

# Deutsche Telekom

## Conference Call November 28, 2001

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# Highlights and Strategy

Dr. Ron Sommer  
CEO

## Highlights.

### Deutsche Telekom well on track.

- 20% top-line growth to € 35.0 billion
- 15% adjusted EBITDA growth to € 11.3 billion
- Adjusted mobile EBITDA doubled despite consolidation of VoiceStream
- Strong adjusted EBITDA improvement at all four pillars in Q3 compared to Q2
- Cash from operations increased by 20% to € 10.4 billion
- Net debt reduced by € 5.8 billion in Q3
- 1.7 million T-DSL contracts as of November 19

## Moving ahead. Top five issues to secure growth.

### Broadband service uptake

- T-DSL roll out
- GPRS/EDGE/UMTS Europe/U.S.
- Wireless LAN
- High-value content and applications: T-Vision/T-Motion

### Integration

- VoiceStream
- Debis
- Eastern Europe
- Convergence

### Increased focus on value customers

- T-Mobile: Focus on contract and business subscribers
- T-Com: SME initiative
- T-Systems: Outsourcing and convergence potential
- T-Online: Value content “you get what you pay for”

### Efficiency

- Process optimization
- Product portfolio adjustment
- Personnel productivity
- Infrastructure sharing

### Debt reduction

- Sale of non-core assets
- Capex savings
- Others: ABS, taxes
- Working capital optimization

## T-Mobile

Business excellence in our Western European operations.

### T-Mobil Germany

- German market leader in net additions in the third quarter 2001
- More than 60% of net adds in Q3 in contract
- EBITDA margin of 39.8% in Q3, up from 19.2% in full year 2000

### One 2 One

- 44% of total U.K. net additions in the third quarter 2001
- Positive growth in the contract subscriber base
- EBITDA margin of 16.6% in Q3, up from 1.4% in full year 2000

## T-Mobile

### Progress in U.S. operations.



#### VoiceStream (including Powertel)

- 368,000 net contract additions in Q3 (99% of total net additions)
- Improved contract ARPU of \$54
- Adjusted EBITDA\* margin improved to -9% of total revenues (Q2: -11%)
- First nationwide launch of GPRS in the U.S. ("iStream")
- WorldClass international calling plan now available in the U.S.
- Infrastructure sharing with Cingular expected to save \$1 billion in capex from 2002 to 2004 and speeds up network rollout
- Potential for improved spectrum position through NextWave settlement

\* Excluding expenses for management retention

## Product innovation.

Setting the stage for the mobile data world with new GPRS handsets on offer.

T-D1					VoiceStream	
						
Siemens ME 45 GPRS €167.79*	Siemens S 45 GPRS €167.79*	Samsung SGH-Q100 GPRS € 203.49*	Motorola Timeport T260 GPRS € 50.49*	Motorola Accompli 008 € 356.49*	Motorola P280 \$ 169.99**	Motorola T193 \$ 99.99**

\* Prices valid in connection with a 24 months contract

\*\* Prices valid in connection with a 12 months contract



# T-Com.

## Maintaining its financial strength.

Market challenges	Deutsche Telekom's approach
<ul style="list-style-type: none"><li>- Broadband demand</li></ul>	<ul style="list-style-type: none"><li>- No. 1 DSL operator among European and U.S. carriers</li><li>- Access to top content, service and applications within DT</li><li>- Wireless LAN</li></ul>
<ul style="list-style-type: none"><li>- Sophisticated business solutions</li></ul>	<ul style="list-style-type: none"><li>- Focus on SMEs</li><li>- Launching additional IT services (Desktop Services, Security Services)</li><li>- Know-how transfer from T-Systems</li></ul>
<ul style="list-style-type: none"><li>- Future competition through cable operators</li></ul>	<ul style="list-style-type: none"><li>- First-mover advantage (2 million customers by year-end 2001)</li><li>- Technical upgrade of cable plant will require huge capex</li><li>- Billing relationships with 41 million customers</li><li>- Strong T-Online support as Internet media network</li></ul>
<ul style="list-style-type: none"><li>- European regulatory environment</li></ul>	<ul style="list-style-type: none"><li>- Market share stabilization since 6 consecutive quarters</li><li>- Eastern Europe: keeping pole positions in future deregulated markets</li></ul>

# T-Systems.

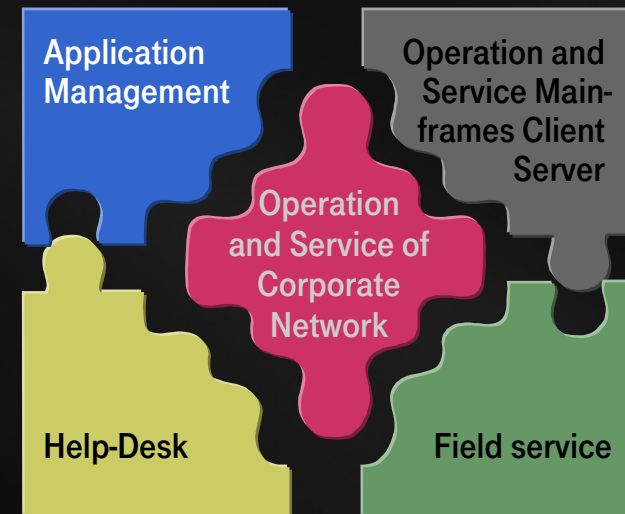
## Case study Deutsche Post AG.

### Outsourcing contract

- € 1,873 million, 5 1/2 years contract
- 4 data centers, 4,600 server systems, 7,800 network components, 60,000 desktops
- 280 applications
- Massive increase of IT service and security
- Improved cost transparency
- Implementation of cost savings

### Additional huge contract "Profi"

- Network/IT rollout for 13,500 branch offices
- 25,000 desktops



## T-Online.

### Execution of strategy brings measurable results.

Profitability targets exceeded at T-Online International

- EBITDA in the third quarter confirmed at € - 35 million, better than expected, up from € - 57 million in the second quarter 2001

On the way to becoming Europe's leading Internet media network:



- Key alliances with ZDF, Interactive media, Bild.de, DaimlerChrysler announced
- First value-added paying premium service, a professional e-mail service, launched
- First mover advantage with T-DSL; first German broadband portal to be launched in the first quarter of 2002 ("T-Vision")

New "look and feel": new portal design as of Q3/01

# T-Online. Portal re-launched as of Q3 2001.

**T-Online** Themen A-Z Dienste A-Z Exklusiv A-Z Suche:  OK

Sie sind hier: Startseite > T-Online

<ul style="list-style-type: none"> <li>T-Online</li> <li>:: Kundencenter</li> <li>:: Internetzugang</li> <li>:: Kommunikation</li> <li>:: Web-Präsenz</li> <li>:: Banking</li> <li>:: Hilfe</li> <li>:: Downloads</li> <li>:: Über T-Online</li> </ul>	<b>Internetzugang</b> <b>T-Online mit T-DSL</b> <b>Mit Highspeed durchs Netz</b> <a href="#">mehr</a>	<b>Freunde werben Freunde</b>  <b>Neukunden werben</b> <b>Lust auf eine Prämie?</b> <a href="#">mehr</a>	<b>Dienste</b> <b>Inhaltsverzeichnis</b> <b>Alles auf einen Blick</b> <a href="#">mehr</a>	
	<b>T-Online Software 4.0</b> <b>Internet Komplettpaket</b> <b>NEU: T-Online Software 4.0</b> Mit der neuen T-Online Software 4.0 wird das Surfen im Internet zum puren Genuss. Alles, was Sie für den täglichen Internetgebrauch benötigen, ist bereits integriert. <a href="#">mehr</a>	<b>Hilfe</b> <a href="#">Häufige Fragen (FAQ)</a> wir beantworten Ihre Fragen <a href="#">Tarifwechsel</a> wählen Sie Ihren Wunsch-Tarif <a href="#">T-Online Software 4.0</a> einfache Installation <a href="#">Kurzanleitungen</a> blitzschnell alles erklärt <a href="#">Internet-Glossar</a> Begriffserläuterungen	<b>Internetzugang</b> <b>Der Einstieg ins Internet:</b> <b>Wählen Sie Ihren Wunschartif</b> Zuerst T-Online Tarif aussuchen und online anmelden. Dann bekommen Sie das komplette Einstiegs paket zum bequemen Start ins Internet. <a href="#">Tarife, Preise &amp; AGB</a>	
	<b>Aktuell</b>  <b>Benutzerinformation</b> <b>Die neuen T-Online Seiten</b> Das neue, attraktive Design der T-Online Seiten macht das Navigieren auf den verschiedenen Portalen noch einfacher für Sie! Übersichtlich gestaltete	<b>Kundencenter</b> <b>Alle Funktionen auf einen Blick</b> <b>Kundencenter</b> Auf einen Blick finden Sie im Kundencenter alle wichtigen Funktionen, mit denen Sie Ihren T-Online Internetzugang online selbst verwalten können. Ob Sie einen Tarifwechsel durchführen möchten, Ihre Kennwörter ändern wollen oder nach einem Umzug Ihre neue Adresse eingeben müssen, ein paar Mausklicks genügen. <a href="#">mehr...</a>		
	<ul style="list-style-type: none"> <li>Dienste</li> <li>:: Übersicht</li> <li>:: eMail</li> <li>:: Chat</li> <li>:: Banking</li> <li>:: Organizer</li> <li>:: SMS</li> <li>:: Messenger</li> <li>:: Kundencenter</li> </ul>			

## Outlook.

### Well positioned for future growth.

- Exposure to strongest growing mobile market in the developed world through VoiceStream
- T-Mobile's subsidiaries in the mature European mobile markets will show continued operational improvement
- T-Systems well positioned to benefit from business needs for increased data security
- Mass deployment of bandwidth products(GPRS, T-DSL) key competitive advantage across all divisions

# Financials

Dr. Karl-Gerhard Eick  
CFO

**First nine months 2001: key figures.**  
 20% revenue growth, 15% adjusted EBITDA growth.

Euro (million)	Q1-Q3 2001	Q1-Q3 2000	Δ Euro	Δ%*
Net revenues	35.0	29.2	5.8	19.7%
Adjusted EBITDA**	11.3	9.9	1.4	14.9%
EBITDA	14.1	17.7	-3.7	-20.6%
Net income	-1.0	8.4	-9.4	n/a
Cash earnings*** excl. exceptional items	6.6	6.5	0.1	1.5%
Cash from operations	10.4	8.7	1.7	19.7%

\* Calculated on the basis of exact values.

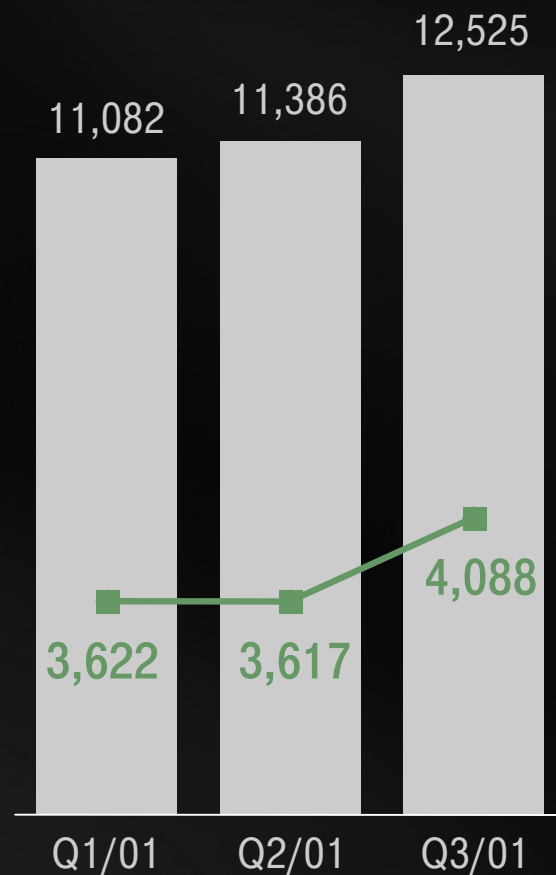
\*\* Without special effects.

\*\*\* Net income plus depreciation and amortization.

## Growth and profitability.

Adjusted EBITDA improvement across all four pillars.

million €



Adjusted EBITDA (million €):

	Q2/01	Q3/01	Δ%
T-Com	1,806	1,992	10.3
T-Mobile	785	807	2.8
T-Systems	167	425	154.5
T-Online	-25	-15	40.0

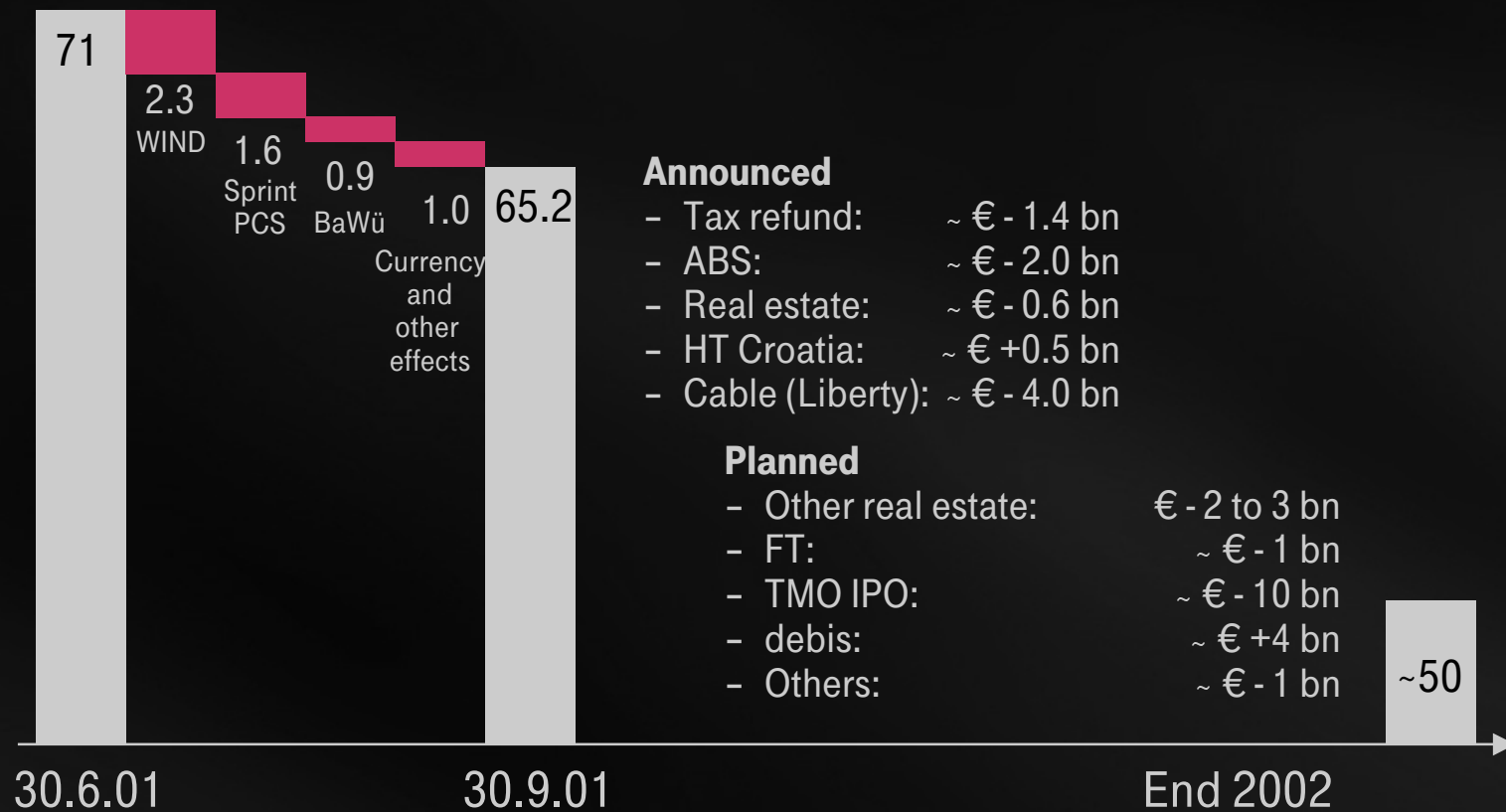
■ Revenue

— Adjusted EBITDA



## Update debt reduction.

Net debt reduced by € 5.8 billion within one quarter.



## T-Mobile

EBITDA more than doubled despite VSTR consolidation.

Euro (million)	Q1-Q3 2001	Q1-Q3 2000	Δ Euro	Δ%
Revenue	10,166	7,265	2,901	39.9 %
EBITDA	2,182	1,062	1,120	105.5 %
Adjusted EBITDA	2,182	951 *	1,231	129.4 %
Adj. EBITDA-Margin	21.5	13.1	n/a	n/a

\* Adjusted for the dilution effect of the IPO of MTS in the amount of € 111 million.

## Key figures VoiceStream.

### Continuous adjusted EBITDA improvement.

USD (million)*	Q1 2001	Q2 2001	Q3 2001	Δ% Q2/Q3
Revenue**	879	971	1,026	+ 5.6%
EBITDA**	-133	-138	-134	- 3.0 %
Adjusted EBITDA***	-120	-107	-95	- 11.3 %
Adj. EBITDA-Margin	-13.6%	-11.0%	-9.2%	n.a.

\* US-GAAP.

\*\* Pro forma incl. Powertel.

\*\*\* Pro forma incl. Powertel, excl. expenses for management retention.

## T-Com

Stable adjusted EBITDA margin above 30%.

Euro (million)	Q1-Q3 2001	Q1-Q3 2000	Δ Euro	Δ%
Revenue	19,605	20,422	-817	-4.0 %
EBITDA	6,842	9,242	-2,400	-26.0 %
Adjusted EBITDA	5,934 *	6,278 **	-344	-5.5 %
Adj. EBITDA-Margin	30.3	30.7	n/a	n/a

\* Adjusted for the cash-effect out of the disposal of the cable business in Baden-Württemberg in Q3/01 (€ 908 million).

\*\* Adjusted for the cash-effect out of the disposal of the cable businesses in NRW and Hesse in Q3/00 (€ 2,964 million).

## T-Systems

Strong revenue growth matched by almost equal adjusted EBITDA growth.

Euro (million)	Q1-Q3 2001	Q1-Q3 2000	Δ Euro	Δ%
Revenue	10,081	7,086	2,995	42.3 %
EBITDA	779	3,431	-2,652	-77.3 %
Adjusted EBITDA	779	567 *	212	37.4 %
Adj. EBITDA-Margin	7.7	8.0	n/a	n/a

\* Adjusted for the proceeds out of the disposal of Global One (€ 2,864 million).

## T-Online

### Significant reduction in EBITDA losses

Euro (million)	Q3 2001	Q2 2001	Q1 2001	Δ Q3/Q1	Δ%
Revenue	335	346	361	-26	-7.2 %
-of which revenue TOI*	274	259	280	-6	-2.1%
EBITDA	-15	-25	-27	12	44.4 %
-of which EBITDA TOI*	-35	-57	-66	31	47.0 %

\* T-Online International group.

## Others

Consistent strong EBITDA generation.

Euro (million)	Q1-Q3 2001	Q1-Q3 2000	Δ Euro	Δ%
Revenue	5,557	5122	435	8.5 %
EBITDA	4,256	1,159	3,097	267.2 %
Adjusted EBITDA	2,411 *	1,985 **	426	21.5 %
Adj. EBITDA-Margin	43.4	38.8	n/a	n/a

\* Adjusted for the proceeds of the sale of Sprint FON and Sprint PCS (€ 1,845million).

\*\* Without losses on the disposal of noncurrent assets and increased transfers to accruals (€ 826 million).

## Outlook.

### On track to win the race.

Guidance for full-year 2001:

- Group revenue growth of approximately 20%
- Adjusted group EBITDA margin of approximately 30%
- Doubling of adjusted mobile EBITDA (excluding VoiceStream)
- Continued debt reduction remains key priority

