

DEUTSCHE TELEKOM

FINANZZAHLEN Q1 2013

BACKUP



GROUP

AT A GLANCE I¹

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
GROUP		14.432	14.379	14.651	14.707	58.169	13.785	(4,5)
Germany		5.659	5.610	5.736	5.731	22.736	5.566	(1,6)
Europe		3.575	3.583	3.654	3.594	14.406	3.327	(6,9)
United States		3.847	3.816	3.915	3.793	15.371	3.541	(8,0)
Systems Solutions		2.456	2.486	2.245	2.829	10.016	2.319	(5,6)
Group Headquarters & Shared Services		675	694	691	775	2.835	691	2,4
Reconciliation		(1.780)	(1.810)	(1.590)	(2.015)	(7.195)	(1.659)	6,8
NET REVENUE								
Germany		5.320	5.284	5.394	5.386	21.384	5.216	(2,0)
Europe		3.400	3.416	3.479	3.438	13.733	3.172	(6,7)
United States		3.845	3.815	3.913	3.792	15.365	3.540	(7,9)
Systems Solutions		1.624	1.614	1.600	1.771	6.609	1.607	(1,0)
Group Headquarters & Shared Services		243	250	265	320	1.078	250	2,9
GROUP		14.432	14.379	14.651	14.707	58.169	13.785	(4,5)
EBITDA (ADJUSTED FOR SPECIAL FACTORS)								
Germany		2.343	2.348	2.401	2.074	9.166	2.255	(3,8)
Europe		1.192	1.195	1.345	1.204	4.936	1.089	(8,6)
United States		983	1.058	994	805	3.840	888	(9,7)
Systems Solutions		142	179	186	240	747	175	23,2
Group Headquarters & Shared Services		(163)	(78)	(154)	(320)	(715)	(99)	39,3
Reconciliation		(15)	(1)	10	5	(1)	(20)	(33,3)
GROUP		4.482	4.701	4.782	4.008	17.973	4.288	(4,3)
Proportional EBITDA		3.996	4.214	4.249	3.549	16.008	3.867	(3,2)

1 Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.

As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.

Since January 1, 2013, the tasks and functions of Group Technology including the Global Network Factory, which was previously part of Group Headquarters & Group Services, have been reported under the Europe operating segment.

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

GROUP

AT A GLANCE II¹

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
EBITDA MARGIN (ADJUSTED FOR SPECIAL FACTORS)								
(EBITDA / TOTAL REVENUE)	%							
Germany	%	41,4	41,9	41,9	36,1	40,3	40,5	(0,9p)
Europe	%	33,3	33,4	36,8	33,5	34,3	32,7	(0,6p)
United States	%	25,6	27,7	25,4	21,2	25,0	25,1	(0,5p)
Systems Solutions	%	5,8	7,2	8,3	8,5	7,5	7,5	1,7p
Group Headquarters & Shared Services	%	(24,1)	(11,2)	(22,3)	(41,3)	(25,2)	(14,3)	9,8p
GROUP	%	31,1	32,7	32,6	27,2	30,9	31,1	n.a.
CASH CAPEX								
Germany		903	819	677	1.019	3.418	594	(34,2)
Europe		507	290	333	594	1.724	1.382	n.a.
United States		571	425	865	699	2.560	852	49,2
Systems Solutions		222	283	289	393	1.187	212	(4,5)
Group Headquarters & Shared Services		144	72	50	113	379	77	(46,5)
Reconciliation		(178)	(263)	(16)	(379)	(836)	(93)	47,8
GROUP		2.169	1.626	2.198	2.439	8.432	3.024	39,4
- thereof spectrum investment		40	1	288	82	411	937	n.a.
NET PROFIT (LOSS)								
adjusted for special factors		586	822	929	200	2.537	767	30,9
as reported		545	482	(7.021)	641	(5.353)	564	3,5
FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS, SPECTRUM INVESTMENT, PTC AND AT&T TRANSACTIONS)								
Proportional free cash flow		1.122	1.668	2.344	1.105	6.239	1.038	(7,5)
		995	1.442	2.064	899	5.400	908	(8,7)
NET DEBT		38.627	41.030	39.001	36.860	36.860	37.119	(3,9)

¹ Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.

As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.

Since January 1, 2013, the tasks and functions of Group Technology including the Global Network Factory, which was previously part of Group Headquarters & Group Services, have been reported under the Europe operating segment.

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

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EXCELLENT MARKET POSITION

	Note	Q1	Q2	Q3	Q4	Q1	Change compared to		Change compared to	
		2012	2012	2012	2012	2013	prior quarter		prior year	
		'000 ¹	'000 ¹	'000 ¹	'000 ¹	'000 ¹	abs.	%	abs.	%
BROADBAND RETAIL LINES (END OF PERIOD)	2,3	16.995	17.070	17.126	17.207	17.261	54	0,3	266	1,6
Germany		12.367	12.414	12.424	12.427	12.443	16	0,1	76	0,6
Europa		4.614	4.642	4.688	4.766	4.817	51	1,1	203	4,4
Greece		1.092	1.111	1.145	1.178	1.208	30	2,5	116	10,6
Romania		1.100	1.104	1.114	1.134	1.142	8	0,7	42	3,8
Hungary		752	766	773	785	801	16	2,0	49	6,5
Czech Republic		103	105	105	111	114	3	2,7	11	10,7
Croatia		643	634	629	633	634	1	0,2	(9)	(1,4)
Netherlands		282	281	280	275	266	(9)	(3,3)	(16)	(5,7)
Slovakia		427	422	420	420	421	1	0,2	(6)	(1,4)
others		215	219	222	230	231	1	0,4	16	7,4
FIXED NETWORK LINES (END OF PERIOD)	3,4	33.596	33.194	32.775	32.423	31.982	(441)	(1,4)	(1.614)	(4,8)
Germany		23.140	22.904	22.620	22.384	22.113	(271)	(1,2)	(1.027)	(4,4)
Europa		10.387	10.223	10.089	9.974	9.869	(105)	(1,1)	(518)	(5,0)
Greece		3.143	3.069	3.014	2.952	2.900	(52)	(1,8)	(243)	(7,7)
Romania		2.542	2.488	2.446	2.422	2.409	(13)	(0,5)	(133)	(5,2)
Hungary		1.643	1.635	1.620	1.611	1.626	15	0,9	(17)	(1,0)
Czech Republic		103	105	105	111	114	3	2,7	11	10,7
Croatia		1.218	1.210	1.206	1.208	1.192	(16)	(1,3)	(26)	(2,1)
Netherlands		291	290	288	283	283	0	0,0	(8)	(2,7)
Slovakia		1.009	993	977	960	945	(15)	(1,6)	(64)	(6,3)
others		438	433	433	427	400	(27)	(6,3)	(38)	(8,7)
MOBILE SUBSCRIBERS (END OF PERIOD)	3	129.138	129.915	131.331	132.316	132.959	643	0,5	3.821	3,0
Germany		35.100	35.470	35.994	36.568	37.005	437	1,2	1.905	5,4
USA		33.373	33.168	33.327	33.389	33.968	579	1,7	595	1,8
Europa		60.208	60.814	61.536	61.876	61.503	(373)	(0,6)	1.295	2,2
Greece		7.862	7.856	7.778	7.697	7.632	(65)	(0,8)	(230)	(2,9)
Romania		6.407	6.510	6.470	6.368	6.155	(213)	(3,3)	(252)	(3,9)
Hungary		4.815	4.821	4.820	4.837	4.845	8	0,2	30	0,6
Poland		14.512	15.048	15.575	16.040	15.919	(121)	(0,8)	1.407	9,7
Czech Republic		5.354	5.377	5.415	5.498	5.570	72	1,3	216	4,0
Croatia		2.350	2.378	2.443	2.326	2.309	(17)	(0,7)	(41)	(1,7)
Netherlands		4.856	4.744	4.761	4.720	4.622	(98)	(2,1)	(234)	(4,8)
Slovakia		2.312	2.325	2.313	2.311	2.289	(22)	(1,0)	(23)	(1,0)
Austria		4.069	4.069	4.076	4.104	4.090	(14)	(0,3)	21	0,5
Bulgaria		4.359	4.357	4.441	4.518	4.554	36	0,8	195	4,5
other		3.312	3.329	3.444	3.457	3.518	61	1,8	206	6,2

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

DT CONSOLIDATED INCOME STATEMENT

ADJUSTED FOR SPECIAL FACTORS

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
NET REVENUE		14.432	14.376	14.651	14.724	58.183	13.785	(4,5)
Cost of sales		(8.218)	(8.045)	(8.490)	(8.856)	(33.609)	(7.831)	4,7
GROSS PROFIT		6.214	6.331	6.161	5.868	24.574	5.954	(4,2)
Selling expenses		(3.355)	(3.412)	(3.382)	(3.649)	(13.798)	(3.078)	8,3
General and administrative expenses		(1.253)	(1.117)	(948)	(970)	(4.288)	(1.102)	12,1
Other operating income		266	261	358	423	1.308	296	11,3
Other operating expenses		(124)	(159)	(217)	(317)	(817)	(155)	(25,0)
PROFIT (LOSS) FROM OPERATIONS (EBIT)		1.748	1.904	1.972	1.355	6.979	1.915	9,6
EBIT margin (EBIT / net revenue)	%	12,1	13,2	13,5	9,2	12,0	13,9	1,8p
Profit (loss) from financial activities		(771)	(545)	(612)	(618)	(2.546)	(677)	12,2
of which: finance costs		(565)	(512)	(513)	(473)	(2.063)	(522)	7,6
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)		977	1.359	1.360	737	4.433	1.238	26,7
Income taxes		(280)	(420)	(250)	(501)	(1.451)	(443)	(58,2)
PROFIT (LOSS)		697	939	1.110	236	2.982	795	14,1
Profit (loss) attributable to non-controlling interests		111	117	181	36	445	28	(74,8)
NET PROFIT (LOSS)		586	822	929	200	2.537	767	30,9
Depreciation, amortization and impairment losses		(2.734)	(2.797)	(2.810)	(2.653)	(10.994)	(2.373)	13,2
EBITDA		4.482	4.701	4.782	4.008	17.973	4.288	(4,3)
EBITDA margin (EBITDA / net revenue)	%	31,1	32,7	32,6	27,2	30,9	31,1	n.a.

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EBITDA RECONCILIATION

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
NET REVENUE		14.432	14.379	14.651	14.707	58.169	13.785	(4,5)
NET PROFIT (LOSS)		545	482	(7.021)	641	(5.353)	564	3,5
+ Profit (loss) attributable to non-controlling interests		238	117	169	(29)	495	57	(76,1)
= Profit (loss)		783	599	(6.852)	612	(4.858)	621	(20,7)
- Income taxes		(335)	(227)	2.540	(462)	1.516	(391)	(16,7)
= Profit (loss) before income taxes = EBT		1.118	826	(9.392)	1.074	(6.374)	1.012	(9,5)
- Profit (loss) from financial activities		(545)	(594)	(639)	(634)	(2.412)	(680)	(24,8)
PROFIT (LOSS) FROM OPERATIONS (EBIT)		1.663	1.420	(8.753)	1.708	(3.962)	1.692	1,7
- Depreciation, amortization and impairment losses		(2.734)	(2.800)	(13.399)	(3.024)	(21.957)	(2.387)	12,7
= EBITDA		4.397	4.220	4.646	4.732	17.995	4.079	(7,2)
EBITDA margin (EBITDA/net revenue)	%	30,5	29,3	31,7	32,2	30,9	29,6	(0,9p)
- Special factors affecting EBITDA		(85)	(481)	(136)	724	22	(209)	n.a.
= EBITDA ADJUSTED FOR SPECIAL FACTORS		4.482	4.701	4.782	4.008	17.973	4.288	(4,3)
EBITDA margin (adjusted for special factors) (EBITDA / net revenue)	%	31,1	32,7	32,6	27,2	30,9	31,1	n.a.

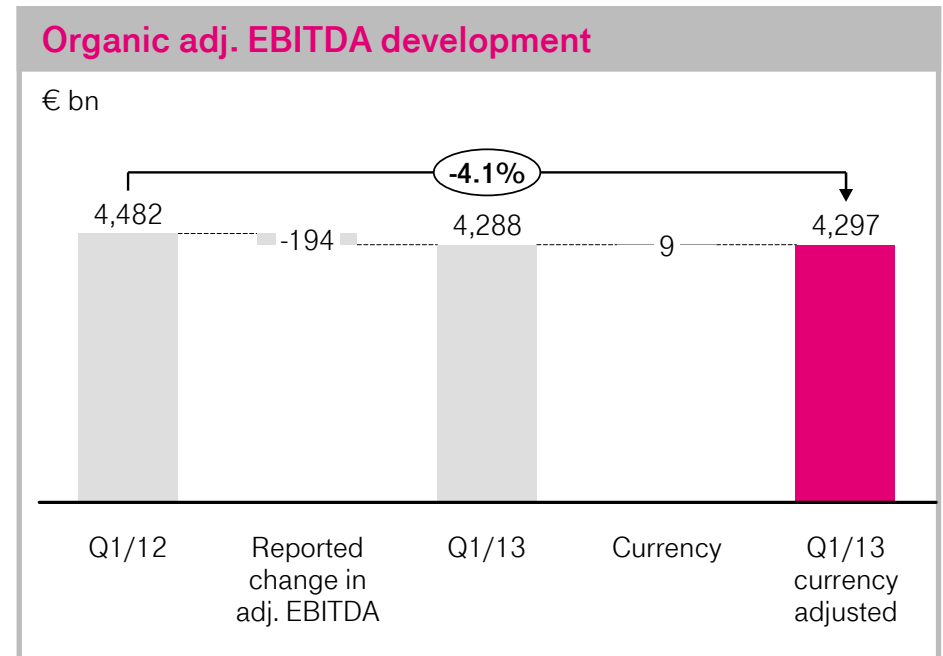
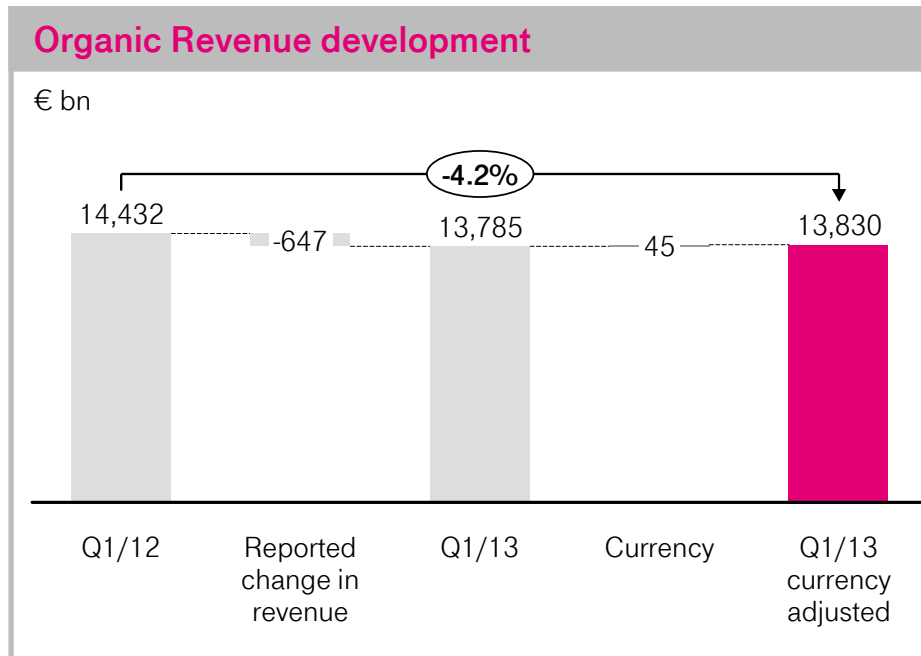
DT CONSOLIDATED INCOME STATEMENT

AS REPORTED

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
NET REVENUE		14.432	14.379	14.651	14.707	58.169	13.785	(4,5)
Cost of sales		(8.253)	(8.287)	(8.624)	(9.092)	(34.256)	(7.954)	3,6
GROSS PROFIT		6.179	6.092	6.027	5.615	23.913	5.831	(5,6)
Selling expenses		(3.427)	(3.502)	(3.417)	(3.729)	(14.075)	(3.145)	8,2
General and administrative expenses		(1.289)	(1.231)	(1.022)	(1.313)	(4.855)	(1.156)	10,3
Other operating income		334	265	484	1.885	2.968	356	6,6
Other operating expenses		(134)	(204)	(10.825)	(750)	(11.913)	(194)	(44,8)
PROFIT (LOSS) FROM OPERATIONS (EBIT)		1.663	1.420	(8.753)	1.708	(3.962)	1.692	1,7
EBIT margin (EBIT / net revenue)	%	11,5	9,9	(59,7)	11,6	(6,8)	12,3	0,8p
Profit (loss) from financial activities		(545)	(594)	(639)	(634)	(2.412)	(680)	(24,8)
of which: finance costs		(535)	(512)	(513)	(473)	(2.033)	(522)	2,4
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)		1.118	826	(9.392)	1.074	(6.374)	1.012	(9,5)
Income taxes		(335)	(227)	2.540	(462)	1.516	(391)	(16,7)
PROFIT (LOSS)		783	599	(6.852)	612	(4.858)	621	(20,7)
Profit (loss) attributable to non-controlling interests		238	117	169	(29)	495	57	(76,1)
NET PROFIT (LOSS)		545	482	(7.021)	641	(5.353)	564	3,5
Depreciation, amortization and impairment losses		(2.734)	(2.800)	(13.399)	(3.024)	(21.957)	(2.387)	12,7
EBITDA		4.397	4.220	4.646	4.732	17.995	4.079	(7,2)
EBITDA margin (EBITDA / net revenue)	%	30,5	29,3	31,7	32,2	30,9	29,6	(0,9p)

DT GROUP

ORGANIC REVENUE AND ADJ. EBITDA DEVELOPMENT



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SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €
NET REVENUE		0	3	0	(17)	(14)	0
Cost of sales		(35)	(242)	(134)	(236)	(647)	(123)
GROSS PROFIT		(35)	(239)	(134)	(253)	(661)	(123)
Selling expenses		(72)	(90)	(35)	(80)	(277)	(67)
General and administrative expenses		(36)	(114)	(74)	(343)	(567)	(54)
Other operating income		68	4	126	1.462	1.660	60
Other operating expenses	1	(10)	(45)	(10.608)	(433)	(11.096)	(39)
PROFIT (LOSS) FROM OPERATIONS (EBIT)	1	(85)	(484)	(10.725)	353	(10.941)	(223)
Profit (loss) from financial activities		226	(49)	(27)	(16)	134	(3)
of which: finance costs		30	0	0	0	30	0
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)	1	141	(533)	(10.752)	337	(10.807)	(226)
Income taxes		(55)	193	2.790	39	2.967	52
PROFIT (LOSS)		86	(340)	(7.962)	376	(7.840)	(174)
Profit (loss) attributable to non-controlling interests		127	0	(12)	(65)	50	29
NET PROFIT (LOSS)		(41)	(340)	(7.950)	441	(7.890)	(203)
Depreciation, amortization and impairment losses		0	(3)	(10.589)	(371)	(10.963)	(14)
EBITDA		(85)	(481)	(136)	724	22	(209)

1 Impairment loss on goodwill, intangible assets and property, plant and equipment of 10,589mn in Q3/12, triggered by announced combination with MetroPCS.

DT GROUP

DETAILS ON SPECIAL FACTORS I

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
EFFECT ON OPERATING EXPENSES		(153)	(491)	(10.851)	(1.092)	(12.587)	(283)	(85,0)
of which: expenses / income for early retirement (civil servants)		(9)	(303)	(163)	(214)	(689)	(36)	n.a.
of which: expenses for severance payments		(49)	(77)	(48)	(243)	(417)	(159)	n.a.
of which: expenses / income for partial retirement		(11)	(11)	(15)	(16)	(53)	(14)	(27,3)
of which: expenses for other personnel restructuring charges		(23)	(19)	(12)	(12)	(66)	(6)	73,9
of which: restructuring charges		(24)	(58)	(78)	(90)	(250)	(47)	(95,8)
of which: expenses due to de-consolidations and other asset sales		2	2	(10)	(69)	(75)	(20)	n.a.
of which: others		(39)	(25)	(10.525)	(448)	(11.037)	(1)	97,4
EFFECT ON OTHER OPERATING INCOME		68	4	126	1.462	1.660	60	(11,8)
of which: income due to asset sales		1	4	126	1.460	1.591	60	n.a.
of which: others		67	0	0	2	69	0	n.a.
EFFECT ON REVENUE	1	0	3	0	(17)	(14)	0	n.a.
EFFECT ON PROFIT FROM OPERATIONS = EBIT	2	(85)	(484)	(10.725)	353	(10.941)	(223)	n.a.
DEPRECIATION, AMORTIZATION AND IMPAIRMENT LOSSES	2	0	(3)	(10.589)	(371)	(10.963)	(14)	n.a.
of which: restructuring charges		0	0	(3)	(12)	(15)	(14)	n.a.
of which: expenses due to consolidations and other asset sales		0	0	0	0	0	0	n.a.
of which: others		0	(3)	(10.586)	(359)	(10.948)	0	n.a.
EFFECT ON EBITDA		(85)	(481)	(136)	724	22	(209)	n.a.

1 Special factors affecting Total revenue: EUR 3 mn in Q2/12 in Germany.

2 Impairment loss on goodwill, intangible assets and property, plant and equipment of 10,589mn in Q3/12, triggered by announced combination with MetroPCS.

DT GROUP

DETAILS ON SPECIAL FACTORS II

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES		226	(49)	(27)	(16)	134	(3)	n.a.
EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES	1	141	(533)	(10.752)	337	(10.807)	(226)	n.a.
EFFECT ON TAXES		(55)	193	2.790	39	2.967	52	n.a.
Tax effect of special factors within EBIT		26	133	3.179	(346)	2.992	70	n.a.
Tax effect of special factors on profit (loss) from financial activities		(13)	17	7	6	17	2	n.a.
Other tax effects		(68)	43	(396)	379	(42)	(20)	70,6
EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON- CONTROLLING INTERESTS		127	0	(12)	(65)	50	29	(77,2)
EFFECT ON NET PROFIT (LOSS)		(41)	(340)	(7.950)	441	(7.890)	(203)	n.a.

1 Impairment loss on goodwill, intangible assets and property, plant and equipment of 10,589mn in Q3/12, triggered by announced combination with MetroPCS.

DT GROUP

CHANGE IN THE COMPOSITION OF THE GROUP IN THE FIRST QUARTER

	REPORTED NUMBERS		MINUS ACQUISITION EFFECTS					PLUS DECONSOLIDATION EFFECTS					TOTAL EFFECT	PRO FORMA			
	Q1 2012	Q1 2013	Total	Ger	Europe	USA	Sys	GHS	Total	Ger	Europe	USA		Sys	GHS	Q1 2013	Change
	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €		millions of €	millions of €	millions of €	%
NET REVENUE	14.432	13.785	0	0	0	0	0	0	0	0	0	0	0	0	13.785	(4,5)	
PROFIT (LOSS) FROM OPERATIONS = EBIT	1.663	1.692	0	0	0	0	0	0	0	0	0	0	0	0	1.692	1,7	
Profit (loss) from financial activities	(545)	(680)	0	0	0	0	0	0	0	0	0	0	0	0	(680)	(24,8)	
of which finance costs	(535)	(522)	0	0	0	0	0	0	0	0	0	0	0	0	(522)	2,4	
PROFIT (LOSS) BEFORE INCOME TAXES = EBT	1.118	1.012	0	0	0	0	0	0	0	0	0	0	0	0	1.012	(9,5)	
Income taxes	(335)	(391)	0	0	0	0	0	0	0	0	0	0	0	0	(391)	(16,7)	
PROFIT (LOSS)	783	621	0	0	0	0	0	0	0	0	0	0	0	0	621	(20,7)	
Profit (loss) attributable to non-controlling interests	238	57	0	0	0	0	0	0	0	0	0	0	0	0	57	(76,1)	
NET PROFIT (LOSS)	545	564	0	0	0	0	0	0	0	0	0	0	0	0	564	3,5	
EBITDA	4.397	4.079	0	0	0	0	0	0	0	0	0	0	0	0	4.079	(7,2)	
Special factors	(85)	(209)	0	0	0	0	0	0	0	0	0	0	0	0	(209)	n.a.	
EBITDA adjusted for special factors	4.482	4.288	0	0	0	0	0	0	0	0	0	0	0	0	4.288	(4,3)	

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS

		Mar. 31, 2012	Jun. 30, 2012	Sep. 30, 2012	Dec. 31, 2012	Mar. 31, 2013	Change compared to prior quarter %	Change compared to prior year %
	Note	millions of €	millions of €	millions of €	millions of €	millions of €		
CURRENT ASSETS		15.761	15.183	15.065	15.019	15.862	5,6	0,6
Cash and cash equivalents		3.294	2.950	2.529	4.026	4.540	12,8	37,8
Trade and other receivables		6.504	6.608	6.669	6.417	6.423	0,1	(1,2)
Current recoverable income taxes		86	69	65	95	113	18,9	31,4
Other financial assets		2.789	2.516	2.259	2.020	1.696	(16,0)	(39,2)
Inventories		1.087	1.124	1.129	1.106	1.111	0,5	2,2
Non-current assets and disposal groups held for sale		60	135	835	90	217	n.a.	n.a.
Other assets		1.941	1.781	1.579	1.265	1.762	39,3	(9,2)
NON-CURRENT ASSETS		104.541	105.773	93.098	92.923	92.975	0,1	(11,1)
Intangible assets		49.451	51.284	42.116	41.732	42.646	2,2	(13,8)
Property, plant and equipment		40.864	40.686	37.521	37.522	37.300	(0,6)	(8,7)
Investments accounted for using the equity method		6.687	6.766	6.656	6.726	6.288	(6,5)	(6,0)
Other financial assets		1.930	2.099	2.154	1.901	1.780	(6,4)	(7,8)
Deferred tax assets		4.396	4.620	4.336	4.712	4.630	(1,7)	5,3
Other assets		1.213	318	315	330	331	0,3	(72,7)
TOTAL ASSETS		120.302	120.956	108.163	107.942	108.837	0,8	(9,5)

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

LIABILITIES AND SHAREHOLDERS' EQUITY

	Note	Mar. 31, 2012	Jun. 30, 2012	Sep. 30, 2012	Dec. 31, 2012	Mar. 31, 2013	Change compared to prior quarter %	Change compared to prior year %
		millions of €	millions of €	millions of €	millions of €	millions of €		
LIABILITIES		80.084	83.082	77.753	77.411	77.824	0,5	(2,8)
CURRENT LIABILITIES		21.437	22.811	23.595	22.995	22.783	(0,9)	6,3
Financial liabilities		7.959	9.784	10.367	9.260	8.919	(3,7)	12,1
Trade and other payables		5.288	5.356	5.678	6.445	6.091	(5,5)	15,2
Income tax liabilities		614	608	472	440	441	0,2	(28,2)
Other provisions		3.218	2.615	2.582	2.885	2.924	1,4	(9,1)
Liabilities directly associated with non-current assets and disposal groups held for sale		0	0	99	9	47	n.a.	n.a.
Other liabilities		4.358	4.448	4.397	3.956	4.361	10,2	0,1
NON-CURRENT LIABILITIES		58.647	60.271	54.158	54.416	55.041	1,1	(6,1)
Financial liabilities		38.340	38.414	35.248	35.354	35.835	1,4	(6,5)
Provisions for pensions and other employee		6.425	7.282	7.834	7.312	7.113	(2,7)	10,7
Other provisions		1.656	1.736	1.723	1.857	1.834	(1,2)	10,7
Deferred tax liabilities		8.352	8.757	5.432	5.988	6.263	4,6	(25,0)
Other liabilities		3.874	4.082	3.921	3.905	3.996	2,3	3,1
SHAREHOLDERS' EQUITY		40.218	37.874	30.410	30.531	31.013	1,6	(22,9)
Issued capital		11.063	11.063	11.063	11.063	11.063	n.a.	n.a.
Capital reserves		51.505	51.505	51.506	51.506	51.506	n.a.	0,0
Retained earnings incl. carryforwards		(25.023)	(28.582)	(28.922)	(29.106)	(34.361)	(18,1)	(37,3)
Total other comprehensive income		(2.561)	(1.598)	(1.839)	(2.176)	(2.346)	(7,8)	8,4
Net profit (loss)		545	1.027	(5.994)	(5.353)	564	n.a.	3,5
Treasury shares		(6)	(6)	(6)	(6)	(6)	n.a.	n.a.
Non-controlling interests		4.695	4.465	4.602	4.603	4.593	(0,2)	(2,2)
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY		120.302	120.956	108.163	107.942	108.837	0,8	(9,5)

DT GROUP

PROVISIONS FOR PENSIONS

		2012 millions of €	2011 millions of €	2010 millions of €	2009 millions of €	2008 millions of €
FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET						
Present value of obligation (DBO)	1	8.973	6.966	7.017	6.833	6.101
Plan assets		(1.680)	(860)	(629)	(618)	(952)
Others		(19)	18	(15)	(36)	8
Provision in balance sheet		7.312	6.124	6.373	6.179	5.157
PENSION COSTS INCLUDED IN P&L (INCLUDED EXPECTED RETURN ON PLAN ASSETS)						
		511	530	514	525	483
thereof included in EBITDA		197	199	197	204	204
thereof included in financial result		313	314	317	321	279
CASH PAYMENTS FOR PENSIONS						
1) funding of plan assets by DT (investment in financial assets)		768	267	2	45	54
2) benefits paid through plan assets	2	45	52	56	61	57
3) benefits paid through provision (included in cash flow from operations)		375	367	345	332	244
cash payments included in cash flow statement = 1) + 3)		1.143	634	347	377	298
cash payments included in free cash flow = 3)		375	367	345	332	244
CHANGE IN THE PRESENT VALUE OF THE OBLIGATION (EXAMPLE)						
End of 2011		6.966				
pension costs included in P&L		510				
benefits paid		(420)				
actuarial losses/gains	3	1.867				
F/X		3				
Others		47				
End of 2012		8.973				

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.

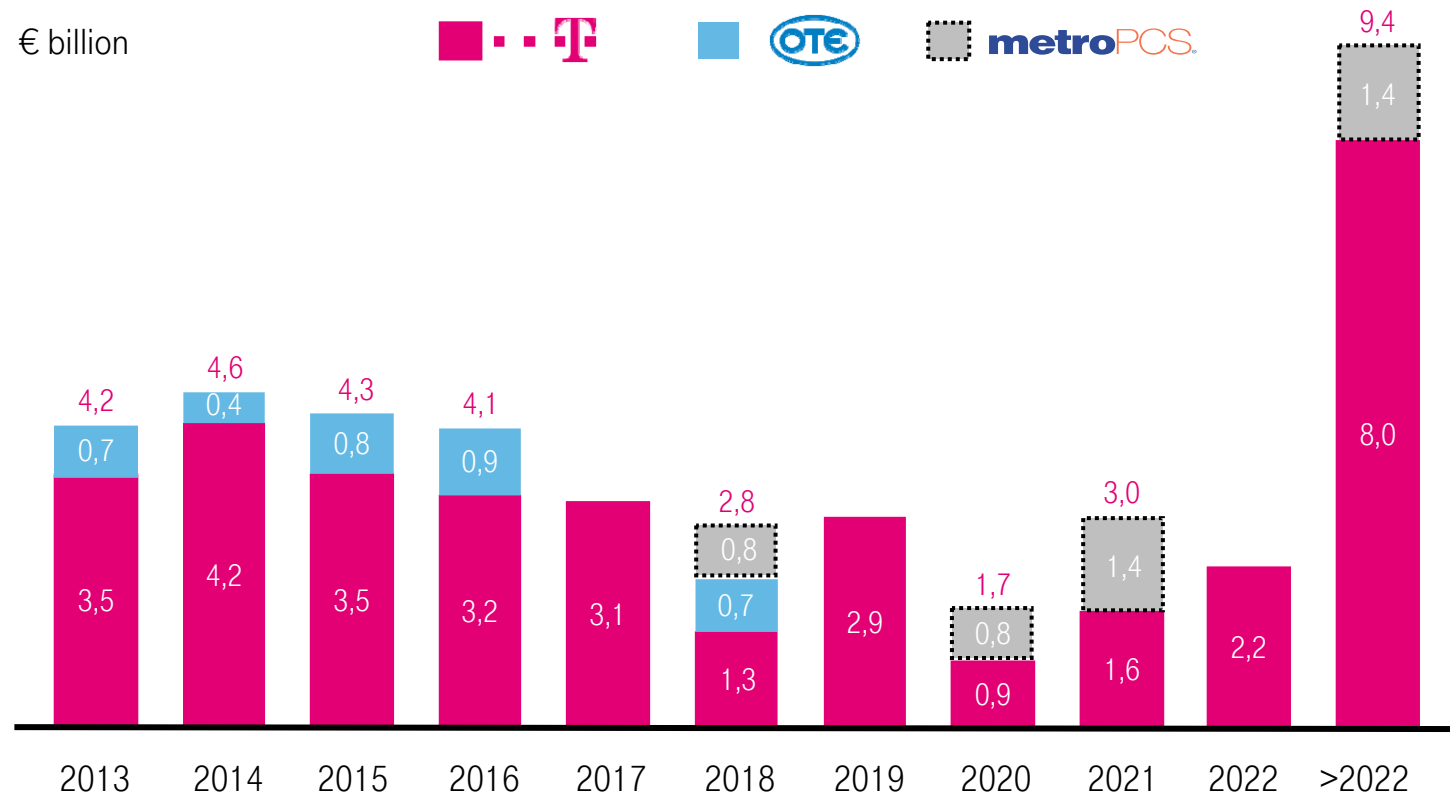
2 The sum of payments through plan assets and the benefit paid through provisions equal the "benefits paid" in "Change in the present value of the obligation".

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 MARCH 31, 2013

Bonds, Medium Term Notes (MTN) and “Schuldscheindarlehen”

€ billion



LIQUIDITY RESERVE AS OF MARCH 31, 2013

€ billion

55.2 Total line availability

18.1 Liquidity reserve

Unused bank lines: € 12.9 bn
Other liquid assets: € 5.2 bn

37.1 Net-debt

Gross debt €43.2 bn

Bonds: € 35.5 bn
Other fin. liabilities: € 7.7 bn

Liquid financial assets €6.1 bn

Cash & equivalents: € 4.5 bn
Available-for-sale /
held-for-trading
financial assets € 0.0 bn
Other financial assets: € 1.5 bn

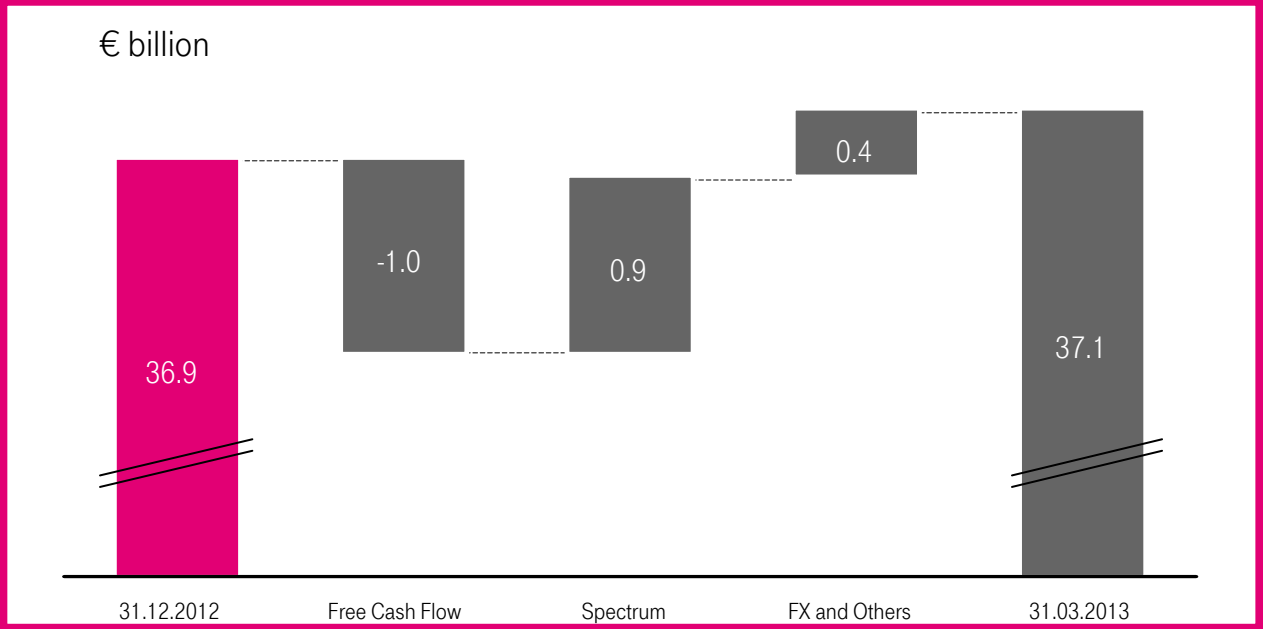
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DT GROUP

NET DEBT

		Mar. 31, 2012	Jun. 30, 2012	Sep. 30, 2012	Dec. 31, 2012	Mar. 31, 2013	Change compared to prior quarter	Change compared to prior year
	Note	millions of €	millions of €	millions of €	millions of €	millions of €	%	%
Bonds		35.421	36.769	34.945	33.674	35.519	5,5	0,3
Other financial liabilities		9.429	10.101	9.246	9.283	7.694	(17,1)	(18,4)
GROSS DEBT		44.850	46.870	44.191	42.957	43.213	0,6	(3,6)
Cash and cash equivalents		3.294	2.950	2.529	4.026	4.540	12,8	37,8
Available-for-sale/held-for-trading financial assets		765	426	132	27	15	(44,4)	(98,0)
Other financial assets		2.164	2.464	2.529	2.044	1.539	(24,7)	(28,9)
NET DEBT		38.627	41.030	39.001	36.860	37.119	0,7	(3,9)

NET DEBT DEVELOPMENT Q1 2013



DT GROUP

CASH CAPEX¹

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
CASH CAPEX								
Germany		903	819	677	1.019	3.418	594	(34,2)
Europe		507	290	333	594	1.724	1.382	n.a.
United States		571	425	865	699	2.560	852	49,2
Systems Solutions		222	283	289	393	1.187	212	(4,5)
Group Headquarters & Shared Services		144	72	50	113	379	77	(46,5)
Reconciliation		(178)	(263)	(16)	(379)	(836)	(93)	47,8
GROUP	2	2.169	1.626	2.198	2.439	8.432	3.024	39,4
- thereof spectrum investment		40	1	288	82	411	937	n.a.

¹ Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.

As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.

Since January 1, 2013, the tasks and functions of Group Technology including the Global Network Factory, which was previously part of Group Headquarters & Group Services, have been reported under the Europe operating segment.

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

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

DT GROUP

FREE CASH FLOW

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
Net profit (loss)		545	482	(7.021)	641	(5.353)	564	3,5
Profit (loss) attributable to non-controlling interests		238	117	169	(29)	495	57	(76,1)
PROFIT (LOSS) AFTER INCOME TAXES		783	599	(6.852)	612	(4.858)	621	(20,7)
Depreciation, amortization and impairment losses		2.734	2.800	13.399	3.024	21.957	2.387	(12,7)
Income tax expense/(benefit)		335	227	(2.540)	462	(1.516)	391	16,7
Interest (income) and interest expenses		535	512	513	473	2.033	522	(2,4)
Other financial (income) expense		(42)	50	62	155	225	78	n.a.
Share of (profit) loss of associates and joint ventures accounted for using the equity method		52	32	64	6	154	80	53,8
(Profit) loss on the disposal of fully consolidated subsidiaries		0	0	(6)	(1.444)	(1.450)	(55)	n.a.
Other non-cash transactions		(2)	14	8	(5)	15	3	n.a.
(Gain) loss from the disposal of intangible assets and property, plant and equipment		27	25	(132)	(3)	(83)	20	(25,9)
Change in assets carried as working capital		(543)	237	0	282	(24)	(348)	35,9
Change in provisions		79	(333)	139	586	471	(108)	n.a.
Change in other liabilities carried as working capital		(377)	(375)	(57)	(271)	(1.080)	199	n.a.
Income taxes received (paid)		(107)	(106)	(305)	(176)	(694)	(184)	(72,0)
Dividends received		194	165	124	7	490	110	(43,3)
Net payments from entering into or canceling interest rate swaps		83	0	0	39	122	0	n.a.
Payments for PTC transaction (included in the change in assets carried as working capital)		0	0	0	0	0	0	n.a.
Break-up fee T-Mobile USA		157	0	0	0	157	0	n.a.
Tax effect break-up fee T-Mobile USA		0	0	185	0	185	95	n.a.
Retention bonus T-Mobile USA		69	55	0	4	128	0	n.a.
CASH GENERATED FROM OPERATIONS		3.977	3.902	4.602	3.751	16.232	3.811	(4,2)
Interest received (paid)		(778)	(656)	(415)	(336)	(2.185)	(764)	1,8
NET CASH FROM OPERATING ACTIVITIES		3.199	3.246	4.187	3.415	14.047	3.047	(4,8)
Cash outflows for investments in (proceeds from disposal of)		(2.077)	(1.578)	(1.843)	(2.310)	(7.808)	(2.009)	3,3
Intangible assets		(443)	(337)	(710)	(604)	(2.094)	(1.240)	n.a.
Property, plant and equipment		(1.674)	(1.242)	(1.421)	(1.788)	(6.125)	(1.706)	(1,9)
Spectrum investment		40	1	288	82	411	937	n.a.
FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS, SPECTRUM INVESTMENT, PTC AND AT&T TRANSACTIONS)		1.122	1.668	2.344	1.105	6.239	1.038	(7,5)

DT GROUP

PERSONNEL¹

AT REPORTING DATE	Note	Mar. 31,	Jun. 30,	Sep. 30,	Dec. 31,	Mar. 31,	Change compared to		Change compared to	
		2012	2012	2012	2012	2013	prior quarter		prior year	
							abs.	%	abs.	%
Germany		69.783	68.853	67.619	67.497	68.636	1.139	1,7	(1.147)	(1,6)
Europe		58.193	59.185	58.987	57.196	57.440	244	0,4	(753)	(1,3)
United States		31.633	30.737	28.532	30.288	29.826	(462)	(1,5)	(1.807)	(5,7)
Systems Solutions		52.579	52.658	52.894	52.847	51.565	(1.282)	(2,4)	(1.014)	(1,9)
Group Headquarters & Shared Services		21.879	21.850	22.360	21.858	21.989	131	0,6	110	0,5
of which Vivento		8.600	8.500	8.400	8.200	8.200	0	0,0	(400)	(4,7)
GROUP		234.067	233.283	230.392	229.686	229.456	(230)	(0,1)	(4.611)	(2,0)
of which: Domestic		121.834	120.653	119.765	118.840	118.926	86	0,1	(2.908)	(2,4)
of which: International		112.233	112.630	110.627	110.846	110.530	(316)	(0,3)	(1.703)	(1,5)
of which: Civil servants (domestic)		23.507	22.949	22.559	21.958	21.963	5	0,0	(1.544)	(6,6)

AVERAGE	Note	Q1	Q2	Q3	Q4	Q1	Change compared to			
		2012	2012	2012	2012	2013	prior year			
							abs.	%		
Germany		69.867	69.241	67.882	67.620	68.672	(1.195)	(1,7)		
Europe		58.256	59.301	59.025	58.314	57.495	(761)	(1,3)		
United States		32.029	30.486	28.586	29.634	30.033	(1.996)	(6,2)		
Systems Solutions		52.510	52.651	52.816	52.991	51.598	(912)	(1,7)		
Group Headquarters & Shared Services		21.879	21.861	22.390	22.029	21.948	69	0,3		
of which Vivento		8.600	8.600	8.400	8.400	8.200	(400)	(4,7)		
GROUP		234.541	233.540	230.699	230.588	229.746	(4.795)	(2,0)		
of which: Domestic		121.950	121.154	120.046	119.306	118.970	(2.980)	(2,4)		
of which: International		112.591	112.386	110.653	111.282	110.776	(1.815)	(1,6)		
of which: Civil servants (domestic)		23.522	23.248	22.693	22.215	21.974	(1.548)	(6,6)		

1 Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.

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

EXCHANGE RATES

AVERAGE

	Q1 2012 €	Q2 2012 €	Q3 2012 €	Q4 2012 €	FY 2012 €	Q1 2013 €
1 US Dollar (USD)	0,76272	0,77966	0,79957	0,77149	0,77820	0,75699
1 British pound (GBP)	1,19820	1,23395	1,26293	1,23880	1,23292	1,17465
100 Czech korunas (CZK)	3,98679	3,95965	3,98774	3,97398	3,97740	3,91222
100 Croatian kunas (HRK)	13,23320	13,28550	13,38220	13,28230	13,29600	13,18660
1,000 Hungarian forints (HUF)	3,36828	3,40413	3,53405	3,53309	3,45820	3,37393
100 Macedonian Denar (MKD)	1,62357	1,62819	1,62062	1,62297	1,62376	1,60447
100 Polish Zloty (PLN)	23,62220	23,49520	24,17340	24,30630	23,89580	24,06960
10 Romanian leu (RON)	2,29717	2,25814	2,20995	2,20682	2,24267	2,28004

EXCHANGE RATES

END OF PERIOD

	Mar. 31 2012 €	Jun. 30 2012 €	Sep. 30 2012 €	Dec. 31 2012 €	Mar. 31 2013 €
1 US Dollar (USD)	0,74936	0,79394	0,77382	0,75845	0,78089
1 British pound (GBP)	1,20042	1,24024	1,25336	1,22643	1,18171
100 Czech korunas (CZK)	4,03826	3,90252	3,97351	3,98309	3,88554
100 Croatian kunas (HRK)	13,30970	13,30520	13,43120	13,23580	13,16710
1,000 Hungarian forints (HUF)	3,38866	3,47626	3,51266	3,41775	3,28837
100 Macedonian Denar (MKD)	1,61633	1,61224	1,61822	1,60626	1,62991
100 Polish Zloty (PLN)	24,04490	23,49560	24,35390	24,48640	23,94350
10 Romanian leu (RON)	2,28128	2,24627	2,20312	2,25069	2,26277

GERMANY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)¹

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE	2	5.659	5.607	5.736	5.748	22.750	5.566	(1,6)
NET REVENUE		5.320	5.281	5.394	5.403	21.398	5.216	(2,0)
EBITDA		2.343	2.348	2.401	2.074	9.166	2.255	(3,8)
EBITDA margin (EBITDA / total revenue)	%	41,4	41,9	41,9	36,1	40,3	40,5	(0,9p)
Depreciation, amortization and impairment losses		(1.099)	(1.104)	(1.083)	(1.107)	(4.393)	(966)	12,1
Profit (loss) from operations = EBIT		1.244	1.244	1.318	967	4.773	1.289	3,6
CASH CAPEX		903	819	677	1.019	3.418	594	(34,2)
CASH CONTRIBUTION		1.440	1.529	1.724	1.055	5.748	1.661	15,3

FINANCIALS (AS REPORTED)¹

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		5.659	5.610	5.736	5.731	22.736	5.566	(1,6)
NET REVENUE		5.320	5.284	5.394	5.386	21.384	5.216	(2,0)
EBITDA		2.324	2.107	2.277	1.898	8.606	2.118	(8,9)
EBITDA margin (EBITDA / total revenue)	%	41,1	37,6	39,7	33,1	37,9	38,1	(3,0p)
Depreciation, amortization and impairment losses		(1.099)	(1.104)	(1.083)	(1.107)	(4.393)	(966)	12,1
Profit (loss) from operations = EBIT		1.225	1.003	1.194	791	4.213	1.152	(6,0)
CASH CAPEX		903	819	677	1.019	3.418	594	(34,2)
CASH CONTRIBUTION		1.421	1.288	1.600	879	5.188	1.524	7,2

¹ Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.

As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.

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

The operations of Regional Services and Solutions (RSS) have been managed by the Germany operating segment since January 1, 2013 and no longer by the Systems Solutions operating segment to allow a more focused market approach.

² Special factors affecting Total revenue: EUR 3 mn in Q2/12 and EUR 17 mn in Q4/12.

GERMANY

EBITDA RECONCILIATION¹

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		5.659	5.610	5.736	5.731	22.736	5.566	(1,6)
TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)	2	5.659	5.607	5.736	5.748	22.750	5.566	(1,6)
Profit (loss) from operations = EBIT		1.225	1.003	1.194	791	4.213	1.152	(6,0)
- Depreciation, amortization and impairment losses		(1.099)	(1.104)	(1.083)	(1.107)	(4.393)	(966)	12,1
= EBITDA		2.324	2.107	2.277	1.898	8.606	2.118	(8,9)
EBITDA margin	%	41,1	37,6	39,7	33,1	37,9	38,1	(3,0p)
- Special factors affecting EBITDA		(19)	(241)	(124)	(176)	(560)	(137)	n.a.
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		2.343	2.348	2.401	2.074	9.166	2.255	(3,8)
EBITDA margin (adjusted for special factors)	%	41,4	41,9	41,9	36,1	40,3	40,5	(0,9p)

SPECIAL FACTORS

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
EFFECTS ON EBITDA		(19)	(241)	(124)	(176)	(560)	(137)	n.a.
- of which personnel		(22)	(229)	(118)	(123)	(492)	(123)	n.a.
- of which other		3	(12)	(6)	(53)	(68)	(14)	n.a.
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(19)	(241)	(124)	(176)	(560)	(137)	n.a.
- of which personnel		(22)	(229)	(118)	(123)	(492)	(123)	n.a.
- of which other		3	(12)	(6)	(53)	(68)	(14)	n.a.

¹ Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.

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² Special factors affecting Total revenue: EUR 3 mn in Q2/12 and EUR 17 mn in Q4/12.

GERMANY OPERATIONAL

	Note	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Change %	
GERMANY								
ACCESS LINES								
Fixed network	(000)	1	23.140	22.904	22.620	22.384	22.113	(4,4)
IP	(000)	1	628	672	750	937	1.215	93,5
Broadband	(000)	1	12.367	12.414	12.424	12.427	12.443	0,6
TV (incl. IPTV, SAT)	(000)	1	1.725	1.830	1.906	1.966	2.036	18,0
ULLs	(000)	1	9.602	9.582	9.453	9.436	9.422	(1,9)
Wholesale bundled	(000)	1	657	617	562	518	483	(26,5)
Wholesale unbundled	(000)	1	1.253	1.267	1.283	1.303	1.362	8,7
MOBILE COSTUMERS								
Total	(000)		35.100	35.470	35.994	36.568	37.005	5,4
- contract	(000)		18.114	18.578	19.133	19.570	20.011	10,5
- prepaid	(000)		16.987	16.893	16.861	16.997	16.994	0,0

CONSUMER OPERATIONAL

	Note	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Change %	
GERMANY - CONSUMER								
ACCESS LINES								
Fixed network	(000)	1	18.448	18.250	18.004	17.789	17.536	(4,9)
IP	(000)	1	590	629	696	856	1.119	89,7
Broadband	(000)	1	9.983	10.027	10.037	10.039	10.035	0,5
TV (incl. IPTV, SAT)	(000)	1	1.582	1.678	1.748	1.804	1.866	18,0
MOBILE COSTUMERS								
Total	(000)		28.011	28.158	28.513	28.811	29.064	3,8
- contract	(000)		12.799	13.159	13.650	13.990	14.396	12,5
- prepaid	(000)	2	15.212	15.000	14.864	14.821	14.668	(3,6)

BUSINESS CUSTOMERS OPERATIONAL

	Note	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Change %	
GERMANY - BUSINESS								
ACCESS LINES								
Fixed network	(000)	1	3.566	3.548	3.527	3.510	3.515	(1,4)
IP	(000)	1	30	34	40	55	81	n.a.
Broadband	(000)	1	2.051	2.055	2.058	2.062	2.083	1,6
TV (incl. IPTV, SAT)	(000)	1	142	151	157	161	168	18,3
MOBILE COSTUMERS								
Mobile communications	(000)		7.089	7.312	7.481	7.757	7.941	12,0
- contract	(000)		5.314	5.419	5.483	5.581	5.615	5,7
- prepaid (M2M)	(000)	2	1.774	1.893	1.997	2.176	2.326	31,1

1 Figures do not add up.

2 Since January 1, 2013 Machine-to-machine (M2M) cards are totally allocated under mobile prepaid business customers. Figures for the prior-year have been adjusted.

GERMANY

REVENUE SPLIT - PRODUCTS

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
GERMANY	1	5.659	5.610	5.736	5.731	22.736	5.566	(1,6)
FIXED NETWORK		2.636	2.628	2.612	2.602	10.478	2.560	(2,9)
of which Fixed Revenues (Fixed line)	2	1.919	1.903	1.889	1.876	7.587	1.864	(2,9)
Voice only revenues		612	594	579	565	2.350	553	(9,6)
Broadband revenues		1.113	1.105	1.095	1.087	4.400	1.078	(3,1)
TV revenues		194	204	215	224	837	233	20,1
of which Variable Revenues (Fixed line)	2	364	350	354	345	1.413	315	(13,5)
of which Revenues from add-on options (Fixed line)	2	39	40	39	41	159	43	10,3
thereof revenues from voice centric options		21	21	20	20	82	21	n.a.
thereof revenues from broadband centric options		7	8	7	8	30	7	n.a.
thereof revenues from TV centric options		11	11	11	13	46	15	36,4
MOBILE COMMUNICATIONS		1.835	1.852	1.958	1.987	7.632	1.842	0,4
of which Service Revenues	3	1.660	1.690	1.749	1.680	6.779	1.628	(1,9)
thereof Data Revenues		462	484	498	522	1.966	541	17,1
WHOLESALE SERVICES FIXED NETWORK		920	897	909	869	3.595	865	(6,0)
of which access full ULL		337	339	336	304	1.316	323	(4,2)
of which bundled and unbundled access line		100	101	100	101	402	103	3,0
ONLINE CONSUMER SERVICES	4	21	20	21	21	83	18	(14,3)
VALUE-ADDED SERVICES		99	92	88	91	370	83	(16,2)
OTHERS		148	121	148	161	578	198	33,8

REVENUE SPLIT - SEGMENTS

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
GERMANY	1	5.659	5.610	5.736	5.731	22.736	5.566	(1,6)
Consumer		2.992	2.995	3.093	3.117	12.197	2.982	(0,3)
Business customers		1.424	1.407	1.420	1.429	5.680	1.391	(2,3)
Wholesale services		1.034	1.005	1.021	975	4.035	959	(7,3)
Value-added services		98	92	87	90	367	80	(18,4)
Others		111	111	115	120	457	154	38,7

1 Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.

As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.

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

The operations of Regional Services and Solutions (RSS) have been managed by the Germany operating segment since January 1, 2013 and no longer by the Systems Solutions operating segment to allow a more focused market approach.

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

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

4 Contains mainly security packages and hosting storages.

GERMANY

MOBILE COMMUNICATIONS KPIS

	Note	Q1 2012	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Change %
AVERAGE MONTHLY CHURN	(%)	1,7	1,4	1,4	1,4	1,5	1,4	(0,3p)
- contract	(%)	1,6	1,0	1,0	1,1	1,2	1,1	(0,5p)
SAC PER GROSS ADD	(€)	84	84	90	89	87	79	(6,0)
- contract	(€)	136	138	139	158	143	136	0,0
- prepaid	(€)	23	18	31	18	22	12	(47,8)
SRC PER RETAINED CUSTOMER	(€)	179	206	206	270	216	197	10,1
ARPU	(€)	16	16	16	15	16	15	(6,3)
- contract	(€)	27	27	27	26	27	24	(11,1)
- prepaid	(€)	3	4	4	4	4	3	0,0
NON-VOICE % OF ARPU	(%)	40	41	41	43	41	44	4p
MOU PER CUSTOMER	(min)	85	84	83	84	84	81	(4,7)
- contract	(min)	145	141	137	139	140	132	(9,0)

CONSUMER - KPIS

	Note	Q1 2012	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Change %
AVERAGE MONTHLY CHURN	(%)	2	1,6	1,6	1,6	1,7	1,6	(0,3p)
- contract	(%)	1,9	1,1	1,0	1,2	1,3	1,1	(0,8p)
SAC PER GROSS ADD	(€)	83	82	88	86	85	74	(10,8)
- contract	(€)	133	132	133	151	137	125	(6,0)
- prepaid	(€)	27	21	36	22	26	15	(44,4)
SRC PER RETAINED CUSTOMER	(€)	192	206	223	297	230	234	21,9
ARPU	(€)	13	14	14	13	13	13	0,0
- contract	(€)	25	25	24	23	24	22	(12,0)
- prepaid	(€)	4	4	5	4	4	4	0,0
NON-VOICE % OF ARPU	(%)	40	41	40	42	41	44	4p
MOU PER CUSTOMER	(min)	74	77	77	78	76	76	2,7
- contract	(min)	128	128	124	125	126	119	(7,0)

BUSINESS CUSTOMERS - KPIS

	Note	Q1 2012	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Change %
AVERAGE MONTHLY CHURN	(%)	2	0,9	0,7	0,8	0,8	0,9	0,0p
- contract	(%)	1,0	0,8	0,8	0,8	0,9	1,0	0,0p
SAC PER GROSS ADD	(€)	90	93	98	99	96	98	8,9
- contract	(€)	145	171	172	186	169	190	31,0
- prepaid	(€)	3	3	3	3	3	3	0,0
SRC PER RETAINED CUSTOMER	(€)	156	204	170	222	189	142	(9,0)
ARPU	(€)	26	25	25	24	25	23	(11,5)
- contract	(€)	33	33	33	32	33	31	(6,1)
- prepaid	(€)	2	2	3	2	2	2	0,0
NON-VOICE % OF ARPU	(%)	40	42	42	46	42	46	6p
MOU PER CUSTOMER	(min)	145	137	134	136	138	128	(11,7)
- contract	(min)	191	183	181	186	185	179	(6,3)

1 Definition adjustment of SAC/SRC between fixed network and mobile communications on private and business customer side since January 1, 2013. Figures for the prior-year have been adjusted.

2 M2M revenues have been reported under mobile prepaid business revenues since January 1, 2013. Figures for the prior-year have been adjusted.

GERMANY

SINGLE PLAY

SINGLE PLAY ^{1,2,3}	CALL START ⁴	CALL BASIC ^{4,5}	CALL COMFORT ⁴
	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 PSTN € 69.95		
Installation Service	One off charge € 99.95		

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

2 All prices in € including VAT.

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

4 Standard-PSTN; Universal-PSTN + 8€.

5 Universal up to 240 Min included.

GERMANY

DOUBLE PLAY

DOUBLE PLAY^{1,2,3}	CALL & SURF BASIC⁴ (4.1)	CALL & SURF COMFORT⁴	CALL & SURF COMFORT VDSL⁴	CALL & SURF COMFORT PLUS⁴	CALL & SURF COMFORT PLUS VDSL⁴
	Bandwidth DSL 2 Mbit/s, flat rate Internet usage ⁸	Bandwidth DSL 16 Mbit/s, flat rate Internet usage and flat rate voice usage	Bandwidth VDSL 50 Mbit/s ⁶ , 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 € 39.95 ⁵	from € 44.95	from € 49.95
CITY, DLD	CENT/MINUTE			CENT/MINUTE	
Off peak	2.9			0	
Peak	2.9			0	
international			from 2.9		
fixed to mobile		19.0			12.9
CITY 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				included
fixed to T-Mobile flatrate			€ 14.95 per month		
Set-up			One off charge PSTN / IP € 69.95; DSL € 0 ⁷		
Installation Service Comfort			One off charge € 99.95		

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

2 All prices in € including VAT.

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

4 Standard-PSTN; Universal-PSTN + 4€; IP-Access incl. 2 voice channels and 3 telephone no.

5 Promotional price until 30.06.2013. Regular price 44.95€.

6 Also available as Fiber 100 / 200 for 54.95 / 59.95€ (IP-Product only).

7 DSL Promotional price until 30.06.2013. Regular price 99.95€.

8 IP-Product "Call & Surf Basic IP" includes 16 Mbit/s bandwidth.

GERMANY

TRIPLE PLAY

TRIPLE PLAY ^{1,2,3}	ENTERTAIN COMFORT ⁴	ENTERTAIN PREMIUM ⁴	ENTERTAIN SAT ^{4,9}	ENTERTAIN COMFORT SAT ^{5,9}
	Bandwidth DSL 16 Mbit/s plus ^{6,7} flat rate internet usage and flat rate voice usage, video on demand, IPTV basic package	Bandwidth DSL 16 Mbit/s plus ^{6,7} 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	Bandwidth DSL 16 Mbit/s plus ⁶ flat rate internet usage and flat rate voice usage, video on demand, IPTV basic package
	from € 39.95 ^{8,9}	from € 44.95 ^{8,9}	from € 39.95	from € 39.95 ⁸
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; DSL € 0 ¹⁰			
Installation Service Comfort	One off charge € 99.95			

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

2 All prices in € including VAT.

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

4 Standard-PSTN; Universal-PSTN + 4€; IP-Access incl. 2 voice channels and 3 telephone no.

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

6 Promotional price for new VDSL25/50 customers +5 € until 30.06.2013.

7 Also available as Fiber 100 / 200 for +20 / +25 € (IP-Product only).

8 Promotional price for 2 years (24 * -5€) for new Entertain customers until 31.12.2013; Regular price 44.95€/49.95€.

9 Digital SAT-Environment is necessary.

10 DSL Promotional price until 30.06.13. Regular price 99.95€.

GERMANY

CALL

CALL PLANS IN €	XS	S	M	L
Monthly charge (without handset)	4.95+5	14.95	24.95	34.95
Monthly charge (with handset)	14.95	24.95	34.95	44.95
includes national voice minutes	30	120	120	120 (EU+CH)
- 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
- on-net	0.29	0.29	0.29 free	free
- other mobile networks	0.29	0.29	0.29	free
- Voicebox	0.29	free	free	free
SMS (on-net, other networks)	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	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
- Voicebox	0.29	free	free	free	free
SMS (on-net, other networks)	0.19	0.19	0.19	0.19	0.19
Data Speed	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	200 MB	200 MB	200 MB	200 MB	200 MB
Activation fee			29.95		
Duration of contract		24 months			

GERMANY

COMPLETE MOBIL

COMPLETE PLANS IN €	S	M	L	XL	SPECIAL COMPLETE MOBIL BASIC	SPECIAL COMPLETE MOBIL MUSIC ²	SPECIAL COMPLETE MOBIL XL
Monthly charge (without handset)	29.95	39.95	49.95	89.95	29.95	29.95	69.95
Monthly charge (with handset)	39.95	49.95	59.95	99.95	44.95/54.95	39.95	79.95
includes national voice minutes (on-net, fixed net, other mobile networks)	120	120	120	120 (EU+CH)	100	50	120 (EU+CH)
- 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	0.29	0.29 ¹	free
- on-net	0.29	0.29	free	free	free	0.29 ¹	free
- other mobile networks	0.29	0.29	0.29	free	0.29	0.29 ¹	free
- Voicebox	free	free	free	free	free	free	free
includes SMS per month	free	free	free	free	free	free	free
SMS (on-net)	free	free	free	free	free	free	free
SMS (other networks)	free	free	free	free	free	free	free
HotSpot Flatrate	free	free	free	free	free	free	free
Data Speed	21.6 Mbit/s	21.6 Mbit/s	21.6 Mbit/s	21.6 Mbit/s	21.6 Mbit/s	21.6 Mbit/s	21.6 Mbit/s
Data Volume until speed step down	300 MB	300 MB	1 GB	2 GB	200 MB	200 MB	500 MB
VoIP	9.95	9.95	free	free	9.95	9.95	free
Tethering	free	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 € ³	LTE SPEED
Monthly charge	9.95
Data Speed	100 Mbit/s
Additional Data Volume (per month)	double it

¹ Free calls to one national mobile network of choice (TD/E-Plus/O2/Vodafone) or national fixed net.

² Includes Spotify Premium Access.

³ Available with Complete Mobil, doubles the included data volume.

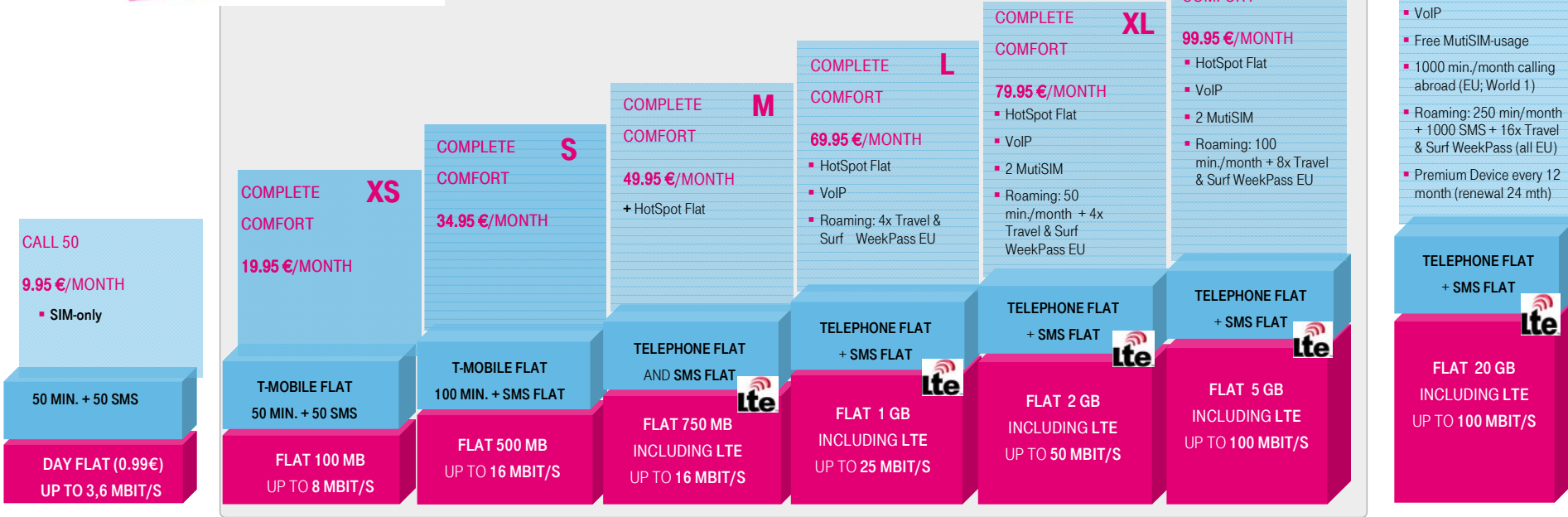
GERMANY

OVERVIEW NEW TARIFFS

STARTING 22.05.2013

ALWAYS WITH A
TOP-SMARTPHONE

COMPLETE COMFORT



- HotSpot Flat
- VoIP
- Free MutiSIM-usage
- 1000 min./month calling abroad (EU; World 1)
- Roaming: 250 min./month + 1000 SMS + 16x Travel & Surf WeekPass (all EU)
- Roaming: 100 min./month + 8x Travel & Surf WeekPass EU
- Premium Device every 12 month (renewal 24 mth)

FIXED NETWORK

OVERVIEW DOM. INTERCONNECTION TARIFFS (EXCL. VAT)

TERMINATION FEES IN CENT/MIN.	PEAK (9:00-18:00), OLD	PEAK (9:00-18:00), NEW	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW
Local	0.45	0.36 ¹	0.32	0.25 ¹
Single transit	0.89 ^{1a}	0.40 ^{1b}	0.60 ^{1a}	0.28 ^{1b}
Double transit national	1.34 ^{1a}	0.40 ^{1b}	0.89 ^{1a}	0.28 ^{1b}
ORIGINATION FEES IN CENT/MIN.	PEAK (9:00-18:00), OLD	PEAK (9:00-18:00), NEW¹	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW¹
Local	0.45	0.36	0.32	0.25
Single transit	0.69	0.52	0.46	0.36
Double transit national	1.03	0.61	0.68	0.43
FULLY UNBUNDLED ("ULL")	OLD		NEW	
One time fee	30.83 ²		31.01 ³	
Monthly fee	10.20 ⁴		10.08 ⁵	
PARTIALLY UNBUNDLED ("LINE SHARING")	OLD		NEW	
One time fee	38.20 ²		34.13 ³	
Monthly fee	1.84 ⁶		1.68 ⁷	
IP-BSA ADSL SHARED (CLASSIC)	OLD		NEW	
One time fee	54.22 ^{8,9}		44.87 ^{9,10}	
Monthly fee	8.12 ^{8,9}		8.12 ^{9,10}	
IP-BSA ADSL STAND ALONE (CLASSIC)	OLD		NEW	
One time fee	47.96 ^{8,9}		47.68 ^{9,10}	
Monthly fee	18.32 ^{8,9}		18.20 ^{9,10}	

1 Prices are valid from 01/12/2012 to 30/11/2014.

1a Prices are valid to 31/01/2013.

1b Prices are valid from 01/02/2013 to 31/07/2013.

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.

10 No price changes since 01/07/2011.

UNITED STATES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		3.847	3.816	3.915	3.793	15.371	3.541	(8,0)
NET REVENUE		3.845	3.815	3.913	3.792	15.365	3.540	(7,9)
EBITDA	1	983	1.058	994	805	3.840	888	(9,7)
EBITDA margin (EBITDA / total revenues)	%	25,6	27,7	25,4	21,2	25,0	25,1	(0,5p)
Depreciation, amortization and impairment losses	2	(561)	(640)	(652)	(424)	(2.277)	(396)	29,4
Profit (loss) from operations = EBIT	2	422	418	342	381	1.563	492	16,6
CASH CAPEX	3	568	420	573	690	2.251	826	45,4
CASH CONTRIBUTION	3	415	638	421	115	1.589	62	(85,1)

FINANCIALS (AS REPORTED)

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		3.847	3.816	3.915	3.793	15.371	3.541	(8,0)
NET REVENUE		3.845	3.815	3.913	3.792	15.365	3.540	(7,9)
EBITDA		905	1.036	1.133	2.245	5.319	854	(5,6)
EBITDA margin (EBITDA / total revenue)	%	23,5	27,1	28,9	59,2	34,6	24,1	0,6p
Depreciation, amortization and impairment losses		(561)	(640)	(11.241)	(424)	(12.866)	(396)	29,4
Profit (loss) from operations = EBIT		344	396	(10.108)	1.821	(7.547)	458	33,1
CASH CAPEX		571	425	865	699	2.560	852	49,2
CASH CONTRIBUTION		334	611	268	1.546	2.759	2	(99,4)

1 Excluding special factors affecting EBITDA of EUR 78mn in Q1/12, EUR 22mn in Q2/12, EUR (139)mn in Q3/12, EUR (1,440)mn in Q4/12 and EUR 34mn in Q1/13. Included in special factors for Q4/12 was a gain of EUR (1,444)mn recognized on the sale of wireless communication tower sites.

2 T-Mobile USA recognized an impairment loss on goodwill, intangible assets and property, plant and equipment of 10,589mn in Q3/12.

3 Adjusted by excluding spectrum purchases of EUR 288mn in Q3/12, EUR 3mn in Q4/12 and EUR 26mn in Q1/13. In 2012, also adjusted by excluding microwave clearing costs EUR 3mn in Q1/12, EUR 5mn in Q2/12, EUR 4mn in Q3/12 and EUR 6mn in Q4/12.

UNITED STATES

EBITDA RECONCILIATION

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		3.847	3.816	3.915	3.793	15.371	3.541	(8,0)
Profit (loss) from operations = EBIT	1	344	396	(10.108)	1.821	(7.547)	458	33,1
- Depreciation, amortization and impairment losses	1	(561)	(640)	(11.241)	(424)	(12.866)	(396)	29,4
= EBITDA		905	1.036	1.133	2.245	5.319	854	(5,6)
EBITDA margin		23,5	27,1	28,9	59,2	34,6	24,1	0,6p
- Special factors affecting EBITDA		(78)	(22)	139	1.440	1.479	(34)	56,4
= EBITDA ADJUSTED FOR SPECIAL FACTORS	2	983	1.058	994	805	3.840	888	(9,7)
EBITDA margin (adjusted for special factors)		25,6	27,7	25,4	21,2	25,0	25,1	(0,5p)

SPECIAL FACTORS

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €
EFFECTS ON EBITDA		(78)	(22)	139	1.440	1.479	(34)
- of which personnel		(41)	(31)	(3)	6	(69)	(23)
- of which other		(37)	9	142	1.434	1.548	(11)
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(78)	(22)	(10.450)	1.440	(9.110)	(34)
- of which personnel		(41)	(31)	(3)	6	(69)	(23)
- of which other		(37)	9	(10.447)	1.434	(9.041)	(11)

1 T-Mobile USA recognized an impairment loss on goodwill, intangible assets and property, plant and equipment of 10,589mn in Q3/12.

2 Excluding special factors affecting EBITDA of EUR 78mn in Q1/12, EUR 22mn in Q2/12, EUR (139)mn in Q3/12, EUR (1,440)mn in Q4/12 and EUR 34mn in Q1/13. Included in special factors for Q4/12 was a gain of EUR (1,444)mn recognized on the sale of wireless communication tower sites.

UNITED STATES OPERATIONAL

	Note	Q1 2012	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Change %	
CUSTOMERS (END OF PERIOD)	('000)	33.373	33.168	33.327	33.389	33.389	33.968	1,8	
Branded postpaid	('000)	21.857	21.300	20.809	20.293	20.293	20.094	(8,1)	
Branded prepay	('000)	5.068	5.295	5.659	5.826	5.826	6.028	19,0	
- BRANDED	('000)	26.925	26.595	26.468	26.119	26.119	26.122	(3,0)	
Machine-to-machine	('000)	2.692	2.787	2.954	3.090	3.090	3.290	22,2	
MVNO	('000)	3.756	3.786	3.905	4.180	4.180	4.556	21,3	
- WHOLESALE	('000)	6.448	6.573	6.859	7.270	7.270	7.846	21,7	
NET ADDS	('000)	187	(205)	160	61	203	579	n.a	
Branded postpaid	('000)	(510)	(557)	(492)	(515)	(2.074)	(199)	61,0	
Branded prepay	('000)	249	227	365	166	1.007	202	(18,9)	
- BRANDED	('000)	(261)	(330)	(127)	(349)	(1.067)	3	101,1	
Machine-to-machine	('000)	262	95	168	135	660	200	(23,7)	
MVNO	('000)	187	30	119	275	610	376	101,1	
- WHOLESALE	('000)	449	125	287	410	1.270	576	28,3	
AVERAGE MONTHLY CHURN	(%)	3,3	3,2	3,4	3,7	3,4	3,3	0,0p	
- Branded postpaid	(%)	2,5	2,1	2,3	2,5	2,4	1,9	(0,6p)	
- Branded prepay	(%)	6,4	6,0	6,2	7,0	6,4	7	0,6p	
TOTAL REVENUES	(€ million)	3.847	3.816	3.915	3.793	15.371	3.541	(8,0)	
Service revenue	(€ million)	1	3.287	3.326	3.314	3.090	13.017	2.958	(10,0)
EBITDA (ADJUSTED FOR SPECIAL FACTORS)	(€ million)	2	983	1.058	994	805	3.840	888	(9,7)
EBITDA margin (adjusted for special factors)									
(EBITDA / total revenue)	(%)	25,6	27,7	25,4	21,2	25,0	25,1	(0,5p)	
EBITDA margin (adjusted for special factors)									
(EBITDA / service revenue)	(%)	29,9	31,8	30,0	26,1	29,5	30,0	0,1p	
SAC PER BRANDED GROSS ADD	(€)	94	85	83	96	90	83	(11,7)	
- Branded postpaid	(€)	3	157	158	158	181	164	159	1,3
- Branded prepay	(€)	4	34	32	30	32	32	33	(2,9)
SRC PER RETAINED CUSTOMER	(€)	55	60	60	80	64	60	9,1	
BLENDED ARPU	(€)	33	33	33	31	33	29	(12,1)	
- Branded postpaid	(€)	42	43	44	41	43	40	(4,8)	
- Branded prepay	(€)	19	21	22	21	21	21	10,5	
NON-VOICE % OF ARPU	(%)	33	33	34	36	34	38	5,0p	
MOU PER BRANDED CUSTOMER	(min)	1.008	995	977	952	983	926	(8,1)	
- Branded postpaid	(min)	1.059	1.040	1.020	987	1.027	959	(9,4)	
CASH CAPEX	(€ million)	571	425	865	699	2.560	852	49,2	
CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)	(€ million)	5	568	420	573	690	2.251	826	45,4
CASH CONTRIBUTION (ADJUSTED FOR SPECIAL	(€ million)	5	415	638	421	1.589	62	(85,1)	

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

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

2 Excluding special factors affecting EBITDA of EUR 78mn in Q1/12, EUR 22mn in Q2/12, EUR (139)mn in Q3/12, EUR (1,440)mn in Q4/12 and EUR 34mn in Q1/13.

Included in special factors for Q4/12 was a gain of EUR (1,444)mn recognized on the sale of wireless communication tower sites.

3 Represents the average service revenues from branded postpaid customers on a per user basis.

4 Represents the average service revenues from branded prepay customers on a per user basis.

5 Adjusted by excluding spectrum purchases of EUR 288mn in Q3/12, EUR 3mn in Q4/12 and EUR 26mn in Q1/13. In 2012, also adjusted by excluding microwave clearing costs of EUR 3mn in Q1/12, EUR 5mn in Q2/12, EUR 4mn in Q3/12 and EUR 6mn in Q4/12.

UNITED STATES

OPERATIONAL IN US-\$

	Note	Q1 2012	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Change %
CUSTOMERS (END OF PERIOD)	('000)	33,373	33,168	33,327	33,389	33,389	33,968	1,8
Branded postpaid	('000)	21,857	21,300	20,809	20,293	20,293	20,094	(8,1)
Branded prepay	('000)	5,068	5,295	5,659	5,826	5,826	6,028	19,0
- BRANDED	('000)	26,925	26,595	26,468	26,119	26,119	26,122	(3,0)
Machine-to-machine	('000)	2,692	2,787	2,954	3,090	3,090	3,290	22,2
MVNO	('000)	3,756	3,786	3,905	4,180	4,180	4,556	21,3
- WHOLESALE	('000)	6,448	6,573	6,859	7,270	7,270	7,846	21,7
NET ADDS	('000)	187	(205)	160	61	203	579	n.a
Branded postpaid	('000)	(510)	(557)	(492)	(515)	(2,074)	(199)	61,0
Branded prepay	('000)	249	227	365	166	1,007	202	(18,9)
- BRANDED	('000)	(261)	(330)	(127)	(349)	(1,067)	3	101,1
Machine-to-machine	('000)	262	95	168	135	660	200	(23,7)
MVNO	('000)	187	30	119	275	610	376	101,1
- WHOLESALE	('000)	449	125	287	410	1,270	576	28,3
AVERAGE MONTHLY CHURN	(%)	3,3	3,2	3,4	3,7	3,4	3,3	0,0p
- Branded postpaid	(%)	2,5	2,1	2,3	2,5	2,4	1,9	(0,6p)
- Branded prepay	(%)	6,4	6,0	6,2	7,0	6,4	7,0	0,6p
TOTAL REVENUES	(USD million)	5,044	4,894	4,897	4,916	19,751	4,678	(7,3)
Service revenue	(USD million)	1	4,309	4,266	4,146	16,726	3,908	(9,3)
EBITDA (ADJUSTED FOR SPECIAL FACTORS)	(USD million)	2	1,289	1,356	1,244	4,933	1,173	(9,0)
EBITDA margin (adjusted for special factors)								
EBITDA / total revenue	(%)	25,6	27,7	25,4	21,2	25,0	25,1	(0,5p)
EBITDA margin (adjusted for special factors)								
EBITDA / service revenue	(%)	29,9	31,8	30,0	26,1	29,5	30,0	0,1p
SAC PER BRANDED GROSS ADD	(USD)	124	109	104	124	115	110	(11,3)
- Branded postpaid	(USD)	3	206	202	197	234	210	1,9
- Branded prepay	(USD)	4	45	42	38	42	41	(2,2)
SRC PER RETAINED CUSTOMER	(USD)	72	76	75	103	82	79	9,7
BLENDED ARPU	(USD)	43	43	42	40	42	39	(9,3)
- Branded postpaid	(USD)	56	56	55	53	55	52	(7,1)
- Branded prepay	(USD)	25	27	27	28	27	28	12,0
NON-VOICE % OF ARPU	(%)	33	33	34	36	34	38	5,0p
MOU PER BRANDED CUSTOMER	(min)	1,008	995	977	952	983	926	(8,1)
- Branded postpaid	(min)	1,059	1,040	1,020	987	1,027	959	(9,4)
CASH CAPEX	(USD million)	749	545	1,082	906	3,282	1,124	50,1
CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)	(USD million)	5	745	539	715	2,894	1,089	46,1
CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)	(USD million)	5	544	817	529	2,039	84	(84,6)

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

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

2 Excluding special factors affecting EBITDA of USD 103mn in Q1/12, USD 26mn in Q2/12, USD (173)mn in Q3/12, USD (1,866)mn in Q4/12 and USD 44mn in Q1/13.

Included in special factors for Q4/12 was a gain of USD (1,871)mn recognized on the sale of wireless communication tower sites.

3 Represents the average service revenues from branded postpaid customers on a per user basis.

4 Represents the average service revenues from branded prepay customers on a per user basis.

5 Adjusted by excluding spectrum purchases of USD 360mn in Q3/12, USD 4mn in Q4/12 and USD 35mn in Q1/13. In 2012, also adjusted by excluding microwave clearing costs of USD 4mn in Q1/12, USD 6mn in Q2/12, USD 7mn in Q3/12, and USD 7mn in Q4/12.

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

UNITED STATES

T-MOBILE USA

SIMPLE CHOICE VALUE PLAN^{1,2,3,5,6,7,8}

	PRICING ⁸
Unlimited Talk, Text and Web with up to 500MB of full speed data ⁴	\$50,00
Unlimited Talk, Text and Web with up to 2.5GB of full speed data ^{4,5}	\$60,00
Unlimited Talk, Text and Unlimited Nationwide 4G data (unlimited full speed data)	\$70,00

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

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

3 On-network and domestic roaming data allotments differ: 500 MB full-speed plan includes 10 MB roaming; 2.5 GB, 4.5 GB and Unlimited 4G full-speed plans include 50 MB roaming; 6.5 GB and 8.5 GB full-speed plans include 100 MB roaming; and 10.5 GB and 12.5 GB full-speed plans include 200 MB roaming.

4 Customers may choose to add more full speed data in increments of 2GB/each \$10 more per month, up to 12GB of data.

8 All prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$10 SIM starter kit and deposit may be required. Web plans provide access to data; capable device required to achieve 4G speeds.

5 Includes up to 500MB of full speed data at no additional charge.

6 All plans include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G plan which includes up to 500MB of Smartphone Mobile HotSpot data usage that is capped. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G Data plan at 2GB for \$10/mo. or 4GB for \$20/mo. No roaming. Use of connected devices subject to T-Mobile's Terms and Conditions.

7 No caps, limits or overages while on T-Mobile's network.

SIMPLE CHOICE VALUE PLAN^{1,2,3,5,6,7,8}

	PRICING ⁸
Unlimited Talk, Text and Web with up to 500MB of full speed data ⁵	\$60,00
Unlimited Talk, Text and Web with up to 2.5 GB of full speed data ^{5,6}	\$80,00
Unlimited Talk, Text and Unlimited Nationwide 4G data (unlimited full speed data)	\$90,00

1 Two-year contract required.

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

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

4 On-network and domestic roaming data allotments differ: 500 MB full-speed plan includes 10 MB roaming; 2.5 GB, 4.5 GB and Unlimited 4G full-speed plans include 50 MB roaming; 6.5 GB and 8.5 GB full-speed plans include 100 MB roaming; and 10.5 GB and 12.5 GB full-speed plans include 200 MB roaming.

9 All prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$35/line activation fee and deposit may be required. Web plans provide access to data; capable device required to achieve 4G speeds.

5 Customers may choose to add more full speed data in increments of 2GB/each \$10 more per month, up to 12GB of data.

6 Includes up to 500MB of full speed data at no additional charge.

7 All plans include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G plan which includes up to 500MB of Smartphone Mobile HotSpot data usage that is capped. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G Data plan at 2GB for \$10/mo. or 4GB for \$20/mo. No roaming. Use of connected devices subject to T-Mobile's Terms and Conditions.

8 No caps, limits or overages while on T-Mobile's network.

UNITED STATES

T-MOBILE USA

SIMPLE CHOICE VALUE PLAN ^{1,2,3,4,5,6,7}	PRICING ⁷
INCLUDED FEATURES PER LINE	
Unlimited Talk, Text and Web with up to 500MB of full speed data (first 2 lines)	\$80.00 for first 2 lines
Unlimited Talk, Text and Web with up to 500MB of full speed data (third, fourth, fifth lines)	\$10.00 per line

DATA PLAN ADD-ON TO SIMPLE CHOICE MULTI-LINE ^{2,3,5,6,7}	PRICING ⁷
Add more full speed data in increments of 2GB, up to 12GB of data (each line)	\$10.00 (more per line per 2GB)
Unlimited Nationwide 4G data (unlimited full speed data)	\$20.00 (more per line)

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

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

3 On-network and domestic roaming data allotments differ: 500 MB full-speed plan includes 10 MB roaming; 2.5 GB, 4.5 GB and Unlimited 4G full-speed plans include 50 MB roaming; 6.5 GB and 8.5 GB full-speed plans include 100 MB roaming; and 10.5 GB and 12.5 GB full-speed plans include 200 MB roaming.

4 Includes up to 500MB of full speed data at no additional charge

7 All prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$10 SIM required to achieve 4G speeds.

5 All plans include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G plan which includes up to 500MB of Smartphone Mobile HotSpot data usage that is capped. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G Data plan at 2GB for \$10/mo. or 4GB for \$20/mo. No roaming. Use of connected devices subject to T-Mobile's Terms and Conditions.

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

8 All prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$35/line activation fee and deposit may be required. Web plans provide access to data; capable device required to achieve 4G speeds.

SIMPLE CHOICE VALUE PLAN ^{1,2,3,4,5,6,7,8}	PRICING ⁸
INCLUDED FEATURES PER LINE	
Unlimited Talk, Text and Web with up to 500MB of full speed data (first 2 lines)	\$100.00 for first 2 lines
Unlimited Talk, Text and Web with up to 500MB of full speed data (third, fourth, fifth lines)	\$20.00 per line

DATA PLAN ADD-ON TO SIMPLE CHOICE MULTI-LINE ^{1,3,5,6,7,8}	PRICING ⁸
Add up to 2GB full speed data for a total of 2.5GB of full speed data ⁴	\$20.00 (more per line for 2GB)
Add more full speed data in increments of 2GB, up to 12GB of data (each line) ⁴	\$10.00 (more per line per 2GB)
Unlimited Nationwide 4G data (unlimited full speed data)	\$30.00 (more per line)

1 Two-year contract required.

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

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

4 Includes up to 500MB of full speed data at no additional charge

5 On-network and domestic roaming data allotments differ: 500 MB full-speed plan includes 10 MB roaming; 2.5 GB, 4.5 GB and Unlimited 4G full-speed plans include 50 MB roaming; 6.5 GB and 8.5 GB full-speed plans include 100 MB roaming; and 10.5 GB and 12.5 GB full-speed plans include 200 MB roaming.

8 All prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$35/line activation fee and deposit may be required. Web plans provide access to data; capable device required to achieve 4G speeds.

6 All plans include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G plan which includes up to 500MB of Smartphone Mobile HotSpot data usage that is capped. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G Data plan at 2GB for \$10/mo. or 4GB for \$20/mo. No roaming. Use of connected devices subject to T-Mobile's Terms and Conditions.

7 No caps, speed limits or overages while on T-Mobile's network.

UNITED STATES

T-MOBILE USA

SIMPLE CHOICE PLAN (PAY IN ADVANCE)^{1,2,3,4,5,8,9,11}

PRICING¹¹

Unlimited Talk, Text and Web with up to 500MB of full speed data ⁵	\$50,00
Unlimited Talk, Text and Web with up to 2.5GB of full speed data ⁶	\$60,00
Unlimited Talk, Text and Unlimited Nationwide 4G data (unlimited full speed data ⁷)	\$70,00

1 No annual contract required.

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

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

4 Features available for 30 days.

5 Includes up to 500MB of Smartphone Mobile HotSpot. No roaming. Use of connected devices subject to T-Mobile's Terms and Conditions.

6 Includes up to 500MB of data at no additional charge. Includes up to 2.5GB of Smartphone Mobile HotSpot. No roaming. Use of connected devices subject to T-Mobile's Terms and Conditions.

7 Unlimited Nationwide 4G plan does not permit Smartphone Mobile HotSpot feature.

8 No caps, limits or overages while on T-Mobile's network.

9 BlackBerry Internet Service (includes access to BlackBerry email, BlackBerry Messenger and BlackBerry App World for your BlackBerry device) is included with the \$50, \$60 and \$70/mo plans. Does not include BES access.

ADDITIONAL ADD-ON PAY IN ADVANCE PLANS \$50/MONTH OR HIGHER

TALK/TEXT

Unlimited International Talk & Text ¹⁰	\$10,00
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10 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.

11 All prices reflect monthly charges. \$10 SIM starter kit may be required. Monthly4G provides wireless service; capable device required to achieve 4G speeds.

UNITED STATES

T-MOBILE USA

SIMPLE CHOICE VALUE^{1,2,3}	PRICING¹	HOTSPOT ACCESS⁴
MOBILE BROADBAND PLANS		
Overage-Free Mobile Broadband 500 MB	\$20,00	Included
Overage-Free Mobile Broadband 2.5 GB ⁵	\$30,00	Included
Overage-Free Mobile Broadband 4.5 GB ⁵	\$40,00	Included
Overage-Free Mobile Broadband 6.5 GB ⁵	\$50,00	Included
Overage-Free Mobile Broadband 8.5 GB ⁵	\$60,00	Included
Overage-Free Mobile Broadband 10.5 GB ⁵	\$70,00	Included
Overage-Free Mobile Broadband 12.5 GB ⁵	\$80,00	Included

1 Prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$10 SIM starter kit and deposit may be required.

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. No roaming. Use of connected devices subject to T-Mobile's Terms and Conditions.

5 Includes up to 500MB of full speed data at no additional charge.

NO ANNUAL CONTRACT BROADBAND PASSES (PAY IN ADVANCE)¹	PRICING¹	HOTSPOT ACCESS
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

1 \$10 SIM starter kit may be required. Service available for time period and/or usage amount provided by Pass. For time period, a day is 12:00 a.m. to 11:59 p.m., based on time zone associated with account phone number. Usage rounded up to the nearest KB each session. Only one Pass may be active at a time. Account suspended after 365 days of inactivity. Data only; does not include voice, messaging or Wi-Fi services. Domestic only; no roaming.

SIMPLE CHOICE CLASSIC^{1,2,3,4}	PRICING²	HOTSPOT ACCESS⁵
MOBILE BROADBAND PLANS		
Overage-Free Mobile Broadband 500 MB	\$30,00	Included
Overage-Free Mobile Broadband 2.5 GB ⁶	\$50,00	Included
Overage-Free Mobile Broadband 4.5 GB ⁶	\$60,00	Included
Overage-Free Mobile Broadband 6.5 GB ⁶	\$70,00	Included
Overage-Free Mobile Broadband 8.5 GB ⁶	\$80,00	Included
Overage-Free Mobile Broadband 10.5 GB ⁶	\$90,00	Included
Overage-Free Mobile Broadband 12.5 GB ⁶	\$100,00	Included

1 Two-year contract required.

2 Prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$35/line activation fee and deposit may be required.

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

4 \$10 discount available when added to a postpaid voice line of service with T-Mobile on the same account.

5 Plan data allotment applies. No roaming. Use of connected devices subject to T-Mobile's Terms and Conditions.

6 Includes up to 500MB of full speed data at no additional charge.

Capable device required to achieve 4G speeds.

EUROPE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		3.575	3.583	3.654	3.594	14.406	3.327	(6,9)
NET REVENUE		3.400	3.416	3.479	3.438	13.733	3.172	(6,7)
EBITDA	1	1.192	1.195	1.345	1.204	4.936	1.089	(8,6)
EBITDA margin (EBITDA / total revenue)	%	33,3	33,4	36,8	33,5	34,3	32,7	(0,6p)
Depreciation, amortization and impairment losses		(731)	(713)	(723)	(761)	(2.928)	(696)	4,8
Profit (loss) from operations = EBIT	2	461	482	622	443	2.008	393	(14,8)
CASH CAPEX	3	467	289	333	515	1.604	471	0,9
CASH CONTRIBUTION		725	906	1.012	689	3.332	618	(14,8)

FINANCIALS (AS REPORTED)

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		3.575	3.583	3.654	3.594	14.406	3.327	(6,9)
NET REVENUE		3.400	3.416	3.479	3.438	13.733	3.172	(6,7)
EBITDA		1.186	1.161	1.340	1.041	4.728	1.131	(4,6)
EBITDA margin (EBITDA / total revenue)	%	33,2	32,4	36,7	29,0	32,8	34,0	0,8p
Depreciation, amortization and impairment losses		(731)	(716)	(723)	(1.121)	(3.291)	(696)	4,8
Profit (loss) from operations = EBIT		455	445	617	(80)	1.437	435	(4,4)
CASH CAPEX		507	290	333	594	1.724	1.382	n.a.
CASH CONTRIBUTION		679	871	1.007	447	3.004	(251)	n.a.

1 Special factors affecting EBITDA: EUR 6mn in Q1/12, EUR 34mn in Q2/12, EUR 5mn in Q3/12, EUR 163mn in Q4/12 EUR -42mn in Q1/13.

2 Special factors affecting EBIT:

EUR 6mn in Q1/12 (thereof EUR 6mn resulting from EBITDA), EUR 37mn in Q2/12 (thereof EUR 34mn resulting from EBITDA), EUR 5mn in Q3/12 (thereof EUR 5mn resulting from EBITDA),

EUR 523mn in Q4/12 (thereof EUR 163mn resulting from EBITDA) and EUR -42mn in Q1/13 (thereof EUR -42mn resulting from EBITDA).

3 Excluding payments for spectrum licences: EUR 37mn in Q1/12 at Hungary, EUR 2mn in Q1/12 at Slovakia, EUR 1mn in Q1/12 at Montenegro, EUR 1mn in Q2/12 at Romania, EUR 7mn in Q4/12 at Greece, EUR 20mn in Q4/12 in Croatia, EUR 52mn in Q4/12 at Romania and EUR 911mn in Q1/13 in Netherlands.

Since January 1, 2013, the tasks and functions of Group Technology including the Global Network Factory, which was previously part of Group Headquarters & Group Services, have been reported under the Europe operating segment. The prior-year figures have been adjusted for better comparability.

EUROPE

EBITDA RECONCILIATION

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		3.575	3.583	3.654	3.594	14.406	3.327	(6,9)
TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)		3.575	3.583	3.654	3.594	14.406	3.327	(6,9)
Profit (loss) from operations = EBIT		455	445	617	(80)	1.437	435	(4,4)
- Depreciation, amortization and impairment losses		(731)	(716)	(723)	(1.121)	(3.291)	(696)	4,8
= EBITDA		1.186	1.161	1.340	1.041	4.728	1.131	(4,6)
EBITDA margin	%	33,2	32,4	36,7	29,0	32,8	34,0	0,8p
- Special factors affecting EBITDA		(6)	(34)	(5)	(163)	(208)	42	n.a.
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		1.192	1.195	1.345	1.204	4.936	1.089	(8,6)
EBITDA margin (adjusted for special factors)	%	33,3	33,4	36,8	33,5	34,3	32,7	(0,6p)

SPECIAL FACTORS

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
EFFECTS ON EBITDA		(6)	(34)	(5)	(163)	(208)	42	n.a.
- of which personnel		(1)	(6)	(4)	(171)	(182)	(17)	n.a.
- of which other		(5)	(28)	(1)	8	(26)	59	n.a.
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(6)	(37)	(5)	(523)	(571)	42	n.a.
- of which personnel		(1)	(6)	(4)	(171)	(182)	(17)	n.a.
- of which other	1	(5)	(31)	(1)	(352)	(389)	59	n.a.

1 Impairment: Bulgaria EUR 63mn in Q4/12 and Austria EUR 297mn in Q4/12.

Since January 1, 2013, the tasks and functions of Group Technology including the Global Network Factory, which was previously part of Group Headquarters & Group Services, have been reported under the Europe operating segment. The prior-year figures have been adjusted for better comparability.

EUROPE

CUSTOMER SUMMARY

	Note	Q1 2012 '000	Q2 2012 '000	Q3 2012 '000	Q4 2012 '000	Q1 2013 '000	Change %
GREECE							
- Fixed network Access Lines	1	3.143	3.069	3.014	2.952	2.900	(7,7)
- Broadband Access Lines		1.120	1.136	1.170	1.203	1.234	10,2
- Mobile Customers		7.862	7.856	7.778	7.697	7.632	(2,9)
ROMANIA							
- Fixed network Access Lines	1	2.542	2.488	2.446	2.422	2.409	(5,2)
- Broadband Access Lines		1.100	1.104	1.114	1.134	1.142	3,8
- Mobile Customers	2	6.407	6.510	6.470	6.368	6.155	(3,9)
HUNGARY							
- Fixed network Access Lines	1	1.643	1.635	1.620	1.611	1.626	(1,0)
- Broadband Access Lines		855	864	868	875	884	3,4
- Mobile Customers		4.815	4.821	4.820	4.837	4.845	0,6
POLAND							
- Mobile Customers		14.512	15.048	15.575	16.040	15.919	9,7
CZECH REPUBLIC							
- Fixed network Access Lines	1	103	105	105	111	114	10,7
- Broadband Access Lines		103	105	105	111	114	10,7
- Mobile Customers		5.354	5.377	5.415	5.498	5.570	4,0
CROATIA							
- Fixed network Access Lines	1	1.218	1.210	1.206	1.208	1.192	(2,1)
- Broadband Access Lines		654	652	652	658	664	1,5
- Mobile Customers		2.350	2.378	2.443	2.326	2.309	(1,7)
NETHERLANDS							
- Fixed network Access Lines	1	291	290	288	283	283	(2,7)
- Broadband Access Lines		282	281	280	275	266	(5,7)
- Mobile Customers		4.856	4.744	4.761	4.720	4.622	(4,8)
SLOVAKIA							
- Fixed network Access Lines	1	1.009	993	977	960	945	(6,3)
- Broadband Access Lines		468	470	473	480	488	4,3
- Mobile Customers		2.312	2.325	2.313	2.311	2.289	(1,0)
AUSTRIA							
- Mobile Customers		4.069	4.069	4.076	4.104	4.090	0,5
BULGARIA							
- Mobile Customers		4.359	4.357	4.441	4.518	4.554	4,5
OTHER							
- Fixed network Access Lines	1	438	433	432	427	400	(8,7)
- Broadband Access Lines		239	243	249	258	259	8,4
- Mobile Customers		3.311	3.329	3.445	3.457	3.518	6,3
TOTAL							
- Fixed network Access Lines	1	10.387	10.223	10.089	9.974	9.869	(5,0)
- IP	1	1.344	1.433	1.607	1.852	2.068	53,9
- Broadband Access Lines Retail		4.614	4.642	4.688	4.766	4.817	4,4
- Wholesale Bundled Access Lines		153	154	155	153	154	0,7
- Wholesale Unbundled Access Lines		54	60	67	74	80	48,1
- TV (IPTV, Sat, Cable)		2.701	2.763	2.830	2.935	3.007	11,3
- Mobile Customers		60.208	60.814	61.536	61.876	61.503	2,2

1 Since January 1, 2013, fixed-network lines have been broken down by technology. This change also includes the addition of broadband cable lines and the recognition of wholesale PSTN lines together with the unbundled local loop lines (ULLs). Prior-period comparatives have been adjusted accordingly.

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

GREECE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		819	828	825	781	3.253	713	(12,9)
- of which Fixed network		484	480	477	464	1.905	434	(10,3)
- of which Mobile communications		381	388	398	358	1.525	313	(17,8)
EBITDA	1	314	305	314	272	1.205	282	(10,2)
- of which Fixed network		155	132	135	121	543	152	(1,9)
- of which Mobile communications		153	161	163	136	613	122	(20,3)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	38,3	36,8	38,1	34,8	37,0	39,6	1,3p
- of which Fixed network	%	32,0	27,5	28,3	26,1	28,5	35,0	3,0p
- of which Mobile communications	%	40,2	41,5	41,0	38,0	40,2	39,0	(1,2p)
CASH CAPEX (AS REPORTED)		53	60	74	131	318	52	(1,9)
- of which Fixed network		22	32	36	79	169	23	4,5
- of which Mobile communications		30	28	37	51	146	29	(3,3)
CASH CONTRIBUTION		261	245	240	141	887	230	(11,9)
- of which Fixed network		133	100	99	42	374	129	(3,0)
- of which Mobile communications		123	133	126	85	467	93	(24,4)

1 Special factors affecting EBITDA: EUR 123mn in Q4/12 and EUR -59mn in Q1/13

GREECE

OPERATIONAL

	Note	Q1 2012	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Change %	
FIXED NETWORK (END OF PERIOD)									
Fixed network Access Lines	('000)	1	3.143	3.069	3.014	2.952	2.952	2.900	(7,7)
- IP	('000)	1	0	0	0	0	0	4	n.a.
Broadband Access Lines Retail	('000)		1.092	1.111	1.145	1.178	1.178	1.208	10,6
TV (IPTV, SAT, Cable)	('000)		63	75	96	119	119	149	n.a.
Wholesale Bundled Access Lines	('000)		28	25	25	26	26	26	(7,1)
ULLs/Wholesale PSTN	('000)	1	1.766	1.799	1.802	1.844	1.844	1.873	6,1
Wholesale Unbundled Access Lines	('000)		0	0	0	0	0	0	n.a.
MOBILE COMMUNICATIONS (END OF PERIOD)									
Service revenue	(€ million)		323	333	334	290	1.280	261	(19,2)
CUSTOMERS	('000)		7.862	7.856	7.778	7.697	7.697	7.632	(2,9)
- contract	('000)		2.292	2.286	2.293	2.302	2.302	2.286	(0,3)
- prepaid	('000)		5.570	5.570	5.485	5.395	5.395	5.345	(4,0)
NET ADDS	('000)		(22)	(6)	(79)	(80)	(187)	(66)	n.a.
- contract	('000)		(29)	(6)	7	9	(18)	(16)	44,8
- prepaid	('000)		6	0	(85)	(90)	(169)	(49)	n.a.
AVERAGE MONTHLY CHURN	(%)		1,9	1,9	2,4	2,2	2,1	1,6	(0,3p)
- contract	(%)		1,9	2,0	1,7	1,8	1,8	1,5	(0,4p)
SAC PER GROSS ADD	(€)		22	20	19	25	22	16	(27,3)
- contract	(€)		68	63	67	72	68	62	(8,8)
- prepaid	(€)		2	3	2	3	2	2	0,0
SRC PER RETAINED CUSTOMER	(€)		55	50	51	54	53	48	(12,7)
ARPU	(€)		14	14	14	12	14	11	(21,4)
- contract	(€)		31	32	33	29	31	27	(12,9)
- prepaid	(€)		6	7	7	5	6	5	(16,7)
NON-VOICE % OF ARPU	(%)		18	18	18	20	19	21	3p
MOU PER CUSTOMER	(min)		275	286	284	285	283	277	0,7
- contract	(min)		368	398	409	407	396	390	6,0

1 Since January 1, 2013, fixed-network lines have been broken down by technology. This change also includes the addition of broadband cable lines and the recognition of wholesale PSTN lines together with the unbundled local loop lines (ULLs). Prior-period comparatives have been adjusted accordingly.

ROMANIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		264	260	260	253	1.037	243	(8,0)
- of which Fixed network		160	156	154	149	619	145	(9,4)
- of which Mobile communications		116	115	118	114	463	108	(6,9)
EBITDA	1	69	69	78	73	289	63	(8,7)
- of which Fixed network		41	40	45	41	167	39	(4,9)
- of which Mobile communications		27	28	35	30	120	24	(11,1)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	26,1	26,5	30,0	28,9	27,9	25,9	(0,2p)
- of which Fixed network	%	25,6	25,6	29,2	27,5	27,0	26,9	1,3p
- of which Mobile communications	%	23,3	24,3	29,7	26,3	25,9	22,2	(1,1p)
CASH CAPEX (AS REPORTED)		47	28	14	82	171	37	(21,3)
- of which Fixed network		17	12	9	19	57	13	(23,5)
- of which Mobile communications		30	16	5	63	114	24	(20,0)
CASH CONTRIBUTION		22	41	64	(9)	118	26	18,2
- of which Fixed network		24	28	36	22	110	26	8,3
- of which Mobile communications		(3)	12	30	(33)	6	0	(100,0)

1 Special factors affecting EBITDA: EUR 1 mn in Q4/12 and EUR 1 mn in Q1/13.

ROMANIA

OPERATIONAL

	Note	Q1 2012	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Change %	
FIXED NETWORK (END OF PERIOD)									
Fixed network Access Lines	('000)	1	2.542	2.488	2.446	2.422	2.422	2.409	(5,2)
- IP	('000)	1	139	135	144	165	165	211	51,8
Broadband Access Lines Retail	('000)		1.100	1.104	1.114	1.134	1.134	1.142	3,8
TV (IPTV, SAT, Cable)	('000)		1.191	1.207	1.231	1.265	1.265	1.277	7,2
Wholesale Bundled Access Lines	('000)		0	0	0	0	0	0	n.a.
ULLs/Wholesale PSTN	('000)	1	1	1	0	0	0	0	(100,0)
Wholesale Unbundled Access Lines	('000)		0	0	0	0	0	0	n.a.
MOBILE COMMUNICATIONS (END OF PERIOD)									
Service revenue	(€ million)		98	96	96	94	384	89	(9,2)
CUSTOMERS	('000)		6.407	6.510	6.470	6.368	6.368	6.155	(3,9)
- contract	('000)	2	1.501	1.605	1.626	1.638	1.638	1.591	6,0
- prepaid	('000)		4.907	4.904	4.845	4.730	4.730	4.564	(7,0)
NET ADDS	('000)		(92)	103	(39)	(102)	(131)	(213)	n.a.
- contract	('000)	2	0	105	20	13	138	(47)	n.a.
- prepaid	('000)		(92)	(2)	(60)	(115)	(269)	(166)	(80,4)
AVERAGE MONTHLY CHURN	(%)		3,5	3,2	3,8	3,8	3,6	3,8	0,3p
- contract	(%)	2	1,8	1,6	1,5	1,7	1,6	2,2	0,4p
SAC PER GROSS ADD	(€)		10	9	9	11	10	12	20,0
- contract	(€)		64	57	67	66	64	69	7,8
- prepaid	(€)		2	2	1	1	2	2	0,0
SRC PER RETAINED CUSTOMER	(€)		38	31	1	46	30	25	(34,2)
ARPU	(€)		5	5	5	5	5	5	0,0
- contract	(€)		12	11	11	11	11	11	(8,3)
- prepaid	(€)		3	3	3	3	3	3	0,0
NON-VOICE % OF ARPU	(%)		9	14	12	13	12	15	6p
MOU PER CUSTOMER	(min)		262	262	254	267	261	272	3,8
- contract	(min)		418	417	400	409	411	394	(5,7)

1 Since January 1, 2013, fixed-network lines have been broken down by technology. This change also includes the addition of broadband cable lines and the recognition of wholesale PSTN lines together with the unbundled local loop lines (ULLs). Prior-period comparatives have been adjusted accordingly.

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

HUNGARY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		335	333	363	398	1.429	393	17,3
PRODUCT VIEW		335	333	363	398	1.429	393	17,3
- of which Fixed network	1	160	151	163	190	664	202	26,3
- of which Mobile communications		175	182	199	208	764	191	9,1
SEGMENT VIEW		335	333	363	398	1.429	393	17,3
- of which Consumer		209	215	233	244	901	224	7,2
- of which Business		69	71	74	76	290	68	(1,4)
EBITDA	2	122	115	131	106	474	93	(23,8)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	36,4	34,5	36,1	26,6	33,2	23,7	(12,7p)
CASH CAPEX (AS REPORTED)		111	38	49	59	257	54	(51,4)
CASH CONTRIBUTION		11	77	82	47	217	39	n.a.

1 Fixed Network include Total revenue of HU GHS.

2 Special factors affecting EBITDA: EUR 1mn in Q1/12, EUR 1mn in Q2/12, EUR 1mn in Q3/12, EUR 19mn in Q4/12 and EUR 1mn in Q1/13.

HUNGARY

OPERATIONAL

	Note	Q1 2012	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Change %	
FIXED NETWORK (END OF PERIOD)									
Fixed network Access Lines	('000)	1	1.643	1.635	1.620	1.611	1.611	1.626	(1,0)
- IP	('000)	1	461	485	502	528	528	617	33,8
Broadband Access Lines Retail	('000)		752	766	773	785	785	801	6,5
TV (IPTV, SAT, Cable)	('000)		805	819	821	832	832	844	4,8
Wholesale Bundled Access Lines	('000)		75	71	67	62	62	57	(24,0)
ULLs/Wholesale PSTN	('000)	1	20	20	19	17	17	16	(20,0)
Wholesale Unbundled Access Lines	('000)		28	27	28	27	27	26	(7,1)
MOBILE COMMUNICATIONS (END OF PERIOD)									
Service revenue	(€ million)		163	168	181	179	691	159	(2,5)
CUSTOMERS	('000)		4.815	4.821	4.820	4.837	4.837	4.845	0,6
- contract	('000)		2.224	2.243	2.267	2.287	2.287	2.304	3,6
- prepaid	('000)		2.592	2.578	2.553	2.550	2.550	2.541	(2,0)
NET ADDS	('000)		(2)	6	(1)	17	20	9	n.a.
- contract	('000)		(1)	19	24	20	62	17	n.a.
- prepaid	('000)		(1)	(13)	(25)	(3)	(43)	(8)	n.a.
AVERAGE MONTHLY CHURN	(%)		1,4	1,4	1,6	1,7	1,5	1,5	0,1p
- contract	(%)		1,3	1,1	1,0	1,4	1,2	1,3	0,0p
SAC PER GROSS ADD	(€)		19	20	15	21	19	19	0,0
- contract	(€)		44	48	32	43	42	41	(6,8)
- prepaid	(€)		4	4	5	8	5	4	0,0
SRC PER RETAINED CUSTOMER	(€)		46	56	35	49	47	46	0,0
ARPU	(€)		11	12	13	12	12	11	0,0
- contract	(€)		19	20	21	20	20	18	(5,3)
- prepaid	(€)		5	5	5	5	5	4	(20,0)
NON-VOICE % OF ARPU	(%)		23	23	23	24	23	26	3p
MOU PER CUSTOMER	(min)		159	161	159	160	160	150	(5,7)
- contract	(min)		263	267	260	263	263	252	(4,2)

1 Since January 1, 2013, fixed-network lines have been broken down by technology. This change also includes the addition of broadband cable lines and the recognition of wholesale PSTN lines together with the unbundled local loop lines (ULLs). Prior-period comparatives have been adjusted accordingly.

POLAND

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		413	418	422	425	1.678	385	(6,8)
- of which Consumer		250	255	259	257	1.021	234	(6,4)
- of which Business		145	145	146	151	587	137	(5,5)
EBITDA	1	127	139	160	160	586	140	10,2
EBITDA margin (EBITDA / total revenue)	%	30,8	33,3	37,9	37,6	34,9	36,4	5,6p
CASH CAPEX (AS REPORTED)		73	34	51	67	225	85	16,4
CASH CONTRIBUTION		54	105	109	93	361	55	1,9

OPERATIONAL

	Note	Q1 2012	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Change %
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue (€ million)		360	366	364	351	1.441	315	(12,5)
CUSTOMERS ('000)		14.512	15.048	15.575	16.040	16.040	15.919	9,7
- contract ('000)		6.808	6.884	6.950	6.996	6.996	7.014	3,0
- prepaid ('000)		7.704	8.165	8.625	9.044	9.044	8.905	15,6
NET ADDS ('000)		351	537	526	465	1.879	(121)	n.a.
- contract ('000)		43	76	66	46	231	18	(58,1)
- prepaid ('000)		308	461	460	419	1.648	(139)	n.a.
AVERAGE MONTHLY CHURN (%)		1,6	1,3	1,4	1,5	1,4	2,4	0,8p
- contract (%)		0,9	0,8	0,9	1,0	0,9	1,0	0,1p
SAC PER GROSS ADD (€)		30	26	21	20	24	20	(33,3)
- contract (€)		127	118	94	89	107	82	(35,4)
- prepaid (€)		2	2	2	1	2	2	0,0
SRC PER RETAINED CUSTOMER (€)		56	48	53	32	47	31	(44,6)
ARPU (€)		8	8	8	7	8	7	(12,5)
- contract (€)		15	15	15	14	15	13	(13,3)
- prepaid (€)		3	3	2	2	2	2	(33,3)
NON-VOICE % OF ARPU (%)		29	31	30	32	31	33	4p
MOU PER CUSTOMER (min)		130	129	126	124	127	122	(6,2)
- contract (min)		221	226	227	232	227	233	5,4

1 Special factors affecting EBITDA: EUR 27mn in Q2/12 and EUR -12mn in Q4/12.

CZECH REPUBLIC

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		255	259	273	257	1.044	226	(11,4)
- of which Consumer		155	159	162	157	633	138	(11,0)
- of which Business		92	91	101	88	372	78	(15,2)
EBITDA	1	123	116	136	111	486	104	(15,4)
EBITDA margin (EBITDA / total revenue)	%	48,2	44,8	49,8	43,2	46,6	46,0	(2,2p)
CASH CAPEX (AS REPORTED)		55	22	20	32	129	45	(18,2)
CASH CONTRIBUTION		68	94	116	79	357	59	(13,2)

OPERATIONAL

	Note	Q1 2012	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Change %
FIXED NETWORK (END OF PERIOD)								
Fixed network Access Lines	('000) 2	103	105	105	111	111	114	10,7
- IP	('000) 2	80	84	93	108	108	111	38,8
Broadband Access Lines Retail	('000)	103	105	105	111	111	114	10,7
TV (IPTV, SAT, Cable)	('000)	13	14	15	17	17	18	38,5
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.
ULLs/Wholesale PSTN	('000) 2	0	0	0	0	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€ million)	230	234	248	223	935	198	(13,9)
CUSTOMERS	('000)	5.354	5.377	5.415	5.498	5.498	5.570	4,0
- contract	('000)	2.899	2.949	3.003	3.072	3.072	3.137	8,2
- prepaid	('000)	2.455	2.428	2.412	2.426	2.426	2.434	(0,9)
NET ADDS	('000)	(27)	23	38	83	117	72	n.a.
- contract	('000)	26	50	55	69	199	65	n.a.
- prepaid	('000)	(54)	(27)	(16)	14	(83)	7	n.a.
AVERAGE MONTHLY CHURN	(%)	1,2	1,1	1,1	1,1	1,1	1,1	(0,1p)
- contract	(%)	0,5	0,4	0,3	0,3	0,4	0,4	(0,1p)
SAC PER GROSS ADD	(€)	22	35	32	37	32	31	40,9
- contract	(€)	48	73	66	75	67	60	25,0
- prepaid	(€)	0	1	2	3	2	2	n.a.
SRC PER RETAINED CUSTOMER	(€)	35	32	30	36	33	29	(17,1)
ARPU	(€)	14	15	15	13	14	12	(14,3)
- contract	(€)	21	21	23	20	21	17	(19,0)
- prepaid	(€)	6	6	6	5	6	5	(16,7)
NON-VOICE % OF ARPU	(%)	27	27	27	28	27	31	4p
MOU PER CUSTOMER	(min)	132	134	130	138	133	134	1,5
- contract	(min)	208	210	201	211	208	205	(1,4)

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

2 Since January 1, 2013, fixed-network lines have been broken down by technology. This change also includes the addition of broadband cable lines and the recognition of wholesale PSTN lines together with the unbundled local loop lines (ULLs). Prior-period comparatives have been adjusted accordingly.

NETHERLANDS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		421	419	413	411	1.664	393	(6,7)
- of which Consumer		325	322	325	321	1.293	299	(8,0)
- of which Business		81	80	75	75	311	71	(12,3)
EBITDA	1	115	133	143	134	525	114	(0,9)
EBITDA margin (EBITDA / total revenue)	%	27,3	31,7	34,6	32,6	31,6	29,0	1,7p
CASH CAPEX (AS REPORTED)		44	22	22	49	137	963	n.a.
CASH CONTRIBUTION		71	111	121	85	388	(849)	n.a.

OPERATIONAL

	Note	Q1 2012	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Change %
FIXED NETWORK (END OF PERIOD)								
Fixed network Access Lines	('000) 2	291	290	288	283	283	283	(2,7)
- IP	('000) 2	282	281	280	275	275	274	(2,8)
Broadband Access Lines Retail	('000)	282	281	280	275	275	266	(5,7)
TV (IPTV, SAT, Cable)	('000) 3	31	34	37	41	41	45	32,4
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.
ULLs/Wholesale PSTN	('000) 2	0	0	0	0	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€ million)	341	353	342	330	1.366	311	(8,8)
CUSTOMERS	('000)	4.856	4.744	4.761	4.720	4.720	4.622	(4,8)
- contract	('000)	2.988	3.029	3.063	3.052	3.052	3.045	1,9
- prepaid	('000)	1.868	1.715	1.697	1.668	1.668	1.578	(15,5)
NET ADDS	('000)	(53)	(112)	17	(41)	(189)	(98)	(84,9)
- contract	('000)	57	42	34	(11)	121	(7)	n.a.
- prepaid	('000)	(110)	(153)	(17)	(29)	(310)	(91)	17,3
AVERAGE MONTHLY CHURN	(%)	2,9	3,2	2,5	2,8	2,8	3,0	0,1p
- contract	(%)	1,2	1,1	1,2	1,6	1,3	1,6	0,4p
SAC PER GROSS ADD	(€)	120	102	96	93	103	114	(5,0)
- contract	(€)	221	210	207	199	210	224	1,4
- prepaid	(€)	33	26	22	22	26	24	(27,3)
SRC PER RETAINED CUSTOMER	(€)	190	200	159	187	184	179	(5,8)
ARPU	(€)	23	25	24	23	24	22	(4,3)
- contract	(€)	35	36	34	33	35	32	(8,6)
- prepaid	(€)	5	5	6	5	5	4	(20,0)
NON-VOICE % OF ARPU	(%)	36	40	40	39	39	40	4p
MOU PER CUSTOMER	(min)	134	138	129	132	133	129	(3,7)
- contract	(min)	204	201	184	189	195	185	(9,3)

1 Special factors affecting EBITDA: EUR 4mn in Q1/12, EUR 1mn in Q2/12, EUR 1mn in Q3/12, EUR 3mn in Q4/12 and EUR 1mn in Q1/13.

2 Since January 1, 2013, fixed-network lines have been broken down by technology. This change also includes the addition of broadband cable lines and the recognition of wholesale PSTN lines together with the unbundled local loop lines (ULLs). Prior-period comparatives have been adjusted accordingly.

3 DVB-T only.

CROATIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		239	245	269	239	992	224	(6,3)
PRODUCT VIEW		239	245	269	239	992	224	(6,3)
- of which Fixed network		144	144	145	144	577	135	(6,3)
- of which Mobile communications		95	101	124	95	415	89	(6,3)
SEGMENT VIEW		239	245	269	239	992	224	(6,3)
- of which Consumer		134	135	141	135	545	128	(4,5)
- of which Business		80	78	80	78	316	71	(11,3)
EBITDA	1	100	114	133	121	468	88	(12,0)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	41,8	46,5	49,4	50,6	47,2	39,3	(2,5p)
CASH CAPEX (AS REPORTED)		20	21	28	68	137	40	100,0
CASH CONTRIBUTION		80	93	105	53	331	48	(40,0)

1 Special factors affecting EBITDA: EUR 19mn in Q4/12 and EUR 8mn in Q1/13.

CROATIA

OPERATIONAL

	Note	Q1 2012	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Change %	
FIXED NETWORK (END OF PERIOD)									
Fixed network Access Lines	('000)	1	1.218	1.210	1.206	1.208	1.208	1.192	(2,1)
- IP	('000)	1	98	123	193	288	288	303	n.a.
Broadband Access Lines Retail	('000)		643	634	629	633	633	634	(1,4)
TV (IPTV, SAT, Cable)	('000)		345	347	349	365	365	369	7,0
Wholesale Bundled Access Lines	('000)		11	18	22	23	23	28	n.a.
ULLs/Wholesale PSTN	('000)	1	304	293	280	266	266	272	(10,5)
Wholesale Unbundled Access Lines	('000)		0	1	1	2	2	3	n.a.
MOBILE COMMUNICATIONS (END OF PERIOD)									
Service revenue	(€ million)		86	91	113	84	374	77	(10,5)
CUSTOMERS	('000)		2.350	2.378	2.443	2.326	2.326	2.309	(1,7)
- contract	('000)		1.031	1.025	1.020	1.011	1.011	1.006	(2,4)
- prepaid	('000)		1.319	1.353	1.423	1.315	1.315	1.303	(1,2)
NET ADDS	('000)		(68)	28	65	(117)	(93)	(17)	75,0
- contract	('000)		(4)	(6)	(5)	(9)	(24)	(5)	(25,0)
- prepaid	('000)		(64)	34	70	(108)	(68)	(12)	81,3
AVERAGE MONTHLY CHURN	(%)		3,4	2,4	2,6	4,3	3,2	3,0	(0,4p)
- contract	(%)		1,2	1,2	1,0	1,3	1,2	1,3	0,1p
SAC PER GROSS ADD	(€)		12	11	8	12	11	14	16,7
- contract	(€)		63	64	59	62	62	72	14,3
- prepaid	(€)		4	4	3	3	3	2	(50,0)
SRC PER RETAINED CUSTOMER	(€)		75	89	71	72	77	77	2,7
ARPU	(€)		12	13	16	12	13	11	(8,3)
- contract	(€)		19	20	26	18	21	17	(10,5)
- prepaid	(€)		7	7	8	7	7	6	(14,3)
NON-VOICE % OF ARPU	(%)		31	29	30	36	31	36	5p
MOU PER CUSTOMER	(min)		131	143	154	155	146	162	23,7
- contract	(min)		186	206	223	228	211	231	24,2

1 Since January 1, 2013, fixed-network lines have been broken down by technology. This change also includes the addition of broadband cable lines and the recognition of wholesale PSTN lines together with the unbundled local loop lines (ULLs). Prior-period comparatives have been adjusted accordingly.

SLOVAKIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		206	202	205	224	837	192	(6,8)
PRODUCT VIEW		206	202	205	224	837	192	(6,8)
- of which Fixed network		99	94	97	110	400	91	(8,1)
- of which Mobile communications		107	108	109	113	437	100	(6,5)
SEGMENT VIEW		206	202	205	224	837	192	(6,8)
- of which Consumer		124	121	122	133	500	117	(5,6)
- of which Business		65	61	60	69	255	55	(15,4)
EBITDA	1	86	85	89	94	354	84	(2,3)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	41,7	42,1	43,4	42,0	42,3	43,8	2,1p
CASH CAPEX (AS REPORTED)		43	22	16	23	104	36	(16,3)
CASH CONTRIBUTION		43	63	73	71	250	48	11,6

1 Special factors affecting EBITDA: EUR 1mn in Q2/12, EUR 1mn in Q3/12, EUR 5mn in Q4/12 and EUR 1mn in Q1/13.

SLOVAKIA

OPERATIONAL

	Note	Q1 2012	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Change %	
FIXED NETWORK (END OF PERIOD)									
Fixed network Access Lines	('000)	1	1.009	993	977	960	960	945	(6,3)
- IP	('000)	1	215	218	256	324	324	352	63,7
Broadband Access Lines Retail	('000)		427	422	420	420	420	421	(1,4)
TV (IPTV, SAT, Cable)	('000)		162	164	170	175	175	179	10,5
Wholesale Bundled Access Lines	('000)		15	15	15	16	16	16	6,7
ULLs/Wholesale PSTN	('000)	1	0	0	0	0	0	0	n.a.
Wholesale Unbundled Access Lines	('000)		27	32	38	45	45	51	88,9
MOBILE COMMUNICATIONS (END OF PERIOD)									
Service revenue	(€ million)		98	97	98	93	386	90	(8,2)
CUSTOMERS	('000)		2.312	2.325	2.313	2.311	2.311	2.289	(1,0)
- contract	('000)		1.446	1.459	1.457	1.463	1.463	1.455	0,6
- prepaid	('000)		866	866	857	848	848	834	(3,7)
NET ADDS	('000)		(13)	12	(12)	(3)	(15)	(22)	(69,2)
- contract	('000)		0	12	(2)	6	16	(7)	n.a.
- prepaid	('000)		(13)	0	(10)	(9)	(31)	(14)	(7,7)
AVERAGE MONTHLY CHURN	(%)		1,5	1,2	1,3	1,3	1,3	1,4	(0,1p)
- contract	(%)		1,4	1,1	1,1	1,1	1,1	1,1	(0,3p)
SAC PER GROSS ADD	(€)		52	56	80	70	64	79	51,9
- contract	(€)		91	95	138	117	109	138	51,6
- prepaid	(€)		1	1	4	6	3	4	n.a.
SRC PER RETAINED CUSTOMER	(€)		90	95	107	72	90	101	12,2
ARPU	(€)		14	14	14	14	14	13	(7,1)
- contract	(€)		20	20	20	19	20	18	(10,0)
- prepaid	(€)		4	4	4	4	4	4	0,0
NON-VOICE % OF ARPU	(%)		25	24	26	27	26	30	5p
MOU PER CUSTOMER	(min)		122	125	125	133	126	135	10,7
- contract	(min)		179	181	179	189	182	192	7,3

1 Since January 1, 2013, fixed-network lines have been broken down by technology. This change also includes the addition of broadband cable lines and the recognition of wholesale PSTN lines together with the unbundled local loop lines (ULLs). Prior-period comparatives have been adjusted accordingly.

AUSTRIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		227	217	219	215	878	203	(10,6)
- of which Consumer		170	167	167	168	672	142	(16,5)
- of which Business		40	39	40	39	158	36	(10,0)
EBITDA	1	60	53	65	56	234	55	(8,3)
EBITDA margin (EBITDA / total revenue)	%	26,4	24,4	29,7	26,0	26,7	27,1	0,7p
CASH CAPEX (AS REPORTED)		27	16	24	30	97	37	37,0
CASH CONTRIBUTION		33	37	41	26	137	18	(45,5)

OPERATIONAL

	Note	Q1 2012	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Change %
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue (€ million)		209	199	201	193	802	174	(16,7)
CUSTOMERS ('000)		4.069	4.069	4.076	4.104	4.104	4.090	0,5
- contract ('000)		2.533	2.528	2.537	2.571	2.571	2.575	1,7
- prepaid ('000)		1.537	1.541	1.538	1.533	1.533	1.515	(1,4)
NET ADDS ('000)		9	0	6	29	45	(15)	n.a.
- contract ('000)		11	(5)	9	34	50	4	(63,6)
- prepaid ('000)		(2)	5	(3)	(5)	(5)	(18)	n.a.
AVERAGE MONTHLY CHURN (%)		1,8	1,6	1,7	1,7	1,7	1,7	(0,1p)
- contract (%)		1,0	0,9	0,7	0,8	0,9	0,9	(0,1p)
SAC PER GROSS ADD (€)		70	69	48	68	64	59	(15,7)
- contract (€)		142	163	114	141	140	134	(5,6)
- prepaid (€)		4	7	7	10	7	4	0,0
SRC PER RETAINED CUSTOMER (€)		101	90	79	107	96	110	8,9
ARPU (€)		17	16	16	16	16	14	(17,6)
- contract (€)		25	24	24	23	24	20	(20,0)
- prepaid (€)		4	4	4	4	4	4	0,0
NON-VOICE % OF ARPU (%)		39	40	41	42	41	47	8p
MOU PER CUSTOMER (min)		217	216	202	209	211	208	(4,1)
- contract (min)		304	304	285	293	296	291	(4,3)

1 Special factors affecting EBITDA: EUR 1 mn in Q2/12 and EUR 1 mn in Q1/13.

BULGARIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		97	102	86	93	378	83	(14,4)
- of which Consumer		74	79	64	71	288	63	(14,9)
- of which Business		20	21	17	17	75	16	(20,0)
EBITDA		34	39	33	29	135	26	(23,5)
EBITDA margin (EBITDA / total revenue)	%	35,1	38,2	38,4	31,2	35,7	31,3	(3,8p)
CASH CAPEX (AS REPORTED)		13	7	16	10	46	12	(7,7)
CASH CONTRIBUTION		21	32	17	19	89	14	(33,3)

OPERATIONAL

	Note	Q1 2012	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Change %
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€ million)	86	90	72	72	320	68	(20,9)
CUSTOMERS	('000)	4.359	4.357	4.441	4.518	4.518	4.554	4,5
- contract	('000)	2.461	2.481	2.519	2.578	2.578	2.622	6,5
- prepaid	('000)	1.898	1.876	1.922	1.941	1.941	1.932	1,8
NET ADDS	('000)	95	(3)	84	78	254	36	(62,1)
- contract	('000)	60	19	38	59	177	45	(25,0)
- prepaid	('000)	35	(22)	46	19	77	(8)	n.a.
AVERAGE MONTHLY CHURN	(%)	2,3	2,8	2,4	2,5	2,5	2,1	(0,2p)
- contract	(%)	1,8	1,7	1,6	1,7	1,7	1,4	(0,4p)
SAC PER GROSS ADD	(€)	14	8	6	7	9	9	(35,7)
- contract	(€)	29	18	15	15	20	20	(31,0)
- prepaid	(€)	1	0	0	0	0	1	0,0
SRC PER RETAINED CUSTOMER	(€)	9	8	7	7	8	10	11,1
ARPU	(€)	7	7	5	5	6	5	(28,6)
- contract	(€)	10	10	8	8	9	8	(20,0)
- prepaid	(€)	2	2	2	1	2	1	(50,0)
NON-VOICE % OF ARPU	(%)	11	10	14	13	12	14	3p
MOU PER CUSTOMER	(min)	148	149	151	150	150	148	0,0
- contract	(min)	230	227	223	222	226	215	(6,5)

EVERYTHING EVERYWHERE (JOINT VENTURE DEUTSCHE TELEKOM - FRANCE TELECOM)

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

		Q1	Q2	H1	Q3	Q4	H2	FY	Q1	Change
		2012	2012	2012	2012	2012	2012	2012	2013	
	Note	millions of GBP	millions of GBP	millions of GBP	millions of GBP	millions of GBP	millions of GBP	millions of GBP	millions of GBP	%
TOTAL REVENUE		1.670	1.644	3.314	1.671	1.672	3.343	6.657	1.605	(3,9)
EBITDA (AS REPORTED)		—	—	551	—	—	535	1.085	—	—
EBITDA margin (EBITDA (as reported) / total revenue)	%	—	—	16,6	—	—	16,0	16,3	—	—
RESTRUCTURING COST INCLUDED IN EBITDA		—	—	16	—	—	90	106	—	—
EBITDA (ADJUSTED FOR SPECIAL FACTORS)	2	—	—	673	—	—	737	1.410	—	—
EBITDA margin (EBITDA / total revenue)	%	—	—	20,3	—	—	22,0	21,2	—	—
CAPEX		—	—	245	—	—	361	606	—	—

OPERATIONAL¹

		Q1	Q2	H1	Q3	Q4	H2	FY	Q1	Change
		2012	2012	2012	2012	2012	2012	2012	2013	
	Note	millions of GBP	millions of GBP	millions of GBP	millions of GBP	millions of GBP	millions of GBP	millions of GBP	millions of GBP	%
SERVICE REVENUE	(GBP million)	1.503	1.486	2.989	1.496	1.467	2.963	5.953	1.422	(5,4)
CUSTOMERS	('000)	27.219	27.047	—	26.913	26.846	—	—	26.441	(2,9)
- contract	('000)	12.993	13.143	—	13.393	13.594	—	—	13.759	(5,9)
- prepaid	('000)	13.498	13.185	—	12.792	12.554	—	—	11.983	(11,2)
- home	('000)	728	719	—	728	698	—	—	699	(3,9)
NET ADDS	('000)	(344)	(172)	(516)	(143)	(68)	(211)	—	(404)	(17,4)
- contract	('000)	151	150	301	250	201	451	—	166	9,9
- prepaid	('000)	(494)	(313)	(807)	(393)	(239)	(632)	—	(571)	(15,6)
AVERAGE MONTHLY CHURN	(%)	2,4	2,2	—	2,3	2,3	—	—	2,6	0,2p
- contract	(%)	1,2	1,2	—	1,2	1,2	—	—	1,2	0,0p
SAC PER GROSS ADD	(GBP)	—	57	—	—	55	—	—	—	—
- contract	(GBP)	—	165	—	—	146	—	—	—	—
- prepaid	(GBP)	—	7	—	—	7	—	—	11	—
SRC PER RETAINED CUSTOMER	(GBP)	—	183	—	—	206	—	—	—	—
ARPU	(GBP)	19	19	—	19	19	—	—	18	(2,7)
- contract	(GBP)	32	32	—	32	31	—	—	30	(7,4)
- prepaid	(GBP)	6	6	—	6	6	—	—	5	(13,8)
VOICE ARPU	(GBP)	10	10	—	10	9	—	—	9	(12,7)
non-voice % of ARPU	(%)	45	47	—	48	50	—	—	51	6p
MOU PER CUSTOMER	(min)	198	199	—	194	195	—	—	199	0,5
- contract	(min)	357	352	—	338	335	—	—	338	(5,3)

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

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

SYSTEMS SOLUTIONS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)¹

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		2.456	2.486	2.245	2.829	10.016	2.319	(5,6)
Market Unit		1.889	1.929	1.894	2.127	7.839	1.893	0,2
Telekom IT		567	557	351	702	2.177	426	(24,9)
International revenue		758	772	786	858	3.174	752	(0,8)
NET REVENUE		1.624	1.614	1.600	1.771	6.609	1.607	(1,0)
EBITDA		142	179	186	240	747	175	23,2
Market Unit		116	158	161	213	648	131	12,9
Telekom IT		26	21	25	27	99	44	69,2
EBITDA margin (EBITDA / total revenue)	%	5,8	7,2	8,3	8,5	7,5	7,5	1,7p
Depreciation, amortization and impairment losses		(155)	(151)	(158)	(173)	(637)	(167)	(7,7)
Profit (loss) from operations = EBIT		(13)	28	28	67	110	8	n.a.
EBIT MARGIN	%	(0,5)	1,1	1,2	2,4	1,1	0,3	0,8p
CASH CAPEX (AS REPORTED)		222	283	289	393	1.187	212	(4,5)
CASH CONTRIBUTION		(80)	(104)	(103)	(153)	(440)	(37)	53,8
ORDER ENTRY		1.577	1.924	1.614	3.622	8.737	2.098	33,0

FINANCIALS (AS REPORTED)¹

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		2.456	2.486	2.245	2.829	10.016	2.319	(5,6)
NET REVENUE		1.624	1.614	1.600	1.771	6.609	1.607	(1,0)
EBITDA		97	76	103	66	342	115	18,6
EBITDA margin (EBITDA / total revenue)	%	3,9	3,1	4,6	2,3	3,4	5,0	1,1p
Depreciation, amortization and impairment losses		(155)	(151)	(158)	(185)	(649)	(181)	(16,8)
Profit (loss) from operations = EBIT		(58)	(75)	(55)	(119)	(307)	(66)	(13,8)
CASH CAPEX		222	283	289	393	1.187	212	(4,5)
CASH CONTRIBUTION		(125)	(207)	(186)	(327)	(845)	(97)	(22,4)

¹ As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.

The operations of Regional Services and Solutions (RSS) have been managed by the Germany operating segment since January 1, 2013 and no longer by the Systems Solutions operating segment to allow a more focused market approach.

SYSTEMS SOLUTIONS

EBITDA RECONCILIATION¹

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		2.456	2.486	2.245	2.829	10.016	2.319	(5,6)
Profit (loss) from operations = EBIT		(58)	(75)	(55)	(119)	(307)	(66)	(13,8)
- Depreciation, amortization and impairment losses		(155)	(151)	(158)	(185)	(649)	(181)	(16,8)
= EBITDA		97	76	103	66	342	115	18,6
EBITDA margin	%	3,9	3,1	4,6	2,3	3,4	5,0	1,1p
- Special factors affecting EBITDA		(45)	(103)	(83)	(174)	(405)	(60)	(33,3)
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		142	179	186	240	747	175	23,2
EBITDA margin (adjusted for special factors)	%	5,8	7,2	8,3	8,5	7,5	7,5	1,7p

SPECIAL FACTORS

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
EFFECTS ON EBITDA		(45)	(103)	(83)	(174)	(405)	(60)	(33,3)
- of which personnel		(18)	(67)	(52)	(101)	(238)	(30)	(66,7)
- of which other		(27)	(36)	(31)	(73)	(167)	(30)	(11,1)
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(45)	(103)	(83)	(186)	(417)	(74)	(64,4)
- of which personnel		(18)	(67)	(52)	(101)	(238)	(30)	(66,7)
- of which other		(27)	(36)	(31)	(85)	(179)	(44)	(63,0)

¹ As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.

The operations of Regional Services and Solutions (RSS) have been managed by the Germany operating segment since January 1, 2013 and no longer by the Systems Solutions operating segment to allow a more focused market approach.

GROUP HEADQUARTERS & SHARED SERVICES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)¹

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		675	694	691	775	2.835	691	2,4
of which: Digital Business Units		194	204	205	265	868	213	9,8
NET REVENUE		243	250	265	320	1.078	250	2,9
EBITDA		(163)	(78)	(154)	(320)	(715)	(99)	39,3
of which: Digital Business Units		56	44	27	10	137	30	(46,4)
EBITDA margin (EBITDA / total revenue)	%	(24,1)	(11,2)	(22,3)	(41,3)	(25,2)	(14,3)	9,8p
Depreciation, amortization and impairment losses		(189)	(186)	(193)	(185)	(753)	(164)	13,2
Profit (loss) from operations = EBIT		(352)	(264)	(347)	(505)	(1.468)	(263)	25,3
CASH CAPEX		144	72	50	113	379	77	(46,5)
CASH CONTRIBUTION		(307)	(150)	(204)	(433)	(1.094)	(176)	42,7

FINANCIALS (AS REPORTED)¹

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		675	694	691	775	2.835	691	2,4
of which: Digital Business Units		194	204	205	265	868	213	9,8
NET REVENUE		243	250	265	320	1.078	250	2,9
EBITDA		(102)	(157)	(217)	(521)	(997)	(120)	(17,6)
of which: Digital Business Units		56	42	26	8	132	19	(66,1)
EBITDA margin (EBITDA / total revenue)	%	(15,1)	(22,6)	(31,4)	(67,2)	(35,2)	(17,4)	(2,3p)
Depreciation, amortization and impairment losses		(189)	(186)	(193)	(185)	(753)	(164)	13,2
Profit (loss) from operations = EBIT		(291)	(343)	(410)	(706)	(1.750)	(284)	2,4
CASH CAPEX		144	72	50	113	379	77	(46,5)
CASH CONTRIBUTION		(246)	(229)	(267)	(634)	(1.376)	(197)	19,9

¹ Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.

As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.

Since January 1, 2013, the tasks and functions of Group Technology including the Global Network Factory, which was previously part of Group Headquarters & Group Services, have been reported under the Europe operating segment.

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

GROUP HEADQUARTERS & SHARED SERVICES

EBITDA RECONCILIATION¹

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
TOTAL REVENUE		675	694	691	775	2.835	691	2,4
Profit (loss) from operations = EBIT		(291)	(343)	(410)	(706)	(1.750)	(284)	2,4
- Depreciation, amortization and impairment losses		(189)	(186)	(193)	(185)	(753)	(164)	13,2
= EBITDA		(102)	(157)	(217)	(521)	(997)	(120)	(17,6)
EBITDA margin	%	(15,1)	(22,6)	(31,4)	(67,2)	(35,2)	(17,4)	(2,3p)
- Special factors affecting EBITDA		61	(79)	(63)	(201)	(282)	(21)	n.a.
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		(163)	(78)	(154)	(320)	(715)	(99)	39,3
EBITDA margin (adjusted for special factors)	%	(24,1)	(11,2)	(22,3)	(41,3)	(25,2)	(14,3)	9,8p

SPECIAL FACTORS

	Note	Q1 2012 millions of €	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Change %
EFFECTS ON EBITDA		61	(79)	(63)	(201)	(282)	(21)	n.a.
- of which personnel		(9)	(78)	(61)	(95)	(243)	(22)	n.a.
- of which other		70	(1)	(2)	(106)	(39)	1	(98,6)
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		61	(79)	(63)	(201)	(282)	(21)	n.a.
- of which personnel		(9)	(78)	(61)	(95)	(243)	(22)	n.a.
- of which other		70	(1)	(2)	(106)	(39)	1	(98,6)

¹ Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.

As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.

Since January 1, 2013, the tasks and functions of Group Technology including the Global Network Factory, which was previously part of Group Headquarters & Group Services, have been reported under the Europe operating segment.

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

GROUP HEADQUARTERS & SHARED SERVICES

VIVENTO

End of Period.	Note	Mar. 31, 2012	Jun. 30, 2012	Sep. 30, 2012	Dec. 31, 2012	Mar. 31, 2013
EMPLOYEES VIVENTO IN TOTAL	1	8.600	8.500	8.400	8.200	8.200
Employment external	2	3.500	3.600	3.500	3.600	3.600
Employment internal		3.100	3.000	3.100	3.200	3.200
Others	3	2.000	1.900	1.900	1.500	1.500
ATTRITION VIVENTO		200	600	1.000	1.400	300
- of which left the DT Group		100	400	600	1.000	200

1 Rounded figures; including Vivento management.

2 Mainly in public sector.

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

DTAG

GLOSSARY AND DISCLAIMER

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

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