

SELECTED FINANCIAL DATA OF THE GROUP

billions of €

		Change compared to prior year (%)	2017	2016	2015	2014	2013	2012	2011	2010
REVENUE AND EARNINGS										
Net revenue		2.5	74.9	73.1	69.2	62.7	60.1	58.2	58.7	62.4
Of which: domestic	%	(0.9)	32.8	33.7	36.2	39.9	42.2	44.3	44.9	43.7
Of which: international	%	0.9	67.2	66.3	63.8	60.1	57.8	55.7	55.1	56.3
Profit (loss) from operations (EBIT)		2.4	9.4	9.2	7.0	7.2	4.9	(4.0)	5.6	5.5
Net profit (loss)		29.4	3.5	2.7	3.3	2.9	0.9	(5.4)	0.5	1.7
Net profit (loss) (adjusted for special factors)		46.8	6.0	4.1	4.1	2.4	2.8	2.5	2.9	3.4
EBITDA		6.3	24.0	22.5	18.4	17.8	15.8	18.0	20.0	17.3
EBITDA (adjusted for special factors)		3.8	22.2	21.4	19.9	17.6	17.4	18.0	18.7	19.5
EBITDA margin (adjusted for special factors)	%	0.4	29.7	29.3	28.8	28.0	28.9	30.9	31.8	31.2
PROFITABILITY										
ROCE	%	0.1	5.8	5.7	4.8	5.5	3.8	(2.4)	3.8	3.5
STATEMENT OF FINANCIAL POSITION										
Total assets		(4.8)	141.3	148.5	143.9	129.4	118.1	107.9	122.5	127.8
Shareholders' equity		9.3	42.5	38.8	38.2	34.1	32.1	30.5	40.0	43.0
Equity ratio	%	3.8	30.0	26.2	26.5	26.3	27.1	28.3	32.7	33.7
Net debt		1.7	50.8	50.0	47.6	42.5	39.1	36.9	40.1	42.3
Relative debt (Net debt/EBITDA (adjusted for special factors))	n. a.		2.3	2.3	2.4	2.4	2.2	2.1	2.1	2.2
CASH FLOWS										
Net cash from operating activities		10.7	17.2	15.5	15.0	13.4	13.0	13.6	16.2	14.7
Cash capex		(42.9)	(19.5)	(13.6)	(14.6)	(11.8)	(11.1)	(8.4)	(8.4)	(9.9)
Free cash flow (before dividend payments, spectrum investment) ^a		11.3	5.5	4.9	4.5	4.1	4.6	6.2	6.4	6.5
Net cash used in investing activities		(23.6)	(16.8)	(13.6)	(15.0)	(10.8)	(9.9)	(6.7)	(9.3)	(10.7)
Net cash (used in) from financing activities		n.a.	(4.6)	(1.3)	(0.9)	(3.4)	1.0	(6.6)	(6.0)	(6.4)
EMPLOYEES										
Average number of employees (full-time equivalents, without trainees)	thousands	(1.9)	216	221	226	228	230	232	240	252
Revenue per employee	thousands of €	4.5	346.2	331.4	305.9	274.5	261.8	250.4	244.0	247.2
T-SHARE - KEY FIGURES										
Earnings per share (basic and diluted)	€	27.6	0.74	0.58	0.71	0.65	0.21	(1.24)	0.13	0.39
Dividend per share ^b	€	8.3	0.65	0.60	0.55	0.50	0.50	0.70	0.70	0.70
Total dividend ^c	billions of €	10.3	3.1	2.8	2.5	2.3	2.2	3.0	3.0	3.0
Total number of ordinary shares at the reporting date ^d	millions	1.8	4,761	4,677	4,607	4,536	4,451	4,321	4,321	4,321

Calculated on the basis of millions for greater precision. Changes to percentages expressed as percentage points.

^a And before PTC and AT&T transactions and compensation payments for MetroPCS employees.

^b Subject to approval by the relevant bodies and the fulfillment of other legal requirements.

^c Subject to approval by the 2018 shareholders' meeting concerning the dividend payments for the 2017 financial year. For more detailed explanations, please refer to Note 29 "Dividend per share" in the notes to the consolidated financial statements, page 217.

^d Including treasury shares held by Deutsche Telekom AG.

millions

		Change compared to prior year (%)	2017	2016	2015	2014	2013	2012	2011	2010
NUMBER OF FIXED-NETWORK AND MOBILE CUSTOMERS										
Mobile customers		2.1	168.4	165.0	156.4	150.5	142.5	127.8	125.1	124.6
Fixed-network lines		(2.1)	27.9	28.5	29.0	29.8	30.8	32.1	34.7	36.0
Broadband lines ^a		2.7	19.0	18.5	17.8	17.4	17.1	16.9	16.9	16.4

^a Excluding wholesale.

The key parameters used by Deutsche Telekom are defined in the section "Management of the Group," page 38 et seq.

The figures shown in this report were rounded in accordance with standard business rounding principles. As a result, the total indicated may not be equal to the precise sum of the individual figures.

SUSTAINABLE DEVELOPMENT GOALS

In order to successfully tackle global challenges, the member states of the United Nations (UN) adopted the 2030 Agenda for Sustainable Development at their General Assembly in September 2015. The aim is to enable economic development and prosperity – in line with social justice and taking account of the ecological limits of global growth. The Agenda applies equally to all nations of the world: All emerging and developing economies as well as industrial nations must play their part.

The core of the 2030 Agenda comprises 17 sustainable development goals (SDGs), which officially came into force in January 2016. They cover all three dimensions of sustainable development – the social, environmental and economic dimension – for the first time. In particular, it seeks to reduce poverty and hunger, promote healthcare and education, enable equality, protect the environment and climate, and make consumption increasingly sustainable. Each goal comprises specific targets. Implementing the ambitious SDGs will require everyone to work together: policy makers, civil society, and business. As such, companies are also called upon to make concrete contributions with respect to their business activities.

We are answering this call. Many of our products, services, and activities already allow us to make such a contribution. As a responsible employer (SDG 8), we set great store by employee participation and a working environment that is fair and respectful; we encourage diversity and support our employees on their journey toward the digital working world. By building out our broadband network, we are making an active contribution to creating and expanding high-quality infrastructure, and promoting innovation (SDG 9). With our smart home solutions, for example, our customers can better monitor, manage, and reduce their energy consumption (SDG 13); our broadband roll-out enables many people to get access to digital education media (SDG 4), and our services in the area of e-health improve medical care (SDG 3). Products and solutions such as the cloud can help consumers and business customers save energy and other resources (SDG 12, 13). Our solutions for smart cities are another area in which we are having a positive impact on society (SDG 11). In this Annual Report, we meet our responsibility to transparently communicate our contributions to the SDGs.

To clearly highlight the contribution our products, services and activities make towards the individual sustainability development goals, we have marked the relevant passages of the following pages with the respective SDG symbol.

1 NO POVERTY



2 ZERO HUNGER



3 GOOD HEALTH AND WELL-BEING



4 QUALITY EDUCATION



5 GENDER EQUALITY



6 CLEAN WATER AND SANITATION



7 AFFORDABLE AND CLEAN ENERGY



8 DECENT WORK AND ECONOMIC GROWTH



9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



10 REDUCED INEQUALITIES



11 SUSTAINABLE CITIES AND COMMUNITIES



12 RESPONSIBLE CONSUMPTION AND PRODUCTION



13 CLIMATE ACTION



14 LIFE BELOW WATER



15 LIFE ON LAND



16 PEACE, JUSTICE AND STRONG INSTITUTIONS



17 PARTNERSHIPS FOR THE GOALS



SUSTAINABLE DEVELOPMENT GOALS

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	Financial calendar/Contacts

FINANCIAL CALENDAR

February 22, 2018	May 9, 2018	May 17, 2018	May 24/25, 2018
Press conference on the 2017 financial statements and publication of the 2017 Annual Report	Publication of the Interim Group Report as of March 31, 2018	2018 shareholders' meeting	Capital Markets Day 2018
August 9, 2018	November 8, 2018	February 21, 2019	
Publication of the Interim Group Report as of June 30, 2018	Publication of the Interim Group Report as of September 30, 2018	Press conference on the 2018 financial statements and publication of the 2018 Annual Report	

All dates are subject to change.

For more dates, an updated schedule, and information on webcasts, please go to www.telekom.com/financial-calendar

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Further information on Deutsche Telekom
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Our Annual Report is available online at:
www.telekom.com/geschaeftsbericht
www.telekom.com/annualreport

The English version of the Annual Report is a translation
of the German version. The German version is legally
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