

# Backup Finanzzahlen 3. Quartal 2010

## Deutsche Telekom

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Erleben, was verbindet.



# Finanzkennzahlen

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**DT Group.**  
At a Glance I.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>16.262</b>	<b>16.237</b>	<b>64.639</b>	<b>15.812</b>	<b>15.531</b>	<b>15.601</b>	<b>(4,1)</b>	<b>48.402</b>	<b>46.944</b>	<b>(3,0)</b>
Germany		6.471	6.438	25.460	6.189	6.197	6.317	(2,4)	19.022	18.703	(1,7)
Europe		5.124	5.035	19.607	4.774	4.030	4.123	(19,5)	14.572	12.927	(11,3)
United States		3.758	3.658	15.471	3.814	4.188	4.143	10,2	11.813	12.145	2,8
Systems Solutions		2.125	2.388	8.798	2.131	2.242	2.205	3,8	6.410	6.578	2,6
Group Headquarters & Shared Services		593	587	2.410	565	583	567	(4,4)	1.823	1.715	(5,9)
Reconciliation		(1.809)	(1.869)	(7.107)	(1.661)	(1.709)	(1.754)	3,0	(5.238)	(5.124)	2,2
<b>Net revenue</b>											
Germany		6.008	6.022	23.850	5.804	5.806	5.899	(1,8)	17.828	17.509	(1,8)
Europe		4.969	4.886	18.996	4.613	3.869	3.951	(20,5)	14.110	12.433	(11,9)
United States		3.755	3.655	15.457	3.810	4.185	4.140	10,3	11.802	12.135	2,8
Systems Solutions		1.467	1.618	6.083	1.532	1.610	1.555	6,0	4.465	4.697	5,2
Group Headquarters & Shared Services		63	56	253	53	61	56	(11,1)	197	170	(13,7)
<b>Group</b>		<b>16.262</b>	<b>16.237</b>	<b>64.639</b>	<b>15.812</b>	<b>15.531</b>	<b>15.601</b>	<b>(4,1)</b>	<b>48.402</b>	<b>46.944</b>	<b>(3,0)</b>
<b>EBITDA (adjusted for special factors)</b>											
Germany		2.523	2.340	9.607	2.299	2.438	2.523	n.a.	7.267	7.260	(0,1)
Europe		1.844	1.595	6.390	1.587	1.431	1.465	(20,6)	4.795	4.483	(6,5)
United States		1.089	935	4.261	1.008	1.120	1.028	(5,6)	3.326	3.156	(5,1)
Systems Solutions		231	250	923	196	231	222	(3,9)	673	649	(3,6)
Group Headquarters & Shared Services		(112)	(11)	(315)	(172)	(182)	(192)	(71,4)	(304)	(546)	(79,6)
Reconciliation		(47)	(39)	(198)	(28)	(26)	(25)	46,8	(159)	(79)	50,3
<b>Group</b>		<b>5.528</b>	<b>5.070</b>	<b>20.668</b>	<b>4.890</b>	<b>5.012</b>	<b>5.021</b>	<b>(9,2)</b>	<b>15.598</b>	<b>14.923</b>	<b>(4,3)</b>
Proportional EBITDA		-	-	-	4.302	4.444	4.402	-	-	13.148	-

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>EBITDA margin (adjusted for special factors)</b>											
<b>(EBITDA / total revenue)</b>	%										
Germany	%	39,0	36,3	37,7	37,1	39,3	39,9	0,9p	38,2	38,8	0,6p
Europe	%	36,0	31,7	32,6	33,2	35,5	35,5	(0,5p)	32,9	34,7	1,8p
United States	%	29,0	25,6	27,5	26,4	26,7	24,8	(4,2p)	28,2	26,0	(2,2p)
Systems Solutions	%	10,9	10,5	10,5	9,2	10,3	10,1	(0,8p)	10,5	9,9	(0,6p)
Group Headquarters & Shared Services	%	(18,9)	(1,9)	(13,1)	(30,4)	(31,2)	(33,9)	(15,0p)	(16,7)	(31,8)	(15,1p)
<b>Group</b>	%	<b>34,0</b>	<b>31,2</b>	<b>32,0</b>	<b>30,9</b>	<b>32,3</b>	<b>32,2</b>	<b>(1,8p)</b>	<b>32,2</b>	<b>31,8</b>	<b>(0,4p)</b>
<b>Cash capex</b>											
Germany		771	903	3.158	651	774	862	11,8	2.255	2.287	1,4
Europe		562	654	2.489	568	454	396	(29,5)	1.835	1.418	(22,7)
United States		552	464	2.666	481	534	496	(10,1)	2.202	1.511	(31,4)
Systems Solutions		144	205	681	148	220	206	43,1	476	574	20,6
Group Headquarters & Shared Services		126	120	449	109	70	99	(21,4)	329	278	(15,5)
Reconciliation		(24)	(97)	(241)	(23)	(11)	24	n.a.	(144)	(58)	59,7
<b>Group</b>		<b>2.131</b>	<b>2.249</b>	<b>9.202</b>	<b>1.934</b>	<b>2.041</b>	<b>2.036</b>	<b>(4,5)</b>	<b>6.953</b>	<b>6.011</b>	<b>(13,5)</b>
<b>Net profit (loss)</b>											
adjusted for special factors		1.074	905	3.390	891	814	969	(9,8)	2.485	2.674	7,6
as reported		959	(3)	353	767	475	1.035	7,9	356	2.277	n.a.
<b>Free cash flow (before dividend payments and spectrum investment)</b>		<b>3.286</b>	<b>1.863</b>	<b>6.969</b>	<b>1.439</b>	<b>1.489</b>	<b>1.882</b>	<b>(42,7)</b>	<b>5.106</b>	<b>4.810</b>	<b>(5,8)</b>
Proportional Free cash flow		-	-	-	1.332	1.338	1.602	-	-	4.273	-
<b>Net debt</b>		<b>42.389</b>	<b>40.911</b>	<b>40.911</b>	<b>40.418</b>	<b>46.250</b>	<b>43.747</b>	<b>3,2</b>	<b>42.389</b>	<b>43.747</b>	<b>3,2</b>

000'	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	Delta q.o.q.		Delta y.o.y.	
								abs.	%	abs.	%
<b>Broadband retail lines (end of period)</b>	<b>2</b>	<b>14.982</b>	<b>15.358</b>	<b>15.358</b>	<b>15.675</b>	<b>15.873</b>	<b>16.029</b>	<b>156</b>	<b>1,0</b>	<b>1.047</b>	<b>7,0</b>
Germany		11.301	11.477	11.477	11.665	11.795	11.844	49	0,4	543	4,8
Europa		3.681	3.881	3.881	4.010	4.078	4.185	107	2,6	504	13,7
Greece		1.006	1.060	1.060	1.093	1.095	1.092	(3)	(0,3)	86	8,5
Romania		750	776	776	808	840	902	62	7,4	152	20,3
Hungary		608	628	628	648	655	672	17	2,6	64	10,5
Czech Republic		0	42	42	46	49	53	4	8,2	53	n.a.
Croatia		527	555	555	573	584	600	16	2,7	73	13,9
Netherlands		296	293	293	290	288	288	0	0,0	(8)	(2,7)
Slovakia		345	362	362	378	387	392	5	1,3	47	13,6
others		150	165	165	175	180	186	6	3,3	36	24,0
<b>Fixed network lines (end of period)</b>	<b>3</b>	<b>39.133</b>	<b>38.504</b>	<b>38.504</b>	<b>37.854</b>	<b>37.285</b>	<b>36.548</b>	<b>(737)</b>	<b>(2,0)</b>	<b>(2.585)</b>	<b>(6,6)</b>
Germany		26.653	26.236	26.236	25.864	25.549	25.024	(525)	(2,1)	(1.629)	(6,1)
Europa		12.480	12.268	12.268	11.990	11.736	11.524	(212)	(1,8)	(956)	(7,7)
Greece		4.349	4.228	4.228	4.095	3.970	3.858	(112)	(2,8)	(491)	(11,3)
Romania		2.832	2.776	2.776	2.721	2.666	2.625	(41)	(1,5)	(207)	(7,3)
Hungary		1.870	1.821	1.821	1.771	1.729	1.690	(39)	(2,3)	(180)	(9,6)
Czech Republic		0	42	42	46	49	53	4	8,2	53	n.a.
Croatia		1.497	1.484	1.484	1.462	1.446	1.437	(9)	(0,6)	(60)	(4,0)
Netherlands		296	293	293	290	288	288	0	0,0	(8)	(2,7)
Slovakia		1.104	1.101	1.101	1.093	1.084	1.072	(12)	(1,1)	(32)	(2,9)
others		531	525	525	512	504	500	(4)	(0,8)	(31)	(5,8)
<b>Mobile subscribers (end of period)</b>		<b>134.262</b>	<b>134.503</b>	<b>134.503</b>	<b>133.068</b>	<b>131.103</b>	<b>129.012</b>	<b>(2.091)</b>	<b>(1,6)</b>	<b>(5.250)</b>	<b>(3,9)</b>
Germany		39.330	39.136	39.136	38.544	36.976	34.882	(2.094)	(5,7)	(4.448)	(11,3)
USA		33.420	33.790	33.790	33.713	33.620	33.757	137	0,4	337	1,0
Europe		61.512	61.577	61.577	60.811	60.507	60.373	(134)	(0,2)	(1.139)	(1,9)
Greece		9.064	9.218	9.218	8.813	8.509	8.330	(179)	(2,1)	(734)	(8,1)
Romania		6.599	7.280	7.280	7.155	7.087	7.059	(28)	(0,4)	460	7,0
Hungary		5.207	5.120	5.120	5.120	5.131	5.147	16	0,3	(60)	(1,2)
Poland		13.482	13.500	13.500	13.361	13.276	13.321	45	0,3	(161)	(1,2)
Czech Republic		5.458	5.464	5.464	5.449	5.464	5.460	(4)	(0,1)	2	0,0
Croatia		2.885	2.859	2.859	2.798	2.779	2.774	(5)	(0,2)	(111)	(3,8)
Netherlands		5.474	4.592	4.592	4.392	4.382	4.461	79	1,8	(1.013)	(18,5)
Slovakia		2.301	2.376	2.376	2.399	2.412	2.407	(5)	(0,2)	106	4,6
Austria		3.387	3.446	3.446	3.626	3.653	3.683	30	0,8	296	8,7
Bulgaria		3.966	3.902	3.902	3.845	3.954	3.886	(68)	(1,7)	(80)	(2,0)
other		3.689	3.822	3.822	3.852	3.861	3.845	(16)	(0,4)	156	4,2

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.

## DT consolidated income statement.

Adjusted for special factors.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Net revenue</b>		<b>16.262</b>	<b>16.237</b>	<b>64.639</b>	<b>15.812</b>	<b>15.531</b>	<b>15.601</b>	<b>(4,1)</b>	<b>48.402</b>	<b>46.944</b>	<b>(3,0)</b>
Cost of sales		(9.113)	(9.119)	(35.823)	(8.859)	(8.573)	(8.740)	4,1	(26.704)	(26.172)	2,0
<b>Gross profit</b>		<b>7.149</b>	<b>7.118</b>	<b>28.816</b>	<b>6.953</b>	<b>6.958</b>	<b>6.861</b>	<b>(4,0)</b>	<b>21.698</b>	<b>20.772</b>	<b>(4,3)</b>
Selling expenses		(3.692)	(4.036)	(15.780)	(3.640)	(3.612)	(3.488)	5,5	(11.744)	(10.740)	8,5
General and administrative expenses		(961)	(927)	(4.447)	(1.204)	(1.295)	(1.173)	(22,1)	(3.520)	(3.672)	(4,3)
Other operating income		376	431	1.418	296	365	366	(2,7)	987	1.027	4,1
Other operating expenses		(229)	(246)	(849)	(175)	(169)	(361)	(57,6)	(603)	(705)	(16,9)
<b>Profit (loss) from operations (EBIT)</b>		<b>2.643</b>	<b>2.340</b>	<b>9.158</b>	<b>2.230</b>	<b>2.247</b>	<b>2.205</b>	<b>(16,6)</b>	<b>6.818</b>	<b>6.682</b>	<b>(2,0)</b>
EBIT margin (EBIT / net revenue)	%	16,3	14,4	14,2	14,1	14,5	14,1	(2,2p)	14,1	14,2	0,1p
Profit (loss) from financial activities		(770)	(735)	(3.125)	(702)	(667)	(551)	28,4	(2.390)	(1.920)	19,7
of which: finance costs		(668)	(620)	(2.555)	(597)	(644)	(673)	(0,7)	(1.935)	(1.914)	1,1
<b>Profit (loss) before income taxes (EBT)</b>		<b>1.873</b>	<b>1.605</b>	<b>6.033</b>	<b>1.528</b>	<b>1.580</b>	<b>1.654</b>	<b>(11,7)</b>	<b>4.428</b>	<b>4.762</b>	<b>7,5</b>
Income taxes		(610)	(585)	(2.102)	(514)	(754)	(532)	12,8	(1.517)	(1.800)	(18,7)
<b>Profit (loss)</b>		<b>1.263</b>	<b>1.020</b>	<b>3.931</b>	<b>1.014</b>	<b>826</b>	<b>1.122</b>	<b>(11,2)</b>	<b>2.911</b>	<b>2.962</b>	<b>1,8</b>
Profit (loss) attributable to non-controlling interests		189	115	541	123	12	153	(19,0)	426	288	(32,4)
<b>Net profit (loss)</b>		<b>1.074</b>	<b>905</b>	<b>3.390</b>	<b>891</b>	<b>814</b>	<b>969</b>	<b>(9,8)</b>	<b>2.485</b>	<b>2.674</b>	<b>7,6</b>
Depreciation, amortization and impairment losses		(2.885)	(2.730)	(11.510)	(2.660)	(2.765)	(2.816)	2,4	(8.780)	(8.241)	6,1
<b>EBITDA</b>		<b>5.528</b>	<b>5.070</b>	<b>20.668</b>	<b>4.890</b>	<b>5.012</b>	<b>5.021</b>	<b>(9,2)</b>	<b>15.598</b>	<b>14.923</b>	<b>(4,3)</b>
EBITDA margin (EBITDA / net revenue)	%	34,0	31,2	32,0	30,9	32,3	32,2	(1,8p)	32,2	31,8	(0,4p)

## EBITDA reconciliation.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Net revenue</b>		<b>16.262</b>	<b>16.200</b>	<b>64.602</b>	<b>15.812</b>	<b>15.531</b>	15.601	(4,1)	<b>48.402</b>	46.944	(3,0)
<b>Net profit (loss)</b>		<b>959</b>	<b>(3)</b>	<b>353</b>	<b>767</b>	<b>475</b>	<b>1.035</b>	<b>7,9</b>	<b>356</b>	<b>(2.277)</b>	<b>n.a.</b>
+ Profit (loss) attributable to non-controlling interests		186	59	520	98	(11)	156	(16,1)	461	243	(47,3)
= Profit (loss)		1.145	56	873	865	464	1.191	4,0	817	2.520	n.a.
- Income taxes		(551)	(404)	(1.782)	(449)	(539)	(160)	71,0	(1.378)	(1.148)	16,7
= Profit (loss) before income taxes = EBT		1.696	460	2.655	1.314	1.003	1.351	(20,3)	2.195	3.668	67,1
- Profit (loss) from financial activities		(802)	(798)	(3.357)	(715)	(708)	(590)	26,4	(2.559)	(2.013)	21,3
<b>Profit (loss) from operations (EBIT)</b>		<b>2.498</b>	<b>1.258</b>	<b>6.012</b>	<b>2.029</b>	<b>1.711</b>	<b>1.941</b>	<b>(22,3)</b>	<b>4.754</b>	<b>5.681</b>	<b>19,5</b>
- Depreciation, amortization and impairment losses		(2.896)	(3.285)	(13.894)	(2.661)	(2.768)	(2.820)	2,6	(10.609)	(8.249)	22,2
<b>= EBITDA</b>		<b>5.394</b>	<b>4.543</b>	<b>19.906</b>	<b>4.690</b>	<b>4.479</b>	<b>4.761</b>	<b>(11,7)</b>	<b>15.363</b>	<b>13.930</b>	<b>(9,3)</b>
EBITDA margin (EBITDA/net revenue)	%	33,2	28,0	30,8	29,7	28,8	30,5	(2,7p)	31,7	29,7	(2,0p)
- Special factors affecting EBITDA		(134)	(527)	(762)	(200)	(533)	(260)	(94,0)	(235)	(993)	n.a.
<b>= EBITDA adjusted for special factors</b>		<b>5.528</b>	<b>5.070</b>	<b>20.668</b>	<b>4.890</b>	<b>5.012</b>	<b>5.021</b>	<b>(9,2)</b>	<b>15.598</b>	<b>14.923</b>	<b>(4,3)</b>
EBITDA margin (adjusted for special factors) (EBITDA/net revenue)	%	34,0	31,2	32,0	30,9	32,3	32,2	(1,8p)	32,2	31,8	(0,4p)

## DT consolidated income statement.

As reported.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Net revenue</b>		<b>16.262</b>	<b>16.200</b>	<b>64.602</b>	<b>15.812</b>	<b>15.531</b>	<b>15.601</b>	<b>(4,1)</b>	<b>48.402</b>	<b>46.944</b>	<b>(3,0)</b>
Cost of sales		(9.224)	(9.383)	(36.259)	(9.025)	(8.651)	(8.845)	4,1	(26.876)	(26.521)	1,3
<b>Gross profit</b>		<b>7.038</b>	<b>6.817</b>	<b>28.343</b>	<b>6.787</b>	<b>6.880</b>	<b>6.756</b>	<b>(4,0)</b>	<b>21.526</b>	<b>20.423</b>	<b>(5,1)</b>
Selling expenses		(3.697)	(4.111)	(15.863)	(3.655)	(3.627)	(3.587)	3,0	(11.752)	(10.869)	7,5
General and administrative expenses		(983)	(1.065)	(4.653)	(1.222)	(1.342)	(1.210)	(23,1)	(3.588)	(3.774)	(5,2)
Other operating income		391	473	1.504	307	367	371	(5,1)	1.031	1.045	1,4
Other operating expenses		(251)	(856)	(3.319)	(188)	(567)	(389)	(55,0)	(2.463)	(1.144)	53,6
<b>Profit (loss) from operations (EBIT)</b>		<b>2.498</b>	<b>1.258</b>	<b>6.012</b>	<b>2.029</b>	<b>1.711</b>	<b>1.941</b>	<b>(22,3)</b>	<b>4.754</b>	<b>5.681</b>	<b>19,5</b>
EBIT margin (EBIT / net revenue)	%	15,4	7,8	9,3	12,8	11,0	12,4	(3,0p)	9,8	12,1	2,3p
Profit (loss) from financial activities		(802)	(798)	(3.357)	(715)	(708)	(590)	26,4	(2.559)	(2.013)	21,3
of which: finance costs		(668)	(620)	(2.555)	(597)	(644)	(673)	(0,7)	(1.935)	(1.914)	1,1
<b>Profit (loss) before income taxes (EBT)</b>		<b>1.696</b>	<b>460</b>	<b>2.655</b>	<b>1.314</b>	<b>1.003</b>	<b>1.351</b>	<b>(20,3)</b>	<b>2.195</b>	<b>3.668</b>	<b>67,1</b>
Income taxes		(551)	(404)	(1.782)	(449)	(539)	(160)	71,0	(1.378)	(1.148)	16,7
<b>Profit (loss)</b>		<b>1.145</b>	<b>56</b>	<b>873</b>	<b>865</b>	<b>464</b>	<b>1.191</b>	<b>4,0</b>	<b>817</b>	<b>2.520</b>	<b>n.a.</b>
Profit (loss) attributable to non-controlling interests		186	59	520	98	(11)	156	(16,1)	461	243	(47,3)
<b>Net profit (loss)</b>		<b>959</b>	<b>(3)</b>	<b>353</b>	<b>767</b>	<b>475</b>	<b>1.035</b>	<b>7,9</b>	<b>356</b>	<b>2.277</b>	<b>n.a.</b>
Depreciation, amortization and impairment losses		(2.896)	(3.285)	(13.894)	(2.661)	(2.768)	(2.820)	2,6	(10.609)	(8.249)	22,2
<b>EBITDA</b>		<b>5.394</b>	<b>4.543</b>	<b>19.906</b>	<b>4.690</b>	<b>4.479</b>	<b>4.761</b>	<b>(11,7)</b>	<b>15.363</b>	<b>13.930</b>	<b>(9,3)</b>
EBITDA margin (EBITDA / net revenue)	%	33,2	28,0	30,8	29,7	28,8	30,5	(2,7p)	31,7	29,7	(2,0p)



## DT Group.

### Special factors in the consolidated income statement.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Net revenue</b>		<b>0</b>	<b>(37)</b>	<b>(37)</b>	<b>0</b>	<b>0</b>	<b>0</b>	n.a.	<b>0</b>	<b>0</b>	n.a.
Cost of sales		(111)	(264)	(436)	(166)	(78)	(105)	5,4	(172)	(349)	n.a.
<b>Gross profit</b>		<b>(111)</b>	<b>(301)</b>	<b>(473)</b>	<b>(166)</b>	<b>(78)</b>	<b>(105)</b>	<b>5,4</b>	<b>(172)</b>	<b>(349)</b>	<b>n.a.</b>
Selling expenses		(5)	(75)	(83)	(15)	(15)	(99)	n.a.	(8)	(129)	n.a.
General and administrative expenses		(22)	(138)	(206)	(18)	(47)	(37)	(68,2)	(68)	(102)	(50,0)
Other operating income		15	42	86	11	2	5	(66,7)	44	18	(59,1)
Other operating expenses		(22)	(610)	(2.470)	(13)	(398)	(28)	(27,3)	(1.860)	(439)	76,4
<b>Profit (loss) from operations (EBIT)</b>		<b>(145)</b>	<b>(1.082)</b>	<b>(3.146)</b>	<b>(201)</b>	<b>(536)</b>	<b>(264)</b>	<b>(82,1)</b>	<b>(2.064)</b>	<b>(1.001)</b>	<b>51,5</b>
Profit (loss) from financial activities		(32)	(63)	(232)	(13)	(41)	(39)	(21,9)	(169)	(93)	45,0
of which: finance costs		0	0	0	0	0	0	n.a.	0	0	n.a.
<b>Profit (loss) before income taxes (EBT)</b>		<b>(177)</b>	<b>(1.145)</b>	<b>(3.378)</b>	<b>(214)</b>	<b>(577)</b>	<b>(303)</b>	<b>(71,2)</b>	<b>(2.233)</b>	<b>(1.094)</b>	<b>51,0</b>
Income taxes		59	181	320	65	215	372	n.a.	139	652	n.a.
<b>Profit (loss)</b>		<b>(118)</b>	<b>(964)</b>	<b>(3.058)</b>	<b>(149)</b>	<b>(362)</b>	<b>69</b>	<b>n.a.</b>	<b>(2.094)</b>	<b>(442)</b>	<b>78,9</b>
Profit (loss) attributable to non-controlling interests		(3)	(56)	(21)	(25)	(23)	3	n.a.	35	(45)	n.a.
<b>Net profit (loss)</b>		<b>(115)</b>	<b>(908)</b>	<b>(3.037)</b>	<b>(124)</b>	<b>(339)</b>	<b>66</b>	<b>n.a.</b>	<b>(2.129)</b>	<b>(397)</b>	<b>81,4</b>
Depreciation, amortization and impairment losses		(11)	(555)	(2.384)	(1)	(3)	(4)	63,6	(1.829)	(8)	99,6
<b>EBITDA</b>		<b>(134)</b>	<b>(527)</b>	<b>(762)</b>	<b>(200)</b>	<b>(533)</b>	<b>(260)</b>	<b>(94,0)</b>	<b>(235)</b>	<b>(993)</b>	<b>n.a.</b>

Details on special factors I.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Effect on operating expenses</b>		<b>(160)</b>	<b>(1.087)</b>	<b>3.195</b>	<b>(212)</b>	<b>(538)</b>	<b>(269)</b>	<b>(68,1)</b>	<b>(2.108)</b>	<b>(1.019)</b>	<b>51,7</b>
of which: expenses / income for early retirement (civil servants)		(3)	(153)	(139)	0	(12)	(37)	n.a.	14	(49)	n.a.
of which: expenses for severance payments		(65)	(236)	(323)	(64)	(55)	(135)	n.a.	(87)	(254)	n.a.
of which: expenses / income for partial retirement (termination benefit)		(2)	(14)	(16)	(3)	(5)	(2)	n.a.	(2)	(10)	n.a.
of which: expenses for other personnel restructuring charges		(13)	(9)	(51)	(10)	(21)	(30)	n.a.	(42)	(61)	(45,2)
of which: restructuring charges		(53)	(111)	(226)	(29)	(59)	(49)	7,5	(115)	(137)	(19,1)
of which: expenses due to de-consolidations and other asset sales		(1)	(9)	(19)	(2)	(370)	3	n.a.	(10)	(369)	n.a.
of which: others	1	(23)	(555)	(2.421)	(104)	(16)	(19)	17,4	(1.866)	(139)	92,6
<b>Effect on other operating income</b>		<b>15</b>	<b>42</b>	<b>86</b>	<b>11</b>	<b>2</b>	<b>5</b>	<b>(66,7)</b>	<b>44</b>	<b>18</b>	<b>(59,1)</b>
of which: income due to asset sales		9	22	60	8	2	3	(66,7)	38	13	(65,8)
of which: others		6	20	26	3	0	2	(66,7)	6	5	(16,7)
<b>Effect on revenue</b>	2	<b>0</b>	<b>(37)</b>	<b>37</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n.a.</b>	<b>0</b>	<b>0</b>	<b>n.a.</b>
<b>Effect on profit from operations = EBIT</b>		<b>(145)</b>	<b>(1.082)</b>	<b>3.146</b>	<b>(201)</b>	<b>(536)</b>	<b>(264)</b>	<b>(82,1)</b>	<b>(2.064)</b>	<b>1.001</b>	<b>n.a.</b>
<b>Depreciation, amortization and impairment losses</b>		<b>(11)</b>	<b>(555)</b>	<b>(2.384)</b>	<b>(1)</b>	<b>(3)</b>	<b>(4)</b>	<b>63,6</b>	<b>(1.829)</b>	<b>(8)</b>	<b>99,6</b>
of which: restructuring charges		0	(27)	(27)	(1)	0	(2)	n.a.	0	(3)	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		(11)	(528)	(2.357)	0	(3)	(2)	81,8	(1.829)	(5)	99,7
<b>Effect on EBITDA</b>		<b>(134)</b>	<b>(527)</b>	<b>5.530</b>	<b>(200)</b>	<b>(533)</b>	<b>(260)</b>	<b>(94,0)</b>	<b>(235)</b>	<b>1.009</b>	<b>n.a.</b>

1 Incl. amortization of Goodwill for T-Mobile UK (approx. EUR 1.8bn) in Q1/09.

2 Revenue credit in Q4/09 in Germany (fixed network).

## Details on special factors II.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10
<b>Effect on profit (loss) from financial activities</b>		(32)	(63)	232	(13)	(41)	(39)	n.a.	(169)	(93)
<b>Effect on profit (loss) before income taxes</b>		(177)	(1.145)	3.378	(214)	(577)	(303)	n.a.	(2.233)	(1.094)
<b>Effect on taxes</b>		59	181	(320)	65	215	372	n.a.	139	652
Tax effect of special factors within EBITDA		34	121	249	52	45	69	n.a.	128	166
Tax effect of special factors on profit (loss) from financial activities		11	20	73	3	3	9	81,8	53	15
Other tax effects		14	40	(2)	10	167	294	n.a.	(42)	471
<b>Effect on profit (loss) attributable to non-controlling interests</b>		(3)	(56)	(21)	(25)	(23)	3	(100,0)	35	(45)
<b>Effect on net profit (loss)</b>		(115)	(908)	3.037	(124)	(339)	66	(57,4)	(2.129)	(397)

## DT Group.

Change in the composition of the Group in the third quarter.

millions of €	reported		MINUS		PLUS		Total effect	% Pro forma	
	numbers		Acquisition effects		Deconsolidation effects			Pro	reported
	Q3/09	Q3/10	Total	Ger. <sup>1</sup>	Total	Europe <sup>2</sup>		Q3/10	Q3/09
<b>Net revenue</b>	<b>16.262</b>	<b>15.601</b>	<b>23</b>	<b>23</b>	<b>814</b>	<b>814</b>	<b>791</b>	<b>16.392</b>	<b>0,8</b>
<b>Profit (loss) from operations = EBIT</b>	<b>2.498</b>	<b>1.941</b>	<b>3</b>	<b>3</b>	<b>83</b>	<b>83</b>	<b>80</b>	<b>2.021</b>	<b>(19,1)</b>
Profit (loss) from financial activities	(802)	(590)	0	0	6	6	6	(584)	27,2
<b>of which finance costs</b>	<b>(668)</b>	<b>(673)</b>	<b>0</b>	<b>0</b>	<b>(25)</b>	<b>(25)</b>	<b>(25)</b>	<b>(698)</b>	<b>(4,5)</b>
<b>Profit (loss) before income taxes = EBT</b>	<b>1.696</b>	<b>1.351</b>	<b>3</b>	<b>3</b>	<b>89</b>	<b>89</b>	<b>86</b>	<b>1.437</b>	<b>(15,3)</b>
Income taxes	(551)	(160)	1	1	(22)	(22)	(23)	(183)	66,8
<b>Profit (loss)</b>	<b>1.145</b>	<b>1.191</b>	<b>4</b>	<b>4</b>	<b>67</b>	<b>67</b>	<b>63</b>	<b>1.254</b>	<b>9,5</b>
Profit (loss) attributable to non-controlling interests	186	156	0	0	0	0	0	156	(16,1)
<b>Net profit (loss)</b>	<b>959</b>	<b>1.035</b>	<b>4</b>	<b>4</b>	<b>67</b>	<b>67</b>	<b>63</b>	<b>1.098</b>	<b>14,5</b>
EBITDA	5.394	4.761	9	9	182	182	173	4.934	(8,5)
Special factors	(134)	(260)	0	0	(1)	(1)	(1)	(261)	(94,8)
<b>EBITDA adjusted for special factors</b>	<b>5.528</b>	<b>5.021</b>	<b>9</b>	<b>9</b>	<b>183</b>	<b>183</b>	<b>174</b>	<b>5.195</b>	<b>(6,0)</b>

1 STRATO AG [January 1st, 2010].

2 T-Mobile UK [April 1st, 2010].

## DT Group.

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

millions of €	reported numbers		MINUS Acquisition effects			PLUS Deconsolidation effects		Total effect	Pro forma Q1 - Q3/10	% Pro forma Q1 - Q3/10 reported
	Q1 - Q3/09	Q1 - Q3/10	Total	Ger <sup>1</sup>	Europe <sup>2</sup>	Total	Europe <sup>3</sup>			
	<b>Net revenue</b>	<b>48.402</b>	<b>46.944</b>	<b>559</b>	<b>68</b>	<b>491</b>	<b>1.666</b>			
<b>Profit (loss) from operations = EBIT</b>	<b>4.754</b>	<b>5.681</b>	<b>57</b>	<b>7</b>	<b>50</b>	<b>77</b>	<b>77</b>	<b>20</b>	<b>5.701</b>	<b>19,9</b>
Profit (loss) from financial activities	(2.559)	(2.013)	(28)	0	(28)	(66)	(66)	(38)	(2.051)	19,9
<b>of which finance costs</b>	<b>(1.935)</b>	<b>(1.914)</b>	<b>(24)</b>	<b>0</b>	<b>(24)</b>	<b>(52)</b>	<b>(52)</b>	<b>(28)</b>	<b>(1.942)</b>	<b>(0,4)</b>
<b>Profit (loss) before income taxes = EBT</b>	<b>2.195</b>	<b>3.668</b>	<b>29</b>	<b>7</b>	<b>22</b>	<b>11</b>	<b>11</b>	<b>(18)</b>	<b>3.650</b>	<b>66,3</b>
Income taxes	(1.378)	(1.148)	(10)	0	(10)	(22)	(22)	(12)	(1.160)	15,8
<b>Profit (loss)</b>	<b>817</b>	<b>2.520</b>	<b>19</b>	<b>7</b>	<b>12</b>	<b>(11)</b>	<b>(11)</b>	<b>(30)</b>	<b>2.490</b>	<b>n.a.</b>
Profit (loss) attributable to non-controlling interests	461	243	9	0	9	0	0	(9)	234	(49,2)
<b>Net profit (loss)</b>	<b>356</b>	<b>2.277</b>	<b>10</b>	<b>7</b>	<b>3</b>	<b>(11)</b>	<b>(11)</b>	<b>(21)</b>	<b>2.256</b>	<b>n.a.</b>
EBITDA	15.363	13.930	199	24	175	330	330	131	14.061	(8,5)
Special factors	(235)	(993)	0	0	0	(4)	(4)	(4)	(997)	n.a.
<b>EBITDA adjusted for special factors</b>	<b>15.598</b>	<b>14.923</b>	<b>199</b>	<b>24</b>	<b>175</b>	<b>334</b>	<b>334</b>	<b>135</b>	<b>15.058</b>	<b>(3,5)</b>

STRATO AG [January 1st, 2010].

OTE [February 1st, 2009].

T-Mobile UK [April 1st, 2010].

## Consolidated statement of financial position.

### Assets.

millions of €	Note	30.09.2009	31.12.2009	2009.TOTAL	31.03.2010	30.06.2010	30.09.2010	y.o.y. %
<b>Current assets</b>		<b>24.384</b>	<b>23.012</b>	<b>23.013</b>	<b>24.616</b>	<b>15.471</b>	<b>13.918</b>	<b>(42,9)</b>
Cash and cash equivalents		6.080	5.022	5.022	5.553	1.839	2.074	(65,9)
Trade and other receivables		6.847	6.757	6.757	6.832	7.236	7.080	3,4
Current recoverable income taxes		137	144	144	253	238	221	61,3
Other financial assets		1.842	2.001	2.001	1.758	2.808	1.525	(17,2)
Inventories		1.353	1.174	1.174	1.213	1.290	1.293	(4,4)
Non-current assets and disposal groups held for sale		6.402	6.257	6.528	6.776	84	75	(98,8)
Other assets		1.723	1.387	1.387	2.231	1.976	1.650	(4,2)
<b>Non-current assets</b>		<b>104.953</b>	<b>104.762</b>	<b>104.761</b>	<b>106.187</b>	<b>117.313</b>	<b>113.841</b>	<b>8,5</b>
Intangible assets		51.837	51.705	51.705	53.413	55.058	53.702	3,6
Property, plant and equipment		45.320	45.468	45.468	45.361	45.539	44.312	(2,2)
Investments accounted for using the equity method		160	147	147	152	8.008	7.601	n.a.
Other financial assets		1.852	1.739	1.739	1.621	3.003	2.609	40,9
Deferred tax assets		5.240	5.162	5.162	5.194	5.225	5.200	(0,8)
Other assets		544	541	540	446	480	417	(23,3)
<b>Total assets</b>		<b>129.337</b>	<b>127.774</b>	<b>127.774</b>	<b>130.803</b>	<b>132.784</b>	<b>127.759</b>	<b>(1,2)</b>

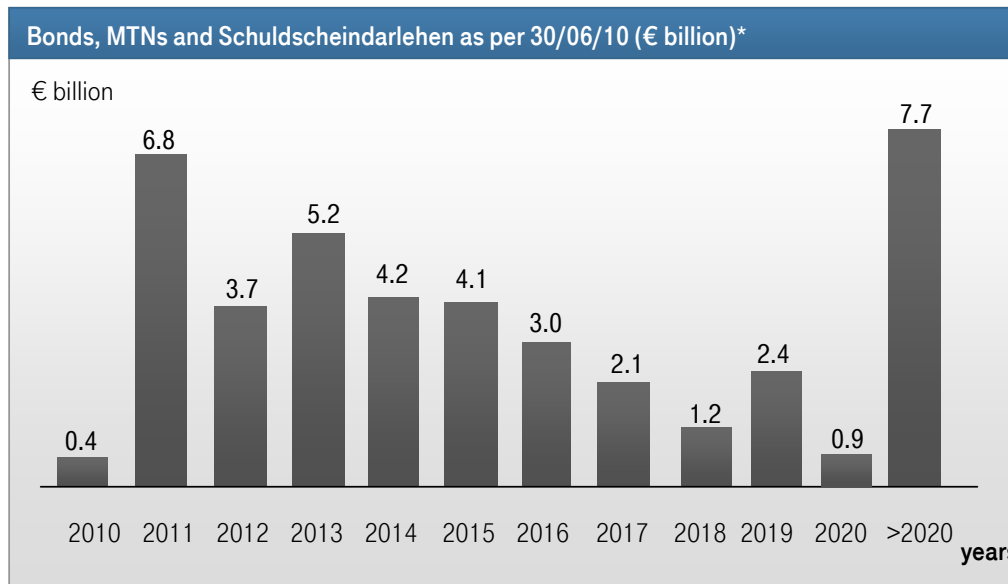
# Consolidated statement of financial position.

## Liabilities and shareholders' equity.

millions of €	Note	30.09.2009	31.12.2009	2009.TOTAL	31.03.2010	30.06.2010	30.09.2010	y.o.y. %
<b>Liabilities</b>		<b>87.748</b>	<b>85.837</b>	<b>85.837</b>	<b>86.524</b>	<b>87.997</b>	<b>84.399</b>	<b>(3,8)</b>
<b>Current liabilities</b>		<b>26.404</b>	<b>24.794</b>	<b>24.794</b>	<b>25.691</b>	<b>25.238</b>	<b>25.288</b>	<b>(4,2)</b>
Financial liabilities		11.449	9.391	9.391	9.960	10.934	11.014	(3,8)
Trade and other payables		6.114	6.304	6.304	5.856	6.351	5.962	(2,5)
Income tax liabilities		427	511	511	635	670	693	62,3
Other provisions		2.824	3.369	3.369	3.455	2.995	3.098	9,7
Liabilities directly associated with non-current assets and disposal groups held for sale		1.358	1.423	1.423	1.456	0	0	n.a.
Other liabilities		4.232	3.796	3.796	4.329	4.288	4.521	6,8
<b>Non-current liabilities</b>		<b>61.344</b>	<b>61.043</b>	<b>61.043</b>	<b>60.833</b>	<b>62.759</b>	<b>59.111</b>	<b>(3,6)</b>
Financial liabilities		42.018	41.800	41.800	40.980	42.040	39.159	(6,8)
Provisions for pensions and other employee benefits		6.176	6.179	6.179	6.371	6.527	6.871	11,3
Other provisions		2.577	2.161	2.161	2.050	1.969	1.772	(31,2)
Deferred tax liabilities		6.978	7.153	7.154	7.636	8.299	7.636	9,4
Other liabilities		3.595	3.750	3.749	3.796	3.924	3.673	2,2
<b>Shareholders' equity</b>		<b>41.589</b>	<b>41.937</b>	<b>41.937</b>	<b>44.279</b>	<b>44.787</b>	<b>43.360</b>	<b>4,3</b>
Issued capital		11.165	11.165	11.165	11.165	11.165	11.165	0,0
Capital reserves		51.529	51.530	51.530	51.531	51.531	51.532	0,0
Retained earnings incl. carryforwards		(20.956)	(20.951)	(20.951)	(20.710)	(24.151)	(24.341)	(16,2)
Total other comprehensive income		(3.914)	(3.576)	#ZAHL!	(2.058)	(37)	(2.470)	36,9
Total other comprehensive income directly associated with non-current assets and disposable groups held for sale		(2.242)	(2.162)	(5.738)	(2.151)	0	0	n.a.
Net profit (loss)		356	353	353	767	1.242	2.277	n.a.
Treasury shares		(5)	(5)	(5)	(5)	(5)	(5)	0,0
Non-controlling interests		5.656	5.583	5.583	5.740	5.042	5.202	(8,0)
<b>Total liabilities and shareholders' equity</b>		<b>129.337</b>	<b>127.774</b>	<b>127.774</b>	<b>130.803</b>	<b>132.784</b>	<b>127.759</b>	<b>(1,2)</b>

## Maturity profile - well balanced redemptions.

Bonds, Medium Term Notes (MTN) and Schuldscheindarlehen maturities as of September 30, 2010.



- €0.4 billion bond maturities in the remainder of 2010  
- Funding done in 2010: 2.8bn

\*Thereof OTE maturities (in € bn):

2011: 2.1

2013: 1.2

2015: 0.6

2016: 0.9

### Current Rating

**Moody's:** Baa1, stable outlook (long term) and P-2 (short term)

**S&P:** BBB+, stable outlook (long term) and A-2 (short term)

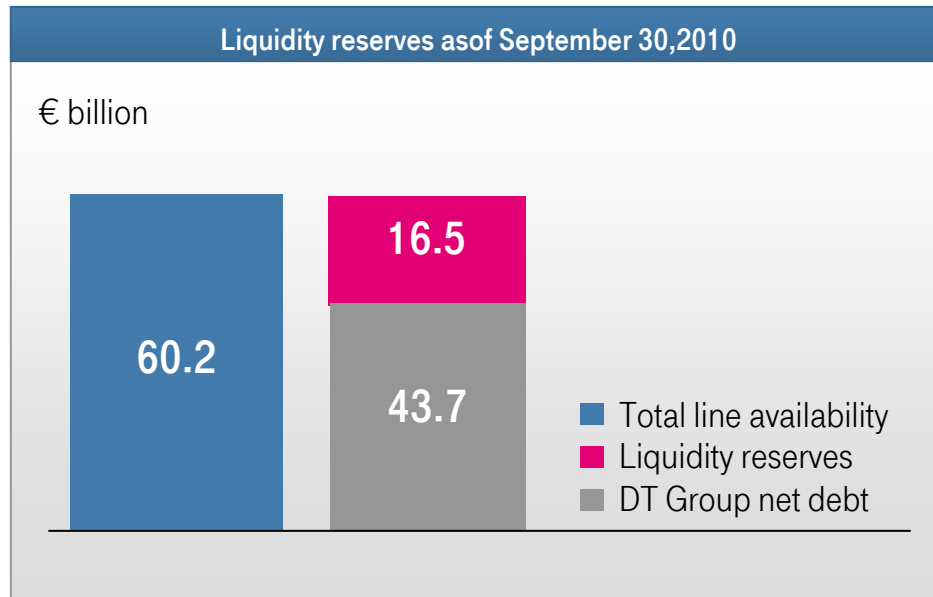
**Fitch:** BBB+, stable outlook (long term) and F2 (short term)

**R&I:** A, stable outlook (long term)



## DT Group.

### Solid liquidity reserve position.



- 21 fully undrawn bilateral credit facilities of €600 million each adding up to €12.6 billion.
- Loan terms insure quality of our liquidity reserve
  - No financial covenants,
  - No MAC Clause,
  - No rating trigger.
- Average time to maturity of bank credit lines as per September 30, 2010: 2.3 years.
- OTE: €350 million undrawn syndicated credit facility. Maturing from 2010 to 2012 with the majority in 2012.
- EIB-loans: two committed undrawn facilities, € 650 million in total

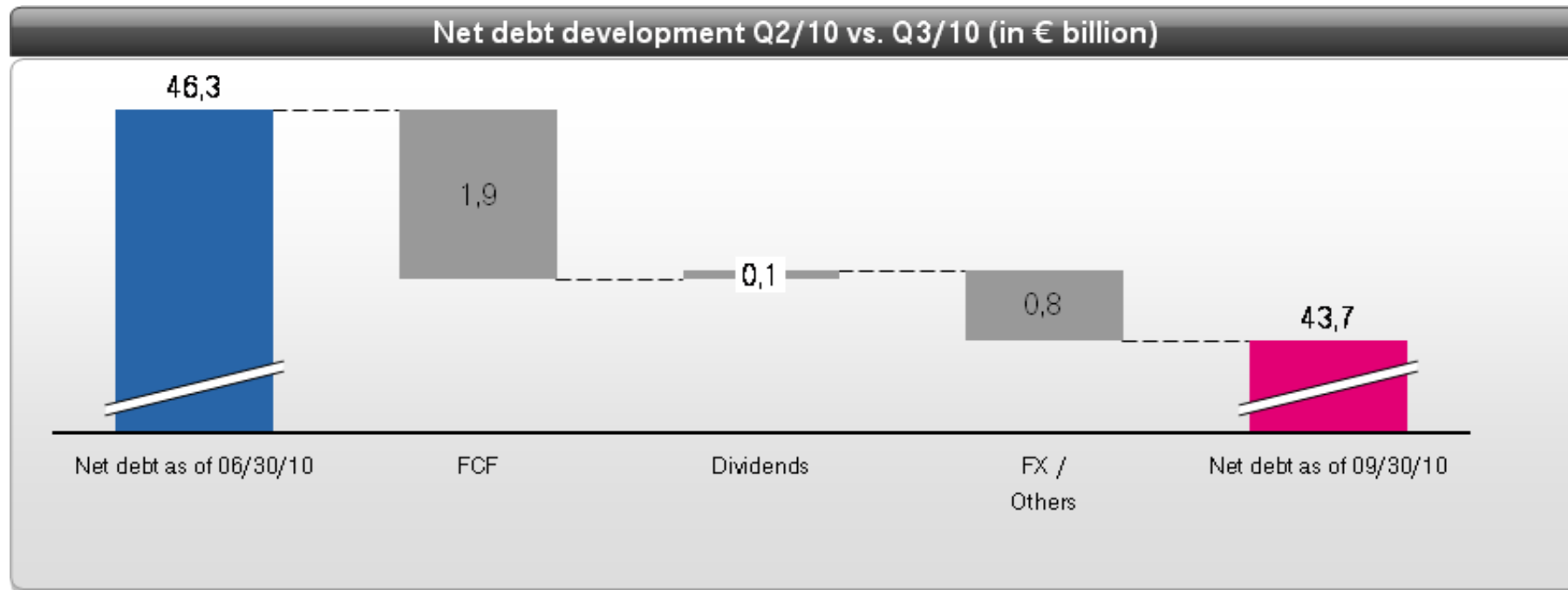
# DT Group.

## Net debt.

millions of €	Note	30.09.09	31.12.09	31.03.10	30.06.10	30.09.10	q.o.q. %
Bonds		40.572	38.508	38.722	40.046	38.138	(4,8)
Other financial liabilities		9.901	9.609	9.152	10.108	9.308	(7,9)
<b>Gross debt</b>		<b>50.473</b>	<b>48.117</b>	<b>47.874</b>	<b>50.154</b>	<b>47.446</b>	<b>(5,4)</b>
Cash and cash equivalents		6.080	5.022	5.553	1.839	2.074	12,8
Available-for-sale/held-for-trading financial assets		249	162	162	83	52	(37,3)
Other financial assets		1.755	2.022	1.741	1.982	1.573	(20,6)
<b>Net debt</b>		<b>42.389</b>	<b>40.911</b>	<b>40.418</b>	<b>46.250</b>	<b>43.747</b>	<b>(5,4)</b>

## DT Group.

Net debt development.



DT Group.  
Cash capex.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Cash capex</b>											
Germany		771	903	3.158	651	774	862	11,8	2.255	2.287	1,4
Europe		562	654	2.489	568	454	396	(29,5)	1.835	1.418	(22,7)
United States		552	464	2.666	481	534	496	(10,1)	2.202	1.511	(31,4)
Systems Solutions		144	205	681	148	220	206	43,1	476	574	20,6
Group Headquarters & Shared Services		126	120	449	109	70	99	(21,4)	329	278	(15,5)
Reconciliation		(24)	(97)	(241)	(23)	(11)	(23)	4,2	(144)	(57)	60,4
<b>Group</b>	<b>1</b>	<b>2.131</b>	<b>2.249</b>	<b>9.202</b>	<b>1.934</b>	<b>2.041</b>	<b>2.036</b>	<b>(4,5)</b>	<b>6.953</b>	<b>6.011</b>	<b>(13,5)</b>

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

# DT Group.

## Free cash flow.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
Net profit (loss)		959	(3)	353	767	475	1.035	7,9	356	2.277	n.a.
Profit (loss) attributable to non-controlling interests		186	59	520	98	(11)	156	(16,1)	461	243	(47,3)
<b>Profit (loss) after income taxes</b>		<b>1.145</b>	<b>56</b>	<b>873</b>	<b>865</b>	<b>464</b>	<b>1.191</b>	<b>4,0</b>	<b>817</b>	<b>2.520</b>	<b>n.a.</b>
Depreciation, amortization and impairment losses		2.896	3.285	13.894	2.661	2.768	2.820	(2,6)	10.609	8.249	(22,2)
Income tax expense/(benefit)		551	404	1.782	449	539	160	(71,0)	1.378	1.148	(16,7)
Interest (income) and interest expenses		668	620	2.555	597	644	673	0,7	1.935	1.914	(1,1)
Other financial (income) expense		141	181	826	121	41	(136)	n.a.	645	26	(96,0)
Share of (profit) loss of associates and joint ventures accounted for using the equity method		(7)	(3)	(24)	(3)	23	53	n.a.	(21)	73	n.a.
(Profit) loss on the disposal of fully consolidated subsidiaries		0	(3)	(26)	0	356	(5)	n.a.	(23)	351	n.a.
Other non-cash transactions		(48)	(82)	(230)	82	(37)	(52)	(8,3)	(148)	(7)	95,3
(Gain) loss from the disposal of intangible assets and property, plant and equipment		3	15	51	20	20	11	n.a.	36	51	41,7
Change in assets carried as working capital		1.098	824	1.936	(629)	(1.199)	76	(93,1)	1.112	(1.752)	n.a.
Change in provisions		53	247	(891)	(13)	(529)	38	(28,3)	(1.138)	(504)	55,7
Change in other liabilities carried as working capital		(232)	(945)	(1.818)	(15)	83	(379)	(63,4)	(873)	(311)	64,4
Income taxes received (paid)		(248)	(181)	(928)	(245)	(242)	(171)	31,0	(747)	(658)	11,9
Dividends received		9	13	29	1	1	9	n.a.	16	11	(31,3)
Net payments from entering into or canceling interest rate swaps		0	0	242	27	0	229	n.a.	242	256	5,8
Payments for mobile spectrum (included in the change in assets carried as working capital)		0	0	0	0	1.300	0	n.a.	0	1.300	n.a.
<b>Cash generated from operations (before spectrum investment)</b>		<b>6.029</b>	<b>4.431</b>	<b>18.271</b>	<b>3.918</b>	<b>4.232</b>	<b>4.517</b>	<b>(25,1)</b>	<b>13.840</b>	<b>12.667</b>	<b>(8,5)</b>
Interest received (paid)		(686)	(457)	(2.476)	(647)	(790)	(674)	1,7	(2.019)	(2.111)	(4,6)
<b>Net cash from operating activities (before spectrum investment)</b>		<b>5.343</b>	<b>3.974</b>	<b>15.795</b>	<b>3.271</b>	<b>3.442</b>	<b>3.843</b>	<b>(28,1)</b>	<b>11.821</b>	<b>10.556</b>	<b>(10,7)</b>
Cash outflows for investments in (proceeds from disposal of)		(2.057)	(2.111)	(8.826)	(1.832)	(1.953)	(1.961)	4,7	(6.715)	(5.746)	14,4
Intangible assets		(416)	(509)	(1.591)	(279)	(315)	(357)	14,2	(1.082)	(951)	12,1
Property, plant and equipment		(1.641)	(1.602)	(7.235)	(1.553)	(1.638)	(1.604)	2,3	(5.633)	(4.795)	14,9
<b>Free cash flow (before dividend payments and spectrum investment)</b>	<b>1</b>	<b>3.286</b>	<b>1.863</b>	<b>6.969</b>	<b>1.439</b>	<b>1.489</b>	<b>1.882</b>	<b>(42,7)</b>	<b>5.106</b>	<b>4.810</b>	<b>(5,8)</b>

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

# DT Group.

## Personnel.

At reporting date	Note	30/09/09	31/12/09	31/03/10	30/06/10	30/09/10	Delta q.o.q.		Delta y.o.y.	
							abs.	%	abs.	%
Germany		84.033	81.336	80.394	79.524	79.093	(431)	(0,5%)	(4.940)	(5,9%)
Europe		71.343	71.163	69.909	64.007	63.662	(345)	(0,5%)	(7.681)	(10,8%)
United States		37.995	40.697	38.294	37.743	37.314	(429)	(1,1%)	(681)	(1,8%)
Systems Solutions		45.895	46.021	47.408	47.477	47.712	235	0,5%	1.817	4,0%
Group Headquarters & Shared Services		20.707	20.703	22.235	22.507	22.528	21	0,1%	1.821	8,8%
of which Vivento	1	9.400	9.600	9.700	9.700	9.900	200	2,1%	500	5,3%
<b>DT Group</b>		<b>259.973</b>	<b>259.920</b>	<b>258.240</b>	<b>251.258</b>	<b>250.309</b>	<b>(949)</b>	<b>(0,4%)</b>	<b>(9.664)</b>	<b>(3,7%)</b>
of which: Domestic		130.429	127.487	127.969	127.124	126.853	(271)	(0,2%)	(3.576)	(2,7%)
of which: International		129.544	132.433	130.271	124.134	123.456	(678)	(0,5%)	(6.088)	(4,7%)
of which: Civil servants		30.596	29.188	28.941	28.457	27.748	(709)	(2,5%)	(2.848)	(9,3%)

Average		Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	Delta y.o.y.	
								abs.	%
Germany		84.369	82.737	84.584	80.729	79.729	79.318	(5.051)	(6,0%)
Europe		71.707	71.179	69.277	70.125	64.359	63.747	(7.960)	(11,1%)
United States		37.996	39.347	38.231	38.663	37.612	37.563	(433)	(1,1%)
Systems Solutions		45.877	46.122	45.328	47.446	47.480	47.654	1.777	3,9%
Group Headquarters & Shared Services		20.548	20.815	20.181	22.070	22.399	22.547	1.999	9,7%
of which Vivento	2	9.300	9.700	9.000	9.600	9.800	9.900	600	6,5%
<b>DT Group</b>		<b>260.497</b>	<b>260.200</b>	<b>257.601</b>	<b>259.033</b>	<b>251.579</b>	<b>250.829</b>	<b>(9.668)</b>	<b>(3,7%)</b>
of which: Domestic		130.704	129.111	130.477	128.197	127.401	127.021	(3.683)	(2,8%)
of which: International		129.793	131.089	127.124	130.836	124.178	123.808	(5.985)	(4,6%)
of which: Civil servants		31.085	29.899	31.141	28.960	28.626	27.993	(3.092)	(9,9%)

1 Full-time employees: number of employees without trainees and students.

2 Figures rounded; including permanent staff.

## Exchange rates.

### Average.

€	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10
1 U.S Dollar (USD)		0,69909	0,67630	0,71692	0,72291	0,78668	0,77421
1 British pound (GBP)		1,14701	1,10494	1,12218	1,12643	1,17313	1,20031
100 Czech korunas (CZK)		3,90538	3,85810	3,78123	3,86655	3,90821	4,01085
100 Croatian kunas (HRK)		13,65370	13,73750	13,62190	13,72450	13,79630	13,78940
1,000 Hungarian forints (HUF)		3,68546	3,69120	3,56631	3,72353	3,64004	3,54016
100 Macedonian Denar (MKD)		1,62145	1,62444	1,62428	1,62648	1,62610	1,62458
100 Polish Zloty (PLN)		23,81620	23,94530	23,09760	25,08140	24,89920	24,94850
10 Rumanien Lei (ROI)		2,36635	2,34255	2,35830	2,43082	2,39042	2,35038

## Exchange rates.

### End of period.

€		30/09/09	31/12/09	31/03/10	30/06/10	30/09/10
1 U.S Dollar (USD)		0,68176	0,69393	0,74180	0,81404	0,73271
1 British pound (GBP)		1,09744	1,12387	1,12466	1,22257	1,16506
100 Czech korunas (CZK)		3,97111	3,77646	3,93026	3,89225	4,06295
100 Croatian kunas (HRK)		13,76250	13,70710	13,76440	13,89660	13,68640
1,000 Hungarian forints (HUF)		3,70730	3,69609	3,75699	3,50645	3,62017
100 Macedonian Denar (MKD)		1,61633	1,63024	1,62091	1,61699	1,63090
100 Polish Zloty (PLN)		23,66020	24,35900	25,88480	24,21010	25,04980
10 Rumanien Lei (ROI)		2,37625	2,35964	2,44272	2,28876	2,34190

## Germany.

### Financials (adjusted for special factors).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>6.471</b>	<b>6.438</b>	<b>25.460</b>	<b>6.189</b>	<b>6.197</b>	<b>6.317</b>	<b>(2,4)</b>	<b>19.022</b>	<b>18.703</b>	<b>(1,7)</b>
of which Fixed network	1	4.711	4.710	18.773	4.530	4.496	4.509	<b>(4,3)</b>	14.063	13.535	<b>(3,8)</b>
of which Mobile communications		2.109	2.101	8.109	2.000	2.054	2.157	<b>2,3</b>	6.008	6.211	<b>3,4</b>
<b>Net revenue</b>		<b>6.008</b>	<b>6.022</b>	<b>23.850</b>	<b>5.804</b>	<b>5.806</b>	<b>5.899</b>	<b>(1,8)</b>	<b>17.828</b>	<b>17.509</b>	<b>(1,8)</b>
<b>EBITDA</b>		<b>2.523</b>	<b>2.340</b>	<b>9.607</b>	<b>2.299</b>	<b>2.438</b>	<b>2.523</b>	<b>n.a.</b>	<b>7.267</b>	<b>7.260</b>	<b>(0,1)</b>
of which Fixed network		1.604	1.452	6.247	1.468	1.530	1.595	<b>(0,6)</b>	4.795	4.593	<b>(4,2)</b>
of which Mobile communications		920	894	3.373	828	912	928	<b>0,9</b>	2.479	2.668	<b>7,6</b>
<b>EBITDA margin (EBITDA / total revenues)</b>	%	<b>39,0</b>	<b>36,3</b>	<b>37,7</b>	<b>37,1</b>	<b>39,3</b>	<b>39,9</b>	<b>0,9p</b>	<b>38,2</b>	<b>38,8</b>	<b>0,6p</b>
of which Fixed network	%	34,0	30,8	33,3	32,4	34,0	35,4	<b>1,4p</b>	34,1	33,9	<b>(0,2p)</b>
of which Mobile communications	%	43,6	42,6	41,6	41,4	44,4	43,0	<b>(0,6p)</b>	41,3	43,0	<b>1,7p</b>
Depreciation, amortization and impairment losses		(1.037)	(1.058)	(4.189)	(1.014)	(1.030)	(1.035)	<b>0,2</b>	(3.131)	(3.079)	<b>1,7</b>
<b>Profit (loss) from operations = EBIT</b>		<b>1.486</b>	<b>1.282</b>	<b>5.418</b>	<b>1.285</b>	<b>1.408</b>	<b>1.488</b>	<b>0,1</b>	<b>4.136</b>	<b>4.181</b>	<b>1,1</b>
of which Fixed network		842	671	3.140	720	768	834	<b>(1,0)</b>	2.469	2.322	<b>(6,0)</b>
of which Mobile communications		644	617	2.291	563	641	655	<b>1,7</b>	1.674	1.859	<b>11,1</b>
<b>Cash capex (as reported)</b>		<b>771</b>	<b>903</b>	<b>3.158</b>	<b>651</b>	<b>774</b>	<b>862</b>	<b>11,8</b>	<b>2.255</b>	<b>2.287</b>	<b>1,4</b>
of which Fixed network		681	772	2.724	555	688	698	<b>2,5</b>	1.952	1.941	<b>(0,6)</b>
of which Mobile communications		107	136	461	96	86	166	<b>55,1</b>	325	348	<b>7,1</b>
<b>Cash contribution</b>		<b>1.752</b>	<b>1.437</b>	<b>6.449</b>	<b>1.648</b>	<b>1.664</b>	<b>1.661</b>	<b>(5,2)</b>	<b>5.012</b>	<b>4.973</b>	<b>(0,8)</b>
of which Fixed network		923	680	3.523	913	842	897	<b>(2,8)</b>	2.843	2.652	<b>(6,7)</b>
of which Mobile communications		813	758	2.912	732	826	762	<b>(6,3)</b>	2.154	2.320	<b>7,7</b>

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

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



## Germany.

### Financials (as reported).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>6.471</b>	<b>6.401</b>	<b>25.423</b>	<b>6.189</b>	<b>6.197</b>	<b>6.317</b>	<b>(2,4)</b>	<b>19.022</b>	<b>18.703</b>	<b>(1,7)</b>
of which Fixed network		4.711	4.673	18.736	4.530	4.496	4509	(4,3)	14.063	13535	(3,8)
of which Mobile communications		2.109	2.101	8.109	2.000	2.054	2157	2,3	6.008	6211	3,4
<b>Net revenue</b>		<b>6.008</b>	<b>5.985</b>	<b>23.813</b>	<b>5.804</b>	<b>5.806</b>	<b>5.899</b>	<b>(1,8)</b>	<b>17.828</b>	<b>17.509</b>	<b>(1,8)</b>
<b>EBITDA</b>		<b>2.446</b>	<b>2.112</b>	<b>9.258</b>	<b>2.185</b>	<b>2.357</b>	<b>2.405</b>	<b>(1,7)</b>	<b>7.146</b>	<b>6.947</b>	<b>(2,8)</b>
of which Fixed network		1.527	1.252	5.924	1.356	1.460	1.484	(2,8)	4.672	4.300	(8,0)
of which Mobile communications		920	866	3.347	826	901	921	0,1	2.481	2.648	6,7
<b>EBITDA margin ( EBITDA / total revenues)</b>	%	<b>37,8</b>	<b>33,0</b>	<b>36,4</b>	<b>35,3</b>	<b>38,0</b>	<b>38,1</b>	<b>0,3p</b>	<b>37,6</b>	<b>37,1</b>	<b>(0,5p)</b>
of which Fixed network	%	32,4	26,8	31,6	29,9	32,5	32,9	0,5p	33,2	31,8	(1,4p)
of which Mobile communications	%	43,6	41,2	41,3	41,3	43,9	42,7	(0,9p)	41,3	42,6	1,3p
Depreciation, amortization and impairment losses		(1.037)	(1.058)	(4.196)	(1.014)	(1.030)	(1.035)	0,2	(3.138)	(3.079)	1,9
<b>Profit (loss) from operations = EBIT</b>		<b>1.409</b>	<b>1.054</b>	<b>5.062</b>	<b>1.171</b>	<b>1.327</b>	<b>1.370</b>	<b>(2,8)</b>	<b>4.008</b>	<b>3.868</b>	<b>(3,5)</b>
of which Fixed network		765	471	2.810	608	698	723	(5,5)	2.339	2.029	(13,3)
of which Mobile communications		644	589	2.265	561	630	648	0,6	1.676	1.839	9,7
<b>Cash capex</b>		<b>771</b>	<b>903</b>	<b>3.158</b>	<b>651</b>	<b>774</b>	<b>862</b>	<b>11,8</b>	<b>2.255</b>	<b>2.287</b>	<b>1,4</b>
of which Fixed network		681	772	2.724	555	688	698	2,5	1.952	1.941	(0,6)
of which Mobile communications		107	136	461	96	86	166	55,1	325	348	7,1
<b>Cash contribution</b>		<b>1.675</b>	<b>1.209</b>	<b>6.100</b>	<b>1.534</b>	<b>1.583</b>	<b>1.543</b>	<b>(7,9)</b>	<b>4.891</b>	<b>4.660</b>	<b>(4,7)</b>
of which Fixed network		846	480	3.200	801	772	786	(7,1)	2.720	2.359	(13,3)
of which Mobile communications		813	730	2.886	730	815	755	(7,1)	2.156	2.300	6,7

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

## Germany.

### EBITDA Reconciliation.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>6.471</b>	<b>6.401</b>	<b>25.423</b>	<b>6.189</b>	<b>6.197</b>	<b>6.317</b>	<b>(2,4)</b>	<b>19.022</b>	<b>18.703</b>	<b>(1,7)</b>
Profit (loss) from operations = EBIT		1.409	1.054	5.062	1.171	1.327	1.370	(2,8)	4.008	3.868	(3,5)
- Depreciation, amortization and impairment losses		(1.037)	(1.058)	(4.196)	(1.014)	(1.030)	(1.035)	0,2	(3.138)	(3.079)	1,9
<b>= EBITDA</b>		<b>2.446</b>	<b>2.112</b>	<b>9.258</b>	<b>2.185</b>	<b>2.357</b>	<b>2.405</b>	<b>(1,7)</b>	<b>7.146</b>	<b>6.947</b>	<b>(2,8)</b>
EBITDA margin	%	37,8	33,0	36,4	35,3	38,0	38,1	0,3p	37,6	37,1	(0,5p)
- Special factors affecting EBITDA		(77)	(228)	(349)	(114)	(81)	(118)	(53,2)	(121)	(313)	n.a.
<b>= EBITDA adjusted for special factors</b>	<b>1</b>	<b>2.523</b>	<b>2.340</b>	<b>9.607</b>	<b>2.299</b>	<b>2.438</b>	<b>2.523</b>	<b>n.a.</b>	<b>7.267</b>	<b>7.260</b>	<b>(0,1)</b>
EBITDA margin (adjusted for special factors)	%	39,0	36,3	37,7	37,1	39,3	39,9	0,9p	38,2	38,8	0,6p

### Special factors.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Effects on EBITDA</b>		<b>(77)</b>	<b>(228)</b>	<b>(349)</b>	<b>(114)</b>	<b>(81)</b>	<b>(118)</b>	<b>n.a.</b>	<b>(121)</b>	<b>(313)</b>	<b>(1,6)</b>
of which Fixed network		(77)	(200)	(323)	(112)	(70)	(111)	n.a.	(123)	(293)	(1,4)
of which Mobile communications		0	(28)	(26)	(2)	(11)	(7)	n.a.	2	(20)	(11,0)
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(77)</b>	<b>(228)</b>	<b>(356)</b>	<b>(114)</b>	<b>(81)</b>	<b>(118)</b>	<b>n.a.</b>	<b>(128)</b>	<b>313</b>	<b>3,4</b>
of which Fixed network		(77)	(200)	(330)	(112)	(70)	(111)	n.a.	(130)	(293)	(1,3)
of which Mobile communications		0	(28)	(26)	(2)	(11)	(7)	n.a.	2	(20)	(11,0)

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

# Germany.

## Operational.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Fixed Network (end of period)</b>											
fixed network access lines	('000)	26.653	26.236	26.236	25.864	25.549	25.024	(6,1)	26.653	25.024	(6,1)
broadband retail access lines	('000)	11.301	11.477	11.477	11.665	11.795	11.844	4,8	11.301	11.844	4,8
TV	('000)	678	806	806	896	971	1.042	53,7	678	1.042	53,7
Wholesale bundled access lines	('000)	1.752	1.621	1.621	1.523	1.354	1.143	(34,8)	1.752	1.143	(34,8)
ULLs	('000)	8.914	9.093	9.093	9.242	9.293	9.367	5,1	8.914	9.367	5,1
Wholesale unbundled access lines	('000)	517	600	600	661	723	892	72,5	517	892	72,5
<b>Mobile communications (end of period)</b>											
Service revenue	(€ million)	<b>1.793</b>	<b>1.752</b>	<b>6.995</b>	<b>1.776</b>	<b>1.837</b>	<b>1.882</b>	<b>5,0</b>	<b>5.243</b>	<b>5.494</b>	<b>4,8</b>
Customers	('000)	<b>39.330</b>	<b>39.136</b>	<b>39.136</b>	<b>38.544</b>	<b>36.976</b>	<b>34.882</b>	<b>(11,3)</b>	<b>39.330</b>	<b>34.882</b>	<b>(11,3)</b>
- contract	('000)	17.140	17.202	17.202	17.274	17.176	17.201	0,4	17.140	17.201	0,4
- prepaid	('000)	22.190	21.933	21.933	21.269	19.800	17.681	(20,3)	22.190	17.681	(20,3)
Net Adds	('000)	<b>227</b>	<b>(195)</b>	<b>34</b>	<b>(592)</b>	<b>(1.568)</b>	<b>(2.094)</b>	<b>n.m.</b>	<b>229</b>	<b>(4.253)</b>	<b>n.m.</b>
- contract	('000)	120	62	194	72	(99)	25	(79,0)	132	(2)	n.m.
- prepaid	('000)	107	(256)	(160)	(664)	(1.469)	(2.119)	n.m.	97	(4.252)	n.m.
Average monthly churn	(%)	<b>1,3</b>	<b>1,6</b>	<b>1,5</b>	<b>1,9</b>	<b>2,8</b>	<b>3,4</b>	<b>2,1p</b>	<b>1,4</b>	<b>2,7</b>	<b>1,3p</b>
- contract	(%)	1,0	1,1	1,2	1,3	1,4	1,1	0,1p	1,2%	1,2%	0,0p
SAC per gross add	(€)	<b>103</b>	<b>99</b>	<b>99</b>	<b>90</b>	<b>88</b>	<b>89</b>	<b>(13,6)</b>	<b>99</b>	<b>89</b>	<b>(9,9)</b>
- contract	(€)	228	220	215	167	181	177	(22,4)	214	175	(18,2)
- prepay	(€)	19	13	17	15	21	21	10,5	18	19	6,7
SRC per retained customer	(€)	<b>170</b>	<b>163</b>	<b>162</b>	<b>179</b>	<b>156</b>	<b>197</b>	<b>15,9</b>	<b>162</b>	<b>178</b>	<b>9,7</b>
ARPU	(€)	<b>15</b>	<b>15</b>	<b>15</b>	<b>15</b>	<b>16</b>	<b>17</b>	<b>13,3</b>	<b>15</b>	<b>17</b>	<b>14,2</b>
- contract	(€)	30	30	30	30	31	32	6,7	30	32	4,6
- prepay	(€)	4	4	4	3	4	4	0,0	4	4	19,8
non-voice % of ARPU	(%)	<b>27</b>	<b>28</b>	<b>26</b>	<b>29</b>	<b>29</b>	<b>29</b>	<b>2,0p</b>	<b>25</b>	<b>29</b>	<b>4,0p</b>
MOU per customer	(min)	<b>71</b>	<b>73</b>	<b>70</b>	<b>74</b>	<b>78</b>	<b>85</b>	<b>19,7</b>	<b>69</b>	<b>79</b>	<b>14,0</b>
- contract	(min)	140	144	138	144	149	152	8,6	136	148	9,0

1 Definition of Service Revenues (incl. MTR) since January 1st, 2010 without transit revenues. Q1-Q4/09 Service Revenue are adjusted retroactively.

2 One-off effect Q2/10: approx. 100 thousand deactivated contract customers.

3 Deactivation of inactive prepay customers' cards: 2009 full year (4.4 million); Q1 2010 (1.5 million); Q2 2010 (2.5 million); Q3 2010 (3,1 million). On April 1, 2010, Telekom Deutschland GmbH began to automatically terminate prepaid cards that have not been topped up for two years and have not been active for three months.

## Germany.

### Revenue split - Fixed network.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
Fixed network		<b>4.711</b>	<b>4.673</b>	<b>18.736</b>	<b>4.530</b>	<b>4.496</b>	<b>4.509</b>	<b>(4,3)</b>	<b>14.063</b>	<b>13.535</b>	<b>(3,8)</b>
of which network communications		1.415	1.367	5.733	1.315	1.279	1.252	(11,5)	4.367	3.846	(11,9)
of which IP/Internet		1.478	1.532	5.937	1.482	1.503	1.504	1,8	4.405	4.489	1,9
of which wholesale services		1.138	1.101	4.417	1.097	1.061	1.106	(2,8)	3.316	3.264	(1,6)
thereof access full ULL		329	287	1.242	334	334	334	1,5	955	1.002	4,9
thereof bundled and unbundled access line		93	81	371	87	75	88	(5,4)	290	250	(13,8)
of which other fixed network services		317	288	1.226	318	308	298	(6,0)	938	925	(1,4)
thereof value-added services		202	178	730	163	153	143	(29,2)	553	459	(17,0)
thereof terminal equipment		80	77	344	85	85	85	6,3	267	255	(4,5)
thereof data communication		35	34	152	70	71	70	n.a.	118	211	78,8

Shown Fixed Network Figures in unconsolidated view incl. PASM (Power and Air Condition Solution Management GmbH & Co. KG), STRATO AG [January 1st, 2010] and click'n'buy [April 1st, 2010] without Global Network and Carrier Services International [July 1st, 2009].

## United States.

### Financials (adjusted for special factors).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		3.758	3.658	15.471	3.814	4.188	4.143	10,2	11.813	12.145	2,8
<b>Net revenue</b>		3.755	3.655	15.457	3.810	4.185	4.140	10,3	11.802	12.135	2,8
<b>Service revenue</b>		3.233	3.119	13.337	3.280	3.622	3.567	10,3	10.218	10.469	2,5
<b>EBITDA</b>	1	1.089	935	4.261	1.008	1.120	1.028	(5,6)	3.326	3.156	(5,1)
EBITDA margin (EBITDA / total revenues)	%	29,0	25,6	27,5	26,4	26,7	24,8	(4,2)p	28,2	26,0	(2,2)p
EBITDA margin (EBITDA / service revenues)	%	33,7	30,0	32,0	30,7	30,9	28,8	(4,9)p	32,6	30,1	(2,5)p
Depreciation, amortization and impairment losses		(494)	(481)	(2.028)	(464)	(520)	(552)	(11,7)	(1.547)	(1.536)	0,7
<b>Profit (loss) from operations = EBIT</b>	2	595	454	2.233	544	600	476	(20,0)	1.779	1.620	(8,9)
<b>Cash capex (as reported)</b>		552	464	2.666	481	534	496	(10,1)	2.202	1.511	(31,4)
<b>Cash contribution (as reported)</b>		537	471	1.595	527	586	532	(0,9)	1.124	1.645	46,4
<b>Cash capex</b>	3	545	461	2.641	478	531	493	(9,5)	2.180	1.502	(31,1)
<b>Cash contribution</b>	4	544	474	1.620	530	589	535	(1,7)	1.146	1.654	44,3

### Financials (as reported).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		3.758	3.658	15.471	3.814	4.188	4.143	10,2	11.813	12.145	2,8
<b>EBITDA</b>		1.089	935	4.261	1.008	1.120	1.028	(5,6)	3.326	3.156	(5,1)
EBITDA margin (EBITDA / total revenue)	%	29,0	25,6	27,5	26,4	26,7	24,8	(4,2)p	28,2	26,0	(2,2)p
<b>Depreciation, amortization and impairment losses</b>		(494)	(481)	(2.028)	(464)	(520)	(552)	(11,7)	(1.547)	(1.536)	0,7
Profit (loss) from operations = EBIT		595	454	2.233	544	600	476	(20,0)	1.779	1.620	(8,9)
<b>Cash capex</b>		34	464	2.666	481	534	496	(10,1)	2.202	1.511	(31,4)
<b>Cash contribution</b>		537	471	1.595	527	586	532	(0,9)	1.124	1.645	46,4

1 Excluding special influences affecting EBITDA of EUR 6mn in Q1/09. Special influences did not affect EBITDA beyond Q1/2009.

2 Excluding special influences affecting EBIT of EUR 1.809mn in Q1/2009 (thereof EUR 6mn resulting from EBITDA). Special influences did not affect EBIT beyond Q1/2009.

3 Adjusted by excluding EUR 5mn microwave clearing costs in Q1/09, EUR 10mn in Q2/09, EUR 8mn in Q3/09, EUR 3mn in Q4/09, EUR 3mn in Q1/10, EUR 3mn in Q2/10 and EUR 2m in Q3/10.

4 Excluding special influences affecting EBIT of EUR 1.809mn in Q1/2009 (thereof EUR 6mn resulting from EBITDA). Special influences did not affect EBIT beyond Q1/2009.

## United States.

### EBITDA reconciliation.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>3.758</b>	<b>3.658</b>	<b>15.471</b>	<b>3.814</b>	<b>4.188</b>	<b>4.143</b>	<b>10,2</b>	<b>11.813</b>	<b>12.145</b>	<b>2,8</b>
<b>Net Revenue</b>		<b>3.758</b>	<b>3.658</b>	<b>15.471</b>	<b>3.814</b>	<b>4.188</b>	<b>4.143</b>	<b>10,3</b>	<b>11.813</b>	<b>12.145</b>	<b>2,8</b>
Profit (loss) from operations = EBIT		595	454	2.233	544	600	476	(20,0)	1.779	1.620	(8,9)
- Depreciation, amortization and impairment losses		34	(481)	(2.028)	(464)	(520)	(552)	(11,7)	(1.547)	(1.536)	0,7
<b>= EBITDA</b>		<b>1.089</b>	<b>935</b>	<b>4.261</b>	<b>1.008</b>	<b>1.120</b>	<b>1.028</b>	<b>(5,6)</b>	<b>3.326</b>	<b>3.156</b>	<b>(5,1)</b>
EBITDA margin	%	29,0	25,6	27,5	26,4	26,7	24,8	(4,2p)	28,2	26,0	(2,2p)
- Special factors affecting EBITDA		0	0	0	0	0	0	n.a.	0	0	n.a.
<b>= EBITDA adjusted for special factors</b>		<b>1.089</b>	<b>935</b>	<b>4.261</b>	<b>1.008</b>	<b>1.120</b>	<b>1.028</b>	<b>(5,6)</b>	<b>3.326</b>	<b>3.156</b>	<b>(5,1)</b>
EBITDA margin (adjusted for special factors)	%	29,0	25,6	27,5	26,4	26,7	24,8	(4,2p)	28,2	26,0	(2,2p)

### Special factors.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Effects on EBITDA</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n.a.</b>	<b>0</b>	<b>0</b>	<b>n.a.</b>
- of which personnel		0	0	0	0	0	0	n.a.	0	0	n.a.
- of which other		0	0	0	0	0	0	n.a.	0	0	n.a.
<b>Effects on profit (loss) from operations = EBIT</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n.a.</b>	<b>0</b>	<b>0</b>	<b>n.a.</b>
- of which personnel		0	0	0	0	0	0	n.a.	0	0	n.a.
- of which other		0	0	0	0	0	0	n.a.	0	0	n.a.

# United States.

## Operational.

	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Customers (end of period)</b>	('000)	<b>33.420</b>	<b>33.790</b>	<b>33.790</b>	<b>33.713</b>	<b>33.620</b>	<b>33.757</b>	<b>1,0</b>	<b>33.420</b>	<b>33.757</b>	<b>1,0</b>
- Contract	('000)	26.882	26.765	26.765	26.646	26.752	26.692	(0,7)	26.882	26.692	(0,7)
- Prepaid	('000)	6.538	7.026	7.026	7.067	6.868	7.065	8,1	6.538	7.065	8,1
<b>Net adds</b>	('000)	<b>(77)</b>	<b>371</b>	<b>1.033</b>	<b>(77)</b>	<b>(93)</b>	<b>137</b>	<b>n.m.</b>	<b>662</b>	<b>(34)</b>	<b>n.m.</b>
- Contract	('000)	(140)	(117)	(42)	(118)	106	(60)	57,1	76	(72)	n.m.
- Prepaid	('000)	34	488	1.074	41	(199)	196	n.m.	586	39	n.m.
<b>Average monthly churn</b>	(%)	<b>3,4</b>	<b>3,3</b>	<b>3,2</b>	<b>3,1</b>	<b>3,4</b>	<b>3,4</b>	<b>0,0p</b>	<b>3,2</b>	<b>3,3</b>	<b>0,1p</b>
- Contract	(%)	2,4	2,5	2,3	2,2	2,2	2,4	0,0p	2,3	2,3	0,0p
<b>Total revenues</b>	(€ million)	<b>3.758</b>	<b>3.658</b>	<b>15.471</b>	<b>3.814</b>	<b>4.188</b>	<b>4.143</b>	<b>10,2</b>	<b>11.813</b>	<b>12.145</b>	<b>2,8</b>
Service revenue	(€ million)	3.233	3.119	13.337	3.280	3.622	3.567	10,3	10.218	10.469	2,5
<b>EBITDA (adjusted for special factors)</b>	(€ million)	<b>1.089</b>	<b>935</b>	<b>4.261</b>	<b>1.008</b>	<b>1.120</b>	<b>1.028</b>	<b>(5,6)</b>	<b>3.326</b>	<b>3.156</b>	<b>(5,1)</b>
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(%)	29,0	25,6	27,5	26,4	26,7	24,8	(4,2p)	28,2	26,0	(2,2p)
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(%)	33,7	30,0	32,0	30,7	30,9	28,8	(4,9p)	32,6	30,1	(2,5p)
<b>SAC per gross add</b>	(€)	<b>81</b>	<b>97</b>	<b>89</b>	<b>90</b>	<b>111</b>	<b>104</b>	<b>28,4</b>	<b>86</b>	<b>102</b>	<b>18,6</b>
- Contract	(€)	141	187	158	157	187	181	28,4	148	175	18,2
- Prepaid	(€)	9	8	10	17	8	20	n.m.	11	15	36,4
<b>SRC per retained customer</b>	(€)	<b>40</b>	<b>58</b>	<b>46</b>	<b>61</b>	<b>69</b>	<b>68</b>	<b>70,0</b>	<b>42</b>	<b>66</b>	<b>57,1</b>
<b>ARPU</b>	(€)	<b>32</b>	<b>31</b>	<b>33</b>	<b>32</b>	<b>36</b>	<b>35</b>	<b>9,4</b>	<b>34</b>	<b>35</b>	<b>2,9</b>
- Contract	(€)	37	36	38	38	41	41	10,8	39	40	2,6
- Prepaid	(€)	13	12	14	13	14	15	15,4	15	14	(6,7)
<b>Non-Voice % of ARPU</b>	(%)	<b>22</b>	<b>22</b>	<b>21</b>	<b>24</b>	<b>25</b>	<b>27</b>	<b>5,0p</b>	<b>21</b>	<b>26</b>	<b>4,5p</b>
<b>MOU per customer</b>	(min)	<b>1.013</b>	<b>993</b>	<b>1.008</b>	<b>989</b>	<b>983</b>	<b>964</b>	<b>(4,8)</b>	<b>1.014</b>	<b>979</b>	<b>(3,4)</b>
- Contract	(min)	1.160	1.144	1.148	1.142	1.122	1.083	(6,6)	1.150	1.115	(3,0)
Cash capex	(€ million)	552	464	2.666	481	534	496	(10,1)	2.202	1.511	(31,4)
Cash contribution	(€ million)	537	471	1.595	527	586	532	(0,9)	1.124	1.645	46,4
<b>Cash capex (adjusted for special factors)</b>	(€ million)	<b>1</b>	<b>545</b>	<b>461</b>	<b>2.641</b>	<b>478</b>	<b>531</b>	<b>(9,5)</b>	<b>2.180</b>	<b>1.502</b>	<b>(31,1)</b>
<b>Cash contribution (adjusted for special factors)</b>	(€ million)		<b>544</b>	<b>474</b>	<b>1.620</b>	<b>530</b>	<b>535</b>	<b>(1,7)</b>	<b>1.146</b>	<b>1.654</b>	<b>44,3</b>

1 Adjusted by excluding microwave clearing costs of EUR 5mn in Q1/09, EUR 10mn in Q2/09, EUR 8mn in Q3/09, EUR 3mn in Q4/09, EUR 3mn in Q1/10, EUR3 mn in and EUR 2mn in Q3/10.

## United States.

Operational in US-\$.

	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Customers (end of period)</b>	('000)	<b>33.420</b>	<b>33.790</b>	<b>33.790</b>	<b>33.713</b>	<b>33.620</b>	<b>33.757</b>	<b>1,0</b>	<b>33.420</b>	<b>33.757</b>	<b>1,0</b>
- Contract	('000)	26.882	26.765	26.765	26.646	26.752	26.692	(0,7)	26.882	26.692	(0,7)
- Prepaid	('000)	6.538	7.026	7.026	7.067	6.868	7.065	8,1	6.538	7.065	8,1
<b>Net adds</b>	<b>('000)</b>	<b>(77)</b>	<b>371</b>	<b>1.033</b>	<b>(77)</b>	<b>(93)</b>	<b>137</b>	<b>n.m.</b>	<b>662</b>	<b>(34)</b>	<b>n.m.</b>
- Contract	('000)	(140)	(117)	(42)	(118)	106	(60)	57,1	76	(72)	n.m.
- Prepaid	('000)	34	488	1.074	41	(199)	196	n.m.	586	39	n.m.
<b>Average monthly churn</b>	<b>(%)</b>	<b>3,4</b>	<b>3,3</b>	<b>3,2</b>	<b>3,1</b>	<b>3,4</b>	<b>3,4</b>	<b>0,0p</b>	<b>3,2</b>	<b>3,3</b>	<b>0,1p</b>
- Contract	(%)	2,4	2,5	2,3	2,2	2,2	2,4	0,0p	2,3	2,3	0,0p
<b>Total revenues</b>	<b>(USD million)</b>	<b>5.376</b>	<b>5.409</b>	<b>21.519</b>	<b>5.275</b>	<b>5.325</b>	<b>5.351</b>	<b>(0,5)</b>	<b>16.110</b>	<b>15.951</b>	<b>(1,0)</b>
Service revenue	(USD million)	4.624	4.611	18.544	4.537	4.605	4.607	(0,4)	13.933	13.749	(1,3)
<b>EBITDA (adjusted for special factors)</b>	<b>(USD million)</b>	<b>1.558</b>	<b>1.382</b>	<b>5.926</b>	<b>1.395</b>	<b>1.423</b>	<b>1.328</b>	<b>(14,8)</b>	<b>4.544</b>	<b>4.146</b>	<b>(8,8)</b>
EBITDA margin (adjusted for special factors)											
(EBITDA / total revenue)	(USD million)	29,0	25,6	27,5	26,4	26,7	24,8	(4,2p)	28,2	26,0	(2,2p)
EBITDA margin (adjusted for special factors)											
(EBITDA / service revenue)	(USD million)	33,7	30,0	32,0	30,7	30,9	28,8	(4,9p)	32,6	30,1	(2,5p)
<b>SAC per gross add</b>	<b>(USD)</b>	<b>116</b>	<b>144</b>	<b>124</b>	<b>124</b>	<b>141</b>	<b>134</b>	<b>15,5</b>	<b>118</b>	<b>133</b>	<b>12,7</b>
- Contract	(USD)	201	277	220	217	238	232	15,4	201	229	13,9
- Prepaid	(USD)	12	12	15	23	10	27	n.m.	16	20	25,0
<b>SRC per retained customer</b>	<b>(USD)</b>	<b>58</b>	<b>86</b>	<b>64</b>	<b>84</b>	<b>87</b>	<b>87</b>	<b>50,0</b>	<b>57</b>	<b>86</b>	<b>50,9</b>
<b>ARPU</b>	<b>(USD)</b>	<b>46</b>	<b>46</b>	<b>46</b>	<b>45</b>	<b>46</b>	<b>46</b>	<b>0,0</b>	<b>47</b>	<b>45</b>	<b>(4,3)</b>
- Contract	(USD)	53	53	53	52	53	53	0,0	53	52	(1,9)
- Prepaid	(USD)	19	18	20	18	18	19	0,0	20	18	(10,0)
<b>Non-Voice % of ARPU</b>	<b>(%)</b>	<b>22</b>	<b>22</b>	<b>21</b>	<b>24</b>	<b>25</b>	<b>27</b>	<b>5,4p</b>	<b>21</b>	<b>26</b>	<b>4,8p</b>
<b>MOU per customer</b>	<b>(min)</b>	<b>1.013</b>	<b>993</b>	<b>1.008</b>	<b>989</b>	<b>983</b>	<b>964</b>	<b>(4,8)</b>	<b>1.014</b>	<b>979</b>	<b>(3,4)</b>
- Contract	(min)	1.160	1.144	1.148	1.142	1.122	1.083	(6,6)	1.150	1.115	(3,0)
Cash capex	(USD million)	789	685	3.673	665	679	640	(18,9)	2.988	1.984	(33,6)
Cash contribution	(USD million)	769	697	2.253	730	744	688	(10,5)	1.556	2.162	38,9
<b>Cash capex (adjusted for special factors)</b>	<b>(USD million)</b>	<b>1</b>	<b>779</b>	<b>680</b>	<b>661</b>	<b>675</b>	<b>637</b>	<b>(18,2)</b>	<b>2.957</b>	<b>1.973</b>	<b>(33,3)</b>
<b>Cash contribution (adjusted for special factors)</b>	<b>(USD million)</b>		<b>779</b>	<b>702</b>	<b>2.289</b>	<b>734</b>	<b>748</b>	<b>(11,3)</b>	<b>1.587</b>	<b>2.173</b>	<b>36,9</b>

1 Adjusted by excluding microwave claring costs of USD 7mn in Q1/09, USD 14mn in Q2/09 and USD 10mn in Q3/09, USD 5mn in Q4/09, USD 4mn in Q1/10, USD 4mn in Q2/10 and USD 3mn in Q3/10.



## Europe.

### Financials (adjusted for special factors).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		5.124	5.035	19.607	4.774	4.030	4.123	(19,5)	14.572	12.927	(11,3)
<b>Net revenue</b>		4.969	4.886	18.996	4.613	3.869	3.951	(20,5)	14.110	12.433	(11,9)
<b>EBITDA</b>	1	1.844	1.595	6.390	1.587	1.431	1.465	(20,6)	4.795	4.483	(6,5)
EBITDA margin (EBITDA / total revenue)	%	36,0	31,7	32,6	33,2	35,5	35,5	(0,5p)	32,9	34,7	1,8p
Depreciation, amortization and impairment losses		(998)	(841)	(3.807)	(859)	(889)	(833)	16,5	(2.966)	(2.581)	13,0
Profit (loss) from operations = EBIT	2	846	754	2.583	728	542	632	(25,3)	1.829	1.902	4,0
<b>Cash capex</b>	3	550	654	2.477	568	445	396	(28,0)	1.835	1.409	(23,2)
<b>Cash contribution</b>		1.294	941	3.913	1.019	986	1.069	(17,4)	2.960	3.074	3,9

### Financials (as reported).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		5.124	5.035	19.607	4.774	4.030	4.123	(19,5)	14.572	12.927	(11,3)
<b>Net revenue</b>		4.969	4.886	18.996	4.613	3.869	3.951	(20,5)	14.110	12.433	(11,9)
<b>EBITDA</b>		1.830	1.507	6.297	1.534	1.058	1.457	(20,4)	4.790	4.049	(15,5)
EBITDA margin (EBITDA / total revenue)	%	35,7	29,9	32,1	32,1	26,3	35,3	(0,4p)	32,9	31,3	(1,6p)
Depreciation, amortization and impairment losses		(1.009)	(1.369)	(6.157)	(859)	(892)	(835)	17,2	(4.788)	(2.586)	46,0
Profit (loss) from operations = EBIT		821	138	140	675	166	622	(24,2)	2	1.463	n.a.
<b>Cash capex</b>		562	654	2.489	568	454	396	(29,5)	1.835	1.418	(22,7)
<b>Cash contribution</b>		1.268	853	3.808	966	604	1.061	(16,3)	2.955	2.631	(11,0)

1 Special factors affecting EBITDA: EUR 14mn in Q3/09, EUR 88mn in Q4/09, EUR 53mn in Q1/10, EUR 373mn in Q2/10 and EUR 8mn in Q3/10.

2 Special factors affecting EBIT: EUR 2.443mn in 2009 (thereof EUR 93mn resulting from EBITDA).

3 Excluding EUR 12mn mission payments in Q3/09 for GSM licences at T-Mobile NL and T-Mobile CZ and EUR 9mn in Q2/10 for spectrum licences at Bulgaria.

## Europe.

### EBITDA Reconciliation.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>5.124</b>	<b>5.035</b>	<b>19.607</b>	<b>4.774</b>	<b>4.030</b>	<b>4.123</b>	<b>(19,5)</b>	<b>14.572</b>	<b>12.927</b>	<b>(11,3)</b>
Profit (loss) from operations = EBIT		821	138	140	675	166	622	(24,2)	2	1.463	n.a.
- Depreciation, amortization and impairment losses		(1.009)	(1.369)	(6.157)	(859)	(892)	(835)	17,2	(4.788)	(2.586)	46,0
<b>= EBITDA</b>		<b>1.830</b>	<b>1.507</b>	<b>6.297</b>	<b>1.534</b>	<b>1.058</b>	<b>1.457</b>	<b>(20,4)</b>	<b>4.790</b>	<b>4.049</b>	<b>(15,5)</b>
EBITDA margin	%	35,7	29,9	32,1	32,1	26,3	35,3	(0,4p)	32,9	31,3	(1,6p)
- Special factors affecting EBITDA		(14)	(88)	(93)	(53)	(373)	(8)	42,9	(5)	(434)	n.a.
<b>= EBITDA adjusted for special factors</b>		<b>1.844</b>	<b>1.595</b>	<b>6.390</b>	<b>1.587</b>	<b>1.431</b>	<b>1.465</b>	<b>(20,6)</b>	<b>4.795</b>	<b>4.483</b>	<b>(6,5)</b>
EBITDA margin (adjusted for special factors)	%	36,0	31,7	32,6	33,2	35,5	35,5	(0,5p)	32,9	34,7	1,8p

### Special factors.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Effects on EBITDA</b>		<b>(14)</b>	<b>(88)</b>	<b>(93)</b>	<b>(53)</b>	<b>(373)</b>	<b>(8)</b>	<b>42,9</b>	<b>(5)</b>	<b>(434)</b>	<b>n.a.</b>
- of which personnel		(3)	(62)	(36)	(45)	3	(7)	n.a.	26	(49)	n.a.
- of which other		(11)	(26)	(57)	(8)	(376)	(1)	90,9	(31)	(385)	n.a.
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(25)</b>	<b>(616)</b>	<b>(2.443)</b>	<b>(53)</b>	<b>(376)</b>	<b>(10)</b>	<b>60,0</b>	<b>(1.827)</b>	<b>(439)</b>	<b>76,0</b>
- of which personnel		(3)	(62)	(36)	(45)	3	(7)	n.a.	26	(49)	n.a.
- of which other	1	(22)	(554)	(2.407)	(8)	(379)	(3)	86,4	(1.853)	(390)	79,0

1 Goodwill Impairment: T-Mobile UK EUR 1.803mn in Q1/09, Hungary EUR 3mn in Q2/09, Montenegro EUR 11mn in Q3/09, Greece Fixed EUR 130mn in Q4/09, Greece Mobile EUR 203mn in Q4/09, Romania Mobile EUR 66mn in Q4/09, Slovak Telekom EUR 37mn in Q4/09, T-Mobile Austria EUR 47mn in Q4/09, Macedonia EUR 45mn in Q4/09.

## Europe.

### Customer Summary.

'000	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %
<b>Greece</b>								
- Fixed Network Access Lines		4.349	4.228	4.228	4.095	3.970	3.858	(11,3)
- Broadband Access Lines		1.066	1.113	1.113	1.140	1.139	1.133	6,3
- Mobile Customers		9.064	9.218	9.218	8.813	8.509	8.330	(8,1)
<b>Romania</b>								
- Fixed Network Access Lines		2.832	2.776	2.776	2.721	2.666	2.625	(7,3)
- Broadband Access Lines		750	776	776	808	840	902	20,3
- Mobile Customers		6.599	7.280	7.280	7.155	7.087	7.059	7,0
<b>Hungary</b>								
- Fixed Network Access Lines		1.870	1.821	1.821	1.771	1.729	1.690	(9,6)
- Broadband Access Lines		778	789	789	798	798	811	4,2
- Mobile Customers		5.207	5.120	5.120	5.120	5.131	5.147	(1,2)
<b>Poland</b>								
- Mobile Customers		13.482	13.500	13.500	13.361	13.276	13.321	(1,2)
<b>Czech Republic</b>								
- Fixed Network Access Lines		0	42	42	46	49	53	–
- Broadband Access Lines		0	42	42	46	49	53	–
- Mobile Customers		5.458	5.464	5.464	5.449	5.464	5.460	0,0
<b>Croatia</b>								
- Fixed Network Access Lines		1.497	1.484	1.484	1.462	1.446	1.437	(4,0)
- Broadband Access Lines		527	555	555	573	584	600	13,9
- Mobile Customers		2.885	2.859	2.859	2.798	2.779	2.774	(3,8)
<b>Netherlands</b>								
- Fixed Network Access Lines		296	293	293	290	288	288	(2,7)
- Broadband Access Lines		296	293	293	290	288	288	(2,7)
- Mobile Customers		5.474	4.592	4.592	4.392	4.382	4.461	(18,5)
<b>Slovakia</b>								
- Fixed Network Access Lines		1.104	1.101	1.101	1.093	1.084	1.072	(2,9)
- Broadband Access Lines		372	391	391	408	418	424	14,0
- Mobile Customers		2.301	2.376	2.376	2.399	2.412	2.407	4,6
<b>Austria</b>								
- Mobile Customers		3.387	3.446	3.446	3.626	3.653	3.683	8,7
<b>Bulgaria</b>								
- Mobile Customers		3.966	3.902	3.902	3.845	3.954	3.886	(2,0)
<b>Other</b>								
- Fixed Network Access Lines		531	525	525	512	504	500	(5,8)
- Broadband Access Lines		169	184	184	195	200	207	22,5
- Mobile Customers		3.689	3.822	3.822	3.852	3.861	3.845	4,2
<b>Total</b>								
- Fixed Network Access Lines		12.480	12.268	12.268	11.990	11.736	11.524	(7,7)
- Broadband Access Lines Retail		3.681	3.881	3.881	4.010	4.078	4.185	13,7
- Wholesale Bundled Access Lines		246	229	229	213	202	193	(21,5)
- Wholesale Unbundled Access Lines		30	33	33	35	36	39	30,0
- Mobile Customers		61.512	61.577	61.577	60.811	60.507	60.373	(1,9)

## Greece.

### Financials (adjusted for special factors).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>1.087</b>	<b>1.099</b>	<b>3.899</b>	<b>997</b>	<b>963</b>	<b>979</b>	<b>(9,9)</b>	<b>2.800</b>	<b>2.939</b>	<b>5,0</b>
-of which Fixed network		627	651	2.311	592	579	578	(7,8)	1.660	1.749	5,4
-of which Mobile communications		532	522	1.846	464	448	471	(11,5)	1.324	1.383	4,5
<b>EBITDA</b>	<b>1</b>	<b>413</b>	<b>412</b>	<b>1.447</b>	<b>376</b>	<b>346</b>	<b>376</b>	<b>(9,0)</b>	<b>1.035</b>	<b>1.098</b>	<b>6,1</b>
-of which Fixed network		186	214	720	189	177	174	(6,5)	506	540	6,7
-of which Mobile communications		213	184	674	172	154	186	(12,7)	490	512	4,5
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>38,0</b>	<b>37,5</b>	<b>37,1</b>	<b>37,7</b>	<b>35,9</b>	<b>38,4</b>	<b>0,4p</b>	<b>37,0</b>	<b>37,4</b>	<b>0,4p</b>
-of which Fixed network	%	29,7	32,9	31,2	31,9	30,6	30,1	0,4p	30,5	30,9	0,4p
-of which Mobile communications	%	40,0	35,2	36,5	37,1	34,4	39,5	(0,5p)	37,0	37,0	0,0p
<b>Cash capex (as reported)</b>		<b>131</b>	<b>155</b>	<b>466</b>	<b>101</b>	<b>102</b>	<b>112</b>	<b>(14,5)</b>	<b>311</b>	<b>315</b>	<b>1,3</b>
-of which Fixed network		84	89	283	48	57	49	(41,7)	194	154	(20,6)
-of which Mobile communications		44	62	170	50	40	60	36,4	108	150	38,9
<b>Cash contribution</b>		<b>282</b>	<b>257</b>	<b>981</b>	<b>275</b>	<b>244</b>	<b>264</b>	<b>(6,4)</b>	<b>724</b>	<b>783</b>	<b>8,1</b>
-of which Fixed network		102	125	437	141	120	125	22,5	312	386	23,7
-of which Mobile communications		169	122	504	122	114	126	(25,4)	382	362	(5,2)

1 Special factors affecting EBITDA: EUR 2mn in Q4/09, EUR 32mn in Q1/10, EUR -22mn in Q2/10.

# Greece.

## Operational.

	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Fixed Network (end of period)</b>											
fixed network access lines	('000)	4.349	4.228	4.228	4.095	3.970	3.858	(11,3)	4.349	3.858	(11,3)
broadband retail access lines	('000)	1.006	1.060	1.060	1.093	1.095	1.092	8,5	1.006	1.092	8,5
IPTV	('000)	10	16	16	23	30	40	n.m.	10	40	n.m.
Wholesale bundled access lines	('000)	60	53	53	47	44	41	(31,7)	60	41	(31,7)
ULLs	('000)	834	938	938	1.056	1.160	1.244	49,2	834	1.244	49,2
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	—	0	0	—
<b>Mobile communications (end of period)</b>											
Service revenue	(€ million)	444	412	1.535	384	379	389	(12,4)	1.123	1.152	2,6
Adj. EBITDA Margin (Service Rev.)	(%)	48,0	44,7	43,9	44,8	40,6	47,8	(0,2p)	43,6	44,4	0,8p
Customers	('000)	<b>9.064</b>	<b>9.218</b>	<b>9.218</b>	<b>8.813</b>	<b>8.509</b>	<b>8.330</b>	<b>(8,1)</b>	<b>9.064</b>	<b>8.330</b>	<b>(8,1)</b>
- contract	('000)	2.260	2.285	2.285	2.306	2.314	2.329	3,1	2.260	2.329	3,1
- prepaid	('000)	6.804	6.933	6.933	6.507	6.194	6.001	(11,8)	6.804	6.001	(11,8)
Net Adds	('000)	<b>271</b>	<b>154</b>	<b>1.192</b>	<b>(404)</b>	<b>(305)</b>	<b>(178)</b>	<b>n.a.</b>	<b>1.038</b>	<b>(887)</b>	<b>n.a.</b>
- contract	('000)	(12)	25	59	21	8	15	n.a.	35	44	25,7
- prepaid	('000)	283	129	1.133	(425)	(313)	(193)	n.a.	1.004	(932)	n.a.
Average monthly churn	(%)	<b>3,3</b>	<b>3,3</b>	<b>3,2</b>	<b>3,5</b>	<b>3,5</b>	<b>3,4</b>	<b>0,1p</b>	<b>3,2</b>	<b>3,4</b>	<b>0,2p</b>
- contract	(%)	2,2	2,0	2,0	2,1	2,4	2,0	(0,2p)	2,0	2,2	0,2p
SAC per gross add	(€)	<b>15</b>	<b>18</b>	<b>17</b>	<b>35</b>	<b>39</b>	<b>24</b>	<b>60,0</b>	<b>16</b>	<b>32</b>	<b>100,0</b>
- contract	(€)	102	102	103	106	121	90	(11,8)	104	106	1,9
- prepay	(€)	3	3	4	3	6	3	0,0	4	4	0,0
SRC per retained customer	(€)	<b>90</b>	<b>94</b>	<b>97</b>	<b>72</b>	<b>63</b>	<b>71</b>	<b>(21,1)</b>	<b>97</b>	<b>68</b>	<b>(29,9)</b>
ARPU	(€)	<b>17</b>	<b>15</b>	<b>16</b>	<b>14</b>	<b>15</b>	<b>15</b>	<b>(11,8)</b>	<b>16</b>	<b>15</b>	<b>(6,3)</b>
- contract	(€)	47	43	44	40	40	40	(14,9)	45	40	(11,1)
- prepay	(€)	6	6	6	6	5	6	0,0	6	6	0,0
non-voice % of ARPU	(%)	<b>15</b>	<b>9</b>	<b>13</b>	<b>15</b>	<b>14</b>	<b>13</b>	<b>(2,0p)</b>	<b>15</b>	<b>14</b>	<b>(1,0p)</b>
MOU per customer	(min)	<b>207</b>	<b>203</b>	<b>203</b>	<b>211</b>	<b>250</b>	<b>265</b>	<b>28,0</b>	<b>202</b>	<b>241</b>	<b>19,3</b>
- contract	(min)	300	289	292	280	301	322	7,3	293	301	2,7

## Romania.

### Financials (adjusted for special factors).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>296</b>	<b>309</b>	<b>1.104</b>	<b>291</b>	<b>293</b>	<b>294</b>	<b>(0,7)</b>	<b>795</b>	<b>878</b>	<b>10,4</b>
-of which Fixed network		195	194	731	184	181	182	(6,7)	537	547	1,9
-of which Mobile communications		109	122	404	114	118	121	11,0	282	353	25,2
<b>EBITDA</b>	<b>1</b>	<b>88</b>	<b>66</b>	<b>293</b>	<b>72</b>	<b>71</b>	<b>71</b>	<b>(19,3)</b>	<b>227</b>	<b>214</b>	<b>(5,7)</b>
-of which Fixed network		66	55	233	58	46	42	(36,4)	178	146	(18,0)
-of which Mobile communications		23	10	60	14	25	28	21,7	50	67	34,0
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>29,7</b>	<b>21,4</b>	<b>26,5</b>	<b>24,7</b>	<b>24,2</b>	<b>24,1</b>	<b>(5,6p)</b>	<b>28,6</b>	<b>24,4</b>	<b>(4,2p)</b>
-of which Fixed network	%	33,8	28,4	31,9	31,5	25,4	23,1	(10,7p)	33,1	26,7	(6,4p)
-of which Mobile communications	%	21,1	8,2	14,9	12,3	21,2	23,1	2,0p	17,7	19,0	1,3p
<b>Cash capex (as reported)</b>		<b>75</b>	<b>79</b>	<b>294</b>	<b>60</b>	<b>82</b>	<b>40</b>	<b>(46,7)</b>	<b>215</b>	<b>182</b>	<b>(15,3)</b>
-of which Fixed network		52	44	168	40	41	21	(59,6)	124	102	(17,7)
-of which Mobile communications		23	35	126	20	41	19	(17,4)	91	80	(12,1)
<b>Cash contribution</b>		<b>13</b>	<b>(13)</b>	<b>(1)</b>	<b>12</b>	<b>(11)</b>	<b>31</b>	<b>n.m.</b>	<b>12</b>	<b>32</b>	<b>n.m.</b>
-of which Fixed network		14	11	65	18	5	21	50,0	54	44	(18,5)
-of which Mobile communications		0	(25)	(66)	(6)	(16)	9	–	(41)	(13)	68,3

1 Special factors affecting EBITDA: EUR 1mn in Q3/09, EUR 4mn in Q4/09, EUR 6mn in Q1/10, EUR 17mn in Q2/10 and EUR 4mn in Q3/10.

# Romania.

## Operational.

	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Fixed Network (end of period)</b>											
fixed network access lines	('000)	2.832	2.776	2.776	2.721	2.666	2.625	(7,3)	2.832	2.625	(7,3)
broadband retail access lines	('000)	750	776	776	808	840	902	20,3	750	902	20,3
IPTV	('000)	0	0	0	4	12	21	—	0	21	—
Wholesale bundled access lines	('000)	0	0	0	0	0	0	—	0	0	—
ULLs	('000)	1	1	1	1	1	1	0,0	1	1	0,0
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	—	0	0	—
<b>Mobile communications (end of period)</b>											
Service revenue	(€ million)	94	102	345	94	98	99	5,3	243	291	19,8
Adj. EBITDA Margin (Service Rev.)	(%)	24,5	9,8	17,4	14,9	25,5	28,3	3,8p	20,6	23,0	2,4p
Customers	('000)	<b>6.599</b>	<b>7.280</b>	<b>7.280</b>	<b>7.155</b>	<b>7.087</b>	<b>7.059</b>	<b>7,0</b>	<b>6.599</b>	<b>7.059</b>	<b>7,0</b>
- contract	('000)	1.312	1.535	1.535	1.516	1.512	1.507	14,9	1.312	1.507	14,9
- prepaid	('000)	5.288	5.745	5.745	5.639	5.575	5.552	5,0	5.288	5.552	5,0
Net Adds	('000)	<b>269</b>	<b>681</b>	<b>1.291</b>	<b>(126)</b>	<b>(68)</b>	<b>(28)</b>	<b>n.a.</b>	<b>610</b>	<b>(221)</b>	<b>n.a.</b>
- contract	('000)	46	223	373	(19)	(4)	(4)	n.a.	150	(28)	n.a.
- prepaid	('000)	223	458	917	(106)	(64)	(24)	n.a.	460	(194)	n.a.
Average monthly churn	(%)	<b>3,6</b>	<b>4,4</b>	<b>3,8</b>	<b>4,0</b>	<b>3,5</b>	<b>3,8</b>	<b>0,2p</b>	<b>3,6</b>	<b>3,8</b>	<b>0,2p</b>
- contract	(%)	1,7	2,5	2,1	2,3	1,9	1,9	0,2p	2,0	2,0	0,0p
SAC per gross add	(€)	<b>12</b>	<b>10</b>	<b>13</b>	<b>8</b>	<b>9</b>	<b>6</b>	<b>(50,0)</b>	<b>14</b>	<b>8</b>	<b>(42,9)</b>
- contract	(€)	99	110	94	72	72	50	(49,5)	89	65	(27,0)
- prepay	(€)	1	1	1	0	0	1	0,0	1	0	(100,0)
SRC per retained customer	(€)	<b>18</b>	<b>12</b>	<b>14</b>	<b>16</b>	<b>21</b>	<b>11</b>	<b>(38,9)</b>	<b>17</b>	<b>16</b>	<b>(5,9)</b>
ARPU	(€)	<b>5</b>	<b>5</b>	<b>5</b>	<b>4</b>	<b>5</b>	<b>5</b>	<b>0,0</b>	<b>5</b>	<b>4</b>	<b>(20,0)</b>
- contract	(€)	14	14	14	12	13	13	(7,1)	14	13	(7,1)
- prepay	(€)	2	3	3	2	2	2	0,0	3	2	(33,3)
non-voice % of ARPU	(%)	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>0,0p</b>	<b>5</b>	<b>5</b>	<b>0,0p</b>
MOU per customer	(min)	<b>199</b>	<b>204</b>	<b>194</b>	<b>207</b>	<b>212</b>	<b>211</b>	<b>6,0</b>	<b>189</b>	<b>210</b>	<b>11,1</b>
- contract	(min)	461	451	460	428	432	428	(7,2)	464	430	(7,3)

## Hungary.

### Financials (adjusted for special factors).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>437</b>	<b>442</b>	<b>1.682</b>	<b>402</b>	<b>402</b>	<b>390</b>	<b>(10,8)</b>	<b>1.240</b>	<b>1.194</b>	<b>(3,7)</b>
-of which Fixed network		196	195	762	182	175	165	(15,8)	567	522	(7,9)
-of which Mobile communications		253	254	960	230	236	240	(5,1)	706	706	0,0
<b>EBITDA</b>	<b>1</b>	<b>189</b>	<b>153</b>	<b>675</b>	<b>162</b>	<b>171</b>	<b>174</b>	<b>(7,9)</b>	<b>522</b>	<b>507</b>	<b>(2,9)</b>
-of which Fixed network		79	70	306	70	70	70	(11,4)	236	210	(11,0)
-of which Mobile communications		118	99	416	104	110	118	0,0	317	332	4,7
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>43,2</b>	<b>34,6</b>	<b>40,1</b>	<b>40,3</b>	<b>42,5</b>	<b>44,6</b>	<b>1,4p</b>	<b>42,1</b>	<b>42,5</b>	<b>0,4p</b>
-of which Fixed network	%	40,3	35,9	40,2	38,5	40,0	42,4	2,1p	41,6	40,2	(1,4p)
-of which Mobile communications	%	46,6	39,0	43,3	45,2	46,6	49,2	2,6p	44,9	47,0	2,1p
<b>Cash capex (as reported)</b>		<b>63</b>	<b>60</b>	<b>299</b>	<b>65</b>	<b>49</b>	<b>49</b>	<b>(22,2)</b>	<b>239</b>	<b>163</b>	<b>(31,8)</b>
-of which Fixed network		36	44	187	43	37	34	(5,6)	143	114	(20,3)
-of which Mobile communications		19	10	95	19	11	13	(31,6)	85	43	(49,4)
<b>Cash contribution</b>		<b>126</b>	<b>93</b>	<b>376</b>	<b>97</b>	<b>122</b>	<b>125</b>	<b>(0,8)</b>	<b>283</b>	<b>344</b>	<b>21,6</b>
-of which Fixed network		43	26	119	27	33	36	(16,3)	93	96	3,2
-of which Mobile communications		99	89	321	85	99	105	6,1	232	289	24,6

1 Special factors affecting EBITDA: EUR 1mn in Q3/09, EUR 33mn in Q4/09, EUR 4mn in Q1/10, EUR 8mn in Q2/10 and EUR 4mn in Q3/10.



# Hungary.

## Operational.

	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Fixed Network (end of period)</b>											
fixed network access lines	('000)	1.870	1.821	1.821	1.771	1.729	1.690	(9,6)	1.870	1.690	(9,6)
broadband retail access lines	('000)	608	628	628	648	655	672	10,5	608	672	10,5
IPTV	('000)	53	68	68	79	88	103	94,3	53	103	94,3
Wholesale bundled access lines	('000)	152	142	142	130	123	117	(23,0)	152	117	(23,0)
ULLs	('000)	15	17	17	18	19	20	33,3	15	20	33,3
Wholesale unbundled access lines	('000)	18	19	19	20	20	22	22,2	18	22	22,2
<b>Mobile communications (end of period)</b>											
Service revenue	(€ million)	227	223	860	206	213	214	(5,7)	637	633	(0,6)
Adj. EBITDA Margin (Service Rev.)	(%)	52,0	44,4	48,4	50,5	51,6	55,1	3,1p	49,8	52,4	2,6p
Customers	('000)	<b>5.207</b>	<b>5.120</b>	<b>5.120</b>	<b>5.120</b>	<b>5.131</b>	<b>5.147</b>	<b>(1,2)</b>	<b>5.207</b>	<b>5.147</b>	<b>(1,2)</b>
- contract	('000)	2.203	2.305	2.305	2.350	2.385	2.432	10,4	2.203	2.432	10,4
- prepaid	('000)	3.004	2.815	2.815	2.771	2.747	2.715	(9,6)	3.004	2.715	(9,6)
Net Adds	('000)	<b>(49)</b>	<b>(87)</b>	<b>(242)</b>	<b>1</b>	<b>11</b>	<b>15</b>	<b>n.m.</b>	<b>(155)</b>	<b>27</b>	<b>n.m.</b>
- contract	('000)	59	102	239	45	35	47	(20,3)	136	127	(6,6)
- prepaid	('000)	(108)	(189)	(481)	(44)	(24)	(31)	71,3	(291)	(99)	66,0
Average monthly churn	(%)	<b>1,9</b>	<b>2,8</b>	<b>2,1</b>	<b>1,5</b>	<b>1,6</b>	<b>1,6</b>	<b>(0,3p)</b>	<b>1,8</b>	<b>1,6</b>	<b>(0,2p)</b>
- contract	(%)	1,0	1,0	1,1	1,2	1,2	1,1	0,1p	1,1	1,1	0,0p
SAC per gross add	(€)	<b>27</b>	<b>31</b>	<b>28</b>	<b>28</b>	<b>23</b>	<b>22</b>	<b>(18,5)</b>	<b>27</b>	<b>24</b>	<b>(11,1)</b>
- contract	(€)	53	55	54	53	47	45	(15,1)	54	48	(11,1)
- prepay	(€)	6	11	8	5	5	4	(33,3)	6	5	(16,7)
SRC per retained customer	(€)	<b>64</b>	<b>68</b>	<b>66</b>	<b>70</b>	<b>64</b>	<b>59</b>	<b>(7,8)</b>	<b>65</b>	<b>64</b>	<b>(1,5)</b>
ARPU	(€)	<b>14</b>	<b>14</b>	<b>14</b>	<b>13</b>	<b>14</b>	<b>14</b>	<b>0,0</b>	<b>13</b>	<b>14</b>	<b>7,7</b>
- contract	(€)	26	25	25	23	23	22	(15,4)	24	23	(4,2)
- prepay	(€)	7	7	6	6	6	6	(14,3)	6	6	0,0
non-voice % of ARPU	(%)	<b>19</b>	<b>22</b>	<b>19</b>	<b>20</b>	<b>20</b>	<b>21</b>	<b>2,0p</b>	<b>19</b>	<b>20</b>	<b>1,0p</b>
MOU per customer	(min)	<b>157</b>	<b>162</b>	<b>155</b>	<b>160</b>	<b>170</b>	<b>171</b>	<b>8,9</b>	<b>153</b>	<b>167</b>	<b>9,2</b>
- contract	(min)	281	282	282	270	283	279	(0,7)	283	277	(2,1)

## Poland.

### Financials (adjusted for special factors).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>450</b>	<b>451</b>	<b>1.757</b>	<b>441</b>	<b>451</b>	<b>472</b>	<b>4,9</b>	<b>1.306</b>	<b>1.364</b>	<b>4,4</b>
<b>EBITDA</b>		<b>175</b>	<b>161</b>	<b>616</b>	<b>169</b>	<b>176</b>	<b>159</b>	<b>(9,1)</b>	<b>455</b>	<b>504</b>	<b>10,8</b>
EBITDA margin (EBITDA / total revenue)	%	38,9	35,7	35,1	38,3	39,0	33,7	(5,2p)	34,8	37,0	2,2p
<b>Cash capex (as reported)</b>		<b>49</b>	<b>45</b>	<b>239</b>	<b>57</b>	<b>35</b>	<b>48</b>	<b>(2,0)</b>	<b>194</b>	<b>140</b>	<b>(27,8)</b>
<b>Cash contribution</b>		<b>126</b>	<b>116</b>	<b>377</b>	<b>112</b>	<b>141</b>	<b>111</b>	<b>(11,9)</b>	<b>261</b>	<b>364</b>	<b>39,5</b>

### Operational.

		Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
Service revenue	(€ million)	<b>430</b>	<b>430</b>	<b>1.683</b>	<b>417</b>	<b>434</b>	<b>448</b>	<b>4,2</b>	<b>1.253</b>	<b>1.299</b>	<b>3,7</b>
Adj. EBITDA Margin (Service Rev.)	(%)	40,7	37,4	36,6	40,5	40,6	35,5	(5,2p)	36,3	38,8	2,5p
Customers	('000)	<b>13.482</b>	<b>13.500</b>	<b>13.500</b>	<b>13.361</b>	<b>13.276</b>	<b>13.321</b>	<b>(1,2)</b>	<b>13.482</b>	<b>13.321</b>	<b>(1,2)</b>
- contract	('000)	6.577	6.656	6.656	6.722	6.763	6.814	3,6	6.577	6.814	3,6
- prepaid	('000)	6.906	6.844	6.844	6.639	6.512	6.507	(5,8)	6.906	6.507	(5,8)
Net Adds	('000)	<b>73</b>	<b>17</b>	<b>226</b>	<b>(138)</b>	<b>(86)</b>	<b>46</b>	<b>(37,0)</b>	<b>209</b>	<b>(178)</b>	<b>n.m.</b>
- contract	('000)	99	79	491	66	42	51	(48,5)	411	158	(61,6)
- prepaid	('000)	(26)	(62)	(264)	(204)	(127)	(5)	80,8	(202)	(337)	(66,8)
Average monthly churn	(%)	<b>2,6</b>	<b>2,9</b>	<b>2,7</b>	<b>2,9</b>	<b>2,9</b>	<b>2,8</b>	<b>0,2p</b>	<b>2,7</b>	<b>2,9</b>	<b>0,2p</b>
- contract	(%)	0,8	1,0	0,8	1,0	0,9	0,8	0,0p	0,7	0,9	0,2p
SAC per gross add	(€)	<b>19</b>	<b>22</b>	<b>20</b>	<b>21</b>	<b>21</b>	<b>24</b>	<b>26,3</b>	<b>19</b>	<b>22</b>	<b>15,8</b>
- contract	(€)	87	86	86	85	105	127	46,0	86	104	20,9
- prepay	(€)	3	3	2	1	2	3	0,0	2	2	0,0
SRC per retained customer	(€)	<b>81</b>	<b>71</b>	<b>84</b>	<b>66</b>	<b>81</b>	<b>93</b>	<b>14,8</b>	<b>90</b>	<b>81</b>	<b>(10,0)</b>
ARPU	(€)	<b>11</b>	<b>11</b>	<b>10</b>	<b>10</b>	<b>11</b>	<b>11</b>	<b>0,0</b>	<b>10</b>	<b>11</b>	<b>10,0</b>
- contract	(€)	17	17	17	17	17	18	5,9	17	17	0,0
- prepay	(€)	4	4	4	4	4	5	25,0	4	4	0,0
non-voice % of ARPU	(%)	<b>23</b>	<b>26</b>	<b>24</b>	<b>25</b>	<b>25</b>	<b>26</b>	<b>3,0p</b>	<b>23</b>	<b>26</b>	<b>3,0p</b>
MOU per customer	(min)	<b>124</b>	<b>126</b>	<b>122</b>	<b>125</b>	<b>134</b>	<b>136</b>	<b>9,7</b>	<b>121</b>	<b>132</b>	<b>9,1</b>
- contract	(min)	198	201	198	200	209	210	6,1	197	206	4,6

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

## Czech Republic.

### Financials (adjusted for special factors).

	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>313</b>	<b>293</b>	<b>1.191</b>	<b>279</b>	<b>291</b>	<b>296</b>	<b>(5,4)</b>	<b>898</b>	<b>866</b>	<b>(3,6)</b>
<b>EBITDA</b>	<b>1</b>	<b>165</b>	<b>141</b>	<b>614</b>	<b>135</b>	<b>139</b>	<b>143</b>	<b>(13,3)</b>	<b>473</b>	<b>417</b>	<b>(11,8)</b>
EBITDA margin (EBITDA / total revenue)	%	52,7	48,1	51,6	48,4	47,8	48,3	(4,4p)	52,7	48,2	(4,5p)
<b>Cash capex (as reported)</b>		<b>15</b>	<b>37</b>	<b>99</b>	<b>44</b>	<b>18</b>	<b>18</b>	<b>20,0</b>	<b>62</b>	<b>80</b>	<b>29,0</b>
<b>Cash contribution</b>		<b>150</b>	<b>104</b>	<b>515</b>	<b>91</b>	<b>122</b>	<b>125</b>	<b>(16,7)</b>	<b>411</b>	<b>337</b>	<b>(18,0)</b>

### Operational.

		Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Fixed Network (end of period)</b>											
fixed network access lines	('000)	0	42	42	46	49	53	–	0	53	–
broadband retail access lines	('000)	0	42	42	46	49	53	–	0	53	–
IPTV	('000)	0	0	0	0	0	0	–	0	0	–
Wholesale bundled access lines	('000)	0	0	0	0	0	0	–	0	0	–
ULLs	('000)	0	0	0	0	0	0	–	0	0	–
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	–	0	0	–
<b>Mobile communications (end of period)</b>											
Service revenue	(€ million)	300	277	1.142	262	273	276	(8,0)	865	811	(6,2)
Adj. EBITDA Margin (Service Rev.)	(%)	55,0	50,9	53,8	51,5	50,9	51,8	(3,2p)	54,7	51,4	(3,3p)
Customers	('000)	<b>5.458</b>	<b>5.464</b>	<b>5.464</b>	<b>5.449</b>	<b>5.464</b>	<b>5.460</b>	<b>0,0</b>	<b>5.458</b>	<b>5.460</b>	<b>0,0</b>
- contract	('000)	2.630	2.660	2.660	2.700	2.730	2.750	4,6	2.630	2.750	4,6
- prepaid	('000)	2.828	2.804	2.804	2.748	2.734	2.710	(4,2)	2.828	2.710	(4,2)
Net Adds	('000)	<b>25</b>	<b>6</b>	<b>43</b>	<b>(7)</b>	<b>16</b>	<b>(5)</b>	<b>n.m.</b>	<b>36</b>	<b>4</b>	<b>(88,9)</b>
- contract	('000)	32	30	161	48	30	20	(37,5)	131	98	(25,2)
- prepaid	('000)	(6)	(24)	(119)	(56)	(14)	(24)	n.m.	(95)	(94)	1,1
Average monthly churn	(%)	<b>1,3</b>	<b>1,5</b>	<b>1,4</b>	<b>1,3</b>	<b>1,3</b>	<b>1,4</b>	<b>0,1p</b>	<b>1,3</b>	<b>1,3</b>	<b>0,0p</b>
- contract	(%)	0,5	0,5	0,5	0,4	0,4	0,5	0,0p	0,5	0,4	(0,1p)
SAC per gross add	(€)	<b>28</b>	<b>30</b>	<b>30</b>	<b>34</b>	<b>31</b>	<b>29</b>	<b>3,6</b>	<b>30</b>	<b>31</b>	<b>3,3</b>
- contract	(€)	76	78	78	78	81	82	7,9	78	80	2,6
- prepay	(€)	0	1	1	1	2	1	n.m.	1	1	0,0
SRC per retained customer	(€)	<b>8</b>	<b>18</b>	<b>24</b>	<b>25</b>	<b>23</b>	<b>22</b>	<b>n.m.</b>	<b>26</b>	<b>23</b>	<b>(11,5)</b>
ARPU	(€)	<b>18</b>	<b>17</b>	<b>18</b>	<b>16</b>	<b>17</b>	<b>17</b>	<b>(5,6)</b>	<b>18</b>	<b>17</b>	<b>(5,6)</b>
- contract	(€)	30	27	29	26	27	27	(10,0)	29	27	(6,9)
- prepay	(€)	7	7	7	6	7	7	0,0	7	7	0,0
non-voice % of ARPU	(%)	<b>23</b>	<b>23</b>	<b>23</b>	<b>23</b>	<b>23</b>	<b>24</b>	<b>1,0p</b>	<b>22</b>	<b>23</b>	<b>1,0p</b>
MOU per customer	(min)	<b>114</b>	<b>119</b>	<b>113</b>	<b>117</b>	<b>126</b>	<b>121</b>	<b>6,1</b>	<b>111</b>	<b>121</b>	<b>9,0</b>
- contract	(min)	190	198	189	197	210	202	6,3	186	203	9,1

1 Special factors affecting EBITDA: EUR 1mn in Q3/10.

## Netherlands.

### Financials (adjusted for special factors).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		452	446	1.807	442	448	450	(0,4)	1.361	1.340	(1,5)
<b>EBITDA</b>	1	128	135	430	102	139	98	(23,4)	295	339	14,9
EBITDA margin (EBITDA/ total revenue)	%	28,3	30,3	23,8	23,1	31,0	21,8	(6,5p)	21,7	25,3	3,6p
<b>Cash capex (as reported)</b>		23	49	157	14	57	37	60,9	108	108	0,0
<b>Cash contribution</b>		105	86	273	88	82	61	(41,9)	187	231	23,5

### Operational.

		Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %	
<b>Fixed Network (end of period)</b>												
fixed network access lines	('000)	296	293	293	290	288	288	(2,7)	296	288	(2,7)	
broadband retail access lines	('000)	296	293	293	290	288	288	(2,7)	296	288	(2,7)	
IPTV	('000)	0	0	0	0	0	0	—	0	0	—	
Wholesale bundled access lines	('000)	0	0	0	0	0	0	—	0	0	—	
ULLs	('000)	0	0	0	0	0	0	—	0	0	—	
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	—	0	0	—	
<b>Mobile communications (end of period)</b>												
Service revenue	(€ million)	2	368	370	1.458	367	383	371	0,8	1.088	1.121	3,0
Adj. EBITDA Margin (Service Rev.)	(%)		34,8	36,5	29,5	27,8	36,3	26,4	(8,4p)	27,1	30,2	3,1p
<b>Customers</b>	('000)		5.474	4.592	4.592	4.392	4.382	4.461	(18,5)	5.474	4.461	(18,5)
- contract	('000)		2.384	2.406	2.406	2.460	2.536	2.607	9,4	2.384	2.607	9,4
- prepaid	('000)	3	3.090	2.186	2.186	1.932	1.846	1.854	(40,0)	3.090	1.854	(40,0)
<b>Net Adds</b>	('000)		51	(883)	(717)	(200)	(9)	78	52,9	165	(131)	n.m.
- contract	('000)		26	21	146	54	76	70	n.m.	125	201	60,8
- prepaid	('000)		26	(904)	(864)	(254)	(86)	8	(69,2)	40	(332)	n.a.
<b>Average monthly churn</b>	(%)		2,3	7,9	3,8	3,9	2,7	2,5	0,2p	2,5	3,1	0,6p
- contract	(%)		1,6	1,5	1,5	1,3	1,0	1,1	(0,5p)	1,5	1,1	(0,4p)
<b>SAC per gross add</b>	(€)		114	125	120	137	117	130	14,0	119	128	7,6
- contract	(€)		279	257	281	263	231	297	6,5	288	264	(8,3)
- prepay	(€)		19	23	29	22	22	19	0,0	30	21	(30,0)
<b>SRC per retained customer</b>	(€)		158	138	163	168	176	202	27,8	170	182	7,1
<b>ARPU</b>	(€)	2	22	24	23	27	29	28	27,3	23	28	21,7
- contract	(€)		44	44	44	44	45	43	(2,3)	44	44	0,0
- prepay	(€)		6	6	6	7	8	7	16,7	6	7	16,7
<b>non-voice % of ARPU</b>	(%)		26	25	26	27	28	29	3,0p	26	28	2,0p
<b>MOU per customer</b>	(min)		108	122	111	141	151	145	34,3	108	145	34,3
- contract	(min)		217	234	224	239	240	226	4,1	220	235	6,8

1 Special factors affecting EBITDA: EUR 6mn in Q3/09, EUR 24mn in Q4/09, EUR 7mn in Q2/10 and EUR 1mn in Q3/10.

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

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

## Croatia.

### Financials (adjusted for special factors).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>315</b>	<b>276</b>	<b>1.161</b>	<b>267</b>	<b>289</b>	<b>314</b>	<b>(0,3)</b>	<b>885</b>	<b>870</b>	<b>(1,7)</b>
-of which Fixed network		178	170	687	162	170	177	(0,6)	517	509	(1,5)
-of which Mobile communications		166	132	571	118	132	155	(6,6)	439	405	(7,7)
<b>EBITDA</b>		<b>153</b>	<b>111</b>	<b>525</b>	<b>113</b>	<b>124</b>	<b>157</b>	<b>2,6</b>	<b>414</b>	<b>394</b>	<b>(4,8)</b>
-of which Fixed network		67	68	275	66	66	78	16,4	207	210	1,4
-of which Mobile communications		87	43	251	47	58	78	(10,3)	208	183	(12,0)
<b>EBITDA margin (EBITDA / total revenue)</b>	%	<b>48,6</b>	<b>40,2</b>	<b>45,2</b>	<b>42,3</b>	<b>42,9</b>	<b>50,0</b>	<b>1,4p</b>	<b>46,8</b>	<b>45,3</b>	<b>(1,5p)</b>
-of which Fixed network	%	37,6	40,0	40,0	40,7	38,8	44,1	6,5p	40,0	41,3	1,3p
-of which Mobile communications	%	52,4	32,6	44,0	39,8	43,9	50,3	(2,1p)	47,4	45,2	(2,2p)
<b>Cash capex (as reported)</b>		<b>62</b>	<b>53</b>	<b>218</b>	<b>40</b>	<b>30</b>	<b>33</b>	<b>(46,8)</b>	<b>165</b>	<b>103</b>	<b>(37,6)</b>
-of which Fixed network		45	42	162	29	19	27	(40,0)	120	75	(37,5)
-of which Mobile communications		17	11	56	11	11	6	(64,7)	45	28	(37,8)
<b>Cash contribution</b>		<b>91</b>	<b>58</b>	<b>307</b>	<b>73</b>	<b>94</b>	<b>124</b>	<b>36,3</b>	<b>249</b>	<b>291</b>	<b>16,9</b>
-of which Fixed network		22	26	113	37	47	51	n.m.	87	135	55,2
-of which Mobile communications		70	32	195	36	47	72	2,9	163	155	(4,9)

## Croatia.

## Operational.

	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Fixed Network (end of period)</b>											
fixed network access lines	('000)	1.497	1.484	1.484	1.462	1.446	1.437	(4,0)	1.497	1.437	(4,0)
broadband retail access lines	('000)	527	555	555	573	584	600	13,9	527	600	13,9
IPTV	('000)	189	236	236	251	257	271	43,4	189	271	43,4
Wholesale bundled access lines	('000)	0	0	0	0	0	0	–	0	0	–
ULLs	('000)	116	123	123	131	126	130	12,1	116	130	12,1
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	–	0	0	–
<b>Mobile communications (end of period)</b>											
Service revenue	(€ million)	150	107	504	105	119	141	(6,0)	397	365	(8,1)
Adj. EBITDA Margin (Service Rev.)	(%)	58,0	40,2	49,8	44,8	48,7	55,3	(2,7p)	52,4	50,1	(2,3p)
Customers	('000)	<b>2.885</b>	<b>2.859</b>	<b>2.859</b>	<b>2.798</b>	<b>2.779</b>	<b>2.774</b>	<b>(3,8)</b>	<b>2.885</b>	<b>2.774</b>	<b>(3,8)</b>
- contract	('000)	897	920	920	944	966	984	9,7	897	984	9,7
- prepaid	('000)	1.987	1.939	1.939	1.854	1.813	1.790	(9,9)	1.987	1.790	(9,9)
Net Adds	('000)	<b>17</b>	<b>(26)</b>	<b>169</b>	<b>(61)</b>	<b>(19)</b>	<b>(5)</b>	<b>n.m.</b>	<b>195</b>	<b>(85)</b>	<b>n.m.</b>
- contract	('000)	22	23	109	24	22	18	(18,2)	87	64	(26,4)
- prepaid	('000)	(5)	(48)	59	(85)	(41)	(23)	n.m.	108	(149)	n.a.
Average monthly churn	(%)	<b>2,0</b>	<b>2,3</b>	<b>1,9</b>	<b>2,4</b>	<b>2,6</b>	<b>2,4</b>	<b>0,4p</b>	<b>1,7</b>	<b>2,5</b>	<b>0,8p</b>
- contract	(%)	0,8	1,0	0,8	1,0	1,0	1,1	0,3p	0,7	1,0	0,3p
SAC per gross add	(€)	<b>23</b>	<b>30</b>	<b>27</b>	<b>28</b>	<b>30</b>	<b>20</b>	<b>(13,0)</b>	<b>26</b>	<b>26</b>	<b>0,0</b>
- contract	(€)	86	90	91	78	73	57	(33,7)	91	69	(24,2)
- prepay	(€)	10	15	13	12	21	12	20,0	13	15	15,4
SRC per retained customer	(€)	<b>94</b>	<b>105</b>	<b>99</b>	<b>82</b>	<b>84</b>	<b>67</b>	<b>(28,7)</b>	<b>97</b>	<b>78</b>	<b>(19,6)</b>
ARPU	(€)	<b>17</b>	<b>12</b>	<b>15</b>	<b>12</b>	<b>14</b>	<b>17</b>	<b>0,0</b>	<b>16</b>	<b>14</b>	<b>(12,5)</b>
- contract	(€)	40	26	32	25	28	34	(15,0)	35	29	(17,1)
- prepay	(€)	8	6	7	6	7	8	0,0	7	7	0,0
non-voice % of ARPU	(%)	<b>28</b>	<b>22</b>	<b>24</b>	<b>24</b>	<b>23</b>	<b>25</b>	<b>(3,0p)</b>	<b>25</b>	<b>24</b>	<b>(1,0p)</b>
MOU per customer	(min)	<b>115</b>	<b>114</b>	<b>112</b>	<b>104</b>	<b>115</b>	<b>118</b>	<b>2,6</b>	<b>111</b>	<b>112</b>	<b>0,9</b>
- contract	(min)	244	235	243	216	228	224	(8,2)	246	223	(9,3)

## Slovakia.

### Financials (adjusted for special factors).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>244</b>	<b>240</b>	<b>974</b>	<b>230</b>	<b>233</b>	<b>239</b>	<b>(2,0)</b>	<b>734</b>	<b>702</b>	<b>(4,4)</b>
-of which Fixed network		112	113	449	113	116	119	6,3	336	348	3,6
-of which Mobile communications		140	135	556	124	125	126	(10,0)	421	375	(10,9)
<b>EBITDA</b>	<b>1</b>	<b>118</b>	<b>89</b>	<b>439</b>	<b>107</b>	<b>105</b>	<b>109</b>	<b>(7,6)</b>	<b>350</b>	<b>321</b>	<b>(8,3)</b>
-of which Fixed network		47	40	182	48	45	44	(6,4)	142	137	(3,5)
-of which Mobile communications		71	49	257	59	61	63	(11,3)	208	183	(12,0)
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>48,4</b>	<b>37,1</b>	<b>45,1</b>	<b>46,5</b>	<b>45,1</b>	<b>45,6</b>	<b>(2,8p)</b>	<b>47,7</b>	<b>45,7</b>	<b>(2,0p)</b>
-of which Fixed network	%	42,0	35,4	40,5	42,5	38,8	37,0	(5,0p)	42,3	39,4	(2,9p)
-of which Mobile communications	%	50,7	36,3	46,2	47,6	48,8	50,0	(0,7p)	49,4	48,8	(0,6p)
<b>Cash capex (as reported)</b>		<b>42</b>	<b>37</b>	<b>170</b>	<b>54</b>	<b>26</b>	<b>15</b>	<b>(64,3)</b>	<b>133</b>	<b>95</b>	<b>(28,6)</b>
-of which Fixed network		21	21	95	26	16	11	(47,6)	74	53	(28,4)
-of which Mobile communications		21	16	75	28	10	4	(81,0)	59	42	(28,8)
<b>Cash contribution</b>		<b>76</b>	<b>52</b>	<b>269</b>	<b>53</b>	<b>79</b>	<b>94</b>	<b>23,7</b>	<b>217</b>	<b>226</b>	<b>4,1</b>
-of which Fixed network		26	19	87	22	29	33	26,9	68	84	23,5
-of which Mobile communications		50	33	182	31	51	59	18,0	149	141	(5,4)

1 Special factors affecting EBITDA: EUR 1mn in Q3/09, EUR 3mn in Q4/09, EUR 2mn in Q2/10 and EUR 3mn in Q3/10.

# Slovakia.

## Operational.

	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Fixed Network (end of period)</b>											
fixed network access lines	('000)	1.104	1.101	1.101	1.093	1.084	1.072	(2,9)	1.104	1.072	(2,9)
broadband retail access lines	('000)	345	362	362	378	387	392	13,6	345	392	13,6
IPTV	('000)	53	62	62	68	73	77	45,3	53	77	45,3
Wholesale bundled access lines	('000)	15	15	15	15	15	15	0,0	15	15	0,0
ULLs	('000)	0	0	0	0	0	0	n.m.	0	0	n.m.
Wholesale unbundled access lines	('000)	12	14	14	15	16	17	41,7	12	17	41,7
<b>Mobile communications (end of period)</b>											
Service revenue	(€ million)	131	124	517	113	117	117	(10,7)	393	347	(11,7)
Adj. EBITDA Margin (Service Rev.)	(%)	54,2	39,5	49,7	52,2	52,1	53,8	(0,4p)	52,9	52,7	(0,2p)
Customers	('000)	<b>2.301</b>	<b>2.376</b>	<b>2.376</b>	<b>2.399</b>	<b>2.412</b>	<b>2.407</b>	<b>4,6</b>	<b>2.301</b>	<b>2.407</b>	<b>4,6</b>
- contract	('000)	1.380	1.394	1.394	1.390	1.405	1.424	3,2	1.380	1.424	3,2
- prepaid	('000)	921	982	982	1.009	1.007	983	6,7	921	983	6,7
Net Adds	('000)	<b>(22)</b>	<b>75</b>	<b>29</b>	<b>23</b>	<b>13</b>	<b>(6)</b>	<b>72,7</b>	<b>(46)</b>	<b>31</b>	<b>n.m.</b>
- contract	('000)	(5)	13	35	(4)	16	18	n.m.	21	30	42,9
- prepaid	('000)	(17)	61	(6)	27	(3)	(24)	(41,2)	(67)	1	n.m.
Average monthly churn	(%)	<b>1,5</b>	<b>1,5</b>	<b>1,4</b>	<b>1,8</b>	<b>1,1</b>	<b>1,2</b>	<b>(0,3p)</b>	<b>1,4</b>	<b>1,4</b>	<b>0,0p</b>
- contract	(%)	1,0	1,2	1,0	1,1	0,7	0,8	(0,2p)	0,9	0,9	0,0p
SAC per gross add	(€)	<b>40</b>	<b>25</b>	<b>37</b>	<b>22</b>	<b>35</b>	<b>41</b>	<b>2,5</b>	<b>46</b>	<b>30</b>	<b>(34,8)</b>
- contract	(€)	88	100	102	97	104	89	1,1	103	97	(5,8)
- prepay	(€)	3	1	1	1	1	1	(66,7)	2	1	(50,0)
SRC per retained customer	(€)	<b>78</b>	<b>89</b>	<b>86</b>	<b>89</b>	<b>82</b>	<b>81</b>	<b>3,8</b>	<b>85</b>	<b>85</b>	<b>0,0</b>
ARPU	(€)	<b>19</b>	<b>18</b>	<b>19</b>	<b>16</b>	<b>16</b>	<b>16</b>	<b>(15,8)</b>	<b>19</b>	<b>16</b>	<b>(15,8)</b>
- contract	(€)	28	26	27	24	24	24	(14,3)	28	24	(14,3)
- prepay	(€)	6	6	6	5	5	5	(16,7)	6	5	(16,7)
non-voice % of ARPU	(%)	<b>19</b>	<b>20</b>	<b>20</b>	<b>20</b>	<b>20</b>	<b>21</b>	<b>2,0p</b>	<b>20</b>	<b>20</b>	<b>0,0p</b>
MOU per customer	(min)	<b>125</b>	<b>130</b>	<b>124</b>	<b>123</b>	<b>127</b>	<b>123</b>	<b>(1,6)</b>	<b>122</b>	<b>124</b>	<b>1,6</b>
- contract	(min)	184	191	184	187	196	189	2,7	182	190	4,4



## Austria.

### Financials (adjusted for special factors).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>260</b>	<b>256</b>	<b>1.038</b>	<b>248</b>	<b>243</b>	<b>254</b>	<b>(2,3)</b>	<b>782</b>	<b>745</b>	<b>(4,7)</b>
<b>EBITDA</b>		<b>82</b>	<b>78</b>	<b>283</b>	<b>83</b>	<b>61</b>	<b>69</b>	<b>(15,9)</b>	<b>205</b>	<b>213</b>	<b>3,9</b>
EBITDA margin (EBITDA / total revenue)	%	31,5	30,5	27,3	33,5	25,1	27,2	(4,3p)	26,2	28,6	2,4p
<b>Cash capex (as reported)</b>		<b>20</b>	<b>8</b>	<b>95</b>	<b>27</b>	<b>13</b>	<b>14</b>	<b>(30,0)</b>	<b>87</b>	<b>54</b>	<b>(37,9)</b>
<b>Cash contribution</b>		<b>62</b>	<b>70</b>	<b>188</b>	<b>56</b>	<b>48</b>	<b>55</b>	<b>(11,3)</b>	<b>118</b>	<b>159</b>	<b>34,7</b>

### Operational.

		Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
Service revenue	(€ million)	<b>247</b>	<b>241</b>	<b>989</b>	<b>235</b>	<b>232</b>	<b>236</b>	<b>(4,5)</b>	<b>748</b>	<b>703</b>	<b>(6,0)</b>
Adj. EBITDA Margin (Service Rev.)	(%)	33,2	32,4	28,6	35,3	26,3	29,2	(4,0p)	27,4	30,3	2,9p
Customers	('000)	<b>3.387</b>	<b>3.446</b>	<b>3.446</b>	<b>3.626</b>	<b>3.653</b>	<b>3.683</b>	<b>8,7</b>	<b>3.387</b>	<b>3.683</b>	<b>8,7</b>
- contract	('000)	2.273	2.326	2.326	2.328	2.340	2.334	2,7	2.273	2.334	2,7
- prepaid	('000)	1.114	1.119	1.119	1.298	1.313	1.349	21,1	1.114	1.349	21,1
Net Adds	('000)	<b>(15)</b>	<b>59</b>	<b>43</b>	<b>27</b>	<b>26</b>	<b>31</b>	<b>n.m.</b>	<b>(16)</b>	<b>84</b>	<b>n.m.</b>
- contract	('000)	(24)	53	56	1	12	(6)	75,0	3	8	n.m.
- prepaid	('000)	8	6	(13)	26	15	36	n.m.	(19)	76	n.m.
Average monthly churn	(%)	<b>1,8</b>	<b>1,9</b>	<b>1,8</b>	<b>1,8</b>	<b>1,5</b>	<b>1,9</b>	<b>0,1p</b>	<b>1,8</b>	<b>1,8</b>	<b>0,0p</b>
- contract	(%)	1,1	1,0	1,1	1,3	0,9	1,4	0,3p	1,1	1,2	0,1p
SAC per gross add	(€)	<b>59</b>	<b>83</b>	<b>84</b>	<b>100</b>	<b>82</b>	<b>68</b>	<b>15,3</b>	<b>84</b>	<b>83</b>	<b>(1,2)</b>
- contract	(€)	145	145	169	192	167	151	4,1	183	171	(6,6)
- prepay	(€)	5	8	5	4	7	7	40,0	4	6	50,0
SRC per retained customer	(€)	<b>79</b>	<b>65</b>	<b>87</b>	<b>81</b>	<b>89</b>	<b>108</b>	<b>36,7</b>	<b>96</b>	<b>92</b>	<b>(4,2)</b>
ARPU	(€)	<b>24</b>	<b>24</b>	<b>24</b>	<b>22</b>	<b>21</b>	<b>22</b>	<b>(8,3)</b>	<b>24</b>	<b>21</b>	<b>(12,5)</b>
- contract	(€)	32	31	32	30	30	31	(3,1)	32	30	(6,3)
- prepay	(€)	7	7	8	6	6	6	(14,3)	8	6	(25,0)
non-voice % of ARPU	(%)	<b>27</b>	<b>29</b>	<b>27</b>	<b>31</b>	<b>28</b>	<b>31</b>	<b>4,0p</b>	<b>27</b>	<b>30</b>	<b>3,0p</b>
MOU per customer	(min)	<b>228</b>	<b>245</b>	<b>237</b>	<b>228</b>	<b>228</b>	<b>220</b>	<b>(3,5)</b>	<b>234</b>	<b>225</b>	<b>(3,8)</b>
- contract	(min)	305	328	318	320	321	309	1,3	315	317	0,6

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

## Bulgaria.

### Financials (adjusted for special factors).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>119</b>	<b>119</b>	<b>423</b>	<b>104</b>	<b>105</b>	<b>107</b>	<b>(10,1)</b>	<b>304</b>	<b>316</b>	<b>3,9</b>
<b>EBITDA</b>		<b>49</b>	<b>44</b>	<b>167</b>	<b>40</b>	<b>41</b>	<b>42</b>	<b>(14,3)</b>	<b>123</b>	<b>123</b>	<b>0,0</b>
EBITDA margin (EBITDA / total revenue)	%	41,2	37,0	39,5	38,5	39,0	39,3	(1,9p)	40,5	38,9	(1,6p)
<b>Cash capex (as reported)</b>		<b>16</b>	<b>18</b>	<b>72</b>	<b>24</b>	<b>22</b>	<b>11</b>	<b>(31,3)</b>	<b>54</b>	<b>57</b>	<b>5,6</b>
<b>Cash contribution</b>		<b>33</b>	<b>26</b>	<b>95</b>	<b>16</b>	<b>19</b>	<b>31</b>	<b>(6,1)</b>	<b>69</b>	<b>66</b>	<b>(4,3)</b>

### Operational.

		Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
Service revenue	(€ million)	<b>97</b>	<b>96</b>	<b>354</b>	<b>93</b>	<b>95</b>	<b>94</b>	<b>(3,1)</b>	<b>258</b>	<b>282</b>	<b>9,3</b>
Adj. EBITDA Margin (Service Rev.)	(%)	50,5	45,8	47,2	43,0	43,2	44,7	(5,8p)	47,7	43,6	(4,1p)
Customers	('000)	<b>3.966</b>	<b>3.902</b>	<b>3.902</b>	<b>3.845</b>	<b>3.954</b>	<b>3.886</b>	<b>(2,0)</b>	<b>3.966</b>	<b>3.886</b>	<b>(2,0)</b>
- contract	('000)	2.062	2.133	2.133	2.139	2.183	2.222	7,8	2.062	2.222	7,8
- prepaid	('000)	1.904	1.769	1.769	1.706	1.771	1.664	(12,6)	1.904	1.664	(12,6)
Net Adds	('000)	<b>(42)</b>	<b>(64)</b>	<b>(111)</b>	<b>(57)</b>	<b>109</b>	<b>(68)</b>	<b>(61,9)</b>	<b>(48)</b>	<b>(16)</b>	<b>66,7</b>
- contract	('000)	16	71	49	6	44	39	n.m.	(22)	89	n.a.
- prepaid	('000)	(57)	(135)	(161)	(63)	65	(107)	(87,7)	(26)	(105)	n.m.
Average monthly churn	(%)	<b>4,1</b>	<b>4,3</b>	<b>3,8</b>	<b>3,2</b>	<b>2,1</b>	<b>3,9</b>	<b>(0,2p)</b>	<b>3,7</b>	<b>3,1</b>	<b>(0,6p)</b>
- contract	(%)	2,2	2,5	2,5	2,5	2,0	2,0	(0,2p)	2,5	2,2	(0,3p)
SAC per gross add	(€)	<b>4</b>	<b>4</b>	<b>3</b>	<b>8</b>	<b>6</b>	<b>4</b>	<b>0,0</b>	<b>3</b>	<b>6</b>	<b>100,0</b>
- contract	(€)	7	4	6	13	9	6	(14,3)	7	9	28,6
- prepay	(€)	2	3	1	3	2	3	50,0	1	3	n.m.
SRC per retained customer	(€)	<b>17</b>	<b>13</b>	<b>18</b>	<b>16</b>	<b>19</b>	<b>22</b>	<b>29,4</b>	<b>20</b>	<b>19</b>	<b>(5,0)</b>
ARPU	(€)	<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>	<b>0,0</b>	<b>8</b>	<b>8</b>	<b>0,0</b>
- contract	(€)	13	13	13	12	12	12	(7,7)	13	12	(7,7)
- prepay	(€)	3	3	3	3	3	3	0,0	3	3	0,0
non-voice % of ARPU	(%)	<b>8</b>	<b>11</b>	<b>8</b>	<b>10</b>	<b>12</b>	<b>6</b>	<b>(2,0p)</b>	<b>7</b>	<b>9</b>	<b>2,0p</b>
MOU per customer	(min)	<b>116</b>	<b>121</b>	<b>114</b>	<b>121</b>	<b>126</b>	<b>133</b>	<b>14,7</b>	<b>111</b>	<b>127</b>	<b>14,4</b>
- contract	(min)	188	192	186	187	196	203	8,0	183	196	7,1

# Everything Everywhere (Joint Venture Deutsche Telekom - France Telecom).

Financials (adjusted for special factors).<sup>1</sup>

millions of GBP	Note	Q2/09	Q3/09	Q2/10	Q3/10	y.o.y. %
<b>Total revenue</b>		<b>1.808</b>	<b>1.772</b>	<b>1.721</b>	<b>1.773</b>	<b>0,1</b>
<b>EBITDA</b>		<b>379</b>	<b>–</b>	<b>309</b>	<b>–</b>	<b>–</b>
EBITDA margin (EBITDA / total revenue)	%	<b>21,0</b>	<b>–</b>	<b>18,0</b>	<b>–</b>	<b>–</b>
<b>Capex</b>		<b>113</b>	<b>–</b>	<b>104</b>	<b>–</b>	<b>–</b>

## Operational.<sup>2</sup>

		Q3/09	Q4/09	Q2/10	Q3/10	y.o.y. %
Service revenue	(GBP million)	<b>1.643</b>	<b>1.588</b>	<b>1.557</b>	<b>1.586</b>	<b>(0,1)</b>
Customers	('000)	<b>27.025</b>	<b>27.508</b>	<b>27.931</b>	<b>27.896</b>	<b>1,4</b>
- contract	('000)	10.552	10.707	11.463	11.648	8,8
- prepaid	('000)	15.426	15.834	15.630	15.453	(2,4)
- home	('000)	1.047	968	838	795	(17,9)
Net Adds	('000)	<b>(2)</b>	<b>563</b>	<b>72</b>	<b>8</b>	<b>(98,6)</b>
- contract	('000)	145	155	267	185	19,4
- prepaid	('000)	(147)	408	(195)	(177)	n.a.
Average monthly churn	(%)	<b>2,2</b>	<b>2,2</b>	<b>2,5</b>	<b>2,9</b>	<b>0,7p</b>
- contract	(%)	<b>1,7</b>	<b>1,7</b>	<b>1,4</b>	<b>1,4</b>	<b>(0,3p)</b>
SAC per gross add	(GBP)	<b>68</b>	<b>–</b>	<b>55</b>	<b>–</b>	<b>–</b>
- contract	(GBP)	152	–	148	–	–
- prepay	(GBP)	28	–	14	–	–
SRC per retained customer	(GBP)	<b>149</b>	<b>–</b>	<b>155</b>	<b>–</b>	<b>–</b>
ARPU	(GBP)	<b>21</b>	<b>20</b>	<b>19</b>	<b>19</b>	<b>(4,0)</b>
- contract	(GBP)	38	37	36	36	(4,8)
- prepay	(GBP)	9	8	7	7	(13,1)
non-voice % of ARPU	(%)	<b>25</b>	<b>26</b>	<b>26</b>	<b>26</b>	<b>0,0p</b>
MOU per customer	(min)	<b>199</b>	<b>196</b>	<b>197</b>	<b>191</b>	<b>(2,6)</b>
- contract	(min)	373	370	372	361	(2,4)

1,2 Definitions of KPIs partially differ from those of the other European Entities.

## Systems Solutions.

### Financials (adjusted for special factors).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>2.125</b>	<b>2.388</b>	<b>8.798</b>	<b>2.131</b>	<b>2.242</b>	<b>2.205</b>	<b>3,8</b>	<b>6.410</b>	<b>6.578</b>	<b>2,6</b>
of which international		644	712	2.645	670	707	715	11,0	1.933	2.092	8,2
<b>Net revenue</b>		<b>1.467</b>	<b>1.618</b>	<b>6.083</b>	<b>1.532</b>	<b>1.610</b>	<b>1.555</b>	<b>6,0</b>	<b>4.465</b>	<b>4.697</b>	<b>5,2</b>
<b>EBITDA</b>		<b>231</b>	<b>250</b>	<b>923</b>	<b>196</b>	<b>231</b>	<b>222</b>	<b>(3,9)</b>	<b>673</b>	<b>649</b>	<b>(3,6)</b>
EBITDA margin (EBITDA / total revenue)	%	10,9	10,5	10,5	9,2	10,3	10,1	(0,8p)	10,5	9,9	(0,6p)
Depreciation, amortization and impairment losses		(167)	(177)	(694)	(149)	(155)	(149)	10,8	(517)	(453)	12,4
<b>Profit (loss) from operations = EBIT</b>		<b>64</b>	<b>73</b>	<b>229</b>	<b>47</b>	<b>76</b>	<b>73</b>	<b>14,1</b>	<b>156</b>	<b>196</b>	<b>25,6</b>
<b>EBIT margin</b>	%	<b>3,0</b>	<b>3,1</b>	<b>2,6</b>	<b>2,2</b>	<b>3,4</b>	<b>3,3</b>	<b>0,3p</b>	<b>2,4</b>	<b>3,0</b>	<b>0,6p</b>
<b>Cash capex (as reported)</b>		<b>144</b>	<b>205</b>	<b>681</b>	<b>148</b>	<b>220</b>	<b>207</b>	<b>43,8</b>	<b>476</b>	<b>575</b>	<b>20,8</b>
<b>Cash contribution</b>		<b>87</b>	<b>45</b>	<b>242</b>	<b>48</b>	<b>11</b>	<b>15</b>	<b>(82,8)</b>	<b>197</b>	<b>74</b>	<b>(62,4)</b>
<b>Order entry</b>		<b>1.689</b>	<b>3.291</b>	<b>9.305</b>	<b>2.156</b>	<b>2.294</b>	<b>1.625</b>	<b>(3,8)</b>	<b>6.014</b>	<b>6.075</b>	<b>1,0</b>

### Financials (as reported).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>2.125</b>	<b>2.388</b>	<b>8.798</b>	<b>2.131</b>	<b>2.242</b>	<b>2.205</b>	<b>3,8</b>	<b>6.410</b>	<b>6.578</b>	<b>2,6</b>
<b>Net revenue</b>		<b>1.467</b>	<b>1.618</b>	<b>6.083</b>	<b>1.532</b>	<b>1.610</b>	<b>1.555</b>	<b>6,0</b>	<b>4.465</b>	<b>4.697</b>	<b>5,2</b>
<b>EBITDA</b>		<b>183</b>	<b>139</b>	<b>710</b>	<b>168</b>	<b>211</b>	<b>126</b>	<b>(31,1)</b>	<b>571</b>	<b>505</b>	<b>(11,6)</b>
<b>EBITDA margin</b>	%	<b>8,6</b>	<b>5,8</b>	<b>8,1</b>	<b>7,9</b>	<b>9,4</b>	<b>5,7</b>	<b>(2,9p)</b>	<b>8,9</b>	<b>7,7</b>	<b>(1,2p)</b>
Depreciation, amortization and impairment losses		(167)	(204)	(721)	(150)	(155)	(151)	9,6	(517)	(456)	11,8
<b>Profit (loss) from operations = EBIT</b>		<b>16</b>	<b>(65)</b>	<b>(11)</b>	<b>18</b>	<b>56</b>	<b>(25)</b>	<b>n.a.</b>	<b>54</b>	<b>49</b>	<b>(9,3)</b>

## Systems Solutions.

### EBITDA reconciliation.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>2.125</b>	<b>2.388</b>	<b>8.798</b>	<b>2.131</b>	<b>2.242</b>	<b>2.205</b>	<b>3,8</b>	<b>6.410</b>	<b>6.578</b>	<b>2,6</b>
Profit (loss) from operations = EBIT		16	(65)	(11)	18	56	(25)	n.a.	54	49	(9,3%)
- Depreciation, amortization and impairment losses		(167)	(204)	(721)	(150)	(155)	(151)	9,6	(517)	(456)	11,8
<b>= EBITDA</b>		<b>183</b>	<b>139</b>	<b>710</b>	<b>168</b>	<b>211</b>	<b>126</b>	<b>(31,1)</b>	<b>571</b>	<b>505</b>	<b>(11,6)</b>
EBITDA margin	%	8,6	5,8	8,1	7,9	9,4	5,7	(2,9p)	8,9	7,7	(1,2p)
- Special factors affecting EBITDA		(48)	(111)	(213)	(28)	(20)	(96)	n.a.	(102)	(144)	(41,2%)
<b>= EBITDA adjusted for special factors</b>		<b>231</b>	<b>250</b>	<b>923</b>	<b>196</b>	<b>231</b>	<b>222</b>	<b>(3,9)</b>	<b>673</b>	<b>649</b>	<b>(3,6)</b>
EBITDA margin (adjusted for special factors)	%	10,9	10,5	10,5	9,2	10,3	10,1	(0,8p)	10,5	9,9	(0,6p)

### Special factors.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Effects on EBITDA</b>		<b>(48)</b>	<b>(111)</b>	<b>(213)</b>	<b>(28)</b>	<b>(20)</b>	<b>(96)</b>	<b>n.a.</b>	<b>(102)</b>	<b>(144)</b>	<b>(0,4)</b>
- of which personnel		(4)	(44)	(68)	(9)	19	(58)	n.a.	(24)	(48)	(1,0)
- of which other		(44)	(67)	(145)	(19)	(39)	(38)	(86,4)	(78)	(96)	(0,2)
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(48)</b>	<b>(138)</b>	<b>(240)</b>	<b>(29)</b>	<b>(20)</b>	<b>(98)</b>	<b>n.a.</b>	<b>(102)</b>	<b>(147)</b>	<b>(0,4)</b>
- of which personnel		(4)	(44)	(68)	(9)	19	(58)	n.a.	(24)	(48)	(1,0)
- of which other		(44)	(94)	(172)	(20)	(39)	(40)	(90,9)	(78)	(99)	(0,3)

## Systems Solutions. Computing Services.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>723</b>	<b>807</b>	<b>2.925</b>	<b>750</b>	<b>777</b>	<b>766</b>	<b>6,0</b>	<b>2.118</b>	<b>2.293</b>	<b>8,2</b>
EBIT (adjusted for special factors)		15	18	67	20	14	0	(97,1)	49	34	(29,8)
EBIT margin (adjusted for special factors)	%	2,1	2,2	2,3	2,6	1,8	0,1	(2,0p)	2,3	1,5	(0,8p)
<b>EBITDA (adjusted for special factors)</b>		<b>119</b>	<b>123</b>	<b>484</b>	<b>110</b>	<b>110</b>	<b>90</b>	<b>(24,0)</b>	<b>361</b>	<b>311</b>	<b>(14,0)</b>
EBITDA margin (adjusted for special factors)	%	16,4	15,2	16,5	14,7	14,2	11,8	(4,6p)	17,0	13,5	(3,5p)
<b>Capex</b>		<b>91</b>	<b>112</b>	<b>382</b>	<b>138</b>	<b>147</b>	<b>116</b>	<b>27,3</b>	<b>269</b>	<b>401</b>	<b>48,8</b>
<b>Cash contribution</b>		<b>28</b>	<b>10</b>	<b>102</b>	<b>(28)</b>	<b>(37)</b>	<b>(25)</b>	<b>n.m.</b>	<b>92</b>	<b>(90)</b>	<b>n.m.</b>

Value driver											
<b>MIPS capacity (number)</b>		<b>111.184</b>	<b>116.518</b>	<b>116.518</b>	<b>121.508</b>	<b>124.991</b>	<b>116.351</b>	<b>4,6</b>	<b>111.184</b>	<b>116.351</b>	<b>4,6</b>

## Desktop Services.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>352</b>	<b>381</b>	<b>1.404</b>	<b>344</b>	<b>361</b>	<b>348</b>	<b>(1,1)</b>	<b>1.023</b>	<b>1.053</b>	<b>2,9</b>
EBIT (adjusted for special factors)		6	21	44	8	8	10	59,1	23	25	7,4
EBIT margin (adjusted for special factors)	%	1,7	5,6	3,1	2,2	2,1	2,7	1,0p	2,2	2,3	0,1p
<b>EBITDA (adjusted for special factors)</b>		<b>29</b>	<b>52</b>	<b>145</b>	<b>31</b>	<b>29</b>	<b>34</b>	<b>16,2</b>	<b>93</b>	<b>94</b>	<b>1,0</b>
EBITDA margin (adjusted for special factors)	%	8,4	13,7	10,4	9,0	8,0	9,9	1,5p	9,1	8,9	(0,2p)
<b>Capex</b>		<b>29</b>	<b>37</b>	<b>135</b>	<b>18</b>	<b>28</b>	<b>26</b>	<b>(12,1)</b>	<b>98</b>	<b>72</b>	<b>(27,0)</b>
<b>Cash contribution</b>		<b>0</b>	<b>15</b>	<b>10</b>	<b>13</b>	<b>1</b>	<b>9</b>	<b>n.m.</b>	<b>(5)</b>	<b>22</b>	<b>n.m.</b>

Value driver											
<b>Desktop under service ('000)</b>		<b>1.504</b>	<b>1.858</b>	<b>1.858</b>	<b>1.849</b>	<b>1.961</b>	<b>1.957</b>	<b>30,1</b>	<b>1.504</b>	<b>1.957</b>	<b>30,1</b>

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

## Systems Solutions. Systems Integration.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>398</b>	<b>483</b>	<b>1.741</b>	<b>426</b>	<b>437</b>	<b>436</b>	<b>9,3</b>	<b>1.258</b>	<b>1.298</b>	<b>3,2</b>
EBIT (adjusted for special factors)		21	12	51	11	29	30	42,4	38	70	83,1
EBIT margin (adjusted for special factors)	%	5,2	2,6	2,9	2,7	6,7	6,8	1,6p	3,0	5,4	2,4p
<b>EBITDA (adjusted for special factors)</b>		<b>29</b>	<b>20</b>	<b>83</b>	<b>21</b>	<b>39</b>	<b>38</b>	<b>33,9</b>	<b>64</b>	<b>99</b>	<b>55,3</b>
EBITDA margin (adjusted for special factors)	%	7,2	4,1	4,8	5,0	9,0	8,8	1,6p	5,1	7,6	2,5p
<b>Capex</b>		<b>5</b>	<b>5</b>	<b>20</b>	<b>7</b>	<b>3</b>	<b>3</b>	<b>(43,0)</b>	<b>15</b>	<b>12</b>	<b>(21,0)</b>
<b>Cash contribution</b>		<b>24</b>	<b>15</b>	<b>63</b>	<b>15</b>	<b>36</b>	<b>36</b>	<b>48,9</b>	<b>48</b>	<b>87</b>	<b>79,7</b>

Value driver												
<b>Utilization rate</b>	%	<b>1</b>	<b>0,81</b>	<b>0,83</b>	<b>0,81</b>	<b>0,83</b>	<b>0,82</b>	<b>0,83</b>	<b>0,02p</b>	<b>0,81</b>	<b>0,83</b>	<b>0,02p</b>

## Telecommunications.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>788</b>	<b>874</b>	<b>3.225</b>	<b>745</b>	<b>748</b>	<b>761</b>	<b>(3,5)</b>	<b>2.351</b>	<b>2.254</b>	<b>(4,1)</b>
EBIT (adjusted for special factors)		9	12	42	10	1	7	(23,0)	30	18	(41,3)
EBIT margin (adjusted for special factors)	%	1,1	1,4	1,3	1,3	0,2	0,9	(0,2p)	1,3	0,8	(0,5p)
<b>EBITDA (adjusted for special factors)</b>		<b>36</b>	<b>41</b>	<b>166</b>	<b>31</b>	<b>24</b>	<b>28</b>	<b>(21,3)</b>	<b>124</b>	<b>84</b>	<b>(32,9)</b>
EBITDA margin (adjusted for special factors)	%	4,6	4,7	5,1	4,2	3,2	3,7	(0,8p)	5,3	3,7	(1,6p)
<b>Capex</b>		<b>19</b>	<b>27</b>	<b>91</b>	<b>14</b>	<b>23</b>	<b>31</b>	<b>66,8</b>	<b>65</b>	<b>68</b>	<b>4,9</b>
<b>Cash contribution</b>		<b>17</b>	<b>14</b>	<b>74</b>	<b>17</b>	<b>1</b>	<b>(3)</b>	<b>n.m.</b>	<b>60</b>	<b>16</b>	<b>(73,9)</b>

1 national without changes in the composition of the group.

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

## Group Headquarters & Shared Services.

Financials (adjusted for special factors).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		593	587	2.410	565	583	567	(4,4)	1.823	1.715	(5,9)
<b>Net revenue</b>		63	56	253	53	61	56	(11,1)	197	170	(13,7)
<b>EBITDA</b>		(112)	(11)	(315)	(172)	(182)	(192)	(71,4)	(304)	(546)	(79,6)
of which Vivento		(95)	(95)	(362)	(117)	(111)	(116)	(22,1)	(267)	(344)	(28,8)
EBITDA margin (EBITDA / total revenue)	%	(18,9)	(1,9)	(13,1)	(30,4)	(31,2)	(33,9)	(15,0p)	(16,7)	(31,8)	(15,1p)
Depreciation, amortization and impairment losses		(199)	(185)	(833)	(188)	(181)	(231)	(16,1)	(648)	(600)	7,4
<b>Profit (loss) from operations = EBIT</b>		(311)	(196)	(1.148)	(360)	(363)	(423)	(36,0)	(952)	(1.146)	(20,4)
<b>Cash capex (as reported)</b>		126	120	449	109	70	99	(21,4)	329	278	(15,5)
<b>Cash contribution</b>		(238)	(131)	(764)	(281)	(252)	(291)	(22,3)	(633)	(824)	(30,2)

Financials (as reported).

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		593	587	2.410	565	583	567	(4,4)	1.823	1.715	(5,9)
<b>Net revenue</b>		63	56	253	53	61	56	(11,1)	197	170	(13,7)
<b>EBITDA</b>		(112)	(100)	(416)	(177)	(245)	(231)	n.a.	(316)	(653)	n.a.
EBITDA margin (EBITDA / total revenues)	%	(18,9)	(17,0)	(17,3)	(31,3)	(42,0)	(40,7)	(21,8p)	(17,3)	(38,1)	(20,8p)
Depreciation, amortization and impairment losses		(199)	(185)	(833)	(188)	(181)	(231)	(16,1)	(648)	(600)	7,4
<b>Profit (loss) from operations = EBIT</b>		(311)	(285)	(1.249)	(365)	(426)	(462)	(48,6)	(964)	(1.253)	(30,0)
<b>Cash capex</b>		126	120	449	109	70	99	(21,4)	329	278	(15,5)
<b>Cash contribution</b>		(238)	(220)	(865)	(286)	(315)	(330)	(38,7)	(645)	(931)	(44,3)



## Group Headquarters & Shared Services.

### EBITDA reconciliation.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	y.o.y. %	Q1 - Q3/09	Q1 - Q3/10	y.o.y. %
<b>Total revenue</b>		<b>593</b>	<b>587</b>	<b>2.410</b>	<b>565</b>	<b>583</b>	<b>567</b>	<b>(4,4)</b>	<b>1.823</b>	<b>1.715</b>	<b>(5,9)</b>
Profit (loss) from operations = EBIT		(311)	(285)	(1.249)	(365)	(426)	(462)	(48,6)	(964)	(1.253)	(30,0)
- Depreciation, amortization and impairment losses		(199)	(185)	(833)	(188)	(181)	(231)	(16,1)	(648)	(600)	7,4
<b>= EBITDA</b>		<b>(112)</b>	<b>(100)</b>	<b>(416)</b>	<b>(177)</b>	<b>(245)</b>	<b>(231)</b>	<b>n.a.</b>	<b>(316)</b>	<b>(653)</b>	<b>n.a.</b>
EBITDA margin	%	(18,9)	(17,0)	(17,3)	(31,3)	(42,0)	(40,7)	(21,8p)	(17,3)	(38,1)	(20,8p)
- Special factors affecting EBITDA		0	(89)	(101)	(5)	(63)	(39)	n.a.	(12)	(107)	n.a.
<b>= EBITDA adjusted for special factors</b>		<b>(112)</b>	<b>(11)</b>	<b>(315)</b>	<b>(172)</b>	<b>(182)</b>	<b>(192)</b>	<b>(71,4)</b>	<b>(304)</b>	<b>(546)</b>	<b>(79,6)</b>
EBITDA margin (adjusted for special factors)	%	(18,9)	(1,9)	(13,1)	(30,4)	(31,2)	(33,9)	(15,0p)	(16,7)	(31,8)	(15,1p)

### Special factors.

millions of €	Note	Q3/09	Q4/09	FY/09	Q1/10	Q2/10	Q3/10	Q1 - Q3/09	Q1 - Q3/10
<b>Effects on EBITDA</b>		<b>0</b>	<b>(89)</b>	<b>(101)</b>	<b>(5)</b>	<b>(63)</b>	<b>(39)</b>	<b>(12)</b>	<b>(107)</b>
- of which personnel		(8)	(96)	(109)	(3)	(37)	(31)	(13)	(71)
- of which other		8	7	8	(2)	(26)	(8)	1	(36)
<b>Effects on profit (loss) from operations = EBIT</b>		<b>0</b>	<b>(89)</b>	<b>(101)</b>	<b>(5)</b>	<b>(63)</b>	<b>(39)</b>	<b>(12)</b>	<b>(107)</b>
- of which personnel		(8)	(96)	(109)	(3)	(37)	(31)	(13)	(71)
- of which other		8	7	8	(2)	(26)	(8)	1	(36)

## Group Headquarters & Shared Services.

### Vivento.

End of Period.	Note	30/09/09	31/12/09	31/03/10	30/06/10	30/09/10
<b>Employees Vivento in total</b>	<b>1</b>	<b>9.400</b>	<b>9.600</b>	<b>9.700</b>	<b>9.700</b>	<b>9.900</b>
Employment external	2	4.000	4.200	4.200	4.200	4.200
Employment internal		2.400	2.600	2.700	2.900	3.200
Others	3	3.000	2.800	2.800	2.600	2.500
<b>Attrition Vivento</b>		<b>1.600</b>	<b>2.300</b>	<b>400</b>	<b>1.000</b>	<b>1.500</b>
- of which left the DT Group		800	1.200	300	700	1.000

1 Rounded figures; including Vivento management.

2 Mainly in public sector.

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

## Glossary and Disclaimer.

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

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