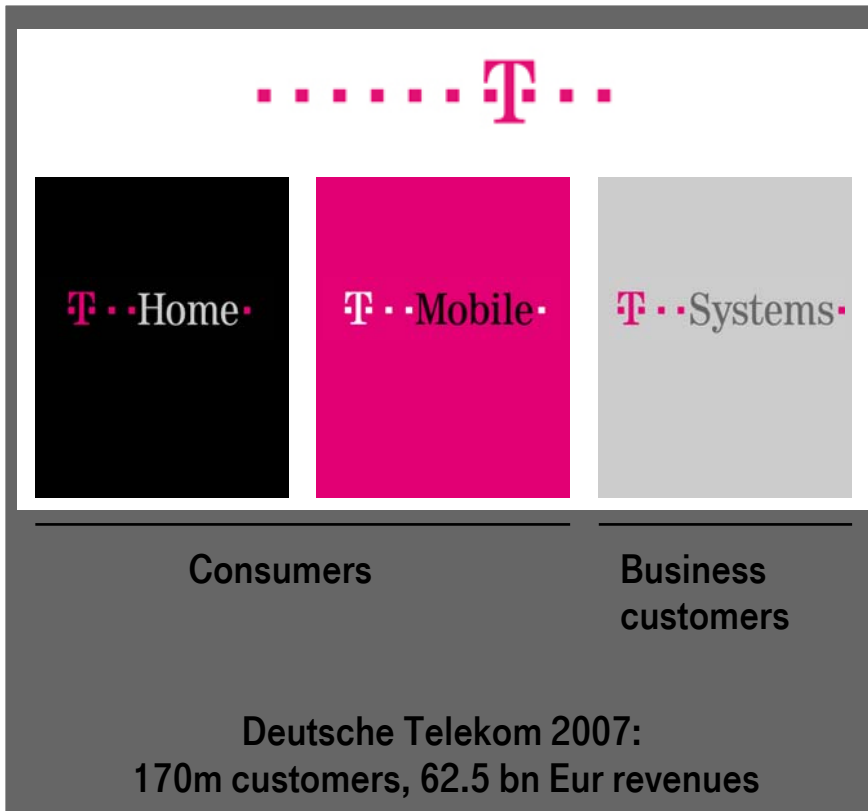




# T-Systems: Deutsche Telekom's Business Customers Division.



...T-Systems is a stand-alone business unit led by a DTAG board member

...providing global IT and TC services to its customers

...12.0 bn Eur revenues in 2007

...55,000+ associates in 23 countries

# T-Systems:

## The European Alternative among the Global ICT Leaders.

# 1 in the German IT services market

# 1 globally in SAP area with > 1,500,000 users under management

# 2 in the European IT services market, Top5 player in CH, A, E, CZ

# 2 Europe-wide for operation of data centers

# 3 globally in IT services for the automotive sector

# 1 in the German telecommunications market

Among the leaders in European TC and global network services

# The Internal Challenge: Leverage our SI Growth and Efficiency Potential.

## Key Strengths

- Industry leading ICT infrastructure services, e.g.
  - Data center outsourcing,...
  - Desktop management,...
  - Global network services / IP
- Delivered as Dynamic Service, with e2e SLAs
- Excellent SI and industry expertise
  - Automotive,
  - Public and
  - Telecommunications sector

## Challenges

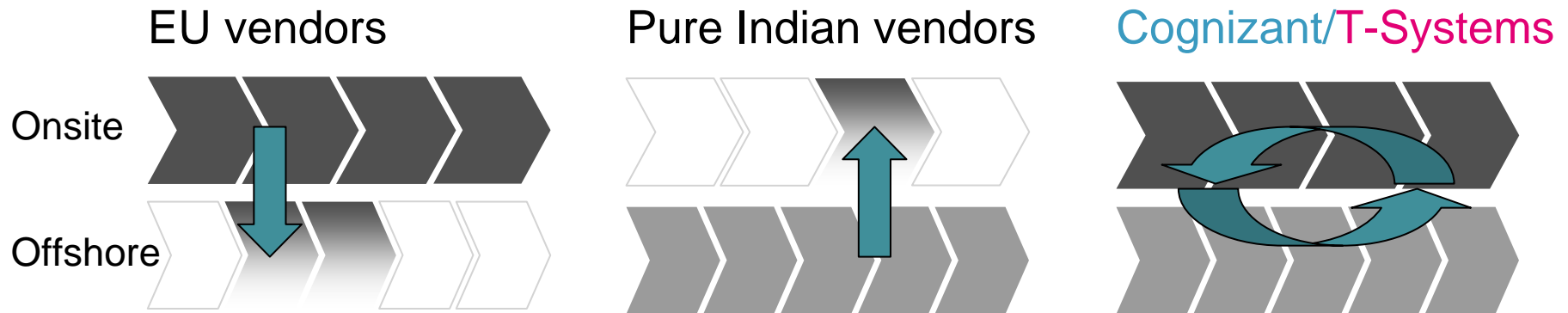
- All platform-driven services
  - Scaled and industrialised
  - Flexible and innovative
  - Highly competitive
  - Core business of DT
- Key challenges for growth in SI before partnership:
  - Additional industry skills
  - Additional global footprint
  - Ramp-up offshore resources
- Partnership discussions in 2007 in order to close strategic gaps

**SI today core  
business of  
DT as  
challenges  
have been  
addressed**



# Our answer: Bridging the Gap for European Clients.

Onsite and offshore capability options in Continental Europe



## Advantages:

- Seamless client relationship
- Bridging “the gap” for European clients: Language / Culture / Legal
- Shields client from delivery location and -issues
- Strong combination of Continental EU and US/Indian DNA and scale

# The Partnership: Strong Complementarity in Facts & Figures.



<b>Geographic Coverage</b>	Strong footprint in North America, UK and India	Continental European Leadership: Top 2 in market, Number 1 in Germany
<b>Talent Management</b>	57,000 associates (thereof 40,000 in Asia)	55,000+ associates
<b>Industry Depth</b>	Leadership in Financial Services, Life Sciences, Healthcare, Information and Media	Leadership in Automotive, Telecommunications, Manufacturing and Public Sector
<b>Services Portfolio</b>	Consulting, Systems Integration and Maintenance, BPO	Information and Communication Technology (ICT): Combining consulting, IT and telecommunications
<b>Client Base</b>	Global 2,000 firms (80% North America), 500+ clients in total	Global 2,000 firms and Public Sector (80% Europe), SME base in GER







Thank you very much.

Cologne, 17 April 2008  
Carsten Rossbach, SVP Corporate Strategy

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