



DEUTSCHE TELEKOM

Q2/2017 RESULTS



LIFE IS FOR SHARING.

DISCLAIMER

This presentation contains forward-looking statements that reflect the current views of Deutsche Telekom management with respect to future events. These forward-looking statements include statements with regard to the expected development of revenue, earnings, profits from operations, depreciation and amortization, cash flows and personnel-related measures. You should consider them with caution. Such statements are subject to risks and uncertainties, most of which are difficult to predict and are generally beyond Deutsche Telekom's control. Among the factors that might influence our ability to achieve our objectives are the progress of our workforce reduction initiative and other cost-saving measures, and the impact of other significant strategic, labor or business initiatives, including acquisitions, dispositions and business combinations, and our network upgrade and expansion initiatives. In addition, stronger than expected competition, technological change, legal proceedings and regulatory developments, among other factors, may have a material adverse effect on our costs and revenue development. Further, the economic downturn in our markets, and changes in interest and currency exchange rates, may also have an impact on our business development and the availability of financing on favorable conditions. Changes to our expectations concerning future cash flows may lead to impairment write downs of assets carried at historical cost, which may materially affect our results at the group and operating segment levels. If these or other risks and uncertainties materialize, or if the assumptions underlying any of these statements prove incorrect, our actual performance may materially differ from the performance expressed or implied by forward-looking statements. We can offer no assurance that our estimates or expectations will be achieved. Without prejudice to existing obligations under capital market law, we do not assume any obligation to update forward-looking statements to take new information or future events into account or otherwise.

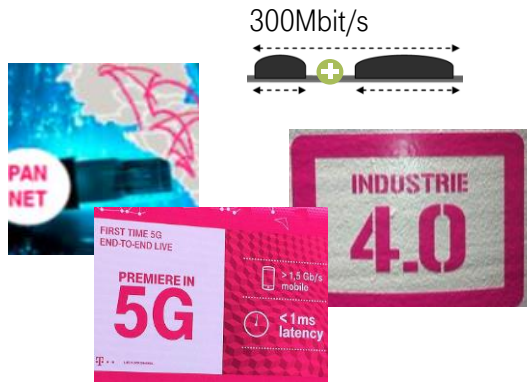
In addition to figures prepared in accordance with IFRS, Deutsche Telekom also presents alternative performance measures, including, among others, EBITDA, EBITDA margin, adjusted EBITDA, adjusted EBITDA margin, adjusted EBIT, adjusted net income, free cash flow, gross debt and net debt. These alternative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

REVIEW H1/17

H1/2017 HIGHLIGHTS: INVESTMENTS, CUSTOMERS AND RESULTS

Investments and innovations

- Acquisition of substantial 600 MHz frequencies and completion of 700 MHz roll-out
- Successful Launch of consumer propositions in Germany incl. StreamOn and Start TV
- Cash capex +13.5% to €6.2 billion



Customers

- Demand for fiber in Germany unabated
 - 8.2 million German homes with fiber (+46% yoy)
 - 1.4 million net adds year to date
- Another half year of strong US growth
 - 2.5 million net adds



Financial results

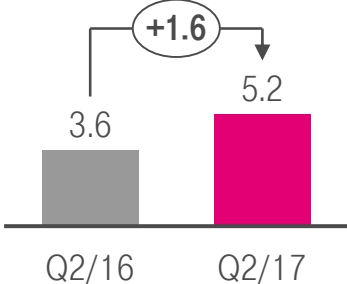
- Strong growth continues
 - Revenue up 5.9% yoy
 - Adj. EBITDA up 8.2% yoy
 - FCF up 18.1% yoy
- Net debt/Adj. EBITDA at 2.5x
- EBITDA-Guidance raised



CUSTOMERS: STRONG MOMENTUM

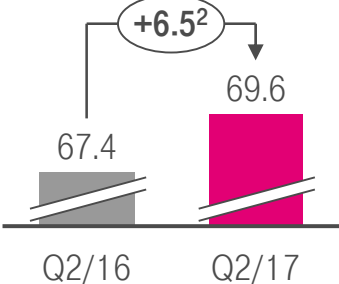
MagentaEINS (Germany + EU)¹

mn



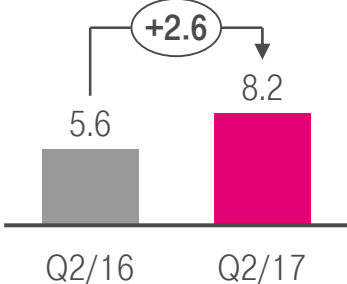
US Mobile

mn



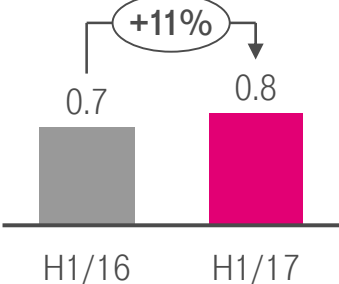
Fiber in Germany

mn



Cloud revenue

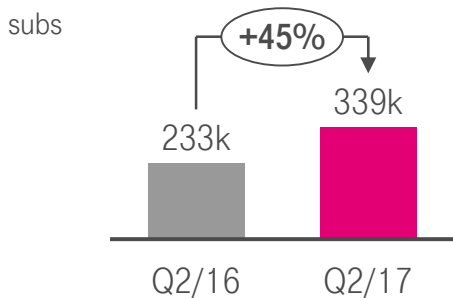
€ bn



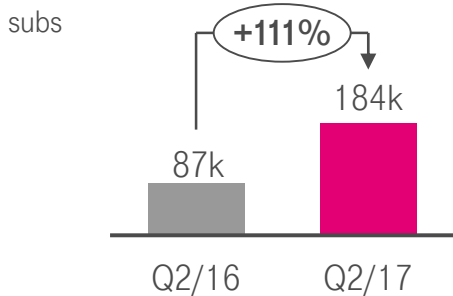
1) FMC RGUs may also appear under other brand name outside of Germany 2) Adj. for 4,368m wholesale customers no longer reported since Q2/17

INNOVATIONS: FOCUS ON CUSTOMER EXPERIENCE

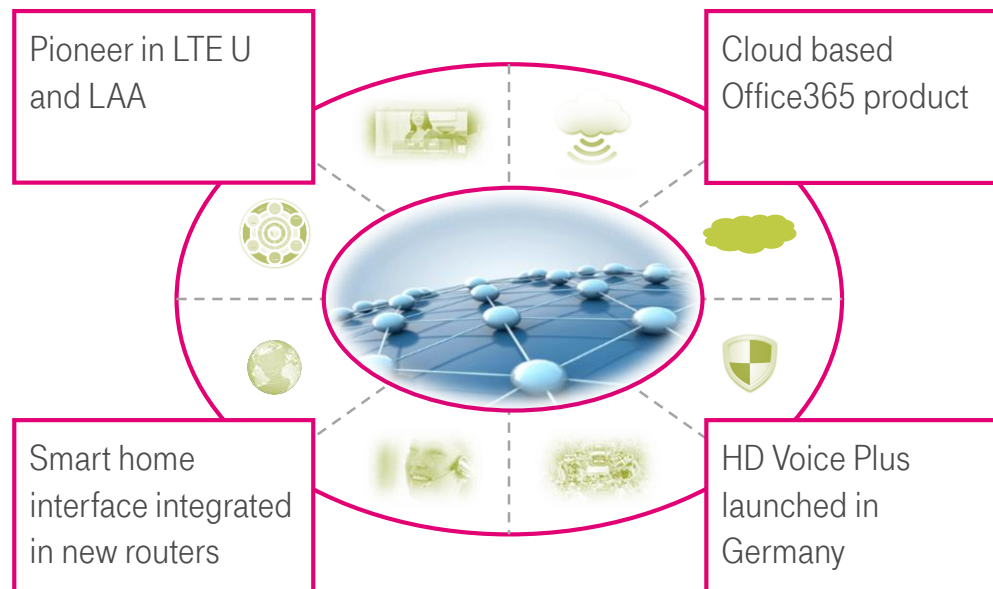
Hybrid Access¹



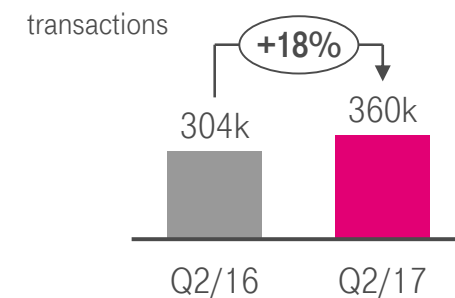
Smart Home²



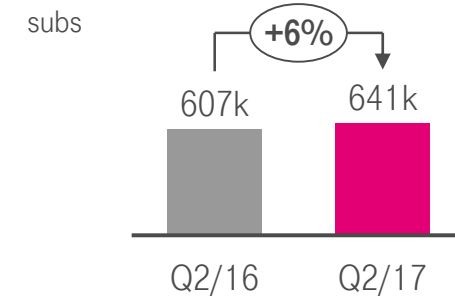
Innovation/Network



Service App



IT-Support³



1) +5€ per customer/month 2) +10€ per customer/month 3) +8€ per customer/month

FINANCIALS AND GUIDANCE 2017: ADJUSTED EBITDA GUIDANCE INCREASED FOLLOWING IMPROVED OUTLOOK TMUS

€ bn

	<u>Revenue</u>	<u>Adj. EBITDA</u>	<u>FCF</u>
2014 – 2018 CAGR ¹	+1 – 2%	+2 – 4%	≈+10%
OLD 2017 Guidance (\$/€: 1.11)	Increase	Around 22.2 bn ²	Around 5.5 bn
NEW 2017 Guidance (\$/€: 1.11)	Increase	Around 22.3 bn ²	Around 5.5 bn
H1/2017 performance	+5.9%	+8.2%	+18.1%

1) 14-18 CAGRs as per CMD 2015 guidance 2) Handset lease and data stash \$0.8 to 0.9 billion as per old guidance. \$0.85 – 0.95 billion as per new guidance



LIFE IS FOR SHARING.

REVIEW Q2/17

Q2/2017: FINANCIAL HIGHLIGHTS

€ mn

	Q2			HY		
	2016	2017	Change	2016	2017	Change
Revenue	17,817	18,890	+6.0%	35,447	37,537	+5.9%
Adj. EBITDA	5,457	5,944	+8.9%	10,620	11,495	+8.2%
Adj. Net profit	1,054	1,199	+13.8%	2,101	2,138	+1.8%
Net profit	621	874	+40.7%	3,746	1,621	-56.7%
Adj. EPS (in €)	0.23	0.26	+13.0%	0.46	0.46	0.0%
EPS (in €)	0.13	0.19	+46.2%	0.81	0.35	-56.8%
Free cash flow ¹	1,320	1,301	-1.4%	2,142	2,530	+18.1%
Cash capex ²	2,664	2,994	+12.4%	5,495	6,238	+13.5%
Net debt	48,692	55,249	+13.5%	48,692	55,249	+13.5%

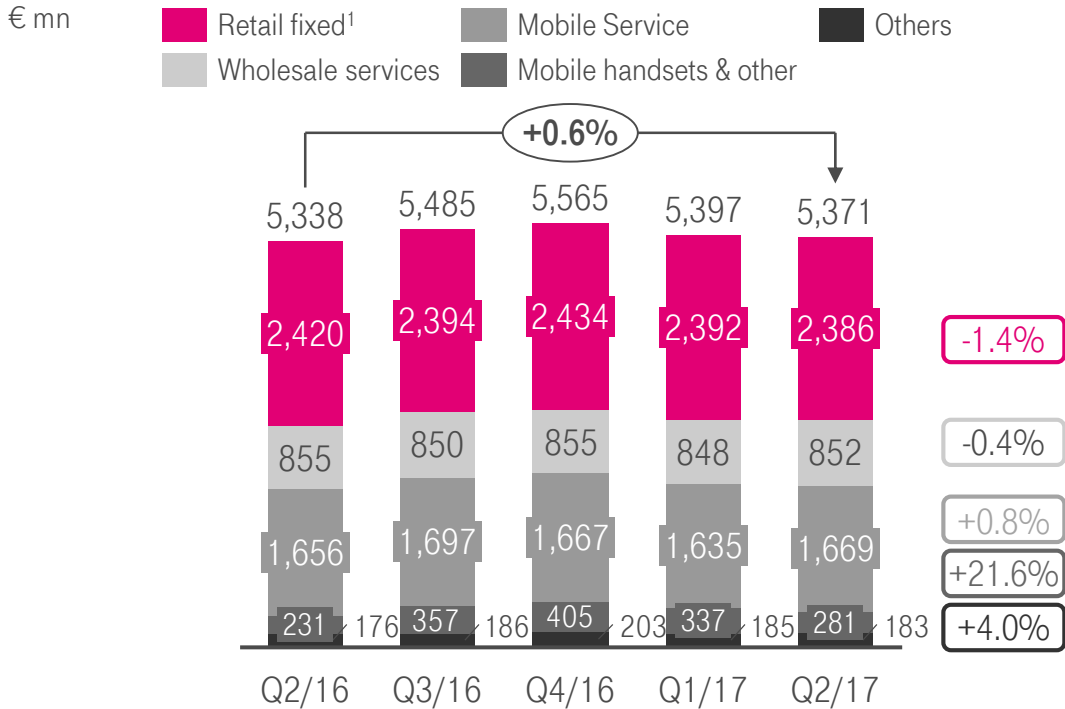
1) Free cash flow before dividend payments and spectrum investment 2) Excl. Spectrum: Q2/16: € 40 million; Q2/17: € 7,246 million; HY/16: € 1,105 million; HY/17: € 7,282 million



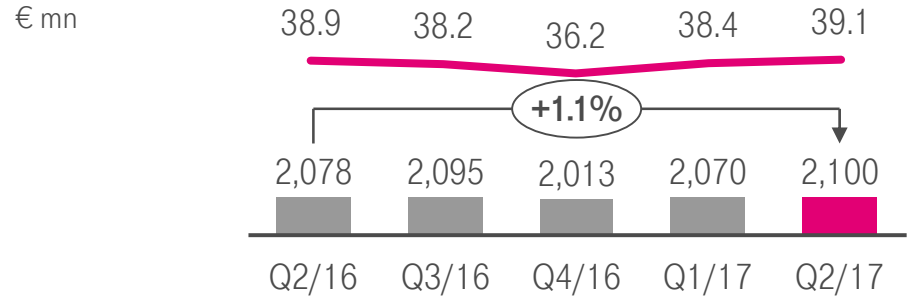
LIFE IS FOR SHARING.

GERMANY: GROWING REVENUE AND ADJUSTED EBITDA

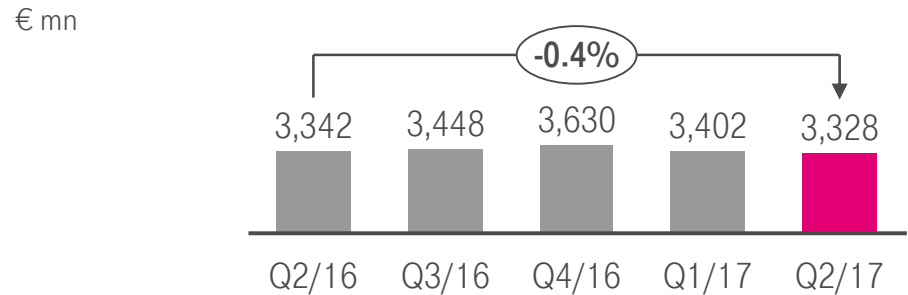
Revenue reported



Adj. EBITDA and margin (in %)



Adj. OPEX



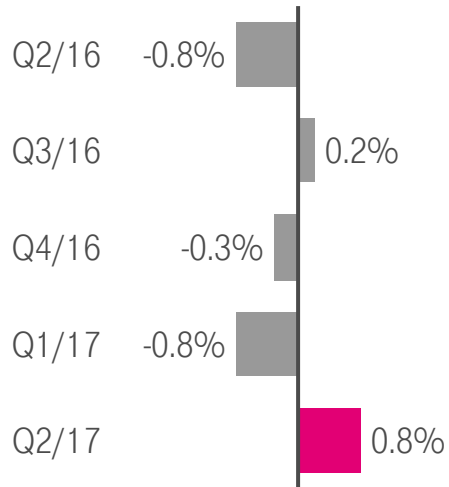
1) Fixed network core business



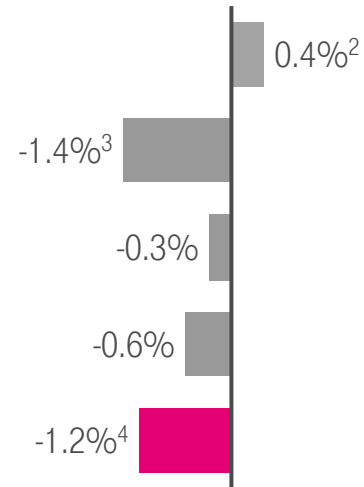
LIFE IS FOR SHARING.

GERMANY: UNDERLYING TOTAL SERVICE REVENUE STABLE

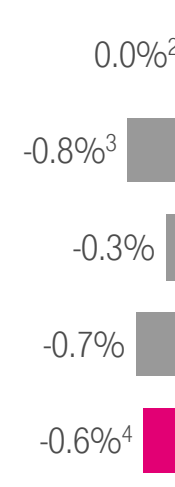
Mobile service revenue



Fixed line service revenue¹



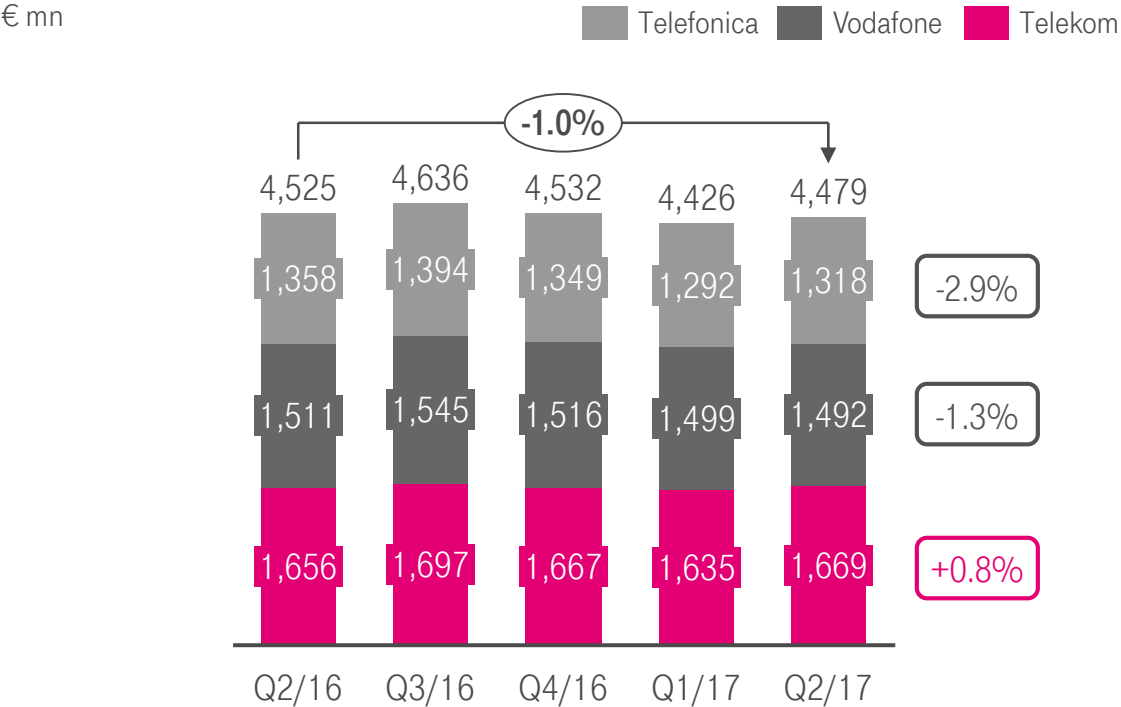
Total service revenue¹



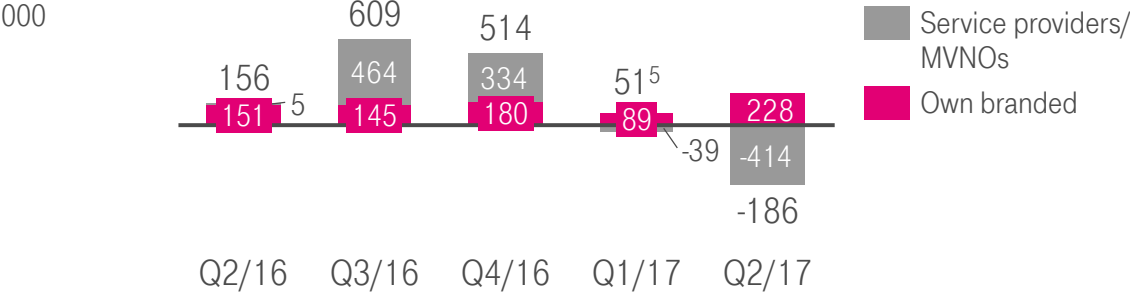
1) Total service revenue is a sum of fixed line and mobile service revenue. We define fixed line service revenue as fixed network core business revenue less fixed hardware revenue plus wholesale services fixed network revenue. From Q2/16 onwards we classify CPEs recurring rent revenue as fixed service revenue, and thus also part of total service revenue. Without this reclassification fixed line service revenue growth rate would be -1.6% in Q2/17, whereas TSR growth rate would be -0.8% in Q2/17. Old growth rates have not been restated 2) Revenue in Q2/16 impacted by a negative special factor related to a settlement agreement. Adjusted growth rate at +0.7% for fixed service revenue under definition in Q2/16 (see 1), respectively +0.2% for total service revenue under definition in Q2/16 (see 1) 3) Revenue in Q3/15 impacted by a positive one-off effect in wholesale. Adjusted for this effect fixed line service revenue trend would have been -0.6%, total service revenue trend in Q3/16 would have been -0.3% 4) Adjusted growth rate (see 2) at -1.5% for fixed service revenue, resp. -0.8% for total service revenue

GERMANY MOBILE: STEADY COMMERCIAL MOMENTUM

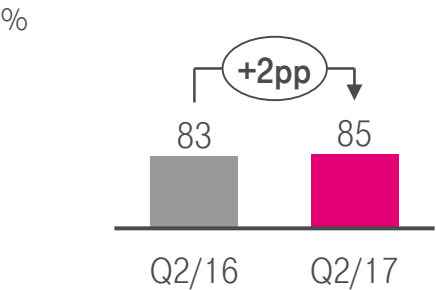
German mobile market service revenue¹



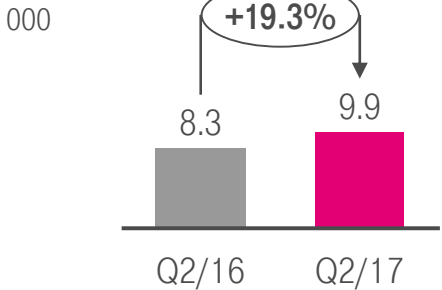
Contract net adds²



Smartphone penetration³



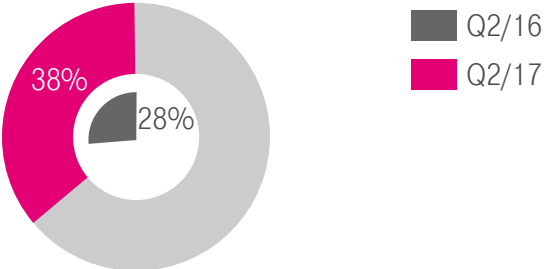
LTE customers⁴



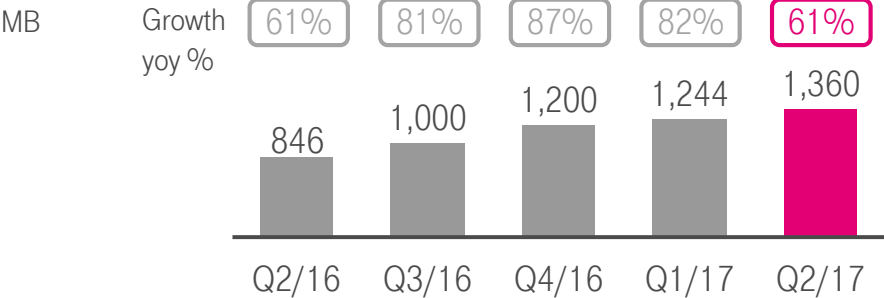
1) Management estimate 2) Figures may not add up due to rounding 3) Of own branded retail customers 4) Own customers using a LTE-device and tariff plan including LTE 5) Contract net adds under own brand impacted by disconnections (minus 41k)

GERMANY: GOOD PROGRESS WITH CONVERGENCE AND DATA

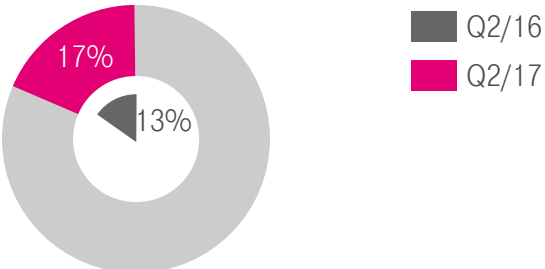
Mobile contract customers in MagentaEINS bundles¹



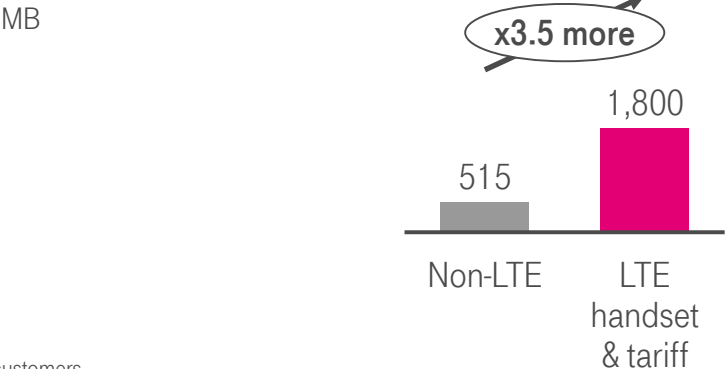
Average Consumer Data Usage³



Households in MagentaEINS bundles²



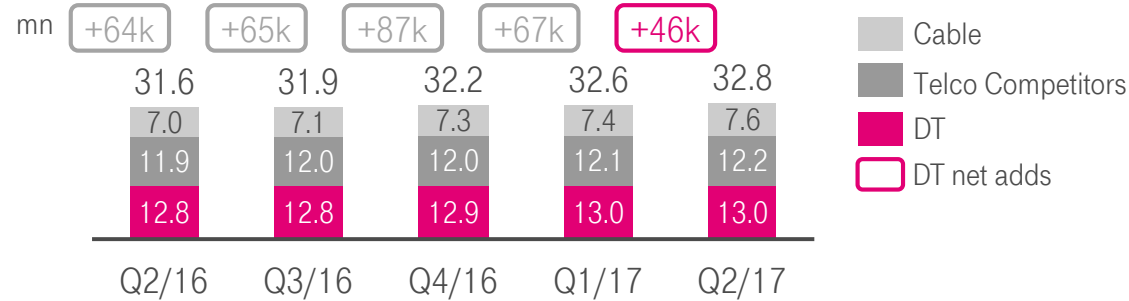
Average LTE usage uplift³



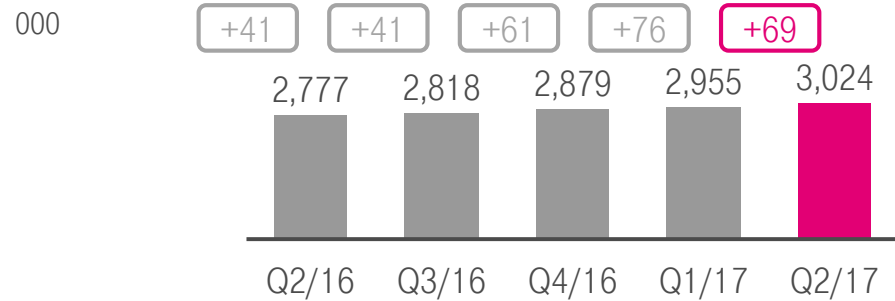
1) as % of B2C T-branded contract customers 2) as % of B2C broadband access lines 3) per month of B2C T-branded contract customers

GERMANY FIXED: STRONG GROWTH IN FIBER CUSTOMERS

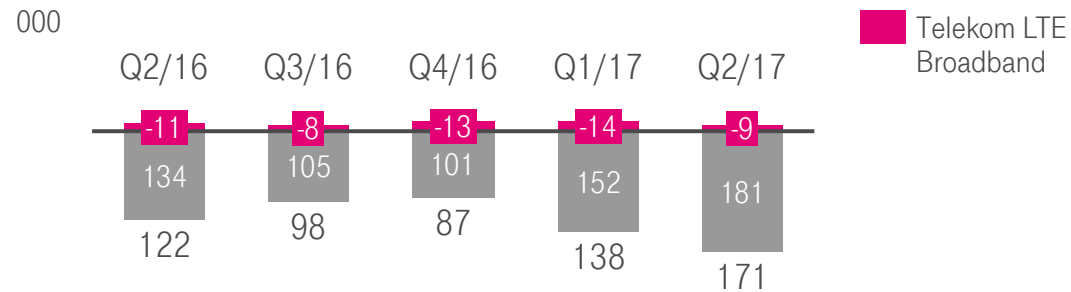
German broadband market¹



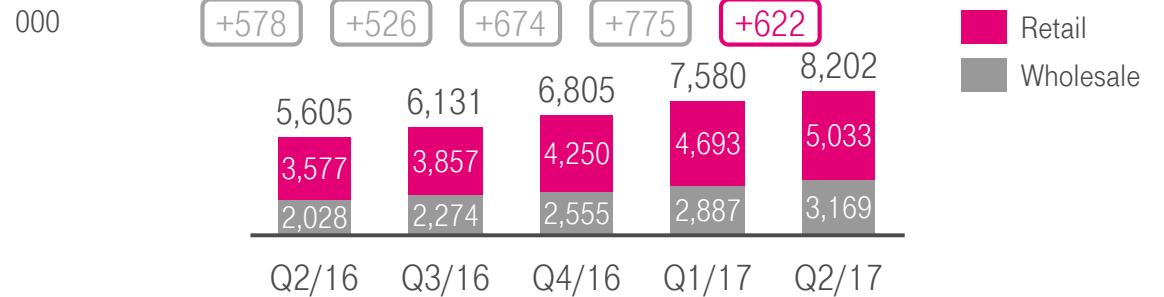
Entertain customers



Line losses



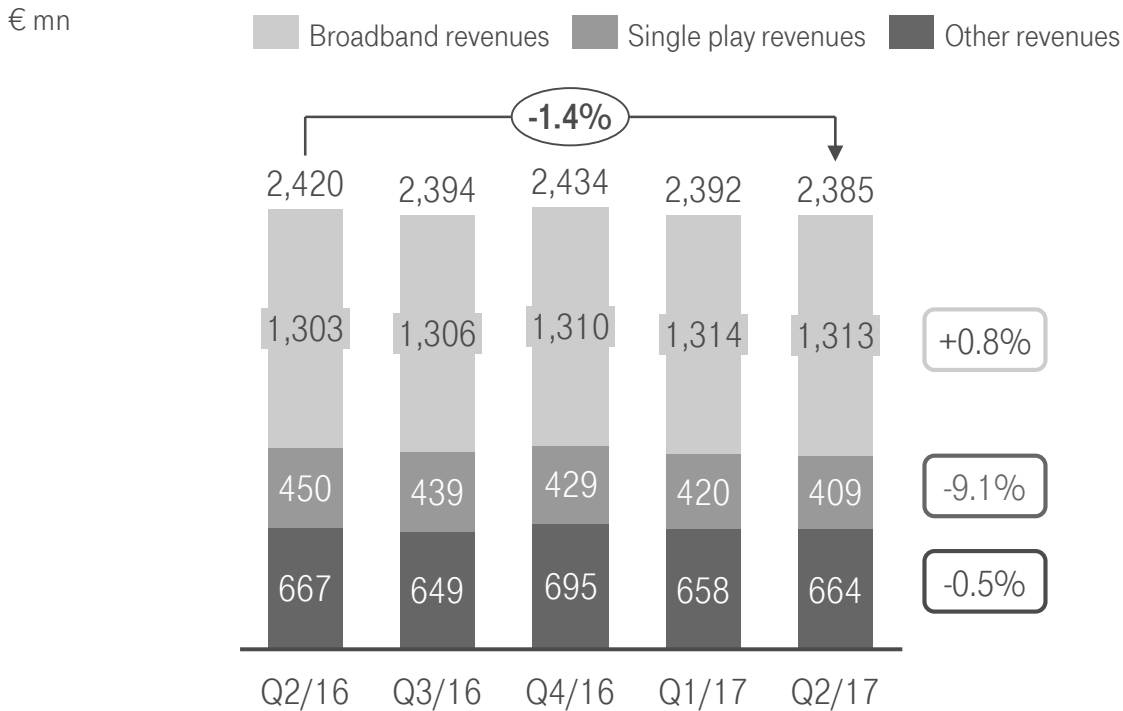
Fiber customers²



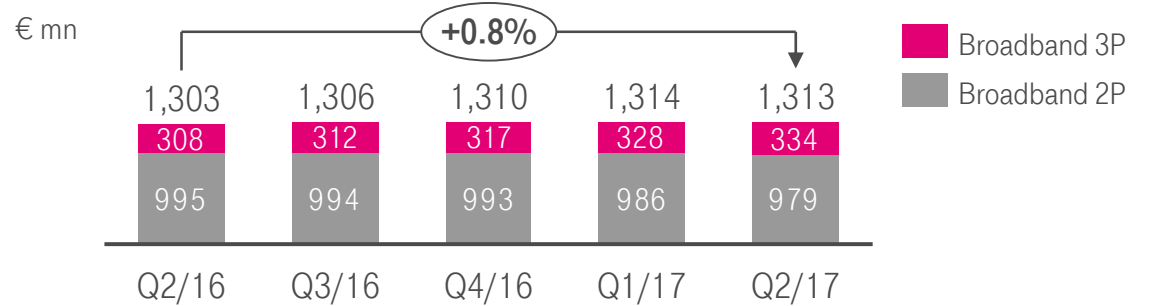
1) Based on management estimates 2) Sum of all FTTx accesses (e.g. FTTC/VDSL, Vectoring and FTTH)

GERMANY FIXED: FIXED RETAIL IMPACTED BY PROMOTIONS AND “HARD MIGRATION”

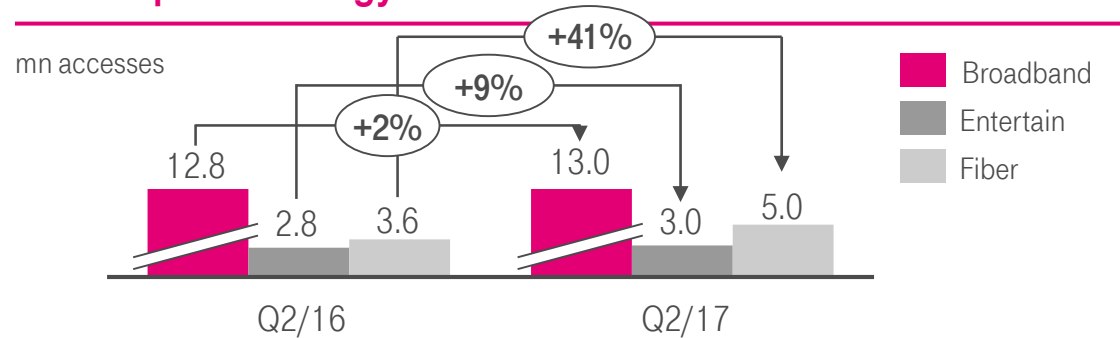
Fixed network revenue retail



Broadband revenue



Retail upsell strategy¹



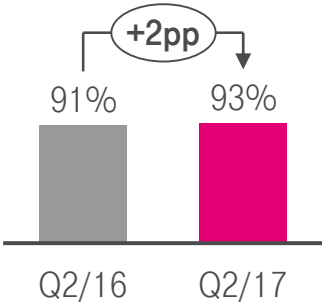
1) Percentages calculated on exact figures



GERMANY: NETWORK TRANSFORMATION ON TRACK

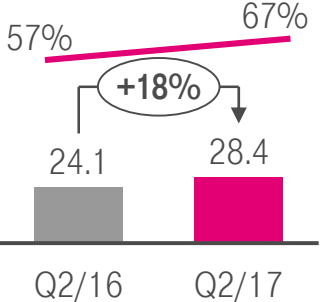
INS – Status LTE rollout

POP
Coverage in %¹



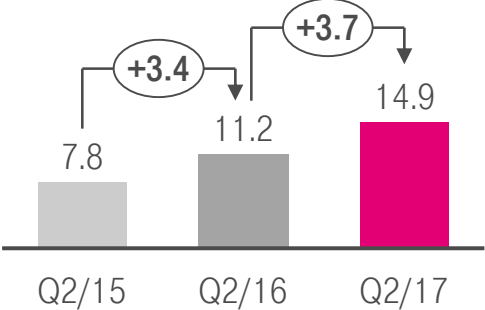
INS – Status fiber rollout²

Coverage in % and
millions of households



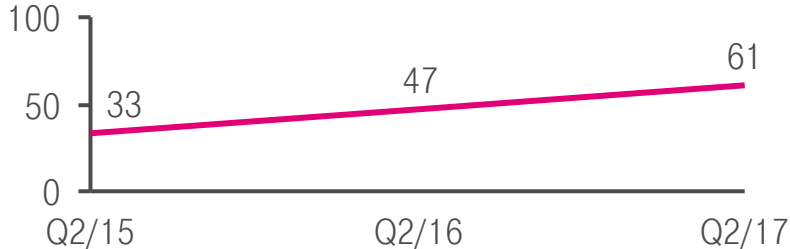
Status IP accesses (retail & wholesale)

mn



Status IP accesses (retail & wholesale)

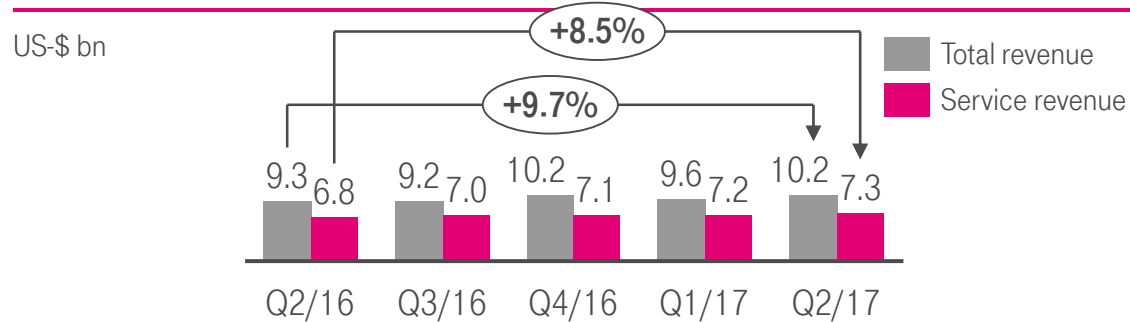
% of lines



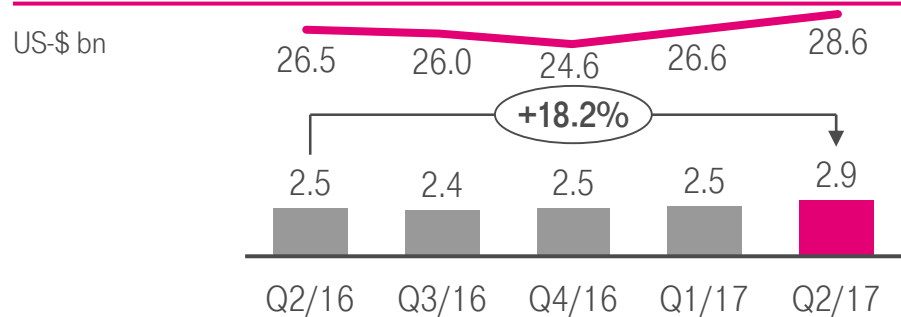
1) Outdoor coverage 2) In % of households within fixed network coverage in Germany

TMUS: CONTINUED INDUSTRY LEADING GROWTH

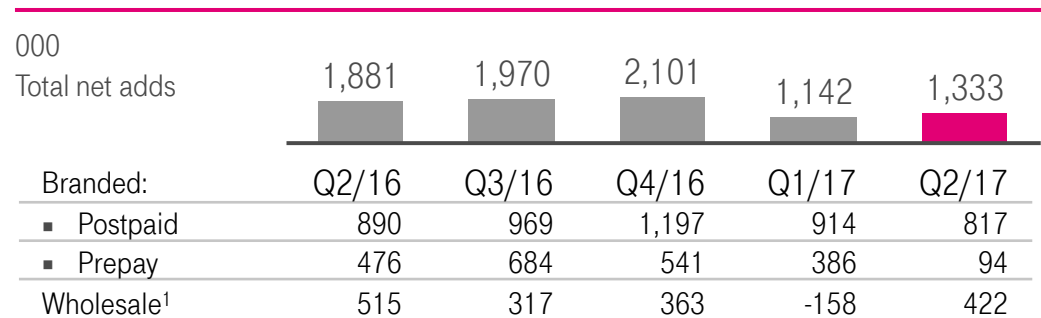
Revenue and service revenue



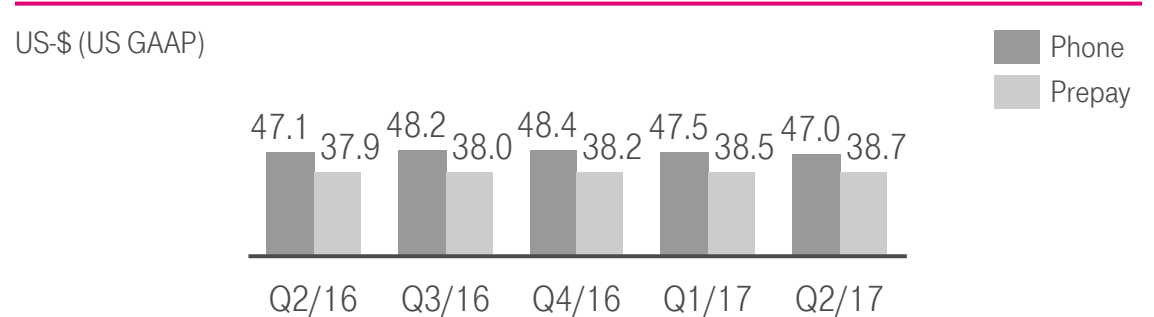
Adj. EBITDA and margin (in %)



Net adds



Branded customers: Postpaid phone and prepay ARPU



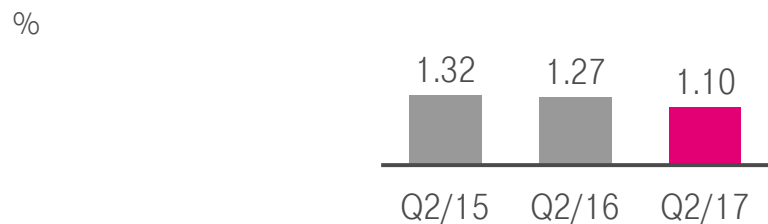
1) Wholesale includes MVNO and machine-to-machine (M2M). Amounts may not add up due to rounding



LIFE IS FOR SHARING.

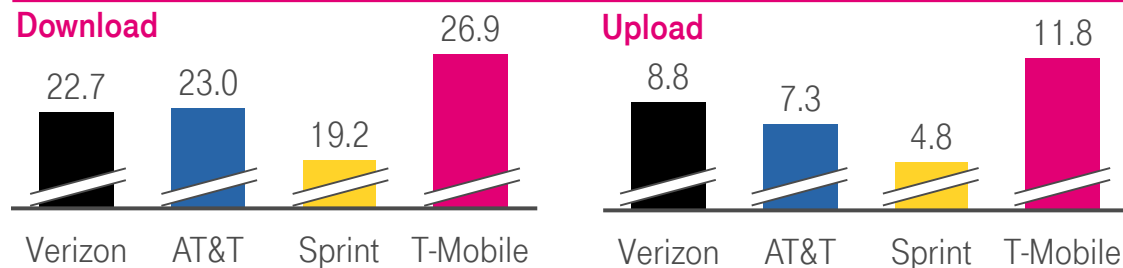
TMUS: EXECUTING ON KEY DRIVERS

Branded postpaid phone churn



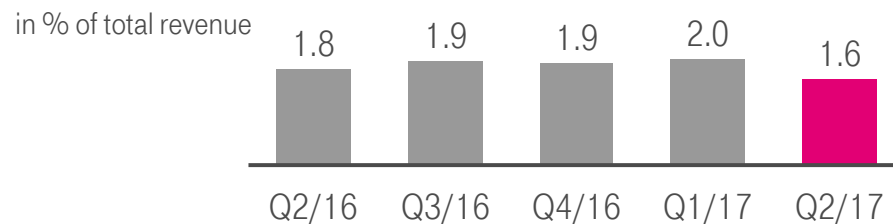
- Branded postpaid phone churn on record-low

Average 4G LTE speeds (in Mbps) Q2/17



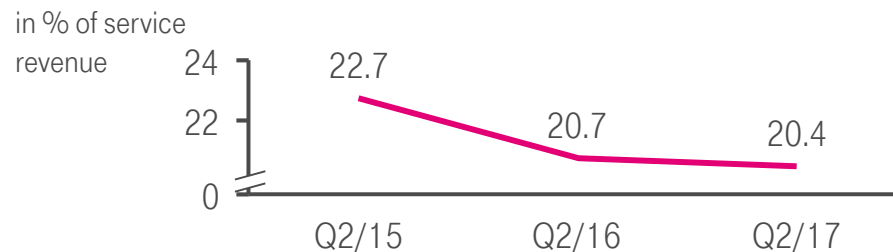
- Based on T-Mobile's analysis of national LTE results from Ookla® Speedtest data

Bad debt expenses & losses from sale of receivables



- Ongoing focus on managing customer quality – record low ratio

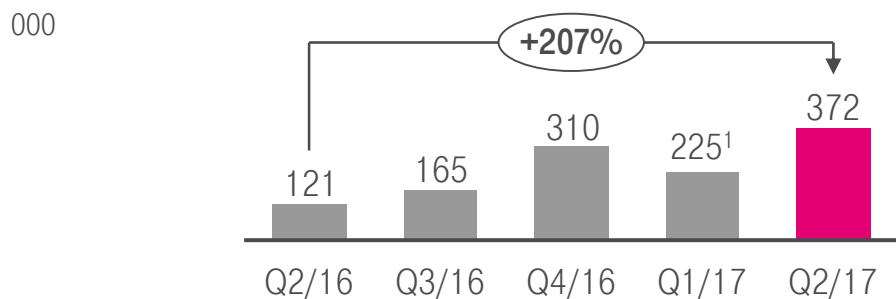
Cost of service



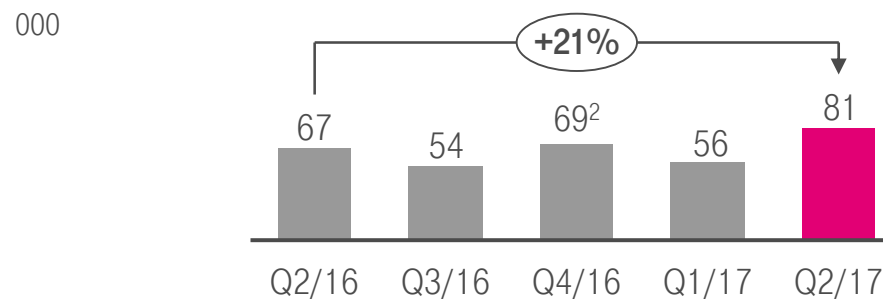
- Despite timing of network expansion costs and higher international roaming costs cost of service as percentage of service revenue continue to decrease

EUROPE: POSITIVE COMMERCIAL MOMENTUM

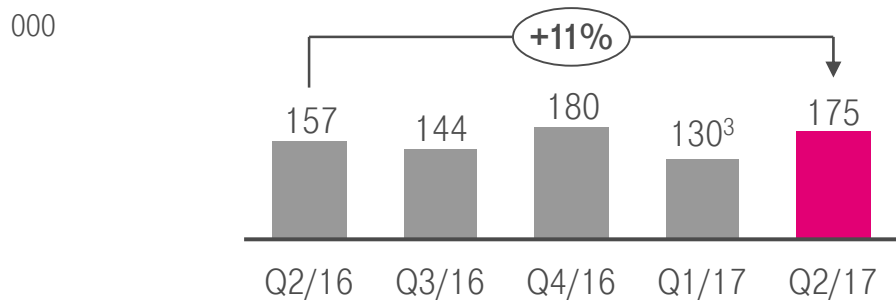
Contract Net Adds



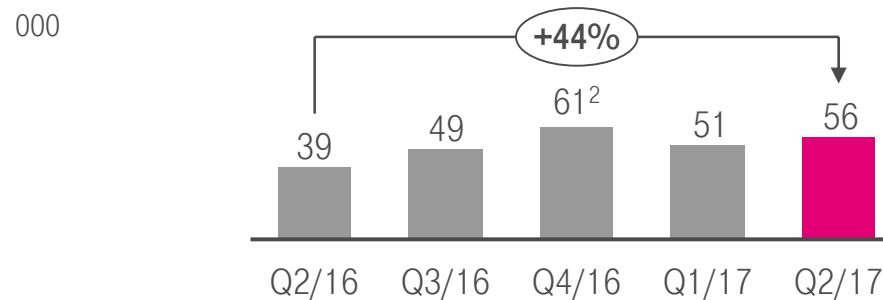
BB Net Adds



FMC Net Adds



TV Net Adds



1) Organic view adjusted for re-classifications in Austria and Slovakia. Change in customer base is 167k in base is 39k 3) organic view: adjusted for 137k re-classifications in Greece. Change in base is 267k

2) Organic view: adjusted for 19k re-classifications in Hungary. Change in base is 50k. Q4 TV net adds adjusted for 22k re-classifications in Hungary. Change

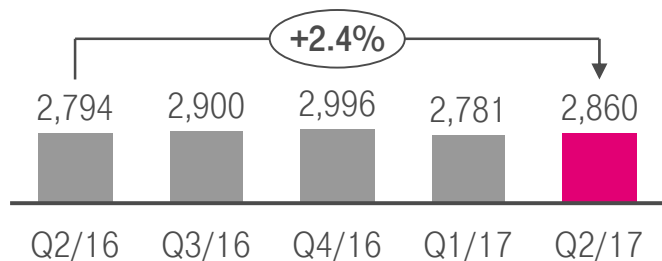


LIFE IS FOR SHARING.

EUROPE: FINANCIALS ON TRACK

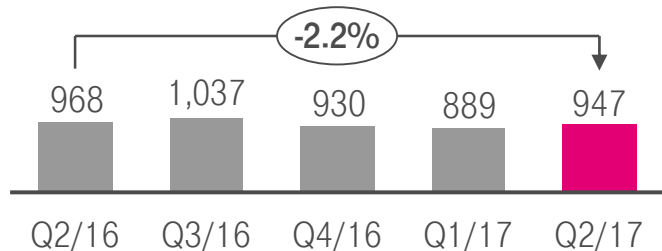
Revenue

€ mn



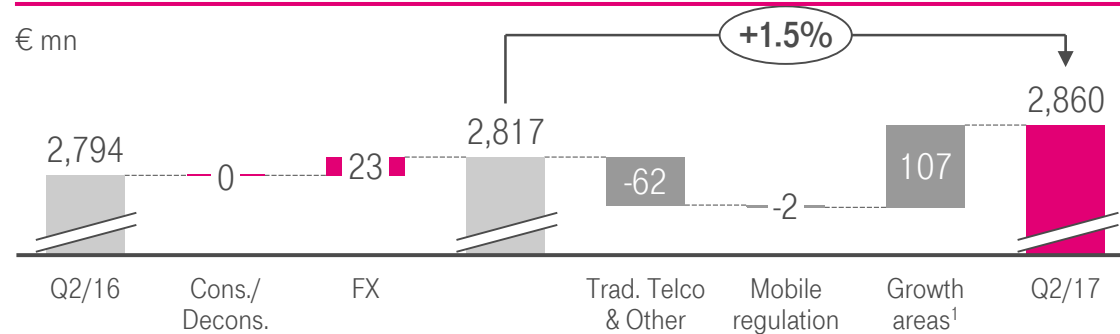
Adj. EBITDA

€ mn



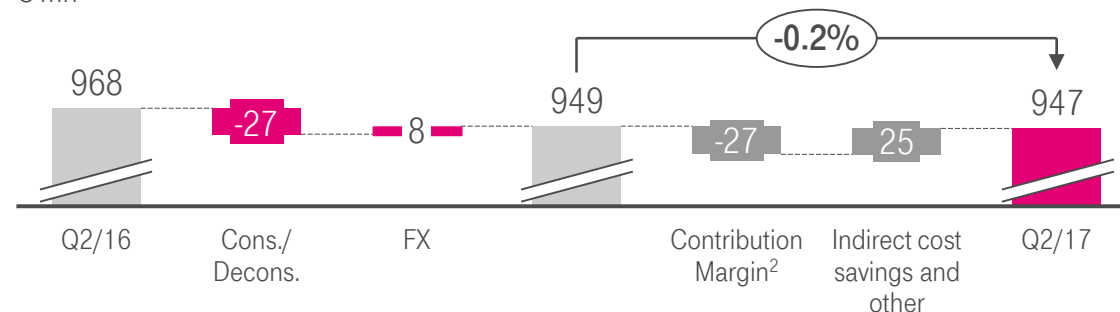
Organic revenue development

€ mn



Organic adj. EBITDA development

€ mn



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

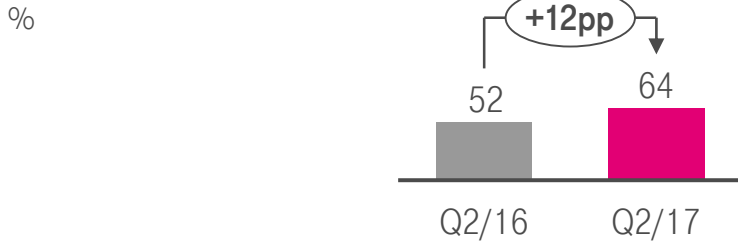


LIFE IS FOR SHARING.

EUROPE: ONGOING INVESTMENTS IN NETWORK LEADERSHIP

IP migration

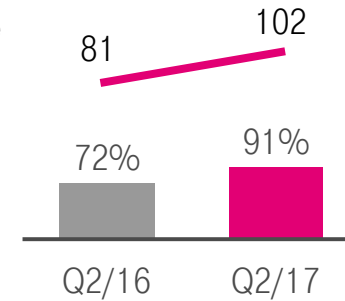
IP share of fixed network access lines



LTE rollout

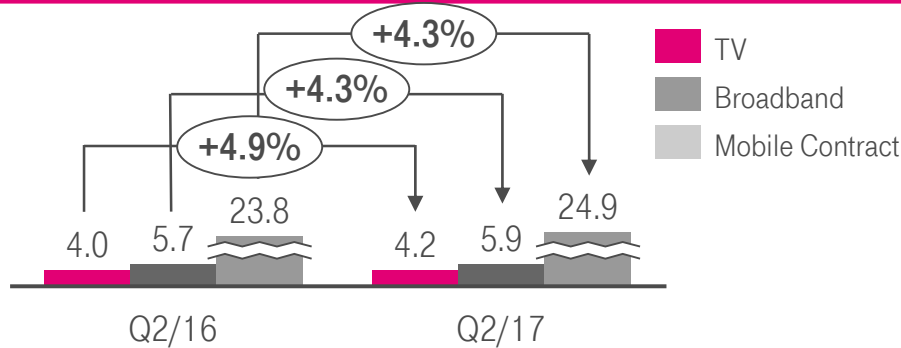
LTE outdoor pop coverage

mn and %



Customer base¹

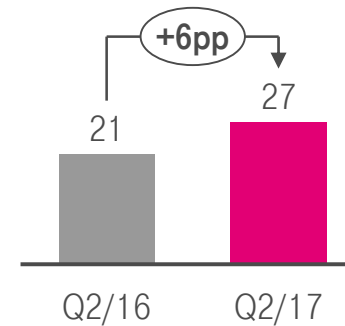
mn



Fiber rollout¹

Fiber household coverage

%



1) ≥ 100Mbit/s¹-coverage: FTTH, FTTB, FTTC (with Vectoring), cable/ED3. Broadband also incl. wholesale customers



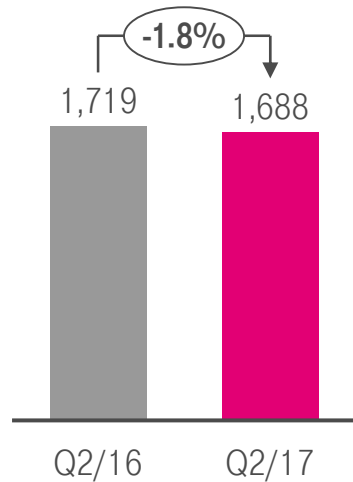
LIFE IS FOR SHARING.

SYSTEMS SOLUTIONS: ADJ. EBITDA BENEFITS FROM VOLATILITY

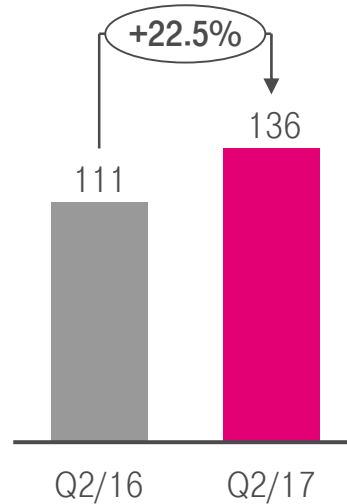
T-Systems financials

€ mn

Total revenue

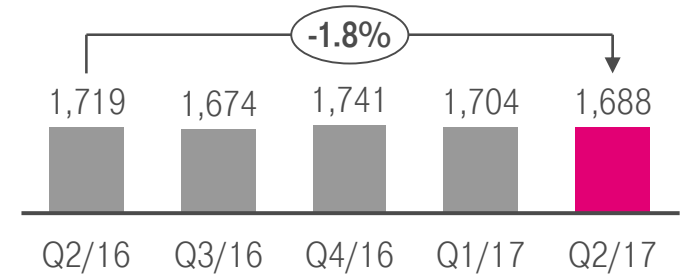


Adj. EBITDA



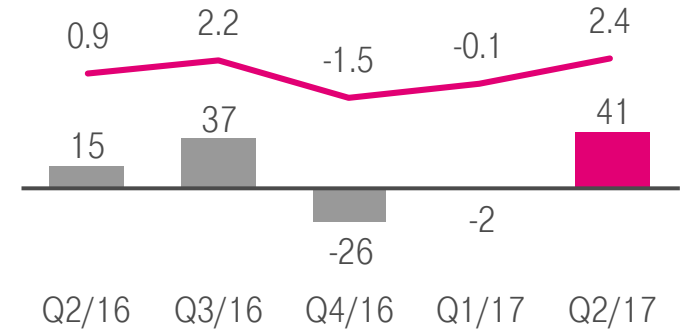
Revenue

€ mn



Adj. EBIT and margin in %

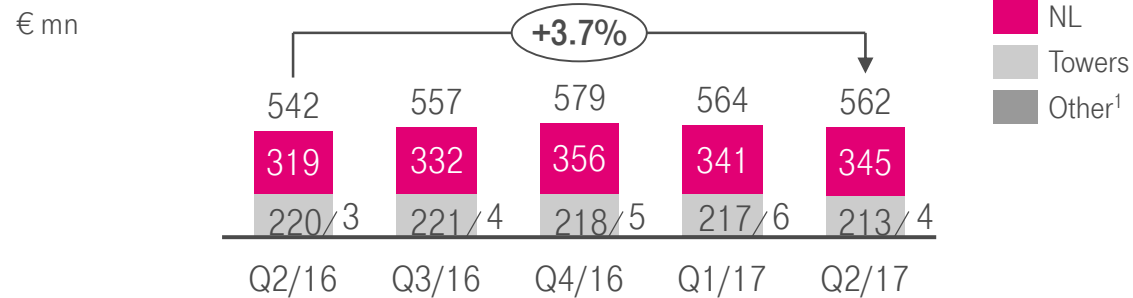
€ mn



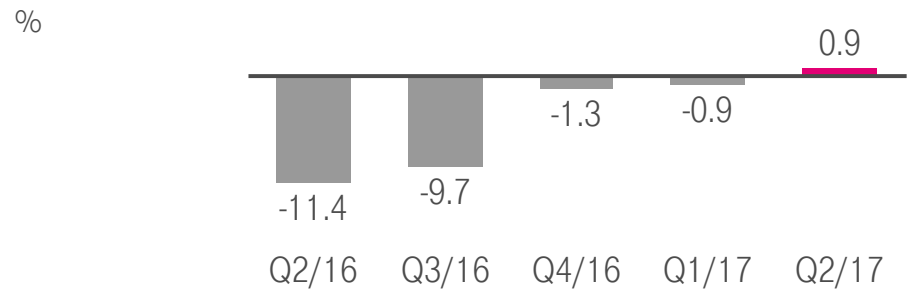
LIFE IS FOR SHARING.

SEGMENT GROUP DEVELOPMENT: WELL ON TRACK

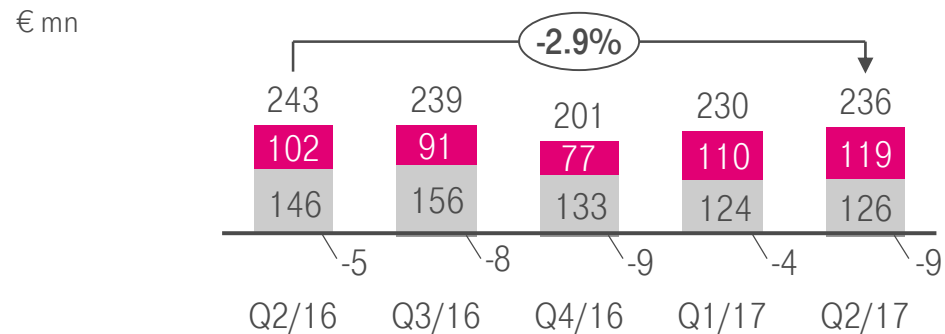
Revenue



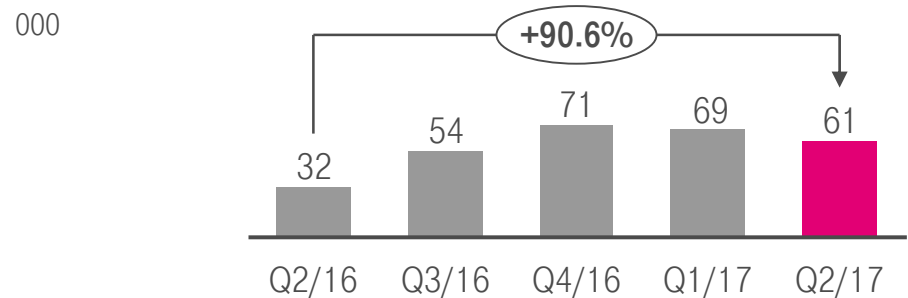
Mobile service revenue trend yoy (NL)



Adj. EBITDA



Contract net adds (NL)

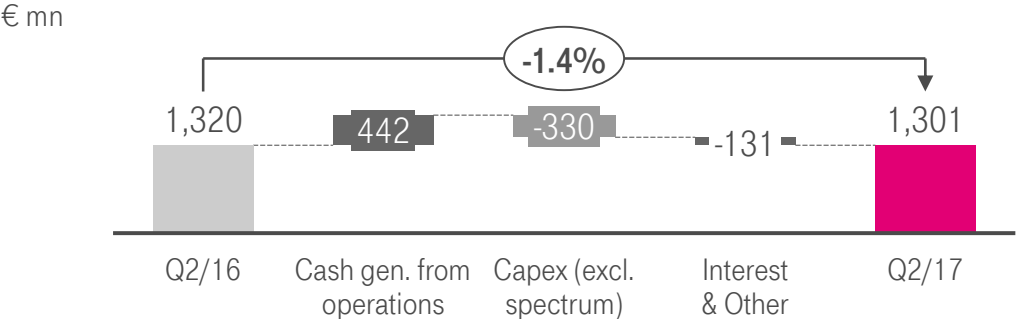


1) Strato was deconsolidated in Q2. Historic figures are also adjusted for Strato

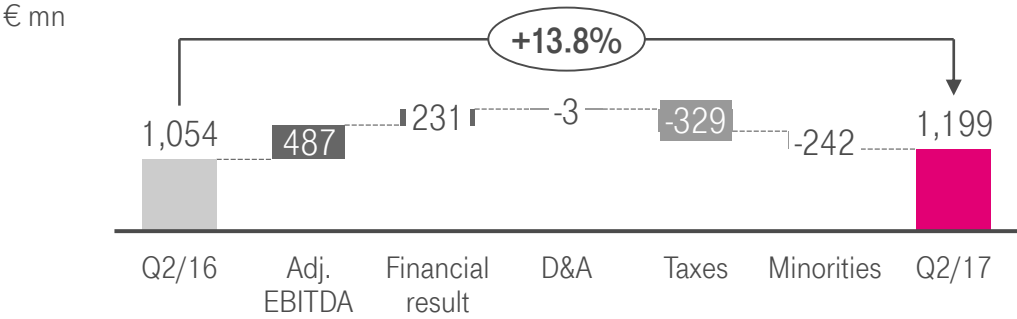


FINANCIALS: FCF, NET DEBT AND NET INCOME

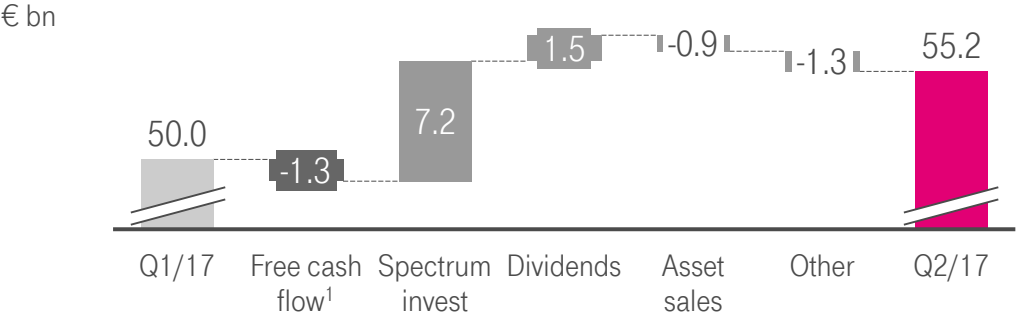
Free cash flow¹



Adj. net income



Net debt development



1) Free cash flow before dividend payments and excl. Spectrum: Q2/16: € 40 million; Q2/17: € 7,247 million

FINANCIALS: BALANCE SHEET RATIOS IN TARGET CORRIDOR

€ bn

	30/06/2016	30/09/2016	31/12/2016	31/03/2017	30/06/2017
Balance sheet total	143.5	143.1	148.5	148.6	141.5
Shareholders' equity	37.0	37.6	38.8	39.8	38.6
Net debt	48.7	48.5	50.0	50.0	55.2
Net debt/adj. EBITDA ¹	2.3	2.3	2.3	2.3	2.5
Equity ratio	25.8%	26.3%	26.2%	26.8%	27.3%

Comfort zone ratios

Rating: A-/BBB	●
2 – 2.5x net debt/Adj. EBITDA	●
25 – 35% equity ratio	●
Liquidity reserve covers redemption of the next 24 months	●

Current rating

Fitch:	BBB+	stable outlook
Moody's:	Baa1	stable outlook
S&P:	BBB+	stable outlook

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

EXECUTING OUR STRATEGY

- 1** Leading European Telco:
Integrated market leader with superior margins and returns.
- 2** We strengthen our differentiation by best customer experience and by continuously investing into leading access networks and our transformation programs.
- 3** We transform towards a lean and highly agile IP production.
- 4** We are self-funding DT's transformation by disciplined cost management.
- 5** We will grow in all relevant financial KPI's (ROCE, Revenue, EBITDA, FCF).
- 6** Our shareholders will participate with growth of dividends following FCF growth and our prudent debt policy remains unchanged.



CONFERENCE CALL WITH Q&A SESSION

The conference call will be held on **August 3 at 2:00 PM CET, 1:00 PM GMT, 8 AM ET.**

DT Participants: **Thomas Dannenfeldt** (CFO), **Hannes Wittig** (Head of IR)

Webcast

- The **link to the webcast** will be provided here 20 minutes before the call starts: www.telekom.com/17Q2
- To ask a question, **just type your question into the box below the stream.**
- We webcast in **HD Voice Quality**
- The **recording will be uploaded to YouTube** after the call.

Dial-in

DE	0800 9656288	+	code 69447490#
UK	0800 0515931	+	code 69447490#
US	+1 866 7192729	+	code 69447490#
Other	+49 69 271340801	+	code 69447490#

To **ask a questions**, please press “**star one**” on your touchtone telephone. Your name will be announced when it’s your turn to ask a question. Should you require to **cancel your question**, please press “**star two**”.



FURTHER QUESTIONS

PLEASE CONTACT THE IR DEPARTMENT

Investor Relations Contact details

Phone +49 228 181 – 8 88 80

E-Mail investor.relations@telekom.de

Contact details for all
IR representatives:

www.telekom.com/ircontacts



IR Webpage

www.telekom.com/investors



IR Twitter Account

www.twitter.com/DT_IR



IR YouTube Channel

http://www.telekom.com/youtube_ir



LIFE IS FOR SHARING.

APPENDIX

OUR STRATEGY

LEADING EUROPEAN TELCO

**INTEGRATED
IP NETWORKS**

**BEST
CUSTOMER
EXPERIENCE**

**WIN WITH
PARTNERS**

**LEAD IN
BUSINESS**

TRANSFORM PORTFOLIO

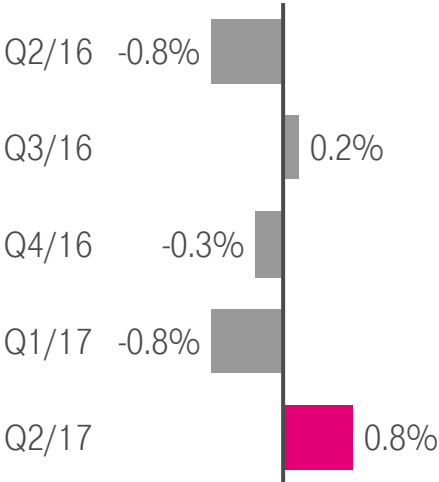
EVOLVE FINANCIAL TARGETS & EFFICIENCY

ENCOURAGE LEADERSHIP & PERFORMANCE DEVELOPMENT

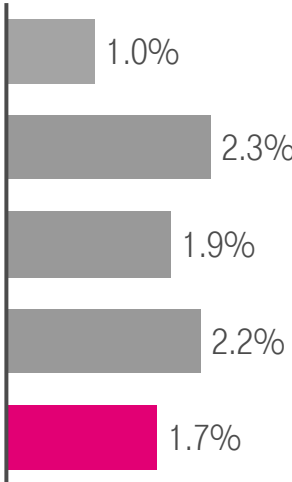


GERMANY MOBILE: SERVICE REVENUE

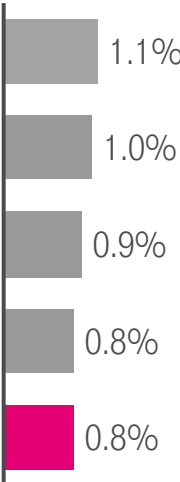
Reported mobile service revenue



Impact of mobile regulation¹



Impact of convergent offers²



Medium term guidance (2014 – 2018 CAGR): Re-iterated

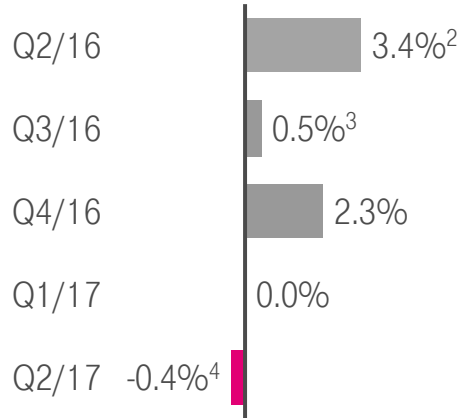
≈ +1% (without EU roaming impact)

1) Impact of MTR and EU Roaming regulation 2) Impact of MagentaEINS and Telekom LTE broadband

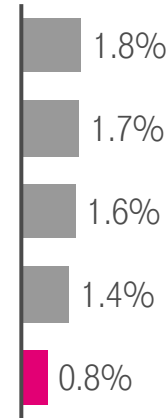
GERMAN FIXED: SERVICE REVENUE

Growth rates YOY

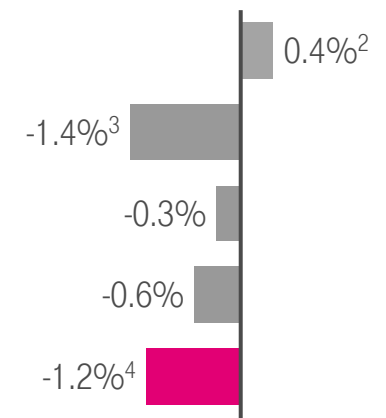
Wholesale revenue



Broadband revenue



Fixed line service revenue¹



Medium term guidance (2014 – 2018 CAGR): Re-iterated

+0.0%

+2.0%

1) Fixed network core business revenue less fixed hardware revenue plus wholesale services fixed network revenue. From Q2/16 onwards we classify CPEs recurring rent revenue as fixed service revenue. Without this reclassification fixed line service revenue growth rate would be -1.6% in Q2/17. Prior quarters growth rates have not been restated 2) Revenue in Q2/16 impacted by a negative special factor related to a settlement agreement. Adjusted growth rate at +4.6% for wholesale, respectively +0.7% for fixed service revenue under definition in Q2/16 (see 1) 3) Revenue in Q3/15 impacted by a positive one-off effect in wholesale. Adjusted for this effect wholesale revenue trend would have been +3.5%, fixed line service revenue trend in Q3/16 would have been -0.6% 4) Adjusted growth rate (see 2) at -1.5% for wholesale revenue, resp. -1.5% for fixed line service revenue.



LIFE IS FOR SHARING.

THANK YOU!