

# Backup Finanzzahlen 1. Halbjahr 2012

## Deutsche Telekom

Sendesperrfrist: 9. August 2012, 10:00 Uhr/ Beginn Rede René Obermann

Erleben, was verbindet.



# Finanzkennzahlen

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**DT Group.**  
At a Glance I.

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Group</b>		<b>14.475</b>	<b>14.670</b>	<b>14.911</b>	<b>58.653</b>	<b>14.432</b>	<b>14.379</b>	<b>(0,7)</b>	<b>29.072</b>	<b>28.811</b>	<b>(0,9)</b>
Germany		5.789	5.810	5.808	23.201	5.658	5.610	(3,1)	11.583	11.268	(2,7)
Europe		3.807	3.873	3.772	15.124	3.575	3.584	(5,9)	7.479	7.159	(4,3)
United States		3.510	3.683	3.848	14.811	3.847	3.816	8,7	7.280	7.663	5,3
Systems Solutions		2.276	2.256	2.457	9.249	2.245	2.246	(1,3)	4.536	4.491	(1,0)
Group Headquarters & Shared Services		741	743	758	2.977	717	732	(1,2)	1.476	1.449	(1,8)
Reconciliation		(1.648)	(1.695)	(1.732)	(6.709)	(1.610)	(1.609)	2,4	(3.282)	(3.219)	1,9
<b>Net revenue</b>											
Germany		5.432	5.453	5.444	21.783	5.320	5.284	(2,7)	10.886	10.604	(2,6)
Europe		3.637	3.695	3.595	14.431	3.400	3.416	(6,1)	7.141	6.816	(4,6)
United States		3.507	3.680	3.847	14.801	3.845	3.815	8,8	7.274	7.660	5,3
Systems Solutions		1.638	1.587	1.726	6.567	1.625	1.613	(1,5)	3.254	3.238	(0,5)
Group Headquarters & Shared Services		261	255	299	1.071	242	251	(3,8)	517	493	(4,6)
<b>Group</b>		<b>14.475</b>	<b>14.670</b>	<b>14.911</b>	<b>58.653</b>	<b>14.432</b>	<b>14.379</b>	<b>(0,7)</b>	<b>29.072</b>	<b>28.811</b>	<b>(0,9)</b>
<b>EBITDA (adjusted for special factors)</b>											
Germany		2.407	2.450	2.267	9.474	2.302	2.355	(2,2)	4.757	4.657	(2,1)
Europe		1.316	1.388	1.311	5.241	1.173	1.200	(8,8)	2.542	2.373	(6,6)
United States		892	1.025	1.043	3.831	983	1.058	18,6	1.763	2.041	15,8
Systems Solutions		197	204	282	872	192	218	10,7	386	410	6,2
Group Headquarters & Shared Services		(108)	(111)	(269)	(617)	(137)	(89)	17,6	(237)	(226)	4,6
Reconciliation		(17)	(49)	(23)	(116)	(36)	(45)	n.a.	(44)	(81)	(84,1)
<b>Group</b>		<b>4.687</b>	<b>4.907</b>	<b>4.611</b>	<b>18.685</b>	<b>4.477</b>	<b>4.697</b>	<b>0,2</b>	<b>9.167</b>	<b>9.174</b>	<b>0,1</b>
Proportional EBITDA		4.161	4.343	4.101	16.563	3.994	4.212	1,2	8.119	8.206	1,1

The activities and functions of the Digital Services growth area and of the Internet service provider STRATO (Consumers) that were previously reported under the Germany operating segment, have been assigned to Group Headquarters & Shared Services from January 1, 2012 and reported as part of the DBU (Digital Business Unit).  
The prior-year figures have been adjusted for better comparability.

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>EBITDA margin (adjusted for special factors)</b>											
<b>(EBITDA / total revenue)</b>	%										
Germany	%	41,6	42,2	38,8	40,8	40,7	42,0	0,4p	41,0	41,3	0,3p
Europe	%	34,5	35,8	34,7	34,6	32,8	33,5	(1,0p)	33,9	33,1	(0,8p)
United States	%	25,4	27,8	27,1	25,9	25,6	27,7	2,3p	24,2	26,6	2,4p
Systems Solutions	%	8,7	9,0	11,5	9,4	8,6	9,7	1,0p	8,5	9,1	0,6p
Group Headquarters & Shared Services	%	(14,6)	(14,9)	(35,5)	(20,7)	(19,1)	(12,2)	2,4p	(16,1)	(15,6)	0,5p
<b>Group</b>	%	<b>32,4</b>	<b>33,4</b>	<b>30,9</b>	<b>31,8</b>	<b>31,0</b>	<b>32,7</b>	<b>0,3p</b>	<b>31,5</b>	<b>31,8</b>	<b>0,3p</b>
<b>Cash capex</b>											
Germany		811	973	1.045	3.649	823	728	(10,2)	1.631	1.551	(4,9)
Europe		356	437	565	1.870	505	287	(19,4)	868	792	(8,8)
United States		477	527	413	1.963	571	425	(10,9)	1.023	996	(2,6)
Systems Solutions		128	142	160	553	131	112	(12,5)	251	243	(3,2)
Group Headquarters & Shared Services		105	131	141	488	155	137	30,5	216	292	35,2
Reconciliation		2	(33)	(94)	(117)	(16)	(63)	n.a.	10	(79)	n.a.
<b>Group</b>		<b>1.879</b>	<b>2.177</b>	<b>2.230</b>	<b>8.406</b>	<b>2.169</b>	<b>1.626</b>	<b>(13,5)</b>	<b>3.999</b>	<b>3.795</b>	<b>(5,1)</b>
- thereof spectrum investment		0	63	83	146	40	1	n.a.	0	41	n.a.
<b>Net profit (loss)</b>											
adjusted for special factors		951	1.291	(92)	2.851	581	819	(13,9)	1.652	1.400	(15,3)
as reported		348	1.069	(1.340)	557	238	614	76,4	828	852	2,9
<b>Free cash flow (before dividend payments, spectrum investment, PTC and AT&amp;T transactions)</b>		<b>1.767</b>	<b>1.706</b>	<b>1.887</b>	<b>6.421</b>	<b>1.122</b>	<b>1.668</b>	<b>(5,6)</b>	<b>2.828</b>	<b>2.790</b>	<b>(1,3)</b>
Proportional free cash flow		1.489	1.458	1.653	5.554	995	1.442	(3,2)	2.443	2.437	(0,2)
<b>Net debt</b>		<b>43.324</b>	<b>43.368</b>	<b>40.121</b>	<b>40.121</b>	<b>38.627</b>	<b>41.030</b>	<b>(5,3)</b>	<b>43.324</b>	<b>41.030</b>	<b>(5,3)</b>

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The prior-year figures have been adjusted for better comparability.

000'	Note	Q2/11	Q3/11	Q4/11	Q1/12	Q2/12	Delta q.o.q.		Delta y.o.y.	
							abs.	%	abs.	%
<b>Broadband retail lines (end of period)</b>	<b>2,3</b>	<b>16.692</b>	<b>16.746</b>	<b>16.868</b>	<b>16.995</b>	<b>17.070</b>	<b>75</b>	<b>0,4</b>	<b>378</b>	<b>2,3</b>
Germany		12.153	12.201	12.265	12.367	12.414	47	0,4	261	2,1
Europa		4.524	4.530	4.588	4.614	4.642	28	0,6	118	2,6
Greece		1.112	1.104	1.096	1.092	1.111	19	1,7	(1)	(0,1)
Romania		1.063	1.052	1.078	1.100	1.104	4	0,4	41	3,9
Hungary	4	703	721	741	752	766	14	1,9	63	9,0
Czech Republic		89	93	100	103	105	2	1,9	16	18,0
Croatia		647	646	647	643	634	(9)	(1,4)	(13)	(2,0)
Netherlands		289	287	284	282	281	(1)	(0,4)	(8)	(2,8)
Slovakia		417	420	426	427	422	(5)	(1,2)	5	1,2
others		204	207	216	215	219	4	1,9	15	7,4
<b>Fixed network lines (end of period)</b>	<b>3,5</b>	<b>35.018</b>	<b>34.516</b>	<b>34.033</b>	<b>33.548</b>	<b>33.219</b>	<b>(329)</b>	<b>(1,0)</b>	<b>(1.799)</b>	<b>(5,1)</b>
Germany		24.017	23.694	23.399	23.140	22.904	(236)	(1,0)	(1.113)	(4,6)
Europa		10.929	10.751	10.563	10.339	10.248	(91)	(0,9)	(681)	(6,2)
Greece		3.536	3.433	3.317	3.219	3.137	(82)	(2,5)	(399)	(11,3)
Romania		2.554	2.523	2.487	2.428	2.485	57	2,3	(69)	(2,7)
Hungary		1.523	1.506	1.486	1.462	1.439	(23)	(1,6)	(84)	(5,5)
Czech Republic		89	93	100	103	105	2	1,9	16	18,0
Croatia		1.407	1.395	1.387	1.367	1.342	(25)	(1,8)	(65)	(4,6)
Netherlands		299	297	294	291	290	(1)	(0,3)	(9)	(3,0)
Slovakia		1.039	1.029	1.021	1.009	993	(16)	(1,6)	(46)	(4,4)
others		482	475	471	460	457	(3)	(0,7)	(25)	(5,2)
<b>Mobile subscribers (end of period)</b>	<b>3</b>	<b>128.014</b>	<b>128.522</b>	<b>129.329</b>	<b>129.138</b>	<b>129.915</b>	<b>777</b>	<b>0,6</b>	<b>1.901</b>	<b>1,5</b>
Germany		34.517	34.905	35.403	35.100	35.470	370	1,1	953	2,8
USA		33.585	33.711	33.185	33.373	33.168	(205)	(0,6)	(417)	(1,2)
Europe		59.476	59.467	60.293	60.208	60.814	606	1,0	1.338	2,2
Greece		7.733	7.873	7.885	7.862	7.856	(6)	(0,1)	123	1,6
Romania		6.595	6.540	6.499	6.407	6.510	103	1,6	(85)	(1,3)
Hungary		4.773	4.790	4.817	4.815	4.821	6	0,1	48	1,0
Poland		13.203	13.406	14.161	14.512	15.048	536	3,7	1.845	14,0
Czech Republic		5.425	5.399	5.381	5.354	5.377	23	0,4	(48)	(0,9)
Croatia		2.988	2.485	2.418	2.350	2.378	28	1,2	(610)	(20,4)
Netherlands		4.829	4.935	4.909	4.856	4.744	(112)	(2,3)	(85)	(1,8)
Slovakia		2.349	2.318	2.326	2.312	2.325	13	0,6	(24)	(1,0)
Austria		3.878	3.934	4.060	4.069	4.069	0	0,0	191	4,9
Bulgaria		4.035	4.166	4.265	4.359	4.357	(2)	0,0	322	8,0
other		3.668	3.621	3.572	3.312	3.329	17	0,5	(339)	(9,2)

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

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

3 incl. business 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	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Net revenue</b>		<b>14.480</b>	<b>14.674</b>	<b>14.944</b>	<b>58.715</b>	<b>14.432</b>	<b>14.376</b>	<b>(0,7)</b>	<b>29.097</b>	<b>28.808</b>	<b>(1,0)</b>
Cost of sales		(7.818)	(7.709)	(9.464)	(33.278)	(8.221)	(8.048)	(2,9)	(16.105)	(16.269)	(1,0)
<b>Gross profit</b>		<b>6.662</b>	<b>6.965</b>	<b>5.480</b>	<b>25.437</b>	<b>6.211</b>	<b>6.328</b>	<b>(5,0)</b>	<b>12.992</b>	<b>12.539</b>	<b>(3,5)</b>
Selling expenses		(3.220)	(3.301)	(3.675)	(13.606)	(3.355)	(3.413)	(6,0)	(6.630)	(6.768)	(2,1)
General and administrative expenses		(968)	(1.170)	(1.377)	(4.768)	(1.253)	(1.120)	(15,7)	(2.221)	(2.373)	(6,8)
Other operating income		283	300	464	1.356	266	261	(7,8)	592	527	(11,0)
Other operating expenses		(294)	(138)	(232)	(813)	(126)	(156)	46,9	(443)	(282)	36,3
<b>Profit (loss) from operations (EBIT)</b>		<b>2.463</b>	<b>2.656</b>	<b>660</b>	<b>7.606</b>	<b>1.743</b>	<b>1.900</b>	<b>(22,9)</b>	<b>4.290</b>	<b>3.643</b>	<b>(15,1)</b>
EBIT margin (EBIT / net revenue)	%	17,0	18,1	4,4	13,0	12,1	13,2	(3,8p)	14,7	12,6	(2,1p)
Profit (loss) from financial activities		(736)	(483)	(741)	(2.613)	(772)	(547)	25,7	(1.389)	(1.319)	5,0
of which: finance costs		(586)	(573)	(580)	(2.325)	(565)	(512)	12,6	(1.172)	(1.077)	8,1
<b>Profit (loss) before income taxes (EBT)</b>		<b>1.727</b>	<b>2.173</b>	<b>(81)</b>	<b>4.993</b>	<b>971</b>	<b>1.353</b>	<b>(21,7)</b>	<b>2.901</b>	<b>2.324</b>	<b>(19,9)</b>
Income taxes		(651)	(739)	24	(1.708)	(282)	(419)	35,6	(993)	(701)	29,4
<b>Profit (loss)</b>		<b>1.076</b>	<b>1.434</b>	<b>(57)</b>	<b>3.285</b>	<b>689</b>	<b>934</b>	<b>(13,2)</b>	<b>1.908</b>	<b>1.623</b>	<b>(14,9)</b>
Profit (loss) attributable to non-controlling interests		125	143	35	434	108	115	(8,0)	256	223	(12,9)
<b>Net profit (loss)</b>		<b>951</b>	<b>1.291</b>	<b>(92)</b>	<b>2.851</b>	<b>581</b>	<b>819</b>	<b>(13,9)</b>	<b>1.652</b>	<b>1.400</b>	<b>(15,3)</b>
Depreciation, amortization and impairment losses		(2.224)	(2.251)	(3.951)	(11.079)	(2.734)	(2.797)	(25,8)	(4.877)	(5.531)	(13,4)
<b>EBITDA</b>		<b>4.687</b>	<b>4.907</b>	<b>4.611</b>	<b>18.685</b>	<b>4.477</b>	<b>4.697</b>	<b>0,2</b>	<b>9.167</b>	<b>9.174</b>	<b>0,1</b>
EBITDA margin (EBITDA / net revenue)	%	32,4	33,4	30,9	31,8	31,0	32,7	0,3p	31,5	31,8	0,3p

## EBITDA reconciliation.

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Net revenue</b>		<b>14.475</b>	<b>14.670</b>	<b>14.911</b>	<b>58.653</b>	<b>14.432</b>	<b>14.379</b>	<b>(0,7)</b>	<b>29.072</b>	<b>28.811</b>	<b>(0,9)</b>
<b>Net profit (loss)</b>		<b>348</b>	<b>1.069</b>	<b>(1.340)</b>	<b>557</b>	<b>238</b>	<b>614</b>	<b>76,4</b>	<b>828</b>	<b>852</b>	<b>2,9</b>
+ Profit (loss) attributable to non-controlling interests		86	129	(202)	113	235	115	33,7	186	350	88,2
= Profit (loss)		434	1.198	(1.542)	670	473	729	68,0	1.014	1.202	18,5
- Income taxes		(401)	(684)	(858)	(2.349)	(199)	(284)	29,2	(807)	(483)	40,1
= Profit (loss) before income taxes = EBT		835	1.882	(684)	3.019	672	1.013	21,3	1.821	1.685	(7,5)
- Profit (loss) from financial activities		(749)	(509)	(651)	(2.567)	(546)	(596)	20,4	(1.407)	(1.142)	18,8
<b>Profit (loss) from operations (EBIT)</b>		<b>1.584</b>	<b>2.391</b>	<b>(33)</b>	<b>5.586</b>	<b>1.218</b>	<b>1.609</b>	<b>1,6</b>	<b>3.228</b>	<b>2.827</b>	<b>(12,4)</b>
- Depreciation, amortization and impairment losses		(2.223)	(2.261)	(7.298)	(14.436)	(2.734)	(2.800)	(26,0)	(4.877)	(5.534)	(13,5)
<b>= EBITDA</b>		<b>3.807</b>	<b>4.652</b>	<b>7.265</b>	<b>20.022</b>	<b>3.952</b>	<b>4.409</b>	<b>15,8</b>	<b>8.105</b>	<b>8.361</b>	<b>3,2</b>
EBITDA margin (EBITDA/net revenue)	%	26,3	31,7	48,7	34,1	27,4	30,7	4,4p	27,9	29,0	1,1p
- Special factors affecting EBITDA		(880)	(255)	2.654	1.337	(525)	(288)	67,3	(1.062)	(813)	23,4
<b>= EBITDA adjusted for special factors</b>		<b>4.687</b>	<b>4.907</b>	<b>4.611</b>	<b>18.685</b>	<b>4.477</b>	<b>4.697</b>	<b>0,2</b>	<b>9.167</b>	<b>9.174</b>	<b>0,1</b>
EBITDA margin (adjusted for special factors) (EBITDA/net revenue)	%	32,4	33,4	30,9	31,8	31,0	32,7	0,3p	31,5	31,8	0,3p

## DT consolidated income statement.

As reported

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Net revenue</b>		<b>14.475</b>	<b>14.670</b>	<b>14.911</b>	<b>58.653</b>	<b>14.432</b>	<b>14.379</b>	<b>(0,7)</b>	<b>29.072</b>	<b>28.811</b>	<b>(0,9)</b>
Cost of sales		(8.093)	(7.805)	(9.640)	(33.885)	(8.455)	(8.178)	(1,1)	(16.440)	(16.633)	(1,2)
<b>Gross profit</b>		<b>6.382</b>	<b>6.865</b>	<b>5.271</b>	<b>24.768</b>	<b>5.977</b>	<b>6.201</b>	<b>(2,8)</b>	<b>12.632</b>	<b>12.178</b>	<b>(3,6)</b>
Selling expenses		(3.430)	(3.360)	(3.780)	(14.060)	(3.508)	(3.428)	0,1	(6.920)	(6.936)	(0,2)
General and administrative expenses		(1.345)	(1.258)	(1.412)	(5.284)	(1.455)	(1.223)	9,1	(2.614)	(2.678)	(2,4)
Other operating income		283	303	3.467	4.362	334	265	(6,4)	592	599	1,2
Other operating expenses		(306)	(159)	(3.579)	(4.200)	(130)	(206)	32,7	(462)	(336)	27,3
<b>Profit (loss) from operations (EBIT)</b>		<b>1.584</b>	<b>2.391</b>	<b>(33)</b>	<b>5.586</b>	<b>1.218</b>	<b>1.609</b>	<b>1,6</b>	<b>3.228</b>	<b>2.827</b>	<b>(12,4)</b>
EBIT margin (EBIT / net revenue)	%	10,9	16,3	(0,2)	9,5	8,4	11,2	0,3p	11,1	9,8	(1,3p)
Profit (loss) from financial activities		(749)	(509)	(651)	(2.567)	(546)	(596)	20,4	(1.407)	(1.142)	18,8
of which: finance costs		(586)	(573)	(580)	(2.325)	(535)	(512)	12,6	(1.172)	(1.047)	10,7
<b>Profit (loss) before income taxes (EBT)</b>		<b>835</b>	<b>1.882</b>	<b>(684)</b>	<b>3.019</b>	<b>672</b>	<b>1.013</b>	<b>21,3</b>	<b>1.821</b>	<b>1.685</b>	<b>(7,5)</b>
Income taxes		(401)	(684)	(858)	(2.349)	(199)	(284)	29,2	(807)	(483)	40,1
<b>Profit (loss)</b>		<b>434</b>	<b>1.198</b>	<b>(1.542)</b>	<b>670</b>	<b>473</b>	<b>729</b>	<b>68,0</b>	<b>1.014</b>	<b>1.202</b>	<b>18,5</b>
Profit (loss) attributable to non-controlling interests		86	129	(202)	113	235	115	33,7	186	350	88,2
<b>Net profit (loss)</b>		<b>348</b>	<b>1.069</b>	<b>(1.340)</b>	<b>557</b>	<b>238</b>	<b>614</b>	<b>76,4</b>	<b>828</b>	<b>852</b>	<b>2,9</b>
Depreciation, amortization and impairment losses		(2.223)	(2.261)	(7.298)	(14.436)	(2.734)	(2.800)	(26,0)	(4.877)	(5.534)	(13,5)
<b>EBITDA</b>		<b>3.807</b>	<b>4.652</b>	<b>7.265</b>	<b>20.022</b>	<b>3.952</b>	<b>4.409</b>	<b>15,8</b>	<b>8.105</b>	<b>8.361</b>	<b>3,2</b>
EBITDA margin (EBITDA / net revenue)	%	26,3	31,7	48,7	34,1	27,4	30,7	4,4p	27,9	29,0	1,1p



## DT Group.

### Special factors in the consolidated income statement.

millions of€	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	H1/11	H1/12
<b>Net revenue</b>		<b>(5)</b>	<b>(4)</b>	<b>(33)</b>	<b>(62)</b>	<b>0</b>	<b>3</b>	<b>(25)</b>	<b>3</b>
Cost of sales		(275)	(96)	(176)	(607)	(234)	(130)	(335)	(364)
<b>Gross profit</b>		<b>(280)</b>	<b>(100)</b>	<b>(209)</b>	<b>(669)</b>	<b>(234)</b>	<b>(127)</b>	<b>(360)</b>	<b>(361)</b>
Selling expenses		(210)	(59)	(105)	(454)	(153)	(15)	(290)	(168)
General and administrative expenses		(377)	(88)	(35)	(516)	(202)	(103)	(393)	(305)
Other operating income		0	3	3.003	3.006	68	4	0	72
Other operating expenses		(12)	(21)	(3.347)	(3.387)	(4)	(50)	(19)	(54)
<b>Profit (loss) from operations (EBIT)</b>		<b>(879)</b>	<b>(265)</b>	<b>(693)</b>	<b>(2.020)</b>	<b>(525)</b>	<b>(291)</b>	<b>(1.062)</b>	<b>(816)</b>
Profit (loss) from financial activities		(13)	(26)	90	46	226	(49)	(18)	177
of which: finance costs		0	0	0	0	30	0	0	30
<b>Profit (loss) before income taxes (EBT)</b>		<b>(892)</b>	<b>(291)</b>	<b>(603)</b>	<b>(1.974)</b>	<b>(299)</b>	<b>(340)</b>	<b>(1.080)</b>	<b>(639)</b>
Income taxes		250	55	(882)	(641)	83	135	186	218
<b>Profit (loss)</b>		<b>(642)</b>	<b>(236)</b>	<b>(1.485)</b>	<b>(2.615)</b>	<b>(216)</b>	<b>(205)</b>	<b>(894)</b>	<b>(421)</b>
Profit (loss) attributable to non-controlling interests		(39)	(14)	(237)	(321)	127	0	(70)	127
<b>Net profit (loss)</b>		<b>(603)</b>	<b>(222)</b>	<b>(1.248)</b>	<b>(2.294)</b>	<b>(343)</b>	<b>(205)</b>	<b>(824)</b>	<b>(548)</b>
Depreciation, amortization and impairment losses		1	(10)	(3.347)	(3.357)	0	(3)	0	(3)
<b>EBITDA</b>		<b>(880)</b>	<b>(255)</b>	<b>2.654</b>	<b>1.337</b>	<b>(525)</b>	<b>(288)</b>	<b>(1.062)</b>	<b>(813)</b>

## Details on special factors I.

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	H1/11	H1/12
<b>Effect on operating expenses</b>		<b>(874)</b>	<b>(264)</b>	<b>(3.663)</b>	<b>(4.964)</b>	<b>(593)</b>	<b>(298)</b>	<b>(1.037)</b>	<b>(891)</b>
of which: expenses / income for early retirement (civil servants)		(670)	(43)	32	(681)	(464)	(192)	(670)	(656)
of which: expenses for severance payments		(8)	(43)	(220)	(337)	(41)	(2)	(74)	(43)
of which: expenses / income for partial retirement (termination benefit)		1	(1)	(2)	(3)	(5)	(7)	0	(12)
of which: expenses for other personnel restructuring charges		(24)	(56)	(42)	(136)	(24)	(18)	(38)	(42)
of which: restructuring charges		(46)	(45)	(78)	(201)	(24)	(31)	(78)	(55)
of which: expenses due to de-consolidations and other asset sales		(81)	(20)	39	(62)	2	2	(81)	4
of which: others		(46)	(56)	(3.392)	(3.544)	(37)	(50)	(96)	(87)
<b>Effect on other operating income</b>		<b>0</b>	<b>3</b>	<b>3.003</b>	<b>3.006</b>	<b>68</b>	<b>4</b>	<b>0</b>	<b>72</b>
of which: income due to asset sales		0	3	3.003	3.006	1	4	0	5
of which: others		0	0	0	0	67	0	0	67
<b>Effect on revenue</b>	<b>1</b>	<b>(5)</b>	<b>(4)</b>	<b>(33)</b>	<b>(62)</b>	<b>0</b>	<b>3</b>	<b>(25)</b>	<b>3</b>
<b>Effect on profit from operations = EBIT</b>		<b>(879)</b>	<b>(265)</b>	<b>(693)</b>	<b>(2.020)</b>	<b>(525)</b>	<b>(291)</b>	<b>(1.062)</b>	<b>(816)</b>
<b>Depreciation, amortization and impairment losses</b>		<b>1</b>	<b>(10)</b>	<b>(3.347)</b>	<b>(3.357)</b>	<b>0</b>	<b>(3)</b>	<b>0</b>	<b>(3)</b>
of which: restructuring charges		0	(10)	(2)	(12)	0	0	0	0
of which: expenses due to consolidations and other asset sales		0	0	0	0	0	0	0	0
of which: others		1	0	(3.345)	(3.345)	0	(3)	0	(3)
<b>Effect on EBITDA</b>		<b>(880)</b>	<b>(255)</b>	<b>2.654</b>	<b>1.337</b>	<b>(525)</b>	<b>(288)</b>	<b>(1.062)</b>	<b>(813)</b>

1 Special factors affecting Total revenue: EUR 8mn in Q1/11, EUR 28 mn in Q4/11 and EUR 3 mn in Q2/12 in Germany, EUR 12mn in Q1/11, EUR 5mn in Q2/11, EUR 4mn in Q3/11 and EUR 5mn in Q4/11 in Europe.

Details on special factors II.

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	H1/11	H1/12
<b>Effect on profit (loss) from financial activities</b>		(13)	(26)	90	46	226	(49)	(18)	177
<b>Effect on profit (loss) before income taxes</b>		(892)	(291)	(603)	(1.974)	(299)	(340)	(1.080)	(639)
<b>Effect on taxes</b>		250	55	(882)	(641)	83	135	186	218
Tax effect of special factors within EBITDA		264	51	(742)	(381)	164	75	310	239
Tax effect of special factors on profit (loss) from financial activities		0	1	(1)	0	(13)	17	0	4
Other tax effects		(14)	3	(139)	(260)	(68)	43	(124)	(25)
<b>Effect on profit (loss) attributable to non-controlling interests</b>		(39)	(14)	(237)	(321)	127	0	(70)	127
<b>Effect on net profit (loss)</b>		(603)	(222)	(1.248)	(2.294)	(343)	343	(824)	0

## DT Group.

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

millions of €	reported numbers		MINUS Acquisition effects						PLUS Deconsolidation effects						Total effect	% Pro forma		
	Q2/11	Q2/12	Total	Ger	Europe	USA	Sys	GHS	Total	Ger	Europe	USA	Sys	GHS		Q2/12	Pro	Q2/12
																	forma	reported
<b>Net revenue</b>	<b>14.475</b>	<b>14.379</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>14.379</b>	<b>(0,7)</b>	
<b>Profit (loss) from operations = EBIT</b>	<b>1.584</b>	<b>1.609</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1.609</b>	<b>1,6</b>	
Profit (loss) from financial activities	(749)	(596)	0	0	0	0	0	0	0	0	0	0	0	0	0	(596)	20,4	
of which finance costs	(586)	(512)	0	0	0	0	0	0	0	0	0	0	0	0	0	(512)	12,6	
<b>Profit (loss) before income taxes = EBT</b>	<b>835</b>	<b>1.013</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1.013</b>	<b>21,3</b>	
Income taxes	(401)	(284)	0	0	0	0	0	0	0	0	0	0	0	0	0	(284)	29,2	
<b>Profit (loss)</b>	<b>434</b>	<b>729</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>729</b>	<b>68,0</b>	
Profit (loss) attributable to non-controlling interests	86	115	0	0	0	0	0	0	0	0	0	0	0	0	0	115	33,7	
<b>Net profit (loss)</b>	<b>348</b>	<b>614</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>614</b>	<b>76,4</b>	
EBITDA	3.807	4.409	0	0	0	0	0	0	0	0	0	0	0	0	0	4.409	15,8	
Special factors	(880)	(288)	0	0	0	0	0	0	0	0	0	0	0	0	0	(288)	67,3	
EBITDA adjusted for special factors	4.687	4.697	0	0	0	0	0	0	0	0	0	0	0	0	0	4.697	0,2	

## DT Group.

Change in the composition of the Group in the current year.

	reported numbers		MINUS Acquisition effects						PLUS Deconsolidation effects						Total effect	% Pro forma	
	H1/11	H1/12	Total	Ger	Europe	USA	Sys	GHS	Total	Ger	Europe	USA	Sys	GHS		Pro forma H1/12	reported H1/11
millions of €																	
<b>Net revenue</b>	<b>29.072</b>	<b>28.811</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>28.811</b>	<b>(0,9)</b>
<b>Profit (loss) from operations = EBIT</b>	<b>3.228</b>	<b>2.827</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2.827</b>	<b>(12,4)</b>
Profit (loss) from financial activities	(1.407)	(1.142)	0	0	0	0	0	0	0	0	0	0	0	0	0	(1.142)	18,8
of which finance costs	(1.172)	(1.047)	0	0	0	0	0	0	0	0	0	0	0	0	0	(1.047)	10,7
<b>Profit (loss) before income taxes = EBT</b>	<b>1.821</b>	<b>1.685</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1.685</b>	<b>(7,5)</b>
Income taxes	(807)	(483)	0	0	0	0	0	0	0	0	0	0	0	0	0	(483)	40,1
<b>Profit (loss)</b>	<b>1.014</b>	<b>1.202</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1.202</b>	<b>18,5</b>
Profit (loss) attributable to non-controlling interests	(186)	(350)	0	0	0	0	0	0	0	0	0	0	0	0	0	(350)	(88,2)
<b>Net profit (loss)</b>	<b>(828)</b>	<b>(852)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(852)</b>	<b>(2,9)</b>
EBITDA	8.105	8.361	0	0	0	0	0	0	0	0	0	0	0	0	0	8.361	3,2
Special factors	(1.062)	(813)	0	0	0	0	0	0	0	0	0	0	0	0	0	(813)	23,4
EBITDA adjusted for special factors	9.167	9.174	0	0	0	0	0	0	0	0	0	0	0	0	0	9.174	0,1

## Consolidated statement of financial position.

### Assets.

millions of €	Note	30.06.2011	30.09.2011	31.12.2011	31.03.2012	30.06.2012	q.o.q.%	y.o.y. %
<b>Current assets</b>		<b>47.629</b>	<b>50.086</b>	<b>15.865</b>	<b>15.761</b>	<b>15.183</b>	<b>(3,7)</b>	<b>(68,1)</b>
Cash and cash equivalents		2.744	2.130	3.749	3.294	2.950	(10,4)	7,5
Trade and other receivables		4.643	4.649	6.557	6.504	6.608	1,6	42,3
Current recoverable income taxes		102	119	129	86	69	(19,8)	(32,4)
Other financial assets		2.023	2.276	2.373	2.789	2.516	(9,8)	24,4
Inventories		823	779	1.084	1.087	1.124	3,4	36,6
Non-current assets and disposal groups held for sale		35.780	38.846	436	60	135	n.a.	(99,6)
Other assets		1.514	1.287	1.537	1.941	1.781	(8,2)	17,6
<b>Non-current assets</b>		<b>75.486</b>	<b>74.527</b>	<b>106.677</b>	<b>104.723</b>	<b>105.897</b>	<b>1,1</b>	<b>40,3</b>
Intangible assets		29.024	28.337	50.097	49.451	51.284	3,7	76,7
Property, plant and equipment		34.431	33.780	41.927	40.864	40.686	(0,4)	18,2
Investments accounted for using the equity method		6.634	6.665	6.873	6.687	6.766	1,2	2,0
Other financial assets		1.938	2.267	2.096	1.930	2.099	8,8	8,3
Deferred tax assets		3.154	3.184	4.449	4.579	4.745	3,6	50,4
Other assets		305	294	1.235	1.212	317	(73,8)	3,9
<b>Total assets</b>		<b>123.115</b>	<b>124.613</b>	<b>122.542</b>	<b>120.484</b>	<b>121.080</b>	<b>0,5</b>	<b>(1,7)</b>

## Consolidated statement of financial position.

### Liabilities and shareholders' equity.

millions of €	Note	30.06.2011	30.09.2011	31.12.2011	31.03.2012	30.06.2012	q.o.q.%	y.o.y. %
<b>Liabilities</b>		<b>83.835</b>	<b>83.923</b>	<b>82.601</b>	<b>80.666</b>	<b>83.477</b>	<b>3,5</b>	<b>(0,4)</b>
<b>Current liabilities</b>		<b>34.842</b>	<b>34.585</b>	<b>24.338</b>	<b>21.617</b>	<b>22.902</b>	<b>5,9</b>	<b>(34,3)</b>
Financial liabilities		12.920	11.959	10.219	7.959	9.784	22,9	(24,3)
Trade and other payables		4.581	4.226	6.436	5.288	5.356	1,3	16,9
Income tax liabilities		306	280	577	614	608	(1,0)	98,7
Other provisions		2.486	2.548	3.217	3.398	2.705	(20,4)	8,8
Liabilities directly associated with non-current assets and disposal groups held for sale		10.587	11.644	0	0	0	n.a.	n.a.
Other liabilities		3.962	3.928	3.889	4.358	4.449	2,1	12,3
<b>Non-current liabilities</b>		<b>48.993</b>	<b>49.338</b>	<b>58.263</b>	<b>59.049</b>	<b>60.575</b>	<b>2,6</b>	<b>23,6</b>
Financial liabilities		37.609	37.816	38.099	38.340	38.414	0,2	2,1
Provisions for pensions and other employee benefits		6.102	6.431	6.095	6.401	7.262	13,5	19,0
Other provisions		1.815	1.719	1.689	2.081	2.057	(1,2)	13,3
Deferred tax liabilities		873	814	8.492	8.354	8.759	4,8	n.a.
Other liabilities		2.594	2.558	3.888	3.873	4.083	5,4	57,4
<b>Shareholders' equity</b>		<b>39.280</b>	<b>40.690</b>	<b>39.941</b>	<b>39.818</b>	<b>37.603</b>	<b>(5,6)</b>	<b>(4,3)</b>
Issued capital		11.063	11.063	11.063	11.063	11.063	n.a.	n.a.
Capital reserves		51.504	51.506	51.504	51.505	51.505	n.a.	0,0
Retained earnings incl. carryforwards		(25.409)	(25.584)	(25.498)	(25.131)	(28.689)	(14,2)	(12,9)
Total other comprehensive income		392	7	(2.326)	(2.560)	(1.598)	37,6	n.a.
Total other comprehensive income directly associated with non-current assets and disposable groups held for sale		(3.815)	(3.040)	0	0	0	n.a.	n.a.
Net profit (loss)		828	1.897	557	238	852	n.a.	2,9
Treasury shares		(5)	(6)	(6)	(6)	(6)	n.a.	(20,0)
Non-controlling interests		4.722	4.847	4.647	4.709	4.476	(4,9)	(5,2)
<b>Total liabilities and shareholders' equity</b>		<b>123.115</b>	<b>124.613</b>	<b>122.542</b>	<b>120.484</b>	<b>121.080</b>	<b>0,5</b>	<b>(1,7)</b>

## Provisions for Pensions.

millions of €		2011	2010	2009	2008	2007
<b>From defined benefit obligation to provision in balance sheet</b>						
Present value of obligation	1	6.969	7.017	6.833	6.101	6.327
Plan assets		(860)	(629)	(618)	(952)	(986)
Others		(14)	(15)	(36)	8	13
Provision in balance sheet		6.095	6.373	6.179	5.157	5.354
<b>Pension costs included in P&amp;L</b>						
thereof included in EBITDA		211	197	204	204	250
thereof included in financial result		319	317	321	279	257
<b>Cash payments for pensions</b>						
1) funding of plan assets by DT (investment in financial assets)		267	2	45	54	43
2) benefits paid through plan assets	2	52	56	61	57	56
3) benefits paid through provision (included in cash flow from operations)		367	345	332	244	240
cash payments included in cash flow statement = 1) + 3)		634	347	377	298	283
cash payments included in free cash flow = 3)		367	345	332	244	240
<b>Change in the present value of the obligation (example 2011)</b>						
End of 2010		7.017				
pension costs included in P&L		530				
benefits paid		(419)				
actuarial losses/gains	3	(185)				
F/X		6				
Others		20				
End of 2011		6.969				

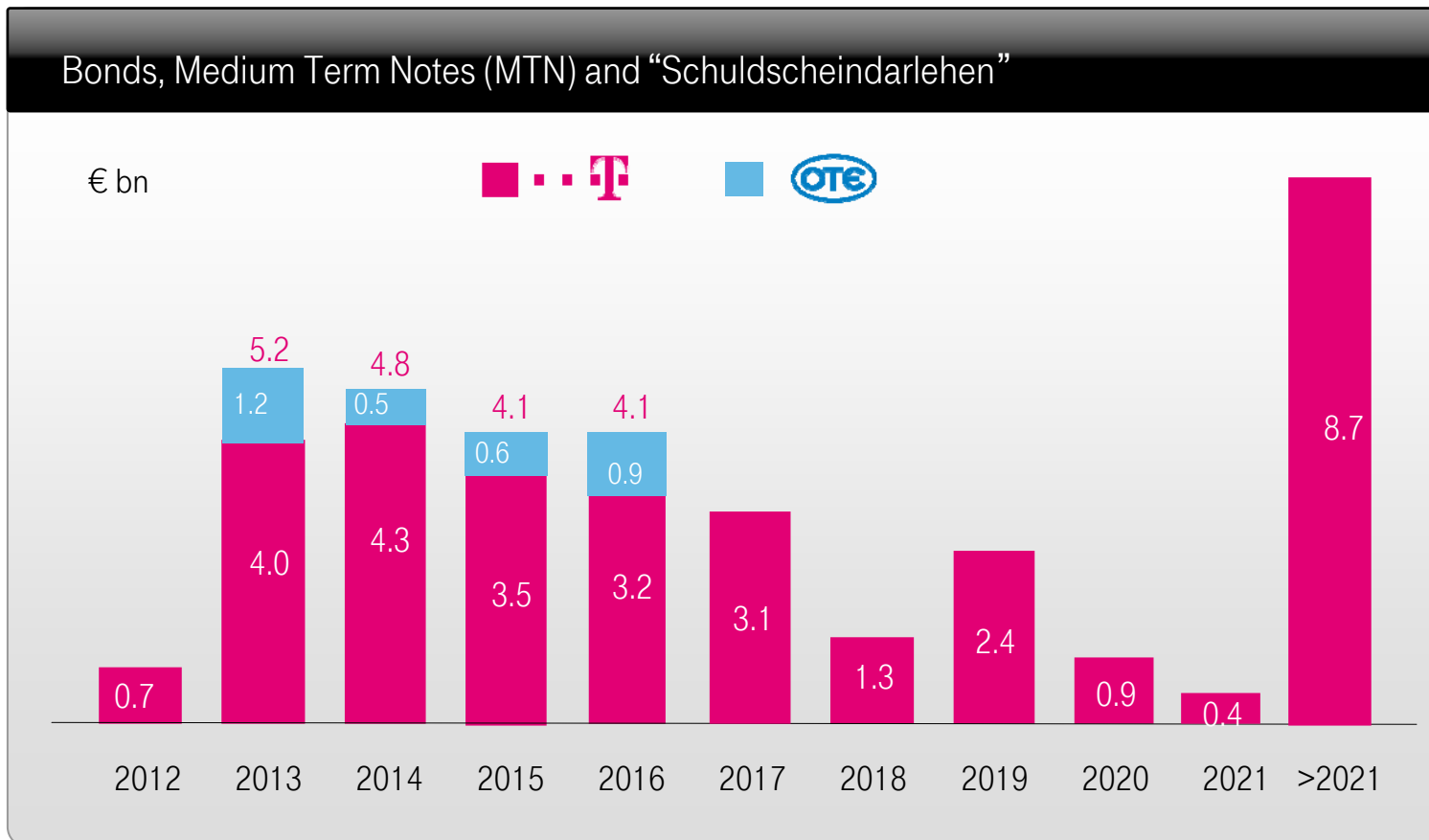
1 Increase in obligation in 2009 mainly due to OTE acquisition. Decrease in plan assets in 2009 mainly due to de-consolidation T-Mobile UK

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

3 Actuarial losses/gains are via other comprehensive income directly billed vs. equity. Cumulative amount recorded in equity 2011: loss of 431 million€



# Maturity profile as of June 30, 2012.



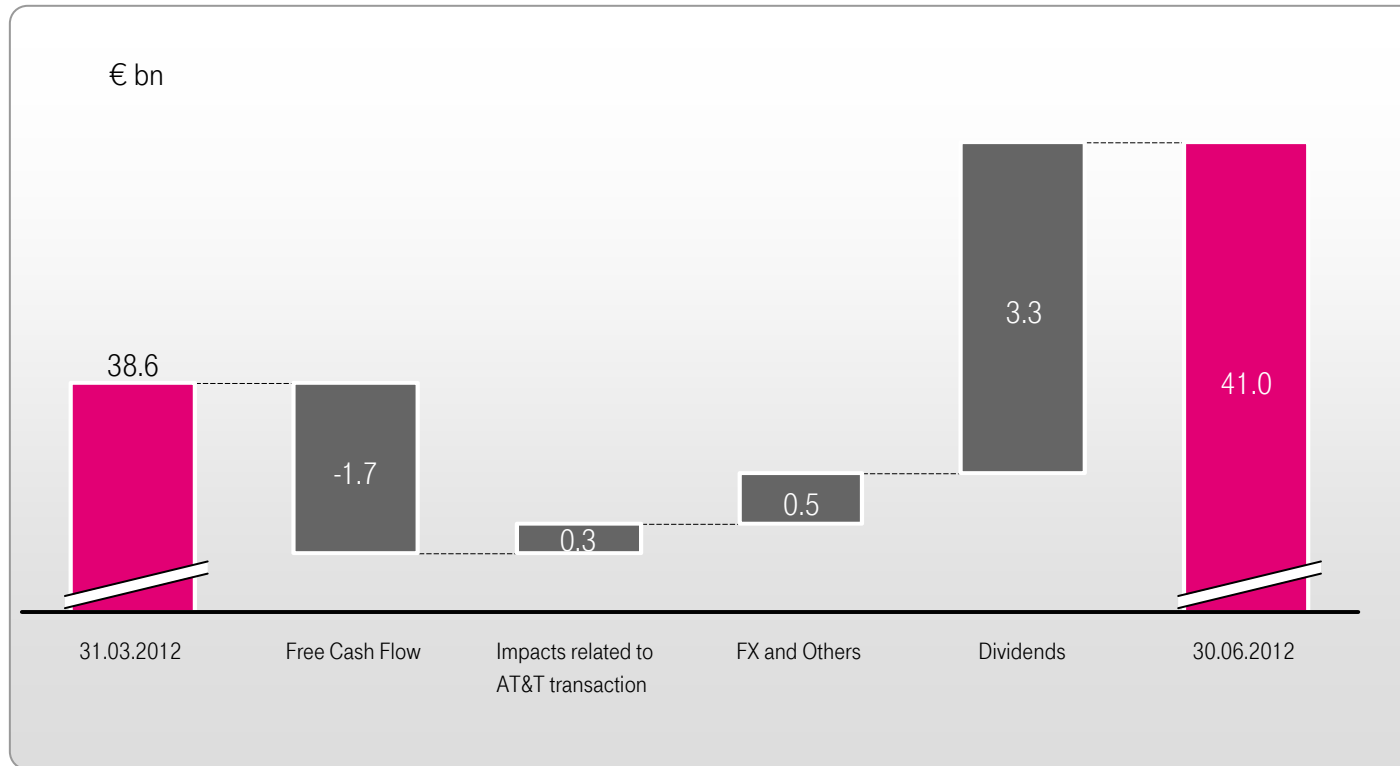
# Liquidity reserve as of June 30, 2012.

55.0	Total line availability
14.0	Liquidity reserve
	▪Unused bank lines: € 9.9 bn
	▪Other liquid assets: € 4.1 bn
41.0	Net-debt
	Gross debt €46.9 bn
	▪Bonds: € 36.8 bn
	▪Other fin. liabilities: € 10.1 bn
	Liquid financial assets €5.9 bn
	▪Cash & equivalents: € 3.0 bn
	▪Available-for-sale / held-for-trading financial assets € 0.9 bn
▪Other financial assets: € 2.0 bn	

Numbers rounded

millions of €	Note	30.06.2011	30.09.2011	31.12.2011	31.03.2012	30.06.2012	q.o.q. %	y.o.y. %
Bonds		38.942	37.803	36.228	35.421	36.769	3,8	(5,6)
Other financial liabilities		9.716	10.739	10.509	9.429	10.101	7,1	4,0
<b>Gross debt</b>		<b>48.658</b>	<b>48.542</b>	<b>46.737</b>	<b>44.850</b>	<b>46.870</b>	<b>4,5</b>	<b>(3,7)</b>
Cash and cash equivalents		2.744	2.130	3.749	3.294	2.950	(10,4)	7,5
Available-for-sale/held-for-trading financial assets		84	94	402	765	426	(44,3)	n.a.
Other financial assets		2.506	2.950	2.465	2.164	2.464	13,9	(1,7)
<b>Net debt</b>		<b>43.324</b>	<b>43.368</b>	<b>40.121</b>	<b>38.627</b>	<b>41.030</b>	<b>6,2</b>	<b>(5,3)</b>

# Net debt development Q2 2012.



## DT Group.

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

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Cash capex</b>											
Germany		811	973	1.045	3.649	823	728	(10,2)	1.631,0	1.551	(4,9)
Europe		356	437	565	1.870	505	287	(19,4)	868,0	792	(8,8)
United States		477	527	413	1.963	571	425	(10,9)	1.023,0	996	(2,6)
Systems Solutions		128	142	160	553	131	112	(12,5)	251,0	243	(3,2)
Group Headquarters & Shared Services		105	131	141	488	155	137	30,5	216,0	292	35,2
Reconciliation		2	(33)	(94)	(117)	(16)	(63)	n.a.	10,0	(79)	n.a.
<b>Group</b>	<b>2</b>	<b>1.879</b>	<b>2.177</b>	<b>2.230</b>	<b>8.406</b>	<b>2.169</b>	<b>1.626</b>	<b>(13,5)</b>	<b>3.999,0</b>	<b>3.795</b>	<b>(5,1)</b>
- thereof spectrum investment		0	63	83	146	40	1	n.a.	0,0	41	n.a.

<sup>1</sup> The activities and functions of the Digital Services growth area and of the Internet service provider STRATO (Consumers) that were previously reported under the Germany operating segment, have been assigned to Group Headquarters & Shared Services from January 1, 2012 and reported as part of the DBU (Digital Business Unit).

The prior-year figures have been adjusted for better comparability.

<sup>2</sup> Amounts of payouts for property, plant and equipment and intangible assets excluding goodwill.

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
Net profit (loss)		348	1.069	(1.340)	557	238	614	76,4	828	852	2,9
Profit (loss) attributable to non-controlling interests		86	129	(202)	113	235	115	33,7	186	350	88,2
<b>Profit (loss) after income taxes</b>		<b>434</b>	<b>1.198</b>	<b>(1.542)</b>	<b>670</b>	<b>473</b>	<b>729</b>	<b>68,0</b>	<b>1.014</b>	<b>1.202</b>	<b>18,5</b>
Depreciation, amortization and impairment losses		2.223	2.261	7.298	14.436	2.734	2.800	26,0	4.877	5.534	13,5
Income tax expense/(benefit)		401	684	858	2.349	199	284	(29,2)	807	483	(40,1)
Interest (income) and interest expenses		586	573	580	2.325	535	512	(12,6)	1.172	1.047	(10,7)
Other financial (income) expense		172	(83)	38	169	(41)	52	(69,8)	214	11	(94,9)
Share of (profit) loss of associates and joint ventures accounted for using the equity method		(9)	19	33	73	52	32	n.a.	21	84	n.a.
(Profit) loss on the disposal of fully consolidated subsidiaries		0	0	(4)	(4)	0	0	n.a.	0	0	n.a.
Other non-cash transactions		23	(2)	(724)	(678)	(2)	15	(34,8)	48	13	(72,9)
(Gain) loss from the disposal of intangible assets and property, plant and equipment		32	17	(7)	28	27	25	(21,9)	18	52	n.a.
Change in assets carried as working capital		503	152	279	690	(543)	237	(52,9)	259	(306)	n.a.
Change in provisions		148	91	303	535	524	(522)	n.a.	141	2	(98,6)
Change in other liabilities carried as working capital		(62)	(499)	(435)	(1.578)	(377)	(376)	n.a.	(644)	(753)	(16,9)
Income taxes received (paid)		(143)	(172)	(217)	(778)	(107)	(106)	25,9	(389)	(213)	45,2
Dividends received		2	237	5	515	194	165	n.a.	273	359	31,5
Net payments from entering into or canceling interest rate swaps		0	0	0	0	83	0	n.a.	0	83	n.a.
Payments for PTC transaction (included in the change in assets carried as working capital)		0	0	0	400	0	0	n.a.	400	0	n.a.
Break-up fee T-Mobile USA		0	0	(2.289)	(2.289)	157	0	n.a.	0	157	n.a.
Retention bonus T-Mobile USA		0	0	0	0	69	55	n.a.	0	124	n.a.
<b>Cash generated from operations</b>		<b>4.310</b>	<b>4.476</b>	<b>4.176</b>	<b>16.863</b>	<b>3.977</b>	<b>3.902</b>	<b>(9,5)</b>	<b>8.211</b>	<b>7.879</b>	<b>(4,0)</b>
Interest received (paid)		(716)	(732)	(258)	(2.538)	(778)	(656)	8,4	(1.548)	(1.434)	7,4
<b>Net cash from operating activities</b>		<b>3.594</b>	<b>3.744</b>	<b>3.918</b>	<b>14.325</b>	<b>3.199</b>	<b>3.246</b>	<b>(9,7)</b>	<b>6.663</b>	<b>6.445</b>	<b>(3,3)</b>
Cash outflows for investments in (proceeds from disposal of)		(1.827)	(2.038)	(2.031)	(7.904)	(2.077)	(1.578)	13,6	(3.835)	(3.655)	4,7
Intangible assets		(323)	(407)	(694)	(1.817)	(443)	(337)	(4,3)	(716)	(780)	(8,9)
Property, plant and equipment		(1.504)	(1.694)	(1.420)	(6.233)	(1.674)	(1.242)	17,4	(3.119)	(2.916)	6,5
Spectrum investment		0	63	83	146	40	1	n.a.	0	41	n.a.
<b>Free cash flow (before dividend payments, spectrum investment, PTC and AT&amp;T transactions)</b>		<b>1.767</b>	<b>1.706</b>	<b>1.887</b>	<b>6.421</b>	<b>1.122</b>	<b>1.668</b>	<b>(5,6)</b>	<b>2.828</b>	<b>2.790</b>	<b>(1,3)</b>

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

At reporting date	Note	30/06/2011	30/09/2011	31/12/2011	31/03/2012	30/06/2012	Delta q.o.q.		Delta y.o.y.	
							abs.	%	abs.	%
Germany		73.641	73.519	72.743	72.955	71.953	(1.002)	(1,4)	(1.688)	(2,3)
Europe		60.049	58.824	58.010	57.408	58.407	999	1,7	(1.642)	(2,7)
United States		35.096	33.458	32.868	31.633	30.737	(896)	(2,8)	(4.359)	(12,4)
Systems Solutions		48.205	48.240	48.163	48.585	48.740	155	0,3	535	1,1
Group Headquarters & Shared Services		23.866	23.774	23.348	23.486	23.446	(40)	(0,2)	(420)	(1,8)
of which Vivento		9.000	8.800	8.500	8.600	8.500	(100)	(1,2)	(500)	(5,6)
<b>Group</b>		<b>240.857</b>	<b>237.815</b>	<b>235.132</b>	<b>234.067</b>	<b>233.283</b>	<b>(784)</b>	<b>(0,3)</b>	<b>(7.574)</b>	<b>(3,1)</b>
of which: Domestic		122.931	122.826	121.564	121.834	120.653	(1.181)	(1,0)	(2.278)	(1,9)
of which: International		117.926	114.989	113.568	112.233	112.630	397	0,4	(5.296)	(4,5)
of which: Civil servants (domestic)		24.901	24.391	23.516	23.507	22.949	(558)	(2,4)	(1.952)	(7,8)

Average	Note	Q2/11	Q3/11	Q4/11	Q1/12	Q2/12	Delta y.o.y.	
							abs.	%
Germany		73.759	73.659	73.134	73.043	72.372	(1.387)	(1,9)
Europe		60.509	59.229	58.318	57.472	58.518	(1.991)	(3,3)
United States		35.121	34.005	32.709	32.029	30.486	(4.635)	(13,2)
Systems Solutions		48.254	48.255	48.195	48.505	48.701	447	0,9
Group Headquarters & Shared Services		23.940	23.837	23.585	23.492	23.463	(477)	(2,0)
of which Vivento		9.000	8.900	8.700	8.600	8.600	(400)	(4,4)
<b>Group</b>		<b>241.583</b>	<b>238.985</b>	<b>235.941</b>	<b>234.541</b>	<b>233.540</b>	<b>(8.043)</b>	<b>(3,3)</b>
of which: Domestic		123.112	122.989	122.228	121.950	121.154	(1.958)	(1,6)
of which: International		118.471	115.996	113.713	112.591	112.386	(6.085)	(5,1)
of which: Civil servants (domestic)		25.208	24.560	23.942	23.522	23.248	(1.960)	(7,8)

<sup>1</sup> The activities and functions of the Digital Services growth area and of the Internet service provider STRATO (Consumers) that were previously reported under the Germany operating segment, have been assigned to Group Headquarters & Shared Services from January 1, 2012 and reported as part of the DBU (Digital Business Unit).

The prior-year figures have been adjusted for better comparability.

## Exchange rates.

### Average.

€	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12
1 U.S Dollar (USD)		0,69486	0,70750	0,74206	0,71801	0,76272	0,77966
1 British pound (GBP)		1,13280	1,13928	1,16628	1,15203	1,19820	1,23395
100 Czech korunas (CZK)		4,11208	4,10067	3,95783	4,06830	3,98679	3,95965
100 Croatian kunas (HRK)		13,52810	13,40070	13,33880	13,44360	13,23320	13,28550
1,000 Hungarian forints (HUF)		3,75328	3,63439	3,29635	3,58103	3,36828	3,40413
100 Macedonian Denar (MKD)		1,62478	1,62699	1,62613	1,62472	1,62357	1,62819
100 Polish Zloty (PLN)		25,24910	24,07300	22,62090	24,27060	23,62220	23,49520
10 Rumanien Lei (ROI)		2,41706	2,34792	2,30603	2,35921	2,29717	2,25814

## Exchange rates.

### End of period.

€		30/06/11	30/09/11	31/12/11	31/03/12	30/06/12
1 U.S Dollar (USD)		0,69077	0,74111	0,77246	0,74936	0,79394
1 British pound (GBP)		1,10601	1,15515	1,19583	1,20042	1,24024
100 Czech korunas (CZK)		4,11333	4,04312	3,87758	4,03826	3,90252
100 Croatian kunas (HRK)		13,51820	13,33400	13,28090	13,30970	13,30520
1,000 Hungarian forints (HUF)		3,76371	3,41701	3,18883	3,38866	3,47626
100 Macedonian Denar (MKD)		1,61646	1,64192	1,62320	1,61633	1,61224
100 Polish Zloty (PLN)		25,09280	22,62730	22,39550	24,04490	23,49560
10 Rumanien Lei (ROI)		2,36036	2,28740	2,30518	2,28128	2,24627



## Germany.

### Financials (adjusted for special factors).<sup>1</sup>

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>	2	5.789	5.810	5.836	23.237	5.658	5.607	(3,1)	11.591	11.265	(2,8)
<b>Net revenue</b>		5.432	5.453	5.472	21.819	5.320	5.281	(2,8)	10.894	10.601	(2,7)
<b>EBITDA</b>		2.407	2.450	2.267	9.474	2.302	2.355	(2,2)	4.757	4.657	(2,1)
EBITDA margin (EBITDA / total revenues)	%	41,6	42,2	38,8	40,8	40,7	42,0	0,4p	41,0	41,3	0,3p
Depreciation, amortization and impairment losses		(1.091)	(1.107)	(1.154)	(4.408)	(1.119)	(1.124)	(3,0)	(2.147)	(2.243)	(4,5)
Profit (loss) from operations = EBIT		1.316	1.343	1.113	5.066	1.183	1.231	(6,5)	2.610	2.414	(7,5)
<b>Cash capex (as reported)</b>		811	973	1.045	3.649	823	728	(10,2)	1.631	1.551	(4,9)
<b>Cash contribution</b>		1.596	1.477	1.222	5.825	1.479	1.627	1,9	3.126	3.106	(0,6)

### Financials (as reported).

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		5.789	5.810	5.808	23.201	5.658	5.610	(3,1)	11.583	11.268	(2,7)
<b>Net revenue</b>		5.432	5.453	5.444	21.783	5.320	5.284	(2,7)	10.886	10.604	(2,6)
<b>EBITDA</b>		1.919	2.432	2.135	8.767	2.006	2.294	19,5	4.200	4.300	2,4
EBITDA margin (EBITDA / total revenues)	%	33,1	41,9	36,8	37,8	35,5	40,9	7,8p	36,3	38,2	1,9p
Depreciation, amortization and impairment losses		(1.091)	(1.107)	(1.154)	(4.408)	(1.119)	(1.124)	(3,0)	(2.147)	(2.243)	(4,5)
Profit (loss) from operations = EBIT		828	1.325	981	4.359	887	1.170	41,3	2.053	2.057	0,2
<b>Cash capex</b>		811	973	1.045	3.649	823	728	(10,2)	1.631	1.551	(4,9)
<b>Cash contribution</b>		1.108	1.459	1.090	5.118	1.183	1.566	41,3	2.569	2.749	7,0

<sup>1</sup> The activities and functions of the Digital Services growth area and of the Internet service provider STRATO (Consumers) that were previously reported under the Germany operating segment, have been assigned to Group Headquarters & Shared Services from January 1, 2012 and reported as part of the DBU (Digital Business Unit).

The prior-year figures have been adjusted for better comparability.

<sup>2</sup> Special factors affecting Total revenue: EUR 8mn in Q1/11, EUR 28 mn in Q4/11 and EUR 3 mn in Q2/12.

## Germany.

### EBITDA Reconciliation. <sup>1</sup>

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>5.789</b>	<b>5.810</b>	<b>5.808</b>	<b>23.201</b>	<b>5.658</b>	<b>5.610</b>	<b>(3,1)</b>	<b>11.583</b>	<b>11.268</b>	<b>(2,7)</b>
<b>Total Revenue adjusted for special factors</b>	<b>2</b>	<b>5.789</b>	<b>5.810</b>	<b>5.836</b>	<b>23.237</b>	<b>5.658</b>	<b>5.607</b>	<b>(3,1)</b>	<b>11.591</b>	<b>11.265</b>	<b>(2,8)</b>
Profit (loss) from operations = EBIT		828	1.325	981	4.359	887	1.170	41,3	2.053	2.057	0,2
- Depreciation, amortization and impairment losses		(1.091)	(1.107)	(1.154)	(4.408)	(1.119)	(1.124)	(3,0)	(2.147)	(2.243)	(4,5)
<b>= EBITDA</b>		<b>1.919</b>	<b>2.432</b>	<b>2.135</b>	<b>8.767</b>	<b>2.006</b>	<b>2.294</b>	<b>19,5</b>	<b>4.200</b>	<b>4.300</b>	<b>2,4</b>
EBITDA margin	%	33,1	41,9	36,8	37,8	35,5	40,9	7,8p	36,3	38,2	1,9p
- Special factors affecting EBITDA		(488)	(18)	(132)	(707)	(296)	(61)	87,5	(557)	(357)	35,9
<b>= EBITDA adjusted for special factors</b>		<b>2.407</b>	<b>2.450</b>	<b>2.267</b>	<b>9.474</b>	<b>2.302</b>	<b>2.355</b>	<b>(2,2)</b>	<b>4.757</b>	<b>4.657</b>	<b>(2,1)</b>
EBITDA margin (adjusted for special factors)	%	41,6	42,2	38,8	40,8	40,7	42,0	0,4p	41,0	41,3	0,3p

### Special factors.

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	H1/11	H1/12
<b>Effects on EBITDA</b>		<b>(488)</b>	<b>(18)</b>	<b>(132)</b>	<b>(707)</b>	<b>(296)</b>	<b>(61)</b>	<b>(557)</b>	<b>(357)</b>
- of which personnel		(485)	(7)	(97)	(604)	(301)	(50)	(500)	(351)
- of which other		(3)	(11)	(35)	(103)	5	(11)	(57)	(6)
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(488)</b>	<b>(18)</b>	<b>(132)</b>	<b>(707)</b>	<b>(296)</b>	<b>(61)</b>	<b>(557)</b>	<b>(357)</b>
- of which personnel		(485)	(7)	(97)	(604)	(301)	(50)	(500)	(351)
- of which other		(3)	(11)	(35)	(103)	5	(11)	(57)	(6)

<sup>1</sup> The activities and functions of the Digital Services growth area and of the Internet service provider STRATO (Consumers) that were previously reported under the Germany operating segment, have been assigned to Group Headquarters & Shared Services from January 1, 2012 and reported as part of the DBU (Digital Business Unit).

The prior-year figures have been adjusted for better comparability.

<sup>2</sup> Special factors affecting Total revenue: EUR 8mn in Q1/11, EUR 28 mn in Q4/11 and EUR 3 mn in Q2/12.

## Germany.

### Operational.

	Note	Q2/11	Q3/11	Q4/11	Q1/12	Q2/12	y.o.y. %
<b>Germany</b>							
Fixed network access lines	('000) 2	24.017	23.694	23.399	23.140	22.904	(4,6)
- broadband retail access lines	('000) 2	12.153	12.201	12.265	12.367	12.414	2,1
- TV	('000)	1.301	1.375	1.553	1.725	1.830	40,7
Mobile communications	('000)	34.517	34.905	35.403	35.100	35.470	2,8
- contract	('000) 2	17.368	17.834	18.221	18.114	18.578	7,0
- prepaid	('000)	17.149	17.071	17.182	16.987	16.893	(1,5)
ULLs	('000)	9.562	9.570	9.598	9.602	9.582	0,2
Wholesale bundled access lines	('000)	820	757	704	657	617	(24,8)
Wholesale unbundled access lines	('000)	1.155	1.198	1.222	1.253	1.267	9,7

### Consumer operational.

	Note	Q2/11	Q3/11	Q4/11	Q1/12	Q2/12	y.o.y. %
<b>Germany - Consumer</b>	<b>1</b>						
Fixed network access lines	('000) 2	19.321	19.030	18.763	18.448	18.250	(5,5)
- broadband retail access lines	('000) 2	9.866	9.902	9.959	9.983	10.027	1,6
- TV	('000)	1.201	1.269	1.434	1.582	1.678	39,7
Mobile communications	('000)	28.788	29.061	29.333	29.008	29.203	1,4
- contract	('000) 2	12.169	12.560	12.874	12.799	13.159	8,1
- prepaid	('000)	16.620	16.500	16.459	16.209	16.044	(3,5)

### Business customers operational.

	Note	Q2/11	Q3/11	Q4/11	Q1/12	Q2/12	y.o.y. %
<b>Germany - Business</b>	<b>1</b>						
Fixed network access lines	('000) 2	3.569	3.543	3.505	3.566	3.548	(0,6)
- broadband retail access lines	('000) 2	1.956	1.968	1.973	2.051	2.055	5,1
- TV	('000)	100	106	117	142	151	51,0
Mobile communications	('000)	5.729	5.844	6.070	6.092	6.267	9,4
- contract	('000) 2	5.200	5.274	5.347	5.314	5.419	4,2
- prepaid (M2M)	('000) 3	529	570	723	778	848	60,3

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 Stationary wireless solutions (Call&Surf via Funk) have been reported under mobile contract customers since October 1, 2011.

3 M2M: machine-to-machine.

## Germany.

### Revenue split - Products.

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Germany</b>	<b>1,2</b>	<b>5.789</b>	<b>5.810</b>	<b>5.808</b>	<b>23.201</b>	<b>5.658</b>	<b>5.610</b>	<b>(3,1)</b>	<b>11.583</b>	<b>11.268</b>	<b>(2,7)</b>
<b>Fixed network</b>		<b>2.697</b>	<b>2.685</b>	<b>2.679</b>	<b>10.767</b>	<b>2.636</b>	<b>2.628</b>	<b>(2,6)</b>	<b>5.403</b>	<b>5.264</b>	<b>(2,6)</b>
of which Fixed Revenues (Fixed line)	3	1.974	1.947	1.924	7.836	1.919	1.903	(3,6)	3.965	3.822	(3,6)
Voice only revenues		669	645	626	2.631	612	594	(11,2)	1.360	1.206	(11,3)
Broadband revenues		1.149	1.141	1.122	4.563	1.113	1.105	(3,8)	2.300	2.218	(3,6)
TV revenues		156	161	176	642	194	204	30,8	305	398	30,5
of which Variable Revenues (Fixed line)	3	390	392	383	1.561	364	350	(10,3)	786	714	(9,2)
of which Revenues from add-on options (Fixed line)	3	36	36	39	144	39	40	11,1	69	79	14,5
thereof revenues from voice centric options		20	20	20	78	21	21	5,0	38	42	10,5
thereof revenues from broadband centric options		8	7	9	31	7	8	n.a.	15	15	n.a.
thereof revenues from TV centric options		9	9	10	35	11	11	22,2	16	22	37,5
<b>Mobile communications</b>		<b>1.871</b>	<b>1.898</b>	<b>1.926</b>	<b>7.552</b>	<b>1.835</b>	<b>1.852</b>	<b>(1,0)</b>	<b>3.728</b>	<b>3.687</b>	<b>(1,1)</b>
of which Service Revenues	4,5	1.707	1.758	1.728	6.884	1.660	1.690	(1,0)	3.398	3.350	(1,4)
thereof Data Revenues		408	411	440	1.644	462	484	18,6	793	946	19,3
<b>Wholesale services fixed network</b>		<b>949</b>	<b>935</b>	<b>911</b>	<b>3.752</b>	<b>920</b>	<b>897</b>	<b>(5,5)</b>	<b>1.906</b>	<b>1.817</b>	<b>(4,7)</b>
of which access full ULL		342	336	313	1.328	337	339	(0,9)	679	676	(0,4)
of which bundled and unbundled access line		102	99	100	401	100	101	(1,0)	202	201	(0,5)
<b>Online consumer services</b>	6	<b>23</b>	<b>22</b>	<b>23</b>	<b>90</b>	<b>21</b>	<b>20</b>	<b>(13,0)</b>	<b>45</b>	<b>41</b>	<b>(8,9)</b>
<b>Value-added services</b>		<b>103</b>	<b>105</b>	<b>108</b>	<b>424</b>	<b>98</b>	<b>92</b>	<b>(10,7)</b>	<b>211</b>	<b>190</b>	<b>(10,0)</b>
<b>Others</b>		<b>146</b>	<b>164</b>	<b>161</b>	<b>616</b>	<b>148</b>	<b>121</b>	<b>(17,1)</b>	<b>291</b>	<b>269</b>	<b>(7,6)</b>

### Revenue split - Segments.

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Germany</b>	<b>1,2</b>	<b>5.789</b>	<b>5.810</b>	<b>5.808</b>	<b>23.201</b>	<b>5.658</b>	<b>5.610</b>	<b>(3,1)</b>	<b>11.583</b>	<b>11.268</b>	<b>(2,7)</b>
Consumer		3.125	3.137	3.138	12.497	2.997	2.999	(4,0)	6.222	5.996	(3,6)
Business customers		1.390	1.401	1.409	5.615	1.418	1.404	1,0	2.805	2.822	0,6
Wholesale services		1.063	1.048	1.031	4.209	1.034	1.005	(5,5)	2.130	2.039	(4,3)
Value-added services		102	104	108	421	97	91	(10,8)	209	188	(10,0)
Others		109	120	122	459	112	111	1,8	217	223	2,8

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 The activities and functions of the Digital Services growth area and of the Internet service provider STRATO (Consumers) that were previously reported under the Germany operating segment, have been assigned to Group Headquarters & Shared Services from January 1, 2012 and reported as part of the DBU (Digital Business Unit).

The prior-year figures have been adjusted for better comparability.

3 Reporting changed since Q1/12 due to steering logic and increased transparency.

4 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.

5 Resulting from the DBU restatement revenue deviations due to consolidation of approx.€1 million per quarter compared to figures reported in 2011.

6 Contains mainly security packages and hosting storages.

## Germany.

### Mobile communications KPIs.

	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %
<b>Average monthly churn</b>	(%)	<b>1,6</b>	<b>1,5</b>	<b>1,5</b>	<b>1,5</b>	<b>1,7</b>	<b>1,4</b>	<b>(0,2p)</b>
- contract	(%)	1,1	1,1	1,2	1,1	1,6	1,0	(0,1p)
<b>SAC per gross add</b>	(€)	<b>64</b>	<b>69</b>	<b>79</b>	<b>72</b>	<b>83</b>	<b>83</b>	<b>29,7</b>
- contract	(€)	114	107	146	128	132	136	19,3
- prepaid	(€)	16	20	11	15	25	19	18,8
<b>SRC per retained customer</b>	(€)	<b>185</b>	<b>177</b>	<b>199</b>	<b>180</b>	<b>171</b>	<b>199</b>	<b>7,6</b>
<b>ARPU</b>	(€)	<b>16</b>	<b>17</b>	<b>16</b>	<b>17</b>	<b>16</b>	<b>16</b>	<b>0,0</b>
- contract	(€)	29	29	28	29	27	27	(2,0)
- prepaid	(€)	4	4	4	4	3	4	0,0
<b>non-voice % of ARPU</b>	(%)	<b>36</b>	<b>36</b>	<b>38</b>	<b>37</b>	<b>40</b>	<b>41</b>	<b>5,0p</b>
<b>MOU per customer</b>	(min)	<b>87</b>	<b>89</b>	<b>87</b>	<b>87</b>	<b>85</b>	<b>84</b>	<b>(3,4)</b>
- contract	(min)	152	153	148	151	145	141	(7,2)

### Consumer - KPIs.

	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %
<b>Average monthly churn</b>	(%)	<b>1,8</b>	<b>1,7</b>	<b>1,7</b>	<b>1,7</b>	<b>1,9</b>	<b>1,5</b>	<b>(0,3p)</b>
- contract	(%)	1,3	1,3	1,4	1,3	1,9	1,1	(0,2p)
<b>SAC per gross add</b>	(€)	<b>59</b>	<b>66</b>	<b>79</b>	<b>70</b>	<b>78</b>	<b>78</b>	<b>32,2</b>
- contract	(€)	115	107	147	132	129	129	12,2
- prepaid	(€)	16	20	13	16	27	20	25,0
<b>SRC per retained customer</b>	(€)	<b>179</b>	<b>177</b>	<b>207</b>	<b>186</b>	<b>174</b>	<b>196</b>	<b>9,5</b>
<b>ARPU</b>	(€)	<b>14</b>	<b>14</b>	<b>13</b>	<b>14</b>	<b>13</b>	<b>13</b>	<b>(1,0)</b>
- contract	(€)	27	27	26	27	25	25	(2,0)
- prepaid	(€)	4	4	4	4	3	4	0,0
<b>non-voice % of ARPU</b>	(%)	<b>36</b>	<b>36</b>	<b>38</b>	<b>36</b>	<b>40</b>	<b>41</b>	<b>4,8p</b>
<b>MOU per customer</b>	(min)	<b>70</b>	<b>71</b>	<b>69</b>	<b>70</b>	<b>71</b>	<b>74</b>	<b>5,7</b>
- contract	(min)	135	135	130	134	128	128	(5,2)

### Business Customers - KPIs.

	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %
<b>Average monthly churn</b>	(%)	<b>0,7</b>	<b>0,8</b>	<b>0,8</b>	<b>0,7</b>	<b>0,9</b>	<b>0,8</b>	<b>0,1p</b>
- contract	(%)	0,7	0,8	0,8	0,8	1	0,8	0,1p
<b>SAC per gross add</b>	(€)	<b>94</b>	<b>88</b>	<b>77</b>	<b>86</b>	<b>113</b>	<b>119</b>	<b>26,6</b>
- contract	(€)	110	107	138	113	145	171	55,5
- prepaid	(€)	15	7	3	6	6	6	(60,0)
<b>SRC per retained customer</b>	(€)	<b>200</b>	<b>177</b>	<b>182</b>	<b>168</b>	<b>165</b>	<b>204</b>	<b>2,0</b>
<b>ARPU</b>	(€)	<b>31</b>	<b>32</b>	<b>31</b>	<b>31</b>	<b>30</b>	<b>29</b>	<b>(2,0)</b>
- contract	(€)	34	34	34	34	33	33	(1,0)
- prepaid	(€)	4	5	3	4	4	4	0,0
<b>non-voice % of ARPU</b>	(%)	<b>38</b>	<b>36</b>	<b>40</b>	<b>38</b>	<b>40</b>	<b>42</b>	<b>4,0p</b>
<b>MOU per customer</b>	(min)	<b>175</b>	<b>177</b>	<b>173</b>	<b>175</b>	<b>169</b>	<b>160</b>	<b>(8,6)</b>
- contract	(min)	191	194	192	193	191	183	(4,2)

# Germany.

## Single Play.

Single Play. <sup>1,2,3</sup>	Call Start <sup>4</sup>	Call Basic <sup>4,5</sup>	Call Comfort <sup>4</sup>
	Standard voice usage per minute	Standard up to 120 minutes included within Germany	Standard flat rate within Germany
	from € 17.95	from € 19.95	from € 29.95
City, CDL	Cent/Minute		Cent/Minute
Off peak	2.9		0
Peak	2.9		0
international	from 2.9		
fixed to mobile	19.0		
Calling plans			
CountryFlat 1	€ 3.94 per month		
CountryFlat 2	€ 14.95 per month		
fixed to mobile	12.9 cents/minute, minimum charge € 4 per month		
fixed to T-Mobile flatrate	€ 14.95 per month		
Set-up	One off charge € 59.95		
Installations-Service	One off charge € 69.98		

1 For general conditions and further details, please see [www.telekom.de](http://www.telekom.de).

2 All prices in € including VAT.

3 Usage prices are stated in cents/minute including VAT.

4 Universal + 8 €, 5 Universal up to 240 Min included.

# Germany.

## Double Play.

<b>Double Play.</b> <sup>1,2,3</sup>	<b>Call &amp; Surf Basic</b> <sup>4</sup> (4.1)	<b>Call &amp; Surf Comfort</b> <sup>4</sup>	<b>Call &amp; Surf Comfort VDSL</b> <sup>4</sup>	<b>Call &amp; Surf Comfort Plus</b> <sup>4</sup>	<b>Call &amp; Surf Comfort Plus VDSL</b> <sup>4</sup>
	Bandwidth DSL 2 Mbit/s, flat rate Internet usage <sup>6</sup>	Bandwidth DSL 16 Mbit/s, flat rate Internet usage and flat rate voice usage	Bandwidth VDSL 50 Mbit/s, flat rate Internet usage and flat rate voice usage	Bandwidth DSL 16 Mbit/s, flat rate Internet usage and flat rate voice usage, Security pack, Hotspot flat e-Mail-Paket	Bandwidth DSL 50 Mbit/s, flat rate Internet usage and flat rate voice usage, Security pack, Hotspot flat e-Mail-Paket
	from € 29.95	from € 34.94	from € 44.95	from € 44.95	from € 49.95
<b>City, DLD</b>	<b>Cent/Minute</b>	<b>Cent/Minute</b>			
Off peak	2.9	0			
Peak	2.9	0			
international		from 2.9			
fixed to mobile		19.0		'12.9	
<b>Calling plans</b>					
CountryFlat 1					€ 3.94 per month
CountryFlat 2					€ 14.95 per month
fixed to mobile	12.9 cents/minute, minimum charge	€ 4 per month		included	
fixed to T-Mobile flatrate					€ 14.95 per month
Set-up	One off charge PSTN / IP € 69.95 (€ 59,95 until 31.05.2012); DSL € 0 <sup>5</sup>				
Installations-Service	One off charge € 69.98				

1 For general conditions and further details, please see [www.telekom.de](http://www.telekom.de).

2 All prices in € including VAT.

2 All prices in € including VAT.

4 Standard-PSTN; Universal-PSTN + 4€; IP-Access incl. 2 Voice-Channels und 3 telephone no.

5 One Off Charge IP since March 2012 / DSL Promotional pricing until 31.12.2012. Regular price 99.95 €.

6 IP-Product "Call & Surf Basic IP (5.1)" includes 16 Mbit/s bandwidth.

# Germany.

## Triple Play.

Triple Play <sup>1,2,3</sup>	Entertain Comfort <sup>7</sup>	Entertain Premium <sup>7</sup>	Entertain SAT <sup>4,8</sup>
	Bandwidth DSL 16 Mbit/s plus <sup>5</sup> , flat rate internet usage and flat rate voice usage, video on demand, IPTV basic package	Bandwidth DSL 16 Mbit/s plus <sup>5</sup> , flat rate Internet usage and flat rate voice usage, video on demand, IPTV premium package	Bandwidth DSL min. 3 Mbit/s, flat rate Internet usage and flat rate voice usage, video on demand, IPTV basic package. No Pay TV possible
	from € 39.95 <sup>6</sup>	from € 44.95 <sup>6</sup>	from € 39.95
City, DLD	Cent/Minute		
Off peak	0		
Peak	0		
international	from 2.9		
fixed to mobile	19.0		
Calling plans			
CountryFlat 1	€ 3.94 per month		
CountryFlat 2	€ 14.95 per month		
fixed to mobile	12.9 cents/minute, minimum charge € 4 per month		
fixed to T-Mobile flatrate	€ 14.95 per month		
Set-up	One off charge PSTN / IP € 69.95 (€ 59.95 until 31.05.2012); DSL € 0 <sup>9</sup>		
Installations-Service	One off charge € 49.95		

1 For general conditions and further details, please see [www.telekom.de](http://www.telekom.de).

2 All prices in € including VAT.

3 Usage prices are stated in cents/minute including VAT.

4 PSTN-Product: Universal + 4€; IP-Access incl. 2 Voice-Channels und 3 telephone no.

5 VDSL25 + 10 €, Promotional pricing VDSL50 +10€ until 31.12.2012

6 Promotional pricing for 2 years (24 \* -5€) for new Entertain customers until 31.12.2012. Regular price 44,95€/49,95€

7 IP-Access incl. 2 Voice-Channels und 3 telephone no.

8 Digital SAT-Environment is necessary.

9 One Off Charge IP since March 2012 / DSL Promotional pricing until 31.12.12. Regular price 99.9€.



# Germany.

## Call.

Call plans in €	XS	S	M	L	Special Call 100	
Monthly charge (without handset)	4.95	14.95	24.95	34.95	9.95	
Monthly charge (with handset)	14.95	24.95	34.95	44.95	-	
includes national voice minutes (on-net, fixed net, other mobile networks)	30	120	120	120	100	
- Weekend Flat (national calls on-net and fixed net)		free (Sat. 0:00 to Sund. 24:00)			-	
- mobile to national fixed net	0.29	0.29	free	0.29	free	0.29
- on-net	0.29	0.29	0.29	free	free	0.29
- other mobile networks	0.29	0.29	0.29	0.29	0.29	0.29
- Voicebox	0.29	free	free	free	free	0.29
SMS (on-net, other networks)	0.19	0.19	0.19	0.19	0.19	0.19
Activation fee			29.95			
Duration of contract			24 months			

## Call & Surf Mobil.

Call & Surf Mobil plans in €	XS	S	M	L	Special Call & Surf Mobil	
Monthly charge (without handset)	-	-	-	-	19.95	
Monthly charge (with handset)	19.95	29.95	39.95	49.95	29.95	
includes national voice minutes (on-net, fixed net, other mobile networks)	30	120	120	120	100	
- Weekend Flat (national calls on-net and fixed net)		free (Sat. 0:00 to Sund. 24:00)			-	
- mobile to national fixed net	0.29	0.29	free	0.29	free	0.29
- on-net	0.29	0.29	0.29	free	free	0.29
- other mobile networks	0.29	0.29	0.29	0.29	0.29	0.29
- Voicebox	0.29	free	free	free	free	free
SMS (on-net, other networks)	0.19	0.19	0.19	0.19	0.19	0.19
Data Speed	3.6 Mbit/s	3.6 Mbit/s	3.6 Mbit/s	3.6 Mbit/s	7.2 Mbit/s	
Data Volume until speed step down	200 MB	200 MB	200 MB	200 MB	200 MB	
Activation fee			29.95			
Duration of contract			24 months			

\* Free calls to one national mobile network of choice (E-Plus/O2/Vodafone)

# Germany.

## Complete Mobil.

Complete plans in €	S	M	L	XL	Special Complete Mobil	Special Complete Mobil XL
Monthly charge (without handset)	29.95	39.95	49.95	89.95	29.95	69.95
Monthly charge (with handset)	39.95	49.95	59.95	99.95	44.95/54.95	79.95
	120	120	120	120 (EU+CH)	100	
- Weekend Flat (national calls on-net and fixed net)			free (Sat. 0:00 to Sund. 24:00)			
- mobile to national fixed net	0.29	free	0.29	free	free	0.29
- mobile to national fixed net	0.29	free	0.29	free	free	0.29
- on-net	0.29	0.29	free	free	free	free
- other mobile networks	0.29	0.29	0.29	free	0.29	free
- Voicebox	free	free	free	free	free	free
includes SMS per month	40	40,00	40,00	3000	free	free
SMS (on-net)	0.19	free	free	0.19	free	free
SMS (other networks)	0.19	0.19	0.19	0.19	free	free
HotSpot Flatrate	free	free	free	free	free	free
Data Speed	7.2 Mbit/s	7.2 Mbit/s	7.2 Mbit/s	7.2 Mbit/s	7.2 Mbit/s	7.2 Mbit/s
Data Volume until speed step down	300 MB	300 MB	1 GB	2 GB	200 MB	500 MB
VoIP	9.95	9.95	free	free	9.95	free
Tethering	free	free	free	free	free	free
Activation fee			29.95			
Duration of contract			24 months			

Call options in €	Call 120	Call 240
Monthly charge	12.95	19.95
Additional national voice minutes (on-net, fixed net, other mobile networks)	120	240

SMS option in €	SMS Flat allnet
Monthly charge	9.95
Additional SMS per month (on-net, other networks)	free

Highspeed option in €*	Speed
Monthly charge	9.95
Data Speed	21.6 Mbit/s
Additional Data Volume (per month)	4 GB

\*Available with Complete Mobil L & XL.

# Fixed Network.

## Overview dom. interconnection tariffs (excl. VAT).

Termination fees in cent/min.	Peak (9:00-18:00), old	Peak (9:00-18:00), new <sup>1</sup>	Off-Peak (18:00-9:00), old	Off-Peak (18:00-9:00), new <sup>1</sup>
Local	0.54	0.45	0.38	0.32
Single transit	0.89	0.89	0.60	0.60
Double transit national	1.34	1.34	0.89	0.89
Origination fees in cent/min.	Peak (9:00-18:00), old	Peak (9:00-18:00), new <sup>1</sup>	Off-Peak (18:00-9:00), old	Off-Peak (18:00-9:00), new <sup>1</sup>
Local	0.54	0.45	0.38	0.32
Single transit	0.89	0.69	0.60	0.46
Double transit national	1.34	1,03	0.89	0.68
Fully unbundled ("ULL")	Old	New		
One time fee	30.83 <sup>2</sup>	31.01 <sup>3</sup>		
Monthly fee	10.20 <sup>4</sup>	10.08 <sup>5</sup>		
Partially unbundled ("Line Sharing")	Old	New		
One time fee	38.20 <sup>6</sup>	34.13 <sup>7</sup>		
Monthly fee	1.84 <sup>6</sup>	1.68 <sup>7</sup>		
IP-BSA ADSL Shared	Old	New		
One time fee	54.22 <sup>8</sup>	44.87 <sup>9</sup>		
Monthly fee	8.12 <sup>8</sup>	8.12 <sup>9</sup>		
IP-BSA ADSL Stand Alone	Old	New		
One time fee	47.96 <sup>8</sup>	47.68 <sup>9</sup>		
Monthly fee	18.32 <sup>8</sup>	18.20 <sup>9</sup>		

1 Prices are valid from 01/07/2011 to 30/11/2012.

2 Depending on complexity – valid to 30/06/2012.

3 Depending on complexity - valid to 30/06/2014.

4 Twisted pair copper access line valid to 31/03/2011.

5 Twisted pair copper access line valid to 30/06/2013.

6 valid to 30/06/2012.

7 valid to 30/06/2014.

8 valid to 30/06/2011.

9 Since 01/12/2010 these prices are ex post.

## United States.

### Financials (adjusted for special factors).

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>3.510</b>	<b>3.683</b>	<b>3.848</b>	<b>14.811</b>	<b>3.847</b>	<b>3.816</b>	<b>8,7</b>	<b>7.280</b>	<b>7.663</b>	<b>5,3</b>
<b>Net revenue</b>		<b>3.507</b>	<b>3.680</b>	<b>3.847</b>	<b>14.801</b>	<b>3.845</b>	<b>3.815</b>	<b>8,8</b>	<b>7.274</b>	<b>7.660</b>	<b>5,3</b>
<b>EBITDA</b>	<b>1</b>	<b>892</b>	<b>1.025</b>	<b>1.043</b>	<b>3.831</b>	<b>983</b>	<b>1.058</b>	<b>18,6</b>	<b>1.763</b>	<b>2.041</b>	<b>15,8</b>
EBITDA margin (EBITDA / total revenues)	%	25,4	27,8	27,1	25,9	25,6	27,7	2,3p	24,2	26,6	2,4p
Depreciation, amortization and impairment losses	3	0	0	(1.647)	(2.110)	(561)	(640)	n.a.	(463)	(1.201)	n.a.
Profit (loss) from operations = EBIT	3	892	1.025	(604)	1.721	422	418	(53,1)	1.300	840	(35,4)
<b>Cash capex</b>	<b>2</b>	<b>474</b>	<b>523</b>	<b>408</b>	<b>1.948</b>	<b>568</b>	<b>420</b>	<b>(11,4)</b>	<b>1.017</b>	<b>988</b>	<b>(2,9)</b>
<b>Cash contribution</b>		<b>418</b>	<b>502</b>	<b>635</b>	<b>1.883</b>	<b>415</b>	<b>638</b>	<b>52,6</b>	<b>746</b>	<b>1.053</b>	<b>41,2</b>

### Financials (as reported).

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>3.510</b>	<b>3.683</b>	<b>3.848</b>	<b>14.811</b>	<b>3.847</b>	<b>3.816</b>	<b>8,7</b>	<b>7.280</b>	<b>7.663</b>	<b>5,3</b>
<b>Net revenue</b>		<b>3.507</b>	<b>3.680</b>	<b>3.847</b>	<b>14.801</b>	<b>3.845</b>	<b>3.815</b>	<b>8,8</b>	<b>7.274</b>	<b>7.660</b>	<b>5,3</b>
<b>EBITDA</b>		<b>868</b>	<b>976</b>	<b>989</b>	<b>3.697</b>	<b>905</b>	<b>1.036</b>	<b>19,4</b>	<b>1.732</b>	<b>1.941</b>	<b>12,1</b>
EBITDA margin (EBITDA / total revenue)	%	24,7	26,5	25,7	25,0	23,5	27,1	2,4p	23,8	25,3	1,5p
Depreciation, amortization and impairment losses	3	0	0	(3.944)	(4.407)	(561)	(640)	n.a.	(463)	(1.201)	n.a.
Profit (loss) from operations = EBIT	3	868	976	(2.955)	(710)	344	396	(54,4)	1.269	740	(41,7)
<b>Cash capex</b>		<b>477</b>	<b>527</b>	<b>413</b>	<b>1.963</b>	<b>571</b>	<b>425</b>	<b>(10,9)</b>	<b>1.023</b>	<b>996</b>	<b>(2,6)</b>
<b>Cash contribution</b>		<b>391</b>	<b>449</b>	<b>576</b>	<b>1.734</b>	<b>334</b>	<b>611</b>	<b>56,3</b>	<b>709</b>	<b>945</b>	<b>33,3</b>

1 Excluding special factors affecting EBITDA of EUR 7mn in Q1/11, EUR 24mn in Q2/11, EUR 49mn in Q3/11, EUR 54mn in Q4/11, EUR 78mn in Q1/12, and EUR 22mn in Q2/12.

2 Adjusted by excluding EUR 3mn microwave clearing costs in Q1/11, EUR 3mn in Q2/11, EUR 4mn in Q3/11, EUR 5mn in Q4/11, EUR 3mn in Q1/12 and EUR 5mn in Q2/12.

3 Adjusted by excluding depreciation of EUR 66mn in Q1/11, EUR 516mn in Q2/11 and EUR 509mn in Q3/11 due to the pending sale of T-Mobile USA to AT&T that was announced March 2011. As of this announcement, non-current assets were classified as held-for-sale and the depreciation of these assets was discontinued for accounting purposes. In December 2011, AT&T's acquisition of T-Mobile USA was terminated and T-Mobile USA was no longer categorized as discontinued operation. As a result, depreciation that was not previously recognized in 2011 was recognized in Q4/11.

Additionally, T-Mobile USA recognized an impairment loss on goodwill of EUR 2,297mn in Q4/11.

## United States.

### EBITDA reconciliation.

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>3.510</b>	<b>3.683</b>	<b>3.848</b>	<b>14.811</b>	<b>3.847</b>	<b>3.816</b>	<b>8,7</b>	<b>7.280</b>	<b>7.663</b>	<b>5,3</b>
Profit (loss) from operations = EBIT	1	868	976	(2.955)	(710)	344	396	(54,4)	1.269	740	(41,7)
- Depreciation, amortization and impairment losses	1	0	0	(3.944)	(4.407)	(561)	(640)	n.a.	(463)	(1.201)	n.a.
<b>= EBITDA</b>		<b>868</b>	<b>976</b>	<b>989</b>	<b>3.697</b>	<b>905</b>	<b>1.036</b>	<b>19,4</b>	<b>1.732</b>	<b>1.941</b>	<b>12,1</b>
EBITDA margin		24,7	26,5	25,7	25,0	23,5	27,1	2,4p	23,8	25,3	1,5p
- Special factors affecting EBITDA		(24)	(49)	(54)	(134)	(78)	(22)	8,3	(31)	(100)	n.a.
<b>= EBITDA adjusted for special factors</b>		<b>892</b>	<b>1.025</b>	<b>1.043</b>	<b>3.831</b>	<b>983</b>	<b>1.058</b>	<b>18,6</b>	<b>1.763</b>	<b>2.041</b>	<b>15,8</b>
EBITDA margin (adjusted for special factors)		25,4	27,8	27,1	25,9	25,6	27,7	2,3p	24,2	26,6	2,4p

### Special factors.

millions of €	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	H1/11	H1/12
<b>Effects on EBITDA</b>	<b>(24)</b>	<b>(49)</b>	<b>(54)</b>	<b>(134)</b>	<b>(78)</b>	<b>(22)</b>	<b>(31)</b>	<b>(100)</b>
- of which personnel	(23)	(48)	(38)	(116)	(41)	(31)	(30)	(72)
- of which other	(1)	(1)	(16)	(18)	(37)	9	1	(28)
<b>Effects on profit (loss) from operations = EBIT</b>	<b>(24)</b>	<b>(49)</b>	<b>(2.351)</b>	<b>(2.431)</b>	<b>(78)</b>	<b>(22)</b>	<b>(31)</b>	<b>(100)</b>
- of which personnel	(23)	(48)	(38)	(116)	(41)	(31)	(30)	(72)
- of which other	(1)	(1)	(2.313)	(2.315)	(37)	9	(1)	(28)

1 Adjusted by excluding depreciation of EUR 66mn in Q1/11, EUR 516mn in Q2/11 and EUR 509mn in Q3/11 due to the pending sale of T-Mobile USA to AT&T that was announced March 2011. As of this announcement, non-current assets were classified as held-for-sale and the depreciation of these assets was discontinued for accounting purposes. In December 2011, AT&T's acquisition of T-Mobile USA was terminated and T-Mobile USA was no longer categorized as discontinued operation. As a result, depreciation that was not previously recognized in 2011 was recognized in Q4/11. Additionally, T-Mobile USA recognized an impairment loss on goodwill of EUR 2,297mn in Q4/11.

# United States.

## Operational.

	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Customers (end of period)</b>	('000)	<b>33.585</b>	<b>33.711</b>	<b>33.186</b>	<b>33.186</b>	<b>33.373</b>	<b>33.168</b>	<b>(1,2)</b>	<b>33.585</b>	<b>33.168</b>	<b>1,2</b>
Branded contract	('000)	23.463	23.074	22.367	22.367	21.857	21.300	(9,2)	23.463	21.300	(9,2)
Machine-to-machine	('000)	2.321	2.524	2.430	2.430	2.692	2.787	20,1	2.321	2.787	20,1
<b>- Contract</b>	('000)	<b>25.784</b>	<b>25.598</b>	<b>24.797</b>	<b>24.797</b>	<b>24.549</b>	<b>24.087</b>	<b>(6,6)</b>	<b>25.784</b>	<b>24.087</b>	<b>(6,6)</b>
Branded prepaid	('000)	4.345	4.599	4.819	4.819	5.068	5.295	21,9	4.345	5.295	21,9
MVNO	('000)	3.456	3.514	3.570	3.570	3.756	3.786	9,5	3.456	3.786	9,5
<b>- Prepaid</b>	('000)	<b>7.801</b>	<b>8.113</b>	<b>8.389</b>	<b>8.389</b>	<b>8.824</b>	<b>9.081</b>	<b>16,4</b>	<b>7.801</b>	<b>9.081</b>	<b>16,4</b>
<b>Net adds</b>	('000)	<b>(50)</b>	<b>126</b>	<b>(526)</b>	<b>(549)</b>	<b>187</b>	<b>(205)</b>	<b>n.a.</b>	<b>(150)</b>	<b>(18)</b>	<b>(88,0)</b>
Branded contract	('000)	(536)	(389)	(706)	(2.206)	(510)	(557)	3,9	(1.111)	(1.067)	(4,0)
Machine-to-machine	('000)	256	204	(95)	556	262	95	(62,9)	448	357	(20,3)
<b>- Contract</b>	('000)	<b>(281)</b>	<b>(186)</b>	<b>(802)</b>	<b>(1.650)</b>	<b>(248)</b>	<b>(462)</b>	<b>64,4</b>	<b>(663)</b>	<b>(710)</b>	<b>7,1</b>
Branded prepaid	('000)	(71)	254	220	321	249	227	n.a.	(153)	475	n.a.
MVNO	('000)	302	57	56	780	187	30	(90,1)	666	217	(67,4)
<b>- Prepaid</b>	('000)	<b>231</b>	<b>312</b>	<b>276</b>	<b>1.101</b>	<b>436</b>	<b>257</b>	<b>11,3</b>	<b>513</b>	<b>692</b>	<b>34,9</b>
<b>Average monthly churn</b>	(%)	<b>3,3</b>	<b>3,5</b>	<b>4,0</b>	<b>3,6</b>	<b>3,3</b>	<b>3,2</b>	<b>(0,1p)</b>	<b>3,4</b>	<b>3,3</b>	<b>(0,1p)</b>
- Contract	(%)	2,4	2,4	3,1	2,6	2,3	2,2	(0,2p)	2,4	2,3	(0,1p)
<b>Total revenues</b>	(€ million)	<b>3.510</b>	<b>3.683</b>	<b>3.848</b>	<b>14.811</b>	<b>3.847</b>	<b>3.816</b>	<b>8,7</b>	<b>7.280</b>	<b>7.663</b>	<b>5,3</b>
Service revenue	(€ million)	1	3.156	3.202	12.960	3.287	3.326	5,4	6.484	6.613	2,0
<b>EBITDA (adjusted for special factors)</b>	(€ million)	<b>892</b>	<b>1.025</b>	<b>1.043</b>	<b>3.831</b>	<b>983</b>	<b>1.058</b>	<b>18,6</b>	<b>1.763</b>	<b>2.041</b>	<b>15,8</b>
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(%)	25,4	27,8	27,1	25,9	25,6	27,7	2,3p	24,2	26,6	2,4p
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(%)	28,3	32,0	31,9	29,6	29,9	31,8	3,5p	27,2	30,9	3,7p
<b>SAC per gross add</b>	(€)	<b>87</b>	<b>64</b>	<b>70</b>	<b>78</b>	<b>63</b>	<b>56</b>	<b>(35,6)</b>	<b>90</b>	<b>60</b>	<b>(33,3)</b>
- Contract	(€)	179	132	141	160	122	115	(35,8)	185	119	(35,7)
- Prepaid	(€)	10	11	16	12	20	20	100,0	10	20	100,0
<b>SRC per retained customer</b>	(€)	<b>38</b>	<b>33</b>	<b>40</b>	<b>47</b>	<b>55</b>	<b>60</b>	<b>57,9</b>	<b>61</b>	<b>57</b>	<b>(6,6)</b>
<b>ARPU</b>	(€)	<b>31</b>	<b>32</b>	<b>33</b>	<b>32</b>	<b>33</b>	<b>33</b>	<b>6,5</b>	<b>32</b>	<b>33</b>	<b>3,1</b>
- Contract	(€)	37	37	39	38	39	40	8,1	38	39	2,6
- Prepaid	(€)	12	14	14	13	15	16	33,3	12	15	25,0
<b>Non-Voice % of ARPU</b>	(%)	<b>30</b>	<b>31</b>	<b>32</b>	<b>31</b>	<b>33</b>	<b>33</b>	<b>3,0p</b>	<b>30</b>	<b>33</b>	<b>3,0p</b>
<b>MOU per customer</b>	(min)	<b>906</b>	<b>906</b>	<b>901</b>	<b>911</b>	<b>895</b>	<b>882</b>	<b>(2,6)</b>	<b>918</b>	<b>888</b>	<b>(3,3)</b>
- Contract	(min)	987	986	970	990	949	922	(6,6)	1.001	936	(6,5)
<b>Cash capex</b>	(€ million)	<b>477</b>	<b>527</b>	<b>413</b>	<b>1.963</b>	<b>571</b>	<b>425</b>	<b>(10,9)</b>	<b>1.023</b>	<b>996</b>	<b>(2,6)</b>
<b>Cash contribution</b>	(€ million)	<b>391</b>	<b>449</b>	<b>576</b>	<b>1.734</b>	<b>334</b>	<b>611</b>	<b>56,3</b>	<b>709</b>	<b>945</b>	<b>33,3</b>

Note: Certain historical customer numbers may not tie to historical reports due to rounding.

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

## United States.

### Operational in US-\$.

	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Customers (end of period)</b>	('000)	<b>33.585</b>	<b>33.711</b>	<b>33.186</b>	<b>33.186</b>	<b>33.373</b>	<b>33.168</b>	<b>(1,2)</b>	<b>33.585</b>	<b>33.168</b>	<b>1,2</b>
Branded contract	('000)	23.463	23.074	22.367	22.367	21.857	21.300	(9,2)	23.463	21.300	(9,2)
Machine-to-machine	('000)	2.321	2.524	2.430	2.430	2.692	2.787	20,1	2.321	2.787	20,1
<b>- Contract</b>	('000)	<b>25.784</b>	<b>25.598</b>	<b>24.797</b>	<b>24.797</b>	<b>24.549</b>	<b>24.087</b>	<b>(6,6)</b>	<b>25.784</b>	<b>24.087</b>	<b>(6,6)</b>
Branded prepaid	('000)	4.345	4.599	4.819	4.819	5.068	5.295	21,9	4.345	5.295	21,9
MVNO	('000)	3.456	3.514	3.570	3.570	3.756	3.786	9,5	3.456	3.786	9,5
<b>- Prepaid</b>	('000)	<b>7.801</b>	<b>8.113</b>	<b>8.389</b>	<b>8.389</b>	<b>8.824</b>	<b>9.081</b>	<b>16,4</b>	<b>7.801</b>	<b>9.081</b>	<b>16,4</b>
<b>Net adds</b>	('000)	<b>(50)</b>	<b>126</b>	<b>(526)</b>	<b>(549)</b>	<b>187</b>	<b>(205)</b>	<b>n.a.</b>	<b>(150)</b>	<b>(18)</b>	<b>(88,0)</b>
Branded contract	('000)	(536)	(389)	(706)	(2.206)	(510)	(557)	3,9	(1.111)	(1.067)	(4,0)
Machine-to-machine	('000)	256	204	(95)	556	262	95	(62,9)	448	357	(20,3)
<b>- Contract</b>	('000)	<b>(281)</b>	<b>(186)</b>	<b>(802)</b>	<b>(1.650)</b>	<b>(248)</b>	<b>(462)</b>	<b>64,4</b>	<b>(663)</b>	<b>(710)</b>	<b>7,1</b>
Branded prepaid	('000)	(71)	254	220	321	249	227	n.a.	(153)	475	n.a.
MVNO	('000)	302	57	56	780	187	30	(90,1)	666	217	(67,4)
<b>- Prepaid</b>	('000)	<b>231</b>	<b>312</b>	<b>276</b>	<b>1.101</b>	<b>436</b>	<b>257</b>	<b>11,3</b>	<b>513</b>	<b>692</b>	<b>34,9</b>
<b>Average monthly churn</b>	(%)	<b>3,3</b>	<b>3,5</b>	<b>4,0</b>	<b>3,6</b>	<b>3,3</b>	<b>3,2</b>	<b>(0,1p)</b>	<b>3,4</b>	<b>3,3</b>	<b>(0,1p)</b>
- Contract	(%)	2,4	2,4	3,1	2,6	2,3	2,2	(0,2p)	2,4	2,3	(0,1p)
<b>Total revenues</b>	(USD million)	<b>5.051</b>	<b>5.206</b>	<b>5.185</b>	<b>20.604</b>	<b>5.044</b>	<b>4.894</b>	<b>(3,1)</b>	<b>10.213</b>	<b>9.938</b>	<b>(2,7)</b>
Service revenue	(USD million)	1 4.543	4.525	4.413	18.037	4.309	4.266	(6,1)	9.099	8.575	(5,8)
<b>EBITDA (adjusted for special factors)</b>	(USD million)	<b>1.283</b>	<b>1.450</b>	<b>1.406</b>	<b>5.332</b>	<b>1.289</b>	<b>1.356</b>	<b>5,7</b>	<b>2.476</b>	<b>2.645</b>	<b>6,8</b>
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(USD million)	25,4	27,8	27,1	25,9	25,6	27,7	2,3p	24,2	26,6	2,4p
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(USD million)	28,2	32,0	31,9	29,6	29,9	31,8	3,6p	27,2	30,9	3,7p
<b>SAC per gross add</b>	(USD)	<b>126</b>	<b>91</b>	<b>95</b>	<b>109</b>	<b>83</b>	<b>72</b>	<b>(42,9)</b>	<b>126</b>	<b>78</b>	<b>(38,1)</b>
- Contract	(USD)	258	186	190	223	160	147	(43,0)	259	154	(40,5)
- Prepaid	(USD)	14	16	21	16	27	26	85,7	13	26	100,0
<b>SRC per retained customer</b>	(USD)	<b>55</b>	<b>47</b>	<b>54</b>	<b>65</b>	<b>72</b>	<b>76</b>	<b>38,2</b>	<b>85</b>	<b>74</b>	<b>(12,9)</b>
<b>ARPU</b>	(USD)	<b>45</b>	<b>45</b>	<b>44</b>	<b>45</b>	<b>43</b>	<b>43</b>	<b>(4,4)</b>	<b>45</b>	<b>43</b>	<b>(4,4)</b>
- Contract	(USD)	53	53	52	53	52	51	(3,8)	53	51	(3,8)
- Prepaid	(USD)	17	19	19	18	19	21	23,5	17	20	17,6
<b>Non-Voice % of ARPU</b>	(%)	<b>30</b>	<b>31</b>	<b>32</b>	<b>31</b>	<b>33</b>	<b>33</b>	<b>3,0p</b>	<b>30</b>	<b>33</b>	<b>3,0p</b>
<b>MOU per customer</b>	(min)	<b>906</b>	<b>906</b>	<b>901</b>	<b>911</b>	<b>895</b>	<b>882</b>	<b>(2,6)</b>	<b>918</b>	<b>888</b>	<b>(3,3)</b>
- Contract	(min)	987	986	970	990	949	922	(6,6)	1.001	936	(6,5)
<b>Cash capex</b>	(USD million)	<b>686</b>	<b>745</b>	<b>556</b>	<b>2.735</b>	<b>749</b>	<b>545</b>	<b>(20,6)</b>	<b>1.434</b>	<b>1.294</b>	<b>(9,8)</b>
<b>Cash contribution</b>	(USD million)	<b>597</b>	<b>705</b>	<b>850</b>	<b>2.597</b>	<b>540</b>	<b>811</b>	<b>35,8</b>	<b>1.042</b>	<b>1.351</b>	<b>29,7</b>

Note: Certain historical customer numbers may not tie to historical reports due to rounding.

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

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.

T-Mobile USA.

<b>Value Plans</b> <sup>1,2,3,4,5,6</sup> <b>Whenever Minutes</b>	<b>500 Minute</b>	<b>1000 Minute</b>	<b>Unlimited</b>
Minute Only (talk)	\$34,99	\$44,99	NA
Basic (talk and text)	\$39,99		\$49,99
Plus (talk, text and up to 2 GB of high speed data)	\$49,99		\$59,99
Premium (talk, text and up to 5 GB of high speed data)	\$64,99		\$74,99
Ultra (talk, text and up to 10 GB of high speed data)	\$94,99		\$104,99

<b>Classic Plans</b> <sup>1,2,3,4,5,6</sup> <b>Whenever Minutes</b>	<b>500 Minute</b>	<b>1000 Minute</b>	<b>Unlimited</b>
Minute Only (talk)	\$39,99	\$49,99	NA
Basic (talk and text)	\$49,99		\$59,99
Plus (talk, text and up to 2 GB of high speed data)	\$69,99		\$79,99
Premium (talk, text and up to 5 GB of high speed data)	\$84,99		\$94,99
Ultra (talk, text and up to 10 GB of high speed data)	\$114,99		\$124,99

1 Two-year contract required.

2 All plans include unlimited nationwide T-Mobile to T-Mobile calling

3 All plans include unlimited nights and weekends.

5 Web plans include overage-free data with nationwide Web and e-mail access. For unlimited data plans, full speeds available up to monthly allotment, then slowed up to 2G speeds for rest of billing cycle.

6 Talk plans with limited Whenever Minutes - overage charge of \$0.45/minute.

<b>Data Plan Add-On to Talk &amp; Text Plans</b> <sup>1</sup>	<b>Value</b>	<b>Classic</b>
Simple (200 MB of full speed internet included, overage at \$0.10/MB)	\$5,00	\$10,00

1 Stand-alone data plans not available.

All prices reflect monthly recurring charges; taxes and fees additional. Web plans provide access to data; capable device required to achieve 4G speeds.



USA.

T-Mobile USA.

<b>Value Plans for Families</b> <sup>1,2,3,4,5,6,7,8</sup>			
<b>Whenever Minutes</b>	<b>1000 Minute</b>	<b>2000 Minute</b>	<b>Unlimited</b>
Minute Only	\$49,98	\$69,98	NA
Basic (talk and text)	\$59,98		\$79,98
Plus (talk, text and up to 2 GB of high speed data)	\$79,98		\$99,98
Premium (talk, text and up to 5 GB of high speed data)	\$109,98		\$129,98
Ultra (talk, text and up to 10 GB of high speed data)	\$169,98		\$189,98

<b>Classic Plans for Families</b> <sup>1,2,3,4,5,6,7,8</sup>			
<b>Whenever Minutes</b>	<b>1000 Minute</b>	<b>2000 Minute</b>	<b>Unlimited</b>
Minute Only	\$59,98	\$79,98	NA
Basic (talk and text)	\$79,98		\$99,98
Plus (talk, text and up to 2 GB of high speed data)	\$119,98		\$139,98
Premium (talk, text and up to 5 GB of high speed data)	\$149,98		\$169,98
Ultra (talk, text and up to 10 GB of high speed data)	\$209,98		\$229,98

1 Two-year contract required.

2 All plans include unlimited nationwide T-Mobile to T-Mobile calling

3 All plans include unlimited nights and weekends

4 Each family plan price includes two lines.

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

6 Web plans include overage-free data nationwide Web and e-mail access.

For unlimited data plans, full speeds available up to monthly allotment, then slowed up to 2G speeds for rest of billing cycle.

7 Talk plans with limited Whenever Minutes - overage charge of \$0.45/minute.

8 Whenever Minutes are shared by the first 2 lines.

<b>Adding a line to the family plan Whenever Minutes (Talk)</b> <sup>1,2</sup>	<b>Classic</b>	<b>Value</b>
Unlimited (only available with Unlimited plans)	\$30,00	\$25,00
500 (only available with Unlimited plans)	\$10,00	\$5,00
Add a Line shares existing Whenever Minutes (only available with limited minute plans)	\$10,00	\$5,00

1 All family plans with unlimited text provide unlimited text for all additional lines.

2 Talk plans with limited Whenever Minutes - overage charge of \$0.45/minute.

<b>Data Plan Add-on</b> <sup>1,2</sup>	<b>Value</b>	<b>Classic</b>
Unlimited - Ultra (up to 10 GB of high speed data)	\$55,00	\$65,00
Unlimited - Premium (up to 5 GB of high speed data)	\$25,00	\$35,00
Unlimited - Plus (up to 2 GB of high-speed data)	\$10,00	\$20,00
Simple (200 MB of full speed internet included per line, overage at \$0.10/MB)	\$5,00	\$10,00

1 Adding data for additional lines requires add-a-line talk plan; stand-alone data plans not available.

2 For unlimited data plans, full speeds available up to monthly allotment, then slowed up to 2G speeds for rest of billing cycle.

All prices reflect monthly recurring charges; taxes and fees additional. Web plans provide access to data; capable device required to achieve 4G speeds.

USA.

## T-Mobile USA.

<b>Monthly4G</b> <sup>1,2,3,4</sup>	<b>Talk</b>	<b>Text</b>	<b>Web</b>
100 (minutes)	\$30,00	Unlimited	Unlimited
1500 (minutes or messages)		\$30,00	30 MB
Unlimited Text (and \$0.10/minute talk)		\$15,00	NA
Unlimited (talk, text and first 100MB at up to 4G speeds)	\$50,00	Unlimited	Unlimited
Unlimited (talk, text and first 2GB at up to 4G speeds)	\$60,00	Unlimited	Unlimited
Unlimited (talk, text and first 5GB at up to 4G speeds)	\$70,00	Unlimited	Unlimited

1 No annual contract required.

2 Unlimited text plans include unlimited nationwide text, picture and video messaging

3 For unlimited plans, full speeds available up to monthly allotment, then slowed up to 2G speeds

4 Features available for 30 days.

<b>Additional Add-ons for Monthly4G plans \$50/month or higher</b>	<b>Talk/Text</b>	<b>Web</b>
International Unlimited Talk & Text <sup>1</sup>	\$10,00	NA
BlackBerry Internet Service <sup>2</sup>	NA	\$10,00
Smartphone Mobile HotSpot Service <sup>3</sup>	NA	\$15,00

1 Unlimited calls while on T-Mobile's network to landlines in over 50 countries, unlimited texting to any mobile phone in over 200 countries, and discounted calling to landlines and mobile phones in over 150 countries.

2 Includes access to BlackBerry email, BlackBerry Messenger, and BlackBerry App World for your BlackBerry device. Does not include BES access.

3 Plan data allotment applies. Use of connected devices subject to T-Mobile's Terms and Conditions.

All prices reflect monthly charges. Web plans provide access to data. Monthly4G provides wireless service; capable device required to achieve 4G speeds.

USA.

## T-Mobile USA.

<b>Value Plans</b> <sup>1,2,3</sup>	<b>Pricing</b> <sup>1</sup>	<b>Hotspot Access</b> <sup>4</sup>
<b>Monthly Mobile Broadband Plans</b>		
Overage-free Ultra (10 GB mobile broadband data)	\$69,99	Included
Overage-free Ultra (10 GB mobile broadband data with \$10 discount avail. when added to a voice line of service)	\$59,99	Included
Overage-free Premium (5 GB mobile broadband data)	\$39,99	Included
Overage-free Premium (5 GB mobile broadband data with \$10 discount avail. when added to a voice line of service)	\$29,99	Included
Overage-free Plus (2 GB mobile broadband data)	\$29,99	Included
Overage-free Plus (2 GB mobile broadband data with \$10 discount avail. when added to a voice line of service)	\$19,99	Included

1 Prices reflect monthly recurring charges; taxes and fees additional

2 No overage charges. After data allotment used, speeds slowed up to 2G speeds for rest of billing cycle.

3 \$10 discount available when added to a postpaid voice line of service with T-Mobile on the same account.

4 Plan data allotment applies. Use of connected devices subject to T-Mobile's Terms and Conditions

<b>No Annual Contract Broadband passes (Prepaid)</b>	<b>Pricing</b> <sup>1</sup>	<b>Hotspot Access</b>
300 MB data (use for 7 days)	\$15,00	Not Included
1.5 GB data (use for 30 days)	\$25,00	Not Included
3.5 GB data (use for 30 days)	\$35,00	Not Included
5 GB data (use for 30 days)	\$50,00	Not Included

<b>Classic Plans</b> <sup>1,2,3</sup>	<b>Pricing</b> <sup>1</sup>	<b>Hotspot Access</b> <sup>4</sup>
<b>Monthly Mobile Broadband Plans</b>		
Overage-Free Plus (2 GB mobile broadband data)	\$39,99	Included
Overage-free Plus (2 GB mobile broadband data with \$10 discount avail. when added to a voice line of service)	\$29,99	Included
Overage-Free Premium (5 GB mobile broadband data)	\$49,99	Included
Overage-free Premium (5 GB mobile broadband data with \$10 discount avail. when added to a voice line of service)	\$39,99	Included
Overage-Free Ultra (10 GB mobile broadband data)	\$79,99	Included
Overage-free Ultra (10 GB mobile broadband data with \$10 discount avail. when added to a voice line of service)	\$69,99	Included

1 Prices reflect monthly recurring charges; taxes and fees additional

2 No overage charges. After data allotment used, speeds slowed up to 2G speeds for rest of billing cycle.

3 \$10 discount available when added to a postpaid voice line of service with T-Mobile on the same account.

4 Plan data allotment applies. Use of connected devices subject to T-Mobile's Terms and Conditions

Capable device required to achieve 4G speeds.

## Europe.

### Financials (adjusted for special factors).

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>	1	3.812	3.877	3.777	15.150	3.575	3.584	(6,0)	7.496	7.159	(4,5)
<b>Net revenue</b>		3.642	3.699	3.600	14.457	3.400	3.416	(6,2)	7.158	6.816	(4,8)
<b>EBITDA</b>	2	1.316	1.388	1.311	5.241	1.173	1.200	(8,8)	2.542	2.373	(6,6)
EBITDA margin (EBITDA / total revenue)	%	34,5	35,8	34,7	34,6	32,8	33,5	(1,0p)	33,9	33,1	(0,8p)
Depreciation, amortization and impairment losses		(781)	(800)	(794)	(3.175)	(717)	(703)	10,0	(1.581)	(1.420)	10,2
Profit (loss) from operations = EBIT	3	535	588	517	2.066	456	497	(7,1)	961	953	(0,8)
<b>Cash capex</b>	4	356	374	482	1.724	465	286	(19,7)	868	751	(13,5)
<b>Cash contribution</b>		960	1.014	829	3.517	708	914	(4,8)	1.674	1.622	(3,1)

### Financials (as reported).

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		3.807	3.873	3.772	15.124	3.575	3.584	(5,9)	7.479	7.159	(4,3)
<b>Net revenue</b>		3.637	3.695	3.595	14.431	3.400	3.416	(6,1)	7.141	6.816	(4,6)
<b>EBITDA</b>		1.245	1.351	1.233	4.995	1.167	1.168	(6,2)	2.411	2.335	(3,2)
EBITDA margin (EBITDA / total revenue)	%	32,7	34,9	32,7	33,0	32,6	32,6	(0,1p)	32,2	32,6	0,4p
Depreciation, amortization and impairment losses		(780)	(800)	(1.834)	(4.215)	(717)	(706)	9,5	(1.581)	(1.423)	10,0
Profit (loss) from operations = EBIT		465	551	(601)	780	450	462	(0,6)	830	912	9,9
<b>Cash capex</b>		356	437	565	1.870	505	287	(19,4)	868	792	(8,8)
<b>Cash contribution</b>		889	914	668	3.125	662	881	(0,9)	1.543	1.543	0,0

1 Special factors affecting Total Revenue: EUR 12mn in Q1/11, EUR 5mn in Q2/11, EUR 4mn in Q3/11 and EUR 5mn in Q4/11.

2 Special factors affecting EBITDA: EUR 60mn in Q1/11, EUR 71mn in Q2/11, EUR 37mn in Q3/11, EUR 78mn in Q4/11, EUR 6mn in Q1/12 and EUR 32mn in Q2/12.

3 Special factors affecting EBIT: EUR 61mn in Q1/11 (thereof EUR 60mn resulting from EBITDA), EUR 70mn in Q2/11 (thereof EUR 71mn resulting from EBITDA), EUR 37mn in Q3/11 (thereof EUR 37mn resulting from EBITDA), EUR 1.118mn in Q4/11 (thereof EUR 78mn resulting from EBITDA), EUR 6mn in Q1/12 (thereof EUR 6mn resulting from EBITDA) and EUR 35mn in Q2/12 (thereof EUR 32mn resulting from EBITDA).

4 Excluding payments for spectrum licences: EUR 48mn in Q3/11 at Slovakia, EUR 15mn in Q3/11 at Albania, EUR 83mn in Q4/11 at Greece, EUR 37mn in Q1/12 at Hungary, EUR 2mn in Q1/12 at Slovakia, EUR 1mn in Q1/12 at Montenegro and EUR 1mn in Q2/12 at Romania.

## Europe.

### EBITDA Reconciliation.

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>3.807</b>	<b>3.873</b>	<b>3.772</b>	<b>15.124</b>	<b>3.575</b>	<b>3.584</b>	<b>(5,9)</b>	<b>7.479</b>	<b>7.159</b>	<b>(4,3)</b>
<b>Total revenue adjusted for special factors</b>	<b>1</b>	<b>3.812</b>	<b>3.877</b>	<b>3.777</b>	<b>15.150</b>	<b>3.575</b>	<b>3.584</b>	<b>(6,0)</b>	<b>7.496</b>	<b>7.159</b>	<b>(4,5)</b>
Profit (loss) from operations = EBIT		465	551	(601)	780	450	462	(0,6)	830	912	9,9
- Depreciation, amortization and impairment losses		(780)	(800)	(1.834)	(4.215)	(717)	(706)	9,5	(1.581)	(1.423)	10,0
<b>= EBITDA</b>		<b>1.245</b>	<b>1.351</b>	<b>1.233</b>	<b>4.995</b>	<b>1.167</b>	<b>1.168</b>	<b>(6,2)</b>	<b>2.411</b>	<b>2.335</b>	<b>(3,2)</b>
EBITDA margin	%	32,7	34,9	32,7	33,0	32,6	32,6	(0,1p)	32,2	32,6	0,4p
- Special factors affecting EBITDA		(71)	(37)	(78)	(246)	(6)	(32)	54,9	(131)	(38)	71,0
<b>= EBITDA adjusted for special factors</b>		<b>1.316</b>	<b>1.388</b>	<b>1.311</b>	<b>5.241</b>	<b>1.173</b>	<b>1.200</b>	<b>(8,8)</b>	<b>2.542</b>	<b>2.373</b>	<b>(6,6)</b>
EBITDA margin (adjusted for special factors)	%	34,5	35,8	34,7	34,6	32,8	33,5	(1,0p)	33,9	33,1	(0,8p)

### Special factors

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	H1/11	H1/12
<b>Effects on EBITDA</b>		<b>(71)</b>	<b>(37)</b>	<b>(78)</b>	<b>(246)</b>	<b>(6)</b>	<b>(32)</b>	<b>(131)</b>	<b>(38)</b>
- of which personnel		(22)	(3)	(62)	(132)	(1)	(4)	(67)	(5)
- of which other		(49)	(34)	(16)	(114)	(5)	(28)	(64)	(33)
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(70)</b>	<b>(37)</b>	<b>(1.118)</b>	<b>(1.286)</b>	<b>(6)</b>	<b>(35)</b>	<b>(131)</b>	<b>(41)</b>
- of which personnel		(22)	(3)	(62)	(132)	(1)	(4)	(67)	(5)
- of which other	2	(48)	(34)	(1.056)	(1.154)	(5)	(31)	(64)	(36)

1 Special factors affecting Total Revenue: EUR 12mn in Q1/11, EUR 5mn in Q2/11, EUR 4mn in Q3/11 and EUR 5mn in Q4/11.

2 Impairment: Greece Fixed EUR 135mn in Q4/11, Greece Mobile EUR 438mn in Q4/11, Romania Fixed EUR 244mn in Q4/11, Bulgaria Mobile EUR 130mn in Q4/11, Macedonia Fixed EUR 44mn in Q4/11 and Macedonia Mobile EUR 48mn.

## Europe.

### Customer Summary.

'000	Note	Q2/11	Q3/11	Q4/11	Q1/12	Q2/12	y.o.y. %
<b>Greece</b>							
- Fixed network Access Lines		3.536	3.433	3.317	3.219	3.137	(11,3)
- Broadband Access Lines		1.145	1.136	1.126	1.120	1.136	(0,8)
- Mobile Customers		7.733	7.873	7.885	7.862	7.856	1,6
<b>Romania</b>							
- Fixed network Access Lines		2.554	2.523	2.487	2.428	2.485	(2,7)
- Broadband Access Lines		1.063	1.052	1.078	1.100	1.104	3,9
- Mobile Customers	1	6.595	6.540	6.499	6.407	6.510	(1,3)
<b>Hungary</b>							
- Fixed network Access Lines		1.523	1.506	1.486	1.462	1.439	(5,5)
- Broadband Access Lines		818	832	848	855	864	5,6
- Mobile Customers		4.773	4.790	4.817	4.815	4.821	1,0
<b>Poland</b>							
- Mobile Customers	2	13.203	13.406	14.161	14.512	15.048	14,0
<b>Czech Republic</b>							
- Fixed network Access Lines		89	93	100	103	105	18,0
- Broadband Access Lines		89	93	100	103	105	18,0
- Mobile Customers		5.425	5.399	5.381	5.354	5.377	(0,9)
<b>Croatia</b>							
- Fixed network Access Lines		1.407	1.395	1.387	1.367	1.342	(4,6)
- Broadband Access Lines		647	648	651	654	652	0,8
- Mobile Customers	3	2.988	2.485	2.418	2.350	2.378	(20,4)
<b>Netherlands</b>							
- Fixed network Access Lines		299	297	294	291	290	(3,0)
- Broadband Access Lines		289	287	284	282	281	(2,8)
- Mobile Customers		4.829	4.935	4.909	4.856	4.744	(1,8)
<b>Slovakia</b>							
- Fixed network Access Lines		1.039	1.029	1.021	1.009	993	(4,4)
- Broadband Access Lines		453	457	464	468	470	3,8
- Mobile Customers		2.349	2.318	2.326	2.312	2.325	(1,0)
<b>Austria</b>							
- Mobile Customers		3.878	3.934	4.060	4.069	4.069	4,9
<b>Bulgaria</b>							
- Mobile Customers		4.035	4.166	4.265	4.359	4.357	8,0
<b>Other</b>							
- Fixed network Access Lines		482	476	471	461	457	(5,2)
- Broadband Access Lines		226	230	239	239	243	7,5
- Mobile Customers		3.668	3.621	3.573	3.311	3.329	(9,2)
<b>Total</b>							
- Fixed network Access Lines		10.929	10.751	10.563	10.339	10.248	(6,2)
- Broadband Access Lines Retail		4.524	4.530	4.588	4.614	4.642	2,6
- Wholesale Bundled Access Lines		161	156	153	153	154	(4,3)
- Wholesale Unbundled Access Lines		46	48	50	54	60	30,4
- Mobile Customers		59.476	59.467	60.293	60.208	60.814	2,2

1 As of Q2/12, mobile customers of Romtelecom's CDMA-network included.

2 Mobile Customer figures and related KPIs (Net Adds, churn etc.) affected by a change in T-Mobile PL's prepaid churn policy as of September 2011 with an effect of +1,0 mn prepaid customers in 2011 and +0,9 mn prepaid customers in H1/12.

3 Customer figures and related KPIs (Net Adds, churn, ARPU etc.) affected by a change in T-Mobile HR's prepaid churn policy as of Q3/11 with an effect of -479 thsd. customers.

## Greece.

### Financials (adjusted for special factors).

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>886</b>	<b>930</b>	<b>867</b>	<b>3.546</b>	<b>819</b>	<b>828</b>	<b>(6,5)</b>	<b>1.749</b>	<b>1.647</b>	<b>(5,8)</b>
-of which Fixed network		523	534	516	2.103	484	480	(8,2)	1.053	964	(8,5)
-of which Mobile communications		415	450	404	1.648	381	388	(6,5)	794	769	(3,1)
<b>EBITDA</b>	<b>1</b>	<b>303</b>	<b>349</b>	<b>321</b>	<b>1.300</b>	<b>309</b>	<b>301</b>	<b>(0,7)</b>	<b>630</b>	<b>610</b>	<b>(3,2)</b>
-of which Fixed network		135	157	160	613	151	127	(5,9)	296	278	(6,1)
-of which Mobile communications		153	186	142	632	153	161	5,2	304	314	3,3
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>34,2</b>	<b>37,5</b>	<b>37,0</b>	<b>36,7</b>	<b>37,7</b>	<b>36,4</b>	<b>2,2p</b>	<b>36,0</b>	<b>37,0</b>	<b>1,0p</b>
-of which Fixed network	%	25,8	29,4	31,0	29,1	31,2	26,5	0,7p	28,1	28,8	0,7p
-of which Mobile communications	%	36,9	41,3	35,1	38,3	40,2	41,5	4,6p	38,3	40,8	2,5p
<b>Cash capex (as reported)</b>		<b>84</b>	<b>101</b>	<b>199</b>	<b>478</b>	<b>53</b>	<b>60</b>	<b>(28,6)</b>	<b>178</b>	<b>113</b>	<b>(36,5)</b>
-of which Fixed network		52	43	60	190	22	32	(38,5)	87	54	(37,9)
-of which Mobile communications		27	57	134	276	30	28	3,7	85	58	(31,8)
<b>Cash contribution</b>		<b>219</b>	<b>248</b>	<b>122</b>	<b>822</b>	<b>256</b>	<b>241</b>	<b>10,0</b>	<b>452</b>	<b>497</b>	<b>10,0</b>
-of which Fixed network		83	114	100	423	129	95	14,5	209	224	7,2
-of which Mobile communications		126	129	8	356	123	133	5,6	219	256	16,9

1 Special factors affecting EBITDA: EUR 20mn in Q1/11, EUR 2mn in Q2/11 and EUR 17mn in Q4/11.

# Greece.

## Operational.

	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Fixed network (end of period)</b>											
Fixed network access lines	('000)	3.536	3.433	3.317	3.317	3.219	3.137	(11,3)	3.536	3.137	(11,3)
Broadband retail access lines	('000)	1.112	1.104	1.096	1.096	1.092	1.111	(0,1)	1.112	1.111	(0,1)
IPTV	('000)	54	55	50	50	46	42	(22,2)	54	42	(22,2)
Wholesale bundled access lines	('000)	33	32	30	30	28	25	(24,2)	33	25	(24,2)
ULLs	('000)	1.496	1.550	1.642	1.642	1.691	1.731	15,7	1.496	1.731	15,7
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
<b>Mobile communications (end of period)</b>											
Service revenue	(€ million)	348,0	382,0	331,0	1.381,0	323,0	333,0	(4,3)	668,0	656,0	(1,8)
Adj. EBITDA Margin (Service Rev.)	(%)	44,0	48,7	42,9	45,8	47,4	48,3	4,3p	45,5	47,9	2,4p
Customers	('000)	<b>7.733</b>	<b>7.873</b>	<b>7.885</b>	<b>7.885</b>	<b>7.862</b>	<b>7.856</b>	<b>1,6</b>	<b>7.733</b>	<b>7.856</b>	<b>1,6</b>
- contract	('000)	2.276	2.319	2.321	2.321	2.292	2.286	0,4	2.276	2.286	0,4
- prepaid	('000)	5.456	5.555	5.564	5.564	5.570	5.570	2,1	5.456	5.570	2,1
Net Adds	('000)	<b>133</b>	<b>141</b>	<b>11</b>	<b>(106)</b>	<b>(22)</b>	<b>(6)</b>	<b>n.a.</b>	<b>(258)</b>	<b>(28)</b>	<b>89,1</b>
- contract	('000)	(25)	42	2	9	(29)	(6)	76,0	(35)	(34)	2,9
- prepaid	('000)	158	98	9	(115)	6	0	(100,0)	(223)	6	n.a.
Average monthly churn	(%)	<b>1,5</b>	<b>2,0</b>	<b>2,0</b>	<b>2,3</b>	<b>1,9</b>	<b>1,9</b>	<b>0,4p</b>	<b>2,5</b>	<b>1,9</b>	<b>(0,6p)</b>
- contract	(%)	1,9	1,6	2,1	1,9	1,9	2,0	0,1p	1,9	1,9	0,0p
SAC per gross add	(€)	<b>31</b>	<b>25</b>	<b>24</b>	<b>27</b>	<b>22</b>	<b>20</b>	<b>(35,5)</b>	<b>30</b>	<b>21</b>	<b>(30,0)</b>
- contract	(€)	105	93	72	90	68	63	(40,0)	98	66	(32,7)
- prepaid	(€)	3	3	3	3	2	3	0,0	4	3	(25,0)
SRC per retained customer	(€)	<b>56</b>	<b>59</b>	<b>57</b>	<b>55</b>	<b>55</b>	<b>50</b>	<b>(10,7)</b>	<b>52</b>	<b>53</b>	<b>1,9</b>
ARPU	(€)	<b>15</b>	<b>16</b>	<b>14</b>	<b>15</b>	<b>14</b>	<b>14</b>	<b>(6,7)</b>	<b>14</b>	<b>14</b>	<b>0,0</b>
- contract	(€)	34	36	32	34	31	32	(5,9)	33	32	(3,0)
- prepaid	(€)	7	8	7	7	6	7	0,0	6	7	16,7
non-voice % of ARPU	(%)	<b>19</b>	<b>18</b>	<b>19</b>	<b>19</b>	<b>18</b>	<b>18</b>	<b>(1p)</b>	<b>19</b>	<b>18</b>	<b>(1p)</b>
MOU per customer	(min)	<b>316</b>	<b>294</b>	<b>283</b>	<b>294</b>	<b>275</b>	<b>286</b>	<b>(9,5)</b>	<b>300</b>	<b>281</b>	<b>(6,3)</b>
- contract	(min)	344	362	359	344	368	398	15,7	327	383	17,1



## Romania.

### Financials (adjusted for special factors).

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>	<b>1</b>	<b>274</b>	<b>272</b>	<b>278</b>	<b>1.086</b>	<b>264</b>	<b>260</b>	<b>(5,1)</b>	<b>536</b>	<b>524</b>	<b>(2,2)</b>
-of which Fixed network		171	164	168	669	160	156	(8,8)	337	316	(6,2)
-of which Mobile communications		115	119	125	466	116	115	0,0	222	231	4,1
<b>EBITDA</b>	<b>2</b>	<b>68</b>	<b>72</b>	<b>73</b>	<b>274</b>	<b>69</b>	<b>69</b>	<b>1,5</b>	<b>129</b>	<b>138</b>	<b>7,0</b>
-of which Fixed network		46	41	43	172	41	40	(13,0)	88	81	(8,0)
-of which Mobile communications		24	30	30	101	27	28	16,7	41	55	34,1
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>24,8</b>	<b>26,5</b>	<b>26,3</b>	<b>25,2</b>	<b>26,1</b>	<b>26,5</b>	<b>1,7p</b>	<b>24,1</b>	<b>26,3</b>	<b>2,2p</b>
-of which Fixed network	<b>%</b>	26,9	25,0	25,6	25,7	25,6	25,6	(1,3p)	26,1	25,6	(0,5p)
-of which Mobile communications	<b>%</b>	20,9	25,2	24,0	21,7	23,3	24,3	3,4p	18,5	23,8	5,3p
<b>Cash capex (as reported)</b>		<b>38</b>	<b>34</b>	<b>30</b>	<b>148</b>	<b>47</b>	<b>28</b>	<b>(26,3)</b>	<b>84</b>	<b>75</b>	<b>(10,7)</b>
-of which Fixed network		19	19	17	85	17	12	(36,8)	49	29	(40,8)
-of which Mobile communications		19	15	13	63	30	16	(15,8)	35	46	31,4
<b>Cash contribution</b>		<b>30</b>	<b>38</b>	<b>43</b>	<b>126</b>	<b>22</b>	<b>41</b>	<b>36,7</b>	<b>45</b>	<b>63</b>	<b>40,0</b>
-of which Fixed network		27	22	26	87	24	28	3,7	39	52	33,3
-of which Mobile communications		5	15	17	38	(3)	12	n.a.	6	9	50,0

1 Special factors affecting Total revenue: EUR 5mn in Q2/11, EUR 4mn in Q3/11 and EUR 5mn in Q4/11.

2 Special factors affecting EBITDA: EUR 20mn in Q1/11, EUR 16mn in Q2/11, EUR 5mn in Q3/11 and EUR 11mn in Q4/11.

# Romania.

## Operational.

	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %	
<b>Fixed network (end of period)</b>												
Fixed network access lines	('000)	2.554	2.523	2.487	2.487	2.428	2.485	(2,7)	2.554	2.485	(2,7)	
Broadband retail access lines	('000)	1.063	1.052	1.078	1.078	1.100	1.104	3,9	1.063	1.104	3,9	
IPTV	('000)	35	29	29	29	31	35	0,0	35	35	0,0	
Wholesale bundled access lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.	
ULLs	('000)	1	1	1	1	1	1	0,0	1	1	0,0	
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.	
<b>Mobile communications (end of period)</b>												
Service revenue	(€ million)	99,0	103,0	102,0	397,0	98,0	96,0	(3,0)	192,0	194,0	1,0	
Adj. EBITDA margin (Service revenue)	(%)	24,2	29,1	29,4	25,4	27,6	29,2	5,0p	21,4	28,4	7,0p	
Customers	('000)	<b>6.595</b>	<b>6.540</b>	<b>6.499</b>	<b>6.499</b>	<b>6.407</b>	<b>6.510</b>	<b>(1,3)</b>	<b>6.595</b>	<b>6.510</b>	<b>(1,3)</b>	
- contract	('000)	1	1.490	1.488	1.500	1.500	1.501	1.605	7,7	1.490	1.605	7,7
- prepaid	('000)		5.105	5.052	4.998	4.998	4.907	4.904	(3,9)	5.105	4.904	(3,9)
Net Adds	('000)		<b>(46)</b>	<b>(55)</b>	<b>(41)</b>	<b>(351)</b>	<b>(92)</b>	<b>103</b>	<b>n.a.</b>	<b>(254)</b>	<b>11</b>	<b>n.a.</b>
- contract	('000)	1	3	(3)	12	(3)	0	105	n.a.	(13)	105	n.a.
- prepaid	('000)		(49)	(53)	(54)	(348)	(92)	(2)	95,9	(241)	(94)	61,0
Average monthly churn	(%)		<b>3,4</b>	<b>4,0</b>	<b>3,7</b>	<b>3,8</b>	<b>3,5</b>	<b>3,2</b>	<b>(0,2p)</b>	<b>3,8</b>	<b>3,4</b>	<b>(0,4p)</b>
- contract	(%)	1	1,5	1,9	1,8	1,9	1,8	1,6	0,1p	1,8	1,7	(0,1p)
SAC per gross add	(€)		<b>8</b>	<b>6</b>	<b>17</b>	<b>10</b>	<b>10</b>	<b>9</b>	<b>12,5</b>	<b>8</b>	<b>10</b>	<b>25,0</b>
- contract	(€)		52	42	106	67	64	57	9,6	57	60	5,3
- prepaid	(€)		1	1	3	2	2	2	100,0	1	2	100,0
SRC per retained customer	(€)		<b>32</b>	<b>47</b>	<b>10</b>	<b>22</b>	<b>38</b>	<b>31</b>	<b>(3,1)</b>	<b>17</b>	<b>35</b>	<b>n.a.</b>
ARPU	(€)		<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>0,0</b>	<b>5</b>	<b>5</b>	<b>0,0</b>
- contract	(€)		13	13	13	13	12	11	(15,4)	12	12	0,0
- prepaid	(€)		3	3	3	3	3	3	0,0	3	3	0,0
non-voice % of ARPU	(%)		<b>8</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>9</b>	<b>14</b>	<b>6p</b>	<b>7</b>	<b>11</b>	<b>4p</b>
MOU per customer	(min)		<b>247</b>	<b>242</b>	<b>256</b>	<b>248</b>	<b>262</b>	<b>262</b>	<b>6,1</b>	<b>247</b>	<b>262</b>	<b>6,1</b>
- contract	(min)		439	420	425	429	418	417	(5,0)	435	417	(4,1)

1 As of Q2/12, mobile customers of Romtelecom's CDMA-network included.

## Hungary.

### Financials (adjusted for special factors.)

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>370</b>	<b>366</b>	<b>350</b>	<b>1.438</b>	<b>335</b>	<b>333</b>	<b>(10,0)</b>	<b>722</b>	<b>668</b>	<b>(7,5)</b>
<b>Product view</b>		<b>370</b>	<b>366</b>	<b>350</b>	<b>1.438</b>	<b>335</b>	<b>333</b>	<b>(10,0)</b>	<b>722</b>	<b>668</b>	<b>(7,5)</b>
- Fixed network	1	162	158	157	635	160	151	(6,8)	320	311	(2,8)
- Mobile communications		208	208	192	802	175	182	(12,5)	402	357	(11,2)
<b>Segment view</b>		<b>370</b>	<b>366</b>	<b>350</b>	<b>1.438</b>	<b>335</b>	<b>333</b>	<b>(10,0)</b>	<b>722</b>	<b>668</b>	<b>(7,5)</b>
- of which Consumer		241	239	225	936	209	215	(10,8)	472	424	(10,2)
- of which Business		80	80	72	309	69	71	(11,3)	157	140	(10,8)
<b>EBITDA</b>	2	<b>144</b>	<b>143</b>	<b>110</b>	<b>542</b>	<b>122</b>	<b>115</b>	<b>(20,1)</b>	<b>289</b>	<b>237</b>	<b>(18,0)</b>
<b>EBITDA margin (EBITDA / total revenue)</b>	%	<b>38,9</b>	<b>39,1</b>	<b>31,4</b>	<b>37,7</b>	<b>36,4</b>	<b>34,5</b>	<b>(4,4p)</b>	<b>40,0</b>	<b>35,5</b>	<b>(4,5p)</b>
<b>Cash capex (as reported)</b>		<b>42</b>	<b>51</b>	<b>73</b>	<b>219</b>	<b>111</b>	<b>38</b>	<b>(9,5)</b>	<b>95</b>	<b>149</b>	<b>56,8</b>
<b>Cash contribution</b>		<b>102</b>	<b>92</b>	<b>37</b>	<b>323</b>	<b>11</b>	<b>77</b>	<b>(24,5)</b>	<b>194</b>	<b>88</b>	<b>(54,6)</b>

1 Fixed Network include Total revenue of HU GHS.

2 Special factors affecting EBITDA: EUR 4mn in Q1/11, 39 EURmn in Q2/11, EUR 24mn in Q3/11, EUR 13mn in Q4/11, EUR 1mn in Q1/12 and EUR 1mn in Q2/12.

# Hungary.

## Operational. <sup>1,2</sup>

	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
Fixed network (end of period)											
Fixed network access lines	('000)	1.523	1.506	1.486	1.486	1.462	1.439	(5,5)	1.523	1.439	(5,5)
Broadband retail access lines	('000)	703	721	741	741	752	766	9,0	703	766	9,0
IPTV	('000)	164	191	226	226	256	275	67,7	164	275	67,7
Wholesale bundled access lines	('000)	89	85	80	80	75	71	(20,2)	89	71	(20,2)
ULLs	('000)	22	22	21	21	20	20	(9,1)	22	20	(9,1)
Wholesale unbundled access lines	('000)	25	26	27	27	28	27	8,0	25	27	8,0
Mobile communications (end of period)											
Service revenue	(€ million)	191,0	190,0	167,0	725,0	163,0	168,0	(12,0)	368,0	331,0	(10,1)
Customers	('000)	<b>4.773</b>	<b>4.790</b>	<b>4.817</b>	<b>4.817</b>	<b>4.815</b>	<b>4.821</b>	<b>1,0</b>	<b>4.773</b>	<b>4.821</b>	<b>1,0</b>
- contract	('000)	2.126	2.175	2.225	2.225	2.224	2.243	5,5	2.126	2.243	5,5
- prepaid	('000)	2.647	2.615	2.592	2.592	2.592	2.578	(2,6)	2.647	2.578	(2,6)
Net Adds	('000)	<b>(4)</b>	<b>16</b>	<b>28</b>	<b>38</b>	<b>(2)</b>	<b>6</b>	<b>n.a.</b>	<b>(6)</b>	<b>4</b>	<b>n.a.</b>
- contract	('000)	32	48	50	141	(1)	19	(40,6)	43	18	(58,1)
- prepaid	('000)	(35)	(32)	(23)	(103)	(1)	(13)	62,9	(48)	(14)	70,8
Average monthly churn	(%)	<b>1,6</b>	<b>1,6</b>	<b>1,8</b>	<b>1,6</b>	<b>1,4</b>	<b>1,4</b>	<b>(0,2p)</b>	<b>1,6</b>	<b>1,4</b>	<b>(0,2p)</b>
- contract	(%)	1,2	1,1	1,2	1,2	1,3	1,1	(0,1p)	1,3	1,2	(0,1p)
SAC per gross add	(€)	<b>21</b>	<b>21</b>	<b>28</b>	<b>22</b>	<b>19</b>	<b>20</b>	<b>(4,8)</b>	<b>19</b>	<b>20</b>	<b>5,3</b>
- contract	(€)	41	58	60	50	44	48	17,1	41	46	12,2
- prepaid	(€)	4	3	7	4	4	4	0,0	2	4	100,0
SRC per retained customer	(€)	<b>67</b>	<b>66</b>	<b>73</b>	<b>67</b>	<b>46</b>	<b>56</b>	<b>(16,4)</b>	<b>62</b>	<b>51</b>	<b>(17,7)</b>
ARPU	(€)	<b>13</b>	<b>13</b>	<b>12</b>	<b>13</b>	<b>11</b>	<b>12</b>	<b>(7,7)</b>	<b>13</b>	<b>11</b>	<b>(15,4)</b>
- contract	(€)	23	22	19	21	19	20	(13,0)	22	19	(13,6)
- prepaid	(€)	6	6	5	6	5	5	(16,7)	6	5	(16,7)
non-voice % of ARPU	(%)	<b>21</b>	<b>22</b>	<b>22</b>	<b>22</b>	<b>23</b>	<b>23</b>	<b>2p</b>	<b>21</b>	<b>23</b>	<b>2p</b>
MOU per customer	(min)	<b>164</b>	<b>165</b>	<b>164</b>	<b>161</b>	<b>159</b>	<b>161</b>	<b>(1,8)</b>	<b>158</b>	<b>160</b>	<b>1,3</b>
- contract	(min)	281	272	266	270	263	267	(5,0)	270	265	(1,9)

## Poland.

### Financials (adjusted for special factors).

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>453</b>	<b>438</b>	<b>409</b>	<b>1.740</b>	<b>413</b>	<b>418</b>	<b>(7,7)</b>	<b>893</b>	<b>831</b>	<b>(6,9)</b>
- of which Consumer		282	273	254	1.086	250	255	(9,6)	559	505	(9,7)
- of which Business		154	148	142	598	145	145	(5,8)	308	290	(5,8)
<b>EBITDA</b>	<b>1</b>	<b>176</b>	<b>156</b>	<b>153</b>	<b>629</b>	<b>127</b>	<b>139</b>	<b>(21,0)</b>	<b>320</b>	<b>266</b>	<b>(16,9)</b>
EBITDA margin (EBITDA / total revenue)	%	38,9	35,6	37,4	36,1	30,8	33,3	(5,6p)	35,8	32,0	(3,8p)
<b>Cash capex (as reported)</b>		<b>32</b>	<b>39</b>	<b>55</b>	<b>165</b>	<b>73</b>	<b>34</b>	<b>6,3</b>	<b>71</b>	<b>107</b>	<b>50,7</b>
<b>Cash contribution</b>		<b>144</b>	<b>117</b>	<b>98</b>	<b>464</b>	<b>54</b>	<b>105</b>	<b>(27,1)</b>	<b>249</b>	<b>159</b>	<b>(36,1)</b>

### Operational.

		Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
Mobile communications (end of period)											
Service revenue (€ million)		<b>423</b>	<b>405</b>	<b>366</b>	<b>1.610</b>	<b>360</b>	<b>366</b>	<b>(13,5)</b>	<b>839</b>	<b>726</b>	<b>(13,5)</b>
Customers ('000)	<b>2</b>	<b>13.203</b>	<b>13.406</b>	<b>14.161</b>	<b>14.161</b>	<b>14.512</b>	<b>15.048</b>	<b>14,0</b>	<b>13.203</b>	<b>15.048</b>	<b>14,0</b>
- contract ('000)		6.698	6.736	6.765	6.765	6.808	6.884	2,8	6.698	6.884	2,8
- prepaid ('000)		6.504	6.670	7.396	7.396	7.704	8.165	25,5	6.504	8.165	25,5
Net Adds ('000)		<b>27</b>	<b>204</b>	<b>755</b>	<b>902</b>	<b>351</b>	<b>537</b>	<b>n.a.</b>	<b>(56)</b>	<b>888</b>	<b>n.a.</b>
- contract ('000)		(19)	38	29	25	43	76	n.a.	(42)	119	n.a.
- prepaid ('000)		46	166	726	877	308	461	n.a.	(15)	769	n.a.
Average monthly churn (%)		<b>2,7</b>	<b>2,2</b>	<b>0,9</b>	<b>2,2</b>	<b>1,6</b>	<b>1,3</b>	<b>(1,4p)</b>	<b>2,8</b>	<b>1,4</b>	<b>(1,4p)</b>
- contract (%)		1,0	0,9	1,0	1,0	0,9	0,8	(0,2p)	1,1	0,9	(0,2p)
SAC per gross add (€)		<b>20</b>	<b>19</b>	<b>17</b>	<b>20</b>	<b>30</b>	<b>26</b>	<b>30,0</b>	<b>22</b>	<b>28</b>	<b>27,3</b>
- contract (€)		109	93	82	102	127	118	8,3	118	123	4,2
- prepaid (€)		1	2	1	2	2	2	100,0	2	2	0,0
SRC per retained customer (€)		<b>74</b>	<b>67</b>	<b>42</b>	<b>69</b>	<b>56</b>	<b>48</b>	<b>(35,1)</b>	<b>81</b>	<b>52</b>	<b>(35,8)</b>
ARPU (€)		<b>11</b>	<b>10</b>	<b>9</b>	<b>10</b>	<b>8</b>	<b>8</b>	<b>(27,3)</b>	<b>11</b>	<b>8</b>	<b>(27,3)</b>
- contract (€)		17	16	15	16	15	15	(11,8)	17	15	(11,8)
- prepaid (€)		4	4	3	4	3	3	(25,0)	4	3	(25,0)
non-voice % of ARPU (%)		<b>27</b>	<b>26</b>	<b>29</b>	<b>27</b>	<b>29</b>	<b>31</b>	<b>4p</b>	<b>27</b>	<b>30</b>	<b>3p</b>
MOU per customer (min)		<b>140</b>	<b>142</b>	<b>135</b>	<b>138</b>	<b>130</b>	<b>129</b>	<b>(7,9)</b>	<b>137</b>	<b>129</b>	<b>(5,8)</b>
- contract (min)		219	222	222	219	221	226	3,2	215	224	4,2

1 Special factors affecting EBITDA: EUR 5mn in Q3/11 and EUR 27mn in Q2/12

2 Mobile Customer figures and related KPIs (Net Adds, churn etc.) affected by a change in T-Mobile PL's prepaid churn policy as of September 2011 with an effect of +1,0 mn prepaid customers in 2011 and 0,9 mn prepaid customers in H1/12.

## Czech Republic.

### Financials (adjusted for special factors).

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>282</b>	<b>272</b>	<b>270</b>	<b>1.092</b>	<b>255</b>	<b>259</b>	<b>(8,2)</b>	<b>550</b>	<b>514</b>	<b>(6,5)</b>
- of which Consumer		171	163	161	658	155	159	(7,0)	334	314	(6,0)
- of which Business		102	98	99	397	92	91	(10,8)	200	183	(8,5)
<b>EBITDA</b>		<b>139</b>	<b>116</b>	<b>118</b>	<b>509</b>	<b>123</b>	<b>116</b>	<b>(16,5)</b>	<b>275</b>	<b>239</b>	<b>(13,1)</b>
EBITDA margin (EBITDA / total revenue)	%	49,3	42,6	43,7	46,6	48,2	44,8	(4,5p)	50,0	46,5	(3,5p)
<b>Cash capex (as reported)</b>		<b>17</b>	<b>22</b>	<b>39</b>	<b>148</b>	<b>55</b>	<b>22</b>	<b>29,4</b>	<b>87</b>	<b>77</b>	<b>(11,5)</b>
<b>Cash contribution</b>		<b>122</b>	<b>94</b>	<b>79</b>	<b>361</b>	<b>68</b>	<b>94</b>	<b>(23,0)</b>	<b>188</b>	<b>162</b>	<b>(13,8)</b>

### Operational.

		Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Fixed network (end of period)</b>											
Fixed network access lines	('000)	89	93	100	100	103	105	18,0	89	105	18,0
Broadband retail access lines	('000)	89	93	100	100	103	105	18,0	89	105	18,0
IPTV	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale bundled access lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
ULLs	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
<b>Mobile communications (end of period)</b>											
Service revenue	(€ million)	263	252	243	1.006	230	234	(11,0)	511	464	(9,2)
Customers	('000)	<b>5.425</b>	<b>5.399</b>	<b>5.381</b>	<b>5.381</b>	<b>5.354</b>	<b>5.377</b>	<b>(0,9)</b>	<b>5.425</b>	<b>5.377</b>	<b>(0,9)</b>
- contract	('000)	2.823	2.844	2.872	2.872	2.899	2.949	4,5	2.823	2.949	4,5
- prepaid	('000)	2.602	2.554	2.509	2.509	2.455	2.428	(6,7)	2.602	2.428	(6,7)
Net Adds	('000)	<b>(21)</b>	<b>(27)</b>	<b>(17)</b>	<b>(86)</b>	<b>(27)</b>	<b>23</b>	<b>n.a.</b>	<b>(42)</b>	<b>(4)</b>	<b>90,5</b>
- contract	('000)	25	21	28	101	26	50	100,0	52	76	46,2
- prepaid	('000)	(46)	(48)	(46)	(188)	(54)	(27)	41,3	(94)	(80)	14,9
Average monthly churn	(%)	<b>1,3</b>	<b>1,3</b>	<b>1,3</b>	<b>1,3</b>	<b>1,2</b>	<b>1,1</b>	<b>(0,2p)</b>	<b>1,3</b>	<b>1,2</b>	<b>(0,1p)</b>
- contract	(%)	0,5	0,4	0,4	0,5	0,5	0,4	(0,1p)	0,5	0,4	(0,1p)
SAC per gross add	(€)	<b>33</b>	<b>27</b>	<b>35</b>	<b>32</b>	<b>22</b>	<b>35</b>	<b>6,1</b>	<b>32</b>	<b>29</b>	<b>(9,4)</b>
- contract	(€)	75	67	80	74	48	73	(2,7)	74	62	(16,2)
- prepaid	(€)	1	0	0	0	0	1	0,0	0	1	n.a.
SRC per retained customer	(€)	<b>28</b>	<b>28</b>	<b>39</b>	<b>30</b>	<b>35</b>	<b>32</b>	<b>14,3</b>	<b>27</b>	<b>33</b>	<b>22,2</b>
ARPU	(€)	<b>16</b>	<b>16</b>	<b>15</b>	<b>15</b>	<b>14</b>	<b>15</b>	<b>(6,3)</b>	<b>16</b>	<b>14</b>	<b>(12,5)</b>
- contract	(€)	25	24	23	23	21	21	(16,0)	24	21	(12,5)
- prepaid	(€)	7	6	6	6	6	6	(14,3)	6	6	0,0
non-voice % of ARPU	(%)	<b>24</b>	<b>27</b>	<b>26</b>	<b>25</b>	<b>27</b>	<b>27</b>	<b>3p</b>	<b>24</b>	<b>27</b>	<b>3p</b>
MOU per customer	(min)	<b>128</b>	<b>124</b>	<b>129</b>	<b>126</b>	<b>132</b>	<b>134</b>	<b>4,7</b>	<b>125</b>	<b>133</b>	<b>6,4</b>
- contract	(min)	210	200	207	205	208	210	0,0	206	209	1,5

1 Special factors affecting EBITDA: EUR 1mn in Q2/12.

## Netherlands.

### Financials (adjusted for special factors).

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>436</b>	<b>428</b>	<b>465</b>	<b>1.747</b>	<b>421</b>	<b>419</b>	<b>(3,9)</b>	<b>854</b>	<b>840</b>	<b>(1,6)</b>
- of which Consumer		346	337	372	1.384	325	322	(6,9)	675	647	(4,1)
- of which Business		75	72	75	295	81	80	6,7	148	161	8,8
<b>EBITDA</b>		<b>128</b>	<b>121</b>	<b>174</b>	<b>505</b>	<b>115</b>	<b>133</b>	<b>3,9</b>	<b>210</b>	<b>248</b>	<b>18,1</b>
EBITDA margin (EBITDA / total revenue)	%	29,4	28,3	37,4	28,9	27,3	31,7	2,3p	24,6	29,5	4,9p
<b>Cash capex (as reported)</b>		<b>43</b>	<b>32</b>	<b>41</b>	<b>170</b>	<b>44</b>	<b>22</b>	<b>(48,8)</b>	<b>97</b>	<b>66</b>	<b>(32,0)</b>
<b>Cash contribution</b>		<b>85</b>	<b>89</b>	<b>133</b>	<b>335</b>	<b>71</b>	<b>111</b>	<b>30,6</b>	<b>113</b>	<b>182</b>	<b>61,1</b>

### Operational.

		Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Fixed network (end of period)</b>											
Fixed network access lines	('000)	299	297	294	294	291	290	(3,0)	299	290	(3,0)
Broadband retail access lines	('000)	289	287	284	284	282	281	(2,8)	289	281	(2,8)
IPTV	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale bundled access lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
ULLs	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
<b>Mobile communications (end of period)</b>											
Service revenue	(€ million)	357	358	383	1.440	341	353	(1,1)	699	694	(0,7)
Customers	('000)	<b>4.829</b>	<b>4.935</b>	<b>4.909</b>	<b>4.909</b>	<b>4.856</b>	<b>4.744</b>	<b>(1,8)</b>	<b>4.829</b>	<b>4.744</b>	<b>(1,8)</b>
- contract	('000)	2.832	2.885	2.931	2.931	2.988	3.029	7,0	2.832	3.029	7,0
- prepaid	('000)	1.997	2.050	1.978	1.978	1.868	1.715	(14,1)	1.997	1.715	(14,1)
Net Adds	('000)	<b>111</b>	<b>105</b>	<b>(26)</b>	<b>303</b>	<b>(53)</b>	<b>(112)</b>	<b>n.a.</b>	<b>224</b>	<b>(165)</b>	<b>n.a.</b>
- contract	('000)	42	53	46	201	57	42	0,0	103	98	(4,9)
- prepaid	('000)	68	53	(72)	102	(110)	(153)	n.a.	121	(264)	n.a.
Average monthly churn	(%)	<b>2,5</b>	<b>2,7</b>	<b>2,9</b>	<b>2,7</b>	<b>2,9</b>	<b>3,2</b>	<b>0,7p</b>	<b>2,5</b>	<b>3,0</b>	<b>0,5p</b>
- contract	(%)	1,3	1,3	1,3	1,3	1,2	1,1	(0,2p)	1,3	1,2	(0,1p)
SAC per gross add	(€)	<b>86</b>	<b>81</b>	<b>84</b>	<b>86</b>	<b>120</b>	<b>102</b>	<b>18,6</b>	<b>89</b>	<b>111</b>	<b>24,7</b>
- contract	(€)	212	206	183	204	221	210	(0,9)	212	216	1,9
- prepaid	(€)	22	15	21	19	33	26	18,2	20	29	45,0
SRC per retained customer	(€)	<b>187</b>	<b>159</b>	<b>165</b>	<b>181</b>	<b>190</b>	<b>200</b>	<b>7,0</b>	<b>199</b>	<b>195</b>	<b>(2,0)</b>
ARPU	(€)	<b>25</b>	<b>24</b>	<b>26</b>	<b>25</b>	<b>23</b>	<b>25</b>	<b>0,0</b>	<b>25</b>	<b>24</b>	<b>(4,0)</b>
- contract	(€)	39	38	40	39	35	36	(7,7)	38	36	(5,3)
- prepaid	(€)	6	5	5	5	5	5	(16,7)	5	5	0,0
non-voice % of ARPU	(%)	<b>34</b>	<b>37</b>	<b>33</b>	<b>35</b>	<b>36</b>	<b>40</b>	<b>6p</b>	<b>35</b>	<b>38</b>	<b>3p</b>
MOU per customer	(min)	<b>144</b>	<b>133</b>	<b>135</b>	<b>139</b>	<b>134</b>	<b>138</b>	<b>(4,2)</b>	<b>144</b>	<b>136</b>	<b>(5,6)</b>
- contract	(min)	223	205	210	216	204	201	(9,9)	224	202	(9,8)

1 Special factors affecting EBITDA: EUR 6mn in Q2/11, EUR 1mn in Q3/11, EUR 7mn in Q4/11, EUR 4mn in Q1/12 and EUR 1mn in Q2/12.

## Croatia.

### Financials (adjusted for special factors).

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		269	296	263	1.084	239	245	(8,9)	525	484	(7,8)
<b>Product view</b>		269	296	263	1.084	239	245	(8,9)	525	484	(7,8)
- Fixed network		158	173	160	646	144	144	(8,9)	313	288	(8,0)
- Mobile communications		111	123	103	438	95	101	(9,0)	212	196	(7,5)
<b>Segment view</b>		269	296	263	1.084	239	245	(8,9)	525	484	(7,8)
- of which Consumer		148	153	147	592	134	135	(8,8)	292	269	(7,9)
- of which Business		88	94	90	358	80	78	(11,4)	174	158	(9,2)
<b>EBITDA</b>	1	122	151	131	508	101	113	(7,4)	226	214	(5,3)
<b>EBITDA margin (EBITDA / total revenue)</b>	%	45,4	51,0	49,8	46,9	42,3	46,1	0,7p	43,0	44,2	1,2p
<b>Cash capex (as reported)</b>		32	25	19	111	20	21	(34,4)	67	41	(38,8)
<b>Cash contribution</b>		90	126	112	397	81	92	2,2	159	173	8,8

1 Special factors affecting EBITDA: EUR 22mn in Q4/11.



## Croatia.

## Operational.

	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Fixed network (end of period)</b>											
Fixed network access lines	('000)	1.407	1.395	1.387	1.387	1.367	1.342	(4,6)	1.407	1.342	(4,6)
Broadband retail access lines	('000)	647	646	647	647	643	634	(2,0)	647	634	(2,0)
IPTV	('000)	312	325	323	323	323	323	3,5	312	323	3,5
Wholesale bundled access lines	('000)	1	2	4	4	11	18	n.a.	1	18	n.a.
ULLs	('000)	141	144	176	176	155	161	14,2	141	161	14,2
Wholesale unbundled access lines	('000)	0	0	0	0	0	1	n.a.	0	1	n.a.
<b>Mobile communications (end of period)</b>											
Service revenue	(€ million)	100,0	113,0	94,0	396,0	86,0	91,0	(9,0)	189,0	177,0	(6,3)
Customers	('000)	<b>1</b>	<b>2.988</b>	<b>2.485</b>	<b>2.418</b>	<b>2.418</b>	<b>2.350</b>	<b>(20,4)</b>	<b>2.988</b>	<b>2.378</b>	<b>(20,4)</b>
- contract	('000)	1.038	1.037	1.035	1.035	1.031	1.025	(1,3)	1.038	1.025	(1,3)
- prepaid	('000)	1.950	1.448	1.383	1.383	1.319	1.353	(30,6)	1.950	1.353	(30,6)
Net Adds	('000)	<b>(17)</b>	<b>(503)</b>	<b>(67)</b>	<b>(483)</b>	<b>(68)</b>	<b>28</b>	<b>n.a.</b>	<b>87</b>	<b>(41)</b>	<b>n.a.</b>
- contract	('000)	15	(1)	(2)	32	(4)	(6)	n.a.	35	(10)	n.a.
- prepaid	('000)	(32)	(502)	(65)	(515)	(64)	34	n.a.	52	(30)	n.a.
Average monthly churn	(%)	<b>2,3</b>	<b>8,2</b>	<b>3,4</b>	<b>3,7</b>	<b>3,4</b>	<b>2,4</b>	<b>0,1p</b>	<b>1,7</b>	<b>2,9</b>	<b>1,2p</b>
- contract	(%)	1,0	1,1	1,2	1,1	1,2	1,2	0,2p	1,1	1,2	0,1p
SAC per gross add	(€)	<b>20</b>	<b>10</b>	<b>11</b>	<b>16</b>	<b>12</b>	<b>11</b>	<b>(45,0)</b>	<b>23</b>	<b>12</b>	<b>(47,8)</b>
- contract	(€)	70	62	52	67	63	64	(8,6)	76	64	(15,8)
- prepaid	(€)	8	2	3	7	4	4	(50,0)	11	4	(63,6)
SRC per retained customer	(€)	<b>111</b>	<b>99</b>	<b>70</b>	<b>107</b>	<b>75</b>	<b>89</b>	<b>(19,8)</b>	<b>124</b>	<b>81</b>	<b>(34,7)</b>
ARPU	(€)	<b>11</b>	<b>13</b>	<b>13</b>	<b>12</b>	<b>12</b>	<b>13</b>	<b>18,2</b>	<b>11</b>	<b>12</b>	<b>9,1</b>
- contract	(€)	23	26	21	22	19	20	(13,0)	21	20	(4,8)
- prepaid	(€)	5	6	7	5	7	7	40,0	5	7	40,0
non-voice % of ARPU	(%)	<b>26</b>	<b>31</b>	<b>35</b>	<b>30</b>	<b>31</b>	<b>29</b>	<b>3p</b>	<b>26</b>	<b>30</b>	<b>4p</b>
MOU per customer	(min)	<b>118</b>	<b>113</b>	<b>133</b>	<b>116</b>	<b>131</b>	<b>143</b>	<b>21,2</b>	<b>110</b>	<b>137</b>	<b>24,5</b>
- contract	(min)	232	173	220	206	186	206	(11,2)	216	196	(9,3)

1 Customer figures and related KPIs (Net Adds, churn, ARPU etc.) affected by a change in T-Mobile HR's prepaid churn policy as of Q3/11 with an effect of -479 thsd. customers.

## Slovakia.

### Financials (adjusted for special factors).

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>	1	230	223	231	898	206	202	(12,2)	444	408	(8,1)
<b>Product view</b>		230	223	231	898	206	202	(12,2)	444	408	(8,1)
- Fixed network		115	105	114	436	99	94	(18,3)	217	193	(11,1)
- Mobile communications		115	118	117	462	107	108	(6,1)	227	215	(5,3)
<b>Segment view</b>		230	223	231	898	206	202	(12,2)	444	408	(8,1)
- of which Consumer		132	133	132	530	124	121	(8,3)	265	245	(7,5)
- of which Business		73	63	70	266	65	61	(16,4)	132	126	(4,5)
<b>EBITDA</b>	2	100	102	91	388	86	84	(16,0)	195	170	(12,8)
<b>EBITDA margin (EBITDA / total revenue)</b>	%	43,5	45,7	39,4	43,2	41,7	41,6	(1,9p)	43,9	41,7	(2,2p)
<b>Cash capex (as reported)</b>		26	75	33	182	43	22	(15,4)	74	65	(12,2)
<b>Cash contribution</b>		74	27	58	206	43	62	(16,2)	121	105	(13,2)

1 Total revenue in Q1/11 adjusted for EUR 12mn Special factors (almost completely related to Fixed network).

2 Special factors affecting EBITDA: EUR 14mn in Q1/11 (of which EUR 12mn resulting from Total revenue), EUR 3mn in Q2/11, EUR 1mn in Q3/11, EUR 5mn in Q4/11 and EUR 1mn in Q2/12.

## Slovakia.

## Operational.

	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Fixed network (end of period)</b>											
Fixed network access lines	('000)	1.039	1.029	1.021	1.021	1.009	993	(4,4)	1.039	993	(4,4)
Broadband retail access lines	('000)	417	420	426	426	427	422	1,2	417	422	1,2
IPTV	('000)	89	90	94	94	95	96	7,9	89	96	7,9
Wholesale bundled access lines	('000)	15	15	14	14	15	15	0,0	15	15	0,0
ULLs	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale unbundled access lines	('000)	21	22	23	23	27	32	52,4	21	32	52,4
<b>Mobile communications (end of period)</b>											
Service revenue	(€ million)	106,0	108,0	103,0	421,0	98,0	97,0	(8,5)	210,0	195,0	(7,1)
Customers	('000)	<b>2.349</b>	<b>2.318</b>	<b>2.326</b>	<b>2.326</b>	<b>2.312</b>	<b>2.325</b>	<b>(1,0)</b>	<b>2.349</b>	<b>2.325</b>	<b>(1,0)</b>
- contract	('000)	1.444	1.442	1.447	1.447	1.446	1.459	1,0	1.444	1.459	1,0
- prepaid	('000)	905	876	879	879	866	866	(4,3)	905	866	(4,3)
Net Adds	('000)	<b>(14)</b>	<b>(31)</b>	<b>8</b>	<b>(85)</b>	<b>(13)</b>	<b>12</b>	<b>n.a.</b>	<b>(62)</b>	<b>(1)</b>	<b>98,4</b>
- contract	('000)	4	(2)	5	3	0	12	n.a.	0	12	n.a.
- prepaid	('000)	(18)	(29)	3	(89)	(13)	0	(100,0)	(62)	(13)	79,0
Average monthly churn	(%)	<b>1,2</b>	<b>1,4</b>	<b>1,5</b>	<b>1,4</b>	<b>1,5</b>	<b>1,2</b>	<b>0,0p</b>	<b>1,4</b>	<b>1,4</b>	<b>0,0p</b>
- contract	(%)	0,9	1,0	1,3	1,1	1,4	1,1	0,2p	1,0	1,2	0,2p
SAC per gross add	(€)	<b>33</b>	<b>43</b>	<b>39</b>	<b>40</b>	<b>52</b>	<b>56</b>	<b>69,7</b>	<b>40</b>	<b>54</b>	<b>35,0</b>
- contract	(€)	71	81	83	81	91	95	33,8	80	93	16,3
- prepaid	(€)	1	0	3	2	1	1	0,0	1	1	0,0
SRC per retained customer	(€)	<b>88</b>	<b>94</b>	<b>91</b>	<b>88</b>	<b>90</b>	<b>95</b>	<b>8,0</b>	<b>83</b>	<b>92</b>	<b>10,8</b>
ARPU	(€)	<b>15</b>	<b>15</b>	<b>15</b>	<b>15</b>	<b>14</b>	<b>14</b>	<b>(6,7)</b>	<b>15</b>	<b>14</b>	<b>(6,7)</b>
- contract	(€)	22	22	21	22	20	20	(9,1)	22	20	(9,1)
- prepaid	(€)	4	4	4	4	4	4	0,0	4	4	0,0
non-voice % of ARPU	(%)	<b>22</b>	<b>23</b>	<b>24</b>	<b>23</b>	<b>25</b>	<b>24</b>	<b>2p</b>	<b>22</b>	<b>25</b>	<b>3p</b>
MOU per customer	(min)	<b>126</b>	<b>120</b>	<b>126</b>	<b>123</b>	<b>122</b>	<b>125</b>	<b>(0,8)</b>	<b>124</b>	<b>123</b>	<b>(0,8)</b>
- contract	(min)	187	177	185	183	179	181	(3,2)	185	180	(2,7)

## Austria.

### Financials (adjusted for special factors).

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>227</b>	<b>234</b>	<b>234</b>	<b>924</b>	<b>227</b>	<b>217</b>	<b>(4,4)</b>	<b>456</b>	<b>444</b>	<b>(2,6)</b>
- of which Consumer		175	180	182	719	170	167	(4,6)	357	337	(5,6)
- of which Business		40	40	41	150	40	39	(2,5)	69	79	14,5
<b>EBITDA</b>		<b>68</b>	<b>69</b>	<b>56</b>	<b>253</b>	<b>60</b>	<b>53</b>	<b>(22,1)</b>	<b>128</b>	<b>113</b>	<b>(11,7)</b>
EBITDA margin (EBITDA / total revenue)	%	30,0	29,5	23,9	27,4	26,4	24,4	(5,6p)	28,1	25,5	(2,6p)
<b>Cash capex (as reported)</b>		<b>20</b>	<b>17</b>	<b>41</b>	<b>102</b>	<b>27</b>	<b>16</b>	<b>(20,0)</b>	<b>44</b>	<b>43</b>	<b>(2,3)</b>
<b>Cash contribution</b>		<b>48</b>	<b>52</b>	<b>15</b>	<b>151</b>	<b>33</b>	<b>37</b>	<b>(22,9)</b>	<b>84</b>	<b>70</b>	<b>(16,7)</b>

### Operational.

		Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
Mobile communications (end of period)											
Service revenue	(€ million)	<b>215</b>	<b>220</b>	<b>210</b>	<b>863</b>	<b>209</b>	<b>199</b>	<b>(7,4)</b>	<b>433</b>	<b>408</b>	<b>(5,8)</b>
Customers	('000)	<b>3.878</b>	<b>3.934</b>	<b>4.060</b>	<b>4.060</b>	<b>4.069</b>	<b>4.069</b>	<b>4,9</b>	<b>3.878</b>	<b>4.069</b>	<b>4,9</b>
- contract	('000)	2.410	2.426	2.522	2.522	2.533	2.528	4,9	2.410	2.528	4,9
- prepaid	('000)	1.468	1.508	1.538	1.538	1.537	1.541	5,0	1.468	1.541	5,0
Net Adds	('000)	<b>45</b>	<b>56</b>	<b>126</b>	<b>281</b>	<b>9</b>	<b>0</b>	<b>(100,0)</b>	<b>100</b>	<b>10</b>	<b>(90,0)</b>
- contract	('000)	12	16	96	140	11	(5)	n.a.	28	6	(78,6)
- prepaid	('000)	33	40	30	142	(2)	5	(84,8)	72	3	(95,8)
Average monthly churn	(%)	<b>1,5</b>	<b>1,6</b>	<b>1,6</b>	<b>1,6</b>	<b>1,8</b>	<b>1,6</b>	<b>0,1p</b>	<b>1,6</b>	<b>1,7</b>	<b>0,1p</b>
- contract	(%)	0,9	0,8	0,9	0,9	1,0	0,9	0,0p	0,9	1,0	0,1p
SAC per gross add	(€)	<b>66</b>	<b>59</b>	<b>66</b>	<b>65</b>	<b>70</b>	<b>69</b>	<b>4,5</b>	<b>67</b>	<b>69</b>	<b>3,0</b>
- contract	(€)	168	153	113	143	142	163	(3,0)	167	151	(9,6)
- prepaid	(€)	6	11	8	7	4	7	16,7	5	6	20,0
SRC per retained customer	(€)	<b>118</b>	<b>102</b>	<b>102</b>	<b>105</b>	<b>101</b>	<b>90</b>	<b>(23,7)</b>	<b>107</b>	<b>96</b>	<b>(10,3)</b>
ARPU	(€)	<b>19</b>	<b>19</b>	<b>18</b>	<b>18</b>	<b>17</b>	<b>16</b>	<b>(15,8)</b>	<b>19</b>	<b>17</b>	<b>(10,5)</b>
- contract	(€)	27	27	26	27	25	24	(11,1)	27	24	(11,1)
- prepaid	(€)	5	5	5	5	4	4	(20,0)	5	4	(20,0)
non-voice % of ARPU	(%)	<b>33</b>	<b>37</b>	<b>38</b>	<b>35</b>	<b>39</b>	<b>40</b>	<b>7p</b>	<b>33</b>	<b>40</b>	<b>7p</b>
MOU per customer	(min)	<b>224</b>	<b>213</b>	<b>219</b>	<b>221</b>	<b>217</b>	<b>216</b>	<b>(3,6)</b>	<b>225</b>	<b>216</b>	<b>(4,0)</b>
- contract	(min)	313	297	307	308	304	304	(2,9)	313	304	(2,9)

1 Special factors affecting EBITDA: EUR 2mn in Q3/11 and EUR 1mn in Q2/12.

## Bulgaria.

### Financials (adjusted for special factors).

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>102</b>	<b>108</b>	<b>107</b>	<b>413</b>	<b>97</b>	<b>102</b>	<b>0,0</b>	<b>198</b>	<b>199</b>	<b>0,5</b>
- of which Consumer		76	80	81	308	74	79	3,9	147	153	4,1
- of which Business		22	23	23	89	20	21	(4,5)	43	41	(4,7)
<b>EBITDA</b>		<b>39</b>	<b>42</b>	<b>40</b>	<b>158</b>	<b>34</b>	<b>39</b>	<b>0,0</b>	<b>76</b>	<b>73</b>	<b>(3,9)</b>
EBITDA margin (EBITDA / total revenue)	%	38,2	38,9	37,4	38,3	35,1	38,2	0,0p	38,4	36,7	(1,7p)
<b>Cash capex (as reported)</b>		<b>10</b>	<b>14</b>	<b>16</b>	<b>62</b>	<b>13</b>	<b>7</b>	<b>(30,0)</b>	<b>32</b>	<b>20</b>	<b>(37,5)</b>
<b>Cash contribution</b>		<b>29</b>	<b>28</b>	<b>24</b>	<b>96</b>	<b>21</b>	<b>32</b>	<b>10,3</b>	<b>44</b>	<b>53</b>	<b>20,5</b>

### Operational.

		Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
Mobile communications (end of period)											
Service revenue	(€ million)	<b>90</b>	<b>97</b>	<b>91</b>	<b>363</b>	<b>86</b>	<b>90</b>	<b>0,0</b>	<b>175</b>	<b>176</b>	<b>0,6</b>
Customers	('000)	<b>4.035</b>	<b>4.166</b>	<b>4.265</b>	<b>4.265</b>	<b>4.359</b>	<b>4.357</b>	<b>8,0</b>	<b>4.035</b>	<b>4.357</b>	<b>8,0</b>
- contract	('000)	2.326	2.346	2.401	2.401	2.461	2.481	6,7	2.326	2.481	6,7
- prepaid	('000)	1.709	1.819	1.864	1.864	1.898	1.876	9,8	1.709	1.876	9,8
Net Adds	('000)	<b>101</b>	<b>131</b>	<b>99</b>	<b>345</b>	<b>95</b>	<b>(3)</b>	<b>n.a.</b>	<b>115</b>	<b>92</b>	<b>(20,0)</b>
- contract	('000)	21	20	55	114	60	19	(9,5)	39	80	n.a.
- prepaid	('000)	80	111	44	231	35	(22)	n.a.	76	12	(84,2)
Average monthly churn	(%)	<b>2,8</b>	<b>2,6</b>	<b>2,5</b>	<b>2,7</b>	<b>2,3</b>	<b>2,8</b>	<b>0,0p</b>	<b>2,7</b>	<b>2,5</b>	<b>(0,2p)</b>
- contract	(%)	1,7	1,6	1,8	1,8	1,8	1,7	0,0p	1,8	1,7	(0,1p)
SAC per gross add	(€)	<b>6</b>	<b>9</b>	<b>10</b>	<b>8</b>	<b>14</b>	<b>8</b>	<b>33,3</b>	<b>6</b>	<b>11</b>	<b>83,3</b>
- contract	(€)	20	25	22	19	29	18	(10,0)	15	24	60,0
- prepaid	(€)	0	0	0	0	1	0	0,0	0	1	n.a.
SRC per retained customer	(€)	<b>10</b>	<b>8</b>	<b>6</b>	<b>8</b>	<b>9</b>	<b>8</b>	<b>(20,0)</b>	<b>10</b>	<b>9</b>	<b>(10,0)</b>
ARPU	(€)	<b>8</b>	<b>8</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>(12,5)</b>	<b>7</b>	<b>7</b>	<b>0,0</b>
- contract	(€)	11	12	11	11	10	10	(9,1)	11	10	(9,1)
- prepaid	(€)	2	3	2	2	2	2	0,0	2	2	0,0
non-voice % of ARPU	(%)	<b>9</b>	<b>9</b>	<b>12</b>	<b>10</b>	<b>11</b>	<b>10</b>	<b>1p</b>	<b>9</b>	<b>11</b>	<b>2p</b>
MOU per customer	(min)	<b>146</b>	<b>145</b>	<b>147</b>	<b>145</b>	<b>148</b>	<b>149</b>	<b>2,1</b>	<b>143</b>	<b>149</b>	<b>4,2</b>
- contract	(min)	215	221	229	219	230	227	5,6	213	229	7,5

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

Financials (adjusted for special factors).<sup>1,2</sup>

millions of GBP	Note	Q2/11	Q3/11	Q4/11	H2/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>1.663</b>	<b>1.697</b>	<b>1.720</b>	<b>3.417</b>	<b>6.784</b>	<b>1.670</b>	<b>1.644</b>	(1,1)	<b>3.367</b>	<b>3.314</b>	(1,6)
<b>EBITDA (as reported)</b>		–	–	–	<b>589</b>	<b>1.171</b>	–	–	–	<b>582</b>	<b>551</b>	(5,3)
EBITDA margin (EBITDA (as reported) / total revenue)	%	–	–	–	17,2	17,3	–	–	–	17,3	16,6	(0,7p)
<b>Restructuring cost included in EBITDA</b>		–	–	–	<b>49</b>	<b>75</b>	–	–	–	<b>25</b>	<b>16</b>	(36,0)
<b>EBITDA</b>		–	–	–	<b>733</b>	<b>1.416</b>	–	–	–	<b>682</b>	<b>673</b>	(1,3)
EBITDA margin (EBITDA / total revenue)	%	–	–	–	21,5	20,9	–	–	–	20,3	20,3	0,0p
<b>Capex</b>		–	–	–	<b>351</b>	<b>576</b>	–	–	–	<b>216</b>	<b>245</b>	<b>13,4</b>

## Operational.<sup>1,3</sup>

		Q2/11	Q3/11	Q4/11	H2/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
Service revenue	(GBP million)	<b>1.503</b>	<b>1.542</b>	<b>1.526</b>	<b>3.068</b>	<b>6.112</b>	<b>1.503</b>	<b>1.486</b>	(1,1)	<b>3.044</b>	<b>2.989</b>	(1,8)
Customers	('000)	<b>27.541</b>	<b>27.493</b>	<b>27.563</b>	–	–	<b>27.219</b>	<b>27.047</b>	(1,8)	–	–	–
- contract	('000)	12.343	12.529	12.842	–	–	12.993	13.143	6,5	–	–	–
- prepaid	('000)	14.460	14.233	13.992	–	–	13.498	13.185	(8,8)	–	–	–
- home	('000)	738	731	729	–	–	728	719	(2,6)	–	–	–
<b>Net Adds</b>	('000)	<b>(188)</b>	<b>(42)</b>	<b>70</b>	<b>28</b>	<b>(415)</b>	<b>(344)</b>	<b>(172)</b>	n.a.	<b>(443)</b>	–	–
- contract	('000)	236	185	313	498	894	151	150	(36,4)	396	–	–
- prepaid	('000)	(412)	(227)	(241)	(468)	(1.274)	(494)	(313)	n.a.	(806)	–	–
Average monthly churn	(%)	<b>2,4</b>	<b>2,2</b>	<b>2,4</b>	–	–	<b>2,4</b>	<b>2,2</b>	(0,2p)	–	–	–
- contract	(%)	1,1	1,1	1,1	–	–	1,2	1,2	0,1p	–	–	–
<b>SAC per gross add</b>	(GBP)	<b>57</b>	–	<b>56</b>	–	–	–	<b>57</b>	<b>0,0</b>	–	–	–
- contract	(GBP)	156	–	156	–	–	–	165	5,8	–	–	–
- prepaid	(GBP)	14	–	10	–	–	–	7	(50,0)	–	–	–
<b>SRC per retained customer</b>	(GBP)	<b>160</b>	–	<b>172</b>	–	–	–	<b>183</b>	<b>14,4</b>	–	–	–
<b>ARPU</b>	(GBP)	<b>19</b>	<b>19</b>	<b>19</b>	–	–	<b>19</b>	<b>19</b>	<b>0,0</b>	–	–	–
- contract	(GBP)	33	34	33	–	–	32	32	(3,0)	–	–	–
- prepaid	(GBP)	6	7	7	–	–	6	6	0,0	–	–	–
<b>Voice ARPU</b>	(GBP)	<b>11</b>	<b>11</b>	<b>11</b>	–	–	<b>10</b>	<b>10</b>	<b>(9,1)</b>	–	–	–
non-voice % of ARPU	(%)	<b>39</b>	<b>42</b>	<b>43</b>	–	–	<b>45</b>	<b>47</b>	<b>8,0p</b>	–	–	–
<b>MOU per customer</b>	(min)	<b>199</b>	<b>198</b>	<b>198</b>	–	–	<b>198</b>	<b>199</b>	<b>0,0</b>	–	–	–
- contract	(min)	367	363	359	–	–	357	352	(4,1)	–	–	–

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

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

3 In Q2/2011 non-voice methodology was changed by allocating access fee to the 3 businesses voice, messaging and data. Accordingly, voice and non-voice ARPU are adjusted retroactively.

4 As part of the integration process accounting treatment has been changed, starting Q1/12. 2011 financials have been restated. All other numbers are unchanged.

## Systems Solutions.

### Financials (adjusted for special factors).

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>2.276</b>	<b>2.256</b>	<b>2.457</b>	<b>9.249</b>	<b>2.245</b>	<b>2.246</b>	<b>(1,3)</b>	<b>4.536</b>	<b>4.491</b>	<b>(1,0)</b>
of which international		729	719	806	2.987	756	772	5,9	1.462	1.530	4,7
<b>Net revenue</b>		<b>1.638</b>	<b>1.587</b>	<b>1.726</b>	<b>6.567</b>	<b>1.625</b>	<b>1.613</b>	<b>(1,5)</b>	<b>3.254</b>	<b>3.238</b>	<b>(0,5)</b>
<b>EBITDA</b>		<b>197</b>	<b>204</b>	<b>282</b>	<b>872</b>	<b>192</b>	<b>218</b>	<b>10,7</b>	<b>386</b>	<b>410</b>	<b>6,2</b>
EBITDA margin (EBITDA / total revenue)	%	8,7	9,0	11,5	9,4	8,6	9,7	1,0p	8,5	9,1	0,6p
Depreciation, amortization and impairment losses		(152)	(150)	(158)	(620)	(148)	(148)	2,6	(312)	(296)	5,1
Profit (loss) from operations = EBIT		45	54	124	252	44	70	55,6	74	114	54,1
<b>EBIT margin</b>	%	<b>2,0</b>	<b>2,4</b>	<b>5,0</b>	<b>2,7</b>	<b>2,0</b>	<b>3,1</b>	<b>1,1p</b>	<b>1,6</b>	<b>2,5</b>	<b>0,9p</b>
<b>Cash capex (as reported)</b>		<b>128</b>	<b>142</b>	<b>160</b>	<b>553</b>	<b>131</b>	<b>112</b>	<b>(12,5)</b>	<b>251</b>	<b>243</b>	<b>(3,2)</b>
<b>Cash contribution</b>		<b>69</b>	<b>62</b>	<b>122</b>	<b>319</b>	<b>61</b>	<b>106</b>	<b>53,6</b>	<b>135</b>	<b>167</b>	<b>23,7</b>
<b>Order entry</b>		<b>2.039</b>	<b>1.926</b>	<b>2.268</b>	<b>8.826</b>	<b>1.742</b>	<b>2.207</b>	<b>8,2</b>	<b>4.632</b>	<b>3.949</b>	<b>(14,7)</b>

### Financials (as reported).

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>2.276</b>	<b>2.256</b>	<b>2.457</b>	<b>9.249</b>	<b>2.245</b>	<b>2.246</b>	<b>(1,3)</b>	<b>4.536</b>	<b>4.491</b>	<b>(1,0)</b>
<b>Net revenue</b>		<b>1.638</b>	<b>1.587</b>	<b>1.726</b>	<b>6.567</b>	<b>1.625</b>	<b>1.613</b>	<b>(1,5)</b>	<b>3.254</b>	<b>3.238</b>	<b>(0,5)</b>
<b>EBITDA</b>		<b>174</b>	<b>98</b>	<b>176</b>	<b>597</b>	<b>113</b>	<b>110</b>	<b>(36,8)</b>	<b>323</b>	<b>223</b>	<b>(31,0)</b>
EBITDA margin (EBITDA / total revenue)	%	7,6	4,3	7,2	6,5	5,0	4,9	(2,7p)	7,1	5,0	(2,1p)
Depreciation, amortization and impairment losses		(152)	(160)	(168)	(640)	(148)	(148)	2,6	(312)	(296)	5,1
Profit (loss) from operations = EBIT		22	(62)	8	(43)	(35)	(38)	n.a.	11	(73)	n.a.
<b>Cash capex</b>		<b>128</b>	<b>142</b>	<b>160</b>	<b>553</b>	<b>131</b>	<b>112</b>	<b>(12,5)</b>	<b>251</b>	<b>243</b>	<b>(3,2)</b>
<b>Cash contribution</b>		<b>46</b>	<b>(44)</b>	<b>16</b>	<b>44</b>	<b>(18)</b>	<b>(2)</b>	<b>n.a.</b>	<b>72</b>	<b>(20)</b>	<b>n.a.</b>

## Systems Solutions.

### EBITDA reconciliation.

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>2.276</b>	<b>2.256</b>	<b>2.457</b>	<b>9.249</b>	<b>2.245</b>	<b>2.246</b>	<b>(1,3)</b>	<b>4.536</b>	<b>4.491</b>	<b>(1,0)</b>
Profit (loss) from operations = EBIT		22	(62)	8	(43)	(35)	(38)	n.a.	11	(73)	n.a.
- Depreciation, amortization and impairment losses		(152)	(160)	(168)	(640)	(148)	(148)	2,6	(312)	(296)	5,1
<b>= EBITDA</b>		<b>174</b>	<b>98</b>	<b>176</b>	<b>597</b>	<b>113</b>	<b>110</b>	<b>(36,8)</b>	<b>323</b>	<b>223</b>	<b>(31,0)</b>
EBITDA margin	%	7,6	4,3	7,2	6,5	5,0	4,9	(2,7p)	7,1	5,0	(2,1p)
- Special factors affecting EBITDA		(23)	(106)	(106)	(275)	(79)	(108)	n.a.	(63)	(187)	n.a.
<b>= EBITDA adjusted for special factors</b>		<b>197</b>	<b>204</b>	<b>282</b>	<b>872</b>	<b>192</b>	<b>218</b>	<b>10,7</b>	<b>386</b>	<b>410</b>	<b>6,2</b>
EBITDA margin (adjusted for special factors)	%	8,7	9,0	11,5	9,4	8,6	9,7	1,0p	8,5	9,1	0,6p

### Special factors.

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	H1/11	H1/12
<b>Effects on EBITDA</b>		<b>(23)</b>	<b>(106)</b>	<b>(106)</b>	<b>(275)</b>	<b>(79)</b>	<b>(108)</b>	<b>(63)</b>	<b>(187)</b>
- of which personnel		17	(61)	(25)	(81)	(54)	(70)	5	(124)
- of which other		(40)	(45)	(81)	(194)	(25)	(38)	(68)	(63)
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(23)</b>	<b>(116)</b>	<b>(116)</b>	<b>(295)</b>	<b>(79)</b>	<b>(108)</b>	<b>(63)</b>	<b>(187)</b>
- of which personnel		17	(61)	(25)	(81)	(54)	(70)	5	(124)
- of which other		(40)	(55)	(91)	(214)	(25)	(38)	(68)	(63)



## Systems Solutions. Computing Services.

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>748</b>	<b>763</b>	<b>826</b>	<b>3.136</b>	<b>760</b>	<b>777</b>	<b>3,9</b>	<b>1.547</b>	<b>1.536</b>	<b>(0,7)</b>
EBIT (adjusted for special factors)		(39)	(3)	21	(10)	46	31	n.a.	(28)	76	n.a.
EBIT margin (adjusted for special factors)	%	(5,0)	(0,4)	2,6	(0,3)	6,0	4,0	9,2p	(1,8)	5,0	6,8p
<b>EBITDA (adjusted for special factors)</b>		<b>56</b>	<b>89</b>	<b>119</b>	<b>377</b>	<b>143</b>	<b>123</b>	<b>n.a.</b>	<b>168</b>	<b>266</b>	<b>58,1</b>
EBITDA margin (adjusted for special factors)	%	7,2	11,7	14,4	12,0	18,9	15,8	8,3p	10,9	17,3	6,4p
<b>Capex</b>		<b>88</b>	<b>82</b>	<b>98</b>	<b>334</b>	<b>70</b>	<b>65</b>	<b>(26,3)</b>	<b>154</b>	<b>135</b>	<b>(12,4)</b>
<b>Cash contribution</b>		<b>(33)</b>	<b>7</b>	<b>21</b>	<b>43</b>	<b>73</b>	<b>58</b>	<b>n.a.</b>	<b>14</b>	<b>131</b>	<b>n.a.</b>

## Desktop Services.

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>340</b>	<b>325</b>	<b>374</b>	<b>1.373</b>	<b>333</b>	<b>302</b>	<b>(11,0)</b>	<b>675</b>	<b>636</b>	<b>(5,8)</b>
EBIT (adjusted for special factors)		10	11	(6)	11	(45)	(32)	n.a.	6	(77)	n.a.
EBIT margin (adjusted for special factors)	%	2,8	3,5	(1,7)	0,8	(13,5)	(10,6)	(13,4p)	0,8	(12,1)	(13,0p)
<b>EBITDA (adjusted for special factors)</b>		<b>31</b>	<b>34</b>	<b>17</b>	<b>98</b>	<b>(29)</b>	<b>(3)</b>	<b>n.a.</b>	<b>47</b>	<b>(32)</b>	<b>n.a.</b>
EBITDA margin (adjusted for special factors)	%	9,1	10,6	4,5	7,2	(8,6)	(1,0)	(10,1p)	6,9	(5,0)	(11,9p)
<b>Capex</b>		<b>22</b>	<b>17</b>	<b>18</b>	<b>75</b>	<b>14</b>	<b>14</b>	<b>(34,2)</b>	<b>40</b>	<b>28</b>	<b>(30,8)</b>
<b>Cash contribution</b>		<b>9</b>	<b>17</b>	<b>(1)</b>	<b>23</b>	<b>(43)</b>	<b>(17)</b>	<b>n.a.</b>	<b>7</b>	<b>(60)</b>	<b>n.a.</b>

### Value driver

<b>Desktop under service ('000)</b>		<b>1.994</b>	<b>1.995</b>	<b>1.994</b>	<b>1.994</b>	<b>1.991</b>	<b>1.946</b>	<b>(2,4)</b>	<b>1.993</b>	<b>1.946</b>	<b>(2,4)</b>
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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	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>464</b>	<b>453</b>	<b>489</b>	<b>1.871</b>	<b>416</b>	<b>411</b>	<b>(11,3)</b>	<b>929</b>	<b>827</b>	<b>(11,0)</b>
EBIT (adjusted for special factors)		22	10	33	84	(66)	(52)	n.a.	40	(118)	n.a.
EBIT margin (adjusted for special factors)	%	4,9	2,2	6,8	4,5	(15,8)	(12,6)	(17,4p)	4,3	(14,2)	(18,5p)
<b>EBITDA (adjusted for special factors)</b>		<b>30</b>	<b>18</b>	<b>45</b>	<b>117</b>	<b>(72)</b>	<b>(33)</b>	<b>n.a.</b>	<b>54</b>	<b>(105)</b>	<b>n.a.</b>
EBITDA margin (adjusted for special factors)	%	6,4	3,9	9,2	6,3	(17,4)	(7,9)	(14,3p)	5,8	(12,7)	(18,5p)
<b>Capex</b>		<b>6</b>	<b>7</b>	<b>9</b>	<b>33</b>	<b>11</b>	<b>14</b>	<b>n.a.</b>	<b>17</b>	<b>24</b>	<b>41,4</b>
<b>Cash contribution</b>		<b>24</b>	<b>11</b>	<b>36</b>	<b>84</b>	<b>(83)</b>	<b>(47)</b>	<b>n.a.</b>	<b>37</b>	<b>(129)</b>	<b>n.a.</b>

Value driver												
<b>Utilization rate</b>	%	<b>1</b>	<b>84,2</b>	<b>84,0</b>	<b>84,1</b>	<b>84,1</b>	<b>83,1</b>	<b>84,8</b>	<b>0,6p</b>	<b>84,2</b>	<b>84,8</b>	<b>0,6p</b>

## Telecommunications.

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>770</b>	<b>803</b>	<b>853</b>	<b>3.197</b>	<b>809</b>	<b>766</b>	<b>(0,6)</b>	<b>1.541</b>	<b>1.574</b>	<b>2,1</b>
EBIT (adjusted for special factors)		54	2	74	140	122	126	n.a.	64	248	n.a.
EBIT margin (adjusted for special factors)	%	7,1	0,3	8,7	4,4	15,1	16,4	9,3p	4,1	15,7	11,6p
<b>EBITDA (adjusted for special factors)</b>		<b>79</b>	<b>27</b>	<b>94</b>	<b>234</b>	<b>148</b>	<b>135</b>	<b>71,0</b>	<b>113</b>	<b>282</b>	<b>n.a.</b>
EBITDA margin (adjusted for special factors)	%	10,2	3,3	11,0	7,3	18,3	17,6	7,4p	7,3	17,9	10,6p
<b>Capex</b>		<b>16</b>	<b>25</b>	<b>18</b>	<b>75</b>	<b>15</b>	<b>15</b>	<b>(5,0)</b>	<b>31</b>	<b>30</b>	<b>(2,1)</b>
<b>Cash contribution</b>		<b>63</b>	<b>2</b>	<b>76</b>	<b>159</b>	<b>133</b>	<b>120</b>	<b>90,5</b>	<b>82</b>	<b>252</b>	<b>n.a.</b>

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). <sup>1</sup>

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		741	743	758	2.977	717	732	(1,2)	1.476	1.449	(1,8)
of which: Digital Business Units		203	199	241	843	194	204	n.a.	403	398	(1,2)
<b>Net revenue</b>		261	255	299	1.071	242	251	(3,8)	517	493	(4,6)
<b>EBITDA</b>		(108)	(111)	(269)	(617)	(137)	(89)	17,6	(237)	(226)	4,6
of which: Digital Business Units		50	52	19	168	56	44	(12,0)	97	100	3,1
EBITDA margin (EBITDA / total revenue)	%	(14,6)	(14,9)	(35,5)	(20,7)	(19,1)	(12,2)	2,4p	(16,1)	(15,6)	0,5p
Depreciation, amortization and impairment losses		(215)	(213)	(222)	(839)	(211)	(206)	4,2	(404)	(417)	(3,2)
<b>Profit (loss) from operations = EBIT</b>		(323)	(324)	(491)	(1.456)	(348)	(295)	8,7	(641)	(643)	(0,3)
<b>Cash capex (as reported)</b>		105	131	141	488	155	137	30,5	216	292	35,2
<b>Cash contribution</b>		(213)	(242)	(410)	(1.105)	(292)	(226)	(6,1)	(453)	(518)	(14,3)

Financials (as reported). <sup>1</sup>

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		741	743	758	2.977	717	732	(1,2)	1.476	1.449	(1,8)
of which: Digital Business Units		203	199	241	843	194	204	0,5	403	398	(1,2)
<b>Net revenue</b>		261	255	299	1.071	242	251	(3,8)	517	493	(4,6)
<b>EBITDA</b>		(382)	(155)	2.753	2.081	(203)	(155)	59,4	(517)	(358)	30,8
of which: Digital Business Units		50	52	19	168	56	42	(16,0)	97	98	1,0
EBITDA margin (EBITDA / total revenues)	%	(51,6)	(20,9)	n.a.	69,9	(28,3)	(21,2)	30,4p	(35,0)	(24,7)	10,3p
Depreciation, amortization and impairment losses		(215)	(213)	(222)	(839)	(211)	(206)	4,2	(404)	(417)	(3,2)
<b>Profit (loss) from operations = EBIT</b>		(597)	(368)	2.531	1.242	(414)	(361)	39,5	(921)	(775)	15,9
<b>Cash capex</b>		105	131	141	488	155	137	30,5	216	292	35,2
<b>Cash contribution</b>		(487)	(286)	2.612	1.593	(358)	(292)	40,0	(733)	(650)	11,3

<sup>1</sup> The activities and functions of the Digital Services growth area and of the Internet service provider STRATO (Consumers) that were previously reported under the Germany operating segment, have been assigned to Group Headquarters & Shared Services from January 1, 2012 and reported as part of the DBU (Digital Business Unit).

The prior-year figures have been adjusted for better comparability.

## Group Headquarters & Shared Services.

### EBITDA reconciliation. <sup>1</sup>

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	y.o.y. %	H1/11	H1/12	y.o.y. %
<b>Total revenue</b>		<b>741</b>	<b>743</b>	<b>758</b>	<b>2.977</b>	<b>717</b>	<b>732</b>	<b>(1,2)</b>	<b>1.476</b>	<b>1.449</b>	<b>(1,8)</b>
Profit (loss) from operations = EBIT		(597)	(368)	2.531	1.242	(414)	(361)	39,5	(921)	(775)	15,9
- Depreciation, amortization and impairment losses		(215)	(213)	(222)	(839)	(211)	(206)	4,2	(404)	(417)	(3,2)
<b>= EBITDA</b>		<b>(382)</b>	<b>(155)</b>	<b>2.753</b>	<b>2.081</b>	<b>(203)</b>	<b>(155)</b>	<b>59,4</b>	<b>(517)</b>	<b>(358)</b>	<b>30,8</b>
EBITDA margin	%	(51,6)	(20,9)	n.a.	69,9	(28,3)	(21,2)	30,4p	(35,0)	(24,7)	10,3p
- Special factors affecting EBITDA		(274)	(44)	3.022	2.698	(66)	(66)	75,9	(280)	(132)	52,9
<b>= EBITDA adjusted for special factors</b>		<b>(108)</b>	<b>(111)</b>	<b>(269)</b>	<b>(617)</b>	<b>(137)</b>	<b>(89)</b>	<b>17,6</b>	<b>(237)</b>	<b>(226)</b>	<b>4,6</b>
EBITDA margin (adjusted for special factors)	%	(14,6)	(14,9)	(35,5)	(20,7)	(19,1)	(12,2)	2,4p	(16,1)	(15,6)	0,5p

### Special factors.

millions of €	Note	Q2/11	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	H1/11	H1/12
<b>Effects on EBITDA</b>		<b>(274)</b>	<b>(44)</b>	<b>3.022</b>	<b>2.698</b>	<b>(66)</b>	<b>(66)</b>	<b>(280)</b>	<b>(132)</b>
- of which personnel		(188)	(24)	(10)	(224)	(136)	(65)	(190)	(201)
- of which other		(86)	(20)	3.032	2.922	70	(1)	(90)	69
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(274)</b>	<b>(44)</b>	<b>3.022</b>	<b>2.698</b>	<b>(66)</b>	<b>(66)</b>	<b>(280)</b>	<b>(132)</b>
- of which personnel		(188)	(24)	(10)	(224)	(136)	(65)	(190)	(201)
- of which other		(86)	(20)	3.032	2.922	70	(1)	(90)	69

<sup>1</sup> The activities and functions of the Digital Services growth area and of the Internet service provider STRATO (Consumers) that were previously reported under the Germany operating segment, have been assigned to Group Headquarters & Shared Services from January 1, 2012 and reported as part of the DBU (Digital Business Unit).  
The prior-year figures have been adjusted for better comparability.

## Group Headquarters & Shared Services.

### Vivento.

End of Period.	Note	30/06/2011	30/09/2011	31/12/2011	31/03/2012	30/06/2012
<b>Employees Vivento in total</b>	<b>1</b>	<b>9.000</b>	<b>8.800</b>	<b>8.500</b>	<b>8.600</b>	<b>8.500</b>
Employment external	2	3.500	3.600	3.600	3.500	3.600
Employment internal		3.400	3.400	3.300	3.100	3.000
Others	3	2.100	1.800	1.700	2.000	1.900
<b>Attrition Vivento</b>		<b>900</b>	<b>1.400</b>	<b>1.900</b>	<b>200</b>	<b>600</b>
- of which left the DT Group		500	800	1.200	100	400

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 ...
<b>EBIT</b>	Abbreviation for EARNINGS BEFORE INTEREST AND TAXES. EBIT is equivalent to the P&L-line "Profit from operations".
<b>Adj. EBIT</b>	EBIT adjusted for special factors.
<b>EBT</b>	Abbreviation for EARNINGS BEFORE TAXES. EBT is equivalent to the P&L-line "Profit before income taxes".
<b>Adj. EBT</b>	EBT adjusted for special factors.
<b>EBITDA</b>	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".
<b>Adj. EBITDA</b>	EBITDA adjusted for special factors.
<b>Adj. Net profit/loss</b>	Net profit/loss adjusted for special factors.
<b>Special factors</b>	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.
<b>Cash capex</b>	Cash outflows for investments in intangible assets (excluding goodwill) and property, plant and equipment.
<b>Cash contribution</b>	EBITDA minus capex.
<b>Free cash flow</b>	Net cash from operating activities minus net cash outflows for investments in intangible assets (excluding goodwill) and property, plant and equipment.
<b>Gross debt</b>	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
<b>Net debt</b>	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.
<b>n.a.</b>	not applicable
<b>n.m.</b>	not meaningful
<b>ARPU</b>	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.
<b>SAC</b>	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.