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Since January 1, 2018, Vivento Customer Services GmbH (a provider of call center services) is reported in the operating segment Germany. Before that the company was assigned to the segment Group Headquarters & Group Services. Comparative figures have been adjusted retrospectively.

With the beginning of January 1, 2018, Deutsche Telekom Group applies IFRS 15 "Revenue from Contracts with Customers". Application of the standard is mandatory for reporting periods beginning on or after January 1, 2018. This standard provides a single, principles-based five-step model for the determination and recognition of revenue to be applied to all contracts with customers. It replaces in particular IAS 18 "Revenue" and IAS 11 "Construction Contracts" and has a material effect on the presentation of Deutsche Telekom's results of operations and financial position. Deutsche Telekom utilizes the option for simplified initial application, i.e., contracts that are not completed by January 1, 2018 have been accounted for as if they had been recognized in accordance with IFRS 15 from the very beginning. The cumulative effect arising from the transition has been recognized as an adjustment to the opening balance of equity in the year of initial application. Prior-year comparatives have not been adjusted; instead, Deutsche Telekom has provided an explanation of the reasons for the changes in items in the statement of financial position and the income statement for the current period as a result of applying IFRS 15 for the first time.

Since January 1, 2018, Deutsche Telekom Group applies IFRS 9 „Financial Instruments.“ Application of the standard is mandatory for reporting periods beginning on or after January 1, 2018. The standard introduces new classification and -measurement requirements for financial instruments and replaces IAS 39. Deutsche Telekom utilizes the option for simplified initial application. The cumulative effect arising from the transition has been recognized as an adjustment to the opening balance of equity in the year of initial application. Prior-year comparatives have not been adjusted; instead, Deutsche Telekom has provided an explanation of the reasons for the changes in items in the statement of financial position and the income statement for the current period as a result of applying IFRS 9 for the first time.

The figures shown in this report were rounded in accordance with standard business rounding principles. As a result, the total indicated may not be equal to the precise sum of the individual figures.



LIFE IS FOR SHARING.

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GROUP AT A GLANCE

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
REVENUE											
Germany		5.371	5.488	5.676	21.931	5.325	5.322	(0,9)	10.768	10.648	(1,1)
United States		9.236	8.466	9.052	35.736	8.455	8.821	(4,5)	18.218	17.277	(5,2)
Europe		2.860	2.945	3.002	11.589	2.811	2.896	1,3	5.641	5.707	1,2
Systems Solutions		1.688	1.707	1.819	6.918	1.665	1.674	(0,8)	3.392	3.339	(1,6)
Group Development		562	545	561	2.263	528	535	(4,8)	1.157	1.063	(8,1)
Group Headquarters & Group Services		785	741	674	2.935	651	767	(2,3)	1.521	1.418	(6,8)
Reconciliation		(1.612)	(1.641)	(1.623)	(6.425)	(1.511)	(1.649)	(2,3)	(3.161)	(3.161)	0,0
GROUP		18.890	18.251	19.160	74.947	17.924	18.367	(2,8)	37.537	36.291	(3,3)
NET REVENUE											
Germany		5.036	5.139	5.308	20.552	4.987	4.990	(0,9)	10.105	9.976	(1,3)
United States		9.236	8.466	9.052	35.736	8.455	8.821	(4,5)	18.218	17.277	(5,2)
Europe		2.772	2.848	2.903	11.218	2.727	2.811	1,4	5.467	5.538	1,3
Systems Solutions		1.349	1.352	1.435	5.504	1.332	1.319	(2,2)	2.717	2.651	(2,4)
Group Development		415	394	408	1.660	376	384	(7,5)	858	760	(11,4)
Group Headquarters & Group Services		83	52	55	278	48	43	(48,2)	171	91	(46,8)
GROUP		18.890	18.251	19.160	74.947	17.924	18.367	(2,8)	37.537	36.291	(3,3)
EBITDA (ADJUSTED FOR SPECIAL FACTORS)											
Germany		2.086	2.177	2.094	8.412	2.082	2.126	1,9	4.141	4.209	1,6
United States		2.640	2.288	2.003	9.316	2.332	2.553	(3,3)	5.025	4.885	(2,8)
Europe		947	1.007	906	3.749	911	953	0,6	1.836	1.864	1,5
Systems Solutions		136	131	147	509	57	121	(11,0)	232	179	(22,8)
Group Development		236	220	220	915	231	233	(1,3)	475	464	(2,3)
Group Headquarters & Group Services		(76)	(102)	(370)	(661)	(70)	41	n.a.	(189)	(29)	84,7
Reconciliation		(25)	(1)	15	(10)	5	(101)	n.a.	(25)	(96)	n.a.
GROUP		5.944	5.720	5.015	22.230	5.549	5.928	(0,3)	11.495	11.477	(0,2)
Proportional EBITDA		4.690	4.543	3.780	17.427	4.388	4.721	0,7	9.104	9.109	0,1

GROUP AT A GLANCE II

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
EBITDA MARGIN (ADJUSTED FOR SPECIAL FACTORS) (EBITDA / TOTAL REVENUE)											
Germany		38,8	39,7	36,9	38,4	39,1	39,9	1,1p	38,5	39,5	1,0p
United States		28,6	27,0	22,1	26,1	27,6	28,9	0,3p	27,6	28,3	0,7p
Europe		33,1	34,2	30,2	32,3	32,4	32,9	(0,2p)	32,5	32,7	0,2p
Systems Solutions		8,1	7,7	8,1	7,4	3,4	7,2	(0,9p)	6,8	5,4	(1,4p)
Group Development		42,0	40,4	39,2	40,4	43,8	43,6	1,6p	41,1	43,7	2,6p
Group Headquarters & Group Services		(9,7)	(13,8)	(54,9)	(22,5)	(10,8)	5,3	15,0p	(12,4)	(2,0)	10,4p
GROUP		31,5	31,3	26,2	29,7	31,0	32,3	0,8p	30,6	31,6	1,0p
CASH CAPEX											
Germany		1.052	1.052	1.105	4.214	1.145	963	(8,5)	2.057	2.108	2,5
United States		8.463	1.243	784	11.932	1.143	1.353	(84,0)	9.905	2.495	(74,8)
Europe		403	395	601	1.874	438	398	(1,2)	878	836	(4,8)
Systems Solutions		91	87	120	383	83	182	100,0	177	265	49,7
Group Development		57	76	76	290	85	56	(1,8)	138	141	2,2
Group Headquarters & Group Services		239	231	294	1.005	248	247	3,3	481	495	2,9
Reconciliation		(65)	(63)	(26)	(204)	(3)	(105)	(61,5)	(116)	(106)	8,6
GROUP		10.240	3.021	2.954	19.494	3.139	3.094	(69,8)	13.520	6.234	(53,9)
- thereof spectrum investment		7.246	19	94	7.395	63	73	(99,0)	7.282	137	(98,1)
NET PROFIT (LOSS)											
adjusted for special factors		1.199	1.244	2.657	6.039	1.190	1.238	3,3	2.138	2.428	13,6
as reported		874	507	1.332	3.461	992	495	(43,4)	1.621	1.487	(8,3)
FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM INVESTMENT)											
		1.302	1.873	1.094	5.497	1.382	1.514	16,3	2.530	2.896	14,5
Proportional free cash flow		1.080	1.561	579	4.359	1.132	1.125	4,2	2.219	2.257	1,7
NET DEBT		55.249	52.635	50.791	50.791	50.455	54.772	(0,9)	55.249	54.772	(0,9)

DT GROUP

EXCELLENT MARKET POSITION¹

	Note	Q2	Q3	Q4	Q1	Q2	Change compared to		Change compared to	
		2017	2017	2017	2018	2018	prior quarter		prior year	
		('000)	('000)	('000)	('000)	('000)	abs.	%	abs.	%
BROADBAND CUSTOMERS RETAIL (END OF PERIOD)	2,3	18.615	18.750	18.930	19.135	19.318	183	1,0	703	3,8
Germany		13.035	13.105	13.209	13.357	13.437	80	0,6	402	3,1
Europe		5.396	5.457	5.530	5.598	5.671	73	1,3	275	5,1
Greece		1.678	1.713	1.757	1.800	1.830	30	1,7	152	9,1
Romania		1.142	1.139	1.134	1.124	1.117	(7)	(0,6)	(24)	(2,1)
Hungary		1.049	1.061	1.073	1.088	1.104	16	1,5	55	5,2
Poland		28	27	25	23	23	0	0,0	(5)	(17,9)
Czech Republic		153	163	176	189	208	19	10,1	55	35,9
Croatia		624	624	624	620	621	1	0,2	(3)	(0,5)
Slovakia		498	506	516	525	532	7	1,3	34	6,8
other		225	224	225	229	236	7	3,1	11	4,9
Group Development		184	188	191	198	210	12	6,1	26	14,1
Netherlands		184	188	191	198	210	12	6,1	26	14,1
FIXED NETWORK LINES (END OF PERIOD)	4	28.125	27.962	27.869	27.756	27.613	(143)	(0,5)	(512)	(1,8)
Germany		19.477	19.352	19.239	19.149	18.989	(160)	(0,8)	(488)	(2,5)
Europe		8.464	8.422	8.439	8.409	8.414	5	0,1	(50)	(0,6)
Greece		2.539	2.536	2.547	2.551	2.552	1	0,0	13	0,5
Romania		1.922	1.894	1.865	1.823	1.803	(20)	(1,1)	(119)	(6,2)
Hungary		1.637	1.634	1.632	1.634	1.640	6	0,4	3	0,2
Poland		31	29	32	27	26	(1)	(3,7)	(5)	(16,1)
Czech Republic		146	153	197	220	248	28	12,7	102	69,9
Croatia		986	974	967	959	952	(7)	(0,7)	(34)	(3,4)
Slovakia		855	855	858	860	859	(1)	(0,1)	4	0,5
other		348	345	340	334	334	0	0,0	(14)	(4,0)
Group Development		184	188	191	198	210	12	6,1	26	14,1
Netherlands		184	188	191	198	210	12	6,1	26	14,1
MOBILE SUBSCRIBERS (END OF PERIOD)		163.091	165.346	168.402	169.929	172.495	2.566	1,5	9.404	5,8
Germany		42.011	42.534	43.125	42.730	43.023	293	0,7	1.012	2,4
United States		69.562	70.731	72.585	74.040	75.619	1.579	2,1	6.057	8,7
Europe		47.688	48.205	48.842	49.254	49.886	632	1,3	2.198	4,6
Greece		7.737	7.867	7.981	8.053	8.163	110	1,4	426	5,5
Romania		5.278	5.231	5.258	5.236	5.282	46	0,9	4	0,1
Hungary		5.390	5.401	5.293	5.298	5.306	8	0,2	(84)	(1,6)
Poland		10.251	10.297	10.454	10.509	10.609	100	1,0	358	3,5
Czech Republic		6.155	6.176	6.176	6.156	6.174	18	0,3	19	0,3
Croatia		2.237	2.297	2.244	2.229	2.268	39	17,6	31	1,4
Slovakia		2.235	2.245	2.243	2.282	2.320	38	1,7	85	3,8
Austria		4.984	5.201	5.702	6.071	6.441	370	6,1	1.457	29,2
other		3.420	3.490	3.490	3.419	3.323	(96)	(13,1)	(97)	(2,8)
Group Development		3.830	3.876	3.850	3.905	3.967	62	1,6	137	3,6
Netherlands		3.830	3.876	3.850	3.905	3.967	62	1,6	137	3,6

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. Including BB via cable in Hungary.

3 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

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

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DT CONSOLIDATED INCOME STATEMENT ADJUSTED FOR SPECIAL FACTORS

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
NET REVENUE		18.890	18.251	19.160	74.947	17.924	18.367	(2,8)	37.537	36.291	(3,3)
Other operating income		223	231	431	1.137	343	339	52,0	474	682	43,9
Changes in inventories		(6)	(3)	(11)	21	1	0	(100,0)	34	1	(97,1)
Own capitalized costs		563	563	624	2.292	559	582	3,4	1.105	1.141	3,3
Goods and services purchased		(9.218)	(8.868)	(10.562)	(37.933)	(8.683)	(8.910)	(3,3)	(18.503)	(17.593)	4,9
Personnel costs		(3.708)	(3.628)	(3.722)	(14.945)	(3.787)	(3.791)	2,2	(7.596)	(7.578)	0,2
Other operating expenses		(798)	(826)	(906)	(3.289)	(808)	(658)	17,5	(1.556)	(1.466)	5,8
Depreciation, amortization, and impairment losses		(3.154)	(2.975)	(3.152)	(12.472)	(3.097)	(3.204)	1,6	(6.345)	(6.302)	0,7
PROFIT (LOSS) FROM OPERATIONS (EBIT)		2.791	2.745	1.863	9.757	2.452	2.724	(2,4)	5.150	5.176	0,5
EBIT margin (EBIT / net revenue)	%	14,8	15,0	9,7	13,0	13,7	14,8	0,0p	13,7	14,3	0,6p
Profit (loss) from financial activities		(515)	(490)	(535)	(2.895)	(413)	(479)	7,0	(1.870)	(893)	52,2
of which: finance costs		(512)	(541)	(509)	(2.201)	(424)	(427)	16,6	(1.150)	(850)	26,1
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)		2.276	2.256	1.328	6.863	2.038	2.245	(1,4)	3.279	4.283	30,6
Income taxes		(753)	(760)	2.462	949	(583)	(646)	14,2	(753)	(1.230)	(63,3)
PROFIT (LOSS)		1.523	1.495	3.790	7.812	1.455	1.599	5,0	2.527	3.053	20,8
Profit (loss) attributable to non-controlling interests		324	252	1.133	1.773	265	360	11,1	389	625	60,7
NET PROFIT (LOSS)		1.199	1.244	2.657	6.039	1.190	1.238	3,3	2.138	2.428	13,6

GROUP

EBITDA RECONCILIATION

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
NET REVENUE		18.890	18.251	19.160	74.947	17.924	18.367	(2,8)	37.537	36.291	(3,3)
NET PROFIT (LOSS)		874	507	1.332	3.461	992	495	(43,4)	1.621	1.487	(8,3)
+ Profit (loss) attributable to non-controlling interests		317	591	1.120	2.090	274	302	(4,7)	380	576	51,6
= Profit (loss)		1.192	1.098	2.452	5.551	1.266	797	(33,1)	2.001	2.063	3,1
- Income taxes		(686)	(1.323)	2.489	558	(494)	(370)	46,1	(608)	(864)	(42,1)
= Profit (loss) before income taxes = EBT		1.877	2.421	(37)	4.994	1.760	1.167	(37,8)	2.609	2.927	12,2
- Profit (loss) from financial activities		(953)	(676)	(721)	(4.390)	(411)	(1.185)	(24,3)	(2.993)	(1.596)	46,7
PROFIT (LOSS) FROM OPERATIONS (EBIT)		2.830	3.098	684	9.383	2.171	2.352	(16,9)	5.601	4.523	(19,2)
- Depreciation, amortization and impairment losses		(3.156)	(4.220)	(4.019)	(14.586)	(3.097)	(3.204)	(1,5)	(6.347)	(6.302)	0,7
= EBITDA		5.986	7.318	4.703	23.969	5.269	5.556	(7,2)	11.949	10.825	(9,4)
EBITDA margin (EBITDA/net revenue)	%	31,7	40,1	24,5	32,0	29,4	30,2	(1,5p)	31,8	29,8	(2,0p)
- Special factors affecting EBITDA		42	1.598	(312)	1.740	(281)	(371)	n.a.	454	(652)	n.a.
= EBITDA ADJUSTED FOR SPECIAL FACTORS		5.944	5.720	5.015	22.230	5.549	5.928	(0,3)	11.495	11.477	(0,2)
EBITDA margin (adjusted for special factors) (EBITDA / net revenue)	%	31,5	31,3	26,2	29,7	31,0	32,3	0,8p	30,6	31,6	1,0p

DT CONSOLIDATED INCOME STATEMENT AS REPORTED

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
NET REVENUE		18.890	18.251	19.160	74.947	17.924	18.367	(2,8)	37.537	36.291	(3,3)
Other operating income		479	2.081	488	3.819	373	339	(29,2)	1.250	711	(43,1)
Changes in inventories		(6)	(3)	(11)	21	1	0	(100,0)	34	1	(97,1)
Own capitalized costs		563	563	624	2.292	559	582	3,4	1.105	1.141	3,3
Goods and services purchased		(9.281)	(8.910)	(10.658)	(38.161)	(8.718)	(8.964)	3,4	(18.593)	(17.682)	4,9
Personnel costs		(3.824)	(3.817)	(3.900)	(15.504)	(4.057)	(4.162)	(8,8)	(7.788)	(8.219)	(5,5)
Other operating expenses		(835)	(847)	(1.001)	(3.444)	(813)	(605)	27,5	(1.596)	(1.418)	11,2
Depreciation, amortization, and impairment losses		(3.156)	(4.220)	(4.019)	(14.586)	(3.097)	(3.204)	(1,5)	(6.347)	(6.302)	0,7
PROFIT (LOSS) FROM OPERATIONS (EBIT)		2.830	3.098	684	9.383	2.171	2.352	(16,9)	5.601	4.523	(19,2)
EBIT margin (EBIT / net revenue)	%	15,0	17,0	3,6	12,5	12,1	12,8	(2,2p)	14,9	12,5	(2,4p)
Profit (loss) from financial activities		(953)	(676)	(721)	(4.390)	(411)	(1.185)	24,3	(2.993)	(1.596)	46,7
of which: finance costs		(511)	(540)	(508)	(2.197)	(422)	(531)	3,9	(1.148)	(953)	17,0
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)		1.877	2.421	(37)	4.994	1.760	1.167	(37,8)	2.609	2.927	12,2
Income taxes		(686)	(1.323)	2.489	558	(494)	(370)	(46,1)	(608)	(864)	(42,1)
PROFIT (LOSS)		1.192	1.098	2.452	5.551	1.266	797	(33,1)	2.001	2.063	3,1
Profit (loss) attributable to non-controlling interests		317	591	1.120	2.090	274	302	(4,7)	380	576	51,6
NET PROFIT (LOSS)		874	507	1.332	3.461	992	495	(43,4)	1.621	1.487	(8,3)

GROUP

SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	H1 2017 millions of €	H1 2018 millions of €
NET REVENUE		0	0	0	0	0	0	0	0
Other operating income	1	256	1.850	57	2.683	30	0	775	30
Changes in inventories		0	0	0	0	0	0	0	0
Own capitalized costs		0	0	0	0	0	0	0	0
Goods and services purchased		(62)	(42)	(96)	(229)	(35)	(53)	(90)	(89)
Personnel costs		(115)	(189)	(178)	(559)	(270)	(371)	(192)	(641)
Other operating expenses		(37)	(21)	(95)	(155)	(5)	53	(39)	48
Depreciation, amortization, and impairment losses	2,3	(2)	(1.245)	(867)	(2.114)	0	0	(2)	0
PROFIT (LOSS) FROM OPERATIONS (EBIT)		40	352	(1.178)	(374)	(281)	(371)	452	(652)
Profit (loss) from financial activities	4	(438)	(187)	(186)	(1.495)	2	(705)	(1.122)	(703)
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)		(398)	166	(1.365)	(1.869)	(278)	(1.077)	(670)	(1.355)
Income taxes		67	(563)	27	(392)	89	276	145	366
PROFIT (LOSS)		(331)	(397)	(1.338)	(2.261)	(189)	(801)	(526)	(990)
Profit (loss) attributable to non-controlling interests		(7)	339	(13)	317	9	(58)	(9)	(49)
NET PROFIT (LOSS)		(324)	(736)	(1.324)	(2.578)	(198)	(743)	(517)	(941)

1 Q3/2017: Income from the settlement with BT (0.2 bn. €) ; Income from the reversal of impairment on spectrum licenses TM US (1.7 bn. €)

2 Q3/2017: Impairment Goodwill T-Systems Market Unit (1.2 bn. €)

3 Q4/2017: Impairment Goodwill T-Mobile Poland (0.8 bn. €)

4 Q2/2018: Expenses due to settlement of litigation Toll Collect (accounted for using the equity method) (0,6 bn. €)

GROUP

DETAILS ON SPECIAL FACTORS I

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
EFFECT ON OPERATING EXPENSES		(215)	(253)	(369)	(943)	(310)	(371)	(72,6)	(321)	(682)	(112,5)
of which: expenses / income for early retirement (civil servants)		(7)	(7)	5	(4)	(190)	(224)	n.a.	(2)	(414)	n.a.
of which: expenses for severance payments		(53)	(139)	(114)	(342)	(20)	(82)	(54,7)	(89)	(102)	(14,6)
of which: expenses / income for partial retirement		(53)	(43)	(64)	(205)	(59)	(52)	1,9	(99)	(110)	(11,1)
of which: expenses for other personnel restructuring charges		(1)	0	(1)	(4)	0	(1)	0,0	(2)	(1)	50,0
of which: Vivento transfer payments		(1)	(1)	(3)	(5)	(1)	(1)	0,0	(1)	(2)	(100,0)
of which: restructuring charges		(11)	(13)	(49)	(85)	(21)	(33)	n.a.	(22)	(55)	n.a.
of which: expenses due to de-consolidations and other asset sales		7	(10)	(57)	(53)	(2)	(37)	n.a.	15	(39)	n.a.
of which: others		(95)	(40)	(85)	(246)	(17)	59	n.a.	(122)	42	n.a.
EFFECT ON OTHER OPERATING INCOME		256	1.850	57	2.683	30	0	(100,0)	775	30	n.a.
of which: income due to asset sales		256	(1)	57	831	30	0	(100,0)	775	30	n.a.
of which: others	1	0	1.852	0	1.852	0	0	n.a.	0	0	n.a.
EFFECT ON REVENUE		0	0	0	0	0	0	n.a.	0	0	n.a.
EFFECT ON EBITDA		42	1.598	(312)	1.740	(281)	(371)	n.a.	454	(652)	n.a.
DEPRECIATION, AMORTIZATION AND IMPAIRMENT	2, 3	(2)	(1.245)	(867)	(2.114)	0	0	(100,0)	(2)	0	100,0
EFFECT ON PROFIT FROM OPERATIONS = EBIT		40	352	(1.178)	(374)	(281)	(371)	n.a.	452	(652)	n.a.

1 Q3/2017: Income from the settlement with BT (0.2 bn. €) ; Income from the reversal of impairment on spectrum licenses TM US (1.7 bn. €)

2 Q3/2017: Impairment Goodwill T-Systems Market Unit (1.2 bn. €)

3 Q4/2017: Impairment Goodwill T-Mobile Poland (0.8 bn. €)

GROUP

DETAILS ON SPECIAL FACTORS II

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES	1	(438)	(187)	(186)	(1.495)	2	(705)	(61,0)	(1.122)	(703)	37,3
EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES		(398)	166	(1.365)	(1.869)	(278)	(1.077)	n.a.	(670)	(1.355)	n.a.
EFFECT ON TAXES		67	(563)	27	(392)	89	276	n.a.	145	366	n.a.
Tax effect of special factors within EBIT		48	76	77	229	96	198	n.a.	76	294	n.a.
Tax effect of special factors on profit (loss) from financial activities		19	(639)	(50)	(620)	(7)	78	n.a.	69	71	2,9
Other tax effects		0	0	0	0	0	0	n.a.	0	0	n.a.
EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON- CONTROLLING INTERESTS		(7)	339	(13)	317	9	(58)	n.a.	(9)	(49)	n.a.
EFFECT ON NET PROFIT (LOSS)		(324)	(736)	(1.324)	(2.578)	(198)	(743)	n.a.	(517)	(941)	(82,0)

1 Q2/2018: Expenses due to settlement of litigation Toll Collect (accounted for using the equity method) (0,6 bn €)

CHANGE IN THE COMPOSITION OF THE GROUP IN THE SECOND QUARTER

	REPORTED NUMBERS	PLUS ACQUISITION EFFECTS							MINUS DECONSOLIDATION EFFECTS							TOTAL EFFECT	PRO FORMA	REPORTED NUMBERS	ORGANIC CHANGE	
		Q2 2017 millions of	Total millions of €	Germany millions of €	United States millions of	Europe millions of €	Group Developmen t	Systems Solutions millions of	GHS millions of €	Total millions of €	Germany millions of €	United States millions of	Europe millions of €	Group Developmen t	Systems Solutions millions of					GHS millions of €
NET REVENUE	Note	18.890	1	0	1	0	0	0	23	0	0	0	0	0	0	23	(22)	18.868	18.367	(2,7)
PROFIT (LOSS) FROM OPERATIONS = EBIT		2.830	(15)	0	(15)	0	0	0	268	0	0	0	226	0	42	(283)	2.547	2.352	(7,7)	
Profit (loss) from financial activities		(953)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(953)	(1.185)	(24,3)	
of which finance costs		(511)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(511)	(531)	(3,9)	
PROFIT (LOSS) BEFORE INCOME TAXES = EBT		1.877	(14)	0	(14)	0	0	0	268	0	0	0	226	0	42	(282)	1.595	1.167	(26,8)	
Income taxes		(686)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(686)	(370)	46,1	
PROFIT (LOSS)		1.192	(14)	0	(14)	0	0	0	268	0	0	0	226	0	42	(282)	910	797	(12,4)	

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
		H1 2017 millions of	Total millions of €	Germany millions of €	United States millions of	Europe millions of €	Group Developmen t	Systems Solutions millions of	GHS millions of €	Total millions of €	Germany millions of €	United States millions of	Europe millions of €	Group Developmen t	Systems Solutions millions of				
NET REVENUE	Note	37.537	1	0	1	0	0	0	76	0	0	0	30	0	46	(75)	37.462	36.291	(3,1)
PROFIT (LOSS) FROM OPERATIONS = EBIT		5.601	(26)	0	(26)	0	0	0	803	0	0	0	752	0	51	(829)	4.772	4.523	(5,2)
Profit (loss) from financial activities		(2.993)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(2.993)	(1.596)	46,7
of which finance costs		(1.148)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(1.148)	(953)	17,0
PROFIT (LOSS) BEFORE INCOME TAXES = EBT		2.609	(25)	0	(25)	0	0	0	0	0	0	0	0	0	(25)	2.584	2.927	13,3	
Income taxes		(608)	0	0	0	0	0	0	(5)	0	0	0	(1)	0	(4)	5	(603)	(864)	(43,3)
PROFIT (LOSS)		2.001	(25)	0	(25)	0	0	0	798	0	0	0	751	0	47	(823)	1.178	2.063	75,1

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS

		Jun. 30	Sep. 30	Dec. 31	Mar. 31	Jun. 30	Change	Change
		2017	2017	2017	2018	2018	compared to	compared to
	Note	millions of €	millions of €	millions of €	millions of €	millions of €	prior quarter	prior year
							%	%
CURRENT ASSETS		17.808	18.344	20.392	21.706	20.213	(6,9)	13,5
Cash and cash equivalents		2.441	2.860	3.312	3.618	2.943	(18,7)	20,6
Trade and other receivables		9.161	9.196	9.723	9.121	8.921	(2,2)	(2,6)
Contract assets		0	0	0	1.728	1.715	(0,8)	n.a.
Current recoverable income taxes		181	160	236	246	283	15,0	56,4
Other financial assets		2.116	2.442	3.329	2.918	2.585	(11,4)	22,2
Inventories		1.729	1.520	1.985	1.819	1.571	(13,6)	(9,1)
Current and non-current assets and disposal groups held for sale		204	371	161	134	175	30,6	(14,2)
Other assets		1.975	1.795	1.646	2.122	2.020	(4,8)	2,3
NON-CURRENT ASSETS		123.682	121.497	120.943	116.319	119.536	2,8	(3,4)
Intangible assets		64.809	63.577	62.865	61.957	63.636	2,7	(1,8)
Property, plant and equipment		46.203	46.081	46.878	46.576	47.844	2,7	3,6
Contract costs		0	0	0	1.286	1.445	12,4	n.a.
Investments accounted for using the equity method		606	601	651	571	568	(0,5)	(6,3)
Other financial assets		6.417	5.963	5.716	1.829	1.812	(0,9)	(71,8)
Deferred tax assets		4.898	4.498	4.013	3.199	3.299	3,1	(32,6)
Other assets		748	778	819	902	930	3,1	24,3
TOTAL ASSETS		141.490	139.841	141.334	138.025	139.749	1,2	(1,2)

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

LIABILITIES AND SHAREHOLDERS' EQUITY

	Note	Jun. 30 2017 millions of €	Sep. 30 2017 millions of €	Dec. 31 2017 millions of €	Mar. 31 2018 millions of €	Jun. 30 2018 millions of €	Change compared to prior quarter %	Change compared to prior year %
LIABILITIES		102.896	100.787	98.864	94.334	98.346	4,3	(4,4)
CURRENT LIABILITIES		27.200	25.937	27.366	26.223	23.454	(10,6)	(13,8)
Financial liabilities		10.351	9.250	8.358	8.905	6.708	(24,7)	(35,2)
Trade and other payables		8.735	8.516	10.971	9.132	8.924	(2,3)	2,2
Income tax liabilities		358	341	224	307	353	15,0	(1,4)
Other provisions		2.796	2.953	3.372	3.082	2.784	(9,7)	(0,4)
Other liabilities		4.959	4.877	4.440	2.913	2.823	(3,1)	(43,1)
Contract Liabilities		0	0	0	1.885	1.861	(1,3)	n.a.
NON-CURRENT LIABILITIES		75.696	74.850	71.498	68.111	74.892	10,0	(1,1)
Financial liabilities		50.638	49.387	49.171	48.799	54.554	11,8	7,7
Provisions for pensions and other employee benefits		8.113	8.185	8.375	5.264	5.650	7,3	(30,4)
Other provisions		3.215	3.220	3.155	3.115	3.143	0,9	(2,2)
Deferred tax liabilities		9.582	10.060	6.967	7.078	7.500	6,0	(21,7)
Other liabilities		4.148	3.999	3.831	3.321	3.473	4,6	(16,3)
Contract Liabilities		0	0	0	533	573	7,5	n.a.
SHAREHOLDERS' EQUITY		38.594	39.055	42.470	43.691	41.403	(5,2)	7,3
Issued capital		12.189	12.189	12.189	12.189	12.189	0,0	0,0
Capital reserves		54.574	54.638	55.010	54.761	54.573	(0,3)	(0,0)
Retained earnings incl. carryforwards		(38.622)	(38.656)	(38.750)	(34.472)	(37.635)	9,2	(2,6)
Total other comprehensive income		(558)	(1.055)	(1.127)	(1.332)	(944)	(29,1)	69,2
Net profit (loss)		1.621	2.129	3.461	992	1.487	49,9	(8,3)
Treasury shares		(49)	(49)	(49)	(49)	(49)	0,0	0,0
Non-controlling interests		9.439	9.859	11.737	11.603	11.782	1,5	24,8
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY		141.490	139.841	141.334	138.025	139.749	1,2	(1,2)

DT GROUP

PROVISIONS FOR PENSIONS

		2017 millions of €	2016 millions of €	2015 millions of €	2014 millions of €	2013 millions of €
FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET						
Present value of obligation (DBO)	1	11.462	11.427	10.753	10.940	8.965
Plan assets		(3.102)	(2.990)	(2.744)	(2.498)	(1.973)
Others		15	14	19	23	14
Provision in balance sheet		8.375	8.451	8.028	8.465	7.006
PENSION COSTS INCLUDED IN P&L (INCLUDED EXPECTED RETURN ON PLAN ASSETS)						
		402	396	442	445	388
thereof included in EBITDA		266	230	285	220	160
thereof included in financial result		136	166	157	225	228
CASH PAYMENTS FOR PENSIONS						
1) funding of plan assets by DT (investment in financial assets)		10	264	276	266	269
2) benefits paid through plan assets	2	31	32	31	30	42
3) benefits paid through provision (included in cash flow from operations)		378	375	386	298	366
cash payments included in cash flow statement = 1) + 3)		388	639	662	564	635
cash payments included in free cash flow = 3)		378	375	386	298	366
CHANGE IN THE PRESENT VALUE OF THE OBLIGATION (EXAMPLE 2015)						
End of 2016		11.427				
pension costs included in P&L		450				
benefits paid		(378)				
actuarial losses/gains	3	(11)				
F/X		(29)				
Others		3				
End of 2017		11.462				

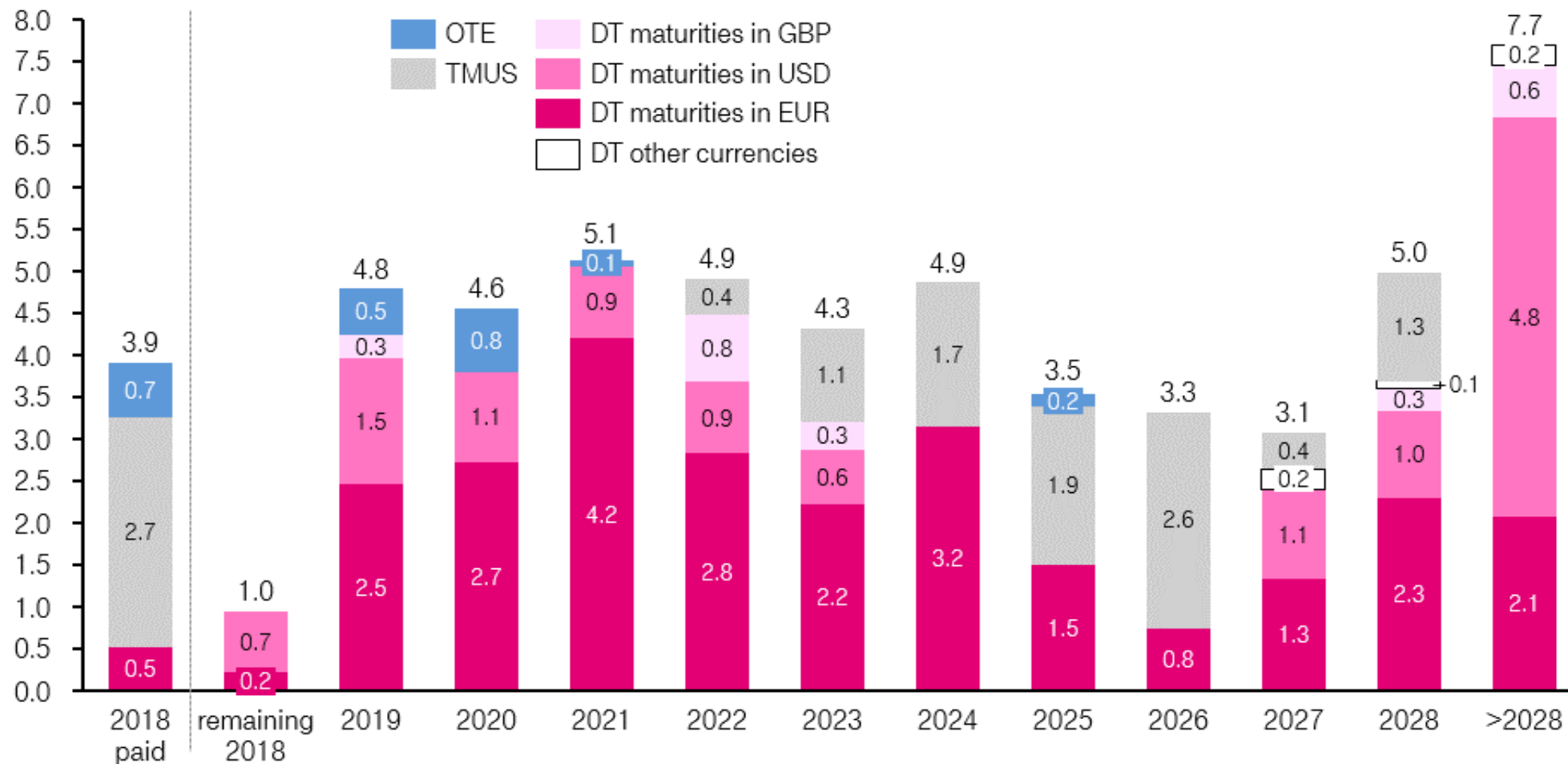
1 Increase in obligation mainly due to a change in the discount rate.

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".

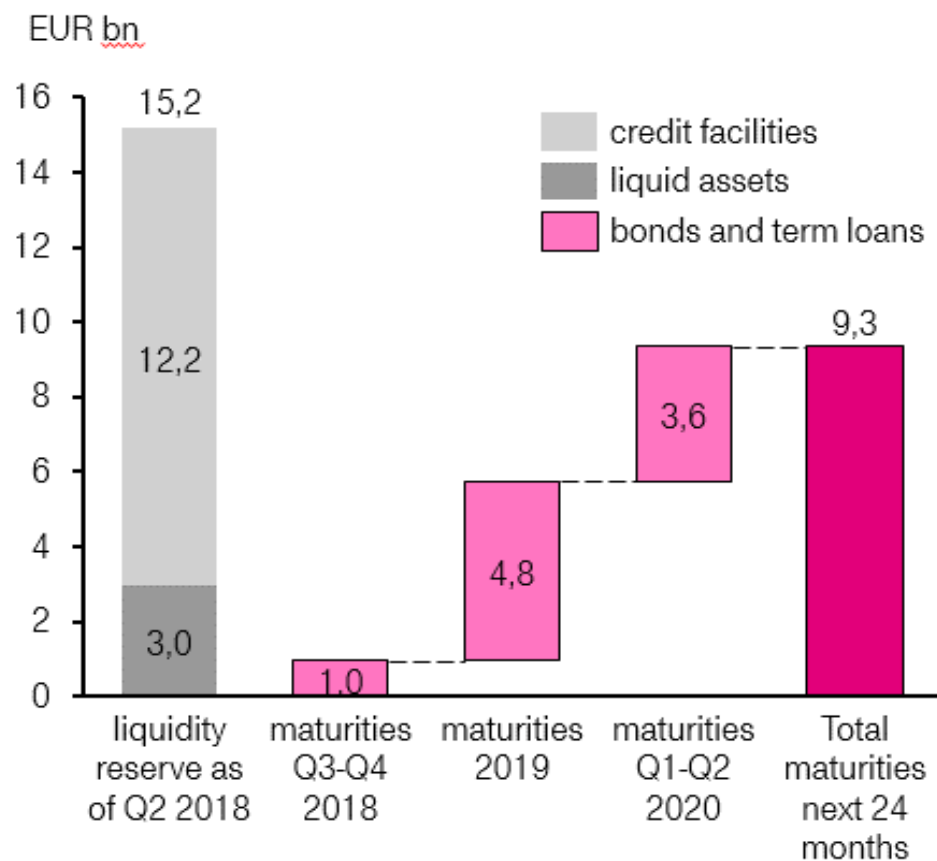
3 Actuarial losses/gains are via other comprehensive income directly billed vs. equity.

WELL-BALANCED MATURITY PROFILE AS OF JUNE 30, 2018

EUR bn



STRONG LIQUIDITY AS OF JUNE 30, 2018



- EUR 12.9 bn firm bilateral lines available
 - unconditionally committed
 - no MAC clauses
 - diversified: 22 banks
 - 3 year tenor, staggered maturities

- No bilateral lines drawn
- CPs outstanding EUR 0.7 bn
- Residual undrawn amount EUR 12.2 bn
- Maturities of next 24 months covered

DT/TMUS FUNDING - CREDIT POSITIVE FOR DT

DT's funding support as of June 30th 2018

- USD 10.6bn unsecured HY bonds (disbursed)
 - USD 2.5bn Revolving Credit Facility, thereof 1.5bn secured (partially drawn)
 - USD 4.0bn secured term loan (disbursed)
-

USD 17.1bn total inter-company financing, thereof 5.5bn secured

In addition, TMUS has issued USD 11.0bn High Yield bonds to external investors

Positive credit implications

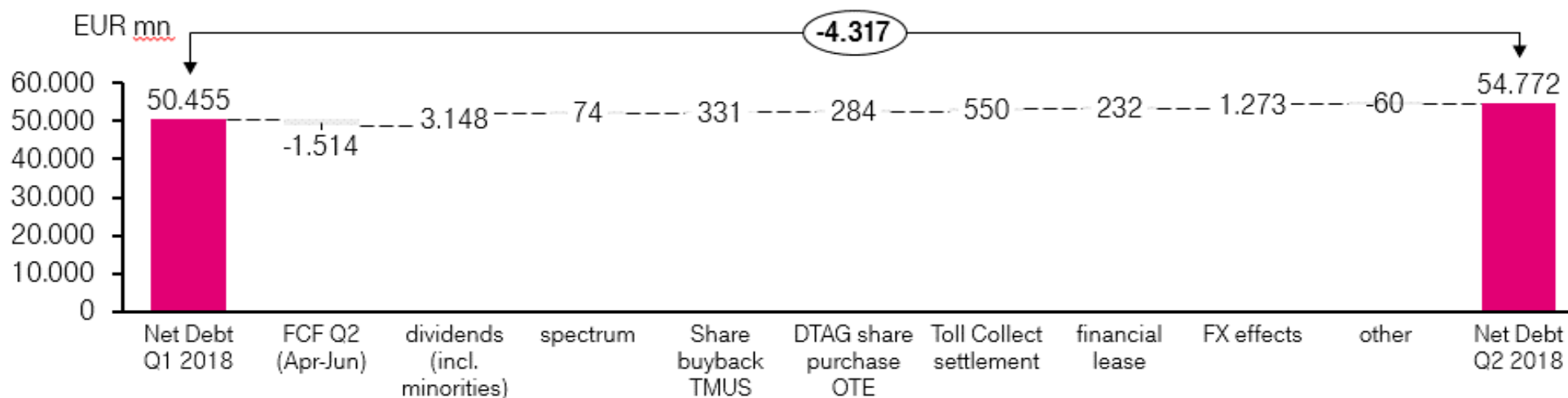
- Results in significant interest costs savings
- DT in preferential creditor position due to large portion of secured financing
- Eliminates structural subordination issues with rating agencies

GROUP NET DEBT

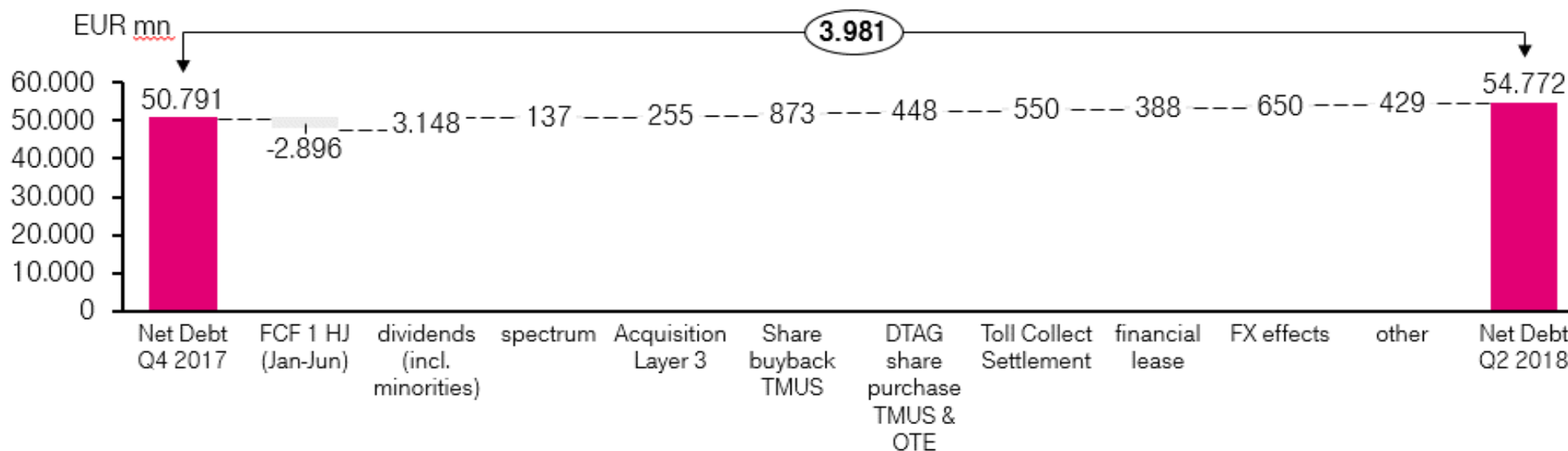
	Note	Jun. 30, 2017 millions of €	Sep. 30, 2017 millions of €	Dec. 31, 2017 millions of €	Mar. 31, 2018 millions of €	Jun. 30, 2018 millions of €	Change compared to prior quarter %	Change compared to prior year %
Bonds		48.450	46.816	45.453	44.261	48.286	9,1	(0,3)
Other financial liabilities		10.998	10.461	10.603	12.074	11.728	(2,9)	6,6
GROSS DEBT		59.448	57.277	56.056	56.337	60.014	6,5	1,0
Cash and cash equivalents		2.441	2.860	3.312	3.618	2.943	(18,7)	20,6
Available-for-sale/held-for-trading financial assets		7	7	7	0	0	n.a.	(100,0)
Other financial assets		1.752	1.775	1.946	2.264	2.299	1,5	31,1
NET DEBT		55.249	52.365	50.791	50.455	54.772	8,6	(0,9)

NET DEBT DEVELOPMENT Q2 2018

Net debt reconciliation Q1 2018 – Q2 2018



Net debt reconciliation Q4 2017 – Q2 2018



DT GROUP

CASH CAPEX

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
CASH CAPEX											
Germany		1.052	1.052	1.105	4.214	1.145	963	(8,5)	2.057	2.108	2,5
United States		8.463	1.243	784	11.932	1.143	1.353	(84,0)	9.905	2.495	(74,8)
Europe		403	395	601	1.874	438	398	(1,2)	878	836	(4,8)
Systems Solutions		91	87	120	383	83	182	100,0	177	265	49,6
Group Development		57	76	76	290	85	56	(1,8)	138	141	1,9
Group Headquarters & Group Services		239	231	294	1.005	248	247	3,3	481	495	3,0
Reconciliation		(65)	(63)	(26)	(204)	(3)	(105)	(61,5)	(116)	(106)	8,6
GROUP	1	10.240	3.021	2.954	19.494	3.139	3.094	(69,8)	13.520	6.234	(53,9)
- thereof spectrum investment		7.246	19	94	7.395	63	73	(99,0)	7.282	137	(98,1)

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

DT GROUP

FREE CASH FLOW

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
Net profit (loss)		874	507	1.332	3.461	992	495	(43,4)	1.621	1.487	(8,3)
Profit (loss) attributable to non-controlling interests		317	591	1.120	2.090	274	302	(4,7)	380	576	51,6
PROFIT (LOSS) AFTER INCOME TAXES		1.192	1.098	2.452	5.551	1.266	797	(33,1)	2.001	2.063	3,1
Depreciation, amortization and impairment losses		3.156	4.220	4.019	14.586	3.097	3.204	1,5	6.347	6.302	(0,7)
Income tax expense/(benefit)		686	1.323	(2.489)	(558)	494	370	(46,1)	608	864	42,1
Interest (income) and interest expenses		511	540	508	2.197	422	531	3,9	1.148	953	(17,0)
Other financial (income) expense		445	139	279	2.269	58	56	(87,4)	1.851	114	(93,8)
Share of (profit) loss of associates and joint ventures accounted for using the equity method		(3)	(3)	(66)	(76)	(69)	599	n.a.	(7)	529	n.a.
(Profit) loss on the disposal of fully consolidated subsidiaries		(31)	2	11	(537)	0	0	(100,0)	(550)	0	(100,0)
(Income) loss from the sale of stakes accounted for using the equity method (EE)		(226)	0	0	(226)	0	0	(100,0)	(226)	0	(100,0)
Other non-cash transactions		66	(1.742)	110	(1.447)	112	118	78,8	185	230	24,3
(Gain) loss from the disposal of intangible assets and property, plant and equipment		(2)	19	(87)	(103)	(65)	(26)	n.a.	(35)	(91)	n.a.
Change in assets carried as working capital		(467)	(26)	(1.740)	(1.874)	326	(15)	96,8	(109)	310	n.a.
Change in provisions		(256)	154	437	265	(282)	(386)	(50,8)	(326)	(667)	n.a.
Change in other liabilities carried as working capital		(31)	(441)	1.054	51	(593)	(212)	n.a.	(562)	(806)	(43,4)
Income taxes received (paid)		(100)	(204)	(250)	(634)	(124)	(98)	2,0	(180)	(222)	(23,3)
Dividends received		13	153	0	241	163	11	(15,4)	88	173	96,6
CASH GENERATED FROM OPERATIONS		4.955	5.232	4.238	19.706	4.805	4.947	(0,2)	10.235	9.753	(4,7)
Interest received (paid)		(752)	(424)	(408)	(2.509)	(509)	(555)	26,2	(1.676)	(1.064)	36,5
NET CASH FROM OPERATING ACTIVITIES		4.204	4.808	3.830	17.196	4.297	4.392	4,5	8.559	8.689	1,5
Cash outflows for investments in (proceeds from disposal of)		(2.903)	(2.935)	(2.736)	(11.699)	(2.916)	(2.879)	0,8	(6.029)	(5.792)	3,9
Intangible assets		(7.983)	(682)	(941)	(10.324)	(809)	(880)	89,0	(8.701)	(1.688)	80,6
Property, plant and equipment		(2.166)	(2.272)	(1.889)	(8.770)	(2.170)	(2.072)	4,3	(4.610)	(4.241)	8,0
Spectrum investment		7.246	19	94	7.395	63	73	(99,0)	7.282	137	(98,1)
FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM)		1.301	1.873	1.094	5.497	1.382	1.514	16,4	2.530	2.896	14,5

DT GROUP PERSONNEL

AT REPORTING DATE	Note	Jun. 30	Sep. 30	Dec. 31	Mar. 31	Jun. 30 2018	Change compared to prior quarter		Change compared to prior year	
		2017	2017	2017	2018		abs.	%	abs.	%
		Germany		65.488	65.274		64.798	64.695	63.872	(823)
United States		43.566	44.394	45.888	45.119	45.643	524	1,2	2.077	4,8
Europe		47.610	47.579	47.421	47.986	48.038	52	0,1	428	0,9
Systems Solutions		37.801	37.596	37.924	37.963	37.830	(133)	(0,4)	29	0,1
Group Development		1.980	1.949	1.967	1.971	1.955	(16)	(0,8)	(25)	(1,3)
Group Headquarters & Group Services		19.690	19.551	19.351	19.192	18.981	(211)	(1,1)	(709)	(3,6)
GROUP		216.135	216.343	217.349	216.926	216.319	(607)	(0,3)	184	0,1
of which: Domestic		103.014	102.652	101.901	101.579	100.335	(1.244)	(1,2)	(2.679)	(2,6)
of which: Civil servants (in Germany, with an active service relationship)		15.846	15.726	15.482	15.077	14.393	(684)	(4,5)	(1.453)	(9,2)
of which: International		113.121	113.690	115.448	115.347	115.984	637	0,6	2.863	2,5

AVERAGE	Note	Q2	Q3	Q4	Q1	Q2 2018	Change compared to prior year	
		2017	2017	2017	2018		abs.	%
		Germany		65.474	65.385		65.086	64.818
United States		43.237	43.839	45.166	45.315	45.278	2.041	4,7
Europe		47.509	47.621	47.402	47.901	47.987	478	1,0
Systems Solutions		37.775	37.578	37.786	37.926	37.916	141	0,4
Group Development		1.989	1.956	1.965	1.970	1.963	(26)	(1,3)
Group Headquarters & Group Services		19.878	19.609	19.537	19.376	19.030	(848)	(4,3)
GROUP		215.862	215.988	216.941	217.306	216.188	326	0,2
of which: Domestic		103.167	102.737	102.449	101.895	100.618	(2.549)	(2,5)
of which: Civil servants (in Germany, with an active service relationship)		15.850	15.762	15.608	15.271	14.577	(1.273)	(8,0)
of which: International		112.695	113.251	114.493	115.411	115.570	2.875	2,6

EXCHANGE RATES

AVERAGE

	Q2 2017 1 €	Q3 2017 1 €	Q4 2017 1 €	FY 2017 1 €	Q1 2018 1 €	Q2 2018 1 €
US Dollar (USD)	1,08192	1,17453	1,17752	1,12932	1,22921	1,19201
British pound (GBP)	0,86026	0,89786	0,88761	0,87671	0,88340	0,87609
Czech korunas (CZK)	26,81334	26,08514	25,64734	26,32972	25,40263	25,59417
Croatian kunas (HRK)	7,45359	7,42567	7,53318	7,46386	7,43793	7,39853
Hungarian forints (HUF)	309,46069	306,41761	311,61191	309,19452	311,02748	317,18241
Macedonian Denar (MKD)	61,58923	61,58090	61,56612	61,58090	61,56839	61,54225
Polish Zloty (PLN)	4,27205	4,25847	4,23134	4,25804	4,17978	4,26085
Romanian leu (RON)	4,53608	4,58230	4,61979	4,56850	4,65543	4,65406

END OF PERIOD

	Jun. 30 2017 1 €	Sep. 30 2017 1 €	Dec. 31 2017 1 €	Mar. 31 2018 1 €	Jun. 30 2018 1 €
US Dollar (USD)	1,14060	1,18135	1,19990	1,23190	1,16540
British pound (GBP)	0,87880	0,88220	0,88759	0,87555	0,88619
Czech korunas (CZK)	26,20650	25,93751	25,57800	25,42401	26,00347
Croatian kunas (HRK)	7,41075	7,49423	7,44275	7,43262	7,38187
Hungarian forints (HUF)	309,35000	311,04489	310,27956	312,21998	329,79899
Macedonian Denar (MKD)	62,53000	61,64012	61,50364	61,58318	61,55816
Polish Zloty (PLN)	4,22900	4,31390	4,17875	4,21079	4,36824
Romanian leu (RON)	4,55450	4,59920	4,65851	4,65606	4,66001

Please note: the above quarterly and yearly average exchange rates are given as an indication only.

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GERMANY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

		Q2	Q3	Q4	FY	Q1	Q2	Change	H1	H1	Change
	Note	2017	2017	2017	2017	2018	2018	%	2017	2018	%
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €		millions of €	millions of €	
TOTAL REVENUE		5.371	5.488	5.676	21.931	5.325	5.322	(0,9)	10.768	10.648	(1,1)
NET REVENUE		5.036	5.139	5.308	20.552	4.987	4.990	(0,9)	10.105	9.976	(1,3)
EBITDA		2.086	2.177	2.094	8.412	2.082	2.126	1,9	4.141	4.209	1,6
EBITDA margin (EBITDA / total revenue)	%	38,8	39,7	36,9	38,4	39,1	39,9	1,1p	38,5	39,5	1,0p
Depreciation, amortization and impairment losses		(953)	(963)	(977)	(3.828)	(980)	(988)	(3,7)	(1.888)	(1.968)	(4,2)
Profit (loss) from operations = EBIT		1.133	1.214	1.117	4.584	1.102	1.139	0,5	2.253	2.241	0,5
CASH CAPEX		1.052	1.052	1.105	4.214	1.145	963	(8,5)	2.057	2.108	2,5

FINANCIALS (AS REPORTED)

		Q2	Q3	Q4	FY	Q1	Q2	Change	H1	H1	Change
	Note	2017	2017	2017	2017	2018	2018	%	2017	2018	%
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €		millions of €	millions of €	
TOTAL REVENUE		5.371	5.488	5.676	21.931	5.325	5.322	(0,9)	10.768	10.648	(1,1)
NET REVENUE		5.036	5.139	5.308	20.552	4.987	4.990	(0,9)	10.105	9.976	(1,3)
EBITDA		1.981	2.102	2.015	8.104	1.915	1.941	(2,0)	3.987	3.857	(3,3)
EBITDA margin (EBITDA / total revenue)	%	36,9	38,3	35,5	37,0	36,0	36,5	(0,4p)	37,0	36,2	(0,8p)
Depreciation, amortization and impairment losses		(953)	(963)	(977)	(3.828)	(980)	(988)	(3,7)	(1.888)	(1.968)	(4,2)
Profit (loss) from operations = EBIT		1.028	1.139	1.038	4.276	935	954	(7,3)	2.099	1.889	(10,0)
CASH CAPEX		1.052	1.052	1.105	4.214	1.145	963	(8,5)	2.057	2.108	2,5

GERMANY

EBITDA RECONCILIATION

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		5.371	5.488	5.676	21.931	5.325	5.322	(0,9)	10.768	10.648	(1,1)
TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)		5.371	5.488	5.676	21.931	5.325	5.322	(0,9)	10.768	10.648	(1,1)
Profit (loss) from operations = EBIT		1.028	1.139	1.038	4.276	935	954	(7,2)	2.099	1.889	(10,0)
- Depreciation, amortization and impairment losses		(953)	(963)	(977)	(3.828)	(980)	(988)	(3,7)	(1.888)	(1.968)	(4,2)
= EBITDA		1.981	2.102	2.015	8.104	1.915	1.941	(2,0)	3.987	3.857	(3,3)
EBITDA margin	%	36,9	38,3	35,5	37,0	36,0	36,5	(0,4p)	37,0	36,2	(0,8p)
- Special factors affecting EBITDA		(105)	(75)	(79)	(308)	(167)	(185)	(76,2)	(154)	(352)	n.a.
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		2.086	2.177	2.094	8.412	2.082	2.126	1,9	4.141	4.209	1,6
EBITDA margin (adjusted for special factors)	%	38,8	39,7	36,9	38,4	39,1	40,0	1,2p	38,5	39,5	1,0p

SPECIAL FACTORS

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
EFFECTS ON EBITDA		(105)	(75)	(79)	(308)	(167)	(185)	(76,2)	(154)	(352)	n.a.
- of which personnel		(54)	(65)	(65)	(221)	(160)	(180)	n.a.	(91)	(340)	n.a.
- of which other		(51)	(10)	(14)	(87)	(7)	(5)	90,2	(63)	(12)	81,0
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(105)	(75)	(79)	(308)	(167)	(185)	(76,2)	(154)	(352)	n.a.
- of which personnel		(54)	(65)	(65)	(221)	(160)	(180)	n.a.	(91)	(340)	n.a.
- of which other		(51)	(10)	(14)	(87)	(7)	(5)	90,2	(63)	(12)	81,0

GERMANY

OPERATIONALS

	Note	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Change %
GERMANY							
ACCESS LINES							
Fixed network	('000) 1,2	19.477	19.352	19.239	19.149	18.989	(2,5)
retail IP-based	('000) 1	10.351	11.177	11.996	12.843	13.629	31,7
Broadband	('000) 1,3	13.035	13.105	13.209	13.357	13.437	3,1
Fiber	('000) 1,4	5.033	5.417	5.803	6.232	6.559	30,3
TV (incl. IPTV, SAT)	('000) 1	3.024	3.089	3.139	3.193	3.240	7,1
ULLs	('000) 1	6.723	6.417	6.138	5.846	5.587	(16,9)
Wholesale Broadband Access Lines	('000) 1	4.980	5.315	5.639	5.993	6.277	26,0
Fiber	('000)	3.169	3.485	3.783	4.135	4.432	39,8
MOBILE CUSTOMERS							
Total	('000)	42.011	42.534	43.125	42.730	43.023	2,4
- contract	('000)	25.084	25.452	25.887	25.102	24.965	(0,5)
- prepaid	('000)	16.927	17.082	17.238	17.628	18.058	6,7

GERMANY

MOBILE COMMUNICATIONS KPIS

	Note	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Change %
AVERAGE MONTHLY CHURN	(%)	1,9	1,3	1,5	1,6	1,6	1,3	(0,6p)
- contract	(%)	2,3	1,1	1,5	1,7	1,9	1,5	(0,8p)
ARPU	(€)	5	15	15	15	13	13	(13,3)
- contract	(€)	5	25	25	25	21	22	(12,0)
- prepaid	(€)	3	3	3	3	2	3	0,0
MOU PER CUSTOMER	(min)	89	89	91	89	91	94	5,6
- contract	(min)	138	138	140	138	141	149	8,0

1 Figures do not add up

2 Due to new products by business we see a change in the beginning balance of about +60k accesses

3 Due to new products by business we see a change in the beginning balance of about +55k accesses

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

5 Since Q2/18 ARPU is shown without impact from service providers. For better comparability historical figures have been adjusted.

GERMANY

REVENUE SPLIT - PRODUCTS

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
GERMANY		5.371	5.488	5.676	21.931	5.325	5.322	(0,9)	10.768	10.648	(1,1)
FIXED NETWORK CORE BUSINESS		2.385	2.379	2.419	9.575	2.371	2.374	(0,5)	4.777	4.744	(0,7)
of which Fixed Revenues		1.722	1.716	1.706	6.879	1.756	1.768	2,7	3.457	3.524	1,9
Voice only revenues		409	402	388	1.620	373	355	(13,2)	830	727	(12,4)
Broadband revenues	1	979	972	972	3.909	1.033	1.049	7,2	1.965	2.082	6,0
TV revenues	1	334	342	346	1.350	350	364	9,0	662	714	7,9
of which Variable Revenues		191	186	179	755	176	158	(17,3)	390	334	(14,4)
of which Revenues from add-on options		46	48	49	189	45	44	(4,3)	92	89	(3,3)
thereof revenues from voice centric options		13	13	12	52	11	10	(23,1)	27	21	(22,2)
thereof revenues from broadband centric options		15	15	14	60	14	14	(6,7)	31	28	(9,7)
thereof revenues from TV centric options		17	17	17	68	17	16	(5,9)	34	33	(2,9)
of which Revenues from devices (fixed line)		131	132	129	519	141	141	7,6	258	282	9,3
thereof revenues from sale of devices and accessories (Fixed line)		33	31	25	120	33	31	(6,1)	64	65	1,6
MOBILE COMMUNICATIONS		1.950	2.053	2.168	8.142	1.902	1.915	(1,8)	3.922	3.817	(2,7)
of which Service Revenues		1.669	1.713	1.695	6.713	1.480	1.515	(9,2)	3.305	2.995	(9,4)
Service Revenues EXCL. IFRS 15						1.687	1.718	n.a.		3.405	n.a.
WHOLESALE SERVICES FIXED NETWORK		852	874	878	3.451	862	859	0,8	1.700	1.721	1,2
of which access full ULL		222	214	204	871	192	180	(18,9)	453	372	(17,9)
of which wholesale broadband access lines		267	289	295	1.107	328	340	27,3	524	668	27,5
VALUE-ADDED SERVICES		47	47	48	192	46	43	(8,5)	96	89	(7,3)
OTHERS		136	136	163	571	145	131	(3,7)	273	276	1,1

REVENUE SPLIT - SEGMENTS

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
GERMANY		5.371	5.488	5.676	21.931	5.325	5.322	(0,9)	10.768	10.648	(1,1)
Consumer		2.878	2.964	3.038	11.797	2.813	2.820	(2,0)	5.796	5.633	(2,8)
Business customers	2	1.473	1.486	1.587	6.017	1.491	1.492	1,3	2.938	2.983	1,5
Wholesale		928	947	945	3.747	932	926	(0,2)	1.854	1.858	0,2
Others	2	92	91	106	370	90	84	(8,7)	180	174	(3,3)

1 Due to new products by business we see a change in the revenues of about +47 Mio.€. YTD June +95 Mio.€

2 Due to reorganisation partial shift from „Others“ to „Business customers“ from Q3/2017.

GERMANY

Magenta Mobil

Magenta Mobil PLANS IN €	XS	S	M	L	XL	L Plus
Monthly charge (without handset)	19.95	34.95	44.95	54.95	79.95	79.95
Monthly charge (with entry level handset)	24.95	39.95	—	—	—	—
Monthly charge (with handset)	29.95	44.95	54.95	64.95	—	—
Monthly charge (with top handset)	39.95	54.95	64.95	74.95	99.95	99.95
Voice and SMS ¹	flat	flat	flat	flat	flat	flat
Data	flat	flat	flat	flat	flat	flat
- Data Speed (download)	max	max	max	max	max	max
- Data Speed (upload)	max	max	max	max	max	max
- Data Volume until speed step down	750 MB	2 GB	4 GB	6 GB	unlimited	10 GB
- Data Network	3G/LTE	3G/LTE	3G/LTE	3G/LTE	3G/LTE	3G/LTE
Streaming	—	—	StreamOn Music	StreamOn Music & Video	n.r.	StreamOn Music & Video
VoIP	free	free	free	free	free	free
Tethering	free	free	free	free	free	free
MMS all net	0.39	0.39	0.39	0.39	0.39	0.39
International Calls (minutes)	—	—	—	—	—	100 ²
International SMS (pieces)	—	—	—	—	—	100 ²
HotSpot Flatrate	free	free	free	free	free	free
MultiSim	—	—	—	—	—	free ³
Roaming Voice, SMS and Data	free (EU)	free (EU)	free (EU)	free (EU)	23 GB (EU)	free (EU)
Fixed line number	—	—	—	—	—	free
Activation fee	39.95	39.95	39.95	39.95	39.95	39.95
Duration of contract	24 months	24 months	24 months	24 months	24 months	24 months

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

² Country Group 1 and 2

³ up to two MultiSIM bookable.

GERMANY

Magenta Mobil Premium

Premium PLANS IN €	L PREMIUM	L Plus PREMIUM	XL PREMIUM
Monthly charge (with top handset)	84.95	109.95	199.95
handset upgrade period	12 months	12 months	12 months
Voice and SMS ¹	flat	flat	flat
Data	flat	flat	flat
- Data Speed (download)	max	max	max
- Data Speed (upload)	max	max	max
- Data Volume until speed step down	6 GB	10 GB	flat
- Data Network	3G/LTE	3G/LTE	3G/LTE
Streaming	StreamOn Music & Video	StreamOn Music & Video	n.r.
VoIP	free	free	free
Tethering	free	free	free
MMS all net	0.39	0.39	0.39
International Calls (minutes)	—	100 ²	flat ⁴
International SMS (pieces)	—	100 ²	flat ⁴
HotSpot Flatrate	free	free	free
MultiSim	4.95	free ³	free ³
Roaming Voice, SMS and Data	free (EU)	free (EU)	free (EU Plus ⁴)
Fixed line number	4.95	free	free
Activation fee	39.95	39.95	39.95
Duration of contract	24 months	24 months	24 months

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

2 Country Group 1 and 2

3 up to two MultiSIM bookable

4 EU, Switzerland, US, Canada, Turkey

GERMANY

Mobile Options

StreamOn	StreamOn Music	StreamOn Music & Video	MagentaEINS StreamOn Music & Video Max
Monthly charge	0	0	0
Description	Music Streaming zero-rating for connected partners	Music & Video Streaming zero-rating for connected partners, mobile optimized	Music & Video Streaming zero-rating for connected partners, high resolution
Booking restrictions	Starting with MagentaMobil M /MagentaMobil S Young / FamilyCard M	Starting with MagentaMobil L /MagentaMobil M Young / FamilyCard L	Only MagentaEINS: Starting with MagentaMobil M /MagentaMobil M Young / FamilyCard M
INTERNATIONAL OPTIONS IN €			
	INTERNATIONAL 100 or 400		INTERNATIONAL SMS 100
Monthly charge	9.95 or 29.95		9.95
Description	100 or 400 min. mobile and fixed Network to Country Code 1 + 2		100 SMS to Country Code 1 + 2
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	2 GB	5 GB
OTHER OPTIONS IN €			
	MULTISIM	DayFlat unlimited	
Monthly charge	4.95/9.90	4.95	
Description	one/two MultiSIM bookable.	Data Full Flat for 24h	
ADDITIONAL DATA PACKAGES IN €			
	MultiData S	MultiData M	MultiData L
Monthly charge	10.00	15.00	25.00
Additional Data Volume (per month)	1 GB	2 GB	5 GB
Description	up to two MultiSIM bookable	up to two MultiSIM bookable	up to two MultiSIM bookable

GERMANY

DOUBLE PLAY VIA WIRELESS (CALL & SURF VIA FUNK)

DOUBLE PLAY VIA WIRELESS ¹ 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. Regular price €39.95

4 Promotional price. Regular price €49.95

5 Promotional price. 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	ZUHAUSE XL ¹	ZUHAUSE XXL ¹	ZUHAUSE GIGA ¹
	29.95	34.95 ²	39.95 ²	44.95 ²	54.95 ²	69.95 ²	119.95
	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	250 Mbit/s bandwidth ⁵ flat rate Internet usage all net flat rate voice usage	500 Mbit/s bandwidth ⁵ flat rate Internet usage all net flat rate voice usage	1.000 Mbit/s bandwidth flat rate Internet usage all net flat rate voice usage
ENTERTAIN							
ENTERTAIN TV	–			10.00 ^{3,4}			–
ENTERTAIN TV SAT	–			10.00 ^{3,4}			–
ENTERTAIN TV PLUS	–			15.00 ^{3,4}			incl.
ENTERTAIN TV SAT PLUS	–			15.00 ^{3,4}			–
CITY, DLD							
				CENT/MINUTE			
Peak/Off peak	2.9 ct				included		
international				from 2.9 ct			
fixed to mobile			19.0 ct			incl.	
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: -€15.00/-€20.00/-€25.00/-€35.00/-€50.00 for the first 6 months (ZUHAUSE S/M/L/XL/XXL)

3 Additional (footnote 2) promotional price for new broadband customers: -€5.00 for the first 24 months (ZUHAUSE S) / -€5.00 ongoing (ZUHAUSE M/L/XL/XXL)

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

All prices in € including VAT; excl. terminal equipment; excl. building connection fee

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 S ¹ HYBRID	ZUHAUSE M ¹ HYBRID	ZUHAUSE L ¹ HYBRID
	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 ³ + 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
ENTERTAIN			
ENTERTAIN TV		10.00 ^{4,5}	
ENTERTAIN TV SAT		10.00 ^{4,5}	
ENTERTAIN TV PLUS		15.00 ^{4,5}	
ENTERTAIN TV SAT PLUS		15.00 ^{4,5}	
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 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: -€15.00/-€20.00/-€25.00 for the first 6 months (ZUHAUSE S/M/L Hybrid)

3 16 Mbit/s DSL-bandwidth in non-VDSL-areas (ZUHAUSE M Hybrid (2))

4 Additional (footnote 2) promotional price for new broadband customers: -€5.00 for the first 24 months (ZUHAUSE S Hybrid) / -€5.00 ongoing (ZUHAUSE M&L Hybrid)

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

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

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
	20.95	20.95	30.94
	Standard, voice usage per minute	Standard, voice usage per minute, 120 minutes included within Germany	Standard, 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	
fixed to mobile flatrate		€19.95 per month	
Set-up		69.95 (non-recurring charge)	

1 Standard; Universal + €8

2 Universal up to 240 Min included

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

All prices in € including VAT.

GERMANY

MAGENTA EINS

Valid from 1st of July
2018

MAGENTA EINS ¹ IN €	MagentaEINS S	MagentaEINS M	MagentaEINS L
Monthly charge	39.90 ²	59.85 ²	74.85 ²
Fixed Line	Flatrate from fixed line to all national networks ³ , including calls to all mobile networks. Internet Flat up to 16 Mbit/s download speed.	Flatrate from fixed line to all national networks ³ , including calls to all mobile networks. Internet Flat up to 50 Mbit/s download speed.	Flatrate from fixed line to all national networks ³ , including calls to all mobile networks. Internet Flat up to 100 Mbit/s download speed.
Mobile	Unlimited SMS and calls from mobile into all national networks in Germany ³ . 2 + 2 GB ⁴ Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.	Unlimited SMS and calls from mobile into all national networks in Germany ³ . 4 + 4 GB ⁴ Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.	Unlimited SMS and calls from mobile into all national networks in Germany ³ . 6 + 6 GB ⁴ Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.
TV		EntertainTV incl. UHD Receiver 500 GB Memory, including more than 20 channels in HD quality.	EntertainTV Plus incl. UHD Receiver 500 GB Memory, including more than 45 channels in HD quality.
MagentaEINS StreamOn Music&Video Max		Music & Video Streaming zero-rating for connected partners, high resolution	Music & Video Streaming zero-rating for connected partners, high resolution
Set-up	Service fee of 69,95€ for new fixed line & 39,95€ for new mobile contract.		
Duration of contract	24 months for new costumers; duration depends otherwise on fixed network and/or on mobile network contract conditions		
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 ≥ €29.95; Identical adress for fixed and mobile contracts.

2 Promotional price in the first 6 months for new customers; Regular price after 6 months €59.90 (S), €84.85 (M), €104.85 (L). Prices might vary in online channel due to special online discounts.

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)

4 New benefit for MagentaEINS customers since 16th of April 2018: double data within MagentaMobil tariffs (marketed since 04th of April 2017)

More MagentaEINS convergent Bundles including existing customers' tariffs available.

For general terms & conditions and further details, please visit: www.telekom.de. All prices in € and include 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 ¹	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW ¹
Local	0.24	0.10	0.24	0.10
Single transit	0.26	entfallen	0.26	entfallen
Double transit national	0.26	0.10	0.26	0.10
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	0.24	0.23	0.24	0.23
Single transit	0.35	entfallen	0.35	entfallen
Double transit national	0.41	0.23	0.41	0.23
FULLY UNBUNDLED ("ULL")	OLD		NEW	
One time fee	29.78 ²		27.11 ³	
Monthly fee	10.19 ⁴		10.02 ⁵	
PARTIALLY UNBUNDLED ("LINE SHARING")	OLD		NEW	
One time fee	34.13 ¹¹		34.23 ¹²	
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 Jan. 01, 2017 to Dec. 31, 2018.

2 Depending on complexity – valid to Sep. 30, 2016.

3 Depending on complexity -valid to Sep. 30, 2018.

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

5 Twisted pair copper access line valid to Jun. 30, 2019.

6 valid to Jun. 30, 2014.

7 valid from Jul. 01, 2014.

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.

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

12 Depending on complexity – valid from Jul. 01, 2014.

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UNITED STATES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		9.236	8.466	9.052	35.736	8.455	8.821	(4,5)	18.218	17.277	(5,2)
NET REVENUE		9.236	8.466	9.052	35.736	8.455	8.821	(4,5)	18.218	17.277	(5,2)
EBITDA	1	2.640	2.288	2.003	9.316	2.332	2.553	(3,3)	5.025	4.885	(2,8)
EBITDA margin (EBITDA / total revenues)	%	28,6	27,0	22,1	26,1	27,6	28,9	0,3p	27,6	28,3	0,7p
Depreciation, amortization and impairment losses		(1.308)	(1.130)	(1.194)	(5.019)	(1.223)	(1.321)	(1,0)	(2.695)	(2.544)	5,6
Profit (loss) from operations = EBIT		1.332	1.157	809	4.297	1.109	1.232	(7,5)	2.331	2.342	0,5
CASH CAPEX	2	1.216	1.225	774	4.624	1.084	1.280	5,3	2.625	2.363	(10,0)

FINANCIALS (AS REPORTED)

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		9.236	8.466	9.052	35.736	8.455	8.821	(4,5)	18.218	17.277	(5,2)
NET REVENUE		9.236	8.466	9.052	35.736	8.455	8.821	(4,5)	18.218	17.277	(5,2)
EBITDA		2.635	3.934	1.989	10.949	2.360	2.522	(4,3)	5.025	4.882	(2,8)
EBITDA margin (EBITDA / total revenue)	%	28,5	46,5	22,0	30,6	27,9	28,6	0,1p	27,6	28,3	0,7p
Depreciation, amortization and impairment losses		(1.308)	(1.130)	(1.194)	(5.019)	(1.223)	(1.321)	(1,0)	(2.695)	(2.544)	5,6
Profit (loss) from operations = EBIT		1.328	2.804	795	5.930	1.137	1.201	(9,6)	2.331	2.338	0,3
CASH CAPEX		8.463	1.243	784	11.932	1.143	1.353	(84,0)	9.905	2.495	(74,8)

1 Excluding special factors affecting EBITDA of EUR (4mn) in Q2/17, EUR 1,647mn (mainly related to reversal of impairment) in Q3/17, EUR (14mn) in Q4/17, EUR 28mn in Q1/18 and EUR (32)mn in Q2/18.

2 Adjusted by excluding spectrum purchases of EUR 7.247mn in Q2/17, EUR 18mn in Q3/17, EUR 10mn in Q4/17, EUR 59mn in Q1/18 and EUR 74mn in Q2/18.

UNITED STATES

EBITDA RECONCILIATION

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		9.236	8.466	9.052	35.736	8.455	8.821	(4,5)	18.218	17.277	(5,2)
Profit (loss) from operations = EBIT		1.328	2.804	795	5.930	1.137	1.201	(9,6)	2.331	2.338	0,3
- Depreciation, amortization and impairment losses		(1.308)	(1.130)	(1.194)	(5.019)	(1.223)	(1.321)	(1,0)	(2.695)	(2.544)	5,6
= EBITDA		2.635	3.934	1.989	10.949	2.360	2.522	(4,3)	5.025	4.882	(2,8)
EBITDA margin	%	28,5	46,5	22,0	30,6	27,9	28,6	0,1p	27,6	28,3	0,7p
- Special factors affecting EBITDA		(4)	1.647	(14)	1.633	28	(32)	n.a.	0	(4)	n.a.
= EBITDA ADJUSTED FOR SPECIAL FACTORS	1	2.640	2.288	2.003	9.316	2.332	2.553	(3,3)	5.025	4.885	(2,8)
EBITDA margin (adjusted for special factors)	%	28,6	27,0	22,1	26,1	27,6	28,9	0,3p	27,6	28,3	0,7p

SPECIAL FACTORS

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	H1 2017 millions of €	H1 2018 millions of €
EFFECTS ON EBITDA		(4)	1.647	(14)	1.633	28	(32)	0	(4)
- of which personnel		(4)	0	(2)	(7)	2	2	(5)	4
- of which other		0	1.647	(12)	1.640	(30)	30	5	0
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(4)	1.647	(14)	1.633	28	(32)	0	(4)
- of which personnel		(4)	0	(2)	(7)	2	2	(5)	4
- of which other		0	1.647	(12)	1.640	(30)	30	5	0

1 Excluding special factors affecting EBITDA of EUR (4mn) in Q2/17, EUR 1,647mn (mainly related to reversal of impairment) in Q3/17, EUR (14mn) in Q4/17, EUR 28 mn in Q1/18 and EUR (32)mn in Q2/18.

UNITED STATES⁴

OPERATIONAL

	Note	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Change %	H1 2017	H1 2018	Change %
CUSTOMERS (END OF PERIOD)	('000)	69.562	70.731	72.585	72.585	74.040	75.619	8,7	69.562	75.619	8,7
Branded postpaid	(('000) 4	36.158	36.975	38.047	38.047	39.065	40.082	10,9	36.158	40.082	10,9
Branded prepay	('000) 4	20.293	20.519	20.668	20.668	20.876	20.967	3,3	20.293	20.967	3,3
- BRANDED	('000) 4	56.451	57.494	58.715	58.715	59.941	61.049	8,1	56.451	61.049	8,1
- WHOLESALE	('000) 4	13.111	13.237	13.870	13.870	14.099	14.570	11,1	13.111	14.570	11,1
NET ADDS	('000)	1.333	1.329	1.854	5.658	1.433	1.579	18,5	2.475	3.012	21,7
Branded postpaid	('000)	817	817	1.072	3.620	1.005	1.017	24,5	1.731	2.022	16,8
Branded prepay	('000)	94	226	149	855	199	91	(3,2)	480	290	(39,6)
- BRANDED	('000)	911	1.043	1.221	4.475	1.204	1.108	21,6	2.211	2.312	4,6
- WHOLESALE	('000)	422	286	633	1.183	229	471	11,6	264	700	n.a.
AVERAGE MONTHLY CHURN											
- Branded postpaid	(%)	1,3	1,4	1,4	1,4	1,3	1,1	(0,2p)	1,3	1,2	(0,1p)
- Branded prepay	(%)	3,9	4,3	4,0	4,0	3,9	3,8	(0,1p)	4,0	3,9	(0,1p)
TOTAL REVENUES	(€ million)	9.236	8.466	9.052	35.736	8.455	8.821	(4,5)	18.218	17.276	(5,2)
Service revenue	(€ million) 1	6.665	6.336	6.426	26.210	6.226	6.523	(2,1)	13.448	12.749	(5,2)
EBITDA (ADJUSTED FOR SPECIAL FACTORS)	(€ million) 2	2.640	2.288	2.003	9.316	2.332	2.553	(3,3)	5.025	4.885	(2,8)
EBITDA margin (adjusted for special factors)											
(EBITDA / total revenue)	(%)	28,6	27,0	22,1	26,1	27,6	28,9	0,3p	27,6	28,3	0,7p
EBITDA margin (adjusted for special factors)											
(EBITDA / service revenue)	(%)	39,6	36,1	31,2	35,5	37,5	39,1	(0,5p)	37,4	38,3	0,9p
ARPU											
- Branded postpaid	(€)	40	37	37	39	35	36	(10,0)	41	35	(14,6)
- Branded prepay	(€)	35	33	32	34	31	31	(11,4)	35	31	(11,4)
CASH CAPEX	(€ million)	8.463	1.243	784	11.932	1.143	1.353	(84,0)	9.905	2.495	(74,8)
CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)	(€ million) 3	1.216	1.225	774	4.624	1.084	1.280	5,3	2.625	2.363	(10,0)

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 (4mn) in Q2/17, EUR 1,647mn (mainly related to reversal of impairment) in Q3/17, EUR (14mn) in Q4/17, EUR 28 mn in Q1/18 and EUR (32)mn in Q2/18.

3 Adjusted by excluding spectrum purchases of EUR 7.247mn in Q2/17, EUR 18mn in Q3/17, EUR 10mn in Q4/17, EUR 59 mn in Q1/18 and EUR 74mn in Q2/18.

4 T-Mobile US believes current and future regulatory changes have made the Lifeline program offered by T-Mobile US' wholesale partners uneconomical. T-Mobile US will continue to support its wholesale partners offering the Lifeline program, but has excluded the Lifeline customers from the reported wholesale subscriber base resulting in a removal of 4,368 thousand and 160 thousand and reported wholesale customers as of the beginning of the second quarter of 2017 and the third quarter of 2017, respectively. No further Lifeline adjustments are expected in future periods.

For plan details see:

<https://www.t-mobile.com/cell-phone-plans>

<https://prepaid-phones.t-mobile.com/prepaid-plans>

<https://business.t-mobile.com/t-mobile-one-business>

<https://www.metropcs.com/shop/plans>

UNITED STATES⁴

OPERATIONAL IN US-\$

	Note	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Change %	H1 2017	H1 2018	Change %
CUSTOMERS (END OF PERIOD)	('000)	69.562	70.731	72.585	72.585	74.040	75.619	8,7	69.562	75.619	8,7
- Branded postpaid	('000) 4	36.158	36.975	38.047	38.047	39.065	40.082	10,9	36.158	40.082	10,9
- Branded prepay	('000) 4	20.293	20.519	20.668	20.668	20.876	20.967	3,3	20.293	20.967	3,3
- BRANDED	('000) 4	56.451	57.494	58.715	58.715	59.941	61.049	8,1	56.451	61.049	8,1
- WHOLESALE	('000) 4	13.111	13.237	13.870	13.870	14.099	14.570	11,1	13.111	14.570	11,1
NET ADDS	('000)	1.333	1.329	1.854	5.658	1.433	1.579	18,5	2.475	3.012	21,7
- Branded postpaid	('000)	817	817	1.072	3.620	1.005	1.017	24,5	1.731	2.022	16,8
- Branded prepay	('000)	94	226	149	855	199	91	(3,2)	480	290	(39,6)
- BRANDED	('000)	911	1.043	1.221	4.475	1.204	1.108	21,6	2.211	2.312	4,6
- WHOLESALE	('000)	422	286	633	1.183	229	471	11,6	264	700	n.a.
AVERAGE MONTHLY CHURN											
- Branded postpaid	(%)	1,3	1,4	1,4	1,4	1,3	1,1	(0,2p)	1,3	1,2	(0,1p)
- Branded prepay	(%)	3,9	4,3	4,0	4,0	3,9	3,8	(0,1p)	4,0	3,9	(0,1p)
TOTAL REVENUES	(USD million)	10.151	9.939	10.664	40.316	10.394	10.510	3,5	19.714	20.904	6,0
Service revenue	(USD million) 1	7.329	7.439	7.570	29.558	7.653	7.773	6,1	14.550	15.426	6,0
EBITDA (ADJUSTED FOR SPECIAL FACTORS)	(USD million) 2	2.899	2.680	2.360	10.479	2.866	3.046	5,1	5.439	5.912	8,7
EBITDA margin (adjusted for special factors)											
(EBITDA / total revenue)	(%)	28,6	27,0	22,1	26,0	27,6	29,0	0,4p	27,6	28,3	0,7p
EBITDA margin (adjusted for special factors)											
(EBITDA / service revenue)	(%)	39,6	36,0	31,2	35,5	37,4	39,2	(0,4p)	37,4	38,3	0,9p
BLENDED ARPU											
- Branded postpaid	(USD)	44	44	43	44	43	43	(2,3)	44	43	(2,3)
- Branded prepay	(USD)	38	38	38	38	38	37	(2,6)	38	38	0,0
CASH CAPEX	(USD million)	9.334	1.452	923	13.243	1.403	1.627	(82,6)	10.868	3.030	(72,1)
CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)	(USD million) 3	1.330	1.429	913	5.170	1.330	1.540	15,8	2.828	2.870	1,5

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 5mn in Q2/17, USD 1,945mn (mainly related to reversal of impairment) in Q3/17, USD (16mn) in Q4/17, USD 34 mn in Q1/18 and USD (39)mn in Q2/18.

3 Adjusted by excluding spectrum purchases of USD 8.004mn in Q2/17, USD 22mn in Q3/17, USD 11mn in Q4/17, USD 73 mn in Q1/18 and USD 87mn in Q2/18.

4 T-Mobile US believes current and future regulatory changes have made the Lifeline program offered by T-Mobile US' wholesale partners uneconomical. T-Mobile US will continue to support its wholesale partners offering the Lifeline program, but has excluded the Lifeline customers from the reported wholesale subscriber base resulting in a removal of 160 thousand and 4,368 thousand reported wholesale customers as of the beginning of the third quarter of 2017 and the second quarter of 2017, respectively. No further Lifeline adjustments are expected in future periods.

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

For plan details see:

<https://www.t-mobile.com/cell-phone-plans>

<https://prepaid-phones.t-mobile.com/prepaid-plans>

<https://business.t-mobile.com/t-mobile-one-business>

<https://www.metropcs.com/shop/plans>

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EUROPE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		2.860	2.945	3.002	11.589	2.811	2.896	1,3	5.641	5.707	1,2
NET REVENUE		2.772	2.848	2.903	11.218	2.727	2.811	1,4	5.467	5.538	1,3
EBITDA	1	947	1.007	906	3.749	911	953	0,6	1.836	1.864	1,5
EBITDA margin (EBITDA / total revenue)	%	33,1	34,2	30,2	32,3	32,4	32,9	(0,2p)	32,5	32,7	0,2p
Depreciation, amortization and impairment losses	4	(557)	(558)	(624)	(2.292)	(559)	(550)	1,3	(1.110)	(1.109)	0,1
Profit (loss) from operations = EBIT	2	390	449	282	1.457	352	403	3,3	726	755	4,0
CASH CAPEX	3	403	395	517	1.787	434	398	(1,2)	876	832	(5,0)

FINANCIALS (AS REPORTED)

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		2.860	2.945	3.002	11.589	2.811	2.896	1,3	5.641	5.707	1,2
NET REVENUE		2.772	2.848	2.903	11.218	2.727	2.811	1,4	5.467	5.538	1,3
EBITDA		913	959	870	3.619	905	907	(0,7)	1.791	1.812	1,2
EBITDA margin (EBITDA / total revenue)	%	31,9	32,6	29,0	31,2	32,2	31,3	(0,6p)	31,7	31,8	(0,1p)
Depreciation, amortization and impairment losses		(557)	(558)	(1.489)	(3.157)	(559)	(550)	1,3	(1.110)	(1.109)	0,1
Profit (loss) from operations = EBIT		357	400	(620)	462	345	357	0,0	681	702	3,1
CASH CAPEX		403	395	601	1.874	438	398	(1,2)	878	836	(4,8)

1 Special factors affecting EBITDA: EUR 33mn in Q2/17, EUR 49mn in Q3/17, EUR 36mn in Q4/17, EUR 7mn in Q1/18 and EUR 46mn in Q2/18.

2 Special factors affecting EBIT: EUR 33mn in Q2/17 (thereof EUR 33mn resulting from EBITDA), EUR 49mn in Q3/17 (thereof EUR 49mn resulting from EBITDA), EUR 902mn in Q4/17 (thereof EUR 36mn resulting from EBITDA), EUR 7mn in Q1/18 (thereof EUR 7mn resulting from EBITDA) and EUR 46mn in Q2/18 (thereof EUR 46mn resulting from EBITDA).

3 EUR 84mn in Greece in Q4/17, EUR 3mn in Albania in Q1/18 and EUR 1mn in Austria in Q1/18.

4 The Q4/17 numbers are affected by an EUR 787mn impairment in Poland.

EUROPE

EBITDA RECONCILIATION

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		2.860	2.945	3.002	11.589	2.811	2.896	1,3	5.641	5.707	1,2
TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)		2.860	2.945	3.002	11.589	2.811	2.896	1,3	5.641	5.707	1,2
Profit (loss) from operations = EBIT		357	400	(620)	462	345	357	0,0	681	702	3,1
- Depreciation, amortization and impairment losses		(557)	(558)	(1.489)	(3.157)	(559)	(550)	1,3	(1.110)	(1.109)	0,1
= EBITDA		913	959	870	3.619	905	907	(0,7)	1.791	1.812	1,2
EBITDA margin	%	31,9	32,6	29,0	31,2	32,2	31,3	(0,6p)	31,7	31,8	(0,1p)
- Special factors affecting EBITDA		(33)	(49)	(36)	(130)	(7)	(46)	(39,4)	(45)	(52)	(15,6)
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		947	1.007	906	3.749	911	953	0,6	1.836	1.864	1,5
EBITDA margin (adjusted for special factors)	%	33,1	34,2	30,2	32,3	32,4	32,9	(0,2p)	32,5	32,7	0,2p

SPECIAL FACTORS

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
EFFECTS ON EBITDA		(33)	(49)	(36)	(130)	(7)	(46)	(39,4)	(45)	(52)	(15,6)
- of which personnel		(13)	(38)	(30)	(92)	(5)	(43)	n.a.	(24)	(48)	(100,0)
- of which other		(21)	(10)	(6)	(37)	(1)	(3)	85,7	(21)	(4)	81,0
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(33)	(49)	(902)	(995)	(7)	(46)	(39,4)	(45)	(52)	(15,6)
- of which personnel		(13)	(38)	(30)	(92)	(5)	(43)	n.a.	(24)	(48)	(100,0)
- of which other		(21)	(10)	(871)	(902)	(1)	(3)	85,7	(21)	(4)	81,0

GREECE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)²

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		693	740	723	2.846	686	711	2,6	1.383	1.397	1,0
PRODUCT VIEW		693	740	723	2.846	686	711	2,6	1.383	1.397	1,0
- Fixed network		432	445	443	1.769	438	439	1,6	880	877	(0,3)
- Mobile communications		261	294	280	1.077	248	272	4,2	503	520	3,4
SEGMENT VIEW		693	740	723	2.846	686	711	2,6	1.383	1.397	1,0
- of which Consumer		398	414	408	1.609	393	410	3,0	787	802	1,0
- of which Business		140	138	149	560	132	142	1,4	273	274	1,9
EBITDA	1	273	303	293	1.135	280	279	2,2	539	559	3,7
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	39,4	40,9	40,5	39,9	40,8	39,2	(0,2p)	39,0	40,0	1,0p
CASH CAPEX (AS REPORTED)		123	113	241	580	84	113	(8,1)	225	197	(12,4)

1 Special factors affecting EBITDA: EUR 26mn in Q3/17, EUR -8mn in Q4/17 and EUR 36mn in Q2/18.

2 As of January 1, 2018, fixed and mobile revenues are shown without internal revenues now. Figures of the previous periods were adjusted.

GREECE

OPERATIONALS

	Note	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Change %	H1 2017	H1 2018	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	2.539	2.536	2.547	2.547	2.551	2.552	0,5	2.539	2.552	0,5
- IP Access Lines	('000)	937	1.046	1.156	1.156	1.301	1.496	59,7	937	1.496	59,7
Broadband Customers Retail	('000) 1	1.678	1.713	1.757	1.757	1.800	1.830	9,1	1.678	1.830	9,1
TV Customers (IPTV, SAT, Cable)	('000)	501	515	523	523	526	523	4,4	501	523	4,4
ULLs/Wholesale PSTN Access Lines	('000)	2.111	2.111	2.117	2.117	2.127	2.134	1,1	2.111	2.134	1,1
Wholesale Broadband Access Lines	('000)	67	76	86	86	96	106	58,2	67	106	58,2
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)	232	260	236	942	213	234	0,9	446	446	0,0
Service revenue EXCL. IFRS 15	(€)					219	241	n.a.		460	n.a.
CUSTOMERS	('000)	7.737	7.867	7.981	7.981	8.053	8.163	5,5	7.737	8.163	5,5
- contract	('000)	2.224	2.222	2.231	2.231	2.241	2.255	1,4	2.224	2.255	1,4
- prepaid	('000)	5.513	5.645	5.750	5.750	5.813	5.907	7,1	5.513	5.907	7,1
NET ADDS	('000)	4	130	114	256	72	109	n.a.	12	181	n.a.
- contract	('000)	(2)	(2)	9	13	9	15	n.a.	6	24	n.a.
- prepaid	('000)	6	132	105	243	63	95	n.a.	6	157	n.a.
AVERAGE MONTHLY CHURN	(%)	2,2	2,0	2,2	2,0	1,9	1,9	(0,3p)	1,9	1,9	0,0p
- contract	(%)	1,3	1,4	1,3	1,3	1,3	1,1	(0,2p)	1,3	1,2	(0,1p)
ARPU	€	10	11	10	10	9	10	0,0	10	10	0,0
- contract	€	25	28	25	26	22	24	(4,0)	24	23	(4,2)
- prepaid	€	4	4	4	4	4	4	0,0	4	4	0,0
MOU PER CUSTOMER	(min)	276	280	273	273	258	278	0,7	270	268	(0,7)
- contract	(min)	441	443	434	435	412	426	(3,4)	431	419	(2,8)

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

ROMANIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		236	240	266	972	226	238	0,8	466	464	(0,4)
PRODUCT VIEW		236	240	266	972	226	238	0,8	466	464	(0,4)
- Fixed network		133	131	138	528	112	122	(8,3)	260	235	(9,6)
- Mobile communications		103	109	128	444	114	116	12,6	206	230	11,7
SEGMENT VIEW		236	240	266	972	226	238	0,8	466	464	(0,4)
- of which Consumer		144	141	156	588	146	142	(1,4)	288	288	0,0
- of which Business		47	50	67	213	48	60	27,7	97	108	11,3
EBITDA	1	39	43	47	166	33	37	(5,1)	76	70	(7,9)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	16,5	17,9	17,7	17,1	14,6	15,5	(1,0p)	16,3	15,1	(1,2p)
CASH CAPEX (AS REPORTED)		36	37	40	162	39	32	(11,1)	85	71	(16,5)

1 Special factors affecting EBITDA: EUR 8mn in Q2/17, EUR 5mn in Q3/17, EUR 6mn in Q4/17 and EUR 1mn in Q2/18.

ROMANIA

OPERATIONALS

	Note	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Change %	H1 2017	H1 2018	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	1.922	1.894	1.865	1.865	1.823	1.803	(6,2)	1.922	1.803	(6,2)
- IP Access lines	('000)	562	597	630	630	682	745	32,6	562	745	32,6
Broadband Customers Retail	('000) 1	1.141	1.139	1.134	1.134	1.124	1.117	(2,1)	1.141	1.117	(2,1)
TV Customers (IPTV, SAT, Cable)	('000)	1.471	1.473	1.470	1.470	1.464	1.463	(0,5)	1.471	1.463	(0,5)
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)	80	86	92	336	82	82	2,5	158	164	3,8
Service revenue EXCL. IFRS 15	(€)					84	84	n.a.		168	n.a.
CUSTOMERS	('000)	5.278	5.231	5.258	5.258	5.236	5.282	0,1	5.278	5.282	0,1
- contract	('000)	2.047	2.097	2.148	2.148	2.188	2.259	10,4	2.047	2.259	10,4
- prepaid	('000)	3.231	3.133	3.109	3.109	3.048	3.023	(6,4)	3.231	3.023	(6,4)
NET ADDS	('000)	(149)	(48)	27	(464)	(22)	46	n.a.	(444)	24	n.a.
- contract	('000)	23	50	51	141	40	71	n.a.	40	111	n.a.
- prepaid	('000)	(172)	(98)	(24)	(605)	(61)	(25)	85,5	(484)	(87)	82,0
AVERAGE MONTHLY CHURN	(%)	3,4	3,2	3,4	3,4	3,2	3,2	(0,2p)	3,6	3,2	(0,4p)
- contract	(%)	1,4	1,2	2,4	1,7	2,2	1,7	0,3p	1,6	2,0	0,4p
ARPU	€	5	5	6	5	5	5	0,0	5	5	0,0
- contract	€	9	9	10	9	9	8	(11,1)	9	9	0,0
- prepaid	€	3	3	3	3	3	3	0,0	3	3	0,0
MOU PER CUSTOMER	(min)	293	305	317	300	316	320	9,2	289	318	10,0
- contract	(min)	401	410	413	406	410	411	2,5	401	411	2,5

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

HUNGARY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		454	463	476	1.808	443	488	7,5	869	931	7,1
PRODUCT VIEW		454	463	476	1.808	443	488	7,5	869	931	7,1
- Fixed network		222	211	233	865	216	250	12,6	420	466	11,0
- Mobile communications		232	252	242	943	226	238	2,6	449	464	3,3
SEGMENT VIEW		454	463	476	1.808	443	488	7,5	869	931	7,1
- of which Consumer		248	263	265	1.015	263	262	5,6	487	525	7,8
- of which Business		170	157	176	646	154	192	12,9	313	346	10,5
EBITDA	1	141	168	127	545	121	143	1,4	250	264	5,6
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	31,1	36,3	26,7	30,1	27,3	29,3	(1,8p)	28,8	28,4	(0,4p)
CASH CAPEX (AS REPORTED)		58	50	83	260	50	52	(10,3)	127	103	(18,9)

1 Special factors affecting EBITDA: EUR 2mn in Q2/17, EUR 2mn in Q3/17, EUR 5mn in Q4/17, EUR 1mn in Q1/18 and EUR 2mn in Q2/18.

HUNGARY

OPERATIONALS

	Note	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Change %	H1 2017	H1 2018	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	1.637	1.634	1.632	1.632	1.634	1.640	0,2	1.637	1.640	0,2
- IP Access Lines	('000)	1.597	1.597	1.598	1.598	1.603	1.612	0,9	1.597	1.612	0,9
Broadband Customers Retail	('000) 1	1.049	1.061	1.073	1.073	1.088	1.104	5,2	1.049	1.104	5,2
TV Customers (IPTV, SAT, Cable)	('000)	1.006	1.016	1.026	1.026	1.038	1.045	3,9	1.006	1.045	3,9
ULLs/Wholesale PSTN Access Lines	('000)	6	4	4	4	4	4	(33,3)	6	4	(33,3)
Wholesale Broadband Access Lines	('000)	33	33	32	32	31	31	(6,1)	33	31	(6,1)
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)	180	191	195	742	175	180	0,0	355	354	(0,3)
Service revenue EXCL. IFRS 15	(€)					184	189	n.a.		373	n.a.
CUSTOMERS	('000)	5.390	5.401	5.293	5.293	5.298	5.306	(1,6)	5.390	5.306	(1,6)
- contract	('000)	3.327	3.382	3.415	3.415	3.434	3.481	4,6	3.327	3.481	4,6
- prepaid	('000)	2.063	2.019	1.878	1.878	1.864	1.825	(11,5)	2.063	1.825	(11,5)
NET ADDS	('000)	86	11	(108)	(39)	5	8	(90,7)	58	13	(77,6)
- contract	('000)	139	55	33	260	19	47	(66,2)	172	66	(61,6)
- prepaid	('000)	(53)	(45)	(140)	(299)	(14)	(39)	26,4	(114)	(53)	53,5
AVERAGE MONTHLY CHURN	(%)	1,3	1,5	2,0	1,5	1,1	1,2	(0,1p)	1,3	1,2	(0,1p)
- contract	(%)	0,7	0,7	0,6	0,7	0,8	0,7	0,0p	0,7	0,7	0,0p
ARPU	€	11	12	12	12	11	11	0,0	11	11	0,0
- contract	€	16	17	17	17	15	15	(6,3)	16	15	(6,3)
- prepaid	€	4	3	4	3	3	3	(25,0)	3	3	0,0
MOU PER CUSTOMER	(min)	212	209	203	206	200	226	6,6	206	222	7,8
- contract	(min)	307	298	280	296	273	310	1,0	304	305	0,3

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

POLAND

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)²

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		378	376	392	1.509	375	368	(2,6)	742	743	0,1
PRODUCT VIEW		378	376	392	1.509	375	368	(2,6)	742	743	0,1
- Fixed network		25	27	29	105	27	27	8,0	50	55	10,0
- Mobile communications		352	349	363	1.403	348	340	(3,4)	692	687	(0,7)
SEGMENT VIEW		378	376	392	1.509	375	368	(2,6)	742	743	0,1
- of which Consumer		207	208	213	834	211	204	(1,4)	413	415	0,5
- of which Business		129	124	133	508	127	122	(5,4)	251	249	(0,8)
EBITDA	1	125	88	106	419	96	101	(19,2)	224	197	(12,1)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	33,1	23,4	27,0	27,8	25,6	27,4	(5,7p)	30,2	26,5	(3,7p)
CASH CAPEX (AS REPORTED)		34	45	48	203	59	50	47,1	111	109	(1,8)

1 Special factors affecting EBITDA: EUR 1mn in Q2/17, EUR 1mn in Q3/17, EUR 1mn in Q4/17 and EUR 1mn in Q1/18.

2 The business of T-Systems Polska Sp. z o.o., which was previously organizationally assigned to the Systems Solutions operating segment, is disclosed under the Europe operating segment as of September 1, 2017. Figures for prior periods were not adjusted.

POLAND

OPERATIONALS

	Note	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Change %	H1 2017	H1 2018	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	31	29	32	32	27	26	(16,1)	31	26	(16,1)
- IP Accesslines	('000)	1	1	2	2	2	1	0,0	1	1	0,0
Broadband Customers Retail	('000) 1	28	27	25	25	23	23	(17,9)	28	23	(17,9)
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)	227	224	230	899	223	220	(3,1)	445	443	(0,4)
Service revenue EXCL. IFRS 15	(€)					219	215	n.a.		434	n.a.
CUSTOMERS	('000)	10.251	10.297	10.454	10.454	10.509	10.609	3,5	10.251	10.609	3,5
- contract	('000)	6.741	6.797	6.921	6.921	6.990	7.068	4,9	6.741	7.068	4,9
- prepaid	('000)	3.510	3.500	3.533	3.533	3.519	3.541	0,9	3.510	3.541	0,9
NET ADDS	('000)	21	46	156	(180)	56	100	n.a.	(383)	155	n.a.
- contract	('000)	45	56	124	309	69	78	73,3	129	147	14,0
- prepaid	('000)	(24)	(10)	33	(490)	(14)	22	n.a.	(513)	8	n.a.
AVERAGE MONTHLY CHURN	(%)	2,0	1,8	1,5	2,1	1,4	1,3	(0,7p)	2,6	1,4	(1,2p)
- contract	(%)	1,1	1,0	1,0	1,1	1,0	0,9	(0,2p)	1,2	1,0	(0,2p)
ARPU	€	7	7	7	7	7	7	0,0	7	7	0,0
- contract	€	10	9	10	10	9	9	(10,0)	10	9	(10,0)
- prepaid	€	3	3	3	3	3	3	0,0	3	3	0,0
MOU PER CUSTOMER	(min)	248	258	269	255	260	253	2,0	247	256	3,6
- contract	(min)	330	340	356	342	344	333	0,9	335	338	0,9

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

CZECH REPUBLIC

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		248	255	271	1.011	254	258	4,0	485	512	5,6
PRODUCT VIEW		248	255	271	1.011	254	258	4,0	485	512	5,6
- Fixed network		59	61	68	241	57	59	0,0	113	117	3,5
- Mobile communications		189	195	203	770	197	199	5,3	372	396	6,5
SEGMENT VIEW		248	255	271	1.011	254	258	4,0	485	512	5,6
- of which Consumer		121	127	134	499	128	131	8,3	238	259	8,8
- of which Business		111	112	122	449	111	114	2,7	215	224	4,2
EBITDA	1	100	101	105	406	111	107	7,0	200	219	9,5
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	40,3	39,6	38,7	40,2	43,7	41,5	1,2p	41,2	42,8	1,6p
CASH CAPEX (AS REPORTED)		28	25	32	121	42	29	3,6	64	71	10,9

1 Special factors affecting EBITDA: EUR 1mn in Q2/17, EUR 1mn in Q3/17, EUR 19mn in Q4/17, EUR 1mn in Q1/18 and EUR 1mn in Q2/18.

CZECH REPUBLIC

OPERATIONALS

	Note	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Change %	H1 2017	H1 2018	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	146	153	197	197	220	248	69,9	146	248	69,9
- IP Access Lines	('000)	133	141	185	185	209	237	78,2	133	237	78,2
Broadband Customers Retail	('000) 1,2	153	163	176	176	189	208	35,9	153	208	35,9
TV Customers (IPTV, SAT, Cable)	('000)	19	25	37	37	47	57	n.a.	19	57	n.a.
ULLs/Wholesale PSTN Access Lines	('000)	6	6	6	6	5	5	(16,7)	6	5	(16,7)
Wholesale Broadband Access Lines	('000)	2	2	2	2	0	0	(100,0)	2	0	(100,0)
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)	177	183	185	715	197	183	3,4	346	361	4,3
Service revenue EXCL. IFRS 15	(€)					181	186	n.a.		367	n.a.
CUSTOMERS	('000)	6.155	6.176	6.176	6.176	6.156	6.174	0,3	6.155	6.174	0,3
- contract	('000)	3.790	3.819	3.854	3.854	3.885	3.932	3,7	3.790	3.932	3,7
- prepaid	('000)	2.365	2.358	2.323	2.323	2.272	2.242	(5,2)	2.365	2.242	(5,2)
NET ADDS	('000)	58	21	0	128	(20)	18	(69,0)	107	(2)	n.a.
- contract	('000)	55	29	35	167	31	47	(14,5)	104	79	(24,0)
- prepaid	('000)	4	(8)	(35)	(39)	(51)	(29)	n.a.	3	(81)	n.a.
AVERAGE MONTHLY CHURN	(%)	1,2	1,3	1,4	1,3	1,4	1,2	0,0p	1,2	1,3	0,1p
- contract	(%)	0,5	0,6	0,5	0,5	0,6	0,5	0,0p	0,5	0,5	0,0p
ARPU	€	10	10	10	10	10	10	0,0	9	10	11,1
- contract	€	13	14	14	13	13	13	0,0	13	13	0,0
- prepaid	€	4	4	4	4	4	4	0,0	4	4	0,0
MOU PER CUSTOMER	(min)	159	155	162	158	153	162	1,9	159	157	(1,3)
- contract	(min)	230	221	231	228	215	227	(1,3)	230	221	(3,9)

1 The Q2/17 and Q3/17 numbers have been influenced by technical issues which have been resolved in Q4/17.

2 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

CROATIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		231	259	241	955	222	233	0,9	455	456	0,2
PRODUCT VIEW		231	259	241	955	222	233	0,9	455	456	0,2
- Fixed network		134	144	141	554	129	132	(1,5)	268	260	(3,0)
- Mobile communications		97	114	99	400	93	102	5,2	187	196	4,8
SEGMENT VIEW		231	259	241	955	222	233	0,9	455	456	0,2
- of which Consumer		124	125	123	493	118	121	(2,4)	244	239	(2,0)
- of which Business		73	81	82	306	70	74	1,4	143	144	0,7
EBITDA	1	96	108	98	386	85	98	2,1	180	184	2,2
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	41,6	41,7	40,7	40,4	38,3	42,1	0,5p	39,6	40,4	0,8p
CASH CAPEX (AS REPORTED)		48	50	41	173	47	38	(20,8)	82	84	2,4

1 Special factors affecting EBITDA: EUR 2mn in Q2/17, EUR 7mn in Q3/17, EUR 6mn in Q4/17, EUR 3mn in Q1/18 and EUR 1mn in Q2/18.

CROATIA

OPERATIONALS

	Note	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Change %	H1 2017	H1 2018	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	986	974	967	967	959	952	(3,4)	986	952	(3,4)
- IP Access Lines	('000)	985	974	967	967	959	952	(3,4)	985	952	(3,4)
Broadband Customers Retail	('000) 1	624	624	624	624	620	621	(0,5)	624	621	(0,5)
TV Customers (IPTV, SAT, Cable)	('000)	411	413	417	417	415	415	1,0	411	415	1,0
ULLs/Wholesale PSTN Access Lines	('000)	140	135	135	135	131	128	(8,6)	140	128	(8,6)
Wholesale Broadband Access Lines	('000)	142	136	131	131	130	129	(9,2)	142	129	(9,2)
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)	75	91	71	306	62	69	(8,0)	144	131	(9,0)
Service revenue EXCL. IFRS 15	(€)					70	79	n.a.		149	n.a.
CUSTOMERS ('000)		2.237	2.297	2.244	2.244	2.229	2.268	1,4	2.237	2.268	1,4
- contract	('000)	1.206	1.222	1.260	1.260	1.271	1.287	6,7	1.206	1.287	6,7
- prepaid	('000)	1.030	1.075	985	985	958	981	(4,8)	1.030	981	(4,8)
NET ADDS ('000)		27	60	(52)	10	(15)	39	44,4	3	24	n.a.
- contract	('000)	41	16	38	101	11	16	(61,0)	47	28	(40,4)
- prepaid	('000)	(15)	44	(90)	(91)	(26)	23	n.a.	(45)	(3)	93,3
AVERAGE MONTHLY CHURN (%)		2,2	2,1	3,1	2,5	2,2	2,0	(0,2p)	2,4	2,1	(0,3p)
- contract	(%)	1,0	0,9	0,9	1,0	1,1	0,9	(0,1p)	1,1	1,0	(0,1p)
ARPU (€)		11	13	11	11	9	10	(9,1)	11	10	(9,1)
- contract	(€)	16	20	15	16	12	13	(18,8)	15	13	(13,3)
- prepaid	(€)	6	6	6	6	6	6	0,0	6	6	0,0
MOU PER CUSTOMER (min)		219	221	216	216	220	232	5,9	214	226	5,6
- contract	(min)	282	282	270	276	268	285	1,1	276	277	0,4

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

SLOVAKIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		185	186	194	748	181	185	0,0	368	366	(0,5)
PRODUCT VIEW		185	186	194	748	181	185	0,0	368	366	(0,5)
- Fixed network		94	93	101	379	92	96	2,1	184	188	2,2
- Mobile communications		92	93	92	369	88	89	(3,3)	184	178	(3,3)
SEGMENT VIEW		185	186	194	748	181	185	0,0	368	366	(0,5)
- of which Consumer		99	101	103	401	101	104	5,1	197	205	4,1
- of which Business		70	69	78	286	69	72	2,9	139	141	1,4
EBITDA	1	81	86	71	315	80	78	(3,7)	158	158	0,0
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	43,8	46,2	36,6	42,1	44,2	42,2	(1,6p)	42,9	43,2	0,3p
CASH CAPEX (AS REPORTED)		32	26	32	127	45	32	0,0	69	77	11,6

1 Special factors affecting EBITDA: EUR 18mn in Q2/17 and EUR 1mn in Q4/17

SLOVAKIA

OPERATIONALS

	Note	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Change %	H1 2017	H1 2018	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	855	855	858	858	860	859	0,5	855	859	0,5
- IP Access Lines	('000)	855	855	858	858	860	859	0,5	855	859	0,5
Broadband Customers Retail	('000) 1	498	506	516	516	525	532	6,8	498	532	6,8
TV Customers (IPTV, SAT, Cable)	('000)	574	581	592	592	600	605	5,4	574	605	5,4
Wholesale Broadband Access Lines	('000)	123	121	117	117	111	109	(11,4)	123	109	(11,4)
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)	82	85	84	334	71	73	(11,0)	165	144	(12,7)
Service revenue EXCL. IFRS 15	(€)					83	85	n.a.		168	n.a.
CUSTOMERS	('000)	2.235	2.245	2.243	2.243	2.282	2.320	3,8	2.235	2.320	3,8
- contract	('000)	1.410	1.428	1.445	1.445	1.453	1.482	5,1	1.410	1.482	5,1
- prepaid	('000)	825	817	799	799	829	838	1,6	825	838	1,6
NET ADDS	('000)	5	10	(2)	18	39	36	n.a.	10	77	n.a.
- contract	('000)	12	18	16	(33)	9	28	n.a.	(68)	38	n.a.
- prepaid	('000)	(7)	(8)	(18)	52	31	9	n.a.	78	39	(50,0)
AVERAGE MONTHLY CHURN	(%)	1,1	1,1	1,4	1,2	1,2	1,2	0,1p	1,2	1,2	0,0p
- contract	(%)	0,7	0,7	0,9	1,3	0,9	0,7	0,0p	1,8	0,8	(1,0p)
ARPU	€	12	13	13	12	11	8	(33,3)	12	10	(16,7)
- contract	€	18	18	18	18	15	11	(38,9)	18	14	(22,2)
- prepaid	€	3	3	3	3	3	3	0,0	3	3	0,0
MOU PER CUSTOMER	(min)	179	171	139	167	179	181	1,1	179	180	0,6
- contract	(min)	251	240	203	234	246	250	(0,4)	247	248	0,4

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

AUSTRIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2017 €	Q3 2017 €	Q4 2017 €	FY 2017 €	Q1 2018 €	Q2 2018 €	Change %	H1 2017 €	H1 2018 €	Change %
TOTAL REVENUE		215	222	234	900	218	214	(0,5)	443	432	(2,5)
- of which Consumer		151	155	164	631	149	146	(3,3)	313	295	(5,8)
- of which Business		39	40	40	158	39	39	0,0	78	78	0,0
EBITDA		69	73	35	266	76	68	(1,4)	158	144	(8,9)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	32,1	32,9	15,0	29,6	34,9	31,8	(0,3p)	35,7	33,3	(2,4p)
CASH CAPEX (AS REPORTED)		30	34	48	157	54	41	36,7	75	95	26,7

OPERATIONALS

	Note	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Change %	H1 2017	H1 2018	Change %
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)	185	196	195	777	168	168	(9,2)	386	336	(13,0)
Service revenue EXCL. IFRS 15	(€)					189	188	n.a.		377	n.a.
CUSTOMERS	('000)	4.984	5.201	5.702	5.702	6.071	6.441	29,2	4.984	6.441	29,2
- contract	('000)	3.240	3.271	3.308	3.308	3.314	3.329	2,7	3.240	3.329	2,7
- prepaid	('000)	1.744	1.930	2.394	2.394	2.757	3.112	78,4	1.744	3.112	78,4
NET ADDS	('000)	271	217	501	1.092	369	370	36,5	373	739	98,1
- contract	('000)	46	30	37	115	6	15	(67,4)	48	21	(56,3)
- prepaid	('000)	226	187	464	976	363	355	57,1	326	718	n.a.
AVERAGE MONTHLY CHURN	(%)	2,2	2,7	2,1	2,4	2,2	2,0	(0,2p)	2,3	2,1	(0,2p)
- contract	(%)	2,5	3,0	2,7	2,7	2,7	2,6	0,1p	2,6	2,6	0,0p
ARPU	€	13	13	12	13	10	9	(30,8)	14	9	(35,7)
- contract	€	18	19	18	19	16	16	(11,1)	19	16	(15,8)
- prepaid	€	3	3	2	3	2	1	(66,7)	3	2	(33,3)
MOU PER CUSTOMER	(min)	166	161	156	164	145	136	(18,1)	170	140	(17,6)
- contract	(min)	199	190	199	198	197	194	(2,5)	202	195	(3,5)

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SYSTEMS SOLUTIONS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)¹

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		1.688	1.707	1.819	6.918	1.665	1.674	(0,8)	3.392	3.339	(1,6)
International Revenue		477	455	475	1.889	437	450	(5,7)	959	886	(7,6)
NET REVENUE		1.349	1.352	1.435	5.504	1.332	1.319	(2,2)	2.717	2.651	(2,4)
EBITDA		136	131	147	509	57	121	(11,0)	232	179	(22,8)
EBITDA margin (EBITDA / total revenue)	%	8,1	7,7	8,1	7,4	3,4	7,2	(0,9p)	6,8	5,4	(1,4p)
Depreciation, amortization and impairment losses		(95)	(93)	(102)	(387)	(95)	(99)	(4,2)	(193)	(194)	(0,5)
Profit (loss) from operations = EBIT		41	38	45	121	(38)	23	(43,9)	39	(15)	n.a.
EBIT MARGIN	%	2,4	2,2	2,5	1,7	(2,3)	1,4	(1,0p)	1,1	0,4	(0,7p)
CASH CAPEX		91	87	120	383	83	182	100,0	177	265	49,7
ORDER ENTRY		1.295	1.366	1.305	5.241	1.506	1.842	42,2	2.569	3.348	30,3

FINANCIALS (AS REPORTED)

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		1.688	1.707	1.819	6.918	1.665	1.674	(0,8)	3.392	3.339	(1,6)
NET REVENUE		1.349	1.352	1.435	5.504	1.332	1.319	(2,2)	2.717	2.651	(2,4)
EBITDA		97	56	66	280	19	71	(26,8)	158	90	(43,0)
EBITDA margin (EBITDA / total revenue)	%	5,7	3,3	3,6	4,0	1,1	4,2	(1,5p)	4,7	2,7	(2,0p)
Depreciation, amortization and impairment losses	2	(97)	(1.338)	(103)	(1.636)	(95)	(99)	(2,1)	(195)	(194)	0,5
Profit (loss) from operations = EBIT	2	0	(1.282)	(37)	(1.356)	(76)	(28)	n.a.	(37)	(104)	n.a.
CASH CAPEX		91	87	120	383	83	182	100,0	177	265	49,7

¹ The business of T-Systems Polska Sp. z o.o., which was previously organizationally assigned to the Systems Solutions operating segment, is disclosed under the Europe operating segment as of September 1, 2017. Figures for prior periods were not adjusted.

² Q3/2017: Impairment Goodwill T-Systems Market Unit (1.2 bn. €)

SYSTEMS SOLUTIONS

EBITDA RECONCILIATION¹

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		1.688	1.707	1.819	6.918	1.665	1.674	(0,8)	3.392	3.339	(1,6)
Profit (loss) from operations = EBIT	2	0	(1.282)	(37)	(1.356)	(76)	(28)	n.a.	(37)	(104)	n.a.
- Depreciation, amortization and impairment losses	2	(97)	(1.338)	(103)	(1.636)	(95)	(99)	(2,1)	(195)	(194)	0,5
= EBITDA		97	56	66	280	19	71	(26,8)	158	90	(43,0)
EBITDA margin	%	5,7	3,3	3,6	4,0	1,1	4,2	(1,5p)	4,7	2,7	(2,0p)
- Special factors affecting EBITDA		(39)	(74)	(80)	(229)	(38)	(51)	(30,8)	(74)	(89)	(20,3)
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		136	131	147	509	57	121	(11,0)	232	179	(22,8)
EBITDA margin (adjusted for special factors)	%	8,1	7,7	8,1	7,4	3,4	7,2	(0,9p)	6,8	5,4	(1,4p)

SPECIAL FACTORS

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
EFFECTS ON EBITDA		(39)	(74)	(80)	(229)	(38)	(51)	(30,8)	(74)	(89)	(20,3)
- of which personnel		(18)	(54)	(46)	(132)	(24)	(28)	(55,6)	(32)	(52)	(62,5)
- of which other		(21)	(20)	(34)	(97)	(14)	(23)	(9,5)	(42)	(37)	11,9
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT	2	(42)	(1.319)	(82)	(1.477)	(38)	(51)	(21,4)	(76)	(89)	(17,1)
- of which personnel		(18)	(54)	(46)	(132)	(24)	(28)	(55,6)	(32)	(52)	(62,5)
- of which other	2	(23)	(1.265)	(35)	(1.345)	(14)	(23)	0,0	(44)	(37)	15,9

1 The business of T-Systems Polska Sp. z o.o., which was previously organizationally assigned to the Systems Solutions operating segment, is disclosed under the Europe operating segment as of September 1, 2017. Figures for prior periods were not adjusted.

2 Q3/2017: Impairment Goodwill T-Systems Market Unit (1.2 bn. €)

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A series of 15 horizontal dotted lines for taking notes.

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GROUP DEVELOPMENT

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		562	545	561	2.263	528	535	(4,8)	1.157	1.063	(8,1)
Netherlands		345	327	342	1.355	309	318	(7,8)	687	627	(8,7)
DFMG		213	217	217	864	218	217	1,9	430	435	1,2
Other		4	1	2	44	0	0	(100,0)	40	0	(100,0)
EBITDA		236	220	220	915	231	233	(1,3)	475	464	(2,3)
Netherlands		119	98	94	421	108	109	(8,4)	229	217	(5,2)
DFMG		126	126	133	510	130	131	4,0	250	261	4,4
Other		(9)	(4)	(7)	(16)	(7)	(7)	22,2	(4)	(14)	n.a.
EBITDA margin (EBITDA / total revenue)	%	42,0	40,4	39,2	40,4	43,8	43,6	1,6p	41,1	43,7	2,6p
Depreciation, amortization and impairment losses		(71)	(72)	(89)	(304)	(78)	(80)	12,7	(143)	(158)	10,5
Profit (loss) from operations = EBIT		165	148	131	611	153	153	(7,3)	332	306	(7,8)
CASH CAPEX		57	76	76	290	85	56	(1,8)	138	141	2,2

FINANCIALS (AS REPORTED)

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		562	545	561	2.263	528	535	(4,8)	1.157	1.063	(8,1)
NET REVENUE		415	394	408	1.660	376	384	(7,5)	858	760	(11,4)
EBITDA	1,2	460	415	176	1.808	227	228	(50,4)	1.217	455	(62,6)
Depreciation, amortization and impairment losses		(71)	(72)	(89)	(304)	(78)	(80)	(12,7)	(143)	(158)	(10,5)
Profit (loss) from operations = EBIT		388	343	87	1.504	148	149	(61,6)	1.074	297	(72,3)
CASH CAPEX		57	76	76	290	85	56	(1,8)	138	141	2,2

1 Q2/17: Income from the sale of stake in Scout24.

2 Q3/17: Income from settlement agreement with BT.

GROUP DEVELOPMENT

EBITDA RECONCILIATION

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		562	545	561	2.263	528	535	(4,8)	1.157	1.063	(8,1)
Profit (loss) from operations = EBIT		388	343	87	1.504	148	149	(61,6)	1.074	297	(72,3)
- Depreciation, amortization and impairment losses		(71)	(72)	(89)	(304)	(78)	(80)	(12,7)	(143)	(158)	(10,5)
= EBITDA		460	415	176	1.808	227	228	(50,4)	1.217	455	(62,6)
EBITDA margin	%	81,9	76,1	31,4	79,9	43,0	42,6	(39,9p)	n.a.	42,8	n.a.
- Special factors affecting EBITDA		223	195	(44)	893	(5)	(5)	n.a.	742	(9)	n.a.
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		236	220	220	915	231	233	(1,3)	475	464	(2,3)
EBITDA margin (adjusted for special factors)	%	42,0	40,4	39,2	40,4	43,8	43,6	1,6p	41,1	43,7	2,6p

SPECIAL FACTORS^{1,2}

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
EFFECTS ON EBITDA		223	195	(44)	893	(5)	(5)	n.a.	742	(9)	n.a.
- of which personnel		(1)	(1)	(3)	1	(2)	(2)	(100,0)	4	(3)	n.a.
- of which other		224	196	(41)	892	(3)	(3)	n.a.	738	(6)	n.a.
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		223	195	(44)	893	(5)	(5)	n.a.	742	(9)	n.a.
- of which personnel		(1)	(1)	(3)	1	(2)	(2)	(100,0)	4	(3)	n.a.
- of which other		224	196	(41)	892	(3)	(3)	n.a.	738	(6)	n.a.

1 Q2/17: Income from the sale of stake in Scout24.

2 Q3/17: Income from settlement agreement with BT.

NETHERLANDS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		345	327	342	1.355	309	318	(7,8)	687	627	(8,7)
PRODUCT VIEW		345	327	342	1.355	309	318	(7,8)	687	627	(8,7)
- Fixed network		22	23	23	89	23	24	9,1	44	47	6,8
- Mobile communications		323	304	319	1.266	286	294	(9,0)	643	580	(9,8)
SEGMENT VIEW		345	327	342	1.355	309	318	(7,8)	687	627	(8,7)
- of which Consumer		229	210	223	786	201	218	(4,8)	457	419	(8,3)
- of which Business		64	59	65	252	59	61	(4,7)	127	120	(5,5)
EBITDA		119	98	94	421	108	109	(8,4)	229	217	(5,2)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	34,5	30,0	27,5	31,1	35,0	34,3	(0,2p)	33,3	34,6	1,3p
CASH CAPEX (AS REPORTED)		36	48	47	172	57	35	(2,8)	77	92	19,5

NETHERLANDS OPERATIONALS

	Note	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Change %	H1 2017	H1 2018	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	184	188	191	191	198	210	14,2	184	210	14,2
- IP	('000)	184	188	191	191	198	210	14,2	184	210	14,2
Broadband Customers	('000)	184	188	191	191	198	210	14,2	184	210	14,2
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€ million)	228	220	213	888	193	194	(14,9)	454	387	(14,8)
Service Revenues EXCL. IFRS 15	(€ million)					207	207	n.a.		413	n.a.
CUSTOMERS	('000)	3.830	3.876	3.850	3.850	3.905	3.967	3,6	3.830	3.967	3,6
- contract	('000)	3.112	3.178	3.254	3.254	3.337	3.424	10,0	3.112	3.424	10,0
- prepaid	('000)	719	698	596	596	568	543	(24,5)	719	543	(24,5)
NET ADDS	('000)	41	45	(26)	104	55	62	51,2	84	117	39,3
- contract	('000)	61	66	77	272	83	87	42,6	130	170	30,8
- prepaid	('000)	(19)	(20)	(102)	(168)	(28)	(25)	31,6	(45)	(53)	17,8
AVERAGE MONTHLY CHURN	(%)	1,2	1,2	2,0	1,4	1,3	1,2	0,0p	1,2	1,3	0,1p
- contract	(%)	0,9	1,0	1,0	1,0	1,0	0,9	0,0p	0,9	1,0	0,1p
ARPU	€	20	19	18	19	16	16	(18,1)	20	16	(18,0)
- contract	€	23	22	20	22	19	19	(19,3)	24	19	(22,3)
- prepaid	€	3	3	4	4	4	4	22,5	4	4	(10,3)
MOU PER CUSTOMER	(min)	189	192	216	263	219	221	16,9	189	220	16,4
- contract	(min)	226	228	251	309	250	249	10,3	227	249	9,7

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GROUP HEADQUARTERS & GROUP SERVICES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

		Q2	Q3	Q4	FY	Q1	Q2	Change	H1	H1	Change
	Note	2017	2017	2017	2017	2018	2018	%	2017	2018	%
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €		millions of €	millions of €	
TOTAL REVENUE		785	741	674	2.935	651	767	(2,3)	1.521	1.418	(6,8)
NET REVENUE		83	52	55	278	48	43	(48,2)	171	91	(46,8)
EBITDA		(76)	(102)	(370)	(661)	(70)	41	n.a.	(189)	(29)	84,7
EBITDA margin (EBITDA / total revenue)	%	(9,7)	(13,8)	(54,9)	(22,5)	(10,8)	5,3	15,0p	(12,4)	(2,0)	10,4p
Depreciation, amortization and impairment losses		(192)	(159)	(158)	(657)	(162)	(269)	(40,1)	(341)	(431)	(26,4)
Profit (loss) from operations = EBIT		(268)	(261)	(528)	(1.318)	(232)	(227)	15,3	(529)	(459)	13,2
CASH CAPEX		239	231	294	1.005	248	247	3,3	481	495	2,9

FINANCIALS (AS REPORTED)

		Q2	Q3	Q4	FY	Q1	Q2	Change	H1	H1	Change
	Note	2017	2017	2017	2017	2018	2018	%	2017	2018	%
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €		millions of €	millions of €	
TOTAL REVENUE		785	741	674	2.935	651	767	(2,3)	1.521	1.418	(6,8)
NET REVENUE		83	52	55	278	48	43	(48,2)	171	91	(46,8)
EBITDA		(76)	(148)	(428)	(780)	(162)	(12)	84,2	(204)	(174)	14,7
EBITDA margin (EBITDA / total revenue)	%	(9,7)	(20,0)	(63,5)	(26,6)	(24,9)	(1,6)	8,1p	(13,4)	(12,3)	1,1p
Depreciation, amortization and impairment losses		(192)	(159)	(158)	(657)	(162)	(269)	(40,1)	(341)	(431)	(26,4)
Profit (loss) from operations = EBIT		(268)	(307)	(586)	(1.437)	(324)	(281)	(4,9)	(544)	(605)	(11,2)
CASH CAPEX		239	231	294	1.005	248	247	3,3	481	495	2,9

GROUP HEADQUARTERS & GROUP SERVICES

EBITDA RECONCILIATION

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
TOTAL REVENUE		785	741	674	2.935	651	767	(2,3)	1.521	1.418	(6,8)
Profit (loss) from operations = EBIT		(268)	(307)	(586)	(1.437)	(324)	(281)	(4,9)	(544)	(605)	(11,2)
- Depreciation, amortization and impairment losses		(192)	(159)	(158)	(657)	(162)	(269)	(40,1)	(341)	(431)	(26,4)
= EBITDA		(76)	(148)	(428)	(780)	(162)	(12)	84,2	(204)	(174)	14,7
EBITDA margin	%	(9,7)	(20,0)	(63,5)	(26,6)	(24,9)	(1,6)	8,1p	(13,4)	(12,3)	1,1p
- Special factors affecting EBITDA		1	(46)	(58)	(119)	(92)	(54)	n.a.	(15)	(146)	n.a.
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		(76)	(102)	(370)	(661)	(70)	41	n.a.	(189)	(29)	84,7
EBITDA margin (adjusted for special factors)	%	(9,7)	(13,8)	(54,9)	(22,5)	(10,8)	5,3	15,0p	(12,4)	(2,0)	10,4p

SPECIAL FACTORS

	Note	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Change %	H1 2017 millions of €	H1 2018 millions of €	Change %
EFFECTS ON EBITDA		1	(46)	(58)	(119)	(92)	(54)	n.a.	(15)	(146)	n.a.
- of which personnel		(25)	(32)	(31)	(107)	(76)	(106)	n.a.	(44)	(182)	n.a.
- of which other		26	(14)	(27)	(12)	(16)	52	100,0	29	36	24,1
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		1	(46)	(58)	(119)	(92)	(54)	n.a.	(15)	(146)	n.a.
- of which personnel		(25)	(32)	(31)	(107)	(76)	(106)	n.a.	(44)	(182)	n.a.
- of which other		26	(14)	(27)	(12)	(16)	52	100,0	29	36	24,1

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.
	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.

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.