

Backup Finanzzahlen 1. Quartal 2011

Deutsche Telekom

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Erleben, was verbindet.



Finanzkennzahlen

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DT Group.

At a Glance I.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Continuing operations		12.002	11.346	11.461	11.537	46.346	10.850	(9,6)
Discontinued operations		(3.814)	(4.188)	(4.143)	(3.942)	(16.087)	(3.770)	1,2
Reconciliation		4	3	3	2	12	3	(25,0)
Continuing and discontinued operations		15.812	15.531	15.601	15.477	62.421	14.617	(7,6)
Germany		6.189	6.197	6.317	6.442	25.145	5.999	(3,1)
Europe		4.774	4.030	4.123	3.913	16.840	3.684	(22,8)
United States		3.814	4.188	4.143	3.942	16.087	3.770	(1,2)
Systems Solutions		2.131	2.242	2.205	2.479	9.057	2.260	6,1
Group Headquarters & Shared Services		565	583	567	451	2.166	537	(5,0)
Reconciliation		(1.661)	(1.709)	(1.754)	(1.750)	(6.874)	(1.633)	1,7
Net revenue								
Germany		5.804	5.806	5.899	6.014	23.523	5.661	(2,5)
Europe		4.613	3.869	3.951	3.750	16.183	3.516	(23,8)
United States		3.810	4.185	4.140	3.940	16.075	3.767	(1,1)
Systems Solutions		1.532	1.610	1.555	1.714	6.411	1.616	5,5
Group Headquarters & Shared Services		53	61	56	59	229	57	7,5
Continuing and discontinued operations		15.812	15.531	15.601	15.477	62.421	14.617	(7,6)
Discontinued operations		(3.810)	(4.185)	(4.140)	(3.940)	(16.075)	(3.767)	1,1
Continuing operations		12.002	11.346	11.461	11.537	46.346	10.850	(9,6)
EBITDA (adjusted for special factors)								
Germany		2.299	2.438	2.523	2.358	9.618	2.384	3,7
Europe		1.587	1.431	1.465	1.265	5.748	1.226	(22,7)
United States		1.008	1.120	1.028	1.000	4.156	871	(13,6)
Systems Solutions		196	231	222	299	948	189	(3,6)
Group Headquarters & Shared Services		(172)	(182)	(192)	(324)	(870)	(163)	5,2
Reconciliation		(28)	(26)	(27)	(48)	(127)	(27)	3,6
Continuing and discontinued operations		4.890	5.012	5.019	4.550	19.473	4.480	(8,4)
Proportional EBITDA		4.302	4.444	4.402	4.051	17.199	3.958	(8,0)
Discontinued operations		(1.008)	(1.120)	(1.028)	(1.000)	(4.156)	(871)	13,6
Reconciliation		0	2	1	1	2	0	n.a.
Continuing operations		3.882	3.894	3.992	3.551	15.319	3.609	(7,0)

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
EBITDA margin (adjusted for special factors)								
(EBITDA / total revenue)	%							
Germany	%	37,1	39,3	39,9	36,6	38,3	39,7	2,6p
Europe	%	33,2	35,5	35,5	32,3	34,1	33,3	0,1p
United States	%	26,4	26,7	24,8	25,4	25,8	23,1	(3,3p)
Systems Solutions	%	9,2	10,3	10,1	12,1	10,5	8,4	(0,8p)
Group Headquarters & Shared Services	%	(30,4)	(31,2)	(33,9)	(71,8)	(40,2)	(30,4)	0,0p
Group	%	32,3	34,3	34,8	30,8	33,1	33,3	1,0p
Cash capex								
Germany	1	651	774	862	1.178	3.465	815	25,2
Europe		568	454	396	594	2.012	512	(9,9)
United States		481	534	496	610	2.121	546	13,5
Systems Solutions		148	220	207	150	725	123	(16,9)
Group Headquarters & Shared Services		109	70	99	128	406	116	6,4
Reconciliation		(23)	(11)	(24)	(120)	(178)	8	n.a.
Group	1	1.934	2.041	2.036	2.540	8.551	2.120	9,6
Net profit (loss)								
adjusted for special factors		891	814	969	690	3.364	701	(21,3)
as reported		767	475	1.035	(582)	1.695	480	(37,4)
Free cash flow (before dividend payments and spectrum investment and PTC transaction)		1.439	1.489	1.882	1.733	6.543	1.061	(26,3)
Proportional free cash flow		1.332	1.338	1.602	1.483	5.755	954	(28,4)
Net debt		40.418	46.250	43.747	42.269	42.269	41.800	3,4

1 Before spectrum investment of € 1.3bn.

DT Group.

Q1/11 Key Financials (excluding UK).

in € million	Q1/10 reported	Q1/11 reported	change in %	Q1/10 ex. UK		
				Q1/10 ex. UK	Q1/11 ex. UK	change in %
Revenue	15,812	14,597	-7.7%	15,054	14,597	-3.0%
- from Continuing operations	12,002	10,830	-9.8%	11,244	10,830	-3.7%
Adj. EBITDA	4,890	4,480	-8.4%	4,717	4,480	-5.0%
- from Continuing operations	3,882	3,609	-7.0%	3,709	3,609	-2.7%
Adj. net profit	891	701	-21.3%	966	701	-27.4%
Net profit (loss)	767	480	-37.4%	847	480	-43.3%
Adj. EPS (in €)	0.21	0.16	-23.8%	0.22	0.16	-25.9%
EPS (in €)	0.18	0.11	-38.9%	0.20	0.11	-45.0%
Free cash flow ¹⁾	1,439	1,061	-26.3%	1,432	1,061	-25.9%
Cash capex	1,934	2,120	-9.6%	1,873	2,120	-13.2%

000'	Note	Q1/10	Q2/10	Q3/10	Q4/10	Q1/11	Delta q.o.q.		Delta y.o.y.	
							abs.	%	abs.	%
Broadband retail lines (end of period)	2,3	15.675	15.873	16.029	16.307	16.535	228	1,4	860	5,5
Germany		11.665	11.795	11.844	11.954	12.069	115	1,0	404	3,5
Europa		4.010	4.078	4.185	4.353	4.482	129	3,0	472	11,8
Greece		1.093	1.095	1.092	1.110	1.118	8	0,7	25	2,3
Romania		808	840	902	961	1.044	83	8,6	236	29,2
Hungary	4	648	655	672	693	695	2	0,3	47	7,3
Czech Republic		46	49	53	69	69	0	0,0	23	50,0
Croatia		573	584	600	629	642	13	2,1	69	12,0
Netherlands		290	288	288	289	288	(1)	(0,3)	(2)	(0,7)
Slovakia		378	387	392	402	413	11	2,7	35	9,3
others		175	180	186	200	213	13	6,5	38	21,7
Fixed network lines (end of period)	3,5	37.854	37.285	36.548	35.987	35.487	(500)	(1,4)	(2.367)	(6,3)
Germany		25.864	25.549	25.024	24.650	24.312	(338)	(1,4)	(1.552)	(6,0)
Europa		11.990	11.736	11.524	11.337	11.101	(236)	(2,1)	(889)	(7,4)
Greece		4.095	3.970	3.858	3.739	3.640	(99)	(2,6)	(455)	(11,1)
Romania		2.721	2.666	2.625	2.597	2.578	(19)	(0,7)	(143)	(5,3)
Hungary		1.771	1.729	1.690	1.652	1.546	(106)	(6,4)	(225)	(12,7)
Czech Republic		46	49	53	69	82	13	18,8	36	78,3
Croatia		1.462	1.446	1.437	1.431	1.418	(13)	(0,9)	(44)	(3,0)
Netherlands		290	288	288	289	298	9	3,1	8	2,8
Slovakia		1.093	1.084	1.072	1.061	1.051	(10)	(0,9)	(42)	(3,8)
others		512	504	500	498	488	(10)	(2,0)	(24)	(4,7)
Mobile subscribers (end of period)	3	133.068	131.103	129.012	128.528	127.908	(620)	(0,5)	(5.160)	(3,9)
Germany		38.544	36.976	34.882	34.694	34.574	(120)	(0,3)	(3.970)	(10,3)
USA		33.713	33.620	33.757	33.734	33.636	(98)	(0,3)	(77)	(0,2)
Europe		60.811	60.507	60.373	60.100	59.264	(836)	(1,4)	(1.547)	(2,5)
Greece		8.813	8.509	8.330	7.990	7.600	(390)	(4,9)	(1.213)	(13,8)
Romania		7.155	7.087	7.059	6.849	6.641	(208)	(3,0)	(514)	(7,2)
Hungary		5.120	5.131	5.147	5.208	4.777	(431)	(8,3)	(343)	(6,7)
Poland		13.361	13.276	13.321	13.259	13.175	(84)	(0,6)	(186)	(1,4)
Czech Republic		5.449	5.464	5.460	5.475	5.446	(29)	(0,5)	(3)	(0,1)
Croatia		2.798	2.779	2.774	2.901	3.006	105	3,6	208	7,4
Netherlands		4.392	4.382	4.461	4.526	4.718	192	4,2	326	7,4
Slovakia		2.399	2.412	2.407	2.411	2.363	(48)	(2,0)	(36)	(1,5)
Austria		3.626	3.653	3.683	3.778	3.833	55	1,5	207	5,7
Bulgaria		3.845	3.954	3.886	3.920	3.934	14	0,4	89	2,3
other		3.852	3.861	3.845	3.782	3.771	(11)	(0,3)	(81)	(2,1)

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

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

3 incl. business subscriber (0,4mn mobile subscriber) and accesses (0,1mn fixed network lines) from T-Systems Hungary.

4 as of 01.01.2011 business subscribers (Mobile communications) and business accesses (Fixed network) are reclassified to Systems Solutions.

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

DT consolidated income statement.

Adjusted for special factors.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Continuing operations								
Net revenue		12.002	11.346	11.461	11.537	46.346	10.850	(9,6)
Cost of sales		(6.869)	(6.364)	(6.444)	(6.781)	(26.458)	(6.222)	9,4
Gross profit		5.133	4.982	5.017	4.756	19.888	4.628	(9,8)
Selling expenses		(2.518)	(2.367)	(2.260)	(2.554)	(9.699)	(2.271)	9,8
General and administrative expenses		(1.066)	(1.141)	(1.032)	(1.059)	(4.298)	(1.097)	(2,9)
Other operating income		293	336	361	416	1.406	305	4,1
Other operating expenses		(156)	(161)	(358)	(348)	(1.023)	(146)	6,4
Profit (loss) from operations (EBIT)		1.686	1.649	1.728	1.211	6.274	1.419	(15,8)
EBIT margin (EBIT / net revenue)	%	14,0	14,5	15,1	10,5	13,5	13,1	(0,9p)
Profit (loss) from financial activities		(702)	(667)	(551)	(797)	(2.717)	(648)	7,7
of which: finance costs		(597)	(644)	(673)	(585)	(2.499)	(584)	2,2
Profit (loss) before income taxes (EBT)		984	982	1.177	414	3.557	771	(21,6)
Income taxes		(305)	(525)	(364)	42	(1.152)	(157)	48,5
Profit (loss) after income taxes from continuing operations		679	457	813	456	2.405	614	(9,6)
Discontinued operations								
Profit (loss) after income taxes from discontinued operations		335	369	309	324	1.337	218	(34,9)
Profit (loss)		1.014	826	1.122	780	3.742	832	(17,9)
Profit (loss) attributable to non-controlling interests		123	12	153	90	378	131	6,5
Net profit (loss)		891	814	969	690	3.364	701	(21,3)
Depreciation, amortization and impairment losses		(2.196)	(2.245)	(2.264)	(2.340)	(9.045)	(2.190)	0,3
EBITDA		3.882	3.894	3.992	3.551	15.319	3.609	(7,0)
EBITDA margin (EBITDA / net revenue)	%	32,3	34,3	34,8	30,8	33,1	33,3	1,0p

DT Group - continuing operations.

EBITDA reconciliation.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Net revenue		12.002	11.346	11.461	11.537	46.346	10.830	(9,8)
Net profit (loss)		767	475	1.035	(582)	1.695	480	(37,4)
+ Profit (loss) attributable to non-controlling interests		98	(11)	156	(178)	(65)	100	2,0
= Profit (loss)		865	464	1.191	(760)	1.760	580	(32,9)
- Income taxes		(240)	(310)	8	353	(189)	(119)	50,4
= Profit (loss) before income taxes = EBT		770	405	874	(1.437)	612	590	(23,4)
- Profit (loss) from financial activities		(715)	(708)	(590)	(790)	(2.803)	(653)	8,7
Profit (loss) from operations (EBIT)		1.485	1.113	1.464	(647)	3.415	1.243	(16,3)
- Depreciation, amortization and impairment losses		(2.197)	(2.248)	(2.268)	(3.031)	(9.744)	(2.191)	0,3
= EBITDA		3.682	3.361	3.732	2.384	13.159	3.434	(6,7)
EBITDA margin (EBITDA/net revenue)	%	30,7	29,6	32,6	20,7	28,4	31,7	1,0p
- Special factors affecting EBITDA		(200)	(533)	(260)	(1.167)	(2.160)	(175)	12,5
= EBITDA adjusted for special factors		3.882	3.894	3.992	3.551	15.319	3.609	(7,0)
EBITDA margin (adjusted for special factors) (EBITDA/net revenue)	%	32,3	34,3	34,8	30,8	33,1	33,3	1,0p

DT consolidated income statement.

As reported.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Continuing operations								
Net revenue		15.812	15.531	15.601	15.477	62.421	10.830	(9,8)
Cost of sales		(9.025)	(8.651)	(8.845)	(9.204)	(35.725)	(6.282)	10,7
Gross profit		6.787	6.880	6.756	6.273	26.696	4.548	(8,4)
Selling expenses		(3.655)	(3.627)	(3.587)	(3.751)	(14.620)	(2.351)	7,2
General and administrative expenses		(1.222)	(1.342)	(1.210)	(1.478)	(5.252)	(1.106)	(2,0)
Other operating income		307	367	371	453	1.498	305	0,3
Other operating expenses		(188)	(567)	(389)	(1.673)	(2.817)	(153)	9,5
Profit (loss) from operations (EBIT)		2.029	1.711	1.941	(176)	5.505	1.243	(16,3)
EBIT margin (EBIT / net revenue)	%	12,8	11,0	12,4	(1,1)	8,8	11,5	(0,9p)
Profit (loss) from financial activities		(715)	(708)	(590)	(797)	(2.810)	(653)	8,7
of which: finance costs		(597)	(644)	(673)	(586)	(2.500)	(584)	2,2
Profit (loss) before income taxes (EBT)		1.314	1.003	1.351	(973)	2.695	590	(23,4)
Income taxes		(449)	(539)	(160)	213	(935)	(119)	50,4
Profit (loss) after income taxes from continuing operations		530	95	882	(1.084)	423	471	(11,1)
Discontinued operations								
Profit (loss) after income taxes from discontinued operations		335	369	309	324	1.337	109	(67,5)
Profit (loss)		865	464	1.191	(760)	1.760	580	(32,9)
Profit (loss) attributable to non-controlling interests		98	(11)	156	(178)	65	100	2,0
Net profit (loss)		767	475	1.035	(582)	1.695	480	(37,4)
Depreciation, amortization and impairment losses		(2.661)	(2.768)	(2.820)	(3.559)	(11.808)	(2.191)	0,3
EBITDA		4.690	4.479	4.761	3.383	17.313	3.434	(6,7)
EBITDA margin (EBITDA / net revenue)	%	29,7	28,8	30,5	21,9	27,7	31,7	1,0p

Special factors in the consolidated income statement.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Continuing operations								
Net revenue		0	0	0	0	0	(20)	n.a.
Cost of sales		(166)	(78)	(105)	(245)	(594)	(60)	63,9
Gross profit		(166)	(78)	(105)	(245)	(594)	(80)	51,8
Selling expenses		(15)	(15)	(99)	(45)	(174)	(80)	n.a.
General and administrative expenses		(18)	(47)	(37)	(272)	(374)	(9)	50,0
Other operating income		11	2	5	20	38	0	n.a.
Other operating expenses		(13)	(398)	(28)	(1.316)	(1.755)	(7)	46,2
Profit (loss) from operations (EBIT)		(201)	(536)	(264)	(1.858)	(2.859)	(176)	12,4
Profit (loss) from financial activities		(13)	(41)	(39)	7	(86)	(5)	61,5
of which: finance costs		0	0	0	0	0	0	n.a.
Profit (loss) before income taxes (EBT)		(214)	(577)	(303)	(1.851)	(2.945)	(181)	15,4
Income taxes		65	215	372	311	963	38	(41,5)
Profit (loss) after income taxes from continuing operations		(149)	(362)	69	(1.540)	(1.982)	(143)	4,0
Profit (loss) after income taxes from discontinued operations		0	0	0	0	0	(109)	n.a.
Profit (loss)		(149)	(362)	69	(1.540)	(1.982)	(252)	(69,1)
Profit (loss) attributable to non-controlling interests		(25)	(23)	3	(268)	(313)	(31)	(24,0)
Net profit (loss)		(124)	(339)	66	(1.272)	(1.669)	(221)	(78,2)
Depreciation, amortization and impairment losses		(1)	(3)	(4)	(691)	(699)	(1)	n.a.
EBITDA		(200)	(533)	(260)	(1.167)	(2.160)	(175)	12,5

DT Group.

Details on special factors I.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Effect on operating expenses		(212)	(538)	(269)	(1.878)	(2.897)	(156)	26,4
of which: expenses / income for early retirement (civil servants)		0	(12)	(37)	(404)	(453)	0	n.a.
of which: expenses for severance payments		(64)	(55)	(135)	(185)	(439)	(66)	(3,1)
of which: expenses / income for partial retirement (termination benefit)		(3)	(5)	(2)	(2)	(12)	(1)	66,7
of which: expenses for other personnel restructuring charges		(10)	(21)	(30)	(41)	(102)	(7)	30,0
of which: restructuring charges		(29)	(59)	(49)	(156)	(293)	(32)	(10,3)
of which: expenses due to de-consolidations and other asset sales		(2)	(370)	3	(398)	(767)	0	n.a.
of which: others		(104)	(16)	(19)	(692)	(831)	(50)	51,9
Effect on other operating income		11	2	5	20	38	0	n.a.
of which: income due to asset sales		8	2	3	18	31	0	n.a.
of which: others		3	0	2	2	7	0	n.a.
Effect on revenue	1	0	0	0	0	0	(20)	n.a.
Effect on profit from operations = EBIT		(201)	(536)	(264)	(1.858)	(2.859)	(176)	12,4
Depreciation, amortization and impairment losses		(1)	(3)	(4)	(691)	(699)	(1)	n.a.
of which: restructuring charges		(1)	0	2	(5)	(8)	0	n.a.
of which: expenses due to consolidations and other asset sales		0	0	0	0	0	0	n.a.
of which: others		0	(3)	(2)	(686)	(691)	(1)	n.a.
Effect on EBITDA		(200)	(533)	(260)	(1.167)	(2.160)	(175)	12,5

1 Special factors affecting Total revenue: EUR 8 mn in Germany and EUR 12 mn in Slovakia in Q1/11.

DT Group.

Details on special factors II.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11
Effect on profit (loss) from financial activities		(13)	(41)	(39)	7	(86)	(5)
Effect on profit (loss) before income taxes		(214)	(577)	(303)	(1.851)	(2.945)	(181)
Effect on taxes		65	215	372	311	963	38
Tax effect of special factors within EBITDA		52	45	69	315	481	43
Tax effect of special factors on profit (loss) from financial activities		3	3	9	1	16	0
Other tax effects		10	167	294	(5)	466	(5)
Effect on profit (loss) attributable to non-controlling interests		(25)	(23)	3	(268)	(313)	(31)
Effect on net profit (loss)		(124)	(339)	66	(1.272)	(1.669)	(221)

DT Group.

Change in the composition of the Group in the first quarter.

millions of €	reported numbers		MINUS Acquisition effects						PLUS Deconsolidation effects						Total effect	% Pro forma Q1/11	
	Q1/10	Q1/11	Total	Ger	Europe	USA	Sys	GHS	Total	Ger	Europe	USA	Sys	GHS		Pro forma Q1/11	reported Q1/10
Continuing operations																	
Net revenue	12.002	10.830	0	0	0	0	0	0	758	0	758	0	0	0	758	11.588	(3,4)
Profit (loss) from operations = EBIT	1.485	1.243	0	0	0	0	0	0	168	0	168	0	0	0	168	1.411	(5,0)
Profit (loss) from financial activities	(715)	(653)	0	0	0	0	0	0	(254)	0	(254)	0	0	0	(254)	(907)	(26,9)
of which finance costs	(597)	(584)	0	0	0	0	0	0	(248)	0	(248)	0	0	0	(248)	(832)	(39,4)
Profit (loss) before income taxes = EBT	770	590	0	0	0	0	0	0	(86)	0	(86)	0	0	0	(86)	504	(34,5)
Income taxes	(240)	(119)	0	0	0	0	0	0	6	0	6	0	0	0	6	(113)	52,9
Profit (loss) after income taxes from continuing operations	530	471	0	0	0	0	0	0	(80)	0	(80)	0	0	0	(80)	391	(26,2)
Discontinued operations																	
Profit (loss) after income taxes from discontinued operations	335	109	0	0	0	0	0	0	0	0	0	0	0	0	0	109	(67,5)
Profit (loss)	865	580	0	0	0	0	0	0	(80)	0	(80)	0	0	0	(80)	500	(42,2)
Profit (loss) attributable to non-controlling interests	98	100	0	0	0	0	0	0	0	0	0	0	0	0	0	100	2,0
Net profit (loss)	767	480	0	0	0	0	0	0	(80)	0	(80)	0	0	0	(80)	400	(47,8)
EBITDA	3.682	3.434	0	0	0	0	0	0	168	0	168	0	0	0	168	3.602	(2,2)
Special factors	(200)	(175)	0	0	0	0	0	0	(5)	0	(5)	0	0	0	(5)	(180)	10,0
EBITDA adjusted for special factors	3.882	3.609	0	0	0	0	0	0	173	0	173	0	0	0	173	3.782	(2,6)

Consolidated statement of financial position.

Assets.

millions of €	Note	31.03.2010	30.06.2010	30.09.2010	31.12.2010	31.03.2011	y.o.y. %
Current assets		24.616	15.471	13.918	15.243	46.976	90,8
Cash and cash equivalents		5.553	1.839	2.074	2.808	1.676	(69,8)
Trade and other receivables		6.832	7.236	7.080	6.889	4.658	(31,8)
Current recoverable income taxes		253	238	221	224	125	(50,6)
Other financial assets		1.758	2.808	1.525	2.372	2.201	25,2
Inventories		1.213	1.290	1.293	1.310	899	(25,9)
Non-current assets and disposal groups held for sale		6.776	84	75	51	35.665	n.a.
Other assets		2.231	1.976	1.650	1.589	1.752	(21,5)
Non-current assets		106.187	117.313	113.841	112.569	76.220	(28,2)
Intangible assets		53.413	55.058	53.702	53.807	29.432	(44,9)
Property, plant and equipment		45.361	45.539	44.312	44.298	34.923	(23,0)
Investments accounted for using the equity method		152	8.008	7.601	7.242	6.770	n.a.
Other financial assets		1.621	3.003	2.609	1.695	1.680	3,6
Deferred tax assets		5.194	5.225	5.200	5.129	3.109	(40,1)
Other assets		446	480	417	398	306	(31,4)
Total assets		130.803	132.784	127.759	127.812	123.196	(5,8)

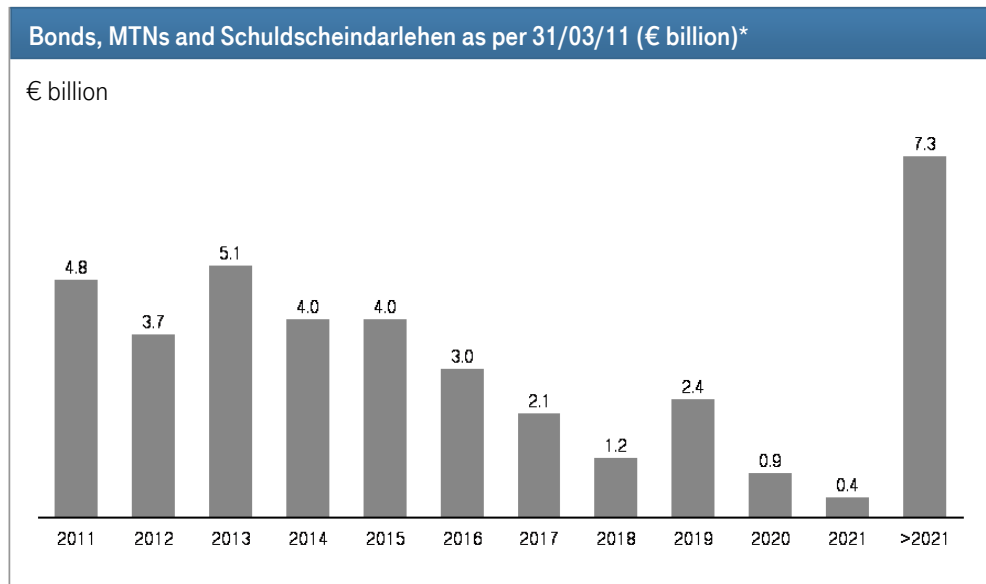
Consolidated statement of financial position.

Liabilities and shareholders' equity.

millions of €	Note	31.03.2010	30.06.2010	30.09.2010	31.12.2010	31.03.2011	y.o.y. %
Liabilities		86.524	87.997	84.399	84.784	80.540	(6,9)
Current liabilities		25.691	25.238	25.288	26.452	31.586	22,9
Financial liabilities		9.960	10.934	11.014	11.689	9.766	(1,9)
Trade and other payables		5.856	6.351	5.962	6.750	4.307	(26,5)
Income tax liabilities		635	670	693	545	331	(47,9)
Other provisions		3.455	2.995	3.098	3.193	3.022	(12,5)
Liabilities directly associated with non-current assets and disposal groups held for sale		1.456	0	0	0	10.253	n.a.
Other liabilities		4.329	4.288	4.521	4.275	3.907	(9,7)
Non-current liabilities		60.833	62.759	59.111	58.332	48.954	(19,5)
Financial liabilities		40.980	42.040	39.159	38.857	38.040	(7,2)
Provisions for pensions and other employee benefits		6.371	6.527	6.871	6.373	6.038	(5,2)
Other provisions		2.050	1.969	1.772	1.628	1.474	(28,1)
Deferred tax liabilities		7.636	8.299	7.636	7.635	885	(88,4)
Other liabilities		3.796	3.924	3.673	3.839	2.517	(33,7)
Shareholders' equity		44.279	44.787	43.360	43.028	42.656	(3,7)
Issued capital		11.165	11.165	11.165	11.063	11.063	(0,9)
Capital reserves		51.531	51.531	51.532	51.635	51.503	(0,1)
Retained earnings incl. carryforwards		(20.710)	(24.151)	(24.341)	(24.355)	(22.417)	(8,2)
Treasury shares		(5)	(5)	(5)	(5)	(5)	0,0
Non-controlling interests		5.740	5.042	5.202	5.012	5.053	(12,0)
Total liabilities and shareholders' equity		130.803	132.784	127.759	127.812	123.196	(5,8)

Maturity profile - well balanced redemptions.

Bonds, Medium Term Notes (MTN) and Schuldscheindarlehen maturities as of March 31, 2011.



- €4.2 billion DT maturities in 2011

- *OTE maturities (in € bn):

2011: 0.6

2013: 1.2

2015: 0.6

2016: 0.9

Current Rating

Moody's: Baa1, watch positive (long term) and P-2 (short term)

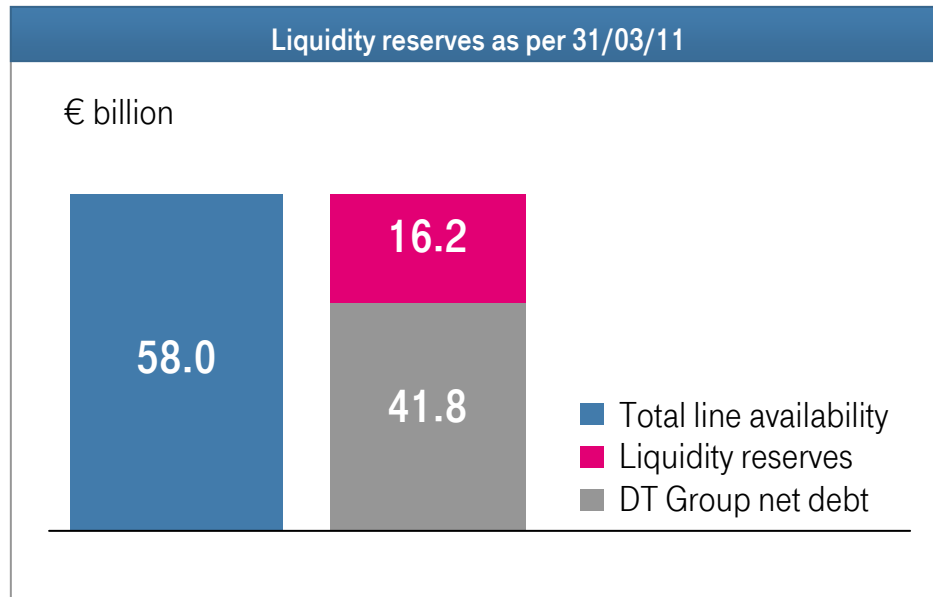
S&P: BBB+, positive outlook (long term) and A-2 (short term)

Fitch: BBB+, positive outlook (long term) and F2 (short term)

R&I: A, stable outlook (long term)

DT Group.

Solid liquidity reserve position.



- 21 bilateral credit facilities of €600 million each adding up to €12.6 billion; € 0.8 bn drawn
- Loan terms insure quality of our liquidity reserve
 - No financial covenants,
 - No MAC Clause,
 - No rating trigger.
- Average time to maturity of bank credit lines as per March 31, 2011: 2.4 years
- OTE: €300 million undrawn syndicated credit facility, maturing in 2013.
- EIB-loans: two committed undrawn facilities, € 650 million in total

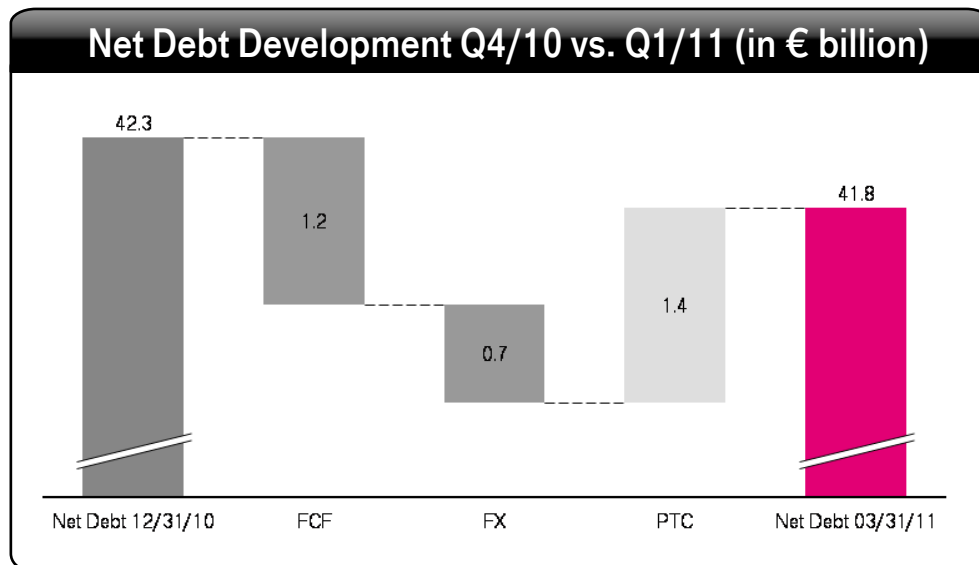
DT Group.

Net debt.

millions of €	Note	31.03.2010	30.06.2010	30.09.2010	31.12.2010	31.03.2011	q.o.q. %
Bonds		38.722	40.046	38.138	38.190	36.751	(3,8)
Other financial liabilities		9.152	10.108	9.308	9.128	9.091	(0,4)
Gross debt		47.874	50.154	47.446	47.318	45.842	(3,1)
Cash and cash equivalents		5.553	1.839	2.074	2.808	1.676	(40,3)
Available-for-sale/held-for-trading financial assets		162	83	52	75	84	12,0
Other financial assets		1.741	1.982	1.573	2.166	2.282	5,4
Net debt		40.418	46.250	43.747	42.269	41.800	(1,1)

DT Group.

Net debt development.



Developments in detail

- Free Cash Flow - € 1.2bn
- PTC + € 1.4bn
- FX - € 0.7bn

DT Group.

Cash capex.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Cash capex								
Germany	1	651	774	862	1.178	3.465	815	25,2
Europe		568	454	396	594	2.012	512	(9,9)
United States		481	534	496	610	2.121	546	13,5
Systems Solutions		148	220	207	150	725	123	(16,9)
Group Headquarters & Shared Services		109	70	99	128	406	116	6,4
Reconciliation		(23)	(11)	(24)	(120)	(178)	8	n.a.
Group	1,2	1.934	2.041	2.036	2.540	8.551	2.120	9,6

1 Before spectrum investment of € 1.3bn.

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

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Net profit (loss)		767	475	1.035	(582)	1.695	480	(37,4)
Profit (loss) attributable to non-controlling interests		98	(11)	156	(178)	65	100	2,0
Profit (loss) after income taxes		865	464	1.191	(760)	1.760	580	(32,9)
Depreciation, amortization and impairment losses		2.661	2.768	2.820	3.559	11.808	2.654	(0,3)
Income tax expense/(benefit)		449	539	160	(213)	935	406	(9,6)
Interest (income) and interest expenses		597	644	673	586	2.500	586	(1,8)
Other financial (income) expense		121	41	(136)	227	253	42	(65,3)
Share of (profit) loss of associates and joint ventures accounted for using the equity method		(3)	23	53	(16)	57	30	n.a.
(Profit) loss on the disposal of fully consolidated subsidiaries		0	356	(5)	(2)	349	0	n.a.
Other non-cash transactions		82	(37)	(52)	(14)	(21)	25	(69,5)
(Gain) loss from the disposal of intangible assets and property, plant and equipment		20	20	11	39	90	(14)	n.a.
Change in assets carried as working capital		(629)	(1.199)	76	1.509	(243)	(244)	61,2
Change in provisions		(13)	(529)	38	436	(68)	(7)	46,2
Change in other liabilities carried as working capital		(15)	83	(379)	102	(209)	(582)	n.a.
Income taxes received (paid)		(245)	(242)	(171)	(161)	(819)	(246)	(0,4)
Dividends received		1	1	9	401	412	271	n.a.
Net payments from entering into or canceling interest rate swaps		27	0	229	9	265	0	n.a.
Payments for mobile spectrum and PTC transaction (included in the change in assets carried as working capital)		0	1.300	0	(1.300)	0	400	n.a.
Cash generated from operations		3.918	4.232	4.517	4.402	17.069	3.901	(0,4)
Interest received (paid)		(647)	(790)	(674)	(227)	(2.338)	(832)	(28,6)
Net cash from operating activities		3.271	3.442	3.843	4.175	14.731	3.069	(6,2)
Cash outflows for investments in (proceeds from disposal of)		(1.832)	(1.953)	(1.961)	(2.442)	(8.188)	(2.008)	(9,6)
Intangible assets		(279)	(315)	(357)	(682)	(1.633)	(393)	(40,9)
Property, plant and equipment		(1.553)	(1.638)	(1.604)	(1.760)	(6.555)	(1.615)	(4,0)
Free cash flow (before dividend payments and spectrum investment)		1.439	1.489	1.882	1.733	6.543	1.061	(26,3)

¹ Deutsche Telekom adjusted the presentation of its cash flow statement for the first half of 2009. Net payments from entering into or canceling interest rate swaps are disclosed as cash generated from operations under net cash from operating activities. Deutsche Telekom believes that this change better reflects the economic nature of the transaction. The change has an immaterial effect on prior-year periods, hence no adjustments were made. n.a. = "not meaningful"; n.a. = "not applicable".

DT Group.

Personnel.

At reporting date	Note	31/03/2010	30/06/2010	30/09/2010	31/12/2010	31/03/2011	Delta q.o.q.		Delta y.o.y.	
							abs.	%	abs.	%
Germany		80.394	79.524	79.093	76.478	76.478	0	0,0	(3.916)	(4,9)
Europe		69.909	64.007	63.662	63.338	62.030	(1.308)	(2,1)	(7.879)	(11,3)
United States		38.294	37.743	37.314	37.760	35.616	(2.144)	(5,7)	(2.678)	(7,0)
Systems Solutions		47.408	47.477	47.712	47.707	48.280	573	1,2	872	1,8
Group Headquarters & Shared Services		22.235	22.507	22.528	21.494	21.607	113	0,5	(628)	(2,8)
of which Vivento		9.700	9.700	9.900	8.900	9.000	100	1,1	(700)	(7,2)
Continuing and discontinued operations		258.240	251.258	250.309	246.777	244.011	(2.766)	(1,1)	(14.229)	(5,5)
Discontinued operations (United States)		38.294	37.743	37.314	37.760	35.616	(2.144)	(5,7)	(2.678)	(7,0)
Continuing operations		219.946	213.515	212.995	209.017	208.395	(622)	(0,3)	(11.551)	(5,3)
of which: Domestic		127.969	127.124	126.853	123.174	123.332	158	0,1	(4.637)	(3,6)
of which: International		91.977	86.391	86.142	85.843	85.063	(780)	(0,9)	(6.914)	(7,5)
of which: Civil servants (domestic)		28.941	28.457	27.748	25.570	25.479	(91)	(0,4)	(3.462)	(12,0)

Average	Note	Q1/10	Q2/10	Q3/10	Q4/10	Q1/11	Delta y.o.y.	
							abs.	%
Germany		80.729	79.729	79.318	77.680	76.598	(4.131)	(5,1)
Europe		70.125	64.359	63.747	63.506	62.366	(7.759)	(11,1)
United States		38.663	37.612	37.563	37.340	36.237	(2.426)	(6,3)
Systems Solutions		47.446	47.480	47.654	47.771	48.191	745	1,6
Group Headquarters & Shared Services		22.070	22.399	22.547	22.229	21.574	(496)	(2,2)
of which Vivento		9.600	9.800	9.900	9.600	8.900	(700)	(7,3)
Continuing and discontinued operations		259.033	251.579	250.829	248.526	244.966	(14.067)	(5,4)
Discontinued operations (United States)		38.663	37.612	37.563	37.340	36.237	(2.426)	(6,3)
Continuing operations		220.370	213.967	213.266	211.186	208.729	(11.641)	(5,3)
of which: Domestic		128.197	127.401	127.021	125.187	123.367	(4.830)	(3,8)
of which: International		92.173	86.566	86.245	85.999	85.362	(6.811)	(7,4)
of which: Civil servants (domestic)		28.960	28.626	27.993	26.626	25.532	(3.428)	(11,8)

Exchange rates.

Average.

€	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11
1 U.S Dollar (USD)		0,72291	0,78668	0,77421	0,73546	0,75398	0,73040
1 British pound (GBP)		1,12643	1,17313	1,20031	1,16315	1,16553	1,17122
100 Czech korunas (CZK)		3,86655	3,90821	4,01085	4,03572	3,95536	4,10411
100 Croatian kunas (HRK)		13,72450	13,79630	13,78940	13,57370	13,72000	13,51020
1,000 Hungarian forints (HUF)		3,72353	3,64004	3,54016	3,62633	3,63022	3,67075
100 Macedonian Denar (MKD)		1,62648	1,62610	1,62458	1,62433	1,62526	1,62094
100 Polish Zloty (PLN)		25,08140	24,89920	24,94850	25,20490	25,03320	25,34090
10 Rumanien Lei (ROI)		2,43082	2,39042	2,35038	2,33154	2,37464	2,36911

Exchange rates.

End of period.

€	31/03/10	30/06/10	30/09/10	31/12/10	31/03/11
1 U.S Dollar (USD)	0,74180	0,81404	0,73271	0,74698	0,70350
1 British pound (GBP)	1,12466	1,22257	1,16506	1,15979	1,13097
100 Czech korunas (CZK)	3,93026	3,89225	4,06295	3,98728	4,07494
100 Croatian kunas (HRK)	13,76440	13,89660	13,68640	13,54730	13,55490
1,000 Hungarian forints (HUF)	3,75699	3,50645	3,62017	3,59999	3,75479
100 Macedonian Denar (MKD)	1,62091	1,61699	1,63090	1,59628	1,61625
100 Polish Zloty (PLN)	25,88480	24,21010	25,04980	25,25810	24,90180
10 Rumanien Lei (ROI)	2,44272	2,28876	2,34190	2,33717	2,42483

Germany.

Financials (adjusted for special factors).

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue	1	6.189	6.197	6.317	6.442	25.145	5.999	(3,1)
Net revenue		5.804	5.806	5.899	6.014	23.523	5.661	(2,5)
EBITDA		2.299	2.438	2.523	2.358	9.618	2.384	3,7
EBITDA margin (EBITDA / total revenues)	%	37,1	39,3	39,9	36,6	38,3	39,7	2,6p
Depreciation, amortization and impairment losses		(1.014)	(1.030)	(1.035)	(1.114)	(4.193)	(1.067)	(5,2)
Profit (loss) from operations = EBIT		1.285	1.408	1.488	1.244	5.425	1.317	2,5
Cash capex (as reported)	2	651	774	862	1.178	3.465	815	25,2
Cash contribution	2	1.648	1.664	1.661	1.180	6.153	1.569	(4,8)

Financials (as reported).

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		6.189	6.197	6.317	6.442	25.145	5.991	(3,2)
Net revenue		5.804	5.806	5.899	6.014	23.523	5.653	(2,6)
EBITDA		2.185	2.357	2.405	2.162	9.109	2.315	5,9
EBITDA margin (EBITDA / total revenues)	%	35,3	38,0	38,1	33,6	36,2	38,6	3,3p
Depreciation, amortization and impairment losses		(1.014)	(1.030)	(1.035)	(1.114)	(4.193)	(1.067)	(5,2)
Profit (loss) from operations = EBIT		1.171	1.327	1.370	1.048	4.916	1.248	6,6
Cash capex	2	651	774	862	1.178	3.465	815	25,2
Cash contribution	2	1.534	1.583	1.543	984	5.644	1.500	(2,2)

1 Special factors affecting Total revenue: EUR 8 mn in Q1/11.

2 Before spectrum investment of € 1.3bn.

Germany.

EBITDA Reconciliation.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		6.189	6.197	6.317	6.442	25.145	5.991	(3,2)
Profit (loss) from operations = EBIT		1.171	1.327	1.370	1.048	4.916	1.248	6,6
- Depreciation, amortization and impairment losses		(1.014)	(1.030)	(1.035)	(1.114)	(4.193)	(1.067)	(5,2)
= EBITDA		2.185	2.357	2.405	2.162	9.109	2.315	5,9
EBITDA margin	%	35,3	38,0	38,1	33,6	36,2	38,6	3,3p
- Special factors affecting EBITDA		(114)	(81)	(118)	(196)	(509)	(69)	39,5
= EBITDA adjusted for special factors	1	2.299	2.438	2.523	2.358	9.618	2.384	3,7
EBITDA margin (adjusted for special factors)	%	37,1	39,3	39,9	36,6	38,3	39,7	2,6p

Special factors.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11
Effects on EBITDA		(114)	(81)	(118)	(196)	(509)	(69)
- of which personnel		(112)	(70)	(111)	(196)	(489)	(15)
- of which other		(2)	(11)	(7)	0	(20)	(54)
Effects on profit (loss) from operations = EBIT		(114)	(81)	(118)	(196)	(509)	(69)
- of which personnel		(112)	(70)	(111)	(196)	(489)	(15)
- of which other		(2)	(11)	(7)	0	(20)	(54)

1 adj. EBITDA in the first three quarters of 2010 was affected by special factors totaling EUR 0.3 billion, mainly comprising a write-off of receivables in the first quarter from the German Main Customs Office (EUR 0,1 billion) for 2005 to 2009 and expenses for staff-related measures.

Germany.

Operational.

	Note	Q4/09	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Germany									
Fixed network access lines	('000)	26.236	25.864	25.549	25.024	24.650	24.650	24.312	(6,0)
- Broadband retail access lines	('000)	11.477	11.665	11.795	11.844	11.954	11.954	12.069	3,5
- TV	('000)	806	896	971	1.042	1.156	1.156	1.257	40,3
Mobile communications	('000)	39.136	38.544	36.976	34.882	34.694	34.694	34.574	(10,3)
- contract	('000)	17.202	17.274	17.176	17.201	17.173	17.173	17.198	(0,4)
- prepaid	('000)	21.933	21.269	19.800	17.681	17.521	17.521	17.376	(18,3)
ULLs	('000)	9.093	9.242	9.293	9.367	9.498	9.498	9.570	3,5
Wholesale bundled access lines	('000)	1.621	1.523	1.354	1.143	984	984	891	(41,5)
Wholesale unbundled access lines	('000)	600	661	723	892	1.037	1.037	1.108	67,6

Consumer operational.

	Note	Q4/09	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Germany - Consumer	1								
Fixed network access lines	('000)	21.423	20.974	20.707	20.229	19.889	19.889	19.579	(6,7)
- broadband retail access lines	('000)	9.423	9.471	9.583	9.613	9.705	9.705	9.796	3,4
- TV	('000)	766	833	901	966	1.070	1.070	1.162	39,5
Mobile communications	('000)	33.900	33.208	31.674	29.464	29.153	29.153	28.926	(12,9)
- contract	('000)	12.518	12.492	12.319	12.243	12.111	12.111	12.052	(3,5)
- prepaid	('000)	21.382	20.716	19.355	17.221	17.042	17.042	16.874	(18,5)

1 As part of the One Company initiative, we intend to align our business structure even more closely with the needs of customers.

This is why in the first quarter of 2011 we started to classify our total customer base according to consumer and business use. Prior-year figures have been adjusted on a pro forma basis.

Business customers operational.

	Note	Q4/09	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Germany - Business	1								
Fixed network access lines	('000)	3.629	3.729	3.687	3.655	3.624	3.624	3.599	(3,5)
- broadband retail access lines	('000)	1.726	1.869	1.886	1.905	1.920	1.920	1.942	3,9
- TV	('000)	39	63	70	77	86	86	95	50,8
Mobile communications	('000)	5.235	5.336	5.302	5.418	5.541	5.541	5.648	5,8
- contract	('000)	4.684	4.783	4.856	4.958	5.062	5.062	5.145	7,6
- prepaid	('000)	551	553	445	461	479	479	502	(9,2)

1 As part of the One Company initiative, we intend to align our business structure even more closely with the needs of customers.

This is why in the first quarter of 2011 we started to classify our total customer base according to consumer and business use. Prior-year figures have been adjusted on a pro forma basis.

Germany.

Revenue split - Products.

millions of €	Note	FY/09	Q2/10	Q3/10	Q4/10	FY/10	Q1/10	Q1/11	y.o.y. %
Germany	1	25.423	6.197	6.317	6.442	25.145	6.189	5.991	(3,2)
Fixed network		11.448	2.761	2.728	2.723	10.983	2.771	2.644	(4,6)
of which single play	2	5.605	1.229	1.210	1.189	4.891	1.263	1.109	(12,2)
of which double play		4.685	1.167	1.159	1.158	4.644	1.160	1.157	(0,3)
of which triple play		303	120	130	142	501	109	156	43,1
Mobile communications		7.394	1.893	2.002	1.980	7.705	1.830	1.856	1,4
of which Service Revenues	3	6.706	1.766	1.813	1.756	7.047	1.712	1.690	(1,3)
thereof Data Revenues		923	314	325	334	1.264	291	384	32,0
Wholesale services		4.130	985	1.030	1.039	4.079	1.025	957	(6,6)
of which access full ULL		1.274	337	338	343	1.357	339	337	(0,6)
of which bundled and unbundled access line		371	76	89	97	349	87	100	14,9
Online consumer services	4	944	252	250	307	1.053	244	225	(7,8)
Value-added services		488	101	99	105	416	111	91	(18,0)
Others		1.019	205	208	288	909	208	218	4,8

1 As part of the One Company initiative, we intend to align our business structure even more closely with the needs of customers.

This is why in the first quarter of 2011 we started to classify our total customer base according to consumer and business use. Prior-year figures have been adjusted on a pro forma basis.

2 Incl. revenues from access, calling minutes and voice centric options.

3 Since 1.1.2011 Total revenue and Service revenue as well as derived KPIs are shown without country-internal revenues as Fixed Network- and Mobile communications-business have been integrated. Prior-year figures are adjusted accordingly on a pro forma basis.

4 Contains Digital Services, Strato and security packages.

Revenue split - Segments.

millions of €	Note	FY/09	Q2/10	Q3/10	Q4/10	FY/10	Q1/10	Q1/11	y.o.y. %
Germany	1	25.423	6.197	6.317	6.442	25.145	6.189	5.991	(3,2)
Consumer	2	13.446	3.261	3.330	3.283	13.109	3.235	3.118	(3,6)
Business customers		5.480	1.406	1.414	1.464	5.661	1.377	1.414	2,7
Wholesale		4.569	1.104	1.142	1.166	4.553	1.141	1.066	(6,6)
Digital Services		838	206	202	259	866	199	177	(11,1)
Value-added services		578	119	116	133	498	130	107	(17,7)
Others		512	101	113	137	458	107	109	1,9

1 As part of the One Company initiative, we intend to align our business structure even more closely with the needs of customers.

This is why in the first quarter of 2011 we started to classify our total customer base according to consumer and business use. Prior-year figures have been adjusted on a pro forma basis.

2 incl.Strato.

Germany.

Mobile communications KPIs.

	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Average monthly churn	(%)	1,9%	2,8%	3,4%	1,7%	2,4%	1,5%	(0,4p)
- contract	(%)	1,3%	1,4%	1,1%	1,2%	1,2%	1,0%	(0,3p)
SAC per gross add	(€)	88	84	86	90	87	78	(11,4)
- contract	(€)	163	171	170	189	173	153	(6,1)
- prepaid	(€)	15	21	21	20	19	15	0,0
SRC per retained customer	(€)	176	156	194	203	183	162	(8,0)
ARPU	(€)	15	16	17	17	16	16	6,7
- contract	(€)	28	29	30	29	29	28	0,0
- prepaid	(€)	3	3	4	4	3	4	33,3
non-voice % of ARPU	(%)	29%	30%	30%	32%	30%	35%	6p
MOU per customer	(min)	74	78	85	90	81	86	16,2
- contract	(min)	144	149	152	158	150	152	5,6

Consumer - KPIs.

	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Average monthly churn	(%)	2,0%	3,0%	3,9%	1,9%	2,7%	1,7%	(0,3p)
- contract	(%)	1,5%	1,6%	1,3%	1,4%	1,4%	1,2%	(0,3p)
SAC per gross add	(€)	82	78	79	84	81	76	(7,3)
- contract	(€)	168	187	182	209	185	175	4,2
- prepaid	(€)	15	20	21	19	19	15	0,0
SRC per retained customer	(€)	188	156	206	202	189	180	(4,3)
ARPU	(€)	12	13	14	14	13	13	8,3
- contract	(€)	25	27	27	26	26	26	4,0
- prepaid	(€)	3	3	4	4	3	4	33,3
non-voice % of ARPU	(%)	28%	29%	29%	30%	29%	35%	7p
MOU per customer	(min)	59	63	68	72	65	68	15,3
- contract	(min)	127	132	135	140	134	134	5,5

Business Customers - KPIs.

	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Average monthly churn	(%)	0,7%	1,6%	0,6%	0,7%	0,9%	0,6%	(0,1p)
- contract	(%)	0,7%	0,9%	0,7%	0,7%	0,7%	0,7%	0,0p
SAC per gross add	(€)	132	125	126	131	129	89	(32,6)
- contract	(€)	148	130	138	143	139	99	(33,1)
- prepaid	(€)	6	73	30	42	35	17	183,3
SRC per retained customer	(€)	152	155	167	204	169	123	(19,1)
ARPU	(€)	32	33	33	33	33	32	0,0
- contract	(€)	35	36	36	35	36	35	0,0
- prepaid	(€)	4	5	4	4	4	4	0,0
non-voice % of ARPU	(%)	32%	32%	33%	35%	33%	37%	5p
MOU per customer	(min)	168	175	178	184	176	177	5,4
- contract	(min)	187	191	193	200	193	193	3,2

United States.

Financials (adjusted for special factors).

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		3.814	4.188	4.143	3.942	16.087	3.770	(1,2)
Net revenue		3.810	4.185	4.140	3.940	16.075	3.764	(1,2)
EBITDA	1	1.008	1.120	1.028	1.000	4.156	871	(13,6)
EBITDA margin (EBITDA / total revenues)	%	26,4	26,7	24,8	25,4	25,8	23,1	(3,3)p
Depreciation, amortization and impairment losses		(464)	(520)	(552)	(528)	(2.064)	(528)	(13,8)
Profit (loss) from operations = EBIT		544	600	476	472	2.092	336	(38,2)
Cash capex	2	478	531	493	605	2.107	543	13,6
Cash contribution		530	589	535	395	2.049	328	(38,1)

Financials (as reported).

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		3.814	4.188	4.143	3.942	16.087	3.770	(1,2)
Net revenue		3.810	4.185	4.140	3.940	16.075	3.764	(1,2)
EBITDA		1.008	1.120	1.028	1.000	4.156	864	(14,3)
EBITDA margin (EBITDA / total revenue)	%	26,4	26,7	24,8	25,4	25,8	22,9	(3,5)p
Depreciation, amortization and impairment losses		(464)	(520)	(552)	(528)	(2.064)	(528)	(13,8)
Profit (loss) from operations = EBIT		544	600	476	472	2.092	336	(38,2)
Cash capex		481	534	496	610	2.121	546	13,5
Cash contribution		527	586	532	390	2.035	318	(39,7)

1 Excluding special influences affecting EBITDA of EUR 7mn in Q1/11.

2 Adjusted by excluding EUR 3mn microwave clearing costs in Q1/10, EUR 3mn in Q2/10, EUR 2mn in Q3/10, EUR 5mn in Q4/10 and EUR 3mn in Q1/11.

United States.

EBITDA reconciliation.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		3.814	4.188	4.143	3.942	16.087	3.770	(1,2)
Net Revenue		3.810	4.185	4.140	3.940	16.075	3.764	(1,2)
Profit (loss) from operations = EBIT		544	600	476	472	2.092	336	(38,2)
- Depreciation, amortization and impairment losses		(464)	(520)	(552)	(528)	(2.064)	(528)	(13,8)
= EBITDA		1.008	1.120	1.028	1.000	4.156	864	(14,3)
EBITDA margin	%	26,4	26,7	24,8	25,4	25,8	22,9	(3,5p)
- Special factors affecting EBITDA		0	0	0	0	0	7	n.a.
= EBITDA adjusted for special factors		1.008	1.120	1.028	1.000	4.156	871	(13,6)
EBITDA margin (adjusted for special factors)	%	26,4	26,7	24,8	25,4	25,8	23,1	(3,3p)

Special factors.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Effects on EBITDA		0	0	0	0	0	7	n.a.
- of which personnel		0	0	0	0	0	7	n.a.
- of which other		0	0	0	0	0	0	n.a.
Effects on profit (loss) from operations = EBIT		0	0	0	0	0	7	n.a.
- of which personnel		0	0	0	0	0	7	n.a.
- of which other		0	0	0	0	0	0	n.a.

United States.

Operational.

	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Customers (end of period)	('000)	33.713	33.620	33.757	33.734	33.734	33.636	(0,2)
- Contract	('000)	26.646	26.752	26.692	26.375	26.375	25.904	(2,8)
- Prepaid	('000)	7.067	6.868	7.065	7.360	7.360	7.732	9,4
Net adds	('000)	(77)	(93)	137	(23)	(56)	(99)	(28,9)
- Contract	('000)	(118)	106	(60)	(318)	(390)	(471)	(299,2)
- Prepaid	('000)	41	(199)	196	295	334	372	807,3
Average monthly churn	(%)	3,1	3,4	3,4	3,6	3,4	3,4	0,3p
- Contract	(%)	2,2	2,2	2,4	2,5	2,3	2,4	0,2p
Total revenues	(€ million)	3.814	4.188	4.143	3.942	16.087	3.770	(1,2)
Service revenue	(€ million)	1	3.280	3.622	3.567	13.863	3.328	1,5
EBITDA (adjusted for special factors)	(€ million)	1.008	1.120	1.028	1.000	4.156	871	(13,6)
EBITDA margin (adjusted for special factors)								
(EBITDA / total revenue)	(%)	26,4	26,7	24,8	25,4	25,8	23,1	(3,3p)
EBITDA margin (adjusted for special factors)								
(EBITDA / service revenue)	(%)	30,7	30,9	28,8	29,5	30,0	26,2	(4,5p)
SAC per gross add	(€)	90	111	104	96	100	92	2,2
- Contract	(€)	157	187	181	170	174	199	26,8
- Prepaid	(€)	17	8	20	15	15	9	(47,1)
SRC per retained customer	(€)	61	69	68	54	62	84	37,7
ARPU	(€)	32	36	35	34	34	33	3,1
- Contract	(€)	38	41	41	39	40	39	2,6
- Prepaid	(€)	13	14	15	14	14	14	7,7
Non-Voice % of ARPU	(%)	24	25	27	28	26	29	5,0p
MOU per customer	(min)	989	983	964	950	972	929	(6,1)
- Contract	(min)	1.142	1.122	1.083	1.052	1.100	1.012	(11,4)
Cash capex	(€ million)	481	534	496	610	2.121	546	13,5
Cash contribution	(€ million)	527	586	532	390	2.035	318	(39,7)
Cash capex (adjusted for special factors)	(€ million)	2	478	531	493	2.107	543	13,6
Cash contribution (adjusted for special factors)	(€ million)		530	589	535	2.049	328	(38,1)

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

2 Adjusted by excluding € 3mn microwave clearing costs in Q1/10, € 3mn in Q2/10, € 2m in Q3/10, € 5mn in Q4/10 and and € 3mn in Q1/11.

United States.

Operational in US-\$.

	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Customers (end of period)	('000)	33.713	33.620	33.757	33.734	33.734	33.636	(0,2)
- Contract	('000)	26.646	26.752	26.692	26.375	26.375	25.904	(2,8)
- Prepaid	('000)	7.067	6.868	7.065	7.360	7.360	7.731	9,4
Net adds	('000)	(77)	(93)	137	(23)	(56)	(99)	(28,9)
- Contract	('000)	(118)	106	(60)	(318)	(390)	(471)	(299,2)
- Prepaid	('000)	41	(199)	196	295	334	372	807,3
Average monthly churn	(%)	3,1	3,4	3,4	3,6	3,4	3,4	0,3p
- Contract	(%)	2,2	2,2	2,4	2,5	2,3	2,4	0,2p
Total revenues	(USD million)	5.275	5.325	5.351	5.360	21.311	5.162	(2,1)
Service revenue	(USD million)	1 4.537	4.605	4.607	4.615	18.364	4.556	0,4
EBITDA (adjusted for special factors)	(USD million)	1.395	1.423	1.328	1.360	5.506	1.193	(14,5)
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(USD million)	26,4	26,7	24,8	25,4	25,8	23,1	(3,3p)
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(USD million)	30,7	30,9	28,8	29,5	30,0	26,2	(4,5p)
SAC per gross add	(USD)	124	141	134	131	133	126	1,6
- Contract	(USD)	217	238	232	231	230	272	25,3
- Prepaid	(USD)	23	10	27	21	20	12	(47,8)
SRC per retained customer	(USD)	84	87	87	74	83	115	36,9
ARPU	(USD)	45	46	46	46	45	45	0,0
- Contract	(USD)	52	53	53	53	52	53	1,9
- Prepaid	(USD)	18	18	19	19	19	18	0,0
Non-Voice % of ARPU	(%)	24	25	27	28	26	29	5,0p
MOU per customer	(min)	989	983	964	950	972	929	(6,1)
- Contract	(min)	1.142	1.122	1.083	1.052	1.100	1.012	(11,4)
Cash capex	(USD million)	665	679	640	830	2.814	748	12,5
Cash contribution	(USD million)	730	744	688	530	2.692	445	(39,0)
Cash capex (adjusted for special factors)	(USD million)	2 661	675	637	822	2.795	744	12,6
Cash contribution (adjusted for special factors)	(USD million)	734	748	691	537	2.710	449	(38,8)

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

2 Adjusted by excluding microwave clearing costs of USD 4mn in Q1/10, USD 4mn in Q2/10, USD 3mn in Q3/10, USD 7mn in Q4/10 and USD 4mn in Q1/11.

For US-GAAP numbers please visit <http://www.t-mobile.com/Company/InvestorRelations.aspx> to download the corresponding T-Mobile USA earnings release.

Europe.

Financials (adjusted for special factors).

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue	1	4.774	4.030	4.123	3.913	16.840	3.684	(22,8)
Net revenue		3.869	3.951	3.750	16.183	4.613	3.516	(23,8)
EBITDA	2	1.587	1.431	1.465	1.265	5.748	1.226	(22,7)
EBITDA margin (EBITDA / total revenue)	%	33,2	35,5	35,5	32,3	34,1	33,3	0,1p
Depreciation, amortization and impairment losses		(859)	(889)	(833)	(885)	(3.466)	(800)	6,9
Profit (loss) from operations = EBIT	3	728	542	632	380	2.282	426	(41,5)
Cash capex	4	568	445	396	583	1.992	512	(9,9)
Cash contribution		1.019	986	1.069	682	3.756	714	(29,9)

Financials (as reported).

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		4.774	4.030	4.123	3.913	16.840	3.672	(23,1)
Net revenue		3.869	3.951	3.750	16.183	4.613	3.504	(24,0)
EBITDA		1.534	1.058	1.457	1.093	5.142	1.166	(24,0)
EBITDA margin (EBITDA / total revenue)	%	32,1	26,3	35,3	27,9	30,5	31,8	(0,3p)
Depreciation, amortization and impairment losses		(859)	(892)	(835)	(1.571)	(4.157)	(801)	6,8
Profit (loss) from operations = EBIT		675	166	622	(478)	985	365	(45,9)
Cash capex		568	454	396	594	2.012	512	(9,9)
Cash contribution		966	604	1.061	499	3.130	654	(32,3)

1 Special factors affecting Total revenue: EUR 12 mn in Q1/11.

2 Special factors affecting EBITDA: EUR 53mn in Q1/10, EUR 373mn in Q2/10, EUR 8mn in Q3/10 and EUR 172mn in Q4/10 and EUR 60mn in Q1/11.

3 Special factors affecting EBIT: EUR 1.297mn in 2010 (thereof EUR 606mn resulting from EBITDA) and EUR 61mn in Q1/11 (thereof EUR 60mn resulting from EBITDA).

4 Excluding EUR 9mn payments in Q2/10 for spectrum licences at Bulgaria and EUR 11 mn in Q4/10 for spectrum licences at T-Mobile AT.

Europe.

EBITDA Reconciliation.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		4.774	4.030	4.123	3.913	16.840	3.672	(23,1)
Profit (loss) from operations = EBIT		675	166	622	(478)	985	365	(45,9)
- Depreciation, amortization and impairment losses		(859)	(892)	(835)	(1.571)	(4.157)	(801)	6,8
= EBITDA		1.534	1.058	1.457	1.093	5.142	1.166	(24,0)
EBITDA margin	%	32,1	26,3	35,3	27,9	30,5	31,8	(0,3p)
- Special factors affecting EBITDA		(53)	(373)	(8)	(172)	(606)	(60)	(13,2)
= EBITDA adjusted for special factors		1.587	1.431	1.465	1.265	5.748	1.226	(22,7)
EBITDA margin (adjusted for special factors)	%	33,2	35,5	35,5	32,3	34,1	33,4	0,2p

Special factors

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Effects on EBITDA		(53)	(373)	(8)	(172)	(606)	(60)	(13,2)
- of which personnel		(45)	3	(7)	(160)	(209)	(45)	0,0
- of which other		(8)	(376)	(1)	(12)	(397)	(15)	(87,5)
Effects on profit (loss) from operations = EBIT		(53)	(376)	(10)	(858)	(1.297)	(61)	(15,1)
- of which personnel		(45)	3	(7)	(160)	(209)	(45)	0,0
- of which other	1	(8)	(379)	(3)	(698)	(1.088)	(16)	(100,0)

1 Impairment: Greece Fixed EUR 287mn in Q4/10, Romania Fixed EUR 287mn in Q4/10, Romania Mobile EUR 80mn in Q4/10 and Albania EUR 26mn in Q4/10.

Europe.

Customer Summary.

'000	Note	Q1/10	Q2/10	Q3/10	Q4/10	Q1/11	y.o.y. %
Greece							
- Fixed network Access Lines		4.095	3.970	3.858	3.739	3.640	(11,1)
- Broadband Access Lines		1.140	1.139	1.133	1.147	1.153	1,1
- Mobile Customers		8.813	8.509	8.330	7.990	7.600	(13,8)
Romania							
- Fixed network Access Lines		2.721	2.666	2.625	2.597	2.578	(5,3)
- Broadband Access Lines		808	840	902	961	1.044	29,2
- Mobile Customers		7.155	7.087	7.059	6.849	6.641	(7,2)
Hungary							
- Fixed network Access Lines	1	1.771	1.729	1.690	1.652	1.546	(12,7)
- Broadband Access Lines		798	798	811	824	814	2,0
- Mobile Customers		5.120	5.131	5.147	5.208	4.777	(6,7)
Poland							
- Mobile Customers		13.361	13.276	13.321	13.259	13.175	(1,4)
Czech Republic							
- Fixed network Access Lines		46	49	53	69	82	78,3
- Broadband Access Lines		46	49	53	69	82	78,3
- Mobile Customers		5.449	5.464	5.460	5.475	5.446	(0,1)
Croatia							
- Fixed network Access Lines		1.462	1.446	1.437	1.431	1.418	(3,0)
- Broadband Access Lines		573	584	600	629	642	12,0
- Mobile Customers		2.798	2.779	2.774	2.901	3.006	7,4
Netherlands							
- Fixed network Access Lines		290	288	288	289	298	2,8
- Broadband Access Lines		290	288	288	289	288	(0,7)
- Mobile Customers		4.392	4.382	4.461	4.526	4.718	7,4
Slovakia							
- Fixed network Access Lines		1.093	1.084	1.072	1.061	1.051	(3,8)
- Broadband Access Lines		408	418	424	436	449	10,0
- Mobile Customers		2.399	2.412	2.407	2.411	2.363	(1,5)
Austria							
- Mobile Customers		3.626	3.653	3.683	3.778	3.833	5,7
Bulgaria							
- Mobile Customers		3.845	3.954	3.886	3.920	3.934	2,3
Other							
- Fixed network Access Lines		512	504	500	498	488	(4,7)
- Broadband Access Lines		195	200	207	220	223	14,4
- Mobile Customers		3.852	3.861	3.845	3.782	3.771	(2,1)
Total							
- Fixed network Access Lines		11.990	11.736	11.524	11.337	11.101	(7,4)
- Broadband Access Lines Retail		4.010	4.078	4.185	4.353	4.482	11,8
- Wholesale Bundled Access Lines		213	202	193	180	166	(22,1)
- Wholesale Unbundled Access Lines		35	36	39	44	46	31,4
- Mobile Customers		60.811	60.507	60.373	60.100	59.264	(2,5)

1 Q1/11 excl. business subscriber (0,4mn mobile subscriber) and accesses (0,1mn fixed network lines) from T-Systems Hungary.

Greece.

Financials (adjusted for special factors).

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		997	963	979	937	3.876	863	(13,4)
-of which Fixed network		592	579	578	563	2.312	530	(10,5)
-of which Mobile communications		464	448	471	429	1.812	379	(18,3)
EBITDA	1	376	346	376	335	1.433	327	(13,0)
-of which Fixed network		189	177	174	169	709	161	(14,8)
-of which Mobile communications		172	154	186	154	666	151	(12,2)
EBITDA margin (EBITDA / total revenue)	%	37,7	35,9	38,4	35,8	37,0	37,9	0,2p
-of which Fixed network	%	31,9	30,6	30,1	30,0	30,7	30,4	(1,5p)
-of which Mobile communications	%	37,1	34,4	39,5	35,9	36,8	39,8	2,7p
Cash capex (as reported)		101	102	112	111	426	94	(6,9)
-of which Fixed network		48	57	49	83	237	35	(27,1)
-of which Mobile communications		50	40	60	23	173	58	16,0
Cash contribution		275	244	264	224	1.007	233	(15,3)
-of which Fixed network		141	120	125	86	472	126	(10,6)
-of which Mobile communications		122	114	126	131	493	93	(23,8)

1 Special factors affecting EBITDA: EUR 32mn in Q1/10, EUR -22mn in Q2/10, EUR 135mn in Q4/10 and EUR 20mn in Q1/11.

Greece.

Operational.

	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Fixed network (end of period)								
Fixed network access lines	('000)	4.095	3.970	3.858	3.739	3.739	3.640	(11,1)
Broadband retail access lines	('000)	1.093	1.095	1.092	1.110	1.110	1.118	2,3
IPTV	('000)	23	30	40	50	50	56	n.a.
Wholesale bundled access lines	('000)	47	44	41	37	37	35	(25,5)
ULLs	('000)	1.056	1.160	1.244	1.346	1.346	1.425	34,9
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	—
Mobile communications (end of period)								
Service revenue	(€ million)	384	379	389	346	1.498	320	(16,7)
Adj. EBITDA Margin (Service Rev.)	(%)	44,8	40,6	47,8	44,5	44,5	47,2	2,4p
Customers	('000)	8.813	8.509	8.330	7.990	7.990	7.600	(13,8)
- contract	('000)	2.306	2.314	2.329	2.311	2.311	2.302	(0,2)
- prepaid	('000)	6.507	6.194	6.001	5.679	5.679	5.298	(18,6)
Net Adds	('000)	(404)	(305)	(178)	(340)	(1.227)	(391)	3,2
- contract	('000)	21	8	15	(18)	27	(10)	n.a.
- prepaid	('000)	(425)	(313)	(193)	(323)	(1.254)	(381)	10,4
Average monthly churn	(%)	3,5	3,5	3,4	3,6	3,5	3,5	0,0p
- contract	(%)	2,1	2,4	2,0	2,2	2,2	1,9	(0,2p)
SAC per gross add	(€)	35	39	24	29	32	29	(17,1)
- contract	(€)	106	121	90	101	105	91	(14,2)
- prepaid	(€)	3	6	3	4	4	5	66,7
SRC per retained customer	(€)	72	63	71	68	68	46	(36,1)
ARPU	(€)	14	15	15	14	15	13	(7,1)
- contract	(€)	40	40	40	36	39	32	(20,0)
- prepaid	(€)	6	5	6	6	6	6	0,0
non-voice % of ARPU	(%)	15	14	13	15	14	19	4p
MOU per customer	(min)	211	250	265	286	252	284	34,6
- contract	(min)	280	301	322	321	306	311	11,1

Romania.

Financials (adjusted for special factors).

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		291	293	294	287	1.165	262	(10,0)
-of which Fixed network		184	181	182	170	717	166	(9,8)
-of which Mobile communications		114	118	121	125	478	107	(6,1)
EBITDA	1	72	71	71	67	281	61	(15,3)
-of which Fixed network		58	46	42	41	187	42	(27,6)
-of which Mobile communications		14	25	28	29	96	17	21,4
EBITDA margin (EBITDA / total revenue)	%	24,7	24,2	24,1	23,3	24,1	23,3	(1,4p)
-of which Fixed network	%	31,5	25,4	23,1	24,1	26,1	25,3	(6,2p)
-of which Mobile communications	%	12,3	21,2	23,1	23,2	20,1	15,9	3,6p
Cash capex (as reported)		60	82	40	50	232	46	(23,3)
-of which Fixed network		40	41	21	24	126	30	(25,0)
-of which Mobile communications		20	41	19	26	106	16	(20,0)
Cash contribution		12	(11)	31	17	49	15	25,0
-of which Fixed network		18	5	21	17	61	12	(33,3)
-of which Mobile communications		(6)	(16)	9	3	(10)	1	n.a.

1 Special factors affecting EBITDA: EUR 6mn in Q1/10, EUR 17mn in Q2/10, EUR 4mn in Q3/10, EUR 9mn in Q4/10 and EUR 20mn in Q1/11.

Romania.

Operational.

	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Fixed network (end of period)								
Fixed network access lines	('000)	2.721	2.666	2.625	2.597	2.597	2.578	(5,3)
Broadband retail access lines	('000)	808	840	902	961	961	1.044	29,2
IPTV	('000)	4	12	21	30	30	33	n.a.
Wholesale bundled access lines	('000)	0	0	0	0	0	0	—
ULLs	('000)	1	1	1	1	1	1	0,0
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	—
Mobile communications (end of period)								
Service revenue	(€ million)	94	98	99	98	389	93	(1,1)
Adj. EBITDA Margin (Service Rev.)	(%)	14,9	25,5	28,3	29,6	24,7	18,3	3,4p
Customers	('000)	7.155	7.087	7.059	6.849	6.849	6.641	(7,2)
- contract	('000)	1.516	1.512	1.507	1.503	1.503	1.488	(1,8)
- prepaid	('000)	5.639	5.575	5.552	5.346	5.346	5.154	(8,6)
Net Adds	('000)	(126)	(68)	(28)	(210)	(431)	(208)	(65,1)
- contract	('000)	(19)	(4)	(4)	(4)	(32)	(16)	15,8
- prepaid	('000)	(106)	(64)	(24)	(205)	(399)	(192)	(81,1)
Average monthly churn	(%)	4,0	3,5	3,8	4,7	4,0	4,1	0,1p
- contract	(%)	2,3	1,9	1,9	2,3	2,1	2,1	(0,2p)
SAC per gross add	(€)	8	9	6	11	9	9	12,5
- contract	(€)	72	72	50	80	69	63	(12,5)
- prepaid	(€)	0	0	1	1	0	1	—
SRC per retained customer	(€)	16	21	11	11	15	3	(81,3)
ARPU	(€)	4	5	5	5	5	5	25,0
- contract	(€)	12	13	13	13	13	12	0,0
- prepaid	(€)	2	2	2	3	2	2	0,0
non-voice % of ARPU	(%)	5	5	5	6	5	7	2p
MOU per customer	(min)	207	212	211	227	214	246	18,8
- contract	(min)	428	432	428	442	433	431	0,7

Hungary.

Financials (adjusted for special factors).^{1,2}

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue	3	402	402	390	323	1.517	352	(12,4)
-of which Fixed network		174	168	158	131	631	149	(14,4)
-of which Mobile communications		219	226	229	182	856	194	(11,4)
EBITDA	4	162	171	174	60	567	145	(10,5)
-of which Fixed network		70	70	70	27	237	57	(18,6)
-of which Mobile communications		104	110	118	45	377	89	(14,4)
EBITDA margin (EBITDA / total revenue)	%	40,3	42,5	44,6	18,6	37,4	41,2	0,9p
-of which Fixed network	%	40,2	41,7	44,3	20,6	37,6	38,3	(1,9p)
-of which Mobile communications	%	47,5	48,7	51,5	24,7	44,0	45,9	(1,6p)
Cash capex (as reported)		65	49	49	78	241	53	(18,5)
-of which Fixed network		43	37	34	42	156	37	(14,0)
-of which Mobile communications		19	11	13	32	75	11	(42,1)
Cash contribution		97	122	125	(18)	326	92	(5,2)
-of which Fixed network		27	33	36	(15)	81	20	(25,9)
-of which Mobile communications		85	99	105	13	302	78	(8,2)

1 Since 1.1.2011 Total revenue and Service revenue as well as derived KPIs (EBITDA margins, ARPU) are shown without country-internal revenues as Fixed Network and Mobile Communications have been integrated. Prior-year figures are adjusted accordingly on a pro forma basis.

2 As of 1.1.2011, business subscribers (Mobile communications) and business accesses (Fixed network) are reclassified to Systems Solutions.

3 Total revenue affected by Hungarian Telecommunication Tax, introduced in Q4/10 retroactively for 2010.

4 Special factors affecting EBITDA: EUR 4mn in Q1/10, EUR 8mn in Q2/10, EUR 4mn in Q3/10, EUR 13mn in Q4/10 and EUR 4mn in Q1/11.

Hungary.

Operational.^{1,2}

	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Fixed network (end of period)								
Fixed network access lines	('000)	1.771	1.729	1.690	1.652	1.652	1.546	(12,7)
Broadband retail access lines	('000)	648	655	672	693	693	695	7,3
IPTV	('000)	79	88	103	125	125	146	84,8
Wholesale bundled access lines	('000)	130	123	117	106	106	94	(27,7)
ULLs	('000)	18	19	20	20	20	23	27,8
Wholesale unbundled access lines	('000)	20	20	22	25	25	25	25,0
Mobile communications (end of period)								
Service revenue	(€ million)	202	208	210	208	828	177	(12,4)
Adj. EBITDA Margin (Service Rev.)	(%)	51,5	52,9	56,2	21,6	45,5	50,3	(1,2p)
Customers	('000)	5.120	5.131	5.147	5.208	5.208	4.777	(6,7)
- contract	('000)	2.350	2.385	2.432	2.513	2.513	2.095	(10,9)
- prepaid	('000)	2.771	2.747	2.715	2.695	2.695	2.682	(3,2)
Net Adds	('000)	1	11	15	62	89	(2)	n.a.
- contract	('000)	45	35	47	81	208	11	(75,6)
- prepaid	('000)	(44)	(24)	(31)	(20)	(119)	(13)	70,5
Average monthly churn	(%)	1,5	1,6	1,6	1,7	1,6	1,5	0,0p
- contract	(%)	1,2	1,2	1,1	1,0	1,1	1,4	0,2p
SAC per gross add	(€)	28	23	22	22	24	18	(35,7)
- contract	(€)	53	47	45	43	47	41	(22,6)
- prepaid	(€)	5	5	4	6	5	1	(80,0)
SRC per retained customer	(€)	70	64	59	55	61	57	(18,6)
ARPU	(€)	13	14	14	13	13	12	(7,7)
- contract	(€)	22	22	22	21	22	21	(4,5)
- prepaid	(€)	6	6	6	6	6	5	(16,7)
non-voice % of ARPU	(%)	20	21	21	22	21	21	1p
MOU per customer	(min)	160	170	171	171	168	152	(5,0)
- contract	(min)	270	283	279	276	277	260	(3,7)

1 Since 1.1.2011 Total revenue and Service revenue as well as derived KPIs (EBITDA margins, ARPU) are shown without country-internal revenues as Fixed Network and Mobile Communications have been integrated. Prior-year figures are adjusted accordingly on a pro forma basis.

2 Q1/11 excl. business subscriber (0,4mn mobile subscriber) and accesses (0,1 mn fixed network lines) from T-Systems Hungary.

Poland.

Financials (adjusted for special factors).

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		441	451	472	475	1.839	440	(0,2)
EBITDA		169	176	159	187	691	144	(14,8)
EBITDA margin (EBITDA / total revenue)	%	38,3	39,0	33,7	39,4	37,6	32,7	(5,6p)
Cash capex (as reported)		57	35	48	58	198	39	(31,6)
Cash contribution		112	141	111	129	493	105	(6,3)

Operational.

		Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Mobile communications (end of period)								
Service revenue	(€ million)	417	434	448	449	1.748	416	(0,2)
Adj. EBITDA Margin (Service Rev.)	(%)	40,5	40,6	35,5	41,6	39,5	34,6	(5,9p)
Customers	('000)	13.361	13.276	13.321	13.259	13.259	13.175	(1,4)
- contract	('000)	6.722	6.763	6.814	6.796	6.796	6.717	(0,1)
- prepaid	('000)	6.639	6.512	6.507	6.463	6.463	6.458	(2,7)
Net Adds	('000)	(138)	(86)	46	(62)	(241)	(84)	39,1
- contract	('000)	66	42	51	(18)	140	(23)	n.a.
- prepaid	('000)	(204)	(127)	(5)	(44)	(381)	(61)	70,1
Average monthly churn	(%)	2,9	2,9	2,8	2,9	2,9	3,0	0,1p
- contract	(%)	1,0	0,9	0,8	1,1	1,0	1,1	0,1p
SAC per gross add	(€)	21	21	24	27	23	24	14,3
- contract	(€)	85	105	127	133	112	127	49,4
- prepaid	(€)	1	2	3	2	2	2	100,0
SRC per retained customer	(€)	66	81	93	82	81	86	30,3
ARPU	(€)	10	11	11	11	11	10	0,0
- contract	(€)	17	17	18	18	17	17	0,0
- prepaid	(€)	4	4	5	4	4	4	0,0
non-voice % of ARPU	(%)	25	25	26	28	26	27	2p
MOU per customer	(min)	125	134	136	139	134	135	8,0
- contract	(min)	200	209	210	216	209	211	5,5

Czech Republic.

Financials (adjusted for special factors).

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		279	291	296	291	1.157	268	(3,9)
EBITDA	1	135	139	143	134	551	136	0,7
EBITDA margin (EBITDA / total revenue)	%	48,4	47,8	48,3	46,0	47,6	50,7	2,3p
Cash capex (as reported)		44	18	18	38	118	70	59,1
Cash contribution		91	122	125	96	433	66	(27,5)

Operational.

		Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Fixed network (end of period)								
Fixed network access lines	('000)	46	49	53	69	69	82	78,3
Broadband retail access lines	('000)	46	49	53	69	69	82	78,3
IPTV	('000)	0	0	0	0	0	0	–
Wholesale bundled access lines	('000)	0	0	0	0	0	0	–
ULLs	('000)	0	0	0	0	0	0	–
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	–
Mobile communications (end of period)								
Service revenue	(€ million)	262	273	276	269	1.080	248	(5,3)
Adj. EBITDA Margin (Service Rev.)	(%)	51,5	50,9	51,8	49,8	51,0	54,8	3,3p
Customers	('000)	5.449	5.464	5.460	5.475	5.475	5.446	(0,1)
- contract	('000)	2.700	2.730	2.750	2.778	2.778	2.798	3,6
- prepaid	('000)	2.748	2.734	2.710	2.696	2.696	2.648	(3,6)
Net Adds	('000)	(7)	16	(5)	15	19	(21)	n.a.
- contract	('000)	48	30	20	28	126	27	(43,8)
- prepaid	('000)	(56)	(14)	(24)	(14)	(108)	(48)	14,3
Average monthly churn	(%)	1,3	1,3	1,4	1,4	1,3	1,3	0,0p
- contract	(%)	0,4	0,4	0,5	0,5	0,5	0,5	0,1p
SAC per gross add	(€)	34	31	29	32	31	31	(8,8)
- contract	(€)	78	81	82	78	80	73	(6,4)
- prepaid	(€)	1	2	1	2	1	-1	n.a.
SRC per retained customer	(€)	25	23	22	23	23	26	4,0
ARPU	(€)	16	17	17	16	17	15	(6,3)
- contract	(€)	26	27	27	26	26	24	(7,7)
- prepaid	(€)	6	7	7	7	7	6	0,0
non-voice % of ARPU	(%)	23	23	24	24	24	24	1p
MOU per customer	(min)	117	126	121	127	123	122	4,3
- contract	(min)	197	210	202	210	205	203	3,0

1 Special factors affecting EBITDA: EUR 1mn in Q3/10 and EUR 1mn in Q4/10.

Netherlands.

Financials (adjusted for special factors).

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		442	448	450	427	1.767	418	(5,4)
EBITDA	1	102	139	98	122	461	82	(19,6)
EBITDA margin (EBITDA / total revenue)	%	23,1	31,0	21,8	28,6	26,1	19,6	(3,5p)
Cash capex (as reported)		14	57	37	34	142	54	n.a.
Cash contribution		88	82	61	88	319	28	(68,2)

Operational.

		Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Fixed network (end of period)								
Fixed network access lines	('000)	290	288	288	289	289	298	2,8
Broadband retail access lines	('000)	290	288	288	289	289	288	(0,7)
IPTV	('000)	0	0	0	0	0	7	–
Wholesale bundled access lines	('000)	0	0	0	0	0	0	–
ULLs	('000)	0	0	0	0	0	0	–
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	–
Mobile communications (end of period)								
Service revenue	(€ million)	367	383	371	360	1.481	342	(6,8)
Adj. EBITDA Margin (Service Rev.)	(%)	27,8	36,3	26,4	33,9	31,1	24,0	(3,8p)
Customers	('000)	4.392	4.382	4.461	4.526	4.526	4.718	7,4
- contract	('000)	2.460	2.536	2.607	2.650	2.650	2.790	13,4
- prepaid	('000)	1.932	1.846	1.854	1.876	1.876	1.929	(0,2)
Net Adds	('000)	(200)	(9)	78	66	(65)	113	n.a.
- contract	('000)	54	76	70	43	244	61	13,0
- prepaid	('000)	(254)	(86)	8	22	(310)	52	n.a.
Average monthly churn	(%)	3,9	2,7	2,5	2,5	2,9	2,6	(1,3p)
- contract	(%)	1,3	1,0	1,1	1,2	1,2	1,3	0,0p
SAC per gross add	(€)	137	117	130	97	120	92	(32,8)
- contract	(€)	263	231	297	250	261	213	(19,0)
- prepaid	(€)	22	22	19	8	17	18	(18,2)
SRC per retained customer	(€)	168	176	202	154	176	208	23,8
ARPU	(€)	27	29	28	27	28	25	(7,4)
- contract	(€)	44	45	43	41	43	38	(13,6)
- prepaid	(€)	7	8	7	7	7	5	(28,6)
non-voice % of ARPU	(%)	27	28	29	30	29	35	8p
MOU per customer	(min)	141	151	145	152	147	145	2,8
- contract	(min)	239	240	226	237	235	225	(5,9)

1 Special factors affecting EBITDA: EUR 7mn in Q2/10, EUR 1mn in Q3/10 and EUR 4mn in Q4/10.

Croatia.

Financials (adjusted for special factors).¹

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		267	289	314	278	1.148	256	(4,1)
-of which Fixed network		154	163	167	166	650	155	0,6
-of which Mobile communications		112	127	147	112	498	101	(9,8)
EBITDA	2	113	124	157	113	507	104	(8,0)
-of which Fixed network		66	66	78	76	286	70	6,1
-of which Mobile communications		47	58	78	38	221	34	(27,7)
EBITDA margin (EBITDA / total revenue)	%	42,3	42,9	50,0	40,6	44,2	40,6	(1,7p)
-of which Fixed network	%	42,9	40,5	46,7	45,8	44,0	45,2	2,3p
-of which Mobile communications	%	42,0	45,7	53,1	33,9	44,4	33,7	(8,3p)
Cash capex (as reported)		40	30	33	64	167	35	(12,5)
-of which Fixed network		29	19	27	41	116	23	(20,7)
-of which Mobile communications		11	11	6	23	51	12	9,1
Cash contribution		73	94	124	49	340	69	(5,5)
-of which Fixed network		37	47	51	35	170	47	27,0
-of which Mobile communications		36	47	72	15	170	22	(38,9)

1 Since 1.1.2011 Total revenue and Service revenue as well as derived KPIs (EBITDA margins, ARPU) are shown without country-internal revenues as Fixed Network and Mobile Communications have been integrated. Prior-year figures are adjusted accordingly on a pro forma basis.

2 Special factors affecting EBITDA: EUR 4mn in Q4/10.

Croatia.

Operational.¹

	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Fixed network (end of period)								
Fixed network access lines	('000)	1.462	1.446	1.437	1.431	1.431	1.418	(3,0)
Broadband retail access lines	('000)	573	584	600	629	629	642	12,0
IPTV	('000)	251	257	271	297	297	310	23,5
Wholesale bundled access lines	('000)	0	0	0	0	0	0	–
ULLs	('000)	131	126	130	133	133	138	5,3
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	–
Mobile communications (end of period)								
Service revenue	(€ million)	100	113	133	96	442	89	(11,0)
Adj. EBITDA Margin (Service Rev.)	(%)	47,0	51,3	58,6	39,6	50,0	38,2	(8,8p)
Customers	('000)	2.798	2.779	2.774	2.901	2.901	3.006	7,4
- contract	('000)	944	966	984	1.003	1.003	1.023	8,4
- prepaid	('000)	1.854	1.813	1.790	1.898	1.898	1.982	6,9
Net Adds	('000)	(61)	(19)	(5)	127	42	104	n.a.
- contract	('000)	24	22	18	19	83	20	(16,7)
- prepaid	('000)	(85)	(41)	(23)	108	(41)	84	n.a.
Average monthly churn	(%)	2,4	2,6	2,4	1,7	2,3	1,2	(1,2p)
- contract	(%)	1,0	1,0	1,1	1,0	1,0	1,1	0,1p
SAC per gross add	(€)	28	30	20	14	22	25	(10,7)
- contract	(€)	78	73	57	52	65	81	3,8
- prepaid	(€)	12	21	12	8	13	14	16,7
SRC per retained customer	(€)	82	84	67	81	79	133	62,2
ARPU	(€)	12	14	16	11	13	10	(16,7)
- contract	(€)	24	27	32	21	26	20	(16,7)
- prepaid	(€)	6	7	7	6	6	5	(16,7)
non-voice % of ARPU	(%)	25	25	27	25	26	27	2p
MOU per customer	(min)	104	115	118	122	115	103	(1,0)
- contract	(min)	216	228	224	218	222	200	(7,4)

¹ Since 1.1.2011 Total revenue and Service revenue as well as derived KPIs (EBITDA margins, ARPU) are shown without country-internal revenues as Fixed Network and Mobile Communications have been integrated. Prior-year figures are adjusted accordingly on a pro forma basis.

Slovakia.

Financials (adjusted for special factors).¹

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue	2	230	233	239	232	934	214	(7,0)
-of which Fixed network		108	110	114	110	442	102	(5,6)
-of which Mobile communications		122	123	125	123	493	112	(8,2)
EBITDA	3	107	105	109	82	403	95	(11,2)
-of which Fixed network		48	45	44	36	173	41	(14,6)
-of which Mobile communications		59	61	63	46	229	54	(8,5)
EBITDA margin (EBITDA / total revenue)	%	46,5	45,1	45,6	35,3	43,1	44,4	(2,1p)
-of which Fixed network	%	44,4	40,9	38,6	32,7	39,1	40,2	(4,2p)
-of which Mobile communications	%	48,4	49,6	50,4	37,4	46,5	48,2	(0,2p)
Cash capex (as reported)		54	26	15	49	144	48	(11,1)
-of which Fixed network		26	16	11	29	82	29	11,5
-of which Mobile communications		28	10	4	20	62	20	(28,6)
Cash contribution		53	79	94	33	259	47	(11,3)
-of which Fixed network		22	29	33	7	91	12	(45,5)
-of which Mobile communications		31	51	59	26	167	34	9,7

1 Since 1.1.2011 Total revenue and Service revenue as well as derived KPIs (EBITDA margins, ARPU) are shown without country-internal revenues as Fixed Network and Mobile Communications have been integrated. Prior-year figures are adjusted accordingly on a pro forma basis.

2 Total revenue in Q1/11 adjusted for EUR 12mn special factors (almost completely related to Fixed Network)

3 Special factors affecting EBITDA: EUR 2mn in Q2/10, EUR 3mn in Q3/10, EUR 5mn in Q4/10 and EUR 14mn in Q1/11 (thereof EUR 12mn resulting from Total revenue)

Slovakia.

Operational.¹

	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Fixed network (end of period)								
Fixed network access lines	('000)	1.093	1.084	1.072	1.061	1.061	1.051	(3,8)
Broadband retail access lines	('000)	378	387	392	402	402	413	9,3
IPTV	('000)	68	73	77	82	82	86	26,5
Wholesale bundled access lines	('000)	15	15	15	15	15	15	0,0
ULLs	('000)	0	0	0	0	0	0	–
Wholesale unbundled access lines	('000)	15	16	17	19	19	20	33,3
Mobile communications (end of period)								
Service revenue	(€ million)	112	115	116	112	455	104	(7,1)
Adj. EBITDA Margin (Service Rev.)	(%)	52,7	53,0	54,3	41,1	50,3	51,9	(0,8p)
Customers	('000)	2.399	2.412	2.407	2.411	2.411	2.363	(1,5)
- contract	('000)	1.390	1.405	1.424	1.443	1.443	1.439	3,5
- prepaid	('000)	1.009	1.007	983	967	967	923	(8,5)
Net Adds	('000)	23	13	(6)	4	35	(48)	n.a.
- contract	('000)	(4)	16	18	20	50	(4)	0,0
- prepaid	('000)	27	(3)	(24)	(15)	(15)	(44)	n.a.
Average monthly churn	(%)	1,8	1,1	1,2	1,3	1,3	1,6	(0,2p)
- contract	(%)	1,1	0,7	0,8	0,9	0,9	1,1	0,0p
SAC per gross add	(€)	22	35	41	50	35	48	n.a.
- contract	(€)	97	104	89	107	100	90	(7,2)
- prepaid	(€)	1	1	1	2	1	2	100,0
SRC per retained customer	(€)	89	82	81	80	83	79	(11,2)
ARPU	(€)	16	16	16	16	16	15	(6,3)
- contract	(€)	24	24	24	23	24	21	(12,5)
- prepaid	(€)	5	5	5	5	5	4	(20,0)
non-voice % of ARPU	(%)	21	20	21	22	21	23	2p
MOU per customer	(min)	123	127	123	127	125	121	(1,6)
- contract	(min)	187	196	189	193	191	183	(2,1)

¹ Since 1.1.2011 Total revenue and Service revenue as well as derived KPIs (EBITDA margins, ARPU) are shown without country-internal revenues as Fixed Network and Mobile Communications have been integrated. Prior-year figures are adjusted accordingly on a pro forma basis.

Austria.

Financials (adjusted for special factors).

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		248	243	254	238	983	229	(7,7)
EBITDA		83	61	69	70	283	60	(27,7)
EBITDA margin (EBITDA / total revenue)	%	33,5	25,1	27,2	29,4	28,8	26,2	(7,3p)
Cash capex (as reported)		27	13	14	62	116	24	(11,1)
Cash contribution		56	48	55	8	167	36	(35,7)

Operational.

		Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Mobile communications (end of period)								
Service revenue	(€ million)	235	232	236	223	926	218	(7,2)
Adj. EBITDA Margin (Service Rev.)	(%)	35,3	26,3	29,2	31,4	30,6	27,5	(7,8p)
Customers	('000)	3.626	3.653	3.683	3.778	3.778	3.833	5,7
- contract	('000)	2.328	2.340	2.334	2.382	2.382	2.397	3,0
- prepaid	('000)	1.298	1.313	1.349	1.396	1.396	1.435	10,6
Net Adds	('000)	27	26	31	95	179	54	100,0
- contract	('000)	1	12	(6)	48	56	15	n.a.
- prepaid	('000)	26	15	36	47	124	39	50,0
Average monthly churn	(%)	1,8	1,5	1,9	1,6	1,7	1,6	(0,2p)
- contract	(%)	1,3	0,9	1,4	0,8	1,1	0,9	(0,4p)
SAC per gross add	(€)	100	82	68	69	79	68	(32,0)
- contract	(€)	192	167	151	156	167	166	(13,5)
- prepaid	(€)	4	7	7	6	6	3	(25,0)
SRC per retained customer	(€)	81	89	108	102	95	98	21,0
ARPU	(€)	22	21	22	20	21	19	(13,6)
- contract	(€)	30	30	31	28	30	27	(10,0)
- prepaid	(€)	6	6	6	6	6	5	(16,7)
non-voice % of ARPU	(%)	31	28	31	31	30	33	2p
MOU per customer	(min)	228	228	220	234	228	226	(0,9)
- contract	(min)	320	321	309	326	319	314	(1,9)

Bulgaria.

Financials (adjusted for special factors).

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		104	105	107	106	422	96	(7,7)
EBITDA		40	41	42	45	168	37	(7,5)
EBITDA margin (EBITDA / total revenue)	%	38,5	39,0	39,3	42,5	39,8	38,5	0,0p
Cash capex (as reported)		24	22	11	21	78	22	(8,3)
Cash contribution		16	19	31	24	90	15	(6,3)

Operational.

		Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Mobile communications (end of period)								
Service revenue	(€ million)	93	95	94	90	372	85	(8,6)
Adj. EBITDA Margin (Service Rev.)	(%)	43,0	43,2	44,7	50,0	45,2	43,5	0,5p
Customers	('000)	3.845	3.954	3.886	3.920	3.920	3.934	2,3
- contract	('000)	2.139	2.183	2.222	2.287	2.287	2.305	7,8
- prepaid	('000)	1.706	1.771	1.664	1.633	1.633	1.629	(4,5)
Net Adds	('000)	(57)	109	(68)	34	17	14	n.a.
- contract	('000)	6	44	39	65	154	18	n.a.
- prepaid	('000)	(63)	65	(107)	(31)	(136)	(4)	93,7
Average monthly churn	(%)	3,2	2,1	3,9	3,4	3,2	2,7	(0,5p)
- contract	(%)	2,5	2,0	2,0	2,2	2,2	1,9	(0,6p)
SAC per gross add	(€)	8	6	4	2	5	5	(37,5)
- contract	(€)	13	9	6	0	7	10	(23,1)
- prepaid	(€)	3	2	3	4	3	1	(66,7)
SRC per retained customer	(€)	16	19	22	9	16	9	(43,8)
ARPU	(€)	8	8	8	8	8	7	(12,5)
- contract	(€)	12	12	12	12	12	11	(8,3)
- prepaid	(€)	3	3	3	2	3	2	(33,3)
non-voice % of ARPU	(%)	10	12	6	11	10	9	(1p)
MOU per customer	(min)	121	126	133	143	131	141	16,5
- contract	(min)	187	196	203	214	200	211	12,8

Everything Everywhere (Joint Venture Deutsche Telekom - France Telecom).

Financials (adjusted for special factors).^{1,2}

millions of GBP	Note	Q1/10	Q2/10	Q3/10	Q4/10	H2/10	9M/10	Q1/11	% y.o.y.
Total revenue		1.751	1.721	1.773	1.804	3.577	5.298	1.704	(2,7)
EBITDA (as reported)		—	309	—	—	528	837	—	—
EBITDA margin									
(EBITDA (as reported) / total revenue)	%	—	18,0	—	—	14,8	15,8	—	—
Restructuring cost included in EBITDA		—	10	—	—	57	67	—	—
EBITDA		—	355	—	—	668	1.023	—	—
EBITDA margin (EBITDA / total revenue)	%	—	20,6	—	—	18,7	19,3	—	—
Capex		—	104	—	—	217	321	—	—

Operational.¹

		Q1/10	Q2/10	Q3/10	Q4/10	H2/10	9M/10	Q1/11	% y.o.y.
Service revenue	(GBP million)	1.548	1.557	1.586	1.605	3.191	4.748	1.554	0,4
Customers	('000)	27.884	27.931	27.896	27.984	27.984	27.984	27.729	(0,6)
- contract	('000)	11.196	11.463	11.648	11.948	11.948	11.948	12.107	8,1
- prepaid	('000)	15.825	15.630	15.453	15.266	15.266	15.266	14.871	(6,0)
- home	('000)	863	838	795	770	770	770	751	(13,0)
Net Adds	('000)	(291)	72	8	88	96	168	(255)	(12,4)
- contract	('000)	222	267	185	300	485	752	160	(27,9)
- prepaid	('000)	(480)	(195)	(177)	(187)	(364)	(559)	(394)	(17,9)
Average monthly churn	(%)	3,0	2,5	2,9	3,2	—	—	2,7	(0,3p)
- contract	(%)	1,5	1,4	1,4	1,3	—	—	1,3	(0,2p)
SAC per gross add	(GBP)	—	55	—	51	—	—	—	—
- contract	(GBP)	—	148	—	150	—	—	—	—
- prepaid	(GBP)	—	14	—	18	—	—	—	—
SRC per retained customer	(GBP)	—	155	—	148	—	—	—	—
ARPU	(GBP)	19	19	19	20	—	—	19	0,0
- contract	(GBP)	36	36	36	35	—	—	35	(2,8)
- prepaid	(GBP)	7	7	7	8	—	—	7	0,0
Voice ARPU	(GBP)	14	14	14	14	—	—	14	0,0
non-voice % of ARPU	(%)	26	26	26	26	—	—	25	(1p)
MOU per customer	(min)	195	197	191	196	—	—	193	(1,0)
- contract	(min)	378	372	361	371	—	—	368	(2,6)

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

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

Systems Solutions.

Financials (adjusted for special factors).

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		2.131	2.242	2.205	2.479	9.057	2.260	6,1
of which international		670	707	715	776	2.868	733	9,4
Net revenue		1.532	1.610	1.555	1.714	6.411	1.616	5,5
EBITDA		196	231	222	299	948	189	(3,6)
EBITDA margin (EBITDA / total revenue)	%	9,2	10,3	10,1	12,1	10,5	8,4	(0,8p)
Depreciation, amortization and impairment losses		(149)	(155)	(149)	(162)	(615)	(160)	(7,4)
Profit (loss) from operations = EBIT		47	76	73	137	333	29	(38,3)
EBIT margin	%	2,2	3,4	3,3	5,5	3,7	1,3	(0,9p)
Cash capex (as reported)		148	220	207	150	725	123	(16,9)
Cash contribution		48	11	15	149	223	66	37,5
Order entry		2.156	2.294	1.625	3.206	9.281	2.593	20,3

Financials (as reported).

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		2.131	2.242	2.205	2.479	9.057	2.260	6,1
Net revenue		1.532	1.610	1.555	1.714	6.411	1.616	5,5
EBITDA		168	211	126	162	667	149	(11,3)
EBITDA margin (EBITDA / total revenue)	%	7,9	9,4	5,7	6,5	7,4	6,6	(1,3p)
Depreciation, amortization and impairment losses		(150)	(155)	(151)	(167)	(623)	(160)	(6,7)
Profit (loss) from operations = EBIT		18	56	(25)	(5)	44	(11)	n.a.
Cash capex		148	220	207	150	725	123	(16,9)
Cash contribution		48	11	15	149	223	66	37,5

Systems Solutions.

EBITDA reconciliation.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		2.131	2.242	2.205	2.479	9.057	2.260	6,1
Profit (loss) from operations = EBIT		18	56	(25)	(5)	44	(11)	n.a.
- Depreciation, amortization and impairment losses		(150)	(155)	(151)	(167)	(623)	(160)	(6,7)
= EBITDA		168	211	126	162	667	149	(11,3)
EBITDA margin	%	7,9	9,4	5,7	6,5	7,4	6,6	(1,3p)
- Special factors affecting EBITDA		(28)	(20)	(96)	(137)	(281)	(40)	(42,9%)
= EBITDA adjusted for special factors		196	231	222	299	948	189	(3,6)
EBITDA margin (adjusted for special factors)	%	9,2	10,3	10,1	12,1	10,5	8,4	(0,8p)

Special factors.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11
Effects on EBITDA		(28)	(20)	(96)	(137)	(281)	(40)
- of which personnel		(9)	19	(58)	(65)	(113)	(12)
- of which other		(19)	(39)	(38)	(72)	(168)	(28)
Effects on profit (loss) from operations = EBIT		(29)	(20)	(98)	(142)	(289)	(40)
- of which personnel		(9)	19	(58)	(65)	(113)	(12)
- of which other		(20)	(39)	(40)	(77)	(176)	(28)

Systems Solutions. Computing Services.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		750	777	766	835	3.128	799	6,6
EBIT (adjusted for special factors)		20	14	0	37	71	11	(46,9)
EBIT margin (adjusted for special factors)	%	2,6	1,8	0,1	4,4	2,3	1,3	-1,3p
EBITDA (adjusted for special factors)		110	110	90	139	450	113	2,2
EBITDA margin (adjusted for special factors)	%	14,7	14,2	11,8	16,7	14,4	14,1	-0,6p
Capex		138	147	116	138	538	67	(51,5)
Cash contribution		(28)	(37)	(25)	1	(88)	46	n.a.

Value driver

MIPS capacity (number)		121.508	124.991	116.351	118.603	118.603	118.168	(2,7)
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Desktop Services.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		344	361	348	409	1.461	335	(2,8)
EBIT (adjusted for special factors)		8	8	10	15	40	-4	n.a.
EBIT margin (adjusted for special factors)	%	2,2	2,1	2,7	3,7	2,7	-1,2	(3,4p)
EBITDA (adjusted for special factors)		31	29	34	39	133	16	(48,2)
EBITDA margin (adjusted for special factors)	%	9,0	8,0	9,9	9,6	9,1	4,8	(4,2p)
Capex		18	28	26	25	93	19	5,7
Cash contribution		13	1	9	14	40	(3)	n.a.

Value driver

Desktop under service ('000)		1.849	1.961	1.957	1.950	1.950	1.988	0,1
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The total was calculated on the basis of precise figures. Percentages calculated on the basis of precise figures.

Systems Solutions. Systems Integration.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		426	437	436	503	1.801	466	9,3
EBIT (adjusted for special factors)		11	29	30	35	106	17	53,1
EBIT margin (adjusted for special factors)	%	2,7	6,7	6,8	7,1	5,9	3,7	1,0p
EBITDA (adjusted for special factors)		21	39	38	54	153	25	16,5
EBITDA margin (adjusted for special factors)	%	5,0	9,0	8,8	10,8	8,5	5,3	0,3p
Capex		7	3	3	4	17	12	79,6
Cash contribution		15	36	36	50	136	13	-12,0

Value driver

Utilization rate	%	1	0,83	0,82	0,83	0,84	0,84	0,83	0,0p
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Telecommunications.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		745	748	761	832	3.086	771	3,5
EBIT (adjusted for special factors)		10	1	7	6	24	9	(4,1)
EBIT margin (adjusted for special factors)	%	1,3	0,2	0,9	0,7	0,8	1,2	(0,1p)
EBITDA (adjusted for special factors)		31	24	28	19	102	35	11,3
EBITDA margin (adjusted for special factors)	%	4,2	3,2	3,7	2,3	3,3	4,5	0,3p
Capex		14	23	31	(6)	63	15	8,4
Cash contribution		17	1	(3)	25	40	19	13,6

1 National without changes in the composition of the group.

The total was calculated on the basis of precise figures. Percentages calculated on the basis of precise figures.

Group Headquarters & Shared Services.

Financials (adjusted for special factors).

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		565	583	567	451	2.166	537	(5,0)
Net revenue		53	61	56	59	229	57	7,5
EBITDA		(172)	(182)	(192)	(324)	(870)	(163)	5,2
of which Vivento		(117)	(111)	(116)	(111)	(455)	(105)	10,3
EBITDA margin (EBITDA / total revenue)	%	(30,4)	(31,2)	(33,9)	(71,8)	(40,2)	(30,4)	n.a.
Depreciation, amortization and impairment losses		(188)	(181)	(231)	(240)	(840)	(178)	5,3
Profit (loss) from operations = EBIT		(360)	(363)	(423)	(564)	(1.710)	(341)	5,3
Cash capex (as reported)		109	70	99	128	406	116	6,4
Cash contribution		(281)	(252)	(291)	(452)	(1.276)	(279)	0,7

Financials (as reported).

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		565	583	567	451	2.166	537	(5,0)
Net revenue		53	61	56	59	229	57	7,5
EBITDA		(177)	(245)	(231)	(986)	(1.639)	(169)	4,5
EBITDA margin (EBITDA / total revenues)	%	(31,3)	(42,0)	(40,7)	n.a.	(75,7)	(31,5)	(0,2p)
Depreciation, amortization and impairment losses		(188)	(181)	(231)	(240)	(840)	(178)	5,3
Profit (loss) from operations = EBIT		(365)	(426)	(462)	(1.226)	(2.479)	(347)	4,9
Cash capex		109	70	99	128	406	116	6,4
Cash contribution		(286)	(315)	(330)	(1.114)	(2.045)	(285)	0,3

Group Headquarters & Shared Services.

EBITDA reconciliation.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	y.o.y. %
Total revenue		565	583	567	451	2.166	537	(5,0)
Profit (loss) from operations = EBIT		(365)	(426)	(462)	(1.226)	(2.479)	(347)	4,9
- Depreciation, amortization and impairment losses		(188)	(181)	(231)	(240)	(840)	(178)	5,3
= EBITDA		(177)	(245)	(231)	(986)	(1.639)	(169)	4,5
EBITDA margin	%	(31,3)	(42,0)	(40,7)	n.a.	(75,7)	(31,5)	(0,2p)
- Special factors affecting EBITDA		(5)	(63)	(39)	(662)	(769)	(6)	(20,0)
= EBITDA adjusted for special factors		(172)	(182)	(192)	(324)	(870)	(163)	5,2
EBITDA margin (adjusted for special factors)	%	(30,4)	(31,2)	(33,9)	(71,8)	(40,2)	(30,4)	0,0p

Special factors.

millions of €	Note	Q1/10	Q2/10	Q3/10	Q4/10	FY/10	Q1/11
Effects on EBITDA		(5)	(63)	(39)	(662)	(769)	(6)
- of which personnel		(3)	(37)	(31)	(210)	(281)	(2)
- of which other		(2)	(26)	(8)	(452)	(488)	(4)
Effects on profit (loss) from operations = EBIT		(5)	(63)	(39)	(662)	(769)	(6)
- of which personnel		(3)	(37)	(31)	(210)	(281)	(2)
- of which other		(2)	(26)	(8)	(452)	(488)	(4)

Group Headquarters & Shared Services.

Vivento.

End of Period.	Note	31/03/10	30/06/10	30/09/10	31.12.2010	31/03/2011
Employees Vivento in total	1	9.700	9.700	9.900	8.900	9.000
Employment external	2	4.200	4.200	4.200	3.600	3.300
Employment internal		2.700	2.900	3.200	3.300	3.400
Others	3	2.800	2.600	2.500	2.100	2.300
Attrition Vivento		400	1.000	1.500	2.800	500
- of which left the DT Group		300	700	1.000	2.300	250

1 Rounded figures; including Vivento management.

2 Mainly in public sector.

3 Management, Operations, temp. unemployed, unemployed, in qualification etc.

Glossary and Disclaimer.

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

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