

DEUTSCHE TELEKOM

RESULTS Q3 2014

BACKUP



LIFE IS FOR SHARING.

GROUP

AT A GLANCE I^{1,2,3}

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|--------------------------------|--------------------------------|--------------|
| GROUP | | 15.525 | 15.665 | 60.132 | 14.894 | 15.114 | 15.648 | 0,8 | 44.467 | 45.656 | 2,7 |
| Germany | | 5.670 | 5.634 | 22.435 | 5.483 | 5.464 | 5.587 | (1,5) | 16.801 | 16.534 | (1,6) |
| United States | | 5.108 | 5.082 | 18.556 | 5.074 | 5.270 | 5.554 | 8,7 | 13.474 | 15.898 | 18,0 |
| Europe | | 3.440 | 3.486 | 13.704 | 3.125 | 3.163 | 3.317 | (3,6) | 10.218 | 9.605 | (6,0) |
| Systems Solutions | | 2.174 | 2.468 | 9.038 | 2.052 | 2.187 | 2.068 | (4,9) | 6.570 | 6.307 | (4,0) |
| Group Headquarters & Group Services | | 635 | 792 | 2.879 | 622 | 610 | 596 | (6,1) | 2.087 | 1.828 | (12,4) |
| Reconciliation | | (1.502) | (1.797) | (6.480) | (1.462) | (1.580) | (1.474) | 1,9 | (4.683) | (4.516) | 3,6 |
| NET REVENUE | | | | | | | | | | | |
| Germany | | 5.331 | 5.282 | 21.056 | 5.146 | 5.138 | 5.245 | (1,6) | 15.774 | 15.529 | (1,6) |
| United States | | 5.106 | 5.082 | 18.552 | 5.073 | 5.269 | 5.554 | 8,8 | 13.470 | 15.896 | 18,0 |
| Europe | | 3.313 | 3.354 | 13.174 | 3.018 | 3.074 | 3.222 | (2,7) | 9.820 | 9.314 | (5,2) |
| Systems Solutions | | 1.515 | 1.623 | 6.244 | 1.466 | 1.459 | 1.465 | (3,3) | 4.621 | 4.390 | (5,0) |
| Group Headquarters & Group Services | | 260 | 324 | 1.106 | 191 | 174 | 162 | (37,7) | 782 | 527 | (32,6) |
| GROUP | | 15.525 | 15.665 | 60.132 | 14.894 | 15.114 | 15.648 | 0,8 | 44.467 | 45.656 | 2,7 |
| EBITDA (ADJUSTED FOR SPECIAL FACTORS) | | | | | | | | | | | |
| Germany | | 2.375 | 2.027 | 8.936 | 2.230 | 2.256 | 2.324 | (2,1) | 6.909 | 6.810 | (1,4) |
| United States | | 1.082 | 974 | 3.874 | 844 | 1.083 | 1.014 | (6,3) | 2.900 | 2.941 | 1,4 |
| Europe | | 1.169 | 1.167 | 4.550 | 1.027 | 1.098 | 1.184 | 1,3 | 3.383 | 3.309 | (2,2) |
| Systems Solutions | | 197 | 199 | 774 | 138 | 288 | 197 | n.a. | 575 | 623 | 8,3 |
| Group Headquarters & Group Services | | (155) | (290) | (655) | (118) | (160) | (145) | 6,5 | (365) | (423) | (15,9) |
| Reconciliation | | (9) | (17) | (55) | 0 | (136) | 1 | n.a. | (38) | (135) | n.a. |
| GROUP | | 4.659 | 4.060 | 17.424 | 4.121 | 4.429 | 4.575 | (1,8) | 13.364 | 13.125 | (1,8) |
| Proportional EBITDA | | 3.920 | 3.095 | 14.387 | 3.494 | 3.684 | 3.838 | (2,1) | 11.292 | 11.016 | (2,4) |

1 The ICSS/GNF business of the local business units (LBUs), which had previously been organizationally assigned to the Systems Solutions operating segment, was brought together as of Jan. 1, 2014 and is now reported under the Europe operating segment. In addition, as of Jan. 1, 2014, the local business customer units of T-Systems Czech Republic, which had previously been managed under the Systems Solutions operating segment, were merged with T-Mobile Czech Republic; they are reported in the Europe operating segment. Comparative figures have been adjusted retrospectively.

2 As of May 1, 2013, including MetroPCS.

3 As of May 30, 2014, including GTS Central Europe group.

GROUP

AT A GLANCE II^{1, 2, 3}

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|---------------|
| EBITDA MARGIN (ADJUSTED FOR SPECIAL FACTORS) (EBITDA / TOTAL REVENUE) | | | | | | | | | | | |
| | % | | | | | | | | | | |
| Germany | % | 41,9 | 35,9 | 39,7 | 40,7 | 41,3 | 41,6 | (0,3p) | 41,0 | 41,2 | 0,2p |
| United States | % | 21,2 | 19,2 | 20,9 | 16,6 | 20,6 | 18,3 | (2,9p) | 21,5 | 18,5 | (3,0p) |
| Europe | % | 34,0 | 33,5 | 33,2 | 32,9 | 34,7 | 35,7 | 1,7p | 33,1 | 34,5 | 1,4p |
| Systems Solutions | % | 9,1 | 8,1 | 8,6 | 6,7 | 13,2 | 9,5 | 0,4p | 8,8 | 9,9 | 1,1p |
| Group Headquarters & Group Services | % | (24,4) | (36,6) | (22,8) | (19,0) | (26,2) | (24,3) | 0,1p | (17,5) | (23,1) | (5,6p) |
| GROUP | % | 30,0 | 25,9 | 28,9 | 27,7 | 29,3 | 29,2 | (0,8p) | 30,0 | 28,7 | (1,3p) |
| CASH CAPEX | | | | | | | | | | | |
| Germany | | 892 | 1.281 | 3.411 | 705 | 1.018 | 1.009 | 13,1 | 2.130 | 2.732 | 28,3 |
| United States | | 767 | 856 | 3.279 | 690 | 2.397 | 870 | 13,4 | 2.423 | 3.957 | 63,3 |
| Europe | | 500 | 1.255 | 3.661 | 585 | 422 | 457 | (8,6) | 2.406 | 1.464 | (39,2) |
| Systems Solutions | | 270 | 374 | 1.066 | 253 | 254 | 319 | 18,1 | 692 | 826 | 19,4 |
| Group Headquarters & Group Services | | 97 | 143 | 411 | 65 | 81 | 94 | (3,1) | 268 | 240 | (10,4) |
| Reconciliation | | (148) | (441) | (760) | (101) | (226) | (165) | (11,5) | (319) | (492) | (54,2) |
| GROUP | | 2.378 | 3.468 | 11.068 | 2.197 | 3.946 | 2.584 | 8,7 | 7.600 | 8.727 | 14,8 |
| - thereof spectrum investment | | 118 | 1.022 | 2.207 | 132 | 1.749 | 91 | (22,9) | 1.185 | 1.972 | 66,4 |
| NET PROFIT (LOSS) | | | | | | | | | | | |
| adjusted for special factors | | 823 | 355 | 2.755 | 587 | 636 | 800 | (2,8) | 2.400 | 2.023 | (15,7) |
| as reported | | 588 | (752) | 930 | 1.817 | 711 | 506 | (13,9) | 1.682 | 3.034 | 80,4 |
| FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS, SPECTRUM INVESTMENT, AT&T TRANSACTION AND COMPENSATION PAYMENTS FOR METROPCS EMPLOYEES) | | | | | | | | | | | |
| | | 1.427 | 1.032 | 4.606 | 983 | 1.049 | 1.125 | (21,2) | 3.574 | 3.157 | (11,7) |
| Proportional free cash flow | | 1.346 | 781 | 4.042 | 1.043 | 958 | 944 | (29,9) | 3.261 | 2.945 | (9,7) |
| NET DEBT | | 39.726 | 39.093 | 39.093 | 37.964 | 41.385 | 41.809 | 5,2 | 39.726 | 41.809 | 5,2 |

1 The ICSS/GNF business of the local business units (LBUs), which had previously been organizationally assigned to the Systems Solutions operating segment, was brought together as of Jan. 1, 2014 and is now reported under the Europe operating segment. In addition, as of Jan. 1, 2014, the local business customer units of T-Systems Czech Republic, which had previously been managed under the Systems Solutions operating segment, were merged with T-Mobile Czech Republic; they are reported in the Europe operating segment. Comparative figures have been adjusted retrospectively.

2 As of May 1, 2013, including MetroPCS.

3 As of May 30, 2014, including GTS Central Europe group.

DT GROUP

EXCELLENT MARKET POSITION¹

| | Note | Q3 | Q4 | Q1 | Q2 | Q3 | Change compared to | | Change compared to | |
|---|----------------|----------------|----------------|----------------|----------------|----------------|--------------------|--------------|--------------------|--------------|
| | | 2013 | 2013 | 2014 | 2014 | 2014 | prior quarter | | prior year | |
| | | '000 | '000 | '000 | '000 | '000 | abs. | % | abs. | % |
| BROADBAND RETAIL LINES (END OF PERIOD) | 2,3,4,5 | 17.079 | 17.118 | 17.151 | 17.222 | 17.232 | 10 | 0,1 | 153 | 0,9 |
| Germany | | 12.383 | 12.360 | 12.354 | 12.361 | 12.340 | (21) | (0,2) | (43) | (0,3) |
| Europa | | 4.682 | 4.744 | 4.784 | 4.849 | 4.880 | 31 | 0,6 | 198 | 4,2 |
| Greece | | 1.244 | 1.260 | 1.274 | 1.308 | 1.333 | 25 | 1,9 | 89 | 7,2 |
| Romania | | 1.175 | 1.193 | 1.200 | 1.200 | 1.196 | (4) | (0,3) | 21 | 1,8 |
| Hungary | | 832 | 851 | 867 | 877 | 887 | 10 | 1,1 | 55 | 6,6 |
| Czech Republic | | 127 | 129 | 131 | 132 | 132 | 0 | 0,0 | 5 | 3,9 |
| Croatia | | 631 | 628 | 624 | 621 | 617 | (4) | (0,6) | (14) | (2,2) |
| Slovakia | | 431 | 434 | 436 | 440 | 441 | 1 | 0,2 | 10 | 2,3 |
| other | | 242 | 249 | 252 | 272 | 273 | 1 | 0,4 | 31 | 12,8 |
| FIXED NETWORK LINES (END OF PERIOD) | 3,4,5,6 | 31.052 | 30.765 | 30.485 | 30.278 | 29.985 | (293) | (1,0) | (1.067) | (3,4) |
| Germany | | 21.625 | 21.417 | 21.202 | 21.034 | 20.841 | (193) | (0,9) | (784) | (3,6) |
| Europa | | 9.362 | 9.284 | 9.215 | 9.172 | 9.073 | (99) | (1,1) | (289) | (3,1) |
| Greece | | 2.794 | 2.746 | 2.702 | 2.675 | 2.645 | (30) | (1,1) | (149) | (5,3) |
| Romania | | 2.385 | 2.369 | 2.341 | 2.308 | 2.272 | (36) | (1,6) | (113) | (4,7) |
| Hungary | | 1.597 | 1.596 | 1.595 | 1.611 | 1.611 | 0 | 0,0 | 14 | 0,9 |
| Czech Republic | | 127 | 129 | 130 | 130 | 132 | 2 | 1,5 | 5 | 3,9 |
| Croatia | | 1.156 | 1.133 | 1.138 | 1.114 | 1.094 | (20) | (1,8) | (62) | (5,4) |
| Slovakia | | 919 | 922 | 914 | 908 | 898 | (10) | (1,1) | (21) | (2,3) |
| other | | 385 | 390 | 396 | 425 | 421 | (4) | (0,9) | 36 | 9,4 |
| MOBILE SUBSCRIBERS (END OF PERIOD) | 3,7 | 140.307 | 142.504 | 145.351 | 146.873 | 149.139 | 2.266 | 1,5 | 8.832 | 6,3 |
| Germany | | 37.936 | 38.625 | 39.145 | 39.337 | 39.653 | 316 | 0,8 | 1.717 | 4,5 |
| United States | 8 | 45.039 | 46.684 | 49.075 | 50.545 | 52.890 | 2.345 | 4,6 | 7.851 | 17,4 |
| Europa | | 56.825 | 56.679 | 56.615 | 56.485 | 56.087 | (398) | (0,7) | (738) | (1,3) |
| Greece | | 7.550 | 7.477 | 7.416 | 7.398 | 7.336 | (62) | (0,8) | (214) | (2,8) |
| Romania | | 6.125 | 6.153 | 6.080 | 6.046 | 5.945 | (101) | (1,7) | (180) | (2,9) |
| Hungary | | 4.853 | 4.887 | 4.878 | 4.898 | 4.933 | 35 | 0,7 | 80 | 1,6 |
| Poland | | 15.667 | 15.563 | 15.748 | 15.675 | 15.728 | 53 | 0,3 | 61 | 0,4 |
| Czech Republic | | 5.733 | 5.831 | 5.912 | 5.946 | 5.993 | 47 | 0,8 | 260 | 4,5 |
| Croatia | | 2.392 | 2.303 | 2.272 | 2.308 | 2.332 | 24 | 1,0 | (60) | (2,5) |
| Netherlands | 9 | 4.534 | 4.441 | 4.343 | 4.277 | 3.964 | (313) | (7,3) | (570) | (12,6) |
| Slovakia | | 2.263 | 2.262 | 2.257 | 2.237 | 2.228 | (9) | (0,4) | (35) | (1,5) |
| Austria | | 4.044 | 4.091 | 4.105 | 4.118 | 4.022 | (96) | (2,3) | (22) | (0,5) |
| other | | 3.663 | 3.671 | 3.604 | 3.582 | 3.604 | 22 | 0,6 | (59) | (1,6) |

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 subscribers (0,5mn mobile subscribers) and accesses (0,1 mn fixed network lines) from T-Systems Hungary.

4 The customers of Euronet Communications in the Netherlands have no longer been included in the Europe operating segment since Jan. 2, 2014 following the sale of the shares held in the company. They have been eliminated from all historical customer figures to improve comparability.

5 GTS Central Europe Group is part of the European Segment since May 30, 2014.

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

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

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

9 Our subsidiary in the Netherlands sold its Simpel brand and the customer relationships maintained under the brand effective Aug. 1, 2014. This decreased our customer base by 226 thousand customers. Customer figures for prior periods have not been adjusted.

DT CONSOLIDATED INCOME STATEMENT

ADJUSTED FOR SPECIAL FACTORS

| | | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Change | Q1-Q3 | Q1-Q3 | Change |
|---|------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|---------------|---------------|---------------|
| | Note | 2013 | 2013 | 2013 | 2014 | 2014 | 2014 | | 2013 | 2014 | |
| | | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | % | millions of € | millions of € | % |
| NET REVENUE | | 15.525 | 15.679 | 60.193 | 14.894 | 15.114 | 15.648 | 0,8 | 44.514 | 45.656 | 2,6 |
| Cost of sales | | (9.243) | (9.724) | (35.679) | (9.067) | (8.901) | (9.305) | (0,7) | (25.955) | (27.273) | (5,1) |
| GROSS PROFIT | | 6.282 | 5.955 | 24.514 | 5.827 | 6.213 | 6.343 | 1,0 | 18.559 | 18.383 | (0,9) |
| Selling expenses | | (3.403) | (3.663) | (13.554) | (3.260) | (3.279) | (3.341) | 1,8 | (9.891) | (9.880) | 0,1 |
| General and administrative expenses | | (831) | (785) | (3.844) | (927) | (1.120) | (1.040) | (25,2) | (3.059) | (3.087) | (0,9) |
| Other operating income | | 277 | 264 | 1.069 | 245 | 255 | 286 | 3,2 | 805 | 786 | (2,4) |
| Other operating expenses | | (237) | (432) | (934) | (260) | (275) | (322) | (35,9) | (502) | (857) | (70,7) |
| PROFIT (LOSS) FROM OPERATIONS (EBIT) | | 2.088 | 1.339 | 7.251 | 1.625 | 1.794 | 1.926 | (7,8) | 5.912 | 5.345 | (9,6) |
| EBIT margin (EBIT / net revenue) | % | 13,4 | 8,5 | 12,0 | 10,9 | 11,9 | 12,3 | (1,1p) | 13,3 | 11,7 | (1,6p) |
| Profit (loss) from financial activities | | (758) | (683) | (2.772) | (686) | (615) | (694) | 8,4 | (2.089) | (1.995) | 4,5 |
| of which: finance costs | | (552) | (567) | (2.162) | (597) | (577) | (610) | (10,5) | (1.595) | (1.784) | (11,8) |
| PROFIT (LOSS) BEFORE INCOME TAXES (EBT) | | 1.330 | 656 | 4.479 | 939 | 1.179 | 1.232 | (7,4) | 3.823 | 3.350 | (12,4) |
| Income taxes | | (351) | (242) | (1.364) | (304) | (422) | (349) | 0,6 | (1.122) | (1.075) | 4,2 |
| PROFIT (LOSS) | | 979 | 414 | 3.115 | 635 | 757 | 883 | (9,8) | 2.701 | 2.275 | (15,8) |
| Profit (loss) attributable to non-controlling interests | | 156 | 59 | 360 | 48 | 121 | 83 | (46,8) | 301 | 252 | (16,3) |
| NET PROFIT (LOSS) | | 823 | 355 | 2.755 | 587 | 636 | 800 | (2,8) | 2.400 | 2.023 | (15,7) |
| Depreciation, amortization and impairment losses | | (2.571) | (2.721) | (10.173) | (2.496) | (2.635) | (2.649) | (3,0) | (7.452) | (7.780) | (4,4) |
| EBITDA | | 4.659 | 4.060 | 17.424 | 4.121 | 4.429 | 4.575 | (1,8) | 13.364 | 13.125 | (1,8) |
| EBITDA margin (EBITDA / net revenue) | % | 30,0 | 25,9 | 28,9 | 27,7 | 29,3 | 29,2 | (0,8p) | 30,0 | 28,7 | (1,3p) |

DT GROUP

EBITDA RECONCILIATION

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|--------------|
| NET REVENUE | | 15.525 | 15.665 | 60.132 | 14.894 | 15.114 | 15.648 | 0,8 | 44.467 | 45.656 | 2,7 |
| NET PROFIT (LOSS) | | 588 | (752) | 930 | 1.817 | 711 | 506 | (13,9) | 1.682 | 3.034 | 80,4 |
| + Profit (loss) attributable to non-controlling interests | | 249 | (146) | 274 | 34 | 182 | 36 | (85,5) | 420 | 252 | (40,0) |
| = Profit (loss) | | 837 | (898) | 1.204 | 1.851 | 893 | 542 | (35,2) | 2.102 | 3.286 | 56,3 |
| - Income taxes | | (304) | (9) | (924) | (550) | (261) | (113) | 62,8 | (915) | (924) | (1,0) |
| = Profit (loss) before income taxes = EBT | | 1.141 | (889) | 2.128 | 2.401 | 1.154 | 655 | (42,6) | 3.017 | 4.210 | 39,5 |
| - Profit (loss) from financial activities | | (755) | (706) | (2.802) | (741) | (622) | (703) | 6,9 | (2.096) | (2.066) | 1,4 |
| PROFIT (LOSS) FROM OPERATIONS (EBIT) | | 1.896 | (183) | 4.930 | 3.142 | 1.776 | 1.358 | (28,4) | 5.113 | 6.276 | 22,7 |
| - Depreciation, amortization and impairment losses | | (2.572) | (3.438) | (10.904) | (2.496) | (2.641) | (2.649) | (3,0) | (7.466) | (7.786) | (4,3) |
| = EBITDA | | 4.468 | 3.255 | 15.834 | 5.638 | 4.417 | 4.007 | (10,3) | 12.579 | 14.062 | 11,8 |
| EBITDA margin (EBITDA/net revenue) | % | 28,8 | 20,8 | 26,3 | 37,9 | 29,2 | 25,6 | (3,2p) | 28,3 | 30,8 | 2,5p |
| - Special factors affecting EBITDA | | (191) | (805) | (1.590) | 1.517 | (12) | (568) | n.a. | (785) | 937 | n.a. |
| = EBITDA ADJUSTED FOR SPECIAL FACTORS | | 4.659 | 4.060 | 17.424 | 4.121 | 4.429 | 4.575 | (1,8) | 13.364 | 13.125 | (1,8) |
| EBITDA margin (adjusted for special factors) (EBITDA / net revenue) | % | 30,0 | 25,9 | 28,9 | 27,7 | 29,3 | 29,2 | (0,8p) | 30,0 | 28,7 | (1,3p) |

DT CONSOLIDATED INCOME STATEMENT

AS REPORTED

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|--------------|
| NET REVENUE | | 15.525 | 15.665 | 60.132 | 14.894 | 15.114 | 15.648 | 0,8 | 44.467 | 45.656 | 2,7 |
| Cost of sales | | (9.398) | (9.935) | (36.255) | (9.134) | (9.005) | (9.602) | (2,2) | (26.320) | (27.741) | (5,4) |
| GROSS PROFIT | | 6.127 | 5.730 | 23.877 | 5.760 | 6.109 | 6.046 | (1,3) | 18.147 | 17.915 | (1,3) |
| Selling expenses | | (3.456) | (3.730) | (13.797) | (3.301) | (3.317) | (3.390) | 1,9 | (10.067) | (10.008) | 0,6 |
| General and administrative expenses | | (912) | (1.215) | (4.518) | (970) | (1.324) | (1.170) | (28,3) | (3.303) | (3.464) | (4,9) |
| Other operating income | | 410 | 297 | 1.326 | 1.957 | 653 | 278 | (32,2) | 1.029 | 2.888 | n.a. |
| Other operating expenses | | (273) | (1.265) | (1.958) | (304) | (345) | (406) | (48,7) | (693) | (1.055) | (52,2) |
| PROFIT (LOSS) FROM OPERATIONS (EBIT) | | 1.896 | (183) | 4.930 | 3.142 | 1.776 | 1.358 | (28,4) | 5.113 | 6.276 | 22,7 |
| EBIT margin (EBIT / net revenue) | % | 12,2 | (1,2) | 8,2 | 21,1 | 11,8 | 8,7 | (3,5p) | 11,5 | 13,7 | 2,2p |
| Profit (loss) from financial activities | | (755) | (706) | (2.802) | (741) | (622) | (703) | 6,9 | (2.096) | (2.066) | 1,4 |
| of which: finance costs | | (552) | (567) | (2.162) | (597) | (577) | (610) | (10,5) | (1.595) | (1.784) | (11,8) |
| PROFIT (LOSS) BEFORE INCOME TAXES (EBT) | | 1.141 | (889) | 2.128 | 2.401 | 1.154 | 655 | (42,6) | 3.017 | 4.210 | 39,5 |
| Income taxes | | (304) | (9) | (924) | (550) | (261) | (113) | 62,8 | (915) | (924) | (1,0) |
| PROFIT (LOSS) | | 837 | (898) | 1.204 | 1.851 | 893 | 542 | (35,2) | 2.102 | 3.286 | 56,3 |
| Profit (loss) attributable to non-controlling interests | | 249 | (146) | 274 | 34 | 182 | 36 | (85,5) | 420 | 252 | (40,0) |
| NET PROFIT (LOSS) | | 588 | (752) | 930 | 1.817 | 711 | 506 | (13,9) | 1.682 | 3.034 | 80,4 |
| Depreciation, amortization and impairment losses | | (2.572) | (3.438) | (10.904) | (2.496) | (2.641) | (2.649) | (3,0) | (7.466) | (7.786) | (4,3) |
| EBITDA | | 4.468 | 3.255 | 15.834 | 5.638 | 4.417 | 4.007 | (10,3) | 12.579 | 14.062 | 11,8 |
| EBITDA margin (EBITDA / net revenue) | % | 28,8 | 20,8 | 26,3 | 37,9 | 29,2 | 25,6 | (3,2p) | 28,3 | 30,8 | 2,5p |

DT GROUP

SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € |
|---|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------------------------|--------------------------------|
| NET REVENUE | | 0 | (14) | (61) | 0 | 0 | 0 | (47) | 0 |
| Cost of sales | | (155) | (211) | (576) | (67) | (104) | (297) | (365) | (468) |
| GROSS PROFIT | | (155) | (225) | (637) | (67) | (104) | (297) | (412) | (468) |
| Selling expenses | | (53) | (67) | (243) | (41) | (38) | (49) | (176) | (128) |
| General and administrative expenses | | (81) | (430) | (674) | (43) | (204) | (130) | (244) | (377) |
| Other operating income | 1 | 133 | 33 | 257 | 1.712 | 398 | (8) | 224 | 2.102 |
| Other operating expenses | | (36) | (833) | (1.024) | (44) | (70) | (84) | (191) | (198) |
| PROFIT (LOSS) FROM OPERATIONS (EBIT) | 1 | (192) | (1.522) | (2.321) | 1.517 | (18) | (568) | (799) | 931 |
| Profit (loss) from financial activities | | 3 | (23) | (30) | (55) | (7) | (9) | (7) | (71) |
| PROFIT (LOSS) BEFORE INCOME TAXES (EBT) | 1 | (189) | (1.545) | (2.351) | 1.462 | (25) | (577) | (806) | 860 |
| Income taxes | | 47 | 233 | 440 | (246) | 161 | 236 | 207 | 151 |
| PROFIT (LOSS) | | (142) | (1.312) | (1.911) | 1.216 | 136 | (341) | (599) | 1.011 |
| Profit (loss) attributable to non-controlling interests | | 93 | (205) | (86) | (14) | 61 | (47) | 119 | 0 |
| NET PROFIT (LOSS) | | (235) | (1.107) | (1.825) | 1.230 | 75 | (294) | (718) | 1.011 |
| Depreciation, amortization and impairment losses | | (1) | (717) | (731) | 0 | (6) | 0 | (14) | (6) |
| EBITDA | 1 | (191) | (805) | (1.590) | 1.517 | (12) | (568) | (785) | 937 |

1 Income from divestitures relating to the deconsolidation of the Scout24 group.

DT GROUP

DETAILS ON SPECIAL FACTORS I

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|---|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|---------------|
| EFFECT ON OPERATING EXPENSES | | (325) | (1.541) | (2.517) | (195) | (416) | (560) | (72,3) | (976) | (1.171) | (20,0) |
| of which: expenses / income for early retirement (civil servants) | | (137) | (204) | (486) | (7) | (50) | (90) | 34,3 | (282) | (147) | 47,9 |
| of which: expenses for severance payments | | (65) | (333) | (714) | (48) | (47) | (109) | (67,7) | (381) | (204) | 46,5 |
| of which: expenses / income for partial retirement | | (20) | (36) | (85) | (29) | (31) | (37) | (85,0) | (49) | (97) | (98,0) |
| of which: expenses for other personnel restructuring charges | | (68) | (63) | (166) | (42) | (44) | (25) | 63,2 | (103) | (111) | (7,8) |
| of which: restructuring charges | | (6) | (77) | (196) | (30) | (68) | (86) | n.a. | (119) | (184) | (54,6) |
| of which: expenses due to de-consolidations and other asset sales | | (83) | (48) | (173) | (8) | (48) | (159) | (91,6) | (125) | (215) | (72,0) |
| of which: others | | 54 | (780) | (697) | (31) | (128) | (53) | n.a. | 83 | (212) | n.a. |
| EFFECT ON OTHER OPERATING INCOME | | 133 | 33 | 257 | 1.712 | 398 | (8) | n.a. | 224 | 2.102 | n.a. |
| of which: income due to asset sales | | 134 | 31 | 256 | 1.712 | 386 | 1 | (99,3) | 225 | 2.099 | n.a. |
| of which: others | | (1) | 2 | 1 | 0 | 12 | (9) | n.a. | (1) | 3 | n.a. |
| EFFECT ON REVENUE | 1 | 0 | (14) | (61) | 0 | 0 | 0 | n.a. | (47) | 0 | n.a. |
| EFFECT ON PROFIT FROM OPERATIONS = EBIT | 2 | (192) | (1.522) | (2.321) | 1.517 | (18) | (568) | n.a. | (799) | 931 | n.a. |
| DEPRECIATION, AMORTIZATION AND IMPAIRMENT LOSSES | | (1) | (717) | (731) | 0 | (6) | 0 | n.a. | (14) | (6) | 57,1 |
| of which: restructuring charges | | 12 | (1) | (2) | 0 | (6) | 0 | n.a. | (1) | (6) | n.a. |
| of which: expenses due to consolidations and other asset sales | | (13) | 0 | (13) | 0 | 0 | 0 | n.a. | (13) | 0 | n.a. |
| of which: others | | 0 | (716) | (716) | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| EFFECT ON EBITDA | 2 | (191) | (805) | (1.590) | 1.517 | (12) | (568) | n.a. | (785) | 937 | n.a. |

1 Special factors affecting Total revenue: EUR -14 mn in Q4/13 within Wholesale Services (ULL) in Germany.

2 Income from divestitures relating to the deconsolidation of the Scout24 group.

DT GROUP

DETAILS ON SPECIAL FACTORS II

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|---------------|
| EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES | | 3 | (23) | (30) | (55) | (7) | (9) | n.a. | (7) | (71) | n.a. |
| EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES | | (189) | (1.545) | (2.351) | 1.462 | (25) | (577) | n.a. | (806) | 860 | n.a. |
| EFFECT ON TAXES | | 47 | 233 | 440 | (246) | 161 | 236 | n.a. | 207 | 151 | (27,1) |
| Tax effect of special factors within EBIT | | 90 | 266 | 518 | 43 | (58) | 164 | 82,2 | 252 | 149 | (40,9) |
| Tax effect of special factors on profit (loss) from financial activities | | 4 | 10 | 18 | 1 | 1 | 2 | (50,0) | 8 | 4 | (50,0) |
| Other tax effects | | (47) | (43) | (96) | (290) | 218 | 70 | n.a. | (53) | (2) | 96,2 |
| EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON-CONTROLLING INTERESTS | | 93 | (205) | (86) | (14) | 61 | (47) | n.a. | 119 | 0 | n.a. |
| EFFECT ON NET PROFIT (LOSS) | 1 | (235) | (1.107) | (1.825) | 1.230 | 75 | (294) | (25,1) | (718) | 1.011 | n.a. |

1 Income from divestitures relating to the deconsolidation of the Scout24 group.

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 2013 millions of € | Q3 2014 millions of € | Total | Germany | United States | Europe | Systems Solutions | GHS | Total | Germany | United States | Europe | | Systems Solutions | GHS | Q3 2014 millions of € | Change % |
| NET REVENUE | 15.525 | 15.648 | 78 | 0 | 0 | 78 | 0 | 0 | 144 | 0 | 0 | 50 | 0 | 94 | 66 | 15.714 | 1,2 |
| PROFIT (LOSS) FROM OPERATIONS = EBIT | 1.896 | 1.358 | (2) | 0 | 0 | (2) | 0 | 0 | 161 | 0 | 0 | 131 | 0 | 30 | 163 | 1.521 | (19,8) |
| Profit (loss) from financial activities | (755) | (703) | (3) | 0 | 0 | (3) | 0 | 0 | (3) | 0 | 0 | (3) | 0 | 0 | 0 | (703) | 6,9 |
| of which finance costs | (552) | (610) | (3) | 0 | 0 | (3) | 0 | 0 | (3) | 0 | 0 | (3) | 0 | 0 | 0 | (610) | (10,5) |
| PROFIT (LOSS) BEFORE INCOME TAXES = EBT | 1.141 | 655 | (5) | 0 | 0 | (5) | 0 | 0 | 158 | 0 | 0 | 128 | 0 | 30 | 163 | 818 | (28,3) |
| Income taxes | (304) | (113) | 2 | 0 | 0 | 2 | 0 | 0 | (1) | 0 | 0 | 0 | 0 | (1) | (3) | (116) | 61,8 |
| PROFIT (LOSS) | 837 | 542 | (3) | 0 | 0 | (3) | 0 | 0 | 157 | 0 | 0 | 128 | 0 | 29 | 160 | 702 | (16,1) |

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 2013 | Q1-Q3 2014 | Total | Germany | United States | Europe | Systems Solutions | GHS | Total | Germany | Europe | United States | Systems Solutions | GHS | | Q1-Q3 2014 | Change |
| | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | | millions of € | % |
| NET REVENUE | 44.467 | 45.656 | 1.395 | 0 | 1.278 | 117 | 0 | 0 | 545 | 8 | 257 | 0 | 38 | 242 | (850) | 44.806 | 0,8 |
| PROFIT (LOSS) FROM OPERATIONS = EBIT | 5.113 | 6.276 | 181 | 0 | 179 | 2 | 0 | 0 | 252 | (3) | 216 | 0 | (26) | 65 | 71 | 6.347 | 24,1 |
| Profit (loss) from financial activities | (2.096) | (2.066) | (104) | 0 | (100) | (4) | 0 | 0 | (68) | (25) | (48) | 0 | 5 | 0 | 36 | (2.030) | 3,1 |
| of which finance costs | (1.595) | (1.784) | (81) | 0 | (77) | (4) | 0 | 0 | (11) | 0 | (10) | 0 | 0 | (1) | 70 | (1.714) | (7,5) |
| PROFIT (LOSS) BEFORE INCOME TAXES = EBT | 3.017 | 4.210 | 77 | 0 | 79 | (2) | 0 | 0 | 184 | (28) | 168 | 0 | (21) | 65 | 107 | 4.317 | 43,1 |
| Income taxes | (915) | (924) | 1 | 0 | 0 | 1 | 0 | 0 | (10) | 0 | (7) | 0 | 0 | (3) | (11) | (935) | (2,2) |
| PROFIT (LOSS) | 2.102 | 3.286 | 78 | 0 | 79 | (1) | 0 | 0 | 174 | (28) | 161 | 0 | (21) | 62 | 96 | 3.382 | 60,9 |

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS

| | | Sep. 30, 2013 | Dec. 31, 2013 | Mar. 31, 2014 | Jun. 30, 2014 | Sep. 30, 2014 | Change compared to prior quarter % | Change compared to prior year % |
|--|------|------------------|------------------|------------------|------------------|------------------|---|--|
| | Note | millions of € | millions of € | millions of € | millions of € | millions of € | | |
| CURRENT ASSETS | | 18.020 | 21.963 | 22.270 | 18.402 | 22.121 | 20,2 | 22,8 |
| Cash and cash equivalents | | 5.675 | 7.970 | 7.706 | 4.383 | 7.250 | 65,4 | 27,8 |
| Trade and other receivables | | 7.146 | 7.712 | 7.536 | 8.112 | 9.059 | 11,7 | 26,8 |
| Current recoverable income taxes | | 112 | 98 | 146 | 113 | 76 | (32,7) | (32,1) |
| Other financial assets | | 2.230 | 2.745 | 2.695 | 2.805 | 2.708 | (3,5) | 21,4 |
| Inventories | | 1.342 | 1.062 | 1.139 | 1.231 | 1.275 | 3,6 | (5,0) |
| Current and non-current assets and disposal groups held for sale | | 78 | 1.033 | 1.211 | 86 | 252 | n.a. | n.a. |
| Other assets | | 1.437 | 1.343 | 1.837 | 1.672 | 1.501 | (10,2) | 4,5 |
| NON-CURRENT ASSETS | | 97.281 | 96.185 | 95.073 | 99.626 | 102.888 | 3,3 | 5,8 |
| Intangible assets | | 46.972 | 45.967 | 45.157 | 48.566 | 50.152 | 3,3 | 6,8 |
| Property, plant and equipment | | 37.501 | 37.427 | 37.255 | 37.705 | 38.746 | 2,8 | 3,3 |
| Investments accounted for using the equity method | | 6.247 | 6.167 | 6.257 | 6.467 | 6.581 | 1,8 | 5,3 |
| Other financial assets | | 1.528 | 1.362 | 1.265 | 1.680 | 1.859 | 10,7 | 21,7 |
| Deferred tax assets | | 4.708 | 4.960 | 4.841 | 4.914 | 5.060 | 3,0 | 7,5 |
| Other assets | | 325 | 302 | 298 | 294 | 490 | 66,7 | 50,8 |
| TOTAL ASSETS | | 115.301 | 118.148 | 117.343 | 118.028 | 125.009 | 5,9 | 8,4 |

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

LIABILITIES AND SHAREHOLDERS' EQUITY

| | Note | Sep. 30, 2013 millions of € | Dec. 31, 2013 millions of € | Mar. 31, 2014 millions of € | Jun. 30, 2014 millions of € | Sep. 30, 2014 millions of € | Change compared to prior quarter % | Change compared to prior year % |
|--|------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|---|--|
| LIABILITIES | | 83.286 | 86.085 | 84.577 | 85.527 | 91.032 | 6,4 | 9,3 |
| CURRENT LIABILITIES | | 25.188 | 22.496 | 23.490 | 25.691 | 26.860 | 4,6 | 6,6 |
| Financial liabilities | | 11.169 | 7.891 | 8.891 | 10.767 | 10.961 | 1,8 | (1,9) |
| Trade and other payables | | 6.701 | 7.259 | 6.696 | 7.441 | 8.012 | 7,7 | 19,6 |
| Income tax liabilities | | 428 | 308 | 295 | 290 | 242 | (16,6) | (43,5) |
| Other provisions | | 2.709 | 3.120 | 3.315 | 2.976 | 3.231 | 8,6 | 19,3 |
| Liabilities directly associated with non-current assets and disposal groups held for sale | | 0 | 113 | 0 | 38 | 0 | n.a. | n.a. |
| Other liabilities | | 4.181 | 3.805 | 4.293 | 4.179 | 4.414 | 5,6 | 5,6 |
| NON-CURRENT LIABILITIES | | 58.098 | 63.589 | 61.087 | 59.836 | 64.172 | 7,2 | 10,5 |
| Financial liabilities | | 38.154 | 43.708 | 40.737 | 39.104 | 42.398 | 8,4 | 11,1 |
| Provisions for pensions and other employee benefits | | 7.172 | 7.006 | 7.285 | 7.642 | 8.128 | 6,4 | 13,3 |
| Other provisions | | 1.957 | 2.071 | 2.083 | 2.035 | 2.133 | 4,8 | 9,0 |
| Deferred tax liabilities | | 6.845 | 6.916 | 7.103 | 7.194 | 7.550 | 4,9 | 10,3 |
| Other liabilities | | 3.970 | 3.888 | 3.879 | 3.861 | 3.963 | 2,6 | (0,2) |
| SHAREHOLDERS' EQUITY | | 32.015 | 32.063 | 32.766 | 32.501 | 33.977 | 4,5 | 6,1 |
| Issued capital | | 11.395 | 11.395 | 11.395 | 11.611 | 11.611 | n.a. | 1,9 |
| Capital reserves | | 51.346 | 51.428 | 50.996 | 51.746 | 51.760 | 0,0 | 0,8 |
| Retained earnings incl. carryforwards | | (37.333) | (37.437) | (36.670) | (39.117) | (39.415) | (0,8) | (5,6) |
| Total other comprehensive income | | (2.276) | (2.383) | (2.502) | (2.250) | (1.356) | 39,7 | 40,4 |
| Total other comprehensive income directly associated with non-current assets and disposable groups held for sale | | 0 | 0 | 0 | 0 | 0 | n.a. | n.a. |
| Net profit (loss) | | 1.682 | 930 | 1.817 | 2.528 | 3.034 | 20,0 | 80,4 |
| Treasury shares | | (6) | (54) | (54) | (54) | (54) | n.a. | n.a. |
| Non-controlling interests | | 7.207 | 8.184 | 7.784 | 8.037 | 8.397 | 4,5 | 16,5 |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY | | 115.301 | 118.148 | 117.343 | 118.028 | 125.009 | 5,9 | 8,4 |

DT GROUP

PROVISIONS FOR PENSIONS

| | | 2013 millions of € | 2012 millions of € | 2011 millions of € | 2010 millions of € | 2009 millions of € |
|--|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET | | | | | | |
| Present value of obligation (DBO) | 1 | 8.965 | 8.973 | 6.966 | 7.017 | 6.833 |
| Plan assets | | (1.973) | (1.680) | (860) | (629) | (618) |
| Others | | 14 | 19 | 18 | (15) | (36) |
| Provision in balance sheet | | 7.006 | 7.312 | 6.124 | 6.373 | 6.179 |
| PENSION COSTS INCLUDED IN P&L (INCLUDED EXPECTED RETURN ON PLAN ASSETS) | | | | | | |
| | | 388 | 511 | 530 | 514 | 525 |
| thereof included in EBITDA | | 160 | 197 | 199 | 197 | 204 |
| thereof included in financial result | | 228 | 313 | 314 | 317 | 321 |
| CASH PAYMENTS FOR PENSIONS | | | | | | |
| 1) funding of plan assets by DT (investment in financial assets) | | 269 | 768 | 267 | 2 | 45 |
| 2) benefits paid through plan assets | 2 | 42 | 45 | 52 | 56 | 61 |
| 3) benefits paid through provision (included in cash flow from operations) | | 366 | 375 | 367 | 345 | 332 |
| cash payments included in cash flow statement = 1) + 3) | | 635 | 1.143 | 634 | 347 | 377 |
| cash payments included in free cash flow = 3) | | 366 | 375 | 367 | 345 | 332 |
| CHANGE IN THE PRESENT VALUE OF THE OBLIGATION (EXAMPLE 2012) | | | | | | |
| End of 2012 | | 8.973 | | | | |
| pension costs included in P&L | | 388 | | | | |
| benefits paid | | (408) | | | | |
| actuarial losses/gains | 3 | (35) | | | | |
| F/X | | (6) | | | | |
| Others | | 53 | | | | |
| End of 2013 | | 8.965 | | | | |

1 Increase in obligation in 2012 mainly due to a change in the discount rate.

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".

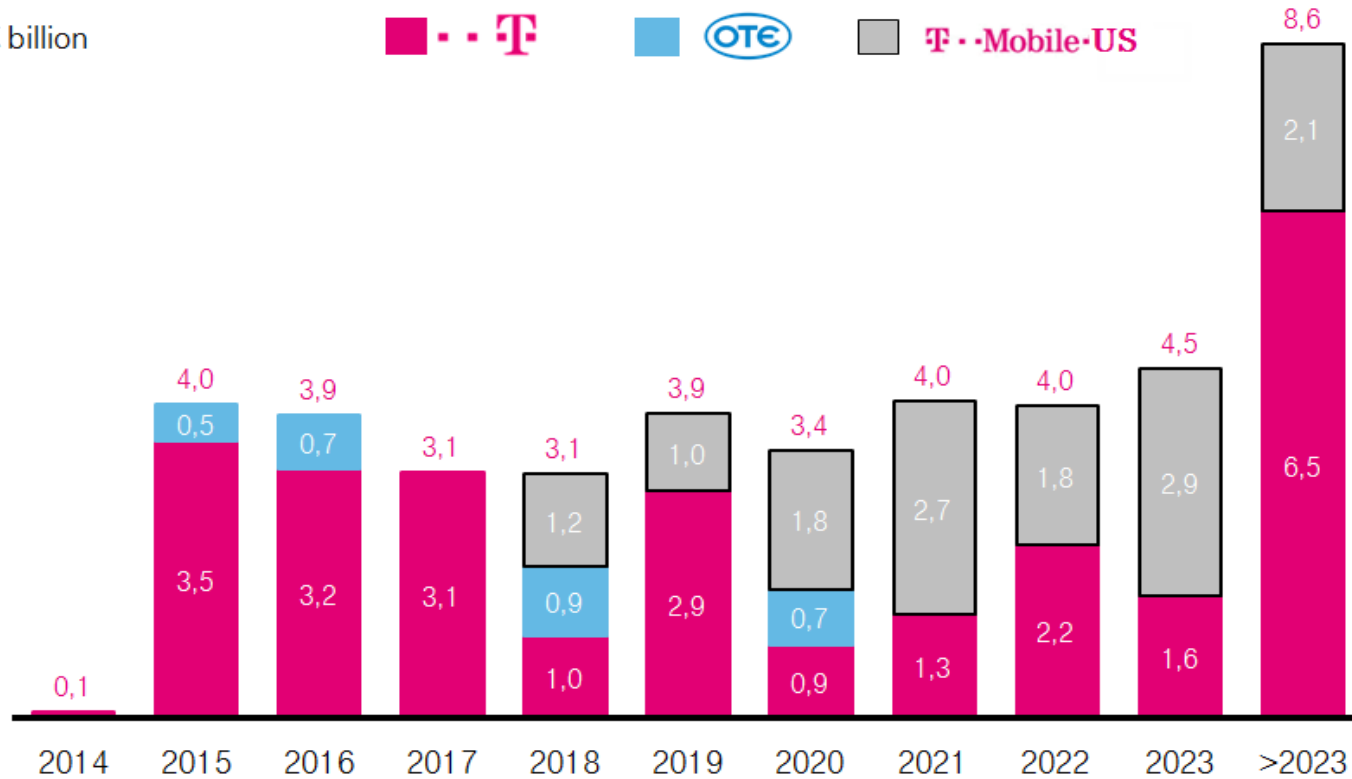
3 Actuarial losses/gains are via other comprehensive income directly billed vs. equity. Cumulative amount recorded in equity 2013: loss of 2.152 million €.

MATURITY PROFILE AS OF SEPTEMBER 30, 2014

Bonds, Medium Term Notes (MTN) and "Schuldscheindarlehen"

€ billion

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LIQUIDITY RESERVE AS OF SEPTEMBER 30, 2014

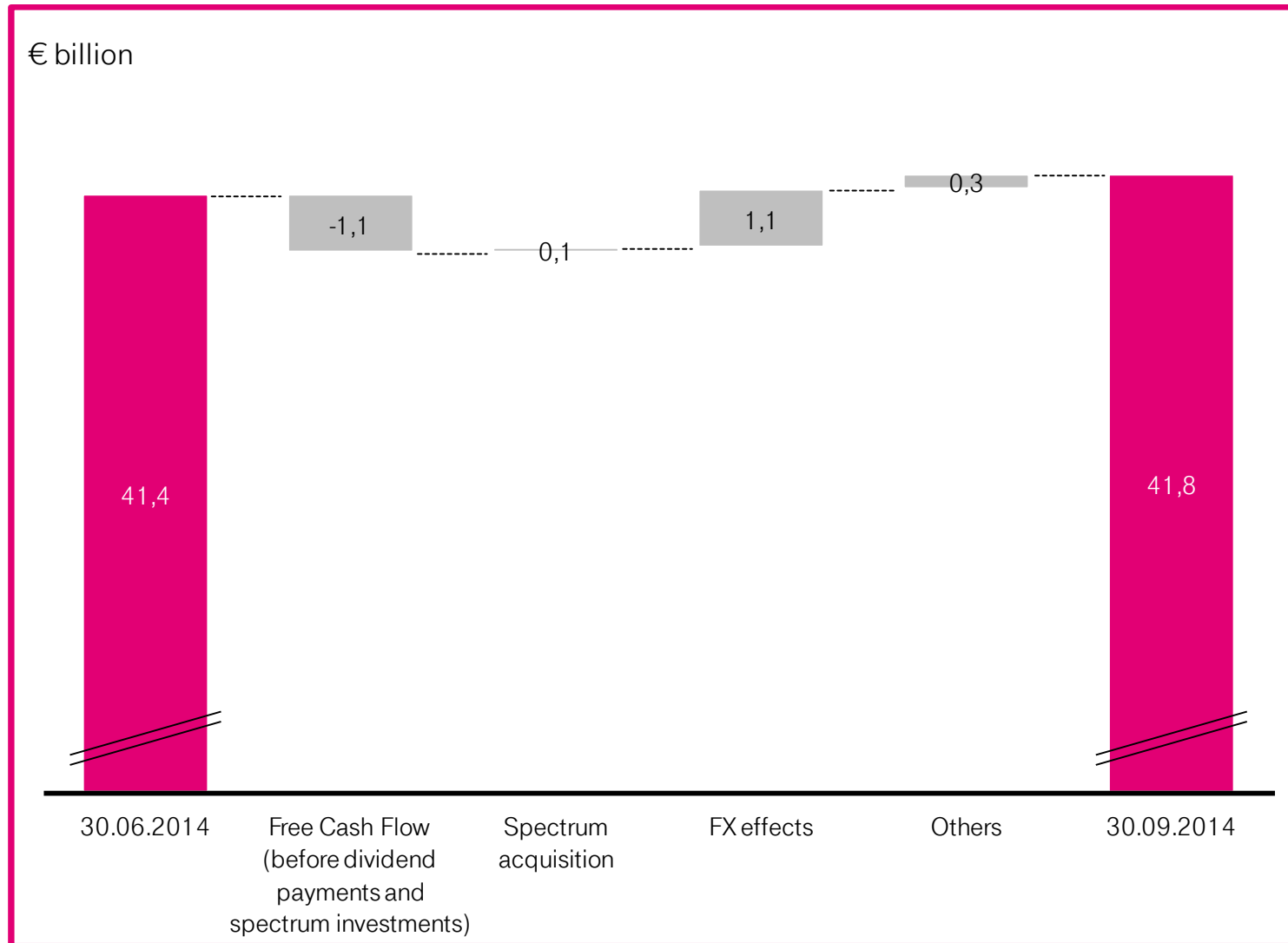
| | | |
|-----------------|-------------|--|
| € billion | 61,9 | Total line availability |
| | 20,1 | Liquidity reserve |
| | | Unused bank lines: € 11,7 bn |
| | | Other liquid assets: € 8,4 bn |
| | 41,8 | Net-debt |
| | | Gross debt € 51,3 bn |
| | | Bonds: € 43,3 bn |
| | | Other financial liabilities: € 8,0 bn |
| | | Liquid financial assets € 9,5 bn |
| | | Cash & equivalents: € 7,3 bn |
| | | Available-for-sale/held-for-trading financial assets € 0,2 bn |
| | | Other financial assets: € 2,0 bn |
| Numbers rounded | | |

DT GROUP

NET DEBT

| | | Sep. 30, 2013 | Dec. 31, 2013 | Mar. 31, 2014 | Jun. 30, 2014 | Sep. 30, 2014 | Change compared to prior quarter % | Change compared to prior year % |
|--|------|------------------|------------------|------------------|------------------|------------------|---|--|
| | Note | millions of € | millions of € | millions of € | millions of € | millions of € | | |
| Bonds | | 39.225 | 40.535 | 40.101 | 40.084 | 43.292 | 8,0 | 10,4 |
| Other financial liabilities | | 8.366 | 9.092 | 7.717 | 7.882 | 7.981 | 1,3 | (4,6) |
| GROSS DEBT | | 47.591 | 49.627 | 47.818 | 47.966 | 51.273 | 6,9 | 7,7 |
| Cash and cash equivalents | | 5.675 | 7.970 | 7.706 | 4.383 | 7.250 | 65,4 | 27,8 |
| Available-for-sale/held-for-trading financial assets | | 301 | 310 | 299 | 287 | 245 | (14,6) | (18,6) |
| Other financial assets | | 1.889 | 2.254 | 1.849 | 1.911 | 1.969 | 3,0 | 4,2 |
| NET DEBT | | 39.726 | 39.093 | 37.964 | 41.385 | 41.809 | 1,0 | 5,2 |

NET DEBT DEVELOPMENT Q3 2014



Numbers rounded

DT GROUP

CASH CAPEX

| | | Q3 2013 | Q4 2013 | FY 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change | Q1-Q3 2013 | Q1-Q3 2014 | Change |
|-------------------------------------|----------|---------------|---------------|---------------|---------------|---------------|---------------|------------|---------------|---------------|-------------|
| | Note | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | % | millions of € | millions of € | % |
| CASH CAPEX | | | | | | | | | | | |
| Germany | | 892 | 1.281 | 3.411 | 705 | 1.018 | 1.009 | 13,1 | 2.130 | 2.732 | 28,3 |
| United States | | 767 | 856 | 3.279 | 690 | 2.397 | 870 | 13,4 | 2.423 | 3.957 | 63,3 |
| Europe | | 500 | 1.255 | 3.661 | 585 | 422 | 457 | (8,6) | 2.406 | 1.464 | (39,2) |
| Systems Solutions | | 270 | 374 | 1.066 | 253 | 254 | 319 | 18,1 | 692 | 826 | 19,4 |
| Group Headquarters & Group Services | | 97 | 143 | 411 | 65 | 81 | 94 | (3,1) | 268 | 240 | (10,4) |
| Reconciliation | | (148) | (441) | (760) | (101) | (226) | (165) | (11,5) | (319) | (492) | (54,2) |
| GROUP | 1 | 2.378 | 3.468 | 11.068 | 2.197 | 3.946 | 2.584 | 8,7 | 7.600 | 8.727 | 14,8 |
| - thereof spectrum investment | | 118 | 1.022 | 2.207 | 132 | 1.749 | 91 | (22,9) | 1.185 | 1.972 | 66,4 |

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

DT GROUP

FREE CASH FLOW

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|---------------|
| Net profit (loss) | | 588 | (752) | 930 | 1.817 | 711 | 506 | (13,9) | 1.682 | 3.034 | 80,4 |
| Profit (loss) attributable to non-controlling interests | | 249 | (146) | 274 | 34 | 182 | 36 | (85,5) | 420 | 252 | (40,0) |
| PROFIT (LOSS) AFTER INCOME TAXES | | 837 | (898) | 1.204 | 1.851 | 893 | 542 | (35,2) | 2.102 | 3.286 | 56,3 |
| Depreciation, amortization and impairment losses | | 2.572 | 3.438 | 10.904 | 2.496 | 2.641 | 2.649 | 3,0 | 7.466 | 7.786 | 4,3 |
| Income tax expense/(benefit) | | 304 | 9 | 924 | 550 | 261 | 113 | (62,8) | 915 | 924 | 1,0 |
| Interest (income) and interest expenses | | 552 | 567 | 2.162 | 597 | 577 | 610 | 10,5 | 1.595 | 1.784 | 11,8 |
| Other financial (income) expense | | 174 | 171 | 569 | 117 | 51 | 82 | (52,9) | 398 | 250 | (37,2) |
| Share of (profit) loss of associates and joint ventures accounted for using the equity method | | 29 | (32) | 71 | 27 | (6) | 11 | (62,1) | 103 | 32 | (68,9) |
| (Profit) loss on the disposal of fully consolidated subsidiaries | | (122) | (1) | (131) | (1.709) | 0 | 43 | n.a. | (130) | (1.666) | n.a. |
| Other non-cash transactions | | 28 | 52 | 101 | 53 | 31 | 30 | 7,1 | 49 | 114 | n.a. |
| (Gain) loss from the disposal of intangible assets and property, plant and equipment | | 3 | 91 | 138 | (26) | (379) | (6) | n.a. | 47 | (411) | n.a. |
| Change in assets carried as working capital | | (37) | (373) | (1.266) | (496) | (316) | (462) | n.a. | (893) | (1.274) | (42,7) |
| Change in provisions | | 67 | 441 | (195) | 153 | (476) | 286 | n.a. | (636) | (37) | 94,2 |
| Change in other liabilities carried as working capital | | (424) | 264 | 696 | 188 | 700 | 455 | n.a. | 432 | 1.343 | n.a. |
| Income taxes received (paid) | | (157) | (134) | (648) | (178) | (151) | (187) | (19,1) | (514) | (516) | (0,4) |
| Dividends received | | 92 | 69 | 273 | 237 | 5 | 74 | (19,6) | 204 | 316 | 54,9 |
| Net payments from entering into or canceling interest rate swaps | | 133 | 90 | 290 | 0 | 0 | 0 | n.a. | 200 | 0 | n.a. |
| Break-up fee T-Mobile USA | | 0 | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| Tax effect break-up fee T-Mobile USA | | 0 | 0 | 137 | 0 | 0 | 0 | n.a. | 137 | 0 | n.a. |
| Retention bonus T-Mobile USA/compensation payments for MetroPCS employees | | 1 | 8 | 60 | 0 | 0 | 0 | n.a. | 52 | 0 | n.a. |
| CASH GENERATED FROM OPERATIONS | | 4.052 | 3.762 | 15.289 | 3.860 | 3.831 | 4.240 | 4,6 | 11.527 | 11.931 | 3,5 |
| Interest received (paid) | | (411) | (360) | (2.075) | (898) | (644) | (670) | (63,0) | (1.715) | (2.212) | (29,0) |
| NET CASH FROM OPERATING ACTIVITIES | | 3.641 | 3.402 | 13.214 | 2.962 | 3.187 | 3.570 | (2,0) | 9.812 | 9.719 | (0,9) |
| Cash outflows for investments in (proceeds from disposal of) | | (2.214) | (2.370) | (8.608) | (1.979) | (2.138) | (2.445) | (10,4) | (6.238) | (6.562) | (5,2) |
| Intangible assets | 1 | (696) | (1.718) | (4.490) | (732) | (2.217) | (662) | 4,9 | (2.772) | (3.611) | (30,3) |
| Property, plant and equipment | 1 | (1.636) | (1.674) | (6.325) | (1.379) | (1.670) | (1.874) | (14,5) | (4.651) | (4.923) | (5,8) |
| Spectrum investment | | 118 | 1.022 | 2.207 | 132 | 1.749 | 91 | (22,9) | 1.185 | 1.972 | 66,4 |
| FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS, SPECTRUM INVESTMENT, AT&T TRANSACTION AND COMPENSATION PAYMENTS FOR METROPCS EMPLOYEES) | | 1.427 | 1.032 | 4.606 | 983 | 1.049 | 1.125 | (21,2) | 3.574 | 3.157 | (11,7) |

1 Cash outflows for investments in intangible assets and property, plant and equipment were adjusted retrospectively in 2013 and in Q1/2014.

DT GROUP

PERSONNEL¹

| AT REPORTING DATE | Note | Sep. 30, | Dec. 31, | Mar. 31, | Jun. 30, | Sep. 30, | Change compared to | | Change compared to | |
|-------------------------------------|------|----------------|----------------|----------------|----------------|----------------|--------------------|--------------|--------------------|--------------|
| | | 2013 | 2013 | 2014 | 2014 | 2014 | prior quarter | | prior year | |
| | | | | | | | abs. | % | abs. | % |
| Germany | | 67.434 | 66.725 | 67.318 | 67.883 | 68.788 | 905 | 1,3 | 1.354 | 2,0 |
| United States | | 34.132 | 37.071 | 36.633 | 38.374 | 38.151 | (223) | (0,6) | 4.019 | 11,8 |
| Europe | | 55.744 | 53.265 | 52.982 | 53.933 | 52.673 | (1.260) | (2,3) | (3.071) | (5,5) |
| Systems Solutions | | 49.468 | 49.540 | 49.436 | 49.032 | 48.571 | (461) | (0,9) | (897) | (1,8) |
| Group Headquarters & Group Services | | 22.316 | 21.995 | 20.871 | 20.675 | 20.404 | (271) | (1,3) | (1.912) | (8,6) |
| of which Telekom Placement Services | | 8.100 | 8.000 | 8.900 | 8.700 | 8.600 | (100) | (1,1) | 500 | 6,2 |
| GROUP | | 229.094 | 228.596 | 227.240 | 229.897 | 228.588 | (1.309) | (0,6) | (506) | (0,2) |
| of which: Domestic | | 117.658 | 116.643 | 115.975 | 116.088 | 116.377 | 289 | 0,2 | (1.281) | (1,1) |
| of which: International | | 111.436 | 111.953 | 111.265 | 113.809 | 112.211 | (1.598) | (1,4) | 775 | 0,7 |
| of which: Civil servants (domestic) | | 20.988 | 20.523 | 20.578 | 20.414 | 20.354 | (60) | (0,3) | (634) | (3,0) |

| AVERAGE | Note | Q3 | Q4 | Q1 | Q2 | Q3 | Change compared to | |
|-------------------------------------|------|----------------|----------------|----------------|----------------|----------------|--------------------|--------------|
| | | 2013 | 2013 | 2014 | 2014 | 2014 | prior year | |
| | | | | | | | abs. | % |
| Germany | | 67.516 | 66.992 | 67.396 | 67.544 | 68.581 | 1.065 | 1,6 |
| United States | | 33.881 | 35.962 | 36.400 | 37.639 | 37.990 | 4.109 | 12,1 |
| Europe | | 56.329 | 54.689 | 52.990 | 53.268 | 52.997 | (3.332) | (5,9) |
| Systems Solutions | | 49.448 | 49.535 | 49.476 | 49.162 | 48.703 | (745) | (1,5) |
| Group Headquarters & Group Services | | 22.328 | 22.143 | 21.344 | 20.746 | 20.470 | (1.858) | (8,3) |
| of which Telekom Placement Services | | 8.100 | 8.100 | 8.400 | 8.700 | 8.600 | 500 | 6,2 |
| GROUP | | 229.502 | 229.321 | 227.606 | 228.358 | 228.741 | (761) | (0,3) |
| of which: Domestic | | 117.739 | 117.114 | 116.552 | 115.917 | 116.343 | (1.396) | (1,2) |
| of which: International | | 111.763 | 112.207 | 111.054 | 112.441 | 112.399 | 636 | 0,6 |
| of which: Civil servants (domestic) | | 21.087 | 20.732 | 20.628 | 20.465 | 20.383 | (704) | (3,3) |

1 The ICSS/GNF business of the local business units (LBUs), which had previously been organizationally assigned to the Systems Solutions operating segment, was brought together as of Jan. 1, 2014 and is now reported under the Europe operating segment. In addition, as of Jan. 1, 2014, the local business customer units of T-Systems Czech Republic, which had previously been managed under the Systems Solutions operating segment, were merged with T-Mobile Czech Republic; they are reported in the Europe operating segment. Comparative figures have been adjusted retrospectively.

As of May 1, 2013, including MetroPCS.

As of May 30, 2014, including GTS Central Europe group.

EXCHANGE RATES

AVERAGE

| | Q3 2013 € | Q4 2013 € | FY 2013 € | Q1 2014 € | Q2 2014 € | Q3 2014 € |
|-------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| 1 US Dollar (USD) | 0,75504 | 0,73457 | 0,75289 | 0,73015 | 0,72902 | 0,75415 |
| 1 British pound (GBP) | 1,17022 | 1,18926 | 1,17714 | 1,20718 | 1,22685 | 1,25958 |
| 100 Czech korunas (CZK) | 3,86870 | 3,74759 | 3,85018 | 3,64337 | 3,64355 | 3,62069 |
| 100 Croatian kunas (HRK) | 13,25530 | 13,10810 | 13,19720 | 13,07380 | 13,15850 | 13,11850 |
| 1,000 Hungarian forints (HUF) | 3,35604 | 3,36065 | 3,36771 | 3,24976 | 3,26795 | 3,20286 |
| 100 Macedonian Denar (MKD) | 1,62362 | 1,62584 | 1,61831 | 1,62249 | 1,62334 | 1,62636 |
| 100 Polish Zloty (PLN) | 23,54300 | 23,88820 | 23,82270 | 23,89150 | 23,98580 | 23,95220 |
| 10 Romanian leu (RON) | 2,25165 | 2,24648 | 2,26252 | 2,22159 | 2,25860 | 2,26521 |

END OF PERIOD

| | Sep. 30 2013 € | Dec. 31 2013 € | Mar. 31 2014 € | Jun. 30 2014 € | Sep. 30 2014 € |
|-------------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| 1 US Dollar (USD) | 0,74085 | 0,72597 | 0,72458 | 0,73228 | 0,79522 |
| 1 British pound (GBP) | 1,19542 | 1,20086 | 1,20644 | 1,24830 | 1,28653 |
| 100 Czech korunas (CZK) | 3,88750 | 3,64929 | 3,64469 | 3,64314 | 3,63705 |
| 100 Croatian kunas (HRK) | 13,13020 | 13,12490 | 13,07470 | 13,19980 | 13,08540 |
| 1,000 Hungarian forints (HUF) | 3,35295 | 3,36594 | 3,25664 | 3,23275 | 3,22199 |
| 100 Macedonian Denar (MKD) | 1,62273 | 1,62712 | 1,62102 | 1,62168 | 1,62246 |
| 100 Polish Zloty (PLN) | 23,67970 | 24,08060 | 23,96540 | 24,04580 | 23,94910 |
| 10 Romanian leu (RON) | 2,24175 | 2,23723 | 2,24189 | 2,28175 | 2,26768 |

GERMANY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|---------------|
| TOTAL REVENUE | 1 | 5.670 | 5.648 | 22.496 | 5.483 | 5.464 | 5.587 | (1,5) | 16.848 | 16.534 | (1,9) |
| NET REVENUE | | 5.331 | 5.296 | 21.117 | 5.146 | 5.138 | 5.245 | (1,6) | 15.821 | 15.529 | (1,8) |
| EBITDA | | 2.375 | 2.027 | 8.936 | 2.230 | 2.256 | 2.324 | (2,1) | 6.909 | 6.810 | (1,4) |
| EBITDA margin (EBITDA / total revenue) | % | 41,9 | 35,9 | 39,7 | 40,7 | 41,3 | 41,6 | (0,3p) | 41,0 | 41,2 | 0,2p |
| Depreciation, amortization and impairment losses | | (989) | (1.028) | (3.961) | (956) | (978) | (957) | 3,2 | (2.933) | (2.891) | 1,4 |
| Profit (loss) from operations = EBIT | | 1.386 | 999 | 4.975 | 1.274 | 1.278 | 1.367 | (1,4) | 3.976 | 3.919 | (1,4) |
| CASH CAPEX | | 892 | 1.281 | 3.411 | 705 | 1.018 | 1.009 | 13,1 | 2.130 | 2.732 | 28,3 |
| CASH CONTRIBUTION | | 1.483 | 746 | 5.525 | 1.525 | 1.238 | 1.315 | (11,3) | 4.779 | 4.078 | (14,7) |

FINANCIALS (AS REPORTED)

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|---------------|
| TOTAL REVENUE | | 5.670 | 5.634 | 22.435 | 5.483 | 5.464 | 5.587 | (1,5) | 16.801 | 16.534 | (1,6) |
| NET REVENUE | | 5.331 | 5.282 | 21.056 | 5.146 | 5.138 | 5.245 | (1,6) | 15.774 | 15.529 | (1,6) |
| EBITDA | | 2.268 | 1.854 | 8.401 | 2.205 | 2.217 | 2.236 | (1,4) | 6.547 | 6.658 | 1,7 |
| EBITDA margin (EBITDA / total revenue) | % | 40,0 | 32,9 | 37,4 | 40,2 | 40,6 | 40,0 | n.a. | 39,0 | 40,3 | 1,3p |
| Depreciation, amortization and impairment losses | | (989) | (1.033) | (3.966) | (956) | (978) | (957) | 3,2 | (2.933) | (2.891) | 1,4 |
| Profit (loss) from operations = EBIT | | 1.279 | 821 | 4.435 | 1.249 | 1.239 | 1.279 | n.a. | 3.614 | 3.767 | 4,2 |
| CASH CAPEX | | 892 | 1.281 | 3.411 | 705 | 1.018 | 1.009 | 13,1 | 2.130 | 2.732 | 28,3 |
| CASH CONTRIBUTION | | 1.376 | 573 | 4.990 | 1.500 | 1.199 | 1.227 | (10,8) | 4.417 | 3.926 | (11,1) |

1 Special factors affecting Total revenue: EUR -14 mn in Q4/13 within Wholesale Services (ULL).

GERMANY

EBITDA RECONCILIATION

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|---|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|--------------------------------|--------------------------------|--------------|
| TOTAL REVENUE | | 5.670 | 5.634 | 22.435 | 5.483 | 5.464 | 5.587 | (1,5) | 16.801 | 16.534 | (1,6) |
| TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS) | 1 | 5.670 | 5.648 | 22.496 | 5.483 | 5.464 | 5.587 | (1,5) | 16.848 | 16.534 | (1,9) |
| Profit (loss) from operations = EBIT | | 1.279 | 821 | 4.435 | 1.249 | 1.239 | 1.279 | n.a. | 3.614 | 3.767 | 4,2 |
| - Depreciation, amortization and impairment losses | | (989) | (1.033) | (3.966) | (956) | (978) | (957) | 3,2 | (2.933) | (2.891) | 1,4 |
| = EBITDA | | 2.268 | 1.854 | 8.401 | 2.205 | 2.217 | 2.236 | (1,4) | 6.547 | 6.658 | 1,7 |
| EBITDA margin | % | 40,0 | 32,9 | 37,4 | 40,2 | 40,6 | 40,0 | n.a. | 39,0 | 40,3 | 1,3p |
| - Special factors affecting EBITDA | | (107) | (173) | (535) | (25) | (39) | (88) | 17,8 | (362) | (152) | 58,0 |
| = EBITDA (ADJUSTED FOR SPECIAL FACTORS) | | 2.375 | 2.027 | 8.936 | 2.230 | 2.256 | 2.324 | (2,1) | 6.909 | 6.810 | (1,4) |
| EBITDA margin (adjusted for special factors) | % | 41,9 | 35,9 | 39,7 | 40,7 | 41,3 | 41,6 | (0,3p) | 41,0 | 41,2 | 0,2p |

SPECIAL FACTORS

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|--------------------------------|--------------------------------|-------------|
| EFFECTS ON EBITDA | | (107) | (173) | (535) | (25) | (39) | (88) | 17,8 | (362) | (152) | 58,0 |
| - of which personnel | | (103) | (130) | (506) | (23) | (36) | (79) | 23,3 | (376) | (138) | 63,3 |
| - of which other | | (4) | (43) | (29) | (2) | (3) | (9) | n.a. | 14 | (14) | n.a. |
| EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT | | (107) | (178) | (540) | (25) | (39) | (88) | 17,8 | (362) | (152) | 58,0 |
| - of which personnel | | (103) | (130) | (506) | (23) | (36) | (79) | 23,3 | (376) | (138) | 63,3 |
| - of which other | | (4) | (48) | (34) | (2) | (3) | (9) | n.a. | 14 | (14) | n.a. |

1 Special factors affecting Total revenue: EUR -14 mn in Q4/13 within Wholesale Services (ULL).

GERMANY OPERATIONALS

| | Note | Q3 2013 | Q4 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change % |
|-------------------------|--------|------------|------------|------------|------------|------------|--------------|
| GERMANY | | | | | | | |
| ACCESS LINES | | | | | | | |
| Fixed network | ('000) | 1 | 21.625 | 21.417 | 21.202 | 21.034 | 20.841 (3,6) |
| IP | ('000) | 1 | 1.774 | 2.141 | 2.640 | 3.167 | 3.744 n.a. |
| Broadband | ('000) | 1 | 12.383 | 12.360 | 12.354 | 12.361 | 12.340 (0,3) |
| Fiber | ('000) | 1,2 | 1.165 | 1.246 | 1.375 | 1.494 | 1.608 38,0 |
| TV (incl. IPTV, SAT) | ('000) | 1 | 2.121 | 2.177 | 2.255 | 2.318 | 2.377 12,1 |
| ULLs | ('000) | 1 | 9.299 | 9.257 | 9.207 | 9.101 | 8.954 (3,7) |
| Wholesale bundled | ('000) | 1 | 419 | 390 | 362 | 341 | 323 (22,9) |
| Wholesale unbundled | ('000) | 1 | 1.495 | 1.564 | 1.675 | 1.812 | 1.971 31,8 |
| Fiber | ('000) | | 222 | 274 | 367 | 475 | 586 n.a. |
| MOBILE CUSTOMERS | | | | | | | |
| Total | ('000) | | 37.936 | 38.625 | 39.145 | 39.337 | 39.653 4,5 |
| - contract | ('000) | | 20.915 | 21.553 | 22.104 | 22.379 | 22.812 9,1 |
| - prepaid | ('000) | | 17.021 | 17.072 | 17.040 | 16.957 | 16.841 (1,1) |

CONSUMER OPERATIONALS

| | Note | Q3 2013 | Q4 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change % |
|---------------------------|--------|------------|------------|------------|------------|------------|--------------|
| GERMANY - CONSUMER | | | | | | | |
| ACCESS LINES | | | | | | | |
| Fixed network | ('000) | 1 | 17.109 | 16.923 | 16.698 | 16.556 | 16.392 (4,2) |
| IP | ('000) | 1 | 1.629 | 1.960 | 2.407 | 2.882 | 3.404 n.a. |
| Broadband | ('000) | 1 | 9.983 | 9.963 | 9.927 | 9.934 | 9.919 (0,6) |
| Fiber | ('000) | 1,2 | 994 | 1.064 | 1.171 | 1.275 | 1.376 38,4 |
| TV (incl. IPTV, SAT) | ('000) | 1 | 1.948 | 2.001 | 2.071 | 2.133 | 2.190 12,4 |
| MOBILE CUSTOMERS | | | | | | | |
| Total | ('000) | | 29.623 | 29.943 | 30.174 | 30.064 | 30.039 1,4 |
| - contract | ('000) | | 15.159 | 15.669 | 16.112 | 16.316 | 16.651 9,8 |
| - prepaid | ('000) | | 14.463 | 14.275 | 14.061 | 13.748 | 13.388 (7,4) |

BUSINESS CUSTOMERS OPERATIONALS

| | Note | Q3 2013 | Q4 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change % |
|---------------------------|--------|------------|------------|------------|------------|------------|-------------|
| GERMANY - BUSINESS | | | | | | | |
| ACCESS LINES | | | | | | | |
| Fixed network | ('000) | 1 | 3.465 | 3.445 | 3.460 | 3.442 | 3.419 (1,3) |
| IP | ('000) | 1 | 128 | 164 | 216 | 268 | 319 n.a. |
| Broadband | ('000) | 1 | 2.074 | 2.072 | 2.101 | 2.102 | 2.097 1,1 |
| Fiber | ('000) | 1,2 | 169 | 180 | 200 | 215 | 229 35,5 |
| TV (incl. IPTV, SAT) | ('000) | 1 | 172 | 174 | 182 | 184 | 185 7,6 |
| MOBILE CUSTOMERS | | | | | | | |
| Mobile communications | ('000) | | 8.314 | 8.682 | 8.971 | 9.273 | 9.614 15,6 |
| - contract | ('000) | | 5.755 | 5.885 | 5.992 | 6.064 | 6.161 7,1 |
| - prepaid (M2M) | ('000) | | 2.558 | 2.797 | 2.979 | 3.209 | 3.453 35,0 |

1 Figures do not add up.

2 Sum of all FTTx accesses (e.g. FTTC/VDSL, Vectoring and FTTH).

GERMANY

REVENUE SPLIT - PRODUCTS

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|---------------|
| GERMANY | | 5.670 | 5.634 | 22.435 | 5.483 | 5.464 | 5.587 | (1,5) | 16.801 | 16.534 | (1,6) |
| FIXED NETWORK | | 2.542 | 2.535 | 10.183 | 2.483 | 2.487 | 2.481 | (2,4) | 7.648 | 7.451 | (2,6) |
| of which Fixed Revenues (Fixed line) | | 1.835 | 1.821 | 7.376 | 1.809 | 1.802 | 1.790 | (2,5) | 5.555 | 5.401 | (2,8) |
| Voice only revenues | | 529 | 520 | 2.144 | 512 | 501 | 493 | (6,8) | 1.624 | 1.506 | (7,3) |
| Broadband revenues | | 1.065 | 1.057 | 4.275 | 1.046 | 1.042 | 1.034 | (2,9) | 3.218 | 3.122 | (3,0) |
| TV revenues | | 241 | 244 | 957 | 251 | 259 | 263 | 9,1 | 713 | 773 | 8,4 |
| of which Variable Revenues (Fixed line) | | 318 | 302 | 1.246 | 280 | 278 | 286 | (10,1) | 944 | 844 | (10,6) |
| of which Revenues from add-on options (Fixed line) | | 41 | 43 | 166 | 40 | 41 | 38 | (7,3) | 123 | 119 | (3,3) |
| thereof revenues from voice centric options | | 21 | 21 | 83 | 20 | 20 | 20 | (4,8) | 62 | 60 | (3,2) |
| thereof revenues from broadband centric options | | 7 | 7 | 28 | 7 | 6 | 7 | n.a. | 21 | 20 | (4,8) |
| thereof revenues from TV centric options | | 13 | 14 | 54 | 13 | 14 | 13 | n.a. | 40 | 40 | n.a. |
| MOBILE COMMUNICATIONS | | 2.006 | 1.957 | 7.730 | 1.871 | 1.881 | 2.006 | n.a. | 5.773 | 5.758 | (0,3) |
| of which Service Revenues | | 1.700 | 1.650 | 6.651 | 1.631 | 1.668 | 1.699 | (0,1) | 5.001 | 4.998 | (0,1) |
| thereof Data Revenues | | 651 | 679 | 2.440 | 697 | 715 | 727 | 11,7 | 1.761 | 2.139 | 21,5 |
| WHOLESALE SERVICES FIXED NETWORK | 1 | 863 | 873 | 3.426 | 856 | 845 | 840 | (2,7) | 2.553 | 2.541 | (0,5) |
| of which access full ULL | | 320 | 304 | 1.220 | 315 | 312 | 305 | (4,7) | 916 | 932 | 1,7 |
| of which bundled and unbundled access line | | 107 | 108 | 422 | 123 | 120 | 119 | 11,2 | 314 | 362 | 15,3 |
| ONLINE CONSUMER SERVICES | 2 | 20 | 20 | 79 | 20 | 20 | 20 | n.a. | 59 | 60 | 1,7 |
| VALUE-ADDED SERVICES | | 71 | 65 | 293 | 64 | 56 | 59 | (16,9) | 228 | 179 | (21,5) |
| OTHERS | | 169 | 184 | 725 | 189 | 175 | 182 | 7,7 | 541 | 546 | 0,9 |

REVENUE SPLIT - SEGMENTS

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|----------------------|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|--------------------------------|--------------------------------|--------------|
| GERMANY | | 5.670 | 5.634 | 22.435 | 5.483 | 5.464 | 5.587 | (1,5) | 16.801 | 16.534 | (1,6) |
| Consumer | | 3.086 | 3.023 | 12.122 | 2.928 | 2.918 | 3.029 | (1,8) | 9.099 | 8.875 | (2,5) |
| Business customers | | 1.431 | 1.440 | 5.676 | 1.404 | 1.418 | 1.430 | (0,1) | 4.236 | 4.252 | 0,4 |
| Wholesale services | | 959 | 971 | 3.811 | 952 | 942 | 934 | (2,6) | 2.840 | 2.828 | (0,4) |
| Value-added services | | 71 | 64 | 288 | 63 | 57 | 59 | (16,9) | 224 | 179 | (20,1) |
| Others | | 123 | 136 | 538 | 136 | 129 | 135 | 9,8 | 402 | 400 | (0,5) |

1 Special factors affecting Total revenue: EUR -14 mn in Q4/13 within Wholesale Services (ULL).

2 Contains mainly security packages and hosting storages.

GERMANY

MOBILE COMMUNICATIONS KPIS

| | Note | Q3 2013 | Q4 2013 | FY 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change % |
|----------------------------------|-------|------------|------------|------------|------------|------------|------------|--------------|
| AVERAGE MONTHLY CHURN | (%) | 1,4 | 1,5 | 1,4 | 1,3 | 1,7 | 1,9 | 0,5p |
| - contract | (%) | 1,1 | 1,0 | 1,1 | 1,1 | 1,4 | 1,6 | 0,5p |
| SAC PER GROSS ADD | (€) | 81 | 80 | 79 | 67 | 77 | 73 | (9,9) |
| - contract | (€) | 133 | 131 | 131 | 101 | 120 | 109 | (18,0) |
| - prepaid | (€) | 20 | 17 | 19 | 15 | 10 | 10 | (50,0) |
| SRC PER RETAINED CUSTOMER | (€) | 213 | 207 | 207 | 214 | 224 | 258 | 21,1 |
| ARPU | (€) | 15 | 14 | 15 | 14 | 14 | 14 | (6,7) |
| - contract | (€) | 24 | 23 | 24 | 23 | 23 | 23 | (4,2) |
| - prepaid | (€) | 4 | 3 | 3 | 3 | 3 | 3 | (25,0) |
| NON-VOICE % OF ARPU | (%) | 48 | 51 | 47 | 50 | 50 | 50 | 2p |
| MOU PER CUSTOMER | (min) | 84 | 83 | 83 | 80 | 81 | 83 | (1,2) |
| - contract | (min) | 135 | 132 | 134 | 129 | 129 | 132 | (2,2) |

CONSUMER - KPIS

| | Note | Q3 2013 | Q4 2013 | FY 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change % |
|----------------------------------|-------|------------|------------|------------|------------|------------|------------|--------------|
| AVERAGE MONTHLY CHURN | (%) | 1,6 | 1,6 | 1,6 | 1,5 | 1,8 | 2,2 | 0,6p |
| - contract | (%) | 1,2 | 1,1 | 1,2 | 1,2 | 1,6 | 2,0 | 0,8p |
| SAC PER GROSS ADD | (€) | 80 | 83 | 78 | 67 | 80 | 73 | (8,8) |
| - contract | (€) | 124 | 127 | 123 | 92 | 113 | 98 | (21,0) |
| - prepaid | (€) | 25 | 23 | 23 | 21 | 15 | 14 | (44,0) |
| SRC PER RETAINED CUSTOMER | (€) | 227 | 253 | 236 | 227 | 253 | 272 | 19,8 |
| ARPU | (€) | 13 | 12 | 13 | 12 | 12 | 13 | 0,0 |
| - contract | (€) | 22 | 21 | 22 | 20 | 20 | 20 | (9,1) |
| - prepaid | (€) | 4 | 4 | 4 | 3 | 3 | 4 | 0,0 |
| NON-VOICE % OF ARPU | (%) | 48 | 51 | 47 | 49 | 52 | 51 | 3p |
| MOU PER CUSTOMER | (min) | 80 | 80 | 79 | 74 | 78 | 81 | 1,3 |
| - contract | (min) | 122 | 121 | 122 | 112 | 116 | 120 | (1,6) |

BUSINESS CUSTOMERS - KPIS

| | Note | Q3 2013 | Q4 2013 | FY 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change % |
|----------------------------------|-------|------------|------------|------------|------------|------------|------------|---------------|
| AVERAGE MONTHLY CHURN | (%) | 0,8 | 1,0 | 0,9 | 0,7 | 1,2 | 0,9 | 0,1p |
| - contract | (%) | 0,8 | 0,8 | 0,8 | 0,7 | 0,7 | 0,6 | (0,2p) |
| SAC PER GROSS ADD | (€) | 85 | 70 | 84 | 69 | 69 | 74 | (12,9) |
| - contract | (€) | 175 | 146 | 167 | 141 | 158 | 182 | 4,0 |
| - prepaid | (€) | 0 | 2 | 2 | 2 | 2 | 2 | n.a. |
| SRC PER RETAINED CUSTOMER | (€) | 187 | 150 | 162 | 190 | 180 | 231 | 23,5 |
| ARPU | (€) | 22 | 22 | 22 | 21 | 21 | 20 | (9,1) |
| - contract | (€) | 31 | 30 | 31 | 30 | 31 | 30 | (3,2) |
| - prepaid | (€) | 2 | 2 | 2 | 2 | 2 | 2 | 0,0 |
| NON-VOICE % OF ARPU | (%) | 47 | 51 | 47 | 53 | 46 | 48 | 1p |
| MOU PER CUSTOMER | (min) | 129 | 126 | 129 | 128 | 119 | 120 | (7,0) |
| - contract | (min) | 185 | 183 | 184 | 189 | 180 | 184 | (0,5) |

GERMANY

MAGENTA MOBIL

| MAGENTA MOBIL PLANS IN € | S | M | L | L Plus |
|-------------------------------------|-----------------|-----------------|------------------|-------------------|
| Monthly charge (without handset) | 29.95 | 39.95 | 49.95 | 79.95 |
| Monthly charge (with handset) | 39.95 | 49.95 | 59.95 | — |
| Monthly charge (with top handset) | 49.95 | 59.95 | 69.95 | 99.95 |
| Voice and SMS ¹ | flat | flat | flat | flat |
| Data | flat | flat | flat | flat |
| - Data Speed (download) | up to 16 Mbit/s | up to 50 Mbit/s | up to 100 Mbit/s | max |
| - Data Speed (upload) | up to 2 Mbit/s | up to 5 Mbit/s | up to 10 Mbit/s | max |
| - Data Volume until speed step down | 500 MB | 1.5 GB | 3 GB | 5 GB |
| - Data Network | 3G/LTE | 3G/LTE | 3G/LTE | 3G/LTE |
| VoIP | free | free | free | free |
| Tethering | free | free | free | free |
| MMS all net | 0.39 | 0.39 | 0.39 | 0.39 |
| International Calls (minutes) | — | — | — | 100 |
| International SMS (pieces) | — | — | — | 100 |
| HotSpot Flatrate | — | — | — | free |
| MultiSim | 4.95€ / mth | 4.95€ / mth | 4.95€ / mth | free ² |
| Roaming Voice, SMS and Data | — | — | — | free (EU) |
| Fixed line number | — | — | — | free |
| Activation fee | 29.95 | 29.95 | 29.95 | 29.95 |
| Duration of contract | 24 months | 24 months | 24 months | 24 months |

¹ voice and sms within all german networks (mobile and fixed network).

² up to two MultiSIM bookable.

GERMANY

MOBILE OPTIONS

| INTERNATIONAL OPTIONS IN € | ALL INCLUSIVE (ROAMING) | INTERNATIONAL 100 or 400 | INTERNATIONAL PACKAGE | INTERNATIONAL SMS 100 |
|-------------------------------------|---|--|--|-----------------------|
| Monthly charge | 10.00 | 5.00 | 9.95 or 29.95 | 9.95 |
| Description | All Inclusive (Roaming), International ¹ 100, International SMS ¹ 100 1 EU and Country Group 1 and 2. | Use your flat (voice, SMS & data) tarif in Europe | 100 or 400 min. mobile and fixed Network to european countries. | 100 SMS to EU |
| VOICE OPTIONS IN € | FAMILY | FIXED LINE NUMBER | | |
| Monthly charge | 4.95 | 4.95 | | |
| Description | free calls between 4 mobil numbers (onnet) and to one fixed line number. | fixed line number and call forwarding from this number. | | |
| ADDITIONAL DATA VOLUME OPTIONS IN € | Data S | Data M | Data L | |
| Monthly charge | 9.95 | 14.95 | 24.95 | |
| Additional Data Volume (per month) | 1 GB | 2GB | 5GB | |
| OTHER OPTIONS IN € | ON-THE-GO PACKAGE | MULTISIM | HOTSPOT FLAT | SPEED LTE MAX |
| Monthly charge | 10.00 | 4.95 | 4.95 | 4.95 |
| Description | up to two MultiSIM bookable, Hotspot Flat, fixed line number | up to two MultiSIM bookable. | — | max. LTE Speed |

GERMANY

CALL

| | |
|---|-----------|
| CALL PLANS IN € | 50 |
| 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

MAGENTA ZUHAUSE (VALID AS OF OCT. 15, 2014)

valid for new customers

Magenta
Zuhause

S

monthly

29,95€

for the first 12 month
13-24 month: **34,95€**

Magenta
Zuhause

M

monthly

34,95€

for the first 24 month,
as of month 25: **39,95€**

Magenta
Zuhause

L

monthly

39,95€

for the first 24 month,
as of month 25: **44,95€**



Communication



Internet



TV

FLAT
to all German
networks

FLAT

up to
16 MBIT/S
(download)

up to **2,4 MBIT/S**
(upload)

FLAT

up to
50 MBIT/S
(download)
up to **10 MBIT/S**
(upload)

FLAT

up to
100 MBIT/S
(download)
up to **40 MBIT/S**
(upload)



**100 TV-CHANNELS,
THEREOF 23 IN HD**

- time-shift TV
- programm manager
- TV-media library

ENTERTAIN

**+ 5 € / MONTH
+ MEDIA RECEIVER**

or



**100 TV-CHANNELS,
THEREOF 47 IN HD**

in addition to Entertain
package:

- 24 additional
HD-channels
- 3 month Big TV w/o
surcharge

**ENTERTAIN
PREMIUM**

**+10 € / MONTH
+MEDIA RECEIVER**

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/LTE | 3G/LTE | 3G/LTE | 3G/LTE | 3G/LTE | 3G/LTE |
| Data Speed | 8 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 | 4.95 | 4.95 | 4.95 | 4.95 | free | free | free |
| VoIP | 9.95 | 9.95 | free | free | free | free | free |
| Tethering | free | free | free | free | free | free | free |
| Roaming Voice (Minutes) | | | | | 50 | 100 | 250 |
| Roaming SMS | | | | | | | 1.000 |
| Roaming Data ¹ | | | | 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

DOUBLE PLAY VIA WIRELESS (CALL & SURF VIA FUNK)

| DOUBLE PLAY VIA WIRELESS¹ IN € | S | M | L |
|--|--|--------------------|--------------------|
| Monthly Charge ² | 34.95 ³ | 39.95 ⁴ | 49.95 ⁵ |
| 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 |
| Voice minutes | € Cent/Minute | | |
| fixed net national | flat | | |
| international | from 2.9 | | |
| fixed to mobile | 19.0 | | |
| Options | | | |
| Speed On | €14.95 per 10GB | €14.95 per 15GB | €14.95 per 30GB |
| 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 M | €3.95 per month | | |

1 Standard-PSTN; Universal-PSTN + €4

2 without terminal equipment. Monthly rent for Router €4.95

3 Promotional price until Dec. 31, 2014. Regular price €39.95

4 Promotional price until Dec. 31, 2014. Regular price €49.95

5 Promotional price until Dec. 31, 2014. Regular price €69.95

For general conditions and further details, please see www.telekom.de. All prices in € including VAT.

GERMANY

SINGLE PLAY

| SINGLE PLAY IN € | CALL START ¹ | CALL BASIC ^{1,2} | CALL COMFORT ¹ |
|----------------------------|--|---|--|
| | 17.95 | 19.95 | 29.95 |
| | Standard-PSTN, voice usage per minute | Standard-PSTN, voice usage per minute, up to 120 minutes included within Germany | Standard-PSTN, voice flat rate within Germany |
| CITY, CDL | € CENT/MINUTE | | |
| Off peak | 2.9 | | flat |
| Peak | 2.9 | | flat |
| 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 | |

1 Standard-PSTN; Universal-PSTN + €8

2 Universal-PSTN up to 240 Min included

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

All prices in € including VAT.

GERMANY

DOUBLE PLAY

| DOUBLE PLAY IN € | CALL & SURF BASIC ¹ (4.1) | CALL & SURF COMFORT ¹ | CALL & SURF COMFORT SPEED ⁵ | CALL & SURF COMFORT PLUS ¹ |
|----------------------------|---|---|--|--|
| | 29.95 | 34.95 ⁶ | 39.95 ^{2,6} | 44.95 ^{4,6} |
| | Bandwidth DSL 2 Mbit/s, flat rate Internet usage. ³ | Bandwidth DSL 16 Mbit/s, flat Internet and flat voice. | Bandwidth VDSL 50 Mbit/s ⁶ , flat Internet and flat voice. | Bandwidth DSL 16 Mbit/s, flat Internet and flat voice, Security pack, Hotspot flat, e-Mail-Paket. |
| CITY, DLD | € CENT/MINUTE | | | |
| Off peak | 2.9 | | flat | |
| Peak | 2.9 | | flat | |
| 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 month | | included |
| fixed to T-Mobile flatrate | | | €14.95 per month | |
| fixed to mobile flatrate | | | €19.95 per month ⁵ | |
| Set-up | | | One off charge PSTN / IP €69.95 | |

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

2 Promotional price until Dec. 31, 2014. Regular price €44.95. €34.95 for the first 24 months for new BB-customers until Oct. 15, 2014 (IP-Product only)

2 Also available with 100 / 200 Mbit/s (IP-Product only) for + €5 / +€10 (promotional price)

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

4 Promotional Price €39.95 for customer retention (IP-Product only)

5 Only available for IP-Product.

6 Overall promotion: €29.95 for the first 6 months for new BB-customers until Oct. 15, 2014 (IP-Product only)

For general conditions and further details, please see www.telekom.de. All prices in € including VAT

GERMANY

TRIPLE PLAY

| TRIPLE PLAY IN € | ENTERTAIN COMFORT ¹ | ENTERTAIN PREMIUM ¹ | ENTERTAIN SAT ^{1,4} | ENTERTAIN COMFORT SAT ^{1,4} |
|----------------------------|--|--|---|---|
| | 39.95 ³ | 44.95 ^{3,5} | 39.95 ⁵ | 39.95 ^{3,5} |
| | Bandwidth DSL 16 Mbit/s plus ^{2,3} flat internet and flat voice, video on demand, IPTV basic package. | Bandwidth DSL 16 Mbit/s plus ^{2,3} flat Internet and flat voice, video on demand, IPTV premium package. | Bandwidth DSL min. 3 Mbit/s, flat Internet and flat voice, video on demand, IPTV basic package. No Pay TV possible. | Bandwidth DSL 16 Mbit/s plus flat internet and flat voice, video on demand, IPTV basic package. |
| | € CENT/MINUTE | | | |
| international calls | from 2.9 | | | |
| fixed to mobile calls | 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 | | | |
| fixed to mobile flatrate | €19.95 per month ¹ | | | |
| Set-up | One off charge PSTN / IP €69.95 | | | |

1 Available for / as IP-Product only

2 Also available with 50 / 100 / 200 Mbit/s for +€5 / +€10 / +€15 (promotional price); additional promotion: 50 Mbit/s w/o charge in the first 24 months for new broadband customers

3 Promotional price for 24 months for new Entertain customers until Dec. 31, 2014; Regular price €44.95 (Comfort/Comfort Sat) / €49.95 (Premium)

4 Digital SAT-Environment is necessary

5 Overall promotion: €29.95 for the first 6 months for new broadband-customers; from May 5, 2014 until Oct. 15, 2014.

For general conditions and further details, please see www.telekom.de. All prices in € including VAT

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 | 0.36 | 0.24 ¹ | 0.25 | 0.24 ¹ |
| Single transit | 0.40 | 0.26 ¹ | 0.26 | 0.26 ¹ |
| Double transit national | 0.40 | 0.26 ¹ | 0.26 | 0.26 ¹ |
| ORIGINATION FEES IN CENT/MIN. | PEAK (9:00-18:00), OLD | PEAK (9:00-18:00), NEW ¹ | OFF-PEAK (18:00-9:00), OLD | OFF-PEAK (18:00-9:00), NEW ¹ |
| Local | 0.36 | 0.24 | 0.25 | 0.24 |
| Single transit | 0.52 | 0.35 | 0.36 | 0.35 |
| Double transit national | 0.61 | 0.41 | 0.43 | 0.41 |
| FULLY UNBUNDLED ("ULL") | OLD | | NEW | |
| One time fee | 31.01 ² | | 29.78 ³ | |
| Monthly fee | 10.08 ⁴ | | 10.19 ⁵ | |
| PARTIALLY UNBUNDLED ("LINE SHARING") | OLD | | NEW | |
| One time fee | 34.13 ² | | 34.23 ³ | |
| Monthly fee | 1.68 ⁶ | | 1.78 ⁷ | |
| IP-BSA ADSL SHARED (CLASSIC) | OLD | | NEW | |
| One time fee | -- | | 44.87 ^{8,9} | |
| Monthly fee | -- | | 8.12 ^{8,9} | |
| IP-BSA ADSL STAND ALONE (CLASSIC) | OLD | | NEW | |
| One time fee | -- | | 47.68 ^{8,9} | |
| Monthly fee | -- | | 18.20 ^{8,9} | |
| IP-BSA VDSL (until 50 Mbit/s) ¹⁰ STAND ALONE (CLASSIC) | OLD (IN €) | | NEW (IN €) | |
| One time fee | -- | | 46.43 ^{8,9} | |
| Monthly fee | -- | | 25.32 ^{8,9} | |

1 Prices are valid from Dec. 01, 2014 to Dec. 31, 2016.

2 Depending on complexity – valid to Jun. 30, 2014.

3 Depending on complexity - valid to Sep. 30, 2016.

4 Twisted pair copper access line valid to Jun. 30, 2013.

5 Twisted pair copper access line valid to Jun. 30, 2016.

6 valid to Jun. 30, 2014.

7 valid to Sep. 30, 2016.

8 Since Dec. 01, 2010 these prices are ex post.

9 No price changes since Jul. 01, 2011.

10 Monthly fee for VDSL Vectoring (over 50 to 100

Mbit/s): 29.52 €. Launch Aug. 01, 2014.

UNITED STATES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Change | Q1 - Q3 | Q1 - Q3 | Change |
|--|------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|
| | Note | 2013 | 2013 | 2013 | 2014 | 2014 | 2014 | | 2013 | 2014 | |
| | | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | % | millions of € | millions of € | % |
| TOTAL REVENUE | | 5.108 | 5.082 | 18.556 | 5.074 | 5.270 | 5.554 | 8,7 | 13.474 | 15.898 | 18,0 |
| NET REVENUE | | 5.106 | 5.082 | 18.552 | 5.073 | 5.269 | 5.554 | 8,8 | 13.470 | 15.896 | 18,0 |
| EBITDA | 1 | 1.082 | 974 | 3.874 | 844 | 1.083 | 1.014 | (6,3) | 2.900 | 2.941 | 1,4 |
| EBITDA margin (EBITDA / total revenues) | % | 21,2 | 19,2 | 20,9 | 16,6 | 20,6 | 18,3 | (2,9)p | 21,5 | 18,5 | (3,0)p |
| Depreciation, amortization and impairment losses | | (607) | (609) | (2.141) | (641) | (704) | (746) | (22,9) | (1.532) | (2.091) | (36,5) |
| Profit (loss) from operations = EBIT | | 475 | 365 | 1.733 | 203 | 379 | 268 | (43,6) | 1.368 | 850 | (37,9) |
| CASH CAPEX | 2 | 767 | 624 | 3.021 | 690 | 686 | 868 | 13,2 | 2.397 | 2.244 | (6,4) |
| CASH CONTRIBUTION | 2 | 315 | 350 | 853 | 154 | 397 | 146 | (53,7) | 503 | 697 | 38,6 |

FINANCIALS (AS REPORTED)

| | | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Change | Q1 - Q3 | Q1 - Q3 | Change |
|--|------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-------------|
| | Note | 2013 | 2013 | 2013 | 2014 | 2014 | 2014 | | 2013 | 2014 | |
| | | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | % | millions of € | millions of € | % |
| TOTAL REVENUE | | 5.108 | 5.082 | 18.556 | 5.074 | 5.270 | 5.554 | 8,7 | 13.474 | 15.898 | 18,0 |
| NET REVENUE | | 5.106 | 5.082 | 18.552 | 5.073 | 5.269 | 5.554 | 8,8 | 13.470 | 15.896 | 18,0 |
| EBITDA | | 1.019 | 885 | 3.642 | 795 | 1.411 | 869 | (14,7) | 2.757 | 3.075 | 11,5 |
| EBITDA margin (EBITDA / total revenue) | % | 19,9 | 17,4 | 19,6 | 15,7 | 26,8 | 15,6 | (4,3)p | 20,5 | 19,3 | (1,2)p |
| Depreciation, amortization and impairment losses | | (607) | (706) | (2.238) | (641) | (704) | (746) | (22,9) | (1.532) | (2.091) | (36,5) |
| Profit (loss) from operations = EBIT | | 412 | 179 | 1.404 | 154 | 707 | 123 | (70,1) | 1.225 | 984 | (19,7) |
| CASH CAPEX | | 767 | 856 | 3.279 | 690 | 2.397 | 870 | 13,4 | 2.423 | 3.957 | 63,3 |
| CASH CONTRIBUTION | | 252 | 29 | 363 | 105 | (986) | (1) | n.a. | 334 | (882) | n.a. |

1 Excluding special factors affecting EBITDA of EUR 63mn in Q3/13, EUR 89mn in Q4/13, EUR 49mn in Q1/14, EUR (328)mn in Q2/14, and EUR 145mn in Q3/14.

2 Adjusted by excluding spectrum purchases of EUR 232mn in Q4/13, EUR 1.711 mn in Q2/14, EUR 2mn in Q3/14.

UNITED STATES

EBITDA RECONCILIATION

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1 - Q3 2013 millions of € | Q1 - Q3 2014 millions of € | Change % |
|--|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|----------------------------------|----------------------------------|-------------|
| TOTAL REVENUE | | 5.108 | 5.082 | 18.556 | 5.074 | 5.270 | 5.554 | 8,7 | 13.474 | 15.898 | 18,0 |
| Profit (loss) from operations = EBIT | | 412 | 179 | 1.404 | 154 | 707 | 123 | (70,1) | 1.225 | 984 | (19,7) |
| - Depreciation, amortization and impairment losses | | (607) | (706) | (2.238) | (641) | (704) | (746) | (22,9) | (1.532) | (2.091) | (36,5) |
| = EBITDA | | 1.019 | 885 | 3.642 | 795 | 1.411 | 869 | (14,7) | 2.757 | 3.075 | 11,5 |
| EBITDA margin | % | 19,9 | 17,4 | 19,6 | 15,7 | 26,8 | 15,6 | (4,3p) | 20,5 | 19,3 | (1,2p) |
| - Special factors affecting EBITDA | | (63) | (89) | (232) | (49) | 328 | (145) | n.a. | (143) | 134 | n.a. |
| = EBITDA ADJUSTED FOR SPECIAL FACTORS | 1 | 1.082 | 974 | 3.874 | 844 | 1.083 | 1.014 | (6,3) | 2.900 | 2.941 | 1,4 |
| EBITDA margin (adjusted for special factors) | % | 21,2 | 19,2 | 20,9 | 16,6 | 20,6 | 18,3 | (2,9p) | 21,5 | 18,5 | (3,0p) |

SPECIAL FACTORS

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Q1 - Q3 2013 millions of € | Q1 - Q3 2014 millions of € |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|----------------------------------|----------------------------------|
| EFFECTS ON EBITDA | | (63) | (89) | (232) | (49) | 328 | (145) | (143) | 134 |
| - of which personnel | | (62) | (55) | (179) | (46) | (45) | (19) | (124) | (110) |
| - of which other | | (1) | (34) | (53) | (3) | 373 | (126) | (19) | 244 |
| EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT | | (63) | (186) | (329) | (49) | 328 | (145) | (143) | 134 |
| - of which personnel | | (62) | (55) | (179) | (46) | (45) | (19) | (124) | (110) |
| - of which other | | (1) | (131) | (150) | (3) | 373 | (126) | (19) | 244 |

1 Excluding special factors affecting EBITDA of EUR 63mn in Q3/13, EUR 89mn in Q4/13, EUR 49mn in Q1/14, EUR (328)mn in Q2/14, and EUR 145mn Q3/14.

UNITED STATES OPERATIONAL

| | Note | Q3 2013 | Q4 2013 | FY 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change % | Q1 - Q3 2013 | Q1 - Q3 2014 | Change % | |
|--|-------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-----------------|---------------|------|
| CUSTOMERS (END OF PERIOD) | ('000) | 45.039 | 46.684 | 46.684 | 49.075 | 50.545 | 52.890 | 17,4 | 45.039 | 52.890 | 17,4 | |
| - Branded postpaid | ('000) | 21.430 | 22.299 | 22.299 | 23.622 | 24.530 | 25.909 | 20,9 | 21.430 | 25.909 | 20,9 | |
| - Branded prepay | ('000) | 14.960 | 15.072 | 15.072 | 15.537 | 15.639 | 16.050 | 7,3 | 14.960 | 16.050 | 7,3 | |
| - BRANDED | ('000) | 36.390 | 37.371 | 37.371 | 39.159 | 40.169 | 41.959 | 15,3 | 36.390 | 41.959 | 15,3 | |
| - Machine-to-machine | ('000) | 3.430 | 3.602 | 3.602 | 3.822 | 4.047 | 4.269 | 24,5 | 3.430 | 4.269 | 24,5 | |
| - MVNO | ('000) | 5.219 | 5.711 | 5.711 | 6.094 | 6.329 | 6.662 | 27,6 | 5.219 | 6.662 | 27,6 | |
| - WHOLESALE | ('000) | 8.649 | 9.313 | 9.313 | 9.916 | 10.376 | 10.931 | 26,4 | 8.649 | 10.931 | 26,4 | |
| NET ADDS | ('000) | 1.023 | 1.645 | 4.377 | 2.391 | 1.470 | 2.345 | n.a. | 2.732 | 6.206 | n.a. | |
| - Branded postpaid | ('000) | 648 | 869 | 2.006 | 1.323 | 908 | 1.379 | n.a. | 1.137 | 3.610 | n.a. | |
| - Branded prepay | ('000) | 24 | 112 | 328 | 465 | 102 | 411 | n.a. | 216 | 978 | n.a. | |
| - BRANDED | ('000) | 672 | 981 | 2.334 | 1.788 | 1.010 | 1.790 | n.a. | 1.353 | 4.588 | n.a. | |
| - Machine-to-machine | ('000) | 7 | 172 | 512 | 220 | 225 | 222 | n.a. | 340 | 667 | 96,2 | |
| - MVNO | ('000) | 344 | 492 | 1.531 | 383 | 235 | 333 | (3,2) | 1.039 | 951 | (8,5) | |
| - WHOLESALE | ('000) | 351 | 664 | 2.043 | 603 | 460 | 555 | 58,1 | 1.379 | 1.618 | 17,3 | |
| AVERAGE MONTHLY CHURN | (%) | 3,6 | 3,4 | 3,4 | 3,1 | 3,2 | 3,5 | (0,1p) | 3,4 | 3,3 | (0,1p) | |
| - Branded postpaid | (%) | 1,7 | 1,7 | 1,7 | 1,5 | 1,5 | 1,7 | 0,0p | 1,8 | 1,6 | (0,2p) | |
| - Branded prepay | (%) | 5,0 | 5,1 | 5,4 | 4,3 | 4,5 | 4,8 | (0,2p) | 5,5 | 4,5 | (1,0p) | |
| TOTAL REVENUES | (€ million) | 5.108 | 5.082 | 18.556 | 5.074 | 5.270 | 5.554 | 8,7 | 13.474 | 15.898 | 18,0 | |
| Service revenue | (€ million) | 1 | 3.785 | 3.685 | 13.968 | 3.785 | 3.887 | 4.168 | 10,1 | 10.282 | 11.840 | 15,2 |
| EBITDA (ADJUSTED FOR SPECIAL FACTORS) | (€ million) | 2 | 1.082 | 974 | 3.874 | 844 | 1.014 | (6,3) | 2.900 | 2.941 | 1,4 | |
| EBITDA margin (adjusted for special factors) (EBITDA / total revenue) | (%) | 21,2 | 19,2 | 20,9 | 16,6 | 20,6 | 18,3 | (2,9p) | 21,5 | 18,5 | (3,0p) | |
| EBITDA margin (adjusted for special factors) (EBITDA / service revenue) | (%) | 28,6 | 26,4 | 27,7 | 22,3 | 27,9 | 24,3 | (4,3p) | 28,2 | 24,8 | (3,4p) | |
| BLENDED ARPU | (€) | 28 | 27 | 28 | 26 | 26 | 27 | (3,6) | 29 | 26 | (10,3) | |
| - Branded postpaid | (€) | 38 | 36 | 38 | 35 | 34 | 35 | (7,9) | 39 | 35 | (10,3) | |
| - Branded prepay | (€) | 27 | 26 | 26 | 26 | 27 | 28 | 3,7 | 26 | 27 | 3,8 | |
| NON-VOICE % OF ARPU | (%) | 42 | 46 | 42 | 51 | 52 | 53 | 11,0p | 41 | 52 | 11,0p | |
| MOU PER BRANDED CUSTOMER | (min) | 1.141 | 1.112 | 1.077 | 1.127 | 1.131 | 1.112 | (2,5) | 1.063 | 1.123 | 5,6 | |
| - Branded postpaid | (min) | 981 | 981 | 975 | 992 | 997 | 981 | 0,0 | 973 | 990 | 1,7 | |
| CASH CAPEX | (€ million) | 767 | 856 | 3.279 | 690 | 2.397 | 870 | 13,4 | 2.423 | 3.957 | 63,3 | |
| CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS) | (€ million) | 3 | 767 | 624 | 3.021 | 690 | 868 | 13,2 | 2.397 | 2.244 | (6,4) | |
| CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS) | (€ million) | 3 | 315 | 350 | 853 | 154 | 397 | 146 | 503 | 697 | 38,6 | |

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

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

2 Excluding special factors affecting EBITDA of EUR 63mn in Q3/13, EUR 89mn in Q4/13, EUR 49mn in Q1/14, EUR (328)mn in Q2/14, and EUR 145mn Q3/14.

3 Adjusted by excluding spectrum purchases of EUR 232mn in Q4/13, EUR 1.711mn in Q2/14, EUR 2mn in Q3/14.

UNITED STATES

OPERATIONAL IN US-\$

| | Note | Q3 2013 | Q4 2013 | FY 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change % | Q1 - Q3 2013 | Q1 - Q3 2014 | Change % | |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-----------------|---------------|------------|
| CUSTOMERS (END OF PERIOD) | ('000) | 45.039 | 46.684 | 46.684 | 49.075 | 50.545 | 52.890 | 17,4 | 45.039 | 52.890 | 17,4 | |
| Branded postpaid | ('000) | 21.430 | 22.299 | 22.299 | 23.622 | 24.530 | 25.909 | 20,9 | 21.430 | 25.909 | 20,9 | |
| Branded prepay | ('000) | 14.960 | 15.072 | 15.072 | 15.537 | 15.639 | 16.050 | 7,3 | 14.960 | 16.050 | 7,3 | |
| - BRANDED | ('000) | 36.390 | 37.371 | 37.371 | 39.159 | 40.169 | 41.959 | 15,3 | 36.390 | 41.959 | 15,3 | |
| Machine-to-machine | ('000) | 3.430 | 3.602 | 3.602 | 3.822 | 4.047 | 4.269 | 24,5 | 3.430 | 4.269 | 24,5 | |
| MVNO | ('000) | 5.219 | 5.711 | 5.711 | 6.094 | 6.329 | 6.662 | 27,6 | 5.219 | 6.662 | 27,6 | |
| - WHOLESALE | ('000) | 8.649 | 9.313 | 9.313 | 9.916 | 10.376 | 10.931 | 26,4 | 8.649 | 10.931 | 26,4 | |
| NET ADDS | ('000) | 1.023 | 1.645 | 4.377 | 2.391 | 1.470 | 2.345 | n.a. | 2.732 | 6.206 | n.a. | |
| Branded postpaid | ('000) | 648 | 869 | 2.006 | 1.323 | 908 | 1.379 | n.a. | 1.137 | 3.610 | n.a. | |
| Branded prepay | ('000) | 24 | 112 | 328 | 465 | 102 | 411 | n.a. | 216 | 978 | n.a. | |
| - BRANDED | ('000) | 672 | 981 | 2.334 | 1.788 | 1.010 | 1.790 | n.a. | 1.353 | 4.588 | n.a. | |
| Machine-to-machine | ('000) | 7 | 172 | 512 | 220 | 225 | 222 | n.a. | 340 | 667 | 96,2 | |
| MVNO | ('000) | 344 | 492 | 1.531 | 383 | 235 | 333 | (3,2) | 1.039 | 951 | (8,5) | |
| - WHOLESALE | ('000) | 351 | 664 | 2.043 | 603 | 460 | 555 | 58,1 | 1.379 | 1.618 | 17,3 | |
| AVERAGE MONTHLY CHURN | (%) | 3,6 | 3,4 | 3,4 | 3,1 | 3,2 | 3,5 | (0,1p) | 3,4 | 3,3 | (0,1p) | |
| - Branded postpaid | (%) | 1,7 | 1,7 | 1,7 | 1,5 | 1,5 | 1,7 | 0,0p | 1,8 | 1,6 | (0,2p) | |
| - Branded prepay | (%) | 5,0 | 5,1 | 5,4 | 4,3 | 4,5 | 4,8 | (0,2p) | 5,5 | 4,5 | (1,0p) | |
| TOTAL REVENUES | (USD million) | 6.764 | 6.919 | 24.666 | 6.959 | 7.228 | 7.358 | 8,8 | 17.747 | 21.545 | 21,4 | |
| Service revenue | (USD million) | 1 | 5.013 | 5.018 | 18.563 | 5.193 | 5.331 | 5.523 | 10,2 | 13.545 | 16.047 | 18,5 |
| EBITDA (ADJUSTED FOR SPECIAL FACTORS) | (USD million) | 2 | 1.432 | 1.325 | 5.146 | 1.158 | 1.485 | 1.345 | (6,1) | 3.821 | 3.988 | 4,4 |
| EBITDA margin (adjusted for special factors) | (%) | 21,2 | 19,2 | 20,9 | 16,6 | 20,5 | 18,3 | (2,9p) | 21,5 | 18,5 | (3,0p) | |
| EBITDA margin (adjusted for special factors) | (%) | 28,6 | 26,4 | 27,7 | 22,3 | 27,8 | 24,4 | (4,2p) | 28,2 | 24,9 | (3,3p) | |
| BLENDED ARPU | (USD) | 38 | 37 | 38 | 36 | 36 | 36 | (5,3) | 38 | 36 | (5,3) | |
| - Branded postpaid | (USD) | 51 | 49 | 51 | 48 | 47 | 47 | (7,8) | 52 | 47 | (9,6) | |
| - Branded prepay | (USD) | 35 | 36 | 34 | 36 | 37 | 37 | 5,7 | 34 | 36 | 5,9 | |
| NON-VOICE % OF ARPU | (%) | 42 | 46 | 42 | 51 | 52 | 53 | 11,0p | 41 | 52 | 11,0p | |
| MOU PER BRANDED CUSTOMER | (min) | 1.141 | 1.112 | 1.077 | 1.127 | 1.131 | 1.112 | (2,5) | 1.063 | 1.123 | 5,6 | |
| - Branded postpaid | (min) | 981 | 981 | 975 | 992 | 997 | 981 | 0,0 | 973 | 990 | 1,7 | |
| CASH CAPEX | (USD million) | 1.018 | 1.164 | 4.357 | 947 | 3.305 | 1.153 | 13,3 | 3.193 | 5.405 | 69,3 | |
| CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS) | (USD million) | 3 | 1.018 | 847 | 4.005 | 947 | 1.150 | 13,0 | 3.158 | 3.037 | (3,8) | |
| CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS) | (USD million) | 3 | 415 | 478 | 1.141 | 212 | 544 | 195 | (53,0) | 663 | 43,4 | |

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

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

2 Excluding special factors affecting EBITDA of USD 83mn in Q3/13, USD 121mn in Q4/13, USD 67mn in Q1/14, USD (445)mn in Q2/14, and USD 190mn Q3/14.

3 Adjusted by excluding spectrum purchases of USD 317mn in Q4/13, USD 2.365mn in Q2/14, USD 3mn in Q3/14.

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

UNITED STATES

T-MOBILE USA

SIMPLE CHOICE PLAN^{1,2,3,5,6,7,8,9}

PRICING⁸

| | |
|---|---------|
| Unlimited Talk, Text and Web with up to 1GB of full speed data ^{4,5} | \$50.00 |
| Unlimited Talk, Text and Web with up to 3GB of full speed data ^{4,5} | \$60.00 |
| Unlimited Talk, Text and Web with up to 5GB of full speed data ^{4,5} | \$70.00 |
| Unlimited Talk, Text and Unlimited Nationwide 4G LTE data (unlimited full speed data) | \$80.00 |

1 Text plans include unlimited nationwide text, picture and video messaging. As of Mar. 23, international texting from the US to virtually anywhere, at no extra charge.

2 Web plans include coverage-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: 1 GB full-speed plan includes 10 MB roaming; 3 GB and unlimited 4G LTE full-speed plans, and limited 5 GB through 11 GB Smartphone Mobile HotSpot features, include 50 MB roaming; 5 GB, 7 GB and 9 GB full-speed plans include 100 MB roaming; and 11 GB through 21 GB full-speed plans include 200 MB roaming.

4 Customers may choose to add more full speed data in increments of 2 GB/each \$10 more per month per line, up to 21 GB of data.

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

9 All postpaid Simple Choice plan options include unlimited (2G) data and text while in over 120 countries and destinations at no extra charge.

5 Includes up to 1GB of full speed data at no additional charge.

6 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G LTE plan which includes up to 5 GB of Smartphone Mobile HotSpot data usage that is capped. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G LTE Data plan in 2GB increments for \$10 each up to 11GB. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

7 No limits or overages while on T-Mobile's network. No annual service contract required.

UNITED STATES

T-MOBILE USA

SIMPLE CHOICE PLAN^{1,2,3,4,5,6,7,8}

INCLUDED FEATURES PER LINE

Unlimited Talk, Text and Web with up to 1GB of full speed data (first 2 lines)

Unlimited Talk, Text and Web with up to 1GB of full speed data (third, fourth, fifth and up to 10 lines)

PRICING⁷

\$80.00 for first 2 lines

\$10.00 per line

DATA PLAN ADD-ON TO SIMPLE CHOICE MULTI-LINE^{2,3,5,6,7}

Add more full speed data in increments of 2GB, up to 21 GB of data (each line)

Unlimited Nationwide 4G LTE data (unlimited full speed data)

PRICING⁷

\$10.00 (more per line per 2 GB)

\$30.00 (more per line)

1 Text plans include unlimited nationwide text, picture and video messaging. As of Mar. 23, international texting from the US to virtually anywhere, at no extra 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.

3 On-network and domestic roaming data allotments differ: 1 GB full-speed plan includes 10 MB roaming; 3 GB and unlimited 4G LTE full-speed plans, and limited 5 GB through 11 GB Smartphone Mobile HotSpot features, include 50 MB roaming; 5 GB, 7 GB and 9 GB full-speed plans include 100 MB roaming; and 11 GB through 21 GB full-speed plans include 200 MB roaming.

4 Includes up to 1GB of full speed data at no additional charge.

8 All postpaid Simple Choice plan options include unlimited (2G) data and text while in over 120 countries and destinations at no extra charge per line.

5 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G LTE plan which includes up to 5 GB of Smartphone Mobile HotSpot data usage that is capped. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G LTE Data plan in 2GB increments for \$10 each up to 11GB. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

6 No limits or overages while on T-Mobile's network. No annual service contract required.

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 LTE speeds.

UNITED STATES

T-MOBILE USA

SIMPLE CHOICE PLAN (PAY IN ADVANCE)^{1,2,3,4,5,6,7,8,12}

| |
|---|
| Unlimited Talk, Text and Web with up to 1GB of full speed data |
| Unlimited Talk, Text and Web with up to 3GB of full speed data |
| Unlimited Talk, Text and Web with up to 5GB of full speed data |
| Unlimited Talk, Text and Unlimited Nationwide 4G LTE data (unlimited full speed data) |

PRICING¹²

| |
|---------|
| \$50.00 |
| \$60.00 |
| \$70.00 |
| \$80.00 |

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 speed, 4G LTE data available up to monthly allotment, then slowed to 2G speeds for balance of service period. All unlimited data plans are unlimited while on T-Mobile's network.

4 Features available for until 30th day.

5 These plan options include Smartphone Mobile HotSpot (tethering) capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G LTE plan which includes up to 5 GB of Smartphone Mobile HotSpot data usage that is capped. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

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

7 Includes access to BlackBerry email, BlackBerry Messenger, and BlackBerry App World for your BlackBerry device, for \$0 per month. For No Annual contract plans \$50 and up and that include unlimited data. Not available for Pay By The Day or Pay As You Go plans.

8 Roaming and on-network data allotments differ; 1GB full-speed plan includes 10 MB roaming; 3GB and unlimited 4G LTE plans, and limited 5 GB Smartphone Mobile Hotspot feature, include 50MB roaming, 5GB full-speed plan includes 100 MB roaming.

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

| |
|---|
| Stateside International Talk with Mobile ⁹ |
| Stateside International Talk ¹⁰ |
| Stateside International Text ¹¹ |

TALK/TEXT¹²

| |
|---------|
| \$15.00 |
| \$10.00 |
| \$7.00 |

9 Unlimited calling to mobile numbers in 30+ countries and unlimited calling to landlines in 70+ countries. Plus, get 1000 mobile-to-mobile minutes to Mexico (Overage extra (if available funds for Pay In Advance); \$0.04/minute), unlimited texting to 200+ countries, and discounted calling rates to the rest of the world.

10 Unlimited calls to landlines in 70+ countries and unlimited texting to 200+ countries. Plus, call mobile numbers in 100+ countries for just \$0.20/minute and get discounted calling rates to the rest of the world.

11 Unlimited text messages from the US to over 200 countries.

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

UNITED STATES

T-MOBILE USA

| MATCH PHONE DATA MOBILE INTERNET PLAN | PRICING ¹ | HOTSPOT ACCESS ³ |
|---------------------------------------|----------------------|-----------------------------|
|---------------------------------------|----------------------|-----------------------------|

| | | |
|---|------|----------|
| Unlimited, Overage-Free Mobile Internet 1GB, 3GB or 5GB | \$10 | Included |
|---|------|----------|

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

2 GSM voice line is required for this plan

3 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan. Plan data allotment applies. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

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

5 Match Phone Data plans match the largest GSM data bucket on the BAN. 0-1GB = 1GB MI data, 1GB-3GB = 3GB MI data, 3GB+ = 5GB MI Data

SIMPLE CHOICE VALUE^{1,2,3,4,5,6,7}

| MOBILE INTERNET PLANS | PRICING ¹ | HOTSPOT ACCESS ³ |
|---|----------------------|-----------------------------|
| Unlimited, Overage-Free Mobile Internet 1 GB | \$20.00 | Included |
| Unlimited, Overage-Free Mobile Internet 3 GB | \$30.00 | Included |
| Unlimited, Overage-Free Mobile Internet 5 GB | \$40.00 | Included |
| Unlimited, Overage-Free Mobile Internet 7 GB | \$50.00 | Included |
| Unlimited, Overage-Free Mobile Internet 9 GB | \$60.00 | Included |
| Unlimited, Overage-Free Mobile Internet 11 GB | \$70.00 | Included |
| Unlimited, Overage-Free Mobile Internet 13 GB | \$80.00 | Included |
| Unlimited, Overage-Free Mobile Internet 15 GB | \$90.00 | Included |
| Unlimited, Overage-Free Mobile Internet 17 GB | \$100.00 | Included |
| Unlimited, Overage-Free Mobile Internet 19 GB | \$110.00 | Included |
| Unlimited, Overage-Free Mobile Internet 21 GB | \$120.00 | Included |

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

2 \$10 discount available when added to a postpaid voice line of service with T-Mobile on the same account.

3 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan. Plan data allotment applies. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

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

5 Customers may choose to add more full speed data in increments of 2 GB/each \$10 more per month per line, up to 21 GB of data. Or purchase an On Demand Mobile Internet (full speed data) Pass by day or week increments. (See On Demand Mobile Internet Passes (Postpaid) below).

6 On-network and domestic roaming data allotments differ: 1 GB full-speed plan includes 10 MB roaming; 3 GB full-speed plan includes 50 MB roaming; 5 GB, 7 GB and 9 GB full-speed plans include 100 MB roaming; and 11 GB through 21 GB full-speed plans include 200 MB roaming.

7 All monthly postpaid Simple Choice plan options include unlimited (2G).

| ON DEMAND MOBILE INTERNET PASSES (Postpaid) ^{1,2,3} | PRICING ¹ | HOTSPOT ACCESS ³ |
|--|----------------------|-----------------------------|
| Unlimited, Overage-Free Mobile Internet 500 MB data (use for 1 days) | \$5.00 | Included |
| Unlimited, Overage-Free Mobile Internet 1 GB data (use for 7 days) | \$10.00 | Included |

1 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 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan Plan data allotment applies. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

| PAY IN ADVANCE - (SINGLE USE) DATA PASSES ^{1,2,3} | PRICING ¹ | HOTSPOT ACCESS |
|--|----------------------|----------------|
| Unlimited, Overage-Free 500 MB data (use for 1 day) | \$5.00 | Not Included |
| Unlimited, Overage-Free 1 GB data (use for 7 days) | \$10.00 | Not Included |
| Unlimited, Overage-Free 3 GB data (use for 30 days) | \$30.00 | Not Included |
| Unlimited, Overage-Free 5 GB data (use for 30 days) | \$40.00 | Not Included |
| Unlimited, Overage-Free 7 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 MB.

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

3 Domestic only. No roaming.

| PAY IN ADVANCE - MONTHLY RECURRING (AUTO-RENEW) PASSES ^{1,2,3} | PRICING ¹ | HOTSPOT ACCESS |
|---|----------------------|----------------|
| Unlimited, Overage-Free Mobile Internet 1 GB | \$20.00 | Not Included |
| Unlimited, Overage-Free Mobile Internet 3 GB | \$30.00 | Not Included |
| Unlimited, Overage-Free Mobile Internet 5 GB | \$40.00 | Not Included |

EUROPE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|--------------------------------|--------------------------------|--------------|
| TOTAL REVENUE | 1 | 3.440 | 3.486 | 13.704 | 3.125 | 3.163 | 3.317 | (3,6) | 10.218 | 9.605 | (6,0) |
| NET REVENUE | | 3.313 | 3.354 | 13.174 | 3.018 | 3.074 | 3.222 | (2,7) | 9.820 | 9.314 | (5,2) |
| EBITDA | 2,3 | 1.169 | 1.167 | 4.550 | 1.027 | 1.098 | 1.184 | 1,3 | 3.383 | 3.309 | (2,2) |
| EBITDA margin (EBITDA / total revenue) | % | 34,0 | 33,5 | 33,2 | 32,9 | 34,7 | 35,7 | 1,7p | 33,1 | 34,5 | 1,4p |
| Depreciation, amortization and impairment losses | | (651) | (747) | (2.785) | (611) | (658) | (645) | 0,9 | (2.038) | (1.914) | 6,1 |
| Profit (loss) from operations = EBIT | 4 | 518 | 420 | 1.765 | 416 | 440 | 539 | 4,1 | 1.345 | 1.395 | 3,7 |
| CASH CAPEX | 5 | 382 | 466 | 1.713 | 453 | 385 | 368 | (3,7) | 1.247 | 1.206 | (3,3) |
| CASH CONTRIBUTION | | 787 | 701 | 2.837 | 574 | 713 | 816 | 3,7 | 2.136 | 2.103 | (1,5) |

FINANCIALS (AS REPORTED)

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|---------------|
| TOTAL REVENUE | | 3.440 | 3.486 | 13.704 | 3.125 | 3.163 | 3.317 | (3,6) | 10.218 | 9.605 | (6,0) |
| NET REVENUE | | 3.313 | 3.354 | 13.174 | 3.018 | 3.074 | 3.222 | (2,7) | 9.820 | 9.314 | (5,2) |
| EBITDA | | 1.271 | 845 | 4.371 | 1.012 | 1.074 | 1.142 | (10,1) | 3.526 | 3.228 | (8,5) |
| EBITDA margin (EBITDA / total revenue) | % | 36,9 | 24,2 | 31,9 | 32,4 | 34,0 | 34,4 | (2,5p) | 34,5 | 33,6 | (0,9p) |
| Depreciation, amortization and impairment losses | | (651) | (1.361) | (3.399) | (611) | (658) | (645) | 0,9 | (2.038) | (1.914) | 6,1 |
| Profit (loss) from operations = EBIT | | 620 | (516) | 972 | 401 | 416 | 497 | (19,8) | 1.488 | 1.314 | (11,7) |
| CASH CAPEX | | 500 | 1.255 | 3.661 | 585 | 422 | 457 | (8,6) | 2.406 | 1.464 | (39,2) |
| CASH CONTRIBUTION | | 771 | (410) | 710 | 427 | 652 | 685 | (11,2) | 1.120 | 1.764 | 57,5 |

1 GTS Central Europe Group is part of the European segment since May 30, 2014; impact on consolidated operating segment revenue is EUR 25mn in Q2/14 and EUR 74mn in Q3/14.

2 GTS Central Europe Group is part of the European segment since May 30, 2014; impact on consolidated operating segment EBITDA is EUR 6mn in Q2/14 and EUR 19mn in Q3/14.

3 Special factors affecting EBITDA: EUR -102mn in Q3/13, EUR 322mn in Q4/13, EUR 15mn in Q1/14, EUR 24mn in Q2/14 and EUR 42mn in Q3/14.

4 Special factors affecting EBIT: EUR -102mn in Q3/13 (thereof EUR -102mn resulting from EBITDA), EUR 936mn in Q4/13 (thereof EUR 322mn resulting from EBITDA), EUR 15mn in Q1/14 (thereof EUR 15mn resulting from EBITDA), EUR 24mn in Q2/14 (thereof EUR 24mn resulting from EBITDA) and EUR 42mn in Q3/14 (thereof EUR 42mn resulting from EBITDA).

5 Excluding payments for spectrum licences: EUR 107mn in Q3/13 in Poland, EUR 10mn in Q3/13 in Macedonia, EUR 1mn in Q3/13 in Hungary, EUR 656mn in Q4/13 in Austria, EUR 114mn in Q4/13 in Hungary, EUR 15mn in Q4/13 in Croatia, EUR 3mn in Q4/13 in Romania, EUR 1mn in Q4/13 in Slovakia, EUR 95mn in Q1/14 in the Czech Republic, EUR 32mn in Q1/14 in Slovakia, EUR 3mn in Q1/14 in Greece, EUR 2mn in Q1/14 in Austria, EUR 31mn in Q2/14 in Slovakia, EUR 4mn in Q2/14 in Romania, EUR 1mn in Q2/14 in Poland, EUR 1mn in Q2/14 in Austria and EUR 89mn in Q3/14 in Poland.

The ICSS/GNF business of the local business units (LBUs), which had previously been organizationally assigned to the Systems Solutions operating segment, was brought together as of Jan. 1, 2014 and is now reported under the Europe operating segment.

In addition, as of Jan. 1, 2014, the local business customer units of T-Systems Czech Republic, which had previously been managed under the Systems Solutions operating segment, were merged with T-Mobile Czech Republic;

they are reported in the Europe operating segment. Comparative figures have been adjusted retrospectively.

EUROPE

EBITDA RECONCILIATION

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|--------------|
| TOTAL REVENUE | | 3.440 | 3.486 | 13.704 | 3.125 | 3.163 | 3.317 | (3,6) | 10.218 | 9.605 | (6,0) |
| TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS) | | 3.440 | 3.486 | 13.704 | 3.125 | 3.163 | 3.317 | (3,6) | 10.218 | 9.605 | (6,0) |
| Profit (loss) from operations = EBIT | | 620 | (516) | 972 | 401 | 416 | 497 | (19,8) | 1.488 | 1.314 | (11,7) |
| - Depreciation, amortization and impairment losses | | (651) | (1.361) | (3.399) | (611) | (658) | (645) | 0,9 | (2.038) | (1.914) | 6,1 |
| = EBITDA | | 1.271 | 845 | 4.371 | 1.012 | 1.074 | 1.142 | (10,1) | 3.526 | 3.228 | (8,5) |
| EBITDA margin | % | 36,9 | 24,2 | 31,9 | 32,4 | 34,0 | 34,4 | (2,5p) | 34,5 | 33,6 | (0,9p) |
| - Special factors affecting EBITDA | | 102 | (322) | (179) | (15) | (24) | (42) | n.a. | 143 | (81) | n.a. |
| = EBITDA (ADJUSTED FOR SPECIAL FACTORS) | | 1.169 | 1.167 | 4.550 | 1.027 | 1.098 | 1.184 | 1,3 | 3.383 | 3.309 | (2,2) |
| EBITDA margin (adjusted for special factors) | % | 34,0 | 33,5 | 33,2 | 32,9 | 34,7 | 35,7 | 1,7p | 33,1 | 34,5 | 1,4p |

SPECIAL FACTORS

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|--------------------------------|--------------------------------|-------------|
| EFFECTS ON EBITDA | | 102 | (322) | (179) | (15) | (24) | (42) | n.a. | 143 | (81) | n.a. |
| - of which personnel | | (24) | (275) | (327) | (15) | (14) | (28) | (16,7) | (52) | (57) | (9,6) |
| - of which other | | 126 | (47) | 148 | 0 | (10) | (14) | n.a. | 195 | (24) | n.a. |
| EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT | | 102 | (936) | (793) | (15) | (24) | (42) | n.a. | 143 | (81) | n.a. |
| - of which personnel | | (24) | (275) | (327) | (15) | (14) | (28) | (16,7) | (52) | (57) | (9,6) |
| - of which other | 1 | 126 | (661) | (466) | 0 | (10) | (14) | n.a. | 195 | (24) | n.a. |

1 Impairment: Austria EUR 541 mn in Q4/13 and Netherlands EUR 14mn in Q4/13.

The ICSS/GNF business of the local business units (LBUs), which had previously been organizationally assigned to the Systems Solutions operating segment, was brought together as of Jan. 1, 2014 and is now reported under the Europe operating segment. In addition, as of Jan. 1, 2014, the local business customer units of T-Systems Czech Republic, which had previously been managed under the Systems Solutions operating segment, were merged with T-Mobile Czech Republic; they are reported in the Europe operating segment. Comparative figures have been adjusted retrospectively.

EUROPE

CUSTOMER SUMMARY

| | Note | Q3 2013 '000 | Q4 2013 '000 | Q1 2014 '000 | Q2 2014 '000 | Q3 2014 '000 | Change % |
|------------------------------------|------|--------------------|--------------------|--------------------|--------------------|--------------------|-------------|
| GREECE | | | | | | | |
| - Fixed network Access Lines | | 2,794 | 2,746 | 2,702 | 2,675 | 2,645 | (5,3) |
| - Broadband Access Lines | | 1,270 | 1,286 | 1,299 | 1,333 | 1,357 | 6,9 |
| - Mobile Customers | | 7,550 | 7,477 | 7,416 | 7,398 | 7,336 | (2,8) |
| ROMANIA | | | | | | | |
| - Fixed network Access Lines | | 2,385 | 2,369 | 2,341 | 2,308 | 2,272 | (4,7) |
| - Broadband Access Lines | | 1,175 | 1,193 | 1,200 | 1,200 | 1,196 | 1,8 |
| - Mobile Customers | | 6,125 | 6,153 | 6,080 | 6,046 | 5,945 | (2,9) |
| HUNGARY | | | | | | | |
| - Fixed network Access Lines | | 1,597 | 1,596 | 1,595 | 1,611 | 1,611 | 0,9 |
| - Broadband Access Lines | | 906 | 922 | 936 | 944 | 953 | 5,2 |
| - Mobile Customers | | 4,853 | 4,887 | 4,878 | 4,898 | 4,933 | 1,6 |
| POLAND | | | | | | | |
| - Mobile Customers | | 15,667 | 15,563 | 15,748 | 15,675 | 15,728 | 0,4 |
| CZECH REPUBLIC | | | | | | | |
| - Fixed network Access Lines | | 127 | 129 | 130 | 130 | 132 | 3,9 |
| - Broadband Access Lines | | 127 | 129 | 131 | 132 | 132 | 3,9 |
| - Mobile Customers | | 5,733 | 5,831 | 5,912 | 5,946 | 5,993 | 4,5 |
| CROATIA | | | | | | | |
| - Fixed network Access Lines | | 1,156 | 1,133 | 1,138 | 1,114 | 1,094 | (5,4) |
| - Broadband Access Lines | | 667 | 670 | 678 | 680 | 683 | 2,4 |
| - Mobile Customers | | 2,392 | 2,303 | 2,272 | 2,308 | 2,332 | (2,5) |
| NETHERLANDS | | | | | | | |
| - Mobile Customers | 1 | 4,534 | 4,441 | 4,343 | 4,277 | 3,964 | (12,6) |
| SLOVAKIA | | | | | | | |
| - Fixed network Access Lines | | 919 | 922 | 914 | 908 | 898 | (2,3) |
| - Broadband Access Lines | | 511 | 521 | 532 | 540 | 546 | 6,8 |
| - Mobile Customers | | 2,263 | 2,262 | 2,257 | 2,237 | 2,228 | (1,5) |
| AUSTRIA | | | | | | | |
| - Mobile Customers | | 4,044 | 4,091 | 4,105 | 4,118 | 4,022 | (0,5) |
| OTHER | | | | | | | |
| - Fixed network Access Lines | 2 | 385 | 390 | 396 | 425 | 421 | 9,4 |
| - Broadband Access Lines | 2 | 269 | 274 | 278 | 302 | 303 | 12,6 |
| - Mobile Customers | | 3,663 | 3,671 | 3,604 | 3,582 | 3,604 | (1,6) |
| TOTAL | | | | | | | |
| - Fixed network Access Lines | 3 | 9,362 | 9,284 | 9,215 | 9,172 | 9,073 | (3,1) |
| - IP | 3 | 2,258 | 2,472 | 2,680 | 2,934 | 3,169 | 40,3 |
| - Broadband Access Lines Retail | 3 | 4,682 | 4,744 | 4,784 | 4,849 | 4,880 | 4,2 |
| - Wholesale Bundled Access Lines | | 152 | 150 | 158 | 156 | 154 | 1,3 |
| - Wholesale Unbundled Access Lines | | 91 | 101 | 113 | 127 | 136 | 49,5 |
| - TV (IPTV, Sat, cable) | 3,4 | 3,398 | 3,503 | 3,558 | 3,619 | 3,670 | 8,0 |
| - Mobile Customers | 1,5 | 56,825 | 56,679 | 56,615 | 56,485 | 56,087 | (1,3) |

1 Our subsidiary in the Netherlands sold its Simpel brand and the customer relationships maintained under the brand effective Aug. 1, 2014. This decreased our customer base by 226 thousand customers. Customer figures for prior periods have not been adjusted.

2 GTS Central Europe Group is part of the European Segment since May 30, 2014.

3 The customers of Euronet Communications have no longer been included in the Europe operating segment since Jan. 2, 2014. Historical customer figures have been adjusted accordingly to improve comparability.

4 Incl. DIGI Slovakia since Sept. 1, 2013.

5 The customers of our companies in Bulgaria have no longer been included in the Europe operating segment since Aug. 1, 2013 following the sale of the shares held in the companies. Historical customer figures have been adjusted accordingly to improve comparability.

GREECE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|---|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|--------------------------------|--------------------------------|--------------|
| TOTAL REVENUE | | 771 | 760 | 2.988 | 691 | 697 | 727 | (5,7) | 2.228 | 2.115 | (5,1) |
| - of which Fixed network | | 456 | 469 | 1.801 | 428 | 418 | 436 | (4,4) | 1.332 | 1.282 | (3,8) |
| - of which Mobile communications | | 355 | 331 | 1.337 | 295 | 313 | 329 | (7,3) | 1.006 | 937 | (6,9) |
| EBITDA | 1 | 301 | 300 | 1.165 | 260 | 282 | 303 | 0,7 | 865 | 845 | (2,3) |
| - of which Fixed network | | 144 | 166 | 602 | 149 | 154 | 157 | 9,0 | 436 | 460 | 5,5 |
| - of which Mobile communications | | 142 | 115 | 512 | 106 | 116 | 134 | (5,6) | 397 | 356 | (10,3) |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 39,0 | 39,5 | 39,0 | 37,6 | 40,5 | 41,7 | 2,7p | 38,8 | 40,0 | 1,2p |
| - of which Fixed network | % | 31,6 | 35,4 | 33,4 | 34,8 | 36,8 | 36,0 | 4,4p | 32,7 | 35,9 | 3,2p |
| - of which Mobile communications | % | 40,0 | 34,7 | 38,3 | 35,9 | 37,1 | 40,7 | 0,7p | 39,5 | 38,0 | (1,5p) |
| CASH CAPEX (AS REPORTED) | | 88 | 107 | 332 | 71 | 86 | 95 | 8,0 | 225 | 252 | 12,0 |
| - of which Fixed network | | 45 | 83 | 183 | 33 | 36 | 41 | (8,9) | 100 | 110 | 10,0 |
| - of which Mobile communications | | 43 | 16 | 139 | 37 | 50 | 50 | 16,3 | 123 | 137 | 11,4 |
| CASH CONTRIBUTION | | 213 | 193 | 833 | 189 | 196 | 208 | (2,3) | 640 | 593 | (7,3) |
| - of which Fixed network | | 99 | 83 | 419 | 116 | 118 | 116 | 17,2 | 336 | 350 | 4,2 |
| - of which Mobile communications | | 99 | 99 | 373 | 69 | 66 | 84 | (15,2) | 274 | 219 | (20,1) |

1 Special factors affecting EBITDA: EUR 5mn in Q3/13, EUR 267mn in Q4/13, EUR 1mn in Q1/14, EUR 15mn in Q2/14 and EUR 1mn in Q3/14.

GREECE

OPERATIONALS

| | Note | Q3 2013 | Q4 2013 | FY 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change % | Q1-Q3 2013 | Q1-Q3 2014 | Change % | |
|--|-------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|-------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 2.794 | 2.746 | 2.746 | 2.702 | 2.675 | 2.645 | (5,3) | 2.794 | 2.645 | (5,3) | |
| - IP | ('000) | 7 | 9 | 9 | 10 | 12 | 13 | 85,7 | 7 | 13 | 85,7 | |
| Broadband Access Lines Retail | ('000) | 1.244 | 1.260 | 1.260 | 1.274 | 1.308 | 1.333 | 7,2 | 1.244 | 1.333 | 7,2 | |
| TV (IPTV, SAT, Cable) | ('000) | 218 | 256 | 256 | 278 | 296 | 321 | 47,2 | 218 | 321 | 47,2 | |
| Wholesale Bundled Access Lines | ('000) | 26 | 26 | 26 | 26 | 25 | 24 | (7,7) | 26 | 24 | (7,7) | |
| ULLs/Wholesale PSTN | ('000) | 1.902 | 1.944 | 1.944 | 1.979 | 2.002 | 2.016 | 6,0 | 1.902 | 2.016 | 6,0 | |
| Wholesale Unbundled Access Lines | ('000) | 0 | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. | |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | | |
| Service revenue | (€ million) | 285 | 253 | 1.072 | 241 | 256 | 269 | (5,6) | 819 | 766 | (6,5) | |
| CUSTOMERS | ('000) | 7.550 | 7.477 | 7.477 | 7.416 | 7.398 | 7.336 | (2,8) | 7.550 | 7.336 | (2,8) | |
| - contract | ('000) | 2.262 | 2.249 | 2.249 | 2.224 | 2.224 | 2.222 | (1,8) | 2.262 | 2.222 | (1,8) | |
| - prepaid | ('000) | 5.288 | 5.228 | 5.228 | 5.192 | 5.174 | 5.114 | (3,3) | 5.288 | 5.114 | (3,3) | |
| NET ADDS | ('000) | 1 | (52) | (73) | (220) | (61) | (18) | (45) | 13,5 | (147) | (124) | 15,6 |
| - contract | ('000) | (21) | (13) | (53) | (25) | 0 | 15 | n.a. | (40) | (11) | 72,5 | |
| - prepaid | ('000) | (30) | (60) | (167) | (36) | (18) | (60) | (100,0) | (107) | (114) | (6,5) | |
| AVERAGE MONTHLY CHURN | (%) | 2,0 | 1,7 | 1,7 | 1,4 | 1,6 | 1,9 | (0,1p) | 1,7 | 1,6 | (0,1p) | |
| - contract | (%) | 1,6 | 1,3 | 1,5 | 1,2 | 1,3 | 1,4 | (0,2p) | 1,5 | 1,3 | (0,2p) | |
| SAC PER GROSS ADD | (€) | 16 | 17 | 17 | 15 | 19 | 15 | (6,3) | 17 | 17 | 0,0 | |
| - contract | (€) | 69 | 66 | 67 | 62 | 77 | 64 | (7,2) | 68 | 68 | 0,0 | |
| - prepaid | (€) | 1 | 1 | 1 | 1 | 1 | 1 | 0,0 | 2 | 1 | (50,0) | |
| SRC PER RETAINED CUSTOMER | (€) | 50 | 45 | 48 | 46 | 45 | 41 | (18,0) | 50 | 44 | (12,0) | |
| ARPU | (€) | 12 | 11 | 12 | 11 | 12 | 12 | 0,0 | 12 | 11 | (8,3) | |
| - contract | (€) | 29 | 26 | 27 | 25 | 27 | 28 | (3,4) | 28 | 27 | (3,6) | |
| - prepaid | (€) | 6 | 5 | 5 | 5 | 5 | 5 | (16,7) | 5 | 5 | 0,0 | |
| NON-VOICE % OF ARPU | (%) | 25 | 27 | 24 | 25 | 24 | 27 | 2p | 23 | 25 | 2p | |
| MOU PER CUSTOMER | (min) | 297 | 296 | 291 | 281 | 302 | 309 | 4,0 | 289 | 298 | 3,1 | |
| - contract | (min) | 438 | 433 | 422 | 421 | 457 | 454 | 3,7 | 418 | 444 | 6,2 | |

1 Contract Net Adds in Q3/14 adjusted due to product definition adaption.

ROMANIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|---|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|---------------|
| TOTAL REVENUE | | 254 | 272 | 1.017 | 261 | 242 | 247 | (2,8) | 745 | 750 | 0,7 |
| - of which Fixed network | | 152 | 162 | 608 | 157 | 149 | 152 | 0,0 | 446 | 458 | 2,7 |
| - of which Mobile communications | | 116 | 123 | 458 | 118 | 102 | 107 | (7,8) | 335 | 327 | (2,4) |
| EBITDA | 1 | 69 | 86 | 283 | 66 | 70 | 60 | (13,0) | 197 | 196 | (0,5) |
| - of which Fixed network | | 35 | 52 | 162 | 39 | 44 | 35 | 0,0 | 110 | 118 | 7,3 |
| - of which Mobile communications | | 32 | 35 | 121 | 26 | 26 | 26 | (18,8) | 86 | 78 | (9,3) |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 27,2 | 31,6 | 27,8 | 25,3 | 28,9 | 24,3 | (2,9p) | 26,4 | 26,1 | (0,3p) |
| - of which Fixed network | % | 23,0 | 32,1 | 26,6 | 24,8 | 29,5 | 23,0 | n.a. | 24,7 | 25,8 | 1,1p |
| - of which Mobile communications | % | 27,6 | 28,5 | 26,4 | 22,0 | 25,5 | 24,3 | (3,3p) | 25,7 | 23,9 | (1,8p) |
| CASH CAPEX (AS REPORTED) | | 23 | 41 | 264 | 40 | 44 | 35 | 52,2 | 223 | 119 | (46,6) |
| - of which Fixed network | | 13 | 31 | 75 | 24 | 25 | 26 | n.a. | 44 | 75 | 70,5 |
| - of which Mobile communications | | 10 | 10 | 189 | 16 | 19 | 9 | (10,0) | 179 | 44 | (75,4) |
| CASH CONTRIBUTION | | 46 | 45 | 19 | 26 | 26 | 25 | (45,7) | (26) | 77 | n.a. |
| - of which Fixed network | | 22 | 21 | 87 | 15 | 19 | 9 | (59,1) | 66 | 43 | (34,8) |
| - of which Mobile communications | | 22 | 25 | (68) | 10 | 7 | 17 | (22,7) | (93) | 34 | n.a. |

1 Special factors affecting EBITDA: EUR 8mn in Q3/13, EUR 10mn in Q4/13, EUR 1mn in Q1/14, EUR 2mn in Q2/14 and EUR 2mn in Q3/14.

ROMANIA

OPERATIONALS

| | Note | Q3 2013 | Q4 2013 | FY 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change % | Q1-Q3 2013 | Q1-Q3 2014 | Change % |
|--|-------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 2.385 | 2.369 | 2.369 | 2.341 | 2.308 | 2.272 | (4,7) | 2.385 | 2.272 | (4,7) |
| - IP | ('000) | 248 | 250 | 250 | 262 | 271 | 283 | 14,1 | 248 | 283 | 14,1 |
| Broadband Access Lines Retail | ('000) | 1.175 | 1.193 | 1.193 | 1.200 | 1.200 | 1.196 | 1,8 | 1.175 | 1.196 | 1,8 |
| TV (IPTV, SAT, Cable) | ('000) | 1.320 | 1.353 | 1.353 | 1.370 | 1.384 | 1.397 | 5,8 | 1.320 | 1.397 | 5,8 |
| Wholesale Bundled Access Lines | ('000) | 0 | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| ULLs/Wholesale PSTN | ('000) | 0 | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| Wholesale Unbundled Access Lines | ('000) | 0 | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue | (€ million) | 98 | 97 | 378 | 95 | 79 | 83 | (15,3) | 281 | 257 | (8,5) |
| CUSTOMERS | ('000) | 6.125 | 6.153 | 6.153 | 6.080 | 6.046 | 5.945 | (2,9) | 6.125 | 5.945 | (2,9) |
| - contract | ('000) | 1.606 | 1.639 | 1.639 | 1.611 | 1.622 | 1.636 | 1,9 | 1.606 | 1.636 | 1,9 |
| - prepaid | ('000) | 4.519 | 4.515 | 4.515 | 4.469 | 4.424 | 4.309 | (4,6) | 4.519 | 4.309 | (4,6) |
| NET ADDS | ('000) | 19 | 28 | (215) | (73) | (35) | (100) | n.a. | (243) | (208) | 14,4 |
| - contract | ('000) | 6 | 33 | 0 | (27) | 11 | 15 | n.a. | (32) | (2) | 93,8 |
| - prepaid | ('000) | 14 | (5) | (215) | (46) | (45) | (115) | n.a. | (211) | (206) | 2,4 |
| AVERAGE MONTHLY CHURN | (%) | 3,3 | 2,7 | 3,2 | 2,8 | 2,7 | 3,5 | 0,2p | 3,3 | 3,0 | (0,3p) |
| - contract | (%) | 1,1 | 1,2 | 1,4 | 1,1 | 1,3 | 1,4 | 0,3p | 1,5 | 1,3 | (0,2p) |
| SAC PER GROSS ADD | (€) | 7 | 9 | 10 | 10 | 10 | 7 | 0,0 | 10 | 9 | (10,0) |
| - contract | (€) | 59 | 57 | 66 | 60 | 68 | 49 | (16,9) | 70 | 59 | (15,7) |
| - prepaid | (€) | 1 | 1 | 1 | 1 | 1 | 1 | 0,0 | 1 | 1 | 0,0 |
| SRC PER RETAINED CUSTOMER | (€) | 22 | 15 | 21 | 8 | 11 | 9 | (59,1) | 24 | 9 | (62,5) |
| ARPU | (€) | 5 | 5 | 5 | 5 | 4 | 5 | 0,0 | 5 | 5 | 0,0 |
| - contract | (€) | 11 | 11 | 11 | 11 | 9 | 10 | (9,1) | 11 | 10 | (9,1) |
| - prepaid | (€) | 3 | 3 | 3 | 3 | 3 | 3 | 0,0 | 3 | 3 | 0,0 |
| NON-VOICE % OF ARPU | (%) | 16 | 18 | 16 | 19 | 24 | 25 | 9p | 15 | 22 | 7p |
| MOU PER CUSTOMER | (min) | 278 | 287 | 279 | 294 | 301 | 298 | 7,2 | 276 | 298 | 8,0 |
| - contract | (min) | 396 | 408 | 402 | 427 | 465 | 465 | 17,4 | 399 | 452 | 13,3 |

HUNGARY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|---------------|
| TOTAL REVENUE | | 377 | 407 | 1.563 | 366 | 362 | 370 | (1,9) | 1.156 | 1.098 | (5,0) |
| PRODUCT VIEW | | 377 | 407 | 1.563 | 366 | 362 | 370 | (1,9) | 1.156 | 1.098 | (5,0) |
| - of which Fixed network | 1 | 172 | 198 | 749 | 180 | 163 | 163 | (5,2) | 551 | 506 | (8,2) |
| - of which Mobile communications | | 206 | 208 | 813 | 186 | 199 | 207 | 0,5 | 605 | 592 | (2,1) |
| SEGMENT VIEW | | 377 | 407 | 1.563 | 366 | 362 | 370 | (1,9) | 1.156 | 1.098 | (5,0) |
| - of which Consumer | | 234 | 239 | 930 | 215 | 226 | 232 | (0,9) | 691 | 673 | (2,6) |
| - of which Business | | 67 | 69 | 273 | 64 | 66 | 66 | (1,5) | 204 | 196 | (3,9) |
| EBITDA | 2 | 124 | 102 | 438 | 94 | 123 | 129 | 4,0 | 336 | 346 | 3,0 |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 32,9 | 25,1 | 28,0 | 25,7 | 34,0 | 34,9 | 2,0p | 29,1 | 31,5 | 2,4p |
| CASH CAPEX (AS REPORTED) | | 72 | 170 | 342 | 64 | 43 | 44 | (38,9) | 172 | 151 | (12,2) |
| CASH CONTRIBUTION | | 52 | (68) | 96 | 30 | 80 | 85 | 63,5 | 164 | 195 | 18,9 |

1 Fixed Network include Total revenue of HU GHS.

2 Special factors affecting EBITDA: EUR 6mn in Q4/13, EUR 1mn in Q2/14 and EUR 12mn in Q3/14.

HUNGARY

OPERATIONALS

| | Note | Q3 2013 | Q4 2013 | FY 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change % | Q1-Q3 2013 | Q1-Q3 2014 | Change % |
|--|-------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 1.597 | 1.596 | 1.596 | 1.595 | 1.611 | 1.611 | 0,9 | 1.597 | 1.611 | 0,9 |
| - IP | ('000) | 636 | 665 | 665 | 683 | 745 | 807 | 26,9 | 636 | 807 | 26,9 |
| Broadband Access Lines Retail | ('000) | 832 | 851 | 851 | 867 | 877 | 887 | 6,6 | 832 | 887 | 6,6 |
| TV (IPTV, SAT, Cable) | ('000) | 871 | 885 | 885 | 896 | 905 | 910 | 4,5 | 871 | 910 | 4,5 |
| Wholesale Bundled Access Lines | ('000) | 49 | 46 | 46 | 43 | 41 | 40 | (18,4) | 49 | 40 | (18,4) |
| ULLs/Wholesale PSTN | ('000) | 17 | 16 | 16 | 15 | 14 | 13 | (23,5) | 17 | 13 | (23,5) |
| Wholesale Unbundled Access Lines | ('000) | 25 | 25 | 25 | 26 | 26 | 26 | 4,0 | 25 | 26 | 4,0 |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue | (€ million) | 170 | 168 | 663 | 157 | 167 | 170 | 0,0 | 495 | 494 | (0,2) |
| CUSTOMERS | ('000) | 4.853 | 4.887 | 4.887 | 4.878 | 4.898 | 4.933 | 1,6 | 4.853 | 4.933 | 1,6 |
| - contract | ('000) | 2.342 | 2.370 | 2.370 | 2.375 | 2.413 | 2.445 | 4,4 | 2.342 | 2.445 | 4,4 |
| - prepaid | ('000) | 2.511 | 2.517 | 2.517 | 2.503 | 2.485 | 2.488 | (0,9) | 2.511 | 2.488 | (0,9) |
| NET ADDS | ('000) | 14 | 34 | 50 | (9) | 20 | 35 | n.a. | 16 | 46 | n.a. |
| - contract | ('000) | 21 | 28 | 83 | 5 | 38 | 32 | 52,4 | 55 | 75 | 36,4 |
| - prepaid | ('000) | (7) | 6 | (33) | (14) | (18) | 4 | n.a. | (39) | (29) | 25,6 |
| AVERAGE MONTHLY CHURN | (%) | 1,5 | 1,6 | 1,5 | 1,5 | 1,4 | 1,5 | 0,0p | 1,5 | 1,5 | 0,0p |
| - contract | (%) | 1,1 | 0,9 | 1,1 | 1,1 | 0,9 | 0,9 | (0,2p) | 1,1 | 1,0 | (0,1p) |
| SAC PER GROSS ADD | (€) | 22 | 26 | 22 | 18 | 16 | 16 | (27,3) | 20 | 17 | (15,0) |
| - contract | (€) | 51 | 62 | 48 | 41 | 34 | 34 | (33,3) | 43 | 36 | (16,3) |
| - prepaid | (€) | 6 | 10 | 6 | 6 | 6 | 7 | 16,7 | 5 | 6 | 20,0 |
| SRC PER RETAINED CUSTOMER | (€) | 45 | 65 | 50 | 45 | 42 | 42 | (6,7) | 44 | 43 | (2,3) |
| ARPU | (€) | 12 | 12 | 11 | 11 | 11 | 12 | 0,0 | 11 | 11 | 0,0 |
| - contract | (€) | 19 | 19 | 19 | 18 | 19 | 19 | 0,0 | 19 | 19 | 0,0 |
| - prepaid | (€) | 5 | 5 | 5 | 4 | 4 | 4 | (20,0) | 5 | 4 | (20,0) |
| NON-VOICE % OF ARPU | (%) | 25 | 26 | 25 | 26 | 26 | 26 | 1p | 25 | 26 | 1p |
| MOU PER CUSTOMER | (min) | 156 | 157 | 155 | 155 | 167 | 171 | 9,6 | 154 | 164 | 6,5 |
| - contract | (min) | 260 | 262 | 259 | 263 | 283 | 287 | 10,4 | 259 | 278 | 7,3 |

POLAND

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|---------------|
| TOTAL REVENUE | | 392 | 400 | 1.584 | 350 | 365 | 388 | (1,0) | 1.184 | 1.103 | (6,8) |
| - of which Consumer | | 242 | 235 | 968 | 215 | 220 | 227 | (6,2) | 733 | 662 | (9,7) |
| - of which Business | | 130 | 136 | 543 | 122 | 123 | 130 | 0,0 | 407 | 375 | (7,9) |
| EBITDA | 1 | 145 | 167 | 599 | 134 | 141 | 149 | 2,8 | 432 | 424 | (1,9) |
| EBITDA margin (EBITDA / total revenue) | % | 37,0 | 41,8 | 37,8 | 38,3 | 38,6 | 38,4 | 1,4p | 36,5 | 38,4 | 1,9p |
| CASH CAPEX (AS REPORTED) | | 142 | 55 | 339 | 68 | 52 | 123 | (13,4) | 284 | 243 | (14,4) |
| CASH CONTRIBUTION | | 3 | 112 | 260 | 66 | 89 | 26 | n.a. | 148 | 181 | 22,3 |

OPERATIONALS

| | Note | Q3 2013 | Q4 2013 | FY 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change % | Q1-Q3 2013 | Q1-Q3 2014 | Change % |
|--|-------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue | (€ million) | 292 | 299 | 1.220 | 272 | 277 | 279 | (4,5) | 921 | 828 | (10,1) |
| CUSTOMERS | ('000) | 15.667 | 15.563 | 15.563 | 15.748 | 15.675 | 15.728 | 0,4 | 15.667 | 15.728 | 0,4 |
| - contract | ('000) | 7.062 | 7.049 | 7.049 | 6.989 | 6.930 | 6.891 | (2,4) | 7.062 | 6.891 | (2,4) |
| - prepaid | ('000) | 8.605 | 8.514 | 8.514 | 8.759 | 8.745 | 8.837 | 2,7 | 8.605 | 8.837 | 2,7 |
| NET ADDS | ('000) | (302) | (104) | (477) | 185 | (73) | 53 | n.a. | (373) | 165 | n.a. |
| - contract | ('000) | 24 | (13) | 53 | (60) | (60) | (38) | n.a. | 66 | (158) | n.a. |
| - prepaid | ('000) | (326) | (91) | (530) | 245 | (13) | 92 | n.a. | (438) | 323 | n.a. |
| AVERAGE MONTHLY CHURN | (%) | 2,6 | 2,3 | 2,4 | 1,2 | 2,1 | 2,2 | (0,4p) | 2,4 | 1,8 | (0,6p) |
| - contract | (%) | 1,1 | 1,1 | 1,1 | 1,1 | 1,0 | 1,0 | (0,1p) | 1,1 | 1,0 | (0,1p) |
| SAC PER GROSS ADD | (€) | 20 | 12 | 18 | 18 | 7 | 9 | (55,0) | 19 | 11 | (42,1) |
| - contract | (€) | 67 | 49 | 67 | 72 | 33 | 47 | (29,9) | 72 | 51 | (29,2) |
| - prepaid | (€) | 2 | 1 | 2 | 3 | 2 | 1 | (50,0) | 2 | 2 | 0,0 |
| SRC PER RETAINED CUSTOMER | (€) | 21 | 11 | 24 | 18 | 26 | 20 | (4,8) | 28 | 21 | (25,0) |
| ARPU | (€) | 6 | 6 | 6 | 6 | 6 | 6 | 0,0 | 6 | 6 | 0,0 |
| - contract | (€) | 11 | 13 | 12 | 11 | 11 | 11 | 0,0 | 12 | 11 | (8,3) |
| - prepaid | (€) | 2 | 1 | 2 | 2 | 2 | 2 | 0,0 | 2 | 2 | 0,0 |
| NON-VOICE % OF ARPU | (%) | 35 | 38 | 35 | 37 | 36 | 38 | 3p | 34 | 37 | 3p |
| MOU PER CUSTOMER | (min) | 128 | 131 | 127 | 131 | 138 | 142 | 10,9 | 125 | 137 | 9,6 |
| - contract | (min) | 239 | 245 | 239 | 249 | 264 | 275 | 15,1 | 237 | 263 | 11,0 |

1 Special factors affecting EBITDA: EUR -7mn in Q3/13, EUR -3mn in Q4/13, EUR -1mn in Q1/14, EUR -3mn in Q2/14 and EUR -1mn in Q3/14.

CZECH REPUBLIC

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|---------------|
| TOTAL REVENUE | | 242 | 244 | 973 | 214 | 217 | 211 | (12,8) | 729 | 642 | (11,9) |
| - of which Consumer | | 141 | 137 | 560 | 125 | 125 | 123 | (12,8) | 423 | 373 | (11,8) |
| - of which Business | | 85 | 91 | 352 | 78 | 78 | 77 | (9,4) | 261 | 233 | (10,7) |
| EBITDA | 1 | 102 | 103 | 425 | 92 | 91 | 93 | (8,8) | 322 | 276 | (14,3) |
| EBITDA margin (EBITDA / total revenue) | % | 42,1 | 42,2 | 43,7 | 43,0 | 41,9 | 44,1 | 2,0p | 44,2 | 43,0 | (1,2p) |
| CASH CAPEX (AS REPORTED) | | 23 | 31 | 120 | 133 | 14 | 18 | (21,7) | 89 | 165 | 85,4 |
| CASH CONTRIBUTION | | 79 | 72 | 305 | (41) | 77 | 75 | (5,1) | 233 | 111 | (52,4) |

OPERATIONALS

| | Note | Q3 2013 | Q4 2013 | FY 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change % | Q1-Q3 2013 | Q1-Q3 2014 | Change % |
|--|-------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 127 | 129 | 129 | 130 | 130 | 132 | 3,9 | 127 | 132 | 3,9 |
| - IP | ('000) | 124 | 126 | 126 | 126 | 127 | 129 | 4,0 | 124 | 129 | 4,0 |
| Broadband Access Lines Retail | ('000) | 127 | 129 | 129 | 131 | 132 | 132 | 3,9 | 127 | 132 | 3,9 |
| TV (IPTV, SAT, Cable) | ('000) | 28 | 31 | 31 | 27 | 28 | 29 | 3,6 | 28 | 29 | 3,6 |
| Wholesale Bundled Access Lines | ('000) | 0 | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| ULLs/Wholesale PSTN | ('000) | 0 | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| Wholesale Unbundled Access Lines | ('000) | 0 | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue | (€ million) | 188 | 178 | 760 | 172 | 172 | 173 | (8,0) | 582 | 517 | (11,2) |
| CUSTOMERS | ('000) | 5.733 | 5.831 | 5.831 | 5.912 | 5.946 | 5.993 | 4,5 | 5.733 | 5.993 | 4,5 |
| - contract | ('000) | 3.248 | 3.289 | 3.289 | 3.393 | 3.437 | 3.475 | 7,0 | 3.248 | 3.475 | 7,0 |
| - prepaid | ('000) | 2.474 | 2.502 | 2.502 | 2.520 | 2.509 | 2.518 | 1,8 | 2.474 | 2.518 | 1,8 |
| NET ADDS | ('000) | 66 | 98 | 333 | 81 | 34 | 47 | (28,8) | 235 | 162 | (31,1) |
| - contract | ('000) | 38 | 41 | 217 | 104 | 44 | 38 | 0,0 | 176 | 186 | 5,7 |
| - prepaid | ('000) | 18 | 28 | 76 | 18 | (10) | 9 | (50,0) | 48 | 16 | (66,7) |
| AVERAGE MONTHLY CHURN | (%) | 1,2 | 1,3 | 1,1 | 1,3 | 1,3 | 1,3 | 0,1p | 1,1 | 1,3 | 0,2p |
| - contract | (%) | 0,4 | 0,5 | 0,4 | 0,5 | 0,4 | 0,5 | 0,1p | 0,4 | 0,5 | 0,1p |
| SAC PER GROSS ADD | (€) | 24 | 20 | 25 | 19 | 20 | 20 | (16,7) | 27 | 20 | (25,9) |
| - contract | (€) | 59 | 52 | 57 | 43 | 46 | 46 | (22,0) | 59 | 45 | (23,7) |
| - prepaid | (€) | 3 | 3 | 2 | 2 | 2 | 3 | 0,0 | 2 | 2 | 0,0 |
| SRC PER RETAINED CUSTOMER | (€) | 9 | 10 | 13 | 11 | 9 | 8 | (11,1) | 14 | 9 | (35,7) |
| ARPU | (€) | 11 | 10 | 11 | 10 | 10 | 10 | (9,1) | 11 | 10 | (9,1) |
| - contract | (€) | 16 | 15 | 16 | 14 | 14 | 14 | (12,5) | 17 | 14 | (17,6) |
| - prepaid | (€) | 5 | 4 | 5 | 4 | 4 | 4 | (20,0) | 5 | 4 | (20,0) |
| NON-VOICE % OF ARPU | (%) | 36 | 37 | 34 | 37 | 37 | 39 | 3p | 33 | 37 | 4p |
| MOU PER CUSTOMER | (min) | 147 | 152 | 145 | 147 | 153 | 151 | 2,7 | 142 | 150 | 5,6 |
| - contract | (min) | 224 | 233 | 221 | 226 | 233 | 232 | 3,6 | 217 | 230 | 6,0 |

1 Special factors affecting EBITDA: EUR 1 mn in Q3/13 and EUR 1 mn in Q3/14.

2 Until Q2/14 due to technical reasons one of our service providers is only available on total customer level.

As of Jan. 1, 2014, the local business customer units of T-Systems Czech Republic, which had previously been managed under the Systems Solutions operating segment, were merged with T-Mobile Czech Republic; they are reported in the Europe operating segment.

Comparative figures have been adjusted retrospectively.

NETHERLANDS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|--------------------------------|--------------------------------|---------------|
| TOTAL REVENUE | | 412 | 455 | 1.666 | 393 | 379 | 376 | (8,7) | 1.211 | 1.148 | (5,2) |
| - of which Consumer | | 317 | 348 | 1.277 | 302 | 288 | 280 | (11,7) | 929 | 870 | (6,4) |
| - of which Business | | 71 | 84 | 300 | 72 | 67 | 66 | (7,0) | 216 | 205 | (5,1) |
| EBITDA | 1 | 116 | 157 | 495 | 148 | 150 | 161 | 38,8 | 338 | 459 | 35,8 |
| EBITDA margin (EBITDA / total revenue) | % | 28,2 | 34,5 | 29,7 | 37,7 | 39,6 | 42,8 | 14,6p | 27,9 | 40,0 | 12,1p |
| CASH CAPEX (AS REPORTED) | | 37 | 53 | 1.106 | 54 | 46 | 44 | 18,9 | 1.053 | 144 | (86,3) |
| CASH CONTRIBUTION | | 79 | 104 | (611) | 94 | 104 | 117 | 48,1 | (715) | 315 | n.a. |

OPERATIONALS

| | Note | Q3 2013 | Q4 2013 | FY 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change % | Q1-Q3 2013 | Q1-Q3 2014 | Change % |
|--|-------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 270 | 264 | 264 | 0 | 0 | 0 | (100,0) | 270 | 0 | (100,0) |
| - IP | ('000) | 261 | 256 | 256 | 0 | 0 | 0 | (100,0) | 261 | 0 | (100,0) |
| Broadband Access Lines Retail | ('000) | 261 | 256 | 256 | 0 | 0 | 0 | (100,0) | 261 | 0 | (100,0) |
| TV (IPTV, SAT, Cable) | ('000) 2 | 55 | 59 | 59 | 0 | 0 | 0 | (100,0) | 55 | 0 | (100,0) |
| Wholesale Bundled Access Lines | ('000) | 0 | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| ULLs/Wholesale PSTN | ('000) | 0 | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| Wholesale Unbundled Access Lines | ('000) | 0 | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue | (€ million) | 324 | 315 | 1.271 | 303 | 301 | 295 | (9,0) | 956 | 899 | (6,0) |
| CUSTOMERS | ('000) | 4.534 | 4.441 | 4.441 | 4.343 | 4.277 | 3.964 | (12,6) | 4.534 | 3.964 | (12,6) |
| - contract | ('000) 3 | 3.142 | 3.129 | 3.129 | 3.105 | 3.102 | 2.867 | (8,8) | 3.142 | 2.867 | (8,8) |
| - prepaid | ('000) | 1.392 | 1.312 | 1.312 | 1.237 | 1.176 | 1.096 | (21,3) | 1.392 | 1.096 | (21,3) |
| NET ADDS | ('000) | (27) | (92) | (279) | (98) | (65) | (88) | n.a. | (187) | (251) | (34,2) |
| - contract | ('000) 4 | 57 | (13) | 77 | (24) | (4) | (8) | n.a. | 90 | (35) | n.a. |
| - prepaid | ('000) | (84) | (79) | (356) | (75) | (62) | (80) | 4,8 | (277) | (216) | 22,0 |
| AVERAGE MONTHLY CHURN | (%) | 2,6 | 2,5 | 2,7 | 2,4 | 2,0 | 2,1 | (0,5p) | 2,8 | 2,1 | (0,7p) |
| - contract | (%) | 1,2 | 1,3 | 1,4 | 1,4 | 1,2 | 1,2 | 0,0p | 1,4 | 1,3 | (0,1p) |
| SAC PER GROSS ADD | (€) | 126 | 109 | 122 | 125 | 148 | 98 | (22,2) | 126 | 125 | (0,8) |
| - contract | (€) | 216 | 198 | 221 | 210 | 231 | 154 | (28,7) | 227 | 200 | (11,9) |
| - prepaid | (€) | 21 | 23 | 22 | 23 | 19 | 15 | (28,6) | 21 | 20 | (4,8) |
| SRC PER RETAINED CUSTOMER | (€) | 209 | 87 | 171 | 100 | 95 | 83 | (60,3) | 200 | 93 | (53,5) |
| ARPU | (€) | 24 | 23 | 23 | 23 | 23 | 24 | 0,0 | 23 | 23 | 0,0 |
| - contract | (€) | 33 | 32 | 32 | 31 | 31 | 32 | (3,0) | 32 | 31 | (3,1) |
| - prepaid | (€) | 4 | 4 | 4 | 4 | 4 | 4 | 0,0 | 4 | 4 | 0,0 |
| NON-VOICE % OF ARPU | (%) | 43 | 44 | 42 | 46 | 48 | 50 | 7p | 42 | 48 | 6p |
| MOU PER CUSTOMER | (min) | 129 | 135 | 132 | 134 | 140 | 142 | 10,1 | 130 | 139 | 6,9 |
| - contract | (min) | 177 | 182 | 183 | 179 | 184 | 185 | 4,5 | 183 | 182 | (0,5) |

1 Special factors affecting EBITDA: EUR 4mn in Q4/13, EUR 3mn in Q1/14, EUR 1mn in Q2/14 and EUR 6mn in Q3/14.

2 DVB-T only.

3 Our subsidiary in the Netherlands sold its Simpel brand and the customer relationships maintained under the brand effective Aug. 1, 2014. This decreased our customer base by 226 thousand customers. Customer figures for prior periods have not been adjusted.

4 Our subsidiary in the Netherlands sold its Simpel brand and the customer relationships maintained under the brand effective Aug. 1, 2014. The effect of 226 thousand customers in Q3/14 was included in net additions to improve comparability.

Euronet Communications has no longer been included in the Europe operating segment since Jan. 2, 2014 due to the sale of the shares.

CROATIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|---------------|
| TOTAL REVENUE | | 237 | 234 | 929 | 210 | 221 | 243 | 2,5 | 695 | 674 | (3,0) |
| PRODUCT VIEW | | 237 | 234 | 929 | 210 | 221 | 243 | 2,5 | 695 | 674 | (3,0) |
| - of which Fixed network | | 137 | 145 | 555 | 127 | 130 | 141 | 2,9 | 410 | 398 | (2,9) |
| - of which Mobile communications | | 100 | 90 | 375 | 83 | 91 | 102 | 2,0 | 285 | 276 | (3,2) |
| SEGMENT VIEW | | 237 | 234 | 929 | 210 | 221 | 243 | 2,5 | 695 | 674 | (3,0) |
| - of which Consumer | | 135 | 130 | 527 | 124 | 129 | 132 | (2,2) | 397 | 385 | (3,0) |
| - of which Business | | 69 | 80 | 294 | 67 | 70 | 72 | 4,3 | 214 | 209 | (2,3) |
| EBITDA | 1 | 105 | 112 | 404 | 82 | 86 | 101 | (3,8) | 292 | 269 | (7,9) |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 44,3 | 47,9 | 43,5 | 39,0 | 38,9 | 41,6 | (2,7p) | 42,0 | 39,9 | (2,1p) |
| CASH CAPEX (AS REPORTED) | | 44 | 43 | 160 | 29 | 40 | 31 | (29,5) | 117 | 100 | (14,5) |
| CASH CONTRIBUTION | | 61 | 69 | 244 | 53 | 46 | 70 | 14,8 | 175 | 169 | (3,4) |

1 Special factors affecting EBITDA: EUR 1mn in Q3/13, EUR 7mn in Q1/14, EUR 5mn in Q2/14 and EUR 3mn in Q3/14.

CROATIA

OPERATIONALS

| | Note | Q3 2013 | Q4 2013 | FY 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change % | Q1-Q3 2013 | Q1-Q3 2014 | Change % |
|--|-------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 1.156 | 1.133 | 1.133 | 1.138 | 1.114 | 1.094 | (5,4) | 1.156 | 1.094 | (5,4) |
| - IP | ('000) | 460 | 492 | 492 | 595 | 700 | 775 | 68,5 | 460 | 775 | 68,5 |
| Broadband Access Lines Retail | ('000) | 631 | 628 | 628 | 624 | 621 | 617 | (2,2) | 631 | 617 | (2,2) |
| TV (IPTV, SAT, Cable) | ('000) | 383 | 391 | 391 | 392 | 394 | 393 | 2,6 | 383 | 393 | 2,6 |
| Wholesale Bundled Access Lines | ('000) | 32 | 36 | 36 | 44 | 45 | 46 | 43,8 | 32 | 46 | 43,8 |
| ULLs/Wholesale PSTN | ('000) | 282 | 262 | 262 | 260 | 244 | 229 | (18,8) | 282 | 229 | (18,8) |
| Wholesale Unbundled Access Lines | ('000) | 4 | 6 | 6 | 10 | 14 | 19 | n.a. | 4 | 19 | n.a. |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue | (€ million) | 88 | 76 | 327 | 70 | 76 | 88 | 0,0 | 251 | 234 | (6,8) |
| CUSTOMERS | ('000) | 2.392 | 2.303 | 2.303 | 2.272 | 2.308 | 2.332 | (2,5) | 2.392 | 2.332 | (2,5) |
| - contract | ('000) | 1.048 | 1.070 | 1.070 | 1.090 | 1.090 | 1.089 | 3,9 | 1.048 | 1.089 | 3,9 |
| - prepaid | ('000) | 1.344 | 1.232 | 1.232 | 1.182 | 1.218 | 1.244 | (7,4) | 1.344 | 1.244 | (7,4) |
| NET ADDS | ('000) | 43 | (90) | (23) | (31) | 36 | 24 | (44,2) | 67 | 29 | (56,7) |
| - contract | ('000) | 25 | 22 | 59 | 20 | 0 | (1) | n.a. | 37 | 18 | (51,4) |
| - prepaid | ('000) | 18 | (112) | (82) | (50) | 36 | 25 | 38,9 | 30 | 11 | (63,3) |
| AVERAGE MONTHLY CHURN | (%) | 2,9 | 3,9 | 3,1 | 2,9 | 2,3 | 2,8 | (0,1p) | 2,8 | 2,6 | (0,2p) |
| - contract | (%) | 1,0 | 1,0 | 1,1 | 1,1 | 1,1 | 1,4 | 0,4p | 1,1 | 1,2 | 0,1p |
| SAC PER GROSS ADD | (€) | 12 | 15 | 14 | 18 | 19 | 15 | 25,0 | 13 | 17 | 30,8 |
| - contract | (€) | 57 | 51 | 60 | 56 | 62 | 59 | 3,5 | 64 | 59 | (7,8) |
| - prepaid | (€) | 1 | 3 | 2 | 2 | 2 | 2 | 100,0 | 2 | 2 | 0,0 |
| SRC PER RETAINED CUSTOMER | (€) | 59 | 49 | 63 | 66 | 47 | 54 | (8,5) | 67 | 55 | (17,9) |
| ARPU | (€) | 12 | 11 | 12 | 10 | 11 | 13 | 8,3 | 12 | 11 | (8,3) |
| - contract | (€) | 19 | 16 | 18 | 15 | 16 | 19 | 0,0 | 19 | 17 | (10,5) |
| - prepaid | (€) | 7 | 6 | 7 | 6 | 6 | 7 | 0,0 | 7 | 6 | (14,3) |
| NON-VOICE % OF ARPU | (%) | 40 | 40 | 38 | 43 | 41 | 41 | 1p | 37 | 42 | 5p |
| MOU PER CUSTOMER | (min) | 178 | 175 | 174 | 179 | 193 | 191 | 7,3 | 173 | 188 | 8,7 |
| - contract | (min) | 253 | 247 | 247 | 242 | 261 | 261 | 3,2 | 247 | 255 | 3,2 |

SLOVAKIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|---|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|---------------|
| TOTAL REVENUE | | 200 | 236 | 828 | 197 | 192 | 195 | (2,5) | 592 | 584 | (1,4) |
| PRODUCT VIEW | | 200 | 236 | 828 | 197 | 192 | 195 | (2,5) | 592 | 584 | (1,4) |
| - of which Fixed network | | 98 | 129 | 413 | 103 | 100 | 101 | 3,1 | 284 | 304 | 7,0 |
| - of which Mobile communications | | 101 | 107 | 414 | 94 | 92 | 94 | (6,9) | 307 | 280 | (8,8) |
| SEGMENT VIEW | | 200 | 236 | 828 | 197 | 192 | 195 | (2,5) | 592 | 584 | (1,4) |
| - of which Consumer | | 115 | 128 | 476 | 117 | 118 | 118 | 2,6 | 348 | 353 | 1,4 |
| - of which Business | | 58 | 85 | 258 | 56 | 52 | 51 | (12,1) | 173 | 159 | (8,1) |
| EBITDA | 1 | 87 | 88 | 337 | 78 | 76 | 80 | (8,0) | 249 | 234 | (6,0) |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 43,5 | 37,3 | 40,7 | 39,6 | 39,6 | 41,0 | (2,5p) | 42,1 | 40,1 | (2,0p) |
| CASH CAPEX (AS REPORTED) | | 21 | 36 | 115 | 74 | 55 | 25 | 19,0 | 79 | 154 | 94,9 |
| CASH CONTRIBUTION | | 66 | 52 | 222 | 4 | 21 | 55 | (16,7) | 170 | 80 | (52,9) |

1 Special factors affecting EBITDA: EUR 1mn in Q3/13, EUR 29mn in Q4/13 and EUR 14mn in Q3/14.

SLOVAKIA

OPERATIONALS

| | Note | Q3 2013 | Q4 2013 | FY 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change % | Q1-Q3 2013 | Q1-Q3 2014 | Change % |
|--|-------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 919 | 922 | 922 | 914 | 908 | 898 | (2,3) | 919 | 898 | (2,3) |
| - IP | ('000) | 541 | 647 | 647 | 707 | 769 | 841 | 55,5 | 541 | 841 | 55,5 |
| Broadband Access Lines Retail | ('000) | 431 | 434 | 434 | 436 | 440 | 441 | 2,3 | 431 | 441 | 2,3 |
| TV (IPTV, SAT, Cable) | ('000) 1 | 438 | 440 | 440 | 444 | 455 | 461 | 5,3 | 438 | 461 | 5,3 |
| Wholesale Bundled Access Lines | ('000) | 17 | 18 | 18 | 18 | 18 | 18 | 5,9 | 17 | 18 | 5,9 |
| ULLs/Wholesale PSTN | ('000) | 0 | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| Wholesale Unbundled Access Lines | ('000) | 62 | 70 | 70 | 78 | 82 | 86 | 38,7 | 62 | 86 | 38,7 |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue | (€ million) | 88 | 84 | 352 | 82 | 83 | 84 | (4,5) | 268 | 249 | (7,1) |
| CUSTOMERS | ('000) | 2.263 | 2.262 | 2.262 | 2.257 | 2.237 | 2.228 | (1,5) | 2.263 | 2.228 | (1,5) |
| - contract | ('000) | 1.454 | 1.455 | 1.455 | 1.450 | 1.436 | 1.433 | (1,4) | 1.454 | 1.433 | (1,4) |
| - prepaid | ('000) | 809 | 808 | 808 | 808 | 801 | 796 | (1,6) | 809 | 796 | (1,6) |
| NET ADDS | ('000) | (9) | (1) | (48) | (5) | (20) | (9) | 0,0 | (47) | (34) | 27,7 |
| - contract | ('000) | (2) | 1 | (8) | (5) | (14) | (4) | (100,0) | (9) | (22) | n.a. |
| - prepaid | ('000) | (8) | (2) | (40) | 0 | (6) | (5) | 37,5 | (39) | (12) | 69,2 |
| AVERAGE MONTHLY CHURN | (%) | 1,2 | 1,3 | 1,3 | 1,3 | 1,3 | 1,2 | 0,0p | 1,3 | 1,3 | 0,0p |
| - contract | (%) | 0,9 | 1,1 | 1,0 | 1,1 | 1,2 | 1,0 | 0,1p | 1,0 | 1,1 | 0,1p |
| SAC PER GROSS ADD | (€) | 66 | 52 | 69 | 56 | 58 | 51 | (22,7) | 76 | 55 | (27,6) |
| - contract | (€) | 120 | 92 | 122 | 93 | 98 | 90 | (25,0) | 133 | 94 | (29,3) |
| - prepaid | (€) | 5 | 5 | 4 | 5 | 5 | 3 | (40,0) | 4 | 4 | 0,0 |
| SRC PER RETAINED CUSTOMER | (€) | 107 | 43 | 89 | 87 | 95 | 87 | (18,7) | 108 | 90 | (16,7) |
| ARPU | (€) | 13 | 12 | 13 | 12 | 12 | 13 | 0,0 | 13 | 12 | (7,7) |
| - contract | (€) | 18 | 17 | 18 | 17 | 17 | 18 | 0,0 | 18 | 17 | (5,6) |
| - prepaid | (€) | 4 | 3 | 4 | 3 | 3 | 3 | (25,0) | 4 | 3 | (25,0) |
| NON-VOICE % OF ARPU | (%) | 32 | 34 | 31 | 36 | 35 | 35 | 3p | 31 | 35 | 4p |
| MOU PER CUSTOMER | (min) | 140 | 147 | 141 | 148 | 156 | 156 | 11,4 | 140 | 153 | 9,3 |
| - contract | (min) | 197 | 206 | 199 | 208 | 219 | 219 | 11,2 | 197 | 215 | 9,1 |

1 Incl. DIGI Slovakia since Sept. 1, 2013.

AUSTRIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|--------------------------------|--------------------------------|---------------|
| TOTAL REVENUE | | 225 | 203 | 828 | 192 | 201 | 210 | (6,7) | 625 | 603 | (3,5) |
| - of which Consumer | | 172 | 157 | 618 | 146 | 155 | 161 | (6,4) | 461 | 462 | 0,2 |
| - of which Business | | 41 | 36 | 149 | 36 | 37 | 39 | (4,9) | 113 | 112 | (0,9) |
| EBITDA | 1 | 62 | 35 | 192 | 44 | 60 | 67 | 8,1 | 157 | 171 | 8,9 |
| EBITDA margin (EBITDA / total revenue) | % | 27,6 | 17,2 | 23,2 | 22,9 | 29,9 | 31,9 | 4,3p | 25,1 | 28,4 | 3,3p |
| CASH CAPEX (AS REPORTED) | | 13 | 668 | 737 | 26 | 18 | 17 | 30,8 | 69 | 61 | (11,6) |
| CASH CONTRIBUTION | | 49 | (633) | (545) | 18 | 42 | 50 | 2,0 | 88 | 110 | 25,0 |

OPERATIONALS

| | Note | Q3 2013 | Q4 2013 | FY 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change % | Q1-Q3 2013 | Q1-Q3 2014 | Change % |
|--|------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue (€ million) | | 204 | 173 | 726 | 168 | 172 | 179 | (12,3) | 553 | 519 | (6,1) |
| CUSTOMERS ('000) | | 4.044 | 4.091 | 4.091 | 4.105 | 4.118 | 4.022 | (0,5) | 4.044 | 4.022 | (0,5) |
| - contract ('000) | | 2.605 | 2.630 | 2.630 | 2.636 | 2.659 | 2.601 | (0,2) | 2.605 | 2.601 | (0,2) |
| - prepaid ('000) | | 1.439 | 1.461 | 1.461 | 1.469 | 1.459 | 1.421 | (1,3) | 1.439 | 1.421 | (1,3) |
| NET ADDS ('000) | | (28) | 47 | (14) | 14 | 13 | (96) | n.a. | (60) | (68) | (13,3) |
| - contract ('000) | | 18 | 24 | 59 | 6 | 23 | (58) | n.a. | 34 | (29) | n.a. |
| - prepaid ('000) | | (46) | 22 | (72) | 8 | (9) | (38) | 17,4 | (94) | (40) | 57,4 |
| AVERAGE MONTHLY CHURN (%) | | 2,2 | 1,9 | 1,9 | 1,9 | 1,7 | 2,3 | 0,1p | 1,9 | 2,0 | 0,1p |
| - contract (%) | | 0,7 | 0,7 | 0,8 | 0,8 | 0,6 | 1,4 | 0,7p | 0,8 | 0,9 | 0,1p |
| SAC PER GROSS ADD (€) | | 69 | 65 | 69 | 54 | 51 | 53 | (23,2) | 71 | 53 | (25,4) |
| - contract (€) | | 188 | 186 | 175 | 161 | 133 | 158 | (16,0) | 171 | 150 | (12,3) |
| - prepaid (€) | | 5 | 5 | 6 | 4 | 4 | 6 | 20,0 | 6 | 5 | (16,7) |
| SRC PER RETAINED CUSTOMER (€) | | 116 | 99 | 115 | 85 | 84 | 96 | (17,2) | 121 | 88 | (27,3) |
| ARPU (€) | | 17 | 14 | 15 | 14 | 14 | 15 | (11,8) | 15 | 14 | (6,7) |
| - contract (€) | | 24 | 20 | 21 | 19 | 20 | 21 | (12,5) | 22 | 20 | (9,1) |
| - prepaid (€) | | 4 | 4 | 4 | 3 | 4 | 4 | 0,0 | 4 | 4 | 0,0 |
| NON-VOICE % OF ARPU (%) | | 40 | 45 | 44 | 42 | 42 | 43 | 3p | 44 | 42 | (2p) |
| MOU PER CUSTOMER (min) | | 200 | 209 | 206 | 201 | 201 | 199 | (0,5) | 206 | 200 | (2,9) |
| - contract (min) | | 272 | 285 | 285 | 275 | 276 | 272 | 0,0 | 285 | 275 | (3,5) |

1 Special factors affecting EBITDA: EUR 1 mn in Q1/14 and EUR 1 mn in Q2/14.

BULGARIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|----------------|--------------------------------|--------------------------------|----------------|
| TOTAL REVENUE | | 30 | 0 | 200 | 0 | 0 | 0 | (100,0) | 200 | 0 | (100,0) |
| - of which Consumer | | 24 | 0 | 154 | 0 | 0 | 0 | (100,0) | 154 | 0 | (100,0) |
| - of which Business | | 6 | 0 | 38 | 0 | 0 | 0 | (100,0) | 38 | 0 | (100,0) |
| EBITDA | | 13 | 0 | 73 | 0 | 0 | 0 | (100,0) | 73 | 0 | (100,0) |
| EBITDA margin (EBITDA / total revenue) | % | 43,3 | n.a. | 36,5 | n.a. | n.a. | n.a. | n.a. | 36,5 | n.a. | n.a. |
| CASH CAPEX (AS REPORTED) | | 5 | 0 | 31 | 0 | 0 | 0 | (100,0) | 31 | 0 | (100,0) |
| CASH CONTRIBUTION | | 8 | 0 | 42 | 0 | 0 | 0 | (100,0) | 42 | 0 | (100,0) |

OPERATIONALS

| | Note | Q3 2013 | Q4 2013 | FY 2013 | Q1 2014 | Q2 2014 | Q3 2014 | Change % | Q1-Q3 2013 | Q1-Q3 2014 | Change % |
|--|-------------|------------|------------|------------|------------|------------|------------|----------------|---------------|---------------|----------------|
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue | (€ million) | 25 | 0 | 166 | 0 | 0 | 0 | (100,0) | 166 | 0 | (100,0) |
| CUSTOMERS | ('000) | 0 | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| - contract | ('000) | 0 | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| - prepaid | ('000) | 0 | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| NET ADDS | ('000) | 27 | 0 | 143 | 0 | 0 | 0 | (100,0) | 143 | 0 | (100,0) |
| - contract | ('000) | 20 | 0 | 126 | 0 | 0 | 0 | (100,0) | 126 | 0 | (100,0) |
| - prepaid | ('000) | 7 | 0 | 17 | 0 | 0 | 0 | (100,0) | 17 | 0 | (100,0) |
| AVERAGE MONTHLY CHURN | (%) | 2,2 | 0,0 | 2,0 | 0,0 | 0,0 | 0,0 | (2,2p) | 2,0 | 0,0 | (2,0p) |
| - contract | (%) | 1,2 | 0,0 | 1,3 | 0,0 | 0,0 | 0,0 | (1,2p) | 1,3 | 0,0 | (1,3p) |
| SAC PER GROSS ADD | (€) | 3 | 0 | 5 | 0 | 0 | 0 | (100,0) | 5 | 0 | (100,0) |
| - contract | (€) | 8 | 0 | 12 | 0 | 0 | 0 | (100,0) | 12 | 0 | (100,0) |
| - prepaid | (€) | 1 | 0 | 0 | 0 | 0 | 0 | (100,0) | 0 | 0 | n.a. |
| SRC PER RETAINED CUSTOMER | (€) | 2 | 0 | 6 | 0 | 0 | 0 | (100,0) | 6 | 0 | (100,0) |
| ARPU | (€) | 5 | 0 | 5 | 0 | 0 | 0 | (100,0) | 5 | 0 | (100,0) |
| - contract | (€) | 8 | 0 | 8 | 0 | 0 | 0 | (100,0) | 8 | 0 | (100,0) |
| - prepaid | (€) | 2 | 0 | 1 | 0 | 0 | 0 | (100,0) | 1 | 0 | (100,0) |
| NON-VOICE % OF ARPU | (%) | 16 | 0 | 15 | 0 | 0 | 0 | (16p) | 15 | 0 | (15p) |
| MOU PER CUSTOMER | (min) | 152 | 0 | 149 | 0 | 0 | 0 | (100,0) | 149 | 0 | (100,0) |
| - contract | (min) | 217 | 0 | 216 | 0 | 0 | 0 | (100,0) | 216 | 0 | (100,0) |

The national companies of Bulgaria have no longer been included in the Europe operating segment since Aug. 1, 2013 following the sale of the shares held in the companies.

SYSTEMS SOLUTIONS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)¹

| | | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Change | Q1-Q3 | Q1-Q3 | Change |
|--|------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | Note | 2013 | 2013 | 2013 | 2014 | 2014 | 2014 | | 2013 | 2014 | |
| | | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | % | millions of € | millions of € | % |
| TOTAL REVENUE | | 2.174 | 2.468 | 9.038 | 2.052 | 2.187 | 2.068 | (4,9) | 6.570 | 6.307 | (4,0) |
| Market Unit | | 1.761 | 1.902 | 7.244 | 1.679 | 1.674 | 1.678 | (4,7) | 5.342 | 5.031 | (5,8) |
| Telekom IT | | 413 | 566 | 1.794 | 373 | 513 | 390 | (5,6) | 1.228 | 1.276 | 3,9 |
| International revenue | | 619 | 664 | 2.582 | 587 | 578 | 585 | (5,5) | 1.918 | 1.750 | (8,8) |
| NET REVENUE | | 1.515 | 1.623 | 6.244 | 1.466 | 1.459 | 1.465 | (3,3) | 4.621 | 4.390 | (5,0) |
| EBITDA | | 197 | 199 | 774 | 138 | 288 | 197 | 0,0 | 575 | 623 | 8,3 |
| Market Unit | | 173 | 188 | 648 | 100 | 105 | 165 | (4,6) | 460 | 370 | (19,6) |
| Telekom IT | | 24 | 11 | 126 | 38 | 183 | 32 | 33,3 | 115 | 253 | n.a. |
| EBITDA margin (EBITDA / total revenue) | % | 9,1 | 8,1 | 8,6 | 6,7 | 13,2 | 9,5 | 0,4p | 8,8 | 9,9 | 1,1p |
| Depreciation, amortization and impairment losses | | (147) | (169) | (637) | (140) | (280) | (141) | 4,1 | (468) | (561) | (19,9) |
| Profit (loss) from operations = EBIT | | 50 | 30 | 137 | (2) | 8 | 56 | 12,0 | 107 | 62 | (42,1) |
| EBIT MARGIN | % | 2,3 | 1,2 | 1,5 | (0,1) | 0,4 | 2,7 | 0,4p | 1,6 | 1,0 | (0,6p) |
| CASH CAPEX (AS REPORTED) | | 270 | 374 | 1.066 | 253 | 254 | 319 | 18,1 | 692 | 826 | 19,4 |
| CASH CONTRIBUTION | | (73) | (175) | (292) | (115) | 34 | (122) | (67,1) | (117) | (203) | (73,5) |
| ORDER ENTRY | | 1.708 | 2.230 | 7.792 | 1.414 | 1.311 | 2.351 | 37,6 | 5.562 | 5.076 | (8,7) |

FINANCIALS (AS REPORTED)¹

| | | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Change | Q1-Q3 | Q1-Q3 | Change |
|--|------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | Note | 2013 | 2013 | 2013 | 2014 | 2014 | 2014 | | 2013 | 2014 | |
| | | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | % | millions of € | millions of € | % |
| TOTAL REVENUE | | 2.174 | 2.468 | 9.038 | 2.052 | 2.187 | 2.068 | (4,9) | 6.570 | 6.307 | (4,0) |
| NET REVENUE | | 1.515 | 1.623 | 6.244 | 1.466 | 1.459 | 1.465 | (3,3) | 4.621 | 4.390 | (5,0) |
| EBITDA | | 128 | 81 | 358 | 81 | 155 | 44 | (65,6) | 277 | 280 | 1,1 |
| EBITDA margin (EBITDA / total revenue) | % | 5,9 | 3,3 | 4,0 | 3,9 | 7,1 | 2,1 | (3,8p) | 4,2 | 4,4 | 0,2p |
| Depreciation, amortization and impairment losses | | (148) | (170) | (652) | (140) | (286) | (141) | 4,7 | (482) | (567) | (17,6) |
| Profit (loss) from operations = EBIT | | (20) | (89) | (294) | (59) | (131) | (97) | n.a. | (205) | (287) | (40,0) |
| CASH CAPEX | | 270 | 374 | 1.066 | 253 | 254 | 319 | 18,1 | 692 | 826 | 19,4 |
| CASH CONTRIBUTION | | (142) | (293) | (708) | (172) | (99) | (275) | (93,7) | (415) | (546) | (31,6) |

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

The ICSS/GNF business of the local business units (LBUs), which had previously been organizationally assigned to the Systems Solutions operating segment, was brought together as of Jan. 1, 2014 and is now reported under the Europe operating segment.

In addition, as of Jan. 1, 2014, the local business customer units of T-Systems Czech Republic, which had previously been managed under the Systems Solutions operating segment, were merged with T-Mobile Czech Republic;

they are reported in the Europe operating segment. Comparative figures have been adjusted retrospectively.

SYSTEMS SOLUTIONS

EBITDA RECONCILIATION¹

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|--------------|
| TOTAL REVENUE | | 2.174 | 2.468 | 9.038 | 2.052 | 2.187 | 2.068 | (4,9) | 6.570 | 6.307 | (4,0) |
| Profit (loss) from operations = EBIT | | (20) | (89) | (294) | (59) | (131) | (97) | n.a. | (205) | (287) | (40,0) |
| - Depreciation, amortization and impairment losses | | (148) | (170) | (652) | (140) | (286) | (141) | 4,7 | (482) | (567) | (17,6) |
| = EBITDA | | 128 | 81 | 358 | 81 | 155 | 44 | (65,6) | 277 | 280 | 1,1 |
| EBITDA margin | % | 5,9 | 3,3 | 4,0 | 3,9 | 7,1 | 2,1 | (3,8p) | 4,2 | 4,4 | 0,2p |
| - Special factors affecting EBITDA | | (69) | (118) | (416) | (57) | (133) | (153) | n.a. | (298) | (343) | (15,1) |
| = EBITDA (ADJUSTED FOR SPECIAL FACTORS) | | 197 | 199 | 774 | 138 | 288 | 197 | n.a. | 575 | 623 | 8,3 |
| EBITDA margin (adjusted for special factors) | % | 9,1 | 8,1 | 8,6 | 6,7 | 13,2 | 9,5 | 0,4p | 8,8 | 9,9 | 1,1p |

SPECIAL FACTORS

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|--------------------------------|--------------------------------|---------------|
| EFFECTS ON EBITDA | | (69) | (118) | (416) | (57) | (133) | (153) | n.a. | (298) | (343) | (15,1) |
| - of which personnel | | (49) | (76) | (212) | (28) | (44) | (87) | (77,6) | (136) | (159) | (16,9) |
| - of which other | | (20) | (42) | (204) | (29) | (89) | (66) | n.a. | (162) | (184) | (13,6) |
| EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT | | (70) | (119) | (431) | (57) | (139) | (153) | n.a. | (312) | (349) | (11,9) |
| - of which personnel | | (49) | (76) | (212) | (28) | (44) | (87) | (77,6) | (136) | (159) | (16,9) |
| - of which other | | (21) | (43) | (219) | (29) | (95) | (66) | n.a. | (176) | (190) | (8,0) |

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

The ICSS/GNF business of the local business units (LBUs), which had previously been organizationally assigned to the Systems Solutions operating segment, was brought together as of Jan. 1, 2014 and is now reported under the Europe operating segment.

In addition, as of Jan. 1, 2014, the local business customer units of T-Systems Czech Republic, which had previously been managed under the Systems Solutions operating segment, were merged with T-Mobile Czech Republic;

they are reported in the Europe operating segment. Comparative figures have been adjusted retrospectively.

GROUP HEADQUARTERS & GROUP SERVICES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)¹

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|---------------|
| TOTAL REVENUE | | 635 | 792 | 2.879 | 622 | 610 | 596 | (6,1) | 2.087 | 1.828 | (12,4) |
| of which: Digital Business Units | | 224 | 299 | 970 | 156 | 137 | 129 | (42,4) | 671 | 422 | (37,1) |
| NET REVENUE | | 260 | 324 | 1.106 | 191 | 174 | 162 | (37,7) | 782 | 527 | (32,6) |
| EBITDA | | (155) | (290) | (655) | (118) | (160) | (145) | 6,5 | (365) | (423) | (15,9) |
| of which: Digital Business Units | | 44 | 22 | 121 | 1 | (12) | (13) | n.a. | 99 | (24) | n.a. |
| EBITDA margin (EBITDA / total revenue) | % | (24,4) | (36,6) | (22,8) | (19,0) | (26,2) | (24,3) | 0,1p | (17,5) | (23,1) | (5,6p) |
| Depreciation, amortization and impairment losses | | (183) | (186) | (699) | (149) | (152) | (163) | 10,9 | (513) | (464) | 9,6 |
| Profit (loss) from operations = EBIT | | (338) | (476) | (1.354) | (267) | (312) | (308) | 8,9 | (878) | (887) | (1,0) |
| CASH CAPEX | | 97 | 143 | 411 | 65 | 81 | 94 | (3,1) | 268 | 240 | (10,4) |
| CASH CONTRIBUTION | | (252) | (433) | (1.066) | (183) | (241) | (239) | 5,2 | (633) | (663) | (4,7) |

FINANCIALS (AS REPORTED)¹

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|---------------|
| TOTAL REVENUE | | 635 | 792 | 2.879 | 622 | 610 | 596 | (6,1) | 2.087 | 1.828 | (12,4) |
| of which: Digital Business Units | | 224 | 299 | 970 | 156 | 137 | 129 | (42,4) | 671 | 422 | (37,1) |
| NET REVENUE | | 260 | 324 | 1.106 | 191 | 174 | 162 | (37,7) | 782 | 527 | (32,6) |
| EBITDA | | (210) | (392) | (883) | 1.544 | (304) | (284) | (35,2) | (491) | 956 | n.a. |
| of which: Digital Business Units | | 41 | 15 | 94 | 1.709 | (42) | (19) | n.a. | 79 | 1.648 | n.a. |
| EBITDA margin (EBITDA / total revenue) | % | (33,1) | (49,5) | (30,7) | n.a. | (49,8) | (47,7) | (14,6p) | (23,5) | 52,3 | 75,8p |
| Depreciation, amortization and impairment losses | | (183) | (186) | (699) | (149) | (152) | (163) | 10,9 | (513) | (464) | 9,6 |
| Profit (loss) from operations = EBIT | | (393) | (578) | (1.582) | 1.395 | (456) | (447) | (13,7) | (1.004) | 492 | n.a. |
| CASH CAPEX | | 97 | 143 | 411 | 65 | 81 | 94 | (3,1) | 268 | 240 | (10,4) |
| CASH CONTRIBUTION | | (307) | (535) | (1.294) | 1.479 | (385) | (378) | (23,1) | (759) | 716 | n.a. |

¹ The EE joint venture in the United Kingdom, which had previously been assigned to the Europe operating segment, was transferred to the Group Headquarters & Group Services segment as of Jan. 1, 2014.

The prior-year figures (Cashflow, Financial assets, Financial result) have been adjusted for better comparability.

Results impacted by deconsolidation of Scout24 as of Feb. 1, 2014. Please see tables of "Special Factors" and "Change in the composition of the group" for further details.

GROUP HEADQUARTERS & GROUP SERVICES

EBITDA RECONCILIATION¹

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|--------------------------------|--------------------------------|---------------|
| TOTAL REVENUE | | 635 | 792 | 2.879 | 622 | 610 | 596 | (6,1) | 2.087 | 1.828 | (12,4) |
| Profit (loss) from operations = EBIT | | (393) | (578) | (1.582) | 1.395 | (456) | (447) | (13,7) | (1.004) | 492 | n.a. |
| - Depreciation, amortization and impairment losses | | (183) | (186) | (699) | (149) | (152) | (163) | 10,9 | (513) | (464) | 9,6 |
| = EBITDA | | (210) | (392) | (883) | 1.544 | (304) | (284) | (35,2) | (491) | 956 | n.a. |
| EBITDA margin | % | (33,1) | (49,5) | (30,7) | n.a. | (49,8) | (47,7) | (14,6p) | (23,5) | 52,3 | 75,8p |
| - Special factors affecting EBITDA | | (55) | (102) | (228) | 1.662 | (144) | (139) | n.a. | (126) | 1.379 | n.a. |
| = EBITDA (ADJUSTED FOR SPECIAL FACTORS) | | (155) | (290) | (655) | (118) | (160) | (145) | 6,5 | (365) | (423) | (15,9) |
| EBITDA margin (adjusted for special factors) | % | (24,4) | (36,6) | (22,8) | (19,0) | (26,2) | (24,3) | 0,1p | (17,5) | (23,1) | (5,6p) |

SPECIAL FACTORS¹

| | Note | Q3 2013 millions of € | Q4 2013 millions of € | FY 2013 millions of € | Q1 2014 millions of € | Q2 2014 millions of € | Q3 2014 millions of € | Change % | Q1-Q3 2013 millions of € | Q1-Q3 2014 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|--------------------------------|--------------------------------|-------------|
| EFFECTS ON EBITDA | | (55) | (102) | (228) | 1.662 | (144) | (139) | n.a. | (126) | 1.379 | n.a. |
| - of which personnel | | (53) | (98) | (226) | (14) | (33) | (49) | 7,5 | (128) | (96) | 25,0 |
| - of which other | | (2) | (4) | (2) | 1.676 | (111) | (90) | n.a. | 2 | 1.475 | n.a. |
| EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT | | (55) | (102) | (228) | 1.662 | (144) | (139) | n.a. | (126) | 1.379 | n.a. |
| - of which personnel | | (53) | (98) | (226) | (14) | (33) | (49) | 7,5 | (128) | (96) | 25,0 |
| - of which other | | (2) | (4) | (2) | 1.676 | (111) | (90) | n.a. | 2 | 1.475 | n.a. |

¹ Results impacted by deconsolidation of Scout24 as of Feb. 1, 2014. Please see tables of "Special Factors" and "Change in the composition of the group" for further details.

EE LIMITED (JOINT VENTURE DEUTSCHE TELEKOM - FRANCE TELECOM)

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

| | Note | H1 2013 | Q3 2013 | Q4 2013 | H2 2013 | FY 2013 | Q1 2014 | Q2 2014 | H1 2014 | Q3 2014 | Change % (YoY) |
|--|------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------------------|
| | | millions of GBP | millions of GBP | millions of GBP | millions of GBP | millions of GBP | millions of GBP | millions of GBP | millions of GBP | millions of GBP | |
| TOTAL REVENUE | | 3.211 | 1.631 | 1.639 | 3.270 | 6.482 | 1.548 | 1.566 | 3.114 | 1.591 | (2,5) |
| EBITDA (AS REPORTED) | | 607 | -- | -- | 706 | 1.313 | -- | -- | 657 | -- | -- |
| EBITDA margin (EBITDA (as reported) / total revenue) | % | 18,9 | -- | -- | 21,6 | 20,3 | -- | -- | 21,1 | -- | -- |
| RESTRUCTURING COST INCLUDED IN EBITDA | | 46 | -- | -- | 33 | 79 | -- | -- | 26 | -- | -- |
| EBITDA (ADJUSTED FOR SPECIAL FACTORS) | | 746 | -- | -- | 828 | 1.574 | -- | -- | 760 | -- | -- |
| EBITDA margin (EBITDA / total revenue) | % | 23,2 | -- | -- | 25,3 | 24,3 | -- | -- | 24,4 | -- | -- |
| CAPEX | | 317 | -- | -- | 266 | 583 | -- | -- | 268 | -- | -- |

OPERATIONAL¹

| | Note | H1 2013 | Q3 2013 | Q4 2013 | H2 2013 | FY 2013 | Q1 2014 | Q2 2014 | H1 2014 | Q3 2014 | Change % (YoY) |
|----------------------------------|------|---------------|---------------|---------------|---------------|----------------|---------------|---------------|---------------|---------------|-------------------|
| | | (GBP million) | (GBP million) | (GBP million) | (GBP million) | (GBP million) | (GBP million) | (GBP million) | (GBP million) | (GBP million) | |
| SERVICE REVENUE | | 2.843 | 1.446 | 1.445 | 2.891 | 5.734 | 1.387 | 1.406 | 2.793 | 1.411 | (2,4) |
| CUSTOMERS | | 25.996 | 25.842 | 25.503 | 25.503 | 25.503 | 25.325 | 25.317 | 25.317 | 25.285 | (2,2) |
| - contract | | 13.976 | 14.156 | 14.350 | 14.350 | 14.350 | 14.473 | 14.638 | 14.638 | 14.757 | 4,2 |
| - prepaid | | 11.312 | 10.967 | 10.424 | 10.424 | 10.424 | 10.103 | 9.901 | 9.901 | 9.732 | (11,3) |
| - home | | 709 | 718 | 730 | 730 | 730 | 749 | 778 | 778 | 795 | 10,7 |
| NET ADDS | | (849) | (155) | (338) | (493) | (1.342) | (179) | (8) | (187) | (32) | 79,4 |
| - contract | | 382 | 181 | 194 | 375 | 757 | 123 | 165 | 288 | 119 | (34,3) |
| - prepaid | | (1.242) | (345) | (543) | (888) | (2.130) | (321) | (202) | (523) | (168) | 51,3 |
| - home | | 11 | 9 | 11 | 20 | 31 | 19 | 29 | 48 | 18 | n.a. |
| AVERAGE MONTHLY CHURN | | -- | 2,2 | 2,5 | -- | -- | 2,0 | 1,9 | -- | 1,9 | (0,3p) |
| - contract | | -- | 1,1 | 1,2 | -- | -- | 1,2 | 1,1 | -- | 1,2 | 0,1p |
| SAC PER GROSS ADD | | -- | 59 | 61 | -- | -- | 60 | 68 | -- | 66 | 11,9 |
| - contract | | -- | 154 | 142 | -- | -- | 137 | 155 | -- | 153 | (0,6) |
| - prepaid | | -- | 6 | 7 | -- | -- | 5 | 6 | -- | 6 | 0,0 |
| SRC PER RETAINED CUSTOMER | | -- | 190 | 155 | -- | -- | 184 | 193 | -- | 163 | (14,2) |
| ARPU | | -- | 19 | 19 | -- | -- | 19 | 19 | -- | 19 | 0,5 |
| - contract | | -- | 30 | 30 | -- | -- | 29 | 29 | -- | 29 | (3,9) |
| - prepaid | | -- | 5 | 5 | -- | -- | 4 | 4 | -- | 4 | (9,0) |
| VOICE ARPU | | -- | 9 | 8 | -- | -- | 8 | 8 | -- | 8 | (8,2) |
| non-voice % of ARPU | | -- | 55,5 | 56,1 | -- | -- | 58,4 | 58,9 | -- | 59 | 3,5p |
| MOU PER CUSTOMER | | -- | 201 | 208 | -- | -- | 206 | 200 | -- | 203 | 1,0 |
| - contract | | -- | 325 | 332 | -- | -- | 325 | 311 | -- | 313 | (3,7) |

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.

GLOSSARY AND DISCLAIMER

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

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