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Chairman of the Board of Management

Deutsche Telekom AG

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Not to be released until: May 15, 2008, start statement René Obermann at the shareholders' meeting



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# Review of 2007 financial year: goals achieved and exceeded.



Adjusted Group EBITDA: EUR 19.3 billion



Free cash flow: EUR 6.6 billion



Dividend proposal: EUR 0.78/share



# Consistent implementation of Group strategy.

Improve  
competitive-  
ness in Germany  
and CEE



Grow abroad  
with mobile  
communications



Mobilize  
the Internet



Focus on  
network-centric  
ICT



# Consistent implementation of Group strategy.

**Improve  
competitive-  
ness in Germany  
and CEE**

- Increase in market share for broadband connections in Germany to 44 percent
- Expansion of DSL and VDSL network
- Innovative product launch with T-Home Entertain
- Expanded leadership of mobile communications market in Germany
- Tangible improvement in customer service



# Consistent implementation of Group strategy.

**Grow abroad  
with mobile  
communications**

- International revenue increased by 12 percent, international EBITDA up 18 percent
- 3.6 million new customers in the United States
- Strengthened position following acquisition of SunCom (USA) and Orange NL (Netherlands)
- Marked growth in Central and Eastern Europe and Great Britain



# Consistent implementation of Group strategy.

**Mobilize  
the Internet**

- Almost 4 million web'n'walk customers for mobile Internet
- Revenue from global non-messaging mobile data business up 40 percent
- Cooperation with all major Internet service providers



# Consistent implementation of Group strategy.

Focus on  
network-centric  
ICT

- Partnership with Cognizant provides access to new markets and industries
- Focus on combined telecommunications and information technology offers
- Divestment of areas outside of core business
- International focus successful:  
groundbreaking 5-year contract with Shell



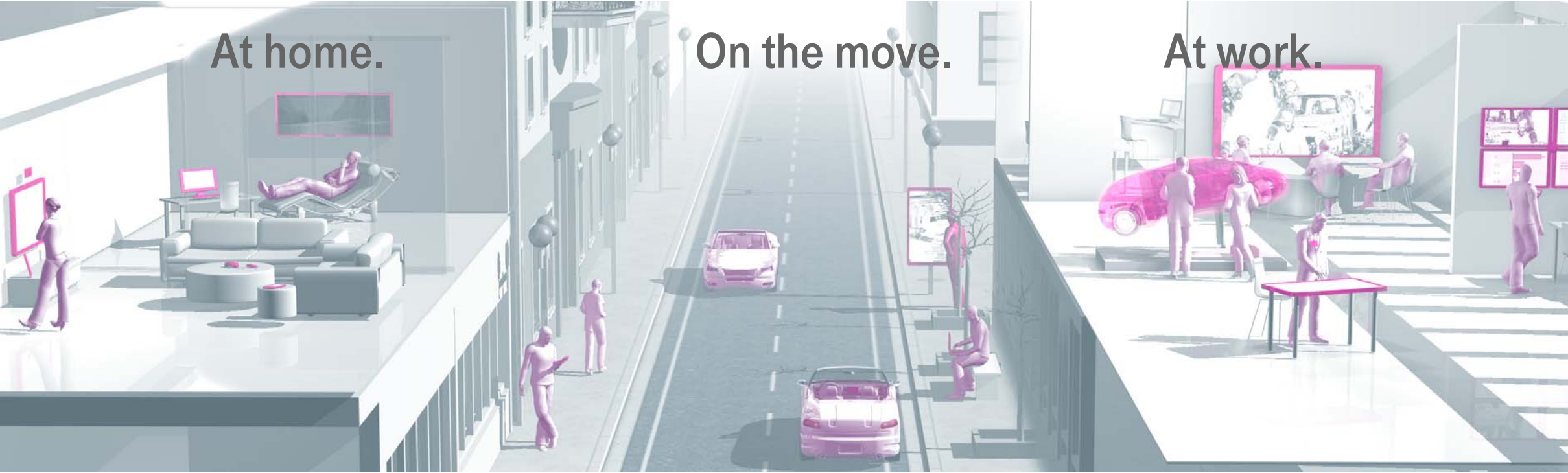


## Outlook for 2008: remain on track.

- Goal for adjusted Group EBITDA in 2008: approx. EUR 19.3 billion
- Goal for free cash flow in 2008: approx. EUR 6.6 billion
  
- Positive results in first quarter of 2008:
  - Group EBITDA: EUR 4.7 billion
  - Sharp rise in free cash flow and net profit



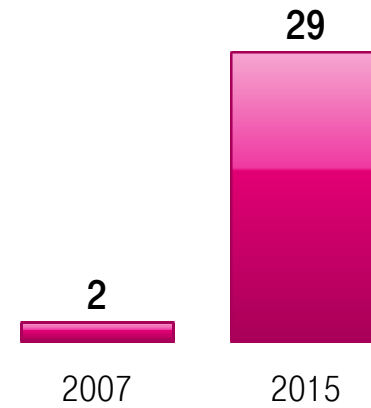
# Future telecommunications trends.



1/3

of the population in Western Europe  
will participate actively in online  
communities

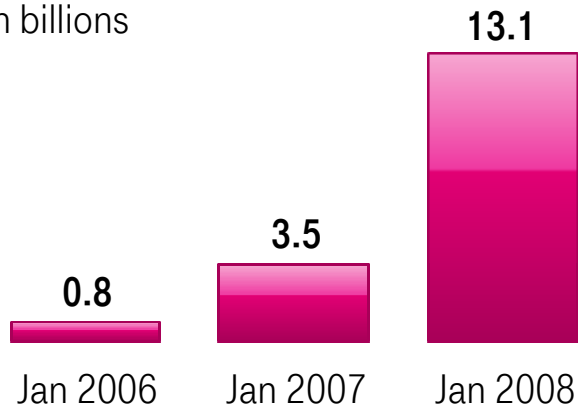
**Members of online communities**  
as a percentage of the population in  
Western Europe

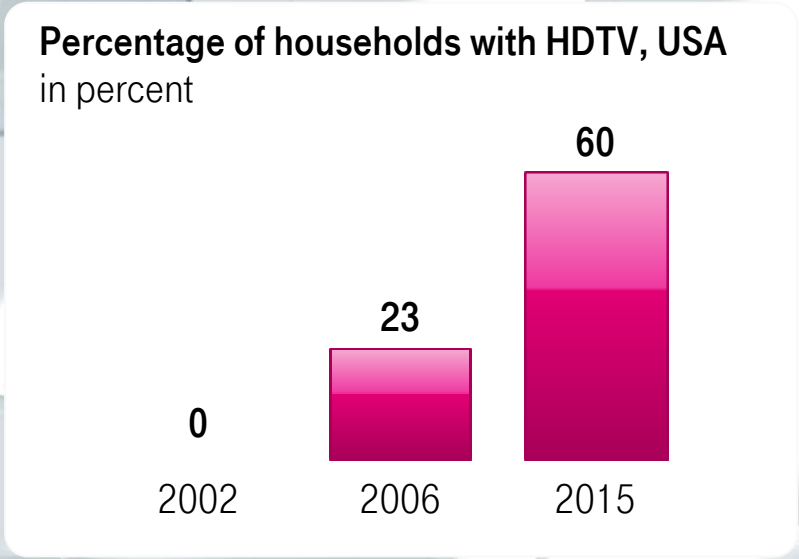


# 13.1 billion

YouTube pages accessed  
per month

Number of YouTube pages accessed  
per month  
in billions

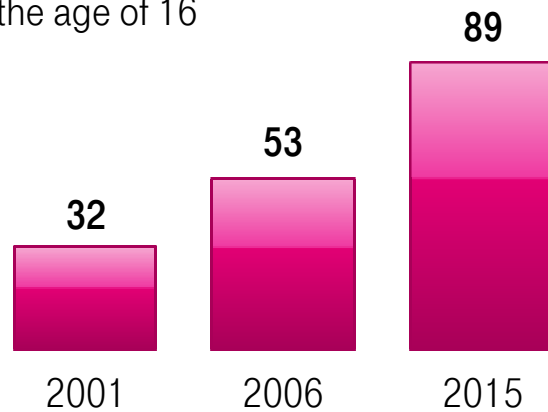




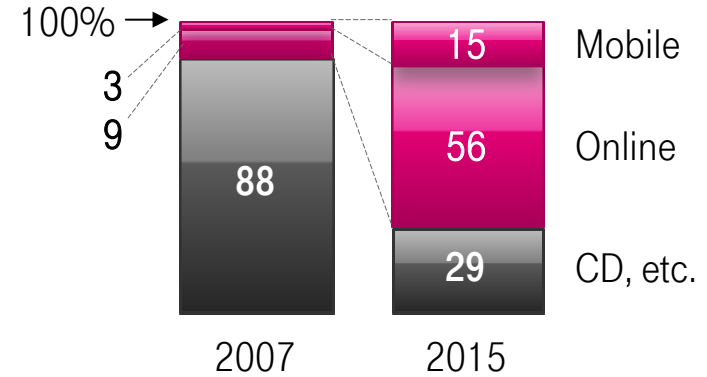
**60%** of households  
in the United States will  
have High Definition Television

90% of customers in Western Europe will shop from home

**eCommerce customers in Western Europe**  
as a percentage of the online population  
over the age of 16



**Music sales per channel  
(Europe, Middle East and Africa)  
as a percentage of revenue**

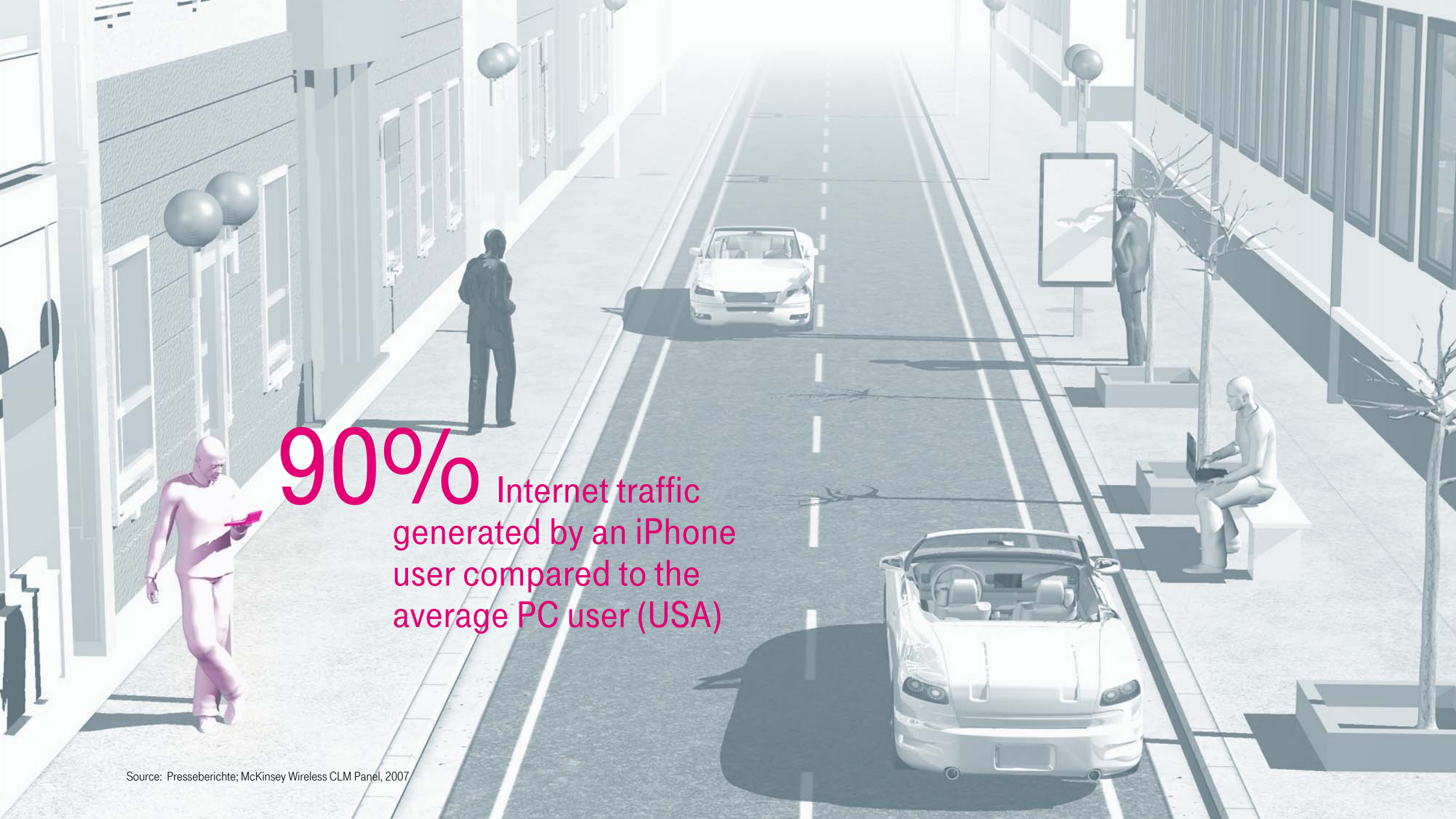


over **70%**  
of music will be sold via  
mobile devices or online



over **5 billion**  
mobile communications  
users worldwide



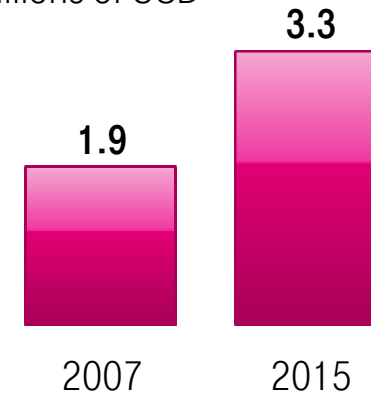


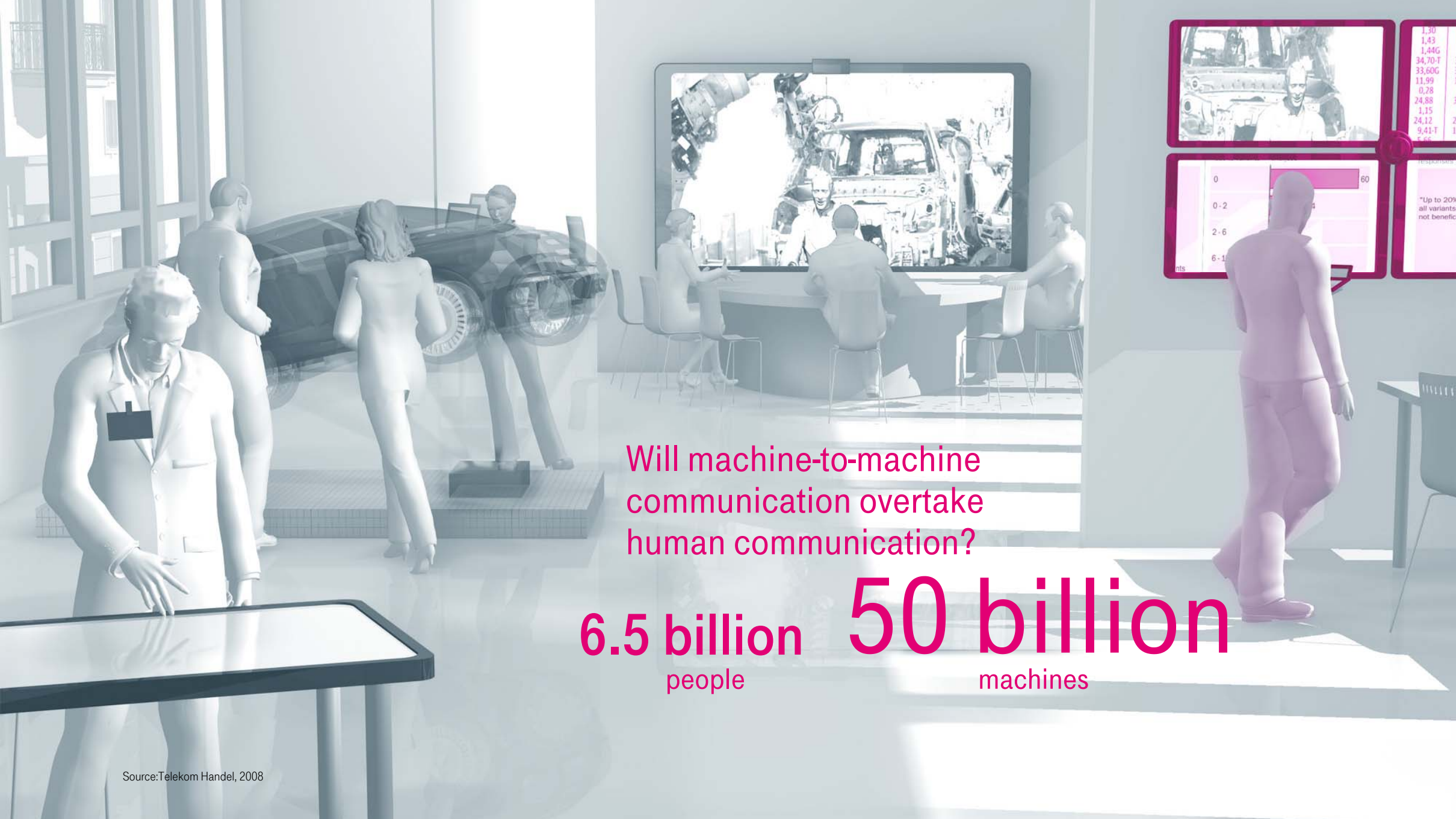
**90%** Internet traffic generated by an iPhone user compared to the average PC user (USA)

Investments in IT software  
for overarching teamwork  
will almost

**double**

**Market for collaborative  
IT applications  
(Europe, Middle East and Africa)  
in billions of USD**



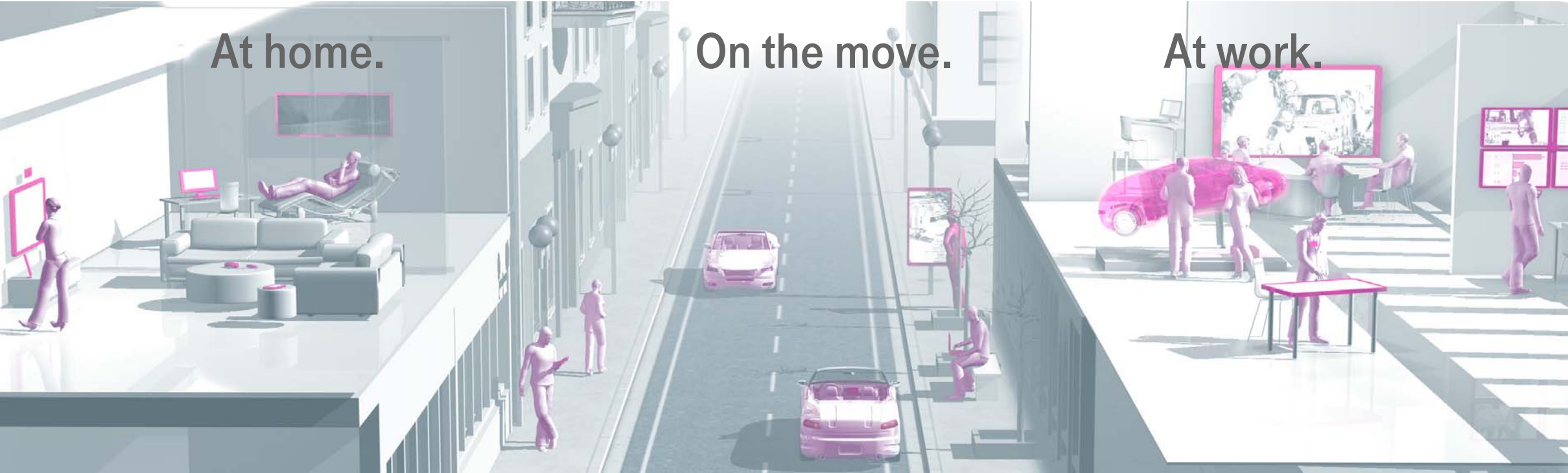


Will machine-to-machine communication overtake human communication?

6.5 billion  
people

50 billion  
machines

# Deutsche Telekom – a world leader in products and services for “connected life and work”.



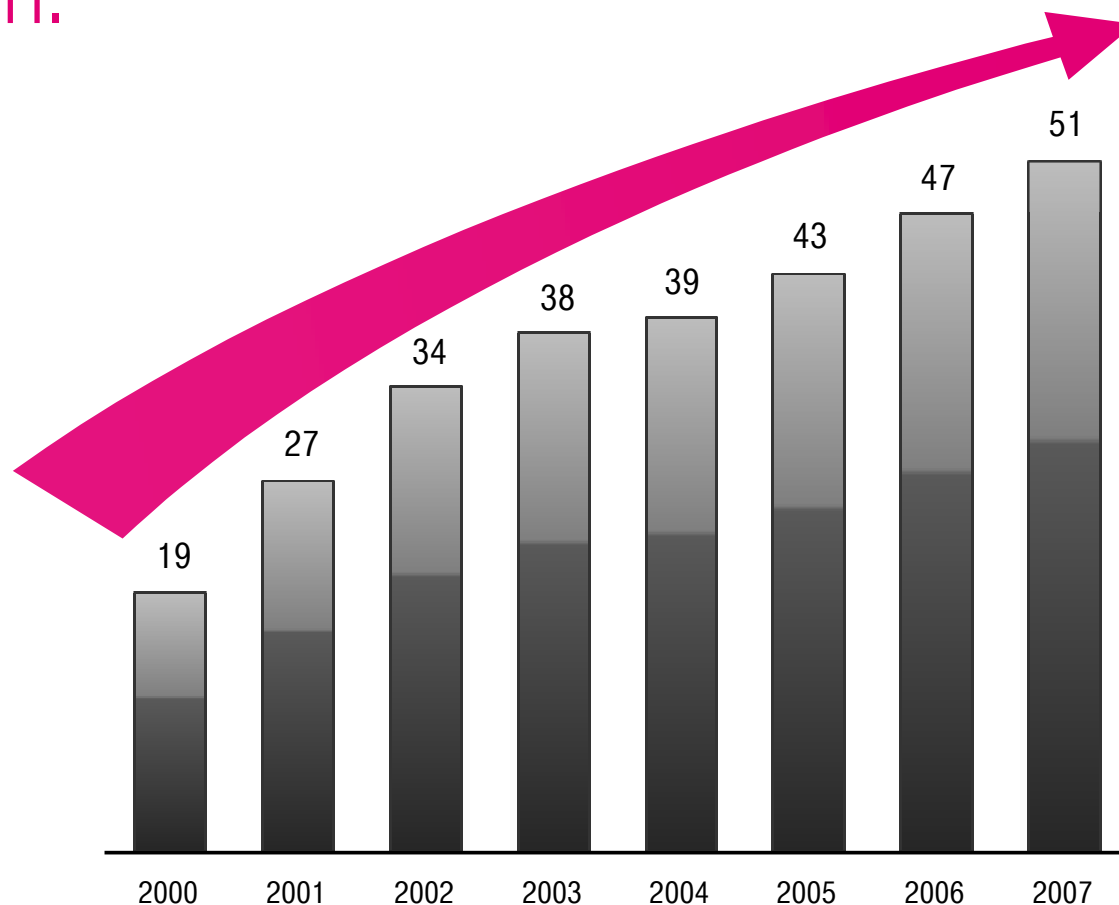
# Four core competencies for Deutsche Telekom.

- 1 Access anywhere via best-in-class broadband networks
- 2 Cutting-edge communication services for “connected life and work”
- 3 Access and use of content any time, any place
- 4 Most highly regarded service



# Continue internationalization.

- Increased share of international revenue to over 50 percent in 2007
- Successful consolidation of own position in 2007 with acquisition of SunCom (USA) and Orange NL (Netherlands)
- Continued international expansion in 2008: investment in OTE (Greece)



# OTE – market leader in fixed-network and mobile communications business in Greece.

- Strengthen presence in Southern and Southeastern Europe
- Entry to the growth markets in Greece, Romania, Bulgaria, Macedonia, Albania and Serbia
- Access to around 56 million people
- 15 million mobile subscribers,  
9 million fixed-network subscribers

