

# DEUTSCHE TELEKOM

## RESULTS Q1-Q3 2013

### BACKUP



# GROUP

## AT A GLANCE I<sup>1,2</sup>

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>GROUP</b>		<b>14.651</b>	<b>14.707</b>	<b>58.169</b>	<b>13.785</b>	<b>15.157</b>	<b>15.525</b>	<b>6,0</b>	<b>43.462</b>	<b>44.467</b>	<b>2,3</b>
Germany		5.736	5.731	22.736	5.566	5.565	5.670	(1,2)	17.005	16.801	(1,2)
United States		3.915	3.793	15.371	3.541	4.825	5.108	30,5	11.578	13.474	16,4
Europe		3.654	3.594	14.406	3.327	3.420	3.436	(6,0)	10.812	10.183	(5,8)
Systems Solutions		2.245	2.829	10.016	2.319	2.273	2.286	1,8	7.187	6.878	(4,3)
Group Headquarters & Group Services		691	775	2.835	691	761	635	(8,1)	2.060	2.087	1,3
Reconciliation		(1.590)	(2.015)	(7.195)	(1.659)	(1.687)	(1.610)	(1,3)	(5.180)	(4.956)	4,3
<b>NET REVENUE</b>											
Germany		5.394	5.386	21.384	5.216	5.227	5.331	(1,2)	15.998	15.774	(1,4)
United States		3.913	3.792	15.365	3.540	4.824	5.106	30,5	11.573	13.470	16,4
Europe		3.479	3.438	13.733	3.172	3.255	3.272	(5,9)	10.295	9.699	(5,8)
Systems Solutions		1.600	1.771	6.609	1.607	1.579	1.556	(2,8)	4.838	4.742	(2,0)
Group Headquarters & Group Services		265	320	1.078	250	272	260	(1,9)	758	782	3,2
<b>GROUP</b>		<b>14.651</b>	<b>14.707</b>	<b>58.169</b>	<b>13.785</b>	<b>15.157</b>	<b>15.525</b>	<b>6,0</b>	<b>43.462</b>	<b>44.467</b>	<b>2,3</b>
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>											
Germany		2.401	2.074	9.166	2.255	2.279	2.375	(1,1)	7.092	6.909	(2,6)
United States		994	805	3.840	888	930	1.082	8,9	3.035	2.900	(4,4)
Europe		1.345	1.204	4.936	1.089	1.107	1.162	(13,6)	3.732	3.358	(10,0)
Systems Solutions		186	240	747	175	221	203	9,1	507	599	18,1
Group Headquarters & Group Services		(154)	(320)	(715)	(99)	(111)	(155)	(0,6)	(395)	(365)	7,6
Reconciliation		10	5	(1)	(20)	(9)	(8)	n.a.	(6)	(37)	n.a.
<b>GROUP</b>		<b>4.782</b>	<b>4.008</b>	<b>17.973</b>	<b>4.288</b>	<b>4.417</b>	<b>4.659</b>	<b>(2,6)</b>	<b>13.965</b>	<b>13.364</b>	<b>(4,3)</b>
Proportional EBITDA		4.249	3.549	16.008	3.867	3.505	3.920	(7,7)	12.459	11.292	(9,4)

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

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

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

2 As of May 1, 2013, including MetroPCS.

# GROUP

## AT A GLANCE II<sup>1, 2</sup>

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>EBITDA MARGIN (ADJUSTED FOR SPECIAL FACTORS)</b>											
<b>(EBITDA / TOTAL REVENUE)</b>											
	%										
Germany	%	41,9	36,1	40,3	40,5	40,6	41,9	n.a.	41,7	41,0	(0,7p)
United States	%	25,4	21,2	25,0	25,1	19,3	21,2	(4,2p)	26,2	21,5	(4,7p)
Europe	%	36,8	33,5	34,3	32,7	32,4	33,8	(3,0p)	34,5	33,0	(1,5p)
Systems Solutions	%	8,3	8,5	7,5	7,5	9,7	8,9	0,6p	7,1	8,7	1,6p
Group Headquarters & Group Services	%	(22,3)	(41,3)	(25,2)	(14,3)	(14,6)	(24,4)	(2,1p)	(19,2)	(17,5)	1,7p
<b>GROUP</b>	<b>%</b>	<b>32,6</b>	<b>27,2</b>	<b>30,9</b>	<b>31,1</b>	<b>29,1</b>	<b>30,0</b>	<b>(2,6p)</b>	<b>32,1</b>	<b>30,0</b>	<b>(2,1p)</b>
<b>CASH CAPEX</b>											
Germany		677	1.019	3.418	594	644	892	31,8	2.399	2.130	(11,2)
United States		865	699	2.560	852	804	767	(11,3)	1.861	2.423	30,2
Europe		333	594	1.724	1.382	518	496	48,9	1.130	2.396	n.a.
Systems Solutions		289	393	1.187	212	215	275	(4,8)	794	702	(11,6)
Group Headquarters & Group Services		50	113	379	77	94	97	94,0	266	268	0,8
Reconciliation		(16)	(379)	(836)	(93)	(77)	(149)	n.a.	(457)	(319)	30,2
<b>GROUP</b>		<b>2.198</b>	<b>2.439</b>	<b>8.432</b>	<b>3.024</b>	<b>2.198</b>	<b>2.378</b>	<b>8,2</b>	<b>5.993</b>	<b>7.600</b>	<b>26,8</b>
- thereof spectrum investment		288	82	411	937	130	118	(59,0)	329	1.185	n.a.
<b>NET PROFIT (LOSS)</b>											
adjusted for special factors		929	200	2.537	767	810	823	(11,4)	2.337	2.400	2,7
as reported		(7.021)	641	(5.353)	564	530	588	n.a.	(5.994)	1.682	n.a.
<b>FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS, SPECTRUM INVESTMENT, AT&amp;T TRANSACTION AND COMPENSATION PAYMENTS FOR METROPCS EMPLOYEES)</b>											
		<b>2.344</b>	<b>1.105</b>	<b>6.239</b>	<b>1.038</b>	<b>1.109</b>	<b>1.427</b>	<b>(39,1)</b>	<b>5.134</b>	<b>3.574</b>	<b>(30,4)</b>
Proportional free cash flow		2.064	899	5.400	908	1.007	1.346	(34,8)	4.501	3.261	(27,5)
<b>NET DEBT</b>		<b>39.001</b>	<b>36.860</b>	<b>36.860</b>	<b>37.119</b>	<b>41.374</b>	<b>39.726</b>	<b>1,9</b>	<b>39.001</b>	<b>39.726</b>	<b>1,9</b>

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

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

2 As of May 1, 2013, including MetroPCS.

# DT GROUP

## EXCELLENT MARKET POSITION<sup>1</sup>

	Note	Q3	Q4	Q1	Q2	Q3	Change compared to		Change compared to	
		2012	2012	2013	2013	2013	prior quarter		prior year	
		'000	'000	'000	'000	'000	abs.	%	abs.	%
<b>BROADBAND RETAIL LINES (END OF PERIOD)</b>	<b>2,3</b>	<b>17.126</b>	<b>17.207</b>	<b>17.274</b>	<b>17.316</b>	<b>17.332</b>	<b>16</b>	<b>0,1</b>	<b>206</b>	<b>1,2</b>
Germany		12.424	12.427	12.443	12.430	12.383	(47)	(0,4)	(41)	(0,3)
Europe		4.688	4.766	4.817	4.871	4.935	64	1,3	247	5,3
Greece		1.145	1.178	1.208	1.232	1.244	12	1,0	99	8,6
Romania		1.114	1.134	1.142	1.156	1.175	19	1,6	61	5,5
Hungary		773	785	801	812	832	20	2,5	59	7,6
Czech Republic		105	111	114	117	119	2	1,7	14	13,3
Croatia		629	633	634	631	631	0	0,0	2	0,3
Netherlands		280	275	266	264	261	(3)	(1,1)	(19)	(6,8)
Slovakia		420	420	421	422	431	9	2,1	11	2,6
other		222	230	231	237	242	5	2,1	20	9,0
<b>FIXED NETWORK LINES (END OF PERIOD)</b>	<b>3,4</b>	<b>32.775</b>	<b>32.423</b>	<b>31.982</b>	<b>31.678</b>	<b>31.313</b>	<b>(365)</b>	<b>(1,2)</b>	<b>(1.462)</b>	<b>(4,5)</b>
Germany		22.620	22.384	22.113	21.880	21.625	(255)	(1,2)	(995)	(4,4)
Europe		10.089	9.974	9.869	9.733	9.623	(110)	(1,1)	(466)	(4,6)
Greece		3.014	2.952	2.900	2.849	2.794	(55)	(1,9)	(220)	(7,3)
Romania		2.446	2.422	2.409	2.401	2.385	(16)	(0,7)	(61)	(2,5)
Hungary		1.620	1.611	1.626	1.597	1.597	0	0,0	(23)	(1,4)
Czech Republic		105	111	114	117	119	2	1,7	14	13,3
Croatia		1.206	1.208	1.192	1.174	1.156	(18)	(1,5)	(50)	(4,1)
Netherlands		288	283	283	272	270	(2)	(0,7)	(18)	(6,3)
Slovakia		977	960	945	932	919	(13)	(1,4)	(58)	(5,9)
other		433	427	400	392	385	(7)	(1,8)	(48)	(11,1)
<b>MOBILE SUBSCRIBERS (END OF PERIOD)</b>	<b>3,6</b>	<b>126.891</b>	<b>127.797</b>	<b>128.405</b>	<b>138.986</b>	<b>140.307</b>	<b>1.321</b>	<b>1,0</b>	<b>13.416</b>	<b>10,6</b>
Germany		35.994	36.568	37.005	37.492	37.936	444	1,2	1.942	5,4
United States	5	33.327	33.389	33.968	44.016	45.039	1.023	2,3	11.712	35,1
Europe	6	57.096	57.357	56.949	56.985	56.825	(160)	(0,3)	(271)	(0,5)
Greece		7.778	7.697	7.632	7.602	7.550	(52)	(0,7)	(228)	(2,9)
Romania		6.470	6.368	6.155	6.106	6.125	19	0,3	(345)	(5,3)
Hungary		4.820	4.837	4.845	4.838	4.853	15	0,3	33	0,7
Poland		15.575	16.040	15.919	15.969	15.667	(302)	(1,9)	92	0,6
Czech Republic		5.415	5.498	5.570	5.667	5.733	66	1,2	318	5,9
Croatia		2.443	2.326	2.309	2.350	2.392	42	1,8	(51)	(2,1)
Netherlands		4.761	4.720	4.622	4.561	4.534	(27)	(0,6)	(227)	(4,8)
Slovakia		2.313	2.311	2.289	2.273	2.263	(10)	(0,4)	(50)	(2,2)
Austria		4.076	4.104	4.090	4.073	4.044	(29)	(0,7)	(32)	(0,8)
other		3.445	3.457	3.518	3.548	3.663	115	3,2	218	6,3

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

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

3 incl. business subscriber (0,5mn mobile subscriber) and accesses (0,1mn fixed network lines) from T-Systems Hungary.

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

5 On May 1, 2013, prepaid customers increased by 8,918 tsd. in connection with the acquisition of MetroPCS.

6 The customers of our companies in Bulgaria have no longer been included in the Europe operating segment since August 1, 2013 following the sale of the shares held in the companies. They have been eliminated from all historical customer figures to improve comparability.

# DT CONSOLIDATED INCOME STATEMENT

## ADJUSTED FOR SPECIAL FACTORS

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>NET REVENUE</b>		<b>14.651</b>	<b>14.724</b>	<b>58.183</b>	<b>13.785</b>	<b>15.204</b>	<b>15.525</b>	<b>6,0</b>	<b>43.459</b>	<b>44.514</b>	<b>2,4</b>
Cost of sales		(8.490)	(8.856)	(33.609)	(7.831)	(8.881)	(9.243)	(8,9)	(24.753)	(25.955)	(4,9)
<b>GROSS PROFIT</b>		<b>6.161</b>	<b>5.868</b>	<b>24.574</b>	<b>5.954</b>	<b>6.323</b>	<b>6.282</b>	<b>2,0</b>	<b>18.706</b>	<b>18.559</b>	<b>(0,8)</b>
Selling expenses		(3.382)	(3.649)	(13.798)	(3.078)	(3.410)	(3.403)	(0,6)	(10.149)	(9.891)	2,5
General and administrative expenses		(948)	(970)	(4.288)	(1.102)	(1.126)	(831)	12,3	(3.318)	(3.059)	7,8
Other operating income		358	423	1.308	296	232	277	(22,6)	885	805	(9,0)
Other operating expenses		(217)	(317)	(817)	(155)	(110)	(237)	(9,2)	(500)	(502)	(0,4)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>1.972</b>	<b>1.355</b>	<b>6.979</b>	<b>1.915</b>	<b>1.909</b>	<b>2.088</b>	<b>5,9</b>	<b>5.624</b>	<b>5.912</b>	<b>5,1</b>
EBIT margin (EBIT / net revenue)	%	13,5	9,2	12,0	13,9	12,6	13,4	(0,1p)	12,9	13,3	0,4p
Profit (loss) from financial activities		(612)	(618)	(2.546)	(677)	(654)	(758)	(23,9)	(1.928)	(2.089)	(8,4)
of which: finance costs		(513)	(473)	(2.063)	(522)	(521)	(552)	(7,6)	(1.590)	(1.595)	(0,3)
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>1.360</b>	<b>737</b>	<b>4.433</b>	<b>1.238</b>	<b>1.255</b>	<b>1.330</b>	<b>(2,2)</b>	<b>3.696</b>	<b>3.823</b>	<b>3,4</b>
Income taxes		(250)	(501)	(1.451)	(443)	(328)	(351)	(40,4)	(950)	(1.122)	(18,1)
<b>PROFIT (LOSS)</b>		<b>1.110</b>	<b>236</b>	<b>2.982</b>	<b>795</b>	<b>927</b>	<b>979</b>	<b>(11,8)</b>	<b>2.746</b>	<b>2.701</b>	<b>(1,6)</b>
Profit (loss) attributable to non-controlling interests		181	36	445	28	117	156	(13,8)	409	301	(26,4)
<b>NET PROFIT (LOSS)</b>		<b>929</b>	<b>200</b>	<b>2.537</b>	<b>767</b>	<b>810</b>	<b>823</b>	<b>(11,4)</b>	<b>2.337</b>	<b>2.400</b>	<b>2,7</b>
Depreciation, amortization and impairment losses		(2.810)	(2.653)	(10.994)	(2.373)	(2.508)	(2.571)	8,5	(8.341)	(7.452)	10,7
<b>EBITDA</b>		<b>4.782</b>	<b>4.008</b>	<b>17.973</b>	<b>4.288</b>	<b>4.417</b>	<b>4.659</b>	<b>(2,6)</b>	<b>13.965</b>	<b>13.364</b>	<b>(4,3)</b>
EBITDA margin (EBITDA / net revenue)	%	32,6	27,2	30,9	31,1	29,1	30,0	(2,6p)	32,1	30,0	(2,1p)

# DT GROUP

## EBITDA RECONCILIATION

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>NET REVENUE</b>		<b>14.651</b>	<b>14.707</b>	<b>58.169</b>	<b>13.785</b>	<b>15.157</b>	<b>15.525</b>	<b>6,0</b>	<b>43.462</b>	<b>44.467</b>	<b>2,3</b>
<b>NET PROFIT (LOSS)</b>		<b>(7.021)</b>	<b>641</b>	<b>(5.353)</b>	<b>564</b>	<b>530</b>	<b>588</b>	<b>n.a.</b>	<b>(5.994)</b>	<b>1.682</b>	<b>n.a.</b>
+ Profit (loss) attributable to non-controlling interests		169	(29)	495	57	114	249	47,3	524	420	(19,8)
= Profit (loss)		(6.852)	612	(4.858)	621	644	837	n.a.	(5.470)	2.102	n.a.
- Income taxes		2.540	(462)	1.516	(391)	(220)	(304)	n.a.	1.978	(915)	n.a.
= Profit (loss) before income taxes = EBT		(9.392)	1.074	(6.374)	1.012	864	1.141	n.a.	(7.448)	3.017	n.a.
- Profit (loss) from financial activities		(639)	(634)	(2.412)	(680)	(661)	(755)	(18,2)	(1.778)	(2.096)	(17,9)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>(8.753)</b>	<b>1.708</b>	<b>(3.962)</b>	<b>1.692</b>	<b>1.525</b>	<b>1.896</b>	<b>n.a.</b>	<b>(5.670)</b>	<b>5.113</b>	<b>n.a.</b>
- Depreciation, amortization and impairment losses		(13.399)	(3.024)	(21.957)	(2.387)	(2.507)	(2.572)	80,8	(18.933)	(7.466)	60,6
<b>= EBITDA</b>		<b>4.646</b>	<b>4.732</b>	<b>17.995</b>	<b>4.079</b>	<b>4.032</b>	<b>4.468</b>	<b>(3,8)</b>	<b>13.263</b>	<b>12.579</b>	<b>(5,2)</b>
EBITDA margin (EBITDA/net revenue)	%	31,7	32,2	30,9	29,6	26,6	28,8	(2,9p)	30,5	28,3	(2,2p)
- Special factors affecting EBITDA		(136)	724	22	(209)	(385)	(191)	(40,4)	(702)	(785)	(11,8)
<b>= EBITDA ADJUSTED FOR SPECIAL FACTORS</b>		<b>4.782</b>	<b>4.008</b>	<b>17.973</b>	<b>4.288</b>	<b>4.417</b>	<b>4.659</b>	<b>(2,6)</b>	<b>13.965</b>	<b>13.364</b>	<b>(4,3)</b>
EBITDA margin (adjusted for special factors) (EBITDA / net revenue)	%	32,6	27,2	30,9	31,1	29,1	30,0	(2,6p)	32,1	30,0	(2,1p)

# DT CONSOLIDATED INCOME STATEMENT

## AS REPORTED

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<b>NET REVENUE</b>		<b>14.651</b>	<b>14.707</b>	<b>58.169</b>	<b>13.785</b>	<b>15.157</b>	<b>15.525</b>	<b>6,0</b>	<b>43.462</b>	<b>44.467</b>	<b>2,3</b>
Cost of sales		(8.624)	(9.092)	(34.256)	(7.954)	(8.968)	(9.398)	(9,0)	(25.164)	(26.320)	(4,6)
<b>GROSS PROFIT</b>		<b>6.027</b>	<b>5.615</b>	<b>23.913</b>	<b>5.831</b>	<b>6.189</b>	<b>6.127</b>	<b>1,7</b>	<b>18.298</b>	<b>18.147</b>	<b>(0,8)</b>
Selling expenses		(3.417)	(3.729)	(14.075)	(3.145)	(3.466)	(3.456)	(1,1)	(10.346)	(10.067)	2,7
General and administrative expenses		(1.022)	(1.313)	(4.855)	(1.156)	(1.235)	(912)	10,8	(3.542)	(3.303)	6,7
Other operating income		484	1.885	2.968	356	263	410	(15,3)	1.083	1.029	(5,0)
Other operating expenses		(10.825)	(750)	(11.913)	(194)	(226)	(273)	97,5	(11.163)	(693)	93,8
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>(8.753)</b>	<b>1.708</b>	<b>(3.962)</b>	<b>1.692</b>	<b>1.525</b>	<b>1.896</b>	<b>n.a.</b>	<b>(5.670)</b>	<b>5.113</b>	<b>n.a.</b>
EBIT margin (EBIT / net revenue)	%	(59,7)	11,6	(6,8)	12,3	10,1	12,2	71,9p	(13,0)	11,5	24,5p
Profit (loss) from financial activities		(639)	(634)	(2.412)	(680)	(661)	(755)	(18,2)	(1.778)	(2.096)	(17,9)
of which: finance costs		(513)	(473)	(2.033)	(522)	(521)	(552)	(7,6)	(1.560)	(1.595)	(2,2)
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>(9.392)</b>	<b>1.074</b>	<b>(6.374)</b>	<b>1.012</b>	<b>864</b>	<b>1.141</b>	<b>n.a.</b>	<b>(7.448)</b>	<b>3.017</b>	<b>n.a.</b>
Income taxes		2.540	(462)	1.516	(391)	(220)	(304)	n.a.	1.978	(915)	n.a.
<b>PROFIT (LOSS)</b>		<b>(6.852)</b>	<b>612</b>	<b>(4.858)</b>	<b>621</b>	<b>644</b>	<b>837</b>	<b>n.a.</b>	<b>(5.470)</b>	<b>2.102</b>	<b>n.a.</b>
Profit (loss) attributable to non-controlling interests		169	(29)	495	57	114	249	47,3	524	420	(19,8)
<b>NET PROFIT (LOSS)</b>		<b>(7.021)</b>	<b>641</b>	<b>(5.353)</b>	<b>564</b>	<b>530</b>	<b>588</b>	<b>n.a.</b>	<b>(5.994)</b>	<b>1.682</b>	<b>n.a.</b>
Depreciation, amortization and impairment losses		(13.399)	(3.024)	(21.957)	(2.387)	(2.507)	(2.572)	80,8	(18.933)	(7.466)	60,6
<b>EBITDA</b>		<b>4.646</b>	<b>4.732</b>	<b>17.995</b>	<b>4.079</b>	<b>4.032</b>	<b>4.468</b>	<b>(3,8)</b>	<b>13.263</b>	<b>12.579</b>	<b>(5,2)</b>
EBITDA margin (EBITDA / net revenue)	%	31,7	32,2	30,9	29,6	26,6	28,8	(2,9p)	30,5	28,3	(2,2p)

# DT GROUP

## SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €
<b>NET REVENUE</b>		<b>0</b>	<b>(17)</b>	<b>(14)</b>	<b>0</b>	<b>(47)</b>	<b>0</b>	<b>3</b>	<b>(47)</b>
Cost of sales		(134)	(236)	(647)	(123)	(87)	(155)	(411)	(365)
<b>GROSS PROFIT</b>		<b>(134)</b>	<b>(253)</b>	<b>(661)</b>	<b>(123)</b>	<b>(134)</b>	<b>(155)</b>	<b>(408)</b>	<b>(412)</b>
Selling expenses		(35)	(80)	(277)	(67)	(56)	(53)	(197)	(176)
General and administrative expenses		(74)	(343)	(567)	(54)	(109)	(81)	(224)	(244)
Other operating income		126	1.462	1.660	60	31	133	198	224
Other operating expenses	1	(10.608)	(433)	(11.096)	(39)	(116)	(36)	(10.663)	(191)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>	<b>1</b>	<b>(10.725)</b>	<b>353</b>	<b>(10.941)</b>	<b>(223)</b>	<b>(384)</b>	<b>(192)</b>	<b>(11.294)</b>	<b>(799)</b>
Profit (loss) from financial activities		(27)	(16)	134	(3)	(7)	3	150	(7)
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>	<b>1</b>	<b>(10.752)</b>	<b>337</b>	<b>(10.807)</b>	<b>(226)</b>	<b>(391)</b>	<b>(189)</b>	<b>(11.144)</b>	<b>(806)</b>
Income taxes		2.790	39	2.967	52	108	47	2.928	207
<b>PROFIT (LOSS)</b>		<b>(7.962)</b>	<b>376</b>	<b>(7.840)</b>	<b>(174)</b>	<b>(283)</b>	<b>(142)</b>	<b>(8.216)</b>	<b>(599)</b>
Profit (loss) attributable to non-controlling interests		(12)	(65)	50	29	(3)	93	115	119
<b>NET PROFIT (LOSS)</b>		<b>(7.950)</b>	<b>441</b>	<b>(7.890)</b>	<b>(203)</b>	<b>(280)</b>	<b>(235)</b>	<b>(8.331)</b>	<b>(718)</b>
Depreciation, amortization and impairment losses		(10.589)	(371)	(10.963)	(14)	1	(1)	(10.592)	(14)
<b>EBITDA</b>		<b>(136)</b>	<b>724</b>	<b>22</b>	<b>(209)</b>	<b>(385)</b>	<b>(191)</b>	<b>(702)</b>	<b>(785)</b>

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



# DT GROUP

## DETAILS ON SPECIAL FACTORS I

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>EFFECT ON OPERATING EXPENSES</b>		<b>(10.851)</b>	<b>(1.092)</b>	<b>(12.587)</b>	<b>(283)</b>	<b>(368)</b>	<b>(325)</b>	<b>97,0</b>	<b>(11.495)</b>	<b>(976)</b>	<b>91,5</b>
of which: expenses / income for early retirement (civil servants)		(163)	(214)	(689)	(36)	(109)	(137)	16,0	(475)	(282)	40,6
of which: expenses for severance payments		(48)	(243)	(417)	(159)	(157)	(65)	(35,4)	(174)	(381)	n.a.
of which: expenses / income for partial retirement		(15)	(16)	(53)	(14)	(15)	(20)	(33,3)	(37)	(49)	(32,4)
of which: expenses for other personnel restructuring charges		(12)	(12)	(66)	(6)	(29)	(68)	n.a.	(54)	(103)	(90,7)
of which: restructuring charges		(78)	(90)	(250)	(47)	(66)	(6)	92,3	(160)	(119)	25,6
of which: expenses due to de-consolidations and other asset sales		(10)	(69)	(75)	(20)	(22)	(83)	n.a.	(6)	(125)	n.a.
of which: others		(10.525)	(448)	(11.037)	(1)	30	54	n.a.	(10.589)	83	n.a.
<b>EFFECT ON OTHER OPERATING INCOME</b>		<b>126</b>	<b>1.462</b>	<b>1.660</b>	<b>60</b>	<b>31</b>	<b>133</b>	<b>5,6</b>	<b>198</b>	<b>224</b>	<b>13,1</b>
of which: income due to asset sales		126	1.460	1.591	60	31	134	6,3	131	225	71,8
of which: others		0	2	69	0	0	(1)	n.a.	67	(1)	n.a.
<b>EFFECT ON REVENUE</b>	<b>1</b>	<b>0</b>	<b>(17)</b>	<b>(14)</b>	<b>0</b>	<b>(47)</b>	<b>0</b>	<b>n.a.</b>	<b>3</b>	<b>(47)</b>	<b>n.a.</b>
<b>EFFECT ON PROFIT FROM OPERATIONS = EBIT</b>	<b>2</b>	<b>(10.725)</b>	<b>353</b>	<b>(10.941)</b>	<b>(223)</b>	<b>(384)</b>	<b>(192)</b>	<b>98,2</b>	<b>(11.294)</b>	<b>(799)</b>	<b>92,9</b>
<b>DEPRECIATION, AMORTIZATION AND IMPAIRMENT LOSSES</b>	<b>2</b>	<b>(10.589)</b>	<b>(371)</b>	<b>(10.963)</b>	<b>(14)</b>	<b>1</b>	<b>(1)</b>	<b>100,0</b>	<b>(10.592)</b>	<b>(14)</b>	<b>99,9</b>
of which: restructuring charges		(3)	(12)	(15)	(14)	1	12	n.a.	(3)	(1)	66,7
of which: expenses due to consolidations and other asset sales		0	0	0	0	0	(13)	n.a.	0	(13)	n.a.
of which: others		(10.586)	(359)	(10.948)	0	0	0	n.a.	(10.589)	0	n.a.
<b>EFFECT ON EBITDA</b>		<b>(136)</b>	<b>724</b>	<b>22</b>	<b>(209)</b>	<b>(385)</b>	<b>(191)</b>	<b>(40,4)</b>	<b>(702)</b>	<b>(785)</b>	<b>(11,8)</b>

1 Special factors affecting Total revenue: EUR +3 mn in Q2/12; EUR -17 mn in Q4/12 and EUR -47 mn in Q2/13 within Wholesale Services (ULL) in Germany.

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

## DT GROUP

### DETAILS ON SPECIAL FACTORS II

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES</b>		(27)	(16)	134	(3)	(7)	3	n.a.	150	(7)	n.a.
<b>EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES</b>		(10.752)	337	(10.807)	(226)	(391)	(189)	98,2	(11.144)	(806)	92,8
<b>EFFECT ON TAXES</b>		2.790	39	2.967	52	108	47	(98,3)	2.928	207	(92,9)
Tax effect of special factors within EBIT		3.179	(346)	2.992	70	92	90	(97,2)	3.338	252	(92,5)
Tax effect of special factors on profit (loss) from financial activities		7	6	17	2	2	4	(42,9)	11	8	(27,3)
Other tax effects		(396)	379	(42)	(20)	14	(47)	88,1	(421)	(53)	87,4
<b>EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON- CONTROLLING INTERESTS</b>		(12)	(65)	50	29	(3)	93	n.a.	115	119	3,5
<b>EFFECT ON NET PROFIT (LOSS)</b>		(7.950)	441	(7.890)	(203)	(280)	(235)	97,0	(8.331)	(718)	91,4

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

## DT GROUP

### CHANGE IN THE COMPOSITION OF THE GROUP IN THE THIRD QUARTER

	REPORTED NUMBERS		MINUS ACQUISITION EFFECTS						PLUS DECONSOLIDATION EFFECTS						TOTAL EFFECT	PRO FORMA	
	Q3 2012	Q3 2013	Total	Germany	United States	Europe	Systems Solutions	GHS	Total	Germany	United States	Europe	Systems Solutions	GHS		Q3 2013	Change
	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €		millions of €	%
<b>NET REVENUE</b>	<b>14.651</b>	<b>15.525</b>	<b>953</b>	<b>0</b>	<b>951</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>93</b>	<b>8</b>	<b>0</b>	<b>58</b>	<b>27</b>	<b>0</b>	<b>(860)</b>	<b>14.665</b>	<b>0,1</b>
<b>PROFIT (LOSS) FROM OPERATIONS = EBIT</b>	<b>(8.753)</b>	<b>1.896</b>	<b>128</b>	<b>0</b>	<b>127</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>4</b>	<b>3</b>	<b>0</b>	<b>4</b>	<b>(3)</b>	<b>0</b>	<b>(124)</b>	<b>1.772</b>	<b>n.a.</b>
Profit (loss) from financial activities	(639)	(755)	(127)	0	(126)	(1)	0	0	2	2	0	0	0	0	129	(626)	2,0
of which finance costs	(513)	(552)	(53)	0	(53)	0	0	0	0	0	0	0	0	0	53	(499)	2,7
<b>PROFIT (LOSS) BEFORE INCOME TAXES = EBT</b>	<b>(9.392)</b>	<b>1.141</b>	<b>1</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>6</b>	<b>5</b>	<b>0</b>	<b>4</b>	<b>(3)</b>	<b>0</b>	<b>5</b>	<b>1.146</b>	<b>n.a.</b>
Income taxes	2.540	(304)	0	0	0	0	0	0	(1)	0	0	(1)	0	0	(1)	(305)	n.a.
<b>PROFIT (LOSS)</b>	<b>(6.852)</b>	<b>837</b>	<b>1</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>5</b>	<b>0</b>	<b>3</b>	<b>(3)</b>	<b>0</b>	<b>4</b>	<b>841</b>	<b>n.a.</b>

## DT GROUP

### CHANGE IN THE COMPOSITION OF THE GROUP IN THE CURRENT YEAR

	REPORTED NUMBERS		MINUS ACQUISITION EFFECTS					PLUS DECONSOLIDATION EFFECTS					TOTAL EFFECT	PRO FORMA			
	Q1-Q3 2012	Q1-Q3 2013	Total	Germany	United States	Europe	Systems Solutions	GHS	Total	Germany	Europe	United States		Systems Solutions	GHS	Q1-Q3 2013	Change
	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €		millions of €	millions of €	millions of €	%
<b>NET REVENUE</b>	<b>43.462</b>	<b>44.467</b>	<b>1.564</b>	<b>0</b>	<b>1.562</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>122</b>	<b>15</b>	<b>63</b>	<b>0</b>	<b>44</b>	<b>0</b>	<b>(1.442)</b>	<b>43.025</b>	<b>(1,0)</b>
<b>PROFIT (LOSS) FROM OPERATIONS = EBIT</b>	<b>(5.670)</b>	<b>5.113</b>	<b>183</b>	<b>0</b>	<b>182</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>7</b>	<b>6</b>	<b>0</b>	<b>(8)</b>	<b>0</b>	<b>(178)</b>	<b>4.935</b>	<b>n.a.</b>
Profit (loss) from financial activities	(1.778)	(2.096)	(171)	0	(170)	(1)	0	0	1	0	1	0	0	0	172	(1.924)	(8,2)
of which finance costs	(1.560)	(1.595)	(96)	0	(96)	0	0	0	1	0	1	0	0	0	97	(1.498)	4,0
<b>PROFIT (LOSS) BEFORE INCOME TAXES = EBT</b>	<b>(7.448)</b>	<b>3.017</b>	<b>12</b>	<b>0</b>	<b>12</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>6</b>	<b>7</b>	<b>7</b>	<b>0</b>	<b>(8)</b>	<b>0</b>	<b>(6)</b>	<b>3.011</b>	<b>n.a.</b>
Income taxes	-1.978	(915)	0	0	0	0	0	0	(1)	0	(1)	0	0	0	(1)	(916)	n.a.
<b>PROFIT (LOSS)</b>	<b>(5.470)</b>	<b>2.102</b>	<b>12</b>	<b>0</b>	<b>12</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>7</b>	<b>6</b>	<b>0</b>	<b>(8)</b>	<b>0</b>	<b>(7)</b>	<b>2.095</b>	<b>n.a.</b>

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## ASSETS

		Sep. 30, 2012	Dec. 31, 2012	Mar. 31, 2013	Jun. 30, 2013	Sep. 30, 2013	Change compared to prior quarter %	Change compared to prior year %
	Note	millions of €	millions of €	millions of €	millions of €	millions of €		
<b>CURRENT ASSETS</b>		<b>15.065</b>	<b>15.019</b>	<b>15.862</b>	<b>18.212</b>	<b>18.020</b>	<b>(1,1)</b>	<b>19,6</b>
Cash and cash equivalents		2.529	4.026	4.540	5.243	5.675	8,2	n.a.
Trade and other receivables		6.669	6.417	6.423	6.763	7.146	5,7	7,2
Current recoverable income taxes		65	95	113	105	112	6,7	72,3
Other financial assets		2.259	2.020	1.696	2.100	2.230	6,2	(1,3)
Inventories		1.129	1.106	1.111	1.424	1.342	(5,8)	18,9
Current and non-current assets and disposal groups held for sale		835	90	217	744	78	(89,5)	(90,7)
Other assets		1.579	1.265	1.762	1.833	1.437	(21,6)	(9,0)
<b>NON-CURRENT ASSETS</b>		<b>93.098</b>	<b>92.923</b>	<b>92.975</b>	<b>97.902</b>	<b>97.281</b>	<b>(0,6)</b>	<b>4,5</b>
Intangible assets		42.116	41.732	42.646	47.246	46.793	(1,0)	11,1
Property, plant and equipment		37.521	37.522	37.300	38.026	37.680	(0,9)	0,4
Investments accounted for using the equity method		6.656	6.726	6.288	6.218	6.247	0,5	(6,1)
Other financial assets		2.154	1.901	1.780	1.346	1.528	13,5	(29,1)
Deferred tax assets		4.336	4.712	4.630	4.742	4.708	(0,7)	8,6
Other assets		315	330	331	324	325	0,3	3,2
<b>TOTAL ASSETS</b>		<b>108.163</b>	<b>107.942</b>	<b>108.837</b>	<b>116.114</b>	<b>115.301</b>	<b>(0,7)</b>	<b>6,6</b>

The prior-year comparatives were adjusted retrospectively due to the application of IAS 19 (amended) as of January 1, 2013.

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## LIABILITIES AND SHAREHOLDERS' EQUITY

		Sep. 30, 2012	Dec. 31, 2012	Mar. 31, 2013	Jun. 30, 2013	Sep. 30, 2013	Change compared to prior quarter %	Change compared to prior year %
	Note	millions of €	millions of €	millions of €	millions of €	millions of €		
<b>LIABILITIES</b>		<b>77.753</b>	<b>77.411</b>	<b>77.824</b>	<b>84.864</b>	<b>83.286</b>	<b>(1,9)</b>	<b>7,1</b>
<b>CURRENT LIABILITIES</b>		<b>23.595</b>	<b>22.995</b>	<b>22.783</b>	<b>25.296</b>	<b>25.188</b>	<b>(0,4)</b>	<b>6,8</b>
Financial liabilities		10.367	9.260	8.919	10.874	11.169	2,7	7,7
Trade and other payables		5.678	6.445	6.091	6.831	6.701	(1,9)	18,0
Income tax liabilities		472	440	441	346	428	23,7	(9,3)
Other provisions		2.582	2.885	2.924	2.575	2.709	5,2	4,9
Liabilities directly associated with non-current assets and disposal groups held for sale		99	9	47	235	0	n.a.	n.a.
Other liabilities		4.397	3.956	4.361	4.435	4.181	(5,7)	(4,9)
<b>NON-CURRENT LIABILITIES</b>		<b>54.158</b>	<b>54.416</b>	<b>55.041</b>	<b>59.568</b>	<b>58.098</b>	<b>(2,5)</b>	<b>7,3</b>
Financial liabilities		35.248	35.354	35.835	39.473	38.154	(3,3)	8,2
Provisions for pensions and other employee		7.834	7.312	7.113	7.131	7.172	0,6	(8,5)
Other provisions		1.723	1.857	1.834	1.998	1.957	(2,1)	13,6
Deferred tax liabilities		5.432	5.988	6.263	6.934	6.845	(1,3)	26,0
Other liabilities		3.921	3.905	3.996	4.032	3.970	(1,5)	1,2
<b>SHAREHOLDERS' EQUITY</b>		<b>30.410</b>	<b>30.531</b>	<b>31.013</b>	<b>31.250</b>	<b>32.015</b>	<b>2,4</b>	<b>5,3</b>
Issued capital		11.063	11.063	11.063	11.395	11.395	n.a.	3,0
Capital reserves		51.506	51.506	51.506	51.297	51.346	0,1	(0,3)
Retained earnings incl. carryforwards		(28.922)	(29.106)	(34.361)	(37.348)	(37.333)	0,0	(29,1)
Total other comprehensive income		(1.839)	(2.176)	(2.346)	(2.215)	(2.276)	(2,8)	(23,8)
Net profit (loss)		(5.994)	(5.353)	564	1.094	1.682	53,7	n.a.
Treasury shares		(6)	(6)	(6)	(6)	(6)	n.a.	n.a.
Non-controlling interests		4.602	4.603	4.593	7.033	7.207	2,5	56,6
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>		<b>108.163</b>	<b>107.942</b>	<b>108.837</b>	<b>116.114</b>	<b>115.301</b>	<b>(0,7)</b>	<b>6,6</b>

The prior-year comparatives were adjusted retrospectively due to the application of IAS 19 (amended) as of January 1, 2013.

# DT GROUP

## PROVISIONS FOR PENSIONS

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

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

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

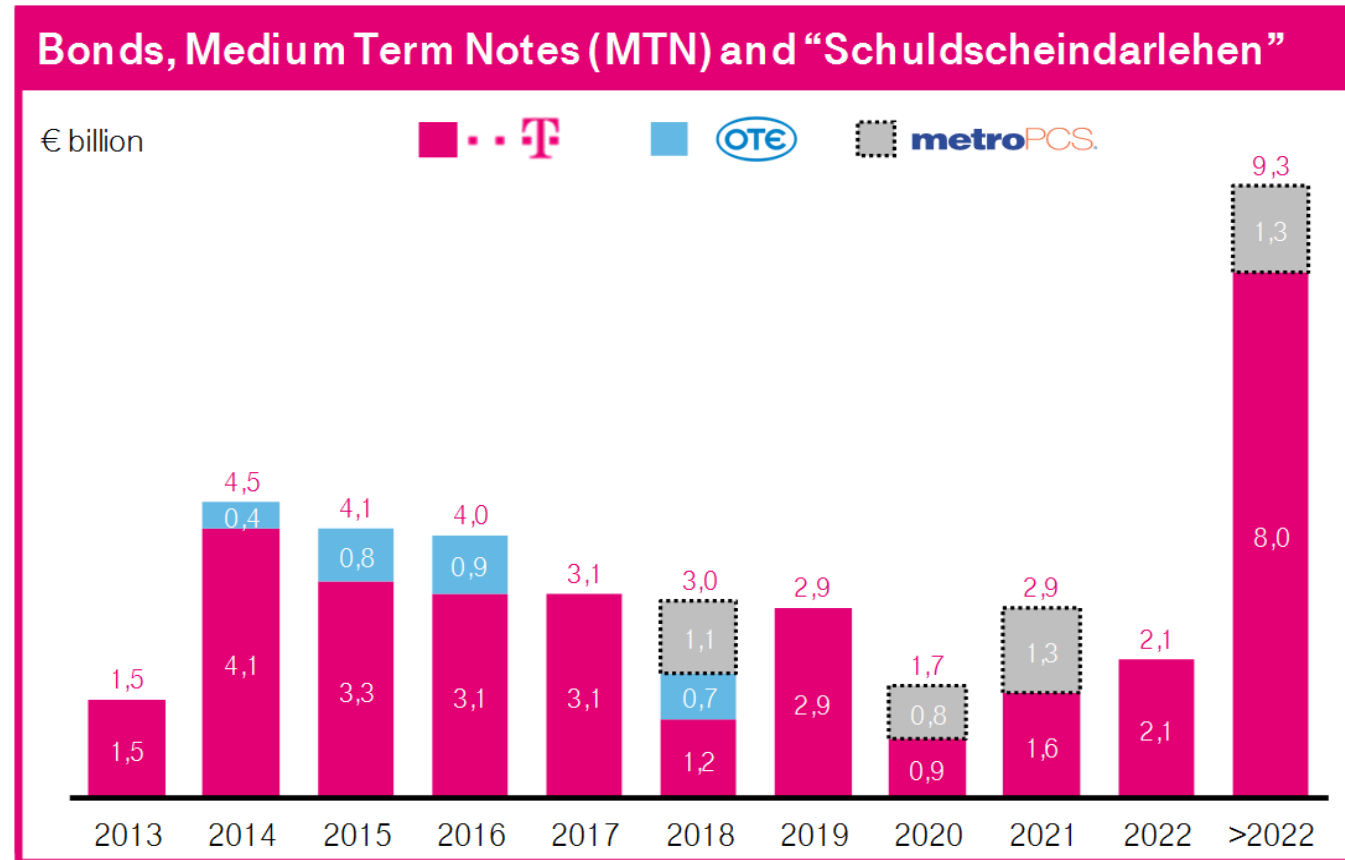
3 Actuarial losses/gains are via other comprehensive income directly billed vs. equity. Cumulative amount recorded in equity 2011: loss of 431 million €.

## LIQUIDITY RESERVE AS OF SEPTEMBER 30, 2013

€ billion	
58,1	Total line availability
18,4	<b>Liquidity reserve</b>
	Unused bank lines: € 11,6 bn Other liquid assets: € 6,8 bn
39,7	<b>Net-debt</b>
	<b>Gross debt</b> € 47,6 bn
	Bonds: € 39,2 bn
	Other financial liabilities: € 8,4 bn
	<b>Liquid financial assets</b> € 7,9 bn
Cash & equivalents: € 5,7 bn	
Available-for-sale/held-for-trading financial assets: € 0,3 bn	
Other financial assets: € 1,9 bn	
Numbers rounded	



# MATURITY PROFILE AS OF SEPTEMBER 30, 2013

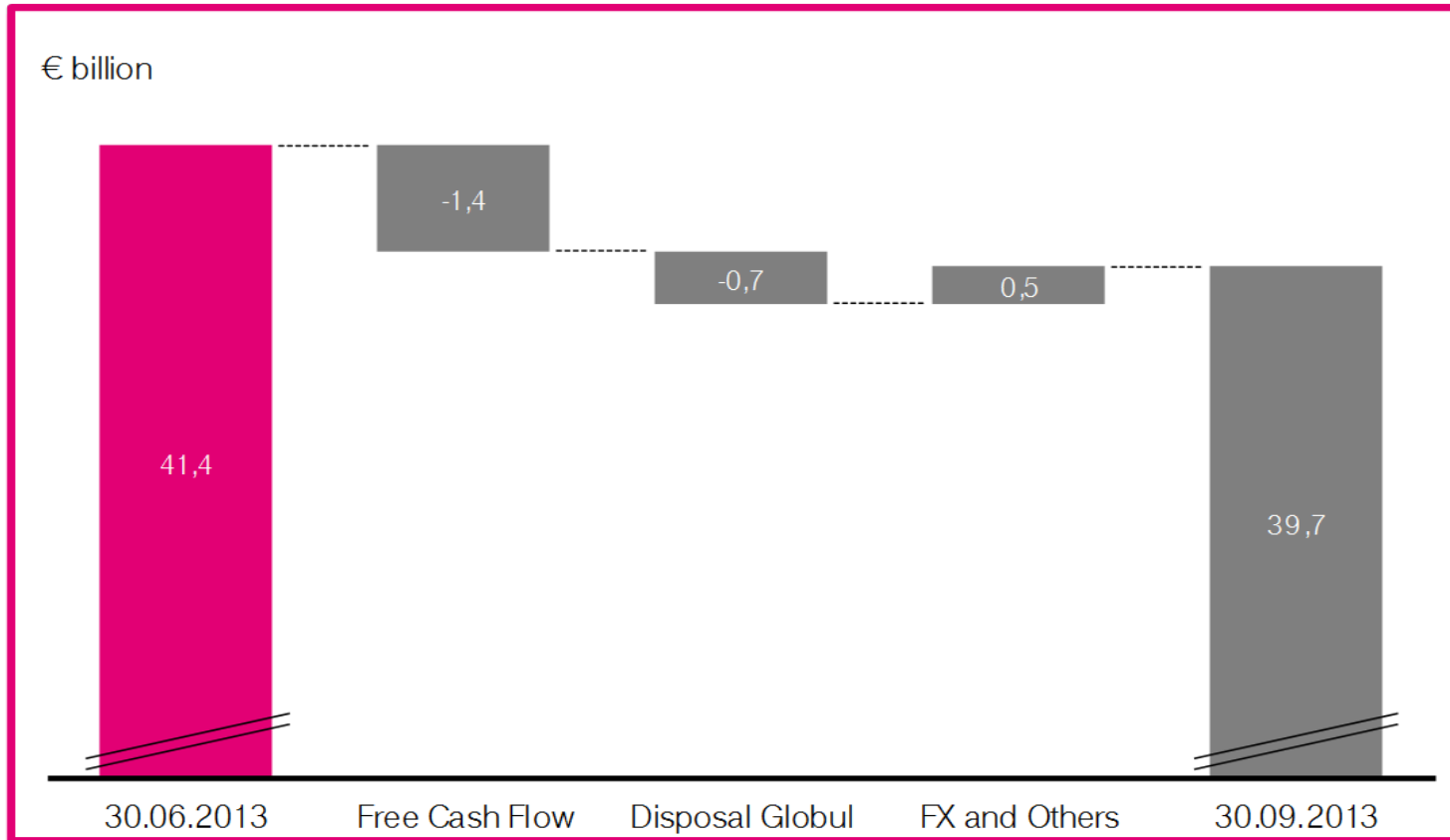


# DT GROUP

## NET DEBT

		Sep. 30, 2012	Dec. 31, 2012	Mar. 31, 2013	Jun. 30, 2013	Sep. 30, 2013	Change compared to prior quarter	Change compared to prior year
	Note	millions of €	millions of €	millions of €	millions of €	millions of €	%	%
Bonds		34.945	33.674	35.519	40.087	39.225	(2,2)	12,2
Other financial liabilities		9.246	9.283	7.694	8.466	8.366	(1,2)	(9,5)
<b>GROSS DEBT</b>		<b>44.191</b>	<b>42.957</b>	<b>43.213</b>	<b>48.553</b>	<b>47.591</b>	<b>(2,0)</b>	<b>7,7</b>
Cash and cash equivalents		2.529	4.026	4.540	5.243	5.675	8,2	n.a.
Available-for-sale/held-for-trading financial assets		132	27	15	269	301	11,9	n.a.
Other financial assets		2.529	2.044	1.539	1.667	1.889	13,3	(25,3)
<b>NET DEBT</b>		<b>39.001</b>	<b>36.860</b>	<b>37.119</b>	<b>41.374</b>	<b>39.726</b>	<b>(4,0)</b>	<b>1,9</b>

# NET DEBT DEVELOPMENT Q3 2013



Numbers rounded

## DT GROUP

### CASH CAPEX

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>CASH CAPEX</b>											
Germany		677	1.019	3.418	594	644	892	31,8	2.399	2.130	(11,2)
United States		865	699	2.560	852	804	767	(11,3)	1.861	2.423	30,2
Europe		333	594	1.724	1.382	518	496	48,9	1.130	2.396	n.a.
Systems Solutions		289	393	1.187	212	215	275	(4,8)	794	702	(11,6)
Group Headquarters & Group Services		50	113	379	77	94	97	94,0	266	268	0,8
Reconciliation		(16)	(379)	(836)	(93)	(77)	(149)	n.a.	(457)	(319)	30,2
<b>GROUP</b>	<b>1</b>	<b>2.198</b>	<b>2.439</b>	<b>8.432</b>	<b>3.024</b>	<b>2.198</b>	<b>2.378</b>	<b>8,2</b>	<b>5.993</b>	<b>7.600</b>	<b>26,8</b>
- thereof spectrum investment		288	82	411	937	130	118	(59,0)	329	1.185	n.a.

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

# DT GROUP

## FREE CASH FLOW

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
Net profit (loss)		(7.021)	641	(5.353)	564	530	588	n.a.	(5.994)	1.682	n.a.
Profit (loss) attributable to non-controlling interests		169	(29)	495	57	114	249	47,3	524	420	(19,8)
<b>PROFIT (LOSS) AFTER INCOME TAXES</b>		<b>(6.852)</b>	<b>612</b>	<b>(4.858)</b>	<b>621</b>	<b>644</b>	<b>837</b>	<b>n.a.</b>	<b>(5.470)</b>	<b>2.102</b>	<b>n.a.</b>
Depreciation, amortization and impairment losses		13.399	3.024	21.957	2.387	2.507	2.572	(80,8)	18.933	7.466	(60,6)
Income tax expense/(benefit)		(2.540)	462	(1.516)	391	220	304	n.a.	(1.978)	915	n.a.
Interest (income) and interest expenses		513	473	2.033	522	521	552	7,6	1.560	1.595	2,2
Other financial (income) expense		62	155	225	78	146	174	n.a.	70	398	n.a.
Share of (profit) loss of associates and joint ventures accounted for using the equity method		64	6	154	80	(6)	29	(54,7)	148	103	(30,4)
(Profit) loss on the disposal of fully consolidated subsidiaries		(6)	(1.444)	(1.450)	(55)	47	(122)	n.a.	(6)	(130)	n.a.
Other non-cash transactions		8	(5)	15	3	18	28	n.a.	20	49	n.a.
(Gain) loss from the disposal of intangible assets and property, plant and equipment		(132)	(3)	(83)	20	24	3	n.a.	(80)	47	n.a.
Change in assets carried as working capital		0	282	(24)	(348)	(508)	(37)	n.a.	(306)	(893)	n.a.
Change in provisions		(25)	387	(203)	(108)	(595)	67	n.a.	(590)	(636)	(7,8)
Change in other liabilities carried as working capital		107	(72)	(406)	199	657	(424)	n.a.	(334)	432	n.a.
Income taxes received (paid)		(305)	(176)	(694)	(184)	(173)	(157)	48,5	(518)	(514)	0,8
Dividends received		124	7	490	110	2	92	(25,8)	483	204	(57,8)
Net payments from entering into or canceling interest rate swaps		0	39	122	0	67	133	n.a.	83	200	n.a.
Break-up fee T-Mobile USA		0	0	157	0	0	0	n.a.	157	0	n.a.
Tax effect break-up fee T-Mobile USA		185	0	185	95	42	0	n.a.	185	137	(25,9)
Retention bonus T-Mobile USA/compensation payments for MetroPCS employees		0	4	128	0	51	1	n.a.	124	52	(58,1)
<b>CASH GENERATED FROM OPERATIONS</b>		<b>4.602</b>	<b>3.751</b>	<b>16.232</b>	<b>3.811</b>	<b>3.664</b>	<b>4.052</b>	<b>(12,0)</b>	<b>12.481</b>	<b>11.527</b>	<b>(7,6)</b>
Interest received (paid)		(415)	(336)	(2.185)	(764)	(540)	(411)	1,0	(1.849)	(1.715)	7,2
<b>NET CASH FROM OPERATING ACTIVITIES</b>		<b>4.187</b>	<b>3.415</b>	<b>14.047</b>	<b>3.047</b>	<b>3.124</b>	<b>3.641</b>	<b>(13,0)</b>	<b>10.632</b>	<b>9.812</b>	<b>(7,7)</b>
Cash outflows for investments in (proceeds from disposal of)		(1.843)	(2.310)	(7.808)	(2.009)	(2.015)	(2.214)	(20,1)	(5.498)	(6.238)	(13,5)
Intangible assets		(710)	(604)	(2.094)	(1.240)	(426)	(517)	27,2	(1.490)	(2.183)	(46,5)
Property, plant and equipment		(1.421)	(1.788)	(6.125)	(1.706)	(1.719)	(1.815)	(27,7)	(4.337)	(5.240)	(20,8)
Spectrum investment		288	82	411	937	130	118	(59,0)	329	1.185	n.a.
<b>FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS, SPECTRUM INVESTMENT, AT&amp;T TRANSACTION AND COMPENSATION PAYMENTS FOR METROPCS EMPLOYEES)</b>	<b>1</b>	<b>2.344</b>	<b>1.105</b>	<b>6.239</b>	<b>1.038</b>	<b>1.109</b>	<b>1.427</b>	<b>(39,1)</b>	<b>5.134</b>	<b>3.574</b>	<b>(30,4)</b>

1 And before AT&T transaction and compensation payments for MetroPCS employees.

# DT GROUP PERSONNEL<sup>1</sup>

AT REPORTING DATE	Note	Sep. 30,	Dec. 31,	Mar. 31,	Jun. 30,	Sep. 30,	Change compared to		Change compared to	
		2012	2012	2013	2013	2013	prior quarter		prior year	
							abs.	%	abs.	%
Germany		67.619	67.497	68.636	67.936	67.434	(502)	(0,7)	(185)	(0,3)
United States		28.532	30.288	29.826	33.489	34.132	643	1,9	5.600	19,6
Europe		58.987	57.196	57.440	57.143	55.000	(2.143)	(3,8)	(3.987)	(6,8)
Systems Solutions		52.894	52.847	51.565	50.297	50.212	(85)	(0,2)	(2.682)	(5,1)
Group Headquarters & Group Services		22.360	21.858	21.989	22.330	22.316	(14)	(0,1)	(44)	(0,2)
of which Vivento		8.400	8.200	8.200	8.300	8.100	(200)	(2,4)	(300)	(3,6)
<b>GROUP</b>		<b>230.392</b>	<b>229.686</b>	<b>229.456</b>	<b>231.195</b>	<b>229.094</b>	<b>(2.101)</b>	<b>(0,9)</b>	<b>(1.298)</b>	<b>(0,6)</b>
of which: Domestic		119.765	118.840	118.926	118.191	117.658	(533)	(0,5)	(2.107)	(1,8)
of which: International		110.627	110.846	110.530	113.004	111.436	(1.568)	(1,4)	809	0,7
of which: Civil servants (domestic)		22.559	21.958	21.963	21.239	20.988	(251)	(1,2)	(1.571)	(7,0)

AVERAGE	Note	Q3	Q4	Q1	Q2	Q3	Change compared to	
		2012	2012	2013	2013	2013	prior year	
							abs.	%
Germany		67.882	67.620	68.672	67.880	67.516	(366)	(0,5)
United States		28.586	29.634	30.033	31.971	33.881	5.295	18,5
Europe		59.025	58.314	57.495	57.263	55.590	(3.435)	(5,8)
Systems Solutions		52.816	52.991	51.598	50.823	50.187	(2.629)	(5,0)
Group Headquarters & Group Services		22.390	22.029	21.948	22.309	22.328	(62)	(0,3)
of which Vivento		8.400	8.400	8.200	8.300	8.100	(300)	(3,6)
<b>GROUP</b>		<b>230.699</b>	<b>230.588</b>	<b>229.746</b>	<b>230.246</b>	<b>229.502</b>	<b>(1.197)</b>	<b>(0,5)</b>
of which: Domestic		120.046	119.306	118.970	118.157	117.739	(2.307)	(1,9)
of which: International		110.653	111.282	110.776	112.089	111.763	1.110	1,0
of which: Civil servants (domestic)		22.693	22.215	21.974	21.336	21.087	(1.606)	(7,1)

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

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

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

As of May 1, 2013, including MetroPCS.

# EXCHANGE RATES

## AVERAGE

	Q3 2012 €	Q4 2012 €	FY 2012 €	Q1 2013 €	Q2 2013 €	Q3 2013 €
1 US Dollar (USD)	0,79957	0,77149	0,77820	0,75699	0,76530	0,75504
1 British pound (GBP)	1,26293	1,23880	1,23292	1,17465	1,17538	1,17022
100 Czech korunas (CZK)	3,98774	3,97398	3,97740	3,91222	3,87237	3,86870
100 Croatian kunas (HRK)	13,38220	13,28230	13,29600	13,18660	13,23430	13,25530
1,000 Hungarian forints (HUF)	3,53405	3,53309	3,45820	3,37393	3,38131	3,35604
100 Macedonian Denar (MKD)	1,62062	1,62297	1,62376	1,60447	1,61950	1,62362
100 Polish Zloty (PLN)	24,17340	24,30630	23,89580	24,06960	23,81640	23,54300
10 Romanian leu (RON)	2,20995	2,20682	2,24267	2,28004	2,27277	2,25165

## END OF PERIOD

	Sep. 30 2012 €	Dec. 31 2012 €	Mar. 31 2013 €	Jun. 30 2013 €	Sep. 30 2013 €
1 US Dollar (USD)	0,77382	0,75845	0,78089	0,76482	0,74085
1 British pound (GBP)	1,25336	1,22643	1,18171	1,16541	1,19542
100 Czech korunas (CZK)	3,97351	3,98309	3,88554	3,85410	3,88750
100 Croatian kunas (HRK)	13,43120	13,23580	13,16710	13,42880	13,13020
1,000 Hungarian forints (HUF)	3,51266	3,41775	3,28837	3,38437	3,35295
100 Macedonian Denar (MKD)	1,61822	1,60626	1,62991	1,62286	1,62273
100 Polish Zloty (PLN)	24,35390	24,48640	23,94350	23,06330	23,67970
10 Romanian leu (RON)	2,20312	2,25069	2,26277	2,24026	2,24175

## GERMANY

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)<sup>1</sup>

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>	2	5.736	5.748	22.750	5.566	5.612	5.670	(1,2)	17.002	16.848	(0,9)
<b>NET REVENUE</b>		5.394	5.403	21.398	5.216	5.274	5.331	(1,2)	15.995	15.821	(1,1)
<b>EBITDA</b>		2.401	2.074	9.166	2.255	2.279	2.375	(1,1)	7.092	6.909	(2,6)
EBITDA margin (EBITDA / total revenue)	%	41,9	36,1	40,3	40,5	40,6	41,9	n.a.	41,7	41,0	(0,7p)
Depreciation, amortization and impairment losses		(1.083)	(1.107)	(4.393)	(966)	(978)	(989)	8,7	(3.286)	(2.933)	10,7
Profit (loss) from operations = EBIT		1.318	967	4.773	1.289	1.301	1.386	5,2	3.806	3.976	4,5
<b>CASH CAPEX</b>		677	1.019	3.418	594	644	892	31,8	2.399	2.130	(11,2)
<b>CASH CONTRIBUTION</b>		1.724	1.055	5.748	1.661	1.635	1.483	(14,0)	4.693	4.779	1,8

### FINANCIALS (AS REPORTED)<sup>1</sup>

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		5.736	5.731	22.736	5.566	5.565	5.670	(1,2)	17.005	16.801	(1,2)
<b>NET REVENUE</b>		5.394	5.386	21.384	5.216	5.227	5.331	(1,2)	15.998	15.774	(1,4)
<b>EBITDA</b>		2.277	1.898	8.606	2.118	2.161	2.268	(0,4)	6.708	6.547	(2,4)
EBITDA margin (EBITDA / total revenue)	%	39,7	33,1	37,9	38,1	38,8	40,0	0,3p	39,4	39,0	(0,4p)
Depreciation, amortization and impairment losses		(1.083)	(1.107)	(4.393)	(966)	(978)	(989)	8,7	(3.286)	(2.933)	10,7
Profit (loss) from operations = EBIT		1.194	791	4.213	1.152	1.183	1.279	7,1	3.422	3.614	5,6
<b>CASH CAPEX</b>		677	1.019	3.418	594	644	892	31,8	2.399	2.130	(11,2)
<b>CASH CONTRIBUTION</b>		1.600	879	5.188	1.524	1.517	1.376	(14,0)	4.309	4.417	2,5

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

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

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

As of April 1, 2013, deconsolidation of SAF Forderungsmanagement GmbH.

<sup>2</sup> Special factors affecting Total revenue: EUR +3 mn in Q2/12; EUR -17 mn in Q4/12 and EUR -47 mn in Q2/13 within Wholesale Services (ULL).



## GERMANY

### EBITDA RECONCILIATION<sup>1</sup>

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>5.736</b>	<b>5.731</b>	<b>22.736</b>	<b>5.566</b>	<b>5.565</b>	<b>5.670</b>	<b>(1,2)</b>	<b>17.005</b>	<b>16.801</b>	<b>(1,2)</b>
<b>TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)</b>	<b>2</b>	<b>5.736</b>	<b>5.748</b>	<b>22.750</b>	<b>5.566</b>	<b>5.612</b>	<b>5.670</b>	<b>(1,2)</b>	<b>17.002</b>	<b>16.848</b>	<b>(0,9)</b>
Profit (loss) from operations = EBIT		1.194	791	4.213	1.152	1.183	1.279	7,1	3.422	3.614	5,6
- Depreciation, amortization and impairment losses		(1.083)	(1.107)	(4.393)	(966)	(978)	(989)	8,7	(3.286)	(2.933)	10,7
<b>= EBITDA</b>		<b>2.277</b>	<b>1.898</b>	<b>8.606</b>	<b>2.118</b>	<b>2.161</b>	<b>2.268</b>	<b>(0,4)</b>	<b>6.708</b>	<b>6.547</b>	<b>(2,4)</b>
EBITDA margin	%	39,7	33,1	37,9	38,1	38,8	40,0	0,3p	39,4	39,0	(0,4p)
- Special factors affecting EBITDA		(124)	(176)	(560)	(137)	(118)	(107)	13,7	(384)	(362)	5,7
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>2.401</b>	<b>2.074</b>	<b>9.166</b>	<b>2.255</b>	<b>2.279</b>	<b>2.375</b>	<b>(1,1)</b>	<b>7.092</b>	<b>6.909</b>	<b>(2,6)</b>
EBITDA margin (adjusted for special factors)	%	41,9	36,1	40,3	40,5	40,6	41,9	n.a.	41,7	41,0	(0,7p)

### SPECIAL FACTORS

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(124)</b>	<b>(176)</b>	<b>(560)</b>	<b>(137)</b>	<b>(118)</b>	<b>(107)</b>	<b>13,7</b>	<b>(384)</b>	<b>(362)</b>	<b>5,7</b>
- of which personnel		(118)	(123)	(492)	(123)	(150)	(103)	12,7	(369)	(376)	(1,9)
- of which other		(6)	(53)	(68)	(14)	32	(4)	33,3	(15)	14	n.a.
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(124)</b>	<b>(176)</b>	<b>(560)</b>	<b>(137)</b>	<b>(118)</b>	<b>(107)</b>	<b>13,7</b>	<b>(384)</b>	<b>(362)</b>	<b>5,7</b>
- of which personnel		(118)	(123)	(492)	(123)	(150)	(103)	12,7	(369)	(376)	(1,9)
- of which other		(6)	(53)	(68)	(14)	32	(4)	33,3	(15)	14	n.a.

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

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

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

As of April 1, 2013, deconsolidation of SAF Forderungsmanagement GmbH.

<sup>2</sup> Special factors affecting Total revenue: EUR +3 mn in Q2/12; EUR -17 mn in Q4/12 and EUR -47 mn in Q2/13 within Wholesale Services (ULL).

## GERMANY OPERATIONALS

	Note	Q3 2012	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Change %	
<b>GERMANY</b>								
<b>ACCESS LINES</b>								
Fixed network	('000)	1	22.620	22.384	22.113	21.880	21.625	(4,4)
IP	('000)	1	750	937	1.215	1.474	1.774	n.a.
Broadband	('000)	1	12.424	12.427	12.443	12.430	12.383	(0,3)
TV (incl. IPTV, SAT)	('000)	1	1.906	1.966	2.036	2.078	2.121	11,3
ULLs	('000)	1	9.453	9.436	9.422	9.359	9.299	(1,6)
Wholesale bundled	('000)	1	562	518	483	455	419	(25,4)
Wholesale unbundled	('000)	1	1.283	1.303	1.362	1.418	1.495	16,5
<b>MOBILE COSTUMERS</b>								
Total	('000)		35.994	36.568	37.005	37.492	37.936	5,4
- contract	('000)		19.133	19.570	20.011	20.445	20.915	9,3
- prepaid	('000)		16.861	16.997	16.994	17.047	17.021	0,9

## CONSUMER OPERATIONALS

	Note	Q3 2012	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Change %	
<b>GERMANY - CONSUMER</b>								
<b>ACCESS LINES</b>								
Fixed network	('000)	1	18.004	17.789	17.536	17.331	17.109	(5,0)
IP	('000)	1	696	856	1.119	1.355	1.629	n.a.
Broadband	('000)	1	10.037	10.039	10.035	10.024	9.983	(0,5)
TV (incl. IPTV, SAT)	('000)	1	1.748	1.804	1.866	1.906	1.948	11,4
<b>MOBILE COSTUMERS</b>								
Total	('000)		28.513	28.811	29.064	29.343	29.623	3,9
- contract	('000)		13.650	13.990	14.396	14.762	15.159	11,1
- prepaid	('000)	2	14.864	14.821	14.668	14.581	14.463	(2,7)

## BUSINESS CUSTOMERS OPERATIONALS

	Note	Q3 2012	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Change %	
<b>GERMANY - BUSINESS</b>								
<b>ACCESS LINES</b>								
Fixed network	('000)	1	3.527	3.510	3.515	3.490	3.465	(1,8)
IP	('000)	1	40	55	81	103	128	n.a.
Broadband	('000)	1	2.058	2.062	2.083	2.080	2.074	0,8
TV (incl. IPTV, SAT)	('000)	1	157	161	168	170	172	9,6
<b>MOBILE COSTUMERS</b>								
Mobile communications	('000)		7.481	7.757	7.941	8.149	8.314	11,1
- contract	('000)		5.483	5.581	5.615	5.683	5.755	5,0
- prepaid (M2M)	('000)	2	1.997	2.176	2.326	2.467	2.558	28,1

1 Figures do not add up.

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

## GERMANY

### REVENUE SPLIT - PRODUCTS<sup>1</sup>

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>GERMANY</b>		<b>5.736</b>	<b>5.731</b>	<b>22.736</b>	<b>5.566</b>	<b>5.565</b>	<b>5.670</b>	<b>(1,2)</b>	<b>17.005</b>	<b>16.801</b>	<b>(1,2)</b>
<b>FIXED NETWORK</b>		<b>2.612</b>	<b>2.602</b>	<b>10.478</b>	<b>2.560</b>	<b>2.546</b>	<b>2.542</b>	<b>(2,7)</b>	<b>7.876</b>	<b>7.648</b>	<b>(2,9)</b>
of which Fixed Revenues (Fixed line)	2	1.889	1.876	7.587	1.864	1.856	1.835	(2,9)	5.711	5.555	(2,7)
Voice only revenues		579	565	2.350	553	542	529	(8,6)	1.785	1.624	(9,0)
Broadband revenues		1.095	1.087	4.400	1.078	1.075	1.065	(2,7)	3.313	3.218	(2,9)
TV revenues		215	224	837	233	239	241	12,1	613	713	16,3
of which Variable Revenues (Fixed line)	2	354	345	1.413	315	311	318	(10,2)	1.068	944	(11,6)
of which Revenues from add-on options (Fixed line)	2	39	41	159	43	39	41	5,1	118	123	4,2
thereof revenues from voice centric options		20	20	82	21	20	21	5,0	62	62	n.a.
thereof revenues from broadband centric options		7	8	30	7	7	7	n.a.	22	21	(4,5)
thereof revenues from TV centric options		11	13	46	15	12	13	18,2	33	40	21,2
<b>MOBILE COMMUNICATIONS</b>		<b>1.958</b>	<b>1.987</b>	<b>7.632</b>	<b>1.842</b>	<b>1.925</b>	<b>2.006</b>	<b>2,5</b>	<b>5.645</b>	<b>5.773</b>	<b>2,3</b>
of which Service Revenues		1.749	1.680	6.779	1.628	1.673	1.700	(2,8)	5.099	5.001	(1,9)
thereof Data Revenues		498	522	1.966	541	569	651	30,7	1.444	1.761	22,0
<b>WHOLESALE SERVICES FIXED NETWORK</b>		<b>909</b>	<b>869</b>	<b>3.595</b>	<b>865</b>	<b>825</b>	<b>863</b>	<b>(5,1)</b>	<b>2.726</b>	<b>2.553</b>	<b>(6,3)</b>
of which access full ULL		336	304	1.316	323	273	320	(4,8)	1.012	916	(9,5)
of which bundled and unbundled access line		100	101	402	103	104	107	7,0	301	314	4,3
<b>ONLINE CONSUMER SERVICES</b>	3	<b>21</b>	<b>21</b>	<b>83</b>	<b>18</b>	<b>21</b>	<b>20</b>	<b>(4,8)</b>	<b>62</b>	<b>59</b>	<b>(4,8)</b>
<b>VALUE-ADDED SERVICES</b>		<b>88</b>	<b>91</b>	<b>370</b>	<b>83</b>	<b>74</b>	<b>71</b>	<b>(19,3)</b>	<b>279</b>	<b>228</b>	<b>(18,3)</b>
<b>OTHERS</b>		<b>148</b>	<b>161</b>	<b>578</b>	<b>198</b>	<b>174</b>	<b>169</b>	<b>14,2</b>	<b>417</b>	<b>541</b>	<b>29,7</b>

## REVENUE SPLIT - SEGMENTS<sup>1</sup>

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>GERMANY</b>		<b>5.736</b>	<b>5.731</b>	<b>22.736</b>	<b>5.566</b>	<b>5.565</b>	<b>5.670</b>	<b>(1,2)</b>	<b>17.005</b>	<b>16.801</b>	<b>(1,2)</b>
Consumer		3.093	3.117	12.197	2.982	3.031	3.086	(0,2)	9.080	9.099	0,2
Business customers		1.420	1.429	5.680	1.391	1.414	1.431	0,8	4.251	4.236	(0,4)
Wholesale services		1.021	975	4.035	959	922	959	(6,1)	3.060	2.840	(7,2)
Value-added services		87	90	367	80	73	71	(18,4)	277	224	(19,1)
Others		115	120	457	154	125	123	7,0	337	402	19,3

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

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

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

As of April 1, 2013, deconsolidation of SAF Forderungsmanagement GmbH.

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

3 Contains mainly security packages and hosting storages.

## GERMANY

### MOBILE COMMUNICATIONS KPIS

	Note	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Q3 2013	Change %
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,4</b>	<b>1,4</b>	<b>1,5</b>	<b>1,4</b>	<b>1,5</b>	<b>1,4</b>	<b>0,0p</b>
- contract	(%)	1,0	1,1	1,2	1,1	1,2	1,1	0,1p
<b>SAC PER GROSS ADD</b>	(€)	<b>90</b>	<b>89</b>	<b>87</b>	<b>79</b>	<b>78</b>	<b>81</b>	<b>(10,0)</b>
- contract	(€)	139	158	143	136	123	133	(4,3)
- prepaid	(€)	31	18	22	12	25	20	(35,5)
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>206</b>	<b>270</b>	<b>216</b>	<b>197</b>	<b>210</b>	<b>213</b>	<b>3,4</b>
<b>ARPU</b>	(€)	<b>16</b>	<b>15</b>	<b>16</b>	<b>15</b>	<b>15</b>	<b>15</b>	<b>(6,3)</b>
- contract	(€)	27	26	27	24	25	24	(11,1)
- prepaid	(€)	4	4	4	3	3	4	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>41</b>	<b>43</b>	<b>41</b>	<b>44</b>	<b>45</b>	<b>48</b>	<b>7p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>83</b>	<b>84</b>	<b>84</b>	<b>81</b>	<b>85</b>	<b>84</b>	<b>1,2</b>
- contract	(min)	137	139	140	132	138	135	(1,5)

### CONSUMER - KPIS

	Note	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Q3 2013	Change %	
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>2</b>	<b>1,6</b>	<b>1,6</b>	<b>1,7</b>	<b>1,6</b>	<b>1,6</b>	<b>0,0p</b>	
- contract	(%)	1,0	1,2	1,3	1,1	1,3	1,2	0,2p	
<b>SAC PER GROSS ADD</b>	(€)	<b>1</b>	<b>88</b>	<b>86</b>	<b>85</b>	<b>74</b>	<b>75</b>	<b>80</b>	<b>(9,1)</b>
- contract	(€)	1	133	151	137	125	114	124	(6,8)
- prepaid	(€)	1	36	22	26	15	29	25	(30,6)
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>1</b>	<b>223</b>	<b>297</b>	<b>230</b>	<b>234</b>	<b>229</b>	<b>227</b>	<b>1,8</b>
<b>ARPU</b>	(€)	<b>2</b>	<b>14</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>(7,1)</b>	
- contract	(€)	2	24	23	24	22	22	(8,3)	
- prepaid	(€)	2	5	4	4	4	4	(20,0)	
<b>NON-VOICE % OF ARPU</b>	(%)	<b>2</b>	<b>40</b>	<b>42</b>	<b>41</b>	<b>44</b>	<b>45</b>	<b>48</b>	<b>8p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>2</b>	<b>77</b>	<b>78</b>	<b>76</b>	<b>76</b>	<b>80</b>	<b>80</b>	<b>3,9</b>
- contract	(min)	2	124	125	126	119	125	122	(1,6)

### BUSINESS CUSTOMERS - KPIS

	Note	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Q3 2013	Change %	
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>2</b>	<b>0,8</b>	<b>0,7</b>	<b>0,8</b>	<b>0,8</b>	<b>0,8</b>	<b>0,0p</b>	
- contract	(%)	2	0,8	0,8	0,9	1,0	0,8	0,0p	
<b>SAC PER GROSS ADD</b>	(€)	<b>1</b>	<b>98</b>	<b>99</b>	<b>96</b>	<b>98</b>	<b>89</b>	<b>85</b>	<b>(13,3)</b>
- contract	(€)	1	172	186	169	190	166	175	1,7
- prepaid	(€)	1	3	3	3	3	4	0	(100,0)
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>1</b>	<b>170</b>	<b>222</b>	<b>189</b>	<b>142</b>	<b>175</b>	<b>187</b>	<b>10,0</b>
<b>ARPU</b>	(€)	<b>2</b>	<b>25</b>	<b>24</b>	<b>25</b>	<b>23</b>	<b>23</b>	<b>22</b>	<b>(12,0)</b>
- contract	(€)	2	33	32	33	31	32	31	(6,1)
- prepaid	(€)	2	3	2	2	2	2	2	(33,3)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>2</b>	<b>42</b>	<b>46</b>	<b>42</b>	<b>46</b>	<b>44</b>	<b>47</b>	<b>5p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>2</b>	<b>134</b>	<b>136</b>	<b>138</b>	<b>128</b>	<b>133</b>	<b>129</b>	<b>(3,7)</b>
- contract	(min)	2	181	186	185	179	188	185	2,2

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

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

# GERMANY

## SINGLE PLAY

SINGLE PLAY <sup>1</sup>	CALL START <sup>2</sup>	CALL BASIC <sup>2,3</sup>	CALL COMFORT <sup>2</sup>
	Standard voice usage per minute	Standard up to 120 minutes included within Germany	Standard flat rate within Germany
	from € 17.95	from € 19.95	from € 29.95
CITY, CDL	CENT/MINUTE		CENT/MINUTE
Off peak		2.9	0
Peak		2.9	0
international		from 2.9	
fixed to mobile		19.0	
CALLING PLANS			
CountryFlat 1		€ 3.94 per month	
CountryFlat 2		€ 14.95 per month	
fixed to mobile		12.9 cents/minute, minimum charge € 4 per month	
fixed to T-Mobile flatrate		€ 14.95 per month	
Set-up		One off charge PSTN € 69.95	
Installation Service Comfort		One off charge € 99.95	

1 For general conditions and further details, please see [www.telekom.de](http://www.telekom.de). All prices in € including VAT.

2 Standard-PSTN; Universal-PSTN + 8€

3 Universal up to 240 Min included

# GERMANY

## DOUBLE PLAY

DOUBLE PLAY <sup>1</sup>	CALL & SURF BASIC <sup>2</sup> (4.1)	CALL & SURF COMFORT <sup>2</sup>	CALL & SURF COMFORT VDSL <sup>2</sup>	CALL & SURF COMFORT PLUS <sup>2</sup>	CALL & SURF COMFORT PLUS VDSL <sup>2,7</sup>
	Bandwidth DSL 2 Mbit/s, flat rate Internet usage. <sup>5</sup>	Bandwidth DSL 16 Mbit/s, flat rate Internet usage and flat rate voice usage.	Bandwidth VDSL 50 Mbit/s <sup>4</sup> , flat rate Internet usage and flat rate voice usage.	Bandwidth DSL 16 Mbit/s, flat rate Internet usage and flat rate voice usage, Security pack, Hotspot flat, e-Mail-Paket.	Bandwidth DSL 50 Mbit/s, flat rate Internet usage and flat rate voice usage, Security pack, Hotspot flat, e-Mail-Paket.
	from € 29.95	from € 34.94	from € 39.95 <sup>3</sup>	from € 44.95 <sup>6</sup>	from € 49.95
CITY, DLD	CENT/MINUTE	CENT/MINUTE			
Off peak	2.9	0			
Peak	2.9	0			
international		from 2.9			
fixed to mobile		19.0			12.9
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				included
fixed to T-Mobile flatrate			€ 14.95 per month		
Set-up			One off charge PSTN / IP € 69.95		
Installation Service Comfort			One off charge € 99.95		

1 For general conditions and further details, please see [www.telekom.de](http://www.telekom.de). All prices in € including VAT.

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

3 Promotional price until 31.12.2013. Regular price 44.95€

4 Also available as Fiber 100 / 200 (IP-Product only) for 49.95 / 54.95 € (promotional price until 30.06.2014)

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

6 Promotional Price 39,95€ until Oct 2013 for customer retention (IP-Product only)

7 Available as PSTN-Product only

# GERMANY

## TRIPLE PLAY

<b>TRIPLE PLAY<sup>1</sup></b>	<b>ENTERTAIN COMFORT<sup>2</sup></b>	<b>ENTERTAIN PREMIUM<sup>2,3</sup></b>	<b>ENTERTAIN SAT<sup>2,7</sup></b>	<b>ENTERTAIN COMFORT SAT<sup>5,9</sup></b>
	Bandwidth DSL 16 Mbit/s plus <sup>4,5</sup> flat rate internet usage and flat rate voice usage, video on demand, IPTV basic package.	Bandwidth DSL 16 Mbit/s plus <sup>4,5</sup> flat rate Internet usage and flat rate voice usage, video on demand, IPTV premium package.	Bandwidth DSL min. 3 Mbit/s, flat rate Internet usage and flat rate voice usage, video on demand, IPTV basic package. No Pay TV possible.	Bandwidth DSL 16 Mbit/s plus <sup>4</sup> flat rate internet usage and flat rate voice usage, video on demand, IPTV basic package.
	from € 34.95 <sup>8</sup>	from € 44.95 <sup>6</sup>	from € 39.95	from € 34.95 <sup>8</sup>
<b>CITY, DLD</b>	<b>CENT/MINUTE</b>			
Off peak	0			
Peak	0			
international	from 2.9			
fixed to mobile	19.0			
<b>CALLING PLANS</b>				
CountryFlat 1	€ 3.94 per month			
CountryFlat 2	€ 14.95 per month			
fixed to mobile	12.9 cents/minute, minimum charge € 4 per month			
fixed to T-Mobile flatrate	€ 14.95 per month			
Set-up	One off charge PSTN / IP € 69.95			
Installation Service Comfort	One off charge € 99.95			

1 For general conditions and further details, please see [www.telekom.de](http://www.telekom.de). All prices in € including VAT.

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

3 IP-Product only.

4 Promotional price for new VDSL25/50 customers +5 € until 31.12.2013.

5 Also available as Fiber 100 / 200 with a promotional price +15 / +20 € (IP-Product only) until 31.12.13.

6 Promotional price for 24 month (24 \* -5€) for new Entertain customers until 11.11.2013; Regular price 44.95€/49.95€.

7 Digital SAT-Environment is necessary.

8 Promotional price for the first 6 month (6 \* -10€) and the following 18 month (18 \* -5€) for new Entertain customers until 11.11.2013; Regular price 44.95€.

# GERMANY

## SPECIAL ALLNET

<b>SPECIAL PLANS IN €</b>	<b>Special Allnet</b>
Monthly charge (without handset)	29.95
Monthly charge (with handset)	39.95
includes national voice minutes (on-net, fixed net, other mobile networks)	
- mobile to national fixed net	free
- on-net	free
- other mobile networks	free
- Voicebox	free
SMS (onnet, other networks)	free
Data Network	3G
Data Speed	8 Mbit/s
Data Volume until speed step down	200 MB
Activation fee	29.95
Duration of contract	24 months



# GERMANY

## COMPLETE COMFORT & COMPLETE PREMIUM

COMPLETE PLANS IN €	XS	S	M	L	XL	XXL	PREMIUM
Monthly charge (without handset)	15.96	27.96	39.96	55.96	63.96	79.96	-
Monthly charge (with handset)	19.95	34.95	49.95	69.95	79.95	99.95	149.95
includes national voice minutes (on-net, fixed net, other mobile networks)	50	100					
- mobile to national fixed net	0.29	0.29	free	free	free	free	free
- on-net	free	free	free	free	free	free	free
- other mobile networks	0.29	0.29	free	free	free	free	free
- Voicebox	free	free	free	free	free	free	free
International Calls (minutes)							1.000
includes SMS per month	50						
SMS (onnet, other networks)	0.19	free	free	free	free	free	free
HotSpot Flatrate	-	-	free	free	free	free	free
Data Network	3G	3G	3G/LTE	3G/LTE	3G/LTE	3G/LTE	3G/LTE
Data Speed	7.2 Mbit/s	16 Mbit/s	16 Mbit/s	50 Mbit/s	100 Mbit/s	150 Mbit/s	150 Mbit/s
Data Volume until speed step down	100 MB	500 MB	750 MB	1 GB	2 GB	5 GB	20 GB
MultiSim					free	free	free
VoIP	9.95	9.95	9.95	free	free	free	free
Tethering	free	free	free	free	free	free	free
Roaming Voice (Minutes)					50	100	250
Roaming SMS							1.000
Roaming Data <sup>1</sup>				4 x Travel & Surf WeekPass	4 x Travel & Surf WeekPass	8 x Travel & Surf WeekPass	16 x Travel & Surf WeekPass
Activation fee				29.95			
Duration of contract				24 months			

1 Travel & Surf WeekPass 50 MB within Europe (24 Monate)

# GERMANY

## MOBILE OPTIONS

<b>VOICE OPTIONS IN €</b>	<b>NETWORK FLAT (FixNet, VF, O2 or Eplus)</b>	<b>FIXED NUMBER</b>	<b>FAMILY</b>
Monthly charge	9.95	9.95	4.95
Additional national voice minutes (on-net, fixed net, other mobile networks)	Flat to other network	Flat from home zone	free calls between 4 mobil numbers (onnet)
<b>SMS OPTION IN €</b>	<b>SMS FLAT ALLNET</b>		
Monthly charge	9.95		
Additional SMS per month (on-net, other networks)	free		
<b>DATA OPTIONS IN €</b>	<b>LTE SPEED</b>	<b>MULTISIM</b>	
Monthly charge	9.95	4.95	
Data Speed	150 Mbit/s		
Additional Data Volume (per month)	250/500		

# GERMANY

## CALL

<b>CALL PLANS IN €</b>	<b>50</b>
Monthly charge (without handset)	9.95
Monthly charge (with handset)	-
includes national voice minutes (on-net, fixed net, other mobile networks)	50
- mobile to national fixed net	0.29
- on-net	0.29
- other mobile networks	0.29
- Voicebox	0.29
includes SMS per month	50
SMS (on-net, other networks)	0.19
Activation fee	29.95
Duration of contract	24 months

# GERMANY

## DOUBLE PLAY VIA WIRELESS (CALL & SURF VIA FUNK)

<b>DOUBLE PLAY VIA WIRELESS</b> <sup>1,2</sup>	<b>S</b>	<b>M</b>	<b>L</b>
Monthly Charge <sup>3</sup>	from € 34.95 <sup>4</sup>	from € 39.95 <sup>5</sup>	from € 49.95 <sup>6</sup>
Data Speed (Mbit/s)	16 Mbit/s	50 Mbit/s	100 Mbit/s
Data Volume until Speed Step Down (SSD)	10 GB	15 GB	30 GB
<b>Voice minutes</b>	<b>Cent/Minute</b>		
fixed net city	0		
fixed net national	0		
international	from 2.9		
fixed to mobile	19.0		
<b>Options</b>			
Speed On	14.95 € für 10 GB		
fixed to mobile	12.9 cents/minute, minimum charge € 4 per month		
mobile flat	to Telekom Mobile 14.95 € per month		
CountryFlat 1	€ 3.95 per month		
CountryFlat 2	€ 14.95 per month		
Mail & Cloud M	€ 4.95 per month		
Security Package	€ 3.95 per month		

1 For general conditions and further details, please see [www.telekom.de](http://www.telekom.de). All prices in € including VAT

2 Standard-PSTN; Universal-PSTN + 4€

3 without terminal equipment. Monthly rent for Router 4.95 €

4 Promotional price until 31.12.13. Regular price 39.95€

5 Promotional price until 31.12.13. Regular price 49.95€

6 Promotional price until 31.12.13. Regular price 69.95€

# FIXED NETWORK

## OVERVIEW DOM. INTERCONNECTION TARIFFS (EXCL. VAT)

TERMINATION FEES IN CENT/MIN.	PEAK (9:00-18:00), OLD	PEAK (9:00-18:00), NEW	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW
Local	0.45	0.36 <sup>1</sup>	0.32	0.25 <sup>1</sup>
Single transit	0.89 <sup>1a</sup>	0.40 <sup>1b</sup>	0.60 <sup>1a</sup>	0.28 <sup>1b</sup>
Double transit national	1.34 <sup>1a</sup>	0.40 <sup>1b</sup>	0.89 <sup>1a</sup>	0.28 <sup>1b</sup>
ORIGINATION FEES IN CENT/MIN.	PEAK (9:00-18:00), OLD	PEAK (9:00-18:00), NEW <sup>1</sup>	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW <sup>1</sup>
Local	0.45	0.36	0.32	0.25
Single transit	0.69	0.52	0.46	0.36
Double transit national	1.03	0.61	0.68	0.43
FULLY UNBUNDLED ("ULL")	OLD		NEW	
One time fee	30.83 <sup>2</sup>		31.01 <sup>3</sup>	
Monthly fee	10.08 <sup>4</sup>		10.19 <sup>5</sup>	
PARTIALLY UNBUNDLED ("LINE SHARING")	OLD		NEW	
One time fee	38.20 <sup>2</sup>		34.13 <sup>3</sup>	
Monthly fee	1.84 <sup>6</sup>		1.68 <sup>7</sup>	
IP-BSA ADSL SHARED (CLASSIC)	OLD		NEW	
One time fee	--		44.87 <sup>8,9</sup>	
Monthly fee	--		8.12 <sup>8,9</sup>	
IP-BSA ADSL STAND ALONE (CLASSIC)	OLD		NEW	
One time fee	--		47.68 <sup>8,9</sup>	
Monthly fee	--		18.20 <sup>8,9</sup>	

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

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

1b Prices are valid from 01/02/2013 to 28/02/2014.

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

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

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

5 Twisted pair copper access line valid to 30/06/2016.

6 valid to 30/06/2012.

7 valid to 30/06/2014.

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

9 No price changes since 01/07/2011.

## UNITED STATES

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3,915</b>	<b>3,793</b>	<b>15,371</b>	<b>3,541</b>	<b>4,825</b>	<b>5,108</b>	<b>30,5</b>	<b>11,578</b>	<b>13,474</b>	<b>16,4</b>
<b>NET REVENUE</b>		<b>3,913</b>	<b>3,792</b>	<b>15,365</b>	<b>3,540</b>	<b>4,824</b>	<b>5,106</b>	<b>30,5</b>	<b>11,573</b>	<b>13,470</b>	<b>16,4</b>
<b>EBITDA</b>	1	<b>994</b>	<b>805</b>	<b>3,840</b>	<b>888</b>	<b>930</b>	<b>1,082</b>	<b>8,9</b>	<b>3,035</b>	<b>2,900</b>	<b>(4,4)</b>
EBITDA margin (EBITDA / total revenues)	%	25,4	21,2	25,0	25,1	19,3	21,2	(4,2p)	26,2	21,5	(4,7p)
Depreciation, amortization and impairment losses	2	(652)	(424)	(2,277)	(396)	(529)	(607)	6,9	(1,853)	(1,532)	17,3
Profit (loss) from operations = EBIT	2	342	381	1,563	492	401	475	38,9	1,182	1,368	15,7
<b>CASH CAPEX</b>	3	<b>573</b>	<b>690</b>	<b>2,251</b>	<b>826</b>	<b>804</b>	<b>767</b>	<b>33,9</b>	<b>1,561</b>	<b>2,397</b>	<b>53,6</b>
<b>CASH CONTRIBUTION</b>	3	<b>421</b>	<b>115</b>	<b>1,589</b>	<b>62</b>	<b>126</b>	<b>315</b>	<b>(25,2)</b>	<b>1,474</b>	<b>503</b>	<b>(65,9)</b>

### FINANCIALS (AS REPORTED)

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3,915</b>	<b>3,793</b>	<b>15,371</b>	<b>3,541</b>	<b>4,825</b>	<b>5,108</b>	<b>30,5</b>	<b>11,578</b>	<b>13,474</b>	<b>16,4</b>
<b>NET REVENUE</b>		<b>3,913</b>	<b>3,792</b>	<b>15,365</b>	<b>3,540</b>	<b>4,824</b>	<b>5,106</b>	<b>30,5</b>	<b>11,573</b>	<b>13,470</b>	<b>16,4</b>
<b>EBITDA</b>		<b>1,133</b>	<b>2,245</b>	<b>5,319</b>	<b>854</b>	<b>884</b>	<b>1,019</b>	<b>(10,1)</b>	<b>3,074</b>	<b>2,757</b>	<b>(10,3)</b>
EBITDA margin (EBITDA / total revenue)	%	28,9	59,2	34,6	24,1	18,3	19,9	(9,0p)	26,6	20,5	(6,1p)
Depreciation, amortization and impairment losses		(11,241)	(424)	(12,866)	(396)	(529)	(607)	94,6	(12,442)	(1,532)	87,7
Profit (loss) from operations = EBIT		(10,108)	1,821	(7,547)	458	355	412	n.a.	(9,368)	1,225	n.a.
<b>CASH CAPEX</b>		<b>865</b>	<b>699</b>	<b>2,560</b>	<b>852</b>	<b>804</b>	<b>767</b>	<b>(11,3)</b>	<b>1,861</b>	<b>2,423</b>	<b>30,2</b>
<b>CASH CONTRIBUTION</b>		<b>268</b>	<b>1,546</b>	<b>2,759</b>	<b>2</b>	<b>80</b>	<b>252</b>	<b>(6,0)</b>	<b>1,213</b>	<b>334</b>	<b>(72,5)</b>

Including first-time consolidation of MetroPCS from May 1, 2013.

1 Excluding special factors affecting EBITDA of EUR 78mn in Q1/12, EUR 22mn in Q2/12, EUR (139)mn in Q3/12, EUR (1,440)mn in Q4/12, EUR 34mn in Q1/13, EUR 46mn in Q2/13 and EUR 63mn in Q3/13. Included in special factors for was a gain of EUR (1,444)mn recognized on the sale of wireless communication tower sites.

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

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

## UNITED STATES

### EBITDA RECONCILIATION

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3,915</b>	<b>3,793</b>	<b>15,371</b>	<b>3,541</b>	<b>4,825</b>	<b>5,108</b>	<b>30,5</b>	<b>11,578</b>	<b>13,474</b>	<b>16,4</b>
Profit (loss) from operations = EBIT	1	(10,108)	1,821	(7,547)	458	355	412	n.a.	(9,368)	1,225	n.a.
- Depreciation, amortization and impairment losses	1	(11,241)	(424)	(12,866)	(396)	(529)	(607)	94,6	(12,442)	(1,532)	87,7
<b>= EBITDA</b>		<b>1,133</b>	<b>2,245</b>	<b>5,319</b>	<b>854</b>	<b>884</b>	<b>1,019</b>	<b>(10,1)</b>	<b>3,074</b>	<b>2,757</b>	<b>(10,3)</b>
EBITDA margin	%	28,9	59,2	34,6	24,1	18,3	19,9	(9,0p)	26,6	20,5	(6,1p)
- Special factors affecting EBITDA		139	1,440	1,479	(34)	(46)	(63)	n.a.	39	(143)	n.a.
<b>= EBITDA ADJUSTED FOR SPECIAL FACTORS</b>	<b>2</b>	<b>994</b>	<b>805</b>	<b>3,840</b>	<b>888</b>	<b>930</b>	<b>1,082</b>	<b>8,9</b>	<b>3,035</b>	<b>2,900</b>	<b>(4,4)</b>
EBITDA margin (adjusted for special factors)	%	25,4	21,2	25,0	25,1	19,3	21,2	(4,2p)	26,2	21,5	(4,7p)

## SPECIAL FACTORS

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €
<b>EFFECTS ON EBITDA</b>		<b>139</b>	<b>1,440</b>	<b>1,479</b>	<b>(34)</b>	<b>(46)</b>	<b>(63)</b>	<b>39</b>	<b>(143)</b>
- of which personnel		(3)	6	(69)	(23)	(39)	(62)	(75)	(124)
- of which other		142	1,434	1,548	(11)	(7)	(1)	114	(19)
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(10,450)</b>	<b>1,440</b>	<b>(9,110)</b>	<b>(34)</b>	<b>(46)</b>	<b>(63)</b>	<b>(10,550)</b>	<b>(143)</b>
- of which personnel		(3)	6	(69)	(23)	(39)	(62)	(75)	(124)
- of which other		(10,447)	1,434	(9,041)	(11)	(7)	(1)	(10,475)	(19)

Including first-time consolidation of MetroPCS from May 1, 2013.

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

2 Excluding special factors affecting EBITDA of EUR 78mn in Q1/12, EUR 22mn in Q2/12, EUR (139)mn in Q3/12, EUR (1,440)mn in Q4/12, EUR 34mn in Q1/13, EUR 46mn in Q2/13 and EUR 63mn in Q3/13. Included in special factors for Q4/12 was a gain of EUR (1,444)mn recognized on the sale of wireless communication tower sites.

# UNITED STATES OPERATIONALS

	Note	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Q3 2013	Change %	Q1-Q3 2012	Q1-Q3 2013	Change %
<b>CUSTOMERS (END OF PERIOD)</b>	(‘000)	<b>33,327</b>	<b>33,389</b>	<b>33,389</b>	<b>33,968</b>	<b>44,016</b>	<b>45,039</b>	<b>35,1</b>	<b>33,327</b>	<b>45,039</b>	<b>35,1</b>
- Branded postpaid	(‘000)	20,809	20,293	20,293	20,094	20,783	21,430	3,0	20,809	21,430	3,0
- Branded prepay	(‘000)	5,659	5,826	5,826	6,028	14,935	14,960	n.a.	5,659	14,960	n.a.
<b>- BRANDED</b>	(‘000)	<b>26,468</b>	<b>26,119</b>	<b>26,119</b>	<b>26,122</b>	<b>35,718</b>	<b>36,390</b>	<b>37,5</b>	<b>26,468</b>	<b>36,390</b>	<b>37,5</b>
- Machine-to-machine	(‘000)	2,954	3,090	3,090	3,290	3,423	3,430	16,1	2,954	3,430	16,1
- MVNO	(‘000)	3,905	4,180	4,180	4,556	4,875	5,219	33,6	3,905	5,219	33,6
<b>- WHOLESALE</b>	(‘000)	<b>6,859</b>	<b>7,270</b>	<b>7,270</b>	<b>7,846</b>	<b>8,298</b>	<b>8,649</b>	<b>26,1</b>	<b>6,859</b>	<b>8,649</b>	<b>26,1</b>
<b>NET ADDS</b>	(‘000)	<b>160</b>	<b>61</b>	<b>203</b>	<b>579</b>	<b>1,130</b>	<b>1,023</b>	<b>n.a.</b>	<b>141</b>	<b>2,732</b>	<b>n.a.</b>
- Branded postpaid	(‘000)	(492)	(515)	(2,074)	(199)	688	648	n.a.	(1,559)	1,137	n.a.
- Branded prepay	(‘000)	365	166	1,007	202	(10)	24	(93,4)	840	216	(74,3)
<b>- BRANDED</b>	(‘000)	<b>(127)</b>	<b>(349)</b>	<b>(1,067)</b>	<b>3</b>	<b>678</b>	<b>672</b>	<b>n.a.</b>	<b>(719)</b>	<b>1,353</b>	<b>n.a.</b>
- Machine-to-machine	(‘000)	168	135	660	200	133	7	(95,8)	525	340	(35,2)
- MVNO	(‘000)	119	275	610	376	319	344	n.a.	335	1,039	n.a.
<b>- WHOLESALE</b>	(‘000)	<b>287</b>	<b>410</b>	<b>1,270</b>	<b>576</b>	<b>452</b>	<b>351</b>	<b>22,3</b>	<b>860</b>	<b>1,379</b>	<b>60,3</b>
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>3,4</b>	<b>3,7</b>	<b>3,4</b>	<b>3,3</b>	<b>3,3</b>	<b>3,6</b>	<b>0,2p</b>	<b>3,3</b>	<b>3,4</b>	<b>0,1p</b>
- Branded postpaid	(%)	2,3	2,5	2,4	1,9	1,6	1,7	(0,6p)	2,3	1,8	(0,5p)
- Branded prepay	(%)	6,2	7,0	6,4	7,0	5,4	5,0	(1,2p)	6,2	5,5	(0,7p)
<b>TOTAL REVENUES</b>	(€ million)	<b>3,915</b>	<b>3,793</b>	<b>15,371</b>	<b>3,541</b>	<b>4,825</b>	<b>5,108</b>	<b>30,5</b>	<b>11,578</b>	<b>13,474</b>	<b>16,4</b>
Service revenue	(€ million)	3,314	3,090	13,017	2,958	3,539	3,785	14,2	9,927	10,282	3,6
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>994</b>	<b>805</b>	<b>3,840</b>	<b>888</b>	<b>930</b>	<b>1,082</b>	<b>8,9</b>	<b>3,035</b>	<b>2,900</b>	<b>(4,4)</b>
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(%)	25,4	21,2	25,0	25,1	19,3	21,2	(4,2p)	26,2	21,5	(4,7p)
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(%)	30,0	26,1	29,5	30,0	26,3	28,6	(1,4p)	30,6	28,2	(2,4p)
<b>SAC PER BRANDED GROSS ADD</b>	(€)	<b>83</b>	<b>96</b>	<b>90</b>	<b>83</b>	<b>91</b>	<b>73</b>	<b>(12,0)</b>	<b>88</b>	<b>82</b>	<b>(6,8)</b>
- Branded postpaid	(€)	158	181	164	159	171	130	(17,7)	158	152	(3,8)
- Branded prepay	(€)	30	32	32	33	36	34	13,3	32	34	6,3
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>60</b>	<b>80</b>	<b>64</b>	<b>60</b>	<b>66</b>	<b>63</b>	<b>5,0</b>	<b>58</b>	<b>63</b>	<b>8,6</b>
<b>BLENDED ARPU</b>	(€)	<b>33</b>	<b>31</b>	<b>33</b>	<b>29</b>	<b>29</b>	<b>28</b>	<b>(15,2)</b>	<b>31</b>	<b>29</b>	<b>(6,5)</b>
- Branded postpaid	(€)	44	41	43	40	40	38	(13,6)	43	39	(9,3)
- Branded prepay	(€)	22	21	21	21	26	27	22,7	21	26	23,8
<b>NON-VOICE % OF ARPU</b>	(%)	<b>34</b>	<b>36</b>	<b>34</b>	<b>38</b>	<b>41</b>	<b>42</b>	<b>8,0p</b>	<b>33</b>	<b>41</b>	<b>8,0p</b>
<b>MOU PER BRANDED CUSTOMER</b>	(min)	<b>977</b>	<b>952</b>	<b>983</b>	<b>926</b>	<b>1,086</b>	<b>1,141</b>	<b>16,8</b>	<b>993</b>	<b>1,063</b>	<b>7,0</b>
- Branded postpaid	(min)	1,020	987	1,027	959	977	981	(3,8)	1,040	973	(6,4)
<b>CASH CAPEX</b>	(€ million)	<b>865</b>	<b>699</b>	<b>2,560</b>	<b>852</b>	<b>804</b>	<b>767</b>	<b>(11,3)</b>	<b>1,861</b>	<b>2,423</b>	<b>30,2</b>
<b>CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>573</b>	<b>690</b>	<b>2,251</b>	<b>826</b>	<b>804</b>	<b>767</b>	<b>33,9</b>	<b>1,561</b>	<b>2,397</b>	<b>53,6</b>
<b>CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>6</b>	<b>421</b>	<b>1,589</b>	<b>62</b>	<b>126</b>	<b>315</b>	<b>(25,2)</b>	<b>1,474</b>	<b>503</b>	<b>(65,9)</b>

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

1 On May 1, 2013, prepay customers increased by 8,918 tsd in connection with the acquisition of MetroPCS.

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

3 Excluding special factors affecting EBITDA of EUR 78mn in Q1/12, EUR 22mn in Q2/12, EUR (139)mn in Q3/12, EUR (1,440)mn in Q4/12, EUR 34mn in Q1/13, EUR 46mn in Q2/13 and EUR 63mn in Q3/13. Included in special factors for Q4/12 was a gain of EUR (1,444)mn recognized on the sale of wireless communication tower sites.

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

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

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



## UNITED STATES OPERATIONALS IN US-\$

	Note	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Q3 2013	Change %	Q1-Q3 2012	Q1-Q3 2013	Change %	
<b>CUSTOMERS (END OF PERIOD)</b>	( <sup>000</sup> )	<b>1</b>	<b>33,327</b>	<b>33,389</b>	<b>33,389</b>	<b>33,968</b>	<b>44,016</b>	<b>45,039</b>	<b>35,1</b>	<b>33,327</b>	<b>45,039</b>	<b>35,1</b>
- Branded postpaid	( <sup>000</sup> )		20,809	20,293	20,293	20,094	20,783	21,430	3,0	20,809	21,430	3,0
- Branded prepay	( <sup>000</sup> )		5,659	5,826	5,826	6,028	14,935	14,960	n.a.	5,659	14,960	n.a.
<b>- BRANDED</b>	( <sup>000</sup> )		<b>26,468</b>	<b>26,119</b>	<b>26,119</b>	<b>26,122</b>	<b>35,718</b>	<b>36,390</b>	<b>37,5</b>	<b>26,468</b>	<b>36,390</b>	<b>37,5</b>
- Machine-to-machine	( <sup>000</sup> )		2,954	3,090	3,090	3,290	3,423	3,430	16,1	2,954	3,430	16,1
- MVNO	( <sup>000</sup> )		3,905	4,180	4,180	4,556	4,875	5,219	33,6	3,905	5,219	33,6
<b>- WHOLESALE</b>	( <sup>000</sup> )		<b>6,859</b>	<b>7,270</b>	<b>7,270</b>	<b>7,846</b>	<b>8,298</b>	<b>8,649</b>	<b>26,1</b>	<b>6,859</b>	<b>8,649</b>	<b>26,1</b>
<b>NET ADDS</b>	( <sup>000</sup> )		<b>160</b>	<b>61</b>	<b>203</b>	<b>579</b>	<b>1,130</b>	<b>1,023</b>	<b>n.a.</b>	<b>141</b>	<b>2,732</b>	<b>n.a.</b>
- Branded postpaid	( <sup>000</sup> )		(492)	(515)	(2,074)	(199)	688	648	n.a.	(1,559)	1,137	n.a.
- Branded prepay	( <sup>000</sup> )		365	166	1,007	202	(10)	24	(93,4)	840	216	(74,3)
<b>- BRANDED</b>	( <sup>000</sup> )		<b>(127)</b>	<b>(349)</b>	<b>(1,067)</b>	<b>3</b>	<b>678</b>	<b>672</b>	<b>n.a.</b>	<b>(719)</b>	<b>1,353</b>	<b>n.a.</b>
- Machine-to-machine	( <sup>000</sup> )		168	135	660	200	133	7	(95,8)	525	340	(35,2)
- MVNO	( <sup>000</sup> )		119	275	610	376	319	344	n.a.	335	1,039	n.a.
<b>- WHOLESALE</b>	( <sup>000</sup> )		<b>287</b>	<b>410</b>	<b>1,270</b>	<b>576</b>	<b>452</b>	<b>351</b>	<b>22,3</b>	<b>860</b>	<b>1,379</b>	<b>60,3</b>
<b>AVERAGE MONTHLY CHURN</b>	(%)		<b>3,4</b>	<b>3,7</b>	<b>3,4</b>	<b>3,3</b>	<b>3,3</b>	<b>3,6</b>	<b>0,2p</b>	<b>3,3</b>	<b>3,4</b>	<b>0,1p</b>
- Branded postpaid	(%)		2,3	2,5	2,4	1,9	1,6	1,7	(0,6p)	2,3	1,8	(0,5p)
- Branded prepay	(%)		6,2	7,0	6,4	7,0	5,4	5,0	(1,2p)	6,2	5,5	(0,7p)
<b>TOTAL REVENUES</b>	(USD million)		<b>4,897</b>	<b>4,916</b>	<b>19,751</b>	<b>4,678</b>	<b>6,305</b>	<b>6,764</b>	<b>38,1</b>	<b>14,835</b>	<b>17,747</b>	<b>19,6</b>
Service revenue	(USD million)	2	4,146	4,005	16,726	3,908	4,624	5,013	20,9	12,721	13,545	6,5
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	3	<b>1,244</b>	<b>1,044</b>	<b>4,933</b>	<b>1,173</b>	<b>1,216</b>	<b>1,432</b>	<b>15,1</b>	<b>3,889</b>	<b>3,821</b>	<b>(1,7)</b>
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(%)		25,4	21,2	25,0	25,1	19,3	21,2	(4,2p)	26,2	21,5	(4,7p)
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(%)		30,0	26,1	29,5	30,0	26,3	28,6	(1,4p)	30,6	28,2	(2,4p)
<b>SAC PER BRANDED GROSS ADD</b>	(USD)		<b>104</b>	<b>124</b>	<b>115</b>	<b>110</b>	<b>119</b>	<b>96</b>	<b>(7,7)</b>	<b>112</b>	<b>108</b>	<b>(3,6)</b>
- Branded postpaid	(USD)	4	197	234	211	210	223	172	(12,7)	202	200	(1,0)
- Branded prepay	(USD)	5	38	42	41	44	46	45	18,4	41	45	9,8
<b>SRC PER RETAINED CUSTOMER</b>	(USD)		<b>75</b>	<b>103</b>	<b>82</b>	<b>79</b>	<b>86</b>	<b>83</b>	<b>10,7</b>	<b>74</b>	<b>83</b>	<b>12,2</b>
<b>BLENDED ARPU</b>	(USD)		<b>42</b>	<b>40</b>	<b>42</b>	<b>39</b>	<b>38</b>	<b>38</b>	<b>(9,5)</b>	<b>42</b>	<b>38</b>	<b>9,5</b>
- Branded postpaid	(USD)		55	53	55	52	52	51	(7,3)	56	52	(7,1)
- Branded prepay	(USD)		27	28	27	28	35	35	29,6	27	34	25,9
<b>NON-VOICE % OF ARPU</b>	(%)		<b>34</b>	<b>36</b>	<b>34</b>	<b>38</b>	<b>41</b>	<b>42</b>	<b>8,0p</b>	<b>33</b>	<b>41</b>	<b>8,0p</b>
<b>MOU PER BRANDED CUSTOMER</b>	(min)		<b>977</b>	<b>952</b>	<b>983</b>	<b>926</b>	<b>1,086</b>	<b>1,141</b>	<b>16,8</b>	<b>993</b>	<b>1,063</b>	<b>7,0</b>
- Branded postpaid	(min)		1,020	987	1,027	959	977	981	(3,8)	1,040	973	(6,4)
<b>CASH CAPEX</b>	(USD million)		<b>1,082</b>	<b>906</b>	<b>3,282</b>	<b>1,124</b>	<b>1,051</b>	<b>1,018</b>	<b>(5,9)</b>	<b>2,376</b>	<b>3,193</b>	<b>34,4</b>
<b>CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	6	<b>715</b>	<b>895</b>	<b>2,894</b>	<b>1,089</b>	<b>1,051</b>	<b>1,018</b>	<b>42,4</b>	<b>1,999</b>	<b>3,158</b>	<b>58,0</b>
<b>CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	6	<b>529</b>	<b>149</b>	<b>2,039</b>	<b>84</b>	<b>164</b>	<b>415</b>	<b>(21,6)</b>	<b>1,890</b>	<b>663</b>	<b>(64,9)</b>

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

1 On May 1, 2013, prepay customers increased by 8,918 tsd in connection with the acquisition of MetroPCS.

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

3 Excluding special factors affecting EBITDA of USD 103mn in Q1/12, USD 26mn in Q2/12, USD (173)mn in Q3/12, USD (1,866)mn in Q4/12, USD 44mn in Q1/13 and USD 60mn in Q2/13.

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

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

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

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

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

# UNITED STATES

## T-MOBILE USA

### SIMPLE CHOICE VALUE PLAN<sup>1,2,3,5,6,7,8</sup>

### PRICING<sup>9</sup>

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

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

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

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

6 All plans include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G plan which includes up to 2.5GB of Smartphone Mobile HotSpot data usage that is capped. Custom

3 On-network and domestic roaming data allotments differ: 500 MB full-speed plan includes 10 MB roaming; 2.5 GB, 4.5 GB and Unlimited 4G full-speed plans, and limited 2.5 GB, 4.5 GB and 6.5 GB Smartphone Mobile HotSpot features, include 50 MB roaming; 6.5

4 Customers may choose to add more full speed data in increments of 2 GB/each \$10 more per month per line, up to 12.5 GB of data.

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

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

### CLASSIC PLANS<sup>1,2,3,4,6,7,8,9</sup>

### PRICING,<sup>9</sup>

Unlimited Talk, Text and Web with up to 500MB of full speed data <sup>5</sup>	\$60,00
Unlimited Talk, Text and Web with up to 2.5 GB of full speed data <sup>5,6</sup>	\$80,00
Unlimited Talk, Text and Unlimited Nationwide 4G data (unlimited full speed data)	\$90,00

1 24-month contract required.

5 Customers may choose to add more full speed data in increments of 2 GB/each \$10 more per month per line, up to 12.5 GB of data.

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

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

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

7 All plans include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G plan which includes up to 2.5GB of Smartphone Mobile HotSpot data usage that is capped. Custo

4 On-network and domestic roaming data allotments differ: 500 MB full-speed plan includes 10 MB roaming; 2.5 GB, 4.5 GB and Unlimited 4G full-speed plans, and limited 2.5 GB, 4.5 GB and 6.5 GB Smartphone Mobile HotSpot features, include 50 MB roaming; 6.5

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

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

# UNITED STATES

## T-MOBILE USA

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

<b>DATA PLAN ADD-ON TO SIMPLE CHOICE MULTILINE<sup>2,3,5,6,7</sup></b>	<b>PRICING<sup>7</sup></b>
Add more full speed data in increments of 2GB, up to 12.5 GB of data (each line)	\$10.00 (more per line per 2 GB)
Unlimited Nationwide 4G data (unlimited full speed data)	\$20.00 (more per line)

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

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

3 On-network and domestic roaming data allotments differ: 500 MB full-speed plan includes 10 MB roaming; 2.5 GB, 4.5 GB and Unlimited 4G full-speed plans, and limited 2.5 GB, 4.5 GB and 6.5 GB Smartphone Mobile HotSpot features, include 50 MB roaming; 6.

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

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

5 All plans include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G plan which includes up to 2.5 GB of Smartphone Mobile HotSpot data usage that is capped. Custo

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

<b>CLASSIC PLAN<sup>1,2,3,4,5,6,7,8</sup></b>	<b>PRICING<sup>8</sup></b>
<b>INCLUDED FEATURES PER LINE</b>	
Unlimited Talk, Text and Web with up to 500MB of full speed data (first 2 lines)	\$100.00 for first 2 lines
Unlimited Talk, Text and Web with up to 500MB of full speed data (third, fourth, fifth lines)	\$20.00 per line

<b>DATA PLAN ADD-ON TO CLASSIC MULTILINE<sup>1,2,3,5,6,7,8</sup></b>	<b>PRICING<sup>8</sup></b>
Add up to 2GB full speed data for a total of 2.5GB of full speed data <sup>4</sup>	\$20.00 (more per line for 2.5GB)
Add more full speed data in increments of 2 GB, up to 12.5 GB of data (each line) <sup>4</sup>	\$10.00 (more per line per 2 GB)
Unlimited Nationwide 4G data (unlimited full speed data)	\$30.00 (more per line)

1 24-month contract required.

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

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

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

5 On-network and domestic roaming data allotments differ: 500 MB full-speed plan includes 10 MB roaming; 2.5 GB, 4.5 GB and Unlimited 4G full-speed plans, and limited 2.5 GB, 4.5 GB and 6.5 GB Smartphone Mobile HotSpot features, include 50 MB roaming; 6.

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

6 All plans include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G plan which includes up to 2.5 GB of Smartphone Mobile HotSpot data usage that is capped. Custo

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

# UNITED STATES

## T-MOBILE USA

### SIMPLE CHOICE PLAN (PAY IN ADVANCE)<sup>1,2,3,4,5,8,9,11</sup>

### PRICING<sup>11</sup>

Unlimited Talk, Text and Web with up to 500MB of full speed data<sup>5</sup>

\$50,00

Unlimited Talk, Text and Web with up to 2.5GB of full speed data<sup>6</sup>

\$60,00

Unlimited Talk, Text and Unlimited Nationwide 4G data (unlimited full speed data)<sup>7</sup>

\$70,00

1 No annual contract required.

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

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

4 Features available for until 30th day.

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

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

7 Unlimited Nationwide 4G plan for pay-in-advance does not include Smartphone Mobile HotSpot.

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

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

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

### TALK/TEXT

Unlimited International Talk & Text<sup>10</sup>

\$10,00

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

11 All prices reflect monthly charges. \$10 SIM starter kit may be required. Capable device required to achieve 4G speeds.

# UNITED STATES

## T-MOBILE USA

<b>SIMPLE CHOICE VALUE<sup>1,2,3 6</sup></b>	<b>PRICING<sup>1</sup></b>	<b>HOTSPOT ACCESS<sup>4</sup></b>
<b>MOBILE BROADBAND PLANS</b>		
Overage-Free Mobile Broadband 500 MB	\$20,00	Included
Overage-Free Mobile Broadband 2.5 GB <sup>5</sup>	\$30,00	Included
Overage-Free Mobile Broadband 4.5 GB <sup>5</sup>	\$40,00	Included
Overage-Free Mobile Broadband 6.5 GB <sup>5</sup>	\$50,00	Included
Overage-Free Mobile Broadband 8.5 GB <sup>5</sup>	\$60,00	Included
Overage-Free Mobile Broadband 10.5 GB <sup>5</sup>	\$70,00	Included
Overage-Free Mobile Broadband 12.5 GB <sup>5</sup>	\$80,00	Included

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

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

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

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

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

6 On-network and domestic roaming data allotments differ: 500 MB full-speed plan includes 10 MB roaming; 2.5 GB and 4.5 GB full-speed plans include 50 MB roaming; 6.5 GB and 8.5 GB full-speed plans include 100 MB roaming; and 10.5 GB and 12.5 GB full-spee

<b>NO ANNUAL CONTRACT BROADBAND PASSES (PAY IN ADVANCE)<sup>1</sup></b>	<b>PRICING<sup>1</sup></b>	<b>HOTSPOT ACCESS</b>
300 MB data (use for 7 days)	\$15,00	Not Included
1.5 GB data (use for 30 days)	\$25,00	Not Included
3.5 GB data (use for 30 days)	\$35,00	Not Included
5 GB data (use for 30 days)	\$50,00	Not Included

1 \$10 SIM starter kit may be required. Service available for time period and/or usage amount provided by Pass. For time period, a day is 12:00 a.m. to 11:59 p.m., based on time zone associated with account phone number. Usage rounded up to the nearest KR

<b>CLASSIC<sup>1,2,3,4</sup></b>	<b>PRICING<sup>2</sup></b>	<b>HOTSPOT ACCESS<sup>5</sup></b>
<b>MOBILE BROADBAND PLANS</b>		
Overage-Free Mobile Broadband 500 MB	\$30,00	Included
Overage-Free Mobile Broadband 2.5 GB <sup>6</sup>	\$50,00	Included
Overage-Free Mobile Broadband 4.5 GB <sup>6</sup>	\$60,00	Included
Overage-Free Mobile Broadband 6.5 GB <sup>6</sup>	\$70,00	Included
Overage-Free Mobile Broadband 8.5 GB <sup>6</sup>	\$80,00	Included
Overage-Free Mobile Broadband 10.5 GB <sup>6</sup>	\$90,00	Included
Overage-Free Mobile Broadband 12.5 GB <sup>6</sup>	\$100,00	Included

1 24-month contract required.

2 Prices reflect monthly recurring charges; taxes and fees additional. Credit approval and deposit may be required.

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

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

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

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

Capable device required to achieve 4G speeds.

## EUROPE

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.654</b>	<b>3.594</b>	<b>14.406</b>	<b>3.327</b>	<b>3.420</b>	<b>3.436</b>	<b>(6,0)</b>	<b>10.812</b>	<b>10.183</b>	<b>(5,8)</b>
<b>NET REVENUE</b>		<b>3.479</b>	<b>3.438</b>	<b>13.733</b>	<b>3.172</b>	<b>3.255</b>	<b>3.272</b>	<b>(5,9)</b>	<b>10.295</b>	<b>9.699</b>	<b>(5,8)</b>
<b>EBITDA</b>	<b>1</b>	<b>1.345</b>	<b>1.204</b>	<b>4.936</b>	<b>1.089</b>	<b>1.107</b>	<b>1.162</b>	<b>(13,6)</b>	<b>3.732</b>	<b>3.358</b>	<b>(10,0)</b>
EBITDA margin (EBITDA / total revenue)	%	36,8	33,5	34,3	32,7	32,4	33,8	(3,0p)	34,5	33,0	(1,5p)
Depreciation, amortization and impairment losses		(723)	(761)	(2.928)	(696)	(682)	(647)	10,5	(2.167)	(2.025)	6,6
Profit (loss) from operations = EBIT	2	622	443	2.008	393	425	515	(17,2)	1.565	1.333	(14,8)
<b>CASH CAPEX</b>	<b>3</b>	<b>333</b>	<b>515</b>	<b>1.604</b>	<b>471</b>	<b>388</b>	<b>378</b>	<b>13,5</b>	<b>1.089</b>	<b>1.237</b>	<b>13,6</b>
<b>CASH CONTRIBUTION</b>		<b>1.012</b>	<b>689</b>	<b>3.332</b>	<b>618</b>	<b>719</b>	<b>784</b>	<b>(22,5)</b>	<b>2.643</b>	<b>2.121</b>	<b>(19,8)</b>

### FINANCIALS (AS REPORTED)

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.654</b>	<b>3.594</b>	<b>14.406</b>	<b>3.327</b>	<b>3.420</b>	<b>3.436</b>	<b>(6,0)</b>	<b>10.812</b>	<b>10.183</b>	<b>(5,8)</b>
<b>NET REVENUE</b>		<b>3.479</b>	<b>3.438</b>	<b>13.733</b>	<b>3.172</b>	<b>3.255</b>	<b>3.272</b>	<b>(5,9)</b>	<b>10.295</b>	<b>9.699</b>	<b>(5,8)</b>
<b>EBITDA</b>		<b>1.340</b>	<b>1.041</b>	<b>4.728</b>	<b>1.131</b>	<b>1.106</b>	<b>1.265</b>	<b>(5,6)</b>	<b>3.687</b>	<b>3.502</b>	<b>(5,0)</b>
EBITDA margin (EBITDA / total revenue)	%	36,7	29,0	32,8	34,0	32,3	36,8	0,1p	34,1	34,4	0,3p
Depreciation, amortization and impairment losses		(723)	(1.121)	(3.291)	(696)	(682)	(647)	10,5	(2.170)	(2.025)	6,7
Profit (loss) from operations = EBIT		617	(80)	1.437	435	424	618	0,2	1.517	1.477	(2,6)
<b>CASH CAPEX</b>		<b>333</b>	<b>594</b>	<b>1.724</b>	<b>1.382</b>	<b>518</b>	<b>496</b>	<b>48,9</b>	<b>1.130</b>	<b>2.396</b>	<b>n.a.</b>
<b>CASH CONTRIBUTION</b>		<b>1.007</b>	<b>447</b>	<b>3.004</b>	<b>(251)</b>	<b>588</b>	<b>769</b>	<b>(23,6)</b>	<b>2.557</b>	<b>1.106</b>	<b>(56,7)</b>

1 Special factors affecting EBITDA: EUR 5mn in Q3/12, EUR 163mn in Q4/12, EUR -42mn in Q1/13, EUR 1mn in Q2/13 and EUR -103mn in Q3/13.

2 Special factors affecting EBIT: EUR 5mn in Q3/12 (thereof EUR 5mn resulting from EBITDA), EUR 523mn in Q4/12 (thereof EUR 163mn resulting from EBITDA), EUR -42mn in Q1/13 (thereof EUR -42mn resulting from EBITDA), EUR 1mn in Q2/13 (thereof EUR 1mn resulting from EBITDA) and EUR -103mn in Q3/13 (thereof EUR -103mn resulting from EBITDA)

3 Excluding payments for spectrum licences: EUR 7mn in Q4/12 at Greece, EUR 20mn in Q4/12 in Croatia, EUR 52mn in Q4/12 at Romania, EUR 911mn in Q1/13 in Netherlands, EUR 130mn in Q2/13 at Romania, EUR 107mn in Q3/13 in Poland, EUR 10mn in Q3/13 in Macedonia and EUR 1mn in Q3/13 in Hungary.

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

## EUROPE

### EBITDA RECONCILIATION

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.654</b>	<b>3.594</b>	<b>14.406</b>	<b>3.327</b>	<b>3.420</b>	<b>3.436</b>	<b>(6,0)</b>	<b>10.812</b>	<b>10.183</b>	<b>(5,8)</b>
<b>TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>3.654</b>	<b>3.594</b>	<b>14.406</b>	<b>3.327</b>	<b>3.420</b>	<b>3.436</b>	<b>(6,0)</b>	<b>10.812</b>	<b>10.183</b>	<b>(5,8)</b>
Profit (loss) from operations = EBIT		617	(80)	1.437	435	424	618	0,2	1.517	1.477	(2,6)
- Depreciation, amortization and impairment losses		(723)	(1.121)	(3.291)	(696)	(682)	(647)	10,5	(2.170)	(2.025)	6,7
<b>= EBITDA</b>		<b>1.340</b>	<b>1.041</b>	<b>4.728</b>	<b>1.131</b>	<b>1.106</b>	<b>1.265</b>	<b>(5,6)</b>	<b>3.687</b>	<b>3.502</b>	<b>(5,0)</b>
EBITDA margin	%	36,7	29,0	32,8	34,0	32,3	36,8	0,1p	34,1	34,4	0,3p
- Special factors affecting EBITDA		(5)	(163)	(208)	42	(1)	103	n.a.	(45)	144	n.a.
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>1.345</b>	<b>1.204</b>	<b>4.936</b>	<b>1.089</b>	<b>1.107</b>	<b>1.162</b>	<b>(13,6)</b>	<b>3.732</b>	<b>3.358</b>	<b>(10,0)</b>
EBITDA margin (adjusted for special factors)	%	36,8	33,5	34,3	32,7	32,4	33,8	(3,0p)	34,5	33,0	(1,5p)

### SPECIAL FACTORS

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(5)</b>	<b>(163)</b>	<b>(208)</b>	<b>42</b>	<b>(1)</b>	<b>103</b>	<b>n.a.</b>	<b>(45)</b>	<b>144</b>	<b>n.a.</b>
- of which personnel		(4)	(171)	(182)	(17)	(11)	(23)	n.a.	(11)	(51)	n.a.
- of which other		(1)	8	(26)	59	10	126	n.a.	(34)	195	n.a.
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(5)</b>	<b>(523)</b>	<b>(571)</b>	<b>42</b>	<b>(1)</b>	<b>103</b>	<b>n.a.</b>	<b>(48)</b>	<b>144</b>	<b>n.a.</b>
- of which personnel		(4)	(171)	(182)	(17)	(11)	(23)	n.a.	(11)	(51)	n.a.
- of which other	1	(1)	(352)	(389)	59	10	126	n.a.	(37)	195	n.a.

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

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

## EUROPE CUSTOMER SUMMARY

	Note	Q3 2012 '000	Q4 2012 '000	Q1 2013 '000	Q2 2013 '000	Q3 2013 '000	Change %
<b>GREECE</b>							
- Fixed network Access Lines	1	3,014	2,952	2,900	2,849	2,794	(7,3)
- Broadband Access Lines		1,170	1,203	1,234	1,257	1,270	8,5
- Mobile Customers		7,778	7,697	7,632	7,602	7,550	(2,9)
<b>ROMANIA</b>							
- Fixed network Access Lines	1	2,446	2,422	2,409	2,401	2,385	(2,5)
- Broadband Access Lines		1,114	1,134	1,142	1,156	1,175	5,5
- Mobile Customers	2	6,470	6,368	6,155	6,106	6,125	(5,3)
<b>HUNGARY</b>							
- Fixed network Access Lines	1	1,620	1,611	1,626	1,597	1,597	(1,4)
- Broadband Access Lines		868	875	884	891	906	4,4
- Mobile Customers		4,820	4,837	4,845	4,838	4,853	0,7
<b>POLAND</b>							
- Mobile Customers		15,575	16,040	15,919	15,969	15,667	0,6
<b>CZECH REPUBLIC</b>							
- Fixed network Access Lines	1	105	111	114	117	119	13,3
- Broadband Access Lines		105	111	114	117	119	13,3
- Mobile Customers		5,415	5,498	5,570	5,667	5,733	5,9
<b>CROATIA</b>							
- Fixed network Access Lines	1	1,206	1,208	1,192	1,174	1,156	(4,1)
- Broadband Access Lines		652	658	664	665	667	2,3
- Mobile Customers		2,443	2,326	2,309	2,350	2,392	(2,1)
<b>NETHERLANDS</b>							
- Fixed network Access Lines	1	288	283	283	272	270	(6,3)
- Broadband Access Lines		280	275	266	264	261	(6,8)
- Mobile Customers		4,761	4,720	4,622	4,561	4,534	(4,8)
<b>SLOVAKIA</b>							
- Fixed network Access Lines	1	977	960	945	932	919	(5,9)
- Broadband Access Lines		473	480	488	496	511	8,0
- Mobile Customers		2,313	2,311	2,289	2,273	2,263	(2,2)
<b>AUSTRIA</b>							
- Mobile Customers		4,076	4,104	4,090	4,073	4,044	(0,8)
<b>OTHER</b>							
- Fixed network Access Lines	1	432	427	400	392	385	(10,9)
- Broadband Access Lines		249	258	259	265	269	8,0
- Mobile Customers		3,445	3,457	3,518	3,548	3,663	6,3
<b>TOTAL</b>							
- Fixed network Access Lines	1	10,089	9,974	9,869	9,733	9,623	(4,6)
- IP	1	1,607	1,852	2,068	2,223	2,511	56,3
- Broadband Access Lines Retail		4,688	4,766	4,817	4,871	4,935	5,3
- Wholesale Bundled Access Lines		155	153	154	153	152	(1,9)
- Wholesale Unbundled Access Lines		67	74	80	86	91	35,8
- TV (IPTV, Sat, cable)	3	2,830	2,935	3,007	3,086	3,447	21,8
- Mobile Customers	4	57,096	57,357	56,949	56,985	56,825	(0,5)

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

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

3 Incl. der DIGI Slovakia since 1. September 2013.

4 The customers of our companies in Bulgaria have no longer been included in the Europe operating segment since August 1, 2013 following the sale of the shares held in the companies. They have been eliminated from all historical customer figures to improve comparability.



## GREECE

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>825</b>	<b>781</b>	<b>3.253</b>	<b>713</b>	<b>744</b>	<b>771</b>	<b>(6,5)</b>	<b>2.472</b>	<b>2.228</b>	<b>(9,9)</b>
- of which Fixed network		477	464	1.905	434	442	456	(4,4)	1.441	1.332	(7,6)
- of which Mobile communications		398	358	1.525	313	338	355	(10,8)	1.167	1.006	(13,8)
<b>EBITDA</b>	<b>1</b>	<b>314</b>	<b>272</b>	<b>1.205</b>	<b>282</b>	<b>282</b>	<b>301</b>	<b>(4,1)</b>	<b>933</b>	<b>865</b>	<b>(7,3)</b>
- of which Fixed network		135	121	543	152	140	144	6,7	422	436	3,3
- of which Mobile communications		163	136	613	122	133	142	(12,9)	477	397	(16,8)
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>38,1</b>	<b>34,8</b>	<b>37,0</b>	<b>39,6</b>	<b>37,9</b>	<b>39,0</b>	<b>0,9p</b>	<b>37,7</b>	<b>38,8</b>	<b>1,1p</b>
- of which Fixed network	<b>%</b>	28,3	26,1	28,5	35,0	31,7	31,6	3,3p	29,3	32,7	3,4p
- of which Mobile communications	<b>%</b>	41,0	38,0	40,2	39,0	39,3	40,0	(1,0p)	40,9	39,5	(1,4p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>74</b>	<b>131</b>	<b>318</b>	<b>52</b>	<b>85</b>	<b>88</b>	<b>18,9</b>	<b>187</b>	<b>225</b>	<b>20,3</b>
- of which Fixed network		36	79	169	23	32	45	25,0	90	100	11,1
- of which Mobile communications		37	51	146	29	51	43	16,2	95	123	29,5
<b>CASH CONTRIBUTION</b>		<b>240</b>	<b>141</b>	<b>887</b>	<b>230</b>	<b>197</b>	<b>213</b>	<b>(11,3)</b>	<b>746</b>	<b>640</b>	<b>(14,2)</b>
- of which Fixed network		99	42	374	129	108	99	0,0	332	336	1,2
- of which Mobile communications		126	85	467	93	82	99	(21,4)	382	274	(28,3)

1 Special factors affecting EBITDA: EUR 123mn in Q4/12, EUR -59mn in Q1/13, EUR 4mn in Q2/13 and EUR 5mn in Q3/13.

# GREECE

## OPERATIONALS

	Note	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Q3 2013	Change %	Q1-Q3 2012	Q1-Q3 2013	Change %	
<b>FIXED NETWORK (END OF PERIOD)</b>												
Fixed network Access Lines	('000)	1	3.014	2.952	2.952	2.900	2.849	2.794	(7,3)	3.014	2.794	(7,3)
- IP	('000)	1	0	0	0	4	5	7	n.a.	0	7	n.a.
Broadband Access Lines Retail	('000)		1.145	1.178	1.178	1.208	1.232	1.244	8,6	1.145	1.244	8,6
TV (IPTV, SAT, Cable)	('000)		96	119	119	149	175	218	n.a.	96	218	n.a.
Wholesale Bundled Access Lines	('000)		25	26	26	26	25	26	4,0	25	26	4,0
ULLs/Wholesale PSTN	('000)	1	1.802	1.844	1.844	1.873	1.892	1.902	5,5	1.802	1.902	5,5
Wholesale Unbundled Access Lines	('000)		0	0	0	0	0	0	n.a.	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>												
Service revenue	(€ million)		334	290	1.280	261	273	285	(14,7)	990	819	(17,3)
<b>CUSTOMERS</b>	('000)		<b>7.778</b>	<b>7.697</b>	<b>7.697</b>	<b>7.632</b>	<b>7.602</b>	<b>7.550</b>	<b>(2,9)</b>	<b>7.778</b>	<b>7.550</b>	<b>(2,9)</b>
- contract	('000)		2.293	2.302	2.302	2.286	2.284	2.262	(1,4)	2.293	2.262	(1,4)
- prepaid	('000)		5.485	5.395	5.395	5.345	5.318	5.288	(3,6)	5.485	5.288	(3,6)
<b>NET ADDS</b>	('000)		<b>(79)</b>	<b>(80)</b>	<b>(187)</b>	<b>(66)</b>	<b>(30)</b>	<b>(52)</b>	<b>34,2</b>	<b>(107)</b>	<b>(147)</b>	<b>(37,4)</b>
- contract	('000)		7	9	(18)	(16)	(3)	(21)	n.a.	(28)	(40)	(42,9)
- prepaid	('000)		(85)	(90)	(169)	(49)	(27)	(30)	64,7	(79)	(107)	(35,4)
<b>AVERAGE MONTHLY CHURN</b>	(%)		<b>2,4</b>	<b>2,2</b>	<b>2,1</b>	<b>1,6</b>	<b>1,6</b>	<b>2,0</b>	<b>(0,4p)</b>	<b>2,0</b>	<b>1,7</b>	<b>(0,3p)</b>
- contract	(%)		1,7	1,8	1,8	1,5	1,5	1,6	(0,1p)	1,8	1,5	(0,3p)
<b>SAC PER GROSS ADD</b>	(€)		<b>19</b>	<b>25</b>	<b>22</b>	<b>16</b>	<b>19</b>	<b>16</b>	<b>(15,8)</b>	<b>20</b>	<b>17</b>	<b>(15,0)</b>
- contract	(€)		67	72	68	62	72	69	3,0	66	68	3,0
- prepaid	(€)		2	3	2	2	1	1	(50,0)	2	2	0,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)		<b>51</b>	<b>54</b>	<b>53</b>	<b>48</b>	<b>51</b>	<b>50</b>	<b>(2,0)</b>	<b>52</b>	<b>50</b>	<b>(3,8)</b>
<b>ARPU</b>	(€)		<b>14</b>	<b>12</b>	<b>14</b>	<b>11</b>	<b>12</b>	<b>12</b>	<b>(14,3)</b>	<b>14</b>	<b>12</b>	<b>(14,3)</b>
- contract	(€)		33	29	31	27	28	29	(12,1)	32	28	(12,5)
- prepaid	(€)		7	5	6	5	5	6	(14,3)	7	5	(28,6)
<b>NON-VOICE % OF ARPU</b>	(%)		<b>18</b>	<b>20</b>	<b>19</b>	<b>21</b>	<b>23</b>	<b>25</b>	<b>7p</b>	<b>18</b>	<b>23</b>	<b>5p</b>
<b>MOU PER CUSTOMER</b>	(min)		<b>284</b>	<b>285</b>	<b>283</b>	<b>277</b>	<b>292</b>	<b>297</b>	<b>4,6</b>	<b>282</b>	<b>289</b>	<b>2,5</b>
- contract	(min)		409	407	396	390	427	438	7,1	392	418	6,6

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

## ROMANIA

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>260</b>	<b>253</b>	<b>1.037</b>	<b>243</b>	<b>248</b>	<b>254</b>	<b>(2,3)</b>	<b>784</b>	<b>745</b>	<b>(5,0)</b>
- of which Fixed network		154	149	619	145	149	152	(1,3)	470	446	(5,1)
- of which Mobile communications		118	114	463	108	111	116	(1,7)	349	335	(4,0)
<b>EBITDA</b>	<b>1</b>	<b>78</b>	<b>73</b>	<b>289</b>	<b>63</b>	<b>65</b>	<b>69</b>	<b>(11,5)</b>	<b>216</b>	<b>197</b>	<b>(8,8)</b>
- of which Fixed network		45	41	167	39	36	35	(22,2)	126	110	(12,7)
- of which Mobile communications		35	30	120	24	30	32	(8,6)	90	86	(4,4)
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>30,0</b>	<b>28,9</b>	<b>27,9</b>	<b>25,9</b>	<b>26,2</b>	<b>27,2</b>	<b>(2,8p)</b>	<b>27,6</b>	<b>26,4</b>	<b>(1,2p)</b>
- of which Fixed network	<b>%</b>	29,2	27,5	27,0	26,9	24,2	23,0	(6,2p)	26,8	24,7	(2,1p)
- of which Mobile communications	<b>%</b>	29,7	26,3	25,9	22,2	27,0	27,6	(2,1p)	25,8	25,7	(0,1p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>14</b>	<b>82</b>	<b>171</b>	<b>37</b>	<b>163</b>	<b>23</b>	<b>64,3</b>	<b>89</b>	<b>223</b>	<b>n.a.</b>
- of which Fixed network		9	19	57	13	18	13	44,4	38	44	15,8
- of which Mobile communications		5	63	114	24	145	10	n.a.	51	179	n.a.
<b>CASH CONTRIBUTION</b>		<b>64</b>	<b>(9)</b>	<b>118</b>	<b>26</b>	<b>(98)</b>	<b>46</b>	<b>(28,1)</b>	<b>127</b>	<b>(26)</b>	<b>n.a.</b>
- of which Fixed network		36	22	110	26	18	22	(38,9)	88	66	(25,0)
- of which Mobile communications		30	(33)	6	0	(115)	22	(26,7)	39	(93)	n.a.

1 Special factors affecting EBITDA: EUR 1mn in Q4/12, EUR 1mn in Q1/13, EUR 2mn in Q2/13 and EUR 8mn in Q3/13.

# ROMANIA

## OPERATIONALS

	Note	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Q3 2013	Change %	Q1-Q3 2012	Q1-Q3 2013	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000) 1	2.446	2.422	2.422	2.409	2.401	2.385	(2,5)	2.446	2.385	(2,5)
- IP	('000) 1	144	165	165	211	231	248	72,2	144	248	72,2
Broadband Access Lines Retail	('000)	1.114	1.134	1.134	1.142	1.156	1.175	5,5	1.114	1.175	5,5
TV (IPTV, SAT, Cable)	('000)	1.231	1.265	1.265	1.277	1.296	1.320	7,2	1.231	1.320	7,2
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
ULLs/Wholesale PSTN	('000) 1	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	96	94	384	89	94	98	2,1	290	281	(3,1)
<b>CUSTOMERS</b>	('000)	<b>6.470</b>	<b>6.368</b>	<b>6.368</b>	<b>6.155</b>	<b>6.106</b>	<b>6.125</b>	<b>(5,3)</b>	<b>6.470</b>	<b>6.125</b>	<b>(5,3)</b>
- contract	('000) 2	1.626	1.638	1.638	1.591	1.600	1.606	(1,2)	1.626	1.606	(1,2)
- prepaid	('000)	4.845	4.730	4.730	4.564	4.506	4.519	(6,7)	4.845	4.519	(6,7)
<b>NET ADDS</b>	('000)	<b>(39)</b>	<b>(102)</b>	<b>(131)</b>	<b>(213)</b>	<b>(49)</b>	<b>19</b>	<b>n.a.</b>	<b>(28)</b>	<b>(243)</b>	<b>n.a.</b>
- contract	('000) 2	20	13	138	(47)	9	6	(70,0)	125	(32)	n.a.
- prepaid	('000)	(60)	(115)	(269)	(166)	(58)	14	n.a.	(154)	(211)	(37,0)
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>3,8</b>	<b>3,8</b>	<b>3,6</b>	<b>3,8</b>	<b>3,0</b>	<b>3,3</b>	<b>(0,5p)</b>	<b>3,5</b>	<b>3,3</b>	<b>(0,2p)</b>
- contract	(%) 2	1,5	1,7	1,6	2,2	1,1	1,1	(0,4p)	1,6	1,5	(0,1p)
<b>SAC PER GROSS ADD</b>	(€)	<b>9</b>	<b>11</b>	<b>10</b>	<b>12</b>	<b>12</b>	<b>7</b>	<b>(22,2)</b>	<b>10</b>	<b>10</b>	<b>0,0</b>
- contract	(€)	67	66	64	69	82	59	(11,9)	63	70	11,1
- prepaid	(€)	1	1	2	2	1	1	0,0	2	1	(50,0)
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>1</b>	<b>46</b>	<b>30</b>	<b>25</b>	<b>24</b>	<b>22</b>	<b>n.a.</b>	<b>24</b>	<b>24</b>	<b>0,0</b>
<b>ARPU</b>	(€)	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>0,0</b>	<b>5</b>	<b>5</b>	<b>0,0</b>
- contract	(€)	11	11	11	11	11	11	0,0	12	11	(8,3)
- prepaid	(€)	3	3	3	3	3	3	0,0	3	3	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>12</b>	<b>13</b>	<b>12</b>	<b>15</b>	<b>14</b>	<b>16</b>	<b>4p</b>	<b>11</b>	<b>15</b>	<b>4p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>254</b>	<b>267</b>	<b>261</b>	<b>272</b>	<b>280</b>	<b>278</b>	<b>9,4</b>	<b>260</b>	<b>276</b>	<b>6,2</b>
- contract	(min)	400	409	411	394	407	396	(1,0)	412	399	(3,2)

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

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

# HUNGARY

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>363</b>	<b>398</b>	<b>1.429</b>	<b>393</b>	<b>386</b>	<b>377</b>	<b>3,9</b>	<b>1.031</b>	<b>1.156</b>	<b>12,1</b>
<b>PRODUCT VIEW</b>		<b>363</b>	<b>398</b>	<b>1.429</b>	<b>393</b>	<b>386</b>	<b>377</b>	<b>3,9</b>	<b>1.031</b>	<b>1.156</b>	<b>12,1</b>
- of which Fixed network	1	163	190	664	202	177	172	5,5	474	551	16,2
- of which Mobile communications		199	208	764	191	208	206	3,5	556	605	8,8
<b>SEGMENT VIEW</b>		<b>363</b>	<b>398</b>	<b>1.429</b>	<b>393</b>	<b>386</b>	<b>377</b>	<b>3,9</b>	<b>1.031</b>	<b>1.156</b>	<b>12,1</b>
- of which Consumer		233	244	901	224	233	234	0,4	657	691	5,2
- of which Business		74	76	290	68	69	67	(9,5)	214	204	(4,7)
<b>EBITDA</b>	2	<b>131</b>	<b>106</b>	<b>474</b>	<b>93</b>	<b>119</b>	<b>124</b>	<b>(5,3)</b>	<b>368</b>	<b>336</b>	<b>(8,7)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>36,1</b>	<b>26,6</b>	<b>33,2</b>	<b>23,7</b>	<b>30,8</b>	<b>32,9</b>	<b>(3,2p)</b>	<b>35,7</b>	<b>29,1</b>	<b>(6,6p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>49</b>	<b>59</b>	<b>257</b>	<b>54</b>	<b>46</b>	<b>72</b>	<b>46,9</b>	<b>198</b>	<b>172</b>	<b>(13,1)</b>
<b>CASH CONTRIBUTION</b>		<b>82</b>	<b>47</b>	<b>217</b>	<b>39</b>	<b>73</b>	<b>52</b>	<b>(36,6)</b>	<b>170</b>	<b>164</b>	<b>(3,5)</b>

1 Fixed Network include Total revenue of HU GHS.

2 Special factors affecting EBITDA: EUR 1mn in Q3/12, EUR 19mn in Q4/12, EUR 1mn in Q1/13 and EUR -4mn in Q2/13.

# HUNGARY

## OPERATIONALS

	Note	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Q3 2013	Change %	Q1-Q3 2012	Q1-Q3 2013	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	1	1.620	1.611	1.611	1.626	1.597	(1,4)	1.620	1.597	(1,4)
- IP	('000)	1	502	528	528	617	621	26,7	502	636	26,7
Broadband Access Lines Retail	('000)		773	785	785	801	812	7,6	773	832	7,6
TV (IPTV, SAT, Cable)	('000)		821	832	832	844	852	6,1	821	871	6,1
Wholesale Bundled Access Lines	('000)		67	62	62	57	54	(26,9)	67	49	(26,9)
ULLs/Wholesale PSTN	('000)	1	19	17	17	16	17	(10,5)	19	17	(10,5)
Wholesale Unbundled Access Lines	('000)		28	27	27	26	25	(10,7)	28	25	(10,7)
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)		181	179	691	159	166	(6,1)	512	495	(3,3)
<b>CUSTOMERS</b>	('000)		<b>4.820</b>	<b>4.837</b>	<b>4.837</b>	<b>4.845</b>	<b>4.838</b>	<b>0,7</b>	<b>4.820</b>	<b>4.853</b>	<b>0,7</b>
- contract	('000)		2.267	2.287	2.287	2.304	2.321	3,3	2.267	2.342	3,3
- prepaid	('000)		2.553	2.550	2.550	2.541	2.518	(1,6)	2.553	2.511	(1,6)
<b>NET ADDS</b>	('000)		<b>(1)</b>	<b>17</b>	<b>20</b>	<b>9</b>	<b>(7)</b>	<b>14</b>	<b>3</b>	<b>16</b>	<b>n.a.</b>
- contract	('000)		24	20	62	17	17	(12,5)	42	55	31,0
- prepaid	('000)		(25)	(3)	(43)	(8)	(24)	(7)	(39)	(39)	0,0
<b>AVERAGE MONTHLY CHURN</b>	(%)		<b>1,6</b>	<b>1,7</b>	<b>1,5</b>	<b>1,5</b>	<b>1,5</b>	<b>(0,1p)</b>	<b>1,5</b>	<b>1,5</b>	<b>0,0p</b>
- contract	(%)		1,0	1,4	1,2	1,3	1,1	0,1p	1,1	1,1	0,0p
<b>SAC PER GROSS ADD</b>	(€)		<b>15</b>	<b>21</b>	<b>19</b>	<b>19</b>	<b>18</b>	<b>46,7</b>	<b>18</b>	<b>20</b>	<b>11,1</b>
- contract	(€)		32	43	42	41	38	59,4	41	43	4,9
- prepaid	(€)		5	8	5	4	5	20,0	4	5	25,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)		<b>35</b>	<b>49</b>	<b>47</b>	<b>46</b>	<b>41</b>	<b>28,6</b>	<b>46</b>	<b>44</b>	<b>(4,3)</b>
<b>ARPU</b>	(€)		<b>13</b>	<b>12</b>	<b>12</b>	<b>11</b>	<b>11</b>	<b>(7,7)</b>	<b>12</b>	<b>11</b>	<b>(8,3)</b>
- contract	(€)		21	20	20	18	19	(9,5)	20	19	(5,0)
- prepaid	(€)		5	5	5	4	5	0,0	5	5	0,0
<b>NON-VOICE % OF ARPU</b>	(%)		<b>23</b>	<b>24</b>	<b>23</b>	<b>26</b>	<b>24</b>	<b>2p</b>	<b>23</b>	<b>25</b>	<b>2p</b>
<b>MOU PER CUSTOMER</b>	(min)		<b>159</b>	<b>160</b>	<b>160</b>	<b>150</b>	<b>157</b>	<b>(1,9)</b>	<b>160</b>	<b>154</b>	<b>(3,8)</b>
- contract	(min)		260	263	263	252	264	0,0	263	259	(1,5)

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

## POLAND

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>422</b>	<b>425</b>	<b>1.678</b>	<b>385</b>	<b>407</b>	<b>392</b>	<b>(7,1)</b>	<b>1.253</b>	<b>1.184</b>	<b>(5,5)</b>
- of which Consumer		259	257	1.021	234	257	242	(6,6)	764	733	(4,1)
- of which Business		146	151	587	137	140	130	(11,0)	436	407	(6,7)
<b>EBITDA</b>	<b>1</b>	<b>160</b>	<b>160</b>	<b>586</b>	<b>140</b>	<b>147</b>	<b>145</b>	<b>(9,4)</b>	<b>426</b>	<b>432</b>	<b>1,4</b>
EBITDA margin (EBITDA / total revenue)	%	37,9	37,6	34,9	36,4	36,1	37,0	(0,9p)	34,0	36,5	2,5p
<b>CASH CAPEX (AS REPORTED)</b>		<b>51</b>	<b>67</b>	<b>225</b>	<b>85</b>	<b>57</b>	<b>142</b>	<b>n.a.</b>	<b>158</b>	<b>284</b>	<b>79,7</b>
<b>CASH CONTRIBUTION</b>		<b>109</b>	<b>93</b>	<b>361</b>	<b>55</b>	<b>90</b>	<b>3</b>	<b>(97,2)</b>	<b>268</b>	<b>148</b>	<b>(44,8)</b>

### OPERATIONALS

	Note	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Q3 2013	Change %	Q1-Q3 2012	Q1-Q3 2013	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	364	351	1.441	315	314	292	(19,8)	1.090	921	(15,5)
<b>CUSTOMERS</b>	('000)	<b>15.575</b>	<b>16.040</b>	<b>16.040</b>	<b>15.919</b>	<b>15.969</b>	<b>15.667</b>	<b>0,6</b>	<b>15.575</b>	<b>15.667</b>	<b>0,6</b>
- contract	('000)	6.950	6.996	6.996	7.014	7.038	7.062	1,6	6.950	7.062	1,6
- prepaid	('000)	8.625	9.044	9.044	8.905	8.931	8.605	(0,2)	8.625	8.605	(0,2)
<b>NET ADDS</b>	('000)	<b>526</b>	<b>465</b>	<b>1.879</b>	<b>(121)</b>	<b>50</b>	<b>(302)</b>	<b>n.a.</b>	<b>1.414</b>	<b>(373)</b>	<b>n.a.</b>
- contract	('000)	66	46	231	18	23	24	(63,6)	185	66	(64,3)
- prepaid	('000)	460	419	1.648	(139)	27	(326)	n.a.	1.229	(438)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,4</b>	<b>1,5</b>	<b>1,4</b>	<b>2,4</b>	<b>2,1</b>	<b>2,6</b>	<b>1,2p</b>	<b>1,4</b>	<b>2,4</b>	<b>1,0p</b>
- contract	(%)	0,9	1,0	0,9	1,0	1,1	1,1	0,2p	0,9	1,1	0,2p
<b>SAC PER GROSS ADD</b>	(€)	<b>21</b>	<b>20</b>	<b>24</b>	<b>20</b>	<b>19</b>	<b>20</b>	<b>(4,8)</b>	<b>25</b>	<b>19</b>	<b>(24,0)</b>
- contract	(€)	94	89	107	82	68	67	(28,7)	113	72	(36,3)
- prepaid	(€)	2	1	2	2	2	2	0,0	2	2	0,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>53</b>	<b>32</b>	<b>47</b>	<b>31</b>	<b>34</b>	<b>21</b>	<b>(60,4)</b>	<b>52</b>	<b>28</b>	<b>(46,2)</b>
<b>ARPU</b>	(€)	<b>8</b>	<b>7</b>	<b>8</b>	<b>7</b>	<b>7</b>	<b>6</b>	<b>(25,0)</b>	<b>8</b>	<b>6</b>	<b>(25,0)</b>
- contract	(€)	15	14	15	13	12	11	(26,7)	15	12	(20,0)
- prepaid	(€)	2	2	2	2	2	2	0,0	3	2	(33,3)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>30</b>	<b>32</b>	<b>31</b>	<b>33</b>	<b>33</b>	<b>35</b>	<b>5p</b>	<b>30</b>	<b>34</b>	<b>4p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>126</b>	<b>124</b>	<b>127</b>	<b>122</b>	<b>126</b>	<b>128</b>	<b>1,6</b>	<b>128</b>	<b>125</b>	<b>(2,3)</b>
- contract	(min)	227	232	227	233	240	239	5,3	225	237	5,3

1 Special factors affecting EBITDA: EUR -12mn in Q4/12, EUR -6 in Q2/13 and EUR -7mn in Q3/13.

## CZECH REPUBLIC

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>273</b>	<b>257</b>	<b>1.044</b>	<b>226</b>	<b>235</b>	<b>229</b>	<b>(16,1)</b>	<b>787</b>	<b>690</b>	<b>(12,3)</b>
- of which Consumer		162	157	633	138	143	142	(12,3)	476	423	(11,1)
- of which Business		101	88	372	78	81	78	(22,8)	284	237	(16,5)
<b>EBITDA</b>	<b>1</b>	<b>136</b>	<b>111</b>	<b>486</b>	<b>104</b>	<b>104</b>	<b>99</b>	<b>(27,2)</b>	<b>375</b>	<b>307</b>	<b>(18,1)</b>
EBITDA margin (EBITDA / total revenue)	%	49,8	43,2	46,6	46,0	44,3	43,2	(6,6p)	47,6	44,5	(3,1p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>20</b>	<b>32</b>	<b>129</b>	<b>45</b>	<b>18</b>	<b>19</b>	<b>(5,0)</b>	<b>97</b>	<b>82</b>	<b>(15,5)</b>
<b>CASH CONTRIBUTION</b>		<b>116</b>	<b>79</b>	<b>357</b>	<b>59</b>	<b>86</b>	<b>80</b>	<b>(31,0)</b>	<b>278</b>	<b>225</b>	<b>(19,1)</b>

### OPERATIONALS

	Note	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Q3 2013	Change %	Q1-Q3 2012	Q1-Q3 2013	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000) 2	105	111	111	114	117	119	13,3	105	119	13,3
- IP	('000) 2	93	108	108	111	114	115	23,7	93	115	23,7
Broadband Access Lines Retail	('000)	105	111	111	114	117	119	13,3	105	119	13,3
TV (IPTV, SAT, Cable)	('000)	15	17	17	18	19	21	40,0	15	21	40,0
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
ULLs/Wholesale PSTN	('000) 2	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	248	223	935	198	196	189	(23,8)	712	583	(18,1)
<b>CUSTOMERS</b>	('000)	<b>5.415</b>	<b>5.498</b>	<b>5.498</b>	<b>5.570</b>	<b>5.667</b>	<b>5.733</b>	<b>5,9</b>	<b>5.415</b>	<b>5.733</b>	<b>5,9</b>
- contract	('000)	3.003	3.072	3.072	3.137	3.210	3.248	8,2	3.003	3.248	8,2
- prepaid	('000)	2.412	2.426	2.426	2.434	2.456	2.474	2,6	2.412	2.474	2,6
<b>NET ADDS</b>	('000)	<b>38</b>	<b>83</b>	<b>117</b>	<b>72</b>	<b>97</b>	<b>66</b>	<b>73,7</b>	<b>34</b>	<b>235</b>	<b>n.a.</b>
- contract	('000)	55	69	199	65	73	38	(30,9)	131	176	34,4
- prepaid	('000)	(16)	14	(83)	7	22	18	n.a.	(97)	48	n.a.
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,1</b>	<b>1,1</b>	<b>1,1</b>	<b>1,1</b>	<b>1,1</b>	<b>1,2</b>	<b>0,1p</b>	<b>1,1</b>	<b>1,1</b>	<b>0,0p</b>
- contract	(%)	0,3	0,3	0,4	0,4	0,3	0,4	0,1p	0,4	0,4	0,0p
<b>SAC PER GROSS ADD</b>	(€)	<b>32</b>	<b>37</b>	<b>32</b>	<b>31</b>	<b>27</b>	<b>24</b>	<b>(25,0)</b>	<b>30</b>	<b>27</b>	<b>(10,0)</b>
- contract	(€)	66	75	67	60	57	59	(10,6)	63	59	(6,3)
- prepaid	(€)	2	3	2	2	2	3	50,0	1	2	100,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>30</b>	<b>36</b>	<b>33</b>	<b>29</b>	<b>8</b>	<b>9</b>	<b>(70,0)</b>	<b>32</b>	<b>14</b>	<b>(56,3)</b>
<b>ARPU</b>	(€)	<b>15</b>	<b>13</b>	<b>14</b>	<b>12</b>	<b>12</b>	<b>11</b>	<b>(26,7)</b>	<b>15</b>	<b>11</b>	<b>(26,7)</b>
- contract	(€)	23	20	21	17	17	16	(30,4)	22	17	(22,7)
- prepaid	(€)	6	5	6	5	5	5	(16,7)	6	5	(16,7)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>27</b>	<b>28</b>	<b>27</b>	<b>31</b>	<b>32</b>	<b>36</b>	<b>9p</b>	<b>27</b>	<b>33</b>	<b>6p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>130</b>	<b>138</b>	<b>133</b>	<b>134</b>	<b>146</b>	<b>147</b>	<b>13,1</b>	<b>132</b>	<b>142</b>	<b>7,6</b>
- contract	(min)	201	211	208	205	223	224	11,4	207	217	4,8

1 Special factors affecting EBITDA: EUR 1mn in Q3/12 and EUR 1mn in Q3/13.

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



## NETHERLANDS

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>413</b>	<b>411</b>	<b>1,664</b>	<b>393</b>	<b>406</b>	<b>412</b>	<b>(0,2)</b>	<b>1,253</b>	<b>1,211</b>	<b>(3,4)</b>
- of which Consumer		325	321	1,293	299	313	317	(2,5)	972	929	(4,4)
- of which Business		75	75	311	71	74	71	(5,3)	236	216	(8,5)
<b>EBITDA</b>	<b>1</b>	<b>143</b>	<b>134</b>	<b>525</b>	<b>114</b>	<b>108</b>	<b>116</b>	<b>(18,9)</b>	<b>391</b>	<b>338</b>	<b>(13,6)</b>
EBITDA margin (EBITDA / total revenue)	%	34,6	32,6	31,6	29,0	26,6	28,2	(6,4p)	31,2	27,9	(3,3p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>22</b>	<b>49</b>	<b>137</b>	<b>963</b>	<b>53</b>	<b>37</b>	<b>68,2</b>	<b>88</b>	<b>1,053</b>	<b>n.a.</b>
<b>CASH CONTRIBUTION</b>		<b>121</b>	<b>85</b>	<b>388</b>	<b>(849)</b>	<b>55</b>	<b>79</b>	<b>(34,7)</b>	<b>303</b>	<b>(715)</b>	<b>n.a.</b>

### OPERATIONALS

	Note	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Q3 2013	Change %	Q1-Q3 2012	Q1-Q3 2013	Change %	
<b>FIXED NETWORK (END OF PERIOD)</b>												
Fixed network Access Lines	('000)	2	288	283	283	272	270	(6,3)	288	270	(6,3)	
- IP	('000)	2	280	275	275	264	261	(6,8)	280	261	(6,8)	
Broadband Access Lines Retail	('000)		280	275	266	264	261	(6,8)	280	261	(6,8)	
TV (IPTV, SAT, Cable)	('000)	3	37	41	41	49	55	48,6	37	55	48,6	
Wholesale Bundled Access Lines	('000)		0	0	0	0	0	n.a.	0	0	n.a.	
ULLs/Wholesale PSTN	('000)	2	0	0	0	0	0	n.a.	0	0	n.a.	
Wholesale Unbundled Access Lines	('000)		0	0	0	0	0	n.a.	0	0	n.a.	
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>												
Service revenue	(€ million)		342	330	1,366	311	321	324	(5,3)	1,036	956	(7,7)
<b>CUSTOMERS</b>	('000)		<b>4,761</b>	<b>4,720</b>	<b>4,720</b>	<b>4,622</b>	<b>4,561</b>	<b>4,534</b>	<b>(4,8)</b>	<b>4,761</b>	<b>4,534</b>	<b>(4,8)</b>
- contract	('000)		3,063	3,052	3,052	3,045	3,085	3,142	2,6	3,063	3,142	2,6
- prepaid	('000)		1,697	1,668	1,668	1,578	1,476	1,392	(18,0)	1,697	1,392	(18,0)
<b>NET ADDS</b>	('000)		<b>17</b>	<b>(41)</b>	<b>(189)</b>	<b>(98)</b>	<b>(62)</b>	<b>(27)</b>	<b>n.a.</b>	<b>(148)</b>	<b>(187)</b>	<b>(26,4)</b>
- contract	('000)		34	(11)	121	(7)	40	57	67,6	132	90	(31,8)
- prepaid	('000)		(17)	(29)	(310)	(91)	(102)	(84)	n.a.	(281)	(277)	1,4
<b>AVERAGE MONTHLY CHURN</b>	(%)		<b>2,5</b>	<b>2,8</b>	<b>2,8</b>	<b>3,0</b>	<b>2,7</b>	<b>2,6</b>	<b>0,1p</b>	<b>2,8</b>	<b>2,8</b>	<b>0,0p</b>
- contract	(%)		1,2	1,6	1,3	1,6	1,3	1,2	0,0p	1,2	1,4	0,2p
<b>SAC PER GROSS ADD</b>	(€)		<b>96</b>	<b>93</b>	<b>103</b>	<b>114</b>	<b>137</b>	<b>126</b>	<b>31,3</b>	<b>106</b>	<b>126</b>	<b>18,9</b>
- contract	(€)		207	199	210	224	241	216	4,3	213	227	6,6
- prepaid	(€)		22	22	26	24	18	21	(4,5)	27	21	(22,2)
<b>SRC PER RETAINED CUSTOMER</b>	(€)		<b>159</b>	<b>187</b>	<b>184</b>	<b>179</b>	<b>213</b>	<b>209</b>	<b>31,4</b>	<b>183</b>	<b>200</b>	<b>9,3</b>
<b>ARPU</b>	(€)		<b>24</b>	<b>23</b>	<b>24</b>	<b>22</b>	<b>23</b>	<b>24</b>	<b>0,0</b>	<b>24</b>	<b>23</b>	<b>(4,2)</b>
- contract	(€)		34	33	35	32	33	33	(2,9)	35	32	(8,6)
- prepaid	(€)		6	5	5	4	4	4	(33,3)	5	4	(20,0)
<b>NON-VOICE % OF ARPU</b>	(%)		<b>40</b>	<b>39</b>	<b>39</b>	<b>40</b>	<b>41</b>	<b>43</b>	<b>3p</b>	<b>39</b>	<b>42</b>	<b>3p</b>
<b>MOU PER CUSTOMER</b>	(min)		<b>129</b>	<b>132</b>	<b>133</b>	<b>129</b>	<b>133</b>	<b>129</b>	<b>0,0</b>	<b>133</b>	<b>130</b>	<b>(2,3)</b>
- contract	(min)		184	189	195	185	187	177	(3,8)	196	183	(6,6)

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

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

3 DVB-T only.

# CROATIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>269</b>	<b>239</b>	<b>992</b>	<b>224</b>	<b>234</b>	<b>237</b>	<b>(11,9)</b>	<b>753</b>	<b>695</b>	<b>(7,7)</b>
<b>PRODUCT VIEW</b>		<b>269</b>	<b>239</b>	<b>992</b>	<b>224</b>	<b>234</b>	<b>237</b>	<b>(11,9)</b>	<b>753</b>	<b>695</b>	<b>(7,7)</b>
- of which Fixed network		145	144	577	135	138	137	(5,5)	433	410	(5,3)
- of which Mobile communications		124	95	415	89	96	100	(19,4)	320	285	(10,9)
<b>SEGMENT VIEW</b>		<b>269</b>	<b>239</b>	<b>992</b>	<b>224</b>	<b>234</b>	<b>237</b>	<b>(11,9)</b>	<b>753</b>	<b>695</b>	<b>(7,7)</b>
- of which Consumer		141	135	545	128	134	135	(4,3)	410	397	(3,2)
- of which Business		80	78	316	71	74	69	(13,8)	238	214	(10,1)
<b>EBITDA</b>	1	<b>133</b>	<b>121</b>	<b>468</b>	<b>88</b>	<b>99</b>	<b>105</b>	<b>(21,1)</b>	<b>347</b>	<b>292</b>	<b>(15,9)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>49,4</b>	<b>50,6</b>	<b>47,2</b>	<b>39,3</b>	<b>42,3</b>	<b>44,3</b>	<b>(5,1p)</b>	<b>46,1</b>	<b>42,0</b>	<b>(4,1p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>28</b>	<b>68</b>	<b>137</b>	<b>40</b>	<b>33</b>	<b>44</b>	<b>57,1</b>	<b>69</b>	<b>117</b>	<b>69,6</b>
<b>CASH CONTRIBUTION</b>		<b>105</b>	<b>53</b>	<b>331</b>	<b>48</b>	<b>66</b>	<b>61</b>	<b>(41,9)</b>	<b>278</b>	<b>175</b>	<b>(37,1)</b>

1 Special factors affecting EBITDA: EUR 19mn in Q4/12, EUR 8mn in Q1/13 and EUR 11mn in Q3/13.

# CROATIA

## OPERATIONALS

	Note	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Q3 2013	Change %	Q1-Q3 2012	Q1-Q3 2013	Change %	
<b>FIXED NETWORK (END OF PERIOD)</b>												
Fixed network Access Lines	('000)	1	1.206	1.208	1.208	1.192	1.174	1.156	(4,1)	1.206	1.156	(4,1)
- IP	('000)	1	193	288	288	303	337	460	n.a.	193	460	n.a.
Broadband Access Lines Retail	('000)		629	633	633	634	631	631	0,3	629	631	0,3
TV (IPTV, SAT, Cable)	('000)		349	365	365	369	374	383	9,7	349	383	9,7
Wholesale Bundled Access Lines	('000)		22	23	23	28	30	32	45,5	22	32	45,5
ULLs/Wholesale PSTN	('000)	1	280	266	266	272	277	282	0,7	280	282	0,7
Wholesale Unbundled Access Lines	('000)		1	2	2	3	3	4	n.a.	1	4	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>												
Service revenue	(€ million)		113	84	374	77	86	88	(22,1)	290	251	(13,4)
<b>CUSTOMERS</b>	('000)		<b>2.443</b>	<b>2.326</b>	<b>2.326</b>	<b>2.309</b>	<b>2.350</b>	<b>2.392</b>	<b>(2,1)</b>	<b>2.443</b>	<b>2.392</b>	<b>(2,1)</b>
- contract	('000)		1.020	1.011	1.011	1.006	1.023	1.048	2,7	1.020	1.048	2,7
- prepaid	('000)		1.423	1.315	1.315	1.303	1.326	1.344	(5,6)	1.423	1.344	(5,6)
<b>NET ADDS</b>	('000)		<b>65</b>	<b>(117)</b>	<b>(93)</b>	<b>(17)</b>	<b>41</b>	<b>43</b>	<b>(33,8)</b>	<b>25</b>	<b>67</b>	<b>n.a.</b>
- contract	('000)		(5)	(9)	(24)	(5)	17	25	n.a.	(15)	37	n.a.
- prepaid	('000)		70	(108)	(68)	(12)	24	18	(74,3)	40	30	(25,0)
<b>AVERAGE MONTHLY CHURN</b>	(%)		<b>2,6</b>	<b>4,3</b>	<b>3,2</b>	<b>3,0</b>	<b>2,6</b>	<b>2,9</b>	<b>0,3p</b>	<b>2,8</b>	<b>2,8</b>	<b>0,0p</b>
- contract	(%)		1,0	1,3	1,2	1,3	0,9	1,0	0,0p	1,2	1,1	(0,1p)
<b>SAC PER GROSS ADD</b>	(€)		<b>8</b>	<b>12</b>	<b>11</b>	<b>14</b>	<b>15</b>	<b>12</b>	<b>50,0</b>	<b>10</b>	<b>13</b>	<b>30,0</b>
- contract	(€)		59	62	62	72	66	57	(3,4)	62	64	3,2
- prepaid	(€)		3	3	3	2	2	1	(66,7)	3	2	(33,3)
<b>SRC PER RETAINED CUSTOMER</b>	(€)		<b>71</b>	<b>72</b>	<b>77</b>	<b>77</b>	<b>64</b>	<b>59</b>	<b>(16,9)</b>	<b>78</b>	<b>67</b>	<b>(14,1)</b>
<b>ARPU</b>	(€)		<b>16</b>	<b>12</b>	<b>13</b>	<b>11</b>	<b>12</b>	<b>12</b>	<b>(25,0)</b>	<b>14</b>	<b>12</b>	<b>(14,3)</b>
- contract	(€)		26	18	21	17	19	19	(26,9)	22	19	(13,6)
- prepaid	(€)		8	7	7	6	7	7	(12,5)	7	7	0,0
<b>NON-VOICE % OF ARPU</b>	(%)		<b>30</b>	<b>36</b>	<b>31</b>	<b>36</b>	<b>36</b>	<b>40</b>	<b>10p</b>	<b>30</b>	<b>37</b>	<b>7p</b>
<b>MOU PER CUSTOMER</b>	(min)		<b>154</b>	<b>155</b>	<b>146</b>	<b>162</b>	<b>179</b>	<b>178</b>	<b>15,6</b>	<b>143</b>	<b>173</b>	<b>21,0</b>
- contract	(min)		223	228	211	231	257	253	13,5	205	247	20,5

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

# SLOVAKIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>205</b>	<b>224</b>	<b>837</b>	<b>192</b>	<b>200</b>	<b>200</b>	<b>(2,4)</b>	<b>613</b>	<b>592</b>	<b>(3,4)</b>
<b>PRODUCT VIEW</b>		<b>205</b>	<b>224</b>	<b>837</b>	<b>192</b>	<b>200</b>	<b>200</b>	<b>(2,4)</b>	<b>613</b>	<b>592</b>	<b>(3,4)</b>
- of which Fixed network		97	110	400	91	95	98	1,0	290	284	(2,1)
- of which Mobile communications		109	113	437	100	106	101	(7,3)	324	307	(5,2)
<b>SEGMENT VIEW</b>		<b>205</b>	<b>224</b>	<b>837</b>	<b>192</b>	<b>200</b>	<b>200</b>	<b>(2,4)</b>	<b>613</b>	<b>592</b>	<b>(3,4)</b>
- of which Consumer		122	133	500	117	116	115	(5,7)	367	348	(5,2)
- of which Business		60	69	255	55	60	58	(3,3)	186	173	(7,0)
<b>EBITDA</b>	1	<b>89</b>	<b>94</b>	<b>354</b>	<b>84</b>	<b>78</b>	<b>87</b>	<b>(2,2)</b>	<b>260</b>	<b>249</b>	<b>(4,2)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>43,4</b>	<b>42,0</b>	<b>42,3</b>	<b>43,8</b>	<b>39,0</b>	<b>43,5</b>	<b>0,1p</b>	<b>42,4</b>	<b>42,1</b>	<b>(0,3p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>16</b>	<b>23</b>	<b>104</b>	<b>36</b>	<b>22</b>	<b>21</b>	<b>31,3</b>	<b>81</b>	<b>79</b>	<b>(2,5)</b>
<b>CASH CONTRIBUTION</b>		<b>73</b>	<b>71</b>	<b>250</b>	<b>48</b>	<b>56</b>	<b>66</b>	<b>(9,6)</b>	<b>179</b>	<b>170</b>	<b>(5,0)</b>

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

# SLOVAKIA

## OPERATIONALS

	Note	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Q3 2013	Change %	Q1-Q3 2012	Q1-Q3 2013	Change %	
<b>FIXED NETWORK (END OF PERIOD)</b>												
Fixed network Access Lines	('000)	1	977	960	960	945	932	919	(5,9)	977	919	(5,9)
- IP	('000)	1	256	324	324	352	433	541	n.a.	256	541	n.a.
Broadband Access Lines Retail	('000)		420	420	420	421	422	431	2,6	420	431	2,6
TV (IPTV, SAT, Cable)	('000)	2	170	175	175	179	184	438	n.a.	170	438	n.a.
Wholesale Bundled Access Lines	('000)		15	16	16	16	17	17	13,3	15	17	13,3
ULLs/Wholesale PSTN	('000)	1	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Unbundled Access Lines	('000)		38	45	45	51	57	62	63,2	38	62	63,2
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>												
Service revenue	(€ million)		98	93	386	90	90	88	(10,2)	293	268	(8,5)
<b>CUSTOMERS</b>	('000)		<b>2.313</b>	<b>2.311</b>	<b>2.311</b>	<b>2.289</b>	<b>2.273</b>	<b>2.263</b>	<b>(2,2)</b>	<b>2.313</b>	<b>2.263</b>	<b>(2,2)</b>
- contract	('000)		1.457	1.463	1.463	1.455	1.455	1.454	(0,2)	1.457	1.454	(0,2)
- prepaid	('000)		857	848	848	834	817	809	(5,6)	857	809	(5,6)
<b>NET ADDS</b>	('000)		<b>(12)</b>	<b>(3)</b>	<b>(15)</b>	<b>(22)</b>	<b>(16)</b>	<b>(9)</b>	<b>25,0</b>	<b>(13)</b>	<b>(47)</b>	<b>n.a.</b>
- contract	('000)		(2)	6	16	(7)	0	(2)	0,0	10	(9)	n.a.
- prepaid	('000)		(10)	(9)	(31)	(14)	(16)	(8)	20,0	(22)	(39)	(77,3)
<b>AVERAGE MONTHLY CHURN</b>	(%)		<b>1,3</b>	<b>1,3</b>	<b>1,3</b>	<b>1,4</b>	<b>1,3</b>	<b>1,2</b>	<b>(0,1p)</b>	<b>1,3</b>	<b>1,3</b>	<b>0,0p</b>
- contract	(%)		1,1	1,1	1,1	1,1	1,0	0,9	(0,2p)	1,2	1,0	(0,2p)
<b>SAC PER GROSS ADD</b>	(€)		<b>80</b>	<b>70</b>	<b>64</b>	<b>79</b>	<b>84</b>	<b>66</b>	<b>(17,5)</b>	<b>62</b>	<b>76</b>	<b>22,6</b>
- contract	(€)		138	117	109	138	141	120	(13,0)	106	133	25,5
- prepaid	(€)		4	6	3	4	4	5	25,0	2	4	100,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)		<b>107</b>	<b>72</b>	<b>90</b>	<b>101</b>	<b>115</b>	<b>107</b>	<b>0,0</b>	<b>97</b>	<b>108</b>	<b>11,3</b>
<b>ARPU</b>	(€)		<b>14</b>	<b>14</b>	<b>14</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>(7,1)</b>	<b>14</b>	<b>13</b>	<b>(7,1)</b>
- contract	(€)		20	19	20	18	19	18	(10,0)	20	18	(10,0)
- prepaid	(€)		4	4	4	4	4	4	0,0	4	4	0,0
<b>NON-VOICE % OF ARPU</b>	(%)		<b>26</b>	<b>27</b>	<b>26</b>	<b>30</b>	<b>29</b>	<b>32</b>	<b>6p</b>	<b>25</b>	<b>31</b>	<b>6p</b>
<b>MOU PER CUSTOMER</b>	(min)		<b>125</b>	<b>133</b>	<b>126</b>	<b>135</b>	<b>144</b>	<b>140</b>	<b>12,0</b>	<b>124</b>	<b>140</b>	<b>12,9</b>
- contract	(min)		179	189	182	192	203	197	10,1	180	197	9,4

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

2 Incl. der DIGI Slovakia since 1. September 2013.

# AUSTRIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>219</b>	<b>215</b>	<b>878</b>	<b>203</b>	<b>197</b>	<b>225</b>	<b>2,7</b>	<b>663</b>	<b>625</b>	<b>(5,7)</b>
- of which Consumer		167	168	672	142	147	172	3,0	504	461	(8,5)
- of which Business		40	39	158	36	36	41	2,5	119	113	(5,0)
<b>EBITDA</b>	<b>1</b>	<b>65</b>	<b>56</b>	<b>234</b>	<b>55</b>	<b>40</b>	<b>62</b>	<b>(4,6)</b>	<b>178</b>	<b>157</b>	<b>(11,8)</b>
EBITDA margin (EBITDA / total revenue)	%	29,7	26,0	26,7	27,1	20,3	27,6	(2,1p)	26,8	25,1	(1,7p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>24</b>	<b>30</b>	<b>97</b>	<b>37</b>	<b>19</b>	<b>13</b>	<b>(45,8)</b>	<b>67</b>	<b>69</b>	<b>3,0</b>
<b>CASH CONTRIBUTION</b>		<b>41</b>	<b>26</b>	<b>137</b>	<b>18</b>	<b>21</b>	<b>49</b>	<b>19,5</b>	<b>111</b>	<b>88</b>	<b>(20,7)</b>

## OPERATIONALS

	Note	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Q3 2013	Change %	Q1-Q3 2012	Q1-Q3 2013	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	201	193	802	174	175	204	1,5	609	553	(9,2)
<b>CUSTOMERS</b>	('000)	<b>4.076</b>	<b>4.104</b>	<b>4.104</b>	<b>4.090</b>	<b>4.073</b>	<b>4.044</b>	<b>(0,8)</b>	<b>4.076</b>	<b>4.044</b>	<b>(0,8)</b>
- contract	('000)	2.537	2.571	2.571	2.575	2.588	2.605	2,7	2.537	2.605	2,7
- prepaid	('000)	1.538	1.533	1.533	1.515	1.485	1.439	(6,4)	1.538	1.439	(6,4)
<b>NET ADDS</b>	('000)	<b>6</b>	<b>29</b>	<b>45</b>	<b>(15)</b>	<b>(17)</b>	<b>(28)</b>	<b>n.a.</b>	<b>16</b>	<b>(60)</b>	<b>n.a.</b>
- contract	('000)	9	34	50	4	12	18	100,0	16	34	n.a.
- prepaid	('000)	(3)	(5)	(5)	(18)	(30)	(46)	n.a.	0	(94)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,7</b>	<b>1,7</b>	<b>1,7</b>	<b>1,7</b>	<b>1,9</b>	<b>2,2</b>	<b>0,5p</b>	<b>1,7</b>	<b>1,9</b>	<b>0,2p</b>
- contract	(%)	0,7	0,8	0,9	0,9	0,9	0,7	0,0p	0,9	0,8	(0,1p)
<b>SAC PER GROSS ADD</b>	(€)	<b>48</b>	<b>68</b>	<b>64</b>	<b>59</b>	<b>84</b>	<b>69</b>	<b>43,8</b>	<b>62</b>	<b>71</b>	<b>14,5</b>
- contract	(€)	114	141	140	134	189	188	64,9	140	171	22,1
- prepaid	(€)	7	10	7	4	7	5	(28,6)	6	6	0,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>79</b>	<b>107</b>	<b>96</b>	<b>110</b>	<b>138</b>	<b>116</b>	<b>46,8</b>	<b>91</b>	<b>121</b>	<b>33,0</b>
<b>ARPU</b>	(€)	<b>16</b>	<b>16</b>	<b>16</b>	<b>14</b>	<b>14</b>	<b>17</b>	<b>6,3</b>	<b>17</b>	<b>15</b>	<b>(11,8)</b>
- contract	(€)	24	23	24	20	21	24	0,0	24	22	(8,3)
- prepaid	(€)	4	4	4	4	4	4	0,0	4	4	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>41</b>	<b>42</b>	<b>41</b>	<b>47</b>	<b>45</b>	<b>40</b>	<b>(1p)</b>	<b>40</b>	<b>44</b>	<b>4p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>202</b>	<b>209</b>	<b>211</b>	<b>208</b>	<b>209</b>	<b>200</b>	<b>(1,0)</b>	<b>212</b>	<b>206</b>	<b>(2,8)</b>
- contract	(min)	285	293	296	291	291	272	(4,6)	298	285	(4,4)

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

## BULGARIA

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>86</b>	<b>93</b>	<b>378</b>	<b>83</b>	<b>87</b>	<b>30</b>	<b>(65,1)</b>	<b>285</b>	<b>200</b>	<b>(29,8)</b>
- of which Consumer		64	71	288	63	67	24	(62,5)	217	154	(29,0)
- of which Business		17	17	75	16	16	6	(64,7)	58	38	(34,5)
<b>EBITDA</b>		<b>33</b>	<b>29</b>	<b>135</b>	<b>26</b>	<b>34</b>	<b>13</b>	<b>(60,6)</b>	<b>106</b>	<b>73</b>	<b>(31,1)</b>
EBITDA margin (EBITDA / total revenue)	%	38,4	31,2	35,7	31,3	39,1	43,3	4,9p	37,2	36,5	(0,7p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>16</b>	<b>10</b>	<b>46</b>	<b>12</b>	<b>14</b>	<b>5</b>	<b>(68,8)</b>	<b>36</b>	<b>31</b>	<b>(13,9)</b>
<b>CASH CONTRIBUTION</b>		<b>17</b>	<b>19</b>	<b>89</b>	<b>14</b>	<b>20</b>	<b>8</b>	<b>(52,9)</b>	<b>70</b>	<b>42</b>	<b>(40,0)</b>

### OPERATIONALS

	Note	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Q3 2013	Change %	Q1-Q3 2012	Q1-Q3 2013	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	72	72	320	68	73	25	(65,3)	248	166	(33,1)
<b>CUSTOMERS</b>	('000)	<b>4.441</b>	<b>4.518</b>	<b>4.518</b>	<b>4.554</b>	<b>4.635</b>	<b>0</b>	<b>(100,0)</b>	<b>4.441</b>	<b>0</b>	<b>(100,0)</b>
- contract	('000)	2.519	2.578	2.578	2.622	2.684	0	(100,0)	2.519	0	(100,0)
- prepaid	('000)	1.922	1.941	1.941	1.932	1.951	0	(100,0)	1.922	0	(100,0)
<b>NET ADDS</b>	('000)	<b>84</b>	<b>78</b>	<b>254</b>	<b>36</b>	<b>80</b>	<b>27</b>	<b>(67,9)</b>	<b>176</b>	<b>143</b>	<b>(18,8)</b>
- contract	('000)	38	59	177	45	62	20	(47,4)	118	126	6,8
- prepaid	('000)	46	19	77	(8)	18	7	(84,8)	58	17	(70,7)
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>2,4</b>	<b>2,5</b>	<b>2,5</b>	<b>2,1</b>	<b>1,8</b>	<b>2,2</b>	<b>(0,2p)</b>	<b>2,5</b>	<b>2,0</b>	<b>(0,5p)</b>
- contract	(%)	1,6	1,7	1,7	1,4	1,2	1,2	(0,4p)	1,7	1,3	(0,4p)
<b>SAC PER GROSS ADD</b>	(€)	<b>6</b>	<b>7</b>	<b>9</b>	<b>9</b>	<b>2</b>	<b>3</b>	<b>(50,0)</b>	<b>9</b>	<b>5</b>	<b>(44,4)</b>
- contract	(€)	15	15	20	20	4	8	(46,7)	21	12	(42,9)
- prepaid	(€)	0	0	0	1	0	1	n.a.	0	0	n.a.
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>7</b>	<b>7</b>	<b>8</b>	<b>10</b>	<b>4</b>	<b>2</b>	<b>(71,4)</b>	<b>8</b>	<b>6</b>	<b>(25,0)</b>
<b>ARPU</b>	(€)	<b>5</b>	<b>5</b>	<b>6</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>0,0</b>	<b>6</b>	<b>5</b>	<b>(16,7)</b>
- contract	(€)	8	8	9	8	8	8	0,0	10	8	(20,0)
- prepaid	(€)	2	1	2	1	2	2	0,0	2	1	(50,0)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>14</b>	<b>13</b>	<b>12</b>	<b>14</b>	<b>14</b>	<b>16</b>	<b>2p</b>	<b>12</b>	<b>15</b>	<b>3p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>151</b>	<b>150</b>	<b>150</b>	<b>148</b>	<b>150</b>	<b>152</b>	<b>0,7</b>	<b>149</b>	<b>149</b>	<b>0,0</b>
- contract	(min)	223	222	226	215	216	217	(2,7)	227	216	(4,8)

Due to the sale of shares the national company Bulgaria is not consolidated any more in the Segment Europe as of August 1, 2013.

# EVERYTHING EVERYWHERE (JOINT VENTURE DEUTSCHE TELEKOM - FRANCE TELECOM)

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS) <sup>1,2</sup>

	Note	H1 2012 millions of GBP	Q3 2012 millions of GBP	Q4 2012 millions of GBP	H2 2012 millions of GBP	FY 2012 millions of GBP	Q1 2013 millions of GBP	Q2 2013 millions of GBP	H1 2013 millions of GBP	Q3 2013 millions of GBP	Change % (YoY)
<b>TOTAL REVENUE</b>		<b>3.314</b>	<b>1.671</b>	<b>1.672</b>	<b>3.343</b>	<b>6.657</b>	<b>1.605</b>	<b>1.606</b>	<b>3.211</b>	<b>1.631</b>	<b>(2,4)</b>
<b>EBITDA (AS REPORTED)</b>		<b>551</b>	—	—	<b>535</b>	<b>1.085</b>	—	—	<b>595</b>	<b>0</b>	—
EBITDA margin (EBITDA (as reported) / total revenue)	%	16,6	—	—	16,0	16,3	—	—	18,5	0,0	—
<b>RESTRUCTURING COST INCLUDED IN EBITDA</b>		<b>16</b>	—	—	<b>90</b>	<b>106</b>	—	—	<b>46</b>	<b>0</b>	—
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>673</b>	—	—	<b>737</b>	<b>1.410</b>	—	—	<b>734</b>	<b>0</b>	—
EBITDA margin (EBITDA / total revenue)	%	20,3	—	—	22,0	21,2	—	—	22,9	0,0	—
<b>CAPEX</b>		<b>245</b>	—	—	<b>361</b>	<b>606</b>	—	—	<b>295</b>	<b>0</b>	—

## OPERATIONAL <sup>1</sup>

	Note	H1 2012	Q3 2012	Q4 2012	H2 2012	FY 2012	Q1 2013	Q2 2013	H1 2013	Q3 2013	Change % (YoY)
<b>SERVICE REVENUE</b>	(GBP million)	<b>2.989</b>	<b>1.496</b>	<b>1.467</b>	<b>2.963</b>	<b>5.953</b>	<b>1.422</b>	<b>1.421</b>	<b>2.843</b>	<b>1.446</b>	<b>(3,3)</b>
<b>CUSTOMERS</b>	('000)	<b>27.047</b>	<b>26.913</b>	<b>26.846</b>	—	—	<b>26.441</b>	<b>25.996</b>	<b>25.996</b>	<b>25.842</b>	<b>(4,0)</b>
- contract		13.143	13.393	13.594	—	—	13.759	13.976	13.976	14.156	5,7
- prepaid		13.185	12.792	12.554	—	—	11.983	11.312	11.312	10.967	(14,3)
- home		719	728	698	—	—	699	709	709	718	(1,4)
<b>NET ADDS</b>	('000)	<b>(516)</b>	<b>(143)</b>	<b>(68)</b>	<b>(211)</b>	—	<b>(404)</b>	<b>(445)</b>	<b>(849)</b>	<b>(155)</b>	<b>(8,4)</b>
- contract		301	250	201	451	—	166	216	382	181	(27,6)
- prepaid		(807)	(393)	(239)	(632)	—	(571)	(671)	(1.242)	(345)	12,2
<b>AVERAGE MONTHLY CHURN</b>	(%)	—	<b>2,3</b>	<b>2,3</b>	—	—	<b>2,6</b>	<b>2,6</b>	—	<b>0,0</b>	<b>(2,3p)</b>
- contract		—	1,2	1,2	—	—	1,2	1,1	—	0,0	(1,2p)
<b>SAC PER GROSS ADD</b>	(GBP)	—	—	<b>55</b>	—	—	<b>62</b>	<b>56</b>	—	<b>0</b>	—
- contract		—	—	146	—	—	156	147	—	0	—
- prepaid		—	—	7	—	—	11	5	—	0	—
<b>SRC PER RETAINED CUSTOMER</b>	(GBP)	—	—	<b>206</b>	—	—	<b>193</b>	<b>168</b>	—	<b>0</b>	—
<b>ARPU</b>	(GBP)	<b>3</b>	<b>19</b>	<b>19</b>	—	—	<b>18</b>	<b>18</b>	—	<b>0</b>	—
- contract		—	32	31	—	—	30	30	—	0	—
- prepaid		—	6	6	—	—	5	5	—	0	—
<b>VOICE ARPU</b>	(GBP)	<b>3</b>	<b>10</b>	<b>9</b>	—	—	<b>9</b>	<b>8</b>	—	<b>0</b>	—
non-voice % of ARPU	(%)	—	48,4	50,2	—	—	51,1	54,6	—	0,0	(48,4p)
<b>MOU PER CUSTOMER</b>	(min)	—	<b>194</b>	<b>195</b>	—	—	<b>199</b>	<b>201</b>	—	<b>0</b>	—
- contract		—	338	335	—	—	338	335	—	0	—

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

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

3 ARPU %-changes based on exact numbers.



## SYSTEMS SOLUTIONS

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)<sup>1</sup>

	Note	Q3	Q4	FY	Q1	Q2	Q3	Change	Q1-Q3	Q1-Q3	Change
		2012	2012	2012	2013	2013	2013		2012	2013	
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	%	millions of €	millions of €	%
<b>TOTAL REVENUE</b>		<b>2.245</b>	<b>2.829</b>	<b>10.016</b>	<b>2.319</b>	<b>2.273</b>	<b>2.286</b>	<b>1,8</b>	<b>7.187</b>	<b>6.878</b>	<b>(4,3)</b>
Market Unit		1.894	2.127	7.839	1.893	1.884	1.873	(1,1)	5.712	5.650	(1,1)
Telekom IT		351	702	2.177	426	390	412	17,4	1.475	1.228	(16,7)
International revenue		786	858	3.174	752	744	732	(6,9)	2.316	2.228	(3,8)
<b>NET REVENUE</b>		<b>1.600</b>	<b>1.771</b>	<b>6.609</b>	<b>1.607</b>	<b>1.579</b>	<b>1.556</b>	<b>(2,8)</b>	<b>4.838</b>	<b>4.742</b>	<b>(2,0)</b>
<b>EBITDA</b>		<b>186</b>	<b>240</b>	<b>747</b>	<b>175</b>	<b>221</b>	<b>203</b>	<b>9,1</b>	<b>507</b>	<b>599</b>	<b>18,1</b>
Market Unit		161	213	648	131	174	179	11,2	435	484	11,3
Telekom IT		25	27	99	44	47	24	(4,0)	72	115	59,7
EBITDA margin (EBITDA / total revenue)	%	8,3	8,5	7,5	7,5	9,7	8,9	0,6p	7,1	8,7	1,6p
Depreciation, amortization and impairment losses		(158)	(173)	(637)	(167)	(163)	(151)	4,4	(464)	(481)	(3,7)
Profit (loss) from operations = EBIT		28	67	110	8	58	52	85,7	43	118	n.a.
<b>EBIT MARGIN</b>	%	<b>1,2</b>	<b>2,4</b>	<b>1,1</b>	<b>0,3</b>	<b>2,6</b>	<b>2,3</b>	<b>1,1p</b>	<b>0,6</b>	<b>1,7</b>	<b>1,1p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>289</b>	<b>393</b>	<b>1.187</b>	<b>212</b>	<b>215</b>	<b>275</b>	<b>(4,8)</b>	<b>794</b>	<b>702</b>	<b>(11,6)</b>
<b>CASH CONTRIBUTION</b>		<b>(103)</b>	<b>(153)</b>	<b>(440)</b>	<b>(37)</b>	<b>6</b>	<b>(72)</b>	<b>30,1</b>	<b>(287)</b>	<b>(103)</b>	<b>64,1</b>
<b>ORDER ENTRY</b>		<b>1.614</b>	<b>3.622</b>	<b>8.737</b>	<b>2.098</b>	<b>1.983</b>	<b>1.801</b>	<b>11,6</b>	<b>5.115</b>	<b>5.882</b>	<b>15,0</b>

### FINANCIALS (AS REPORTED)<sup>1</sup>

	Note	Q3	Q4	FY	Q1	Q2	Q3	Change	Q1-Q3	Q1-Q3	Change
		2012	2012	2012	2013	2013	2013		2012	2013	
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	%	millions of €	millions of €	%
<b>TOTAL REVENUE</b>		<b>2.245</b>	<b>2.829</b>	<b>10.016</b>	<b>2.319</b>	<b>2.273</b>	<b>2.286</b>	<b>1,8</b>	<b>7.187</b>	<b>6.878</b>	<b>(4,3)</b>
<b>NET REVENUE</b>		<b>1.600</b>	<b>1.771</b>	<b>6.609</b>	<b>1.607</b>	<b>1.579</b>	<b>1.556</b>	<b>(2,8)</b>	<b>4.838</b>	<b>4.742</b>	<b>(2,0)</b>
<b>EBITDA</b>		<b>103</b>	<b>66</b>	<b>342</b>	<b>115</b>	<b>52</b>	<b>134</b>	<b>30,1</b>	<b>276</b>	<b>301</b>	<b>9,1</b>
EBITDA margin (EBITDA / total revenue)	%	4,6	2,3	3,4	5,0	2,3	5,9	1,3p	3,8	4,4	0,6p
Depreciation, amortization and impairment losses		(158)	(185)	(649)	(181)	(162)	(152)	3,8	(464)	(495)	(6,7)
Profit (loss) from operations = EBIT		(55)	(119)	(307)	(66)	(110)	(18)	67,3	(188)	(194)	(3,2)
<b>CASH CAPEX</b>		<b>289</b>	<b>393</b>	<b>1.187</b>	<b>212</b>	<b>215</b>	<b>275</b>	<b>(4,8)</b>	<b>794</b>	<b>702</b>	<b>(11,6)</b>
<b>CASH CONTRIBUTION</b>		<b>(186)</b>	<b>(327)</b>	<b>(845)</b>	<b>(97)</b>	<b>(163)</b>	<b>(141)</b>	<b>24,2</b>	<b>(518)</b>	<b>(401)</b>	<b>22,6</b>

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

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

Deconsolidation of T-Systems Italia S.p.A. as of May 1, 2013 and part of the French business as of June 1, 2013.

## SYSTEMS SOLUTIONS

### EBITDA RECONCILIATION<sup>1</sup>

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change
								%			%
<b>TOTAL REVENUE</b>		<b>2.245</b>	<b>2.829</b>	<b>10.016</b>	<b>2.319</b>	<b>2.273</b>	<b>2.286</b>	<b>1,8</b>	<b>7.187</b>	<b>6.878</b>	<b>(4,3)</b>
Profit (loss) from operations = EBIT		(55)	(119)	(307)	(66)	(110)	(18)	67,3	(188)	(194)	(3,2)
- Depreciation, amortization and impairment losses		(158)	(185)	(649)	(181)	(162)	(152)	3,8	(464)	(495)	(6,7)
<b>= EBITDA</b>		<b>103</b>	<b>66</b>	<b>342</b>	<b>115</b>	<b>52</b>	<b>134</b>	<b>30,1</b>	<b>276</b>	<b>301</b>	<b>9,1</b>
EBITDA margin	%	4,6	2,3	3,4	5,0	2,3	5,9	1,3p	3,8	4,4	0,6p
- Special factors affecting EBITDA		(83)	(174)	(405)	(60)	(169)	(69)	16,9	(231)	(298)	(29,0)
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>186</b>	<b>240</b>	<b>747</b>	<b>175</b>	<b>221</b>	<b>203</b>	<b>9,1</b>	<b>507</b>	<b>599</b>	<b>18,1</b>
EBITDA margin (adjusted for special factors)	%	8,3	8,5	7,5	7,5	9,7	8,9	0,6p	7,1	8,7	1,6p

## SPECIAL FACTORS

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change
								%			%
<b>EFFECTS ON EBITDA</b>		<b>(83)</b>	<b>(174)</b>	<b>(405)</b>	<b>(60)</b>	<b>(169)</b>	<b>(69)</b>	<b>16,9</b>	<b>(231)</b>	<b>(298)</b>	<b>(29,0)</b>
- of which personnel		(52)	(101)	(238)	(30)	(57)	(49)	5,8	(137)	(136)	0,7
- of which other		(31)	(73)	(167)	(30)	(112)	(20)	35,5	(94)	(162)	(72,3)
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(83)</b>	<b>(186)</b>	<b>(417)</b>	<b>(74)</b>	<b>(168)</b>	<b>(70)</b>	<b>15,7</b>	<b>(231)</b>	<b>(312)</b>	<b>(35,1)</b>
- of which personnel		(52)	(101)	(238)	(30)	(57)	(49)	5,8	(137)	(136)	0,7
- of which other		(31)	(85)	(179)	(44)	(111)	(21)	32,3	(94)	(176)	(87,2)

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

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

Deconsolidation of T-Systems Italia S.p.A. as of May 1, 2013 and part of the French business as of June 1, 2013.

## GROUP HEADQUARTERS & GROUP SERVICES FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)<sup>1</sup>

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>691</b>	<b>775</b>	<b>2.835</b>	<b>691</b>	<b>761</b>	<b>635</b>	<b>(8,1)</b>	<b>2.060</b>	<b>2.087</b>	<b>1,3</b>
of which: Digital Business Units		205	265	868	213	234	224	9,3	603	671	11,3
<b>NET REVENUE</b>		<b>265</b>	<b>320</b>	<b>1.078</b>	<b>250</b>	<b>272</b>	<b>260</b>	<b>(1,9)</b>	<b>758</b>	<b>782</b>	<b>3,2</b>
<b>EBITDA</b>		<b>(154)</b>	<b>(320)</b>	<b>(715)</b>	<b>(99)</b>	<b>(111)</b>	<b>(155)</b>	<b>(0,6)</b>	<b>(395)</b>	<b>(365)</b>	<b>7,6</b>
of which: Digital Business Units		27	10	137	30	25	44	63,0	127	99	(22,0)
EBITDA margin (EBITDA / total revenue)	%	(22,3)	(41,3)	(25,2)	(14,3)	(14,6)	(24,4)	(2,1p)	(19,2)	(17,5)	1,7p
Depreciation, amortization and impairment losses		(193)	(185)	(753)	(164)	(166)	(183)	5,2	(568)	(513)	9,7
Profit (loss) from operations = EBIT		(347)	(505)	(1.468)	(263)	(277)	(338)	2,6	(963)	(878)	8,8
<b>CASH CAPEX</b>		<b>50</b>	<b>113</b>	<b>379</b>	<b>77</b>	<b>94</b>	<b>97</b>	<b>94,0</b>	<b>266</b>	<b>268</b>	<b>0,8</b>
<b>CASH CONTRIBUTION</b>		<b>(204)</b>	<b>(433)</b>	<b>(1.094)</b>	<b>(176)</b>	<b>(205)</b>	<b>(252)</b>	<b>(23,5)</b>	<b>(661)</b>	<b>(633)</b>	<b>4,2</b>

## FINANCIALS (AS REPORTED)<sup>1</sup>

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>691</b>	<b>775</b>	<b>2.835</b>	<b>691</b>	<b>761</b>	<b>635</b>	<b>(8,1)</b>	<b>2.060</b>	<b>2.087</b>	<b>1,3</b>
of which: Digital Business Units		205	265	868	213	234	224	9,3	603	671	11,3
<b>NET REVENUE</b>		<b>265</b>	<b>320</b>	<b>1.078</b>	<b>250</b>	<b>272</b>	<b>260</b>	<b>(1,9)</b>	<b>758</b>	<b>782</b>	<b>3,2</b>
<b>EBITDA</b>		<b>(217)</b>	<b>(521)</b>	<b>(997)</b>	<b>(120)</b>	<b>(161)</b>	<b>(210)</b>	<b>3,2</b>	<b>(476)</b>	<b>(491)</b>	<b>(3,2)</b>
of which: Digital Business Units		26	8	132	19	19	41	57,7	124	79	(36,3)
EBITDA margin (EBITDA / total revenue)	%	(31,4)	(67,2)	(35,2)	(17,4)	(21,2)	(33,1)	(1,7p)	(23,1)	(23,5)	(0,4p)
Depreciation, amortization and impairment losses		(193)	(185)	(753)	(164)	(166)	(183)	5,2	(568)	(513)	9,7
Profit (loss) from operations = EBIT		(410)	(706)	(1.750)	(284)	(327)	(393)	4,1	(1.044)	(1.004)	3,8
<b>CASH CAPEX</b>		<b>50</b>	<b>113</b>	<b>379</b>	<b>77</b>	<b>94</b>	<b>97</b>	<b>94,0</b>	<b>266</b>	<b>268</b>	<b>0,8</b>
<b>CASH CONTRIBUTION</b>		<b>(267)</b>	<b>(634)</b>	<b>(1.376)</b>	<b>(197)</b>	<b>(255)</b>	<b>(307)</b>	<b>(15,0)</b>	<b>(742)</b>	<b>(759)</b>	<b>(2,3)</b>

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

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

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

## GROUP HEADQUARTERS & GROUP SERVICES

### EBITDA RECONCILIATION<sup>1</sup>

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>691</b>	<b>775</b>	<b>2.835</b>	<b>691</b>	<b>761</b>	<b>635</b>	<b>(8,1)</b>	<b>2.060</b>	<b>2.087</b>	<b>1,3</b>
Profit (loss) from operations = EBIT		(410)	(706)	(1.750)	(284)	(327)	(393)	4,1	(1.044)	(1.004)	3,8
- Depreciation, amortization and impairment losses		(193)	(185)	(753)	(164)	(166)	(183)	5,2	(568)	(513)	9,7
<b>= EBITDA</b>		<b>(217)</b>	<b>(521)</b>	<b>(997)</b>	<b>(120)</b>	<b>(161)</b>	<b>(210)</b>	<b>3,2</b>	<b>(476)</b>	<b>(491)</b>	<b>(3,2)</b>
EBITDA margin	%	(31,4)	(67,2)	(35,2)	(17,4)	(21,2)	(33,1)	(1,7p)	(23,1)	(23,5)	(0,4p)
- Special factors affecting EBITDA		(63)	(201)	(282)	(21)	(50)	(55)	12,7	(81)	(126)	(55,6)
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>(154)</b>	<b>(320)</b>	<b>(715)</b>	<b>(99)</b>	<b>(111)</b>	<b>(155)</b>	<b>(0,6)</b>	<b>(395)</b>	<b>(365)</b>	<b>7,6</b>
EBITDA margin (adjusted for special factors)	%	(22,3)	(41,3)	(25,2)	(14,3)	(14,6)	(24,4)	(2,1p)	(19,2)	(17,5)	1,7p

### SPECIAL FACTORS<sup>1</sup>

	Note	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Change %	Q1-Q3 2012 millions of €	Q1-Q3 2013 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(63)</b>	<b>(201)</b>	<b>(282)</b>	<b>(21)</b>	<b>(50)</b>	<b>(55)</b>	<b>12,7</b>	<b>(81)</b>	<b>(126)</b>	<b>(55,6)</b>
- of which personnel		(61)	(95)	(243)	(22)	(53)	(53)	13,1	(148)	(128)	13,5
- of which other		(2)	(106)	(39)	1	3	(2)	n.a.	67	2	(97,0)
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(63)</b>	<b>(201)</b>	<b>(282)</b>	<b>(21)</b>	<b>(50)</b>	<b>(55)</b>	<b>12,7</b>	<b>(81)</b>	<b>(126)</b>	<b>(55,6)</b>
- of which personnel		(61)	(95)	(243)	(22)	(53)	(53)	13,1	(148)	(128)	13,5
- of which other		(2)	(106)	(39)	1	3	(2)	n.a.	67	2	(97,0)

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

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

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

# DTAG

## GLOSSARY AND DISCLAIMER

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

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