

Telekom B2B Portfolio Strategy

Sourcing Advisors & Analysts Days 2023 //
28th June

Peter Arbitter, SVP B2B Portfolio & BU SD-X

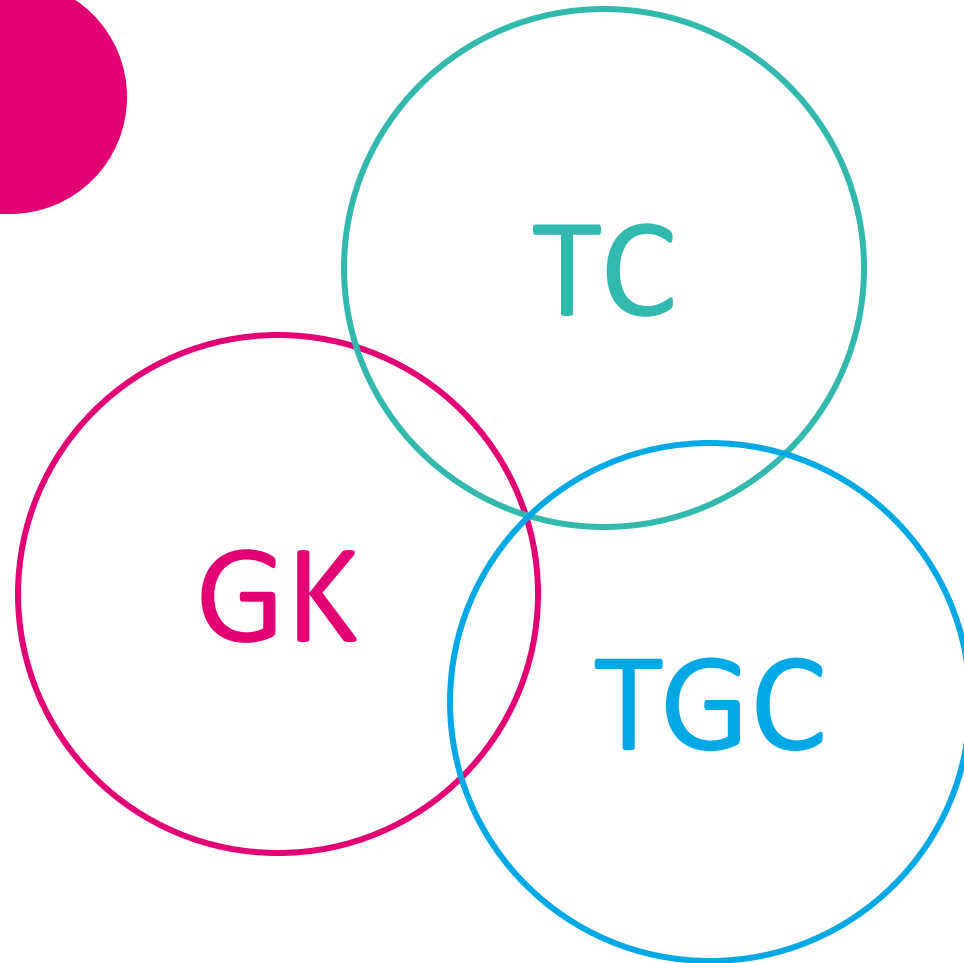




BECOME THE
LEADING DIGITAL TELCO

We took over the TC areas from T-Systems...

BECOMING THE LEADING
B2B TELCO



GO FOR 10 BN

WE HAVE THE POWER TO CREATE
SOMETHING SPECIAL

We are on track to become the leading digital telco

Where we came from...

- Large portfolio gaps
- Reduced investments in R&D
- Declining revenues



... how we faced the challenges

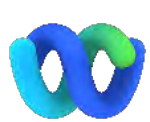
- Investment of several hundred million dollars
- M&A
- (External) hirings
- Skill management
- Uncarrier moves



TO BE A LEADING DIGITAL TELCO,
MAKE UNCARRIER MOVES

MagentaBusiness Collaboration

Market-Leading Collaboration Solutions



Commercial & Deep Technical
Integration

+

=



powered by 

Deutsche Telekom Access & Voice

Company Flex / CSIP G / UCC Cloud SBC



Fixed Mobile
Integration



Full PBX
Functionality



Best
Network



Best
Service



Flexible
Pricing &
Contracts



German
Contract &
Infrastructure



Additional
Telco
Services



Vendor
Independence

Access Layer



Connectivity Plus

What are our
USPs?

zoom | 
powered by 

=

Data privacy

 Microsoft Teams | 
powered by 

=

Native mobile
integration

Global Premium Internet Backbone



- We embrace the internet instead of fighting it
- We are first to market with uCPE on-demand
- We offer a managed Zscaler service with SLA



MagentaBusiness API

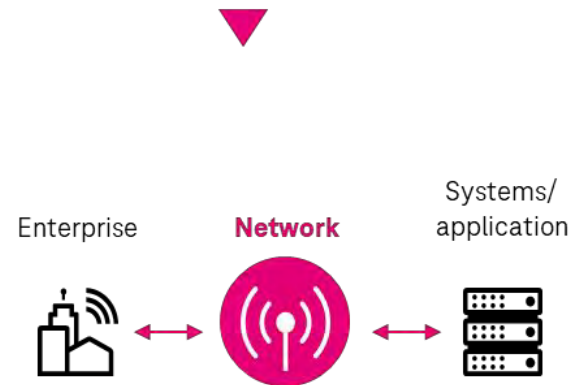
CPaaS ecosystem emerged over the last 10 years



IoT business leverages APIs (horizontal + vertical)



5G Network APIs start with 5G monetization



What are our USPs?

- We offer high-quality communication and connectivity APIs
- We offer exclusive network functionality, TKG and EU data privacy compliant
- We offer APIs as well as Security and SI services



MagentaBusiness API

Sourcing Advisors & Analysts Days 2023 //
Breakout Session, June 29

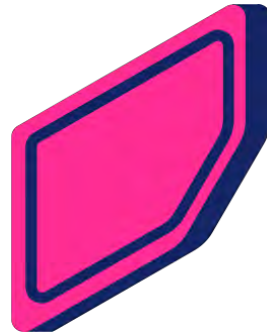
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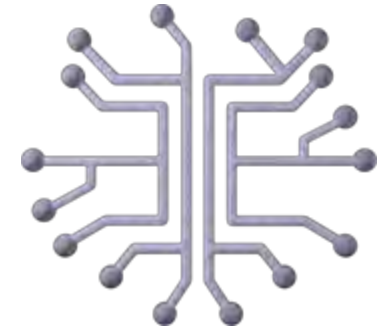
Network APIs leverage telco capabilities



Rate information



SIM-card information



Network information

Telcos hold a lot of data about devices and the network, and this information is being made available to developers via APIs. APIs are simple interfaces that provide access to extract and manage data.

Network APIs on the CAMARA roadmap

Blockchain Public Address

Manage a Blockchain Public address associated to a phone number

Carrier Billing Checkout

Purchase, pay, and follow up on fulfilment of products

Device Identifier

Check the identity of the subscriber's device

Device Location

Check the location of a device.

Device Status

Check the network connection and roaming status of a device

Edge Cloud

Provide and manage network and compute resources for an application

Home Devices QoS

Request prioritization of traffic on a specific device on the home network.

Identity and Consent Mgmt

Provide solutions to capture, store and manage user consent

Number Verification

Allow users to verify the phone number of the connected device

OTP Validation

Offer secure user authentication to service providers

Quality on Demand

Allow users to set mobile connection quality and get notifications

SIM Swap

Allow users to get information on SIM pairing changes

The first 5G network APIs are live and being commercialized...



Quality on demand



Device location



Device status

Until ready for sales, we'll enter the API business with communication APIs



Voice



Video



SMS/MM
S



EMAIL



Social



Verify

Why should we enter the communication APIs & NW APIs market?



Customer needs

Developers and businesses are used to working with APIs to enhance their applications, products and services

Companies want to improve their agility and flexibility by quickly respond to changing business requirements

Companies are using new communication channels and asking for high-quality connections



DT right to play

Large customer base and close relationship to customers

Large sales & customer service structures

Network and communication are DT's core assets and delivered in outstanding quality



On top revenue

DT can bring value to its customers by partnering with CPaaS players

Network APIs is an emerging business with high potential

The combination of core business with ICT offerings and SI capabilities is a differentiator in the market

Where do we want to go?

Our ecosystem play

Wholesale business with all players
in ecosystem



Additional potential from B2B retail collaboration
(to be evaluated)



Our differentiation in the market

Consultant & trusted advisor with nationwide sales/service organization

Single source – flexible pricing models

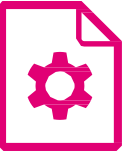
EU GDPR and TKG compliant offering

Complete range of APIs in combination with existing ICT solutions



Commercial strength

Technical strength



Best 5G network – best connectivity

Incumbent with direct termination contracts with major telcos worldwide

Additional security offerings

Software integration competence

A woman with long brown hair is standing in a garden, looking down at a man with a beard who is sitting on a wooden bench. Another man with curly hair is sitting next to him, looking away. In the foreground, a man with glasses and a headset is sitting at a wooden table, looking down at a smartphone. The background is filled with large green plants and a yellow stool.

Any questions
or comments?

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Thank You!

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