



Eckhard Spoerr, Chief Executive Officer

3rd quarter 2005

8th november 2005

1. mobilcom group

2. Mobile service provider

■ Strongest operating 9 month result in mobilcom's history

- Group turnover €1,492m: +5.7% vs. previous year
- EBITDA* € 164.6m: +19.3%
- EBIT* € 123.3m: +39.1%
- Liquid assets € 405.6m: +0.4%
- Equity € 655.2m: = 62,2% of total assets

■ Cellular: strong earnings growth but decline in sales

- Turnover € 995,4m: -6.8%
- EBITDA* € 63,7m: +57.2%
- EBIT* € 52,5m: +143.7%

■ Fixed Line/Internet: Strong sales growth with stable earnings contribution

- Turnover € 509.7m: +48.2%
- EBITDA* € 100.9m: +3.5%
- EBIT* € 70.7m: +5.5%

* adjusted by €18.4m one-off costs (Fixed Line/Internet: €11.7m / Cellular: €6,7m)

[€m]	▼			▼		
	<u>Q3/05</u>	<u>Q3/04¹</u>	<u>Change</u>	<u>Q1-Q3 2005</u>	<u>Q1-Q3 2004¹</u>	<u>Change</u>
Turnover	531.8	477.5	+54.3	1,492.0	1,411.8	+80.2
Gross Profit	133.5	104.7	+28.8	383.8	328.7	+55.1
<i>Margin</i>	25.1%	21.9%	+3.2%	25.7%	23.3%	2.4%
EBITDA	55.7²/37.3	49.8	+5.9	164.6²/146.2	138.0	+26.6
<i>Margin</i>	10.5%²/7.0%	10.4%	+0.1%	11.0%²/9.8%	9.8%	+1.2%
Depreciation	13.1	16.1	-3.0	41.3	49.4	-8.1
EBIT	42.6²/24.2	33.7	+8.9	123.3²/104.9	88.6	+34.7
<i>Margin</i>	8.0%²/4.6%	7.1%	+0.9%	8.3%²/7.0%	6.3%	+2.0%
Result attributable to shareholders of mobilcom AG	16.0	23.1	-7.1	69.6	55.9	+13.7



After adjusting the one-off costs the underlying operational KPI's show strong improvement vs. previous year.

¹ adjusted according to IAS 1 & IFRS 2

² adjusted by €18.4m one-off costs

[€m]

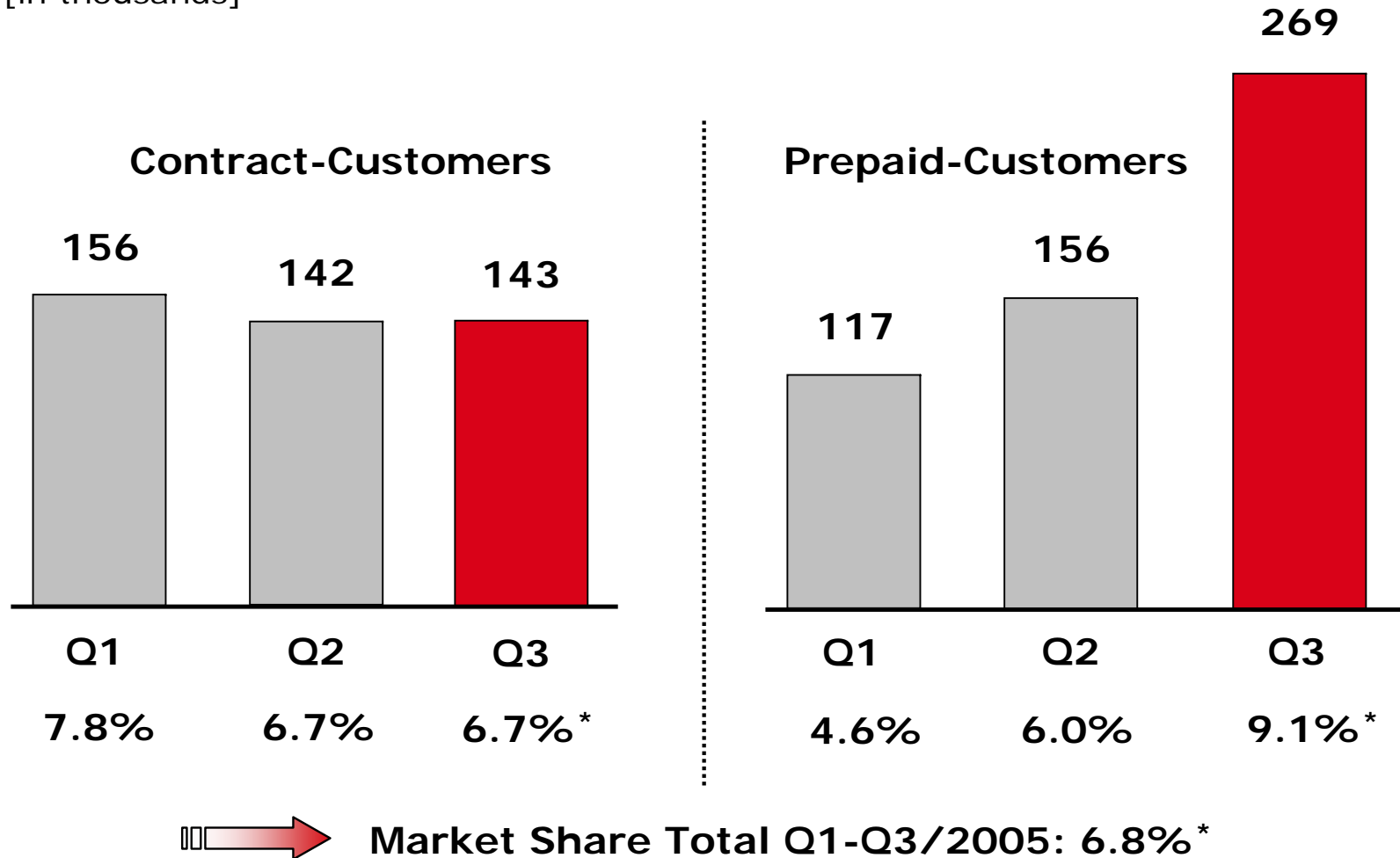
Operating Cashflow	168.2	◀ Cellular freenet.de
Cashflow from investment activity	-79.5	◀ Acquisition of Strato & Talkline ID
Cashflow from financing activity	-50.2	◀ Dividend (15.6) & Share buyback (23.9) & freenet.de dividend (9.4)
Net cash flow	38.5	

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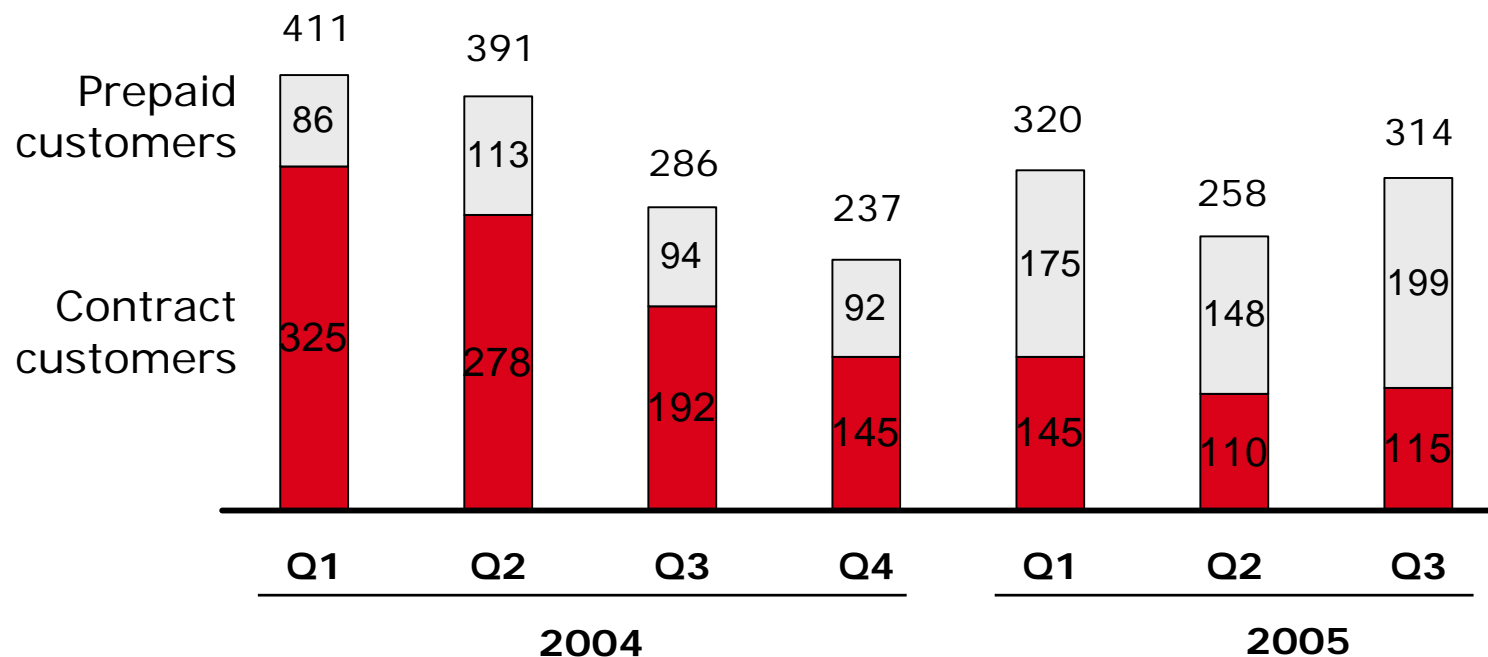
Cellular: new business & market share in the first 9 months 2005 (gross adds)

[in thousands]

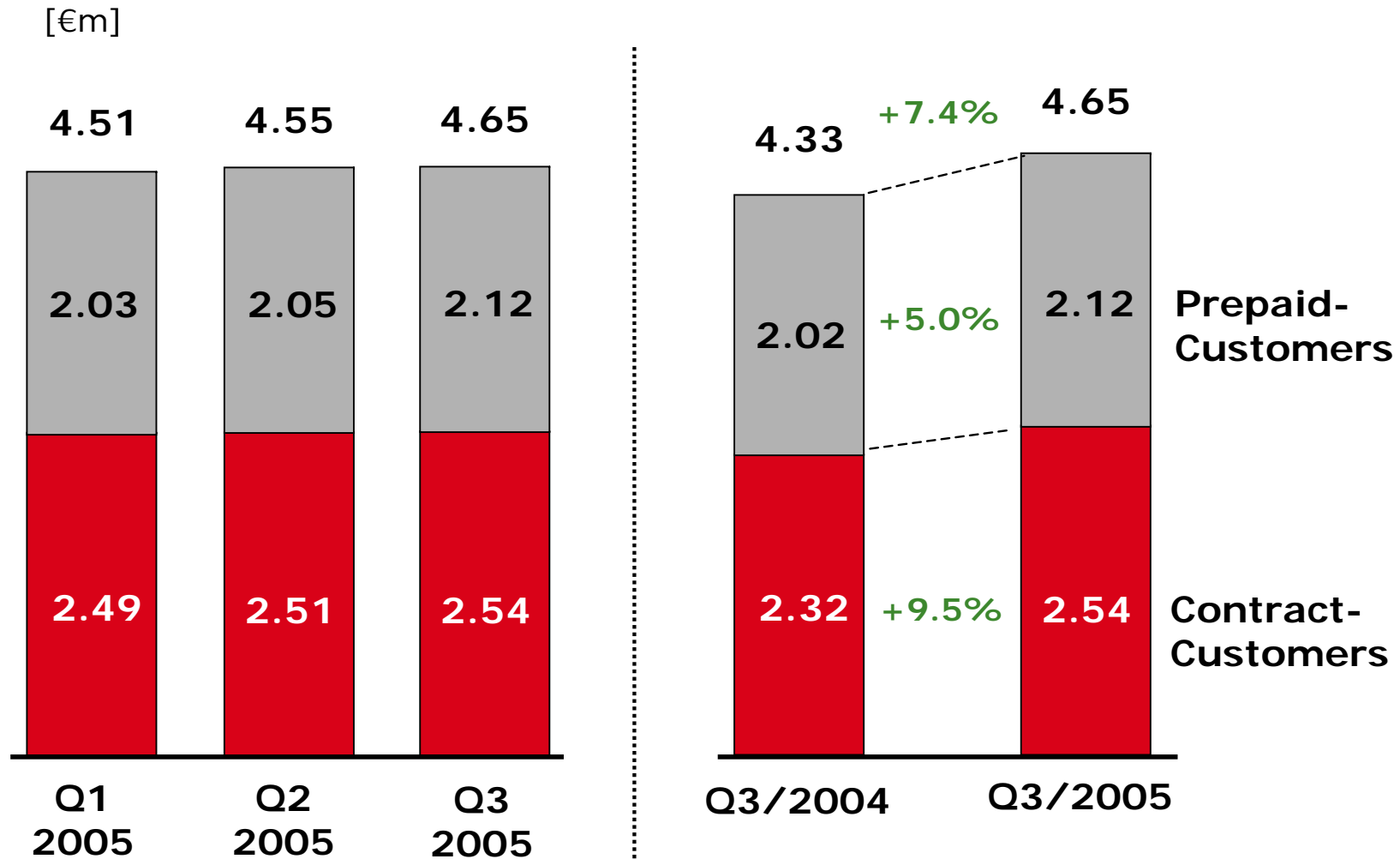


*preliminary, company estimates

[in thousands]

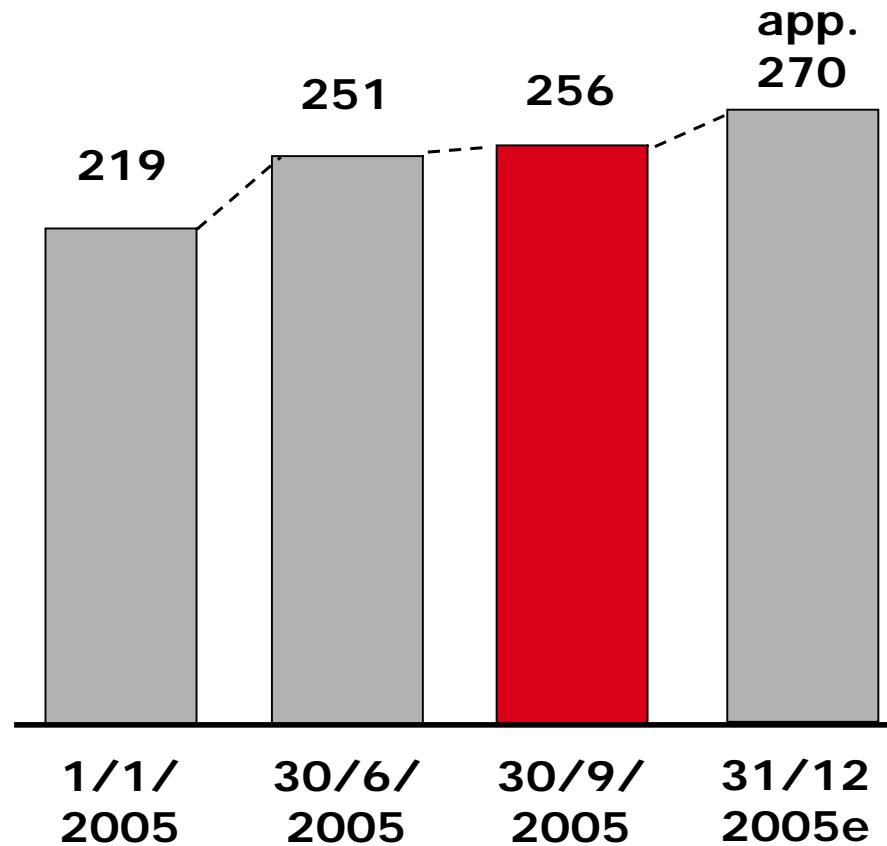


➡ Contract churn down from **192** thsd. in Q3 2004 to **115** thsd. in Q3 2005



Market Share end of Q3 2005: Contract-Customers: 6.8%*
 Prepaid-Customers: 5.5%*

*preliminary, company estimates





- „year end goal 250 shops“ already achieved in H1/2005
- Biggest distribution chain of any network-independent mobile service provider
- Sales volume rising in „captive channel“
- New year end goal: → app. 270 shops

Cellular: **DSL** distribution strengthened significantly since change of₁₁ senior management & successful launch of **klarmobil.de**

- Distribution of DSL products significantly enlarged
 - DSL distribution through mobilcom sales channels boosted
 - Strengthening of mobilcom sales channels and their profitability
 - Promotion of DSL-growth for freenet.de

- Start of  **klarmobil.de**
Echt einfach. Echt günstig.
 - €0.18 24h in all networks, €0.13 per SMS
 - Pure Online-distribution and therefore reduced SAC's
 - 15-20% market potential for „discount-offers“ in Germany

- Start of benchmark between mobilcom and freenet.de in order to identify additional earnings potential in the cellular business

[€m]						
	<u>Q3/05</u>	<u>Q3/04¹</u>	<u>Change</u>	<u>Q1-Q3 2005</u>	<u>Q1-Q3 2004¹</u>	<u>Change</u>
Turnover	350.2	361.9	-11.7	995.4	1,067.7	-72.3
Gross Profit	55.3	46.9	+8.4	154.5	151.0	+3.5
<i>Margin</i>	15.8%	13.0%	+2.8%	15.5%	14.1%	+1.4%
EBITDA	23.2²/16.5	10.3	+12.9	63.7²/57.0	40.5	+23.2
<i>Margin</i>	6.6%²/4.7%	2.8%	+3.8%	6.4%²/5.7%	3.8%	+2.6%
Depreciation	4.0	6.1	-2.1	11.2	19.0	-7.8
EBIT	19.2²/12.5	4.2	+15.0	52.5²/45.8	21.6	+30.9
<i>Margin</i>	5.5%²/3.6%	1.2%	+4.3%	5.3%²/4.6%	2.0%	+3.3%

¹ adjusted according to IAS 1 & IFRS 2

² adjusted by €6.7m one-off costs

[€m]

	<u>Q1-Q3/2005</u>
Cashflow from operating activity	+95.0
- EBITDA ¹	+57.0
- Δ Net Working Capital	+21.2
- Received dividends (from freenet.de AG)	+10.4
- Others (incl. freenet.de aquisition payment)	+6.4
Cashflow from investing activity	-6.5
- Investments	-11.0
- Interest income	+4.5
Cashflow financing activities	-39.6
- Dividend payments	-15.6
- Share repurchase	-23.9
Total	+48.9

¹ Including €6.7m one-offs

**Thank you for your
attention!**

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