

# DEUTSCHE TELEKOM

## BACKUP GESCHÄFTSZAHLEN 2017



ERLEBEN, WAS VERBINDET.

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# GROUP

## AT A GLANCE

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>REVENUE</b>										
Germany		5.565	5.397	5.371	5.488	5.676	2,0	21.774	21.931	0,7
United States		9.445	8.982	9.236	8.466	9.052	(4,2)	33.738	35.736	5,9
Europe		2.996	2.781	2.860	2.945	3.002	0,2	11.454	11.589	1,2
Systems Solutions		1.741	1.704	1.688	1.707	1.819	4,5	6.993	6.918	(1,1)
Group Development		610	595	562	545	561	(8,0)	2.347	2.263	(3,6)
Group Headquarters & Group Services		929	737	787	743	675	(27,3)	3.467	2.943	(15,1)
Reconciliation		(1.742)	(1.550)	(1.614)	(1.643)	(1.625)	6,8	(6.678)	(6.433)	3,7
<b>GROUP</b>		<b>19.543</b>	<b>18.646</b>	<b>18.890</b>	<b>18.251</b>	<b>19.160</b>	<b>(2,0)</b>	<b>73.095</b>	<b>74.947</b>	<b>2,5</b>
<b>NET REVENUE</b>										
Germany		5.210	5.069	5.036	5.139	5.308	1,9	20.405	20.552	0,7
United States		9.443	8.982	9.236	8.465	9.052	(4,1)	33.736	35.735	5,9
Europe		2.900	2.695	2.772	2.848	2.903	0,1	11.111	11.218	1,0
Systems Solutions		1.382	1.369	1.349	1.352	1.435	3,8	5.678	5.504	(3,1)
Group Development		458	444	415	394	408	(10,9)	1.744	1.660	(4,8)
Group Headquarters & Group Services		150	88	83	52	55	(63,3)	421	278	(34,0)
<b>GROUP</b>		<b>19.543</b>	<b>18.646</b>	<b>18.890</b>	<b>18.251</b>	<b>19.160</b>	<b>(2,0)</b>	<b>73.095</b>	<b>74.947</b>	<b>2,5</b>
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>										
Germany		2.013	2.070	2.100	2.190	2.107	4,7	8.237	8.468	2,8
United States		2.325	2.386	2.640	2.288	2.003	(13,8)	8.561	9.316	8,8
Europe		930	889	947	1.007	906	(2,6)	3.866	3.749	(3,0)
Systems Solutions		84	96	136	131	147	75,0	530	509	(4,0)
Group Development		213	238	236	220	220	3,3	943	915	(3,0)
Group Headquarters & Group Services		(293)	(128)	(90)	(115)	(383)	(30,7)	(670)	(716)	(6,9)
Reconciliation		(7)	(1)	(25)	(1)	15	n.a.	(47)	(11)	(76,6)
<b>GROUP</b>		<b>5.265</b>	<b>5.550</b>	<b>5.944</b>	<b>5.720</b>	<b>5.015</b>	<b>(4,7)</b>	<b>21.420</b>	<b>22.230</b>	<b>3,8</b>
Proportional EBITDA		4.114	4.414	4.690	4.543	3.780	(8,1)	17.096	17.427	1,9

# GROUP

## AT A GLANCE II

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>EBITDA MARGIN (ADJUSTED FOR SPECIAL FACTORS)</b>										
<b>(EBITDA / TOTAL REVENUE)</b>										
Germany		36,2	38,4	39,1	39,9	37,1	0,9p	37,8	38,6	0,8p
United States		24,6	26,6	28,6	27,0	22,1	(2,5p)	25,4	26,1	0,7p
Europe		31,0	32,0	33,1	34,2	30,2	(0,8p)	33,8	32,3	(1,5p)
Systems Solutions		4,8	5,6	8,1	7,7	8,1	3,3p	7,6	7,4	(0,2p)
Group Development		34,9	40,0	42,0	40,4	39,2	4,3p	40,2	40,4	0,2p
Group Headquarters & Group Services		(31,5)	(17,4)	(11,4)	(15,5)	(56,7)	(25,2p)	(19,3)	(24,3)	(5,0p)
<b>GROUP</b>		<b>26,9</b>	<b>29,8</b>	<b>31,5</b>	<b>31,3</b>	<b>26,2</b>	<b>(0,7p)</b>	<b>29,3</b>	<b>29,7</b>	<b>0,4p</b>
<b>CASH CAPEX</b>										
Germany		1.228	1.005	1.052	1.052	1.105	(10,0)	4.031	4.214	4,5
United States		1.177	1.442	8.463	1.243	784	(33,4)	5.855	11.932	n.a.
Europe		413	475	403	395	601	45,5	2.600	1.874	(27,9)
Systems Solutions		143	86	91	87	120	(16,1)	402	383	(4,7)
Group Development		69	81	57	76	76	10,1	271	290	7,0
Group Headquarters & Group Services		279	242	239	231	294	5,4	936	1.005	7,4
Reconciliation		(152)	(51)	(65)	(63)	(26)	83,0	(455)	(204)	55,2
<b>GROUP</b>		<b>3.156</b>	<b>3.280</b>	<b>10.240</b>	<b>3.021</b>	<b>2.954</b>	<b>(6,4)</b>	<b>13.640</b>	<b>19.494</b>	<b>42,9</b>
- thereof spectrum investment		432	35	7.246	19	94	(78,2)	2.682	7.395	n.a.
<b>NET PROFIT (LOSS)</b>										
adjusted for special factors		973	939	1.199	1.244	2.657	n.a.	4.114	6.039	46,8
as reported		(2.124)	747	874	507	1.332	n.a.	2.675	3.461	29,4
<b>FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM INVESTMENT)</b>										
Proportional free cash flow		893	1.228	1.302	1.873	1.094	22,5	4.939	5.497	11,3
		391	1.139	1.080	1.561	579	48,2	3.939	4.359	10,7
<b>NET DEBT</b>		<b>49.959</b>	<b>49.963</b>	<b>55.249</b>	<b>52.635</b>	<b>50.791</b>	<b>1,7</b>	<b>49.959</b>	<b>50.791</b>	<b>1,7</b>

EXCELLENT MARKET POSITION<sup>1</sup>

	Note	Q4	Q1	Q2	Q3	Q4	Change compared to		Change compared to	
		2016	2017	2017	2017	2017	prior quarter		prior year	
		('000)	('000)	('000)	('000)	('000)	abs.	%	abs.	%
<b>BROADBAND RETAIL LINES (END OF PERIOD)</b>	<b>2</b>	<b>18.479</b>	<b>18.609</b>	<b>18.728</b>	<b>18.851</b>	<b>19.047</b>	<b>196</b>	<b>1,0</b>	<b>568</b>	<b>3,1</b>
Germany		12.922	12.989	13.035	13.105	13.209	104	0,8	287	2,2
Europe		5.393	5.444	5.509	5.558	5.647	89	1,6	254	4,7
Greece		1.633	1.653	1.680	1.714	1.757	43	2,5	124	7,6
Romania		1.194	1.186	1.191	1.187	1.182	(5)	(0,4)	(12)	(1,0)
Hungary		1.011	1.026	1.047	1.059	1.071	12	1,1	60	5,9
Poland		10	20	18	17	15	(2)	(11,8)	5	50,0
Czech Republic		132	133	133	133	166	33	24,8	34	25,8
Croatia		649	653	655	654	652	(2)	(0,3)	3	0,5
Slovakia		509	523	532	541	552	11	2,0	43	8,4
other		254	250	253	252	251	(1)	(0,4)	(3)	(1,2)
Group Development		164	176	184	188	191	3	1,6	27	16,5
Netherlands	4	164	176	184	188	191	3	1,6	27	16,5
<b>FIXED NETWORK LINES (END OF PERIOD)</b>	<b>3</b>	<b>28.481</b>	<b>28.310</b>	<b>28.125</b>	<b>27.962</b>	<b>27.869</b>	<b>95</b>	<b>0,3</b>	<b>(612)</b>	<b>(2,1)</b>
Germany		19.786	19.648	19.477	19.352	19.239	(113)	(0,6)	(547)	(2,8)
Europe		8.531	8.486	8.464	8.422	8.439	17	0,2	(92)	(1,1)
Greece		2.564	2.547	2.539	2.536	2.547	11	0,4	(17)	(0,7)
Romania		1.969	1.937	1.922	1.894	1.865	(29)	(1,5)	(104)	(5,3)
Hungary		1.629	1.630	1.637	1.634	1.632	(2)	(0,1)	3	0,2
Poland		20	33	31	29	32	3	10,3	12	60,0
Czech Republic		140	143	146	153	197	44	28,8	57	40,7
Croatia		1.001	992	986	974	967	(7)	(0,7)	(34)	(3,4)
Slovakia		850	854	855	855	858	3	0,4	8	0,9
other		358	351	348	345	340	(5)	(1,4)	(18)	(5,0)
Group Development		164	176	184	188	191	3	1,6	27	16,5
Netherlands		164	176	184	188	191	16	1,6	27	16,5
<b>MOBILE SUBSCRIBERS (END OF PERIOD)</b>		<b>165.003</b>	<b>165.848</b>	<b>163.091</b>	<b>165.346</b>	<b>168.402</b>	<b>3.056</b>	<b>1,8</b>	<b>3.399</b>	<b>2,1</b>
Germany		41.849	42.114	42.011	42.534	43.125	591	1,4	1.276	3,0
United States		71.455	72.597	69.562	70.731	72.585	1.854	2,6	1.130	1,6
Europe		47.952	47.348	47.688	48.205	48.842	637	1,3	890	1,9
Greece		7.725	7.733	7.737	7.867	7.981	114	1,4	256	3,3
Romania		5.722	5.428	5.278	5.231	5.258	27	0,5	(464)	(8,1)
Hungary		5.332	5.304	5.390	5.401	5.293	(108)	(2,0)	(39)	(0,7)
Poland		10.634	10.229	10.251	10.297	10.454	157	1,5	(180)	(1,7)
Czech Republic		6.049	6.097	6.155	6.176	6.176	0	0,0	127	2,1
Croatia		2.234	2.210	2.237	2.297	2.244	(53)	(2,3)	10	0,4
Slovakia		2.225	2.230	2.235	2.245	2.243	(2)	(0,1)	18	0,8
Austria		4.594	4.713	4.984	5.201	5.702	501	9,6	1.108	24,1
other		3.438	3.404	3.420	3.490	3.490	0	0,0	52	1,5
Group Development		3.746	3.789	3.830	3.876	3.850	(26)	(0,7)	104	2,8
Netherlands		3.746	3.789	3.830	3.876	3.850	(26)	(0,7)	104	2,8

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. Including BB via cable in Hungary.

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

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

# NOTES

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# DT CONSOLIDATED INCOME STATEMENT

## ADJUSTED FOR SPECIAL FACTORS

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>NET REVENUE</b>		<b>19.543</b>	<b>18.646</b>	<b>18.890</b>	<b>18.251</b>	<b>19.160</b>	<b>(2,0)</b>	<b>73.105</b>	<b>74.947</b>	<b>2,5</b>
Other operating income		280	251	223	231	431	53,9	1.033	1.137	10,1
Changes in inventories		(19)	40	(6)	(3)	(11)	42,1	(12)	21	n.a.
Own capitalized costs		581	542	563	563	624	7,4	2.111	2.292	8,6
Goods and services purchased		(10.660)	(9.284)	(9.218)	(8.868)	(10.562)	0,9	(36.863)	(37.933)	(2,9)
Personnel costs		(3.731)	(3.887)	(3.708)	(3.628)	(3.722)	0,2	(14.824)	(14.945)	(0,8)
Other operating expenses		(729)	(758)	(798)	(826)	(906)	(24,3)	(3.130)	(3.289)	(5,1)
Depreciation, amortization, and impairment losses		(3.301)	(3.191)	(3.154)	(2.975)	(3.152)	4,5	(12.757)	(12.472)	2,2
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>1.964</b>	<b>2.359</b>	<b>2.791</b>	<b>2.745</b>	<b>1.863</b>	<b>(5,1)</b>	<b>8.663</b>	<b>9.757</b>	<b>12,6</b>
EBIT margin (EBIT / net revenue)	%	10,0	12,7	14,8	15,0	9,7	(0,3p)	11,9	13,0	1,1p
Profit (loss) from financial activities		(831)	(1.355)	(515)	(490)	(535)	35,6	(2.323)	(2.895)	(24,6)
of which: finance costs		(562)	(638)	(512)	(541)	(509)	9,4	(2.496)	(2.201)	11,8
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>1.133</b>	<b>1.004</b>	<b>2.276</b>	<b>2.256</b>	<b>1.328</b>	<b>17,2</b>	<b>6.340</b>	<b>6.863</b>	<b>8,2</b>
Income taxes		(213)	0	(753)	(760)	2.462	n.a.	(1.858)	949	n.a.
<b>PROFIT (LOSS)</b>		<b>920</b>	<b>1.004</b>	<b>1.523</b>	<b>1.495</b>	<b>3.790</b>	<b>n.a.</b>	<b>4.482</b>	<b>7.812</b>	<b>74,3</b>
Profit (loss) attributable to non-controlling interests		(53)	64	324	252	1.133	n.a.	368	1.773	n.a.
<b>NET PROFIT (LOSS)</b>		<b>973</b>	<b>939</b>	<b>1.199</b>	<b>1.244</b>	<b>2.657</b>	<b>n.a.</b>	<b>4.114</b>	<b>6.039</b>	<b>46,8</b>



# GROUP

## EBITDA RECONCILIATION

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>NET REVENUE</b>		<b>19.543</b>	<b>18.646</b>	<b>18.890</b>	<b>18.251</b>	<b>19.160</b>	<b>(2,0)</b>	<b>73.095</b>	<b>74.947</b>	<b>2,5</b>
<b>NET PROFIT (LOSS)</b>		<b>(2.124)</b>	<b>747</b>	<b>874</b>	<b>507</b>	<b>1.332</b>	<b>n.a.</b>	<b>2.675</b>	<b>3.461</b>	<b>29,4</b>
+ Profit (loss) attributable to non-controlling interests		(57)	62	317	591	1.120	n.a.	429	2.090	n.a.
= Profit (loss)		(2.181)	809	1.192	1.098	2.452	n.a.	3.104	5.551	78,8
- Income taxes		(1)	78	(686)	(1.323)	2.489	n.a.	(1.443)	558	n.a.
= Profit (loss) before income taxes = EBT		(2.180)	731	1.877	2.421	(37)	98,3	4.547	4.994	9,8
- Profit (loss) from financial activities		(3.117)	(2.040)	(953)	(676)	(721)	76,9	(4.617)	(4.390)	4,9
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>937</b>	<b>2.771</b>	<b>2.830</b>	<b>3.098</b>	<b>684</b>	<b>(27,0)</b>	<b>9.164</b>	<b>9.383</b>	<b>2,4</b>
- Depreciation, amortization and impairment losses		(3.909)	(3.191)	(3.156)	(4.220)	(4.019)	(2,8)	(13.380)	(14.586)	(9,0)
<b>= EBITDA</b>		<b>4.846</b>	<b>5.963</b>	<b>5.986</b>	<b>7.318</b>	<b>4.703</b>	<b>(3,0)</b>	<b>22.544</b>	<b>23.969</b>	<b>6,3</b>
EBITDA margin (EBITDA/net revenue)	%	24,8	32,0	31,7	40,1	24,5	(0,3p)	30,8	32,0	1,2p
- Special factors affecting EBITDA		(419)	412	42	1.598	(312)	25,5	1.124	1.740	54,8
<b>= EBITDA ADJUSTED FOR SPECIAL FACTORS</b>		<b>5.265</b>	<b>5.550</b>	<b>5.944</b>	<b>5.720</b>	<b>5.015</b>	<b>(4,7)</b>	<b>21.420</b>	<b>22.230</b>	<b>3,8</b>
EBITDA margin (adjusted for special factors) (EBITDA / net revenue)	%	26,9	29,8	31,5	31,3	26,2	(0,7p)	29,3	29,7	0,4p

# DT CONSOLIDATED INCOME STATEMENT

## AS REPORTED

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>NET REVENUE</b>		<b>19.543</b>	<b>18.646</b>	<b>18.890</b>	<b>18.251</b>	<b>19.160</b>	<b>(2,0)</b>	<b>73.095</b>	<b>74.947</b>	<b>2,5</b>
Other operating income		357	770	479	2.081	488	36,7	4.180	3.819	(8,6)
Changes in inventories		(19)	40	(6)	(3)	(11)	42,1	(12)	21	n.a.
Own capitalized costs		582	542	563	563	624	7,2	2.112	2.292	8,5
Goods and services purchased		(10.682)	(9.312)	(9.281)	(8.910)	(10.658)	0,2	(37.084)	(38.161)	(2,9)
Personnel costs		(4.200)	(3.964)	(3.824)	(3.817)	(3.900)	7,1	(16.463)	(15.504)	5,8
Other operating expenses		(735)	(761)	(835)	(847)	(1.001)	(36,2)	(3.284)	(3.444)	(4,9)
Depreciation, amortization, and impairment losses		(3.909)	(3.191)	(3.156)	(4.220)	(4.019)	(2,8)	(13.380)	(14.586)	(9,0)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>937</b>	<b>2.771</b>	<b>2.830</b>	<b>3.098</b>	<b>684</b>	<b>(27,0)</b>	<b>9.164</b>	<b>9.383</b>	<b>2,4</b>
EBIT margin (EBIT / net revenue)	%	4,8	14,9	15,0	17,0	3,6	(1,2p)	12,5	12,5	0,0p
Profit (loss) from financial activities		(3.117)	(2.040)	(953)	(676)	(721)	76,9	(4.617)	(4.390)	4,9
of which: finance costs		(561)	(637)	(511)	(540)	(508)	9,4	(2.492)	(2.197)	11,8
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>(2.180)</b>	<b>731</b>	<b>1.877</b>	<b>2.421</b>	<b>(37)</b>	<b>98,3</b>	<b>4.547</b>	<b>4.994</b>	<b>9,8</b>
Income taxes		(1)	78	(686)	(1.323)	2.489	n.a.	(1.443)	558	n.a.
<b>PROFIT (LOSS)</b>		<b>(2.181)</b>	<b>809</b>	<b>1.192</b>	<b>1.098</b>	<b>2.452</b>	<b>n.a.</b>	<b>3.104</b>	<b>5.551</b>	<b>78,8</b>
Profit (loss) attributable to non-controlling interests		(57)	62	317	591	1.120	n.a.	429	2.090	n.a.
<b>NET PROFIT (LOSS)</b>		<b>(2.124)</b>	<b>747</b>	<b>874</b>	<b>507</b>	<b>1.332</b>	<b>n.a.</b>	<b>2.675</b>	<b>3.461</b>	<b>29,4</b>

# GROUP

## SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2016 millions of €	FY 2017 millions of €
<b>NET REVENUE</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(10)</b>	<b>0</b>
Other operating income	1, 2	77	519	256	1.850	57	3.147	2.683
Changes in inventories		0	0	0	0	0	0	0
Own capitalized costs		1	0	0	0	0	1	0
Goods and services purchased		(22)	(28)	(62)	(42)	(96)	(221)	(229)
Personnel costs		(469)	(77)	(115)	(189)	(178)	(1.639)	(559)
Other operating expenses		(6)	(2)	(37)	(21)	(95)	(154)	(155)
Depreciation, amortization, and impairment losses	3, 4	(608)	0	(2)	(1.245)	(867)	(623)	(2.114)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>(1.027)</b>	<b>412</b>	<b>40</b>	<b>352</b>	<b>(1.178)</b>	<b>501</b>	<b>(374)</b>
Profit (loss) from financial activities		(2.286)	(685)	(438)	(187)	(186)	(2.294)	(1.495)
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>(3.313)</b>	<b>(272)</b>	<b>(398)</b>	<b>166</b>	<b>(1.365)</b>	<b>(1.793)</b>	<b>(1.869)</b>
Income taxes		212	78	67	(563)	27	415	(392)
<b>PROFIT (LOSS)</b>		<b>(3.101)</b>	<b>(195)</b>	<b>(331)</b>	<b>(397)</b>	<b>(1.338)</b>	<b>(1.378)</b>	<b>(2.261)</b>
Profit (loss) attributable to non-controlling interests		(4)	(2)	(7)	339	(13)	61	317
<b>NET PROFIT (LOSS)</b>		<b>(3.097)</b>	<b>(193)</b>	<b>(324)</b>	<b>(736)</b>	<b>(1.324)</b>	<b>(1.439)</b>	<b>(2.578)</b>

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

2 Q3/2017: Income from the settlement with BT (0.2 bn. €) ; Income from the reversal of impairment on spectrum licenses TM US (1.7 bn. €)

3 Q3/2017: Impairment Goodwill T-Systems Market Unit (1.2 bn. €)

4 Q4/2017: Impairment Goodwill T-Mobile Poland (0.8 bn. €)

# GROUP

## DETAILS ON SPECIAL FACTORS I

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>EFFECT ON OPERATING EXPENSES</b>		<b>(496)</b>	<b>(107)</b>	<b>(215)</b>	<b>(253)</b>	<b>(369)</b>	<b>25,6</b>	<b>(2.013)</b>	<b>(943)</b>	<b>53,2</b>
of which: expenses / income for early retirement (civil servants)		(309)	5	(7)	(7)	5	n.a.	(1.136)	(4)	n.a.
of which: expenses for severance payments		(95)	(35)	(53)	(139)	(114)	(20,0)	(294)	(342)	(16,3)
of which: expenses / income for partial retirement (termination benefit)		(51)	(46)	(53)	(43)	(64)	(25,5)	(189)	(205)	(8,5)
of which: expenses for other personnel restructuring charges		(7)	(1)	(1)	0	(1)	85,7	(12)	(4)	66,7
of which: Vivento transfer payments		(6)	0	(1)	(1)	(3)	50,0	(7)	(5)	28,6
of which: restructuring charges		(9)	(12)	(11)	(13)	(49)	n.a.	(81)	(85)	(4,9)
of which: expenses due to de-consolidations and other asset sales		38	8	7	(10)	(57)	n.a.	(103)	(53)	48,5
of which: others		(57)	(26)	(95)	(40)	(85)	(49,1)	(191)	(246)	(28,8)
<b>EFFECT ON OTHER OPERATING INCOME</b>		<b>77</b>	<b>519</b>	<b>256</b>	<b>1.850</b>	<b>57</b>	<b>(26,0)</b>	<b>3.147</b>	<b>2.683</b>	<b>(14,7)</b>
of which: income due to asset sales	1	49	519	256	(1)	57	16,3	3.118	831	(73,3)
of which: others	2	28	0	0	1.852	0	n.a.	29	1.852	n.a.
<b>EFFECT ON REVENUE</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n.a.</b>	<b>(10)</b>	<b>0</b>	<b>n.a.</b>
<b>EFFECT ON EBITDA</b>		<b>(419)</b>	<b>412</b>	<b>42</b>	<b>1.598</b>	<b>(312)</b>	<b>25,5</b>	<b>1.124</b>	<b>1.740</b>	<b>54,8</b>
<b>DEPRECIATION, AMORTIZATION AND IMPAIRMENT LOSSES</b>	<b>3, 4</b>	<b>(608)</b>	<b>0</b>	<b>(2)</b>	<b>(1.245)</b>	<b>(867)</b>	<b>(42,6)</b>	<b>(623)</b>	<b>(2.114)</b>	<b>n.a.</b>
<b>EFFECT ON PROFIT FROM OPERATIONS = EBIT</b>		<b>(1.027)</b>	<b>412</b>	<b>40</b>	<b>352</b>	<b>(1.178)</b>	<b>(14,7)</b>	<b>501</b>	<b>(374)</b>	<b>n.a.</b>

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

2 Q3/2017: Income from the settlement with BT (0.2 bn. €) ; Income from the reversal of impairment on spectrum licenses TM US (1.7 bn. €)

3 Q3/2017: Impairment Goodwill T-Systems Market Unit (1.2 bn. €)

4 Q4/2017: Impairment Goodwill T-Mobile Poland (0.8 bn. €)

# GROUP

## DETAILS ON SPECIAL FACTORS II

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES</b>		<b>(2.286)</b>	<b>(685)</b>	<b>(438)</b>	<b>(187)</b>	<b>(186)</b>	<b>91,9</b>	<b>(2.294)</b>	<b>(1.495)</b>	<b>34,8</b>
<b>EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES</b>		<b>(3.313)</b>	<b>(272)</b>	<b>(398)</b>	<b>166</b>	<b>(1.365)</b>	<b>58,8</b>	<b>(1.793)</b>	<b>(1.869)</b>	<b>(4,2)</b>
<b>EFFECT ON TAXES</b>		<b>212</b>	<b>78</b>	<b>67</b>	<b>(563)</b>	<b>27</b>	<b>(87,3)</b>	<b>415</b>	<b>(392)</b>	<b>n.a.</b>
Tax effect of special factors within EBIT		132	28	48	76	77	(41,7)	548	229	(58,2)
Tax effect of special factors on profit (loss) from financial activities		80	50	19	(639)	(50)	n.a.	(133)	(620)	n.a.
Other tax effects		0	0	0	0	0	n.a.	0	0	n.a.
<b>EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON-CONTROLLING INTERESTS</b>		<b>(4)</b>	<b>(2)</b>	<b>(7)</b>	<b>339</b>	<b>(13)</b>	<b>n.a.</b>	<b>61</b>	<b>317</b>	<b>n.a.</b>
<b>EFFECT ON NET PROFIT (LOSS)</b>		<b>(3.097)</b>	<b>(193)</b>	<b>(324)</b>	<b>(736)</b>	<b>(1.324)</b>	<b>57,2</b>	<b>(1.439)</b>	<b>(2.578)</b>	<b>(79,2)</b>

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

	REPORTED NUMBERS	PLUS ACQUISITION EFFECTS							MINUS DECONSOLIDATION EFFECTS							TOTAL EFFECT	PRO FORMA	REPORTED NUMBERS	ORGANIC CHANGE	
		FY 2016 millions of	Total millions of €	Germany millions of €	United States millions of	Europe millions of €	Group Developmen t	Systems Solutions millions of	GHS millions of €	Total millions of €	Germany millions of €	United States millions of	Europe millions of €	Group Developmen t	Systems Solutions millions of					GHS millions of €
NET REVENUE		73.095	89	0	0	0	89	0	0	214	0	0	0	96	0	118	(125)	72.970	74.947	2,7
PROFIT (LOSS) FROM OPERATIONS = EBIT		9.164	(20)	0	0	0	(20)	0	0	33	0	0	0	17	0	16	(53)	9.111	9.383	3,0
Profit (loss) from financial activities		(4.617)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(4.617)	(4.390)	(4,9)
of which finance costs		(2.492)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(2.492)	(2.197)	(11,8)
PROFIT (LOSS) BEFORE INCOME TAXES = EBT		4.547	(20)	0	0	0	(20)	0	0	33	0	0	0	17	0	16	(53)	4.494	4.994	11,1
Income taxes		(1.443)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(1.443)	558	n.a.
PROFIT (LOSS)		3.104	(20)	0	0	0	(20)	0	0	33	0	0	0	17	0	16	(53)	3.051	5.551	81,9

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## ASSETS

	Note	Dec. 31 2016 millions of €	Mar. 31 2017 millions of €	Jun. 30 2017 millions of €	Sep. 30 2017 millions of €	Dec. 31 2017 millions of €	Change compared to prior quarter %	Change compared to prior year %
<b>CURRENT ASSETS</b>		<b>26.638</b>	<b>27.663</b>	<b>17.808</b>	<b>18.344</b>	<b>20.392</b>	<b>11,2</b>	<b>(23,4)</b>
Cash and cash equivalents		7.747	9.542	2.441	2.860	3.312	15,8	(57,2)
Trade and other receivables		9.362	9.093	9.161	9.196	9.723	5,7	3,9
Current recoverable income taxes		218	192	181	160	236	47,5	8,3
Other financial assets		5.713	4.907	2.116	2.442	3.329	36,3	(41,7)
Inventories		1.629	1.646	1.729	1.520	1.985	30,6	21,9
Current and non-current assets and disposal groups held for sale		372	148	204	371	161	(56,6)	(56,7)
Other assets		1.597	2.136	1.975	1.795	1.646	(8,3)	3,1
<b>NON-CURRENT ASSETS</b>		<b>121.847</b>	<b>120.961</b>	<b>123.682</b>	<b>121.497</b>	<b>120.943</b>	<b>(0,5)</b>	<b>(0,7)</b>
Intangible assets		60.599	60.269	64.809	63.577	62.865	(1,1)	3,7
Property, plant and equipment		46.758	46.788	46.203	46.081	46.878	1,7	0,3
Investments accounted for using the equity method		725	722	606	601	651	8,3	(10,2)
Other financial assets		7.886	6.971	6.417	5.963	5.716	(4,1)	(27,5)
Deferred tax assets		5.210	5.477	4.898	4.498	4.013	(10,8)	(23,0)
Other assets		669	733	748	778	819	5,3	22,4
<b>TOTAL ASSETS</b>		<b>148.485</b>	<b>148.624</b>	<b>141.490</b>	<b>139.841</b>	<b>141.334</b>	<b>1,1</b>	<b>(4,8)</b>

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## LIABILITIES AND SHAREHOLDERS' EQUITY

	Note	Dec. 31 2016 millions of €	Mar. 31 2017 millions of €	Jun. 30 2017 millions of €	Sep. 30 2017 millions of €	Dec. 31 2017 millions of €	Change compared to prior quarter %	Change compared to prior year %
<b>LIABILITIES</b>		<b>109.640</b>	<b>108.806</b>	<b>102.896</b>	<b>100.787</b>	<b>98.864</b>	<b>(1,9)</b>	<b>(9,8)</b>
<b>CURRENT LIABILITIES</b>		<b>33.126</b>	<b>32.375</b>	<b>27.200</b>	<b>25.937</b>	<b>27.366</b>	<b>5,5</b>	<b>(17,4)</b>
Financial liabilities		14.422	14.871	10.351	9.250	8.358	(9,6)	(42,0)
Trade and other payables		10.441	8.983	8.735	8.516	10.971	28,8	5,1
Income tax liabilities		222	238	358	341	224	(34,3)	0,9
Other provisions		3.068	3.076	2.796	2.953	3.372	14,2	9,9
Liabilities directly associated with non-current assets and disposal groups held for sale		194	133	0	0	0	n.a.	n.a.
Other liabilities		4.779	5.075	4.959	4.877	4.440	(9,0)	(7,1)
<b>NON-CURRENT LIABILITIES</b>		<b>76.514</b>	<b>76.431</b>	<b>75.696</b>	<b>74.850</b>	<b>71.498</b>	<b>(4,5)</b>	<b>(6,6)</b>
Financial liabilities		50.228	50.402	50.638	49.387	49.171	(0,4)	(2,1)
Provisions for pensions and other employee benefits		8.451	8.293	8.113	8.185	8.375	2,3	(0,9)
Other provisions		3.320	3.285	3.215	3.220	3.155	(2,0)	(5,0)
Deferred tax liabilities		10.007	10.025	9.582	10.060	6.967	(30,7)	(30,4)
Other liabilities		4.508	4.427	4.148	3.999	3.831	(4,2)	(15,0)
<b>SHAREHOLDERS' EQUITY</b>		<b>38.845</b>	<b>39.818</b>	<b>38.594</b>	<b>39.055</b>	<b>42.470</b>	<b>8,7</b>	<b>9,3</b>
Issued capital		11.973	11.973	12.189	12.189	12.189	0,0	1,8
Capital reserves		53.356	53.349	54.574	54.638	55.010	0,7	3,1
Retained earnings incl. carryforwards		(38.727)	(35.971)	(38.622)	(38.656)	(38.750)	(0,2)	(0,1)
Total other comprehensive income		78	145	(558)	(1.055)	(1.127)	(6,8)	n.a.
Net profit (loss)		2.675	747	1.621	2.129	3.461	62,6	29,4
Treasury shares		(50)	(50)	(49)	(49)	(49)	0,0	2,0
Non-controlling interests		9.540	9.625	9.439	9.859	11.737	19,0	23,0
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>		<b>148.485</b>	<b>148.624</b>	<b>141.490</b>	<b>139.841</b>	<b>141.334</b>	<b>1,1</b>	<b>(4,8)</b>



# DT GROUP

## PROVISIONS FOR PENSIONS

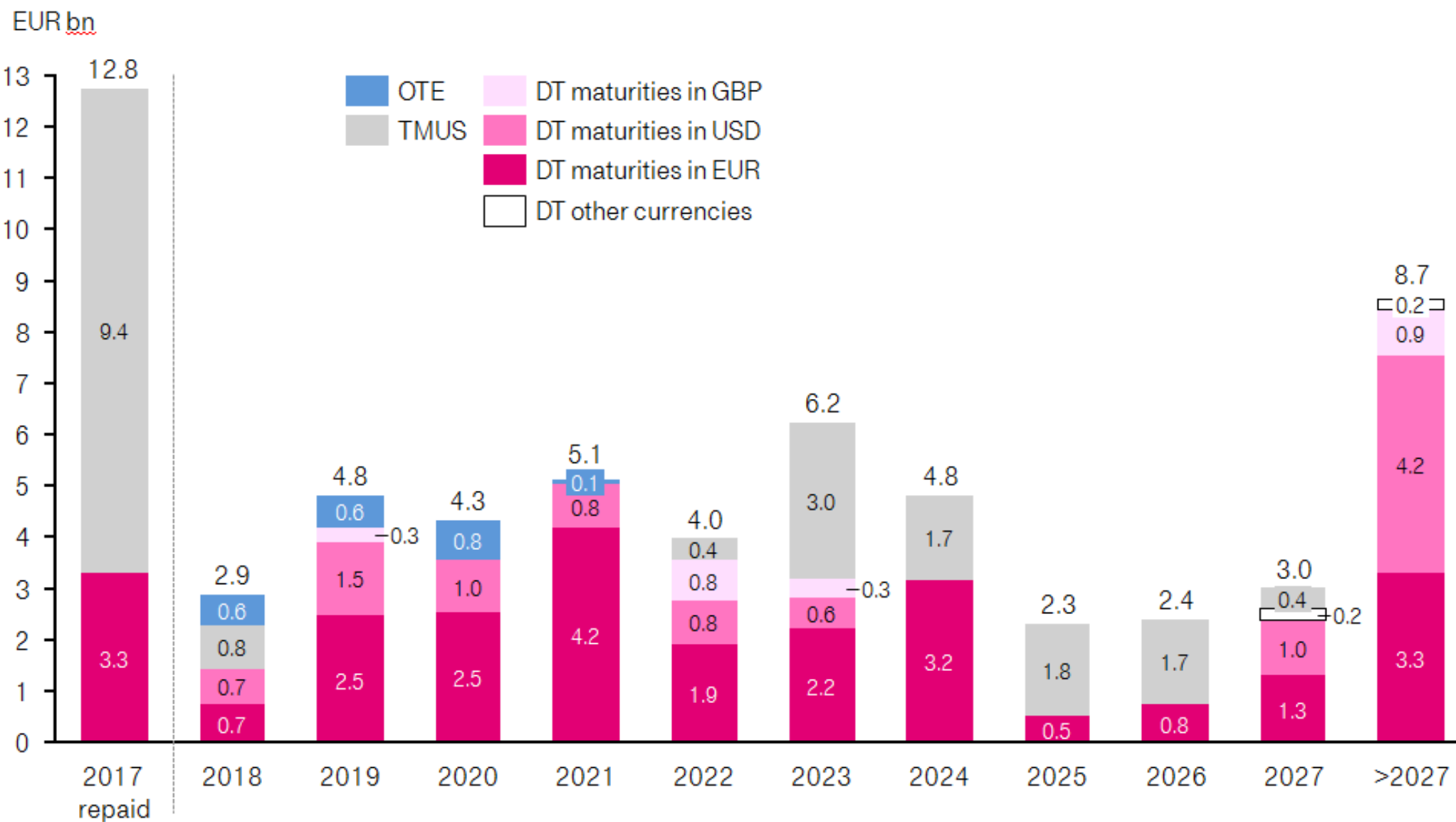
		2017 millions of €	2016 millions of €	2015 millions of €	2014 millions of €	2013 millions of €
<b>FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET</b>						
Present value of obligation (DBO)	1	11.462	11.427	10.753	10.940	8.965
Plan assets		(3.102)	(2.990)	(2.744)	(2.498)	(1.973)
Others		15	14	19	23	14
Provision in balance sheet		8.375	8.451	8.028	8.465	7.006
<b>PENSION COSTS INCLUDED IN P&amp;L (INCLUDED EXPECTED RETURN ON PLAN ASSETS)</b>						
		<b>402</b>	<b>396</b>	<b>442</b>	<b>445</b>	<b>388</b>
thereof included in EBITDA		266	230	285	220	160
thereof included in financial result		136	166	157	225	228
<b>CASH PAYMENTS FOR PENSIONS</b>						
1) funding of plan assets by DT (investment in financial assets)		10	264	276	266	269
2) benefits paid through plan assets	2	31	32	31	30	42
3) benefits paid through provision (included in cash flow from operations)		378	375	386	298	366
cash payments included in cash flow statement = 1) + 3)		388	639	662	564	635
cash payments included in free cash flow = 3)		378	375	386	298	366
<b>CHANGE IN THE PRESENT VALUE OF THE OBLIGATION (EXAMPLE 2015)</b>						
End of 2016		11.427				
pension costs included in P&L		450				
benefits paid		(378)				
actuarial losses/gains	3	(11)				
F/X		(29)				
Others		3				
End of 2017		11.462				

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

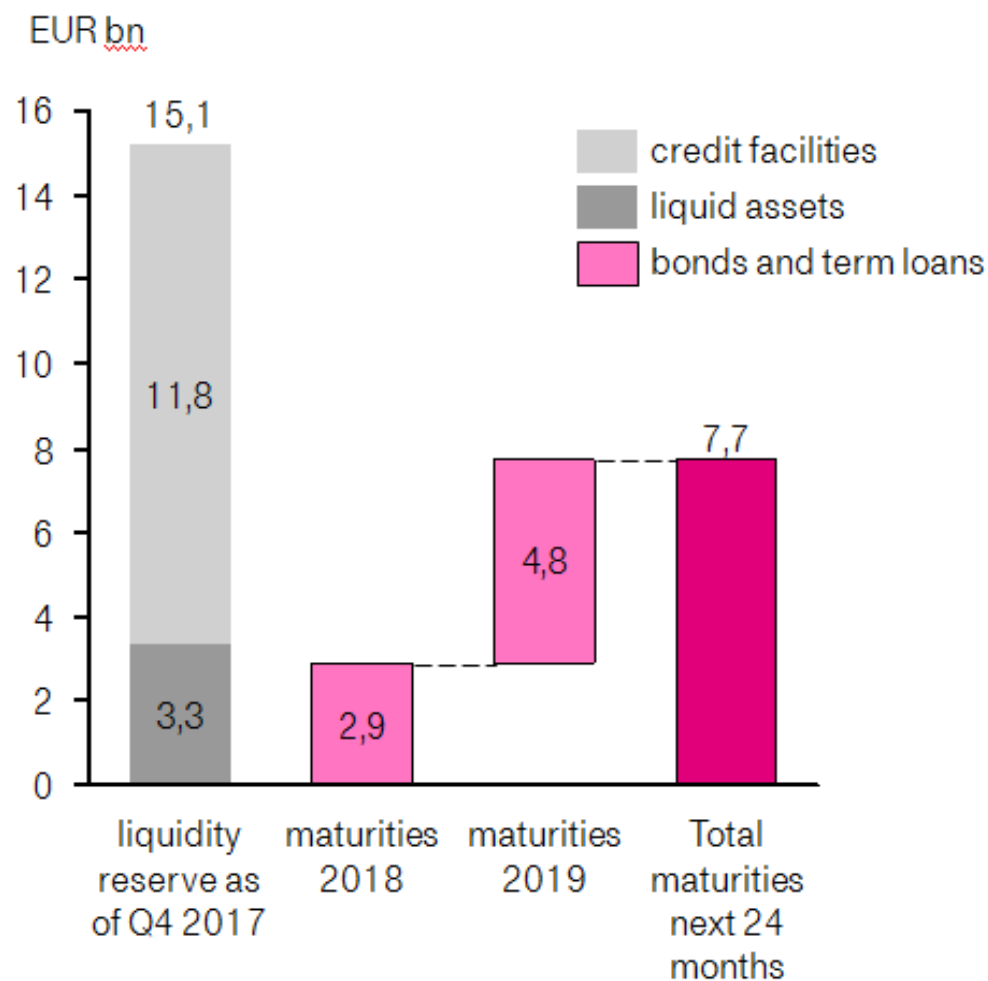
2 The sum of payments through plan assets and the benefit paid through provisions equal the "benefits paid" in "Change in the present value of the obligation".

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

# WELL-BALANCED MATURITY PROFILE AS OF DECEMBER 31, 2017



# STRONG LIQUIDITY AS OF DECEMBER 31, 2017



- EUR 12.9 bn firm bilateral lines available
  - unconditionally committed
  - no MAC clauses
  - diversified: 22 banks
  - 3 year tenor, staggered maturities
  
- CPs outstanding EUR 1.1 bn
- Residual undrawn amount EUR 11.8 bn
- Maturities of next 24 months covered

# DT/TMUS FUNDING - CREDIT POSITIVE FOR DT

DT's funding support as of December 31<sup>st</sup> 2017

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- USD 10.6bn unsecured HY bonds (disbursed)
  - USD 2.5bn Revolving Credit Facility, thereof 1.5bn secured (undrawn)
  - USD 4.0bn secured term loan (disbursed)
- 

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

In addition, TMUS has issued USD 11.9bn High Yield bonds to external investors (thereof 1.0bn called for redemption in January 2018)

## Positive credit implications

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

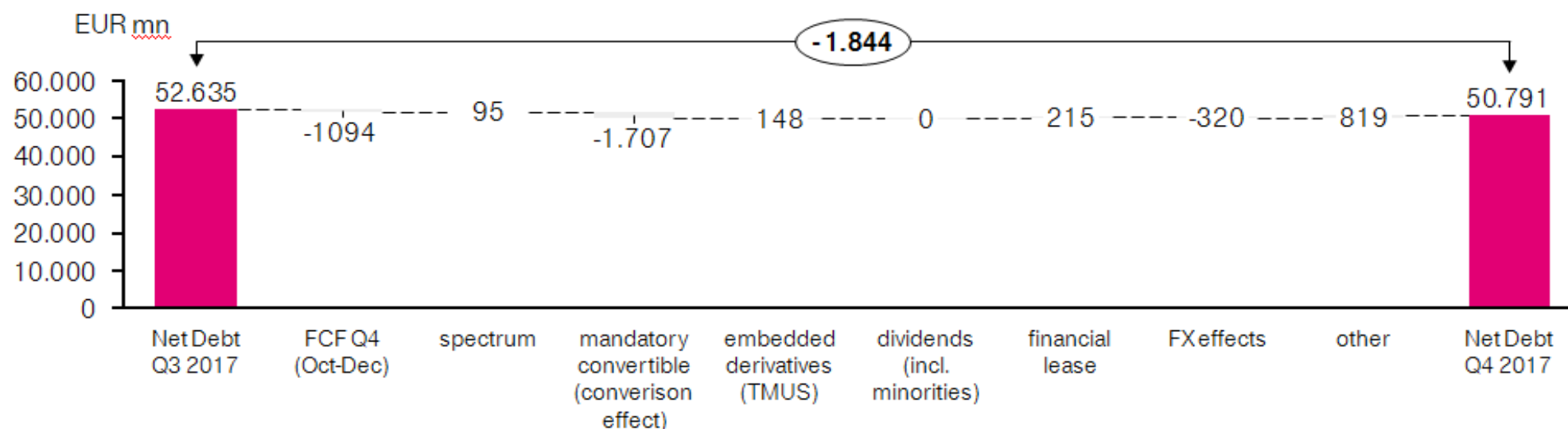
# GROUP

## NET DEBT

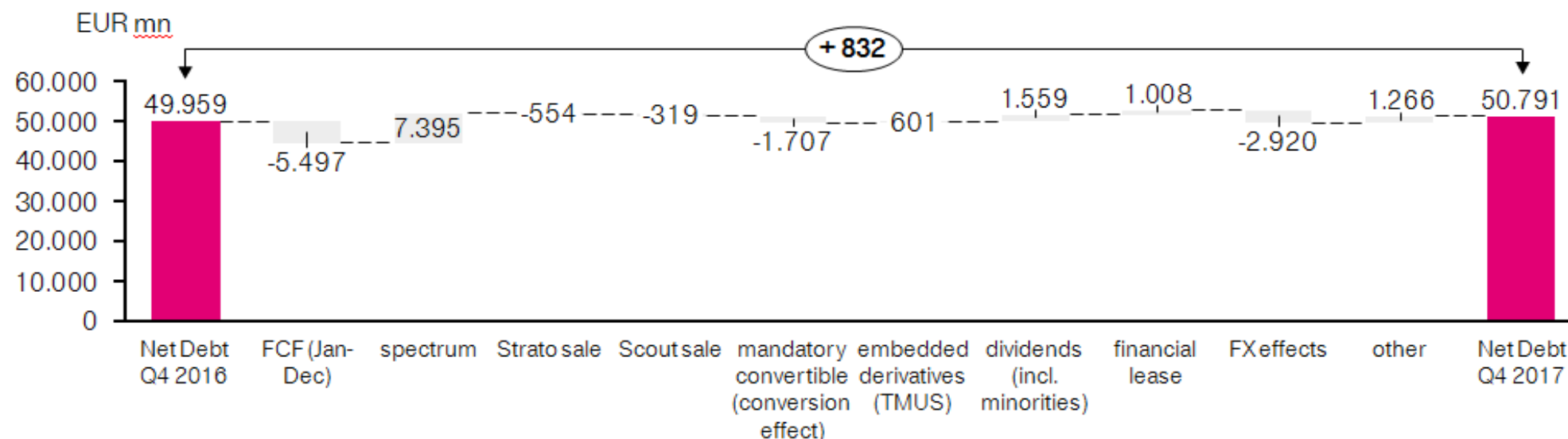
	Note	Dec. 31, 2016 millions of €	Mar. 31, 2017 millions of €	Jun. 30, 2017 millions of €	Sep. 30, 2017 millions of €	Dec. 31, 2017 millions of €	Change compared to prior quarter %	Change compared to prior year %
Bonds		50.090	52.791	48.450	46.816	45.453	(2,9)	(9,3)
Other financial liabilities		12.576	10.860	10.998	10.461	10.603	1,4	(15,7)
<b>GROSS DEBT</b>		<b>62.666</b>	<b>63.651</b>	<b>59.448</b>	<b>57.277</b>	<b>56.056</b>	<b>(2,1)</b>	<b>(10,5)</b>
Cash and cash equivalents		7.747	9.542	2.441	2.860	3.312	15,8	(57,2)
Available-for-sale/held-for-trading financial assets		10	7	7	7	7	n.a.	(30,0)
Other financial assets		4.950	4.139	1.752	1.775	1.946	9,6	(60,7)
<b>NET DEBT</b>		<b>49.959</b>	<b>49.963</b>	<b>55.249</b>	<b>52.635</b>	<b>50.791</b>	<b>(3,5)</b>	<b>1,7</b>

# NET DEBT DEVELOPMENT Q4 2017

## Net debt reconciliation Q3 2017 – Q4 2017



## Net debt reconciliation Q4 2016 – Q4 2017



# DT GROUP

## CASH CAPEX

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>CASH CAPEX</b>										
Germany		1.228	1.005	1.052	1.052	1.105	(10,0)	4.031	4.214	4,5
United States		1.177	1.442	8.463	1.243	784	(33,4)	5.855	11.932	n.a.
Europe		413	475	403	395	601	45,5	2.600	1.874	(27,9)
Systems Solutions		143	86	91	87	120	(16,1)	402	383	(4,8)
Group Development		69	81	57	76	76	10,1	271	290	7,1
Group Headquarters & Group Services		279	242	239	231	294	5,4	936	1.005	7,4
Reconciliation		(153)	(51)	(65)	(63)	(26)	83,0	(455)	(205)	55,2
<b>GROUP</b>	<b>1</b>	<b>3.156</b>	<b>3.280</b>	<b>10.240</b>	<b>3.021</b>	<b>2.954</b>	<b>(6,4)</b>	<b>13.640</b>	<b>19.494</b>	<b>42,9</b>
- thereof spectrum investment		432	35	7.246	19	94	(78,2)	2.682	7.395	n.a.

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

## FREE CASH FLOW

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
Net profit (loss)		(2.124)	747	874	507	1.332	n.a.	2.675	3.461	29,4
Profit (loss) attributable to non-controlling interests		(57)	62	317	591	1.120	n.a.	429	2.090	n.a.
<b>PROFIT (LOSS) AFTER INCOME TAXES</b>		<b>(2.181)</b>	<b>809</b>	<b>1.192</b>	<b>1.098</b>	<b>2.452</b>	<b>n.a.</b>	<b>3.104</b>	<b>5.551</b>	<b>78,8</b>
Depreciation, amortization and impairment losses		3.909	3.191	3.156	4.220	4.019	2,8	13.380	14.586	9,0
Income tax expense/(benefit)		1	(78)	686	1.323	(2.489)	n.a.	1.443	(558)	n.a.
Interest (income) and interest expenses		561	637	511	540	508	(9,4)	2.492	2.197	(11,8)
Other financial (income) expense		2.503	1.406	445	139	279	(88,9)	2.072	2.269	9,5
Share of (profit) loss of associates and joint ventures accounted for using the equity method		53	(4)	(3)	(3)	(66)	n.a.	53	(76)	n.a.
(Profit) loss on the disposal of fully consolidated subsidiaries		0	(519)	(31)	2	11	n.a.	(7)	(537)	n.a.
(Income) loss from the sale of stakes accounted for using the equity method		(41)	0	(226)	0	0	n.a.	(2.591)	(226)	(91,3)
Other non-cash transactions		58	119	66	(1.742)	110	89,7	316	(1.447)	n.a.
(Gain) loss from the disposal of intangible assets and property, plant and equipment		12	(33)	(2)	19	(87)	n.a.	(495)	(103)	79,2
Change in assets carried as working capital		(1.244)	358	(467)	(26)	(1.740)	(39,9)	(1.000)	(1.874)	(87,4)
Change in provisions		174	(70)	(256)	154	437	n.a.	(234)	265	n.a.
Change in other liabilities carried as working capital		262	(531)	(31)	(441)	1.054	n.a.	(510)	51	n.a.
Income taxes received (paid)		(147)	(80)	(100)	(204)	(250)	(70,1)	(527)	(634)	(20,3)
Dividends received		1	75	13	153	0	n.a.	331	241	(27,2)
Net payments from entering into or canceling interest rate swaps		0	0	0	0	0	n.a.	289	0	n.a.
<b>CASH GENERATED FROM OPERATIONS</b>		<b>3.921</b>	<b>5.280</b>	<b>4.955</b>	<b>5.232</b>	<b>4.238</b>	<b>8,1</b>	<b>18.116</b>	<b>19.706</b>	<b>8,8</b>
Interest received (paid)		(372)	(926)	(752)	(424)	(408)	(9,7)	(2.583)	(2.509)	2,9
<b>NET CASH FROM OPERATING ACTIVITIES</b>		<b>3.549</b>	<b>4.355</b>	<b>4.204</b>	<b>4.808</b>	<b>3.830</b>	<b>7,9</b>	<b>15.533</b>	<b>17.196</b>	<b>10,7</b>
Cash outflows for investments in (proceeds from disposal of)		(2.656)	(3.127)	(2.903)	(2.935)	(2.736)	(3,0)	(10.594)	(11.699)	(10,4)
Intangible assets		(1.209)	(718)	(7.983)	(682)	(941)	22,2	(5.602)	(10.324)	(84,3)
Property, plant and equipment		(1.879)	(2.444)	(2.166)	(2.272)	(1.889)	(0,5)	(7.674)	(8.770)	(14,3)
Spectrum investment		432	35	7.246	19	94	(78,2)	2.682	7.395	n.a.
<b>FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM)</b>		<b>893</b>	<b>1.228</b>	<b>1.301</b>	<b>1.873</b>	<b>1.094</b>	<b>22,5</b>	<b>4.939</b>	<b>5.497</b>	<b>11,3</b>



# DT GROUP

## PERSONNEL

AT REPORTING DATE	Note	Dec. 31	Mar. 31	Jun. 30	Sep. 30	Dec. 31	Change compared to		Change compared to	
		2016	2017	2017	2017	2017	prior quarter		prior year	
							abs.	%	abs.	%
Germany		65.452	64.973	64.560	64.388	63.928	(460)	(0,7)	(1.524)	(2,3)
United States		44.820	42.925	43.566	44.394	45.888	1.494	3,4	1.068	2,4
Europe		46.808	47.378	47.610	47.579	47.421	(158)	(0,3)	613	1,3
Systems Solutions		37.472	37.839	37.801	37.596	37.924	328	0,9	452	1,2
Group Development		2.572	2.549	1.980	1.949	1.967	18	0,9	(605)	(23,5)
Group Headquarters & Group Services		21.216	20.884	20.618	20.436	20.222	(214)	(1,0)	(994)	(4,7)
<b>GROUP</b>		<b>218.341</b>	<b>216.548</b>	<b>216.135</b>	<b>216.343</b>	<b>217.349</b>	<b>1.006</b>	<b>0,5</b>	<b>(992)</b>	<b>(0,5)</b>
of which: Domestic		104.662	104.231	103.014	102.652	101.901	(751)	(0,7)	(2.761)	(2,6)
of which: Civil servants (in Germany, with an active service relationship)		15.999	15.871	15.846	15.726	15.482	(244)	(1,6)	(517)	(3,2)
of which: International		113.679	112.317	113.121	113.690	115.448	1.758	1,5	1.769	1,6

AVERAGE	Note	Q4	Q1	Q2	Q3	Q4	Change compared to	
		2016	2017	2017	2017	2017	prior year	
							abs.	%
Germany		66.009	65.040	64.539	64.491	64.208	(1.801)	(2,7)
United States		44.262	43.497	43.237	43.839	45.166	904	2,0
Europe		46.766	47.130	47.509	47.621	47.402	636	1,4
Systems Solutions		37.404	37.840	37.775	37.578	37.786	382	1,0
Group Development		2.594	2.599	1.989	1.956	1.965	(629)	(24,2)
Group Headquarters & Group Services		21.576	20.920	20.813	20.503	20.414	(1.162)	(5,4)
<b>GROUP</b>		<b>218.610</b>	<b>217.026</b>	<b>215.862</b>	<b>215.988</b>	<b>216.941</b>	<b>(1.669)</b>	<b>(0,8)</b>
of which: Domestic		105.607	104.359	103.167	102.737	102.449	(3.158)	(3,0)
of which: Civil servants (in Germany, with an active service relationship)		16.361	15.906	15.850	15.762	15.608	(753)	(4,6)
of which: International		113.003	112.684	112.695	113.251	114.493	1.490	1,3

# EXCHANGE RATES

## AVERAGE

	Q4 2016 1 €	FY 2016 1 €	Q1 2017 1 €	Q2 2017 1 €	Q3 2017 1 €	Q4 2017 1 €
US Dollar (USD)	1,07782	1,10662	1,06469	1,08192	1,17453	1,17752
British pound (GBP)	0,86825	0,81965	0,86005	0,86026	0,89786	0,88761
Czech korunas (CZK)	27,02775	27,03349	27,02065	26,81334	26,08514	25,64734
Croatian kunas (HRK)	7,52327	7,53365	7,46718	7,45359	7,42567	7,53318
Hungarian forints (HUF)	309,38976	311,39281	309,09362	309,46069	306,41761	311,61191
Macedonian Denar (MKD)	61,57615	61,59350	61,56872	61,58923	61,58090	61,56612
Polish Zloty (PLN)	4,38094	4,36308	4,32077	4,27205	4,25847	4,23134
Romanian leu (RON)	4,50832	4,49035	4,52137	4,53608	4,58230	4,61979

## END OF PERIOD

	Dec. 31 2016 1 €	Mar. 31 2017 1 €	Jun. 30 2017 1 €	Sep. 30 2017 1 €	Dec. 31 2017 1 €
US Dollar (USD)	1,05405	1,06830	1,14060	1,18135	1,19990
British pound (GBP)	0,85515	0,85580	0,87880	0,88220	0,88759
Czech korunas (CZK)	27,01943	27,02700	26,20650	25,93751	25,57800
Croatian kunas (HRK)	7,55583	7,43710	7,41075	7,49423	7,44275
Hungarian forints (HUF)	309,96987	307,89500	309,35000	311,04489	310,27956
Macedonian Denar (MKD)	61,57000	61,57000	62,53000	61,64012	61,50364
Polish Zloty (PLN)	4,41368	4,22070	4,22900	4,31390	4,17875
Romanian leu (RON)	4,54055	4,55275	4,55450	4,59920	4,65851

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

# NOTES

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# GERMANY

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>5.565</b>	<b>5.397</b>	<b>5.371</b>	<b>5.488</b>	<b>5.676</b>	<b>2,0</b>	<b>21.784</b>	<b>21.931</b>	<b>0,7</b>
<b>NET REVENUE</b>		<b>5.210</b>	<b>5.069</b>	<b>5.036</b>	<b>5.139</b>	<b>5.308</b>	<b>1,9</b>	<b>20.415</b>	<b>20.552</b>	<b>0,7</b>
<b>EBITDA</b>		<b>2.013</b>	<b>2.070</b>	<b>2.100</b>	<b>2.190</b>	<b>2.107</b>	<b>4,7</b>	<b>8.237</b>	<b>8.468</b>	<b>2,8</b>
EBITDA margin (EBITDA / total revenue)	%	36,2	38,4	39,1	39,9	37,1	0,9p	37,8	38,6	0,8p
Depreciation, amortization and impairment losses		(937)	(935)	(953)	(963)	(977)	(4,3)	(3.703)	(3.828)	(3,4)
Profit (loss) from operations = EBIT		1.076	1.135	1.147	1.227	1.130	5,0	4.534	4.640	2,3
<b>CASH CAPEX</b>		<b>1.228</b>	<b>1.005</b>	<b>1.052</b>	<b>1.052</b>	<b>1.105</b>	<b>(10,0)</b>	<b>4.031</b>	<b>4.214</b>	<b>4,5</b>
<b>CASH CONTRIBUTION</b>		<b>785</b>	<b>1.065</b>	<b>1.048</b>	<b>1.138</b>	<b>1.002</b>	<b>27,6</b>	<b>4.206</b>	<b>4.254</b>	<b>1,1</b>

## FINANCIALS (AS REPORTED)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>5.565</b>	<b>5.397</b>	<b>5.371</b>	<b>5.488</b>	<b>5.676</b>	<b>2,0</b>	<b>21.774</b>	<b>21.931</b>	<b>0,7</b>
<b>NET REVENUE</b>		<b>5.210</b>	<b>5.069</b>	<b>5.036</b>	<b>5.139</b>	<b>5.308</b>	<b>1,9</b>	<b>20.405</b>	<b>20.552</b>	<b>0,7</b>
<b>EBITDA</b>		<b>1.763</b>	<b>2.021</b>	<b>1.995</b>	<b>2.116</b>	<b>2.029</b>	<b>15,1</b>	<b>7.327</b>	<b>8.162</b>	<b>11,4</b>
EBITDA margin (EBITDA / total revenue)	%	31,7	37,4	37,1	38,6	35,7	4,0p	33,7	37,2	3,5p
Depreciation, amortization and impairment losses		(937)	(935)	(953)	(963)	(977)	(4,3)	(3.703)	(3.828)	(3,4)
Profit (loss) from operations = EBIT		826	1.086	1.042	1.153	1.052	27,4	3.624	4.334	19,6
<b>CASH CAPEX</b>		<b>1.228</b>	<b>1.005</b>	<b>1.052</b>	<b>1.052</b>	<b>1.105</b>	<b>(10,0)</b>	<b>4.031</b>	<b>4.214</b>	<b>4,5</b>
<b>CASH CONTRIBUTION</b>		<b>535</b>	<b>1.016</b>	<b>943</b>	<b>1.064</b>	<b>924</b>	<b>72,7</b>	<b>3.296</b>	<b>3.948</b>	<b>19,8</b>

# GERMANY

## EBITDA RECONCILIATION

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>5.565</b>	<b>5.397</b>	<b>5.371</b>	<b>5.488</b>	<b>5.676</b>	<b>2,0</b>	<b>21.774</b>	<b>21.931</b>	<b>0,7</b>
<b>TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>5.565</b>	<b>5.397</b>	<b>5.371</b>	<b>5.488</b>	<b>5.676</b>	<b>2,0</b>	<b>21.784</b>	<b>21.931</b>	<b>0,7</b>
Profit (loss) from operations = EBIT		826	1.086	1.042	1.153	1.052	27,4	3.624	4.334	19,6
- Depreciation, amortization and impairment losses		(937)	(935)	(953)	(963)	(977)	(4,3)	(3.703)	(3.828)	(3,4)
<b>= EBITDA</b>		<b>1.763</b>	<b>2.021</b>	<b>1.995</b>	<b>2.116</b>	<b>2.029</b>	<b>15,1</b>	<b>7.327</b>	<b>8.162</b>	<b>11,4</b>
EBITDA margin	%	31,7	37,4	37,1	38,6	35,7	4,0p	33,7	37,2	3,5p
- Special factors affecting EBITDA		(250)	(49)	(105)	(74)	(78)	68,8	(910)	(306)	66,4
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>2.013</b>	<b>2.070</b>	<b>2.100</b>	<b>2.190</b>	<b>2.107</b>	<b>4,7</b>	<b>8.237</b>	<b>8.468</b>	<b>2,8</b>
EBITDA margin (adjusted for special factors)	%	36,2	38,4	39,1	39,9	37,1	0,9p	37,8	38,6	0,8p

## SPECIAL FACTORS

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(250)</b>	<b>(49)</b>	<b>(105)</b>	<b>(74)</b>	<b>(78)</b>	<b>68,8</b>	<b>(910)</b>	<b>(306)</b>	<b>66,4</b>
- of which personnel		(238)	(37)	(54)	(64)	(64)	73,1	(854)	(219)	74,4
- of which other		(12)	(12)	(51)	(10)	(14)	(16,7)	(56)	(87)	(55,4)
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(250)</b>	<b>(49)</b>	<b>(105)</b>	<b>(74)</b>	<b>(78)</b>	<b>68,8</b>	<b>(910)</b>	<b>(306)</b>	<b>66,4</b>
- of which personnel		(238)	(37)	(54)	(64)	(64)	73,1	(854)	(219)	74,4
- of which other		(12)	(12)	(51)	(10)	(14)	(16,7)	(56)	(87)	(55,4)

# GERMANY

## OPERATIONALS

	Note	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Change %
<b>GERMANY</b>							
<b>ACCESS LINES</b>							
Fixed network	('000) 1	19.786	19.648	19.477	19.352	19.239	(2,8)
retail IP-based	('000) 1	9.042	9.801	10.351	11.177	11.996	32,7
Broadband	('000) 1	12.922	12.989	13.035	13.105	13.209	2,2
Fiber	('000) 1,2	4.250	4.693	5.033	5.417	5.803	36,5
TV (incl. IPTV, SAT)	('000) 1	2.879	2.955	3.024	3.089	3.139	9,0
ULLs	('000) 1	7.195	6.952	6.723	6.417	6.138	(14,7)
Wholesale bundled	('000) 1	165	148	125	109	100	(39,4)
Wholesale unbundled	('000) 1	4.212	4.554	4.855	5.206	5.539	31,5
Fiber	('000)	2.555	2.887	3.169	3.485	3.783	48,1
<b>MOBILE CUSTOMERS</b>	<b>3</b>						
Total	('000)	41.849	42.114	42.011	42.534	43.125	3,0
- contract	('000)	25.219	25.270	25.084	25.452	25.887	2,6
- prepaid	('000)	16.630	16.844	16.927	17.082	17.238	3,7

# GERMANY

## MOBILE COMMUNICATIONS KPIS

	Note	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Change %	FY 2016	FY 2017	Change %
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,7</b>	<b>1,7</b>	<b>1,9</b>	<b>1,3</b>	<b>1,5</b>	<b>(0,2p)</b>	<b>1,6</b>	<b>1,6</b>	<b>0,0p</b>
- contract	(%)	1,6	1,9	2,3	1,1	1,5	(0,1p)	1,6	1,7	0,1p
<b>SAC PER GROSS ADD</b>	<b>(€)</b>	<b>81</b>	<b>73</b>	<b>75</b>	<b>92</b>	<b>94</b>	<b>16,0</b>	<b>78</b>	<b>84</b>	<b>7,7</b>
- contract	(€)	112	106	107	154	138	23,2	110	125	13,6
- prepaid	(€)	14	9	11	10	11	(21,4)	15	10	(33,3)
<b>SRC PER RETAINED CUSTOMER</b>	<b>(€)</b>	<b>275</b>	<b>254</b>	<b>263</b>	<b>226</b>	<b>268</b>	<b>(2,5)</b>	<b>266</b>	<b>253</b>	<b>(4,9)</b>
<b>ARPU</b>	<b>(€)</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>14</b>	<b>13</b>	<b>0,0</b>	<b>14</b>	<b>13</b>	<b>(7,1)</b>
- contract	(€)	20	20	20	21	20	0,0	21	20	(4,8)
- prepaid	(€)	3	3	3	3	3	0,0	3	3	0,0
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>88</b>	<b>89</b>	<b>89</b>	<b>89</b>	<b>91</b>	<b>3,4</b>	<b>89</b>	<b>89</b>	<b>0,0</b>
- contract	(min)	137	138	138	138	140	2,2	139	138	(0,7)

1 Figures do not add up.

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

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

# GERMANY

## REVENUE SPLIT - PRODUCTS

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>GERMANY</b>		<b>5.565</b>	<b>5.397</b>	<b>5.371</b>	<b>5.488</b>	<b>5.676</b>	<b>2,0</b>	<b>21.774</b>	<b>21.931</b>	<b>0,7</b>
<b>FIXED NETWORK CORE BUSINESS</b>		<b>2.434</b>	<b>2.392</b>	<b>2.385</b>	<b>2.379</b>	<b>2.419</b>	<b>(0,6)</b>	<b>9.659</b>	<b>9.575</b>	<b>(0,9)</b>
of which Fixed Revenues		1.739	1.734	1.722	1.716	1.706	(1,9)	6.992	6.879	(1,6)
Voice only revenues		429	420	409	402	388	(9,6)	1.776	1.620	(8,8)
Broadband revenues		993	986	979	972	972	(2,1)	3.976	3.909	(1,7)
TV revenues		317	328	334	342	346	9,1	1.240	1.350	8,9
of which Variable Revenues		213	198	191	186	179	(16,0)	880	755	(14,2)
of which Revenues from add-on options		48	46	46	48	49	2,1	196	189	(3,6)
thereof revenues from voice centric options		14	14	13	13	12	(14,3)	62	52	(16,1)
thereof revenues from broadband centric options		16	16	15	15	14	(12,5)	66	60	(9,1)
thereof revenues from TV centric options		17	17	17	17	17	0,0	68	68	0,0
of which Revenues from devices (fixed line)		124	127	131	132	129	4,0	478	519	8,6
thereof revenues from sale of devices and accessories (Fixed line)		33	32	33	31	25	(24,2)	127	120	(5,5)
<b>MOBILE COMMUNICATIONS</b>		<b>2.072</b>	<b>1.972</b>	<b>1.950</b>	<b>2.053</b>	<b>2.168</b>	<b>4,6</b>	<b>7.955</b>	<b>8.142</b>	<b>2,4</b>
of which Service Revenues		1.667	1.635	1.669	1.713	1.695	1,7	6.669	6.713	0,7
<b>WHOLESALE SERVICES FIXED NETWORK</b>		<b>855</b>	<b>848</b>	<b>852</b>	<b>874</b>	<b>878</b>	<b>2,7</b>	<b>3.407</b>	<b>3.451</b>	<b>1,3</b>
of which access full ULL		238	231	222	214	204	(14,3)	1.007	871	(13,5)
of which bundled and unbundled access line		239	257	267	289	295	23,4	903	1.107	22,6
<b>ONLINE CONSUMER SERVICES</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n.a.</b>	<b>0</b>	<b>0</b>	<b>n.a.</b>
<b>VALUE-ADDED SERVICES</b>		<b>52</b>	<b>49</b>	<b>47</b>	<b>47</b>	<b>48</b>	<b>(7,7)</b>	<b>205</b>	<b>192</b>	<b>(6,3)</b>
<b>OTHERS</b>		<b>151</b>	<b>136</b>	<b>136</b>	<b>136</b>	<b>163</b>	<b>7,9</b>	<b>546</b>	<b>571</b>	<b>4,6</b>

## REVENUE SPLIT - SEGMENTS

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>GERMANY</b>		<b>5.565</b>	<b>5.397</b>	<b>5.371</b>	<b>5.488</b>	<b>5.676</b>	<b>2,0</b>	<b>21.774</b>	<b>21.931</b>	<b>0,7</b>
Consumer		2.988	2.918	2.878	2.964	3.038	1,7	11.739	11.797	0,5
Business customers	1	1.537	1.465	1.473	1.486	1.587	3,3	5.923	6.017	1,6
Wholesale		938	926	928	947	945	0,7	3.742	3.747	0,1
Others	1	102	88	92	91	106	3,9	370	370	0,0

1 Due to reorganisation partial shift from „Others“ to „Business customers“ from Q3/2017.



# 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 entry level handset)	39.95			
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 <sup>1</sup>	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	2 GB	4 GB	6 GB	10 GB
- Data Network	3G/LTE	3G/LTE	3G/LTE	3G/LTE
Streaming	—	StreamOn Music	StreamOn Music & Video	StreamOn Music & Video
VoIP	free	free	free	free
Tethering	free	free	free	free
MMS all net	0.39	0.39	0.39	0.39
International Calls (minutes)	—	—	—	100 <sup>2</sup>
International SMS (pieces)	—	—	—	100 <sup>2</sup>
HotSpot Flatrate	free	free	free	free
MultiSim	—	—	—	free <sup>3</sup>
Roaming Voice, SMS and Data	free (EU)	free (EU)	free (EU)	free (EU)
Fixed line number	—	—	—	free
Activation fee	39.95	39.95	39.95	39.95
Duration of contract	24 months	24 months	24 months	24 months

<sup>1</sup> voice and sms within all german networks (mobile and fixed network).

<sup>2</sup> Country Group 1 and 2

<sup>3</sup> 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 <sup>1</sup>	flat	flat	flat
Data	flat	flat	flat
- Data Speed (download)	max	max	max
- Data Speed (upload)	max	max	max
- Data Volume until speed step down	6 GB	10 GB	flat
- Data Network	3G/LTE	3G/LTE	3G/LTE
Streaming	StreamOn Music & Video	StreamOn Music & Video	n.r.
VoIP	free	free	free
Tethering	free	free	free
MMS all net	0.39	0.39	0.39
International Calls (minutes)	—	100 <sup>2</sup>	flat <sup>4</sup>
International SMS (pieces)	—	100 <sup>2</sup>	flat <sup>4</sup>
HotSpot Flatrate	free	free	free
MultiSim	—	<b>free</b> <sup>3</sup>	free <sup>3</sup>
Roaming Voice, SMS and Data	free (EU)	free (EU)	free (EU Plus <sup>4</sup> )
Fixed line number	—	free	free
Activation fee	39.95	39.95	39.95
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 EU, Switzerland, US, Canada, Turkey

# GERMANY

## Mobile Options

<b>StreamOn</b>	<b>StreamOn Music</b>	<b>StreamOn Music &amp; Video</b>	<b>MagentaEINS StreamOn Music &amp; Video Max</b>
Monthly charge	0	0	0
Description	Music Streaming zero-rating for connected partners	Music &Video Streaming zero-rating for connected partners, mobile optimized	Music &Video Streaming zero-rating for connected partners, high resolution
Booking restrictions	Starting with MagentaMobil M /MagentaMobil S Young / FamilyCard M	Starting with MagentaMobil L /MagentaMobil M Young / FamilyCard L	Only MagentaEINS: Starting with MagentaMobil M /MagentaMobil M Young / FamilyCard M
<b>INTERNATIONAL OPTIONS IN €</b>			
	<b>INTERNATIONAL 100 or 400</b>		<b>INTERNATIONAL SMS 100</b>
Monthly charge	9.95 or 29.95		9.95
Description	100 or 400 min. mobile and fixed Network to Country Code 1 + 2		100 SMS to Country Code 1 + 2
<b>ADDITIONAL DATA VOLUME OPTIONS IN €</b>			
	<b>Data S</b>	<b>Data M</b>	<b>Data L</b>
Monthly charge	9.95	14.95	24.95
Additional Data Volume (per month)	1 GB	2 GB	5 GB
<b>OTHER OPTIONS IN €</b>			
	<b>MULTISIM</b>	<b>DayFlat unlimited</b>	
Monthly charge	4.95/9.90	4.95	
Description	one/two MultiSIM bookable.	Data Full Flat for 24h	
<b>ADDITIONAL DATA PACKAGES IN €</b>			
	<b>MultiData S</b>	<b>MultiData M</b>	<b>MultiData L</b>
Monthly charge	10.00	15.00	25.00
Additional Data Volume (per month)	1 GB	2 GB	5 GB
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)

<b>DOUBLE PLAY VIA WIRELESS<sup>1</sup> in €</b>	<b>S</b>	<b>M</b>	<b>L</b>
Monthly Charge <sup>2</sup>	34.95 <sup>3</sup>	39.95 <sup>4</sup>	49.95 <sup>5</sup>
Data Speed (Mbit/s)	16 Mbit/s	50 Mbit/s	100 Mbit/s
Data Volume until Speed Step Down (SSD)	10 GB	15 GB	30 GB
<b>Voice minutes</b>	<b>€ Cent/Minute</b>		
fixed net national	flat		
international	from 2.9		
fixed to mobile	19.0		
<b>Options</b>			
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](http://www.telekom.de). All prices in € including VAT.

# GERMANY

## MAGENTA ZUHAUSE

MAGENTA ZUHAUSE IN €	ZUHAUSE XS <sup>1</sup>	ZUHAUSE S <sup>1</sup>	ZUHAUSE M <sup>1</sup>	ZUHAUSE L <sup>1</sup>	ZUHAUSE GIGA <sup>1</sup>
	29.95	34.95 <sup>2</sup>	39.95 <sup>2</sup>	44.95 <sup>2</sup>	119.95
	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 <sup>5</sup> flat rate Internet usage flat rate voice usage	1.000 Mbit/s bandwidth flat rate Internet usage all net flat rate voice usage
<b>ENTERTAIN</b>					
START TV	–		2.00		–
ENTERTAIN TV	–		10.00 <sup>3,4</sup>		–
ENTERTAIN COMFORT SAT	–		10.00 <sup>3,4</sup>		–
ENTERTAIN TV PLUS	–		15.00 <sup>3,4</sup>		included
ENTERTAIN SAT	–	5.00 <sup>2</sup>		–	–
<b>CITY, DLD</b>			<b>CENT/MINUTE</b>		
Peak/Off peak	2.9 ct			included	
international			from 2.9 ct		
fixed to mobile			19.0 ct		included
<b>CALLING PLANS</b>					
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 6 months (ZUHAUSE S/M/L); -€5.00 for the first 6 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 / XXL: Also available with 200 / 500 Mbit for +€5.00 / +€25.00

All prices in € including VAT; excl. terminal equipment; excl. building connection fee

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](http://www.telekom.de)

# GERMANY

## MAGENTA ZUHAUSE HYBRID

MAGENTA ZUHAUSE HYBRID IN €	ZUHAUSE S <sup>1</sup> HYBRID	ZUHAUSE M <sup>1</sup> HYBRID	ZUHAUSE L <sup>1</sup> HYBRID
	34.95 <sup>2</sup>	39.95 <sup>2</sup>	44.95 <sup>2</sup>
	16 Mbit/s bandwidth + Hybrid LTE-Boost (up to 16 Mbit/s), flat rate Internet usage flat rate voice usage	50 Mbit/s bandwidth <sup>3</sup> + 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
<b>ENTERTAIN</b>			
START TV		2.00	
ENTERTAIN TV		10.00 <sup>4,5</sup>	
ENTERTAIN TV PLUS		15.00 <sup>4,5</sup>	
<b>CITY, DLD</b>		<b>CENT/MINUTE</b>	
national		0 ct	
international		from 2.9 ct	
fixed to mobile		19.0 ct	
<b>CALLING PLANS</b>			
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		<b>14.95</b>	
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 6 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€); excl. building connection fee

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](http://www.telekom.de)

# GERMANY

## SINGLE PLAY

SINGLE PLAY IN €	CALL START <sup>1</sup>	CALL BASIC <sup>1,2</sup>	CALL COMFORT <sup>1</sup>
	20.95	20.95	30.94
	Standard, voice usage per minute	Standard, voice usage per minute, up to 120 minutes included within Germany	Standard, voice flat rate within Germany
CITY, CDL	€ CENT/MINUTE		
Peak/Off peak	2.9		flat
international		from 2.9	
fixed to mobile		19.0	
CALLING PLANS			
CountryFlat 1		€ 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](http://www.telekom.de).

All prices in € including VAT.

# GERMANY

## MAGENTA EINS

Valid from 07th of  
February 2018

MAGENTA EINS <sup>1</sup> IN €	MagentaEINS S	MagentaEINS M	MagentaEINS L
Monthly charge	41.90 <sup>2</sup>	61.85 <sup>2</sup>	76.85 <sup>2</sup>
Fixed Line	Flatrate from fixed line to all national networks <sup>3</sup> , including calls to all mobile networks. Internet Flat up to 16 Mbit/s download speed.	Flatrate from fixed line to all national networks <sup>3</sup> , including calls to all mobile networks. Internet Flat up to 50 Mbit/s download speed.	Flatrate from fixed line to all national networks <sup>3</sup> , 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 <sup>3</sup> . 2 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 <sup>3</sup> . 4 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 <sup>3</sup> . 6 GB Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.
TV		EntertainTV incl. UHD Receiver 500 GB Memory, including more than 20 channels in HD quality.	EntertainTV Plus incl. UHD Receiver 500 GB Memory, including more than 45 channels in HD quality.
MagentaEINS StreamOn Music&Video Max		Music &Video Streaming zero-rating for connected partners, high resolution	Music &Video Streaming zero-rating for connected partners, high resolution
Set-up	Service fee of 69,95€ for new fixed line & 39,95€ 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 6 months for new customers; Price after 6 months €56.90 (S), €81.85 (M), €101.85 (L), Regular price € 59.90 (S), €84.85 (M) and €104,85 (L). Prices might vary in online channel due to special online discounts.

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

More MagentaEINS convergent Bundles including existing customers' tariffs available.

For general terms & conditions and further details, please visit: [www.telekom.de](http://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 <sup>1</sup>	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW <sup>1</sup>
Local	0.24	0.10	0.24	0.10
Single transit	0.26	entfallen	0.26	entfallen
Double transit national	0.26	0.10	0.26	0.10
ORIGINATION FEES IN CENT/MIN.	PEAK (9:00-18:00), OLD	PEAK (9:00-18:00), NEW <sup>1</sup>	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW <sup>1</sup>
Local	0.24	0.23	0.24	0.23
Single transit	0.35	entfallen	0.35	entfallen
Double transit national	0.41	0.23	0.41	0.23
FULLY UNBUNDLED ("ULL")	OLD		NEW	
One time fee	29.78 <sup>2</sup>		27.11 <sup>3</sup>	
Monthly fee	10.19 <sup>4</sup>		10.02 <sup>5</sup>	
PARTIALLY UNBUNDLED ("LINE SHARING")	OLD		NEW	
One time fee	34.13 <sup>11</sup>		34.23 <sup>12</sup>	
Monthly fee	1.68 <sup>6</sup>		1.78 <sup>7</sup>	
IP-BSA ADSL SHARED (CLASSIC)	OLD		NEW	
One time fee	–		44.87 <sup>8,9</sup>	
Monthly fee	–		8.12 <sup>8,9</sup>	
IP-BSA ADSL STAND ALONE (CLASSIC)	OLD		NEW	
One time fee	–		47.68 <sup>8,9</sup>	
Monthly fee	–		18.20 <sup>8,9</sup>	
IP-BSA VDSL (until 50 Mbit/s) <sup>10</sup> STAND ALONE (CLASSIC)	OLD (IN €)		NEW (IN €)	
One time fee	–		46.43 <sup>8,9</sup>	
Monthly fee	–		25.32 <sup>8,9</sup>	

1 Prices are valid from Jan. 01, 2017 to Dec. 31, 2018.

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

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

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

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

6 valid to Jun. 30, 2014.

7 valid from Jul. 01, 2014.

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

9 No price changes since Jul. 01, 2011.

10 Monthly fee for VDSL Vectoring (over 50 to 100

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

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

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



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# UNITED STATES

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>9.445</b>	<b>8.982</b>	<b>9.236</b>	<b>8.466</b>	<b>9.052</b>	<b>(4,2)</b>	<b>33.738</b>	<b>35.736</b>	<b>5,9</b>
<b>NET REVENUE</b>		<b>9.443</b>	<b>8.982</b>	<b>9.236</b>	<b>8.466</b>	<b>9.052</b>	<b>(4,1)</b>	<b>33.736</b>	<b>35.736</b>	<b>5,9</b>
<b>EBITDA</b>	1	<b>2.325</b>	<b>2.386</b>	<b>2.640</b>	<b>2.288</b>	<b>2.003</b>	<b>(13,8)</b>	<b>8.561</b>	<b>9.316</b>	<b>8,8</b>
EBITDA margin (EBITDA / total revenues)	%	24,6	26,6	28,6	27,0	22,1	(2,5p)	25,4	26,1	0,7p
Depreciation, amortization and impairment losses		(1.353)	(1.387)	(1.308)	(1.130)	(1.194)	11,8	(5.282)	(5.019)	5,0
Profit (loss) from operations = EBIT		972	999	1.332	1.157	809	(16,8)	3.279	4.297	31,0
<b>CASH CAPEX</b>	2	<b>746</b>	<b>1.409</b>	<b>1.216</b>	<b>1.225</b>	<b>774</b>	<b>3,8</b>	<b>4.199</b>	<b>4.624</b>	<b>10,1</b>
<b>CASH CONTRIBUTION</b>	2	<b>1.579</b>	<b>977</b>	<b>1.423</b>	<b>1.063</b>	<b>1.229</b>	<b>(22,2)</b>	<b>4.362</b>	<b>4.692</b>	<b>7,6</b>

## FINANCIALS (AS REPORTED)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>9.445</b>	<b>8.982</b>	<b>9.236</b>	<b>8.466</b>	<b>9.052</b>	<b>(4,2)</b>	<b>33.738</b>	<b>35.736</b>	<b>5,9</b>
<b>NET REVENUE</b>		<b>9.443</b>	<b>8.982</b>	<b>9.236</b>	<b>8.466</b>	<b>9.052</b>	<b>(4,1)</b>	<b>33.736</b>	<b>35.736</b>	<b>5,9</b>
<b>EBITDA</b>		<b>2.335</b>	<b>2.390</b>	<b>2.635</b>	<b>3.934</b>	<b>1.989</b>	<b>(14,8)</b>	<b>8.967</b>	<b>10.949</b>	<b>22,1</b>
EBITDA margin (EBITDA / total revenue)	%	24,7	26,6	28,5	46,5	22,0	(2,7p)	26,6	30,6	4,0p
Depreciation, amortization and impairment losses		(1.353)	(1.387)	(1.308)	(1.130)	(1.194)	11,8	(5.282)	(5.019)	5,0
Profit (loss) from operations = EBIT		982	1.003	1.328	2.804	795	(19,0)	3.685	5.930	60,9
<b>CASH CAPEX</b>		<b>1.177</b>	<b>1.442</b>	<b>8.463</b>	<b>1.243</b>	<b>784</b>	<b>(33,4)</b>	<b>5.855</b>	<b>11.932</b>	<b>n.a.</b>
<b>CASH CONTRIBUTION</b>		<b>1.158</b>	<b>948</b>	<b>(5.828)</b>	<b>2.691</b>	<b>1.206</b>	<b>4,1</b>	<b>3.112</b>	<b>(983)</b>	<b>n.a.</b>

1 Excluding special factors affecting EBITDA of EUR 10mn in Q4/16, EUR 4mn in Q1/17, EUR (4mn) in Q2/17, EUR 1,647mn (mainly related to reversal of impairment) in Q3/17 and EUR (14mn) in Q4/17

2 Adjusted by excluding spectrum purchases of EUR 431mn in Q4/16, EUR 33mn in Q1/17, EUR 7.247mn in Q2/17, EUR 18mn in Q3/17 and EUR 10mn in Q4/17

# UNITED STATES

## EBITDA RECONCILIATION

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>9.445</b>	<b>8.982</b>	<b>9.236</b>	<b>8.466</b>	<b>9.052</b>	<b>(4,2)</b>	<b>33.738</b>	<b>35.736</b>	<b>5,9</b>
Profit (loss) from operations = EBIT		982	1.003	1.328	2.804	795	(19,0)	3.685	5.930	60,9
- Depreciation, amortization and impairment losses		(1.353)	(1.387)	(1.308)	(1.130)	(1.194)	11,8	(5.282)	(5.019)	5,0
<b>= EBITDA</b>		<b>2.335</b>	<b>2.390</b>	<b>2.635</b>	<b>3.934</b>	<b>1.989</b>	<b>(14,8)</b>	<b>8.967</b>	<b>10.949</b>	<b>22,1</b>
EBITDA margin	%	24,7	26,6	28,5	46,5	22,0	(2,7p)	26,6	30,6	4,0p
- Special factors affecting EBITDA		10	4	(4)	1.647	(14)	n.a.	406	1.633	n.a.
<b>= EBITDA ADJUSTED FOR SPECIAL FACTORS</b>	<b>1</b>	<b>2.325</b>	<b>2.386</b>	<b>2.640</b>	<b>2.288</b>	<b>2.003</b>	<b>(13,8)</b>	<b>8.561</b>	<b>9.316</b>	<b>8,8</b>
EBITDA margin (adjusted for special factors)	%	24,6	26,6	28,6	27,0	22,1	(2,5p)	25,4	26,1	0,7p

## SPECIAL FACTORS

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	FY 2016 millions of €	FY 2017 millions of €
<b>EFFECTS ON EBITDA</b>		<b>10</b>	<b>4</b>	<b>(4)</b>	<b>1.647</b>	<b>(14)</b>	<b>406</b>	<b>1.633</b>
- of which personnel		(1)	(1)	(4)	0	(2)	(11)	(7)
- of which other		11	5	0	1.647	(12)	417	1.640
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>10</b>	<b>4</b>	<b>(4)</b>	<b>1.647</b>	<b>(14)</b>	<b>406</b>	<b>1.633</b>
- of which personnel		(1)	(1)	(4)	0	(2)	(11)	(7)
- of which other		11	5	0	1.647	(12)	417	1.640

1 Excluding special factors affecting EBITDA of EUR 10mn in Q4/16, EUR 4mn in Q1/17, EUR (4mn) in Q2/17, EUR 1,647mn (mainly related to reversal of impairment) in Q3/17 and EUR (14mn) in Q4/17

# UNITED STATES<sup>4</sup>

## OPERATIONAL

	Note	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Change %	FY 2016	FY 2017	Change %
<b>CUSTOMERS (END OF PERIOD)</b>	('000)	<b>71.455</b>	<b>72.597</b>	<b>69.562</b>	<b>70.731</b>	<b>72.585</b>	<b>1,6</b>	<b>71.455</b>	<b>72.585</b>	<b>1,6</b>
Branded postpaid	('000) 4	34.427	35.341	36.158	36.975	38.047	10,5	34.427	38.047	10,5
Branded prepay	('000) 4	19.813	20.199	20.293	20.519	20.668	4,3	19.813	20.668	4,3
<b>- BRANDED</b>	('000) 4	<b>54.240</b>	<b>55.540</b>	<b>56.451</b>	<b>57.494</b>	<b>58.715</b>	<b>8,3</b>	<b>54.240</b>	<b>58.715</b>	<b>8,3</b>
<b>- WHOLESALE</b>	('000) 4, 5	<b>17.215</b>	<b>17.057</b>	<b>13.111</b>	<b>13.237</b>	<b>13.870</b>	<b>(19,4)</b>	<b>17.215</b>	<b>13.870</b>	<b>(19,4)</b>
<b>NET ADDS</b>	('000)	<b>2.101</b>	<b>1.142</b>	<b>1.333</b>	<b>1.329</b>	<b>1.854</b>	<b>(11,8)</b>	<b>8.173</b>	<b>5.658</b>	<b>(30,8)</b>
Branded postpaid	('000)	1.197	914	817	817	1.072	(10,4)	4.097	3.620	(11,6)
Branded prepay	('000)	541	386	94	226	149	(72,5)	2.508	855	(65,9)
<b>- BRANDED</b>	('000)	<b>1.738</b>	<b>1.300</b>	<b>911</b>	<b>1.043</b>	<b>1.221</b>	<b>(29,7)</b>	<b>6.605</b>	<b>4.475</b>	<b>(32,2)</b>
<b>- WHOLESALE</b>	('000)	<b>363</b>	<b>(158)</b>	<b>422</b>	<b>286</b>	<b>633</b>	<b>74,4</b>	<b>1.568</b>	<b>1.183</b>	<b>(24,6)</b>
<b>AVERAGE MONTHLY CHURN</b>										
- Branded postpaid	(%)	1,5	1,4	1,3	1,4	1,4	(0,1p)	1,5	1,4	(0,1p)
- Branded prepay	(%)	3,9	4,0	3,9	4,3	4,0	0,1p	3,9	4,0	0,1p
<b>TOTAL REVENUES</b>	(€ million)	<b>9.445</b>	<b>8.982</b>	<b>9.236</b>	<b>8.466</b>	<b>9.052</b>	<b>(4,2)</b>	<b>33.738</b>	<b>35.736</b>	<b>5,9</b>
Service revenue	(€ million) 1	6.602	6.783	6.665	6.336	6.426	(2,7)	24.712	26.210	6,1
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million) 2	<b>2.325</b>	<b>2.386</b>	<b>2.640</b>	<b>2.288</b>	<b>2.003</b>	<b>(13,8)</b>	<b>8.561</b>	<b>9.316</b>	<b>8,8</b>
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(%)	24,6	26,6	28,6	27,0	22,1	(2,5p)	25,4	26,1	0,7p
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(%)	35,2	35,2	39,6	36,1	31,2	(4,0p)	34,6	35,5	0,9p
<b>ARPU</b>										
- Branded postpaid	(€)	42	42	40	37	37	(11,9)	40	39	(2,5)
- Branded prepay	(€)	35	36	35	33	32	(8,6)	34	34	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>59</b>	<b>61</b>	<b>63</b>	<b>65</b>	<b>67</b>	<b>8,0p</b>	<b>58</b>	<b>64</b>	<b>6,0p</b>
<b>CASH CAPEX</b>	(€ million)	<b>1.177</b>	<b>1.442</b>	<b>8.463</b>	<b>1.243</b>	<b>784</b>	<b>(33,4)</b>	<b>5.855</b>	<b>11.932</b>	<b>n.a.</b>
<b>CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million) 3	<b>746</b>	<b>1.409</b>	<b>1.216</b>	<b>1.225</b>	<b>774</b>	<b>3,8</b>	<b>4.199</b>	<b>4.624</b>	<b>10,1</b>
<b>CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million) 3	<b>1.579</b>	<b>977</b>	<b>1.423</b>	<b>1.063</b>	<b>1.229</b>	<b>(22,2)</b>	<b>4.362</b>	<b>4.692</b>	<b>7,6</b>

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

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

2 Excluding special factors affecting EBITDA of EUR 10mn in Q4/16, EUR 4mn in Q1/17, EUR (4mn) in Q2/17, EUR 1,647mn (mainly related to reversal of impairment) in Q3/17 and EUR (14mn) in Q4/17.

3 Adjusted by excluding spectrum purchases of EUR 431mn in Q4/16, EUR 33mn in Q1/17, EUR 7.247mn in Q2/17, EUR 18mn in Q3/17 and EUR 10mn in Q4/17.

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

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

5 T-Mobile US believes current and future regulatory changes have made the Lifeline program offered by T-Mobile US' wholesale partners uneconomical. T-Mobile US will continue to support its wholesale partners offering the Lifeline program, but has excluded the Lifeline customers from the reported wholesale subscriber base resulting in a removal of 160 thousand and 4,368 thousand reported wholesale customers as of the beginning of the third quarter of 2017 and the second quarter of 2017, respectively. No further Lifeline adjustments are expected in future periods.

For plan details see:

<https://www.t-mobile.com/cell-phone-plans>

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

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

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

# UNITED STATES<sup>4</sup>

## OPERATIONAL IN US-\$

	Note	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Change %	FY 2016	FY 2017	Change %
<b>CUSTOMERS (END OF PERIOD)</b>	('000)	<b>71.455</b>	<b>72.597</b>	<b>69.562</b>	<b>70.731</b>	<b>72.585</b>	<b>1,6</b>	<b>71.455</b>	<b>72.585</b>	<b>1,6</b>
- Branded postpaid	('000) 4	34.427	35.341	36.158	36.975	38.047	10,5	34.427	38.047	10,5
- Branded prepay	('000) 4	19.813	20.199	20.293	20.519	20.668	4,3	19.813	20.668	4,3
<b>- BRANDED</b>	('000) 4	<b>54.240</b>	<b>55.540</b>	<b>56.451</b>	<b>57.494</b>	<b>58.715</b>	<b>8,3</b>	<b>54.240</b>	<b>58.715</b>	<b>8,3</b>
<b>- WHOLESALE</b>	('000) 4, 5	<b>17.215</b>	<b>17.057</b>	<b>13.111</b>	<b>13.237</b>	<b>13.870</b>	<b>(19,4)</b>	<b>17.215</b>	<b>13.870</b>	<b>(19,4)</b>
<b>NET ADDS</b>	('000)	<b>2.101</b>	<b>1.142</b>	<b>1.333</b>	<b>1.329</b>	<b>1.854</b>	<b>(11,8)</b>	<b>8.173</b>	<b>5.658</b>	<b>(30,8)</b>
- Branded postpaid	('000)	1.197	914	817	817	1.072	(10,4)	4.097	3.620	(11,6)
- Branded prepay	('000)	541	386	94	226	149	(72,5)	2.508	855	(65,9)
<b>- BRANDED</b>	('000)	<b>1.738</b>	<b>1.300</b>	<b>911</b>	<b>1.043</b>	<b>1.221</b>	<b>(29,7)</b>	<b>6.605</b>	<b>4.475</b>	<b>(32,2)</b>
<b>- WHOLESALE</b>	('000)	<b>363</b>	<b>(158)</b>	<b>422</b>	<b>286</b>	<b>633</b>	<b>74,4</b>	<b>1.568</b>	<b>1.183</b>	<b>(24,6)</b>
<b>AVERAGE MONTHLY CHURN</b>										
- Branded postpaid	(%)	1,5	1,4	1,3	1,4	1,4	(0,1p)	1,5	1,4	(0,1p)
- Branded prepay	(%)	3,9	4,0	3,9	4,3	4,0	0,1p	3,9	4,0	0,1p
<b>TOTAL REVENUES</b>	(USD million)	<b>10.175</b>	<b>9.563</b>	<b>10.151</b>	<b>9.939</b>	<b>10.664</b>	<b>4,8</b>	<b>37.294</b>	<b>40.316</b>	<b>8,1</b>
Service revenue	(USD million) 1	7.115	7.221	7.329	7.439	7.570	6,4	27.328	29.558	8,2
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million) 2	<b>2.502</b>	<b>2.540</b>	<b>2.899</b>	<b>2.680</b>	<b>2.360</b>	<b>(5,7)</b>	<b>9.465</b>	<b>10.479</b>	<b>10,7</b>
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(%)	24,6	26,6	28,6	27,0	22,1	(2,5p)	25,4	26,0	0,6p
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(%)	35,2	35,2	39,6	36,0	31,2	(4,0p)	34,6	35,5	0,9p
<b>BLENDED ARPU</b>										
- Branded postpaid	(USD)	45	45	44	44	43	(4,4)	44	44	0
- Branded prepay	(USD)	38	38	38	38	38	0,0	38	38	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>59</b>	<b>61</b>	<b>63</b>	<b>65</b>	<b>67</b>	<b>8,0p</b>	<b>58</b>	<b>64</b>	<b>6,0p</b>
<b>CASH CAPEX</b>	(USD million)	<b>1.275</b>	<b>1.534</b>	<b>9.334</b>	<b>1.452</b>	<b>923</b>	<b>(27,6)</b>	<b>6.488</b>	<b>13.243</b>	<b>n.a.</b>
<b>CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million) 3	<b>812</b>	<b>1.498</b>	<b>1.330</b>	<b>1.429</b>	<b>913</b>	<b>12,4</b>	<b>4.663</b>	<b>5.170</b>	<b>10,9</b>
<b>CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million) 3	<b>1.690</b>	<b>1.042</b>	<b>1.569</b>	<b>1.251</b>	<b>1.447</b>	<b>(14,4)</b>	<b>4.802</b>	<b>5.309</b>	<b>10,6</b>

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

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

2 Excluding special factors affecting EBITDA of USD 11mn in Q4/16, USD 5mn in Q1/17, USD (5mn) in Q2/17, USD 1,945mn (mainly related to reversal of impairment) in Q3/17 and USD (16mn) in Q4/17.

3 Adjusted by excluding spectrum purchases of USD 463mn in Q4/16, USD 36mn in Q1/17, USD 8.004mn in Q2/17, USD 22mn in Q3/17 and USD 11mn in Q4/17.

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

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

5 T-Mobile US believes current and future regulatory changes have made the Lifeline program offered by T-Mobile US' wholesale partners uneconomical. T-Mobile US will continue to support its wholesale partners offering the Lifeline program, but has excluded the Lifeline customers from the reported wholesale subscriber base resulting in a removal of 160 thousand and

4,368 thousand reported wholesale customers as of the beginning of the third quarter of 2017 and the second quarter of 2017, respectively. No further Lifeline adjustments are expected in future periods.

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

For plan details see:

<https://www.t-mobile.com/cell-phone-plans>

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

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

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





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# EUROPE

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.996</b>	<b>2.781</b>	<b>2.860</b>	<b>2.945</b>	<b>3.002</b>	<b>0,2</b>	<b>11.454</b>	<b>11.589</b>	<b>1,2</b>
<b>NET REVENUE</b>		<b>2.900</b>	<b>2.695</b>	<b>2.772</b>	<b>2.848</b>	<b>2.903</b>	<b>0,1</b>	<b>11.111</b>	<b>11.218</b>	<b>1,0</b>
<b>EBITDA</b>	<b>1</b>	<b>930</b>	<b>889</b>	<b>947</b>	<b>1.007</b>	<b>906</b>	<b>(2,6)</b>	<b>3.866</b>	<b>3.749</b>	<b>(3,0)</b>
EBITDA margin (EBITDA / total revenue)	%	31,0	32,0	33,1	34,2	30,2	(0,8p)	33,8	32,3	(1,5p)
Depreciation, amortization and impairment losses	4	(659)	(553)	(557)	(558)	(624)	5,3	(2.405)	(2.292)	4,7
Profit (loss) from operations = EBIT	2	271	336	390	449	282	4,1	1.461	1.457	(0,3)
<b>CASH CAPEX</b>	<b>3</b>	<b>411</b>	<b>473</b>	<b>403</b>	<b>395</b>	<b>517</b>	<b>25,8</b>	<b>1.598</b>	<b>1.787</b>	<b>11,8</b>
<b>CASH CONTRIBUTION</b>		<b>519</b>	<b>416</b>	<b>544</b>	<b>613</b>	<b>389</b>	<b>(25,0)</b>	<b>2.268</b>	<b>1.962</b>	<b>(13,5)</b>

## FINANCIALS (AS REPORTED)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.996</b>	<b>2.781</b>	<b>2.860</b>	<b>2.945</b>	<b>3.002</b>	<b>0,2</b>	<b>11.454</b>	<b>11.589</b>	<b>1,2</b>
<b>NET REVENUE</b>		<b>2.900</b>	<b>2.695</b>	<b>2.772</b>	<b>2.848</b>	<b>2.903</b>	<b>0,1</b>	<b>11.111</b>	<b>11.218</b>	<b>1,0</b>
<b>EBITDA</b>		<b>894</b>	<b>877</b>	<b>913</b>	<b>959</b>	<b>870</b>	<b>(2,7)</b>	<b>3.773</b>	<b>3.619</b>	<b>(4,1)</b>
EBITDA margin (EBITDA / total revenue)	%	29,8	31,5	31,9	32,6	29,0	(0,8p)	32,9	31,2	(1,7p)
Depreciation, amortization and impairment losses		(843)	(553)	(557)	(558)	(1.489)	(76,6)	(2.589)	(3.157)	(21,9)
Profit (loss) from operations = EBIT		51	324	357	400	(620)	n.a.	1.184	462	(61,0)
<b>CASH CAPEX</b>		<b>413</b>	<b>475</b>	<b>403</b>	<b>395</b>	<b>601</b>	<b>45,5</b>	<b>2.600</b>	<b>1.874</b>	<b>(27,9)</b>
<b>CASH CONTRIBUTION</b>		<b>481</b>	<b>402</b>	<b>510</b>	<b>564</b>	<b>269</b>	<b>(44,1)</b>	<b>1.173</b>	<b>1.745</b>	<b>48,8</b>

1 Special factors affecting EBITDA: EUR 36mn in Q4/16, EUR 12mn in Q1/17, EUR 33mn in Q2/17, EUR 49mn in Q3/17 and EUR 36mn in Q4/17.

2 Special factors affecting EBIT: 220mn in Q4/16 (thereof 36mn resulting from EBITDA), EUR 12mn in Q1/17 (thereof EUR12mn resulting from EBITDA), EUR 33mn in Q2/17 (thereof EUR 33mn resulting from EBITDA), EUR 49mn in Q3/17 (thereof EUR 49mn resulting from EBITDA) and EUR 902mn in Q4/17 (thereof EUR 36mn resulting from EBITDA).

3 EUR 1mn in Poland in Q4/16, EUR 1mn in Greece in Q4/16, EUR 1mn in Montenegro in Q4/16, EUR 2mn in Greece in Q1/17 and EUR 84mn in Greece in Q4/17.

4 The Q4/17 numbers are affected by an EUR 787mn impairment in Poland.

## EUROPE

### EBITDA RECONCILIATION

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.996</b>	<b>2.781</b>	<b>2.860</b>	<b>2.945</b>	<b>3.002</b>	<b>0,2</b>	<b>11.454</b>	<b>11.589</b>	<b>1,2</b>
<b>TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>2.996</b>	<b>2.781</b>	<b>2.860</b>	<b>2.945</b>	<b>3.002</b>	<b>0,2</b>	<b>11.454</b>	<b>11.589</b>	<b>1,2</b>
Profit (loss) from operations = EBIT		51	324	357	400	(620)	n.a.	1.184	462	(61,0)
- Depreciation, amortization and impairment losses		(843)	(553)	(557)	(558)	(1.489)	(76,6)	(2.589)	(3.157)	(21,9)
<b>= EBITDA</b>		<b>894</b>	<b>877</b>	<b>913</b>	<b>959</b>	<b>870</b>	<b>(2,7)</b>	<b>3.773</b>	<b>3.619</b>	<b>(4,1)</b>
EBITDA margin	%	29,8	31,5	31,9	32,6	29,0	(0,8p)	32,9	31,2	(1,7p)
- Special factors affecting EBITDA		(36)	(12)	(33)	(49)	(36)	0,0	(93)	(130)	(39,8)
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>930</b>	<b>889</b>	<b>947</b>	<b>1.007</b>	<b>906</b>	<b>(2,6)</b>	<b>3.866</b>	<b>3.749</b>	<b>(3,0)</b>
EBITDA margin (adjusted for special factors)	%	31,0	32,0	33,1	34,2	30,2	(0,8p)	33,8	32,3	(1,5p)

### SPECIAL FACTORS

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(36)</b>	<b>(12)</b>	<b>(33)</b>	<b>(49)</b>	<b>(36)</b>	<b>0,0</b>	<b>(93)</b>	<b>(130)</b>	<b>(39,8)</b>
- of which personnel		(21)	(11)	(13)	(38)	(30)	(42,9)	(100)	(92)	8,0
- of which other		(15)	0	(21)	(10)	(6)	60,0	7	(37)	n.a.
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(220)</b>	<b>(12)</b>	<b>(33)</b>	<b>(49)</b>	<b>(902)</b>	<b>n.a.</b>	<b>(277)</b>	<b>(995)</b>	<b>n.a.</b>
- of which personnel		(21)	(11)	(13)	(38)	(30)	(42,9)	(100)	(92)	8,0
- of which other		(199)	0	(21)	(10)	(871)	n.a.	(177)	(902)	n.a.

# GREECE

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>752</b>	<b>690</b>	<b>693</b>	<b>740</b>	<b>723</b>	<b>(3,9)</b>	<b>2.883</b>	<b>2.846</b>	<b>(1,3)</b>
- of which Fixed network		503	471	454	472	467	(7,2)	1.890	1.865	(1,3)
- of which Mobile communications		307	274	293	323	313	2,0	1.194	1.202	0,7
<b>EBITDA</b>	<b>1</b>	<b>286</b>	<b>266</b>	<b>273</b>	<b>303</b>	<b>293</b>	<b>2,4</b>	<b>1.120</b>	<b>1.135</b>	<b>1,3</b>
- of which Fixed network		172	171	166	171	185	7,6	676	693	2,5
- of which Mobile communications		100	87	100	123	94	(6,0)	403	404	0,2
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>38,0</b>	<b>38,6</b>	<b>39,4</b>	<b>40,9</b>	<b>40,5</b>	<b>2,5p</b>	<b>38,8</b>	<b>39,9</b>	<b>1,1p</b>
- of which Fixed network	<b>%</b>	34,2	36,3	36,6	36,2	39,6	5,4p	35,8	37,2	1,4p
- of which Mobile communications	<b>%</b>	32,6	31,8	34,1	38,1	30,0	(2,6p)	33,8	33,6	(0,2p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>95</b>	<b>102</b>	<b>123</b>	<b>113</b>	<b>241</b>	<b>n.a.</b>	<b>375</b>	<b>580</b>	<b>54,7</b>
- of which Fixed network		53	64	71	74	106	100,0	221	315	42,5
- of which Mobile communications		37	38	51	36	128	n.a.	142	253	78,2
<b>CASH CONTRIBUTION</b>		<b>191</b>	<b>164</b>	<b>150</b>	<b>190</b>	<b>52</b>	<b>(72,8)</b>	<b>745</b>	<b>555</b>	<b>(25,5)</b>
- of which Fixed network		119	107	95	97	79	(33,6)	455	378	(16,9)
- of which Mobile communications		63	49	49	87	(34)	n.a.	261	151	(42,1)

1 Special factors affecting EBITDA: EUR 7mn in Q4/16, EUR 2mn in Q1/17, EUR 26mn in Q3/17 and EUR -8mn in Q4/17.

# GREECE

## OPERATIONALS<sup>1</sup>

	Note	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Change %	FY 2016	FY 2017	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>										
Fixed network Access Lines	('000)	2.564	2.547	2.539	2.536	2.547	(0,7)	2.564	2.547	(0,7)
- IP	('000)	607	759	937	1.046	1.156	90,4	607	1.156	90,4
Broadband Access Lines Retail	('000)	1.633	1.653	1.680	1.714	1.757	7,6	1.633	1.757	7,6
TV (IPTV, SAT, Cable)	('000)	497	499	501	515	523	5,2	497	523	5,2
Wholesale Bundled Access Lines	('000)	49	56	67	76	86	75,5	49	86	75,5
ULLs/Wholesale PSTN	('000)	2.091	2.108	2.111	2.111	2.117	1,2	2.091	2.117	1,2
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	n.a.	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>										
Service revenue	(€)	230	218	236	264	240	4,3	944	957	1,4
<b>CUSTOMERS</b>	<b>('000)</b>	<b>7.725</b>	<b>7.733</b>	<b>7.737</b>	<b>7.867</b>	<b>7.981</b>	<b>3,3</b>	<b>7.725</b>	<b>7.981</b>	<b>3,3</b>
- contract	('000)	2.218	2.226	2.224	2.222	2.231	0,6	2.218	2.231	0,6
- prepaid	('000)	5.507	5.507	5.513	5.645	5.750	4,4	5.507	5.750	4,4
<b>NET ADDS</b>	<b>('000)</b>	<b>58</b>	<b>8</b>	<b>4</b>	<b>130</b>	<b>114</b>	<b>96,6</b>	<b>326</b>	<b>256</b>	<b>(21,5)</b>
- contract	('000)	(6)	8	(2)	(2)	9	n.a.	(31)	13	n.a.
- prepaid	('000)	65	0	6	132	105	61,5	357	243	(31,9)
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,8</b>	<b>1,7</b>	<b>2,2</b>	<b>2,0</b>	<b>2,2</b>	<b>0,4p</b>	<b>1,7</b>	<b>2,0</b>	<b>0,3p</b>
- contract	(%)	1,4	1,2	1,3	1,4	1,3	(0,1p)	1,4	1,3	(0,1p)
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>11</b>	<b>15</b>	<b>11</b>	<b>7</b>	<b>8</b>	<b>(27,3)</b>	<b>11</b>	<b>10</b>	<b>(9,1)</b>
- contract	€	63	73	69	53	61	(3,2)	63	64	1,6
- prepaid	€	2	4	3	2	3	50,0	2	3	50,0
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>42</b>	<b>43</b>	<b>35</b>	<b>28</b>	<b>35</b>	<b>(16,7)</b>	<b>39</b>	<b>35</b>	<b>(10,3)</b>
<b>ARPU</b>	<b>€</b>	<b>10</b>	<b>9</b>	<b>10</b>	<b>11</b>	<b>10</b>	<b>0,0</b>	<b>10</b>	<b>10</b>	<b>0,0</b>
- contract	€	24	23	25	28	25	4,2	25	26	4,0
- prepaid	€	4	4	4	4	4	0,0	4	4	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>31</b>	<b>33</b>	<b>34</b>	<b>38</b>	<b>36</b>	<b>5p</b>	<b>30</b>	<b>35</b>	<b>5p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>273</b>	<b>263</b>	<b>276</b>	<b>280</b>	<b>273</b>	<b>0,0</b>	<b>276</b>	<b>273</b>	<b>(1,1)</b>
- contract	(min)	441	421	441	443	434	(1,6)	442	435	(1,6)

<sup>1</sup> The Q1/17 numbers are adjusted for 137k re-classifications due to technical problems.

# ROMANIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>267</b>	<b>230</b>	<b>236</b>	<b>240</b>	<b>266</b>	<b>(0,4)</b>	<b>985</b>	<b>972</b>	<b>(1,3)</b>
<b>PRODUCT VIEW</b>		<b>267</b>	<b>230</b>	<b>236</b>	<b>240</b>	<b>266</b>	<b>(0,4)</b>	<b>985</b>	<b>972</b>	<b>(1,3)</b>
- Fixed network		159	127	133	131	138	(13,2)	557	528	(5,2)
- Mobile communications		108	104	103	109	128	18,5	428	444	3,7
<b>SEGMENT VIEW</b>		<b>267</b>	<b>230</b>	<b>236</b>	<b>240</b>	<b>266</b>	<b>(0,4)</b>	<b>985</b>	<b>972</b>	<b>(1,3)</b>
- of which Consumer		152	144	144	141	156	2,6	608	587	(3,5)
- of which Business		81	49	41	50	67	(17,3)	240	213	(11,3)
<b>EBITDA</b>	1	<b>46</b>	<b>37</b>	<b>39</b>	<b>43</b>	<b>47</b>	<b>2,2</b>	<b>175</b>	<b>166</b>	<b>(5,1)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>17,2</b>	<b>16,1</b>	<b>16,5</b>	<b>17,9</b>	<b>17,7</b>	<b>0,5p</b>	<b>17,8</b>	<b>17,1</b>	<b>(0,7p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>24</b>	<b>48</b>	<b>36</b>	<b>37</b>	<b>40</b>	<b>66,7</b>	<b>117</b>	<b>162</b>	<b>38,5</b>
<b>CASH CONTRIBUTION</b>		<b>22</b>	<b>(11)</b>	<b>3</b>	<b>6</b>	<b>7</b>	<b>(68,2)</b>	<b>58</b>	<b>4</b>	<b>(93,1)</b>

1 Special factors affecting EBITDA: EUR 8mn in Q2/17, EUR 5mn in Q3/17 and EUR 6mn in Q4/17.

# ROMANIA

## OPERATIONALS

	Note	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Change %	FY 2016	FY 2017	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>										
Fixed network Access Lines	('000)	1.969	1.937	1.922	1.894	1.865	(5,3)	1.969	1.865	(5,3)
- IP	('000)	493	520	562	597	630	27,8	493	630	27,8
Broadband Access Lines Retail	('000)	1.194	1.186	1.191	1.187	1.182	(1,0)	1.194	1.182	(1,0)
TV (IPTV, SAT, Cable)	('000)	1.464	1.457	1.471	1.473	1.470	0,4	1.464	1.470	0,4
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	n.a.	0	0	n.a.
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	n.a.	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>										
Service revenue	(€)	80	78	80	86	92	15,0	326	336	3,1
<b>CUSTOMERS</b>	<b>('000)</b>	<b>5.722</b>	<b>5.428</b>	<b>5.278</b>	<b>5.231</b>	<b>5.258</b>	<b>(8,1)</b>	<b>5.722</b>	<b>5.258</b>	<b>(8,1)</b>
- contract	('000)	2.007	2.024	2.047	2.097	2.148	7,0	2.007	2.148	7,0
- prepaid	('000)	3.715	3.403	3.231	3.133	3.109	(16,3)	3.715	3.109	(16,3)
<b>NET ADDS</b>	<b>('000)</b>	<b>(147)</b>	<b>(294)</b>	<b>(149)</b>	<b>(48)</b>	<b>27</b>	<b>n.a.</b>	<b>(270)</b>	<b>(464)</b>	<b>(71,9)</b>
- contract	('000)	41	17	23	50	51	24,4	114	141	23,7
- prepaid	('000)	(188)	(312)	(172)	(98)	(24)	87,2	(384)	(605)	(57,6)
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>3,3</b>	<b>3,7</b>	<b>3,4</b>	<b>3,2</b>	<b>3,4</b>	<b>0,1p</b>	<b>3,3</b>	<b>3,4</b>	<b>0,1p</b>
- contract	(%)	1,6	1,8	1,4	1,2	2,4	0,8p	1,6	1,7	0,1p
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>10</b>	<b>10</b>	<b>14</b>	<b>12</b>	<b>14</b>	<b>40,0</b>	<b>9</b>	<b>13</b>	<b>44,4</b>
- contract	€	34	27	58	51	59	73,5	35	50	42,9
- prepaid	€	1	1	0	(1)	(4)	n.a.	1	(1)	n.a.
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>11</b>	<b>12</b>	<b>12</b>	<b>1</b>	<b>(6)</b>	<b>n.a.</b>	<b>16</b>	<b>4</b>	<b>(75,0)</b>
<b>ARPU</b>	<b>€</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>6</b>	<b>20,0</b>	<b>5</b>	<b>5</b>	<b>0,0</b>
- contract	€	9	8	9	9	10	11,1	9	9	0,0
- prepaid	€	2	3	3	3	3	50,0	3	3	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>31</b>	<b>31</b>	<b>32</b>	<b>38</b>	<b>35</b>	<b>5p</b>	<b>30</b>	<b>34</b>	<b>4p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>284</b>	<b>286</b>	<b>293</b>	<b>305</b>	<b>317</b>	<b>11,6</b>	<b>290</b>	<b>300</b>	<b>3,4</b>
- contract	(min)	415	402	401	410	413	(0,5)	421	406	(3,6)

# HUNGARY

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>447</b>	<b>415</b>	<b>454</b>	<b>463</b>	<b>476</b>	<b>6,5</b>	<b>1.673</b>	<b>1.808</b>	<b>8,1</b>
<b>PRODUCT VIEW</b>		<b>447</b>	<b>415</b>	<b>454</b>	<b>463</b>	<b>476</b>	<b>6,5</b>	<b>1.673</b>	<b>1.808</b>	<b>8,1</b>
- Fixed network		217	198	222	211	233	7,4	787	865	9,9
- Mobile communications		229	217	232	252	242	5,7	885	943	6,6
<b>SEGMENT VIEW</b>		<b>447</b>	<b>415</b>	<b>454</b>	<b>463</b>	<b>476</b>	<b>6,5</b>	<b>1.673</b>	<b>1.808</b>	<b>8,1</b>
- of which Consumer		247	239	248	263	265	7,3	948	1.015	7,1
- of which Business		166	143	170	157	176	6,0	577	646	12,0
<b>EBITDA</b>	1	<b>124</b>	<b>109</b>	<b>141</b>	<b>168</b>	<b>127</b>	<b>2,4</b>	<b>539</b>	<b>545</b>	<b>1,1</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>27,7</b>	<b>26,3</b>	<b>31,1</b>	<b>36,3</b>	<b>26,7</b>	<b>(1,0p)</b>	<b>32,2</b>	<b>30,1</b>	<b>(2,1p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>81</b>	<b>69</b>	<b>58</b>	<b>50</b>	<b>83</b>	<b>2,5</b>	<b>279</b>	<b>260</b>	<b>(6,8)</b>
<b>CASH CONTRIBUTION</b>		<b>43</b>	<b>40</b>	<b>83</b>	<b>118</b>	<b>44</b>	<b>2,3</b>	<b>260</b>	<b>285</b>	<b>9,6</b>

1 Special factors affecting EBITDA: EUR 3mn in Q4/16, EUR 2mn in Q1/17, EUR 2mn in Q2/17, EUR 2mn in Q3/17 and EUR 5mn in Q4/17.



# HUNGARY

## OPERATIONALS<sup>1</sup>

	Note	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Change %	FY 2016	FY 2017	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>										
Fixed network Access Lines	('000)	1.629	1.630	1.637	1.634	1.632	0,2	1.629	1.632	0,2
- IP	('000)	1.583	1.587	1.597	1.597	1.598	0,9	1.583	1.598	0,9
Broadband Access Lines Retail	('000)	1.011	1.026	1.047	1.059	1.071	5,9	1.011	1.071	5,9
TV (IPTV, SAT, Cable)	('000)	969	985	1.006	1.016	1.026	5,9	969	1.026	5,9
Wholesale Bundled Access Lines	('000)	14	13	13	13	12	(14,3)	14	12	(14,3)
ULLs/Wholesale PSTN	('000)	7	6	6	4	4	(42,9)	7	4	(42,9)
Wholesale Unbundled Access Lines	('000)	12	11	20	20	20	66,7	12	20	66,7
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>										
Service revenue	(€)	177	175	180	191	195	10,2	706	742	5,1
<b>CUSTOMERS</b>	<b>('000)</b>	<b>5.332</b>	<b>5.304</b>	<b>5.390</b>	<b>5.401</b>	<b>5.293</b>	<b>(0,7)</b>	<b>5.332</b>	<b>5.293</b>	<b>(0,7)</b>
- contract	('000)	3.155	3.188	3.327	3.382	3.415	8,2	3.155	3.415	8,2
- prepaid	('000)	2.177	2.116	2.063	2.019	1.878	(13,7)	2.177	1.878	(13,7)
<b>NET ADDS</b>	<b>('000)</b>	<b>31</b>	<b>(28)</b>	<b>86</b>	<b>11</b>	<b>(108)</b>	<b>n.a.</b>	<b>(172)</b>	<b>(39)</b>	<b>77,3</b>
- contract	('000)	33	33	139	55	33	0,0	52	260	n.a.
- prepaid	('000)	(2)	(61)	(53)	(45)	(140)	n.a.	(224)	(299)	(33,5)
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,3</b>	<b>1,3</b>	<b>1,3</b>	<b>1,5</b>	<b>2,0</b>	<b>0,7p</b>	<b>1,6</b>	<b>1,5</b>	<b>(0,1p)</b>
- contract	(%)	0,8	0,7	0,7	0,7	0,6	(0,2p)	0,8	0,7	(0,1p)
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>21</b>	<b>25</b>	<b>12</b>	<b>12</b>	<b>19</b>	<b>(9,5)</b>	<b>19</b>	<b>15</b>	<b>(21,1)</b>
- contract	€	46	44	18	25	40	(13,0)	44	26	(40,9)
- prepaid	€	6	5	3	2	4	(33,3)	5	3	(40,0)
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>64</b>	<b>68</b>	<b>29</b>	<b>42</b>	<b>83</b>	<b>29,7</b>	<b>59</b>	<b>58</b>	<b>(1,7)</b>
<b>ARPU</b>	<b>€</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>12</b>	<b>12</b>	<b>9,1</b>	<b>11</b>	<b>12</b>	<b>9,1</b>
- contract	€	16	16	16	17	17	6,3	16	17	6,3
- prepaid	€	4	3	4	3	4	0,0	4	3	(25,0)
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>35</b>	<b>36</b>	<b>37</b>	<b>40</b>	<b>43</b>	<b>8p</b>	<b>34</b>	<b>39</b>	<b>5p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>200</b>	<b>201</b>	<b>212</b>	<b>209</b>	<b>203</b>	<b>1,5</b>	<b>197</b>	<b>206</b>	<b>4,6</b>
- contract	(min)	304	300	307	298	280	(7,9)	300	296	(1,3)

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

# POLAND

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

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>394</b>	<b>364</b>	<b>378</b>	<b>376</b>	<b>392</b>	<b>(0,5)</b>	<b>1.488</b>	<b>1.509</b>	<b>1,4</b>
<b>PRODUCT VIEW</b>		<b>394</b>	<b>364</b>	<b>378</b>	<b>376</b>	<b>392</b>	<b>(0,5)</b>	<b>1.488</b>	<b>1.509</b>	<b>1,4</b>
- Fixed network		25	25	25	27	29	16,0	99	105	6,1
- Mobile communications		368	339	352	349	363	(1,4)	1.388	1.403	1,1
<b>SEGMENT VIEW</b>		<b>394</b>	<b>364</b>	<b>378</b>	<b>376</b>	<b>392</b>	<b>(0,5)</b>	<b>1.488</b>	<b>1.509</b>	<b>1,4</b>
- of which Consumer		217	206	207	208	213	(1,8)	812	834	2,7
- of which Business		138	122	129	124	133	(3,6)	516	508	(1,6)
<b>EBITDA</b>	2	<b>136</b>	<b>100</b>	<b>125</b>	<b>88</b>	<b>106</b>	<b>(22,1)</b>	<b>482</b>	<b>419</b>	<b>(13,1)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>34,5</b>	<b>27,5</b>	<b>33,1</b>	<b>23,4</b>	<b>27,0</b>	<b>(7,5p)</b>	<b>32,4</b>	<b>27,8</b>	<b>(4,6p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>70</b>	<b>76</b>	<b>34</b>	<b>45</b>	<b>48</b>	<b>(31,4)</b>	<b>1.143</b>	<b>203</b>	<b>(82,2)</b>
<b>CASH CONTRIBUTION</b>		<b>66</b>	<b>24</b>	<b>91</b>	<b>43</b>	<b>58</b>	<b>(12,1)</b>	<b>(661)</b>	<b>216</b>	<b>n.a.</b>

1 The business of T-Systems Polska Sp. z o.o., which was previously organizationally assigned to the Systems Solutions operating segment, is disclosed under the Europe operating segment as of September 1, 2017. Figures for prior periods were not adjusted.

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

# POLAND

## OPERATIONALS<sup>1,2</sup>

	Note	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Change %	FY 2016	FY 2017	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>										
Fixed network Access Lines	('000)	20	33	31	29	32	60,0	20	32	60,0
- IP	('000)	2	2	1	1	2	0,0	2	2	0,0
Broadband Access Lines Retail	('000)	10	20	18	17	15	50,0	10	15	50,0
TV (IPTV, SAT, Cable)	('000)	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	n.a.	0	0	n.a.
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	5	0	0	0	0	n.a.	5	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>										
Service revenue	(€)	246	217	227	224	230	(6,5)	945	899	(4,9)
<b>CUSTOMERS</b>	<b>('000)</b>	<b>10.634</b>	<b>10.229</b>	<b>10.251</b>	<b>10.297</b>	<b>10.454</b>	<b>(1,7)</b>	<b>10.634</b>	<b>10.454</b>	<b>(1,7)</b>
- contract	('000)	6.612	6.696	6.741	6.797	6.921	4,7	6.612	6.921	4,7
- prepaid	('000)	4.022	3.533	3.510	3.500	3.533	(12,2)	4.022	3.533	(12,2)
<b>NET ADDS</b>	<b>('000)</b>	<b>(587)</b>	<b>(405)</b>	<b>21</b>	<b>46</b>	<b>156</b>	<b>n.a.</b>	<b>(1.422)</b>	<b>(180)</b>	<b>87,3</b>
- contract	('000)	70	84	45	56	124	77,1	43	309	n.a.
- prepaid	('000)	(657)	(489)	(24)	(10)	33	n.a.	(1.465)	(490)	66,6
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>3,4</b>	<b>3,2</b>	<b>2,0</b>	<b>1,8</b>	<b>1,5</b>	<b>(1,9p)</b>	<b>3,3</b>	<b>2,1</b>	<b>(1,2p)</b>
- contract	(%)	1,4	1,3	1,1	1,0	1,0	(0,4p)	1,2	1,1	(0,1p)
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>10</b>	<b>7</b>	<b>2</b>	<b>5</b>	<b>3</b>	<b>(70,0)</b>	<b>7</b>	<b>4</b>	<b>(42,9)</b>
- contract	€	15	12	3	9	3	(80,0)	21	7	(66,7)
- prepaid	€	4	2	2	3	3	(25,0)	2	3	50,0
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>13</b>	<b>(3)</b>	<b>(5)</b>	<b>(6)</b>	<b>(12)</b>	<b>n.a.</b>	<b>4</b>	<b>(6)</b>	<b>n.a.</b>
<b>ARPU</b>	<b>€</b>	<b>8</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>(12,5)</b>	<b>7</b>	<b>7</b>	<b>0,0</b>
- contract	€	11	10	10	9	10	(9,1)	10	10	0,0
- prepaid	€	2	2	3	3	3	50,0	2	3	50,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>42</b>	<b>47</b>	<b>48</b>	<b>48</b>	<b>50</b>	<b>8p</b>	<b>42</b>	<b>48</b>	<b>6p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>232</b>	<b>246</b>	<b>248</b>	<b>258</b>	<b>269</b>	<b>15,9</b>	<b>216</b>	<b>255</b>	<b>18,1</b>
- contract	(min)	338	340	330	340	356	5,3	331	342	3,3

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

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

# CZECH REPUBLIC

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>258</b>	<b>237</b>	<b>248</b>	<b>255</b>	<b>271</b>	<b>5,0</b>	<b>959</b>	<b>1.011</b>	<b>5,4</b>
<b>PRODUCT VIEW</b>		<b>258</b>	<b>237</b>	<b>248</b>	<b>255</b>	<b>271</b>	<b>5,0</b>	<b>959</b>	<b>1.011</b>	<b>5,4</b>
- Fixed network		66	54	59	61	68	3,0	220	241	9,5
- Mobile communications		192	182	189	195	203	5,7	739	770	4,2
<b>SEGMENT VIEW</b>		<b>258</b>	<b>237</b>	<b>248</b>	<b>255</b>	<b>271</b>	<b>5,0</b>	<b>959</b>	<b>1.011</b>	<b>5,4</b>
- of which Consumer		124	117	121	127	134	8,1	474	499	5,3
- of which Business		119	104	111	112	122	2,5	433	449	3,7
<b>EBITDA</b>	1	<b>98</b>	<b>100</b>	<b>100</b>	<b>101</b>	<b>105</b>	<b>7,1</b>	<b>400</b>	<b>406</b>	<b>1,5</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>38,0</b>	<b>42,2</b>	<b>40,3</b>	<b>39,6</b>	<b>38,7</b>	<b>0,7p</b>	<b>41,7</b>	<b>40,2</b>	<b>(1,5p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>26</b>	<b>37</b>	<b>28</b>	<b>25</b>	<b>32</b>	<b>23,1</b>	<b>160</b>	<b>121</b>	<b>(24,4)</b>
<b>CASH CONTRIBUTION</b>		<b>72</b>	<b>63</b>	<b>72</b>	<b>76</b>	<b>73</b>	<b>1,4</b>	<b>240</b>	<b>285</b>	<b>18,8</b>

1 Special factors affecting EBITDA: EUR 2mn in Q4/16, EUR 1mn in Q1/17, EUR 1mn in Q2/17, EUR 1mn in Q3/17 and EUR 19mn in Q4/17.

# CZECH REPUBLIC

## OPERATIONALS

	Note	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Change %	FY 2016	FY 2017	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>										
Fixed network Access Lines	('000)	140	143	146	153	197	40,7	140	197	40,7
- IP	('000)	126	130	133	141	185	46,8	126	185	46,8
Broadband Access Lines Retail	('000) 1	132	133	133	133	166	25,8	132	166	25,8
TV (IPTV, SAT, Cable)	('000)	12	15	19	25	37	n.a.	12	37	n.a.
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	n.a.	0	0	n.a.
ULLs/Wholesale PSTN	('000)	6	6	6	6	6	0,0	6	6	0,0
Wholesale Unbundled Access Lines	('000)	2	2	2	2	2	0,0	2	2	0,0
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>										
Service revenue	(€)	171	169	177	183	185	8,2	678	715	5,5
<b>CUSTOMERS</b>	<b>('000)</b>	<b>6.049</b>	<b>6.097</b>	<b>6.155</b>	<b>6.176</b>	<b>6.176</b>	<b>2,1</b>	<b>6.049</b>	<b>6.176</b>	<b>2,1</b>
- contract	('000)	3.687	3.736	3.790	3.819	3.854	4,5	3.687	3.854	4,5
- prepaid	('000)	2.362	2.361	2.365	2.358	2.323	(1,7)	2.362	2.323	(1,7)
<b>NET ADDS</b>	<b>('000)</b>	<b>46</b>	<b>48</b>	<b>58</b>	<b>21</b>	<b>0</b>	<b>(100,0)</b>	<b>30</b>	<b>128</b>	<b>n.a.</b>
- contract	('000)	40	49	55	29	35	(12,5)	90	167	85,6
- prepaid	('000)	6	(1)	4	(8)	(35)	n.a.	(60)	(39)	35,0
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,3</b>	<b>1,2</b>	<b>1,2</b>	<b>1,3</b>	<b>1,4</b>	<b>0,1p</b>	<b>1,4</b>	<b>1,3</b>	<b>(0,1p)</b>
- contract	(%)	0,5	0,5	0,5	0,6	0,5	0,0p	0,5	0,5	0,0p
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>25</b>	<b>21</b>	<b>24</b>	<b>21</b>	<b>30</b>	<b>20,0</b>	<b>22</b>	<b>24</b>	<b>9,1</b>
- contract	€	58	49	55	54	74	27,6	52	58	11,5
- prepaid	€	5	2	2	1	2	(60,0)	4	2	(50,0)
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>17</b>	<b>19</b>	<b>21</b>	<b>21</b>	<b>25</b>	<b>47,1</b>	<b>14</b>	<b>22</b>	<b>57,1</b>
<b>ARPU</b>	<b>€</b>	<b>9</b>	<b>9</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>11,1</b>	<b>9</b>	<b>10</b>	<b>11,1</b>
- contract	€	13	13	13	14	14	7,7	13	13	0,0
- prepaid	€	4	3	4	4	4	0,0	3	4	33,3
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>49</b>	<b>50</b>	<b>50</b>	<b>50</b>	<b>50</b>	<b>1p</b>	<b>48</b>	<b>50</b>	<b>2p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>158</b>	<b>158</b>	<b>159</b>	<b>155</b>	<b>162</b>	<b>2,5</b>	<b>157</b>	<b>158</b>	<b>0,6</b>
- contract	(min)	230	230	230	221	231	0,4	231	228	(1,3)

1 The Q2/17 and Q3/17 numbers have been influenced by technical issues which have been resolved in Q4/17.

# CROATIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>237</b>	<b>224</b>	<b>231</b>	<b>259</b>	<b>241</b>	<b>1,7</b>	<b>925</b>	<b>955</b>	<b>3,2</b>
<b>PRODUCT VIEW</b>		<b>237</b>	<b>224</b>	<b>231</b>	<b>259</b>	<b>241</b>	<b>1,7</b>	<b>925</b>	<b>955</b>	<b>3,2</b>
- Fixed network		144	133	134	144	141	(2,1)	551	554	0,5
- Mobile communications		93	90	97	114	99	6,5	374	400	7,0
<b>SEGMENT VIEW</b>		<b>237</b>	<b>224</b>	<b>231</b>	<b>259</b>	<b>241</b>	<b>1,7</b>	<b>925</b>	<b>955</b>	<b>3,2</b>
- of which Consumer		126	120	124	125	123	(2,4)	488	493	1,0
- of which Business		88	70	73	81	82	(6,8)	297	306	3,0
<b>EBITDA</b>	1	<b>94</b>	<b>84</b>	<b>96</b>	<b>108</b>	<b>98</b>	<b>4,3</b>	<b>374</b>	<b>386</b>	<b>3,2</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>39,7</b>	<b>37,5</b>	<b>41,6</b>	<b>41,7</b>	<b>40,7</b>	<b>1,0p</b>	<b>40,4</b>	<b>40,4</b>	<b>0,0p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>28</b>	<b>34</b>	<b>48</b>	<b>50</b>	<b>41</b>	<b>46,4</b>	<b>155</b>	<b>173</b>	<b>11,6</b>
<b>CASH CONTRIBUTION</b>		<b>66</b>	<b>50</b>	<b>48</b>	<b>58</b>	<b>57</b>	<b>(13,6)</b>	<b>219</b>	<b>213</b>	<b>(2,7)</b>

1 Special factors affecting EBITDA: EUR 3mn in Q4/16, EUR 4mn in Q1/17, EUR 2mn in Q2/17, EUR 7mn in Q3/17 and EUR 6mn in Q4/17.

# CROATIA

## OPERATIONALS

	Note	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Change %	FY 2016	FY 2017	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>										
Fixed network Access Lines	('000)	1.001	992	986	974	967	(3,4)	1.001	967	(3,4)
- IP	('000)	1.000	991	985	974	967	(3,3)	1.000	967	(3,3)
Broadband Access Lines Retail	('000)	649	653	655	654	652	0,5	649	652	0,5
TV (IPTV, SAT, Cable)	('000)	401	408	411	413	417	4,0	401	417	4,0
Wholesale Bundled Access Lines	('000)	21	17	15	13	11	(47,6)	21	11	(47,6)
ULLs/Wholesale PSTN	('000)	148	144	140	135	135	(8,8)	148	135	(8,8)
Wholesale Unbundled Access Lines	('000)	113	124	127	123	120	6,2	113	120	6,2
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>										
Service revenue	(€)	71	69	75	91	71	0,0%	292	306	4,8
<b>CUSTOMERS</b>	<b>('000)</b>	<b>2.234</b>	<b>2.210</b>	<b>2.237</b>	<b>2.297</b>	<b>2.244</b>	<b>0,4</b>	<b>2.234</b>	<b>2.244</b>	<b>0,4</b>
- contract	('000)	1.159	1.165	1.206	1.222	1.260	8,7	1.159	1.260	8,7
- prepaid	('000)	1.075	1.045	1.030	1.075	985	(8,4)	1.075	985	(8,4)
<b>NET ADDS</b>	<b>('000)</b>	<b>(98)</b>	<b>(24)</b>	<b>27</b>	<b>60</b>	<b>(52)</b>	<b>46,9</b>	<b>2</b>	<b>10</b>	<b>n.a.</b>
- contract	('000)	29	6	41	16	38	31,0	40	101	n.a.
- prepaid	('000)	(127)	(30)	(15)	44	(90)	29,1	(38)	(91)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>3,9</b>	<b>2,6</b>	<b>2,2</b>	<b>2,1</b>	<b>3,1</b>	<b>(0,8p)</b>	<b>2,8</b>	<b>2,5</b>	<b>(0,3p)</b>
- contract	(%)	1,1	1,2	1,0	0,9	0,9	(0,2p)	1,1	1,0	(0,1p)
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>19</b>	<b>20</b>	<b>16</b>	<b>13</b>	<b>11</b>	<b>(42,1)</b>	<b>14</b>	<b>15</b>	<b>7,1</b>
- contract	€	56	66	49	57	27	(51,8)	56	48	(14,3)
- prepaid	€	2	2	2	2	2	0,0	2	2	0,0
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>51</b>	<b>53</b>	<b>51</b>	<b>54</b>	<b>32</b>	<b>(37,3)</b>	<b>56</b>	<b>47</b>	<b>(16,1)</b>
<b>ARPU</b>	<b>€</b>	<b>10</b>	<b>10</b>	<b>11</b>	<b>13</b>	<b>11</b>	<b>10,0</b>	<b>11</b>	<b>11</b>	<b>0,0</b>
- contract	€	15	15	16	20	15	0,0	16	16	0,0
- prepaid	€	5	5	6	6	6	20,0	6	6	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>50</b>	<b>50</b>	<b>51</b>	<b>57</b>	<b>54</b>	<b>4p</b>	<b>49</b>	<b>54</b>	<b>5p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>207</b>	<b>209</b>	<b>219</b>	<b>221</b>	<b>216</b>	<b>4,3</b>	<b>206</b>	<b>216</b>	<b>4,9</b>
- contract	(min)	276	270	282	282	270	(2,2)	276	276	0,0

# SLOVAKIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>202</b>	<b>183</b>	<b>185</b>	<b>186</b>	<b>194</b>	<b>(4,0)</b>	<b>766</b>	<b>748</b>	<b>(2,3)</b>
<b>PRODUCT VIEW</b>		<b>202</b>	<b>183</b>	<b>185</b>	<b>186</b>	<b>194</b>	<b>(4,0)</b>	<b>766</b>	<b>748</b>	<b>(2,3)</b>
- Fixed network		108	90	94	93	101	(6,5)	398	379	(4,8)
- Mobile communications		93	93	92	93	92	(1,1)	368	369	0,3
<b>SEGMENT VIEW</b>		<b>202</b>	<b>183</b>	<b>185</b>	<b>186</b>	<b>194</b>	<b>(4,0)</b>	<b>766</b>	<b>748</b>	<b>(2,3)</b>
- of which Consumer		122	98	99	101	103	(15,6)	480	401	(16,5)
- of which Business		59	69	70	69	78	32,2	195	286	46,7
<b>EBITDA</b>	1	<b>62</b>	<b>77</b>	<b>81</b>	<b>86</b>	<b>71</b>	<b>14,5</b>	<b>302</b>	<b>315</b>	<b>4,3</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>30,7</b>	<b>42,1</b>	<b>43,8</b>	<b>46,2</b>	<b>36,6</b>	<b>5,9p</b>	<b>39,4</b>	<b>42,1</b>	<b>2,7p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>25</b>	<b>37</b>	<b>32</b>	<b>26</b>	<b>32</b>	<b>28,0</b>	<b>119</b>	<b>127</b>	<b>6,7</b>
<b>CASH CONTRIBUTION</b>		<b>37</b>	<b>40</b>	<b>49</b>	<b>60</b>	<b>39</b>	<b>5,4</b>	<b>183</b>	<b>188</b>	<b>2,7</b>

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



# SLOVAKIA

## OPERATIONALS

	Note	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Change %	FY 2016	FY 2017	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>										
Fixed network Access Lines	('000)	850	854	855	855	858	0,9	850	858	0,9
- IP	('000)	850	854	855	855	858	0,9	850	858	0,9
Broadband Access Lines Retail	('000)	509	523	532	541	552	8,4	509	552	8,4
TV (IPTV, SAT, Cable)	('000)	538	564	574	581	592	10,0	538	592	10,0
Wholesale Bundled Access Lines	('000)	15	15	14	14	13	(13,3)	15	13	(13,3)
Wholesale Unbundled Access Lines	('000)	113	111	109	107	104	(8,0)	113	104	(8,0)
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>										
Service revenue	(€)	82	83	82	85	84	2,4	327	334	2,1
<b>CUSTOMERS</b>	<b>('000)</b>	<b>2.225</b>	<b>2.230</b>	<b>2.235</b>	<b>2.245</b>	<b>2.243</b>	<b>0,8</b>	<b>2.225</b>	<b>2.243</b>	<b>0,8</b>
- contract	('000)	1.478	1.398	1.410	1.428	1.445	(2,2)	1.478	1.445	(2,2)
- prepaid	('000)	747	832	825	817	799	7,0	747	799	7,0
<b>NET ADDS</b>	<b>('000)</b>	<b>(1)</b>	<b>5</b>	<b>5</b>	<b>10</b>	<b>(2)</b>	<b>(100,0)</b>	<b>(10)</b>	<b>18</b>	<b>n.a.</b>
- contract	('000)	11	(80)	12	18	16	45,5	24	(33)	n.a.
- prepaid	('000)	(12)	85	(7)	(8)	(18)	(50,0)	(35)	52	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,4</b>	<b>1,4</b>	<b>1,1</b>	<b>1,1</b>	<b>1,4</b>	<b>0,0p</b>	<b>1,3</b>	<b>1,2</b>	<b>(0,1p)</b>
- contract	(%)	1,0	2,8	0,7	0,7	0,9	(0,1p)	0,9	1,3	0,4p
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>66</b>	<b>45</b>	<b>44</b>	<b>42</b>	<b>68</b>	<b>3,0</b>	<b>51</b>	<b>50</b>	<b>(2,0)</b>
- contract	€	113	98	86	81	124	9,7	95	99	4,2
- prepaid	€	3	2	3	2	2	(33,3)	3	2	(33,3)
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>174</b>	<b>133</b>	<b>114</b>	<b>114</b>	<b>165</b>	<b>(5,2)</b>	<b>143</b>	<b>133</b>	<b>(7,0)</b>
<b>ARPU</b>	<b>€</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>13</b>	<b>13</b>	<b>8,3</b>	<b>12</b>	<b>12</b>	<b>0,0</b>
- contract	€	17	17	18	18	18	5,9	17	18	5,9
- prepaid	€	3	3	3	3	3	0,0	3	3	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>41</b>	<b>42</b>	<b>42</b>	<b>44</b>	<b>44</b>	<b>5p</b>	<b>40</b>	<b>43</b>	<b>3p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>1</b>	<b>180</b>	<b>178</b>	<b>179</b>	<b>171</b>	<b>(22,8)</b>	<b>175</b>	<b>167</b>	<b>(4,6)</b>
- contract	(min)	1	247	243	251	240	(17,8)	242	234	(3,3)

1 The Q1/17 numbers are retrospectively adjusted due to technical problems.

# AUSTRIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>220</b>	<b>228</b>	<b>215</b>	<b>222</b>	<b>234</b>	<b>6,4</b>	<b>855</b>	<b>900</b>	<b>5,3</b>
- of which Consumer		163	161	151	155	164	0,6	630	631	0,2
- of which Business		50	39	39	40	40	(20,0)	184	158	(14,1)
<b>EBITDA</b>	<b>1</b>	<b>41</b>	<b>89</b>	<b>69</b>	<b>73</b>	<b>35</b>	<b>(14,6)</b>	<b>258</b>	<b>266</b>	<b>3,1</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>18,6</b>	<b>39,0</b>	<b>32,1</b>	<b>32,9</b>	<b>15,0</b>	<b>(3,6p)</b>	<b>30,2</b>	<b>29,6</b>	<b>(0,6p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>43</b>	<b>45</b>	<b>30</b>	<b>34</b>	<b>48</b>	<b>11,6</b>	<b>139</b>	<b>157</b>	<b>12,9</b>
<b>CASH CONTRIBUTION</b>		<b>(2)</b>	<b>44</b>	<b>39</b>	<b>39</b>	<b>(13)</b>	<b>n.a.</b>	<b>119</b>	<b>109</b>	<b>(8,4)</b>

## OPERATIONALS

	Note	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Change %	FY 2016	FY 2017	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>										
Service revenue	(€)	186	200	185	196	195	4,8	732	777	6,1
<b>CUSTOMERS</b>	<b>('000)</b>	<b>4.594</b>	<b>4.713</b>	<b>4.984</b>	<b>5.201</b>	<b>5.702</b>	<b>24,1</b>	<b>4.594</b>	<b>5.702</b>	<b>24,1</b>
- contract	('000)	3.175	3.195	3.240	3.271	3.308	4,2	3.175	3.308	4,2
- prepaid	('000)	1.418	1.518	1.744	1.930	2.394	68,8	1.418	2.394	68,8
<b>NET ADDS</b>	<b>('000)</b>	<b>229</b>	<b>102</b>	<b>271</b>	<b>217</b>	<b>501</b>	<b>n.a.</b>	<b>386</b>	<b>1.092</b>	<b>n.a.</b>
- contract	('000)	55	2	46	30	37	(32,7)	216	115	(46,8)
- prepaid	('000)	174	100	226	187	464	n.a.	169	976	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>2,5</b>	<b>2,4</b>	<b>2,2</b>	<b>2,7</b>	<b>2,1</b>	<b>(0,4p)</b>	<b>2,7</b>	<b>2,4</b>	<b>(0,3p)</b>
- contract	(%)	2,2	2,7	2,5	3,0	2,7	0,5p	2,4	2,7	0,3p
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>35</b>	<b>21</b>	<b>19</b>	<b>17</b>	<b>20</b>	<b>(42,9)</b>	<b>28</b>	<b>19</b>	<b>(32,1)</b>
- contract	€	71	33	36	32	52	(26,8)	42	38	(9,5)
- prepaid	€	2	3	2	1	2	0,0	3	2	(33,3)
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>156</b>	<b>113</b>	<b>128</b>	<b>123</b>	<b>145</b>	<b>(7,1)</b>	<b>122</b>	<b>129</b>	<b>5,7</b>
<b>ARPU</b>	<b>€</b>	<b>14</b>	<b>14</b>	<b>13</b>	<b>13</b>	<b>12</b>	<b>(14,3)</b>	<b>14</b>	<b>13</b>	<b>(7,1)</b>
- contract	€	18	20	18	19	18	0,0	18	19	5,6
- prepaid	€	4	3	3	3	2	(50,0)	4	3	(25,0)
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>46</b>	<b>42</b>	<b>47</b>	<b>50</b>	<b>45</b>	<b>(1p)</b>	<b>46</b>	<b>46</b>	<b>0p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>181</b>	<b>174</b>	<b>166</b>	<b>161</b>	<b>156</b>	<b>(13,8)</b>	<b>186</b>	<b>164</b>	<b>(11,8)</b>
- contract	(min)	211	205	199	190	199	(5,7)	214	198	(7,5)

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



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## SYSTEMS SOLUTIONS

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

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>1.741</b>	<b>1.704</b>	<b>1.688</b>	<b>1.707</b>	<b>1.819</b>	<b>4,5</b>	<b>6.993</b>	<b>6.918</b>	<b>(1,1)</b>
International Revenue		499	482	477	455	475	(4,8)	2.143	1.889	(11,9)
<b>NET REVENUE</b>		<b>1.382</b>	<b>1.369</b>	<b>1.349</b>	<b>1.352</b>	<b>1.435</b>	<b>3,8</b>	<b>5.678</b>	<b>5.504</b>	<b>(3,1)</b>
<b>EBITDA</b>		<b>84</b>	<b>96</b>	<b>136</b>	<b>131</b>	<b>147</b>	<b>75,0</b>	<b>530</b>	<b>509</b>	<b>(4,0)</b>
EBITDA margin (EBITDA / total revenue)	%	4,8	5,6	8,1	7,7	8,1	3,3p	7,6	7,4	(0,2p)
Depreciation, amortization and impairment losses		(110)	(98)	(95)	(93)	(102)	7,3	(404)	(387)	4,2
Profit (loss) from operations = EBIT		(26)	(2)	41	38	45	n.a.	126	121	(4,0)
<b>EBIT MARGIN</b>	%	<b>(1,5)</b>	<b>(0,1)</b>	<b>2,4</b>	<b>2,2</b>	<b>2,5</b>	<b>4,0p</b>	<b>1,8</b>	<b>1,7</b>	<b>(0,1p)</b>
<b>CASH CAPEX</b>		<b>143</b>	<b>86</b>	<b>91</b>	<b>87</b>	<b>120</b>	<b>(16,1)</b>	<b>402</b>	<b>383</b>	<b>(4,7)</b>
<b>CASH CONTRIBUTION</b>		<b>(59)</b>	<b>10</b>	<b>45</b>	<b>44</b>	<b>27</b>	<b>n.a.</b>	<b>128</b>	<b>126</b>	<b>(1,6)</b>
<b>ORDER ENTRY</b>		<b>2.495</b>	<b>1.274</b>	<b>1.295</b>	<b>1.366</b>	<b>1.305</b>	<b>(47,7)</b>	<b>6.851</b>	<b>5.241</b>	<b>(23,5)</b>

### FINANCIALS (AS REPORTED)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>1.741</b>	<b>1.704</b>	<b>1.688</b>	<b>1.707</b>	<b>1.819</b>	<b>4,5</b>	<b>6.993</b>	<b>6.918</b>	<b>(1,1)</b>
<b>NET REVENUE</b>		<b>1.382</b>	<b>1.369</b>	<b>1.349</b>	<b>1.352</b>	<b>1.435</b>	<b>3,8</b>	<b>5.678</b>	<b>5.504</b>	<b>(3,1)</b>
<b>EBITDA</b>		<b>11</b>	<b>61</b>	<b>97</b>	<b>56</b>	<b>66</b>	<b>n.a.</b>	<b>278</b>	<b>280</b>	<b>0,7</b>
EBITDA margin (EBITDA / total revenue)	%	0,6	3,6	5,7	3,3	3,6	3,0p	4,0	4,0	0,0p
Depreciation, amortization and impairment losses	2	(119)	(98)	(97)	(1.338)	(103)	13,4	(428)	(1.636)	n.a.
Profit (loss) from operations = EBIT	2	(108)	(37)	0	(1.282)	(37)	65,7	(150)	(1.356)	n.a.
<b>CASH CAPEX</b>		<b>143</b>	<b>86</b>	<b>91</b>	<b>87</b>	<b>120</b>	<b>(16,1)</b>	<b>402</b>	<b>383</b>	<b>(4,7)</b>
<b>CASH CONTRIBUTION</b>		<b>(132)</b>	<b>(25)</b>	<b>6</b>	<b>(31)</b>	<b>(54)</b>	<b>59,1</b>	<b>(124)</b>	<b>(103)</b>	<b>16,9</b>

<sup>1</sup> The business of T-Systems Polska Sp. z o.o., which was previously organizationally assigned to the Systems Solutions operating segment, is disclosed under the Europe operating segment as of September 1, 2017. Figures for prior periods were not adjusted.

<sup>2</sup> Q3/2017: Impairment Goodwill T-Systems Market Unit (1.2 bn. €)

# SYSTEMS SOLUTIONS

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

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>1.741</b>	<b>1.704</b>	<b>1.688</b>	<b>1.707</b>	<b>1.819</b>	<b>4,5</b>	<b>6.993</b>	<b>6.918</b>	<b>(1,1)</b>
Profit (loss) from operations = EBIT	2	(108)	(37)	0	(1.282)	(37)	65,7	(150)	(1.356)	n.a.
- Depreciation, amortization and impairment losses	2	(119)	(98)	(97)	(1.338)	(103)	13,4	(428)	(1.636)	n.a.
<b>= EBITDA</b>		<b>11</b>	<b>61</b>	<b>97</b>	<b>56</b>	<b>66</b>	<b>n.a.</b>	<b>278</b>	<b>280</b>	<b>0,7</b>
EBITDA margin	%	0,6	3,6	5,7	3,3	3,6	3,0p	4,0	4,0	0,0p
- Special factors affecting EBITDA		(73)	(35)	(39)	(74)	(80)	(9,6)	(252)	(229)	9,1
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>84</b>	<b>96</b>	<b>136</b>	<b>131</b>	<b>147</b>	<b>75,0</b>	<b>530</b>	<b>509</b>	<b>(4,0)</b>
EBITDA margin (adjusted for special factors)	%	4,8	5,6	8,1	7,7	8,1	3,3p	7,6	7,4	(0,2p)

## SPECIAL FACTORS

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(73)</b>	<b>(35)</b>	<b>(39)</b>	<b>(74)</b>	<b>(80)</b>	<b>(9,6)</b>	<b>(252)</b>	<b>(229)</b>	<b>9,1</b>
- of which personnel		(37)	(14)	(18)	(54)	(46)	(24,3)	(136)	(132)	2,9
- of which other		(36)	(21)	(21)	(20)	(34)	5,6	(116)	(97)	16,4
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>	<b>2</b>	<b>(82)</b>	<b>(35)</b>	<b>(42)</b>	<b>(1.319)</b>	<b>(82)</b>	<b>0,0</b>	<b>(276)</b>	<b>(1.477)</b>	<b>n.a.</b>
- of which personnel		(37)	(14)	(18)	(54)	(46)	(24,3)	(136)	(132)	2,9
- of which other	2	(45)	(21)	(23)	(1.265)	(36)	20,0	(140)	(1.345)	n.a.

<sup>1</sup> The business of T-Systems Polska Sp. z o.o., which was previously organizationally assigned to the Systems Solutions operating segment, is disclosed under the Europe operating segment as of September 1, 2017. Figures for prior periods were not adjusted.

<sup>2</sup> Q3/2017: Impairment Goodwill T-Systems Market Unit (1.2 bn. €)



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## GROUP DEVELOPMENT

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>610</b>	<b>595</b>	<b>562</b>	<b>545</b>	<b>561</b>	<b>(8,0)</b>	<b>2.347</b>	<b>2.263</b>	<b>(3,6)</b>
Netherlands		356	341	345	327	342	(3,9)	1.331	1.355	1,8
DFMG		218	217	213	217	217	(0,5)	876	864	(1,4)
Other		36	37	4	1	2	(94,4)	140	44	(68,6)
<b>EBITDA</b>		<b>213</b>	<b>238</b>	<b>236</b>	<b>220</b>	<b>220</b>	<b>3,3</b>	<b>943</b>	<b>915</b>	<b>(3,0)</b>
Netherlands		77	110	119	98	94	22,1	358	421	17,6
DFMG		133	124	126	126	133	0,0	563	510	(9,4)
Other		3	4	(9)	(4)	(7)	n.a.	22	(16)	n.a.
EBITDA margin (EBITDA / total revenue)	%	34,9	40,0	42,0	40,4	39,2	4,3p	40,2	40,4	0,2p
Depreciation, amortization and impairment losses		(83)	(71)	(71)	(72)	(89)	(7,2)	(345)	(304)	11,9
Profit (loss) from operations = EBIT		130	167	165	148	131	0,8	598	611	2,2
<b>CASH CAPEX</b>		<b>69</b>	<b>81</b>	<b>57</b>	<b>76</b>	<b>76</b>	<b>10,1</b>	<b>247</b>	<b>290</b>	<b>17,4</b>
<b>CASH CONTRIBUTION</b>		<b>144</b>	<b>157</b>	<b>179</b>	<b>144</b>	<b>144</b>	<b>0,0</b>	<b>696</b>	<b>625</b>	<b>(10,2)</b>

### FINANCIALS (AS REPORTED)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>610</b>	<b>595</b>	<b>562</b>	<b>545</b>	<b>561</b>	<b>(8,0)</b>	<b>2.347</b>	<b>2.263</b>	<b>(3,6)</b>
<b>NET REVENUE</b>		<b>458</b>	<b>444</b>	<b>415</b>	<b>394</b>	<b>408</b>	<b>(10,9)</b>	<b>1.744</b>	<b>1.660</b>	<b>(4,8)</b>
<b>EBITDA</b>	1,2,3	<b>217</b>	<b>758</b>	<b>460</b>	<b>415</b>	<b>176</b>	<b>(18,9)</b>	<b>3.490</b>	<b>1.808</b>	<b>(48,2)</b>
Depreciation, amortization and impairment losses		(498)	(71)	(71)	(72)	(89)	82,1	(760)	(304)	60,0
Profit (loss) from operations = EBIT		(281)	686	388	343	87	n.a.	2.730	1.504	(44,9)
<b>CASH CAPEX</b>		<b>69</b>	<b>81</b>	<b>57</b>	<b>76</b>	<b>76</b>	<b>10,1</b>	<b>271</b>	<b>290</b>	<b>7,0</b>
<b>CASH CONTRIBUTION</b>		<b>148</b>	<b>677</b>	<b>403</b>	<b>339</b>	<b>100</b>	<b>(32,4)</b>	<b>3.219</b>	<b>1.518</b>	<b>(52,8)</b>

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

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

3 Q3/17: Income from settlement agreement with BT.

## GROUP DEVELOPMENT

### EBITDA RECONCILIATION

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>610</b>	<b>595</b>	<b>562</b>	<b>545</b>	<b>561</b>	<b>(8,0)</b>	<b>2.347</b>	<b>2.263</b>	<b>(3,6)</b>
Profit (loss) from operations = EBIT		(281)	686	388	343	87	n.a.	2.730	1.504	(44,9)
- Depreciation, amortization and impairment losses		(498)	(71)	(71)	(72)	(89)	82,1	(760)	(304)	60,0
<b>= EBITDA</b>		<b>217</b>	<b>758</b>	<b>460</b>	<b>415</b>	<b>176</b>	<b>(18,9)</b>	<b>3.490</b>	<b>1.808</b>	<b>(48,2)</b>
EBITDA margin	%	35,6	n.a.	81,9	76,1	31,4	(4,2p)	n.a.	79,9	n.a.
- Special factors affecting EBITDA		4	519	223	195	(44)	n.a.	2.547	893	(64,9)
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>213</b>	<b>238</b>	<b>236</b>	<b>220</b>	<b>220</b>	<b>3,3</b>	<b>943</b>	<b>915</b>	<b>(3,0)</b>
EBITDA margin (adjusted for special factors)	%	34,9	40,0	42,0	40,4	39,2	4,3p	40,2	40,4	0,2p

### SPECIAL FACTORS<sup>1, 2, 3</sup>

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>4</b>	<b>519</b>	<b>223</b>	<b>195</b>	<b>(44)</b>	<b>n.a.</b>	<b>2.547</b>	<b>893</b>	<b>(64,9)</b>
- of which personnel		(28)	5	(1)	(1)	(3)	89,3	(35)	1	n.a.
- of which other		32	514	224	196	(41)	n.a.	2.582	892	(65,5)
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(411)</b>	<b>519</b>	<b>223</b>	<b>195</b>	<b>(44)</b>	<b>89,3</b>	<b>2.132</b>	<b>893</b>	<b>(58,1)</b>
- of which personnel		(28)	5	(1)	(1)	(3)	89,3	(35)	1	n.a.
- of which other		(383)	514	224	196	(41)	89,3	2.167	892	(58,8)

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

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

3 Q3/17: Income from settlement agreement with BT.

# NETHERLANDS

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>356</b>	<b>341</b>	<b>345</b>	<b>327</b>	<b>342</b>	<b>(3,9)</b>	<b>1.331</b>	<b>1.355</b>	<b>1,8</b>
<b>PRODUCT VIEW</b>		<b>356</b>	<b>341</b>	<b>345</b>	<b>327</b>	<b>342</b>	<b>(3,9)</b>	<b>1.331</b>	<b>1.355</b>	<b>1,8</b>
- Fixed network		4	21	22	23	23	n.a.	4	89	n.a.
- Mobile communications		353	320	323	304	319	(9,6)	1.327	1.266	(4,6)
<b>SEGMENT VIEW</b>		<b>356</b>	<b>341</b>	<b>345</b>	<b>327</b>	<b>342</b>	<b>(3,9)</b>	<b>1.331</b>	<b>1.355</b>	<b>1,8</b>
- of which Consumer		247	228	229	210	223	(9,7)	929	786	(15,4)
- of which Business		66	63	64	59	65	(1,5)	247	252	2,0
<b>EBITDA</b>		<b>77</b>	<b>110</b>	<b>119</b>	<b>98</b>	<b>94</b>	<b>22,1</b>	<b>358</b>	<b>421</b>	<b>17,6</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>21,6</b>	<b>32,3</b>	<b>34,5</b>	<b>30,0</b>	<b>27,5</b>	<b>5,9p</b>	<b>26,9</b>	<b>31,1</b>	<b>4,2p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>29</b>	<b>41</b>	<b>36</b>	<b>48</b>	<b>47</b>	<b>62,1</b>	<b>123</b>	<b>172</b>	<b>39,8</b>
<b>CASH CONTRIBUTION</b>		<b>48</b>	<b>69</b>	<b>83</b>	<b>50</b>	<b>47</b>	<b>(2,1)</b>	<b>235</b>	<b>249</b>	<b>6,0</b>

# NETHERLANDS OPERATIONALS

	Note	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Change %	FY 2016	FY 2017	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>										
Fixed network Access Lines	('000)	164	176	184	188	191	16,5	164	191	16,5
- IP	('000)	164	176	184	188	191	16,5	164	191	16,5
Broadband Access Lines Retail	('000)	164	176	184	188	191	16,5	164	191	16,5
TV (IPTV, SAT, Cable)	('000)	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	n.a.	0	0	n.a.
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	n.a.	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>										
Service revenue	(€ million)	230	226	228	220	213	(7,4)	916	888	(3,1)
<b>CUSTOMERS</b>	<b>('000)</b>	<b>3.746</b>	<b>3.789</b>	<b>3.830</b>	<b>3.876</b>	<b>3.850</b>	<b>2,8</b>	<b>3.746</b>	<b>3.850</b>	<b>2,8</b>
- contract	('000)	2.982	3.051	3.112	3.178	3.254	9,1	2.982	3.254	9,1
- prepaid	('000)	764	738	719	698	596	(22,0)	764	596	(22,0)
<b>NET ADDS</b>	<b>('000)</b>	<b>44</b>	<b>43</b>	<b>41</b>	<b>45</b>	<b>(26)</b>	<b>n.a.</b>	<b>69</b>	<b>104</b>	<b>50,7</b>
- contract	('000)	71	69	61	66	77	8,5	183	272	48,6
- prepaid	('000)	(27)	(26)	(19)	(20)	(102)	n.a.	(114)	(168)	(47,4)
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,3</b>	<b>1,3</b>	<b>1,2</b>	<b>1,2</b>	<b>2,0</b>	<b>0,7p</b>	<b>1,4</b>	<b>1,4</b>	<b>0,0p</b>
- contract	(%)	1,1	1,0	0,9	1,0	1,0	(0,1p)	1,1	1,0	(0,1p)
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>1</b>	<b>79</b>	<b>77</b>	<b>71</b>	<b>87</b>	<b>(50,3)</b>	<b>126</b>	<b>82</b>	<b>(34,9)</b>
- contract	€	196	92	89	83	97	(50,5)	148	94	(36,5)
- prepaid	€	16	(1)	1	(1)	0	(100,0)	15	0	(100,0)
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>1</b>	<b>56</b>	<b>39</b>	<b>43</b>	<b>43</b>	<b>(76,2)</b>	<b>126</b>	<b>45</b>	<b>(64,3)</b>
<b>ARPU</b>	<b>€</b>	<b>21</b>	<b>20</b>	<b>20</b>	<b>19</b>	<b>18</b>	<b>(14,3)</b>	<b>21</b>	<b>19</b>	<b>(9,5)</b>
- contract	€	25	24	23	22	20	(20,0)	25	22	(12,0)
- prepaid	€	4	4	3	3	4	0,0	4	4	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>60</b>	<b>56</b>	<b>59</b>	<b>61</b>	<b>60</b>	<b>0p</b>	<b>61</b>	<b>59</b>	<b>(2p)</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>191</b>	<b>181</b>	<b>189</b>	<b>192</b>	<b>216</b>	<b>13,1</b>	<b>184</b>	<b>263</b>	<b>42,8</b>
- contract	(min)	233	217	226	228	251	7,7	228	309	35,7

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



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## GROUP HEADQUARTERS & GROUP SERVICES

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>929</b>	<b>737</b>	<b>787</b>	<b>743</b>	<b>675</b>	<b>(27,3)</b>	<b>3.467</b>	<b>2.943</b>	<b>(15,1)</b>
<b>NET REVENUE</b>		<b>150</b>	<b>88</b>	<b>83</b>	<b>52</b>	<b>55</b>	<b>(63,3)</b>	<b>421</b>	<b>278</b>	<b>(34,0)</b>
<b>EBITDA</b>		<b>(293)</b>	<b>(128)</b>	<b>(90)</b>	<b>(115)</b>	<b>(383)</b>	<b>(30,7)</b>	<b>(670)</b>	<b>(716)</b>	<b>(6,9)</b>
EBITDA margin (EBITDA / total revenue)	%	(31,5)	(17,4)	(11,4)	(15,5)	(56,7)	(25,2p)	(19,3)	(24,3)	(5,0p)
Depreciation, amortization and impairment losses		(176)	(148)	(192)	(159)	(158)	10,2	(676)	(657)	2,8
Profit (loss) from operations = EBIT		(469)	(276)	(282)	(274)	(541)	(15,4)	(1.346)	(1.373)	(2,0)
<b>CASH CAPEX</b>		<b>279</b>	<b>242</b>	<b>239</b>	<b>231</b>	<b>294</b>	<b>5,4</b>	<b>936</b>	<b>1.005</b>	<b>7,4</b>
<b>CASH CONTRIBUTION</b>		<b>(572)</b>	<b>(370)</b>	<b>(329)</b>	<b>(346)</b>	<b>(677)</b>	<b>(18,4)</b>	<b>(1.606)</b>	<b>(1.721)</b>	<b>(7,2)</b>

### FINANCIALS (AS REPORTED)

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>929</b>	<b>737</b>	<b>787</b>	<b>743</b>	<b>675</b>	<b>(27,3)</b>	<b>3.467</b>	<b>2.943</b>	<b>(15,1)</b>
<b>NET REVENUE</b>		<b>150</b>	<b>88</b>	<b>83</b>	<b>52</b>	<b>55</b>	<b>(63,3)</b>	<b>421</b>	<b>278</b>	<b>(34,0)</b>
<b>EBITDA</b>		<b>(365)</b>	<b>(144)</b>	<b>(90)</b>	<b>(162)</b>	<b>(442)</b>	<b>(21,1)</b>	<b>(1.243)</b>	<b>(837)</b>	<b>32,7</b>
EBITDA margin (EBITDA / total revenue)	%	(39,3)	(19,5)	(11,4)	(21,8)	(65,5)	(26,2p)	(35,9)	(28,4)	7,5p
Depreciation, amortization and impairment losses		(176)	(148)	(192)	(159)	(158)	10,2	(676)	(657)	2,8
Profit (loss) from operations = EBIT		(542)	(292)	(282)	(321)	(600)	(10,7)	(1.919)	(1.495)	22,1
<b>CASH CAPEX</b>		<b>279</b>	<b>242</b>	<b>239</b>	<b>231</b>	<b>294</b>	<b>5,4</b>	<b>936</b>	<b>1.005</b>	<b>7,4</b>
<b>CASH CONTRIBUTION</b>		<b>(644)</b>	<b>(386)</b>	<b>(329)</b>	<b>(393)</b>	<b>(736)</b>	<b>(14,3)</b>	<b>(2.179)</b>	<b>(1.842)</b>	<b>15,5</b>

# GROUP HEADQUARTERS & GROUP SERVICES

## EBITDA RECONCILIATION

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>929</b>	<b>737</b>	<b>787</b>	<b>743</b>	<b>675</b>	<b>(27,3)</b>	<b>3.467</b>	<b>2.943</b>	<b>(15,1)</b>
Profit (loss) from operations = EBIT		(542)	(292)	(282)	(321)	(600)	(10,7)	(1.919)	(1.495)	22,1
- Depreciation, amortization and impairment losses		(176)	(148)	(192)	(159)	(158)	10,2	(676)	(657)	2,8
<b>= EBITDA</b>		<b>(365)</b>	<b>(144)</b>	<b>(90)</b>	<b>(162)</b>	<b>(442)</b>	<b>(21,1)</b>	<b>(1.243)</b>	<b>(837)</b>	<b>32,7</b>
EBITDA margin	%	(39,3)	(19,5)	(11,4)	(21,8)	(65,5)	(26,2p)	(35,9)	(28,4)	7,5p
- Special factors affecting EBITDA		(72)	(16)	1	(47)	(59)	18,1	(574)	(121)	78,9
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>(293)</b>	<b>(128)</b>	<b>(90)</b>	<b>(115)</b>	<b>(383)</b>	<b>(30,7)</b>	<b>(670)</b>	<b>(716)</b>	<b>(6,9)</b>
EBITDA margin (adjusted for special factors)	%	(31,5)	(17,4)	(11,4)	(15,5)	(56,7)	(25,2p)	(19,3)	(24,3)	(5,0p)

## SPECIAL FACTORS

	Note	Q4 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q4 2017 millions of €	Change %	FY 2016 millions of €	FY 2017 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(72)</b>	<b>(16)</b>	<b>1</b>	<b>(47)</b>	<b>(59)</b>	<b>18,1</b>	<b>(574)</b>	<b>(121)</b>	<b>78,9</b>
- of which personnel		(144)	(19)	(25)	(33)	(32)	77,8	(502)	(109)	78,3
- of which other		71	3	26	(14)	(27)	n.a.	(71)	(12)	83,1
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(72)</b>	<b>(16)</b>	<b>1</b>	<b>(47)</b>	<b>(59)</b>	<b>18,1</b>	<b>(574)</b>	<b>(121)</b>	<b>78,9</b>
- of which personnel		(144)	(19)	(25)	(33)	(32)	77,8	(502)	(109)	78,3
- of which other		71	3	26	(14)	(27)	n.a.	(71)	(12)	83,1





## GLOSSARY AND DISCLAIMER

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

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