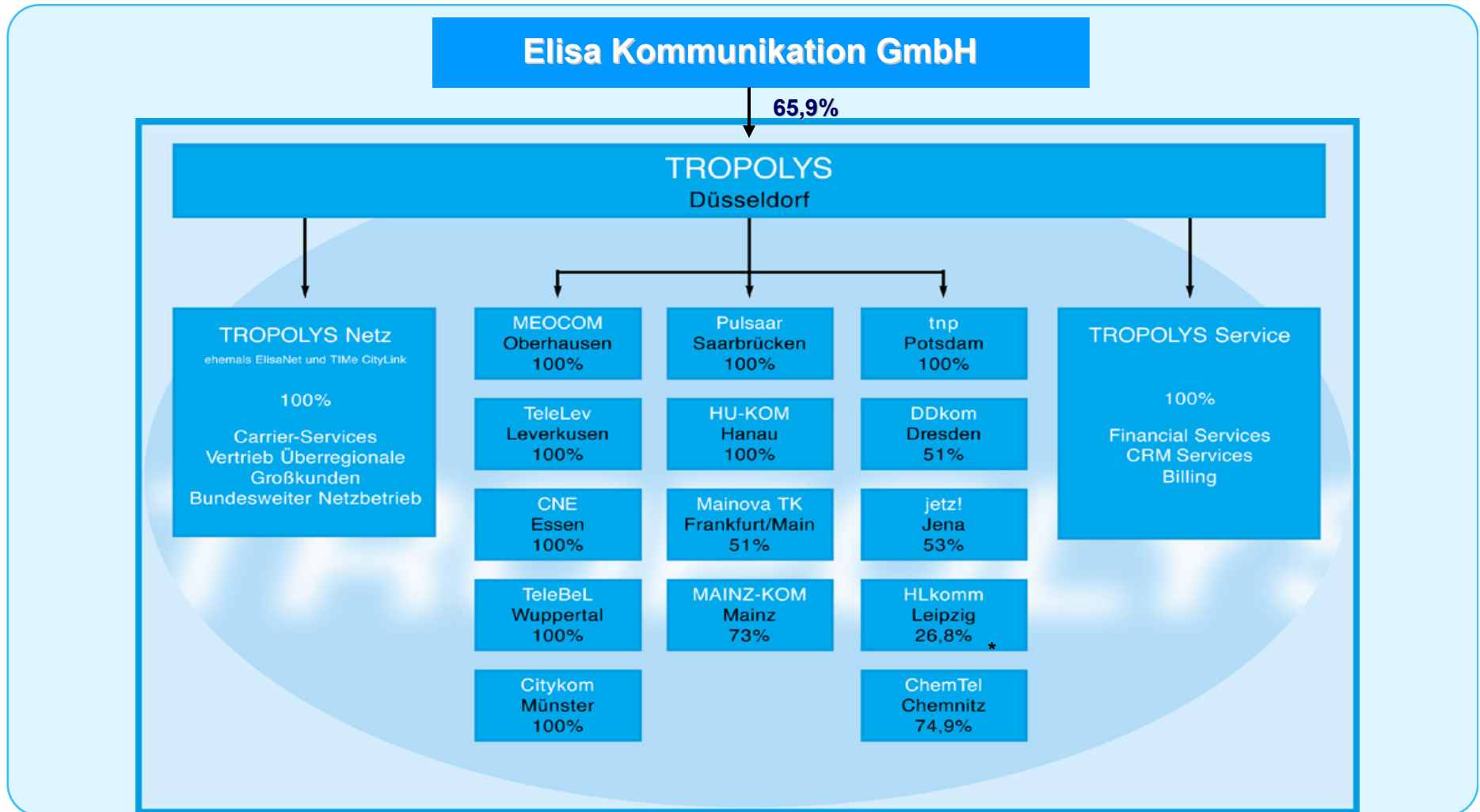




Werner Kühne, CFO of TROPOLYS GmbH

TROPOLYS[®]
Kommunikation wächst zusammen.



**planned as of 2003-01-01*

- ◆ **TROPOLYS is a company group of 14 local telecommunication operators (city carriers) in Saarland, North Rhine Westphalia, in the Rhine Main region and in the Eastern Germany**
- ◆ **The group will be successfully enlarged by a phased consolidation of new carriers**
- ◆ **As a competitor to Deutsche Telekom AG (DTAG) all the TROPOLYS Group companies provide fixed line telecommunication services (voice, broadband, Internet, value added services)**
- ◆ **By possessing state of the art telecommunication infrastructure in their licence areas all the TROPOLYS carriers are able to provide direct (technical) access to end customers**
- ◆ **Main customer segments of the TROPOLYS carriers are municipal organisations and companies, small and medium sized companies (SME), other telecommunication carriers, Internet service providers (ISP) and residential customers**
- ◆ **By a rapid customer growth rate TROPOLYS carriers expand their already solid customer basis at the expense of Deutsche Telekom AG**

◆ Market potential today

- 8,8 Mio. citizens
- 4,4 Mio. households
- 252.000 SME

◆ 640 employees year end 2002

◆ Customers

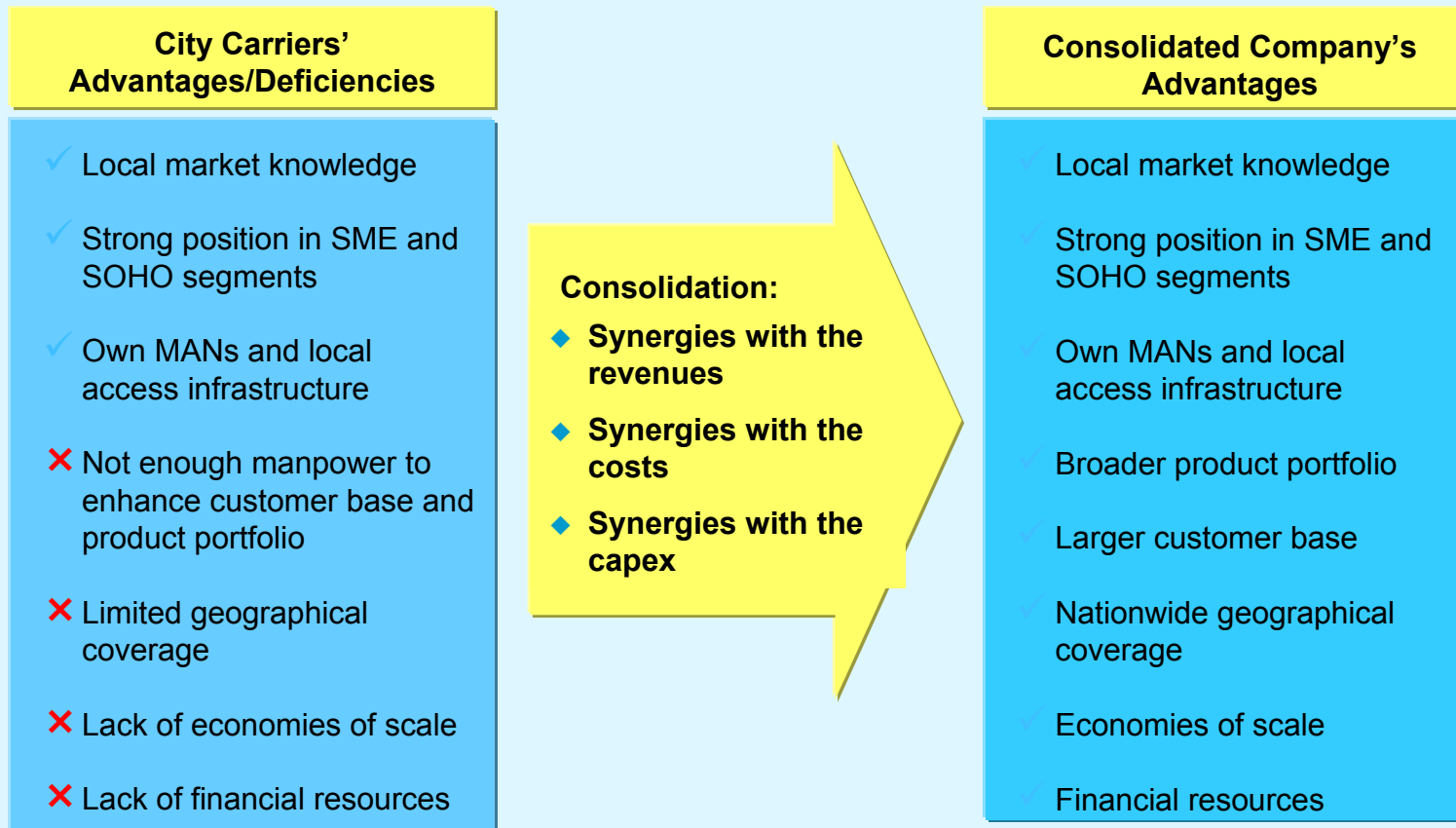
- approx. 13.000 business customers
- strong increase in business customers continues

◆ Network

- approx. 11.000 route kilometres of fibre network
- at present 243 developed main distribution frames of Deutsche Telekom AG

Strategy

- ◆ The consolidation opportunity is to integrate City Carriers to overcome their scale deficiencies while maintaining their inherent strengths



Products Description

- ◆ A dedicated array of products for the SME/corporate customer base

Narrow band services (ISDN / IP)

Product bundle of Voice and Data and accordingly Internet with up to 128 kbit/s

Broadband services (DSL / IP)

High speed data transmission up to 2 Mbit/s

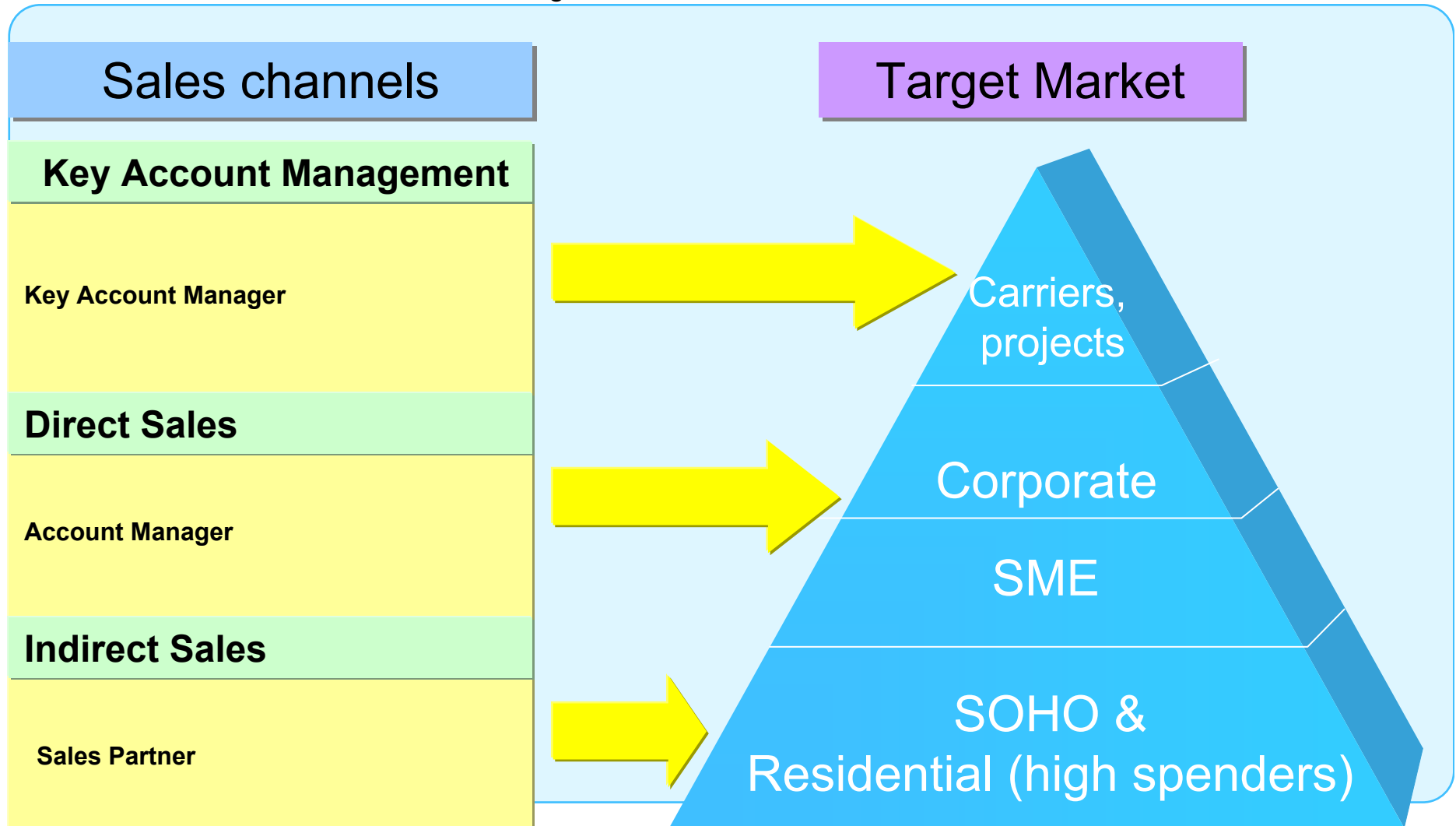
Carrier and ISP products

Provision of broadband products to alternative carriers for "last mile" access to the customer (leased lines with 2 Mbit/s to n*155 Mbit/s, POP's as "carrier hotels")

Advanced services (IN / UMS)

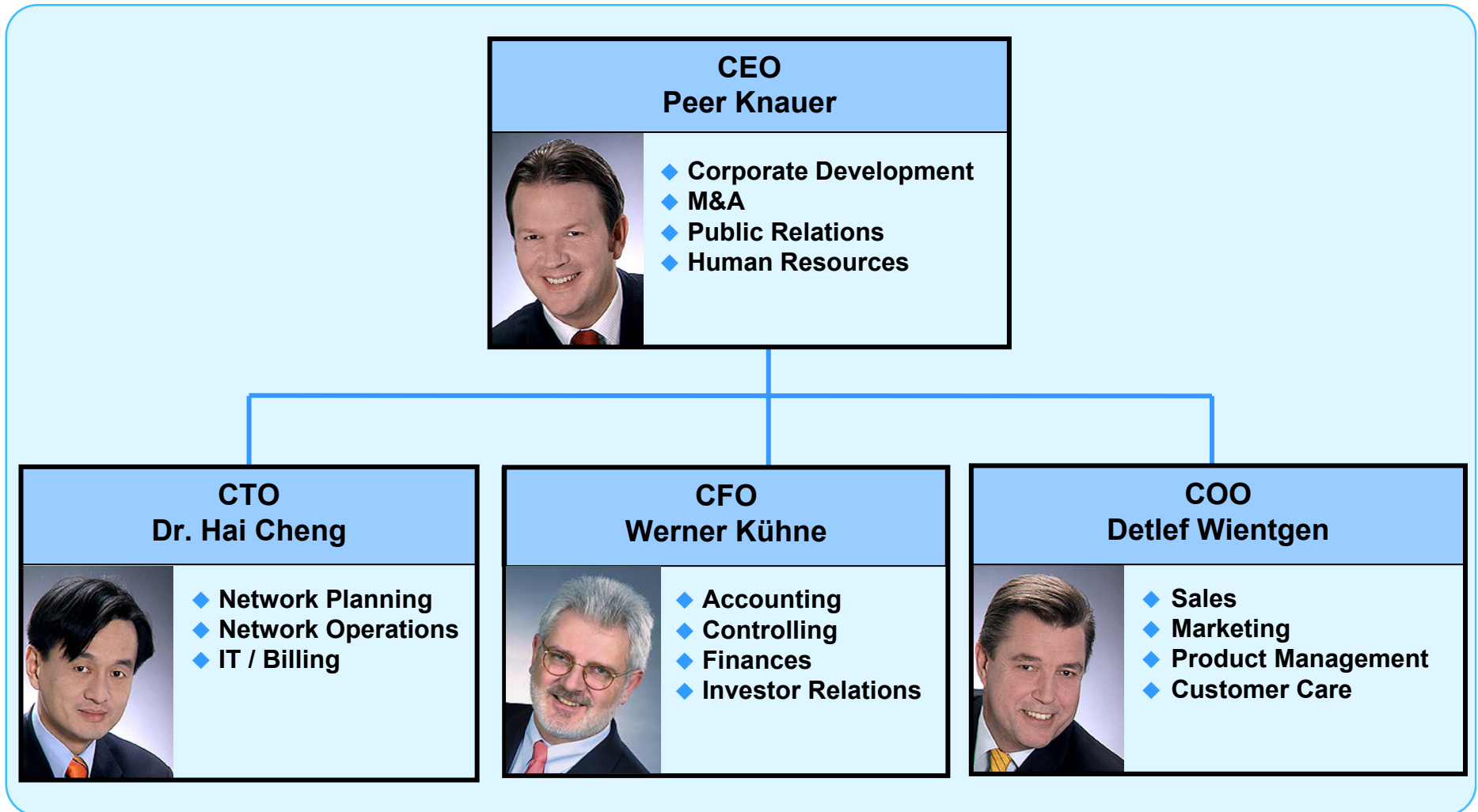
Intelligent mailboxes, free phone, share cost services, unified message services

- ◆ Focused sales channels for each target customer base



Management

TROPOLYS Management Structure



Summary

- ◆ TROPOLYS is one of the largest local access network carriers in Germany
- ◆ TROPOLYS aims to become the leading alternative local access network carrier after Deutsche Telekom AG in its respective regions
- ◆ TROPOLYS has a clear strategy for achieving growth through strategic acquisitions and delivery of high quality products and services
- ◆ TROPOLYS enjoys strong financial and political support from its shareholders