

# Backup Q1 2005.

# Deutsche Telekom

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- ★ shareholder structure
- ★ Corporate Governance



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# At a Glance I.

| € million                                  | Q1/04         | Q2/04         | Q3/04         | Q4/04         | FY/04         | Q1/05         | % Q1/04     |
|--|---------------|---------------|---------------|---------------|---------------|---------------|-------------|
| <b>Total Revenue</b>                       |               |               |               |               |               |               |             |
| Broadband/Fixedline                        | 6,941         | 6,809         | 6,609         | 6,651         | 27,010        | 6,638         | -4.4%       |
| T-Com                                      | 6,599         | 6,470         | 6,254         | 6,278         | 25,601        | 6,304         | -4.5%       |
| T-Online                                   | 489           | 499           | 486           | 538           | 2,012         | 509           | 4.1%        |
| T-Mobile                                   | 6,272         | 6,649         | 6,914         | 6,692         | 26,527        | 6,746         | 7.6%        |
| Business Customers                         | 3,075         | 3,272         | 3,169         | 3,441         | 12,957        | 3,124         | 1.6%        |
| GHS  | 866           | 882           | 887           | 891           | 3,526         | 853           | -1.5%       |
| Reconciliation                             | -3,264        | -3,235        | -3,226        | -2,935        | -12,660       | -2,985        | 8.5%        |
| <b>Net Revenue</b>                         |               |               |               |               |               |               |             |
| Broadband/Fixedline                        | 5,653         | 5,609         | 5,433         | 5,714         | 22,409        | 5,527         | -2.2%       |
| T-Mobile                                   | 5,966         | 6,372         | 6,663         | 6,449         | 25,450        | 6,531         | 9.5%        |
| Business Customers                         | 2,209         | 2,327         | 2,200         | 2,505         | 9,241         | 2,253         | 2.0%        |
| GHS  | 62            | 69            | 57            | 72            | 260           | 65            | 4.8%        |
| <b>Group</b>                               | <b>13,890</b> | <b>14,377</b> | <b>14,353</b> | <b>14,740</b> | <b>57,360</b> | <b>14,376</b> | <b>3.5%</b> |
| <b>EBITDA excluding special influences</b> |               |               |               |               |               |               |             |
| Broadband/Fixedline                        | 2,592         | 2,577         | 2,495         | 2,509         | 10,173        | 2,517         | -2.9%       |
| T-Com                                      | 2,490         | 2,439         | 2,358         | 2,435         | 9,722         | 2,436         | -2.2%       |
| T-Online                                   | 118           | 129           | 136           | 81            | 464           | 88            | -25.4%      |
| T-Mobile                                   | 1,826         | 2,127         | 2,374         | 2,068         | 8,395         | 2,111         | 15.6%       |
| Business Customers                         | 394           | 426           | 453           | 365           | 1,638         | 396           | 0.5%        |
| GHS  | -87           | -165          | -22           | -274          | -548          | -72           | 17.2%       |
| Reconciliation                             | -50           | -42           | -7            | 58            | -41           | -34           | 32.0%       |
| <b>Group</b>                               | <b>4,675</b>  | <b>4,923</b>  | <b>5,293</b>  | <b>4,726</b>  | <b>19,617</b> | <b>4,918</b>  | <b>5.2%</b> |



## At a Glance II.

| € million   | Q1/04         | Q2/04         | Q3/04         | Q4/04         | FY/04         | Q1/05         | % Q1/04       |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>EBITDA Margin</b> excluding special influences |               |               |               |               |               |               |               |
| Broadband/Fixedline                               | 37.3%         | 37.8%         | 37.8%         | 37.7%         | 37.7%         | 37.9%         | 0.6%op        |
| T-Com   | 37.7%         | 37.7%         | 37.7%         | 38.8%         | 38.0%         | 38.6%         | 0.9%op        |
| T-Online  | 24.1%         | 25.9%         | 28.0%         | 15.1%         | 23.1%         | 17.3%         | -6.8%op       |
| T-Mobile  | 29.1%         | 32.0%         | 34.3%         | 30.9%         | 31.6%         | 31.3%         | 2.2%op        |
| Business Customers                                | 12.8%         | 13.0%         | 14.3%         | 10.6%         | 12.6%         | 12.7%         | -0.1%op       |
| GHS   | -10.0%        | -18.7%        | -2.5%         | -30.8%        | -15.5%        | -8.4%         | 1.6%op        |
| <b>Group</b>                                      | <b>33.7%</b>  | <b>34.2%</b>  | <b>36.9%</b>  | <b>32.1%</b>  | <b>34.2%</b>  | <b>34.2%</b>  | <b>0.5%op</b> |
| <b>Cash Capex</b>                                 |               |               |               |               |               |               |               |
| Broadband/Fixedline                               | 370           | 478           | 499           | 775           | 2,122         | 396           | 7.0%          |
| T-Mobile  | 825           | 767           | 697           | 789           | 3,078         | 2,505         | 203.6%        |
| Business Customers                                | 124           | 211           | 193           | 229           | 757           | 132           | 6.5%          |
| GHS   | 56            | 128           | 133           | 201           | 518           | 56            | 0.0%          |
| <b>Group</b>                                      | <b>1,352</b>  | <b>1,576</b>  | <b>1,480</b>  | <b>2,002</b>  | <b>6,410</b>  | <b>3,091</b>  | <b>128.6%</b> |
| <b>Net Income</b>                                 |               |               |               |               |               |               |               |
| incl. Special influences                          | <b>632</b>    | <b>577</b>    | <b>-1,359</b> | <b>1,714</b>  | <b>1,564</b>  | <b>1,010</b>  | <b>59.8%</b>  |
| excl. Special influences                          | <b>691</b>    | <b>1,222</b>  | <b>1,152</b>  | <b>592</b>    | <b>3,657</b>  | <b>1,002</b>  | <b>45.0%</b>  |
| <b>Free-Cash-Flow</b>                             |               |               |               |               |               |               |               |
| before dividend                                   | <b>2,952</b>  | <b>1,325</b>  | <b>2,440</b>  | <b>3,595</b>  | <b>10,311</b> | <b>-915</b>   | <b>n.a.</b>   |
| <b>Net Debt</b> (billion)                         | <b>48,664</b> | <b>47,067</b> | <b>44,596</b> | <b>39,543</b> | <b>39,543</b> | <b>42,635</b> | <b>-12.4%</b> |

# Excellent market position.

| million <sup>1</sup>                             | 31/03/04 | 30/06/04 | 30/09/04 | 31/12/04 | 31/03/05 | Delta q.o.q. |        | Delta y.o.y. |       |
|--|----------|----------|----------|----------|----------|--------------|--------|--------------|-------|
|  |          |          |          |          |          | abs.         | %      | abs.         | %     |
| Broadband lines total <sup>2</sup>               | 4.5      | 4.9      | 5.4      | 6.1      | 6.7      | 0.6          | 9.8%   | 2.2          | 48.9% |
| of which Germany <sup>3</sup>                    | 4.4      | 4.7      | 5.2      | 5.8      | 6.4      | 0.6          | 10.3%  | 2.0          | 45.5% |
| of which resale <sup>4</sup>                     | 0.0      | 0.0      | 0.1      | 0.2      | 0.5      | 0.3          | 150.0% |              |       |
| Narrowband lines total <sup>5</sup>              | 43.5     | 43.3     | 43.0     | 42.8     | 42.4     | -0.4         | -0.9%  | -1.1         | -2.5% |
| of which Germany <sup>6</sup>                    | 37.4     | 37.2     | 37.0     | 36.8     | 36.4     | -0.4         | -1.1%  | -1.0         | -2.7% |
| of which CEE <sup>7</sup>                        | 6.1      | 6.1      | 6.1      | 6.1      | 6.0      | -0.1         | -1.6%  | -0.1         | -1.6% |
| Registered internet customers total <sup>8</sup> | 13.4     | 13.3     | 13.4     | 13.5     | 13.6     | 0.1          | 0.7%   | 0.2          | 1.5%  |
| Mobile Majority Holdings                         | 70.9     | 73.3     | 75.2     | 77.4     | 78.9     | 1.5          | 1.9%   | 8.0          | 11.3% |
| T-Mobile Germany                                 | 26.7     | 27.1     | 27.4     | 27.5     | 27.6     | 0.1          | 0.5%   | 0.9          | 3.4%  |
| T-Mobile USA                                     | 14.3     | 15.4     | 16.3     | 17.3     | 18.3     | 1.0          | 5.7%   | 4.0          | 28.0% |
| T-Mobile UK <sup>9</sup>                         | 14.3     | 14.9     | 15.2     | 15.7     | 16.1     | 0.4          | 2.4%   | 1.8          | 12.2% |
| T-Mobile Austria                                 | 2.0      | 2.0      | 2.0      | 2.0      | 2.0      | 0.0          | -2.1%  | 0.0          | -0.6% |
| T-Mobile CZ                                      | 4.0      | 4.1      | 4.1      | 4.4      | 4.4      | 0.0          | 0.9%   | 0.4          | 10.2% |
| T-Mobile NL                                      | 2.1      | 2.2      | 2.3      | 2.3      | 2.2      | -0.1         | -2.7%  | 0.1          | 4.3%  |
| CEE <sup>10</sup>                                | 7.4      | 7.7      | 7.9      | 8.2      | 8.3      | 0.1          | 0.8%   | 0.9          | 11.5% |

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

2 Lines in operation.

3 Since Jan. 31, 2005, broadband lines based on DSL technology for consumers have been marketed by T-Online, broadband lines excluding internal use. Historic figures adjusted.

4 Definition of resale: sale of broadband lines based on DSL technology to alternative providers outside DT.

5 For the first time, the number of narrowband lines rather than channels are reported. Historic figures adjusted.

6 Telephone lines excluding internal use and public telecommunication, including wholesale services. Historic figures adjusted.

7 Including MATÁV (incl. Maktel), Slovak Telecom and T-Hrvatski Telecom.

8 Total calculated on the basis of customers (broadband and narrowband rates) with a billing relationship and PAYG < 30 days and PAYG < 30 days.

9 Incl. Virgin Mobile.

10 Incl. T-Mobile Hungary, T-Mobile Hrvatska (Croatia), Mobimak (Macedonia) and Eurotel Bratislava

(Slovakia, included in Q4-numbers 2004 for the first time; rebranded into T-Mobile Slovensko at the beginning of May 2005).

Historical figures adjusted.



# DT-Group.

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| Cash capex.....                       | 19    |
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# Group P&L excluding special influences.

| € million   | Q1/04         | Q2/04         | Q3/04         | Q4/04         | FY/04         | Q1/05         | % Q1/04      |
|---|---------------|---------------|---------------|---------------|---------------|---------------|--------------|
| <b>Net revenue</b>                                | <b>13,890</b> | <b>14,377</b> | <b>14,353</b> | <b>14,740</b> | <b>57,360</b> | <b>14,376</b> | <b>3.5%</b>  |
| Cost of sales                                     | -7,219        | -7,618        | -7,514        | -7,872        | -30,223       | -7,526        | -4.3%        |
| Gross profit/loss from sales                      | 6,671         | 6,759         | 6,839         | 6,868         | 27,137        | 6,850         | 2.7%         |
| Selling costs                                     | -3,207        | -3,072        | -3,031        | -3,503        | -12,813       | -3,434        | -7.1%        |
| General administrative costs                      | -1,034        | -1,148        | -1,002        | -1,184        | -4,368        | -1,030        | 0.4%         |
| Other operating income                            | 361           | 398           | 396           | 479           | 1,634         | 279           | -22.7%       |
| Other operating expenses                          | -306          | -375          | -331          | -380          | -1,392        | -305          | 0.3%         |
| <b>Operating results = EBIT</b>                   | <b>2,485</b>  | <b>2,562</b>  | <b>2,871</b>  | <b>2,280</b>  | <b>10,198</b> | <b>2,360</b>  | <b>-5.0%</b> |
| EBIT margin                                       | 17.9%         | 17.8%         | 20.0%         | 15.5%         | 17.8%         | 16.4%         | -1.5%op      |
| Financial income/expense, net                     | -1,224        | -788          | -1,024        | -937          | -3,973        | -742          | 39.4%        |
| of which: net interest expenses                   | -1,104        | -946          | -663          | -762          | -3,475        | -848          | 23.2%        |
| <b>Income before taxes = EBT</b>                  | <b>1,261</b>  | <b>1,774</b>  | <b>1,847</b>  | <b>1,343</b>  | <b>6,225</b>  | <b>1,618</b>  | <b>28.3%</b> |
| Income taxes                                      | -440          | -430          | -560          | -657          | -2,087        | -493          | -12.0%       |
| Income/loss after taxes                           | 821           | 1,344         | 1,287         | 686           | 4,138         | 1,125         | 37.0%        |
| Income/losses applicable to minority shareholders | 130           | 122           | 135           | 94            | 481           | 123           | -5.4%        |
| <b>Net income/loss</b>                            | <b>691</b>    | <b>1,222</b>  | <b>1,152</b>  | <b>592</b>    | <b>3,657</b>  | <b>1,002</b>  | <b>45.0%</b> |
| Depreciation and amortization                     | -2,190        | -2,361        | -2,422        | -2,446        | -9,419        | -2,558        | -16.8%       |
| <b>EBITDA</b>                                     | <b>4,675</b>  | <b>4,923</b>  | <b>5,293</b>  | <b>4,726</b>  | <b>19,617</b> | <b>4,918</b>  | <b>5.2%</b>  |
| EBITDA margin                                     | 33.7%         | 34.2%         | 36.9%         | 32.1%         | 34.2%         | 34.2%         | 0.5%op       |



# Group P&L including special influences.

| € million   | Q1/04         | Q2/04         | Q3/04         | Q4/04         | FY/04         | Q1/05         | %Q1/04             |
|---|---------------|---------------|---------------|---------------|---------------|---------------|--------------------|
| <b>Net revenue</b>                                | <b>13,890</b> | <b>14,377</b> | <b>14,353</b> | <b>14,740</b> | <b>57,360</b> | <b>14,376</b> | <b>3.5%</b>        |
| Cost of sales                                     | -7,219        | -8,971        | -7,515        | -7,854        | -31,559       | -7,526        | -4.3%              |
| Gross profit/loss from sales                      | 6,671         | 5,406         | 6,838         | 6,886         | 25,801        | 6,850         | 2.7%               |
| Selling costs                                     | -3,207        | -3,072        | -3,032        | -3,526        | -12,837       | -3,434        | -7.1%              |
| General administrative costs                      | -1,034        | -1,148        | -1,016        | -1,307        | -4,505        | -1,037        | -0.3%              |
| Other operating income                            | 361           | 473           | 405           | 479           | 1,718         | 279           | -22.7%             |
| Other operating expenses                          | -375          | -375          | -2,852        | -314          | -3,916        | -318          | 15.2%              |
| <b>Operating results = EBIT</b>                   | <b>2,416</b>  | <b>1,284</b>  | <b>343</b>    | <b>2,218</b>  | <b>6,261</b>  | <b>2,340</b>  | <b>-3.1%</b>       |
| EBIT margin                                       | 17.4%         | 8.9%          | 2.4%          | 15.0%         | 10.9%         | 16.3%         | -1.1% <sub>p</sub> |
| Financial income/expense, net                     | -1,224        | -696          | -1,024        | 201           | -2,743        | -721          | 41.1%              |
| of which: net interest expenses                   | -1,104        | -946          | -663          | -762          | -3,475        | -848          | 23.2%              |
| <b>Income before taxes = EBT</b>                  | <b>1,192</b>  | <b>588</b>    | <b>-681</b>   | <b>2,419</b>  | <b>3,518</b>  | <b>1,619</b>  | <b>35.8%</b>       |
| Income taxes                                      | -430          | 111           | -543          | -666          | -1,528        | -486          | -13.0%             |
| Income/loss after taxes                           | 762           | 699           | -1,224        | 1,753         | 1,990         | 1,133         | 48.7%              |
| Income/losses applicable to minority shareholders | 130           | 122           | 135           | 39            | 426           | 123           | -5.4%              |
| <b>Net income/loss</b>                            | <b>632</b>    | <b>577</b>    | <b>-1,359</b> | <b>1,714</b>  | <b>1,564</b>  | <b>1,010</b>  | <b>59.8%</b>       |
| Depreciation and amortization                     | -2,190        | -3,714        | -4,850        | -2,374        | -13,128       | -2,558        | -16.8%             |
| <b>EBITDA</b>                                     | <b>4,606</b>  | <b>4,998</b>  | <b>5,193</b>  | <b>4,592</b>  | <b>19,389</b> | <b>4,898</b>  | <b>6.3%</b>        |
| EBITDA margin                                     | 33.2%         | 34.8%         | 36.2%         | 31.2%         | 33.8%         | 34.1%         | 0.9% <sub>p</sub>  |



# EBITDA reconciliation in DT Group.

| € million  | Q1/04        | Q2/04        | Q3/04         | Q4/04        | FY/04         | Q1/05        |
|--|--------------|--------------|---------------|--------------|---------------|--------------|
| Net revenue  | 13,890       | 14,377       | 14,353        | 14,740       | 57,360        | 14,376       |
| <b>Net income/loss</b>                             | <b>632</b>   | <b>577</b>   | <b>-1,359</b> | <b>1,714</b> | <b>1,564</b>  | <b>1,010</b> |
| + Income /loss applicable to minority shareholders | 130          | 122          | 135           | 39           | 426           | 123          |
| = Income /loss after taxes                         | 762          | 699          | -1,224        | 1,753        | 1,990         | 1,133        |
| - Income taxes                                     | -430         | 111          | -543          | -666         | -1,528        | -486         |
| = Income /loss before taxes = EBT                  | 1,192        | 588          | -681          | 2,419        | 3,518         | 1,619        |
| - Financial income /expense, net                   | -1,224       | -696         | -1,024        | 201          | -2,743        | -721         |
| <b>= Operating Results = EBIT</b>                  | <b>2,416</b> | <b>1,284</b> | <b>343</b>    | <b>2,218</b> | <b>6,261</b>  | <b>2,340</b> |
| - Depreciation and amortization                    | -2,190       | -3,714       | -4,850        | -2,374       | -13,128       | -2,558       |
| <b>= EBITDA</b>                                    | <b>4,606</b> | <b>4,998</b> | <b>5,193</b>  | <b>4,592</b> | <b>19,389</b> | <b>4,898</b> |
| EBITDA margin [EBITDA/Net revenue]                 | 33.2%        | 34.8%        | 36.2%         | 31.2%        | 33.8%         | 34.1%        |
| - Special influences affecting EBITDA              | -69          | 75           | -100          | -134         | -228          | -20          |
| <b>= Adj. EBITDA</b>                               | <b>4,675</b> | <b>4,923</b> | <b>5,293</b>  | <b>4,726</b> | <b>19,617</b> | <b>4,918</b> |
| Adj. EBITDA margin [Adj. EBITDA/Net revenue]       | 33.7%        | 34.2%        | 36.9%         | 32.1%        | 34.2%         | 34.2%        |

## Special influences in Group P&L.

| € million   | Q1/04      | Q2/04         | Q3/04         | Q4/04        | FY/04         | Q1/05      |
|---|------------|---------------|---------------|--------------|---------------|------------|
| <b>Net revenue</b>                                | <b>0</b>   | <b>0</b>      | <b>0</b>      | <b>0</b>     | <b>0</b>      | <b>0</b>   |
| Cost of sales                                     | 0          | -1,353        | -1            | 18           | -1,336        | 0          |
| Gross profit/loss from sales                      | 0          | -1,353        | -1            | 18           | -1,336        | 0          |
| Selling costs                                     | 0          | 0             | -1            | -23          | -24           | 0          |
| General administrative costs                      | 0          | 0             | -14           | -123         | -137          | -7         |
| Other operating income                            | 0          | 75            | 9             | 0            | 84            | 0          |
| Other operating expenses                          | -69        | 0             | -2,521        | 66           | -2,524        | -13        |
| <b>Operating results = EBIT</b>                   | <b>-69</b> | <b>-1,278</b> | <b>-2,528</b> | <b>-62</b>   | <b>-3,937</b> | <b>-20</b> |
| Financial income/expense, net                     | 0          | 92            | 0             | 1,138        | 1,230         | 21         |
| of which: net interest expenses                   | 0          | 0             | 0             | 0            | 0             | 0          |
| <b>Income before taxes = EBT</b>                  | <b>-69</b> | <b>-1,186</b> | <b>-2,528</b> | <b>1,076</b> | <b>-2,707</b> | <b>1</b>   |
| Income taxes                                      | 10         | 541           | 17            | -9           | 559           | 7          |
| Income/loss after taxes                           | -59        | -645          | -2,511        | 1,067        | -2,148        | 8          |
| Income/losses applicable to minority shareholders | 0          | 0             | 0             | -55          | -55           | 0          |
| <b>Net income/loss</b>                            | <b>-59</b> | <b>-645</b>   | <b>-2,511</b> | <b>1,122</b> | <b>-2,093</b> | <b>8</b>   |
| Depreciation and amortization                     | 0          | -1,353        | -2,428        | 72           | -3,709        | 0          |
| <b>EBITDA</b>                                     | <b>-69</b> | <b>75</b>     | <b>-100</b>   | <b>-134</b>  | <b>-228</b>   | <b>-20</b> |

# Special influences I.

| € million  | Q1/04 | Q2/04  | Q3/04  | Q4/04 | FY/04  | Q1/05 |
|--|-------|--------|--------|-------|--------|-------|
| <b>Effect on Operating expenses</b>  | -69   | -1,353 | -2,537 | -62   | -4,021 | -20   |
| - of which unscheduled write-downs on FCC-licences and on goodwill of T-Mobile USA     |       | -1,353 |        | 92    | -1,261 |       |
| - of which unscheduled write-down on goodwill of T-Mobile UK                           |       |        | -2,225 |       | -2,225 |       |
| - of which restructuring charges and goodwill write-downs BB/FN CEE (MATÁV/ST/HT)      |       |        | -219   | -146  | -365   |       |
| - of which due to accruals for sale of cable   |       |        |        | -37   | -37    |       |
| - of which additional accruals for redundancy payments, personnel reduction and others | -69   |        | -93    | 29    | -133   | -20   |
| <b>Effect on Other operating income</b>  | 0     | 75     | 9      | 0     | 84     | 0     |
| - of which sale of Virgin Mobile and cc-chemplorer                                     |       | 75     | 9      |       | 84     |       |
| <b>Effect on Operating Results = EBIT</b>  | -69   | -1,278 | -2,528 | -62   | -3,937 | -20   |
| <b>Effect on EBITDA</b>  | -69   | 75     | -100   | -134  | -228   | -20   |

## Special influences II.

| € million   | Q1/04 | Q2/04  | Q3/04  | Q4/04 | FY/04  | Q1/05 |
|---|-------|--------|--------|-------|--------|-------|
| <b>Effect on Financial income</b>   | 0     | 92     | 0      | 1,138 | 1,230  | 21    |
| - of which sale of EUTELSAT, MTS, SES, Intelsat   |       | 92     |        | 1,138 | 1,230  | 21    |
| <b>Effect on Income before taxes</b>  | -69   | -1,186 | -2,528 | 1,076 | -2,707 | 1     |
| <b>Effect on Tax</b>  | 10    | 541    | 17     | -9    | 559    | 7     |
| - of which sale of MTS, accruals, valuation adjustment and others                                 | 10    |        | 17     | 28    | 55     | 7     |
| - of which effect of impairment on FCC-licences   |       | 541    |        | -37   | 504    |       |
| <b>Effect on income/losses applicable to minority shareholders: Redundancy payments T-Com CEE</b> | 0     | 0      | 0      | -55   | -55    | 0     |
| <b>Effect on Net income/(loss)</b>  | -59   | -645   | -2,511 | 1,122 | -2,093 | 8     |

# Change in the scope of consolidation. Current quarter.

| € million   | reported numbers<br>Q1/04 | reported numbers<br>Q1/05 | MINUS<br>Acquisition effects <sup>1</sup> |        |                    |                                 | Total effect | Pro forma<br>Q1-2005 | Delta %<br>Pro forma Q1-05<br>Reported Q1-04 |
|---|---------------------------|---------------------------|---|--------|--------------------|---------------------------------|--------------|----------------------|--|
|   |                           |                           | Total                                     | Mobile | BB/FN <sup>2</sup> | Business Customers <sup>3</sup> |              |                      |  |
| <b>Net revenue</b>                                | 13,890                    | 14,376                    | 85  | 76     | 5                  | 4                               | -85          | <b>14,291</b>        | <b>2.9%</b>                                  |
| <b>Operating results = EBIT</b>                   | 2,416                     | 2,340                     | 17  | 16     | 0                  | 1                               | -17          | <b>2,323</b>         | <b>-3.8%</b>                                 |
| Financial income/expense, net                     | -1,224                    | -721                      | -6  | -7     | 0                  | 1                               | 6            | -715                 | 41.6%  |
| - of which interest expense                       | -1,104                    | -848                      | -1  | -1     | 0                  | 0                               | 1            | -847                 | 23.3%  |
| <b>Income before taxes = EBT</b>                  | 1,192                     | 1,619                     | 11  | 9      | 0                  | 2                               | -11          | <b>1,608</b>         | <b>34.9%</b>                                 |
| Income taxes                                      | -430                      | -486                      | -4  | -3     | -1                 | 0                               | 4            | -482                 | -12.1%                                       |
| <b>Income/loss after taxes</b>                    | 762                       | 1,133                     | 7   | 6      | -1                 | 2                               | -7           | <b>1,126</b>         | <b>47.8%</b>                                 |
| Income/losses applicable to minority shareholders | 130                       | 123                       | 3   | 3      | 0                  | 0                               | -3           | 120                  | -7.7%  |
| <b>Net income (loss)</b>                          | 632                       | 1,010                     | 4   | 3      | -1                 | 2                               | -4           | <b>1,006</b>         | <b>59.2%</b>                                 |
| EBITDA  | 4,606                     | 4,898                     | 42  | 40     | 0                  | 2                               | -42          | 4,856                | 5.4%   |
| Special influences                                | -69                       | -20                       | 0   | 0      | 0                  | 0                               | 0            | -20                  | 71.0%  |
| <b>EBITDA excluding special influences</b>        | 4,675                     | 4,918                     | 42  | 40     | 0                  | 2                               | -42          | 4,876                | 4.3%   |

1 Effect of acquired businesses on numbers for Q1 2005

2 Software Daten Service Gesellschaft mbH [Q3/2004: 1st July]

3 Scout Group [Q1/2004: 18th February 2004]



# Consolidated balance sheet.

## Assets<sup>1</sup>.

| € billion                         | 31/03/04     | 30/06/04     | 30/09/04     | 31/12/04     | 31/03/05     | % Q1/04       |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|---------------|
| <b>Current assets</b>             | <b>21.5</b>  | <b>19.5</b>  | <b>18.1</b>  | <b>18.8</b>  | <b>19.2</b>  | <b>-10.7%</b> |
| Cash and cash equivalents         | 9.0          | 6.3          | 5.8          | 8.0          | 6.3          | -30.5%        |
| Trade and other receivables       | 7.1          | 7.6          | 7.2          | 6.7          | 7.1          | -1.1%         |
| Current recoverable income taxes  | 0.5          | 0.4          | 0.3          | 0.3          | 0.4          | -7.7%         |
| Other current financial assets    | 1.8          | 2.2          | 1.8          | 1.2          | 2.2          | 24.6%         |
| Inventories                       | 1.1          | 1.2          | 1.4          | 1.2          | 1.1          | 0.4%          |
| Other current assets              | 2.0          | 1.8          | 1.6          | 1.4          | 2.2          | 6.4%          |
| <b>Noncurrent assets</b>          | <b>118.7</b> | <b>116.4</b> | <b>112.3</b> | <b>110.1</b> | <b>113.4</b> | <b>-4.5%</b>  |
| Intangible assets                 | 56.9         | 55.5         | 52.3         | 50.7         | 53.0         | -6.8%         |
| Property, plant, and equipment    | 48.5         | 47.9         | 46.8         | 46.3         | 48.2         | -0.7%         |
| Equity-accounted financial assets | 2.6          | 2.8          | 3.1          | 2.7          | 1.8          | -32.2%        |
| Other noncurrent financial assets | 1.3          | 1.0          | 0.9          | 1.7          | 1.7          | 36.6%         |
| Deferred tax assets               | 9.0          | 9.0          | 8.9          | 8.3          | 8.4          | -7.1%         |
| Other noncurrent assets           | 0.4          | 0.3          | 0.3          | 0.4          | 0.3          | -15.2%        |
| <b>Total assets</b>               | <b>140.2</b> | <b>135.9</b> | <b>130.4</b> | <b>128.9</b> | <b>132.6</b> | <b>-5.4%</b>  |

1 Figures rounded to the nearest billion. The percentage values are calculated on the basis of precise numbers.

# Consolidated balance sheet.

## Shareholders' equity and liabilities<sup>1</sup>.

| € billion   | 31/03/04     | 30/06/04     | 30/09/04     | 31/12/04     | 31/03/05     | % Q1/04       |
|---|--------------|--------------|--------------|--------------|--------------|---------------|
| <b>Liabilities</b>                                |              |              |              |              |              |               |
| <b>Current liabilities</b>                        | <b>29.2</b>  | <b>29.1</b>  | <b>28.3</b>  | <b>26.0</b>  | <b>25.0</b>  | <b>-14.5%</b> |
| Current financial liabilities                     | 16.8         | 16.8         | 16.0         | 12.5         | 12.3         | -26.6%        |
| Trade and other payables                          | 5.4          | 5.3          | 5.0          | 6.1          | 5.2          | -4.6%         |
| Income tax liabilities                            | 0.4          | 0.5          | 0.6          | 0.7          | 0.7          | 89.5%         |
| Current provisions                                | 3.4          | 3.2          | 3.5          | 3.7          | 3.6          | 6.0%          |
| Other current liabilities                         | 3.2          | 3.3          | 3.2          | 3.0          | 3.1          | -2.0%         |
| <b>Noncurrent liabilities</b>                     | <b>65.3</b>  | <b>60.5</b>  | <b>57.4</b>  | <b>57.0</b>  | <b>60.6</b>  | <b>-7.2%</b>  |
| Noncurrent financial liabilities                  | 45.8         | 41.4         | 38.2         | 38.1         | 41.4         | -9.7%         |
| Provisions for pensions/employee benefits         | 4.2          | 4.3          | 4.3          | 4.2          | 4.3          | 0.9%          |
| Other noncurrent provisions                       | 2.7          | 2.9          | 2.9          | 3.1          | 3.1          | 13.7%         |
| Deferred tax liabilities                          | 10.7         | 10.3         | 10.4         | 9.7          | 10.2         | -4.9%         |
| Other noncurrent liabilities                      | 1.8          | 1.7          | 1.6          | 1.9          | 1.7          | -7.9%         |
| <b>Shareholders' equity</b>                       | <b>45.7</b>  | <b>46.3</b>  | <b>44.7</b>  | <b>45.9</b>  | <b>47.0</b>  | <b>3.0%</b>   |
| Issued capital                                    | 10.7         | 10.7         | 10.7         | 10.7         | 10.7         | 0.0%          |
| Capital reserves                                  | 49.5         | 49.5         | 49.5         | 49.5         | 49.5         | 0.0%          |
| Retained earnings incl. carryforwards             | -17.7        | -17.7        | -17.7        | -17.7        | -16.1        | 8.9%          |
| Other comprehensive income                        | -1.9         | -1.9         | -2.2         | -2.7         | -1.7         | 12.2%         |
| Consolidated net profit                           | 0.6          | 1.2          | -0.2         | 1.6          | 1.0          | 59.8%         |
| Subtotal  | 41.3         | 41.8         | 40.2         | 41.5         | 43.5         | 5.4%          |
| Minority interest                                 | 4.4          | 4.4          | 4.5          | 4.4          | 3.5          | -19.6%        |
| <b>Total liabilities and shareholder's equity</b> | <b>140.2</b> | <b>135.9</b> | <b>130.4</b> | <b>128.9</b> | <b>132.6</b> | <b>-5.4%</b>  |

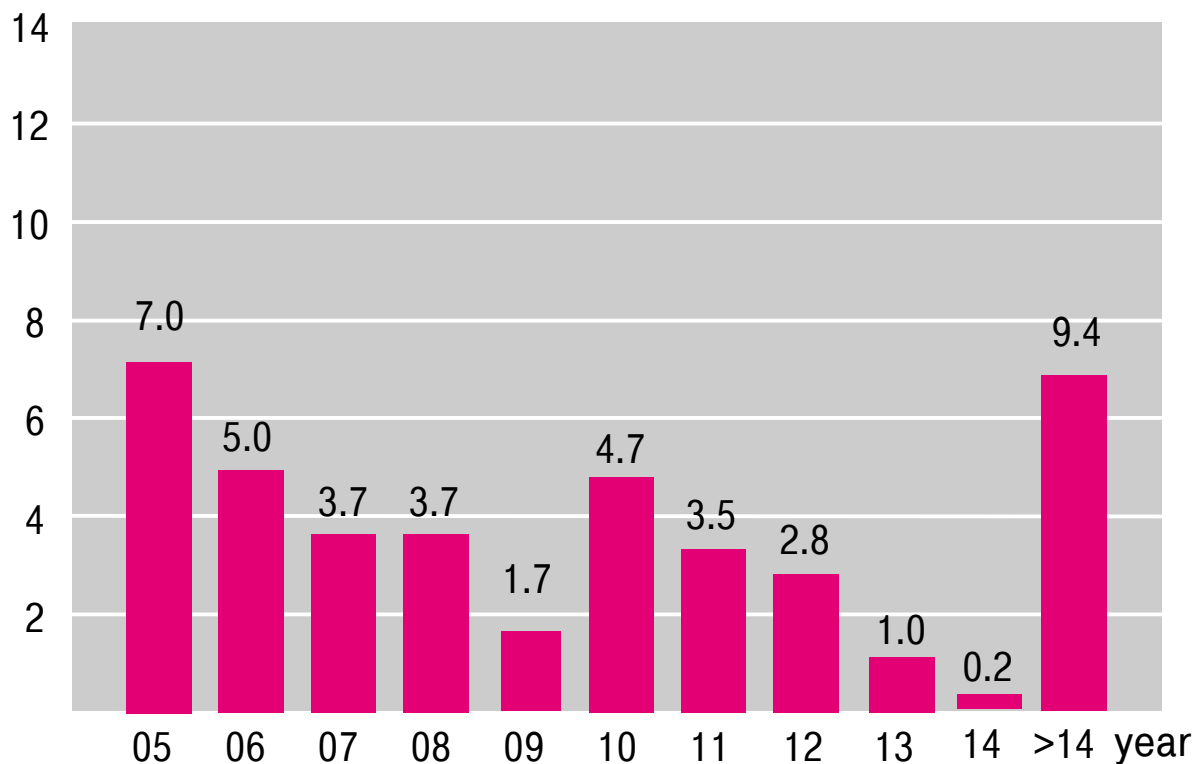
<sup>1</sup> Figures rounded to the nearest billion. The percentage values are calculated on the basis of precise numbers.





# Maturity profile.

**Bonds and Medium Term Notes (MTN)  
maturities as of March 31<sup>st</sup>, 2005 (€ billion)**



**Current Rating:**

**Moody's:** Baa1 with **stable** outlook (longterm) and P-2 with stable outlook (shortterm)  
**S&P:** A- with **stable** outlook (longterm) and A-2 with stable outlook (shortterm)  
**Fitch:** A- with **stable** outlook (longterm) and F-2 with stable outlook (shortterm)  
**R&I:** A with **stable** outlook (longterm)

For **detailed information** on Bonds, Medium Term Notes and the Convertible Bond such as

- **Principal Amount**
- **Currency**
- **Coupon**
- **Maturity Date**
- **ISIN Code**
- **Documentation**

check out our **IR-website** under „**Debtmarket**“.

## Debt to net debt reconciliation.

| € million  | 31/03/04      | 30/06/04      | 30/09/04      | 31/12/04      | 31/03/05      | Delta<br>Q1 vs. Q4 | Delta<br>y.o.y. |
|--|---------------|---------------|---------------|---------------|---------------|--------------------|-----------------|
| Bonds  | 49,997        | 46,559        | 43,347        | 39,458        | 41,921        | 6.2%               | -16.2%          |
| Other financial liabilities                          | 9,113         | 8,539         | 8,430         | 9,013         | 8,927         | -1.0%              | -2.0%           |
| <b>Gross debt based on underlying IFRS figures</b>   | <b>59,110</b> | <b>55,098</b> | <b>51,777</b> | <b>48,471</b> | <b>50,848</b> | <b>4.9%</b>        | <b>-14.0%</b>   |
| Cash and cash equivalents                            | 9,013         | 6,305         | 5,812         | 8,005         | 6,260         | -21.8%             | -30.5%          |
| Available-for-sale/Held-for-trading financial assets | 151           | 676           | 636           | 120           | 934           | 678.3%             | 518.5%          |
| Other financial assets                               | 1,282         | 1,050         | 733           | 803           | 1,019         | 26.9%              | -20.5%          |
| <b>Net debt based on underlying IFRS figures</b>     | <b>48,664</b> | <b>47,067</b> | <b>44,596</b> | <b>39,543</b> | <b>42,635</b> | <b>7.8%</b>        | <b>-12.4%</b>   |

# Cash Capex<sup>1</sup>.

| € million          | Q1/04        | Q2/04        | Q3/04        | Q4/04        | FY/04        | Q1/05        | % y.o.y.      |
|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| BB/FN              | 370          | 478          | 499          | 775          | 2,122        | 396          | 7.0%          |
| T-Mobile           | 825          | 767          | 697          | 789          | 3,078        | 2,505        | 203.6%        |
| Business Customers | 124          | 211          | 193          | 229          | 757          | 132          | 6.5%          |
| GHS                | 56           | 128          | 133          | 201          | 518          | 56           | 0.0%          |
| <b>Group</b>       | <b>1,352</b> | <b>1,576</b> | <b>1,480</b> | <b>2,002</b> | <b>6,410</b> | <b>3,091</b> | <b>128.6%</b> |

1 Amounts of payouts for tangible and intangible assets excluding Goodwill.

# Free cash flow.

| € million  | Q1/04        | FY/04         | Q1/05        | % y.o.y.      |
|--|--------------|---------------|--------------|---------------|
| Net profit/loss  | 632          | 1,564         | 1,010        | 59.8%         |
| Income applicable to minority shareholders                 | 130          | 426           | 123          | -5.4%         |
| <b>Income/loss after taxes</b>                             | <b>762</b>   | <b>1,990</b>  | <b>1,133</b> | <b>48.7%</b>  |
| Depreciation and amortization                              | 2,190        | 13,128        | 2,558        | 16.8%         |
| Income tax expense   | 430          | 1,528         | 486          | 13.0%         |
| Net interest expense                                       | 1,104        | 3,475         | 848          | -23.2%        |
| Results from the disposition of non-current assets         | 3            | -334          | -22          | n.a.          |
| Results from associated companies                          | 54           | -945          | -36          | n.a.          |
| Other noncash transactions                                 | 199          | 700           | -145         | n.a.          |
| Change in working capital (assets) <sup>1</sup>            | -333         | 523           | -750         | -125.2%       |
| Change in accruals   | 400          | 604           | 25           | -93.8%        |
| Change in other working capital (liabilities) <sup>2</sup> | -485         | -337          | -1,108       | -128.5%       |
| Income taxes received (paid)                               | 446          | 48            | -424         | n.a.          |
| Dividends received   | 9            | 82            | 11           | 22.2%         |
| <b>Cash generated from operations</b>                      | <b>4,779</b> | <b>20,462</b> | <b>2,576</b> | <b>-46.1%</b> |
| Net interest payment                                       | -475         | -3,742        | -400         | 15.8%         |
| <b>Net cash provided by operating activities</b>           | <b>4,304</b> | <b>16,720</b> | <b>2,176</b> | <b>-49.4%</b> |
| Cash out flows from investments in                         |              |               |              |               |
| - intangible assets  | -123         | -1,044        | -623         | -406.5%       |
| - property, plant, equipment                               | -1,229       | -5,366        | -2,468       | -100.8%       |
| <b>Free cash flow [before dividend]</b>                    | <b>2,952</b> | <b>10,311</b> | <b>-915</b>  | <b>n.a.</b>   |

# Personnel<sup>1</sup>.

| End of period                   | 31/03/04       | 30/06/04       | 30/09/04       | 31/12/04       | 31/03/05       | Delta y.o.y.  |              |
|---------------------------------|----------------|----------------|----------------|----------------|----------------|---------------|--------------|
|                                 |                |                |                |                |                | abs.          | %            |
| BBFN                            | 114,345        | 114,991        | 116,379        | 114,083        | 112,333        | -2,012        | -1.8%        |
| T-Com                           | 111,399        | 112,049        | 113,376        | 111,079        | 109,206        | -2,193        | -2.0%        |
| T-Online                        | 2,946          | 2,942          | 3,003          | 3,004          | 3,127          | 181           | 6.1%         |
| T-Mobile                        | 46,722         | 47,652         | 48,164         | 47,797         | 49,034         | 2,313         | 4.9%         |
| Business Customers              | 52,225         | 52,970         | 51,400         | 51,173         | 51,708         | -517          | -1.0%        |
| GHS                             | 34,862         | 32,219         | 31,948         | 31,592         | 30,709         | -4,153        | -11.9%       |
| - of which Vivento <sup>2</sup> | 20,100         | 19,900         | 19,400         | 19,000         | 17,700         | -2,400        | -11.9%       |
| <b>DT Group</b>                 | <b>248,153</b> | <b>247,830</b> | <b>247,891</b> | <b>244,645</b> | <b>243,784</b> | <b>-4,369</b> | <b>-1.8%</b> |
| - of which civil servants       | 49,664         | 47,964         | 47,771         | 47,163         | 46,661         | -3,003        | -6.0%        |

| Average                         | Q1/04          | Q2/04          | Q3/04          | Q4/04          | FY/04          | Q1/05          | Delta y.o.y.  |              |
|---------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------|--------------|
|                                 |                |                |                |                |                |                | abs.          | %            |
| BBFN                            | 114,748        | 114,861        | 116,549        | 115,010        | 115,292        | 112,871        | -1,877        | -1.6%        |
| T-Com                           | 111,830        | 111,916        | 113,568        | 112,003        | 112,329        | 109,787        | -2,043        | -1.8%        |
| T-Online                        | 2,918          | 2,945          | 2,981          | 3,007          | 2,963          | 3,084          | 166           | 5.7%         |
| T-Mobile                        | 46,337         | 47,407         | 48,111         | 47,815         | 47,418         | 48,914         | 2,577         | 5.6%         |
| Business Customers              | 52,357         | 52,729         | 51,593         | 51,232         | 51,978         | 51,314         | -1,043        | -2.0%        |
| GHS                             | 34,919         | 32,787         | 32,108         | 31,673         | 32,872         | 30,868         | -4,051        | -11.6%       |
| - of which Vivento <sup>2</sup> | 20,200         | 19,600         | 19,600         | 19,100         | 19,600         | 18,100         | -2,100        | -10.4%       |
| <b>DT Group</b>                 | <b>248,361</b> | <b>247,785</b> | <b>248,360</b> | <b>245,730</b> | <b>247,559</b> | <b>243,967</b> | <b>-4,394</b> | <b>-1.8%</b> |
| - of which civil servants       | 49,886         | 48,928         | 47,843         | 47,489         | 48,536         | 46,801         | -3,085        | -6.2%        |

1 Full-time employees: number of employees without trainees and students.

2 Figures rounded; including permanent staff.



# Exchange rates.

End of period.

| €                           | 31/03/04 | 30/06/04 | 30/09/04 | 31/12/04 | 31/03/05        |
|-----------------------------|----------|----------|----------|----------|-----------------|
| 1 US-Dollar (USD)           | 0.81793  | 0.82251  | 0.81077  | 0.73320  | <b>0.77167</b>  |
| 1 British Pound (GBP)       | 1.50039  | 1.49010  | 1.45817  | 1.41624  | <b>1.45287</b>  |
| 100 Czechs Koruna (CZK)     | 3.04442  | 3.14684  | 3.15847  | 3.29045  | <b>3.32381</b>  |
| 100 Croatian Kuna (HRK)     | 13.37980 | 13.61490 | 13.19060 | 13.04550 | <b>13.48260</b> |
| 1000 Hungarian Forint (HUF) | 4.01801  | 3.97789  | 4.04106  | 4.06902  | <b>4.04564</b>  |
| 100 Slovak Krona (SKK)      | 2.49252  | 2.50784  | 2.49657  | 2.58158  | <b>2.59101</b>  |

Average.

| €                           | Q1/04    | Q2/04    | Q3/04    | Q4/04    | FY/04    | Q1/05           |
|-----------------------------|----------|----------|----------|----------|----------|-----------------|
| 1 US-Dollar (USD)           | 0.79953  | 0.83033  | 0.81840  | 0.77106  | 0.80386  | <b>0.76260</b>  |
| 1 British Pound (GBP)       | 1.46948  | 1.49879  | 1.48754  | 1.43914  | 1.47305  | <b>1.44100</b>  |
| 100 Czechs Koruna (CZK)     | 3.04350  | 3.12105  | 3.16509  | 3.21226  | 3.13631  | <b>3.33058</b>  |
| 100 Croatian Kuna (HRK)     | 13.14380 | 13.44700 | 13.52170 | 13.23700 | 13.33720 | <b>13.32020</b> |
| 1000 Hungarian Forint (HUF) | 3.84654  | 3.97090  | 4.02139  | 4.06732  | 3.97687  | <b>4.08180</b>  |
| 100 Slovak Krona (SKK)      | 2.46536  | 2.49514  | 2.49849  | 2.53383  | 2.49843  | <b>2.61123</b>  |

## Targets.

Expected 2005 EBITDA for new business units.

| EBITDA 2005             | High | Low  |
|-------------------------|------|------|
| Broadband/Fixed network | 10.1 | 9.9  |
| Business customers      | 1.55 | 1.45 |
| Mobile                  | 9.8  | 9.6  |
| Others + Reconc.        | -0.3 | -0.5 |
| Group                   | 21.0 | 20.7 |





# Notes.

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# Broadband/Fixed Net.

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For further information on products, tariffs and divisional management see

[www.t-com.de](http://www.t-com.de)

[www.t-online.net](http://www.t-online.net)



## Broadband/Fixed Net adjusted for special influences.

| € million                     | Q1/04  | Q2/04  | Q3/04  | Q4/04  | FY/04  | Q1/05         | % Q1/04 |
|-------------------------------|--------|--------|--------|--------|--------|---------------|---------|
| Total revenue                 | 6,941  | 6,809  | 6,609  | 6,651  | 27,010 | <b>6,638</b>  | -4.4%   |
| T-Com                         | 6,599  | 6,470  | 6,254  | 6,278  | 25,601 | <b>6,304</b>  | -4.5%   |
| T-Online                      | 489    | 499    | 486    | 538    | 2,012  | <b>509</b>    | 4.1%    |
| Net revenue                   | 5,653  | 5,609  | 5,433  | 5,714  | 22,409 | <b>5,527</b>  | -2.2%   |
| - of which T-Com              | 5,205  | 5,154  | 4,992  | 5,234  | 20,585 | <b>5,067</b>  | -2.7%   |
| - of which T-Online           | 448    | 455    | 441    | 480    | 1,824  | <b>460</b>    | 2.7%    |
| Adjusted EBITDA               | 2,592  | 2,577  | 2,495  | 2,509  | 10,173 | <b>2,517</b>  | -2.9%   |
| T-Com                         | 2,490  | 2,439  | 2,358  | 2,435  | 9,722  | <b>2,436</b>  | -2.2%   |
| T-Online                      | 118    | 129    | 136    | 81     | 464    | <b>88</b>     | -25.4%  |
| Adjusted EBITDA margin        | 37.3%  | 37.8%  | 37.8%  | 37.7%  | 37.7%  | <b>37.9%</b>  | 0.6%op  |
| T-Com                         | 37.7%  | 37.7%  | 37.7%  | 38.8%  | 38.0%  | <b>38.6%</b>  | 0.9%op  |
| T-Online                      | 24.1%  | 25.9%  | 28.0%  | 15.1%  | 23.1%  | <b>17.3%</b>  | -6.8%op |
| Depreciation and amortization | -1,082 | -1,122 | -1,031 | -1,003 | -4,238 | <b>-1,011</b> | 6.6%    |
| Operating results = EBIT      | 1,510  | 1,455  | 1,464  | 1,506  | 5,935  | 1,506         | -0.3%   |

# EBITDA reconciliation in Broadband/Fixed Net.

| € million                          | Q1/04  | Q2/04  | Q3/04  | Q4/04  | FY/04  | Q1/05  |
|------------------------------------|--------|--------|--------|--------|--------|--------|
| Total revenue                      | 6,941  | 6,809  | 6,609  | 6,651  | 27,010 | 6,638  |
| Operating results = EBIT           | 1,477  | 1,455  | 1,296  | 1,317  | 5,545  | 1,506  |
| - Depreciation and amortization    | -1,082 | -1,122 | -1,181 | -1,023 | -4,408 | -1,011 |
| = EBITDA                           | 2,559  | 2,577  | 2,477  | 2,340  | 9,953  | 2,517  |
| EBITDA margin                      | 36.9%  | 37.8%  | 37.5%  | 35.2%  | 36.8%  | 37.9%  |
| - Special Factors affecting EBITDA | -33    | 0      | -18    | -169   | -220   | 0      |
| = Adj. EBITDA                      | 2,592  | 2,577  | 2,495  | 2,509  | 10,173 | 2,517  |
| Adj. EBITDA margin                 | 37.3%  | 37.8%  | 37.8%  | 37.7%  | 37.7%  | 37.9%  |

# Broadband/Fixed Net unadjusted.

| € million                     | Q1/04  | Q2/04  | Q3/04  | Q4/04  | FY/04  | Q1/05         | % Q1/04 |
|-------------------------------|--------|--------|--------|--------|--------|---------------|---------|
| Total revenue                 | 6,941  | 6,809  | 6,609  | 6,651  | 27,010 | <b>6,638</b>  | -4.4%   |
| T-Com                         | 6,599  | 6,470  | 6,254  | 6,278  | 25,601 | <b>6,304</b>  | -4.5%   |
| T-Online                      | 489    | 499    | 486    | 538    | 2,012  | <b>509</b>    | 4.1%    |
| Net revenue                   | 5,653  | 5,609  | 5,433  | 5,714  | 22,409 | <b>5,527</b>  | -2.2%   |
| EBITDA                        | 2,559  | 2,577  | 2,477  | 2,340  | 9,953  | <b>2,517</b>  | -1.6%   |
| T-Com                         | 2,457  | 2,439  | 2,341  | 2,266  | 9,503  | <b>2,436</b>  | -0.9%   |
| T-Online                      | 118    | 129    | 135    | 81     | 463    | <b>88</b>     | -25.4%  |
| EBITDA margin                 | 36.9%  | 37.8%  | 37.5%  | 35.2%  | 36.8%  | <b>37.9%</b>  | 1.0%p   |
| T-Com                         | 37.2%  | 37.7%  | 37.4%  | 36.1%  | 37.1%  | <b>38.6%</b>  | 1.4%p   |
| T-Online                      | 24.1%  | 25.9%  | 27.8%  | 15.1%  | 23.0%  | <b>17.3%</b>  | -6.8%p  |
| Depreciation and amortization | -1,082 | -1,122 | -1,181 | -1,023 | -4,408 | <b>-1,011</b> | 6.6%    |
| Operating results = EBIT      | 1,477  | 1,455  | 1,296  | 1,317  | 5,545  | 1,506         | 2.0%    |

# Special influences affecting Broadband/Fixed Net.

| € million                                 | Q1/04      | Q2/04    | Q3/04       | Q4/04       | FY/04       | Q1/05    |
|---|------------|----------|-------------|-------------|-------------|----------|
| <b>Effect on EBITDA</b>                   | <b>-33</b> | <b>0</b> | <b>-18</b>  | <b>-169</b> | <b>-220</b> | <b>0</b> |
| - of which charges on sale of cable       |            |          |             | -37         | -37         |          |
| - Transfer payments to Vivento            |            |          | -2          |             | -2          |          |
| - Accruals for redundancy payments        | -33        |          |             |             | -33         |          |
| - Restructuring of MATÁV, HT, ST          |            |          | -16         | -132        | -148        |          |
| <b>Effect on Operating results = EBIT</b> | <b>-33</b> | <b>0</b> | <b>-168</b> | <b>-189</b> | <b>-390</b> | <b>0</b> |
| - of which Goodwill Impairment ST         |            |          | -150        |             | -150        |          |
| - of which write-down of HT brand name    |            |          |             | -14         | -14         |          |
| - of which write-down of daybyday         |            |          |             | -6          | -6          |          |

# T-Com – new structure.

## Key operational performance.

| million <sup>1</sup>                     | 31/03/04 | 30/06/04 | 30/09/04 | 31/12/04 | 31/03/05 | q.o.q% | y.o.y% |
|--|----------|----------|----------|----------|----------|--------|--------|
| Broadband lines in operation             | 4.5      | 4.9      | 5.4      | 6.1      | 6.7      | 9.8%   | 48.9%  |
| ■ National DSL <sup>2,4</sup>            | 4.4      | 4.7      | 5.2      | 5.8      | 6.4      | 10.3%  | 45.5%  |
| ■ Resale <sup>6</sup>                    | 0.0      | 0.0      | 0.1      | 0.2      | 0.5      | 150.0% | n.a.   |
| ■ Central Eastern Europe DSL             | 0.1      | 0.2      | 0.2      | 0.3      | 0.3      | 0.0%   | 200.0% |
| ■ MATÁV <sup>3</sup>                     | 0.1      | 0.1      | 0.2      | 0.2      | 0.2      | 9.8%   | 79.2%  |
| ■ Slovak Telecom (ST) <sup>3</sup>       | 0.01     | 0.02     | 0.03     | 0.04     | 0.05     | 34.2%  | 466.7% |
| ■ T-Hrvatski Telekom (T-HT) <sup>3</sup> | 0.01     | 0.01     | 0.01     | 0.02     | 0.03     | 36.4%  | 900.0% |
| Narrowband lines total <sup>4,5</sup>    | 43.5     | 43.3     | 43.0     | 42.8     | 42.4     | -0.9%  | -2.5%  |
| National                                 | 37.4     | 37.2     | 37.0     | 36.8     | 36.4     | -1.1%  | -2.7%  |
| ■ of which analog lines                  | 27.0     | 26.7     | 26.5     | 26.4     | 26.1     | -1.1%  | -3.3%  |
| ■ of which ISDN lines                    | 10.4     | 10.5     | 10.5     | 10.4     | 10.3     | -1.0%  | -1.0%  |
| Central Eastern Europe                   | 6.1      | 6.1      | 6.1      | 6.1      | 6.0      | -1.6%  | -1.6%  |
| ■ MATÁV <sup>5</sup>                     | 3.2      | 3.2      | 3.2      | 3.2      | 3.1      | -3.1%  | -3.1%  |
| ■ Slovak Telecom (ST)                    | 1.3      | 1.2      | 1.2      | 1.2      | 1.2      | 0.0%   | -7.7%  |
| ■ T-Hrvatski Telekom (T-HT)              | 1.7      | 1.7      | 1.7      | 1.7      | 1.7      | 0.0%   | 0.0%   |

<sup>1</sup> The total was calculated on the basis of precise figures and rounded to millions. Percentages calculated on the basis of figures shown.

<sup>2</sup> Incl. T-Online DSL.

<sup>3</sup> Percentages calculated on exact figures.

<sup>4</sup> Access lines excluding internal use and public telephone lines, but including lines sold to T-Systems for sale to certain business customers.

<sup>5</sup> Access line figures are recorded incl. MATÁV's subsidiary Maktel.

<sup>6</sup> Definition of resale: sale of broadband lines based on DSL technology to alternative providers outside Deutsche Telekom Group.



# T-Com Central Eastern Europe (CEE) – fixed network only

## Key financial figures.<sup>1</sup>

| € million                                       | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY 04 | Q1/05 | q.o.q% | y.o.y. % |
|---|-------|-------|-------|-------|-------|-------|--------|----------|
| <b>Total Central Eastern Europe<sup>2</sup></b> |       |       |       |       |       |       |        |          |
| Total revenues                                  | 617   | 645   | 636   | 634   | 2,532 | 614   | -3.2%  | -0.5%    |
| Total adj. EBITDA                               | 266   | 254   | 264   | 227   | 1,011 | 267   | 17.6%  | 0.4%     |
| Total adj. EBITDA-margin                        | 43.1% | 39.4  | 41.5% | 35.8% | 39.9% | 43.5% | 7.7%op | 0.4%op   |
| <b>MATÁV<sup>3</sup></b>                        |       |       |       |       |       |       |        |          |
| Revenues  | 338   | 357   | 341   | 343   | 1,379 | 334   | -2.6%  | -1.2%    |
| Adj. EBITDA                                     | 129   | 126   | 124   | 108   | 487   | 126   | 16.7%  | -2.3%    |
| Adj. EBITDA margin                              | 38.2% | 35.3% | 36.4% | 31.5% | 35.3% | 37.7% | 6.2%op | -0.5%op  |
| <b>Slovak Telecom (ST)<sup>3</sup></b>          |       |       |       |       |       |       |        |          |
| Revenues  | 105   | 106   | 104   | 106   | 421   | 105   | -0.9%  | 0.0%     |
| Adj. EBITDA                                     | 48    | 55    | 51    | 49    | 203   | 57    | 16.3%  | 18.8%    |
| Adj. EBITDA margin                              | 45.7% | 51.9% | 49.0% | 46.2% | 48.2% | 54.3% | 8.1%op | 8.6%op   |
| <b>T-Hrvatski Telekom (T-HT)<sup>3</sup></b>    |       |       |       |       |       |       |        |          |
| Revenues  | 185   | 188   | 199   | 193   | 765   | 179   | -7.3%  | -3.2%    |
| Adj. EBITDA                                     | 89    | 73    | 89    | 70    | 321   | 82    | 17.1%  | -7.9%    |
| Adj. EBITDA margin                              | 48.1% | 38.8% | 44.7% | 36.3% | 42.0% | 45.8% | 9.5%op | -2.3%op  |

<sup>1</sup> No longer including the mobile business, which is now consolidated in the T-Mobile segment.

<sup>2</sup> Total figures relate to T-Com 's consolidated financial statements.

<sup>3</sup> Figures relate to the companies reviewed and unconsolidated financial statements.



# T-Com Central Eastern Europe (CEE) – fixed network only.

## Key financial figures in local currency.<sup>1</sup>

| million   | Q1/04  | Q2/04  | Q3/04  | Q4/04  | FY 04   | Q1/05  | q.o.q % | y.o.y. % |
|---|--------|--------|--------|--------|---------|--------|---------|----------|
| <b>MATÁV<sup>2</sup> (in HUF)</b>                     |        |        |        |        |         |        |         |          |
| Revenues  | 87,885 | 89,730 | 85,071 | 84,326 | 347,012 | 81,769 | -3.0%   | -7.0%    |
| Adj. EBITDA   | 34,061 | 31,803 | 30,687 | 26,228 | 122,779 | 30,943 | 18.0%   | -9.2%    |
| Adj. EBITDA margin                                    | 38.8%  | 35.4%  | 36.1%  | 31.1%  | 35.4%   | 37.8%  | 6.7%op  | -1.0%op  |
| <b>Slovak Telecom (ST)<sup>2</sup> (in HRK)</b>       |        |        |        |        |         |        |         |          |
| Revenues  | 4,256  | 4,265  | 4,134  | 4,189  | 16,844  | 4,020  | -4.0%   | -5.5%    |
| Adj. EBITDA   | 1,970  | 2,195  | 2,042  | 1,931  | 8,138   | 2,185  | 13.2%   | 10.9%    |
| Adj. EBITDA margin                                    | 46.3%  | 51.5%  | 49.4%  | 46.1%  | 48.3%   | 54.4%  | 8.3%op  | 8.1%op   |
| <b>T-Hrvatski Telekom (T-HT)<sup>2</sup> (in HKK)</b> |        |        |        |        |         |        |         |          |
| Revenues  | 1,406  | 1,402  | 1,469  | 1,458  | 5,735   | 1,346  | -7.7%   | -4.3%    |
| Adj. EBITDA   | 674    | 542    | 662    | 528    | 2,406   | 612    | 15.9%   | -9.2%    |
| Adj. EBITDA margin                                    | 48.0%  | 38.7%  | 45.1%  | 36.2%  | 42.0%   | 45.5%  | 9.3%op  | -2.5%op  |

<sup>1</sup> No longer including the mobile business, which is now consolidated in the T-Mobile segment.

<sup>2</sup> Figures relate to the companies reviewed and unconsolidated financial statements.

# T-Com Domestic – new structure. Revenue split.

| € million                         | Q1/04 | FY 04  | Q1/05 | y.o.y% |
|-----------------------------------|-------|--------|-------|--------|
| <b>Revenue</b>                    |       |        |       |        |
| Total                             | 5,982 | 23,069 | 5,690 | -4.9%  |
| Network Communications            | 3,640 | 14,406 | 3,548 | -2.5%  |
| Thereof narrowband access         | 1,998 | 7,966  | 1,997 | -0.1%  |
| Thereof broadband access          | 196   | 893    | 362   | 85.0%  |
| Thereof call revenues             | 1,404 | 5,369  | 1,182 | -15.8% |
| Wholesale services                | 1,302 | 4,942  | 1,245 | -4.4%  |
| Data communications <sup>1</sup>  | 371   | 1,050  | 308   | -17.0% |
| Value-added services              | 320   | 1,187  | 274   | -14.4% |
| Terminal equipment                | 147   | 532    | 98    | -33.3% |
| Other fixed-line network revenues | 202   | 952    | 217   | 7.4%   |

<sup>1</sup> Including T-LAN.

# T-Com Domestic – Call development

## Call Minutes, Call prices, Call revenues.<sup>1/2</sup>

|   | Q1/04 | FY/04 | Q1/05 | y.o.y. % |
|---|-------|-------|-------|----------|
| <b>Minutes (billion)<sup>3</sup></b>        |       |       |       |          |
| Total                                       | 34.1  | 124.0 | 30.0  | -12.0%   |
| City/Local                                  | 20.7  | 73.6  | 17.9  | -13.5%   |
| Long Distance                               | 10.5  | 38.9  | 9.4   | -10,5%   |
| International                               | 0.9   | 3.4   | 0.8   | -11,1%   |
| Fixed-to-mobile                             | 2.0   | 8.0   | 1.8   | -10.0%   |
| <b>Prices (€ per100minutes)<sup>3</sup></b> |       |       |       |          |
| Total                                       | 4.1   | 4.3   | 4.0   | -2.4%    |
| City/Local                                  | 2.3   | 2.4   | 2.2   | -4.3%    |
| Long Distance                               | 3.2   | 3.2   | 3.0   | -6.3%    |
| International                               | 15.2  | 15.4  | 14.5  | -4.6%    |
| Fixed-to-mobile                             | 22.8  | 23.3  | 21.6  | -5.3%    |
| <b>Revenue(€ million)<sup>3</sup></b>       |       |       |       |          |
| Total                                       | 1,404 | 5,369 | 1,182 | -15.8%   |
| City/Local                                  | 480   | 1,740 | 394   | -17.9%   |
| Long Distance                               | 332   | 1,240 | 280   | -15.7%   |
| International                               | 136   | 516   | 115   | -15.4%   |
| Fixed-to-mobile                             | 456   | 1,873 | 394   | -13.6%   |

<sup>1</sup> In the PSTN = Public Switched Telephone Network (T-Com call minutes only and wholesale service, excl. internal use and public telephone call minutes)

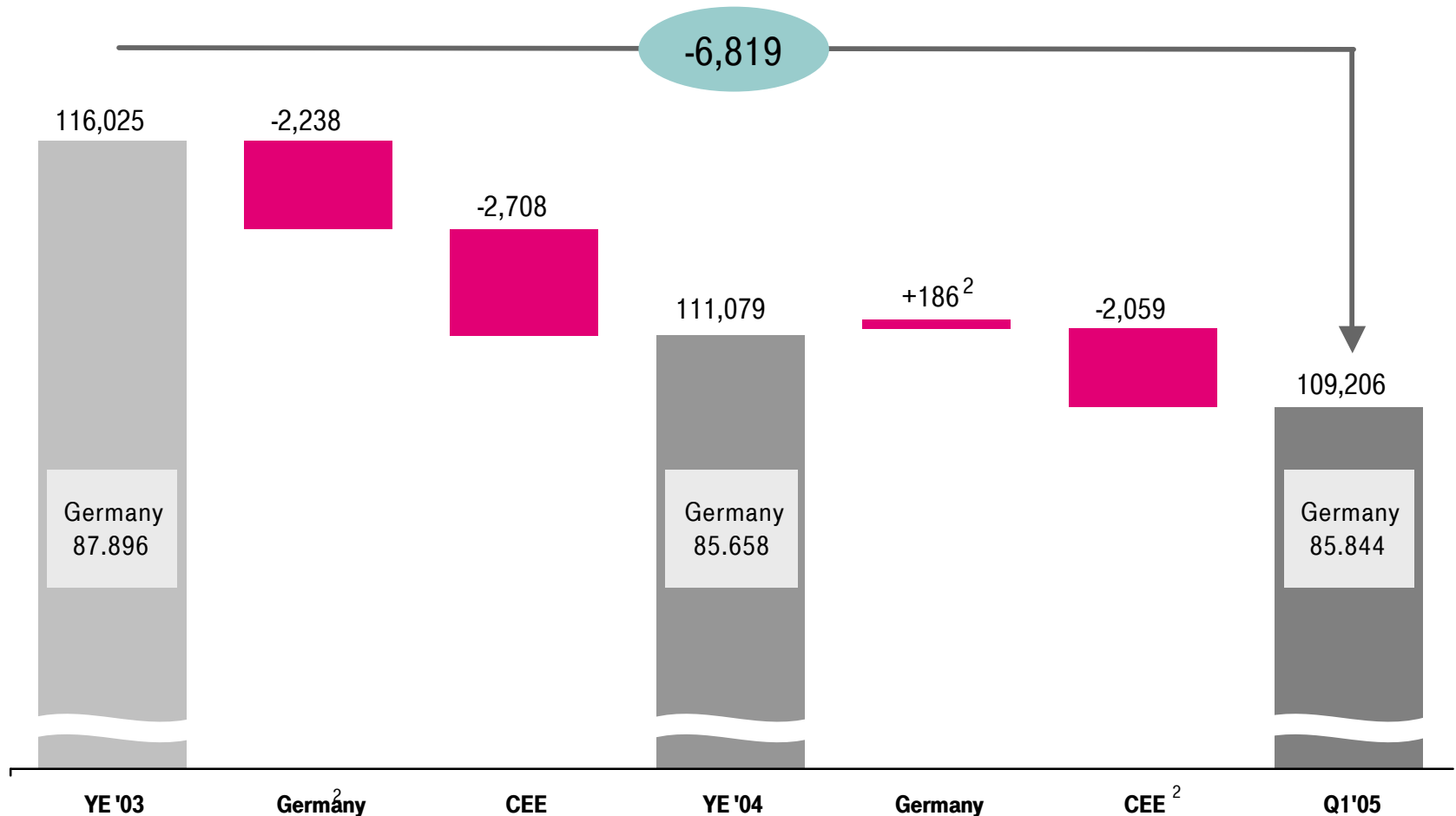
<sup>2</sup> 2004 figures contain reclassified calling revenues, minutes and prices as a result of changes in the product clusters.

<sup>3</sup> The total was calculated on the basis of precise figures and rounded. Percentages calculated on the basis of figures shown.

<sup>4</sup> In 2004 adjusted for the revenue of narrowband internet access minutes. From 2005 only calling minutes will be reported.



# T-Com – new structure. Personnel development<sup>1</sup>.



<sup>1</sup> Number of employees at the end of each period shown. D for Germany, CEE for Central Eastern Europe.

<sup>2</sup> Working hour reduction from 38 to 34 hour/week at T-Com in Germany. Headcount reduction was partly offset by the transfer of employees from Vivento to T-Com. In Q2'04 shift of T-Com accounting from GHS to T-Com as of May 1, 2004 (around 1,000 FTE); in Q3'04 partly off-set by the shift of the communication networks (KN) division of Network Projects & Services GmbH to Group Headquarters (around 350 FTE).

<sup>3</sup> Further headcount reduction programs for 2005 and 2006 announced, i.e. MATÁV.



# BBFN Domestic.

## Consumer tariffs BB/FN including VAT.<sup>1</sup>

| Telephone-Access   |              | Monthly fee <sup>2</sup> | City <sup>3</sup> |     |         | Germany <sup>3</sup>  |     |         | Mobile <sup>3</sup> | International         |   |
|--------------------|--------------|--------------------------|-------------------|-----|---------|-----------------------|-----|---------|---------------------|-----------------------|---|
|                    |              |                          | *                 | €   | weekend | *                     | €   | weekend |                     |                       |   |
| T-Net              | Call Plus    | 15,95                    | 1,5               | 3,9 | 1,5     | 2,9                   | 4,9 | 2,9     | from 23,2           | International tariffs |   |
|                    | Call Time    | 19,95                    | 1,5               | 3,1 | 1,5     | 2,6                   | 4,6 | 2,6     | from 23,2           |                       |   |
|                    | XXL          | 24,94                    | 1,5               | 2,9 | 0       | 2,5                   | 3,9 | 0       | from 17,9           |                       |   |
|                    | XXL Freetime | 20,95                    | 0                 | 2,9 | 0       | 0                     | 3,9 | 0       | from 23,2           |                       |   |
| T-ISDN             | Call Plus    | 23,60                    | 1,5               | 3,9 | 1,5     | 2,9                   | 4,9 | 2,9     | from 23,2           |                       |   |
|                    | Call Time    | 26,16                    | 1,5               | 3,1 | 1,5     | 2,6                   | 4,6 | 2,6     | from 23,2           |                       |   |
|                    | XXL          | 29,94                    | 1,5               | 2,9 | 0       | 2,5                   | 3,9 | 0       | from 17,9           |                       |   |
|                    | XXL Plus     | 32,95                    | 0                 | 2,9 | 0       | 0                     | 3,9 | 0       | from 23,2           |                       |   |
| Additional tariffs |              |                          | *                 | €   | weekend |                       |     |         |                     |                       |   |
| XXL Local          |              | 9,95                     | 0                 | 0   | 0       | -                     |     |         | -                   |                       | - |
| Country Select     |              | -                        | -                 | -   | -       | minimal charge 1,00 € |     |         | -                   | 2,9                   |   |

| Highspeed-Access |                    | Monthly fee <sup>2</sup> | Downstream         | Upstream         |
|------------------|--------------------|--------------------------|--------------------|------------------|
| T-DSL            | T-DSL 1000         | 16,99                    | up to 1.024 kbit/s | up to 128 kbit/s |
|                  | T-DSL 2000         | 19,99                    | up to 2.048 kbit/s | up to 192 kbit/s |
|                  | T-DSL 3000         | 24,99                    | up to 3.072 kbit/s | up to 384 kbit/s |
|                  | T-DSL via Satellit | from 19,90               | up to 768 kbit/s   | up to 64 kbit/s  |

| Online-tariff |                           | Monthly fee <sup>2</sup> | Cent per Min. | Cent per MB |
|---------------|---------------------------|--------------------------|---------------|-------------|
| T-Online      | T-Online dsl 3000 MB      | 9,95                     | -             | 1,59        |
|               | T-Online dsl 6000 MB      | 16,95                    | -             | 1,59        |
|               | T-Online dsl 12000 MB     | 24,95                    | -             | 1,59        |
|               | T-Online dsl surftime 60  | 9,95                     | 1,59          | -           |
|               | T-Online dsl surftime 120 | 16,95                    | 1,59          | -           |
|               | T-Online dsl flat         | 29,95                    | -             | -           |
|               | T-Online dsl flat 2000    | 39,95                    | -             | -           |
|               | T-Online dsl flat 3000    | 49,95                    | -             | -           |

<sup>1</sup> For general conditions and further details of our new tariff system Taff05 launched on March 1, 2005, please see [www.t-com.de/tarife](http://www.t-com.de/tarife).

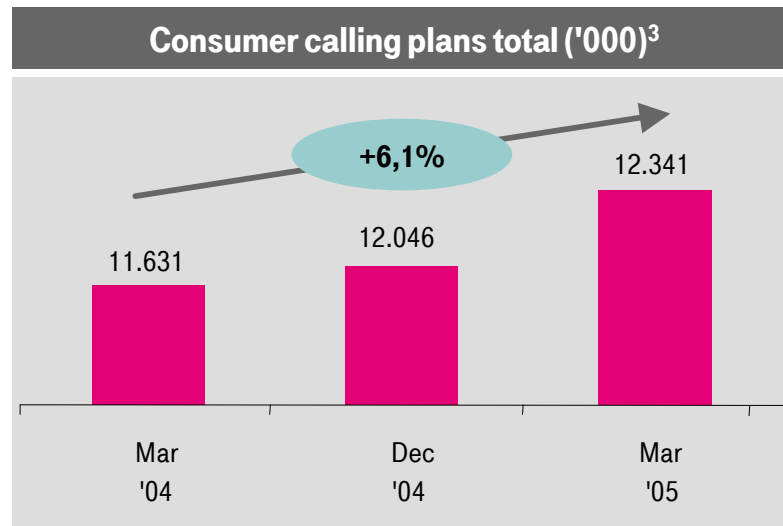
<sup>2</sup> In € including VAT.

<sup>3</sup> Usage prices are stated in Cent/Minute or Cent/MB including VAT. Price per charge interval, i.e. 6 cents for 1.5 Min. to 4 Min. depending on time and tariff.

# T-Com – new structure.

TAFF tariffs - started 1 March 2005 - and calling plans.

| Tariffs           | Call Plus             | Call Time        | Call XXL       | XXL Freetime    | Additional tariffs         |                                 |       |
|-------------------|-----------------------|------------------|----------------|-----------------|----------------------------|---------------------------------|-------|
|                   |                       |                  |                |                 | Call XXL Local             | Country Select                  |       |
| Characteristics   | Favorable monthly fee | 120 free minutes | 0 Cent weekend | 0 Cent off peak | Local flat rate for 9,95 € | 2,9 Cent/min selected countries |       |
| Customer group    | Low usage             | Normal usage     | High usage     | Off peak usage  | Local callers              | International focus             |       |
| 31.03.2005 ('000) | 144                   | 3,115            | 3,712          | 104             | 22                         | 192                             | 7,289 |



<sup>1</sup> As of 1<sup>st</sup> of march 2005 including customers migrated from calling plan “Call Time 120” into new TAFF tariff “Call Time”.

<sup>2</sup> As of 1<sup>st</sup> of march 2005 including customers migrated from calling plan “Aktiv Plus XXL” into new TAFF tariff “Call XXL”.

<sup>3</sup> Excluding business customers calling plans, including new TAFF tariffs and customers not yet migrated from old tariff structure.



# Overview interconnection tariffs (excl. VAT)

| Cent/min.                             | Peak<br>(9:00-18:00), old | Peak<br>(9:00-18:00), new <sup>1</sup> | Off-Peak<br>(18:00-9:00), old | Off-Peak<br>(18:00-9:00), new <sup>1</sup> |                   |                   |
|---------------------------------------|---------------------------|--|-------------------------------|--|-------------------|-------------------|
| <b>Termination/Origination fees</b>   |                           |  |                               |  |                   |                   |
| Local                                 | 0.65                      | 0.59                                   | 0.44                          | 0.40                                       |                   |                   |
| Single transit                        | 1.07                      | 0.96                                   | 0.71                          | 0.64                                       |                   |                   |
| Double transit national               | 1.86                      | 1.52                                   | 1.22                          | 0.99                                       |                   |                   |
| <b>Transit fees (0.2)<sup>3</sup></b> |                           |  |                               |  |                   |                   |
| Local                                 | 1.54                      | 1.46 <sup>2</sup>                      | 1.63 <sup>4</sup>             | 1.04                                       | 1.00 <sup>2</sup> | 1.17 <sup>4</sup> |
| Single transit                        | 1.74                      | 1.70 <sup>2</sup>                      | 1.87 <sup>4</sup>             | 1.17                                       | 1.15 <sup>2</sup> | 1.32 <sup>4</sup> |
| Double transit national               | 2.02                      | 1.98 <sup>2</sup>                      | 2.15 <sup>4</sup>             | 1.34                                       | 1.32 <sup>2</sup> | 1.49 <sup>4</sup> |
| <b>Local Loop (in €)</b>              |                           | <b>Old</b>                             |                               | <b>New</b>                                 |                   |                   |
| Fully unbundled ("TAL")               |                           |  |                               |  |                   |                   |
| Activation and Termination fee        |                           | 47.97 – 96.22 <sup>5</sup>             |                               | 47.97 – 96.22 <sup>5</sup>                 |                   |                   |
| Monthly fee                           |                           | 11.80 <sup>6</sup>                     |                               | 10,65 <sup>6</sup>                         |                   |                   |
| Partially unbundled ("Line Sharing")  |                           |  |                               |  |                   |                   |
| Monthly fee                           |                           | 2.43 <sup>7</sup>                      |                               | 2.43 <sup>7</sup>                          |                   |                   |

<sup>1</sup> New prices are valid from 01/12/ 2003 to 31/05/ 2006.

<sup>2</sup> New prices are valid from 01/02/ 2005 to 31/05/ 2006.

<sup>3</sup> Including transit fee of T-Com and termination fee of other domestic third carrier.

<sup>4</sup> New prices are valid from 01/02/ 2005 to 31/05/ 2006 only for 36 other domestic carriers .

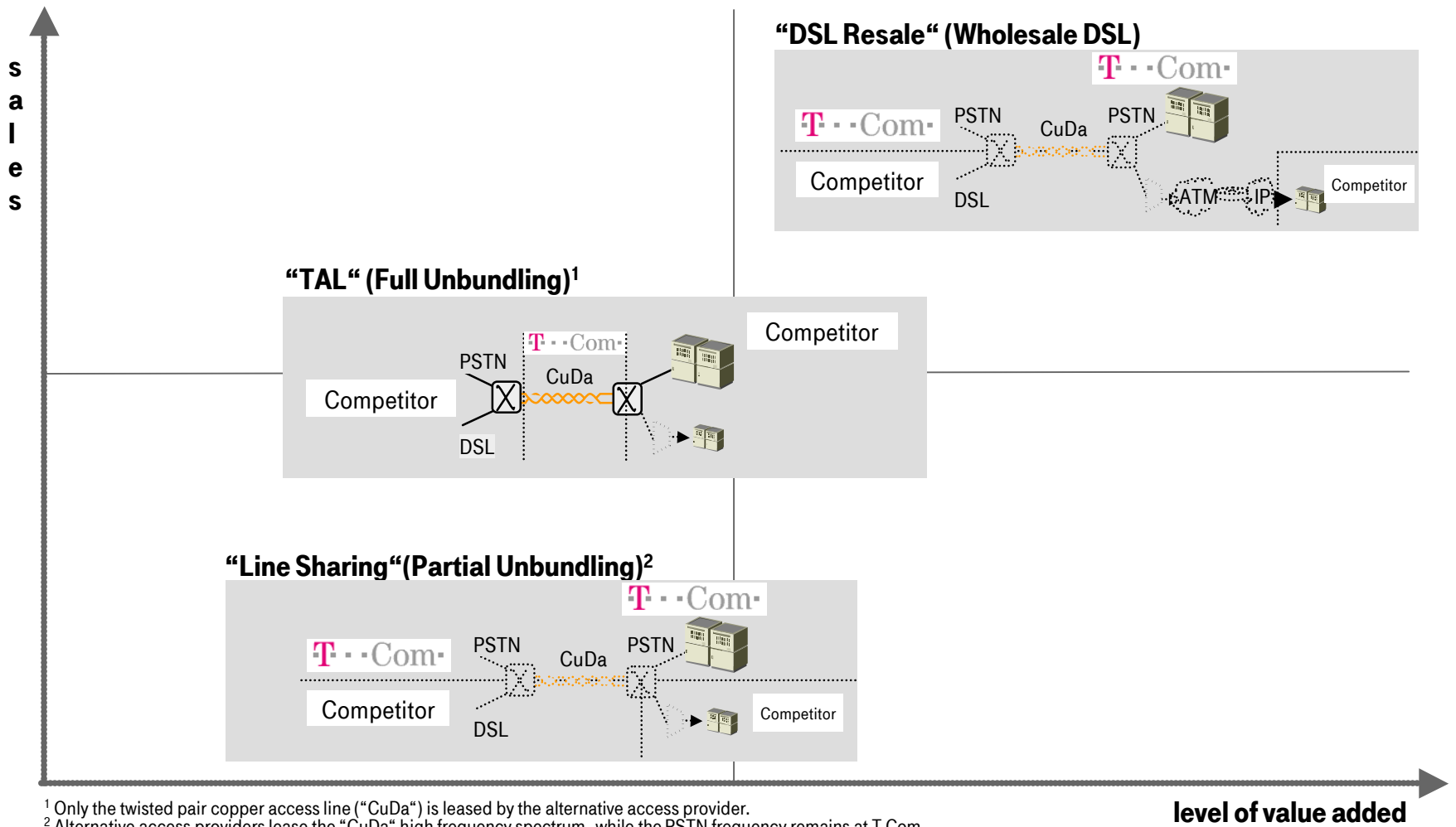
<sup>5</sup> Depending on complexity – fees were lowered by an average of 10.8% after RegTP decision as of July 1, 2004.

<sup>6</sup> Twisted pair copper access line valid to 31/03/2005. From 01/04/2005 new price for the twisted pair copper access line approved to 31/03/2007 is 10.65€.

<sup>7</sup> Monthly fee ineffect until 30/06/2005. Currently not charged to customer.

# T-Com – Wholesale / Competition

Expanding business model for wholesale products.



<sup>1</sup> Only the twisted pair copper access line (“CuDa”) is leased by the alternative access provider.

<sup>2</sup> Alternative access providers lease the “CuDa” high frequency spectrum, while the PSTN-frequency remains at T-Com

⊠ = Splitter   ▢ = DSLAM   🔄 = Router





# Notes.

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# T-Mobile segment adjusted for special influences.

| € million   | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04  | Q1/05  | % Q1/04 |
|---|-------|-------|-------|-------|--------|--------|---------|
| Total revenue   | 6,272 | 6,649 | 6,914 | 6,692 | 26,527 | 6,746  | 7.6%    |
| Net revenue   | 5,966 | 6,372 | 6,663 | 6,449 | 25,450 | 6,531  | 9.5%    |
| ARPU revenue  | 5,356 | 5,792 | 5,996 | 5,784 | 22,928 | 5,771  | 7.7%    |
| EBITDA  | 1,826 | 2,127 | 2,374 | 2,068 | 8,395  | 2,111  | 15.6%   |
| EBITDA margin (total revenues)  | 29.1% | 32.0% | 34.3% | 30.9% | 31.6%  | 31.3%  | 2.2%op  |
| EBITDA margin (ARPU revenues)   | 34.1% | 36.7% | 39.6% | 35.8% | 36.6%  | 36.6%  | 2.5%op  |
| Depreciation and amortization   | -685  | -813  | -937  | -979  | -3,414 | -1,136 | -65.8%  |
| Operating results = EBIT  | 1,141 | 1,314 | 1,437 | 1,089 | 4,981  | 975    | -14.5%  |
| Cash capex <sup>1</sup>   | 825   | 767   | 697   | 789   | 3,078  | 2,505  | 203.6%  |
| Cash contribution <sup>1,2</sup>                                      | 1,001 | 1,360 | 1,677 | 1,279 | 5,317  | -394   | n.a.    |
| Cash capex<br>excl. acquisition of network JV <sup>1,3</sup>          | 825   | 767   | 697   | 789   | 3,078  | 627    | -24.0%  |
| Cash contribution<br>excl. acquisition of network JV <sup>1,2,3</sup> | 1,001 | 1,360 | 1,677 | 1,279 | 5,317  | 1,484  | 48.3%   |

1 Amounts for 2005 include investments in the coverage areas previously covered by the network infrastructure joint venture with Cingular. Amounts for 2004 exclude our investment to fund capital expenditures in the JV with Cingular.

2 Defined as adj. EBITDA minus Cash Capex.

3 Adjusted by excluding the acquisition costs for networks and spectrum in California and Nevada of EUR 1,878 million in Q1-2005.

# EBITDA reconciliation in T-Mobile segment.

| € million                             | Q1/04        | Q2/04        | Q3/04        | Q4/04        | FY/04        | Q1/05        |
|---------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Total revenue                         | 6,272        | 6,649        | 6,914        | 6,692        | 26,527       | 6,746        |
| <b>Operating results = EBIT</b>       | <b>1,141</b> | <b>36</b>    | <b>-846</b>  | <b>1,179</b> | <b>1,510</b> | <b>966</b>   |
| - Depreciation and amortization       | -685         | -2,166       | -3,215       | -887         | -6,953       | -1,136       |
| <b>= EBITDA</b>                       | <b>1,826</b> | <b>2,202</b> | <b>2,369</b> | <b>2,066</b> | <b>8,463</b> | <b>2,102</b> |
| EBITDA margin                         | 29.1%        | 33.1%        | 34.3%        | 30.9%        | 31.9%        | 31.2%        |
| - Special influences affecting EBITDA | 0            | 75           | -5           | -2           | 68           | -9           |
| <b>= Adj. EBITDA</b>                  | <b>1,826</b> | <b>2,127</b> | <b>2,374</b> | <b>2,068</b> | <b>8,395</b> | <b>2,111</b> |
| Adj. EBITDA margin                    | 29.1%        | 32.0%        | 34.3%        | 30.9%        | 31.6%        | 31.3%        |

# T-Mobile segment unadjusted.

| € million   | Q1/04 | Q2/04  | Q3/04  | Q4/04 | FY/04  | Q1/05  | % Q1/04 |
|---|-------|--------|--------|-------|--------|--------|---------|
| Total revenue   | 6,272 | 6,649  | 6,914  | 6,692 | 26,527 | 6,746  | 7.6%    |
| Net revenue   | 5,966 | 6,372  | 6,663  | 6,449 | 25,450 | 6,531  | 9.5%    |
| EBITDA  | 1,826 | 2,202  | 2,369  | 2,066 | 8,463  | 2,102  | 15.1%   |
| EBITDA margin   | 29.1% | 33.1%  | 34.3%  | 30.9% | 31.9%  | 31.2%  | 2.1%op  |
| Depreciation and amortization   | -685  | -2,166 | -3,215 | -887  | -6,953 | -1,136 | -65.8%  |
| Operating results = EBIT  | 1,141 | 36     | -846   | 1,179 | 1,510  | 966    | -15.3%  |
| Cash capex <sup>1</sup>   | 826   | 766    | 696    | 790   | 3,078  | 2,505  | 203.3%  |
| Cash contribution <sup>1,2</sup>                                      | 1,000 | 1,436  | 1,673  | 1,276 | 5,385  | -403   | n.a.    |
| Cash capex<br>excl. acquisition of network JV <sup>1,3</sup>          | 825   | 767    | 697    | 789   | 3,078  | 627    | -24.0%  |
| Cash contribution<br>excl. acquisition of network JV <sup>1,2,3</sup> | 1,001 | 1,435  | 1,672  | 1,277 | 5,385  | 1,475  | 47.4%   |

1 Amounts for 2005 include investments in the coverage areas previously covered by the network infrastructure joint venture with Cingular.

Amounts for 2004 exclude our investment to fund capital expenditures in the JV with Cingular.

2 Defined as adj. EBITDA minus Cash Capex.

3 Adjusted by excluding the acquisition costs for networks and spectrum in California and Nevada of EUR 1,878 million in Q1-2005.

## Special influences affecting T-Mobile segment.

| € million   | Q1/04    | Q2/04         | Q3/04         | Q4/04        | FY/04         | Q1/05     |
|---|----------|---------------|---------------|--------------|---------------|-----------|
| <b>Effects on EBITDA</b>                                  | <b>0</b> | <b>75</b>     | <b>-5</b>     | <b>-2</b>    | <b>68</b>     | <b>-9</b> |
| - of which subsequent proceeds from sale of Virgin Mobile |          | 75            |               |              | 75            |           |
| - of which restructuring expenses                         |          |               |               |              |               | -7        |
| - of which PSA Vivento                                    |          |               | -5            | -2           | -7            | -2        |
| <b>Effects on Operating results = EBIT</b>                | <b>0</b> | <b>-1,278</b> | <b>-2,283</b> | <b>1,048</b> | <b>-2,513</b> | <b>-9</b> |
| - of which gain on sale of MTS                            |          |               |               | 958          | 958           |           |
| - of which Impairment of FCC licenses                     |          | -1,353        |               | 92           | -1,261        |           |
| - of which Goodwill Impairment TMUK                       |          |               | -2,225        |              | -2,225        |           |
| - of which Goodwill Impairment EuroTel                    |          |               | -53           |              | -53           |           |

# T-Mobile segment. Customer data.

| '000 (end of period)          | Q1/04         | Q2/04         | Q3/04         | Q4/04         | FY/04         | Q1/05         | % Q1/04      |
|-------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|
| Germany                       | 26,681        | 27,059        | 27,358        | 27,471        | 27,471        | 27,560        | 3.3%         |
| United Kingdom <sup>1</sup>   | 14,343        | 14,899        | 15,207        | 15,726        | 15,726        | 16,117        | 12.4%        |
| Netherlands                   | 2,109         | 2,224         | 2,253         | 2,261         | 2,261         | 2,222         | 5.4%         |
| Austria                       | 2,012         | 2,015         | 2,004         | 2,042         | 2,042         | 2,041         | 1.4%         |
| Czech Republic                | 3,991         | 4,075         | 4,130         | 4,360         | 4,360         | 4,390         | 10.0%        |
| Hungary                       | 3,838         | 3,913         | 3,989         | 4,032         | 4,032         | 4,052         | 5.6%         |
| Slovakia                      | 1,685         | 1,740         | 1,807         | 1,915         | 1,915         | 1,885         | 11.9%        |
| Croatia                       | 1,354         | 1,380         | 1,428         | 1,534         | 1,534         | 1,550         | 14.5%        |
| Macedonia                     | 565           | 623           | 693           | 752           | 752           | 777           | 37.5%        |
| USA                           | 14,303        | 15,394        | 16,295        | 17,314        | 17,314        | 18,271        | 27.7%        |
| <b>Total<sup>1,2</sup></b>    | <b>70,882</b> | <b>73,322</b> | <b>75,165</b> | <b>77,407</b> | <b>77,407</b> | <b>78,866</b> | <b>11.3%</b> |
| - of which Contract Customers | 32,534        | 33,985        | 35,326        | 36,556        | 36,556        | 38,227        | 17.5%        |
| % of total <sup>1,2</sup>     | 46.6%         | 47.1%         | 47.7%         | 48.1%         | 48.1%         | 48.5%         | 1.9%p        |
| PTC Poland <sup>3</sup>       | 6,857         | 7,518         | 8,051         | 8,629         | 8,629         | 8,945         | 30.5%        |






1 Including Virgin Mobile






2 Customers of Eurotel Bratislava (Slovakia; rebranding into T-Mobile Slovensko at the beginning of May 2005) included at YE 2004 for the first time. Historical numbers adjusted.

3 Not fully consolidated

# Consumer Voice.

Subsidies down, Usage up.

-  **Relax eco**  
No subsidies - cheap minutes D
-  **Relax Start**  
Attractive entry level of only 7,5 € per month;  
Low handset subsidy D
-  **Combi Card Teens**  
Transparency and security for teens  
and their parents. D
-  **Voicemail access for free** D
-  **Optional tariff „Local“**  
Define area codes for low price calls D

-  **Prepaid Bonus** NL
-  **UFix tariff**  
Fixed allowance of  
minutes & texts for a fixed price every month UK
-  **„Family“ option**  
Reduced prices within defined Family Group CZ
-  **„Fix-line“ option**  
Fixed line calls for 1 Cent CZ
-  **Click bonus**  
Additional free minutes via e-channel purchases AT



# T-Mobile Germany

## Key operating and financial data.

| '000  | Q1/04  | Q2/04  | Q3/04  | Q4/04  | FY/04  | Q1/05  | % Q1/04 |
|---|--------|--------|--------|--------|--------|--------|---------|
| Customers (end of period)                       | 26,681 | 27,059 | 27,358 | 27,471 | 27,471 | 27,560 | 3.3%    |
| - Contract                                      | 12,763 | 13,005 | 13,333 | 13,492 | 13,492 | 13,579 | 6.4%    |
| - Prepay  | 13,918 | 14,054 | 14,025 | 13,979 | 13,979 | 13,981 | 0.5%    |
| Net adds  | 348    | 378    | 299    | 113    | 1,138  | 89     | -74.4%  |
| - Contract                                      | 194    | 242    | 328    | 159    | 923    | 87     | -55.2%  |
| - Prepay  | 154    | 136    | -29    | -46    | 215    | 1      | -99.4%  |
| Average monthly churn                           | 1.3%   | 1.4%   | 1.5%   | 1.6%   | 1.5%   | 1.4%   | 0.1%p   |
| - Contract                                      | 1.1%   | 1.0%   | 1.1%   | 1.3%   | 1.1%   | 1.1%   | 0.0%p   |
| €   | Q1/04  | Q2/04  | Q3/04  | Q4/04  | FY/04  | Q1/05  | % Q1/04 |
| Total revenues (million)                        | 2,120  | 2,179  | 2,261  | 2,185  | 8,745  | 2,074  | -2.2%   |
| ARPU Revenue (million)                          | 1,838  | 1,901  | 1,987  | 1,930  | 7,656  | 1,861  | 1.3%    |
| Adj. EBITDA (million) <sup>1</sup>              | 803    | 880    | 958    | 999    | 3,640  | 825    | 2.7%    |
| Adj. EBITDA margin (total rev.)                 | 37.9%  | 40.4%  | 42.4%  | 45.7%  | 41.6%  | 39.8%  | 1.9%p   |
| Adj. EBITDA margin (ARPU rev.)                  | 43.7%  | 46.3%  | 48.2%  | 51.8%  | 47.5%  | 44.3%  | 0.6%p   |
| SAC   | 94     | 100    | 112    | 100    | 101    | 107    | 14.1%   |
| - Contract                                      | 162    | 174    | 171    | 178    | 172    | 191    | 18.1%   |
| - Prepay  | 34     | 41     | 41     | 19     | 34     | 25     | -25.3%  |
| ARPU  | 23     | 24     | 24     | 24     | 24     | 23     | -2.2%   |
| - Contract                                      | 38     | 39     | 40     | 39     | 39     | 37     | -2.6%   |
| - Prepay  | 9      | 10     | 10     | 9      | 9      | 8      | -10.6%  |
| Non-Voice % of ARPU                             | 18%    | 17%    | 17%    | 17%    | 17%    | 17%    | -1%p    |
| Cash Capex (million)                            | 111    | 166    | 98     | 106    | 481    | 139    | 25.2%   |
| Adj. Cash Contribution (million) <sup>1,2</sup> | 692    | 714    | 860    | 893    | 3,159  | 686    | -0.9%   |

<sup>1</sup> Special factor affecting EBITDA: Vivento transfer payment (EUR 5 million in Q3/04, EUR 2 million in Q4/04, EUR 2 million in Q1/05)

<sup>2</sup> Defined as adj. EBITDA minus Cash Capex



# Germany

## Voice: Attractive Consumer Tariffs.

### Relax

new

**Start**

20 minutes incl.

**50**

50 minutes incl.

**100**

100 minutes incl.

**200**

200 minutes incl.

**500**

500 minutes incl.

7,5 € per month

Standard  
15 € per month

Standard  
25 € per month

Standard  
50 € per month

Standard  
100 € per month

new

eco  
7,5 € per month

new

eco  
15 € per month

new

eco  
37,5 € per month

new

eco  
85 € per month

new

**Voicemail access for free in all Relax Tariffs**

new

**Optional tariff Local:**

**optional tariff**

- 10 € per month
- 1.000 minutes -> 1Cent/Min
- two local area codes of choice

Germany only, per month incl. VAT



# Germany

Voice: Transparency and Cost Control for Teens & Parents.

## CombiCard Teens

|                                    |                                       |      |      |
|------------------------------------|---------------------------------------|------|------|
| <b>Monthly pocket-money budget</b> | € 10                                  | € 25 | € 50 |
| <b>Monthly Fee</b>                 | € 0                                   |      |      |
| <b>Activation fee</b>              | € 19.85 including € 10 calling credit |      |      |

### The CombiCard Teens experience:

- Reliability: Fixed monthly calling credit for kids – no “bill shock”
- Inspiration: First operator to offer possibility to block services (such as 0190-numbers).

Germany only, per month incl. VAT



# Germany

## Voice: Attractive Business Tariffs.

| Business Relax Tariffs  |                                 |  |                                 | Business Profi  |
|---|---------------------------------|--|---------------------------------|---|
| <b>50</b><br>50 minutes incl.   | <b>100</b><br>100 minutes incl. | <b>200</b><br>200 minutes incl.  | <b>500</b><br>500 minutes incl. | <b>new</b><br>Business Compact Option   |
| Standard<br>15 € per month  | Standard<br>25 € per month      | Standard<br>50 € per month   | Standard<br>100 € per month     | <ul style="list-style-type: none"><li>■ Option for Business Profi only</li><li>■ 5€ per month</li><li>■ Domestic fixed line: 6 ct</li><li>■ Domestic mobile: 25 ct</li><li>■ SMS [on net]: 7 ct</li></ul> |
| <b>new</b><br>eco<br>7,5 € per month                                  |                                 |  |                                 |   |
| <b>new</b><br>Voicemail access for free in all Business Relax Tariffs |                                 |  |                                 |   |
| <b>new</b><br>Business Internal Option                                |                                 | <ul style="list-style-type: none"><li>■ Option for Business Relax 100, 200, 500 and Business Profi</li><li>■ 10 € per month</li><li>■ 1000 minutes</li><li>■ Connections between all mobiles under the same master agreement and the corporate fixed-line telephone system</li><li>■ Simple cost control</li></ul> |                                 |   |

Germany only, per month incl. VAT



# T-Mobile UK

## Key operating and financial data.

| '000  | Q1/04  | Q2/04            | Q3/04  | Q4/04  | FY/04  | Q1/05  | % Q1/04 |
|---|--------|------------------|--------|--------|--------|--------|---------|
| Customers <sup>1</sup> (end of period)            | 14,343 | 14,899           | 15,207 | 15,726 | 15,726 | 16,117 | 12.4%   |
| - Contract  | 2,743  | 2,858            | 2,940  | 2,997  | 2,997  | 3,078  | 12.2%   |
| - Prepay <sup>1</sup>                             | 11,600 | 12,041           | 12,267 | 12,728 | 12,728 | 13,039 | 12.4%   |
| Net adds <sup>1</sup>                             | 707    | 556              | 308    | 519    | 2,090  | 392    | -44.6%  |
| - Contract  | 59     | 114              | 83     | 57     | 313    | 81     | 37.3%   |
| - Prepay <sup>1</sup>                             | 648    | 441              | 225    | 462    | 1,776  | 311    | -52.0%  |
| Average monthly churn                             | 1.2%   | 1.9%             | 2.5%   | 3.0%   | 2.2%   | 2.6%   | 1.4%op  |
| - Contract  | 2.7%   | 2.5%             | 2.7%   | 2.9%   | 2.7%   | 3.0%   | 0.3%op  |
| €   | Q1/04  | Q2/04            | Q3/04  | Q4/04  | FY/04  | Q1/05  | % Q1/04 |
| Total revenues (million)                          | 1,133  | 1,108            | 1,106  | 997    | 4,344  | 988    | -12.8%  |
| ARPU Revenue (million)                            | 942    | 967              | 947    | 853    | 3,709  | 820    | -13.0%  |
| Adj. EBITDA (million) <sup>3</sup>                | 384    | 369 <sup>2</sup> | 390    | 237    | 1,380  | 277    | -27.9%  |
| Adj. EBITDA margin (total rev.)                   | 33.9%  | 33.3%            | 35.3%  | 23.8%  | 31.8%  | 28.0%  | -5.9%op |
| Adj. EBITDA margin (ARPU rev.)                    | 40.8%  | 38.2%            | 41.2%  | 27.8%  | 37.2%  | 33.8%  | -7.0%op |
| SAC   | 143    | 136              | 107    | 104    | 122    | 157    | 9.8%    |
| - Contract  | 325    | 289              | 214    | 254    | 269    | 324    | -0.3%   |
| - Prepay  | 43     | 39               | 35     | 36     | 38     | 46     | 6.0%    |
| ARPU  | 31     | 31               | 30     | 27     | 29     | 26     | -16.9%  |
| - Contract  | 66     | 68               | 66     | 58     | 64     | 58     | -12.6%  |
| - Prepay  | 18     | 17               | 16     | 15     | 17     | 12     | -32.6%  |
| Non-Voice % of ARPU                               | 17%    | 17%              | 17%    | 18%    | 17%    | 17%    | 0%op    |
| Cash Capex (million)                              | 58     | 94               | 91     | 92     | 335    | 86     | 48.3%   |
| Adj. Cash Contribution (million) <sup>2,3,4</sup> | 326    | 275              | 299    | 145    | 1,045  | 191    | -41.4%  |

1 Including Virgin Mobile

2 Special factor affecting EBITDA: Subsequent proceeds from sale of Virgin Mobile EUR 75 million.

3 Cut in Mobile Termination Rates in September 2004.

4 Defined as adj. EBITDA minus Cash Capex.



UK

## Voice: Attractive Cost Control Tariff.

### UFix

|                      | <b>£15 per month</b> | <b>£25 per month</b> |
|----------------------|----------------------|----------------------|
| <b>UFix all day</b>  | 75mins + 25texts     | 150mins + 75 texts   |
| <b>UFix off peak</b> | 400mins + 50 texts   | 1000mins + 100 texts |

#### The Ufix experience:

- Reliability: No „bill shock“ – fixed allowance of minutes and text for a fixed price every month. Possibility to top-up after allowance is used up.
- Simplicity: 2 tariff to choose off. Transparent pricing.
- Inspiration: First operator to offer real cost control within contract.

UK only, per month incl. VAT



# T-Mobile Austria

## Key operating and financial data.

| '000  | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05           | % Q1/04 |
|---|-------|-------|-------|-------|-------|-----------------|---------|
| Customers (end of period)                     | 2,012 | 2,015 | 2,004 | 2,042 | 2,042 | 2,041           | 1.4%    |
| - Contract                                    | 941   | 946   | 950   | 985   | 985   | 989             | 5.1%    |
| - Prepay                                      | 1,071 | 1,069 | 1,054 | 1,058 | 1,058 | 1,052           | -1.8%   |
| Net adds                                      | -18   | 3     | -10   | 38    | 12    | -2              | 88.9%   |
| - Contract                                    | -9    | 5     | 4     | 34    | 34    | 4               | n.a.    |
| - Prepay                                      | -10   | -2    | -14   | 4     | -23   | -6              | 40.0%   |
| Average monthly churn                         | 2.0%  | 1.8%  | 1.7%  | 1.8%  | 1.8%  | 1.9%            | -0.1%p  |
| - Contract                                    | 1.9%  | 1.3%  | 1.1%  | 1.2%  | 1.4%  | 1.4%            | -0.5%p  |
| €   | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05           | % Q1/04 |
| Total revenues (million)                      | 235   | 210   | 221   | 216   | 882   | 222             | -5.5%   |
| ARPU Revenue (million)                        | 212   | 201   | 207   | 200   | 820   | 210             | -0.9%   |
| Adj. EBITDA (million)                         | 55    | 51    | 66    | 68    | 240   | 62 <sup>1</sup> | 12.7%   |
| Adj. EBITDA margin (total rev.)               | 27.2% | 24.3% | 29.9% | 31.5% | 28.1% | 27.8%           | 0.6%p   |
| Adj. EBITDA margin (ARPU rev.)                | 30.2% | 25.4% | 31.9% | 34.0% | 31.1% | 29.3%           | -0.9%p  |
| SAC   | 155   | 134   | 102   | 137   | 133   | 133             | -14.0%  |
| - Contract                                    | 251   | 242   | 203   | 231   | 233   | 248             | -1.2%   |
| - Prepay                                      | 52    | 58    | 33    | 45    | 47    | 27              | -47.5%  |
| ARPU  | 35    | 33    | 34    | 33    | 34    | 34              | -2.0%   |
| - Contract                                    | 62    | 58    | 60    | 57    | 59    | 60              | -3.7%   |
| - Prepay                                      | 11    | 11    | 12    | 11    | 11    | 10              | -8.0%   |
| Non-Voice % of ARPU                           | 9%    | 9%    | 9%    | 10%   | 9%    | 10%             | 1%p     |
| Cash Capex (million)                          | 25    | 20    | 47    | 39    | 131   | 28              | 12.0%   |
| Adj. Cash Contribution (million) <sup>2</sup> | 30    | 31    | 19    | 29    | 109   | 34              | 13.3%   |

1 Special factor affecting EBITDA: Restructuring charges of EUR 7 million in Q1-2005

2 Defined as adj. EBITDA minus Cash Capex

# Austria

Voice: Attractive e-business tariff.

| Relax                               |                                 |                                       |                                       |   |  |
|-------------------------------------|---------------------------------|---------------------------------------|---------------------------------------|---|--|
| <b>Relax light</b><br>50 on-net min | <b>Relax</b><br>On-net for free | <b>Relax 100</b><br>100 minutes incl. | <b>Relax 200</b><br>200 minutes incl. | <b>new</b><br><b>Relax 400</b><br>400 minutes incl. | <b>Relax Plus</b><br>On-net & fix-net for free |
| 9,5 € per month                     | 17€ per month                   | 27€ per month                         | 34 € per month                        | 34 € per month                                      | 42 € per month                                 |

**new**

**Click bonus for all Relax tariffs:**

- Echannel proposition only
- 300 additional minutes to all networks
- Valid for 6 month (-> 50 Min/Month)
- E-bill mandatory

Austria, per month incl. VAT





# T-Mobile CZ

## Key operating and financial data.

| '000                                     | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05 | % Q1/04 |
|--|-------|-------|-------|-------|-------|-------|---------|
| Customers (end of period)                | 3,991 | 4,075 | 4,130 | 4,360 | 4,360 | 4,390 | 10.0%   |
| - Contract                               | 947   | 1,003 | 1,050 | 1,105 | 1,105 | 1,128 | 19.1%   |
| - Prepay                                 | 3,044 | 3,072 | 3,080 | 3,255 | 3,255 | 3,262 | 7.2%    |
| Net adds                                 | 43    | 84    | 55    | 230   | 413   | 30    | -30.2%  |
| - Contract                               | 58    | 56    | 47    | 55    | 216   | 23    | -60.3%  |
| - Prepay                                 | -15   | 28    | 8     | 175   | 197   | 7     | n.a.    |
| Average monthly churn                    | 1.1%  | 0.9%  | 1.0%  | 0.9%  | 1.0%  | 1.2%  | 0.1%op  |
| - Contract                               | 0.6%  | 0.6%  | 0.5%  | 0.7%  | 0.6%  | 0.6%  | 0.0%op  |
| €  | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05 | % Q1/04 |
| Total revenues (million)                 | 186   | 203   | 213   | 225   | 827   | 217   | 16.7%   |
| ARPU Revenue (million)                   | 173   | 194   | 202   | 204   | 773   | 206   | 19.1%   |
| EBITDA (million)                         | 86    | 90    | 102   | 86    | 364   | 108   | 25.6%   |
| EBITDA margin (total rev.)               | 46.2% | 44.3% | 47.9% | 38.2% | 44.0% | 50.0% | 3.8%op  |
| EBITDA margin (ARPU rev.)                | 49.7% | 46.4% | 50.5% | 42.2% | 47.1% | 52.6% | 2.9%op  |
| SAC                                      | 27    | 33    | 32    | 16    | 25    | 26    | -3.3%   |
| - Contract                               | 65    | 70    | 75    | 60    | 67    | 69    | 6.8%    |
| - Prepay                                 | 11    | 18    | 15    | 6     | 11    | 15    | 38.2%   |
| ARPU                                     | 15    | 16    | 16    | 16    | 16    | 16    | 7.6%    |
| - Contract                               | 37    | 39    | 39    | 39    | 39    | 38    | 0.8%    |
| - Prepay                                 | 8     | 9     | 9     | 8     | 8     | 8     | 5.2%    |
| Non-Voice % of ARPU                      | 19%   | 19%   | 20%   | 20%   | 20%   | 22%   | 2%op    |
| Cash Capex (million)                     | 35    | 11    | 17    | 30    | 93    | 26    | -25.7%  |
| Cash Contribution (million) <sup>1</sup> | 51    | 79    | 85    | 56    | 271   | 82    | 60.8%   |

<sup>1</sup> Defined as adj. EBITDA minus Cash Capex



# CZ

## Voice: Attractive options for consumers.



new

### Family option:

- Up to 5 SIMs per Family Group
- Additional monthly fee per SIM
- Reduced prices for calls
- Cost check feature available

new

### Fixed line option:

- Additional monthly fee (CZK 58)
- Calls to fix network CZK 1,2
- Launch promotion: Free MRC for 3 month

TMCZ only, per month incl. VAT



# T-Mobile Netherlands

## Key operating and financial data.

| '000                                     | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05 | % Q1/04 |
|--|-------|-------|-------|-------|-------|-------|---------|
| Customers (end of period)                | 2,109 | 2,224 | 2,253 | 2,261 | 2,261 | 2,222 | 5.4%    |
| - Contract                               | 986   | 1,033 | 1,032 | 1,053 | 1,053 | 1,048 | 6.3%    |
| - Prepay                                 | 1,123 | 1,190 | 1,221 | 1,208 | 1,208 | 1,174 | 4.5%    |
| Net adds                                 | 123   | 114   | 29    | 8     | 274   | -39   | n.a.    |
| - Contract                               | 85    | 47    | -2    | 21    | 151   | -4    | n.a.    |
| - Prepay                                 | 38    | 67    | 31    | -13   | 123   | -34   | n.a.    |
| Average monthly churn                    | 2.3%  | 2.1%  | 2.3%  | 3.0%  | 2.4%  | 3.7%  | 1.4%p   |
| - Contract                               | 1.8%  | 1.4%  | 1.7%  | 2.1%  | 1.7%  | 3.0%  | 1.2%p   |
| €  | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05 | % Q1/04 |
| Total revenues (million)                 | 250   | 267   | 270   | 259   | 1,046 | 256   | 2.4%    |
| ARPU Revenue (million)                   | 217   | 239   | 250   | 242   | 948   | 233   | 7.4%    |
| EBITDA (million)                         | 3     | 37    | 58    | 46    | 144   | 26    | 766.7%  |
| EBITDA margin (total rev.)               | 1.2%  | 13.9% | 21.5% | 17.8% | 13.8% | 10.3% | 9.1%p   |
| EBITDA margin (ARPU rev.)                | 1.4%  | 15.5% | 23.2% | 19.0% | 15.2% | 11.3% | 9.9%p   |
| SAC                                      | 237   | 164   | 114   | 186   | 180   | 194   | -18.1%  |
| - Contract                               | 393   | 366   | 314   | 432   | 384   | 403   | 2.6%    |
| - Prepay                                 | 77    | 55    | 39    | 30    | 51    | 26    | -65.7%  |
| ARPU                                     | 35    | 37    | 37    | 36    | 36    | 35    | -2.0%   |
| - Contract                               | 62    | 65    | 67    | 65    | 65    | 62    | -0.2%   |
| - Prepay                                 | 12    | 12    | 12    | 11    | 12    | 10    | -16.4%  |
| Non-Voice % of ARPU                      | 13%   | 13%   | 13%   | 13%   | 13%   | 14%   | 1%p     |
| Cash Capex (million)                     | 18    | 25    | 33    | 64    | 140   | 19    | 5.6%    |
| Cash Contribution (million) <sup>1</sup> | -15   | 12    | 25    | -18   | 4     | 7     | n.a.    |

<sup>1</sup> Defined as adj. EBITDA minus Cash Capex



# T-Mobile Hungary

## Key operating and financial data.

| '000                                     | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05 | % Q1/04 |
|--|-------|-------|-------|-------|-------|-------|---------|
| Customers (end of period)                | 3,838 | 3,913 | 3,989 | 4,032 | 4,032 | 4,052 | 5.6%    |
| - Contract                               | 1,012 | 1,053 | 1,112 | 1,163 | 1,163 | 1,192 | 17.8%   |
| - Prepay                                 | 2,826 | 2,860 | 2,877 | 2,869 | 2,869 | 2,860 | 1.2%    |
| Net adds                                 | 72    | 75    | 76    | 43    | 266   | 20    | -72.2%  |
| - Contract                               | 30    | 41    | 59    | 51    | 181   | 28    | -6.7%   |
| - Prepay                                 | 42    | 35    | 17    | -9    | 85    | -9    | n.a.    |
| Average monthly churn                    | 0.8%  | 1.0%  | 1.7%  | 1.8%  | 1.3%  | 1.3%  | 0.5%p   |
| - Contract                               | 0.9%  | 0.9%  | 1.1%  | 1.0%  | 1.0%  | 1.0%  | 0.1%p   |
| €  | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05 | % Q1/04 |
| Total revenues (million)                 | 235   | 266   | 274   | 274   | 1,049 | 256   | 8.9%    |
| ARPU Revenue (million)                   | 215   | 237   | 244   | 245   | 941   | 234   | 8.8%    |
| EBITDA (million)                         | 97    | 111   | 99    | 106   | 413   | 99    | 2.1%    |
| EBITDA margin (total rev.)               | 41.3% | 41.7% | 36.1% | 38.7% | 39.4% | 38.5% | -2.8%p  |
| EBITDA margin (ARPU rev.)                | 45.1% | 46.8% | 40.6% | 43.3% | 43.9% | 42.1% | -3.0%p  |
| SAC                                      | 40    | 42    | 48    | 37    | 42    | 35    | -13.3%  |
| ARPU                                     | 19    | 20    | 20    | 21    | 20    | 19    | 1.1%    |
| - Contract                               | 47    | 50    | 49    | 48    | 49    | 45    | -4.5%   |
| - Prepay                                 | 9     | 10    | 10    | 10    | 9     | 9     | -1.1%   |
| Non-Voice % of ARPU                      | 12%   | 11%   | 12%   | 13%   | 12%   | 14%   | 2%p     |
| Cash Capex (million)                     | 39    | 42    | 25    | 61    | 167   | 26    | -33.3%  |
| Cash Contribution (million) <sup>1</sup> | 58    | 69    | 74    | 45    | 246   | 73    | 25.9%   |

<sup>1</sup> Defined as adj. EBITDA minus Cash Capex



# T-Mobile Croatia

## Key operating and financial data.

| '000                                     | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05 | % Q1/04 |
|--|-------|-------|-------|-------|-------|-------|---------|
| Customers (end of period)                | 1,354 | 1,380 | 1,428 | 1,534 | 1,534 | 1,550 | 14.5%   |
| - Contract                               | 254   | 261   | 267   | 300   | 300   | 313   | 23.2%   |
| - Prepay                                 | 1,100 | 1,119 | 1,161 | 1,234 | 1,234 | 1,237 | 12.5%   |
| Net adds                                 | 14    | 26    | 49    | 105   | 194   | 16    | 14.3%   |
| - Contract                               | 2     | 7     | 7     | 33    | 48    | 13    | 550.0%  |
| - Prepay                                 | 12    | 19    | 42    | 73    | 146   | 4     | -66.7%  |
| Average monthly churn                    | 1.4%  | 1.2%  | 0.8%  | 0.9%  | 1.1%  | 1.1%  | -0.3%op |
| - Contract                               | 2.0%  | 1.6%  | 1.2%  | 1.1%  | 1.4%  | 1.4%  | -0.6%op |
| €  | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05 | % Q1/04 |
| Total revenues (million)                 | 89    | 106   | 136   | 105   | 436   | 101   | 13.5%   |
| ARPU Revenue (million)                   | 84    | 98    | 129   | 95    | 406   | 94    | 11.9%   |
| EBITDA (million)                         | 37    | 50    | 79    | 27    | 193   | 51    | 37.8%   |
| EBITDA margin (total rev.)               | 41.6% | 47.2% | 58.1% | 25.7% | 44.3% | 50.3% | 8.7%op  |
| EBITDA margin (ARPU rev.)                | 44.0% | 51.0% | 61.2% | 28.4% | 47.5% | 53.9% | 9.9%op  |
| SAC                                      | 57    | 64    | 51    | 96    | 72    | 61    | 6.8%    |
| - Contract                               | 105   | 115   | 79    | 158   | 126   | 123   | 16.8%   |
| - Prepay                                 | 41    | 47    | 45    | 71    | 54    | 32    | -22.9%  |
| ARPU                                     | 21    | 24    | 31    | 21    | 24    | 20    | -1.9%   |
| - Contract                               | 59    | 71    | 104   | 60    | 73    | 55    | -6.4%   |
| - Prepay                                 | 12    | 13    | 14    | 12    | 13    | 12    | -1.7%   |
| Non-Voice % of ARPU                      | 17%   | 15%   | 12%   | 17%   | 15%   | 18%   | 1%op    |
| Cash Capex (million)                     | 6     | 16    | 8     | 34    | 64    | 20    | 233.3%  |
| Cash Contribution (million) <sup>1</sup> | 31    | 34    | 71    | -7    | 129   | 31    | 0.0%    |

<sup>1</sup> Defined as adj. EBITDA minus Cash Capex

# Eurotel, Slovakia<sup>1</sup>

## Key operating and financial data.

| '000                                     | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05 | % Q1/04 |
|--|-------|-------|-------|-------|-------|-------|---------|
| Customers (end of period)                | 1,685 | 1,740 | 1,807 | 1,915 | 1,915 | 1,885 | 11.9%   |
| - Contract                               | 490   | 517   | 563   | 647   | 647   | 663   | 35.3%   |
| - Prepay                                 | 1,195 | 1,223 | 1,244 | 1,267 | 1,267 | 1,223 | 2.3%    |
| Net adds                                 | 71    | 56    | 67    | 108   | 301   | -29   | n.a.    |
| - Contract                               | 30    | 27    | 46    | 84    | 188   | 15    | -50.0%  |
| - Prepay                                 | 41    | 28    | 21    | 23    | 113   | -44   | n.a.    |
| Average monthly churn                    | 1.4%  | 1.2%  | 1.4%  | 1.6%  | 1.4%  | 2.3%  | 0.9%p   |
| - Contract                               | 0.8%  | 0.9%  | 0.8%  | 1.0%  | 0.9%  | 1.4%  | 0.6%p   |
| €  | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05 | % Q1/04 |
| Total revenues (million)                 | 75    | 80    | 85    | 91    | 332   | 86    | 14.7%   |
| ARPU Revenue (million)                   | 68    | 73    | 79    | 83    | 303   | 79    | 16.2%   |
| EBITDA (million)                         | 32    | 34    | 34    | 23    | 123   | 40    | 25.0%   |
| EBITDA margin (total rev.)               | 42.7% | 42.0% | 39.8% | 25.1% | 37.0% | 47.0% | 4.3%p   |
| EBITDA margin (ARPU rev.)                | 47.1% | 46.1% | 43.1% | 27.7% | 40.5% | 51.0% | 3.9%p   |
| SAC                                      | 28    | 28    | 35    | 41    | 34    | 37    | 32.9%   |
| - Contract                               | 99    | 116   | 141   | 120   | 119   | 109   | 10.3%   |
| - Prepay                                 | 5     | 6     | 6     | 8     | 6     | 3     | -46.0%  |
| ARPU                                     | 14    | 14    | 15    | 15    | 14    | 14    | 2.2%    |
| - Contract                               | 34    | 35    | 35    | 34    | 34    | 32    | -5.7%   |
| - Prepay                                 | 6     | 6     | 6     | 6     | 6     | 5     | -12.3%  |
| Non-Voice % of ARPU                      | 12%   | 13%   | 13%   | 15%   | 13%   | 15%   | 3%p     |
| Cash Capex (million)                     | 15    | 17    | 28    | 20    | 81    | 21    | 40.0%   |
| Cash Contribution (million) <sup>2</sup> | 17    | 17    | 6     | 3     | 42    | 19    | 11.8%   |

<sup>1</sup> Fully consolidated as of Q1/05; Rebranding into T-Mobile Slovensko at the beginning of May 2005

<sup>2</sup> Defined as adj. EBITDA minus Cash Capex



# Mobimak, Macedonia

## Key operating and financial data.

| '000                                     | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05 | % Q1/04 |
|--|-------|-------|-------|-------|-------|-------|---------|
| Customers (end of period)                | 565   | 623   | 693   | 752   | 752   | 777   | 37.5%   |
| - Contract                               | 102   | 107   | 113   | 119   | 119   | 122   | 19.6%   |
| - Prepay                                 | 463   | 516   | 580   | 634   | 634   | 655   | 41.5%   |
| Net adds                                 | 42    | 58    | 70    | 59    | 229   | 25    | -40.5%  |
| - Contract                               | 3     | 5     | 7     | 5     | 20    | 3     | 0.0%    |
| - Prepay                                 | 38    | 53    | 63    | 54    | 209   | 21    | -44.7%  |
| Average monthly churn                    | 0.9%  | 0.9%  | 0.8%  | 1.3%  | 1.0%  | 1.7%  | 0.8%op  |
| - Contract                               | 1.2%  | 0.8%  | 0.8%  | 0.9%  | 0.9%  | 0.9%  | -0.3%op |
| '000                                     | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05 | % Q1/04 |
| Total revenues (million)                 | 30    | 35    | 36    | 34    | 135   | 31    | 3.3%    |
| ARPU Revenue (million)                   | 28    | 29    | 34    | 30    | 121   | 29    | 3.6%    |
| EBITDA (million)                         | 16    | 19    | 19    | 17    | 71    | 16    | 0.0%    |
| EBITDA margin (total rev.)               | 53.3% | 54.3% | 52.8% | 50.0% | 52.6% | 52.3% | -1.0%op |
| EBITDA margin (ARPU rev.)                | 57.1% | 65.5% | 55.9% | 56.7% | 58.7% | 55.9% | -1.2%op |
| SAC                                      | 20    | 20    | 18    | 22    | 20    | 20    | 4.6%    |
| - Contract                               | 21    | 27    | 36    | 41    | 32    | 30    | 42.5%   |
| - Prepay                                 | 19    | 20    | 16    | 20    | 19    | 19    | 0.5%    |
| ARPU                                     | 17    | 16    | 17    | 14    | 16    | 13    | -26.3%  |
| - Contract                               | 45    | 43    | 48    | 39    | 44    | 38    | -16.0%  |
| - Prepay                                 | 11    | 11    | 11    | 9     | 10    | 8     | -27.5%  |
| Non-Voice % of ARPU                      | 11%   | 11%   | 10%   | 11%   | 11%   | 12%   | 1%op    |
| Cash Capex (million)                     | 2     | 7     | 11    | 1     | 21    | 5     | 150.0%  |
| Cash Contribution (million) <sup>1</sup> | 14    | 12    | 8     | 16    | 50    | 11    | -21.4%  |

<sup>1</sup> Defined as adj. EBITDA minus Cash Capex



# T-Mobile USA

## Key operating and financial data.

| '000  | Q1/04  | Q2/04  | Q3/04  | Q4/04  | FY/04  | Q1/05  | % Q1/04 |
|---|--------|--------|--------|--------|--------|--------|---------|
| Customers (end of period)   | 14,303 | 15,394 | 16,295 | 17,314 | 17,314 | 18,271 | 27.7%   |
| - Contract  | 12,784 | 13,720 | 14,528 | 15,341 | 15,341 | 16,115 | 26.1%   |
| - Prepay  | 1,519  | 1,674  | 1,767  | 1,973  | 1,973  | 2,156  | 41.9%   |
| Net adds  | 1,175  | 1,091  | 901    | 1,019  | 4,186  | 957    | -18.6%  |
| - Contract  | 1,088  | 936    | 808    | 813    | 3,645  | 775    | -28.8%  |
| - Prepay  | 87     | 155    | 93     | 206    | 541    | 182    | 109.2%  |
| Average monthly churn   | 3.0%   | 2.8%   | 3.0%   | 3.1%   | 3.0%   | 2.8%   | -0.2%op |
| - Contract  | 2.6%   | 2.4%   | 2.6%   | 2.6%   | 2.6%   | 2.3%   | -0.3%op |
| €   | Q1/04  | Q2/04  | Q3/04  | Q4/04  | FY/04  | Q1/05  | % Q1/04 |
| Total revenues (million)  | 2,053  | 2,317  | 2,458  | 2,450  | 9,278  | 2,598  | 26.5%   |
| ARPU Revenue (million)  | 1,697  | 1,971  | 2,059  | 2,038  | 7,765  | 2,086  | 22.9%   |
| EBITDA (million)  | 369    | 553    | 625    | 509    | 2,056  | 602    | 63.1%   |
| EBITDA margin (total rev.)  | 18.0%  | 23.9%  | 25.4%  | 20.8%  | 22.2%  | 23.2%  | 5.2%op  |
| EBITDA margin (ARPU rev.)   | 21.7%  | 28.1%  | 30.4%  | 25.0%  | 26.5%  | 28.9%  | 7.2%op  |
| SAC   | 177    | 159    | 149    | 156    | 160    | 149    | -15.8%  |
| - Contract  | 197    | 178    | 167    | 180    | 181    | 174    | -11.9%  |
| - Prepay  | 74     | 73     | 67     | 72     | 72     | 70     | -5.4%   |
| ARPU  | 41     | 44     | 43     | 41     | 42     | 39     | -5.1%   |
| - Contract  | 43     | 46     | 46     | 43     | 45     | 42     | -4.2%   |
| - Prepay  | 25     | 26     | 23     | 23     | 24     | 21     | -14.5%  |
| Non-Voice % of ARPU   | 4%     | 5%     | 5%     | 6%     | 5%     | 7%     | 3%op    |
| Cash Capex (million) <sup>1</sup>   | 527    | 380    | 360    | 353    | 1,620  | 2,133  | 304.7%  |
| Cash Contribution (million) <sup>1,2</sup>                                      | -158   | 173    | 265    | 156    | 436    | -1,531 | -869.0% |
| Cash Capex (million)<br>excl. acquisition of network JV <sup>1,3</sup>          | 527    | 380    | 360    | 353    | 1,620  | 255    | -51.6%  |
| Cash Contribution (million)<br>excl. Acquisition of network JV <sup>1,2,3</sup> | -158   | 173    | 265    | 156    | 436    | 347    | n.a.    |

1 Amounts for 2005 include investments in the coverage areas previously covered by the network infrastructure joint venture with Cingular.

Amounts for 2004 exclude our investment to fund capital expenditures in the JV with Cingular.

2 Defined as adj. EBITDA minus Cash Capex.

3 Adjusted by excluding the acquisition costs for networks and spectrum in California and Nevada of EUR 1,878 million in Q1-2005.





# T-Mobile USA (IFRS).

## Key financial data in US\$.

| US\$  | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04  | Q1/05  | % Q1/04 |
|---|-------|-------|-------|-------|--------|--------|---------|
| Total revenues (million)  | 2,568 | 2,790 | 3,004 | 3,176 | 11,538 | 3,407  | 32.7%   |
| Service Revenue (million)   | 2,123 | 2,373 | 2,516 | 2,643 | 9,655  | 2,736  | 28.9%   |
| EBITDA (million)  | 462   | 667   | 764   | 660   | 2,553  | 790    | 71.0%   |
| EBITDA margin (total rev.)  | 18.0% | 23.9% | 25.4% | 20.8% | 22.2%  | 23.2%  | 5.2%op  |
| EBITDA margin (ARPU rev.)   | 21.7% | 28.1% | 30.4% | 25.0% | 26.5%  | 28.9%  | 7.2%op  |
| SAC   | 222   | 192   | 182   | 202   | 199    | 196    | -11.9%  |
| - Contract  | 246   | 215   | 204   | 233   | 225    | 228    | -7.5%   |
| - Prepay  | 93    | 88    | 81    | 94    | 89     | 92     | -1.4%   |
| ARPU  | 52    | 53    | 53    | 53    | 53     | 51     | -0.6%   |
| - Contract  | 54    | 56    | 56    | 56    | 55     | 54     | 0.6%    |
| - Prepay  | 31    | 31    | 29    | 29    | 30     | 28     | -10.3%  |
| Non-Voice % of ARPU   | 4%    | 5%    | 5%    | 6%    | 5%     | 7%     | 3%op    |
| Cash Capex (million) <sup>1</sup>   | 659   | 458   | 440   | 457   | 2,014  | 2,797  | 324.4%  |
| Cash Contribution (million) <sup>1,2</sup>                                      | -197  | 209   | 324   | 203   | 539    | -2,007 | -918.8% |
| Cash Capex (million)<br>excl. acquisition of network JV <sup>1,3</sup>          | 659   | 458   | 440   | 457   | 2,014  | 335    | -49.2%  |
| Cash Contribution (million)<br>excl. Acquisition of network JV <sup>1,2,3</sup> | -197  | 209   | 324   | 203   | 539    | 455    | n.a.    |

1 Amounts for 2005 include investments in the coverage areas previously covered by the network infrastructure joint venture with Cingular.

Amounts for 2004 exclude our investment to fund capital expenditures in the JV with Cingular.

2 Defined as adj. EBITDA minus Cash Capex.

3 Adjusted by excluding the acquisition costs for networks and spectrum in California and Nevada of EUR 1,878 million in Q1-2005.

For US-GAAP numbers please visit [www.t-mobile.com/company/investors](http://www.t-mobile.com/company/investors) to download the T-Mobile USA earnings release published on May 12, 2005.



# T-Mobile USA.

Personal coverage check as unique churn prevention tool.

The screenshot shows the T-Mobile Personal Coverage Check interface. At the top left is the T-Mobile logo. The main title is "Personal Coverage Check". Below the logo are "MAP SIZES" (small, medium, large) and "QUICK MAPS" (USA, HAWAII, ALASKA). The central map displays digital coverage across the United States, with various cities labeled. To the right of the map is a search form with "Address" and "Intersection" tabs, and input fields for "Street:", "City:", "State:", and "Zip:". Below the form are "Search" and "Clear" buttons. Underneath the search form is the "T-Mobile Digital Coverage" section, which includes a "SIGNAL STRENGTH" legend with categories: Great (dark green), Good (light green), Fair (yellow), and None (grey). Below this are legends for "Roaming Digital Coverage" (dotted green), "Canada Roaming Digital Coverage" (light grey), "Mexico Roaming Digital Coverage" (dark blue), "New Sites in last 90 days" (T-Mobile logo), and "Address Location" (X). At the bottom left of the map area, there is a "Display HotSpot locations" checkbox and "Click map to:" options for "re-center", "zoom in", and "zoom out".

## T-Mobile USA.

Personal coverage check as unique churn prevention tool.

Check street-level coverage



“We want you to be satisfied with our coverage, when and where you need it. Before you sign up, make sure our service is right for you by checking coverage where you live, work, and play”

- Access via T-Mobile website or in T-Mobile stores
- Provides customers with accurate understanding of network coverage before they buy
- Clear differentiator to win more “happy” customers
- Helps to reduce customer complaints and churn rate significantly
- Additional Get More promise that pays off

# MDA Family: MDA III

Your PDA phone with extendable keyboard.

- PDA phone with GPRS, Wi-Fi and Bluetooth
- Quad Band: 850, 900, 1800, 1900 MHz
- Integrated keyboard
- Voice, SMS, MMS, Video, e-Mail, IM (MSN)
- Access e-mails and attachments  
(Pocket Outlook, WORD, and Excel; view PowerPoint and pdf files)
- Integrated RIM client
- Internet and Intranet  
(Pocket Internet Explorer, VPN access Intranet)
- In-car navigation
- MDA is leading PDA phone in Germany
- Launched Exclusively with T-Mobile since end of 2004



## MDA Family: MDA compact

Your 'cool design – smart services' device.

- Most stylish Windows Mobile 2003 with appropriate Phone user experience
- HTML-Browsing and MS-Mediaplayer ensures excellent Multimedia experience
- 1.3 Megapixel Camera
- Tri-Band: 900, 1800, 1900 MHz, Bluetooth
- Voice, SMS, MMS, Video, E-mail, IM (MSN)
- 64 MB RAM plus 64 MB ROM
- MP3 Music
- Weight only 150 g
- Launched Exclusively with T-Mobile since end of 2004



## MDA Family: MDA IV

Your 'mini notebook' device.

- 3,6" VGA TFT-LCD display unique pivoting communicator (PDA & mini notebook mode)
- UMTS dual mode, Tri-Band: 900, 1800, 1900 MHz
- Bluetooth and WLAN
- 128 MB ROM plus 64 MB RAM plus MMC
- Voice, SMS, MMS, Video, Outlook E-mail, IM (MSN), Blackberry Push email
- Dual camera for Videotelefonie
- Large QUERTY keyboard
- Powerful Multimedia experience (Audio & Video)
- Launch Exclusively with T-Mobile July/August 2005



## Sidekick II

Your 'instant email on the go' device.

- Optimized HTML-browsing supported by smart scroll bar
- Special compression procedure makes it possible retrieve and display internet sites even faster.
- Triband: 900, 1800, 1900 MHz
- Voice, SMS, MMS, E-mail, IM (AOL, Yahoo)
- VGA camera with flash
- Cool downloads of Sidekick specific content (Ringtones, games, applications)
- Weight only 184 g.
- Launch with T-Mobile from June 2005.





## 3G: Samsung SGH-Z130

Your 'visual entertainment' with rotational display device.

- 2 way Video Telephony
- Rotational LCD: wide view for Multimedia
- High quality of Display with 260k color screen
- 1.0 Megapixel camera with flash
- Voice, SMS, MMS, E-mail
- Launched since March 2005





## 3G: Nokia 6680

Your 'see and be seen' device.

- 2 cameras (1x 1,3 MegaPixel and 1 x VGA) with Flash LED
- 2 way Videotelephony (2 cameras)
- Web browsing and video streaming with broadband speed
- Triband: 900, 1800, 1900, EDGE, WCDMA and Bluetooth
- Always-on email client with document viewers (ppt, xls, doc, pdf)
- Direct photo printing via Bluetooth, MMC and USB
- Weight only 133 g.
- Launched since mid March 2005.



## 3G: Samsung SGH-ZM60

Your 'audio enhanced 3G' device.

- Stylish 3G clamshell device
- High quality 262k color screen
- Mobile Jukebox with 3D sound
- 1.0 Megapixel camera with flash
- Triband: 900, 1800, 1900, WCDMA and Bluetooth
- >49MB internal memory plus external
- Improved Videotelephony and Messaging
- Weight only 115 g.
- Launch Exclusivly for T-Mobile June 2005.



## 3G: LG U8200

Your 'compact 3G clamshell' device.

- 3G Compact Clamshell
- Multimedia Player inc Video Streaming, Download, Recording & Playback
- External Memory – T-Flash
- 1.3 Mega Pixel Camera with photo flash
- Video Telephony
- Voice, SMS, Video MMS, E-mail
- Triband: 900, 1800, 1900, WCDMA and Bluetooth
- High quality of Display with 260k color screen
- Launch Exclusivly for T-Mobile July 2005.





# Notes.

A series of horizontal dotted lines for taking notes.

# Business Customers.

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For further information on services, solutions, customers and divisional management see

[www.t-systems.de](http://www.t-systems.de)



# Business Customers adjusted for special influences.

| € million                      | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04  | Q1/05 | % Q1/04 |
|--------------------------------|-------|-------|-------|-------|--------|-------|---------|
| Total revenue                  | 3,075 | 3,272 | 3,169 | 3,441 | 12,957 | 3,124 | 1.6%    |
| Net revenue                    | 2,209 | 2,327 | 2,200 | 2,505 | 9,241  | 2,253 | 2.0%    |
| EBITDA                         | 394   | 426   | 453   | 365   | 1,638  | 396   | 0.5%    |
| EBITDA margin                  | 12.8% | 13.0% | 14.3% | 10.6% | 12.6%  | 12.7% | -0.1%p  |
| Depreciation and amortization  | -232  | -243  | -234  | -238  | -947   | -215  | -7.3%   |
| Operating results = EBIT       | 162   | 183   | 219   | 127   | 691    | 181   | 11.7%   |
| Cash capex                     | 124   | 211   | 193   | 229   | 757    | 132   | 6.5%    |
| Cash contribution <sup>1</sup> | 270   | 215   | 260   | 136   | 881    | 264   | -2.2%   |

<sup>1</sup> Defined as adj. EBITDA – Cash Capex

# EBITDA reconciliation in Business Customers .

| € million                             | Q1/04      | Q2/04      | Q3/04      | Q4/04      | FY/04        | Q1/05      |
|---------------------------------------|------------|------------|------------|------------|--------------|------------|
| Total revenue                         | 3,075      | 3,272      | 3,169      | 3,441      | 12,957       | 3,124      |
| <b>Operating results = EBIT</b>       | <b>159</b> | <b>140</b> | <b>214</b> | <b>57</b>  | <b>570</b>   | <b>180</b> |
| - Depreciation and amortization       | -232       | -243       | -234       | -238       | -947         | -215       |
| <b>= EBITDA</b>                       | <b>391</b> | <b>383</b> | <b>448</b> | <b>295</b> | <b>1,517</b> | <b>395</b> |
| EBITDA margin                         | 12.7%      | 11.7%      | 14.1%      | 8.6%       | 11.7%        | 12.6%      |
| - Special influences affecting EBITDA | -3         | -43        | -5         | -70        | -121         | -1         |
| <b>= Adj. EBITDA</b>                  | <b>394</b> | <b>426</b> | <b>453</b> | <b>365</b> | <b>1,638</b> | <b>396</b> |
| Adj. EBITDA margin                    | 12.8%      | 13.0%      | 14.3%      | 10.6%      | 12.6%        | 12.7%      |



# Business Customers unadjusted.

| € million                     | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04  | Q1/05 | % Q1/04 |
|-------------------------------|-------|-------|-------|-------|--------|-------|---------|
| Total revenue                 | 3,075 | 3,272 | 3,169 | 3,441 | 12,957 | 3,124 | 1.6%    |
| Net revenue                   | 2,209 | 2,327 | 2,200 | 2,505 | 9,241  | 2,253 | 2.0%    |
| EBITDA                        | 391   | 383   | 448   | 295   | 1,517  | 395   | 1.0%    |
| EBITDA margin                 | 12.7% | 11.7% | 14.1% | 8.6%  | 11.7%  | 12.6% | -0.1%p  |
| Depreciation and amortization | -232  | -243  | -234  | -238  | -947   | -215  | -7.3%   |
| Operating results = EBIT      | 159   | 140   | 214   | 57    | 570    | 180   | 13.2%   |

# Special influences affecting Business Customers .

| € million                                 | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05 |
|---|-------|-------|-------|-------|-------|-------|
| <b>Effect on EBITDA</b>                   | -3    | -43   | -5    | -70   | -121  | -1    |
| -of which restructuring provisions        | -3    |       |       | -53   | -56   |       |
| - of which transfer payment Vivento       |       | -43   | -14   | -17   | -74   | -1    |
| - of which gain of sale of cc-chemplorer  |       |       | 9     |       | 9     |       |
| <b>Effect on Operating results = EBIT</b> | -3    | -43   | -5    | -70   | -121  | -1    |

# Business Customers.

Summary and geographical breakdown.

| € million             | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04  | Q1/05 | % Q1/04 |
|-----------------------|-------|-------|-------|-------|--------|-------|---------|
| Total revenue         | 3,075 | 3,272 | 3,169 | 3,441 | 12,957 | 3,124 | 1.6%    |
| thereof international | 439   | 476   | 434   | 384   | 1,733  | 414   | -5.7%   |
| Adj. EBITDA           | 394   | 426   | 453   | 365   | 1,638  | 396   | 0.5%    |
| Adj. EBITDA margin    | 12.8% | 13.0% | 14.3% | 10.6% | 12.6%  | 12.7% | -0.1%op |
| Cash Capex            | 124   | 211   | 193   | 229   | 757    | 132   | 6.5%    |
| Cash contribution     | 270   | 215   | 260   | 136   | 881    | 264   | -2.2%   |
| Order entry           | 2,928 | 3,275 | 3,460 | 3,602 | 13,265 | 3,080 | 5.2%    |

| %                       | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05 | % Q1/04 |
|-------------------------|-------|-------|-------|-------|-------|-------|---------|
| Germany                 | 86%   | 85%   | 86%   | 89%   | 87%   | 87%   | 1.0%op  |
| Europe                  | 12%   | 12%   | 12%   | 12%   | 12%   | 12%   | 0.0%op  |
| of which Western Europe | 11%   | 11%   | 11%   | 11%   | 11%   | 11%   | 0.0%op  |
| of which Eastern Europe | 1%    | 1%    | 1%    | 1%    | 1%    | 1%    | 0.0%op  |
| America                 | 2%    | 2%    | 2%    | 2%    | 2%    | 2%    | 0.0%op  |
| Asia                    | 0%    | 0%    | 0%    | 0%    | 0%    | 0%    | 0.0%op  |
| Africa                  | 1%    | 1%    | 1%    | 1%    | 1%    | 1%    | 0.0%op  |

# Business Customers Enterprise Services. Summary.

| € million                      | Q1/04  | Q2/04  | Q3/04  | Q4/04  | FY/04  | Q1/05  | % Q1/04 |
|--------------------------------|--------|--------|--------|--------|--------|--------|---------|
| Total revenue                  | 1,907  | 2,102  | 2,039  | 2,200  | 8,248  | 2,041  | 7.0%    |
| Adj. EBITDA                    | 319    | 328    | 369    | 249    | 1,265  | 328    | 2.8%    |
| Adj. EBITDA margin             | 16.7%  | 15.6%  | 18.1%  | 11.3%  | 15.3%  | 16.1%  | -0.7%p  |
| Capex <sup>1</sup>             | 114    | 171    | 159    | 257    | 701    | 107    | -6.1%   |
| Cash contribution <sup>2</sup> | 205    | 157    | 210    | -8     | 564    | 221    | 7.8%    |
| Headcount (end of period)      | 35,009 | 35,863 | 35,827 | 35,539 | 35,539 | 35,768 | 2.2%    |
| Headcount (average number)     | 35,110 | 35,520 | 35,860 | 35,626 | 35,529 | 35,660 | 1.6%    |

<sup>1</sup> Booked Capex

<sup>2</sup> Defined as adj. EBITDA – Booked Capex

# Business Customers Enterprise Services. Computing & Desktop Services.

| Financial (€ million)          | Q1/04  | Q2/04  | Q3/04  | Q4/04  | FY/04  | Q1/05  | % Q1/04 |
|--------------------------------|--------|--------|--------|--------|--------|--------|---------|
| Total revenue                  | 1,056  | 1,180  | 1,169  | 1,186  | 4,590  | 1,158  | 9.7%    |
| Adj. EBITDA                    | 258    | 265    | 288    | 188    | 999    | 265    | 2.7%    |
| Adj. EBITDA margin             | 24.4%  | 22.5%  | 24.6%  | 15.9%  | 21.8%  | 22.9%  | -1.5%p  |
| Capex <sup>1</sup>             | 88     | 148    | 143    | 228    | 607    | 96     | 9.1%    |
| Cash contribution <sup>2</sup> | 170    | 117    | 145    | -40    | 392    | 169    | -0.6%   |
| Headcount (end of period)      | 19,208 | 20,570 | 20,850 | 20,788 | 20,788 | 20,712 | 7.8%    |

| Value Driver                 | Q1/04   | Q2/04   | Q3/04   | Q4/04   | FY/04   | Q1/05   | % Q1/04 |
|------------------------------|---------|---------|---------|---------|---------|---------|---------|
| Desktop under service ('000) | 1,217   | 1,225   | 1,257   | 1,220   | 1,220   | 1,263   | 3.8%    |
| Service share <sup>3</sup>   | 59.6%   | 60.3%   | 60.2%   | 62.0%   | 60.6%   | 60.5%   | 0.9%p   |
| MIPS capacity (number)       | 116,956 | 121,831 | 124,448 | 130,786 | 130,786 | 130,429 | 11.5%   |

<sup>1</sup> Booked Capex

<sup>2</sup> Defined as adj. EBITDA – Booked Capex

<sup>3</sup> Germany only.

# Business Customers Enterprise Services. Systems Integration.

| Financial (€ million)          | Q1/04  | Q2/04  | Q3/04  | Q4/04  | FY/04  | Q1/05  | % Q1/04 |
|--------------------------------|--------|--------|--------|--------|--------|--------|---------|
| Total revenue                  | 369    | 394    | 377    | 517    | 1,657  | 386    | 4.6%    |
| Adj. EBITDA                    | 38     | 37     | 53     | 34     | 162    | 41     | 7.9%    |
| Adj. EBITDA margin             | 10.3%  | 9.4%   | 14.1%  | 6.6%   | 9.8%   | 10.6%  | 0.3%p   |
| Capex <sup>1</sup>             | 17     | 16     | 13     | 23     | 70     | 6      | -64.7%  |
| Cash contribution <sup>2</sup> | 21     | 21     | 40     | 11     | 92     | 35     | 66.7%   |
| Headcount (end of period)      | 15,002 | 14,469 | 14,155 | 13,929 | 13,929 | 14,203 | -5.3%   |

| Value Driver        | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05 | % Q1/04 |
|---------------------|-------|-------|-------|-------|-------|-------|---------|
| Utilization rate    | 73.5% | 78.9% | 79.0% | 79.8% | 77.8% | 77.3% | 3.8%p   |
| Charge-out-rate (€) | 102   | 100   | 99    | 115   | 104   | 99    | -2.9%   |

<sup>1</sup> Booked Capex

<sup>2</sup> Defined as adj. EBITDA – Booked Capex

# Business Customers Enterprise Services. Telecommunication.

| Financial (€ million)          | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05 | % Q1/04 |
|--------------------------------|-------|-------|-------|-------|-------|-------|---------|
| Total revenue                  | 483   | 527   | 493   | 497   | 2,000 | 497   | 2.9%    |
| Adj. EBITDA                    | 23    | 25    | 28    | 27    | 103   | 22    | -4.3%   |
| Adj. EBITDA margin             | 4.8%  | 4.7%  | 5.7%  | 5.4%  | 5.2%  | 4.4%  | -0.3%p  |
| Capex <sup>1</sup>             | 9     | 7     | 3     | 6     | 23    | 5     | -44.4%  |
| Cash contribution <sup>2</sup> | 14    | 18    | 25    | 21    | 80    | 17    | 21.4%   |
| Headcount (end of period)      | 800   | 824   | 822   | 821   | 821   | 853   | 6.6%    |

<sup>1</sup> Booked Capex

<sup>2</sup> Defined as adj. EBITDA – Booked Capex

# Business Customers Business Services. Summary.

| € million                      | Q1/04  | Q2/04  | Q3/04  | Q4/04  | FY/04  | Q1/05  | % Q1/04 |
|--------------------------------|--------|--------|--------|--------|--------|--------|---------|
| Total revenue                  | 1,168  | 1,170  | 1,129  | 1,242  | 4,709  | 1,083  | -7.3%   |
| Adj. EBITDA                    | 74     | 99     | 84     | 116    | 373    | 68     | -8.1%   |
| Adj. EBITDA margin             | 6.3%   | 8.5%   | 7.4%   | 9.2%   | 7.8%   | 6.3%   | -0.1%op |
| Capex <sup>1</sup>             | 25     | 51     | 42     | 50     | 167    | 40     | 60.0%   |
| Cash contribution <sup>2</sup> | 49     | 48     | 42     | 66     | 206    | 28     | -42.9%  |
| Headcount (end of period)      | 17,215 | 17,106 | 15,573 | 15,634 | 15,634 | 15,940 | -7.4%   |
| Headcount (average number)     | 17,247 | 17,210 | 15,734 | 15,606 | 15,449 | 15,654 | -9.2%   |

| Value Driver             | Q1/04 | Q2/04 | Q3/04 | Q4/04 | FY/04 | Q1/05 | % Q1/04 |
|--------------------------|-------|-------|-------|-------|-------|-------|---------|
| Revenue Voice            | 472   | 487   | 481   | 492   | 1,933 | 455   | -3.6%   |
| Revenue Data (Legacy/IP) | 594   | 584   | 673   | 742   | 2,593 | 579   | -2.5%   |
| Revenue IT               | 19    | 15    | 10    | 32    | 77    | 32    | 68.4%   |
| Material Ratio           | 74%   | 75%   | 80%   | 90%   | 80%   | 70%   | -4.0%op |

<sup>1</sup> Booked Capex

<sup>2</sup> Defined as adj. EBITDA – Booked Capex





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

| € million                     | Q1/04  | Q2/04  | Q3/04 | Q4/04  | FY/04  | Q1/05 | % Q1/04 |
|-------------------------------|--------|--------|-------|--------|--------|-------|---------|
| Total revenue                 | 866    | 882    | 887   | 891    | 3,526  | 853   | -1.5%   |
| Net revenue                   | 62     | 69     | 57    | 72     | 260    | 65    | 4.8%    |
| EBITDA                        | -87    | -165   | -22   | -274   | -548   | -72   | 17.2%   |
| - of which Vivento            | -211   | -222   | -198  | -199   | -830   | -186  | 11.8%   |
| EBITDA margin                 | -10.0% | -18.7% | -2.5% | -30.8% | -15.5% | -8.4% | 1.6%pp  |
| Depreciation and amortization | -204   | -196   | -237  | -239   | -876   | -209  | -2.5%   |
| Operating results = EBIT      | -291   | -361   | -259  | -513   | -1,424 | -281  | 3.4%    |
| Cash capex                    | 56     | 128    | 133   | 201    | 518    | 56    | 0.0%    |

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

| € million                             | Q1/04       | Q2/04       | Q3/04       | Q4/04       | FY/04         | Q1/05       |
|---------------------------------------|-------------|-------------|-------------|-------------|---------------|-------------|
| Total revenue                         | 866         | 882         | 887         | 891         | 3,526         | 853         |
| <b>Operating results = EBIT</b>       | <b>-324</b> | <b>-318</b> | <b>-238</b> | <b>-552</b> | <b>-1,432</b> | <b>-292</b> |
| - Depreciation and amortization       | -204        | -196        | -237        | -239        | -876          | -209        |
| <b>= EBITDA</b>                       | <b>-120</b> | <b>-122</b> | <b>-1</b>   | <b>-313</b> | <b>-556</b>   | <b>-83</b>  |
| EBITDA margin                         | -13.9%      | -13.8%      | -0.1%       | -35.1%      | -15.8%        | -9.7%       |
| - Special influences affecting EBITDA | -33         | 43          | 21          | -39         | -8            | -11         |
| <b>= Adj. EBITDA</b>                  | <b>-87</b>  | <b>-165</b> | <b>-22</b>  | <b>-274</b> | <b>-548</b>   | <b>-72</b>  |
| Adj. EBITDA margin                    | -10.0%      | -18.7%      | -2.5%       | -30.8%      | -15.5%        | -8.4%       |

# “Group Headquarters & Shared Services” unadjusted.

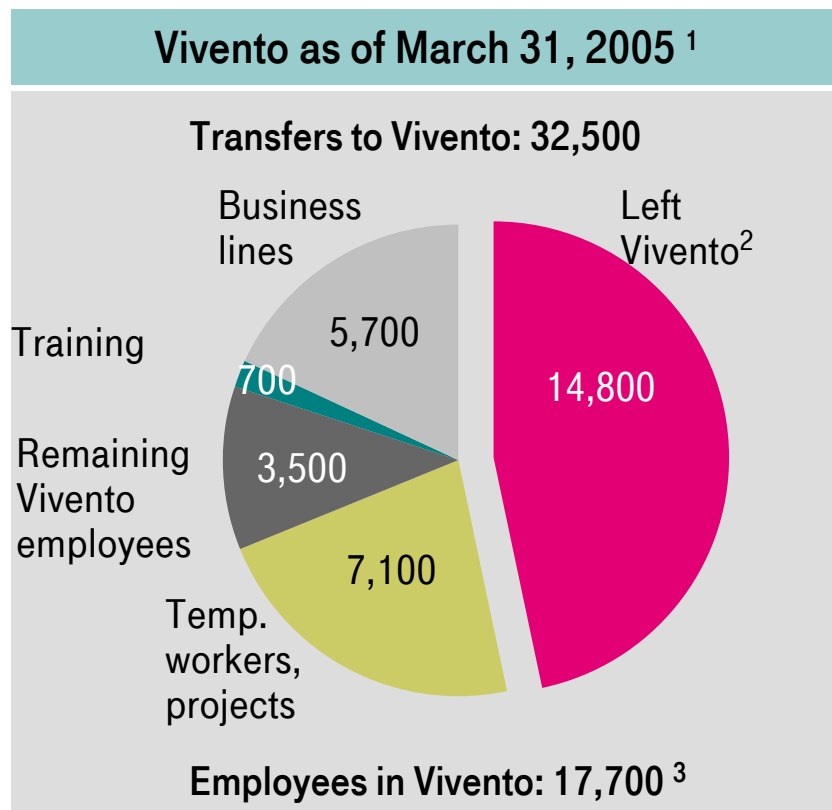
| € million                     | Q1/04  | Q2/04  | Q3/04 | Q4/04  | FY/04  | Q1/05 | % Q1/04 |
|-------------------------------|--------|--------|-------|--------|--------|-------|---------|
| Total revenue                 | 866    | 882    | 887   | 891    | 3,526  | 853   | -1.5%   |
| Net revenue                   | 62     | 69     | 57    | 72     | 260    | 65    | 4.8%    |
| EBITDA                        | -120   | -122   | -1    | -313   | -556   | -83   | 30.8%   |
| - of which Vivento            | -244   | -179   | -167  | -185   | -775   | -197  | 19.3%   |
| EBITDA margin                 | -13.9% | -13.8% | -0.1% | -35.1% | -15.8% | -9.7% | 4.2%p   |
| Depreciation and amortization | -204   | -196   | -237  | -239   | -876   | -209  | -2.5%   |
| Operating results = EBIT      | -324   | -318   | -238  | -552   | -1,432 | -292  | 9.9%    |

## Special influences affecting "Headquarters & Shared Services".

| € million  | Q1/04      | Q2/04      | Q3/04     | Q4/04      | FY/04      | Q1/05      |
|--|------------|------------|-----------|------------|------------|------------|
| <b>Effect on EBITDA</b>  | <b>-33</b> | <b>43</b>  | <b>21</b> | <b>-39</b> | <b>-8</b>  | <b>-11</b> |
| - of which transfer payment Vivento                                      |            | 43         | 21        | 19         | 83         | 2          |
| - Accruals for reduction of personnel,<br>redundancy payments and others | -33        |            |           | -58        | -91        | -13        |
| <b>Effects on Operating results = EBIT</b>                               | <b>-33</b> | <b>135</b> | <b>21</b> | <b>127</b> | <b>250</b> | <b>-11</b> |

# Vivento Measures.

## Implication of efficient processes.



- Ongoing **development** of **business models** and further creation of **new employment opportunities**
- **Contribution of revenues** by business models and temp. work projects
- Optimization in personnel cost through **headcount reduction**
- Approx. **2,000** employees have left Vivento in Q1 2005 – about 50% external

1 Rounded figures; including Vivento management

2 Of which approx. 7,800 employees have left the Deutsche Telekom group since 2002.

3 Including 700 FTE Vivento management

# Glossary and Disclaimer.

If not stated otherwise, all numbers comply with the International Financial Reporting Standards (IFRS). This presentation contains non-GAAP financial measures,

| such as ...          | which is defined as ...   |
|----------------------|---|
| EBIT                 | Abbreviation for EARNINGS BEFORE INTEREST AND TAXES. EBIT is equivalent to the P&L-line "Operating Results".  |
| Adj. EBIT            | EBIT adjusted for special influences.   |
| EBT                  | Abbreviation for EARNINGS BEFORE TAXES. EBT is equivalent to the P&L-line "Income before taxes".  |
| Adj. EBT             | EBT adjusted for special influences.  |
| EBITDA               | Abbreviation for EARNINGS BEFORE INTEREST, TAX, DEPRECIATION AND AMORTISATION. EBITDA is equivalent to EBIT minus Depreciation and Amortisation. Depreciation and Amortisation is not a line in the P&L but provided as "Other disclosure".   |
| 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. Details on the special influences are given for for the group and each division.  |
| Cash capex           | Amount of payouts for tangible and intangible assets excluding goodwill.  |
| Cash contribution    | EBITDA minus capex.   |
| Free cash flow       | Net cash provided by operating activities minus capex.  |
| 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.   |
| ARPU                 | Abbreviation for AVERAGE REVENUE PER USER. Calculation: Service fee, as well as voice, non voice, roaming and visitor revenues, divided by the average number of customers in the period. Visitor revenues are allocated exclusively to contract customers. Activation charges, virtual network operator revenues and other operating revenue are not included.           |
| SAC                  | Abbreviation for SUBSCRIBER ACQUISITION COSTS. Calculation: Customer acquisition costs divided by the number of gross customers added during the respective period.   |
| CPGA                 | Abbreviation for COST PER GROSS ADD. Calculation: customer acquisition costs plus the subsidy loss on customer acquisition related to equipment sales, divided by the number of gross customers added during the respective period.   |
| CCPU                 | Abbreviation for CASH COST PER USER. Calculation: including all network and general and administrative costs divided by the average number of customers during the respective period.   |

These and the other non-GAAP financial measures used by Deutsche Telekom are derived from our IFRS financial info but do not comply with IFRS and should not be viewed as a substitute for our IFRS figures. Our non-GAAP financial measures may not be comparable to non-GAAP financial measures used by other companies. To interpret our major non-GAAP financial measures, please refer to the information contained in these materials and the chapter "Reconciliation to pro forma figures" in the annual and interim reports or the reconciliation to pro forma figures posted on Deutsche Telekom's Investor relations website.

