

DEUTSCHE TELEKOM: COMMERZBANK GERMAN INVESTMENT SEMINAR JANUARY 2015

THOMAS DANNENFELDT, CFO
RUKMA RAYBARDHAN, VP IR US



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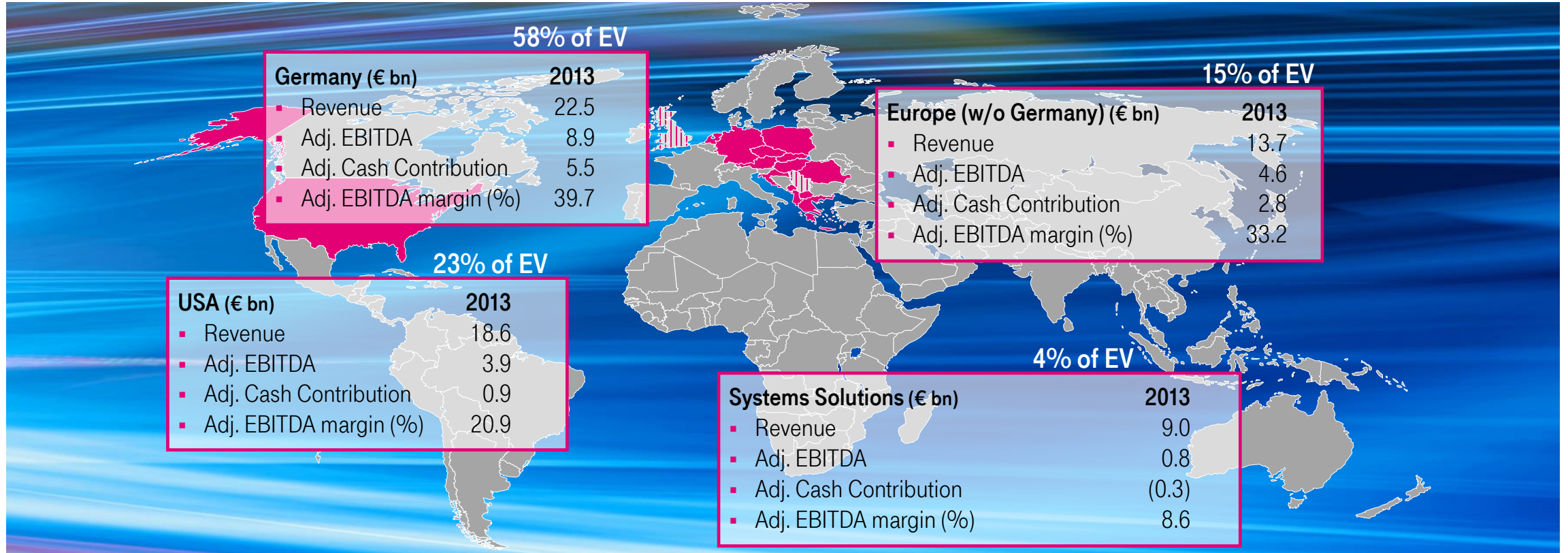
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In addition to figures prepared in accordance with IFRS, Deutsche Telekom also presents non-GAAP financial performance measures, including, among others, EBITDA, EBITDA margin, adjusted EBITDA, adjusted EBITDA margin, adjusted EBIT, adjusted net income, free cash flow, gross debt and net debt. These non-GAAP measures should be considered in addition to, but not as a substitute for, the information prepared in accordance with IFRS. Non-GAAP financial performance measures are not subject to IFRS or any other generally accepted accounting principles. Other companies may define these terms in different ways.

DEUTSCHE TELEKOM: OVERVIEW

VALUE CONTRIBUTION BY DT'S OPERATING SEGMENTS¹



Source: EV figures as of 31/09/2014

1: Excluding negative GHS(-6%) and positive EE (+6%)



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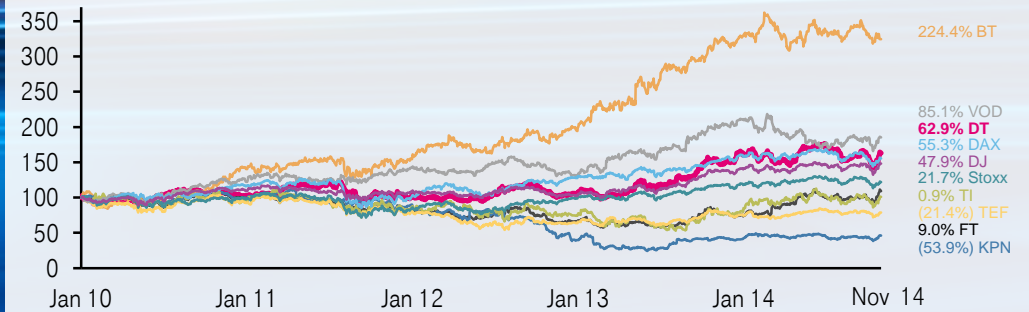
GENERAL OVERVIEW

OVERVIEW

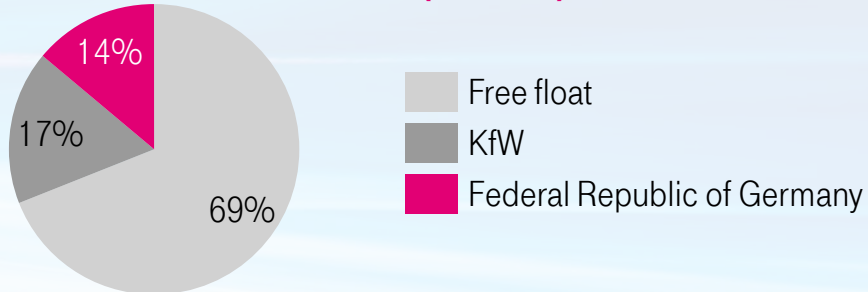
- Fixed and/or mobile operations in more than 12 countries
- Four operating segments: Germany, Europe, the United States and Systems Solutions
- 195mn mobile subscribers, 30mn fixed network lines and 17mn broadband subscribers as of Q3/2014
- Ca. 230,000 employees globally
- No. 99 in 2014



TOTAL SHAREHOLDER RETURN DEVELOPMENT 01 JAN 2010 – 03 NOV 2014



SHAREHOLDER STRUCTURE (Q3/2014)



PUBLIC MARKET OVERVIEW

Valuation (€bn)		
Share Price (€) as of Nov. 03rd 2014		11.90
Market Cap		54.0
Net debt ¹		41.8
Other FV adjustments ²		14.0
Firm Value		109.8
Trading Multiples ³		
	2014E	2015E
EV/EBITDA	6.3x	6.1x
EV/AFCF	13.5x	12.9x
P/E	19.6x	18.2x

1) DT Q3 reported net debt figure. 2) Other FV adjustments include associates (€5.4bn), pensions (€8.1bn) and minorities (€11.3bn). 3) Source: Deutsche Telekom; Factset. Data as per 03 Nov 2014 (based on 3Q14 figures)



SEGMENT VIEW: GERMANY

FACTS¹

- 21mn fixed-network lines
- >12mn broadband lines
- >39mn mobile customers
- Market share broadband: 42%
- 2.4mn triple-play customers (Entertain)
- 2.2m VDSL customers – growing 58% y.o.y.

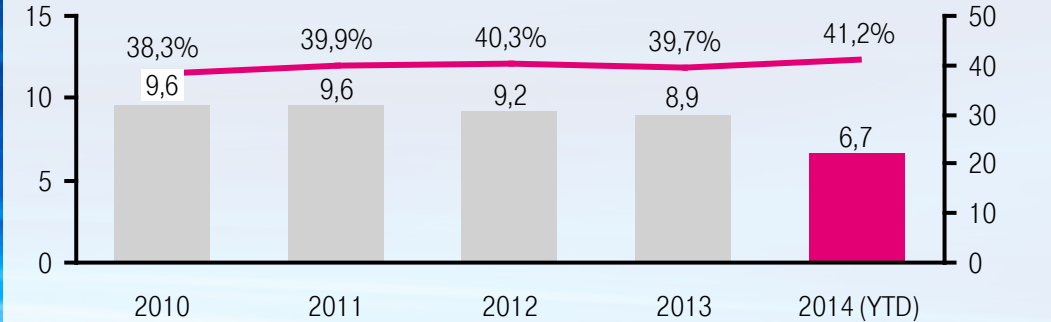
HIGHLIGHTS¹

- Benefiting from premium position: mobile service revenue is stable yoy, outperforming all competitors
- VDSL wholesale model successfully initiated (Kontingentmodell): all major resellers on board
- Constantly shrinking line loss number (FY09: 2.1mn; FY10: 1.6mn; FY11: 1.3mn; FY12: 1.0mn; FY13: 967mn; Q1-Q3/14: 575m)
- Mobile data revenue = 43% of Service Revenues

REVENUE DEVELOPMENT (€BN)



ADJ. EBITDA DEVELOPMENT (€BN)



1) Figures as of Q3/2014

*After restatement



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SEGMENT VIEW: USA

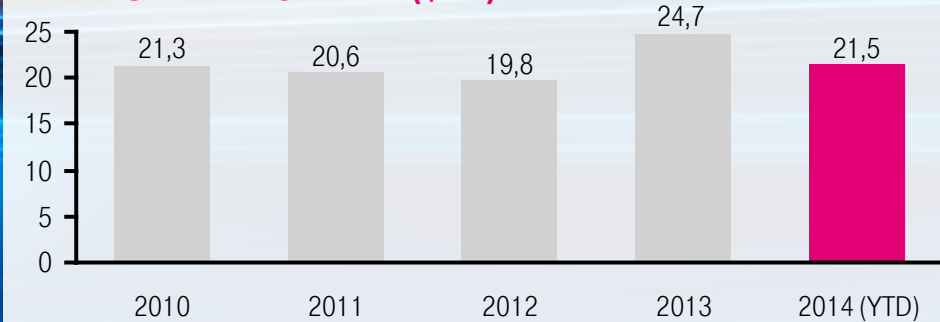
FACTS¹

- New management pushes successful Un-carrier strategy: Turn-around after more than 4 years with +688k branded contract net-adds in Q2-2013, +648k in Q3-2013, +869k in Q4-2013, +1,323k in Q1-2014, and +1379k in Q3-14
- Acquisition of MetroPCS completed. Integration ahead of plan. Well on track to beat synergies
- Now around 53mn mobile customers, thereof around 26mn branded contract customers
- LTE network rollout completed ahead of time! Over 205mn covered pops

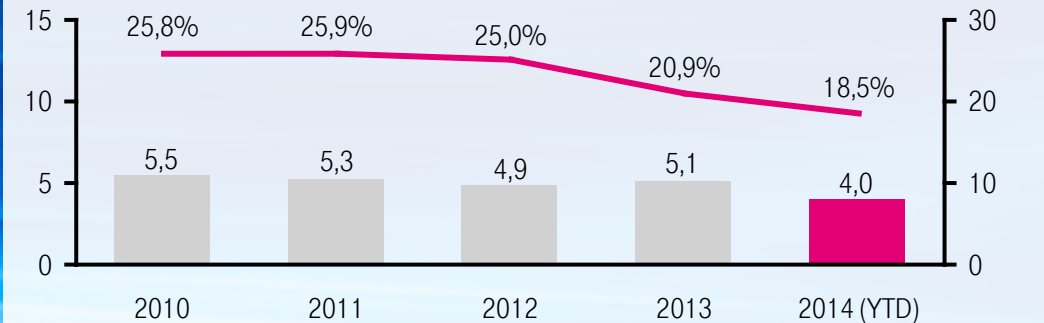
HIGHLIGHTS

- Brandnew management team
- Improved network
- Significant spectrum position improvement via AT&T breakup, VZ spectrum swap
- Metro PCS deal with USD 6-7bn synergies
- Handset parity in comparison to other carriers
- Launch of new differentiating Un-Carrier strategy
- Self funding platform approach

REVENUE DEVELOPMENT (\$BN)



ADJ. EBITDA DEVELOPMENT (\$BN)



1) Figures as of Q3/2014

SEGMENT VIEW: EUROPE

FACTS¹

- Operations in 12¹ European countries (ex. Germany, UK)
- 56mn mobile customers, including almost 26mn contract subscribers
- Almost 5mn broadband lines
- >3.6mn TV customers
- 53k FTEs (employees)

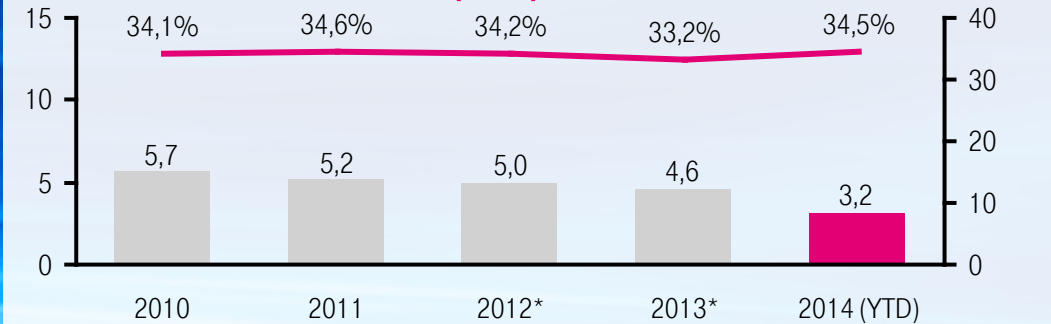
HIGHLIGHTS

- In most markets No. 1 or No. 2 player
- Network cooperation in Poland, Czech Rep., Netherlands, Austria
- Successful restructuring of OTE
- Acquisition of GTS Central Europe, a top infrastructure based B2B ICT provider in Poland, Czech Rep., Hungary, Romania approved. Operational integration in PL & CZ completed in Oct 2014.
- Revenue cost transformation ongoing

REVENUE DEVELOPMENT (€BN)



ADJ. EBITDA DEVELOPMENT (€BN)



1) Figures as of Q3/2014

*After restatement



STRATEGY UPDATE:

DEUTSCHE TELEKOM – LEADING TELCO



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DT STRATEGY

LEADING EUROPEAN TELECOMMUNICATIONS PROVIDER

LEADING TELCO

INTEGRATED
IP NETWORKS

BEST
CUSTOMER
EXPERIENCE

WIN WITH
PARTNERS

LEAD IN
BUSINESS



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KEY MESSAGES

DEUTSCHE TELEKOM – LEADING TELCO

INTEGRATED IP NETWORKS ACROSS EUROPEAN FOOTPRINT

- DT with clear game plan to finish All-IP migration YE2018
- Clear Advantages: Market agility, efficiency, costs
- DT as strong integrated player in >70% of its European assets

BEST CUSTOMER EXPERIENCE

- DT with the best network
- DT with an integrated product portfolio
- DT with the best customer service

WIN WITH PARTNERS

- Concentrate in house innovation on areas of strength
- Set up of a partner system for innovative services – “Steckerleiste”
- DT as a platform for third-party providers

LEAD IN BUSINESS

- TSI 2015+: Restructuring/refocusing on scalable, platform based IT products
- Target to be No.1 or 2 in B2C and B2B in each market
- Strengthening B2B in Europe/German SME initiative

GENERATION OF STAKEHOLDER VALUE

- DT as frontrunner and think tank in integrated network strategy and All-IP
- Superior business model, leading to better margins and returns
- Thereby generating value for our stakeholders!



INTEGRATED IP NETWORKS



INTEGRATED
IP NETWORKS

BEST
CUSTOMER
EXPERIENCE

WIN WITH
PARTNERS

LEAD IN
BUSINESS

ALL-IP TRANSFORMATION

- Future-proof **IP platform with focus on customer** and faster installation of services
 - **More cost-effective production** (Example Macedonia: OPEX savings: EUR 10/customer/year)
-  >2 million customers migrated YE13
-  >2.7 million IP accesses YE13





**TARGET:
TRANSFORMATION
COMPLETED BY 2018**

PAN-EUROPEAN NETWORK

- DT as **technology front runner in Europe**: design of a common European production model
- Based on a transformed **IP network**
- Advancing **virtualization** of individual **network components**

**TARGET:
TECHNOLOGY FRONT RUNNER
START PAN-NET SET UP BY
2015**

INTEGRATED NETWORK STRATEGY

- **LTE roll-out:**
 -  85% Pop Coverage YE16
 -  50-85% Pop Coverage YE17
- **Fixed Broadband Rollout:**
 -  >24 million households covered YE16 with FTTC/Vectoring
 -  >9 million households covered YE16 with FTTX (partly comb. with Vectoring)

**TARGET:
€6.5 BN NETWORK INVEST
IN D/EU 2014-2017**



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BEST CUSTOMER EXPERIENCE

INTEGRATED
IP NETWORKS

BEST
CUSTOMER
EXPERIENCE

WIN WITH
PARTNERS

LEAD IN
BUSINESS

BEST NETWORK

- **Best network quality** at home or on the move
- **Top speed** in all networks
- **LTE:** Speed up to **300 Mbit/s** (LTE advanced)
- **FTTC & vectoring:** up to **100 Mbit/s** download, upload **40 Mbit/s**
- **Hybrid network** (fiber + LTE): up to **250 Mbit/s** download, upload up to **90 Mbit/s**

TARGET:
**NO.1 IN NETWORK COVERAGE,
STABILITY & BANDWIDTH**

INTEGRATED PRODUCTS

- **Integrated products/services** for fixed/mobile communications **from a single source**
- **Hybrid routers** for the combination of optical fiber/LTE (up to 250 Mbit/s)
- Converged **package rates** for fixed network/mobile/TV/partner services
- Customers benefit from **simplicity and increased performance**

TARGET:
**MARKET LAUNCH
INTEGRATED PRODUCTS 2014**

BEST CUSTOMER SERVICE

- **Easy and fast** service for the **best customer experience**
- Consistent customer experience across **all channels**
- Strengthening **online channels**
- Customers can carry out **service processes flexibly** themselves
- **Integrated view** of our customer data
- **Best Telco** in TRIM-Score

TARGET:
**NO. 1/2 IN CUSTOMER
PERCEPTION**



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WIN WITH PARTNERS

INTEGRATED
IP NETWORKS

BEST
CUSTOMER
EXPERIENCE

WIN WITH
PARTNERS

LEAD IN
BUSINESS

“STECKERLEISTE”

- Set up **partner system for innovative services** (“power strip”): state-of-the-art services for customers by **working with partners** (e.g. Spotify)
- **EU-wide connection** of services in the DT product portfolio
- **DT “preferred telco”** for OTT partners (security, technical integration, onboarding process, marketing, etc)

**TARGET:
PARTNER INTEGRATION
WITHIN 3 MONTHS**

NEW GENERATION TV

- Best **HD-offering&Premium-Contents**
- Live (multi-cast) and on-demand-Contents **on all screens**
- delivered **via IPTV/DVB**, in addition **OTT-partner contents**
- **Social media integration** and interactivity on all devices
- **Personalized** recommendations

**TARGET:
10 M TV-CUSTOMERS
2017 (GERMANY/EU)**

PLATFORM-BASED BUSINESS

DT as a platform for third-party providers

Current examples:

- **Qivicon**/smart home
- Publishing platform/Tolino
- **Intelligent networks** (connected car, e-health, smart energy)
- **M2M/Industry4.0-solutions**
- **Payment/MyWallet**

**TARGET:
BUILD OUT PLATFORMS FOR
INNOVATIVE SOLUTIONS**



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LEAD IN BUSINESS

INTEGRATED
IP NETWORKS

BEST
CUSTOMER
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LEAD IN
BUSINESS

T-SYSTEMS 2015+

- Restructuring of IT business to focus on **scalable, platform-based IT products** (standardized IT)
- Focus on **digital innovation areas**: scalable solutions from the areas of **cloud, security, big data, M2M**, etc.

TARGET: ≈50% TSI REVENUE THROUGH STANDARDIZED IT PRODUCTS (FROM 2017)

STRENGTHENING B2B IN EUROPE

- **Focussed expansion** of mobile-centric countries to include fixed network products
 - Europe: **Strengthening of market position** in B2B segment
- Initial implementation successes:
- **GTS¹** strengthening B2B in Eastern Europe
 - TSI CZ integrated in **T-Mobile CZ**

TARGET: ICT REVENUE GROWTH ≈20% IN EU (2012-2015 CAGR)

GERMAN SME INITIATIVE

- Focus on **SME growth market: Expansion of IT market share**
- **Extended product portfolio** (also through partners) with focus on cloud, security, convergent products, collaboration
- **New “go-to-market” initiatives**: central order center and partner networks for sales

TARGET: +€600 M IT-REVENUE IN SME (UNTIL 2018 IN GERMANY)



1) GTS acquisition pending EC clearance



LEAD IN BUSINESS – TSI 2015+ FASTER STRATEGY EXECUTION

INTEGRATED
IP NETWORKS

BEST
CUSTOMER
EXPERIENCE

WIN WITH
PARTNERS

LEAD IN
BUSINESS

CHANGING ENVIRONMENT



- Increased competitive intensity especially in classical ICT and commoditized cloud services leads to massively increasing price pressure in the market – e. g. Indian operators are gaining ground in Europe with aggressive pricing models



- Standardized solutions & products from the SMB sector are quickly penetrating the enterprise market – pushing for lower prices and more automation



- Our customers expect more innovative solutions for their business – so the focus is not only on our customers, but increasingly also on our customers' customers

TRANSFORM OUR BUSINESS MODEL

STOP
UNPROFITABLE OFFERINGS

TRANSFORMATION & ACCELERATED
PERSONNEL RESTRUCTURING

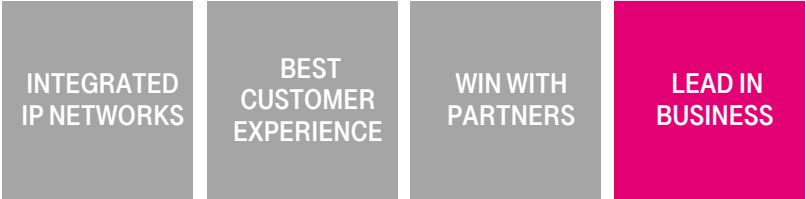
EXPAND & SCALE OUR
BUSINESS MODEL AND GROW



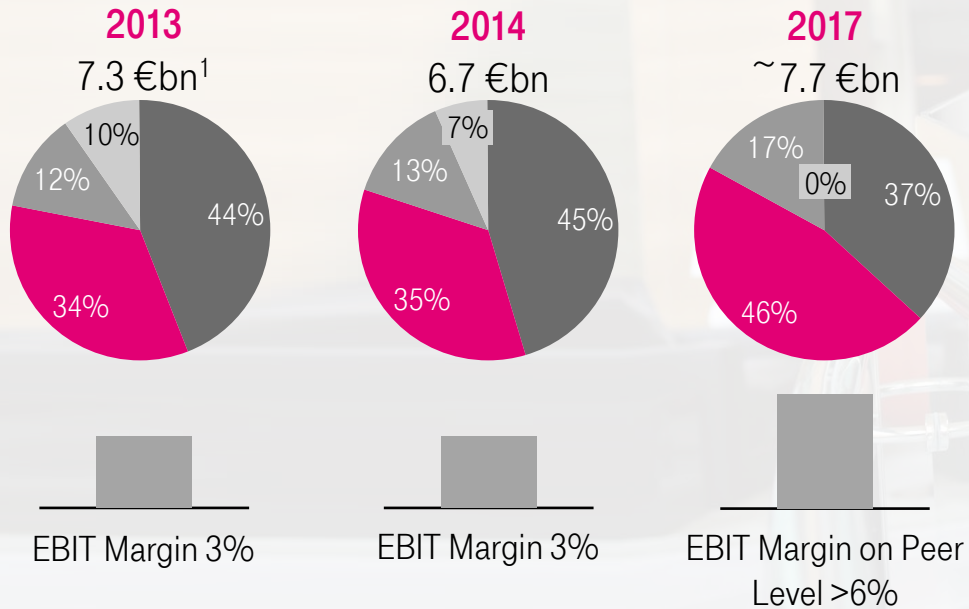
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LEAD IN BUSINESS – TSI 2015+

REVENUE PROFILE AND PROFITABILITY



REVENUE DISTRIBUTION TSI MARKET UNIT



Revenue share generated by **growth areas increases** from **one third** to **nearly half** of the total revenue

- Scalable IT and TC services; Transformation & integration
- Classical ICT services (MAKE)
- Classical ICT services (BUY)
- Stop offering



1) restated for ICSS/GNF/CZ

OUR FINANCE STRATEGY – PROVEN AND STILL VALID

EQUITY

Reliable Shareholder
Remuneration policy

Dividend¹

- FY 2013: €0.50
- FY 2014: €0.50
- FY 2015: re-visit

Attractive option:
dividend in kind

STRATEGY LEADING TELCO

INTEGRATED
IP NETWORKS

BEST
CUSTOMER
EXPERIENCE

WIN WITH
PARTNERS

LEAD IN
BUSINESS

VALUE CREATION: ROCE > WACC

- 1 EFFICIENCY MANAGEMENT** – Reduce costs by “target costing” and increase ROCE above cost of capital
- 2 PORTFOLIO MANAGEMENT** – Deliver on preferred business model (integrated + B2C/B2B) and value generation
- 3 RISK MANAGEMENT** – Maintain low risk country portfolio
- 4 FAST TRANSFORMATION** – Support fast IP migration and transform network infrastructure

DEBT

Undisputed access to
debt capital markets

- **Rating:** A-/BBB
- **Net debt/adj. EBITDA:** 2 – 2.5x
- **Equity ratio:** 25 – 35%
- **Liquidity reserve:** covers maturities of coming 24 months

1) Subject to resolutions of the relevant bodies and the fulfillment of other legal requirements

GUIDANCE¹

	2013 RESULTS		GUIDANCE 2014	AMBITION 2015
€ bn	Reported	Pro forma ²		
Revenue	60.1	60.9	Slight growth³	Growing
Adj. EBITDA	17.4	17.6	flat around 17.6⁴	Growing
FCF	4.6	4.6	around 4.2	Slight growth
SHAREHOLDER REMUNERATION POLICY⁵				
Unchanged				
<ul style="list-style-type: none"> ▪ 2013/2014: 0.5 € per share ▪ 2015: re-visit 				

1) Guidance based on constant exchange rates and no further changes in the scope of consolidation 2) Adjusted for changes in the scope of consolidation 3) Versus 2013 pro forma 4) Excl. Scout, which contributed 0.1 bn of EBITDA in 2013
5) Subject to resolutions of the relevant bodies and the fulfillment of other legal requirements



REVIEW Q3/14

LEADING EUROPEAN TELCO: KEY ACHIEVEMENTS IN Q3

KEY ACHIEVEMENTS

- LTE (79% POP coverage) and fiber roll out (40% Household coverage) continuing in Germany. Europe: 1.9k LTE-sites (+19%) added in Q3.
- All-IP migration: Europe achieves IP-Share of 35%. IP lines in Germany doubled versus year ago to 3.7 million.
- Germany: Mobile market with improved service revenue trends (-1.0%)¹. Deutsche Telekom continues to outperform mobile market (-0.1%). Broadband net adds (-20k) and line losses (-193k) seasonally impacted by higher churn but trend improvement vs. prior year continues. Fiber net adds (+225k) almost doubled vs. last year. TV: +59k. Ongoing strong adj. EBITDA margin of 41.6%.
- US: Record branded postpaid customer additions (1,379), postpaid phone ARPU stabilized, US\$ revenue with 8.8% growth
- Europe: Improved revenue trends and ongoing focus on profitability: adj. EBITDA +1.3%, margin of 35.7%

Q3 FINANCIAL HIGHLIGHTS

- Group revenue growth of 0.8% to €15.6 billion
- Adj. EBITDA of €4.6 billion (-1.8%) – on track to deliver on guidance
- FCF of €1.1 billion in line with FY guidance
- Financial guidance for FY 2014 confirmed

1) Based on management estimates



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9M/14: KEY FIGURES

€ mn	Q3			9M		
	2013	2014	Change	2013	2014	Change
Revenue	15,525	15,648	0.8%	44,467	45,656	2.7%
Adj. EBITDA	4,659	4,575	-1.8%	13,364	13,125	-1.8%
Adj. net profit	823	800	-2.8%	2,400	2,023	-15.7%
Net profit	588	506	-13.9%	1,682	3,034	80.4%
Adj. EPS (in €)	0.18	0.17	-5.6%	0.55	0.45	-18.2%
EPS (in €)	0.14	0.11	-21.4%	0.39	0.68	74.4%
Free cash flow ¹	1,427	1,125	-21.2%	3,574	3,157	-11.7%
Cash capex ²	2,260	2,493	10.3%	6,415	6,755	5.3%
Net debt (in € bn)	39.7	41.8	5.2%	39.7	41.8	5.2%

1) Free cash flow before dividend payments and spectrum investment and before effects in connection with the AT&T transaction and compensation payments for MetroPCS employees

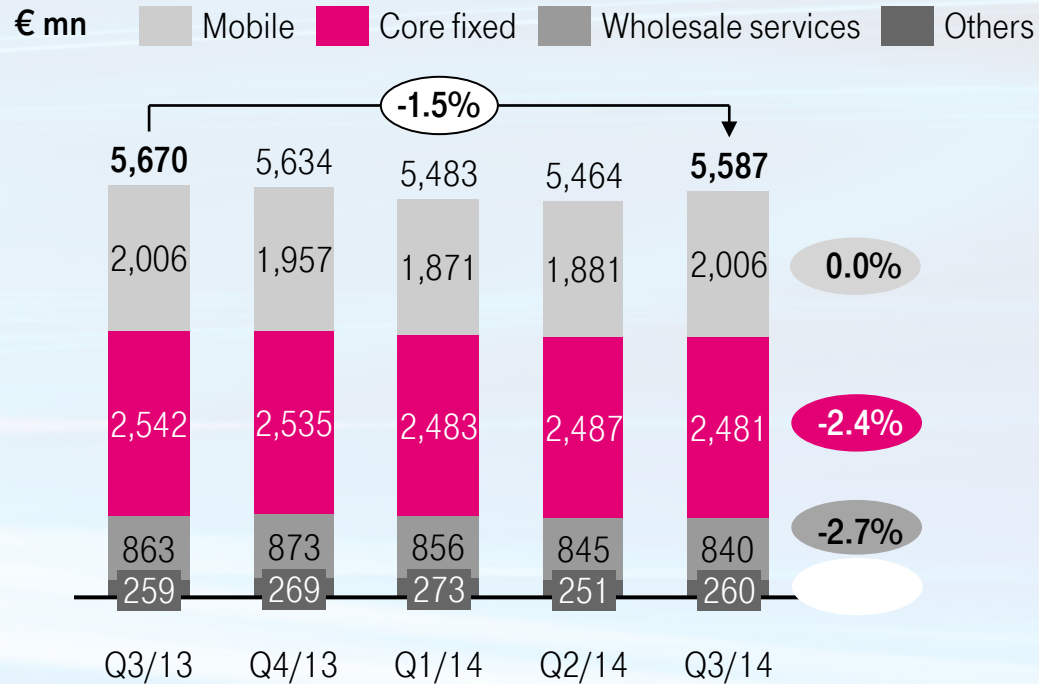
2) Before spectrum payments. Q3/13: €118 million; Q3/14: 91 million; 9M/13: €1,185 million; 9M/14: €1,972 million



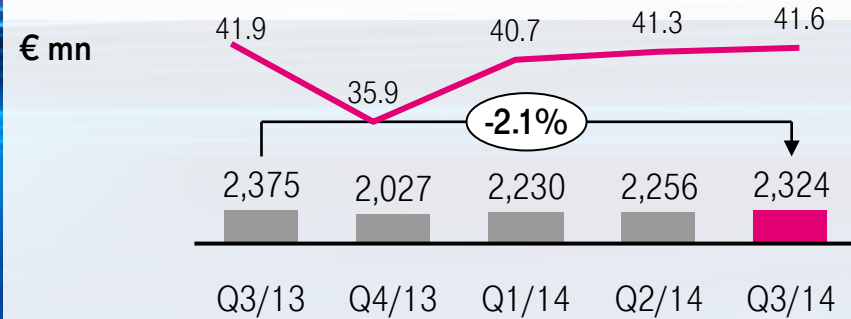
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GERMANY: CONTINUED SOLID MARGIN AND REVENUE TRENDS

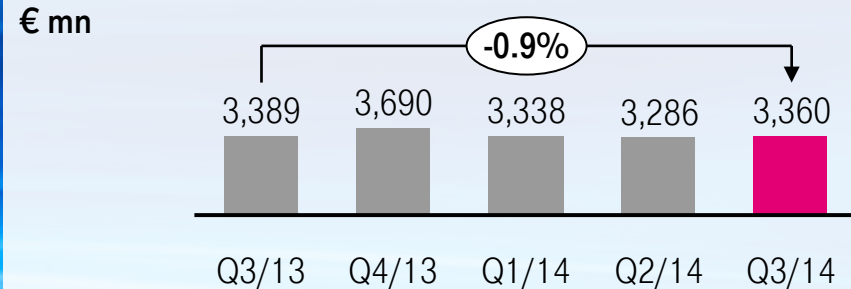
REVENUE



ADJ. EBITDA AND MARGIN (IN %)

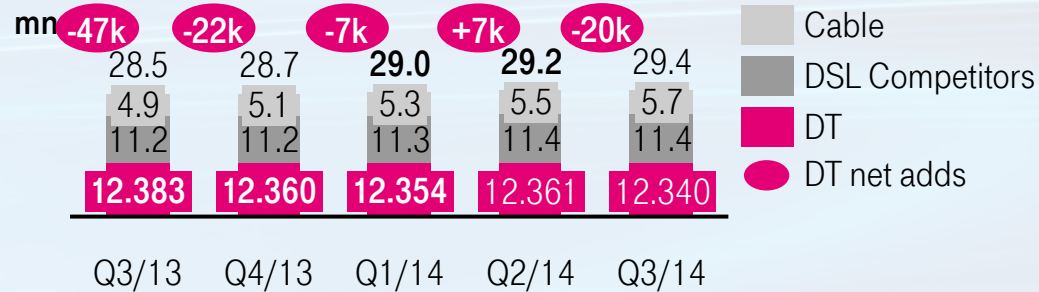


ADJ. OPEX

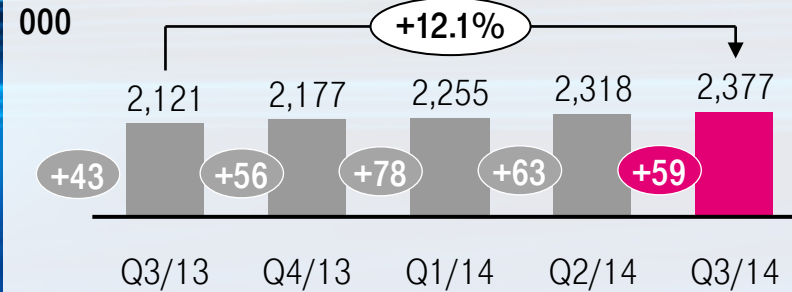


GERMANY FIXED: LINE LOSSES -24%YOY FOR THE 2ND CONSECUTIVE QUARTER. FIBER NET ADDS ALMOST DOUBLED

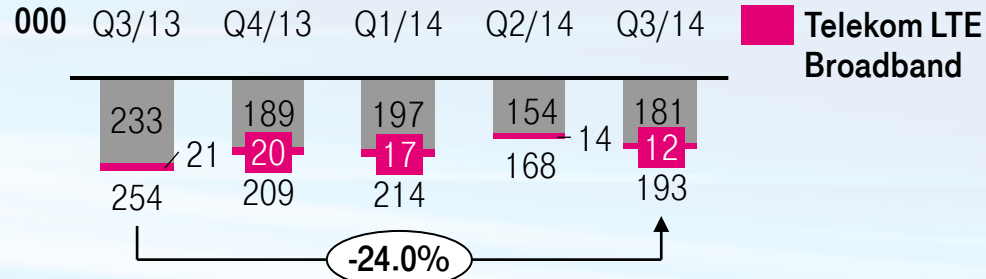
GERMAN BROADBAND MARKET¹



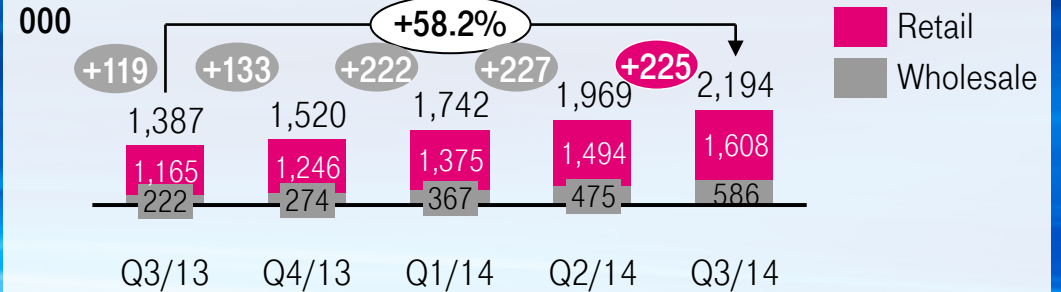
ENTERTAIN CUSTOMERS



LINE LOSSES



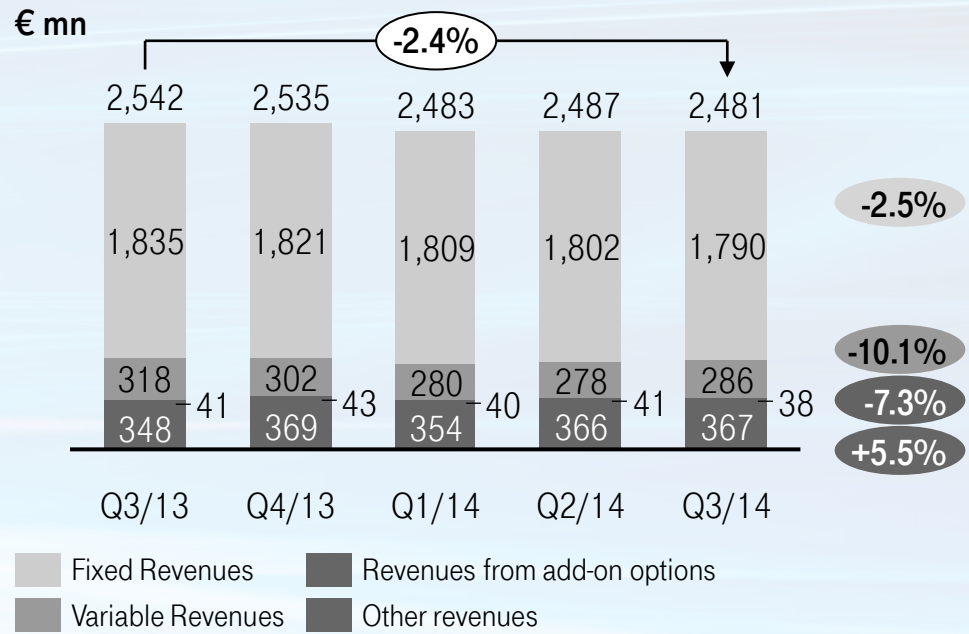
FIBER CUSTOMERS²



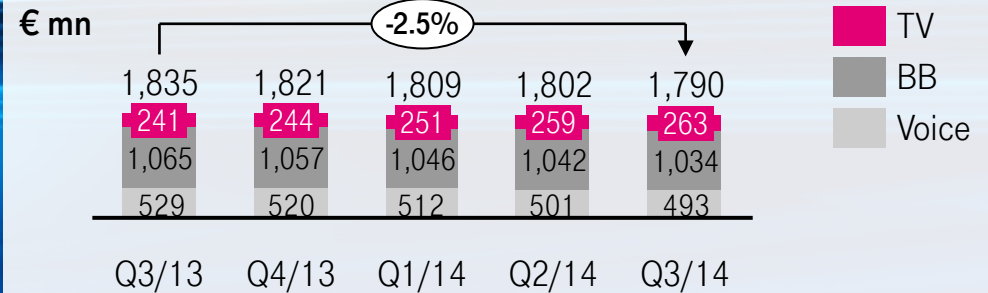
1) Based on management estimates 2) Sum of all FTTx accesses (e.g. FTTC/VDSL, Vectoring and FTTH)

GERMANY FIXED: CONTINUED SOLID REVENUE TREND IN CORE FIXED NETWORK

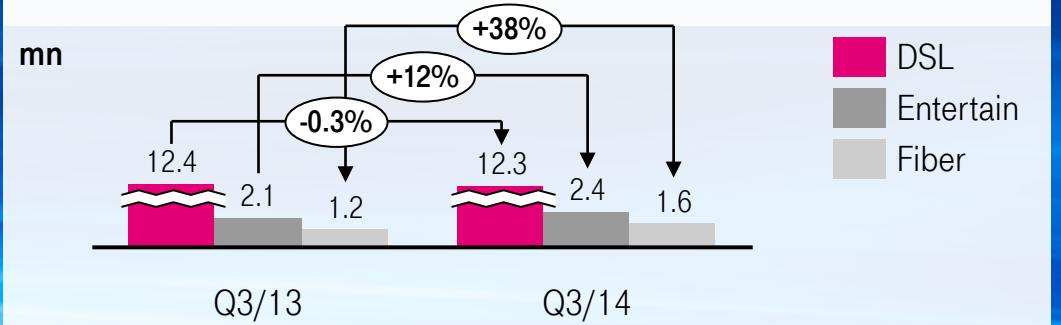
FIXED NETWORK REVENUE (CORE FIXED)



FIXED REVENUES (FIXED LINE)



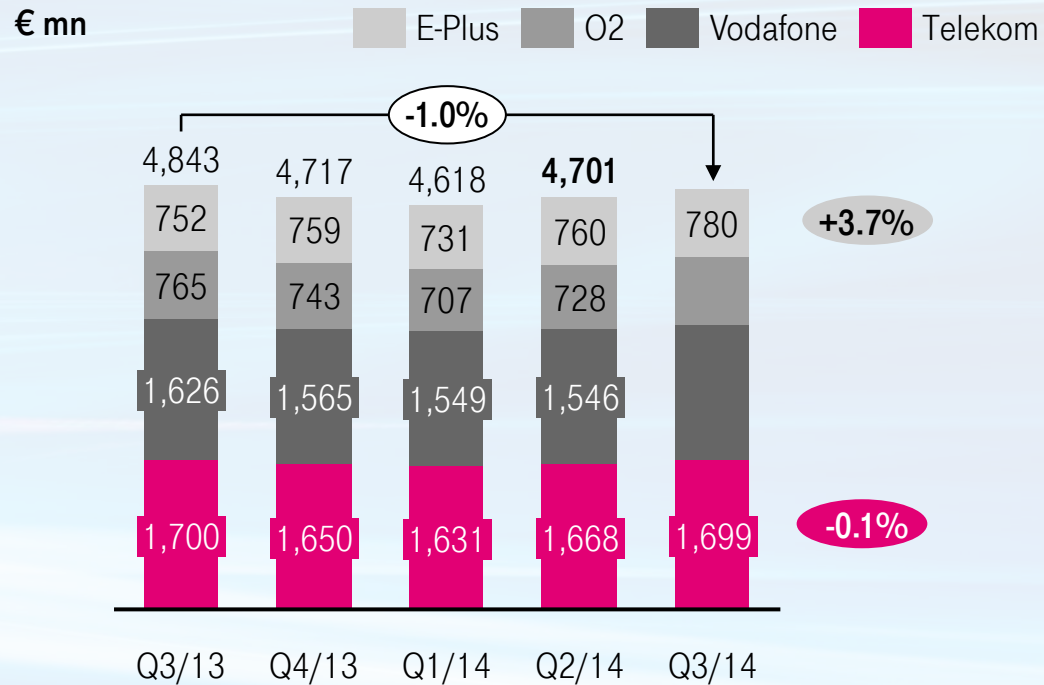
RETAIL UPSELL STRATEGY ACCESS



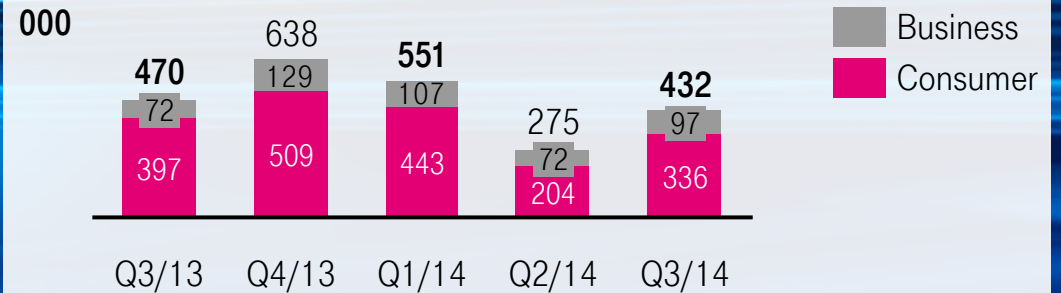
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GERMANY MOBILE: DT CONTINUES TO OUTPERFORM MARKET

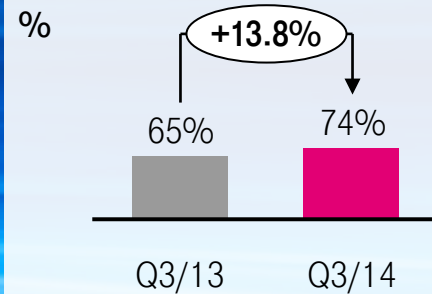
GERMAN MOBILE MARKET SERVICE REVENUE¹



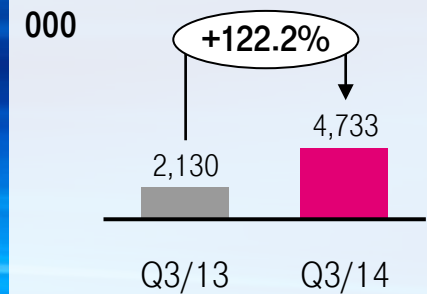
CONTRACT NET ADDS



SMARTPHONE PENETRATION²



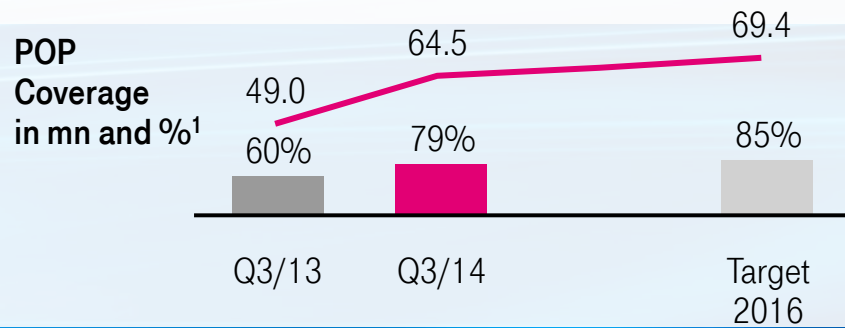
LTE CUSTOMERS³



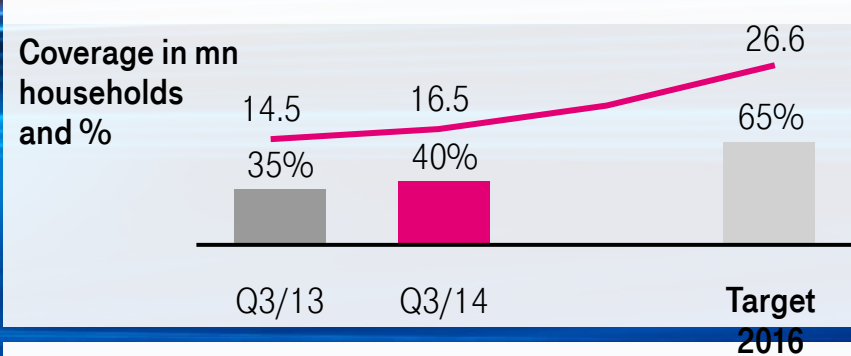
1) Based on management estimates 2) Of own branded retail customers 3) Customers using a LTE-device and tariff plan including LTE

GERMANY: INTEGRATED NETWORK ROLLOUT AND ALL-IP MIGRATION ON TRACK

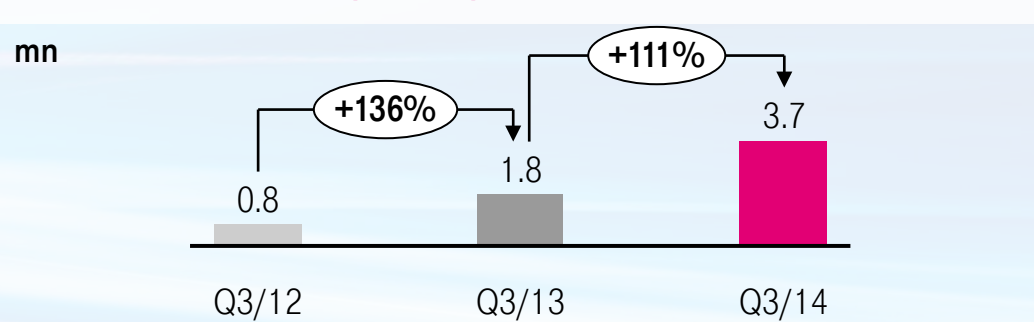
INS- STATUS LTE ROLLOUT



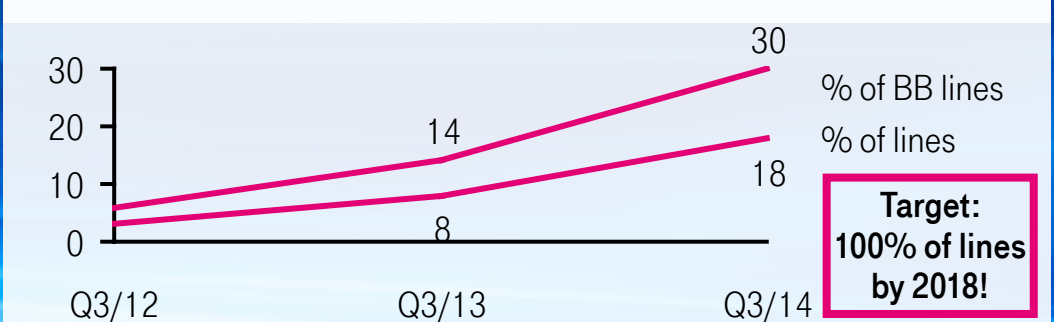
INS- STATUS FIBER ROLLOUT²



STATUS IP ACCESSES (RETAIL)



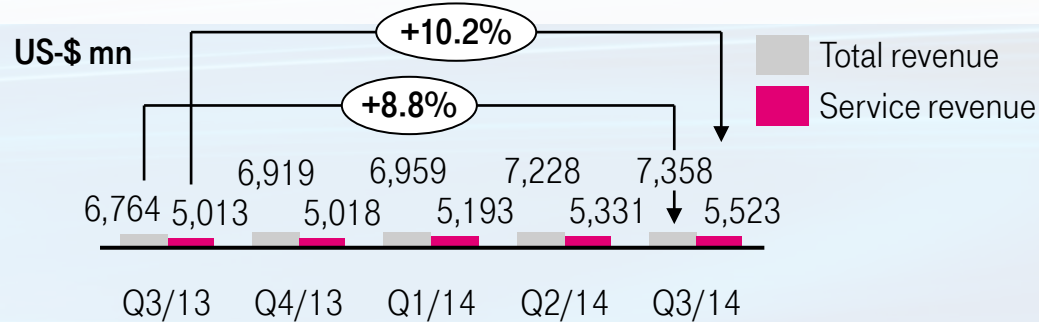
STATUS IP ACCESSES (RETAIL)



1) outdoor coverage 2) in % of households within fixed network coverage in Germany

TMUS: RECORD BRANDED POSTPAID CUSTOMER GROWTH QUARTER

REVENUE AND SERVICE REVENUE

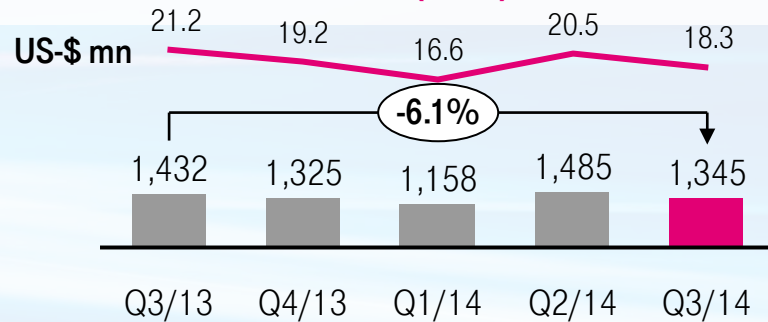


NET ADDITIONS

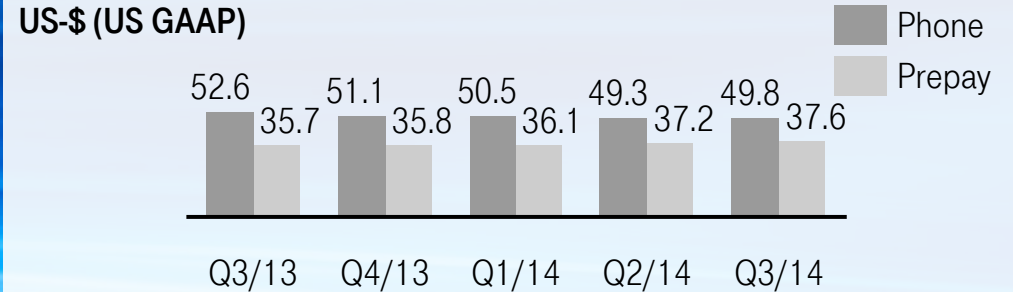
in 000

Total net adds	Q3/13	Q4/13	Q1/14	Q2/14	Q3/14
	1,023	1,645	2,391	1,470	2,345
BranDED:					
▪ Postpaid	648	869	1,323	908	1,379
▪ Prepay	24	112	465	102	411
Wholesale ¹	351	664	603	460	555

ADJ. EBITDA AND MARGIN (IN %)



BRANDED CUSTOMERS: POSTPAID PHONE AND PREPAY ARPU

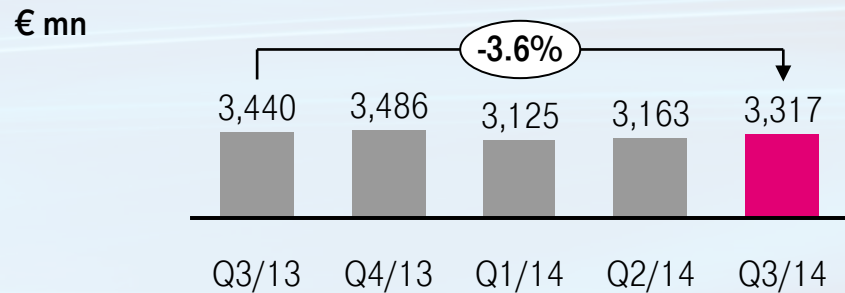


1) Wholesale includes MVNO and machine-to-machine (M2M). Amounts may not add up due to rounding.

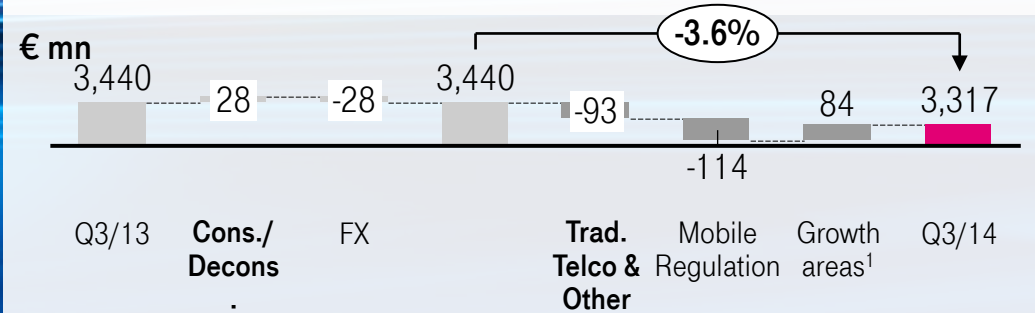


EUROPE: STRONG MARGIN AS A RESULT OF RADICAL FOCUS ON COST TRANSFORMATION

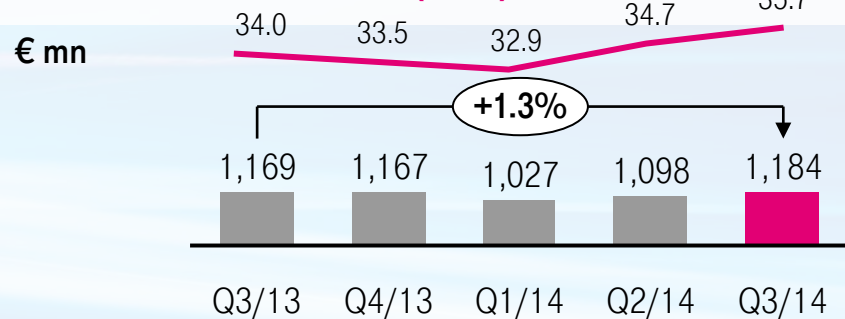
REVENUE AS REPORTED



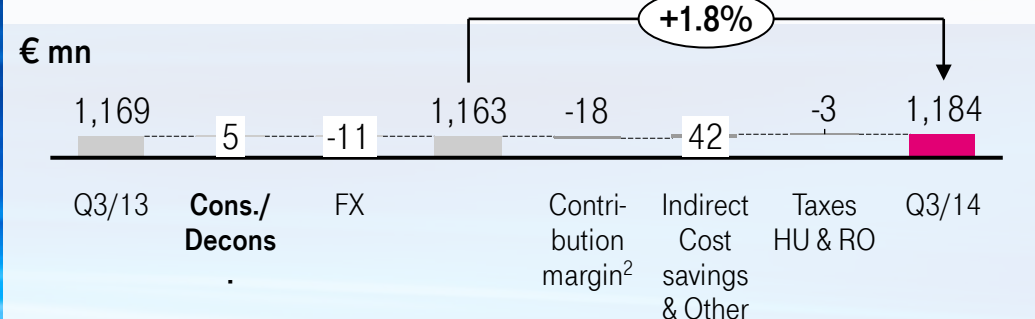
ORGANIC REVENUE DEVELOPMENT



ADJ. EBITDA AND MARGIN (IN %) AS REPORTED



ORGANIC ADJ. EBITDA DEVELOPMENT



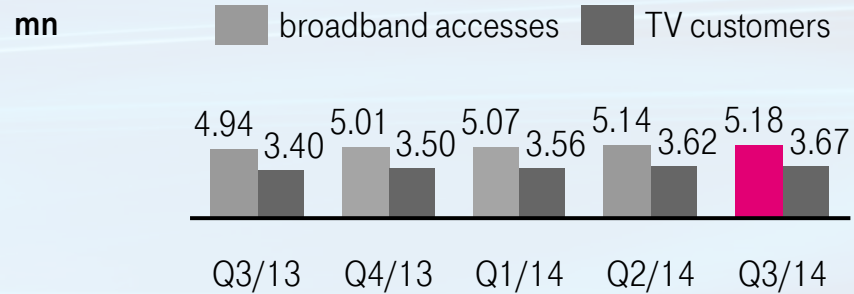
1) Mobile Data, Pay TV & fixed broadband, B2B/ICT, adjacent industries (online consumer services, energy and other) 2) Total Revenues - Direct Cost



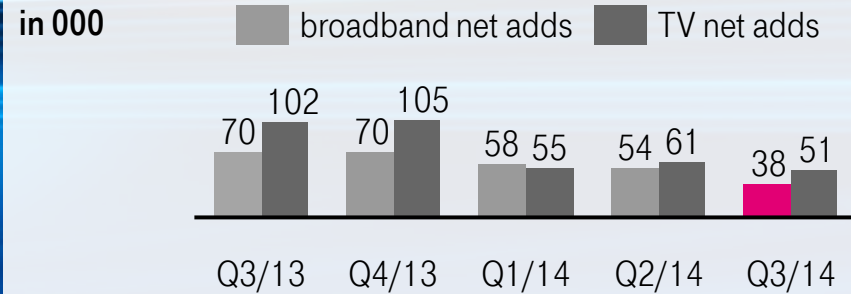
LIFE IS FOR SHARING.

EUROPE: CONTINUED MOMENTUM IN MOBILE AND FIXED KEY GROWTH AREAS

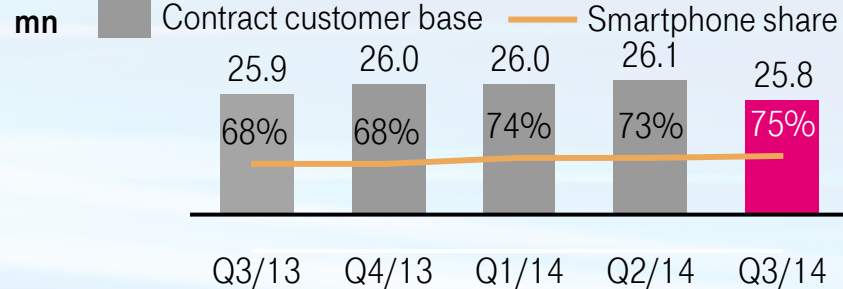
POCKETS OF GROWTH - BROADBAND AND TV¹



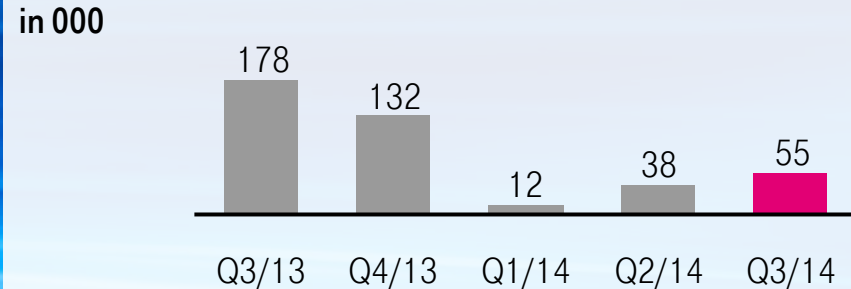
NET ADDS - BROADBAND AND TV¹



POCKETS OF GROWTH - MOB. CONTRACT AND SMARTPHONES¹



NET ADDS - MOBILE CONTRACT¹

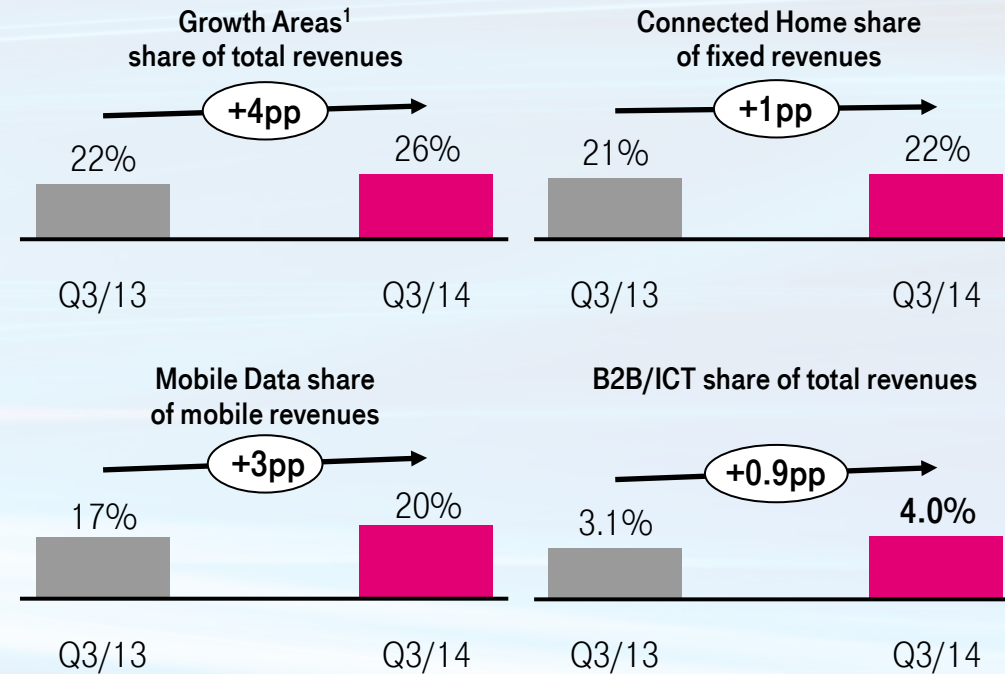


¹) incl. business customers shifted to T-Systems in Hungary as of 1.1.2011. Smartphone share w/o AL and Bulgaria based on purchased devices. TV figures include DiGi Slovakia as of 1. September 2013 (not counted as net adds). The customers of our companies in Bulgaria and Online in the Netherlands are no longer included in the Europe operating segment since August 1, 2013 and January 2, 2014 respectively following the sale of the shares held in the companies. They have been eliminated from the historical customer figures to improve comparability. Total contract customer count in Q3 negatively impacted by sale of Simpel (NL) and the bankruptcy of a service provider in A (-282k). Net adds adjusted for these effects. GTS included in BB base as of May 30, 2014.

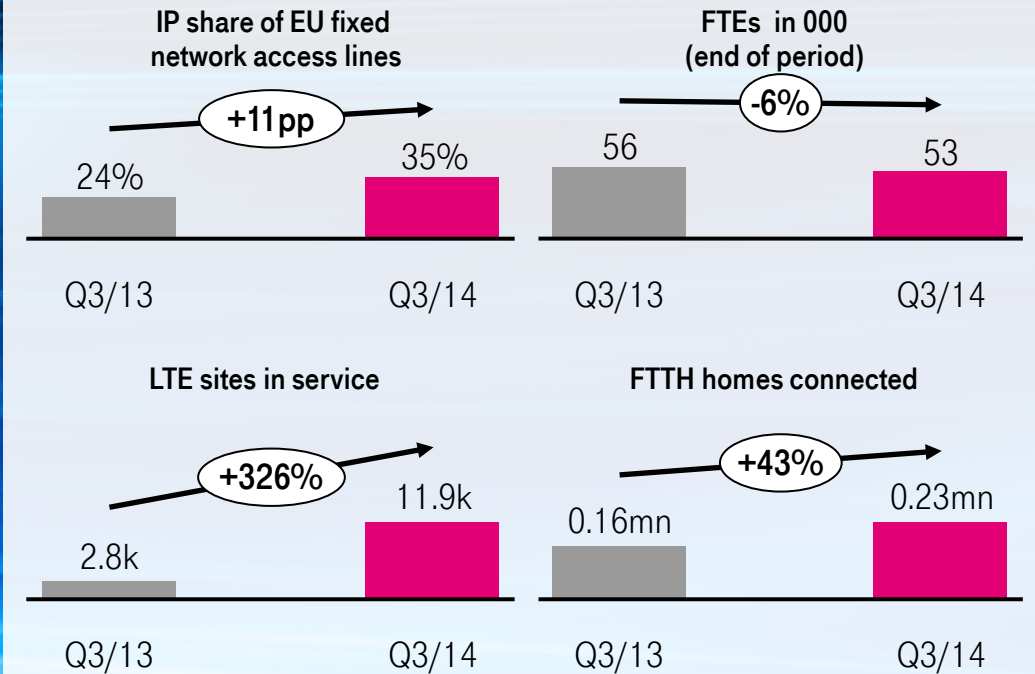


EUROPE: SUCCESSFUL REVENUE AND COST TRANSFORMATION

REVENUE TRANSFORMATION



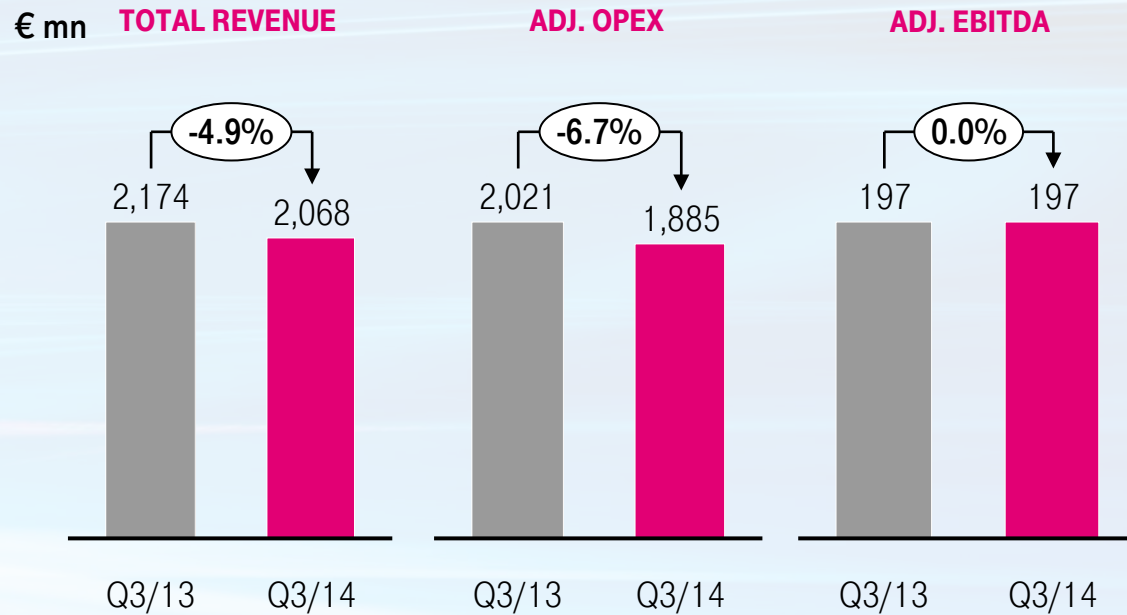
TECHNOLOGY AND COST TRANSFORMATION



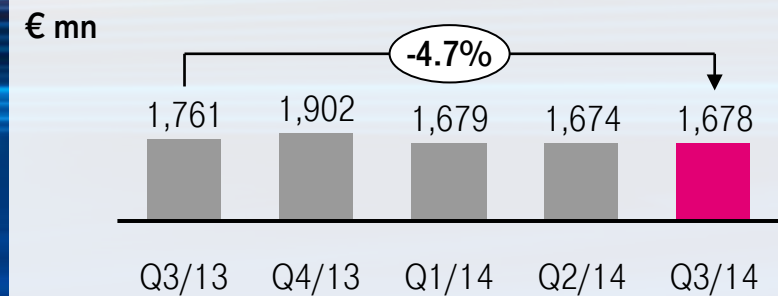
1) Mobile Data, Pay TV & fixed broadband, B2B/ICT, adjacent industries (online consumer services, energy and other)

SYSTEMS SOLUTIONS: COST REDUCTION MEASURES BEAR FIRST FRUIT

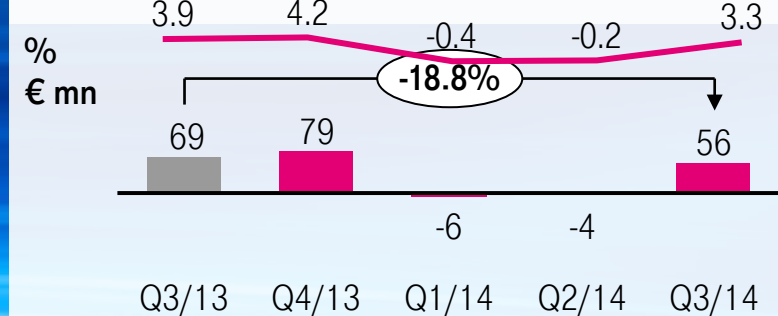
T-SYSTEMS FINANCIALS AS REPORTED



REVENUE MARKET UNIT

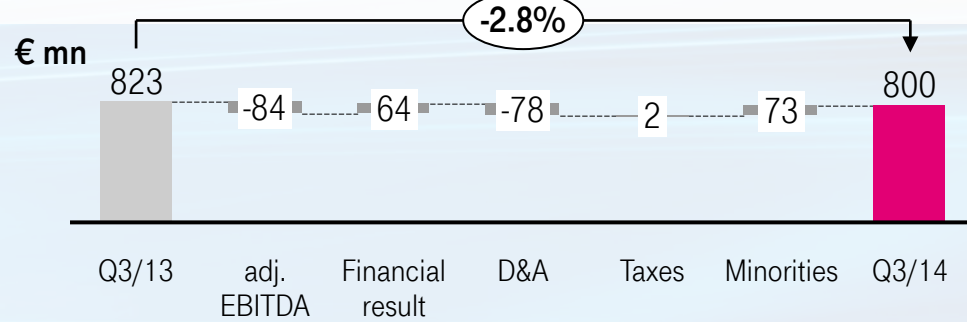


ADJ. EBIT AND MARGIN MARKET UNIT

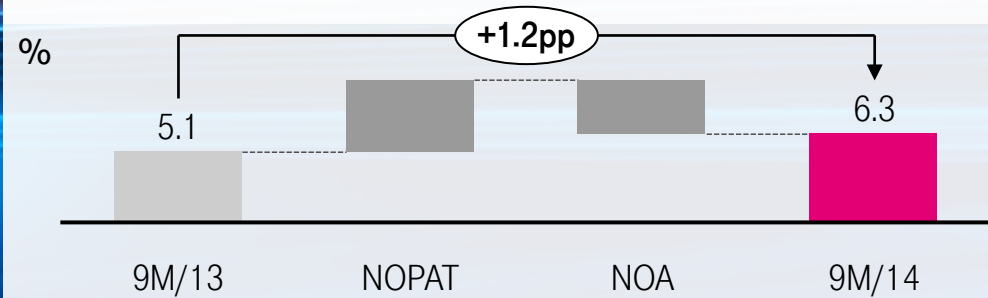


FINANCIALS: FCF IN LINE WITH FY TARGET

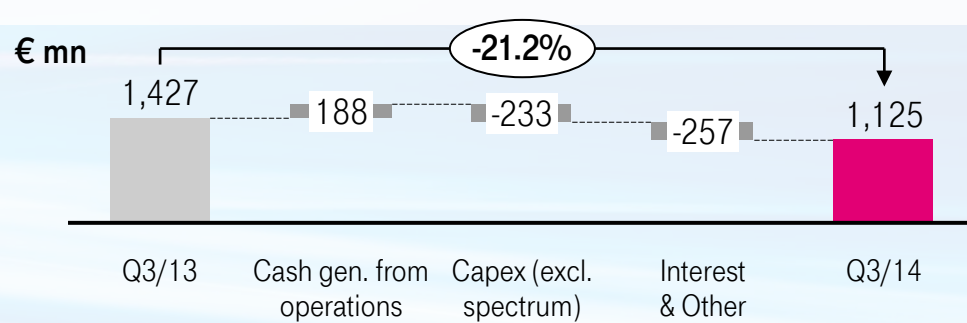
ADJ. NET INCOME



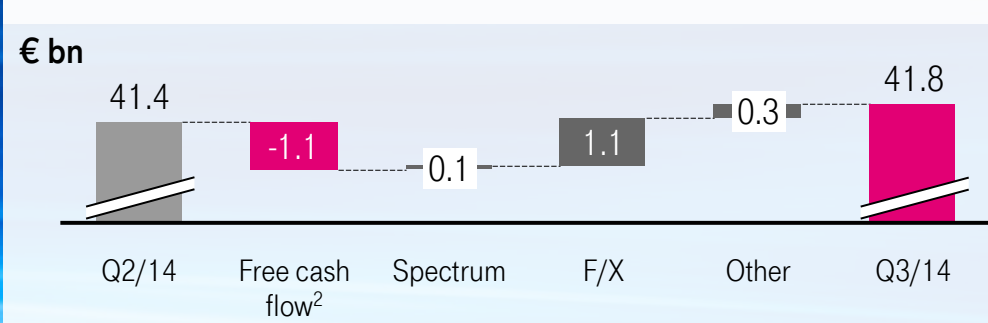
ROCE DEVELOPMENT²



FREE CASH FLOW¹



NET DEBT DEVELOPMENT



1) Free cash flow before dividend payments, spectrum investment 2) includes book gain on sale of Scout24



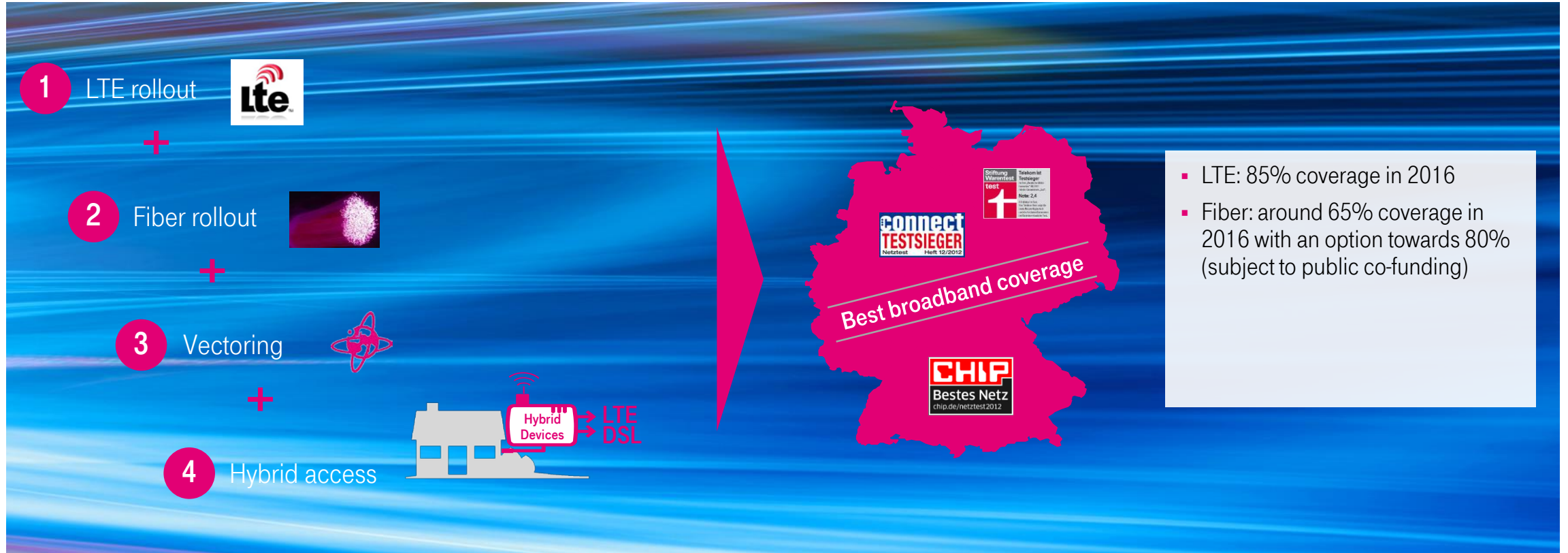
FINANCIALS: BALANCE SHEET RATIOS WITHIN TARGET RANGES

€ bn	30/09/2013	31/12/2013	31/03/2014	30/06/2014	30/09/2014
Balance sheet total	115.3	118.1	117.3	118.0	125.0
Shareholders' equity	32.0	32.1	32.8	32.5	34.0
Net debt	39.7	39.1	38.0	41.4	41.8
Net debt/Adj. EBITDA ¹	2.3	2.2	2.2	2.4	2.4
Equity ratio	27.8%	27.1%	27.9%	27.5%	27.2%
Comfort zone ratios					
Rating: A-/BBB	●				
2 – 2.5x net debt/Adj. EBITDA	●				
25 – 35% equity ratio	●				
Liquidity reserve covers redemption of the next 24 months	●				
Current rating					
Fitch:	BBB+ stable outlook				
Moody's:	Baa1 stable outlook				
S&P:	BBB+ stable outlook				

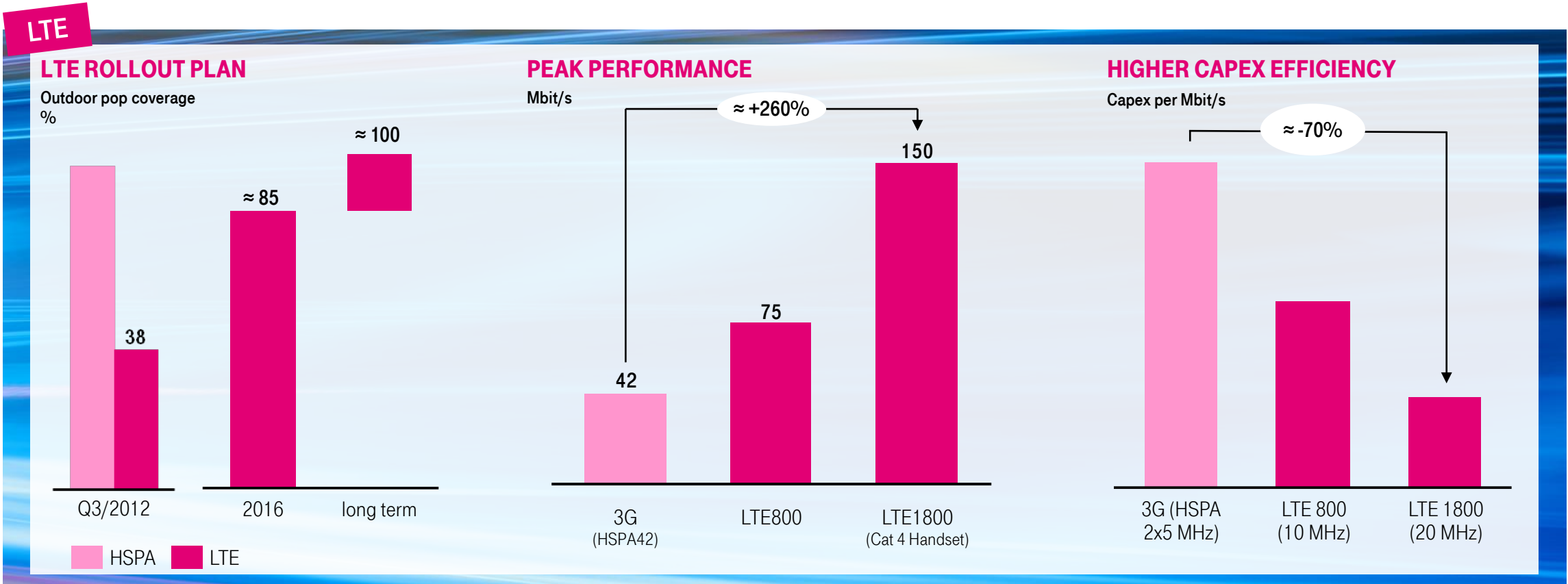
1) Ratios for the interim quarters calculated on the basis of previous 4 quarters.

BACKUP

GERMANY: INTEGRATED NETWORK STRATEGY – OBJECTIVE: TO STABILIZE REVENUES FROM 2014!



GERMANY: CAPEX EFFICIENT AND RAPID ROLLOUT OF BEST-IN-CLASS LTE NETWORK

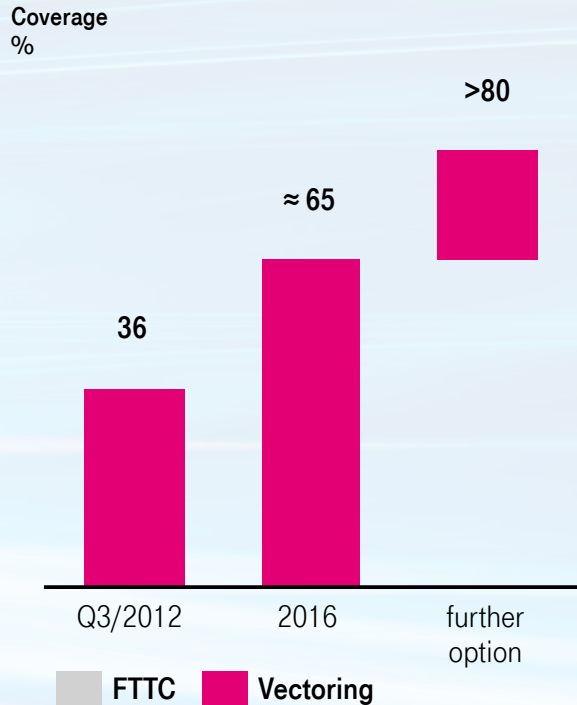


LIFE IS FOR SHARING.

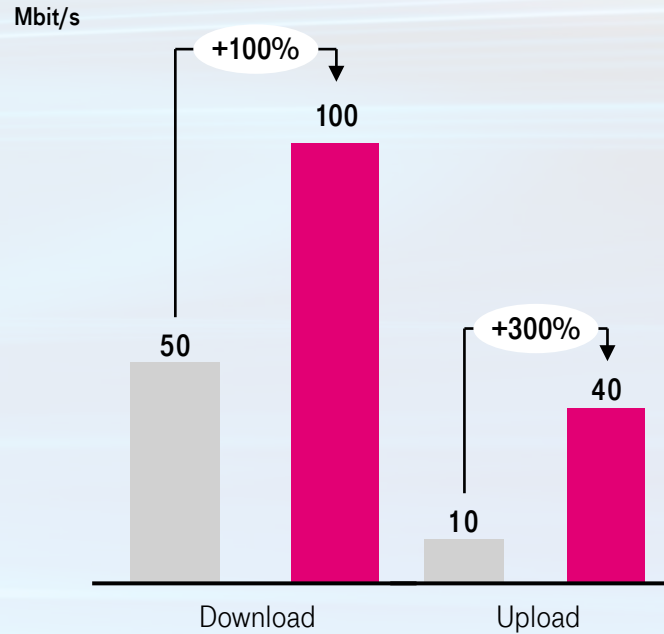
GERMANY: FIBER UPGRADE OF FIXED NETWORK IN COVERAGE & SPEED IS A SMART MOVE TO FTTH

Fiber

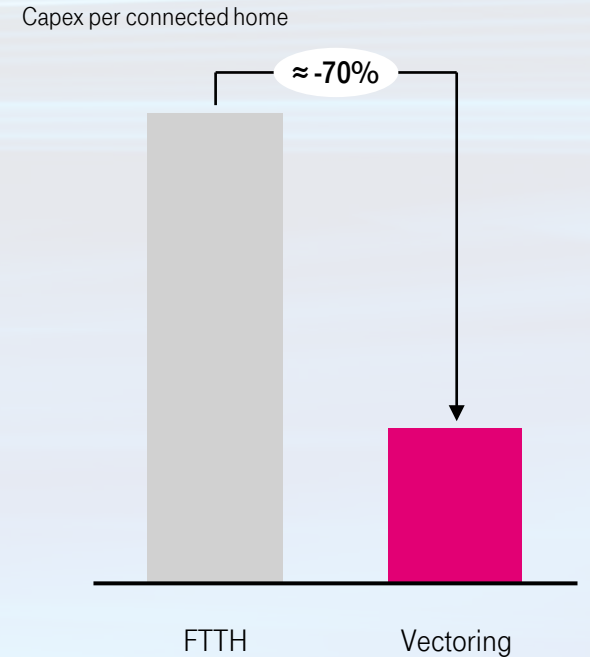
FIBER ROLLOUT PLAN



VECTORING PERFORMANCE UPGRADE¹



HIGHER COVERAGE WITH LOWER CAPEX



1) with short distribution cable length



LIFE IS FOR SHARING.

GERMANY: HYBRID REVOLUTION THROUGH COMBINATION OF FIXED AND MOBILE FOR SUPERIOR SPEED EXPERIENCE

Hybrid

SUPERIOR OFFERING FOR CUSTOMERS...

Speed up your access @ home

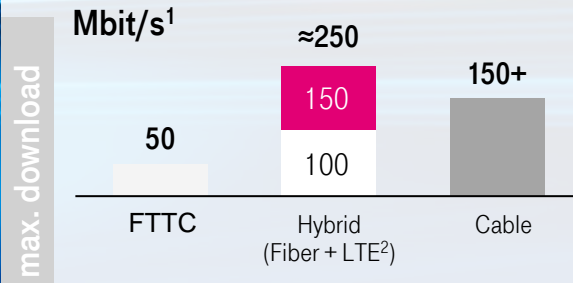


Fixed

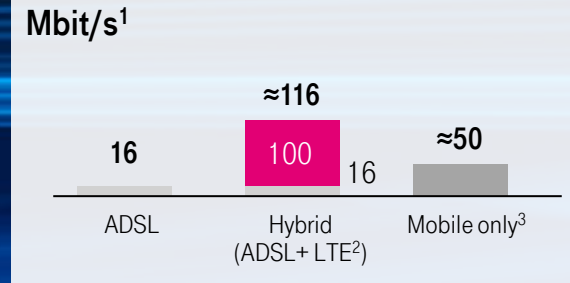
Mobile



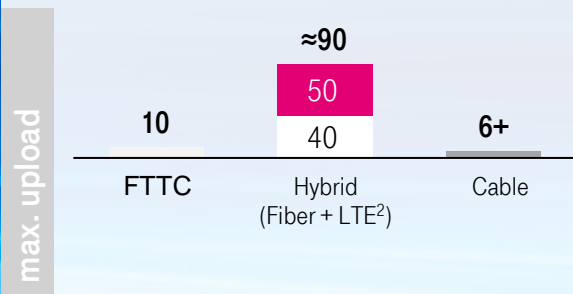
CABLE FOOTPRINT (24MN HH)



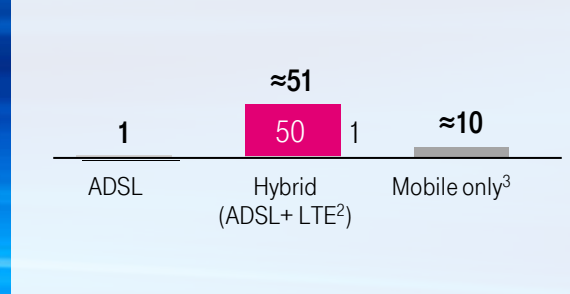
COPPER ONLY (16MN HH)



Mbit/s¹



Mbit/s¹



1) broadband speed communication for consumer 2) LTE 1800Mhz 3) Vodafone LTE Zuhause



LIFE IS FOR SHARING.

THANK YOU!



LIFE IS FOR SHARING.