

Backup Financial Year 2009.

Deutsche Telekom.

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# 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 received for positive fair values of derivatives, as well as other interest-bearing financial liabilities.
Net debt	Net debt is calculated by deducting cash and cash equivalents as well as financial assets classified as held for trading and available for sale (due < - 1 year). In addition, receivables from derivatives and other financial assets are deducted from gross debt. Other financial assets include all cash collateral paid for negative fair values of derivatives and ABS transactions, as well as other interest-bearing financial assets.
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. Activation charges, virtual network operator revenues and other operating revenue are not included.
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. Any figure that has been adjusted for special factors or that reflects an adjustment for special factors is a non-GAAP financial measure. Our non-GAAP financial measures may not be comparable to non-GAAP financial measures used by other companies. To help interpret our major non-GAAP financial measures, please refer to the information contained in these materials and the chapter "Reconciliation to pro forma figures" in our annual and interim reports or the reconciliation to pro forma figures posted on Deutsche Telekom's Investor relations webpages ([www.telekom.com/investor-relations](http://www.telekom.com/investor-relations)).



Financial Data.

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# DT Group.

## At a Glance I.

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	%
<b>Total revenue</b>	<b>16.109</b>	<b>15.902</b>	<b>16.238</b>	<b>16.262</b>	<b>16.237</b>	<b>0,8%</b>	<b>61.666</b>	<b>64.639</b>	<b>4,8%</b>
Germany	6.608	6.331	6.220	6.471	<b>6.438</b>	-2,6%	26.400	<b>25.460</b>	-3,6%
USA	4.341	4.137	3.918	3.758	<b>3.658</b>	-15,7%	14.957	<b>15.471</b>	3,4%
Europe	2.795	2.436	2.573	2.552	<b>2.473</b>	-11,5%	11.354	<b>10.034</b>	-11,6%
SEE	1.146	1.964	2.516	2.616	<b>2.589</b>	n.a.	4.645	<b>9.685</b>	n.a.
Systems Solutions	2.599	2.106	2.179	2.125	<b>2.388</b>	-8,1%	9.343	<b>8.798</b>	-5,8%
GHS	602	618	612	593	<b>587</b>	-2,5%	2.781	<b>2.410</b>	-13,3%
Reconciliation	-1.982	-1.690	-1.780	-1.853	<b>-1.896</b>	4,3%	-7.814	<b>-7.219</b>	7,6%
<b>Net revenue</b>									
Germany	6.171	5.969	5.851	6.008	<b>6.022</b>	-2,4%	24.754	<b>23.850</b>	-3,7%
USA	4.336	4.133	3.914	3.755	<b>3.655</b>	-15,7%	14.942	<b>15.457</b>	3,4%
Europe	2.656	2.307	2.433	2.405	<b>2.341</b>	-11,9%	10.798	<b>9.486</b>	-12,2%
SEE	1.115	1.929	2.472	2.564	<b>2.545</b>	n.a.	4.497	<b>9.510</b>	n.a.
Systems Solutions	1.773	1.496	1.502	1.467	<b>1.618</b>	-8,7%	6.368	<b>6.083</b>	-4,5%
GHS	58	68	66	63	<b>56</b>	-3,4%	307	<b>253</b>	-17,6%
<b>Group</b>	<b>16.109</b>	<b>15.902</b>	<b>16.238</b>	<b>16.262</b>	<b>16.237</b>	<b>0,8%</b>	<b>61.666</b>	<b>64.639</b>	<b>4,8%</b>
<b>EBITDA excluding special factors</b>									
Germany	2.269	2.363	2.381	2.523	<b>2.340</b>	3,1%	9.764	<b>9.607</b>	-1,6%
USA	1.206	1.061	1.176	1.089	<b>935</b>	-22,5%	4.240	<b>4.261</b>	0,5%
Europe	708	467	683	745	<b>662</b>	-6,5%	2.939	<b>2.557</b>	-13,0%
SEE	411	799	1.002	1.089	<b>936</b>	n.a.	2.014	<b>3.826</b>	90,0%
Systems Solutions	231	211	231	231	<b>250</b>	8,2%	826	<b>923</b>	11,7%
GHS	-141	-50	-142	-112	<b>-11</b>	92,2%	-181	<b>-315</b>	-74,0%
Reconciliation	-15	-39	-73	-37	<b>-42</b>	n.a.	-143	<b>-191</b>	-33,6%
<b>Group</b>	<b>4.669</b>	<b>4.812</b>	<b>5.258</b>	<b>5.528</b>	<b>5.070</b>	<b>8,6%</b>	<b>19.459</b>	<b>20.668</b>	<b>6,2%</b>

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	%
<b>EBITDA margin excluding special factors</b>									
Germany	34,3%	37,3%	38,3%	39,0%	<b>36,3%</b>	2,0%p	37,0%	<b>37,7%</b>	0,7%p
USA	27,8%	25,6%	30,0%	29,0%	<b>25,6%</b>	-2,2%p	28,3%	<b>27,5%</b>	-0,8%p
Europe	25,3%	19,2%	26,5%	29,2%	<b>26,8%</b>	1,4%p	25,9%	<b>25,5%</b>	-0,4%p
SEE	35,9%	40,7%	39,8%	41,6%	<b>36,2%</b>	0,3%p	43,4%	<b>39,5%</b>	-3,9%p
Systems Solutions	8,9%	10,0%	10,6%	10,9%	<b>10,5%</b>	1,6%p	8,8%	<b>10,5%</b>	1,7%p
GHS	-23,4%	-8,1%	-23,2%	-18,9%	<b>-1,9%</b>	21,5%p	-6,5%	<b>-13,1%</b>	-6,6%p
<b>Group</b>	<b>29,0%</b>	<b>30,3%</b>	<b>32,4%</b>	<b>34,0%</b>	<b>31,2%</b>	<b>2,2%p</b>	<b>31,6%</b>	<b>32,0%</b>	<b>0,4%p</b>
<b>Cash capex</b>									
Germany	1.195	800	684	771	<b>903</b>	<b>-24,4%</b>	3.038	<b>3.158</b>	<b>3,9%</b>
USA	743	865	785	552	<b>464</b>	<b>-37,6%</b>	2.540	<b>2.666</b>	<b>5,0%</b>
Europe	438	368	142	149	<b>220</b>	<b>-49,8%</b>	1.152	<b>879</b>	<b>-23,7%</b>
SEE	288	380	383	413	<b>434</b>	<b>50,7%</b>	865	<b>1.610</b>	<b>86,1%</b>
Systems Solutions	212	161	171	144	<b>205</b>	<b>-3,3%</b>	823	<b>681</b>	<b>-17,3%</b>
GHS	158	98	105	126	<b>120</b>	<b>-24,1%</b>	426	<b>449</b>	<b>5,4%</b>
<b>Group</b>	<b>2.941</b>	<b>2.611</b>	<b>2.211</b>	<b>2.131</b>	<b>2.249</b>	<b>-23,5%</b>	<b>8.707</b>	<b>9.202</b>	<b>5,7%</b>
<b>Net profit (loss)</b>									
excl. special factors	861	655	756	1.074	<b>905</b>	5,1%	3.426	<b>3.390</b>	-1,1%
incl. special factors	-730	-1.124	521	959	<b>-3</b>	99,6%	1.483	<b>353</b>	-76,2%
<b>Free cash flow</b> before dividends	<b>1.245</b>	<b>416</b>	<b>1.404</b>	<b>3.286</b>	<b>1.863</b>	<b>49,6%</b>	<b>7.033</b>	<b>6.969</b>	<b>-0,9%</b>
<b>Net debt</b>	<b>38.158</b>	<b>42.833</b>	<b>44.966</b>	<b>42.389</b>	<b>40.911</b>	<b>7,2%</b>	<b>38.158</b>	<b>40.911</b>	<b>7,2%</b>

# DT consolidated income statement.

Adjusted for special factors.

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
<b>Net revenue</b>	<b>16.109</b>	<b>15.902</b>	<b>16.238</b>	<b>16.262</b>	<b>16.237</b>	<b>0,8%</b>	<b>61.666</b>	<b>64.639</b>	<b>4,8%</b>
Cost of sales	-9.127	-8.998	-8.593	-9.113	<b>-9.119</b>	0,1%	-33.655	<b>-35.823</b>	6,4%
<b>Gross profit</b>	<b>6.982</b>	<b>6.904</b>	<b>7.645</b>	<b>7.149</b>	<b>7.118</b>	<b>1,9%</b>	<b>28.011</b>	<b>28.816</b>	<b>2,9%</b>
Selling expenses	-4.122	-4.024	-4.028	-3.692	<b>-4.036</b>	2,1%	-15.467	<b>-15.780</b>	-2,0%
General and administrative expenses	-1.111	-1.134	-1.425	-961	<b>-927</b>	16,6%	-4.597	<b>-4.447</b>	3,3%
Other operating income	340	364	247	376	<b>431</b>	26,8%	1.461	<b>1.418</b>	-2,9%
Other operating expenses	-133	-193	-181	-229	<b>-246</b>	-85,0%	-588	<b>-849</b>	-44,4%
<b>EBIT Profit (loss) from operations</b>	<b>1.956</b>	<b>1.917</b>	<b>2.258</b>	<b>2.643</b>	<b>2.340</b>	<b>19,6%</b>	<b>8.820</b>	<b>9.158</b>	<b>3,8%</b>
EBIT margin	12,1%	12,1%	13,9%	16,3%	<b>14,4%</b>	2,3%p	14,3%	<b>14,2%</b>	-0,1%p
Profit (loss) from financial activities	-702	-717	-903	-770	<b>-735</b>	-4,7%	-2.936	<b>-3.125</b>	-6,4%
of which: finance costs	-589	-632	-635	-668	<b>-620</b>	-5,3%	-2.487	<b>-2.555</b>	-2,7%
<b>EBT Profit (loss) before income taxes</b>	<b>1.254</b>	<b>1.200</b>	<b>1.355</b>	<b>1.873</b>	<b>1.605</b>	<b>28,0%</b>	<b>5.884</b>	<b>6.033</b>	<b>2,5%</b>
Income taxes	-310	-457	-450	-610	<b>-585</b>	<b>-88,7%</b>	-1.889	<b>-2.102</b>	<b>-11,3%</b>
<b>Profit (loss) after income taxes</b>	<b>944</b>	<b>743</b>	<b>905</b>	<b>1.263</b>	<b>1.020</b>	<b>8,1%</b>	<b>3.995</b>	<b>3.931</b>	<b>-1,6%</b>
Profit (loss) attributable to minority interests	83	88	149	189	<b>115</b>	38,6%	569	<b>541</b>	-4,9%
<b>Net profit (loss)</b>	<b>861</b>	<b>655</b>	<b>756</b>	<b>1.074</b>	<b>905</b>	<b>5,1%</b>	<b>3.426</b>	<b>3.390</b>	<b>-1,1%</b>
Depreciation, amortization and impairment losses	-2.713	-2.895	-3.000	-2.885	<b>-2.730</b>	-0,6%	-10.639	<b>-11.510</b>	-8,2%
<b>EBITDA</b>	<b>4.669</b>	<b>4.812</b>	<b>5.258</b>	<b>5.528</b>	<b>5.070</b>	<b>8,6%</b>	<b>19.459</b>	<b>20.668</b>	<b>6,2%</b>
EBITDA margin	29,0%	30,3%	32,4%	34,0%	<b>31,2%</b>	2,2%p	31,6%	<b>32,0%</b>	0,4%p

# DT consolidated income statement.

Unadjusted.

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
<b>Net revenue</b>	<b>16.109</b>	<b>15.902</b>	<b>16.238</b>	<b>16.262</b>	<b>16.200</b>	<b>0,6%</b>	<b>61.666</b>	<b>64.602</b>	<b>4,8%</b>
Cost of sales	-9.680	-8.906	-8.746	-9.224	<b>-9.383</b>	3,1%	-34.592	<b>-36.259</b>	-4,8%
<b>Gross profit</b>	<b>6.429</b>	<b>6.996</b>	<b>7.492</b>	<b>7.038</b>	<b>6.817</b>	<b>6,0%</b>	<b>27.074</b>	<b>28.343</b>	<b>4,7%</b>
Selling expenses	-4.485	-3.996	-4.059	-3.697	<b>-4.111</b>	8,3%	-15.952	<b>-15.863</b>	0,6%
General and administrative expenses	-1.258	-1.136	-1.469	-983	<b>-1.065</b>	15,3%	-4.821	<b>-4.653</b>	3,5%
Other operating income	358	387	253	391	<b>473</b>	32,1%	1.971	<b>1.504</b>	-23,7%
Other operating expenses	-483	-2.007	-205	-251	<b>-856</b>	-77,2%	-1.232	<b>-3.319</b>	n.a.
<b>EBIT Profit (loss) from operations</b>	<b>561</b>	<b>244</b>	<b>2.012</b>	<b>2.498</b>	<b>1.258</b>	<b>n.a.</b>	<b>7.040</b>	<b>6.012</b>	<b>-14,6%</b>
EBIT margin	3,5%	1,5%	12,4%	15,4%	<b>7,8%</b>	4,3% <sub>p</sub>	11,4%	<b>9,3%</b>	-2,1% <sub>p</sub>
Profit (loss) from financial activities	-1.256	-742	-1.015	-802	<b>-798</b>	36,5%	-3.588	<b>-3.357</b>	6,4%
of which: finance costs	-589	-632	-635	-668	<b>-620</b>	-5,3%	-2.487	<b>-2.555</b>	-2,7%
<b>EBT Profit (loss) before income taxes</b>	<b>-695</b>	<b>-498</b>	<b>997</b>	<b>1.696</b>	<b>460</b>	<b>n.a.</b>	<b>3.452</b>	<b>2.655</b>	<b>-23,1%</b>
Income taxes	31	-426	-401	-551	<b>-404</b>	<b>n.a.</b>	-1.428	<b>-1.782</b>	<b>-24,8%</b>
<b>Profit (loss) after income taxes</b>	<b>-664</b>	<b>-924</b>	<b>596</b>	<b>1.145</b>	<b>56</b>	<b>n.a.</b>	<b>2.024</b>	<b>873</b>	<b>-56,9%</b>
Profit (loss) attributable to minority interests	66	200	75	186	<b>59</b>	-10,6%	541	<b>520</b>	-3,9%
<b>Net profit (loss)</b>	<b>-730</b>	<b>-1.124</b>	<b>521</b>	<b>959</b>	<b>-3</b>	<b>99,6%</b>	<b>1.483</b>	<b>353</b>	<b>-76,2%</b>
Depreciation, amortization and impairment losses	-3.039	-4.698	-3.015	-2.896	<b>-3.285</b>	-8,1%	-10.975	<b>-13.894</b>	-26,6%
<b>EBITDA</b>	<b>3.600</b>	<b>4.942</b>	<b>5.027</b>	<b>5.394</b>	<b>4.543</b>	<b>26,2%</b>	<b>18.015</b>	<b>19.906</b>	<b>10,5%</b>
EBITDA margin	22,3%	31,1%	31,0%	33,2%	<b>28,0%</b>	5,7% <sub>p</sub>	29,2%	<b>30,8%</b>	1,6% <sub>p</sub>

## Special factors in the consolidated income statement

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	FY/08	FY/09
<b>Net revenue</b>	0	0	0	0	-37	0	-37
Cost of sales	-553	92	-153	-111	-264	-937	-436
<b>Gross profit</b>	<b>-553</b>	<b>92</b>	<b>-153</b>	<b>-111</b>	<b>-301</b>	<b>-937</b>	<b>-473</b>
Selling expenses	-363	28	-31	-5	-75	-485	-83
General and administrative expenses	-147	-2	-44	-22	-138	-224	-206
Other operating income	18	23	6	15	42	510	86
Other operating expenses	-350	-1.814	-24	-22	-610	-644	-2.470
<b>EBIT Profit (loss) from operations</b>	<b>-1.395</b>	<b>-1.673</b>	<b>-246</b>	<b>-145</b>	<b>-1.082</b>	<b>-1.780</b>	<b>-3.146</b>
Profit (loss) from financial activities	-554	-25	-112	-32	-63	-652	-232
of which: finance costs	0	0	0	0	0	0	0
<b>EBT Profit (loss) before income taxes</b>	<b>-1.949</b>	<b>-1.698</b>	<b>-358</b>	<b>-177</b>	<b>-1.145</b>	<b>-2.432</b>	<b>-3.378</b>
Income taxes	341	31	49	59	181	461	320
<b>Profit (loss) after income taxes</b>	<b>-1.608</b>	<b>-1.667</b>	<b>-309</b>	<b>-118</b>	<b>-964</b>	<b>-1.971</b>	<b>-3.058</b>
Profit (loss) attributable to minority interests	-17	112	-74	-3	-56	-28	-21
<b>Net profit (loss)</b>	<b>-1.591</b>	<b>-1.779</b>	<b>-235</b>	<b>-115</b>	<b>-908</b>	<b>-1.943</b>	<b>-3.037</b>
Depreciation, amortization and impairment losses	-326	-1.803	-15	-11	-555	-336	-2.384
<b>EBITDA</b>	<b>-1.069</b>	<b>130</b>	<b>-231</b>	<b>-134</b>	<b>-527</b>	<b>-1.444</b>	<b>-762</b>



## Details on special factors I.

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09
<b>Effect on operating expenses</b>	<b>-1.413</b>	<b>-1.696</b>	<b>-252</b>	<b>-160</b>	<b>-1.087</b>
of which: expenses / income for early retirement (civil servants)	-161	-4	21	-3	-153
of which: expenses for severance payments	-552	161	-183	-65	-236
of which: expenses / income for partial retirement (termination benefit)	4	1	-1	-2	-14
of which: expenses for other personnel restructuring charges	-22	-9	-20	-13	-9
of which: restructuring charges	-150 <sup>1</sup>	-31	-31	-53	-111
of which: expenses due to de-consolidations and other asset sales	-90	0	-9	-1	-9
of which: others	-442 <sup>2</sup>	-1.814 <sup>3</sup>	-29	-23	-555
<b>Effect on other operating income</b>	<b>18</b>	<b>23</b>	<b>6</b>	<b>15</b>	<b>42</b>
of which: income due to asset sales	8	23	6	9	22
of which: others	10	0	0	6	20
<b>Effect on revenues</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-37<sup>4</sup></b>
<b>Effect on profit from operations = EBIT</b>	<b>-1.395</b>	<b>-1.673</b>	<b>-246</b>	<b>-145</b>	<b>-1.082</b>
<b>Depreciation, amortization and impairment losses</b>	<b>-326</b>	<b>-1.803</b>	<b>-15</b>	<b>-11</b>	<b>-555</b>
of which: restructuring charges	-24	0	0	0	-27
of which: expenses due to consolidations and other asset sales	0	0	0	0	0
of which: others	-302 <sup>2</sup>	-1.803 <sup>3</sup>	-15	-11	-528
<b>Effect on EBITDA</b>	<b>-1.069</b>	<b>130</b>	<b>-231</b>	<b>-134</b>	<b>-527</b>

<sup>1</sup> predominantly restructuring charges at T-Mobile US, NL and Systems Solutions.

<sup>2</sup> Incl. amortization of Goodwill for Austria, Hungary, and Macedonia (approx. € 0.3 billion).

<sup>3</sup> Incl. amortization of Goodwill for T-Mobile UK (approx. € 1.8 billion).

<sup>4</sup> Revenue credit in the fourth quarter of 2009 in Germany (fixed network).

## Details on special factors II.

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09
<b>Effect on profit (loss) from financial activities</b>	-554 <sup>1</sup>	-25	-112	-32	-63
<b>Effect on profit (loss) before income taxes</b>	-1.949	-1.698	-358	-177	-1.145
<b>Effect on taxes</b>	341	31	49	59	181
Tax effect of special factors within EBITDA	340	23	71	34	121
Tax effect of special factors on profit (loss) from financial activities	7	8	34	11	20
Other tax effects	-6	0	-56	14	40
<b>Effect on profit (loss) attributable to minority interests: expenses for restructuring at SEI and Germany</b>	-17	112	-74	-3	-56
<b>Effect on net profit (loss)</b>	-1.591	-1.779	-235	-115	-908

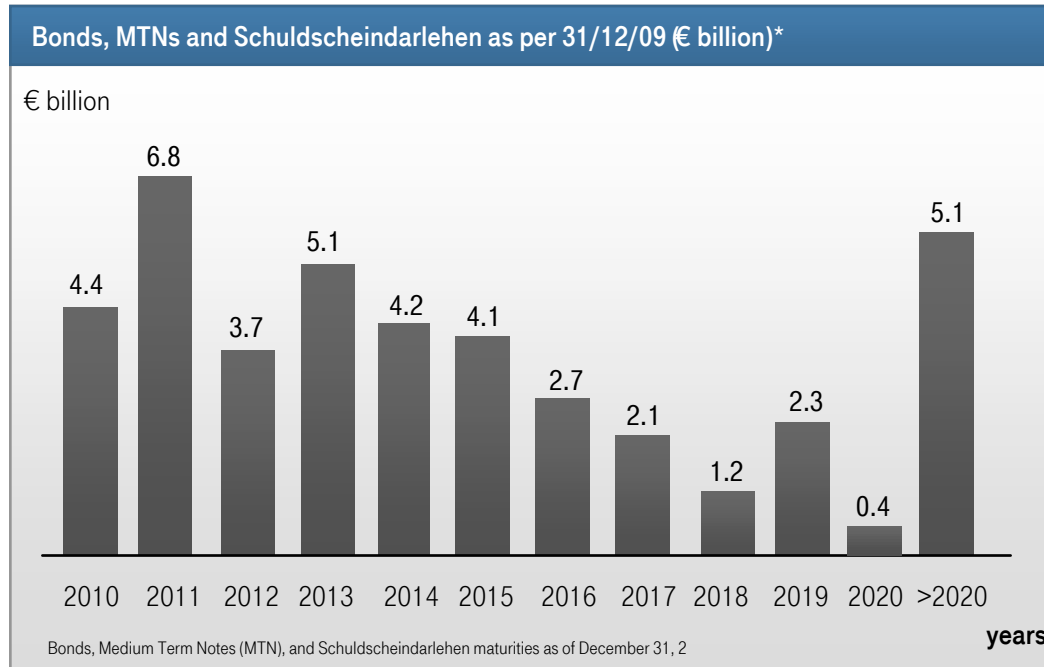
# DT Group.

## Debt to net debt reconciliation.

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	q.o.q. %	y.o.y. %
Bonds	34.302	39.659	43.157	40.572	38.508	-5,1%	12,3%
Other financial liabilities	9.145	9.478	9.627	9.901	9.609	-2,9%	5,1%
<b>Gross debt</b>	<b>43.447</b>	<b>49.137</b>	<b>52.784</b>	<b>50.473</b>	<b>48.117</b>	<b>-4,7%</b>	<b>10,7%</b>
Cash and cash equivalents	3.026	4.113	5.836	6.080	5.022	-17,4%	66,0%
Available-for-sale/held-for-trading financial assets	101	436	562	249	162	-34,9%	60,4%
Other financial assets	2.162	1.755	1.420	1.755	2.022	15,2%	-6,5%
<b>Net debt</b>	<b>38.158</b>	<b>42.833</b>	<b>44.966</b>	<b>42.389</b>	<b>40.911</b>	<b>-3,5%</b>	<b>7,2%</b>

# Maturity profile - well balanced redemptions.

Bonds, Medium Term Notes (MTN) and Schuldscheindarlehen maturities as of December 31, 2009.



- Total € 4.4 bn bond maturities in 2010
- Sufficient unused bilateral credit lines
- Funding done in 2009: € 5.3 bn
  - EUR Bond: € 2.0 bn
  - USD Bond: € 1.1 bn
  - MTNs in EUR, GBP, CHF: € 2.0 bn
  - Schuldscheindarlehen: € 0.2 bn

\*Thereof OTE maturities (in € bn):

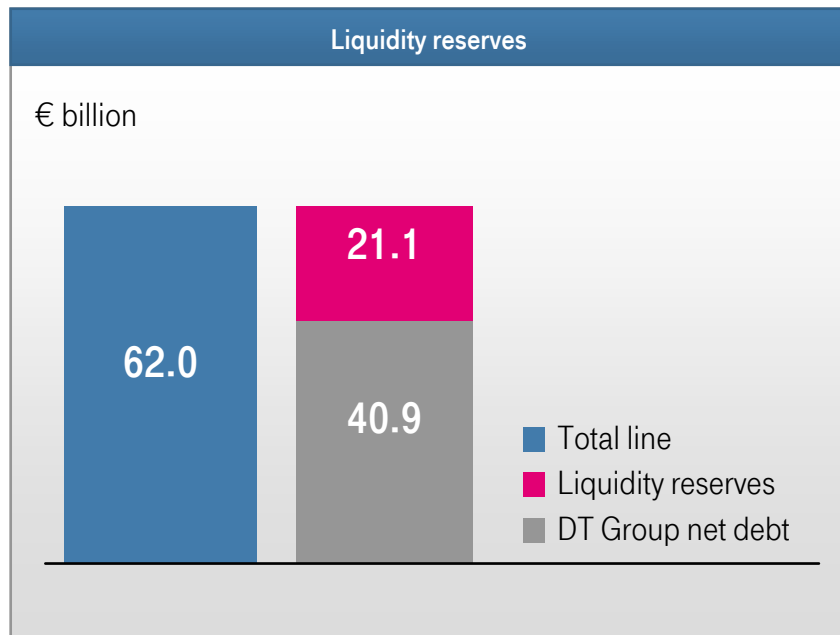
- 2011: 2.1
- 2013: 1.3
- 2015: 0.6
- 2016: 0.9

**Current  
Rating**

**Moody 's:** Baa1, stable outlook (long term) and P-2 (short term)  
**S&P :** BBB+, stable outlook (long term) and A-2 (short term)  
**Fitch :** BBB+ , stable outlook (long term) and F2 (short term)  
**R&I:** A, stable outlook (long term)

# DT Group.

## Liquidity reserves as of December 31, 2009 - Strong cushion.



- 24 bilateral credit facilities of €600 million each adding up to €14.4 billion.
- Loan terms insure quality of our liquidity reserve
  - No financial covenants,
  - No MAC Clause,
  - No rating trigger.
- Average time to maturity of credit lines as per December 31, 2009: 2.2 years.
- OTE: €350 million undrawn syndicated credit facility. Maturing from 2010 to 2012 with the majority in 2012.

## Free cash flow.

millions of €	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Net profit (loss)	-730	-1.124	521	959	-3	99,6%	1.483	353	-76,2%
Profit (loss) attributable to minority interests	66	200	75	186	59	-10,6%	541	520	-3,9%
<b>Profit (loss) after income taxes</b>	<b>-664</b>	<b>-924</b>	<b>596</b>	<b>1.145</b>	<b>56</b>	<b>n.a.</b>	<b>2.024</b>	<b>873</b>	<b>-56,9%</b>
Depreciation, amortization and impairment	3.039	4.698	3.015	2.896	3.285	-8,1%	10.975	13.894	26,6%
Income tax expense (benefit)	-31	426	401	551	404	n.a.	1.428	1.782	24,8%
Interest expense and interest income	589	632	635	668	620	-5,3%	2.487	2.555	2,7%
Other financial (income) expense	203	115	389	141	181	10,8%	713	826	-15,8%
Share of (profit) loss of associates and joint ventures accounted for using the equity method	464	-5	-9	-7	-3	n.a.	388	-24	n.a.
Profit on the disposal of fully consolidated	-4	-17	-6	0	-3	n.a.	-455	-26	n.a.
Other non-cash transactions	-103	-83	-17	-48	-82	20,4%	-147	-230	56,5%
Profit on the disposal of intangible assets and property, plant and equipment	29	18	15	3	15	n.a.	70	51	-27,1%
Change in assets carried as working capital	109	-292	306	1.098	824	n.a.	286	1.936	n.a.
Change in provisions	914	-377	-814	53	247	-73,0%	493	-891	n.a.
Change in other liabilities carried as working	231	-472	-169	-232	-945	n.a.	-130	-1.818	n.a.
Income taxes received (paid)	-145	-288	-211	-248	-181	-24,8%	-520	-928	78,5%
Dividends received	-32	0	7	9	13	n.a.	13	29	n.a.
Net payments from entering into or canceling interest rate swaps <sup>1</sup>	0	165	77	0	0	n.a.	0	242	n.a.
<b>Cash generated from operations</b>	<b>4.599</b>	<b>3.596</b>	<b>4.215</b>	<b>6.029</b>	<b>4.431</b>	<b>-3,7%</b>	<b>17.625</b>	<b>18.271</b>	<b>3,7%</b>
Interest received (paid)	-529	-630	-703	-686	-457	13,6%	-2.257	-2.476	9,7%
<b>Net cash from operating activities</b>	<b>4.070</b>	<b>2.966</b>	<b>3.512</b>	<b>5.343</b>	<b>3.974</b>	<b>9,9%</b>	<b>15.368</b>	<b>15.795</b>	<b>2,8%</b>
Net cash outflows for investments in (proceeds from disposal of)	-2.825	-2.550	-2.108	-2.057	-2.111	54,6%	-8.335	-8.826	5,9%
intangible assets	-775	-281	-385	-416	-509	35,6%	-1.765	-1.591	-9,9%
property, plant and equipment	-2.050	-2.269	-1.723	-1.641	-1.602	19,0%	-6.570	-7.235	10,1%
Adjustment <sup>1</sup>	0	0	0	0	0	n.a.	0	0	n.a.
<b>Free cash flow [before dividend]</b>	<b>1.245</b>	<b>416</b>	<b>1.404</b>	<b>3.286</b>	<b>1.863</b>	<b>-89,5%</b>	<b>7.033</b>	<b>6.969</b>	<b>-0,9%</b>

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

# DT Group.

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

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Germany	1.195	800	684	771	<b>903</b>	-24,4%	3.038	<b>3.158</b>	3,9%
USA	743	865	785	552	<b>464</b>	-37,6%	2.540	<b>2.666</b>	5,0%
Europe	438	368	142	149	<b>220</b>	-49,8%	1.152	<b>879</b>	-23,7%
SEE	288	380	383	413	<b>434</b>	50,7%	865	<b>1.610</b>	86,1%
Systems Solutions	212	161	171	144	<b>205</b>	-3,3%	823	<b>681</b>	-17,3%
GHS	158	98	105	126	<b>120</b>	-24,1%	426	<b>449</b>	5,4%
Consolidation	-93	-61	-59	-24	<b>-97</b>	-4,3%	-137	<b>-241</b>	-75,9%
<b>Group</b>	<b>2.941</b>	<b>2.611</b>	<b>2.211</b>	<b>2.131</b>	<b>2.249</b>	<b>-23,5%</b>	<b>8.707</b>	<b>9.202</b>	<b>5,7%</b>

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

million <sup>1</sup>	Q4/09	Q1/09	Q2/09	Q3/09	Q4/09	Delta q.o.q.		Delta y.o.y.	
						abs.	%	abs.	%
<b>Broadband retail lines (end of period)</b>	<b>13,5</b>	<b>14,0</b>	<b>14,4</b>	<b>14,5</b>	<b>15,2</b>	<b>0,7</b>	<b>4,8%</b>	<b>1,7</b>	<b>12,6%</b>
Germany	10,6	11,0	11,2	11,3	<b>11,5</b>	0,2	1,8%	0,9	8,5%
SEE <sup>3</sup>	3,1	3,1	3,2	3,4	<b>3,7</b>	0,3	8,8%	0,6	19,4%
Hungary	0,6	0,6	0,6	0,6	<b>0,6</b>	0,0	0,0%	0,0	0,0%
Croatia	0,5	0,5	0,5	0,5	<b>0,6</b>	0,1	20,0%	0,1	20,0%
Slovakia	0,3	0,3	0,3	0,3	<b>0,4</b>	0,1	33,3%	0,1	33,3%
Greece	0,9	0,9	1,0	1,0	<b>1,1</b>	0,1	10,0%	0,2	22,2%
Romania	0,7	0,7	0,7	0,8	<b>0,8</b>	0,0	0,0%	0,1	14,3%
others	0,1	0,1	0,1	0,2	<b>0,2</b>	0,0	0,0%	0,1	100,0%
<b>Fixed network lines (end of period) <sup>4</sup></b>	<b>40,6</b>	<b>39,8</b>	<b>39,1</b>	<b>38,3</b>	<b>38,1</b>	<b>-0,2</b>	<b>-0,5%</b>	<b>-2,5</b>	<b>-6,2%</b>
Germany	28,3	27,7	27,2	26,7	<b>26,2</b>	-0,5	-1,9%	-2,1	-7,4%
SEE <sup>3</sup>	12,9	12,7	12,3	12,1	<b>11,9</b>	-0,2	-1,7%	-1,0	-7,8%
Hungary	2,0	2,0	1,9	1,9	<b>1,8</b>	-0,1	-5,3%	-0,2	-10,0%
Croatia	1,6	1,5	1,5	1,5	<b>1,5</b>	0,0	0,0%	-0,1	-6,3%
Slovakia	1,1	1,1	1,1	1,1	<b>1,1</b>	0,0	0,0%	0,0	0,0%
Greece	4,6	4,5	4,4	4,3	<b>4,2</b>	-0,1	-2,3%	-0,4	-8,7%
Romania	3,0	3,0	2,9	2,8	<b>2,8</b>	0,0	0,0%	-0,2	-6,7%
others	0,6	0,6	0,5	0,5	<b>0,5</b>	0,0	0,0%	-0,1	-16,7%
<b>Mobile subscribers (end of period)</b>	<b>146,4</b>	<b>147,2</b>	<b>148,6</b>	<b>149,7</b>	<b>151,7</b>	<b>2,0</b>	<b>1,3%</b>	<b>5,3</b>	<b>3,6%</b>
Germany	39,1	39,0	39,1	39,3	<b>39,1</b>	-0,2	-0,5%	0,0	0,0%
USA <sup>5</sup>	32,8	33,2	33,5	33,4	<b>33,8</b>	0,4	1,2%	1,0	3,0%
Europe	44,2	44,0	44,3	44,4	<b>44,2</b>	-0,2	-0,5%	0,0	0,0%
United Kingdom <sup>6</sup>	16,8	16,7	16,6	16,6	<b>17,2</b>	0,6	3,6%	0,4	2,4%
Poland	13,3	13,3	13,4	13,5	<b>13,5</b>	0,0	0,0%	0,2	1,5%
Austria	3,4	3,4	3,4	3,4	<b>3,4</b>	0,0	0,0%	0,0	0,0%
Czech Republic	5,4	5,4	5,4	5,5	<b>5,5</b>	0,0	0,0%	0,1	1,9%
Netherlands	5,3	5,2	5,4	5,5	<b>4,6</b>	-0,9	-16,4%	-0,7	-13,2%
SEE	31,6	32,3	33,0	33,7	<b>34,6</b>	0,9	2,7%	3,0	9,5%
Hungary	5,4	5,3	5,3	5,2	<b>5,1</b>	-0,1	-1,9%	-0,3	-5,6%
Croatia	2,7	2,8	2,9	2,9	<b>2,9</b>	0,0	0,0%	0,2	7,4%
Slovakia	2,3	2,3	2,3	2,3	<b>2,4</b>	0,1	4,3%	0,1	4,3%
Macedonia	1,4	1,4	1,4	1,4	<b>1,4</b>	0,0	0,0%	0,0	0,0%
Montenegro	0,5	0,5	0,6	0,6	<b>0,5</b>	-0,1	-16,7%	0,0	0,0%
Greece <sup>7</sup>	7,9	8,4	8,8	9,1	<b>9,2</b>	0,1	1,1%	1,3	16,5%
Bulgaria <sup>7</sup>	4,1	4,0	4,0	4,0	<b>3,9</b>	-0,1	-2,5%	-0,2	-4,9%
Romania <sup>7</sup>	5,9	6,1	6,3	6,6	<b>7,3</b>	0,7	10,6%	1,4	23,7%
Albania <sup>7</sup>	1,4	1,4	1,5	1,8	<b>1,9</b>	0,1	5,6%	0,5	35,7%

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 Access 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 Southern and Eastern Europe (SEE) includes CEE with T-Hrvatski Telekom, Slovak Telekom and Magyar Telekom including subsidiaries MakTel and Crnogorski Telekom and also OTE Greece and Romtelecom. OTE Greece and Romtelecom is newly consolidated from February 1, 2009. Prior-year figures have been adjusted pro forma accordingly.

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

5 Customers of SunCom (fully consolidated within T-Mobile USA since 22/02/08 are included in all periods.

6 Including Virgin Mobile

7 Former Cosmote Group customers in 2008 are displayed pro forma.



# DT Group.

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

End of period	31/12/08	31/03/09	30/06/09	30/09/09	31/12/09	Delta q.o.q.		Delta y.o.y.	
						abs.	%	abs.	%
Germany	85.637	86.179	84.821	84.033	81.336	-2.697	-3,2	-4.301	-5,0
USA	38.031	37.882	38.330	37.995	40.697	2.702	7,1	2.666	7,0
SEE	20.885	54.622	54.198	53.424	53.532	108	0,2	32.647	n.a.
Europe	18.255	18.313	18.249	17.919	17.631	-288	-1,6	-624	-3,4
Systems Solutions	45.862	44.419	45.770	45.895	46.021	126	0,3	159	0,3
GHS	19.077	19.383	20.005	20.707	20.703	-4	0,0	1.626	8,5
of which Vivento <sup>2</sup>	8.200	8.400	8.700	9.400	9.600	200	2,1	1.400	17,1
<b>DT Group</b>	<b>227.747</b>	<b>260.798</b>	<b>261.373</b>	<b>259.973</b>	<b>259.920</b>	<b>-53</b>	<b>0,0</b>	<b>32.173</b>	<b>14,1</b>
of which: Domestic	131.713	131.312	130.452	130.429	127.487	-2.942	-2,3	-4.226	-3,2
of which: International	96.034	129.486	130.921	129.544	132.433	2.889	2,2	36.399	37,9
of which: Civil servants	32.113	31.870	31.383	30.596	29.188	-1.408	-4,6	-2.925	-9,1

Average	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	Delta y.o.y.		FY/08	FY/09	Delta y.o.y.	
						abs.	%			abs.	%
Germany	87.178	86.086	85.142	84.369	82.737	-4.441	-5,1	89.961	84.584	-5.377	-6,0
USA	37.381	37.720	37.863	37.996	39.347	1.966	5,3	36.076	38.231	2.155	6,0
SEE	20.956	43.348	54.242	53.593	53.506	32.550	n.a.	21.229	51.172	29.943	n.a.
Europe	18.152	18.277	18.355	18.114	17.673	-479	-2,6	17.945	18.105	160	0,9
Systems Solutions	46.053	44.449	44.863	45.877	46.122	69	0,1	46.095	51.172	5.077	11,0
GHS	19.571	19.445	19.915	20.548	20.815	1.244	6,4	23.581	20.181	-3.400	-14,4
of which Vivento <sup>2</sup>	8.400	8.500	8.600	9.300	9.700	1.300	15,5	8.400	9.000	600	7,1
<b>DT Group</b>	<b>229.291</b>	<b>249.325</b>	<b>260.380</b>	<b>260.497</b>	<b>260.200</b>	<b>30.909</b>	<b>13,5</b>	<b>234.887</b>	<b>257.601</b>	<b>22.714</b>	<b>9,7</b>
of which: Civil servants	32.647	32.009	31.645	31.085	29.899	-2.748	-8,4	33.851	31.141	-2.710	-8,0

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

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

# Germany.

## Financials.

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	%	FY/08	FY/09	%
<b>Total revenue<sup>1</sup></b>	<b>6.608</b>	<b>6.331</b>	<b>6.220</b>	<b>6.471</b>	<b>6.438</b>	<b>-2,6%</b>	<b>26.400</b>	<b>25.460</b>	<b>-3,6%</b>
of which Fixed Network <sup>1</sup>	4.987	4.724	4.628	4.711	4.710	-5,6%	19.782	18.773	-5,1%
of which Mobile	2.007	1.952	1.947	2.109	2.101	4,7%	8.069	8.109	0,5%
<b>Net revenue</b>	<b>6.171</b>	<b>5.969</b>	<b>5.851</b>	<b>6.008</b>	<b>6.022</b>	<b>-2,4%</b>	<b>24.754</b>	<b>23.850</b>	<b>-3,7%</b>
<b>Adjusted EBITDA<sup>2</sup></b>	<b>2.269</b>	<b>2.363</b>	<b>2.381</b>	<b>2.523</b>	<b>2.340</b>	<b>3,1%</b>	<b>9.764</b>	<b>9.607</b>	<b>-1,6%</b>
of which Fixed Network	1.499	1.609	1.582	1.604	1.452	-3,1%	6.400	6.247	-2,4%
of which Mobile	771	761	798	920	894	16,0%	3.364	3.373	0,3%
<b>Adjusted EBITDA margin</b>	<b>34,3%</b>	<b>37,3%</b>	<b>38,3%</b>	<b>39,0%</b>	<b>36,3%</b>	<b>2,0%p</b>	<b>37,0%</b>	<b>37,7%</b>	<b>0,7%p</b>
of which Fixed Network	30,1%	34,1%	34,2%	34,0%	30,8%	0,7%p	32,4%	33,3%	0,9%p
of which Mobile	38,4%	39,0%	41,0%	43,6%	42,6%	4,2%p	41,7%	41,6%	-0,1%p
Adjusted Depreciation, amortization and impairment losses	-1.046	-1.016	-1.078	-1.037	-1.058	1,1%	-4.167	-4.189	0,5%
<b>Adjusted Operating results = Adj. EBIT</b>	<b>1.223</b>	<b>1.347</b>	<b>1.303</b>	<b>1.486</b>	<b>1.282</b>	<b>4,8%</b>	<b>5.597</b>	<b>5.418</b>	<b>-3,2%</b>
of which Fixed Network	723	850	777	842	671	-7,2%	3.338	3.140	-5,9%
of which Mobile	501	504	526	644	617	23,2%	2.259	2.291	1,4%
<b>Cash Capex</b>	<b>1.195</b>	<b>800</b>	<b>684</b>	<b>771</b>	<b>903</b>	<b>-24,4%</b>	<b>3.038</b>	<b>3.158</b>	<b>3,9%</b>
of which Fixed Network	1.005	683	588	681	772	-23,2%	2.596	2.724	4,9%
of which Mobile	189	122	96	107	136	-28,0%	442	461	4,3%
<b>Adjusted Cash Contribution<sup>3</sup></b>	<b>1.074</b>	<b>1.563</b>	<b>1.697</b>	<b>1.752</b>	<b>1.437</b>	<b>33,8%</b>	<b>6.726</b>	<b>6.449</b>	<b>-4,1%</b>
of which Fixed Network	494	926	994	923	680	37,7%	3.804	3.523	-7,4%
of which Mobile	582	639	702	813	758	30,2%	2.922	2.912	-0,3%

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

2 Deutsche Telekom defines EBITDA as profit/loss from operations excluding depreciation, amortization and impairment losses. For a detailed explanation of the special factors affecting EBITDA, adjusted EBITDA, and the adjusted EBITDA margin, please refer to "Reconciliation of pro forma figures" in the Interim Report.

3 Defined as adjusted EBITDA minus Cash Cap

The operating segment Germany includes the unconsolidated fixed and mobile business without taking into consideration consolidation effects at operating segment level. Effective July 1, 2009. All prior year figures have been adjusted for better comparability. Shown Fixed Network Figures incl. PASM (Power and Air Condition Solution Management GmbH & Co. KG) without Global Network and Carrier Services International. Effective July 1, 2009.

# Germany.

## Financials (unadjusted).

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	%	FY/08	FY/09	%
<b>Total revenue</b>	<b>6.608</b>	<b>6.331</b>	<b>6.220</b>	<b>6.471</b>	<b>6.401</b>	<b>-3,1%</b>	<b>26.400</b>	<b>25.423</b>	<b>-3,7%</b>
of which Fixed Network	4.987	4.724	4.628	4.711	4.673	-6,3%	19.782	18.736	-5,3%
of which Mobile	2.007	1.952	1.947	2.109	2.101	4,7%	8.069	8.109	0,5%
<b>Net revenue</b>	<b>6.171</b>	<b>5.969</b>	<b>5.851</b>	<b>6.008</b>	<b>5.985</b>	<b>-3,0%</b>	<b>24.754</b>	<b>23.813</b>	<b>-3,8%</b>
<b>EBITDA<sup>1</sup></b>	<b>1.643</b>	<b>2.341</b>	<b>2.359</b>	<b>2.446</b>	<b>2.112</b>	<b>28,5%</b>	<b>8.804</b>	<b>9.258</b>	<b>5,2%</b>
of which Fixed Network	878	1.587	1.558	1.527	1.252	42,6%	5.444	5.924	8,8%
of which Mobile	766	761	800	920	866	13,1%	3.360	3.347	-0,4%
<b>EBITDA margin</b>	<b>24,9%</b>	<b>37,0%</b>	<b>37,9%</b>	<b>37,8%</b>	<b>33,0%</b>	<b>8,1%<sup>op</sup></b>	<b>33,3%</b>	<b>36,4%</b>	<b>3,1%<sup>op</sup></b>
of which Fixed Network	17,6%	33,6%	33,7%	32,4%	26,8%	9,2% <sup>op</sup>	27,5%	31,6%	4,1% <sup>op</sup>
of which Mobile	38,2%	39,0%	41,1%	43,6%	41,2%	3,0% <sup>op</sup>	41,6%	41,3%	-0,3% <sup>op</sup>
Depreciation, amortization and impairment losses	-1.059	-1.016	-1.085	-1.037	-1.058	-0,1%	-4.180	-4.196	0,4%
<b>Operating results = EBIT</b>	<b>584</b>	<b>1.325</b>	<b>1.274</b>	<b>1.409</b>	<b>1.054</b>	<b>80,5%</b>	<b>4.624</b>	<b>5.062</b>	<b>9,5%</b>
of which Fixed Network	89	828	746	765	471	429,2%	2.369	2.810	18,6%
of which Mobile	496	504	528	644	589	18,8%	2.255	2.265	0,4%
<b>Cash Capex</b>	<b>1.195</b>	<b>800</b>	<b>684</b>	<b>771</b>	<b>903</b>	<b>-24,4%</b>	<b>3.038</b>	<b>3.158</b>	<b>3,9%</b>
of which Fixed Network	1.005	683	588	681	772	-23,2%	2.596	2.724	4,9%
of which Mobile	189	122	96	107	136	-28,0%	442	461	4,3%
<b>Cash Contribution<sup>2</sup></b>	<b>448</b>	<b>1.541</b>	<b>1.675</b>	<b>1.675</b>	<b>1.209</b>	<b>169,9%</b>	<b>5.766</b>	<b>6.100</b>	<b>5,8%</b>
of which Fixed Network	-127	904	970	846	480	-478,0%	2.848	3.200	12,4%
of which Mobile	577	639	704	813	730	26,5%	2.918	2.886	-1,1%

<sup>1</sup> Deutsche Telekom defines EBITDA as profit/loss from operations excluding depreciation, amortization and impairment losses. For a detailed explanation of the special factors affecting EBITDA, adjusted EBITDA, and the adjusted EBITDA margin, please refer to "Reconciliation of pro forma figures" in the Interim Report.

<sup>2</sup> Defined as adjusted EBITDA minus Cash Capex.

The operating segment Germany includes the unconsolidated fixed and mobile business without taking into consideration consolidation effects at operating segment level. Effective July 1, 2009. All prior year figures have been adjusted for better comparability. Shown Fixed Network Figures incl. PASM (Power and Air Condition Solution Management GmbH & Co. KG) without Global Network and Carrier Services International. Effective July 1, 2009.

# Germany.

## Operational.

		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %		
<b>Fixed Network (end of period)</b>												
fixed network access lines <sup>1</sup>	('000)	28.301	27.699	27.226	26.653	26.236	-7,3%	28.301	26.236	-7,3%	1 Access lines in operation excluding lines for internal use and public telecommunications; including IP-based access lines.	
broadband retail access lines <sup>1</sup>	('000)	10.594	10.984	11.229	11.301	11.477	8,3%	10.594	11.477	8,3%		
IPTV <sup>2</sup>	('000)	352	448	561	678	806	n.a.	352	806	n.a.		2 Internet Protocol Television incl. VoD. A system whereby a digital television service is delivered using the Internet Protocol.
Wholesale bundled access lines <sup>3</sup>	('000)	2.537	2.209	1.952	1.752	1.621	-36,1%	2.537	1.621	-36,1%		
ULLs <sup>4</sup>	('000)	8.270	8.606	8.742	8.914	9.093	10,0%	8.270	9.093	10,0%		3 Definition Wholesale bundled access lines: sale of broadband lines based on DSL technology to alternative providers outside the Deutsche Telekom Group e.g. IP BSA shared. In the case of IP bitstream access (IP-BSA) Deutsche Telekom rents DSL lines to the competitor and transports the datastream carried over the line.
Wholesale unbundled access lines	('000)	206	316	425	517	600	n.a.	206	600	n.a.		
<b>Mobile (end of period)</b>												
Customers <sup>6,7</sup>	('000)	39.101	38.984	39.103	39.330	39.136	0,1%	39.101	39.136	0,1%	4 Definition Unbundled local loop lines: Deutsche Telekom wholesale services that can be rent by other telecommunications operators without upstream technical equipment in order to offer their own customers a telephone or DSL line.	
contract <sup>8</sup>	('000)	17.009	16.953	17.020	17.140	17.202	1,1%	17.009	17.202	1,1%		
prepaid <sup>7</sup>	('000)	22.093	22.031	22.083	22.190	21.933	-0,7%	22.093	21.933	-0,7%		
<b>Mobile KPI</b>												
Service revenue <sup>9</sup>	€ million)	1.751	1.722	1.733	1.798	1.755	0,2%	7.045	7.008	-0,5%	5 Definition Wholesale unbundled access lines: Wholesale product not bundled with a PSTN line. Allows competitors to offer an all-IP product range, e.g. IP BSA Stand Alone.	
average monthly churn <sup>7,10</sup>	(%)	1,6%	1,6%	1,3%	1,3%	1,6%	0,0%p	1,0%	1,5%	0,5%p		
- contract <sup>10</sup>	(%)	1,3%	1,5%	1,1%	1,0%	1,1%	-0,2%p	1,1%	1,2%	0,1%p		
SAC per gross add	(€)	107	101	93	103	99	-7,5%	99	99	0,0%		
- contract	(€)	198	199	217	228	220	11,1%	184	215	16,8%		
- prepay	(€)	28	15	19	19	13	-53,6%	28	17	-39,3%		
SRC per retained customer	(€)	121	145	172	170	163	34,7%	133	162	21,8%		
ARPU	(€)	15	15	15	15	15	0,0%	15	15	0,0%		
- contract	(€)	30	29	29	30	30	0,0%	31	30	-3,2%		
- prepay	(€)	4	4	4	4	4	0,0%	4	4	0,0%		
non-voice % of ARPU	(%)	24%	25%	25%	27%	28%	4%p	22%	26%	4%p		
MOU per customer <sup>11</sup>	(min)	67	67	69	71	73	9,0%	65	70	7,7%		
- contract <sup>11</sup>	(min)	132	131	136	140	144	9,1%	130	138	6,2%		

6 One mobile communications card corresponds to one customer. 7 On the basis of different rulings on the expiry of prepaid credit and the limited validity of prepaid cards, T-Mobile Deutschland changed its terms of contract and thus also its deactivation policy in the first quarter of 2007 in favor of its prepay customers. These customers can now use their prepaid credit longer than before. As a result of the change in the terms of contract, prepaid contracts no longer end automatically, but run for an unlimited duration and can be terminated by the customer at any time by T-Mobile with one month's notice. T-Mobile Deutschland reserves the right to make use of this right of termination and to deactivate card in the systems. 8 One-off effect Q1/09: -100 thousand deactivated contract customers. 9 Service revenue comprise revenues generated by customers for services (i.e. voice services, including incoming and outgoing calls, and data services) plus roaming revenues, monthly charges and revenues from visitor roaming. 10 One-off effects of -240 thousand in Q1/09: technical churn increase of -140 thousand due to reallocation between customer segments (with no impact on Net Adds or customer base) and additionally one-off effect of -100 thousand deactivations (according to footnote 8). 11 Minutes of use are calculated as actually used time by the customer and not as billed minutes. Consequently displayed figures are not strictly comparable to competitors.

# USA.

## Financials.

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	4.341	4.137	3.918	3.758	3.658	-15,7%	14.957	15.471	3,4%
Net revenue	4.336	4.133	3.914	3.755	3.655	-15,7%	14.942	15.457	3,4%
Service Revenue	3.629	3.570	3.415	3.233	3.119	-14,1%	12.813	13.337	4,1%
Adj. EBITDA <sup>1</sup>	1.206	1.061	1.176	1.089	935	-22,5%	4.240	4.261	0,5%
Adj. EBITDA margin (total revenues)	27,8%	25,6%	30,0%	29,0%	25,6%	-2,2% <sub>op</sub>	28,3%	27,5%	-0,8% <sub>op</sub>
Adj. EBITDA margin (ARPU revenues)	33,2%	29,7%	34,4%	33,7%	30,0%	-3,2% <sub>op</sub>	33,1%	32,0%	-1,1% <sub>op</sub>
Adj. Depreciation and amortization	-547	-531	-522	-494	-481	12,1%	-1.884	-2.028	-7,6%
Adj. Profit (loss) from operations = Adj. EBIT	659	530	654	595	454	-31,1%	2.356	2.233	-5,2%
Cash Capex	743	865	785	552	464	-37,6%	2.540	2.666	5,0%
Cash Contribution <sup>2</sup>	463	196	391	537	471	1,7%	1.700	1.595	-6,2%
Adj. Cash Capex <sup>3</sup>	726	860	775	545	461	-36,5%	2.469	2.641	7,0%
Adj. Cash Contribution <sup>3,4,5</sup>	480	201	401	544	474	-1,3%	1.771	1.620	-8,5%

## Reported.

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
EBITDA	1.190	1.061	1.176	1.089	935	-21,4%	4.183	4.261	1,9%
EBITDA margin	27,4%	25,6%	30,0%	29,0%	25,6%	-1,8% <sub>op</sub>	28,0%	27,5%	-0,5% <sub>op</sub>
Depreciation and amortization	-547	-531	-522	-494	-481	12,1%	-1.884	-2.028	-7,6%
Profit (loss) from operations = EBIT	643	530	654	595	454	-29,4%	2.299	2.233	-2,9%
Cash Capex	743	865	785	552	464	-37,6%	2.540	2.666	5,0%
Cash Contribution	463	196	391	537	471	1,7%	1.700	1.595	-6,2%

1 Excluding special factors affecting EBITDA €3mn in Q1/08, €27mn in Q2/08, €39mn in Q3/08, €85mn in Q4/08 and €6mn in Q1/09.

2 Defined as adj. EBITDA minus Cash Capex.

3 Adjusted by excluding €19mn microwave clearing costs in Q1/08, €13mn in Q2/08, €22mn in Q3/08, €17mn in Q4/08, €5mn in Q1/09, €10mn in Q2/09 and €8mn in Q3/09.

4 Defined as adj. EBITDA minus adj. Cash Capex.

5 Excluding special influences affecting EBIT €1403mn in 2008 (thereof €154mn resulting from EBITDA) and €1.809mn in Q1/2009 (thereof €6mn resulting from EBITDA).

## Operational.

		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Customers (end of period) <sup>1</sup>	('000)	32.758	33.173	33.497	33.420	33.790	3,2%	32.758	33.790	3,2%
- Contract	('000)	26.806	26.966	27.022	26.882	26.765	-0,2%	26.806	26.765	-0,2%
- Prepay	('000)	5.952	6.207	6.475	6.538	7.026	18,0%	5.952	7.026	18,0%
Net adds	('000)	621	415	325	-77	371	-40,3%	2.940	1.033	-64,9%
- Contract	('000)	267	160	56	-140	-117	n.a.	1.818	-42	n.a.
- Prepay	('000)	355	255	268	63	488	37,7%	1.122	1.074	-4,3%
Average monthly churn	(%)	3,3%	3,1%	3,1%	3,4%	3,3%	0,0%p	2,9%	3,2%	0,3%p
- Contract	(%)	2,4%	2,3%	2,2%	2,4%	2,5%	0,1%p	2,1%	2,3%	0,2%p
		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenues	million)	4.341	4.137	3.918	3.758	3.658	-15,7%	14.957	15.471	3,4%
Service revenue	million)	3.629	3.570	3.415	3.233	3.119	-14,1%	12.813	13.337	4,1%
Adj. EBITDA <sup>2</sup>	million)	1.206	1.061	1.176	1.089	935	-22,5%	4.240	4.261	0,5%
Adj. EBITDA margin (total rev.)	(%)	27,8%	25,6%	30,0%	29,0%	25,6%	-2,2%p	28,3%	27,5%	-0,8%p
Adj. EBITDA margin (ARPU rev.)	(%)	33,2%	29,7%	34,4%	33,7%	30,0%	-3,2%p	33,1%	32,0%	-1,1%p
SAC per gross add	(€)	89	98	80	81	97	9,0%	87	89	2,3%
- Contract	(€)	140	162	139	141	187	33,6%	129	158	22,5%
- Prepay	(€)	18	14	12	9	8	-55,6%	22	10	-54,5%
SRC per retained customer	(€)	48	48	37	40	58	20,8%	35	46	31,4%
ARPU	(€)	37	36	34	32	31	-16,2%	34	33	-2,9%
- Contract	(€)	42	41	39	37	36	-14,3%	38	38	0,0%
- Prepay	(€)	17	16	15	13	12	-29,4%	16	14	-12,5%
Non-Voice % of ARPU	(%)	19%	20%	21%	22%	22%	3%p	18%	21%	3%p
MOU per customer <sup>3</sup>	(min)	1.014	1.011	1.016	1.013	993	-2,1%	1.032	1.008	-2,3%
- Contract <sup>3</sup>	(min)	1.132	1.135	1.153	1.160	1.144	1,1%	1.153	1.148	-0,4%
Cash Capex	million)	743	865	785	552	464	-37,6%	2.540	2.666	5,0%
Cash Contribution <sup>4</sup>	million)	463	196	391	537	471	1,7%	1.700	1.595	-6,2%
Adj. Cash Capex <sup>5</sup>	million)	726	860	775	545	461	-36,5%	2.469	2.641	7,0%
Adj. Cash Contribution <sup>2,4,5</sup>	million)	480	201	401	544	474	-1,3%	1.771	1.620	-8,5%

<sup>1</sup> Including SunCom subscribers as of February 22, 2008.

<sup>2</sup> Excluding €4mn restructuring costs SunCom in Q1/08, €16mn in Q2/08, €21mn in Q3/08 and €16mn in Q4/08.

<sup>3</sup> Defined as adj. EBITDA minus Cash Capex.

<sup>4</sup> Adjusted by excluding €19 million microwave clearing costs in Q1/08, €13mn in Q2/08, €22mn in Q3/08, €17mn in Q4/08, €5mn in Q1/09, €10mn in Q2/09 and €8mn in Q3/09 and €3mn in Q4/09.

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

Operational in US-\$.

		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Customers (end of period) <sup>1</sup>		32.758	33.173	33.497	33.420	33.790	3,2%	32.758	33.790	3,2%
- Contract		26.806	26.966	27.022	26.882	26.765	-0,2%	26.806	26.765	-0,2%
- Prepay		5.952	6.207	6.475	6.538	7.026	18,0%	5.952	7.026	18,0%
Net adds		621	415	325	-77	371	-40,3%	2.940	1.033	-64,9%
- Contract		267	160	56	-140	-117	n.a.	1.818	-42	n.a.
- Prepay		355	255	268	63	488	37,7%	1.122	1.074	-4,3%
Average monthly churn		3,3%	3,1%	3,1%	3,4%	3,3%	0,0%p	2,9%	3,2%	0,3%p
- Contract		2,4%	2,3%	2,2%	2,4%	2,5%	0,1%p	2,1%	2,3%	0,2%p
<b>USD</b>										
		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	JSD million)	5.719	5.395	5.339	5.376	5.409	-5,4%	21.876	21.519	-1,6%
Service revenue	JSD million)	4.780	4.655	4.654	4.624	4.611	-3,5%	18.758	18.544	-1,1%
Adj. EBITDA <sup>2</sup>	JSD million)	1.588	1.384	1.602	1.558	1.382	-13,0%	6.208	5.926	-4,5%
Adj. EBITDA margin (total rev.)	JSD million)	27,8%	25,7%	30,0%	29,0%	25,6%	-2,2%p	28,4%	27,5%	-0,9%p
Adj. EBITDA margin (ARPU rev.)	JSD million)	33,2%	29,7%	34,4%	33,7%	30,0%	-3,2%p	33,1%	32,0%	-1,1%p
SAC per gross add	(USD)	118	128	109	116	144	22,0%	127	124	-2,4%
- Contract	(USD)	185	211	190	201	277	49,7%	189	220	16,4%
- Prepay	(USD)	24	18	17	12	12	-50,0%	32	15	-53,1%
SRC per retained customer	(USD)	63	63	50	58	86	36,5%	50	64	28,0%
ARPU	(USD)	49	47	47	46	46	-6,1%	50	46	-8,0%
- Contract	(USD)	55	53	53	53	53	-3,6%	56	53	-5,4%
- Prepay	(USD)	23	21	21	19	18	-21,7%	23	20	-13,0%
Non-Voice % of ARPU	(%)	19%	20%	21%	22%	22%	3%p	18%	21%	3%p
MOU per customer <sup>3</sup>	(min)	1.014	1.011	1.016	1.013	993	-2,1%	1.032	1.008	-2,3%
- Contract <sup>3</sup>	(min)	1.132	1.135	1.153	1.160	1.144	1,1%	1.153	1.148	-0,4%
Cash Capex	JSD million)	979	1.128	1.071	789	685	-30,0%	3.719	3.673	-1,2%
Cash Contribution <sup>4</sup>	JSD million)	609	256	531	769	697	14,4%	2.489	2.253	-9,5%
Adj. Cash Capex <sup>5</sup>	JSD million)	956	1.121	1.057	779	680	-28,9%	3.614	3.637	0,6%
Adj. Cash Contribution <sup>2,4,5</sup>	JSD million)	632	263	545	779	702	11,1%	2.594	2.289	-11,8%

<sup>1</sup> Including SunCom subscribers as of February 22, 2008.

<sup>2</sup> Excluding USD 6 million restructuring costs SunCom in Q1/08, USD 25 million in Q2/08, USD 32 million in Q3/08 and USD 21 million in Q4/08.

<sup>3</sup> MOU restated due to inclusion of minutes generated by Flexpay tariff customers.

<sup>4</sup> Defined as adj. EBITDA minus Cash Capex.

<sup>5</sup> Adjusted by excluding USD 28 million microwave clearing costs in Q1/08, USD 21 million in Q2/08, USD 33 million in Q3/08, USD 23 million in Q4/08, USD 7 million in Q1/09, USD 14 million in Q2/09 and USD 10 million in Q3/09 and USD 5 million in Q4/09.

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

# Europe.

## Financials.

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	2.795	2.436	2.573	2.552	2.473	-11,5%	11.354	10.034	-11,6%
Net revenue	2.656	2.307	2.433	2.405	2.341	-11,9%	10.798	9.486	-12,2%
Service Revenue	2.368	2.057	2.160	2.131	2.065	-12,8%	9.742	8.413	-13,6%
Adj. EBITDA <sup>1</sup>	708	467	683	745	662	-6,5%	2.939	2.557	-13,0%
Adj. EBITDA margin (total revenues)	25,3%	19,2%	26,5%	29,2%	26,8%	1,5%p	25,9%	25,5%	-0,4%p
Adj. EBITDA margin (ARPU revenues)	29,9%	22,7%	31,6%	35,0%	32,0%	2,1%p	30,2%	30,4%	0,2%p
Adj. Depreciation and amortization	-511	-444	-449	-389	-279	45,4%	-2.229	-1.561	30,0%
Adj. Profit (loss) from operations = Adj. EBIT	197	23	234	356	383	94,4%	710	996	40,3%
Adj. Cash Capex <sup>3</sup>	438	368	142	137	220	-49,8%	1.152	867	-24,7%
Adj. Cash Contribution <sup>1,3,4</sup>	270	99	541	608	442	63,7%	1.787	1.690	-5,4%

## Reported.

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
EBITDA	649	461	675	738	632	-2,6%	2.853	2.506	-12,2%
EBITDA margin	23,2%	18,9%	26,2%	28,9%	25,6%	2,4%p	25,1%	25,0%	-0,1%p
Depreciation and amortization	-639	-2.247	-449	-389	-326	49,0%	-2.357	-3.411	-44,7%
Profit (loss) from operations = EBIT <sup>5</sup>	10	-1.786	226	349	306	n.m.	496	-905	n.a.
Cash Capex	438	368	142	149	220	-49,8%	1.152	879	-23,7%
Cash Contribution <sup>6</sup>	211	93	533	589	412	95,3%	1.701	1.627	-4,4%

1 Excluding special influences affecting EBITDA €1mn in Q1/08, €12mn in Q2/08, €16mn in Q3/08, €59mn in Q4/08, €6mn in Q1/09, €8mn in Q2/09, €7mn in Q3/09 and €30mn in Q4/09.

2 Excluding special influences affecting EBIT €214mn in 2008 (thereof €86mn resulting from EBITDA) and €1.901mn in 2009 (thereof €51mn resulting from EBITDA).

3 Excluding €12mn mission payments for GSM licences at Q3/09 T-Mobile NL and T-Mobile CZ..

4 Defined as adj. EBITDA minus adj. Cash Capex.

5 n.a. = "not applicable", n.m. = "not meaningful".

6 Defined as EBITDA minus Cash Capex.



# Europe.

## Customer Summary.

'000	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %
United Kingdom <sup>1</sup>	16.786	16.675	16.588	16.608	17.178	2,3%
Austria	3.402	3.418	3.402	3.387	3.446	1,3%
Czech Republic	5.422	5.411	5.433	5.458	5.464	0,8%
Netherlands <sup>2</sup>	5.309	5.235	5.423	5.474	4.592	-13,5%
PTC	13.273	13.287	13.409	13.482	13.500	1,7%
Total <sup>1,2</sup>	44.192	44.026	44.255	44.409	44.179	0,0%
Contract	17.412	17.633	17.841	17.934	18.119	4,1%
% of total	39,4%	40,1%	40,3%	40,4%	41,0%	1,6%p

1 Incl. Virgin Mobile.

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

# Europe.

## T-Mobile UK.

		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Customers (end of period) <sup>1</sup>	('000)	16.786	16.675	16.588	16.608	17.178	2,3%	16.786	17.178	2,3%
- Contract	('000)	4.056	4.109	4.109	4.070	4.071	0,4%	4.056	4.071	0,4%
- Prepay <sup>1</sup>	('000)	12.730	12.566	12.479	12.538	13.108	3,0%	12.730	13.108	3,0%
Net adds <sup>1,2</sup>	('000)	-16	-111	-87	20	571	n.a.	-526	393	n.a.
- Contract	('000)	43	53	1	-40	1	-97,7%	176	15	-91,5%
- Prepay <sup>1,2</sup>	('000)	-59	-163	-87	59	570	n.a.	-702	378	n.a.
Average monthly churn	(%)	3,2%	3,0%	2,9%	2,5%	2,0%	-1,2%p	3,4%	2,6%	-0,8%p
- Contract	(%)	2,2%	2,4%	2,0%	2,1%	1,9%	-0,3%p	2,1%	2,1%	0,0%p
		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	(€ million)	978	836	886	853	815	-16,7%	4.051	3.390	-16,3%
Service revenue	(€ million)	893	760	811	779	730	-18,3%	3.678	3.080	-16,3%
Adj. EBITDA <sup>3</sup>	(€ million)	242	113	153	181	164	-32,2%	888	611	-31,2%
Adj. EBITDA margin (total rev.)	(%)	24,7%	13,5%	17,3%	21,2%	20,1%	-4,6%p	21,9%	18,0%	-3,9%p
Adj. EBITDA margin (service rev.)	(%)	27,1%	14,9%	18,9%	23,2%	22,5%	-4,6%p	24,1%	19,8%	-4,3%p
SAC per gross add	(€)	80	82	77	61	44	-45,0%	88	65	-26,1%
- Contract	(€)	211	175	182	156	127	-39,8%	206	161	-21,8%
- Prepay	(€)	37	40	42	33	25	-32,4%	50	34	-32,0%
SRC per retained customer	(€)	88	170	167	161	148	68,2%	164	162	-1,2%
ARPU	(€)	25	21	22	21	20	-20,0%	26	21	-19,2%
- Contract	(€)	52	45	48	47	44	-15,4%	55	46	-16,4%
- Prepay	(€)	11	9	9	8	8	-27,3%	11	8	-27,3%
Non-Voice % of ARPU	(%)	22%	24%	24%	25%	27%	5%p	22%	25%	3%p
MOU per customer	(min)	197	192	185	182	180	-8,6%	198	185	-6,6%
- Contract	(min)	410	405	389	387	395	-3,7%	421	394	-6,4%
Cash Capex	(€ million)	188	128	33	38	77	-59,0%	365	276	-24,4%
Cash Contribution <sup>4</sup>	(€ million)	54	-15	120	143	87	61,1%	523	335	-35,9%

1 Including Virgin Mobile.

2 n.a. = "not applicable".

3 Special influences affecting EBITDA: €4mn in Q2/08, €1mn in Q3/08, €3mn in Q2/09, €1mn in Q3/09 and €5mn in Q4/09.

4 Defined as adj. EBITDA minus Cash Capex.

# Europe.

## T-Mobile UK in GBP.

		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Customers (end of period) <sup>1</sup>	('000)	16.786	16.675	16.588	16.608	17.178	2,3%	16.786	17.178	2,3%
- Contract	('000)	4.056	4.109	4.109	4.070	4.071	0,4%	4.056	4.071	0,4%
- Prepay <sup>1</sup>	('000)	12.730	12.566	12.479	12.538	13.108	3,0%	12.730	13.108	3,0%
Net adds <sup>1,2</sup>	('000)	-16	-111	-87	20	571	n.a.	-526	393	n.a.
- Contract	('000)	43	53	1	-40	1	-97,7%	176	15	-91,5%
- Prepay <sup>1,2</sup>	('000)	-59	-163	-87	59	570	n.a.	-702	378	n.a.
Average monthly churn	(%)	3,2%	3,0%	2,9%	2,5%	2,0%	-1,2%p	3,4%	2,6%	-0,8%p
- Contract	(%)	2,2%	2,4%	2,0%	2,1%	1,9%	-0,3%p	2,1%	2,1%	0,0%p
		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	GBP million)	820	760	779	744	737	-10,1%	3.221	3.020	-6,2%
Service revenue	GBP million)	749	691	712	680	661	-11,7%	2.925	2.744	-6,2%
Adj. EBITDA <sup>3</sup>	GBP million)	204	103	134	159	148	-27,5%	708	544	-23,2%
Adj. EBITDA margin (total rev.)	(%)	24,9%	13,5%	17,3%	21,4%	20,1%	-4,8%p	22,0%	18,0%	-4,0%p
Adj. EBITDA margin (service rev.)	(%)	27,2%	14,8%	18,9%	23,4%	22,4%	-4,8%p	24,2%	19,8%	-4,4%p
SAC per gross add	(GBP)	67	74	68	53	40	-40,3%	70	58	-17,1%
- Contract	(GBP)	177	159	160	136	115	-35,0%	165	144	-12,7%
- Prepay	(GBP)	31	36	37	29	23	-25,8%	39	30	-23,1%
SRC per retained customer	(GBP)	73	155	146	140	134	83,6%	129	144	11,6%
ARPU	(GBP)	21	19	20	19	18	-14,3%	20	19	-5,0%
- Contract	(GBP)	44	41	42	41	40	-9,1%	44	41	-6,8%
- Prepay	(GBP)	9	8	8	7	7	-22,2%	9	7	-22,2%
Non-Voice % of ARPU	(%)	22%	24%	24%	25%	27%	5%p	22%	25%	3%p
MOU per customer	(min)	197	192	185	182	180	-8,6%	198	185	-6,6%
- Contract	(min)	410	405	389	387	395	-3,7%	421	394	-6,4%
Cash Capex	GBP million)	156	116	29	33	70	-55,1%	295	248	-15,9%
Cash Contribution <sup>4</sup>	GBP million)	48	-13	105	126	78	62,5%	413	296	-28,3%

1 Including Virgin Mobile.

2 n.a. = "not applicable".

3 Special influences affecting EBITDA: GBP 3mn in Q2/08 and GBP 0,4mn in Q3/08, GBP 3mn in Q2/09, GBP 1mn in Q3/09 and GBP 5mn in Q4/09.

4 Defined as adj. EBITDA minus Cash Capex.

# Europe.

## T-Mobile Netherlands.

		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Customers (end of period) <sup>1</sup>	('000)	5.309	5.235	5.423	5.474	4.592	-13,5%	5.309	4.592	-13,5%
- Contract	('000)	2.259	2.313	2.359	2.384	2.406	6,5%	2.259	2.406	6,5%
- Prepay <sup>1</sup>	('000)	3.049	2.922	3.064	3.090	2.186	-28,3%	3.049	2.186	-28,3%
Net adds <sup>1,2</sup>	('000)	-18	-74	188	51	-883	n.m.	180	-717	n.a.
- Contract	('000)	30	53	46	26	21	-30,0%	169	146	-13,6%
- Prepay <sup>1,2</sup>	('000)	-48	-127	142	26	-904	n.m.	11	-864	n.a.
Average monthly churn <sup>1</sup>	(%)	2,9%	3,4%	1,8%	2,3%	7,9%	5,0%p	2,5%	3,8%	1,3%p
- Contract	(%)	1,8%	1,5%	1,4%	1,6%	1,5%	-0,3%p	1,6%	1,5%	-0,1%p
		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	(€ million)	466	444	465	452	446	-4,3%	1.806	1.807	0,1%
Service revenue	(€ million)	384	372	387	372	381	-0,8%	1.558	1.512	-3,0%
Adj. EBITDA <sup>3</sup>	(€ million)	85	64	103	128	135	58,8%	352	430	22,2%
Adj. EBITDA margin (total rev.)	(%)	18,2%	14,4%	22,2%	28,3%	30,3%	12,1%p	19,5%	23,8%	4,3%p
Adj. EBITDA margin (service rev.)	(%)	22,1%	17,2%	26,6%	34,4%	35,4%	13,3%p	22,6%	28,4%	5,8%p
SAC per gross add	(€)	120	133	109	114	125	4,2%	113	120	6,2%
- Contract	(€)	294	314	270	279	257	-12,6%	286	281	-1,7%
- Prepay	(€)	29	36	33	19	23	-20,7%	27	29	7,4%
SRC per retained customer	(€)	182	188	163	158	138	-24,2%	185	163	-11,9%
ARPU	(€)	24	24	24	23	25	4,2%	25	24	-4,0%
- Contract	(€)	48	46	47	45	46	-4,2%	49	46	-6,1%
- Prepay	(€)	7	6	6	6	6	-14,3%	7	6	-14,3%
Non-Voice % of ARPU	(%)	23%	24%	25%	26%	24%	1%p	23%	25%	2%p
MOU per customer	(min)	110	108	109	108	122	10,9%	115	111	-3,5%
- Contract	(min)	229	221	221	217	234	2,2%	236	224	-5,1%
Cash Capex	(€ million)	40	76	9	23	49	22,5%	188	157	-16,5%
Cash Contribution <sup>4</sup>	(€ million)	45	-12	94	105	86	91,1%	164	273	66,5%

Online (formerly Orange Nederland Breedband B.V.) consolidated in Q2/08 retroactively as of October 1, 2007.

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

2 n.m. = "not meaningful", n.a. = "not applicable".

3 Special influences affecting EBITDA: €7mn in Q2/08, €15mn in Q3/08, €52mn in Q4/08, €6mn in Q1/09, €5mn in Q2/09, €6mn in Q3/09 and €24mn in Q4/09.

4 Defined as adj. EBITDA minus Cash Capex.

# Europe.

## PTC (Poland).

		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Customers (end of period)	('000)	13.273	13.287	13.409	13.482	13.500	1,7%	13.273	13.500	1,7%
- Contract <sup>1</sup>	('000)	6.327	6.363	6.477	6.577	6.656	5,2%	6.327	6.656	5,2%
- Prepay <sup>1</sup>	('000)	6.946	6.924	6.932	6.906	6.844	-1,5%	6.946	6.844	-1,5%
Net adds	('000)	260	14	122	73	17	-93,5%	275	226	-17,8%
- Contract	('000)	283	198	114	99	79	-72,1%	918	491	-46,5%
- Prepay <sup>2</sup>	('000)	-23	-184	8	-26	-62	n.m.	-643	-264	58,9%
Average monthly churn	(%)	2,7%	2,8%	2,6%	2,6%	2,9%	0,2%p	3,1%	2,7%	-0,4%p
- Contract	(%)	0,6%	0,6%	0,7%	0,8%	1,0%	0,4%p	0,6%	0,8%	0,2%p
		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	(€ million)	538	416	440	450	451	-16,2%	2.260	1.757	-22,3%
Service revenue	(€ million)	520	407	421	434	434	-16,5%	2.196	1.696	-22,8%
Adj. EBITDA	(€ million)	165	110	170	175	161	-2,4%	785	616	-21,5%
Adj. EBITDA margin (total rev.)	(%)	30,7%	26,4%	38,6%	38,9%	35,7%	5,0%p	34,7%	35,1%	0,4%p
Adj. EBITDA margin (ARPU rev.)	(%)	31,7%	27,0%	40,4%	40,3%	37,1%	5,4%p	35,7%	36,3%	0,6%p
SAC per gross add	(€)	27	24	15	19	22	-18,5%	27	20	-25,9%
- Contract	(€)	97	96	74	87	86	-11,3%	111	86	-22,5%
- Prepay	(€)	4	3	2	3	3	-25,0%	4	2	-50,0%
SRC per retained customer	(€)	124	114	71	81	71	-42,7%	121	84	-30,6%
ARPU	(€)	13	10	11	11	11	-15,4%	14	11	-21,4%
- Contract	(€)	22	17	17	18	17	-22,7%	24	17	-29,2%
- Prepay	(€)	6	4	4	4	4	-33,3%	6	4	-33,3%
Non-Voice % of ARPU	(%)	19%	22%	25%	23%	26%	7%p	19%	24%	5%p
MOU per customer	(min)	118	116	124	124	126	6,8%	114	122	7,0%
- Contract	(min)	193	192	200	198	201	4,1%	194	198	2,1%
Cash Capex	(€ million)	95	90	55	49	45	-52,7%	346	239	-30,9%
Cash Contribution <sup>3</sup>	(€ million)	70	20	115	126	116	65,7%	439	377	-14,1%

1 2009 starting base changed due to shift of M2M customers from contract to prepaid.

2 n.m. = "not meaningful".

3 Defined as adj. EBITDA minus Cash Capex.

# Europe.

## PTC (Poland) in PLN.

		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Customers (end of period)	('000)	13.273	13.287	13.409	13.482	13.500	1,7%	13.273	13.500	1,7%
- Contract <sup>1</sup>	('000)	6.327	6.363	6.477	6.577	6.656	5,2%	6.327	6.656	5,2%
- Prepay <sup>1</sup>	('000)	6.946	6.924	6.932	6.906	6.844	-1,5%	6.946	6.844	-1,5%
Net adds	('000)	260	14	122	73	17	-93,5%	275	226	-17,8%
- Contract	('000)	283	198	114	99	79	-72,1%	918	491	-46,5%
- Prepay <sup>2</sup>	('000)	-23	-184	8	-26	-62	n.m.	-643	-264	58,9%
Average monthly churn	(%)	2,7%	2,8%	2,6%	2,6%	2,9%	0,2%p	3,1%	2,7%	-0,4%p
- Contract	(%)	0,6%	0,6%	0,7%	0,8%	1,0%	0,4%p	0,6%	0,8%	0,2%p
		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	(PLN million)	2.024	1.873	1.958	1.889	1.882	-7,0%	7.920	7.602	-4,0%
Service revenue	(PLN million)	1.957	1.833	1.874	1.822	1.809	-7,6%	7.694	7.338	-4,6%
Adj. EBITDA	(PLN million)	623	494	758	735	674	8,2%	2.744	2.661	-3,0%
Adj. EBITDA margin (total rev.)	(%)	30,8%	26,4%	38,7%	38,9%	35,8%	5,0%p	34,6%	35,0%	0,4%p
Adj. EBITDA margin (ARPU rev.)	(%)	31,8%	27,0%	40,4%	40,3%	37,3%	5,5%p	35,7%	36,3%	0,6%p
SAC per gross add	(PLN)	102	107	66	82	92	-9,8%	95	87	-8,4%
- Contract	(PLN)	364	431	327	364	361	-0,8%	391	373	-4,6%
- Prepay	(PLN)	14	13	8	11	11	-21,4%	13	10	-23,1%
SRC per retained customer	(PLN)	465	513	315	340	296	-36,3%	427	362	-15,2%
ARPU	(PLN)	50	46	47	45	45	-10,0%	49	46	-6,1%
- Contract	(PLN)	82	77	76	73	72	-12,2%	85	75	-11,8%
- Prepay	(PLN)	21	18	19	18	18	-14,3%	20	19	-5,0%
Non-Voice % of ARPU	(%)	19%	22%	25%	23%	26%	7%p	19%	24%	5%p
MOU per customer	(min)	118	116	124	124	126	6,8%	114	122	7,0%
- Contract	(min)	193	192	200	198	201	4,1%	194	198	2,1%
Cash Capex	(PLN million)	361	404	246	205	186	-48,5%	1.221	1.041	-14,7%
Cash Contribution <sup>3</sup>	(PLN million)	262	90	512	530	488	86,3%	1.523	1.620	6,4%

1 2009 starting base changed due to shift of M2M customers from contract to prepaid.

2 n.m. = "not meaningful".

3 Defined as adj. EBITDA minus Cash Capex.

# Europe.

## T-Mobile Czech Republic.

		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Customers (end of period)	('000)	5.422	5.411	5.433	5.458	5.464	0,8%	5.422	5.464	0,8%
- Contract	('000)	2.499	2.544	2.599	2.630	2.660	6,4%	2.499	2.660	6,4%
- Prepay	('000)	2.922	2.867	2.834	2.828	2.804	-4,0%	2.922	2.804	-4,0%
Net adds	('000)	30	-11	22	25	6	-80,0%	151	43	-71,5%
- Contract	('000)	33	45	55	32	30	-9,1%	272	161	-40,8%
- Prepay <sup>1</sup>	('000)	-2	-55	-33	-6	-24	n.m.	-121	-119	1,7%
Average monthly churn	(%)	1,5%	1,5%	1,2%	1,3%	1,5%	0,0%p	1,4%	1,4%	0,0%p
- Contract	(%)	0,7%	0,6%	0,4%	0,5%	0,5%	-0,2%p	0,5%	0,5%	0,0%p
		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	(€ million)	329	275	310	313	293	-10,9%	1.329	1.191	-10,4%
Service revenue	(€ million)	314	265	300	300	277	-11,8%	1.283	1.142	-11,0%
Adj. EBITDA	(€ million)	143	127	181	165	141	-1,4%	634	614	-3,2%
Adj. EBITDA margin (total rev.)	(%)	43,5%	46,2%	58,4%	52,7%	48,1%	4,6%p	47,7%	51,6%	3,9%p
Adj. EBITDA margin (ARPU rev.)	(%)	45,5%	47,9%	60,3%	55,0%	50,9%	5,4%p	49,4%	53,8%	4,4%p
SAC per gross add	(€)	36	27	35	28	30	-16,7%	37	30	-18,9%
- Contract	(€)	104	71	89	76	78	-25,0%	97	78	-19,6%
- Prepay	(€)	4	1	2	0	1	-75,0%	2	1	-50,0%
SRC per retained customer	(€)	42	32	35	8	18	-57,1%	40	24	-40,0%
ARPU	(€)	19	16	18	18	17	-10,5%	20	18	-10,0%
- Contract	(€)	32	27	30	30	27	-15,6%	34	29	-14,7%
- Prepay	(€)	9	7	8	7	7	-22,2%	9	7	-22,2%
Non-Voice % of ARPU	(%)	22%	23%	21%	23%	23%	1%p	22%	23%	1%p
MOU per customer	(min)	105	105	114	114	119	13,3%	103	113	9,7%
- Contract	(min)	176	176	192	190	198	12,5%	177	189	6,8%
Cash Capex	(€ million)	30	27	20	15	37	23,3%	90	99	10,0%
Cash Contribution <sup>2</sup>	(€ million)	113	100	161	150	104	-8,0%	544	515	-5,3%

1 n.m. = "not meaningful".

2 Defined as adj. EBITDA minus Cash Capex.

# Europe.

## T-Mobile Czech Republic in CZK.

		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Customers (end of period)	('000)	5.422	5.411	5.433	5.458	5.464	0,8%	5.422	5.464	0,8%
- Contract	('000)	2.499	2.544	2.599	2.630	2.660	6,4%	2.499	2.660	6,4%
- Prepay	('000)	2.922	2.867	2.834	2.828	2.804	-4,0%	2.922	2.804	-4,0%
Net adds	('000)	30	-11	22	25	6	-80,0%	151	43	-71,5%
- Contract	('000)	33	45	55	32	30	-9,1%	272	161	-40,8%
- Prepay <sup>1</sup>	('000)	-2	-55	-33	-6	-24	n.m.	-121	-119	1,7%
Average monthly churn	(%)	1,5%	1,5%	1,2%	1,3%	1,5%	0,0%p	1,4%	1,4%	0,0%p
- Contract	(%)	0,7%	0,6%	0,4%	0,5%	0,5%	-0,2%p	0,5%	0,5%	0,0%p
		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	(CZK million)	8.330	7.594	8.283	8.009	7.585	-8,9%	33.140	31.472	-5,0%
Service revenue	(CZK million)	7.978	7.323	7.993	7.691	7.188	-9,9%	31.997	30.196	-5,6%
Adj. EBITDA	(CZK million)	3.625	3.518	4.834	4.218	3.648	0,6%	15.811	16.219	2,6%
Adj. EBITDA margin (total rev.)	(%)	43,5%	46,3%	58,4%	52,7%	48,1%	4,6%p	47,7%	51,5%	3,8%p
Adj. EBITDA margin (ARPU rev.)	(%)	45,4%	48,0%	60,5%	54,8%	50,8%	5,4%p	49,4%	53,7%	4,3%p
SAC per gross add	(CZK)	924	746	936	724	778	-15,8%	924	794	-14,1%
- Contract	(CZK)	2.636	1.949	2.381	1.936	2.018	-23,4%	2.413	2.068	-14,3%
- Prepay	(CZK)	93	29	51	6	35	-62,4%	58	30	-48,3%
SRC per retained customer	(CZK)	1056	890	929	207	463	-56,2%	989	655	-33,8%
ARPU	(CZK)	492	452	492	471	440	-10,6%	500	464	-7,2%
- Contract	(CZK)	811	754	807	779	710	-12,5%	853	762	-10,7%
- Prepay	(CZK)	219	188	207	186	184	-16,0%	217	191	-12,0%
Non-Voice % of ARPU	(%)	22%	23%	21%	23%	23%	1%p	22%	23%	1%p
MOU per customer	(min)	105	105	114	114	119	13,3%	103	113	9,7%
- Contract	(min)	176	176	192	190	198	12,5%	177	189	6,8%
Cash Capex	(CZK million)	779	754	522	395	945	21,3%	2.256	2.616	16,0%
Cash Contribution <sup>2</sup>	(CZK million)	2.846	2.764	4.312	3.823	2.703	-5,0%	13.555	13.603	0,4%

1 n.m. = "not meaningful".

2 Defined as adj. EBITDA minus Cash Capex.



# Europe.

## T-Mobile Austria.

		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Customers (end of period)	('000)	3.402	3.418	3.402	3.387	3.446	1,3%	3.402	3.446	1,3%
- Contract	('000)	2.270	2.305	2.297	2.273	2.326	2,5%	2.270	2.326	2,5%
- Prepay	('000)	1.132	1.113	1.105	1.114	1.119	-1,1%	1.132	1.119	-1,1%
Net adds	('000)	69	16	-16	-15	59	-14,5%	129	43	-66,7%
- Contract	('000)	47	35	-8	-24	53	12,8%	137	56	-59,1%
- Prepay	('000)	22	-19	-8	8	6	-72,7%	-9	-13	-44,4%
Average monthly churn	(%)	1,6%	1,9%	1,8%	1,8%	1,9%	0,3%p	1,8%	1,8%	0,0%p
- Contract	(%)	1,0%	1,0%	1,0%	1,1%	1,0%	0,0%p	1,0%	1,1%	0,1%p
		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	(€ million)	270	267	255	260	256	-5,2%	1.085	1.038	-4,3%
Service revenue	(€ million)	259	256	245	247	241	-6,9%	1.038	989	-4,7%
Adj. EBITDA <sup>1</sup>	(€ million)	80	53	70	82	78	-2,5%	285	283	-0,7%
Adj. EBITDA margin (total rev.)	(%)	29,6%	19,9%	27,5%	31,5%	30,5%	0,9%p	26,3%	27,3%	1,0%p
Adj. EBITDA margin (service rev.)	(%)	30,9%	20,7%	28,6%	33,2%	32,4%	1,5%p	27,5%	28,6%	1,1%p
SAC per gross add	(€)	72	109	78	59	83	15,3%	83	84	1,2%
- Contract	(€)	132	205	183	145	145	9,8%	157	169	7,6%
- Prepay	(€)	6	2	5	5	8	33,3%	7	5	-28,6%
SRC per retained customer	(€)	96	108	99	79	65	-32,3%	94	87	-7,4%
ARPU	(€)	26	25	24	24	24	-7,7%	26	24	-7,7%
- Contract	(€)	34	33	32	32	31	-8,8%	35	32	-8,6%
- Prepay	(€)	9	8	8	7	7	-22,2%	9	8	-11,1%
Non-Voice % of ARPU	(%)	25%	27%	27%	27%	29%	4%p	24%	27%	3%p
MOU per customer	(min)	232	239	236	228	245	5,6%	224	237	5,8%
- Contract	(min)	311	323	316	305	328	5,5%	305	318	4,3%
Cash Capex	(€ million)	71	45	22	20	8	-88,7%	147	95	-35,4%
Cash Contribution <sup>2,3</sup>	(€ million)	9	8	48	62	70	n.m.	138	188	36,2%

1 Special influences affecting EBITDA: €-1mn in Q1/08, €1mn in Q2/08 and €7mn in Q4/08.

2 n.m. = "not meaningful".

3 Defined as adj. EBITDA minus Cash Capex.

# Southern and Eastern Europe.

## Financials (adjusted).

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	1.146	1.964	2.516	2.616	2.589	n.a.	4.645	9.685	n.a.
Net revenue	1.115	1.929	2.472	2.564	2.545	n.a.	4.497	9.510	n.a.
Adj. EBITDA	411	799	1.002	1.089	936	n.a.	2.014	3.826	90,0%
Adj. EBITDA margin	35,9%	40,7%	39,8%	41,6%	36,2%	0,3%p	43,4%	39,5%	-3,9%p
Adj. EBIT (profit from operations)	190	323	403	480	373	96,3%	1.141	1.579	38,4%
Adj. Cash Contribution	123	419	619	676	502	n.a.	1.149	2.216	92,9%

## Financials (unadjusted).

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
EBITDA	377	980	844	1.082	878	n.a.	1.949	3.784	n.a.
EBITDA margin	32,9%	49,9%	33,5%	41,4%	33,9%	1,0%p	42,0%	39,1%	-2,9%p
Depreciation, amortization and impairment losses	-382	-476	-607	-620	-1.044	n.a.	-1.034	-2.747	n.a.
EBIT (profit from operations)	-5	504	237	462	-166	n.a.	915	1.037	n.a.
Cash Capex	288	380	383	413	434	n.a.	865	1.610	n.a.
Cash Contribution	89	600	461	669	444	n.a.	1.084	2.174	n.a.

# Greece.

## Financials.

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	—	655	1.058	1.087	1.099	—	—	3.899	—
of which fixed network	—	411	622	627	651	—	—	2.311	—
of which mobile	—	286	506	532	522	—	—	1.846	—
Adjusted EBITDA	—	239	383	413	412	—	—	1.447	—
of which fixed network	—	126	194	186	214	—	—	720	—
of which mobile	—	99	178	213	184	—	—	674	—
Adjusted EBITDA margin	—	36,5%	36,2%	38,0%	37,5%	—	—	37,1%	—
of which fixed network	—	30,7%	31,2%	29,7%	32,9%	—	—	31,2%	—
of which mobile	—	34,6%	35,2%	40,0%	35,2%	—	—	36,5%	—
Cash Capex	—	80	100	131	155	—	—	466	—
of which fixed network	—	45	65	84	89	—	—	283	—
of which mobile	—	33	31	44	62	—	—	170	—
Cash Contribution	—	159	283	282	257	—	—	981	—
of which fixed network	—	81	129	102	125	—	—	437	—
of which mobile	—	66	147	169	122	—	—	504	—

# Greece.

## Operational.

		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
<b>Fixed Network</b>										
fixed network access lines	('000)	4.579	4.490	4.407	4.349	4.228	-7,7%	4.579	4.228	-7,7%
broadband access lines retail	('000)	864	938	969	1.006	1.060	22,7%	864	1.060	22,7%
IPTV <sup>a</sup>	('000)	0	2	4	10	16	n.a.	0	16	n.a.
Wholesale bundled access lines	('000)	94	76	66	60	53	-43,6%	94	53	-43,6%
ULLs	('000)	589	677	773	834	938	59,3%	589	938	59,3%
Wholesale unbundled access lines	('000)	0	0	0	0	0	—	0	0	—
<b>Mobile</b>										
Customers (end of period) <sup>b</sup>	('000)	7.893	8.412	8.793	9.064	9.218	16,8%	7.893	9.218	16,8%
- contract	('000)	2.214	2.241	2.272	2.260	2.285	3,2%	2.214	2.285	3,2%
- prepaid	('000)	5.679	6.171	6.521	6.804	6.933	22,1%	5.679	6.933	22,1%
Net Adds	('000)	—	386	381	271	154	—	—	1.192	—
- contract	('000)	—	15	31	-12	25	—	—	59	—
- prepaid	('000)	—	371	350	283	129	—	—	1.133	—
Average monthly churn	(%)	—	2,9%	3,1%	3,3%	3,3%	—	—	3,2%	—
- contract	(%)	—	1,9%	1,9%	2,2%	2,0%	—	—	2,0%	—
SAC per gross add	(€)	—	15	18	15	18	—	—	17	—
- contract	(€)	—	117	97	102	102	—	—	103	—
- prepay	(€)	—	1	6	3	3	—	—	4	—
SRC per retained customer	(€)	—	101	101	90	94	—	—	97	—
ARPU	(€)	—	16	17	17	15	—	—	16	—
- contract	(€)	—	41	45	47	43	—	—	44	—
- prepay	(€)	—	6	6	6	6	—	—	6	—
Non-Voice % of ARPU	(%)	—	14%	15%	15%	9%	—	—	13%	—
MOU per customer	(min)	—	190	205	207	203	—	—	203	—
- contract	(min)	—	277	297	300	289	—	—	292	—

<sup>a</sup> incl. VoD

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

# Hungary.

## Financials.

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	482	391	412	437	442	-8,3%	2.006	1.682	-16,2%
of which fixed network	214	184	187	196	195	-8,9%	923	762	-17,4%
of which mobile	272	218	235	253	254	-6,6%	1.117	960	-14,1%
Adjusted EBITDA	172	164	169	189	153	-11,0%	820	675	-17,7%
of which fixed network	82	80	77	79	70	-14,6%	391	306	-21,7%
of which mobile	104	95	104	118	99	-4,8%	481	416	-13,5%
Adjusted EBITDA margin	35,7%	41,9%	41,0%	43,2%	34,6%	-1,1%p	40,9%	40,1%	-0,8%p
of which fixed network	38,3%	43,5%	41,2%	40,3%	35,9%	-2,4%p	42,4%	40,2%	-2,2%p
of which mobile	38,2%	43,6%	44,3%	46,6%	39,0%	0,8%p	43,1%	43,3%	0,2%p
Cash Capex	132	88	88	63	60	-54,5%	396	299	-24,5%
of which fixed network	62	56	51	36	44	-29,0%	195	187	-4,1%
of which mobile	54	30	36	19	10	-81,5%	169	95	-43,8%
Cash Contribution	40	76	81	126	93	n.a.	424	376	-11,3%
of which fixed network	20	24	26	43	26	30,0%	196	119	-39,3%
of which mobile	50	65	68	99	89	78,0%	312	321	2,9%

# Hungary.

## Operational.

		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
<b>Fixed Network</b>										
fixed network access lines	('000)	2.011	1.966	1.918	1.870	1.821	-9,4%	2.011	1.821	-9,4%
broadband access lines retail	('000)	565	585	596	608	628	11,2%	565	628	11,2%
IPTV <sup>a</sup>	('000)	28	38	44	53	68	n.a.	28	68	n.a.
Wholesale bundled access lines	('000)	184	173	163	152	142	-22,8%	184	142	-22,8%
ULLs	('000)	13	13	14	15	17	30,8%	13	17	30,8%
Wholesale unbundled access lines	('000)	13	16	17	18	19	46,2%	13	19	46,2%
<b>Mobile</b>										
Customers (end of period) <sup>b</sup>	('000)	5.362	5.347	5.256	5.207	5.120	-4,5%	5.362	5.120	-4,5%
- contract	('000)	2.066	2.109	2.144	2.203	2.305	11,6%	2.066	2.305	11,6%
- prepaid	('000)	3.295	3.239	3.112	3.004	2.815	-14,6%	3.295	2.815	-14,6%
Net Adds	('000)	206	-14	-91	-49	-87	n.a.	508	-242	n.a.
- contract	('000)	92	42	35	59	102	10,9%	273	239	-12,5%
- prepaid	('000)	114	-57	-127	-108	-189	n.a.	235	-481	n.a.
Average monthly churn	(%)	1,3%	1,6%	2,0%	1,9%	2,8%	1,5%p	1,3%	2,1%	0,8%p
- contract	(%)	0,9%	1,1%	1,1%	1,0%	1,0%	0,1%p	0,9%	1,1%	0,2%p
SAC per gross add	(€)	33	27	27	27	31	-6,1%	28	28	0,0%
- contract	(€)	69	54	54	53	55	-20,3%	62	54	-12,9%
- prepay	(€)	15	5	8	6	11	-26,7%	11	8	-27,3%
SRC per retained customer	(€)	78	64	67	64	68	-12,8%	70	66	-5,7%
ARPU	(€)	15	12	13	14	14	-6,7%	17	14	-17,6%
- contract	(€)	29	23	24	26	25	-13,8%	31	25	-19,4%
- prepay	(€)	7	5	6	7	7	0,0%	8	6	-25,0%
Non-Voice % of ARPU	(%)	18%	19%	18%	19%	22%	4%p	17%	19%	2%p
MOU per customer	(min)	153	147	156	157	162	5,9%	152	155	2,0%
- contract	(min)	289	279	288	281	282	-2,4%	290	282	-2,8%

<sup>a</sup> incl. VoD

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

# Slovakia.

## Financials.

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	258	244	246	244	240	-7,0%	994	974	-2,0%
of which fixed network	118	113	111	112	113	-4,2%	460	449	-2,4%
of which mobile	149	140	141	140	135	-9,4%	571	556	-2,6%
Adjusted EBITDA	84	112	120	118	89	6,0%	427	439	2,8%
of which fixed network	53	44	51	47	40	-24,5%	196	182	-7,1%
of which mobile	30	68	69	71	49	63,3%	230	257	11,7%
Adjusted EBITDA margin	32,6%	45,9%	48,8%	48,4%	37,1%	4,5%p	43,0%	45,1%	2,1%p
of which fixed network	44,9%	38,9%	45,9%	42,0%	35,4%	-9,5%p	42,6%	40,5%	-2,1%p
of which mobile	20,1%	48,6%	48,9%	50,7%	36,3%	16,2%p	40,3%	46,2%	5,9%p
Cash Capex	43	65	26	42	37	-14,0%	159	170	6,9%
of which fixed network	25	33	20	21	21	-16,0%	95	95	0,0%
of which mobile	18	32	6	21	16	-11,1%	64	75	17,2%
Cash Contribution	41	47	94	76	52	26,8%	268	269	0,4%
of which fixed network	28	11	31	26	19	-32,1%	101	87	-13,9%
of which mobile	12	36	63	50	33	n.a.	166	182	9,6%

# Slovakia.

## Operational.

		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
<b>Fixed Network</b>										
fixed network access lines	('000)	1.126	1.123	1.114	1.104	1.101	-2,2%	1.126	1.101	-2,2%
broadband access lines retail	('000)	314	330	337	345	362	15,3%	314	362	15,3%
IPTV <sup>a</sup>	('000)	36	42	47	53	62	72,2%	36	62	72,2%
Wholesale bundled access lines	('000)	15	15	15	15	15	0,0%	15	15	0,0%
ULLs	('000)	0	0	0	0	0	—	0	0	—
Wholesale unbundled access lines	('000)	10	11	12	12	14	40,0%	10	14	40,0%
<b>Mobile</b>										
Customers (end of period) <sup>b</sup>	('000)	2.347	2.331	2.323	2.301	2.376	1,2%	2.347	2.376	1,2%
- contract	('000)	1.359	1.370	1.386	1.380	1.394	2,6%	1.359	1.394	2,6%
- prepaid	('000)	988	961	938	921	982	-0,6%	988	982	-0,6%
Net Adds	('000)	30	-16	-8	-22	75	n.a.	-20	29	n.a.
- contract	('000)	72	11	15	-5	13	-81,9%	188	35	-81,4%
- prepaid	('000)	-42	-27	-24	-17	61	n.a.	-208	-6	-97,1%
Average monthly churn	(%)	1,8%	1,4%	1,2%	1,5%	1,5%	-0,3%p	1,8%	1,4%	-0,4%p
- contract	(%)	0,9%	1,1%	0,8%	1,0%	1,2%	0,3%p	0,8%	1,0%	0,2%p
SAC per gross add	(€)	87	53	43	40	25	-71,3%	55	37	-32,7%
- contract	(€)	177	119	103	88	100	-43,5%	130	102	-21,5%
- prepay	(€)	2	1	1	3	1	-50,0%	1	1	0,0%
SRC per retained customer	(€)	148	85	91	78	89	-39,9%	122	86	-29,5%
ARPU	(€)	20	19	19	19	18	-10,0%	19	19	0,0%
- contract	(€)	31	28	28	28	26	-16,1%	30	27	-10,0%
- prepay	(€)	7	6	6	6	6	-14,3%	6	6	0,0%
Non-Voice % of ARPU	(%)	19%	21%	19%	19%	20%	1%p	18%	20%	2%p
MOU per customer	(min)	117	113	128	125	130	11,1%	112	124	10,7%
- contract	(min)	179	171	191	184	191	6,7%	178	184	3,4%

<sup>a</sup> incl. VoD

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



# Croatia.

## Financials.

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	302	278	292	315	276	-8,6%	1.223	1.161	-5,1%
of which fixed network	181	170	169	178	170	-6,1%	720	687	-4,6%
of which mobile	149	134	139	166	132	-11,4%	616	571	-7,3%
Adjusted EBITDA	114	128	133	153	111	-2,6%	557	525	-5,7%
of which fixed network	60	71	69	67	68	13,3%	286	275	-3,8%
of which mobile	54	57	64	87	43	-20,4%	271	251	-7,4%
Adjusted EBITDA margin	37,7%	46,0%	45,5%	48,6%	40,2%	2,5%p	45,5%	45,2%	-0,3%p
of which fixed network	33,1%	41,8%	40,8%	37,6%	40,0%	6,9%p	39,7%	40,0%	0,3%p
of which mobile	36,2%	42,5%	46,0%	52,4%	32,6%	-3,6%p	44,0%	44,0%	0,0%p
Cash Capex	76	68	35	62	53	-30,3%	233	218	-6,4%
of which fixed network	60	50	25	45	42	-30,0%	177	162	-8,5%
of which mobile	16	18	10	17	11	-31,3%	56	56	0,0%
Cash Contribution	38	60	98	91	58	52,6%	324	307	-5,2%
of which fixed network	0	21	44	22	26	—	109	113	3,7%
of which mobile	38	39	54	70	32	-15,8%	215	195	-9,3%

# Croatia.

## Operational.

		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
<b>Fixed Network</b>										
fixed network access lines	('000)	1.550	1.531	1.513	1.497	1.484	-4,3%	1.550	1.484	-4,3%
broadband access lines retail	('000)	473	493	510	527	555	17,3%	473	555	17,3%
IPTV <sup>a</sup>	('000)	136	151	171	189	236	73,5%	136	236	73,5%
Wholesale bundled access lines	('000)	1	0	0	0	0	n.a.	1	0	n.a.
ULLs	('000)	87	102	111	116	123	41,4%	87	123	41,4%
Wholesale unbundled access lines	('000)	0	0	0	0	0	—	0	0	—
<b>Mobile</b>										
Customers (end of period) <sup>b</sup>	('000)	2.690	2.781	2.867	2.885	2.859	6,3%	2.690	2.859	6,3%
- contract	('000)	811	843	875	897	920	13,4%	811	920	13,4%
- prepaid	('000)	1.879	1.937	1.992	1.987	1.939	3,2%	1.879	1.939	3,2%
Net Adds	('000)	70	91	86	17	-26	n.a.	305	169	-44,6%
- contract	('000)	37	33	32	22	23	-37,8%	126	109	-13,5%
- prepaid	('000)	33	58	54	-5	-48	n.a.	179	59	-67,0%
Average monthly churn	(%)	1,7%	1,5%	1,6%	2,0%	2,3%	0,6%p	1,4%	1,9%	0,5%p
- contract	(%)	0,6%	0,7%	0,7%	0,8%	1,0%	0,4%p	0,7%	0,8%	0,1%p
SAC per gross add	(€)	42	30	25	23	30	-28,6%	37	27	-27,0%
- contract	(€)	95	103	85	86	90	-5,3%	98	91	-7,1%
- prepay	(€)	31	15	14	10	15	-51,6%	25	13	-48,0%
SRC per retained customer	(€)	129	98	98	94	105	-18,6%	128	99	-22,7%
ARPU	(€)	17	14	15	17	12	-29,4%	19	15	-21,1%
- contract	(€)	36	31	33	40	26	-27,8%	41	32	-22,0%
- prepay	(€)	9	7	7	8	6	-33,3%	9	7	-22,2%
Non-Voice % of ARPU	(%)	22%	24%	22%	28%	22%	0%p	22%	24%	2%p
MOU per customer	(min)	114	105	114	115	114	0,0%	122	112	-8,2%
- contract	(min)	264	242	251	244	235	-11,0%	274	243	-11,3%

<sup>a</sup> incl. VoD

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

# Romania.

## Financials.

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	--	204	295	296	309	--	--	1.104	--
of which fixed network	--	134	208	195	194	--	--	731	--
of which mobile	--	77	96	109	122	--	--	404	--
Adjusted EBITDA	--	67	72	88	66	--	--	293	--
of which fixed network	--	54	58	66	55	--	--	233	--
of which mobile	--	13	14	23	10	--	--	60	--
Adjusted EBITDA margin	--	32,8%	24,4%	29,7%	21,4%	--	--	26,5%	--
of which fixed network	--	40,3%	27,9%	33,8%	28,4%	--	--	31,9%	--
of which mobile	--	16,9%	14,6%	21,1%	8,2%	--	--	14,9%	--
Cash Capex	--	46	94	75	79	--	--	294	--
of which fixed network	--	29	43	52	44	--	--	168	--
of which mobile	--	17	51	23	35	--	--	126	--
Cash Contribution	--	21	-22	13	-13	--	--	-1	--
of which fixed network	--	25	15	14	11	--	--	65	--
of which mobile	--	-4	-37	0	-25	--	--	-66	--

# Romania.

## Operational.

		Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
<b>Fixed Network</b>										
fixed network access lines	('000)	3.005	2.971	2.896	2.832	2.776	-7,6%	3.005	2.776	-7,6%
broadband access lines retail	('000)	651	701	725	750	776	19,2%	651	776	19,2%
IPTV <sup>a</sup>	('000)	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale bundled access lines	('000)	0	0	0	0	0	n.a.	0	0	n.a.
ULLs	('000)	1	1	1	1	1	0,0%	1	1	0,0%
Wholesale unbundled access lines	('000)	0	0	0	0	0	n.a.	0	0	n.a.
<b>Mobile</b>										
Customers (end of period) <sup>b/c</sup>	('000)	5.894	6.106	6.330	6.599	7.280	23,5%	5.894	7.280	23,5%
- contract	('000)	1.112	1.220	1.265	1.312	1.535	38,0%	1.112	1.535	38,0%
- prepaid	('000)	4.782	4.886	5.065	5.288	5.745	20,1%	4.782	5.745	20,1%
Net Adds	('000)	—	117	224	269	681	—	—	1.291	—
- contract	('000)	—	58	45	46	223	—	—	373	—
- prepaid	('000)	—	58	179	223	458	—	—	917	—
Average monthly churn	(%)	—	4,0%	3,5%	3,6%	4,4%	—	—	3,8%	—
- contract	(%)	—	2,1%	2,2%	1,7%	2,5%	—	—	2,1%	—
SAC per gross add	(€)	—	18	12	12	10	—	—	13	—
- contract	(€)	—	90	79	99	110	—	—	94	—
- prepay	(€)	—	1	1	1	1	—	—	1	—
SRC per retained customer	(€)	—	28	11	18	12	—	—	14	—
ARPU	(€)	—	5	5	5	5	—	—	5	—
- contract	(€)	—	14	14	14	14	—	—	14	—
- prepay	(€)	—	3	3	2	3	—	—	3	—
Non-Voice % of ARPU	(%)	—	5%	5%	5%	5%	—	—	5%	—
MOU per customer	(min)	—	180	185	199	204	—	—	194	—
- contract	(min)	—	456	474	461	451	—	—	460	—

<sup>a</sup> incl. VoD

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

<sup>c</sup> Including romanian subsidiary Zapp from November 2009, prior year figures not pro forma adjusted.

# Bulgaria.

## Financials.

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	—	81	104	119	119	—	—	423	—
Adjusted EBITDA	—	27	47	49	44	—	—	167	—
Adjusted EBITDA margin	—	33,3%	45,2%	41,2%	37,0%	—	—	39,5%	—
Cash Capex	—	15	23	16	18	—	—	72	—
Cash Contribution	—	12	24	33	26	—	—	95	—

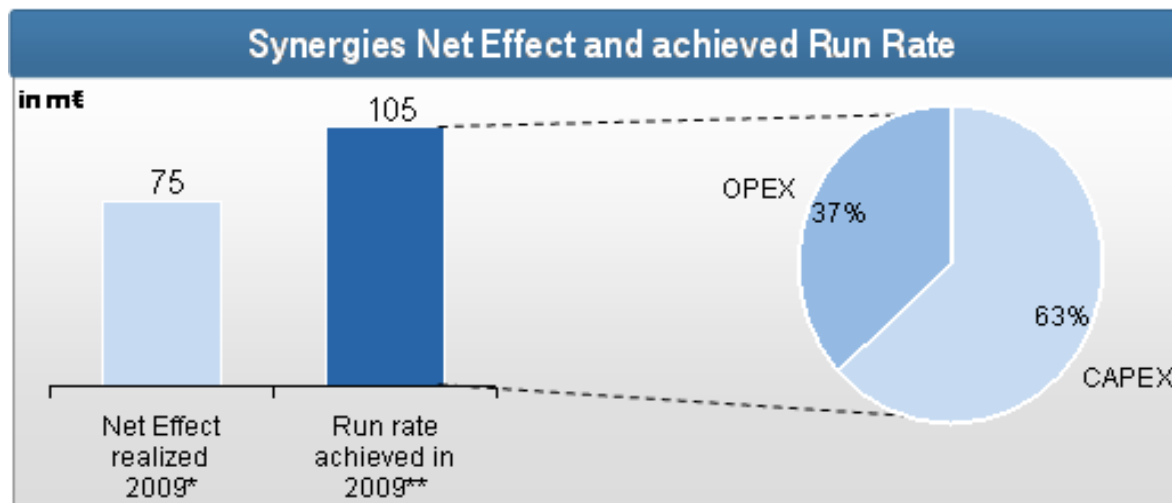
## Operational.

	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
<b>Mobile</b>									
Customers (end of period) <sup>a</sup> ('000)	4.097	4.012	4.008	3.966	3.902	-4,8%	4.097	3.902	-4,8%
- contract ('000)	2.103	2.061	2.047	2.062	2.133	1,4%	2.103	2.133	1,4%
- prepaid ('000)	1.994	1.951	1.961	1.904	1.769	-11,3%	1.994	1.769	-11,3%
Net Adds ('000)	—	-1	-4	-42	-64	—	—	-111	—
- contract ('000)	—	-23	-14	16	71	—	—	49	—
- prepaid ('000)	—	22	10	-57	-135	—	—	-161	—
Average monthly churn (%)	—	3,7%	3,2%	4,1%	4,3%	—	—	3,8%	—
- contract (%)	—	3,0%	2,5%	2,2%	2,5%	—	—	2,5%	—
SAC per gross add (€)	—	3	2	4	4	—	—	3	—
- contract (€)	—	7	7	7	4	—	—	6	—
- prepay (€)	—	1	-1	2	3	—	—	1	—
SRC per retained customer (€)	—	22	22	17	13	—	—	18	—
ARPU (€)	—	8	8	8	8	—	—	8	—
- contract (€)	—	12	13	13	13	—	—	13	—
- prepay (€)	—	3	3	3	3	—	—	3	—
Non-Voice % of ARPU (%)	—	7%	7%	8%	11%	—	—	8%	—
MOU per customer (min)	—	106	111	116	121	—	—	114	—
- contract (min)	—	175	183	188	192	—	—	186	—

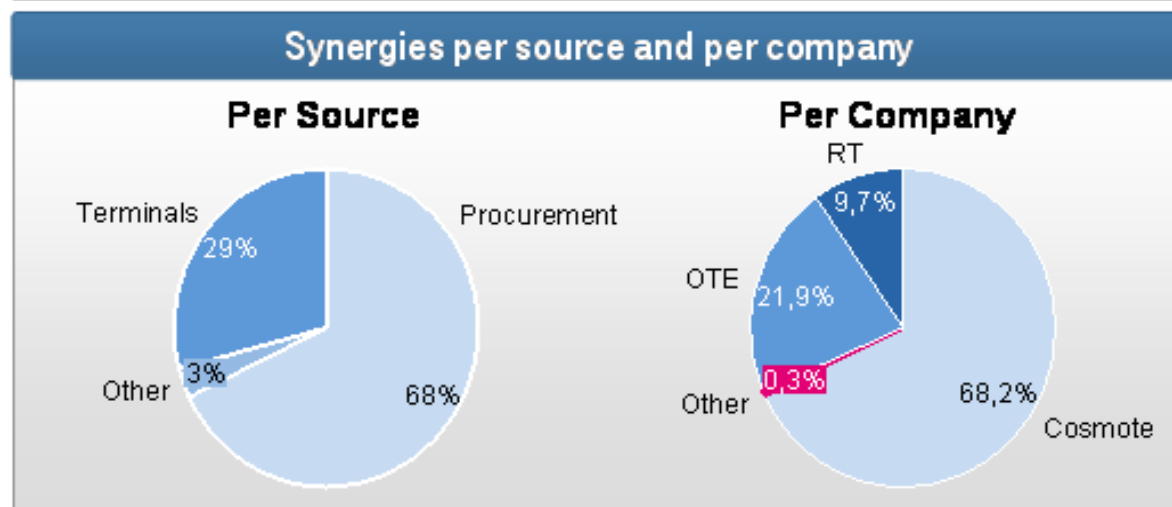
<sup>a</sup> One mobile communications card corresponds to one customer.

# Synergies OTE Q4/2009.

Procurement & Terminals main drivers for achieved Run Rate.



- Cosmote: Synergies 40% in Capex & 60% in Opex
- Synergies at OTE fixed-line nearly 100% from Capex savings



- Procurement projects with highest synergy impact driven by Cosmote, e.g. "wireless access" totaling to € 36 m and "core & control" € 14 m
- Terminals: Significant hand set price reductions for Cosmote achieved as a result of a common portfolio selection process between DT and Cosmote

\* Net Effect = Net effect of implemented measures as per YE 2009

\*\* achieved Run Rate = Annualized synergies out of successfully implemented measures as per YE 2009

# Systems Solutions.

## Financials (adjusted).

Financial (millions of €)	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	% y.o.y.	FY/08	FY/09	% y.o.y.
Total revenue	2.599	2.106	2.179	2.125	2.388	-8,1%	9.343	8.798	-5,8%
of which: international	790	634	655	644	712	-9,9%	2.709	2.645	-2,4%
Net revenue	1.773	1.496	1.502	1.467	1.618	-8,7%	6.368	6.083	-4,5%
EBITDA	231	211	231	231	250	8,2%	826	923	11,7%
EBITDA margin	8,9%	10,0%	10,6%	10,9%	10,5%	-	8,8%	10,5%	-
Depreciation, amortization and impairment losses	-183	-177	-173	-167	-177	3,3%	-757	-694	8,3%
Profit (loss) from operations = EBIT	48	34	58	64	73	52,1%	69	229	n.a.
Cash capex	212	161	171	144	205	-3,3%	823	681	-17,3%
Cash contribution <sup>1</sup>	19	50	60	87	45	n.a.	3	242	n.a.
Order Entry	2.855	2.010	2.315	1.689	3.291	15,3%	10.235	9.305	-9,1%

## Financials (unadjusted).

Financial (millions of €)	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	% y.o.y.	FY/08	FY/09	% y.o.y.
Total revenue	2.599	2.106	2.179	2.125	2.388	-8,1%	9.343	8.798	-5,8%
Net revenue	1.773	1.496	1.502	1.467	1.618	-8,7%	6.368	6.083	-4,5%
EBITDA	-119	188	200	183	139	n.a.	862	710	-17,6%
EBITDA margin	-4,6%	8,9%	9,2%	8,6%	5,8%	-	9,2%	8,1%	-
Depreciation, amortization and impairment losses	-207	-177	-173	-167	-204	1,4%	-781	-721	7,7%
Profit (loss) from operations = EBIT	-326	11	27	16	-65	80,1%	81	-11	n.a.

<sup>1</sup> Defined as adj. EBITDA – cash capex

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

# Group Headquarters & Shared Services.

## Financials (adjusted).

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
Total revenue	602	618	612	593	587	-2,5%	2.781	2.410	-13,3%
Net revenue	58	68	66	63	56	-3,4%	307	253	-17,6%
Adj. EBITDA	-141	-50	-142	-112	-11	92,2%	-181	-315	-74,0%
of which Vivento	-79	-85	-87	-95	-95	-20,3%	-329	-362	-10,0%
Adj. EBITDA margin (in %)	-23,4	-8,1	-23,2	-18,9	-1,9	21,5%p	-6,5	-13,1	-6,6%p
Adj. Depreciation and amortization	-215	-259	-190	-199	-185	14,0%	-763	-833	-9,2%
Adj. Profit (loss) from operations = Adj. EBIT	-356	-309	-332	-311	-196	44,9%	-944	-1.148	-21,6%

## Financials (unadjusted).

€ million	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	y.o.y. %	FY/08	FY/09	y.o.y. %
EBITDA	-151	-50	-154	-112	-100	33,8%	-493	-416	15,6%
of which Vivento	-106	-84	-81	-83	-124	-17,0%	-429	-372	13,3%
EBITDA margin (in %)	-25,1	-8,1	-25,2	-18,9	-17,0	8,1%p	-17,7	-17,3	0,4%p
Depreciation and amortization	-215	-259	-190	-199	-185	14,0%	-773	-833	-7,8%
Profit (loss) from operations = EBIT	-366	-309	-344	-311	-285	22,1%	-1.266	-1.249	1,3%
Cash Capex	158	98	105	126	120	-24,1%	426	449	5,4%



# Group Headquarters & Shared Services.

## Vivento.

End of period <sup>1</sup>	31/12/08	31/03/09	30/06/09	30/09/09	31/12/09
Employees Vivento in total	<b>8.200</b>	<b>8.400</b>	<b>8.700</b>	<b>9.400</b>	<b>9.600</b>
1. Employment external <sup>2</sup>	3.300	3.400	3.700	4.000	<b>4.200</b>
2. Employment internal	2.300	2.100	2.100	2.400	<b>2.600</b>
3. Others <sup>3</sup>	2.600	2.900	2.900	3.000	<b>2.800</b>
Employment rate	81%	77%	77%	78%	<b>78%</b>
Attrition Vivento	900	800	1.200	1.600	<b>2.300</b>
of which left the DT Group	700	300	500	800	<b>1.200</b>

1 Rounded figures; including Vivento management.

2 Mainly in public sector.

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