

Deutsche Telekom AG. German Corporate Conference 2010.

January 2010 – René Obermann, CEO



Life is for sharing.

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Deutsche Telekom: Vision, Aspiration and Strategy.

Our Vision: Deutsche Telekom – a global leader in “Connected Life and Work”.

Our Ambition: The most highly regarded service company in our industry

Our Strategy

**Improve
competitiveness
in Germany and
SEE**

**Grow abroad
with mobile**

**Mobilize the
Internet**

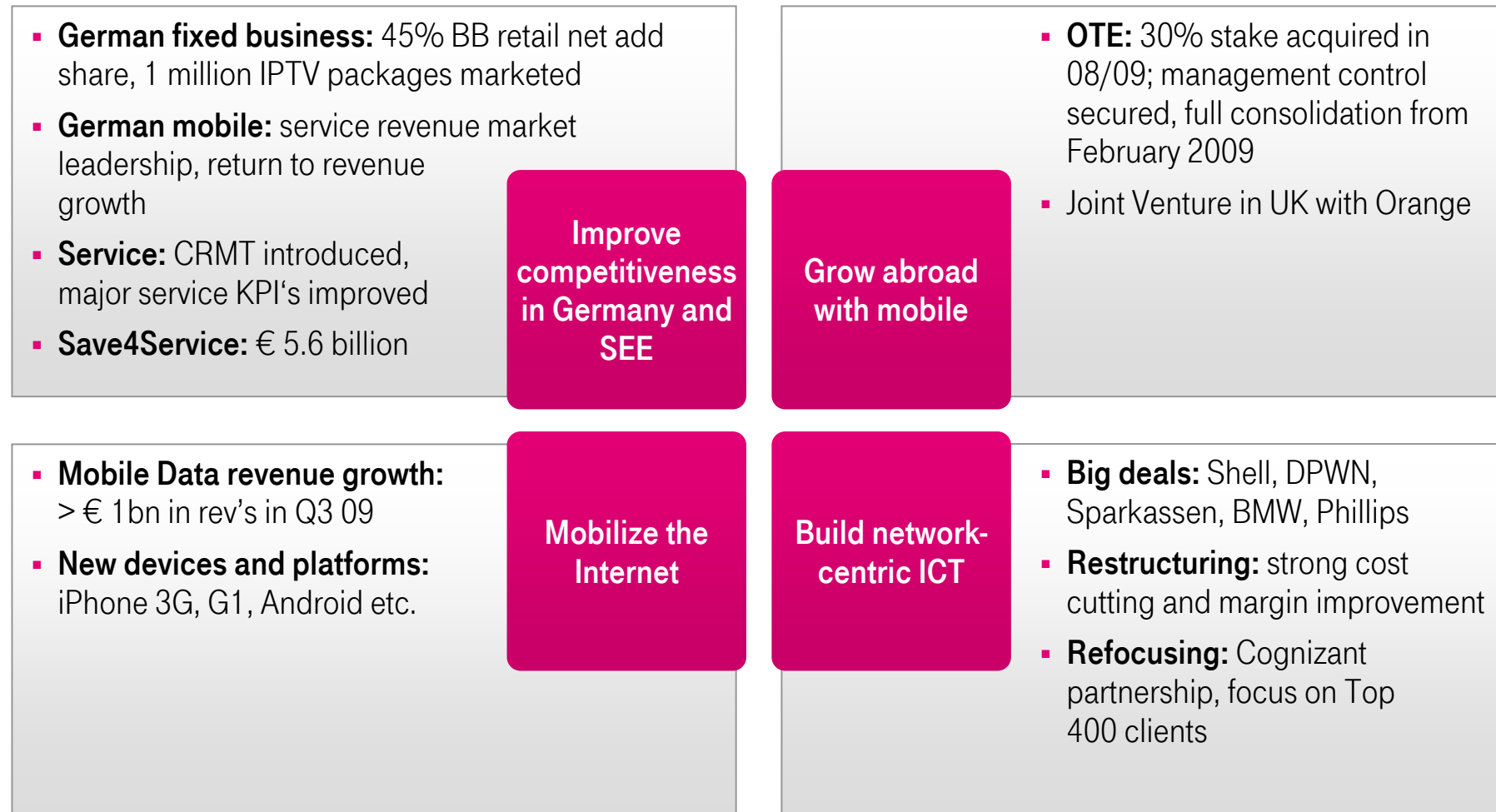
**Build network-
centric ICT**

Our Guiding Principles

- **Customer delight drives our action**
- **Respect and integrity guide our behavior**
- **Team together – Team apart**
- **Best place to perform and grow**
- **I am T – count on me**



Strategy focus, fix & grow: Key achievements since 2007.



Deutsche Telekom: What do we stand for.

Restructuring of our German fixed line business

- Reduction of approx. 30,000 headcount in Germany since start 07
- Over € 3 billion gross savings in Germany since start 07
- Recovery of German mobile market leadership in service revenues and stabilization of broadband market share

Grow abroad with mobile

- Growth of international revenues from 7% in 1996 to 57% in Q3 09
- T-Mobile US customer growth from 800k in 2000 to 33 million in Q3 09
- SEE representing 15% of group revenues in Q3 09
- OTE FY 09 synergy run rate of €100 million+ well ahead of plan

Innovation leadership and investment also in crisis

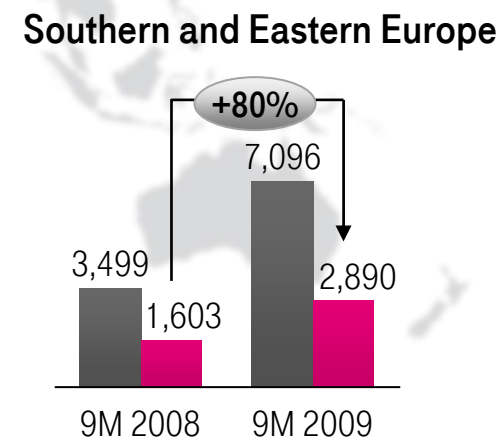
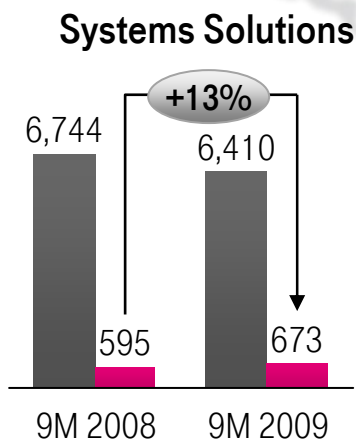
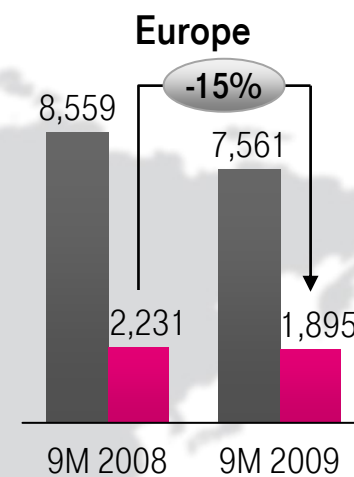
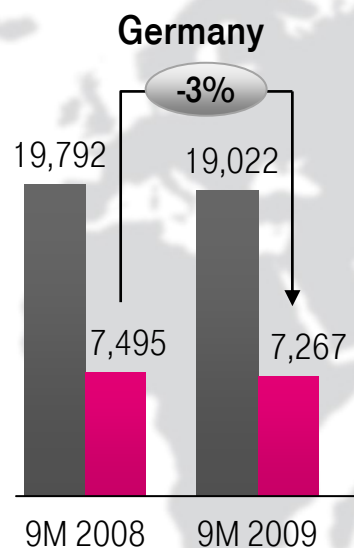
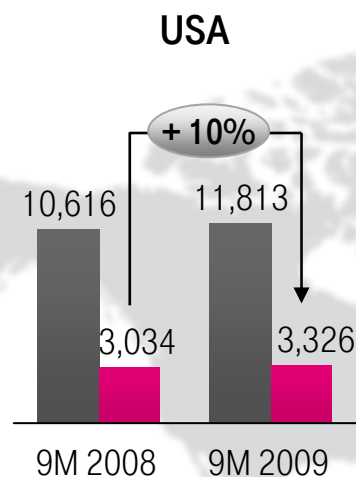
- Cash Capex 9M09 + 20.6% yoy, of which € 2.9 billion in Germany (+11.5%)
- Innovation leader in open platforms (Android) and leading edge devices (partnerships with HTC, Huawei etc.)
- First live LTE field trial in Innsbruck

Good value and shareholder remuneration, solid financials

- Dividend of € 0.78 in 2008 represents a dividend yield of 7.7%
- DT trades at a significant discount to sector on EV/EBITDA and FCFE-yield multiples
- DT is very solidly financed with an equity ratio >30% and a net debt/EBITDA ratio of 2.0
- € 5.6 billion EUR refinanced in 2009



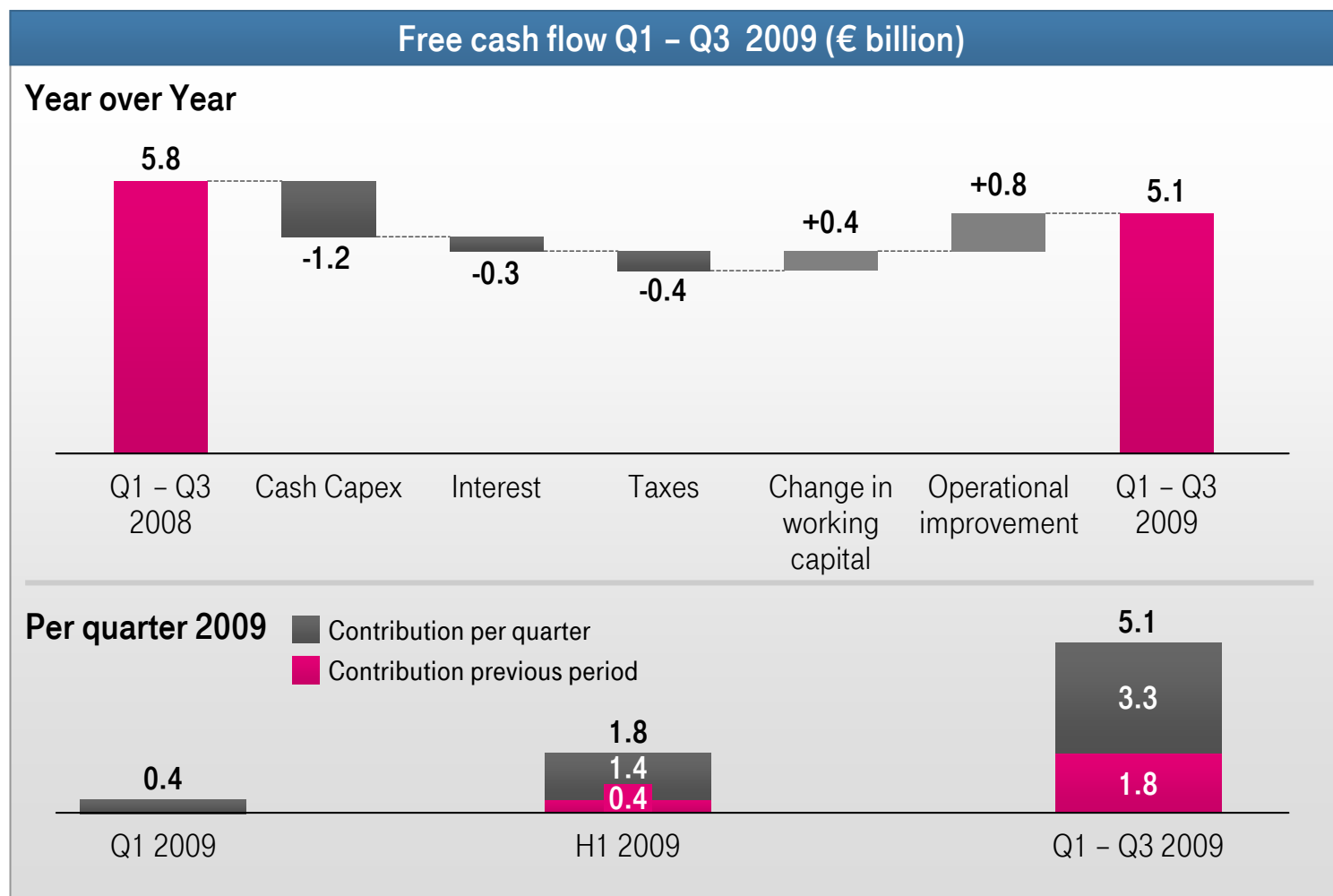
Group overview on regional performance of revenue and adj. EBITDA.



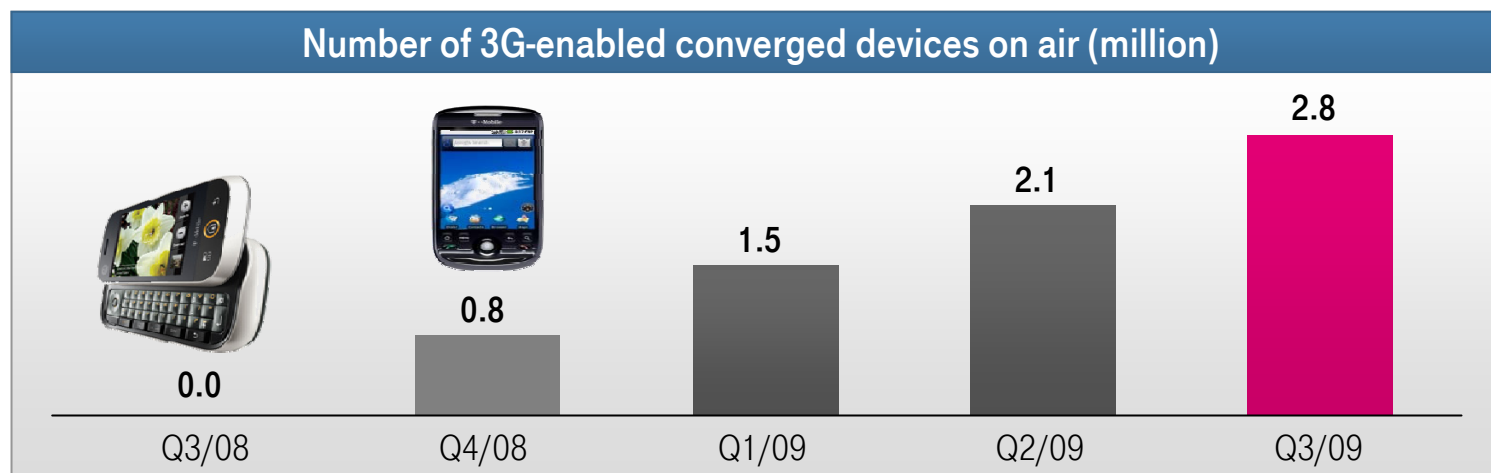
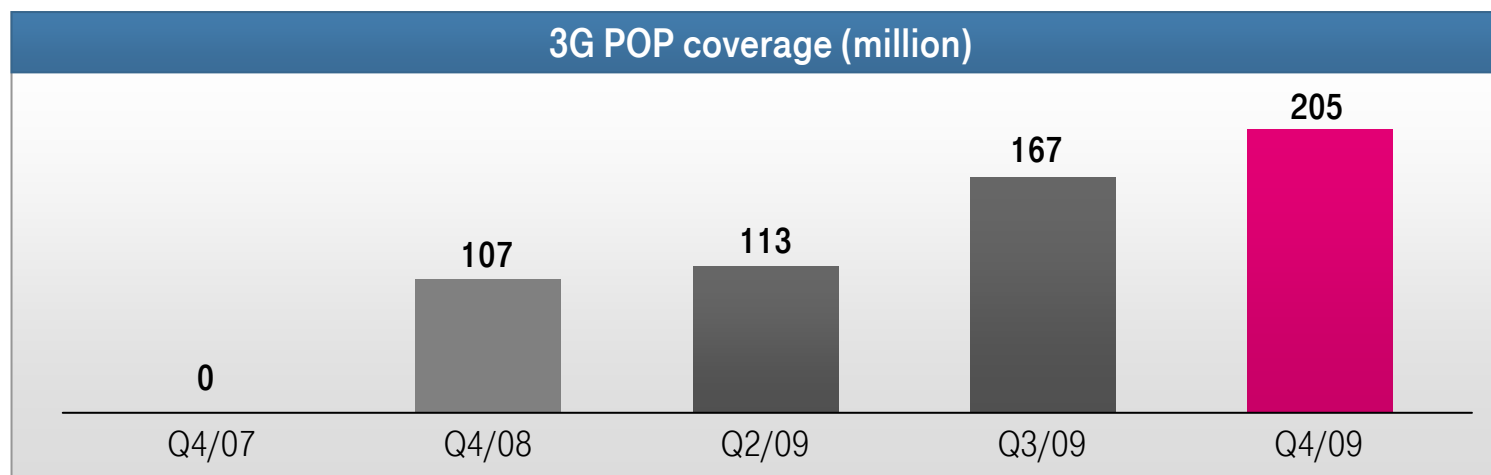
■ Revenue in € million
■ Adj. EBITDA in € million



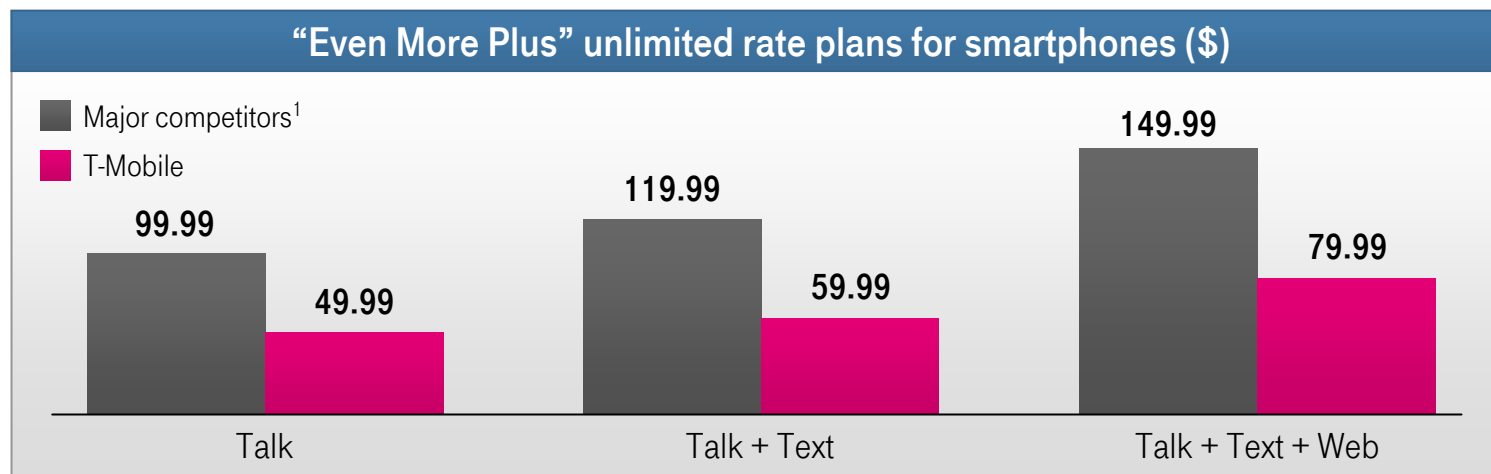
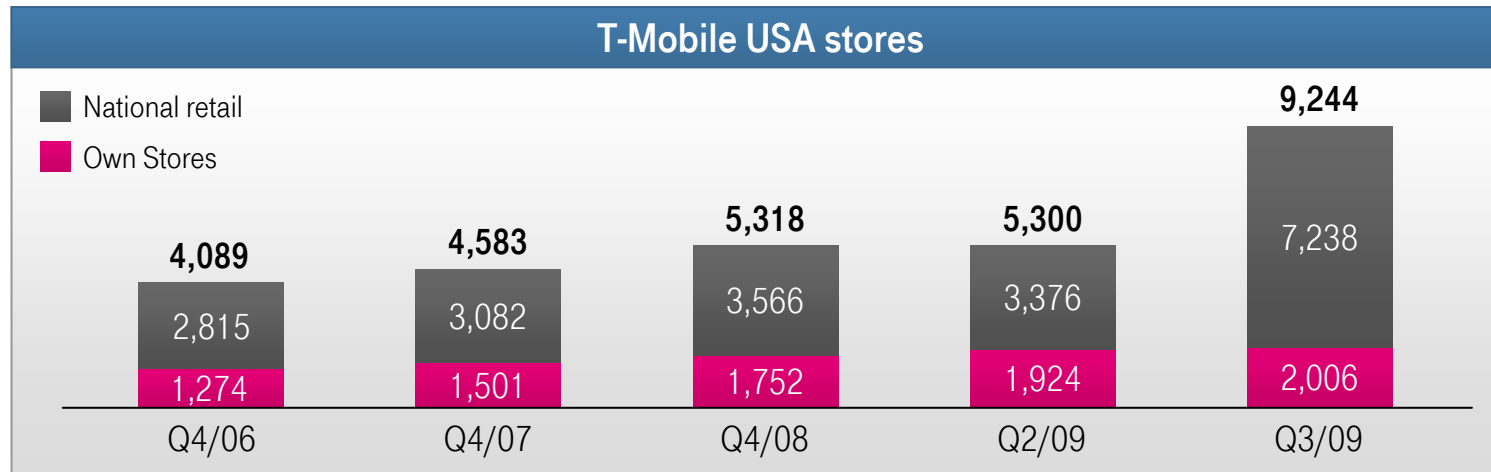
Free cash flow – guidance secured with strong Q3.



USA – accelerated 3G rollout and enhance 3G handset portfolio.

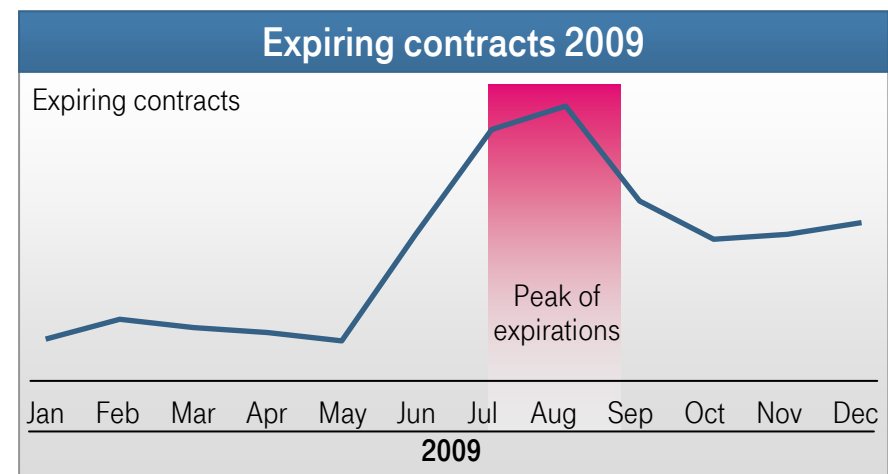
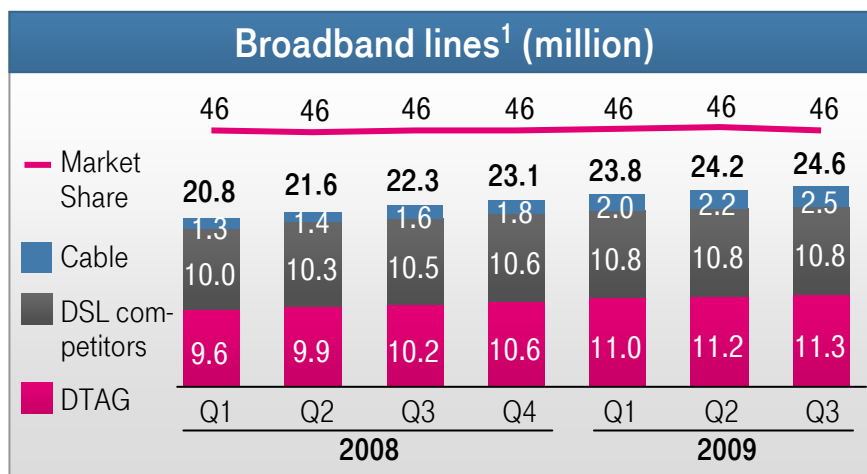
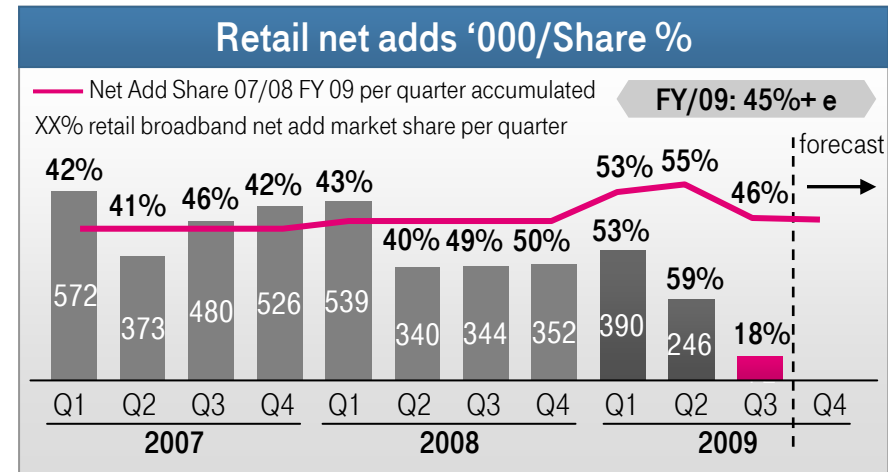
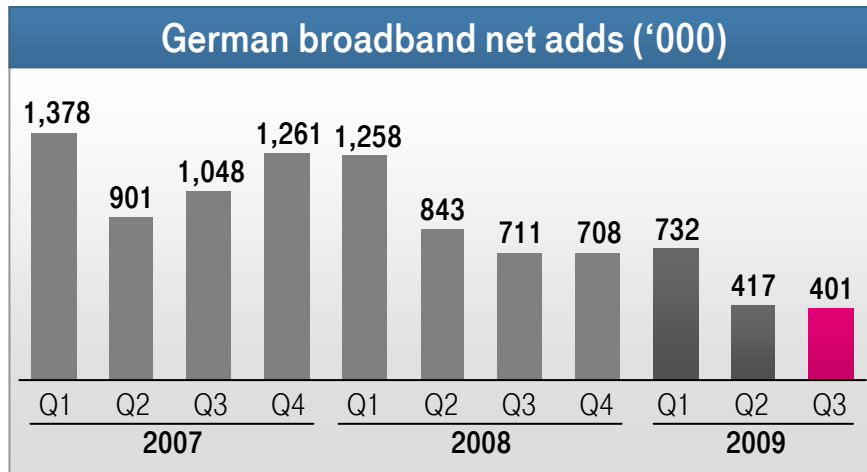


USA – enhance distribution and underscore value proposition.



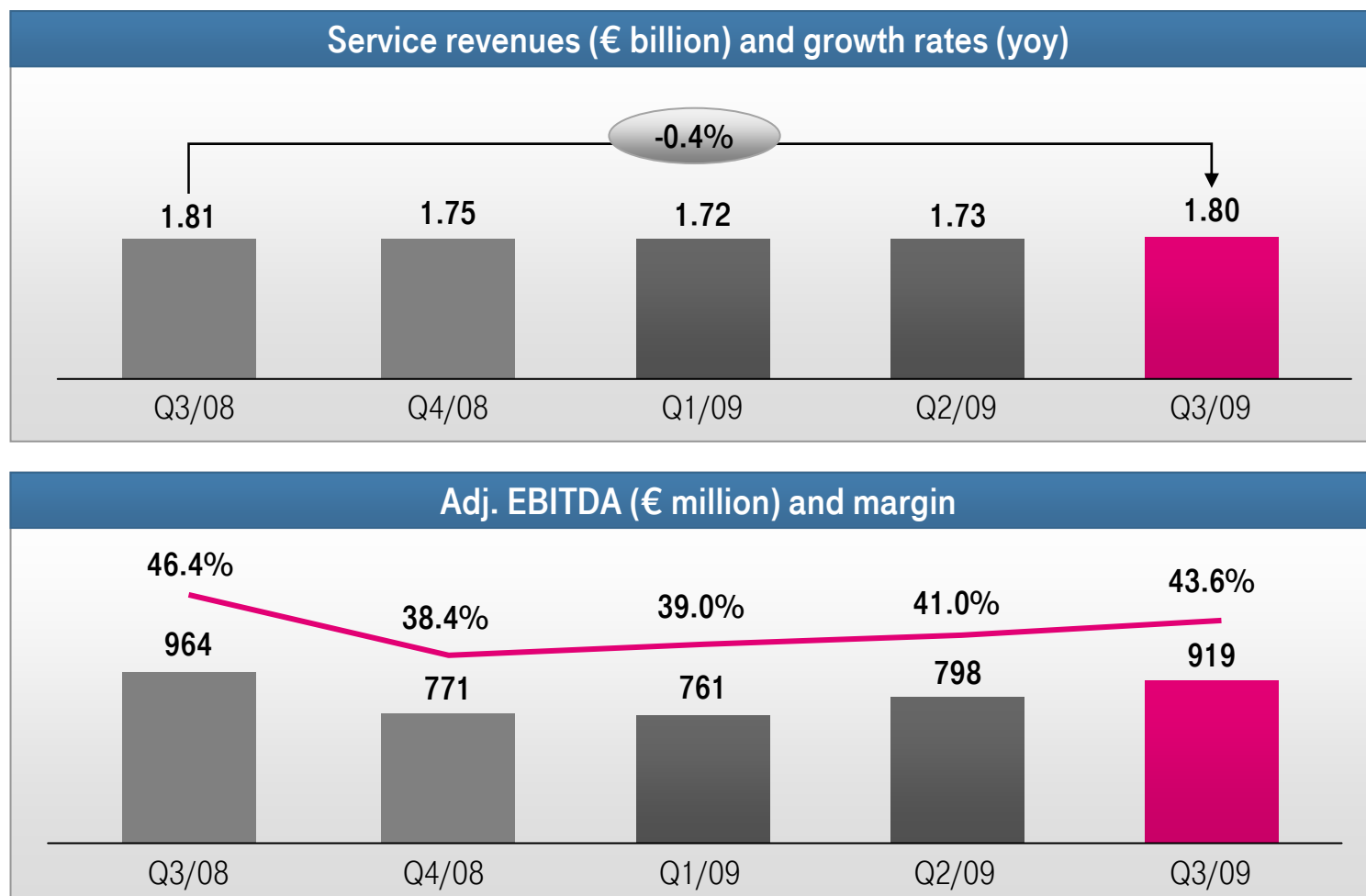
1) AT&T, Verizon. Talk + Text + Web pricing based on iPhone (AT&T) for \$149.99 monthly and BlackBerry Storm 2 (Verizon) for 149.98 monthly.

Germany: fixed – cumulated broadband net add market share of 46% in Q1-Q3/09.

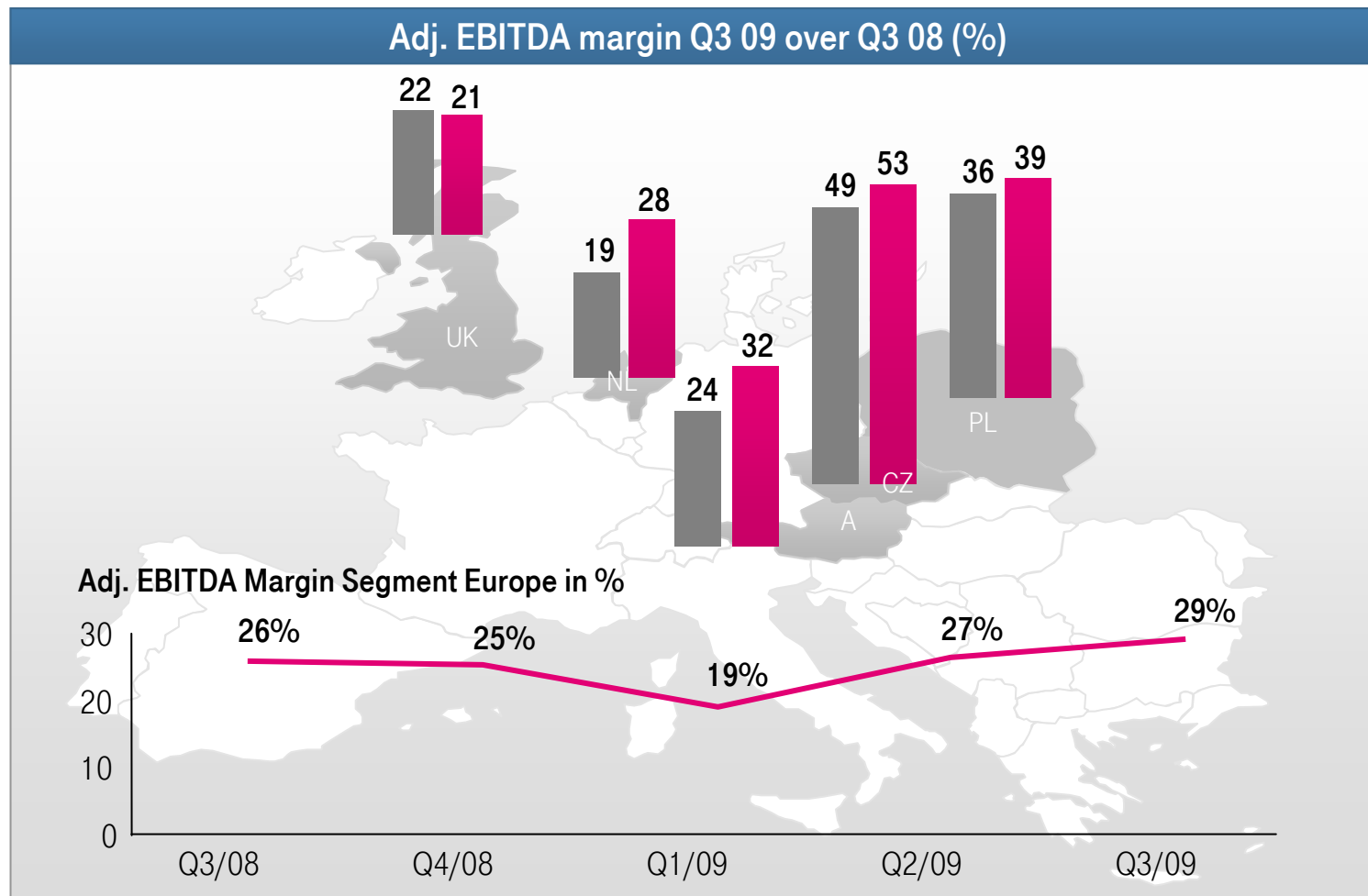


1) Market share for 2008 adjusted based on new BNetzA figures, 2009 own estimates. Rounded figures. Incl. reseller (competitor resale and resale); DTAG view (retail).

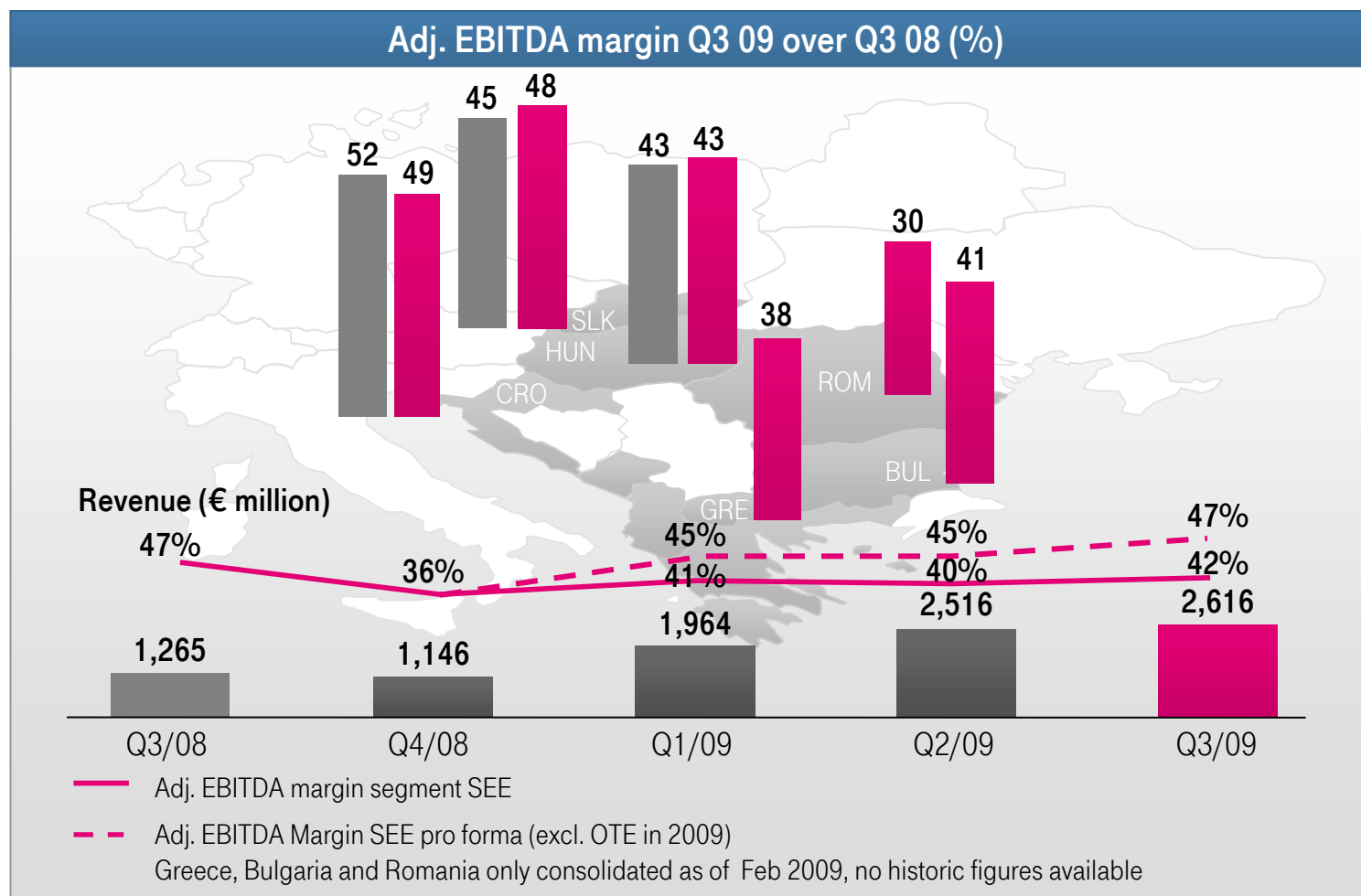
Germany: mobile returns to growth.



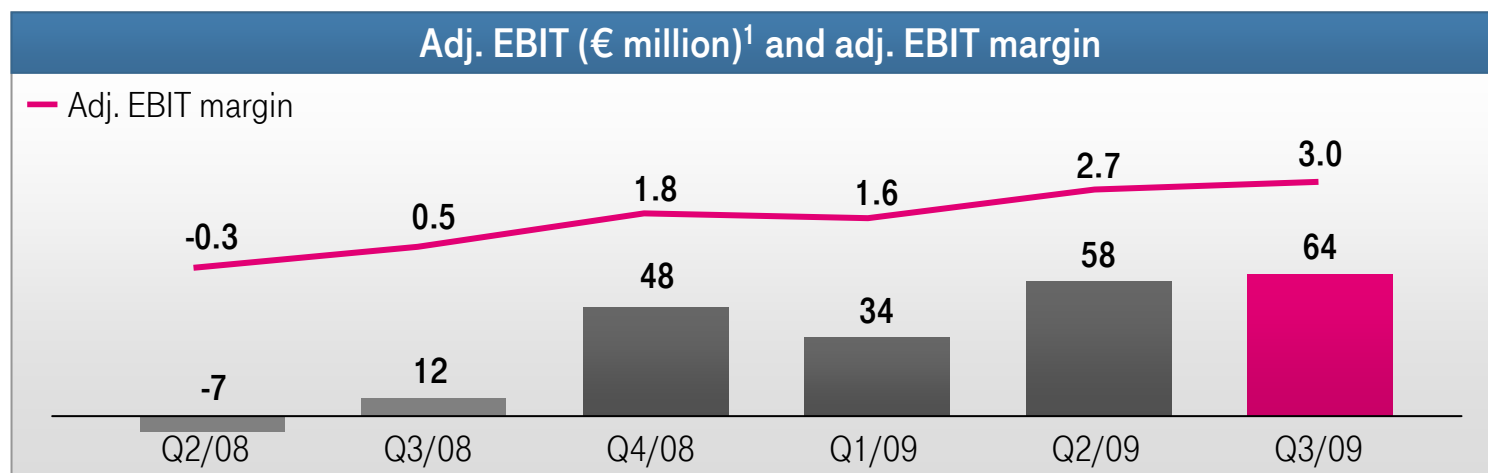
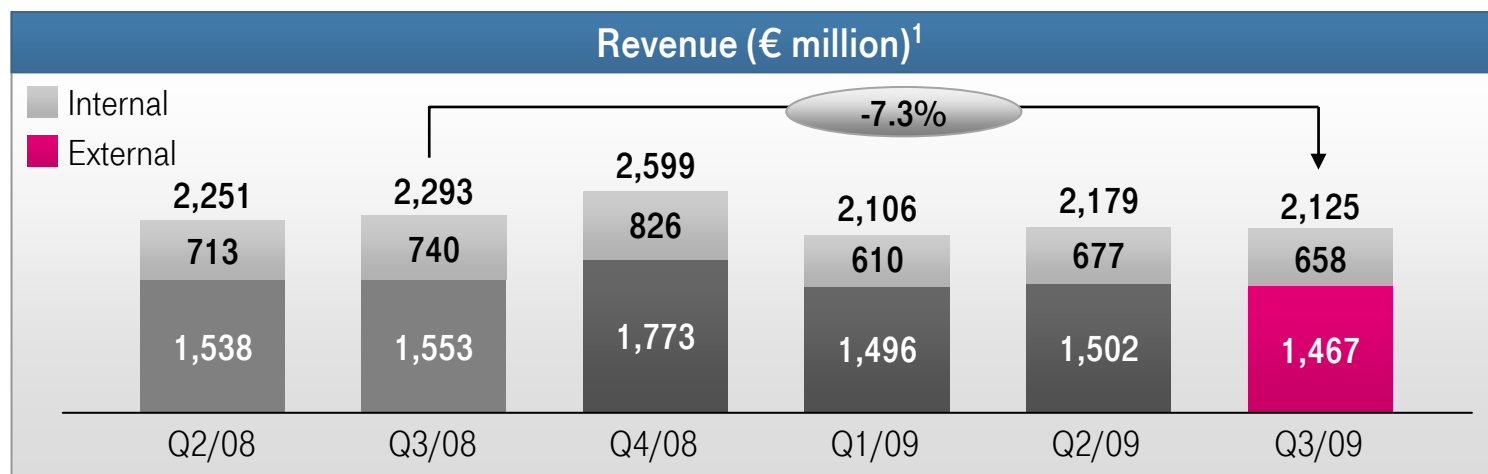
Europe – profitability is catching up through cost cutting.



SEE – market leadership translates into profitability leadership.

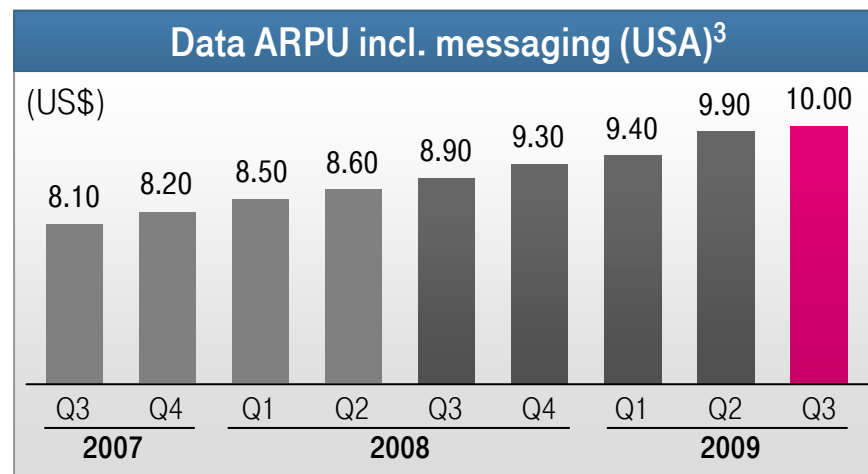
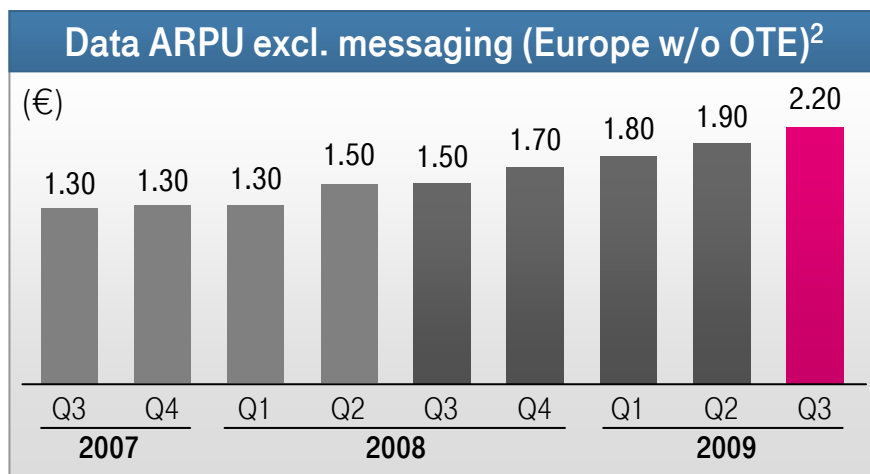
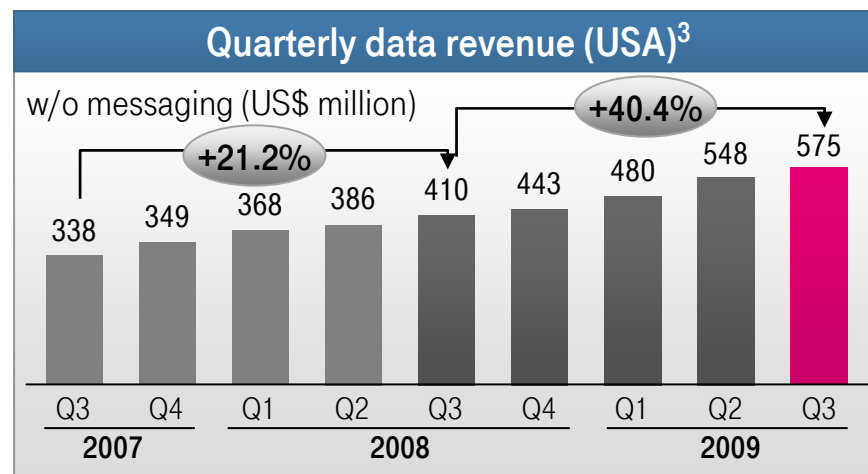
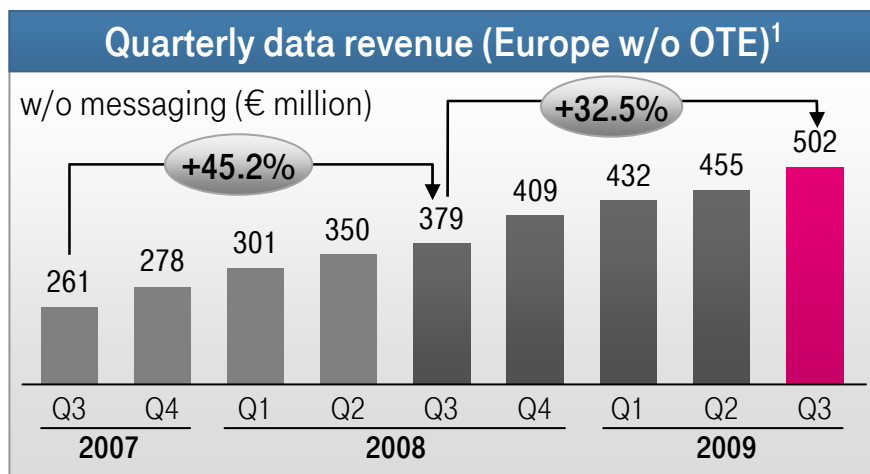


Systems Solutions – ongoing margin turnaround.



1) As of January 1, 2009, small and medium-sized business customers of the Systems Solutions operating segment (until January 1, 2009, called Business Customers operating segment) are disclosed under the Broadband/Fixed Network operating business area. Prior-year comparatives have been adjusted. Percentages calculated on the basis of figures shown.

Mobilize the Internet – €1 billion of mobile data revenues reached in Q3.



Balance sheet: Commitment to strong rating – Solid ratios.

€ billion	30/09/09	30/06/09	31/03/09	31/12/08	30/09/08
Balance sheet total	129.3	132.9	133.8	123.1	123.4
Shareholders' equity	41.6	41.5	45.2	43.1	44.8
Net debt	42.4	45.0	42.8	38.2	39.4
Net debt/adj. EBITDA ¹⁾	2.0	2.2	2.0	2.0	2.0
Gearing	1.0	1.1x	0.9x	0.9x	0.9x
Equity ratio	32.2%	31.2%	31.2%	32.3%	34.3%

Comfort zone ratios

2 - 2.5x Net debt/adj. EBITDA



25 - 35% Equity ratio



Gearing: 0.8 to 1.2



Liquidity reserve²⁾



1) Calculation for the non full year ratios based on mid-point of DT guidance
2) Liquidity reserve at any time should cover average redemptions of next two years



Thank you for your attention and now some time for Q&A!



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