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Deutsche Telekom Group. Global Presence in 2008¹.



- Offices in over 50 countries worldwide
- More than 235,000 employees worldwide
- More than 50 percent of revenue outside of Germany
- More than 160 million customer relationships globally:
- Over 125 million mobile customers
- Over 35 million fixed access lines in operation
- Over 14 million DSL broadband access lines in operation (Germany and Eastern Europe)



¹ As of 1H2008

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Deutsche Telekom Group. Mission and Vision.

- Europe's largest telecommunications and information technology company¹.
- Since 2000: Everything delivered from a single source: from fixed-network telephony, broadband Internet and mobile communications, to ICT solutions.

Our Mission We mobilize personal, social and business networking.

<p>... at home</p>	<p>... on the move</p>	<p>... at work</p>
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Our Vision "Connected Life and Work"



¹ Based on total group revenues

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Deutsche Telekom in Germany. Success in our consumer broadband commitment.

Deutsche Telekom on broadband ...

- 10 million DSL subscribers in Germany to date, after seven quarters of sequential net growth
- Equates to 40% German broadband market share, including 3 million DSL re-sale lines
- ADSL now available in 750 cities and communities – powers T-Home Entertain -branded IPTV
- By YE 2008, 1,000 cities and communities with ADSL2+ access, for speeds up to 16 Mbps
- Currently in 40 cities, by YE 2009, 50 cities will be connected to VDSL with 50 Mbps availability
- Goal: To reach 20 million customers with speeds of up to 50 Mbps for Internet and T-Home Entertain

- Our 2007 / 2008 DSL investments total € 600 million. The goal: 96% DSL coverage by YE 2008
- Of that, € 200 million invested in elimination of "white spaces". Rural areas a broadband priority
- In addition to fixed-line DSL, nationwide satellite broadband availability (1 Mbps / 128 Kbps at €39.95)
- Plus mobile broadband via UMTS / HSDPA, with access speeds of up to 3.6 Mbps anywhere



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Deutsche Telekom in Germany. DSL-based IPTV a top priority .

Deutsche Telekom on IPTV ...

- Launched in late 2006, T-Home Entertain is Deutsche Telekom's hybrid fiber/DSL IPTV offering
- More than 250,000 Entertain subscribers signed up; goal is to reach 500,000 by YE 2008
- Available starting at €59,95/month, including "flat rate" DSL and fixed voice plan
- Offerings includes:
 - Up to 150 TV channels, plus 35 additional premium selections
 - 2,600+ VOD titles, including Hollywood blockbuster hits "day & date" with official DVD release
 - Integrated Electronic Programming Guide and DVR for time-shifting capabilities
 - On-demand archive of free TV episodes
 - 2,500 digital radio stations starting in November
 - Free on-site installation and introduction to Entertain
- Key Benefits: Personal, interactive viewing experience; drives innovation going forward



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Broadband Trends in Europe.

Bandwidth demand will further increase; needs investment.

- Demand for bandwidth at work, home or on the move is growing constantly
- But at current investment rates McKinsey / IDATE concluded, to upgrade existing broadband infrastructure in top EU 15 states to FTTX would require €200 – 250 billion
- Similar FTTX upgrades for the Central and Eastern European member states would require an additional € 30 – 40 billion investment
- Future economic growth, new jobs and societal welfare will largely depend on the ability of Europe – and Germany – to provide adequate and sustainable next generation networks
- Yet, by YE2007 Europe had only half the number of households passed with fiber (5 million), compared to the US (10 million)
- Europe is falling behind. Investment challenges are immense



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Regulatory Trends in Europe.

Current EU regulation stifles investment and innovation.

- European framework does not sufficiently take into account considerable investment risks and their significance for carriers' bottom line
- Investors are not allowed to draw a competitive advantage from their highly risky investments (early mover advantage)
- This encourages wait-and-see approaches speculating on regulatory free-riding and presents additional disincentives for building (-out) competing infrastructures on a larger scale (regional cherry picking)
- In addition, investments in alternative infrastructures, e.g. cable TV network in Germany, are also discouraged; prolongation of lack of intermodal competition



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Regulatory Trends in Europe.

Next-gen. networks need investment-friendly conditions.

	Current Framework	Required changes for NGA
Network Access	<ul style="list-style-type: none"> Asymmetric obligations for access to ducts (e.g. DT only) Regulation also in regions with infrastructure-based competition Parallel network access on several steps within the value chain 	<ul style="list-style-type: none"> Symmetric: Opening <u>all</u> ducts No regulation in case of existing or potential infrastructure-based competition Access obligations only for one step of the value chain (ducts <u>or</u> bitstream access)
Wholesale Price Regulation	<ul style="list-style-type: none"> Maximum validity period of regulated prices: 2 years. No mechanism for risk-sharing through wholesale pricing Constant pricing pressure 	<ul style="list-style-type: none"> Longer approval periods (up to 10 years) Appropriate risk-sharing mechanisms Stable wholesale pricing also for the remaining life of the copper network
Retail	<ul style="list-style-type: none"> Regulation 	<ul style="list-style-type: none"> No regulation



Deutsche Telekom Group.

Opportunities and Challenges.

Opportunities

- Integrated services provider proposition. Next: "Connected Life and Work"
- Committed to broadband availability and growth, with entertainment and information services on top

Challenges

- To bring new and innovative services to market cost-effectively
- Lack of sufficient regulatory framework to address provider-side investment risk



