Check out our IR website www.telekom.com/investor-relations for:

- This backup in .pdf and excel-format
- The IR calender
- Detailed information for debt investors
- Shareholder structure
- Corporate governance

For further information on the business units please refer to:

www.telekom.com
www.telekom.de
www.t-mobile.com
www.t-systems.com

Investor Relations, Bonn office
Phone +49 228 181-8880
Fax +49 228 181-8899
E-Mail investor.relations@telekom.de

Investor Relations, New York office
Phone +1 212 424 2959
Phone +1 877 DT SHARE (toll-free)
Fax +1 212 424 2977
E-Mail investor.relations@telekom.com

Life is for sharing.
## Content

**At a glance** 4
**Excellent market position** 7

### Group

**Adjusted for special factors** 9
**EBITDA reconciliation** 10
**As reported** 11
**Special factors in the consolidated income statement** 12
**Details on special factors** 13
**Change in the composition of the group** 15
**Consolidated statement of financial position** 17
**Maturity profile** 19
**Liquidity reserves** 20
**Net debt** 21
**Net debt development** 22
**Cash capex** 23
**Free cash flow** 24
**Personnel** 25
**Exchange rates** 26

### Germany

**Financials** 29
**EBITDA reconciliation** 31
**Operational** 32
**Additional information** 33

### USA

**Financials** 43
**EBITDA reconciliation** 44
**Operational** 45
**Additional information** 47

### Europe

**Financials** 52
**EBITDA reconciliation** 53
**Greece** 55
**Romania** 57
**Hungary** 59
**Poland** 61

### Systems Solutions

**Financials** 73
**EBITDA reconciliation** 74
**Additional information** 75

### GHS

**Financials** 79
**EBITDA reconciliation** 80
**Vivento** 81

### Glossary

83
### DT Group.

#### At a Glance I.

#### millions of €

<table>
<thead>
<tr>
<th></th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total revenue</strong></td>
<td></td>
<td>16.237</td>
<td>15.812</td>
<td>15.531</td>
<td>15.601</td>
<td>15.477</td>
<td>(4,7)</td>
<td>64.639</td>
<td>62.421</td>
<td>(3,4)</td>
</tr>
<tr>
<td>Germany</td>
<td></td>
<td>6.438</td>
<td>6.189</td>
<td>6.197</td>
<td>6.317</td>
<td>6.442</td>
<td>0,1</td>
<td>25.460</td>
<td>25.145</td>
<td>(1,2)</td>
</tr>
<tr>
<td>Europe</td>
<td></td>
<td>5.035</td>
<td>4.774</td>
<td>4.030</td>
<td>4.123</td>
<td>3.913</td>
<td>(22,3)</td>
<td>19.607</td>
<td>16.840</td>
<td>(14,1)</td>
</tr>
<tr>
<td>United States</td>
<td></td>
<td>3.658</td>
<td>3.814</td>
<td>4.188</td>
<td>4.143</td>
<td>3.942</td>
<td>7,8</td>
<td>15.471</td>
<td>16.087</td>
<td>4,0</td>
</tr>
<tr>
<td>Systems Solutions</td>
<td></td>
<td>2.388</td>
<td>2.131</td>
<td>2.242</td>
<td>2.205</td>
<td>2.479</td>
<td>3,8</td>
<td>8.798</td>
<td>9.057</td>
<td>2,9</td>
</tr>
<tr>
<td>Group Headquarters &amp; Shared Services</td>
<td></td>
<td>587</td>
<td>565</td>
<td>583</td>
<td>567</td>
<td>451</td>
<td>(23,2)</td>
<td>2.410</td>
<td>2.166</td>
<td>(10,1)</td>
</tr>
<tr>
<td>Reconciliation</td>
<td></td>
<td>(1.869)</td>
<td>(1.661)</td>
<td>(1.709)</td>
<td>(1.754)</td>
<td>(1.750)</td>
<td>6,4</td>
<td>(7.107)</td>
<td>(6.874)</td>
<td>3,3</td>
</tr>
</tbody>
</table>

#### Net revenue

|                      |      | 16.237| 15.812| 15.531| 15.601| 15.477| (4,7)   | 64.639| 62.421| (3,4)   |
| Germany              |      | 6.022 | 5.804 | 5.806 | 5.899 | 6.014 | (0,1)   | 23.850| 23.523| (1,4)   |
| Europe               |      | 4.886 | 4.613 | 3.869 | 3.951 | 3.750 | (23,3)  | 18.996| 16.183| (14,8)  |
| United States        |      | 3.655 | 3.810 | 4.185 | 4.140 | 3.940 | 7,8     | 15.457| 16.075| 4,0     |
| Systems Solutions    |      | 1.618 | 1.532 | 1.610 | 1.555 | 1.714 | 5,9     | 6.083 | 6.411 | 5,4     |
| Group Headquarters & Shared Services |     | 56    | 53    | 61    | 56    | 59    | 5,4     | 253   | 229   | (9,5)   |

#### EBITDA (adjusted for special factors)

|                      |      | 16.237| 15.812| 15.531| 15.601| 15.477| (4,7)   | 64.639| 62.421| (3,4)   |
| Germany              |      | 2.340 | 2.299 | 2.438 | 2.523 | 2.358 | 0,8     | 9.607 | 9.618 | 0,1     |
| Europe               |      | 1.595 | 1.587 | 1.431 | 1.465 | 1.265 | (20,7)  | 6.390 | 5.748 | (10,0)  |
| United States        |      | 935   | 1.008 | 1.120 | 1.028 | 1.000 | 7,0     | 4.261 | 4.156 | (2,5)   |
| Systems Solutions    |      | 250   | 196   | 231   | 222   | 299   | 19,6    | 923   | 948   | 2,7     |

#### Group

|                      |      | 5.070 | 4.890 | 5.012 | 5.021 | 4.550 | (10,3)  | 20.668| 19.473| (5,8)   |

| Proportional EBITDA  |      | 4.302 | 4.444 | 4.402 | 4.051 | 17.199 |
### At a Glance II.

**EBITDA margin (adjusted for special factors)**

<table>
<thead>
<tr>
<th>Country</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>36,3</td>
<td>37,1</td>
<td>39,3</td>
<td>39,9</td>
<td>36,6</td>
<td>0,3p</td>
<td>37,7</td>
<td>38,3</td>
<td>0,6p</td>
</tr>
<tr>
<td>Europe</td>
<td>31,7</td>
<td>33,2</td>
<td>35,5</td>
<td>35,5</td>
<td>32,3</td>
<td>0,6p</td>
<td>32,6</td>
<td>34,1</td>
<td>1,5p</td>
</tr>
<tr>
<td>United States</td>
<td>25,6</td>
<td>26,4</td>
<td>26,7</td>
<td>24,8</td>
<td>25,4</td>
<td>(0,2p)</td>
<td>27,5</td>
<td>25,8</td>
<td>(1,7p)</td>
</tr>
<tr>
<td>Systems Solutions</td>
<td>10,5</td>
<td>9,2</td>
<td>10,3</td>
<td>10,1</td>
<td>12,1</td>
<td>1,6p</td>
<td>10,5</td>
<td>10,5</td>
<td>n.a.</td>
</tr>
<tr>
<td>Group Headquarters &amp; Shared Services</td>
<td>(1,9)</td>
<td>(30,4)</td>
<td>(31,2)</td>
<td>(33,9)</td>
<td>(71,8)</td>
<td>(69,9p)</td>
<td>(13,1)</td>
<td>(40,2)</td>
<td>(27,1p)</td>
</tr>
<tr>
<td>Group</td>
<td>31,2</td>
<td>30,9</td>
<td>32,3</td>
<td>32,2</td>
<td>29,4</td>
<td>(1,8p)</td>
<td>32,0</td>
<td>31,2</td>
<td>(0,8p)</td>
</tr>
</tbody>
</table>

**Cash capex**

<table>
<thead>
<tr>
<th>Country</th>
<th>Germany</th>
<th>Europe</th>
<th>United States</th>
<th>Systems Solutions</th>
<th>Group Headquarters &amp; Shared Services</th>
<th>Reconciliation</th>
<th>Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash capex</td>
<td>903</td>
<td>654</td>
<td>464</td>
<td>205</td>
<td>120</td>
<td>(97)</td>
<td>2.249</td>
</tr>
<tr>
<td>Germany</td>
<td>651</td>
<td>568</td>
<td>481</td>
<td>148</td>
<td>109</td>
<td>(23)</td>
<td>1.934</td>
</tr>
<tr>
<td>Europe</td>
<td>774</td>
<td>454</td>
<td>534</td>
<td>220</td>
<td>70</td>
<td>(11)</td>
<td>2.041</td>
</tr>
<tr>
<td>United States</td>
<td>862</td>
<td>396</td>
<td>496</td>
<td>207</td>
<td>99</td>
<td>(24)</td>
<td>2.036</td>
</tr>
<tr>
<td>Systems Solutions</td>
<td>1.178</td>
<td>594</td>
<td>610</td>
<td>150</td>
<td>128</td>
<td>(120)</td>
<td>2.540</td>
</tr>
<tr>
<td>Group Headquarters &amp; Shared Services</td>
<td>709</td>
<td>610</td>
<td>1.266</td>
<td>610</td>
<td>725</td>
<td>(241)</td>
<td>9.202</td>
</tr>
<tr>
<td>Reconciliation</td>
<td>3.158</td>
<td>6.7</td>
<td>2.666</td>
<td>681</td>
<td>406</td>
<td>(178)</td>
<td>8.551</td>
</tr>
<tr>
<td>Group</td>
<td>3.465</td>
<td>3.12</td>
<td>2.121</td>
<td>725</td>
<td>406</td>
<td>26,1</td>
<td>(7,1)</td>
</tr>
</tbody>
</table>

**Net profit (loss)**

<table>
<thead>
<tr>
<th>Entry</th>
<th>Adjusted for special factors</th>
<th>As reported</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>FY/09</td>
<td>FY/10</td>
</tr>
<tr>
<td>Net profit (loss)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>adjusted for special factors</td>
<td>905</td>
<td>891</td>
</tr>
<tr>
<td>as reported</td>
<td>(3)</td>
<td>767</td>
</tr>
<tr>
<td>Free cash flow (before dividend payments and spectrum investment)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Proportional Free cash flow</td>
<td>1.863</td>
<td>1.439</td>
</tr>
<tr>
<td>Net debt</td>
<td>40.911</td>
<td>40.418</td>
</tr>
</tbody>
</table>

1 Before spectrum investment of € 1.3bn.
DT Group.
FY 2010 and Q4/10 excluding UK.

<table>
<thead>
<tr>
<th>in € million</th>
<th>Q4/09 ex. UK</th>
<th>Q4/10 ex. UK</th>
<th>change in %</th>
<th>FY/09 ex. UK</th>
<th>FY/10 ex. UK</th>
<th>change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>15,416</td>
<td>15,477</td>
<td>0.4%</td>
<td>62,152</td>
<td>62,421</td>
<td>0.4%</td>
</tr>
<tr>
<td>Adj. EBITDA</td>
<td>4,904</td>
<td>4,550</td>
<td>-7.2%</td>
<td>20,168</td>
<td>19,473</td>
<td>-3.4%</td>
</tr>
<tr>
<td>Adj. net profit</td>
<td>767</td>
<td>665</td>
<td>-13.3%</td>
<td>3,259</td>
<td>3,413</td>
<td>4.7%</td>
</tr>
<tr>
<td>Net profit (loss)</td>
<td>-135</td>
<td>-607</td>
<td>349.6%</td>
<td>232</td>
<td>1,744</td>
<td>651.7%</td>
</tr>
<tr>
<td>Adj. EPS (in €)</td>
<td>0.18</td>
<td>0.15</td>
<td>-16.7%</td>
<td>0.75</td>
<td>0.79</td>
<td>5.3%</td>
</tr>
<tr>
<td>EPS (in €)</td>
<td>-0.03</td>
<td>-0.14</td>
<td>366.7%</td>
<td>0.05</td>
<td>0.40</td>
<td>700.0%</td>
</tr>
<tr>
<td>Free cash flow¹</td>
<td>1,769</td>
<td>1,353</td>
<td>-23.5%</td>
<td>6,688</td>
<td>6,163</td>
<td>-7.8%</td>
</tr>
<tr>
<td>Cash capex²</td>
<td>2,172</td>
<td>2,540</td>
<td>16.9%</td>
<td>9,054</td>
<td>8,551</td>
<td>-5.6%</td>
</tr>
</tbody>
</table>

¹ Before dividend payment and spectrum invest.
² 2010 excl. €1,300 million of spectrum in Germany.
### DT Group.

Excellent market position.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Brodband retail lines (end of period)</td>
<td>2</td>
<td>15,358</td>
<td>15,675</td>
<td>15,873</td>
<td>16,029</td>
<td>16,307</td>
<td>278</td>
<td>1,7</td>
</tr>
<tr>
<td>Germany</td>
<td></td>
<td>11,477</td>
<td>11,665</td>
<td>11,795</td>
<td>11,844</td>
<td>11,954</td>
<td>110</td>
<td>0,9</td>
</tr>
<tr>
<td>Europa</td>
<td></td>
<td>3,881</td>
<td>4,010</td>
<td>4,078</td>
<td>4,185</td>
<td>4,353</td>
<td>168</td>
<td>4,0</td>
</tr>
<tr>
<td>Greece</td>
<td></td>
<td>1,060</td>
<td>1,093</td>
<td>1,095</td>
<td>1,110</td>
<td>1,110</td>
<td>18</td>
<td>1,6</td>
</tr>
<tr>
<td>Romania</td>
<td></td>
<td>776</td>
<td>808</td>
<td>840</td>
<td>902</td>
<td>961</td>
<td>59</td>
<td>6,5</td>
</tr>
<tr>
<td>Hungary</td>
<td></td>
<td>628</td>
<td>648</td>
<td>655</td>
<td>672</td>
<td>693</td>
<td>21</td>
<td>3,1</td>
</tr>
<tr>
<td>Czech Republic</td>
<td></td>
<td>42</td>
<td>46</td>
<td>49</td>
<td>53</td>
<td>69</td>
<td>16</td>
<td>30,2</td>
</tr>
<tr>
<td>Croatia</td>
<td></td>
<td>555</td>
<td>573</td>
<td>584</td>
<td>600</td>
<td>629</td>
<td>29</td>
<td>4,8</td>
</tr>
<tr>
<td>Netherlands</td>
<td></td>
<td>293</td>
<td>290</td>
<td>288</td>
<td>288</td>
<td>289</td>
<td>1</td>
<td>0,3</td>
</tr>
<tr>
<td>Slovakia</td>
<td></td>
<td>362</td>
<td>378</td>
<td>387</td>
<td>392</td>
<td>402</td>
<td>10</td>
<td>2,6</td>
</tr>
<tr>
<td>others</td>
<td></td>
<td>165</td>
<td>175</td>
<td>180</td>
<td>186</td>
<td>200</td>
<td>14</td>
<td>7,5</td>
</tr>
</tbody>
</table>

| Fixed network lines (end of period) | 3 | 38,504 | 37,854 | 37,285 | 36,548 | 35,987 | (561) | (1,5) | (2,517) | (6,5) |
| Germany | | 26,236 | 25,864 | 25,549 | 25,024 | 24,650 | (374) | (1,5) | (1,586) | (6,0) |
| Europa | | 12,268 | 11,990 | 11,736 | 11,524 | 11,337 | (187) | (1,6) | (931) | (7,6) |
| Greece | | 4,228 | 4,095 | 3,970 | 3,858 | 3,739 | (119) | (3,1) | (489) | (11,6) |
| Romania | | 2,776 | 2,721 | 2,666 | 2,625 | 2,597 | (28) | (1,1) | (179) | (6,4) |
| Hungary | | 1,821 | 1,771 | 1,729 | 1,690 | 1,652 | (38) | (2,2) | (169) | (9,3) |
| Czech Republic | | 42 | 46 | 49 | 53 | 69 | 16 | 30,2 | 27 | 64,3 |
| Croatia | | 1,484 | 1,462 | 1,446 | 1,437 | 1,431 | (6) | (0,4) | (53) | (3,6) |
| Netherlands | | 293 | 290 | 288 | 288 | 289 | 1 | 0,3 | 4 | 1,4 |
| Slovakia | | 1,101 | 1,093 | 1,084 | 1,072 | 1,061 | (11) | (1,0) | (40) | (3,6) |
| others | | 525 | 512 | 504 | 500 | 498 | (2) | (0,4) | (27) | (5,1) |

| Mobile subscribers (end of period) | | 134,503 | 133,068 | 131,103 | 129,012 | 128,528 | (484) | (0,4) | (5,975) | (4,4) |
| Germany | | 39,136 | 38,544 | 36,976 | 34,882 | 34,694 | (188) | (0,5) | (4,442) | (11,4) |
| USA | | 33,790 | 33,713 | 33,620 | 33,757 | 33,734 | (23) | (0,1) | (56) | (0,2) |
| Europe | | 61,577 | 60,811 | 60,507 | 60,373 | 60,100 | (273) | (0,5) | (1,477) | (2,4) |
| Greece | | 9,218 | 8,813 | 8,509 | 8,330 | 7,990 | (340) | (4,1) | (1,228) | (13,3) |
| Romania | | 7,280 | 7,155 | 7,087 | 7,059 | 6,849 | (210) | (3,0) | (431) | (5,9) |
| Hungary | | 5,120 | 5,120 | 5,131 | 5,147 | 5,208 | 61 | 1,2 | 88 | 1,7 |
| Poland | | 13,500 | 13,361 | 13,276 | 13,321 | 13,259 | (62) | (0,5) | (241) | (1,8) |
| Czech Republic | | 5,464 | 5,449 | 5,464 | 5,460 | 5,475 | 15 | 0,3 | 11 | 0,2 |
| Croatia | | 2,859 | 2,798 | 2,779 | 2,774 | 2,901 | 127 | 4,6 | 42 | 1,5 |
| Netherlands | | 4,592 | 4,392 | 4,382 | 4,461 | 4,526 | 65 | 1,5 | (66) | (1,4) |
| Slovakia | | 2,376 | 2,399 | 2,412 | 2,407 | 2,411 | 4 | 0,2 | 35 | 1,5 |
| Austria | | 3,446 | 3,626 | 3,653 | 3,683 | 3,778 | 95 | 2,6 | 332 | 9,6 |
| Bulgaria | | 3,902 | 3,845 | 3,954 | 3,886 | 3,920 | 34 | 0,9 | 18 | 0,5 |
| other | | 3,822 | 3,852 | 3,861 | 3,845 | 3,782 | (63) | (1,6) | (40) | (1,0) |

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 Brodband 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 Fixed network lines in operation excluding lines for internal use and public telecommunications.
<table>
<thead>
<tr>
<th>Content</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>At a glance</td>
<td>4</td>
</tr>
<tr>
<td>Excellent market position</td>
<td>7</td>
</tr>
<tr>
<td><strong>Group</strong></td>
<td></td>
</tr>
<tr>
<td>Adjusted for special factors</td>
<td>9</td>
</tr>
<tr>
<td>EBITDA reconciliation</td>
<td>10</td>
</tr>
<tr>
<td>As reported</td>
<td>11</td>
</tr>
<tr>
<td>Special factors in the consolidated income statement</td>
<td>12</td>
</tr>
<tr>
<td>Details on special factors</td>
<td>13</td>
</tr>
<tr>
<td>Change in the composition of the group</td>
<td>15</td>
</tr>
<tr>
<td>Consolidated statement of financial position</td>
<td>17</td>
</tr>
<tr>
<td>Maturity profile</td>
<td>19</td>
</tr>
<tr>
<td>Liquidity reserves</td>
<td>20</td>
</tr>
<tr>
<td>Net debt</td>
<td>21</td>
</tr>
<tr>
<td>Net debt development</td>
<td>22</td>
</tr>
<tr>
<td>Cash capex</td>
<td>23</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>24</td>
</tr>
<tr>
<td>Personnel</td>
<td>25</td>
</tr>
<tr>
<td>Exchange rates</td>
<td>26</td>
</tr>
</tbody>
</table>

| **Germany**                                 |   |
| Financials                                  | 29|
| EBITDA reconciliation                       | 31|
| Operational                                 | 32|
| Additional information                       | 33|

| **USA**                                     |   |
| Financials                                  | 43|
| EBITDA reconciliation                       | 44|
| Operational                                 | 45|
| Additional information                       | 47|

| **Europe**                                  |   |
| Financials                                  | 52|
| EBITDA reconciliation                       | 53|
| Greece                                      | 55|
| Romania                                     | 57|
| Hungary                                     | 59|
| Poland                                      | 61|

| **Europe**                                  |   |
| Czech Republic                              | 62|
| Netherlands                                 | 63|
| Croatia                                     | 64|
| Slovakia                                    | 66|
| Austria                                     | 68|
| Bulgaria                                    | 69|
| Everything Everywhere                      | 70|

| **Systems Solutions**                       |   |
| Financials                                  | 73|
| EBITDA reconciliation                       | 74|
| Additional information                       | 75|

| **GHS**                                     |   |
| Financials                                  | 79|
| EBITDA reconciliation                       | 80|
| Vivento                                     | 81|

| **Glossary**                                |   |
|                                            | 83|
DT consolidated income statement.
Adjusted for special factors.

<table>
<thead>
<tr>
<th></th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net revenue</strong></td>
<td></td>
<td>16.237</td>
<td>15.812</td>
<td>15.531</td>
<td>15.601</td>
<td>15.477</td>
<td>(4.7)</td>
<td>64.639</td>
<td>62.421</td>
<td>(3.4)</td>
</tr>
<tr>
<td><strong>Cost of sales</strong></td>
<td></td>
<td>(9.119)</td>
<td>(8.859)</td>
<td>(8.573)</td>
<td>(8.740)</td>
<td>(8.959)</td>
<td>1.6</td>
<td>(35.623)</td>
<td>(35.131)</td>
<td>1.9</td>
</tr>
<tr>
<td><strong>Selling expenses</strong></td>
<td></td>
<td>(4.036)</td>
<td>(3.640)</td>
<td>(3.612)</td>
<td>(3.488)</td>
<td>(3.966)</td>
<td>8.2</td>
<td>(15.780)</td>
<td>(14.446)</td>
<td>8.5</td>
</tr>
<tr>
<td><strong>General and administrative expenses</strong></td>
<td></td>
<td>(927)</td>
<td>(1.204)</td>
<td>(1.295)</td>
<td>(1.173)</td>
<td>(1.206)</td>
<td>(30.1)</td>
<td>(4.447)</td>
<td>(4.878)</td>
<td>(9.7)</td>
</tr>
<tr>
<td><strong>Other operating income</strong></td>
<td></td>
<td>431</td>
<td>296</td>
<td>365</td>
<td>366</td>
<td>433</td>
<td>0.5</td>
<td>1.418</td>
<td>1.460</td>
<td>3.0</td>
</tr>
<tr>
<td><strong>Other operating expenses</strong></td>
<td></td>
<td>(246)</td>
<td>(175)</td>
<td>(169)</td>
<td>(361)</td>
<td>(357)</td>
<td>(45.1)</td>
<td>(849)</td>
<td>(1.062)</td>
<td>(25.1)</td>
</tr>
<tr>
<td><strong>Profit (loss) from operations (EBIT)</strong></td>
<td></td>
<td>2.340</td>
<td>2.230</td>
<td>2.247</td>
<td>2.205</td>
<td>1.682</td>
<td>(28.1)</td>
<td>9.158</td>
<td>8.364</td>
<td>(8.7)</td>
</tr>
<tr>
<td><strong>EBIT margin (EBIT / net revenue)</strong></td>
<td>%</td>
<td>14.4</td>
<td>14.1</td>
<td>14.5</td>
<td>14.1</td>
<td>10.9</td>
<td>(3.5p)</td>
<td>14.2</td>
<td>13.4</td>
<td>(0.8p)</td>
</tr>
<tr>
<td><strong>Profit (loss) from financial activities</strong></td>
<td></td>
<td>(735)</td>
<td>(702)</td>
<td>(667)</td>
<td>(551)</td>
<td>(804)</td>
<td>(9.4)</td>
<td>(3.125)</td>
<td>(2.724)</td>
<td>12.8</td>
</tr>
<tr>
<td>of which: finance costs</td>
<td></td>
<td>(620)</td>
<td>(597)</td>
<td>(644)</td>
<td>(673)</td>
<td>(586)</td>
<td>5.5</td>
<td>(2.555)</td>
<td>(2.500)</td>
<td>2.2</td>
</tr>
<tr>
<td><strong>Profit (loss) before income taxes (EBT)</strong></td>
<td></td>
<td>1.605</td>
<td>1.528</td>
<td>1.580</td>
<td>1.654</td>
<td>0.878</td>
<td>(45.3)</td>
<td>6.033</td>
<td>5.640</td>
<td>(6.5)</td>
</tr>
<tr>
<td><strong>Income taxes</strong></td>
<td></td>
<td>(585)</td>
<td>(514)</td>
<td>(754)</td>
<td>(532)</td>
<td>(98)</td>
<td>83.2</td>
<td>(2.102)</td>
<td>(1.898)</td>
<td>9.7</td>
</tr>
<tr>
<td><strong>Profit (loss)</strong></td>
<td></td>
<td>1.020</td>
<td>1.014</td>
<td>826</td>
<td>1.122</td>
<td>780</td>
<td>(23.5)</td>
<td>3.931</td>
<td>3.742</td>
<td>(4.8)</td>
</tr>
<tr>
<td><strong>Profit (loss) attributable to non-controlling interests</strong></td>
<td></td>
<td>115</td>
<td>123</td>
<td>12</td>
<td>153</td>
<td>90</td>
<td>(21.7)</td>
<td>541</td>
<td>378</td>
<td>(30.1)</td>
</tr>
<tr>
<td><strong>Net profit (loss)</strong></td>
<td></td>
<td>905</td>
<td>891</td>
<td>814</td>
<td>969</td>
<td>690</td>
<td>(23.8)</td>
<td>3.390</td>
<td>3.364</td>
<td>(0.8)</td>
</tr>
<tr>
<td><strong>Depreciation, amortization and impairment losses</strong></td>
<td></td>
<td>(2.730)</td>
<td>(2.660)</td>
<td>(2.765)</td>
<td>(2.816)</td>
<td>(2.888)</td>
<td>(5.1)</td>
<td>(11.510)</td>
<td>(11.109)</td>
<td>3.5</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td></td>
<td>5.070</td>
<td>4.890</td>
<td>5.012</td>
<td>5.021</td>
<td>4.550</td>
<td>(10.3)</td>
<td>20.668</td>
<td>19.473</td>
<td>(5.8)</td>
</tr>
<tr>
<td><strong>EBITDA margin (EBITDA / net revenue)</strong></td>
<td>%</td>
<td>31.2</td>
<td>30.9</td>
<td>32.3</td>
<td>32.2</td>
<td>29.4</td>
<td>(1.8p)</td>
<td>32.0</td>
<td>31.2</td>
<td>(0.8p)</td>
</tr>
</tbody>
</table>
### EBITDA reconciliation.

<table>
<thead>
<tr>
<th></th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net revenue</strong></td>
<td>16.200</td>
<td>15.812</td>
<td>15.531</td>
<td>15.601</td>
<td>15.477</td>
<td>(4.5)</td>
<td>64.602</td>
<td>62.421</td>
<td>(3.4)</td>
</tr>
<tr>
<td><strong>Net profit (loss)</strong></td>
<td>(3)</td>
<td>767</td>
<td>475</td>
<td>1.035</td>
<td>(582)</td>
<td>n.a.</td>
<td>353</td>
<td>(1.695)</td>
<td>n.a.</td>
</tr>
<tr>
<td>+ Profit (loss) attributable to non-controlling interests</td>
<td>59</td>
<td>98</td>
<td>(11)</td>
<td>156</td>
<td>(178)</td>
<td>n.a.</td>
<td>520</td>
<td>65</td>
<td>(87.5)</td>
</tr>
<tr>
<td>= Profit (loss)</td>
<td>56</td>
<td>865</td>
<td>464</td>
<td>1.191</td>
<td>(760)</td>
<td>n.a.</td>
<td>873</td>
<td>1.760</td>
<td>n.a.</td>
</tr>
<tr>
<td>- Income taxes</td>
<td>(404)</td>
<td>(449)</td>
<td>(539)</td>
<td>(160)</td>
<td>213</td>
<td>n.a.</td>
<td>(1.782)</td>
<td>(935)</td>
<td>47.5</td>
</tr>
<tr>
<td>= Profit (loss) before income taxes = EBT</td>
<td>460</td>
<td>1.314</td>
<td>1.003</td>
<td>1.351</td>
<td>(973)</td>
<td>n.a.</td>
<td>2.655</td>
<td>2.695</td>
<td>1.5</td>
</tr>
<tr>
<td>- Profit (loss) from financial activities</td>
<td>(798)</td>
<td>(715)</td>
<td>(708)</td>
<td>(590)</td>
<td>(797)</td>
<td>0.1</td>
<td>(3.357)</td>
<td>(2.810)</td>
<td>16.3</td>
</tr>
<tr>
<td><strong>Profit (loss) from operations (EBIT)</strong></td>
<td>1,258</td>
<td>2,029</td>
<td>1.171</td>
<td>1.941</td>
<td>(176)</td>
<td>n.a.</td>
<td>6.012</td>
<td>5.505</td>
<td>(8.4)</td>
</tr>
<tr>
<td>- Depreciation, amortization and impairment losses</td>
<td>(3,285)</td>
<td>(2,661)</td>
<td>(2,768)</td>
<td>(2,820)</td>
<td>(3,559)</td>
<td>(8.3)</td>
<td>(13,894)</td>
<td>(11,808)</td>
<td>15.0</td>
</tr>
<tr>
<td>= EBITDA</td>
<td>4,543</td>
<td>4,690</td>
<td>4,479</td>
<td>4,761</td>
<td>3,383</td>
<td>(25.5)</td>
<td>19,906</td>
<td>17,313</td>
<td>(13.0)</td>
</tr>
<tr>
<td>EBITDA margin (EBITDA/net revenue)</td>
<td>%</td>
<td>28.0</td>
<td>29.7</td>
<td>28.8</td>
<td>30.5</td>
<td>21.9</td>
<td>(6.1p)</td>
<td>30.8</td>
<td>27.7</td>
</tr>
<tr>
<td>= EBITDA adjusted for special factors</td>
<td>5,070</td>
<td>4,890</td>
<td>5,012</td>
<td>5,021</td>
<td>4,550</td>
<td>(10.3)</td>
<td>20,668</td>
<td>19,473</td>
<td>(5.8)</td>
</tr>
<tr>
<td>EBITDA margin (adjusted for special factors) (EBITDA/net revenue)</td>
<td>%</td>
<td>31.2</td>
<td>30.9</td>
<td>32.3</td>
<td>32.2</td>
<td>29.4</td>
<td>(1.8p)</td>
<td>32.0</td>
<td>31.2</td>
</tr>
<tr>
<td>Note</td>
<td>Q4/09</td>
<td>Q1/10</td>
<td>Q2/10</td>
<td>Q3/10</td>
<td>Q4/10</td>
<td>y.o.y. %</td>
<td>FY/09</td>
<td>FY/10</td>
<td>y.o.y. %</td>
</tr>
<tr>
<td>------</td>
<td>-------</td>
<td>-------</td>
<td>-------</td>
<td>-------</td>
<td>-------</td>
<td>---------</td>
<td>-------</td>
<td>-------</td>
<td>---------</td>
</tr>
<tr>
<td>Net revenue</td>
<td>16.200</td>
<td>15.812</td>
<td>15.531</td>
<td>15.601</td>
<td>15.477</td>
<td>(4,5)</td>
<td>64.602</td>
<td>62.421</td>
<td>(3,4)</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>(9.383)</td>
<td>(9.025)</td>
<td>(8.651)</td>
<td>(8.845)</td>
<td>(9.204)</td>
<td>1,9</td>
<td>(36.259)</td>
<td>(35.725)</td>
<td>1,5</td>
</tr>
<tr>
<td>Selling expenses</td>
<td>(4.111)</td>
<td>(3.655)</td>
<td>(3.627)</td>
<td>(3.587)</td>
<td>(3.751)</td>
<td>8,8</td>
<td>(15.663)</td>
<td>(14.620)</td>
<td>7,8</td>
</tr>
<tr>
<td>General and administrative expenses</td>
<td>(1.065)</td>
<td>(1.222)</td>
<td>(1.342)</td>
<td>(1.210)</td>
<td>(1.478)</td>
<td>(38,8)</td>
<td>(4.653)</td>
<td>(5.252)</td>
<td>(12,9)</td>
</tr>
<tr>
<td>Other operating income</td>
<td>473</td>
<td>307</td>
<td>367</td>
<td>371</td>
<td>453</td>
<td>(4,2)</td>
<td>1.504</td>
<td>1.498</td>
<td>(0,4)</td>
</tr>
<tr>
<td>Other operating expenses</td>
<td>(856)</td>
<td>(188)</td>
<td>(567)</td>
<td>(389)</td>
<td>(1.673)</td>
<td>(95,4)</td>
<td>(3.319)</td>
<td>(2.817)</td>
<td>15,1</td>
</tr>
<tr>
<td>Profit (loss) from operations (EBIT)</td>
<td>1.258</td>
<td>2.029</td>
<td>1.711</td>
<td>1.941</td>
<td>(176)</td>
<td>n.a.</td>
<td>6.012</td>
<td>5.505</td>
<td>(8,4)</td>
</tr>
<tr>
<td>EBIT margin (EBIT / net revenue) %</td>
<td>7,8</td>
<td>12,8</td>
<td>11,0</td>
<td>12,4</td>
<td>(1,1)</td>
<td>(8,9p)</td>
<td>9,3</td>
<td>8,8</td>
<td>(0,5p)</td>
</tr>
<tr>
<td>Profit (loss) from financial activities</td>
<td>(798)</td>
<td>(715)</td>
<td>(708)</td>
<td>(590)</td>
<td>(797)</td>
<td>0,1</td>
<td>(3.357)</td>
<td>(2.810)</td>
<td>16,3</td>
</tr>
<tr>
<td>of which: finance costs</td>
<td>(620)</td>
<td>(597)</td>
<td>(644)</td>
<td>(673)</td>
<td>(586)</td>
<td>5,5</td>
<td>(2.555)</td>
<td>(2.500)</td>
<td>2,2</td>
</tr>
<tr>
<td>Profit (loss) before income taxes (EBT)</td>
<td>460</td>
<td>1.314</td>
<td>1.003</td>
<td>1.351</td>
<td>(973)</td>
<td>n.a.</td>
<td>2.655</td>
<td>2.695</td>
<td>1,5</td>
</tr>
<tr>
<td>Income taxes</td>
<td>(404)</td>
<td>(449)</td>
<td>(539)</td>
<td>(160)</td>
<td>(213)</td>
<td>n.a.</td>
<td>(1.782)</td>
<td>(935)</td>
<td>47,5</td>
</tr>
<tr>
<td>Profit (loss)</td>
<td>56</td>
<td>865</td>
<td>464</td>
<td>1.191</td>
<td>(760)</td>
<td>n.a.</td>
<td>873</td>
<td>1.760</td>
<td>n.a.</td>
</tr>
<tr>
<td>Profit (loss) attributable to non-controlling interests</td>
<td>59</td>
<td>98</td>
<td>(11)</td>
<td>156</td>
<td>(178)</td>
<td>n.a.</td>
<td>520</td>
<td>65</td>
<td>(87,5)</td>
</tr>
<tr>
<td>Net profit (loss)</td>
<td>3</td>
<td>767</td>
<td>475</td>
<td>1.035</td>
<td>(582)</td>
<td>n.a.</td>
<td>353</td>
<td>1.695</td>
<td>n.a.</td>
</tr>
<tr>
<td>Depreciation, amortization and impairment losses</td>
<td>(3.285)</td>
<td>(2.661)</td>
<td>(2.768)</td>
<td>(2.820)</td>
<td>(3.559)</td>
<td>(8,3)</td>
<td>(13.894)</td>
<td>(11.806)</td>
<td>15,0</td>
</tr>
<tr>
<td>EBITDA</td>
<td>4.543</td>
<td>4.690</td>
<td>4.479</td>
<td>4.761</td>
<td>3.833</td>
<td>(25,5)</td>
<td>19.906</td>
<td>17.313</td>
<td>(13,0)</td>
</tr>
<tr>
<td>EBITDA margin (EBITDA / net revenue) %</td>
<td>28,0</td>
<td>29,7</td>
<td>28,8</td>
<td>30,5</td>
<td>21,9</td>
<td>(6,1p)</td>
<td>30,8</td>
<td>27,7</td>
<td>(3,1p)</td>
</tr>
</tbody>
</table>
### DT Group.

Special factors in the consolidated income statement.

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(37)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
<td>(37)</td>
<td>0</td>
<td>n.a.</td>
<td></td>
</tr>
<tr>
<td><strong>Cost of sales</strong></td>
<td>(264)</td>
<td>(166)</td>
<td>(78)</td>
<td>(105)</td>
<td>(245)</td>
<td>7,2</td>
<td>(436)</td>
<td>(594)</td>
<td>(36,2)</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td>(301)</td>
<td>(166)</td>
<td>(78)</td>
<td>(105)</td>
<td>(245)</td>
<td>18,6</td>
<td>(473)</td>
<td>(594)</td>
<td>(25,6)</td>
</tr>
<tr>
<td><strong>Selling expenses</strong></td>
<td>(75)</td>
<td>(15)</td>
<td>(15)</td>
<td>(99)</td>
<td>(45)</td>
<td>40,0</td>
<td>(83)</td>
<td>(174)</td>
<td>n.a.</td>
</tr>
<tr>
<td><strong>General and administrative expenses</strong></td>
<td>(138)</td>
<td>(18)</td>
<td>(47)</td>
<td>(37)</td>
<td>(272)</td>
<td>(97,1)</td>
<td>(206)</td>
<td>(374)</td>
<td>(81,6)</td>
</tr>
<tr>
<td><strong>Other operating income</strong></td>
<td>42</td>
<td>11</td>
<td>2</td>
<td>5</td>
<td>20</td>
<td>(52,4)</td>
<td>86</td>
<td>38</td>
<td>(55,8)</td>
</tr>
<tr>
<td><strong>Other operating expenses</strong></td>
<td>(610)</td>
<td>(13)</td>
<td>(398)</td>
<td>(28)</td>
<td>(1.316)</td>
<td>n.a.</td>
<td>(2.470)</td>
<td>(1.755)</td>
<td>28,9</td>
</tr>
<tr>
<td><strong>Profit (loss) from operations (EBIT)</strong></td>
<td>(1.082)</td>
<td>(201)</td>
<td>(536)</td>
<td>(264)</td>
<td>(1.858)</td>
<td>(71,7)</td>
<td>(3.146)</td>
<td>(2.859)</td>
<td>9,1</td>
</tr>
<tr>
<td><strong>Profit (loss) from financial activities</strong></td>
<td>(63)</td>
<td>(13)</td>
<td>(41)</td>
<td>(39)</td>
<td>7</td>
<td>n.a.</td>
<td>(232)</td>
<td>(86)</td>
<td>62,9</td>
</tr>
<tr>
<td>of which: finance costs</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
</tr>
<tr>
<td><strong>Profit (loss) before income taxes (EBT)</strong></td>
<td>(1.145)</td>
<td>(214)</td>
<td>(577)</td>
<td>(303)</td>
<td>(1.851)</td>
<td>(61,7)</td>
<td>(3.378)</td>
<td>(2.945)</td>
<td>12,8</td>
</tr>
<tr>
<td><strong>Income taxes</strong></td>
<td>181</td>
<td>65</td>
<td>215</td>
<td>372</td>
<td>311</td>
<td>71,6</td>
<td>320</td>
<td>963</td>
<td>n.a.</td>
</tr>
<tr>
<td><strong>Profit (loss)</strong></td>
<td>(964)</td>
<td>(149)</td>
<td>(362)</td>
<td>69</td>
<td>(1.540)</td>
<td>(59,8)</td>
<td>(3.058)</td>
<td>(1.982)</td>
<td>35,2</td>
</tr>
<tr>
<td>Profit (loss) attributable to non-controlling interests</td>
<td>(56)</td>
<td>(25)</td>
<td>(23)</td>
<td>3</td>
<td>(268)</td>
<td>n.a.</td>
<td>(21)</td>
<td>(313)</td>
<td>n.a.</td>
</tr>
<tr>
<td><strong>Net profit (loss)</strong></td>
<td>(908)</td>
<td>(124)</td>
<td>(339)</td>
<td>66</td>
<td>(1.272)</td>
<td>(40,1)</td>
<td>(3.037)</td>
<td>(1.669)</td>
<td>45,0</td>
</tr>
<tr>
<td>Depreciation, amortization and impairment losses</td>
<td>(555)</td>
<td>(1)</td>
<td>(3)</td>
<td>(4)</td>
<td>(691)</td>
<td>(24,5)</td>
<td>(2.384)</td>
<td>(699)</td>
<td>70,7</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>(527)</td>
<td>(200)</td>
<td>(533)</td>
<td>(260)</td>
<td>(1.167)</td>
<td>n.a.</td>
<td>(762)</td>
<td>(2.160)</td>
<td>n.a.</td>
</tr>
</tbody>
</table>
### DT Group.

**Details on special factors I.**

<table>
<thead>
<tr>
<th>millions of €</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Effect on operating expenses</strong></td>
<td>(1,087)</td>
<td>(212)</td>
<td>(538)</td>
<td>(269)</td>
<td>(1,878)</td>
<td>(72,8)</td>
<td>(3,195)</td>
<td>(2,897)</td>
<td>9,3</td>
</tr>
<tr>
<td>of which: expenses / income for early retirement (civil servants)</td>
<td>(153)</td>
<td>0</td>
<td>(12)</td>
<td>(37)</td>
<td>(404)</td>
<td>n.a.</td>
<td>(139)</td>
<td>(453)</td>
<td>n.a.</td>
</tr>
<tr>
<td>of which: expenses for severance payments</td>
<td>(236)</td>
<td>(64)</td>
<td>(55)</td>
<td>(135)</td>
<td>(185)</td>
<td>21,6</td>
<td>(323)</td>
<td>(439)</td>
<td>(35,9)</td>
</tr>
<tr>
<td>of which: expenses / income for partial retirement (termination benefit)</td>
<td>(14)</td>
<td>(3)</td>
<td>(5)</td>
<td>(2)</td>
<td>(2)</td>
<td>85,7</td>
<td>(16)</td>
<td>(12)</td>
<td>25,0</td>
</tr>
<tr>
<td>of which: expenses for severance payments</td>
<td>(9)</td>
<td>(10)</td>
<td>(21)</td>
<td>(30)</td>
<td>(41)</td>
<td>n.a.</td>
<td>(51)</td>
<td>(102)</td>
<td>n.a.</td>
</tr>
<tr>
<td>of which: restructuring charges</td>
<td>(111)</td>
<td>(29)</td>
<td>(59)</td>
<td>(49)</td>
<td>(156)</td>
<td>(40,5)</td>
<td>(226)</td>
<td>(293)</td>
<td>(29,6)</td>
</tr>
<tr>
<td>of which: expenses due to de-consolidations and other asset sales</td>
<td>(9)</td>
<td>(2)</td>
<td>(370)</td>
<td>3</td>
<td>(398)</td>
<td>n.a.</td>
<td>(19)</td>
<td>(767)</td>
<td>n.a.</td>
</tr>
<tr>
<td>of which: others</td>
<td>182</td>
<td>119</td>
<td>160</td>
<td>92</td>
<td>155</td>
<td>83,1</td>
<td>266</td>
<td>405</td>
<td>75,4</td>
</tr>
</tbody>
</table>

#### Effect on other operating income

<table>
<thead>
<tr>
<th>Effect on other operating income</th>
<th>42</th>
<th>11</th>
<th>2</th>
<th>5</th>
<th>20</th>
<th>(52,4)</th>
<th>86</th>
<th>38</th>
<th>(55,8)</th>
</tr>
</thead>
<tbody>
<tr>
<td>of which: income due to asset sales</td>
<td>22</td>
<td>8</td>
<td>2</td>
<td>3</td>
<td>18</td>
<td>(18,2)</td>
<td>60</td>
<td>31</td>
<td>(48,3)</td>
</tr>
<tr>
<td>of which: others</td>
<td>20</td>
<td>3</td>
<td>0</td>
<td>2</td>
<td>2</td>
<td>(90,0)</td>
<td>26</td>
<td>7</td>
<td>(73,1)</td>
</tr>
</tbody>
</table>

#### Effect on revenue

| Effect on revenue | 2 | 37 | 0 | 0 | 0 | n.a. | (37) | 0 | n.a. |

#### Effect on profit from operations = EBIT

| Effect on profit from operations = EBIT | (1,082) | (201) | (536) | (264) | (1,858) | (71,7) | (3,146) | (2,859) | 9,1 |

#### Depreciation, amortization and impairment losses

<table>
<thead>
<tr>
<th>Depreciation, amortization and impairment losses</th>
<th>(555)</th>
<th>(1)</th>
<th>(3)</th>
<th>(4)</th>
<th>(691)</th>
<th>(24,5)</th>
<th>(2,384)</th>
<th>(699)</th>
<th>70,7</th>
</tr>
</thead>
<tbody>
<tr>
<td>of which: restructuring charges</td>
<td>(27)</td>
<td>(1)</td>
<td>0</td>
<td>2</td>
<td>(5)</td>
<td>81,5</td>
<td>(27)</td>
<td>(8)</td>
<td>70,4</td>
</tr>
<tr>
<td>of which: expenses due to consolidations and other asset sales</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
<td></td>
</tr>
<tr>
<td>of which: others</td>
<td>(528)</td>
<td>0</td>
<td>(3)</td>
<td>(2)</td>
<td>(686)</td>
<td>(29,9)</td>
<td>(2,357)</td>
<td>(691)</td>
<td>70,7</td>
</tr>
</tbody>
</table>

#### Effect on EBITDA


---

1 Incl. amortization of Goodwill for T-Mobile UK (approx. EUR 1.8bn) in Q1/09.
2 Revenue credit in Q4/09 in Germany (Fixed network).
DT Group.
Details on special factors II.

<table>
<thead>
<tr>
<th></th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>FY/09</th>
<th>FY/10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Effect on profit (loss) from financial activities</td>
<td></td>
<td>(63)</td>
<td>(13)</td>
<td>(41)</td>
<td>(39)</td>
<td>7</td>
<td>(232)</td>
<td>(86)</td>
</tr>
<tr>
<td>Effect on profit (loss) before income taxes</td>
<td></td>
<td>(1.145)</td>
<td>(214)</td>
<td>(577)</td>
<td>(303)</td>
<td>(1.851)</td>
<td>(3.378)</td>
<td>(2.945)</td>
</tr>
<tr>
<td>Effect on taxes</td>
<td></td>
<td>181</td>
<td>65</td>
<td>215</td>
<td>372</td>
<td>311</td>
<td>320</td>
<td>963</td>
</tr>
<tr>
<td>Tax effect of special factors within EBITDA</td>
<td></td>
<td>121</td>
<td>52</td>
<td>45</td>
<td>69</td>
<td>315</td>
<td>249</td>
<td>481</td>
</tr>
<tr>
<td>Tax effect of special factors on profit (loss) from financial activities</td>
<td></td>
<td>20</td>
<td>3</td>
<td>3</td>
<td>9</td>
<td>1</td>
<td>73</td>
<td>16</td>
</tr>
<tr>
<td>Other tax effects</td>
<td></td>
<td>40</td>
<td>10</td>
<td>167</td>
<td>294</td>
<td>(5)</td>
<td>(2)</td>
<td>466</td>
</tr>
<tr>
<td>Effect on profit (loss) attributable to non-controlling interests</td>
<td></td>
<td>(56)</td>
<td>(25)</td>
<td>(23)</td>
<td>3</td>
<td>(268)</td>
<td>(21)</td>
<td>(313)</td>
</tr>
<tr>
<td>Effect on net profit (loss)</td>
<td></td>
<td>(908)</td>
<td>(124)</td>
<td>(339)</td>
<td>66</td>
<td>(1.272)</td>
<td>(3.037)</td>
<td>(1.669)</td>
</tr>
</tbody>
</table>
DT Group.
Change in the composition of the Group in the third quarter.

<table>
<thead>
<tr>
<th></th>
<th>reported numbers</th>
<th>MINUS Acquisition effects</th>
<th>PLUS Deconsolidation effects</th>
<th>% Pro forma Q4/10</th>
<th>Q4/09</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q4/09</td>
<td>Q4/10</td>
<td>Total</td>
<td>Ger.¹</td>
<td>Total</td>
</tr>
<tr>
<td>Net revenue</td>
<td>16.200</td>
<td>15.477</td>
<td>23</td>
<td>23</td>
<td>784</td>
</tr>
<tr>
<td>Profit (loss) from operations = EBIT</td>
<td>1.258</td>
<td>(176)</td>
<td>4</td>
<td>4</td>
<td>160</td>
</tr>
<tr>
<td>Profit (loss) from financial activities</td>
<td>(798)</td>
<td>(797)</td>
<td>0</td>
<td>0</td>
<td>(51)</td>
</tr>
<tr>
<td>Prof of which finance costs</td>
<td>(620)</td>
<td>(586)</td>
<td>0</td>
<td>0</td>
<td>(26)</td>
</tr>
<tr>
<td>Profit (loss) before income taxes = EBT</td>
<td>460</td>
<td>(973)</td>
<td>4</td>
<td>4</td>
<td>109</td>
</tr>
<tr>
<td>Income taxes</td>
<td>(404)</td>
<td>213</td>
<td>(1)</td>
<td>(1)</td>
<td>23</td>
</tr>
<tr>
<td>Profit (loss)</td>
<td>56</td>
<td>(760)</td>
<td>3</td>
<td>3</td>
<td>132</td>
</tr>
<tr>
<td>Profit (loss) attrib to non-controlling interests</td>
<td>59</td>
<td>(178)</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Net profit (loss)</td>
<td>(3)</td>
<td>(582)</td>
<td>3</td>
<td>3</td>
<td>132</td>
</tr>
<tr>
<td>EBITDA</td>
<td>4.543</td>
<td>3.383</td>
<td>10</td>
<td>10</td>
<td>160</td>
</tr>
<tr>
<td>Special factors</td>
<td>(527)</td>
<td>(1.167)</td>
<td>0</td>
<td>0</td>
<td>(6)</td>
</tr>
<tr>
<td>EBITDA adjusted for special factors</td>
<td>5.070</td>
<td>4.550</td>
<td>10</td>
<td>10</td>
<td>166</td>
</tr>
</tbody>
</table>

1 STRATO AG [January 1st, 2010];
2 T-Mobile UK [April 1st, 2010].
DT Group.

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

<table>
<thead>
<tr>
<th></th>
<th>reported numbers</th>
<th>MINUS Acquisition effects</th>
<th>PLUS Deconsolidation effects</th>
<th>% Pro forma FY/10</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>FY/09</td>
<td>FY/10</td>
<td>Total</td>
<td>Ger¹</td>
</tr>
<tr>
<td>Net revenue</td>
<td>64.602</td>
<td>62.421</td>
<td>582</td>
<td>91</td>
</tr>
<tr>
<td>Profit (loss) from operations = EBIT</td>
<td>6.012</td>
<td>5.505</td>
<td>61</td>
<td>11</td>
</tr>
<tr>
<td>Profit (loss) from financial activities</td>
<td>(3.357)</td>
<td>(2.810)</td>
<td>(28)</td>
<td>0</td>
</tr>
<tr>
<td>of which finance costs</td>
<td>(2.555)</td>
<td>(2.500)</td>
<td>(24)</td>
<td>0</td>
</tr>
<tr>
<td>Profit (loss) before income taxes = EBT</td>
<td>2.655</td>
<td>2.695</td>
<td>33</td>
<td>11</td>
</tr>
<tr>
<td>Income taxes</td>
<td>(1.782)</td>
<td>(935)</td>
<td>(11)</td>
<td>(1)</td>
</tr>
<tr>
<td>Profit (loss)</td>
<td>873</td>
<td>1.760</td>
<td>22</td>
<td>10</td>
</tr>
<tr>
<td>Profit (loss) attributable to non-controlling interests</td>
<td>520</td>
<td>65</td>
<td>9</td>
<td>0</td>
</tr>
<tr>
<td>Net profit (loss)</td>
<td>353</td>
<td>1.695</td>
<td>13</td>
<td>10</td>
</tr>
<tr>
<td>EBITDA</td>
<td>19.906</td>
<td>17.313</td>
<td>209</td>
<td>34</td>
</tr>
<tr>
<td>Special factors</td>
<td>(762)</td>
<td>(2.160)</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>EBITDA adjusted for special factors</td>
<td>20.668</td>
<td>19.473</td>
<td>209</td>
<td>34</td>
</tr>
</tbody>
</table>

1 STRATO AG [January 1st, 2010].
2 OTE [February 1st, 2009].
3 T-Mobile UK [April 1st, 2010].
## Consolidated statement of financial position.

### Assets.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current assets</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>5.022</td>
<td>5.553</td>
<td>1.839</td>
<td>2.074</td>
<td>2.808</td>
<td>(44,1)</td>
</tr>
<tr>
<td>Trade and other receivables</td>
<td>6.757</td>
<td>6.832</td>
<td>7.236</td>
<td>7.080</td>
<td>6.889</td>
<td>2,0</td>
</tr>
<tr>
<td>Current recoverable income taxes</td>
<td>144</td>
<td>253</td>
<td>238</td>
<td>221</td>
<td>224</td>
<td>55,6</td>
</tr>
<tr>
<td>Other financial assets</td>
<td>2.001</td>
<td>1.758</td>
<td>2.808</td>
<td>1.525</td>
<td>2.372</td>
<td>18,5</td>
</tr>
<tr>
<td>Inventories</td>
<td>1.174</td>
<td>1.213</td>
<td>1.290</td>
<td>1.293</td>
<td>1.310</td>
<td>11,6</td>
</tr>
<tr>
<td>Non-current assets and disposal groups held for sale</td>
<td>6.257</td>
<td>6.776</td>
<td>84</td>
<td>75</td>
<td>51</td>
<td>(99,2)</td>
</tr>
<tr>
<td>Other assets</td>
<td>1.387</td>
<td>2.231</td>
<td>1.976</td>
<td>1.650</td>
<td>1.589</td>
<td>14,6</td>
</tr>
<tr>
<td><strong>Non-current assets</strong></td>
<td>104.762</td>
<td>106.187</td>
<td>117.313</td>
<td>113.841</td>
<td>112.569</td>
<td>7,5</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>51.705</td>
<td>53.413</td>
<td>55.058</td>
<td>53.702</td>
<td>53.807</td>
<td>4,1</td>
</tr>
<tr>
<td>Property, plant and equipment</td>
<td>45.468</td>
<td>45.361</td>
<td>45.539</td>
<td>44.312</td>
<td>44.298</td>
<td>(2,6)</td>
</tr>
<tr>
<td>Investments accounted for using the equity method</td>
<td>147</td>
<td>152</td>
<td>8.008</td>
<td>7.601</td>
<td>7.242</td>
<td>n.a.</td>
</tr>
<tr>
<td>Other financial assets</td>
<td>1.739</td>
<td>1.621</td>
<td>3.003</td>
<td>2.609</td>
<td>1.695</td>
<td>(2,5)</td>
</tr>
<tr>
<td>Deferred tax assets</td>
<td>5.162</td>
<td>5.194</td>
<td>5.225</td>
<td>5.200</td>
<td>5.129</td>
<td>(0,6)</td>
</tr>
<tr>
<td>Other assets</td>
<td>541</td>
<td>446</td>
<td>480</td>
<td>417</td>
<td>398</td>
<td>(26,4)</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>127.774</td>
<td>130.803</td>
<td>132.784</td>
<td>127.759</td>
<td>127.812</td>
<td>0,0</td>
</tr>
</tbody>
</table>
### Consolidated statement of financial position.
#### Liabilities and shareholders' equity.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Current liabilities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade and other payables</td>
<td></td>
<td>6.304</td>
<td>5.856</td>
<td>6.351</td>
<td>5.962</td>
<td>6.750</td>
<td>7.1</td>
</tr>
<tr>
<td>Income tax liabilities</td>
<td></td>
<td>511</td>
<td>635</td>
<td>670</td>
<td>693</td>
<td>545</td>
<td>6.7</td>
</tr>
<tr>
<td>Other provisions</td>
<td></td>
<td>3.369</td>
<td>3.455</td>
<td>2.995</td>
<td>3.098</td>
<td>3.193</td>
<td>(5.2)</td>
</tr>
<tr>
<td>Liabilities directly associated with non-current assets and disposal groups held for sale</td>
<td></td>
<td>1.423</td>
<td>1.456</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
</tr>
<tr>
<td>Other liabilities</td>
<td></td>
<td>3.796</td>
<td>4.329</td>
<td>4.288</td>
<td>4.521</td>
<td>4.275</td>
<td>12.6</td>
</tr>
<tr>
<td><strong>Non-current liabilities</strong></td>
<td></td>
<td>61.043</td>
<td>60.833</td>
<td>62.759</td>
<td>59.111</td>
<td>58.332</td>
<td>(4.4)</td>
</tr>
<tr>
<td>Financial liabilities</td>
<td></td>
<td>41.800</td>
<td>40.980</td>
<td>42.040</td>
<td>39.159</td>
<td>38.857</td>
<td>(7.0)</td>
</tr>
<tr>
<td>Other provisions</td>
<td></td>
<td>2.161</td>
<td>2.050</td>
<td>1.969</td>
<td>1.772</td>
<td>1.628</td>
<td>(24.7)</td>
</tr>
<tr>
<td>Other liabilities</td>
<td></td>
<td>3.750</td>
<td>3.796</td>
<td>3.924</td>
<td>3.673</td>
<td>3.839</td>
<td>2.4</td>
</tr>
<tr>
<td><strong>Shareholders' equity</strong></td>
<td></td>
<td>41.937</td>
<td>44.279</td>
<td>44.787</td>
<td>43.360</td>
<td>43.028</td>
<td>2.6</td>
</tr>
<tr>
<td>Issued capital</td>
<td></td>
<td>11.165</td>
<td>11.165</td>
<td>11.165</td>
<td>11.165</td>
<td>11.063</td>
<td>(0.9)</td>
</tr>
<tr>
<td>Capital reserves</td>
<td></td>
<td>51.530</td>
<td>51.531</td>
<td>51.531</td>
<td>51.532</td>
<td>51.635</td>
<td>0.2</td>
</tr>
<tr>
<td>Total other comprehensive income</td>
<td></td>
<td>(3.576)</td>
<td>(2.058)</td>
<td>(37)</td>
<td>(2.470)</td>
<td>(2.017)</td>
<td>43.6</td>
</tr>
<tr>
<td>Total other comprehensive income directly associated with non-current assets and disposable groups held for sale</td>
<td></td>
<td>(2.162)</td>
<td>(2.151)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
</tr>
<tr>
<td>Net profit (loss)</td>
<td></td>
<td>353</td>
<td>767</td>
<td>1.242</td>
<td>2.277</td>
<td>1.695</td>
<td>n.a.</td>
</tr>
<tr>
<td>Treasury shares</td>
<td></td>
<td>(5)</td>
<td>(5)</td>
<td>(5)</td>
<td>(5)</td>
<td>(5)</td>
<td>0.0</td>
</tr>
<tr>
<td>Non-controlling interests</td>
<td></td>
<td>5.583</td>
<td>5.740</td>
<td>5.042</td>
<td>5.202</td>
<td>5.012</td>
<td>(10.2)</td>
</tr>
<tr>
<td><strong>Total liabilities and shareholders' equity</strong></td>
<td></td>
<td>127.774</td>
<td>130.803</td>
<td>132.784</td>
<td>127.759</td>
<td>127.812</td>
<td>0.0</td>
</tr>
</tbody>
</table>
Maturity profile - well balanced redemptions.
Bonds, Medium Term Notes (MTN) and Schuldscheindarlehen maturities as of December 31, 2010.

- €4.7 billion DT maturities in 2011

- *OTE maturities (in € bn):
  2011: 2.1
  2013: 1.2
  2015: 0.6
  2016: 0.9

Bonds, MTNs and Schuldscheindarlehen as per 31/12/10 (€ billion)*

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.
Solid liquidity reserve position.

- 21 bilateral credit facilities of €600 million each adding up to €12.6 billion; €0.2 bn drawn
- Loan terms insure quality of our liquidity reserve
  - No financial covenants,
  - No MAC Clause,
  - No rating trigger.
- Average time to maturity of bank credit lines as per December 31, 2010: 2.5 years
- OTE: €350 million undrawn syndicated credit facility. Maturing from 2010 to 2012 with the majority in 2012.
- EIB-loans: two committed undrawn facilities, €650 million in total
## Net debt.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Bonds</td>
<td></td>
<td>38.508</td>
<td>38.722</td>
<td>40.046</td>
<td>38.138</td>
<td>38.190</td>
<td>0,1</td>
</tr>
<tr>
<td><strong>Gross debt</strong></td>
<td></td>
<td><strong>48.117</strong></td>
<td><strong>47.874</strong></td>
<td><strong>50.154</strong></td>
<td><strong>47.446</strong></td>
<td><strong>47.318</strong></td>
<td><strong>(0,3)</strong></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td></td>
<td>5.022</td>
<td>5.553</td>
<td>1.839</td>
<td>2.074</td>
<td>2.808</td>
<td>35,4</td>
</tr>
<tr>
<td>Available-for-sale/held-for-trading financial assets</td>
<td></td>
<td>162</td>
<td>162</td>
<td>83</td>
<td>52</td>
<td>75</td>
<td>44,2</td>
</tr>
<tr>
<td>Other financial assets</td>
<td></td>
<td>2.022</td>
<td>1.741</td>
<td>1.982</td>
<td>1.573</td>
<td>2.166</td>
<td>37,7</td>
</tr>
<tr>
<td><strong>Net debt</strong></td>
<td></td>
<td><strong>40.911</strong></td>
<td><strong>40.418</strong></td>
<td><strong>46.250</strong></td>
<td><strong>43.747</strong></td>
<td><strong>42.269</strong></td>
<td><strong>(3,4)</strong></td>
</tr>
</tbody>
</table>
Net debt development.

Developments in detail:

- Free Cash Flow: - € 1.6bn
- Deconsolidation EE: - € 0.7bn
- Share Buyback: + € 0.4bn
- T-Online ruling: + € 0.2bn
- Other issues: + € 0.2bn
## DT Group.

### Cash capex.

<table>
<thead>
<tr>
<th></th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash capex</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Germany</td>
<td>1</td>
<td>903</td>
<td>651</td>
<td>774</td>
<td>862</td>
<td>1.178</td>
<td>30,5</td>
<td>3.158</td>
<td>3.465</td>
<td>9,7</td>
</tr>
<tr>
<td>Europe</td>
<td></td>
<td>654</td>
<td>568</td>
<td>454</td>
<td>396</td>
<td>594</td>
<td>(9,2)</td>
<td>2.489</td>
<td>2.012</td>
<td>(19,2)</td>
</tr>
<tr>
<td>United States</td>
<td></td>
<td>464</td>
<td>481</td>
<td>534</td>
<td>496</td>
<td>610</td>
<td>31,5</td>
<td>2.666</td>
<td>2.121</td>
<td>(20,4)</td>
</tr>
<tr>
<td>Systems Solutions</td>
<td></td>
<td>205</td>
<td>148</td>
<td>220</td>
<td>207</td>
<td>150</td>
<td>(26,8)</td>
<td>681</td>
<td>725</td>
<td>6,5</td>
</tr>
<tr>
<td>Group Headquarters &amp; Shared Services</td>
<td></td>
<td>120</td>
<td>109</td>
<td>70</td>
<td>99</td>
<td>128</td>
<td>6,7</td>
<td>449</td>
<td>406</td>
<td>(9,6)</td>
</tr>
<tr>
<td>Reconciliation</td>
<td>(97)</td>
<td>(23)</td>
<td>(11)</td>
<td>(24)</td>
<td>(120)</td>
<td>(23,7)</td>
<td>(241)</td>
<td>(178)</td>
<td>(178)</td>
<td>26,1</td>
</tr>
<tr>
<td><strong>Group</strong></td>
<td>1,2</td>
<td>2.249</td>
<td>1.934</td>
<td>2.041</td>
<td>2.036</td>
<td>2.540</td>
<td>12,9</td>
<td>9.202</td>
<td>8.551</td>
<td>(7,1)</td>
</tr>
</tbody>
</table>

1 Before spectrum investment of € 1.3bn.

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

Free cash flow.

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net profit (loss)</td>
<td>(3)</td>
<td>767</td>
<td>475</td>
<td>1,035</td>
<td>(582)</td>
<td>n.a.</td>
<td>353</td>
<td>1,695</td>
<td>n.a.</td>
</tr>
<tr>
<td>Profit (loss) attributable to non-controlling interests</td>
<td>59</td>
<td>98</td>
<td>(11)</td>
<td>156</td>
<td>(178)</td>
<td>n.a.</td>
<td>520</td>
<td>65</td>
<td>(87.5)</td>
</tr>
<tr>
<td><strong>Profit (loss) after income taxes</strong></td>
<td>56</td>
<td>865</td>
<td>484</td>
<td>1,191</td>
<td>(760)</td>
<td>n.a.</td>
<td>873</td>
<td>1,760</td>
<td>n.a.</td>
</tr>
<tr>
<td>Depreciation, amortization and impairment losses</td>
<td>3,285</td>
<td>2,661</td>
<td>2,768</td>
<td>2,820</td>
<td>3,559</td>
<td>8.3</td>
<td>13,894</td>
<td>11,808</td>
<td>(15.0)</td>
</tr>
<tr>
<td>Income tax expense/(benefit)</td>
<td>404</td>
<td>449</td>
<td>539</td>
<td>160</td>
<td>(213)</td>
<td>n.a.</td>
<td>1,782</td>
<td>935</td>
<td>(47.5)</td>
</tr>
<tr>
<td>Interest (income) and interest expenses</td>
<td>620</td>
<td>597</td>
<td>644</td>
<td>673</td>
<td>586</td>
<td>(5.5)</td>
<td>2,555</td>
<td>2,500</td>
<td>(2.2)</td>
</tr>
<tr>
<td>Other financial (income) expense</td>
<td>181</td>
<td>121</td>
<td>41</td>
<td>(136)</td>
<td>227</td>
<td>25.4</td>
<td>826</td>
<td>253</td>
<td>(69.4)</td>
</tr>
<tr>
<td>Share of (profit) loss of associates and joint ventures accounted for using the equity method</td>
<td>(3)</td>
<td>(3)</td>
<td>23</td>
<td>53</td>
<td>(16)</td>
<td>n.a.</td>
<td>(24)</td>
<td>57</td>
<td>n.a.</td>
</tr>
<tr>
<td>(Profit) loss on the disposal of fully consolidated subsidiaries</td>
<td>(3)</td>
<td>0</td>
<td>356</td>
<td>(5)</td>
<td>(2)</td>
<td>33.3</td>
<td>(26)</td>
<td>349</td>
<td>n.a.</td>
</tr>
<tr>
<td>Other non-cash transactions</td>
<td>(82)</td>
<td>82</td>
<td>(37)</td>
<td>(52)</td>
<td>(14)</td>
<td>82.9</td>
<td>(230)</td>
<td>(21)</td>
<td>90.9</td>
</tr>
<tr>
<td>(Gain) loss from the disposal of intangible assets and property, plant and equipment</td>
<td>15</td>
<td>20</td>
<td>20</td>
<td>11</td>
<td>39</td>
<td>n.a.</td>
<td>51</td>
<td>90</td>
<td>76.5</td>
</tr>
<tr>
<td>Change in assets carried as working capital</td>
<td>824</td>
<td>(629)</td>
<td>(1,199)</td>
<td>76</td>
<td>1,509</td>
<td>83.1</td>
<td>1,936</td>
<td>(243)</td>
<td>n.a.</td>
</tr>
<tr>
<td>Change in provisions</td>
<td>247</td>
<td>(13)</td>
<td>(529)</td>
<td>38</td>
<td>436</td>
<td>76.5</td>
<td>(891)</td>
<td>(68)</td>
<td>92.4</td>
</tr>
<tr>
<td>Change in other liabilities carried as working capital</td>
<td>(945)</td>
<td>(15)</td>
<td>83</td>
<td>(379)</td>
<td>102</td>
<td>n.a.</td>
<td>(1,816)</td>
<td>(209)</td>
<td>88.5</td>
</tr>
<tr>
<td>Income taxes received (paid)</td>
<td>(181)</td>
<td>(245)</td>
<td>(242)</td>
<td>(171)</td>
<td>(161)</td>
<td>11.0</td>
<td>(926)</td>
<td>(819)</td>
<td>11.7</td>
</tr>
<tr>
<td>Dividends received</td>
<td>13</td>
<td>1</td>
<td>1</td>
<td>9</td>
<td>401</td>
<td>n.a.</td>
<td>29</td>
<td>412</td>
<td>n.a.</td>
</tr>
<tr>
<td>Net payments from entering into or canceling interest rate swaps</td>
<td>0</td>
<td>27</td>
<td>0</td>
<td>229</td>
<td>9</td>
<td>n.a.</td>
<td>242</td>
<td>265</td>
<td>9.5</td>
</tr>
<tr>
<td>Payments for mobile spectrum (included in the change in assets carried as working capital)</td>
<td>0</td>
<td>0</td>
<td>1,300</td>
<td>0</td>
<td>(1,300)</td>
<td>n.a.</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
</tr>
<tr>
<td><strong>Cash generated from operations (before spectrum investment)</strong></td>
<td>4,431</td>
<td>3,918</td>
<td>4,232</td>
<td>4,517</td>
<td>4,402</td>
<td>(0.7)</td>
<td>18,271</td>
<td>17,069</td>
<td>(6.6)</td>
</tr>
<tr>
<td>Interest received (paid)</td>
<td>(457)</td>
<td>(647)</td>
<td>(790)</td>
<td>(674)</td>
<td>(227)</td>
<td>50.3</td>
<td>(2,476)</td>
<td>(2,338)</td>
<td>5.6</td>
</tr>
<tr>
<td><strong>Net cash from operating activities (before spectrum investment)</strong></td>
<td>3,974</td>
<td>3,271</td>
<td>3,442</td>
<td>3,843</td>
<td>4,175</td>
<td>5.1</td>
<td>15,795</td>
<td>14,731</td>
<td>(6.7)</td>
</tr>
<tr>
<td>Cash outflows for investments in (proceeds from disposal of) Intangible assets</td>
<td>(2,111)</td>
<td>(1,832)</td>
<td>(1,953)</td>
<td>(1,961)</td>
<td>(2,442)</td>
<td>(15.7)</td>
<td>(8,826)</td>
<td>(8,188)</td>
<td>7.2</td>
</tr>
<tr>
<td>Property, plant and equipment</td>
<td>(509)</td>
<td>(279)</td>
<td>(315)</td>
<td>(357)</td>
<td>(682)</td>
<td>(34.0)</td>
<td>(1,591)</td>
<td>(1,633)</td>
<td>(2.6)</td>
</tr>
<tr>
<td><strong>Free cash flow (before dividend payments and spectrum investment)</strong></td>
<td>1</td>
<td>1,863</td>
<td>1,439</td>
<td>1,489</td>
<td>1,882</td>
<td>1,733</td>
<td>(7.0)</td>
<td>6,969</td>
<td>6,543</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>At reporting date</th>
<th>31/12/2009</th>
<th>31/03/2010</th>
<th>30/06/2010</th>
<th>30/09/2010</th>
<th>31/12/2010</th>
<th>Delta q.o.q.</th>
<th>Delta y.o.y.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>abs.</td>
<td>%</td>
<td>abs.</td>
<td>%</td>
<td>abs.</td>
<td>%</td>
<td>%</td>
</tr>
<tr>
<td>Germany</td>
<td>81,336</td>
<td>80.394</td>
<td>79,524</td>
<td>79.093</td>
<td>76,478</td>
<td>(2,615)</td>
<td>(6,0)</td>
</tr>
<tr>
<td>Europe</td>
<td>71,163</td>
<td>69.909</td>
<td>64,007</td>
<td>63,662</td>
<td>63,338</td>
<td>(324)</td>
<td>(0,5)</td>
</tr>
<tr>
<td>United States</td>
<td>40,697</td>
<td>38,294</td>
<td>37,743</td>
<td>37,314</td>
<td>37,760</td>
<td>446</td>
<td>1.2</td>
</tr>
<tr>
<td>Systems Solutions</td>
<td>46,021</td>
<td>47,408</td>
<td>47,477</td>
<td>47,712</td>
<td>47,707</td>
<td>(5)</td>
<td>(0,0)</td>
</tr>
<tr>
<td>Group Headquarters &amp; Shared Services</td>
<td>20,703</td>
<td>22,235</td>
<td>22,507</td>
<td>22,528</td>
<td>21,494</td>
<td>(1,034)</td>
<td>(4,6)</td>
</tr>
<tr>
<td>of which Vivento 1</td>
<td>9,600</td>
<td>9,700</td>
<td>9,700</td>
<td>9,900</td>
<td>9,900</td>
<td>(1,000)</td>
<td>(10,1)</td>
</tr>
<tr>
<td>DT Group</td>
<td>259,920</td>
<td>258,240</td>
<td>251,258</td>
<td>250,309</td>
<td>246,777</td>
<td>(3,532)</td>
<td>(13,143)</td>
</tr>
<tr>
<td>of which: Domestic</td>
<td>127,487</td>
<td>127,969</td>
<td>127,124</td>
<td>126,853</td>
<td>123,174</td>
<td>(3,679)</td>
<td>(2,9)</td>
</tr>
<tr>
<td>of which: International</td>
<td>132,433</td>
<td>130,271</td>
<td>124,134</td>
<td>123,456</td>
<td>123,603</td>
<td>147</td>
<td>0,1</td>
</tr>
<tr>
<td>of which: Civil servants</td>
<td>29,188</td>
<td>28,941</td>
<td>28,457</td>
<td>27,748</td>
<td>26,570</td>
<td>(2,178)</td>
<td>(7,8)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Average</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>Delta y.o.y.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>abs.</td>
<td>%</td>
<td>abs.</td>
<td>%</td>
<td>abs.</td>
<td>%</td>
</tr>
<tr>
<td>Germany</td>
<td>82,737</td>
<td>80.729</td>
<td>79,729</td>
<td>79,318</td>
<td>77,680</td>
<td>(5,657)</td>
</tr>
<tr>
<td>Europe</td>
<td>71,179</td>
<td>70.125</td>
<td>64,359</td>
<td>63,747</td>
<td>63,506</td>
<td>(7.673)</td>
</tr>
<tr>
<td>United States</td>
<td>39,347</td>
<td>38,663</td>
<td>37,612</td>
<td>37,563</td>
<td>37,340</td>
<td>(2,007)</td>
</tr>
<tr>
<td>Systems Solutions</td>
<td>46,122</td>
<td>47,446</td>
<td>47,480</td>
<td>47,654</td>
<td>47,771</td>
<td>1,649</td>
</tr>
<tr>
<td>Group Headquarters &amp; Shared Services</td>
<td>20,815</td>
<td>22,070</td>
<td>22,396</td>
<td>22,547</td>
<td>22,229</td>
<td>1.414</td>
</tr>
<tr>
<td>of which Vivento 2</td>
<td>9,700</td>
<td>9,600</td>
<td>9,800</td>
<td>9,900</td>
<td>9,600</td>
<td>(1,000)</td>
</tr>
<tr>
<td>DT Group</td>
<td>260,200</td>
<td>259,033</td>
<td>251,579</td>
<td>250,829</td>
<td>248,526</td>
<td>(11,674)</td>
</tr>
<tr>
<td>of which: Domestic</td>
<td>129,111</td>
<td>128,197</td>
<td>127,401</td>
<td>127,021</td>
<td>125,187</td>
<td>(3,924)</td>
</tr>
<tr>
<td>of which: International</td>
<td>131,089</td>
<td>130,836</td>
<td>124,178</td>
<td>123,808</td>
<td>123,339</td>
<td>(7,750)</td>
</tr>
<tr>
<td>of which: Civil servants</td>
<td>29,899</td>
<td>28,960</td>
<td>28,626</td>
<td>27,993</td>
<td>26,626</td>
<td>(3,273)</td>
</tr>
</tbody>
</table>

1 Full-time employees: number of employees without trainees and students.
2 Figures rounded; including permanent staff.
## Exchange rates.

### Average.

<table>
<thead>
<tr>
<th>€</th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>FY/09</th>
<th>FY/10</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 U.S Dollar (USD)</td>
<td></td>
<td>0,67630</td>
<td>0,72291</td>
<td>0,78668</td>
<td>0,77421</td>
<td>0,73546</td>
<td>0,71692</td>
<td>0,75398</td>
</tr>
<tr>
<td>1 British pound (GBP)</td>
<td></td>
<td>1,10494</td>
<td>1,12643</td>
<td>1,17313</td>
<td>1,20031</td>
<td>1,16315</td>
<td>1,12218</td>
<td>1,16553</td>
</tr>
<tr>
<td>100 Czech korunas (CZK)</td>
<td></td>
<td>3,85810</td>
<td>3,86655</td>
<td>3,90821</td>
<td>4,01085</td>
<td>4,03572</td>
<td>3,78123</td>
<td>3,95536</td>
</tr>
<tr>
<td>100 Croatian kunas (HRK)</td>
<td></td>
<td>13,73750</td>
<td>13,72450</td>
<td>13,79630</td>
<td>13,78940</td>
<td>13,57370</td>
<td>13,62190</td>
<td>13,72000</td>
</tr>
<tr>
<td>1,000 Hungarian forints (HUF)</td>
<td></td>
<td>3,69120</td>
<td>3,72353</td>
<td>3,64004</td>
<td>3,54016</td>
<td>3,62633</td>
<td>3,56631</td>
<td>3,63022</td>
</tr>
<tr>
<td>100 Macedonian Denar (MKD)</td>
<td></td>
<td>1,62444</td>
<td>1,62648</td>
<td>1,62610</td>
<td>1,62458</td>
<td>1,62433</td>
<td>1,62428</td>
<td>1,62526</td>
</tr>
<tr>
<td>100 Polish Zloty (PLN)</td>
<td></td>
<td>23,94530</td>
<td>25,08140</td>
<td>24,89920</td>
<td>24,94850</td>
<td>25,20490</td>
<td>23,09760</td>
<td>25,03320</td>
</tr>
<tr>
<td>10 Rumanien Lei (ROI)</td>
<td></td>
<td>2,34255</td>
<td>2,43082</td>
<td>2,39042</td>
<td>2,35038</td>
<td>2,33154</td>
<td>2,35830</td>
<td>2,37464</td>
</tr>
</tbody>
</table>

## Exchange rates.

### End of period.

<table>
<thead>
<tr>
<th>€</th>
<th></th>
<th>31/12/09</th>
<th>31/03/10</th>
<th>30/06/10</th>
<th>30/09/10</th>
<th>31/12/10</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 U.S Dollar (USD)</td>
<td></td>
<td>0,69393</td>
<td>0,74180</td>
<td>0,81404</td>
<td>0,73271</td>
<td>0,74698</td>
</tr>
<tr>
<td>1 British pound (GBP)</td>
<td></td>
<td>1,12387</td>
<td>1,12466</td>
<td>1,22257</td>
<td>1,16506</td>
<td>1,15979</td>
</tr>
<tr>
<td>100 Czech korunas (CZK)</td>
<td></td>
<td>3,77646</td>
<td>3,93026</td>
<td>3,89225</td>
<td>4,06295</td>
<td>3,98728</td>
</tr>
<tr>
<td>100 Croatian kunas (HRK)</td>
<td></td>
<td>13,70710</td>
<td>13,76440</td>
<td>13,89660</td>
<td>13,68640</td>
<td>13,54730</td>
</tr>
<tr>
<td>1,000 Hungarian forints (HUF)</td>
<td></td>
<td>3,69609</td>
<td>3,75699</td>
<td>3,50645</td>
<td>3,62017</td>
<td>3,59999</td>
</tr>
<tr>
<td>100 Macedonian Denar (MKD)</td>
<td></td>
<td>1,63024</td>
<td>1,62091</td>
<td>1,61699</td>
<td>1,63090</td>
<td>1,59628</td>
</tr>
<tr>
<td>100 Polish Zloty (PLN)</td>
<td></td>
<td>24,35900</td>
<td>25,88480</td>
<td>24,21010</td>
<td>25,04980</td>
<td>25,25810</td>
</tr>
<tr>
<td>10 Rumanien Lei (ROI)</td>
<td></td>
<td>2,35964</td>
<td>2,44272</td>
<td>2,28876</td>
<td>2,34190</td>
<td>2,33717</td>
</tr>
<tr>
<td>Category</td>
<td>Pages</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>---------------------------</td>
<td>-------</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>At a glance</td>
<td>4</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Excellent market position</td>
<td>7</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Group</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Adjusted for special factors</td>
<td>9</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EBITDA reconciliation</td>
<td>10</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>As reported</td>
<td>11</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Special factors in the consolidated income statement</td>
<td>12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Details on special factors</td>
<td>13</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Change in the composition of the group</td>
<td>15</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Consolidated statement of financial position</td>
<td>17</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Maturity profile</td>
<td>19</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Liquidity reserves</td>
<td>20</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net debt</td>
<td>21</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net debt development</td>
<td>22</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash capex</td>
<td>23</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Free cash flow</td>
<td>24</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Personnel</td>
<td>25</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Exchange rates</td>
<td>26</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Germany</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financials</td>
<td>29</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EBITDA reconciliation</td>
<td>31</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operational</td>
<td>32</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Additional information</td>
<td>33</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>USA</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financials</td>
<td>43</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EBITDA reconciliation</td>
<td>44</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operational</td>
<td>45</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Additional information</td>
<td>47</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Europe</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financials</td>
<td>52</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EBITDA reconciliation</td>
<td>53</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greece</td>
<td>55</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Romania</td>
<td>57</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hungary</td>
<td>59</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Poland</td>
<td>61</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Europe</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Czech Republic</td>
<td>62</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Netherlands</td>
<td>63</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Croatia</td>
<td>64</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Slovakia</td>
<td>66</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td>68</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bulgaria</td>
<td>69</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Everything Everywhere</td>
<td>70</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Systems Solutions</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financials</td>
<td>73</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EBITDA reconciliation</td>
<td>74</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Additional information</td>
<td>75</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>GHS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financials</td>
<td>79</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EBITDA reconciliation</td>
<td>80</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Vivento</td>
<td>81</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Glossary</strong></td>
<td>83</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Germany.
Financials (adjusted for special factors).

<table>
<thead>
<tr>
<th></th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y.</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td></td>
<td>6.438</td>
<td>6.189</td>
<td>6.197</td>
<td>6.317</td>
<td>6.442</td>
<td>0,1</td>
<td>25.460</td>
<td>25.145</td>
<td>(1,2)</td>
</tr>
<tr>
<td>of which Fixed network</td>
<td>1</td>
<td>4.710</td>
<td>4.530</td>
<td>4.496</td>
<td>4.509</td>
<td>4.642</td>
<td>(1,4)</td>
<td>18.773</td>
<td>18.177</td>
<td>(3,2)</td>
</tr>
<tr>
<td>of which Mobile communications</td>
<td>2</td>
<td>2.101</td>
<td>2.000</td>
<td>2.054</td>
<td>2.157</td>
<td>2.138</td>
<td>1,8</td>
<td>8.109</td>
<td>8.349</td>
<td>3,0</td>
</tr>
<tr>
<td>Net revenue</td>
<td></td>
<td>6.022</td>
<td>5.804</td>
<td>5.806</td>
<td>5.899</td>
<td>6.014</td>
<td>(0,1)</td>
<td>23.850</td>
<td>23.523</td>
<td>(1,4)</td>
</tr>
<tr>
<td>EBITDA</td>
<td></td>
<td>2.340</td>
<td>2.299</td>
<td>2.438</td>
<td>2.523</td>
<td>2.358</td>
<td>0,8</td>
<td>9.607</td>
<td>9.618</td>
<td>0,1</td>
</tr>
<tr>
<td>of which Fixed network</td>
<td></td>
<td>1.452</td>
<td>1.468</td>
<td>1.530</td>
<td>1.595</td>
<td>1.468</td>
<td>1,1</td>
<td>6.247</td>
<td>6.061</td>
<td>(3,0)</td>
</tr>
<tr>
<td>of which Mobile communications</td>
<td></td>
<td>894</td>
<td>828</td>
<td>912</td>
<td>928</td>
<td>891</td>
<td>(0,3)</td>
<td>3.373</td>
<td>3.559</td>
<td>5,5</td>
</tr>
<tr>
<td>EBITDA margin (EBITDA / total revenues)</td>
<td>%</td>
<td>36,3</td>
<td>37,1</td>
<td>39,3</td>
<td>39,9</td>
<td>36,6</td>
<td>0,3p</td>
<td>37,7</td>
<td>38,3</td>
<td>0,6p</td>
</tr>
<tr>
<td>of which Fixed network</td>
<td>%</td>
<td>30,8</td>
<td>32,4</td>
<td>34,0</td>
<td>35,4</td>
<td>31,6</td>
<td>0,8p</td>
<td>33,3</td>
<td>33,3</td>
<td>0,0p</td>
</tr>
<tr>
<td>of which Mobile communications</td>
<td>%</td>
<td>42,6</td>
<td>41,4</td>
<td>44,4</td>
<td>43,0</td>
<td>41,7</td>
<td>(0,9p)</td>
<td>41,6</td>
<td>42,6</td>
<td>1,0p</td>
</tr>
<tr>
<td>Depreciation, amortization and impairment losses</td>
<td>(1,058)</td>
<td>(1,014)</td>
<td>(1,030)</td>
<td>(1,035)</td>
<td>(1,114)</td>
<td>(5,3)</td>
<td>(4,189)</td>
<td>(4,193)</td>
<td>(0,1)</td>
<td></td>
</tr>
<tr>
<td>Profit (loss) from operations = EBIT</td>
<td>1.282</td>
<td>1.285</td>
<td>1.408</td>
<td>1.488</td>
<td>1.244</td>
<td>(3,0)</td>
<td>5.418</td>
<td>5.425</td>
<td>0,1</td>
<td></td>
</tr>
<tr>
<td>of which Fixed network</td>
<td></td>
<td>671</td>
<td>720</td>
<td>768</td>
<td>834</td>
<td>645</td>
<td>(3,9)</td>
<td>3.140</td>
<td>2.967</td>
<td>(5,5)</td>
</tr>
<tr>
<td>of which Mobile communications</td>
<td></td>
<td>617</td>
<td>563</td>
<td>641</td>
<td>665</td>
<td>600</td>
<td>(2,8)</td>
<td>2.291</td>
<td>2.459</td>
<td>7,3</td>
</tr>
<tr>
<td>Cash capex (as reported)</td>
<td>2</td>
<td>903</td>
<td>651</td>
<td>774</td>
<td>862</td>
<td>1.178</td>
<td>30,5</td>
<td>3.158</td>
<td>3.465</td>
<td>9,7</td>
</tr>
<tr>
<td>of which Fixed network</td>
<td></td>
<td>772</td>
<td>555</td>
<td>688</td>
<td>698</td>
<td>946</td>
<td>22,5</td>
<td>2.724</td>
<td>2.887</td>
<td>6,0</td>
</tr>
<tr>
<td>of which Mobile communications</td>
<td>2</td>
<td>136</td>
<td>96</td>
<td>86</td>
<td>166</td>
<td>233</td>
<td>71,3</td>
<td>461</td>
<td>581</td>
<td>26,0</td>
</tr>
<tr>
<td>Cash contribution</td>
<td>2</td>
<td>1.437</td>
<td>1.648</td>
<td>1.664</td>
<td>1.661</td>
<td>1.180</td>
<td>(17,9)</td>
<td>6.449</td>
<td>6.153</td>
<td>(4,6)</td>
</tr>
<tr>
<td>of which Fixed network</td>
<td></td>
<td>680</td>
<td>913</td>
<td>842</td>
<td>897</td>
<td>522</td>
<td>(23,2)</td>
<td>3.523</td>
<td>3.174</td>
<td>(9,9)</td>
</tr>
<tr>
<td>of which Mobile communications</td>
<td>2</td>
<td>758</td>
<td>732</td>
<td>826</td>
<td>762</td>
<td>658</td>
<td>(13,2)</td>
<td>2.912</td>
<td>2.978</td>
<td>2,3</td>
</tr>
</tbody>
</table>

1 Revenue credit in the fourth quarter of 2009 for fixed-network support services performed in previous years.
2 Before spectrum investment of € 1.3bn.
The contributions of Fixed network and Mobile Communications sub-segments generally show the unconsolidated view, and do not take consolidation effects at operating segment level into consideration.
## Germany

Financials (as reported).

<table>
<thead>
<tr>
<th>millions of €</th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total revenue</strong></td>
<td></td>
<td>6.401</td>
<td>6.189</td>
<td>6.197</td>
<td>6.317</td>
<td>6.442</td>
<td>0,6</td>
<td>25.423</td>
<td>25.145</td>
<td>(1,1)</td>
</tr>
<tr>
<td>of which Fixed network</td>
<td></td>
<td>4.673</td>
<td>4.530</td>
<td>4.496</td>
<td>4.509</td>
<td>4.642</td>
<td>(0,7)</td>
<td>18.736</td>
<td>18.177</td>
<td>(3,0)</td>
</tr>
<tr>
<td>of which Mobile communications</td>
<td></td>
<td>2.101</td>
<td>2.000</td>
<td>2.054</td>
<td>2.157</td>
<td>2.138</td>
<td>1,8</td>
<td>8.109</td>
<td>8.349</td>
<td>3,0</td>
</tr>
<tr>
<td><strong>Net revenue</strong></td>
<td></td>
<td>5.985</td>
<td>5.804</td>
<td>5.806</td>
<td>5.899</td>
<td>6.014</td>
<td>0,5</td>
<td>23.813</td>
<td>23.523</td>
<td>(1,2)</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td></td>
<td>2.112</td>
<td>2.185</td>
<td>2.357</td>
<td>2.405</td>
<td>2.162</td>
<td>2,4</td>
<td>9.258</td>
<td>9.109</td>
<td>(1,6)</td>
</tr>
<tr>
<td>of which Fixed network</td>
<td></td>
<td>1.252</td>
<td>1.356</td>
<td>1.460</td>
<td>1.484</td>
<td>1.272</td>
<td>1,6</td>
<td>5.924</td>
<td>5.572</td>
<td>(5,9)</td>
</tr>
<tr>
<td>of which Mobile communications</td>
<td></td>
<td>866</td>
<td>826</td>
<td>901</td>
<td>921</td>
<td>891</td>
<td>2,9</td>
<td>3.347</td>
<td>3.539</td>
<td>5,7</td>
</tr>
<tr>
<td><strong>EBITDA margin (EBITDA / total revenues) %</strong></td>
<td></td>
<td>33,0</td>
<td>35,3</td>
<td>38,0</td>
<td>38,1</td>
<td>33,6</td>
<td>0,6p</td>
<td>36,4</td>
<td>36,2</td>
<td>(0,2p)</td>
</tr>
<tr>
<td>of which Fixed network</td>
<td></td>
<td>26,8</td>
<td>29,9</td>
<td>32,5</td>
<td>32,9</td>
<td>32,9</td>
<td>27,4</td>
<td>0,6p</td>
<td>31,6</td>
<td>30,7</td>
</tr>
<tr>
<td>of which Mobile communications</td>
<td></td>
<td>41,2</td>
<td>41,3</td>
<td>43,9</td>
<td>42,7</td>
<td>41,7</td>
<td>0,5p</td>
<td>41,3</td>
<td>42,4</td>
<td>1,1p</td>
</tr>
<tr>
<td><strong>Depreciation, amortization and impairment losses</strong></td>
<td></td>
<td>(1,058)</td>
<td>(1,014)</td>
<td>(1,030)</td>
<td>(1,035)</td>
<td>(1,114)</td>
<td>(5,3)</td>
<td>(4,196)</td>
<td>(4,193)</td>
<td>0,1</td>
</tr>
<tr>
<td>Profit (loss) from operations = EBIT</td>
<td></td>
<td>1.054</td>
<td>1.171</td>
<td>1.327</td>
<td>1.370</td>
<td>1.048</td>
<td>(0,6)</td>
<td>5.062</td>
<td>4.916</td>
<td>(2,9)</td>
</tr>
<tr>
<td>of which Fixed network</td>
<td></td>
<td>471</td>
<td>608</td>
<td>698</td>
<td>723</td>
<td>449</td>
<td>(4,7)</td>
<td>2.810</td>
<td>2.478</td>
<td>(11,8)</td>
</tr>
<tr>
<td>of which Mobile communications</td>
<td></td>
<td>589</td>
<td>561</td>
<td>630</td>
<td>648</td>
<td>600</td>
<td>1,9</td>
<td>2.265</td>
<td>2.439</td>
<td>7,7</td>
</tr>
<tr>
<td><strong>Cash capex</strong></td>
<td></td>
<td>1,903</td>
<td>651</td>
<td>774</td>
<td>862</td>
<td>1.178</td>
<td>30,5</td>
<td>3.158</td>
<td>3.465</td>
<td>9,7</td>
</tr>
<tr>
<td>of which Fixed network</td>
<td></td>
<td>772</td>
<td>555</td>
<td>688</td>
<td>698</td>
<td>946</td>
<td>22,5</td>
<td>2.724</td>
<td>2.887</td>
<td>6,0</td>
</tr>
<tr>
<td>of which Mobile communications</td>
<td></td>
<td>136</td>
<td>96</td>
<td>86</td>
<td>166</td>
<td>233</td>
<td>71,3</td>
<td>461</td>
<td>581</td>
<td>26,0</td>
</tr>
<tr>
<td><strong>Cash contribution</strong></td>
<td></td>
<td>1,209</td>
<td>1,534</td>
<td>1,583</td>
<td>1,543</td>
<td>984</td>
<td>(18,6)</td>
<td>6.100</td>
<td>5.644</td>
<td>(7,5)</td>
</tr>
<tr>
<td>of which Fixed network</td>
<td></td>
<td>480</td>
<td>801</td>
<td>772</td>
<td>786</td>
<td>326</td>
<td>(32,1)</td>
<td>3.200</td>
<td>2.685</td>
<td>(16,1)</td>
</tr>
<tr>
<td>of which Mobile communications</td>
<td></td>
<td>730</td>
<td>730</td>
<td>815</td>
<td>755</td>
<td>658</td>
<td>(9,9)</td>
<td>2.886</td>
<td>2.958</td>
<td>2,5</td>
</tr>
</tbody>
</table>

1 Before spectrum investment of € 1.3bn.

The contributions of Fixed network and Mobile Communications sub-segments generally show the unconsolidated view, and do not take consolidation effects at operating segment level into consideration.
## Germany.

### EBITDA Reconciliation.

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>6.401</td>
<td>6.189</td>
<td>6.197</td>
<td>6.317</td>
<td>6.442</td>
<td>0,6</td>
<td>25.423</td>
<td>25.145</td>
<td>(1,1)</td>
</tr>
<tr>
<td>Profit (loss) from operations = EBIT</td>
<td>1.054</td>
<td>1.171</td>
<td>1.327</td>
<td>1.370</td>
<td>1.048</td>
<td>(0,6)</td>
<td>5.062</td>
<td>4.916</td>
<td>(2,9)</td>
</tr>
<tr>
<td>- Depreciation, amortization and impairment losses</td>
<td>(1.058)</td>
<td>(1.014)</td>
<td>(1.030)</td>
<td>(1.035)</td>
<td>(1.114)</td>
<td>(5,3)</td>
<td>(4.196)</td>
<td>(4.193)</td>
<td>0,1</td>
</tr>
<tr>
<td>EBITDA</td>
<td>2.112</td>
<td>2.185</td>
<td>2.357</td>
<td>2.405</td>
<td>2.162</td>
<td>2,4</td>
<td>9.258</td>
<td>9.109</td>
<td>(1,6)</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>33,0</td>
<td>35,3</td>
<td>38,0</td>
<td>38,1</td>
<td>33,6</td>
<td>0,6p</td>
<td>36,4</td>
<td>36,2</td>
<td>(0,2p)</td>
</tr>
<tr>
<td>- Special factors affecting EBITDA</td>
<td>(228)</td>
<td>(114)</td>
<td>(81)</td>
<td>(118)</td>
<td>(196)</td>
<td>14,0</td>
<td>(349)</td>
<td>(509)</td>
<td>(45,8)</td>
</tr>
<tr>
<td>EBITDA adjusted for special factors</td>
<td>1 2.340</td>
<td>2.299</td>
<td>2.438</td>
<td>2.523</td>
<td>2.358</td>
<td>0,8</td>
<td>9.607</td>
<td>9.618</td>
<td>0,1</td>
</tr>
<tr>
<td>EBITDA margin (adjusted for special factors)</td>
<td>36,3</td>
<td>37,1</td>
<td>39,3</td>
<td>39,9</td>
<td>36,6</td>
<td>0,3p</td>
<td>37,7</td>
<td>38,3</td>
<td>0,6p</td>
</tr>
</tbody>
</table>

### Special factors.

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>FY/09</th>
<th>FY/10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Effects on EBITDA</td>
<td>(228)</td>
<td>(114)</td>
<td>(81)</td>
<td>(118)</td>
<td>(196)</td>
<td>(349)</td>
<td>(509)</td>
</tr>
<tr>
<td>of which Fixed network</td>
<td>(200)</td>
<td>(112)</td>
<td>(70)</td>
<td>(111)</td>
<td>(196)</td>
<td>(323)</td>
<td>(489)</td>
</tr>
<tr>
<td>of which Mobile communications</td>
<td>(28)</td>
<td>(2)</td>
<td>(11)</td>
<td>(7)</td>
<td>0</td>
<td>(26)</td>
<td>(20)</td>
</tr>
<tr>
<td>Effects on profit (loss) from operations = EBIT</td>
<td>(228)</td>
<td>(114)</td>
<td>(81)</td>
<td>(118)</td>
<td>(196)</td>
<td>(356)</td>
<td>(509)</td>
</tr>
<tr>
<td>of which Fixed network</td>
<td>(200)</td>
<td>(112)</td>
<td>(70)</td>
<td>(111)</td>
<td>(196)</td>
<td>(330)</td>
<td>(489)</td>
</tr>
<tr>
<td>of which Mobile communications</td>
<td>(28)</td>
<td>(2)</td>
<td>(11)</td>
<td>(7)</td>
<td>0</td>
<td>(26)</td>
<td>(20)</td>
</tr>
</tbody>
</table>

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

### Operational.

<table>
<thead>
<tr>
<th>Fixed network (end of period)</th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10 y.o.y. %</th>
<th>FY/09</th>
<th>FY/10 y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed network access lines</td>
<td>(000)</td>
<td>26,236</td>
<td>25,864</td>
<td>25,549</td>
<td>25,024</td>
<td>24,650 (6,0)</td>
<td>26,236</td>
<td>24,650 (6,0)</td>
</tr>
<tr>
<td>Broadband retail access lines</td>
<td>(000)</td>
<td>11,477</td>
<td>11,665</td>
<td>11,795</td>
<td>11,844</td>
<td>11,954 4,2</td>
<td>11,477</td>
<td>11,954 4,2</td>
</tr>
<tr>
<td>IPTV</td>
<td>(000)</td>
<td>806</td>
<td>896</td>
<td>971</td>
<td>1,042</td>
<td>1,156 43,4</td>
<td>806</td>
<td>1,156 43,4</td>
</tr>
<tr>
<td>Wholesale bundled access lines</td>
<td>(000)</td>
<td>1,621</td>
<td>1,523</td>
<td>1,354</td>
<td>1,143</td>
<td>984   (39,3)</td>
<td>1,621</td>
<td>984   (39,3)</td>
</tr>
<tr>
<td>ULLs</td>
<td>(000)</td>
<td>9,093</td>
<td>9,242</td>
<td>9,293</td>
<td>9,367</td>
<td>9,498 4,5</td>
<td>9,093</td>
<td>9,498 4,5</td>
</tr>
<tr>
<td>Wholesale unbundled access lines</td>
<td>(000)</td>
<td>600</td>
<td>661</td>
<td>723</td>
<td>892</td>
<td>1,037 72,8</td>
<td>600</td>
<td>1,037 72,8</td>
</tr>
</tbody>
</table>

### Mobile communications (end of period)

<table>
<thead>
<tr>
<th>Service revenue (€ million)</th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10 y.o.y. %</th>
<th>FY/09</th>
<th>FY/10 y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customers</td>
<td>(000)</td>
<td>39,136</td>
<td>38,544</td>
<td>36,976</td>
<td>34,882</td>
<td>34,694 (11,4)</td>
<td>39,136</td>
<td>34,694 (11,4)</td>
</tr>
<tr>
<td>- contract</td>
<td>(000)</td>
<td>2</td>
<td>17,202</td>
<td>17,274</td>
<td>17,176</td>
<td>17,201 17,173</td>
<td>(0,2)</td>
<td>17,202 17,173</td>
</tr>
<tr>
<td>- prepaid</td>
<td>(000)</td>
<td>3</td>
<td>21,933</td>
<td>21,269</td>
<td>19,800</td>
<td>17,681 17,521</td>
<td>(20,1)</td>
<td>21,933 17,521</td>
</tr>
<tr>
<td>Net Adds</td>
<td>(000)</td>
<td>(195)</td>
<td>(592)</td>
<td>(1,568)</td>
<td>(2,094)</td>
<td>(188) n.a. 34</td>
<td>(4,441)</td>
<td>n.a.</td>
</tr>
<tr>
<td>- contract</td>
<td>(000)</td>
<td>62</td>
<td>72</td>
<td>99</td>
<td>25</td>
<td>(28) n.a. 194</td>
<td>(29) n.a.</td>
<td>n.a.</td>
</tr>
<tr>
<td>- prepaid</td>
<td>(000)</td>
<td>(256)</td>
<td>(664)</td>
<td>(1,469)</td>
<td>(2,119)</td>
<td>(160) n.a. (160)</td>
<td>(4,412)</td>
<td>n.a.</td>
</tr>
<tr>
<td>Average monthly churn (%)</td>
<td></td>
<td>1,6</td>
<td>1,9</td>
<td>2,8</td>
<td>3,4</td>
<td>1,7 0,1p 1,5</td>
<td>2,4 0,3p</td>
<td></td>
</tr>
<tr>
<td>- contract</td>
<td>(%)</td>
<td>1,1</td>
<td>1,3</td>
<td>1,4</td>
<td>1,1</td>
<td>1,2 0,1p 1,2</td>
<td>1,2 0,0p</td>
<td></td>
</tr>
<tr>
<td>- prepaid</td>
<td>(%)</td>
<td>99</td>
<td>90</td>
<td>88</td>
<td>89</td>
<td>94 5,1</td>
<td>99 90</td>
<td>(9,1)</td>
</tr>
<tr>
<td>SAC per gross add (€)</td>
<td></td>
<td>99</td>
<td>90</td>
<td>88</td>
<td>89</td>
<td>94 5,1</td>
<td>99 90</td>
<td>(9,1)</td>
</tr>
<tr>
<td>- contract</td>
<td>(€)</td>
<td>220</td>
<td>167</td>
<td>181</td>
<td>177</td>
<td>197 10,5</td>
<td>215 180</td>
<td>(16,3)</td>
</tr>
<tr>
<td>- prepaid</td>
<td>(€)</td>
<td>13</td>
<td>15</td>
<td>21</td>
<td>21</td>
<td>20 53,8</td>
<td>17 19</td>
<td>11,8</td>
</tr>
<tr>
<td>SRC per retained customer (€)</td>
<td></td>
<td>163</td>
<td>179</td>
<td>156</td>
<td>197</td>
<td>206 26,4</td>
<td>162 185</td>
<td>14,2</td>
</tr>
<tr>
<td>- contract</td>
<td>(€)</td>
<td>15</td>
<td>15</td>
<td>16</td>
<td>17</td>
<td>17 13,3</td>
<td>15 17</td>
<td>13,3</td>
</tr>
<tr>
<td>- prepaid</td>
<td>(€)</td>
<td>30</td>
<td>30</td>
<td>31</td>
<td>32</td>
<td>31 3,3</td>
<td>30 31</td>
<td>3,3</td>
</tr>
<tr>
<td>non-voice % of ARPU (%)</td>
<td></td>
<td>28</td>
<td>29</td>
<td>29</td>
<td>29</td>
<td>31 3,0p</td>
<td>26 29</td>
<td>3,0p</td>
</tr>
<tr>
<td>MOU per customer (min)</td>
<td></td>
<td>73</td>
<td>74</td>
<td>78</td>
<td>85</td>
<td>90 23,3</td>
<td>70 81</td>
<td>15,7</td>
</tr>
<tr>
<td>- contract</td>
<td>(min)</td>
<td>144</td>
<td>144</td>
<td>149</td>
<td>152</td>
<td>158 9,7</td>
<td>138 150</td>
<td>8,7</td>
</tr>
</tbody>
</table>

1. Definition of Service Revenues (incl. MTR) since January 1st, 2010 without transit revenues. Q1-Q4/09 Service Revenue are adjusted retroactively.
2. One-off effect Q2/10: approx. 100 thousand deactivated contract customers.
3. Deactivation of inactive prepay customers' cards: 2009 full year (4.4 million); Q1 2010 (1.5 million); Q2 2010 (2.5 million); Q3 2010 (3.1 million); Q4 2010 (1.2 million). On April 1, 2010, Telekom Deutschland GmbH began to automatically terminate prepaid cards that have not been topped up for two years and have not been active for three months.
### Germany.

#### Revenue split - Fixed network.

<table>
<thead>
<tr>
<th></th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/09</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fixed network</strong></td>
<td></td>
<td>4.673</td>
<td>4.530</td>
<td>4.496</td>
<td>4.509</td>
<td>4.642</td>
<td>(0.7)</td>
<td>18.736</td>
<td>18.177</td>
<td>(3.0)</td>
</tr>
<tr>
<td>of which network communications</td>
<td></td>
<td>1.367</td>
<td>1.315</td>
<td>1.279</td>
<td>1.252</td>
<td>1.232</td>
<td>(9.9)</td>
<td>5.733</td>
<td>5.078</td>
<td>(11.4)</td>
</tr>
<tr>
<td>of which IP/Internet</td>
<td></td>
<td>1.532</td>
<td>1.482</td>
<td>1.503</td>
<td>1.504</td>
<td>1.541</td>
<td>0.6</td>
<td>5.937</td>
<td>6.030</td>
<td>1.6</td>
</tr>
<tr>
<td>of which wholesale services</td>
<td></td>
<td>1.101</td>
<td>1.097</td>
<td>1.061</td>
<td>1.106</td>
<td>1.112</td>
<td>1.0</td>
<td>4.417</td>
<td>4.376</td>
<td>(0.9)</td>
</tr>
<tr>
<td>thereof access full ULL</td>
<td></td>
<td>287</td>
<td>334</td>
<td>334</td>
<td>334</td>
<td>339</td>
<td>18.1</td>
<td>1.242</td>
<td>1.341</td>
<td>8.0</td>
</tr>
<tr>
<td>thereof bundled and unbundled access line</td>
<td></td>
<td>81</td>
<td>87</td>
<td>75</td>
<td>88</td>
<td>97</td>
<td>19.8</td>
<td>371</td>
<td>347</td>
<td>(6.5)</td>
</tr>
<tr>
<td>of which other Fixed network services</td>
<td></td>
<td>288</td>
<td>318</td>
<td>308</td>
<td>298</td>
<td>342</td>
<td>18.8</td>
<td>1.226</td>
<td>1.268</td>
<td>3.4</td>
</tr>
<tr>
<td>thereof value-added services</td>
<td></td>
<td>178</td>
<td>163</td>
<td>153</td>
<td>143</td>
<td>173</td>
<td>(2.8)</td>
<td>730</td>
<td>632</td>
<td>(13.4)</td>
</tr>
<tr>
<td>thereof terminal equipment</td>
<td></td>
<td>77</td>
<td>85</td>
<td>85</td>
<td>85</td>
<td>99</td>
<td>28.6</td>
<td>344</td>
<td>354</td>
<td>2.9</td>
</tr>
<tr>
<td>thereof data communication</td>
<td></td>
<td>34</td>
<td>70</td>
<td>71</td>
<td>70</td>
<td>71</td>
<td>108.8</td>
<td>152</td>
<td>282</td>
<td>85.5</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Single Play.</th>
<th>Call Start</th>
<th>Call Basic</th>
<th>Call Comfort</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Standard voice usage per minute</td>
<td>Standard up to 120 minutes included within Germany</td>
<td>Standard flat rate within Germany</td>
</tr>
<tr>
<td></td>
<td>from € 17.95</td>
<td>from € 19.95</td>
<td>from € 29.95</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>City, CDL</th>
<th>Cent/Minute</th>
<th>Cent/Minute</th>
</tr>
</thead>
<tbody>
<tr>
<td>Off peak</td>
<td>2.9</td>
<td>0</td>
</tr>
<tr>
<td>Peak</td>
<td>2.9</td>
<td>0</td>
</tr>
<tr>
<td>international</td>
<td>from 2.9</td>
<td>0</td>
</tr>
<tr>
<td>fixed to mobile</td>
<td>19.0</td>
<td>0</td>
</tr>
</tbody>
</table>

**Calling plans**

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>CountryFlat 1</td>
<td>€ 3.94 per month</td>
<td></td>
</tr>
<tr>
<td>CountryFlat 2</td>
<td>€ 14.95 per month</td>
<td></td>
</tr>
<tr>
<td>fixed to mobile</td>
<td>12.9 cents/minute, minimum charge € 4 per month</td>
<td></td>
</tr>
<tr>
<td>fixed to T-Mobile flatrate</td>
<td>€ 14.95 per month</td>
<td></td>
</tr>
<tr>
<td>Set-up</td>
<td>One off charge € 59.95</td>
<td></td>
</tr>
<tr>
<td>Installations-Service</td>
<td>One off charge € 69.98</td>
<td></td>
</tr>
</tbody>
</table>

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 Universal + 8 €, 5 Universal up to 240 Min included.
<table>
<thead>
<tr>
<th><strong>Double Play</strong></th>
<th><strong>Call &amp; Surf Basic(^4) (4.1)</strong></th>
<th><strong>Call &amp; Surf Comfort(^4)</strong></th>
<th><strong>Call &amp; Surf Comfort VDSL(^4)</strong></th>
<th><strong>Call &amp; Surf Comfort Plus(^4)</strong></th>
<th><strong>Call &amp; Surf Comfort Plus VDSL(^4)</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Bandwidth DSL</strong></td>
<td>2 Mbit/s, flat rate Internet usage</td>
<td>6 Mbit/s, flat rate Internet usage and flat rate voice usage(^5)</td>
<td>25 Mbit/s, flat rate Internet usage and flat rate voice usage</td>
<td>Bandwidth DSL 16 Mbit/s, flat rate Internet usage and flat rate voice usage, Security pack, Hotspot flat e-Mail-Paket</td>
<td>Bandwidth DSL 25 Mbit/s, flat rate Internet usage and flat rate voice usage, Security pack, Hotspot flat e-Mail-Paket</td>
</tr>
<tr>
<td><strong>City, DLD</strong></td>
<td><strong>Cent/Minute</strong></td>
<td><strong>Cent/Minute</strong></td>
<td><strong>Cent/Minute</strong></td>
<td><strong>Cent/Minute</strong></td>
<td><strong>Cent/Minute</strong></td>
</tr>
<tr>
<td>Off peak</td>
<td>2.9</td>
<td>3.94 per month</td>
<td>€ 14.95 per month</td>
<td>from 2.9</td>
<td>12.9</td>
</tr>
<tr>
<td>Peak</td>
<td>2.9</td>
<td>0</td>
<td>0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>international fixed to mobile</td>
<td>19.0</td>
<td>12.9 cents/minute, minimum charge € 4 per month</td>
<td>included</td>
<td></td>
<td></td>
</tr>
<tr>
<td>fixed to T-Mobile flatrate</td>
<td></td>
<td></td>
<td>€ 14.95 per month</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Set-up</td>
<td>One off charge PSTN € 59.95, DSL € 0(^7)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Installations-Service</td>
<td>One off charge € 69.98</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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.
4 Universal + 8 €.
5 VDSL 50 + 5 €.
7 Promotional pricing until 31.01.2011 €.
8 Nationwide promotional pricing from 18.10.2010 until 31.03.2011. Ongoing regional promotion, regular price 49.95 €.
9 Promotional increase of bandwidth from DSL 6 Mbit/s to DSL 16 Mbit/s from 02.11.2010-31.03.2011.
**Triple Play.**

<table>
<thead>
<tr>
<th>City, DLD</th>
<th>Entertain Comfort 4</th>
<th>Entertain Premium 4</th>
</tr>
</thead>
<tbody>
<tr>
<td>Off peak</td>
<td>Bandwidth DSL</td>
<td>Bandwidth DSL</td>
</tr>
<tr>
<td></td>
<td>16 Mbit/s plus 5, flat rate internet usage and flat rate voice usage, video on demand, IPTV basic package</td>
<td>16 Mbit/s plus 5, flat rate Internet usage and flat rate voice usage, video on demand, IPTV premium package</td>
</tr>
<tr>
<td>Peak</td>
<td>from € 44.95</td>
<td>from € 49.95</td>
</tr>
<tr>
<td>from € 44.95</td>
<td></td>
<td></td>
</tr>
<tr>
<td>from € 49.95</td>
<td></td>
<td></td>
</tr>
<tr>
<td>international</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>fixed to mobile</td>
<td>0</td>
<td>19.0</td>
</tr>
<tr>
<td>Calling plans</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CountryFlat 1</td>
<td>€ 3.94 per month</td>
<td></td>
</tr>
<tr>
<td>CountryFlat 2</td>
<td>€ 14.95 per month</td>
<td></td>
</tr>
<tr>
<td>fixed to mobile</td>
<td>12.9 cents/minute, minimum charge € 4 per month</td>
<td></td>
</tr>
<tr>
<td>fixed to T-Mobile flatrate</td>
<td>€ 14.95 per month</td>
<td></td>
</tr>
<tr>
<td>Set-up</td>
<td>One off charge PSTN € 59.95, DSL € 0</td>
<td></td>
</tr>
<tr>
<td>Installations-Service</td>
<td>One off charge € 69.98</td>
<td></td>
</tr>
</tbody>
</table>

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 Universal + 8 €.
5 VDSL25 + 10 €, VDSL50 + 15 €.
6 Promotional pricing until 31.01.2011.
## Germany

<table>
<thead>
<tr>
<th>Entertain Pur.</th>
<th>Entertain Pur$^4$</th>
<th>Entertain Pur Flat$^4$</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Bandwidth DSL</td>
<td>Bandwidth DSL</td>
</tr>
<tr>
<td></td>
<td>16 Mbit/s plus$^5$, standard voice usage, video on demand, IPTV basic package</td>
<td>16 Mbit/s plus$^5$, standard voice usage, video on demand, IPTV basic package</td>
</tr>
<tr>
<td></td>
<td>from € 27.95</td>
<td>from € 39.95</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>City, DLD</th>
<th>Cent/Minute</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Off peak</td>
<td>2.9</td>
<td>0</td>
</tr>
<tr>
<td>Peak</td>
<td>2.9</td>
<td>0</td>
</tr>
<tr>
<td>international</td>
<td>from 2.9</td>
<td></td>
</tr>
<tr>
<td>fixed to mobile</td>
<td>19.0</td>
<td></td>
</tr>
</tbody>
</table>

### 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 € 59.95, DSL € 0$^6$ |
| Installations-Service | 0 € until 31.03.2011 |

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 Universal + 4 €.
5 VDSL25 + 10 €, VDSL50 +15€.
6 Promotional pricing until 31.01.2011.
### Germany.

#### Call

<table>
<thead>
<tr>
<th>Call plans in €</th>
<th>XS</th>
<th>S</th>
<th>M</th>
<th>L</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monthly charge (without handset)</td>
<td>4.95</td>
<td>14.95</td>
<td>24.95</td>
<td>34.95</td>
</tr>
<tr>
<td>Monthly charge (with handset)</td>
<td>14.95</td>
<td>24.95</td>
<td>34.95</td>
<td>44.95</td>
</tr>
<tr>
<td>includes national voice minutes</td>
<td>30</td>
<td>120</td>
<td>120</td>
<td>120</td>
</tr>
<tr>
<td>(on-net, fixed net, other mobile networks)</td>
<td>free (Sat. 0:00 to Sund. 24:00)</td>
<td>free (Sat. 0:00 to Sund. 24:00)</td>
<td>free (Sat. 0:00 to Sund. 24:00)</td>
<td>free (Sat. 0:00 to Sund. 24:00)</td>
</tr>
<tr>
<td>- Weekend Flat (national calls on-net and fixed net)</td>
<td>0.29</td>
<td>0.29</td>
<td>0.29</td>
<td>0.29</td>
</tr>
<tr>
<td>- mobile to national fixed net</td>
<td>0.29</td>
<td>0.29</td>
<td>free</td>
<td>0.29</td>
</tr>
<tr>
<td>- on-net</td>
<td>0.29</td>
<td>0.29</td>
<td>0.29</td>
<td>free</td>
</tr>
<tr>
<td>- other mobile networks</td>
<td>0.29</td>
<td>0.29</td>
<td>0.29</td>
<td>0.29</td>
</tr>
<tr>
<td>- Voicebox</td>
<td>0.29</td>
<td>free</td>
<td>free</td>
<td>free</td>
</tr>
<tr>
<td>SMS (on-net, other networks)</td>
<td>0.19</td>
<td>0.19</td>
<td>0.19</td>
<td>0.19</td>
</tr>
</tbody>
</table>

**Activation fee**: 24.95

**Duration of contract**: 24 months

#### Call & Surf Mobil.

<table>
<thead>
<tr>
<th>Call &amp; Surf Mobil plans in €</th>
<th>XS</th>
<th>S</th>
<th>M</th>
<th>L</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monthly charge (with handset)</td>
<td>19.95</td>
<td>29.95</td>
<td>39.95</td>
<td>49.95</td>
</tr>
<tr>
<td>includes national voice minutes</td>
<td>30</td>
<td>120</td>
<td>120</td>
<td>120</td>
</tr>
<tr>
<td>(on-net, fixed net, other mobile networks)</td>
<td>free (Sat. 0:00 to Sund. 24:00)</td>
<td>free (Sat. 0:00 to Sund. 24:00)</td>
<td>free (Sat. 0:00 to Sund. 24:00)</td>
<td>free (Sat. 0:00 to Sund. 24:00)</td>
</tr>
<tr>
<td>- Weekend Flat (national calls on-net and fixed net)</td>
<td>0.29</td>
<td>0.29</td>
<td>free</td>
<td>0.29</td>
</tr>
<tr>
<td>- mobile to national fixed net</td>
<td>0.29</td>
<td>0.29</td>
<td>free</td>
<td>0.29</td>
</tr>
<tr>
<td>- on-net</td>
<td>0.29</td>
<td>0.29</td>
<td>0.29</td>
<td>free</td>
</tr>
<tr>
<td>- other mobile networks</td>
<td>0.29</td>
<td>0.29</td>
<td>0.29</td>
<td>0.29</td>
</tr>
<tr>
<td>- Voicebox</td>
<td>0.29</td>
<td>free</td>
<td>free</td>
<td>free</td>
</tr>
<tr>
<td>SMS (on-net, other networks)</td>
<td>0.19</td>
<td>0.19</td>
<td>0.19</td>
<td>0.19</td>
</tr>
<tr>
<td>Data Speed</td>
<td>3.6 Mbit/s</td>
<td>3.6 Mbit/s</td>
<td>3.6 Mbit/s</td>
<td>3.6 Mbit/s</td>
</tr>
<tr>
<td>data volume until speed step down</td>
<td>200 MB</td>
<td>200 MB</td>
<td>200 MB</td>
<td>200 MB</td>
</tr>
</tbody>
</table>

**Activation fee**: 24.95

**Duration of contract**: 24 months
## Germany.

### Complete Mobil

<table>
<thead>
<tr>
<th>Complete plans in €</th>
<th>S</th>
<th>M</th>
<th>L</th>
<th>XL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monthly charge (without handset)</td>
<td>29,95</td>
<td>39,95</td>
<td>49,95</td>
<td>89,95</td>
</tr>
<tr>
<td>Monthly charge (with handset)</td>
<td>39,95</td>
<td>49,95</td>
<td>59,95</td>
<td>99,95</td>
</tr>
<tr>
<td>includes national voice minutes (on-net, fixed net, other mobile networks)</td>
<td>120</td>
<td>120</td>
<td>120</td>
<td>120 (EU)</td>
</tr>
<tr>
<td>- Weekend Flat (national calls on-net and fixed net)</td>
<td>free (Sat. 0:00 to Sund. 24:00)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- mobile to national fixed net</td>
<td>0.29</td>
<td>free</td>
<td>0.29</td>
<td>free</td>
</tr>
<tr>
<td>- on-net</td>
<td>0.29</td>
<td>0.29</td>
<td>free</td>
<td>free</td>
</tr>
<tr>
<td>- other mobile networks</td>
<td>0.29</td>
<td>0.29</td>
<td>0.29</td>
<td>free</td>
</tr>
<tr>
<td>- Voicebox</td>
<td>free</td>
<td>free</td>
<td>free</td>
<td>free</td>
</tr>
<tr>
<td>includes SMS per month</td>
<td>40</td>
<td>40</td>
<td>40</td>
<td>3000</td>
</tr>
<tr>
<td>SMS (on-net)</td>
<td>0.19</td>
<td>free</td>
<td>free</td>
<td>0.19</td>
</tr>
<tr>
<td>SMS (other networks)</td>
<td>0.19</td>
<td>0.19</td>
<td>0.19</td>
<td>0.19</td>
</tr>
<tr>
<td>HotSpot Flatrate</td>
<td>free</td>
<td>free</td>
<td>free</td>
<td>free</td>
</tr>
<tr>
<td>Data Speed</td>
<td>7,2 Mbit/s</td>
<td>7,2 Mbit/s</td>
<td>7,2 Mbit/s</td>
<td>7,2 Mbit/s</td>
</tr>
<tr>
<td>data volume until speed step down</td>
<td>300 MB</td>
<td>300 MB</td>
<td>1 GB</td>
<td>1 GB</td>
</tr>
<tr>
<td>VolP</td>
<td>9,95</td>
<td>9,95</td>
<td>free</td>
<td>free</td>
</tr>
<tr>
<td>Tethering</td>
<td>free</td>
<td>free</td>
<td>free</td>
<td>free</td>
</tr>
<tr>
<td>Activation fee</td>
<td></td>
<td></td>
<td></td>
<td>24.95</td>
</tr>
<tr>
<td>Duration of contract</td>
<td></td>
<td></td>
<td></td>
<td>24 months</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Call options in €</th>
<th>Call 120</th>
<th>Call 240</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monthly charge</td>
<td>12,95</td>
<td>19,95</td>
</tr>
<tr>
<td>Additional national voice minutes (on-net, fixed net, other mobile networks)</td>
<td>120</td>
<td>240</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SMS options in €</th>
<th>SMS 40</th>
<th>SMS 120</th>
<th>SMS 3000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monthly charge</td>
<td>4,95</td>
<td>9,95</td>
<td>24,95</td>
</tr>
<tr>
<td>Additional SMS per month (on-net, other networks)</td>
<td>40</td>
<td>120</td>
<td>3000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Highspeed option in €*</th>
<th>Speed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monthly charge</td>
<td>9,95</td>
</tr>
<tr>
<td>Data Speed</td>
<td>21,6 Mbit/s</td>
</tr>
<tr>
<td>Additional data volume (per month)</td>
<td>4 GB</td>
</tr>
</tbody>
</table>

*Available with Complete Mobil L & XL.
Fixed network.
Overview dom. interconnection tariffs (excl. VAT).

<table>
<thead>
<tr>
<th>Termination/Origination fees in cent/min.</th>
<th>Peak (9:00-18:00), old</th>
<th>Peak (9:00-18:00), new</th>
<th>Off-Peak (18:00-9:00), old</th>
<th>Off-Peak (18:00-9:00), new</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local</td>
<td>0.52</td>
<td>0.54</td>
<td>0.36</td>
<td>0.38</td>
</tr>
<tr>
<td>Single transit</td>
<td>0.88</td>
<td>0.89</td>
<td>0.59</td>
<td>0.60</td>
</tr>
<tr>
<td>Double transit national</td>
<td>1.36</td>
<td>1.34</td>
<td>0.89</td>
<td>0.89</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Fully unbundled (“TAL”)</th>
<th>Old</th>
<th>New</th>
</tr>
</thead>
<tbody>
<tr>
<td>One time fee</td>
<td>35.70</td>
<td>30.83</td>
</tr>
<tr>
<td>Monthly fee</td>
<td>10.50</td>
<td>10.20</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Partially unbundled (“Line Sharing”)</th>
<th>Old</th>
<th>New</th>
</tr>
</thead>
<tbody>
<tr>
<td>One time fee</td>
<td>43.99</td>
<td>38.20</td>
</tr>
<tr>
<td>Monthly fee</td>
<td>1.78</td>
<td>1.84</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>IP BSA bundle</th>
<th>Old</th>
<th>New</th>
</tr>
</thead>
<tbody>
<tr>
<td>One time fee</td>
<td>56.47</td>
<td>54.22</td>
</tr>
<tr>
<td>Monthly fee</td>
<td>8.65</td>
<td>8.12</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>IP BSA Stand Alone</th>
<th>Old</th>
<th>New</th>
</tr>
</thead>
<tbody>
<tr>
<td>One time fee</td>
<td>45.09</td>
<td>47.96</td>
</tr>
<tr>
<td>Monthly fee</td>
<td>19.15</td>
<td>18.32</td>
</tr>
</tbody>
</table>

1 Prices are valid from 01/12/2008 to 30/06/2011.
2 Depending on complexity – valid to 30/06/2010.
3 Depending on complexity - valid to 30/06/2012.
4 Twisted pair copper access line valid to 31/03/2009.
5 Twisted pair copper access line valid to 31/03/2011.
6 Line Sharing valid to 30/06/2010.
7 Line Sharing valid to 30/06/2012.
8 IP BSA valid to 30/06/2009.

On a voluntary basis, Deutsche Telekom has already offered a price of € 8.62/months since July 1 2009.
## Content

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>At a glance</td>
<td>4</td>
</tr>
<tr>
<td>Excellent market position</td>
<td>7</td>
</tr>
</tbody>
</table>

### Group
- Adjusted for special factors: 9
- EBITDA reconciliation: 10
- As reported: 11
- Special factors in the consolidated income statement: 12
- Details on special factors: 13
- Change in the composition of the group: 15
- Consolidated statement of financial position: 17
- Maturity profile: 19
- Liquidity reserves: 20
- Net debt: 21
- Net debt development: 22
- Cash capex: 23
- Free cash flow: 24
- Personnel: 25
- Exchange rates: 26

### Germany
- Financials: 29
- EBITDA reconciliation: 31
- Operational: 32
- Additional information: 33

### USA
- Financials: 43
- EBITDA reconciliation: 44
- Operational: 45
- Additional information: 47

### Europe
- Financials: 52
- EBITDA reconciliation: 53
- Greece: 55
- Romania: 57
- Hungary: 59
- Poland: 61

### Czech Republic: 62
- Netherlands: 63
- Croatia: 64
- Slovakia: 66
- Austria: 68
- Bulgaria: 69
- Everything Everywhere: 70

### Systems Solutions
- Financials: 73
- Additional information: 75

### GHS
- Financials: 79
- EBITDA reconciliation: 80
- Vivento: 81

### Glossary: 83
### Financials (adjusted for special factors).

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>3.658</td>
<td>3.814</td>
<td>4.188</td>
<td>4.143</td>
<td>3.942</td>
<td>7,8</td>
<td>15.471</td>
<td>16.087</td>
<td>4,0</td>
</tr>
<tr>
<td>Net revenue</td>
<td>3.655</td>
<td>3.810</td>
<td>4.185</td>
<td>4.140</td>
<td>3.940</td>
<td>7,8</td>
<td>15.457</td>
<td>16.075</td>
<td>4,0</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1 935</td>
<td>1.008</td>
<td>1.120</td>
<td>1.028</td>
<td>1.000</td>
<td>7,0</td>
<td>4.261</td>
<td>4.156</td>
<td>(2,5)</td>
</tr>
<tr>
<td>EBITDA margin (EBITDA / total revenues) %</td>
<td>25,6</td>
<td>26,4</td>
<td>26,7</td>
<td>24,8</td>
<td>25,4</td>
<td>(0,2)p</td>
<td>27,5</td>
<td>25,8</td>
<td>(1,7)p</td>
</tr>
<tr>
<td>Depreciation, amortization and impairment losses</td>
<td>(481)</td>
<td>(464)</td>
<td>(520)</td>
<td>(552)</td>
<td>(528)</td>
<td>(9,8)</td>
<td>(2.028)</td>
<td>(2.064)</td>
<td>(1,8)</td>
</tr>
<tr>
<td>Profit (loss) from operations = EBIT</td>
<td>2 454</td>
<td>544</td>
<td>600</td>
<td>476</td>
<td>472</td>
<td>4,0</td>
<td>2.233</td>
<td>2.092</td>
<td>(6,3)</td>
</tr>
<tr>
<td>Cash capex</td>
<td>3 461</td>
<td>478</td>
<td>531</td>
<td>493</td>
<td>605</td>
<td>31,2</td>
<td>2.641</td>
<td>2.107</td>
<td>(20,2)</td>
</tr>
<tr>
<td>Cash contribution</td>
<td>2 474</td>
<td>530</td>
<td>589</td>
<td>535</td>
<td>395</td>
<td>(16,7)</td>
<td>1.620</td>
<td>2.049</td>
<td>26,5</td>
</tr>
</tbody>
</table>

1 Excluding special influences affecting EBITDA of EUR 6mn in Q1/09. Special influences did not affect EBITDA beyond Q1/2009.
3 Adjusted by excluding EUR 5mn microwave clearing costs in Q1/09, EUR 10mn in Q2/09, EUR 8mn in Q3/09, EUR 3mn in Q4/09, EUR 3mn in Q1/10, EUR 3mn in Q2/10, EUR 2m in Q3/10 and 5mn in Q4/10.

### Financials (as reported).

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>3.658</td>
<td>3.814</td>
<td>4.188</td>
<td>4.143</td>
<td>3.942</td>
<td>7,8</td>
<td>15.471</td>
<td>16.087</td>
<td>4,0</td>
</tr>
<tr>
<td>Net revenue</td>
<td>3.655</td>
<td>3.810</td>
<td>4.185</td>
<td>4.140</td>
<td>3.940</td>
<td>7,8</td>
<td>15.457</td>
<td>16.075</td>
<td>4,0</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1 935</td>
<td>1.008</td>
<td>1.120</td>
<td>1.028</td>
<td>1.000</td>
<td>7,0</td>
<td>4.261</td>
<td>4.156</td>
<td>(2,5)</td>
</tr>
<tr>
<td>EBITDA margin (EBITDA / total revenue) %</td>
<td>25,6</td>
<td>26,4</td>
<td>26,7</td>
<td>24,8</td>
<td>25,4</td>
<td>(0,2)p</td>
<td>27,5</td>
<td>25,8</td>
<td>(1,7)p</td>
</tr>
<tr>
<td>Depreciation, amortization and impairment losses</td>
<td>(481)</td>
<td>(464)</td>
<td>(520)</td>
<td>(552)</td>
<td>(528)</td>
<td>(9,8)</td>
<td>(2.028)</td>
<td>(2.064)</td>
<td>(1,8)</td>
</tr>
<tr>
<td>Profit (loss) from operations = EBIT</td>
<td>2 454</td>
<td>544</td>
<td>600</td>
<td>476</td>
<td>472</td>
<td>4,0</td>
<td>2.233</td>
<td>2.092</td>
<td>(6,3)</td>
</tr>
<tr>
<td>Cash capex</td>
<td>3 461</td>
<td>478</td>
<td>531</td>
<td>493</td>
<td>605</td>
<td>31,2</td>
<td>2.641</td>
<td>2.107</td>
<td>(20,2)</td>
</tr>
<tr>
<td>Cash contribution</td>
<td>2 474</td>
<td>530</td>
<td>589</td>
<td>535</td>
<td>395</td>
<td>(16,7)</td>
<td>1.620</td>
<td>2.049</td>
<td>26,5</td>
</tr>
</tbody>
</table>

1 Excluding special influences affecting EBITDA of EUR 6mn in Q1/09. Special influences did not affect EBITDA beyond Q1/2009.
3 Adjusted by excluding EUR 5mn microwave clearing costs in Q1/09, EUR 10mn in Q2/09, EUR 8mn in Q3/09, EUR 3mn in Q4/09, EUR 3mn in Q1/10, EUR 3mn in Q2/10, EUR 2m in Q3/10 and 5mn in Q4/10.
EBITDA reconciliation.

### United States.

#### EBITDA reconciliation.

<table>
<thead>
<tr>
<th>millions of €</th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>3.658</td>
<td>3.814</td>
<td>4.188</td>
<td>4.143</td>
<td>3.942</td>
<td>7,8</td>
<td>15.471</td>
<td>16.087</td>
<td>4,0</td>
</tr>
<tr>
<td>Net Revenue</td>
<td></td>
<td>3.655</td>
<td>3.810</td>
<td>4.185</td>
<td>4.140</td>
<td>3.940</td>
<td>7,8</td>
<td>15.457</td>
<td>16.075</td>
<td>4,0</td>
</tr>
<tr>
<td>Profit (loss) from operations = EBIT</td>
<td></td>
<td>454</td>
<td>544</td>
<td>600</td>
<td>476</td>
<td>472</td>
<td>4,0</td>
<td>2.233</td>
<td>2.092</td>
<td>(6,3)</td>
</tr>
<tr>
<td>- Depreciation, amortization and impairment losses</td>
<td></td>
<td>(481)</td>
<td>(464)</td>
<td>(520)</td>
<td>(552)</td>
<td>(528)</td>
<td>(9,8)</td>
<td>(2.028)</td>
<td>(2.064)</td>
<td>(1,8)</td>
</tr>
<tr>
<td>= EBITDA</td>
<td></td>
<td>935</td>
<td>1.008</td>
<td>1.120</td>
<td>1.028</td>
<td>1.000</td>
<td>7,0</td>
<td>4.261</td>
<td>4.156</td>
<td>(2,5)</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>%</td>
<td>25,6</td>
<td>26,4</td>
<td>26,7</td>
<td>24,8</td>
<td>25,4</td>
<td>(0,2p)</td>
<td>27,5</td>
<td>25,8</td>
<td>(1,7p)</td>
</tr>
<tr>
<td>- Special factors affecting EBITDA</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
<td></td>
</tr>
<tr>
<td>= EBITDA adjusted for special factors</td>
<td></td>
<td>935</td>
<td>1.008</td>
<td>1.120</td>
<td>1.028</td>
<td>1.000</td>
<td>7,0</td>
<td>4.261</td>
<td>4.156</td>
<td>(2,5)</td>
</tr>
<tr>
<td>EBITDA margin (adjusted for special factors)</td>
<td>%</td>
<td>25,6</td>
<td>26,4</td>
<td>26,7</td>
<td>24,8</td>
<td>25,4</td>
<td>(0,2p)</td>
<td>27,5</td>
<td>25,8</td>
<td>(1,7p)</td>
</tr>
</tbody>
</table>

#### Special factors.

<table>
<thead>
<tr>
<th>millions of €</th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Effects on EBITDA</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
</tr>
<tr>
<td>- of which personnel</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
</tr>
<tr>
<td>- of which other</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
</tr>
<tr>
<td>Effects on profit (loss) from operations = EBIT</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
</tr>
<tr>
<td>- of which personnel</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
</tr>
<tr>
<td>- of which other</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
</tr>
<tr>
<td>Note</td>
<td>Q4/09</td>
<td>Q1/10</td>
<td>Q2/10</td>
<td>Q3/10</td>
<td>Q4/10</td>
<td>y.o.y. %</td>
<td>FY/09</td>
<td>FY/10</td>
<td>y.o.y. %</td>
<td></td>
</tr>
<tr>
<td>------</td>
<td>-------</td>
<td>-------</td>
<td>-------</td>
<td>-------</td>
<td>-------</td>
<td>---------</td>
<td>-------</td>
<td>-------</td>
<td>---------</td>
<td></td>
</tr>
<tr>
<td>Customers (end of period) ('000)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Contract</td>
<td>33.790</td>
<td>33.713</td>
<td>33.620</td>
<td>33.757</td>
<td>33.734</td>
<td>(0.2)</td>
<td>33.790</td>
<td>33.734</td>
<td>(0.2)</td>
<td></td>
</tr>
<tr>
<td>Net adds ('000)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Contract</td>
<td>371</td>
<td>(77)</td>
<td>(93)</td>
<td>137</td>
<td>(23)</td>
<td>n.a.</td>
<td>1.033</td>
<td>(56)</td>
<td>n.a.</td>
<td></td>
</tr>
<tr>
<td>- Prepaid</td>
<td>488</td>
<td>41</td>
<td>(199)</td>
<td>196</td>
<td>295</td>
<td>(39.5)</td>
<td>1.074</td>
<td>334</td>
<td>(68.9)</td>
<td></td>
</tr>
<tr>
<td>Average monthly churn (%)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Contract</td>
<td>3.3</td>
<td>3.1</td>
<td>3.4</td>
<td>3.4</td>
<td>3.6</td>
<td>0.3p</td>
<td>3.2</td>
<td>3.4</td>
<td>0.2p</td>
<td></td>
</tr>
<tr>
<td>- Prepaid</td>
<td>2.5</td>
<td>2.2</td>
<td>2.2</td>
<td>2.4</td>
<td>2.5</td>
<td>0.0p</td>
<td>2.3</td>
<td>2.3</td>
<td>0.0p</td>
<td></td>
</tr>
<tr>
<td>Total revenues (€ million)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Service revenue (€ million)</td>
<td>3.658</td>
<td>3.814</td>
<td>4.188</td>
<td>4.143</td>
<td>3.942</td>
<td>7.8</td>
<td>15.471</td>
<td>16.087</td>
<td>4.0</td>
<td></td>
</tr>
<tr>
<td>EBITDA (adjusted for special factors) (€ million)</td>
<td>935</td>
<td>1.008</td>
<td>1.120</td>
<td>1.028</td>
<td>1.000</td>
<td>7.0</td>
<td>4.261</td>
<td>4.156</td>
<td>2.5</td>
<td></td>
</tr>
<tr>
<td>EBITDA margin (adjusted for special factors) (EBITDA / total revenue) (%)</td>
<td>25.6</td>
<td>26.4</td>
<td>26.7</td>
<td>24.8</td>
<td>25.4</td>
<td>(0.2p)</td>
<td>27.5</td>
<td>25.8</td>
<td>(1.7p)</td>
<td></td>
</tr>
<tr>
<td>EBITDA margin (adjusted for special factors) (EBITDA / service revenue) (%)</td>
<td>30.0</td>
<td>30.7</td>
<td>30.9</td>
<td>28.8</td>
<td>29.5</td>
<td>(0.5p)</td>
<td>32.0</td>
<td>30.0</td>
<td>(2.0p)</td>
<td></td>
</tr>
<tr>
<td>SAC per gross add (€)</td>
<td>97</td>
<td>90</td>
<td>111</td>
<td>104</td>
<td>96</td>
<td>(1.0)</td>
<td>89</td>
<td>100</td>
<td>12.4</td>
<td></td>
</tr>
<tr>
<td>- Contract (€)</td>
<td>187</td>
<td>157</td>
<td>187</td>
<td>181</td>
<td>170</td>
<td>(9.1)</td>
<td>158</td>
<td>174</td>
<td>10.1</td>
<td></td>
</tr>
<tr>
<td>- Prepaid (€)</td>
<td>8</td>
<td>17</td>
<td>8</td>
<td>20</td>
<td>15</td>
<td>87.5</td>
<td>10</td>
<td>15</td>
<td>50.0</td>
<td></td>
</tr>
<tr>
<td>SRC per retained customer (€)</td>
<td>58</td>
<td>61</td>
<td>69</td>
<td>68</td>
<td>54</td>
<td>(6.9)</td>
<td>46</td>
<td>62</td>
<td>34.8</td>
<td></td>
</tr>
<tr>
<td>ARPU (€)</td>
<td>31</td>
<td>32</td>
<td>36</td>
<td>35</td>
<td>34</td>
<td>9.7</td>
<td>33</td>
<td>34</td>
<td>3.0</td>
<td></td>
</tr>
<tr>
<td>- Contract (€)</td>
<td>36</td>
<td>38</td>
<td>41</td>
<td>41</td>
<td>39</td>
<td>8.3</td>
<td>38</td>
<td>40</td>
<td>5.3</td>
<td></td>
</tr>
<tr>
<td>- Prepaid (€)</td>
<td>12</td>
<td>13</td>
<td>14</td>
<td>15</td>
<td>14</td>
<td>16.7</td>
<td>14</td>
<td>14</td>
<td>0.0</td>
<td></td>
</tr>
<tr>
<td>Non-Voice % of ARPU (%)</td>
<td>22</td>
<td>24</td>
<td>25</td>
<td>27</td>
<td>28</td>
<td>6.0p</td>
<td>21</td>
<td>26</td>
<td>5.0p</td>
<td></td>
</tr>
<tr>
<td>MOU per customer (min)</td>
<td>993</td>
<td>989</td>
<td>983</td>
<td>964</td>
<td>950</td>
<td>(4.3)</td>
<td>1.008</td>
<td>972</td>
<td>(3.6)</td>
<td></td>
</tr>
<tr>
<td>- Contract (min)</td>
<td>1.144</td>
<td>1.142</td>
<td>1.122</td>
<td>1.083</td>
<td>1.052</td>
<td>(8.0)</td>
<td>1.148</td>
<td>1.100</td>
<td>(4.2)</td>
<td></td>
</tr>
<tr>
<td>Cash capex (€ million)</td>
<td>464</td>
<td>481</td>
<td>534</td>
<td>496</td>
<td>610</td>
<td>31.5</td>
<td>2.666</td>
<td>2.121</td>
<td>(20.4)</td>
<td></td>
</tr>
<tr>
<td>Cash contribution (€ million)</td>
<td>471</td>
<td>527</td>
<td>586</td>
<td>532</td>
<td>390</td>
<td>(17.2)</td>
<td>1.595</td>
<td>2.035</td>
<td>27.6</td>
<td></td>
</tr>
<tr>
<td>Cash capex (adjusted for special factors) (€ million)</td>
<td>2</td>
<td>461</td>
<td>478</td>
<td>531</td>
<td>493</td>
<td>605</td>
<td>31.2</td>
<td>2.641</td>
<td>2.107</td>
<td>(20.2)</td>
</tr>
<tr>
<td>Cash contribution (adjusted for special factors) (€ million)</td>
<td>474</td>
<td>530</td>
<td>589</td>
<td>535</td>
<td>395</td>
<td>(16.7)</td>
<td>1.620</td>
<td>2.049</td>
<td>26.5</td>
<td></td>
</tr>
</tbody>
</table>

1 Includes revenues from providing recurring wireless, roaming and handset insurance services.
2 Adjusted by excluding € 5mn microwave clearing costs in Q1/09, € 10mn in Q2/09, € 8mn in Q3/09, € 3mn in Q4/09, € 3mn in Q1/10, € 3mn in Q2/10, € 2m in Q3/10 and € 5mn in Q4/10.
### United States.
### Operational in US-$.

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customers (end of period)</td>
<td>('000)</td>
<td>33.790</td>
<td>33.713</td>
<td>33.620</td>
<td>33.757</td>
<td>33.734</td>
<td>(0.2)</td>
<td>33.790</td>
<td>33.734</td>
</tr>
<tr>
<td>- Prepaid</td>
<td>('000)</td>
<td>7.026</td>
<td>7.067</td>
<td>6.868</td>
<td>7.065</td>
<td>7.360</td>
<td>4.8</td>
<td>7.026</td>
<td>7.360</td>
</tr>
<tr>
<td>Net adds</td>
<td>('000)</td>
<td>371</td>
<td>(77)</td>
<td>(93)</td>
<td>137</td>
<td>(23)</td>
<td>n.a.</td>
<td>1.033</td>
<td>(56)</td>
</tr>
<tr>
<td>- Contract</td>
<td>('000)</td>
<td>(117)</td>
<td>(118)</td>
<td>106</td>
<td>(60)</td>
<td>(318)</td>
<td>n.a.</td>
<td>(42)</td>
<td>(390)</td>
</tr>
<tr>
<td>- Prepaid</td>
<td>('000)</td>
<td>488</td>
<td>41</td>
<td>(199)</td>
<td>196</td>
<td>295</td>
<td>(39.5)</td>
<td>1.074</td>
<td>334</td>
</tr>
<tr>
<td>Average monthly churn (%)</td>
<td>3.3</td>
<td>3.1</td>
<td>3.4</td>
<td>3.4</td>
<td>3.6</td>
<td>0.3p</td>
<td>3.2</td>
<td>3.4</td>
<td>0.2p</td>
</tr>
<tr>
<td>Total revenues (USD million)</td>
<td>5.409</td>
<td>5.275</td>
<td>5.325</td>
<td>5.351</td>
<td>5.360</td>
<td>(0.9)</td>
<td>21.519</td>
<td>21.311</td>
<td>(1.0)</td>
</tr>
<tr>
<td>Service revenue (USD million)</td>
<td>1.461</td>
<td>4.537</td>
<td>4.605</td>
<td>4.607</td>
<td>4.615</td>
<td>0.1</td>
<td>18.544</td>
<td>18.364</td>
<td>(1.0)</td>
</tr>
<tr>
<td>EBITDA (adjusted for special factors) (USD million)</td>
<td>1.382</td>
<td>1.395</td>
<td>1.423</td>
<td>1.328</td>
<td>1.360</td>
<td>(1.8)</td>
<td>5.926</td>
<td>5.506</td>
<td>(7.1)</td>
</tr>
<tr>
<td>EBITDA margin (adjusted for special factors) (EBITDA / total revenue) (USD million)</td>
<td>25.6</td>
<td>26.4</td>
<td>26.7</td>
<td>24.8</td>
<td>25.4</td>
<td>(0.2p)</td>
<td>27.5</td>
<td>25.8</td>
<td>(1.7p)</td>
</tr>
<tr>
<td>EBITDA margin (adjusted for special factors) (EBITDA / service revenue) (USD million)</td>
<td>30.0</td>
<td>30.7</td>
<td>30.9</td>
<td>28.8</td>
<td>29.5</td>
<td>(0.5p)</td>
<td>32.0</td>
<td>30.0</td>
<td>(2.0p)</td>
</tr>
<tr>
<td>SAC per gross add (USD)</td>
<td>144</td>
<td>124</td>
<td>141</td>
<td>134</td>
<td>131</td>
<td>(9.0)</td>
<td>124</td>
<td>133</td>
<td>7,3</td>
</tr>
<tr>
<td>- Contract (USD)</td>
<td>277</td>
<td>217</td>
<td>238</td>
<td>232</td>
<td>231</td>
<td>(16.6)</td>
<td>220</td>
<td>230</td>
<td>4,5</td>
</tr>
<tr>
<td>- Prepaid (USD)</td>
<td>12</td>
<td>23</td>
<td>10</td>
<td>27</td>
<td>21</td>
<td>75.0</td>
<td>15</td>
<td>20</td>
<td>33,3</td>
</tr>
<tr>
<td>SRC per retained customer (USD)</td>
<td>86</td>
<td>84</td>
<td>87</td>
<td>87</td>
<td>74</td>
<td>(14.0)</td>
<td>64</td>
<td>83</td>
<td>29,7</td>
</tr>
<tr>
<td>ARPU (USD)</td>
<td>46</td>
<td>45</td>
<td>46</td>
<td>46</td>
<td>46</td>
<td>0.0</td>
<td>46</td>
<td>45</td>
<td>(2.2)</td>
</tr>
<tr>
<td>- Contract (USD)</td>
<td>53</td>
<td>52</td>
<td>53</td>
<td>53</td>
<td>53</td>
<td>0.0</td>
<td>53</td>
<td>52</td>
<td>(1.9)</td>
</tr>
<tr>
<td>- Prepaid (USD)</td>
<td>18</td>
<td>18</td>
<td>18</td>
<td>19</td>
<td>19</td>
<td>5.6</td>
<td>20</td>
<td>19</td>
<td>(5.0)</td>
</tr>
<tr>
<td>Non-Voice % of ARPU (%)</td>
<td>22</td>
<td>24</td>
<td>25</td>
<td>27</td>
<td>28</td>
<td>6.0p</td>
<td>21</td>
<td>26</td>
<td>5.0p</td>
</tr>
<tr>
<td>MOU per customer (min)</td>
<td>993</td>
<td>989</td>
<td>983</td>
<td>964</td>
<td>950</td>
<td>(4.3)</td>
<td>1.008</td>
<td>972</td>
<td>(3.6)</td>
</tr>
<tr>
<td>- Contract (min)</td>
<td>1.144</td>
<td>1.142</td>
<td>1.122</td>
<td>1.083</td>
<td>1.052</td>
<td>(8.0)</td>
<td>1.148</td>
<td>1.100</td>
<td>(4.2)</td>
</tr>
<tr>
<td>Cash capex (USD million)</td>
<td>685</td>
<td>665</td>
<td>679</td>
<td>640</td>
<td>830</td>
<td>21.2</td>
<td>3.673</td>
<td>2.814</td>
<td>(23.4)</td>
</tr>
<tr>
<td>Cash contribution (USD million)</td>
<td>607</td>
<td>730</td>
<td>744</td>
<td>688</td>
<td>530</td>
<td>(24.0)</td>
<td>2.253</td>
<td>2.692</td>
<td>19.5</td>
</tr>
<tr>
<td>Cash capex (adjusted for special factors) (USD million)</td>
<td>2</td>
<td>680</td>
<td>661</td>
<td>675</td>
<td>637</td>
<td>822</td>
<td>20.9</td>
<td>3.637</td>
<td>2.795</td>
</tr>
<tr>
<td>Cash contribution (adjusted for special factors) (USD million)</td>
<td>702</td>
<td>734</td>
<td>748</td>
<td>691</td>
<td>537</td>
<td>(23.5)</td>
<td>2.289</td>
<td>2.710</td>
<td>18.4</td>
</tr>
</tbody>
</table>

1 Includes revenues from providing recurring wireless, roaming and handset insurance services.
2 Adjusted by excluding microwave clearing costs of USD 7mn in Q1/09, USD 14mn in Q2/09 and USD 10mn in Q3/09, USD 5mn in Q4/09, USD 4mn in Q1/10, USD 4mn in Q2/10, USD 3mn in Q3/10 and USD 7mn in Q4/10.

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

T-Mobile USA.

<table>
<thead>
<tr>
<th></th>
<th>Talk</th>
<th>Talk + Text&lt;sup&gt;4&lt;/sup&gt;</th>
<th>Talk + Text + Web&lt;sup&gt;5&lt;/sup&gt;</th>
<th>Weekend/Night Minutes</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Even More&lt;sup&gt;1,2,3&lt;/sup&gt;</strong> Whenever Minutes</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>500</td>
<td>$39.99</td>
<td>$49.99</td>
<td>$79.99</td>
<td>unlimited</td>
</tr>
<tr>
<td>1000</td>
<td>$49.99</td>
<td>$59.99</td>
<td>$89.99</td>
<td>unlimited</td>
</tr>
<tr>
<td>unlimited</td>
<td>$59.99</td>
<td>$69.99</td>
<td>$99.99</td>
<td>unlimited</td>
</tr>
<tr>
<td><strong>Even More Plus&lt;sup&gt;2,3,6&lt;/sup&gt;</strong> Whenever Minutes</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>500</td>
<td>$29.99</td>
<td>$39.99</td>
<td>$59.99</td>
<td>unlimited</td>
</tr>
<tr>
<td>1000</td>
<td>$39.99</td>
<td>$49.99</td>
<td>$69.99</td>
<td>unlimited</td>
</tr>
<tr>
<td>unlimited</td>
<td>$49.99</td>
<td>$59.99</td>
<td>$79.99</td>
<td>unlimited</td>
</tr>
</tbody>
</table>

1 Two-year contract required.
2 All plans include unlimited nationwide T-Mobile to T-Mobile calling.
3 All plans include unlimited nights and weekends.

<table>
<thead>
<tr>
<th>Additional Add-ons</th>
<th>Even More</th>
<th>Even More Plus</th>
</tr>
</thead>
<tbody>
<tr>
<td>4G Web-Unlimited</td>
<td>$30.00</td>
<td>$25.00</td>
</tr>
<tr>
<td>4G Web-200 MB (overage at $0.10/MB)</td>
<td>$10.00</td>
<td>$10.00</td>
</tr>
</tbody>
</table>

4 Text plans include unlimited nationwide text, IM, picture and video messaging.
5 Web plans include unlimited nationwide Web
6 No annual contract required.

Web 200 MB at $10 per month plan was first made available in Q4 2010 and is a limited time offer. Web 200 is $15 per month for customers without a change or extension to their current service agreement, and is anticipated to be available after the limited time $10 per month offer has expired.

Web plans provide access to data; capable device required to achieve 4G speeds.
### T-Mobile US

#### Even More for Families 1,2,3,4

<table>
<thead>
<tr>
<th>Whenever Minutes</th>
<th>Talk</th>
<th>Talk + Text5</th>
<th>Talk + Text + Web6</th>
<th>Weekend/Night Minutes</th>
</tr>
</thead>
<tbody>
<tr>
<td>750</td>
<td>$59.99</td>
<td>$79.99</td>
<td>$139.99</td>
<td>unlimited</td>
</tr>
<tr>
<td>1500</td>
<td>$79.99</td>
<td>$99.99</td>
<td>$159.99</td>
<td>unlimited</td>
</tr>
<tr>
<td>unlimited</td>
<td>$99.99</td>
<td>$119.99</td>
<td>$179.99</td>
<td>unlimited</td>
</tr>
</tbody>
</table>

#### Even More Plus for Families 2,3,4,7

<table>
<thead>
<tr>
<th>Whenever Minutes</th>
<th>Talk</th>
<th>Talk + Text5</th>
<th>Talk + Text + Web6</th>
<th>Weekend/Night Minutes</th>
</tr>
</thead>
<tbody>
<tr>
<td>750</td>
<td>$49.99</td>
<td>$69.99</td>
<td>$109.99</td>
<td>unlimited</td>
</tr>
<tr>
<td>1500</td>
<td>$59.99</td>
<td>$79.99</td>
<td>$119.99</td>
<td>unlimited</td>
</tr>
<tr>
<td>unlimited</td>
<td>$79.99</td>
<td>$99.99</td>
<td>$139.99</td>
<td>unlimited</td>
</tr>
</tbody>
</table>

1 Two-year contract required.
2 All plans include unlimited nationwide T-Mobile to T-Mobile calling.
3 All plans include unlimited nights and weekends.
4 Each family plan includes two lines of Whenever Minutes.
5 Text plans include unlimited nationwide text, picture, and video messaging.
6 Web plans include unlimited nationwide Web and e-mail access.
7 No annual contract required.

#### Additional Add-ons

<table>
<thead>
<tr>
<th>Web Plan</th>
<th>Even More</th>
<th>Even More Plus</th>
</tr>
</thead>
<tbody>
<tr>
<td>4G Web-Unlimited</td>
<td>$30.00</td>
<td>$25.00</td>
</tr>
<tr>
<td>4G Web-200 MB (overage at $0.10/MB)</td>
<td>$10.00</td>
<td>$10.00</td>
</tr>
</tbody>
</table>

Web-200 MB at $10 per month plan was first made available in Q4 2010 and is a limited time offer. Web-200 is $15 per month for customers without a change or extension to their current service agreement, and is anticipated to be available after the limited time $10 per month offer has expired.

Web plans provide access to data; capable device required to achieve 4G speeds.

#### Adding a line to the family plan Whenever Minutes

<table>
<thead>
<tr>
<th>Whenever Minutes</th>
<th>Even More</th>
<th>Even More Plus</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unlimited (only available with Unlimited plan)</td>
<td>$40.00</td>
<td>$30.00</td>
</tr>
<tr>
<td>200 (only available with post-paid Unlimited plan)</td>
<td>$10.00</td>
<td>$10.00</td>
</tr>
<tr>
<td>Add a Line shares existing Whenever Minutes (only available with 750/1500/3000 minute plans)</td>
<td>$10.00</td>
<td>$5.00</td>
</tr>
</tbody>
</table>
### T-Mobile USA.

<table>
<thead>
<tr>
<th>Even More Overage Free webConnect Plans</th>
<th>Pricing ¹</th>
<th>Hotspot Access</th>
</tr>
</thead>
<tbody>
<tr>
<td>5 GB data (for new T-Mobile customers)</td>
<td>$49.99</td>
<td>Included</td>
</tr>
<tr>
<td>5 GB data (for customers who have a line of service with T-Mobile already)</td>
<td>$39.99</td>
<td>Included</td>
</tr>
</tbody>
</table>

No overage charges. Speeds slowed at 5GB.
Same pricing for Even More Plus customers.

<table>
<thead>
<tr>
<th>Even More webConnect 200MB</th>
<th>Pricing ¹</th>
<th>Hotspot Access</th>
</tr>
</thead>
<tbody>
<tr>
<td>200 MB data (for new T-Mobile customers)</td>
<td>$29.99</td>
<td>Included</td>
</tr>
<tr>
<td>200 MB data (for customers who have a line of service with T-Mobile already)</td>
<td>$24.99</td>
<td>Included</td>
</tr>
</tbody>
</table>

Overage charges are $0.10 per MB.
Same pricing for Even More Plus customers.

1 "Limited Time" Mobile Broadband Promotional Offers.

<table>
<thead>
<tr>
<th>Even More Internet &amp; E-mail Plans</th>
<th>Pricing ¹</th>
<th>Hotspot Access</th>
</tr>
</thead>
<tbody>
<tr>
<td>Smartphone Unlimited Web &amp; E-mail</td>
<td>$49.99</td>
<td>Included</td>
</tr>
<tr>
<td>BlackBerry Unlimited Web &amp; E-mail</td>
<td>$49.99</td>
<td>Included</td>
</tr>
</tbody>
</table>
Also available starting in Q4 2010, T-Mobile offers a Tethering and Wi-Fi Sharing data plan. Customers can add the Tethering and Wi-Fi Sharing plan to their Web - Unlimited monthly plan for an additional $14.99 per month. Even More and Even More Plus webConnect plans include Wi-Fi Sharing plans at no additional charge.
Europe.
Financials (adjusted for special factors).

<table>
<thead>
<tr>
<th></th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td></td>
<td>5.035</td>
<td>4.774</td>
<td>4.030</td>
<td>4.123</td>
<td>3.913</td>
<td>(22,3)</td>
<td>19.607</td>
<td>16.840</td>
<td>(14,1)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1</td>
<td>1.595</td>
<td>1.587</td>
<td>1.431</td>
<td>1.465</td>
<td>1.265</td>
<td>(20,7)</td>
<td>6.390</td>
<td>5.748</td>
<td>(10,0)</td>
</tr>
<tr>
<td>EBITDA margin (EBITDA / total revenue) %</td>
<td></td>
<td>31.7</td>
<td>33.2</td>
<td>35.5</td>
<td>35.5</td>
<td>32.3</td>
<td>0.6p</td>
<td>32.6</td>
<td>34.1</td>
<td>1.5p</td>
</tr>
<tr>
<td>Depreciation, amortization and impairment losses</td>
<td>(841)</td>
<td>(859)</td>
<td>(889)</td>
<td>(833)</td>
<td>(885)</td>
<td>(5,2)</td>
<td>(3.807)</td>
<td>(3.466)</td>
<td>9,0</td>
<td></td>
</tr>
<tr>
<td>Profit (loss) from operations = EBIT</td>
<td>2</td>
<td>754</td>
<td>728</td>
<td>542</td>
<td>632</td>
<td>380</td>
<td>(49.6)</td>
<td>2.583</td>
<td>2.282</td>
<td>(11,7)</td>
</tr>
<tr>
<td>Cash capex</td>
<td>3</td>
<td>654</td>
<td>568</td>
<td>445</td>
<td>396</td>
<td>583</td>
<td>(10,9)</td>
<td>2.477</td>
<td>1.992</td>
<td>(19,6)</td>
</tr>
<tr>
<td>Cash contribution</td>
<td></td>
<td>941</td>
<td>1.019</td>
<td>986</td>
<td>1.069</td>
<td>682</td>
<td>(27,5)</td>
<td>3.913</td>
<td>3.756</td>
<td>(4,0)</td>
</tr>
</tbody>
</table>

2 Special factors affecting EBIT: EUR 2.443mn in 2009 (thereof EUR 93mn resulting from EBITDA) and EUR 1.297mn in 2010 (thereof EUR 606mn resulting from EBITDA).
3 Excluding EUR 12mn mission payments in Q3/09 for GSM licences at T-Mobile NL and T-Mobile CZ, EUR 9mn in Q2/10 for spectrum licences at Bulgaria and EUR 11mn in Q4/10 for spectrum licences at T-Mobile AT.

Financials (as reported).

<table>
<thead>
<tr>
<th></th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td></td>
<td>5.035</td>
<td>4.774</td>
<td>4.030</td>
<td>4.123</td>
<td>3.913</td>
<td>(22,3)</td>
<td>19.607</td>
<td>16.840</td>
<td>(14,1)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1</td>
<td>1.507</td>
<td>1.534</td>
<td>1.058</td>
<td>1.457</td>
<td>1.093</td>
<td>(27,5)</td>
<td>6.297</td>
<td>5.142</td>
<td>(18,3)</td>
</tr>
<tr>
<td>EBITDA margin (EBITDA / total revenue) %</td>
<td></td>
<td>29.9</td>
<td>32.1</td>
<td>26.3</td>
<td>35.3</td>
<td>27.9</td>
<td>(2,0p)</td>
<td>32.1</td>
<td>30.5</td>
<td>(1,6p)</td>
</tr>
<tr>
<td>Depreciation, amortization and impairment losses</td>
<td>(1.369)</td>
<td>(859)</td>
<td>(892)</td>
<td>(835)</td>
<td>(1.571)</td>
<td>(14,8)</td>
<td>(6.157)</td>
<td>(4.157)</td>
<td>32,5</td>
<td></td>
</tr>
<tr>
<td>Profit (loss) from operations = EBIT</td>
<td>2</td>
<td>138</td>
<td>765</td>
<td>166</td>
<td>622</td>
<td>(478)</td>
<td>n.a.</td>
<td>140</td>
<td>985</td>
<td>n.a.</td>
</tr>
<tr>
<td>Cash capex</td>
<td>3</td>
<td>654</td>
<td>568</td>
<td>454</td>
<td>396</td>
<td>594</td>
<td>(9,2)</td>
<td>2.489</td>
<td>2.012</td>
<td>(19,2)</td>
</tr>
<tr>
<td>Cash contribution</td>
<td></td>
<td>853</td>
<td>966</td>
<td>604</td>
<td>1.061</td>
<td>499</td>
<td>(41,5)</td>
<td>3.808</td>
<td>3.130</td>
<td>(17,8)</td>
</tr>
</tbody>
</table>

IR Backup Q4 2010 v2 Page 52
## Europe.

### EBITDA Reconciliation.

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>5.035</td>
<td>4.774</td>
<td>4.030</td>
<td>4.123</td>
<td>3.913</td>
<td>(22,3)</td>
<td>19.607</td>
<td>16.840</td>
<td>(14,1)</td>
</tr>
<tr>
<td>Profit (loss) from operations = EBIT</td>
<td>138</td>
<td>675</td>
<td>166</td>
<td>622</td>
<td>(478)</td>
<td>n.a.</td>
<td>140</td>
<td>985</td>
<td>n.a.</td>
</tr>
<tr>
<td>- Depreciation, amortization and impairment losses</td>
<td>(1.369)</td>
<td>(859)</td>
<td>(892)</td>
<td>(835)</td>
<td>(1.571)</td>
<td>(14,8)</td>
<td>(6.157)</td>
<td>(4.157)</td>
<td>32,5</td>
</tr>
<tr>
<td>= EBITDA</td>
<td>1.507</td>
<td>1.534</td>
<td>1.058</td>
<td>1.457</td>
<td>1.093</td>
<td>(27,5)</td>
<td>6.297</td>
<td>5.142</td>
<td>(18,3)</td>
</tr>
<tr>
<td>EBITDA margin %</td>
<td>29,9</td>
<td>32,1</td>
<td>26,3</td>
<td>35,3</td>
<td>27,9</td>
<td>(2,0p)</td>
<td>32,1</td>
<td>30,5</td>
<td>(1,6p)</td>
</tr>
<tr>
<td>- Special factors affecting EBITDA</td>
<td>(88)</td>
<td>(53)</td>
<td>(373)</td>
<td>(8)</td>
<td>(172)</td>
<td>(95,5)</td>
<td>(93)</td>
<td>(606)</td>
<td>n.a.</td>
</tr>
<tr>
<td>= EBITDA adjusted for special factors</td>
<td>1.595</td>
<td>1.587</td>
<td>1.431</td>
<td>1.465</td>
<td>1.265</td>
<td>(20,7)</td>
<td>6.390</td>
<td>5.748</td>
<td>(10,0)</td>
</tr>
<tr>
<td>EBITDA margin (adjusted for special factors) %</td>
<td>31,7</td>
<td>33,2</td>
<td>35,5</td>
<td>35,5</td>
<td>32,3</td>
<td>0,6p</td>
<td>32,6</td>
<td>34,1</td>
<td>1,5p</td>
</tr>
</tbody>
</table>

### Special factors.

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>FY/09</th>
<th>FY/10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Effects on EBITDA</td>
<td>(88)</td>
<td>(53)</td>
<td>(373)</td>
<td>(8)</td>
<td>(172)</td>
<td>(93)</td>
<td>(606)</td>
</tr>
<tr>
<td>- of which personnel</td>
<td>(62)</td>
<td>(45)</td>
<td>3</td>
<td>(7)</td>
<td>(160)</td>
<td>(36)</td>
<td>(209)</td>
</tr>
<tr>
<td>- of which other</td>
<td>(26)</td>
<td>(8)</td>
<td>(376)</td>
<td>(1)</td>
<td>(12)</td>
<td>(57)</td>
<td>(397)</td>
</tr>
<tr>
<td>Effects on profit (loss) from operations = EBIT</td>
<td>(616)</td>
<td>(53)</td>
<td>(376)</td>
<td>(10)</td>
<td>(858)</td>
<td>(2.443)</td>
<td>(1.297)</td>
</tr>
<tr>
<td>- of which personnel</td>
<td>(62)</td>
<td>(45)</td>
<td>3</td>
<td>(7)</td>
<td>(160)</td>
<td>(36)</td>
<td>(209)</td>
</tr>
<tr>
<td>- of which other</td>
<td>1</td>
<td>(554)</td>
<td>(8)</td>
<td>(379)</td>
<td>(3)</td>
<td>(698)</td>
<td>(2.407)</td>
</tr>
</tbody>
</table>

## Europe.
### Customer Summary.

<table>
<thead>
<tr>
<th>Region</th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>Fixed network Access Lines</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greece</td>
<td></td>
<td>4,228</td>
<td>4,095</td>
<td>3,970</td>
<td>3,858</td>
<td>3,739</td>
<td>(11,6)</td>
</tr>
<tr>
<td></td>
<td>- Fixed network Access Lines</td>
<td>1,113</td>
<td>1,140</td>
<td>1,139</td>
<td>1,133</td>
<td>1,148</td>
<td>3,1</td>
</tr>
<tr>
<td></td>
<td>- Mobile Customers</td>
<td>9,216</td>
<td>6,813</td>
<td>8,509</td>
<td>8,330</td>
<td>7,990</td>
<td>(13,3)</td>
</tr>
<tr>
<td>Romania</td>
<td></td>
<td>2,776</td>
<td>2,721</td>
<td>2,666</td>
<td>2,625</td>
<td>2,597</td>
<td>(6,4)</td>
</tr>
<tr>
<td></td>
<td>- Fixed network Access Lines</td>
<td>776</td>
<td>808</td>
<td>840</td>
<td>902</td>
<td>961</td>
<td>23,8</td>
</tr>
<tr>
<td></td>
<td>- Mobile Customers</td>
<td>7,280</td>
<td>7,155</td>
<td>7,087</td>
<td>7,059</td>
<td>6,849</td>
<td>(5,9)</td>
</tr>
<tr>
<td>Hungary</td>
<td></td>
<td>1,821</td>
<td>1,771</td>
<td>1,729</td>
<td>1,690</td>
<td>1,652</td>
<td>(9,3)</td>
</tr>
<tr>
<td></td>
<td>- Fixed network Access Lines</td>
<td>789</td>
<td>798</td>
<td>798</td>
<td>811</td>
<td>824</td>
<td>4,4</td>
</tr>
<tr>
<td></td>
<td>- Mobile Customers</td>
<td>5,120</td>
<td>5,120</td>
<td>5,131</td>
<td>5,147</td>
<td>5,208</td>
<td>1,7</td>
</tr>
<tr>
<td>Poland</td>
<td></td>
<td>13,500</td>
<td>13,361</td>
<td>13,276</td>
<td>13,321</td>
<td>13,259</td>
<td>(1,8)</td>
</tr>
<tr>
<td></td>
<td>- Fixed network Access Lines</td>
<td>42</td>
<td>46</td>
<td>49</td>
<td>53</td>
<td>69</td>
<td>64,3</td>
</tr>
<tr>
<td></td>
<td>- Broadband Access Lines</td>
<td>42</td>
<td>46</td>
<td>49</td>
<td>53</td>
<td>69</td>
<td>64,3</td>
</tr>
<tr>
<td></td>
<td>- Mobile Customers</td>
<td>5,464</td>
<td>5,449</td>
<td>5,464</td>
<td>5,460</td>
<td>5,475</td>
<td>0,2</td>
</tr>
<tr>
<td>Czech Republic</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Fixed network Access Lines</td>
<td>1,484</td>
<td>1,462</td>
<td>1,446</td>
<td>1,437</td>
<td>1,431</td>
<td>(3,6)</td>
</tr>
<tr>
<td></td>
<td>- Broadband Access Lines</td>
<td>555</td>
<td>573</td>
<td>584</td>
<td>600</td>
<td>629</td>
<td>13,3</td>
</tr>
<tr>
<td></td>
<td>- Mobile Customers</td>
<td>2,659</td>
<td>2,798</td>
<td>2,779</td>
<td>2,774</td>
<td>2,901</td>
<td>1,5</td>
</tr>
<tr>
<td>Croatia</td>
<td></td>
<td>293</td>
<td>290</td>
<td>288</td>
<td>288</td>
<td>289</td>
<td>(1,4)</td>
</tr>
<tr>
<td></td>
<td>- Fixed network Access Lines</td>
<td>293</td>
<td>290</td>
<td>288</td>
<td>288</td>
<td>289</td>
<td>(1,4)</td>
</tr>
<tr>
<td></td>
<td>- Mobile Customers</td>
<td>4,592</td>
<td>4,392</td>
<td>4,382</td>
<td>4,461</td>
<td>4,526</td>
<td>(1,4)</td>
</tr>
<tr>
<td>Netherlands</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Fixed network Access Lines</td>
<td>1,101</td>
<td>1,093</td>
<td>1,084</td>
<td>1,072</td>
<td>1,061</td>
<td>(3,6)</td>
</tr>
<tr>
<td></td>
<td>- Broadband Access Lines</td>
<td>391</td>
<td>408</td>
<td>418</td>
<td>424</td>
<td>436</td>
<td>11,5</td>
</tr>
<tr>
<td></td>
<td>- Mobile Customers</td>
<td>2,376</td>
<td>2,399</td>
<td>2,412</td>
<td>2,407</td>
<td>2,411</td>
<td>1,5</td>
</tr>
<tr>
<td>Slovakia</td>
<td></td>
<td>3,446</td>
<td>3,626</td>
<td>3,653</td>
<td>3,683</td>
<td>3,778</td>
<td>9,6</td>
</tr>
<tr>
<td></td>
<td>- Mobile Customers</td>
<td>3,902</td>
<td>3,845</td>
<td>3,954</td>
<td>3,886</td>
<td>3,920</td>
<td>0,5</td>
</tr>
<tr>
<td>Austria</td>
<td></td>
<td>3,446</td>
<td>3,626</td>
<td>3,653</td>
<td>3,683</td>
<td>3,778</td>
<td>9,6</td>
</tr>
<tr>
<td>Bulgaria</td>
<td></td>
<td>3,902</td>
<td>3,845</td>
<td>3,954</td>
<td>3,886</td>
<td>3,920</td>
<td>0,5</td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Fixed network Access Lines</td>
<td>525</td>
<td>512</td>
<td>504</td>
<td>500</td>
<td>498</td>
<td>(5,1)</td>
</tr>
<tr>
<td></td>
<td>- Broadband Access Lines</td>
<td>184</td>
<td>195</td>
<td>200</td>
<td>207</td>
<td>220</td>
<td>19,6</td>
</tr>
<tr>
<td></td>
<td>- Mobile Customers</td>
<td>3,822</td>
<td>3,852</td>
<td>3,861</td>
<td>3,845</td>
<td>3,782</td>
<td>(1,0)</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>12,268</td>
<td>11,990</td>
<td>11,736</td>
<td>11,524</td>
<td>11,337</td>
<td>(7,6)</td>
</tr>
<tr>
<td></td>
<td>- Broadband Access Lines Retail</td>
<td>3,881</td>
<td>4,010</td>
<td>4,078</td>
<td>4,185</td>
<td>4,353</td>
<td>12,2</td>
</tr>
<tr>
<td></td>
<td>- Wholesale Bundled Access Lines</td>
<td>229</td>
<td>213</td>
<td>202</td>
<td>193</td>
<td>180</td>
<td>(21,4)</td>
</tr>
<tr>
<td></td>
<td>- Wholesale Unbundled Access Lines</td>
<td>33</td>
<td>35</td>
<td>36</td>
<td>39</td>
<td>44</td>
<td>33,3</td>
</tr>
<tr>
<td></td>
<td>- Mobile Customers</td>
<td>61,577</td>
<td>60,811</td>
<td>60,507</td>
<td>60,373</td>
<td>60,100</td>
<td>(2,4)</td>
</tr>
</tbody>
</table>
### Greece.

#### Financials (adjusted for special factors).

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total revenue</strong></td>
<td>1.099</td>
<td>997</td>
<td>963</td>
<td>979</td>
<td>937</td>
<td>(14,7)</td>
<td>3.899</td>
<td>3.876</td>
<td>(0,6)</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td>651</td>
<td>592</td>
<td>579</td>
<td>578</td>
<td>563</td>
<td>(13,5)</td>
<td>2.311</td>
<td>2.312</td>
<td>0,0</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td>522</td>
<td>464</td>
<td>448</td>
<td>471</td>
<td>429</td>
<td>(17,8)</td>
<td>1.846</td>
<td>1.812</td>
<td>(1,8)</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>1</td>
<td>412</td>
<td>376</td>
<td>346</td>
<td>376</td>
<td>335</td>
<td>1.447</td>
<td>1.433</td>
<td>(1,0)</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td>214</td>
<td>189</td>
<td>177</td>
<td>174</td>
<td>169</td>
<td>(21,0)</td>
<td>720</td>
<td>709</td>
<td>(1,5)</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td>184</td>
<td>172</td>
<td>154</td>
<td>186</td>
<td>154</td>
<td>(16,3)</td>
<td>674</td>
<td>666</td>
<td>(1,2)</td>
</tr>
<tr>
<td><strong>EBITDA margin (EBITDA / total revenue)</strong></td>
<td>%</td>
<td>37,5</td>
<td>37,7</td>
<td>35,9</td>
<td>38,4</td>
<td>35,8</td>
<td>37,1</td>
<td>37,0</td>
<td>(0,1p)</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td>%</td>
<td>32,9</td>
<td>31,9</td>
<td>30,6</td>
<td>30,1</td>
<td>30,0</td>
<td>31,2</td>
<td>30,7</td>
<td>(0,5p)</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td>%</td>
<td>35,2</td>
<td>37,1</td>
<td>34,4</td>
<td>39,5</td>
<td>35,9</td>
<td>36,5</td>
<td>36,8</td>
<td>0,3p</td>
</tr>
<tr>
<td><strong>Cash capex (as reported)</strong></td>
<td>155</td>
<td>101</td>
<td>102</td>
<td>112</td>
<td>111</td>
<td>(28,4)</td>
<td>466</td>
<td>426</td>
<td>(8,6)</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td>89</td>
<td>48</td>
<td>57</td>
<td>49</td>
<td>83</td>
<td>(6,7)</td>
<td>283</td>
<td>237</td>
<td>(16,3)</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td>62</td>
<td>50</td>
<td>40</td>
<td>60</td>
<td>23</td>
<td>(62,9)</td>
<td>170</td>
<td>173</td>
<td>1,8</td>
</tr>
<tr>
<td><strong>Cash contribution</strong></td>
<td>257</td>
<td>275</td>
<td>244</td>
<td>264</td>
<td>224</td>
<td>(12,8)</td>
<td>981</td>
<td>1.007</td>
<td>2,7</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td>125</td>
<td>141</td>
<td>120</td>
<td>125</td>
<td>86</td>
<td>(31,2)</td>
<td>437</td>
<td>472</td>
<td>8,0</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td>122</td>
<td>122</td>
<td>114</td>
<td>126</td>
<td>131</td>
<td>7,4</td>
<td>504</td>
<td>493</td>
<td>(2,2)</td>
</tr>
</tbody>
</table>

### Greece.

**Operational.**

<table>
<thead>
<tr>
<th></th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fixed network (end of period)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fixed network access lines</td>
<td>(000)</td>
<td>4.228</td>
<td>4.095</td>
<td>3.970</td>
<td>3.858</td>
<td>3.739</td>
<td>(11,6)</td>
<td>4.228</td>
<td>3.739</td>
<td>(11,6)</td>
</tr>
<tr>
<td>Broadband retail access lines</td>
<td>(000)</td>
<td>1.060</td>
<td>1.093</td>
<td>1.095</td>
<td>1.092</td>
<td>1.110</td>
<td>4,7</td>
<td>1.060</td>
<td>1.110</td>
<td>4,7</td>
</tr>
<tr>
<td>IPTV</td>
<td>(000)</td>
<td>16</td>
<td>23</td>
<td>30</td>
<td>40</td>
<td>50</td>
<td>n.a.</td>
<td>16</td>
<td>50</td>
<td>n.a.</td>
</tr>
<tr>
<td>Wholesale bundled access lines</td>
<td>(000)</td>
<td>53</td>
<td>47</td>
<td>44</td>
<td>41</td>
<td>37</td>
<td>(30,2)</td>
<td>53</td>
<td>37</td>
<td>(30,2)</td>
</tr>
<tr>
<td>ULLs</td>
<td>(000)</td>
<td>938</td>
<td>1.056</td>
<td>1.160</td>
<td>1.244</td>
<td>1.346</td>
<td>43,5</td>
<td>938</td>
<td>1.346</td>
<td>43,5</td>
</tr>
<tr>
<td>Wholesale unbundled access lines</td>
<td>(000)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
<td>0</td>
<td>0</td>
<td>n.a.</td>
</tr>
<tr>
<td><strong>Mobile communications (end of period)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Service revenue (€ million)</td>
<td></td>
<td>412</td>
<td>384</td>
<td>379</td>
<td>389</td>
<td>346</td>
<td>(16,0)</td>
<td>1.535</td>
<td>1.498</td>
<td>(2,4)</td>
</tr>
<tr>
<td>Adj. EBITDA Margin (Service Rev.) (%)</td>
<td></td>
<td>44,7</td>
<td>44,8</td>
<td>40,6</td>
<td>47,8</td>
<td>44,5</td>
<td>(0,2p)</td>
<td>43,9</td>
<td>44,5</td>
<td>0,6p</td>
</tr>
<tr>
<td>Customers (000)</td>
<td></td>
<td>9.218</td>
<td>8.813</td>
<td>8.509</td>
<td>8.330</td>
<td>7.990</td>
<td>(13,3)</td>
<td>9.218</td>
<td>7.990</td>
<td>(13,3)</td>
</tr>
<tr>
<td>- contract</td>
<td>(000)</td>
<td>2.285</td>
<td>2.306</td>
<td>2.314</td>
<td>2.329</td>
<td>2.311</td>
<td>1,1</td>
<td>2.285</td>
<td>2.311</td>
<td>1,1</td>
</tr>
<tr>
<td>- prepaid</td>
<td>(000)</td>
<td>6.933</td>
<td>6.507</td>
<td>6.194</td>
<td>6.001</td>
<td>5.679</td>
<td>(18,1)</td>
<td>6.933</td>
<td>5.679</td>
<td>(18,1)</td>
</tr>
<tr>
<td>Net Adds (000)</td>
<td></td>
<td>154</td>
<td>(404)</td>
<td>(305)</td>
<td>(178)</td>
<td>(340)</td>
<td>n.a.</td>
<td>1.192</td>
<td>(1.227)</td>
<td>n.a.</td>
</tr>
<tr>
<td>- contract</td>
<td>(000)</td>
<td>25</td>
<td>21</td>
<td>8</td>
<td>15</td>
<td>(18)</td>
<td>n.a.</td>
<td>59</td>
<td>27</td>
<td>(54,2)</td>
</tr>
<tr>
<td>- prepaid</td>
<td>(000)</td>
<td>129</td>
<td>(425)</td>
<td>(313)</td>
<td>(193)</td>
<td>(323)</td>
<td>n.a.</td>
<td>1.133</td>
<td>(1.254)</td>
<td>n.a.</td>
</tr>
<tr>
<td>Average monthly churn (%)</td>
<td></td>
<td>3,3</td>
<td>3,5</td>
<td>3,5</td>
<td>3,4</td>
<td>3,6</td>
<td>0,3p</td>
<td>3,2</td>
<td>3,5</td>
<td>0,3p</td>
</tr>
<tr>
<td>- contract</td>
<td>(%)</td>
<td>2,0</td>
<td>2,1</td>
<td>2,4</td>
<td>2,0</td>
<td>2,2</td>
<td>0,2p</td>
<td>2,0</td>
<td>2,2</td>
<td>0,2p</td>
</tr>
<tr>
<td>- prepaid</td>
<td>(%)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SAC per gross add (€)</td>
<td></td>
<td>18</td>
<td>35</td>
<td>39</td>
<td>24</td>
<td>29</td>
<td>61,1</td>
<td>17</td>
<td>32</td>
<td>88,2</td>
</tr>
<tr>
<td>- contract</td>
<td>(€)</td>
<td>102</td>
<td>106</td>
<td>121</td>
<td>90</td>
<td>101</td>
<td>(1,0)</td>
<td>103</td>
<td>105</td>
<td>1,9</td>
</tr>
<tr>
<td>- prepaid</td>
<td>(€)</td>
<td>3</td>
<td>3</td>
<td>6</td>
<td>3</td>
<td>4</td>
<td>33,3</td>
<td>4</td>
<td>4</td>
<td>0,0</td>
</tr>
<tr>
<td>SRC per retained customer (€)</td>
<td></td>
<td>94</td>
<td>72</td>
<td>63</td>
<td>71</td>
<td>68</td>
<td>(27,7)</td>
<td>97</td>
<td>68</td>
<td>(29,9)</td>
</tr>
<tr>
<td>- contract</td>
<td>(€)</td>
<td>15</td>
<td>14</td>
<td>15</td>
<td>15</td>
<td>14</td>
<td>(6,7)</td>
<td>16</td>
<td>15</td>
<td>(6,3)</td>
</tr>
<tr>
<td>- prepaid</td>
<td>(€)</td>
<td>43</td>
<td>40</td>
<td>40</td>
<td>36</td>
<td>36</td>
<td>(16,3)</td>
<td>44</td>
<td>39</td>
<td>(11,4)</td>
</tr>
<tr>
<td>ARPU (€)</td>
<td></td>
<td>6</td>
<td>6</td>
<td>5</td>
<td>6</td>
<td>6</td>
<td>0,0</td>
<td>6</td>
<td>6</td>
<td>0,0</td>
</tr>
<tr>
<td>- contract</td>
<td>(€)</td>
<td>9</td>
<td>15</td>
<td>14</td>
<td>13</td>
<td>15</td>
<td>6,0p</td>
<td>13</td>
<td>14</td>
<td>1,0p</td>
</tr>
<tr>
<td>- prepaid</td>
<td>(€)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>non-voice % of ARPU (%)</td>
<td></td>
<td>40,9</td>
<td>283</td>
<td>252</td>
<td>24,1</td>
<td>306</td>
<td>11,4</td>
<td>292</td>
<td>306</td>
<td>11,4</td>
</tr>
<tr>
<td>MOU per customer (min)</td>
<td></td>
<td>203</td>
<td>211</td>
<td>250</td>
<td>265</td>
<td>286</td>
<td>40,9</td>
<td>203</td>
<td>252</td>
<td>24,1</td>
</tr>
<tr>
<td>- contract</td>
<td>(min)</td>
<td>289</td>
<td>280</td>
<td>301</td>
<td>322</td>
<td>321</td>
<td>11,1</td>
<td>292</td>
<td>306</td>
<td>11,1</td>
</tr>
</tbody>
</table>
**Romania.**

Financials (adjusted for special factors).

<table>
<thead>
<tr>
<th>millions of €</th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total revenue</strong></td>
<td></td>
<td>309</td>
<td>291</td>
<td>293</td>
<td>294</td>
<td>287</td>
<td>(7,1)</td>
<td>1.104</td>
<td>1.165</td>
<td>5,5</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td></td>
<td>194</td>
<td>184</td>
<td>181</td>
<td>182</td>
<td>170</td>
<td>(12,4)</td>
<td>731</td>
<td>717</td>
<td>(1,9)</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td></td>
<td>122</td>
<td>114</td>
<td>118</td>
<td>121</td>
<td>125</td>
<td>2,5</td>
<td>404</td>
<td>478</td>
<td>18,3</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>1</td>
<td>66</td>
<td>72</td>
<td>71</td>
<td>71</td>
<td>67</td>
<td>1,5</td>
<td>293</td>
<td>281</td>
<td>(4,1)</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td></td>
<td>55</td>
<td>58</td>
<td>46</td>
<td>42</td>
<td>41</td>
<td>(25,5)</td>
<td>233</td>
<td>187</td>
<td>(19,7)</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td></td>
<td>10</td>
<td>14</td>
<td>25</td>
<td>28</td>
<td>29</td>
<td>n.a.</td>
<td>60</td>
<td>96</td>
<td>60,0</td>
</tr>
<tr>
<td><strong>EBITDA margin (EBITDA / total revenue)</strong></td>
<td>%</td>
<td>21,4</td>
<td>24,7</td>
<td>24,2</td>
<td>24,1</td>
<td>23,3</td>
<td>1,9p</td>
<td>26,5</td>
<td>24,1</td>
<td>2,4p</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td>%</td>
<td>28,4</td>
<td>31,5</td>
<td>25,4</td>
<td>23,1</td>
<td>24,1</td>
<td>(4,3p)</td>
<td>31,9</td>
<td>26,1</td>
<td>(5,8p)</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td>%</td>
<td>8,2</td>
<td>12,3</td>
<td>21,2</td>
<td>23,1</td>
<td>23,2</td>
<td>15,0p</td>
<td>14,9</td>
<td>20,1</td>
<td>5,2p</td>
</tr>
<tr>
<td><strong>Cash capex (as reported)</strong></td>
<td></td>
<td>79</td>
<td>60</td>
<td>82</td>
<td>40</td>
<td>50</td>
<td>(36,7)</td>
<td>294</td>
<td>232</td>
<td>(21,1)</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td></td>
<td>44</td>
<td>40</td>
<td>41</td>
<td>21</td>
<td>24</td>
<td>(45,5)</td>
<td>168</td>
<td>126</td>
<td>(25,0)</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td></td>
<td>35</td>
<td>20</td>
<td>41</td>
<td>19</td>
<td>26</td>
<td>(25,7)</td>
<td>126</td>
<td>106</td>
<td>(15,9)</td>
</tr>
<tr>
<td><strong>Cash contribution</strong></td>
<td>(13)</td>
<td>12</td>
<td>(11)</td>
<td>31</td>
<td>17</td>
<td>n.a.</td>
<td>(1)</td>
<td>49</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td></td>
<td>11</td>
<td>18</td>
<td>5</td>
<td>21</td>
<td>17</td>
<td>45,5</td>
<td>65</td>
<td>61</td>
<td>(6,2)</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td></td>
<td>(25)</td>
<td>(6)</td>
<td>(16)</td>
<td>9</td>
<td>3</td>
<td>n.a.</td>
<td>(66)</td>
<td>(10)</td>
<td>84,8</td>
</tr>
</tbody>
</table>

### Romania. Operational.

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed network access lines (’000)</td>
<td>2.776</td>
<td>2.721</td>
<td>2.666</td>
<td>2.625</td>
<td>2.597</td>
<td>(6.4)</td>
<td>2.776</td>
<td>2.597</td>
<td>(6.4)</td>
</tr>
<tr>
<td>Broadband retail access lines (’000)</td>
<td>776</td>
<td>808</td>
<td>840</td>
<td>902</td>
<td>961</td>
<td>23.8</td>
<td>776</td>
<td>961</td>
<td>23.8</td>
</tr>
<tr>
<td>IPTV (’000)</td>
<td>0</td>
<td>4</td>
<td>12</td>
<td>21</td>
<td>30</td>
<td>--</td>
<td>0</td>
<td>30</td>
<td>--</td>
</tr>
<tr>
<td>Wholesale bundled access lines (’000)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>--</td>
<td>0</td>
<td>0</td>
<td>--</td>
</tr>
<tr>
<td>ULLs (’000)</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>0.0</td>
<td>1</td>
<td>1</td>
<td>0.0</td>
</tr>
<tr>
<td>Wholesale unbundled access lines (’000)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>--</td>
<td>0</td>
<td>0</td>
<td>--</td>
</tr>
<tr>
<td>Mobile communications (end of period)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Service revenue (€ million)</td>
<td>102</td>
<td>94</td>
<td>98</td>
<td>99</td>
<td>98</td>
<td>(3.9)</td>
<td>345</td>
<td>389</td>
<td>12.8</td>
</tr>
<tr>
<td>Adj. EBITDA Margin (Service Rev.) (%)</td>
<td>9.8</td>
<td>14.9</td>
<td>25.5</td>
<td>28.3</td>
<td>29.6</td>
<td>19.8p</td>
<td>17.4</td>
<td>24.7</td>
<td>7.3p</td>
</tr>
<tr>
<td>Customers (’000)</td>
<td>7,280</td>
<td>7,155</td>
<td>7,087</td>
<td>7,059</td>
<td>6,849</td>
<td>(5.9)</td>
<td>7,280</td>
<td>6,849</td>
<td>(5.9)</td>
</tr>
<tr>
<td>- contract (’000)</td>
<td>1,535</td>
<td>1,516</td>
<td>1,512</td>
<td>1,507</td>
<td>1,503</td>
<td>(2.1)</td>
<td>1,535</td>
<td>1,503</td>
<td>(2.1)</td>
</tr>
<tr>
<td>- prepaid (’000)</td>
<td>5,745</td>
<td>5,639</td>
<td>5,575</td>
<td>5,552</td>
<td>5,346</td>
<td>(6.9)</td>
<td>5,745</td>
<td>5,346</td>
<td>(6.9)</td>
</tr>
<tr>
<td>Net Adds (’000)</td>
<td>681</td>
<td>(126)</td>
<td>(68)</td>
<td>(28)</td>
<td>(210)</td>
<td>n.a.</td>
<td>1,291</td>
<td>(431)</td>
<td>n.a.</td>
</tr>
<tr>
<td>- contract (’000)</td>
<td>223</td>
<td>(19)</td>
<td>(4)</td>
<td>(4)</td>
<td>(4)</td>
<td>n.a.</td>
<td>373</td>
<td>(32)</td>
<td>n.a.</td>
</tr>
<tr>
<td>- prepaid (’000)</td>
<td>458</td>
<td>(106)</td>
<td>(64)</td>
<td>(24)</td>
<td>(205)</td>
<td>n.a.</td>
<td>917</td>
<td>(399)</td>
<td>n.a.</td>
</tr>
<tr>
<td>Average monthly churn (%)</td>
<td>4.4</td>
<td>4.0</td>
<td>3.5</td>
<td>3.8</td>
<td>4.7</td>
<td>0.3p</td>
<td>3.8</td>
<td>4.0</td>
<td>0.2p</td>
</tr>
<tr>
<td>- contract (%)</td>
<td>2.5</td>
<td>2.3</td>
<td>1.9</td>
<td>1.9</td>
<td>2.3</td>
<td>(0.2p)</td>
<td>2.1</td>
<td>2.1</td>
<td>0.0p</td>
</tr>
<tr>
<td>SAC per gross add (€)</td>
<td>10</td>
<td>8</td>
<td>9</td>
<td>6</td>
<td>11</td>
<td>10.0</td>
<td>13</td>
<td>9</td>
<td>(30.8)</td>
</tr>
<tr>
<td>- contract (€)</td>
<td>1</td>
<td>1</td>
<td>0</td>
<td>1</td>
<td>1</td>
<td>0.0</td>
<td>1</td>
<td>0</td>
<td>(100.0)</td>
</tr>
<tr>
<td>SRC per retained customer (€)</td>
<td>12</td>
<td>16</td>
<td>21</td>
<td>11</td>
<td>11</td>
<td>(8.3)</td>
<td>14</td>
<td>15</td>
<td>7.1</td>
</tr>
<tr>
<td>ARPU (€)</td>
<td>5</td>
<td>4</td>
<td>5</td>
<td>5</td>
<td>5</td>
<td>0.0</td>
<td>5</td>
<td>5</td>
<td>0.0</td>
</tr>
<tr>
<td>- contract (€)</td>
<td>14</td>
<td>12</td>
<td>13</td>
<td>13</td>
<td>13</td>
<td>(7.1)</td>
<td>14</td>
<td>13</td>
<td>(7.1)</td>
</tr>
<tr>
<td>- prepaid (€)</td>
<td>3</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>3</td>
<td>0.0</td>
<td>3</td>
<td>2</td>
<td>(33.3)</td>
</tr>
<tr>
<td>non-voice % of ARPU (%)</td>
<td>5</td>
<td>5</td>
<td>5</td>
<td>5</td>
<td>6</td>
<td>1.0p</td>
<td>5</td>
<td>5</td>
<td>0.0p</td>
</tr>
<tr>
<td>MOU per customer (min)</td>
<td>204</td>
<td>207</td>
<td>212</td>
<td>211</td>
<td>227</td>
<td>11.3</td>
<td>194</td>
<td>214</td>
<td>10.3</td>
</tr>
<tr>
<td>- contract (min)</td>
<td>451</td>
<td>428</td>
<td>432</td>
<td>428</td>
<td>442</td>
<td>(2.0)</td>
<td>460</td>
<td>433</td>
<td>(5.9)</td>
</tr>
</tbody>
</table>
## Hungary.
### Financials (adjusted for special factors).

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- of which Fixed network</td>
<td>195</td>
<td>182</td>
<td>175</td>
<td>165</td>
<td>139</td>
<td>(28,7)</td>
<td>762</td>
<td>661</td>
<td>(13,3)</td>
</tr>
<tr>
<td>- of which Mobile communications</td>
<td>254</td>
<td>230</td>
<td>236</td>
<td>240</td>
<td>191</td>
<td>(24,8)</td>
<td>960</td>
<td>897</td>
<td>(6,6)</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- of which Fixed network</td>
<td>70</td>
<td>70</td>
<td>70</td>
<td>70</td>
<td>27</td>
<td>(61,4)</td>
<td>306</td>
<td>237</td>
<td>(22,5)</td>
</tr>
<tr>
<td>- of which Mobile communications</td>
<td>99</td>
<td>104</td>
<td>110</td>
<td>118</td>
<td>45</td>
<td>(54,5)</td>
<td>416</td>
<td>377</td>
<td>(9,4)</td>
</tr>
<tr>
<td><strong>EBITDA margin (EBITDA / total revenue)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- of which Fixed network</td>
<td>35,9</td>
<td>38,5</td>
<td>40,0</td>
<td>42,4</td>
<td>19,4</td>
<td>(16,5p)</td>
<td>40,2</td>
<td>35,9</td>
<td>(4,3p)</td>
</tr>
<tr>
<td>- of which Mobile communications</td>
<td>39,0</td>
<td>45,2</td>
<td>46,6</td>
<td>49,2</td>
<td>23,6</td>
<td>(15,4p)</td>
<td>43,3</td>
<td>42,0</td>
<td>(1,3p)</td>
</tr>
<tr>
<td><strong>Cash capex (as reported)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- of which Fixed network</td>
<td>44</td>
<td>43</td>
<td>37</td>
<td>34</td>
<td>42</td>
<td>(4,5)</td>
<td>187</td>
<td>156</td>
<td>(16,6)</td>
</tr>
<tr>
<td>- of which Mobile communications</td>
<td>10</td>
<td>19</td>
<td>11</td>
<td>13</td>
<td>32</td>
<td>0,0</td>
<td>95</td>
<td>75</td>
<td>(21,1)</td>
</tr>
<tr>
<td><strong>Cash contribution</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- of which Fixed network</td>
<td>26</td>
<td>27</td>
<td>33</td>
<td>36</td>
<td>(15)</td>
<td>0,0</td>
<td>119</td>
<td>81</td>
<td>31,9</td>
</tr>
<tr>
<td>- of which Mobile communications</td>
<td>89</td>
<td>85</td>
<td>99</td>
<td>105</td>
<td>13</td>
<td>(85,4)</td>
<td>321</td>
<td>302</td>
<td>(5,9)</td>
</tr>
</tbody>
</table>

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

**Operational.**

<table>
<thead>
<tr>
<th>Fixed network (end of period)</th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed network access lines</td>
<td>(-000)</td>
<td>1,821</td>
<td>1,771</td>
<td>1,729</td>
<td>1,690</td>
<td>1,652</td>
<td>(9,3)</td>
<td>1,821</td>
<td>1,652</td>
<td>(9,3)</td>
</tr>
<tr>
<td>Broadband retail access lines</td>
<td>(-000)</td>
<td>628</td>
<td>648</td>
<td>655</td>
<td>672</td>
<td>693</td>
<td>10,4</td>
<td>628</td>
<td>693</td>
<td>10,4</td>
</tr>
<tr>
<td>IPTV</td>
<td>(-000)</td>
<td>68</td>
<td>79</td>
<td>88</td>
<td>103</td>
<td>125</td>
<td>83,8</td>
<td>68</td>
<td>125</td>
<td>83,8</td>
</tr>
<tr>
<td>Wholesale bundled access lines</td>
<td>(-000)</td>
<td>142</td>
<td>130</td>
<td>123</td>
<td>117</td>
<td>106</td>
<td>(25,4)</td>
<td>142</td>
<td>106</td>
<td>(25,4)</td>
</tr>
<tr>
<td>ULLs</td>
<td>(-000)</td>
<td>19</td>
<td>20</td>
<td>19</td>
<td>20</td>
<td>20</td>
<td>17,6</td>
<td>17</td>
<td>20</td>
<td>17,6</td>
</tr>
<tr>
<td>Wholesale unbundled access lines</td>
<td>(-000)</td>
<td>17</td>
<td>20</td>
<td>20</td>
<td>22</td>
<td>25</td>
<td>31,6</td>
<td>19</td>
<td>25</td>
<td>31,6</td>
</tr>
</tbody>
</table>

### Mobile communications (end of period)

<table>
<thead>
<tr>
<th>Service revenue (€ million)</th>
<th>223</th>
<th>206</th>
<th>213</th>
<th>214</th>
<th>212</th>
<th>(4,9)</th>
<th>860</th>
<th>845</th>
<th>(1,7)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adj. EBITDA Margin (Service Rev.) (%)</td>
<td>44,4</td>
<td>50,5</td>
<td>51,6</td>
<td>55,1</td>
<td>21,2</td>
<td>(23,2p)</td>
<td>48,4</td>
<td>44,6</td>
<td>(3,8p)</td>
</tr>
<tr>
<td>Customers (-000)</td>
<td>5,120</td>
<td>5,120</td>
<td>5,131</td>
<td>5,147</td>
<td>5,208</td>
<td>1,7</td>
<td>5,120</td>
<td>5,208</td>
<td>1,7</td>
</tr>
<tr>
<td>- contract (-000)</td>
<td>2,305</td>
<td>2,350</td>
<td>2,385</td>
<td>2,432</td>
<td>2,513</td>
<td>9,0</td>
<td>2,305</td>
<td>2,513</td>
<td>9,0</td>
</tr>
<tr>
<td>- prepaid (-000)</td>
<td>2,815</td>
<td>2,771</td>
<td>2,747</td>
<td>2,715</td>
<td>2,695</td>
<td>(4,3)</td>
<td>2,815</td>
<td>2,695</td>
<td>(4,3)</td>
</tr>
<tr>
<td>Net Adds (-000)</td>
<td>(87)</td>
<td>11</td>
<td>15</td>
<td>62</td>
<td>n.a.</td>
<td>(242)</td>
<td>89</td>
<td>n.a.</td>
<td></td>
</tr>
<tr>
<td>- contract (-000)</td>
<td>102</td>
<td>45</td>
<td>35</td>
<td>47</td>
<td>81</td>
<td>(20,6)</td>
<td>239</td>
<td>208</td>
<td>(13,0)</td>
</tr>
<tr>
<td>- prepaid (-000)</td>
<td>(189)</td>
<td>(44)</td>
<td>(24)</td>
<td>(31)</td>
<td>(20)</td>
<td>(20,6)</td>
<td>89,4</td>
<td>(481)</td>
<td>(119)</td>
</tr>
<tr>
<td>Average monthly churn (%)</td>
<td>2,8</td>
<td>1,5</td>
<td>1,6</td>
<td>1,6</td>
<td>1,7</td>
<td>(1,1p)</td>
<td>2,1</td>
<td>1,6</td>
<td>(0,5p)</td>
</tr>
<tr>
<td>- contract (%)</td>
<td>1,0</td>
<td>1,2</td>
<td>1,2</td>
<td>1,1</td>
<td>1,0</td>
<td>0,0p</td>
<td>1,1</td>
<td>1,1</td>
<td>0,0p</td>
</tr>
<tr>
<td>SRC per gross add (€)</td>
<td>31</td>
<td>28</td>
<td>23</td>
<td>22</td>
<td>22</td>
<td>(29,0)</td>
<td>28</td>
<td>24</td>
<td>(14,3)</td>
</tr>
<tr>
<td>- contract (€)</td>
<td>55</td>
<td>53</td>
<td>47</td>
<td>45</td>
<td>43</td>
<td>(21,8)</td>
<td>54</td>
<td>47</td>
<td>(13,0)</td>
</tr>
<tr>
<td>- prepaid (€)</td>
<td>11</td>
<td>5</td>
<td>5</td>
<td>4</td>
<td>5</td>
<td>8</td>
<td>5</td>
<td>37,5</td>
<td></td>
</tr>
<tr>
<td>SRC per retained customer (€)</td>
<td>68</td>
<td>70</td>
<td>64</td>
<td>59</td>
<td>55</td>
<td>(19,1)</td>
<td>66</td>
<td>61</td>
<td>(7,6)</td>
</tr>
<tr>
<td>ARPU (€)</td>
<td>14</td>
<td>13</td>
<td>14</td>
<td>14</td>
<td>14</td>
<td>0,0</td>
<td>14</td>
<td>14</td>
<td>0,0</td>
</tr>
<tr>
<td>- contract (€)</td>
<td>25</td>
<td>23</td>
<td>23</td>
<td>22</td>
<td>22</td>
<td>(12,0)</td>
<td>25</td>
<td>22</td>
<td>(12,0)</td>
</tr>
<tr>
<td>- prepaid (€)</td>
<td>7</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td>6,0</td>
<td></td>
</tr>
<tr>
<td>non-voice % of ARPU (%)</td>
<td>22</td>
<td>20</td>
<td>20</td>
<td>21</td>
<td>22</td>
<td>0,0p</td>
<td>19</td>
<td>21</td>
<td>2,0p</td>
</tr>
<tr>
<td>MOU per customer (min)</td>
<td>162</td>
<td>160</td>
<td>170</td>
<td>171</td>
<td>171</td>
<td>5,6</td>
<td>155</td>
<td>168</td>
<td>8,4</td>
</tr>
<tr>
<td>- contract (min)</td>
<td>282</td>
<td>270</td>
<td>263</td>
<td>279</td>
<td>276</td>
<td>(2,1)</td>
<td>282</td>
<td>277</td>
<td>(1,8)</td>
</tr>
</tbody>
</table>

IR Backup Q4 2010 v2
## Poland.

### Financials (adjusted for special factors).

<table>
<thead>
<tr>
<th></th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total revenue</strong></td>
<td>451</td>
<td>441</td>
<td>451</td>
<td>472</td>
<td>475</td>
<td>5,3</td>
<td>1.757</td>
<td>1.839</td>
<td>4,7</td>
<td></td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>161</td>
<td>169</td>
<td>176</td>
<td>159</td>
<td>187</td>
<td>16,1</td>
<td>616</td>
<td>691</td>
<td>12,2</td>
<td></td>
</tr>
<tr>
<td><strong>EBITDA margin</strong></td>
<td>%</td>
<td>35.7</td>
<td>38.3</td>
<td>39.0</td>
<td>33.7</td>
<td>39.4</td>
<td>3,7p</td>
<td>35.1</td>
<td>37.6</td>
<td>2.5p</td>
</tr>
<tr>
<td><strong>Cash capex (as reported)</strong></td>
<td>45</td>
<td>57</td>
<td>35</td>
<td>48</td>
<td>58</td>
<td>28.9</td>
<td>239</td>
<td>198</td>
<td>(17.2)</td>
<td></td>
</tr>
<tr>
<td><strong>Cash contribution</strong></td>
<td>116</td>
<td>112</td>
<td>141</td>
<td>111</td>
<td>129</td>
<td>11,2</td>
<td>377</td>
<td>493</td>
<td>30.8</td>
<td></td>
</tr>
</tbody>
</table>

### Operational.

<table>
<thead>
<tr>
<th></th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Service revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(€ million)</td>
<td>430</td>
<td>417</td>
<td>434</td>
<td>448</td>
<td>449</td>
<td>4,4</td>
<td>1.683</td>
<td>1.748</td>
<td>3,9</td>
</tr>
<tr>
<td><strong>Adj. EBITDA Margin (Service Rev.)</strong> (%)</td>
<td>37.4</td>
<td>40.5</td>
<td>40.6</td>
<td>35.5</td>
<td>41.6</td>
<td>4.2p</td>
<td>36.6</td>
<td>39.5</td>
<td>2.9p</td>
</tr>
<tr>
<td>- prepaid (’000)</td>
<td>6.844</td>
<td>6.639</td>
<td>6.512</td>
<td>6.507</td>
<td>6.463</td>
<td>(5.6)</td>
<td>6.844</td>
<td>6.463</td>
<td>(5.6)</td>
</tr>
<tr>
<td><strong>Net Adds (’000)</strong></td>
<td>17</td>
<td>138</td>
<td>86</td>
<td>46</td>
<td>(62)</td>
<td>n.a.</td>
<td>226</td>
<td>(241)</td>
<td>n.a.</td>
</tr>
<tr>
<td>- contract (’000)</td>
<td>79</td>
<td>66</td>
<td>42</td>
<td>51</td>
<td>(18)</td>
<td>n.a.</td>
<td>491</td>
<td>140</td>
<td>(71.5)</td>
</tr>
<tr>
<td>- prepaid (’000)</td>
<td>(62)</td>
<td>(204)</td>
<td>(127)</td>
<td>(5)</td>
<td>(44)</td>
<td>29.0</td>
<td>(264)</td>
<td>(381)</td>
<td>(44.3)</td>
</tr>
<tr>
<td><strong>Average monthly churn</strong> (%)</td>
<td>2.9</td>
<td>2.9</td>
<td>2.9</td>
<td>2.8</td>
<td>2.9</td>
<td>0.0p</td>
<td>2.7</td>
<td>2.9</td>
<td>0.2p</td>
</tr>
<tr>
<td>- contract (%)</td>
<td>1.0</td>
<td>1.0</td>
<td>0.9</td>
<td>0.8</td>
<td>1.1</td>
<td>0.1p</td>
<td>0.8</td>
<td>1.0</td>
<td>0.2p</td>
</tr>
<tr>
<td><strong>SAC per gross add</strong></td>
<td>(€)</td>
<td>22</td>
<td>21</td>
<td>21</td>
<td>24</td>
<td>27</td>
<td>22.7</td>
<td>20</td>
<td>23</td>
</tr>
<tr>
<td>- contract (€)</td>
<td>86</td>
<td>85</td>
<td>105</td>
<td>127</td>
<td>133</td>
<td>54.7</td>
<td>86</td>
<td>112</td>
<td>30.2</td>
</tr>
<tr>
<td>- prepaid (€)</td>
<td>3</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>2</td>
<td>(33.3)</td>
<td>2</td>
<td>2</td>
<td>0.0</td>
</tr>
<tr>
<td><strong>SRC per retained customer</strong> (€)</td>
<td>71</td>
<td>66</td>
<td>81</td>
<td>93</td>
<td>82</td>
<td>15.5</td>
<td>84</td>
<td>81</td>
<td>(3.6)</td>
</tr>
<tr>
<td><strong>ARPU</strong> (€)</td>
<td>11</td>
<td>10</td>
<td>11</td>
<td>11</td>
<td>11</td>
<td>0.0</td>
<td>10</td>
<td>11</td>
<td>10.0</td>
</tr>
<tr>
<td>- contract (€)</td>
<td>17</td>
<td>17</td>
<td>17</td>
<td>18</td>
<td>18</td>
<td>5.9</td>
<td>17</td>
<td>17</td>
<td>0.0</td>
</tr>
<tr>
<td>- prepaid (€)</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>0.0</td>
<td>4</td>
<td>4</td>
<td>0.0</td>
</tr>
<tr>
<td><strong>non-voice % of ARPU</strong> (%)</td>
<td>26</td>
<td>25</td>
<td>25</td>
<td>26</td>
<td>28</td>
<td>2.0p</td>
<td>24</td>
<td>26</td>
<td>2.0p</td>
</tr>
<tr>
<td><strong>MOU per customer</strong> (min)</td>
<td>126</td>
<td>125</td>
<td>134</td>
<td>136</td>
<td>139</td>
<td>10.3</td>
<td>122</td>
<td>134</td>
<td>9.8</td>
</tr>
<tr>
<td>- contract (min)</td>
<td>201</td>
<td>200</td>
<td>209</td>
<td>210</td>
<td>216</td>
<td>7.5</td>
<td>198</td>
<td>209</td>
<td>5.6</td>
</tr>
</tbody>
</table>

1 Definition of Service Revenues changed as of January 1st, 2010. Q1-Q4/09 Service Revenue and ARPU are adjusted retroactively.
### Czech Republic.

**Financials (adjusted for special factors).**

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>293</td>
<td>279</td>
<td>291</td>
<td>296</td>
<td>291</td>
<td>(0.7)</td>
<td>1.191</td>
<td>1.157</td>
<td>(2.9)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>141</td>
<td>135</td>
<td>139</td>
<td>143</td>
<td>134</td>
<td>(5.0)</td>
<td>614</td>
<td>551</td>
<td>(10.3)</td>
</tr>
<tr>
<td>EBITDA margin (EBITDA / total revenue)</td>
<td>48.1%</td>
<td>48.4%</td>
<td>47.8%</td>
<td>48.3%</td>
<td>46.0%</td>
<td>(2.1p)</td>
<td>51.6</td>
<td>47.6</td>
<td>(4.0p)</td>
</tr>
<tr>
<td>Cash capex (as reported)</td>
<td>37</td>
<td>44</td>
<td>18</td>
<td>18</td>
<td>38</td>
<td>2.7</td>
<td>99</td>
<td>118</td>
<td>19.2</td>
</tr>
<tr>
<td>Cash contribution</td>
<td>104</td>
<td>91</td>
<td>122</td>
<td>125</td>
<td>96</td>
<td>(7.7)</td>
<td>515</td>
<td>433</td>
<td>(15.9)</td>
</tr>
</tbody>
</table>

**Operational.**

<table>
<thead>
<tr>
<th></th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed network (end of period)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fixed network access lines ('000)</td>
<td>42</td>
<td>46</td>
<td>49</td>
<td>53</td>
<td>69</td>
<td>64.3</td>
<td>42</td>
<td>69</td>
<td>64.3</td>
</tr>
<tr>
<td>Broadband retail access lines ('000)</td>
<td>42</td>
<td>46</td>
<td>49</td>
<td>53</td>
<td>69</td>
<td>64.3</td>
<td>42</td>
<td>69</td>
<td>64.3</td>
</tr>
<tr>
<td>IPTV ('000)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>–</td>
<td>0</td>
<td>0</td>
<td>–</td>
</tr>
<tr>
<td>Wholesale bundled access lines ('000)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>–</td>
<td>0</td>
<td>0</td>
<td>–</td>
</tr>
<tr>
<td>ULLs ('000)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>–</td>
<td>0</td>
<td>0</td>
<td>–</td>
</tr>
<tr>
<td>Wholesale unbundled access lines ('000)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>–</td>
<td>0</td>
<td>0</td>
<td>–</td>
</tr>
<tr>
<td>Mobile communications (end of period)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Service revenue (€ million)</td>
<td>277</td>
<td>262</td>
<td>273</td>
<td>276</td>
<td>269</td>
<td>(2.9)</td>
<td>1.142</td>
<td>1.080</td>
<td>(5.4)</td>
</tr>
<tr>
<td>Adj. EBITDA Margin (Service Rev.) (%)</td>
<td>50.9</td>
<td>51.5</td>
<td>50.9</td>
<td>51.8</td>
<td>49.8</td>
<td>(1.1p)</td>
<td>53.8</td>
<td>51.0</td>
<td>(2.8p)</td>
</tr>
<tr>
<td>Customers ('000)</td>
<td>5,464</td>
<td>5,449</td>
<td>5,464</td>
<td>5,460</td>
<td>5,475</td>
<td>0.2</td>
<td>5,464</td>
<td>5,475</td>
<td>0.2</td>
</tr>
<tr>
<td>- contract ('000)</td>
<td>2,660</td>
<td>2,700</td>
<td>2,730</td>
<td>2,750</td>
<td>2,778</td>
<td>4.4</td>
<td>2,660</td>
<td>2,778</td>
<td>4.4</td>
</tr>
<tr>
<td>- prepaid ('000)</td>
<td>2,804</td>
<td>2,748</td>
<td>2,734</td>
<td>2,710</td>
<td>2,696</td>
<td>(3.9)</td>
<td>2,804</td>
<td>2,696</td>
<td>(3.9)</td>
</tr>
<tr>
<td>Net Adds ('000)</td>
<td>6</td>
<td>(7)</td>
<td>16</td>
<td>(5)</td>
<td>15</td>
<td>n.a.</td>
<td>43</td>
<td>19</td>
<td>(55.8)</td>
</tr>
<tr>
<td>- contract ('000)</td>
<td>30</td>
<td>48</td>
<td>30</td>
<td>20</td>
<td>28</td>
<td>(6.7)</td>
<td>161</td>
<td>126</td>
<td>(21.7)</td>
</tr>
<tr>
<td>- prepaid ('000)</td>
<td>(24)</td>
<td>(56)</td>
<td>(14)</td>
<td>(24)</td>
<td>(14)</td>
<td>41.7</td>
<td>(119)</td>
<td>(108)</td>
<td>9.2</td>
</tr>
<tr>
<td>Average monthly churn (%)</td>
<td>1.5</td>
<td>1.3</td>
<td>1.3</td>
<td>1.4</td>
<td>1.4</td>
<td>(0.1p)</td>
<td>1.4</td>
<td>1.3</td>
<td>(0.1p)</td>
</tr>
<tr>
<td>- contract (%)</td>
<td>0.5</td>
<td>0.4</td>
<td>0.4</td>
<td>0.5</td>
<td>0.5</td>
<td>0.0p</td>
<td>0.5</td>
<td>0.5</td>
<td>0.0p</td>
</tr>
<tr>
<td>SAC per gross add (€)</td>
<td>30</td>
<td>34</td>
<td>31</td>
<td>29</td>
<td>32</td>
<td>6.7</td>
<td>30</td>
<td>31</td>
<td>3.3</td>
</tr>
<tr>
<td>- contract (€)</td>
<td>78</td>
<td>78</td>
<td>81</td>
<td>82</td>
<td>78</td>
<td>0.0</td>
<td>78</td>
<td>80</td>
<td>2.6</td>
</tr>
<tr>
<td>- prepaid (€)</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td>1</td>
<td>2</td>
<td>100.0</td>
<td>1</td>
<td>1</td>
<td>0.0</td>
</tr>
<tr>
<td>SRC per retained customer (€)</td>
<td>18</td>
<td>25</td>
<td>23</td>
<td>22</td>
<td>23</td>
<td>27.8</td>
<td>24</td>
<td>23</td>
<td>(4.2)</td>
</tr>
<tr>
<td>ARPU (€)</td>
<td>17</td>
<td>16</td>
<td>17</td>
<td>17</td>
<td>16</td>
<td>(5.9)</td>
<td>18</td>
<td>17</td>
<td>(5.6)</td>
</tr>
<tr>
<td>- contract (€)</td>
<td>27</td>
<td>26</td>
<td>27</td>
<td>27</td>
<td>26</td>
<td>(3.7)</td>
<td>29</td>
<td>26</td>
<td>(10.3)</td>
</tr>
<tr>
<td>- prepaid (€)</td>
<td>7</td>
<td>6</td>
<td>7</td>
<td>7</td>
<td>7</td>
<td>0.0</td>
<td>7</td>
<td>7</td>
<td>0.0</td>
</tr>
<tr>
<td>non-voice % of ARPU (%)</td>
<td>23</td>
<td>23</td>
<td>23</td>
<td>24</td>
<td>24</td>
<td>1.0p</td>
<td>23</td>
<td>24</td>
<td>1.0p</td>
</tr>
<tr>
<td>MOU per customer (min)</td>
<td>119</td>
<td>117</td>
<td>126</td>
<td>121</td>
<td>127</td>
<td>6.7</td>
<td>113</td>
<td>123</td>
<td>8.8</td>
</tr>
<tr>
<td>- contract (min)</td>
<td>198</td>
<td>197</td>
<td>210</td>
<td>202</td>
<td>210</td>
<td>6.1</td>
<td>189</td>
<td>205</td>
<td>8.5</td>
</tr>
</tbody>
</table>

1 Special factors affecting EBITDA: EUR 1mn in Q3/10 and EUR 1mn in Q4/10.
Financials (adjusted for special factors).

### Millions of €

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>446</td>
<td>442</td>
<td>448</td>
<td>450</td>
<td>427</td>
<td>(4,3)</td>
<td>1.807</td>
<td>1.767</td>
<td>(2,2)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1</td>
<td>135</td>
<td>102</td>
<td>139</td>
<td>98</td>
<td>122</td>
<td>(9,6)</td>
<td>430</td>
<td>461</td>
</tr>
<tr>
<td>EBITDA margin (EBITDA / total revenue)</td>
<td>%</td>
<td>30,3</td>
<td>23,1</td>
<td>31,0</td>
<td>21,5</td>
<td>28,6</td>
<td>(1,7p)</td>
<td>23,8</td>
<td>26,1</td>
</tr>
<tr>
<td>Cash capex (as reported)</td>
<td>49</td>
<td>14</td>
<td>57</td>
<td>37</td>
<td>34</td>
<td>(30,6)</td>
<td>157</td>
<td>142</td>
<td>(9,6)</td>
</tr>
<tr>
<td>Cash contribution</td>
<td>86</td>
<td>88</td>
<td>82</td>
<td>61</td>
<td>88</td>
<td>2,3</td>
<td>273</td>
<td>319</td>
<td>16,8</td>
</tr>
</tbody>
</table>

**Operational.**

<table>
<thead>
<tr>
<th>Fixed network (end of period)</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed network access lines (’000)</td>
<td>293</td>
<td>290</td>
<td>288</td>
<td>288</td>
<td>289</td>
<td>(1,4)</td>
<td>293</td>
<td>289</td>
<td>(1,4)</td>
</tr>
<tr>
<td>Broadband retail access lines (’000)</td>
<td>293</td>
<td>290</td>
<td>288</td>
<td>288</td>
<td>289</td>
<td>(1,4)</td>
<td>293</td>
<td>289</td>
<td>(1,4)</td>
</tr>
<tr>
<td>IPTV (’000)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>--</td>
<td>0</td>
<td>0</td>
<td>--</td>
</tr>
<tr>
<td>Wholesale bundled access lines (’000)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>--</td>
<td>0</td>
<td>0</td>
<td>--</td>
</tr>
<tr>
<td>ULLs (’000)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>--</td>
<td>0</td>
<td>0</td>
<td>--</td>
</tr>
<tr>
<td>Wholesale unbundled access lines (’000)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>--</td>
<td>0</td>
<td>0</td>
<td>--</td>
</tr>
<tr>
<td>Mobile communications (end of period)</td>
<td>2</td>
<td>370</td>
<td>367</td>
<td>383</td>
<td>371</td>
<td>360</td>
<td>(2,7)</td>
<td>1,458</td>
<td>1.481</td>
</tr>
<tr>
<td>Service revenue (€ million)</td>
<td>Adj. EBITDA Margin (Service Rev.) (%)</td>
<td>36,5</td>
<td>27,8</td>
<td>36,3</td>
<td>26,4</td>
<td>33,9</td>
<td>(2,6p)</td>
<td>29,5</td>
<td>31,1</td>
</tr>
<tr>
<td>Customers (’000)</td>
<td>4,592</td>
<td>4,392</td>
<td>4,382</td>
<td>4,461</td>
<td>4,526</td>
<td>(1,4)</td>
<td>4,592</td>
<td>4,526</td>
<td>(1,4)</td>
</tr>
<tr>
<td>- contract (’000)</td>
<td>2,406</td>
<td>2,460</td>
<td>2,536</td>
<td>2,607</td>
<td>2,650</td>
<td>10,1</td>
<td>2,406</td>
<td>2,650</td>
<td>10,1</td>
</tr>
<tr>
<td>- prepaid (’000)</td>
<td>2,186</td>
<td>1,932</td>
<td>1,846</td>
<td>1,854</td>
<td>1,876</td>
<td>(14,2)</td>
<td>2,186</td>
<td>1,876</td>
<td>(14,2)</td>
</tr>
<tr>
<td>Net Adds (’000)</td>
<td>(883)</td>
<td>(200)</td>
<td>(9)</td>
<td>78</td>
<td>66</td>
<td>n.a.</td>
<td>(717)</td>
<td>(65)</td>
<td>90,9</td>
</tr>
<tr>
<td>- contract (’000)</td>
<td>21</td>
<td>54</td>
<td>76</td>
<td>70</td>
<td>43</td>
<td>n.a.</td>
<td>146</td>
<td>244</td>
<td>67,1</td>
</tr>
<tr>
<td>- prepaid (’000)</td>
<td>(904)</td>
<td>(254)</td>
<td>(86)</td>
<td>8</td>
<td>22</td>
<td>n.a.</td>
<td>(864)</td>
<td>(310)</td>
<td>64,1</td>
</tr>
<tr>
<td>Average monthly churn (%)</td>
<td>7,9</td>
<td>3,9</td>
<td>2,7</td>
<td>2,5</td>
<td>2,5</td>
<td>(5,4p)</td>
<td>3,8</td>
<td>2,9</td>
<td>(0,9p)</td>
</tr>
<tr>
<td>- contract (%)</td>
<td>1,5</td>
<td>1,3</td>
<td>1,0</td>
<td>1,1</td>
<td>1,2</td>
<td>(0,3p)</td>
<td>1,5</td>
<td>1,2</td>
<td>(0,3p)</td>
</tr>
<tr>
<td>SAC per gross add (€)</td>
<td>125</td>
<td>137</td>
<td>117</td>
<td>130</td>
<td>97</td>
<td>(22,4)</td>
<td>120</td>
<td>120</td>
<td>0,0</td>
</tr>
<tr>
<td>- contract (€)</td>
<td>257</td>
<td>263</td>
<td>231</td>
<td>297</td>
<td>250</td>
<td>(2,7)</td>
<td>281</td>
<td>261</td>
<td>(7,1)</td>
</tr>
<tr>
<td>- prepaid (€)</td>
<td>23</td>
<td>22</td>
<td>22</td>
<td>19</td>
<td>8</td>
<td>(55,2)</td>
<td>29</td>
<td>17</td>
<td>(41,4)</td>
</tr>
<tr>
<td>SRC per retained customer (€)</td>
<td>138</td>
<td>168</td>
<td>176</td>
<td>202</td>
<td>154</td>
<td>11,6</td>
<td>163</td>
<td>176</td>
<td>8,0</td>
</tr>
<tr>
<td>ARPU (€)</td>
<td>234</td>
<td>239</td>
<td>240</td>
<td>226</td>
<td>237</td>
<td>1,3</td>
<td>224</td>
<td>235</td>
<td>4,9</td>
</tr>
</tbody>
</table>

2 Definition of Service Revenues changed as of January 1st, 2010. Q1-Q4/09 Service Revenue and ARPU are adjusted retroactively.
3 Lower prepaid subscriber base due to controlled deregistration of inactive prepaid SIM cards in Q4/09 subsequent to Orange subscriber migration.
Croatia.
Financials (adjusted for special factors).

<table>
<thead>
<tr>
<th>millions of €</th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td></td>
<td>276</td>
<td>267</td>
<td>289</td>
<td>314</td>
<td>278</td>
<td>0,7</td>
<td>1.161</td>
<td>1.148</td>
<td>(1,1)</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td></td>
<td>170</td>
<td>162</td>
<td>170</td>
<td>177</td>
<td>174</td>
<td>2,4</td>
<td>687</td>
<td>683</td>
<td>(0,6)</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td></td>
<td>132</td>
<td>118</td>
<td>132</td>
<td>155</td>
<td>118</td>
<td>(10,6)</td>
<td>571</td>
<td>523</td>
<td>(8,4)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1</td>
<td>111</td>
<td>113</td>
<td>124</td>
<td>157</td>
<td>113</td>
<td>1,8</td>
<td>525</td>
<td>507</td>
<td>(3,4)</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td></td>
<td>68</td>
<td>66</td>
<td>66</td>
<td>78</td>
<td>76</td>
<td>11,8</td>
<td>275</td>
<td>286</td>
<td>4,0</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td></td>
<td>43</td>
<td>47</td>
<td>58</td>
<td>78</td>
<td>38</td>
<td>(11,6)</td>
<td>251</td>
<td>221</td>
<td>(12,0)</td>
</tr>
<tr>
<td>EBITDA margin (EBITDA / total revenue)</td>
<td>%</td>
<td>40,2</td>
<td>42,3</td>
<td>42,9</td>
<td>50,0</td>
<td>40,6</td>
<td>0,4p</td>
<td>45,2</td>
<td>44,2</td>
<td>(1,0p)</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td>%</td>
<td>40,0</td>
<td>40,7</td>
<td>38,8</td>
<td>44,1</td>
<td>43,7</td>
<td>3,7p</td>
<td>40,0</td>
<td>41,9</td>
<td>1,9p</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td>%</td>
<td>32,6</td>
<td>39,8</td>
<td>43,9</td>
<td>50,3</td>
<td>32,2</td>
<td>(0,4p)</td>
<td>44,0</td>
<td>42,3</td>
<td>(1,7p)</td>
</tr>
<tr>
<td>Cash capex (as reported)</td>
<td></td>
<td>53</td>
<td>40</td>
<td>30</td>
<td>33</td>
<td>64</td>
<td>20,8</td>
<td>218</td>
<td>167</td>
<td>(23,4)</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td></td>
<td>42</td>
<td>29</td>
<td>19</td>
<td>27</td>
<td>41</td>
<td>(2,4)</td>
<td>162</td>
<td>116</td>
<td>(28,4)</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td></td>
<td>11</td>
<td>11</td>
<td>11</td>
<td>6</td>
<td>23</td>
<td>n.a.</td>
<td>56</td>
<td>51</td>
<td>(8,9)</td>
</tr>
<tr>
<td>Cash contribution</td>
<td></td>
<td>58</td>
<td>73</td>
<td>94</td>
<td>124</td>
<td>49</td>
<td>(15,5)</td>
<td>307</td>
<td>340</td>
<td>10,7</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td></td>
<td>26</td>
<td>37</td>
<td>47</td>
<td>51</td>
<td>35</td>
<td>34,6</td>
<td>113</td>
<td>170</td>
<td>50,4</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td></td>
<td>32</td>
<td>36</td>
<td>47</td>
<td>72</td>
<td>15</td>
<td>(53,1)</td>
<td>195</td>
<td>170</td>
<td>(12,8)</td>
</tr>
</tbody>
</table>

1 Special factors affecting EBITDA: EUR 4mn in Q4/10.
<table>
<thead>
<tr>
<th></th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fixed network (end of period)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fixed network access lines (’000)</td>
<td></td>
<td>1,484</td>
<td>1,462</td>
<td>1,446</td>
<td>1,437</td>
<td>1,431</td>
<td>(3,6)</td>
<td>1,484</td>
<td>1,431</td>
<td>(3,6)</td>
</tr>
<tr>
<td>Broadband retail access lines (’000)</td>
<td></td>
<td>555</td>
<td>573</td>
<td>584</td>
<td>600</td>
<td>629</td>
<td>13,3</td>
<td>555</td>
<td>629</td>
<td>13,3</td>
</tr>
<tr>
<td>IPTV (’000)</td>
<td></td>
<td>236</td>
<td>251</td>
<td>257</td>
<td>271</td>
<td>297</td>
<td>25,8</td>
<td>236</td>
<td>297</td>
<td>25,8</td>
</tr>
<tr>
<td>Wholesale bundled access lines (’000)</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>--</td>
<td>0</td>
<td>0</td>
<td>--</td>
</tr>
<tr>
<td>ULLs (’000)</td>
<td></td>
<td>123</td>
<td>131</td>
<td>126</td>
<td>130</td>
<td>133</td>
<td>8,1</td>
<td>123</td>
<td>133</td>
<td>8,1</td>
</tr>
<tr>
<td>Wholesale unbundled access lines (’000)</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>--</td>
<td>0</td>
<td>0</td>
<td>--</td>
</tr>
<tr>
<td><strong>Mobile communications (end of period)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Service revenue (€ million)</td>
<td>(’000)</td>
<td>107</td>
<td>105</td>
<td>119</td>
<td>141</td>
<td>101</td>
<td>(5,6)</td>
<td>504</td>
<td>466</td>
<td>(7,5)</td>
</tr>
<tr>
<td>Adjusted EBITDA Margin (Service Rev.) (%)</td>
<td></td>
<td>40,2</td>
<td>44,8</td>
<td>48,7</td>
<td>55,3</td>
<td>37,6</td>
<td>(2,6p)</td>
<td>49,8</td>
<td>47,4</td>
<td>(2,4p)</td>
</tr>
<tr>
<td>Customers (’000)</td>
<td></td>
<td>2,859</td>
<td>2,798</td>
<td>2,779</td>
<td>2,774</td>
<td>2,901</td>
<td>1,5</td>
<td>2,859</td>
<td>2,901</td>
<td>1,5</td>
</tr>
<tr>
<td>- contract (’000)</td>
<td></td>
<td>920</td>
<td>944</td>
<td>966</td>
<td>984</td>
<td>1,003</td>
<td>9,0</td>
<td>920</td>
<td>1,003</td>
<td>9,0</td>
</tr>
<tr>
<td>- prepaid (’000)</td>
<td></td>
<td>1,939</td>
<td>1,854</td>
<td>1,813</td>
<td>1,790</td>
<td>1,898</td>
<td>(2,1)</td>
<td>1,939</td>
<td>1,898</td>
<td>(2,1)</td>
</tr>
<tr>
<td>Net add (’000)</td>
<td></td>
<td>26</td>
<td>61</td>
<td>19</td>
<td>(5)</td>
<td>127</td>
<td>n.a.</td>
<td>169</td>
<td>42</td>
<td>(75,1)</td>
</tr>
<tr>
<td>- contract (’000)</td>
<td></td>
<td>23</td>
<td>24</td>
<td>22</td>
<td>18</td>
<td>19</td>
<td>(17,4)</td>
<td>109</td>
<td>83</td>
<td>(23,9)</td>
</tr>
<tr>
<td>- prepaid (’000)</td>
<td></td>
<td>48</td>
<td>85</td>
<td>41</td>
<td>(23)</td>
<td>108</td>
<td>n.a.</td>
<td>59</td>
<td>(41)</td>
<td>n.a.</td>
</tr>
<tr>
<td>Average monthly churn (%)</td>
<td></td>
<td>2,3</td>
<td>2,4</td>
<td>2,6</td>
<td>2,4</td>
<td>1,7</td>
<td>(0,6p)</td>
<td>1,9</td>
<td>2,3</td>
<td>0,4p</td>
</tr>
<tr>
<td>- contract (%)</td>
<td></td>
<td>1,0</td>
<td>1,0</td>
<td>1,0</td>
<td>1,1</td>
<td>1,0</td>
<td>0,0p</td>
<td>0,8</td>
<td>1,0</td>
<td>0,2p</td>
</tr>
<tr>
<td>SAC per gross add (€)</td>
<td></td>
<td>30</td>
<td>28</td>
<td>30</td>
<td>20</td>
<td>14</td>
<td>(53,3)</td>
<td>27</td>
<td>22</td>
<td>(18,5)</td>
</tr>
<tr>
<td>- contract (€)</td>
<td></td>
<td>90</td>
<td>78</td>
<td>73</td>
<td>57</td>
<td>52</td>
<td>(42,2)</td>
<td>91</td>
<td>65</td>
<td>(28,6)</td>
</tr>
<tr>
<td>- prepaid (€)</td>
<td></td>
<td>15</td>
<td>12</td>
<td>21</td>
<td>12</td>
<td>8</td>
<td>(46,7)</td>
<td>13</td>
<td>13</td>
<td>0,0</td>
</tr>
<tr>
<td>SRC per retained customer (€)</td>
<td></td>
<td>105</td>
<td>82</td>
<td>84</td>
<td>67</td>
<td>81</td>
<td>(22,9)</td>
<td>99</td>
<td>79</td>
<td>(20,2)</td>
</tr>
<tr>
<td>ARPU (€)</td>
<td></td>
<td>12</td>
<td>12</td>
<td>14</td>
<td>17</td>
<td>12</td>
<td>0,0</td>
<td>15</td>
<td>14</td>
<td>(6,7)</td>
</tr>
<tr>
<td>- contract (€)</td>
<td></td>
<td>26</td>
<td>25</td>
<td>28</td>
<td>34</td>
<td>22</td>
<td>(15,4)</td>
<td>32</td>
<td>27</td>
<td>(15,6)</td>
</tr>
<tr>
<td>- prepaid (€)</td>
<td></td>
<td>6</td>
<td>6</td>
<td>7</td>
<td>6</td>
<td>0,0</td>
<td>7</td>
<td>7</td>
<td>0,0</td>
<td></td>
</tr>
<tr>
<td>non-voice % of ARPU (%)</td>
<td></td>
<td>22</td>
<td>24</td>
<td>23</td>
<td>25</td>
<td>24</td>
<td>2,0p</td>
<td>24</td>
<td>24</td>
<td>0,0p</td>
</tr>
<tr>
<td>MOU per customer (min)</td>
<td></td>
<td>114</td>
<td>104</td>
<td>115</td>
<td>118</td>
<td>122</td>
<td>7,0</td>
<td>112</td>
<td>115</td>
<td>2,7</td>
</tr>
<tr>
<td>- contract (min)</td>
<td></td>
<td>235</td>
<td>216</td>
<td>228</td>
<td>224</td>
<td>218</td>
<td>(7,2)</td>
<td>243</td>
<td>222</td>
<td>(8,6)</td>
</tr>
</tbody>
</table>
Slovakia.
Financials (adjusted for special factors).

<table>
<thead>
<tr>
<th></th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td></td>
<td>240</td>
<td>230</td>
<td>233</td>
<td>239</td>
<td>232</td>
<td>(3,3)</td>
<td>974</td>
<td>934</td>
<td>(4,1)</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td></td>
<td>113</td>
<td>113</td>
<td>116</td>
<td>119</td>
<td>116</td>
<td>2,7</td>
<td>449</td>
<td>464</td>
<td>3,3</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td></td>
<td>135</td>
<td>124</td>
<td>125</td>
<td>126</td>
<td>124</td>
<td>(8,1)</td>
<td>556</td>
<td>499</td>
<td>(10,3)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1</td>
<td>89</td>
<td>107</td>
<td>105</td>
<td>109</td>
<td>82</td>
<td>(7,9)</td>
<td>439</td>
<td>403</td>
<td>(8,2)</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td></td>
<td>40</td>
<td>48</td>
<td>45</td>
<td>44</td>
<td>36</td>
<td>(10,0)</td>
<td>182</td>
<td>173</td>
<td>(4,9)</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td></td>
<td>49</td>
<td>59</td>
<td>61</td>
<td>63</td>
<td>46</td>
<td>(6,1)</td>
<td>257</td>
<td>229</td>
<td>(10,9)</td>
</tr>
<tr>
<td>EBITDA margin (EBITDA / total revenue)</td>
<td>%</td>
<td>37,1</td>
<td>46,5</td>
<td>45,1</td>
<td>45,6</td>
<td>35,3</td>
<td>(1,8p)</td>
<td>45,1</td>
<td>43,1</td>
<td>(2,0p)</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td></td>
<td>35,4</td>
<td>42,5</td>
<td>38,8</td>
<td>37,0</td>
<td>31,0</td>
<td>(4,4p)</td>
<td>40,5</td>
<td>37,3</td>
<td>(3,2p)</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td>%</td>
<td>36,3</td>
<td>47,6</td>
<td>48,8</td>
<td>50,0</td>
<td>37,1</td>
<td>0,8p</td>
<td>46,2</td>
<td>45,9</td>
<td>(0,3p)</td>
</tr>
<tr>
<td>Cash capex (as reported)</td>
<td></td>
<td>37</td>
<td>54</td>
<td>26</td>
<td>15</td>
<td>49</td>
<td>32,4</td>
<td>170</td>
<td>144</td>
<td>(15,3)</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td></td>
<td>21</td>
<td>26</td>
<td>16</td>
<td>11</td>
<td>29</td>
<td>38,1</td>
<td>95</td>
<td>82</td>
<td>(13,7)</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td></td>
<td>16</td>
<td>28</td>
<td>10</td>
<td>4</td>
<td>20</td>
<td>25,0</td>
<td>75</td>
<td>62</td>
<td>(17,3)</td>
</tr>
<tr>
<td>Cash contribution</td>
<td></td>
<td>52</td>
<td>53</td>
<td>79</td>
<td>94</td>
<td>33</td>
<td>(36,5)</td>
<td>269</td>
<td>259</td>
<td>(3,7)</td>
</tr>
<tr>
<td>-of which Fixed network</td>
<td></td>
<td>19</td>
<td>22</td>
<td>29</td>
<td>33</td>
<td>7</td>
<td>(63,2)</td>
<td>87</td>
<td>91</td>
<td>4,6</td>
</tr>
<tr>
<td>-of which Mobile communications</td>
<td></td>
<td>33</td>
<td>31</td>
<td>51</td>
<td>59</td>
<td>26</td>
<td>(21,2)</td>
<td>182</td>
<td>167</td>
<td>(8,2)</td>
</tr>
</tbody>
</table>

### Fixed network (end of period)

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed network access lines</td>
<td>('000)</td>
<td>1.101</td>
<td>1.093</td>
<td>1.084</td>
<td>1.072</td>
<td>1.061</td>
<td>(3.6)</td>
<td>1.010</td>
<td>1.061</td>
</tr>
<tr>
<td>Broadband retail access lines</td>
<td>('000)</td>
<td>362</td>
<td>378</td>
<td>387</td>
<td>392</td>
<td>402</td>
<td>11.0</td>
<td>362</td>
<td>402</td>
</tr>
<tr>
<td>IPTV</td>
<td>('000)</td>
<td>62</td>
<td>68</td>
<td>73</td>
<td>77</td>
<td>82</td>
<td>32.3</td>
<td>62</td>
<td>82</td>
</tr>
<tr>
<td>Wholesale bundled access lines</td>
<td>('000)</td>
<td>15</td>
<td>15</td>
<td>15</td>
<td>15</td>
<td>0</td>
<td>0</td>
<td>15</td>
<td>0</td>
</tr>
<tr>
<td>ULLs</td>
<td>('000)</td>
<td>14</td>
<td>15</td>
<td>15</td>
<td>15</td>
<td>0</td>
<td>0</td>
<td>15</td>
<td>0</td>
</tr>
<tr>
<td>Wholesale unbundled access lines</td>
<td>('000)</td>
<td>14</td>
<td>15</td>
<td>15</td>
<td>15</td>
<td>0</td>
<td>0</td>
<td>15</td>
<td>0</td>
</tr>
</tbody>
</table>

### Mobile communications (end of period)

<table>
<thead>
<tr>
<th>Service revenue (€ million)</th>
<th>124</th>
<th>113</th>
<th>117</th>
<th>117</th>
<th>113</th>
<th>(8.9)</th>
<th>517</th>
<th>460</th>
<th>(11.0)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adj. EBITDA Margin (Service Rev.) (%)</td>
<td>39.5</td>
<td>52.2</td>
<td>52.1</td>
<td>53.8</td>
<td>40.7</td>
<td>1.2p</td>
<td>49.7</td>
<td>49.8</td>
<td>0.1p</td>
</tr>
<tr>
<td>Customers ('000)</td>
<td>2.376</td>
<td>2.399</td>
<td>2.412</td>
<td>2.407</td>
<td>2.411</td>
<td>1.5</td>
<td>2.376</td>
<td>2.411</td>
<td>1.5</td>
</tr>
<tr>
<td>- contract ('000)</td>
<td>1.394</td>
<td>1.390</td>
<td>1.405</td>
<td>1.424</td>
<td>1.443</td>
<td>3.5</td>
<td>1.394</td>
<td>1.443</td>
<td>3.5</td>
</tr>
<tr>
<td>- prepaid ('000)</td>
<td>982</td>
<td>1.009</td>
<td>1.007</td>
<td>983</td>
<td>967</td>
<td>(1.5)</td>
<td>982</td>
<td>967</td>
<td>(1.5)</td>
</tr>
<tr>
<td>Net Adds ('000)</td>
<td>75</td>
<td>23</td>
<td>13</td>
<td>(6)</td>
<td>4</td>
<td>(94.7)</td>
<td>29</td>
<td>35</td>
<td>20.7</td>
</tr>
<tr>
<td>- contract ('000)</td>
<td>13</td>
<td>(4)</td>
<td>16</td>
<td>18</td>
<td>20</td>
<td>53.8</td>
<td>35</td>
<td>50</td>
<td>42.9</td>
</tr>
<tr>
<td>- prepaid ('000)</td>
<td>61</td>
<td>27</td>
<td>(3)</td>
<td>(24)</td>
<td>(15)</td>
<td>n.a.</td>
<td>(6)</td>
<td>(15)</td>
<td>n.a.</td>
</tr>
<tr>
<td>Average monthly churn (%)</td>
<td>1.5</td>
<td>1.8</td>
<td>1.1</td>
<td>1.2</td>
<td>1.3</td>
<td>(0.2p)</td>
<td>1.4</td>
<td>1.3</td>
<td>(0.1p)</td>
</tr>
<tr>
<td>- contract (%)</td>
<td>1.2</td>
<td>1.1</td>
<td>0.7</td>
<td>0.8</td>
<td>0.9</td>
<td>(0.3p)</td>
<td>1.0</td>
<td>0.9</td>
<td>(0.1p)</td>
</tr>
<tr>
<td>SAC per gross add (€)</td>
<td>25</td>
<td>22</td>
<td>35</td>
<td>41</td>
<td>50</td>
<td>100.0</td>
<td>37</td>
<td>35</td>
<td>5(4)</td>
</tr>
<tr>
<td>- contract (€)</td>
<td>100</td>
<td>97</td>
<td>104</td>
<td>89</td>
<td>107</td>
<td>7.0</td>
<td>102</td>
<td>100</td>
<td>(2.0)</td>
</tr>
<tr>
<td>- prepaid (€)</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td>100.0</td>
<td>1</td>
<td>1</td>
<td>0.0</td>
</tr>
<tr>
<td>SRC per retained customer (€)</td>
<td>89</td>
<td>89</td>
<td>82</td>
<td>81</td>
<td>80</td>
<td>(10.1)</td>
<td>86</td>
<td>83</td>
<td>(3.5)</td>
</tr>
<tr>
<td>ARPU (€)</td>
<td>18</td>
<td>16</td>
<td>16</td>
<td>16</td>
<td>16</td>
<td>(11.1)</td>
<td>19</td>
<td>16</td>
<td>(15.8)</td>
</tr>
<tr>
<td>- contract (€)</td>
<td>26</td>
<td>24</td>
<td>24</td>
<td>24</td>
<td>23</td>
<td>(11.5)</td>
<td>27</td>
<td>24</td>
<td>(11.1)</td>
</tr>
<tr>
<td>- prepaid (€)</td>
<td>6</td>
<td>5</td>
<td>5</td>
<td>5</td>
<td>5</td>
<td>(16.7)</td>
<td>6</td>
<td>5</td>
<td>(16.7)</td>
</tr>
<tr>
<td>non-voice % of ARPU (%)</td>
<td>20</td>
<td>20</td>
<td>20</td>
<td>21</td>
<td>21</td>
<td>1.0p</td>
<td>20</td>
<td>21</td>
<td>1.0p</td>
</tr>
<tr>
<td>MOU per customer (min)</td>
<td>130</td>
<td>123</td>
<td>127</td>
<td>123</td>
<td>127</td>
<td>(2.3)</td>
<td>124</td>
<td>125</td>
<td>0.8</td>
</tr>
<tr>
<td>- contract (min)</td>
<td>191</td>
<td>167</td>
<td>196</td>
<td>189</td>
<td>193</td>
<td>1.0</td>
<td>184</td>
<td>191</td>
<td>3.8</td>
</tr>
</tbody>
</table>
Austria.
Financials (adjusted for special factors).

<table>
<thead>
<tr>
<th></th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total revenue</strong></td>
<td></td>
<td>256</td>
<td>248</td>
<td>243</td>
<td>254</td>
<td>238</td>
<td>(7,0)</td>
<td>1.038</td>
<td>983</td>
<td>(5,3)</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td></td>
<td>78</td>
<td>83</td>
<td>51</td>
<td>69</td>
<td>70</td>
<td>(10,3)</td>
<td>283</td>
<td>283</td>
<td>0,0</td>
</tr>
<tr>
<td><strong>EBITDA margin</strong></td>
<td>%</td>
<td>30,5</td>
<td>33,5</td>
<td>25,1</td>
<td>27,2</td>
<td>29,4</td>
<td>(1,1p)</td>
<td>27,3</td>
<td>28,8</td>
<td>1,5p</td>
</tr>
<tr>
<td><strong>Cash capex (as reported)</strong></td>
<td></td>
<td>8</td>
<td>27</td>
<td>13</td>
<td>14</td>
<td>62</td>
<td>n.a.</td>
<td>95</td>
<td>116</td>
<td>22,1</td>
</tr>
<tr>
<td><strong>Cash contribution</strong></td>
<td></td>
<td>70</td>
<td>56</td>
<td>48</td>
<td>55</td>
<td>8</td>
<td>(88,6)</td>
<td>188</td>
<td>167</td>
<td>(11,2)</td>
</tr>
</tbody>
</table>

**Operational.**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Service revenue</strong></td>
<td>(€ million)</td>
<td>241</td>
<td>235</td>
<td>232</td>
<td>236</td>
<td>223</td>
<td>(7,5)</td>
<td>989</td>
<td>926</td>
<td>(6,4)</td>
</tr>
<tr>
<td><strong>Adj. EBITDA Margin (Service Rev.)</strong></td>
<td>(%)</td>
<td>32,4</td>
<td>35,3</td>
<td>26,3</td>
<td>29,2</td>
<td>31,4</td>
<td>(1,0p)</td>
<td>28,6</td>
<td>30,6</td>
<td>2,0p</td>
</tr>
<tr>
<td><strong>Customers</strong></td>
<td>(‘000)</td>
<td>3.446</td>
<td>3.626</td>
<td>3.653</td>
<td>3.683</td>
<td>3.778</td>
<td>9,6</td>
<td>3.446</td>
<td>3.778</td>
<td>9,6</td>
</tr>
<tr>
<td></td>
<td>(‘000)</td>
<td>2.326</td>
<td>2.328</td>
<td>2.340</td>
<td>2.334</td>
<td>2.382</td>
<td>2,4</td>
<td>2.326</td>
<td>2.382</td>
<td>2,4</td>
</tr>
<tr>
<td></td>
<td>(‘000)</td>
<td>1</td>
<td>1,199</td>
<td>1,298</td>
<td>1,313</td>
<td>1,349</td>
<td>24,8</td>
<td>1,199</td>
<td>1,396</td>
<td>24,8</td>
</tr>
<tr>
<td><strong>Net Adds</strong></td>
<td>(‘000)</td>
<td>59</td>
<td>27</td>
<td>26</td>
<td>31</td>
<td>95</td>
<td>61,0</td>
<td>43</td>
<td>179</td>
<td>n.a.</td>
</tr>
<tr>
<td></td>
<td>(‘000)</td>
<td>53</td>
<td>1</td>
<td>12</td>
<td>(6)</td>
<td>48</td>
<td>(9,4)</td>
<td>56</td>
<td>56</td>
<td>0,0</td>
</tr>
<tr>
<td></td>
<td>(‘000)</td>
<td>6</td>
<td>26</td>
<td>15</td>
<td>36</td>
<td>47</td>
<td>n.a.</td>
<td>n.a.</td>
<td>124</td>
<td>n.a.</td>
</tr>
<tr>
<td><strong>Average monthly churn</strong></td>
<td>(%)</td>
<td>1,9</td>
<td>1,8</td>
<td>1,5</td>
<td>1,9</td>
<td>1,6</td>
<td>(0,3p)</td>
<td>1,8</td>
<td>1,7</td>
<td>(0,1p)</td>
</tr>
<tr>
<td></td>
<td>(%)</td>
<td>1,0</td>
<td>1,3</td>
<td>0,9</td>
<td>1,4</td>
<td>0,8</td>
<td>(0,2p)</td>
<td>1,1</td>
<td>1,1</td>
<td>0,0p</td>
</tr>
<tr>
<td><strong>SAC per gross add</strong></td>
<td>(€)</td>
<td>83</td>
<td>100</td>
<td>82</td>
<td>68</td>
<td>69</td>
<td>(16,9)</td>
<td>84</td>
<td>79</td>
<td>(6,0)</td>
</tr>
<tr>
<td></td>
<td>(€)</td>
<td>145</td>
<td>132</td>
<td>167</td>
<td>151</td>
<td>156</td>
<td>7,6</td>
<td>169</td>
<td>167</td>
<td>(1,2)</td>
</tr>
<tr>
<td></td>
<td>(€)</td>
<td>8</td>
<td>4</td>
<td>7</td>
<td>7</td>
<td>6</td>
<td>(25,0)</td>
<td>5</td>
<td>6</td>
<td>20,0</td>
</tr>
<tr>
<td><strong>SRC per retained customer</strong></td>
<td>(€)</td>
<td>65</td>
<td>81</td>
<td>89</td>
<td>108</td>
<td>102</td>
<td>56,9</td>
<td>87</td>
<td>95</td>
<td>9,2</td>
</tr>
<tr>
<td></td>
<td>(€)</td>
<td>24</td>
<td>22</td>
<td>21</td>
<td>22</td>
<td>20</td>
<td>(16,7)</td>
<td>24</td>
<td>21</td>
<td>(12,5)</td>
</tr>
<tr>
<td></td>
<td>(€)</td>
<td>31</td>
<td>30</td>
<td>30</td>
<td>31</td>
<td>28</td>
<td>(9,7)</td>
<td>32</td>
<td>30</td>
<td>(6,3)</td>
</tr>
<tr>
<td></td>
<td>(€)</td>
<td>7</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td>(14,3)</td>
<td>8</td>
<td>6</td>
<td>(25,0)</td>
</tr>
<tr>
<td><strong>non-voice % of ARPU</strong></td>
<td>(%)</td>
<td>29</td>
<td>31</td>
<td>28</td>
<td>31</td>
<td>31</td>
<td>2,0p</td>
<td>27</td>
<td>30</td>
<td>3,0p</td>
</tr>
<tr>
<td><strong>MOU per customer</strong></td>
<td>(min)</td>
<td>245</td>
<td>228</td>
<td>228</td>
<td>220</td>
<td>234</td>
<td>(4,5)</td>
<td>237</td>
<td>228</td>
<td>(3,8)</td>
</tr>
<tr>
<td></td>
<td>(min)</td>
<td>328</td>
<td>320</td>
<td>321</td>
<td>309</td>
<td>326</td>
<td>(0,6)</td>
<td>318</td>
<td>319</td>
<td>0,3</td>
</tr>
</tbody>
</table>

1 Effective from January 1, 2010 the tele.ring period of inactivity was extended from 90 days to 180 days, in line with the deregistration rule for prepay customers of the T-Mobile Austria brand.
**Bulgaria.**

Financials (adjusted for special factors).

<table>
<thead>
<tr>
<th></th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total revenue</strong></td>
<td>119</td>
<td>104</td>
<td>105</td>
<td>107</td>
<td>106</td>
<td>(10,9)</td>
<td>423</td>
<td>422</td>
<td>(0,2)</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>44</td>
<td>40</td>
<td>41</td>
<td>42</td>
<td>45</td>
<td>2,3</td>
<td>167</td>
<td>168</td>
<td>0,6</td>
</tr>
<tr>
<td>EBITDA margin (EBITDA / total revenue) %</td>
<td>37,0</td>
<td>38,5</td>
<td>39,0</td>
<td>39,3</td>
<td>42,5</td>
<td>5,5p</td>
<td>39,5</td>
<td>39,8</td>
<td>0,3p</td>
</tr>
<tr>
<td><strong>Cash capex (as reported)</strong></td>
<td>18</td>
<td>24</td>
<td>22</td>
<td>11</td>
<td>21</td>
<td>16,7</td>
<td>72</td>
<td>78</td>
<td>8,3</td>
</tr>
<tr>
<td><strong>Cash contribution</strong></td>
<td>26</td>
<td>16</td>
<td>19</td>
<td>31</td>
<td>24</td>
<td>(7,7)</td>
<td>95</td>
<td>90</td>
<td>(5,3)</td>
</tr>
</tbody>
</table>

**Operational.**

<table>
<thead>
<tr>
<th></th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Service revenue</strong> (€ million)</td>
<td>96</td>
<td>93</td>
<td>95</td>
<td>94</td>
<td>90</td>
<td>(6,3)</td>
<td>354</td>
<td>372</td>
<td>(5,1)</td>
</tr>
<tr>
<td>Adj. EBITDA Margin (Service Rev.) (%)</td>
<td>45,8</td>
<td>43,0</td>
<td>43,2</td>
<td>44,7</td>
<td>50,0</td>
<td>4,2p</td>
<td>47,2</td>
<td>45,2</td>
<td>(2,0p)</td>
</tr>
<tr>
<td><strong>Customers</strong> ('000)</td>
<td>3,902</td>
<td>3,845</td>
<td>3,954</td>
<td>3,886</td>
<td>3,920</td>
<td>0,5</td>
<td>3,902</td>
<td>3,920</td>
<td>0,5</td>
</tr>
<tr>
<td>- contract ('000)</td>
<td>2,133</td>
<td>2,139</td>
<td>2,183</td>
<td>2,222</td>
<td>2,287</td>
<td>7,2</td>
<td>2,133</td>
<td>2,287</td>
<td>7,2</td>
</tr>
<tr>
<td>- prepaid ('000)</td>
<td>1,769</td>
<td>1,706</td>
<td>1,771</td>
<td>1,664</td>
<td>1,633</td>
<td>(7,7)</td>
<td>1,769</td>
<td>1,633</td>
<td>(7,7)</td>
</tr>
<tr>
<td><strong>Net Adds</strong> ('000)</td>
<td>(64)</td>
<td>(57)</td>
<td>109</td>
<td>(68)</td>
<td>34</td>
<td>n.a.</td>
<td>(111)</td>
<td>17</td>
<td>n.a.</td>
</tr>
<tr>
<td>- contract ('000)</td>
<td>71</td>
<td>6</td>
<td>44</td>
<td>39</td>
<td>65</td>
<td>(8,5)</td>
<td>49</td>
<td>154</td>
<td>n.a.</td>
</tr>
<tr>
<td>- prepaid ('000)</td>
<td>(135)</td>
<td>(63)</td>
<td>65</td>
<td>(107)</td>
<td>(31)</td>
<td>77,0</td>
<td>(161)</td>
<td>(136)</td>
<td>15,5</td>
</tr>
<tr>
<td><strong>Average monthly churn (%)</strong></td>
<td>4,3</td>
<td>3,2</td>
<td>2,1</td>
<td>3,9</td>
<td>3,4</td>
<td>(0,9p)</td>
<td>3,8</td>
<td>3,2</td>
<td>(0,6p)</td>
</tr>
<tr>
<td>- contract (%)</td>
<td>2,5</td>
<td>2,5</td>
<td>2,0</td>
<td>2,0</td>
<td>2,2</td>
<td>(0,3p)</td>
<td>2,5</td>
<td>2,2</td>
<td>(0,3p)</td>
</tr>
<tr>
<td><strong>SAC per gross add</strong> (€)</td>
<td>4</td>
<td>8</td>
<td>6</td>
<td>4</td>
<td>2</td>
<td>(50,0)</td>
<td>3</td>
<td>5</td>
<td>66,7</td>
</tr>
<tr>
<td>- contract (€)</td>
<td>4</td>
<td>13</td>
<td>9</td>
<td>6</td>
<td>0</td>
<td>(100,0)</td>
<td>6</td>
<td>7</td>
<td>16,7</td>
</tr>
<tr>
<td>- prepaid (€)</td>
<td>3</td>
<td>3</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>33,3</td>
<td>1</td>
<td>3</td>
<td>n.a.</td>
</tr>
<tr>
<td><strong>SRC per retained customer</strong> (€)</td>
<td>13</td>
<td>16</td>
<td>19</td>
<td>22</td>
<td>9</td>
<td>(30,8)</td>
<td>18</td>
<td>16</td>
<td>(11,1)</td>
</tr>
<tr>
<td>ARPU (€)</td>
<td>8</td>
<td>8</td>
<td>8</td>
<td>8</td>
<td>8</td>
<td>0,0</td>
<td>8</td>
<td>8</td>
<td>0,0</td>
</tr>
<tr>
<td>- contract (€)</td>
<td>13</td>
<td>12</td>
<td>12</td>
<td>12</td>
<td>12</td>
<td>(7,7)</td>
<td>13</td>
<td>12</td>
<td>(7,7)</td>
</tr>
<tr>
<td>- prepaid (€)</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>2</td>
<td>(33,3)</td>
<td>3</td>
<td>3</td>
<td>0,0</td>
</tr>
<tr>
<td><strong>non-voice % of ARPU</strong> (%)</td>
<td>11</td>
<td>10</td>
<td>12</td>
<td>6</td>
<td>11</td>
<td>0,0p</td>
<td>8</td>
<td>10</td>
<td>2,0p</td>
</tr>
<tr>
<td>MOU per customer (min)</td>
<td>121</td>
<td>121</td>
<td>126</td>
<td>133</td>
<td>143</td>
<td>18,2</td>
<td>114</td>
<td>131</td>
<td>14,9</td>
</tr>
<tr>
<td>- contract (min)</td>
<td>192</td>
<td>187</td>
<td>196</td>
<td>203</td>
<td>214</td>
<td>11,5</td>
<td>186</td>
<td>200</td>
<td>7,5</td>
</tr>
</tbody>
</table>
### Financials (adjusted for special factors)

#### Total revenue

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>% y.o.y.</th>
<th>H2/09</th>
<th>H2/10</th>
<th>% y.o.y.</th>
<th>9M/09</th>
<th>9M/10</th>
<th>% y.o.y.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1.826</td>
<td>1.721</td>
<td>1.773</td>
<td>1.804</td>
<td>(1,2)</td>
<td>3.598</td>
<td>3.577</td>
<td>(0,6)</td>
<td>5.406</td>
<td>5.298</td>
<td>(2,0)</td>
</tr>
</tbody>
</table>

#### EBITDA (as reported)

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>% y.o.y.</th>
<th>H2/09</th>
<th>H2/10</th>
<th>% y.o.y.</th>
<th>9M/09</th>
<th>9M/10</th>
<th>% y.o.y.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>691</td>
<td>528</td>
<td>(23,6)</td>
<td>1.070</td>
<td>837</td>
<td>(21,8)</td>
</tr>
</tbody>
</table>

#### EBITDA margin

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>% y.o.y.</th>
<th>H2/09</th>
<th>H2/10</th>
<th>% y.o.y.</th>
<th>9M/09</th>
<th>9M/10</th>
<th>% y.o.y.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>6</td>
<td>57</td>
<td>n.a.</td>
<td>9</td>
<td>67</td>
<td>n.a.</td>
</tr>
</tbody>
</table>

#### Capex

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>% y.o.y.</th>
<th>H2/09</th>
<th>H2/10</th>
<th>% y.o.y.</th>
<th>9M/09</th>
<th>9M/10</th>
<th>% y.o.y.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>104</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>277</td>
<td>217</td>
<td>(21,7)</td>
</tr>
</tbody>
</table>

### Operational

#### Service revenue

<table>
<thead>
<tr>
<th>(GBP million)</th>
<th>Q4/09</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>% y.o.y.</th>
<th>H2/09</th>
<th>H2/10</th>
<th>% y.o.y.</th>
<th>9M/09</th>
<th>9M/10</th>
<th>% y.o.y.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.585</td>
<td>1.586</td>
<td>1.605</td>
<td>(1,3)</td>
<td>3.173</td>
<td>3.191</td>
<td>0,6</td>
<td>4.816</td>
<td>4.748</td>
<td>(1,4)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>28.175</td>
<td>27.931</td>
<td>27.896</td>
<td>27.984</td>
<td>(0,7)</td>
<td>28.175</td>
<td>27.984</td>
<td>(0,7)</td>
<td>28.175</td>
<td>27.984</td>
<td>(0,7)</td>
<td></td>
</tr>
</tbody>
</table>

#### Customers

<table>
<thead>
<tr>
<th>(000)</th>
<th>Q4/09</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>% y.o.y.</th>
<th>H2/09</th>
<th>H2/10</th>
<th>% y.o.y.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>10.974</td>
<td>11.463</td>
<td>11.648</td>
<td>11.948</td>
<td>8,9</td>
<td>10.974</td>
<td>11.948</td>
<td>8,9</td>
</tr>
<tr>
<td></td>
<td>16.305</td>
<td>15.630</td>
<td>15.453</td>
<td>15.266</td>
<td>(6,4)</td>
<td>16.305</td>
<td>15.266</td>
<td>(6,4)</td>
</tr>
<tr>
<td></td>
<td>896</td>
<td>838</td>
<td>795</td>
<td>770</td>
<td>(14,1)</td>
<td>896</td>
<td>770</td>
<td>(14,1)</td>
</tr>
</tbody>
</table>

#### Net Addis

<table>
<thead>
<tr>
<th>(000)</th>
<th>Q4/09</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>% y.o.y.</th>
<th>H2/09</th>
<th>H2/10</th>
<th>% y.o.y.</th>
<th>9M/09</th>
<th>9M/10</th>
<th>% y.o.y.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>739</td>
<td>72</td>
<td>8</td>
<td>88</td>
<td>(88,1)</td>
<td>1.301</td>
<td>96</td>
<td>(92,6)</td>
<td>1.299</td>
<td>168</td>
<td>(87,1)</td>
</tr>
<tr>
<td></td>
<td>267</td>
<td>267</td>
<td>185</td>
<td>300</td>
<td>12,4</td>
<td>422</td>
<td>485</td>
<td>14,9</td>
<td>567</td>
<td>752</td>
<td>32,6</td>
</tr>
<tr>
<td></td>
<td>471</td>
<td>(195)</td>
<td>(177)</td>
<td>(187)</td>
<td>n.a.</td>
<td>879</td>
<td>(364)</td>
<td>n.a.</td>
<td>732</td>
<td>(559)</td>
<td>n.a.</td>
</tr>
</tbody>
</table>

#### Average monthly churn (%)

<table>
<thead>
<tr>
<th>(%)</th>
<th>Q4/09</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>% y.o.y.</th>
<th>H2/09</th>
<th>H2/10</th>
<th>% y.o.y.</th>
</tr>
</thead>
<tbody>
<tr>
<td>2,9</td>
<td>2,5</td>
<td>2,9</td>
<td>3,2</td>
<td>0,3p</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1,7</td>
<td>1,4</td>
<td>1,4</td>
<td>1,3</td>
<td>(0,4p)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>49</td>
<td>55</td>
<td></td>
<td>51</td>
<td>4,1</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### SAC per gross add (GBP)

<table>
<thead>
<tr>
<th>(GBP)</th>
<th>Q4/09</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>% y.o.y.</th>
<th>H2/09</th>
<th>H2/10</th>
<th>% y.o.y.</th>
</tr>
</thead>
<tbody>
<tr>
<td>148</td>
<td>148</td>
<td>150</td>
<td>1,4</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>14</td>
<td>18</td>
<td>(10,0)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>149</td>
<td>155</td>
<td></td>
<td>148</td>
<td>(0,7)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### SRC per retained customer (GBP)

<table>
<thead>
<tr>
<th>(GBP)</th>
<th>Q4/09</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>% y.o.y.</th>
<th>H2/09</th>
<th>H2/10</th>
<th>% y.o.y.</th>
</tr>
</thead>
<tbody>
<tr>
<td>37</td>
<td>36</td>
<td>36</td>
<td>35</td>
<td>(3,6)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>14</td>
<td>14</td>
<td>14</td>
<td>0,7</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>27</td>
<td>26</td>
<td>26</td>
<td>26</td>
<td>0,0p</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>195</td>
<td>197</td>
<td>191</td>
<td>196</td>
<td>0,5</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

1. Adjusted EBITDA excluding restructuring costs, brand and management fees.
<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Content</td>
<td></td>
</tr>
<tr>
<td>At a glance</td>
<td>4</td>
</tr>
<tr>
<td>Excellent market position</td>
<td>7</td>
</tr>
</tbody>
</table>

**Group**

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adjusted for special factors</td>
<td>9</td>
</tr>
<tr>
<td>EBITDA reconciliation</td>
<td>10</td>
</tr>
<tr>
<td>As reported</td>
<td>11</td>
</tr>
<tr>
<td>Special factors in the consolidated income statement</td>
<td>12</td>
</tr>
<tr>
<td>Details on special factors</td>
<td>13</td>
</tr>
<tr>
<td>Change in the composition of the group</td>
<td>15</td>
</tr>
<tr>
<td>Consolidated statement of financial position</td>
<td>17</td>
</tr>
<tr>
<td>Maturity profile</td>
<td>19</td>
</tr>
<tr>
<td>Liquidity reserves</td>
<td>20</td>
</tr>
<tr>
<td>Net debt</td>
<td>21</td>
</tr>
<tr>
<td>Net debt development</td>
<td>22</td>
</tr>
<tr>
<td>Cash capex</td>
<td>23</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>24</td>
</tr>
<tr>
<td>Personnel</td>
<td>25</td>
</tr>
<tr>
<td>Exchange rates</td>
<td>26</td>
</tr>
<tr>
<td><strong>Germany</strong></td>
<td></td>
</tr>
<tr>
<td>Financials</td>
<td>29</td>
</tr>
<tr>
<td>EBITDA reconciliation</td>
<td>31</td>
</tr>
<tr>
<td>Operational</td>
<td>32</td>
</tr>
<tr>
<td>Additional information</td>
<td>33</td>
</tr>
<tr>
<td><strong>USA</strong></td>
<td></td>
</tr>
<tr>
<td>Financials</td>
<td>43</td>
</tr>
<tr>
<td>EBITDA reconciliation</td>
<td>44</td>
</tr>
<tr>
<td>Operational</td>
<td>45</td>
</tr>
<tr>
<td>Additional information</td>
<td>47</td>
</tr>
<tr>
<td><strong>Europe</strong></td>
<td></td>
</tr>
<tr>
<td>Financials</td>
<td>52</td>
</tr>
<tr>
<td>EBITDA reconciliation</td>
<td>53</td>
</tr>
<tr>
<td>Greece</td>
<td>55</td>
</tr>
<tr>
<td>Romania</td>
<td>57</td>
</tr>
<tr>
<td>Hungary</td>
<td>59</td>
</tr>
<tr>
<td>Poland</td>
<td>61</td>
</tr>
</tbody>
</table>

**Europe**

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Czech Republic</td>
<td>62</td>
</tr>
<tr>
<td>Netherlands</td>
<td>63</td>
</tr>
<tr>
<td>Croatia</td>
<td>64</td>
</tr>
<tr>
<td>Slovakia</td>
<td>66</td>
</tr>
<tr>
<td>Austria</td>
<td>68</td>
</tr>
<tr>
<td>Bulgaria</td>
<td>69</td>
</tr>
<tr>
<td>Everything Everywhere</td>
<td>70</td>
</tr>
</tbody>
</table>

**Systems Solutions**

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financials</td>
<td>73</td>
</tr>
<tr>
<td>EBITDA reconciliation</td>
<td>74</td>
</tr>
<tr>
<td>Additional information</td>
<td>75</td>
</tr>
</tbody>
</table>

**GHS**

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financials</td>
<td>79</td>
</tr>
<tr>
<td>EBITDA reconciliation</td>
<td>80</td>
</tr>
<tr>
<td>Vivento</td>
<td>81</td>
</tr>
</tbody>
</table>

**Glossary**

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>83</td>
</tr>
</tbody>
</table>
## Financials (adjusted for special factors).

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>2.388</td>
<td>2.131</td>
<td>2.242</td>
<td>2.205</td>
<td>2.479</td>
<td>3.8</td>
<td>8.798</td>
<td>9.057</td>
<td>2.9</td>
</tr>
<tr>
<td>of which international</td>
<td>712</td>
<td>670</td>
<td>707</td>
<td>715</td>
<td>776</td>
<td>9.0</td>
<td>2.645</td>
<td>2.868</td>
<td>8.4</td>
</tr>
<tr>
<td>Net revenue</td>
<td>1.618</td>
<td>1.532</td>
<td>1.610</td>
<td>1.555</td>
<td>1.714</td>
<td>5.9</td>
<td>6.083</td>
<td>6.411</td>
<td>5.4</td>
</tr>
<tr>
<td>EBITDA</td>
<td>250</td>
<td>196</td>
<td>231</td>
<td>222</td>
<td>299</td>
<td>19.6</td>
<td>923</td>
<td>948</td>
<td>2.7</td>
</tr>
<tr>
<td>EBITDA margin (EBITDA / total revenue) %</td>
<td>10.5</td>
<td>9.2</td>
<td>10.3</td>
<td>10.1</td>
<td>12.1</td>
<td>1.6p</td>
<td>10.5</td>
<td>10.5</td>
<td>0.0p</td>
</tr>
<tr>
<td>Depreciation, amortization and impairment losses</td>
<td>(177)</td>
<td>(149)</td>
<td>(155)</td>
<td>(149)</td>
<td>(162)</td>
<td>8.5</td>
<td>(694)</td>
<td>(615)</td>
<td>11.4</td>
</tr>
<tr>
<td>Profit (loss) from operations = EBIT</td>
<td>73</td>
<td>47</td>
<td>76</td>
<td>73</td>
<td>137</td>
<td>87.7</td>
<td>229</td>
<td>333</td>
<td>45.4</td>
</tr>
<tr>
<td>EBIT margin %</td>
<td>3.1</td>
<td>2.2</td>
<td>3.4</td>
<td>3.3</td>
<td>5.5</td>
<td>2.4p</td>
<td>2.6</td>
<td>3.7</td>
<td>1.1p</td>
</tr>
<tr>
<td>Cash capex (as reported)</td>
<td>205</td>
<td>148</td>
<td>220</td>
<td>207</td>
<td>150</td>
<td>(26.8)</td>
<td>681</td>
<td>725</td>
<td>6.5</td>
</tr>
<tr>
<td>Cash contribution</td>
<td>45</td>
<td>48</td>
<td>11</td>
<td>15</td>
<td>149</td>
<td>n.a.</td>
<td>242</td>
<td>223</td>
<td>(7.9)</td>
</tr>
<tr>
<td>Order entry</td>
<td>3.350</td>
<td>2.156</td>
<td>2.294</td>
<td>1.625</td>
<td>3.206</td>
<td>(4.3)</td>
<td>9.364</td>
<td>9.281</td>
<td>(0.9)</td>
</tr>
</tbody>
</table>

## Financials (as reported).

<table>
<thead>
<tr>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>2.388</td>
<td>2.131</td>
<td>2.242</td>
<td>2.205</td>
<td>2.479</td>
<td>3.8</td>
<td>8.798</td>
<td>9.057</td>
<td>2.9</td>
</tr>
<tr>
<td>Net revenue</td>
<td>1.618</td>
<td>1.532</td>
<td>1.610</td>
<td>1.555</td>
<td>1.714</td>
<td>5.9</td>
<td>6.083</td>
<td>6.411</td>
<td>5.4</td>
</tr>
<tr>
<td>EBITDA</td>
<td>139</td>
<td>168</td>
<td>211</td>
<td>126</td>
<td>162</td>
<td>16.5</td>
<td>710</td>
<td>667</td>
<td>(6.1)</td>
</tr>
<tr>
<td>EBITDA margin (EBITDA / total revenue) %</td>
<td>5.8</td>
<td>7.9</td>
<td>9.4</td>
<td>5.7</td>
<td>6.5</td>
<td>0.7p</td>
<td>8.1</td>
<td>7.4</td>
<td>(0.7p)</td>
</tr>
<tr>
<td>Depreciation, amortization and impairment losses</td>
<td>(204)</td>
<td>(150)</td>
<td>(155)</td>
<td>(151)</td>
<td>(167)</td>
<td>18.1</td>
<td>(721)</td>
<td>(623)</td>
<td>13.6</td>
</tr>
<tr>
<td>Profit (loss) from operations = EBIT</td>
<td>(65)</td>
<td>18</td>
<td>56</td>
<td>(25)</td>
<td>(5)</td>
<td>92.3</td>
<td>(11)</td>
<td>44</td>
<td>n.a.</td>
</tr>
<tr>
<td>Cash capex</td>
<td>205</td>
<td>148</td>
<td>220</td>
<td>207</td>
<td>150</td>
<td>(26.8)</td>
<td>681</td>
<td>725</td>
<td>6.5</td>
</tr>
<tr>
<td>Cash contribution</td>
<td>45</td>
<td>48</td>
<td>11</td>
<td>15</td>
<td>149</td>
<td>n.a.</td>
<td>242</td>
<td>223</td>
<td>(7.9)</td>
</tr>
</tbody>
</table>
Systems Solutions.

**EBITDA reconciliation.**

<table>
<thead>
<tr>
<th>millions of €</th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total revenue</strong></td>
<td></td>
<td>2.388</td>
<td>2.131</td>
<td>2.242</td>
<td>2.205</td>
<td>2.479</td>
<td>3.8</td>
<td>8.798</td>
<td>9.057</td>
<td>2.9</td>
</tr>
<tr>
<td>Profit (loss) from operations = EBIT</td>
<td>(65)</td>
<td>18</td>
<td>56</td>
<td>(25)</td>
<td>(5)</td>
<td>92</td>
<td>(11)</td>
<td>44</td>
<td>n.a.</td>
<td></td>
</tr>
<tr>
<td>- Depreciation, amortization and impairment losses</td>
<td>(204)</td>
<td>(150)</td>
<td>(155)</td>
<td>(151)</td>
<td>(167)</td>
<td>18.1</td>
<td>(721)</td>
<td>(623)</td>
<td>13.6</td>
<td></td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td></td>
<td>139</td>
<td>168</td>
<td>211</td>
<td>126</td>
<td>162</td>
<td>16.5</td>
<td>710</td>
<td>667</td>
<td>(6.1)</td>
</tr>
<tr>
<td>EBITDA margin %</td>
<td></td>
<td>5.8</td>
<td>7.9</td>
<td>9.4</td>
<td>5.7</td>
<td>6.5</td>
<td>(0.7p)</td>
<td>8.1</td>
<td>7.4</td>
<td>(0.7p)</td>
</tr>
<tr>
<td>- Special factors affecting EBITDA</td>
<td>(111)</td>
<td>(28)</td>
<td>(20)</td>
<td>(96)</td>
<td>(137)</td>
<td>(23.4)</td>
<td>(213)</td>
<td>(281)</td>
<td>(31.9%)</td>
<td></td>
</tr>
<tr>
<td><strong>EBITDA adjusted for special factors</strong></td>
<td></td>
<td>250</td>
<td>196</td>
<td>231</td>
<td>222</td>
<td>299</td>
<td>19.6</td>
<td>923</td>
<td>948</td>
<td>2.7</td>
</tr>
<tr>
<td>EBITDA margin (adjusted for special factors) %</td>
<td></td>
<td>10.5</td>
<td>9.2</td>
<td>10.3</td>
<td>10.1</td>
<td>12.1</td>
<td>(1.6p)</td>
<td>10.5</td>
<td>10.5</td>
<td>0.0p</td>
</tr>
</tbody>
</table>

**Special factors.**

<table>
<thead>
<tr>
<th>millions of €</th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>FY/09</th>
<th>FY/10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Effects on EBITDA</td>
<td></td>
<td>(111)</td>
<td>(28)</td>
<td>(20)</td>
<td>(96)</td>
<td>(137)</td>
<td>(213)</td>
<td>(281)</td>
</tr>
<tr>
<td>- of which personnel</td>
<td>(44)</td>
<td>(9)</td>
<td>19</td>
<td>(58)</td>
<td>(65)</td>
<td>(68)</td>
<td>(113)</td>
<td></td>
</tr>
<tr>
<td>- of which other</td>
<td>(67)</td>
<td>(19)</td>
<td>(39)</td>
<td>(38)</td>
<td>(72)</td>
<td>(145)</td>
<td>(168)</td>
<td></td>
</tr>
<tr>
<td>Effects on profit (loss) from operations = EBIT</td>
<td>(138)</td>
<td>(29)</td>
<td>(20)</td>
<td>(98)</td>
<td>(142)</td>
<td>(240)</td>
<td>(289)</td>
<td></td>
</tr>
<tr>
<td>- of which personnel</td>
<td>(44)</td>
<td>(9)</td>
<td>19</td>
<td>(58)</td>
<td>(65)</td>
<td>(68)</td>
<td>(113)</td>
<td></td>
</tr>
<tr>
<td>- of which other</td>
<td>(94)</td>
<td>(20)</td>
<td>(39)</td>
<td>(40)</td>
<td>(77)</td>
<td>(172)</td>
<td>(176)</td>
<td></td>
</tr>
</tbody>
</table>
### Systems Solutions.

#### Computing Services.

<table>
<thead>
<tr>
<th></th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td></td>
<td>807</td>
<td>750</td>
<td>777</td>
<td>766</td>
<td>835</td>
<td>3,5</td>
<td>2.925</td>
<td>3.128</td>
<td>6,9</td>
</tr>
<tr>
<td>EBIT (adjusted for special factors)</td>
<td></td>
<td>18</td>
<td>20</td>
<td>14</td>
<td>0</td>
<td>37</td>
<td>n.a.</td>
<td>67</td>
<td>71</td>
<td>6,9</td>
</tr>
<tr>
<td>EBIT margin (adjusted for special factors) %</td>
<td>2,2</td>
<td>2,6</td>
<td>1,8</td>
<td>0,1</td>
<td>4,4</td>
<td>2,2p</td>
<td>n.a.</td>
<td>2,3</td>
<td>2,3</td>
<td>0,0p</td>
</tr>
<tr>
<td>EBITDA (adjusted for special factors)</td>
<td></td>
<td>123</td>
<td>110</td>
<td>110</td>
<td>90</td>
<td>139</td>
<td>13,5</td>
<td>484</td>
<td>450</td>
<td>(7,0)</td>
</tr>
<tr>
<td>EBITDA margin (adjusted for special factors) %</td>
<td>15,2</td>
<td>14,7</td>
<td>14,2</td>
<td>11,8</td>
<td>16,7</td>
<td>1,5p</td>
<td>16,5</td>
<td>14,4</td>
<td>(2,2)</td>
<td></td>
</tr>
<tr>
<td>Capex</td>
<td></td>
<td>112</td>
<td>138</td>
<td>147</td>
<td>116</td>
<td>138</td>
<td>23,1</td>
<td>382</td>
<td>538</td>
<td>40,8</td>
</tr>
<tr>
<td>Cash contribution</td>
<td></td>
<td>10</td>
<td>(28)</td>
<td>(37)</td>
<td>(25)</td>
<td>1</td>
<td>(92,6)</td>
<td>102</td>
<td>(88)</td>
<td>n.a.</td>
</tr>
</tbody>
</table>

#### Value driver

| MIPS capacity (number) | 116,518 | 121,508 | 124,991 | 116,351 | 118,603 | 1,8 | 116,518 | 118,603 | 1,8% |

### Desktop Services.

<table>
<thead>
<tr>
<th></th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td></td>
<td>381</td>
<td>344</td>
<td>361</td>
<td>348</td>
<td>409</td>
<td>7,3</td>
<td>1.404</td>
<td>1.461</td>
<td>4,1</td>
</tr>
<tr>
<td>EBIT (adjusted for special factors)</td>
<td></td>
<td>21</td>
<td>8</td>
<td>8</td>
<td>10</td>
<td>15</td>
<td>(29,0)</td>
<td>44</td>
<td>40</td>
<td>(10,0)</td>
</tr>
<tr>
<td>EBIT margin (adjusted for special factors) %</td>
<td>5,6</td>
<td>2,2</td>
<td>2,1</td>
<td>2,7</td>
<td>3,7</td>
<td>(1,9p)</td>
<td>3,1</td>
<td>2,7</td>
<td>0,4p</td>
<td></td>
</tr>
<tr>
<td>EBITDA (adjusted for special factors)</td>
<td></td>
<td>52</td>
<td>31</td>
<td>29</td>
<td>34</td>
<td>39</td>
<td>(24,6)</td>
<td>145</td>
<td>133</td>
<td>(8,2)</td>
</tr>
<tr>
<td>EBITDA margin (adjusted for special factors) %</td>
<td>13,7</td>
<td>9,0</td>
<td>8,0</td>
<td>9,9</td>
<td>9,6</td>
<td>(4,1p)</td>
<td>10,4</td>
<td>9,1</td>
<td>1,2p</td>
<td></td>
</tr>
<tr>
<td>Capex</td>
<td></td>
<td>37</td>
<td>18</td>
<td>28</td>
<td>26</td>
<td>25</td>
<td>(31,5)</td>
<td>135</td>
<td>93</td>
<td>(31,1)</td>
</tr>
<tr>
<td>Cash contribution</td>
<td></td>
<td>15</td>
<td>13</td>
<td>1</td>
<td>9</td>
<td>14</td>
<td>(8,0)</td>
<td>10</td>
<td>40</td>
<td>n.a.</td>
</tr>
</tbody>
</table>

#### Value driver

| Desktop under service ('000) | 1.858 | 1.849 | 1.961 | 1.957 | 1.950 | 5,0 | 1.858 | 1.950 | 5,0 |

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

**Systems Integration.**

<table>
<thead>
<tr>
<th></th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>483</td>
<td>426</td>
<td>437</td>
<td>436</td>
<td>503</td>
<td>4,1</td>
<td>1.741</td>
<td>1.801</td>
<td>3,5</td>
</tr>
<tr>
<td>EBIT (adjusted for special factors)</td>
<td>12</td>
<td>11</td>
<td>29</td>
<td>30</td>
<td>35</td>
<td>n.a.</td>
<td>51</td>
<td>106</td>
<td>n.a.</td>
</tr>
<tr>
<td>EBIT margin (adjusted for special factors)</td>
<td>%</td>
<td>2,6</td>
<td>2,7</td>
<td>6,7</td>
<td>6,8</td>
<td>7,1</td>
<td>4,5p</td>
<td>2,9</td>
<td>5,9</td>
</tr>
<tr>
<td>EBITDA (adjusted for special factors)</td>
<td>20</td>
<td>21</td>
<td>39</td>
<td>38</td>
<td>54</td>
<td>n.a.</td>
<td>83</td>
<td>153</td>
<td>83,1</td>
</tr>
<tr>
<td>EBITDA margin (adjusted for special factors)</td>
<td>%</td>
<td>4,1</td>
<td>5,0</td>
<td>9,0</td>
<td>8,8</td>
<td>10,8</td>
<td>6,6p</td>
<td>4,8</td>
<td>8,5</td>
</tr>
<tr>
<td>Capex</td>
<td>5</td>
<td>7</td>
<td>3</td>
<td>3</td>
<td>4</td>
<td>(4,8)</td>
<td>20</td>
<td>17</td>
<td>(17,2)</td>
</tr>
<tr>
<td>Cash contribution</td>
<td>15</td>
<td>15</td>
<td>36</td>
<td>36</td>
<td>50</td>
<td>n.a.</td>
<td>63</td>
<td>136</td>
<td>n.a.</td>
</tr>
</tbody>
</table>

**Value driver**

<table>
<thead>
<tr>
<th></th>
<th>%</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Utilization rate</td>
<td>1</td>
<td>0,83</td>
<td>0,83</td>
<td>0,82</td>
<td>0,83</td>
<td>0,84</td>
<td>1,5p</td>
<td>0,81</td>
<td>0,84</td>
</tr>
</tbody>
</table>

### Telecommunications.

<table>
<thead>
<tr>
<th></th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>874</td>
<td>745</td>
<td>748</td>
<td>761</td>
<td>832</td>
<td>(4,8)</td>
<td>3.225</td>
<td>3.086</td>
<td>(4,3)</td>
</tr>
<tr>
<td>EBIT (adjusted for special factors)</td>
<td>12</td>
<td>10</td>
<td>1</td>
<td>7</td>
<td>6</td>
<td>(51,0)</td>
<td>42</td>
<td>24</td>
<td>(44,0)</td>
</tr>
<tr>
<td>EBIT margin (adjusted for special factors)</td>
<td>%</td>
<td>1,4</td>
<td>1,3</td>
<td>0,2</td>
<td>0,9</td>
<td>0,7</td>
<td>(0,7p)</td>
<td>1,3</td>
<td>0,8</td>
</tr>
<tr>
<td>EBITDA (adjusted for special factors)</td>
<td>41</td>
<td>31</td>
<td>24</td>
<td>28</td>
<td>19</td>
<td>(54,1)</td>
<td>166</td>
<td>102</td>
<td>(38,1)</td>
</tr>
<tr>
<td>EBITDA margin (adjusted for special factors)</td>
<td>%</td>
<td>4,7</td>
<td>4,2</td>
<td>3,2</td>
<td>3,7</td>
<td>2,3</td>
<td>(2,4p)</td>
<td>5,1</td>
<td>3,3</td>
</tr>
<tr>
<td>Capex</td>
<td>27</td>
<td>14</td>
<td>23</td>
<td>31</td>
<td>(6)</td>
<td>n.a.</td>
<td>91</td>
<td>63</td>
<td>(31,6)</td>
</tr>
<tr>
<td>Cash contribution</td>
<td>14</td>
<td>17</td>
<td>23</td>
<td>31</td>
<td>(3)</td>
<td>25</td>
<td>70,9</td>
<td>74</td>
<td>40</td>
</tr>
</tbody>
</table>

---

1 national without changes in the composition of the group.  
The total was calculated on the basis of precise figures. Percentages calculated on the basis of precise figures.
### Content

**At a glance** 4  
**Excellent market position** 7

**Group**  
Adjusted for special factors 9  
EBITDA reconciliation 10  
As reported 11  
Special factors in the consolidated income statement 12  
Details on special factors 13  
Change in the composition of the group 15  
Consolidated statement of financial position 17  
Maturity profile 19  
Liquidity reserves 20  
Net debt 21  
Net debt development 22  
Cash capex 23  
Free cash flow 24  
Personnel 25  
Exchange rates 26  

**Germany**  
Financials 29  
EBITDA reconciliation 31  
Operational 32  
Additional information 33  

**USA**  
Financials 43  
EBITDA reconciliation 44  
Operational 45  
Additional information 47  

**Europe**  
Financials 52  
EBITDA reconciliation 53  
Greece 55  
Romania 57  
Hungary 59  
Poland 61  

**Czech Republic** 62  
**Netherlands** 63  
**Croatia** 64  
**Slovakia** 66  
**Austria** 68  
**Bulgaria** 69  
**Everything Everywhere** 70  

**Systems Solutions**  
Financials 73  
EBITDA reconciliation 74  
Additional information 75  

**GHS**  
Financials 79  
EBITDA reconciliation 80  
Vivento 81  

**Glossary** 83
### Financials (adjusted for special factors)

<table>
<thead>
<tr>
<th></th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td></td>
<td>587</td>
<td>565</td>
<td>583</td>
<td>567</td>
<td>451</td>
<td>(23,2)</td>
<td>2.410</td>
<td>2.166</td>
<td>(10,1)</td>
</tr>
<tr>
<td>Net revenue</td>
<td></td>
<td>56</td>
<td>53</td>
<td>61</td>
<td>56</td>
<td>59</td>
<td>5,4</td>
<td>253</td>
<td>229</td>
<td>(9,5)</td>
</tr>
<tr>
<td>EBITDA</td>
<td></td>
<td>(11)</td>
<td>(172)</td>
<td>(182)</td>
<td>(192)</td>
<td>(324)</td>
<td>n.a.</td>
<td>(315)</td>
<td>(870)</td>
<td>n.a.</td>
</tr>
<tr>
<td>of which Vivento</td>
<td></td>
<td>(95)</td>
<td>(117)</td>
<td>(111)</td>
<td>(116)</td>
<td>(111)</td>
<td>(16,8)</td>
<td>(362)</td>
<td>(455)</td>
<td>(25,7)</td>
</tr>
<tr>
<td>EBITDA margin (EBITDA / total revenue)</td>
<td>%</td>
<td>(1,9)</td>
<td>(30,4)</td>
<td>(31,2)</td>
<td>(33,9)</td>
<td>(71,8)</td>
<td>(69,9p)</td>
<td>(13,1)</td>
<td>(40,2)</td>
<td>(27,1p)</td>
</tr>
<tr>
<td>Depreciation, amortization and impairment losses</td>
<td></td>
<td>(185)</td>
<td>(188)</td>
<td>(181)</td>
<td>(231)</td>
<td>(240)</td>
<td>(29,7)</td>
<td>(833)</td>
<td>(840)</td>
<td>(0,8)</td>
</tr>
<tr>
<td>Profit (loss) from operations = EBIT</td>
<td></td>
<td>(196)</td>
<td>(360)</td>
<td>(363)</td>
<td>(423)</td>
<td>(564)</td>
<td>n.a.</td>
<td>(1.148)</td>
<td>(1.710)</td>
<td>(49,0)</td>
</tr>
<tr>
<td>Cash capex (as reported)</td>
<td></td>
<td>120</td>
<td>109</td>
<td>70</td>
<td>99</td>
<td>128</td>
<td>6,7</td>
<td>449</td>
<td>406</td>
<td>(9,6)</td>
</tr>
<tr>
<td>Cash contribution</td>
<td></td>
<td>(131)</td>
<td>(281)</td>
<td>(252)</td>
<td>(291)</td>
<td>(452)</td>
<td>n.a.</td>
<td>(764)</td>
<td>(1.276)</td>
<td>(67,0)</td>
</tr>
</tbody>
</table>

### Financials (as reported)

<table>
<thead>
<tr>
<th></th>
<th>Note</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td></td>
<td>587</td>
<td>565</td>
<td>583</td>
<td>567</td>
<td>451</td>
<td>(23,2)</td>
<td>2.410</td>
<td>2.166</td>
<td>(10,1)</td>
</tr>
<tr>
<td>Net revenue</td>
<td></td>
<td>56</td>
<td>53</td>
<td>61</td>
<td>56</td>
<td>59</td>
<td>5,4</td>
<td>253</td>
<td>229</td>
<td>(9,5)</td>
</tr>
<tr>
<td>EBITDA</td>
<td></td>
<td>(100)</td>
<td>(177)</td>
<td>(245)</td>
<td>(231)</td>
<td>(866)</td>
<td>n.a.</td>
<td>(416)</td>
<td>(1.639)</td>
<td>n.a.</td>
</tr>
<tr>
<td>EBITDA margin (EBITDA / total revenues)</td>
<td>%</td>
<td>(17,0)</td>
<td>(31,3)</td>
<td>(42,0)</td>
<td>(40,7)</td>
<td>n.a.</td>
<td>n.a.</td>
<td>(17,3)</td>
<td>(75,7)</td>
<td>(58,4p)</td>
</tr>
<tr>
<td>Depreciation, amortization and impairment losses</td>
<td></td>
<td>(185)</td>
<td>(188)</td>
<td>(181)</td>
<td>(231)</td>
<td>(240)</td>
<td>(29,7)</td>
<td>(833)</td>
<td>(840)</td>
<td>(0,8)</td>
</tr>
<tr>
<td>Profit (loss) from operations = EBIT</td>
<td></td>
<td>(285)</td>
<td>(365)</td>
<td>(426)</td>
<td>(462)</td>
<td>(1.226)</td>
<td>n.a.</td>
<td>(1.249)</td>
<td>(2.479)</td>
<td>(98,5)</td>
</tr>
<tr>
<td>Cash capex</td>
<td></td>
<td>120</td>
<td>109</td>
<td>70</td>
<td>99</td>
<td>128</td>
<td>6,7</td>
<td>449</td>
<td>406</td>
<td>(9,6)</td>
</tr>
<tr>
<td>Cash contribution</td>
<td></td>
<td>(220)</td>
<td>(286)</td>
<td>(315)</td>
<td>(330)</td>
<td>(1.114)</td>
<td>n.a.</td>
<td>(865)</td>
<td>(2.045)</td>
<td>n.a.</td>
</tr>
</tbody>
</table>
### EBITDA reconciliation.

#### Group Headquarters & Shared Services.

<table>
<thead>
<tr>
<th>millions of €</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>y.o.y. %</th>
<th>FY/09</th>
<th>FY/10</th>
<th>y.o.y. %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>587</td>
<td>565</td>
<td>583</td>
<td>567</td>
<td>451</td>
<td>(23,2)</td>
<td>2.410</td>
<td>2.166</td>
<td>(10,1)</td>
</tr>
<tr>
<td>Profit (loss) from operations = EBIT</td>
<td>(285)</td>
<td>(365)</td>
<td>(426)</td>
<td>(462)</td>
<td>(1,226)</td>
<td>n.a.</td>
<td>(1,249)</td>
<td>(2,479)</td>
<td>(98,5)</td>
</tr>
<tr>
<td>- Depreciation, amortization and impairment losses</td>
<td>(185)</td>
<td>(188)</td>
<td>(181)</td>
<td>(231)</td>
<td>(240)</td>
<td>(29,7)</td>
<td>(833)</td>
<td>(840)</td>
<td>(0,8)</td>
</tr>
<tr>
<td>= EBITDA</td>
<td>(100)</td>
<td>(177)</td>
<td>(245)</td>
<td>(231)</td>
<td>(986)</td>
<td>n.a.</td>
<td>(416)</td>
<td>(1,639)</td>
<td>n.a.</td>
</tr>
<tr>
<td>EBITDA margin %</td>
<td>(17,0)</td>
<td>(31,3)</td>
<td>(42,0)</td>
<td>(40,7)</td>
<td>n.a.</td>
<td>n.a.</td>
<td>(17,3)</td>
<td>(75,7)</td>
<td>(58,4p)</td>
</tr>
<tr>
<td>- Special factors affecting EBITDA</td>
<td>(89)</td>
<td>(5)</td>
<td>(63)</td>
<td>(39)</td>
<td>(662)</td>
<td>n.a.</td>
<td>(101)</td>
<td>(769)</td>
<td>n.a.</td>
</tr>
<tr>
<td>= EBITDA adjusted for special factors</td>
<td>(11)</td>
<td>(172)</td>
<td>(182)</td>
<td>(192)</td>
<td>(324)</td>
<td>n.a.</td>
<td>(315)</td>
<td>(870)</td>
<td>n.a.</td>
</tr>
<tr>
<td>EBITDA margin (adjusted for special factors) %</td>
<td>(1,9)</td>
<td>(30,4)</td>
<td>(31,2)</td>
<td>(33,9)</td>
<td>(71,8)</td>
<td>69,9p</td>
<td>(13,1)</td>
<td>(40,2)</td>
<td>(27,1p)</td>
</tr>
</tbody>
</table>

#### Special factors.

<table>
<thead>
<tr>
<th>millions of €</th>
<th>Q4/09</th>
<th>Q1/10</th>
<th>Q2/10</th>
<th>Q3/10</th>
<th>Q4/10</th>
<th>FY/09</th>
<th>FY/10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Effects on EBITDA</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- of which personnel</td>
<td>(96)</td>
<td>(5)</td>
<td>(63)</td>
<td>(39)</td>
<td>(662)</td>
<td>(101)</td>
<td>(769)</td>
</tr>
<tr>
<td>- of which other</td>
<td>7</td>
<td>(2)</td>
<td>(26)</td>
<td>(8)</td>
<td>(452)</td>
<td>8</td>
<td>(488)</td>
</tr>
<tr>
<td>Effects on profit (loss) from operations = EBIT</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- of which personnel</td>
<td>(96)</td>
<td>(3)</td>
<td>(37)</td>
<td>(31)</td>
<td>(210)</td>
<td>(109)</td>
<td>(281)</td>
</tr>
<tr>
<td>- of which other</td>
<td>7</td>
<td>(2)</td>
<td>(26)</td>
<td>(8)</td>
<td>(452)</td>
<td>8</td>
<td>(488)</td>
</tr>
</tbody>
</table>
### Group Headquarters & Shared Services.

**Vivento.**

<table>
<thead>
<tr>
<th>End of Period</th>
<th>Note</th>
<th>31/12/09</th>
<th>31/03/10</th>
<th>30/06/10</th>
<th>30/09/10</th>
<th>31/12/2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Employees Vivento in total</strong></td>
<td>1</td>
<td>9.600</td>
<td>9.700</td>
<td>9.700</td>
<td>9.900</td>
<td>8.900</td>
</tr>
<tr>
<td>Employment external</td>
<td>2</td>
<td>4.200</td>
<td>4.200</td>
<td>4.200</td>
<td>4.200</td>
<td>3.600</td>
</tr>
<tr>
<td>Employment internal</td>
<td>2.600</td>
<td>2.700</td>
<td>2.900</td>
<td>3.200</td>
<td>3.300</td>
<td></td>
</tr>
<tr>
<td>Others</td>
<td>3</td>
<td>2.800</td>
<td>2.800</td>
<td>2.600</td>
<td>2.500</td>
<td>2.100</td>
</tr>
<tr>
<td><strong>Attrition Vivento</strong></td>
<td></td>
<td>2.300</td>
<td>400</td>
<td>1.000</td>
<td>1.500</td>
<td>2.800</td>
</tr>
<tr>
<td>- of which left the DT Group</td>
<td></td>
<td>1.200</td>
<td>300</td>
<td>700</td>
<td>1.000</td>
<td>2.300</td>
</tr>
</tbody>
</table>

1 Rounded figures; including Vivento management.  
2 Mainly in public sector.  
3 Management, Operations, temp. unemployed, unemployed, in qualification etc.
In addition to financial information presented in accordance with IFRS, this presentation contains non-GAAP financial measures,

<table>
<thead>
<tr>
<th>Term</th>
<th>Definition</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EBIT</strong></td>
<td>Abbreviation for EARNINGS BEFORE INTEREST AND TAXES. EBIT is equivalent to the P&amp;L-line &quot;Profit from operations&quot;.</td>
</tr>
<tr>
<td><strong>Adj. EBIT</strong></td>
<td>EBIT adjusted for special factors.</td>
</tr>
<tr>
<td><strong>EBT</strong></td>
<td>Abbreviation for EARNINGS BEFORE TAXES. EBT is equivalent to the P&amp;L-line &quot;Profit before income taxes&quot;.</td>
</tr>
<tr>
<td><strong>Adj. EBT</strong></td>
<td>EBT adjusted for special factors.</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>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&amp;L but provided in the notes as &quot;Other disclosures&quot;.</td>
</tr>
<tr>
<td><strong>Adj. EBITDA</strong></td>
<td>EBITDA adjusted for special factors.</td>
</tr>
<tr>
<td><strong>Adj. Net profit/loss</strong></td>
<td>Net profit/loss adjusted for special factors.</td>
</tr>
<tr>
<td><strong>Special factors</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>Cash capex</strong></td>
<td>Cash outflows for investments in intangible assets (excluding goodwill) and property, plant and equipment.</td>
</tr>
<tr>
<td><strong>Cash contribution</strong></td>
<td>EBITDA minus capex.</td>
</tr>
<tr>
<td><strong>Free cash flow</strong></td>
<td>Net cash from operating activities minus net cash outflows for investments in intangible assets (excluding goodwill) and property, plant and equipment.</td>
</tr>
<tr>
<td><strong>Gross debt</strong></td>
<td>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</td>
</tr>
<tr>
<td><strong>Net debt</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>n.a.</strong></td>
<td>not applicable</td>
</tr>
<tr>
<td><strong>n.a.</strong></td>
<td>not meaningful</td>
</tr>
<tr>
<td><strong>ARPU</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>SAC</strong></td>
<td>Abbreviation for SUBSCRIBER ACQUISITION COSTS. Calculation: Customer acquisition costs divided by the number of gross customers added during the respective period.</td>
</tr>
</tbody>
</table>

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.