

# Deutsche Telekom's most important statistical data at a glance.

Figures on telephony	End 1997	1996	1995	1994	1993	1992	1991	1990
Telephone lines (millions) <sup>b</sup>	45.2	44.2	42.0	39.9	37.5	35.6	33.7	32.0
- Standard analog lines (millions)	37.8	39.0	39.2	38.2	36.7	35.2	33.5	31.9
- ISDN channels (thousands) <sup>c</sup>	7 341.3	5 203.4	2 743.9	1 669.2	842.8	402.9	161.0	84.1
- ISDN basic access lines (thousands)	2 831.2	1 918.3	846.4	460.5	217.2	98.4	41.4	14.5
- ISDN primary rate access lines (thousands)	56.0	45.6	35.0	24.9	13.6	6.9	2.6	1.8
Freecall (0130/0800) numbers (thousands)	50.4	40.7	27.2	17.3	13.2	10.6	6.5 <sup>d</sup>	3.4 <sup>d</sup>
Service 0180 numbers	19,059	13,264	6,852	619	84	-	-	-
Service 0190 lines (thousands)	12.1	10.0	6.4	5.0	5.0	0.7	0.6	-
Directory assistance calls (millions)	568	574	606	563	475	366 <sup>d</sup>	352 <sup>d</sup>	324 <sup>d</sup>
National phone calls (billions)	52.7	50.7	52.3	51.0	49.2	44.6	41.0	35.4
International phone calls (millions)	1,498	1,420	1,450	1,384	1,180	1,012	922	797
<b>Data communications</b>								
T-Online customers (thousands)	1,919	1,354	965	709	497	340	302	260
T-Online calls (millions)	492.2	310.1	173.5	129.0	104.0	87.8	75.6	63.2
Datex-P dedicated connections (thousands)	95.3	81.4	92.4	92.6	86.5	79.5	69.3	56.5
Datex-P dial-in connections (thousands)	55.5	63.4	-	-	-	-	-	-
Access nodes (locations) T-Net-ATM	42	-	-	-	-	-	-	-
Access nodes (locations) DatexM	71	42	42	12	-	-	-	-
Access nodes (locations) T-InterConnect	220	-	-	-	-	-	-	-
FrameLink Plus access lines	2,382	631	-	-	-	-	-	-
City Networks	28	13	3	-	-	-	-	-
<b>Mobile communications</b>								
T-C-fel customers (thousands)	476	532	648	724	794	772	533	274
T-D1 customers (thousands)	3,276	2,156	1,482	887	481	69	-	-
Paging customers								
(Eurosignal, Scall, Cityruf, Skyper) (thousands)	965	1,002	836	549	465	414	342	270
Chekker customers (thousands)	116	97	75	63	49	28	11	3
Modacom customers (thousands)	24	15	9	7	0.4	-	-	-
<b>Cable Television</b>								
Households connected (millions)	17.3	16.7	15.8	14.6	13.5	11.8	9.9	8.1
<b>Network</b>								
Copper (thousands km) <sup>a</sup>	1,449.5	1,419.1	1,410.8	1,399.9	1,367.6	1,204.1	1,330.7	1,309.7
Fiber Optic (thousands km) <sup>a</sup>	149.2	137.6	124.6	114.7	102.3	67.2	54.5	40.0
<b>Field organization</b>								
Branch offices	118	118	118	120	121	121	123	123
T-Punkt sales outlets	455	416	364	354	320	292	257	192

<sup>a</sup> Updated figure.  
<sup>b</sup> Standard analog lines and ISDN channels in operation.  
<sup>c</sup> Two ISDN channels are available per basic access line, 30 ISDN channels per primary rate access line.  
<sup>d</sup> Figure refers to western Germany only.

Deutsche Telekom. The 1997 financial year.

# The power to perform. Deutsche Telekom in a competitive environment. The 1997 financial year.

# Selected financial data of the Deutsche Telekom group at a glance.

Earnings position (billions of DM)	Change <sup>a</sup>	1997 <sup>a</sup>	1996 <sup>a</sup>	1995	1994 <sup>a</sup>	1993 <sup>a</sup>
Net revenue	7.1%	67.6	63.1	66.1 <sup>b</sup>	63.8	60.1
Changes in inventories and other own capitalized costs	-14.3%	3.0	3.5	3.3	3.7	4.6
Other operating income	-4.1%	3.7	3.9 <sup>c</sup>	2.1	1.9	1.8
Goods and services purchased	18.7%	12.1	10.2	9.5	9.3	10.6
Personnel costs	-2.3%	18.3	18.8	18.5	18.2	17.8
Depreciation and amortization	5.3%	18.6 <sup>m</sup>	17.7 <sup>m</sup>	15.4	14.6	13.0
Other operating expenses	7.5%	10.2	9.4	9.7	8.2	7.5
Total operating expenses <sup>d</sup>	5.6%	59.2	56.1	53.1	50.3	48.9
Financial income (expense) net	1.5%	-7.8	-7.7	-8.2	-7.9	-7.7
Results from ordinary business activities	8.8%	7.2	6.6	10.3	11.2	9.9
Extraordinary income (losses)	-	-	-2.5	-1.3	-0.4	-
Taxes, Levy to the Federal Republic of Germany <sup>e</sup>	62.9%	3.6	2.2	3.8	4.9	5.4
Net income	87.9%	3.3	1.8	5.3	3.6	2.1
<b>Assets and liabilities (billions of DM)</b>						
Noncurrent assets	-5.0%	137.0	144.3	139.2	139.2	132.9 <sup>n</sup>
Current assets, prepaid expenses, deferred charges	-14.1%	25.8	30.0	21.0	28.9	15.6 <sup>n</sup>
Shareholders' equity	3.3%	48.1	46.6	24.7	19.3	15.2 <sup>n</sup>
Accruals	0.4%	15.0	14.9	13.0	11.4	11.2 <sup>n</sup>
Debt	-12.0%	87.9	99.9	110.4	125.5	108.5 <sup>n</sup>
Other liabilities and deferred income	-8.7%	11.8	12.9	12.1	11.9	13.6 <sup>n</sup>
Balance sheet total	-6.6%	162.8	174.3	160.2	168.1	148.5 <sup>n</sup>
<b>Financing (billions of DM)</b>						
Net cash provided by operating activities	1.7%	22.6	22.3	23.7	24.1	14.2
Net cash used for investing activities	-58.3%	-10.5	-25.3	-13.3	-28.9	-22.7
Net cash provided by (used for) financing activities	-300.2%	-13.8	6.8	-15.2	11.1	9.9
Investments in intangible assets and property, plant and equipment	-21.3%	13.3	16.9	14.6	19.3	21.9
<b>Figures in accordance with U.S. GAAP (billions of DM)</b>						
Net income	-4.6%	2.5	2.6	5.6	8.0	-
Balance sheet total	-7.1%	166.1	178.8	164.9	172.2	-
Total long-term liabilities	-11.7%	88.6	100.3	110.5	123.0	-
Shareholders' equity	0.8%	51.1	50.7	29.5	24.1	-
<b>Ratios</b>						
Employees balance sheet date (thousands) <sup>f</sup>	-5.0%	191	201	213	229	233
Employees average for the year (thousands) <sup>f</sup>	-5.2%	197	208	220	231	234
Dividend per share/ADS (DM)	100%	1.20 <sup>h</sup>	0.60	0.60	-	-
Earnings per share/ADS in accordance with HGB (DM) <sup>i</sup>	44.6%	1.20	0.83	2.60	1.77	1.03
Earnings per share/ADS in accordance with U.S. GAAP (DM) <sup>i</sup>	-26.2%	0.90	1.22	2.74	3.92	-
Revenue per employee (thousands of DM) <sup>j</sup>	12.5%	331	294	301	276	257
Equity ratio (%) <sup>k</sup>	6.8%	27.5%	25.8%	14.7%	11.5%	10.2% <sup>n</sup>

<sup>a</sup> Including changes in the composition of the group (in particular MATAV).  
<sup>b</sup> Including pro-forma value-added tax. Adjusted for VAT, revenue would have been DM59.6 bn.  
<sup>c</sup> Figures adjusted retroactively to the accounting principles applied to Deutsche Telekom AG since Jan. 1, 1995.  
<sup>d</sup> Without the changes in the composition of the Group (in particular MATAV) in 1996, amounts would have been lower by DM 1.9 bn (1997) and DM 1.6 bn (1996).  
<sup>e</sup> Unaudited consolidated balance sheet.  
<sup>f</sup> Full-time employees, without trainees and MATAV.  
<sup>g</sup> In 1995, the levy to the Federal Republic was paid for the last time, with the Company being exempt almost fully from tax. Since Jan. 1, 1996, the Company has been subject to normal corporate taxation.  
<sup>h</sup> Dividend per share in percent of the market price (balance sheet date).  
<sup>i</sup> Based on dividing net income by the weighted average number of ordinary bearer shares outstanding. The share/ADS ratio is 1:1.  
<sup>j</sup> In 1996, after giving effect to the 10:1 stock split and the issuance of shares from retained earnings on July 1, 1996. Pro forma for 1993 and 1994.  
<sup>k</sup> Average number of employees for the year without trainees and without changes in the composition of the Group (in particular MATAV).  
<sup>l</sup> Without amounts proposed for dividend payment, which are treated as short-term debt.  
<sup>m</sup> Including one-time value-added tax refund amounting to DM 662 million.  
<sup>n</sup> Including depreciation of value-added tax capitalized prior to Jan. 1, 1996.  
<sup>o</sup> On the basis of the more exact figures expressed in millions.



Kfz. 542 100066