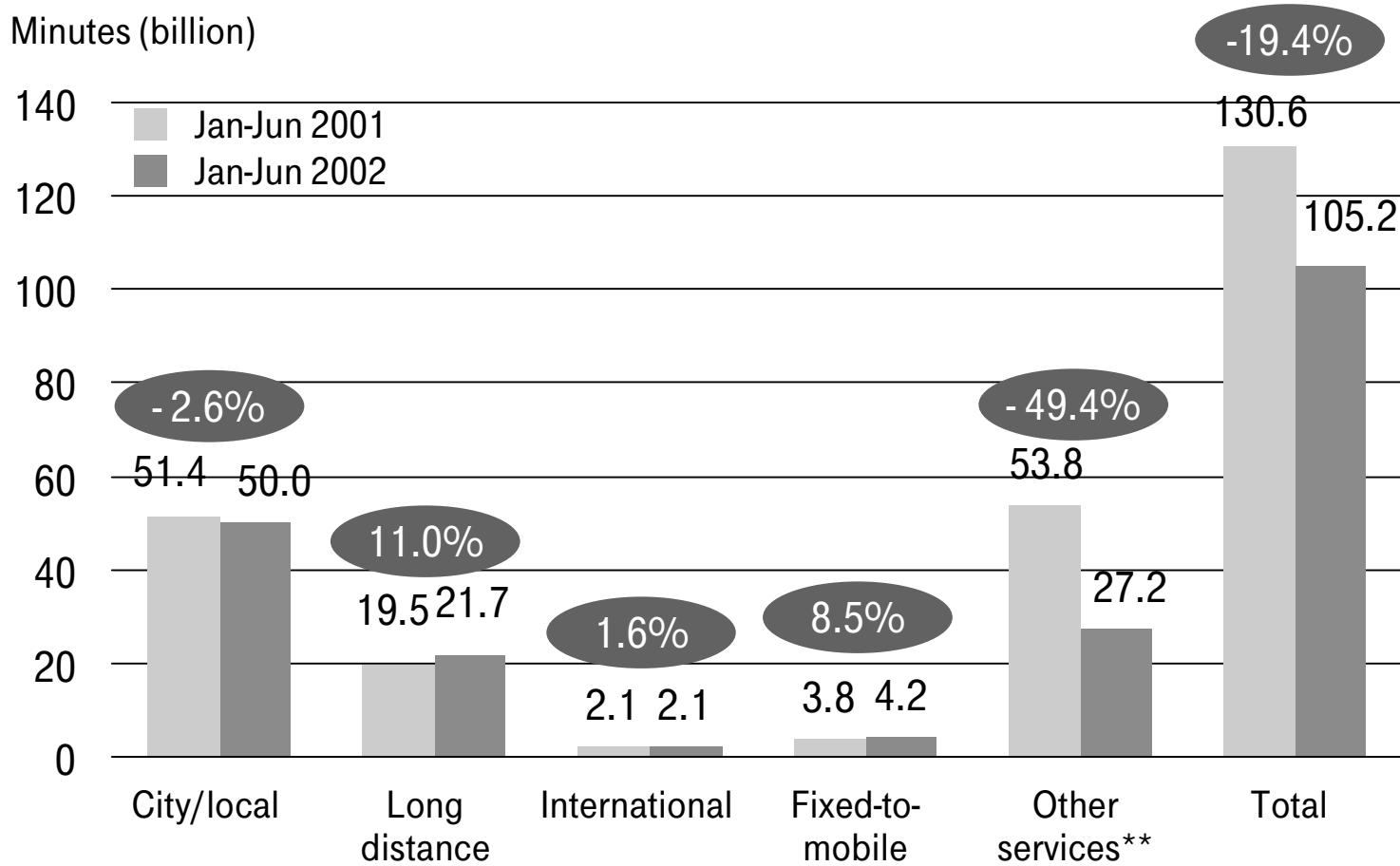
\* Unaudited, in 2000 some revenues were also included in others (holding).

\*\* Incl. T-DSL, depending on whether the T-DSL line is sold in connection with an analog line or ISDN.

\*\*\* Only initial installation fees.

# Call Minutes\*

Minutes (billion)



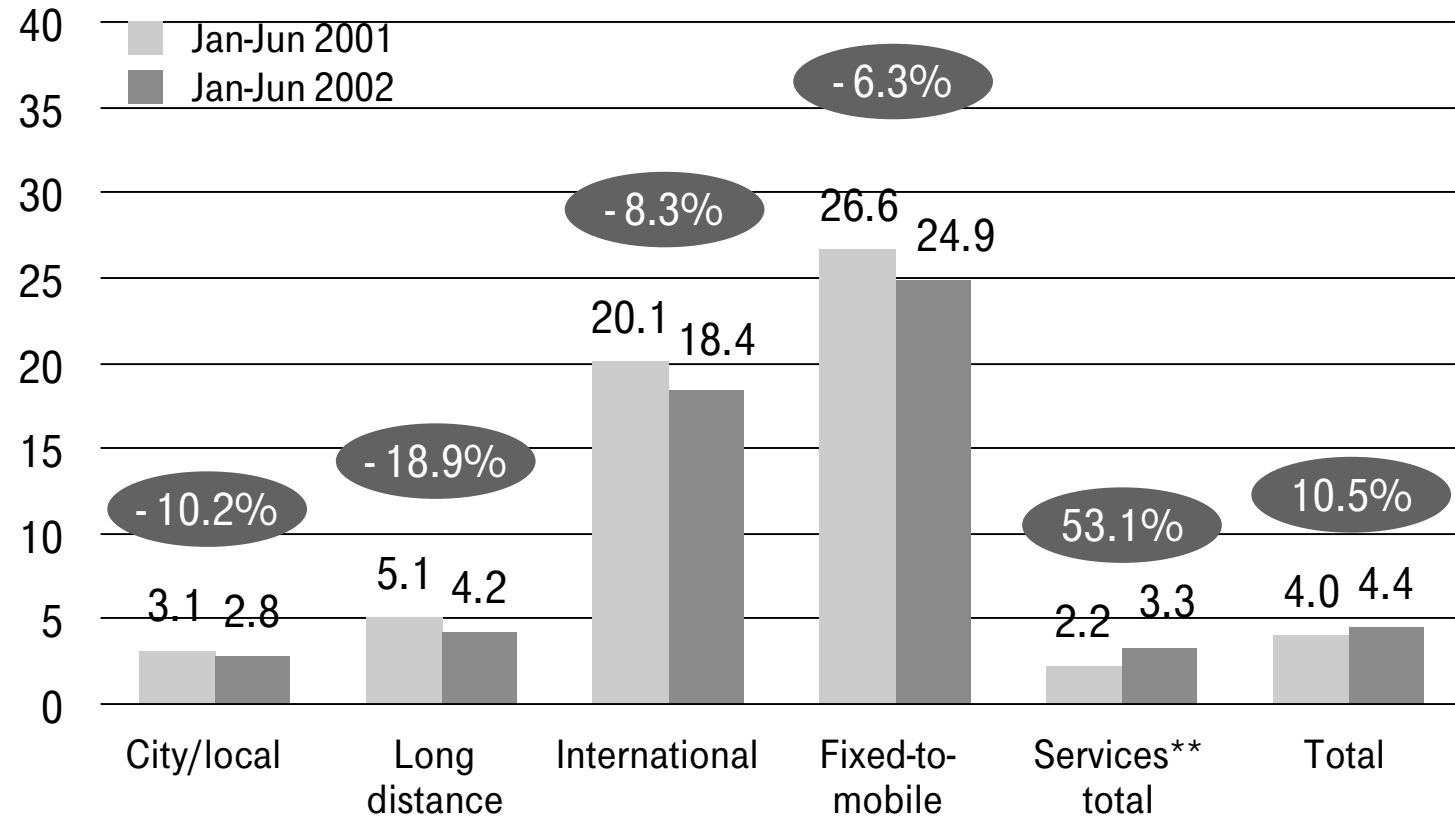
\* In the PSTN = Public Switched Telephone Network

\*\* Of which directory assistance, service numbers, public telephones, online.



# Call Prices\*.

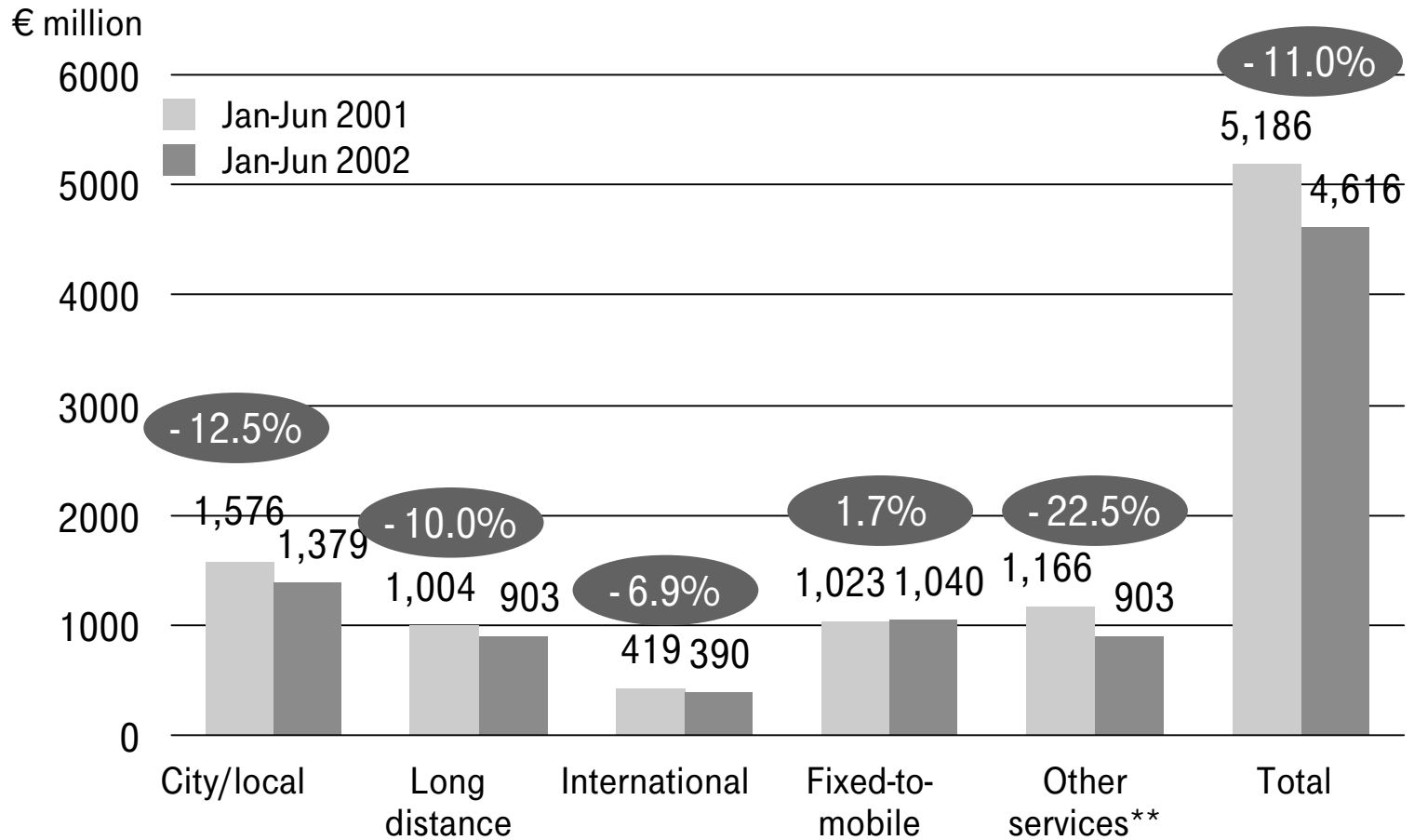
Euros per 100 minutes



\* In the PSTN = Public Switched Telephone Network

\*\* Of which directory assistance, service numbers, public telephones, online.

# Call Revenues\*



\* In the PSTN = Public Switched Telephone Network

\*\* Of which directory assistance, service numbers, public telephones, online.

# T-Systems

# Financials.

## Figures & facts by Service Lines for 2002

€ billion	Q1 2002	Q2 2002	Q2 2001
Systems Integration	0.5	0.6	0.6
Computing Services	0.6	0.7	0.6
Desktop Services	0.4	0.4	0.3
Network Services	1.4	1.3	1.4
Web Host. & ASP Services	0.036	0.044	0.039
Consolidation	- 0.3	- 0.2	- 0.1
<b>Revenue after consolidation</b>	<b>2.7</b>	<b>2.8</b>	<b>2.9</b>
EBITDA-Margin*	9.7%	8.9%	7.3%
Depreciation	- 0.2	- 0.4	- 0.3
Amortization of Goodwill	- 0.1	- 0.2	- 0.1
Employees	43,685	43,454	41,121

\* EBITDA-Margin after consolidation

# Financials.

## Figures & facts by Service Lines for 2002

€ billion*	H1 2001	H1 2002
Systems Integration	0.9	1.0
Computing Services	1.3	1.3
Desktop Services	0.7	0.8
Network Services	3.0	2.8
Web Host. & ASP Services	0.068	0.080
Consolidation	- 0.2	- 0.4
<b>Revenue after Consolidation</b>	<b>5.7</b>	<b>5.5</b>

\* Figures unaudited, total amounts calculated on the basis of exact figures

# Service Line Systems Integration.

€ billion*	Q1 2002	Q2 2002	Q2 2001
Revenue in € billion	0.5	0.6	0.6
- of which international	0.1	0.1	0.1
- of which intragroup	0.2	0.2	0.2
- Cost structure personnel costs	55%	53%	54%
goods & services**	26%	30%	31%
EBITDA-Margin	8.3%	8,1%	5,4%
Depreciation	- 0.0	- 0.025	- 0.003
Operational figures: 12,629 software developers***, 2.8 m billed hours			

\* Figures unaudited, total amounts calculated on the basis of exact figures

\*\* Soft- and hardware for customer projects, freelancer

\*\*\* Developers defined as pure professional staff

## Service Line Computing Services.

€ billion*	Q1 2002	Q2 2002	Q2 2001
Revenue in € billion	0.6	0.7	0.6
- of which international	0.1	0.1	0.1
- of which intragroup	0.3	0.3	0.2
- Cost structure personnel costs	26%	23%	24%
goods & services**	23%	19%	2%
EBITDA-Margin	25.4%	28.6%	34.4%
Depreciation	- 0.1	- 0.1	- 0.1
Operational figures: 27,100 servers; 86,931 MIPS*** worldwide			

\* Figures unaudited, total amounts calculated on the basis of exact figures

\*\* Leasing and maintenance for basic systems/hardware,  
external programming, external labor for customer projects

\*\*\* Million instructions per second

## Service Line Desktop Services.

€ billion*	Q1 2002	Q2 2002	Q2 2001
Revenue in € billion	0.4	0.4	0.3
- of which international	0.1	0.1	0.1
- of which intragroup	0.2	0.3	0.1
- Cost structure personnel costs	29%	23%	24%
goods & services**	26%	33%	30%
EBITDA-Margin	3.6%	6.2%	11.2%
Depreciation	- 0.0	- 0.0	- 0.0
Operational figures: 1,170 mio. desktop systems under service			

\* Figures unaudited, total amounts calculated on the basis of exact figures

\*\* Merchandize, e.g. computer, server, router, switches





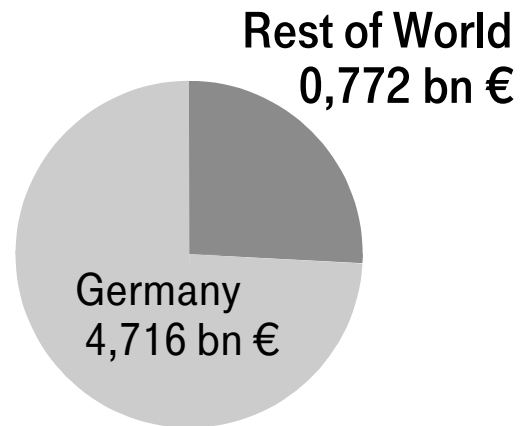
## Service Line Web Host. & ASP Services.

€ billion*	Q1 2002	Q2 2002	Q2 2001
Revenue in € billion	0.039	0.044	0.036
- of which international	0.0	0.0	0.0
- of which intragroup	0.0	0.0	0.0
- Cost structure personnel costs	27%	28%	45%
goods & services*	31%	21%	36%
EBITDA-Margin	0%	27.3%	-20.5%
Depreciation	- 0.0	- 0.0	- 0.0

\* Figures unaudited, total amounts calculated on the basis of exact figures

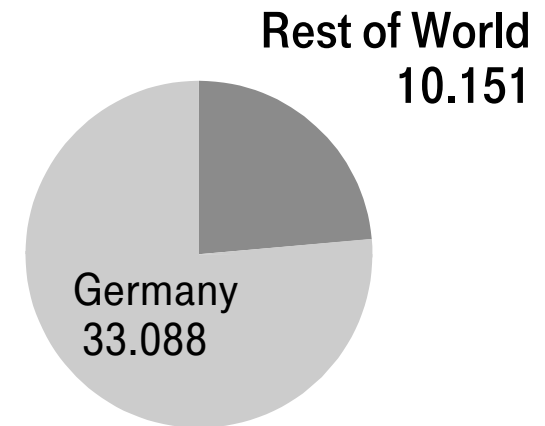
# Figures & Facts.

Sales 2002



total: 5,488 bn €

Employees per 30 June 2002



total: 43.239\*

\* Includes Service Lines, Business Lines and central functions

# T-Mobile

## TMO Group. 2001 quarterly subscriber data (majorities only).

million	Q2/01	Q3/01	Q4/01	FY/01	Q1/02	Q2/02
Subscribers (end of period)						
- Europe	35.842	37.032	38.456	38.456	38.806	39.506
- US	5.952	6.325	6.993	6.993	7.501	8.027
- Total	41.794	43.357	45.449	45.449	46.307	47.533
Contract subscribers (end of period)						
- Europe	13.007	13.314	13.702	13.702	14.016	14.293
- US	4.221	4.589	5.173	5.173	5.729	6.421
- Total	17.228	17.903	18.875	18.875	19.745	20.714
Prepay subscribers (end of period)						
- Europe	22.835	23.718	24.754	24.754	24.790	25.213
- US	1.731	1.736	1.820	1.820	1.772	1.606
- TMO Group	24.566	25.454	26.574	26.574	26.562	26.819
Gross adds	4.395	4.163	5.233	17.170	3.846	3.955
Net adds	2.305	1.563	2.092	8.371	858	1.226

## T-Mobile Germany. Key operating data.\*

million	Q2/01	Q3/01	Q4/01	FY/01	Q1/02	Q2/02
Penetration	67.7%	68.2%	68.6%	68.6%	68.7%	68.9%
Subscribers (end of period)	22.082	22.555	23.081	23.081	23.038	23.262
- Contract	10.086	10.375	10.669	10.669	10.724	10.887
- Prepay	11.996	12.180	12.412	12.412	12.314	12.375
Market Share	39.8%	40.4%	40.5%	40.5%	40.9%	40.8%
Net adds	1.224	0.473	0.526	3.940	- 0.043	0.224
- Contract	0.465	0.289	0.294	1.536	0.055	0.163
- Prepay	0.759	0.184	0.232	2.404	- 0.098	0.061
Average monthly churn	1.1%	1.5%	1.8%	1.4%	1.6%	1.5%
- Contract	1.4%	1.4%	1.7%	1.5%	1.4%	1.3%
- Prepay	0.8%	1.6%	1.9%	1.2%	1.8%	1.7%

\* Unaudited

## T-Mobile Germany. Key financial data.\*

million	Q2/01	Q3/01	Q4/01	FY/01	Q1/02	Q2/02
Net revenues	1,746	1,794	1,877	7,075	1,796	1,925
EBITDA	628	716	757	2,549	735	805
EBITDA margin	36.0%	39.9%	40.3%	36.0%	41.0%	41.8%
SAC (€)	128	116	95	120	96	90
- Contract	208	187	155	189	172	159
- Prepay	60	40	46	63	32	32
ARPU (€)	24	24	24	24	23	25
- Contract	42	42	41	42	39	42
- Prepay	9	9	9	9	9	10
Capex (€)**	114	140	207	585	67	74

\* Unaudited

\*\* Excl. financial investments and licenses

# T-Mobile UK.

## Key operating data.\*

million	Q2/01	Q3/01	Q4/01	FY/01	Q1/02	Q2/02
Penetration	75.4%	77.7%	80.6%	80.6%	82.2%	83.5%
Subscribers (end of period)	9.428	9.929	10.422	10.422	10.750	11.099
Contract	1.623	1.630	1.695	1.695	1.928	2.004 **
Prepay	7.804	8.298	8.726	8.726	8.822	9.095
Market Share	21.1%	21.5%	21.7%	21.7%	22.0%	22.3%
Net adds	0.447	0.501	0.493	2.098	0.328	0.349
- Contract	- 0.102	0.007	0.065	- 0.205	0.076	0.076
- Prepay	0.548	0.494	0.428	2.302	0.252	0.273
Average monthly churn	1.7%	1.7%	2.7%	1.9%	2.0%	2.1%
- Contract	4.3%	3.0%	2.3%	3.3%	1.9%	2.9%
- Prepay	1.1%	1.4%	2.8%	1.6%	2.0%	1.8%

\* Unaudited \*\* 156K wholesale subscribers were restated as contract subscribers in Q1/02.



## T-Mobile UK. Key financial data.\*

€ million	Q2/01	Q3/01	Q4/01	FY/01	Q1/02	Q2/02
Net revenues	780	852	872	3,279	920	929
EBITDA	128	139	169	537	199	237
EBITDA margin	16.5%	16.3%	19.4%	16.4%	21.6%	25.5%
SAC (€)	67	98	73	82	158	134
- Contract	247	391	300	343	412	369
- Prepay	42	45	37	39	56	28
ARPU (€)***	26	27	27	27	28	28
- Contract	59	66	65	63	65	66
- Prepay	17	17	17	17	18	18
Capex (€)**	207	215	382	1,021	133	162

\* Unaudited

\*\* Excl. financial investments and licenses

\*\*\* As of Q1/02, ARPU figures do not contain Virgin Mobile, historic figures are restated

## T-Mobile Austria. Key operating data.\*

million	Q2/01	Q3/01	Q4/01	FY/01	Q1/02	Q2/02
Penetration	73.2%	74.0%	75.5%	75.5%	74.8%	75.0%
Subscribers (end of period)	2.089	2.093	2.102	2.102	1.985	1.995
- Contract	0.884	0.891	0.891	0.891	0.878	0.880
- Prepay	1.205	1.202	1.211	1.211	1.107	1.115
Market Share	35.7%	35.4	34.8%	34.8%	33.2%	33.2%
Net adds	0.011	0.004	0.009	0.061	-0.118	0.010
- Contract	0.001	0.007	0.000	0.018	-0.014	0.002
- Prepay	0.010	-0.002	0.009	0.042	-0.104	0.008
Average monthly churn	1.6%	1.6%	1.5%	1.6%	3.6%	1.8%
- Contract	1.5%	1.4%	1.4%	1.5%	1.9%	1.4%
- Prepay	1.6%	1.7%	1.5%	1.6%	5.0%	2.1%

\* Unaudited

# T-Mobile Austria. Key financial data.\*

million	Q2/01	Q3/01	Q4/01	FY/01	Q1/02	Q2/02
Net revenues	258	260	274	1,052	254	242
EBITDA	57	58	87	261	77	93
EBITDA margin	21.9%	22.4%	31.8%	24.8%	30.3%	38.5%
SAC (€)	146	129	105	122	72	96
- Contract	244	193	154	194	123	164
- Prepay	65	75	62	63	45	59
ARPU (€)	28	28	29	28	28	30
- Contract	52	53	54	53	52	53
- Prepay	10	9	10	10	10	11
Capex (€)**	70	54	76	255	16	30

\* Unaudited

\*\* Excl. financial investments and licenses

# RadioMobil. Key operating data.\*

million	Q2/01	Q3/01	Q4/01	FY/01	Q1/02	Q2/02
Penetration	52.0%	57.9%	67.7%	67.7%	71.9%	75.1%
Subscribers (end of period)	2.243	2.455	2.850	2.850	3.033	3.150
- Contract	0.414	0.419	0.448	0.448	0.486	0.522
- Prepay	1.829	2.036	2.403	2.403	2.547	2.628
Market Share	41.5%	41.2%	41.0%	41.0%	40.9%	40.7%
Net adds	0.169	0.212	0.395	0.985	0.183	0.117
- Contract	0.009	0.005	0.029	0.058	0.039	0.035
- Prepay	0.160	0.207	0.366	0.928	0.144	0.081
Average monthly churn	0.5%	0.6%	0.6%	0.6%	0.7%	0.8%
- Contract	1.5%	2.0%	1.5%	1.6%	0.7%	0.6%
- Prepay	0.2%	0.3%	0.4%	0.3%	0.7%	0.8%

Note: consolidated from April 1, 2001  
\* Unaudited

# RadioMobil.

## Key financial data.\* \*\*

€ million	Q2/01	Q3/01	Q4/01	FY/01***	Q1/02	Q2/02
Net revenues	148	158	180	487	163	162
EBITDA	68	53	63****	155	77	75
EBITDA margin	45.6%	33.8%	35.0%	31.9%	47.0%	46.0%
SAC (€)	22	18	41	30	34	26
- Contract	42	56	57	53	35	45
- Prepay	19	15	39	28	34	20
ARPU (€)	19	19	18	18	14	16
- Contract	45	48	51	47	40	43
- Prepay	13	13	11	12	10	11
Capex (€)*****	104	45	94	911	46	68

- \* Unaudited
- \*\* consolidated from April 1, 2001
- \*\*\* Q2 -Q4
- \*\*\*\* EBITDA includes one-off accruals
- \*\*\*\*\* Excl. financial investments and licenses

# VoiceStream. Key operating data.\*

million	Q2/01	Q3/01	Q4/01	FY/01	Q1/02	Q2/02
Penetration		44.4%	45.7%	45.7%	47.8%	49.4%
Subscribers (end of period)	5.953	6.325	6.993	6.993	7.501	8.027
- Contract	4.222	4.589	5.173	5.173	5.729	6.421
- Prepay	1.731	1.736	1.820	1.820	1.772	1.606
Market Share	4.9%	5.0%	5.3%	5.3%	5.5%	5.7%
Net adds	0.454	0.373	0.667	2.205	0.508	0.526
- Contract	0.366	0.368	0.583	1.854	0.556	0.692
- Prepay	0.088	0.005	0.084	0.351	-0.048	-0.166
Average monthly churn	4.7%	5.1%	4.8%	4.7%	4.4%	4.1%
- Contract	3.3%	3.6%	3.3%	3.3%	2.7%	2.4%
- Prepay	8.4%	9.0%	8.9%	8.7%	9.7%	10.4%

Pro-forma for VoiceStream acquisition of Powertel

Note: Market share includes six US national players only

\* Unaudited

# VoiceStream.

## Key financial data (US GAAP)\*.

US\$ million	Q2/01	Q3/01	Q4/01	FY/01	Q1/02	Q2/02
Net revenues	972	1,026	1,122	3,998	1,176	1,309
EBITDA	- 138	- 134	- 67	- 471	64	156
EBITDA margin	- 14.1%	- 13.0%	- 5.9%	- 11.8%	5.5%	11.9%
CPGA (US\$)	342	362	322	333	291	311
ARPU (US\$)						
- Blended	49	49	49	49	48	49
- Contract	53	54	52	53	51	52

Pro-forma for VoiceStream acquisition of Powertel, unaudited

\* VoiceStream consolidated from June 1, 2001

# VoiceStream.

## Key financial data (German GAAP).\* \*\*

€ million	June/01	Q3/01	Q4/01	FY/01	Q1/02	Q2/02
Net revenues	370	1,145	1,284	2,798	1,357	1,438
EBITDA	- 63	- 124	- 71	258	106	176
EBITDA margin	- 17.0%	- 10.8%	- 5.5%	- 9.2%	7.8%	12.3%
SACs (€)						
- Blended	257	278	261	261	234	211
- Contract	321	337	306	314	285	250
- Prepay	147	173	175	163	127	86
ARPU (€)						
- Blended	51	52	52	52	52	51
- Contract	58	60	58	60	57	57
- Prepay	31	32	34	33	34	29

\* Unaudited

\*\* VoiceStream consolidated from June 1, 2001