

DEUTSCHE TELEKOM

FINANZZAHLEN Q3 2014

BACKUP



GROUP

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

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

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

2 As of May 1, 2013, including MetroPCS.

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

GROUP

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

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

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

2 As of May 1, 2013, including MetroPCS.

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

DT GROUP

EXCELLENT MARKET POSITION¹

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

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

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

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

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

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

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

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

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

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

DT CONSOLIDATED INCOME STATEMENT

ADJUSTED FOR SPECIAL FACTORS

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

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EBITDA RECONCILIATION

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

DT CONSOLIDATED INCOME STATEMENT

AS REPORTED

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

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SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

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

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

DT GROUP

DETAILS ON SPECIAL FACTORS I

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

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

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

DT GROUP

DETAILS ON SPECIAL FACTORS II

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

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

DT GROUP

CHANGE IN THE COMPOSITION OF THE GROUP IN THE THIRD QUARTER

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

DT GROUP

CHANGE IN THE COMPOSITION OF THE GROUP IN THE CURRENT YEAR

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

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS

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

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

LIABILITIES AND SHAREHOLDERS' EQUITY

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

DT GROUP

PROVISIONS FOR PENSIONS

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

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

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

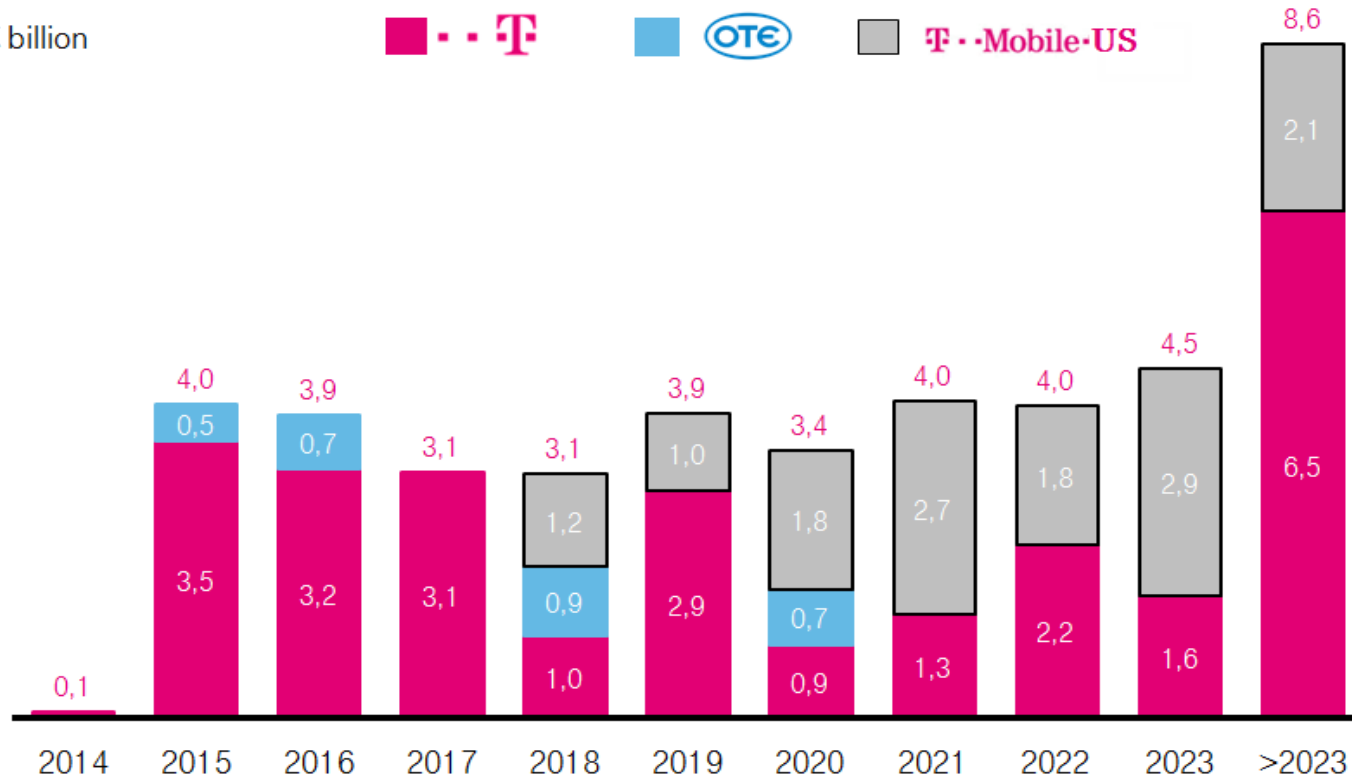
3 Actuarial losses/gains are via other comprehensive income directly billed vs. equity. Cumulative amount recorded in equity 2013: loss of 2.152 million €.

MATURITY PROFILE AS OF SEPTEMBER 30, 2014

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

€ billion

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LIQUIDITY RESERVE AS OF SEPTEMBER 30, 2014

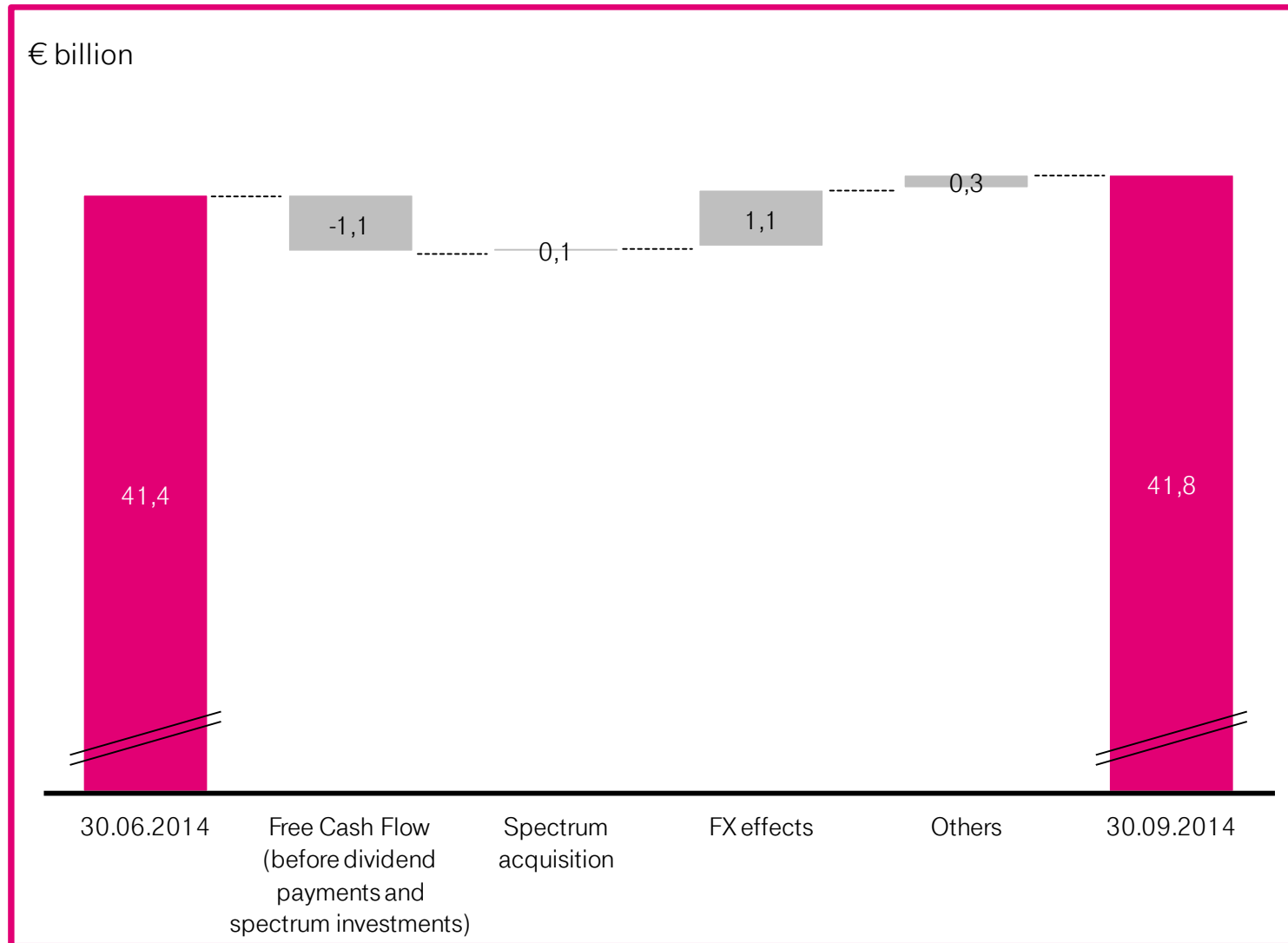
€ billion	61,9	Total line availability
	20,1	Liquidity reserve
		Unused bank lines: € 11,7 bn
		Other liquid assets: € 8,4 bn
	41,8	Net-debt
		Gross debt € 51,3 bn
		Bonds: € 43,3 bn
		Other financial liabilities: € 8,0 bn
		Liquid financial assets € 9,5 bn
		Cash & equivalents: € 7,3 bn
		Available-for-sale/held-for-trading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

DT GROUP

NET DEBT

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

NET DEBT DEVELOPMENT Q3 2014



Numbers rounded

DT GROUP

CASH CAPEX

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

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

DT GROUP

FREE CASH FLOW

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

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

DT GROUP

PERSONNEL¹

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

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

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

As of May 1, 2013, including MetroPCS.

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

EXCHANGE RATES

AVERAGE

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

END OF PERIOD

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

GERMANY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

FINANCIALS (AS REPORTED)

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

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

GERMANY

EBITDA RECONCILIATION

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

SPECIAL FACTORS

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

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

GERMANY OPERATIONALS

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

CONSUMER OPERATIONALS

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

BUSINESS CUSTOMERS OPERATIONALS

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

1 Figures do not add up.

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

GERMANY

REVENUE SPLIT - PRODUCTS

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

REVENUE SPLIT - SEGMENTS

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

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

2 Contains mainly security packages and hosting storages.

GERMANY

MOBILE COMMUNICATIONS KPIS

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

CONSUMER - KPIS

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

BUSINESS CUSTOMERS - KPIS

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

GERMANY

MAGENTA MOBIL

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

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

² up to two MultiSIM bookable.

GERMANY

MOBILE OPTIONS

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

GERMANY

CALL

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

GERMANY

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

valid for new customers

Magenta
Zuhause

S

monthly

29,95€

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

Magenta
Zuhause

M

monthly

34,95€

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

Magenta
Zuhause

L

monthly

39,95€

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



Communication



Internet



TV

FLAT
to all German
networks

FLAT

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

FLAT

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

FLAT

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



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

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

ENTERTAIN

**+ 5 € / MONTH
+ MEDIA RECEIVER**

or



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

in addition to Entertain
package:

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

**ENTERTAIN
PREMIUM**

**+10 € / MONTH
+MEDIA RECEIVER**

GERMANY

COMPLETE COMFORT & COMPLETE PREMIUM

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

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

GERMANY

DOUBLE PLAY VIA WIRELESS (CALL & SURF VIA FUNK)

DOUBLE PLAY VIA WIRELESS¹ IN €	S	M	L
Monthly Charge ²	34.95 ³	39.95 ⁴	49.95 ⁵
Data Speed (Mbit/s)	16 Mbit/s	50 Mbit/s	100 Mbit/s
Data Volume until Speed Step Down (SSD)	10 GB	15 GB	30 GB
Voice minutes	€ Cent/Minute		
fixed net national	flat		
international	from 2.9		
fixed to mobile	19.0		
Options			
Speed On	€14.95 per 10GB	€14.95 per 15GB	€14.95 per 30GB
fixed to mobile	12.9 cents/minute, minimum charge €4 per month		
mobile flat	to Telekom Mobile €14.95 per month		
CountryFlat 1	€3.95 per month		
CountryFlat 2	€14.95 per month		
Mail & Cloud M	€4.95 per month		
Security Package M	€3.95 per month		

1 Standard-PSTN; Universal-PSTN + €4

2 without terminal equipment. Monthly rent for Router €4.95

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

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

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

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

GERMANY

SINGLE PLAY

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

1 Standard-PSTN; Universal-PSTN + €8

2 Universal-PSTN up to 240 Min included

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

All prices in € including VAT.

GERMANY

DOUBLE PLAY

DOUBLE PLAY IN €	CALL & SURF BASIC ¹ (4.1)	CALL & SURF COMFORT ¹	CALL & SURF COMFORT SPEED ⁵	CALL & SURF COMFORT PLUS ¹
	29.95	34.95 ⁶	39.95 ^{2,6}	44.95 ^{4,6}
	Bandwidth DSL 2 Mbit/s, flat rate Internet usage. ³	Bandwidth DSL 16 Mbit/s, flat Internet and flat voice.	Bandwidth VDSL 50 Mbit/s ⁶ , flat Internet and flat voice.	Bandwidth DSL 16 Mbit/s, flat Internet and flat voice, Security pack, Hotspot flat, e-Mail-Paket.
CITY, DLD	€ CENT/MINUTE			
Off peak	2.9		flat	
Peak	2.9		flat	
international			from 2.9	
fixed to mobile		19.0		12.9
CALLING PLANS				
CountryFlat 1			€3.94 per month	
CountryFlat 2			€14.95 per month	
fixed to mobile		12.9 cents/minute, minimum charge €4 per month		included
fixed to T-Mobile flatrate			€14.95 per month	
fixed to mobile flatrate			€19.95 per month ⁵	
Set-up			One off charge PSTN / IP €69.95	

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

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

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

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

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

5 Only available for IP-Product.

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

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

GERMANY

TRIPLE PLAY

TRIPLE PLAY IN €	ENTERTAIN COMFORT ¹	ENTERTAIN PREMIUM ¹	ENTERTAIN SAT ^{1,4}	ENTERTAIN COMFORT SAT ^{1,4}
	39.95 ³	44.95 ^{3,5}	39.95 ⁵	39.95 ^{3,5}
	Bandwidth DSL 16 Mbit/s plus ^{2,3} flat internet and flat voice, video on demand, IPTV basic package.	Bandwidth DSL 16 Mbit/s plus ^{2,3} flat Internet and flat voice, video on demand, IPTV premium package.	Bandwidth DSL min. 3 Mbit/s, flat Internet and flat voice, video on demand, IPTV basic package. No Pay TV possible.	Bandwidth DSL 16 Mbit/s plus flat internet and flat voice, video on demand, IPTV basic package.
	€ CENT/MINUTE			
international calls	from 2.9			
fixed to mobile calls	19.0			
CALLING PLANS				
CountryFlat 1	€3.94 per month			
CountryFlat 2	€14.95 per month			
fixed to mobile	12.9 cents/minute, minimum charge € 4 per month			
fixed to T-Mobile flatrate	€14.95 per month			
fixed to mobile flatrate	€19.95 per month ¹			
Set-up	One off charge PSTN / IP €69.95			

1 Available for / as IP-Product only

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

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

4 Digital SAT-Environment is necessary

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

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

FIXED NETWORK

OVERVIEW DOM. INTERCONNECTION TARIFFS (EXCL. VAT)

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

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

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

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

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

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

6 valid to Jun. 30, 2014.

7 valid to Sep. 30, 2016.

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

9 No price changes since Jul. 01, 2011.

10 Monthly fee for VDSL Vectoring (over 50 to 100

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

UNITED STATES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

FINANCIALS (AS REPORTED)

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

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

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

UNITED STATES

EBITDA RECONCILIATION

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

SPECIAL FACTORS

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

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

UNITED STATES OPERATIONAL

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

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

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

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

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

UNITED STATES

OPERATIONAL IN US-\$

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

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

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

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

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

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

UNITED STATES

T-MOBILE USA

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

PRICING⁸

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

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

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

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

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

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

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

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

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

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

UNITED STATES

T-MOBILE USA

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

INCLUDED FEATURES PER LINE

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

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

PRICING⁷

\$80.00 for first 2 lines

\$10.00 per line

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

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

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

PRICING⁷

\$10.00 (more per line per 2 GB)

\$30.00 (more per line)

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

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

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

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

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

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

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

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

UNITED STATES

T-MOBILE USA

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

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

PRICING¹²

\$50.00
\$60.00
\$70.00
\$80.00

1 No annual contract required.

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

3 Web plans include overage-free data with nationwide Web and e-mail access. Full speed, 4G LTE data available up to monthly allotment, then slowed to 2G speeds for balance of service period. All unlimited data plans are unlimited while on T-Mobile's network.

4 Features available for until 30th day.

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

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

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

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

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

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

TALK/TEXT¹²

\$15.00
\$10.00
\$7.00

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

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

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

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

UNITED STATES

T-MOBILE USA

MATCH PHONE DATA MOBILE INTERNET PLAN	PRICING ¹	HOTSPOT ACCESS ³
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Unlimited, Overage-Free Mobile Internet 1GB, 3GB or 5GB	\$10	Included
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1 Prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$10 SIM starter kit and deposit may be required.

2 GSM voice line is required for this plan

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

PAY IN ADVANCE - (SINGLE USE) DATA PASSES ^{1,2,3}	PRICING ¹	HOTSPOT ACCESS
Unlimited, Overage-Free 500 MB data (use for 1 day)	\$5.00	Not Included
Unlimited, Overage-Free 1 GB data (use for 7 days)	\$10.00	Not Included
Unlimited, Overage-Free 3 GB data (use for 30 days)	\$30.00	Not Included
Unlimited, Overage-Free 5 GB data (use for 30 days)	\$40.00	Not Included
Unlimited, Overage-Free 7 GB data (use for 30 days)	\$50.00	Not Included

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

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

3 Domestic only. No roaming.

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

EUROPE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

FINANCIALS (AS REPORTED)

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

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

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

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

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

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

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

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

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

EUROPE

EBITDA RECONCILIATION

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

SPECIAL FACTORS

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

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

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

EUROPE

CUSTOMER SUMMARY

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

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

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

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

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

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

GREECE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

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

GREECE

OPERATIONALS

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

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

ROMANIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

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

ROMANIA

OPERATIONALS

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

HUNGARY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

1 Fixed Network include Total revenue of HU GHS.

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

HUNGARY

OPERATIONALS

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

POLAND

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

OPERATIONALS

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

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

CZECH REPUBLIC

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

OPERATIONALS

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

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

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

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

Comparative figures have been adjusted retrospectively.

NETHERLANDS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

OPERATIONALS

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

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

2 DVB-T only.

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

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

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

CROATIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

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

CROATIA

OPERATIONALS

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

SLOVAKIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

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

SLOVAKIA

OPERATIONALS

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

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

AUSTRIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

OPERATIONALS

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

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

BULGARIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

OPERATIONALS

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

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

SYSTEMS SOLUTIONS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)¹

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

FINANCIALS (AS REPORTED)¹

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

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

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

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

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

SYSTEMS SOLUTIONS

EBITDA RECONCILIATION¹

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

SPECIAL FACTORS

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

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

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

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

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

GROUP HEADQUARTERS & GROUP SERVICES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)¹

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

FINANCIALS (AS REPORTED)¹

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

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

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

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

GROUP HEADQUARTERS & GROUP SERVICES

EBITDA RECONCILIATION¹

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

SPECIAL FACTORS¹

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

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

EE LIMITED (JOINT VENTURE DEUTSCHE TELEKOM - FRANCE TELECOM)

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

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

OPERATIONAL¹

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

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

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

3 ARPU %-changes based on exact numbers.

GLOSSARY AND DISCLAIMER

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

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