

BACKUP Q1 2015

DEUTSCHE TELEKOM

 Q1 2015

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GROUP

AT A GLANCE I¹

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
GROUP		14.894	15.114	15.648	17.002	62.658	16.842	13,1
Germany		5.483	5.464	5.587	5.723	22.257	5.589	1,9
United States		5.074	5.270	5.554	6.510	22.408	6.905	36,1
Europe		3.125	3.163	3.317	3.367	12.972	3.106	(0,6)
Systems Solutions		2.052	2.187	2.068	2.294	8.601	2.001	(2,5)
Group Headquarters & Group Services		622	610	596	688	2.516	565	(9,2)
Reconciliation		(1.462)	(1.580)	(1.474)	(1.580)	(6.096)	(1.324)	9,4
NET REVENUE								
Germany		5.146	5.138	5.245	5.374	20.903	5.265	2,3
United States		5.073	5.269	5.554	6.509	22.405	6.904	36,1
Europe		3.018	3.074	3.222	3.282	12.596	3.029	0,4
Systems Solutions		1.466	1.459	1.465	1.598	5.988	1.489	1,6
Group Headquarters & Group Services		191	174	162	239	766	155	(18,8)
GROUP		14.894	15.114	15.648	17.002	62.658	16.842	13,1
EBITDA (ADJUSTED FOR SPECIAL FACTORS)								
Germany		2.230	2.256	2.324	2.000	8.810	2.211	(0,9)
United States		844	1.083	1.014	1.355	4.296	1.225	45,1
Europe		1.027	1.098	1.184	1.123	4.432	1.008	(1,9)
Systems Solutions		138	288	197	212	835	154	11,6
Group Headquarters & Group Services		(118)	(160)	(145)	(244)	(667)	(22)	81,4
Reconciliation		0	(136)	1	(2)	(137)	(2)	n.a.
GROUP		4.121	4.429	4.575	4.444	17.569	4.574	11,0
Proportional EBITDA		3.494	3.684	3.838	3.608	14.624	3.820	9,3

¹ As of May 30, 2014, including GTS Central Europe group.

GROUP

AT A GLANCE II¹

	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
EBITDA MARGIN (ADJUSTED FOR SPECIAL FACTORS) (EBITDA / TOTAL REVENUE)							
Germany	40,7	41,3	41,6	34,9	39,6	39,6	(1,1p)
United States	16,6	20,6	18,3	20,8	19,2	17,7	1,1p
Europe	32,9	34,7	35,7	33,4	34,2	32,5	(0,4p)
Systems Solutions	6,7	13,2	9,5	9,2	9,7	7,7	1,0p
Group Headquarters & Group Services	(19,0)	(26,2)	(24,3)	(35,5)	(26,5)	(3,9)	15,1p
GROUP	27,7	29,3	29,2	26,1	28,0	27,2	(0,5p)
CASH CAPEX							
Germany	705	1.018	1.009	1.075	3.807	949	34,6
United States	690	2.397	870	1.115	5.072	2.729	n.a.
Europe	585	422	457	637	2.101	494	(15,6)
Systems Solutions	253	254	319	345	1.171	252	(0,4)
Group Headquarters & Group Services	65	81	94	141	381	96	47,7
Reconciliation	(101)	(226)	(165)	(196)	(688)	(91)	9,9
GROUP	2.197	3.946	2.584	3.117	11.844	4.429	n.a.
- thereof spectrum investment	132	1.749	91	338	2.310	1.899	n.a.
NET PROFIT (LOSS)							
adjusted for special factors	587	636	800	399	2.422	1.036	76,5
as reported	1.817	711	506	(110)	2.924	787	(56,7)
FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM INVESTMENT)	983	1.049	1.125	983	4.140	865	(12,0)
Proportional free cash flow	1.043	958	944	636	3.581	869	(16,7)
NET DEBT	37.964	41.385	41.809	42.500	42.500	46.310	22,0

¹ As of May 30, 2014, including GTS Central Europe group.

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EXCELLENT MARKET POSITION

	Note	Q1	Q2	Q3	Q4	Q1	Change compared to		Change compared to	
		2014	2014	2014	2014	2015	prior quarter		prior year	
		('000)	('000)	('000)	('000)	('000)	abs.	%	abs.	%
BROADBAND RETAIL LINES (END OF PERIOD)	2,3,4,5	17.151	17.222	17.232	17.368	17.484	116	0,7	333	1,9
Germany		12.354	12.361	12.340	12.361	12.437	76	0,6	83	0,7
Europa		4.784	4.849	4.880	4.995	5.038	43	0,9	254	5,3
Greece		1.274	1.308	1.333	1.365	1.392	27	2,0	118	9,3
Romania		1.200	1.200	1.196	1.199	1.192	(7)	(0,6)	(8)	(0,7)
Hungary		867	877	887	922	940	18	2,0	73	8,4
Czech Republic		131	132	132	131	143	12	9,2	12	9,2
Croatia		624	621	617	653	644	(9)	(1,4)	20	3,2
Slovakia		436	440	441	448	454	6	1,3	18	4,1
other		252	272	273	277	272	(5)	(1,8)	20	7,9
FIXED NETWORK LINES (END OF PERIOD)	3,4,5,6	30.485	30.278	29.985	29.790	29.542	(248)	(0,8)	(943)	(3,1)
Germany		21.202	21.034	20.841	20.686	20.555	(131)	(0,6)	(647)	(3,1)
Europa		9.215	9.172	9.073	9.033	8.922	(111)	(1,2)	(293)	(3,2)
Greece		2.702	2.675	2.645	2.624	2.599	(25)	(1,0)	(103)	(3,8)
Romania		2.341	2.308	2.272	2.239	2.189	(50)	(2,2)	(152)	(6,5)
Hungary		1.595	1.611	1.611	1.645	1.644	(1)	(0,1)	49	3,1
Poland		0	0	0	0	12	12	n.a	12	n.a
Czech Republic		130	130	132	131	155	24	18,3	25	19,2
Croatia		1.138	1.114	1.094	1.076	1.052	(24)	(2,2)	(86)	(7,6)
Slovakia		914	908	898	894	875	(19)	(2,1)	(39)	(4,3)
other		396	425	421	423	395	(28)	(6,6)	(1)	(0,3)
MOBILE SUBSCRIBERS (END OF PERIOD)	3,7	145.351	146.873	149.139	150.513	152.401	1.888	1,3	7.050	4,9
Germany		39.145	39.337	39.653	38.989	39.200	211	0,5	55	0,1
United States		49.075	50.545	52.890	55.018	56.836	1.818	3,3	7.761	15,8
Europa		56.615	56.485	56.087	55.992	55.849	(143)	(0,3)	(766)	(1,4)
Greece		7.416	7.398	7.336	7.280	7.308	28	0,4	(108)	(1,5)
Romania		6.080	6.046	5.945	6.047	6.008	(39)	(0,6)	(72)	(1,2)
Hungary		4.878	4.898	4.933	4.964	4.948	(16)	(0,3)	70	1,4
Poland		15.748	15.675	15.728	15.702	15.794	92	0,6	46	0,3
Czech Republic		5.912	5.946	5.993	6.000	5.993	(7)	(0,1)	81	1,4
Croatia		2.272	2.308	2.332	2.252	2.214	(38)	(1,7)	(58)	(2,6)
Netherlands		4.343	4.277	3.964	3.900	3.830	(70)	(1,8)	(513)	(11,8)
Slovakia		2.257	2.237	2.228	2.220	2.202	(18)	(0,8)	(55)	(2,4)
Austria		4.105	4.118	4.022	4.020	3.956	(64)	(1,6)	(149)	(3,6)
other		3.604	3.582	3.604	3.607	3.596	(11)	(0,3)	(8)	(0,2)

1 Figures rounded to the nearest million. The total is calculated on the basis of precise numbers. Percentages calculated on the basis of figures shown.

2 Broadband lines in operation excluding lines for internal use and public telecommunications; including IP-based access lines and wholesale services. Including BB via cable in Hungary.

3 Incl. business subscribers (0,5mn mobile subscribers) and accesses (0,1 mn fixed network lines) from T-Systems Hungary.

4 The customers of Euronet Communications in the Netherlands have no longer been included in the Europe operating segment since Jan. 2, 2014 following the sale of the shares held in the company. They have been eliminated from all historical customer figures to improve comparability.

5 GTS Central Europe Group is part of the European Segment since May 30, 2014.

6 Fixed network lines in operation excluding lines for internal use and public telecommunications.

7 Our subsidiary in the Netherlands sold its Simpel brand and the customer relationships maintained under the brand effective Aug. 1, 2014. This decreased our customer base by 226 thousand customers. Customer figures for prior periods have not been adjusted.

DT CONSOLIDATED INCOME STATEMENT ADJUSTED FOR SPECIAL FACTORS

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
NET REVENUE		14.894	15.114	15.648	17.013	62.669	16.842	13,1
Cost of sales		(9.067)	(8.901)	(9.305)	(10.432)	(37.705)	(10.041)	(10,7)
GROSS PROFIT		5.827	6.213	6.343	6.581	24.964	6.801	16,7
Selling expenses		(3.260)	(3.279)	(3.341)	(3.819)	(13.699)	(3.878)	(19,0)
General and administrative expenses		(927)	(1.120)	(1.040)	(1.095)	(4.182)	(1.151)	(24,2)
Other operating income		245	255	286	331	1.117	397	62,0
Other operating expenses		(260)	(275)	(322)	(288)	(1.145)	(279)	(7,3)
PROFIT (LOSS) FROM OPERATIONS (EBIT)		1.625	1.794	1.926	1.710	7.055	1.890	16,3
EBIT margin (EBIT / net revenue)	%	10,9	11,9	12,3	10,1	11,3	11,2	0,3p
Profit (loss) from financial activities		(686)	(615)	(694)	(789)	(2.784)	(442)	35,6
of which: finance costs		(597)	(577)	(610)	(556)	(2.340)	(600)	(0,5)
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)		939	1.179	1.232	921	4.271	1.448	54,2
Income taxes		(304)	(422)	(349)	(399)	(1.474)	(365)	(20,1)
PROFIT (LOSS)		635	757	883	522	2.797	1.083	70,6
Profit (loss) attributable to non-controlling interests		48	121	83	123	375	47	(2,1)
NET PROFIT (LOSS)		587	636	800	399	2.422	1.036	76,5
Depreciation, amortization and impairment losses		(2.496)	(2.635)	(2.649)	(2.734)	(10.514)	(2.684)	(7,5)
EBITDA		4.121	4.429	4.575	4.444	17.569	4.574	11,0
EBITDA margin (EBITDA / net revenue)	%	27,7	29,3	29,2	26,1	28,0	27,2	(0,5p)

GROUP

EBITDA RECONCILIATION

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
NET REVENUE		14.894	15.114	15.648	17.002	62.658	16.842	13,1
NET PROFIT (LOSS)		1.817	711	506	(110)	2.924	787	(56,7)
+ Profit (loss) attributable to non-controlling interests		34	182	36	68	320	2	(94,1)
= Profit (loss)		1.851	893	542	(42)	3.244	789	(57,4)
- Income taxes		(550)	(261)	(113)	(182)	(1.106)	(234)	57,5
= Profit (loss) before income taxes = EBT		2.401	1.154	655	140	4.350	1.023	(57,4)
- Profit (loss) from financial activities		(741)	(622)	(703)	(831)	(2.897)	(443)	40,2
PROFIT (LOSS) FROM OPERATIONS (EBIT)		3.142	1.776	1.358	971	7.247	1.466	(53,3)
- Depreciation, amortization and impairment losses		(2.496)	(2.641)	(2.649)	(2.788)	(10.574)	(2.694)	(7,9)
= EBITDA		5.638	4.417	4.007	3.759	17.821	4.160	(26,2)
EBITDA margin (EBITDA/net revenue)	%	37,9	29,2	25,6	22,1	28,4	24,7	(13,2p)
- Special factors affecting EBITDA		1.517	(12)	(568)	(685)	252	414	(72,7)
= EBITDA ADJUSTED FOR SPECIAL FACTORS		4.121	4.429	4.575	4.444	17.569	4.574	11,0
EBITDA margin (adjusted for special factors) (EBITDA / net revenue)	%	27,7	29,3	29,2	26,1	28,0	27,2	(0,5p)

DT CONSOLIDATED INCOME STATEMENT

AS REPORTED

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
NET REVENUE		14.894	15.114	15.648	17.002	62.658	16.842	13,1
Cost of sales		(9.134)	(9.005)	(9.602)	(10.798)	(38.539)	(10.238)	(12,1)
GROSS PROFIT		5.760	6.109	6.046	6.204	24.119	6.604	14,7
Selling expenses		(3.301)	(3.317)	(3.390)	(3.890)	(13.898)	(3.938)	(19,3)
General and administrative expenses		(970)	(1.324)	(1.170)	(1.257)	(4.721)	(1.223)	(26,1)
Other operating income		1.957	653	278	343	3.231	397	(79,7)
Other operating expenses		(304)	(345)	(406)	(429)	(1.484)	(374)	(23,0)
PROFIT (LOSS) FROM OPERATIONS (EBIT)		3.142	1.776	1.358	971	7.247	1.466	(53,3)
EBIT margin (EBIT / net revenue)	%	21,1	11,8	8,7	5,7	11,6	8,7	(12,4p)
Profit (loss) from financial activities		(741)	(622)	(703)	(831)	(2.897)	(443)	40,2
of which: finance costs		(597)	(577)	(610)	(556)	(2.340)	(600)	(0,5)
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)		2.401	1.154	655	140	4.350	1.023	(57,4)
Income taxes		(550)	(261)	(113)	(182)	(1.106)	(234)	57,5
PROFIT (LOSS)		1.851	893	542	(42)	3.244	789	(57,4)
Profit (loss) attributable to non-controlling interests		34	182	36	68	320	2	(94,1)
NET PROFIT (LOSS)		1.817	711	506	(110)	2.924	787	(56,7)
Depreciation, amortization and impairment losses		(2.496)	(2.641)	(2.649)	(2.788)	(10.574)	(2.694)	(7,9)
EBITDA		5.638	4.417	4.007	3.759	17.821	4.160	(26,2)
EBITDA margin (EBITDA / net revenue)	%	37,9	29,2	25,6	22,1	28,4	24,7	(13,2p)

GROUP

SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €
NET REVENUE		0	0	0	(11)	(11)	0
Cost of sales		(67)	(104)	(297)	(366)	(834)	(197)
GROSS PROFIT		(67)	(104)	(297)	(377)	(845)	(197)
Selling expenses		(41)	(38)	(49)	(71)	(199)	(60)
General and administrative expenses		(43)	(204)	(130)	(162)	(539)	(72)
Other operating income	1	1.712	398	(8)	12	2.114	0
Other operating expenses		(44)	(70)	(84)	(141)	(339)	(95)
PROFIT (LOSS) FROM OPERATIONS (EBIT)	1	1.517	(18)	(568)	(739)	192	(424)
Profit (loss) from financial activities		(55)	(7)	(9)	(42)	(113)	(1)
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)	1	1.462	(25)	(577)	(781)	79	(425)
Income taxes		(246)	161	236	217	368	131
PROFIT (LOSS)		1.216	136	(341)	(564)	447	(294)
Profit (loss) attributable to non-controlling interests		(14)	61	(47)	(55)	(55)	(45)
NET PROFIT (LOSS)		1.230	75	(294)	(509)	502	(249)
Depreciation, amortization and impairment losses		0	(6)	0	(54)	(60)	(10)
EBITDA	1	1.517	(12)	(568)	685	(252)	(414)

1 Income from divestitures relating to the deconsolidation of the Scout24 group.

GROUP

DETAILS ON SPECIAL FACTORS I

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
EFFECT ON OPERATING EXPENSES		(195)	(416)	(560)	(740)	(1.911)	(424)	n.a.
of which: expenses / income for early retirement (civil servants)		(7)	(50)	(90)	(125)	(272)	(18)	n.a.
of which: expenses for severance payments		(48)	(47)	(109)	(148)	(352)	(87)	81,3
of which: expenses / income for partial retirement		(29)	(31)	(37)	(46)	(143)	(38)	31,0
of which: expenses for other personnel restructuring charges		(42)	(44)	(25)	(20)	(131)	(28)	(33,3)
of which: Vivento transfer payments		0	0	0	0	0	(1)	n.a.
of which: restructuring charges		(30)	(68)	(86)	(109)	(293)	(82)	n.a.
of which: expenses due to de-consolidations and other asset sales		(8)	(48)	(159)	(194)	(409)	(120)	n.a.
of which: others		(31)	(128)	(53)	(90)	(302)	(50)	61,3
EFFECT ON OTHER OPERATING INCOME		1.712	398	(8)	12	2.114	0	n.a.
of which: income due to asset sales		1.712	386	1	11	2.110	0	n.a.
of which: others		0	12	(9)	1	4	0	n.a.
EFFECT ON REVENUE		0	0	0	(11)	(11)	0	n.a.
EFFECT ON PROFIT FROM OPERATIONS = EBIT	1	1.517	(18)	(568)	(739)	192	424	(72,1)
DEPRECIATION, AMORTIZATION AND IMPAIRMENT LOSSES		0	(6)	0	(54)	(60)	10	n.a.
of which: restructuring charges		0	(6)	0	(1)	(7)	3	n.a.
of which: expenses due to consolidations and other asset sales		0	0	0	0	0	0	n.a.
of which: others		0	0	0	(53)	(53)	7	n.a.
EFFECT ON EBITDA	1	1.517	(12)	(568)	(685)	252	414	(72,7)

1 Income from divestitures relating to the deconsolidation of the Scout24 group.

GROUP

DETAILS ON SPECIAL FACTORS II

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES		(55)	(7)	(9)	(42)	(113)	(1)	98,2
EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES		1.462	(25)	(577)	(781)	79	(425)	n.a.
EFFECT ON TAXES		(246)	161	236	217	368	(131)	46,7
Tax effect of special factors within EBIT		43	(58)	164	213	362	(114)	n.a.
Tax effect of special factors on profit (loss) from financial activities		1	1	2	2	6	(1)	n.a.
Other tax effects		(290)	218	70	2	0	(16)	94,5
EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON-CONTROLLING INTERESTS		(14)	61	(47)	(55)	(55)	(45)	n.a.
EFFECT ON NET PROFIT (LOSS)	1	1.230	75	(294)	(509)	502	(249)	n.a.

1 Income from divestitures relating to the deconsolidation of the Scout24 group.

CHANGE IN THE COMPOSITION OF THE GROUP IN THE CURRENT YEAR

	REPORTED NUMBERS	PLUS ACQUISITION EFFECTS						MINUS DECONSOLIDATION EFFECTS						TOTAL EFFECT	PRO FORMA	REPORTED NUMBERS	ORGANIC CHANGE
		Q1 2014	Total	Germany	United States	Europe	System Solutions	GHS	Total	Germany	United States	Europe	System Solutions				
Note	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €
NET REVENUE	14.894	76	0	0	76	0	0	27	0	0	0	0	27	49	14.943	16.842	12,7
PROFIT (LOSS) FROM OPERATIONS = EBIT	3.142	9	0	0	9	0	0	1.718	0	0	0	0	1.718	(1.709)	1.433	1.466	2,3
Profit (loss) from financial activities	(741)	(2)	0	0	(2)	0	0	1	0	0	0	0	1	(3)	(744)	(443)	40,5
of which finance costs	(597)	(2)	0	0	(2)	0	0	1	0	0	0	0	1	(3)	(600)	(600)	0,0
PROFIT (LOSS) BEFORE INCOME TAXES = EBT	2.401	7	0	0	7	0	0	1.719	0	0	0	0	1.719	(1.712)	689	1.023	48,5
Income taxes	(550)	0	0	0	0	0	0	40	0	0	0	0	40	(40)	(590)	(234)	60,3
PROFIT (LOSS)	1.851	7	0	0	7	0	0	1.759	0	0	0	0	1.759	(1.752)	99	789	n.a.

Since 2015, the prior-year figure has been adjusted to ensure comparability.
The prior-year comparative is increased to account for any new acquisitions.
Analogously, divestitures reduce the prior-year figure.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS

		Mar. 31	Jun. 30	Sep. 30	Dec. 31	Mar. 31	Change	Change
		2014	2014	2014	2014	2015	compared to	compared to
	Note	millions of €	millions of €	millions of €	millions of €	millions of €	%	%
CURRENT ASSETS		22.270	18.402	22.121	29.798	28.549	(4,2)	28,2
Cash and cash equivalents		7.706	4.383	7.250	7.523	5.100	(32,2)	(33,8)
Trade and other receivables		7.536	8.112	9.059	10.454	10.696	2,3	41,9
Current recoverable income taxes		146	113	76	84	125	48,8	(14,4)
Other financial assets		2.695	2.805	2.708	2.976	2.702	(9,2)	0,3
Inventories		1.139	1.231	1.275	1.503	1.841	22,5	61,6
Current and non-current assets and disposal groups held for sale		1.211	86	252	5.878	6.259	6,5	n.a.
Other assets		1.837	1.672	1.501	1.380	1.826	32,3	(0,6)
NON-CURRENT ASSETS		95.073	99.626	102.888	99.562	108.912	9,4	14,6
Intangible assets		45.157	48.566	50.152	51.565	56.791	10,1	25,8
Property, plant and equipment		37.255	37.705	38.746	39.616	41.221	4,1	10,6
Investments accounted for using the equity method		6.257	6.467	6.581	617	652	5,7	(89,6)
Other financial assets		1.265	1.680	1.859	2.284	3.759	64,6	n.a.
Deferred tax assets		4.841	4.914	5.060	5.169	6.142	18,8	26,9
Other assets		298	294	490	311	347	11,6	16,4
TOTAL ASSETS		117.343	118.028	125.009	129.360	137.461	6,3	17,1

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

LIABILITIES AND SHAREHOLDERS' EQUITY

		Mar. 31	Jun. 30	Sep. 30	Dec. 31	Mar. 31	Change	Change
		2014	2014	2014	2014	2015	compared to	compared to
	Note	millions of €	millions of €	millions of €	millions of €	millions of €	%	%
LIABILITIES		84.577	85.527	91.032	95.294	100.465	5,4	18,8
CURRENT LIABILITIES		23.490	25.691	26.860	28.198	28.357	0,6	20,7
Financial liabilities		8.891	10.767	10.961	10.558	10.116	(4,2)	13,8
Trade and other payables		6.696	7.441	8.012	9.681	9.542	(1,4)	42,5
Income tax liabilities		295	290	242	276	278	0,7	(5,8)
Other provisions		3.315	2.976	3.231	3.517	3.605	2,5	8,7
Liabilities directly associated with non-current assets and disposal groups held for sale		0	38	0	6	0	n.a.	n.a.
Other liabilities		4.293	4.179	4.414	4.160	4.816	15,8	12,2
NON-CURRENT LIABILITIES		61.087	59.836	64.172	67.096	72.108	7,5	18,0
Financial liabilities		40.737	39.104	42.398	44.669	47.004	5,2	15,4
Provisions for pensions and other employee benefits		7.285	7.642	8.128	8.465	9.213	8,8	26,5
Other provisions		2.083	2.035	2.133	2.373	2.536	6,9	21,7
Deferred tax liabilities		7.103	7.194	7.550	7.712	9.236	19,8	30,0
Other liabilities		3.879	3.861	3.963	3.877	4.119	6,2	6,2
SHAREHOLDERS' EQUITY		32.766	32.501	33.977	34.066	36.996	8,6	12,9
Issued capital		11.395	11.611	11.611	11.611	11.611	0,0	1,9
Capital reserves		50.996	51.746	51.760	51.778	51.796	0,0	1,6
Retained earnings incl. carryforwards		(36.670)	(39.117)	(39.415)	(39.783)	(37.385)	6,0	(1,9)
Total other comprehensive income		(2.502)	(2.250)	(1.356)	(1.838)	(235)	87,2	90,6
Total other comprehensive income directly associated with non-current assets and disposable groups held for sale		0	0	0	798	1.201	50,5	n.a.
Net profit (loss)		1.817	2.528	3.034	2.924	787	(73,1)	(56,7)
Treasury shares		(54)	(54)	(54)	(53)	(53)	0,0	1,9
Non-controlling interests		7.784	8.037	8.397	8.629	9.274	7,5	19,1
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY		117.343	118.028	125.009	129.360	137.461	6,3	17,1

DT GROUP

PROVISIONS FOR PENSIONS

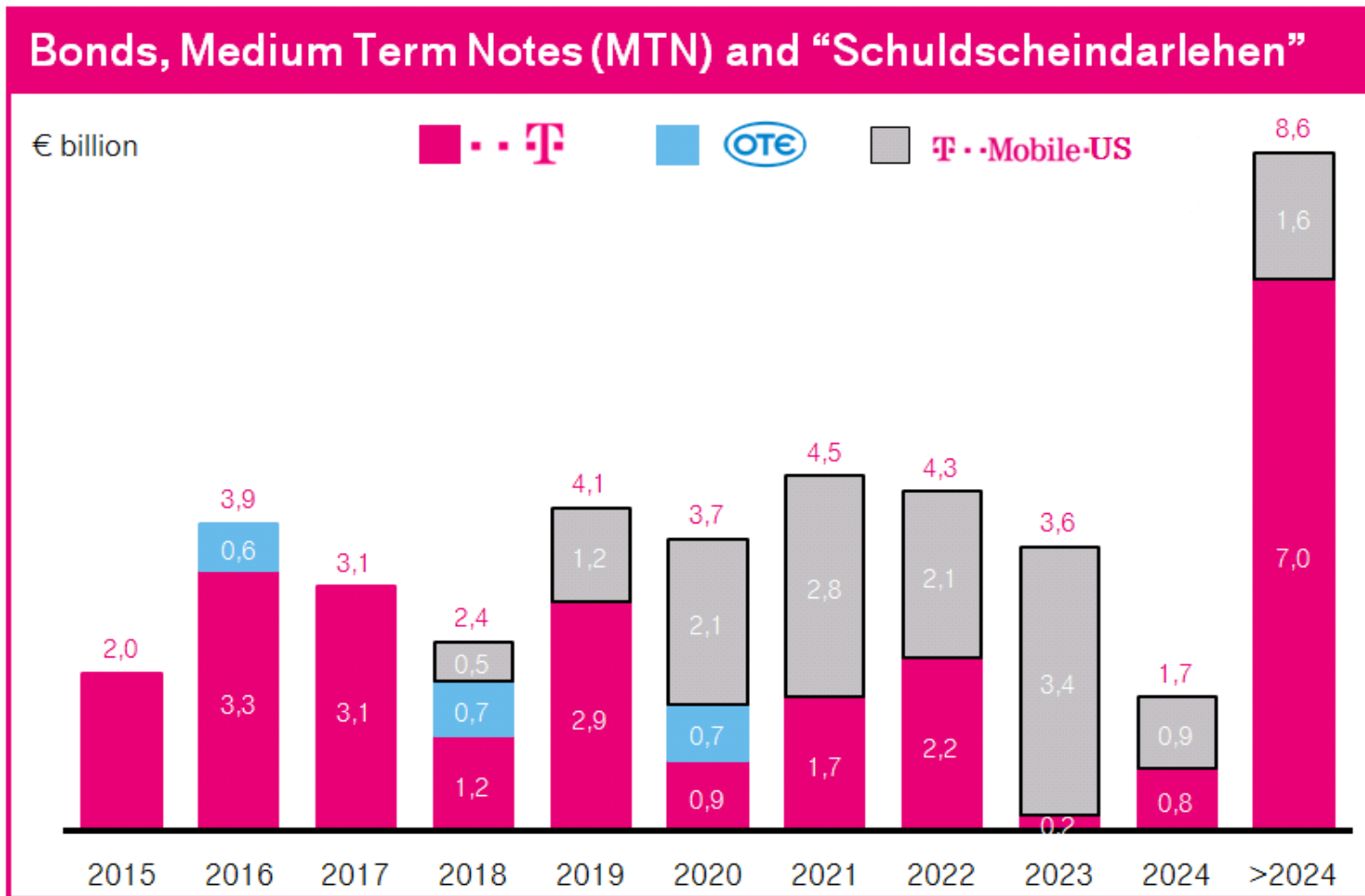
		2014 millions of €	2013 millions of €	2012 millions of €	2011 millions of €	2010 millions of €
FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET						
Present value of obligation (DBO)	1	10.940	8.965	8.973	6.966	7.017
Plan assets		(2.498)	(1.973)	(1.680)	(860)	(629)
Others		23	14	19	18	(15)
Provision in balance sheet		8.465	7.006	7.312	6.124	6.373
PENSION COSTS INCLUDED IN P&L (INCLUDED EXPECTED RETURN ON PLAN ASSETS)						
		445	388	511	530	514
thereof included in EBITDA		220	160	197	199	197
thereof included in financial result		225	228	313	314	317
CASH PAYMENTS FOR PENSIONS						
1) funding of plan assets by DT (investment in financial assets)		266	269	768	267	2
2) benefits paid through plan assets	2	30	42	45	52	56
3) benefits paid through provision (included in cash flow from operations)		298	366	375	367	345
cash payments included in cash flow statement = 1) + 3)		564	635	1.143	634	347
cash payments included in free cash flow = 3)		298	366	375	367	345
CHANGE IN THE PRESENT VALUE OF THE OBLIGATION (EXAMPLE 2014)						
End of 2013		8.965				
pension costs included in P&L		445				
benefits paid		(328)				
actuarial losses/gains	3	1.783				
F/X		13				
Others		62				
End of 2014		10.940				

1 Increase in obligation in 2012 mainly due to a change in the discount rate.

2 The sum of payments through plan assets and the benefit paid through provisions equal the "benefits paid" in "Change in the present value of the obligation".

3 Actuarial losses/gains are via other comprehensive income directly billed vs. equity. Cumulative amount recorded in equity 2014: loss of 3.731 million €.

MATURITY PROFILE AS OF MARCH 31, 2015



LIQUIDITY RESERVE AS OF MARCH 31, 2015

€ billion

64,1 Total line availability

17,8

Liquidity reserve

Unused bank lines:	€	11,7 bn
Other liquid assets:	€	6,1 bn

46,3

Net-debt

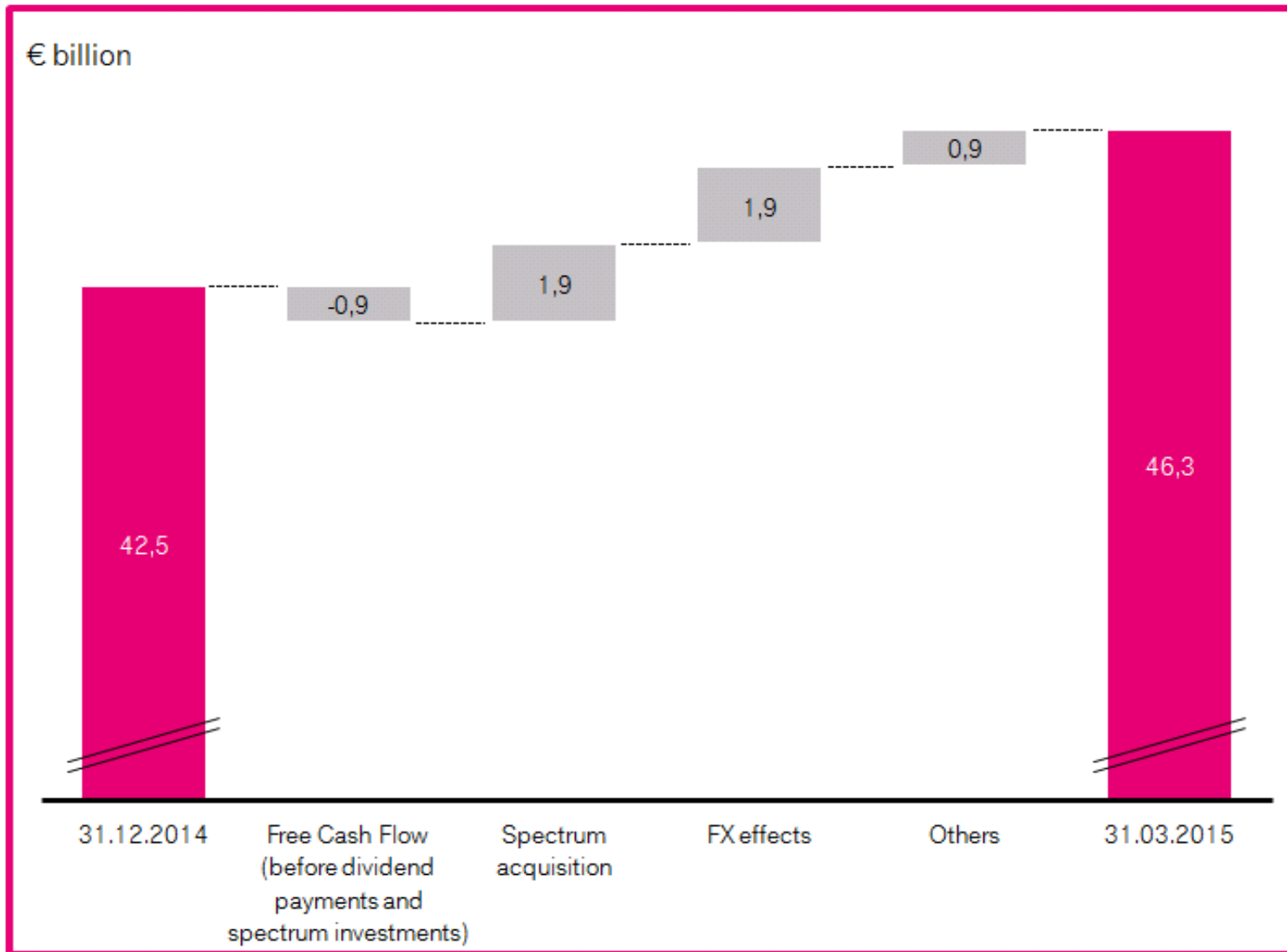
Gross debt	€	55,4 bn
Bonds:	€	44,9 bn
Other financial liabilities:	€	10,5 bn
Liquid financial assets	€	9,1 bn
Cash & equivalents:	€	5,1 bn
Available-for-sale/held-for-trading financial assets	€	0,3 bn
Other financial assets:	€	3,7 bn

Numbers rounded

GROUP NET DEBT

	Note	Mar. 31, 2014 millions of €	Jun. 30, 2014 millions of €	Sep. 30, 2014 millions of €	Dec. 31, 2014 millions of €	Mar. 31, 2015 millions of €	Change compared to prior quarter %	Change compared to prior year %
Bonds		40.101	40.084	43.292	44.219	44.909	1,6	12,0
Other financial liabilities		7.717	7.882	7.981	8.873	10.488	18,2	35,9
GROSS DEBT		47.818	47.966	51.273	53.092	55.397	4,3	15,8
Cash and cash equivalents		7.706	4.383	7.250	7.523	5.100	(32,2)	(33,8)
Available-for-sale/held-for-trading financial assets		299	287	245	289	219	(24,2)	(26,8)
Other financial assets		1.849	1.911	1.969	2.780	3.768	35,5	n.a.
NET DEBT		37.964	41.385	41.809	42.500	46.310	9,0	22,0

NET DEBT DEVELOPMENT Q1 2015



Numbers rounded

DT GROUP

CASH CAPEX

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
CASH CAPEX								
Germany		705	1.018	1.009	1.075	3.807	949	34,6
United States		690	2.397	870	1.115	5.072	2.729	n.a.
Europe		585	422	457	637	2.101	494	(15,6)
Systems Solutions		253	254	319	345	1.171	252	(0,4)
Group Headquarters & Group Services		65	81	94	141	381	96	47,7
Reconciliation		(101)	(226)	(165)	(196)	(688)	(91)	9,9
GROUP	1	2.197	3.946	2.584	3.117	11.844	4.429	n.a.
- thereof spectrum investment		132	1.749	91	338	2.310	1.899	n.a.

1 Amounts of payouts for property, plant and equipment and intangible assets excluding goodwill.

DT GROUP

FREE CASH FLOW

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
Net profit (loss)		1.817	711	506	(110)	2.924	787	(56,7)
Profit (loss) attributable to non-controlling interests		34	182	36	68	320	2	(94,1)
PROFIT (LOSS) AFTER INCOME TAXES		1.851	893	542	(42)	3.244	789	(57,4)
Depreciation, amortization and impairment losses		2.496	2.641	2.649	2.788	10.574	2.694	7,9
Income tax expense/(benefit)		550	261	113	182	1.106	234	(57,5)
Interest (income) and interest expenses		597	577	610	556	2.340	600	0,5
Other financial (income) expense		117	51	82	109	359	(159)	n.a.
Share of (profit) loss of associates and joint ventures accounted for using the equity method		27	(6)	11	166	198	2	(92,6)
(Profit) loss on the disposal of fully consolidated subsidiaries		(1.709)	0	43	(8)	(1.674)	0	100,0
Other non-cash transactions		53	31	30	52	166	59	11,3
(Gain) loss from the disposal of intangible assets and property, plant and equipment		(26)	(379)	(6)	(25)	(436)	10	n.a.
Change in assets carried as working capital		(496)	(316)	(462)	(1.001)	(2.275)	(258)	48,0
Change in provisions		153	(476)	286	419	382	46	(69,9)
Change in other liabilities carried as working capital		188	700	455	864	2.207	78	(58,5)
Income taxes received (paid)		(178)	(151)	(187)	(163)	(679)	(136)	23,6
Dividends received		237	5	74	28	344	279	17,7
Net payments from entering into or canceling interest rate swaps		0	0	0	55	55	50	n.a.
CASH GENERATED FROM OPERATIONS		3.860	3.831	4.240	3.980	15.911	4.288	11,1
Interest received (paid)		(898)	(644)	(670)	(306)	(2.518)	(980)	(9,1)
NET CASH FROM OPERATING ACTIVITIES		2.962	3.187	3.570	3.674	13.393	3.308	11,7
Cash outflows for investments in (proceeds from disposal of)		(1.979)	(2.138)	(2.445)	(2.691)	(9.253)	(2.443)	(23,4)
Intangible assets		(732)	(2.217)	(662)	(1.031)	(4.642)	(2.440)	n.a.
Property, plant and equipment		(1.379)	(1.670)	(1.874)	(1.998)	(6.921)	(1.902)	(37,9)
Spectrum investment		132	1.749	91	338	2.310	1.899	n.a.
FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM INVESTMENT)		983	1.049	1.125	983	4.140	865	(12,0)

DT GROUP

PERSONNEL¹

AT REPORTING DATE	Note	Mar. 31	Jun. 30	Sep. 30	Dec. 31	Mar. 31	Change compared to		Change compared to	
		2014	2014	2014	2014	2015	prior quarter		prior year	
							abs.	%	abs.	%
Germany		67.318	67.883	68.788	68.754	69.404	650	0,9	2.086	3,1
United States		36.633	38.374	38.151	39.683	40.492	809	2,0	3.859	10,5
Europe		52.982	53.933	52.673	51.982	51.507	(475)	(0,9)	(1.475)	(2,8)
Systems Solutions		49.436	49.032	48.571	47.762	46.853	(908)	(1,9)	(2.582)	(5,2)
Group Headquarters & Group Services		20.871	20.675	20.404	19.631	18.927	(704)	(3,6)	(1.944)	(9,3)
GROUP		227.240	229.897	228.588	227.811	227.184	(627)	(0,3)	(56)	(0,0)
of which: Domestic		115.975	116.088	116.377	114.749	114.455	(295)	(0,3)	(1.521)	(1,3)
of which: Civil servants (in Germany, with an active service relationship)		20.578	20.414	20.354	19.881	19.765	(117)	(0,6)	(813)	(4,0)
of which: International		111.265	113.809	112.211	113.061	112.729	(332)	(0,3)	1.464	1,3

AVERAGE	Note	Q1	Q2	Q3	Q4	Q1	Change compared to	
		2014	2014	2014	2014	2015	prior year	
							abs.	%
Germany		67.396	67.544	68.581	68.904	69.557	2.161	3,2
United States		36.400	37.639	37.990	39.402	40.091	3.691	10,1
Europe		52.990	53.268	52.997	52.059	51.644	(1.346)	(2,5)
Systems Solutions		49.476	49.162	48.703	47.928	46.999	(2.477)	(5,0)
Group Headquarters & Group Services		21.344	20.746	20.470	19.994	19.179	(2.165)	(10,1)
GROUP		227.606	228.358	228.741	228.288	227.470	(136)	(0,1)
of which: Domestic		116.552	115.917	116.343	115.456	114.819	(1.733)	(1,5)
of which: Civil servants (in Germany, with an active service relationship)		20.628	20.465	20.383	20.095	19.821	(807)	(3,9)
of which: International		111.054	112.441	112.399	112.832	112.651	1.597	1,4

¹ As of May 30, 2014, including GTS Central Europe group.

EXCHANGE RATES

AVERAGE

	Q1 2014 €	Q2 2014 €	Q3 2014 €	Q4 2014 €	FY 2014 €	Q1 2015 €
1 US Dollar (USD)	0,73015	0,72902	0,75415	0,79997	0,75241	0,88736
1 British pound (GBP)	1,20718	1,22685	1,25958	1,26692	1,24035	1,34453
100 Czech korunas (CZK)	3,64337	3,64355	3,62069	3,61898	3,63124	3,61942
100 Croatian kunas (HRK)	13,07380	13,15850	13,11850	13,04510	13,09950	13,01770
1,000 Hungarian forints (HUF)	3,24976	3,26795	3,20286	3,24231	3,23940	3,23624
100 Macedonian Denar (MKD)	1,62249	1,62334	1,62636	1,62269	1,62380	1,62806
100 Polish Zloty (PLN)	23,89150	23,98580	23,95220	23,74220	23,89430	23,83970
10 Romanian leu (RON)	2,22159	2,25860	2,26521	2,25540	2,25063	2,24665

Please note: the above quarterly and yearly average exchange rates are given as an indication only. As of 2014 the income statements and corresponding profit or loss of foreign-currency denominated Group entities are translated into euros on a monthly basis using a monthly average exchange rate.

END OF PERIOD

	Mar. 31 2014 €	Jun. 30 2014 €	Sep. 30 2014 €	Dec. 31 2014 €	Mar. 31 2015 €
1 US Dollar (USD)	0,72458	0,73228	0,79522	0,82300	0,93015
1 British pound (GBP)	1,20644	1,24830	1,28653	1,28428	1,37588
100 Czech korunas (CZK)	3,64469	3,64314	3,63705	3,60844	3,63175
100 Croatian kunas (HRK)	13,07470	13,19980	13,08540	13,06000	13,08190
1,000 Hungarian forints (HUF)	3,25664	3,23275	3,22199	3,17153	3,33568
100 Macedonian Denar (MKD)	1,62102	1,62168	1,62246	1,62669	1,62421
100 Polish Zloty (PLN)	23,96540	24,04580	23,94910	23,35810	24,45210
10 Romanian leu (RON)	2,24189	2,28175	2,26768	2,23023	2,26703

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GERMANY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		5.483	5.464	5.587	5.723	22.257	5.589	1,9
NET REVENUE		5.146	5.138	5.245	5.374	20.903	5.265	2,3
EBITDA		2.230	2.256	2.324	2.000	8.810	2.211	(0,9)
EBITDA margin (EBITDA / total revenue)	%	40,7	41,3	41,6	34,9	39,6	39,6	(1,1p)
Depreciation, amortization and impairment losses		(956)	(978)	(957)	(1.002)	(3.893)	(935)	2,2
Profit (loss) from operations = EBIT		1.274	1.278	1.367	998	4.917	1.276	0,2
CASH CAPEX		705	1.018	1.009	1.075	3.807	949	34,6
CASH CONTRIBUTION		1.525	1.238	1.315	925	5.003	1.262	(17,2)

FINANCIALS (AS REPORTED)

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		5.483	5.464	5.587	5.723	22.257	5.589	1,9
NET REVENUE		5.146	5.138	5.245	5.374	20.903	5.265	2,3
EBITDA		2.205	2.217	2.236	1.898	8.556	2.125	(3,6)
EBITDA margin (EBITDA / total revenue)	%	40,2	40,6	40,0	33,2	38,4	38,0	(2,2p)
Depreciation, amortization and impairment losses		(956)	(978)	(957)	(1.002)	(3.893)	(935)	2,2
Profit (loss) from operations = EBIT		1.249	1.239	1.279	896	4.663	1.190	(4,7)
CASH CAPEX		705	1.018	1.009	1.075	3.807	949	34,6
CASH CONTRIBUTION		1.500	1.199	1.227	823	4.749	1.176	(21,6)

GERMANY

EBITDA RECONCILIATION

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		5.483	5.464	5.587	5.723	22.257	5.589	1,9
TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)		5.483	5.464	5.587	5.723	22.257	5.589	1,9
Profit (loss) from operations = EBIT		1.249	1.239	1.279	896	4.663	1.190	(4,7)
- Depreciation, amortization and impairment losses		(956)	(978)	(957)	(1.002)	(3.893)	(935)	2,2
= EBITDA		2.205	2.217	2.236	1.898	8.556	2.125	(3,6)
EBITDA margin	%	40,2	40,6	40,0	33,2	38,4	38,0	(2,2p)
- Special factors affecting EBITDA		(25)	(39)	(88)	(102)	(254)	(86)	n.a.
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		2.230	2.256	2.324	2.000	8.810	2.211	(0,9)
EBITDA margin (adjusted for special factors)	%	40,7	41,3	41,6	34,9	39,6	39,6	(1,1p)

SPECIAL FACTORS

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
EFFECTS ON EBITDA		(25)	(39)	(88)	(102)	(254)	(86)	n.a.
- of which personnel		(23)	(36)	(79)	(85)	(223)	(61)	n.a.
- of which other		(2)	(3)	(9)	(17)	(31)	(25)	n.a.
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(25)	(39)	(88)	(102)	(254)	(86)	n.a.
- of which personnel		(23)	(36)	(79)	(85)	(223)	(61)	n.a.
- of which other		(2)	(3)	(9)	(17)	(31)	(25)	n.a.

GERMANY OPERATIONALS

	Note	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Change %	
GERMANY								
ACCESS LINES								
Fixed network	('000)	1	21.202	21.034	20.841	20.686	20.555	(3,1)
retail IP-based	('000)	1	2.640	3.167	3.744	4.383	5.120	93,9
Broadband	('000)	1	12.354	12.361	12.340	12.361	12.437	0,7
Fiber	('000)	1,2	1.375	1.494	1.608	1.799	2.094	52,3
TV (incl. IPTV, SAT)	('000)	1	2.255	2.318	2.377	2.442	2.516	11,6
ULLs	('000)	1	9.207	9.101	8.954	8.801	8.619	(6,4)
Wholesale bundled	('000)	1	362	341	323	305	287	(20,9)
Wholesale unbundled	('000)	1	1.675	1.812	1.971	2.153	2.353	40,5
Fiber	('000)		367	475	586	718	886	n.a.
MOBILE CUSTOMERS								
Total	('000)		39.145	39.337	39.653	38.989	39.200	0,1
- contract	('000)		22.104	22.379	22.812	22.287	22.576	2,1
- prepaid	('000)		17.040	16.957	16.841	16.701	16.624	(2,4)

CONSUMER OPERATIONALS

	Note	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Change %	
GERMANY								
ACCESS LINES								
Fixed network	('000)	1	16.698	16.556	16.392	16.260	16.158	(3,2)
retail IP-based	('000)	1	2.407	2.882	3.404	3.974	4.610	91,5
Broadband	('000)	1	9.927	9.934	9.919	9.938	10.012	0,9
Fiber	('000)	1,2	1.171	1.275	1.376	1.547	1.806	54,2
TV (incl. IPTV, SAT)	('000)	1	2.071	2.133	2.190	2.254	2.326	12,3
MOBILE CUSTOMERS								
Total	('000)		30.174	30.064	30.039	29.068	28.945	(4,1)
- contract	('000)		16.112	16.316	16.651	16.040	16.303	1,2
- prepaid	('000)		14.061	13.748	13.388	13.027	12.642	(10,1)

BUSINESS CUSTOMERS OPERATIONALS

	Note	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Change %	
GERMANY								
ACCESS LINES								
Fixed network	('000)	1	3.460	3.442	3.419	3.402	3.375	(2,5)
retail IP-based	('000)	1	216	268	319	387	482	n.a.
Broadband	('000)	1	2.101	2.102	2.097	2.096	2.090	(0,5)
Fiber	('000)	1,2	200	215	229	248	283	41,1
TV (incl. IPTV, SAT)	('000)	1	182	184	185	186	188	3,3
MOBILE CUSTOMERS								
Total	('000)		8.971	9.273	9.614	9.921	10.256	14,3
- contract	('000)	3	5.992	6.064	6.161	6.247	6.273	4,7
- prepaid	('000)		2.979	3.209	3.453	3.674	3.982	33,7

1 Figures do not add up.

2 Sum of all FTTx accesses (e.g. FTTC/VDSL, Vectoring and FTTH).

3 As of January 1, 2015, figures do not include internal framework agreements (approximately 61 thousand SIM cards). Prior-year figures have not been adjusted.

GERMANY

REVENUE SPLIT - PRODUCTS

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
GERMANY		5.483	5.464	5.587	5.723	22.257	5.589	1,9
FIXED NETWORK CORE BUSINESS	1	2.503	2.507	2.500	2.503	10.013	2.452	(2,0)
of which Fixed Revenues		1.809	1.802	1.790	1.778	7.179	1.772	(2,0)
Voice only revenues	2	536	525	517	505	2.083	499	(6,9)
Broadband revenues	2	1.022	1.018	1.010	1.003	4.053	996	(2,5)
TV revenues		251	259	263	270	1.043	277	10,4
of which Variable Revenues		280	278	286	276	1.120	258	(7,9)
of which Revenues from add-on options	1	56	57	53	53	219	53	(5,4)
thereof revenues from voice centric options		20	20	20	19	79	19	(5,0)
thereof revenues from broadband centric options	1	19	18	18	17	72	17	(10,5)
thereof revenues from TV centric options	1	17	18	17	16	68	17	0,0
MOBILE COMMUNICATIONS		1.871	1.881	2.006	2.098	7.856	2.061	10,2
of which Service Revenues		1.631	1.668	1.699	1.680	6.678	1.677	2,8
thereof Data Revenues		697	715	727	735	2.874	761	9,2
WHOLESALE SERVICES FIXED NETWORK		856	845	840	858	3.399	840	(1,9)
of which access full ULL		315	312	305	297	1.229	294	(6,7)
of which bundled and unbundled access line		123	120	119	135	497	149	21,1
ONLINE CONSUMER SERVICES	1	0	0	0	0	0	0	n.a.
VALUE-ADDED SERVICES		64	56	59	63	242	60	(6,3)
OTHERS		189	175	182	201	747	176	(6,9)

REVENUE SPLIT - SEGMENTS

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
GERMANY		5.483	5.464	5.587	5.723	22.257	5.589	1,9
Consumer		2.928	2.918	3.029	3.095	11.970	3.024	3,3
Business customers		1.404	1.418	1.430	1.474	5.726	1.440	2,6
Wholesale		952	942	934	947	3.775	928	(2,5)
Value-added services		63	57	59	63	242	60	(4,8)
Others		136	129	135	144	544	137	0,7

1 Online consumer services revenues have been allocated to revenues from broadband centric options and TV centric options since January 1, 2015.

Prior-year figures have been pro forma adjusted accordingly for better comparability.

2 Revenues from supplement accesses have been allocated to voice only revenues since January 1, 2015.

Prior-year figures have been pro forma adjusted accordingly for better comparability.

GERMANY

MOBILE COMMUNICATIONS KPIS

	Note	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Change %
AVERAGE MONTHLY CHURN	(%)	1,3	1,7	1,9	2,7	1,9	1,7	0,4p
- contract	(%)	1,1	1,4	1,6	3,2	1,8	1,5	0,4p
SAC PER GROSS ADD	(€)	67	77	73	67	71	70	4,5
- contract	(€)	101	120	109	96	106	103	2,0
- prepaid	(€)	15	10	10	10	11	11	(26,7)
SRC PER RETAINED CUSTOMER	(€)	214	224	258	288	249	246	15,0
ARPU	(€)	14	14	14	14	14	14	0,0
- contract	(€)	23	23	23	23	23	23	0,0
- prepaid	(€)	3	3	3	3	3	3	0,0
NON-VOICE % OF ARPU	(%)	50	50	50	50	50	51	1p
MOU PER CUSTOMER	(min)	80	81	83	87	83	86	7,5
- contract	(min)	129	129	132	139	132	137	6,2

CONSUMER - KPIS

	Note	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Change %
AVERAGE MONTHLY CHURN	(%)	1,5	1,8	2,2	3,3	2,2	2,0	0,5p
- contract	(%)	1,2	1,6	2,0	4,1	2,2	1,8	0,6p
SAC PER GROSS ADD	(€)	67	80	73	67	71	74	10,4
- contract	(€)	92	113	98	89	97	97	5,4
- prepaid	(€)	21	15	14	14	16	17	(19,0)
SRC PER RETAINED CUSTOMER	(€)	227	253	272	304	267	252	11,0
ARPU	(€)	12	12	13	13	12	13	8,3
- contract	(€)	20	20	20	20	20	20	0,0
- prepaid	(€)	3	3	4	3	3	3	0,0
NON-VOICE % OF ARPU	(%)	49	52	51	50	51	51	2p
MOU PER CUSTOMER	(min)	74	78	81	87	80	88	18,9
- contract	(min)	112	116	120	129	119	131	17,0

BUSINESS CONSUMER - KPIS

	Note	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Change %
AVERAGE MONTHLY CHURN	(%)	0,7	1,2	0,9	0,8	0,9	0,7	0,0p
- contract	(%)	0,7	0,7	0,6	0,8	0,7	0,7	0,0p
SAC PER GROSS ADD	(€)	69	69	74	66	70	57	(17,4)
- contract	(€)	141	158	182	143	155	132	(6,4)
- prepaid	(€)	2	2	2	2	2	2	0,0
SRC PER RETAINED CUSTOMER	(€)	190	180	231	257	216	234	23,2
ARPU	(€)	21	21	20	19	20	19	(9,5)
- contract	(€)	30	31	30	29	30	30	0,0
- prepaid	(€)	2	2	2	2	2	1	(50,0)
NON-VOICE % OF ARPU	(%)	53	46	48	48	49	52	(1p)
MOU PER CUSTOMER	(min)	128	119	120	119	121	115	(10,2)
- contract	(min)	189	180	184	186	185	185	(2,1)

GERMANY

MAGENTA MOBIL

MAGENTA MOBIL PLANS IN €	S	M	L	L Plus
Monthly charge (without handset)	29.95	39.95	49.95	79.95
Monthly charge (with handset)	39.95	49.95	59.95	—
Monthly charge (with top handset)	49.95	59.95	69.95	99.95
Voice and SMS ¹	flat	flat	flat	flat
Data	flat	flat	flat	flat
- Data Speed (download)	up to 16 Mbit/s	up to 50 Mbit/s	up to 100 Mbit/s	max
- Data Speed (upload)	up to 2 Mbit/s	up to 5 Mbit/s	up to 10 Mbit/s	max
- Data Volume until speed step down	500 MB	1.5 GB	3 GB	5 GB
- Data Network	3G/LTE	3G/LTE	3G/LTE	3G/LTE
VoIP	free	free	free	free
Tethering	free	free	free	free
MMS all net	0.39	0.39	0.39	0.39
International Calls (minutes)	—	—	—	100
International SMS (pieces)	—	—	—	100
HotSpot Flatrate	—	—	—	free
MultiSim	—	—	—	free ²
Roaming Voice, SMS and Data	—	—	—	free (EU)
Fixed line number	—	—	—	free
Activation fee	29.95	29.95	29.95	29.95
Duration of contract	24 months	24 months	24 months	24 months

¹ voice and sms within all german networks (mobile and fixed network).

² up to two MultiSIM bookable.

GERMANY

MAGENTA MOBIL PREMIUM

PREMIUM PLANS IN €	L PREMIUM	L Plus PREMIUM	Complete PREMIUM
Monthly charge (with top handset)	79.95	109.95	149.95
handset upgrade period	12 months	12 months	12 months
Voice and SMS ¹	flat	flat	flat
Data	flat	flat	flat
- Data Speed (download)	up to 100 Mbit/s	max	up to 150 Mbit/s
- Data Speed (upload)	up to 10 Mbit/s	max	up to 10 Mbit/s
- Data Volume until speed step down	3 GB	5 GB	20 GB
- Data Network	3G/LTE	3G/LTE	3G/LTE
VoIP	free	free	free
Tethering	free	free	free
MMS all net	0.39	0.39	0.39
International Calls (minutes) ²	—	100	1.000
International SMS (pieces)	—	100	—
HotSpot Flatrate	—	free	free
MultiSim	—	free ³	free ³
Roaming Voice, SMS and Data	—	free	250 minutes; 1.000 SMS; 16xTravel & Surf WeekPass ⁴
Fixed line number	—	free	—
Activation fee	29.95	29.95	29.95
Duration of contract	24 months	24 months	24 months

¹ voice and sms within all german networks (mobile and fixed network).

² EU and Country Group 2

³ up to two MultiSIM bookable.

⁴ incl. 50 MB.

GERMANY

MOBILE OPTIONS

INTERNATIONAL OPTIONS IN €	ALL INCLUSIVE (ROAMING)	INTERNATIONAL 100 or 400	INTERNATIONAL PACKAGE	INTERNATIONAL SMS 100
Monthly charge	5.00	9.95 or 29.95	10.00	9.95
Description	Use your flat (voice, SMS & data) tarif in Europe	100 or 400 min. mobile and fixed Network to european countries.	All Inclusive (Roaming), International ¹ 100, International SMS ¹ 100	100 SMS to EU
			¹ EU and Country Group 1 and 2.	
VOICE OPTIONS IN €	FAMILY	FIXED LINE NUMBER		
Monthly charge	4.95	4.95		
Description	free calls between 4 mobil numbers (onnet) and to one fixed line number.	fixed line number and call forwarding from this number.		
ADDITIONAL DATA VOLUME OPTIONS IN €	Data S	Data M	Data L	
Monthly charge	9.95	14.95	24.95	
Additional Data Volume (per month)	1 GB	2GB	5GB	
OHTER OPTIONS IN €	ON-THE-GO PACKAGE	MULTISIM	HOTSPOT FLAT	SPEED LTE MAX
Monthly charge	10.00	4.95	4.95	4.95
Description	up to two MultiSIM bookable, Hotspot Flat, fixed line number	up to two MultiSIM bookable.	—	max. LTE Speed

GERMANY

DOUBLE PLAY VIA WIRELESS (CALL & SURF VIA FUNK)

DOUBLE PLAY VIA WIRELESS¹ IN €	S	M	L
Monthly Charge ²	34.95 ³	39.95 ⁴	49.95 ⁵
Data Speed (Mbit/s)	16 Mbit/s	50 Mbit/s	100 Mbit/s
Data Volume until Speed Step Down (SSD)	10 GB	15 GB	30 GB
Voice minutes	€ Cent/Minute		
fixed net national	flat		
international	from 2.9		
fixed to mobile	19.0		
Options			
Speed On	€14.95 per 10GB	€14.95 per 15GB	€14.95 per 30GB
fixed to mobile	12.9 cents/minute, minimum charge €4 per month		
mobile flat	to Telekom Mobile €14.95 per month		
CountryFlat 1	€3.95 per month		
CountryFlat 2	€14.95 per month		
Mail & Cloud M	€4.95 per month		
Security Package M	€3.95 per month		

1 Standard-PSTN; Universal-PSTN + €4

2 without terminal equipment. Monthly rent for Router €4.95

3 Promotional price until Dec. 31, 2014. Regular price €39.95

4 Promotional price until Dec. 31, 2014. Regular price €49.95

5 Promotional price until Dec. 31, 2014. Regular price €69.95

For general conditions and further details, please see www.telekom.de. All prices in € including VAT.

GERMANY

MAGENTA ZUHAUSE

MAGENTA ZUHAUSE IN €	ZUHAUSE XS ¹	ZUHAUSE S ¹	ZUHAUSE M ¹	ZUHAUSE L ¹
	29.95	34.95 ²	39.95 ²	44.95 ²
	16 Mbit/s bandwidth flat rate Internet usage	16 Mbit/s bandwidth, flat rate Internet usage flat rate voice usage	50 Mbit/s bandwidth flat rate Internet usage flat rate voice usage	100 Mbit/s bandwidth ⁵ flat rate Internet usage flat rate voice usage
ENTERTAIN				
ENTERTAIN	--		10.00 ^{3,4}	
ENTERTAIN COMFORT SAT	--		10.00 ^{3,4}	
ENTERTAIN PREMIUM	--		15.00 ^{3,4}	
ENTERTAIN SAT	--	5.00		--
CITY, DLD		CENT/MINUTE		
Peak/Off peak	2.9 ct		0 ct	
international			from 2.9 ct	
fixed to mobile			19.0 ct	
CALLING PLANS				
fixed to mobile			12.9 ct/minute, 4.00 monthly minimum charge	
fixed to T-Mobile flatrate			14.95	
fixed to mobile flatrate			19.95	
CountryFlat 1			3.94	
CountryFlat 2			14.95	
Set-up			69.95 (non-recurring charge)	

1 IP-Access incl. 2 voice channels and 3 telephone no.

2 Promotional price for new broadband customers: -€5.00 for the first 12 (ZUHAUSE S) /24 (ZUHAUSE M&L) months

3 Promotional price for new broadband customers: -€5.00 for the first 24 months (ZUHAUSE S) / ongoing (ZUHAUSE M&L)

4 Promotional price for upgraders from Double Play tariffs: -€5.00 for the first 24 months

5 SPEED OPTION XL: Also available with 200 Mbit/s for +€5.00

All prices in € including VAT; excl. terminal equipment.

All prices are charged on a monthly basis if not identified separately (usage prices excluded)

For general conditions and further details, please see www.telekom.de

GERMANY

MAGENTA ZUHAUSE HYBRID

MAGENTA ZUHAUSE HYBRID IN €	ZUHAUSE HYBRID S ¹	ZUHAUSE HYBRID M ¹	ZUHAUSE HYBRID L ¹
	34.95 ²	39.95 ²	44.95 ²
	16 Mbit/s bandwidth + Hybrid LTE-Boost (up to 16 Mbit/s), flat rate Internet usage flat rate voice usage	50 Mbit/s bandwidth + Hybrid LTE-Boost (up to 50 Mbit/s), flat rate Internet usage flat rate voice usage	100 Mbit/s bandwidth + Hybrid LTE-Boost (up to 100 Mbit/s), flat rate Internet usage flat rate voice usage
CITY, DLD		CENT/MINUTE	
national		0 ct	
international		from 2.9 ct	
fixed to mobile		19.0 ct	
CALLING PLANS			
fixed to mobile		12.9 ct/minute, 4.00 monthly minimum	
fixed to T-Mobile flatrate		14.95	
fixed to mobile flatrate		19.95	
CountryFlat 1		3.94	
CountryFlat 2		14.95	
Set-up		69.95 (non-recurring charge)	

1 IP-Access incl. 2 voice channels and 3 telephone no.

2 Promotional price for new broadband customers: -€5.00 for the first 12 (ZUHAUSE HYBRID S) /24 (ZUHAUSE HYBRID M&L) months

All prices excl. terminal equipment; Speedport Hybrid required (rental price per month: 9.95€, purchase price 399.99€)

All prices in € including VAT; excl. terminal equipment.

All prices are charged on a monthly basis if not identified separately (usage prices excluded)

For general conditions and further details, please see www.telekom.de

GERMANY

SINGLE PLAY

SINGLE PLAY IN €	CALL START ¹	CALL BASIC ^{1,2}	CALL COMFORT ¹
	17.95	19.95	29.95
	Standard-PSTN, voice usage per minute	Standard-PSTN, voice usage per minute, up to 120 minutes included within Germany	Standard-PSTN, voice flat rate within Germany
CITY, CDL	€ CENT/MINUTE		
Peak/Off peak	2.9		flat
international		from 2.9	
fixed to mobile		19.0	
CALLING PLANS			
CountryFlat 1		€ 3.94 per month	
CountryFlat 2		€14.95 per month	
fixed to mobile		12.9 cents/minute, minimum charge €4 per month	
fixed to T-Mobile flatrate		€14.95 per month	
Set-up		One off charge PSTN €69.95	

1 Standard-PSTN; Universal-PSTN + €8

2 Universal-PSTN up to 240 Min included

For general conditions and further details, please see www.telekom.de.

All prices in € including VAT.

GERMANY

MAGENTA EINS

MAGENTA EINS ¹ IN €	MagentaEINS S	MagentaEINS M	MagentaEINS L
Monthly charge	49.90 ²	64.85 ²	74.85 ²
Communication ³	Flat at home and on the mobile device into all national networks incl. fixed to mobile.	Flat at home and on the mobile device into all national networks incl. fixed to mobile.	Flat at home and on the mobile device into all national networks incl. fixed to mobile.
Data Mobile	Flat with up to 150 Mbit/s (LTE Max) until speed step down 500 MB.	Flat with up to 150 Mbit/s (LTE Max) until speed step down 500 MB.	Flat with up to 150 Mbit/s (LTE Max) until speed step down 500 MB.
Internet at home	Flat with up to 16 Mbit/s download.	Flat with up to 50 Mbit/s download.	Flat with up to 100 Mbit/s download.
TV	_____	Entertain Comfort incl. HD Receiver 500 GB Memory.	Entertain Premium incl. HD Receiver 500 GB Memory.
Set-up	One off charge new lines fixed (€ 69,95) & new mobile (€29.95)		
Duration of contract	new customers 24 months. Otherwise duration depends of fixed-network and/or mobile-network contract.		
Handsets, options, calling plans, etc.	available based on comparable mobile and fixed line stand-alone offers.		

1 Booking Prerequisites: only available as IP-Tariff; Mobile tariff with monthly charge \geq €29.95; Identical adress for fixed and mobile contracts.

2 Promotional price in the first 12 (S) or 24 (M an L) months for new customers; Regular price € 54.90 (S), €69.85 (M) and €79,85 (L).

3 Price for international calls depend of fixed-network and/or mobile-network contract. Otherwise from 2.9 cent/min. (fixed line) and from 69 cent/min. (mobile)

More MagentaEINS convergent Bundles including existing customers' tariffs available.

For general conditions and further details, please see www.telekom.de. All prices in € including VAT.

FIXED NETWORK

OVERVIEW DOM. INTERCONNECTION TARIFFS (EXCL. VAT)

TERMINATION FEES IN CENT/MIN.	PEAK (9:00-18:00), OLD	PEAK (9:00-18:00), NEW	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW
Local	0.36	0.24 ¹	0.25	0.24 ¹
Single transit	0.40	0.26 ¹	0.28	0.26 ¹
Double transit national	0.40	0.26 ¹	0.28	0.26 ¹
ORIGINATION FEES IN CENT/MIN.	PEAK (9:00-18:00), OLD	PEAK (9:00-18:00), NEW ¹	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW ¹
Local	0.36	0.24	0.25	0.24
Single transit	0.52	0.35	0.36	0.35
Double transit national	0.61	0.41	0.43	0.41
FULLY UNBUNDLED ("ULL")	OLD		NEW	
One time fee	31.01 ²		29.78 ³	
Monthly fee	10.08 ⁴		10.19 ⁵	
PARTIALLY UNBUNDLED ("LINE SHARING")	OLD		NEW	
One time fee	34.13 ²		34.23 ³	
Monthly fee	1.68 ⁶		1.78 ⁷	
IP-BSA ADSL SHARED (CLASSIC)	OLD		NEW	
One time fee	--		44.87 ^{8,9}	
Monthly fee	--		8.12 ^{8,9}	
IP-BSA ADSL STAND ALONE (CLASSIC)	OLD		NEW	
One time fee	--		47.68 ^{8,9}	
Monthly fee	--		18.20 ^{8,9}	
IP-BSA VDSL (until 50 Mbit/s) ¹⁰ STAND ALONE (CLASSIC)	OLD (IN €)		NEW (IN €)	
One time fee	--		46.43 ^{8,9}	
Monthly fee	--		25.32 ^{8,9}	

1 Prices are valid from Dec. 01, 2014 to Dec. 31, 2016.

2 Depending on complexity – valid to Jun. 30, 2014.

3 Depending on complexity - valid to Sep. 30, 2016.

4 Twisted pair copper access line valid to Jun. 30, 2013.

5 Twisted pair copper access line valid to Jun. 30, 2016.

6 valid to Jun. 30, 2014.

7 valid to Sep. 30, 2016.

8 Since Dec. 01, 2010 these prices are ex post.

9 No price changes since Jul. 01, 2011.

10 Monthly fee for VDSL Vectoring (over 50 to 100 Mbit/s) : 29.52 €. Launch Aug. 01, 2014.

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UNITED STATES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		5.074	5.270	5.554	6.521	22.419	6.905	36,1
NET REVENUE		5.073	5.269	5.554	6.520	22.416	6.904	36,1
EBITDA	1	844	1.083	1.014	1.355	4.296	1.225	45,1
EBITDA margin (EBITDA / total revenues)	%	16,6	20,6	18,3	20,8	19,2	17,7	1,1p
Depreciation, amortization and impairment losses		(641)	(704)	(746)	(748)	(2.839)	(838)	(30,7)
Profit (loss) from operations = EBIT		203	379	268	607	1.457	387	90,6
CASH CAPEX	2	690	686	868	1.009	3.253	845	22,5
CASH CONTRIBUTION	2	154	397	146	346	1.043	380	n.a.

FINANCIALS (AS REPORTED)

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		5.074	5.270	5.554	6.510	22.408	6.905	36,1
NET REVENUE		5.073	5.269	5.554	6.509	22.405	6.904	36,1
EBITDA		795	1.411	869	1.169	4.244	1.111	39,7
EBITDA margin (EBITDA / total revenue)	%	15,7	26,8	15,6	18,0	18,9	16,1	0,4p
Depreciation, amortization and impairment losses		(641)	(704)	(746)	(748)	(2.839)	(838)	(30,7)
Profit (loss) from operations = EBIT		154	707	123	421	1.405	273	77,3
CASH CAPEX		690	2.397	870	1.115	5.072	2.729	n.a.
CASH CONTRIBUTION		105	(986)	(1)	54	(828)	(1.618)	n.a.

1 Excluding special factors affecting EBITDA of EUR 49mn in Q1/14, EUR (328)mn in Q2/14, EUR 145mn in Q3/14, EUR 186mn in Q4/14 and EUR 114mn in Q1/15.

2 Adjusted by excluding spectrum purchases of EUR 1.711mn in Q2/14, EUR 2mn in Q3/14, EUR 106mn in Q4/14, and EUR 1.884mn in Q1/15.

UNITED STATES

EBITDA RECONCILIATION

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		5.074	5.270	5.554	6.510	22.408	6.905	36,1
Profit (loss) from operations = EBIT		154	707	123	421	1.405	273	77,3
- Depreciation, amortization and impairment losses		(641)	(704)	(746)	(748)	(2.839)	(838)	(30,7)
= EBITDA		795	1.411	869	1.169	4.244	1.111	39,7
EBITDA margin	%	15,7	26,8	15,6	18,0	18,9	16,1	0,4p
- Special factors affecting EBITDA		(49)	328	(145)	(186)	(52)	(114)	n.a.
= EBITDA ADJUSTED FOR SPECIAL FACTORS	1	844	1.083	1.014	1.355	4.296	1.225	45,1
EBITDA margin (adjusted for special factors)	%	16,6	20,6	18,3	20,8	19,2	17,7	1,1p

SPECIAL FACTORS

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €
EFFECTS ON EBITDA		(49)	328	(145)	(186)	(52)	(114)
- of which personnel		(46)	(45)	(19)	(23)	(133)	(22)
- of which other		(3)	373	(126)	(163)	81	(92)
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(49)	328	(145)	(186)	(52)	(114)
- of which personnel		(46)	(45)	(19)	(23)	(133)	(22)
- of which other		(3)	373	(126)	(163)	81	(92)

1 Excluding special factors affecting EBITDA of EUR 49mn in Q1/14, EUR (328)mn in Q2/14, EUR 145mn in Q3/14, EUR 186mn in Q4/14, and EUR 114mn in Q1/15.

UNITED STATES OPERATIONAL

	Note	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Change %
CUSTOMERS (END OF PERIOD)	('000)	49.075	50.545	52.890	55.018	55.018	56.836	15,8
Branded postpaid	('000)	23.622	24.530	25.909	27.185	27.185	28.310	19,8
Branded prepay	('000)	15.537	15.639	16.050	16.316	16.316	16.389	5,5
- BRANDED	('000)	39.159	40.169	41.959	43.501	43.501	44.699	14,1
Machine-to-machine	('000)	3.822	4.047	4.269	4.421	4.421	4.562	19,4
MVNO	('000)	6.094	6.329	6.662	7.096	7.096	7.575	24,3
- WHOLESALE	('000)	9.916	10.376	10.931	11.517	11.517	12.137	22,4
NET ADDS	('000)	2.391	1.470	2.345	2.128	8.334	1.818	(24,0)
Branded postpaid	('000)	1.323	908	1.379	1.276	4.886	1.125	(15,0)
Branded prepay	('000)	465	102	411	266	1.244	73	(84,3)
- BRANDED	('000)	1.788	1.010	1.790	1.542	6.130	1.198	(33,0)
Machine-to-machine	('000)	220	225	222	152	819	141	(35,9)
MVNO	('000)	383	235	333	434	1.385	479	25,1
- WHOLESALE	('000)	603	460	555	586	2.204	620	2,8
AVERAGE MONTHLY CHURN	(%)	3,1	3,2	3,5	3,6	3,4	3,3	0,2p
- Branded postpaid	(%)	1,5	1,5	1,7	1,8	1,6	1,5	0,0p
- Branded prepay	(%)	4,3	4,5	4,8	5,4	4,8	4,6	0,3p
TOTAL REVENUES	(€ million)	5.074	5.270	5.554	6.510	22.408	6.905	36,1
Service revenue	(€ million)	1	3.785	3.887	4.168	16.401	5.037	33,1
EBITDA (ADJUSTED FOR SPECIAL FACTORS)	(€ million)	2	844	1.083	1.014	4.296	1.225	45,1
EBITDA margin (adjusted for special factors)	(%)		16,6	20,6	18,3	20,8	17,7	1,1p
EBITDA margin (adjusted for special factors)	(%)		22,3	27,9	24,3	29,7	24,3	2,0p
BLENDED ARPU	(€)	26	26	27	28	27	30	15,4
- Branded postpaid	(€)	35	34	35	36	35	40	14,3
- Branded prepay	(€)	26	27	28	29	27	33	26,9
NON-VOICE % OF ARPU	(%)	51	52	53	54	52	55	4,0p
MOU PER BRANDED CUSTOMER	(min)	1.127	1.131	1.112	1.080	1.177	1.081	(4,1)
- Branded postpaid	(min)	992	997	981	961	982	977	(1,5)
CASH CAPEX	(€ million)	690	2.397	870	1.115	5.072	2.729	n.a.
CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)	(€ million)	3	690	686	868	3.253	845	22,5
CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)	(€ million)	3	154	397	146	1.043	380	n.a.

Note: T-Mobile's historical metrics have changed to conform with the current branded customer presentation. Branded customer metrics revenues exclude machine-to-machine, MVNO, third party roaming and third party one-time fees. Certain historical customer numbers may not tie to historical reports due to rounding.

1 Includes revenues from providing recurring wireless, customer roaming and handset insurance services.

2 Excluding special factors affecting EBITDA of EUR 49mn in Q1/14, EUR (328)mn in Q2/14, EUR 145mn in Q3/14, EUR 186mn in Q4/14, and EUR 114mn in Q1/15.

3 Adjusted by excluding spectrum purchases of EUR 1.711mn in Q2/14, EUR 2mn in Q3/14, EUR 106mn in Q4/14, and EUR 1.884mn in Q1/15.

UNITED STATES

OPERATIONAL IN US-\$

	Note	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Change %	
CUSTOMERS (END OF PERIOD)	('000)	49.075	50.545	52.890	55.018	55.018	56.836	15,8	
Branded postpaid	('000)	23.622	24.530	25.909	27.185	27.185	28.310	19,8	
Branded prepay	('000)	15.537	15.639	16.050	16.316	16.316	16.389	5,5	
- BRANDED	('000)	39.159	40.169	41.959	43.501	43.501	44.699	14,1	
Machine-to-machine	('000)	3.822	4.047	4.269	4.421	4.421	4.562	19,4	
MVNO	('000)	6.094	6.329	6.662	7.096	7.096	7.575	24,3	
- WHOLESALE	('000)	9.916	10.376	10.931	11.517	11.517	12.137	22,4	
NET ADDS	('000)	2.391	1.470	2.345	2.128	8.334	1.818	(24,0)	
Branded postpaid	('000)	1.323	908	1.379	1.276	4.886	1.125	(15,0)	
Branded prepay	('000)	465	102	411	266	1.244	73	(84,3)	
- BRANDED	('000)	1.788	1.010	1.790	1.542	6.130	1.198	(33,0)	
Machine-to-machine	('000)	220	225	222	152	819	141	(35,9)	
MVNO	('000)	383	235	333	434	1.385	479	25,1	
- WHOLESALE	('000)	603	460	555	586	2.204	620	2,8	
AVERAGE MONTHLY CHURN	(%)	3,1	3,2	3,5	3,6	3,4	3,3	0,2p	
- Branded postpaid	(%)	1,5	1,5	1,7	1,8	1,6	1,5	0,0p	
- Branded prepay	(%)	4,3	4,5	4,8	5,4	4,8	4,6	0,3p	
TOTAL REVENUES	(USD million)	6.959	7.228	7.358	8.132	29.677	7.774	11,7	
Service revenue	(USD million)	1	5.193	5.331	5.523	5.698	21.745	5.668	9,1
EBITDA (ADJUSTED FOR SPECIAL FACTORS)	(USD million)	1.158	1.485	1.345	1.690	5.678	1.371	18,4	
EBITDA margin (adjusted for special factors)	(%)	16,6	20,5	18,3	20,8	19,1	17,6	1,0p	
EBITDA margin (adjusted for special factors)	(%)	22,3	27,8	24,4	29,7	26,1	24,2	1,9p	
BLENDED ARPU	(USD)	36	36	36	35	36	34	(5,6)	
- Branded postpaid	(USD)	48	47	47	45	47	45	(6,3)	
- Branded prepay	(USD)	36	37	37	37	36	37	2,8	
NON-VOICE % OF ARPU	(%)	51	52	53	54	52	55	4,0p	
MOU PER BRANDED CUSTOMER	(min)	1.127	1.131	1.112	1.080	1.177	1.081	(4,1)	
- Branded postpaid	(min)	992	997	981	961	982	977	(1,5)	
CASH CAPEX	(USD million)	947	3.305	1.153	1.396	6.801	3.114	n.a.	
CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)	(USD million)	3	947	940	1.150	4.302	966	2,0	
CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)	(USD million)	3	212	544	195	425	1.376	405	

Note: T-Mobile's historical metrics have changed to conform with the current branded customer presentation. Branded customer metrics revenues exclude machine-to-machine, MVNO, third party roaming and third party one-time fees. Certain historical customer numbers may not tie to historical reports due to rounding.

1 Includes revenues from providing recurring wireless, customer roaming and handset insurance services.

2 Excluding special factors affecting EBITDA of USD 67mn in Q1/14, USD (445)mn in Q2/14, USD 190mn in Q3/14, USD 231mn in Q4/14, and USD 132mn in Q1/15.

3 Adjusted by excluding spectrum purchases of USD 2.365mn in Q2/14, USD 3mn in Q3/14, USD 131mn in Q4/14, and USD 2.148mn in Q1/15.

For US-GAAP numbers please visit investor.t-mobile.com to download the corresponding T-Mobile USA earnings release.

UNITED STATES

T-MOBILE USA

SIMPLE CHOICE PLAN^{1,2,3,5,6,7,8,9,10,11}

PRICING⁸

Unlimited Talk, Text and Web with up to 1GB of full speed data ^{4,5}	\$50.00
Unlimited Talk, Text and Web with up to 3GB of full speed data ^{4,5}	\$60.00
Unlimited Talk, Text and Web with up to 5GB of full speed data ^{4,5}	\$70.00
Unlimited Talk, Text and Unlimited Nationwide 4G LTE data (unlimited full speed data)	\$80.00

1 Text plans include unlimited nationwide text, picture and video messaging. As of Mar. 23, international texting from the US to virtually anywhere, at no extra charge.

5 Includes up to 1GB of full speed data at no additional charge.

2 Web plans include overage-free data with nationwide Web and e-mail access. Full speeds available up to monthly allotment, then slowed to up to 2G speeds for rest of billing cycle. All unlimited data plans are unlimited while on T-Mobile's network.

6 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G LTE plan which includes up to 5 GB of Smartphone Mobile HotSpot data usage that is capped. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G LTE Data plan in 2GB increments for \$10 each up to 11GB. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

3 On-network and domestic roaming data allotments differ: 1 GB full-speed plan includes 10 MB roaming; 3 GB and unlimited 4G LTE full-speed plans, and limited 5 GB through 11 GB Smartphone Mobile HotSpot features, include 50 MB roaming; 5 GB, 7 GB and 9 GB full-speed plans include 100 MB roaming; and 11 GB through 21 GB full-speed plans include 200 MB roaming.

4 Customers may choose to add more full speed data in increments of 2 GB/each \$10 more per month per line, up to 21 GB of data.

7 No limits or overages while on T-Mobile's network. No annual service contract required.

8 All prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$15 SIM starter kit and deposit may be required. Web plans provide access to data; capable device required to achieve 4G LTE speeds.

9 All postpaid Simple Choice plan options include unlimited (2G) data and text while in over 120 countries and destinations at no extra charge.

10 All postpaid Simple Choice plan options include free data for music streaming on select music stations

11 3-21GB postpaid Simple Choice plan options include Data Stash, the ability to carry forward unused high speed data for up to a year.

UNITED STATES

T-MOBILE USA

SIMPLE CHOICE PLAN^{1,2,3,4,5,6,7,8,9,10}

INCLUDED FEATURES PER LINE

Unlimited Talk, Text and Web with up to 1GB of full speed data (first 2 lines)

Unlimited Talk, Text and Web with up to 1GB of full speed data (third, fourth, fifth and up to 10 lines)

PRICING⁷

\$80.00 for first 2 lines

\$10.00 per line

DATA PLAN ADD-ON TO SIMPLE CHOICE MULTI-LINE^{2,3,5,6,7}

Add more full speed data in increments of 2GB, up to 21 GB of data (each line)

Unlimited Nationwide 4G LTE data (unlimited full speed data)

PRICING⁷

\$10.00 (more per line per 2 GB)

\$30.00 (more per line)

1 Text plans include unlimited nationwide text, picture and video messaging. As of Mar. 23, international texting from the US to virtually anywhere, at no extra charge.

2 Web plans include overage-free data with nationwide Web and e-mail access. Full speeds available up to monthly allotment, then slowed to up to 2G speeds for rest of billing cycle. All unlimited data plans are unlimited while on T-Mobile's network.

3 On-network and domestic roaming data allotments differ: 1 GB full-speed plan includes 10 MB roaming; 3 GB and unlimited 4G LTE full-speed plans, and limited 5 GB through 11 GB Smartphone Mobile HotSpot features, include 50 MB roaming; 5 GB, 7 GB and 9 GB full-speed plans include 100 MB roaming; and 11 GB through 21 GB full-speed plans include 200 MB roaming.

4 Includes up to 1GB of full speed data at no additional charge.

8 All postpaid Simple Choice plan options include unlimited (2G) data and text while in over 120 countries and destinations at no extra charge per line.

9 All postpaid Simple Choice plan options include free data for music streaming on select music stations

10 3-21GB postpaid Simple Choice plan options include Data Stash, the ability to carry forward unused high speed data for up to a year.

5 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G LTE plan which includes up to 5 GB of Smartphone Mobile HotSpot data usage that is capped. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G LTE Data plan in 2GB increments for \$10 each up to 11GB. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

6 No limits or overages while on T-Mobile's network. No annual service contract required.

7 All prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$15 SIM starter kit and deposit may be required. Web plans provide access to data; capable device required to achieve 4G LTE speeds.

UNITED STATES

T-MOBILE USA

SIMPLE CHOICE PLAN (PAY IN ADVANCE)^{1,2,3,4,5,6,7,8,12, 13}	PRICING¹²
Unlimited Talk, Text and Web with up to 1GB of full speed data	\$50.00
Unlimited Talk, Text and Web with up to 3GB of full speed data	\$60.00
Unlimited Talk, Text and Web with up to 5GB of full speed data	\$70.00
Unlimited Talk, Text and Unlimited Nationwide 4G LTE data (unlimited full speed data)	\$80.00

1 No annual contract required.

2 Text plans include unlimited nationwide text, picture and video messaging.

3 Web plans include overage-free data with nationwide Web and e-mail access. Full speed, 4G LTE data available up to monthly allotment, then slowed to 2G speeds for balance of service period. All unlimited data plans are unlimited while on T-Mobile's network.

4 Features available for until 30th day.

5 These plan options include Smartphone Mobile HotSpot (tethering) capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G LTE plan which includes up to 5 GB of Smartphone Mobile HotSpot data usage that is capped. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

6 No limits or overages while on T-Mobile's network.

7 For No Annual contract plans \$50 and up and that include unlimited data. Not available for Pay By The Day or Pay As You Go plans.

8 Roaming and on-network data allotments differ; 1GB full-speed plan includes 10 MB roaming; 3GB and unlimited 4G LTE plans, and limited 5 GB Smartphone Mobile Hotspot feature, include 50MB roaming, 5GB full-speed plan includes 100 MB roaming.

13 All pay in advance Simple Choice plan options include free data for music streaming on select music stations

ADDITIONAL ADD-ON PAY IN ADVANCE PLANS \$50/MONTH OR HIGHER	TALK/TEXT¹²
Stateside International Talk with Mobile ⁹	\$15.00
Stateside International Talk ¹⁰	\$10.00
Stateside International Text ¹¹	\$0.00

9 Unlimited calling to mobile numbers in 30+ countries and unlimited calling to landlines in 70+ countries. Plus, get 1000 mobile-to-mobile minutes to Mexico (Overage extra (if available funds for Pay In Advance); \$0.04/minute), unlimited texting to 200+ countries, and discounted calling rates to the rest of the world.

10 Unlimited calls to landlines in 70+ countries and unlimited texting to 200+ countries. Plus, call mobile numbers in 100+ countries for just \$0.20/minute and get discounted calling rates to the rest of the world.

11 Unlimited text messages from the US to over 200 countries.

12 All prices reflect monthly charges. \$15 SIM starter kit may be required. Capable device required to achieve 4G LTE speeds.

UNITED STATES

T-MOBILE USA

MATCH PHONE DATA MOBILE INTERNET PLAN	PRICING ¹	HOTSPOT ACCESS ³
Unlimited, Overage-Free Mobile Internet 1GB, 3GB or 5GB	\$10	Included
<p>1 Prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$15 SIM starter kit and deposit may be required.</p> <p>2 GSM voice line is required for this plan.</p> <p>3 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan. Plan data allotment applies. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.</p> <p>4 No overage charges. After data allotment used, speeds slowed to up to 2G speeds for rest of billing cycle.</p> <p>5 Match Phone Data plans match the largest GSM data bucket on the BAN. O-1GB = 1GB MI data, 1GB-3GB = 3GB MI data, 3GB+ = 5GB MI Data.</p>		

SIMPLE CHOICE VALUE ^{1,2,3,4,5,6,7,8,8} MOBILE INTERNET PLANS	PRICING ¹	HOTSPOT ACCESS ³
Unlimited, Overage-Free Mobile Internet 1 GB	\$20.00	Included
Unlimited, Overage-Free Mobile Internet 3 GB	\$30.00	Included
Unlimited, Overage-Free Mobile Internet 5 GB	\$40.00	Included
Unlimited, Overage-Free Mobile Internet 7 GB	\$50.00	Included
Unlimited, Overage-Free Mobile Internet 9 GB	\$60.00	Included
Unlimited, Overage-Free Mobile Internet 11 GB	\$70.00	Included
Unlimited, Overage-Free Mobile Internet 13 GB	\$80.00	Included
Unlimited, Overage-Free Mobile Internet 15 GB	\$90.00	Included
Unlimited, Overage-Free Mobile Internet 17 GB	\$100.00	Included
Unlimited, Overage-Free Mobile Internet 19 GB	\$110.00	Included
Unlimited, Overage-Free Mobile Internet 21 GB	\$120.00	Included
<p>1 Prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$15 SIM starter kit and deposit may be required.</p> <p>2 \$10 discount available when added to a postpaid voice line of service with T-Mobile on the same account.</p> <p>3 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan. Plan data allotment applies. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.</p> <p>4 No overage charges. After data allotment used, speeds slowed to up to 2G speeds for rest of billing cycle.</p> <p>5 Customers may choose to add more full speed data in increments of 2 GB/each \$10 more per month per line, up to 21 GB of data. Or purchase an On Demand Mobile Internet (full speed data) Pass by day or week increments. (See On Demand Mobile Internet Passes (Postpaid) below).</p> <p>6 On-network and domestic roaming data allotments differ: 1 GB full-speed plan includes 10 MB roaming; 3 GB full-speed plan includes 50 MB roaming; 5 GB, 7 GB and 9 GB full-speed plans include 100 MB roaming; and 11 GB through 21 GB full-speed plans include 200 MB roaming.</p> <p>7 All monthly postpaid Simple Choice plan options include unlimited (2G).</p>		

ON DEMAND MOBILE INTERNET PASSES (Postpaid) ^{1,2,3}	PRICING ¹	HOTSPOT ACCESS ³
Unlimited, Overage-Free Mobile Internet 500 MB data (use for 1 days)	\$5.00	Included
Unlimited, Overage-Free Mobile Internet 1 GB data (use for 7 days)	\$10.00	Included
<p>1 Credit approval, \$15 SIM starter kit and deposit may be required.</p> <p>2 No overage charges. After data allotment used, speeds slowed to up to 2G speeds for rest of billing cycle.</p> <p>3 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan Plan data allotment applies. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.</p>		

PAY IN ADVANCE - (SINGLE USE) DATA PASSES ^{1,2,3}	PRICING ¹	HOTSPOT ACCESS
Unlimited, Overage-Free 500 MB data (use for 1 day)	\$5.00	Not Included
Unlimited, Overage-Free 1 GB data (use for 7 days)	\$10.00	Not Included
Unlimited, Overage-Free 3 GB data (use for 30 days)	\$30.00	Not Included
Unlimited, Overage-Free 5 GB data (use for 30 days)	\$40.00	Not Included
Unlimited, Overage-Free 7 GB data (use for 30 days)	\$50.00	Not Included
<p>1 \$15 SIM starter kit may be required. Service available for time period and/or usage amount provided by Pass. For time period, a day is 12:00 a.m. to 11:59 p.m., based on time zone associated with account phone number. Usage rounded up to the nearest MB.</p> <p>2 No overage charges. After data allotment used, speeds slowed to up to 2G speeds for rest of billing cycle.</p> <p>3 Domestic only. No roaming.</p>		

PAY IN ADVANCE - MONTHLY RECURRING (AUTO-RENEW) PASSES ^{1,2,3}	PRICING ¹	HOTSPOT ACCESS
Unlimited, Overage-Free Mobile Internet 1 GB	\$20.00	Not Included
Unlimited, Overage-Free Mobile Internet 3 GB	\$30.00	Not Included
Unlimited, Overage-Free Mobile Internet 5 GB	\$40.00	Not Included
Unlimited, Overage-Free Mobile Internet 7 GB	\$50.00	Not Included
Unlimited, Overage-Free Mobile Internet 9 GB	\$60.00	Not Included
Unlimited, Overage-Free Mobile Internet 11 GB	\$70.00	Not Included
Unlimited, Overage-Free Mobile Internet 13 GB	\$80.00	Not Included
<p>1 Prices reflect monthly recurring charges. \$15 SIM starter kit and deposit may be required.</p> <p>2 No overage charges. After data allotment used, speeds slowed to up to 2G speeds for rest of billing cycle.</p> <p>3 On-network, Domestic data only. No roaming.</p>		

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EUROPE FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE	1	3.125	3.163	3.317	3.367	12.972	3.106	(0,6)
NET REVENUE		3.018	3.074	3.222	3.282	12.596	3.029	0,4
EBITDA	1,2	1.027	1.098	1.184	1.123	4.432	1.008	(1,9)
EBITDA margin (EBITDA / total revenue)	%	32,9	34,7	35,7	33,4	34,2	32,5	(0,4p)
Depreciation, amortization and impairment losses		(611)	(658)	(645)	(661)	(2.575)	(633)	(3,6)
Profit (loss) from operations = EBIT	3	416	440	539	462	1.857	375	(9,9)
CASH CAPEX	4	453	385	368	404	1.610	478	(5,5)
CASH CONTRIBUTION		574	713	816	719	2.822	530	(7,7)

FINANCIALS (AS REPORTED)

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		3.125	3.163	3.317	3.367	12.972	3.106	(0,6)
NET REVENUE		3.018	3.074	3.222	3.282	12.596	3.029	0,4
EBITDA		1.012	1.074	1.142	1.073	4.301	953	(5,8)
EBITDA margin (EBITDA / total revenue)	%	32,4	34,0	34,4	31,9	33,2	30,7	(1,7p)
Depreciation, amortization and impairment losses		(611)	(658)	(645)	(683)	(2.597)	(633)	(3,6)
Profit (loss) from operations = EBIT		401	416	497	390	1.704	320	(20,2)
CASH CAPEX		585	422	457	637	2.101	494	(15,6)
CASH CONTRIBUTION		427	652	685	436	2.200	459	7,5

1 GTS Central Europe Group is part of the European segment since May 30, 2014.

2 Special factors affecting EBITDA: EUR 15mn in Q1/14, EUR 24mn in Q2/14, EUR 42mn in Q3/14, EUR 50mn in Q4/14 and EUR 55mn in Q1/15.

3 Special factors affecting EBIT: EUR 15mn in Q1/14 (thereof EUR 15mn resulting from EBITDA), EUR 24mn in Q2/14 (thereof EUR 24mn resulting from EBITDA), EUR 42mn in Q3/14 (thereof EUR 42mn resulting from EBITDA) and EUR 72mn in Q4/14 (thereof EUR 50mn resulting from EBITDA) and EUR 55mn in Q1/15 (thereof EUR 55mn resulting from EBITDA).

4 Excluding payments for spectrum licences: EUR 95mn in Q1/14 in the Czech Republic, EUR 32mn in Q1/14 in Slovakia, EUR 3mn in Q1/14 in Greece, EUR 2mn in Q1/14 in Austria, EUR 31mn in Q2/14 in Slovakia, EUR 4mn in Q2/14 in Romania, EUR 1mn in Q2/14 in Poland, EUR 1mn in Q2/14 in Austria, EUR 89mn in Q3/14 in Poland, EUR 40mn in Q4/14 in Greece, EUR 191mn in Q4/14 in Hungary, EUR 1mn in Q4/14 in Poland and EUR 1mn in Q4/14 in Austria, EUR 1mn in Q1/15 in Austria and EUR 15mn in Q1/15 in Albania.

EUROPE

EBITDA RECONCILIATION

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		3.125	3.163	3.317	3.367	12.972	3.106	(0,6)
TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)		3.125	3.163	3.317	3.367	12.972	3.106	(0,6)
Profit (loss) from operations = EBIT		401	416	497	390	1.704	320	(20,2)
- Depreciation, amortization and impairment losses		(611)	(658)	(645)	(683)	(2.597)	(633)	(3,6)
= EBITDA		1.012	1.074	1.142	1.073	4.301	953	(5,8)
EBITDA margin	%	32,4	34,0	34,4	31,9	33,2	30,7	(1,7p)
- Special factors affecting EBITDA		(15)	(24)	(42)	(50)	(131)	(55)	n.a.
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		1.027	1.098	1.184	1.123	4.432	1.008	(1,9)
EBITDA margin (adjusted for special factors)	%	32,9	34,7	35,7	33,4	34,2	32,5	(0,4p)

SPECIAL FACTORS

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
EFFECTS ON EBITDA		(15)	(24)	(42)	(50)	(131)	(55)	n.a.
- of which personnel		(15)	(14)	(28)	(34)	(91)	(22)	(46,7)
- of which other		0	(10)	(14)	(16)	(40)	(33)	n.a.
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(15)	(24)	(42)	(72)	(153)	(55)	n.a.
- of which personnel		(15)	(14)	(28)	(34)	(91)	(22)	(46,7)
- of which other	1	0	(10)	(14)	(38)	(62)	(33)	n.a.

1 Impairment: Romania EUR 22mn in Q4/14.

EUROPE CUSTOMER SUMMARY

		Q1	Q2	Q3	Q4	Q1	Change
	Note	2014	2014	2014	2014	2015	%
		('000)	('000)	('000)	('000)	('000)	
GREECE							
- Fixed network Access Lines		2.702	2.675	2.645	2.624	2.599	(3,8)
- Broadband Access Lines		1.299	1.333	1.357	1.388	1.413	8,8
- Mobile Customers		7.416	7.398	7.336	7.280	7.308	(1,5)
ROMANIA							
- Fixed network Access Lines		2.341	2.308	2.272	2.239	2.189	(6,5)
- Broadband Access Lines		1.200	1.200	1.196	1.199	1.192	(0,7)
- Mobile Customers		6.080	6.046	5.945	6.047	6.008	(1,2)
HUNGARY							
- Fixed network Access Lines		1.595	1.611	1.611	1.645	1.644	3,1
- Broadband Access Lines		936	944	953	969	981	4,8
- Mobile Customers		4.878	4.898	4.933	4.964	4.948	1,4
POLAND							
- Fixed network Access Lines	1	0	0	0	0	12	n.a.
- Broadband Access Lines	1	0	0	0	0	11	n.a.
- Mobile Customers		15.748	15.675	15.728	15.702	15.794	0,3
CZECH REPUBLIC							
- Fixed network Access Lines	1	130	130	132	131	155	19,2
- Broadband Access Lines	1	131	132	132	131	145	10,7
- Mobile Customers		5.912	5.946	5.993	6.000	5.993	1,4
CROATIA							
- Fixed network Access Lines		1.138	1.114	1.094	1.076	1.052	(7,6)
- Broadband Access Lines		678	680	683	725	726	7,1
- Mobile Customers		2.272	2.308	2.332	2.252	2.214	(2,6)
NETHERLANDS							
- Mobile Customers	2	4.343	4.277	3.964	3.900	3.830	(11,8)
SLOVAKIA							
- Fixed network Access Lines		914	908	898	894	875	(4,3)
- Broadband Access Lines		532	540	546	559	570	7,1
- Mobile Customers		2.257	2.237	2.228	2.220	2.202	(2,4)
AUSTRIA							
- Mobile Customers		4.105	4.118	4.022	4.020	3.956	(3,6)
OTHER							
- Fixed network Access Lines	3	396	425	421	423	395	(0,3)
- Broadband Access Lines	3	278	302	303	307	293	5,4
- Mobile Customers		3.604	3.582	3.604	3.607	3.596	(0,2)
TOTAL							
- Fixed network Access Lines		9.215	9.172	9.073	9.033	8.922	(3,2)
- IP		2.680	2.934	3.169	3.486	3.606	34,6
- Broadband Access Lines Retail		4.784	4.849	4.880	4.995	5.038	5,3
- Wholesale Bundled Access Lines		158	156	154	140	136	(13,9)
- Wholesale Unbundled Access Lines		113	127	136	144	156	38,1
- TV (IPTV, SAT, Cable)	4	3.558	3.619	3.670	3.714	3.741	5,1
- Mobile Customers	2	56.615	56.485	56.087	55.992	55.849	(1,4)

1 Parts of the GTS Central Europe were included from January 2015.

2 Our subsidiary in the Netherlands sold its Simpel brand and the customer relationships maintained under the brand effective Aug. 1, 2014. This decreased our customer base by 226 thousand customers. Customer figures for prior periods have not been adjusted.

3 GTS Central Europe Group is part of the European Segment since May 30, 2014. From January 2015 parts of the Group were integrated into Czech Republic and Poland.

4 Our subsidiary in Czech Republic sold its SAT TV customer base in Nov. 2014. This decreased our customer base by 27 thousand customers. Customer figures for prior periods have not been adjusted.

GREECE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		691	697	727	754	2.869	692	0,1
- of which Fixed network		428	418	436	480	1.762	441	3,0
- of which Mobile communications		295	313	329	314	1.251	294	(0,3)
EBITDA	1	260	282	303	293	1.138	263	1,2
- of which Fixed network		149	154	157	173	633	153	2,7
- of which Mobile communications		106	116	134	103	459	100	(5,7)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	37,6	40,5	41,7	38,9	39,7	38,0	0,4p
- of which Fixed network	%	34,8	36,8	36,0	36,0	35,9	34,7	(0,1p)
- of which Mobile communications	%	35,9	37,1	40,7	32,8	36,7	34,0	(1,9p)
CASH CAPEX (AS REPORTED)		71	86	95	136	388	85	19,7
- of which Fixed network		33	36	41	64	174	37	12,1
- of which Mobile communications		37	50	50	70	207	48	29,7
CASH CONTRIBUTION		189	196	208	157	750	178	(5,8)
- of which Fixed network		116	118	116	109	459	116	0,0
- of which Mobile communications		69	66	84	33	252	52	(24,6)

1 Special factors affecting EBITDA: EUR 1mn in Q1/14, EUR 15mn in Q2/14 and EUR 1mn in Q3/14, EUR 20mn in Q4/14 and EUR 8mn in Q1/15.

GREECE OPERATIONALS

	Note	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Change %
FIXED NETWORK (END OF PERIOD)								
Fixed network Access Lines	('000)	2.702	2.675	2.645	2.624	2.624	2.599	(3,8)
- IP	('000)	10	12	13	15	15	16	60,0
Broadband Access Lines Retail	('000)	1.274	1.308	1.333	1.365	1.365	1.392	9,3
TV (IPTV, SAT, Cable)	('000)	278	296	321	354	354	367	32,0
Wholesale Bundled Access Lines	('000)	26	25	24	22	22	21	(19,2)
ULLs/Wholesale PSTN	('000)	1.979	2.002	2.016	2.044	2.044	2.059	4,0
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€ million)	241	256	269	242	1.008	229	(5,0)
CUSTOMERS	('000)	7.416	7.398	7.336	7.280	7.280	7.308	(1,5)
- contract	('000)	2.224	2.224	2.222	2.227	2.227	2.260	1,6
- prepaid	('000)	5.192	5.174	5.114	5.053	5.053	5.049	(2,8)
NET ADDS	('000)	1	(61)	(18)	(56)	(181)	28	n.a
- contract	('000)	(25)	0	15	5	(6)	33	n.a
- prepaid	('000)	(36)	(18)	(60)	(61)	(175)	(4)	88,9
AVERAGE MONTHLY CHURN	(%)	1,4	1,6	1,9	1,8	1,7	1,5	0,1p
- contract	(%)	1,2	1,3	1,4	1,5	1,3	1,2	0,0p
SAC PER GROSS ADD	(€)	15	19	15	18	17	16	6,7
- contract	(€)	62	77	64	64	67	53	(14,5)
- prepaid	(€)	1	1	1	1	1	1	0,0
SRC PER RETAINED CUSTOMER	(€)	46	45	41	45	44	39	(15,2)
ARPU	(€)	11	12	12	11	11	10	(9,1)
- contract	(€)	25	27	28	25	26	24	(4,0)
- prepaid	(€)	5	5	5	5	5	4	(20,0)
NON-VOICE % OF ARPU	(%)	25	24	27	26	25	27	2p
MOU PER CUSTOMER	(min)	281	302	309	301	298	282	0,4
- contract	(min)	421	457	454	450	446	419	(0,5)

1 Contract Net Adds in Q3/14 adjusted due to product definition adaption.

ROMANIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		261	242	247	252	1.002	241	(7,7)
- of which Fixed network		157	149	152	151	609	149	(5,1)
- of which Mobile communications		118	102	107	112	439	104	(11,9)
EBITDA	1	66	70	60	70	266	55	(16,7)
- of which Fixed network		39	44	35	43	161	33	(15,4)
- of which Mobile communications		26	26	26	28	106	22	(15,4)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	25,3	28,9	24,3	27,8	26,5	22,8	(2,5p)
- of which Fixed network	%	24,8	29,5	23,0	28,5	26,4	22,1	(2,7p)
- of which Mobile communications	%	22,0	25,5	24,3	25,0	24,1	21,2	(0,8p)
CASH CAPEX (AS REPORTED)		40	44	35	21	140	49	22,5
- of which Fixed network		24	25	26	20	95	29	20,8
- of which Mobile communications		16	19	9	2	46	20	25,0
CASH CONTRIBUTION		26	26	25	49	126	6	(76,9)
- of which Fixed network		15	19	9	23	66	4	(73,3)
- of which Mobile communications		10	7	17	26	60	2	(80,0)

1 Special factors affecting EBITDA: EUR 1 mn in Q1/14, EUR 2mn in Q2/14 and EUR 2mn in Q3/14 and EUR 8mn in Q4/14.

ROMANIA OPERATIONALS

	Note	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Change %
FIXED NETWORK (END OF PERIOD)								
Fixed network Access Lines	('000)	2.341	2.308	2.272	2.239	2.239	2.189	(6,5)
- IP	('000)	262	271	283	301	301	316	20,6
Broadband Access Lines Retail	('000)	1.200	1.200	1.196	1.199	1.199	1.192	(0,7)
TV (IPTV, SAT, Cable)	('000)	1.370	1.384	1.397	1.414	1.414	1.414	3,2
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€ million)	95	79	83	81	338	79	(16,8)
CUSTOMERS	('000)	6.080	6.046	5.945	6.047	6.047	6.008	(1,2)
- contract	('000)	1.611	1.622	1.636	1.690	1.690	1.751	8,7
- prepaid	('000)	4.469	4.424	4.309	4.357	4.357	4.257	(4,7)
NET ADDS	('000)	(73)	(35)	(100)	102	(106)	(40)	45,2
- contract	('000)	(27)	11	15	54	52	61	n.a.
- prepaid	('000)	(46)	(45)	(115)	48	(158)	(100)	n.a.
AVERAGE MONTHLY CHURN	(%)	2,8	2,7	3,5	2,9	3,0	2,8	0,0p
- contract	(%)	1,1	1,3	1,4	1,6	1,4	1,0	(0,1p)
SAC PER GROSS ADD	(€)	10	10	7	10	9	12	20,0
- contract	(€)	60	68	49	66	61	68	13,3
- prepaid	(€)	1	1	1	0	1	1	0,0
SRC PER RETAINED CUSTOMER	(€)	8	11	9	8	9	8	0,0
ARPU	(€)	5	4	5	5	5	4	(20,0)
- contract	(€)	11	9	10	10	10	9	(18,2)
- prepaid	(€)	3	3	3	3	3	3	0,0
NON-VOICE % OF ARPU	(%)	19	24	25	26	23	27	8p
MOU PER CUSTOMER	(min)	294	301	298	307	300	298	1,4
- contract	(min)	427	465	465	483	460	471	10,3

HUNGARY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		366	362	370	394	1.492	393	7,4
PRODUCT VIEW		366	362	370	394	1.492	393	7,4
- Fixed network	1	180	163	163	176	682	192	6,7
- Mobile communications		186	199	207	220	812	201	8,1
SEGMENT VIEW		366	362	370	394	1.492	393	7,4
- of which Consumer		215	226	232	245	918	233	8,4
- of which Business		64	66	66	67	263	65	1,6
EBITDA	2	94	123	129	99	445	106	12,8
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	25,7	34,0	34,9	25,1	29,8	27,0	1,3p
CASH CAPEX (AS REPORTED)		64	43	44	249	400	59	(7,8)
CASH CONTRIBUTION		30	80	85	(150)	45	47	56,7

1 Fixed Network include Total revenue of HU GHS.

2 Special factors affecting EBITDA: EUR 1mn in Q2/14, EUR 12mn in Q3/14, EUR 1mn in Q4/14 and EUR 1mn in Q1/15.

HUNGARY OPERATIONALS

	Note	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Change %
FIXED NETWORK (END OF PERIOD)								
Fixed network Access Lines	('000)	1.595	1.611	1.611	1.645	1.645	1.644	3,1
- IP	('000)	683	745	807	968	968	1.021	49,5
Broadband Access Lines Retail	('000)	867	877	887	922	922	940	8,4
TV (IPTV, SAT, Cable)	('000)	896	905	910	923	923	934	4,2
Wholesale Bundled Access Lines	('000)	43	41	40	28	28	27	(37,2)
ULLs/Wholesale PSTN	('000)	15	14	13	12	12	12	(20,0)
Wholesale Unbundled Access Lines	('000)	26	26	26	19	19	13	(50,0)
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€ million)	157	167	170	170	664	167	6,4
CUSTOMERS	('000)	4.878	4.898	4.933	4.964	4.964	4.948	1,4
- contract	('000)	2.375	2.413	2.445	2.483	2.483	2.493	5,0
- prepaid	('000)	2.503	2.485	2.488	2.481	2.481	2.454	(2,0)
NET ADDS	('000)	(9)	20	35	32	78	(17)	(88,9)
- contract	('000)	5	38	32	39	113	10	100,0
- prepaid	('000)	(14)	(18)	4	(7)	(36)	(27)	(92,9)
AVERAGE MONTHLY CHURN	(%)	1,5	1,4	1,5	1,6	1,5	1,5	0,0p
- contract	(%)	1,1	0,9	0,9	0,8	0,9	1,0	(0,1p)
SAC PER GROSS ADD	(€)	18	16	16	23	18	19	5,6
- contract	(€)	41	34	34	50	40	44	7,3
- prepaid	(€)	6	6	7	11	8	6	0,0
SRC PER RETAINED CUSTOMER	(€)	45	42	42	54	46	51	13,3
ARPU	(€)	11	11	12	11	11	11	0,0
- contract	(€)	18	19	19	19	19	19	5,6
- prepaid	(€)	4	4	4	4	4	4	0,0
NON-VOICE % OF ARPU	(%)	26	26	26	27	26	28	2p
MOU PER CUSTOMER	(min)	155	167	171	171	166	173	11,6
- contract	(min)	263	283	287	290	281	293	11,4

POLAND

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE	1	350	365	388	389	1.492	382	9,1
- of which Consumer		215	220	227	220	882	220	2,3
- of which Business		122	123	130	124	499	136	11,5
EBITDA	1,2	134	141	149	155	579	130	(3,0)
EBITDA margin (EBITDA / total revenue)	%	38,3	38,6	38,4	39,8	38,8	34,0	(4,3p)
CASH CAPEX (AS REPORTED)		68	52	123	42	285	62	(8,8)
CASH CONTRIBUTION		66	89	26	113	294	68	3,0

OPERATIONALS

	Note	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Change %
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€ million)	272	277	279	266	1.094	256	(5,9)
CUSTOMERS	('000)	15.748	15.675	15.728	15.702	15.702	15.794	0,3
- contract	('000)	6.989	6.930	6.891	6.823	6.823	6.784	(2,9)
- prepaid	('000)	8.759	8.745	8.837	8.878	8.878	9.010	2,9
NET ADDS	('000)	185	(73)	53	(27)	138	93	(49,7)
- contract	('000)	(60)	(60)	(38)	(68)	(226)	(39)	35,0
- prepaid	('000)	245	(13)	92	41	364	132	(46,1)
AVERAGE MONTHLY CHURN	(%)	1,2	2,1	2,2	2,3	2,0	2,0	0,8p
- contract	(%)	1,1	1,0	1,0	1,2	1,0	1,1	0,0p
SAC PER GROSS ADD	(€)	18	7	9	5	9	5	(72,2)
- contract	(€)	72	33	47	22	44	21	(70,8)
- prepaid	(€)	3	2	1	2	2	2	(33,3)
SRC PER RETAINED CUSTOMER	(€)	18	26	20	2	18	0	(100,0)
ARPU	(€)	6	6	6	6	6	5	(16,7)
- contract	(€)	11	11	11	11	11	11	0,0
- prepaid	(€)	2	2	2	2	2	2	0,0
NON-VOICE % OF ARPU	(%)	37	36	38	38	37	39	2p
MOU PER CUSTOMER	(min)	131	138	142	148	140	150	14,5
- contract	(min)	249	264	275	289	269	299	20,1

1 From January 2015 parts of the GTS Central Europe Group were integrated into Poland.

2 Special factors affecting EBITDA: EUR -1mn in Q1/14, EUR -3mn in Q2/14, EUR -1mn in Q3/14, EUR 5mn in Q4/14 and EUR 1mn in Q1/15.

CZECH REPUBLIC

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE	1	214	217	211	220	862	226	5,6
- of which Consumer		125	125	123	120	493	112	(10,4)
- of which Business		78	78	77	88	321	99	26,9
EBITDA	1,2	92	91	93	86	362	89	(3,3)
EBITDA margin (EBITDA / total revenue)	%	43,0	41,9	44,1	39,1	42,0	39,4	(3,6p)
CASH CAPEX (AS REPORTED)		133	14	18	21	186	66	50,4
CASH CONTRIBUTION		(41)	77	75	65	176	23	n.a.

OPERATIONALS

	Note	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Change %
FIXED NETWORK (END OF PERIOD)								
Fixed network Access Lines	('000) 3	130	130	132	131	131	155	19,2
- IP	('000)	126	127	129	128	128	136	7,9
Broadband Access Lines Retail	('000)	131	132	132	131	131	143	9,2
TV (IPTV, SAT, Cable)	('000) 4	27	28	29	2	2	2	(92,6)
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	8	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	2	n.a.
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€ million)	172	172	173	169	686	160	(7,0)
CUSTOMERS	('000) 5	5.912	5.946	5.993	6.000	6.000	5.993	1,4
- contract	('000)	3.393	3.437	3.475	3.500	3.500	3.519	3,7
- prepaid	('000)	2.520	2.509	2.518	2.500	2.500	2.474	(1,8)
NET ADDS	('000) 5	81	34	47	7	169	(7)	n.a.
- contract	('000)	104	44	38	25	211	19	(81,7)
- prepaid	('000)	18	(10)	9	(18)	(2)	(26)	n.a.
AVERAGE MONTHLY CHURN	(%)	1,3	1,3	1,3	1,4	1,3	1,5	0,2p
- contract	(%)	0,5	0,4	0,5	0,6	0,5	0,6	0,1p
SAC PER GROSS ADD	(€)	19	20	20	24	21	21	10,5
- contract	(€)	43	46	46	53	47	47	9,3
- prepaid	(€)	2	2	3	3	3	2	0,0
SRC PER RETAINED CUSTOMER	(€)	11	9	8	7	9	9	(18,2)
ARPU	(€)	10	10	10	9	10	9	(10,0)
- contract	(€)	14	14	14	13	14	13	(7,1)
- prepaid	(€)	4	4	4	3	4	3	(25,0)
NON-VOICE % OF ARPU	(%)	37	37	39	39	38	41	4p
MOU PER CUSTOMER	(min)	147	153	151	154	151	154	4,8
- contract	(min)	226	233	232	237	232	235	4,0

1 From January 2015 parts of the GTS Central Europe Group were integrated into Czech Republic.

2 Special factors affecting EBITDA: EUR 1 mn in Q3/14 and EUR 2mn in Q4/14.

3 Parts of the GTS Central Europe were included from January 2015.

4 Our subsidiary in Czech Republic sold its SAT TV customer base in Nov. 2014. This decreased our customer base by 27 thousand customers. Customer figures for prior periods have not been adjusted.

5 Until Q2/14 due to technical reasons one of our service providers is only available on total customer level.

NETHERLANDS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		393	379	376	403	1.551	346	(12,0)
- of which Consumer		302	288	280	300	1.170	251	(16,9)
- of which Business		72	67	66	67	272	63	(12,5)
EBITDA	1	148	150	161	171	630	133	(10,1)
EBITDA margin (EBITDA / total revenue)	%	37,7	39,6	42,8	42,4	40,6	38,4	0,7p
CASH CAPEX (AS REPORTED)		54	46	44	37	181	46	(14,8)
CASH CONTRIBUTION		94	104	117	134	449	87	(7,4)

OPERATIONALS

	Note	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Change %
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue (€ million)		303	301	295	307	1.206	257	(15,2)
CUSTOMERS ('000)		4.343	4.277	3.964	3.900	3.900	3.830	(11,8)
- contract ('000)	2	3.105	3.102	2.867	2.848	2.848	2.836	(8,7)
- prepaid ('000)		1.237	1.176	1.096	1.052	1.052	994	(19,6)
NET ADDS ('000)		(98)	(65)	(88)	(64)	(315)	(70)	28,6
- contract ('000)	3	(24)	(4)	(8)	(20)	(55)	(12)	50,0
- prepaid ('000)		(75)	(62)	(80)	(44)	(260)	(58)	22,7
AVERAGE MONTHLY CHURN (%)		2,4	2,0	2,1	1,8	2,1	1,8	(0,6p)
- contract (%)		1,4	1,2	1,2	1,3	1,3	1,1	(0,3p)
SAC PER GROSS ADD (€)		125	148	98	123	124	143	14,4
- contract (€)		210	231	154	186	197	206	(1,9)
- prepaid (€)		23	19	15	17	19	19	(17,4)
SRC PER RETAINED CUSTOMER (€)		100	95	83	93	93	113	13,0
ARPU (€)		23	23	24	26	24	22	(4,3)
- contract (€)		31	31	32	34	32	29	(6,5)
- prepaid (€)		4	4	4	4	4	4	0,0
NON-VOICE % OF ARPU (%)		46	48	50	46	48	54	8p
MOU PER CUSTOMER (min)		134	140	142	154	142	158	17,9
- contract (min)		179	184	185	201	187	204	14,0

1 Special factors affecting EBITDA: EUR 3mn in Q1/14, EUR 1mn in Q2/14, EUR 6mn in Q3/14, EUR 1mn in Q4/14 and EUR 2mn in Q1/15.

2 Our subsidiary in the Netherlands sold its Simpel brand and the customer relationships maintained under the brand effective Aug. 1, 2014. This decreased our customer base by 226 thousand customers. Customer figures for prior periods have not been adjusted.

3 Our subsidiary in the Netherlands sold its Simpel brand and the customer relationships maintained under the brand effective Aug. 1, 2014. The effect of 226 thousand customers in Q3/14 was included in net additions to improve comparability.

CROATIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		210	221	243	231	905	211	0,5
PRODUCT VIEW		210	221	243	231	905	211	0,5
- Fixed network		127	130	141	139	537	129	1,6
- Mobile communications		83	91	102	91	367	81	(2,4)
SEGMENT VIEW		210	221	243	231	905	211	0,5
- of which Consumer		124	129	132	129	514	119	(4,0)
- of which Business		67	70	72	73	282	64	(4,5)
EBITDA	1	82	86	101	96	365	81	(1,2)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	39,0	38,9	41,6	41,6	40,3	38,4	(0,6p)
CASH CAPEX (AS REPORTED)		29	40	31	23	123	30	3,4
CASH CONTRIBUTION		53	46	70	73	242	51	(3,8)

1 Special factors affecting EBITDA: EUR 7mn in Q1/14, EUR 5mn in Q2/14, EUR 3mn in Q3/14, EUR 5mn in Q4/14 and EUR 10mn in Q1/15.

CROATIA OPERATIONALS

	Note	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Change %
FIXED NETWORK (END OF PERIOD)								
Fixed network Access Lines	('000)	1.138	1.114	1.094	1.076	1.076	1.052	(7,6)
- IP	('000)	595	700	775	843	843	897	50,8
Broadband Access Lines Retail	('000)	624	621	617	653	653	644	3,2
TV (IPTV, SAT, Cable)	('000)	392	394	393	393	393	390	(0,5)
Wholesale Bundled Access Lines	('000)	44	45	46	46	46	46	4,5
ULLs/Wholesale PSTN	('000)	260	244	229	208	208	191	(26,5)
Wholesale Unbundled Access Lines	('000)	10	14	19	26	26	36	n.a.
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€ million)	70	76	88	73	307	65	(7,1)
CUSTOMERS	('000)	2.272	2.308	2.332	2.252	2.252	2.214	(2,6)
- contract	('000)	1.090	1.090	1.089	1.099	1.099	1.098	0,7
- prepaid	('000)	1.182	1.218	1.244	1.153	1.153	1.116	(5,6)
NET ADDS	('000)	(31)	36	24	(80)	(50)	(38)	(22,6)
- contract	('000)	20	0	(1)	10	29	(1)	n.a.
- prepaid	('000)	(50)	36	25	(90)	(79)	(37)	26,0
AVERAGE MONTHLY CHURN	(%)	2,9	2,3	2,8	3,5	2,9	2,6	(0,3p)
- contract	(%)	1,1	1,1	1,4	1,2	1,2	1,1	0,0p
SAC PER GROSS ADD	(€)	18	19	15	13	16	14	(22,2)
- contract	(€)	56	62	59	44	56	49	(12,5)
- prepaid	(€)	2	2	2	2	2	3	50,0
SRC PER RETAINED CUSTOMER	(€)	66	47	54	60	56	57	(13,6)
ARPU	(€)	10	11	13	11	11	10	0,0
- contract	(€)	15	16	19	16	17	14	(6,7)
- prepaid	(€)	6	6	7	6	6	5	(16,7)
NON-VOICE % OF ARPU	(%)	43	41	41	40	41	45	2p
MOU PER CUSTOMER	(min)	179	193	191	188	188	187	4,5
- contract	(min)	242	261	261	258	255	248	2,5

SLOVAKIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		197	192	195	184	768	187	(5,1)
PRODUCT VIEW		197	192	195	184	768	187	(5,1)
- Fixed network		103	100	101	90	394	96	(6,8)
- Mobile communications		94	92	94	93	373	91	(3,2)
SEGMENT VIEW		197	192	195	184	768	187	(5,1)
- of which Consumer		117	118	118	119	472	116	(0,9)
- of which Business		56	52	51	45	204	47	(16,1)
EBITDA	1	78	76	80	76	310	73	(6,4)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	39,6	39,6	41,0	41,3	40,4	39,0	(0,6p)
CASH CAPEX (AS REPORTED)		74	55	25	24	178	28	(62,2)
CASH CONTRIBUTION		4	21	55	52	132	45	n.a.

1 Special factors affecting EBITDA: EUR 14mn in Q3/14, EUR 3mn in Q4/14 and EUR 29mn in Q1/15.

SLOVAKIA

OPERATIONALS

	Note	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Change %
FIXED NETWORK (END OF PERIOD)								
Fixed network Access Lines	('000)	914	908	898	894	894	875	(4,3)
- IP	('000)	707	769	841	894	894	875	23,8
Broadband Access Lines Retail	('000)	436	440	441	448	448	454	4,1
TV (IPTV, SAT, Cable)	('000)	444	455	461	468	468	474	6,8
Wholesale Bundled Access Lines	('000)	18	18	18	18	18	18	0,0
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	78	82	86	93	93	98	25,6
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€ million)	82	83	84	82	331	80	(2,4)
CUSTOMERS	('000)	2.257	2.237	2.228	2.220	2.220	2.202	(2,4)
- contract	('000)	1.450	1.436	1.433	1.431	1.431	1.424	(1,8)
- prepaid	('000)	808	801	796	789	789	777	(3,8)
NET ADDS	('000)	(5)	(20)	(9)	(8)	(42)	(18)	n.a.
- contract	('000)	(5)	(14)	(4)	(1)	(23)	(7)	(40,0)
- prepaid	('000)	0	(6)	(5)	(7)	(19)	(11)	n.a.
AVERAGE MONTHLY CHURN	(%)	1,3	1,3	1,2	1,4	1,3	1,3	0,0p
- contract	(%)	1,1	1,2	1,0	1,2	1,1	1,1	0,0p
SAC PER GROSS ADD	(€)	56	58	51	54	55	62	10,7
- contract	(€)	93	98	90	89	92	108	16,1
- prepaid	(€)	5	5	3	3	4	4	(20,0)
SRC PER RETAINED CUSTOMER	(€)	87	95	87	122	100	110	26,4
ARPU	(€)	12	12	13	12	12	12	0,0
- contract	(€)	17	17	18	17	17	17	0,0
- prepaid	(€)	3	3	3	3	3	3	0,0
NON-VOICE % OF ARPU	(%)	36	35	35	37	36	39	3p
MOU PER CUSTOMER	(min)	148	156	156	162	155	164	10,8
- contract	(min)	208	219	219	228	218	231	11,1

AUSTRIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		192	201	210	212	815	197	2,6
- of which Consumer		146	155	161	164	626	150	2,7
- of which Business		36	37	39	39	151	38	5,6
EBITDA	1	44	60	67	40	211	65	47,7
EBITDA margin (EBITDA / total revenue)	%	22,9	29,9	31,9	18,9	25,9	33,0	10,1p
CASH CAPEX (AS REPORTED)		26	18	17	33	94	30	15,4
CASH CONTRIBUTION		18	42	50	7	117	35	94,4

OPERATIONALS

	Note	Q1 2014	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Change %
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€ million)	168	172	179	174	693	172	2,4
CUSTOMERS	('000)	4.105	4.118	4.022	4.020	4.020	3.956	(3,6)
- contract	('000)	2.636	2.659	2.601	2.623	2.623	2.571	(2,5)
- prepaid	('000)	1.469	1.459	1.421	1.396	1.396	1.385	(5,7)
NET ADDS	('000)	14	13	(96)	(3)	(71)	(64)	n.a
- contract	('000)	6	23	(58)	22	(7)	(52)	n.a
- prepaid	('000)	8	(9)	(38)	(25)	(64)	(12)	n.a
AVERAGE MONTHLY CHURN	(%)	1,9	1,7	2,3	1,6	1,9	1,8	(0,1p)
- contract	(%)	0,8	0,6	1,4	0,6	0,8	1,3	0,5p
SAC PER GROSS ADD	(€)	54	51	53	74	58	54	0,0
- contract	(€)	161	133	158	172	156	133	(17,4)
- prepaid	(€)	4	4	6	7	5	6	50,0
SRC PER RETAINED CUSTOMER	(€)	85	84	96	84	87	89	4,7
ARPU	(€)	14	14	15	14	14	14	0,0
- contract	(€)	19	20	21	20	20	20	5,3
- prepaid	(€)	3	4	4	4	4	4	33,3
NON-VOICE % OF ARPU	(%)	42	42	43	42	42	44	(2p)
MOU PER CUSTOMER	(min)	201	201	199	211	203	206	2,5
- contract	(min)	275	276	272	288	278	261	(5,0)

1 Special factors affecting EBITDA: EUR 1 mn in Q1/14, EUR 1 mn in Q2/14, EUR 3mn in Q4/14 and EUR 5mn in Q1/15.

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SYSTEMS SOLUTIONS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)¹

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		2.052	2.187	2.068	2.294	8.601	2.001	(2,5)
Market Unit		1.679	1.674	1.678	1.843	6.874	1.695	1,0
Telekom IT		373	513	390	451	1.727	306	(18,0)
International Revenue		587	578	585	695	2.445	609	3,7
NET REVENUE		1.466	1.459	1.465	1.598	5.988	1.489	1,6
EBITDA		138	288	197	212	835	154	11,6
Market Unit		100	105	165	232	602	144	44,0
Telekom IT		38	183	32	(20)	233	10	(73,7)
EBITDA margin (EBITDA / total revenue)	%	6,7	13,2	9,5	9,2	9,7	7,7	1,0p
Depreciation, amortization and impairment losses		(140)	(280)	(141)	(147)	(708)	(135)	3,6
Profit (loss) from operations = EBIT		(2)	8	56	65	127	19	n.a.
EBIT MARGIN	%	(0,1)	0,4	2,7	2,8	1,5	0,9	1,0p
CASH CAPEX (AS REPORTED)		253	254	319	345	1.171	252	(0,4)
CASH CONTRIBUTION		(115)	34	(122)	(133)	(336)	(98)	14,8
ORDER ENTRY		1.414	1.311	2.351	2.380	7.456	1.286	(9,1)

FINANCIALS (AS REPORTED)¹

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		2.052	2.187	2.068	2.294	8.601	2.001	(2,5)
NET REVENUE		1.466	1.459	1.465	1.598	5.988	1.489	1,6
EBITDA		81	155	44	15	295	80	(1,2)
EBITDA margin (EBITDA / total revenue)	%	3,9	7,1	2,1	0,7	3,4	4,0	0,1p
Depreciation, amortization and impairment losses		(140)	(286)	(141)	(150)	(717)	(145)	(3,6)
Profit (loss) from operations = EBIT		(59)	(131)	(97)	(135)	(422)	(65)	(10,2)
CASH CAPEX		253	254	319	345	1.171	252	0,4
CASH CONTRIBUTION		(172)	(99)	(275)	(330)	(876)	(172)	n.a.

¹ Deconsolidation of T-Systems Italia S.p.A. as of May 1, 2013 and part of the French business as of June 1, 2013.

Deconsolidation of T-Systems Individual Desktop Solutions GmbH as of October 1, 2014 (sale of the company).

Consolidation of rola Security Solutions GmbH decided on November 4, 2014.

Consolidation of Satellic NV decided on November 1, 2014.

SYSTEMS SOLUTIONS

EBITDA RECONCILIATION¹

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		2.052	2.187	2.068	2.294	8.601	2.001	(2,5)
Profit (loss) from operations = EBIT		(59)	(131)	(97)	(135)	(422)	(65)	(10,2)
- Depreciation, amortization and impairment losses		(140)	(286)	(141)	(150)	(717)	(145)	(3,6)
= EBITDA		81	155	44	15	295	80	(1,2)
EBITDA margin	%	3,9	7,1	2,1	0,7	3,4	4,0	0,1p
- Special factors affecting EBITDA		(57)	(133)	(153)	(197)	(540)	(74)	(29,8)
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		138	288	197	212	835	154	11,6
EBITDA margin (adjusted for special factors)	%	6,7	13,2	9,5	9,2	9,7	7,7	1,0p

SPECIAL FACTORS

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
EFFECTS ON EBITDA		(57)	(133)	(153)	(197)	(540)	(74)	(29,8)
- of which personnel		(28)	(44)	(87)	(127)	(286)	(34)	(21,4)
- of which other		(29)	(89)	(66)	(70)	(254)	(40)	(37,9)
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(57)	(139)	(153)	(200)	(549)	(84)	(47,4)
- of which personnel		(28)	(44)	(87)	(127)	(286)	(34)	(21,4)
- of which other		(29)	(95)	(66)	(73)	(263)	(50)	(72,4)

¹ Deconsolidation of T-Systems Italia S.p.A. as of May 1, 2013 and part of the French business as of June 1, 2013.

Deconsolidation of T-Systems Individual Desktop Solutions GmbH as of October 1, 2014 (sale of the company).

Consolidation of rola Security Solutions GmbH decided on November 4, 2014.

Consolidation of Satellic NV decided on November 1, 2014.

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GROUP HEADQUARTERS & GROUP SERVICES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		622	610	596	688	2.516	565	(9,2)
NET REVENUE		191	174	162	239	766	155	(18,8)
EBITDA		(118)	(160)	(145)	(244)	(667)	(22)	81,4
EBITDA margin (EBITDA / total revenue)	%	(19,0)	(26,2)	(24,3)	(35,5)	(26,5)	(3,9)	15,1p
Depreciation, amortization and impairment losses		(149)	(152)	(163)	(178)	(642)	(144)	3,4
Profit (loss) from operations = EBIT		(267)	(312)	(308)	(422)	(1.309)	(166)	37,8
CASH CAPEX (AS REPORTED)		65	81	94	141	381	96	47,7
CASH CONTRIBUTION		(183)	(241)	(239)	(385)	(1.048)	(118)	35,5

FINANCIALS (AS REPORTED)

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		622	610	596	688	2.516	565	(9,2)
NET REVENUE		191	174	162	239	766	155	(18,8)
EBITDA		1.544	(304)	(284)	(394)	562	(108)	n.a.
EBITDA margin (EBITDA / total revenue)	%	n.a.	(49,8)	(47,7)	(57,3)	22,3	(19,1)	n.a.
Depreciation, amortization and impairment losses		(149)	(152)	(163)	(207)	(671)	(144)	3,4
Profit (loss) from operations = EBIT		1.395	(456)	(447)	(601)	(109)	(252)	n.a.
CASH CAPEX		65	81	94	141	381	96	47,7
CASH CONTRIBUTION		1.479	(385)	(378)	(535)	181	(204)	n.a.

GROUP HEADQUARTERS & GROUP SERVICES

EBITDA RECONCILIATION

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
TOTAL REVENUE		622	610	596	688	2.516	565	(9,2)
Profit (loss) from operations = EBIT		1.395	(456)	(447)	(601)	(109)	(252)	n.a.
- Depreciation, amortization and impairment losses		(149)	(152)	(163)	(207)	(671)	(144)	3,4
= EBITDA		1.544	(304)	(284)	(394)	562	(108)	n.a.
EBITDA margin	%	n.a.	(49,8)	(47,7)	(57,3)	22,3	(19,1)	n.a.
- Special factors affecting EBITDA		1.662	(144)	(139)	(150)	1.229	(86)	n.a.
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		(118)	(160)	(145)	(244)	(667)	(22)	81,4
EBITDA margin (adjusted for special factors)	%	(19,0)	(26,2)	(24,3)	(35,5)	(26,5)	(3,9)	15,1p

SPECIAL FACTORS

	Note	Q1 2014 millions of €	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Change %
EFFECTS ON EBITDA		1.662	(144)	(139)	(150)	1.229	(86)	n.a.
- of which personnel		(14)	(33)	(49)	(78)	(174)	(33)	n.a.
- of which other		1.676	(111)	(90)	(72)	1.403	(53)	n.a.
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		1.662	(144)	(139)	(179)	1.200	(86)	n.a.
- of which personnel		(14)	(33)	(49)	(78)	(174)	(33)	n.a.
- of which other		1.676	(111)	(90)	(101)	1.374	(53)	n.a.

EE LIMITED (JOINT VENTURE DEUTSCHE TELEKOM - FRANCE TELECOM)

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)^{1,2}

	Note	Q1 2014 millions of GBP	Q2 2014 millions of GBP	H1 2014 millions of GBP	Q3 2014 millions of GBP	Q4 2014 millions of GBP	H2 2014 millions of GBP	FY 2014 millions of GBP	Q1 2015 millions of GBP	Change % (YoY)
TOTAL REVENUE		1.548	1.566	3.114	1.591	1.622	3.213	6.327	1.541	(0,5)
EBITDA (AS REPORTED)		--	--	657	--	--	373	1.030	--	--
EBITDA margin (EBITDA (as reported) / total revenue)	%	--	--	21,1	--	--	11,6	16,3	--	--
RESTRUCTURING COST INCLUDED IN EBITDA		--	--	26	--	--	386	413	--	--
EBITDA (ADJUSTED FOR SPECIAL FACTORS)		--	--	760	--	--	828	1.589	--	--
EBITDA margin (EBITDA / total revenue)	%	--	--	24,4	--	--	25,8	25,1	--	--
CAPEX		--	--	268	--	--	328	596	--	--

OPERATIONAL¹

	Note	Q1 2014	Q2 2014	H1 2014	Q3 2014	Q4 2014	H2 2014	FY 2014	Q1 2015	Change % (YoY)
SERVICE REVENUE	(GBP million)	1.387	1.406	2.793	1.411	1.415	2.826	5.619	1.363	(1,7)
CUSTOMERS	('000)	25.325	25.317	25.317	25.285	25.311	25.311	25.311	25.218	(0,4)
- contract	('000)	14.473	14.638	14.638	14.757	14.901	14.901	14.901	14.954	3,3
- prepaid	('000)	10.103	9.901	9.901	9.732	9.575	9.575	9.575	9.380	(7,2)
- home	('000)	749	778	778	795	834	834	834	884	18,0
NET ADDS	('000)	(179)	(8)	(187)	(32)	26	(5)	(192)	(92)	48,6
- contract	('000)	123	165	288	119	144	263	551	53	(56,9)
- prepaid	('000)	(321)	(202)	(523)	(168)	(157)	(325)	(848)	(195)	39,3
- home	('000)	19	29	48	18	39	57	105	50	--
AVERAGE MONTHLY CHURN	(%)	2,0	1,9	--	1,9	2,1	--	--	2,0	(0,1)
- contract	(%)	1,2	1,1	--	1,2	1,3	--	--	1,2	(0,0)
SAC PER GROSS ADD	(GBP)	60	68	--	66	62	--	--	65	8,3
- contract	(GBP)	137	155	--	153	154	--	--	149	8,8
- prepaid	(GBP)	5	6	--	6	4	--	--	6	20,0
SRC PER RETAINED CUSTOMER	(GBP)	184	193	--	163	162	--	--	180	(2,2)
ARPU	(GBP)	3	19	19	19	19	--	--	19	(0,4)
- contract	(GBP)	29	29	--	29	29	--	--	28	(3,9)
- prepaid	(GBP)	4	4	--	4	5	--	--	4	(5,9)
VOICE ARPU	(GBP)	3	8	--	8	8	--	--	7	(9,0)
non-voice % of ARPU	(%)	58,4	58,9	--	59,0	60,2	--	--	61,7	3,3
MOU PER CUSTOMER	(min)	206	200	--	203	212	--	--	203	(1,5)
- contract	(min)	325	311	--	313	329	--	--	305	(6,2)

1 Definitions of KPIs partially differ from those of the other European Entities.

2 Adjusted EBITDA excluding restructuring costs, brand and management fees.

3 ARPU %-changes based on exact numbers.

GLOSSARY AND DISCLAIMER

In addition to financial information presented in accordance with IFRS, this presentation contains non-GAAP financial measures,	
such as ...	which is defined as ...
EBIT	Abbreviation for EARNINGS BEFORE INTEREST AND TAXES. EBIT is equivalent to the P&L-line "Profit from operations".
Adj. EBIT	EBIT adjusted for special factors.
EBT	Abbreviation for EARNINGS BEFORE TAXES. EBT is equivalent to the P&L-line "Profit before income taxes".
Adj. EBT	EBT adjusted for special factors.
EBITDA	Abbreviation for EARNINGS BEFORE INTEREST, TAX, DEPRECIATION AND AMORTIZATION. EBITDA is equivalent to EBIT before Depreciation and Amortization. Depreciation and Amortization is not a line in the P&L but provided in the notes as "Other disclosures".
Adj. EBITDA	EBITDA adjusted for special factors.
Adj. Net profit/loss	Net profit/loss adjusted for special factors.
Special factors	Special factors impair the comparability of the results with previous periods. Details on the special factors are given for the group and each operating segment.
Cash capex	Cash outflows for investments in intangible assets (excluding goodwill) and property, plant and equipment.
Cash contribution	EBITDA minus capex.
Free cash flow	Net cash from operating activities minus net cash outflows for investments in intangible assets (excluding goodwill) and property, plant and equipment.
Gross debt	Gross debt includes not only bonds and liabilities to banks, but also liabilities to non-banks from promissory notes, lease liabilities, liabilities arising from ABS transactions (capital market liabilities), liabilities from derivatives and cash collateral.
Net debt	Net debt is calculated by deducting cash and cash equivalents as well as financial assets classified as held for trading and available for sale (due ≤ 1 year). In addition, receivables from derivatives and other financial assets are deducted from gross debt.
n.a.	not applicable
n.m.	not meaningful
ARPU	Abbreviation for AVERAGE REVENUE PER USER. Calculation: Service fee, as well as voice, non voice, roaming and visitor revenues, divided by the average number of customers in the period. Visitor revenues are allocated exclusively to contract customers.
SAC	Abbreviation for SUBSCRIBER ACQUISITION COSTS. Calculation: Customer acquisition costs divided by the number of gross customers added during the respective period.

The figures in this presentation are unaudited. These and the other non-GAAP financial measures used by Deutsche Telekom are derived from our IFRS financial information but do not comply with IFRS and should not be viewed as a substitute for our IFRS figures.