

# Deutsche Telekom

## Q1 2025 results

May 15, 2025



Connecting  
your world

**#DT25Q1**

# Disclaimer

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In addition to figures prepared in accordance with IFRS, Deutsche Telekom also presents alternative performance measures, including, among others, EBITDA, EBITDA margin, adjusted EBITDA, adjusted EBITDA after leases, adjusted EBITDA margin, Core EBITDA, adjusted EBIT, adjusted net income, free cash flow, free cash flow after leases, gross debt, net debt after leases and net debt. These alternative performance measures should be considered in addition to, but not as a substitute for, the information prepared in accordance with IFRS. Alternative performance measures are not subject to IFRS or any other generally accepted accounting principles. Other companies may define these terms in different ways.

# Q1 2025 results

## Group

Q1 2025 results

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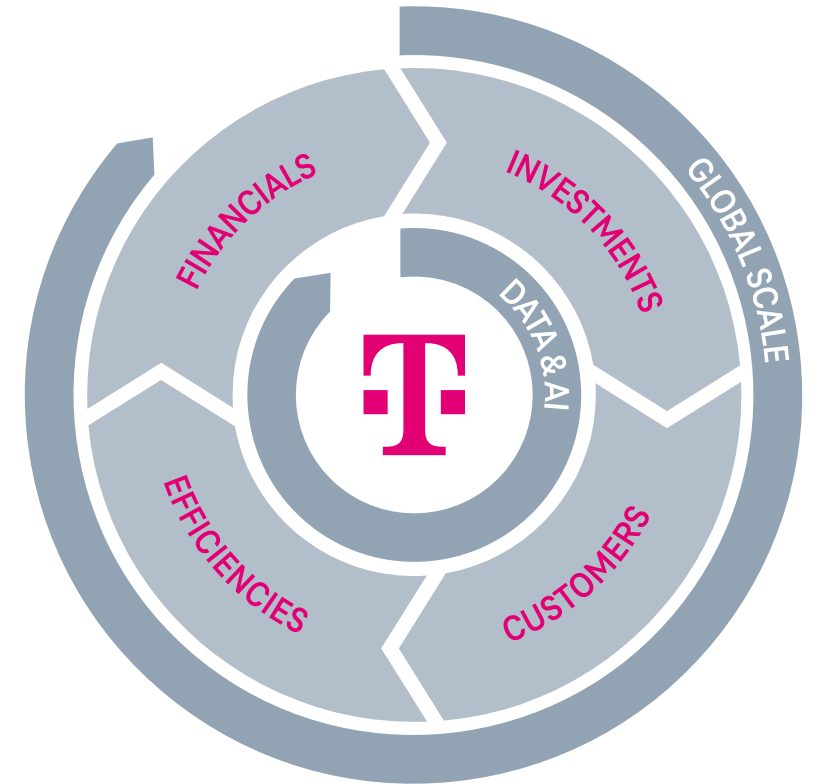
Q1 2025 results

# Q1/25

## consistent reliable growth

### Q1/2025 Highlights

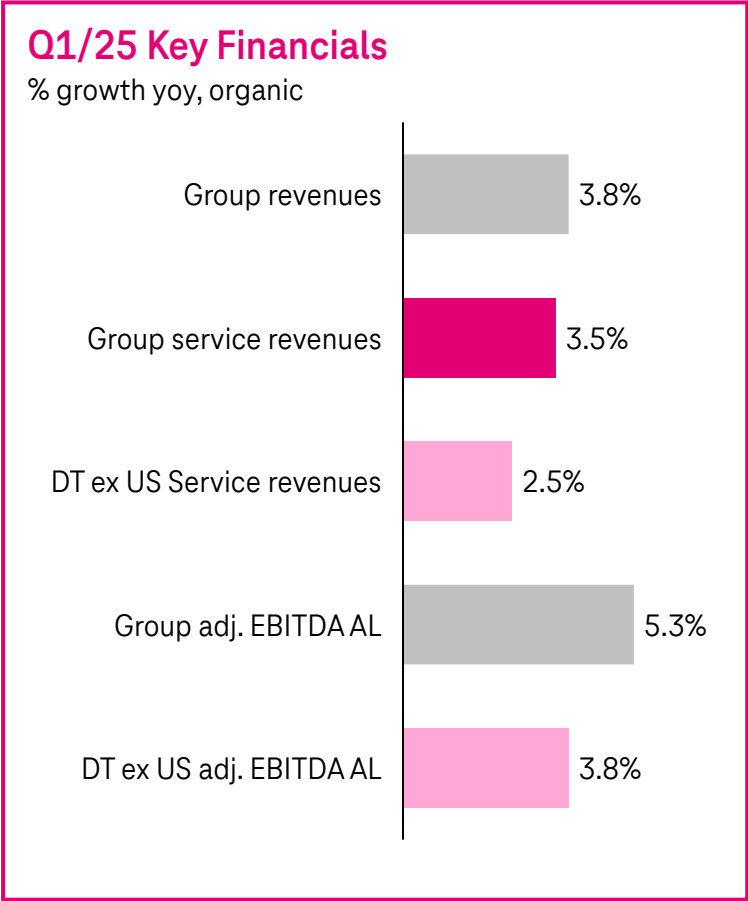
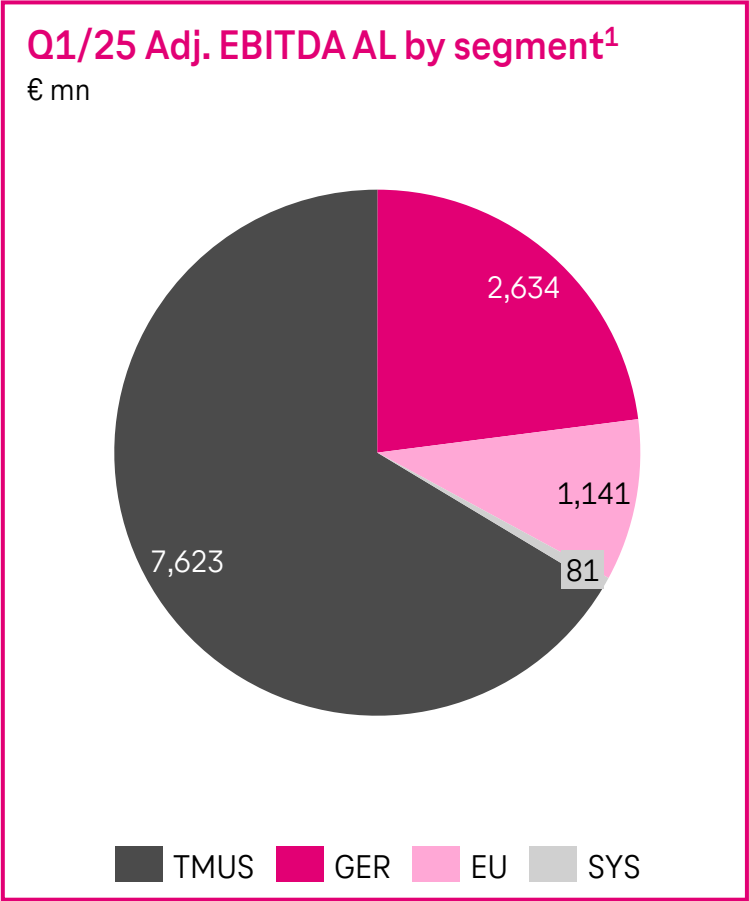
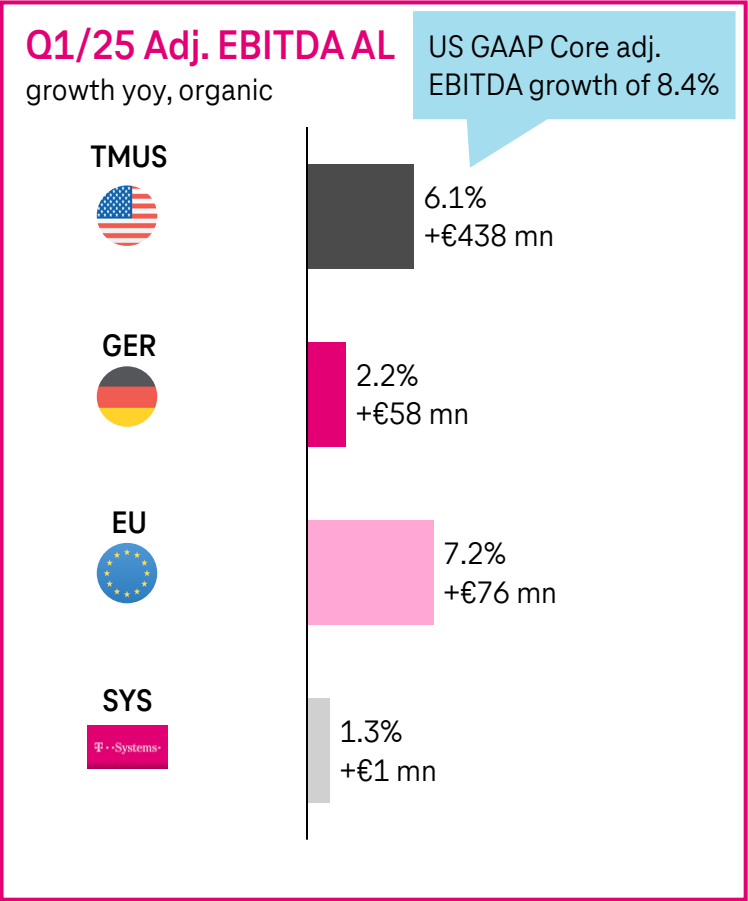
- Market leading customer and financial growth continues: Q1 organic service revenues +3.5%, adj. EBITDA AL +5.3%, FCF AL +52.4%<sup>1</sup>, adj. EPS +10.8%<sup>1</sup>
- DT ex US organic service revenue growth +2.5%, adj. EBITDA +3.8%
- Strong progress with network and A.I. powered digitization
- Group guidance raised to reflect new TMUS guidance
- German regulator confirms spectrum prolongation
- DT 2025 SBB program with 0.4 bn € of up to 2bn FY volume executed in Q1
- DT's stake in TMUS reaches 51.8% as of April 17, 2025
- On track for 2024 CMD ambitions



<sup>1</sup>FCF AL and adj. EPS growth rate as reported.

# Financials Q1/25 organic

## strong organic growth



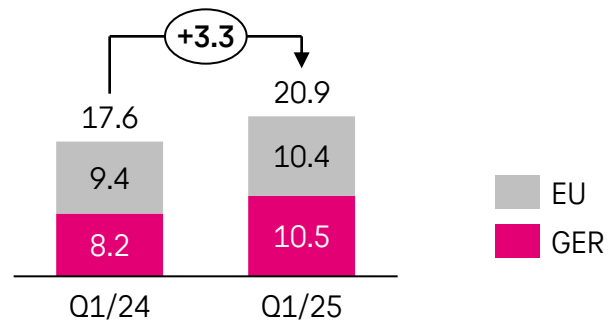
<sup>1</sup> Excl. GHS, GD & reconciliation (€ -182 mn). Group EBITDAAL € 11,297 mn.

# Networks

## extending our leadership

### FTTH

Fiber homes passed in mn

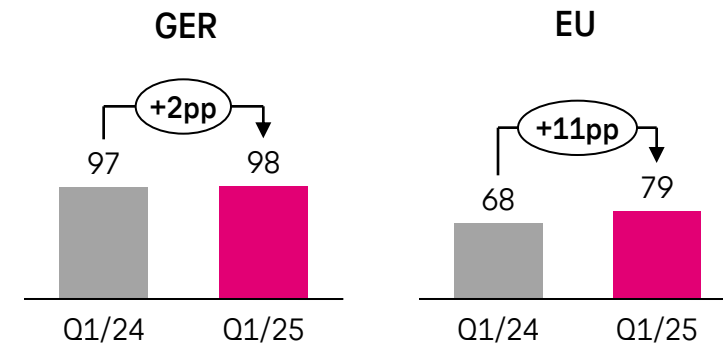


- Continuing to lead German fiber build
- 5.7 mn MDU homes contractually secured for inhouse wiring
- Lumos fiber JV with EQT completed with 475,000 US homes passed at closing



### 5G Coverage

% of POPs



- Undisputed German network leadership secured through ongoing modernization
- Survey names download speed of T-Mobile US “sole Global Winner in the large land group”
- T-Mobile announces nationwide roll-out of 5G Advanced



# AI and Digital

## accelerating the digital transformation with AI

### Digital App



- Number of active app users: >12.2 mn users
- Magenta Moments (loyalty program only): Unique monthly active users >4.5 mn

### Home Connectivity

- Remotely managed routers: >75%
- OneTV: ~4 mn customers

### Others

- Aduna: Launch of seamless API access through a unified global network, powered by CAMARA standards

### AI



#### G&A

**HR:** AI-powered chatbot (“Ask T”) to access to group wide knowledge sources – implemented in GER)

**Finance:** AI-driven data self-service tool to receive and visualize financial data requests – impl. for relevant target groups



#### Network

**Mobile network:** AI RAN Guardian Agent monitors the RAN to detect and remediate degradations (up to 95% faster; currently in MVP<sup>1</sup>, before scaling in GER)

**Fiber rollout:** AI chatbot to support civil engineering work (-90% faster; ~10% productivity gain – impl. in GER)



#### IT

**IT DevOps:** AI coding assistant and code stability enhancement accelerates coding and increases code quality for the entire SDLC. Q1/2025 savings for coding (+12% efficiency) and 16% faster MTTR - scaling is ongoing



#### Sales & Service

**Customer interaction:** AI driven “FragMagenta” Chatbot solves >50% of customer issues without human interaction (impl. in GER, AU and HR)

**Agent support:** AI chatbot for service employees to access all customer knowledge (productivity increase up to 90% – impl. in GER)



- B2C Customers: AI Phone announced, launch in H2 2025; Magenta AI (In-App AI offering) launched in GER & expanding across EU footprint; 12 months free Perplexity Pro, through Magenta Moments
- B2B Customers: Scaling of the “AI foundation services”, to facilitate access to multiple AI models & offerings, independent of the cloud provider

<sup>1</sup> MVP = Minimum Viable Product Phase, which indicated that it is not yet up and running in the live network today.

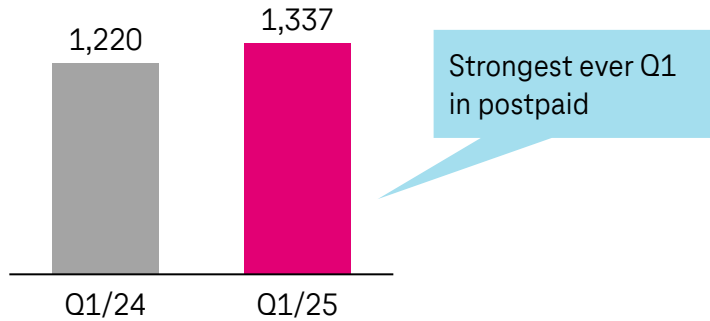
# Customer Growth

stronger in mobile, weaker in fixed

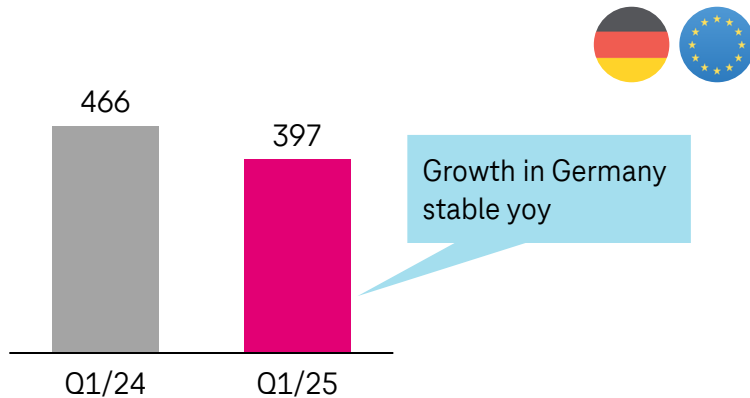
## Mobile net adds

000

### US (postpaid)



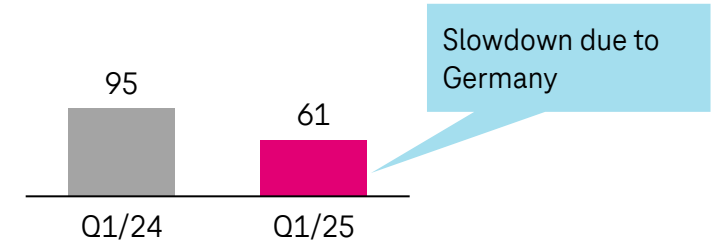
### Ex US (contract)<sup>1</sup>



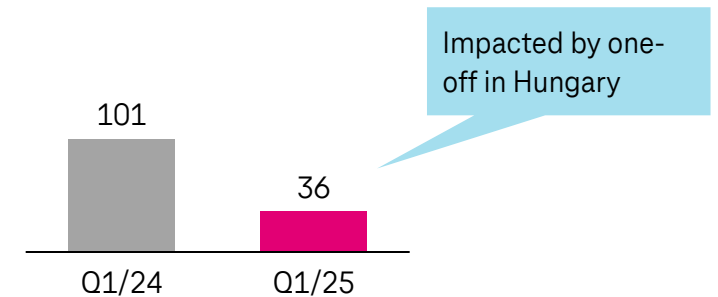
## Fixed line net adds<sup>2</sup>

000

### Broadband



### TV



<sup>1</sup> GER + EU. GER: own brand only. <sup>2</sup> GER + EU.

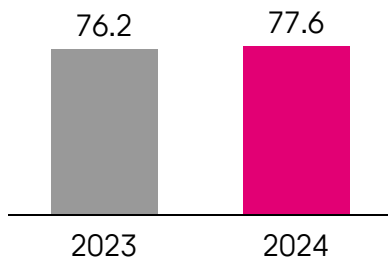


# Society and Environment

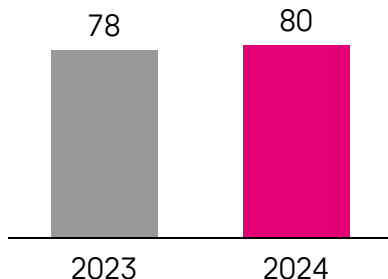
## progress with our ESG ambitions

### Societal agenda

Customer satisfaction<sup>1</sup>  
Tri\*M



Employee satisfaction<sup>1,2</sup>  
%



### Environment

- NEW Q1 energy consumption ex US -1% yoy (group +3%)
- NEW presentation of world's first DSL router made from old smartphone components at MWC
- NEW launch of sustainability campaign (raising awareness about climate change)

### Society

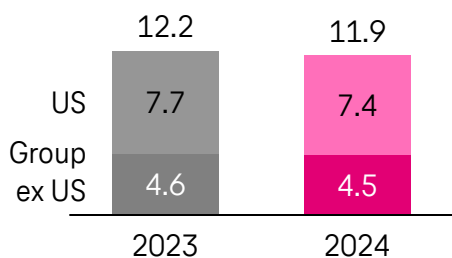
- NEW spot against disinformation together with FC Bayern as part of our frequently awarded campaign against hate speech
- NEW Deutsche Telekom supported the Special Olympics World Winter Games as a partner

### Governance

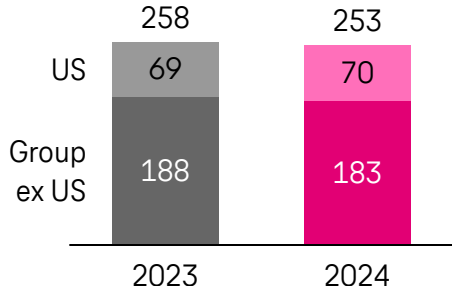
- S&P Global ESG – again best European telco
- First Annual Report in line with CSRD requirements
- NEW great support by shareholders on all AGM agenda topics with mostly ≥90% consent

### Environmental agenda

Energy consumption  
mn MWh



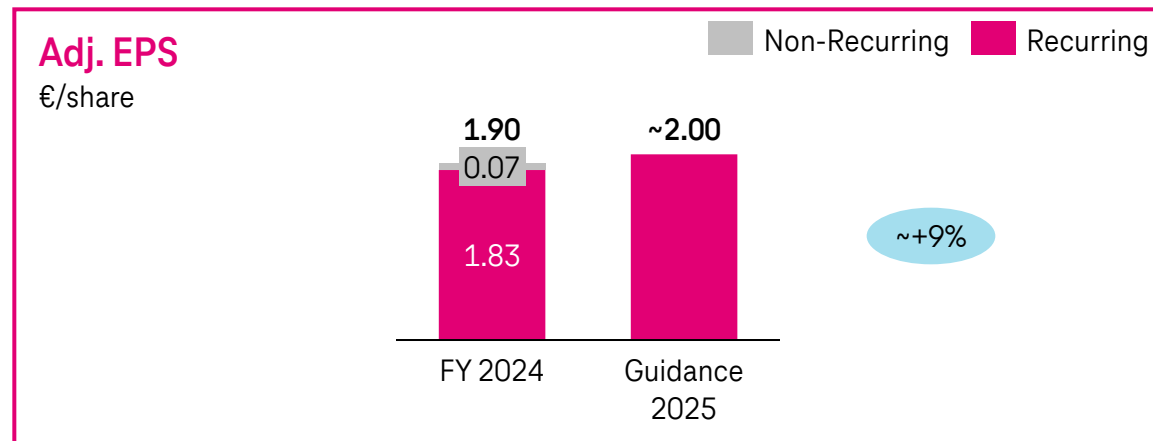
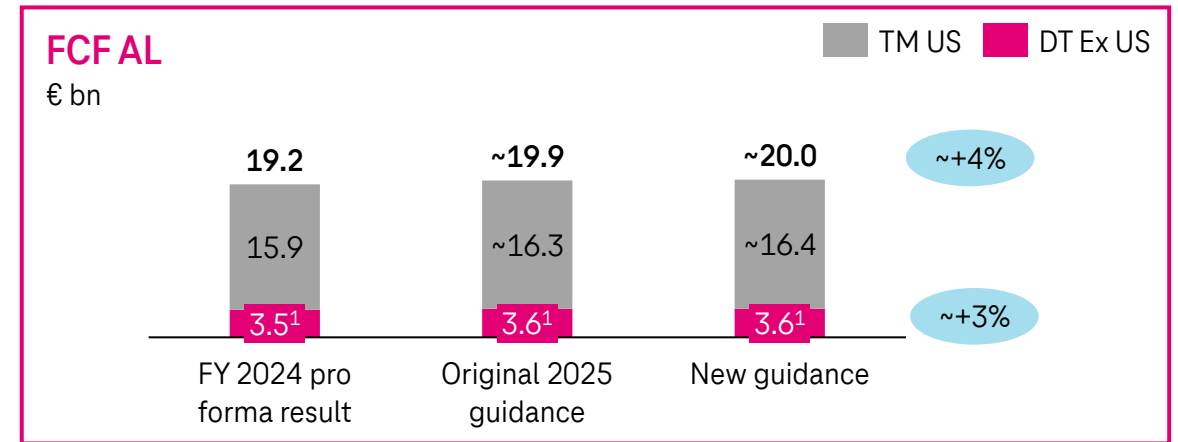
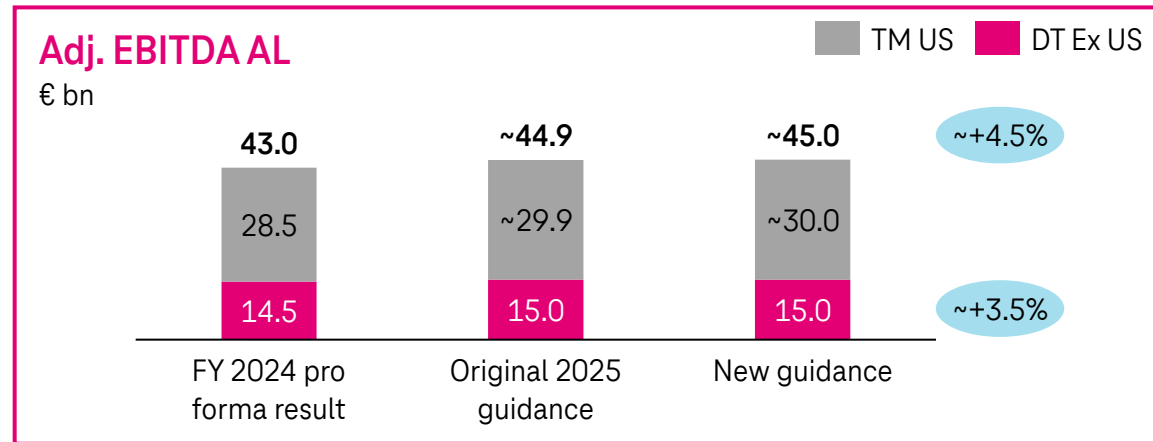
CO<sub>2</sub>e emissions (scope 1+2)  
kt



<sup>1</sup> DT ex US. <sup>2</sup> Positive answer on employee/pulse survey question: "How do you feel at our company".

# Guidance 2025

## guidance raised for adj. EBITDA AL and FCF AL



### F/X

- Guidance remains on 1.08 f/x rate vs. US\$

### TMUS

- 2025 TM US guidance is based on midpoint of new US GAAP guidance of US\$33.2 – 33.7 bn Core adj. EBITDA; and of US\$17.5 – 18.0 bn FCF

### GAAP to IFRS EBITDA bridge

- Guidance includes around US\$ -1.0 bn GAAP to IFRS EBITDA bridge (2024: US\$ -1.0 bn)

<sup>1</sup>DT ex US FCF AL included €0.2 bn of cash returns related to the tower transaction in 2024. 2025 assumes €0.1 bn of cash returns related to the tower transaction and continues to exclude any received TMUS dividends.

# **Q1 2025 results**

Review of segments and  
financials

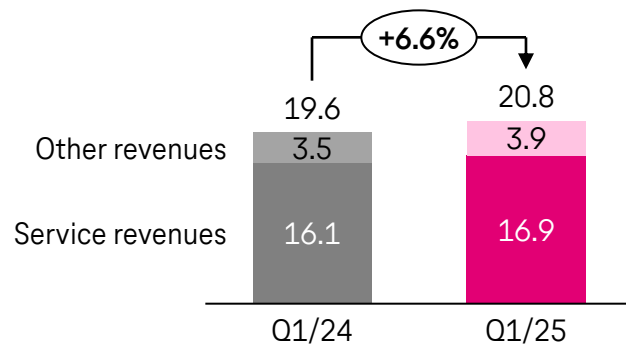
# T-Mobile US

## industry leading financial growth



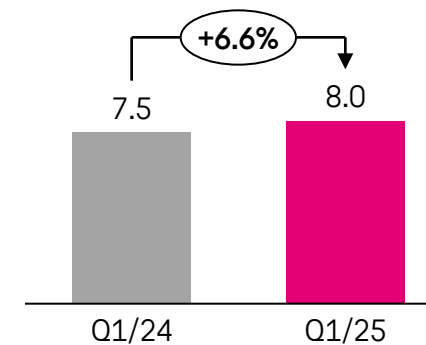
### Revenues (IFRS)

US\$ bn



### Adj. EBITDA AL (IFRS)<sup>1</sup>

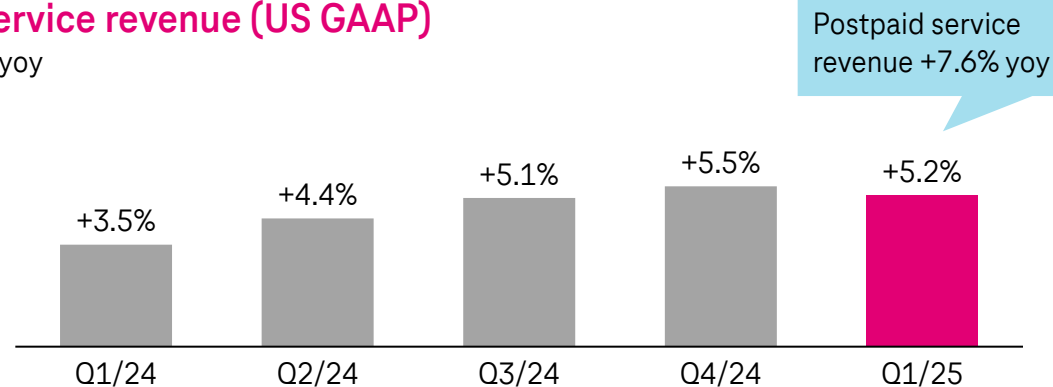
US\$ bn



Impacted by yoy higher US GAAP IFRS bridge

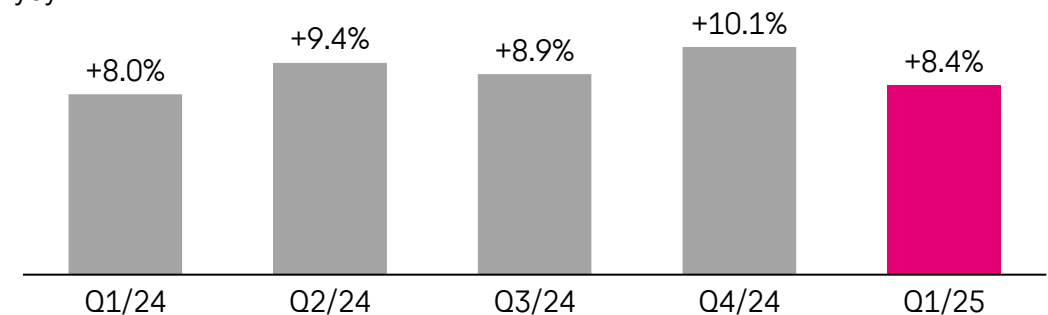
### Service revenue (US GAAP)

% yoy



### Core adj. EBITDA (US GAAP)

% yoy



<sup>1</sup> For IFRS bridge please refer to appendix.

# T-Mobile US

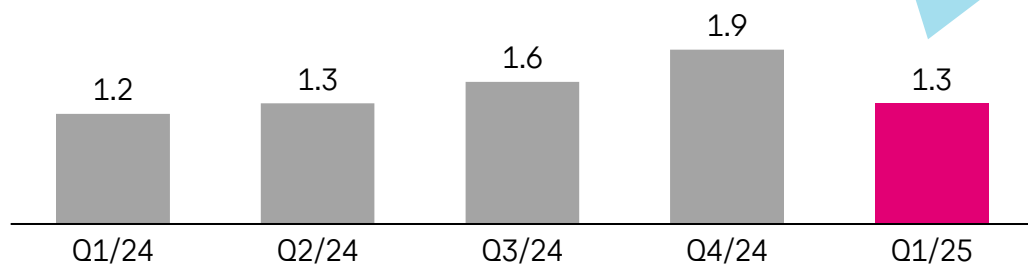
## industry leading customer growth



### Total postpaid net additions

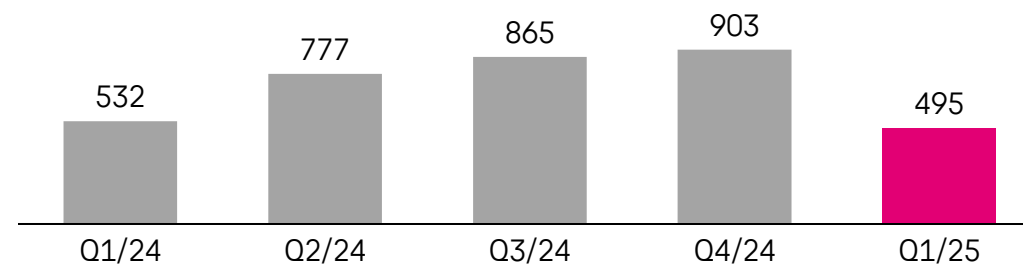
mn

Best ever Q1; 2025 guidance:  
+5.5 mn - 6.0 mn (unchanged)



### Postpaid phone net additions

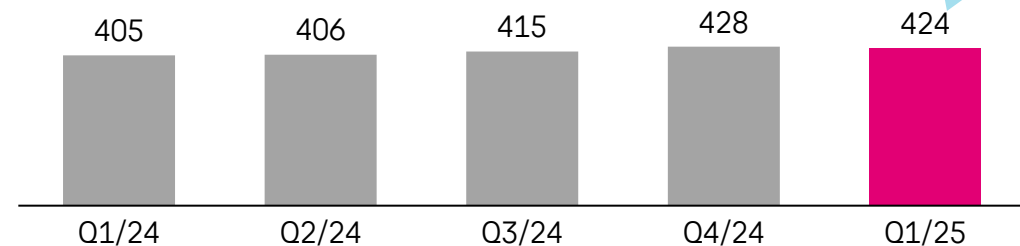
000



### High Speed Internet net additions<sup>1</sup>

000

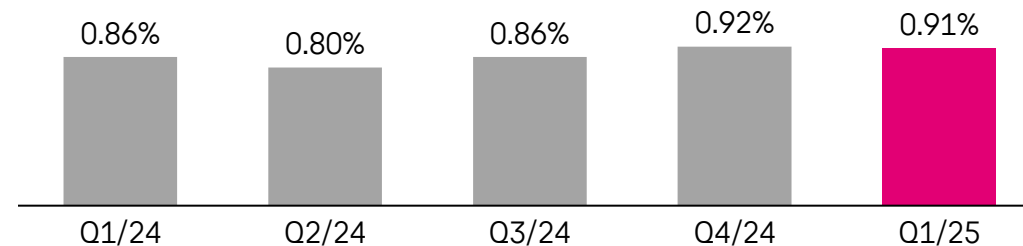
Industry leading, total  
customer base at 6.9 mn



### Postpaid phone churn

%

Impacted by rate-plan  
optimizations, as expected



<sup>1</sup> Postpaid + Prepaid.

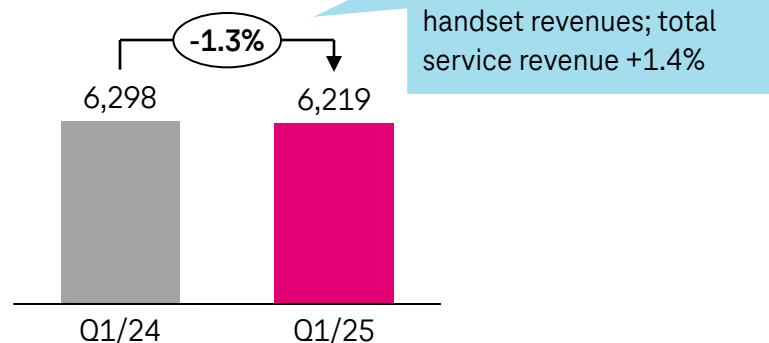
# Germany

## 34<sup>th</sup> consecutive quarter of EBITDA growth



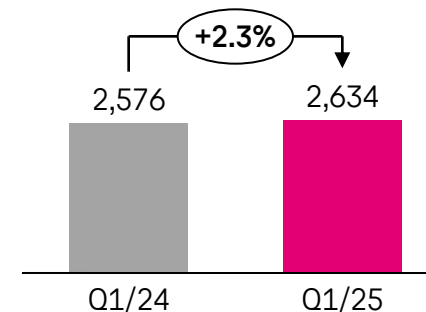
### Revenues (reported)

€ mn



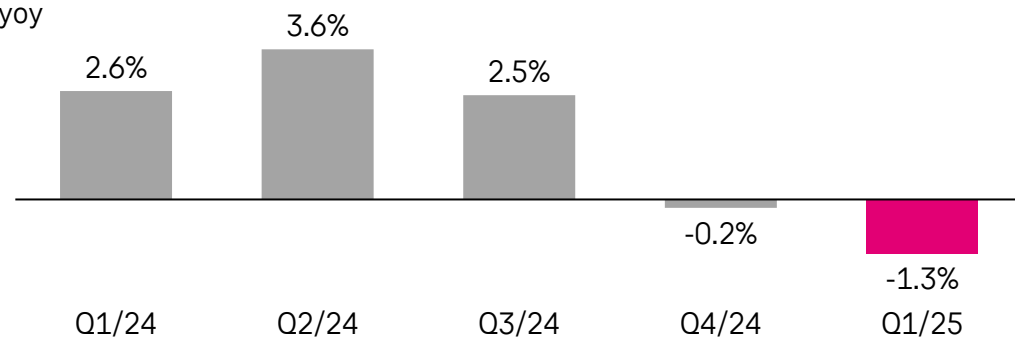
### Adj. EBITDA AL (reported)

€ mn



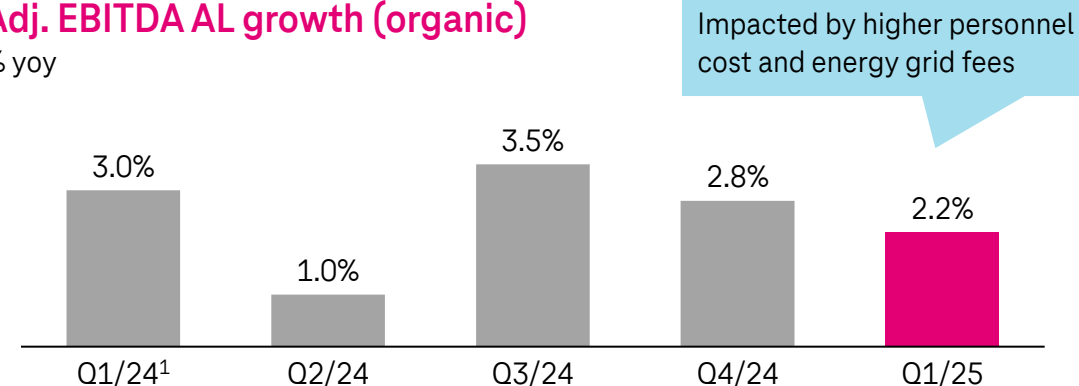
### Revenue growth (organic)

% yoy



### Adj. EBITDA AL growth (organic)

% yoy



<sup>1</sup> Organic growth rate in Q1/24 assumes that the tower transaction did close on Jan 1<sup>st</sup> 2023, whereas the close actually happened on Feb 1<sup>st</sup>. So, the reported EBITDA AL growth rate benefitted from 1 month of higher leasing opex in Q1/23.

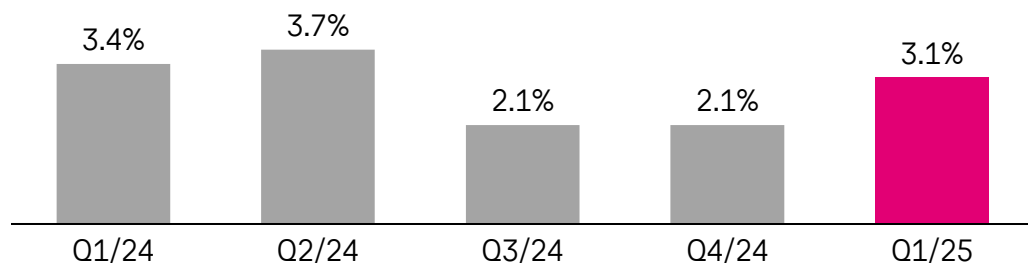
# Germany

## service revenues impacted by phasing



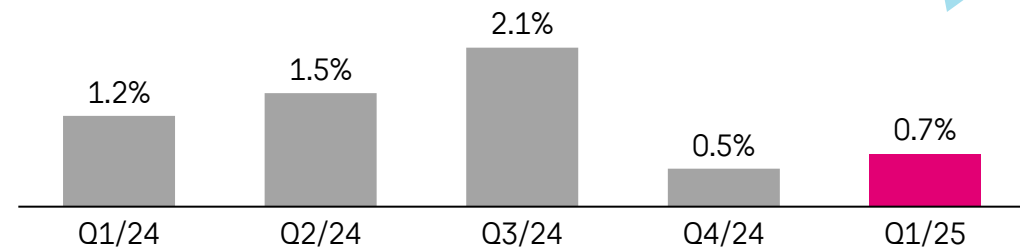
### Mobile service revenue growth (organic)

% yoy



### Fixed service revenue growth (organic)

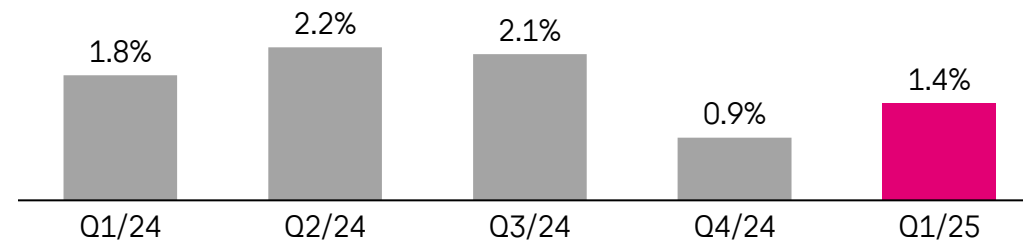
% yoy



Ongoing headwind from IT business phasing

### Total service revenue growth (organic)

% yoy



# Germany

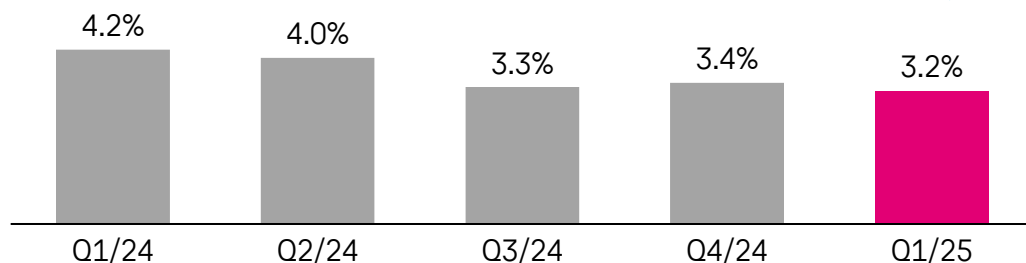
fixed revenues: steady growth in broadband and wholesale access



## Broadband revenue growth (organic)

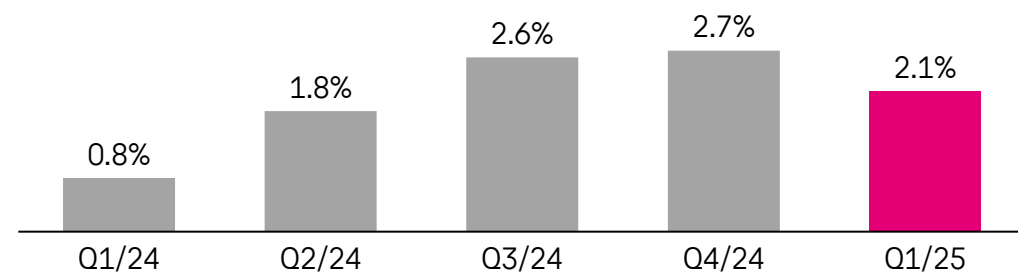
% yoy

Broadband (B2C)  
ARPA +3.0% yoy



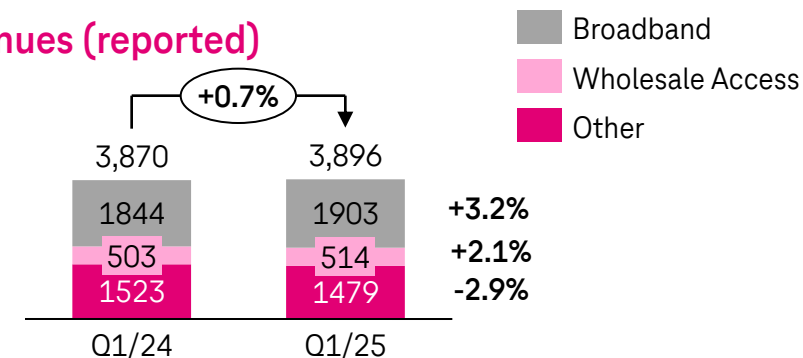
## Wholesale access revenues (organic)

% yoy



## Fixed service revenues (reported)

€ mn



- “Other” fixed service revenues remain impacted by IT business phasing



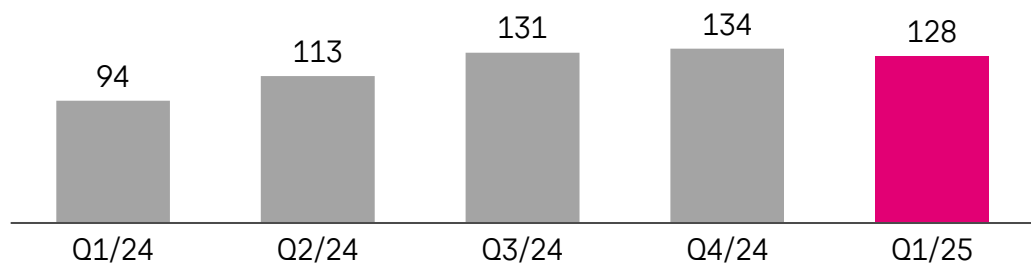
# Germany

## fixed KPIs: successful upselling continues



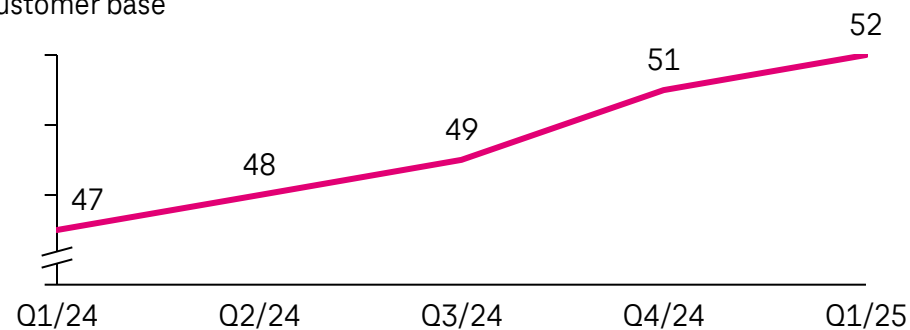
### FTTH net adds

000



### Retail customers with $\geq 100$ Mbit/s tariff

% of customer base



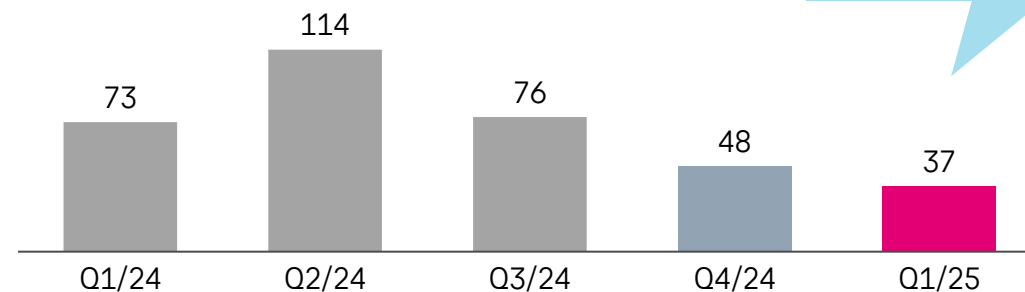
### Broadband net adds

000



### TV net adds (ex OTT)

000



Additionally ~50k  
OTT TV net adds

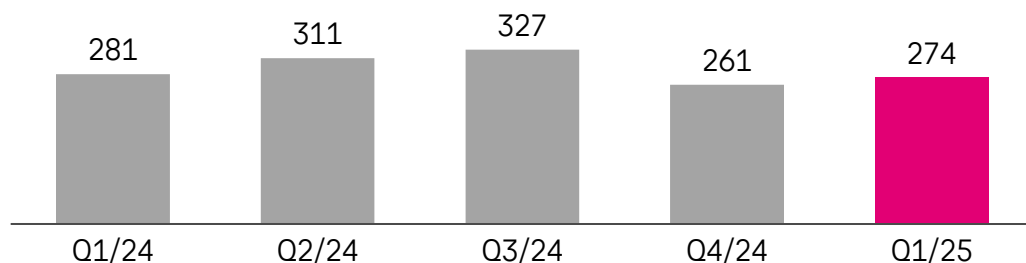
# Germany

## mobile KPIs: strong customer growth in a competitive market



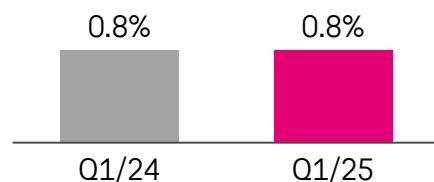
### Branded contract net adds<sup>1</sup>

000



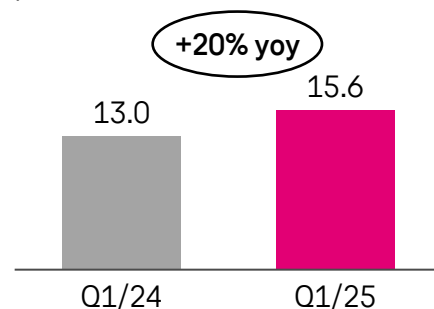
### Churn<sup>2</sup>

%



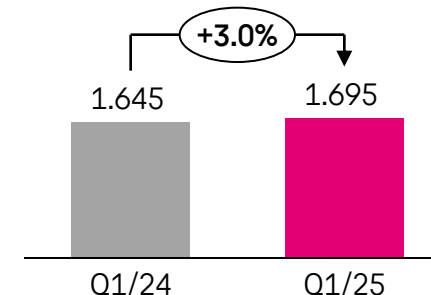
### Data usage<sup>2</sup>

GB per month



### Mobile service revenues (reported)

€ mn



- New tariff portfolio with focus on unlimited launched in April

<sup>1</sup> Own branded retail customers excl. multibrand, consumer IoT and "Schnellstarter". <sup>2</sup> Of B2C T-branded contract customers.

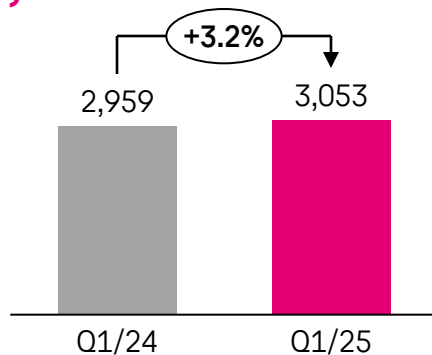
# Europe

## 29<sup>th</sup> consecutive quarter of organic EBITDA growth



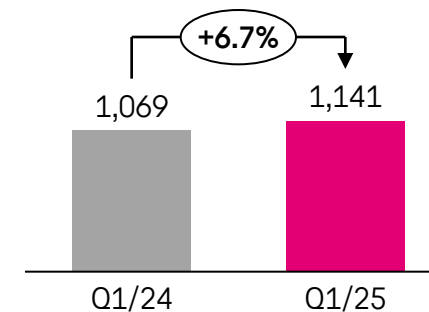
### Revenues (reported)

€ mn



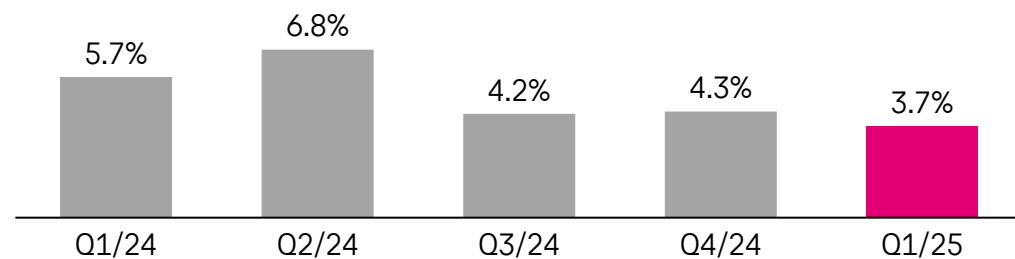
### Adj. EBITDA AL (reported)

€ mn



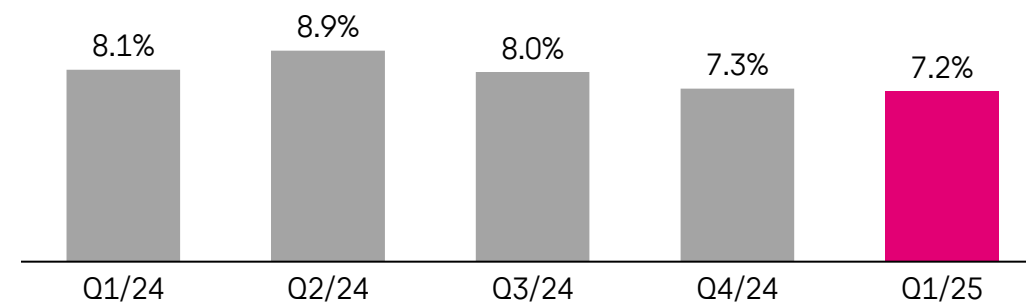
### Revenue growth (organic)

% growth yoy



### Adj. EBITDA AL growth (organic)

% growth yoy



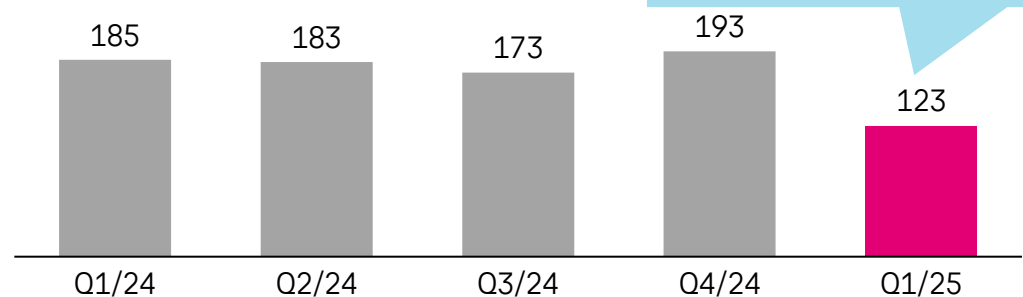
# Europe

## strong commercial performance continues



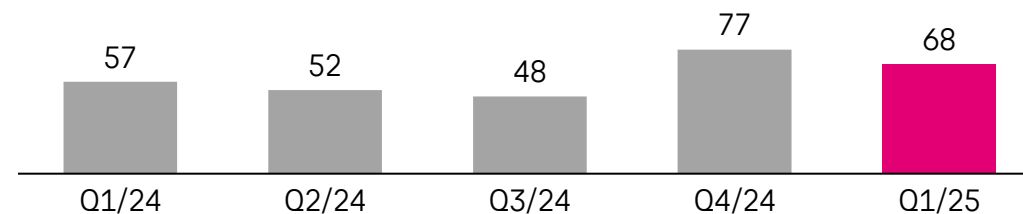
### Mobile contract net adds<sup>1</sup>

000



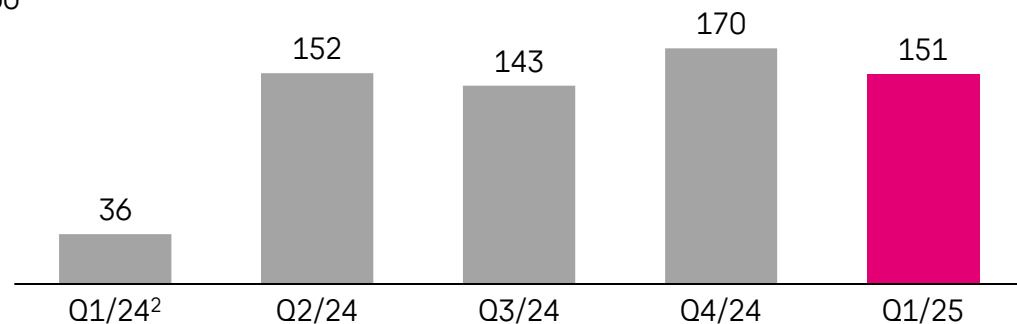
### Broadband net adds

000



### FMC net adds

000



### TV net adds

000



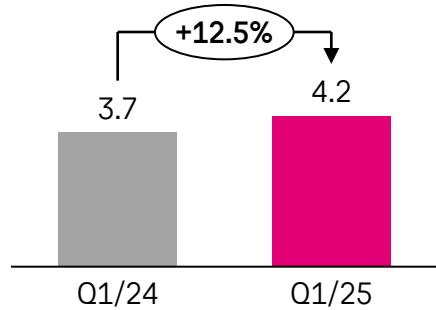
<sup>1</sup> Mobile contract: Minor reclassification of Customers from Contract to Prepaid in PL. 2024 numbers have been restated by -9k in FY 2024. <sup>2</sup> Thereof >-100k due to contract changes in Slovakia.

# Systems Solutions

growth in order entry, revenue, and profitability

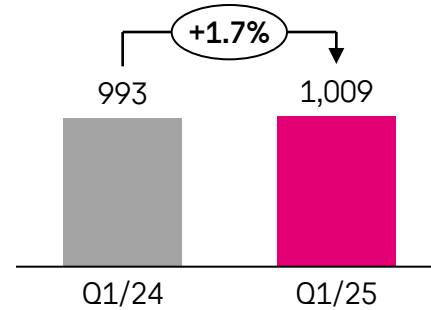
## Order entry (LTM)

€ bn



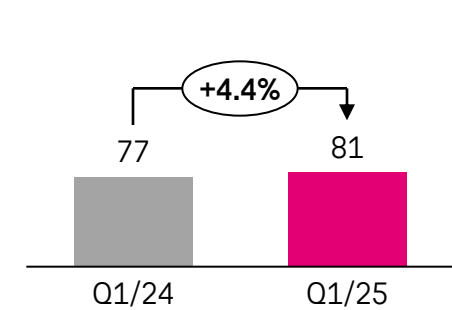
## Revenues (reported)

€ mn



## Adj. EBITDA AL (reported)

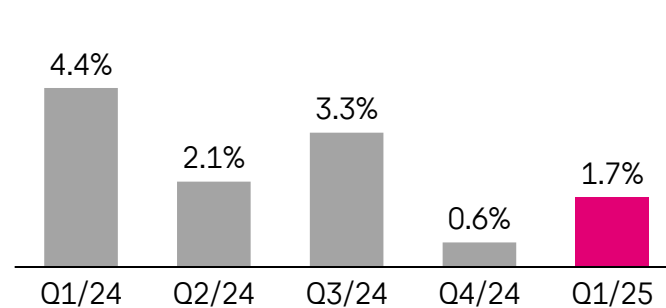
€ mn



- Good growth in order entry and revenue despite challenges in automotive
- Digital sovereignty gaining importance
- 9<sup>th</sup> consecutive quarter of adj. EBITDA AL growth
- On track for 2025 targets

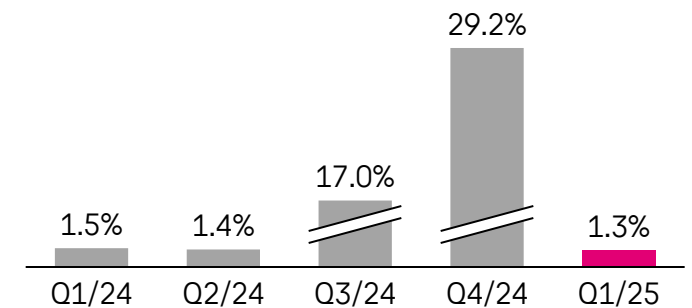
## Revenue growth (organic)

% growth yoy



## Adj. EBITDA AL growth (organic)

% growth yoy



# Financials Q1/25 reported

## strong set of results across the board

€ mn

Q1

	2024	2025	Change	
Revenue	27,942	29,755	+6.5%	
Service revenues	23,485	24,957	+6.3%	
Adj. EBITDA AL	10,473	11,297	+7.9%	
Adj. EBITDA AL (excl. US)	3,541	3,674	+3.8%	
Adj. Net profit	2,238	2,442	+9.1%	EPS additionally supported by lower share count. Non-recurring adj. EPS growth of 13.4% (from €0.43 to €0.49)
Net profit	1,982	2,845	+43.5%	
Adj. EPS (in €)	0.45	0.50	+10.8%	Strong Q1 FCF also supported by working capital. Expect normalization in the next quarters
Free cash flow AL <sup>1</sup>	3,708	5,650	+52.4%	
Cash capex <sup>1</sup>	4,661	4,343	-6.8%	Decrease driven by ex US and US. Expect trend to reverse in the upcoming quarters
Net debt excl. leases (AL)	94,491	95,723	+1.3%	
Net debt incl. leases (IFRS 16)	133,116	131,940	-0.9%	

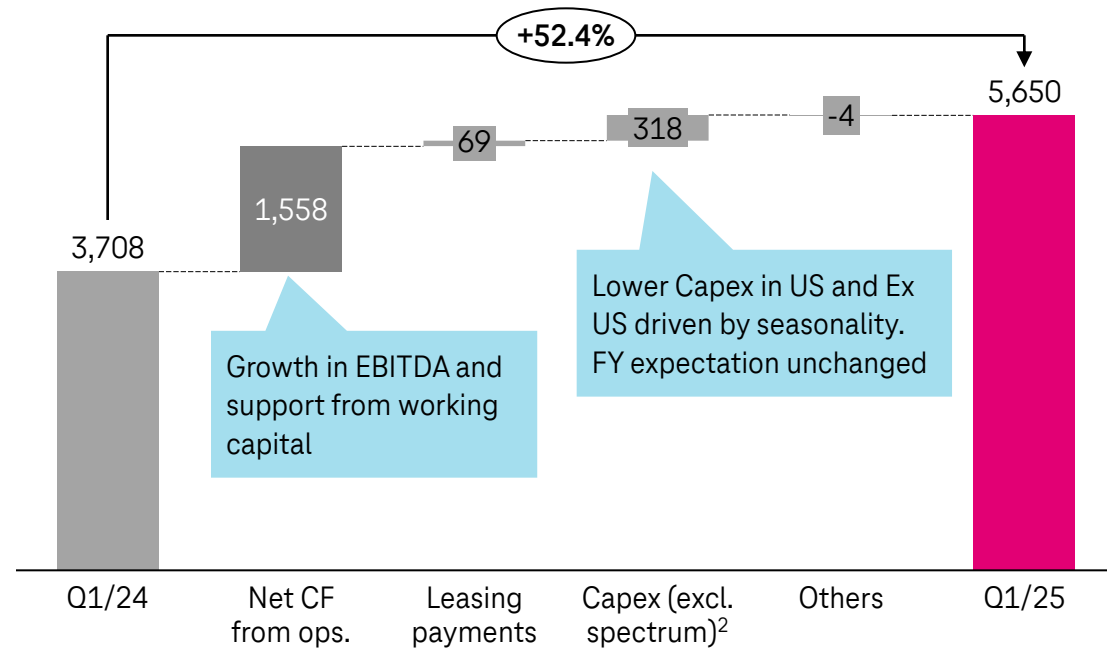
<sup>1</sup> Free cash flow AL before dividend and before spectrum investments. Cash capex before spectrum investment. Spectrum: Q1/25: €137 mn, Q1/24: €57 mn.

# FCF AL and adj. net profit

strong Q1 FCF AL reflecting EBITDA growth and seasonality in WC

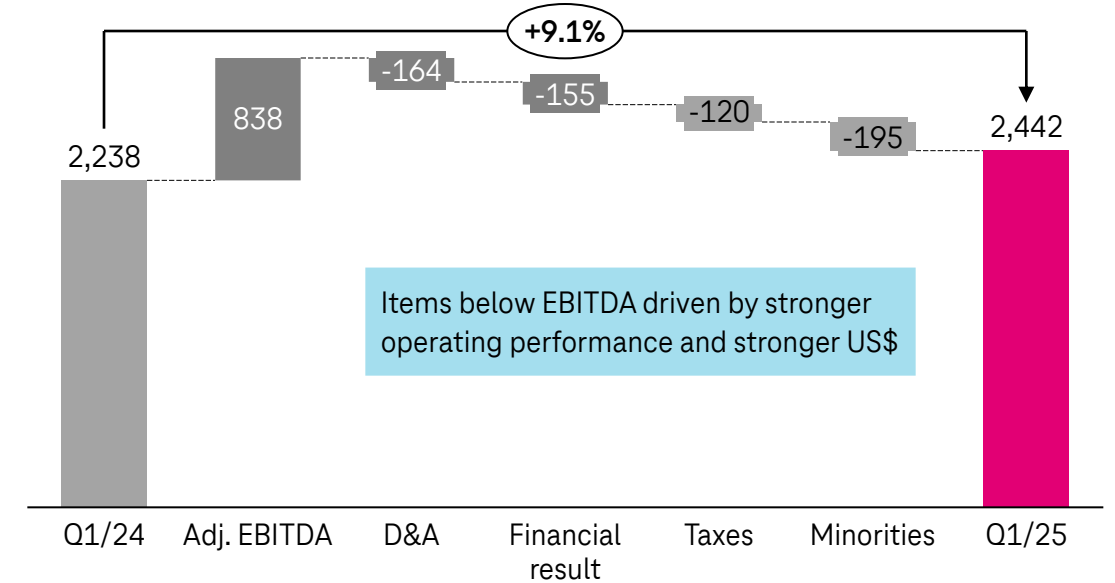
## Free Cash Flow AL<sup>1</sup>

€ mn



## Adj. net profit

€ mn



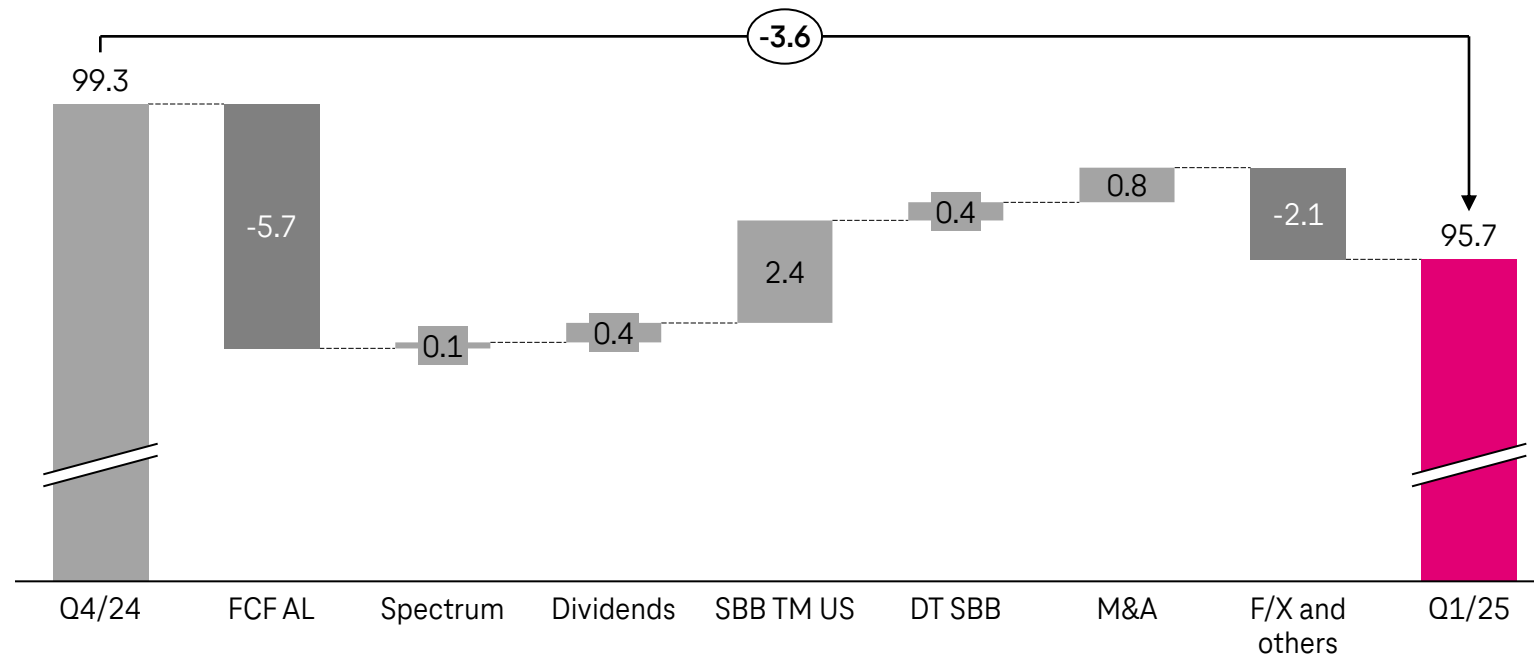
<sup>1</sup> Free cash flow and FCF AL before dividend payments and spectrum investment. <sup>2</sup> Spectrum: Q1/25: €137 mn, Q1/24: €57 mn.

# Net debt

leverage back in corridor due to strong FCF and f/x

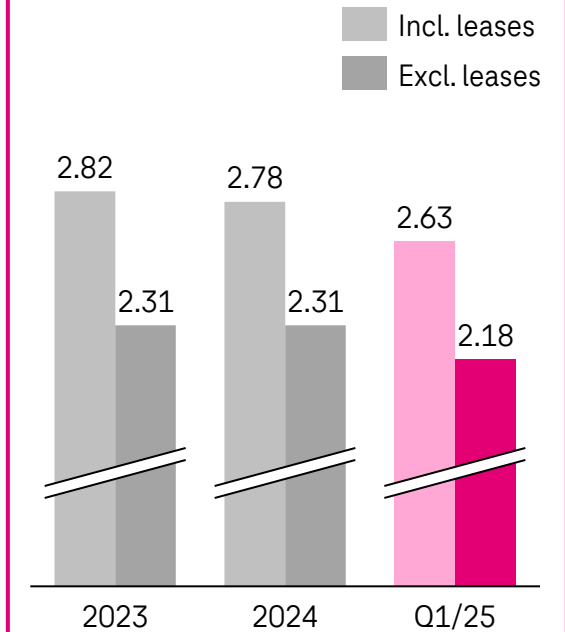
## Net debt excl. leases (AL)

€ bn



## Leverage ratios

X





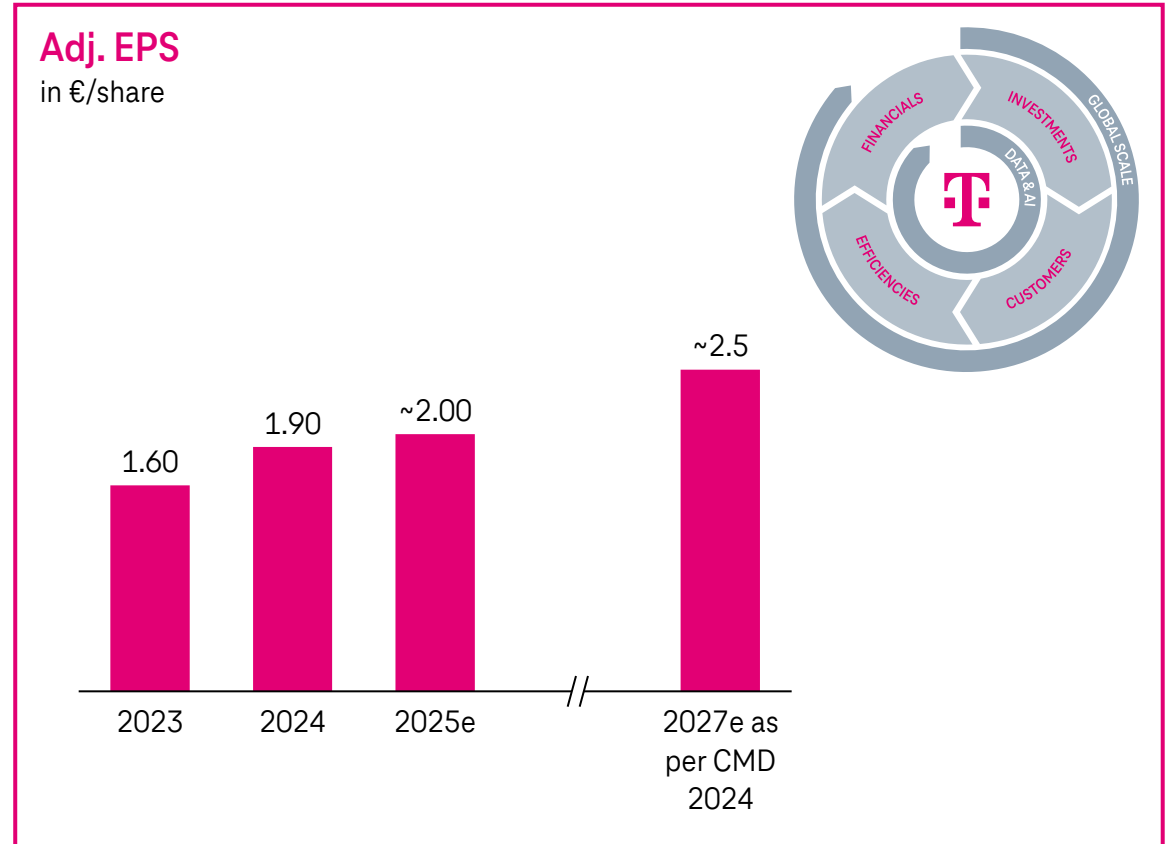
# **Q1 2025 results**

## Main takeaways

# Q1/25 Key messages

## consistent reliable growth

- Overall, a solid start into the year
- Disciplined execution in competitive markets
- Strong progress with networks and A.I.-powered digitization
- On track for FY25 and CMD 2023–27 guidance in all operations
- Stake in TMUS at 51.8%; DT buyback ongoing



<sup>1</sup> Subject to necessary approvals.

# **Q1 2025 results**

## Appendix

# Organic growth rates

In %

	Q1/25 over Q1/24	FY/24 over FY/23
Group revenues	+3.8	+3.3
Group service revenue	+3.5	+3.7
Service revenue DT ex US	+2.5	+2.9
Group Adj. EBITDA AL	+5.3	+6.0
Adj. EBITDA AL DT ex US	+3.8	+3.3
Group Core adj. EBITDA AL <sup>1</sup>	+5.6	+6.5

<sup>1</sup> Adj. EBITDA AL excl. TMUS handset leases.

In this presentation the Group in FY/23 is presented in accordance with the management view: certain key performance indicators like revenue and adj. EBITDA AL are presented as if Group Development still would be fully consolidated. This view is different to the consolidated financial statements of DT where Group Development is treated as a discontinued operation. For more details, please refer to the back-up to this presentation, respectively the interim report of DT, both available at [www.telekom.com/en/investor-relations](http://www.telekom.com/en/investor-relations).

# FCF AL excl. US<sup>1</sup>

## well on track for FY guidance

€ bn

	Q1 2024	Q1 2025
<b>Adj. EBITDA</b>	<b>3.9</b>	<b>4.0</b>
Leasing opex	-0.4	-0.3
<b>Adj. EBITDA AL</b>	<b>3.5</b>	<b>3.7</b>
Cash Capex	-2.2	-2.0
Proceeds from sale of fixed assets	+0.0	+0.0
Special Factors Cash	-0.3	-0.3
Interest ex leasing	-0.2	-0.3
Cash Taxes	-0.3	-0.1
Other (working capital etc.)	+0.1	+0.5
<b>FCF AL</b>	<b>0.6</b>	<b>1.4</b>

<sup>1</sup> Includes cash returns related to tower transaction. Excludes TMUS dividend receipts.

# Guidance 2025

## new guidance compared to consensus

€ bn

	Guidance 2025 in € @ 1.08	Guidance 2025 in € @ 1.08 (Cons. f/x)	Consensus in € @ 1.08
<b>Adj. EBITDA AL Group</b>	<b>~45.0</b>	<b>~45.0</b>	<b>45.2</b>
thereof ex US	15.0	15.0	15.1
thereof TMUS	~30.0	~30.0	30.2
<b>FCF AL</b>	<b>~20.0</b>	<b>~20.0</b>	<b>20.2</b>
thereof ex US	3.6 <sup>1</sup>	3.6 <sup>1</sup>	3.6
thereof TMUS	~16.4	~16.4	16.6 <sup>2</sup>
<b>Adj. EPS in €</b>	<b>~2.00</b>		<b>2.02</b>

US GAAP guidance is in line with consensus.

<sup>1</sup> Includes €0.1 bn of cash returns related to tower transaction. <sup>2</sup> Calculated by using the DT pre-results Group consensus of €20,156 bn and subtracting ex US contribution of €3,588.

# Balance sheet

## solid across the board

€ bn

	31/03/2024	30/06/2024	30/09/2024	31/12/2024	31/03/2025
Balance sheet total	295.2	296.0	288.6	304.9	305.0
Shareholders' equity	93.2	92.4	92.4	98.6	97.8
Net debt excl. leases (AL)	94.5	97.1	92.5	99.3	95.7
Net debt excl. leases (AL)/adj. EBITDA AL <sup>1</sup>	2.30	2.32	2.18	2.31	2.18
Net debt incl. leases (IFRS 16)	133.1	135.1	128.7	137.3	131.9
Net debt incl. leases IFRS 16/adj. EBITDA <sup>1</sup>	2.81	2.81	2.64	2.78	2.63
Equity ratio	31.6%	31.2%	32.0%	32.3%	32.1%

### Comfort zone ratios

Rating: A-/BBB	●
Leverage ≤ 2.75x Net debt IFRS 16/Adj. EBITDA	●
25 – 35% equity ratio	●
Liquidity reserve covers redemptions of the next 24 months	●

### Current rating

Fitch:	<b>BBB+</b>	stable outlook
Moody's:	<b>Baa1</b>	positive outlook
S&P:	<b>BBB+</b>	stable outlook

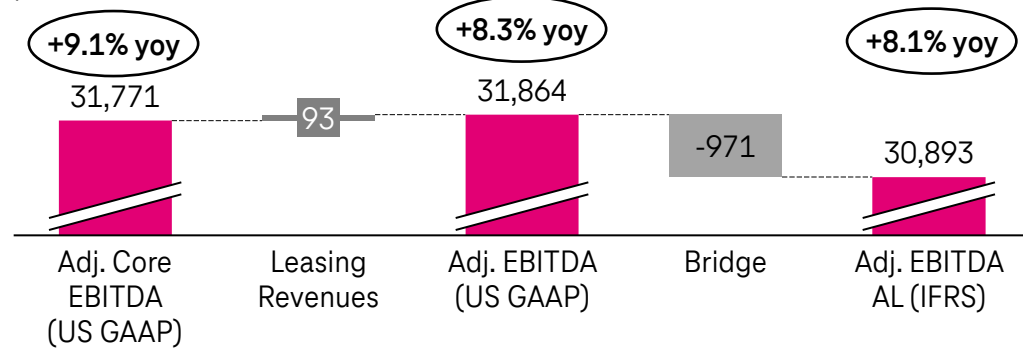
<sup>1</sup> Ratios for the interim quarters calculated on the basis of previous 4 quarters.

# TMUS

## EBITDA reconciliation

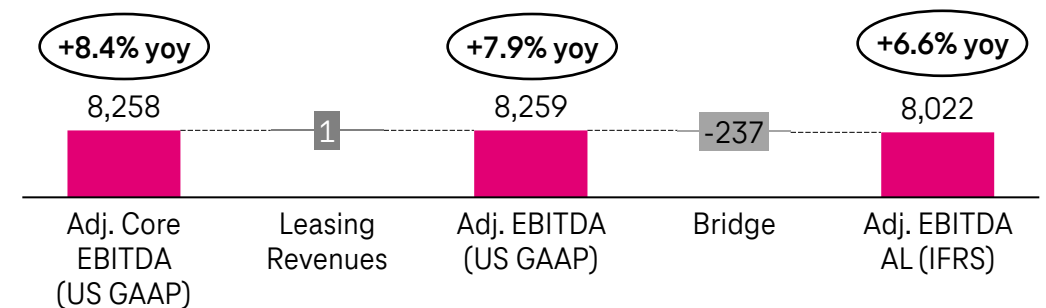
**FY/24**

US\$ mn



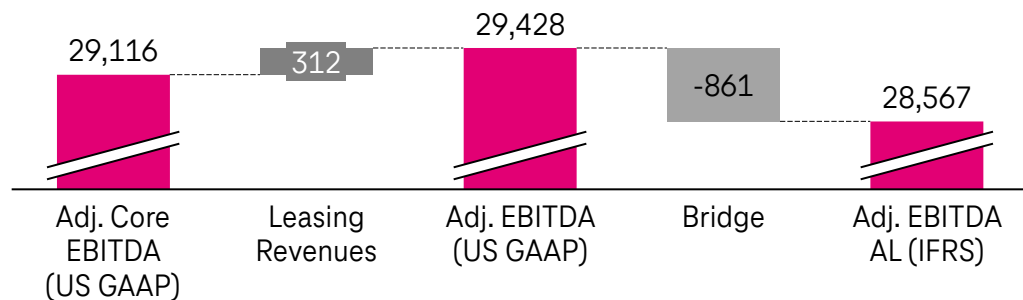
**Q1/25**

US\$ mn



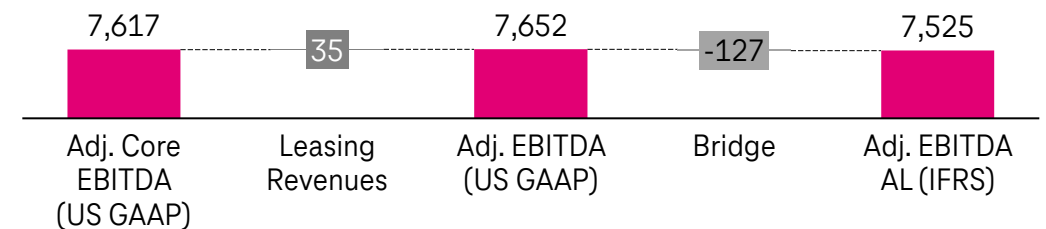
**FY/23**

US\$ mn



**Q1/24**

US\$ mn



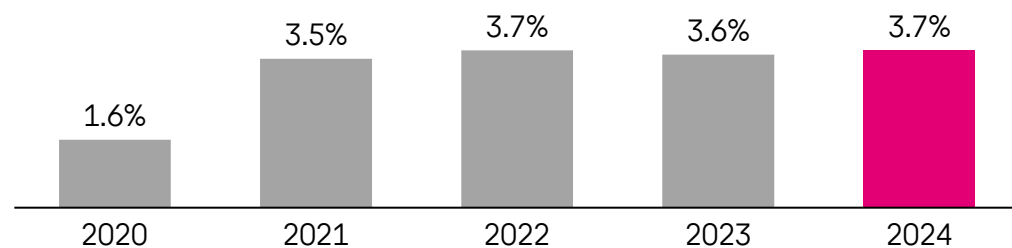


# DT Group

consistent financial growth over the last 5 years

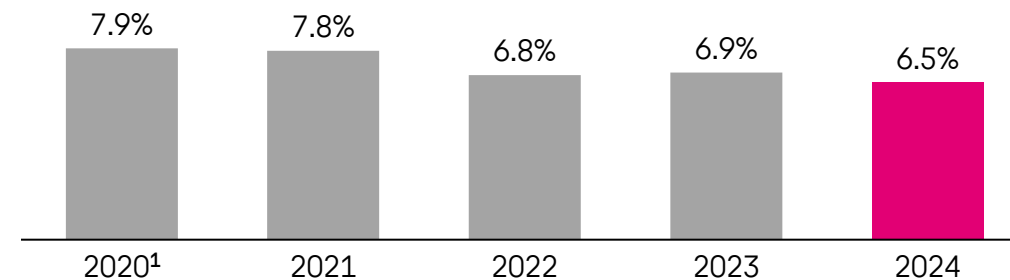
## Service revenue growth (organic)

in % yoy



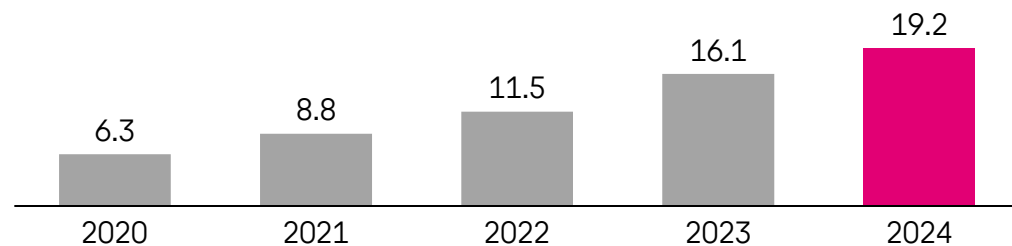
## Adj. Core EBITDA growth (organic)

in % yoy



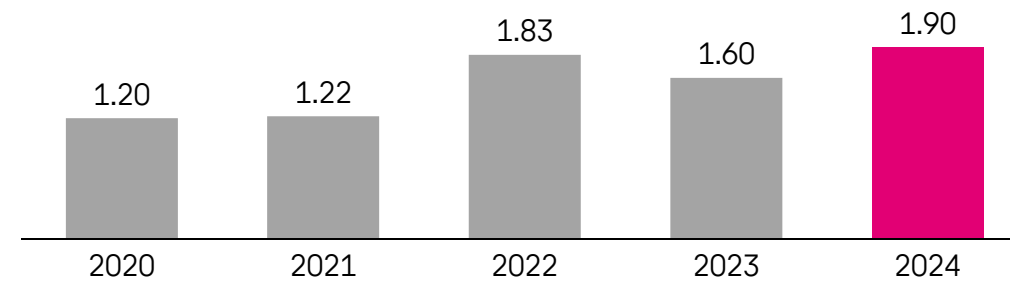
## FCF AL

€ bn



## Adj. EPS

€



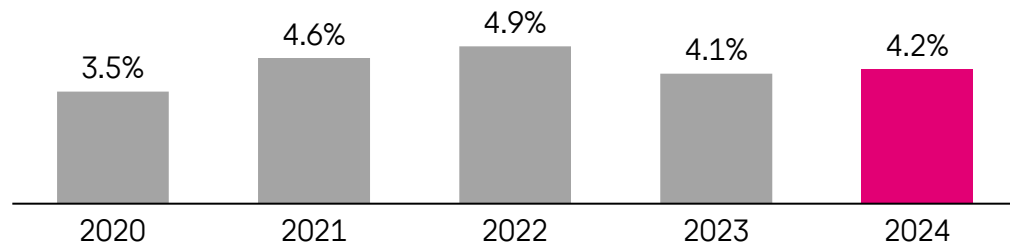
2020: Adj. EBITDA AL

# DT Group ex US & TMUS financials

## growth on both sides of the Atlantic

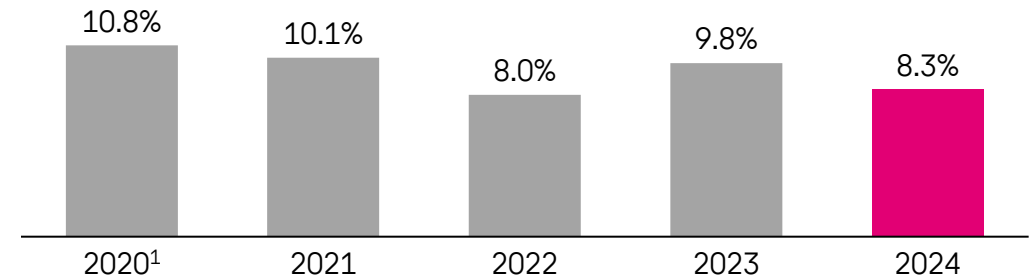
### Organic service revenue growth TMUS

in % yoy



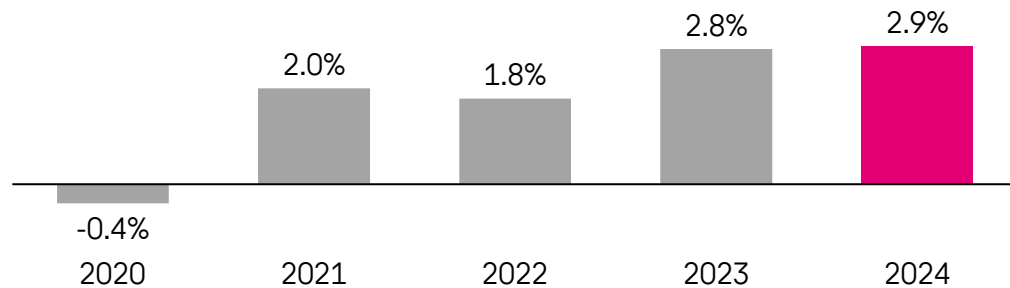
### Organic core adj. EBITDA growth TMUS

in % yoy



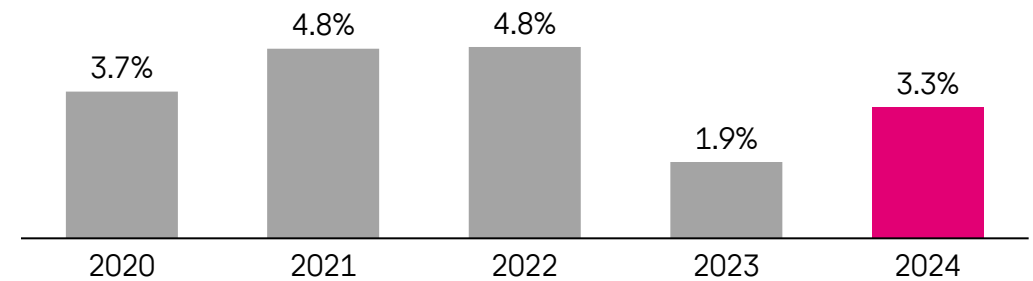
### Organic service revenue growth DT ex US

in % yoy



### Organic adj. EBITDA AL growth DT ex US

in % yoy



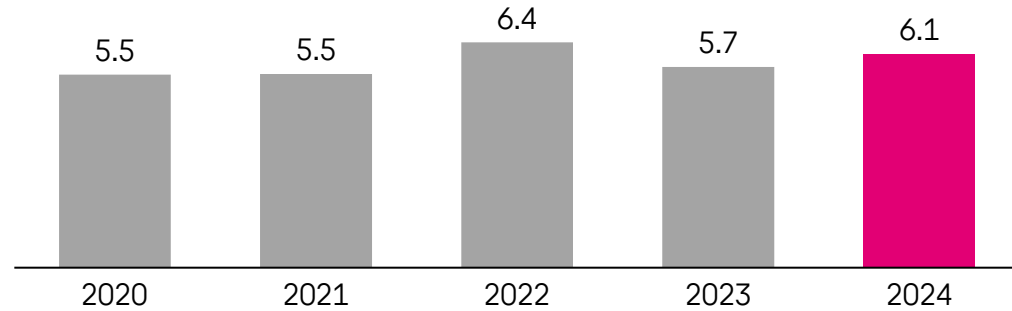
2020: Adj. EBITDA AL

# DT Group

consistent customer growth over the last 5 years

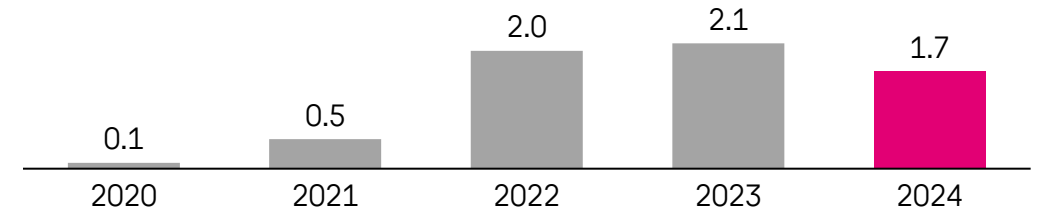
TMUS mobile postpaid net adds

mn



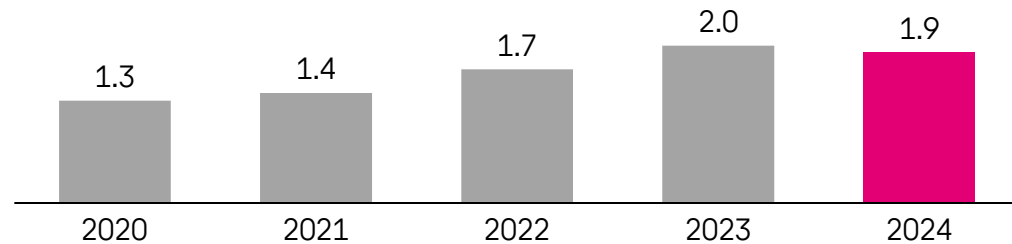
TMUS broadband net adds

mn



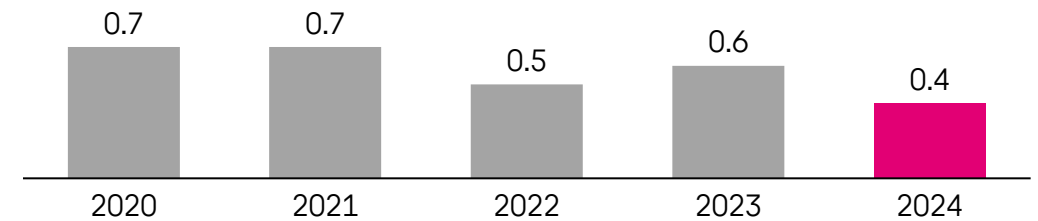
DT ex US mobile postpaid net adds

mn



DT ex US broadband net adds

mn

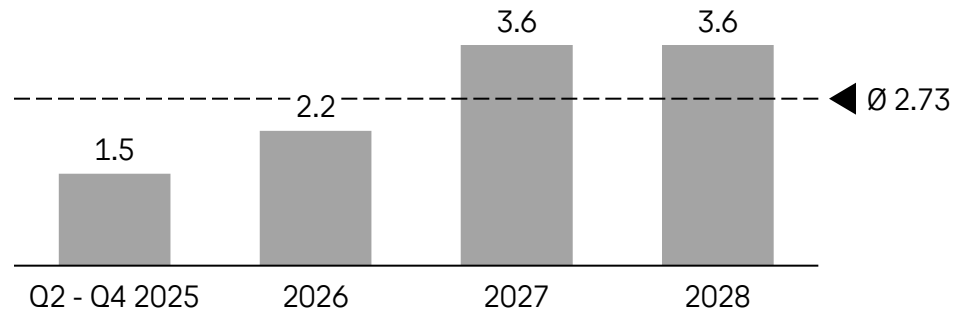


# Financials

## maturity profile covered by strong liquidity reserve

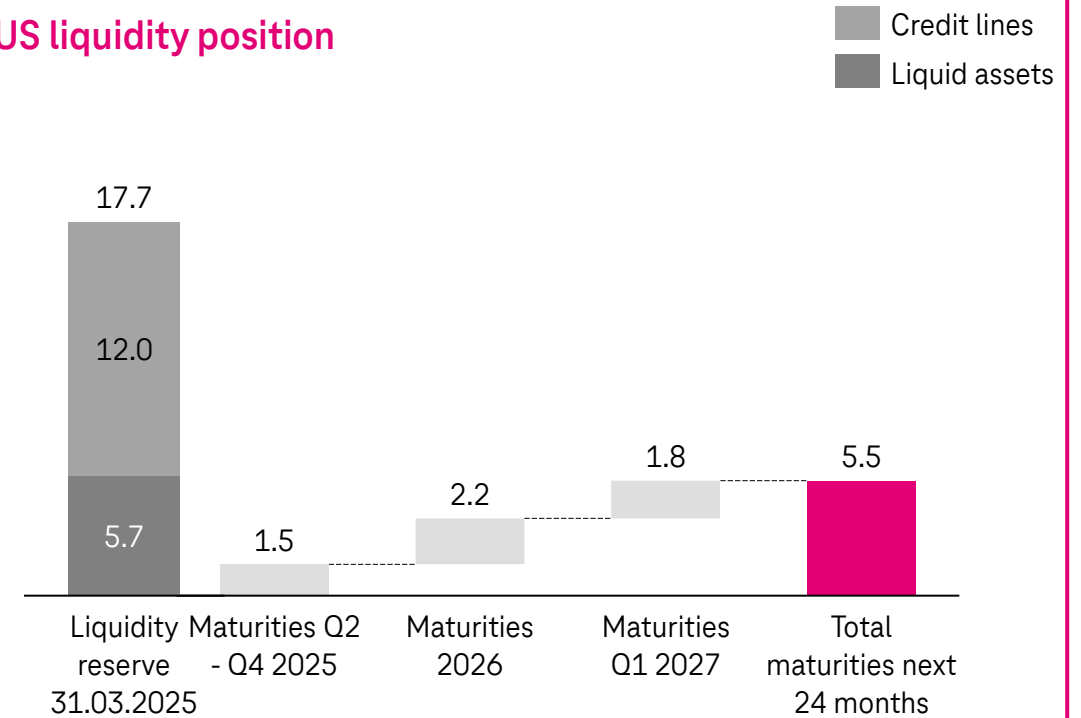
### Ex US debt maturing

€ bn



### Ex US liquidity position

€ bn



- Additional US\$1.5 bn of outstanding TMUS shareholder loans (to be repaid by 2028 at the latest)

# Outlook 2025/26 as per annual report 2024 (1/2)<sup>1</sup>

€ bn

	2024 pro forma	2025e	2026e
<b>Revenue Group</b>	<b>115.9</b>	<b>Increase</b>	<b>Increase</b>
Germany	25.7	Slight increase	Slight increase
US (in US\$)	81.3	Increase	Increase
Europe	12.3	Increase	Increase
Systems Solutions	4.0	Slight increase	Slight increase
<b>Service Revs Group</b>	<b>96.7</b>	<b>Increase</b>	<b>Increase</b>
Germany	22.5	Slight increase	Slight increase
US (in US\$)	66.3	Increase	Increase
Europe	10.2	Increase	Increase
Systems Solutions	3.9	Slight Increase	Slight Increase
<b>Adj. EBITDA AL Group</b>	<b>43.0</b>	<b>~44.9</b>	<b>Strong Increase</b>
Germany	10.5	10.8	Increase
US (in US\$)	30.9	32.3	Strong increase
Europe	4.4	4.6	Increase
Systems Solutions	0.4	0.4	Increase

<sup>1</sup> See annual report 2024 for additional details.

# Outlook 2025/26 as per annual report 2024 (2/2)<sup>1</sup>

€ bn

	2024 pro forma	2025e	2026e
<b>Cash Capex Group</b>	<b>16.0</b>	<b>~17.1</b>	<b>Stable</b>
Germany	4.8	Stable	Slight increase
US (in US\$)	8.9	Increase	Stable
Europe	1.9	Slight increase	Slight increase
Systems Solutions	0.2	Stable	Stable
<b>FCF AL Group</b>	<b>19.2</b>	<b>~19.9</b>	<b>Increase</b>
<b>Adj. EPS in €</b>	<b>1.90</b>	<b>~2.00</b>	<b>Strong increase</b>
<b>Net debt/adj. EBITDA</b>	<b>2.78x</b>	<b>≤2.75x</b>	<b>≤2.75x</b>

<sup>1</sup> See annual report 2024 for additional details.

# Investor + Analyst Webcast with Q&A session

The conference call will be held on **May15 at 14:00 CET**, 13:00 GMT, 08:00 EST, 05:00 PST, 21:00 JST

DT Participants: [Tim Höttges](#) (CEO), [Christian Illek](#) (CFO), [Hannes Wittig](#) (Head of IR)



- Live webcast
- Instant replay
- Available on all devices

- Detailed time stamps in video description for slides + Q&A:

Presentation	
🔔	Tim Höttges (CEO): Group results + guidance
0:01:11	Welcome
0:01:22	Overview (p#4)
0:03:34	Financials reported: strong growth (p#5)
0:04:30	Financials organic: strong growth (p#6)



<https://dtag-public.webex.com/dtag-public-de/j.php?MTID=md957601b4dde5a657446898331bebb32>

Password: Q1RESULTS

To ask a question, click the “lift hand” function. If you would like to cancel your question, click it again.



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US +1-650-215-5226

Meeting-ID: 2734 040 3850

To ask a question, press “star 3”. If you would like to cancel your question, press “star 3” again.

# Further questions

please contact the IR department



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[investor.relations@telekom.de](mailto:investor.relations@telekom.de)

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