

# DEUTSCHE TELEKOM

## FINANZZAHLEN Q4 2013

### BACKUP



# GROUP

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

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>GROUP</b>		<b>14.707</b>	<b>13.785</b>	<b>15.157</b>	<b>15.525</b>	<b>15.665</b>	<b>6,5</b>	<b>58.169</b>	<b>60.132</b>	<b>3,4</b>
Germany		5.731	5.566	5.565	5.670	5.634	(1,7)	22.736	22.435	(1,3)
United States		3.793	3.541	4.825	5.108	5.082	34,0	15.371	18.556	20,7
Europe		3.594	3.327	3.420	3.436	3.476	(3,3)	14.406	13.659	(5,2)
Systems Solutions		2.829	2.319	2.273	2.286	2.613	(7,6)	10.016	9.491	(5,2)
Group Headquarters & Group Services		775	691	761	635	792	2,2	2.835	2.879	1,6
Reconciliation		(2.015)	(1.659)	(1.687)	(1.610)	(1.932)	4,1	(7.195)	(6.888)	4,3
<b>NET REVENUE</b>										
Germany		5.386	5.216	5.227	5.331	5.282	(1,9)	21.384	21.056	(1,5)
United States		3.792	3.540	4.824	5.106	5.082	34,0	15.365	18.552	20,7
Europe		3.438	3.172	3.255	3.272	3.293	(4,2)	13.733	12.992	(5,4)
Systems Solutions		1.771	1.607	1.579	1.556	1.684	(4,9)	6.609	6.426	(2,8)
Group Headquarters & Group Services		320	250	272	260	324	1,3	1.078	1.106	2,6
<b>GROUP</b>		<b>14.707</b>	<b>13.785</b>	<b>15.157</b>	<b>15.525</b>	<b>15.665</b>	<b>6,5</b>	<b>58.169</b>	<b>60.132</b>	<b>3,4</b>
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>										
Germany		2.074	2.255	2.279	2.375	2.027	(2,3)	9.166	8.936	(2,5)
United States		805	888	930	1.082	974	21,0	3.840	3.874	0,9
Europe		1.204	1.089	1.107	1.162	1.160	(3,7)	4.936	4.518	(8,5)
Systems Solutions		240	175	221	203	207	(13,8)	747	806	7,9
Group Headquarters & Group Services		(320)	(99)	(111)	(155)	(290)	9,4	(715)	(655)	8,4
Reconciliation		5	(20)	(9)	(8)	(18)	n.a.	(1)	(55)	n.a.
<b>GROUP</b>		<b>4.008</b>	<b>4.288</b>	<b>4.417</b>	<b>4.659</b>	<b>4.060</b>	<b>1,3</b>	<b>17.973</b>	<b>17.424</b>	<b>(3,1)</b>
Proportional EBITDA		3.549	3.867	3.505	3.920	3.095	(12,8)	16.008	14.387	(10,1)

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

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

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

2 As of May 1, 2013, including MetroPCS.

# GROUP

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

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>EBITDA MARGIN (ADJUSTED FOR SPECIAL FACTORS) (EBITDA / TOTAL REVENUE)</b>										
	%									
Germany	%	36,1	40,5	40,6	41,9	35,9	(0,2p)	40,3	39,7	(0,6p)
United States	%	21,2	25,1	19,3	21,2	19,2	(2,0p)	25,0	20,9	(4,1p)
Europe	%	33,5	32,7	32,4	33,8	33,4	(0,1p)	34,3	33,1	(1,2p)
Systems Solutions	%	8,5	7,5	9,7	8,9	7,9	(0,6p)	7,5	8,5	1,0p
Group Headquarters & Group Services	%	(41,3)	(14,3)	(14,6)	(24,4)	(36,6)	4,7p	(25,2)	(22,8)	2,4p
<b>GROUP</b>	<b>%</b>	<b>27,2</b>	<b>31,1</b>	<b>29,1</b>	<b>30,0</b>	<b>25,9</b>	<b>(1,3p)</b>	<b>30,9</b>	<b>28,9</b>	<b>(2,0p)</b>
<b>CASH CAPEX</b>										
Germany		1.019	594	644	892	1.281	25,7	3.418	3.411	(0,2)
United States		699	852	804	767	856	22,5	2.560	3.279	28,1
Europe		594	1.382	518	496	1.252	n.a.	1.724	3.648	n.a.
Systems Solutions		393	212	215	275	378	(3,8)	1.187	1.080	(9,0)
Group Headquarters & Group Services		113	77	94	97	143	26,5	379	411	8,4
Reconciliation		(379)	(93)	(77)	(149)	(442)	(16,6)	(836)	(761)	9,0
<b>GROUP</b>		<b>2.439</b>	<b>3.024</b>	<b>2.198</b>	<b>2.378</b>	<b>3.468</b>	<b>42,2</b>	<b>8.432</b>	<b>11.068</b>	<b>31,3</b>
- thereof spectrum investment		82	937	130	118	1.022	n.a.	411	2.207	n.a.
<b>NET PROFIT (LOSS)</b>										
adjusted for special factors		200	767	810	823	355	77,5	2.537	2.755	8,6
as reported		641	564	530	588	(752)	n.a.	(5.353)	930	n.a.
<b>FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS, SPECTRUM INVESTMENT, AT&amp;T TRANSACTION AND COMPENSATION PAYMENTS FOR METROPCS EMPLOYEES)</b>										
		<b>1.105</b>	<b>1.038</b>	<b>1.109</b>	<b>1.427</b>	<b>1.032</b>	<b>(6,6)</b>	<b>6.239</b>	<b>4.606</b>	<b>(26,2)</b>
Proportional free cash flow		899	908	1.007	1.346	781	(13,1)	5.400	4.042	(25,1)
<b>NET DEBT</b>		<b>36.860</b>	<b>37.119</b>	<b>41.374</b>	<b>39.726</b>	<b>39.093</b>	<b>6,1</b>	<b>36.860</b>	<b>39.093</b>	<b>6,1</b>

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

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

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

2 As of May 1, 2013, including MetroPCS.

# DT GROUP

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

	Note	Q4	Q1	Q2	Q3	Q4	Change compared to		Change compared to	
		2012	2013	2013	2013	2013	prior quarter		prior year	
		'000	'000	'000	'000	'000	abs.	%	abs.	%
<b>BROADBAND RETAIL LINES (END OF PERIOD)</b>	<b>2,3</b>	<b>17.207</b>	<b>17.274</b>	<b>17.316</b>	<b>17.332</b>	<b>17.365</b>	<b>33</b>	<b>0,2</b>	<b>158</b>	<b>0,9</b>
Germany		12.427	12.443	12.430	12.383	12.360	(23)	(0,2)	(67)	(0,5)
Europa		4.766	4.817	4.871	4.935	4.991	56	1,1	225	4,7
Greece		1.178	1.208	1.232	1.244	1.260	16	1,3	82	7,0
Romania		1.134	1.142	1.156	1.175	1.193	18	1,5	59	5,2
Hungary		785	801	812	832	851	19	2,3	66	8,4
Czech Republic		111	114	117	119	120	1	0,8	9	8,1
Croatia		633	634	631	631	628	(3)	(0,5)	(5)	(0,8)
Netherlands		275	266	264	261	256	(5)	(1,9)	(19)	(6,9)
Slovakia		420	421	422	431	434	3	0,7	14	3,3
other		230	231	237	242	249	7	2,9	19	8,3
<b>FIXED NETWORK LINES (END OF PERIOD)</b>	<b>3,4</b>	<b>32.423</b>	<b>31.982</b>	<b>31.678</b>	<b>31.313</b>	<b>31.020</b>	<b>(293)</b>	<b>(0,9)</b>	<b>(1.403)</b>	<b>(4,3)</b>
Germany		22.384	22.113	21.880	21.625	21.417	(208)	(1,0)	(967)	(4,3)
Europa		9.974	9.869	9.733	9.623	9.539	(84)	(0,9)	(435)	(4,4)
Greece		2.952	2.900	2.849	2.794	2.746	(48)	(1,7)	(206)	(7,0)
Romania		2.422	2.409	2.401	2.385	2.369	(16)	(0,7)	(53)	(2,2)
Hungary		1.611	1.626	1.597	1.597	1.596	(1)	(0,1)	(15)	(0,9)
Czech Republic		111	114	117	119	120	1	0,8	9	8,1
Croatia		1.208	1.192	1.174	1.156	1.133	(23)	(2,0)	(75)	(6,2)
Netherlands		283	283	272	270	264	(6)	(2,2)	(19)	(6,7)
Slovakia		960	945	932	919	922	3	0,3	(38)	(4,0)
other		427	400	392	385	390	5	1,3	(37)	(8,7)
<b>MOBILE SUBSCRIBERS (END OF PERIOD)</b>	<b>3,5</b>	<b>127.797</b>	<b>128.405</b>	<b>138.986</b>	<b>140.307</b>	<b>142.504</b>	<b>2.197</b>	<b>1,6</b>	<b>14.707</b>	<b>11,5</b>
Germany		36.568	37.005	37.492	37.936	38.625	689	1,8	2.057	5,6
United States	6	33.389	33.968	44.016	45.039	46.684	1.645	3,7	13.295	39,8
Europa		57.357	56.949	56.985	56.825	56.679	(146)	(0,3)	(678)	(1,2)
Greece		7.697	7.632	7.602	7.550	7.477	(73)	(1,0)	(220)	(2,9)
Romania		6.368	6.155	6.106	6.125	6.153	28	0,5	(215)	(3,4)
Hungary		4.837	4.845	4.838	4.853	4.887	34	0,7	50	1,0
Poland		16.040	15.919	15.969	15.667	15.563	(104)	(0,7)	(477)	(3,0)
Czech Republic		5.498	5.570	5.667	5.733	5.831	98	1,7	333	6,1
Croatia		2.326	2.309	2.350	2.392	2.303	(89)	(3,7)	(23)	(1,0)
Netherlands		4.720	4.622	4.561	4.534	4.441	(93)	(2,1)	(279)	(5,9)
Slovakia		2.311	2.289	2.273	2.263	2.262	(1)	0,0	(49)	(2,1)
Austria		4.104	4.090	4.073	4.044	4.091	47	1,2	(13)	(0,3)
other		3.457	3.518	3.548	3.663	3.671	8	0,2	214	6,2

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

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

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

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

# DT CONSOLIDATED INCOME STATEMENT

## ADJUSTED FOR SPECIAL FACTORS

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>NET REVENUE</b>		<b>14.724</b>	<b>13.785</b>	<b>15.204</b>	<b>15.525</b>	<b>15.679</b>	<b>6,5</b>	<b>58.183</b>	<b>60.193</b>	<b>3,5</b>
Cost of sales		(8.856)	(7.831)	(8.881)	(9.243)	(9.724)	(9,8)	(33.609)	(35.679)	(6,2)
<b>GROSS PROFIT</b>		<b>5.868</b>	<b>5.954</b>	<b>6.323</b>	<b>6.282</b>	<b>5.955</b>	<b>1,5</b>	<b>24.574</b>	<b>24.514</b>	<b>(0,2)</b>
Selling expenses		(3.649)	(3.078)	(3.410)	(3.403)	(3.663)	(0,4)	(13.798)	(13.554)	1,8
General and administrative expenses		(970)	(1.102)	(1.126)	(831)	(785)	19,1	(4.288)	(3.844)	10,4
Other operating income		423	296	232	277	264	(37,6)	1.308	1.069	(18,3)
Other operating expenses		(317)	(155)	(110)	(237)	(432)	(36,3)	(817)	(934)	(14,3)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>1.355</b>	<b>1.915</b>	<b>1.909</b>	<b>2.088</b>	<b>1.339</b>	<b>(1,2)</b>	<b>6.979</b>	<b>7.251</b>	<b>3,9</b>
EBIT margin (EBIT / net revenue)	%	9,2	13,9	12,6	13,4	8,5	(0,7p)	12,0	12,0	0,0p
Profit (loss) from financial activities		(618)	(677)	(654)	(758)	(683)	(10,5)	(2.546)	(2.772)	(8,9)
of which: finance costs		(473)	(522)	(521)	(552)	(567)	(19,9)	(2.063)	(2.162)	(4,8)
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>737</b>	<b>1.238</b>	<b>1.255</b>	<b>1.330</b>	<b>656</b>	<b>(11,0)</b>	<b>4.433</b>	<b>4.479</b>	<b>1,0</b>
Income taxes		(501)	(443)	(328)	(351)	(242)	51,7	(1.451)	(1.364)	6,0
<b>PROFIT (LOSS)</b>		<b>236</b>	<b>795</b>	<b>927</b>	<b>979</b>	<b>414</b>	<b>75,4</b>	<b>2.982</b>	<b>3.115</b>	<b>4,5</b>
Profit (loss) attributable to non-controlling interests		36	28	117	156	59	63,9	445	360	(19,1)
<b>NET PROFIT (LOSS)</b>		<b>200</b>	<b>767</b>	<b>810</b>	<b>823</b>	<b>355</b>	<b>77,5</b>	<b>2.537</b>	<b>2.755</b>	<b>8,6</b>
Depreciation, amortization and impairment losses		(2.653)	(2.373)	(2.508)	(2.571)	(2.721)	(2,6)	(10.994)	(10.173)	7,5
<b>EBITDA</b>		<b>4.008</b>	<b>4.288</b>	<b>4.417</b>	<b>4.659</b>	<b>4.060</b>	<b>1,3</b>	<b>17.973</b>	<b>17.424</b>	<b>(3,1)</b>
EBITDA margin (EBITDA / net revenue)	%	27,2	31,1	29,1	30,0	25,9	(1,3p)	30,9	28,9	(2,0p)

# DT GROUP

## EBITDA RECONCILIATION

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>NET REVENUE</b>		<b>14.707</b>	<b>13.785</b>	<b>15.157</b>	<b>15.525</b>	<b>15.665</b>	<b>6,5</b>	<b>58.169</b>	<b>60.132</b>	<b>3,4</b>
<b>NET PROFIT (LOSS)</b>		<b>641</b>	<b>564</b>	<b>530</b>	<b>588</b>	<b>(752)</b>	<b>n.a.</b>	<b>(5.353)</b>	<b>930</b>	<b>n.a.</b>
+ Profit (loss) attributable to non-controlling interests		(29)	57	114	249	(146)	n.a.	495	274	(44,6)
= Profit (loss)		612	621	644	837	(898)	n.a.	(4.858)	1.204	n.a.
- Income taxes		(462)	(391)	(220)	(304)	(9)	98,1	1.516	(924)	n.a.
= Profit (loss) before income taxes = EBT		1.074	1.012	864	1.141	(889)	n.a.	(6.374)	2.128	n.a.
- Profit (loss) from financial activities		(634)	(680)	(661)	(755)	(706)	(11,4)	(2.412)	(2.802)	(16,2)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>1.708</b>	<b>1.692</b>	<b>1.525</b>	<b>1.896</b>	<b>(183)</b>	<b>n.a.</b>	<b>(3.962)</b>	<b>4.930</b>	<b>n.a.</b>
- Depreciation, amortization and impairment losses		(3.024)	(2.387)	(2.507)	(2.572)	(3.438)	(13,7)	(21.957)	(10.904)	50,3
<b>= EBITDA</b>		<b>4.732</b>	<b>4.079</b>	<b>4.032</b>	<b>4.468</b>	<b>3.255</b>	<b>(31,2)</b>	<b>17.995</b>	<b>15.834</b>	<b>(12,0)</b>
EBITDA margin (EBITDA/net revenue)	%	32,2	29,6	26,6	28,8	20,8	(11,4p)	30,9	26,3	(4,6p)
- Special factors affecting EBITDA		724	(209)	(385)	(191)	(805)	n.a.	22	(1.590)	n.a.
<b>= EBITDA ADJUSTED FOR SPECIAL FACTORS</b>		<b>4.008</b>	<b>4.288</b>	<b>4.417</b>	<b>4.659</b>	<b>4.060</b>	<b>1,3</b>	<b>17.973</b>	<b>17.424</b>	<b>(3,1)</b>
EBITDA margin (adjusted for special factors) (EBITDA / net revenue)	%	27,2	31,1	29,1	30,0	25,9	(1,3p)	30,9	28,9	(2,0p)

# DT CONSOLIDATED INCOME STATEMENT

## AS REPORTED

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>NET REVENUE</b>		<b>14.707</b>	<b>13.785</b>	<b>15.157</b>	<b>15.525</b>	<b>15.665</b>	<b>6,5</b>	<b>58.169</b>	<b>60.132</b>	<b>3,4</b>
Cost of sales		(9.092)	(7.954)	(8.968)	(9.398)	(9.935)	(9,3)	(34.256)	(36.255)	(5,8)
<b>GROSS PROFIT</b>		<b>5.615</b>	<b>5.831</b>	<b>6.189</b>	<b>6.127</b>	<b>5.730</b>	<b>2,0</b>	<b>23.913</b>	<b>23.877</b>	<b>(0,2)</b>
Selling expenses		(3.729)	(3.145)	(3.466)	(3.456)	(3.730)	0,0	(14.075)	(13.797)	2,0
General and administrative expenses		(1.313)	(1.156)	(1.235)	(912)	(1.215)	7,5	(4.855)	(4.518)	6,9
Other operating income		1.885	356	263	410	297	(84,2)	2.968	1.326	(55,3)
Other operating expenses		(750)	(194)	(226)	(273)	(1.265)	(68,7)	(11.913)	(1.958)	83,6
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>1.708</b>	<b>1.692</b>	<b>1.525</b>	<b>1.896</b>	<b>(183)</b>	<b>n.a.</b>	<b>(3.962)</b>	<b>4.930</b>	<b>n.a.</b>
EBIT margin (EBIT / net revenue)	%	11,6	12,3	10,1	12,2	(1,2)	(12,8p)	(6,8)	8,2	15,0p
Profit (loss) from financial activities		(634)	(680)	(661)	(755)	(706)	(11,4)	(2.412)	(2.802)	(16,2)
of which: finance costs		(473)	(522)	(521)	(552)	(567)	(19,9)	(2.033)	(2.162)	(6,3)
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>1.074</b>	<b>1.012</b>	<b>864</b>	<b>1.141</b>	<b>(889)</b>	<b>n.a.</b>	<b>(6.374)</b>	<b>2.128</b>	<b>n.a.</b>
Income taxes		(462)	(391)	(220)	(304)	(9)	98,1	1.516	(924)	n.a.
<b>PROFIT (LOSS)</b>		<b>612</b>	<b>621</b>	<b>644</b>	<b>837</b>	<b>(898)</b>	<b>n.a.</b>	<b>(4.858)</b>	<b>1.204</b>	<b>n.a.</b>
Profit (loss) attributable to non-controlling interests		(29)	57	114	249	(146)	n.a.	495	274	(44,6)
<b>NET PROFIT (LOSS)</b>		<b>641</b>	<b>564</b>	<b>530</b>	<b>588</b>	<b>(752)</b>	<b>n.a.</b>	<b>(5.353)</b>	<b>930</b>	<b>n.a.</b>
Depreciation, amortization and impairment losses		(3.024)	(2.387)	(2.507)	(2.572)	(3.438)	(13,7)	(21.957)	(10.904)	50,3
<b>EBITDA</b>		<b>4.732</b>	<b>4.079</b>	<b>4.032</b>	<b>4.468</b>	<b>3.255</b>	<b>(31,2)</b>	<b>17.995</b>	<b>15.834</b>	<b>(12,0)</b>
EBITDA margin (EBITDA / net revenue)	%	32,2	29,6	26,6	28,8	20,8	(11,4p)	30,9	26,3	(4,6p)

# DT GROUP

## SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2012 millions of €	FY 2013 millions of €
<b>NET REVENUE</b>		<b>(17)</b>	<b>0</b>	<b>(47)</b>	<b>0</b>	<b>(14)</b>	<b>(14)</b>	<b>(61)</b>
Cost of sales		(236)	(123)	(87)	(155)	(211)	(647)	(576)
<b>GROSS PROFIT</b>		<b>(253)</b>	<b>(123)</b>	<b>(134)</b>	<b>(155)</b>	<b>(225)</b>	<b>(661)</b>	<b>(637)</b>
Selling expenses		(80)	(67)	(56)	(53)	(67)	(277)	(243)
General and administrative expenses		(343)	(54)	(109)	(81)	(430)	(567)	(674)
Other operating income		1.462	60	31	133	33	1.660	257
Other operating expenses	1	(433)	(39)	(116)	(36)	(833)	(11.096)	(1.024)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>	<b>1</b>	<b>353</b>	<b>(223)</b>	<b>(384)</b>	<b>(192)</b>	<b>(1.522)</b>	<b>(10.941)</b>	<b>(2.321)</b>
Profit (loss) from financial activities		(16)	(3)	(7)	3	(23)	134	(30)
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>	<b>1</b>	<b>337</b>	<b>(226)</b>	<b>(391)</b>	<b>(189)</b>	<b>(1.545)</b>	<b>(10.807)</b>	<b>(2.351)</b>
Income taxes		39	52	108	47	233	2.967	440
<b>PROFIT (LOSS)</b>		<b>376</b>	<b>(174)</b>	<b>(283)</b>	<b>(142)</b>	<b>(1.312)</b>	<b>(7.840)</b>	<b>(1.911)</b>
Profit (loss) attributable to non-controlling interests		(65)	29	(3)	93	(205)	50	(86)
<b>NET PROFIT (LOSS)</b>		<b>441</b>	<b>(203)</b>	<b>(280)</b>	<b>(235)</b>	<b>(1.107)</b>	<b>(7.890)</b>	<b>(1.825)</b>
Depreciation, amortization and impairment losses		(371)	(14)	1	(1)	(717)	(10.963)	(731)
<b>EBITDA</b>		<b>724</b>	<b>(209)</b>	<b>(385)</b>	<b>(191)</b>	<b>(805)</b>	<b>22</b>	<b>(1.590)</b>

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



# DT GROUP

## DETAILS ON SPECIAL FACTORS I

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>EFFECT ON OPERATING EXPENSES</b>		<b>(1.092)</b>	<b>(283)</b>	<b>(368)</b>	<b>(325)</b>	<b>(1.541)</b>	<b>(41,1)</b>	<b>(12.587)</b>	<b>(2.517)</b>	<b>80,0</b>
of which: expenses / income for early retirement (civil servants)		(214)	(36)	(109)	(137)	(204)	4,7	(689)	(486)	29,5
of which: expenses for severance payments		(243)	(159)	(157)	(65)	(334)	(37,4)	(417)	(715)	(71,5)
of which: expenses / income for partial retirement		(16)	(14)	(15)	(20)	(36)	n.a.	(53)	(85)	(60,4)
of which: expenses for other personnel restructuring charges		(12)	(6)	(29)	(68)	(62)	n.a.	(66)	(165)	n.a.
of which: restructuring charges		(90)	(47)	(66)	(6)	(76)	15,6	(250)	(195)	22,0
of which: expenses due to de-consolidations and other asset sales		(69)	(20)	(22)	(83)	(48)	30,4	(75)	(173)	n.a.
of which: others		(448)	(1)	30	54	(781)	(74,3)	(11.037)	(698)	93,7
<b>EFFECT ON OTHER OPERATING INCOME</b>		<b>1.462</b>	<b>60</b>	<b>31</b>	<b>133</b>	<b>33</b>	<b>(97,7)</b>	<b>1.660</b>	<b>257</b>	<b>(84,5)</b>
of which: income due to asset sales		1.460	60	31	134	31	(97,9)	1.591	256	(83,9)
of which: others		2	0	0	(1)	2	n.a.	69	1	(98,6)
<b>EFFECT ON REVENUE</b>	<b>1</b>	<b>(17)</b>	<b>0</b>	<b>(47)</b>	<b>0</b>	<b>(14)</b>	<b>17,6</b>	<b>(14)</b>	<b>(61)</b>	<b>n.a.</b>
<b>EFFECT ON PROFIT FROM OPERATIONS = EBIT</b>	<b>2</b>	<b>353</b>	<b>(223)</b>	<b>(384)</b>	<b>(192)</b>	<b>(1.522)</b>	<b>n.a.</b>	<b>(10.941)</b>	<b>(2.321)</b>	<b>78,8</b>
<b>DEPRECIATION, AMORTIZATION AND IMPAIRMENT LOSSES</b>	<b>2</b>	<b>(371)</b>	<b>(14)</b>	<b>1</b>	<b>(1)</b>	<b>(717)</b>	<b>(93,3)</b>	<b>(10.963)</b>	<b>(731)</b>	<b>93,3</b>
of which: restructuring charges		(12)	(14)	1	12	(1)	91,7	(15)	(2)	86,7
of which: expenses due to consolidations and other asset sales		0	0	0	(13)	0	n.a.	0	(13)	n.a.
of which: others		(359)	0	0	0	(716)	(99,4)	(10.948)	(716)	93,5
<b>EFFECT ON EBITDA</b>		<b>724</b>	<b>(209)</b>	<b>(385)</b>	<b>(191)</b>	<b>(805)</b>	<b>n.a.</b>	<b>22</b>	<b>(1.590)</b>	<b>n.a.</b>

1 Special factors affecting Total revenue: EUR +3 mn in Q2/12; EUR -17 mn in Q4/12; EUR -47 mn in Q2/13 and EUR -14 mn in Q4/13 within Wholesale Services (ULL) in Germany.

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

# DT GROUP

## DETAILS ON SPECIAL FACTORS II

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES</b>		<b>(16)</b>	<b>(3)</b>	<b>(7)</b>	<b>3</b>	<b>(23)</b>	<b>(43,8)</b>	<b>134</b>	<b>(30)</b>	<b>n.a.</b>
<b>EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES</b>	<b>1</b>	<b>337</b>	<b>(226)</b>	<b>(391)</b>	<b>(189)</b>	<b>(1.545)</b>	<b>n.a.</b>	<b>(10.807)</b>	<b>(2.351)</b>	<b>78,2</b>
<b>EFFECT ON TAXES</b>		<b>39</b>	<b>52</b>	<b>108</b>	<b>47</b>	<b>233</b>	<b>n.a.</b>	<b>2.967</b>	<b>440</b>	<b>(85,2)</b>
Tax effect of special factors within EBIT		(346)	70	92	90	266	n.a.	2.992	518	(82,7)
Tax effect of special factors on profit (loss) from financial activities		6	2	2	4	10	66,7	17	18	5,9
Other tax effects		379	(20)	14	(47)	(43)	n.a.	(42)	(96)	n.a.
<b>EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON- CONTROLLING INTERESTS</b>		<b>(65)</b>	<b>29</b>	<b>(3)</b>	<b>93</b>	<b>(205)</b>	<b>n.a.</b>	<b>50</b>	<b>(86)</b>	<b>n.a.</b>
<b>EFFECT ON NET PROFIT (LOSS)</b>		<b>441</b>	<b>(203)</b>	<b>(280)</b>	<b>(235)</b>	<b>(1.107)</b>	<b>n.a.</b>	<b>(7.890)</b>	<b>(1.825)</b>	<b>76,9</b>

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

# DT GROUP

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

	REPORTED NUMBERS		MINUS ACQUISITION EFFECTS						PLUS DECONSOLIDATION EFFECTS						TOTAL EFFECT	PRO FORMA	
	Q4 2012	Q4 2013	Total	Germany	United States	Europe	Systems Solutions	GHS	Total	Germany	United States	Europe	Systems Solutions	GHS		Q4 2013	Change
	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	%
<b>NET REVENUE</b>	14.707	15.665	975	0	968	7	0	0	130	7	0	94	29	0	(845)	14.820	0,8
<b>PROFIT (LOSS) FROM OPERATIONS = EBIT</b>	1.708	(183)	79	0	79	0	0	0	(69)	3	0	(62)	(10)	0	(148)	(331)	n.a.
Profit (loss) from financial activities	(634)	(706)	(58)	0	(59)	1	0	0	0	0	0	0	0	0	58	(648)	(2,2)
of which finance costs	(473)	(567)	(58)	0	(58)	0	0	0	0	0	0	0	0	0	58	(509)	(7,6)
<b>PROFIT (LOSS) BEFORE INCOME TAXES = EBT</b>	1.074	(889)	21	0	20	1	0	0	(69)	3	0	(62)	(10)	0	(90)	(979)	n.a.
Income taxes	(462)	(9)	0	0	0	0	0	0	1	0	0	1	0	0	1	(8)	98,3
<b>PROFIT (LOSS)</b>	612	(898)	21	0	20	1	0	0	(68)	3	0	(61)	(10)	0	(89)	(987)	n.a.

# DT GROUP

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

	REPORTED NUMBERS		MINUS ACQUISITION EFFECTS						PLUS DECONSOLIDATION EFFECTS						TOTAL EFFECT	PRO FORMA	
	FY 2012 millions of €	FY 2013 millions of €	Total	Germany	United States	Europe	Systems Solutions	GHS	Total	Germany	Europe	United States	Systems Solutions	GHS		FY 2013 millions of €	Change %
<b>NET REVENUE</b>	58.169	60.132	2.539	0	2.530	9	0	0	252	22	157	0	73	0	(2.287)	57.845	(0,6)
<b>PROFIT (LOSS) FROM OPERATIONS = EBIT</b>	(3.962)	4.930	262	0	261	1	0	0	(64)	10	(56)	0	(18)	0	(326)	4.604	n.a.
Profit (loss) from financial activities	(2.412)	(2.602)	(229)	0	(229)	0	0	0	1	0	1	0	0	0	230	(2.572)	(6,6)
of which finance costs	(2.033)	(2.162)	(154)	0	(154)	0	0	0	1	0	1	0	0	0	155	(2.007)	1,3
<b>PROFIT (LOSS) BEFORE INCOME TAXES = EBT</b>	(6.374)	2.128	33	0	32	1	0	0	(63)	10	(55)	0	(18)	0	(96)	2.032	n.a.
Income taxes	1.516	(924)	0	0	0	0	0	0	0	0	0	0	0	0	0	(924)	n.a.
<b>PROFIT (LOSS)</b>	(4.858)	1.204	33	0	32	1	0	0	(63)	10	(55)	0	(18)	0	(96)	1.108	n.a.

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## ASSETS

		Dec. 31, 2012	Mar. 31, 2013	Jun. 30, 2013	Sep. 30, 2013	Dec. 31, 2013	Change compared to prior quarter %	Change compared to prior year %
	Note	millions of €	millions of €	millions of €	millions of €	millions of €		
<b>CURRENT ASSETS</b>		<b>15.019</b>	<b>15.862</b>	<b>18.212</b>	<b>18.020</b>	<b>21.963</b>	<b>21,9</b>	<b>46,2</b>
Cash and cash equivalents		4.026	4.540	5.243	5.675	7.970	40,4	98,0
Trade and other receivables		6.417	6.423	6.763	7.146	7.712	7,9	20,2
Current recoverable income taxes		95	113	105	112	98	(12,5)	3,2
Other financial assets		2.020	1.696	2.100	2.230	2.745	23,1	35,9
Inventories		1.106	1.111	1.424	1.342	1.062	(20,9)	(4,0)
Current and non-current assets and disposal groups held for sale		90	217	744	78	1.033	n.a.	n.a.
Other assets		1.265	1.762	1.833	1.437	1.343	(6,5)	6,2
<b>NON-CURRENT ASSETS</b>		<b>92.923</b>	<b>92.975</b>	<b>97.902</b>	<b>97.281</b>	<b>96.185</b>	<b>(1,1)</b>	<b>3,5</b>
Intangible assets		41.847	42.646	47.246	46.793	45.967	(1,8)	9,8
Property, plant and equipment		37.407	37.300	38.026	37.680	37.427	(0,7)	0,1
Investments accounted for using the equity method		6.726	6.288	6.218	6.247	6.167	(1,3)	(8,3)
Other financial assets		1.901	1.780	1.346	1.528	1.362	(10,9)	(28,4)
Deferred tax assets		4.712	4.630	4.742	4.708	4.960	5,4	5,3
Other assets		330	331	324	325	302	(7,1)	(8,5)
<b>TOTAL ASSETS</b>		<b>107.942</b>	<b>108.837</b>	<b>116.114</b>	<b>115.301</b>	<b>118.148</b>	<b>2,5</b>	<b>9,5</b>

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

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## LIABILITIES AND SHAREHOLDERS' EQUITY

		Dec. 31, 2012	Mar. 31, 2013	Jun. 30, 2013	Sep. 30, 2013	Dec. 31, 2013	Change compared to prior quarter %	Change compared to prior year %
	Note	millions of €	millions of €	millions of €	millions of €	millions of €		
<b>LIABILITIES</b>		<b>77.411</b>	<b>77.824</b>	<b>84.864</b>	<b>83.286</b>	<b>86.085</b>	<b>3,4</b>	<b>11,2</b>
<b>CURRENT LIABILITIES</b>		<b>22.995</b>	<b>22.783</b>	<b>25.296</b>	<b>25.188</b>	<b>22.496</b>	<b>(10,7)</b>	<b>(2,2)</b>
Financial liabilities		9.260	8.919	10.874	11.169	7.891	(29,3)	(14,8)
Trade and other payables		6.445	6.091	6.831	6.701	7.259	8,3	12,6
Income tax liabilities		440	441	346	428	308	(28,0)	(30,0)
Other provisions		2.885	2.924	2.575	2.709	3.120	15,2	8,1
Liabilities directly associated with non-current assets and disposal groups held for sale		9	47	235	0	113	n.a.	n.a.
Other liabilities		3.956	4.361	4.435	4.181	3.805	(9,0)	(3,8)
<b>NON-CURRENT LIABILITIES</b>		<b>54.416</b>	<b>55.041</b>	<b>59.568</b>	<b>58.098</b>	<b>63.589</b>	<b>9,5</b>	<b>16,9</b>
Financial liabilities		35.354	35.835	39.473	38.154	43.708	14,6	23,6
Provisions for pensions and other employee		7.312	7.113	7.131	7.172	7.006	(2,3)	(4,2)
Other provisions		1.857	1.834	1.998	1.957	2.071	5,8	11,5
Deferred tax liabilities		5.988	6.263	6.934	6.845	6.916	1,0	15,5
Other liabilities		3.905	3.996	4.032	3.970	3.888	(2,1)	(0,4)
<b>SHAREHOLDERS' EQUITY</b>		<b>30.531</b>	<b>31.013</b>	<b>31.250</b>	<b>32.015</b>	<b>32.063</b>	<b>0,1</b>	<b>5,0</b>
Issued capital		11.063	11.063	11.395	11.395	11.395	n.a.	3,0
Capital reserves		51.506	51.506	51.297	51.346	51.428	0,2	(0,2)
Retained earnings incl. carryforwards		(29.106)	(34.361)	(37.348)	(37.333)	(37.437)	(0,3)	(28,6)
Total other comprehensive income		(2.176)	(2.346)	(2.215)	(2.276)	(2.383)	(4,7)	(9,5)
Net profit (loss)		(5.353)	564	1.094	1.682	930	(44,7)	n.a.
Treasury shares		(6)	(6)	(6)	(6)	(54)	n.a.	n.a.
Non-controlling interests		4.603	4.593	7.033	7.207	8.184	13,6	77,8
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>		<b>107.942</b>	<b>108.837</b>	<b>116.114</b>	<b>115.301</b>	<b>118.148</b>	<b>2,5</b>	<b>9,5</b>

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

# DT GROUP

## PROVISIONS FOR PENSIONS

		2013 millions of €	2012 millions of €	2011 millions of €	2010 millions of €	2009 millions of €
<b>FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET</b>						
Present value of obligation (DBO)	1	8.963	8.973	6.966	7.017	6.833
Plan assets		(1.973)	(1.680)	(860)	(629)	(618)
Others		16	19	18	(15)	(36)
Provision in balance sheet		7.006	7.312	6.124	6.373	6.179
<b>PENSION COSTS INCLUDED IN P&amp;L (INCLUDED EXPECTED RETURN ON PLAN ASSETS)</b>						
		<b>388</b>	<b>511</b>	<b>530</b>	<b>514</b>	<b>525</b>
thereof included in EBITDA		160	197	199	197	204
thereof included in financial result		228	313	314	317	321
<b>CASH PAYMENTS FOR PENSIONS</b>						
1) funding of plan assets by DT (investment in financial assets)		269	768	267	2	45
2) benefits paid through plan assets	2	42	45	52	56	61
3) benefits paid through provision (included in cash flow from operations)		366	375	367	345	332
cash payments included in cash flow statement = 1) + 3)		635	1.143	634	347	377
cash payments included in free cash flow = 3)		366	375	367	345	332
<b>CHANGE IN THE PRESENT VALUE OF THE OBLIGATION</b>						
End of 2012		8.973				
pension costs included in P&L		388				
benefits paid		(408)				
actuarial losses/gains	3	(48)				
F/X		(1)				
Others		17				
End of 2013		8.963				

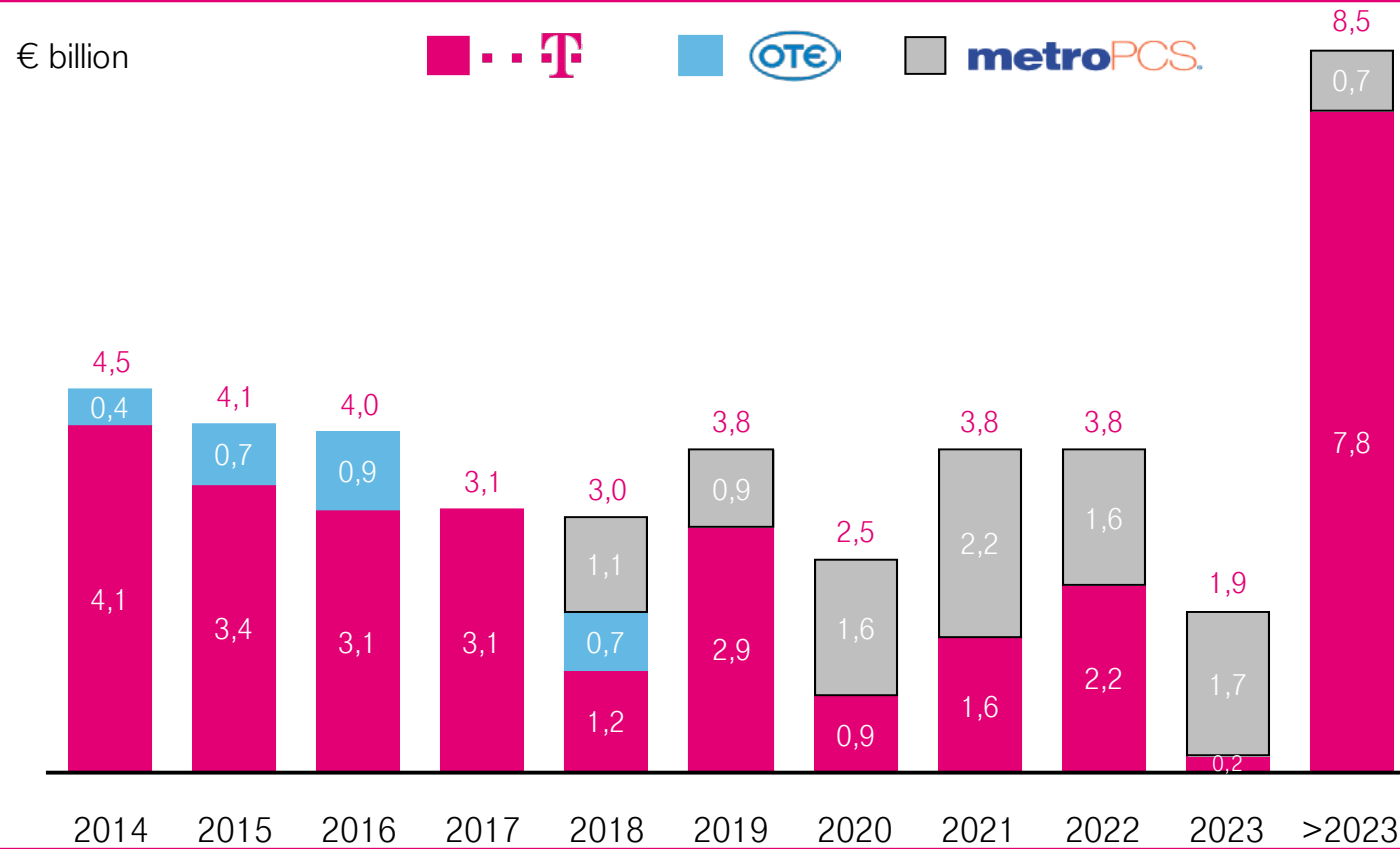
1 Increase in obligation in 2009 mainly due to OTE acquisition. Decrease in plan assets in 2009 mainly due to de-consolidation T-Mobile UK.

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

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

# MATURITY PROFILE AS OF DECEMBER 31, 2013

## Bonds, Medium Term Notes (MTN) and “Schuldscheindarlehen”





# LIQUIDITY RESERVE AS OF DECEMBER 31, 2013

€ billion

61,4 Total line availability

22,4

## Liquidity reserve

Unused bank lines:	€	12,9 bn
Other liquid assets:	€	9,4 bn

39,1

## Net-debt

<b>Gross debt</b>	€	<b>49,6 bn</b>
Bonds:	€	40,5 bn
Other financial liabilities:	€	9,1 bn
<b>Liquid financial assets</b>	€	<b>10,5 bn</b>
Cash & equivalents:	€	8,0 bn
Available-for-sale/held-for-trading financial assets	€	0,3 bn
Other financial assets:	€	2,2 bn

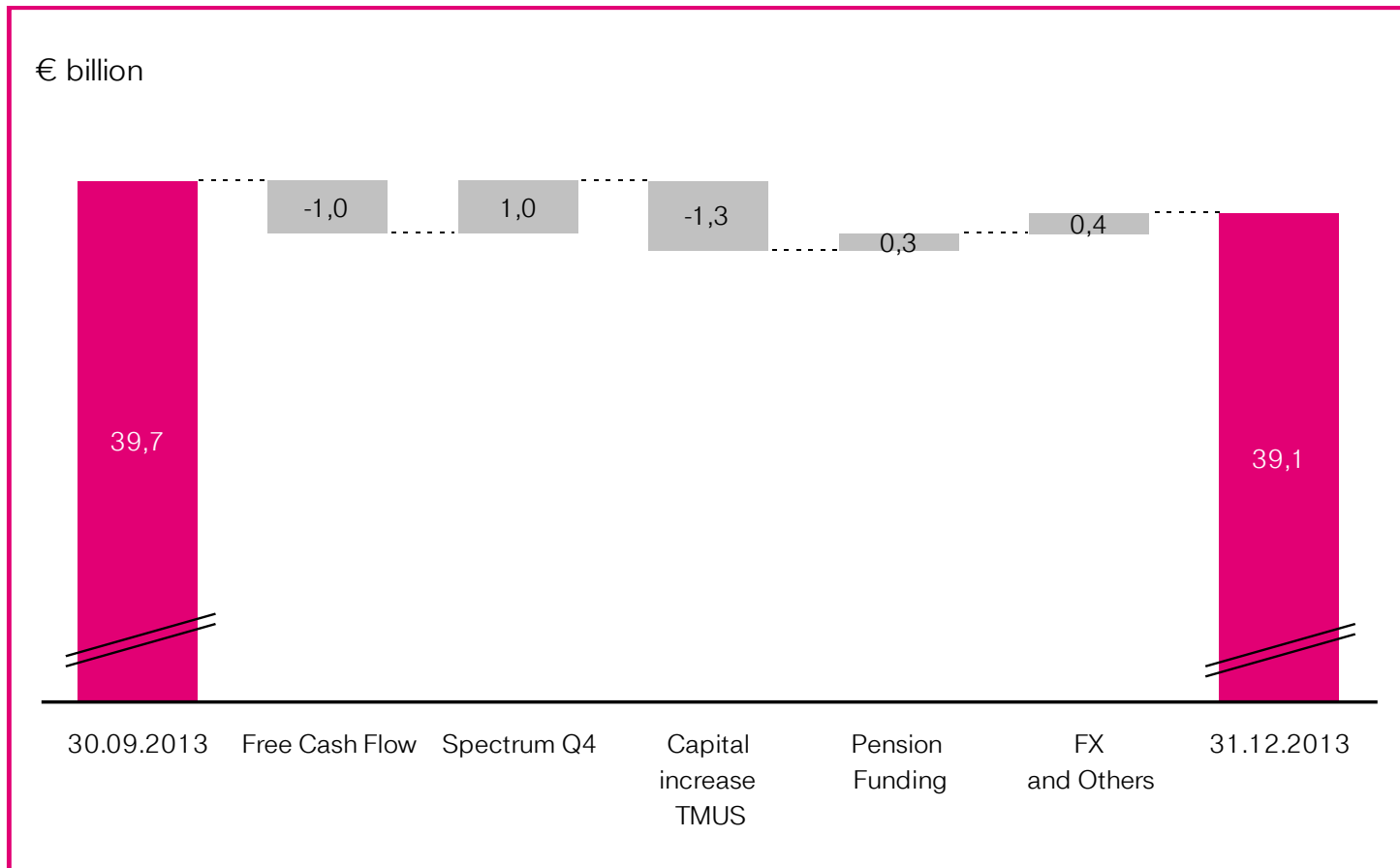
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# DT GROUP

## NET DEBT

		Dec. 31, 2012	Mar. 31, 2013	Jun. 30, 2013	Sep. 30, 2013	Dec. 31, 2013	Change compared to prior quarter %	Change compared to prior year %
	Note	millions of €	millions of €	millions of €	millions of €	millions of €		
Bonds		33.674	35.519	40.087	39.225	40.535	3,3	20,4
Other financial liabilities		9.283	7.694	8.466	8.366	9.092	8,7	(2,1)
<b>GROSS DEBT</b>		<b>42.957</b>	<b>43.213</b>	<b>48.553</b>	<b>47.591</b>	<b>49.627</b>	<b>4,3</b>	<b>15,5</b>
Cash and cash equivalents		4.026	4.540	5.243	5.675	7.970	40,4	98,0
Available-for-sale/held-for-trading financial assets		27	15	269	301	310	3,0	n.a.
Other financial assets		2.044	1.539	1.667	1.889	2.254	19,3	10,3
<b>NET DEBT</b>		<b>36.860</b>	<b>37.119</b>	<b>41.374</b>	<b>39.726</b>	<b>39.093</b>	<b>(1,6)</b>	<b>6,1</b>

# NET DEBT DEVELOPMENT Q4 2013



Numbers rounded

# DT GROUP

## CASH CAPEX

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>CASH CAPEX</b>										
Germany		1.019	594	644	892	1.281	25,7	3.418	3.411	(0,2)
United States		699	852	804	767	856	22,5	2.560	3.279	28,1
Europe		594	1.382	518	496	1.252	n.a.	1.724	3.648	n.a.
Systems Solutions		393	212	215	275	378	(3,8)	1.187	1.080	(9,0)
Group Headquarters & Group Services		113	77	94	97	143	26,5	379	411	8,4
Reconciliation		(379)	(93)	(77)	(149)	(442)	(16,6)	(836)	(761)	9,0
<b>GROUP</b>	<b>1</b>	<b>2.439</b>	<b>3.024</b>	<b>2.198</b>	<b>2.378</b>	<b>3.468</b>	<b>42,2</b>	<b>8.432</b>	<b>11.068</b>	<b>31,3</b>
- thereof spectrum investment		82	937	130	118	1.022	n.a.	411	2.207	n.a.

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

# DT GROUP

## FREE CASH FLOW

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
Net profit (loss)		641	564	530	588	(752)	n.a.	(5.353)	930	n.a.
Profit (loss) attributable to non-controlling interests		(29)	57	114	249	(146)	n.a.	495	274	(44,6)
<b>PROFIT (LOSS) AFTER INCOME TAXES</b>		<b>612</b>	<b>621</b>	<b>644</b>	<b>837</b>	<b>(898)</b>	<b>n.a.</b>	<b>(4.858)</b>	<b>1.204</b>	<b>n.a.</b>
Depreciation, amortization and impairment losses		3.024	2.387	2.507	2.572	3.438	13,7	21.957	10.904	(50,3)
Income tax expense/(benefit)		462	391	220	304	9	(98,1)	(1.516)	924	n.a.
Interest (income) and interest expenses		473	522	521	552	567	19,9	2.033	2.162	6,3
Other financial (income) expense		155	78	146	174	171	10,3	225	569	n.a.
Share of (profit) loss of associates and joint ventures accounted for using the equity method		6	80	(6)	29	(32)	n.a.	154	71	(53,9)
(Profit) loss on the disposal of fully consolidated subsidiaries		(1.444)	(55)	47	(122)	(1)	99,9	(1.450)	(131)	91,0
Other non-cash transactions		(5)	3	18	28	52	n.a.	15	101	n.a.
(Gain) loss from the disposal of intangible assets and property, plant and equipment		(3)	20	24	3	91	n.a.	(83)	138	n.a.
Change in assets carried as working capital		282	(348)	(508)	(37)	(373)	n.a.	(24)	(1.266)	n.a.
Change in provisions		387	(108)	(595)	67	441	14,0	(203)	(195)	3,9
Change in other liabilities carried as working capital		(72)	199	657	(424)	264	n.a.	(406)	696	n.a.
Income taxes received (paid)		(176)	(184)	(173)	(157)	(134)	23,9	(694)	(648)	6,6
Dividends received		7	110	2	92	69	n.a.	490	273	(44,3)
Net payments from entering into or canceling interest rate swaps		39	0	67	133	90	n.a.	122	290	n.a.
Break-up fee T-Mobile USA		0	0	0	0	0	n.a.	157	0	n.a.
Tax effect break-up fee T-Mobile USA		0	95	42	0	0	n.a.	185	137	(25,9)
Retention bonus T-Mobile USA/compensation payments for MetroPCS employees		4	0	51	1	8	n.a.	128	60	(53,1)
<b>CASH GENERATED FROM OPERATIONS</b>		<b>3.751</b>	<b>3.811</b>	<b>3.664</b>	<b>4.052</b>	<b>3.762</b>	<b>0,3</b>	<b>16.232</b>	<b>15.289</b>	<b>(5,8)</b>
Interest received (paid)		(336)	(764)	(540)	(411)	(360)	(7,1)	(2.185)	(2.075)	5,0
<b>NET CASH FROM OPERATING ACTIVITIES</b>		<b>3.415</b>	<b>3.047</b>	<b>3.124</b>	<b>3.641</b>	<b>3.402</b>	<b>(0,4)</b>	<b>14.047</b>	<b>13.214</b>	<b>(5,9)</b>
Cash outflows for investments in (proceeds from disposal of)		(2.310)	(2.009)	(2.015)	(2.214)	(2.370)	(2,6)	(7.808)	(8.608)	(10,2)
Intangible assets	1	(1.295)	(1.240)	(426)	(517)	(2.307)	(78,1)	(2.785)	(4.490)	(61,2)
Property, plant and equipment	1	(1.097)	(1.706)	(1.719)	(1.815)	(1.085)	1,1	(5.434)	(6.325)	(16,4)
Spectrum investment		82	937	130	118	1.022	n.a.	411	2.207	n.a.
<b>FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS, SPECTRUM INVESTMENT, AT&amp;T TRANSACTION AND COMPENSATION PAYMENTS FOR METROPCS EMPLOYEES)</b>		<b>1.105</b>	<b>1.038</b>	<b>1.109</b>	<b>1.427</b>	<b>1.032</b>	<b>(6,6)</b>	<b>6.239</b>	<b>4.606</b>	<b>(26,2)</b>

1 Cash outflows for investments in intangible assets and property, plant and equipment were adjusted retrospectively (For 2012, cash outflows for investments in intangible assets were increased by EUR 0,7 billion and cash outflows for property, plant and equipment reduced by EUR 0,7 billion).

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

AT REPORTING DATE	Note	Dec. 31,	Mar. 31,	Jun. 30,	Sep. 30,	Dec. 31,	Change compared to		Change compared to	
		2012	2013	2013	2013	2013	prior quarter		prior year	
							abs.	%	abs.	%
Germany		67.497	68.636	67.936	67.434	66.725	(709)	(1,1)	(772)	(1,1)
United States		30.288	29.826	33.489	34.132	37.071	2.939	8,6	6.783	22,4
Europe		57.196	57.440	57.143	55.000	52.519	(2.481)	(4,5)	(4.677)	(8,2)
Systems Solutions		52.847	51.565	50.297	50.212	50.286	74	0,1	(2.561)	(4,8)
Group Headquarters & Group Services		21.858	21.989	22.330	22.316	21.995	(321)	(1,4)	137	0,6
of which Vivento		8.200	8.200	8.300	8.100	8.000	(100)	(1,2)	(200)	(2,4)
<b>GROUP</b>		<b>229.686</b>	<b>229.456</b>	<b>231.195</b>	<b>229.094</b>	<b>228.596</b>	<b>(498)</b>	<b>(0,2)</b>	<b>(1.090)</b>	<b>(0,5)</b>
of which: Domestic		118.840	118.926	118.191	117.658	116.643	(1.015)	(0,9)	(2.197)	(1,8)
of which: International		110.846	110.530	113.004	111.436	111.953	517	0,5	1.107	1,0
of which: Civil servants (domestic)		21.958	21.963	21.239	20.988	20.523	(465)	(2,2)	(1.435)	(6,5)

AVERAGE	Note	Q4	Q1	Q2	Q3	Q4	Change compared to	
		2012	2013	2013	2013	2013	prior year	
							abs.	%
Germany		67.620	68.672	67.880	67.516	66.992	(628)	(0,9)
United States		29.634	30.033	31.971	33.881	35.962	6.328	21,4
Europe		58.314	57.495	57.263	55.590	53.945	(4.369)	(7,5)
Systems Solutions		52.991	51.598	50.823	50.187	50.279	(2.712)	(5,1)
Group Headquarters & Group Services		22.029	21.948	22.309	22.328	22.143	114	0,5
of which Vivento		8.400	8.200	8.300	8.100	8.100	(300)	(3,6)
<b>GROUP</b>		<b>230.588</b>	<b>229.746</b>	<b>230.246</b>	<b>229.502</b>	<b>229.321</b>	<b>(1.267)</b>	<b>(0,5)</b>
of which: Domestic		119.306	118.970	118.157	117.739	117.114	(2.192)	(1,8)
of which: International		111.282	110.776	112.089	111.763	112.207	925	0,8
of which: Civil servants (domestic)		22.215	21.974	21.336	21.087	20.732	(1.483)	(6,7)

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

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

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

As of May 1, 2013, including MetroPCS.

# EXCHANGE RATES

## AVERAGE

	Q4 2012 €	Q1 2013 €	Q2 2013 €	Q3 2013 €	Q4 2013 €	FY 2012 €	FY 2013 €
1 US Dollar (USD)	0,77149	0,75699	0,76530	0,75504	0,73457	0,77820	0,75289
1 British pound (GBP)	1,23880	1,17465	1,17538	1,17022	1,18926	1,23292	1,17714
100 Czech korunas (CZK)	3,97398	3,91222	3,87237	3,86870	3,74759	3,97740	3,85018
100 Croatian kunas (HRK)	13,28230	13,18660	13,23430	13,25530	13,10810	13,29600	13,19720
1,000 Hungarian forints (HUF)	3,53309	3,37393	3,38131	3,35604	3,36065	3,45820	3,36771
100 Macedonian Denar (MKD)	1,62297	1,60447	1,61950	1,62362	1,62584	1,62376	1,61831
100 Polish Zloty (PLN)	24,30630	24,06960	23,81640	23,54300	23,88820	23,89580	23,82270
10 Romanian leu (RON)	2,20682	2,28004	2,27277	2,25165	2,24648	2,24267	2,26252

## END OF PERIOD

	Dec. 31 2012 €	Mar. 31 2013 €	Jun. 30 2013 €	Sep. 30 2013 €	Dec. 31 2013 €
1 US Dollar (USD)	0,75845	0,78089	0,76482	0,74085	0,72597
1 British pound (GBP)	1,22643	1,18171	1,16541	1,19542	1,20086
100 Czech korunas (CZK)	3,98309	3,88554	3,85410	3,88750	3,64929
100 Croatian kunas (HRK)	13,23580	13,16710	13,42880	13,13020	13,12490
1,000 Hungarian forints (HUF)	3,41775	3,28837	3,38437	3,35295	3,36594
100 Macedonian Denar (MKD)	1,60626	1,62991	1,62286	1,62273	1,62712
100 Polish Zloty (PLN)	24,48640	23,94350	23,06330	23,67970	24,08060
10 Romanian leu (RON)	2,25069	2,26277	2,24026	2,24175	2,23723

# GERMANY

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

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>	2	5.748	5.566	5.612	5.670	5.648	(1,7)	22.750	22.496	(1,1)
<b>NET REVENUE</b>		5.403	5.216	5.274	5.331	5.296	(2,0)	21.398	21.117	(1,3)
<b>EBITDA</b>		2.074	2.255	2.279	2.375	2.027	(2,3)	9.166	8.936	(2,5)
EBITDA margin (EBITDA / total revenue)	%	36,1	40,5	40,6	41,9	35,9	(0,2p)	40,3	39,7	(0,6p)
Depreciation, amortization and impairment losses		(1.107)	(966)	(978)	(989)	(1.028)	7,1	(4.393)	(3.961)	9,8
Profit (loss) from operations = EBIT		967	1.289	1.301	1.386	999	3,3	4.773	4.975	4,2
<b>CASH CAPEX</b>		1.019	594	644	892	1.281	25,7	3.418	3.411	(0,2)
<b>CASH CONTRIBUTION</b>		1.055	1.661	1.635	1.483	746	(29,3)	5.748	5.525	(3,9)

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

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		5.731	5.566	5.565	5.670	5.634	(1,7)	22.736	22.435	(1,3)
<b>NET REVENUE</b>		5.386	5.216	5.227	5.331	5.282	(1,9)	21.384	21.056	(1,5)
<b>EBITDA</b>		1.898	2.118	2.161	2.268	1.854	(2,3)	8.606	8.401	(2,4)
EBITDA margin (EBITDA / total revenue)	%	33,1	38,1	38,8	40,0	32,9	(0,2p)	37,9	37,4	(0,5p)
Depreciation, amortization and impairment losses		(1.107)	(966)	(978)	(989)	(1.033)	6,7	(4.393)	(3.966)	9,7
Profit (loss) from operations = EBIT		791	1.152	1.183	1.279	821	3,8	4.213	4.435	5,3
<b>CASH CAPEX</b>		1.019	594	644	892	1.281	25,7	3.418	3.411	(0,2)
<b>CASH CONTRIBUTION</b>		879	1.524	1.517	1.376	573	(34,8)	5.188	4.990	(3,8)

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

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

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

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

<sup>2</sup> Special factors affecting Total revenue: EUR +3 mn in Q2/12; EUR -17 mn in Q4/12; EUR -47 mn in Q2/13 and EUR -14 mn in Q4/13 within Wholesale Services (ULL).



# GERMANY

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

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>5.731</b>	<b>5.566</b>	<b>5.565</b>	<b>5.670</b>	<b>5.634</b>	<b>(1,7)</b>	<b>22.736</b>	<b>22.435</b>	<b>(1,3)</b>
<b>TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)</b>	<b>2</b>	<b>5.748</b>	<b>5.566</b>	<b>5.612</b>	<b>5.670</b>	<b>5.648</b>	<b>(1,7)</b>	<b>22.750</b>	<b>22.496</b>	<b>(1,1)</b>
Profit (loss) from operations = EBIT		791	1.152	1.183	1.279	821	3,8	4.213	4.435	5,3
- Depreciation, amortization and impairment losses		(1.107)	(966)	(978)	(989)	(1.033)	6,7	(4.393)	(3.966)	9,7
<b>= EBITDA</b>		<b>1.898</b>	<b>2.118</b>	<b>2.161</b>	<b>2.268</b>	<b>1.854</b>	<b>(2,3)</b>	<b>8.606</b>	<b>8.401</b>	<b>(2,4)</b>
EBITDA margin	%	33,1	38,1	38,8	40,0	32,9	(0,2p)	37,9	37,4	(0,5p)
- Special factors affecting EBITDA		(176)	(137)	(118)	(107)	(173)	1,7	(560)	(535)	4,5
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>2.074</b>	<b>2.255</b>	<b>2.279</b>	<b>2.375</b>	<b>2.027</b>	<b>(2,3)</b>	<b>9.166</b>	<b>8.936</b>	<b>(2,5)</b>
EBITDA margin (adjusted for special factors)	%	36,1	40,5	40,6	41,9	35,9	(0,2p)	40,3	39,7	(0,6p)

## SPECIAL FACTORS

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(176)</b>	<b>(137)</b>	<b>(118)</b>	<b>(107)</b>	<b>(173)</b>	<b>1,7</b>	<b>(560)</b>	<b>(535)</b>	<b>4,5</b>
- of which personnel		(123)	(123)	(150)	(103)	(130)	(5,7)	(492)	(506)	(2,8)
- of which other		(53)	(14)	32	(4)	(43)	18,9	(68)	(29)	57,4
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(176)</b>	<b>(137)</b>	<b>(118)</b>	<b>(107)</b>	<b>(178)</b>	<b>(1,1)</b>	<b>(560)</b>	<b>(540)</b>	<b>3,6</b>
- of which personnel		(123)	(123)	(150)	(103)	(130)	(5,7)	(492)	(506)	(2,8)
- of which other		(53)	(14)	32	(4)	(48)	9,4	(68)	(34)	50,0

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

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

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

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

<sup>2</sup> Special factors affecting Total revenue: EUR +3 mn in Q2/12; EUR -17 mn in Q4/12; EUR -47 mn in Q2/13 and EUR -14 mn in Q4/13 within Wholesale Services (ULL).

## GERMANY OPERATIONALS

	Note	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Change %	
<b>GERMANY</b>								
<b>ACCESS LINES</b>								
Fixed network	('000)	1	22.384	22.113	21.880	21.625	21.417	(4,3)
IP	('000)	1	937	1.215	1.474	1.774	2.141	n.a.
Broadband	('000)	1	12.427	12.443	12.430	12.383	12.360	(0,5)
TV (incl. IPTV, SAT)	('000)	1	1.966	2.036	2.078	2.121	2.177	10,7
ULLs	('000)	1	9.436	9.422	9.359	9.299	9.257	(1,9)
Wholesale bundled	('000)	1	518	483	455	419	390	(24,7)
Wholesale unbundled	('000)	1	1.303	1.362	1.418	1.495	1.564	20,0
<b>MOBILE COSTUMERS</b>								
Total	('000)		36.568	37.005	37.492	37.936	38.625	5,6
- contract	('000)		19.570	20.011	20.445	20.915	21.553	10,1
- prepaid	('000)		16.997	16.994	17.047	17.021	17.072	0,4

## CONSUMER OPERATIONALS

	Note	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Change %	
<b>GERMANY - CONSUMER</b>								
<b>ACCESS LINES</b>								
Fixed network	('000)	1	17.789	17.536	17.331	17.109	16.923	(4,9)
IP	('000)	1	856	1.119	1.355	1.629	1.960	n.a.
Broadband	('000)	1	10.039	10.035	10.024	9.983	9.963	(0,8)
TV (incl. IPTV, SAT)	('000)	1	1.804	1.866	1.906	1.948	2.001	10,9
<b>MOBILE COSTUMERS</b>								
Total	('000)		28.811	29.064	29.343	29.623	29.943	3,9
- contract	('000)		13.990	14.396	14.762	15.159	15.669	12,0
- prepaid	('000)	2	14.821	14.668	14.581	14.463	14.275	(3,7)

## BUSINESS CUSTOMERS OPERATIONALS

	Note	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Change %	
<b>GERMANY - BUSINESS</b>								
<b>ACCESS LINES</b>								
Fixed network	('000)	1	3.510	3.515	3.490	3.465	3.445	(1,9)
IP	('000)	1	55	81	103	128	164	n.a.
Broadband	('000)	1	2.062	2.083	2.080	2.074	2.072	0,5
TV (incl. IPTV, SAT)	('000)	1	161	168	170	172	174	8,1
<b>MOBILE COSTUMERS</b>								
Mobile communications	('000)		7.757	7.941	8.149	8.314	8.682	11,9
- contract	('000)		5.581	5.615	5.683	5.755	5.885	5,4
- prepaid (M2M)	('000)	2	2.176	2.326	2.467	2.558	2.797	28,5

1 Figures do not add up.

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

# GERMANY

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

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>GERMANY</b>		<b>5.731</b>	<b>5.566</b>	<b>5.565</b>	<b>5.670</b>	<b>5.634</b>	<b>(1,7)</b>	<b>22.736</b>	<b>22.435</b>	<b>(1,3)</b>
<b>FIXED NETWORK</b>		<b>2.602</b>	<b>2.560</b>	<b>2.546</b>	<b>2.542</b>	<b>2.535</b>	<b>(2,6)</b>	<b>10.478</b>	<b>10.183</b>	<b>(2,8)</b>
of which Fixed Revenues (Fixed line)	2	1.876	1.864	1.856	1.835	1.821	(2,9)	7.587	7.376	(2,8)
Voice only revenues		565	553	542	529	520	(8,0)	2.350	2.144	(8,8)
Broadband revenues		1.087	1.078	1.075	1.065	1.057	(2,8)	4.400	4.275	(2,8)
TV revenues		224	233	239	241	244	8,9	837	957	14,3
of which Variable Revenues (Fixed line)	2	345	315	311	318	302	(12,5)	1.413	1.246	(11,8)
of which Revenues from add-on options (Fixed line)	2	41	43	39	41	43	4,9	159	166	4,4
thereof revenues from voice centric options		20	21	20	21	21	5,0	82	83	1,2
thereof revenues from broadband centric options		8	7	7	7	7	(12,5)	30	28	(6,7)
thereof revenues from TV centric options		13	15	12	13	14	7,7	46	54	17,4
<b>MOBILE COMMUNICATIONS</b>		<b>1.987</b>	<b>1.842</b>	<b>1.925</b>	<b>2.006</b>	<b>1.957</b>	<b>(1,5)</b>	<b>7.632</b>	<b>7.730</b>	<b>1,3</b>
of which Service Revenues		1.680	1.628	1.673	1.700	1.650	(1,8)	6.779	6.651	(1,9)
thereof Data Revenues		522	541	569	651	679	30,1	1.966	2.440	24,1
<b>WHOLESALE SERVICES FIXED NETWORK</b>		<b>869</b>	<b>865</b>	<b>825</b>	<b>863</b>	<b>873</b>	<b>0,5</b>	<b>3.595</b>	<b>3.426</b>	<b>(4,7)</b>
of which access full ULL		304	323	273	320	304	n.a.	1.316	1.220	(7,3)
of which bundled and unbundled access line		101	103	104	107	108	6,9	402	422	5,0
<b>ONLINE CONSUMER SERVICES</b>	3	<b>21</b>	<b>18</b>	<b>21</b>	<b>20</b>	<b>20</b>	<b>(4,8)</b>	<b>83</b>	<b>79</b>	<b>(4,8)</b>
<b>VALUE-ADDED SERVICES</b>		<b>91</b>	<b>83</b>	<b>74</b>	<b>71</b>	<b>65</b>	<b>(28,6)</b>	<b>370</b>	<b>293</b>	<b>(20,8)</b>
<b>OTHERS</b>		<b>161</b>	<b>198</b>	<b>174</b>	<b>169</b>	<b>184</b>	<b>14,3</b>	<b>578</b>	<b>725</b>	<b>25,4</b>

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

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>GERMANY</b>		<b>5.731</b>	<b>5.566</b>	<b>5.565</b>	<b>5.670</b>	<b>5.634</b>	<b>(1,7)</b>	<b>22.736</b>	<b>22.435</b>	<b>(1,3)</b>
Consumer		3.117	2.982	3.031	3.086	3.023	(3,0)	12.197	12.122	(0,6)
Business customers		1.429	1.391	1.414	1.431	1.440	0,8	5.680	5.676	(0,1)
Wholesale services		975	959	922	959	971	(0,4)	4.035	3.811	(5,6)
Value-added services		90	80	73	71	64	(28,9)	367	288	(21,5)
Others		120	154	125	123	136	13,3	457	538	17,7

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

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

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

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

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

3 Contains mainly security packages and hosting storages.

## GERMANY

### MOBILE COMMUNICATIONS KPIS

	Note	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Change %
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,4</b>	<b>1,4</b>	<b>1,5</b>	<b>1,4</b>	<b>1,5</b>	<b>0,1p</b>
- contract	(%)	1,1	1,1	1,2	1,1	1,0	(0,1p)
<b>SAC PER GROSS ADD</b>	(€)	<b>89</b>	<b>79</b>	<b>78</b>	<b>81</b>	<b>80</b>	<b>(10,1)</b>
- contract	(€)	158	136	123	133	131	(17,1)
- prepaid	(€)	18	12	25	20	17	(5,6)
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>270</b>	<b>197</b>	<b>210</b>	<b>213</b>	<b>207</b>	<b>(23,3)</b>
<b>ARPU</b>	(€)	<b>15</b>	<b>15</b>	<b>15</b>	<b>15</b>	<b>14</b>	<b>(6,7)</b>
- contract	(€)	26	24	25	24	23	(11,5)
- prepaid	(€)	4	3	3	4	3	(25,0)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>43</b>	<b>44</b>	<b>45</b>	<b>48</b>	<b>51</b>	<b>8p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>84</b>	<b>81</b>	<b>85</b>	<b>84</b>	<b>83</b>	<b>(1,2)</b>
- contract	(min)	139	132	138	135	132	(5,0)

### CONSUMER - KPIS

	Note	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Change %
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>2</b>	<b>1,6</b>	<b>1,6</b>	<b>1,6</b>	<b>1,6</b>	<b>0,0p</b>
- contract	(%)	1,2	1,1	1,3	1,2	1,1	(0,1p)
<b>SAC PER GROSS ADD</b>	(€)	<b>86</b>	<b>74</b>	<b>75</b>	<b>80</b>	<b>83</b>	<b>(3,5)</b>
- contract	(€)	151	125	114	124	127	(15,9)
- prepaid	(€)	22	15	29	25	23	4,5
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>297</b>	<b>234</b>	<b>229</b>	<b>227</b>	<b>253</b>	<b>(14,8)</b>
<b>ARPU</b>	(€)	<b>13</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>12</b>	<b>(7,7)</b>
- contract	(€)	23	22	22	22	21	(8,7)
- prepaid	(€)	4	4	4	4	4	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>42</b>	<b>44</b>	<b>45</b>	<b>49</b>	<b>51</b>	<b>9p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>78</b>	<b>76</b>	<b>80</b>	<b>80</b>	<b>80</b>	<b>2,6</b>
- contract	(min)	125	119	125	122	121	(3,2)

### BUSINESS CUSTOMERS - KPIS

	Note	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Change %
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>2</b>	<b>0,9</b>	<b>0,8</b>	<b>0,8</b>	<b>1,0</b>	<b>0,3p</b>
- contract	(%)	0,8	1,0	0,8	0,8	0,8	0,0p
<b>SAC PER GROSS ADD</b>	(€)	<b>99</b>	<b>98</b>	<b>89</b>	<b>85</b>	<b>70</b>	<b>(29,3)</b>
- contract	(€)	186	190	166	175	146	(21,5)
- prepaid	(€)	3	3	4	0	2	(33,3)
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>222</b>	<b>142</b>	<b>175</b>	<b>187</b>	<b>150</b>	<b>(32,4)</b>
<b>ARPU</b>	(€)	<b>24</b>	<b>23</b>	<b>23</b>	<b>22</b>	<b>22</b>	<b>(8,3)</b>
- contract	(€)	32	31	32	31	30	(6,3)
- prepaid	(€)	2	2	2	2	2	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>46</b>	<b>46</b>	<b>44</b>	<b>47</b>	<b>51</b>	<b>5p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>136</b>	<b>128</b>	<b>133</b>	<b>129</b>	<b>126</b>	<b>(7,4)</b>
- contract	(min)	186	179	188	185	183	(1,6)

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

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

# GERMANY

## SINGLE PLAY

<b>SINGLE PLAY<sup>1,2,3</sup> IN €</b>	<b>CALL START<sup>4</sup></b>	<b>CALL BASIC<sup>4,5</sup></b>	<b>CALL COMFORT<sup>4</sup></b>
	Standard-PSTN, voice usage per minute	Standard-PSTN, voice usage per minute, up to 120 minutes included within Germany	Standard-PSTN, voice flat rate within Germany
	17.95	19.95	29.95
<b>CITY, CDL</b>	<b>CENT/MINUTE</b>		
Off peak	2.9		0
Peak	2.9		0
international		from 2.9	
fixed to mobile		19.0	
<b>CALLING PLANS</b>			
CountryFlat 1	€ 3.94 per month		
CountryFlat 2	€14.95 per month		
fixed to mobile	12.9 cents/minute, minimum charge €4 per month		
fixed to T-Mobile flatrate	€14.95 per month		
Set-up	One off charge PSTN €69.95		

1 For general conditions and further details, please see [www.telekom.de](http://www.telekom.de).

2 All prices in € including VAT.

3 Usage prices in cents/minute including VAT

4 Standard-PSTN; Universal-PSTN + €8

5 Universal-PSTN up to 240 Min included

# GERMANY

## DOUBLE PLAY

DOUBLE PLAY <sup>1,2,3</sup> IN €	CALL & SURF BASIC <sup>4</sup> (4.1)	CALL & SURF COMFORT <sup>4</sup>	CALL & SURF COMFORT SPEED <sup>9</sup>	CALL & SURF COMFORT PLUS <sup>4</sup>
	Bandwidth DSL 2 Mbit/s, flat rate Internet usage. <sup>7</sup>	Bandwidth DSL 16 Mbit/s, flat rate Internet usage and flat rate voice usage.	Bandwidth VDSL 50 Mbit/s <sup>6</sup> , flat rate Internet usage and flat rate voice usage	Bandwidth DSL 16 Mbit/s, flat rate Internet usage and flat rate voice usage, Security pack, Hotspot flat, e- Mail-Paket.
	29.95	34.94	39.95 <sup>5</sup>	44.95 <sup>8</sup>
CITY, DLD	CENT/MINUTE			
Off peak	2.9		0	
Peak	2.9		0	
international			from 2.9	
fixed to mobile		19.0		12.9
CALLING PLANS				
CountryFlat 1			€3.94 per month	
CountryFlat 2			€14.95 per month	
fixed to mobile	12.9 cents/minute, minimum charge €4 per			included
fixed to T-Mobile flatrate			€14.95 per month	
Set-up			One off charge PSTN / IP €69.95	
Installation Service Comfort			One off charge €99.95	

1 For general conditions and further details, please see [www.telekom.de](http://www.telekom.de)

2 All prices in € including VAT

3 Usage prices are stated in cents/minute including VAT

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

5 Promotional price until 31st December 2014. Regular price €44.95

6 Also available as Fiber 100 / 200 (IP-Product only) for €49.95 / €54.95 (promotional price until 30th June 2014)

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

8 Promotional Price €39.95 until 31 December 2014 for customer retention (IP-Product only)

9 Available as IP-Product only

# GERMANY

## TRIPLE PLAY

TRIPLE PLAY <sup>1,2,3</sup> IN €	ENTERTAIN COMFORT <sup>4</sup>	ENTERTAIN PREMIUM <sup>5</sup>	ENTERTAIN SAT <sup>4,9</sup>	ENTERTAIN COMFORT SAT <sup>5,9</sup>
	Bandwidth DSL 16 Mbit/s plus <sup>6,7</sup> flat rate internet usage and flat rate voice usage, video on demand, IPTV basic package.	Bandwidth DSL 16 Mbit/s plus <sup>6,7</sup> flat rate Internet usage and flat rate voice usage, video on demand, IPTV premium package.	Bandwidth DSL min. 3 Mbit/s, flat rate Internet usage and flat rate voice usage, video on demand, IPTV basic package. No Pay TV possible.	Bandwidth DSL 16 Mbit/s plus <sup>4</sup> flat rate internet usage and flat rate voice usage, video on demand, IPTV basic package.
	34.95 <sup>8,10</sup>	44.95 <sup>8</sup>	39.95	34.95 <sup>8,10</sup>
CITY, DLD	CENT/MINUTE			
Off peak	0			
Peak	0			
international	from 2.9			
fixed to mobile	19.0			
CALLING PLANS				
CountryFlat 1	€3.94 per month			
CountryFlat 2	€14.95 per month			
fixed to mobile	12.9 cents/minute, minimum charge € 4 per month			
fixed to T-Mobile flatrate	€14.95 per month			
Set-up	One off charge PSTN / IP €69.95			
Installation Service Comfort	One off charge €99.95			

1 For general conditions and further details, please see [www.telekom.de](http://www.telekom.de)

2 All prices in € including VAT

3 Usage prices are stated in cents/minute including VAT

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

5 Available as IP-Product only

6 Also available as VDSL 50 with a promotional price + €5 until 31st December 2014, Regular Price + €10

7 Also available as Fiber 100 / 200 with a promotional price + €15 / + €20 (IP-Product only) until 30th June 2014

8 Promotional price for 24 months for new Entertain customers until 31.12.2014; Regular price €44.95/ €49.95

9 Digital SAT-Environment is necessary

10 Additional promotional price the first 6 months, until 30th April 2014

# GERMANY

## SPECIAL ALLNET

<b>SPECIAL PLANS IN €</b>	<b>Special Allnet</b>
Monthly charge (without handset)	29.95
Monthly charge (with handset)	39.95
includes national voice minutes (on-net, fixed net, other mobile networks)	
- mobile to national fixed net	free
- on-net	free
- other mobile networks	free
- Voicebox	free
SMS (onnet, other networks)	free
Data Network	3G
Data Speed	8 Mbit/s
Data Volume until speed step down	200 MB
MultiSim	4.95
VoIP	9.95
Tethering	free
Activation fee	29.95
Duration of contract	24 months



# GERMANY

## COMPLETE COMFORT & COMPLETE PREMIUM

COMPLETE PLANS IN €	XS	S	M	L	XL	XXL	PREMIUM
Monthly charge (without handset)	15.96	27.96	39.96	55.96	63.96	79.96	-
Monthly charge (with handset)	19.95	34.95	49.95	69.95	79.95	99.95	149.95
includes national voice minutes (on-net, fixed net, other mobile networks)	50	100					
- mobile to national fixed net	0.29	0.29	free	free	free	free	free
- on-net	free	free	free	free	free	free	free
- other mobile networks	0.29	0.29	free	free	free	free	free
- Voicebox	free	free	free	free	free	free	free
International Calls (minutes)							1.000
includes SMS per month	50						
SMS (onnet, other networks)	0.19	free	free	free	free	free	free
HotSpot Flatrate	-	-	free	free	free	free	free
Data Network	3G	3G	3G/LTE	3G/LTE	3G/LTE	3G/LTE	3G/LTE
Data Speed	8 Mbit/s	16 Mbit/s	16 Mbit/s	50 Mbit/s	100 Mbit/s	150 Mbit/s	150 Mbit/s
Data Volume until speed step down	100 MB	500 MB	750 MB	1 GB	2 GB	5 GB	20 GB
MultiSim	4.95	4.95	4.95	4.95	free	free	free
VoIP	9.95	9.95	free	free	free	free	free
Tethering	free	free	free	free	free	free	free
Roaming Voice (Minutes)					50	100	250
Roaming SMS							1.000
Roaming Data <sup>1</sup>				4 x Travel & Surf WeekPass	4 x Travel & Surf WeekPass	8 x Travel & Surf WeekPass	16 x Travel & Surf WeekPass
Activation fee				29.95			
Duration of contract				24 months			

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

# GERMANY

## MOBILE OPTIONS

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

# GERMANY

## CALL

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

# GERMANY

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

<b>DOUBLE PLAY VIA WIRELESS</b> <sup>1,2,3,4</sup> <b>IN €</b>	<b>S</b>	<b>M</b>	<b>L</b>
Monthly Charge <sup>5</sup>	34.95 <sup>6</sup>	39.95 <sup>7</sup>	49.95 <sup>8</sup>
Data Speed (Mbit/s)	16 Mbit/s	50 Mbit/s	100 Mbit/s
Data Volume until Speed Step Down (SSD)	10 GB	15 GB	30 GB
<b>Voice minutes</b>	<b>Cent/Minute</b>		
fixed net city	0		
fixed net national	0		
international	from 2.9		
fixed to mobile	19.0		
<b>Options</b>			
Speed On	€14.95 für 10 GB		
fixed to mobile	12.9 cents/minute, minimum charge €4 per month		
mobile flat	to Telekom Mobile €14.95 per month		
CountryFlat 1	€3.95 per month		
CountryFlat 2	€14.95 per month		
Mail & Cloud M	€4.95 per month		
Security Package	€3.95 per month		

1 For general conditions and further details, please see [www.telekom.de](http://www.telekom.de)

2 All prices in € including VAT

3 Usage prices are stated in cents/minute including VAT

4 Standard-PSTN; Universal-PSTN + €4

5 without terminal equipment. Monthly rent for Router €4.95

6 Promotional price until 30th September 2014. Regular price €39.95

7 Promotional price until 30th September 2014. Regular price €49.95

8 Promotional price until 30th September 2014. Regular price €69.95

# FIXED NETWORK

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

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

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

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

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

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

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

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

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

6 valid to 30/06/2012.

7 valid to 30/06/2014.

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

9 No price changes since 01/07/2011.

## UNITED STATES

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.793</b>	<b>3.541</b>	<b>4.825</b>	<b>5.108</b>	<b>5.082</b>	<b>34,0</b>	<b>15.371</b>	<b>18.556</b>	<b>20,7</b>
<b>NET REVENUE</b>		<b>3.792</b>	<b>3.540</b>	<b>4.824</b>	<b>5.106</b>	<b>5.082</b>	<b>34,0</b>	<b>15.365</b>	<b>18.552</b>	<b>20,7</b>
<b>EBITDA</b>	<b>1</b>	<b>805</b>	<b>888</b>	<b>930</b>	<b>1.082</b>	<b>974</b>	<b>21,0</b>	<b>3.840</b>	<b>3.874</b>	<b>0,9</b>
EBITDA margin (EBITDA / total revenues)	%	21,2	25,1	19,3	21,2	19,2	(2,0)p	25,0	20,9	(4,1)p
Depreciation, amortization and impairment losses	2	(424)	(396)	(529)	(607)	(609)	(43,6)	(2.277)	(2.141)	6,0
Profit (loss) from operations = EBIT	2	381	492	401	475	365	(4,2)	1.563	1.733	10,9
<b>CASH CAPEX</b>	<b>3</b>	<b>690</b>	<b>826</b>	<b>804</b>	<b>767</b>	<b>624</b>	<b>(9,6)</b>	<b>2.251</b>	<b>3.021</b>	<b>34,2</b>
<b>CASH CONTRIBUTION</b>	<b>3</b>	<b>115</b>	<b>62</b>	<b>126</b>	<b>315</b>	<b>350</b>	<b>n.a.</b>	<b>1.589</b>	<b>853</b>	<b>(46,3)</b>

### FINANCIALS (AS REPORTED)

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.793</b>	<b>3.541</b>	<b>4.825</b>	<b>5.108</b>	<b>5.082</b>	<b>34,0</b>	<b>15.371</b>	<b>18.556</b>	<b>20,7</b>
<b>NET REVENUE</b>		<b>3.792</b>	<b>3.540</b>	<b>4.824</b>	<b>5.106</b>	<b>5.082</b>	<b>34,0</b>	<b>15.365</b>	<b>18.552</b>	<b>20,7</b>
<b>EBITDA</b>		<b>2.245</b>	<b>854</b>	<b>884</b>	<b>1.019</b>	<b>885</b>	<b>(60,6)</b>	<b>5.319</b>	<b>3.642</b>	<b>(31,5)</b>
EBITDA margin (EBITDA / total revenue)	%	59,2	24,1	18,3	19,9	17,4	(41,8)p	34,6	19,6	(15,0)p
Depreciation, amortization and impairment losses		(424)	(396)	(529)	(607)	(706)	(66,5)	(12.866)	(2.238)	82,6
Profit (loss) from operations = EBIT		1.821	458	355	412	179	(90,2)	(7.547)	1.404	n.a.
<b>CASH CAPEX</b>		<b>699</b>	<b>852</b>	<b>804</b>	<b>767</b>	<b>856</b>	<b>22,5</b>	<b>2.560</b>	<b>3.279</b>	<b>28,1</b>
<b>CASH CONTRIBUTION</b>		<b>1.546</b>	<b>2</b>	<b>80</b>	<b>252</b>	<b>29</b>	<b>(98,1)</b>	<b>2.759</b>	<b>363</b>	<b>(86,8)</b>

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

1 Excluding special factors affecting EBITDA of EUR 78mn in Q1/12, EUR 22mn in Q2/12, EUR (139)mn in Q3/12, EUR (1,440)mn in Q4/12, EUR 34mn in Q1/13, EUR 46mn in Q2/13, EUR 63mn in Q3/13 and EUR 89mn in Q4/13. Included in special factors for Q4/12 was a gain of EUR (1,444)mn recognized on the sale of wireless communication tower sites.

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

3 Adjusted by excluding spectrum purchases of EUR 288mn in Q3/12, EUR 3mn in Q4/12, EUR 26mn in Q1/13 and EUR 232mn in Q4/13. In 2012, also adjusted by excluding microwave clearing costs EUR 3mn in Q1/12, EUR 5mn in Q2/12, EUR 4mn in Q3/12 and EUR 6mn in Q4/12.

# UNITED STATES

## EBITDA RECONCILIATION

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.793</b>	<b>3.541</b>	<b>4.825</b>	<b>5.108</b>	<b>5.082</b>	<b>34,0</b>	<b>15.371</b>	<b>18.556</b>	<b>20,7</b>
Profit (loss) from operations = EBIT	1	1.821	458	355	412	179	(90,2)	(7.547)	1.404	n.a.
- Depreciation, amortization and impairment losses	1	(424)	(396)	(529)	(607)	(706)	(66,5)	(12.866)	(2.238)	82,6
<b>= EBITDA</b>		<b>2.245</b>	<b>854</b>	<b>884</b>	<b>1.019</b>	<b>885</b>	<b>(60,6)</b>	<b>5.319</b>	<b>3.642</b>	<b>(31,5)</b>
EBITDA margin	%	59,2	24,1	18,3	19,9	17,4	(41,8p)	34,6	19,6	(15,0p)
- Special factors affecting EBITDA		1.440	(34)	(46)	(63)	(89)	n.a.	1.479	(232)	n.a.
<b>= EBITDA ADJUSTED FOR SPECIAL FACTORS</b>	<b>2</b>	<b>805</b>	<b>888</b>	<b>930</b>	<b>1.082</b>	<b>974</b>	<b>21,0</b>	<b>3.840</b>	<b>3.874</b>	<b>0,9</b>
EBITDA margin (adjusted for special factors)	%	21,2	25,1	19,3	21,2	19,2	(2,0p)	25,0	20,9	(4,1p)

## SPECIAL FACTORS

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2012 millions of €	FY 2013 millions of €
<b>EFFECTS ON EBITDA</b>		<b>1.440</b>	<b>(34)</b>	<b>(46)</b>	<b>(63)</b>	<b>(89)</b>	<b>1.479</b>	<b>(232)</b>
- of which personnel		6	(23)	(39)	(62)	(55)	(69)	(179)
- of which other		1.434	(11)	(7)	(1)	(34)	1.548	(53)
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>1.440</b>	<b>(34)</b>	<b>(46)</b>	<b>(63)</b>	<b>(186)</b>	<b>(9.110)</b>	<b>(329)</b>
- of which personnel		6	(23)	(39)	(62)	(55)	(69)	(179)
- of which other		1.434	(11)	(7)	(1)	(131)	(9.041)	(150)

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

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

2 Excluding special factors affecting EBITDA of EUR 78mn in Q1/12, EUR 22mn in Q2/12, EUR (139)mn in Q3/12, EUR (1,440)mn in Q4/12, EUR 34mn in Q1/13, EUR 46mn in Q2/13, EUR 63mn in Q3/13 and EUR 89mn in Q4/13. Included in special factors for factors Q4/12 was a gain of EUR (1,444)mn recognized on the sale of wireless communication tower sites.

# UNITED STATES OPERATIONALS

	Note	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Change %	FY 2012	FY 2013	Change %
<b>CUSTOMERS (END OF PERIOD)</b>	('000)	<b>33.389</b>	<b>33.968</b>	<b>44.016</b>	<b>45.039</b>	<b>46.684</b>	<b>39,8</b>	<b>33.389</b>	<b>46.684</b>	<b>39,8</b>
- Branded postpaid	('000)	20.293	20.094	20.783	21.430	22.299	9,9	20.293	22.299	9,9
- Branded prepay	('000)	5.826	6.028	14.935	14.960	15.072	n.a.	5.826	15.072	n.a.
<b>- BRANDED</b>	('000)	<b>26.119</b>	<b>26.122</b>	<b>35.718</b>	<b>36.390</b>	<b>37.371</b>	<b>43,1</b>	<b>26.119</b>	<b>37.371</b>	<b>43,1</b>
- Machine-to-machine	('000)	3.090	3.290	3.423	3.430	3.602	16,6	3.090	3.602	16,6
- MVNO	('000)	4.180	4.556	4.875	5.219	5.711	36,6	4.180	5.711	36,6
<b>- WHOLESALE</b>	('000)	<b>7.270</b>	<b>7.846</b>	<b>8.298</b>	<b>8.649</b>	<b>9.313</b>	<b>28,1</b>	<b>7.270</b>	<b>9.313</b>	<b>28,1</b>
<b>NET ADDS</b>	('000)	<b>61</b>	<b>579</b>	<b>1.130</b>	<b>1.023</b>	<b>1.645</b>	<b>n.a.</b>	<b>203</b>	<b>4.377</b>	<b>n.a.</b>
- Branded postpaid	('000)	(515)	(199)	688	648	869	n.a.	(2.074)	2.006	n.a.
- Branded prepay	('000)	166	202	(10)	24	112	(32,5)	1.007	328	(67,4)
<b>- BRANDED</b>	('000)	<b>(349)</b>	<b>3</b>	<b>678</b>	<b>672</b>	<b>981</b>	<b>n.a.</b>	<b>(1.067)</b>	<b>2.334</b>	<b>n.a.</b>
- Machine-to-machine	('000)	135	200	133	7	172	27,4	660	512	(22,4)
- MVNO	('000)	275	376	319	344	492	78,9	610	1.531	n.a.
<b>- WHOLESALE</b>	('000)	<b>410</b>	<b>576</b>	<b>452</b>	<b>351</b>	<b>664</b>	<b>62,0</b>	<b>1.270</b>	<b>2.043</b>	<b>60,9</b>
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>3,7</b>	<b>3,3</b>	<b>3,3</b>	<b>3,6</b>	<b>3,4</b>	<b>(0,3p)</b>	<b>3,4</b>	<b>3,4</b>	<b>0,0p</b>
- Branded postpaid	(%)	2,5	1,9	1,6	1,7	1,7	(0,8p)	2,4	1,7	(0,7p)
- Branded prepay	(%)	7,0	7,0	5,4	5,0	5,1	(1,9p)	6,4	5,4	(1,0p)
<b>TOTAL REVENUES</b>	(€ million)	<b>3.793</b>	<b>3.541</b>	<b>4.825</b>	<b>5.108</b>	<b>5.082</b>	<b>34,0</b>	<b>15.371</b>	<b>18.556</b>	<b>20,7</b>
Service revenue	(€ million)	3.090	2.958	3.539	3.785	3.685	19,3	13.017	13.968	7,3
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>3</b>	<b>805</b>	<b>888</b>	<b>930</b>	<b>1.082</b>	<b>974</b>	<b>21,0</b>	<b>3.840</b>	<b>0,9</b>
EBITDA margin (adjusted for special factors)	(%)	21,2	25,1	19,3	21,2	19,2	(2,0p)	25,0	20,9	(4,1p)
EBITDA margin (adjusted for special factors)	(%)	26,1	30,0	26,3	28,6	26,4	0,3p	29,5	27,7	(1,8p)
<b>SAC PER BRANDED GROSS ADD</b>	(€)	<b>96</b>	<b>83</b>	<b>91</b>	<b>73</b>	<b>77</b>	<b>(19,8)</b>	<b>90</b>	<b>80</b>	<b>(11,1)</b>
- Branded postpaid	(€)	181	159	171	130	103	(43,1)	164	136	(17,1)
- Branded prepay	(€)	32	33	36	34	58	81,3	32	42	31,3
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>80</b>	<b>60</b>	<b>66</b>	<b>63</b>	<b>62</b>	<b>(22,5)</b>	<b>64</b>	<b>63</b>	<b>(1,6)</b>
<b>BLENDED ARPU</b>	(€)	<b>31</b>	<b>29</b>	<b>29</b>	<b>28</b>	<b>27</b>	<b>(12,9)</b>	<b>33</b>	<b>28</b>	<b>(15,2)</b>
- Branded postpaid	(€)	41	40	40	38	36	(12,2)	43	38	(11,6)
- Branded prepay	(€)	21	21	26	27	26	23,8	21	26	23,8
<b>NON-VOICE % OF ARPU</b>	(%)	<b>36</b>	<b>38</b>	<b>41</b>	<b>42</b>	<b>46</b>	<b>10,0p</b>	<b>34</b>	<b>42</b>	<b>8,0p</b>
<b>MOU PER BRANDED CUSTOMER</b>	(min)	<b>952</b>	<b>926</b>	<b>1.086</b>	<b>1.141</b>	<b>1.112</b>	<b>16,8</b>	<b>983</b>	<b>1.077</b>	<b>9,6</b>
- Branded postpaid	(min)	987	959	977	981	981	(0,6)	1.027	975	(5,1)
<b>CASH CAPEX</b>	(€ million)	<b>699</b>	<b>852</b>	<b>804</b>	<b>767</b>	<b>856</b>	<b>22,5</b>	<b>2.560</b>	<b>3.279</b>	<b>28,1</b>
<b>CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>6</b>	<b>690</b>	<b>826</b>	<b>767</b>	<b>624</b>	<b>(9,6)</b>	<b>2.251</b>	<b>3.021</b>	<b>34,2</b>
<b>CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>6</b>	<b>115</b>	<b>62</b>	<b>315</b>	<b>350</b>	<b>n.a.</b>	<b>1.589</b>	<b>853</b>	<b>(46,3)</b>

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

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

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

3 Excluding special factors affecting EBITDA of EUR 78mn in Q1/12, EUR 22mn in Q2/12, EUR (139)mn in Q3/12, EUR (1,440)mn in Q4/12, EUR 34mn in Q1/13, EUR 46mn in Q2/13, EUR 63mn in Q3/13 and EUR 89mn in Q4/13.

Included in special factors for Q4/12 was a gain of EUR (1,444)mn recognized on the sale of wireless communication tower sites.

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

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

6 Adjusted by excluding spectrum purchases of EUR 288mn in Q3/12, EUR 3mn in Q4/12, EUR 26mn in Q1/13 and EUR 232mn in Q4/13. In 2012, also adjusted by excluding microwave clearing costs of EUR 3mn in Q1/12, EUR 5mn in Q2/12, EUR 4mn in Q3/12 and EUR 6mn in Q4/12.



# UNITED STATES

## OPERATIONALS IN US-\$

	Note	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Change %	FY 2012	FY 2013	Change %
<b>CUSTOMERS (END OF PERIOD)</b>	( <sup>000</sup> )	<b>33.389</b>	<b>33.968</b>	<b>44.016</b>	<b>45.039</b>	<b>46.684</b>	<b>39,8</b>	<b>33.389</b>	<b>46.684</b>	<b>39,8</b>
Branded postpaid	( <sup>000</sup> )	20.293	20.094	20.783	21.430	22.299	9,9	20.293	22.299	9,9
Branded prepay	( <sup>000</sup> )	5.826	6.028	14.935	14.960	15.072	n.a.	5.826	15.072	n.a.
<b>- BRANDED</b>	( <sup>000</sup> )	<b>26.119</b>	<b>26.122</b>	<b>35.718</b>	<b>36.390</b>	<b>37.371</b>	<b>43,1</b>	<b>26.119</b>	<b>37.371</b>	<b>43,1</b>
Machine-to-machine	( <sup>000</sup> )	3.090	3.290	3.423	3.430	3.602	16,6	3.090	3.602	16,6
MVNO	( <sup>000</sup> )	4.180	4.556	4.875	5.219	5.711	36,6	4.180	5.711	36,6
<b>- WHOLESALE</b>	( <sup>000</sup> )	<b>7.270</b>	<b>7.846</b>	<b>8.298</b>	<b>8.649</b>	<b>9.313</b>	<b>28,1</b>	<b>7.270</b>	<b>9.313</b>	<b>28,1</b>
<b>NET ADDS</b>	( <sup>000</sup> )	<b>61</b>	<b>579</b>	<b>1.130</b>	<b>1.023</b>	<b>1.645</b>	<b>n.a.</b>	<b>203</b>	<b>4.377</b>	<b>n.a.</b>
Branded postpaid	( <sup>000</sup> )	(515)	(199)	688	648	869	n.a.	(2.074)	2.006	n.a.
Branded prepay	( <sup>000</sup> )	166	202	(10)	24	112	(32,5)	1.007	328	(67,4)
<b>- BRANDED</b>	( <sup>000</sup> )	<b>(349)</b>	<b>3</b>	<b>678</b>	<b>672</b>	<b>981</b>	<b>n.a.</b>	<b>(1.067)</b>	<b>2.334</b>	<b>n.a.</b>
Machine-to-machine	( <sup>000</sup> )	135	200	133	7	172	27,4	660	512	(22,4)
MVNO	( <sup>000</sup> )	275	376	319	344	492	78,9	610	1.531	n.a.
<b>- WHOLESALE</b>	( <sup>000</sup> )	<b>410</b>	<b>576</b>	<b>452</b>	<b>351</b>	<b>664</b>	<b>62,0</b>	<b>1.270</b>	<b>2.043</b>	<b>60,9</b>
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>3,7</b>	<b>3,3</b>	<b>3,3</b>	<b>3,6</b>	<b>3,4</b>	<b>(0,3p)</b>	<b>3,4</b>	<b>3,4</b>	<b>0,0p</b>
- Branded postpaid	(%)	2,5	1,9	1,6	1,7	1,7	(0,8p)	2,4	1,7	(0,7p)
- Branded prepay	(%)	7,0	7,0	5,4	5,0	5,1	(1,9p)	6,4	5,4	(1,0p)
<b>TOTAL REVENUES</b>	(USD million)	<b>4.916</b>	<b>4.678</b>	<b>6.305</b>	<b>6.764</b>	<b>6.919</b>	<b>40,7</b>	<b>19.751</b>	<b>24.666</b>	<b>24,9</b>
Service revenue	(USD million)	4.005	3.908	4.624	5.013	5.018	25,3	16.726	18.563	11,0
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	<b>1.044</b>	<b>1.173</b>	<b>1.216</b>	<b>1.432</b>	<b>1.325</b>	<b>26,9</b>	<b>4.933</b>	<b>5.146</b>	<b>4,3</b>
EBITDA margin (adjusted for special factors)										
(EBITDA / total revenue)	(USD million)	21,2	25,1	19,3	21,2	19,2	(2,0p)	25,0	20,9	(4,1p)
EBITDA margin (adjusted for special factors)										
(EBITDA / service revenue)	(USD million)	26,1	30,0	26,3	28,6	26,4	0,3p	29,5	27,7	(1,8p)
<b>SAC PER BRANDED GROSS ADD</b>	(USD)	<b>124</b>	<b>110</b>	<b>119</b>	<b>96</b>	<b>105</b>	<b>(15,3)</b>	<b>115</b>	<b>107</b>	<b>(7,0)</b>
- Branded postpaid	(USD)	234	210	223	172	141	(39,7)	211	181	(14,2)
- Branded prepay	(USD)	42	44	46	45	80	90,5	41	55	34,1
<b>SRC PER RETAINED CUSTOMER</b>	(USD)	<b>103</b>	<b>79</b>	<b>86</b>	<b>83</b>	<b>85</b>	<b>(17,5)</b>	<b>82</b>	<b>84</b>	<b>2,4</b>
<b>BLENDED ARPU</b>	(USD)	<b>40</b>	<b>39</b>	<b>38</b>	<b>38</b>	<b>37</b>	<b>(7,5)</b>	<b>42</b>	<b>38</b>	<b>(9,5)</b>
- Branded postpaid	(USD)	53	52	52	51	49	(7,5)	55	51	(7,3)
- Branded prepay	(USD)	28	28	35	35	36	28,6	27	34	25,9
<b>NON-VOICE % OF ARPU</b>	(%)	<b>36</b>	<b>38</b>	<b>41</b>	<b>42</b>	<b>46</b>	<b>10,0p</b>	<b>34</b>	<b>42</b>	<b>8,0p</b>
<b>MOU PER BRANDED CUSTOMER</b>	(min)	<b>952</b>	<b>926</b>	<b>1.086</b>	<b>1.141</b>	<b>1.112</b>	<b>16,8</b>	<b>983</b>	<b>1.077</b>	<b>9,6</b>
- Branded postpaid	(min)	987	959	977	981	981	(0,6)	1.027	975	(5,1)
<b>CASH CAPEX</b>	(USD million)	<b>906</b>	<b>1.124</b>	<b>1.051</b>	<b>1.018</b>	<b>1.164</b>	<b>28,5</b>	<b>3.282</b>	<b>4.357</b>	<b>32,8</b>
<b>CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	<b>6</b>	<b>895</b>	<b>1.089</b>	<b>1.018</b>	<b>847</b>	<b>(5,4)</b>	<b>2.894</b>	<b>4.005</b>	<b>38,4</b>
<b>CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	<b>6</b>	<b>149</b>	<b>84</b>	<b>164</b>	<b>415</b>	<b>478</b>	<b>2.039</b>	<b>1.141</b>	<b>(44,0)</b>

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

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

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

3 Excluding special factors affecting EBITDA of USD 103mn in Q1/12, USD 26mn in Q2/12, USD (173)mn in Q3/12, USD (1,866)mn in Q4/12, USD 44mn in Q1/13, USD 60mn in Q2/13, USD 83mn in Q3/13 and USD 121mn in Q4/13.

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

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

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

6 Adjusted by excluding spectrum purchases of USD 360mn in Q3/12, USD 4mn in Q4/12, USD 35mn in Q1/13 and USD 317mn in Q4/13. In 2012, also adjusted by excluding microwave clearing costs of USD 4mn in Q1/12, USD 6mn in Q2/12, USD 7mn in Q3/12, and USD 7mn in Q4/12.

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

# UNITED STATES

## T-MOBILE USA

### SIMPLE CHOICE VALUE PLAN<sup>1,2,3,5,6,7,8,9</sup>

	PRICING <sup>8</sup>
Unlimited Talk, Text and Web with up to 500MB of full speed data <sup>4</sup>	\$50,00
Unlimited Talk, Text and Web with up to 2.5GB of full speed data <sup>4,5</sup>	\$60,00
Unlimited Talk, Text and Unlimited Nationwide 4G data (unlimited full speed data)	\$70,00

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

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

3 On-network and domestic roaming data allotments differ: 500 MB full-speed plan includes 10 MB roaming; 2.5 GB, 4.5 GB and Unlimited 4G full-speed plans, and limited 2.5 GB, 4.5 GB and 6.5 GB Smartphone Mobile HotSpot features, include 50 MB roaming; 6.5 GB and 8.5 GB full-speed plans include 100 MB roaming; and 10.5 GB through 20.5 GB full-speed plans include 200 MB roaming.

4 Customers may choose to add more full speed data in increments of 2 GB/each \$10 more per month per line, up to 20.5 GB of data.

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

9 All postpaid Simple Choice plans include unlimited (2G) data and text in over 100 countries at no extra charge.

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

6 All plans include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G plan which includes up to 2.5GB of Smartphone Mobile HotSpot data usage that is capped. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G Data plan of 4.5 GB for \$10/mo. or 6.5 GB for \$20/mo. Use of connected devices subject to T-Mobile's Terms and Conditions.

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

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

	PRICING <sup>9</sup>
Unlimited Talk, Text and Web with up to 500MB of full speed data <sup>5</sup>	\$60,00
Unlimited Talk, Text and Web with up to 2.5 GB of full speed data <sup>5,6</sup>	\$80,00
Unlimited Talk, Text and Unlimited Nationwide 4G data (unlimited full speed data)	\$90,00

1 24-month contract required.

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

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

4 On-network and domestic roaming data allotments differ: 500 MB full-speed plan includes 10 MB roaming; 2.5 GB, 4.5 GB and Unlimited 4G full-speed plans, and limited 2.5 GB, 4.5 GB and 6.5 GB Smartphone Mobile HotSpot features, include 50 MB roaming; 6.5 GB and 8.5 GB full-speed plans include 100 MB roaming; and 10.5 GB and 12.5 GB full-speed plans include 200 MB roaming.

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

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

7 All plans include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G plan which includes up to 2.5GB of Smartphone Mobile HotSpot data usage that is capped. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G Data plan of 4.5 GB for \$10/mo. or 6.5 GB for \$20/mo. Use of connected devices subject to T-Mobile's Terms and Conditions.

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

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

# UNITED STATES

## T-MOBILE USA

### **SIMPLE CHOICE VALUE PLAN**<sup>1,2,3,4,5,6,7,8</sup>

#### **INCLUDED FEATURES PER LINE**

Unlimited Talk, Text and Web with up to 500MB of full speed data (first 2 lines)

#### **PRICING**<sup>7</sup>

\$80.00 for first 2 lines

Unlimited Talk, Text and Web with up to 500MB of full speed data (third, fourth, fifth lines)

\$10.00 per line

### **DATA PLAN ADD-ON TO SIMPLE CHOICE MULTI-LINE**<sup>2,3,5,6,7</sup>

Add more full speed data in increments of 2GB, up to 20.5 GB of data (each line)

#### **PRICING**<sup>7</sup>

\$10.00 (more per line per 2 GB)

Unlimited Nationwide 4G data (unlimited full speed data)

\$20.00 (more per line)

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

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

3 On-network and domestic roaming data allotments differ: 500 MB full-speed plan includes 10 MB roaming; 2.5 GB, 4.5 GB and Unlimited 4G full-speed plans, and limited 2.5 GB, 4.5 GB and 6.5 GB Smartphone Mobile HotSpot features, include 50 MB roaming; 6.5 GB and 8.5 GB full-speed plans include 100 MB roaming; and 10.5 GB through 20.5 GB full-speed plans include 200 MB roaming.

5 All plans include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G plan which includes up to 2.5 GB of Smartphone Mobile HotSpot data usage that is capped. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G Data plan at 4.5 GB for \$10/mo. or 6.5 GB for \$20/mo. Use of connected devices subject to T-Mobile's Terms and Conditions.

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

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

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

8 All postpaid Simple Choice plans include unlimited (2G) data and text in over 100 countries at no extra charge per line.

### **CLASSIC PLAN**<sup>1,2,3,4,5,6,7,8</sup>

#### **INCLUDED FEATURES PER LINE**

Unlimited Talk, Text and Web with up to 500MB of full speed data (first 2 lines)

#### **PRICING**<sup>8</sup>

\$100.00 for first 2 lines

Unlimited Talk, Text and Web with up to 500MB of full speed data (third, fourth, fifth lines)

\$20.00 per line

### **DATA PLAN ADD-ON TO CLASSIC MULTI-LINE**<sup>1,2,3,5,6,7,8</sup>

Add up to 2GB full speed data for a total of 2.5GB of full speed data<sup>4</sup>

#### **PRICING**<sup>8</sup>

\$20.00 (more per line for 2.5GB)

Add more full speed data in increments of 2 GB, up to 12.5 GB of data (each line)<sup>4</sup>

\$10.00 (more per line per 2 GB)

Unlimited Nationwide 4G data (unlimited full speed data)

\$30.00 (more per line)

1 24-month contract required.

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

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

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

5 On-network and domestic roaming data allotments differ: 500 MB full-speed plan includes 10 MB roaming; 2.5 GB, 4.5 GB and Unlimited 4G full-speed plans, and limited 2.5 GB, 4.5 GB and 6.5 GB Smartphone Mobile HotSpot features, include 50 MB roaming; 6.5 GB and 8.5 GB full-speed plans include 100 MB roaming; and 10.5 GB and 12.5 GB full-speed plans include 200 MB roaming.

6 All plans include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G plan which includes up to 2.5 GB of Smartphone Mobile HotSpot data usage that is capped. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G Data plan at 4.5 GB for \$10/mo. or 6.5 GB for \$20/mo. Use of connected devices subject to T-Mobile's Terms and Conditions.

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

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

# UNITED STATES

## T-MOBILE USA

<b>SIMPLE CHOICE PLAN (PAY IN ADVANCE)</b> <sup>1,2,3,4,5,8,9,10,12</sup>	<b>PRICING</b> <sup>12</sup>
Unlimited Talk, Text and Web with up to 500MB of full speed data <sup>5</sup>	\$50,00
Unlimited Talk, Text and Web with up to 2.5GB of full speed data <sup>6</sup>	\$60,00
Unlimited Talk, Text and Unlimited Nationwide 4G data (unlimited full speed data) <sup>7</sup>	\$70,00

1 No annual contract required.

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

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

4 Features available for until 30th day.

5 Includes up to 500MB of Smartphone Mobile HotSpot. Use of connected devices subject to T-Mobile's Terms and Conditions.

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

7 Unlimited Nationwide 4G plan for pay-in-advance includes Smartphone Mobile HotSpot capped at 2.5 GB. Use of connected devices subject to T-Mobile's Terms and Conditions.

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

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

10 Roaming and on-network data allotments differ; 500 MB full-speed plan includes 10 MB roaming; 2.5 GB, and unlimited 4G full-speed plans, and limited 2.5 GB Smartphone Mobile HotSpot feature, include 50 MB roaming.

<b>ADDITIONAL ADD-ON PAY IN ADVANCE PLANS \$50/MONTH OR HIGHER</b>	<b>TALK/TEXT</b>
Unlimited International Talk & Text <sup>11</sup>	\$10,00

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

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

# UNITED STATES

## T-MOBILE USA

<b>SIMPLE CHOICE VALUE<sup>1,2,3,6,7</sup> MOBILE INTERNET PLANS</b>	<b>PRICING<sup>1</sup></b>	<b>HOTSPOT ACCESS<sup>3</sup></b>
Unlimited, Overage-Free Mobile Internet 500 MB <sup>4,5</sup>	\$20,00	Included
Unlimited, Overage-Free Mobile Internet 2.5 GB <sup>4,5</sup>	\$30,00	Included
Unlimited, Overage-Free Mobile Internet 4.5 GB <sup>4,5</sup>	\$40,00	Included
Unlimited, Overage-Free Mobile Internet 6.5 GB <sup>4,5</sup>	\$50,00	Included
Unlimited, Overage-Free Mobile Internet 8.5 GB <sup>4,5</sup>	\$60,00	Included
Unlimited, Overage-Free Mobile Internet 10.5 GB <sup>4,5</sup>	\$70,00	Included
Unlimited, Overage-Free Mobile Internet 12.5 GB <sup>4,5</sup>	\$80,00	Included
Unlimited, Overage-Free Mobile Internet 14.5 GB <sup>4,5</sup>	\$90,00	Included
Unlimited, Overage-Free Mobile Internet 16.5 GB <sup>4,5</sup>	\$100,00	Included
Unlimited, Overage-Free Mobile Internet 18.5 GB <sup>4,5</sup>	\$110,00	Included
Unlimited, Overage-Free Mobile Internet 20.5 GB <sup>4,5</sup>	\$120,00	Included

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

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

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

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

5 Customers may choose to add more full speed data in increments of 2 GB/each \$10 more per month per line, up to 20.5 GB of data. Or purchase an On Demand Mobile Internet (full speed data) Pass by day or week increments. (See On Demand Mobile Internet Passes (Postpaid) below).

6 On-network and domestic roaming data allotments differ: 500 MB full-speed plan includes 10 MB roaming; 2.5 GB and 4.5 GB full-speed plans include 50 MB roaming; 6.5 GB and 8.5 GB full-speed plans include 100 MB roaming; and 10.5 GB to 20.5 GB full-speed plans include 200 MB roaming.

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

<b>ON DEMAND MOBILE INTERNET PASSES (Postpaid)<sup>1,2</sup></b>	<b>PRICING<sup>1</sup></b>	<b>HOTSPOT ACCESS<sup>3</sup></b>
Unlimited, Overage-Free Mobile Internet 500 MB data (use for 1 days)	\$5,00	Included
Unlimited, Overage-Free Mobile Internet 1 GB data (use for 7 days)	\$10,00	Included

1 Credit approval, \$10 SIM starter kit and deposit may be required.

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

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

<b>PAY IN ADVANCE - (SINGLE USE) DATA PASSES<sup>1,3</sup></b>	<b>PRICING<sup>1</sup></b>	<b>HOTSPOT ACCESS</b>
Unlimited, Overage-Free 500 MB data (use for 1 day) <sup>2</sup>	\$10,00	Not Included
Unlimited, Overage-Free 1 GB data (use for 7 days) <sup>2</sup>	\$15,00	Not Included
Unlimited, Overage-Free 2.5 GB data (use for 30 days) <sup>2</sup>	\$30,00	Not Included

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

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

3 Domestic only. No roaming.

# UNITED STATES

## T-MOBILE USA

<b>PAY IN ADVANCE - MONTHLY RECURRING (AUTO-RENEW) PASSES<sup>1,2</sup></b>	<b>PRICING<sup>1</sup></b>	<b>HOTSPOT ACCESS</b>
Unlimited, Overage-Free Mobile Internet 500 MB <sup>4,5</sup>	\$20,00	Not Included
Unlimited, Overage-Free Mobile Internet 2.5 GB <sup>4,5</sup>	\$30,00	Not Included
Unlimited, Overage-Free Mobile Internet 4.5 GB <sup>4,5</sup>	\$40,00	Not Included
Unlimited, Overage-Free Mobile Internet 6.5 GB <sup>4,5</sup>	\$50,00	Not Included
Unlimited, Overage-Free Mobile Internet 8.5 GB <sup>4,5</sup>	\$60,00	Not Included
Unlimited, Overage-Free Mobile Internet 10.5 GB <sup>4,5</sup>	\$70,00	Not Included
Unlimited, Overage-Free Mobile Internet 12.5 GB <sup>4,5</sup>	\$80,00	Not Included

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

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

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

4 Customers may choose to add more full speed data in increments of 2 GB/each \$10 more per month per line, up to 20.5 GB of data. Or purchase an On Demand Mobile Internet (full speed data) Pass by day or week increments. (See On Demand Mobile Internet Passes (Postpaid) below).

5 On-network, Domestic data only. No roaming.

<b>CLASSIC<sup>1,2,3,4</sup> MOBILE BROADBAND PLANS (Not available for purchase after 11/1/13 in all channels)</b>	<b>PRICING<sup>2</sup></b>	<b>HOTSPOT ACCESS<sup>5</sup></b>
Overage-Free Mobile Broadband 500 MB	\$30,00	Included
Overage-Free Mobile Broadband 2.5 GB <sup>6</sup>	\$50,00	Included
Overage-Free Mobile Broadband 4.5 GB <sup>6</sup>	\$60,00	Included
Overage-Free Mobile Broadband 6.5 GB <sup>6</sup>	\$70,00	Included
Overage-Free Mobile Broadband 8.5 GB <sup>6</sup>	\$80,00	Included
Overage-Free Mobile Broadband 10.5 GB <sup>6</sup>	\$90,00	Included
Overage-Free Mobile Broadband 12.5 GB <sup>6</sup>	\$100,00	Included

1 24-month contract required.

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

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

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

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

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

Capable device required to achieve 4G speeds.

## EUROPE

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.594</b>	<b>3.327</b>	<b>3.420</b>	<b>3.436</b>	<b>3.476</b>	<b>(3,3)</b>	<b>14.406</b>	<b>13.659</b>	<b>(5,2)</b>
<b>NET REVENUE</b>		<b>3.438</b>	<b>3.172</b>	<b>3.255</b>	<b>3.272</b>	<b>3.293</b>	<b>(4,2)</b>	<b>13.733</b>	<b>12.992</b>	<b>(5,4)</b>
<b>EBITDA</b>	<b>1</b>	<b>1.204</b>	<b>1.089</b>	<b>1.107</b>	<b>1.162</b>	<b>1.160</b>	<b>(3,7)</b>	<b>4.936</b>	<b>4.518</b>	<b>(8,5)</b>
EBITDA margin (EBITDA / total revenue)	%	33,5	32,7	32,4	33,8	33,4	(0,1p)	34,3	33,1	(1,2p)
Depreciation, amortization and impairment losses		(761)	(696)	(682)	(647)	(743)	2,4	(2.928)	(2.768)	5,5
Profit (loss) from operations = EBIT	2	443	393	425	515	417	(5,9)	2.008	1.750	(12,8)
<b>CASH CAPEX</b>	<b>3</b>	<b>515</b>	<b>471</b>	<b>388</b>	<b>378</b>	<b>463</b>	<b>(10,1)</b>	<b>1.604</b>	<b>1.700</b>	<b>6,0</b>
<b>CASH CONTRIBUTION</b>		<b>689</b>	<b>618</b>	<b>719</b>	<b>784</b>	<b>697</b>	<b>1,2</b>	<b>3.332</b>	<b>2.818</b>	<b>(15,4)</b>

### FINANCIALS (AS REPORTED)

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.594</b>	<b>3.327</b>	<b>3.420</b>	<b>3.436</b>	<b>3.476</b>	<b>(3,3)</b>	<b>14.406</b>	<b>13.659</b>	<b>(5,2)</b>
<b>NET REVENUE</b>		<b>3.438</b>	<b>3.172</b>	<b>3.255</b>	<b>3.272</b>	<b>3.293</b>	<b>(4,2)</b>	<b>13.733</b>	<b>12.992</b>	<b>(5,4)</b>
<b>EBITDA</b>		<b>1.041</b>	<b>1.131</b>	<b>1.106</b>	<b>1.265</b>	<b>838</b>	<b>(19,5)</b>	<b>4.728</b>	<b>4.340</b>	<b>(8,2)</b>
EBITDA margin (EBITDA / total revenue)	%	29,0	34,0	32,3	36,8	24,1	(4,9p)	32,8	31,8	(1,0p)
Depreciation, amortization and impairment losses		(1.121)	(696)	(682)	(647)	(1.357)	(21,1)	(3.291)	(3.382)	(2,8)
Profit (loss) from operations = EBIT		(80)	435	424	618	(519)	n.a.	1.437	958	(33,3)
<b>CASH CAPEX</b>		<b>594</b>	<b>1.382</b>	<b>518</b>	<b>496</b>	<b>1.252</b>	<b>n.a.</b>	<b>1.724</b>	<b>3.648</b>	<b>n.a.</b>
<b>CASH CONTRIBUTION</b>		<b>447</b>	<b>(251)</b>	<b>588</b>	<b>769</b>	<b>(414)</b>	<b>n.a.</b>	<b>3.004</b>	<b>692</b>	<b>(77,0)</b>

1 Special factors affecting EBITDA: EUR 163mn in Q4/12, EUR -42mn in Q1/13, EUR 1mn in Q2/13, EUR -103mn in Q3/13 and EUR 322mn in Q4/13.

2 Special factors affecting EBIT: EUR 523mn in Q4/12 (thereof EUR 163mn resulting from EBITDA), EUR -42mn in Q1/13 (thereof EUR -42mn resulting from EBITDA), EUR 1mn in Q2/13 (thereof EUR 1mn resulting from EBITDA), EUR -103mn in Q3/13 (thereof EUR -103mn resulting from EBITDA) and EUR 936mn in Q4/13 (thereof EUR 322mn resulting from EBITDA).

3 Excluding payments for spectrum licences: EUR 7mn in Q4/12 in Greece, EUR 20mn in Q4/12 in Croatia, EUR 52mn in Q4/12 in Romania, EUR 911mn in Q1/13 in the Netherlands, EUR 130mn in Q2/13 in Romania, EUR 107mn in Q3/13 in Poland, EUR 10mn in Q3/13 in Macedonia, EUR 1mn in Q3/13 in Hungary, EUR 656mn in Q4/13 in Austria, EUR 114mn in Q4/13 in Hungary, EUR 15mn in Q4/13 in Croatia, EUR 3mn in Q4/13 in Romania, EUR 1mn in Q4/13 in Slovakia.

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

## EUROPE

### EBITDA RECONCILIATION

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.594</b>	<b>3.327</b>	<b>3.420</b>	<b>3.436</b>	<b>3.476</b>	<b>(3,3)</b>	<b>14.406</b>	<b>13.659</b>	<b>(5,2)</b>
<b>TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>3.594</b>	<b>3.327</b>	<b>3.420</b>	<b>3.436</b>	<b>3.476</b>	<b>(3,3)</b>	<b>14.406</b>	<b>13.659</b>	<b>(5,2)</b>
Profit (loss) from operations = EBIT		(80)	435	424	618	(519)	n.a.	1.437	958	(33,3)
- Depreciation, amortization and impairment losses		(1.121)	(696)	(682)	(647)	(1.357)	(21,1)	(3.291)	(3.382)	(2,8)
<b>= EBITDA</b>		<b>1.041</b>	<b>1.131</b>	<b>1.106</b>	<b>1.265</b>	<b>838</b>	<b>(19,5)</b>	<b>4.728</b>	<b>4.340</b>	<b>(8,2)</b>
EBITDA margin	%	29,0	34,0	32,3	36,8	24,1	(4,9p)	32,8	31,8	(1,0p)
- Special factors affecting EBITDA		(163)	42	(1)	103	(322)	(97,5)	(208)	(178)	14,4
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>1.204</b>	<b>1.089</b>	<b>1.107</b>	<b>1.162</b>	<b>1.160</b>	<b>(3,7)</b>	<b>4.936</b>	<b>4.518</b>	<b>(8,5)</b>
EBITDA margin (adjusted for special factors)	%	33,5	32,7	32,4	33,8	33,4	(0,1p)	34,3	33,1	(1,2p)

### SPECIAL FACTORS

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(163)</b>	<b>42</b>	<b>(1)</b>	<b>103</b>	<b>(322)</b>	<b>(97,5)</b>	<b>(208)</b>	<b>(178)</b>	<b>14,4</b>
- of which personnel		(171)	(17)	(11)	(23)	(277)	(62,0)	(182)	(328)	(80,2)
- of which other		8	59	10	126	(45)	n.a.	(26)	150	n.a.
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(523)</b>	<b>42</b>	<b>(1)</b>	<b>103</b>	<b>(936)</b>	<b>(79,0)</b>	<b>(571)</b>	<b>(792)</b>	<b>(38,7)</b>
- of which personnel		(171)	(17)	(11)	(23)	(277)	(62,0)	(182)	(328)	(80,2)
- of which other	1	(352)	59	10	126	(659)	(87,2)	(389)	(464)	(19,3)

1 Impairment: Bulgaria EUR 63mn in Q4/12, Austria EUR 297mn in Q4/12, Austria EUR 541mn in Q4/13 and Netherlands EUR 14mn in Q4/13

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



# EUROPE

## CUSTOMER SUMMARY

	Note	Q4 2012 '000	Q1 2013 '000	Q2 2013 '000	Q3 2013 '000	Q4 2013 '000	Change %
<b>GREECE</b>							
- Fixed network Access Lines	1	2,952	2,900	2,849	2,794	2,746	(7,0)
- Broadband Access Lines		1,203	1,234	1,257	1,270	1,286	6,9
- Mobile Customers		7,697	7,632	7,602	7,550	7,477	(2,9)
<b>ROMANIA</b>							
- Fixed network Access Lines	1	2,422	2,409	2,401	2,385	2,369	(2,2)
- Broadband Access Lines		1,134	1,142	1,156	1,175	1,193	5,2
- Mobile Customers		6,368	6,155	6,106	6,125	6,153	(3,4)
<b>HUNGARY</b>							
- Fixed network Access Lines	1	1,611	1,626	1,597	1,597	1,596	(0,9)
- Broadband Access Lines		875	884	891	906	922	5,4
- Mobile Customers		4,837	4,845	4,838	4,853	4,887	1,0
<b>POLAND</b>							
- Mobile Customers		16,040	15,919	15,969	15,667	15,563	(3,0)
<b>CZECH REPUBLIC</b>							
- Fixed network Access Lines	1	111	114	117	119	120	8,1
- Broadband Access Lines		111	114	117	119	120	8,1
- Mobile Customers		5,498	5,570	5,667	5,733	5,831	6,1
<b>CROATIA</b>							
- Fixed network Access Lines	1	1,208	1,192	1,174	1,156	1,133	(6,2)
- Broadband Access Lines		658	664	665	667	670	1,8
- Mobile Customers		2,326	2,309	2,350	2,392	2,303	(1,0)
<b>NETHERLANDS</b>							
- Fixed network Access Lines	1	283	283	272	270	264	(6,7)
- Broadband Access Lines		275	266	264	261	256	(6,9)
- Mobile Customers		4,720	4,622	4,561	4,534	4,441	(5,9)
<b>SLOVAKIA</b>							
- Fixed network Access Lines	1	960	945	932	919	922	(4,0)
- Broadband Access Lines		480	488	496	511	521	8,5
- Mobile Customers		2,311	2,289	2,273	2,263	2,262	(2,1)
<b>AUSTRIA</b>							
- Mobile Customers		4,104	4,090	4,073	4,044	4,091	(0,3)
<b>OTHER</b>							
- Fixed network Access Lines	1	427	400	392	385	390	(8,7)
- Broadband Access Lines		258	259	265	269	274	6,2
- Mobile Customers		3,457	3,518	3,548	3,663	3,671	6,2
<b>TOTAL</b>							
- Fixed network Access Lines	1	9,974	9,869	9,733	9,623	9,539	(4,4)
- IP	1	1,852	2,068	2,223	2,511	2,718	46,8
- Broadband Access Lines Retail		4,766	4,817	4,871	4,935	4,991	4,7
- Wholesale Bundled Access Lines		153	154	153	152	150	(2,0)
- Wholesale Unbundled Access Lines		74	80	86	91	101	36,5
- TV (IPTV, Sat, cable)	2	2,935	3,007	3,086	3,447	3,554	21,1
- Mobile Customers	3	57,357	56,949	56,985	56,825	56,679	(1,2)

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

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

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

# GREECE

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>781</b>	<b>713</b>	<b>744</b>	<b>771</b>	<b>760</b>	<b>(2,7)</b>	<b>3.253</b>	<b>2.988</b>	<b>(8,1)</b>
- of which Fixed network		464	434	442	456	469	1,1	1.905	1.801	(5,5)
- of which Mobile communications		358	313	338	355	331	(7,5)	1.525	1.337	(12,3)
<b>EBITDA</b>	<b>1</b>	<b>272</b>	<b>282</b>	<b>282</b>	<b>301</b>	<b>300</b>	<b>10,3</b>	<b>1.205</b>	<b>1.165</b>	<b>(3,3)</b>
- of which Fixed network		121	152	140	144	166	37,2	543	602	10,9
- of which Mobile communications		136	122	133	142	115	(15,4)	613	512	(16,5)
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>34,8</b>	<b>39,6</b>	<b>37,9</b>	<b>39,0</b>	<b>39,5</b>	<b>4,7p</b>	<b>37,0</b>	<b>39,0</b>	<b>2,0p</b>
- of which Fixed network	<b>%</b>	26,1	35,0	31,7	31,6	35,4	9,3p	28,5	33,4	4,9p
- of which Mobile communications	<b>%</b>	38,0	39,0	39,3	40,0	34,7	(3,3p)	40,2	38,3	(1,9p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>131</b>	<b>52</b>	<b>85</b>	<b>88</b>	<b>107</b>	<b>(18,3)</b>	<b>318</b>	<b>332</b>	<b>4,4</b>
- of which Fixed network		79	23	32	45	83	5,1	169	183	8,3
- of which Mobile communications		51	29	51	43	16	(68,6)	146	139	(4,8)
<b>CASH CONTRIBUTION</b>		<b>141</b>	<b>230</b>	<b>197</b>	<b>213</b>	<b>193</b>	<b>36,9</b>	<b>887</b>	<b>833</b>	<b>(6,1)</b>
- of which Fixed network		42	129	108	99	83	97,6	374	419	12,0
- of which Mobile communications		85	93	82	99	99	16,5	467	373	(20,1)

1 Special factors affecting EBITDA: EUR 123mn in Q4/12, EUR -59mn in Q1/13, EUR 4mn in Q2/13, EUR 5mn in Q3/13 and EUR 267mn in Q4/13.

# GREECE

## OPERATIONALS

	Note	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Change %	FY 2012	FY 2013	Change %	
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	1	2.952	2.900	2.849	2.794	2.746	(7,0)	2.952	2.746	(7,0)
- IP	('000)	1	0	4	5	7	9	n.a.	0	9	n.a.
Broadband Access Lines Retail	('000)		1.178	1.208	1.232	1.244	1.260	7,0	1.178	1.260	7,0
TV (IPTV, SAT, Cable)	('000)		119	149	175	218	256	n.a.	119	256	n.a.
Wholesale Bundled Access Lines	('000)		26	26	25	26	26	0,0	26	26	0,0
ULLs/Wholesale PSTN	('000)	1	1.844	1.873	1.892	1.902	1.944	5,4	1.844	1.944	5,4
Wholesale Unbundled Access Lines	('000)		0	0	0	0	0	n.a.	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)		290	261	273	285	253	(12,8)	1.280	1.072	(16,3)
<b>CUSTOMERS</b>	('000)		<b>7.697</b>	<b>7.632</b>	<b>7.602</b>	<b>7.550</b>	<b>7.477</b>	<b>(2,9)</b>	<b>7.697</b>	<b>7.477</b>	<b>(2,9)</b>
- contract	('000)		2.302	2.286	2.284	2.262	2.249	(2,3)	2.302	2.249	(2,3)
- prepaid	('000)		5.395	5.345	5.318	5.288	5.228	(3,1)	5.395	5.228	(3,1)
<b>NET ADDS</b>	('000)		<b>(80)</b>	<b>(66)</b>	<b>(30)</b>	<b>(52)</b>	<b>(73)</b>	<b>8,8</b>	<b>(187)</b>	<b>(220)</b>	<b>(17,6)</b>
- contract	('000)		9	(16)	(3)	(21)	(13)	n.a.	(18)	(53)	n.a.
- prepaid	('000)		(90)	(49)	(27)	(30)	(60)	33,3	(169)	(167)	1,2
<b>AVERAGE MONTHLY CHURN</b>	(%)		<b>2,2</b>	<b>1,6</b>	<b>1,6</b>	<b>2,0</b>	<b>1,7</b>	<b>(0,5p)</b>	<b>2,1</b>	<b>1,7</b>	<b>(0,4p)</b>
- contract	(%)		1,8	1,5	1,5	1,6	1,3	(0,5p)	1,8	1,5	(0,3p)
<b>SAC PER GROSS ADD</b>	(€)		<b>25</b>	<b>16</b>	<b>19</b>	<b>16</b>	<b>17</b>	<b>(32,0)</b>	<b>22</b>	<b>17</b>	<b>(22,7)</b>
- contract	(€)		72	62	72	69	66	(8,3)	68	67	(1,5)
- prepaid	(€)		3	2	1	1	1	(66,7)	2	1	(50,0)
<b>SRC PER RETAINED CUSTOMER</b>	(€)		<b>54</b>	<b>48</b>	<b>51</b>	<b>50</b>	<b>45</b>	<b>(16,7)</b>	<b>53</b>	<b>48</b>	<b>(9,4)</b>
<b>ARPU</b>	(€)		<b>12</b>	<b>11</b>	<b>12</b>	<b>12</b>	<b>11</b>	<b>(8,3)</b>	<b>14</b>	<b>12</b>	<b>(14,3)</b>
- contract	(€)		29	27	28	29	26	(10,3)	31	27	(12,9)
- prepaid	(€)		5	5	5	6	5	0,0	6	5	(16,7)
<b>NON-VOICE % OF ARPU</b>	(%)		<b>20</b>	<b>21</b>	<b>23</b>	<b>25</b>	<b>27</b>	<b>7p</b>	<b>19</b>	<b>24</b>	<b>5p</b>
<b>MOU PER CUSTOMER</b>	(min)		<b>285</b>	<b>277</b>	<b>292</b>	<b>297</b>	<b>296</b>	<b>3,9</b>	<b>283</b>	<b>291</b>	<b>2,8</b>
- contract	(min)		407	390	427	438	433	6,4	396	422	6,6

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

# ROMANIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>253</b>	<b>243</b>	<b>248</b>	<b>254</b>	<b>272</b>	<b>7,5</b>	<b>1.037</b>	<b>1.017</b>	<b>(1,9)</b>
- of which Fixed network		149	145	149	152	162	8,7	619	608	(1,8)
- of which Mobile communications		114	108	111	116	123	7,9	463	458	(1,1)
<b>EBITDA</b>	<b>1</b>	<b>73</b>	<b>63</b>	<b>65</b>	<b>69</b>	<b>86</b>	<b>17,8</b>	<b>289</b>	<b>283</b>	<b>(2,1)</b>
- of which Fixed network		41	39	36	35	52	26,8	167	162	(3,0)
- of which Mobile communications		30	24	30	32	35	16,7	120	121	0,8
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>28,9</b>	<b>25,9</b>	<b>26,2</b>	<b>27,2</b>	<b>31,6</b>	<b>2,7p</b>	<b>27,9</b>	<b>27,8</b>	<b>(0,1p)</b>
- of which Fixed network	<b>%</b>	27,5	26,9	24,2	23,0	32,1	4,6p	27,0	26,6	(0,4p)
- of which Mobile communications	<b>%</b>	26,3	22,2	27,0	27,6	28,5	2,2p	25,9	26,4	0,5p
<b>CASH CAPEX (AS REPORTED)</b>		<b>82</b>	<b>37</b>	<b>163</b>	<b>23</b>	<b>41</b>	<b>(50,0)</b>	<b>171</b>	<b>264</b>	<b>54,4</b>
- of which Fixed network		19	13	18	13	31	63,2	57	75	31,6
- of which Mobile communications		63	24	145	10	10	(84,1)	114	189	65,8
<b>CASH CONTRIBUTION</b>		<b>(9)</b>	<b>26</b>	<b>(98)</b>	<b>46</b>	<b>45</b>	<b>n.a.</b>	<b>118</b>	<b>19</b>	<b>(83,9)</b>
- of which Fixed network		22	26	18	22	21	(4,5)	110	87	(20,9)
- of which Mobile communications		(33)	0	(115)	22	25	n.a.	6	(68)	n.a.

1 Special factors affecting EBITDA: EUR 1mn in Q4/12, EUR 1mn in Q1/13, EUR 2mn in Q2/13, EUR 8mn in Q3/13 and EUR 10mn in Q4/13.

# ROMANIA

## OPERATIONALS

	Note	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Change %	FY 2012	FY 2013	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>										
Fixed network Access Lines	('000)	1	2.422	2.409	2.401	2.385				
- IP	('000)	1	165	211	231	248				
Broadband Access Lines Retail	('000)		1.134	1.142	1.156	1.175				
TV (IPTV, SAT, Cable)	('000)		1.265	1.277	1.296	1.320				
Wholesale Bundled Access Lines	('000)		0	0	0	0				
ULLs/Wholesale PSTN	('000)	1	0	0	0	0				
Wholesale Unbundled Access Lines	('000)		0	0	0	0				
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>										
Service revenue	(€ million)		94	89	94	98				
<b>CUSTOMERS</b>	('000)		<b>6.368</b>	<b>6.155</b>	<b>6.106</b>	<b>6.125</b>				
- contract	('000)		1.638	1.591	1.600	1.606				
- prepaid	('000)		4.730	4.564	4.506	4.519				
<b>NET ADDS</b>	('000)		<b>(102)</b>	<b>(213)</b>	<b>(49)</b>	<b>19</b>				
- contract	('000)		13	(47)	9	6				
- prepaid	('000)		(115)	(166)	(58)	14				
<b>AVERAGE MONTHLY CHURN</b>	(%)		<b>3,8</b>	<b>3,8</b>	<b>3,0</b>	<b>3,3</b>				
- contract	(%)		1,7	2,2	1,1	1,1				
- prepaid	(%)		(115)	(166)	(58)	14				
<b>SAC PER GROSS ADD</b>	(€)		<b>11</b>	<b>12</b>	<b>12</b>	<b>7</b>				
- contract	(€)		66	69	82	59				
- prepaid	(€)		1	2	1	1				
<b>SRC PER RETAINED CUSTOMER</b>	(€)		<b>46</b>	<b>25</b>	<b>24</b>	<b>22</b>				
<b>ARPU</b>	(€)		<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>				
- contract	(€)		11	11	11	11				
- prepaid	(€)		3	3	3	3				
<b>NON-VOICE % OF ARPU</b>	(%)		<b>13</b>	<b>15</b>	<b>14</b>	<b>16</b>				
<b>MOU PER CUSTOMER</b>	(min)		<b>267</b>	<b>272</b>	<b>280</b>	<b>278</b>				
- contract	(min)		409	394	407	396				

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

# HUNGARY

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>398</b>	<b>393</b>	<b>386</b>	<b>377</b>	<b>407</b>	<b>2,3</b>	<b>1.429</b>	<b>1.563</b>	<b>9,4</b>
<b>PRODUCT VIEW</b>		<b>398</b>	<b>393</b>	<b>386</b>	<b>377</b>	<b>407</b>	<b>2,3</b>	<b>1.429</b>	<b>1.563</b>	<b>9,4</b>
- of which Fixed network	1	190	202	177	172	198	4,2	664	749	12,8
- of which Mobile communications		208	191	208	206	208	0,0	764	813	6,4
<b>SEGMENT VIEW</b>		<b>398</b>	<b>393</b>	<b>386</b>	<b>377</b>	<b>407</b>	<b>2,3</b>	<b>1.429</b>	<b>1.563</b>	<b>9,4</b>
- of which Consumer		244	224	233	234	239	(2,0)	901	930	3,2
- of which Business		76	68	69	67	69	(9,2)	290	273	(5,9)
<b>EBITDA</b>	2	<b>106</b>	<b>93</b>	<b>119</b>	<b>124</b>	<b>102</b>	<b>(3,8)</b>	<b>474</b>	<b>438</b>	<b>(7,6)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>26,6</b>	<b>23,7</b>	<b>30,8</b>	<b>32,9</b>	<b>25,1</b>	<b>(1,5p)</b>	<b>33,2</b>	<b>28,0</b>	<b>(5,2p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>59</b>	<b>54</b>	<b>46</b>	<b>72</b>	<b>170</b>	<b>n.a.</b>	<b>257</b>	<b>342</b>	<b>33,1</b>
<b>CASH CONTRIBUTION</b>		<b>47</b>	<b>39</b>	<b>73</b>	<b>52</b>	<b>(68)</b>	<b>n.a.</b>	<b>217</b>	<b>96</b>	<b>(55,8)</b>

1 Fixed Network include Total revenue of HU GHS.

2 Special factors affecting EBITDA: EUR 19mn in Q4/12, EUR 1mn in Q1/13, EUR -4mn in Q2/13 and EUR 6mn in Q4/13.

# HUNGARY

## OPERATIONALS

	Note	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Change %	FY 2012	FY 2013	Change %	
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	1	1.611	1.626	1.597	1.597	1.596	(0,9)	1.611	1.596	(0,9)
- IP	('000)	1	528	617	621	636	665	25,9	528	665	25,9
Broadband Access Lines Retail	('000)		785	801	812	832	851	8,4	785	851	8,4
TV (IPTV, SAT, Cable)	('000)		832	844	852	871	885	6,4	832	885	6,4
Wholesale Bundled Access Lines	('000)		62	57	54	49	46	(25,8)	62	46	(25,8)
ULLs/Wholesale PSTN	('000)	1	17	16	17	17	16	(5,9)	17	16	(5,9)
Wholesale Unbundled Access Lines	('000)		27	26	25	25	25	(7,4)	27	25	(7,4)
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)		179	159	166	170	168	(6,1)	691	663	(4,1)
<b>CUSTOMERS</b>	('000)		<b>4.837</b>	<b>4.845</b>	<b>4.838</b>	<b>4.853</b>	<b>4.887</b>	<b>1,0</b>	<b>4.837</b>	<b>4.887</b>	<b>1,0</b>
- contract	('000)		2.287	2.304	2.321	2.342	2.370	3,6	2.287	2.370	3,6
- prepaid	('000)		2.550	2.541	2.518	2.511	2.517	(1,3)	2.550	2.517	(1,3)
<b>NET ADDS</b>	('000)		<b>17</b>	<b>9</b>	<b>(7)</b>	<b>14</b>	<b>34</b>	<b>100,0</b>	<b>20</b>	<b>50</b>	<b>n.a.</b>
- contract	('000)		20	17	17	21	28	40,0	62	83	33,9
- prepaid	('000)		(3)	(8)	(24)	(7)	6	n.a.	(43)	(33)	23,3
<b>AVERAGE MONTHLY CHURN</b>	(%)		<b>1,7</b>	<b>1,5</b>	<b>1,5</b>	<b>1,5</b>	<b>1,6</b>	<b>(0,1p)</b>	<b>1,5</b>	<b>1,5</b>	<b>0,0p</b>
- contract	(%)		1,4	1,3	1,1	1,1	0,9	(0,5p)	1,2	1,1	(0,1p)
<b>SAC PER GROSS ADD</b>	(€)		<b>21</b>	<b>19</b>	<b>18</b>	<b>22</b>	<b>26</b>	<b>23,8</b>	<b>19</b>	<b>22</b>	<b>15,8</b>
- contract	(€)		43	41	38	51	62	44,2	42	48	14,3
- prepaid	(€)		8	4	5	6	10	25,0	5	6	20,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)		<b>49</b>	<b>46</b>	<b>41</b>	<b>45</b>	<b>65</b>	<b>32,7</b>	<b>47</b>	<b>50</b>	<b>6,4</b>
<b>ARPU</b>	(€)		<b>12</b>	<b>11</b>	<b>11</b>	<b>12</b>	<b>12</b>	<b>0,0</b>	<b>12</b>	<b>11</b>	<b>(8,3)</b>
- contract	(€)		20	18	19	19	19	(5,0)	20	19	(5,0)
- prepaid	(€)		5	4	5	5	5	0,0	5	5	0,0
<b>NON-VOICE % OF ARPU</b>	(%)		<b>24</b>	<b>26</b>	<b>24</b>	<b>25</b>	<b>26</b>	<b>2p</b>	<b>23</b>	<b>25</b>	<b>2p</b>
<b>MOU PER CUSTOMER</b>	(min)		<b>160</b>	<b>150</b>	<b>157</b>	<b>156</b>	<b>157</b>	<b>(1,9)</b>	<b>160</b>	<b>155</b>	<b>(3,1)</b>
- contract	(min)		263	252	264	260	262	(0,4)	263	259	(1,5)

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

# POLAND

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>425</b>	<b>385</b>	<b>407</b>	<b>392</b>	<b>400</b>	<b>(5,9)</b>	<b>1.678</b>	<b>1.584</b>	<b>(5,6)</b>
- of which Consumer		257	234	257	242	235	(8,6)	1.021	968	(5,2)
- of which Business		151	137	140	130	136	(9,9)	587	543	(7,5)
<b>EBITDA</b>	<b>1</b>	<b>160</b>	<b>140</b>	<b>147</b>	<b>145</b>	<b>167</b>	<b>4,4</b>	<b>586</b>	<b>599</b>	<b>2,2</b>
EBITDA margin (EBITDA / total revenue)	%	37,6	36,4	36,1	37,0	41,8	4,2p	34,9	37,8	2,9p
<b>CASH CAPEX (AS REPORTED)</b>		<b>67</b>	<b>85</b>	<b>57</b>	<b>142</b>	<b>55</b>	<b>(17,9)</b>	<b>225</b>	<b>339</b>	<b>50,7</b>
<b>CASH CONTRIBUTION</b>		<b>93</b>	<b>55</b>	<b>90</b>	<b>3</b>	<b>112</b>	<b>20,4</b>	<b>361</b>	<b>260</b>	<b>(28,0)</b>

## OPERATIONALS

	Note	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Change %	FY 2012	FY 2013	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>										
Service revenue (€ million)		351	315	314	292	299	(14,8)	1.441	1.220	(15,3)
<b>CUSTOMERS</b> ('000)		<b>16.040</b>	<b>15.919</b>	<b>15.969</b>	<b>15.667</b>	<b>15.563</b>	<b>(3,0)</b>	<b>16.040</b>	<b>15.563</b>	<b>(3,0)</b>
- contract ('000)		6.996	7.014	7.038	7.062	7.049	0,8	6.996	7.049	0,8
- prepaid ('000)		9.044	8.905	8.931	8.605	8.514	(5,9)	9.044	8.514	(5,9)
<b>NET ADDS</b> ('000)		<b>465</b>	<b>(121)</b>	<b>50</b>	<b>(302)</b>	<b>(104)</b>	<b>n.a.</b>	<b>1.879</b>	<b>(477)</b>	<b>n.a.</b>
- contract ('000)		46	18	23	24	(13)	n.a.	231	53	(77,1)
- prepaid ('000)		419	(139)	27	(326)	(91)	n.a.	1.648	(530)	n.a.
<b>AVERAGE MONTHLY CHURN</b> (%)		<b>1,5</b>	<b>2,4</b>	<b>2,1</b>	<b>2,6</b>	<b>2,3</b>	<b>0,8p</b>	<b>1,4</b>	<b>2,4</b>	<b>1,0p</b>
- contract (%)		1,0	1,0	1,1	1,1	1,1	0,1p	0,9	1,1	0,2p
<b>SAC PER GROSS ADD</b> (€)		<b>20</b>	<b>20</b>	<b>19</b>	<b>20</b>	<b>12</b>	<b>(40,0)</b>	<b>24</b>	<b>18</b>	<b>(25,0)</b>
- contract (€)		89	82	68	67	49	(44,9)	107	67	(37,4)
- prepaid (€)		1	2	2	2	1	0,0	2	2	0,0
<b>SRC PER RETAINED CUSTOMER</b> (€)		<b>32</b>	<b>31</b>	<b>34</b>	<b>21</b>	<b>11</b>	<b>(65,6)</b>	<b>47</b>	<b>24</b>	<b>(48,9)</b>
<b>ARPU</b> (€)		<b>7</b>	<b>7</b>	<b>7</b>	<b>6</b>	<b>6</b>	<b>(14,3)</b>	<b>8</b>	<b>6</b>	<b>(25,0)</b>
- contract (€)		14	13	12	11	13	(7,1)	15	12	(20,0)
- prepaid (€)		2	2	2	2	1	(50,0)	2	2	0,0
<b>NON-VOICE % OF ARPU</b> (%)		<b>32</b>	<b>33</b>	<b>33</b>	<b>35</b>	<b>38</b>	<b>6p</b>	<b>31</b>	<b>35</b>	<b>4p</b>
<b>MOU PER CUSTOMER</b> (min)		<b>124</b>	<b>122</b>	<b>126</b>	<b>128</b>	<b>131</b>	<b>5,6</b>	<b>127</b>	<b>127</b>	<b>0,0</b>
- contract (min)		232	233	240	239	245	5,6	227	239	5,3

1 Special factors affecting EBITDA: EUR -12mn in Q4/12, EUR -6 in Q2/13, EUR -7mn in Q3/13 and EUR -3mn in Q4/13.



# CZECH REPUBLIC

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>257</b>	<b>226</b>	<b>235</b>	<b>229</b>	<b>225</b>	<b>(12,5)</b>	<b>1.044</b>	<b>915</b>	<b>(12,4)</b>
- of which Consumer		157	138	143	142	136	(13,4)	633	559	(11,7)
- of which Business		88	78	81	78	75	(14,8)	372	312	(16,1)
<b>EBITDA</b>	<b>1</b>	<b>111</b>	<b>104</b>	<b>104</b>	<b>99</b>	<b>97</b>	<b>(12,6)</b>	<b>486</b>	<b>404</b>	<b>(16,9)</b>
EBITDA margin (EBITDA / total revenue)	%	43,2	46,0	44,3	43,2	43,1	(0,1p)	46,6	44,2	(2,4p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>32</b>	<b>45</b>	<b>18</b>	<b>19</b>	<b>28</b>	<b>(12,5)</b>	<b>129</b>	<b>110</b>	<b>(14,7)</b>
<b>CASH CONTRIBUTION</b>		<b>79</b>	<b>59</b>	<b>86</b>	<b>80</b>	<b>69</b>	<b>(12,7)</b>	<b>357</b>	<b>294</b>	<b>(17,6)</b>

## OPERATIONALS

	Note	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Change %	FY 2012	FY 2013	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>										
Fixed network Access Lines	('000) 2	111	114	117	119	120	8,1	111	120	8,1
- IP	('000) 2	108	111	114	115	117	8,3	108	117	8,3
Broadband Access Lines Retail	('000)	111	114	117	119	120	8,1	111	120	8,1
TV (IPTV, SAT, Cable)	('000)	17	18	19	21	24	41,2	17	24	41,2
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	n.a.	0	0	n.a.
ULLs/Wholesale PSTN	('000) 2	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	n.a.	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>										
Service revenue	(€ million)	223	198	196	189	178	(20,2)	935	761	(18,6)
<b>CUSTOMERS</b>	('000) 3	<b>5.498</b>	<b>5.570</b>	<b>5.667</b>	<b>5.733</b>	<b>5.831</b>	<b>6,1</b>	<b>5.498</b>	<b>5.831</b>	<b>6,1</b>
- contract	('000)	3.072	3.137	3.210	3.248	3.289	7,1	3.072	3.289	7,1
- prepaid	('000)	2.426	2.434	2.456	2.474	2.502	3,1	2.426	2.502	3,1
<b>NET ADDS</b>	('000) 3	<b>83</b>	<b>72</b>	<b>97</b>	<b>66</b>	<b>98</b>	<b>18,1</b>	<b>117</b>	<b>333</b>	<b>n.a.</b>
- contract	('000)	69	65	73	38	41	(40,6)	199	217	9,0
- prepaid	('000)	14	7	22	18	28	100,0	(83)	76	n.a.
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,1</b>	<b>1,1</b>	<b>1,1</b>	<b>1,2</b>	<b>1,3</b>	<b>0,2p</b>	<b>1,1</b>	<b>1,1</b>	<b>0,0p</b>
- contract	(%)	0,3	0,4	0,3	0,4	0,5	0,2p	0,4	0,4	0,0p
<b>SAC PER GROSS ADD</b>	(€)	<b>37</b>	<b>31</b>	<b>27</b>	<b>24</b>	<b>20</b>	<b>(45,9)</b>	<b>32</b>	<b>25</b>	<b>(21,9)</b>
- contract	(€)	75	60	57	59	52	(30,7)	67	57	(14,9)
- prepaid	(€)	3	2	2	3	3	0,0	2	2	0,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>36</b>	<b>29</b>	<b>8</b>	<b>9</b>	<b>10</b>	<b>(72,2)</b>	<b>33</b>	<b>13</b>	<b>(60,6)</b>
<b>ARPU</b>	(€)	<b>13</b>	<b>12</b>	<b>12</b>	<b>11</b>	<b>10</b>	<b>(23,1)</b>	<b>14</b>	<b>11</b>	<b>(21,4)</b>
- contract	(€)	20	17	17	16	15	(25,0)	21	16	(23,8)
- prepaid	(€)	5	5	5	5	4	(20,0)	6	5	(16,7)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>28</b>	<b>31</b>	<b>32</b>	<b>36</b>	<b>37</b>	<b>9p</b>	<b>27</b>	<b>34</b>	<b>7p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>138</b>	<b>134</b>	<b>146</b>	<b>147</b>	<b>152</b>	<b>10,1</b>	<b>133</b>	<b>145</b>	<b>9,0</b>
- contract	(min)	211	205	223	224	233	10,4	208	221	6,3

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

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

3 Q4/13: due to technical reasons one of our service provider is currently available on total customer level only

# NETHERLANDS

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>411</b>	<b>393</b>	<b>406</b>	<b>412</b>	<b>455</b>	<b>10,7</b>	<b>1.664</b>	<b>1.666</b>	<b>0,1</b>
- of which Consumer		321	299	313	317	348	8,4	1.293	1.277	(1,2)
- of which Business		75	71	74	71	84	12,0	311	300	(3,5)
<b>EBITDA</b>	<b>1</b>	<b>134</b>	<b>114</b>	<b>108</b>	<b>116</b>	<b>157</b>	<b>17,2</b>	<b>525</b>	<b>495</b>	<b>(5,7)</b>
EBITDA margin (EBITDA / total revenue)	%	32,6	29,0	26,6	28,2	34,5	1,9p	31,6	29,7	(1,9p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>49</b>	<b>963</b>	<b>53</b>	<b>37</b>	<b>53</b>	<b>8,2</b>	<b>137</b>	<b>1.106</b>	<b>n.a.</b>
<b>CASH CONTRIBUTION</b>		<b>85</b>	<b>(849)</b>	<b>55</b>	<b>79</b>	<b>104</b>	<b>22,4</b>	<b>388</b>	<b>(611)</b>	<b>n.a.</b>

## OPERATIONALS

	Note	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Change %	FY 2012	FY 2013	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>										
Fixed network Access Lines ('000)	2	283	283	272	270	264	(6,7)	283	264	(6,7)
- IP ('000)	2	275	274	264	261	256	(6,9)	275	256	(6,9)
Broadband Access Lines Retail ('000)		275	266	264	261	256	(6,9)	275	256	(6,9)
TV (IPTV, SAT, Cable) ('000)	3	41	45	49	55	59	43,9	41	59	43,9
Wholesale Bundled Access Lines ('000)		0	0	0	0	0	n.a.	0	0	n.a.
ULLs/Wholesale PSTN ('000)	2	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Unbundled Access Lines ('000)		0	0	0	0	0	n.a.	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>										
Service revenue (€ million)		330	311	321	324	315	(4,5)	1.366	1.271	(7,0)
<b>CUSTOMERS</b> ('000)		<b>4.720</b>	<b>4.622</b>	<b>4.561</b>	<b>4.534</b>	<b>4.441</b>	<b>(5,9)</b>	<b>4.720</b>	<b>4.441</b>	<b>(5,9)</b>
- contract ('000)		3.052	3.045	3.085	3.142	3.129	2,5	3.052	3.129	2,5
- prepaid ('000)		1.668	1.578	1.476	1.392	1.312	(21,3)	1.668	1.312	(21,3)
<b>NET ADDS</b> ('000)		<b>(41)</b>	<b>(98)</b>	<b>(62)</b>	<b>(27)</b>	<b>(92)</b>	<b>n.a.</b>	<b>(189)</b>	<b>(279)</b>	<b>(47,6)</b>
- contract ('000)		(11)	(7)	40	57	(13)	(18,2)	121	77	(36,4)
- prepaid ('000)		(29)	(91)	(102)	(84)	(79)	n.a.	(310)	(356)	(14,8)
<b>AVERAGE MONTHLY CHURN</b> (%)		<b>2,8</b>	<b>3,0</b>	<b>2,7</b>	<b>2,6</b>	<b>2,5</b>	<b>(0,3p)</b>	<b>2,8</b>	<b>2,7</b>	<b>(0,1p)</b>
- contract (%)		1,6	1,6	1,3	1,2	1,3	(0,3p)	1,3	1,4	0,1p
<b>SAC PER GROSS ADD</b> (€)		<b>93</b>	<b>114</b>	<b>137</b>	<b>126</b>	<b>109</b>	<b>17,2</b>	<b>103</b>	<b>122</b>	<b>18,4</b>
- contract (€)		199	224	241	216	198	(0,5)	210	221	5,2
- prepaid (€)		22	24	18	21	23	4,5	26	22	(15,4)
<b>SRC PER RETAINED CUSTOMER</b> (€)		<b>187</b>	<b>179</b>	<b>213</b>	<b>209</b>	<b>87</b>	<b>(53,5)</b>	<b>184</b>	<b>171</b>	<b>(7,1)</b>
<b>ARPU</b> (€)		<b>23</b>	<b>22</b>	<b>23</b>	<b>24</b>	<b>23</b>	<b>0,0</b>	<b>24</b>	<b>23</b>	<b>(4,2)</b>
- contract (€)		33	32	33	33	32	(3,0)	35	32	(8,6)
- prepaid (€)		5	4	4	4	4	(20,0)	5	4	(20,0)
<b>NON-VOICE % OF ARPU</b> (%)		<b>39</b>	<b>40</b>	<b>41</b>	<b>43</b>	<b>44</b>	<b>5p</b>	<b>39</b>	<b>42</b>	<b>3p</b>
<b>MOU PER CUSTOMER</b> (min)		<b>132</b>	<b>129</b>	<b>133</b>	<b>129</b>	<b>135</b>	<b>2,3</b>	<b>133</b>	<b>132</b>	<b>(0,8)</b>
- contract (min)		189	185	187	177	182	(3,7)	195	183	(6,2)

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

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

3 DVB-T only.

# CROATIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>239</b>	<b>224</b>	<b>234</b>	<b>237</b>	<b>234</b>	<b>(2,1)</b>	<b>992</b>	<b>929</b>	<b>(6,4)</b>
<b>PRODUCT VIEW</b>		<b>239</b>	<b>224</b>	<b>234</b>	<b>237</b>	<b>234</b>	<b>(2,1)</b>	<b>992</b>	<b>929</b>	<b>(6,4)</b>
- of which Fixed network		144	135	138	137	145	0,7	577	555	(3,8)
- of which Mobile communications		95	89	96	100	90	(5,3)	415	375	(9,6)
<b>SEGMENT VIEW</b>		<b>239</b>	<b>224</b>	<b>234</b>	<b>237</b>	<b>234</b>	<b>(2,1)</b>	<b>992</b>	<b>929</b>	<b>(6,4)</b>
- of which Consumer		135	128	134	135	130	(3,7)	545	527	(3,3)
- of which Business		78	71	74	69	80	2,6	316	294	(7,0)
<b>EBITDA</b>	1	<b>121</b>	<b>88</b>	<b>99</b>	<b>105</b>	<b>112</b>	<b>(7,4)</b>	<b>468</b>	<b>404</b>	<b>(13,7)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>50,6</b>	<b>39,3</b>	<b>42,3</b>	<b>44,3</b>	<b>47,9</b>	<b>(2,7p)</b>	<b>47,2</b>	<b>43,5</b>	<b>(3,7p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>68</b>	<b>40</b>	<b>33</b>	<b>44</b>	<b>43</b>	<b>(36,8)</b>	<b>137</b>	<b>160</b>	<b>16,8</b>
<b>CASH CONTRIBUTION</b>		<b>53</b>	<b>48</b>	<b>66</b>	<b>61</b>	<b>69</b>	<b>30,2</b>	<b>331</b>	<b>244</b>	<b>(26,3)</b>

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

# CROATIA

## OPERATIONALS

	Note	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Change %	FY 2012	FY 2013	Change %	
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	1	1.208	1.192	1.174	1.156	1.133	(6,2)	1.208	1.133	(6,2)
- IP	('000)	1	288	303	337	460	492	70,8	288	492	70,8
Broadband Access Lines Retail	('000)		633	634	631	631	628	(0,8)	633	628	(0,8)
TV (IPTV, SAT, Cable)	('000)		365	369	374	383	391	7,1	365	391	7,1
Wholesale Bundled Access Lines	('000)		23	28	30	32	36	56,5	23	36	56,5
ULLs/Wholesale PSTN	('000)	1	266	272	277	282	262	(1,5)	266	262	(1,5)
Wholesale Unbundled Access Lines	('000)		2	3	3	4	6	n.a.	2	6	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)		84	77	86	88	76	(9,5)	374	327	(12,6)
<b>CUSTOMERS</b>	('000)		<b>2.326</b>	<b>2.309</b>	<b>2.350</b>	<b>2.392</b>	<b>2.303</b>	<b>(1,0)</b>	<b>2.326</b>	<b>2.303</b>	<b>(1,0)</b>
- contract	('000)		1.011	1.006	1.023	1.048	1.070	5,8	1.011	1.070	5,8
- prepaid	('000)		1.315	1.303	1.326	1.344	1.232	(6,3)	1.315	1.232	(6,3)
<b>NET ADDS</b>	('000)		<b>(117)</b>	<b>(17)</b>	<b>41</b>	<b>43</b>	<b>(90)</b>	<b>23,1</b>	<b>(93)</b>	<b>(23)</b>	<b>75,3</b>
- contract	('000)		(9)	(5)	17	25	22	n.a.	(24)	59	n.a.
- prepaid	('000)		(108)	(12)	24	18	(112)	(3,7)	(68)	(82)	(20,6)
<b>AVERAGE MONTHLY CHURN</b>	(%)		<b>4,3</b>	<b>3,0</b>	<b>2,6</b>	<b>2,9</b>	<b>3,9</b>	<b>(0,4p)</b>	<b>3,2</b>	<b>3,1</b>	<b>(0,1p)</b>
- contract	(%)		1,3	1,3	0,9	1,0	1,0	(0,3p)	1,2	1,1	(0,1p)
<b>SAC PER GROSS ADD</b>	(€)		<b>12</b>	<b>14</b>	<b>15</b>	<b>12</b>	<b>15</b>	<b>25,0</b>	<b>11</b>	<b>14</b>	<b>27,3</b>
- contract	(€)		62	72	66	57	51	(17,7)	62	60	(3,2)
- prepaid	(€)		3	2	2	1	3	0,0	3	2	(33,3)
<b>SRC PER RETAINED CUSTOMER</b>	(€)		<b>72</b>	<b>77</b>	<b>64</b>	<b>59</b>	<b>49</b>	<b>(31,9)</b>	<b>77</b>	<b>63</b>	<b>(18,2)</b>
<b>ARPU</b>	(€)		<b>12</b>	<b>11</b>	<b>12</b>	<b>12</b>	<b>11</b>	<b>(8,3)</b>	<b>13</b>	<b>12</b>	<b>(7,7)</b>
- contract	(€)		18	17	19	19	16	(11,1)	21	18	(14,3)
- prepaid	(€)		7	6	7	7	6	(14,3)	7	7	0,0
<b>NON-VOICE % OF ARPU</b>	(%)		<b>36</b>	<b>36</b>	<b>36</b>	<b>40</b>	<b>40</b>	<b>4p</b>	<b>31</b>	<b>38</b>	<b>7p</b>
<b>MOU PER CUSTOMER</b>	(min)		<b>155</b>	<b>162</b>	<b>179</b>	<b>178</b>	<b>175</b>	<b>12,9</b>	<b>146</b>	<b>174</b>	<b>19,2</b>
- contract	(min)		228	231	257	253	247	8,3	211	247	17,1

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

# SLOVAKIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>224</b>	<b>192</b>	<b>200</b>	<b>200</b>	<b>236</b>	<b>5,4</b>	<b>837</b>	<b>828</b>	<b>(1,1)</b>
<b>PRODUCT VIEW</b>		<b>224</b>	<b>192</b>	<b>200</b>	<b>200</b>	<b>236</b>	<b>5,4</b>	<b>837</b>	<b>828</b>	<b>(1,1)</b>
- of which Fixed network		110	91	95	98	129	17,3	400	413	3,3
- of which Mobile communications		113	100	106	101	107	(5,3)	437	414	(5,3)
<b>SEGMENT VIEW</b>		<b>224</b>	<b>192</b>	<b>200</b>	<b>200</b>	<b>236</b>	<b>5,4</b>	<b>837</b>	<b>828</b>	<b>(1,1)</b>
- of which Consumer		133	117	116	115	128	(3,8)	500	476	(4,8)
- of which Business		69	55	60	58	85	23,2	255	258	1,2
<b>EBITDA</b>	1	<b>94</b>	<b>84</b>	<b>78</b>	<b>87</b>	<b>88</b>	<b>(6,4)</b>	<b>354</b>	<b>337</b>	<b>(4,8)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>42,0</b>	<b>43,8</b>	<b>39,0</b>	<b>43,5</b>	<b>37,3</b>	<b>(4,7p)</b>	<b>42,3</b>	<b>40,7</b>	<b>(1,6p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>23</b>	<b>36</b>	<b>22</b>	<b>21</b>	<b>36</b>	<b>56,5</b>	<b>104</b>	<b>115</b>	<b>10,6</b>
<b>CASH CONTRIBUTION</b>		<b>71</b>	<b>48</b>	<b>56</b>	<b>66</b>	<b>52</b>	<b>(26,8)</b>	<b>250</b>	<b>222</b>	<b>(11,2)</b>

1 Special factors affecting EBITDA: EUR 5mn in Q4/12, EUR 1mn in Q1/13, EUR 1mn in Q3/13 and EUR 29mn in Q4/13.

# SLOVAKIA

## OPERATIONALS

	Note	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Change %	FY 2012	FY 2013	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>										
Fixed network Access Lines	('000)	960	945	932	919	922	(4,0)	960	922	(4,0)
- IP	('000)	324	352	433	541	647	99,7	324	647	99,7
Broadband Access Lines Retail	('000)	420	421	422	431	434	3,3	420	434	3,3
TV (IPTV, SAT, Cable)	('000)	175	179	184	438	440	n.a.	175	440	n.a.
Wholesale Bundled Access Lines	('000)	16	16	17	17	18	12,5	16	18	12,5
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	45	51	57	62	70	55,6	45	70	55,6
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>										
Service revenue	(€ million)	93	90	90	88	84	(9,7)	386	352	(8,8)
<b>CUSTOMERS</b>	('000)	<b>2.311</b>	<b>2.289</b>	<b>2.273</b>	<b>2.263</b>	<b>2.262</b>	<b>(2,1)</b>	<b>2.311</b>	<b>2.262</b>	<b>(2,1)</b>
- contract	('000)	1.463	1.455	1.455	1.454	1.455	(0,5)	1.463	1.455	(0,5)
- prepaid	('000)	848	834	817	809	808	(4,7)	848	808	(4,7)
<b>NET ADDS</b>	('000)	<b>(3)</b>	<b>(22)</b>	<b>(16)</b>	<b>(9)</b>	<b>(1)</b>	<b>66,7</b>	<b>(15)</b>	<b>(48)</b>	<b>n.a.</b>
- contract	('000)	6	(7)	0	(2)	1	(83,3)	16	(8)	n.a.
- prepaid	('000)	(9)	(14)	(16)	(8)	(2)	77,8	(31)	(40)	(29,0)
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,3</b>	<b>1,4</b>	<b>1,3</b>	<b>1,2</b>	<b>1,3</b>	<b>0,0p</b>	<b>1,3</b>	<b>1,3</b>	<b>0,0p</b>
- contract	(%)	1,1	1,1	1,0	0,9	1,1	0,0p	1,1	1,0	(0,1p)
<b>SAC PER GROSS ADD</b>	(€)	<b>70</b>	<b>79</b>	<b>84</b>	<b>66</b>	<b>52</b>	<b>(25,7)</b>	<b>64</b>	<b>69</b>	<b>7,8</b>
- contract	(€)	117	138	141	120	92	(21,4)	109	122	11,9
- prepaid	(€)	6	4	4	5	5	(16,7)	3	4	33,3
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>72</b>	<b>101</b>	<b>115</b>	<b>107</b>	<b>43</b>	<b>(40,3)</b>	<b>90</b>	<b>89</b>	<b>(1,1)</b>
<b>ARPU</b>	(€)	<b>14</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>12</b>	<b>(14,3)</b>	<b>14</b>	<b>13</b>	<b>(7,1)</b>
- contract	(€)	19	18	19	18	17	(10,5)	20	18	(10,0)
- prepaid	(€)	4	4	4	4	3	(25,0)	4	4	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>27</b>	<b>30</b>	<b>29</b>	<b>32</b>	<b>34</b>	<b>7p</b>	<b>26</b>	<b>31</b>	<b>5p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>133</b>	<b>135</b>	<b>144</b>	<b>140</b>	<b>147</b>	<b>10,5</b>	<b>126</b>	<b>141</b>	<b>11,9</b>
- contract	(min)	189	192	203	197	206	9,0	182	199	9,3

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

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

# AUSTRIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>215</b>	<b>203</b>	<b>197</b>	<b>225</b>	<b>203</b>	<b>(5,6)</b>	<b>878</b>	<b>828</b>	<b>(5,7)</b>
- of which Consumer		168	142	147	172	157	(6,5)	672	618	(8,0)
- of which Business		39	36	36	41	36	(7,7)	158	149	(5,7)
<b>EBITDA</b>	<b>1</b>	<b>56</b>	<b>55</b>	<b>40</b>	<b>62</b>	<b>35</b>	<b>(37,5)</b>	<b>234</b>	<b>192</b>	<b>(17,9)</b>
EBITDA margin (EBITDA / total revenue)	%	26,0	27,1	20,3	27,6	17,2	(8,8p)	26,7	23,2	(3,5p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>30</b>	<b>37</b>	<b>19</b>	<b>13</b>	<b>668</b>	<b>n.a.</b>	<b>97</b>	<b>737</b>	<b>n.a.</b>
<b>CASH CONTRIBUTION</b>		<b>26</b>	<b>18</b>	<b>21</b>	<b>49</b>	<b>(633)</b>	<b>n.a.</b>	<b>137</b>	<b>(545)</b>	<b>n.a.</b>

## OPERATIONALS

	Note	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Change %	FY 2012	FY 2013	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>										
Service revenue (€ million)		193	174	175	204	173	(10,4)	802	726	(9,5)
<b>CUSTOMERS</b> ('000)		<b>4.104</b>	<b>4.090</b>	<b>4.073</b>	<b>4.044</b>	<b>4.091</b>	<b>(0,3)</b>	<b>4.104</b>	<b>4.091</b>	<b>(0,3)</b>
- contract ('000)		2.571	2.575	2.588	2.605	2.630	2,3	2.571	2.630	2,3
- prepaid ('000)		1.533	1.515	1.485	1.439	1.461	(4,7)	1.533	1.461	(4,7)
<b>NET ADDS</b> ('000)		<b>29</b>	<b>(15)</b>	<b>(17)</b>	<b>(28)</b>	<b>47</b>	<b>62,1</b>	<b>45</b>	<b>(14)</b>	<b>n.a.</b>
- contract ('000)		34	4	12	18	24	(29,4)	50	59	18,0
- prepaid ('000)		(5)	(18)	(30)	(46)	22	n.a.	(5)	(72)	n.a.
<b>AVERAGE MONTHLY CHURN</b> (%)		<b>1,7</b>	<b>1,7</b>	<b>1,9</b>	<b>2,2</b>	<b>1,9</b>	<b>0,2p</b>	<b>1,7</b>	<b>1,9</b>	<b>0,2p</b>
- contract (%)		0,8	0,9	0,9	0,7	0,7	(0,1p)	0,9	0,8	(0,1p)
<b>SAC PER GROSS ADD</b> (€)		<b>68</b>	<b>59</b>	<b>84</b>	<b>69</b>	<b>65</b>	<b>(4,4)</b>	<b>64</b>	<b>69</b>	<b>7,8</b>
- contract (€)		141	134	189	188	186	31,9	140	175	25,0
- prepaid (€)		10	4	7	5	5	(50,0)	7	6	(14,3)
<b>SRC PER RETAINED CUSTOMER</b> (€)		<b>107</b>	<b>110</b>	<b>138</b>	<b>116</b>	<b>99</b>	<b>(7,5)</b>	<b>96</b>	<b>115</b>	<b>19,8</b>
<b>ARPU</b> (€)		<b>16</b>	<b>14</b>	<b>14</b>	<b>17</b>	<b>14</b>	<b>(12,5)</b>	<b>16</b>	<b>15</b>	<b>(6,3)</b>
- contract (€)		23	20	21	24	20	(13,0)	24	21	(12,5)
- prepaid (€)		4	4	4	4	4	0,0	4	4	0,0
<b>NON-VOICE % OF ARPU</b> (%)		<b>42</b>	<b>47</b>	<b>45</b>	<b>40</b>	<b>45</b>	<b>3p</b>	<b>41</b>	<b>44</b>	<b>3p</b>
<b>MOU PER CUSTOMER</b> (min)		<b>209</b>	<b>208</b>	<b>209</b>	<b>200</b>	<b>209</b>	<b>0,0</b>	<b>211</b>	<b>206</b>	<b>(2,4)</b>
- contract (min)		293	291	291	272	285	(2,7)	296	285	(3,7)

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

# BULGARIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>93</b>	<b>83</b>	<b>87</b>	<b>30</b>	<b>0</b>	<b>(100,0)</b>	<b>378</b>	<b>200</b>	<b>(47,1)</b>
- of which Consumer		71	63	67	24	0	(100,0)	288	154	(46,5)
- of which Business		17	16	16	6	0	(100,0)	75	38	(49,3)
<b>EBITDA</b>		<b>29</b>	<b>26</b>	<b>34</b>	<b>13</b>	<b>0</b>	<b>(100,0)</b>	<b>135</b>	<b>73</b>	<b>(45,9)</b>
EBITDA margin (EBITDA / total revenue)	%	31,2	31,3	39,1	43,3	n.a.	n.a.	35,7	36,5	0,8p
<b>CASH CAPEX (AS REPORTED)</b>		<b>10</b>	<b>12</b>	<b>14</b>	<b>5</b>	<b>0</b>	<b>(100,0)</b>	<b>46</b>	<b>31</b>	<b>(32,6)</b>
<b>CASH CONTRIBUTION</b>		<b>19</b>	<b>14</b>	<b>20</b>	<b>8</b>	<b>0</b>	<b>(100,0)</b>	<b>89</b>	<b>42</b>	<b>(52,8)</b>

## OPERATIONALS

	Note	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Change %	FY 2012	FY 2013	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>										
Service revenue (€ million)		72	68	73	25	0	(100,0)	320	166	(48,1)
<b>CUSTOMERS</b> ('000)		<b>4.518</b>	<b>4.554</b>	<b>4.635</b>	<b>0</b>	<b>0</b>	<b>(100,0)</b>	<b>4.518</b>	<b>0</b>	<b>(100,0)</b>
- contract ('000)		2.578	2.622	2.684	0	0	(100,0)	2.578	0	(100,0)
- prepaid ('000)		1.941	1.932	1.951	0	0	(100,0)	1.941	0	(100,0)
<b>NET ADDS</b> ('000)		<b>78</b>	<b>36</b>	<b>80</b>	<b>27</b>	<b>0</b>	<b>(100,0)</b>	<b>254</b>	<b>143</b>	<b>(43,7)</b>
- contract ('000)		59	45	62	20	0	(100,0)	177	126	(28,8)
- prepaid ('000)		19	(8)	18	7	0	(100,0)	77	17	(77,9)
<b>AVERAGE MONTHLY CHURN</b> (%)		<b>2,5</b>	<b>2,1</b>	<b>1,8</b>	<b>2,2</b>	<b>0,0</b>	<b>(2,5p)</b>	<b>2,5</b>	<b>2,0</b>	<b>(0,5p)</b>
- contract (%)		1,7	1,4	1,2	1,2	0,0	(1,7p)	1,7	1,3	(0,4p)
<b>SAC PER GROSS ADD</b> (€)		<b>7</b>	<b>9</b>	<b>2</b>	<b>3</b>	<b>0</b>	<b>(100,0)</b>	<b>9</b>	<b>5</b>	<b>(44,4)</b>
- contract (€)		15	20	4	8	0	(100,0)	20	12	(40,0)
- prepaid (€)		0	1	0	1	0	n.a.	0	0	n.a.
<b>SRC PER RETAINED CUSTOMER</b> (€)		<b>7</b>	<b>10</b>	<b>4</b>	<b>2</b>	<b>0</b>	<b>(100,0)</b>	<b>8</b>	<b>6</b>	<b>(25,0)</b>
<b>ARPU</b> (€)		<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>0</b>	<b>(100,0)</b>	<b>6</b>	<b>5</b>	<b>(16,7)</b>
- contract (€)		8	8	8	8	0	(100,0)	9	8	(11,1)
- prepaid (€)		1	1	2	2	0	(100,0)	2	1	(50,0)
<b>NON-VOICE % OF ARPU</b> (%)		<b>13</b>	<b>14</b>	<b>14</b>	<b>16</b>	<b>0</b>	<b>(13p)</b>	<b>12</b>	<b>15</b>	<b>3p</b>
<b>MOU PER CUSTOMER</b> (min)		<b>150</b>	<b>148</b>	<b>150</b>	<b>152</b>	<b>0</b>	<b>(100,0)</b>	<b>150</b>	<b>149</b>	<b>(0,7)</b>
- contract (min)		222	215	216	217	0	(100,0)	226	216	(4,4)

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



# EE LIMITED (JOINT VENTURE DEUTSCHE TELEKOM - FRANCE TELECOM)

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

	Note	H1 2012	Q4 2012	H2 2012	Q1 2013	Q2 2013	H1 2013	Q3 2013	Q4 2013	Change % (QoQ)	H2 2013	FY 2012	FY 2013	Change % (YoY)
		millions of	millions of	millions of	millions of	millions of	millions of	millions of	millions of GBP		millions of GBP	millions of	millions of GBP	
<b>TOTAL REVENUE</b>		<b>3.314</b>	<b>1.672</b>	<b>3.343</b>	<b>1.605</b>	<b>1.606</b>	<b>3.211</b>	<b>1.631</b>	<b>1.639</b>	<b>(2,0)</b>	<b>3.270</b>	<b>6.657</b>	<b>6.482</b>	<b>(2,6)</b>
<b>EBITDA (AS REPORTED)</b>	4	<b>560</b>	--	<b>545</b>	--	--	<b>607</b>	--	--	<b>n.a.</b>	<b>706</b>	<b>1.105</b>	<b>1.313</b>	<b>18,8</b>
EBITDA margin (EBITDA (as reported) / total revenue)	%	16,9	--	16,3	--	--	18,9	--	--	n.a.	21,6	16,6	20,3	3,7p
<b>RESTRUCTURING COST INCLUDED IN EBITDA</b>		<b>16</b>	--	<b>90</b>	--	--	<b>46</b>	--	--	<b>n.a.</b>	<b>33</b>	<b>106</b>	<b>79</b>	<b>(25,5)</b>
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	4	<b>681</b>	--	<b>748</b>	--	--	<b>746</b>	--	--	<b>n.a.</b>	<b>828</b>	<b>1.429</b>	<b>1.574</b>	<b>10,1</b>
EBITDA margin (EBITDA / total revenue)	%	20,6	--	22,4	--	--	23,2	--	--	n.a.	25,3	21,5	24,3	2,8p
<b>CAPEX</b>	4	<b>262</b>	--	<b>387</b>	--	--	<b>317</b>	--	--	<b>n.a.</b>	<b>266</b>	<b>649</b>	<b>583</b>	<b>(10,2)</b>

## OPERATIONAL<sup>1</sup>

	Note	H1 2012	Q4 2012	H2 2012	Q1 2013	Q2 2013	H1 2013	Q3 2013	Q4 2013	Change % (QoQ)	H2 2013	FY 2012	FY 2013	Change % (YoY)
		(GBP million)	(GBP million)	(GBP million)	(GBP million)	(GBP million)	(GBP million)	(GBP million)	(GBP million)		(GBP million)	(GBP million)	(GBP million)	
<b>SERVICE REVENUE</b>		<b>2.989</b>	<b>1.467</b>	<b>2.963</b>	<b>1.422</b>	<b>1.421</b>	<b>2.843</b>	<b>1.446</b>	<b>1.445</b>	<b>(1,5)</b>	<b>2.891</b>	<b>5.953</b>	<b>5.734</b>	<b>(3,7)</b>
<b>CUSTOMERS</b>	('000)	<b>27.047</b>	<b>26.846</b>	--	<b>26.441</b>	<b>25.996</b>	<b>25.996</b>	<b>25.842</b>	<b>25.503</b>	<b>(5,0)</b>	<b>25.503</b>	<b>26.845</b>	<b>25.503</b>	<b>(5,0)</b>
- contract	('000)	13.143	13.594	--	13.759	13.976	13.976	14.156	14.350	5,6	14.350	13.594	14.350	5,6
- prepaid	('000)	13.185	12.554	--	11.983	11.312	11.312	10.967	10.424	(17,0)	10.424	12.554	10.424	(17,0)
- home	('000)	719	698	--	699	709	709	718	730	4,6	730	698	730	4,6
<b>NET ADDS</b>	('000)	<b>(516)</b>	<b>(68)</b>	<b>(211)</b>	<b>(404)</b>	<b>(445)</b>	<b>(849)</b>	<b>(155)</b>	<b>(338)</b>	<b>n.a.</b>	<b>(338)</b>	--	<b>(1.342)</b>	<b>n.a.</b>
- contract	('000)	301	201	451	166	216	382	181	194	(3,5)	194	--	756	n.a.
- prepaid	('000)	(807)	(239)	(632)	(571)	(671)	(1.242)	(345)	(543)	n.a.	(543)	--	(2.130)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	(%)	--	<b>2,3</b>	--	<b>2,6</b>	<b>2,6</b>	--	<b>2,2</b>	<b>2,5</b>	<b>0,2p</b>	--	--	--	<b>n.a.</b>
- contract	(%)	--	1,2	--	1,2	1,1	--	1,1	1,2	(0,0p)	--	--	--	n.a.
<b>SAC PER GROSS ADD</b>	(GBP)	--	<b>55</b>	--	<b>62</b>	<b>56</b>	--	<b>59</b>	<b>61</b>	<b>10,9</b>	--	--	--	<b>n.a.</b>
- contract	(GBP)	--	146	--	156	147	--	154	142	(2,7)	--	--	--	n.a.
- prepaid	(GBP)	--	7	--	11	5	--	6	7	0	--	--	--	n.a.
<b>SRC PER RETAINED CUSTOMER</b>	(GBP)	--	<b>206</b>	--	<b>193</b>	<b>168</b>	--	<b>190</b>	<b>155</b>	<b>(24,8)</b>	--	--	--	<b>n.a.</b>
<b>ARPU</b>	(GBP)	3	--	<b>19</b>	--	<b>18</b>	--	<b>19</b>	<b>19</b>	<b>3,5</b>	--	--	--	<b>n.a.</b>
- contract	(GBP)	--	31	--	30	30	--	30	30	(3,4)	--	--	--	n.a.
- prepaid	(GBP)	--	6	--	5	5	--	5	5	(9,4)	--	--	--	n.a.
<b>VOICE ARPU</b>	(GBP)	3	--	<b>9</b>	--	<b>9</b>	--	<b>9</b>	<b>8</b>	<b>(9,7)</b>	--	--	--	<b>n.a.</b>
non-voice % of ARPU	(%)	--	50,2	--	51,1	54,6	--	55,5	56,1	5,9p	--	--	--	n.a.
<b>MOU PER CUSTOMER</b>	(min)	--	<b>195</b>	--	<b>198</b>	<b>201</b>	--	<b>201</b>	<b>208</b>	<b>6,7</b>	--	--	--	<b>n.a.</b>
- contract	(min)	--	335	--	338	335	--	325	332	(0,9)	--	--	--	n.a.

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

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

3 ARPU %-changes based on exact numbers.

4 EBITDA, EBITDA (adjusted for special factors) and CAPEX were restated from 2012 onwards as a result of the proportionate consolidation of MBNL (Joint Arrangement with H3G), previously consolidated at equity (result of IFRS 11 changes). Numbers shown hav

# SYSTEMS SOLUTIONS

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

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.829</b>	<b>2.319</b>	<b>2.273</b>	<b>2.286</b>	<b>2.613</b>	<b>(7,6)</b>	<b>10.016</b>	<b>9.491</b>	<b>(5,2)</b>
Market Unit		2.127	1.893	1.884	1.873	2.047	(3,8)	7.839	7.697	(1,8)
Telekom IT		702	426	390	412	566	(19,4)	2.177	1.794	(17,6)
International revenue		858	752	744	732	810	(5,6)	3.174	3.038	(4,3)
<b>NET REVENUE</b>		<b>1.771</b>	<b>1.607</b>	<b>1.579</b>	<b>1.556</b>	<b>1.684</b>	<b>(4,9)</b>	<b>6.609</b>	<b>6.426</b>	<b>(2,8)</b>
<b>EBITDA</b>		<b>240</b>	<b>175</b>	<b>221</b>	<b>203</b>	<b>207</b>	<b>(13,8)</b>	<b>747</b>	<b>806</b>	<b>7,9</b>
Market Unit		213	131	174	179	196	(8,0)	648	680	4,9
Telekom IT		27	44	47	24	11	(59,3)	99	126	27,3
EBITDA margin (EBITDA / total revenue)	%	8,5	7,5	9,7	8,9	7,9	(0,6p)	7,5	8,5	1,0p
Depreciation, amortization and impairment losses		(173)	(167)	(163)	(151)	(173)	0,0	(637)	(654)	(2,7)
Profit (loss) from operations = EBIT		67	8	58	52	34	(49,3)	110	152	38,2
<b>EBIT MARGIN</b>	%	<b>2,4</b>	<b>0,3</b>	<b>2,6</b>	<b>2,3</b>	<b>1,3</b>	<b>(1,1p)</b>	<b>1,1</b>	<b>1,6</b>	<b>0,5p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>393</b>	<b>212</b>	<b>215</b>	<b>275</b>	<b>378</b>	<b>(3,8)</b>	<b>1.187</b>	<b>1.080</b>	<b>(9,0)</b>
<b>CASH CONTRIBUTION</b>		<b>(153)</b>	<b>(37)</b>	<b>6</b>	<b>(72)</b>	<b>(171)</b>	<b>(11,8)</b>	<b>(440)</b>	<b>(274)</b>	<b>37,7</b>
<b>ORDER ENTRY</b>		<b>3.622</b>	<b>2.098</b>	<b>1.983</b>	<b>1.801</b>	<b>2.377</b>	<b>(34,4)</b>	<b>8.737</b>	<b>8.259</b>	<b>(5,5)</b>

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

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.829</b>	<b>2.319</b>	<b>2.273</b>	<b>2.286</b>	<b>2.613</b>	<b>(7,6)</b>	<b>10.016</b>	<b>9.491</b>	<b>(5,2)</b>
<b>NET REVENUE</b>		<b>1.771</b>	<b>1.607</b>	<b>1.579</b>	<b>1.556</b>	<b>1.684</b>	<b>(4,9)</b>	<b>6.609</b>	<b>6.426</b>	<b>(2,8)</b>
<b>EBITDA</b>		<b>66</b>	<b>115</b>	<b>52</b>	<b>134</b>	<b>89</b>	<b>34,8</b>	<b>342</b>	<b>390</b>	<b>14,0</b>
EBITDA margin (EBITDA / total revenue)	%	2,3	5,0	2,3	5,9	3,4	1,1p	3,4	4,1	0,7p
Depreciation, amortization and impairment losses		(185)	(181)	(162)	(152)	(174)	5,9	(649)	(669)	(3,1)
Profit (loss) from operations = EBIT		(119)	(66)	(110)	(18)	(85)	28,6	(307)	(279)	9,1
<b>CASH CAPEX</b>		<b>393</b>	<b>212</b>	<b>215</b>	<b>275</b>	<b>378</b>	<b>(3,8)</b>	<b>1.187</b>	<b>1.080</b>	<b>(9,0)</b>
<b>CASH CONTRIBUTION</b>		<b>(327)</b>	<b>(97)</b>	<b>(163)</b>	<b>(141)</b>	<b>(289)</b>	<b>11,6</b>	<b>(845)</b>	<b>(690)</b>	<b>18,3</b>

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

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

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

# SYSTEMS SOLUTIONS

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

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.829</b>	<b>2.319</b>	<b>2.273</b>	<b>2.286</b>	<b>2.613</b>	<b>(7,6)</b>	<b>10.016</b>	<b>9.491</b>	<b>(5,2)</b>
Profit (loss) from operations = EBIT		(119)	(66)	(110)	(18)	(85)	28,6	(307)	(279)	9,1
- Depreciation, amortization and impairment losses		(185)	(181)	(162)	(152)	(174)	5,9	(649)	(669)	(3,1)
<b>= EBITDA</b>		<b>66</b>	<b>115</b>	<b>52</b>	<b>134</b>	<b>89</b>	<b>34,8</b>	<b>342</b>	<b>390</b>	<b>14,0</b>
EBITDA margin	%	2,3	5,0	2,3	5,9	3,4	1,1p	3,4	4,1	0,7p
- Special factors affecting EBITDA		(174)	(60)	(169)	(69)	(118)	32,2	(405)	(416)	(2,7)
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>240</b>	<b>175</b>	<b>221</b>	<b>203</b>	<b>207</b>	<b>(13,8)</b>	<b>747</b>	<b>806</b>	<b>7,9</b>
EBITDA margin (adjusted for special factors)	%	8,5	7,5	9,7	8,9	7,9	(0,6p)	7,5	8,5	1,0p

## SPECIAL FACTORS

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(174)</b>	<b>(60)</b>	<b>(169)</b>	<b>(69)</b>	<b>(118)</b>	<b>32,2</b>	<b>(405)</b>	<b>(416)</b>	<b>(2,7)</b>
- of which personnel		(101)	(30)	(57)	(49)	(77)	23,8	(238)	(213)	10,5
- of which other		(73)	(30)	(112)	(20)	(41)	43,8	(167)	(203)	(21,6)
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(186)</b>	<b>(74)</b>	<b>(168)</b>	<b>(70)</b>	<b>(119)</b>	<b>36,0</b>	<b>(417)</b>	<b>(431)</b>	<b>(3,4)</b>
- of which personnel		(101)	(30)	(57)	(49)	(77)	23,8	(238)	(213)	10,5
- of which other		(85)	(44)	(111)	(21)	(42)	50,6	(179)	(218)	(21,8)

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

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

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

## GROUP HEADQUARTERS & GROUP SERVICES

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

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>775</b>	<b>691</b>	<b>761</b>	<b>635</b>	<b>792</b>	<b>2,2</b>	<b>2.835</b>	<b>2.879</b>	<b>1,6</b>
of which: Digital Business Units		265	213	234	224	299	12,8	868	970	11,8
<b>NET REVENUE</b>		<b>320</b>	<b>250</b>	<b>272</b>	<b>260</b>	<b>324</b>	<b>1,3</b>	<b>1.078</b>	<b>1.106</b>	<b>2,6</b>
<b>EBITDA</b>		<b>(320)</b>	<b>(99)</b>	<b>(111)</b>	<b>(155)</b>	<b>(290)</b>	<b>9,4</b>	<b>(715)</b>	<b>(655)</b>	<b>8,4</b>
of which: Digital Business Units		10	30	25	44	22	n.a.	137	121	(11,7)
EBITDA margin (EBITDA / total revenue)	%	(41,3)	(14,3)	(14,6)	(24,4)	(36,6)	4,7p	(25,2)	(22,8)	2,4p
Depreciation, amortization and impairment losses		(185)	(164)	(166)	(183)	(186)	(0,5)	(753)	(699)	7,2
Profit (loss) from operations = EBIT		(505)	(263)	(277)	(338)	(476)	5,7	(1.468)	(1.354)	7,8
<b>CASH CAPEX</b>		<b>113</b>	<b>77</b>	<b>94</b>	<b>97</b>	<b>143</b>	<b>26,5</b>	<b>379</b>	<b>411</b>	<b>8,4</b>
<b>CASH CONTRIBUTION</b>		<b>(433)</b>	<b>(176)</b>	<b>(205)</b>	<b>(252)</b>	<b>(433)</b>	<b>n.a.</b>	<b>(1.094)</b>	<b>(1.066)</b>	<b>2,6</b>

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

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>775</b>	<b>691</b>	<b>761</b>	<b>635</b>	<b>792</b>	<b>2,2</b>	<b>2.835</b>	<b>2.879</b>	<b>1,6</b>
of which: Digital Business Units		265	213	234	224	299	12,8	868	970	11,8
<b>NET REVENUE</b>		<b>320</b>	<b>250</b>	<b>272</b>	<b>260</b>	<b>324</b>	<b>1,3</b>	<b>1.078</b>	<b>1.106</b>	<b>2,6</b>
<b>EBITDA</b>		<b>(521)</b>	<b>(120)</b>	<b>(161)</b>	<b>(210)</b>	<b>(392)</b>	<b>24,8</b>	<b>(997)</b>	<b>(883)</b>	<b>11,4</b>
of which: Digital Business Units		8	19	19	41	15	87,5	132	94	(28,8)
EBITDA margin (EBITDA / total revenue)	%	(67,2)	(17,4)	(21,2)	(33,1)	(49,5)	17,7p	(35,2)	(30,7)	4,5p
Depreciation, amortization and impairment losses		(185)	(164)	(166)	(183)	(186)	(0,5)	(753)	(699)	7,2
Profit (loss) from operations = EBIT		(706)	(284)	(327)	(393)	(578)	18,1	(1.750)	(1.582)	9,6
<b>CASH CAPEX</b>		<b>113</b>	<b>77</b>	<b>94</b>	<b>97</b>	<b>143</b>	<b>26,5</b>	<b>379</b>	<b>411</b>	<b>8,4</b>
<b>CASH CONTRIBUTION</b>		<b>(634)</b>	<b>(197)</b>	<b>(255)</b>	<b>(307)</b>	<b>(535)</b>	<b>15,6</b>	<b>(1.376)</b>	<b>(1.294)</b>	<b>6,0</b>

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

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

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

# GROUP HEADQUARTERS & GROUP SERVICES

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

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>775</b>	<b>691</b>	<b>761</b>	<b>635</b>	<b>792</b>	<b>2,2</b>	<b>2.835</b>	<b>2.879</b>	<b>1,6</b>
Profit (loss) from operations = EBIT		(706)	(284)	(327)	(393)	(578)	18,1	(1.750)	(1.582)	9,6
- Depreciation, amortization and impairment losses		(185)	(164)	(166)	(183)	(186)	(0,5)	(753)	(699)	7,2
<b>= EBITDA</b>		<b>(521)</b>	<b>(120)</b>	<b>(161)</b>	<b>(210)</b>	<b>(392)</b>	<b>24,8</b>	<b>(997)</b>	<b>(883)</b>	<b>11,4</b>
EBITDA margin	%	(67,2)	(17,4)	(21,2)	(33,1)	(49,5)	17,7p	(35,2)	(30,7)	4,5p
- Special factors affecting EBITDA		(201)	(21)	(50)	(55)	(102)	49,3	(282)	(228)	19,1
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>(320)</b>	<b>(99)</b>	<b>(111)</b>	<b>(155)</b>	<b>(290)</b>	<b>9,4</b>	<b>(715)</b>	<b>(655)</b>	<b>8,4</b>
EBITDA margin (adjusted for special factors)	%	(41,3)	(14,3)	(14,6)	(24,4)	(36,6)	4,7p	(25,2)	(22,8)	2,4p

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

	Note	Q4 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	Change %	FY 2012 millions of €	FY 2013 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(201)</b>	<b>(21)</b>	<b>(50)</b>	<b>(55)</b>	<b>(102)</b>	<b>49,3</b>	<b>(282)</b>	<b>(228)</b>	<b>19,1</b>
- of which personnel		(95)	(22)	(53)	(53)	(98)	(3,2)	(243)	(226)	7,0
- of which other		(106)	1	3	(2)	(4)	96,2	(39)	(2)	94,9
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(201)</b>	<b>(21)</b>	<b>(50)</b>	<b>(55)</b>	<b>(102)</b>	<b>49,3</b>	<b>(282)</b>	<b>(228)</b>	<b>19,1</b>
- of which personnel		(95)	(22)	(53)	(53)	(98)	(3,2)	(243)	(226)	7,0
- of which other		(106)	1	3	(2)	(4)	96,2	(39)	(2)	94,9

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

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

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## 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.