

Reconciliation of pro forma figures.

Pro forma figures include EBITDA and EBITDA adjusted for special factors, the EBITDA margin, the EBITDA margin adjusted for special factors, as well as free cash flow, and gross and net debt.

Pro forma figures are not governed by the International Financial Reporting Standards (IFRS) or U.S. Generally Accepted Accounting Principles (U.S. GAAP). As other companies may not compute the pro forma figures presented by Deutsche Telekom in the same way, Deutsche Telekom's pro forma figures are only comparable with similarly designated disclosures by other companies to a limited extent.

The pro forma figures in this Interim Report should not be viewed in isolation as an alternative to profit/loss from operations, net profit/loss, net cash from operating activities or the debt reported in the consolidated balance sheet, or other Deutsche Telekom key performance indicators presented in accordance with IFRS or U.S. GAAP.

EBITDA and EBITDA adjusted for special factors.

EBITDA

EBITDA for the strategic business areas and the Group as a whole is derived from profit/loss from operations (EBIT). To calculate EBITDA, this measure of earnings before profit/loss attributable to minority interests, income taxes and net financial income/expense is additionally adjusted for depreciation, amortization and impairment losses. It should be noted that Deutsche Telekom's definition of EBITDA may differ from that used by other companies.

In this definition, net financial income/expense includes finance costs, the share of profit/loss of equity-accounted investments, and other financial income/expense. As it is based on profit/loss from operations, this method of computation allows EBITDA to be derived in a uniform manner on the basis of a measure of earnings in accordance with IFRS published for the strategic business areas and the Group as a whole.

EBITDA is an important indicator used by Deutsche Telekom's senior operating decision-makers to manage Deutsche Telekom's operating activities and measure the performance of the individual strategic business areas.

Adjusted EBITDA

Deutsche Telekom defines EBITDA adjusted for special factors as profit/loss from operations (EBIT) before depreciation, amortization and impairment losses and before the effects of any special factors.

Deutsche Telekom uses EBITDA adjusted for special factors as an internal performance indicator for the

management of its operational business activities, and to allow it to better evaluate and compare developments over several reporting periods. Further details of the effects of special factors on Group EBITDA and the EBITDA of the strategic business areas can be found in the section on "Special factors" below.

**EBITDA margin/
adjusted EBITDA margin**

To compare the earnings performance of profit-oriented units of different sizes, the EBITDA margin and the adjusted EBITDA margin (EBITDA to revenue) are

presented in addition to EBITDA and adjusted EBITDA. The EBITDA margin is calculated as the ratio of EBITDA to net revenue (EBITDA divided by net revenue).

Special factors.

Deutsche Telekom's net profit/loss and the EBITDA of the Group and of the strategic business areas were affected by a range of special factors in both the reporting period and the prior-year period.

The underlying concept involves the elimination of special factors that affect operational business activities and thus impair the comparability of EBITDA and net profit/loss with the corresponding figures for prior periods. In addition, a statement about the future development of EBITDA and net profit is only possible to a limited extent due to such special factors.

Adjustments are made irrespective of whether the relevant income and expenses are reported in profit/loss from operations, net financial income/expense, or in tax expense. Income and expenses directly relating to the items being adjusted are also adjusted.

The tables in the sections on the strategic business areas and under "Deutsche Telekom at a glance" outline the way in which Deutsche Telekom derives EBITDA adjusted for special factors for the Group as a whole and for the strategic business areas from profit/loss from operations in accordance with IFRS. The special factors are presented for the reporting period and the comparative prior-year period.

Special factors affecting EBITDA

Special factors affecting EBITDA in the first quarter of 2005 included expenses relating to severance and voluntary redundancy payments of EUR 13 million at Group Headquarters & Shared Services and personnel-related restructuring expenses of EUR 7 million in the Mobile Communications business area. In addition, intra-group expenses for staff transfers to Vivento had an EBITDA-neutral effect.

Special factors amounting to EUR 69 million were recorded in the same period last year. These were mainly severance and voluntary redundancy payments in the Broadband/Fixed Network business area and at Group Headquarters & Shared Services.

Special factors not affecting EBITDA

Special factors not affecting Group EBITDA in the first quarter of 2005 included the gain on the disposal of the stake in Intelsat amounting to EUR 21 million. In addition, taxes totaling EUR 5 million relating to this gain and the severance and voluntary redundancy

payments, which affected EBITDA, were recorded. A tax income of EUR 10 million relating to severance and voluntary redundancy payments was recorded as a special factor in the first quarter of 2004.

Reconciliation
of the
consolidated
income statement

| | Q1 2005 | Special factors in Q1 2005 | Q1 2005 without special factors | Q1 2004 | Special factors in Q1 2004 | Q1 2004 without special factors | FY 2004 |
|---|------------------|-------------------------------------|---|------------------|-------------------------------------|---|------------------|
| | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € |
| Net revenue | 14,376 | | 14,376 | 13,890 | | 13,890 | 57,360 |
| Cost of sales | (7,526) | | (7,526) | (7,219) | | (7,219) | (31,559) |
| Gross profit | 6,850 | | 6,850 | 6,671 | | 6,671 | 25,801 |
| Selling expenses | (3,434) | | (3,434) | (3,207) | | (3,207) | (12,837) |
| General and administrative expenses | (1,037) | (7) ^a | (1,030) | (1,034) | | (1,034) | (4,505) |
| Other operating income | 279 | | 279 | 361 | | 361 | 1,718 |
| Other operating expenses | (318) | (13) ^b | (305) | (375) | (69) ^e | (306) | (3,916) |
| Profit from operations | 2,340 | (20) | 2,360 | 2,416 | (69) | 2,485 | 6,261 |
| Financial income (expense), net | (721) | 21 ^c | (742) | (1,224) | | (1,224) | (2,743) |
| Profit before income taxes | 1,619 | 1 | 1,618 | 1,192 | (69) | 1,261 | 3,518 |
| Income taxes | (486) | 7 ^d | (493) | (430) | 10 ^f | (440) | (1,528) |
| Profit after income taxes | 1,133 | 8 | 1,125 | 762 | (59) | 821 | 1,990 |
| Profit attributable to minority interests | 123 | | 123 | 130 | | 130 | 426 |
| Net profit | 1,010 | 8 | 1,002 | 632 | (59) | 691 | 1,564 |
| Profit from operations (EBIT) | 2,340 | (20) | 2,360 | 2,416 | (69) | 2,485 | 6,261 |
| Depreciation, amortization and impairment losses | (2,558) | | (2,558) | (2,190) | | (2,190) | (13,128) |
| EBITDA | 4,898 | (20) | 4,918 | 4,606 | (69) | 4,675 | 19,389 |
| EBITDA margin (%) | 34.1 | n.a. | 34.2 | 33.2 | n.a. | 33.7 | 33.8 |

Special factors in the first quarter of 2005:

- ^a Personnel-related restructuring expenses in the Mobile Communications business area.
^b Severance and voluntary redundancy payments at Group Headquarters & Shared Services.
^c Gain on the disposal of the stake in Intelsat (Group Headquarters & Shared Services).
^d Tax effects from special factors within profit/loss before income taxes.

Special factors in the first quarter of 2004:

- ^e Mainly severance and voluntary redundancy payments in the Broadband/Fixed Network business area and at Group Headquarters & Shared Services.
^f Tax effect of severance and voluntary redundancy payments.

Free cash flow.

Deutsche Telekom defines free cash flow as cash generated from operations less interest paid and cash outflows for investments in intangible assets (excluding goodwill) and property, plant and equipment.

Deutsche Telekom believes that free cash flow is used by investors as a measure to assess the Group's cash generated from operations (after deductions for interest paid and cash outflows for investments in intangible assets (excluding goodwill) and property, plant and

equipment), in particular with regard to subsidiaries, associates and joint ventures, and the repayment of debt. Free cash flow should not be used to determine the financial position of the Group. A further factor to be noted is that Deutsche Telekom's definition of free cash flow and its methods of computing this measure are only comparable with similarly designated measures and disclosures by other companies to a limited extent.

Reconciliation of the Group's free cash flow

| | Q1 2005 millions of € | Q1 2004 millions of € | FY 2004 millions of € |
|--|-----------------------------|-----------------------------|-----------------------------|
| Cash generated from operations | 2,576 | 4,779 | 20,462 |
| Interest paid | (400) | (475) | (3,742) |
| Net cash from operating activities | 2,176 | 4,304 | 16,720 |
| Cash outflows for investments in property, plant and equipment, and intangible assets (excluding goodwill) | (3,091) | (1,352) | (6,410) |
| Free cash flow before dividend payments | (915) | 2,952 | 10,310 |

Gross and net debt.

Gross debt includes not only bonds and liabilities to banks, but also liabilities to non-banks from promissory notes, finance lease liabilities, liabilities arising from ABS transactions (capital market liabilities), liabilities from derivatives and cash collateral received for positive fair values of derivatives, as well as other interest-bearing financial liabilities.

Net debt is calculated by deducting cash and cash equivalents as well as financial assets classified as held for trading and available for sale (due \leq 1 year). In addition, all derivative financial instruments and cash collateral paid for negative fair values of derivatives and cash collateral paid for ABS transactions are deducted from gross debt.

The aim is to show the actual indebtedness of the Group at the respective balance sheet date by disclosing the amount of net debt, thus facilitating the management of debt and debt control.

Reconciliation of the Group's gross and net debt

| | Mar. 31, 2005 millions of € | Dec. 31, 2004 millions of € | Mar. 31, 2004 millions of € |
|--|--------------------------------|--------------------------------|--------------------------------|
| Bonds | 41,921 | 39,458 | 49,997 |
| Liabilities to banks | 3,113 | 3,074 | 3,262 |
| Liabilities to non-banks from promissory notes | 656 | 651 | 769 |
| Liabilities from derivatives | 1,143 | 1,159 | 1,108 |
| Lease liabilities | 2,459 | 2,487 | 2,410 |
| Liabilities arising from ABS transactions | 1,487 | 1,563 | 1,367 |
| Other financial liabilities | 69 | 79 | 197 |
| Gross debt | 50,848 | 48,471 | 59,110 |
| Cash and cash equivalents | 6,260 | 8,005 | 9,013 |
| Available-for-sale/held-for-trading financial assets | 934 | 120 | 151 |
| Derivatives | 523 | 396 | 709 |
| Other financial assets | 496 | 407 | 573 |
| Net debt | 42,635 | 39,543 | 48,664 |