

SIND WIR IM
MORGEN
SOWIE
WAS KON

DEUTSCHE TELEKOM

BACKUP Q3 2016

GESCHÄFTSZAHLEN



ERLEBEN, WAS VERBINDET.

GROUP AT A GLANCE¹

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
GROUP		17.099	17.859	69.228	17.630	17.817	18.105	5,9	51.369	53.552	4,2
Germany		5.593	5.659	22.421	5.452	5.406	5.551	(0,8)	16.762	16.409	(2,1)
United States		7.059	7.518	28.925	7.816	8.196	8.281	17,3	21.407	24.293	13,5
Europe		3.261	3.397	13.024	3.080	3.106	3.223	(1,2)	9.627	9.409	(2,3)
Systems Solutions		2.031	2.163	8.194	2.045	2.009	1.875	(7,7)	6.031	5.929	(1,7)
Group Headquarters & Group Services		555	571	2.275	513	542	559	0,7	1.704	1.614	(5,3)
Reconciliation		(1.400)	(1.449)	(5.611)	(1.276)	(1.442)	(1.384)	1,1	(4.162)	(4.102)	1,4
NET REVENUE											
Germany		5.248	5.321	21.069	5.136	5.076	5.208	(0,8)	15.748	15.420	(2,1)
United States		7.059	7.518	28.924	7.816	8.195	8.282	17,3	21.406	24.293	13,5
Europe		3.200	3.334	12.782	3.018	3.020	3.140	(1,9)	9.448	9.178	(2,9)
Systems Solutions		1.452	1.520	5.827	1.545	1.402	1.349	(7,1)	4.307	4.296	(0,3)
Group Headquarters & Group Services		140	166	626	115	124	126	(10,0)	460	365	(20,7)
GROUP		17.099	17.859	69.228	17.630	17.817	18.105	5,9	51.369	53.552	4,2
EBITDA (ADJUSTED FOR SPECIAL FACTORS)											
Germany		2.269	2.086	8.790	2.180	2.225	2.250	(0,8)	6.704	6.655	(0,7)
United States		1.702	2.075	6.654	1.908	2.172	2.156	26,7	4.579	6.236	36,2
Europe		1.157	1.075	4.329	986	1.038	1.100	(4,9)	3.254	3.124	(4,0)
Systems Solutions		176	216	740	206	175	141	(19,9)	524	522	(0,4)
Group Headquarters & Group Services		(133)	(321)	(552)	(117)	(108)	(110)	17,3	(231)	(335)	(45,0)
Reconciliation		(6)	12	(53)	0	(45)	(2)	66,7	(65)	(47)	27,7
GROUP		5.165	5.143	19.908	5.163	5.457	5.535	7,2	14.765	16.155	9,4
Proportional EBITDA		4.236	4.088	16.317	4.173	4.384	4.425	4,5	12.229	12.983	6,2

¹ Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

GROUP

AT A GLANCE II¹

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
EBITDA MARGIN (ADJUSTED FOR SPECIAL FACTORS) (EBITDA / TOTAL)											
Germany		40,8	36,9	39,2	40,0	41,1	40,5	(0,3p)	40,1	40,5	0,4p
United States		24,1	27,6	23,0	24,4	26,5	26,0	1,9p	21,4	25,7	4,3p
Europe		35,5	31,6	33,2	32,0	33,4	34,1	(1,4p)	33,8	33,2	(0,6p)
Systems Solutions		8,7	10,0	9,0	10,1	8,7	7,5	(1,2p)	8,7	8,8	0,1p
Group Headquarters & Group Services		(24,0)	(56,2)	(24,3)	(22,8)	(19,9)	(19,7)	4,3p	(13,6)	(20,8)	(7,2p)
GROUP		30,2	28,8	28,8	29,3	30,6	30,6	0,4p	28,7	30,2	1,5p
CASH CAPEX											
Germany		1.073	965	5.609	908	909	1.083	0,9	4.644	2.900	(37,6)
United States		1.103	1.319	6.381	1.756	1.251	1.671	51,5	5.062	4.678	(7,6)
Europe		403	463	1.667	1.009	391	907	n.a.	1.204	2.307	91,6
Systems Solutions		282	345	1.151	237	260	241	(14,5)	806	738	(8,4)
Group Headquarters & Group Services		69	112	342	60	51	64	(7,2)	230	175	(23,9)
Reconciliation		(117)	(163)	(537)	(74)	(159)	(81)	30,8	(374)	(314)	16,0
GROUP		2.813	3.041	14.613	3.896	2.703	3.885	38,1	11.572	10.484	(9,4)
- thereof spectrum investment		115	26	3.795	1.065	39	1.146	n.a.	3.769	2.250	(40,3)
NET PROFIT (LOSS)											
adjusted for special factors		1.040	959	4.113	1.047	1.054	1.040	0,0	3.154	3.141	(0,4)
as reported		809	946	3.254	3.125	621	1.053	30,2	2.308	4.799	n.a.
FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM INVESTMENT)											
Proportional free cash flow		1.308	998	4.546	822	1.320	1.904	45,6	3.548	4.046	14,0
		1.092	442	3.631	837	1.104	1.607	47,2	3.189	3.548	11,3
NET DEBT											
		47.868	47.570	47.570	47.603	48.692	48.484	1,3	47.868	48.484	1,3

¹ Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

DT GROUP

EXCELLENT MARKET POSITION¹

	Note	Q3	Q4	Q1	Q2	Q3	Change compared to		Change compared to	
		2015	2015	2016	2016	2016	prior quarter		prior year	
		('000)	('000)	('000)	('000)	('000)	abs.	%	abs.	%
BROADBAND RETAIL LINES (END OF PERIOD)	2,3	17.718	17.833	17.960	18.077	18.187	110	0,6	469	2,6
Germany		12.596	12.644	12.706	12.770	12.835	65	0,5	239	1,9
Europe		5.122	5.189	5.254	5.307	5.352	45	0,8	230	4,5
Greece		1.457	1.505	1.541	1.573	1.603	30	1,9	146	10,0
Romania		1.181	1.186	1.204	1.204	1.198	(6)	(0,5)	17	1,4
Hungary		975	988	996	1.003	1.014	11	1,1	39	4,0
Poland		8	10	10	10	10	0	n.a.	2	25,0
Czech Republic		136	132	131	131	130	(1)	(0,8)	(6)	(4,4)
Croatia		638	636	634	639	642	3	0,5	4	0,6
Slovakia		465	473	481	489	496	7	1,4	31	6,7
other		262	258	256	258	258	0	n.a.	(4)	(1,5)
FIXED NETWORK LINES (END OF PERIOD)	3,4	29.152	28.990	28.780	28.610	28.472	(138)	(0,5)	(680)	(2,3)
Germany		20.354	20.227	20.093	19.971	19.873	(98)	(0,5)	(481)	(2,4)
Europe		8.798	8.763	8.687	8.639	8.599	(40)	(0,5)	(199)	(2,3)
Greece		2.577	2.586	2.583	2.576	2.569	(7)	(0,3)	(8)	(0,3)
Romania		2.117	2.091	2.055	2.029	1.998	(31)	(1,5)	(119)	(5,6)
Hungary		1.677	1.674	1.659	1.655	1.650	(5)	(0,3)	(27)	(1,6)
Poland		17	18	18	18	20	2	11,1	3	17,6
Czech Republic		147	154	141	140	147	7	5,0	0	n.a.
Croatia		1.020	1.004	1.012	1.009	1.004	(5)	(0,5)	(16)	(1,6)
Slovakia		858	855	851	848	847	(1)	(0,1)	(11)	(1,3)
other		385	381	367	365	364	(1)	(0,3)	(21)	(5,5)
MOBILE SUBSCRIBERS (END OF PERIOD)	3	157.358	156.392	158.354	160.735	163.026	2.291	1,4	5.668	3,6
Germany		39.892	40.373	40.643	41.138	41.461	323	0,8	1.569	3,9
United States		61.220	63.282	65.503	67.384	69.354	1.970	2,9	8.134	13,3
Europe		56.246	52.737	52.208	52.213	52.211	(2)	(0,0)	(4.035)	(7,2)
Greece		7.428	7.399	7.477	7.610	7.666	56	0,7	238	3,2
Romania		5.905	5.992	5.934	5.909	5.869	(40)	(0,7)	(36)	(0,6)
Hungary		5.482	5.504	5.372	5.344	5.301	(43)	(0,8)	(181)	(3,3)
Poland		15.696	12.056	11.821	11.635	11.221	(414)	(3,6)	(4.475)	(28,5)
Czech Republic		5.981	6.019	6.024	6.008	6.002	(6)	(0,1)	21	0,4
Croatia		2.323	2.233	2.206	2.246	2.332	86	3,8	9	0,4
Netherlands		3.686	3.677	3.668	3.671	3.703	32	0,9	17	0,5
Slovakia		2.204	2.235	2.231	2.227	2.226	(1)	(0,0)	22	1,0
Austria		3.962	4.323	4.221	4.275	4.365	90	2,1	403	10,2
other		3.579	3.299	3.255	3.287	3.525	238	7,2	(54)	(1,5)

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 Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

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

DT CONSOLIDATED INCOME STATEMENT ADJUSTED FOR SPECIAL FACTORS

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
NET REVENUE		17.075	17.860	69.241	17.630	17.827	18.105	6,0	51.381	53.562	4,2
Other operating income		233	459	1.390	268	203	282	21,0	931	753	(19,1)
Changes in inventories		1	(20)	(11)	12	(6)	1	n.a.	9	7	(22,2)
Own capitalized costs		515	561	2.036	481	518	531	3,1	1.475	1.530	3,7
Goods and services purchased		(8.279)	(9.206)	(35.010)	(8.587)	(8.683)	(8.933)	(7,9)	(25.804)	(26.203)	(1,5)
Personnel costs		(3.609)	(3.642)	(14.647)	(3.813)	(3.702)	(3.578)	0,9	(11.005)	(11.093)	(0,8)
Other operating expenses		(771)	(869)	(3.091)	(828)	(700)	(873)	(13,2)	(2.222)	(2.401)	(8,1)
Depreciation, amortization, and impairment losses		(2.775)	(3.097)	(11.235)	(3.142)	(3.151)	(3.163)	(14,0)	(8.138)	(9.456)	(16,2)
PROFIT (LOSS) FROM OPERATIONS (EBIT)		2.390	2.046	8.673	2.021	2.306	2.372	(0,8)	6.627	6.699	1,1
EBIT margin (EBIT / net revenue)	%	14,0	11,5	12,5	11,5	12,9	13,1	(0,9p)	12,9	12,5	(0,4p)
Profit (loss) from financial activities		(656)	(387)	(2.233)	(215)	(746)	(531)	19,1	(1.846)	(1.492)	19,2
of which: finance costs		(580)	(608)	(2.367)	(634)	(653)	(647)	(11,6)	(1.759)	(1.934)	(9,9)
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)		1.734	1.659	6.440	1.806	1.560	1.841	6,2	4.781	5.207	8,9
Income taxes		(572)	(545)	(1.927)	(582)	(424)	(639)	(11,7)	(1.382)	(1.645)	(19,0)
PROFIT (LOSS)		1.162	1.114	4.513	1.224	1.136	1.202	3,4	3.399	3.562	4,8
Profit (loss) attributable to non-controlling interests		122	155	400	177	82	162	32,8	245	421	71,8
NET PROFIT (LOSS)		1.040	959	4.113	1.047	1.054	1.040	0,0	3.154	3.141	(0,4)

GROUP

EBITDA RECONCILIATION

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
NET REVENUE		17.099	17.859	69.228	17.630	17.817	18.105	5,9	51.369	53.552	4,2
NET PROFIT (LOSS)		809	946	3.254	3.125	621	1.053	30,2	2.308	4.799	n.a.
+ Profit (loss) attributable to non-controlling interests		59	140	248	252	65	169	n.a.	108	486	n.a.
= Profit (loss)		868	1.086	3.502	3.377	686	1.222	40,8	2.416	5.285	n.a.
- Income taxes		(260)	(499)	(1.276)	(934)	(114)	(394)	(51,5)	(777)	(1.442)	(85,6)
= Profit (loss) before income taxes = EBT		1.128	1.585	4.778	4.311	800	1.616	43,3	3.193	6.727	n.a.
- Profit (loss) from financial activities		(657)	(386)	(2.250)	(214)	(746)	(540)	17,8	(1.864)	(1.500)	19,5
PROFIT (LOSS) FROM OPERATIONS (EBIT)		1.785	1.971	7.028	4.525	1.546	2.156	20,8	5.057	8.227	62,7
- Depreciation, amortization and impairment losses		(2.796)	(3.142)	(11.360)	(3.142)	(3.151)	(3.178)	(13,7)	(8.218)	(9.471)	(15,2)
= EBITDA		4.581	5.113	18.388	7.667	4.697	5.334	16,4	13.275	17.698	33,3
EBITDA margin (EBITDA/net revenue)	%	26,8	28,6	26,6	43,5	26,4	29,5	2,7p	25,8	33,0	7,2p
- Special factors affecting EBITDA		(584)	(30)	(1.520)	2.504	(760)	(201)	65,6	(1.490)	1.543	n.a.
= EBITDA ADJUSTED FOR SPECIAL FACTORS		5.165	5.143	19.908	5.163	5.457	5.535	7,2	14.765	16.155	9,4
EBITDA margin (adjusted for special factors) (EBITDA / net revenue)	%	30,2	28,8	28,8	29,3	30,6	30,6	0,4p	28,7	30,2	1,5p

DT CONSOLIDATED INCOME STATEMENT AS REPORTED

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
NET REVENUE		17.099	17.859	69.228	17.630	17.817	18.105	5,9	51.369	53.552	4,2
Other operating income		233	1.041	2.008	3.179	258	386	65,7	967	3.823	n.a.
Changes in inventories		1	(20)	(11)	12	(6)	1	0,0	9	7	(22,2)
Own capitalized costs		515	561	2.041	480	518	532	3,3	1.480	1.530	3,4
Goods and services purchased		(8.624)	(9.306)	(35.706)	(8.663)	(8.764)	(8.975)	(4,1)	(26.400)	(26.402)	(0,0)
Personnel costs		(3.857)	(4.065)	(15.856)	(4.062)	(4.365)	(3.836)	0,5	(11.791)	(12.263)	(4,0)
Other operating expenses		(786)	(957)	(3.316)	(909)	(761)	(879)	(11,8)	(2.359)	(2.549)	(8,1)
Depreciation, amortization, and impairment losses		(2.796)	(3.142)	(11.360)	(3.142)	(3.151)	(3.178)	(13,7)	(8.218)	(9.471)	(15,2)
PROFIT (LOSS) FROM OPERATIONS (EBIT)		1.785	1.971	7.028	4.525	1.546	2.156	20,8	5.057	8.227	62,7
EBIT margin (EBIT / net revenue)	%	10,4	11,0	10,2	25,7	8,7	11,9	1,5p	9,8	15,4	5,6p
Profit (loss) from financial activities		(657)	(386)	(2.250)	(214)	(746)	(540)	17,8	(1.864)	(1.500)	19,5
of which: finance costs		(579)	(607)	(2.363)	(633)	(652)	(646)	(11,6)	(1.756)	(1.931)	(10,0)
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)		1.128	1.585	4.778	4.311	800	1.616	43,3	3.193	6.727	n.a.
Income taxes		(260)	(499)	(1.276)	(934)	(114)	(394)	(51,5)	(777)	(1.442)	(85,6)
PROFIT (LOSS)		868	1.086	3.502	3.377	686	1.222	40,8	2.416	5.285	n.a.
Profit (loss) attributable to non-controlling interests		59	140	248	252	65	169	0,0	108	486	n.a.
NET PROFIT (LOSS)		809	946	3.254	3.125	621	1.053	30,2	2.308	4.799	n.a.

GROUP

SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €
NET REVENUE		24	(1)	(13)	0	(10)	0	(12)	(10)
Other operating income	1	0	582	618	2.911	55	104	36	3.070
Changes in inventories		0	0	0	0	0	0	0	0
Own capitalized costs		0	0	5	(1)	0	1	5	0
Goods and services purchased		(345)	(100)	(696)	(76)	(81)	(42)	(596)	(199)
Personnel costs		(248)	(423)	(1.209)	(249)	(663)	(258)	(786)	(1.170)
Other operating expenses		(15)	(88)	(225)	(81)	(61)	(6)	(137)	(148)
Depreciation, amortization, and impairment losses		(21)	(45)	(125)	0	0	(15)	(80)	(15)
PROFIT (LOSS) FROM OPERATIONS (EBIT)	1	(605)	(75)	(1.645)	2.504	(760)	(216)	(1.570)	1.528
Profit (loss) from financial activities		(1)	1	(17)	1	0	(9)	(18)	(8)
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)	1	(606)	(74)	(1.662)	2.505	(760)	(225)	(1.588)	1.520
Income taxes		312	46	651	(352)	310	245	605	203
PROFIT (LOSS)		(294)	(28)	(1.011)	2.153	(450)	20	(983)	1.723
Profit (loss) attributable to non-controlling interests		(63)	(15)	(152)	75	(17)	7	(137)	65
NET PROFIT (LOSS)		(231)	(13)	(859)	2.078	(433)	13	(846)	1.658

1 2015: Income from the sale of the online platform t-online and the digital marketing company InteractiveMedia and income from the sale of part of the share package in Scout24 AG Q1/2016: sale of stake in the EE joint venture.

GROUP

DETAILS ON SPECIAL FACTORS I

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
EFFECT ON OPERATING EXPENSES		(608)	(611)	(2.125)	(407)	(805)	(305)	49,8	(1.514)	(1.517)	(0,2)
of which: expenses / income for early retirement (civil servants)		(93)	(228)	(414)	(138)	(564)	(125)	(34,4)	(186)	(827)	n.a.
of which: expenses for severance payments		(99)	(96)	(506)	(59)	(57)	(83)	16,2	(410)	(199)	51,5
of which: expenses / income for partial retirement		(43)	(59)	(183)	(48)	(43)	(47)	(9,3)	(124)	(138)	(11,3)
of which: expenses for other personnel restructuring charges		(8)	(41)	(101)	(3)	1	(3)	62,5	(60)	(5)	91,7
of which: Vivento transfer payments		(5)	3	(4)	(1)	0	0	n.a.	(7)	(1)	85,7
of which: restructuring charges		(121)	(91)	(433)	(34)	(29)	(9)	92,6	(342)	(72)	78,9
of which: expenses due to de-consolidations and other asset sales		(236)	(17)	(360)	(79)	(66)	4	n.a.	(343)	(141)	58,9
of which: others		(3)	(82)	(124)	(45)	(47)	(42)	n.a.	(42)	(134)	n.a.
EFFECT ON OTHER OPERATING INCOME		0	582	618	2.911	55	104	n.a.	36	3.070	n.a.
of which: income due to asset sales		0	582	618	2.911	54	104	n.a.	36	3.069	n.a.
of which: others		0	0	0	0	1	0	n.a.	0	1	n.a.
EFFECT ON REVENUE		24	(1)	(13)	0	(10)	0	n.a.	(12)	(10)	16,7
EFFECT ON EBITDA	1	(584)	(30)	(1.520)	2.504	(760)	(201)	65,6	(1.490)	1.543	n.a.
DEPRECIATION, AMORTIZATION AND IMPAIRMENT		(21)	(45)	(125)	0	0	(15)	28,6	(80)	(15)	81,3
of which: restructuring charges		(1)	1	(3)	0	0	0	n.a.	(4)	0	n.a.
of which: expenses due to consolidations and other asset sales		0	0	0	0	0	0	n.a.	0	0	n.a.
of which: others		(20)	(46)	(122)	0	0	1	n.a.	(76)	1	n.a.
EFFECT ON PROFIT FROM OPERATIONS = EBIT	1	(605)	(75)	(1.645)	2.504	(760)	(216)	64,3	(1.570)	1.528	n.a.

1 2015: Income from the sale of the online platform t-online and the digital marketing company InteractiveMedia and income from the sale of part of the share package in Scout24 AG Q1/2016: sale of stake in the EE joint venture.

Group

DETAILS ON SPECIAL FACTORS II

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES		(1)	1	(17)	1	0	(9)	n.a.	(18)	(8)	55,6
EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES		(606)	(74)	(1.662)	2.505	(760)	(225)	62,9	(1.588)	1.520	n.a.
EFFECT ON TAXES		312	46	651	(352)	310	245	(21,5)	605	203	(66,4)
Tax effect of special factors within EBIT		122	130	446	16	316	84	(31,1)	316	416	31,6
Tax effect of special factors on profit (loss) from financial activities		190	(84)	205	(368)	(6)	161	(15,3)	289	(213)	n.a.
Other tax effects		0	0	0	0	0	0	-	0	0	-
EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON- CONTROLLING INTERESTS		(63)	(15)	(152)	75	(17)	7	n.a.	(137)	65	n.a.
EFFECT ON NET PROFIT (LOSS)	1	(231)	(13)	(859)	2.078	(433)	13	n.a.	(846)	1.658	n.a.

1 2015: Income from the sale of the online platform t-online and the digital marketing company InteractiveMedia and income from the sale of part of the share package in Scout24 AG. Q1/2016: sale of stake in the EE joint venture.

CHANGE IN THE COMPOSITION OF THE GROUP IN THE CURRENT YEAR^{1,2}

	REPORTED NUMBERS	PLUS ACQUISITION EFFECTS						MINUS DECONSOLIDATION EFFECTS						TOTAL EFFECT	PRO FORMA	REPORTED NUMBERS	ORGANIC CHANGE				
		Q1 - Q3 2015	Total	Germany	United	Europe	Systems	GHS	Total	Germany	United	Europe	Systems					GHS	Q1 - Q3 2015	Q1 - Q3 2016	Change
		Note	millions of €	millions of €	States millions of €	millions of €	Solutions millions of €	millions of €	millions of €	millions of €	States millions of €	millions of €	Solutions millions of €					millions of €	millions of €	millions of €	millions of €
NET REVENUE	51.369	0	0	0	0	0	0	192	0	0	119	0	73	(192)	51.177	53.552	4,6				
PROFIT (LOSS) FROM OPERATIONS = EBIT	5.057	0	0	0	0	0	0	11	0	0	2	0	9	(11)	5.046	8.227	63,0				
Profit (loss) from financial activities	(1.864)	0	0	0	0	0	0	0	0	0	0	0	0	0	(1.864)	(1.500)	19,5				
of which finance costs	(1.756)	0	0	0	0	0	0	0	0	0	0	0	0	0	(1.756)	(1.931)	(10,0)				
PROFIT (LOSS) BEFORE INCOME TAXES = EBT	3.193	0	0	0	0	0	0	11	0	0	2	0	9	(11)	3.182	6.727	n.a.				
Income taxes	(777)	0	0	0	0	0	0	0	0	0	0	0	0	0	(777)	(1.442)	(85,6)				
PROFIT (LOSS)	2.416	0	0	0	0	0	0	11	0	0	2	0	9	(11)	2.405	5.285	n.a.				

1 Since 2015, the prior-year figure has been adjusted to ensure comparability.

2 The prior-year comparative is increased to account for any new acquisitions.

CHANGE IN THE COMPOSITION OF THE GROUP IN THE THIRD QUARTER^{1,2}

	REPORTED NUMBERS	PLUS ACQUISITION EFFECTS						MINUS DECONSOLIDATION EFFECTS						TOTAL EFFECT	PRO FORMA	REPORTED NUMBERS	ORGANIC CHANGE
		Q3 2015 millions of	Total millions of €	Germany millions of €	United States millions of €	Europe millions of €	Systems Solutions millions of €	GHS millions of €	Total millions of €	Germany millions of €	United States millions of €	Europe millions of €	Systems Solutions millions of €				
NET REVENUE	17,099	0	0	0	0	0	0	53	0	0	31	0	22	(53)	17,046	18,105	6.2
PROFIT (LOSS) FROM OPERATIONS = EBIT	1,785	0	0	0	0	0	0	(4)	0	0	(1)	0	(3)	4	1,789	2,156	20.5
Profit (loss) from financial activities	(657)	0	0	0	0	0	0	0	0	0	0	0	0	0	(657)	(540)	17.8
of which finance costs	(579)	0	0	0	0	0	0	0	0	0	0	0	0	0	(579)	(646)	(11.6)
PROFIT (LOSS) BEFORE INCOME TAXES = EBT	1,128	0	0	0	0	0	0	(4)	0	0	(1)	0	(3)	4	1,132	1,616	42.8
Income taxes	(260)	0	0	0	0	0	0	0	0	0	0	0	0	0	(260)	(394)	(51.5)
PROFIT (LOSS)	868	0	0	0	0	0	0	(4)	0	0	(1)	0	(3)	4	872	1,222	40.1

1 Since 2015, the prior-year figure has been adjusted to ensure comparability.

2 The prior-year comparative is increased to account for any new acquisitions.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS

	Note	Sep. 30 2015 millions of €	Dec. 31 2015 millions of €	Mar. 31 2016 millions of €	Jun. 30 2016 millions of €	Sep. 30 2016 millions of €	Change compared to prior quarter %	Change compared to prior year %
CURRENT ASSETS		27.747	32.184	25.453	24.518	23.891	(2,6)	(13,9)
Cash and cash equivalents		4.510	6.897	7.332	7.207	7.527	4,4	66,9
Trade and other receivables		10.289	9.238	8.894	8.825	8.607	(2,5)	(16,3)
Current recoverable income taxes		117	129	136	159	105	(34,0)	(10,3)
Other financial assets		2.386	5.805	4.829	4.172	4.194	0,5	75,8
Inventories		1.775	1.847	1.998	1.890	1.599	(15,4)	(9,9)
Current and non-current assets and disposal groups held for sale		7.209	6.922	409	463	250	(46,0)	(96,5)
Other assets		1.461	1.346	1.855	1.802	1.609	(10,8)	10,1
NON-CURRENT ASSETS		107.482	111.736	118.152	118.948	119.226	0,2	10,9
Intangible assets		56.049	57.025	57.384	58.269	58.951	1,2	5,2
Property, plant and equipment		42.173	44.637	44.442	44.901	45.148	0,6	7,1
Investments accounted for using the equity method		424	822	811	782	782	0,0	84,4
Other financial assets		3.097	3.530	9.877	9.218	8.583	(6,9)	n.a.
Deferred tax assets		5.315	5.248	5.119	5.208	5.136	(1,4)	(3,4)
Other assets		424	474	519	570	626	9,8	47,6
TOTAL ASSETS		135.229	143.920	143.605	143.466	143.117	(0,2)	5,8

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

LIABILITIES AND SHAREHOLDERS' EQUITY

		Sep. 30	Dec. 31	Mar. 31	Jun. 30	Sep. 30	Change	Change
		2015	2015	2016	2016	2016	compared to	compared to
	Note	millions of €	millions of €	millions of €	millions of €	millions of €	prior quarter	prior year
							%	%
LIABILITIES		98.721	105.770	105.161	106.498	105.496	(0,9)	6,9
CURRENT LIABILITIES		31.734	33.548	32.211	30.286	26.010	(14,1)	(18,0)
Financial liabilities		13.685	14.439	13.876	12.570	8.959	(28,7)	(34,5)
Trade and other payables		9.846	11.090	9.867	9.442	8.893	(5,8)	(9,7)
Income tax liabilities		230	197	260	203	247	21,7	7,4
Other provisions		3.180	3.367	3.227	2.852	2.850	(0,1)	(10,4)
Liabilities directly associated with non-current assets and disposal groups held for sale		42	4	0	90	99	10,0	n.a.
Other liabilities		4.751	4.451	4.981	5.129	4.962	(3,3)	4,4
NON-CURRENT LIABILITIES		66.987	72.222	72.950	76.212	79.486	4,3	18,7
Financial liabilities		43.402	47.941	48.185	50.361	53.349	5,9	22,9
Provisions for pensions and other employee benefits		8.281	8.028	8.369	8.818	9.091	3,1	9,8
Other provisions		2.518	2.978	3.027	3.155	3.189	1,1	26,6
Deferred tax liabilities		8.787	9.205	9.342	9.529	9.514	(0,2)	8,3
Other liabilities		3.999	4.070	4.027	4.349	4.343	(0,1)	8,6
SHAREHOLDERS' EQUITY		36.508	38.150	38.444	36.968	37.621	1,8	3,0
Issued capital		11.793	11.793	11.793	11.973	11.973	0,0	1,5
Capital reserves		52.408	52.412	52.399	53.288	53.348	0,1	1,8
Retained earnings incl. carryforwards		(38.986)	(38.969)	(36.187)	(39.007)	(39.174)	(0,4)	(0,5)
Total other comprehensive income		(506)	(178)	(1.470)	(1.958)	(2.459)	0,0	0,0
Total other comprehensive income directly associated with non-current assets and disposable groups held for sale		1.109	1.139	0	0	0	0,0	n.a.
Net profit (loss)		2.308	3.254	3.125	3.746	4.799	28,1	n.a.
Treasury shares		(53)	(51)	(51)	(50)	(50)	0,0	5,7
Non-controlling interests		8.435	8.750	8.835	8.976	9.184	2,3	8,9
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY		135.229	143.920	143.605	143.466	143.117	(0,2)	5,8

DT GROUP

PROVISIONS FOR PENSIONS

		2015 millions of €	2014 millions of €	2013 millions of €	2012 millions of €	2011 millions of €
FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET						
Present value of obligation (DBO)	1	10.753	10.940	8.965	8.973	6.966
Plan assets		(2.744)	(2.498)	(1.973)	(1.680)	(860)
Others		19	23	14	19	18
Provision in balance sheet		8.028	8.465	7.006	7.312	6.124
PENSION COSTS INCLUDED IN P&L (INCLUDED EXPECTED RETURN ON PLAN ASSETS)						
		442	445	388	511	530
thereof included in EBITDA		285	220	160	197	199
thereof included in financial result		157	225	228	313	314
CASH PAYMENTS FOR PENSIONS						
1) funding of plan assets by DT (investment in financial assets)		276	266	269	768	267
2) benefits paid through plan assets	2	31	30	42	45	52
3) benefits paid through provision (included in cash flow from operations)		386	298	366	375	367
cash payments included in cash flow statement = 1) + 3)		662	564	635	1.143	634
cash payments included in free cash flow = 3)		386	298	366	375	367
CHANGE IN THE PRESENT VALUE OF THE OBLIGATION (EXAMPLE 2015)						
End of 2014		10.940				
pension costs included in P&L		492				
benefits paid		(386)				
actuarial losses/gains	3	(312)				
F/X		33				
Others		(14)				
End of 2015		10.753				

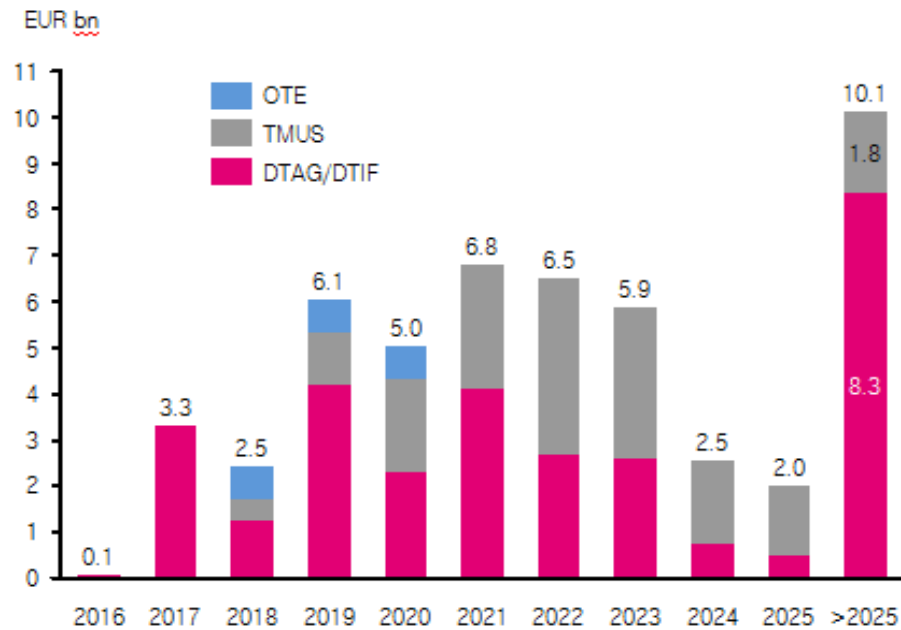
1 Increase in obligation in 2012 mainly due to a change in the discount rate.

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 2014: loss of 3.731 million €.

MATURITY PROFILE AS OF SEPTEMBER 30, 2016

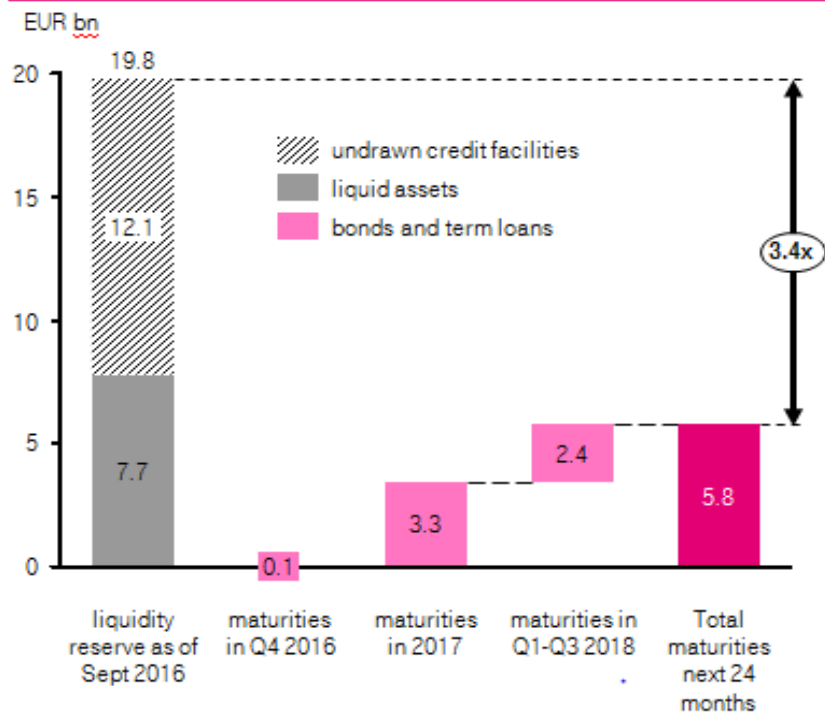
Maturity profile of bonds and term loans



- **Well-balanced maturity profile:**
 - upcoming debt maturities easily manageable

LIQUIDITY RESERVE AS OF SEPTEMBER 30, 2016

Liquidity and financial flexibility



- **Comfortable liquidity position:**

- well in line with Financial Policy

- liquidity reserve exceeds maturities of coming 24 months significantly (3.4 times)

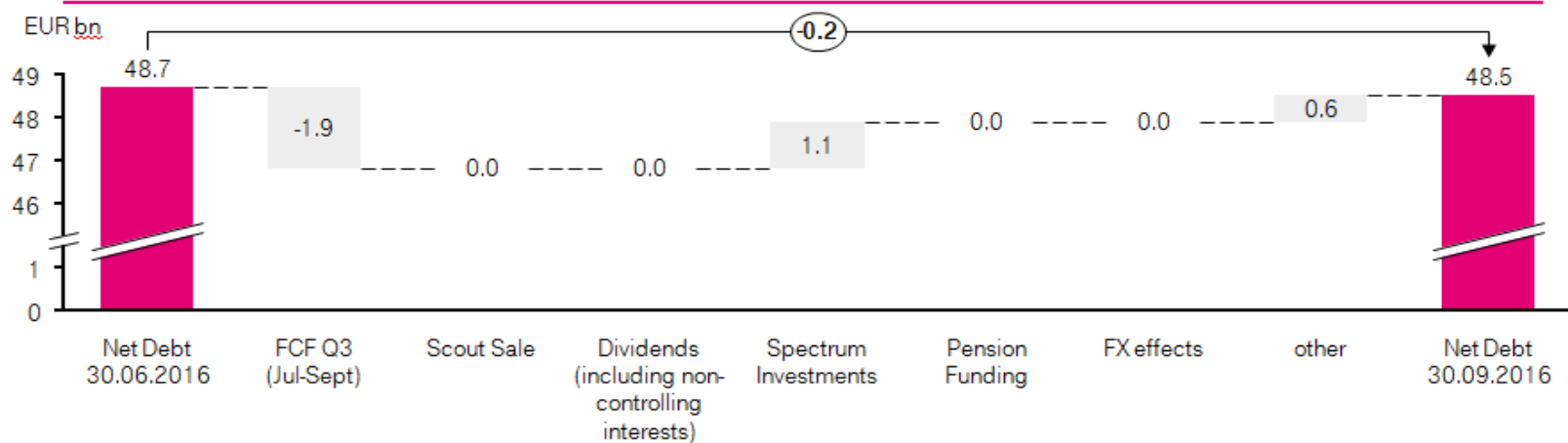
GROUP NET DEBT

	Note	Sep. 30, 2015 millions of €	Dec. 31, 2015 millions of €	Mar. 31, 2016 millions of €	Jun. 30, 2016 millions of €	Sep. 30, 2016 millions of €	Change compared to prior quarter %	Change compared to prior year %
Bonds		45.136	47.766	48.677	49.707	49.014	(1,4)	8,6
Other financial liabilities		10.297	12.743	11.856	11.112	11.673	5,0	13,4
GROSS DEBT		55.433	60.509	60.533	60.819	60.687	(0,2)	9,5
Cash and cash equivalents		4.510	6.897	7.332	7.207	7.527	4,4	66,9
Available-for-sale/held-for-trading financial assets		124	2.877	2.666	99	99	n.a.	(20,2)
Other financial assets		2.931	3.165	2.932	4.821	4.577	(5,1)	56,2
NET DEBT		47.868	47.570	47.603	48.692	48.484	(0,4)	1,3

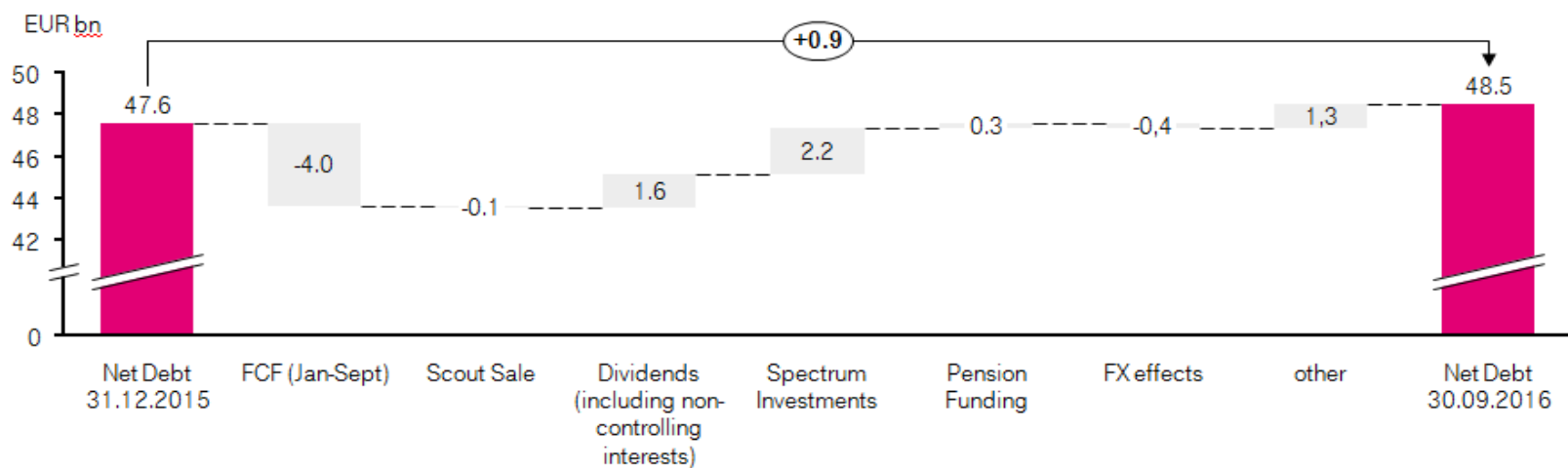
GROUP

Net Debt Development Q3 2016

Net debt reconciliation Q2 – Q3 2016



Net debt reconciliation FY2015 to Q3 2016



DT GROUP

CASH CAPEX¹

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
CASH CAPEX											
Germany		1.073	965	5.609	908	909	1.083	0,9	4.644	2.900	(37,6)
United States		1.103	1.319	6.381	1.756	1.251	1.671	51,5	5.062	4.678	(7,6)
Europe		403	463	1.667	1.009	391	907	n.a.	1.204	2.307	91,6
Systems Solutions		282	345	1.151	237	260	241	(14,5)	806	738	(8,4)
Group Headquarters & Group Services		69	112	342	60	51	64	(7,2)	230	175	(23,9)
Reconciliation		(117)	(163)	(537)	(74)	(159)	(81)	30,8	(374)	(314)	16,0
GROUP	2	2.813	3.041	14.613	3.896	2.703	3.885	38,1	11.572	10.484	(9,4)
- thereof spectrum investment		115	26	3.795	1.065	39	1.146	n.a.	3.769	2.250	(40,3)

¹ Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

² Amounts of payouts for property, plant and equipment and intangible assets excluding goodwill.

DT GROUP

FREE CASH FLOW

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
Net profit (loss)		809	946	3.254	3.125	621	1.053	30,2	2.308	4.799	n.a.
Profit (loss) attributable to non-controlling interests		59	140	248	252	65	169	n.a.	108	486	n.a.
PROFIT (LOSS) AFTER INCOME TAXES		868	1.086	3.502	3.377	686	1.222	40,8	2.416	5.285	n.a.
Depreciation, amortization and impairment losses		2.796	3.142	11.360	3.142	3.151	3.178	13,7	8.218	9.471	15,2
Income tax expense/(benefit)		260	499	1.276	934	114	394	51,5	777	1.442	85,6
Interest (income) and interest expenses		579	607	2.363	633	652	646	11,6	1.756	1.931	10,0
Other financial (income) expense		60	(190)	(89)	(417)	93	(107)	n.a.	101	(431)	n.a.
Share of (profit) loss of associates and joint ventures accounted for using the equity method		18	(31)	(24)	(2)	1	1	(94,4)	7	0	n.a.
(Profit) loss on the disposal of fully consolidated subsidiaries		0	(584)	(583)	(6)	(1)	0	n.a.	1	(7)	n.a.
(Income) loss from the sale of stakes accounted for using the equity method (EE)		0	0	0	(2.507)	(55)	12	n.a.	0	(2.550)	n.a.
Other non-cash transactions		41	86	243	91	73	94	n.a.	157	258	64,3
(Gain) loss from the disposal of intangible assets and property, plant and equipment		48	(110)	(87)	(410)	11	(108)	n.a.	23	(507)	n.a.
Change in assets carried as working capital		(787)	(733)	(1.438)	(417)	251	410	n.a.	(705)	244	n.a.
Change in provisions		252	236	112	(92)	(302)	(14)	n.a.	(124)	(408)	n.a.
Change in other liabilities carried as working capital		445	407	878	128	(320)	(580)	n.a.	471	(772)	n.a.
Income taxes received (paid)		(187)	(208)	(695)	(132)	(135)	(113)	39,6	(487)	(380)	22,0
Dividends received		86	2	578	175	5	150	74,4	576	330	(42,7)
Net payments from entering into or canceling interest rate swaps		0	(1)	100	0	289	0	n.a.	101	289	n.a.
CASH GENERATED FROM OPERATIONS		4.479	4.208	17.496	4.497	4.513	5.185	15,8	13.288	14.195	6,8
Interest received (paid)		(533)	(336)	(2.499)	(1.001)	(582)	(628)	(17,8)	(2.163)	(2.211)	(2,2)
NET CASH FROM OPERATING ACTIVITIES		3.946	3.872	14.997	3.496	3.931	4.557	15,5	11.125	11.984	7,7
Cash outflows for investments in (proceeds from disposal of)		(2.638)	(2.874)	(10.451)	(2.674)	(2.611)	(2.653)	(0,6)	(7.577)	(7.938)	(4,8)
Intangible assets		(758)	(851)	(6.442)	(1.707)	(824)	(1.862)	n.a.	(5.591)	(4.393)	21,4
Property, plant and equipment		(1.995)	(2.049)	(7.804)	(2.032)	(1.826)	(1.937)	2,9	(5.755)	(5.795)	(0,7)
Spectrum investment		115	26	3.795	1.065	39	1.146	n.a.	3.769	2.250	(40,3)
FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM)		1.308	998	4.546	822	1.320	1.904	45,6	3.548	4.046	14,0

DT GROUP

PERSONNEL^{1,2}

AT REPORTING DATE	Note	Sep. 30	Dec. 31	Mar. 31	Jun. 30	Sep. 30 2016	Change compared to		Change compared to	
		2015	2015	2016	2016		prior quarter		prior year	
							abs.	%	abs.	%
Germany		69.663	68.638	69.217	68.300	67.368	(932)	(1,4)	(2.295)	(3,3)
United States		42.600	44.229	43.445	43.541	44.148	607	1,4	1.548	3,6
Europe		51.592	51.125	50.098	49.377	48.706	(671)	(1,4)	(2.886)	(5,6)
Systems Solutions		44.784	44.504	43.940	43.586	43.644	58	0,1	(1.140)	(2,5)
Group Headquarters & Group Services		17.686	16.747	16.621	16.017	15.388	(629)	(3,9)	(2.298)	(13,0)
GROUP		226.325	225.243	223.320	220.821	219.254	(1.567)	(0,7)	(7.071)	(3,1)
of which: Domestic		112.966	110.354	110.063	108.266	106.620	(1.646)	(1,5)	(6.346)	(5,6)
of which: Civil servants (in Germany, with an active service relationship)		18.864	18.483	18.810	17.789	16.656	(1.133)	(6,4)	(2.208)	(11,7)
of which: International		113.358	114.888	113.258	112.555	112.634	79	0,1	(724)	(0,6)

AVERAGE	Note	Q3	Q4	Q1	Q2	Q3 2016	Change compared to	
		2015	2015	2016	2016		prior year	
							abs.	%
Germany		69.635	69.076	69.323	68.389	67.491	(2.144)	(3,1)
United States		42.143	43.569	43.333	43.319	43.883	1.740	4,1
Europe		51.661	51.190	50.336	49.647	48.637	(3.024)	(5,9)
Systems Solutions		44.820	44.750	43.946	43.649	43.536	(1.284)	(2,9)
Group Headquarters & Group Services		17.754	17.198	16.476	16.275	15.481	(2.273)	(12,8)
GROUP		226.012	225.782	223.413	221.278	219.029	(6.983)	(3,1)
of which: Domestic		113.109	111.580	110.076	108.703	106.785	(6.324)	(5,6)
of which: Civil servants (in Germany, with an active service relationship)		18.928	18.701	18.617	18.122	16.788	(2.140)	(11,3)
of which: International		112.903	114.203	113.337	112.575	112.244	(659)	(0,6)

1 Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

2 Includes employees returning from deconsolidated Group companies.

EXCHANGE RATES

AVERAGE

	Q2 2015 1 €	Q3 2015 1 €	Q4 2015 1 €	FY 2015 1 €	Q1 2016 1 €	Q2 2016 1 €	Q3 2016 1 €
US Dollar (USD)	1,10453	1,11206	1,09521	1,10967	1,10248	1,12935	1,11651
British pound (GBP)	0,72106	0,71754	0,72171	0,72591	0,77064	0,78663	0,84983
Czech korunas (CZK)	27,37499	27,07578	27,05734	27,27801	27,03853	27,03886	27,02924
Croatian kunas (HRK)	7,57409	7,57788	7,62206	7,61394	7,61730	7,50410	7,49342
Hungarian forints (HUF)	306,00116	312,09698	312,53431	310,01097	311,96814	313,28402	310,99477
Macedonian Denar (MKD)	61,50774	61,56973	61,54730	61,51347	61,58257	61,61680	61,59835
Polish Zloty (PLN)	4,08732	4,18854	4,26394	4,18549	4,36466	4,37031	4,33814
Romanian leu (RON)	4,44404	4,42840	4,45580	4,44467	4,49187	4,49802	4,46495

END OF PERIOD

	Jun. 30 2015 1 €	Sep. 30 2015 1 €	Dec. 31 2015 1 €	Mar. 31 2016 1 €	Jun. 30 2016 1 €	Sep. 30 2016 1 €
US Dollar (USD)	1,11760	1,12083	1,08910	1,13880	1,11055	1,11640
British pound (GBP)	0,71111	0,73792	0,73432	0,79120	0,82775	0,86160
Czech korunas (CZK)	27,24988	27,18032	27,02223	27,05150	27,13050	27,02150
Croatian kunas (HRK)	7,59709	7,64050	7,64104	7,52650	7,52885	7,52305
Hungarian forints (HUF)	315,19338	313,21595	315,31297	313,94500	317,04500	309,86000
Macedonian Denar (MKD)	61,57000	61,60000	61,57500	61,59500	61,58500	61,58000
Polish Zloty (PLN)	4,19104	4,23687	4,26510	4,25760	4,43565	4,31830
Romanian leu (RON)	4,47249	4,41564	4,52260	4,47140	4,52390	4,45380

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

GERMANY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE	1,2	5.568	5.659	22.396	5.452	5.416	5.551	(0,3)	16.737	16.419	(1,9)
NET REVENUE	1,2	5.223	5.321	21.044	5.136	5.086	5.208	(0,3)	15.723	15.430	(1,9)
EBITDA		2.269	2.086	8.790	2.180	2.225	2.250	(0,8)	6.704	6.655	(0,7)
EBITDA margin (EBITDA / total revenue)	%	40,8	36,9	39,2	40,0	41,1	40,5	(0,3p)	40,1	40,5	0,4p
Depreciation, amortization and impairment losses		(919)	(955)	(3.755)	(948)	(964)	(937)	(2,0)	(2.800)	(2.849)	(1,8)
Profit (loss) from operations = EBIT		1.350	1.131	5.035	1.232	1.261	1.313	(2,7)	3.904	3.806	(2,5)
CASH CAPEX		1.073	965	4.042	908	909	1.083	0,9	3.077	2.900	(5,8)
CASH CONTRIBUTION		1.196	1.121	4.748	1.272	1.316	1.167	(2,4)	3.627	3.755	3,5

FINANCIALS (AS REPORTED)

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		5.593	5.659	22.421	5.452	5.406	5.551	(0,8)	16.762	16.409	(2,1)
NET REVENUE		5.248	5.321	21.069	5.136	5.076	5.208	(0,8)	15.748	15.420	(2,1)
EBITDA		2.146	1.872	8.245	2.022	1.846	2.127	(0,9)	6.373	5.995	(5,9)
EBITDA margin (EBITDA / total revenue)	%	38,4	33,1	36,8	37,1	34,1	38,3	(0,1p)	38,0	36,5	(1,5p)
Depreciation, amortization and impairment losses		(919)	(955)	(3.755)	(948)	(964)	(937)	(2,0)	(2.800)	(2.849)	(1,8)
Profit (loss) from operations = EBIT		1.227	917	4.490	1.074	882	1.190	(3,0)	3.573	3.146	(12,0)
CASH CAPEX		1.073	965	5.609	908	909	1.083	0,9	4.644	2.900	(37,6)
CASH CONTRIBUTION		1.073	907	2.636	1.114	937	1.044	(2,7)	1.729	3.095	79,0

1 Q3/15 Special factors related to settlement agreements concerning charged fees for previous years.

2 Q2/16 Special factors related to settlement agreements.

GERMANY

EBITDA RECONCILIATION

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		5.593	5.659	22.421	5.452	5.406	5.551	(0,8)	16.762	16.409	(2,1)
TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)	1,2	5.568	5.659	22.396	5.452	5.416	5.551	(0,3)	16.737	16.419	(1,9)
Profit (loss) from operations = EBIT		1.227	917	4.490	1.074	882	1.190	(3,0)	3.573	3.146	(12,0)
- Depreciation, amortization and impairment losses		(919)	(955)	(3.755)	(948)	(964)	(937)	(2,0)	(2.800)	(2.849)	(1,8)
= EBITDA		2.146	1.872	8.245	2.022	1.846	2.127	(0,9)	6.373	5.995	(5,9)
EBITDA margin	%	38,4	33,1	36,8	37,1	34,1	38,3	(0,1p)	38,0	36,5	(1,5p)
- Special factors affecting EBITDA		(123)	(214)	(545)	(158)	(379)	(123)	0,0	(331)	(660)	(99,4)
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		2.269	2.086	8.790	2.180	2.225	2.250	(0,8)	6.704	6.655	(0,7)
EBITDA margin (adjusted for special factors)	%	40,8	36,9	39,2	40,0	41,1	40,5	(0,3p)	40,1	40,5	0,4p

SPECIAL FACTORS

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
EFFECTS ON EBITDA		(123)	(214)	(545)	(158)	(379)	(123)	0,0	(331)	(660)	(99,4)
- of which personnel		(89)	(160)	(402)	(144)	(355)	(117)	(31,5)	(242)	(616)	n.a.
- of which other		(34)	(54)	(143)	(14)	(24)	(6)	82,4	(89)	(44)	50,6
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(123)	(214)	(545)	(158)	(379)	(123)	0,0	(331)	(660)	(99,4)
- of which personnel		(89)	(160)	(402)	(144)	(355)	(117)	(31,5)	(242)	(616)	n.a.
- of which other		(34)	(54)	(143)	(14)	(24)	(6)	82,4	(89)	(44)	50,6

1 Q3/15 Special factors related to settlement agreements concerning charged fees for previous years.

2 Q2/16 Special factors related to settlement agreements.

GERMANY OPERATIONALS

	Note	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Change %	
GERMANY								
ACCESS LINES								
Fixed network	('000)	1	20.354	20.227	20.093	19.971	19.873	(2,4)
retail IP-based	('000)	1	6.354	6.887	7.470	7.958	8.435	32,8
Broadband	('000)	1	12.596	12.644	12.706	12.770	12.835	1,9
Fiber	('000)	1,2	2.613	2.923	3.286	3.577	3.857	47,6
TV (incl. IPTV, SAT)	('000)	1	2.632	2.683	2.736	2.777	2.818	7,1
ULLs	('000)	1	8.231	8.050	7.867	7.648	7.431	(9,7)
Wholesale bundled	('000)	1	246	227	206	192	179	(27,2)
Wholesale unbundled	('000)	1	2.752	3.015	3.319	3.621	3.905	41,9
Fiber	('000)		1.222	1.444	1.741	2.028	2.274	86,1
MOBILE CUSTOMERS								
Total	('000)		39.892	40.373	40.643	41.138	41.461	3,9
- contract	('000)		23.347	23.709	23.940	24.096	24.705	5,8
- prepaid	('000)		16.545	16.665	16.703	17.042	16.756	1,3

CONSUMER OPERATIONALS

	Note	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Change %	
GERMANY								
ACCESS LINES								
Fixed network	('000)	1	16.003	15.900	15.790	15.695	15.609	(2,5)
retail IP-based	('000)	1	5.653	6.076	6.521	6.872	7.236	28,0
Broadband	('000)	1	10.162	10.209	10.257	10.302	10.355	1,9
Fiber	('000)	1,2	2.262	2.530	2.841	3.080	3.316	46,6
TV (incl. IPTV, SAT)	('000)	1	2.441	2.492	2.546	2.585	2.626	7,6
MOBILE CUSTOMERS								
Total	('000)		28.870	29.016	28.856	28.996	29.061	0,7
- contract	('000)		16.933	17.297	17.453	17.526	18.054	6,6
- prepaid	('000)		11.937	11.719	11.403	11.470	11.007	(7,8)

BUSINESS OPERATIONALS

	Note	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Change %	
GERMANY								
ACCESS LINES								
Fixed network	('000)	1	3.340	3.339	3.311	3.288	3.275	(1,9)
retail IP-based	('000)	1	667	773	897	1.025	1.126	68,8
Broadband	('000)	1	2.092	2.093	2.093	2.096	2.099	0,3
Fiber	('000)	1,2	343	385	435	484	525	53,1
TV (incl. IPTV, SAT)	('000)	1	189	190	189	190	191	1,1
MOBILE CUSTOMERS								
Total	('000)		11.022	11.358	11.787	12.142	12.400	12,5
- contract	('000)		6.414	6.412	6.487	6.570	6.651	3,7
- prepaid	('000)		4.608	4.946	5.300	5.572	5.749	24,8

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 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
GERMANY	1	5.593	5.659	22.421	5.452	5.406	5.551	(0,8)	16.762	16.409	(2,1)
FIXED NETWORK CORE BUSINESS		2.449	2.462	9.802	2.410	2.420	2.395	(2,2)	7.340	7.225	(1,6)
of which Fixed Revenues		1.764	1.758	7.060	1.755	1.752	1.746	(1,0)	5.302	5.253	(0,9)
Voice only revenues		479	469	1.933	459	449	439	(8,4)	1.464	1.347	(8,0)
Broadband revenues		994	993	3.978	993	995	995	0,1	2.985	2.983	(0,1)
TV revenues		291	296	1.149	303	308	312	7,2	853	923	8,2
of which Variable Revenues		253	247	1.009	226	225	216	(14,6)	762	667	(12,5)
of which Revenues from add-on options		52	51	206	51	49	49	(5,8)	155	149	(3,9)
thereof revenues from voice centric options		18	16	70	17	16	15	(16,7)	54	48	(11,1)
thereof revenues from broadband centric options		18	17	69	17	17	16	(11,1)	52	50	(3,8)
thereof revenues from TV centric options		17	17	67	17	17	17	0,0	50	51	2,0
MOBILE COMMUNICATIONS		2.056	2.072	8.236	1.941	1.889	2.053	(0,1)	6.164	5.883	(4,6)
of which Service Revenues		1.692	1.673	6.712	1.649	1.656	1.696	0,2	5.039	5.001	(0,8)
thereof Data Revenues		776	774	3.083	789	801	831	7,1	2.309	2.420	4,8
WHOLESALE SERVICES FIXED NETWORK	1,2,3	846	836	3.332	848	854	850	0,5	2.496	2.552	2,2
of which access full ULL	1	302	269	1.148	265	258	246	(18,5)	879	769	(12,5)
of which bundled and unbundled access line		157	188	648	199	239	226	43,9	460	664	44,3
ONLINE CONSUMER SERVICES		0	0	0	0	0	0	n.a.	0	0	n.a.
VALUE-ADDED SERVICES		54	57	227	53	50	50	(7,4)	170	153	(10,0)
OTHERS	2,3	188	232	824	200	193	203	8,0	592	596	0,7

REVENUE SPLIT - SEGMENTS

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
GERMANY	1,4	5.593	5.659	22.421	5.452	5.406	5.551	(0,8)	16.762	16.409	(2,1)
Consumer		3.028	3.034	12.146	2.922	2.863	2.967	(2,0)	9.112	8.752	(4,0)
Business customers		1.486	1.510	5.942	1.447	1.451	1.489	0,2	4.432	4.387	(1,0)
Wholesale	1,2,3	934	925	3.685	933	943	936	0,2	2.760	2.812	1,9
Others	2,3	145	190	648	150	149	159	9,7	458	458	0,0

1 Revenues Q3/15 not adjusted for special factors related to settlement agreements concerning charged fees for previous years.

2 Figures 2015 are restated; approximately 80 million are shifted from "wholesale" category to "others".

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

4 As of 2016 the segment "Value Added Services" has been discontinued. The relevant revenues have been allocated to the segment Consumer, Business and Other. Figures 2015 have been restated accordingly.

GERMANY MOBILE COMMUNICATIONS KPIS

	Note	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Q3 2016	Change %
AVERAGE MONTHLY CHURN	(%)	1,8	1,8	1,7	1,6	1,4	1,5	(0,3p)
- contract	(%)	1,9	1,8	1,7	1,5	1,7	1,5	(0,4p)
SAC PER GROSS ADD	(€)	56	81	68	82	76	113	n.a.
- contract	(€)	82	122	100	124	109	152	85,4
- prepaid	(€)	9	7	10	14	13	25	n.a.
SRC PER RETAINED CUSTOMER	(€)	231	276	251	252	302	434	87,9
ARPU	(€)	14	14	14	14	14	21	50,0
- contract	(€)	22	22	22	21	21	32	45,5
- prepaid	(€)	3	3	3	3	3	4	33,3
NON-VOICE % OF ARPU	(%)	52	52	53	52	52	53	1p
MOU PER CUSTOMER	(min)	89	89	87	88	90	90	(100,0)
- contract	(min)	138	139	137	138	141	140	(100,0)

CONSUMER - KPIS

	Note	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Q3 2016	Change %
AVERAGE MONTHLY CHURN	(%)	2,2	2,1	2,1	2,0	1,7	2,0	(0,2p)
- contract	(%)	2,2	2,1	2,0	1,8	2,1	1,7	(0,5p)
SAC PER GROSS ADD	(€)	56	80	69	90	85	122	n.a.
- contract	(€)	70	107	90	116	106	149	n.a.
- prepaid	(€)	15	11	15	25	22	37	n.a.
SRC PER RETAINED CUSTOMER	(€)	257	301	272	277	333	467	81,7
ARPU	(€)	13	13	13	13	13	19	46,2
- contract	(€)	20	19	20	19	19	28	40,0
- prepaid	(€)	4	3	4	3	4	6	50,0
NON-VOICE % OF ARPU	(%)	51	51	53	52	52	53	2p
MOU PER CUSTOMER	(min)	80	80	78	95	98	98	(100,0)
- contract	(min)	120	119	119	133	136	136	(100,0)

BUSINESS CONSUMER - KPIS

	Note	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Q3 2016	Change %
AVERAGE MONTHLY CHURN	(%)	0,6	0,8	0,7	0,6	0,6	0,5	(0,1p)
- contract	(%)	0,9	1,2	0,8	0,8	0,7	0,7	(0,2p)
SAC PER GROSS ADD	(€)	58	82	64	60	52	80	37,9
- contract	(€)	160	223	164	163	125	170	6,3
- prepaid	(€)	1	1	2	2	2	2	100,0
SRC PER RETAINED CUSTOMER	(€)	189	235	214	208	246	375	98,4
ARPU	(€)	17	17	18	16	15	23	35,3
- contract	(€)	28	28	29	28	27	42	50,0
- prepaid	(€)	1	1	1	1	1	2	100,0
NON-VOICE % OF ARPU	(%)	52	52	53	52	52	54	2p
MOU PER CUSTOMER	(min)	111	110	112	106	106	105	(100,0)
- contract	(min)	186	191	186	190	194	194	(100,0)

GERMANY

MAGENTA MOBIL

MAGENTA MOBIL PLANS IN €	S	M	L	L Plus
Monthly charge (without handset)	34.95	44.95	54.95	79.95
Monthly charge (with handset)	44.95	54.95	64.95	—
Monthly charge (with top handset)	54.95	64.95	74.95	99.95
Voice and SMS ¹	flat	flat	flat	flat
Data	flat	flat	flat	flat
- Data Speed (download)	max	max	max	max
- Data Speed (upload)	max	max	max	max
- Data Volume until speed step down	1 GB	3 GB	6 GB	10 GB
- Data Network	3G/LTE	3G/LTE	3G/LTE	3G/LTE
VoIP	free	free	free	free
Tethering	free	free	free	free
MMS all net	0.39	0.39	0.39	0.39
International Calls (minutes)	—	—	—	100
International SMS (pieces)	—	—	—	100
HotSpot Flatrate	free	free	free	free
MultiSim	—	—	—	free ²
Roaming Voice, SMS and Data	free (EU)	free (EU)	free (EU)	free (EU)
Fixed line number	—	—	—	free
Activation fee	29.95	29.95	29.95	29.95
Duration of contract	24 months	24 months	24 months	24 months

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

² up to two MultiSIM bookable.

GERMANY

MAGENTA MOBIL PREMIUM

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

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

2 EU and Country Group 2

3 up to two MultiSIM bookable.

4 incl. 50 MB.

GERMANY

MOBILE OPTIONS

INTERNATIONAL OPTIONS IN €	ALL INCLUSIVE (ROAMING)	INTERNATIONAL 100 or 400	INTERNATIONAL SMS 100
Monthly charge	5.00	9.95 or 29.95	9.95
Description	Use your flat (voice, SMS & data) tarif in Europe	100 or 400 min. mobile and fixed Network to european countries.	100 SMS to EU
VOICE OPTIONS IN €	FAMILY	FIXED LINE NUMBER	
Monthly charge	4.95	4.95	
Description	free calls between 4 mobil numbers (onnet) and to one fixed line number.	fixed line number and call forwarding from this number.	
ADDITIONAL DATA VOLUME OPTIONS IN €	Data S	Data M	Data L
Monthly charge	9.95	14.95	24.95
Additional Data Volume (per month)	1 GB	2GB	5GB
OTHER OPTIONS IN €	MULTISIM	DayFlat unlimited	
Monthly charge	4.95	4.95	
Description	up to two MultiSIM bookable.	Data Full Flat for 24h	
ADDITIONAL DATA PACKAGES IN €	MultiData S	MultiData M	MultiData L
Monthly charge	10€	15€	25€
Additional Data Volume (per month)	1 GB	2GB	5GB
Description	up to two MultiSIM bookable	up to two MultiSIM bookable	up to two MultiSIM bookable

GERMANY

DOUBLE PLAY VIA WIRELESS (CALL & SURF VIA FUNK)

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

1 Standard-PSTN; Universal-PSTN + €4

2 without terminal equipment. Monthly rent for Router €4.95

3 Promotional price. Regular price €39.95

4 Promotional price. Regular price €49.95

5 Promotional price. Regular price €69.95

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

GERMANY

MAGENTA ZUHAUSE

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

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

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

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

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

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

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

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

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

GERMANY

MAGENTA ZUHAUSE HYBRID

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

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

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

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

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

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

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

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

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

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

GERMANY

SINGLE PLAY

SINGLE PLAY IN €	CALL START ¹	CALL BASIC ^{1,2}	CALL COMFORT ¹
	19.95	19.95	29.95
	Standard, voice usage per minute	Standard, voice usage per minute, 120 minutes included within Germany	Standard, voice flat rate within Germany
CITY, CDL		€ CENT/MINUTE	
Peak/Off peak		2.9	flat
international		from 2.9	
fixed to mobile		19.0	
CALLING PLANS			
CountryFlat 1		€ 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	
Set-up		69.95 (non-recurring charge)	

1 Standard; Universal + €8

2 Universal up to 240 Min included

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

All prices in € including VAT.

GERMANY

MAGENTA EINS

Valid from 1st of
October 2016

MAGENTA EINS ¹ IN €	MagentaEINS S	MagentaEINS M	MagentaEINS L
Monthly charge	39.90 ²	54.85 ²	69.85 ²
Fixed Line	Flatrate from fixed line to all national networks, including calls to all mobile networks. Internet Flat up to 16 Mbit/s download speed.	Flatrate from fixed line to all national networks, including calls to all mobile networks. Internet Flat up to 50 Mbit/s download speed.	Flatrate from fixed line to all national networks, including calls to all mobile networks. Internet Flat up to 100 Mbit/s download speed.
Mobile	Unlimited SMS and calls from mobile into all national networks in Germany. 1 GB Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.	Unlimited SMS and calls from mobile into all national networks in Germany. 3 GB Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.	Unlimited SMS and calls from mobile into all national networks in Germany. 6 GB Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.
TV	"EntertainTV mobil" included without extra charge.	EntertainTV Plus incl. HD Receiver 500 GB Memory, including 23 channels in HD quality. "EntertainTV mobil" included without extra charge.	EntertainTV Plus incl. HD Receiver 500 GB Memory, including 48 channels in HD quality. "EntertainTV mobil" included without extra charge.
Set-up	Service fee of 69,95€ for new fixed line & 29,95€ for new mobile contract.		
Duration of contract	24 months for new costumers; duration depends otherwise on fixed network and/or on mobile network contract conditions		
Handsets, options, calling plans, etc.	Available based on comparable mobile and fixed line stand-alone offers.		

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

2 Promotional price in the first 12 months for new customers; Regular price € 54.90 (S), €74.85 (M) and €94,85 (L).

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

More MagentaEINS convergent Bundles including existing customers' tariffs available.

For general terms & conditions and further details, please visit: www.telekom.de. All prices in € and include VAT.

FIXED NETWORK

OVERVIEW DOM. INTERCONNECTION TARIFFS (EXCL. VAT)

TERMINATION FEES IN CENT/MIN.	PEAK (9:00-18:00), OLD	PEAK (9:00-18:00), NEW	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	0.28	0.26 ¹
Double transit national	0.40	0.26 ¹	0.28	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	29.78 ²		27.11 ³	
Monthly fee	10.19 ⁴		10.02 ⁵	
PARTIALLY UNBUNDLED ("LINE SHARING")	OLD		NEW	
One time fee	34.13 ¹¹		34.23 ¹²	
Monthly fee	1.68 ⁶		1.78 ⁷	
IP-BSA ADSL SHARED (CLASSIC)	OLD		NEW	
One time fee	--		44.87 ^{8,9}	
Monthly fee	--		8.12 ^{8,9}	
IP-BSA ADSL STAND ALONE (CLASSIC)	OLD		NEW	
One time fee	--		47.68 ^{8,9}	
Monthly fee	--		18.20 ^{8,9}	
IP-BSA VDSL (until 50 Mbit/s) ¹⁰ STAND ALONE (CLASSIC)	OLD (IN €)		NEW (IN €)	
One time fee	--		46.43 ^{8,9}	
Monthly fee	--		25.32 ^{8,9}	

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

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

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

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

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

6 valid to Jun. 30, 2014.

7 valid from Jul. 01, 2014.

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

9 No price changes since Jul. 01, 2011.

10 Monthly fee for VDSL Vectoring (over 50 to 100

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

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

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

UNITED STATES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1-Q3 2015 millions of €	Q1-Q3 2016 millions of €	Change %
TOTAL REVENUE	1	7.060	7.519	28.963	7.816	8.196	8.281	17,3	21.444	24.293	13,3
NET REVENUE	1	7.060	7.518	28.961	7.816	8.195	8.282	17,3	21.443	24.293	13,3
EBITDA	2	1.702	2.075	6.654	1.908	2.172	2.156	26,7	4.579	6.236	36,2
EBITDA margin (EBITDA / total revenues)	%	24,1	27,6	23,0	24,4	26,5	26,0	1,9p	21,4	25,7	4,3p
Depreciation, amortization and impairment losses		(931)	(1.153)	(3.775)	(1.312)	(1.302)	(1.315)	(41,2)	(2.622)	(3.929)	(49,8)
Profit (loss) from operations = EBIT		771	922	2.879	596	870	841	9,1	1.957	2.307	17,9
CASH CAPEX	3	1.044	1.297	4.182	1.200	1.211	1.042	(0,2)	2.885	3.453	19,7
CASH CONTRIBUTION	3	658	778	2.472	708	961	1.114	69,3	1.694	2.783	64,3

FINANCIALS (AS REPORTED)

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1-Q3 2015 millions of €	Q1-Q3 2016 millions of €	Change %
TOTAL REVENUE		7.059	7.518	28.925	7.816	8.196	8.281	17,3	21.407	24.293	13,5
NET REVENUE		7.059	7.518	28.924	7.816	8.195	8.282	17,3	21.406	24.293	13,5
EBITDA		1.468	2.069	6.229	2.268	2.123	2.241	52,7	4.160	6.632	59,4
EBITDA margin (EBITDA / total revenue)	%	20,8	27,5	21,5	29,0	25,9	27,1	6,3p	19,4	27,3	7,9p
Depreciation, amortization and impairment losses		(931)	(1.153)	(3.775)	(1.312)	(1.302)	(1.315)	(41,2)	(2.622)	(3.929)	(49,8)
Profit (loss) from operations = EBIT		537	916	2.454	956	821	926	72,4	1.538	2.703	75,7
CASH CAPEX		1.103	1.319	6.381	1.756	1.251	1.671	51,5	5.062	4.678	(7,6)
CASH CONTRIBUTION		365	750	(152)	512	872	570	56,2	(902)	1.954	n.a.

1 Excluding special factors affecting revenue of EUR 1mn in Q3/15.

2 Excluding special factors affecting EBITDA of EUR 234mn in Q3/15, EUR 6mn in Q4/15, EUR (360mn) in Q1/16, EUR 49mn in Q2/16, and EUR (85mn) in Q3/16.

3 Adjusted by excluding spectrum purchases of EUR 59mn in Q3/15, EUR 22mn in Q4/15, EUR 556mn in Q1/16, EUR 40mn in Q2/16, and EUR 629mn in Q3/16.

UNITED STATES

EBITDA RECONCILIATION

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1-Q3 2015 millions of €	Q1-Q3 2016 millions of €	Change %
TOTAL REVENUE		7.059	7.518	28.925	7.816	8.196	8.281	17,3	21.407	24.293	13,5
Profit (loss) from operations = EBIT		537	916	2.454	956	821	926	72,4	1.538	2.703	75,7
- Depreciation, amortization and impairment losses		(931)	(1.153)	(3.775)	(1.312)	(1.302)	(1.315)	(41,2)	(2.622)	(3.929)	(49,8)
= EBITDA		1.468	2.069	6.229	2.268	2.123	2.241	52,7	4.160	6.632	59,4
EBITDA margin	%	20,8	27,5	21,5	29,0	25,9	27,1	6,3p	19,4	27,3	7,9p
- Special factors affecting EBITDA		(234)	(6)	(425)	360	(49)	85	n.a.	(419)	396	n.a.
= EBITDA ADJUSTED FOR SPECIAL FACTORS	1	1.702	2.075	6.654	1.908	2.172	2.156	26,7	4.579	6.236	36,2
EBITDA margin (adjusted for special factors)	%	24,1	27,6	23,0	24,4	26,5	26,0	1,9p	21,4	25,7	4,3p

SPECIAL FACTORS

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q1-Q3 2015 millions of €	Q1-Q3 2016 millions of €
EFFECTS ON EBITDA		(234)	(6)	(425)	360	(49)	85	(419)	396
- of which personnel		(4)	(4)	(50)	(7)	(2)	(1)	(46)	(10)
- of which other		(230)	(2)	(375)	367	(47)	86	(373)	406
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(234)	(6)	(425)	360	(49)	85	(419)	396
- of which personnel		(4)	(4)	(50)	(7)	(2)	(1)	(46)	(10)
- of which other		(230)	(2)	(375)	367	(47)	86	(373)	406

1 Excluding special factors affecting EBITDA of EUR 234mn in Q3/15, EUR 6mn in Q4/15, EUR (360mn) in Q1/16, EUR 49mn in Q2/16, and EUR (85mn) in Q3/16.

UNITED STATES ⁴

OPERATIONAL

	Note	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Q3 2016	Change %	Q1-Q3 2015 millions of €	Q1-Q3 2016 millions of €	Change %	
CUSTOMERS (END OF PERIOD)	('000)	61.220	63.282	63.282	65.503	67.384	69.354	13,3	61.220	69.354	13,3	
Branded postpaid	('000)	30.403	31.695	31.695	32.736	33.626	33.230	9,3	30.403	33.230	9,3	
Branded prepay	('000)	17.162	17.631	17.631	18.438	18.914	19.272	12,3	17.162	19.272	12,3	
- BRANDED	('000)	47.565	49.326	49.326	51.174	52.540	52.502	10,4	47.565	52.502	10,4	
- WHOLESALE	('000)	13.655	13.956	13.956	14.329	14.844	16.852	23,4	13.655	16.852	23,4	
NET ADDS	('000)	2.312	2.062	8.264	2.221	1.881	1.970	(14,8)	6.202	6.072	(2,1)	
Branded postpaid	('000)	1.085	1.292	4.510	1.041	890	969	(10,7)	3.218	2.900	(9,9)	
Branded prepay	('000)	595	469	1.315	807	476	684	15,0	846	1.967	n.a.	
- BRANDED	('000)	1.680	1.761	5.825	1.848	1.366	1.653	(1,6)	4.064	4.867	19,8	
- WHOLESALE	('000)	632	301	2.439	373	515	317	(49,8)	2.138	1.205	(43,6)	
AVERAGE MONTHLY CHURN	(%)	3,5	3,5	3,4	3,0	3,0	3,2	(0,3p)	3,4	3,1	(0,3p)	
- Branded postpaid	(%)	1,6	1,6	1,5	1,5	1,4	1,5	(0,1p)	1,5	1,5	0,0p	
- Branded prepay	(%)	4,1	4,1	4,5	3,8	3,9	3,8	(0,3p)	4,5	3,9	(0,6p)	
TOTAL REVENUES	(€ million)	7.059	7.518	28.925	7.816	8.196	8.281	17,3	21.407	24.293	13,5	
Service revenue	(€ million)	1	5.553	5.880	21.906	5.870	5.982	6.258	12,7	16.026	18.110	13,0
EBITDA (ADJUSTED FOR SPECIAL FACTORS)	(€ million)	2	1.702	2.075	6.654	1.908	2.172	2.156	26,7	4.579	6.236	36,2
EBITDA margin (adjusted for special factors)	(%)	24,1	27,6	23,0	24,4	26,5	26,0	1,9p	21,4	25,7	4,3p	
(EBITDA / total revenue)	(%)	30,7	35,3	30,4	32,5	36,3	34,5	3,8p	28,6	34,4	5,8p	
EBITDA margin (adjusted for special factors)	(%)	30,7	35,3	30,4	32,5	36,3	34,5	3,8p	28,6	34,4	5,8p	
(EBITDA / service revenue)	(%)	31	32	31	30	30	31	0,0	31	30	(3,2)	
BLENDED ARPU	(€)	31	32	31	30	30	31	0,0	31	30	(3,2)	
- Branded postpaid	(€)	41	42	41	40	39	40	(2,4)	41	40	(2,4)	
- Branded prepay	(€)	33	34	34	34	33	34	3,0	34	34	0,0	
NON-VOICE % OF ARPU	(%)	57	58	56	58	59	58	1,0p	56	58	2,0p	
CASH CAPEX	(€ million)	1.103	1.319	6.381	1.756	1.251	1.671	51,5	5.062	4.678	(7,6)	
CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)	(€ million)	3	1.044	1.297	4.182	1.200	1.211	(0,2)	2.885	3.453	19,7	
CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)	(€ million)	3	658	778	2.472	708	961	69,3	1.694	2.783	64,3	

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 234mn in Q3/15, EUR 6mn in Q4/15, EUR (360mn) in Q1/16, EUR 49mn in Q2/16, and EUR (85mn) in Q3/16.

3 Adjusted by excluding spectrum purchases of EUR 59mn in Q3/15, EUR 22mn in Q4/15, EUR 556mn in Q1/16, EUR 40mn in Q2/16, and EUR (629mn) in Q3/16.

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

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

UNITED STATES⁴

OPERATIONAL IN US-\$

	Note	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Q3 2016	Change %	Q1-Q3 2015 millions of €	Q1-Q3 2016 millions of €	Change %
CUSTOMERS (END OF PERIOD)	('000)	61.220	63.282	63.282	65.503	67.384	69.354	13,3	61.220	69.354	13,3
Branded postpaid	('000)	30.403	31.695	31.695	32.736	33.626	33.230	9,3	30.403	33.230	9,3
Branded prepay	('000)	17.162	17.631	17.631	18.438	18.914	19.272	12,3	17.162	19.272	12,3
- BRANDED	('000)	47.565	49.326	49.326	51.174	52.540	52.502	10,4	47.565	52.502	10,4
- WHOLESALE	('000)	13.655	13.956	13.956	14.329	14.844	16.852	23,4	13.655	16.852	23,4
NET ADDS	('000)	2.312	2.062	8.264	2.221	1.881	1.970	(14,8)	6.202	6.072	(2,1)
Branded postpaid	('000)	1.085	1.292	4.510	1.041	890	969	(10,7)	3.218	2.900	(9,9)
Branded prepay	('000)	595	469	1.315	807	476	684	15,0	846	1.967	n.a.
- BRANDED	('000)	1.680	1.761	5.825	1.848	1.366	1.653	(1,6)	4.064	4.867	19,8
- WHOLESALE	('000)	632	301	2.439	373	515	317	(49,8)	2.138	1.205	(43,6)
AVERAGE MONTHLY CHURN	(%)	3,5	3,5	3,4	3,0	3,0	3,2	(0,3p)	3,4	3,1	(0,3p)
- Branded postpaid	(%)	1,6	1,6	1,5	1,5	1,4	1,5	(0,1p)	1,5	1,5	0,0p
- Branded prepay	(%)	4,1	4,1	4,5	3,8	3,9	3,8	(0,3p)	4,5	3,9	(0,6p)
TOTAL REVENUES	(USD million)	7.849	8.227	32.069	8.619	9.256	9.244	17,8	23.842	27.119	13,7
Service revenue	(USD million)	6.177	6.433	24.282	6.472	6.756	6.985	13,1	17.849	20.213	13,2
EBITDA (ADJUSTED FOR SPECIAL FACTORS)	(USD million)	1.893	2.268	7.355	2.104	2.453	2.406	27,1	5.087	6.963	36,9
EBITDA margin (adjusted for special factors)	(%)	24,1	27,6	22,9	24,4	26,5	26,0	1,9p	21,3	25,7	4,4p
EBITDA margin (adjusted for special factors)	(%)	30,6	35,3	30,3	32,5	36,3	34,4	3,8p	28,5	34,4	5,9p
BLENDED ARPU	(USD)	34	35	34	34	34	34	0,0	34	34	0,0
- Branded postpaid	(USD)	45	46	45	44	44	45	0,0	45	44	(2,2)
- Branded prepay	(USD)	37	37	37	37	37	38	2,7	37	37	0,0
NON-VOICE % OF ARPU	(%)	57	58	56	58	59	58	1,0p	56	58	2,0p
CASH CAPEX	(USD million)	1.224	1.453	7.141	1.933	1.413	1.867	52,5	5.688	5.213	(8,4)
CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)	(USD million)	1.157	1.428	4.647	1.322	1.368	1.161	0,3	3.219	3.851	19,6
CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)	(USD million)	3	736	840	2.708	782	1.085	69,2	1.868	3.112	66,6

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 USD 259mn in Q3/15, USD 6mn in Q4/15, USD 400mn in Q1/16, USD (56mn) in Q2/16, and USD 96mn in Q3/16.

3 Adjusted by excluding spectrum purchases of USD 67mn in Q3/15, USD 25mn in Q4/15, USD 611mn in Q1/16, USD 45mn in Q2/16, and USD 706mn in Q3/16.

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

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

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

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

UNITED STATES

T-MOBILE USA

T-MOBILE ONE (Individual) ^{*1,2,3,6,7,8,10,11,13,15,17}	PRICING ⁸
T-Mobile ONE (Unlimited Talk, Text and 4G LTE Web)	\$70.00 ⁹
T-Mobile ONE Add-On Feature ^{*3,7,8,11,13,16,17}	PRICING ⁸
T-Mobile ONE Plus	\$25.00/line
SIMPLE CHOICE PLAN (Individual) ^{1,2,3,5,6,7,8,10,11,12,14,17}	PRICING ⁸
Unlimited Talk, Text and Web with up to 2GB of full speed data ⁴	\$50.00
Unlimited Talk, Text and Web with up to 6GB of full speed data ⁴	\$65.00
Unlimited Talk, Text and Web with up to 10GB of full speed data	\$80.00

* T-Mobile ONE launched Sept. 1, 2016

1 Text plans include unlimited nationwide text, picture and video messaging. As of Mar. 23, 2014, 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. All unlimited data plans are unlimited while on T-Mobile's network. On Simple Choice plan options full speeds available up to monthly allotment, then slowed to up to 2G speeds for rest of billing cycle.

3 On-network and domestic roaming data allotments differ: 2 GB, 6 GB & 10 GB full-speed plans, T-Mobile One unlimited high-speed data plan and T-Mobile One Plus add-on feature include 200 MB roaming.

4 Customers may choose to add more full speed data in increments of 4 GB/each \$15 more per month per line, up to 10 GB of full-speed data

5 Includes up to 2GB of full speed data at no additional charge.

6 All Simple Choice plan options include Mobile HotSpot (tethering) capability that share the same full speed data allotment of their data plan, then slowed to 2G speeds for balance of service period. T-Mobile ONE includes unlimited tethering @ 512 Mbps. 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.

8 All prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$20 SIM starter kit or, in stores & on customer service calls, upgrade support charge and deposit may be required. Web plans provide access to data; capable device required to achieve 4G LTE speeds.

9 Price shown already reflecting \$5 AutoPay discount. Payment must process successfully via AutoPay & must stay enrolled in AutoPay. Discount is via bill credit on next month's bill.

10 All postpaid plans include unlimited (2G) data and text while in over 140 countries & destinations at no extra charge; calls at \$0.20/min.

11 All postpaid plans include free data for music streaming on select music services.

12 6-10GB postpaid Simple Choice plan options include Data Stash, the ability to carry forward unused high speed data for up to a year, up to 20GB.

13 All postpaid plans include unlimited talk, text and data in Mexico and Canada just like in the U.S.

14 All postpaid Simple Choice plan options include Binge On, which optimizes detectable video typically streaming at DVD quality (480p+), unless video provider opts-out; on opt-out, high-speed data consumption will continue as if Binge On were not enabled. For best performance, leave any video streaming applications at their default automatic resolution setting. Customers may disable Binge On at any time, but will lose Binge On benefits. All new Simple Choice data plans with 6GB or more include unlimited video streaming from participating video services not counting against the data limit.

15 With T-Mobile ONE, video typically streams on smartphone/tablet at DVD quality (480p) unless you add the T-Mobile ONE Plus add-on feature. Video tethering at max 3G speeds.

16 T-Mobile ONE Plus provides unlimited Mobile HotSpot (tethering) at 4G LTE speeds, unlimited video streaming at DVD quality (480p), unlimited HD daily video pass (opt-in daily for HD) and unlimited data @ 256kbps and text while in over 140 countries & destinations at no extra charge; calls at \$0.20/min.

17 On all plans, during congestion the top 3% of data users (>26GB/mo.) may notice reduced speeds until next bill cycle. On-device usage is prioritized over tethering usage, which may result in higher speeds for data used on device.

UNITED STATES

T-MOBILE USA

T-MOBILE ONE (Family) ^{*1,2,3,5,6,7,9,10,12,14,16}	PRICING ⁷
T-Mobile ONE (Unlimited Talk, Text and 4G LTE Web)	\$120.00 for first 2 lines ⁸
T-Mobile ONE (Unlimited Talk, Text and 4G LTE Web) (3-12 lines)	\$20.00/line ⁸
T-Mobile ONE Add-On Feature ^{*3,6,7,10,12,15,17}	PRICING ⁷
T-Mobile ONE Plus	\$25.00/line
SIMPLE CHOICE PLAN (Family) ^{1,2,3,4,5,6,7,9,10,11,12,13,16,17} (Included Features Per Line)	PRICING ⁷
Unlimited Talk, Text and Web with up to 2GB of full speed data	\$80.00 for first 2 lines
Unlimited Talk, Text and Web with up to 2GB of full speed data (3-12 lines)	\$10.00/line
DATA PLAN ADD-ON TO SIMPLE CHOICE MULTI-LINE ^{2,3,5,6,7,9,10,11,12,13,16,17}	PRICING ^{7,15}
Add more full speed data in increments of 4GB, up to 10 GB of data (each line)	\$15.00 (more per line per 4 GB)

* T-Mobile ONE launched Sept. 1, 2016

1 Text plans include unlimited nationwide text, picture and video messaging. As of Mar. 23, 2014, 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. All unlimited data plans are unlimited while on T-Mobile's network. On Simple Choice plan options full speeds available up to monthly allotment, then slowed to up to 2G speeds for rest of billing cycle.

3 On-network and domestic roaming data allotments differ: 2 GB, 6 GB & 10 GB full-speed plans, T-Mobile One unlimited high-speed data plan and T-Mobile One Plus add-on feature include 200 MB roaming.

4 Includes up to 2GB of full speed data at no additional charge.

5 All Simple Choice plan options include Smartphone Mobile HotSpot (tethering) capability that share the same full speed data allotment of their data plan, then slowed to 2G speeds for balance of service period. T-Mobile ONE includes unlimited tethering @ 512 Mbps. 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, \$20 SIM starter kit or, in stores & on customer service calls, upgrade support charge and deposit may be required. Web plans provide access to data; capable device required to achieve 4G LTE speeds.

8 Price shown already reflects \$5 AutoPay discount. Payment must process successfully via AutoPay & must stay enrolled in AutoPay. Discount is via bill credit on next month's bill.

9 All postpaid plans include unlimited (2G) data and text while in over 140 countries & destinations at no extra charge per line; calls at \$0.20/min.

10 All postpaid plans include free data for music streaming on select music stations.

11 6-10GB postpaid Simple Choice plan options include Data Stash, the ability to carry forward unused high speed data for up to a year, up to 20GB.

12 All postpaid plans include unlimited talk, text and data in Mexico and Canada just like in the U.S.

13 All postpaid Simple Choice plan options include Binge On, which optimizes detectable video typically streaming at DVD quality (480p+), unless video provider opts-out; on opt-out, high-speed data consumption will continue as if Binge On were not enabled. For best performance, leave any video streaming applications at their default automatic resolution setting. Customers may disable Binge On at any time, but will lose Binge On benefits. All new Simple Choice data plans with 6GB or more include unlimited video streaming from participating video services not counting against the data limit.

14 With T-Mobile ONE, video typically streams on smartphone/tablet at DVD quality (480p) unless you add the T-Mobile ONE Plus add-on feature. Video tethering at max 3G speeds.

15 T-Mobile ONE Plus provides unlimited Mobile HotSpot (tethering) at 4G LTE speeds, unlimited video streaming at DVD quality (480p), unlimited HD daily video pass (opt-in daily for HD) and unlimited data @ 256kbps and text while in over 140 countries & destinations at no extra charge; calls at \$0.20/min.

16 Family Match applies when all lines in the account start with the same additional data, 6GB or 10GB; the price is \$10 more per line per 4GB increments

17 On all plans, during congestion the top 3% of data users (>26GB/mo.) may notice reduced speeds until next bill cycle. On-device usage is prioritized over tethering usage, which may result in higher speeds for data used on device.

UNITED STATES

T-MOBILE USA

SIMPLE CHOICE PLAN (PAY IN ADVANCE)^{1,2,3,4,5,6,7,9,10,11,13}	PRICING⁹
Unlimited Talk, Text and Web with up to 2GB of full speed data ¹²	\$50.00
Unlimited Talk, Text and Web with up to 6GB of full speed data ¹²	\$65.00
Unlimited Talk, Text and Web with up to 10GB of full speed data ¹²	\$80.00
Unlimited Talk, Text and Unlimited Nationwide 4G LTE data (unlimited full speed data)	\$95.00

1 No annual contract required.

2 Text plans include unlimited nationwide text, picture and video messaging. As of Apr. 26, 2014, international texting from the US to virtually anywhere, at no extra charge.

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 through the 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 14 GB of Smartphone Mobile HotSpot full speed data usage, then slowed to 2G speeds for balance of service period. 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 On-network and domestic roaming data allotments differ: 2 GB, 6 GB & 10 GB full-speed plans and unlimited 4G LTE full-speed plan with 14 GB Smartphone Mobile HotSpot feature include 200 MB roaming.

9 All prices reflect monthly charges. \$20 SIM starter kit or, in stores & on customer service calls, upgrade support charge may be required. Capable device required to achieve 4G LTE speeds.

10 Pay in Advance Simple Choice plan options include unlimited talk, text and data in Mexico and Canada just like in the U.S.

11 All Pay in Advance Simple Choice plan options include free data for music streaming on select music stations.

12 All Pay in Advance Simple Choice plan options include Binge On, which optimizes detectable video typically streaming at DVD quality (480p+), unless video provider opts-out; on opt-out, high-speed data consumption will continue as if Binge On were not enabled. For best performance, leave any video streaming applications at their default automatic resolution setting. Customers may disable Binge On at any time, but will lose Binge On benefits. All new Simple Choice data plans with 6GB or more include unlimited video streaming from participating video services not counting against the data limit, except for the Unlimited 4G LTE plan.

13 On all plans, during congestion the top 3% of data users (>26GB/mo.) may notice reduced speeds until next bill cycle. On-device usage is prioritized over tethering usage, which may result in higher speeds for data used on device.

ADDITIONAL ADD-ON FOR PAY IN ADVANCE PLANS \$50/MONTH OR HIGHER	TALK/TEXT PRICING⁹
Stateside International Talk with Mobile ⁸	\$15.00

8 Unlimited calling to mobile numbers in 30+ countries and unlimited calling to landlines in 70+ countries, unlimited texting to 200+ countries, and discounted calling rates to the rest of the world.

UNITED STATES

T-MOBILE USA

SIMPLY PREPAID PLAN (PREPAID) ^{1,2,4,5,6,9,10}	PRICING ⁹
Unlimited Talk and Text	\$25.00
Unlimited Talk, Text and Web with up to 3GB of 4G LTE ^{3,7,8}	\$40.00
Unlimited Talk, Text and Web with up to 5GB of 4G LTE ^{3,7,8}	\$50.00
Unlimited Talk, Text and Web with up to 10GB of 4G LTE ^{3,7,8}	\$60.00

1 No annual contract required.

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

3 Web plans include overage-free data with nationwide Web and e-mail access. All plans have 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 through the 30th day.

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

6 Includes access to BlackBerry email, BlackBerry Messenger, and BlackBerry App World for your BlackBerry device, for \$0 per month. For No Annual contract plans \$40 and up and that include unlimited data. Not available for Pay As You Go plans.

7 Roaming and on-network data allotments differ; 3GB includes 50MB roaming, 5GB & 10GB includes 100 MB roaming.

8 Simply Prepaid plan options with data include Data Maximizer, which optimizes detectable video typically streaming at DVD quality (480p+), unless video provider opts-out; on opt-out, high-speed data consumption will continue as if Bing On were not enabled. For best performance, leave any video streaming applications at their default automatic resolution setting. Customers may disable Data Maximizer at any time.

9 All prices reflect monthly charges. \$20 SIM starter kit or, in stores & on customer service calls, upgrade support charge may be required. Capable device required to achieve 4G LTE speeds.

10 On all plans, during congestion the top 3% of data users (>26GB/mo.) may notice reduced speeds until next bill cycle. On-device usage is prioritized over tethering usage, which may result in higher speeds for data used on device.

ADDITIONAL ADD-ONS FOR ALL PREPAID PLANS ^{9,10,11}	COST ⁹
Stateside International Talk with Mobile ¹²	\$15.00
Mexico + Canada Unlimited ¹³	\$5.00

11 Applicable on all monthly prepaid plans; not applicable on Pay As You Go plans.

12 Unlimited calling to mobile numbers in 30+ countries and unlimited calling to landlines in 70+ countries. Plus, get discounted calling rates to the rest of the world.

13 Get unlimited calling to and from the U.S. to any number, including mobile phones, in Mexico and Canada. And when you travel throughout the U.S., Mexico, & Canada your phone works the same with 4G LTE data and unlimited calling and texting. To top it off, this service includes unlimited texting from the U.S., Mexico, and Canada to virtually anywhere.

ALSO AVAILABLE ^{9,10}	PRICING ⁹
Pay As You Go ^{1,4,14}	\$3.00

Add-Ons to Pay As You Go (optional):

1-Wk Data Pass - up to 1GB of 4G LTE data	\$10.00
1-Day Data Pass - up to 500MB of 4G LTE data	\$5.00
1-Wk Pass - Unlimited Talk & Text	\$10.00

14 Includes 30 minutes or messages. Additional minutes available for \$0.10 per minute or message.

UNITED STATES

T-MOBILE USA

T-Mobile ONE (Mobile Internet) ^{1,4,5,6,8,10,11,12,14,16}	PRICING ¹
T-Mobile ONE (Unlimited 4G LTE data)	\$20.00 ¹
T-Mobile ONE Add-On Feature ^{1,5,6,8,9,12,15,16}	PRICING ¹
T-Mobile ONE Plus	\$25.00/line
SIMPLE CHOICE (Mobile Internet) ^{1,2,4,5,6,8,9,11,12,13,16}	PRICING ^{1,2}
Mobile Internet up to 2 GB of 4G LTE ¹	\$20.00
Mobile Internet up to 6 GB of 4G LTE ^{7,10}	\$35.00
Mobile Internet up to 10 GB of 4G LTE ^{7,10}	\$50.00
Mobile Internet up to 14 GB of 4G LTE ^{7,10}	\$65.00
Mobile Internet up to 18 GB of 4G LTE ^{7,10}	\$80.00
Mobile Internet up to 22 GB of 4G LTE ¹⁰	\$95.00

* T-Mobile ONE launched Sept. 1, 2016

1 Prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$20 SIM starter kit or, in stores & on customer service calls, upgrade support charge and deposit may be required. Capable device required for 4G LTE.

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

3 Price shown already reflecting \$5 AutoPay discount. Payment must process successfully via AutoPay & must stay enrolled in AutoPay. Discount is via bill credit on next month's bill.

4 All Simple Choice plan options include Smartphone Mobile HotSpot (tethering) capability that share the same full speed data allotment of their data plan, then slowed to 2G speeds for balance of service period. T-Mobile ONE includes unlimited tethering @ 512 Mbps. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

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

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

7 Customers may choose to add more full speed data in increments of 4 GB/each \$15 more per month per line, up to 22 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).

8 On-network and domestic roaming data allotments differ: 2 GB through 22 GB full-speed plans, T-Mobile One unlimited high-speed data plan and T-Mobile One Plus add-on feature include 200 MB roaming.

9 All postpaid Mobile Internet plans include free data for music streaming on select music stations.

10 \$22GB postpaid Simple Choice Mobile Internet plans include Data Stash, the ability to carry forward unused high speed data for up to a year, up to 20GB.

11 All postpaid Mobile Internet plans include unlimited (2G) data and text while in over 140 countries and destinations at no extra charge per line.

12 All postpaid Mobile Internet plans include unlimited text and data in Mexico and Canada just like in the U.S.

13 Postpaid Mobile Internet Simple Choice plans include Bing+ On, which optimizes detectable video typically streaming at DVD quality (480p+), unless video provider opts-out; on opt-out, high-speed data consumption will continue as if Bing+ On were not enabled. For best performance, leave any video streaming applications at their default automatic resolution setting. Customers may disable Bing+ On at any time, but will lose Bing+ On benefits. All new Simple Choice data plans with 6GB or more include unlimited video streaming from participating video services not counting against the data limit.

14 With T-Mobile ONE, video typically streams on smartphone/tablet at DVD quality (480p) unless you add an HD Day Pass or T-Mobile ONE Plus add-on. Video tethering at max 3G speeds.

15 T-Mobile ONE Plus provides unlimited Mobile HotSpot (tethering) at 4G LTE speeds, unlimited video streaming at DVD quality (480p), unlimited HD daily video pass (opt-in daily for HD) and unlimited data @ 256kbps and text while in over 140 countries & destinations at no extra charge

16 On all plans, during congestion the top 3% of data users (>26GB/mo.) may notice reduced speeds until next bill cycle. On-device usage is prioritized over tethering usage, which may result in higher speeds for data used on device.

ON DEMAND MOBILE INTERNET PASSES (Postpaid) ^{1,2,3,4,5}	PRICING ¹
Mobile Internet 500 MB data (use for 1 days)	\$5.00
Mobile Internet 1 GB data (use for 7 days)	\$10.00

1 Credit approval, \$20 SIM starter kit or, in stores & on customer service calls, upgrade support charge 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.

4 Mobile Internet On Demand passes include unlimited data in Mexico and Canada just like in the U.S. when added on top of Simple Choice plan options

5 On all plans, during congestion the top 3% of data users (>26GB/mo.) may notice reduced speeds until next bill cycle. On-device usage is prioritized over tethering usage, which may result in higher speeds for data used on device.

PAY IN ADVANCE - (SINGLE USE) DATA PASSES ^{1,2,3,4}	PRICING ¹	HOTSPOT ACCESS
Unlimited, Overage-Free up to 500 MB full-speed data (use for 1 day)	\$5.00	Not Included
Unlimited, Overage-Free up to 1 GB full-speed data (use for 7 days)	\$10.00	Not Included
Unlimited, Overage-Free up to 3 GB full-speed data (use for 30 days)	\$30.00	Not Included
Unlimited, Overage-Free up to 5 GB full-speed data (use for 7 days)	\$40.00	Not Included
Unlimited, Overage-Free up to 7 GB full-speed data (use for 30 days)	\$50.00	Not Included

1 \$20 SIM starter kit or, in stores & on customer service calls, upgrade support charge 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 No domestic roaming. Pay in Advance Simple Choice single-use plan options include unlimited data in Mexico and Canada just like in the U.S.

4 On all plans, during congestion the top 3% of data users (>26GB/mo.) may notice reduced speeds until next bill cycle. On-device usage is prioritized over tethering usage, which may result in higher speeds for data used on device.

PAY IN ADVANCE - MONTHLY RECURRING (AUTO-RENEW) PASSES ^{1,2,3,4}	PRICING ¹	HOTSPOT ACCESS
Mobile Internet up to 2 GB of 4G LTE data	\$20.00	Not Included
Mobile Internet up to 6 GB of 4G LTE data	\$35.00	Not Included
Mobile Internet up to 10 GB of 4G LTE data	\$50.00	Not Included
Mobile Internet up to 14 GB of 4G LTE data	\$65.00	Not Included
Mobile Internet up to 18 GB of 4G LTE data	\$80.00	Not Included
Mobile Internet up to 22 GB of 4G LTE data	\$95.00	Not Included

1 Prices reflect monthly recurring charges. \$20 SIM starter kit or, in stores & on customer service calls, upgrade support charge and deposit may be required. Capable device required for 4G LTE.

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

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

4 On all plans, during congestion the top 3% of data users (>26GB/mo.) may notice reduced speeds until next bill cycle. On-device usage is prioritized over tethering usage, which may result in higher speeds for data used on device.

EUROPE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)¹

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		3.261	3.397	13.024	3.080	3.106	3.223	(1,2)	9.627	9.409	(2,3)
NET REVENUE		3.200	3.334	12.782	3.018	3.020	3.140	(1,9)	9.448	9.178	(2,9)
EBITDA	2	1.157	1.075	4.329	986	1.038	1.100	(4,9)	3.254	3.124	(4,0)
EBITDA margin (EBITDA / total revenue)	%	35,5	31,6	33,2	32,0	33,4	34,1	(1,4p)	33,8	33,2	(0,6p)
Depreciation, amortization and impairment losses		(640)	(686)	(2.589)	(636)	(639)	(651)	(1,7)	(1.903)	(1.926)	(1,2)
Profit (loss) from operations = EBIT	3	517	389	1.740	350	399	449	(13,2)	1.351	1.198	(11,3)
CASH CAPEX	4	402	460	1.638	500	392	391	(2,7)	1.178	1.283	8,9
CASH CONTRIBUTION		755	615	2.691	486	646	709	(6,1)	2.076	1.841	(11,3)

FINANCIALS (AS REPORTED)

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		3.261	3.397	13.024	3.080	3.106	3.223	(1,2)	9.627	9.409	(2,3)
NET REVENUE		3.200	3.334	12.782	3.018	3.020	3.140	(1,9)	9.448	9.178	(2,9)
EBITDA		1.107	1.022	4.108	962	1.016	1.077	(2,7)	3.086	3.055	(1,0)
EBITDA margin (EBITDA / total revenue)	%	33,9	30,1	31,5	31,2	32,7	33,4	(0,5p)	32,1	32,5	0,4p
Depreciation, amortization and impairment losses		(641)	(729)	(2.632)	(636)	(639)	(651)	(1,6)	(1.903)	(1.926)	(1,2)
Profit (loss) from operations = EBIT		466	293	1.476	326	377	426	(8,6)	1.183	1.129	(4,6)
CASH CAPEX		403	463	1.667	1.009	391	907	n.a.	1.204	2.307	91,6
CASH CONTRIBUTION		704	559	2.441	(47)	625	170	(75,9)	1.882	748	(60,3)

¹ Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

² Special factors affecting EBITDA: EUR 51 mn in Q3/15, EUR 51 mn in Q4/15, EUR 24mn in Q1/16, EUR 22mn in Q2/16 and EUR 23mn in Q3/16.

³ Special factors affecting EBIT: EUR 51 mn in Q3/15 (thereof EUR 51 mn resulting from EBITDA), EUR 94mn in Q4/15 (thereof EUR 51 mn resulting from EBITDA), EUR 24mn in Q1/16 (thereof EUR 24mn resulting from EBITDA), EUR 22mn in Q2/16 (thereof EUR 22mn resulting from EBITDA) and EUR 23mn in Q3/16 (thereof EUR 23mn resulting from EBITDA).

⁴ EUR 9mn in Q2/15 in Albania, EUR 1mn in Q3/15 in Austria, EUR 3mn in Q4/15 in Poland, EUR 485mn in Poland in Q1/16, EUR 24mn in Netherlands in Q1/16, EUR -1mn in Poland in Q2/16, EUR 461mn in Poland in Q3/16, EUR 27mn in Czech Republic in Q3/16 and EUR 28mn in Montenegro in Q3/16.

EUROPE

EBITDA RECONCILIATION¹

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		3.261	3.397	13.024	3.080	3.106	3.223	(1,2)	9.627	9.409	(2,3)
TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)		3.261	3.397	13.024	3.080	3.106	3.223	(1,2)	9.627	9.409	(2,3)
Profit (loss) from operations = EBIT		466	293	1.476	326	377	426	(8,6)	1.183	1.129	(4,6)
- Depreciation, amortization and impairment losses		(641)	(729)	(2.632)	(636)	(639)	(651)	(1,6)	(1.903)	(1.926)	(1,2)
= EBITDA		1.107	1.022	4.108	962	1.016	1.077	(2,7)	3.086	3.055	(1,0)
EBITDA margin	%	33,9	30,1	31,5	31,2	32,7	33,4	(0,5p)	32,1	32,5	0,4p
- Special factors affecting EBITDA		(50)	(53)	(221)	(24)	(22)	(23)	54,0	(168)	(69)	58,9
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		1.157	1.075	4.329	986	1.038	1.100	(4,9)	3.254	3.124	(4,0)
EBITDA margin (adjusted for special factors)	%	35,5	31,6	33,2	32,0	33,4	34,1	(1,4p)	33,8	33,2	(0,6p)

SPECIAL FACTORS

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
EFFECTS ON EBITDA		(50)	(53)	(221)	(24)	(22)	(23)	54,0	(168)	(69)	58,9
- of which personnel		(34)	(24)	(177)	(29)	(22)	(40)	(17,6)	(153)	(91)	40,5
- of which other		(16)	(29)	(44)	5	0	17	n.a.	(15)	22	n.a.
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(51)	(96)	(264)	(24)	(22)	(23)	54,9	(168)	(69)	58,9
- of which personnel		(34)	(24)	(177)	(29)	(22)	(40)	(17,6)	(153)	(91)	40,5
- of which other		(17)	(72)	(87)	5	0	17	n.a.	(15)	22	n.a.

¹ Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

EUROPE

CUSTOMER SUMMARY

	Note	Q3 2015 (⁰⁰⁰)	Q4 2015 (⁰⁰⁰)	Q1 2016 (⁰⁰⁰)	Q2 2016 (⁰⁰⁰)	Q3 2016 (⁰⁰⁰)	Change %
GREECE							
- Fixed network Access Lines		2.577	2.586	2.583	2.576	2.569	(0,3)
- Broadband Access Lines		1.480	1.531	1.574	1.611	1.646	11,2
- Mobile Customers		7.428	7.399	7.477	7.610	7.666	3,2
ROMANIA							
- Fixed network Access Lines		2.117	2.091	2.055	2.029	1.998	(5,6)
- Broadband Access Lines		1.181	1.186	1.204	1.204	1.198	1,4
- Mobile Customers		5.905	5.992	5.934	5.909	5.869	(0,6)
HUNGARY							
	1						
- Fixed network Access Lines		1.677	1.674	1.659	1.655	1.650	(1,6)
- Broadband Access Lines		1.010	1.023	1.028	1.035	1.044	3,4
- Mobile Customers		5.482	5.504	5.372	5.344	5.301	(3,3)
POLAND							
- Fixed network Access Lines		17	18	18	18	20	17,6
- Broadband Access Lines		13	15	17	15	16	23,1
- Mobile Customers	2	15.696	12.056	11.821	11.635	11.221	(28,5)
CZECH REPUBLIC							
- Fixed network Access Lines		147	154	141	140	147	0,0
- Broadband Access Lines		138	134	133	133	133	(3,6)
- Mobile Customers		5.981	6.019	6.024	6.008	6.002	0,4
CROATIA							
- Fixed network Access Lines		1.020	1.004	1.012	1.009	1.004	(1,6)
- Broadband Access Lines		733	741	749	762	771	5,2
- Mobile Customers		2.323	2.233	2.206	2.246	2.332	0,4
NETHERLANDS							
- Mobile Customers		3.686	3.677	3.668	3.671	3.703	0,5
SLOVAKIA							
- Fixed network Access Lines		858	855	851	848	847	(1,3)
- Broadband Access Lines		587	599	609	618	625	6,5
- Mobile Customers		2.204	2.235	2.231	2.227	2.226	1,0
AUSTRIA							
- Mobile Customers		3.962	4.323	4.221	4.275	4.365	10,2
OTHER							
- Fixed network Access Lines		385	381	367	365	364	(5,5)
- Broadband Access Lines		289	285	283	284	284	(1,7)
- Mobile Customers		3.579	3.299	3.255	3.287	3.525	(1,5)
TOTAL							
	1						
- Fixed network Access Lines		8.798	8.763	8.687	8.639	8.599	(2,3)
- IP		3.973	4.132	4.261	4.514	4.757	19,7
- Broadband Access Lines Retail		5.122	5.189	5.254	5.307	5.352	4,5
- Wholesale Bundled Access Lines		121	121	122	124	122	0,8
- Wholesale Unbundled Access Lines		181	199	215	227	237	30,9
- TV (IPTV, SAT, Cable)		3.832	3.905	3.922	3.961	4.010	4,6
- Mobile Customers total		56.246	52.737	52.208	52.213	52.211	(7,2)

1 Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

2 In the fourth quarter of 2015, the number of mobile customers in Poland decreased by 3 838 thousand in connection with the deactivation of inactive prepaid SIM cards.

GREECE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		721	761	2.878	685	701	745	3,3	2.117	2.131	0,7
- of which Fixed network		446	498	1.833	449	459	479	7,4	1.335	1.387	3,9
- of which Mobile communications		319	312	1.228	277	291	319	0,0	916	887	(3,2)
EBITDA	1	297	291	1.118	267	268	299	0,7	827	834	0,8
- of which Fixed network		162	177	639	165	163	176	8,6	462	504	9,1
- of which Mobile communications		127	101	438	92	97	114	(10,2)	337	303	(10,1)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	41,2	38,2	38,8	39,0	38,2	40,1	(1,1p)	39,1	39,1	0,0p
- of which Fixed network	%	36,3	35,5	34,9	36,7	35,5	36,7	0,4p	34,6	36,3	1,7p
- of which Mobile communications	%	39,8	32,4	35,7	33,2	33,3	35,7	(4,1p)	36,8	34,2	(2,6p)
CASH CAPEX (AS REPORTED)		88	94	311	87	100	93	5,7	217	280	29,0
- of which Fixed network		45	43	154	55	51	62	37,8	111	168	51,4
- of which Mobile communications		41	46	149	31	47	27	(34,1)	103	105	1,9
CASH CONTRIBUTION		209	197	807	180	168	206	(1,4)	610	554	(9,2)
- of which Fixed network		117	134	485	110	112	114	(2,6)	351	336	(4,3)
- of which Mobile communications		85	55	289	61	50	87	2,4	234	198	(15,4)

1 Special factors affecting EBITDA: EUR 1mn in Q3/15, EUR 21mn in Q4/15, EUR 4mn in Q1/16 EUR 1mn in Q2/16 and EUR 16mn in Q3/16.

GREECE OPERATIONALS

	Note	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Q3 2016	Change %	Q1 - Q3 2015	Q1 - Q3 2016	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	2.577	2.586	2.586	2.583	2.576	2.569	(0,3)	2.577	2.569	(0,3)
- IP	('000)	36	78	78	166	302	437	n.a.	36	437	n.a.
Broadband Access Lines Retail	('000)	1.457	1.505	1.505	1.541	1.573	1.603	10,0	1.457	1.603	10,0
TV (IPTV, SAT, Cable)	('000)	412	445	445	456	457	476	15,5	412	476	15,5
Wholesale Bundled Access Lines	('000)	23	26	26	32	38	43	87,0	23	43	87,0
ULLs/Wholesale PSTN	('000)	2.055	2.057	2.057	2.062	2.063	2.061	0,3	2.055	2.061	0,3
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)	261	237	970	222	234	258	(1,1)	733	714	(2,6)
CUSTOMERS	('000)	7.428	7.399	7.399	7.477	7.610	7.666	3,2	7.428	7.666	3,2
- contract	('000)	2.283	2.250	2.250	2.231	2.226	2.225	(2,5)	2.283	2.225	(2,5)
- prepaid	('000)	5.144	5.150	5.150	5.245	5.384	5.442	5,8	5.144	5.442	5,8
NET ADDS	('000)	41	(28)	119	77	133	56	36,6	148	267	80,4
- contract	('000)	(6)	(34)	23	(18)	(5)	(2)	66,7	57	(25)	n.a.
- prepaid	('000)	47	6	97	96	138	58	23,4	91	292	n.a.
AVERAGE MONTHLY CHURN	(%)	1,7	1,7	1,6	1,6	1,6	2,0	0,3p	1,6	1,7	0,1p
- contract	(%)	1,1	1,8	1,3	1,5	1,4	1,3	0,2p	1,2	1,4	0,2p
SAC PER GROSS ADD	€	10	13	14	12	12	10	0,0	15	11	(26,7)
- contract	€	66	59	60	66	62	61	(7,6)	60	63	5,0
- prepaid	€	2	2	2	2	2	2	0,0	2	2	0,0
SRC PER RETAINED CUSTOMER	€	45	42	41	40	36	39	(13,3)	41	38	(7,3)
ARPU	€	12	11	11	10	10	11	(8,3)	11	11	0,0
- contract	€	27	24	25	23	25	27	0,0	25	25	0,0
- prepaid	€	5	5	5	4	4	5	0,0	5	4	(20,0)
NON-VOICE % OF ARPU	(%)	31	28	28	29	29	32	1p	28	30	2p
MOU PER CUSTOMER	(min)	288	284	288	270	282	278	(3,5)	290	277	(4,5)
- contract	(min)	420	439	430	423	452	451	7,4	428	442	3,3

ROMANIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)¹

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		239	263	984	234	242	242	1,3	721	718	(0,4)
PRODUCT VIEW		239	263	984	234	242	242	1,3	721	718	(0,4)
- Fixed network		132	148	562	127	136	135	2,3	414	398	(3,9)
- Mobile communications		107	115	422	107	106	107	0,0	307	320	4,2
SEGMENT VIEW		239	263	984	234	242	242	1,3	721	718	(0,4)
- of which Consumer		157	165	635	153	152	151	(3,8)	470	456	(3,0)
- of which Business		53	69	230	50	56	53	0,0	161	159	(1,2)
EBITDA	2	48	53	205	38	38	53	10,4	152	129	(15,1)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	20,1	20,2	20,8	16,2	15,7	21,9	1,8p	21,1	18,0	(3,1p)
CASH CAPEX (AS REPORTED)		28	23	132	33	30	30	7,1	109	93	(14,7)
CASH CONTRIBUTION		20	30	73	5	8	23	15,0	43	36	(16,3)

¹ Since our subsidiary in Romania offers convergent Fixed and Mobile products, from Q3/15 onwards it is shown as integrated company. For better comparability figures for prior periods have been adjusted.

² Special factors affecting EBITDA: EUR 13mn in Q3/15, EUR 3mn in Q4/15, EUR 5mn in Q2/16 and EUR 1mn in Q3/16.

ROMANIA OPERATIONALS

	Note	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Q3 2016	Change %	Q1 - Q3 2015	Q1 - Q3 2016	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	2.117	2.091	2.091	2.055	2.029	1.998	(5,6)	2.117	1.998	(5,6)
- IP	('000)	362	392	392	409	437	467	29,0	362	467	29,0
Broadband Access Lines Retail	('000)	1.181	1.186	1.186	1.204	1.204	1.198	1,4	1.181	1.198	1,4
TV (IPTV, SAT, Cable)	('000)	1.432	1.452	1.452	1.449	1.461	1.461	2,0	1.432	1.461	2,0
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)	83	83	325	81	81	83	0,%	242	245	1,2
CUSTOMERS	('000)	5.905	5.992	5.992	5.934	5.909	5.869	(0,6)	5.905	5.869	(0,6)
- contract	('000)	1.846	1.893	1.893	1.923	1.956	1.966	6,5	1.846	1.966	6,5
- prepaid	('000)	4.060	4.099	4.099	4.011	3.953	3.903	(3,9)	4.060	3.903	(3,9)
NET ADDS	('000)	(109)	87	(55)	(58)	(25)	(40)	63,3	(142)	(123)	13,4
- contract	('000)	52	47	203	30	33	10	(80,8)	155	73	(52,9)
- prepaid	('000)	(161)	39	(258)	(88)	(58)	(50)	68,9	(297)	(196)	34,0
AVERAGE MONTHLY CHURN	(%)	3,3	3,1	3,0	3,4	3,1	3,1	(0,2p)	3,0	3,2	0,2p
- contract	(%)	1,2	1,7	1,3	1,7	1,5	1,5	0,3p	1,2	1,6	0,4p
SAC PER GROSS ADD	€	17	14	14	11	8	6	(64,7)	14	8	(42,9)
- contract	€	63	53	54	43	35	27	(57,1)	54	36	(33,3)
- prepaid	€	1	2	1	1	0	1	0,0	1	1	0,0
SRC PER RETAINED CUSTOMER	€	11	10	9	13	20	22	100,0	8	18	n.a.
ARPU	€	5	5	5	5	5	5	0,0	5	5	0,0
- contract	€	9	9	9	9	9	9	0,0	9	9	0,0
- prepaid	€	3	3	3	3	3	3	0,0	3	3	0,0
NON-VOICE % OF ARPU	(%)	27	27	26	29	29	30	3p	26	30	4p
MOU PER CUSTOMER	(min)	289	297	295	303	292	281	(2,8)	295	292	(1,0)
- contract	(min)	435	440	446	434	428	409	(6,0)	448	423	(5,6)

HUNGARY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)¹

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		432	518	1.848	403	408	415	(3,9)	1.330	1.226	(7,8)
PRODUCT VIEW		432	518	1.848	403	408	415	(3,9)	1.330	1.226	(7,8)
- Fixed network	2	219	292	973	194	188	188	(14,2)	681	570	(16,3)
- Mobile communications		213	226	875	209	220	227	6,6	649	656	1,1
SEGMENT VIEW		432	518	1.848	403	408	415	(3,9)	1.330	1.226	(7,8)
- of which Consumer		230	245	942	227	236	237	3,0	697	700	0,4
- of which Business		141	199	631	139	134	138	(2,1)	432	411	(4,9)
EBITDA	3	142	124	526	126	144	145	2,1	402	415	3,2
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	32,9	23,9	28,5	31,3	35,3	34,9	2,0p	30,2	33,8	3,6p
CASH CAPEX (AS REPORTED)		63	93	271	71	66	61	(3,2)	178	198	11,2
CASH CONTRIBUTION		79	31	255	55	78	84	6,3	224	217	(3,1)

¹ Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016.

Comparative figures have been adjusted retrospectively.

² Fixed Network includes Total revenue of HU GHS.

³ Special factors affecting EBITDA: EUR 13mn in Q3/15, EUR 5mn in Q4/15 and EUR -7mn in Q1/16.

HUNGARY

OPERATIONALS¹

	Note	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Q3 2016	Change %	Q1 - Q3 2015	Q1 - Q3 2016	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	1.677	1.674	1.674	1.659	1.655	1.650	(1,6)	1.677	1.650	(1,6)
- IP	('000)	1.207	1.286	1.286	1.331	1.428	1.506	24,8	1.207	1.506	24,8
Broadband Access Lines Retail	('000)	975	988	988	996	1.003	1.014	4,0	975	1.014	4,0
TV (IPTV, SAT, Cable)	('000)	949	961	961	964	971	979	3,2	949	979	3,2
Wholesale Bundled Access Lines	('000)	17	17	17	15	16	15	(11,8)	17	15	(11,8)
ULLs/Wholesale PSTN	('000)	10	10	10	9	9	8	(20,0)	10	8	(20,0)
Wholesale Unbundled Access Lines	('000)	12	12	12	13	12	12	0,0	12	12	0,0
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€ million)	181	178	721	173	177	179	(1,1)	543	529	(2,6)
CUSTOMERS	('000)	5.482	5.504	5.504	5.372	5.344	5.301	(3,3)	5.482	5.301	(3,3)
- contract	('000)	3.069	3.103	3.103	3.100	3.110	3.122	1,7	3.069	3.122	1,7
- prepaid	('000)	2.414	2.401	2.401	2.271	2.234	2.179	(9,7)	2.414	2.179	(9,7)
NET ADDS	('000)	6	22	26	(132)	(27)	(43)	n.a.	4	(203)	n.a.
- contract	('000)	13	34	106	(2)	10	12	(7,7)	71	19	(73,2)
- prepaid	('000)	(7)	(13)	(80)	(130)	(37)	(55)	n.a.	(67)	(222)	n.a.
AVERAGE MONTHLY CHURN	(%)	1,6	1,2	1,4	1,8	1,4	1,6	0,0p	1,5	1,6	0,1p
- contract	(%)	0,9	0,8	0,9	1,0	0,8	0,8	(0,1p)	0,9	0,9	0,0p
SAC PER GROSS ADD	€	14	24	19	19	20	18	28,6	17	19	11,8
- contract	€	42	53	40	40	45	44	4,8	36	43	19,4
- prepaid	€	3	4	5	3	6	5	66,7	6	5	(16,7)
SRC PER RETAINED CUSTOMER	€	47	66	55	55	56	57	21,3	51	56	9,8
ARPU	€	11	11	11	11	11	11	0,0	11	11	0,0
- contract	€	17	17	17	16	16	16	(5,9)	17	16	(5,9)
- prepaid	€	4	4	4	3	4	4	0,0	4	4	0,0
NON-VOICE % OF ARPU	(%)	28	28	27	33	33	34	6p	27	34	7p
MOU PER CUSTOMER	(min)	187	187	185	186	201	199	6,4	184	195	6,0
- contract	(min)	290	289	288	288	309	298	2,8	288	298	3,5

¹ Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

POLAND

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		391	386	1.544	378	343	373	(4,6)	1.158	1.094	(5,5)
PRODUCT VIEW		391	386	1.544	378	343	373	(4,6)	1.158	1.094	(5,5)
- Fixed network		26	23	101	24	24	26	0,0	78	74	(5,1)
- Mobile communications		365	362	1.443	354	319	347	(4,9)	1.081	1.020	(5,6)
SEGMENT VIEW		391	386	1.544	378	343	373	(4,6)	1.158	1.094	(5,5)
- of which Consumer		216	215	868	196	198	201	(6,9)	653	595	(8,9)
- of which Business		132	132	536	124	126	128	(3,0)	404	378	(6,4)
EBITDA	1	164	141	580	120	100	125	(23,8)	439	345	(21,4)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	41,9	36,5	37,6	31,7	29,2	33,5	(8,4p)	37,9	31,5	(6,4p)
CASH CAPEX (AS REPORTED)		34	48	189	546	35	492	n.a.	141	1.073	n.a.
CASH CONTRIBUTION		130	93	391	(426)	65	(367)	n.a.	298	(728)	n.a.

1 Special factors affecting EBITDA: EUR 1mn in Q3/15, EUR 1mn in Q4/15 and EUR 14mn in Q1/16.

POLAND OPERATIONALS

	Note	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Q3 2016	Change %	Q1 - Q3 2015	Q1 - Q3 2016	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	17	18	18	18	18	20	17,6	17	20	17,6
- IP	('000)	3	3	3	2	2	2	(33,3)	3	2	(33,3)
Broadband Access Lines Retail	('000)	8	10	10	10	10	10	25,0	8	10	25,0
TV (IPTV, SAT, Cable)	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	4	5	5	6	5	5	25,0	4	5	25,0
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€ million)	267	243	1.034	244	220	235	(12,0)	791	699	(11,6)
CUSTOMERS	('000)	15.696	12.056	12.056	11.821	11.635	11.221	(28,5)	15.696	11.221	(28,5)
- contract	('000)	6.640	6.569	6.569	6.518	6.516	6.541	(1,5)	6.640	6.541	(1,5)
- prepaid	('000)	1	9.056	5.487	5.303	5.119	4.680	(48,3)	9.056	4.680	(48,3)
NET ADDS	('000)	(130)	(3.641)	(3.646)	(235)	(186)	(414)	n.a.	(5)	(835)	n.a.
- contract	('000)	(68)	(71)	(254)	(50)	(3)	25	n.a.	(183)	(28)	84,7
- prepaid	('000)	1	(62)	(3.391)	(184)	(183)	(440)	n.a.	178	(807)	n.a.
AVERAGE MONTHLY CHURN	(%)	2,6	11,0	4,3	3,4	3,3	3,2	0,6p	2,3	3,3	1,0p
- contract	(%)	1,1	1,2	1,1	1,2	1,1	1,2	0,1p	1,1	1,1	0,0p
SAC PER GROSS ADD	€	6	7	7	7	6	6	0,0	7	6	(14,3)
- contract	€	34	35	38	31	27	16	(52,9)	39	24	(38,5)
- prepaid	€	1	1	2	2	1	1	0,0	2	1	(50,0)
SRC PER RETAINED CUSTOMER	€	12	(12)	1	1	0	(1)	n.a.	6	0	(100,0)
ARPU	€	6	6	6	7	6	7	16,7	6	7	16,7
- contract	€	11	10	11	10	9	10	(9,1)	11	10	(9,1)
- prepaid	€	2	2	2	2	2	2	0,0	2	2	0,0
NON-VOICE % OF ARPU	(%)	39	40	39	39	46	42	3p	39	42	3p
MOU PER CUSTOMER	(min)	154	172	157	204	213	215	39,6	153	211	37,9
- contract	(min)	313	322	311	325	334	327	4,5	308	329	6,8

1 In the fourth quarter of 2015, the number of mobile customers in Poland decreased by 3 838 thousand in connection with the deactivation of inactive prepaid SIM cards.

CZECH REPUBLIC

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		242	259	958	229	233	239	(1,2)	699	701	0,3
PRODUCT VIEW		242	259	958	229	233	239	(1,2)	699	701	0,3
- Fixed network		51	70	218	51	51	52	2,0	148	154	4,1
- Mobile communications		191	189	740	178	182	187	(2,1)	551	547	(0,7)
SEGMENT VIEW		242	259	958	229	233	239	(1,2)	699	701	0,3
- of which Consumer		117	118	464	113	117	120	2,6	346	350	1,2
- of which Business		107	122	431	103	105	106	(0,9)	309	314	1,6
EBITDA	1	100	105	390	99	100	103	3,0	285	302	6,0
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	41,3	40,5	40,7	43,2	42,9	43,1	1,8p	40,8	43,1	2,3p
CASH CAPEX (AS REPORTED)		29	36	104	42	42	51	75,9	68	135	98,5
CASH CONTRIBUTION		71	69	286	57	58	52	(26,8)	217	167	(23,0)

1 Special factors affecting EBITDA: EUR 3mn in Q4/15, EUR 1mn in Q1/16 and EUR 1mn in Q3/16.

CZECH REPUBLIC OPERATIONALS

	Note	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Q3 2016	Change %	Q1 - Q3 2015	Q1 - Q3 2016	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	147	154	154	141	140	147	0,0	147	147	0,0
- IP	('000)	130	137	137	125	125	132	1,5	130	132	1,5
Broadband Access Lines Retail	('000)	136	132	132	131	131	130	(4,4)	136	130	(4,4)
TV (IPTV, SAT, Cable)	('000)	2	2	2	2	6	16	n.a.	2	16	n.a.
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
ULLs/Wholesale PSTN	('000)	7	7	7	7	6	6	(14,3)	7	6	(14,3)
Wholesale Unbundled Access Lines	('000)	2	2	2	2	2	2	0,0	2	2	0,0
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€ million)	172	168	666	165	170	173	0,6	498	508	2,0
CUSTOMERS	('000)	5.981	6.019	6.019	6.024	6.008	6.002	0,4	5.981	6.002	0,4
- contract	('000)	3.556	3.597	3.597	3.628	3.623	3.646	2,5	3.556	3.646	2,5
- prepaid	('000)	2.425	2.422	2.422	2.396	2.385	2.356	(2,8)	2.425	2.356	(2,8)
NET ADDS	('000)	(16)	38	18	5	(16)	(5)	68,8	(20)	(16)	20,0
- contract	('000)	24	41	97	31	(5)	23	(4,2)	56	50	(10,7)
- prepaid	('000)	(39)	(3)	(78)	(26)	(11)	(29)	25,6	(75)	(66)	12,0
AVERAGE MONTHLY CHURN	(%)	1,5	1,3	1,5	1,3	1,4	1,4	(0,1p)	1,5	1,4	(0,1p)
- contract	(%)	0,5	0,5	0,6	0,5	0,6	0,5	0,0p	0,6	0,5	(0,1p)
SAC PER GROSS ADD	€	24	21	22	21	23	18	(25,0)	22	20	(9,1)
- contract	€	57	47	50	49	54	48	(15,8)	51	50	(2,0)
- prepaid	€	3	3	3	4	3	3	0,0	2	3	50,0
SRC PER RETAINED CUSTOMER	€	12	13	11	12	14	15	25,0	10	14	40,0
ARPU	€	10	9	9	9	9	10	0,0	9	9	0,0
- contract	€	14	13	13	13	13	14	0,0	13	13	0,0
- prepaid	€	4	4	3	3	3	4	0,0	3	3	0,0
NON-VOICE % OF ARPU	(%)	47	47	45	48	47	49	2p	44	48	4p
MOU PER CUSTOMER	(min)	153	157	155	155	161	152	(0,7)	155	156	0,6
- contract	(min)	230	234	235	231	238	222	(3,5)	235	231	(1,7)

NETHERLANDS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		346	340	1.394	324	319	332	(4,0)	1.054	975	(7,5)
- of which Consumer		249	245	1.011	228	222	232	(6,8)	766	682	(11,0)
- of which Business		62	62	249	60	59	62	0,0	187	181	(3,2)
EBITDA	1	125	118	500	88	102	91	(27,2)	382	281	(26,4)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	36,1	34,7	35,9	27,2	32,0	27,4	(8,7p)	36,2	28,8	(7,4p)
CASH CAPEX (AS REPORTED)		41	47	176	54	13	27	(34,1)	129	94	(27,1)
CASH CONTRIBUTION		84	71	324	34	89	64	(23,8)	253	187	(26,1)

OPERATIONALS

	Note	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Q3 2016	Change %	Q1 - Q3 2015	Q1 - Q3 2016	Change %
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€ million)	257	233	1.002	228	226	232	(9,7)	769	686	(10,8)
CUSTOMERS	('000)	3.686	3.677	3.677	3.668	3.671	3.703	0,5	3.686	3.703	0,5
- contract	('000)	2.775	2.800	2.800	2.825	2.857	2.911	4,9	2.775	2.911	4,9
- prepaid	('000)	910	878	878	843	814	792	(13,0)	910	792	(13,0)
NET ADDS	('000)	(4)	(8)	(125)	(9)	3	31	n.a.	(117)	25	n.a.
- contract	('000)	24	24	(48)	25	32	54	n.a.	(73)	111	n.a.
- prepaid	('000)	(28)	(33)	(77)	(34)	(29)	(23)	17,9	(44)	(86)	(95,5)
AVERAGE MONTHLY CHURN	(%)	1,7	1,6	1,7	1,5	1,4	1,4	(0,3p)	1,7	1,4	(0,3p)
- contract	(%)	1,3	1,3	1,2	1,2	1,0	1,1	(0,2p)	1,2	1,1	(0,1p)
SAC PER GROSS ADD	€	113	93	117	111	98	110	(2,7)	125	107	(14,4)
- contract	€	143	115	151	130	115	135	(5,6)	166	127	(23,5)
- prepaid	€	19	8	16	18	14	11	(42,1)	18	14	(22,2)
SRC PER RETAINED CUSTOMER	€	95	59	98	121	104	92	(3,2)	112	106	(5,4)
ARPU	€	23	21	22	21	21	21	(8,7)	23	21	(8,7)
- contract	€	30	27	28	26	25	26	(13,3)	29	26	(10,3)
- prepaid	€	4	4	4	4	4	4	0,0	4	4	0,0
NON-VOICE % OF ARPU	(%)	59	60	58	61	62	64	5p	57	62	5p
MOU PER CUSTOMER	(min)	163	175	165	180	189	178	9,2	163	182	11,7
- contract	(min)	206	221	209	226	233	218	5,8	207	226	9,2

1 Special factors affecting EBITDA: EUR 1 mn in Q3/15, EUR 5mn in Q4/15, EUR 1 mn in Q1/16 and and EUR 7mn in Q2/16.

CROATIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		249	227	909	220	230	238	(4,4)	682	688	0,9
PRODUCT VIEW		249	227	909	220	230	238	(4,4)	682	688	0,9
- Fixed network		146	136	550	134	137	136	(6,8)	414	407	(1,7)
- Mobile communications		103	90	359	86	93	102	(1,0)	269	281	4,5
SEGMENT VIEW		249	227	909	220	230	238	(4,4)	682	688	0,9
- of which Consumer		124	120	483	116	120	126	1,6	363	362	(0,3)
- of which Business		79	74	287	70	72	67	(15,2)	213	209	(1,9)
EBITDA	1	102	94	367	82	95	103	1,0	273	280	2,6
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	41,0	41,4	40,4	37,3	41,3	43,3	2,3p	40,0	40,7	0,7p
CASH CAPEX (AS REPORTED)		40	20	129	52	40	35	(12,5)	109	127	16,5
CASH CONTRIBUTION		62	74	238	30	55	68	9,7	164	153	(6,7)

1 Special factors affecting EBITDA: EUR 1mn in Q4/15, EUR 8mn in Q1/16, EUR 1mn in Q2/16 and EUR -1mn in Q3/16.

CROATIA OPERATIONALS

	Note	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Q3 2016	Change %	Q1 - Q3 2015	Q1 - Q3 2016	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	1.020	1.004	1.004	1.012	1.009	1.004	(1,6)	1.020	1.004	(1,6)
- IP	('000)	1.001	1.004	1.004	1.012	1.008	1.004	0,3	1.001	1.004	0,3
Broadband Access Lines Retail	('000)	638	636	636	634	639	642	0,6	638	642	0,6
TV (IPTV, SAT, Cable)	('000)	385	388	388	387	391	394	2,3	385	394	2,3
Wholesale Bundled Access Lines	('000)	39	37	37	34	30	25	(35,9)	39	25	(35,9)
ULLs/Wholesale PSTN	('000)	161	159	159	156	153	151	(6,2)	161	151	(6,2)
Wholesale Unbundled Access Lines	('000)	56	68	68	81	93	104	85,7	56	104	85,7
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€ million)	82	67	284	66	72	84	2,4	217	222	2,3
CUSTOMERS	('000)	2.323	2.233	2.233	2.206	2.246	2.332	0,4	2.323	2.332	0,4
- contract	('000)	1.112	1.119	1.119	1.119	1.128	1.130	1,6	1.112	1.130	1,6
- prepaid	('000)	1.211	1.114	1.114	1.087	1.119	1.202	(0,7)	1.211	1.202	(0,7)
NET ADDS	('000)	83	(91)	(20)	(27)	40	86	3,6	71	99	39,4
- contract	('000)	7	7	20	0	8	2	(71,4)	13	11	(15,4)
- prepaid	('000)	76	(98)	(40)	(27)	32	84	10,5	58	89	53,4
AVERAGE MONTHLY CHURN	(%)	2,2	3,7	2,6	2,6	2,2	2,4	0,2p	2,3	2,4	0,1p
- contract	(%)	1,1	1,1	1,0	1,1	1,1	1,1	0,0p	1,0	1,1	0,1p
SAC PER GROSS ADD	€	10	16	13	13	14	11	10,0	12	12	0,0
- contract	€	53	59	53	52	51	64	20,8	51	55	7,8
- prepaid	€	2	3	3	2	2	2	0,0	2	2	0,0
SRC PER RETAINED CUSTOMER	€	67	57	63	69	49	54	(19,4)	65	57	(12,3)
ARPU	€	12	10	10	10	11	12	0,0	11	11	0,0
- contract	€	18	14	16	15	16	18	0,0	16	16	0,0
- prepaid	€	6	5	6	5	6	6	0,0	6	6	0,0
NON-VOICE % OF ARPU	(%)	49	46	47	49	49	49	0p	47	49	2p
MOU PER CUSTOMER	(min)	198	195	195	196	214	208	5,1	195	206	5,6
- contract	(min)	269	266	263	260	285	282	4,8	262	276	5,3

SLOVAKIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		199	212	783	187	186	191	(4,0)	571	564	(1,2)
PRODUCT VIEW		199	212	783	187	186	191	(4,0)	571	564	(1,2)
- Fixed network		107	122	422	96	96	97	(9,3)	300	289	(3,7)
- Mobile communications		92	90	361	91	90	94	2,2	271	275	1,5
SEGMENT VIEW		199	212	783	187	186	191	(4,0)	571	564	(1,2)
- of which Consumer		119	117	467	119	118	121	1,7	350	358	2,3
- of which Business		60	72	227	47	44	45	(25,0)	155	136	(12,3)
EBITDA	1	83	64	296	78	79	83	0,0	232	240	3,4
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	41,7	30,2	37,8	41,7	42,5	43,5	1,8p	40,6	42,6	2,0p
CASH CAPEX (AS REPORTED)		24	26	100	43	20	30	25,0	74	93	25,7
CASH CONTRIBUTION		59	38	196	35	59	53	(10,2)	158	147	(7,0)

1 Special factors affecting EBITDA: EUR 6mn in Q4/15 and EUR -2mn in Q1/16.

SLOVAKIA OPERATIONALS

	Note	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Q3 2016	Change %	Q1 - Q3 2015	Q1 - Q3 2016	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	858	855	855	851	848	847	(1,3)	858	847	(1,3)
- IP	('000)	858	855	855	851	848	847	(1,3)	858	847	(1,3)
Broadband Access Lines Retail	('000)	465	473	473	481	489	496	6,7	465	496	6,7
TV (IPTV, SAT, Cable)	('000)	489	493	493	500	509	517	5,7	489	517	5,7
Wholesale Bundled Access Lines	('000)	17	17	17	16	16	16	(5,9)	17	16	(5,9)
Wholesale Unbundled Access Lines	('000)	105	109	109	112	113	113	7,6	105	113	7,6
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€ million)	84	80	323	82	80	83	(1,2)	243	245	0,8
CUSTOMERS	('000)	2.204	2.235	2.235	2.231	2.227	2.226	1,0	2.204	2.226	1,0
- contract	('000)	1.431	1.453	1.453	1.462	1.463	1.467	2,5	1.431	1.467	2,5
- prepaid	('000)	773	782	782	770	763	759	(1,8)	773	759	(1,8)
NET ADDS	('000)	9	31	15	(4)	(4)	0	(100,0)	(16)	(9)	43,8
- contract	('000)	4	22	22	8	2	4	0,0	0	13	n.a.
- prepaid	('000)	4	9	(7)	(12)	(6)	(4)	n.a.	(15)	(22)	(46,7)
AVERAGE MONTHLY CHURN	(%)	1,0	1,1	1,1	1,4	1,2	1,2	0,2p	1,1	1,3	0,2p
- contract	(%)	0,8	0,9	0,9	0,9	0,8	0,8	0,0p	0,9	0,8	(0,1p)
SAC PER GROSS ADD	€	51	56	58	44	48	46	(9,8)	59	46	(22,0)
- contract	€	100	96	102	80	93	90	(10,0)	105	87	(17,1)
- prepaid	€	4	4	4	3	4	3	(25,0)	4	3	(25,0)
SRC PER RETAINED CUSTOMER	€	115	159	128	132	133	118	2,6	115	127	10,4
ARPU	€	13	12	12	12	12	12	(7,7)	12	12	0,0
- contract	€	18	17	17	17	17	17	(5,6)	17	17	0,0
- prepaid	€	3	3	3	3	3	3	0,0	3	3	0,0
NON-VOICE % OF ARPU	(%)	38	39	38	40	39	41	3p	38	40	2p
MOU PER CUSTOMER	(min)	168	175	169	171	179	171	1,8	168	174	3,6
- contract	(min)	235	244	237	238	249	236	0,4	235	241	2,6

AUSTRIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		207	220	829	208	208	219	5,8	609	635	4,3
- of which Consumer		154	165	624	154	155	158	2,6	459	467	1,7
- of which Business		43	44	167	43	45	46	7,0	123	134	8,9
EBITDA	1	64	64	259	69	70	78	21,9	195	217	11,3
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	30,9	29,1	31,2	33,2	33,7	35,6	4,7p	32,0	34,2	2,2p
CASH CAPEX (AS REPORTED)		33	39	129	40	24	32	(3,0)	90	96	6,7
CASH CONTRIBUTION		31	25	130	29	46	46	48,4	105	121	15,2

OPERATIONALS

	Note	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Q3 2016	Change %	Q1 - Q3 2015	Q1 - Q3 2016	Change %
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€ million)	178	179	704	178	179	189	6,2	525	546	4,0
CUSTOMERS	('000)	2,3	3,962	4,323	4,221	4,275	4,365	10,2	3,962	4,365	10,2
- contract	('000)	2.573	2.959	2.959	3.001	3.057	3.120	21,3	2.573	3.120	21,3
- prepaid	('000)	1.390	1.364	1.364	1.220	1.218	1.244	(10,5)	1.390	1.244	(10,5)
NET ADDS	('000)	2	28	304	13	54	90	n.a.	(57)	157	n.a.
- contract	('000)	9	387	336	42	56	64	n.a.	(51)	161	n.a.
- prepaid	('000)	19	(25)	(32)	(29)	(2)	26	36,8	(7)	(5)	28,6
AVERAGE MONTHLY CHURN	(%)	1,5	2,6	1,9	2,7	2,7	2,8	1,3p	1,6	2,7	1,1p
- contract	(%)	2	2,2	1,2	2,4	2,4	2,7	2,1p	0,8	2,5	1,7p
SAC PER GROSS ADD	€	48	22	35	27	24	25	(47,9)	52	25	(51,9)
- contract	€	143	24	52	35	32	33	(76,9)	142	33	(76,8)
- prepaid	€	4	7	5	4	4	3	(25,0)	4	4	0,0
SRC PER RETAINED CUSTOMER	€	2	100	106	102	107	113	13,0	97	108	11,3
ARPU	€	2,3	15	14	15	14	15	0,0	15	14	(6,7)
- contract	€	21	19	20	18	18	19	(9,5)	21	18	(14,3)
- prepaid	€	4	4	4	4	4	4	0,0	4	4	0,0
NON-VOICE % OF ARPU	(%)	43	44	43	45	45	46	3p	41	45	4p
MOU PER CUSTOMER	(min)	194	192	199	193	192	179	(7,7)	201	188	(6,5)
- contract	(min)	243	233	242	222	219	203	(16,5)	245	215	(12,2)

1 Special factors affecting EBITDA: EUR 16mn in Q3/15.

2 Effect in Q4/15: Standardization of SIM card reporting in whole segment.

Effect adjusted KPIs Q4/15: SAC per gross add 76€, SAC per gross add contract 143€, ARPU 15€, ARPU contract 21€.

Effect adjusted KPIs FY/15: SAC per gross add 58€, SAC per gross add contract 144€, ARPU 16€, ARPU contract 21€.

3 Effect in Q1/2016: impacted by reclassification of M2M customers.

SYSTEMS SOLUTIONS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)¹

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		2.031	2.163	8.194	2.045	2.009	1.875	(7,7)	6.031	5.929	(1,7)
Market Unit		1.671	1.724	6.657	1.728	1.592	1.546	(7,5)	4.933	4.866	(1,4)
Telekom IT		360	439	1.537	317	417	329	(8,6)	1.098	1.063	(3,2)
International Revenue		534	529	2.137	631	474	458	(14,2)	1.608	1.564	(2,7)
NET REVENUE		1.452	1.520	5.827	1.545	1.402	1.349	(7,1)	4.307	4.296	(0,3)
EBITDA		176	216	740	206	175	141	(19,9)	524	522	(0,4)
Market Unit		142	182	581	196	111	139	(2,1)	399	446	10,5
Telekom IT		34	34	159	9	65	2	(94,1)	125	76	(39,2)
EBITDA margin (EBITDA / total revenue)	%	8,7	10,0	9,0	10,1	8,7	7,5	(1,2p)	8,7	8,8	0,1p
Depreciation, amortization and impairment losses		(128)	(137)	(568)	(116)	(164)	(130)	(1,6)	(431)	(410)	4,9
Profit (loss) from operations = EBIT		48	79	172	90	11	11	(77,1)	93	112	20,4
EBIT MARGIN	%	2,4	3,7	2,1	4,4	0,5	0,6	(1,8p)	1,5	1,9	0,4p
CASH CAPEX		282	345	1.151	237	260	241	(14,5)	806	738	(8,4)
CASH CONTRIBUTION		(106)	(129)	(411)	(31)	(85)	(100)	5,7	(282)	(216)	23,4
ORDER ENTRY		1.191	1.924	5.608	1.522	1.458	1.167	(2,0)	3.684	4.147	12,6

FINANCIALS (AS REPORTED)

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		2.031	2.163	8.194	2.045	2.009	1.875	(7,7)	6.031	5.929	(1,7)
NET REVENUE		1.452	1.520	5.827	1.545	1.402	1.349	(7,1)	4.307	4.296	(0,3)
EBITDA		34	4	93	146	65	71	n.a.	89	282	n.a.
EBITDA margin (EBITDA / total revenue)	%	1,7	0,2	1,1	7,1	3,2	3,8	2,1p	1,5	4,8	3,3p
Depreciation, amortization and impairment losses		(133)	(139)	(634)	(116)	(164)	(146)	(9,8)	(495)	(426)	13,9
Profit (loss) from operations = EBIT		(99)	(135)	(541)	30	(99)	(75)	24,2	(406)	(144)	64,5
CASH CAPEX		282	345	1.151	237	260	241	(14,5)	806	738	(8,4)
CASH CONTRIBUTION		(248)	(341)	(1.058)	(91)	(195)	(170)	31,5	(717)	(456)	36,4

¹ Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

SYSTEMS SOLUTIONS

EBITDA RECONCILIATION¹

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		2.031	2.163	8.194	2.045	2.009	1.875	(7,7)	6.031	5.929	(1,7)
Profit (loss) from operations = EBIT		(99)	(135)	(541)	30	(99)	(75)	24,2	(406)	(144)	64,5
- Depreciation, amortization and impairment losses		(133)	(139)	(634)	(116)	(164)	(146)	(9,8)	(495)	(426)	13,9
= EBITDA		34	4	93	146	65	71	n.a.	89	282	n.a.
EBITDA margin	%	1,7	0,2	1,1	7,1	3,2	3,8	2,1p	1,5	4,8	3,3p
- Special factors affecting EBITDA		(142)	(212)	(647)	(60)	(110)	(70)	50,7	(435)	(240)	44,8
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		176	216	740	206	175	141	(19,9)	524	522	(0,4)
EBITDA margin (adjusted for special factors)	%	8,7	10,0	9,0	10,1	8,7	7,5	(1,2p)	8,7	8,8	0,1p

SPECIAL FACTORS

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
EFFECTS ON EBITDA		(142)	(212)	(647)	(60)	(110)	(70)	50,7	(435)	(240)	44,8
- of which personnel		(73)	(143)	(367)	(33)	(77)	(34)	53,4	(224)	(144)	35,7
- of which other		(69)	(69)	(280)	(27)	(33)	(36)	47,8	(211)	(96)	54,5
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(147)	(214)	(713)	(60)	(110)	(86)	41,5	(499)	(256)	48,7
- of which personnel		(73)	(143)	(367)	(33)	(77)	(34)	53,4	(224)	(144)	35,7
- of which other		(74)	(71)	(346)	(27)	(33)	(52)	29,7	(275)	(112)	59,3

¹ Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

GROUP HEADQUARTERS & GROUP SERVICES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		555	571	2.275	513	542	559	0,7	1.704	1.614	(5,3)
NET REVENUE		140	166	626	115	124	126	(10,0)	460	365	(20,7)
EBITDA		(133)	(321)	(552)	(117)	(108)	(110)	17,3	(231)	(335)	(45,0)
EBITDA margin (EBITDA / total revenue)	%	(24,0)	(56,2)	(24,3)	(22,8)	(19,9)	(19,7)	4,3p	(13,6)	(20,8)	(7,2p)
Depreciation, amortization and impairment losses		(158)	(171)	(611)	(130)	(129)	(130)	17,7	(440)	(389)	11,6
Profit (loss) from operations = EBIT		(291)	(492)	(1.163)	(247)	(237)	(240)	17,5	(671)	(724)	(7,9)
CASH CAPEX		69	112	342	60	51	64	(7,2)	230	175	(23,9)
CASH CONTRIBUTION		(202)	(433)	(894)	(177)	(159)	(174)	13,9	(461)	(510)	(10,6)

FINANCIALS (AS REPORTED)

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		555	571	2.275	513	542	559	0,7	1.704	1.614	(5,3)
NET REVENUE		140	166	626	115	124	126	(10,0)	460	365	(20,7)
EBITDA		(167)	135	(233)	2.269	(307)	(181)	(8,4)	(368)	1.781	n.a.
EBITDA margin (EBITDA / total revenue)	%	(30,1)	23,6	(10,2)	n.a.	(56,6)	(32,4)	(2,3p)	(21,6)	n.a.	n.a.
Depreciation, amortization and impairment losses		(174)	(171)	(627)	(130)	(129)	(130)	25,3	(456)	(389)	14,7
Profit (loss) from operations = EBIT		(341)	(36)	(860)	2.139	(436)	(311)	8,8	(824)	1.392	n.a.
CASH CAPEX		69	112	342	60	51	64	(7,2)	230	175	(23,9)

GROUP HEADQUARTERS & GROUP SERVICES

EBITDA RECONCILIATION

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
TOTAL REVENUE		555	571	2.275	513	542	559	0,7	1.704	1.614	(5,3)
Profit (loss) from operations = EBIT		(341)	(36)	(860)	2.139	(436)	(311)	8,8	(824)	1.392	n.a.
- Depreciation, amortization and impairment losses		(174)	(171)	(627)	(130)	(129)	(130)	25,3	(456)	(389)	14,7
= EBITDA		(167)	135	(233)	2.269	(307)	(181)	(8,4)	(368)	1.781	n.a.
EBITDA març	%	(30,1)	23,6	(10,2)	n.a.	(56,6)	(32,4)	(2,3p)	(21,6)	n.a.	n.a.
- Special factors affecting EBITDA		(34)	456	319	2.386	(199)	(71)	n.a.	(137)	2.116	n.a.
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		(133)	(321)	(552)	(117)	(108)	(110)	17,3	(231)	(335)	(45,0)
EBITDA març	%	(24,0)	(56,2)	(24,3)	(22,8)	(19,9)	(19,7)	4,3p	(13,6)	(20,8)	(7,2p)

SPECIAL FACTORS

	Note	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Change %	Q1 - Q3 2015 millions of €	Q1 - Q3 2016 millions of €	Change %
EFFECTS ON EBITDA		(34)	456	319	2.386	(199)	(71)	n.a.	(137)	2.116	n.a.
- of which personnel		(46)	(93)	(213)	(35)	(208)	(65)	(41,3)	(120)	(308)	n.a.
- of which other		12	549	532	2.421	9	(6)	n.a.	(17)	2.424	n.a.
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(50)	456	303	2.386	(199)	(71)	(42,0)	(153)	2.116	n.a.
- of which personnel		(46)	(93)	(213)	(35)	(208)	(65)	(41,3)	(120)	(308)	n.a.
- of which other		(4)	549	516	2.421	9	(6)	(50,0)	(33)	2.424	n.a.

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GLOSSARY AND DISCLAIMER

In addition to financial information presented in accordance with IFRS, this presentation contains non-GAAP financial measures,	
such as ...	which is defined as ...
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 \leq 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.