DEUTSCHE TELEKOM AG Form 6-K November 14, 2005

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## Form 6-K

## REPORT OF FOREIGN PRIVATE ISSUER PURSUANT TO RULE 13a-16 OR 15d-16 UNDER THE SECURITIES EXCHANGE ACT OF 1934

For the month of November 2005

## **DEUTSCHE TELEKOM AG**

(Translation of registrant s name into English)

Friedrich-Ebert-Allee 140

53113 Bonn

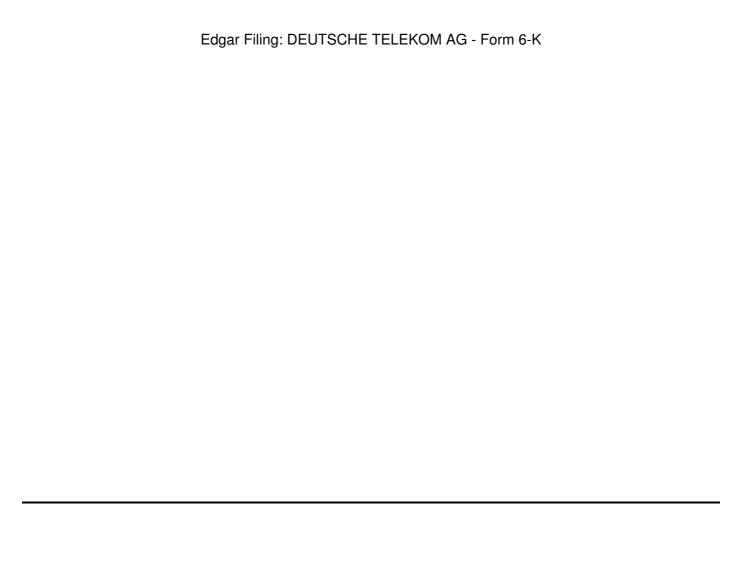
Germany

(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.

Form 20-F ý Form 40-F o

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101 (b)(1):0
Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101 (b)(7): O
Indicate by check mark whether the registrant by furnishing the information contained in this form, the registrant is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.
Yes o No ý
This report is deemed submitted and not filed pursuant to the rules and regulations of the Securities and Exchange Commission.



Deutsche Telekom at a glance.(1)

(a)	For detailed information and calculations,	please refer to	Reconciliation of pro forma figures,	page 43 et seq.
( )		1		1

<sup>(1)</sup> All figures are shown according to IFRS. For further information, please refer to Transition to IFRS, page 74 et seq.

#### Deutsche Telekom at a glance.

#### At a glance

	Third quarter of 2005			First three quarters of 2005				
	Q3 2005 millions of	Q3 2004 millions of	Change %	Q1 Q3 2005 millions of	Q1 Q3 2004 millions of	Change %	2004 millions of	
Net revenue	15,043	14,353	4.8	44,167	42,620	3.6	57,360	
Domestic	8,385	8,564	(2.1)	25,506	25,750	(0.9)	34,748	
International	6,658	5,789	15.0	18,661	16,870	10.6	22,612	
EBIT (Profit from operations)	2,776	343	n.a.	7,725	4,043	91.1	6,261	
Special factors affecting								
EBIT(a)	(121)	(2,528)	95.2	(147)	(3,875)	96.2	(3,937)	
Adjusted profit from operations (EBIT)(a)	2,897	2,871	0.9	7,872	7,918	(0.6)	10,198	
Adjusted EBIT margin(a) (%)	19.3	20.0	0.,	17.8	18.6	(0.0)	17.8	
Financial income (expense), net	361	(1,024)	n.a.	(1,142)	(2,944)	61.2	(2,743)	
Profit (loss) before income	201	(1,021)	11.4.	(1,1 12)	(2,211)	01.2	(2,713)	
taxes	3,137	(681)	n.a.	6,583	1.099	n.a.	3,518	
Depreciation, amortization and	3,137	(001)	11.4.	0,505	1,000	11.4.	3,310	
impairment losses	(2,590)	(4,850)	46.6	(7,758)	(10,754)	27.9	(13,128)	
of property, plant and	(=,=,=,)	(1,000)		(,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	(==,,==,)	,	(,)	
equipment	(1,982)	(1,917)	(3.4)	(5,913)	(5,763)	(2.6)	(7,656)	
of intangible assets	(608)	(2,933)	79.3	(1,845)	(4,991)	63.0	(5,472)	
EBITDA(b)	5,366	5,193	3.3	15,483	14,797	4.6	19,389	
Special factors affecting	- /	-,		-,	,		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
EBITDA(a),(b)	(121)	(100)	(21.0)	(147)	(94)	(56.4)	(228)	
Adjusted EBITDA(a),(b)	5,487	5,293	3.7	15,630	14,891	5.0	19,617	
Adjusted EBITDA (%)	-,	-,		-,	,		. , .	
margin(a),(b)	36.5	36.9		35.4	34.9		34.2	
Net profit (loss)	2,415	(1,359)	n.a.	4,368	(150)	n.a.	1,564	
Special factors(a)	952	(2,511)	n.a.	954	(3,215)	n.a.	(2,093)	
Adjusted net profit(a)	1,463	1,152	27.0	3,414	3,065	11.4	3,657	
Basic earnings per share( )	0.56	(0.31)	n.a.	1.03	(0.02)	n.a.	0.38	
Diluted earnings per share( )	0.56	(0.31)	n.a.	1.02	(0.02)	n.a.	0.38	
Cash capex(c)	(1,686)	(1,480)	(13.9)	(6,601)	(4,408)	(49.8)	(6,410)	
Net cash from operating	, , ,	, i	, ,		, , ,	, , ,	, , ,	
activities	4,267	3,919	8.9	10,082	11,123	(9.4)	16,720	
Free cash flow (before dividend	·	,		·	,	, í	,	
payments)(d)	2,581	2,439	5.8	3,481	6,715	(48.2)	10,310	
Equity ratio (%)				38.6	33.8	`	34.6	
Net debt(d)				40,798	44,596	(8.5)	39,543	

Number of employees at balance sheet date

Number of fixed-network and mobile customers

		Sept. 30, 2005	June 30, 2005	Change Sept. 30, 2005/ June 30, 2005 %	Dec. 31, 2004	Change Sept. 30, 2005/ Dec. 31, 2004	Sept. 30, 2004	Change Sept. 30, 2005/ Sept. 30, 2004 %
Deutsche Telekom Group		243,418	244,277	(0.4)	244,645	(0.5)	247,891	(1.8)
Non-civil servants		197,118	197,644	(0.3)	197,482	(0.2)	200,120	(1.5)
Civil servants		46,300	46,633	(0.7)	47,163	(1.8)	47,771	(3.1)
Telephone lines(e)	(millions)	55.5	56.1	(1.1)	57.2	(3.0)	57.4	(3.3)
Broadband lines								
(in operation)(e)	(millions)	7.7	7.1	8.5	6.1	26.2	5.4	42.6
Mobile customers(f)	(millions)	83.1	80.9	2.7	77.6	7.1	75.4	10.2

<sup>(</sup>a) For a detailed explanation of the special factors affecting EBITDA, adjusted EBITDA margin as well as special factors affecting profit/loss and the adjusted net profit, please refer to Reconciliation of pro forma figures, page 43 et seq. For detailed information and calculations of the figures for 2004, please refer to the reconciliation report Historical figures according to IFRS. New Group organization.

- (c) Investments in property, plant and equipment, and intangible assets (excluding goodwill) as shown in the cash flow statement.
- (d) For detailed information, please refer to Reconciliation of pro forma figures, page 43 et seq.
- (e) Telephone lines of the Group (including ISDN channels), including for internal use. Includes Telekom Montenegro from the second quarter of 2005 onwards; prior-quarter and prior-year comparatives have not been adjusted.
- (f) Number of customers of the fully consolidated mobile communications companies of the Mobile Communications business area. MONET (Telekom Montenegro Group) customers included for the first time as of June 30, 2005. Prior-period comparatives have been adjusted.

<sup>(</sup>b) Deutsche Telekom defines EBITDA as profit/loss from operations excluding depreciation, amortization and impairment losses.

Excellence.
A three-year transformation program known as the Excellence Program, which serves to implement the Group strategy, was launched at the beginning of 2005. It supports the realization of the growth potential that emerged following the strategic realignment of the Group towards three growth areas: Broadband/Fixed Network, Mobile Communications and Business Customers. In addition, the program generates opportunities arising from the integration of the Group's organization in areas such as convergent services, marketing and purchasing. The key to achieving sustained growth is to orient the Group consistently to the needs of the customer and increase customer satisfaction.
The Excellence Program has three key elements, which, when successfully implemented, will help Deutsche Telekom achieve its corporate goals:
Growth programs of the three business areas.
Group-wide initiatives to exploit further potential.
Measures to bring about a lasting change in corporate culture.
Growth programs.
Broadband/Fixed Network plans to make comprehensive investments in a new high-speed network with a bandwidth of up to 50 Mbit/s as part of Re-Invent. The broadband campaign is being pushed further towards triple play. That means super-fast Internet access, entertainment and communications services.
The Mobile Communications business area is expected to achieve the intended savings with Save for Growth as scheduled and thus make a sustained contribution to the success of the Group. Besides launching new rates, T-Mobile has also further expanded its target group-specific product range. The launch of the Sidekick and web n walk products marked the introduction of open, easy-to-use mobile Internet access. Furthermore, T-Mobile plans to introduce an attractive rate plan for using mobile phones in the home environment.
Under the Focus on Growth program, the Business Customers was able to win back customers and defend its market shares in the fiercely contested basic services business. T-Systems was also successful in tapping IT market potential, especially among small to medium-sized enterprises. T-Systems was successful in marketing full business process outsourcing solutions to major customers in Germany and abroad.

Group-wide initiatives.

The Group-wide initiatives encompass projects aimed at harvesting the advantages of an integrated telecommunications provider through close cooperation among the strategic business areas. The goal of these Group-wide initiatives is to focus our solutions on the needs of our customers and the realization of efficiency gains in the Group. Process quality improvements are being implemented throughout the Group and the development of the next generation of network infrastructure is well underway. Measures taken by the Finance department lead to a potential for savings in 2005.

#### Corporate culture.

Successful realization of the strategic goals of the Excellence Program depends on bringing about a change in corporate culture throughout the Group. Thus, all the business areas of Deutsche Telekom are pursuing cultural change projects. For example, all top executives are to spend at least five days a year in direct contact with customers. As part of the Use what you sell project, additional measures are being developed for 2006 to strengthen the customer orientation of top management and broaden their range of vision to include the entire Deutsche Telekom product world. A new start-up program ensures that from the beginning of 2006, every new employee joining the Group will have to spend time with the customer.

#### Outlook for 2006.

Important successes were achieved in all three key components of the Excellence Program in the first nine months of 2005. In the fourth quarter of 2005, the Excellence Program will be further developed based on the new Group strategy for the years 2006 and 2007, while keeping the same structure, and target values will be defined. There will be more measures aimed at improving service quality and expanding the range of broadband and entertainment products for consumers. The same applies to the development of convergent services and products. The measures to be implemented in the business customers sector are aimed at securing our market position in the telecommunications business and opening up new growth opportunities in the out-sourcing business. The Excellence Program will place even greater emphasis on cultural change and human resources development.

#### Contents.

Developments in the Group

**Highlights** 

**Business developments** 

<u>Overview</u>

Strategic business areas
Broadband/Fixed Network
Mobile Communications
Business Customers

Group Headquarters & Shared Services

Outlook

Highlights after the balance sheet date (September 30, 2005)

Development of revenue and profit
Development of results 2006 2007
Personnel developments 2006 2008

Risk situation

Reconciliation of pro forma figures

EBITDA and EBITDA adjusted for special factors

Special factors
Free cash flow
Gross and net debt

T-Share price performance

Corporate governance

Consolidated financial statements

Selected notes to the consolidated income statement

Other disclosures

<u>Selected notes to the consolidated balance sheet</u> <u>Selected notes to the consolidated cash flow statement</u>

Segment reporting

Accounting in accordance with IFRS Explanation of transition to IFRS

Investor Relations calendar

5

#### **Developments in the Group.**

Net revenue increased by 3.6 percent, from EUR 42.6 billion in the first nine months of 2004, to EUR 44.2 billion in the first nine months of 2005.

Group EBITDA(2) increased by 4.6 percent year-on-year from EUR 14.8 billion to EUR 15.5 billion; adjusted for special factors, it increased by 5.0 percent from EUR 14.9 billion to EUR 15.6 billion.

Profit before income taxes increased year-on-year from EUR 1.1 billion to EUR 6.6 billion. In a comparison of the third quarters, a profit of EUR 3.1 billion was recorded in 2005 following a loss of EUR 0.7 billion in 2004.

Net profit of EUR 4.4 billion recorded in the first nine months of 2005, after a loss of EUR 0.2 billion in the prior-year period; EUR 2.4 billion in the third quarter of 2005 alone; adjusted for special factors, net profit increased by 11.4 percent from EUR 3.1 billion to EUR 3.4 billion.

Free cash flow(3) before dividend payments decreased year-on-year from EUR 6.7 billion to EUR 3.5 billion in the first nine months of 2005 due to increased investment volume and higher tax payments. In a comparison of the third quarters, it increased 5.8 percent from EUR 2.4 billion to EUR 2.6 billion.

Net debt(4) decreased from EUR 44.6 billion as of September 30, 2004 to EUR 40.8 billion as of September 30, 2005. As against December 31, 2004, net debt increased by around EUR 1.3 billion.

Continued strong customer growth in the third quarter of 2005:

The number of mobile customers increased by 2.2 million; of these net additions, T-Mobile USA alone accounted for 1.1 million.

Further growth in broadband lines, aided in part by resale marketing, to 7.7 million DSL lines; increase of 0.6 million, of which 0.4 million in Germany from resale to third parties.

The level of orders received by Business Customers in the first nine months of 2005 increased by 1.0 percent year-on-year to EUR 9.8 billion.

<sup>(2)</sup> For a detailed explanation of the special factors affecting EBITDA, adjusted EBITDA margin as well as special factors affecting net profit/loss after income taxes and the adjusted net profit, please refer to Reconciliation of pro forma figures, page 43 et seq.

<sup>(3)</sup> Deutsche Telekom defines free cash flow as cash generated from operations less interest paid and cash outflows for investments in property, plant and equipment, and intangible assets (excluding goodwill). For calculation of free cash flow, please refer to Reconciliation of pro forma figures, page 43 et seq.

<sup>(4)</sup> For detailed information, please refer to Reconciliation of pro forma figures, page 43 et seq.

Highlights.
Events in the third quarter of 2005.
Group
MTS shares sold in full.
Deutsche Telekom AG has sold its remaining stake in the Russian mobile network operator OJSC Mobile TeleSystems (MTS), which represented about 10 percent of its share capital. The proceeds from this transaction were about USD 1.5 billion, or about EUR 1.2 billion. Altogether, the sale of the financial investment in the Russian MTS brought in proceeds of about EUR 3 billion.
Bilateral lines of credit replace syndicated loan.
In August 2005, Deutsche Telekom AG restructured its liquidity reserves. The syndicated loan and short-term bilateral credit lines were replaced by standardized bilateral loan agreements totaling EUR 16.8 billion. In doing so, Deutsche Telekom has now arranged for a comfortable liquidity reserve with numerous highly reputable banks. After varying initial maturities, the bilateral loan agreements will have a maturity of 36 months each that can be extended after 12 months. Whereas the maturities of the syndicated loan were all concentrated on the same point in time, the new structure spreads the maturities, thus diversifying the extension risk. The quality of the liquidity reserve has increased, since the bilateral loan agreements do not include any financial covenants or Material Adverse Change (MAC) clauses.
Acquisition of tele.ring.
With the acquisition of tele.ring, bringing its total number of customers to over 3 million, T-Mobile Austria strengthened its position as the No. 2 in the Austrian mobile communications market. This equates to a market share of 37 percent. tele.ring Telekom Service GmbH was acquired for a purchase price of around EUR 1.3 billion. The transaction is subject to approval by the Austrian telecommunications regulator as well as the European Commission.

Trainee ratio remains high.

13

Effective September 1, 2005, Deutsche Telekom again sent an important signal to the labor market by offering another 4,000 vocational training contracts to young people looking to start their careers. This makes Deutsche Telekom one of the largest providers of vocational training programs in all of Germany. The Company added a new course of vocational training, retail sales assistant, this year. Trainees pursuing this course will receive most of their practical training at T-Punkt Vertriebsgesell-schaft. Overall, Deutsche Telekom offers vocational training programs for five commercial vocations, four IT vocations, and one industrial-technical vocation. Students who have passed the general college entrance examination and graduated from secondary school with a final grade of very good or good qualify for participation in two nationwide and three regional dual study programs, under which their university studies are combined with hands-on vocational training, leading to a bachelor s degree.

Deutsche Telekom prevails in arbitration proceedings against Celcom.

In ICC arbitration proceedings between DeTeAsia Holding GmbH, a fully-owned subsidiary of Deutsche Telekom AG as the plaintiff against Celcom (Malaysia) Berhad, the court of arbitration upheld the action in all points in its verdict of August 2, 2005. Celcom (Malaysia) Berhad was ordered to pay the sum of USD 177.2 million plus interest and costs to DeTeAsia Holding GmbH. The amount to be paid by Celcom in accordance with the verdict is currently around USD 230 million.

DeTeAsia Holding had brought the action before the arbitrational court in March 2003 in response to Celcom (Malaysia) Berhad s refusal, after Telekom Malaysia became the new majority shareholder in 2002, to recognize the contractually agreed rights of DeTeAsia Holding as the sole strategic shareholder to date. DeTeAsia Holding s stake in Celcom was sold to Telekom Malaysia, which now holds all shares in Celcom, in 2002.

#### **Broadband/Fixed Network:**

T-Com

Innovation drive for infrastructure, products and services presented at IFA.

T-Com launched an innovation campaign for infrastructure, products and services by introducing a number of customer-driven innovations at the IFA consumer electronics fair. In the area of infrastructure, a new phase of broadband development in Germany has been ushered in with plans at T-Com for the construction of a modern, high-speed fiber-optic network. This large-scale capital investment program worth EUR 3 billion, which aims to provide especially high-speed broadband access based on fiber-optic technology to customers in 50 large cities, will form the basis for innovative multimedia offerings, including new services and applications. Apart from broadband, future innovations will be focused more and more on the convergence between the fixed-line network and the mobile communications network. Besides the launch of the T-Box (single answering service for calls to the fixed-line number and the mobile number), T-Com has announced the upcoming introduction, in the second quarter of 2006, of a convergent product known as dual phone, which uses both WLAN and GSM technology.

#### Introduction of innovative new products.

T-Com announced new innovative products in September 2005. Effective October 5, 2005, customers using the new calling plan XXL Fulltime can place low-price calls to T-Com s fixed-line network everywhere in Germany, 24 hours a day. Also effective October 5, 2005, T-Com and T-Mobile together are offering the Local/Local combination package, consisting of T-Com s voice calling plan XXL Local and T-Mobile s calling plan option Relax Local. Initially, the new calling plan will be made available in 10 selected cities<sup>5</sup>. Through these new calling plans, which are

tailored specifically to customers needs, Deutsche Telekom will be able to tap additional market potential.

(5) The offer is initially available in the following cities: Munich, Berlin, Dortmund, Düsseldorf, Essen, Frankfurt/Main, Hamburg, Hanover, Cologne and Stuttgart.

8

Broadband/ Fixed Network:
T-Online
Launch of new online marketplace.
In mid-September 2005, T-Online announced the launch of its new online marketplace ElectronicScout24. The focus of this new trading platform is on consumer electronics and telecommunications products as well as computers and household devices. With ElectronicScout24, T-Online is tapping further attractive business potential in the e-commerce sector.
Mobile Communications
T-Mobile USA crosses the 20 million customer mark.
In the course of the third quarter, T-Mobile USA passed the 20 million customer mark. One main factor in this success is delivering on the Get more promise to customers. T-Mobile s promise to offer more minutes, higher performance, and better service has been enthusiastically received by customers. Since welcoming its 10 millionth customer in the first quarter of 2003, T-Mobile USA managed to double its customer base within a period of only two and a half years. T-Mobile USA also put the EDGE network for mobile data traffic into operation in the third quarter of 2005. EDGE allows considerably higher data transmission rates than GPRS.
HSDPA: Sales kick-off for HSDPA data cards.
T-Mobile began selling the Mobile DSL Card 1800 on September 26, 2005, making it one of the first mobile network operators in Germany to sell HSDPA (High Speed Downlink Packet Access) data cards. HSDPA provides greater speed and convenience to consumers and business customers for all their mobile applications, whether surfing, e-mail or downloads, and is expected to be available from CeBIT 2006 onwards. The decisive advantage of HSDPA is that it increases the maximum bandwidth in the UMTS network from the current level of up to 384 kbit/s to up to 1.8 Mbit/s.

**Business Customers** 

Thomas Cook outsources its telephone infrastructure in the UK and Ireland to T-Systems.

Thomas Cook UK & Ireland has signed a five-year contract with T-Systems for communications services. The Deutsche Telekom subsidiary will upgrade and operate the travel operator stelecommunications system in the UK and Ireland.

T-Systems to help bring digital television to Mecklenburg-Western Pomerania.

T-Systems has signed an agreement with its project partners NDR, ZDF and Landesrundfunkzentrale (LRZ) for the distribution of digital terrestrial television, DVB-T (Digital Video Broadcasting Terrestrial), in the German state of Mecklenburg-Western Pomerania. Under the terms of the contract, DVB-T will be broadcast in large parts of Mecklenburg-Western Pomerania as of December 6, 2005. T-Systems part in the project will be to build a new distribution network and to convert seven transmitter sites to the new TV standard. Viewers will be able to receive eight channels of the state-owned TV broadcasters right from the start.

9

**Business developments.** 

Overview.
Net revenue
Net revenue at the Deutsche Telekom Group rose to around EUR 44.2 billion in the first nine months of 2005. Compared to the same period of last year, this represents an increase of 3.6 percent. This positive trend in net revenue is also reflected in the quarterly comparison: In the third quarter of 2005, the Deutsche Telekom Group recorded growth in net revenue of 4.8 percent over the same quarter of 2004 to around EUR 15 billion.
The decisive factor was once again the favorable development of the Mobile Communications strategic business area. The 8.9-percent increase in revenues in the nine-month comparison, and the quarter-to-quarter growth of 10.6 percent are primarily due in addition to the first-time consolidation of the Slovak mobile communications investment to customer growth at T-Mobile USA.

Revenue in the Business Customers strategic business area remained at approximately the same level as last year, both in the nine-month and in the quarterly comparison. Revenue gains in the Enterprise Services business unit, in which positive developments in the Computing & Desktop Services area were a primary factor, were offset by a decline in revenues in the Business Services unit.

The total revenue of Broadband/Fixed Network decreased by 3.8 percent year-on-year in the first nine months of 2005. Within this total, revenue growth at T-Online was more than offset by a decrease in revenue at T-Com. T-Online achieved revenue gains, especially by continued expansion in the broadband market. In the third quarter of 2005, however, revenue only decreased by 2.3 percent year-on-year. T-Com managed to slow the decline in revenue: Whereas T-Com s revenue decreased by 4.9 percent in the first half of 2005, the drop in a comparison of the first nine months of 2005 was 4 percent. The year-on-year decline in revenue in the third quarter of 2005 was only 2 percent. Positive factors contributing to this include revenue increases in the areas of broadband and wholesale services, particularly from DSL resale with third parties and subscriber lines, as well as international carrier services and solutions.

Revenue growth in the Group was affected by consolidation and exchange rate effects. Positive effects from changes to the consolidated group totaling about EUR 0.3 billion especially at T-Mobile Slovensko and Telekom Montenegro were offset by negative exchange rate effects in the amount of EUR 0.2 billion. These were primarily the result of U.S. dollar (USD) exchange rate effects.

				Third quarter of 2005		First t	hree quarters of 2	2005	
	Q1 2005 millions of	Q2 2005 millions of	Q3 2005 millions of	Q3 2004 millions of	Change %	Q1 Q3 2005 millions of	Q1 Q3 2004 millions of	Change %	2004 millions of
Net revenue	14,376	14,748	15,043	14,353	4.8	44,167	42,620	3.6	57,360
Broadband/Fixed Network(a)	6,638	6,489	6,455	6,609	(2.3)	19,582	20,359	(3.8)	27,010

Mobile									
Communications(a)	6,746	7,197	7,648	6,914	10.6	21,591	19,835	8.9	26,527
Business Customers(a)	3,124	3,206	3,143	3,169	(0.8)	9,473	9,516	(0.5)	12,957
Group Headquarters &									
Shared Services(a)	853	883	867	887	(2.3)	2,603	2,635	(1.2)	3,526
Inter-segment									
revenue(b)	(2,985)	(3,027)	(3,070)	(3,226)	4.8	(9,082)	(9,725)	6.6	(12,660)

<sup>(</sup>a) Total revenue (including revenue between strategic business areas).

<sup>(</sup>b) Elimination of revenue between strategic business areas.

#### Contribution of the strategic business areas to net revenue (after consolidation of revenue between strategic business areas)

	Q1 Q3 2005 millions of	Proportion of net revenue of the Group millions %	Q1 Q3 2004 millions of	Proportion of net revenue of the Group	Change millions of	Change %	2004 millions of
Net revenue	44,167	100.0	42,620	100.0	1,547	3.6	57,360
Broadband/Fixed Network	16,353	37.0	16,695	39.2	(342)	(2.0)	22,409
Mobile Communications	20,901	47.3	19,001	44.6	1,900	10.0	25,450
Business Customers	6,713	15.2	6,736	15.8	(23)	(0.3)	9,241
Group Headquarters & Shared Services	200	0.5	188	0.4	12	6.4	260

The Mobile Communications strategic business area made the largest contribution to the net revenue of the Group, with a share of around 47 percent. The percentage of revenue generated by the Broadband/ Fixed Network and Business Customers strategic business areas declined to approximately 37 percent and 15 percent respectively.

#### Revenue generated outside Germany

The proportion of revenue generated outside Germany continues to show a positive trend. In the first nine months of the current financial year, this figure increased by 3 percentage points over the same period last year to more than 42 percent. This growth is even more evident in the year-on-year comparison of quarters: For the third quarter of 2005, the proportion of revenue generated outside Germany was in excess of 44 percent, or 4 percentage points higher than in the same quarter of the prior year. The key factor underlying this trend is the sustained positive development of revenue at T-Mobile USA.

In the year-on-year comparison of the first nine months, domestic revenue remained slightly below the level of the previous year. The quarter-on-quarter comparison reflected a further decrease.

				7	Third quarter of	2005	Firs	t three quarters	of 2005	
		Q1 2005 millions of	Q2 2005 millions of	Q3 2005 millions of	Q3 2004 millions of	Change	Q1 Q3 2005 millions of	Q1 Q3 2004 millions of	Change %	2004 millions of
Net revenue		14,376	14,748	15,043	14,353	4.8	44,167	42,620	3.6	57,360
Domestic		8,599	8,522	8,385	8,564	(2.1)	25,506	25,750	(0.9)	34,748
International		5,777	6,226	6,658	5,789	15.0	18,661	16,870	10.6	22,612
Proportion generated										
internationally	(%)	40.2	42.2	44.3	40.3		42.3	39.6		39.4
Europe (excludin	g									
Germany)		3,115	3,310	3,439	3,236	6.3	9,864	9,751	1.2	12,952
North America		2,592	2,852	3,128	2,450	27.7	8,572	6,841	25.3	9,301
Other		70	64	91	103	(11.7)	225	278	(19.1)	359

#### Profit/loss before income taxes

Profit before income taxes in the first nine months of 2005 amounted to approximately EUR 6.6 billion. This represents an increase over the same period last year of about EUR 5.5 billion. The primary source of this increase is the improvement in profit from operations. The positive effect was created predominantly by the non-recurrence of factors that had depressed profits in the prior year: In addition to impairment losses on the FCC mobile communications licenses of T-Mobile

USA in the amount of approximately EUR 1.4 billion, goodwill impairments totaling about EUR 2.4 billion for T-Mobile UK and Slovak Telecom were recognized last year.

Net financial income/expense also developed positively. The main reasons for this were the successful sale of the interest in MTS, yielding about EUR 1 billion, as well as improvements in finance costs.

#### Net profit

Net profit of the Group rose to approximately EUR 4.4 billion. In the same period of the prior year, the Group reported a net loss of EUR 0.2 billion. The underlying factor in this gain was the positive development in profit before income taxes. Countering this development is the fact that in the reporting period, income taxes totaled approximately EUR 1.8 billion, compared with around EUR 0.9 billion in the prior year.

Special factors recorded in the first nine months of 2005 amounted to EUR 1 billion, mainly relating to the sale of the remaining interest in MTS. By comparison, the negative special factors recorded in the same period of the prior year totaled about EUR 3.2 billion. These related mainly to impairment losses on FCC mobile communications licenses in the United States as well as goodwill impairment losses for T-Mobile UK and Slovak Telecom. Adjusted for special factors, net profit in the first nine months of 2005 totaled about EUR 3.4 billion. Compared with the same period in the prior year, this represents an improvement of EUR 0.3 billion or approximately 11 percent; in a comparison of the third quarters, the increase was 27 percent.

#### **EBIT**

			Т	hird quarter of 200	5	First three quarters of 2005				
	Q1	Q2	Q3	Q3	Change	Q1 Q3	Q1 Q3	Change		
	2005	2005	2005	2004	%	2005	2004	%	2004	
	millions of	millions of	millions of	millions of		millions of	millions of		millions of	
	OI	01	01	OI		01	01		01	
EBIT(a) in the Group	2,340	2,609	2,776	343	n.a.	7,725	4,043	91.1	6,261	
Broadband/Fixed										
Network	1,506	1,417	1,386	1,296	6.9	4,309	4,228	1.9	5,545	
Mobile										
Communications	966	1,263	1,540	(846)	n.a.	3,769	331	n.a.	1,510	
<b>Business Customers</b>	180	184	199	214	(7.0)	563	513	9.7	570	

Group Headquarters &									
Shared Services	(292)	(231)	(342)	(238)	(43.7)	(865)	(880)	1.7	(1,432)
Reconciliation	(20)	(24)	(7)	(83)	91.6	(51)	(149)	65.8	68

(a) EBIT is profit/loss from operations as shown in the income statement.

Group EBIT nearly doubled in a year-on-year comparison of the first nine months, with a gain of about EUR 3.7 billion to approximately EUR 7.7 billion. All strategic business areas as well as Group Headquarters & Shared Services contributed to this result. The Mobile Communications business area contributed the largest proportion. In this area, the non-recurrence of impairment losses recognized on U.S. mobile communications licenses and on goodwill, especially for T-Mobile UK, generated a positive effect.

EBIT in the third quarter of 2005 rose year-on-year by around EUR 2.4 billion to approximately EUR 2.8 billion. While the strategic business areas Broadband/Fixed Networks and Mobile Communications recorded increases in EBIT, the EBIT figures for Business Customers and Group Headquarters & Shared Services showed a decline.

#### **EBITDA**

EBITDA in the first nine months of 2005 amounted to approximately EUR 15.5 billion. This corresponds to an increase of EUR 0.7 billion, or 4.6 percent over the prior-year period. The Mobile Communications business area was the main source of EBITDA growth.

Business Customers and Group Headquarters & Shared Services also recorded an increase. EBITDA in the Broadband/Fixed Network business area decreased.

#### **Adjusted EBITDA**

EBITDA in the first nine months of 2005 was affected by negative special factors totaling EUR 147 million. This was the result of opposing effects: Negative special factors primarily severance and voluntary redundancy payments and restructuring costs were partially offset by positive special factors, primarily from insurance refunds.

In the prior year, negative special factors totaling EUR 94 million were recorded, mainly relating to severance and voluntary redundancy payments. Retroactive proceeds from the sale of Virgin Mobile had a positive effect.

Adjusted for the aforementioned special factors, EBITDA for the first nine months of 2005 amounted to EUR 15.6 billion compared with EUR 14.9 billion in the prior year. This represents an increase of EUR 0.7 billion or 5 percent. This gain was due to favorable developments in the Mobile Communications business area, and mainly the result of revenue gains due to customer growth. Headcount reductions and the accompanying decrease in personnel costs improved adjusted EBITDA at Group Headquarters & Shared Services. In the Business Customers business area, adjusted EBITDA was almost at the same level as in the prior year. Positive revenue trends at the Enterprise Services business unit could not fully offset the downturn in the Business Services business unit that resulted from pricing incentives aimed at winning back customers. In the Broadband/Fixed Network business area, adjusted EBITDA declined primarily due to a decrease in revenue. Cost reduction measures had a favorable effect.

Adjusted EBITDA in the third quarter of 2005 improved over the prior-year period by EUR 0.2 billion to EUR 5.5 billion. EBITDA reductions in the business areas Broadband/Fixed Network and Business Customers as well as at Group Headquarters & Shared Services were more than

offset by increases in EBITDA in the Mobile Communications business area.

			Th	ird quarter of 200	5	First three quarters of 2005				
	Q1 2005 millions of	Q2 2005 millions of	Q3 2005 millions of	Q3 2004 millions of	Change %	Q1 Q3 2005 millions of	Q1 Q3 2004 millions of	Change %	2004 millions of	
Adjusted EBITDA(a)	4,918	5,225	5,487	5,293	3.7	15,630	14,891	5.0	19,617	
Broadband/Fixed										
Network	2,517	2,440	2,424	2,495	(2.8)	7,381	7,664	(3.7)	10,173	
Mobile										
Communications	2,111	2,481	2,730	2,374	15.0	7,322	6,327	15.7	8,395	
<b>Business Customers</b>	396	410	446	453	(1.5)	1,252	1,273	(1.6)	1,638	
Group Headquarters &										
Shared Services	(72)	(66)	(95)	(22)	n.a.	(233)	(274)	15.0	(548)	
Reconciliation	(34)	(40)	(18)	(7)	n.a.	(92)	(99)	7.1	(41)	

<sup>(</sup>a) Deutsche Telekom defines EBITDA as profit/loss from operations excluding depreciation, amortization and impairment losses. For a detailed explanation of the special factors affecting EBITDA, adjusted EBITDA, and the adjusted EBITDA margin, please refer to Reconciliation of pro forma figures, page 43 et seq.

#### Free cash flow

			Third quarter of 2005			First three quarters of 2005			
	Q1 2005 millions of	Q2 2005 millions of	Q3 2005 millions of	Q3 2004 millions of	Change %	Q1 Q3 2005 millions of	Q1 Q3 2004 millions of	Change %	2004 millions of
Cash generated from									
operations	2,576	4,843	5,112	4,904	4.2	12,531	13,963	(10.3)	20,462
Interest paid	(400)	(1,204)	(845)	(985)	14.2	(2,449)	(2,840)	13.8	(3,742)
Net cash from									
operating activities(a)	2,176	3,639	4,267	3,919	8.9	10,082	11,123	(9.4)	16,720
Cash outflows for investments in property, plant and equipment, and intangible assets (excluding goodwill)	(3,091)	(1,824)	(1,686)	(1,480)	(13.9)	(6,601)	(4,408)	(49.8)	(6,410)
Free cash flow before	(3,071)	(1,024)	(1,000)	(1,400)	(13.7)	(0,001)	(1,400)	(47.0)	(0,410)
dividend payments(a)	(915)	1,815	2,581	2,439	5.8	3,481	6,715	(48.2)	10,310

<sup>(</sup>a) For detailed information and calculations, please refer to Reconciliation of pro forma figures, page 43 et seq.

Free cash flow in the third quarter of 2005 improved by 5.8 percent year-on-year to around EUR 2.6 billion. Besides lower interest payments, this improvement is primarily attributable to the increase in cash generated from operations. Increased cash outflows for investments had an offsetting effect.

In the first nine months of 2005, free cash flow declined by EUR 3.2 billion year-on-year from EUR 6.7 billion to EUR 3.5 billion. Apart from the changes in working capital, this is due in particular to considerably higher tax payments and increased investments, mainly as a result of the acquisition of networks at T-Mobile USA relating to the winding up of the U.S. mobile communications joint venture.

#### Net debt

Net debt increased by approximately EUR 1.3 billion to EUR 40.8 billion compared with December 31, 2004. Following an increase of approximately EUR 5 billion in the first six months of 2005, the Group succeeded in achieving a clear reduction of around EUR 3.7 billion in the third quarter.

The increase in net debt in the first half of 2005 resulted mainly from the acquisition of network infrastructure and spectrum at T-Mobile USA and the purchase of additional shares in T-Online totaling approximately EUR 3.9 billion in aggregate, as well as dividend payments in the amount of about EUR 2.7 billion. This was partially reduced by the effect of the positive cash flow.

The clear reduction in net debt in the third quarter of 2005 is primarily attributable to the positive development of free cash flow. This was augmented by inflows from the sale of the interest in MTS and the sale of the shares in comdirect bank for a total amount of about EUR 1.4 billion.

In a year-on-year comparison, the net debt of the Deutsche Telekom Group decreased by approximately EUR 3.8 billion.

			Change Sept. 30, 2005/		Change Sept. 30, 2005/		Change Sept. 30, 2005/
	Sept. 30, 2005 millions	June 30, 2005 millions	June 30, 2005	Dec. 31, 2004 millions	Dec. 31, 2004	Sept. 30, 2004 millions	Sept. 30, 2004
	of	of	%	of	%	of	%
Bonds	37,651	40,732	(7.6)	39,458	(4.6)	43,347	(13.1)
Liabilities to banks	2,366	3,528	(32.9)	3,074	(23.0)	3,153	(25.0)
Liabilities to non-banks from promissory							
notes	648	653	(0.8)	651	(0.5)	718	(9.7)
Liabilities from derivatives	817	745	9.7	1,159	(29.5)	999	(18.2)
Lease liabilities	2,427	2,473	(1.9)	2,487	(2.4)	2,294	5.8
Liabilities arising from ABS transactions	1,354	1,384	(2.2)	1,563	(13.4)	1,190	13.8
Other financial liabilities	147	122	20.5	79	86.1	76	93.4
Gross debt	45,410	49,637	(8.5)	48,471	(6.3)	51,777	(12.3)
Cash and cash equivalents	3,371	3,910	(13.8)	8,005	(57.9)	5,812	(42.0)
Available-for-sale/held-for-trading							
financial assets	102	114	(10.5)	120	(15.0)	636	(84.0)
Derivatives	566	673	(15.9)	396	42.9	354	59.9
Other financial assets	573	407	40.8	407	40.8	379	51.2
Net debt(a)	40,798	44,533	(8.4)	39,543	3.2	44,596	(8.5)

<sup>(</sup>a) For detailed information and calculations, please refer to Reconciliation of pro forma figures, page 43 et seq.

#### Strategic business areas.

Since the beginning of 2005, Deutsche Telekom has been pursuing its growth strategy under a new Group structure. Through its three strategic business areas Broadband/Fixed Network, Mobile Communications and Business Customers, the Group is focusing on the main growth sectors of the industry, while at the same time sharpening its focus on specific customer segments. The realignment has set the stage for a culture of strict customer focus, which Deutsche Telekom has established as a standard for the entire Group, throughout the world, under a slogan of customer centricity. The goal is to create clear added value for customers while ensuring profitable growth for the Company. Deutsche Telekom has thus laid the groundwork for positioning itself as the leading service provider in the industry and the fastest-growing telecommunications company in Europe.

The financial figures of the Group have been presented under the format of the three strategic business areas since the first quarter of 2005. At the same time, the Group s financial statements have been presented in accordance with IFRS (International Financial Reporting Standards). A detailed description of the new structure of the Group, along with explanations on IFRS reporting, can be found in the Interim Report for the first quarter of 2005 and the reconciliation report Historical Figures according to IFRS. New Group organization.

16

#### Broadband/Fixed Network.

	Mar. 31, 2005 millions	June 30, 2005 millions	Sept. 30, 2005 millions	Change Sept. 30, 2005/ June 30, 2005 %	Sept. 30, 2004 Millions	Change Sept. 30, 2005/ Sept. 30, 2004 %	Dec. 31, 2004 Millions
Broadband(a)							
Broadband lines (total)(b)	6.7	7.1	7.7	8.5	5.4	42.6	6.1
Germany(c)	6.4	6.7	7.3	9.0	5.2	40.4	5.8
Of which: resale(d)	0.5	0.7	1.1	57.1	0.1	n.a.	0.2
Central and Eastern Europe (CEE)	0.3	0.4	0.4	0.0	0.2	100.0	0.3
Broadband rates (Germany and Western							
Europe)(e)	3.9	4.2	4.6	9.5	3.2	43.8	3.6
of which: Germany	3.5	3.7	4.0	8.1	2.9	37.9	3.2
Narrowband(a)							
Narrowband lines (total)(f)	42.4	42.1	41.7	(1.0)	43.0	(3.0)	42.8
Germany(g)	36.4	36.0	35.6	(1.1)	37.0	(3.8)	36.8
Standard analog lines	26.1	25.9	25.7	(0.8)	26.5	(3.0)	26.4
ISDN lines	10.3	10.1	9.9	(2.0)	10.5	(5.7)	10.4
Central and Eastern Europe (CEE)	6.0	6.2	6.1	(1.6)	6.1	0.0	6.1
Magyar Telekom(h)	3.1	3.3	3.2	(3.0)	3.2	0.0	3.2
Slovak Telecom	1.2	1.2	1.2	0.0	1.2	0.0	1.2
T-Hrvatski Telekom	1.7	1.7	1.7	0.0	1.7	0.0	1.7
Narrowband rates (Germany and Western							
Europe)(e)	4.9	4.7	4.5	(4.3)	5.4	(16.7)	5.2
Of which: Germany	4.7	4.5	4.3	(4.4)	5.1	(15.7)	5.0
Internet customers with a billing relationship (total)(i) (Germany and	10.6	12.6	12.0	1.7	12.4	2.0	12.5
Western Europe)(e)	13.6	13.6	13.8	1.5	13.4	3.0	13.5
PAYG(j), broadband/narrowband < 30	0 -			0.5	0 -	.aa -:	
days (Germany and Western Europe)(e)	0.8	0.7	0.7	0.0	0.9	(22.2)	0.9
of which: Germany	0.7	0.7	0.6	(14.3)	0.8	(25.0)	0.7

Broadband and narrowband lines (Germany and Central and Eastern Europe) are the responsibility of the T-Com business unit. The T-Online business unit has also been marketing broadband lines (in Germany) since January 31, 2005.

Customers with broadband and narrowband rates, all Internet customers with a billing relationship as well as PAYG < 30 days (broadband/narrowband) in Germany and Western Europe are the responsibility of the T-Online business unit.

<sup>(</sup>a) The total was calculated on the basis of precise figures and rounded to millions. Percentages calculated on the basis of figures shown.

<sup>(</sup>b) Lines in operation.

- (c) Since January 31, 2005, broadband lines based on DSL technology for consumers have been marketed by T-Online, broadband lines excluding internal use. Prior-year comparatives have been adjusted.
- (d) Definition of resale: sale of broadband lines based on DSL technology to alternative providers outside the Deutsche Telekom Group.
- (e) Customers with a billing relationship. Western Europe includes: Ya.com and T-Online France.
- (f) The number of narrowband lines rather than channels has been reported since the first quarter of 2005. Prior-year comparatives have been adjusted.
- (g) Telephone lines excluding internal use and public telecommunications, including wholesale services. Prior-year comparatives have been adjusted.
- (h) Subscriber-line figures are recorded including Magyar Telekom s subsidiary, Maktel, and Telekom Montenegro. Prior-year comparatives have not been adjusted. The rebranding of MATÁV as Magyar Telekom took place at the beginning of May 2005.
- (i) Total calculated on the basis of customers (broadband and narrowband rates) with a billing relationship and PAYG < 30 days and PAYG > 30 days.
- (j) PAYG: Pay as you go.

The Broadband/Fixed Network strategic business area consists of the business units T-Com and T-Online International AG, and serves consumers and smaller business customers of the Deutsche Telekom Group.

The business area also conducts wholesale (including resale) and international carrier services business, also providing wholesale services for other business areas.

T-Com:

#### Customer development and selected KPIs

The dynamic growth of the broadband market continued in the third quarter of 2005. The consistent marketing strategy pursued boosted the number of broadband lines provided by T-Com by 599,000 to 7.7 million in the third quarter of 2005. In Germany, approximately 7.3 million DSL lines provided by T-Com were in operation at the end of September 2005, representing an increase of 525,000 DSL lines in the third quarter. Falling prices on the ISP market and packages offered by competitors have further accelerated broadband growth. T-Com is participating in this market growth, particularly through DSL resale to third parties, which is attributable in part to the continuing shift of T-Com s business focus from retail to resale customers. Overall, the Broadband/Fixed Network strategic business area put approximately 147,000 new lines of its own and 379,000 resale new lines of third parties in operation in the third quarter.

T-Com is driving the development of broadband in Germany. Since July 1, 2005, T-Com has been providing T-DSL lines with transmission rates of up to 6 Mbit/s. This has boosted T-Com s competitiveness and made broadband Internet even more attractive. At the IFA consumer electronics fair, T-Com announced that it was taking an important step towards increasing broadband penetration in the long term: By developing ADSL2+ technology with bandwidths of up to 20 Mbit/s and using fiber optic-based VDSL2 technology(6) with bandwidths of up to 50 Mbit/s, T-Com will make particularly high bit rate lines available to a wider public. In addition to increasing its transmission rates, T-Com is continuing to focus on expanding its broadband infrastructure by developing areas with no coverage up to now and increasing the use of outdoor DSLAM technology(7). T-Com is also testing the new wireless technology WiMAx in a pilot project with around 100 customers in the Bonn area. The project is scheduled to be completed in March 2006. The future use of WiMAx technology to increase the availability of broadband Internet access in areas where there was previously no coverage will depend on the findings of the project relating to customer acceptance, technology, and overall profitability. Another important element of T-Com s broadband strategy is the wireless LAN technology, which T-Com is providing together with T-Mobile. By the end of September 2005, the number of T-Com s public HotSpots in operation had increased to more than 4,300.

(6) VDSL Very High Speed Digital Subscriber Line.

(7) DSLAM Digital Subscriber Line Access Multiplexer; fiber optic-based DSLAM technology in the distribution box to increase the range of DSL.

The positive development in the broadband market at T-Com s subsidiaries in Central and Eastern Europe also continued in the third quarter of 2005. In total, the subsidiaries in this region increased their number of DSL lines by around 125 percent year-on-year to 439,000 and by 73,000 quarter-on-quarter. Magyar Telekom was very successful in driving its broadband growth: Year-on year, the Hungarian subsidiary doubled its net additions in the third quarter, thanks to its focused DSL marketing campaigns. All in all, the DSL customer base rose in the third quarter of 2005 from 248,000 to 288,000. The Croatian subsidiary T-Hrvatski Telekom had 71,000 DSL lines in operation at the end of September 2005, an eight-fold increase over the third quarter in 2004 and about one third more than in the second quarter of 2005. The value of pursuing a consistent broadband strategy was also demonstrated in Slovakia: Slovak Telecom posted a quarter-on-quarter increase of around 13,000 to approximately 81,000 DSL lines in operation at the end of the third quarter of 2005. To strengthen its position in the online business, Slovak Telecom bought Zoznam s.r.o., one of the leading portals in Slovakia.

In the narrowband sector, T-Com recorded a further decrease in the number of lines in Germany as a result of customer churn and, in part, fixed-mobile substitution effects. Compared with the prior-year quarter, the number of T-Com narrowband lines decreased by 3.8 percent to 35.6 million. At 9.9 million, the total number of T-ISDN lines decreased by a disproportionately large amount, 5.7 percent compared with the end of the third quarter of 2004. This trend can be attributed to the discontinuation of the price advantage of combining T-DSL with T-ISDN (as compared with T-DSL combined with T-Net). The growing saturation of the market and the new integrated voice and Internet products offered by competitors also had a negative impact.

The volume of call minutes generated by end customers continued to decline. This is mainly attributable to the reduction in the number of lines operated by T-Com as a result of leased subscriber lines and to competitors rolling out their own infrastructure. In addition, call-by-call and preselection are contributing to the negative trend in call minutes, though the decline slowed further in the third quarter, following on from the first half of 2005. This can be principally attributed to the success of the Wünsch Dir Was (make a wish)(8) calling plan that was successfully introduced on March 1, 2005. This plan has enabled T-Com to further stabilize its market shares(9) for local, national, and fixed-to-mobile calls. At the end of the third quarter of 2005, the customer base for the Wünsch Dir Was calling plan had already grown to more than 10.4 million customers. Customers have been especially attracted by the ability to add optional features such as the international rate option CountrySelect, already selected by 450,000 customers. This option allows customers to select three countries they can call at especially low rates. T-Com is continuing to develop its range of rate options step-by-step in line with customer needs in order to remain successful in competition in the future.

<sup>(8)</sup> Since March 1, 2005 T-Com has been offering a highly simplified rate portfolio with four rate variants (Call Plus, Call Time, XXL and XXL Free-time) and two optional rates (XXL Local und CountrySelect) that can be added to these variants. Since March 1, 2005, the following service features have been included as standard with all lines with Call Plus, Call Time, XXL or XXL Freetime: calling line identification, call waiting, call completion on busy, consultation call, switching between lines, three-way conferencing, call forwarding and calling line identification restriction. In the case of Call Plus/T-Net, however, the service has only included the T-Net Box since August 1, 2005. Furthermore, to-the-minute billing is available for all rates that are currently offered, including those for City calls.

<sup>(9)</sup> Ratio of call minutes realized on T-Com s own lines to the total number of minutes in T-Com s network.

In the third quarter of 2005, Broadband/Fixed Network continued to implement its Re-Invent growth program as part of Deutsche Telekom's Excellence Program. The three strategic elements of Re-Invent are innovation and growth, quality and efficiency, and customer focus. For this purpose, T-Com has identified and launched a series of short-term and medium-term campaigns. One of the main goals is to increase innovation. T-Com underscored this strategic goal when it established the new Innovations T-Com board department on October 1, 2005, to be headed by Bernd Kolb. At the beginning of July 2005, the new Innovation Center commenced its activities to drive the development of T-Com with new products, solutions and business models. The Innovation Center will be managed by T-Com's new Innovations board department. As part of its quality and efficiency drive, T-Com has started radically streamlining its product portfolio to make it simpler and leaner.

Under the umbrella of Re-Invent, T-Com has also launched Simplicity, a program that is designed to enhance efficiency. A large number of individual measures such as the automation of sales and technology processes, the upgrade of the technical infrastructure, and the streamlining of the product portfolio are intended to reduce personnel requirements.

#### **T-Online:**

#### Customer development and selected KPIs

In the first nine months of 2005, T-Online continued to pursue its strategic focus on maintaining an innovative, sustainable position on the dynamic broadband market.

By marketing full-service packages comprising a DSL line, Internet access and hardware components, T-Online has been making its mark in Germany as a full-service DSL provider since January 31, 2005. This repositioning and the further development of the DSL rate portfolio in July 2005 have enabled T-Online to expand its DSL rate customer base. Since the beginning of the year, a total of 0.8 million German customers have opted for a DSL rate plan, more than 95 percent of whom were won over by the DSL full-package marketing drive. Compared with September 30, 2004, the DSL rate customer base has grown by 37.9 percent to around 4.0 million. The overall DSL rate customer base rose in the same period from 3.2 million to 4.6 million customers. In the third quarter of 2005, T-Online attracted 342,000 new DSL rate customers in Germany. Nevertheless, T-Online s competitive environment intensified further in the third quarter of 2005.

In its Voice over IP business, T-Online made DSL telephony more attractive in the third quarter of the year. T-Online s DSL telephony has been rounded off by a video component since mid-August 2005.

An important element for benefiting from the positive development of the broadband market is the expansion of entertainment services. For example, T-Online gained yet another well-known partner from the U.S. film industry for its video-on-demand (VoD) service: Warner Bros. International Television Distribution Studios. As a result, T-Online now has contractual relationships with six major Hollywood studios. At present, T-Online s video-on-demand service comprises over 1,000 titles from all genres, documentaries, and own productions by ProSiebenSat.1 Media AG, with which T-Online has been collaborating since March this year. The success of this service is demonstrated by the high demand for videos by customers: At the end of the quarter, the number of videos viewed averaged 80,000 per month.

Musicload gives T-Online a leading position on the German online music market. By the end of September 2005, more than 9.5 million titles had been downloaded from Musicload, exceeding the number of downloads in the full-year 2004. With Gamesload, T-Online has established its third digital distribution platform—following video on demand and Musicload—for entertainment on the Net. In the rapidly growing PC games market, T-Online was one of the first major German providers to unveil a proprietary digital purchase platform for full versions of PC games at the Games Convention (adventure fair for interactive entertainment) in mid-August 2005. In a practical comparison carried out by PC Games magazine (Nov. 2005 issue), Gamesload was voted the best among seven providers of legal game downloads.

In France, T-Online is setting the scene for setting up its own end-to-end IT-based, high-bandwidth network. This will enable the company to offer customers Internet access, entertainment and broadband communication services with high bandwidth and the required quality. The first step was to sign agreements for the use of optical fiber capacity. Then, T-Online started unbundling the central offices. By the end of September 2005, around 100 central offices had been unbundled, on schedule for the building of T-Online s own network infrastructure.

T-Online France also continued to position itself as a provider with aggressive prices during the third quarter of 2005: With its offer of unlimited Internet access over a three-month introductory period as well as the possibility of calling fixed lines in France with no time limit using Voice over IP, T-Online France is complying with customers—wishes for an attractive package comprising Internet access and telephony. The success of such offers increased the French subsidiary—s DSL customer base further in the third quarter of 2005, expanding its market share yet again.

T-Online France also posted strong growth in the number of Voice over IP customers. In the third quarter of 2005, more than 50 percent of new customers opted for a Voice over IP offer from T-Online France.

In Spain, T-Online was largely able to complete the announced integration of the newly acquired carrier Albura in the third quarter. To expand its share of the ADSL consumer market in the long term, T-Online is driving ahead the establishment of a network operation of its own with top priority. According to Ya.com planning, 220 central offices should be ready for operation by the end of 2005. Alcatel, a partner in a strategic alliance since the end of September 2005, will supply a turnkey triple-play solution for the network. T-Online has also made further investments to pave the way for launching a product portfolio based on ASDL2+ with rates of up to 20 Mbit/s.

# **Broadband/Fixed Network: Development of Operations**

					Third quarter of 2005		First	three quarters of 2	2005	
		Q1 2005 millions of	Q2 2005 millions of	Q3 2005 millions of	Q3 2004 millions of	Change %	Q1 Q3 2005 millions of	Q1 Q3 2004 millions of	Change %	2004 millions of
Total revenue		6,638	6,489	6,455	6,609	(2.3)	19,582	20,359	(3.8)	27,010
T-Com(a)		6,304	6,119	6,130	6,254	(2.0)	18,553	19,323	(4.0)	25,601
T-Online(a)		509	522	506	486	4.1	1,537	1,474	4.3	2,012
EBIT(b) (profit from										
operations)		1,506	1,417	1,386	1,296	6.9	4,309	4,228	1.9	5,545
EBIT margin	(%)	22.7	21.8	21.5	19.6		22.0	20.8		20.5
Depreciation, amortization										
and impairment losses		(1,011)	(1,015)	(990)	(1,181)	16.2	(3,016)	(3,385)	10.9	(4,408)
EBITDA(c)		2,517	2,432	2,376	2,477	(4.1)	7,325	7,613	(3.8)	9,953
Special factors affecting										
EBITDA(c)		0	(8)	(48)	(18)	n.a.	(56)	(51)	(9.8)	(220)
Adjusted EBITDA(c)		2,517	2,440	2,424	2,495	(2.8)	7,381	7,664	(3.7)	10,173
T-Com(a)		2,436	2,375	2,380	2,358	0.9	7,191	7,287	(1.3)	9,722
T-Online(a)		88	84	73	136	(46.3)	245	383	(36.0)	464
Adjusted EBITDA margin(c)	(%)	37.9	37.6	37.6	37.8		37.7	37.6		37.7
T-Com(a)	(%)	38.6	38.8	38.8	37.7		38.8	37.7		38.0
T-Online(a)	(%)	17.3	16.1	14.4	28.0		15.9	26.0		23.1
Cash capex(d)		(396)	(540)	(600)	(499)	(20.2)	(1,536)	(1,347)	14.0	(2,122)
Number of employees(e)		112,871	113,515	112,893	116,549	(3.1)	113,092	115,386	(2.0)	115,292
T-Com		109,787	110,351	109,581	113,568	(3.5)	109,906	112,438	(2.3)	112,329
T-Online		3,084	3,164	3,312	2,981	11.1	3,186	2,948	8.1	2,963

<sup>(</sup>a) T-Com s prior-year results were adjusted according to the Group s realignment into three strategic business areas and according to IFRS. T-Online s prior-year results have been adjusted in line with the transition to IFRS.

(e) Average number of employees.

Broadband/ Fixed Network: Total revenue

<sup>(</sup>b) EBIT is profit/loss from operations as shown in the income statement.

<sup>(</sup>c) Deutsche Telekom defines EBITDA as profit/loss from operations excluding depreciation, amortization and impairment losses. For a detailed explanation of the special factors affecting EBITDA, adjusted EBITDA, and the adjusted EBITDA margin, please refer to Reconciliation of pro forma figures, page 43 et seq. For detailed information and calculations of the figures for 2004, please refer to the reconciliation report Historical figures according to IFRS. New Group organization.

<sup>(</sup>d) Investments in property, plant and equipment, and intangible assets (excluding goodwill) as shown in the cash flow statement.

Total revenue of the Broadband/Fixed Network strategic business area for the first nine months of 2005 was down 3.8 percent to EUR 19.6 billion, a smaller decrease than was recorded for figures for the first half of 2005 compared with the same period in 2004. This development was principally due to the slower decline in revenue at T-Com. Whereas T-Com s revenue shortfall was still 4.9 percent in the first half of the year, revenue in the third quarter slipped only 2 percent year-on-year to EUR 6.1 billion. T-Online boosted its revenue by 4.3 percent to EUR 1.5 billion in the first nine months of 2005.

T-Co	m:
Total	revenue

T-Com s total revenue in the first nine months of 2005 decreased by 4 percent year-on-year to EUR 18.6 billion, due to an almost equal decline in inter-segment revenue and net revenue. This decrease is mainly attributable to lower call revenues, the change in the settlement system for mobile handsets at T-Punkt shops since May 1, 2004, and the focus on higher-margin international carrier business in the second half of 2004. A decrease in prices and volumes as well as the transfer of parts of the value chain to T-Systems, particularly in the area of data communications, also had a negative impact on revenue. Successful marketing of broadband lines based on DSL technology, both in retail and resale, was only able to partly compensate for this downturn.

In Germany, total revenue for the first three quarters of 2005 was EUR 16.7 billion, as compared with EUR 17.4 billion in the same period last year.

Revenue in the field of network communications fell by 3.6 percent to EUR 10.4 billion. In total, the positive development of access revenue (including DSL retail) was unable to offset the negative development in call revenues in full. The reduction in revenue from call minutes is the result of price effects caused by the higher number of calling plans sold and by decreases in volumes, partly due to substitution by mobile communications. Call revenues were further reduced as a result of the lower rates for fixed to mobile calls to end customers that took effect on December 15, 2004. Access revenues are now only growing slightly as the decrease in the number of narrowband lines was only slightly overcompensated by the growth in DSL retail lines and the increased marketing of rate options. It should be noted with regard to the revenue development for DSL retail lines that the focus of marketing has been on T-Online DSL package offers since January 31, 2005. Revenue growth in the broadband business is therefore mainly visible in the resale sector, which is included in wholesale revenues.

Revenues from terminal equipment declined by 18 percent to EUR 0.3 billion in the first nine months of the year. This was caused by the continued weak demand for rented and purchased equipment. The improvement in revenue compared with prior quarters is partly due to the 10 Years of Deutsche Telekom sale, but also to the change in the business model of subsidizing terminal equipment for DSL customers. T-Online is responsible for the marketing of the T-DSL package offers described above. T-Com bills T-Online in full for the terminal equipment as a wholesale service.

In the area of value-added services, the year-on-year revenue decrease of EUR 0.1 billion to EUR 0.8 billion in the first nine months of 2005 was mainly caused by the reduced market for the Premium Rate Services product and a migration of traffic from services billed online to services billed offline.

Revenue from data communications stabilized in the third quarter of 2005 compared with the prior quarter as a result of project billing relating to other periods, but, on a cumulative basis, was around 11 percent lower than in the same period in 2004, at EUR 0.9 billion. This was caused by price and volume reductions as well as the increased procurement of products on a low value-added level by the Business Customers business area.

At EUR 3.6 billion, revenue from wholesale products remained almost constant on the prior-year period. The volume growth in subscriber lines resulted in a year-on-year increase in revenue from these products, despite the 9.8 percent rate reduction that was imposed by German regulatory authorities and took effect on April 1, 2005. In addition, revenue from interconnection calls and lines, as well as volume-related revenue from DSL resale products showed positive development. Price adjustments for wholesale products, however, resulted in a reduction in revenue from Internet service providers. The decline in prices and volumes in the International Carrier Services and Solutions (ICCS) business also

contributed to a revenue decline.

Revenue from fixed network business in Central and Eastern Europe in the first nine months of 2005 remained almost constant at prior-year levels at EUR 1.9 billion due to the positive development in exchange rates. The decline in revenue in the traditional fixed-network business was only partially offset by growth in broadband and data communications. The growing number of market players who are increasingly offering call-by-call and, more recently, also preselection for consumers stiffened competition, especially in Hungary, which also experienced substitution by mobile communications. Revenues at Magyar Telekom therefore declined by 3.5 percent in local currency. While in Croatia revenue in local currency largely stabilized despite the issue of additional fixed-network licenses, revenue at Slovak Telecom decreased in both local currency and in euros due to the increase in fixed-mobile substitution.

T-Com: Net revenue

T-Com was able to slow down the year-on-year decline in net revenue from 3.2 percent in the first half of 2005 to 2.5 percent in the first nine months of the year. Net revenue now amounts to EUR 15.0 billion. The decrease can be attributed to lower call revenues caused by the continued loss of market share to fixed-network competitors and the loss of minutes to mobile communications. This decline in revenue was only partly compensated by growing broadband revenue and revenue from wholesale services for competitors, especially in the area of subscriber lines.

T Online: Total revenue

T-Online generated total revenue of EUR 1.5 billion in the reporting period, an increase of 4.3 percent compared with the first nine months of 2004. At EUR 0.5 billion, revenue in the third quarter of 2005 was 4.1 percent higher than in the prior-year period. The expansion of the broadband business is reflected both in the growing customer base and in the height-ened acceptance of content and services. On the other hand, the reduced DSL rates introduced at the beginning of July 2005 and the reimbursement of activation charges had a negative effect on revenue. The waiving of subscription fees as part of the broadband campaign that was launched in 2004 and continued into the first half of 2005 also impacted revenue. Overall, T-Online is increasingly competing with alternative providers for a share in the growth of the entire broadband market.

Broadband/Fixed Network: EBITDA, adjusted EBITDA

In the first three quarters of 2005, the Broadband/Fixed Network strategic business area generated EBITDA of approximately EUR 7.3 billion. This figure is around 3.8 percent lower than the corresponding figure for the prior-year period. Adjusted EBITDA decreased to a similar extent to just below EUR 7.4 billion.

T-Com: EBITDA, adjusted EBITDA

T-Com s adjusted EBITDA was EUR 7.2 billion in the first nine months of 2005. Adjusted EBITDA fell only EUR 0.1 billion, or 1.3 percent, a considerably lower rate than the decline in revenue. This effect reflects a number of positive factors, including savings from revenue-related costs, such as interconnection services, merchandise, or raw materials and supplies. T-Com also achieved cost reductions for rentals, including from rented office space and the more efficient use of space, improved procurement conditions in the area of logistics, reduced prices for billing services and process improvements in the field of IT. These savings were partially offset, however, by increased personnel costs, the origin-based allocation of the costs of trainees and social security expenses for civil servants, which was previously reported under Headquarters costs until the end of last year, increased advertising and selling expenses related to the broadband campaign, and increased litigation expenses. The adjusted EBITDA margin increased from 37.7 percent in the first nine months of 2004 to 38.8 percent in the first three quarters of 2005 as a result of the cost savings. In the first three quarters of 2004, negative special factors of EUR 50 million were recorded for restructuring

expenses (severance and voluntary redundancy payments and adjustments to collective agreements in Germany and Central and Eastern Europe). Special factors totaling EUR 56 million were recorded in the first three quarters of 2005, mainly resulting from the severance component from provisions for partial retirement in Germany (Altersteilzeit), severance and voluntary redundancy payments at Magyar Telekom, and the restructuring of the card business at DeTeCard.

T-Com generated adjusted EBITDA of EUR 6.4 billion in Germany in the reporting period. Although adjusted EBITDA declined by EUR 92 million year-on-year, the margin of 37.3 percent in the first three quarters of 2004 increased to 38.5 percent in the corresponding period this year.

The adjusted EBITDA of the subsidiaries in Central and Eastern Europe was EUR 0.8 billion, the same level as the prior-year figure. Positive effects in this respect included workforce reduction, the improvement of cost structures and the outsourcing of non-core business activities. Increased expenses for the broadband marketing campaign had an offsetting effect. The adjusted EBITDA margin of the Eastern European subsidiaries in the first three quarters of 2005 was 41.2 percent.

T-Online: EBITDA, adjusted EBITDA

Although T-Online s revenue increased, adjusted EBITDA decreased from EUR 0.4 billion to EUR 0.2 billion. This decrease was mainly attributable to two factors, the first of which being the higher marketing and sales expenses for the combined DSL and entertainment packages. Secondly, the costs incurred in connection with the aggressively pursued market expansion in France and to a lower extent also in Spain reduced adjusted EBITDA. The considerable success of this approach to marketing is reflected in the customer figures: The DSL customer base in the Rest of Europe segment rose from 310,000 as of September 30, 2004 to 530,000 as of September 30, 2005, an increase of 71 percent.

# **Broadband/Fixed Network: EBIT**

EBIT in the first three quarters of 2005 rose to around EUR 4.3 billion, an increase of approximately 1.9 percent compared with the prior-year period. In contrast to the development of EBITDA, the decrease in depreciation, amortization, and impairment losses resulting from a restrained investment policy in the previous year, the improvement of procurement conditions, as well as the structural effects of the non-recurrence of investments relating to the development program for Eastern Germany all had a positive impact. The non-recurrence of impairment of goodwill for Slovak Telecom recorded in the previous year also contributed to the improvement.

# Broadband/Fixed Network: Personnel

At 113,092, the average number of employees in the Broadband/Fixed Network strategic business area in the first nine months of 2005 was 2.0 percent lower than the corresponding prior-year figure.

The average number of employees at T-Com was 109,906, representing a decrease of 2,532 year-on-year, while the average number of employees at T-Online was 3,186, an increase of 238. T-Com s workforce in Germany increased 1.6 percent as a result of employees returning from Vivento as part of the employment alliance following the reduction of weekly working hours from 38 to 34, while the number of employees in Central and Eastern Europe decreased by 14.1 percent despite the consolidation of Telekom Montenegro via Magyar Telekom.

Personnel costs at T-Com increased 1.1 percent year-on-year as a result of the collectively agreed wage and salary increase in Germany of 2.7 percent effective January 1, 2005. Other factors included higher additions to provisions, for example for partial retirement, restructuring expenses at Magyar Telekom, and the restructuring of the card business at DeTeCard.

25

#### **Mobile Communications.**

	Mar. 31, 2005 millions	June 30, 2005 millions	Sept. 30, 2005 millions	Change Sept. 30, 2005/ June 30, 2005 %	Sept. 30, 2004 millions	Change Sept. 30, 2005/ Sept. 30, 2004 %	Dec. 31, 2004 Millions
Mobile customers (total)(a)	79.0	80.9	83.1	2.7	75.4	10.2	77.6
T-Mobile Deutschland	27.6	28.2	28.7	1.8	27.4	4.7	27.5
T-Mobile USA	18.3	19.2	20.3	5.7	16.3	24.5	17.3
T-Mobile UK(b)	16.1	16.1	16.3	1.2	15.2	7.2	15.7
T-Mobile Netherlands	2.2	2.3	2.3	0	2.3	0	2.3
T-Mobile Austria	2.0	2.0	2.1	5.0	2.0	5.0	2.0
T-Mobile CZ (Czech Republic)	4.4	4.5	4.6	2.2	4.1	12.2	4.4
T-Mobile Hungary	4.1	4.1	4.1	0	4.0	2.5	4.0
T-Mobile Slovensko(c) (Slovakia)	1.9	1.9	1.9	0	1.8	5.6	1.9
T-Mobile Hrvatska (Croatia)	1.6	1.7	1.7	0	1.4	21.4	1.5
Other(d)							
(Macedonia and Montenegro)	1.0	1.0	1.1	10.0	0.9	22.2	0.9

<sup>(</sup>a) The total was calculated on the basis of precise figures and rounded to millions. Percentages calculated on the basis of figures shown. To facilitate comparison, the customers from newly consolidated companies have been included in the historical values.

- (b) Including Virgin Mobile.
- (c) Customers were included for the first time in the fourth quarter of 2004. Prior-year comparatives have been adjusted; rebranding of EuroTel Bratislava as T-Mobile Slovensko at the beginning of May 2005.
- (d) Other includes MobiMak (Macedonia) and MONET (Montenegro). MONET is included for the first time in the second quarter of 2005. Prior-year comparatives have been adjusted.

#### **Mobile Communications:**

#### Customer development and selected KPIs

Growth in the Mobile Communications strategic business area continued unabated, with the T-Mobile companies further increasing customer numbers in the third quarter of 2005. Overall, the customer base grew by 2.2 million in the third quarter of 2005 and thus exceeded the increases recorded in both the second quarter of 2005 and the prior-year quarter. The number of customers with a fixed-term contract rose by 1.1 million in the reporting period. This accounts for over 50 percent of customer growth. The strong development of the Relax calling plans in Western Europe was also very positive: The number of Relax customers increased by almost 25 percent quarter-on-quarter to 4.6 million at the end of the third quarter of 2005. Relax customers now account for 22 percent of all contract customers in Western Europe.

In the past twelve months, the T-Mobile group s customer base increased by around 7.7 million, up by more than 10 percent. T-Mobile USA and T-Mobile Deutschland were again the main growth drivers in the third quarter of 2005.

For the first time, T-Mobile USA now serves more than 20 million customers. The company passed this key milestone in its growth by recording more than 1 million net additions in the third quarter of 2005 and a total of around 4 million additions within the space of a year. At the same time, ARPU(10) increased further to EUR 42 in the third quarter of 2005. The successful marketing of the BlackBerry continued in the third quarter of 2005: T-Mobile USA recorded 68,000 new customers and now provides this future-oriented service to over 662,000 customers. The churn rate remained almost unchanged at 2.9 percent. The churn rate for contract customers decreased from 2.6 percent in the third quarter of 2004 to 2.4 percent in the third quarter of 2005.

T-Mobile Deutschland was able to gain 530,000 new customers in a difficult market environment, despite a slight increase in the churn rate. This primarily reflects the successful launch of the new calling plans and the other Relax products. The number of Relax customers in Germany increased by 500,000 quarter-on-quarter and now totals over 2.4 million. ARPU was stable compared with the prior quarter at EUR 23.

In the United Kingdom, T-Mobile generated customer growth of 259,000 in the third quarter of 2005. The churn rate fell to 3.1 percent. T-Mobile UK also further increased its ARPU by EUR 1 to EUR 29.

All other T-Mobile companies also continued to record positive growth trends. In addition to increasing customer numbers, their ARPU in euros rose or remained stable compared with the second quarter of 2005.

(10) ARPU average revenue per user is used to measure monthly revenue from services per customer. ARPU is calculated as follows: revenue generated by customers for services (i.e., voice services, including incoming and outgoing calls, and data services) plus roaming revenue, monthly charges, and revenue from visitor roaming, divided by the average number of customers in the month. Revenue from services excludes the following: revenue from terminal equipment, revenue from customer activation, revenue from virtual network operators, and other revenue not generated directly by T Mobile customers. Visitor roaming revenues are included in ARPU as of the first quarter of 2005. Deutsche Telekom believes this improves comparability with competitor data calculated in the same manner. Historical data was restated accordingly.

**Mobile Communications: Development of operations** 

	1	Q1 2005 millions of	Q2 2005 millions of	Third Q3 2005 millions of	d quarter of 20 Q3 2004 millions of	005 Change %	First th Q1 - Q3 2005 millions of	ree quarters of Q1 - Q3 2004 millions of	2005 Change %	2004 millions of
Total revenue(a)		6,746	7,197	7,648	6,914	10.6	21.591	19,835	8.9	26,527
of which: T-Mobile D		2,074	2,128	2,212	2,261	(2.2)	6,414	6,560	(2.2)	8,745
of which: T-Mobile USA		2,598	2,858	3,108	2,458	26.4	8,564	6,828	25.4	9,278
of which: T-Mobile UK		988	1,013	1,058	1,106	(4.3)	3,059	3,347	(8.6)	4,344
of which: T-Mobile NL		256	267	264	270	(2.2)	787	787	0.0	1,046
of which: T-Mobile A		222	213	230	221	4.1	665	666	(0.2)	882
of which: T-Mobile CZ		217	229	239	213	12.2	685	602	13.8	827
of which: T-Mobile HU		256	275	285	274	4.0	816	775	5.3	1,049
of which: T-Mobile HT		101	129	157	136	15.4	387	331	16.9	436
of which: T-Mobile Slovensko(b)		86	93	97		n.a.	276		n.a.	
of which: Other(c) EBIT		31	45	53	36	47.2	129	101	27.7	135
(Profit (loss) from operations)		966	1,263	1,540	(846)	n.a.	3,769	331	n.a.	1,510
EBIT margin Depreciation,	(%)	14.3	17.5	20.1	(12.2)	n.u.	17.5	1.7	11.4.	5.7
amortization and		(1,136)	(1,180)	(1,185)	(3,215)	63.1	(3,501)	(6,066)	42.3	(6,953)
impairment losses EBITDA(d)		2,102	2,443	2,725	2,369	15.0	7,270	6,397	13.6	8,463
Special factors affecting										
EBITDA(d) Adjusted		(9)(e)	(38)(f)	(5)(g)		n.a.	(52)(h)	70(i)	n.a.	68(j)
EBITDA(d)		2,111	2,481	2,730	2,374	15.0	7,322	6,327	15.7	8,395
Adjusted EBITDA margin(d)	(%)	31.3	34.5	35.7	34.3	(19.7)	33.9	31.9	(89.6)	31.6
Cash capex(k)		(2,505)	(1,007)	(827)	(697)	(18.7)	(4,339)	(2,289)	(89.6)	(3,078)
Number of employees(l)		48,914	49,271	49,101	48,111	2.1	49,095	47,285	3.8	47,418

The Mobile Communications strategic business area includes all activities of the fully consolidated mobile communications companies in Germany, the United Kingdom, the United States, the Czech Republic, Austria, the Netherlands, Hungary, Croatia, Slovakia, Macedonia, and Montenegro, as well as minority investments in Poland and, until the end of September 2005, in Russia.

<sup>(</sup>a) The amounts stated for the national companies correspond to their respective unconsolidated financial statements (single-entity financial statements adjusted for uniform group accounting policies and reporting currency) without taking into consideration consolidation effects at the level of the strategic business area.

- (b) Fully consolidated as of the first quarter of 2005.
- (c) Other includes the revenues generated by MobiMak (Macedonia) and MONET (Montenegro). MONET is fully consolidated as of the second quarter of 2005.
- (d) Deutsche Telekom defines EBITDA as profit/loss from operations excluding depreciation, amortization and impairment losses. For a detailed explanation of the special factors affecting EBITDA, adjusted EBITDA, and the adjusted EBITDA margin, please refer to Reconciliation of pro forma figures, page 43 et seq. For detailed information and calculations of the figures for 2004, please refer to the reconciliation report Historical figures according to IFRS. New Group organization.
- (e) Expenses at T-Mobile Austria for Save for Growth (EUR 7 million), expenses at T-Mobile Deutschland for Vivento (EUR 2 million).
- (f) Expenses for Save for Growth at T-Mobile Deutschland (EUR 33 million), T-Mobile Netherlands (EUR 2 million), T-Mobile International AG & Co. KG (EUR 2 million), expenses at T-Mobile Deutschland for Vivento (EUR 1 million).
- (g) Expenses for Save for Growth at T-Mobile UK (EUR 4 million), T-Mobile International AG & Co. KG (EUR 1 million).
- (h) Expenses for Save for Growth at T-Mobile Deutschland (EUR 33 million), T-Mobile Austria (EUR 7 million), T-Mobile UK (EUR 4 million), T-Mobile Netherlands (EUR 2 million), T-Mobile International AG & Co. KG (EUR 3 million); expenses at T-Mobile Deutschland for Vivento (EUR 3 million).
- (i) Proceeds from the sale of Virgin Mobile (EUR 75 million) at T-Mobile UK, expenses at T-Mobile Deutschland for Vivento (EUR 5 million).
- (j) Proceeds from the sale of Virgin Mobile (EUR 75 million) at T-Mobile UK, expenses at T-Mobile Deutschland for Vivento (EUR 7 million).
- (k) Investments in property, plant and equipment, and intangible assets (excluding goodwill) as shown in the cash flow statement.
- (l) Average number of employees.

Mobile Communications:  Total revenue  In the first nine months of 2005, T-Mobile boosted its revenue by 8.9 percent or EUR 1.8 billion year-on-year. In addition to the first-time consolidation of the Slovakian mobile communications company, this increase was principally attributable to revenue growth of more than 25 percent at T-Mobile USA. The companies in Crostian and the Czock Republic also recorded a substantial increase in revenue growth of more than 25 percent at T-Mobile USA. All companies for principally attributable to revenue growth of more than 25 percent at T-Mobile USA and the United Kingdom was due in particular to the cut in termination charges. The revenue losses in Germany resulted mainly from the drop in low-margin revenue from terminal equipment.  BBITDA in the Mobile Communications strategic business area rose to EUR 7.3 billion in the first three quarters of 2005. This resulted in EBITDA adjusted EBITDA are represented by 15.7 percent to EUR 7.3 billion. The EBITDA margin improved to 33.9 percent. The adjusted EBITDA contributions by T-Mobile USA and T-Mobile Deutschland in the third quarter of 2005 were equal for the first mine at EUR of 9 billion each. The main contribution adjusted EBITDA in the first mine months of 2005 were again T-Mobile Deutschland with EUR 2.7 billion, followed by T-Mobile USA with EUR 2.4 billion, and T-Mobile UK with approximately EUR 1 billion.  The EBITDA margin in the third quarter was 43 percent in Germany, 30 percent in the United States, and 37 percent in the United Kingdom. T-Mobile UK s EBITDA was lifted by the reversal of a provision for other taxes in the amount of approximately GBP 27 million.  Mobile Communications:  EBIT  EBIT increased by EUR 3.4 billion in the first nine months of 2005 to EUR 3.8 billion. In the prior year, EBIT was affected by exceptional expenses of EUR 3.6 hillion farsing from the impairment of mobile communications licenses and goodwill. Adjusted for special factors, EBIT declined by EUR 0.1 billion to EUR 3.8 billion. This dec	
In the first nine months of 2005, T-Mobile boosted its revenue by 8.9 percent or EUR 1.8 billion year-on-year. In addition to the first-time consolidation of the Slovakian mobile communications company, this increase was principally attributable to revenue growth of more than 25 percent at T-Mobile USA. The companies in Croatia and the Czech Republic also recorded a substantial increase in Representation of T-Mobile USA. The companies in Croatia and the Czech Republic also recorded a substantial increase in Representation of T-Mobile USA. It also companies profited from an increase in ARPU-related revenue. The decline in revenue the United Kingdom was due in particular to the cut in termination charges. The revenue losses in Germany resulted mainly from the drop in low-margin revenue from terminal equipment.  Mobile Communications:  EBITDA, adjusted EBITDA  EBITDA adjusted EBITDA  EBITDA growth of 13.5 percent in the first nine months of the 2005 financial year. At the same time, adjusted EBITDA increased by 15.7 percent to EUR 7.3 billion. The EBITDA margin improved to 33.9 percent. The adjusted EBITDA contributions by Tobile USA and T-Mobile Deutschland in the third quarter of 2005 were equal for the first time at EUR 0.9 billion, each. The main contributors to adjusted EBITDA in the first nine months of 2005 were again T-Mobile Deutschland with EUR 2.7 billion, followed by T-Mobile USA with EUR 2.4 billion, and T-Mobile UK with approximately EUR 1 billion.  The EBITDA margin in the third quarter was 43 percent in Germany, 30 percent in the United States, and 37 percent in the United Kingdom. T-Mobile UK s EBITDA was lifted by the reversal of a provision for other taxes in the amount of approximately GBP 27 million.  Mobile Communications:  EBIT  EBIT increased by EUR 3.4 billion in the first nine months of 2005 to EUR 3.8 billion. In the prior year, EBIT was affected by exceptional expenses of EUR 3.6 billion arising from the imparment of mobile communications licenses and goodwill. Adjusted for special fact	Mobile Communications:
consolidation of the Slovakian mobile communications company, this increase was principally attributable to revenue growth of more than 25 percent at T-Mobile USA. The companies in Croatia and the Czeck Republic also recorded a substantial increase in revenue with double-digit growth rates. With the exception of T-Mobile UK, all companies profited from an increase in ARPU-related revenue. The decline in revenue in the United Kingdom was due in particular to the cut in termination charges. The revenue losses in Germany resulted mainly from the drop in low-margin revenue from terminal equipment.  Mobile Communications:  EBITDA, adjusted EBITDA  EBITDA adjusted EBITDA  EBITDA jowth of 13.6 percent in the first nine months of the 2005 financial year. At the same time, adjusted EBITDA increased by 15.7 percent to EUR 7.3 billion. The EBITDA margin improved to 33.9 percent. The adjusted EBITDA contributions by 1-Mobile USA and T-Mobile Deutschland in the third quarter of 2005 were equal for the first time at EUR 0.9 billion each. The main contributors to adjusted EBITDA in the first nine months of 2005 were equal for the first time at EUR 0.9 billion, followed by T-Mobile USA with EUR 2.4 billion, and T-Mobile UK with approximately EUR 1 billion.  The EBITDA margin in the third quarter was 43 percent in Germany, 30 percent in the United States, and 37 percent in the United Kingdom. T-Mobile UK is EBITDA was lifted by the reversal of a provision for other taxes in the amount of approximately GBP 27 million.  Mobile Communications:  EBIT  EBIT increased by EUR 3.4 billion in the first nine months of 2005 to EUR 3.8 billion. In the prior year, EBIT was affected by exceptional expenses of EUR 3.6 billion arising from the impairment of mobile communications licenses and goodwill. Adjusted for special factors, EBIT declined by EUR 0.1 billion to EUR 3.8 billion. This decrease is essentially attributable to higher amortization of UMTS licenses, which under lPRS can only be recognized from the start of network operations.	Total revenue
consolidation of the Slovakian mobile communications company, this increase was principally attributable to revenue growth of more than 25 percent at T-Mobile USA. The companies in Croatia and the Czeck Republic also recorded a substantial increase in revenue with double-digit growth rates. With the exception of T-Mobile UK, all companies profited from an increase in ARPU-related revenue. The decline in revenue in the United Kingdom was due in particular to the cut in termination charges. The revenue losses in Germany resulted mainly from the drop in low-margin revenue from terminal equipment.  Mobile Communications:  EBITDA, adjusted EBITDA  EBITDA adjusted EBITDA  EBITDA jowth of 13.6 percent in the first nine months of the 2005 financial year. At the same time, adjusted EBITDA increased by 15.7 percent to EUR 7.3 billion. The EBITDA margin improved to 33.9 percent. The adjusted EBITDA contributions by 1-Mobile USA and T-Mobile Deutschland in the third quarter of 2005 were equal for the first time at EUR 0.9 billion each. The main contributors to adjusted EBITDA in the first nine months of 2005 were equal for the first time at EUR 0.9 billion, followed by T-Mobile USA with EUR 2.4 billion, and T-Mobile UK with approximately EUR 1 billion.  The EBITDA margin in the third quarter was 43 percent in Germany, 30 percent in the United States, and 37 percent in the United Kingdom. T-Mobile UK is EBITDA was lifted by the reversal of a provision for other taxes in the amount of approximately GBP 27 million.  Mobile Communications:  EBIT  EBIT increased by EUR 3.4 billion in the first nine months of 2005 to EUR 3.8 billion. In the prior year, EBIT was affected by exceptional expenses of EUR 3.6 billion arising from the impairment of mobile communications licenses and goodwill. Adjusted for special factors, EBIT declined by EUR 0.1 billion to EUR 3.8 billion. This decrease is essentially attributable to higher amortization of UMTS licenses, which under lPRS can only be recognized from the start of network operations.	
EBITDA, adjusted EBITDA  EBITDA in the Mobile Communications strategic business area rose to EUR 7.3 billion in the first three quarters of 2005. This resulted in EBITDA growth of 13.6 percent in the first nine months of the 2005 financial year. At the same time, adjusted EBITDA increased by 15.7 percent to EUR 7.3 billion. The EBITDA margin improved to 33.9 percent. The adjusted EBITDA contributions by T-Mobile USA and T-Mobile Deutschland in the third quarter of 2005 were equal for the first time at EUR 0.9 billion and The main contributors to adjusted EBITDA in the first nine months of 2005 were again T-Mobile Deutschland with EUR 2.7 billion, followed by T-Mobile USA with EUR 2.4 billion, and T-Mobile UK with approximately EUR 1 billion.  The EBITDA margin in the third quarter was 43 percent in Germany, 30 percent in the United States, and 37 percent in the United Kingdom. T-Mobile UK s EBITDA was lifted by the reversal of a provision for other taxes in the amount of approximately GBP 27 million.  Mobile Communications:  EBIT  EBIT increased by EUR 3.4 billion in the first nine months of 2005 to EUR 3.8 billion. In the prior year, EBIT was affected by exceptional expenses of EUR 3.6 billion arising from the impairment of mobile communications licenses and goodwill. Adjusted for special factors, EBIT declined by EUR 0.1 billion to EUR 3.8 billion. This decrease is essentially attributable to higher amortization of UMTS licenses, which under IPRS can only be recognized from the start of network operations.  Mobile Communications:	consolidation of the Slovakian mobile communications company, this increase was principally attributable to revenue growth of more than 25 percent at T-Mobile USA. The companies in Croatia and the Czech Republic also recorded a substantial increase in revenue with double-digit growth rates. With the exception of T-Mobile UK, all companies profited from an increase in ARPU-related revenue. The decline in revenue in the United Kingdom was due in particular to the cut in termination charges. The revenue losses in Germany resulted mainly from the drop in
EBITDA in the Mobile Communications strategic business area rose to EUR 7.3 billion in the first three quarters of 2005. This resulted in EBITDA growth of 13.6 percent in the first nine months of the 2005 financial year. At the same time, adjusted EBITDA increased by 15.7 percent to EUR 7.3 billion. The EBITDA margin inproved to 33.9 percent. The adjusted EBITDA contributions by T-Mobile USA and T-Mobile Deutschland in the third quarter of 2005 were equal for the first time at EUR 0.9 billion each. The main contributors to adjusted EBITDA in the first nine months of 2005 were again T-Mobile Deutschland with EUR 2.7 billion, followed by T-Mobile USA with EUR 2.4 billion, and T-Mobile UK with approximately EUR 1 billion.  The EBITDA margin in the third quarter was 43 percent in Germany, 30 percent in the United States, and 37 percent in the United Kingdom. T-Mobile UK s EBITDA was lifted by the reversal of a provision for other taxes in the amount of approximately GBP 27 million.  Mobile Communications:  EBIT  EBIT increased by EUR 3.4 billion in the first nine months of 2005 to EUR 3.8 billion. In the prior year, EBIT was affected by exceptional expenses of EUR 3.6 billion arising from the impairment of mobile communications licenses and goodwill. Adjusted for special factors, EBIT declined by EUR 0.1 billion to EUR 3.8 billion. This decrease is essentially attributable to higher amortization of UMTS licenses, which under IFRS can only be recognized from the start of network operations.  Mobile Communications:	Mobile Communications:
EBITDA growth of 13.6 percent in the first nine months of the 2005 financial year. At the same time, adjusted EBITDA increased by 15.7 percent to EUR 7.3 billion. The EBITDA margin improved to 33.9 percent. The adjusted EBITDA contributions by T-Mobile USA and T-Mobile Deutschland in the third quarter of 2005 were equal for the first time at EUR 0.9 billion each. The main contributors to adjusted EBITDA in the first nine months of 2005 were again T-Mobile Deutschland with EUR 2.7 billion, followed by T-Mobile USA with EUR 2.4 billion, and T-Mobile UK with approximately EUR 1 billion.  The EBITDA margin in the third quarter was 43 percent in Germany, 30 percent in the United States, and 37 percent in the United Kingdom. T-Mobile UK s EBITDA was lifted by the reversal of a provision for other taxes in the amount of approximately GBP 27 million.  Mobile Communications:  EBIT  EBIT increased by EUR 3.4 billion in the first nine months of 2005 to EUR 3.8 billion. In the prior year, EBIT was affected by exceptional expenses of EUR 3.6 billion arising from the impairment of mobile communications licenses and goodwill. Adjusted for special factors, EBIT declined by EUR 0.1 billion to EUR 3.8 billion. This decrease is essentially attributable to higher amortization of UMTS licenses, which under IFRS can only be recognized from the start of network operations.  Mobile Communications:	EBITDA, adjusted EBITDA
EBITDA growth of 13.6 percent in the first nine months of the 2005 financial year. At the same time, adjusted EBITDA increased by 15.7 percent to EUR 7.3 billion. The EBITDA margin improved to 33.9 percent. The adjusted EBITDA contributions by T-Mobile USA and T-Mobile Deutschland in the third quarter of 2005 were equal for the first time at EUR 0.9 billion each. The main contributors to adjusted EBITDA in the first nine months of 2005 were again T-Mobile Deutschland with EUR 2.7 billion, followed by T-Mobile USA with EUR 2.4 billion, and T-Mobile UK with approximately EUR 1 billion.  The EBITDA margin in the third quarter was 43 percent in Germany, 30 percent in the United States, and 37 percent in the United Kingdom. T-Mobile UK s EBITDA was lifted by the reversal of a provision for other taxes in the amount of approximately GBP 27 million.  Mobile Communications:  EBIT  EBIT increased by EUR 3.4 billion in the first nine months of 2005 to EUR 3.8 billion. In the prior year, EBIT was affected by exceptional expenses of EUR 3.6 billion arising from the impairment of mobile communications licenses and goodwill. Adjusted for special factors, EBIT declined by EUR 0.1 billion to EUR 3.8 billion. This decrease is essentially attributable to higher amortization of UMTS licenses, which under IFRS can only be recognized from the start of network operations.  Mobile Communications:	
T-Mobile UK s EBITDA was lifted by the reversal of a provision for other taxes in the amount of approximately GBP 27 million.  Mobile Communications:  EBIT  EBIT increased by EUR 3.4 billion in the first nine months of 2005 to EUR 3.8 billion. In the prior year, EBIT was affected by exceptional expenses of EUR 3.6 billion arising from the impairment of mobile communications licenses and goodwill. Adjusted for special factors, EBIT declined by EUR 0.1 billion to EUR 3.8 billion. This decrease is essentially attributable to higher amortization of UMTS licenses, which under IFRS can only be recognized from the start of network operations.  Mobile Communications:	EBITDA growth of 13.6 percent in the first nine months of the 2005 financial year. At the same time, adjusted EBITDA increased by 15.7 percent to EUR 7.3 billion. The EBITDA margin improved to 33.9 percent. The adjusted EBITDA contributions by T-Mobile USA and T-Mobile Deutschland in the third quarter of 2005 were equal for the first time at EUR 0.9 billion each. The main contributors to adjusted EBITDA in the first nine months of 2005 were again T-Mobile Deutschland with EUR 2.7 billion, followed by T-Mobile USA with EUR 2.4
EBIT increased by EUR 3.4 billion in the first nine months of 2005 to EUR 3.8 billion. In the prior year, EBIT was affected by exceptional expenses of EUR 3.6 billion arising from the impairment of mobile communications licenses and goodwill. Adjusted for special factors, EBIT declined by EUR 0.1 billion to EUR 3.8 billion. This decrease is essentially attributable to higher amortization of UMTS licenses, which under IFRS can only be recognized from the start of network operations.  Mobile Communications:	
EBIT increased by EUR 3.4 billion in the first nine months of 2005 to EUR 3.8 billion. In the prior year, EBIT was affected by exceptional expenses of EUR 3.6 billion arising from the impairment of mobile communications licenses and goodwill. Adjusted for special factors, EBIT declined by EUR 0.1 billion to EUR 3.8 billion. This decrease is essentially attributable to higher amortization of UMTS licenses, which under IFRS can only be recognized from the start of network operations.  Mobile Communications:	Mobile Communications:
expenses of EUR 3.6 billion arising from the impairment of mobile communications licenses and goodwill. Adjusted for special factors, EBIT declined by EUR 0.1 billion to EUR 3.8 billion. This decrease is essentially attributable to higher amortization of UMTS licenses, which under IFRS can only be recognized from the start of network operations.  Mobile Communications:	EBIT
expenses of EUR 3.6 billion arising from the impairment of mobile communications licenses and goodwill. Adjusted for special factors, EBIT declined by EUR 0.1 billion to EUR 3.8 billion. This decrease is essentially attributable to higher amortization of UMTS licenses, which under IFRS can only be recognized from the start of network operations.  Mobile Communications:	
	expenses of EUR 3.6 billion arising from the impairment of mobile communications licenses and goodwill. Adjusted for special factors, EBIT declined by EUR 0.1 billion to EUR 3.8 billion. This decrease is essentially attributable to higher amortization of UMTS licenses, which under
	Mobile Communications:

In the first nine months of 2005, the average number of employees in the Mobile Communications strategic business area increased by 1,810 year-on-year to 49,095. This rise relates mainly to staff additions at the fast-growing subsidiary T-Mobile USA and to the newly consolidated operations in Slovakia and Montenegro. In contrast, there were fewer employees at T-Mobile companies in Western Europe.

#### **Business Customers.**

		Mar. 31, 2005	June 30, 2005	Sept. 30, 2005	Change Sept. 30, 2005/ June 30, 2005 %	Sept. 30, 2004	Change Sept. 30, 2005/ Sept. 30, 2004 %	Dec. 31, 2004
Enterprise Services(a)								
Computing & Desktop								
Services								
Processor capacity	(MIPS)(b)	130,429	126,656	129,349	2.1	124,448	3.9	130,786
Number of servers								
managed and serviced	(units)	36,360	38,290	39,223	2.4	34,360	14.2	35,418
Number of workstations								
managed and serviced	(millions of units)	1.26	1.29	1.34	3.9	1.26	6.3	1.22
Proportion of support								
activities, Germany	(%)	60.5	61.1	63.3	2.2(p)	60.0	3.3(p)	60.6
Proportion of retail,								
Germany	(%)	39.5	38.9	36.7	(2.2)(p)	40.0	(3.3)(p)	39.4
Systems Integration								
Hours billed(c)	(millions)	2.8	5.8	8.6		8.7	(1.1)	11.7
Utilization rate(d)	(%)	77.3	78.1	78.3	0.2(p)	77.1	1.2(p)	77.8
Business Services(a)								
Voice revenue(c)	(millions of )	455	946	1,396		1,440	(3.1)	1,933
Data revenue								
(legacy/IP)(c)	(millions of )	579	1,150	1,735		1,852	(6.3)	2,593
IT revenue(c),(e)	(millions of )	81	185	278		203	36.9	314

<sup>(</sup>a) The total was calculated on the basis of precise figures and rounded to millions. Percentages calculated on the basis of figures shown.

- (b) Million instructions per second.
- (c) Cumulative figures at the balance sheet date.
- (d) Ratio of average number of hours billed to maximum possible hours billed per period.
- (e) The definition of IT revenue was broadened due to the extension of the IT strategy as part of the Focus on Growth program. Prior-period comparatives have been adjusted accordingly.

#### **Business Customers:**

#### **Selected KPIs**

The Business Customers strategic business area contributed to the further improvement of the Group s profit situation in the third quarter of 2005. This clearly reflects the success of the Focus on Growth program, which is enabling T-Systems to further strengthen its customer relationships and develop new growth potential.

By expanding or acquiring new customer projects in the third quarter, for example, Computing & Desktop Services increased the number of servers managed and serviced by 14.2 percent year-on-year. The number of IT workstations managed and serviced also rose by 6.3 percent in the same period. At Systems Integration, the systematic implementation of the growth program was reflected in another increase in capacity utilization. The utilization rate rose by 1.2 percentage points compared with the prior-year quarter.

T-Systems generated substantial growth in IT revenue from key accounts and small and medium-sized enterprises (SMEs). This enabled Business Services to partially offset the decline in revenue affecting the voice and data (legacy) business as a result of ongoing price and competitive pressure.

#### **Business Customers:**

#### **Development of operations**

	Q1 2005 millions of	Q2 2005 millions of	Q3 2005 millions of	nird quarter of 2005 Q3 2004 millions of	Change %	First Q1 Q3 2005 millions of	three quarters of 20 Q1 Q3 2004 millions of	05 Change %	2004 millions of
Total revenue	3,124	3,206	3,143	3,169	(0.8)	9,473	9,516	(0.5)	12,957
EBIT (profit from	3,121	3,200	3,113	3,109	(0.0)	7,175	,,,,,,,	(0.5)	12,757
operations)	180	184	199	214	(7.0)	563	513	9.7	570
Special factors									
affecting EBIT	(1)	(5)	(34)	(5)	n.a.	(40)	(51)	21.6	(121)
Adjusted EBIT	181	189	233	219	6.4	603	564	6.9	691
Adjusted EBIT									
margin (%)	5.8	5.9	7.4	6.9		6.4	5.9		5.3
Depreciation, amortization and	(215)	(221)	(212)	(234)	9.0	(649)	(709)	8.5	(947)
impairment losses EBITDA(a)	(215)	(221) 405	(213) 412	448	(8.0)	1,212	1,222	(0.8)	1,517
Special factors	373	403	412	440	(0.0)	1,212	1,222	(0.8)	1,517
affecting EBITDA(a)	(1)	(5)	(34)	(5)	n.a.	(40)	(51)	21.6	(121)
Adjusted EBITDA(a)	396	410	446	453	(1.5)	1,252	1,273	(1.6)	1,638
Adjusted EBITDA									
margin(a) (%)	12.7	12.8	14.2	14.3		13.2	13.4		12.6
Cash capex(b)	(132)	(168)	(162)	(193)	16.1	(462)	(528)	12.5	(757)
N. 1 C									
Number of employees(c)	51,314	51,727	51,897	51,593	0.6	51,646	52,227	(1.1)	51,978

<sup>(</sup>a) Deutsche Telekom defines EBITDA as profit/loss from operations excluding depreciation, amortization and impairment losses. For a detailed explanation of the special factors affecting EBITDA, adjusted EBITDA, and the adjusted EBITDA margin, please refer to Reconciliation of pro forma figures, page 43 et seq. For detailed information and calculations of the figures for 2004, please refer to the reconciliation report Historical figures according to IFRS. New Group organization.

(c) Average number of employees.

#### **Business Customers:**

Total revenue

<sup>(</sup>b) Investments in property, plant and equipment, and intangible assets (excluding goodwill) as shown in the cash flow statement.

At approximately EUR 9.5 billion, the total revenue of the Business Customers strategic business area was slightly lower than the prior-year level. The Enterprise Services business unit increased its revenue by 1.9 percent year-on-year, which allowed T-Systems to largely offset the decline in revenue at Business Services of 4.6 percent compared with the prior-year period.

In the reporting period, Systems Integration underpinned the continued positive development of the Enterprise Services business unit, lifting revenue by 3.7 percent by systematically implementing the Focus on Growth measures. This resulted in significant growth of 5.7 percent over the prior-year quarter.

Computing & Desktop Services also continued to record positive revenue development. T-Systems revenue from computing center services, and from IT workstations managed and serviced, increased by 1.6 percent compared with the first nine months of the previous year. The measures initiated under the Focus on Growth program, including business process out-sourcing programs, made a key contribution to developing new growth potential.

At 4.6 percent, the decline in revenue at Business Services slowed in the third quarter of 2005. The IT initiative for SMEs launched in March 2005 had a sustained positive effect on revenue.

31

Business Customers:
Net revenue
At EUR 6.7 billion, the volume of business conducted with companies outside the Deutsche Telekom Group remained at the prior-year level. The main contributors to net revenue were the Enterprise Services business unit with approximately EUR 3.6 billion, and the Business Services unit with approximately EUR 3.1 billion.
Systems Integration recorded an extremely encouraging development, halting the negative trend in the first two quarters with year-on-year revenue growth of 11.3 percent in the third quarter 2005.
Computing & Desktop Services maintained its strong position in a highly competitive market. External revenue increased by 1.3 percent compared with the first nine months of 2004.
External revenue generated by Business Services was down 2.8 percent year-on-year. The successful implementation of the unit s IT strategy for SMEs and the reacquisition of customers for telecommunications services could not fully offset the ongoing price and competitive pressure.
Business Customers:
EBITDA, adjusted EBITDA
In the first three quarters of 2005, T-Systems generated adjusted EBITDA of approximately EUR 1.3 billion. The Enterprise Services business unit contributed to this with an increase of 3.1 percent, the positive development recorded by Computing & Desktop Services being a key factor with growth of 9.6 percent. However, this did not allow T-Systems to fully offset the decline in EBITDA at the Business Services unit, which is primarily due to strategic pricing measures to reacquire telecommunications customers.
At approximately EUR 1.2 billion, EBITDA is at the same level as the prior-year figure.
Business Customers: EBIT, adjusted EBIT

T-Systems increased EBIT in the reporting period by 9.7 percent year-on-year. This is mainly due to lower depreciation, amortization and impairment losses.
Adjusted EBIT increased by 6.9 percent compared with the prior-year period.
Business Customers: Personnel
The average headcount for the Business Customers strategic business area decreased by 581 as compared with the first nine months of 2004 to 51,646 employees.
32

Group Headquarters & Shared Services.
(a) Group Headquarters primarily includes subsidiaries such as Deutsche Telekom International Finance B.V., Deutsche Telekom Holding B.V. and T-Venture Holding GmbH.
(b) Real Estate Services (GuG) = Deutsche Telekom Immobilien und Service GmbH (DeTeImmobilien), DFMG Deutsche Funkturm GmbH, GMG Generalmietgesellschaft mbH (GMG), Sireo Real Estate Asset Management GmbH (Sireo), Power and Air Condition Solution Management GmbH & Co. KG (PASM), and TELIT Szolgáltató Részvénytársaság.
(c) Including Vivento Customer Services GmbH (VCS) and Vivento Technical Services GmbH (VTS).
(d) Primarily: DeTeAssekuranz - Deutsche Telekom Assekuranzvermittlungsgesellschaft mbH, Deutsche Telekom Training GmbH, Leipzig University of Applied Sciences, Human Resources Management, Accounting & Controlling.
(e) The former shared service Billing & Collection has been part of the Business Customers strategic business area since the beginning of 2005.
Group Headquarters & Shared Services performs strategic and cross-divisional management functions for the Group, as well as those operating activities that are not directly related to the core business of the units. The Shared Services unit includes in particular Vivento, Real Estate Services, and DeTeFleetServices GmbH the full-service provider of fleet management and mobility services. Since January 1, 2005, the former shared service Billing & Collection has been managed within the Business Customers strategic business area under the T-Systems brand name.
Real Estate Services, the shared service responsible for managing and servicing Deutsche Telekom AG s real estate assets primarily in Germany was expanded at the beginning of 2005 to include PASM Power and Air Condition Solution Management GmbH & Co. KG. The real estate group has been represented outside Germany for the first time since the first quarter of 2005 with the Hungarian-based TELIT Szolgáltató

Részvénytársaság. This subsidiary, which was established by Deutsche Telekom Immobilien und Service GmbH in collaboration with a local partner, provides facility management services for Magyar Telekom and also offers these services to other companies in the Hungarian market.

In the third quarter of 2005, Vivento continued successfully placing employees in jobs and creating employment prospects. Through the interplay of four strategic pillars—driving external workforce reduction, filling internal positions with Vivento employees, migrating additional staff to the Vivento business lines, and driving forward internal projects—approximately 4,900 employees left Vivento in the first three quarters of 2005. Vivento s main goal is to reduce the Group s workforce in the long term and to provide employees with new, lasting prospects both inside and outside the Group. Approximately 17,700 employees have found jobs outside Vivento since its formation. In the first nine months of 2005, Vivento took over around 1,900 employees from the Deutsche Telekom Group. This increased the number of transferred staff to some 33,700 since Vivento was established. Approximately 750 of the around 16,000-strong workforce are Vivento s own employees/members of management, over 7,000 work in either of the two Vivento business lines, and around 8,250 are transferees. Approximately 5,300 of these transferees were engaged on a contract or temporary basis. In total, 83 percent of all Vivento employees were in employment or training as of September 30, 2005.

Vivento was particularly successful in placing employees externally over the past few months. This situation and the utilization of all the statutory possibilities for placing employees with civil servant status increased the percentage of civil servants at Vivento. Not including the business lines, civil servants made up around 50 percent of Vivento s workforce in September 2004 and approximately 70 percent at the end of September 2005. Given these high percentages, Vivento intends to focus more heavily on securing employment opportunities for civil servants in the future. Its main project continues to be the successful cooperation with the Federal Employment Agency (Bundesagentur für Arbeit) and municipal governments in connection with the Federal Government s Hartz IV program. In this project, Vivento employees assist the Agency with support and job placements for the long-term unemployed.

Employment at Vivento Customer Services GmbH (VCS) and Vivento Technical Services GmbH (VTS) continued to develop positively up to the third quarter of 2005. VCS with its 18 sites increased its workforce to approximately 2,900 by September 30, 2005. In addition, around 450 employees worked on a contract or temporary basis at VCS as of this date. The number of permanent employees at VTS increased during the reporting period to around 1,700. In addition, this entity also had around 500 contract and temporary staff.

Following the Business Finder competition in 2004, Vivento successfully launched two new employment projects this year: Digital Services from Vivento and Vertixx. The services offered by Digital Services from Vivento include automated invoicing, digitization of incoming mail, and digitization and filing of records and invoices. Vertixx provides all services relating to online sales for companies with used goods, stock, or residual items that have been written off. Now that they have started operations, Digital Services from Vivento and Vertixx offer good employment prospects for transferees.

#### **Group Headquarters & Shared Services:**

#### **Development of operations**

			TI	hird quarter of 2005		First	three quarters of 20	05	
	Q1 2005 millions of	Q2 2005 millions of	Q3 2005 millions of	Q3 2004 millions of	Change %	Q1 Q3 2005 millions of	Q1 Q3 2004 millions of	Change %	2004 millions of
Total revenue	853	883	867	887	(2.3)	2,603	2,635	(1.2)	3,526
EBIT (loss from operations) EBIT margin (%)	(292) (34.2)	(231) (26.2)	(342) (39.4)	(238) (26.8)	(43.7)	(865) (33.2)	(880) (33.4)	1.7	(1,432) (40.6)
Depreciation, amortization and									
impairment losses	(209)	(211)	(213)	(237)	10.1	(633)	(637)	0.6	(876)
EBITDA(a)	(83)	(20)	(129)	(1)	n.a.	(232)	(243)	4.5	(556)
Special factors									
affecting EBITDA(a)	(11)	46	(34)	21	n.a.	1	31	(96.8)	(8)
Adjusted EBITDA(a)	(72)	(66)	(95)	(22)	n.a.	(233)	(274)	15.0	(548)
Adjusted EBITDA									
margin(a) (%)	(8.4)	(7.5)	(11.0)	(2.5)		(9.0)	(10.4)		(15.5)
Cash capex(b)	(56)	(118)	(123)	(133)	7.5	(297)	(317)	6.3	(518)
Number of	20.060	•••		22.400	<i>(</i> <b>- -</b> )	20.155		(O. 4)	
employees(c)	30,868	29,997	29,633	32,108	(7.7)	30,166	33,272	(9.3)	32,872
of which: at Vivento(d)	17,700	16,500	16,000	19,400	(17.5)	16,000	19,400	(17.5)	19,000

<sup>(</sup>a) Deutsche Telekom defines EBITDA as profit/loss from operations excluding depreciation, amortization and impairment losses. For a detailed explanation of the special factors affecting EBITDA, adjusted EBITDA, and the adjusted EBITDA margin, please refer to Reconciliation of pro forma figures, page 43 et seq. For detailed information and calculations of the figures for 2004, please refer to the reconciliation report Historical figures according to IFRS. New Group organization.

### **Group Headquarters & Shared Services:**

#### **Total revenue**

<sup>(</sup>b) Investments in property, plant and equipment, and intangible assets (excluding goodwill) as shown in the cash flow statement.

<sup>(</sup>c) Average number of employees.

<sup>(</sup>d) Number of employees at the balance sheet date, including Vivento s own staff and management. Prior-year comparatives have been adjusted. Figures rounded.

The total revenue of Group Headquarters & Shared Services decreased slightly year-on-year in the first three quarters of 2005. This is attributable to the decline in revenue generated in Real Estate Services - mainly because of the lower volumes of orders being placed by customers as a result of the conversion to new market-based lease models with the strategic business areas. This decline was partially offset by a slight increase in revenues at DeTeFleetServices GmbH and higher revenues generated by the two Vivento business lines Call Center Unit and VTS, resulting from the further expansion of business activities compared with the previous year.

Group Headquarters	&	Shared	Services:
--------------------	---	--------	-----------

EBITDA, adjusted EBITDA

EBITDA improved in the first nine months of 2005 despite slightly lower revenue compared with the same period in 2004. This is mainly due to Vivento s smaller workforce than in the prior year. In addition, the costs of trainees and social security expenses for civil servants, which had previously been reported under Headquarters costs but are now allocated according to their origin, no longer impact costs at Group Headquarters. These positive effects more than compensated for the decline in EBITDA in Real Estate Services, which was primarily caused by the lower revenues generated in this area. In addition, EBITDA in the prior-year period had been positively affected by earnings resulting from the completion of projects under development, but no comparable earnings were generated during the reporting period. Special factors in the first three quarters of 2005 amounted to EUR 1 million and consist of transfer payments to Vivento, income from insurance refunds, and charges for voluntary redundancy payments. Special factors of EUR 31 million in the prior-year period had a positive effect on EBITDA. These comprised transfer payments to Vivento and charges for voluntary redundancy payments. Adjusted for these special factors, EBITDA increased by EUR 41 million compared with the first three quarters of 2004.

Group	Headquarte	rs & Share	d Services:
-------	------------	------------	-------------

**EBIT** 

EBIT improved by EUR 15 million compared with the first nine months of the previous year. Apart from higher EBITDA, EBIT also rose on account of a slight decrease in depreciation, amortization, and impairment losses.

#### **Group Headquarters & Shared Services:**

Personnel

The average number of employees during the reporting period was 30,166. This further decline from the prior-year figure is principally due to a reduction in staff at Vivento.

36

Outlook.
Highlights after the balance sheet date (September 30, 2005).
Broadband/Fixed Network: T-Com
Federal Network Agency is reviewing the Call Time 240 rate.
For the first time since the new German Telecommunications Act was enacted in 2004, the Federal Network Agency initiated a proceeding on October 12, 2005 to review end-customer rates retrospectively. This review applies to the Call Time 240 rate, under which T-Com s ISDN customers have received 240 calling minutes for City calls and calls within Germany for a small surcharge since September 1, 2005.
Broadband/Fixed Network: T-Online
New broadband offers.
T-Online expects sales of broadband services to continue to develop positively. The trend towards bigger bandwidths favors this development. Now that the dsl flat classic plan, which had formerly been offered only in conjunction with a T-DSL1000 and 2000 line, has been extended for use with a T-DSL 6000 line, users can download files at speeds up to a maximum of almost 100 times the speed of ISDN. In addition, since the beginning of November, T-Online has also been offering new rates as part of the Voice over IP flat rate to expand its DSL telephony offering tailored to specific target groups.
Mobile Communications
HSDPA: Sales of data cards started.

As it continues to roll out one of the world s most modern mobile communications platforms, T-Mobile began selling HSDPA data cards in Germany. As compared to the maximum bandwidth of up to 384 kbit/s that can now be used for data transmission in the UMTS network, HSDPA allows for data transmission at speeds of up to 1.8 Mbit/s. In time for CeBIT 2006, T-Mobile plans to launch the commercial use of HSDPA in all areas where T-Mobile Deutschland already provides UMTS coverage.

T-Mobile introduces the FLASH-OFDM network technology in Slovakia.

In Slovakia, T-Mobile has launched one of the first commercial mobile broadband services in Europe, using the FLASH-OFDM network technology of Flarion Technologies. This service has been available in certain areas of Bratislava and in 19 other cities of Slovakia since October 17, 2005.

Customers of this T-Mobile Slovensko service are able to download mobile data at an average speed of up to 1 Mbit/s and upload mobile data at an average speed of up to 256 kbit/s, making the offer attractive both to business customers and consumers.

37

Business Customers
Sparkassen financial group extends large-scale contract with T-Systems.
T-Systems will continue to provide data networks for approximately 460 Sparkassen banks in Germany and their alliance partners. The contract has a term of four years and is worth an amount in the triple-digit millions. The renewal of this IT service contract with the Sparkassen group affirms the top quality of T-Systems services for the banking sector.
Government of Catalonia renews large-scale contract.
The government of Catalonia has again chosen T-Systems to provide and operate its information and communications system. The contract covers the operation of the data center and storage network, the mapping of business processes with special software, and the protection and restoration of data. The contract is set to run until 2009 and is worth EUR 87 million.
Development of revenue and profit.(11)
Net revenue
For 2005, Deutsche Telekom again expects clear growth in net revenue. This expectation is supported by the growth programs of the strategic business areas initiated as part of the Excellence Program.
EBITDA
The maxim of profitable growth will continue to be Deutsche Telekom s primary value-based management criterion in 2005. With the support of the Excellence Program, the Group also expects sustained efficiency improvements in 2005, which should have a favorable effect on EBITDA growth.
Deutsche Telekom is expecting a positive effect on earnings (special factor) in the fourth quarter of 2005 from the anticipated reduction in liabilities relating to the annual deficit compensation for the Postal Civil Service Health Insurance Fund (Postbeamtenkranken-kasse). The basis for this is the German Federal Posts and Telecommunications Agency

Reorganization Act (Gesetz zur Reorganisation der Bundesanstalt für Post und Telekommunikation) adopted in the third quarter of 2005, which, among other things, lays down a new governance and financing structure for the Postal Civil Service Health Insurance Fund. The Act comes into force on December 1, 2005.

(11) These assumptions are based on current plans, estimates, and projections. Deutsche Telekom can give no assurance that the revenue and profit actually generated in 2005 will be in line with its expectations. Certain aspects of the Group's planning depend on circumstances that Deutsche Telekom cannot influence. For the description of some of the factors that might influence Deutsche Telekom's ability to achieve its objectives, please refer to the Forward-Looking Statements and Risk Factors sections in the Annual Report on Form 20-F and the disclaimer at the end of this report.

#### Finance costs

In the 2005 financial year, Deutsche Telekom expects a year-on-year decrease in its finance costs as a result of lower average net debt than in 2004.

#### Net profit

Deutsche Telekom assumes that the increase in revenue and efficiency will have a favorable impact on net profit in the 2005 financial year despite the ensuing higher income tax expenses.

#### Net debt

Planned investments, measures associated with the merger of T-Online into Deutsche Telekom, and dividend payments will entail higher cash outflows in 2005. These outflows will largely be covered by cash flows arising from operating activities. Deutsche Telekom does not expect significant changes in the ratio of net debt to adjusted EBITDA for 2005.

#### **Broadband/Fixed Network**

The Broadband/Fixed Network strategic business area expects the marketing of broadband lines, Internet services, voice telephony and multimedia services such as video on demand, music downloads and games to have a sustained positive effect on the sale of broadband services in the future. By introducing packages with combination products and services and reducing the price for the DSL flat rate, Broadband/Fixed Network is taking steps to position itself accordingly in the market. In traditional fixed-network telephony, Broadband/Fixed Network anticipates a continued revenue decline against the backdrop of reductions in the number of lines, market share losses and price effects on calls due to fixed-mobile substitution, and competitor activities. Through efficiency enhancement programs, T-Com will try to secure an appropriate share of growth on the broadband market and to generate additional cost savings in traditional business.

In light of increasing competition, reinforcing competitiveness is of central importance. The focus is on aligning the business with two fundamental trends in the European Internet market: the growing significance of broadband technology and the related expansion of user options as well as the further customization and tailoring of products and services to meet customer needs. The business area expects this focus to have a positive impact on revenue.

The Broadband/Fixed Network business area aims to maintain its profit at a high level.

#### **Mobile Communications**

In its drive to increase revenue, T-Mobile will continue to focus on service revenues. Accordingly, low-margin revenues from terminal equipment will remain of secondary importance. T-Mobile USA will remain the primary growth driver. T-Mobile expects a further increase in EBITDA and a slight year-on-year improvement in the EBITDA margin for the full 2005 financial year. The further development of U.S. dollar and pound sterling exchange rates may have an effect on T-Mobile s revenue and profit.

#### **Business Customers**

The Business Customers strategic business area is forecasting stable development in total revenue for the full 2005 financial year. The main driving force behind this development will be the positive development at the Enterprise Services business unit. The Focus on Growth program, which was launched in connection with the Excellence Program at Deutsche Telekom, is also expected to contribute to the positive profit development over the remaining course of the 2005 financial year.

### **Group Headquarters & Shared Services**

The unit s EBITDA is influenced largely by Vivento and, in particular, by the success of the expansion of the business line activities and the realization of further employment opportunities. In addition, Group Headquarters & Shared Services is expecting a positive effect on earnings (special factor) in the fourth quarter of 2005 from the anticipated reduction in liabilities relating to the annual deficit compensation for the Postal Civil Service Health Insurance Fund.

Development of results 2006 - 2007.(12)

#### Net revenue

Deutsche Telekom expects net revenue of the Group to continue to grow substantially in 2006 and 2007, in particular at Mobile Communications and Business Customers. Deutsche Telekom also expects the Broadband/Fixed Network business area to achieve a turn-around in the development of its revenue in 2007 after experiencing another decline in 2006.

#### **Adjusted EBITDA**

To achieve this revenue target Deutsche Telekom plans increased investments in areas such as new customer acquisition, launching new products on the market, and also in marketing. As a result of these investments, EBITDA in 2006 will probably not reach the level that will be achieved in 2005. Deutsche Telekom expects EBITDA in 2007 to increase significantly over the 2006 figure, primarily as a result of revenue growth. In addition, cost savings are to underpin earnings growth.

(12) The assumptions made in this section are based on current plans, estimates, and projections. Deutsche Telekom can give no assurance that the results actually generated in 2006 and 2007 will be in line with its expectations. Certain aspects of the Group s planning depend on circumstances that Deutsche Telekom cannot influence. For the description of some of the factors that might influence Deutsche Telekom s ability to achieve its objectives, please refer to the Forward-Looking Statements and Risk Factors sections in the Annual Report on Form 20-F and the disclaimer at the end of this report.

40

### Personnel developments 2006 - 2008.

The ongoing worldwide realignment of the telecommunications industry and, in particular, the tough competitive environment in the fixed network and broadband sector in Germany, imposed in part by the regulatory situation, and the rapid pace of technological development intensify the challenges facing the entire Deutsche Telekom Group in the pursuit of its target to put the Company on a viable and competitive basis in the long-term. Against this backdrop, Deutsche Telekom has to restructure its workforce, including cutting staff. Deutsche Telekom issued an ad-hoc notification on November 2, 2005 making a forward-looking statement on the staff cuts. Deutsche Telekom expects about 32,000 employees within Germany to leave the Group within the next three years. This includes about 7,000 employees who will be outplaced from Vivento as part of the deconsolidation of the business lines. While the other 25,000 employees will leave the Group, around 6,000 new employees are to be recruited, in particular young experts and junior staff to support the roll-out of new technologies and the alignment of the Company towards better service and higher quality. Staff restructuring will also be pushed ahead by the creation of new jobs in new business areas, such as the construction of a high-speed fiberoptic network. The net reduction of jobs over the next three years will therefore be 19,000.

The background of this net job reduction of 19,000 staff is the comprehensive restructuring of jobs within the Group. The gross reduction of 27,000 jobs is to be partially offset by the creation of about 8,000 new jobs. 20,000 jobs will be cut at T-Com as part of the Simplicity project, 1,500 in the Group s centralized functions and 5,500 at T-Systems. 3,000 jobs will be created at T-Punkt shops and 5,000 jobs for the roll-out of the high-speed fiber-optic network.

The downsizing will generally be carried out in a socially considerate way. Deutsche Telekom will stick to the agreement reached with the trade unions in 2004 to avoid compulsory redundancies.

The cost of the entire program is about EUR 3.3 billion spread over the next three years.

41

<b>.</b> .	• .		
Rick	citu	ation	

For additional explanations, please refer to the Disclaimer at the end of this report and to the other risk factors described in the management report as of December 31, 2004 and the Annual Report on Form 20-F.

#### Regulation.

Deutsche Telekom intends to invest in a high-speed fiber-optic network in several major German cities to offer customers enhanced services via their telephone lines, such as video on demand, in addition to telephony and the Internet. However, this assumes the existence of clear regulatory conditions that will enable an appropriate return on investment.

#### Legal.

On October 19, 2005, two actions were served on Deutsche Telekom - one by telegate AG for damages of approximately EUR 86 million plus interest, and another by telegate AG s founding shareholder Dr. Harisch, for damages of approximately EUR 329 million plus interest. The plaintiffs accuse Deutsche Telekom of including inadmissible costs in the selling prices for customer data. Due to the alleged adverse effect that this had on telegate AG s positioning in the market, the resulting capital increases that this required, and the weaker development of telegate AG s share price, both telegate AG and Dr. Harisch claim that they incurred losses in the amounts asserted.

#### Impairment tests.

Deutsche Telekom performes its annual impairment test at September 30. Deutsche Telekom has not completed this test for its mobile business in the UK ( T-Mobile UK ) and it is still evaluating information from a number of different sources, including the announcement made by Telefonica on October 31, 2005 that it plans to acquire the British  $O_2$  group for a price of 200 pence per share (approximately GBP 17.7 billion). This analysis may result in an impairment charge. Any such impairment charge could be significant.

D			C	C*
Reconciliation	OI	pro	torma	ngures.

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

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

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

EBITDA and EBITDA adjusted for special factors.

#### **EBITDA**

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

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

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

#### **Adjusted EBITDA**

Deutsche Telekom defines EBITDA adjusted for special factors as profit/loss from operations (EBIT) before depreciation, amortization and impairment losses and before the effects of any special factors. Deutsche Telekom uses EBITDA adjusted for special factors as an internal performance indicator for the management of its operational business activities, and to allow it to better evaluate and compare developments over several reporting periods. Further details of the effects of special factors on Group EBITDA and the EBITDA of the strategic business areas can be found in the section on Special factors.

#### EBITDA margin/adjusted EBITDA margin

To compare the earnings performance of profit-oriented units of different sizes, the EBITDA margin and the adjusted EBITDA margin (EBITDA to revenue) are presented in addition to EBITDA and adjusted EBITDA. The EBITDA margin is calculated as the ratio of EBITDA to net revenue (EBITDA divided by net revenue).

#### Special factors.

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

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

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

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

#### Special factors affecting EBITDA

Negative special factors affecting EBITDA in the first three quarters of 2005 totaling EUR 147 million mainly included personnel and non personnel-related restructuring expenses as well as expenses relating to severance and voluntary redundancy payments, together accounting for EUR 188 million. Income from insurance refunds of EUR 41 million had a positive effect on Group EBITDA. In addition, intra-group expenses for staff transfers to Vivento had an EBITDA-neutral effect.

Negative special factors amounting to EUR 94 million were recorded in the same period last year. These are also essentially expenses relating to restructuring as well as severance and voluntary redundancy payments, and additions to provisions for other risks totaling EUR 178 million. Countering these effects, retroactive proceeds of EUR 75 million from the sale of Virgin Mobile in the Mobile Communications business area and a gain of EUR 9 million on the sale of cc-chemplorer in the Business Customer business area had a positive impact on Group EBITDA. In addition, intra-group expenses for staff transfers to Vivento had an EBITDA-neutral effect.

### Special factors not affecting EBITDA

Special factors not affecting Group EBITDA in the first three quarters of 2005 included the gain on the disposal of the remaining interest in MTS amounting to EUR 976 million and from the disposals of stakes in comdirect bank (EUR 62 million) and Intelsat (EUR 21 million). The tax-related impact of the total special factors included in EBITDA and

the non-operating result was plus EUR 42 million and relates primarily to tax income from restructuring expenses, severance and voluntary redundancy payments and partial retirement.

These factors compare above all to impairments of U.S. mobile communications licenses (EUR 1,353 million) and of goodwill for T-Mobile UK (EUR 2,225 million) and Slovak Telecom (EUR 203 million) in the prior year, plus income from the sale of SES shares amounting to EUR 92 million. Tax effects result in tax income of EUR 568 million, mainly attributable to deferred taxes arising from the impairment of U.S. mobile communications licenses.

## Reconciliation of the consolidated income statement

	Q1 Q3 2005 millions of	Special factors in Q1 Q3 2005 millions of	Q1 Q3 2005 without special factors millions of	Q1 Q3 2004 millions of	Special factors in Q1 Q3 2004 millions of	Q1 Q3 2004 without special factors millions of	2004 millions of
Net revenue	44,167		44,167	42,620		42,620	57,360
Cost of sales	(22,872)	(43)(a)	(22.829)	(23.705)	(1.354)(g)	(22.351)	(31,559)