

# Backup

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# Non-GAAP figures.

This presentation contains a number of non-GAAP figures,

such as ...	which is defined as ...
EBIT	"Earnings before interest and tax": Results from ordinary business activities before financial income/expense, net and before other taxes.
Adj. EBIT	EBIT adjusted for special influences.
EBITDA	"Earnings before interest, tax, depreciation and amortization": EBIT (Results from ordinary business activities before financial income/expense, net and before other taxes.) plus depreciation and amortization.
Adj. EBITDA	EBITDA adjusted for special influences.
Adj. Net income/loss	Net income/loss adjusted for special influences.
Special influences	Special influences impair the comparability of the results with previous periods. See detailed charts for the group and each division.
Free cash flow	Net cash provided by operating activities minus capex (Investments in tangible and intangible assets excluding goodwill).
Gross debt	Gross debt is the basis for total net interest expense incurred and contains debt in accordance with the consolidated balance sheet, liabilities to non-banks from loan notes, cash collateral received for positive fair values from derivatives, and necessary settlement amounts for interest rate and cross currency swaps for loans taken out in foreign currencies.
Net debt	Gross debt minus liquid assets, minus investments in noncurrent securities and in marketable securities, minus discounts on loans minus cash collateral paid for negative fair values from derivatives and necessary settlement amounts for interest rate and cross currency swaps for loans taken out in foreign currencies.
Capex	Investments in tangible and intangible assets excluding goodwill and mobile licences.
Cash contribution	EBITDA minus capex.
ARPU	"Average Revenue per User": Service fee, as well as voice, non voice and roaming revenues divided by the average number of customers in the period. Activation charges, virtual network operator revenues and other operating revenue are not included. In contrast to the reporting of some competitors, visitor revenues are not included either.
SAC	"Subscriber acquisition costs" per gross add
CCPU	"Cash cost per user": including all network and general and administrative costs divided by the average total customers during the period.
CPGA	"Cost per gross add": customer acquisition costs plus the subsidy loss on customer acquisition related to equipment sales, divided by gross customers added during the period.

These and the other non-GAAP figures used by Deutsche Telekom should not be viewed as a substitute for our GAAP figures. Our non-GAAP measures may not be comparable to non-GAAP measures used by other companies. To interpret the most important non-GAAP measures, please refer to the information contained in these materials and the chapter "Reconciliation to pro forma figures" in the Q1-3/03 interim report or the reconciliation to pro forma figures posted on Deutsche Telekom's Investor relations website.



Unaudited figures

# Financials.



Unaudited figures

## At a Glance.

€ million	Q3/03	Q3/02	%	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
<b>Net Revenue</b>									
T-Com	6,152	6,602	-6.8%	18,716	19,707	6,123	6,441	26,491	6,784
T-Mobile	5,632	4,711	19.5%	15,871	13,150	5,233	5,006	18,339	5,189
T-Systems	1,798	1,676	7.3%	5,267	5,076	1,754	1,715	6,895	1,819
T-Online	413	338	22.2%	1,209	987	402	394	1,391	404
GHS	82	96	-14.6%	225	257	81	62	573	316
<b>Group</b>	<b>14,077</b>	<b>13,423</b>	<b>4.9%</b>	<b>41,288</b>	<b>39,177</b>	<b>13,593</b>	<b>13,618</b>	<b>53,689</b>	<b>14,512</b>
<b>Total Revenue</b>									
T-Com	7,104	7,490	-5.2%	21,747	22,532	7,153	7,490	30,559	8,027
T-Mobile	5,920	5,105	16.0%	16,787	14,245	5,557	5,310	19,735	5,490
T-Systems	2,617	2,588	1.1%	7,744	7,667	2,567	2,560	10,489	2,822
T-Online	453	383	18.3%	1,347	1,121	449	445	1,584	463
GHS	1,056	1,250	-15.5%	3,220	3,173	1,071	1,093	4,411	1,238
<b>EBITDA excluding special influences</b>									
T-Com	2,549	2,575	-1.0%	7,777	7,624	2,554	2,674	10,268	2,644
T-Mobile	1,748	1,291	35.4%	5,005	3,850	1,743	1,514	5,038	1,188
T-Systems	393	324	21.3%	1,016	833	337	286	1,151	318
T-Online	84	35	140.0%	235	23	76	75	76	53
GHS	15	-12	n.a.	-5	-183	-10	-10	30	213
Reconciliation	-78	-10	n.a.	-243	-187	-102	-63	-249	-62
<b>Group</b>	<b>4,711</b>	<b>4,203</b>	<b>12.1%</b>	<b>13,785</b>	<b>11,960</b>	<b>4,598</b>	<b>4,476</b>	<b>16,314</b>	<b>4,354</b>
<b>Net income excluding special influences</b>									
	463	-1,085	n.a.	738	-4,226	162	113	-4,771	-544
<b>Net income reported</b>	<b>508</b>	<b>-20,620</b>	<b>n.a.</b>	<b>1,617</b>	<b>-24,510</b>	<b>256</b>	<b>853</b>	<b>-24,587</b>	<b>-76</b>
<b>Capex</b>	<b>1,431</b>	<b>1,846</b>	<b>-22.5%</b>	<b>3,536</b>	<b>5,343</b>	<b>1,196</b>	<b>909</b>	<b>7,928</b>	<b>2,151</b>
<b>Free-Cash-Flow</b>	<b>3,427</b>	<b>1,846</b>	<b>85.6%</b>	<b>7,393</b>	<b>4,664</b>	<b>1,962</b>	<b>2,004</b>	<b>4,838</b>	<b>174</b>
<b>Netdebt</b>	<b>49,2</b>	<b>64,3</b>	<b>-23.5%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>53,0</b>	<b>56,3</b>	<b>61,1</b>	<b>n.a.</b>

## Group P&L excluding special influences.

€ million	Q3/03	Q3/02	%	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
<b>Net revenue</b>	<b>14,077</b>	<b>13,423</b>	<b>4.9%</b>	<b>41,288</b>	<b>39,177</b>	<b>13,593</b>	<b>13,618</b>	<b>53,689</b>	<b>14,512</b>
<b>Operating results</b>	<b>1,508</b>	<b>388</b>	<b>288.7%</b>	<b>4,005</b>	<b>169</b>	<b>1,339</b>	<b>1,158</b>	<b>465</b>	<b>296</b>
<b>Financial income/expense, net</b>	<b>-878</b>	<b>-1,082</b>	<b>18.9%</b>	<b>-2,823</b>	<b>-3,344</b>	<b>-853</b>	<b>-1,092</b>	<b>-4,444</b>	<b>-1,100</b>
of which: net interest expense	-888	-948	6.3%	-2,818	-3,031	-873	-1,057	-4,048	-1,017
Results from ordinary business activities									
= Income/loss before taxes	630	-694	n.a.	1,182	-3,175	486	66	-3,979	-804
Income taxes	-41	-335	87.8%	-141	-840	-248	148	-508	332
Income/loss after taxes	589	-1,029	n.a.	1,041	-4,015	238	214	-4,487	-472
Income/losses applicable to minority shareholders	-126	-56	-125.0%	-303	-211	-76	-101	-284	-72
<b>Net income/loss</b>	<b>463</b>	<b>-1,085</b>	<b>n.a.</b>	<b>738</b>	<b>-4,226</b>	<b>162</b>	<b>113</b>	<b>-4,771</b>	<b>-544</b>
<b>EBIT</b>	<b>1,546</b>	<b>423</b>	<b>265.5%</b>	<b>4,139</b>	<b>306</b>	<b>1,386</b>	<b>1,207</b>	<b>829</b>	<b>523</b>
<b>EBIT margin</b>	<b>11.0%</b>	<b>3.2%</b>	<b>248.5%</b>	<b>10.0%</b>	<b>0.8%</b>	<b>10.2%</b>	<b>8.9%</b>	<b>1.5%</b>	<b>3.6%</b>
<b>EBITDA</b>	<b>4,711</b>	<b>4,203</b>	<b>12.1%</b>	<b>13,785</b>	<b>11,960</b>	<b>4,598</b>	<b>4,476</b>	<b>16,314</b>	<b>4,354</b>
<b>EBITDA margin</b>	<b>33.5%</b>	<b>31.3%</b>	<b>6.9%</b>	<b>33.4%</b>	<b>30.5%</b>	<b>33.8%</b>	<b>32.9%</b>	<b>30.4%</b>	<b>30.0%</b>
<b>Depreciation and amortization</b>	<b>-3,165</b>	<b>-3,780</b>	<b>16.3%</b>	<b>-9,646</b>	<b>-11,654</b>	<b>-3,212</b>	<b>-3,269</b>	<b>-15,485</b>	<b>-3,831</b>
<b>Other taxes</b>	<b>-38</b>	<b>-35</b>	<b>-8.6%</b>	<b>-134</b>	<b>-137</b>	<b>-47</b>	<b>-49</b>	<b>-364</b>	<b>-227</b>

## Group P&L including special influences.

€ million	Q3/03	Q3/02	%	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
Net revenue	14.077	13.423	4,9%	41.288	39.177	13.593	13.618	53.689	14.512
Cost of Sales	-7.828	-19.683	60,2%	-23.138	-35.733	-7.741	-7.569	-44.477	-8.744
Gross profit (loss) from sales	6.249	-6.260	n.a.	18.150	3.444	5.852	6.049	9.212	5.768
Selling Costs	-3.266	-3.380	3,4%	-9.821	-9.743	-3.168	-3.387	-13.264	-3.521
General administrative costs	-1.264	-1.589	20,5%	-3.889	-4.262	-1.290	-1.335	-6.062	-1.800
Other operating income	1.045	574	82,1%	3.674	2.354	1.118	1.511	3.901	1.547
Other operating expenses	-1.284	-11.036	88,4%	-3.597	-13.901	-1.061	-1.252	-14.915	-1.014
Operating results	1.480	-21.691	n.a.	4.517	-22.108	1.451	1.586	-21.128	980
Financial income/expense, net	-789	-1.630	51,6%	-2.734	-4.560	-853	-1.092	-6.022	-1.462
of which: net interest income/expense	-888	-948	6,3%	-2.818	-3.031	-873	-1.057	-4.048	-1.017
Results from ordinary business activities									
= Income/loss before taxes	691	-23.321	n.a.	1.783	-26.668	598	494	-27.150	-482
Income taxes	-57	2.757	n.a.	137	2.369	-266	460	2.874	478
Income/loss after taxes	634	-20.564	n.a.	1.920	-24.299	332	954	-24.303	-4
Income/losses applicable to minority shareholders	-126	-56	-125,0%	-303	-211	-76	-101	-284	-72
Net income/(loss)	508	-20.620	n.a.	1.617	-24.510	256	853	-24.587	-76
EBIT	1.518	-21.656	n.a.	4.651	-21.971	1.498	1.635	-20.764	1.207
EBIT margin	10,8%	-161,3%		11,3%	-56,1%	11,0%	12,0%	-38,7%	8,3%
EBITDA	4.683	3.823	22,5%	14.297	11.382	4.710	4.904	16.116	4.734
EBITDA margin	33,3%	28,5%		34,6%	29,1%	34,7%	36,0%	30,0%	32,6%
Depreciation and amortization	-3.165	-25.479	87,6%	-9.646	-33.353	-3.212	-3.269	-36.880	-3.527
Other taxes	-38	-35	-8,6%	-134	-137	-47	-49	-364	-227

## EBIT and EBITDA reconciliation in DT Group.

€ million	Q3/03	Q3/02	FY/02
Total revenue	14.077	13.423	53.689
Net income/(loss)	508	-20.620	-24.587
- Income/loss applicable to minority shareholders	-126	-56	-284
= Income/loss after taxes	634	-20.564	-24.303
- Income taxes	-57	2.757	2.874
= Results from ordinary business activities = Income/loss before taxes	691	-23.321	-27.150
- Financial income/ expenses, net	-789	-1.630	-6.022
- Other taxes	-38	-35	-364
= EBIT	1.518	-21.656	-20.764
EBIT margin [EBIT/Net revenue]	10,8%	-161,3%	-38,7%
- Special influences affecting EBIT	-28	-22.079	-21.593
= Adj. EBIT	1.546	423	829
Adj. EBIT margin [Adj. EBIT/Net revenue]	11,0%	3,2%	1,5%
- Depreciation and amortization	-3.165	-25.479	-36.880
= EBITDA	4.683	3.823	16.116
EBITDA margin [EBITDA/Net revenue]	33,3%	28,5%	30,0%
- Special influences affecting EBITDA	-28	-380	-198
= Adj. EBITDA	4.711	4.203	16.314
Adj. EBITDA margin [Adj. EBITDA/Net revenue]	33,5%	31,3%	30,4%

## Change in the scope of consolidation Q1-3/2003.

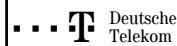
€ million	Q1-3/2003 pro forma numbers	Total	Acquisitions <sup>1</sup>			Deconsolidations <sup>2</sup>				
			Total	T-Mobile <sup>3</sup>	T-Systems <sup>4</sup>	Total	T-Com <sup>6</sup>	T-Systems <sup>7</sup>		
Gross revenue	41,144	144	621	597	23	1	477	339	138	0
Operating results	4,091	426	-172	-169	0	-3	-598	-319	-283	4
Financial income/expense, net	-2,704	-30	-25	-24	2	-3	5	5	0	0
-of which interest expenses	-2,718	-100	-100	-101	1	0	0	0	0	0
Results f. ordinary business activit.	1,387	396	-197	-193	2	-6	-593	-314	-283	4
Income taxes	314	-177	-1	0	-1	0	176	177	-1	0
Income/loss after taxes	1,701	219	-198	-193	1	-6	-417	-137	-284	4
Income/losses applicable to minority shareholders	-302	-1	0	0	0	0	1	0	0	1
Net income (loss)	1,399	218	-198	-193	1	-6	-416	-137	-284	5
EBITDA	14,034	263	9	11	1	-3	-254	-125	-133	4
Special influences	124	388	0	0	0	0	-388	-306	-82	0
EBITDA excluding special influences	13,910	-125	9	11	1	-3	134	181	-51	4

1 Effect of acquired businesses on THIS YEARS numbers for Q1-3

2 Effect of deconsolidated businesses on LAST YEARS numbers for Q1-3

3 T-Mobile NL [Q4/2002]; T-Mobile Traffic [Q3/2002]; 4 DeTeCon [Qx/200x]; 5 T-Online InterMedia [Q1/2003], T-Online Venture Fund [Q1/2003]; 6 Cable [Q1/2003];

7 Siris [Q2/2003], Telecash [Q1/2003], Multilink [Q3/2003]; 8 Auto T-Online [Q3/2003].



Unaudited figures

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## Special influences in DT-Group.

€ billion	Q3/03	Q3/02	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
Effect on Other operating income	0.09	0.00	1.03	0.16	0.39	0.55	0.46	0.30
Deconsolidation of Satelindo					0.16		0.16	
Sale of T-Online shares						0.30	0.30	
Sale of EUTELSAT, Telecash, UMC and cable			0.51			0.51		
Gain on Sale of MTS, Siris and Celcom			0.39		0.39			
Gain on Sale of Cable	0.09	0.09						
Effect on Operating expenses	-0.12	-22.08	-0.52	-22.44	-0.28	-0.12	-22.05	0.39
Mobile licences: TMO USA & UMTS license UK <sup>2</sup>		-11.73		-11.73			-11.55	0.18 <sup>3</sup>
Restructuring charges T-Systems <sup>2</sup>		-0.49		-0.49			-0.51	-0.02
Restructuring charges T-Com(MATAV/ST/HT) <sup>2</sup>			-0.03		-0.03		-0.04	-0.04
Accruals for personnel reduction	-0.09	0.09						
Additional Minimum Liability	0.00		-0.23		-0.23		-0.22	-0.22
Losses from the disposal of France Télécom					-0.37		-0.01	0.36
Losses from the disposal of Multilink			-0.02		-0.02			
Goodwill T-Mobile USA, T-Mobile NL, Siris <sup>2</sup>		-9.87		-9.87			9.72	0.15
Due to accruals for sale of cable	-0.03		-0.15		-0.01	-0.12		
Effect on Financial income	0.09	-0.55	0.09	-1.22	0.00	0.00	-1.58	-0.36
Valuation adjustment FT, Cable, condirect and other investments in noncurrent securities	0.09	-0.38	0.09	-1.05			-1.41	-0.36
Valuation adjustment UMTS TMO Netherlands <sup>2</sup>		-0.17		-0.17			-0.17	
Effect on Tax	-0.02	3.09	0.28	3.21	-0.02	0.31	3.36	0.15
Other tax effects from goodwill amortizations <sup>2</sup>							0.11	0.11
Due to deferred taxes T-Mobile USA <sup>2</sup>		3.09		3.09			3.03	-0.06
Additional Minimum Liability			0.09		0.09		0.09	0.09
from change in legal structure T-Mobile			0.36			0.36		
Sale of cable, accruals and valuation adjustment	-0.02	0.01	-0.17	0.13	-0.11	-0.05	0.13	
Effect on EBIT	-0.03	-22.08	0.51	-22.28	0.11	0.43	-21.59	0.68
Effect on EBITDA	-0.03	-0.38	0.51	-0.58	0.11	0.43	-0.20	0.38
Effect on Net income/(loss)	0.05	-19.54	0.88	-20.28	0.09	0.74	-19.82	0.47

1 Rounded figures; the total was calculated on the basis of precise figures.

2 Outcome of the strategic review, Q3/2002;

3 Changes due to currency effects between Q3/02 and Q4/02.

Unaudited figures

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## T-Com adjusted for special influences.

€ million	Q3/03	Q3/02	%	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
Total revenue	7.104	7.490	-5,2%	21.747	22.532	7.153	7.490	30.559	8.027
- of which domestic	6.119	6.511	-6,0%	18.856	19.671	6.187	6.550	26.682	7.011
- of which E. Europe	985	979	0,6%	2.891	2.861	966	940	3.877	1.016
Net revenue	6152	6602	-8,8%	18716	19707	6123	6441	26491	6784
EBITDA	2.549	2.575	-1,0%	7.777	7.624	2.554	2.674	10.268	2.644
- of which domestic	2.086	2.109	-1,1%	6.477	6.306	2.154	2.237	8.471	2.165
- of which E. Europe	463	466	-0,6%	1.300	1.318	400	437	1.797	479
EBITDA margin	35,9%	34,4%		35,8%	33,8%	35,7%	35,7%	33,6%	32,9%
Depreciation and amortization	-1.265	-1.385	8,7%	-3.865	-4.081	-1.282	-1.318	-5.539	-1.458
Other taxes	-5	8	n.a.	-14	-30	1	-10	-42	-12
Financial income/ expenses, net	-67	-105	36,2%	-317	-447	-118	-132	-544	-97
Results from ordinary business activities	1.212	1.093	10,9%	3.581	3.066	1.155	1.214	4.143	1.077

## EBITDA reconciliation in T-Com.

€ million	Q3/03	Q3/02	FY/02
Total revenue	7.104	7.490	30.559
Results from ordinary business activities	1.211	1.078	3.604
- Financial income/ expenses, net	-67	-120	-866
- Depreciation and amortization	-1.265	-1.385	-5.539
- Other taxes	-5	8	-42
= EBITDA	2.548	2.575	10.051
EBITDA margin	35,9%	34,4%	32,9%
- Special Factors affecting Ebitda	-1	0	-217
= Adj. EBITDA	2.549	2.575	10.268
Adj. EBITDA margin	35,9%	34,4%	33,6%

## T-Com unadjusted.

€ million	Q3/03	Q3/02	%	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
Total revenue	7,104	7,490	-5,2%	21,747	22,532	7,153	7,490	30,559	8,027
-of which domestic	6,119	6,511	-6,0%	18,856	19,671	6,187	6,550	26,682	7,011
-of which E. Europe	985	979	0,6%	2,891	2,861	966	940	3,877	1,016
Net revenue	6,152	6,602	-6,8%	18,716	19,707	6,123	6,441	26,491	6,784
EBITDA	2,548	2,575	-1,0%	7,684	7,624	2,258	2,878	10,051	2,427
-of which domestic	2,085	2,109	-1,1%	6,411	6,306	1,885	2,441	8,296	1,990
-of which E. Europe	463	466	-0,6%	1,273	1,318	373	437	1,755	437
EBITDA margin	35,9%	34,4%		35,3%	33,8%	31,6%	38,4%	32,9%	30,2%
Depreciation and amortization	-1,265	-1,385	8,7%	-3,865	-4,081	-1,282	-1,318	-5,539	-1,458
Other taxes	-5	8	n.a.	-14	-30	1	-10	-42	-12
Financial income/expenses, net	-67	-120	44,2%	-317	-763	-118	-132	-866	-103
Results from ordinary business activities	1,211	1,078	12,3%	3,488	2,750	859	1,418	3,604	854

## Special influences affecting T-Com

€ million	Q3/03	Q3/02	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
Operating Income	87	0	453	0	0	366	0	0
-of which book gain sale of cable	87		453		0	366		
Operating expenses	-88	0	-546	0	-296	-162	-217	-217
-of which charges on sale of cable	-21		-147		-7	-119		0
-Accruals for reduction of personnel	-66		-66		0	0		
-Additional Minimum Liability	-1		-175		-174	0	-175	-175
-Transfer Payments to Vivento	0		-131		-88	-43		
-Restructuring of Matav, HT	0		-27		-27	0	-42	-42
Effect on EBITDA	-1	0	-93	0	-296	204	-217	-217
Financial income/expense, net	0	-15	0	-316	0	0	-322	-6
-Cable	0	-15	0	-316	0	0	-322	-6
Effect on Results of ordinary business activities	-1	-15	-93	-316	-296	204	-539	-223

## T-Mobile adjusted for special influences.

€ million	Q3/03	Q3/02	%	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
Total revenue	5.920	5.105	16,0%	16.787	14.245	5.557	5.310	19.735	5.490
Net revenue	5.632	4.711	19,5%	15.871	13.150	5.233	5.006	18.339	5.189
EBITDA	1.748	1.291	35,4%	5.005	3.850	1.743	1.514	5.038	1.188
EBITDA margin	29,5%	25,3%		29,8%	27,0%	31,4%	28,5%	25,5%	21,6%
Depreciation and amortization	-1.298	-1.632	20,5%	-3.857	-5.091	-1.295	-1.264	-6.490	-1.399
Other taxes	-22	-15	-46,7%	-75	-58	-28	-25	-75	-17
Financial income/ expenses, net	-189	-337	43,9%	-781	-937	-290	-302	-1.261	-324
Results from ordinary business activities	239	-693	n.a.	292	-2.236	130	-77	-2.788	-552

## EBITDA reconciliation in T-Mobile.

€ million	Q3/03	Q3/02	FY/02
Total revenue	5.920	5.105	19.735
Results from ordinary business activities	239	-21.985	-23.754
- Financial income/ expenses, net	-189	-508	-1.432
- Depreciation and amortization	-1.298	-22.753	-27.285
- Other taxes	-22	-15	-75
= EBITDA	1.748	1.291	5.038
EBITDA margin	29,5%	25,3%	25,5%
- Special influences affecting Ebitda	0	0	0
= Adj. EBITDA	1.748	1.291	5.038
Adj. EBITDA margin	29,5%	25,3%	25,5%

## T-Mobile unadjusted.

€ million	Q3/03	Q3/02	%	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
Total revenue	5.920	5.105	16,0%	16.787	14.245	5.557	5.310	19.735	5.490
Net revenue	5.632	4.711	19,5%	15.871	13.150	5.233	5.006	18.339	5.189
EBITDA	1.748	1.291	35,4%	5.350	3.850	2.088	1.514	5.038	1.188
EBITDA margin	29,5%	25,3%		31,9%	27,0%	37,6%	28,5%	25,5%	21,6%
Depreciation and amortization	-1.298	-22.753	94,3%	-3.857	-26.212	-1.295	-1.264	-27.285	-1.073
Other taxes	-22	-15	-46,7%	-75	-58	-28	-25	-75	-17
Financial income/expenses, net	-189	-508	62,8%	-781	-1.108	-290	-302	-1.432	-324
Results from ordinary business activities	239	-21.985	n.a.	637	-23.528	475	-77	-23.754	-226

## Special influences affecting T-Mobile.

€ million	Q3/03	Q3/02	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
Operating Income	0	0	352	0	352	0	0	0
-of which gain on sale of MTS			352		352			
Operating expenses	0	-21.121	-7	-21.121	-7	0	-20.795	326
-of which AML			-7		-7			
-of which nonscheduled write-down on mobile licences T-Mobile USA & UK		-11.726		-11.726			-11.549	177
-of which nonscheduled write-down on goodwill T-Mobile USA & NL		-9.395		-9.395			-9.246	149
Effect on EBITDA	0	0	345	0	345	0	0	0
Financial income/expense, net	0	-171	0	-171	0	0	-171	0
-of which nonscheduled write-down on mobile licences T-Mobile NL		-171		-171			-171	
Effect on Results of ordinary business activities	0	-21.292	345	-21.292	345	0	-20.966	326

## T-Systems adjusted for special influences.

€ million	Q3/03	Q3/02	%	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
Total revenue	2.617	2.588	1,1%	7.744	7.667	2.567	2.560	10.489	2.822
Net revenue	1.798	1.676	7,3%	5.267	5.076	1.754	1.715	6.895	1.819
EBITDA	393	324	21,3%	1.016	833	337	286	1.151	318
EBITDA margin	15,0%	12,5%		13,1%	10,9%	13,1%	11,2%	11,0%	11,3%
Depreciation and amortization	-373	-428	12,9%	-1.120	-1.438	-380	-367	2.016	-578
Other taxes	-1	-2	50,0%	-6	-6	-4	-1	-9	-3
Financial income/ expenses, net	-5	-47	89,4%	-29	-82	-6	-18	-118	-36
Results from ordinary business activities	14	-153	n.a.	-139	-693	-53	-100	-992	-299

## EBITDA reconciliation in T-Systems.

€ million	Q3/03	Q3/02	FY/02
Total revenue	2.617	2.588	10.489
Results form ordinary business activities	10	-1.111	-1.990
- Financial income/expense, net	-5	-47	-118
- Depreciation and amortization	-373	-1.006	2.616
- Other taxes	-1	-2	-9
= EBITDA	389	-56	753
EBITDA margin	14,9%	-2,2%	7,2%
- Special influences affecting EBITDA	-4	-380	-398
= Adj. EBITDA	393	324	1.151
Adj. EBITDA margin	15,0%	12,5%	11,0%

## T-Systems unadjusted.

€ million	Q3/03	Q3/02	%	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
Total revenue	2.617	2.588	1,1%	7.744	7.667	2.567	2.560	10.489	2.822
Net revenue	1.798	1.676	7,3%	5.267	5.076	1.754	1.715	6.895	1.819
EBITDA	389	56	n.a.	1.076	453	319	368	753	300
EBITDA margin	14,9%	-2,2%		13,9%	5,9%	12,4%	14,4%	7,2%	10,6%
Depreciation and amortization	-373	-1.006	62,9%	-1.120	-2.016	-380	-367	2.616	-600
Other taxes	-1	-2	50,0%	-6	-6	-4	-1	-9	-3
Financial income/expense, net	-5	-47	89,4%	-29	-82	-6	-18	-118	-36
Results from ordinary business activities	10	-1.111	n.a.	-79	-1.651	-71	-18	-1.990	-339

## Special influences affecting T-Systems.

€ million	Q3/03	Q3/02	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
Operating Income	0	0	102		20	82	-127	0
-of which gain of sale of Siris			20		20	0	-127	0
-of which gain of sale of Telecash			82	0	0	82	0	0
Operating expenses	-4	-958	-42	-958	-38	0	-871	-40
-of which loss on sale of Multilink			-16	0	-16	0	0	0
-of which AML	0	-22	0	-22	0	-18	-18	
-of which accruals for obligations associated with the sale of telecash	-4	-4	0	0	0	0	0	0
-of which restructuring		-485	0	-485	0	0	-380	-22
-of which nonscheduled write-down on Siris		-473	0	-473	0	0	-473	0
Effect on EBITDA	-4	-380	60	-380	-18	82	-398	-18
Financial income/expense, net			0	0	0	0	0	0
Effect on Results of ordinary business activities	-4	-958	60	-958	-18	82	-998	-40

## T-Online adjusted for special influences.

€ million	Q3/03	Q3/02	%	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
Total revenue	453	383	18,3%	1.347	1.121	449	445	1.584	463
Net revenue	413	338	22,2%	1.209	987	402	394	1.391	404
EBITDA	84	35	140,0%	235	23	76	75	76	53
EBITDA margin	18,5%	9,1%		17,4%	2,1%	16,9%	16,9%	4,8%	11,4%
Depreciation and amortization	-104	-106	1,9%	-311	-314	-105	-102	-435	-121
Other taxes	0	0	n.a.	0	-2	0	0	-2	0
Financial income/ expense, net	21	25	-16,0%	75	71	25	29	87	16
Results from ordinary business activities	1	-46	n.a.	-1	-222	-4	2	-274	-52

## EBITDA reconciliation in T-Online.

€ million	Q3/03	Q3/02	FY/02
Total revenue	453	383	1.584
Results form ordinary business activities	103	-274	-471
- Financial income/expense, net	123	-203	-137
- Depreciation and amortization	-104	-106	-435
- Other taxes	0	0	-2
= EBITDA	84	35	103
EBITDA margin	18,5%	9,1%	6,5%
- Special influences affecting EBITDA	0	0	27
= Adj. EBITDA	84	35	76
Adj. EBITDA margin	18,5%	9,1%	6,5%

## T-Online unadjusted.

€ million	Q3/03	Q3/02	%	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
Total revenue	453	383	18,3%	1.347	1.121	449	445	1.584	463
Net revenue	413	338	22,2%	1.209	987	402	394	1.391	404
EBITDA	84	35	140,0%	260	50	101	75	103	53
EBITDA margin	18,5%	9,1%		19,3%	4,5%	22,5%	16,9%	6,5%	11,4%
Depreciation and amortization	-104	-106	1,9%	-311	-314	-105	-102	-435	-121
Other taxes	0	0	n.a.	0	-2	0	0	-2	0
Financial income/expense, net	123	-203	n.a.	177	-157	25	29	-137	20
Results from ordinary business activities	103	-274	n.a.	126	-423	21	2	-471	-48

## Special influences affecting T-Online.

€ million	Q3/03	Q3/02	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
Operating Income	0	0	26	27	26	0	27	0
- of which gain on sale of t-info to T-Com			26		26			
- of which gain on sale of T-Motion to T-Mobile				27		27		
Operating expenses	0	0	-1	0	-1	0	0	0
- of which AML			-1		-1			
Effect on EBITDA	0	0	25	27	25	0	27	0
Financial income/expense, net	102	-228	102	-228			-224	4
- of which write-up goodwill & proportionate equity comdirect	102	-228	102	-228			-224	4
Effect on Results of ordinary business activities	102	-228	127	-201	25	0	-197	4

## “Group Headquarters & Shared Services” Adjusted for special influences.

€ million	Q3/03	Q3/02	%	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
Total revenue	1.056	1.250	-15,5%	3.220	3.173	1.071	1.093	4.411	1.238
Net revenue	82	96	-14,6%	225	257	81	62	573	316
EBITDA	15	-12	n.a.	-5	-183	-10	-10	30	213
EBITDA margin	1,4%	-1,0%		-0,2%	-5,8%	-0,9%	-0,9%	0,7%	17,2%
Depreciation and amortization	-195	-307	36,5%	-694	-974	-213	-286	-1.298	-351
Other taxes	-10	-22	54,5%	-39	-40	-16	-13	-236	-196
Financial income/ expense, net	-664	-590	-12,5%	-1.812	-1.927	-469	-679	-2.606	-679
Results from ordinary business activities	-854	-931	8,3%	-2.550	-3.097	-708	-988	-4.110	-1.013

## EBITDA reconciliation in “Group Headquarters & Shared Services”.

€ million	Q3/03	Q3/02	FY/02
Total revenue	1.056	1.250	4.411
Results form ordinary business activities	-878	-1.201	-4.690
- Financial income/expense, net	-664	-860	-3.603
- Depreciation and amortization	-195	-307	-1.298
- Other taxes	-10	-22	-196
= EBITDA	-9	-12	447
EBITDA margin	-0,9%	-1,0%	10,1%
- Special influences affecting EBITDA	-24	0	417
= Adj. EBITDA	15	-12	30
Adj. EBITDA margin	1,4%	-1,0%	0,7%

## “Group Headquarters & Shared Services“ Unadjusted.

€ million	Q3/03	Q3/02	%	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
Total revenue	1.056	1.250	-15,5%	3.220	3.173	1.071	1.093	4.411	1.238
Net revenue	82	96	-14,6%	225	257	81	62	573	316
EBITDA	-9	-12	25,0%	215	381	72	152	447	828
EBITDA margin	-0,9%	-1,0%		6,7%	-12,0%	6,7%	13,9%	10,1%	66,9%
Depreciation and amortization	-195	-307	36,5%	-694	-947	-213	-286	-1.298	-351
Other taxes	-10	-22	54,5%	-39	-40	-16	-13	-236	-196
Financial income/expense, net	-664	-860	22,8%	-1.812	-2.564	-469	-679	-3.603	-1.039
Results from ordinary business activities	-878	-1.201	27%	-2.330	-3.932	-626	-826	-4.690	-758

## Special influences affecting Headquarters and Shared Services.

€ million	Q3/03	Q3/02	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02	Q4/02
Operating Income	0	0	270	162	108	162	461	299
-of which gain on sale of EUTELSAT			65			65		
-of which gain on sale of UMC			54			54		
-of which gain on sale of Celcom			20		20			
-of which gain on sale of T-Online						299	299	
-of which deconsolidation Satelindo				162			162	
-of which transfer payment Vivento			131		88	43		
Operating expenses	-24	0	-50	-360	-26	0	-44	316
-of which AML			-26		-26		-31	-31
-Accruals for reduction of personnel	-24		-24					
- of which loss on sale of France Telecom				-360		-13	347	
- of which loss on sale of Telewest								
Effect on EBITDA	-24	0	220	-198	82	162	417	615
Financial income/expense, net		-270		-637		-997	-360	
- Write-down of France Telecom				-253		-613	-360	
-Write-down of Telewest		-270		-384		-384		
Effect on Results of ordinary business activities	-24	-270	220	-835	82	162	-580	255

## Consolidated balance sheet. Assets.

€ billion <sup>1</sup>	30/9/2003	30/6/2003	Delta	31/3/2003	YE/02	30/9/02	30/6/02
<b>Assets</b>	<b>98,8</b>	<b>101,2</b>	<b>-2,4</b>	<b>105,0</b>	<b>111,5</b>	<b>116,0</b>	<b>136,3</b>
Intangible assets	47,5	48,9	-1,4	50,9	53,4	56,2	74,6
Property, plant & equipment	47,8	48,8	-1,0	50,4	54,0	55,5	55,9
Financial assets	3,5	3,5	0,0	3,8	4,2	4,3	5,8
<b>Noncurrent assets</b>	<b>21,4</b>	<b>19,8</b>	<b>1,6</b>	<b>18,9</b>	<b>13,5</b>	<b>12,7</b>	<b>14,4</b>
Inventories, materials and supplies	1,3	1,3	0,0	1,5	1,6	1,6	1,6
Receivables and other assets	9,3	9,8	-0,5	10,2	9,6	8,8	10,4
Marketable securities	0,1	0,1	0,0	0,3	0,4	0,5	0,6
Liquid assets	10,7	8,5	2,2	6,9	1,9	1,9	1,8
Prepaid exp., def. Charges	1,0	1,3	-0,3	1,6	0,8	1,1	1,4
<b>Total assets</b>	<b>121,2</b>	<b>122,3</b>	<b>-1,1</b>	<b>125,5</b>	<b>125,8</b>	<b>129,8</b>	<b>152,1</b>

<sup>1</sup> Calculated on the basis of exact figures.

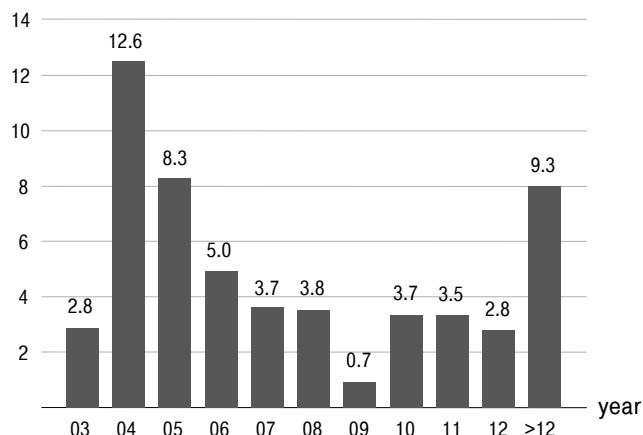
## Consolidated balance sheet. Shareholders' equity and liabilities.

€ billion <sup>1</sup>	30/9/2003	30/6/2003	Delta	31/3/2003	YE/02	30/9/02	30/6/02
<b>Shareholders' equity</b>	<b>35,1</b>	<b>35,0</b>	<b>0,1</b>	<b>35,3</b>	<b>35,4</b>	<b>36,2</b>	<b>55,2</b>
Capital stock	10,7	10,7	0,0	10,7	10,7	10,7	10,7
Add. paid-in capital & ret. Earnings	43,2	43,6	-0,4	44,3	45,3	51,5	49,9
Net income/loss	1,6	1,1	0,5	0,9	-24,6	-24,5	-3,9
Unappropriated net income/loss	-24,6	-24,6	0,0	-24,6	0,0	-4,9	-4,9
Minority interest	4,2	4,0	0,2	4,0	4,0	3,4	3,3
Accruals	15,3	14,7	0,6	15,1	16,1	16,4	18,4
<b>Liabilities</b>	<b>70,1</b>	<b>71,9</b>	<b>-1,8</b>	<b>74,2</b>	<b>73,6</b>	<b>76,3</b>	<b>77,6</b>
Debt(gross)	59,6	61,2	-1,6	62,8	63,0	66,5	66,9
Accounts payable	3,6	3,6	0,0	3,7	3,8	3,2	3,1
Other liabilities	6,9	7,1	-0,2	7,7	6,8	6,5	7,6
Deferred income	0,7	0,8	-0,1	0,9	0,7	0,9	0,9
<b>Total shareholders' equity &amp; liabilities</b>	<b>121,2</b>	<b>122,3</b>	<b>-1,1</b>	<b>125,5</b>	<b>125,8</b>	<b>129,8</b>	<b>152,1</b>

<sup>1</sup> Calculated on the basis of exact figures.

## Maturity profile. Financed through.

Bonds and Medium Term Notes (MTN) maturities as of September 2003  
€ billion



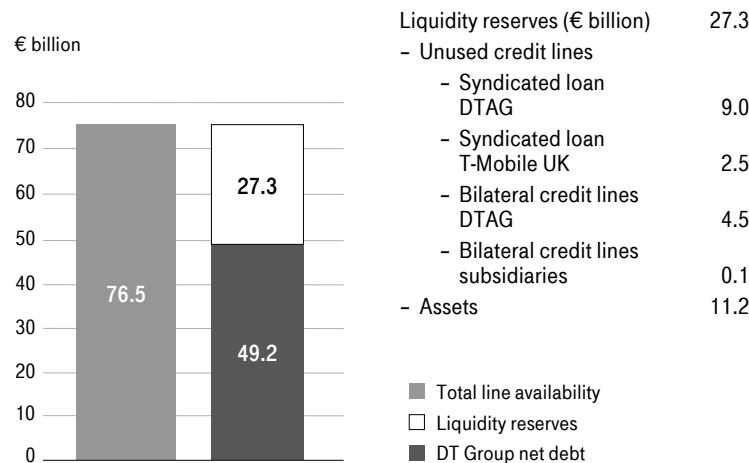
## Debt to net debt reconciliation.

€ billion <sup>1</sup>	30/9/2003	30/6/2003	31/3/2003	YE/02	30/9/02
Debt (in accordance with consolidated balance sheet) <sup>2</sup>	59,6	61,2	62,8	63,0	66,5
Gross Debt	60,7	62,3	64,1	64,1	67,3
Liquid assets	10,7	8,5	6,9	1,9	1,8
Marketable securities and other investments in noncurrent securities	0,2	0,1	0,4	0,6	0,8
Interest rates and currency swaps	0,0	0,0	0,0	0,0	0,0
Collaterals	0,3	0,4	0,2	0,2	0,1
Discount on loans (prepaid expenses and deferred charges)	0,3	0,3	0,3	0,3	0,3
<b>Net debt</b>	<b>49,2</b>	<b>53,0</b>	<b>56,3</b>	<b>61,1</b>	<b>64,3</b>

1 Calculated on the basis of exact figures.

2 Debt including liabilities to non-banks from loan notes and miscellaneous other liabilities.

## Liquidity reserves as of September 30th, 2003. Financed through.



## Capex split.

€ billion <sup>1</sup>	Q3/03	Q3/02	Q1-3/03	Q1-3/02	Delta	FY/02
T-Com	0,5	0,7	1,3	2,4	-1,1	3,2
T-Mobile	0,7	0,8	1,6	2,0	-0,4	3,5
T-Systems	0,2	0,2	0,4	0,6	-0,2	0,8
T-Online & GHS	0,1	0,1	0,2	0,4	-0,1	0,4
<b>Group</b>	<b>1,4</b>	<b>1,8</b>	<b>3,5</b>	<b>5,3</b>	<b>-1,8</b>	<b>7,9</b>

<sup>1</sup> Calculated and rounded on exact figures.

## Consolidated statement of cash flows

€ million	Q3/03	Q3/02	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02
Net profit/loss	508	-20.619	1.617	-24.510	256	853	-24.587
Income applicable to minority shareholders	126	55	303	211	76	101	284
Income/loss after taxes	634	-20.564	1.920	-24.299	332	954	-24.303
Depreciation and amortisation	3.165	25.479	9.646	33.353	3.212	3.269	36.880
Income tax expenses	57	-2.757	-137	-2.369	266	-460	-2.847
Net interest expenses	888	948	2.818	3.031	873	1.057	4.048
Results from the disposition of non-current assets	-119	29	-727	243	-419	-189	-428
Results from associated companies	-101	277	-79	431	19	3	430
Other noncash transactions	-102	348	-553	1.308	252	-703	1.144
Change in working capital (assets) <sup>1</sup>	648	956	-278	543	157	-1.083	184
Change in accruals	596	832	742	1.314	246	-100	1.410
Change in other working capital (liabilities) <sup>2</sup>	12	-917	71	-1.244	-783	842	101
Income taxes received (paid)	49	10	284	687	434	-199	-15
Dividends received	18	12	59	56	39	2	63
<b>Cash generated from operations</b>	<b>5.745</b>	<b>4.653</b>	<b>13.766</b>	<b>13.054</b>	<b>4.628</b>	<b>3.393</b>	<b>16.667</b>
Net interest payment	-961	-1.159	-2.722	-2.915	-1.485	-276	-4.204
Net cash provided by operating activities	4.784	3.494	11.044	10.139	3.143	3.117	12.463
Cash out flows from investments in intangible assets	-	-198	-485	-586	-222	-65	-841
- property, plant, equipment	-	-1.159	-1.450	-3.166	-4.889	-959	-1.048
<b>Free cash flow</b>	<b>3.427</b>	<b>1.846</b>	<b>7.393</b>	<b>4.664</b>	<b>1.962</b>	<b>2.004</b>	<b>4.838</b>

1 Changes in receivables, other assets, inventories, materials and supplies, prepaid expenses.

2 Change in other liabilities (which do not relate to financing activities) as well as deferred income.

## Personnel development among the divisions.

Number of employees <sup>1</sup>	30/9/2003	30/9/02	Delta	Delta%	YE/02
T-Com	137.559	152.138	-14579	-9,6%	149.106
T-Mobile	41.788	40.165	1623	4,0%	41.597
T-Systems	41.566	43.407	-1841	-4,2%	43.292
T-Online	2.634	2.607	27	1,0%	2.608
Group Headquarters & Shared Services	26.427	17.551	8876	50,6%	19.366
<b>Deutsche Telekom Group</b>	<b>249.974</b>	<b>255.868</b>	<b>-5894</b>	<b>-2,3%</b>	<b>255.969</b>

1 Number of employees at balance sheet date without trainees and students (full-time employees). Figures for the previous years relating to our various divisions have been adjusted to reflect the new organizational structure in 2003 financial year.

## Excellent market position.

million <sup>1</sup>	30/9/2003	30/6/2003	Delta%	31/3/2003	YE/02	30/9/02	30/6/02
Telephone channels Germany & abroad (incl. ISDN; DSL not included) <sup>2</sup>	58,0	58,1	-0,2%	58,2	58,1	58,0	57,9
Of which: Germany	51,2	51,3	-0,3%	51,4	51,3	51,2	51,1
T-DSL contracts (sold)	4,0	3,7	7,2%	3,4	3,1	2,7	2,5
Of which: Abroad <sup>3</sup>	6,8	6,8	0,2%	6,8	6,8	6,8	6,8
Mobile: (Group) majority shareholdings	62,7	61,4	2,1%	59,8	58,6	55,5	52,9
T-Mobile Germany	25,6	25,3	1,3%	24,9	24,6	23,8	23,3
T-Mobile UK <sup>4</sup>	12,4	12,5	-0,9%	12,2	12,4	11,8	11,1
T-Mobile USA	12,1	11,4	6,3%	10,8	9,9	8,9	8,0
T-Mobile Austria	2,0	2,0	1,7%	2,0	2,0	2,0	2,0
T-Mobile NL <sup>5</sup>	1,8	1,7	8,2%	1,6	1,4	1,4	1,3
Other <sup>6</sup>	8,7	8,5	1,9%	8,3	8,3	7,6	7,2
T-Online subscribers	12,9	12,7	1,6%	12,5	12,2	11,8	11,6

1 Figures rounded to the nearest million. The total is calculated on the basis of precise numbers.

2 Telephone lines of the group; including for internal use; number of lines includes the MATAV subsidiary Maktel for the first time.

The figures for the previous year have been adjusted accordingly.

3 Incl. MATAV (Hungary), Slovenske Telekomunikacie (Slovakia), Hrvatske Telekomunikacije (Croatia).

4 Incl. Virgin Mobile.

5 Prior year's figures included to facilitate comparison.

6 Incl. Westel (Hungary), RadioMobil (Czech Republic), Hrvatske Telekomunikacije (Croatia).

## Backup. T-Com.

## T-Com. Key operational performance.

€ billion	30/9/03	30/6/03	%	31/3/03	31/12/02	30/9/02
<b>T-Com Domestic</b>						
<b>Narrowband channels total<sup>1,2</sup></b>	<b>48.8</b>	<b>49.1</b>	<b>-0.6</b>	<b>49.2</b>	<b>49.3</b>	<b>49.2</b>
of which analog channels	27.6	28.0	-1.4	28.2	28.6	28.9
of which ISDN channels	21.2	21.1	0.5	21.0	20.7	20.2
<b>Broadband channels sold (T-DSL)</b>	<b>4.0</b>	<b>3.7</b>	<b>7.5</b>	<b>3.4</b>	<b>3.1</b>	<b>2.7</b>
<b>T-Com International</b>						
<b>Fixed-line channels<sup>1,3</sup></b>	<b>6.8</b>	<b>6.7</b>	<b>1.5</b>	<b>6.8</b>	<b>6.9</b>	<b>6.8</b>
-MATÁV <sup>4</sup>	3.5	3.5	0.0	3.5	3.6	3.6
-Slovenské Telekomunikácie	1.4	1.4	0.0	1.5	1.5	1.5
-Hrvatske telekomunikacije	1.8	1.8	0.0	1.8	1.8	1.8
<b>Mobile subscribers<sup>1</sup></b>						
-Westel	3.6	3.5	2.8	3.4	3.4	3.2
-HT mobilne komunikacije	1.4	1.3	7.1	1.3	1.2	1.2

1 Rounded figures, total numbers calculated on the basis of exact numbers

2 Excl. public telephone lines.

3 Fixed line channels incl. ISDN-channels.

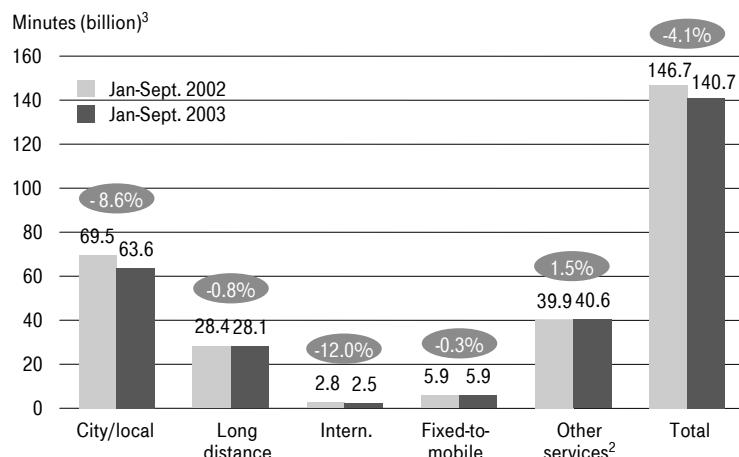
4 Incl. Maktel, numbers for 2002 are restated.

## T-Com International. Key financial figures<sup>1</sup>.

€ million	Q3/03	Q3/02	%	Q1-Q3/03	Q1-Q3/02	%	Q1/03	Q2/03	FY/02
<b>MATÁV</b>									
Revenues	598	615	-2.8	1799	1796	0.2	595	606	2431
Adj. EBITDA	269	290	-7.2	798	789	1.1	279	250	1070
Adj. EBITDA margin	45.0	47.2	-4.7	44.4	43.9	1.1	46.9	41.3	44.0
<b>Slovenské Telekomunikácie</b>									
Revenues	105	108	-2.8	323	331	-2.4	108	110	443
Adj. EBITDA	50	53	-5.7	159	172	-7.6	55	54	216
Adj. EBITDA margin	47.6	49.1	-3.1	49.2	52.0	-5.4	50.9	49.1	48.8
<b>Hrvatske Telekomunikacije</b>									
Revenues	284	272	4.4	775	750	0.7	239	252	1010
Adj. EBITDA	144	123	17.1	343	357	-3.9	103	96	511
Adj. EBITDA margin	50.7	45.2	12.2	45.4	47.6	-4.6	43.1	38.1	50.6

<sup>1</sup> Figures relate to the companies' respective unconsolidated financial statements, unaudited.

## T-Com. Call Minutes<sup>1</sup>.

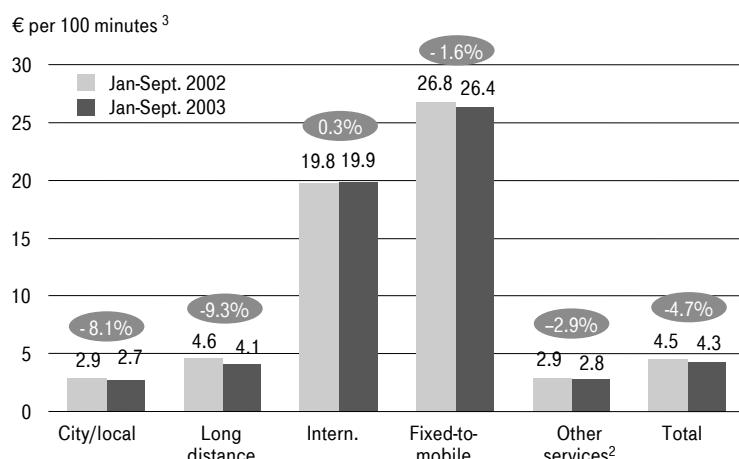


1 In the PSTN = Public Switched Telephone Network (T-Com traffic only excl.T-Com internal use and public telephone traffic).

2 incl. directory assistance, service numbers, online.

3 Percentage figures calculated on the basis of exact numbers

## T-Com. Call Prices<sup>1</sup>.

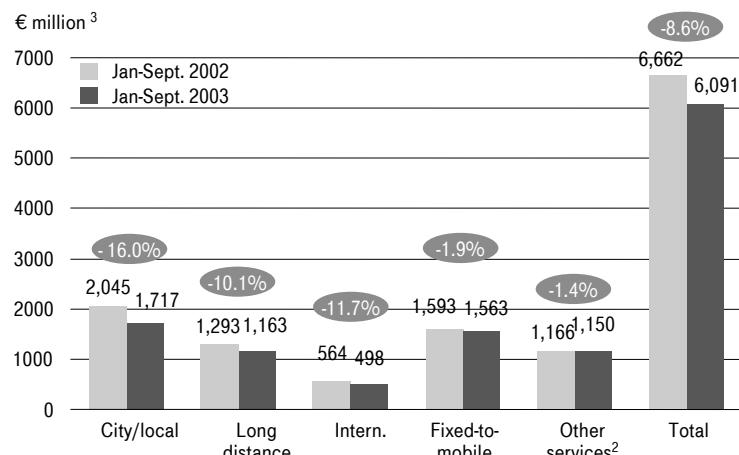


1 In the PSTN = Public Switched Telephone Network (T-Com traffic only excl.T-Com internal use and public telephone traffic).

2 incl. directory assistance, service numbers, online.

3 Percentage figures calculated on the basis of exact numbers

## T-Com. Call Revenues<sup>1</sup>.

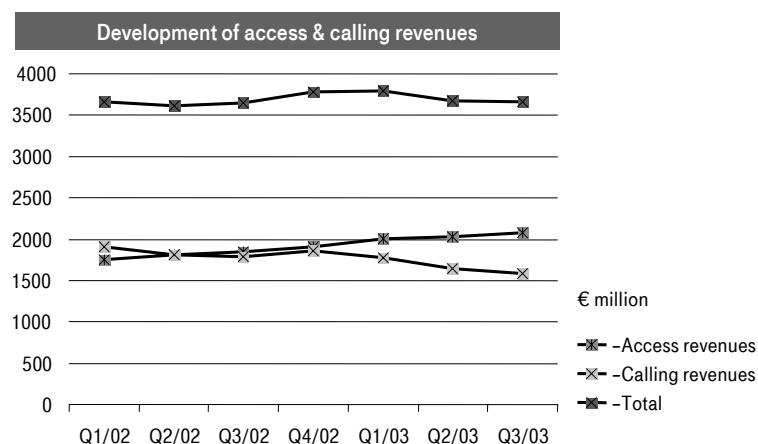


1 In the PSTN = Public Switched Telephone Network (T-Com traffic only excl.T-Com internal use and public telephone traffic).

2 incl. directory assistance, service numbers, online.

3 Percentage figures calculated on the basis of exact numbers

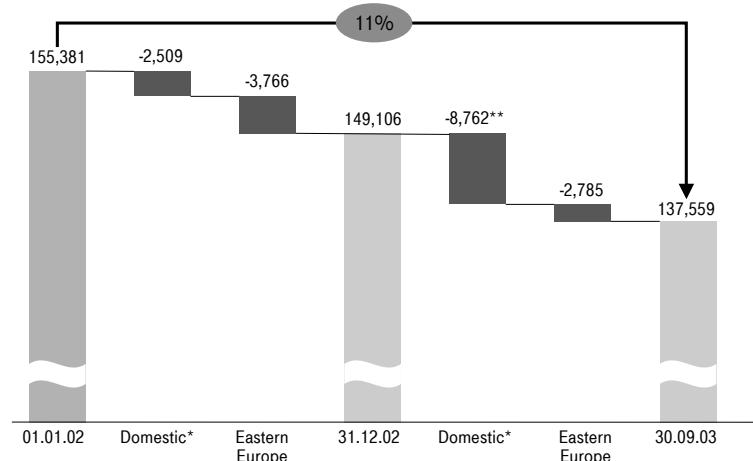
## T-Com Domestic.



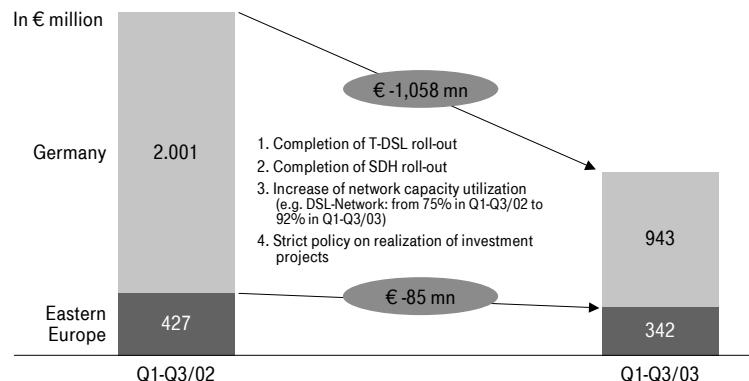
## T-Com. Strong efficiency improvements.

Efficiency improvements (€ million)	H1/03	Q1-Q3/03- H1/02
		Q1-Q3/02
Travel expenses	32	37
Maintenance	67	106
Marketing expenses	45	29
Rental and leasing expenses	45	129
Legal and consulting fees	27	21
Losses on accounts receivable	115	187
Total:	331	509

## T-Com. 11% personnel reductions since Jan., 2002.

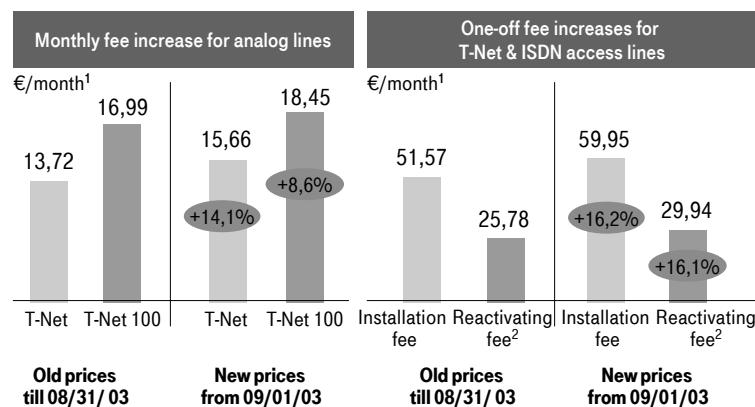


## T-Com. Capex\* reduced by almost 50% yoy.



\*Without Goodwill and Group internal investments

## T-Com Domestic. New price-cap measures introduced (1).



1 All prices incl. VAT  
2 Charge for reactivating a previous subscriber line

## T-Com Domestic. New price-cap measures introduced (2).

### Price decrease in the standard city rate by 6,5% in average

Old intervals<sup>1</sup> (in minutes), till 08/01/03

Charge interval *	Mo - Fr						Sa, So, public holidays
	0-7	7-8	8-9	9-18	18-21	21-0	
T-Net	4		2,5	1,5	2,5	4	4
ISDN	4		1,5		4		4

Harmonisation  
ISDN/analog minute rates

New intervals<sup>1</sup> (in minutes), from 09/01/03

Charge interval *	Mo - Fr						Sa, So, public holidays
	0-7	7-8	8-9	9-18	18-21	21-0	
T-Net	4		1,5		4		4
ISDN	4		1,5		4		4

<sup>1</sup> Price per interval is six cents

### T-Net lines (Mo-Fr):

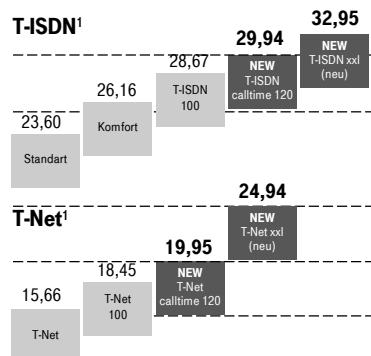
- charge interval<sup>1</sup> extended from 2,5 to 4 minutes from 8 am to 9 am
- charge interval<sup>1</sup> extended from 2,5 to 4 minutes from 6pm to 9 pm

### ISDN lines (Mo-Fr):

- charge interval<sup>1</sup> extended from 1,5 to 4 minutes from 8 am to 9 am



## T-Com Domestic. New option plans introduced from Oct. 1, 2003.

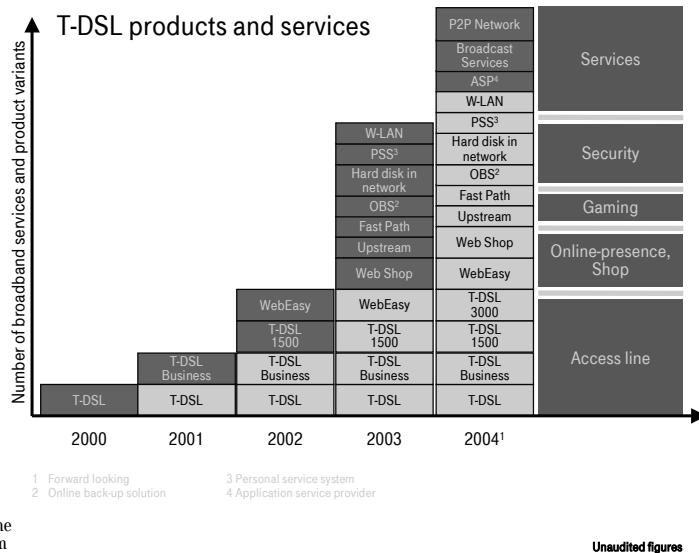


- Sunday -flat rate extended to weekend-flat rate in the premium product T-ISDN xxl (new)
- 2 hours free telephoning included in the T-Net & ISDN<sup>2</sup> caltime 120 for all City and DLD connections ("budget tariffs")
- 0 cent rate included in the new attractive analog premium product T-Net xxl

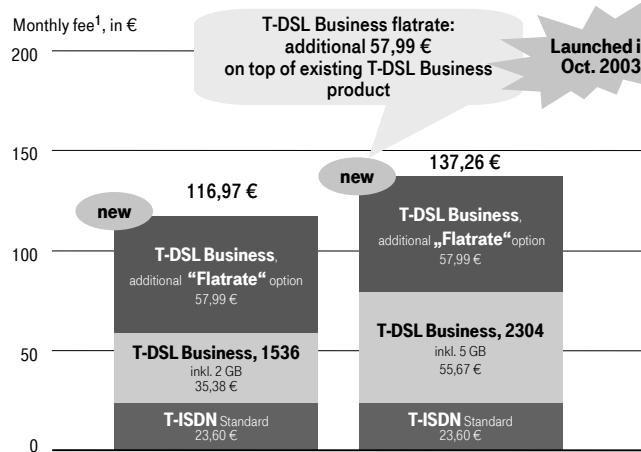
<sup>1</sup> All prices incl. VAT, in €

<sup>2</sup> This product will replace existing product T-ISDN 100

## T-Com Domestic. T-DSL growth story continues.



## T-Com Domestic. New T-DSL Business flatrate



## T-Com Domestic.

### T-DSL tariff structure: Attractive benefits and prices.

Price/Month (as of 01/10/2003) <sup>3</sup>	T-Net	T-ISDN Standard	T-ISDN Komfort	T-ISDN XXL <sup>4</sup>
Monthly access fee	15.66 €	23.60 €	26.16 €	32,95 €
<b>Monthly access fee T-DSL<sup>1</sup></b>	<b>19.99 €</b>	<b>12.99 €</b>	<b>12.99 €</b>	<b>12.99 €</b>
Monthly fee Access line& T-DSL	35.65 €	36.59 €	39.15 €	45,94 €
Additional price T-DSL 1500 <sup>2</sup>	9.99 €	9.99 €	9.99 €	9,99 €
Total price T-DSL 1500	45.64 €	46.58 €	49.14 €	55,93 €
Additional fee FastPath for T-DSL <sup>2</sup>	0.99 €	0.99 €	0.99 €	0.99 €
Additional fee Upstream 384 for T-DSL 1500 <sup>2</sup>	1.99 €	1.99 €	1.99 €	1.99 €

1 T-DSL one-off fee € 99,95

2 One-off fee €24,99 for additional features.

3 incl. VAT

4 new offer since 01/09/03

## T-Com Domestic.

### Access and call tariffs (incl. VAT)<sup>1</sup>.

Tariff, in Cent/min	Monthly fee <sup>2</sup>	City	Germany	Mobile
T-Net Standard	15.66	6 <sup>3</sup>	6 <sup>3</sup>	12.2 from 3.1 from 24.6
T-Net calltime 120	19.95	3.1	1.6	4.6 2.6 from 24.6
T-Net xxl	24.94	3.1	0-1.6	4.6 0-2.6 from 20
T-ISDN Standard	23.60	6 <sup>3</sup>	6 <sup>3</sup>	9.1 3.1 from 24.6
T-ISDN Komfort	26.16	6 <sup>3</sup>	6 <sup>3</sup>	9.1 3.1 from 24.6
T-ISDN calltime 120	29.94	3.1	1.6	4.6 2.6 from 24.6
T-ISDN xxl	32.95	3.1	0-1.6	4.6 0-2.6 from 20
T-DSL and T-Net Standard	35.65	6 <sup>3</sup>	6 <sup>3</sup>	12.2 from 3.1 from 24.6
T-DSL and T-Net 1calltime 120	39.94	3.1	1.6	4.6 2.6 from 24.6
T-DSL and T-Net xxl	44.93	3.1	0-1.6	4.6 0-2.6 from 20
T-DSL and T-ISDN Standard	36.59	6 <sup>3</sup>	6 <sup>3</sup>	9.1 3.1 from 24.6
T-DSL and T-ISDN Komfort	39.15	6 <sup>3</sup>	6 <sup>3</sup>	9.1 3.1 from 24.6
T-DSL and T-ISDN calltime 120	42.93	3.1	1.6	4.6 2.6 from 24.6
T-DSL and T-ISDN xxl	45.94	3.1	0-1.6	4.6 0-2.6 from 20

1 As of July 2003 , prices are valid from 1/09/03. For detailed prices, contract terms and conditions see Internet page [www.telekom.de](http://www.telekom.de)

2 In €.

3 Price per charge interval, i.e. 6 cents for 1.5 min. to 4 min. depending on time and tariff

**T-Com Domestic.  
Interconnection fees (excl. VAT)\*.**

€ billion <sup>2</sup>	Peak (9:00-18:00)	Off-peak (18:00-9:00)
<b>Termination fees</b>		
Local	0.65	0.44
Single transit	1.07	0.71
Double transit national	1.86	1.22
<b>Origination fees</b>		
Local	0.65	0.44
Single transit	1.07	0.71
Double transit national	1.86	1.22
<b>Transit fees (O.2)</b>		
Local	1.66	1.10
Singe transit	1.96	1.30
Double transit national	2.40	1.58

\*Prices are valid till 11/31/ 2003



Unaudited figures Page 57

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# Backup. T-Mobile.



Unaudited figures

## T-Mobile. Q1/03 subscriber data (majority holdings only).

million	Q3/03	Q3/02	Q4/02	FY/02	Q1/03	Q2/03
Subscribers (end of period)						
- Europe <sup>3</sup>	45.578	40.850	44.010	44.010	44.299	45.097
- U.S. <sup>1,2</sup>	12.113	8.896	9.910	9.910	10.837	11.443
- Total <sup>1,2,3</sup>	57.691	49.746	53.920	53.920	55.136	56.540
Contract subscribers (end of period)						
- Europe <sup>3</sup>	17.259	14.748	16.006	16.006	16.462	16.811
- U.S. <sup>1,2</sup>	10.805	7.480	8.555	8.555	9.459	10.111
- Total <sup>1,2</sup>	28.064	22.228	24.561	24.561	25.921	26.922
Prepay subscribers (end of period)						
- Europe	28.319	26.102	28.004	28.004	27.837	28.285
- U.S.	1.308	1.416	1.355	1.355	1.378	1.332
- T-Mobile Group <sup>3</sup>	29.627	27.518	29.359	29.359	29.215	29.617
Gross adds <sup>1,2,3</sup>	5.031	5.070	6.024	18.895	4.869	4.605
Net adds <sup>1,2,3</sup>	1.152	2.213	2.738	7.035	1.216	1.403

1 U.S. figures restated in Q3/02, Q4/02, FY/02.

2 T-Mobile Netherlands included since Q4/02.

3 Including Virgin mobile



Unaudited figures

## T-Mobile Germany. Key operating data.

million	Q3/03	Q3/02	Q4/02	FY/02	Q1/03	Q2/03
Subscribers (end of period)	25.628	23.798	24.582	24.582	24.885	25.258
- Contract	12.128	11.171	11.514	11.514	11.703	11.902
- Prepay	13.500	12.627	13.067	13.067	13.182	13.355
Net adds	0.370	0.536	0.783	1.501	0.303	0.373
- Contract	0.226	0.284	0.343	0.846	0.188	0.200
- Prepay	0.145	0.252	0.440	0.655	0.115	0.173
Average monthly churn	1.4%	1.4%	1.4%	1.5%	1.4%	1.4%
- Contract	1.4%	1.2%	1.4%	1.3%	1.5%	1.5%

## T-Mobile Germany. Key financial data.

€ million	Q3/03	Q3/02	Q4/02	FY/02	Q1/03	Q2/03
Net revenues	2,208	2,069	2,011	7,801	1,995	2,094
EBITDA	953	855	785	3,195	814	874
EBITDA margin	43.2%	41.3%	39.0%	41.0%	40.8%	41.7%
SAC (€)	85	99	103	98	104	99
- Contract	143	174	187	175	172	167
- Prepay	26	38	33	34	28	25
ARPU (€)	25	26	24	24	23	24
- Contract	42	43	40	41	39	40
- Prepay	11	11	10	10	10	10
Non-Voice % of ARPU	17%	15%	16%	15%	17%	16%
Capex (€) <sup>1</sup>	86	69	303	513	29	34

<sup>1</sup>Investments in property, plant and equipment and intangible assets (excl. goodwill and licenses).

## T-Mobile UK. Key operating data.

million	Q3/03	Q3/02	Q4/02	FY/02 <sup>2</sup>	Q1/03	Q2/03
Subscribers (end of period) <sup>1</sup>	12,386	11,758	12,446	12,446	12,212	12,500
- Contract	2,523	2,107	2,248	2,248	2,339	2,400
- Prepay <sup>1</sup>	9,863	9,651	10,198	10,198	9,873	10,100
Net adds <sup>1</sup>	-0.113	0.659	0.688	2.024	-0.234	0.287
- Contract	0.123	0.103	0.141	0.396	0.091	0.060
- Prepay <sup>1</sup>	-0.236	0.556	0.547	1.629	-0.325	0.227
Average monthly churn	4.2%	1.9%	2.7%	2.2%	4.2%	2.2%
- Contract	2.2%	3.1%	2.8%	2.7%	2.2%	2.4%

<sup>1</sup> Including Virgin Mobile.

<sup>2</sup> 156K wholesale subscribers were restated as contract subscribers in Q1/02

## T-Mobile UK. Key financial data.

€ million	Q3/03	Q3/02	Q4/02	FY/02	Q1/03	Q2/03
Net revenues	1,090	1,054	1,094	3,997	1,036	1,060
EBITDA	260	227	181	844	278	267
EBITDA margin	23.9%	21.5%	16.5%	21.1%	26.8%	25.2%
SAC (€)	143	144	152	147	155	125
- Contract	339	377	415	394	371	325
- Prepay	37	43	42	42	34	26
ARPU (€)	31	29	29	29	28	29
- Contract	64	68	67	66	64	62
- Prepay	19	19	19	18	18	19
Non-Voice % of ARPU	16%	14%	15%	14%	16%	16%
Capex (€) <sup>1</sup>	72	173	230	653	58	93

<sup>1</sup> Investments in property, plant and equipment and intangible assets (excl. goodwill and licenses).

## T-Mobile Austria. Key operating data.

million	Q3/03	Q3/02	Q4/02	FY/02	Q1/03	Q2/03
Subscribers (end of period)	2.033	2.011	2.036	2.036	2.027	2.042
- Contract	0.946	0.890	0.929	0.929	0.929	0.947
- Prepay	1.087	1.121	1.107	1.107	1.098	1.095
Net adds	-0.009	0.016	0.026	-0.066	-0.009	0.015
- Contract	-0.001	0.010	0.039	0.038	0.000	0.018
- Prepay	-0.008	0.006	-0.013	-0.104	-0.009	-0.003
Average monthly churn	1.7%	1.7%	2.0%	2.3%	1.6%	1.6%
- Contract	1.3%	1.4%	1.4%	1.5%	1.3%	1.1%

## T-Mobile Austria. Key financial data.

€ million	Q3/03	Q3/02	Q4/02	FY/02	Q1/03	Q2/03
Net revenues	277	257	280	1,034	273	259
EBITDA	80	51	89	310	95	74
EBITDA margin	28.9%	19.8%	31.8%	30.0%	34.8%	28.6%
SAC (€)	81	95	128	100	122	140
- Contract	185	188	210	180	201	214
- Prepay	7	33	38	44	43	74
ARPU (€)	32	31	31	30	30	31
- Contract	54	56	55	54	52	54
- Prepay	12	11	12	11	12	12
Non-Voice % of ARPU	10%	8%	9%	9%	10%	10%
Capex (€) <sup>1</sup>	31	16	86	162	13	23

<sup>1</sup>Investments in property, plant and equipment and intangible assets (excl. goodwill and licenses).

## T-Mobile CZ

### Key operating data.

million	Q3/03	Q3/02	Q4/02	FY/02	Q1/03	Q2/03
Subscribers (end of period)	3.691	3.283	3.510	3.510	3.550	3.607
- Contract	0.814	0.580	0.671	0.671	0.721	0.766
- Prepay	2.877	2.703	2.838	2.838	2.829	2.841
Net adds	0.084	0.134	0.226	0.659	0.040	0.057
- Contract	0.048	0.058	0.091	0.224	0.049	0.045
- Prepay	0.036	0.075	0.135	0.436	-0.009	0.012
Average monthly churn	0.9%	1.0%	1.2%	0.9%	1.2%	1.1%
- Contract	0.4%	0.6%	0.6%	0.6%	0.8%	0.6%

## T-Mobile CZ

### Key financial data.

€ million	Q3/03	Q3/02	Q4/02	FY/02	Q1/03	Q2/03
Net revenues	195	186	194	705	180	189
EBITDA	88	95	73	319	90	84
EBITDA margin	45.1%	51.1%	37.6%	45.2%	50.0%	44.4%
SAC (€)	24	26	31	30	32	41
- Contract	84	43	58	48	77	97
- Prepay	9	18	20	23	16	22
ARPU (€)	16	17	16	16	15	15
- Contract	37	44	41	42	37	37
- Prepay	10	12	11	11	9	10
Non-Voice % of ARPU	20%	18%	20%	19%	21%	20%
Capex (€) <sup>1</sup>	15	16	47	177	3	14

<sup>1</sup>Investments in property, plant and equipment and intangible assets (excl. goodwill and licenses).

## T-Mobile Netherlands. Key operating data<sup>1</sup>.

million	Q3/03	Q3/02	Q4/02	FY/02	Q1/03	Q2/03
Subscribers (end of period)	1.840	1.429	1.436	1.436	1.626	1.690
- Contract	0.849	0.609	0.643	0.643	0.770	0.796
- Prepay	0.991	0.820	0.793	0.793	0.855	0.894
Net adds	0.150	0.111	0.007	0.172	0.190	0.065
- Contract	0.053	0.076	0.034	0.109	0.127	0.025
- Prepay	0.097	0.036	- 0.027	0.064	0.062	0.039
Average monthly churn	2.1%	2.7%	3.2%	2.8%	2.2%	4.2%
- Contract	1.7%	1.7%	1.9%	2.4%	1.8%	1.8%

<sup>1</sup>Fully consolidated since Q4/02.

## T-Mobile Netherlands. Key financial data<sup>1</sup>.

€ million	Q3/03	Q3/02	Q4/02	FY/02	Q1/03	Q2/03
Net revenues	225	143	162	543	182	219
EBITDA	9	- 20	- 19	- 62	- 27	33
EBITDA margin	4%	- 13.8%	- 11.7%	- 11.5%	- 14.8%	15.1%
SAC (€)	128	154	172	144	231	95
- Contract	289	278	288	267	362	275
- Prepay	38	44	62	50	55	35
ARPU (€)	38	32	33	31	34	39
- Contract	65	60	58	57	61	66
- Prepay	14	13	14	12	12	15
Non-Voice % of ARPU	11%	n.m.	11%	n.m.	13%	11%
Capex (€) <sup>2</sup>	30	32	57	148	5	28

<sup>1</sup>Fully consolidated since Q4/02.

<sup>2</sup>Investments in property, plant and equipment and intangible assets (excl. goodwill and licenses).

## T-Mobile USA. Key operating data.

million	Q3/03	Q3/02	Q4/02	FY/02	Q1/03	Q2/03
Subscribers (end of period) <sup>1</sup>	12,113	8,896	9,910	9,910	10,837	11,443
- Contract <sup>1</sup>	10,805	7,480	8,555	8,555	9,459	10,111
- Prepay	1,308	1,416	1,355	1,355	1,378	1,332
Net adds <sup>1</sup>	0,670	0,869	1,014	2,918	0,927	0,606
- Contract <sup>1</sup>	0,694	1,059	1,075	3,383	0,904	0,652
- Prepay	-0,024	-0,190	-0,061	-0,465	0,023	-0,046
Average monthly churn	3,3%	4,2%	3,4%	4,0%	3,0%	3,0%
- Contract	2,7%	2,6%	2,4%	2,5%	2,3%	2,3%

Pro-forma incl. VoiceStream and PowerTel.  
1 U.S. figures restated in Q3/02, Q4/02, FY/02.

## T-Mobile USA. Key financial data (German GAAP).

€ million	Q3/03	Q3/02	Q4/02	FY/02	Q1/03	Q2/03
Net revenues	1,974	1,565	1,777	6,138	1,682	1,767
EBITDA	429	106	136	524	323	443
EBITDA margin	21,7%	6,8%	7,7%	8,5%	19,2%	25,1%
SACs (€)	196	231	219	224	183	178
- Contract	218	265	247	260	206	202
- Prepay	79	61	75	91	74	65
ARPU (€)	45	48	48	49	44	44
- Contract	46	53	50	54	46	46
- Prepay	30	27	31	30	31	31
Non-Voice % of ARPU	3%	1%	2%	1%	2%	2%
Capex <sup>1</sup>	419	512	708	1,885	314	363

<sup>1</sup>Investments in property, plant and equipment and intangible assets (excl. goodwill and licenses).

## T-Mobile USA. Key financial data (German GAAP) in US\$.<sup>1</sup>

US\$ million	Q3/03	Q3/02	Q4/02	FY/02	Q1/03	Q2/03
Net revenues	2221	1529	1746	5781	1805	2006
EBITDA	482	107	134	494	347	502
EBITDA margin	21,7%	7.0%	7.7%	8.5%	19.2%	25.1%
SACs (US\$)	220	223	215	211	196	202
- Contract	245	255	242	245	222	229
- Prepay	89	64	76	86	80	74
ARPU (US\$)	50	47	47	46	47	50
- Contract	52	52	50	51	49	52
- Prepay	34	27	31	29	34	35
Non-Voice % of ARPU	3%	1%	2%	1%	2%	2%
Capex <sup>1</sup>	471	493	687	1775	337	412

<sup>1</sup> Investments in property, plant and equipment and intangible assets (excl. goodwill and licenses).

## T-Mobile USA. Key financial data (U.S. GAAP) in US\$.

US\$ million	Q3/03	Q3/02	Q4/02	FY/02	Q1/03	Q2/03
Total revenues	2216	1513	1700	5698	1787	2000
Service revenues <sup>2</sup>	1902	1280	1408	4877	1560	1772
OIBDA <sup>3</sup> (restated for new def.)	461	96	124	432	307	501
OIBDA margin (% service rev.)	24.3%	7.5%	8.8%	8.9%	19.7%	28.3%
CCPU <sup>4</sup>	24	23	23	23	23	23
CPGA <sup>5</sup>	334	322	323	312	303	332
ARPU (blended) <sup>6</sup>	54	50	50	50	50	53
- Contract <sup>7</sup>	53	52	51	52	50	53
ARPU (blended) <sup>6</sup> - CCPU <sup>4</sup>	30	27	27	27	27	30
Capex <sup>8</sup>	408	456	589	1952	378	402

1 Unaudited. For details see earnings release of T-Mobile USA for its U.S. operations published on August 14, 2003.

2 Service revenues include post pay, prepaid, and roaming and other service revenues.

3 OIBDA: Operating income before depreciation and amortization. See separate backup chart for reconciliation to GAAP financial measures.

4 CCPU: Cash cost per user. See separate backup chart for reconciliation to GAAP financial measures.

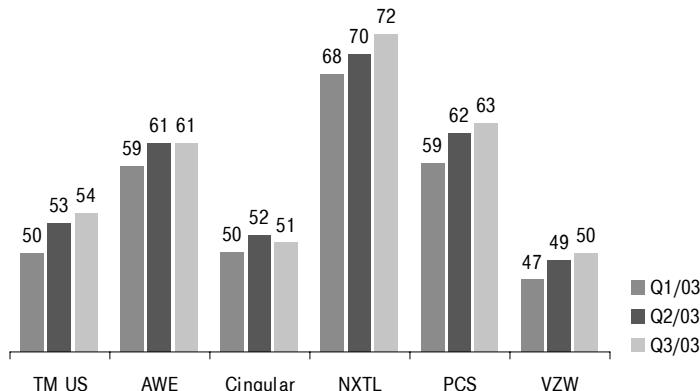
5 CPGA: Cost per gross add. See separate backup chart for reconciliation to GAAP financial measures.

6 ARPU (blended) is defined as total service revenue per average total customers during the period.

7 Contract ARPU is defined as total post pay revenue per average post pay customers during the period.

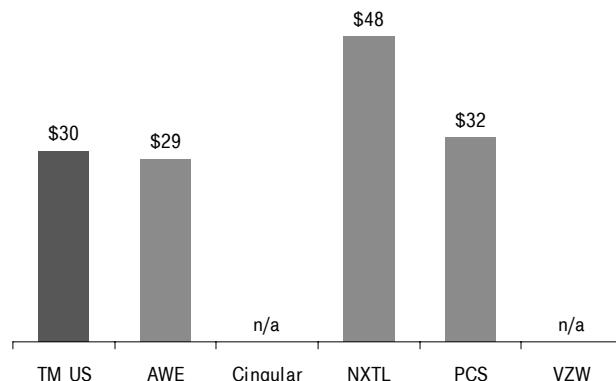
8 Not including joint venture with Cingular.

## T-Mobile USA. Blended ARPU (\$).



Source: published reports

## T-Mobile USA. Blended ARPU - CCPU in Q3/03.



Source: published reports

## T-Mobile USA. US GAAP reconciliation: CCPU.

The cost of serving customers, or cash cost per user (“CCPU”), includes all network and general and administrative costs divided by the average total customers during the period. We believe CCPU is an operating measure of the cost of serving a customer, and can be calculated and reconciled to T-Mobile USA's interim statement of operations<sup>1</sup> as follows:

US\$ million	Q1/03	Q2/03	Q3/03	YTD
Network costs	326	347	371	1,402
General and administrative (G&A)	344	378	403	1,120
Total network and G&A costs	670	725	774	2,162
Plus: subsidy loss unrelated to customer acquisition	35	37	71	143
Total costs of serving customers	705	762	845	2,305
CCPU (\$/month)	23	23	24	23

<sup>1</sup> See T-Mobile International earnings release for its U.S. operations published on November 13, 2003.

## T-Mobile USA. US GAAP reconciliation: CPGA.

Cost per Gross Add (“CPGA”) is calculated by dividing the costs of acquiring a new customer, consisting of customer acquisition costs plus the subsidy loss on customer acquisition related to equipment sales, divided by gross customers added during the quarter. We believe that CPGA is a measure of the cost of acquiring a customer and we use CPGA as an integral part of our internal reporting. CPGA can be calculated and reconciled to T-Mobile USA's interim statement of operations<sup>1</sup> as follows:

US\$ million	Q1/03	Q2/03	Q3/03	YTD
Customer acquisition costs	479	462	548	1,487
Plus: Total subsidy loss	120	106	139	365
Less: Subsidy loss unrelated to customer acquisition	(35)	(37)	(71)	(143)
Subsidy loss related to customer acquisition	85	69	68	222
Total costs of acquiring customers	564	531	616	1,709
CPGA (\$/month)	303	332	334	322

<sup>1</sup> See T-Mobile International earnings release for its U.S. operations published on November 13, 2003.

## T-Mobile USA. US GAAP reconciliation: OIBDA and OIBDA margin.

OIBDA is a non-GAAP financial measure, which we define as operating income before depreciation and amortization. In a capital-intensive industry such as wireless telecommunications, we consider growth in OIBDA as well as improvements in OIBDA margin to be meaningful indicators of potential future profitability. OIBDA and OIBDA margin should not be construed as alternatives to operating income/loss, net income/loss or net income/loss margin as determined in accordance with GAAP, as alternatives to cash flows from operating activities as determined in accordance with GAAP or as a measure of liquidity. We also use OIBDA as an integral part of our internal reporting to evaluate the performance of our senior management. We believe that operating income (loss) and operating income (loss) margin are the financial measures calculated and presented in accordance with GAAP that are the most directly comparable to OIBDA and OIBDA margin. OIBDA can be reconciled to T-Mobile USA's operating income (loss)<sup>1</sup> and OIBDA margin can be reconciled to T-Mobile USA's operating income (loss) margin<sup>1</sup> as follows:

US\$ million	Q1/03	Q2/03	Q3/03	YTD
OIBDA	307	501	461	1,270
Depreciation and amortization (D&A)	(331)	(362)	(354)	(1,047)
Operating income (loss)	(24)	139	107	223
OIBDA margin to service revenue	20%	28%	24%	24%
D&A margin to service revenue	(21%)	(20%)	(19%)	(20%)
Operating income (loss) margin to service revenue	(1%)	8%	5%	4%

1 See T-Mobile International earnings release for its U.S. operations published on November 13, 2003.

## Backup. T-Systems.

## T-Systems. Focus on profitability.

€ million	Q1/02	Q2/02	Q3/02	Q3 kum	Q4/02	FY/02	Q1/03	Q2/03	Q3/03	Q3 kum
Total revenue	2,491	2,588	2,588	7,667	2,822	10,489	2,560	2,567	2,617	7,744
thereof										
International <sup>1</sup>	708	672	694	2,074	832	2,905	682	684	701	2,068
Adj. EBITDA	258	251	324	833	318	1,151	286	337	393	1,016
Adj. EBITDA Margin	10%	10%	13%	11%	11%	11%	11%	13%	15%	13%
Adj. EBT	-100	-436	-151	-687	-296	-983	-99	-49	15	-133
Capex	216	146	203	565	246	811	124	136	155	415
DSO	76	74	76	76	77	80	74	76	75	75
Headcount <sup>4</sup>	43,346	43,239	43,406	43,406	43,292	43,292	43,070	41,920	41,566	41,566

1 Unconsolidated.

4 Headcount at the end of period



Unaudited figures

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## T-Systems. Key figures Computing Services.

Financial (€ million)	Q1/02	Q2/02	Q3/02	Q3 kum	Q4/02	FY/02	Q1/03	Q2/03	Q3/03	Q3 kum
Revenue <sup>1</sup>	547	617	597	1,761	605	2,367	569	592	596	1,757
EBITDA	154	172	164	489	208	697	164	182	194	540
Capex	104	77	84	265	125	390	72	84	93	249
Cash Contribution	50	94	80	224	83	307	92	98	101	291
Headcount <sup>5</sup>	9,843	9,921	10,079	10,079	10,277	10,277	10,257	10,241	10,114	10,114
Value driver	Q1/02	Q2/02	Q3/02	Q3 kum	Q4/02	FY/02	Q1/03	Q2/03	Q3/03	Q3 kum
Ratio investment/revenue	19%	13%	14%	15%	21%	16%	13%	14%	16%	14%
MIPS capacity (number)	84,367	86,931	91,381	91,381	92,968	92,968	95,406	98,095	107,064	107,064

1 Calculated and rounded, based on exact figures

4 Defined as EBITDA minus Capex

5 Headcount at the end of period



Unaudited figures

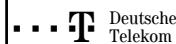
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## T-Systems. Key figures Desktop Services.

Financial (€ million)	Q1/02	Q2/02	Q3/02	Q3 kum	Q4/02	FY/02	Q1/03	Q2/03	Q3/03	Q3 kum
Revenue <sup>1</sup>	314	337	351	1,002	424	1,426	324	285	308	916
EBITDA	23	17	19	59	42	101	21	29	25	75
Capex	15	11	14	41	21	61	6	4	18	29
Cash Contribution	8	5	5	18	22	39	15	25	7	47
Headcount <sup>5</sup>	7,450	7,268	7,310	7,310	7,328	7,328	7,328	7,246	7,208	7,208
Value driver	Q1/02	Q2/02	Q3/02	Q3 kum	Q4/02	FY/02	Q1/03	Q2/03	Q3/03	Q3 kum
Desktop under service ('000)	1,132	1,170	1,186	1,186	1,204	1,204	1,379	1,404	1,265	1,265

<sup>1</sup> Calculated and rounded, based on exact figures

<sup>5</sup> Headcount at the end of period



Unaudited figures

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## T-Systems. Key figures Systems Integration.

Financial (€ million)	Q1/02	Q2/02	Q3/02	Q3 kum	Q4/02	FY/02	Q1/03	Q2/03	Q3/03	Q3 kum
Revenue <sup>1</sup>	432	475	482	1,389	529	1,918	423	443	452	1,318
EBITDA	46	53	53	152	83	236	37	26	30	93
Capex	19	17	16	52	20	72	14	-3	8	20
Cash Contribution	27	36	37	100	64	164	23	28	22	73
Headcount <sup>5</sup>	16,267	16,200	16,429	16,429	16,482	16,482	16,378	15,994	15,891	15,891
Value driver	Q1/02	Q2/02	Q3/02	Q3 kum	Q4/02	FY/02	Q1/03	Q2/03	Q3/03	Q3 kum
Utilization rate	65.1%	63.3%	65.3%	64.6%	66.7%	65.2%	67.0%	66.0%	69.0%	67.3%
Charge-out-rate (€) <sup>6</sup>	111.0	114.3	113.8	113.5	140.9	119.9	109.8	109.7	109.7	109.7

<sup>1</sup> Calculated and rounded, based on exact figures

<sup>5</sup> Headcount at the end of period

<sup>6</sup> Germany only



Unaudited figures

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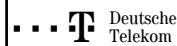
## T-Systems. Key figures Network Services.

Financial (€ million)	Q1/02	Q2/02	Q3/02	Q3 kum	Q4/02	FY/02	Q1/03	Q2/03	Q3/03	Q3 kum
Revenue <sup>1</sup>	1,197	1,159	1,159	3,515	1,263	4,779	1,244	1,247	1,261	3,752
EBITDA	35	9	88	133	-15	117	65	100	144	308
Capex	78	40	90	207	81	288	32	50	36	118
Cash Contribution	-43	-31	-1	-75	-96	-171	33	50	108	190
Headcount <sup>5</sup>	9,786	9,850	9,588	9,588	9,205	9,205	9,107	8,440	8,353	8,353
Value driver	Q1/02	Q2/02	Q3/02	Q3 kum	Q4/02	FY/02	Q1/03	Q2/03	Q3/03	Q3 kum
Material ratio	70.6%	71.3%	68.5%	0.0%	84.5%	74.1%	69.0%	74.4%	62.7%	68.8%
PoPs (number)	134	134	121	121	128	128	136	143	144	144
Voice (€ million)	-	-	-	-	-	850	110	115	106	331
Legacy debt (€ million) <sup>6</sup>	-	-	-	-	-	2,000	529	635	613	1,777

<sup>1</sup> Calculated and rounded, based on exact figures

<sup>2</sup> Headcount at the end of period

<sup>5</sup> Germany only



Unaudited figures

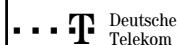
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## T-Systems. Revenue Network Services.

Financial (€ million)	Q1/02	Q2/02	Q3/02	Q3 kum	Q4/02	FY/02	Q1/03	Q2/03	Q3/03	Q3 kum
NWS national <sup>1</sup>	660	630	637	1,927	628	2,554	714	715	701	2,130
ASP & Hosting Services <sup>1</sup>	36	44	42	122	49	171	37	25	23	85
Media Broadcast <sup>1</sup>	145	150	131	426	134	560	146	149	136	431
Carrier Services International <sup>1</sup>	298	257	317	873	351	1,224	297	315	334	945
NWS international <sup>1</sup>	100	99	55	254	108	363	111	87	94	292
Total <sup>2</sup>	1,197	1,159	1,159	3,515	1,263	4,779	1,244	1,247	1,261	3,752

<sup>1</sup> Before consolidation

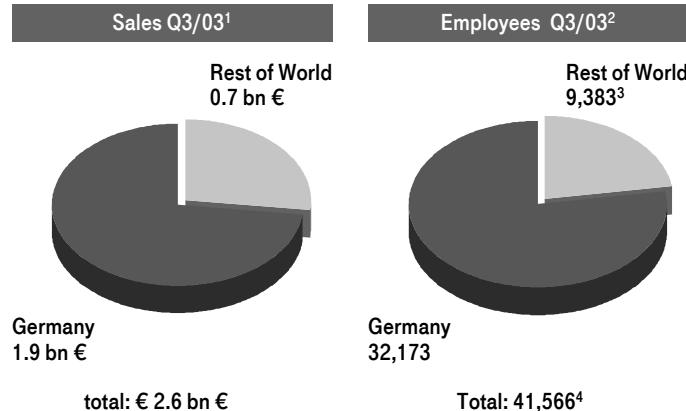
<sup>2</sup> After consolidation



Unaudited figures

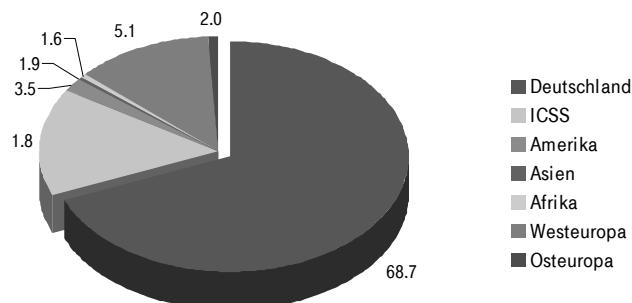
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## T-Systems.

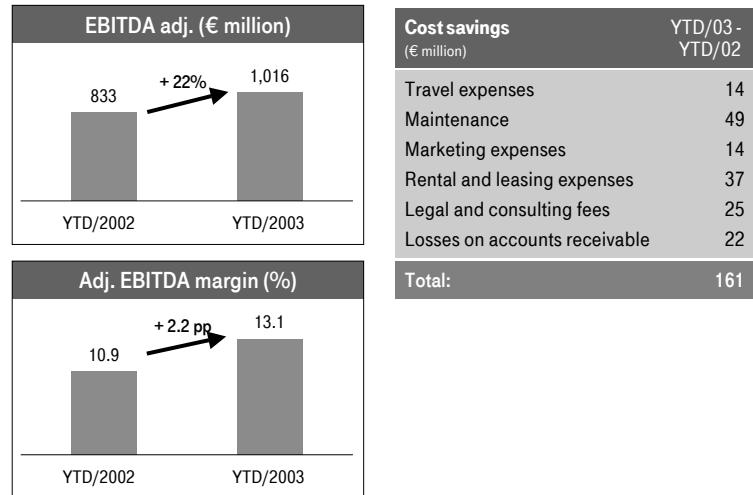


1 Calculated and rounded, based on exact figures  
2 Headcount at the end of period  
3 Includes IT International, SIRIS, Multilink, Pragonet, CS International  
4 Includes Service Lines, Business Lines and central functions

## T-Systems. Revenue Breakdown by Geography Q3/03.



## T-Systems. Strong total EBITDA & margin improvement.



**Managed Business Flexibility.**  
Our solution portfolio gives our customers  
Managed Business Flexibility on all levels.

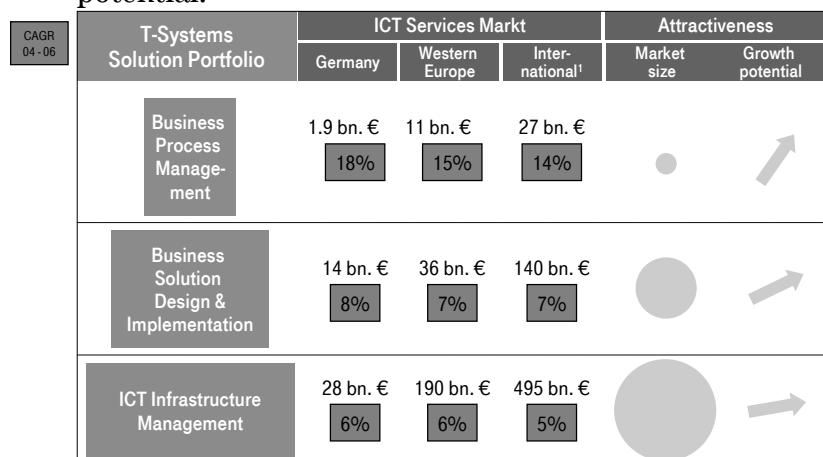
T-Systems Solution Portfolio	Managed Business Flexibility for customers by...
BPM	<p>... allowing them to concentrate on their core business:</p> <ul style="list-style-type: none"> <li>- by taking complete responsibility for processes</li> <li>- requires combination of industry-, process- and ICT-specific skills and management expertise</li> </ul>
Business Solution Design & Implementation	<p>... efficient and dynamic processes:</p> <ul style="list-style-type: none"> <li>- Process support via ICT solutions</li> <li>- Requires industry-, process-specific skills and applications and systems integration expertise</li> </ul>
ICT Infrastructure Management	<p>... demand-driven and cost-effective ICT infrastructure services:</p> <ul style="list-style-type: none"> <li>- ICT infrastructure services for all processes</li> <li>- requires ICT technology expertise and cost leadership</li> </ul>

\* BPM = Business Process Management

**Managed Business Flexibility.**  
**Focus Solutions are the key drivers of Managed Business Flexibility and the spearhead of the solution portfolio.**

T-Systems Solution Portfolio		Focus Solutions	
Business Process Management		- Human Resources BPO	
		- Supply Chain Management	- Telco CRM
		- Product Life Cycle Management	- Telco Billing
		- Multi Channel Banking	- e-Government
		- Multi Channel Insurance	- SAP Integration
			- Enterprise Application Integration
		- Managed Infrastructure Service	- Managed Desktop Services
		- SAP Application Outsourcing	- IP-VPN (MPLS)
		- Operator Outsourcing	- Hosted Services

**Managed Business Flexibility.**  
**The T-Systems solution portfolio is focused on large market segments as well as those with high growth potential.**



Source: T-Systems FC, PAC, Deteccon, IDC, Gartner et al.

1) Western-Europe + USA

## A unique company with unique strengths. T-Systems has unique strengths, which we are going to leverage.



Revenue: approx. €10.5 billion in 2002, 28 percent generated outside Germany  
Around 41,566 employees, 32,173 in Germany (as end of Q3-2003)  
Present in more than 20 countries

### Telecommunications

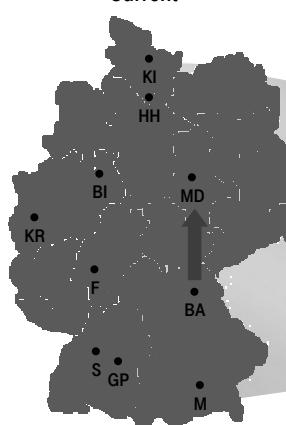
- Telekom Global Net with over 1,000 access points in 53 countries
- 150,000 km land and submarine cables with 120 Gbs transatlantic, 6 Gbs transpacific
- MPLS backbone with 26 petabytes of IP traffic per month
- Network control centers on three continents for "follow-the-sun" coverage (7x24hx365)
- 2,000 corporate networks operated for multinational companies
- Customers include more than 300 licensed carriers around the world

### IT

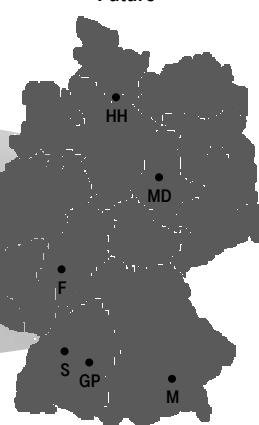
- More than 20,000 software developers
- Management of over 1.4 million desktops
- More than 400,000 SAP users
- 50 data centers worldwide with
  - over 50,000m<sup>2</sup> hosting space
  - 27,805 open system servers
  - 107,064 mainframe MIPS
  - over 2 petabytes of storage
- Europe's leading user of e-CRM systems

## Consolidation of Data Centres. Largest data center movement completed.

### Current



### Future



- Bamberg → Magdeburg
- Movement of 5.500 MIPS and 8 Tera Bytes Data
- Movement of 144 Tera Bytes achieved
- 20 hours migration time
- Consolidation of ten mainframe data centers into six locations planned

## Big Deal - Daimler-Chrysler AG.

Framework agreement covering the entire ICT spectrum.



Deutsche  
Telekom

Solution	Customer Requirements
<p>Framework agreements and 7 service agreements:</p> <ul style="list-style-type: none"> <li>- Mainframe services</li> <li>- Application services</li> <li>- Client/Server services</li> <li>- User Help Desk</li> <li>- Network services</li> <li>- Applications management, applications development and consulting services</li> <li>- Bundled services</li> </ul>	<ul style="list-style-type: none"> <li>- Need for ICT-solutions from one source for all Daimler-Chrysler locations</li> <li>- Professional services</li> <li>- Transparency</li> <li>- Cost efficiency</li> </ul>
Solution	Customer Value
<ul style="list-style-type: none"> <li>- Duration: 3 years with option to extend until 2008</li> <li>- Volume: 10 figure € amount</li> </ul>	<ul style="list-style-type: none"> <li>- Guaranteed service-levels</li> <li>- Competitive prices</li> <li>- Combined cost savings</li> <li>- Continuous benchmarks</li> <li>- Assurance of access to experts/specialists</li> <li>- Improved quality in the work relationship</li> </ul>

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## Big Deal - Airbus .

Mainframe and PC & Services.



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Telekom

Solution	Customer Requirements
<ul style="list-style-type: none"> <li>- Mainframe: consolidation of several mainframe computer sites, run starting 2004</li> <li>- PC &amp; Services: user help desk, desktop services and system management for Airbus in FR, GER and UK for a total of 42.000 PC users</li> </ul>	<ul style="list-style-type: none"> <li>- Consistent service</li> <li>- 24/7 access to development- and production process data</li> <li>- Consolidation of 3 self-sufficient mainframe sites to Toulouse</li> <li>- State-of-the-art business continuity solution (local sister site concept, i.e. completely redundant HW dispersed across 2 separate buildings, automatic switching in case of error or catastrophyl</li> </ul>
Contract	Customer Value
<ul style="list-style-type: none"> <li>- Duration: 5 years mainframe / 3 years PC &amp; Services</li> <li>- Value: over €100m</li> </ul>	<ul style="list-style-type: none"> <li>- Cost savings</li> <li>- High, consistent service quality in all three countries (FR, UK, GER)</li> </ul>

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## Big Deal - WestLB. Outsourcing Operation.



Deutsche  
Telekom

<b>Solution</b> <ul style="list-style-type: none"> <li>- Takeover of business area WestLB of Sparkassen Informatik Services West</li> <li>- Cross Service Line Outsourcing</li> <li>- Transfer of assets</li> <li>- Transfer of personnel</li> <li>- Run mainframe, opensystems, print and multimedia infrastructure of WestLB</li> </ul>	<b>Customer Requirements</b> <ul style="list-style-type: none"> <li>- Run mainframe</li> <li>- Run open systems (Unix / NT)</li> <li>- Print center outsourcing</li> <li>- Transfer of personnel</li> <li>- Multimedia services outsourcing</li> <li>- Partial WAN services outsourcing</li> </ul>
<b>Contract</b> <ul style="list-style-type: none"> <li>- Duration: 5 years</li> <li>- Value: ca. € 200m</li> </ul>	<b>Customer Value</b> <ul style="list-style-type: none"> <li>- Innovative consolidation concept in the area of open systems</li> <li>- Customer specific pricing model</li> <li>- Cost Reduction</li> <li>- Improvements in quality of services</li> <li>- Minimization of risk relating to capacity issues</li> </ul>

Unaudited figures

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## Big Deal - Vorwerk. Global IT Outsourcing.



Deutsche  
Telekom

<b>Solution</b> <ul style="list-style-type: none"> <li>- Operation of global IT environment: data centers, networks, applications, international help desk</li> <li>- Takeover of Vorwerk's IT subsidiary ZEDA</li> <li>- Transfer of personnel</li> <li>- Implementation of the platform VISION (Vorwerk International Solution for Sales and Integrated Order processing)</li> </ul>	<b>Customer Requirements</b> <ul style="list-style-type: none"> <li>- Creation of homogeneous IT environment over 14 Countries</li> <li>- Outsourcing of data centers, networks, applications and international help desk (6 languages)</li> <li>- Cost efficiency</li> <li>- Transfer of personnel</li> <li>- Professional services</li> </ul>
<b>Contract</b> <ul style="list-style-type: none"> <li>- Order entry over € 100m</li> </ul>	<b>Customer Value</b> <ul style="list-style-type: none"> <li>- Cost Reduction</li> <li>- Improvements in quality of services</li> <li>- Integrated IT environment</li> </ul>

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# Backup. Group Headquarters & Shared Services.



Unaudited figures

## Group Headquarters & Shared Services. Combining the central functions.

Revenue (€ million)	Q3/03	Q3/02	%	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02
Shared services	1.072	1.265	-15,3%	3.268	3.188	1.080	1.116	4.299
thereof Vivento	0	0	n.a.	0	0	0	0	0
thereof other shared services <sup>1</sup>	1.072	1.265	-15,3%	3.268	3.268	1.080	1.116	4.299
Headquarters/miscellaneous	27	5	n.a.	72	57	29	16	60
Total <sup>2</sup>	1.056	1.250	-15,5%	3.220	3.173	1.071	1.093	4.411
EBITDA (€ million)	Q3/03	Q3/02	%	Q1-3/03	Q1-3/02	Q2/03	Q1/03	FY/02
Shared services	222	457	-51,4%	1.052	1.277	436	349	1.338
thereof Vivento	-177	0	n.a.	-222 <sup>3</sup>	0	-49	4	0
thereof other shared services <sup>1</sup>	399	457	-12,7%	1.274	1.277	485	390	1.338
Headquarters/miscellaneous	-198	-647	69,4%	-847	-1.692	-381	-268	-797
Total <sup>2</sup>	-9	-12	25,0%	215	-381	72	152	447
Special influences	-24	0	n.a.	220	-198	82	162	417
Adj. EBITDA	15	-12	n.a.	-5	-183	-10	-10	30

1 Incl. real estate, billing services, and fleet services.

2 Incl. consolidation.

3 Transfer payments from T-Com (€ 131million), expenses for operational build-up of Vivento (€ - 329 million) and accruals for personnel reduction (€ - 24 million) in Q1-3/03.



Unaudited figures

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