

BACKUP Q2 2017

DEUTSCHE TELEKOM



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We have created the new Board of Management department Technology and Innovation, in which we have pooled our Group's overarching network, innovation, and IT tasks. This resulted in the following organizational changes: The Innovations, Telekom IT, and Technology units of our Germany, Europe, and Systems Solutions operating segments have been transferred into a separate Board department within Group Headquarters & Group Services. Comparative figures have been adjusted retrospectively.

Since January 1, 2017, we have reported on the new Group Development operating segment. Group Development actively manages and increases the value of selected subsidiaries and equity investments of the Group. The following units and subsidiaries have been included: T-Mobile Netherlands (previously in the Europe operating segment), Deutsche Funkturm (DFMG, previously in the Germany operating segment), as well as Deutsche Telekom Capital Partners (DTCP) and the stakes in BT plc, Ströer SE & Co. KGaA, as well as Strato, which was sold in March 2017, and the stake in Scout24 AG, which was sold in June 2017 (previously in the Group Headquarters & Group Services segment). The Group functions of Mergers & Acquisitions and Strategic Portfolio Management have also been assigned to Group Development. Comparative figures have been adjusted retrospectively.

The figures shown in this report were rounded in accordance with standard business rounding principles. As a result, the total indicated may not be equal to the precise sum of the individual figures.



LIFE IS FOR SHARING.

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AT A GLANCE

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
REVENUE											
Germany		5.338	5.485	5.565	21.774	5.397	5.371	0,6	10.723	10.768	0,4
United States		8.196	8.281	9.445	33.738	8.982	9.236	12,7	16.012	18.218	13,8
Europe		2.794	2.900	2.996	11.454	2.781	2.860	2,4	5.558	5.641	1,5
Systems Solutions		1.719	1.674	1.741	6.993	1.704	1.688	(1,8)	3.578	3.392	(5,2)
Group Development		573	588	610	2.347	595	562	(1,9)	1.148	1.157	0,8
Group Headquarters & Group Services		910	846	929	3.467	737	787	(13,5)	1.691	1.525	(9,8)
Reconciliation		(1.713)	(1.670)	(1.742)	(6.678)	(1.550)	(1.614)	5,8	(3.263)	(3.164)	3,0
GROUP		17.817	18.105	19.543	73.095	18.646	18.890	6,0	35.447	37.537	5,9
NET REVENUE											
Germany		5.000	5.134	5.210	20.405	5.069	5.036	0,7	10.062	10.105	0,4
United States		8.195	8.282	9.443	33.736	8.982	9.236	12,7	16.011	18.218	13,8
Europe		2.704	2.812	2.900	11.111	2.695	2.772	2,5	5.399	5.467	1,3
Systems Solutions		1.402	1.349	1.382	5.678	1.369	1.349	(3,8)	2.947	2.717	(7,8)
Group Development		423	434	458	1.744	444	415	(1,9)	852	858	0,7
Group Headquarters & Group Services		92	96	150	421	88	83	(9,8)	175	171	(2,3)
GROUP		17.817	18.105	19.543	73.095	18.646	18.890	6,0	35.447	37.537	5,9
EBITDA (ADJUSTED FOR SPECIAL FACTORS)											
Germany		2.078	2.095	2.013	8.237	2.070	2.100	1,1	4.129	4.170	1,0
United States		2.172	2.156	2.325	8.561	2.386	2.640	21,5	4.080	5.025	23,2
Europe		968	1.037	930	3.866	889	947	(2,2)	1.899	1.836	(3,3)
Systems Solutions		111	139	84	530	96	136	22,5	307	232	(24,4)
Group Development		256	251	213	943	238	236	(7,8)	479	475	(0,8)
Group Headquarters & Group Services		(89)	(141)	(293)	(670)	(128)	(90)	(1,1)	(236)	(218)	7,6
Reconciliation		(39)	(2)	(7)	(47)	(1)	(25)	35,9	(38)	(25)	34,2
GROUP		5.457	5.535	5.265	21.420	5.550	5.944	8,9	10.620	11.495	8,2
Proportional EBITDA		4.384	4.425	4.114	17.096	4.414	4.690	6,3	8.557	9.104	6,4

GROUP

AT A GLANCE II

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
EBITDA MARGIN (ADJUSTED FOR SPECIAL FACTORS) (EBITDA / TOTAL REVENUE)											
Germany		38,9	38,2	36,2	37,8	38,4	39,1	0,2p	38,5	38,7	0,2p
United States		26,5	26,0	24,6	25,4	26,6	28,6	2,1p	50,9	27,6	(23,3p)
Europe		34,6	35,8	31,0	33,8	32,0	33,1	(1,5p)	34,2	32,5	(1,7p)
Systems Solutions		6,5	8,3	4,8	7,6	5,6	8,1	1,6p	8,6	6,8	(1,8p)
Group Development		44,7	42,7	34,9	40,2	40,0	42,0	(2,7p)	41,7	41,1	(0,6p)
Group Headquarters & Group Services		-18,8	(16,7)	(31,5)	(19,3)	(17,4)	(11,4)	(1,6p)	(14,0)	(14,3)	(0,3p)
GROUP		30,6	30,6	26,9	29,3	29,8	31,5	0,9p	30,0	30,6	0,6p
CASH CAPEX											
Germany		885	1.045	1.228	4.031	1.005	1.052	18,9	1.758	2.057	17,0
United States		1.251	1.671	1.177	5.855	1.442	8.463	n.a.	3.007	9.905	n.a.
Europe		371	876	413	2.600	475	403	8,6	1.311	878	(33,0)
Systems Solutions		96	85	143	402	86	91	(5,2)	174	177	1,7
Group Development		40	69	69	271	81	57	42,5	133	138	3,8
Group Headquarters & Group Services		207	222	279	936	242	239	15,5	434	481	10,8
Reconciliation		(147)	(83)	(152)	(455)	(51)	(65)	55,8	(218)	(116)	46,8
GROUP		2.703	3.885	3.156	13.640	3.280	10.240	n.a.	6.599	13.520	n.a.
- thereof spectrum investment		39	1.146	432	2.682	35	7.246	n.a.	1.104	7.282	n.a.
NET PROFIT (LOSS)											
adjusted for special factors		1.054	1.040	973	4.114	939	1.199	13,8	2.101	2.138	1,8
as reported		621	1.053	(2.124)	2.675	747	874	40,7	3.746	1.621	(56,7)
FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM INVESTMENT)											
		1.320	1.904	893	4.939	1.228	1.301	1,4	2.142	2.530	18,1
Proportional free cash flow		1.104	1.607	391	3.939	1.139	1.080	(5,2)	1.941	2.219	14,3
NET DEBT		48.692	48.484	49.959	49.959	49.963	55.249	13,5	48.693	55.249	13,5

DT GROUP

EXCELLENT MARKET POSITION¹

	Note	Q2	Q3	Q4	Q1	Q2	Change compared to		Change compared to	
		2016	2016	2016	2017	2017	prior quarter		prior year	
		('000)	('000)	('000)	('000)	('000)	abs.	%	abs.	%
BROADBAND RETAIL LINES (END OF PERIOD)	2	18.077	18.187	18.479	18.609	18.728	119	0,6	651	3,6
Germany		12.770	12.835	12.922	12.989	13.035	46	0,4	265	2,1
Europe		5.307	5.352	5.393	5.444	5.509	65	1,2	202	3,8
Greece		1.573	1.603	1.633	1.653	1.680	27	1,6	107	6,8
Romania		1.204	1.198	1.194	1.186	1.191	5	0,4	(13)	(1,1)
Hungary		1.003	1.014	1.011	1.026	1.047	21	2,0	44	4,4
Poland		10	10	10	20	18	(2)	(10,0)	8	80,0
Czech Republic		131	130	132	133	133	0	0,0	2	1,5
Croatia		639	642	649	653	655	2	0,3	16	2,5
Slovakia		489	496	509	523	532	9	1,7	43	8,8
other		258	258	254	250	253	3	1,2	(5)	(1,9)
Group Development		0	0	164	176	184	8	4,5	184	n.a.
Netherlands	4	0	0	164	176	184	8	4,5	184	n.a.
FIXED NETWORK LINES (END OF PERIOD)	3	28.610	28.472	28.481	28.310	28.125	(185)	(0,7)	(485)	(1,7)
Germany		19.971	19.873	19.786	19.648	19.477	(171)	(0,9)	(494)	(2,5)
Europe		8.639	8.599	8.531	8.486	8.464	(22)	(0,3)	(175)	(2,0)
Greece		2.576	2.569	2.564	2.547	2.539	(8)	(0,3)	(37)	(1,4)
Romania		2.029	1.998	1.969	1.937	1.922	(15)	(0,8)	(107)	(5,3)
Hungary		1.655	1.650	1.629	1.630	1.637	7	0,4	(18)	(1,1)
Poland		18	20	20	33	31	(2)	(6,1)	13	72,2
Czech Republic		140	147	140	143	146	3	2,1	6	4,3
Croatia		1.009	1.004	1.001	992	986	(6)	(0,6)	(23)	(2,3)
Slovakia		848	847	850	854	855	1	0,1	7	0,8
other		365	364	358	351	348	(3)	(0,9)	(17)	(4,7)
Group Development		0	0	164	176	184	8	4,5	184	n.a.
Netherlands		0	0	164	176	184	8	4,5	184	n.a.
MOBILE SUBSCRIBERS (END OF PERIOD)		160.734	163.026	165.003	165.848	163.091	(2.757)	(1,7)	2.357	1,5
Germany		41.138	41.461	41.849	42.114	42.011	(103)	(0,2)	873	2,1
United States		67.384	69.354	71.455	72.597	69.562	(3.035)	(4,2)	2.178	3,2
Europe		48.541	48.508	47.952	47.348	47.688	340	0,7	(853)	(1,8)
Greece		7.610	7.666	7.725	7.733	7.737	4	0,1	127	1,7
Romania		5.909	5.869	5.722	5.428	5.278	(150)	(2,8)	(631)	(10,7)
Hungary		5.344	5.301	5.332	5.304	5.390	86	1,6	46	0,9
Poland		11.635	11.221	10.634	10.229	10.251	22	0,2	(1.384)	(11,9)
Czech Republic		6.008	6.002	6.049	6.097	6.155	58	1,0	147	2,4
Croatia		2.246	2.332	2.234	2.210	2.237	27	1,2	(9)	(0,4)
Slovakia		2.227	2.226	2.225	2.230	2.235	5	0,2	8	0,4
Austria		4.275	4.365	4.594	4.713	4.984	271	5,8	709	16,6
other		3.287	3.525	3.438	3.404	3.420	16	0,5	133	4,0
Group Development		3.671	3.703	3.746	3.789	3.830	41	1,1	159	4,3
Netherlands		3.671	3.703	3.746	3.789	3.830	41	1,1	159	4,3

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

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

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

4 In the fourth quarter of 2016, the number of fixed-network and broadband lines in the Netherlands grew as a result of the acquisition of Vodafone's fixed-network consumer business.

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DT CONSOLIDATED INCOME STATEMENT

ADJUSTED FOR SPECIAL FACTORS

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
NET REVENUE		17.827	18.105	19.543	73.105	18.646	18.890	6,0	35.457	37.537	5,9
Other operating income		203	282	280	1.033	251	223	9,9	471	474	0,6
Changes in inventories		(6)	1	(19)	(12)	40	(6)	0,0	6	34	n.a.
Own capitalized costs		518	531	581	2.111	542	563	8,7	999	1.105	10,6
Goods and services purchased		(8.683)	(8.933)	(10.660)	(36.863)	(9.284)	(9.218)	(6,2)	(17.270)	(18.503)	(7,1)
Personnel costs		(3.702)	(3.578)	(3.731)	(14.824)	(3.887)	(3.708)	(0,2)	(7.515)	(7.596)	(1,1)
Other operating expenses		(700)	(873)	(729)	(3.130)	(758)	(798)	(14,0)	(1.528)	(1.556)	(1,8)
Depreciation, amortization, and impairment losses		(3.151)	(3.163)	(3.301)	(12.757)	(3.191)	(3.154)	(0,1)	(6.293)	(6.345)	(0,8)
PROFIT (LOSS) FROM OPERATIONS (EBIT)		2.306	2.372	1.964	8.663	2.359	2.791	21,0	4.327	5.150	19,0
EBIT margin (EBIT / net revenue)	%	12,9	13,1	10,0	11,9	12,7	14,8	1,9p	12,2	13,7	1,5p
Profit (loss) from financial activities		(746)	(531)	(831)	(2.323)	(1.355)	(515)	31,0	(961)	(1.870)	(94,6)
of which: finance costs		(653)	(647)	(562)	(2.496)	(638)	(512)	21,6	(1.287)	(1.150)	10,6
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)		1.560	1.841	1.133	6.340	1.004	2.276	45,9	3.366	3.279	(2,6)
Income taxes		(424)	(639)	(213)	(1.858)	0	(753)	(77,6)	(1.006)	(753)	25,1
PROFIT (LOSS)		1.136	1.202	920	4.482	1.004	1.523	34,1	2.360	2.527	7,1
Profit (loss) attributable to non-controlling interests		82	162	(53)	368	64	324	n.a.	259	389	50,2
NET PROFIT (LOSS)		1.054	1.040	973	4.114	939	1.199	13,8	2.101	2.138	1,8

GROUP

EBITDA RECONCILIATION

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
NET REVENUE		17.817	18.105	19.543	73.095	18.646	18.890	6,0	35.447	37.537	5,9
NET PROFIT (LOSS)		621	1.053	(2.124)	2.675	747	874	40,7	3.746	1.621	(56,7)
+ Profit (loss) attributable to non-controlling interests		65	169	(57)	429	62	317	n.a.	317	380	19,9
= Profit (loss)		686	1.222	(2.181)	3.104	809	1.192	73,8	4.063	2.001	(50,8)
- Income taxes		(114)	(394)	(1)	(1.443)	78	(686)	n.a.	(1.048)	(608)	42,0
= Profit (loss) before income taxes = EBT		800	1.616	(2.180)	4.547	731	1.877	n.a.	5.111	2.609	(49,0)
- Profit (loss) from financial activities		(746)	(540)	(3.117)	(4.617)	(2.040)	(953)	(27,7)	(960)	(2.993)	n.a.
PROFIT (LOSS) FROM OPERATIONS (EBIT)		1.546	2.156	937	9.164	2.771	2.830	83,1	6.071	5.601	(7,7)
- Depreciation, amortization and impairment losses		(3.151)	(3.178)	(3.909)	(13.380)	(3.191)	(3.156)	(0,2)	(6.293)	(6.347)	(0,9)
= EBITDA		4.697	5.334	4.846	22.544	5.963	5.986	27,4	12.364	11.949	(3,4)
EBITDA margin (EBITDA/net revenue)	%	26,4	29,5	24,8	30,8	32,0	31,7	5,3p	34,9	31,8	(3,1p)
- Special factors affecting EBITDA		(760)	(201)	(419)	1.124	412	42	n.a.	1.744	454	(74,0)
= EBITDA ADJUSTED FOR SPECIAL FACTORS		5.457	5.535	5.265	21.420	5.550	5.944	8,9	10.620	11.495	8,2
EBITDA margin (adjusted for special factors) (EBITDA / net revenue)	%	30,6	30,6	26,9	29,3	29,8	31,5	0,9p	30,0	30,6	0,6p

DT CONSOLIDATED INCOME STATEMENT

AS REPORTED

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
NET REVENUE		17.817	18.105	19.543	73.095	18.646	18.890	6,0	35.447	37.537	5,9
Other operating income		258	386	357	4.180	770	479	85,7	3.437	1.250	(63,6)
Changes in inventories		(6)	1	(19)	(12)	40	(6)	0,0	6	34	n.a.
Own capitalized costs		518	532	582	2.112	542	563	8,7	998	1.105	10,7
Goods and services purchased		(8.764)	(8.975)	(10.682)	(37.084)	(9.312)	(9.281)	(5,9)	(17.427)	(18.593)	(6,7)
Personnel costs		(4.365)	(3.836)	(4.200)	(16.463)	(3.964)	(3.824)	12,4	(8.427)	(7.788)	7,6
Other operating expenses		(761)	(879)	(735)	(3.284)	(761)	(835)	(9,7)	(1.670)	(1.596)	4,4
Depreciation, amortization, and impairment losses		(3.151)	(3.178)	(3.909)	(13.380)	(3.191)	(3.156)	(0,2)	(6.293)	(6.347)	(0,9)
PROFIT (LOSS) FROM OPERATIONS (EBIT)		1.546	2.156	937	9.164	2.771	2.830	83,1	6.071	5.601	(7,7)
EBIT margin (EBIT / net revenue)	%	8,7	11,9	4,8	12,5	14,9	15,0	6,3p	17,1	14,9	(2,2p)
Profit (loss) from financial activities		(746)	(540)	(3.117)	(4.617)	(2.040)	(953)	(27,7)	(960)	(2.993)	n.a.
of which: finance costs		(652)	(646)	(561)	(2.492)	(637)	(511)	21,6	(1.285)	(1.148)	10,7
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)		800	1.616	(2.180)	4.547	731	1.877	n.a.	5.111	2.609	(49,0)
Income taxes		(114)	(394)	(1)	(1.443)	78	(686)	n.a.	(1.048)	(608)	42,0
PROFIT (LOSS)		686	1.222	(2.181)	3.104	809	1.192	73,8	4.063	2.001	(50,8)
Profit (loss) attributable to non-controlling interests		65	169	(57)	429	62	317	n.a.	317	380	19,9
NET PROFIT (LOSS)		621	1.053	(2.124)	2.675	747	874	40,7	3.746	1.621	(56,7)

GROUP

SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	H1 2016 millions of €	H1 2017 millions of €
NET REVENUE		(10)	0	0	(10)	0	0	(10)	0
Other operating income	1	55	104	77	3.147	519	256	55	775
Changes in inventories		0	0	0	0	0	0	0	0
Own capitalized costs		0	1	1	1	0	0	0	0
Goods and services purchased		(81)	(42)	(22)	(221)	(28)	(62)	(81)	(90)
Personnel costs		(663)	(258)	(469)	(1.639)	(77)	(115)	(663)	(192)
Other operating expenses		(61)	(6)	(6)	(154)	(2)	(37)	(61)	(39)
Depreciation, amortization, and impairment losses		0	(15)	(608)	(623)	0	(2)	0	(2)
PROFIT (LOSS) FROM OPERATIONS (EBIT)	1	(760)	(216)	(1.027)	501	412	40	(760)	452
Profit (loss) from financial activities		0	(9)	(2.286)	(2.294)	(685)	(438)	0	(1.122)
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)	1	(760)	(225)	(3.313)	(1.793)	(272)	(398)	(760)	(670)
Income taxes		310	245	212	415	78	67	310	145
PROFIT (LOSS)		(450)	20	(3.101)	(1.378)	(195)	(331)	(450)	(526)
Profit (loss) attributable to non-controlling interests		(17)	7	(4)	61	(2)	(7)	(17)	(9)
NET PROFIT (LOSS)		(433)	13	(3.097)	(1.439)	(193)	(324)	(433)	(517)

1 Q1/2017: sale of Strato; Q2/2017: sale of Scout and DeTe Medien

GROUP

DETAILS ON SPECIAL FACTORS I

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
EFFECT ON OPERATING EXPENSES		(805)	(305)	(496)	(2.013)	(107)	(215)	73,3	(1.212)	(321)	73,5
of which: expenses / income for early retirement (civil servants)		(564)	(125)	(309)	(1.136)	5	(7)	98,8	(702)	(2)	99,7
of which: expenses for severance payments		(57)	(83)	(95)	(294)	(35)	(53)	7,0	(116)	(89)	23,3
of which: expenses / income for partial retirement		(43)	(47)	(51)	(189)	(46)	(53)	(23,3)	(91)	(99)	(8,8)
of which: expenses for other personnel restructuring charges		1	(3)	(7)	(12)	(1)	(1)	n.a.	(2)	(2)	0,0
of which: Vivento transfer payments		0	0	(6)	(7)	0	(1)	n.a.	(1)	(1)	0,0
of which: restructuring charges		(29)	(9)	(9)	(81)	(12)	(11)	62,1	(63)	(22)	65,1
of which: expenses due to de-consolidations and other asset sales		(66)	4	38	(103)	8	7	n.a.	(145)	15	n.a.
of which: others		(47)	(42)	(57)	(191)	(26)	(95)	n.a.	(92)	(122)	(32,6)
EFFECT ON OTHER OPERATING INCOME		55	104	77	3.147	519	256	n.a.	2.966	775	(73,9)
of which: income due to asset sales		54	104	49	3.118	519	256	n.a.	2.965	775	(73,9)
of which: others		1	0	28	29	0	0	n.a.	1	0	n.a.
EFFECT ON REVENUE		(10)	0	0	(10)	0	0	n.a.	(10)	0	n.a.
EFFECT ON EBITDA	1	(760)	(201)	(419)	1.124	412	42	n.a.	1.744	454	(74,0)
DEPRECIATION, AMORTIZATION AND IMPAIRMENT		0	(15)	(608)	(623)	0	(2)	n.a.	0	(2)	n.a.
of which: restructuring charges		0	0	0	0	0	0	n.a.	0	0	n.a.
of which: expenses due to consolidations and other asset sales		0	0	0	0	0	0	n.a.	0	0	n.a.
of which: others		0	1	(1)	0	0	0	n.a.	0	0	n.a.
EFFECT ON PROFIT FROM OPERATIONS = EBIT	1	(760)	(216)	(1.027)	501	412	40	n.a.	1.744	452	(74,1)

1 Q1/2017: sale of Strato; Q2/2017: sale of Scout and DeTe Medien

GROUP

DETAILS ON SPECIAL FACTORS II

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES		0	(9)	(2.286)	(2.294)	(685)	(438)	n.a.	1	(1.122)	n.a.
EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES	1	(760)	(225)	(3.313)	(1.793)	(272)	(398)	47,6	1.745	(670)	n.a.
EFFECT ON TAXES		310	245	212	415	78	67	(78,4)	(42)	145	n.a.
Tax effect of special factors within EBIT		316	84	132	548	28	48	(84,8)	332	76	(77,1)
Tax effect of special factors on profit (loss) from financial activities		(6)	161	80	(133)	50	19	n.a.	(374)	69	n.a.
Other tax effects		0	0	0	0	0	0	n.a.	0	0	n.a.
EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON-CONTROLLING INTERESTS		(17)	7	(4)	61	(2)	(7)	58,8	58	(9)	n.a.
EFFECT ON NET PROFIT (LOSS)	1	(433)	13	(3.097)	(1.439)	(193)	(324)	25,2	1.645	(517)	n.a.

1 Q1/2017: sale of Strato; Q2/2017: sale of Scout and DeTe Medien

CHANGE IN THE COMPOSITION OF THE GROUP IN THE SECOND QUARTER ¹

	REPORTED NUMBERS	PLUS ACQUISITION EFFECTS							MINUS DECONSOLIDATION EFFECTS							TOTAL EFFECT	PRO FORMA	REPORTED NUMBERS	ORGANIC CHANGE
		Q2 2016	Total	Germany	United States	Europe	Group	Systems	GHS	Total	Germany	United States	Europe	Group	Systems				
Note	millions of	millions of €	millions of €	millions of	millions of €	t	millions of	millions of €	millions of €	millions of €	millions of	millions of €	millions of	millions of	millions of €	millions of	millions of €	millions of €	%
		17.817	22	0	0	0	22	0	41	0	0	0	32	0	9	(19)	17.798	18.890	6,1
		1.546	(4)	0	0	(4)	0	0	9	0	0	0	9	0	0	(13)	1.533	2.830	84,6
		(746)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(746)	953	n.a.
		(652)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(652)	511	n.a.
		800	(4)	0	0	(4)	0	0	9	0	0	0	9	0	0	(13)	787	1.877	n.a.
		(114)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(114)	686	n.a.
		686	(4)	0	0	(4)	0	0	9	0	0	0	9	0	0	(13)	673	1.192	77,1

¹ Since 2015, the prior-year figure has been adjusted to ensure comparability. The prior-year comparative is increased to account for any new acquisitions. Analogously, divestitures reduce the prior-year figure.

CHANGE IN THE COMPOSITION OF THE GROUP IN THE CURRENT YEAR ¹

	REPORTED NUMBERS	PLUS ACQUISITION EFFECTS							MINUS DECONSOLIDATION EFFECTS							TOTAL EFFECT	PRO FORMA	REPORTED NUMBERS	ORGANIC CHANGE
		H1 2016 millions of	Total millions of €	Germany millions of €	United States millions of	Europe millions of €	Group Developmen t	Systems Solutions millions of	GHS millions of €	Total millions of €	Germany millions of €	United States millions of	Europe millions of €	Group Developmen t	Systems Solutions millions of				
NET REVENUE	35.447	44	0	0	0	44	0	0	44	0	0	0	32	0	12	0	35.447	37.537	5,9
PROFIT (LOSS) FROM OPERATIONS = EBIT	6.071	(10)	0	0	0	(10)	0	0	9	0	0	0	9	0	0	(19)	6.052	5.601	(7,5)
Profit (loss) from financial activities	(960)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(960)	(2.993)	n.a.
of which finance costs	(1.285)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(1.285)	1.148	n.a.
PROFIT (LOSS) BEFORE INCOME TAXES = EBT	5.111	(10)	0	0	0	(10)	0	0	9	0	0	0	9	0	0	(19)	5.092	2.609	(48,8)
Income taxes	(1.048)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(1.048)	(608)	(42,0)
PROFIT (LOSS)	4.063	(10)	0	0	0	(10)	0	0	9	0	0	0	9	0	0	(19)	4.044	2.001	(50,5)

¹ Since 2015, the prior-year figure has been adjusted to ensure comparability. The prior-year comparative is increased to account for any new acquisitions. Analogously, divestitures reduce the prior-year figure.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS

	Note	Jun. 30 2016 millions of €	Sep. 30 2016 millions of €	Dec. 31 2016 millions of €	Mar. 31 2017 millions of €	Jun. 30 2017 millions of €	Change compared to prior quarter %	Change compared to prior year %
CURRENT ASSETS		24.518	23.891	26.638	27.663	17.808	(35,6)	(27,4)
Cash and cash equivalents		7.207	7.527	7.747	9.542	2.441	(74,4)	(66,1)
Trade and other receivables		8.825	8.607	9.362	9.093	9.161	0,7	3,8
Current recoverable income taxes		159	105	218	192	181	(5,7)	13,8
Other financial assets		4.172	4.194	5.713	4.907	2.116	(56,9)	(49,3)
Inventories		1.890	1.599	1.629	1.646	1.729	5,0	(8,5)
Current and non-current assets and disposal groups held for sale		463	250	372	148	204	37,8	(55,9)
Other assets		1.802	1.609	1.597	2.136	1.975	(7,5)	9,6
NON-CURRENT ASSETS		118.948	119.226	121.847	120.961	123.682	2,2	4,0
Intangible assets		58.269	58.951	60.599	60.269	64.809	7,5	11,2
Property, plant and equipment		44.901	45.148	46.758	46.788	46.203	(1,3)	2,9
Investments accounted for using the equity method		782	782	725	722	606	(16,1)	(22,5)
Other financial assets		9.218	8.583	7.886	6.971	6.417	(7,9)	(30,4)
Deferred tax assets		5.208	5.136	5.210	5.477	4.898	(10,6)	(6,0)
Other assets		570	626	669	733	748	2,0	31,2
TOTAL ASSETS		143.466	143.117	148.485	148.624	141.490	(4,8)	(1,4)

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

LIABILITIES AND SHAREHOLDERS' EQUITY

	Note	Jun. 30 2016 millions of €	Sep. 30 2016 millions of €	Dec. 31 2016 millions of €	Mar. 31 2017 millions of €	Jun. 30 2017 millions of €	Change compared to prior quarter %	Change compared to prior year %
LIABILITIES		106.498	105.496	109.640	108.806	102.896	(5,4)	(3,4)
CURRENT LIABILITIES		30.286	26.010	33.126	32.375	27.200	(16,0)	(10,2)
Financial liabilities		12.570	8.959	14.422	14.871	10.351	(30,4)	(17,7)
Trade and other payables		9.442	8.893	10.441	8.983	8.735	(2,8)	(7,5)
Income tax liabilities		203	247	222	238	358	50,4	76,4
Other provisions		2.852	2.850	3.068	3.076	2.796	(9,1)	(2,0)
Liabilities directly associated with non-current assets and disposal groups held for sale		90	99	194	133	0	n.a.	n.a.
Other liabilities		5.129	4.962	4.779	5.075	4.959	(2,3)	(3,3)
NON-CURRENT LIABILITIES		76.212	79.486	76.514	76.431	75.696	(1,0)	(0,7)
Financial liabilities		50.361	53.349	50.228	50.402	50.638	0,5	0,6
Provisions for pensions and other employee benefits		8.818	9.091	8.451	8.293	8.113	(2,2)	(8,0)
Other provisions		3.155	3.189	3.320	3.285	3.215	(2,1)	1,9
Deferred tax liabilities		9.529	9.514	10.007	10.025	9.582	(4,4)	0,6
Other liabilities		4.349	4.343	4.508	4.427	4.148	(6,3)	(4,6)
SHAREHOLDERS' EQUITY		36.968	37.621	38.845	39.818	38.594	(3,1)	4,4
Issued capital		11.973	11.973	11.973	11.973	12.189	1,8	1,8
Capital reserves		53.288	53.348	53.356	53.349	54.574	2,3	2,4
Retained earnings incl. carryforwards		(39.007)	(39.174)	(38.727)	(35.971)	(38.622)	(7,4)	1,0
Total other comprehensive income		(1.958)	(2.459)	78	145	(558)	n.a.	71,5
Net profit (loss)		3.746	4.799	2.675	747	1.621	n.a.	(56,7)
Treasury shares		(50)	(50)	(50)	(50)	(49)	2,0	2,0
Non-controlling interests		8.976	9.184	9.540	9.625	9.439	(1,9)	5,2
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY		143.466	143.117	148.485	148.624	141.490	(4,8)	(1,4)

DT GROUP

PROVISIONS FOR PENSIONS

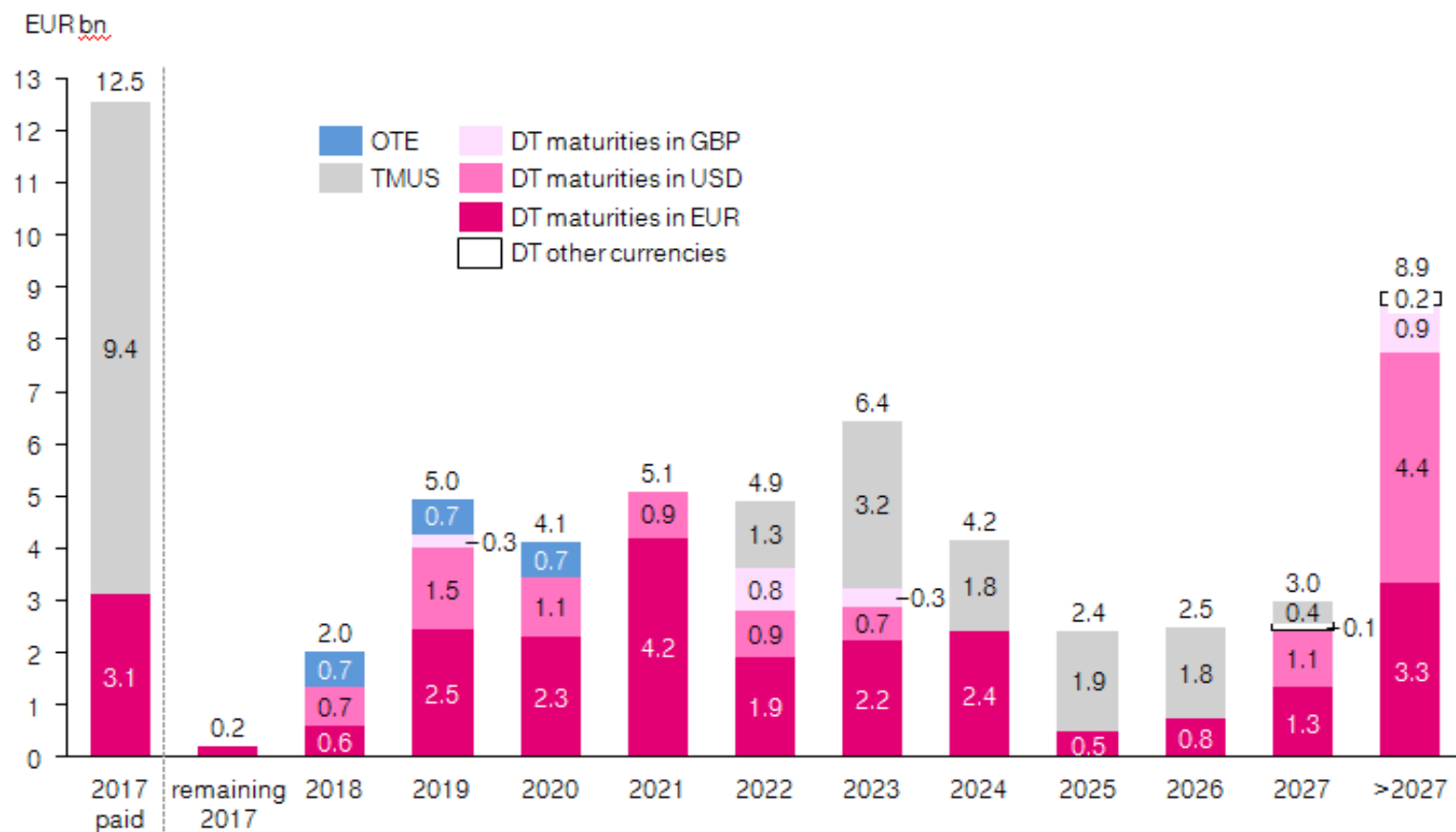
		2016 millions of €	2015 millions of €	2014 millions of €	2013 millions of €	2012 millions of €
FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET						
Present value of obligation (DBO)	1	11.427	10.753	10.940	8.965	8.973
Plan assets		(2.990)	(2.744)	(2.498)	(1.973)	(1.680)
Others		14	19	23	14	19
Provision in balance sheet		8.451	8.028	8.465	7.006	7.312
PENSION COSTS INCLUDED IN P&L (INCLUDED EXPECTED RETURN ON PLAN ASSETS)						
		396	442	445	388	511
thereof included in EBITDA		230	285	220	160	197
thereof included in financial result		166	157	225	228	313
CASH PAYMENTS FOR PENSIONS						
1) funding of plan assets by DT (investment in financial assets)		264	276	266	269	768
2) benefits paid through plan assets	2	32	31	30	42	45
3) benefits paid through provision (included in cash flow from operations)		375	386	298	366	375
cash payments included in cash flow statement = 1) + 3)		639	662	564	635	1.143
cash payments included in free cash flow = 3)		375	386	298	366	375
CHANGE IN THE PRESENT VALUE OF THE OBLIGATION (EXAMPLE 2015)						
End of 2015		10.753				
pension costs included in P&L		451				
benefits paid		(375)				
actuarial losses/gains	3	698				
F/X		(24)				
Others		(76)				
End of 2016		11.427				

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

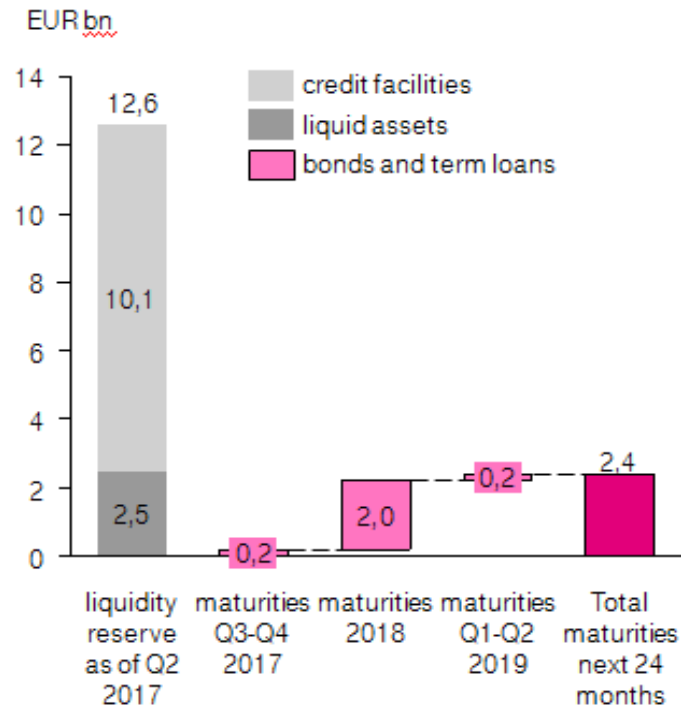
2 The sum of payments through plan assets and the benefit paid through provisions equal the "benefits paid" in "Change in the present value of the obligation".

3 Actuarial losses/gains are via other comprehensive income directly billed vs. equity.

WELL-BALANCED MATURITY PROFILE AS OF JUNE 30, 2017



STRONG LIQUIDITY PROFILE AS OF JUNE 30, 2017



- EUR 12.9 bn firm bilateral lines available
 - unconditionally committed
 - no MAC clauses
 - diversified: 22 banks
 - 3 year tenor, staggered maturities

- CPs outstanding EUR 2.8 bn
- Residual undrawn amount EUR 10.1 bn
- Maturities of next 24 months several times covered

DT/TMUS FUNDING – CREDIT POSITIVE FOR DT

DT's funding support as of June 30th 2017

- USD 10.1bn unsecured HY bonds (disbursed)
- USD 0.5bn unsecured HY bond purchase commitment (to be disbursed in September 2017)
- USD 2.5bn Revolving Credit Facility, thereof 1.5bn secured (partially drawn)
- USD 4.0bn secured term loan (disbursed)

USD 17.1bn total inter-company financing, thereof 5.5bn secured

In addition, TMUS has issued USD 11.9bn High Yield bonds to external investors

Positive credit implications

- Results in significant interest costs savings
- DT in preferential creditor position due to large portion of secured financing
- Eliminates structural subordination issues with rating agencies

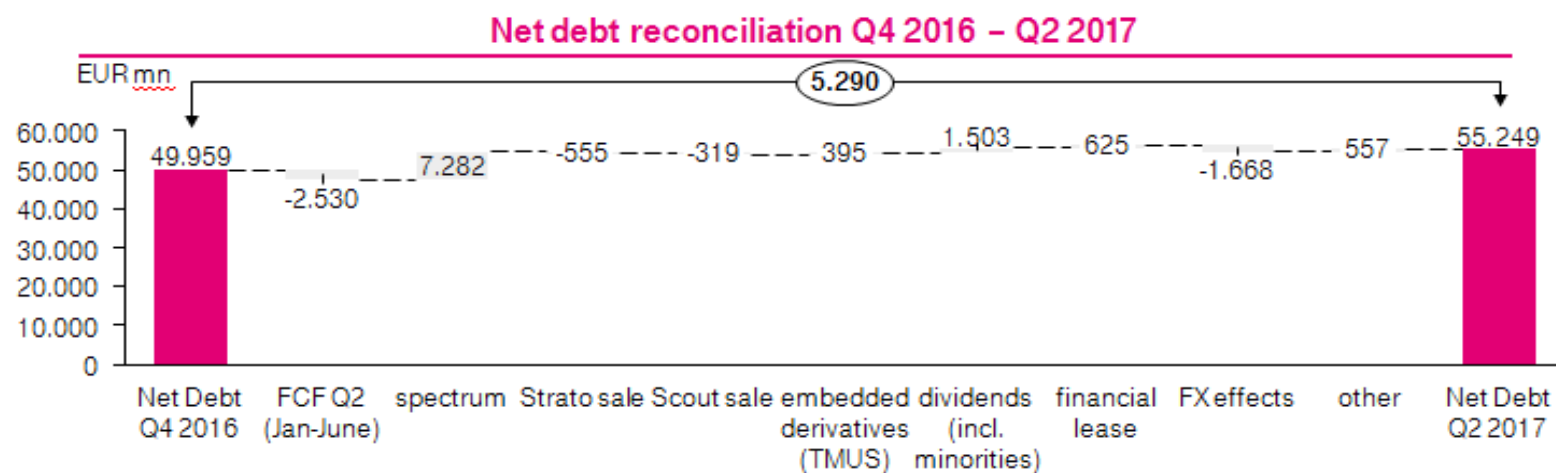
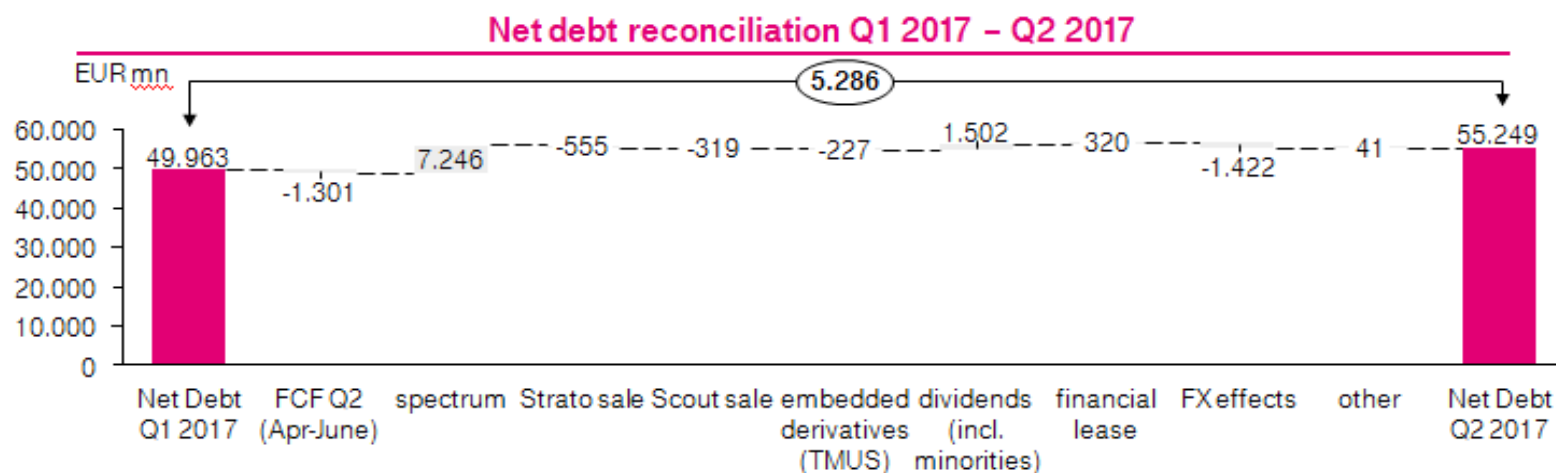
GROUP

NET DEBT

	Note	Jun. 30, 2016 millions of €	Sep. 30, 2016 millions of €	Dec. 31, 2016 millions of €	Mar. 31, 2017 millions of €	Jun. 30, 2017 millions of €	Change compared to prior quarter %	Change compared to prior year %
Bonds		49.707	49.014	50.090	52.791	48.450	(8,2)	(2,5)
Other financial liabilities		11.112	11.673	12.576	10.860	10.998	1,3	(1,0)
GROSS DEBT		60.819	60.687	62.666	63.651	59.448	(6,6)	(2,3)
Cash and cash equivalents		7.207	7.527	7.747	9.542	2.441	(74,4)	(66,1)
Available-for-sale/held-for-trading financial assets		99	99	10	7	7	n.a.	(92,9)
Other financial assets		4.821	4.577	4.950	4.139	1.751	(57,7)	(63,7)
NET DEBT		48.692	48.484	49.959	49.963	55.249	10,6	13,5

GROUP

Net Debt Development Q2 2017



DT GROUP

CASH CAPEX

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
CASH CAPEX											
Germany		885	1.045	1.228	4.031	1.005	1.052	18,9	1.758	2.057	17,0
United States		1.251	1.671	1.177	5.855	1.442	8.463	n.a.	3.007	9.905	n.a.
Europe		371	876	413	2.600	475	403	8,6	1.311	878	(33,0)
Systems Solutions		96	85	143	402	86	91	(5,2)	174	177	1,7
Group Development		40	69	69	271	81	57	42,5	133	138	3,4
Group Headquarters & Group Services		207	222	279	936	242	239	15,5	434	481	10,9
Reconciliation		(147)	(84)	(153)	(455)	(51)	(65)	55,8	(218)	(116)	46,8
GROUP	1	2.703	3.885	3.156	13.640	3.280	10.240	n.a.	6.599	13.520	n.a.
- thereof spectrum investment		39	1.146	432	2.682	35	7.246	n.a.	1.104	7.282	n.a.

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

DT GROUP

FREE CASH FLOW

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
Net profit (loss)		621	1.053	(2.124)	2.675	747	874	40,7	3.746	1.621	(56,7)
Profit (loss) attributable to non-controlling interests		65	169	(57)	429	62	317	n.a.	317	380	19,9
PROFIT (LOSS) AFTER INCOME TAXES		686	1.222	(2.181)	3.104	809	1.192	73,8	4.063	2.001	(50,8)
Depreciation, amortization and impairment losses		3.151	3.178	3.909	13.380	3.191	3.156	0,2	6.293	6.347	0,9
Income tax expense/(benefit)		114	394	1	1.443	(78)	686	n.a.	1.048	608	(42,0)
Interest (income) and interest expenses		652	646	561	2.492	637	511	(21,6)	1.285	1.148	(10,7)
Other financial (income) expense		93	(107)	2.503	2.072	1.406	445	n.a.	(324)	1.851	n.a.
Share of (profit) loss of associates and joint ventures accounted for using the equity method		1	1	53	53	(4)	(3)	n.a.	(1)	(7)	n.a.
(Profit) loss on the disposal of fully consolidated subsidiaries		(1)	0	0	(7)	(519)	(31)	n.a.	(7)	(550)	n.a.
(Income) loss from the sale of stakes accounted for using the equity method		(55)	12	(41)	(2.591)	0	(226)	n.a.	(2.562)	(226)	91,2
Other non-cash transactions		73	94	58	316	119	66	(9,6)	164	185	12,8
(Gain) loss from the disposal of intangible assets and property, plant and equipment		11	(108)	12	(495)	(33)	(2)	n.a.	(399)	(35)	91,2
Change in assets carried as working capital		251	410	(1.244)	(1.000)	358	(467)	n.a.	(166)	(109)	34,3
Change in provisions		(302)	(14)	174	(234)	(70)	(256)	15,2	(394)	(326)	17,3
Change in other liabilities carried as working capital		(320)	(580)	262	(510)	(531)	(31)	90,3	(192)	(562)	n.a.
Income taxes received (paid)		(135)	(113)	(147)	(527)	(80)	(100)	25,9	(267)	(180)	32,6
Dividends received		5	150	1	331	75	13	n.a.	180	88	(51,1)
Net payments from entering into or canceling interest rate swaps		289	0	0	289	0	0	n.a.	289	0	n.a.
CASH GENERATED FROM OPERATIONS		4.513	5.185	3.921	18.116	5.280	4.955	9,8	9.010	10.235	13,6
Interest received (paid)		(582)	(628)	(372)	(2.583)	(926)	(752)	(29,2)	(1.583)	(1.676)	(5,9)
NET CASH FROM OPERATING ACTIVITIES		3.931	4.557	3.549	15.533	4.355	4.204	6,9	7.427	8.559	15,2
Cash outflows for investments in (proceeds from disposal of)		(2.611)	(2.653)	(2.656)	(10.594)	(3.127)	(2.903)	(11,2)	(5.285)	(6.029)	(14,1)
Intangible assets		(824)	(1.862)	(1.209)	(5.602)	(718)	(7.983)	n.a.	(2.531)	(8.701)	n.a.
Property, plant and equipment		(1.826)	(1.937)	(1.879)	(7.674)	(2.444)	(2.166)	(18,6)	(3.858)	(4.610)	(19,5)
Spectrum investment		39	1.146	432	2.682	35	7.246	n.a.	1.104	7.282	n.a.
FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM)		1.320	1.904	893	4.939	1.228	1.301	(1,4)	2.142	2.530	18,1

DT GROUP

PERSONNEL

AT REPORTING DATE	Note	Jun. 30	Sep. 30	Dec. 31	Mar. 31	Jun. 30	Change compared to		Change compared to	
		2016	2016	2016	2017	2017	prior quarter		prior year	
							abs.	%	abs.	%
Germany		67.594	66.677	65.452	64.973	64.560	(413)	(0,6)	(3.034)	(4,5)
United States		43.541	44.148	44.820	42.925	43.566	641	1,5	25	0,1
Europe		47.224	46.576	46.808	47.378	47.610	232	0,5	386	0,8
Systems Solutions		37.191	37.342	37.472	37.839	37.801	(38)	(0,1)	610	1,6
Group Development		2.734	2.708	2.572	2.549	1.980	(569)	(22,3)	(754)	(27,6)
Group Headquarters & Group Services		22.536	21.804	21.216	20.884	20.618	(266)	(1,3)	(1.918)	(8,5)
GROUP		220.821	219.254	218.341	216.548	216.135	(413)	(0,2)	(4.686)	(2,1)
of which: Domestic		108.266	106.620	104.662	104.231	103.014	(1.217)	(1,2)	(5.252)	(4,9)
of which: Civil servants (in Germany, with an active service relationship)		17.789	16.656	15.999	15.871	15.846	(25)	(0,2)	(1.943)	(10,9)
of which: International		112.555	112.634	113.679	112.317	113.121	804	0,7	566	0,5

AVERAGE	Note	Q2	Q3	Q4	Q1	Q2	Change compared to	
		2016	2016	2016	2017	2017	prior year	
							abs.	%
Germany		67.680	66.800	66.009	65.040	64.539	(3.141)	(4,6)
United States		43.319	43.883	44.262	43.497	43.237	(82)	(0,2)
Europe		47.475	46.500	46.766	47.130	47.509	34	0,1
Systems Solutions		37.213	37.234	37.404	37.840	37.775	562	1,5
Group Development		2.749	2.713	2.594	2.599	1.989	(760)	(27,6)
Group Headquarters & Group Services		22.842	21.899	21.576	20.920	20.813	(2.029)	(8,9)
GROUP		221.278	219.029	218.610	217.026	215.862	(5.416)	(2,4)
of which: Domestic		108.703	106.785	105.607	104.342	103.167	(5.536)	(5,1)
of which: Civil servants (in Germany, with an active service relationship)		18.122	16.788	16.361	15.906	15.850	(2.272)	(12,5)
of which: International		112.575	112.244	113.003	112.684	112.695	120	0,1

EXCHANGE RATES

AVERAGE

	Q2 2016 1 €	Q3 2016 1 €	Q4 2016 1 €	FY 2016 1 €	Q1 2017 1 €	Q2 2017 1 €
US Dollar (USD)	1,12935	1,11651	1,07782	1,10662	1,06469	1,08192
British pound (GBP)	0,78663	0,84983	0,86825	0,81965	0,86005	0,86026
Czech korunas (CZK)	27,03886	27,02924	27,02775	27,03349	27,02065	26,81334
Croatian kunas (HRK)	7,50410	7,49342	7,52327	7,53365	7,46718	7,45359
Hungarian forints (HUF)	313,28402	310,99477	309,38976	311,39281	309,09362	309,46069
Macedonian Denar (MKD)	61,61680	61,59835	61,57615	61,59350	61,56872	61,58923
Polish Zloty (PLN)	4,37031	4,33814	4,38094	4,36308	4,32077	4,27205
Romanian leu (RON)	4,49802	4,46495	4,50832	4,49035	4,52137	4,53608

END OF PERIOD

	Jun. 30 2016 1 €	Sep. 30 2016 1 €	Dec. 31 2016 1 €	Mar. 31 2017 1 €	Jun. 30 2017 1 €
US Dollar (USD)	1,11055	1,11640	1,05405	1,06830	1,14060
British pound (GBP)	0,82775	0,86160	0,85515	0,85580	0,87880
Czech korunas (CZK)	27,13050	27,02150	27,01943	27,02700	26,20650
Croatian kunas (HRK)	7,52885	7,52305	7,55583	7,43710	7,41075
Hungarian forints (HUF)	317,04500	309,86000	309,96987	307,89500	309,35000
Macedonian Denar (MKD)	61,58500	61,58000	61,57000	61,57000	62,53000
Polish Zloty (PLN)	4,43565	4,31830	4,41368	4,22070	4,22900
Romanian leu (RON)	4,52390	4,45380	4,54055	4,55275	4,55450

Please note: the above quarterly and yearly average exchange rates are given as an indication only.

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FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE	1	5.348	5.485	5.565	21.784	5.397	5.371	0,4	10.733	10.768	0,3
NET REVENUE	1	5.010	5.134	5.210	20.415	5.069	5.036	0,5	10.072	10.105	0,3
EBITDA		2.078	2.095	2.013	8.237	2.070	2.100	1,1	4.129	4.170	1,0
EBITDA margin (EBITDA / total revenue)	%	38,9	38,2	36,2	37,8	38,4	39,1	0,2p	38,5	38,7	0,2p
Depreciation, amortization and impairment losses		(934)	(912)	(937)	(3.703)	(935)	(953)	(2,0)	(1.854)	(1.888)	(1,8)
Profit (loss) from operations = EBIT		1.144	1.183	1.076	4.534	1.135	1.147	0,3	2.275	2.283	0,4
CASH CAPEX		885	1.045	1.228	4.031	1.005	1.052	18,9	1.758	2.057	17,0
CASH CONTRIBUTION		1.193	1.050	785	4.206	1.065	1.048	(12,2)	2.371	2.113	(10,9)

FINANCIALS (AS REPORTED)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		5.338	5.485	5.565	21.774	5.397	5.371	0,6	10.723	10.768	0,4
NET REVENUE		5.000	5.134	5.210	20.405	5.069	5.036	0,7	10.062	10.105	0,4
EBITDA		1.699	1.972	1.763	7.327	2.021	1.995	17,4	3.592	4.016	11,8
EBITDA margin (EBITDA / total revenue)	%	31,8	36,0	31,7	33,7	37,4	37,1	5,3p	33,5	37,3	3,8p
Depreciation, amortization and impairment losses		(934)	(912)	(937)	(3.703)	(935)	(953)	(2,0)	(1.854)	(1.888)	(1,8)
Profit (loss) from operations = EBIT		765	1.060	826	3.624	1.086	1.042	36,2	1.738	2.129	22,5
CASH CAPEX		885	1.045	1.228	4.031	1.005	1.052	18,9	1.758	2.057	17,0
CASH CONTRIBUTION		814	927	535	3.296	1.016	943	15,8	1.834	1.959	6,8

1 Q2/16 Special factors related to settlement agreements.

GERMANY

EBITDA RECONCILIATION

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		5.338	5.485	5.565	21.774	5.397	5.371	0,6	10.723	10.768	0,4
TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)	1	5.348	5.485	5.565	21.784	5.397	5.371	0,4	10.733	10.768	0,3
Profit (loss) from operations = EBIT		765	1.060	826	3.624	1.086	1.042	36,2	1.738	2.129	22,5
- Depreciation, amortization and impairment losses		(934)	(912)	(937)	(3.703)	(935)	(953)	(2,0)	(1.854)	(1.888)	(1,8)
= EBITDA		1.699	1.972	1.763	7.327	2.021	1.995	17,4	3.592	4.016	11,8
EBITDA margin	%	31,8	36,0	31,7	33,7	37,4	37,1	5,3p	33,5	37,3	3,8p
- Special factors affecting EBITDA		(379)	(123)	(250)	(910)	(49)	(105)	72,3	(537)	(154)	71,3
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		2.078	2.095	2.013	8.237	2.070	2.100	1,1	4.129	4.170	1,0
EBITDA margin (adjusted for special factors)	%	38,9	38,2	36,2	37,8	38,4	39,1	0,2p	38,5	38,7	0,2p

SPECIAL FACTORS

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
EFFECTS ON EBITDA		(379)	(123)	(250)	(910)	(49)	(105)	72,3	(537)	(154)	71,3
- of which personnel		(355)	(117)	(238)	(854)	(37)	(54)	84,8	(499)	(91)	81,8
- of which other		(24)	(6)	(12)	(56)	(12)	(51)	n.a.	(38)	(63)	(65,8)
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(379)	(123)	(250)	(910)	(49)	(105)	72,3	(537)	(154)	71,3
- of which personnel		(355)	(117)	(238)	(854)	(37)	(54)	84,8	(499)	(91)	81,8
- of which other		(24)	(6)	(12)	(56)	(12)	(51)	n.a.	(38)	(63)	(65,8)

1 Q2/16 Special factors related to settlement agreements.

GERMANY

OPERATIONALS

	Note	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Change %
GERMANY							
ACCESS LINES							
Fixed network	('000) 1	19.971	19.873	19.786	19.648	19.477	(2,5)
retail IP-based	('000) 1	7.958	8.435	9.042	9.801	10.351	30,1
Broadband	('000) 1	12.770	12.835	12.922	12.989	13.035	2,1
Fiber	('000) 1,2	3.577	3.857	4.250	4.693	5.033	40,7
TV (incl. IPTV, SAT)	1	2.777	2.818	2.879	2.955	3.024	8,9
ULLs	('000) 1	7.648	7.431	7.195	6.952	6.723	(12,1)
Wholesale bundled	('000) 1	192	179	165	148	125	(34,9)
Wholesale unbundled	('000) 1	3.621	3.905	4.212	4.554	4.855	34,1
Fiber	('000)	2.028	2.274	2.555	2.887	3.169	56,3
MOBILE CUSTOMERS							
Total	('000) 3	41.138	41.461	41.849	42.114	42.011	2,1
- contract	('000)	24.096	24.705	25.219	25.270	25.084	4,1
- prepaid	('000)	17.042	16.756	16.630	16.844	16.927	(0,7)

1 Figures do not add up.

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

3 As of 1. January 2017 business customers are effected by two adjustments. At contract, customers are now shown without test cards (minus 41k) and at prepaid, there has been a system integration (plus 180k). Prior year figures have not been adjusted accordingly.

GERMANY

REVENUE SPLIT - PRODUCTS

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
GERMANY		5.338	5.485	5.565	21.774	5.397	5.371	0,6	10.723	10.768	0,4
FIXED NETWORK CORE BUSINESS		2.420	2.394	2.434	9.659	2.392	2.385	(1,4)	4.830	4.777	(1,1)
of which Fixed Revenues		1.753	1.745	1.739	6.992	1.734	1.722	(1,8)	3.507	3.457	(1,4)
Voice only revenues		450	439	429	1.776	420	409	(9,1)	908	830	(8,6)
Broadband revenues		995	994	993	3.976	986	979	(1,6)	1.988	1.965	(1,2)
TV revenues		308	312	317	1.240	328	334	8,4	611	662	8,3
of which Variable Revenues		225	216	213	880	198	191	(15,1)	451	390	(13,5)
of which Revenues from add-on options		49	48	48	196	46	46	(6,1)	100	92	(8,0)
thereof revenues from voice centric options		16	15	14	62	14	13	(18,8)	33	27	(18,2)
thereof revenues from broadband centric options		17	16	16	66	16	15	(11,8)	34	31	(8,8)
thereof revenues from TV centric options		17	17	17	68	17	17	0,0	34	34	0,0
of which Revenues from devices (fixed line)		115	121	124	478	127	131	13,9	233	258	10,7
thereof revenues from sale of devices and accessories (Fixed line)		29	33	33	127	32	33	13,8	61	64	4,9
MOBILE COMMUNICATIONS		1.887	2.054	2.072	7.955	1.972	1.950	3,3	3.830	3.922	2,4
of which Service Revenues		1.656	1.697	1.667	6.669	1.635	1.669	0,8	3.305	3.305	0,0
WHOLESALE SERVICES FIXED NETWORK	1	855	850	855	3.407	848	852	(0,4)	1.702	1.700	(0,1)
of which access full ULL		258	246	238	1.007	231	222	(14,0)	523	453	(13,4)
of which bundled and unbundled access line		239	226	239	903	257	267	11,7	438	524	19,6
ONLINE CONSUMER SERVICES		0	0	0	0	0	0	n.a.	0	0	n.a.
VALUE-ADDED SERVICES		50	49	52	205	49	47	(6,0)	103	96	(6,8)
OTHERS		126	137	151	546	136	136	7,9	257	273	6,2

REVENUE SPLIT - SEGMENTS

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
GERMANY		5.338	5.485	5.565	21.774	5.397	5.371	0,6	10.723	10.768	0,4
Consumer		2.863	2.967	2.988	11.739	2.918	2.878	0,5	5.785	5.796	0,2
Business customers		1.451	1.489	1.537	5.923	1.465	1.473	1,5	2.898	2.937	1,3
Wholesale	1	941	933	938	3.742	926	928	(1,4)	1.871	1.854	(0,9)
Others	1	83	96	102	370	88	92	10,8	169	181	7,1

1 Revenues Q2/16 not adjusted for special factors related to settlement agreements.

GERMANY

MOBILE COMMUNICATIONS KPIS

	Note	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Change %
AVERAGE MONTHLY CHURN	(%)	1,4	1,6	1,7	1,6	1,7	1,9	0,5p
- contract	(%)	1,7	1,4	1,6	1,6	1,9	2,3	0,6p
SAC PER GROSS ADD	(€)	76	73	81	78	73	75	(1,3)
- contract	(€) 1	109	96	112	110	106	107	(1,8)
- prepaid	(€) 1	13	17	14	15	9	11	(15,4)
SRC PER RETAINED CUSTOMER	(€)	302	238	275	266	254	263	(12,9)
ARPU		14	14	13	14	13	13	(7,1)
- contract	(€)	21	21	20	21	20	20	(4,8)
- prepaid	(€)	3	3	3	3	3	3	0,0
MOU PER CUSTOMER	(min)	90	89	88	89	89	89	(1,1)
- contract	(min)	141	140	137	139	138	138	(2,1)

1 Shift by Contract/Prepaid in Q1/17 and Q2/17 based on a booking correction

GERMANY

Magenta Mobil

Magenta Mobil PLANS IN €	S	M	L	L Plus
Monthly charge (without handset)	34.95	44.95	54.95	79.95
Monthly charge (with handset)	44.95	54.95	64.95	—
Monthly charge (with top handset)	54.95	64.95	74.95	99.95
Voice and SMS ¹	flat	flat	flat	flat
Data	flat	flat	flat	flat
- Data Speed (download)	max	max	max	max
- Data Speed (upload)	max	max	max	max
- Data Volume until speed step down	1 GB	3 GB	6 GB	10 GB
- Data Network	3G/LTE	3G/LTE	3G/LTE	3G/LTE
Streaming	—	StreamOn Music	StreamOn Music & Video	StreamOn Music & Video
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	free	free	free
MultiSim	—	—	—	free ²
Roaming Voice, SMS and Data	free (EU)	free (EU)	free (EU)	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

Magenta Mobil Premium

Premium PLANS IN €	L PREMIUM	L Plus PREMIUM	XL PREMIUM
Monthly charge (with top handset)	84.95	109.95	199,95
handset upgrade period	12 months	12 months	12 months
Voice and SMS ¹	flat	flat	flat
Data	flat	flat	flat
- Data Speed (download)	max	max	max
- Data Speed (upload)	max	max	max
- Data Volume until speed step down	6 GB	10 GB	flat
- Data Network	3G/LTE	3G/LTE	3G/LTE
Streaming	StreamOn Music & Video	StreamOn Music & Video	n.r.
VoIP	free	free	free
Tethering	free	free	free
MMS all net	0.39	0.39	0.39
International Calls (minutes) ²	—	100	flat
International SMS (pieces)	—	100	flat
HotSpot Flatrate	free	free	free
MultiSim	—	free ³	free ³
Roaming Voice, SMS and Data	free (EU)	free (EU)	free (EU Plus)
Fixed line number	—	free	—
Activation fee	29.95	29.95	29.95
Duration of contract	24 months	24 months	24 months

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

2 EU and Country Group 2

3 up to two MultiSIM bookable.

4 incl. 50 MB.

GERMANY

Mobile Options

StreamOn	StreamOn Music	StreamOn Music & Video	MagentaEINS StreamOn Music & Video Max
Monthly charge	0	0	0
Description	Music Streaming zero-rating for connected partners	Music &Video Streaming zero-rating for connected partners, mobile optimized	Music &Video Streaming zero-rating for connected partners, high resolution
Booking restrictions	Starting with MagentaMobil M /MagentaMobil M Friends / FamilyCard M	Starting with MagentaMobil L /MagentaMobil L Friends / FamilyCard L	Only MagentaEINS: Starting with MagentaMobil M /MagentaMobil M Friends / FamilyCard M
INTERNATIONAL OPTIONS IN €	ALL INCLUSIVE (ROAMING)	INTERNATIONAL 100 or 400	INTERNATIONAL SMS 100
Monthly charge	5.00	9.95 or 29.95	9.95
Description	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 €	MULTISIM	DayFlat unlimited	
Monthly charge	4.95	4.95	
Description	up to two MultiSIM bookable.	Data Full Flat for 24h	
ADDITIONAL DATA PACKAGES IN €	MultiData S	MultiData M	MultiData L
Monthly charge	10€	15€	25€
Additional Data Volume (per month)	1 GB	2GB	5GB
Description	up to two MultiSIM bookable	up to two MultiSIM bookable	up to two MultiSIM bookable

GERMANY

DOUBLE PLAY VIA WIRELESS (CALL & SURF VIA FUNK)

DOUBLE PLAY VIA WIRELESS ^{1 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. Regular price €39.95

4 Promotional price. Regular price €49.95

5 Promotional price. Regular price €69.95

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

GERMANY

MAGENTA ZUHAUSE

MAGENTA ZUHAUSE IN €	ZUHAUSE XS ¹	ZUHAUSE S ¹	ZUHAUSE M ¹	ZUHAUSE L ¹
	29.95	34.95 ²	39.95 ²	44.95 ²
	16 Mbit/s bandwidth flat rate Internet usage	16 Mbit/s bandwidth, flat rate Internet usage flat rate voice usage	50 Mbit/s bandwidth flat rate Internet usage flat rate voice usage	100 Mbit/s bandwidth ⁵ flat rate Internet usage flat rate voice usage
ENTERTAIN				
START TV	--		2.00 ³	
ENTERTAIN TV	--		10.00 ^{3,4}	
ENTERTAIN COMFORT SAT	--		10.00 ^{3,4}	
ENTERTAIN TV PLUS	--		15.00 ^{3,4}	
ENTERTAIN SAT	--	5.00 ²		--
CITY, DLD		CENT/MINUTE		
Peak/Off peak	2.9 ct		0 ct	
international			from 2.9 ct	
fixed to mobile			19.0 ct	
CALLING PLANS				
fixed to mobile		12.9 ct/minute, 4.00 monthly minimum charge		
fixed to T-Mobile flatrate			14.95	
fixed to mobile flatrate			19.95	
CountryFlat 1			3.94	
CountryFlat 2			14.95	
Set-up		69.95 (non-recurring charge)		

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

2 Promotional price for new broadband customers: -€15.00/-€20.00/-€25.00 for the first 12 months (ZUHAUSE S/M/L); -€5.00 for the first 12 months in combination with Entertain Sat

3 Additional (footnote 2) promotional price for new broadband customers: -€5.00 for the first 24 months (ZUHAUSE S) / ongoing (ZUHAUSE M&L); Start TV for free for the first 12 months

4 Promotional price for upgraders from Double Play tariffs: -€5.00 for the first 24 months

5 SPEED OPTION XL: Also available with 200 Mbit/s for +€5.00

All prices in € including VAT; excl. terminal equipment.

All prices are charged on a monthly basis if not identified separately (usage prices excluded)

GERMANY

MAGENTA ZUHAUSE HYBRID

MAGENTA ZUHAUSE HYBRID IN €	ZUHAUSE S ¹ HYBRID	ZUHAUSE M ¹ HYBRID	ZUHAUSE L ¹ HYBRID
	34.95 ²	39.95 ²	44.95 ²
	16 Mbit/s bandwidth + Hybrid LTE-Boost (up to 16 Mbit/s), flat rate Internet usage flat rate voice usage	50 Mbit/s bandwidth ³ + Hybrid LTE-Boost (up to 50 Mbit/s), flat rate Internet usage flat rate voice usage	100 Mbit/s bandwidth + Hybrid LTE-Boost (up to 100 Mbit/s), flat rate Internet usage flat rate voice usage
ENTERTAIN			
START TV		2.00 ³	
ENTERTAIN TV		10.00 ^{4,5}	
ENTERTAIN TV PLUS		15.00 ^{4,5}	
CITY, DLD		CENT/MINUTE	
national		0 ct	
international		from 2.9 ct	
fixed to mobile		19.0 ct	
CALLING PLANS			
fixed to mobile		12.9 ct/minute, 4.00 monthly minimum charge	
fixed to T-Mobile flatrate		14.95	
fixed to mobile flatrate		19.95	
CountryFlat 1		3.94	
CountryFlat 2		14.95	
Set-up		69.95 (non-recurring charge)	

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

2 Promotional price for new broadband customers: -€15.00/-€20.00/-€25.00 for the first 12 months (ZUHAUSE S/M/L Hybrid)

3 16 Mbit/s DSL-bandwidth in non-VDSL-areas (ZUHAUSE M Hybrid (2))

4 Additional (footnote 2) promotional price for new broadband customers: -€5.00 for the first 24 months (ZUHAUSE S Hybrid) / ongoing (ZUHAUSE M&L Hybrid); Start TV for free for the first 12 months

5 Promotional price for upgraders from Double Play tariffs: -€5.00 for the first 24 months

All prices excl. terminal equipment; Speedport Hybrid required (rental price per month: 9.95€, purchase price 399.99€)

All prices in € including VAT; excl. terminal equipment.

All prices are charged on a monthly basis if not identified separately (usage prices excluded)

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

GERMANY

SINGLE PLAY

SINGLE PLAY IN €	CALL START ¹	CALL BASIC ^{1,2}	CALL COMFORT ¹
	20.95	20.95	30.94
	Standard, voice usage per minute	Standard, voice usage per minute, up to 120 minutes included within Germany	Standard, voice flat rate within Germany
CITY, CDL	€ CENT/MINUTE		
Peak/Off peak		2.9	flat
international		from 2.9	
fixed to mobile		19.0	
CALLING PLANS			
CountryFlat 1			
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	
Set-up		69.95 (non-recurring charge)	

1 Standard; Universal + €8

2 Universal up to 240 Min included

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

All prices in € including VAT.

GERMANY

MAGENTA EINS

MAGENTA EINS ¹ IN €	MagentaEINS S	MagentaEINS M	MagentaEINS L
Monthly charge	39.90 ²	59.85 ²	74.85 ²
Fixed Line	Flatrate from fixed line to all national networks, including calls to all mobile networks. Internet Flat up to 16 Mbit/s download speed.	Flatrate from fixed line to all national networks, including calls to all mobile networks. Internet Flat up to 50 Mbit/s download speed.	Flatrate from fixed line to all national networks, including calls to all mobile networks. Internet Flat up to 100 Mbit/s download speed.
Mobile	Unlimited SMS and calls from mobile into all national networks in Germany. 1 GB Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.	Unlimited SMS and calls from mobile into all national networks in Germany. 3 GB Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.	Unlimited SMS and calls from mobile into all national networks in Germany. 6 GB Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.
TV	"EntertainTV mobil" included without extra charge.	EntertainTV incl. HD Receiver 500 GB Memory, including more than 20 channels in HD quality. "EntertainTV mobil" included without extra charge.	EntertainTV Plus incl. HD Receiver 500 GB Memory, including more than 45 channels in HD quality. "EntertainTV mobil" included without extra charge.
MagentaEINS StreamOn Music&Video Max		Music &Video Streaming zero-rating for connected partners, high resolution	Music &Video Streaming zero-rating for connected partners, high resolution
Set-up	Service fee of 69,95€ for new fixed line & 29,95€ for new mobile contract.		
Duration of contract	24 months for new costumers; duration depends otherwise on fixed network and/or on mobile network contract conditions		
Handsets, options, calling plans, etc.	Available based on comparable mobile and fixed line stand-alone offers.		

1 Booking Prerequisites: only available as IP-Tariff; Mobile tariff with monthly charge \geq €29.95; Identical adress for fixed and mobile contracts.

2 Promotional price in the first 12 months for new customers; Regular price € 59.90 (S), €84.85 (M) and €104,85 (L). Prices might vary in online channel due to special online discounts.

3 Price for international calls depend of fixed-network and/or mobile-network contract. Otherwise from 2.9 cent/min. (fixed line) and from 69 cent/min. (mobile)

More MagentaEINS convergent Bundles including existing customers' tariffs available.

For general terms & conditions and further details, please visit: www.telekom.de. All prices in € and include 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 ¹	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW ¹
Local	0.24	0.10	0.24	0.10
Single transit	0.26	entfallen	0.26	entfallen
Double transit national	0.26	0.10	0.26	0.10
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	0.24	0.23	0.24	0.23
Single transit	0.35	entfallen	0.35	entfallen
Double transit national	0.41	0.23	0.41	0.23
FULLY UNBUNDLED ("ULL")	OLD		NEW	
One time fee	29.78 ²		27.11 ³	
Monthly fee	10.19 ⁴		10.02 ⁵	
PARTIALLY UNBUNDLED ("LINE SHARING")	OLD		NEW	
One time fee	34.13 ¹¹		34.23 ¹²	
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 Jan. 01, 2017 to Dec. 31, 2018.

2 Depending on complexity – valid to Sep. 30, 2016.

3 Depending on complexity – valid to Sep. 30, 2018.

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

5 Twisted pair copper access line valid to Jun. 30, 2019.

6 valid to Jun. 30, 2014.

7 valid from Jul. 01, 2014.

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.

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

12 Depending on complexity – valid from Jul. 01, 2014.

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FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		8.196	8.281	9.445	33.738	8.982	9.236	12,7	16.012	18.218	13,8
NET REVENUE		8.195	8.282	9.443	33.736	8.982	9.236	12,7	16.011	18.218	13,8
EBITDA	1	2.172	2.156	2.325	8.561	2.386	2.640	21,5	4.080	5.025	23,2
EBITDA margin (EBITDA / total revenues)	%	26,5	26,0	24,6	25,4	26,6	28,6	2,1p	25,5	27,6	2,1p
Depreciation, amortization and impairment losses		(1.302)	(1.315)	(1.353)	(5.282)	(1.387)	(1.308)	(0,5)	(2.614)	(2.695)	(3,1)
Profit (loss) from operations = EBIT		870	841	972	3.279	999	1.332	53,1	1.466	2.331	59,0
CASH CAPEX	2	1.211	1.042	746	4.199	1.409	1.216	0,4	2.411	2.625	8,9
CASH CONTRIBUTION	2	961	1.114	1.579	4.362	977	1.423	48,1	1.669	2.400	43,8

FINANCIALS (AS REPORTED)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		8.196	8.281	9.445	33.738	8.982	9.236	12,7	16.012	18.218	13,8
NET REVENUE		8.195	8.282	9.443	33.736	8.982	9.236	12,7	16.011	18.218	13,8
EBITDA		2.123	2.241	2.335	8.967	2.390	2.635	24,1	4.391	5.025	14,4
EBITDA margin (EBITDA / total revenue)	%	25,9	27,1	24,7	26,6	26,6	28,5	2,6p	27,4	27,6	0,2p
Depreciation, amortization and impairment losses		(1.302)	(1.315)	(1.353)	(5.282)	(1.387)	(1.308)	(0,5)	(2.614)	(2.695)	(3,1)
Profit (loss) from operations = EBIT		821	926	982	3.685	1.003	1.328	61,8	1.777	2.331	31,2
CASH CAPEX		1.251	1.671	1.177	5.855	1.442	8.463	n.a.	3.007	9.905	n.a.
CASH CONTRIBUTION		872	570	1.158	3.112	948	(5.828)	n.a.	1.384	(4.880)	n.a.

1 Excluding special factors affecting EBITDA of EUR 49mn in Q2/16, EUR (85mn) in Q3/16, EUR (10mn) in Q4/16, in Q1/17 EUR (4mn) and EUR 4mn in Q2/17

2 Adjusted by excluding spectrum purchases of EUR 40mn in Q2/16, EUR 629mn in Q3/16, EUR 431mn in Q4/16, EUR 33mn in Q1/17 and EUR 7.247mn in Q2/17

UNITED STATES

EBITDA RECONCILIATION

		Q2	Q3	Q4	FY	Q1	Q2	Change	H1	H1	Change
	Note	2016	2016	2016	2016	2017	2017		2016	2017	
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	%	millions of €	millions of €	%
TOTAL REVENUE		8.196	8.281	9.445	33.738	8.982	9.236	12,7	16.012	18.218	13,8
Profit (loss) from operations = EBIT		821	926	982	3.685	1.003	1.328	61,8	1.777	2.331	31,2
- Depreciation, amortization and impairment losses		(1.302)	(1.315)	(1.353)	(5.282)	(1.387)	(1.308)	(0,5)	(2.614)	(2.695)	(3,1)
= EBITDA		2.123	2.241	2.335	8.967	2.390	2.635	24,1	4.391	5.025	14,4
EBITDA margin	%	25,9	27,1	24,7	26,6	26,6	28,5	2,6p	27,4	27,6	0,2p
- Special factors affecting EBITDA		(49)	85	10	406	4	(4)	91,8	311	0	(100,0)
= EBITDA ADJUSTED FOR SPECIAL FACTORS	1	2.172	2.156	2.325	8.561	2.386	2.640	21,5	4.080	5.025	23,2
EBITDA margin (adjusted for special factors)	%	26,5	26,0	24,6	25,4	26,6	28,6	2,1p	25,5	27,6	2,1p

SPECIAL FACTORS

		Q2	Q3	Q4	FY	Q1	Q2	H1	H1
	Note	2016	2016	2016	2016	2017	2017	2016	2017
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €
EFFECTS ON EBITDA		(49)	85	10	406	4	(4)	311	0
- of which personnel		(2)	(1)	(1)	(11)	(1)	(4)	(9)	(5)
- of which other		(47)	86	11	417	5	0	320	5
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(49)	85	10	406	4	(4)	311	0
- of which personnel		(2)	(1)	(1)	(11)	(1)	(4)	(9)	(5)
- of which other		(47)	86	11	417	5	0	320	5

1 Excluding special factors affecting EBITDA of EUR 49mn in Q2/16, EUR (85mn) in Q3/16, EUR (10mn) in Q4/16, EUR (4mn) in Q1/17 and EUR 4mn in Q2/17.

UNITED STATES⁴

OPERATIONAL

	Note	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Change %	H1 2016	H1 2017	Change %
CUSTOMERS (END OF PERIOD)	('000)	67.384	69.354	71.455	71.455	72.597	69.562	3,2	67.384	69.562	3,2
Branded postpaid	('000)	33.626	33.230	34.427	34.427	35.341	36.158	7,5	33.626	36.158	7,5
Branded prepay	('000)	18.914	19.272	19.813	19.813	20.199	20.293	7,3	18.914	20.293	7,3
- BRANDED	('000)	52.540	52.502	54.240	54.240	55.540	56.451	7,4	52.540	56.451	7,4
- WHOLESALE	('000)	5	14.844	16.852	17.215	17.057	13.111	(11,7)	14.844	13.111	(11,7)
NET ADDS	('000)	1.881	1.970	2.101	8.173	1.142	1.333	(29,1)	4.102	2.475	(39,7)
Branded postpaid		890	969	1.197	4.097	914	817	(8,2)	1.931	1.731	(10,4)
Branded prepay	('000)	476	684	541	2.508	386	94	(80,3)	1.283	480	(62,6)
- BRANDED	('000)	1.366	1.653	1.738	6.605	1.300	911	(33,3)	3.214	2.211	(31,2)
- WHOLESALE	('000)	515	317	363	1.568	(158)	422	(18,1)	888	264	(70,3)
AVERAGE MONTHLY CHURN											
- Branded postpaid	(%)	1,4	1,5	1,5	1,5	1,4	1,3	(0,1)	1,4	1,3	(0,1)p
- Branded prepay	(%)	3,9	3,8	3,9	3,9	4,0	3,9	0,0	3,9	4,0	0,1p
TOTAL REVENUES	(€ million)	8.196	8.281	9.445	33.738	8.982	9.236	12,7	16.012	18.218	13,8
Service revenue	(€ million)	1	5.982	6.258	6.602	24.712	6.783	11,4	11.852	13.448	13,5
EBITDA (ADJUSTED FOR SPECIAL FACTORS)	(€ million)	2	2.172	2.156	2.325	8.561	2.386	26,40	4.080	5.025	23,2
EBITDA margin (adjusted for special factors)											
(EBITDA / total revenue)	(%)	26,5	26,0	24,6	25,4	26,6	28,6	2,1p	25,5	27,6	2,1p
EBITDA margin (adjusted for special factors)											
(EBITDA / service revenue)	(%)	36,3	34,5	35,2	34,6	35,2	39,6	3,3p	34,4	37,4	3,0p
ARPU											
- Branded postpaid	(€)	39	40	42	40	42	40	2,6	39	41	5,1
- Branded prepay	(€)	33	34	35	34	36	35	6,1	33	35	6,1
NON-VOICE % OF ARPU	(%)	59	58	59	58	61	63	4,0p	59	62	3,0p
CASH CAPEX	(€ million)	1.251	1.671	1.177	5.855	1.442	8.463	n.a.	3.007	9.905	n.a.
CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)	(€ million)	3	1.211	1.042	746	4.199	1.216	0,4	2.411	2.625	8,9
CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)	(€ million)	3	961	1.114	1.579	4.362	977	1.423	1.669	2.400	43,8

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 49mn in Q2/16, EUR (85mn) in Q3/16, EUR (10mn) in Q4/16, EUR (4mn) in Q1/17 and EUR 4mn in Q2/17.

3 Adjusted by excluding spectrum purchases of EUR 40mn in Q2/16, EUR 629mn in Q3/16, EUR 431mn in Q4/16, EUR 33mn in Q1/17 and EUR 7.247mn in Q2/17.

4 On September 1, 2016 T-Mobile US sold its marketing rights to certain of T-Mobile US' existing co-branded customers to a current wholesale partner for a nominal consideration (the Wholesale Transaction).

Upon the sale, the transaction resulted in a transfer of 1,365 thousand branded postpaid customers and 326 thousand branded prepay customers to wholesale customers. Prospectively from September 1, 2016, net customer additions for these customers are included within wholesale customers. Ending customers as of September 30, 2016 reflect the transfer in connection with the transaction.

5 T-Mobile US believes current and future regulatory changes have made the Lifeline program offered by T-Mobile US wholesale partners uneconomical. T-Mobile US will continue to support the wholesale partners offering the Lifeline program, but have excluded the Lifeline customers from the reported wholesale subscriber base resulting in a removal of 4,368 thousand reported wholesale customers as of the beginning of the second quarter of 2017.

For plan details see:

<https://prepaid-phones.t-mobile.com/simple-choice-prepaid-plans>

<https://prepaid-phones.t-mobile.com/prepaid-monthly-plans>

<https://explore.t-mobile.com/t-mobile-one>

<https://www.metropcs.com/shop/plans>

UNITED STATES⁴

OPERATIONAL IN US-\$

	Note	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Change %	H1 2016	H1 2017	Change %	
CUSTOMERS (END OF PERIOD)	('000)	67.384	69.354	71.455	71.455	72.597	69.562	3,2	67.384	69.562	3,2	
Branded postpaid	('000)	33.626	33.230	34.427	34.427	35.341	36.158	7,5	33.626	36.158	7,5	
Branded prepay	('000)	18.914	19.272	19.813	19.813	20.199	20.293	7,3	18.914	20.293	7,3	
- BRANDED	('000)	52.540	52.502	54.240	54.240	55.540	56.451	7,4	52.540	56.451	7,4	
- WHOLESALE	5	14.844	16.852	17.215	17.215	17.057	13.111	(11,7)	14.844	13.111	(11,7)	
NET ADDS	('000)	1.881	1.970	2.101	8.173	1.142	1.333	(29,1)	4.102	2.475	(39,7)	
Branded postpaid		890	969	1.197	4.097	914	817	(8,2)	1.931	1.731	(10,4)	
Branded prepay	('000)	476	684	541	2.508	386	94	(80,3)	1.283	480	(62,6)	
- BRANDED	('000)	1.366	1.653	1.738	6.605	1.300	911	(33,3)	3.214	2.211	(31,2)	
- WHOLESALE	('000)	515	317	363	1.568	(158)	422	(18,1)	888	264	(70,3)	
AVERAGE MONTHLY CHURN												
- Branded postpaid	(%)	1,4	1,5	1,5	1,5	1,4	1,3	(0,1)	1,4	1,3	(0,1p)	
- Branded prepay	(%)	3,9	3,8	3,9	3,9	4,0	3,9	0,0	3,9	4,0	0,1p	
TOTAL REVENUES	(USD million)	9.256	9.244	10.175	37.294	9.563	10.151	9,7	17.875	19.714	10,3	
Service revenue	(USD million)	1	6.756	6.985	7.115	27.328	7.221	7.329	8,5	13.228	14.550	10,0
EBITDA (ADJUSTED FOR SPECIAL FACTORS)	(USD million)	2	2.453	2.406	2.502	9.465	2.540	2.899	18,2	4.557	5.439	19,4
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(%)	26,5	26,0	24,6	25,4	26,6	28,6	2,1p	25,5	27,6	2,1p	
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(%)	36,3	34,4	35,2	34,6	35,2	39,6	3,3p	34,4	37,4	3,0p	
BLENDED ARPU												
- Branded postpaid	(USD)	44	45	45	44	45	44	0,0	44	44	0,0	
- Branded prepay	(USD)	37	38	38	38	38	38	2,7	37	38	2,7	
NON-VOICE % OF ARPU	(%)	59	58	59	58	61	63	4,0p	59	62	3,0p	
CASH CAPEX	(USD million)	1.413	1.867	1.275	6.488	1.534	9.334	n.a.	3.346	10.868	n.a.	
CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)	(USD million)	3	1.368	1.161	812	1.498	1.330	(2,8)	2.690	2.828	5,1	
CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)	(USD million)	3	1.085	1.245	4.802	1.042	1.569	44,6	1.867	2.611	39,9	

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 56mn in Q2/16, USD (96mn) in Q3/16, USD (11mn) in Q4/16, USD (5mn) in Q1/17 and USD 5mn in Q2/17.

3 Adjusted by excluding spectrum purchases of USD 45mn in Q2/16, USD 706mn in Q3/16, USD 463mn in Q4/16, USD 36mn in Q1/17 and USD 8.004mn in Q2/17.

4 On September 1, 2016 T-Mobile US sold its marketing rights to certain of T-Mobile US' existing co-branded customers to a current wholesale partner for a nominal consideration (the Wholesale Transaction).

Upon the sale, the transaction resulted in a transfer of 1,365 thousand branded postpaid customers and 326 thousand branded prepay customers to wholesale customers. Prospectively from September 1, 2016,

net customer additions for these customers are included within wholesale customers. Ending customers as of September 30, 2016 reflect the transfer in connection with the transaction.

5 T-Mobile US believes current and future regulatory changes have made the Lifeline program offered by T-Mobile US wholesale partners uneconomical. T-Mobile US will continue to

support the wholesale partners offering the Lifeline program, but have excluded the Lifeline customers from the reported wholesale subscriber base resulting in a removal of

4,368 thousand reported wholesale customers as of the beginning of the second quarter of 2017.

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

For plan details see:

<https://prepaid-phones.t-mobile.com/simple-choice-prepaid-plans>

<https://prepaid-phones.t-mobile.com/prepaid-monthly-plans>

<https://explore.t-mobile.com/t-mobile-one>

<https://www.metropcs.com/shop/plans>

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EUROPE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		2.794	2.900	2.996	11.454	2.781	2.860	2,4	5.558	5.641	1,5
NET REVENUE		2.704	2.812	2.900	11.111	2.695	2.772	2,5	5.399	5.467	1,3
EBITDA	1	968	1.037	930	3.866	889	947	(2,2)	1.899	1.836	(3,3)
EBITDA margin (EBITDA / total revenue)	%	34,6	35,8	31,0	33,8	32,0	33,1	(1,5p)	34,2	32,5	(1,7p)
Depreciation, amortization and impairment losses		(581)	(591)	(659)	(2.405)	(553)	(557)	4,1	(1.155)	(1.110)	3,9
Profit (loss) from operations = EBIT	2	387	446	271	1.461	336	390	0,8	744	726	(2,4)
CASH CAPEX	3	372	360	411	1.598	473	403	8,3	827	876	5,9
CASH CONTRIBUTION		596	677	519	2.268	416	544	(8,7)	1.072	960	(10,4)

FINANCIALS (AS REPORTED)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		2.794	2.900	2.996	11.454	2.781	2.860	2,4	5.558	5.641	1,5
NET REVENUE		2.704	2.812	2.900	11.111	2.695	2.772	2,5	5.399	5.467	1,3
EBITDA		955	1.015	894	3.773	877	913	(4,4)	1.864	1.791	(3,9)
EBITDA margin (EBITDA / total revenue)	%	34,2	35,0	29,8	32,9	31,5	31,9	(2,3p)	33,5	31,7	(1,8p)
Depreciation, amortization and impairment losses		(581)	(591)	(843)	(2.589)	(553)	(557)	4,1	(1.155)	(1.110)	3,9
Profit (loss) from operations = EBIT		373	424	51	1.184	324	357	(4,3)	709	681	(3,9)
CASH CAPEX		371	876	413	2.600	475	403	8,6	1.311	878	(33,0)
CASH CONTRIBUTION		584	139	481	1.173	402	510	(12,7)	553	913	65,1

1 Special factors affecting EBITDA: EUR 13mn in Q2/16, EUR 22mn in Q3/16, EUR 36mn in Q4/16, EUR 12mn in Q1/17 and EUR 33mn in Q2/17.

2 Special factors affecting EBIT: EUR 13mn in Q2/16 (thereof EUR 13mn resulting from EBITDA), EUR 22mn in Q3/16 (thereof EUR 22mn resulting from EBITDA), 220mn EUR in Q4/16 (thereof 36mn EUR resulting from EBITDA), EUR 12mn EUR in Q1/17 (thereof EUR 12mn EUR resulting from EBITDA) and EUR 33mn in Q2/17 (thereof EUR 33mn resulting from EBITDA).

3 EUR -1mn in Poland in Q2/16, EUR 462mn in Poland in Q3/16, EUR 27mn in Czech Republic in Q3/16, EUR 27mn in Montenegro in Q3/16, EUR 1mn in Poland in Q4/16, EUR 1mn in Greece in Q4/16, EUR 1mn in Montenegro in Q4/16 and EUR 2mn in Greece in Q1/17.

EUROPE

EBITDA RECONCILIATION

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		2.794	2.900	2.996	11.454	2.781	2.860	2,4	5.558	5.641	1,5
TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)		2.794	2.900	2.996	11.454	2.781	2.860	2,4	5.558	5.641	1,5
Profit (loss) from operations = EBIT		373	424	51	1.184	324	357	(4,3)	709	681	(3,9)
- Depreciation, amortization and impairment losses		(581)	(591)	(843)	(2.589)	(553)	(557)	4,1	(1.155)	(1.110)	3,9
= EBITDA		955	1.015	894	3.773	877	913	(4,4)	1.864	1.791	(3,9)
EBITDA margin	%	34,2	35,0	29,8	32,9	31,5	31,9	(2,3p)	33,5	31,7	(1,8p)
- Special factors affecting EBITDA		(13)	(22)	(36)	(93)	(12)	(33)	n.a.	(35)	(45)	(28,6)
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		968	1.037	930	3.866	889	947	(2,2)	1.899	1.836	(3,3)
EBITDA margin (adjusted for special factors)	%	34,6	35,8	31,0	33,8	32,0	33,1	(1,5p)	34,2	32,5	(1,7p)

SPECIAL FACTORS

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
EFFECTS ON EBITDA		(13)	(22)	(36)	(93)	(12)	(33)	n.a.	(35)	(45)	(28,6)
- of which personnel		(12)	(39)	(21)	(100)	(11)	(13)	(8,3)	(40)	(24)	40,0
- of which other		(1)	18	(15)	7	0	(21)	n.a.	5	(21)	n.a.
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(13)	(22)	(220)	(277)	(12)	(33)	n.a.	(35)	(45)	(28,6)
- of which personnel		(12)	(39)	(21)	(100)	(11)	(13)	(8,3)	(40)	(24)	40,0
- of which other		(1)	18	(199)	(177)	0	(21)	n.a.	5	(21)	n.a.

GREECE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		702	745	752	2.883	690	693	(1,3)	1.386	1.383	(0,2)
- of which Fixed network		459	479	503	1.890	471	454	(1,1)	908	925	1,9
- of which Mobile communications		291	319	307	1.194	274	293	0,7	568	566	(0,4)
EBITDA	1	268	300	286	1.120	266	273	1,9	535	539	0,7
- of which Fixed network		163	176	172	676	171	166	1,8	328	337	2,7
- of which Mobile communications		97	114	100	403	87	100	3,1	189	187	(1,1)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	38,2	40,3	38,0	38,8	38,6	39,4	1,2p	38,6	39,0	0,4p
- of which Fixed network	%	35,5	36,7	34,2	35,8	36,3	36,6	1,1p	36,1	36,4	0,3p
- of which Mobile communications	%	33,3	35,7	32,6	33,8	31,8	34,1	0,8p	33,3	33,0	(0,3p)
CASH CAPEX (AS REPORTED)		99	94	95	375	102	123	24,2	187	225	20,3
- of which Fixed network		50	62	53	221	64	71	42,0	106	135	27,4
- of which Mobile communications		47	28	37	142	38	51	8,5	78	89	14,1
CASH CONTRIBUTION		169	206	191	745	164	150	(11,2)	348	314	(9,8)
- of which Fixed network		113	114	119	455	107	95	(15,9)	222	202	(9,0)
- of which Mobile communications		50	86	63	261	49	49	(2,0)	111	98	(11,7)

1 Special factors affecting EBITDA: EUR 1mn in Q2/16, EUR 17mn in Q3/16, EUR 7mn in Q4/16 and EUR 2mn in Q1/17.

GREECE

OPERATIONALS

	Note	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Change %	H1 2016	H1 2017	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	2.576	2.569	2.564	2.564	2.547	2.539	(1,4)	2.576	2.539	(1,4)
- IP	('000)	302	437	607	607	759	937	n.a.	302	937	n.a.
Broadband Access Lines Retail	('000)	1.573	1.603	1.633	1.633	1.653	1.680	6,8	1.573	1.680	6,8
TV (IPTV, SAT, Cable)	('000)	457	476	497	497	499	501	9,6	457	501	9,6
Wholesale Bundled Access Lines	('000)	38	43	49	49	56	67	76,3	38	67	76,3
ULLs/Wholesale PSTN	('000)	2.063	2.061	2.091	2.091	2.108	2.102	1,9	2.063	2.102	1,9
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)	234	258	230	944	218	236	0,9	456	454	(0,4)
CUSTOMERS	('000)	7.610	7.666	7.725	7.725	7.733	7.737	1,7	7.610	7.737	1,7
- contract	('000)	2.226	2.225	2.218	2.218	2.226	2.224	(0,1)	2.226	2.224	(0,1)
- prepaid	('000)	5.384	5.442	5.507	5.507	5.507	5.513	2,4	5.384	5.513	2,4
NET ADDS	('000)	133	56	58	326	8	4	(97,0)	211	12	(94,3)
- contract	('000)	(5)	(2)	(6)	(31)	8	(2)	60,0	(23)	6	n.a.
- prepaid	('000)	138	58	65	357	0	6	(95,7)	234	6	(97,4)
AVERAGE MONTHLY CHURN	(%)	1,6	2,0	1,8	1,7	1,7	2,2	0,6p	1,6	1,9	0,3p
- contract	(%)	1,4	1,3	1,4	1,4	1,2	1,3	(0,1p)	1,5	1,3	(0,2p)
SAC PER GROSS ADD	€	12	10	11	11	15	11	(8,3)	12	13	8,3
- contract	€	62	61	63	63	73	69	11,3	64	71	10,9
- prepaid	€	2	2	2	2	4	3	50,0	2	3	50,0
SRC PER RETAINED CUSTOMER	€	36	39	42	39	43	35	(2,8)	38	39	2,6
ARPU	€	10	11	10	10	9	10	0,0	10	10	0,0
- contract	€	25	27	24	25	23	25	0,0	24	24	0,0
- prepaid	€	4	5	4	4	4	4	0,0	4	4	0,0
NON-VOICE % OF ARPU	(%)	29	32	31	30	33	34	5p	29	33	4p
MOU PER CUSTOMER	(min)	282	278	273	276	263	276	(2,1)	276	270	(2,2)
- contract	(min)	452	451	441	442	421	441	(2,4)	438	431	(1,6)

ROMANIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		242	242	267	985	230	236	(2,5)	476	466	(2,1)
PRODUCT VIEW		242	242	267	985	230	236	(2,5)	476	466	(2,1)
- Fixed network		135	136	159	557	127	126	(6,7)	263	243	(7,6)
- Mobile communications		107	107	108	428	104	103	(3,7)	213	206	(3,3)
SEGMENT VIEW		242	242	267	985	230	236	(2,5)	476	466	(2,1)
- of which Consumer		152	152	152	608	144	144	(5,3)	306	288	(5,9)
- of which Business		56	54	81	240	49	41	(26,8)	107	82	(23,4)
EBITDA	1	37	53	46	175	37	39	5,4	76	76	0,0
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	15,3	21,9	17,2	17,8	16,1	16,5	1,2p	16,0	16,3	0,3p
CASH CAPEX (AS REPORTED)		29	30	24	117	48	36	24,1	63	85	34,9
CASH CONTRIBUTION		8	23	22	58	(11)	3	(62,5)	13	(9)	n.a.

1 Special factors affecting EBITDA: EUR 5mn in Q2/16, EUR 1mn in Q3/16 and EUR 8mn in Q2/17.

ROMANIA

OPERATIONALS

	Note	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Change %	H1 2016	H1 2017	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	2.029	1.998	1.969	1.969	1.937	1.922	(5,3)	2.029	1.922	(5,3)
- IP	('000)	437	467	493	493	520	562	28,6	437	562	28,6
Broadband Access Lines Retail	('000)	1.204	1.198	1.194	1.194	1.186	1.191	(1,1)	1.204	1.191	(1,1)
TV (IPTV, SAT, Cable)	('000)	1.461	1.461	1.464	1.464	1.457	1.471	0,7	1.461	1.471	0,7
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	(€)	81	83	80	326	78	80	(1,2)	162	158	(2,5)
CUSTOMERS	('000)	5.909	5.869	5.722	5.722	5.428	5.278	(10,7)	5.909	5.278	(10,7)
- contract	('000)	1.956	1.966	2.007	2.007	2.024	2.047	4,7	1.956	2.047	4,7
- prepaid	('000)	3.953	3.903	3.715	3.715	3.403	3.231	(18,3)	3.953	3.231	(18,3)
NET ADDS	('000)	(25)	(40)	(147)	(270)	(294)	(149)	n.a.	(83)	(444)	n.a.
- contract	('000)	33	10	41	114	17	23	(30,3)	63	40	(36,5)
- prepaid	('000)	(58)	(50)	(188)	(384)	(312)	(172)	n.a.	(146)	(484)	n.a.
AVERAGE MONTHLY CHURN	(%)	3,1	3,1	3,3	3,3	3,7	3,4	0,3p	3,3	3,6	0,3p
- contract	(%)	1,5	1,5	1,6	1,6	1,8	1,4	(0,1p)	1,6	1,6	0,0p
SAC PER GROSS ADD	€	8	6	10	9	10	14	75,0	10	12	20,0
- contract	€	35	27	34	35	27	61	74,3	39	45	15,4
- prepaid	€	0	1	1	1	1	0	n.a.	1	1	0,0
SRC PER RETAINED CUSTOMER	€	20	22	11	16	12	13	(35,0)	16	13	(18,8)
ARPU	€	5	5	5	5	5	5	0,0	5	5	0,0
- contract	€	9	9	9	9	8	9	0,0	9	9	0,0
- prepaid	€	3	3	2	3	3	3	0,0	3	3	0,0
NON-VOICE % OF ARPU	(%)	29	30	31	30	31	32	3p	29	32	3p
MOU PER CUSTOMER	(min)	292	281	284	290	286	293	0,3	298	289	(3,0)
- contract	(min)	428	409	415	421	402	401	(6,3)	431	401	(7,0)

HUNGARY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		408	415	447	1.673	415	454	11,3	811	869	7,2
PRODUCT VIEW		408	415	447	1.673	415	454	11,3	811	869	7,2
- Fixed network		187	187	217	787	198	222	18,7	382	420	9,9
- Mobile communications		220	227	229	885	217	232	5,5	429	449	4,7
SEGMENT VIEW		408	415	447	1.673	415	454	11,3	811	869	7,2
- of which Consumer		235	238	247	948	239	248	5,5	463	487	5,2
- of which Business		134	138	166	577	143	170	26,9	273	313	14,7
EBITDA	1	144	145	124	539	109	141	(2,1)	270	250	(7,4)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	35,3	34,9	27,7	32,2	26,3	31,1	(4,2p)	33,3	28,8	(4,5p)
CASH CAPEX (AS REPORTED)		66	61	81	279	69	58	(12,1)	137	127	(7,3)
CASH CONTRIBUTION		78	84	43	260	40	83	6,4	133	123	(7,5)

1 Special factors affecting EBITDA: EUR 3mn in Q4/16, EUR 2mn in Q1/17 and EUR 2mn in Q2/17.

HUNGARY

OPERATIONALS¹

	Note	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Change %	H1 2016	H1 2017	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	1.655	1.650	1.629	1.629	1.630	1.637	(1,1)	1.655	1.637	(1,1)
- IP	('000)	1.428	1.506	1.583	1.583	1.587	1.597	11,8	1.428	1.597	11,8
Broadband Access Lines Retail	('000) 1	1.003	1.014	1.011	1.011	1.026	1.047	4,4	1.003	1.047	4,4
TV (IPTV, SAT, Cable)	('000) 1	971	979	969	969	985	1.006	3,6	971	1.006	3,6
Wholesale Bundled Access Lines	('000)	16	15	14	14	13	13	(18,8)	16	13	(18,8)
ULLs/Wholesale PSTN	('000)	9	8	7	7	6	6	(33,3)	9	6	(33,3)
Wholesale Unbundled Access Lines	('000)	12	12	12	12	11	20	66,7	12	20	66,7
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)	176	179	177	706	175	180	2,3	350	355	1,4
CUSTOMERS	('000)	5.344	5.301	5.332	5.332	5.304	5.390	0,9	5.344	5.390	0,9
- contract	('000)	3.110	3.122	3.155	3.155	3.188	3.327	7,0	3.110	3.327	7,0
- prepaid	('000)	2.234	2.179	2.177	2.177	2.116	2.063	(7,7)	2.234	2.063	(7,7)
NET ADDS	('000)	(27)	(43)	31	(172)	(28)	86	n.a.	(160)	58	n.a.
- contract	('000)	10	12	33	52	33	139	n.a.	7	172	n.a.
- prepaid	('000)	(37)	(55)	(2)	(224)	(61)	(53)	(43,2)	(167)	(114)	31,7
AVERAGE MONTHLY CHURN	(%)	1,4	1,6	1,3	1,6	1,3	1,3	(0,1p)	1,6	1,3	(0,3p)
- contract	(%)	0,8	0,8	0,8	0,8	0,7	0,7	(0,1p)	0,9	0,7	(0,2p)
SAC PER GROSS ADD	€	20	18	21	19	25	13	(35,0)	19	19	0,0
- contract	€	45	44	46	44	44	19	(57,8)	42	31	(26,2)
- prepaid	€	6	5	6	5	5	2	(66,7)	4	4	0,0
SRC PER RETAINED CUSTOMER	€	56	57	64	59	68	28	(50,0)	56	48	(14,3)
ARPU	€	11	11	11	11	11	11	0,0	11	11	0,0
- contract	€	16	16	16	16	16	16	0,0	16	16	0,0
- prepaid	€	4	4	4	4	3	4	0,0	4	4	0,0
NON-VOICE % OF ARPU	(%)	33	34	35	34	36	37	4p	33	37	4p
MOU PER CUSTOMER	(min)	201	199	200	197	201	212	5,5	194	206	6,2
- contract	(min)	309	298	304	300	300	307	(0,6)	298	304	2,0

¹ The Q4/16 numbers are including 19k disconnections in BB and 22k disconnections in TV.

POLAND

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		344	373	394	1.488	364	378	9,9	721	742	2,9
PRODUCT VIEW		344	373	394	1.488	364	378	9,9	721	742	2,9
- Fixed network		24	25	25	99	25	25	4,2	49	50	2,0
- Mobile communications		319	347	368	1.388	339	352	10,3	673	692	2,8
SEGMENT VIEW		344	373	394	1.488	364	378	9,9	721	742	2,9
- of which Consumer		197	201	217	812	206	207	5,1	394	413	4,8
- of which Business		126	129	138	516	122	129	2,4	250	251	0,4
EBITDA	1	100	125	136	482	100	125	25,0	220	224	1,8
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	29,1	33,5	34,5	32,4	27,5	33,1	4,0p	30,5	30,2	(0,3p)
CASH CAPEX (AS REPORTED)		34	493	70	1.143	76	34	0,0	581	111	(80,9)
CASH CONTRIBUTION		66	(368)	66	(661)	24	91	37,9	(361)	113	n.a.

1 Special factors affecting EBITDA: EUR 1mn in Q3/16, EUR 4mn in Q4/16 EUR 1mn in Q1/17 and EUR 1mn in Q2/17.

POLAND

OPERATIONALS^{1,2}

	Note	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Change %	H1 2016	H1 2017	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000) 2	18	20	20	20	33	31	72,2	18	31	72,2
- IP	('000)	2	2	2	2	2	1	(50,0)	2	1	(50,0)
Broadband Access Lines Retail	('000) 2	10	10	10	10	20	18	80,0	10	18	80,0
TV (IPTV, SAT, Cable)	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
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)	5	5	5	5	0	0	(100,0)	5	0	(100,0)
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)	220	235	246	945	217	227	3,2	464	445	(4,1)
CUSTOMERS	('000)	11.635	11.221	10.634	10.634	10.229	10.251	(11,9)	11.635	10.251	(11,9)
- contract	('000)	6.516	6.541	6.612	6.612	6.696	6.741	3,5	6.516	6.741	3,5
- prepaid	('000) 1	5.119	4.680	4.022	4.022	3.533	3.510	(31,4)	5.119	3.510	(31,4)
NET ADDS	('000)	(186)	(414)	(587)	(1.422)	(405)	21	n.a.	(421)	(383)	9,0
- contract	('000)	(3)	25	70	43	84	45	n.a.	(53)	129	n.a.
- prepaid	('000)	(183)	(440)	(657)	(1.465)	(489)	(24)	86,9	(368)	(513)	(39,4)
AVERAGE MONTHLY CHURN	(%)	3,3	3,2	3,4	3,3	3,2	2,0	(1,3p)	3,4	2,6	(0,8p)
- contract	(%)	1,1	1,2	1,4	1,2	1,3	1,1	0,0p	1,1	1,2	0,1p
SAC PER GROSS ADD	€	6	6	10	7	7	2	(66,7)	6	4	(33,3)
- contract	€	27	16	15	21	12	3	(88,9)	29	7	(75,9)
- prepaid	€	1	1	4	2	2	2	100,0	1	2	100,0
SRC PER RETAINED CUSTOMER	€	0	(1)	13	4	(3)	(5)	n.a.	0	(4)	n.a.
ARPU	€	6	7	8	7	7	7	16,7	7	7	0,0
- contract	€	9	10	11	10	10	10	11,1	10	10	0,0
- prepaid	€	2	2	2	2	2	3	50,0	2	2	0,0
NON-VOICE % OF ARPU	(%)	46	42	42	42	47	48	2p	42	48	6p
MOU PER CUSTOMER	(min)	213	215	232	216	246	248	16,4	209	247	18,2
- contract	(min)	334	327	338	331	340	330	(1,2)	330	335	1,5

1 In Q1/17 the number of prepaid customers has been influenced by the Prepaid Registration which ended in January 2017.

2 From Q1/17 reporting has been amended to cover additional local GTS accesses.

CZECH REPUBLIC

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		234	239	258	959	237	248	6,0	462	485	5,0
PRODUCT VIEW		234	239	258	959	237	248	6,0	462	485	5,0
- Fixed network		51	52	66	220	54	59	15,7	102	113	10,8
- Mobile communications		182	187	192	739	182	189	3,8	360	372	3,3
SEGMENT VIEW		234	239	258	959	237	248	6,0	462	485	5,0
- of which Consumer		117	120	124	474	117	121	3,4	230	238	3,5
- of which Business		105	106	119	433	104	111	5,7	208	215	3,4
EBITDA	1	100	103	98	400	100	100	0,0	199	200	0,5
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	42,7	43,1	38,0	41,7	42,2	40,3	(2,4p)	43,1	41,2	(1,9p)
CASH CAPEX (AS REPORTED)		42	51	26	160	37	28	(33,3)	84	64	(23,8)
CASH CONTRIBUTION		58	52	72	240	63	72	24,1	115	136	18,3

1 Special factors affecting EBITDA: EUR 1mn in Q3/16, EUR 2mn in Q4/16, EUR 1mn in Q1/17 and EUR 1mn in Q2/17.

CZECH REPUBLIC

OPERATIONALS

	Note	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Change %	H1 2016	H1 2017	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	140	147	140	140	143	146	4,3	140	146	4,3
- IP	('000)	125	132	126	126	130	133	6,4	125	133	6,4
Broadband Access Lines Retail	('000)	131	130	132	132	133	133	1,5	131	133	1,5
TV (IPTV, SAT, Cable)	('000)	6	16	12	12	15	19	n.a.	6	19	n.a.
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
ULLs/Wholesale PSTN	('000)	6	6	6	6	6	6	0,0	6	6	0,0
Wholesale Unbundled Access Lines	('000)	2	2	2	2	2	2	0,0	2	2	0,0
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)	169	173	171	678	169	177	4,7	335	346	3,3
CUSTOMERS	('000)	6.008	6.002	6.049	6.049	6.097	6.155	2,4	6.008	6.155	2,4
- contract	('000)	3.623	3.646	3.687	3.687	3.736	3.790	4,6	3.623	3.790	4,6
- prepaid	('000)	2.385	2.356	2.362	2.362	2.361	2.365	(0,8)	2.385	2.365	(0,8)
NET ADDS	('000)	(16)	(5)	46	30	48	58	n.a.	(11)	107	n.a.
- contract	('000)	(5)	23	40	90	49	55	n.a.	26	104	n.a.
- prepaid	('000)	(11)	(29)	6	(60)	(1)	4	n.a.	(37)	3	n.a.
AVERAGE MONTHLY CHURN	(%)	1,4	1,4	1,3	1,4	1,2	1,2	(0,2p)	1,4	1,2	(0,2p)
- contract	(%)	0,6	0,5	0,5	0,5	0,5	0,5	(0,1p)	0,6	0,5	(0,1p)
SAC PER GROSS ADD	€	23	18	25	22	21	24	4,3	22	23	4,5
- contract	€	54	48	58	52	49	55	1,9	51	52	2,0
- prepaid	€	3	3	5	4	2	2	(33,3)	4	2	(50,0)
SRC PER RETAINED CUSTOMER	€	14	15	17	14	19	21	50,0	13	20	53,8
ARPU	€	9	10	9	9	9	10	11,1	9	9	0,0
- contract	€	13	14	13	13	13	13	0,0	13	13	0,0
- prepaid	€	3	4	4	3	3	4	33,3	3	3	0,0
NON-VOICE % OF ARPU	(%)	47	49	49	48	50	50	3p	47	50	3p
MOU PER CUSTOMER	(min)	161	152	158	157	158	159	(1,2)	158	159	0,6
- contract	(min)	238	222	230	231	230	230	(3,4)	235	230	(2,1)

CROATIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		230	238	237	925	224	231	0,4	450	455	1,1
PRODUCT VIEW		230	238	237	925	224	231	0,4	450	455	1,1
- Fixed network		137	135	144	551	133	134	(2,2)	272	268	(1,5)
- Mobile communications		93	102	93	374	90	97	4,3	179	187	4,5
SEGMENT VIEW		230	238	237	925	224	231	0,4	450	455	1,1
- of which Consumer		120	125	126	488	120	124	3,3	236	244	3,4
- of which Business		72	67	88	297	70	73	1,4	142	143	0,7
EBITDA	1	95	103	94	374	84	96	1,1	177	180	1,7
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	41,3	43,3	39,7	40,4	37,5	41,6	0,3p	39,3	39,6	0,3p
CASH CAPEX (AS REPORTED)		39	35	28	155	34	48	23,1	92	82	(10,9)
CASH CONTRIBUTION		56	68	66	219	50	48	(14,3)	85	98	15,3

1 Special factors affecting EBITDA: EUR 3mn in Q4/16, EUR 4mn in Q1/17 and EUR 2mn in Q2/17.

CROATIA

OPERATIONALS

	Note	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Change %	H1 2016	H1 2017	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	1.009	1.004	1.001	1.001	992	986	(2,3)	1.009	986	(2,3)
- IP	('000)	1.008	1.004	1.000	1.000	991	985	(2,3)	1.008	985	(2,3)
Broadband Access Lines Retail	('000)	639	642	649	649	653	655	2,5	639	655	2,5
TV (IPTV, SAT, Cable)	('000)	391	394	401	401	408	411	5,1	391	411	5,1
Wholesale Bundled Access Lines	('000)	30	25	21	21	17	15	(50,0)	30	15	(50,0)
ULLs/Wholesale PSTN	('000)	153	151	148	148	144	140	(8,5)	153	140	(8,5)
Wholesale Unbundled Access Lines	('000)	93	104	113	113	124	127	36,6	93	127	36,6
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)	72	83	71	292	69	75	4,2	138	144	4,3
CUSTOMERS	('000)	2.246	2.332	2.234	2.234	2.210	2.237	(0,4)	2.246	2.237	(0,4)
- contract	('000)	1.128	1.130	1.159	1.159	1.165	1.206	6,9	1.128	1.206	6,9
- prepaid	('000)	1.119	1.202	1.075	1.075	1.045	1.030	(8,0)	1.119	1.030	(8,0)
NET ADDS	('000)	40	86	(98)	2	(24)	27	(32,5)	14	3	(78,6)
- contract	('000)	8	2	29	40	6	41	n.a.	9	47	n.a.
- prepaid	('000)	32	84	(127)	(38)	(30)	(15)	n.a.	5	(45)	n.a.
AVERAGE MONTHLY CHURN	(%)	2,2	2,4	3,9	2,8	2,6	2,2	0,0p	2,4	2,4	0,0p
- contract	(%)	1,1	1,1	1,1	1,1	1,2	1,0	(0,1p)	1,1	1,1	0,0p
SAC PER GROSS ADD	€	14	11	19	14	20	16	14,3	14	18	28,6
- contract	€	51	64	56	56	66	52	2,0	52	59	13,5
- prepaid	€	2	2	2	2	2	2	0,0	2	2	0,0
SRC PER RETAINED CUSTOMER	€	49	54	51	56	53	54	10,2	59	54	(8,5)
ARPU	€	11	12	10	11	10	11	0,0	10	10	0,0
- contract	€	16	18	15	16	15	16	0,0	15	15	0,0
- prepaid	€	6	6	5	6	5	6	0,0	5	5	0,0
NON-VOICE % OF ARPU	(%)	49	49	50	49	50	51	2p	49	51	2p
MOU PER CUSTOMER	(min)	214	208	207	206	209	219	2,3	205	214	4,4
- contract	(min)	285	282	276	276	270	330	15,8	272	335	23,2

SLOVAKIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		186	191	202	766	183	185	(0,5)	373	368	(1,3)
PRODUCT VIEW		186	191	202	766	183	185	(0,5)	373	368	(1,3)
- Fixed network		95	98	108	398	90	94	(1,1)	192	184	(4,2)
- Mobile communications		90	93	93	368	93	92	2,2	181	184	1,7
SEGMENT VIEW		186	191	202	766	183	185	(0,5)	373	368	(1,3)
- of which Consumer		118	120	122	480	98	99	(16,1)	237	197	(16,9)
- of which Business		45	45	59	195	69	70	55,6	91	139	52,7
EBITDA	1	79	83	62	302	77	81	2,5	157	158	0,6
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	42,5	43,5	30,7	39,4	42,1	43,8	1,3p	42,1	42,9	0,8p
CASH CAPEX (AS REPORTED)		43	20	25	119	37	32	(25,6)	63	69	9,5
CASH CONTRIBUTION		35	59	37	183	40	49	40,0	94	89	(5,3)

1 Special factors affecting EBITDA: EUR 28mn in Q4/16 and EUR 18mn in Q2/17.

SLOVAKIA

OPERATIONALS

	Note	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Change %	H1 2016	H1 2017	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	848	847	850	850	854	855	0,8	848	855	0,8
- IP	('000)	848	847	850	850	854	855	0,8	848	855	0,8
Broadband Access Lines Retail	('000)	489	496	509	509	523	532	8,8	489	532	8,8
TV (IPTV, SAT, Cable)	('000)	509	517	538	538	564	574	12,8	509	574	12,8
Wholesale Bundled Access Lines	('000)	16	16	15	15	15	14	(12,5)	16	14	(12,5)
Wholesale Unbundled Access Lines	('000)	113	113	113	113	111	109	(3,5)	113	109	(3,5)
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)	80	83	82	327	83	82	2,5	162	165	1,9
CUSTOMERS	('000)	2.227	2.226	2.225	2.225	2.230	2.235	0,4	2.227	2.235	0,4
- contract	('000)	1.463	1.467	1.478	1.478	1.398	1.410	(3,6)	1.463	1.410	(3,6)
- prepaid	('000)	763	759	747	747	832	825	8,1	763	825	8,1
NET ADDS	('000)	(4)	0	(1)	(10)	5	5	n.a.	(9)	10	n.a.
- contract	('000)	2	4	11	24	(80)	12	n.a.	10	(68)	n.a.
- prepaid	('000)	(6)	(4)	(12)	(35)	85	(7)	(16,7)	(18)	78	n.a.
AVERAGE MONTHLY CHURN	(%)	1,2	1,2	1,4	1,3	1,4	1,1	(0,1p)	1,3	1,2	(0,1p)
- contract	(%)	0,8	0,8	1,0	0,9	2,8	0,7	(0,1p)	0,9	1,8	0,9p
SAC PER GROSS ADD	€	48	46	66	51	45	44	(8,3)	46	44	(4,3)
- contract	€	93	90	113	95	98	86	(7,5)	86	92	7,0
- prepaid	€	4	3	3	3	2	3	(25,0)	3	3	0,0
SRC PER RETAINED CUSTOMER	€	133	118	174	143	133	114	(14,3)	132	124	(6,1)
ARPU	€	12	12	12	12	12	12	0,0	12	12	0,0
- contract	€	17	17	17	17	17	18	5,9	17	17	0,0
- prepaid	€	3	3	3	3	3	3	0,0	3	3	0,0
NON-VOICE % OF ARPU	(%)	39	41	41	40	42	42	3p	40	42	2p
MOU PER CUSTOMER	(min)	179	171	180	175	115	179	0,0	175	179	2,3
- contract	(min)	249	236	247	242	158	251	0,8	244	247	1,2

AUSTRIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		208	219	220	855	228	215	3,4	416	443	6,5
- of which Consumer		155	158	163	630	161	151	(2,6)	309	313	1,3
- of which Business		45	47	50	184	39	39	(13,3)	88	78	(11,4)
EBITDA	1	70	79	41	258	89	69	(1,4)	139	158	13,7
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	33,7	36,1	18,6	30,2	39,0	32,1	(1,6p)	33,4	35,7	2,3p
CASH CAPEX (AS REPORTED)		24	32	43	139	45	30	25,0	64	75	17,2
CASH CONTRIBUTION		46	47	(2)	119	44	39	(15,2)	75	83	10,7

OPERATIONALS

	Note	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Change %	H1 2016	H1 2017	Change %
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)	179	189	186	732	200	185	3,4	357	386	8,1
CUSTOMERS	('000)	4.275	4.365	4.594	4.594	4.713	4.984	16,6	4.275	4.984	16,6
- contract	('000)	3.057	3.120	3.175	3.175	3.195	3.240	6,0	3.057	3.240	6,0
- prepaid	('000)	1.218	1.244	1.418	1.418	1.518	1.744	43,2	1.218	1.744	43,2
NET ADDS	('000)	54	90	229	386	102	271	n.a.	67	373	n.a.
- contract	('000)	56	64	55	216	2	46	(17,9)	98	48	(51,0)
- prepaid	('000)	(2)	26	174	169	100	226	n.a.	(31)	326	n.a.
AVERAGE MONTHLY CHURN	(%)	2,7	2,8	2,5	2,7	2,4	2,2	(0,5p)	2,7	2,3	(0,4p)
- contract	(%)	2,4	2,7	2,2	2,4	2,7	2,5	0,1p	2,4	2,6	0,2p
SAC PER GROSS ADD	€	24	25	35	28	21	19	(20,8)	26	20	(23,1)
- contract	€	32	33	71	42	33	35	(9,4)	33	34	3,0
- prepaid	€	4	3	2	3	3	2	(50,0)	4	2	(50,0)
SRC PER RETAINED CUSTOMER	€	107	113	156	122	113	129	20,6	105	120	14,3
ARPU	€	14	15	14	14	14	13	(7,1)	14	14	0,0
- contract	€	18	19	18	18	20	18	0,0	18	18	0,0
- prepaid	€	4	4	4	4	3	3	(25,0)	4	4	0,0
NON-VOICE % OF ARPU	(%)	45	46	46	46	42	47	2p	45	44	(1p)
MOU PER CUSTOMER	(min)	192	179	181	186	174	166	(13,5)	192	170	(11,5)
- contract	(min)	219	203	211	214	205	199	(9,1)	221	202	(8,6)

1 Special factors affecting EBITDA: EUR -15mn in Q4/16.

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SYSTEMS SOLUTIONS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		1.719	1.674	1.741	6.993	1.704	1.688	(1,8)	3.578	3.392	(5,2)
International Revenue		501	487	499	2.143	482	477	(4,8)	1.158	959	(17,2)
NET REVENUE		1.402	1.349	1.382	5.678	1.369	1.349	(3,8)	2.947	2.717	(7,8)
EBITDA		111	139	84	530	96	136	22,5	307	232	(24,4)
EBITDA margin (EBITDA / total revenue)	%	6,5	8,3	4,8	7,6	5,6	8,1	1,6p	8,6	6,8	(1,8p)
Depreciation, amortization and impairment losses		(95)	(102)	(110)	(404)	(98)	(95)	0,0	(191)	(193)	(1,0)
Profit (loss) from operations = EBIT		15	37	(26)	126	(2)	41	n.a.	116	39	(66,4)
EBIT MARGIN	%	0,9	2,2	(1,5)	1,8	(0,1)	2,4	1,5p	3,2	1,1	(2,1p)
CASH CAPEX		96	85	143	402	86	91	(5,2)	174	177	1,7
CASH CONTRIBUTION		15	54	(59)	128	10	45	n.a.	133	55	(58,6)
ORDER ENTRY		1.496	1.303	2.495	6.851	1.274	1.295	(13,4)	3.053	2.569	(15,9)

FINANCIALS (AS REPORTED)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		1.719	1.674	1.741	6.993	1.704	1.688	(1,8)	3.578	3.392	(5,2)
NET REVENUE		1.402	1.349	1.382	5.678	1.369	1.349	(3,8)	2.947	2.717	(7,8)
EBITDA		33	87	11	278	61	97	n.a.	180	158	(12,2)
EBITDA margin (EBITDA / total revenue)	%	1,9	5,2	0,6	4,0	3,6	5,7	3,8p	5,0	4,7	(0,3p)
Depreciation, amortization and impairment losses		(95)	(118)	(119)	(428)	(98)	(97)	(2,1)	(191)	(195)	(2,1)
Profit (loss) from operations = EBIT		(62)	(31)	(108)	(150)	(37)	0	n.a.	(11)	(37)	n.a.
CASH CAPEX		96	85	143	402	86	91	(5,2)	174	177	1,7
CASH CONTRIBUTION		(63)	2	(132)	(124)	(25)	6	n.a.	6	(19)	n.a.

SYSTEMS SOLUTIONS

EBITDA RECONCILIATION

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		1.719	1.674	1.741	6.993	1.704	1.688	(1,8)	3.578	3.392	(5,2)
Profit (loss) from operations = EBIT		(62)	(31)	(108)	(150)	(37)	0	100,0	(11)	(37)	n.a.
- Depreciation, amortization and impairment losses		(95)	(118)	(119)	(428)	(98)	(97)	(2,1)	(191)	(195)	(2,1)
= EBITDA		33	87	11	278	61	97	n.a.	180	158	(12,2)
EBITDA margin	%	1,9	5,2	0,6	4,0	3,6	5,7	3,8p	5,0	4,7	(0,3p)
- Special factors affecting EBITDA		(77)	(52)	(73)	(252)	(35)	(39)	49,4	(127)	(74)	41,7
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		111	139	84	530	96	136	22,5	307	232	(24,4)
EBITDA margin (adjusted for special factors)	%	6,5	8,3	4,8	7,6	5,6	8,1	1,6p	8,6	6,8	(1,8p)

SPECIAL FACTORS

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
EFFECTS ON EBITDA		(77)	(52)	(73)	(252)	(35)	(39)	49,4	(127)	(74)	41,7
- of which personnel		(50)	(25)	(37)	(136)	(14)	(18)	64,0	(74)	(32)	56,8
- of which other		(27)	(27)	(36)	(116)	(21)	(21)	22,2	(53)	(42)	20,8
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(77)	(67)	(82)	(276)	(35)	(42)	45,5	(127)	(76)	40,2
- of which personnel		(50)	(25)	(37)	(136)	(14)	(18)	64,0	(74)	(32)	56,8
- of which other		(27)	(43)	(45)	(140)	(21)	(23)	14,8	(53)	(44)	17,0

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GROUP DEVELOPMENT

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		573	588	610	2.347	595	562	(1,9)	1.148	1.157	0,8
Netherlands		319	332	356	1.331	341	345	8,2	643	687	6,8
DFMG		220	221	218	876	217	213	(3,2)	437	430	(1,6)
Other		34	35	36	140	37	4	(88,2)	68	40	(41,2)
EBITDA		256	251	213	943	238	236	(7,8)	479	475	(0,8)
Netherlands		102	91	77	358	110	119	16,7	190	229	20,5
DFMG		146	156	133	563	124	126	(13,7)	275	250	(9,1)
Other		8	4	3	22	4	(9)	n.a.	14	(4)	n.a.
EBITDA margin (EBITDA / total revenue)	%	44,7	42,7	34,9	40,2	40,0	42,0	(2,7p)	41,7	41,1	(0,6p)
Depreciation, amortization and impairment losses		(87)	(85)	(83)	(345)	(71)	(71)	18,4	(177)	(143)	19,2
Profit (loss) from operations = EBIT		168	167	130	598	167	165	(1,8)	302	332	9,9
CASH CAPEX		40	69	69	247	81	57	42,5	110	138	25,5
CASH CONTRIBUTION		216	182	144	696	157	179	(17,1)	369	337	(8,7)

FINANCIALS (AS REPORTED)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		573	588	610	2.347	595	562	(1,9)	1.148	1.157	0,8
NET REVENUE		423	433	458	1.744	444	415	(1,9)	852	858	0,7
EBITDA	1,2	305	239	217	3.490	758	460	50,8	3.034	1.217	(59,9)
Depreciation, amortization and impairment losses		(87)	(85)	(498)	(760)	(71)	(71)	18,4	(177)	(143)	19,2
Profit (loss) from operations = EBIT		217	154	(281)	2.730	686	388	78,8	2.857	1.074	(62,4)
CASH CAPEX		40	69	69	271	81	57	42,5	133	138	3,8
CASH CONTRIBUTION		265	170	148	3.219	677	403	52,1	2.901	1.079	(62,8)

1 Q1/17: Income from the sale of stake in Strato AG.

2 Q2/17: Income from the sale of stake in Scout24.

GROUP DEVELOPMENT

EBITDA RECONCILIATION

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		573	588	610	2.347	595	562	(1,9)	1.148	1.157	0,8
Profit (loss) from operations = EBIT	1, 2	217	154	(281)	2.730	686	388	78,8	2.857	1.074	(62,4)
- Depreciation, amortization and impairment losses		(87)	(85)	(498)	(760)	(71)	(71)	18,4	(177)	(143)	19,2
= EBITDA	1, 2	305	239	217	3.490	758	460	50,8	3.034	1.217	(59,9)
EBITDA margin	%	53,2	40,6	35,6	n.a.	n.a.	81,9	28,7p	n.a.	n.a.	n.a.
- Special factors affecting EBITDA		49	(12)	4	2.547	519	223	n.a.	2.555	742	(71,0)
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		256	251	213	943	238	236	(7,8)	479	475	(0,8)
EBITDA margin (adjusted for special factors)	%	44,7	42,7	34,9	40,2	40,0	42,0	(2,7p)	41,7	41,1	(0,6p)

SPECIAL FACTORS^{1, 2}

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
EFFECTS ON EBITDA	1, 2	49	(12)	4	2.547	519	223	n.a.	2.555	742	(71,0)
- of which personnel		(6)	(1)	(28)	(35)	5	(1)	83,3	(6)	4	n.a.
- of which other	1, 2	55	(12)	32	2.582	514	224	n.a.	2.562	738	(71,2)
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		49	(12)	(411)	2.132	519	223	n.a.	2.555	742	(71,0)
- of which personnel		(6)	(1)	(28)	(35)	5	(1)	83,3	(6)	4	n.a.
- of which other	1, 2	55	(12)	(383)	2.167	514	224	n.a.	2.562	738	(71,2)

1 Q1/17: Income from the sale of stake in Strato AG.

2 Q2/17: Income from the sale of stake in Scout24.

NETHERLANDS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		319	332	356	1.331	341	345	8,2	643	687	6,8
PRODUCT VIEW		319	332	356	1.331	341	345	8,2	643	687	6,8
- Fixed network		0	0	4	4	21	22	n.a.	0	44	n.a.
- Mobile communications		319	332	353	1.327	320	323	1,3	643	643	0,0
SEGMENT VIEW		319	332	356	1.331	341	345	8,2	643	687	6,8
- of which Consumer		222	232	247	929	228	203	(8,6)	450	431	(4,2)
- of which Business		58	62	66	247	63	64	10,3	119	127	6,7
EBITDA		102	91	77	358	110	119	16,7	190	229	20,5
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	32,0	27,4	21,6	26,9	32,3	34,5	2,5p	29,5	33,3	3,8p
CASH CAPEX (AS REPORTED)		13	27	29	123	41	36	n.a.	67	77	14,9
CASH CONTRIBUTION		89	64	48	235	69	83	(6,7)	123	152	23,6

NETHERLANDS

OPERATIONALS

	Note	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Change %	H1 2016	H1 2017	Change %	
FIXED NETWORK (END OF PERIOD)												
Fixed network Access Lines	('000)	0	0	164	164	176	184	n.a.	0	184	n.a.	
- IP	('000)	0	0	164	164	176	184	n.a.	0	184	n.a.	
Broadband Access Lines Retail	('000)	0	0	164	164	176	184	n.a.	0	184	n.a.	
TV (IPTV, SAT, Cable)	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.	
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.	
ULLs/Wholesale PSTN		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)	226	232	230	916	226	228	0,9	454	454	0%	
CUSTOMERS	('000)	3.671	3.703	3.746	3.746	3.789	3.830	4,3	3.671	3.830	4,3	
- contract	('000)	2.857	2.911	2.982	2.982	3.051	3.112	8,9	2.857	3.112	8,9	
- prepaid	('000)	814	792	764	764	738	719	(11,7)	814	719	(11,7)	
NET ADDS	('000)	3	31	44	69	43	41	n.a.	(6)	84	n.a.	
- contract	('000)	32	54	71	183	69	61	90,6	57	130	n.a.	
- prepaid	('000)	(29)	(23)	(27)	(114)	(26)	(19)	34,5	(63)	(45)	28,6	
AVERAGE MONTHLY CHURN	(%)	1,4	1,4	1,3	1,4	1,3	1,2	(0,2p)	1,5	1,2	(0,3p)	
- contract	(%)	1,0	1,1	1,1	1,1	1,0	0,9	(0,1p)	1,1	0,9	(0,2p)	
SAC PER GROSS ADD	€	1	98	110	175	126	79	52	(46,9)	104	88	(15,4)
- contract	€	115	135	196	148	92	59	(48,7)	123	101	(17,9)	
- prepaid	€	14	11	16	15	(1)	3	(78,6)	16	1	(93,8)	
SRC PER RETAINED CUSTOMER	€	1	104	92	181	126	56	38	(63,5)	113	53	(53,1)
ARPU	€	21	21	21	21	20	20	(4,8)	21	20	(3,8)	
- contract	€	25	26	25	25	24	23	(8,0)	26	30	15,4	
- prepaid	€	4	4	4	4	4	3	(25,0)	4	4	0,0	
NON-VOICE % OF ARPU	(%)	62	64	60	61	56	59	(4,8)	61	58	(3p)	
MOU PER CUSTOMER	(min)	189	178	191	184	181	189	0,0	184	187	1,6	
- contract	(min)	233	218	233	228	217	226	(3,0)	230	224	(2,6)	

1 The Subscriber Acquisition Costs per Gross Add and Subscriber Retention Cost per Retained Subscriber show a sharp decline. This reflects the changes in customer protection law effective from Jan-17.

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GROUP HEADQUARTERS & GROUP SERVICES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		910	846	929	3.467	737	787	(13,5)	1.691	1.525	(9,8)
NET REVENUE		92	96	150	421	88	83	(9,8)	175	171	(2,3)
EBITDA		(89)	(141)	(293)	(670)	(128)	(90)	(1,1)	(236)	(218)	7,6
EBITDA margin (EBITDA / total revenue)	%	(9,8)	(16,7)	(31,5)	(19,3)	(17,4)	(11,4)	(1,6p)	(14,0)	(14,3)	(0,3p)
Depreciation, amortization and impairment losses		(192)	(158)	(176)	(676)	(148)	(192)	0,0	(342)	(341)	0,3
Profit (loss) from operations = EBIT		(281)	(298)	(469)	(1.346)	(276)	(282)	(0,4)	(578)	(559)	3,3
CASH CAPEX		207	222	279	936	242	239	15,5	434	481	10,8
CASH CONTRIBUTION		(296)	(363)	(572)	(1.606)	(370)	(329)	(11,1)	(670)	(699)	(4,3)

FINANCIALS (AS REPORTED)

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		910	846	929	3.467	737	787	(13,5)	1.691	1.525	(9,8)
NET REVENUE		92	96	150	421	88	83	(9,8)	175	171	(2,3)
EBITDA		(379)	(219)	(365)	(1.243)	(144)	(90)	76,3	(659)	(233)	64,6
EBITDA margin (EBITDA / total revenue)	%	(41,6)	(25,9)	(39,3)	(35,9)	(19,5)	(11,4)	30,2p	(39,0)	(15,3)	23,7p
Depreciation, amortization and impairment losses		(192)	(158)	(176)	(676)	(148)	(192)	0,0	(342)	(341)	0,3
Profit (loss) from operations = EBIT		(571)	(376)	(542)	(1.919)	(292)	(282)	50,6	(1.001)	(574)	42,7
CASH CAPEX		207	222	279	936	242	239	15,5	434	481	10,8
CASH CONTRIBUTION		(586)	(441)	(644)	(2.179)	(386)	(329)	43,9	(1.093)	(714)	34,7

GROUP HEADQUARTERS & GROUP SERVICES

EBITDA RECONCILIATION

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
TOTAL REVENUE		910	846	929	3.467	737	787	(13,5)	1.691	1.525	(9,8)
Profit (loss) from operations = EBIT		(571)	(376)	(542)	(1.919)	(292)	(282)	50,6	(1.001)	(574)	42,7
- Depreciation, amortization and impairment losses		(192)	(158)	(176)	(676)	(148)	(192)	0,0	(342)	(341)	0,3
= EBITDA		(379)	(219)	(365)	(1.243)	(144)	(90)	76,3	(659)	(233)	64,6
EBITDA margin	%	(41,6)	(25,9)	(39,3)	(35,9)	(19,5)	(11,4)	30,2p	(39,0)	(15,3)	23,7p
- Special factors affecting EBITDA		(290)	(78)	(72)	(574)	(16)	1	n.a.	(423)	(15)	96,5
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		(89)	(141)	(293)	(670)	(128)	(90)	(1,1)	(236)	(218)	7,6
EBITDA margin (adjusted for special factors)	%	(9,8)	(16,7)	(31,5)	(19,3)	(17,4)	(11,4)	(1,6p)	(14,0)	(14,3)	(0,3p)

SPECIAL FACTORS

	Note	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Change %	H1 2016 millions of €	H1 2017 millions of €	Change %
EFFECTS ON EBITDA		(290)	(78)	(72)	(574)	(16)	1	n.a.	(423)	(15)	96,5
- of which personnel		(238)	(75)	(144)	(502)	(19)	(25)	89,5	(284)	(44)	84,5
- of which other		(52)	(3)	71	(71)	3	26	n.a.	(139)	29	n.a.
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(290)	(78)	(72)	(574)	(16)	1	n.a.	(423)	(15)	96,5
- of which personnel		(238)	(75)	(144)	(502)	(19)	(25)	89,5	(284)	(44)	84,5
- of which other		(52)	(3)	71	(71)	3	26	n.a.	(139)	29	n.a.

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.
	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.