

# Backup Q1 2010 – Conference Call

## Deutsche Telekom

Sendesperfrist: 12. Mai 2010, 10:00 Uhr/ Beginn Rede René Obermann

Erleben, was verbindet.



# Glossar und Disclaimer

Zusätzlich zu den nach IFRS erstellten Kennzahlen enthält diese Präsentation so genannte Non-GAAP-Kennzahlen.

wie zum Beispiel ...	das definiert ist als ...
EBIT	Abkürzung für Earnings before Interest and Taxes. EBIT entspricht dem "Betriebsergebnis" in der GuV.
EBIT bereinigt	EBIT bereinigt um Sondereinflüsse.
EBT	Abkürzung für Earnings before Taxes. EBT entspricht dem "Ergebnis vor Ertragsteuern" in der GuV.
EBT bereinigt	EBT bereinigt um Sondereinflüsse.
EBITDA	Abkürzung für Earnings before Interest, Taxes, Depreciation and Amortization. Der EBITDA-Wert ergibt sich aus dem Betriebsergebnis (EBIT) vor Abschreibungen auf immaterielle Vermögenswerte und Sachanlagen. Die Abschreibungen auf immaterielle Vermögenswerte und Sachanlagen sind kein Posten in der GuV, sondern werden im Anhang unter „Erläuterungen zur Konzern-Gewinn- und Verlustrechnung“ ausgewiesen.
EBITDA bereinigt	EBITDA bereinigt um Sondereinflüsse.
Konzernüberschuss/-fehlbetrag bereinigt	Konzernüberschuss/-fehlbetrag bereinigt um Sondereinflüsse.
Sondereinflüsse	Sondereinflüsse beeinträchtigen die Vergleichbarkeit der Ergebnisse mit denen früherer Perioden. Es werden nähere Angaben zu den Sondereinflüssen für den Konzern und jedes operative Segment gemacht.
Cash Capex	Auszahlungen für Investitionen in immaterielle Vermögenswerte (ohne Goodwill) und Sachanlagen (laut Kapitalflussrechnung).
Cash Contribution	EBITDA abzüglich Capex.
Free Cash-Flow	Cash-Flow aus Geschäftstätigkeit abzüglich Nettoszahungen für Investitionen in immaterielle Vermögenswerte (ohne Goodwill) und Sachanlagen.
Brutto-Finanzverbindlichkeiten	Die Brutto-Finanzverbindlichkeiten enthalten neben den Anleihen und den Verbindlichkeiten gegenüber Kreditinstituten auch Verbindlichkeiten gegenüber Nicht-Kreditinstituten aus Schuldscheindarlehen, Verbindlichkeiten aus Leasingverhältnissen, Verbindlichkeiten aus ABS-Transaktionen (Kapitalmarktverbindlichkeiten), Verbindlichkeiten aus Derivaten und empfangene Barsicherheiten für positive Marktwerte aus Derivaten sowie sonstige verzinsliche finanzielle Verbindlichkeiten.
Netto-Finanzverbindlichkeiten	Die Ermittlung der Netto-Finanzverbindlichkeiten erfolgt durch Abzug des Zahlungsmittelbestands und der Zahlungsmitteläquivalente sowie der finanziellen Vermögenswerte der Bewertungskategorien Held for Trading und Available for Sale (Restlaufzeit ≤ 1 Jahr). Darüber hinaus werden Forderungen aus Derivaten sowie andere finanzielle Vermögenswerte von den Brutto-Finanzverbindlichkeiten abgezogen. Unter den anderen finanziellen Vermögenswerten sind sämtliche gezahlte Barsicherheiten für negative Marktwerte aus Derivaten und aus ABS-Transaktionen sowie sonstige verzinsliche finanzielle Vermögenswerte zusammengefasst.
ARPU	Abkürzung für Average Revenue per User (durchschnittlicher Teilnehmerumsatz). Berechnung: Servicegebühr sowie Voice-, Non-Voice-, Roaming- und Visitorerlöse geteilt durch die durchschnittliche Kundenanzahl im betreffenden Zeitraum. Visitorerlöse werden ausschließlich Vertragskunden zugeordnet. Aktivierungsgebühren, Umsätze mit virtuellen Netzbetreibern und sonstige operative Umsätze sind nicht enthalten.
SAC	Abkürzung für Subscriber Acquisition Costs (Kundenakquisitionskosten). Berechnung: Kundenakquisitionskosten geteilt durch die Anzahl der Bruttoneuzugänge im jeweiligen Zeitraum.

Alle in dieser Präsentation enthaltenen Zahlen sind ungeprüft. Diese und andere von der Deutschen Telekom verwendeten Kennzahlen, die nicht Bestandteil des nach IFRS aufgestellten Konzernabschlusses sind, sind nicht als Ersatz für die Angaben der Deutschen Telekom nach IFRS zu verstehen. Zahlen, die um Sondereinflüsse bereinigt wurden bzw. eine Bereinigung um Sondereinflüsse widerspiegeln, sind Non-GAAP-Kennzahlen. Die Kennzahlen der Deutschen Telekom, die nicht Bestandteil des nach IFRS aufgestellten Konzernabschlusses sind, sind nur bedingt mit den entsprechenden Kennzahlen anderer Unternehmen vergleichbar. Zur Erläuterung der wichtigsten Kennzahlen, die nicht Bestandteil des nach IFRS aufgestellten Konzernabschlusses sind, verweisen wir auf die Ausführungen in diesen Unterlagen und im Kapitel "Überleitung zu Pro-forma-Kennzahlen" im Geschäftsbericht und in Zwischenberichten sowie auf die Überleitung zu Pro-forma-Kennzahlen auf der Investor Relations-Website der Deutschen Telekom ([www.telekom.com/investor-relations](http://www.telekom.com/investor-relations)).



# Finanzkennzahlen

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# DT Group.

## At a Glance I.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
<b>Total revenue</b>	<b>15.902</b>	<b>16.238</b>	<b>16.262</b>	<b>16.237</b>	<b>64.639</b>	<b>15.812</b>	<b>-0,6%</b>
Germany	6.331	6.220	6.471	6.438	25.460	<b>6.189</b>	-2,2%
USA	4.137	3.918	3.758	3.658	15.471	<b>3.814</b>	-7,8%
Europe	2.436	2.573	2.552	2.473	10.034	<b>2.412</b>	-1,0%
SEE	1.964	2.516	2.616	2.589	9.685	<b>2.387</b>	21,5%
Systems Solutions	2.106	2.179	2.125	2.388	8.798	<b>2.131</b>	1,2%
GHS	618	612	593	587	2.410	<b>565</b>	-8,6%
Reconciliation	-1.690	-1.780	-1.853	-1.896	-7.219	<b>-1.686</b>	0,2%
<b>Net revenue</b>							
Germany	5.969	5.851	6.008	6.022	23.850	<b>5.804</b>	-2,8%
USA	4.133	3.914	3.755	3.655	15.457	<b>3.810</b>	-7,8%
Europe	2.307	2.433	2.405	2.341	9.486	<b>2.264</b>	-1,9%
SEE	1.929	2.472	2.564	2.545	9.510	<b>2.349</b>	21,8%
Systems Solutions	1.496	1.502	1.467	1.618	6.083	<b>1.532</b>	2,4%
GHS	68	66	63	56	253	<b>53</b>	-22,1%
<b>Group</b>	<b>15.902</b>	<b>16.238</b>	<b>16.262</b>	<b>16.237</b>	<b>64.639</b>	<b>15.812</b>	<b>-0,6%</b>
<b>EBITDA excluding special factors</b>							
Germany	2.363	2.381	2.523	2.340	9.607	<b>2.299</b>	-2,7%
USA	1.061	1.176	1.089	935	4.261	<b>1.008</b>	-5,0%
Europe	467	683	745	662	2.557	<b>665</b>	42,4%
SEE	799	1.002	1.089	936	3.826	<b>925</b>	15,8%
Systems Solutions	211	231	231	250	923	<b>196</b>	-7,1%
GHS	-50	-142	-112	-11	-315	<b>-172</b>	n.a.
Reconciliation	-39	-73	-37	-42	-191	<b>-31</b>	20,5%
<b>Group</b>	<b>4.812</b>	<b>5.258</b>	<b>5.528</b>	<b>5.070</b>	<b>20.668</b>	<b>4.890</b>	<b>1,6%</b>
<b>Proportional EBITDA</b>	-	-	-	-	-	<b>4.302</b>	<b>n.a.</b>

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## At a Glance II.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
<b>EBITDA margin excluding special factors</b>							
Germany	37,3%	38,3%	39,0%	36,3%	37,7%	<b>37,1%</b>	-0,2%p
USA	25,6%	30,0%	29,0%	25,6%	27,5%	<b>26,4%</b>	0,8%p
Europe	19,2%	26,5%	29,2%	26,8%	25,5%	<b>27,6%</b>	8,4%p
SEE	40,7%	39,8%	41,6%	36,2%	39,5%	<b>38,8%</b>	-1,9%p
Systems Solutions	10,0%	10,6%	10,9%	10,5%	10,5%	<b>9,2%</b>	-0,8%p
GHS	-8,1%	-23,2%	-18,9%	-1,9%	-13,1%	<b>-30,4%</b>	-22,3%p
<b>Group</b>	<b>30,3%</b>	<b>32,4%</b>	<b>34,0%</b>	<b>31,2%</b>	<b>32,0%</b>	<b>30,9%</b>	<b>0,6%p</b>
<b>Cash capex</b>							
Germany	800	684	771	903	3.158	<b>651</b>	<b>-18,6%</b>
USA	865	785	552	464	2.666	<b>481</b>	<b>-44,4%</b>
Europe	368	142	149	220	879	<b>205</b>	<b>-44,3%</b>
SEE	380	383	413	434	1.610	<b>363</b>	<b>-4,5%</b>
Systems Solutions	161	171	144	205	681	<b>148</b>	<b>-8,1%</b>
GHS	98	105	126	120	449	<b>109</b>	<b>11,2%</b>
<b>Group</b>	<b>2.611</b>	<b>2.211</b>	<b>2.131</b>	<b>2.249</b>	<b>9.202</b>	<b>1.934</b>	<b>-25,9%</b>
<b>Net profit (loss)</b>							
excl. special factors	655	756	1.074	905	3.390	<b>891</b>	36,0%
incl. special factors	-1.124	521	959	-3	353	<b>767</b>	n.a.
<b>Free cash flow before dividends</b>							
	<b>416</b>	<b>1.404</b>	<b>3.286</b>	<b>1.863</b>	<b>6.969</b>	<b>1.439</b>	<b>n.a.</b>
<b>Proportional Free cash flow</b>	-	-	-	-	-	<b>1.332</b>	<b>n.a.</b>
<b>Net debt</b>							
	<b>42.833</b>	<b>44.966</b>	<b>42.389</b>	<b>40.911</b>	<b>40.911</b>	<b>40.418</b>	<b>-5,6%</b>

# DT consolidated income statement.

Adjusted for special factors.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
<b>Net revenue</b>	<b>15.902</b>	<b>16.238</b>	<b>16.262</b>	<b>16.237</b>	<b>64.639</b>	<b>15.812</b>	<b>-0,6%</b>
Cost of sales	-8.998	-8.593	-9.113	-9.119	-35.823	<b>-8.859</b>	1,5%
<b>Gross profit</b>	<b>6.904</b>	<b>7.645</b>	<b>7.149</b>	<b>7.118</b>	<b>28.816</b>	<b>6.953</b>	<b>0,7%</b>
Selling expenses	-4.024	-4.028	-3.692	-4.036	-15.780	<b>-3.640</b>	9,5%
General and administrative expenses	-1.134	-1.425	-961	-927	-4.447	<b>-1.204</b>	-6,2%
Other operating income	364	247	376	431	1.418	<b>296</b>	-18,7%
Other operating expenses	-193	-181	-229	-246	-849	<b>-175</b>	9,3%
<b>EBIT Profit (loss) from operations</b>	<b>1.917</b>	<b>2.258</b>	<b>2.643</b>	<b>2.340</b>	<b>9.158</b>	<b>2.230</b>	<b>16,3%</b>
EBIT margin	12,1%	13,9%	16,3%	14,4%	14,2%	<b>14,1%</b>	2,0%p
Profit (loss) from financial activities	-717	-903	-770	-735	-3.125	<b>-702</b>	2,1%
of which: finance costs	-632	-635	-668	-620	-2.555	<b>-597</b>	5,5%
<b>EBT Profit (loss) before income taxes</b>	<b>1.200</b>	<b>1.355</b>	<b>1.873</b>	<b>1.605</b>	<b>6.033</b>	<b>1.528</b>	<b>27,3%</b>
Income taxes	-457	-450	-610	-585	-2.102	<b>-514</b>	<b>-12,5%</b>
<b>Profit (loss) after income taxes</b>	<b>743</b>	<b>905</b>	<b>1.263</b>	<b>1.020</b>	<b>3.931</b>	<b>1.014</b>	<b>36,5%</b>
Profit (loss) attributable to minority interests	88	149	189	115	541	<b>123</b>	39,8%
<b>Net profit (loss)</b>	<b>655</b>	<b>756</b>	<b>1.074</b>	<b>905</b>	<b>3.390</b>	<b>891</b>	<b>36,0%</b>
Depreciation, amortization and impairment losses	-2.895	-3.000	-2.885	-2.730	-11.510	<b>-2.660</b>	8,1%
<b>EBITDA</b>	<b>4.812</b>	<b>5.258</b>	<b>5.528</b>	<b>5.070</b>	<b>20.668</b>	<b>4.890</b>	<b>1,6%</b>
EBITDA margin	30,3%	32,4%	34,0%	31,2%	32,0%	<b>30,9%</b>	0,6%p

# DT consolidated income statement.

Unadjusted.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
<b>Net revenue</b>	<b>15.902</b>	<b>16.238</b>	<b>16.262</b>	<b>16.200</b>	<b>64.602</b>	<b>15.812</b>	<b>-0,6%</b>
Cost of sales	-8.906	-8.746	-9.224	-9.383	-36.259	<b>-9.025</b>	-1,3%
<b>Gross profit</b>	<b>6.996</b>	<b>7.492</b>	<b>7.038</b>	<b>6.817</b>	<b>28.343</b>	<b>6.787</b>	<b>-3,0%</b>
Selling expenses	-3.996	-4.059	-3.697	-4.111	-15.863	<b>-3.655</b>	8,5%
General and administrative expenses	-1.136	-1.469	-983	-1.065	-4.653	<b>-1.222</b>	-7,6%
Other operating income	387	253	391	473	1.504	<b>307</b>	-20,7%
Other operating expenses	-2.007	-205	-251	-856	-3.319	<b>-188</b>	90,6%
<b>EBIT Profit (loss) from operations</b>	<b>244</b>	<b>2.012</b>	<b>2.498</b>	<b>1.258</b>	<b>6.012</b>	<b>2.029</b>	<b>n.a.</b>
EBIT margin	1,5%	12,4%	15,4%	7,8%	9,3%	<b>12,8%</b>	11,3%p
Profit (loss) from financial activities	-742	-1.015	-802	-798	-3.357	<b>-715</b>	3,6%
of which: finance costs	-632	-635	-668	-620	-2.555	<b>-597</b>	5,5%
<b>EBT Profit (loss) before income taxes</b>	<b>-498</b>	<b>997</b>	<b>1.696</b>	<b>460</b>	<b>2.655</b>	<b>1.314</b>	<b>n.a.</b>
Income taxes	-426	-401	-551	-404	-1.782	<b>-449</b>	<b>-5,4%</b>
<b>Profit (loss) after income taxes</b>	<b>-924</b>	<b>596</b>	<b>1.145</b>	<b>56</b>	<b>873</b>	<b>865</b>	<b>n.a.</b>
Profit (loss) attributable to minority interests	200	75	186	59	520	<b>98</b>	-51,0%
<b>Net profit (loss)</b>	<b>-1.124</b>	<b>521</b>	<b>959</b>	<b>-3</b>	<b>353</b>	<b>767</b>	<b>n.a.</b>
Depreciation, amortization and impairment losses	-4.698	-3.015	-2.896	-3.285	-13.894	<b>-2.661</b>	43,4%
<b>EBITDA</b>	<b>4.942</b>	<b>5.027</b>	<b>5.394</b>	<b>4.543</b>	<b>19.906</b>	<b>4.690</b>	<b>-5,1%</b>
EBITDA margin	31,1%	31,0%	33,2%	28,0%	30,8%	<b>29,7%</b>	-1,4%p

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## Special factors in the consolidated income statement.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10
<b>Net revenue</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-37</b>	<b>-37</b>	<b>0</b>
Cost of sales	92	-153	-111	-264	-436	-166
<b>Gross profit</b>	<b>92</b>	<b>-153</b>	<b>-111</b>	<b>-301</b>	<b>-473</b>	<b>-166</b>
Selling expenses	28	-31	-5	-75	-83	-15
General and administrative expenses	-2	-44	-22	-138	-206	-18
Other operating income	23	6	15	42	86	11
Other operating expenses	-1.814	-24	-22	-610	-2.470	-13
<b>EBIT Profit (loss) from operations</b>	<b>-1.673</b>	<b>-246</b>	<b>-145</b>	<b>-1.082</b>	<b>-3.146</b>	<b>-201</b>
Profit (loss) from financial activities	-25	-112	-32	-63	-232	-13
of which: finance costs	0	0	0	0	0	0
<b>EBT Profit (loss) before income taxes</b>	<b>-1.698</b>	<b>-358</b>	<b>-177</b>	<b>-1.145</b>	<b>-3.378</b>	<b>-214</b>
Income taxes	31	49	59	181	320	65
<b>Profit (loss) after income taxes</b>	<b>-1.667</b>	<b>-309</b>	<b>-118</b>	<b>-964</b>	<b>-3.058</b>	<b>-149</b>
Profit (loss) attributable to minority interests	112	-74	-3	-56	-21	-25
<b>Net profit (loss)</b>	<b>-1.779</b>	<b>-235</b>	<b>-115</b>	<b>-908</b>	<b>-3.037</b>	<b>-124</b>
Depreciation, amortization and impairment losses	-1.803	-15	-11	-555	-2.384	-1
<b>EBITDA</b>	<b>130</b>	<b>-231</b>	<b>-134</b>	<b>-527</b>	<b>-762</b>	<b>-200</b>



## Details on special factors I.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	Q1/10
<b>Effect on operating expenses</b>	<b>-1.696</b>	<b>-252</b>	<b>-160</b>	<b>-1.087</b>	<b>-212</b>
of which: expenses / income for early retirement (civil servants)	-4	21	-3	-153	0
of which: expenses for severance payments	161	-183	-65	-236	-64
of which: expenses / income for partial retirement (termination benefit)	1	-1	-2	-14	-3
of which: expenses for other personnel restructuring charges	-9	-20	-13	-9	-10
of which: restructuring charges	-31	-31	-53	-111	-29
of which: expenses due to de-consolidations and other asset sales	0	-9	-1	-9	-2
of which: others	-1.814 <sup>1</sup>	-29	-23	-555	-104
<b>Effect on other operating income</b>	<b>23</b>	<b>6</b>	<b>15</b>	<b>42</b>	<b>11</b>
of which: income due to asset sales	23	6	9	22	8
of which: others	0	0	6	20	3
<b>Effect on revenues</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-37<sup>2</sup></b>	<b>0</b>
<b>Effect on profit from operations = EBIT</b>	<b>-1.673</b>	<b>-246</b>	<b>-145</b>	<b>-1.082</b>	<b>-201</b>
<b>Depreciation, amortization and impairment losses</b>	<b>-1.803</b>	<b>-15</b>	<b>-11</b>	<b>-555</b>	<b>-1</b>
of which: restructuring charges	0	0	0	-27	-1
of which: expenses due to consolidations and other asset sales	0	0	0	0	0
of which: others	-1.803 <sup>1</sup>	-15	-11	-528	0
<b>Effect on EBITDA</b>	<b>130</b>	<b>-231</b>	<b>-134</b>	<b>-527</b>	<b>-200</b>

<sup>1</sup> Incl. amortization of Goodwill for T-Mobile UK (approx. EUR 1.8bn).

<sup>2</sup> Revenue credit in the fourth quarter of 2009 in Germany (fixed network).

## Details on special factors II.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	Q1/10
<b>Effect on profit (loss) from financial activities</b>	-25	-112	-32	-63	-13
<b>Effect on profit (loss) before income taxes</b>	-1.698	-358	-177	-1.145	-214
<b>Effect on taxes</b>	31	49	59	181	65
Tax effect of special factors within EBITDA	23	71	34	121	55
Tax effect of special factors on profit (loss) from financial activities	8	34	11	20	0
Other tax effects	0	-56	14	40	10
<b>Effect on profit (loss) attributable to minority interests: expenses for restructuring at SEE and Germany</b>	112	-74	-3	-56	-25
<b>Effect on net profit (loss)</b>	-1.779	-235	-115	-908	-124

# DT Group.

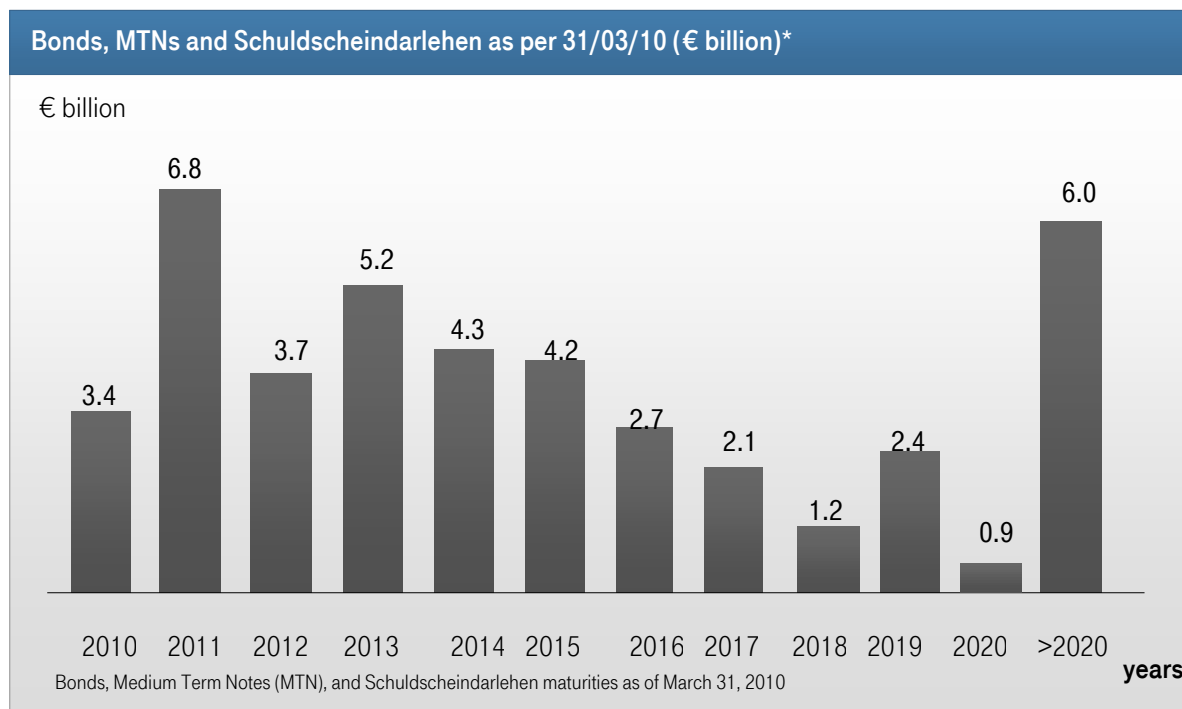
## Debt to net debt reconciliation.

€ million <sup>1</sup>	Q1/09	Q2/09	Q3/09	Q4/09	Q1/10	q.o.q. %
Bonds	39.659	43.157	40.572	38.508	38.722	0,6%
Other financial liabilities	9.478	9.627	9.901	9.609	9.152	-4,8%
<b>Gross debt</b>	<b>49.137</b>	<b>52.784</b>	<b>50.473</b>	<b>48.117</b>	<b>47.874</b>	<b>-0,5%</b>
Cash and cash equivalents	4.113	5.836	6.080	5.022	5.553	10,6%
Available-for-sale/held-for-trading financial assets	436	562	249	162	162	0,0%
Other financial assets	1.755	1.420	1.755	2.022	1.741	-13,9%
<b>Net debt</b>	<b>42.833</b>	<b>44.966</b>	<b>42.389</b>	<b>40.911</b>	<b>40.418</b>	<b>-1,2%</b>

<sup>1</sup> Percentages calculated on the basis of figures shown.

# Maturity profile - well balanced redemptions.

Bonds, Medium Term Notes (MTN) and Schuldscheindarlehen maturities as of March 31, 2010.



- Total €4.4 billion bond maturities in 2010 (full year)

- Funding done in 2010: 1.3bn

\*Thereof OTE maturities (in € bn):

2011: 2.1

2013: 1.3

2015: 0.6

2016: 0.9

## Current Rating

**Moody 's**: Baa1, stable outlook (long term) and P-2 (short term)

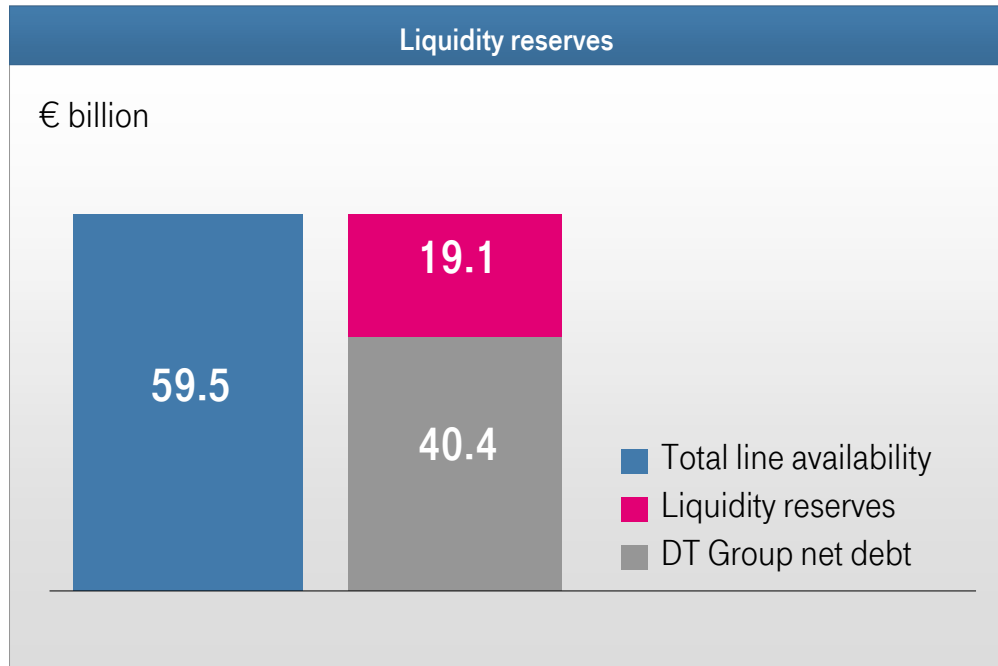
**S&P** : BBB+, stable outlook (long term) and A-2 (short term)

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

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

# DT Group.

## Liquidity reserves as of March 31, 2010 - Strong cushion.



- 20 bilateral credit facilities of €600 million each adding up to €12 billion.
- Loan terms insure quality of our liquidity reserve
  - No financial covenants,
  - No MAC Clause,
  - No rating trigger.
- Average time to maturity of credit lines as per March 31, 2010: 2.4 years.
- OTE: €350 million undrawn syndicated credit facility. Maturing from 2010 to 2012 with the majority in 2012.

## Free cash flow.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Net profit (loss)	-1.124	521	959	-3	353	767	n.a.
Profit (loss) attributable to minority interests	200	75	186	59	520	98	-51,0%
<b>Profit (loss) after income taxes</b>	<b>-924</b>	<b>596</b>	<b>1.145</b>	<b>56</b>	<b>873</b>	<b>865</b>	<b>n.a.</b>
Depreciation, amortization and impairment losses	4.698	3.015	2.896	3.285	13.894	2.661	-43,4%
Income tax expense (benefit)	426	401	551	404	1.782	449	5,4%
Interest expense and interest income	632	635	668	620	2.555	597	-5,5%
Other financial (income) expense	115	389	141	181	826	121	5,2%
Share of (profit) loss of associates and joint ventures accounted for using the equity method	-5	-9	-7	-3	-24	-3	40,0%
(Profit) loss on the disposal of fully consolidated subsidiaries	-17	-6	0	-3	-26	0	n.a.
Other non-cash transactions	-83	-17	-48	-82	-230	82	n.a.
(Gain) loss from the disposal of intangible assets and property, plant and equipment	18	15	3	15	51	20	11,1%
Change in assets carried as working capital	-292	306	1.098	824	1.936	-629	n.a.
Change in provisions	-377	-814	53	247	-891	-13	96,6%
Change in other liabilities carried as working capital	-472	-169	-232	-945	-1.818	-15	96,8%
Income taxes received (paid)	-288	-211	-248	-181	-928	-245	14,9%
Dividends received	0	7	9	13	29	1	n.a.
Net payments from entering into or canceling interest rate swaps <sup>1</sup>	165	77	0	0	242	27	n.a.
<b>Cash generated from operations</b>	<b>3.596</b>	<b>4.215</b>	<b>6.029</b>	<b>4.431</b>	<b>18.271</b>	<b>3.918</b>	<b>9,0%</b>
Interest received (paid)	-630	-703	-686	-457	-2.476	-647	-2,7%
<b>Net cash from operating activities</b>	<b>2.966</b>	<b>3.512</b>	<b>5.343</b>	<b>3.974</b>	<b>15.795</b>	<b>3.271</b>	<b>10,3%</b>
Cash outflows for investments in (proceeds from disposal of)	-2.550	-2.108	-2.057	-2.111	-8.826	-1.832	28,2%
intangible assets	-281	-385	-416	-509	-1.591	-279	0,7%
property, plant and equipment	-2.269	-1.723	-1.641	-1.602	-7.235	-1.553	31,6%
<b>Free cash flow [before dividend]</b>	<b>416</b>	<b>1.404</b>	<b>3.286</b>	<b>1.863</b>	<b>6.969</b>	<b>1.439</b>	<b>n.a.</b>

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.m. = "not meaningful"; n.a. = "not applicable".

# DT Group.

## Cash capex.<sup>1</sup>

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Germany	800	684	771	903	3.158	<b>651</b>	-18,6%
USA	865	785	552	464	2.666	<b>481</b>	-44,4%
Europe	368	142	149	220	879	<b>205</b>	-44,3%
SEE	380	383	413	434	1.610	<b>363</b>	-4,5%
Systems Solutions	161	171	144	205	681	<b>148</b>	-8,1%
GHS	98	105	126	120	449	<b>109</b>	11,2%
Consolidation	-61	-59	-24	-97	-241	<b>-23</b>	62,3%
<b>Group</b>	<b>2.611</b>	<b>2.211</b>	<b>2.131</b>	<b>2.249</b>	<b>9.202</b>	<b>1.934</b>	<b>-25,9%</b>

<sup>1</sup> Amounts of payouts for property, plant and equipment and intangible assets excluding goodwill.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	Q1/10	Delta q.o.q.		Delta y.o.y.	
						abs.	%	abs.	%
<b>Broadband retail lines (end of period) <sup>2</sup></b>	<b>14,0</b>	<b>14,4</b>	<b>14,5</b>	<b>15,2</b>	<b>15,4</b>	<b>0,2</b>	<b>1,3%</b>	<b>1,4</b>	<b>10,0%</b>
Germany	11,0	11,2	11,3	11,5	11,7	0,2	1,7%	0,7	6,4%
SEE <sup>3</sup>	3,1	3,2	3,4	3,7	3,7	0,0	0,0%	0,6	19,4%
Hungary	0,6	0,6	0,6	0,6	0,6	0,0	0,0%	0,0	0,0%
Croatia	0,5	0,5	0,5	0,6	0,6	0,0	0,0%	0,1	20,0%
Slovakia	0,3	0,3	0,3	0,4	0,4	0,0	0,0%	0,1	33,3%
Greece	0,9	1,0	1,0	1,1	1,1	0,0	0,0%	0,2	22,2%
Romania	0,7	0,7	0,8	0,8	0,8	0,0	0,0%	0,1	14,3%
others	0,1	0,1	0,2	0,2	0,2	0,0	0,0%	0,1	100,0%
<b>Fixed network lines (end of period) <sup>3</sup></b>	<b>39,8</b>	<b>39,1</b>	<b>38,3</b>	<b>38,1</b>	<b>37,6</b>	<b>-0,5</b>	<b>-1,3%</b>	<b>-2,2</b>	<b>-5,5%</b>
Germany	27,7	27,2	26,7	26,2	25,9	-0,3	-1,1%	-1,8	-6,5%
SEE	12,7	12,3	12,1	11,9	11,7	-0,2	-1,7%	-1,0	-7,9%
Hungary	2,0	1,9	1,9	1,8	1,8	0,0	0,0%	-0,2	-10,0%
Croatia	1,5	1,5	1,5	1,5	1,5	0,0	0,0%	0,0	0,0%
Slovakia	1,1	1,1	1,1	1,1	1,1	0,0	0,0%	0,0	0,0%
Greece	4,5	4,4	4,3	4,2	4,1	-0,1	-2,4%	-0,4	-8,9%
Romania	3,0	2,9	2,8	2,8	2,7	-0,1	-3,6%	-0,3	-10,0%
others	0,6	0,5	0,5	0,5	0,5	0,0	0,0%	-0,1	-16,7%
<b>Mobile subscribers (end of period)</b>	<b>147,2</b>	<b>148,6</b>	<b>149,7</b>	<b>151,7</b>	<b>150,2</b>	<b>-1,5</b>	<b>-1,0%</b>	<b>3,0</b>	<b>2,0%</b>
Germany	39,0	39,1	39,3	39,1	38,5	-0,6	-1,5%	-0,5	-1,3%
USA	33,2	33,5	33,4	33,8	33,7	-0,1	-0,3%	0,5	1,5%
Europe	44,0	44,3	44,4	44,2	44,0	-0,2	-0,5%	0,0	0,0%
United Kingdom <sup>4</sup>	16,7	16,6	16,6	17,2	17,2	0,0	0,0%	0,5	3,0%
Poland	13,3	13,4	13,5	13,5	13,4	-0,1	-0,7%	0,1	0,8%
Austria	3,4	3,4	3,4	3,4	3,6	0,2	5,9%	0,2	5,9%
Czech Republic	5,4	5,4	5,5	5,5	5,4	-0,1	-1,8%	0,0	0,0%
Netherlands	5,2	5,4	5,5	4,6	4,4	-0,2	-4,3%	-0,8	-15,4%
SEE	32,3	33,0	33,7	34,6	34,0	-0,6	-1,7%	1,7	5,3%
Hungary	5,3	5,3	5,2	5,1	5,1	0,0	0,0%	-0,2	-3,8%
Croatia	2,8	2,9	2,9	2,9	2,8	-0,1	-3,4%	0,0	0,0%
Slovakia	2,3	2,3	2,3	2,4	2,4	0,0	0,0%	0,1	4,3%
Macedonia	1,4	1,4	1,4	1,4	1,3	-0,1	-7,1%	-0,1	-7,1%
Montenegro	0,5	0,6	0,6	0,5	0,5	0,0	0,0%	0,0	0,0%
Greece	8,4	8,8	9,1	9,2	8,8	-0,4	-4,3%	0,4	4,8%
Bulgaria	4,0	4,0	4,0	3,9	3,8	-0,1	-2,6%	-0,2	-5,0%
Romania	6,1	6,3	6,6	7,3	7,2	-0,1	-1,4%	1,1	18,0%
Albania	1,4	1,5	1,8	1,9	2,0	0,1	5,3%	0,6	42,9%

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

<sup>2</sup> 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.

<sup>3</sup> Fixed network lines in operation excluding lines for internal use and public telecommunications.

<sup>4</sup> Including Virgin Mobile.



# DT Group.

## Personnel.<sup>1</sup>

End of period	31/03/09	30/06/09	30/09/09	31/12/09	31/03/10	Delta q.o.q.		Delta y.o.y.	
						abs.	%	abs.	%
Germany	86.179	84.821	84.033	81.336	80.394	-942	-1,2%	-5.785	-6,7%
USA	37.882	38.330	37.995	40.697	38.294	-2.403	-5,9%	412	1,1%
SEE	54.622	54.198	53.424	53.532	52.298	-1.234	-2,3%	-2.324	-4,3%
Europe	18.313	18.249	17.919	17.631	17.611	-20	-0,1%	-702	-3,8%
Systems Solutions	44.419	45.770	45.895	46.021	47.408	1.387	3,0%	2.989	6,7%
GHS	19.383	20.005	20.707	20.703	22.235	1.532	7,4%	2.852	14,7%
of which Vivento <sup>2</sup>	8.400	8.700	9.400	9.600	9.700	100	1,0%	1.300	15,5%
<b>DT Group</b>	<b>260.798</b>	<b>261.373</b>	<b>259.973</b>	<b>259.920</b>	<b>258.240</b>	<b>-1.680</b>	<b>-0,6%</b>	<b>-2.558</b>	<b>-1,0%</b>
of which: Domestic	131.312	130.452	130.429	127.487	127.969	482	0,4%	-3.343	-2,5%
of which: International	129.486	130.921	129.544	132.433	130.271	-2.162	-1,6%	785	0,6%
of which: Civil servants	31.870	31.383	30.596	29.188	28.941	-247	-0,8%	-2.929	-9,2%

Average	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	Delta y.o.y.	
							abs.	%
Germany	86.086	85.142	84.369	82.737	84.584	80.729	-5.357	-6,2%
USA	37.720	37.863	37.996	39.347	38.231	38.663	943	2,5%
SEE	43.348	54.242	53.593	53.506	51.172	52.531	9.183	21,2%
Europe	18.277	18.355	18.114	17.673	18.105	17.594	-683	-3,7%
Systems Solutions	44.449	44.863	45.877	46.122	45.328	47.446	2.997	6,7%
GHS	19.445	19.915	20.548	20.815	20.181	22.070	2.625	13,5%
of which Vivento <sup>2</sup>	8.500	8.600	9.300	9.700	9.000	9.600	1.100	12,9%
<b>DT Group</b>	<b>249.325</b>	<b>260.380</b>	<b>260.497</b>	<b>260.200</b>	<b>257.601</b>	<b>259.033</b>	<b>9.708</b>	<b>3,9%</b>
of which: Civil servants	32.009	31.645	31.085	29.899	31.141	28.960	-3.049	-9,5%

<sup>1</sup> Full-time employees: number of employees without trainees and students.

<sup>2</sup> Figures rounded; including permanent staff.

# Germany.

## Financials.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
<b>Total revenue<sup>1</sup></b>	<b>6.331</b>	<b>6.220</b>	<b>6.471</b>	<b>6.438</b>	<b>25.460</b>	<b>6.189</b>	<b>-2,2%</b>
of which Fixed Network <sup>1</sup>	4.724	4.628	4.711	4.710	18.773	4.530	-4,1%
of which Mobile	1.952	1.947	2.109	2.101	8.109	2.000	2,5%
<b>Net revenue</b>	<b>5.969</b>	<b>5.851</b>	<b>6.008</b>	<b>6.022</b>	<b>23.850</b>	<b>5.804</b>	<b>-2,8%</b>
<b>Adjusted EBITDA</b>	<b>2.363</b>	<b>2.381</b>	<b>2.523</b>	<b>2.340</b>	<b>9.607</b>	<b>2.299</b>	<b>-2,7%</b>
of which Fixed Network	1.609	1.582	1.604	1.452	6.247	1.468	-8,8%
of which Mobile	761	798	920	894	3.373	828	8,8%
<b>Adjusted EBITDA margin</b>	<b>37,3%</b>	<b>38,3%</b>	<b>39,0%</b>	<b>36,3%</b>	<b>37,7%</b>	<b>37,1%</b>	<b>-0,2pp</b>
of which Fixed Network	34,1%	34,2%	34,0%	30,8%	33,3%	32,4%	-1,7pp
of which Mobile	39,0%	41,0%	43,6%	42,6%	41,6%	41,4%	2,4pp
Adjusted Depreciation, amortization and impairment losses	-1.016	-1.078	-1.037	-1.058	-4.189	-1.014	-0,2%
<b>Adjusted Operating results = Adj. EBIT</b>	<b>1.347</b>	<b>1.303</b>	<b>1.486</b>	<b>1.282</b>	<b>5.418</b>	<b>1.285</b>	<b>-4,6%</b>
of which Fixed Network	850	777	842	671	3.140	720	-15,3%
of which Mobile	504	526	644	617	2.291	563	11,7%
<b>Cash Capex</b>	<b>800</b>	<b>684</b>	<b>771</b>	<b>903</b>	<b>3.158</b>	<b>651</b>	<b>-18,6%</b>
of which Fixed Network	683	588	681	772	2.724	555	-18,7%
of which Mobile	122	96	107	136	461	96	-21,3%
<b>Adjusted Cash Contribution</b>	<b>1.563</b>	<b>1.697</b>	<b>1.752</b>	<b>1.437</b>	<b>6.449</b>	<b>1.648</b>	<b>5,4%</b>
of which Fixed Network	926	994	923	680	3.523	913	-1,4%
of which Mobile	639	702	813	758	2.912	732	14,6%

<sup>1</sup> Revenue credit in the fourth quarter of 2009 for fixed-network support services performed in previous years.

The contributions of the Fixed Network and Mobile Communications sub-segments generally show the unconsolidated view, and do not take consolidation effects at operating segment level into consideration. Percentages calculated on the basis of figures shown.

# Germany.

## Financials (unadjusted).

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
<b>Total revenue</b>	<b>6.331</b>	<b>6.220</b>	<b>6.471</b>	<b>6.401</b>	<b>25.423</b>	<b>6.189</b>	<b>-2,2%</b>
of which Fixed Network	4.724	4.628	4.711	4.673	18.736	4.530	-4,1%
of which Mobile	1.952	1.947	2.109	2.101	8.109	2.000	2,5%
<b>Net revenue</b>	<b>5.969</b>	<b>5.851</b>	<b>6.008</b>	<b>5.985</b>	<b>23.813</b>	<b>5.804</b>	<b>-2,8%</b>
<b>EBITDA</b>	<b>2.341</b>	<b>2.359</b>	<b>2.446</b>	<b>2.112</b>	<b>9.258</b>	<b>2.185</b>	<b>-6,7%</b>
of which Fixed Network	1.587	1.558	1.527	1.252	5.924	1.356	-14,6%
of which Mobile	761	800	920	866	3.347	826	8,5%
<b>EBITDA margin</b>	<b>37,0%</b>	<b>37,9%</b>	<b>37,8%</b>	<b>33,0%</b>	<b>36,4%</b>	<b>35,3%</b>	<b>-1,7pp</b>
of which Fixed Network	33,6%	33,7%	32,4%	26,8%	31,6%	29,9%	-3,7pp
of which Mobile	39,0%	41,1%	43,6%	41,2%	41,3%	41,3%	2,3pp
Depreciation, amortization and impairment losses	-1.016	-1.085	-1.037	-1.058	-4.196	-1.014	-0,2%
<b>Operating results = EBIT</b>	<b>1.325</b>	<b>1.274</b>	<b>1.409</b>	<b>1.054</b>	<b>5.062</b>	<b>1.171</b>	<b>-11,6%</b>
of which Fixed Network	828	746	765	471	2.810	608	-26,6%
of which Mobile	504	528	644	589	2.265	561	11,3%
<b>Cash Capex</b>	<b>800</b>	<b>684</b>	<b>771</b>	<b>903</b>	<b>3.158</b>	<b>651</b>	<b>-18,6%</b>
of which Fixed Network	683	588	681	772	2.724	555	-18,7%
of which Mobile	122	96	107	136	461	96	-21,3%
<b>Cash Contribution</b>	<b>1.541</b>	<b>1.675</b>	<b>1.675</b>	<b>1.209</b>	<b>6.100</b>	<b>1.534</b>	<b>-0,5%</b>
of which Fixed Network	904	970	846	480	3.200	801	-11,4%
of which Mobile	639	704	813	730	2.886	730	14,2%

The contributions of the Fixed Network and Mobile Communications sub-segments generally show the unconsolidated view, and do not take consolidation effects at operating segment level into consideration. Percentages calculated on the basis of figures shown.

# Germany.

## Operational.

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
<b>Fixed Network (end of period)</b>								
fixed network access lines	('000)	27.699	27.226	26.653	26.236	26.236	25.864	-6,6%
broadband retail access lines	('000)	10.984	11.229	11.301	11.477	11.477	11.665	6,2%
IPTV	('000)	448	561	678	806	806	896	100,0%
Wholesale bundled access lines	('000)	2.209	1.952	1.752	1.621	1.621	1.523	-31,1%
ULLs	('000)	8.606	8.742	8.914	9.093	9.093	9.242	7,4%
Wholesale unbundled access lines	('000)	316	425	517	600	600	661	n.a.
<b>Mobile (end of period)</b>								
Customers <sup>1</sup>	('000)	38.984	39.103	39.330	39.136	39.136	38.544	-1,1%
- contract	('000)	16.953	17.020	17.140	17.202	17.202	17.274	1,9%
- prepaid	('000)	22.031	22.083	22.190	21.933	21.933	21.269	-3,5%
<b>Mobile KPI</b>								
Service revenue <sup>2</sup>	(€ million)	1.719	1.731	1.793	1.752	6.995	1.776	3,3%
average monthly churn	(%)	1,6%	1,3%	1,3%	1,6%	1,5%	1,9%	0,3%p
- contract	(%)	1,5%	1,1%	1,0%	1,1%	1,2%	1,3%	-0,2%p
SAC per gross add	(€)	101	93	103	99	99	90	-10,9%
- contract	(€)	199	217	228	220	215	167	-16,1%
- prepay	(€)	15	19	19	13	17	15	0,0%
SRC per retained customer	(€)	145	172	170	163	162	179	23,4%
ARPU	(€)	15	15	15	15	15	15	0,0%
- contract	(€)	29	29	30	30	30	30	3,4%
- prepay	(€)	4	4	4	4	4	3	-25,0%
non-voice % of ARPU	(%)	25%	25%	27%	28%	26%	29%	4%p
MOU per customer	(min)	67	69	71	73	70	74	10,4%
- contract	(min)	131	136	140	144	138	144	9,9%

<sup>1</sup> As a result of the change in the terms of contract, prepay contracts no longer end automatically, but run for an unlimited duration and can be terminated by the customer and by Telekom Deutschland GmbH with one month's notice. Telekom Deutschland GmbH reserves the right to make use of this right of termination and to deactivate cards in the system.

<sup>2</sup> Definition of Service Revenues changed as of January 1st, 2010. Q1-Q4/09 Service Revenue and ARPU are adjusted retroactively. Percentages calculated on the basis of figures shown.

# USA.

## Financials.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	4.137	3.918	3.758	3.658	15.471	3.814	-7,8%
Net revenue	4.133	3.914	3.755	3.655	15.457	3.811	-7,8%
Service Revenue	3.570	3.415	3.233	3.119	13.337	3.280	-8,1%
Adj. EBITDA	1.061	1.176	1.089	935	4.261	1.008	-5,0%
Adj. EBITDA margin (total revenues)	25,6%	30,0%	29,0%	25,6%	27,5%	26,4%	0,8pp
Adj. EBITDA margin (ARPU revenues)	29,7%	34,4%	33,7%	30,0%	32,0%	30,7%	1,0pp
Adj. Depreciation and amortization	-531	-522	-494	-481	-2.028	-464	12,6%
Adj. Profit (loss) from operations = Adj. EBIT	530	654	595	454	2.233	544	2,6%
Cash Capex	865	785	552	464	2.666	481	-44,4%
Cash Contribution	196	391	537	471	1.595	527	n.a.
Adj. Cash Capex <sup>1</sup>	860	775	545	461	2.641	478	-44,4%
Adj. Cash Contribution <sup>1</sup>	201	401	544	474	1.620	530	n.a.

## Reported.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
EBITDA	1.061	1.176	1.089	935	4.261	1.008	-5,0%
EBITDA margin	25,6%	30,0%	29,0%	25,6%	27,5%	26,4%	0,8pp
Depreciation and amortization	-531	-522	-494	-481	-2.028	-464	12,6%
Profit (loss) from operations = EBIT	530	654	595	454	2.233	544	2,6%
Cash Capex	865	785	552	464	2.666	481	-44,4%
Cash Contribution	196	391	537	471	1.595	527	n.a.

<sup>1</sup> Adjusted by excluding microwave clearing costs of €5mn in Q1/09, €10mn in Q2/09 and €8mn in Q3/09, €3mn in Q4/09, and

€3mn in Q1/10 .

## Operational.

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Customers (end of period)	('000)	33.173	33.497	33.420	33.790	33.790	33.713	1,6%
- Contract	('000)	26.966	27.022	26.882	26.765	26.765	26.646	-1,2%
- Prepay	('000)	6.207	6.475	6.538	7.026	7.026	7.067	13,9%
Net adds	('000)	415	325	-77	371	1.033	-77	n.a.
- Contract	('000)	160	56	-140	-117	-42	-118	n.a.
- Prepay	('000)	255	268	63	488	1.074	41	-83,9%
Average monthly churn	(%)	3,1%	3,1%	3,4%	3,3%	3,2%	3,1%	0,0pp
- Contract	(%)	2,3%	2,2%	2,4%	2,5%	2,3%	2,2%	-0,1 pp
		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenues	(€ million)	4.137	3.918	3.758	3.658	15.471	3.814	-7,8%
Service revenue	(€ million)	3.570	3.415	3.233	3.119	13.337	3.280	-8,1%
Adj. EBITDA	(€ million)	1.061	1.176	1.089	935	4.261	1.008	-5,0%
Adj. EBITDA margin (total rev.)	(%)	25,6%	30,0%	29,0%	25,6%	27,5%	26,4%	0,8pp
Adj. EBITDA margin (ARPU rev.)	(%)	29,7%	34,4%	33,7%	30,0%	32,0%	30,7%	1,0pp
SAC per gross add	(€)	98	80	81	97	89	90	-8,2%
- Contract	(€)	162	139	141	187	158	157	-3,1%
- Prepay	(€)	14	12	9	8	10	17	21,4%
SRC per retained customer	(€)	48	37	40	58	46	61	27,1%
ARPU	(€)	36	34	32	31	33	32	-11,1%
- Contract	(€)	41	39	37	36	38	38	-7,3%
- Prepay	(€)	16	15	13	12	14	13	-18,8%
Non-Voice % of ARPU	(%)	20%	21%	22%	22%	21%	24%	4pp
MOU per customer	(min)	1.011	1.016	1.013	993	1.008	989	-2,2%
- Contract	(min)	1.135	1.153	1.160	1.144	1.148	1.142	0,6%
Cash Capex	(€ million)	865	785	552	464	2.666	481	-44,4%
Cash Contribution	(€ million)	196	391	537	471	1.595	527	n.a.
Adj. Cash Capex <sup>1</sup>	(€ million)	860	775	545	461	2.641	478	-44,4%
Adj. Cash Contribution <sup>1</sup>	(€ million)	201	401	544	474	1.620	530	n.a.

<sup>1</sup> Adjusted by excluding EUR 5 million in Q1/09, EUR 10 million in Q2/09, EUR 8 million in Q3/09, EUR 3 million in Q4/09 and EUR 3 million in Q1/10.  
For US-GAAP numbers please visit [www.t-mobile.com/company/investors](http://www.t-mobile.com/company/investors) to download the corresponding T-Mobile USA earnings release.

# USA.

## Operational in US-\$.

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Customers (end of period)	('000)	33.173	33.497	33.420	33.790	33.790	33.713	1,6%
- Contract	('000)	26.966	27.022	26.882	26.765	26.765	26.646	-1,2%
- Prepay	('000)	6.207	6.475	6.538	7.026	7.026	7.067	13,9%
Net adds	('000)	415	325	-77	371	1.033	-77	n.a.
- Contract	('000)	160	56	-140	-117	-42	-118	n.a.
- Prepay	('000)	255	268	63	488	1.074	41	-83,9%
Average monthly churn	(%)	3,1%	3,1%	3,4%	3,3%	3,2%	3,1%	0,0pp
- Contract	(%)	2,3%	2,2%	2,4%	2,5%	2,3%	2,2%	-0,1pp
		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	(USD million)	5.395	5.339	5.376	5.409	21.519	5.275	-2,2%
Service revenue	(USD million)	4.655	4.654	4.624	4.611	18.544	4.537	-2,5%
Adj. EBITDA <sup>2</sup>	(USD million)	1.384	1.602	1.558	1.382	5.926	1.395	0,8%
Adj. EBITDA margin (total rev.)	(USD million)	25,7%	30,0%	29,0%	25,6%	27,5%	26,4%	0,7pp
Adj. EBITDA margin (ARPU rev.)	(USD million)	29,7%	34,4%	33,7%	30,0%	32,0%	30,7%	1,0pp
SAC per gross add	(USD)	128	109	116	144	124	124	-3,1%
- Contract	(USD)	211	190	201	277	220	217	2,8%
- Prepay	(USD)	18	17	12	12	15	23	27,8%
SRC per retained customer	(USD)	63	50	58	86	64	84	33,3%
ARPU	(USD)	47	47	46	46	46	45	-4,3%
- Contract	(USD)	53	53	53	53	53	52	-1,9%
- Prepay	(USD)	21	21	19	18	20	18	-14,3%
Non-Voice % of ARPU	(%)	20%	21%	22%	22%	21%	24%	4pp
MOU per customer	(min)	1.011	1.016	1.013	993	1.008	989	-2,2%
- Contract	(min)	1.135	1.153	1.160	1.144	1.148	1.142	0,6%
Cash Capex	(USD million)	1.128	1.071	789	685	3.673	665	-41,0%
Cash Contribution	(USD million)	256	531	769	697	2.253	730	n.a.
Adj. Cash Capex <sup>1</sup>	(USD million)	1.121	1.057	779	680	3.637	661	-41,0%
Adj. Cash Contribution <sup>1</sup>	(USD million)	263	545	779	702	2.289	734	n.a.

<sup>1</sup> Adjusted by excluding microwave clearing costs of USD 7mn in Q1/09, USD 14mn in Q2/09, USD 10mn in Q3/09, USD 5mn in Q4/09, and USD 4 million in Q1/10.

For US-GAAP numbers please visit [www.t-mobile.com/company/investors](http://www.t-mobile.com/company/investors) to download the corresponding T-Mobile USA earnings release.

# Europe.

## Financials.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	2.436	2.573	2.552	2.473	10.034	2.412	-1,0%
Net revenue	2.307	2.433	2.405	2.341	9.486	2.264	-1,9%
Service Revenue <sup>1</sup>	2.032	2.141	2.123	2.049	8.345	1.984	-2,4%
Adj. EBITDA <sup>2</sup>	467	683	745	662	2.557	665	42,4%
Adj. EBITDA margin (total revenues)	19,2%	26,5%	29,2%	26,8%	25,5%	27,6%	8,4%p
Adj. EBITDA margin (ARPU revenues)	22,7%	31,6%	35,0%	32,1%	30,4%	33,5%	10,8%p
Adj. Depreciation and amortization	-444	-449	-389	-279	-1.561	-285	35,8%
Adj. Profit (loss) from operations = Adj. EBIT <sup>3</sup>	23	234	356	383	996	380	n.m.
Adj. Cash Capex	368	142	137	220	867	205	-44,3%
Adj. Cash Contribution	99	541	608	442	1.690	460	n.m.

## Reported.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
EBITDA	461	675	738	632	2.506	660	43,2%
EBITDA margin	18,9%	26,2%	28,9%	25,6%	25,0%	27,4%	8,5%p
Depreciation and amortization	-2.247	-449	-389	-326	-3.411	-285	87,3%
Profit (loss) from operations = EBIT	-1.786	226	349	306	-905	375	n.a.
Cash Capex	368	142	149	220	879	205	-44,3%
Cash Contribution	93	533	589	412	1.627	455	n.m.

<sup>1</sup> Definition of Service Revenues changed as of January 1st, 2010. Q1-Q4/09 Service Revenue and ARPU are adjusted retroactively.

<sup>2</sup> Special influences affecting EBITDA: EUR 6mn in Q1/09, EUR 8mn in Q2/09, EUR 7mn in Q3/09, EUR 30mn in Q4/09 and EUR 5mn in Q1/10.

<sup>3</sup> Special influences affecting EBIT: EUR 1.901mn in 2009 (thereof EUR 51mn resulting from EBITDA).



# Europe.

## Customer Summary.

'000	Q1/09	Q2/09	Q3/09	Q4/09	Q1/10	Delta q.o.q.		Delta y.o.y.	
						abs.	%	abs.	%
United Kingdom <sup>1</sup>	16.675	16.588	16.608	17.178	17.175	-3	0,0%	500	3,0%
Austria <sup>2</sup>	3.418	3.402	3.387	3.446	3.626	181	5,2%	209	6,1%
Czech Republic	5.411	5.433	5.458	5.464	5.449	-16	-0,3%	38	0,7%
Netherlands <sup>3</sup>	5.235	5.423	5.474	4.592	4.392	-200	-4,4%	-844	-16,1%
PTC	13.287	13.409	13.482	13.500	13.361	-138	-1,0%	74	0,6%
Total	44.026	44.255	44.409	44.179	44.003	-176	-0,4%	-23	-0,1%
Contract	17.633	17.841	17.934	18.119	18.282	163	0,9%	649	3,7%
% of total	40,1%	40,3%	40,4%	41,0%	41,5%	0	1,2%	0	3,5%

1 Incl. Virgin Mobile.

2 Effective from January 1st, 2010 the tele.ring period of inactivity was extended from 901 days to 180 days, in line with the deregistration rule for prepay customers of the T-Mobile Austria brand.

3 Lower prepaid subscriber base due to controlled deregistration of inactive prepay sim cards in Q4/09 subsequent to Orange subscriber migration.

# Europe.

## T-Mobile UK.

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Customers (end of period) <sup>1</sup>	('000)	16.675	16.588	16.608	17.178	17.178	17.175	3,0%
- Contract	('000)	4.109	4.109	4.070	4.071	4.071	4.072	-0,9%
- Prepay <sup>1</sup>	('000)	12.566	12.479	12.538	13.108	13.108	13.103	4,3%
Net adds <sup>1</sup>	('000)	-111	-87	20	571	393	-3	97,3%
- Contract	('000)	53	1	-40	1	15	1	-98,1%
- Prepay <sup>1</sup>	('000)	-163	-87	59	570	378	-5	96,9%
Average monthly churn	(%)	3,0%	2,9%	2,5%	2,0%	2,6%	2,5%	-0,5%p
- Contract	(%)	2,4%	2,0%	2,1%	1,9%	2,1%	2,0%	-0,4%p
		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	(€ million)	836	886	853	815	3.390	783	-6,3%
Service revenue	(€ million)	760	811	779	730	3.080	705	-7,2%
Adj. EBITDA <sup>2</sup>	(€ million)	113	153	181	164	611	167	47,8%
Adj. EBITDA margin (total rev.)	(%)	13,5%	17,3%	21,2%	20,1%	18,0%	21,3%	7,8%p
Adj. EBITDA margin (service rev.)	(%)	14,9%	18,9%	23,2%	22,5%	19,8%	23,7%	8,8%p
SAC per gross add	(€)	82	77	61	44	65	58	-29,3%
- Contract	(€)	175	182	156	127	161	160	-8,6%
- Prepay	(€)	40	42	33	25	34	22	-45,0%
SRC per retained customer	(€)	170	167	161	148	162	175	2,9%
ARPU	(€)	21	22	21	20	21	18	-14,3%
- Contract	(€)	45	48	47	44	46	43	-4,4%
- Prepay	(€)	9	9	8	8	8	7	-22,2%
Non-Voice % of ARPU	(%)	24%	24%	25%	27%	25%	27%	3%p
MOU per customer	(min)	192	185	182	180	185	171	-10,9%
- Contract	(min)	405	389	387	395	394	394	-2,7%
Cash Capex	(€ million)	128	33	38	77	276	61	-52,3%
Cash Contribution <sup>3</sup>	(€ million)	-15	120	143	87	335	106	n.a.

<sup>1</sup> Including Virgin Mobile.

<sup>2</sup> Special influences affecting EBITDA: EUR 3mn in Q2/09, EUR 1mn in Q3/09, EUR 5mn in Q4/09 and EUR 5 mn in Q1/10 (FY09 sum: EUR 10 million - due to roundings).

# Europe.

## T-Mobile UK in GBP.

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Customers (end of period) <sup>1</sup>	('000)	16.675	16.588	16.608	17.178	17.178	17.175	3,0%
- Contract	('000)	4.109	4.109	4.070	4.071	4.071	4.072	-0,9%
- Prepay <sup>1</sup>	('000)	12.566	12.479	12.538	13.108	13.108	13.103	4,3%
Net adds <sup>1</sup>	('000)	-111	-87	20	571	393	-3	97,3%
- Contract	('000)	53	1	-40	1	15	1	-98,1%
- Prepay <sup>1</sup>	('000)	-163	-87	59	570	378	-5	96,9%
Average monthly churn	(%)	3,0%	2,9%	2,5%	2,0%	2,6%	2,5%	-0,5%p
- Contract	(%)	2,4%	2,0%	2,1%	1,9%	2,1%	2,0%	-0,4%p
		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	(GBP million)	760	779	744	737	3.020	695	-8,6%
Service revenue	(GBP million)	691	712	680	661	2.744	626	-9,4%
Adj. EBITDA <sup>2</sup>	(GBP million)	103	134	159	148	544	148	43,7%
Adj. EBITDA margin (total rev.)	(GBP million)	13,5%	17,3%	21,4%	20,1%	18,0%	21,3%	7,8%p
Adj. EBITDA margin (service rev.)	(GBP million)	14,8%	18,9%	23,4%	22,4%	19,8%	23,6%	8,8%p
SAC per gross add	(GBP)	74	68	53	40	58	51	-31,1%
- Contract	(GBP)	159	160	136	115	144	142	-10,7%
- Prepay	(GBP)	36	37	29	23	30	20	-44,4%
SRC per retained customer	(GBP)	155	146	140	134	144	155	0,0%
ARPU	(GBP)	19	20	19	18	19	16	-15,8%
- Contract	(GBP)	41	42	41	40	41	39	-4,9%
- Prepay	(GBP)	8	8	7	7	7	6	-25,0%
Non-Voice % of ARPU	(%)	24%	24%	25%	27%	25%	27%	3%p
MOU per customer	(min)	192	185	182	180	185	171	-10,9%
- Contract	(min)	405	389	387	395	394	394	-2,7%
Cash Capex	(GBP million)	116	29	33	70	248	54	-53,4%
Cash Contribution <sup>3</sup>	(GBP million)	-13	105	126	78	296	94	n.a.

<sup>1</sup> Including Virgin Mobile.

<sup>2</sup> Special influences affecting EBITDA: GBP 3mn in Q2/09, GBP 1mn in Q3/09, GBP 5mn in Q4/09 and GBP 4mn in Q1/10.

# Europe.

## T-Mobile Netherlands.

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Customers (end of period) <sup>1</sup>	('000)	5.235	5.423	5.474	4.592	4.592	4.392	-16,1%
- Contract	('000)	2.313	2.359	2.384	2.406	2.406	2.460	6,4%
- Prepay <sup>1</sup>	('000)	2.922	3.064	3.090	2.186	2.186	1.932	-33,9%
Net adds <sup>1</sup>	('000)	-74	188	51	-883	-717	-200	n.m.
- Contract	('000)	53	46	26	21	146	54	1,9%
- Prepay <sup>1</sup>	('000)	-127	142	26	-904	-864	-254	-100,0%
Average monthly churn <sup>1</sup>	(%)	3,4%	1,8%	2,3%	7,9%	3,8%	3,9%	0,5%p
- Contract	(%)	1,5%	1,4%	1,6%	1,5%	1,5%	1,3%	-0,2%p
		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	(€ million)	444	465	452	446	1.807	442	-0,5%
Service revenue <sup>2</sup>	(€ million)	350	370	368	370	1.458	367	4,9%
Adj. EBITDA <sup>3</sup>	(€ million)	64	103	128	135	430	102	59,4%
Adj. EBITDA margin (total rev.)	(%)	14,4%	22,2%	28,3%	30,3%	23,8%	23,1%	8,7%p
Adj. EBITDA margin (service rev.)	(%)	18,3%	27,8%	34,8%	36,5%	29,5%	27,8%	9,5%p
SAC per gross add	(€)	133	109	114	125	120	137	3,0%
- Contract	(€)	314	270	279	257	281	263	-16,2%
- Prepay	(€)	36	33	19	23	29	22	-38,9%
SRC per retained customer	(€)	188	163	158	138	163	168	-10,6%
ARPU	(€)	22	23	22	24	23	27	22,7%
- Contract	(€)	43	45	44	44	44	44	2,3%
- Prepay	(€)	6	6	6	6	6	7	16,7%
Non-Voice % of ARPU	(%)	26%	26%	26%	25%	26%	27%	1%p
MOU per customer	(min)	108	109	108	122	111	141	30,6%
- Contract	(min)	221	221	217	234	224	239	8,1%
Cash Capex	(€ million)	76	9	23	49	157	14	-81,6%
Cash Contribution	(€ million)	-12	94	105	86	273	88	n.a.

<sup>1</sup> Lower prepaid subscriber base due to controlled deregistration of inactive prepaid SIM cards in Q4/09 subsequent to Orange subscriber migration.

<sup>2</sup> Definition of Service Revenues changed as of January 1st, 2010. Q1-Q4/09 Service Revenue and ARPU are adjusted retroactively.

<sup>3</sup> Special influences affecting EBITDA: EUR 6mn in Q1/09, EUR 5mn in Q2/09, EUR 6mn in Q3/09 and EUR 24mn in Q4/09.

# Europe.

## PTC (Poland).

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Customers (end of period)	('000)	13.287	13.409	13.482	13.500	13.500	13.361	0,6%
- Contract	('000)	6.363	6.477	6.577	6.656	6.656	6.722	5,6%
- Prepay	('000)	6.924	6.932	6.906	6.844	6.844	6.639	-4,1%
Net adds	('000)	14	122	73	17	226	-138	n.a.
- Contract	('000)	198	114	99	79	491	66	-66,7%
- Prepay	('000)	-184	8	-26	-62	-264	-204	-10,9%
Average monthly churn	(%)	2,8%	2,6%	2,6%	2,9%	2,7%	2,9%	0,1%p
- Contract	(%)	0,6%	0,7%	0,8%	1,0%	0,8%	1,0%	0,4%p

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	(€ million)	416	440	450	451	1.757	441	6,0%
Service revenue <sup>1</sup>	(€ million)	404	419	430	430	1.683	417	3,2%
Adj. EBITDA	(€ million)	110	170	175	161	616	169	53,6%
Adj. EBITDA margin (total rev.)	(%)	26,4%	38,6%	38,9%	35,7%	35,1%	38,3%	11,9%p
Adj. EBITDA margin (service rev.)	(%)	27,2%	40,6%	40,7%	37,4%	36,6%	40,5%	13,3%p
SAC per gross add	(€)	24	15	19	22	20	21	-12,5%
- Contract	(€)	96	74	87	86	86	85	-11,5%
- Prepay	(€)	3	2	3	3	2	1	-66,7%
SRC per retained customer	(€)	114	71	81	71	84	66	-42,1%
ARPU	(€)	10	10	11	11	10	10	0,0%
- Contract	(€)	17	17	17	17	17	17	0,0%
- Prepay	(€)	4	4	4	4	4	4	0,0%
Non-Voice % of ARPU	(%)	22%	25%	23%	26%	24%	25%	3%p
MOU per customer	(min)	116	124	124	126	122	125	7,8%
- Contract	(min)	192	200	198	201	198	200	4,2%
Cash Capex	(€ million)	90	55	49	45	239	57	-36,7%
Cash Contribution	(€ million)	20	115	126	116	377	112	n.m.

<sup>1</sup> Definition of Service Revenues changed as of January 1st, 2010. Q1-Q4/09 Service Revenue and ARPU are adjusted retroactively.

# Europe.

## PTC (Poland) in PLN.

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Customers (end of period)	('000)	13.287	13.409	13.482	13.500	13.500	13.361	0,6%
- Contract	('000)	6.363	6.477	6.577	6.656	6.656	6.722	5,6%
- Prepay	('000)	6.924	6.932	6.906	6.844	6.844	6.639	-4,1%
Net adds	('000)	14	122	73	17	226	-138	n.a.
- Contract	('000)	198	114	99	79	491	66	-66,7%
- Prepay	('000)	-184	8	-26	-62	-264	-204	-10,9%
Average monthly churn	(%)	2,8%	2,6%	2,6%	2,9%	2,7%	2,9%	0,1%p
- Contract	(%)	0,6%	0,7%	0,8%	1,0%	0,8%	1,0%	0,4%p
		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	(PLN million)	1.873	1.958	1.889	1.882	7.602	1.756	-6,2%
Service revenue <sup>1</sup>	(PLN million)	1.821	1.864	1.804	1.791	7.280	1.660	-8,8%
Adj. EBITDA	(PLN million)	494	758	735	674	2.661	674	36,4%
Adj. EBITDA margin (total rev.)	(PLN million)	26,4%	38,7%	38,9%	35,8%	35,0%	38,4%	12,0%p
Adj. EBITDA margin (service rev.)	(PLN million)	27,1%	40,7%	40,3%	37,3%	36,6%	40,6%	13,5%p
SAC per gross add	(PLN)	107	66	82	92	87	82	-23,4%
- Contract	(PLN)	431	327	364	361	373	337	-21,8%
- Prepay	(PLN)	13	8	11	11	10	6	-53,8%
SRC per retained customer	(PLN)	513	315	340	296	362	265	-48,3%
ARPU	(PLN)	46	47	45	44	45	41	-10,9%
- Contract	(PLN)	77	76	73	71	74	67	-13,0%
- Prepay	(PLN)	18	19	18	18	19	15	-16,7%
Non-Voice % of ARPU	(%)	22%	25%	23%	26%	24%	25%	3%p
MOU per customer	(min)	116	124	124	126	122	125	7,8%
- Contract	(min)	192	200	198	201	198	200	4,2%
Cash Capex	(PLN million)	404	246	205	186	1.041	226	-44,1%
Cash Contribution <sup>1</sup>	(PLN million)	90	512	530	488	1.620	448	n.m.

<sup>1</sup> Definition of Service Revenues changed as of January 1st, 2010. Q1-Q4/09 Service Revenue and ARPU are adjusted retroactively.

# Europe.

## T-Mobile Czech Republic.

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Customers (end of period)	('000)	5.411	5.433	5.458	5.464	5.464	5.449	0,7%
- Contract	('000)	2.544	2.599	2.630	2.660	2.660	2.700	6,1%
- Prepay	('000)	2.867	2.834	2.828	2.804	2.804	2.748	-4,2%
Net adds	('000)	-11	22	25	6	43	-7	36,4%
- Contract	('000)	45	55	32	30	161	48	6,7%
- Prepay	('000)	-55	-33	-6	-24	-119	-56	-1,8%
Average monthly churn	(%)	1,5%	1,2%	1,3%	1,5%	1,4%	1,3%	-0,2%p
- Contract	(%)	0,6%	0,4%	0,5%	0,5%	0,5%	0,4%	-0,2%p
		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	(€ million)	275	310	313	293	1.191	279	1,5%
Service revenue	(€ million)	265	300	300	277	1.142	262	-1,1%
Adj. EBITDA	(€ million)	127	181	165	141	614	135	6,3%
Adj. EBITDA margin (total rev.)	(%)	46,2%	58,4%	52,7%	48,1%	51,6%	48,4%	2,2%p
Adj. EBITDA margin (service rev.)	(%)	47,9%	60,3%	55,0%	50,9%	53,8%	51,5%	3,6%p
SAC per gross add	(€)	27	35	28	30	30	34	25,9%
- Contract	(€)	71	89	76	78	78	78	9,9%
- Prepay	(€)	1	2	0	1	1	1	0,0%
SRC per retained customer	(€)	32	35	8	18	24	25	-21,9%
ARPU	(€)	16	18	18	17	18	16	0,0%
- Contract	(€)	27	30	30	27	29	26	-3,7%
- Prepay	(€)	7	8	7	7	7	6	-14,3%
Non-Voice % of ARPU	(%)	23%	21%	23%	23%	23%	23%	0%p
MOU per customer	(min)	105	114	114	119	113	117	11,4%
- Contract	(min)	176	192	190	198	189	197	11,9%
Cash Capex	(€ million)	27	20	15	37	99	44	63,0%
Cash Contribution	(€ million)	100	161	150	104	515	91	-9,0%

# Europe.

## T-Mobile Czech Republic in CZK.

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Customers (end of period)	('000)	5.411	5.433	5.458	5.464	5.464	5.449	0,7%
- Contract	('000)	2.544	2.599	2.630	2.660	2.660	2.700	6,1%
- Prepay	('000)	2.867	2.834	2.828	2.804	2.804	2.748	-4,2%
Net adds	('000)	-11	22	25	6	43	-7	36,4%
- Contract	('000)	45	55	32	30	161	48	6,7%
- Prepay <sup>1</sup>	('000)	-55	-33	-6	-24	-119	-56	-1,8%
Average monthly churn	(%)	1,5%	1,2%	1,3%	1,5%	1,4%	1,3%	-0,2%p
- Contract	(%)	0,6%	0,4%	0,5%	0,5%	0,5%	0,4%	-0,2%p

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	(CZK million)	7.594	8.283	8.009	7.585	31.472	7.216	-5,0%
Service revenue	(CZK million)	7.323	7.993	7.691	7.188	30.196	6.777	-7,5%
Adj. EBITDA	(CZK million)	3.518	4.834	4.218	3.648	16.219	3.489	-0,8%
Adj. EBITDA margin (total rev.)	(CZK million)	46,3%	58,4%	52,7%	48,1%	51,5%	48,3%	2,0%p
Adj. EBITDA margin (service rev.)	(CZK million)	48,0%	60,5%	54,8%	50,8%	53,7%	51,5%	3,5%p
SAC per gross add	(CZK)	746	936	724	778	794	881	18,1%
- Contract	(CZK)	1.949	2.381	1.936	2.018	2.068	2024	3,8%
- Prepay	(CZK)	29	51	6	35	30	36	24,1%
SRC per retained customer	(CZK)	890	929	207	463	655	651	-26,9%
ARPU	(CZK)	452	492	471	440	464	415	-8,2%
- Contract	(CZK)	754	807	779	710	762	672	-10,9%
- Prepay	(CZK)	188	207	186	184	191	167	-11,2%
Non-Voice % of ARPU	(%)	23%	21%	23%	23%	23%	23%	0%p
MOU per customer	(min)	105	114	114	119	113	117	11,4%
- Contract	(min)	176	192	190	198	189	197	11,9%
Cash Capex	(CZK million)	754	522	395	945	2.616	1.131	50,0%
Cash Contribution	(CZK million)	2.764	4.312	3.823	2.703	13.603	2.358	-14,7%



# Europe.

## T-Mobile Austria.

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Customers (end of period)	('000)	3.418	3.402	3.387	3.446	3.446	3.626	6,1%
- Contract	('000)	2.305	2.297	2.273	2.326	2.326	2.328	1,0%
- Prepay	('000)	1.113	1.105	1.114	1.119	1.119	1.298	16,6%
Net adds	('000)	16	-16	-15	59	43	27	68,8%
- Contract	('000)	35	-8	-24	53	56	1	-97,1%
- Prepay <sup>1</sup>	('000)	-19	-8	8	6	-13	26	n.a.
Average monthly churn	(%)	1,9%	1,8%	1,8%	1,9%	1,8%	1,8%	-0,1%p
- Contract	(%)	1,0%	1,0%	1,1%	1,0%	1,1%	1,3%	0,3%p

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	(€ million)	267	255	260	256	1.038	248	-7,1%
Service revenue	(€ million)	256	245	247	241	989	235	-8,2%
Adj. EBITDA	(€ million)	53	70	82	78	283	83	56,6%
Adj. EBITDA margin (total rev.)	(%)	19,9%	27,5%	31,5%	30,5%	27,3%	33,5%	13,6%p
Adj. EBITDA margin (service rev.)	(%)	20,7%	28,6%	33,2%	32,4%	28,6%	35,3%	14,6%p
SAC per gross add	(€)	109	78	59	83	84	100	-8,3%
- Contract	(€)	205	183	145	145	169	192	-6,3%
- Prepay	(€)	2	5	5	8	5	4	100,0%
SRC per retained customer	(€)	108	99	79	65	87	81	-25,0%
ARPU	(€)	25	24	24	24	24	22	-12,0%
- Contract	(€)	33	32	32	31	32	30	-9,1%
- Prepay	(€)	8	8	7	7	8	6	-25,0%
Non-Voice % of ARPU	(%)	27%	27%	27%	29%	27%	31%	4%p
MOU per customer	(min)	239	236	228	245	237	228	-4,6%
- Contract	(min)	323	316	305	328	318	320	-0,9%
Cash Capex	(€ million)	45	22	20	8	95	27	-40,0%
Cash Contribution	(€ million)	8	48	62	70	188	56	n.m.

<sup>1</sup> Effective from January 1st, 2010 the tele.ring period of inactivity was extended from 901 days to 180 days, in line with the deregistration rule for prepay customers of the T-Mobile Austria brand.

# Southern and Eastern Europe.

## Financials (adjusted).

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	1.964	2.516	2.616	2.589	9.685	2.387	21,5%
Net revenue	1.929	2.472	2.564	2.545	9.510	2.349	21,8%
Adj. EBITDA	799	1.002	1.089	936	3.826	925	15,8%
Adj. EBITDA margin	40,7%	39,8%	41,6%	36,2%	39,5%	38,8%	-1,9%p
Adj. EBIT (profit from operations)	323	403	480	373	1.579	352	9,0%
Adj. Cash Contribution	419	619	676	502	2.216	562	34,1%

## Financials (unadjusted).

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
EBITDA	980	844	1.082	878	3.784	877	-10,5%
EBITDA margin	49,9%	33,5%	41,4%	33,9%	39,1%	36,7%	-13,2%p
Depreciation, amortization and impairment losses	-476	-607	-620	-1.044	-2.747	-573	n.a.
EBIT (profit from operations)	504	237	462	-166	1.037	304	-39,7%
Cash Capex	380	383	413	434	1.610	363	-4,5%
Cash Contribution	600	461	669	444	2.174	518	-13,7%

# Greece.

## Financials.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	655	1.058	1.087	1.099	3.899	997	52,2%
of which fixed network	411	622	627	651	2.311	592	44,0%
of which mobile network	286	506	532	522	1.846	464	62,2%
Adj. EBITDA	239	383	413	412	1.447	376	57,3%
of which fixed network	126	194	186	214	720	189	50,0%
of which mobile network	99	178	213	184	674	172	73,7%
Adj. EBITDA margin (total rev.)	36,5%	36,2%	38,0%	37,5%	37,1%	37,7%	1,2%p
of which fixed network	30,7%	31,2%	29,7%	32,9%	31,2%	31,9%	1,2%p
of which mobile network	34,6%	35,2%	40,0%	35,2%	36,5%	37,1%	2,5%p
Cash Capex	80	100	131	155	466	101	26,3%
of which fixed network	45	65	84	89	283	48	6,7%
of which mobile network	33	31	44	62	170	50	51,5%
Cash Contribution	159	283	282	257	981	275	73,0%
of which fixed network	81	129	102	125	437	141	74,1%
of which mobile network	66	147	169	122	504	122	84,8%

# Greece.

## Operational.

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
<b>Fixed Network</b>								
fixed network access lines	('000)	4.490	4.407	4.349	4.228	4.228	4.095	-8,8%
broadband access lines retail	('000)	938	969	1.006	1.060	1.060	1.093	16,5%
IPTV <sup>1</sup>	('000)	2	4	10	16	16	23	n.m.
Resale/ IP-BSA	('000)	76	66	60	53	53	47	-38,2%
ULLs	('000)	677	773	834	938	938	1.056	56,0%
IP-BSA SA	('000)	0	0	0	0	0	0	—
<b>Mobile</b>								
Customers (end of period) <sup>2</sup>	('000)	8.412	8.793	9.064	9.218	9.218	8.813	4,8%
- Contract	('000)	2.241	2.272	2.260	2.285	2.285	2.306	2,9%
- Prepay	('000)	6.171	6.521	6.804	6.933	6.933	6.507	5,4%
Net adds	('000)	386	381	271	154	1.192	-404	n.a.
- Contract	('000)	15	31	-12	25	59	21	40,0%
- Prepay	('000)	371	350	283	129	1.133	-425	n.a.
Average monthly churn	(%)	2,9%	3,1%	3,3%	3,3%	3,2%	3,5%	0,6%p
- Contract	(%)	1,9%	1,9%	2,2%	2,0%	2,0%	2,1%	0,2%p
SAC per gross add	(€)	15	18	15	18	17	35	n.m.
- Contract	(€)	117	97	102	102	103	106	-9,4%
- Prepay	(€)	1	6	3	3	4	3	n.m.
SRC per retained customer	(€)	101	101	90	94	97	72	-28,7%
ARPU	(€)	16	17	17	15	16	14	-12,5%
- Contract	(€)	41	45	47	43	44	40	-2,4%
- Prepay	(€)	6	6	6	6	6	6	0,0%
Non-Voice % of ARPU	(%)	14%	15%	15%	9%	13%	15%	1%p
MOU per customer	(min)	190	205	207	203	203	211	11,1%
- Contract	(min)	277	297	300	289	292	280	1,1%

1 incl. VoD

2 One mobile communications card corresponds to one customer.

# Hungary.

## Financials.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	391	412	437	442	1.682	402	2,8%
of which fixed network	184	187	196	195	762	182	-1,1%
of which mobile network	218	235	253	254	960	230	5,5%
Adj. EBITDA	164	169	189	153	675	162	-1,2%
of which fixed network	80	77	79	70	306	70	-12,5%
of which mobile network	95	104	118	99	416	104	9,5%
Adj. EBITDA margin (total rev.)	41,9%	41,0%	43,2%	34,6%	40,1%	40,3%	-1,6%p
of which fixed network	43,5%	41,2%	40,3%	35,9%	40,2%	38,5%	-5,0%p
of which mobile network	43,6%	44,3%	46,6%	39,0%	43,3%	45,2%	1,6%p
Cash Capex	88	88	63	60	299	65	-26,1%
of which fixed network	56	51	36	44	187	43	-23,2%
of which mobile network	30	36	19	10	95	19	-36,7%
Cash Contribution	76	81	126	93	376	97	27,6%
of which fixed network	24	26	43	26	119	27	12,5%
of which mobile network	65	68	99	89	321	85	30,8%

# Hungary.

## Operational.

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
<b>Fixed Network</b>								
fixed network access lines	('000)	1.966	1.918	1.870	1.821	1.821	1.771	-9,9%
broadband access lines retail	('000)	585	596	608	628	628	648	10,8%
IPTV <sup>1</sup>	('000)	38	44	53	68	68	79	n.m.
Resale/ IP-BSA	('000)	173	163	152	142	142	130	-24,9%
ULLs	('000)	13	14	15	17	17	18	38,5%
IP-BSA SA	('000)	16	17	18	19	19	20	25,0%
<b>Mobile</b>								
Customers (end of period) <sup>2</sup>	('000)	5.347	5.256	5.207	5.120	5.120	5.120	-4,2%
- Contract	('000)	2.109	2.144	2.203	2.305	2.305	2.350	11,4%
- Prepay	('000)	3.239	3.112	3.004	2.815	2.815	2.771	-14,4%
Net adds	('000)	-14	-91	-49	-87	-242	1	n.a.
- Contract	('000)	42	35	59	102	239	45	7,1%
- Prepay	('000)	-57	-127	-108	-189	-481	-44	n.a.
Average monthly churn	(%)	1,6%	2,0%	1,9%	2,8%	2,1%	1,5%	-0,1%p
- Contract	(%)	1,1%	1,1%	1,0%	1,0%	1,1%	1,2%	0,1%p
SAC per gross add	(€)	27	27	27	31	28	28	3,7%
- Contract	(€)	54	54	53	55	54	53	-1,9%
- Prepay	(€)	5	8	6	11	8	5	0,0%
SRC per retained customer	(€)	64	67	64	68	66	70	9,4%
ARPU	(€)	12	13	14	14	14	13	8,3%
- Contract	(€)	23	24	26	25	25	23	0,0%
- Prepay	(€)	5	6	7	7	6	6	20,0%
Non-Voice % of ARPU	(%)	19%	18%	19%	22%	19%	20%	1%p
MOU per customer	(min)	147	156	157	162	155	160	8,8%
- Contract	(min)	279	288	281	282	282	270	-3,2%

1 incl. VoD

2 One mobile communications card corresponds to one customer.

# Slovakia.

## Financials.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	244	246	244	240	974	230	-5,7%
of which fixed network	113	111	112	113	449	113	0,0%
of which mobile network	140	141	140	135	556	124	-11,4%
Adj. EBITDA	112	120	118	89	439	107	-4,5%
of which fixed network	44	51	47	40	182	48	9,1%
of which mobile network	68	69	71	49	257	59	-13,2%
Adj. EBITDA margin (total rev.)	45,9%	48,8%	48,4%	37,1%	45,1%	46,5%	0,6%p
of which fixed network	38,9%	45,9%	42,0%	35,4%	40,5%	42,5%	3,6%p
of which mobile network	48,6%	48,9%	50,7%	36,3%	46,2%	47,6%	-1,0%p
Cash Capex	65	26	42	37	170	54	-16,9%
of which fixed network	33	20	21	21	95	26	-21,2%
of which mobile network	32	6	21	16	75	28	-12,5%
Cash Contribution	47	94	76	52	269	53	12,8%
of which fixed network	11	31	26	19	87	22	100,0%
of which mobile network	36	63	50	33	182	31	-13,9%

# Slovakia.

## Operational.

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
<b>Fixed Network</b>								
fixed network access lines	('000)	1.123	1.114	1.104	1.101	1.101	1.093	-2,7%
broadband access lines retail	('000)	330	337	345	362	362	378	14,5%
IPTV <sup>1</sup>	('000)	42	47	53	62	62	68	61,9%
Resale/ IP-BSA	('000)	15	15	15	15	15	15	0,0%
ULLs	('000)	0	0	0	0	0	0	—
IP-BSA SA	('000)	11	12	12	14	14	15	36,4%
<b>Mobile</b>								
Customers (end of period) <sup>2</sup>	('000)	2.331	2.323	2.301	2.376	2.376	2.399	2,9%
- Contract	('000)	1.370	1.386	1.380	1.394	1.394	1.390	1,5%
- Prepay	('000)	961	938	921	982	982	1.009	5,0%
Net adds	('000)	-16	-8	-22	75	29	23	n.a.
- Contract	('000)	11	15	-5	13	35	-4	n.a.
- Prepay	('000)	-27	-24	-17	61	-6	27	n.a.
Average monthly churn	(%)	1,4%	1,2%	1,5%	1,5%	1,4%	1,8%	0,4%p
- Contract	(%)	1,1%	0,8%	1,0%	1,2%	1,0%	1,1%	0,0%p
SAC per gross add	(€)	53	43	40	25	37	22	-58,5%
- Contract	(€)	119	103	88	100	102	97	-18,5%
- Prepay	(€)	1	1	3	1	1	1	0,0%
SRC per retained customer	(€)	85	91	78	89	86	89	4,7%
ARPU	(€)	19	19	19	18	19	16	-15,8%
- Contract	(€)	28	28	28	26	27	24	-14,3%
- Prepay	(€)	6	6	6	6	6	5	-16,7%
Non-Voice % of ARPU	(%)	21%	19%	19%	20%	20%	20%	-1%p
MOU per customer	(min)	113	128	125	130	124	123	8,8%
- Contract	(min)	171	191	184	191	184	187	9,4%

1 incl. VoD

2 One mobile communications card corresponds to one customer.



# Croatia.

## Financials.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	278	292	315	276	1.161	267	-4,0%
of which fixed network	170	169	178	170	687	162	-4,7%
of which mobile network	134	139	166	132	571	118	-11,9%
Adj. EBITDA	128	133	153	111	525	113	-11,7%
of which fixed network	71	69	67	68	275	66	-7,0%
of which mobile network	57	64	87	43	251	47	-17,5%
Adj. EBITDA margin (total rev.)	46,0%	45,5%	48,6%	40,2%	45,2%	42,3%	-3,7%p
of which fixed network	41,8%	40,8%	37,6%	40,0%	40,0%	40,7%	-1,1%p
of which mobile network	42,5%	46,0%	52,4%	32,6%	44,0%	39,8%	-2,7%p
Cash Capex	68	35	62	53	218	40	-41,2%
of which fixed network	50	25	45	42	162	29	-42,0%
of which mobile network	18	10	17	11	56	11	-38,9%
Cash Contribution	60	98	91	58	307	73	21,7%
of which fixed network	21	44	22	26	113	37	76,2%
of which mobile network	39	54	70	32	195	36	-7,7%

# Croatia.

## Operational.

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
<b>Fixed Network</b>								
fixed network access lines	('000)	1.531	1.513	1.497	1.484	1.484	1.462	-4,5%
broadband access lines retail	('000)	493	510	527	555	555	573	16,2%
IPTV <sup>1</sup>	('000)	151	171	189	236	236	251	66,2%
Resale/ IP-BSA	('000)	0	0	0	0	0	0	–
ULLs	('000)	102	111	116	123	123	131	28,4%
IP-BSA SA	('000)	0	0	0	0	0	0	–
<b>Mobile</b>								
Customers (end of period) <sup>2</sup>	('000)	2.781	2.867	2.885	2.859	2.859	2.798	0,6%
- Contract	('000)	843	875	897	920	920	944	12,0%
- Prepay	('000)	1.937	1.992	1.987	1.939	1.939	1.854	-4,3%
Net adds	('000)	91	86	17	-26	169	-61	n.a.
- Contract	('000)	33	32	22	23	109	24	-27,3%
- Prepay	('000)	58	54	-5	-48	59	-85	n.a.
Average monthly churn	(%)	1,5%	1,6%	2,0%	2,3%	1,9%	2,4%	0,9%p
- Contract	(%)	0,7%	0,7%	0,8%	1,0%	0,8%	1,0%	0,3%p
SAC per gross add	(€)	30	25	23	30	27	28	-6,7%
- Contract	(€)	103	85	86	90	91	78	-24,3%
- Prepay	(€)	15	14	10	15	13	12	-20,0%
SRC per retained customer	(€)	98	98	94	105	99	82	-16,3%
ARPU	(€)	14	15	17	12	15	12	-14,3%
- Contract	(€)	31	33	40	26	32	25	-19,4%
- Prepay	(€)	7	7	8	6	7	6	-14,3%
Non-Voice % of ARPU	(%)	24%	22%	28%	22%	24%	24%	0%p
MOU per customer	(min)	105	114	115	114	112	104	-1,0%
- Contract	(min)	242	251	244	235	243	216	-10,7%

1 incl. VoD

2 One mobile communications card corresponds to one customer.

# Romania.

## Financials.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	204	295	296	309	1.104	291	42,6%
of which fixed network	134	208	195	194	731	184	37,3%
of which mobile network	77	96	109	122	404	114	48,1%
Adj. EBITDA	67	72	88	66	293	72	7,5%
of which fixed network	54	58	66	55	233	58	7,4%
of which mobile network	13	14	23	10	60	14	7,7%
Adj. EBITDA margin (total rev.)	32,8%	24,4%	29,7%	21,4%	26,5%	24,7%	-8,1%p
of which fixed network	40,3%	27,9%	33,8%	28,4%	31,9%	31,5%	-8,8%p
of which mobile network	16,9%	14,6%	21,1%	8,2%	14,9%	12,3%	-4,6%p
Cash Capex	46	94	75	79	294	60	30,4%
of which fixed network	29	43	52	44	168	40	37,9%
of which mobile network	17	51	23	35	126	20	17,6%
Cash Contribution	21	-22	13	-13	-1	12	-42,9%
of which fixed network	25	15	14	11	65	18	-28,0%
of which mobile network	-4	-37	0	-25	-66	-6	n.a.

# Romania.

## Operational.

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
<b>Fixed Network</b>								
fixed network access lines	('000)	2.971	2.896	2.832	2.776	2.776	2.721	-8,4%
broadband access lines retail	('000)	701	725	750	776	776	808	15,3%
IPTV <sup>1</sup>	('000)	0	0	0	0	0	4	–
Resale/ IP-BSA	('000)	0	0	0	0	0	0	–
ULLs	('000)	1	1	1	1	1	1	0,0%
IP-BSA SA	('000)	0	0	0	0	0	0	–
<b>Mobile</b>								
Customers (end of period) <sup>2</sup>	('000)	6.106	6.330	6.599	7.280	7.280	7.155	17,2%
- Contract	('000)	1.220	1.265	1.312	1.535	1.535	1.516	24,3%
- Prepay	('000)	4.886	5.065	5.288	5.745	5.745	5.639	15,4%
Net adds	('000)	117	224	269	681	1.291	-126	n.a.
- Contract	('000)	58	45	46	223	373	-19	n.a.
- Prepay	('000)	58	179	223	458	917	-106	n.a.
Average monthly churn	(%)	4,0%	3,5%	3,6%	4,4%	3,8%	4,0%	0,0%p
- Contract	(%)	2,1%	2,2%	1,7%	2,5%	2,1%	2,3%	0,2%p
SAC per gross add	(€)	18	12	12	10	13	8	-55,6%
- Contract	(€)	90	79	99	110	94	72	-20,0%
- Prepay	(€)	1	1	1	1	1	0	-100,0%
SRC per retained customer	(€)	28	11	18	12	14	16	-42,9%
ARPU	(€)	5	5	5	5	5	4	-20,0%
- Contract	(€)	14	14	14	14	14	12	-14,3%
- Prepay	(€)	3	3	2	3	3	2	-33,3%
Non-Voice % of ARPU	(%)	5%	5%	5%	5%	5%	5%	0%p
MOU per customer	(min)	180	185	199	204	194	207	15,0%
- Contract	(min)	456	474	461	451	460	428	-6,1%

1 incl. VoD

2 One mobile communications card corresponds to one customer.

# Bulgaria.

## Financials.

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	81	104	119	119	423	104	28,4%
Adj. EBITDA	27	47	49	44	167	40	48,1%
Adj. EBITDA margin (total rev.)	33,3%	45,2%	41,2%	37,0%	39,5%	38,5%	5,2%p
Cash Capex	15	23	16	18	72	24	60,0%
Cash Contribution	12	24	33	26	95	16	33,3%

## Operational.

		Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
<b>Mobile</b>								
Customers (end of period) <sup>1</sup>	('000)	4.012	4.008	3.966	3.902	3.902	3.845	-4,2%
- Contract	('000)	2.061	2.047	2.062	2.133	2.133	2.139	3,8%
- Prepay	('000)	1.951	1.961	1.904	1.769	1.769	1.706	-12,6%
Net adds	('000)	-1	-4	-42	-64	-111	-57	n.m.
- Contract	('000)	-23	-14	16	71	49	6	n.a.
- Prepay	('000)	22	10	-57	-135	-161	-63	n.a.
Average monthly churn	(%)	3,7%	3,2%	4,1%	4,3%	3,8%	3,2%	-0,5%p
- Contract	(%)	3,0%	2,5%	2,2%	2,5%	2,5%	2,5%	-0,5%p
SAC per gross add	(€)	3	2	4	4	3	13	n.m.
- Contract	(€)	7	7	7	4	6	21	n.m.
- Prepay	(€)	1	-1	2	3	1	4	n.m.
SRC per retained customer	(€)	22	22	17	13	18	16	-27,3%
ARPU	(€)	8	8	8	8	8	8	0,0%
- Contract	(€)	12	13	13	13	13	12	0,0%
- Prepay	(€)	3	3	3	3	3	3	0,0%
Non-Voice % of ARPU	(%)	7%	7%	8%	11%	8%	10%	3%p
MOU per customer	(min)	106	111	116	121	114	121	14,2%
- Contract	(min)	175	183	188	192	186	187	6,9%

<sup>1</sup> One mobile communications card corresponds to one customer.

# Systems Solutions.

## Financials (adjusted).

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	2.106	2.179	2.125	2.388	8.798	2.131	1,2%
of which: international	634	655	644	712	2.645	670	5,7%
Net revenue	1.496	1.502	1.467	1.618	6.083	1.532	2,4%
EBITDA	211	231	231	250	923	196	-6,9%
EBITDA margin	10,0%	10,6%	10,9%	10,5%	10,5%	9,2%	-0,8pp
Depreciation, amortization and impairment losses	-177	-173	-167	-177	-694	-149	15,7%
Profit (loss) from operations = EBIT	34	58	64	73	229	47	38,9%
EBIT margin	1,6%	2,7%	3,0%	3,1%	2,6%	2,2%	0,6pp
Cash capex	161	171	144	205	681	148	-8,1%
Cash contribution	50	60	87	45	242	48	-3,0%
Order Entry	2.010	2.315	1.689	3.291	9.305	2.156	7,3%

## Financials (unadjusted).

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	2.106	2.179	2.125	2.388	8.798	2.131	1,2%
Net revenue	1.496	1.502	1.467	1.618	6.083	1.532	2,4%
EBITDA	188	200	183	139	710	168	-10,5%
EBITDA margin	8,9%	9,2%	8,6%	5,8%	8,1%	7,9%	-1,0pp
Depreciation, amortization and impairment losses	-177	-173	-167	-204	-721	-150	15,3%
Profit (loss) from operations = EBIT	11	27	16	-65	-11	18	66,1%

The total was calculated on the basis of precise figures and rounded to millions. Percentages calculated on the basis of figures shown.

# Group Headquarters & Shared Services.

## Financials (adjusted).

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
Total revenue	618	612	593	587	2.410	565	-8,6%
Net revenue	68	66	63	56	253	53	-22,1%
Adj. EBITDA	-50	-142	-112	-11	-315	-172	n.a.
of which Vivento	-85	-87	-95	-95	-362	-117	-37,6%
Adj. EBITDA margin (in %)	-8,1	-23,2	-18,9	-1,9	-13,1	-30,4	-22,3%p
Adj. Depreciation and amortization	-259	-190	-199	-185	-833	-188	27,4%
Adj. Profit (loss) from operations = Adj. EBIT	-309	-332	-311	-196	-1.148	-360	-16,5%

## Financials (unadjusted).

€ million	Q1/09	Q2/09	Q3/09	Q4/09	FY/09	Q1/10	y.o.y. %
EBITDA	-50	-154	-112	-100	-416	-177	n.a.
of which Vivento	-84	-81	-83	-124	-372	-117	-39,3%
EBITDA margin (in %)	-8,1	-25,2	-18,9	-17,0	-17,3	-31,3	-23,2%p
Depreciation and amortization	-259	-190	-199	-185	-833	-188	27,4%
Profit (loss) from operations = EBIT	-309	-344	-311	-285	-1.249	-365	-18,1%
Cash Capex	98	105	126	120	449	109	11,2%

# Group Headquarters & Shared Services.

## Vivento.

End of period <sup>1</sup>	31/03/09	30/06/09	30/09/09	30/12/09	31/03/10
Employees Vivento in total	<b>8.400</b>	<b>8.700</b>	<b>9.400</b>	<b>9.600</b>	<b>9.700</b>
1. Employment external <sup>2</sup>	3.400	3.700	4.000	4.200	<b>4.200</b>
2. Employment internal	2.100	2.100	2.400	2.600	<b>2.700</b>
3. Others <sup>3</sup>	2.900	2.900	3.000	2.800	<b>2.800</b>
Attrition Vivento	800	1.200	1.600	2.300	<b>400</b>
of which left the DT Group	300	500	800	1.200	<b>300</b>

1 Rounded figures; including Vivento management.

2 Mainly in public sector.

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