

# Backup Q1 2005.

# Deutsche Telekom

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- ★ detailed information for debt investors
- ★ 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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# 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%p
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%p



# 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 Q1/04	reported numbers Q1/05	MINUS Acquisition effects <sup>1</sup>				Total effect	Pro forma Q1-2005	Delta % Pro forma Q1-05 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>

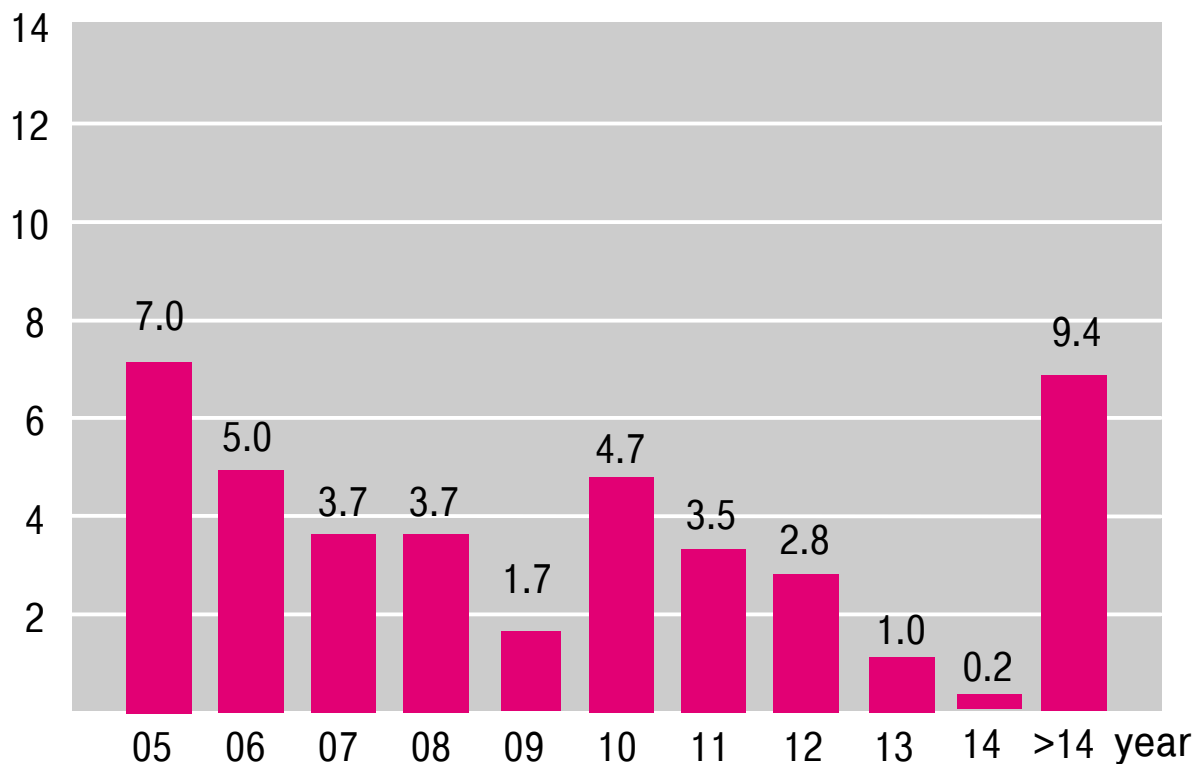
<sup>1</sup> Figures rounded to the nearest billion. The percentage values are calculated on the basis of precise numbers.





# 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 Q1 vs. Q4	Delta 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







# 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>	-33	0	-18	-169	-220	0
- 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>	-33	0	-168	-189	-390	0
- 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)

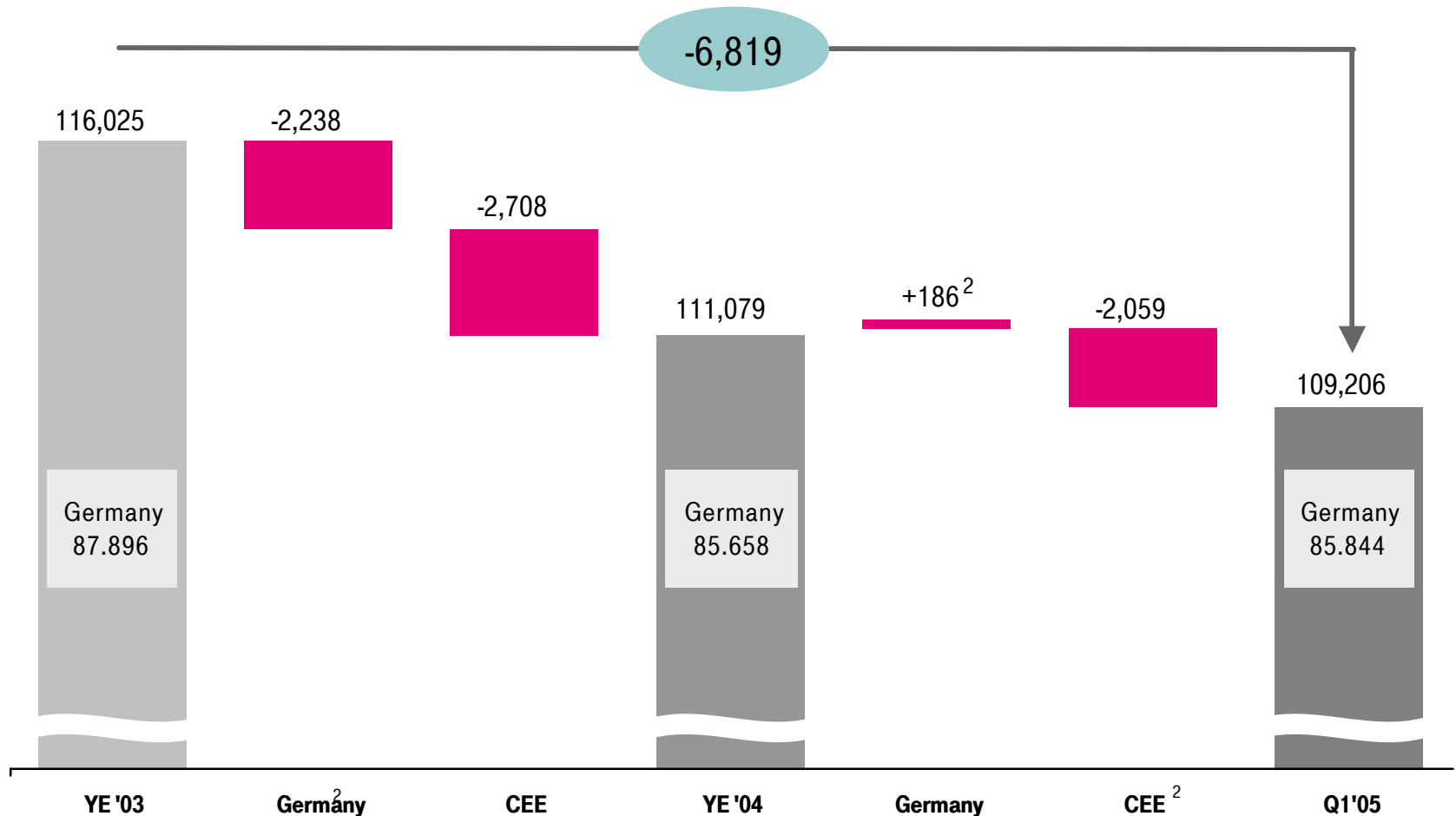
<sup>2</sup> 2004 figures contain reclassified calling revenues, minutes and prices as a result of changes in the product clusters.

<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).

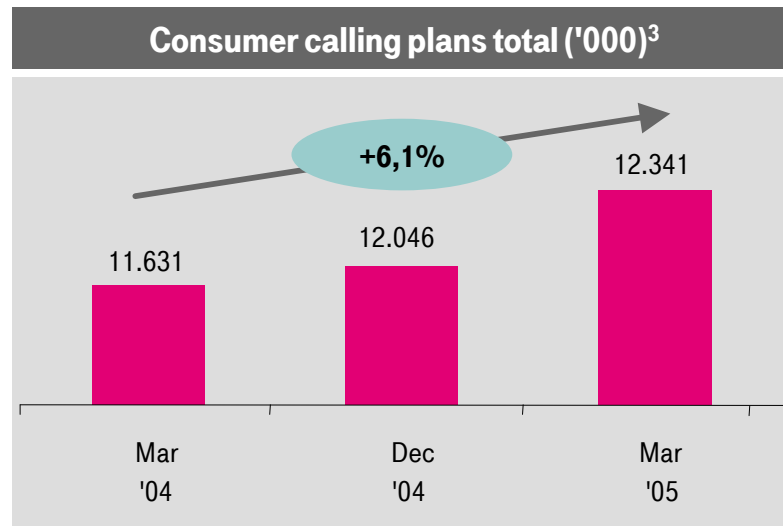
<sup>2</sup> In € including VAT.

<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 (9:00-18:00), old	Peak (9:00-18:00), new <sup>1</sup>	Off-Peak (18:00-9:00), old	Off-Peak (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 .

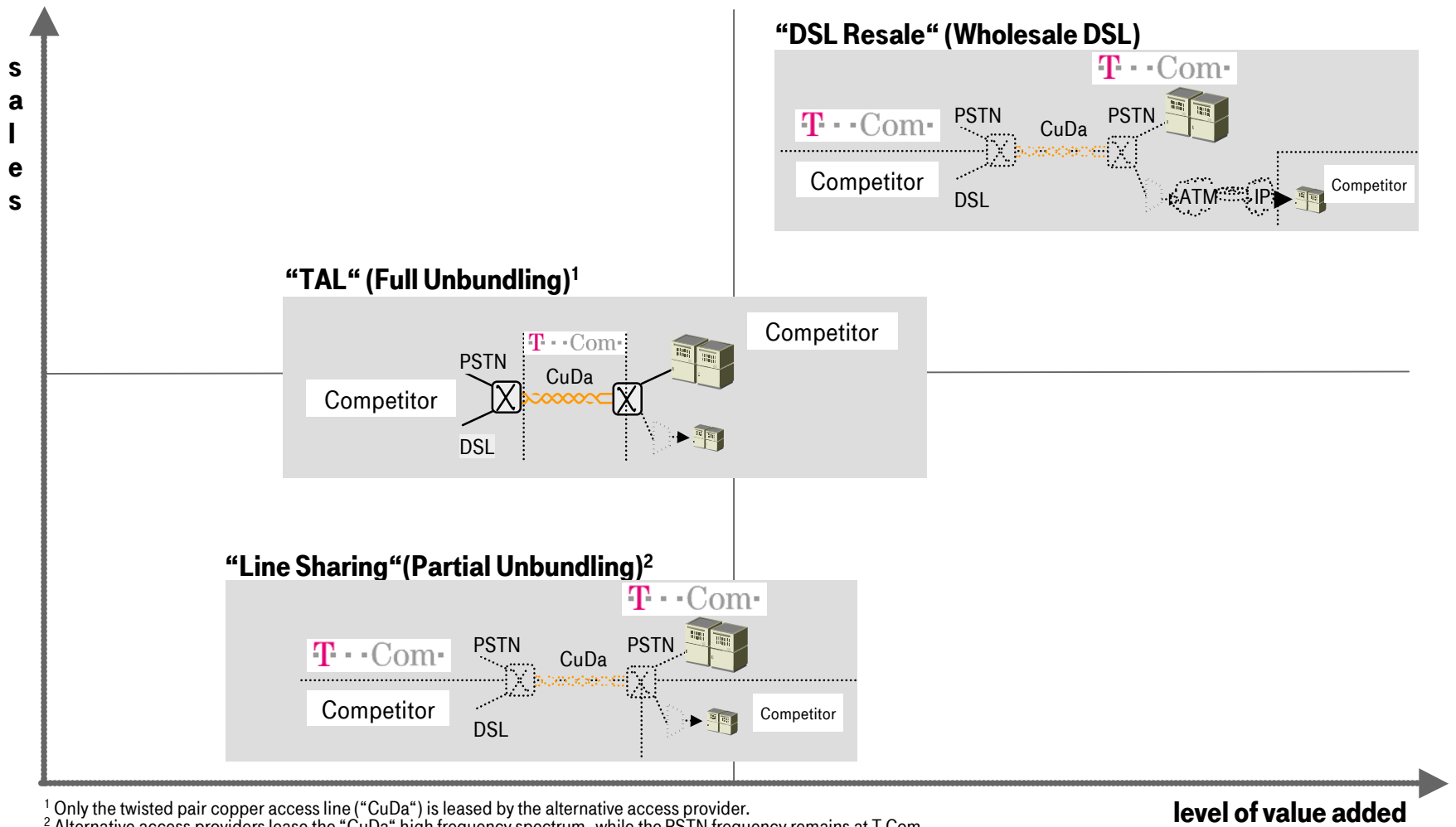
<sup>5</sup> Depending on complexity – fees were lowered by an average of 10.8% after RegTP decision as of July 1, 2004.

<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









# 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 excl. acquisition of network JV <sup>1,3</sup>	825	767	697	789	3,078	627	-24.0%
Cash contribution 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 excl. acquisition of network JV <sup>1,3</sup>	825	767	697	789	3,078	627	-24.0%
Cash contribution 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> 50 minutes incl.	<b>100</b> 100 minutes incl.	<b>200</b> 200 minutes incl.	<b>500</b> 500 minutes incl.	<b>new</b> Business Compact Option
Standard 15 € per month	Standard 25 € per month	Standard 50 € per month	Standard 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> eco 7,5 € per month				
<b>new</b> Voicemail access for free in all Business Relax Tariffs				
<b>new</b> 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> 50 on-net min	<b>Relax</b> On-net for free	<b>Relax 100</b> 100 minutes incl.	<b>Relax 200</b> 200 minutes incl.	<b>new</b> <b>Relax 400</b> 400 minutes incl.	<b>Relax Plus</b> 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) excl. acquisition of network JV <sup>1,3</sup>	527	380	360	353	1,620	255	-51.6%
Cash Contribution (million) 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) excl. acquisition of network JV <sup>1,3</sup>	659	458	440	457	2,014	335	-49.2%
Cash Contribution (million) 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 colors representing signal strength and roaming areas. Major cities are labeled on the map. 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. 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". To the right of the map is a "ZOOM IN" and "ZOOM OUT" control. Below the map 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).

## 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.







# 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.

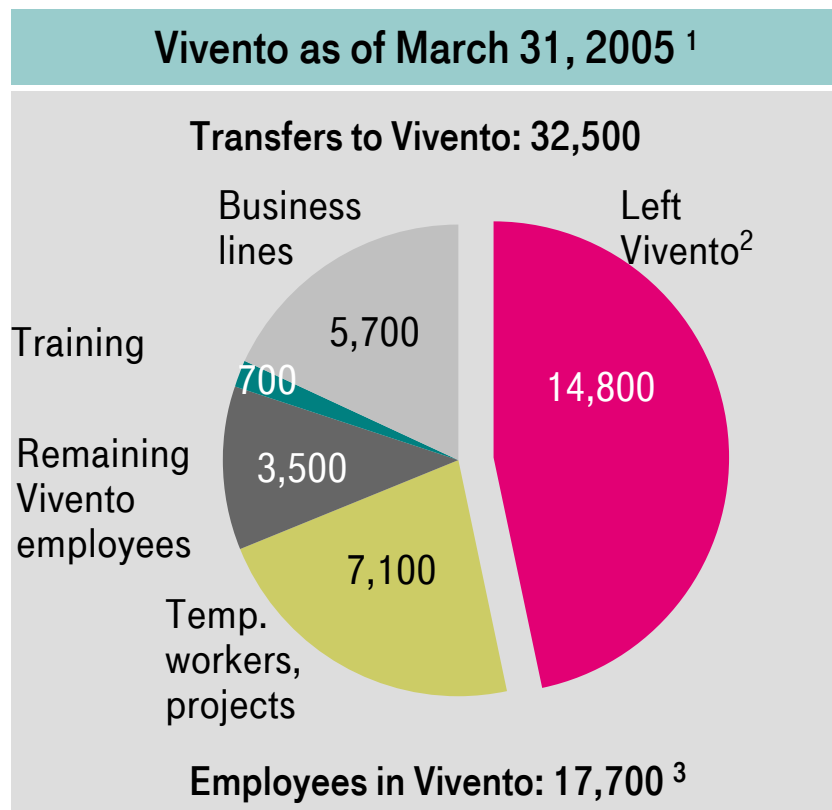
€ million	Q1/04	Q2/04	Q3/04	Q4/04	FY/04	Q1/05	% Q1/04
Total revenue	866	882	887	891	3,526	853	-1.5%
Net revenue	62	69	57	72	260	65	4.8%
EBITDA	-120	-122	-1	-313	-556	-83	30.8%
- of which Vivento	-244	-179	-167	-185	-775	-197	19.3%
EBITDA margin	-13.9%	-13.8%	-0.1%	-35.1%	-15.8%	-9.7%	4.2%p
Depreciation 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, 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.

