Q1/12 – Results Presentation.
Deutsche Telekom.

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May 10, 2012

Life's for Sharing

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Agenda.
Deutsche Telekom Results Presentation.

Timotheus Höttges
CFO

Q1 2012 Results.

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Q1 2012: a solid quarter.

Group	▪ **Solid 1st quarter, full year guidance re-iterated** ▪ Group revenue of €14.4 billion (-1.1%) – organically (-1.7%) improved versus revenue trends in 2011 ▪ Adj. EBITDA with €4.5 billion – stable compared to last year ▪ FCF with € 1.1 billion on last year's level, net debt reduced to €38.6 billion ▪ **Well balanced dividend policy executed upon**
Germany	▪ **DT remains best performing incumbent on home market – maintaining strong market position and financial profile:** ▪ Revenue trend (-2.3%) better than in any quarter in 2011, adj. EBITDA margin further improved to 40.7% ▪ Solid market share with 45.1% maintained, strong net adds in broadband (102k) and Entertain (173k), line losses (-259k) and broadband churn on historic low ▪ Strong performance in mobile data: revenue +20%, smartphone sales (+11%) to 863k, iPhone with 291k
Europe	▪ **Continuous improvement in revenue and adj. EBITDA trends:** ▪ Recovery in quarterly revenue (-2.6%) and adj. EBITDA (-4.3%) trends continues. Organic revenue decline of 0.7%, adj. EBITDA (-2.2%) ▪ Smart pricing in Q1 with encouraging results: amongst others in Greek, Romanian and Bulgarian mobile ▪ Solid growth in key KPIs: broadband accesses (+3%) smartphone share (+43%) and mobile contract subscribers (+3%)
US	▪ **Strong financial Q1 results create headroom for execution of challenger strategy:** ▪ Total revenues up 2% to €3.8 billion due to currency, in US$ revenue declined 2.3% to US$ 5.0 billion ▪ Adj. EBITDA increased 12.9% to € 1.0 billion; in US$ improvement of 8% to US$ 1.3 billion; margin of 25.6% ▪ 187k net adds due to stronger branded prepaid and M2M net adds, branded contract customer churn improving

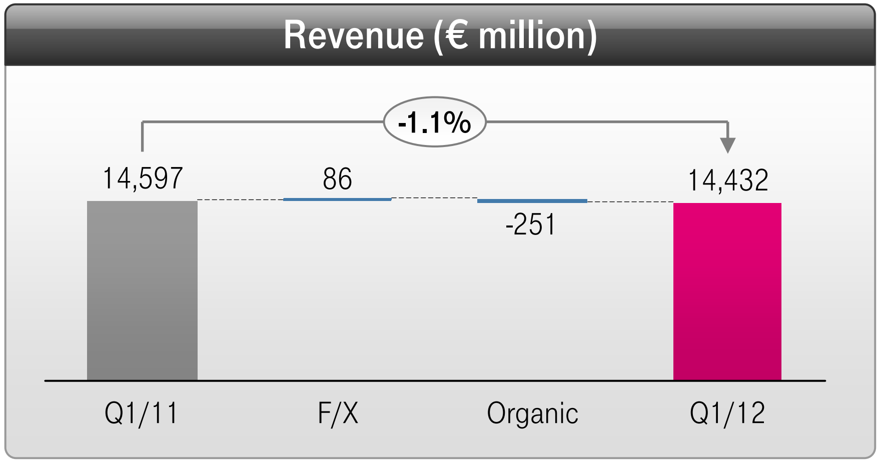
Q1/2012 Key financials: improved revenue trends, stable adj. EBITDA, free cash flow and capex.

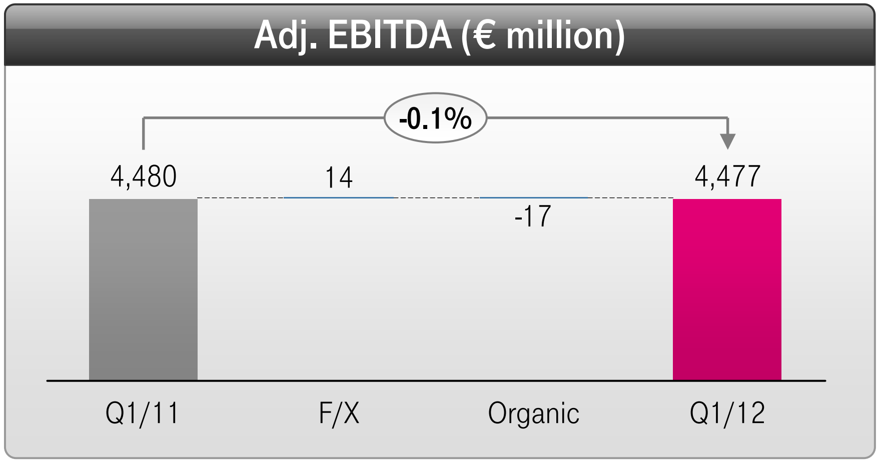
€ million	Q1/11	Q1/12	change in %
Revenue	14,597	14,432	-1%
Adj. EBITDA	4,480	4,477	0%
Adj. net profit	701	581	-17%
Net profit	480	238	-50%
Adj. EPS (in €)	0.16	0.14	-13%
EPS (in €)	0.11	0.06	-46%
Free cash flow[1]	1,061	1,122	6%
Cash capex[2]	2,120	2,129	0%

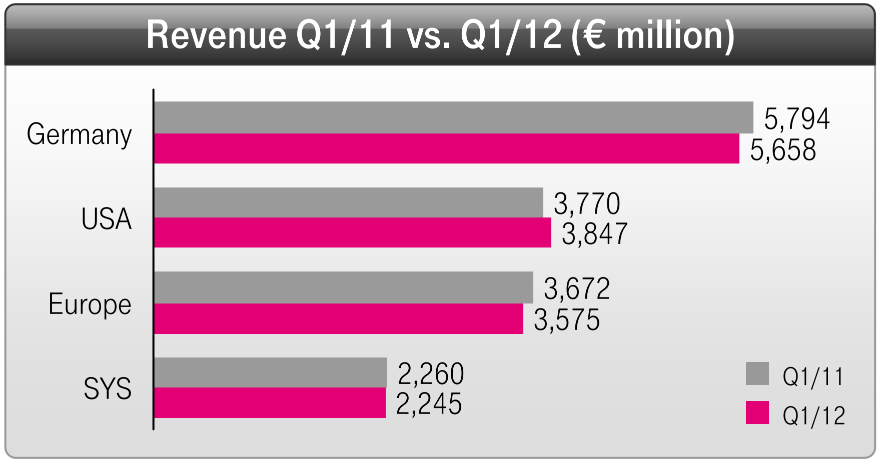
Including € 464 million of early retirement provision due to different seasonality versus 2011

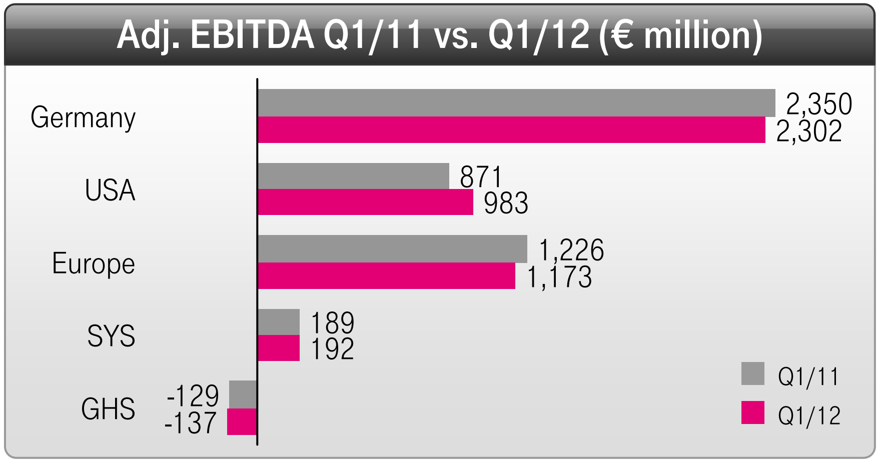
1 before dividend payments, break-up fee, PTC settlement, AT&T deal related payments and spectrum investments
2 Adjusted for spectrum investments (€ million 40 in Q1/12)

Q1/12 Overview.

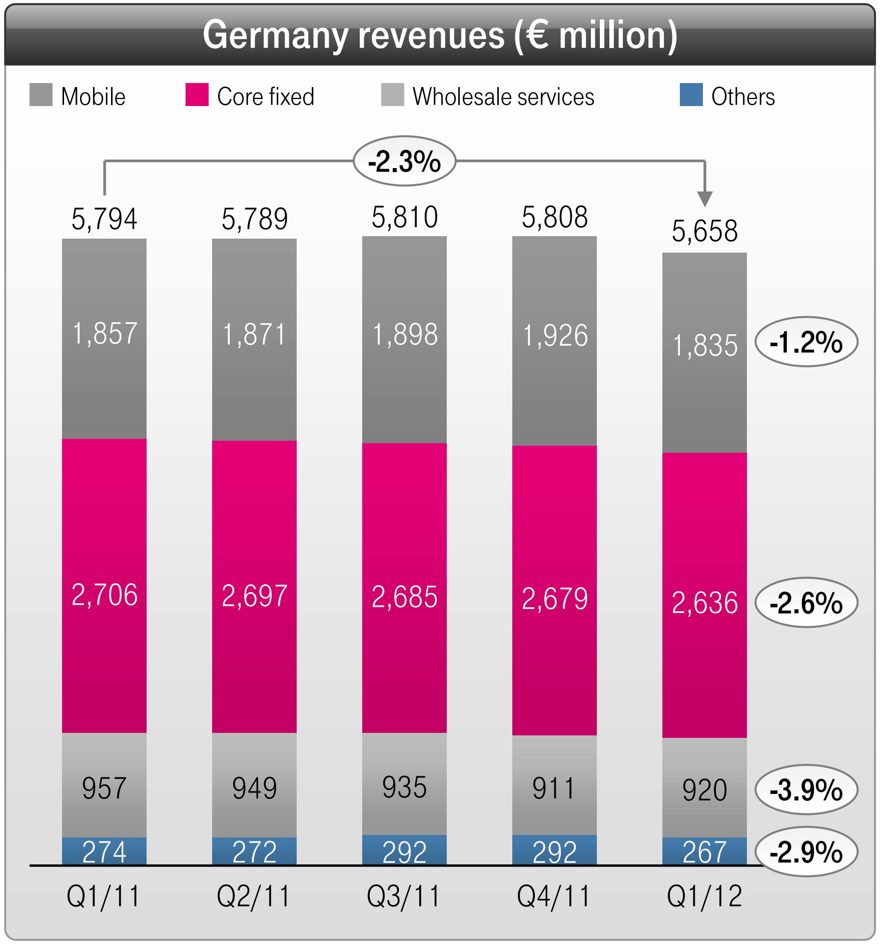


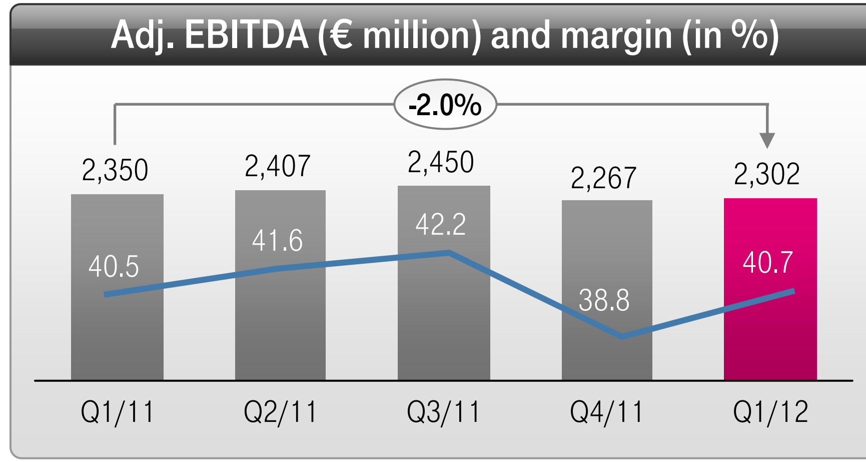


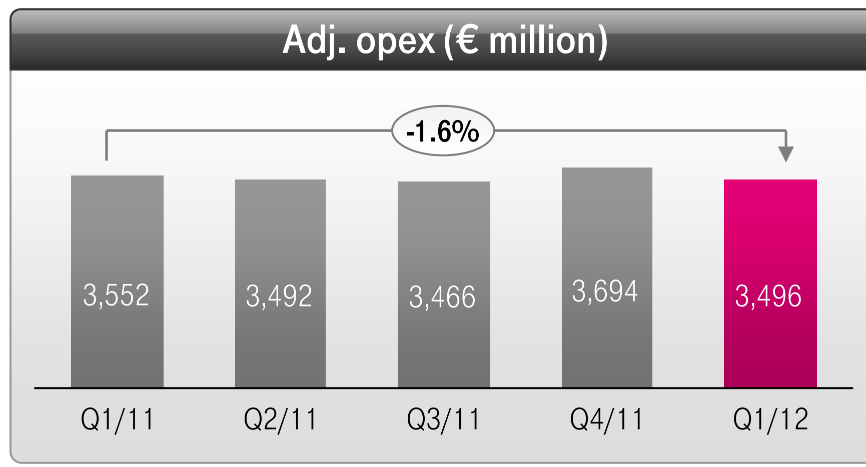




Germany: better revenue trends and further improved EBITDA margin.



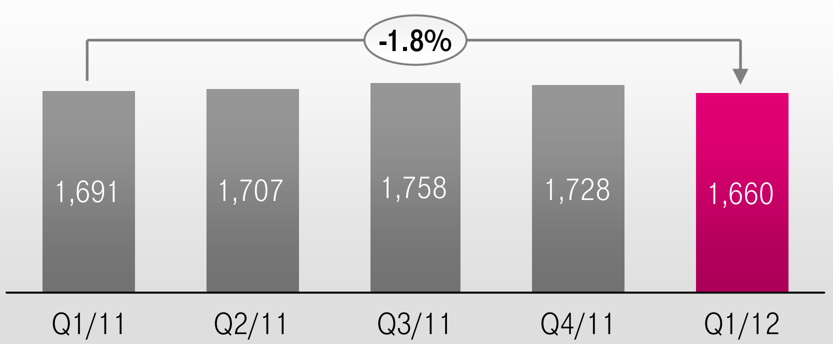




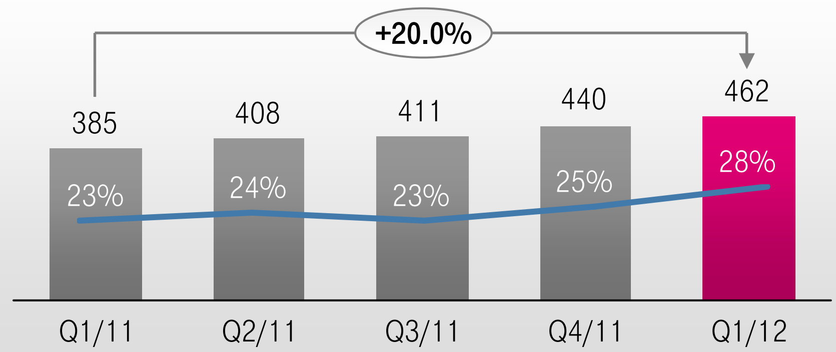
The activities and functions of the Digital Services area and of the Internet service provider STRATO (Consumers) that were previously reported under the Germany operating segment, have been assigned to GHS from January 1, 2012 and reported as part of the DBU (Digital Business Unit). Prior-year figures have been adjusted.

Germany – Mobile: continuous strong smartphone and mobile data development.

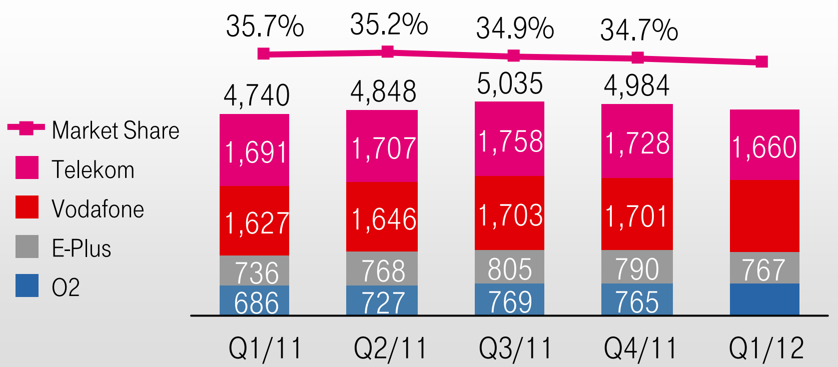
Mobile service revenue (€ million)



Mobile data revenue (€ million) and as % of ARPU



Mobile service revenue (€ million) and market share[1]

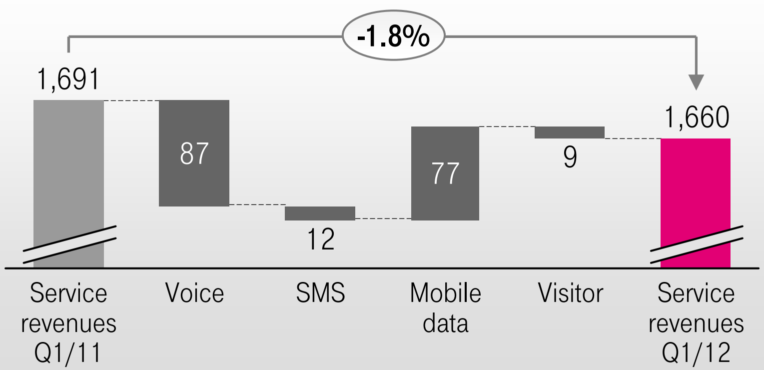


- Mobile contract net adds of -107k – due to customer migration of one reseller
- Smartphone sales in Q1: 863k smartphones, of which 291k iPhones
- LTE coverage increased to 25% of population (+11pp quarter on quarter)

1 Company estimates, incl. revenues from stationary wireless solutions (Call and Surf via Funk) since October 1, 2011

Germany – mobile service revenues: measures.

Mobile service revenues Q1/11 vs. Q1/12



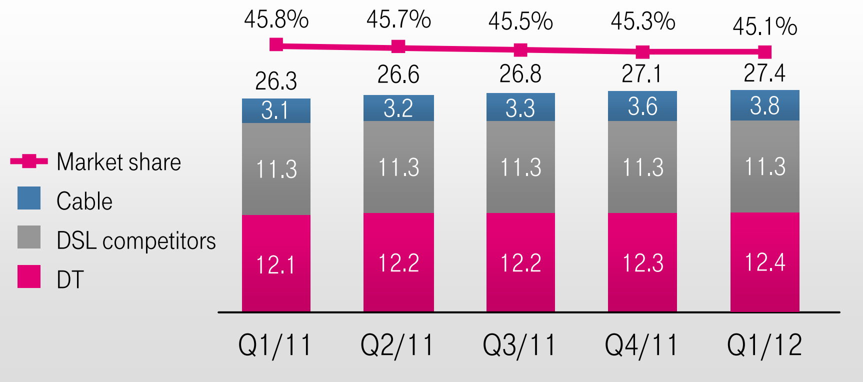
- Business customer mobile service revenues -1.5%
  - Decline in prices only partially compensated by growth in customer base
- Retail customer mobile service revenues -2% driven by:
  - Migration of customers into new tariff portfolio
  - Lower revenue contribution from service providers
  - Lower revenue contribution from prepay

	Focus	Measures
1	▪ Own contract customer base	▪ Smarter management of tariff migration ▪ New tariff scheme and increase of subsidies to push mobile broadband with tablets and sticks ▪ Marketing of new tariff options (e.g. speed-on, all-net SMS) ▪ Enhancement of LTE distribution (start of sales and marketing outside white spots)
2	▪ Prepay	▪ New tariff schemes (Congstar in Q1) and T-Brand (in June) for mobile data users ▪ Congstar sales in T-branded sales channels ▪ Introduction of travel&surf in prepay to exploit roaming potential
3	▪ Wholesale	▪ Attractive offers in wholesale mobile data ▪ Push of ethnic and discount brands
4	▪ Business customers	▪ Push mobile broadband ▪ Expansion of tailor-made offers for MNC/LE/ME customers[1] ▪ Expansion of CRM activities (high share of fixed line only customers)

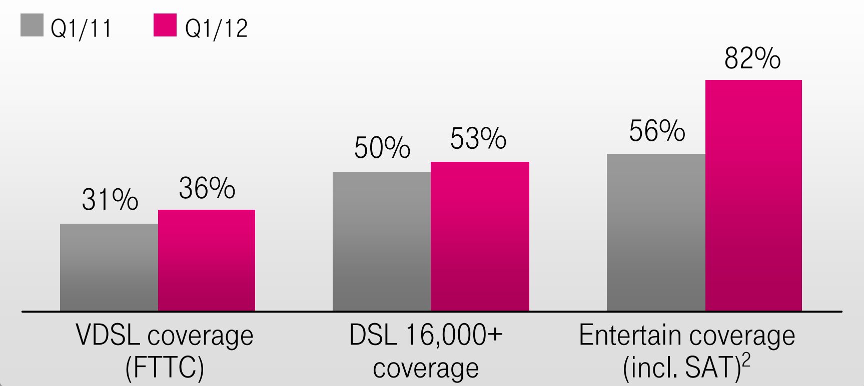
1 MNC = Multinational company, LE = Large enterprise, ME = Medium enterprise

Germany – fixed: strong customer trends.

Broadband access lines (million) and market share[1]



Broadband rollout (as % of access lines)



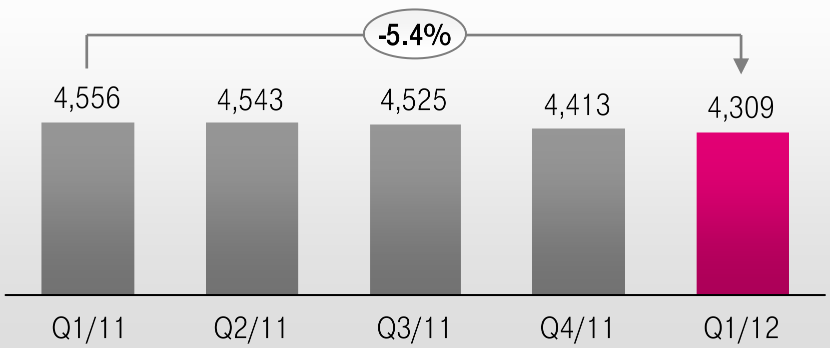
2play + 3play customers (million)

- Line losses 24% below last year: 259k in Q1. (339k in Q1/11)
- Broadband customers +2.5%: 12,367k, 102k net adds in Q1
- Entertain customers +37%: 1,725k total, 173k net adds in Q1
- Retail fiber-customers (VDSL) +67%: 674k total, 66k net adds in Q1
- Upsell strategy: Consumer ARPA increased by €0.40 to €25.60

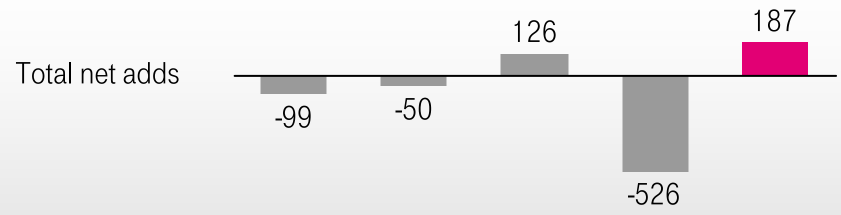
1 Company estimates; Rounded figures; Incl. reseller (competitor resale and resale); Q1/11 adjusted mainly due to changes in KDG reporting structure
2 DSL-access of at least 3 Mbit/s required

US: +8% adj. EBITDA and +187k customer growth.

Service revenues (US$ million)

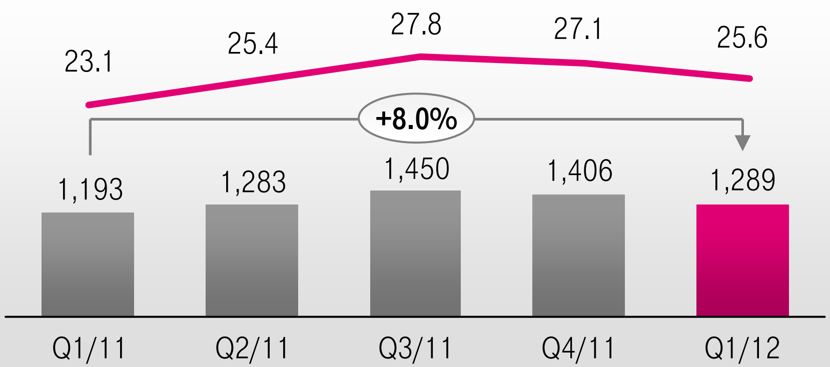


Net adds ('000)

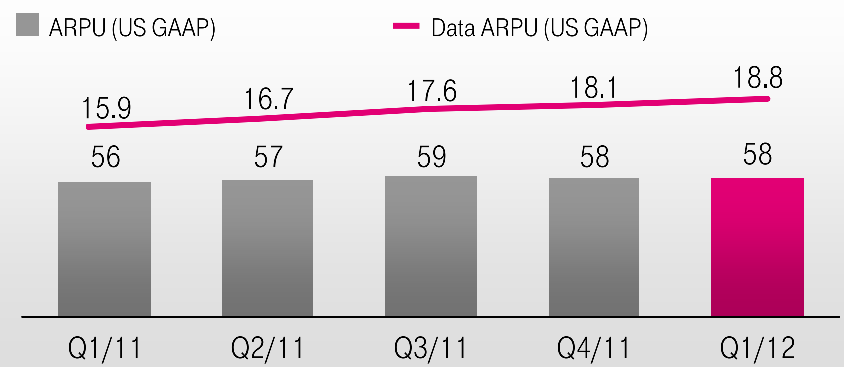


	Q1/11	Q2/11	Q3/11	Q4/11	Q1/12
Branded Contract	-574	-536	-389	-706	-510
Branded Prepaid	-82	-71	254	220	249
Other[1]	557	558	261	-40	449

Adj. EBITDA (US$ million) and adj. EBITDA margin



Branded contract: ARPU and data ARPU (US$)



1 Other includes MVNO and machine-to-machine. Amounts may not add up due to rounding.

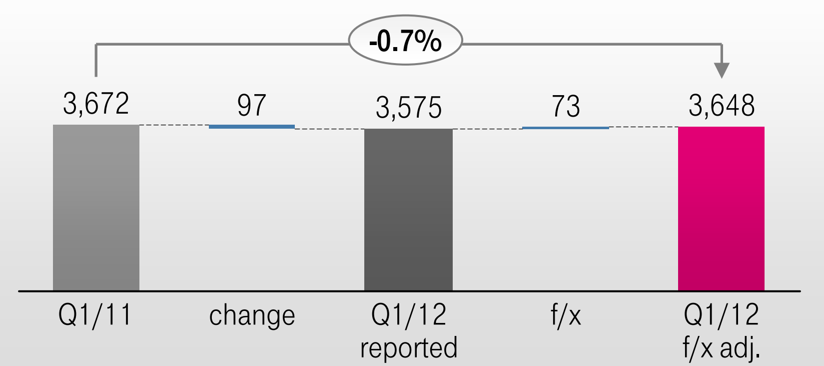
US: Challenger strategy execution progressing well.

Mission: Making Amazing 4G Services Affordable

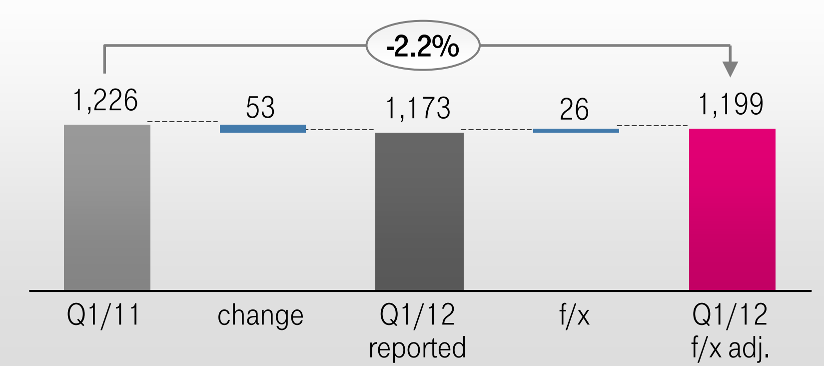
	Amazing 4G Services	Value Leader	Trusted Brand	Multi-Segment Player	Challenger Business Model
Key Programs	**▪ Refarming** **▪ LTE in 2013**	**▪ Brand relaunch**	**▪ Distribution push**	**▪ B2B Invest** **▪ MVNE platform**	**▪ Reinvent v2** **▪ Churn v2**
Progress	▪ Breakup spectrum transferred ▪ Contracts with Ericsson & NSN ▪ Refarming on track for Q4/12 launch	▪ Phase 1 rebranding "Test Drive"	▪ 115 new branded dealers ▪ 7,000 new doors	▪ B2B ramp initiated ▪ 4 new MVNOs signed	▪ Tracking to $0.9 billion savings ▪ Branded contract churn improving

Europe: successful segment-wide performance improvement program leads to almost stabilized revenue and adj. EBITDA.

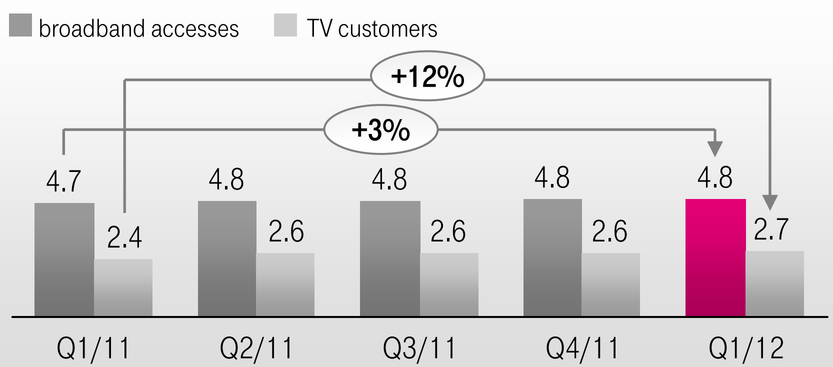
Organic revenue development



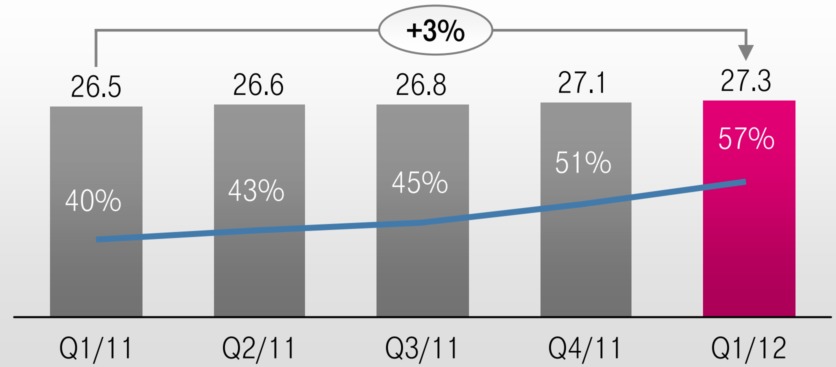
Organic adj. EBITDA development



Broadband and TV accesses (million)[1]

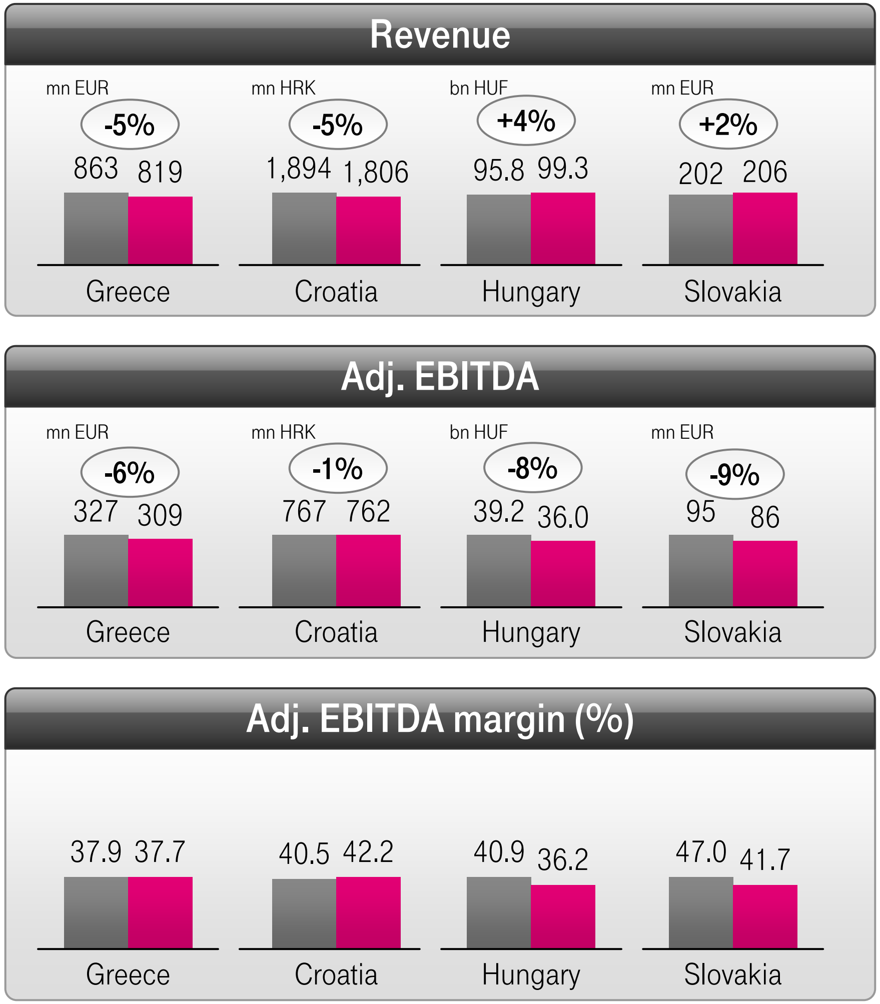


Contract subscribers (mn) and smartphone share[1, 2]



1 incl. business customers shifted to T-Systems in Hungary as of 1.1.2011.
2 Figures adjusted due to incorporation of data from Cosmote Greece. Percentage of smartphones in dispatched devices (excl. Slovakia, Romania, Bulgaria, Montenegro and Macedonia);

Europe – integrated markets.



Greece:

- Mobile: Positive development in Service Revenue. Driven by higher subscriber base and revenue initiatives especially in consumer segment.
- Fixed line: Revenues down by -8.7% yoy. Situation is still dominated by an ex-ante regulation resulting in uncompetitive offers: about 50% more expensive than competitors.

Croatia:

- Underlying Adj. EBITDA (ex. F/X and one-timers) is +1.0% above previous year
- Smartphone push: 48% of all dispatched devices are smartphones

Hungary:

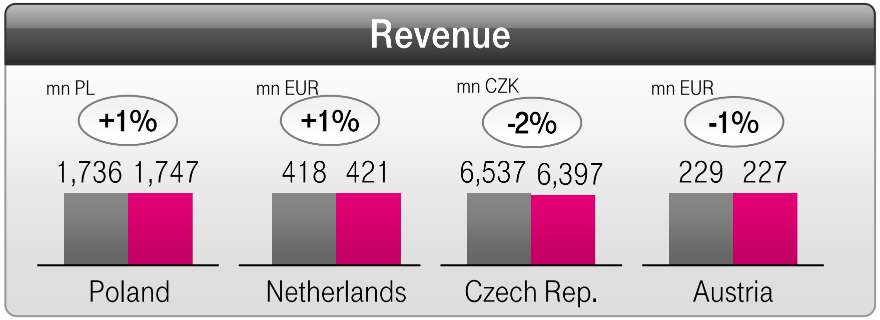
- Figures in EUR impacted by F/X losses due to weak HUF.
- Underlying revenue (ex. F/X and MTR cut) +4.8% due to strong performance of energy resale and IPTV
- Underlying Adj. EBITDA (ex. FX, MTR cut and one-timers in 2011) -4.2% as new revenues cannot fully compensate reduction of high margin traditional revenue.

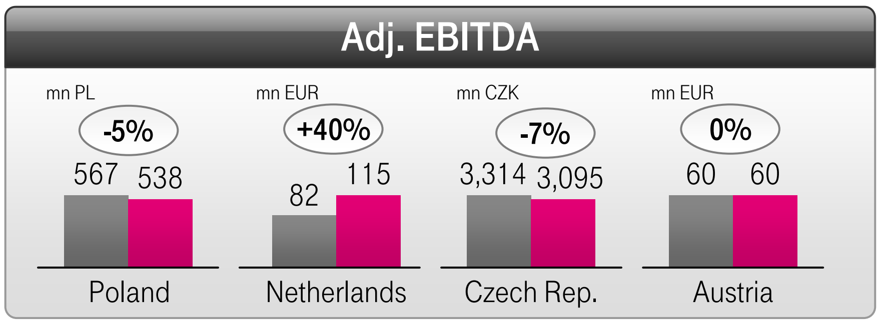
Slovakia:

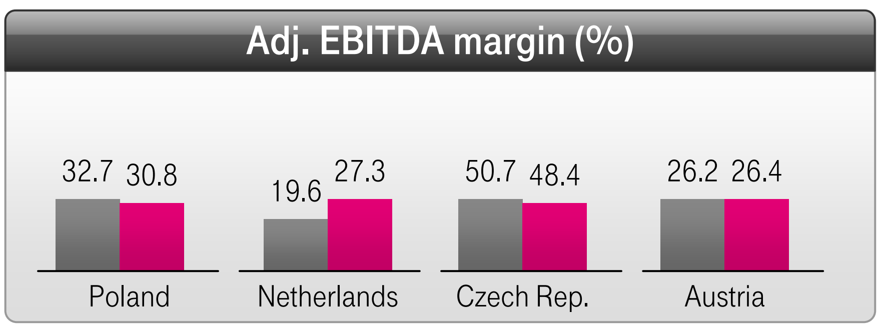
- Revenue driven by ICT acquisition in fixed.
- Adj. EBITDA partly driven by higher market invest than in 2011.
- IPTV customers +10.5%, SAT TV +31.4%

Q1/11 Q1/12

Europe – mobile centric.







Poland:

- Figures in EUR impacted by F/X losses due to weak PLN.
- Underlying revenue (ex. MTR cut and F/X) +3.0% due to device revenues (partly due to higher smartphone share)
- Underlying Adj. EBITDA (ex. MTR cut, F/X and one-timers) -0.7% almost on previous year's level in spite of heavy competition.

Netherlands:

- Revenues positively impacted by higher subscriber base yoy, higher device revenues, revenue initiatives and rest-effects from unlimited-offer cancelations
- Adj. EBITDA surge driven by more rational market invest in retention, revenue growth and further cost savings (e.g. FTE -0.3k yoy)
- Ongoing focus on contract customer growth (+7.1% yoy)

CZ:

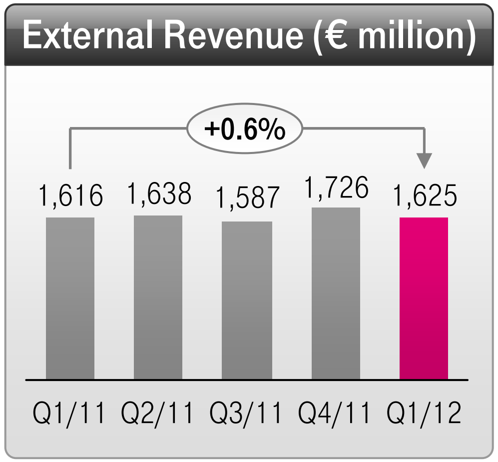
- Underlying revenue (ex. MTR cut and F/X) +1.9%
- Smartphone share in dispatched devices at 49%

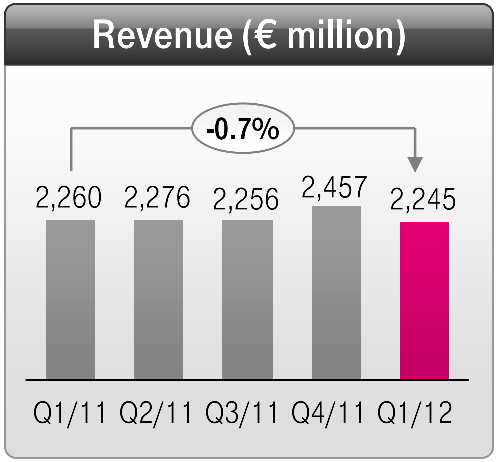
Austria:

- Underlying Revenue (ex. MTR cut) +3.5%
- 10th quarter in the row with positive net adds!
- Smartphone share of dispatches at all time high of 74%

Q1/11 Q1/12

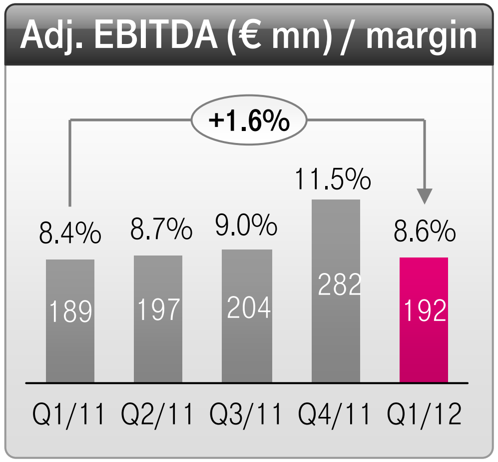
Systems Solutions:
Increase in external revenue with improving profitability.

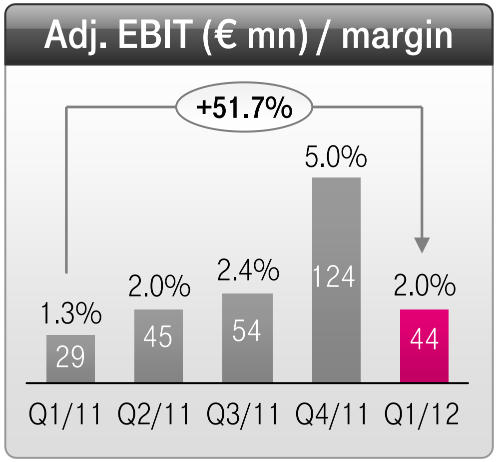




- External revenue up 0.6% to €1,625mn due to successful closed deals in 2010 and 2011 and increasing revenues with cloud computing
- Revenue decrease of 0.7%yoy to €2,245mn in Q1/12 driven by lower internal revenues (-3.7%yoy)
- Deal Highlights in Q1/12:

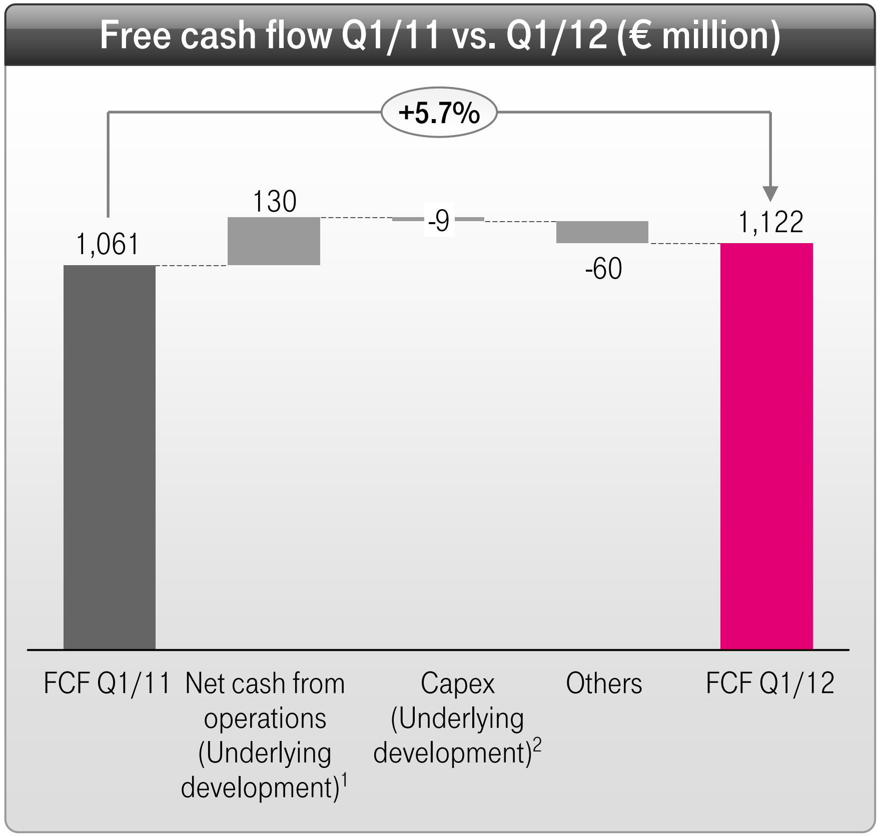
  OMG, BAT





- Adj. EBITDA at €192 mn with a margin of 8.6%
- Adj. EBIT strongly improved by 51.7% yoy with a margin of 2.0% in Q1/12
- Successful gross cost savings of €166 mn in Q1/12

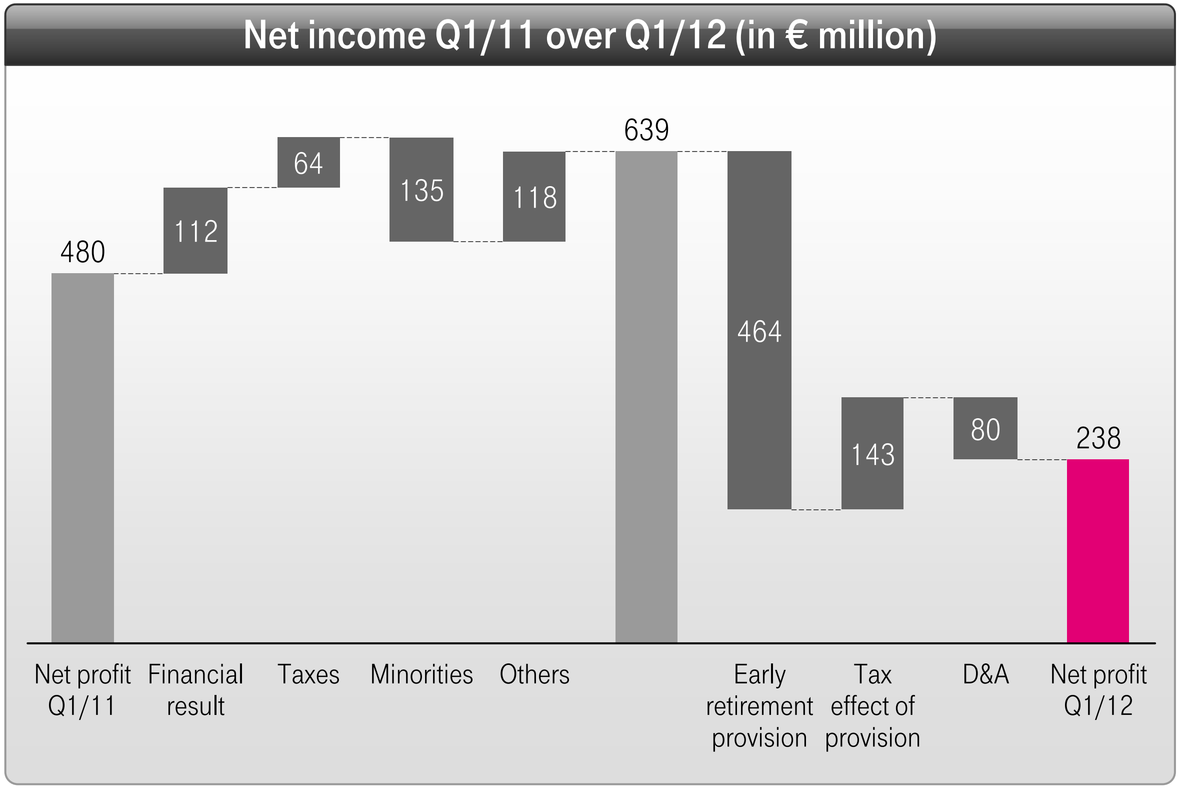
Free cash flow: solid start into the year - guidance confirmed.



- Free cash flow improved by 5.7% to €1.1 billion
- Improvement in underlying net cash generated from operations predominately due to:
  - Less tax payments
  - Less interest payments
- Underlying capex development: essentially stable at high level of €2.1 billion
- Decrease in others due to less asset sales

1 Underlying net cash generated from operations is adjusted for: €226 million AT&T deal related payments in Q1/12 and €400 million of PTC settlement payment included in Q1/11.
2 Underlying capex development is adjusted for: €40 million of spectrum payments in Q1/12

Net income development Q1/12: impacted by provision for early retirement and depreciation due to US.



- Financial result and result attributable to minorities benefit from sale of Telekom Serbia
- Taxes benefit from higher restructuring charges and a US related one-off tax charge in Q1/11
- €464 million provision for early retirement program in Germany in Q1: different timing of special factors compared to 2011
- €80 million additional depreciation predominantly from the US – due to being fully consolidated again. Trend will continue in quarters 2 to 3 and reverse in Q4

Balance sheet ratios: improved net debt over EBITDA ratio and gearing in Q1.

in € billion	31/03/2011	30/06/2011	30/09/2011	31/12/2011	31/03/2012
Balance sheet total	**123.2**	**123.1**	**124.6**	**122.5**	**120.5**
Shareholders' equity	42.7	39.3	40.7	39.9	39.8
Net debt	41.8	43.3	43.4	40.1	38.6
Net debt/adj. EBITDA[1]	2.2	2.3	2.3	2.1	2.1
Gearing	1.0x	1.1x	1.1x	1.0x	1.0x
Equity ratio	**34.6%**	**31.9%**	**32.7%**	**32.6%**	**33.0%**

Comfort zone ratios	
2 - 2.5x Net debt/adj. EBITDA	✓
25 - 35% Equity ratio	✓
Gearing: 0.8 to 1.2	✓
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	✓
R&I:	**A**	stable outlook	✓

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

Q&A – Please press "*1" to ask a question.

Timotheus Höttges
CFO

For remaining questions please contact the IR department after the call.

For further questions please contact the IR department:

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