

# DEUTSCHE TELEKOM

## BACKUP ERGEBNISSE Q3 2018



LIFE IS FOR SHARING.

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# GROUP AT A GLANCE

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1-Q3 2017 millions of €	Q1-Q3 2018 millions of €	Change %
<b>REVENUE</b>											
Germany		5.488	5.675	21.931	5.325	5.322	5.441	(0,9)	16.256	16.088	(1,0)
United States		8.466	9.052	35.736	8.455	8.821	9.227	9,0	26.684	26.504	(0,7)
Europe		2.945	3.002	11.589	2.811	2.896	3.045	3,4	8.587	8.752	1,9
Systems Solutions		1.707	1.819	6.918	1.665	1.674	1.754	2,8	5.099	5.094	(0,1)
Group Development		545	561	2.263	528	535	544	(0,2)	1.702	1.607	(5,6)
Group Headquarters & Group Services		741	674	2.935	651	767	677	(8,6)	2.262	2.096	(7,3)
Reconciliation		(1.641)	(1.623)	(6.425)	(1.511)	(1.649)	(1.585)	3,4	(4.801)	(4.746)	1,1
<b>GROUP</b>		<b>18.251</b>	<b>19.160</b>	<b>74.947</b>	<b>17.924</b>	<b>18.367</b>	<b>19.104</b>	<b>4,7</b>	<b>55.787</b>	<b>55.395</b>	<b>(0,7)</b>
<b>NET REVENUE</b>											
Germany		5.139	5.308	20.552	4.987	4.990	5.101	(0,7)	15.244	15.077	(1,1)
United States		8.465	9.052	35.735	8.455	8.821	9.227	9,0	26.683	26.503	(0,7)
Europe		2.848	2.903	11.218	2.727	2.811	2.952	3,7	8.316	8.490	2,1
Systems Solutions		1.352	1.435	5.504	1.332	1.319	1.381	2,1	4.069	4.032	(0,9)
Group Development		394	408	1.660	376	384	397	0,8	1.252	1.157	(7,6)
Group Headquarters & Group Services		52	55	278	48	43	46	(11,5)	223	136	(39,0)
<b>GROUP</b>		<b>18.251</b>	<b>19.160</b>	<b>74.947</b>	<b>17.924</b>	<b>18.367</b>	<b>19.104</b>	<b>4,7</b>	<b>55.787</b>	<b>55.395</b>	<b>(0,7)</b>
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>											
Germany		2.177	2.094	8.412	2.082	2.126	2.222	2,1	6.318	6.430	1,8
United States		2.288	2.003	9.316	2.332	2.553	2.665	16,5	7.313	7.551	3,3
Europe		1.007	906	3.749	911	953	1.062	5,5	2.843	2.926	2,9
Systems Solutions		131	147	509	57	121	139	6,1	362	318	(12,2)
Group Development		220	220	915	231	233	227	3,2	695	691	(0,6)
Group Headquarters & Group Services		(102)	(370)	(661)	(70)	41	(114)	(11,8)	(291)	(143)	50,9
Reconciliation		(1)	15	(10)	5	(101)	6	n.a.	(25)	(90)	n.a.
<b>GROUP</b>		<b>5.720</b>	<b>5.015</b>	<b>22.230</b>	<b>5.549</b>	<b>5.928</b>	<b>6.207</b>	<b>8,5</b>	<b>17.215</b>	<b>17.684</b>	<b>2,7</b>
Proportional EBITDA		4.543	3.780	17.427	4.388	4.721	4.884	7,5	13.648	13.993	2,5

# GROUP AT A GLANCE II

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1-Q3 2017 millions of €	Q1-Q3 2018 millions of €	Change %
<b>EBITDA MARGIN (ADJUSTED FOR SPECIAL FACTORS) (EBITDA / TOTAL REVENUE)</b>											
Germany		39,7	36,9	38,4	39,1	39,9	40,8	1,1p	38,9	40,0	1,1p
United States		27,0	22,1	26,1	27,6	28,9	28,9	1,9p	27,4	28,5	1,1p
Europe		34,2	30,2	32,3	32,4	32,9	34,9	0,7p	33,1	33,4	0,3p
Systems Solutions		7,7	8,1	7,4	3,4	7,2	7,9	0,2p	7,1	6,2	(0,9p)
Group Development		40,4	39,2	40,4	43,8	43,6	41,7	1,3p	40,8	43,0	2,2p
Group Headquarters & Group Services		(13,8)	(54,9)	(22,5)	(10,8)	5,3	(16,8)	(3,0p)	(12,9)	(6,8)	6,1p
<b>GROUP</b>		<b>31,3</b>	<b>26,2</b>	<b>29,7</b>	<b>31,0</b>	<b>32,3</b>	<b>32,5</b>	<b>1,2p</b>	<b>30,9</b>	<b>31,9</b>	<b>1,0p</b>
<b>CASH CAPEX</b>											
Germany		1.052	1.105	4.214	1.145	963	1.134	7,8	3.109	3.242	4,3
United States		1.243	784	11.932	1.143	1.353	1.158	(6,8)	11.148	3.653	(67,2)
Europe		395	601	1.874	438	398	417	5,6	1.273	1.253	(1,6)
Systems Solutions		87	120	383	83	182	87	0,0	264	352	33,3
Group Development		76	76	290	85	56	60	(21,1)	215	201	(6,5)
Group Headquarters & Group Services		231	294	1.005	248	247	253	9,5	711	748	5,2
Reconciliation		(63)	(26)	(204)	(3)	(105)	8	n.a.	(179)	(98)	45,3
<b>GROUP</b>		<b>3.021</b>	<b>2.954</b>	<b>19.494</b>	<b>3.139</b>	<b>3.094</b>	<b>3.117</b>	<b>3,2</b>	<b>16.541</b>	<b>9.351</b>	<b>(43,5)</b>
- thereof spectrum investment		19	94	7.395	63	73	71	n.a.	7.300	208	(97,2)
<b>NET PROFIT (LOSS)</b>											
adjusted for special factors		1.244	2.657	6.039	1.190	1.238	1.321	6,2	3.382	3.749	10,9
as reported		507	1.332	3.461	992	495	1.110	n.a.	2.129	2.597	22,0
<b>FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM INVESTMENT)</b>											
		<b>1.873</b>	<b>1.094</b>	<b>5.497</b>	<b>1.382</b>	<b>1.514</b>	<b>1.883</b>	<b>0,5</b>	<b>4.403</b>	<b>4.779</b>	<b>8,5</b>
Proportional free cash flow		1.561	579	4.359	1.132	1.125	1.451	(7,0)	3.780	3.708	(1,9)
<b>NET DEBT</b>		<b>52.635</b>	<b>50.791</b>	<b>50.791</b>	<b>50.455</b>	<b>54.772</b>	<b>55.473</b>	<b>5,4</b>	<b>52.635</b>	<b>55.473</b>	<b>5,4</b>

# DT GROUP

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

	Note	Q3	Q4	Q1	Q2	Q3	Change compared to		Change compared to	
		2017	2017	2018	2018	2018	prior quarter		prior year	
		('000)	('000)	('000)	('000)	('000)	abs.	%	abs.	%
<b>BROADBAND CUSTOMERS RETAIL (END OF PERIOD)</b>	<b>2,3</b>	<b>18.750</b>	<b>18.930</b>	<b>19.135</b>	<b>19.318</b>	<b>20.024</b>	<b>706</b>	<b>3,7</b>	<b>1.274</b>	<b>6,8</b>
Germany		13.105	13.209	13.357	13.437	13.504	67	0,5	399	3,0
Europe		5.457	5.530	5.598	5.671	6.293	622	11,0	836	15,3
Greece		1.713	1.757	1.800	1.830	1.855	25	1,4	142	8,3
Romania		1.139	1.134	1.124	1.117	1.108	(9)	(0,8)	(31)	(2,7)
Hungary		1.061	1.073	1.088	1.104	1.126	22	2,0	65	6,1
Poland		27	25	23	23	20	(3)	(13,0)	(7)	(25,9)
Czech Republic		163	176	189	208	227	19	9,1	64	39,3
Croatia		624	624	620	621	620	(1)	(0,2)	(4)	(0,6)
Slovakia		506	516	525	532	533	1	0,2	27	5,3
Austria	5					569	n.a	n.a	n.a	n.a
other		224	225	229	236	235	(1)	(0,4)	11	4,9
Group Development		188	191	198	210	227	17	8,1	39	20,7
Netherlands		188	191	198	210	227	17	8,1	39	20,7
<b>FIXED NETWORK LINES (END OF PERIOD)</b>	<b>4</b>	<b>27.962</b>	<b>27.869</b>	<b>27.756</b>	<b>27.613</b>	<b>28.070</b>	<b>457</b>	<b>1,7</b>	<b>108</b>	<b>0,4</b>
Germany		19.352	19.239	19.149	18.989	18.809	(180)	(0,9)	(543)	(2,8)
Europe		8.422	8.439	8.409	8.414	9.034	620	7,4	612	7,3
Greece		2.536	2.547	2.551	2.552	2.547	(5)	(0,2)	11	0,4
Romania		1.894	1.865	1.823	1.803	1.772	(31)	(1,7)	(122)	(6,4)
Hungary		1.634	1.632	1.634	1.640	1.651	11	0,7	17	1,0
Poland		29	32	27	26	19	(7)	(26,9)	(10)	(34,5)
Czech Republic		153	197	220	248	276	28	11,3	123	80,4
Croatia		974	967	959	952	942	(10)	(1,1)	(32)	(3,3)
Slovakia		855	858	860	859	851	(8)	(0,9)	(4)	(0,5)
Austria	6					643	n.a	n.a	n.a	n.a
other		345	340	334	334	333	(1)	(0,3)	(12)	(3,5)
Group Development		188	191	198	210	227	17	8,1	39	20,7
Netherlands		188	191	198	210	227	17	8,1	39	20,7
<b>MOBILE SUBSCRIBERS (END OF PERIOD)</b>		<b>165.346</b>	<b>168.402</b>	<b>169.929</b>	<b>172.495</b>	<b>175.328</b>	<b>2.833</b>	<b>1,6</b>	<b>9.982</b>	<b>6,0</b>
Germany		42.534	43.125	42.730	43.023	43.646	623	1,4	1.112	2,6
United States		70.731	72.585	74.040	75.619	77.249	1.630	2,2	6.518	9,2
Europe		48.205	48.842	49.254	49.886	50.429	543	1,1	2.224	4,6
Greece		7.867	7.981	8.053	8.163	8.123	(40)	(0,5)	256	3,3
Romania		5.231	5.258	5.236	5.282	5.302	20	0,4	71	1,4
Hungary		5.401	5.293	5.298	5.306	5.302	(4)	(0,1)	(99)	(1,8)
Poland		10.297	10.454	10.509	10.609	10.693	84	0,8	396	3,8
Czech Republic		6.176	6.176	6.156	6.174	6.177	3	0,0	1	0,0
Croatia		2.297	2.244	2.229	2.268	2.331	63	2,8	34	1,5
Slovakia		2.245	2.243	2.282	2.320	2.339	19	0,8	94	4,2
Austria		5.201	5.702	6.071	6.441	6.870	429	6,7	1.669	32,1
other		3.490	3.490	3.419	3.323	3.292	(31)	(0,9)	(198)	(5,7)
Group Development		3.876	3.850	3.905	3.967	4.004	37	0,9	128	3,3
Netherlands		3.876	3.850	3.905	3.967	4.004	37	0,9	128	3,3

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 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

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

5 In the course of the Acquisition of UPC Austria we disclose Financials under the Europe operating segment as of July 31, 2018. Figures of the previous periods were not adjusted.

6 In the course of the Acquisition of UPC Austria we report Fixed Network figures for the first time in Q3/18.

# NOTES

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# DT CONSOLIDATED INCOME STATEMENT ADJUSTED FOR SPECIAL FACTORS

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>NET REVENUE</b>		<b>18.251</b>	<b>19.160</b>	<b>74.947</b>	<b>17.924</b>	<b>18.367</b>	<b>19.104</b>	<b>4,7</b>	<b>55.787</b>	<b>55.395</b>	<b>(0,7)</b>
Other operating income		231	431	1.137	343	339	365	58,0	705	1.047	48,5
Changes in inventories		(3)	(11)	21	1	0	22	n.a.	31	23	(25,8)
Own capitalized costs		563	624	2.292	559	582	618	9,8	1.668	1.759	5,5
Goods and services purchased		(8.868)	(10.562)	(37.933)	(8.683)	(8.910)	(9.447)	(6,5)	(27.370)	(27.040)	1,2
Personnel costs		(3.628)	(3.722)	(14.945)	(3.787)	(3.791)	(3.782)	(4,2)	(11.224)	(11.361)	(1,2)
Other operating expenses		(826)	(906)	(3.289)	(808)	(658)	(673)	18,5	(2.383)	(2.139)	10,2
Depreciation, amortization, and impairment losses		(2.975)	(3.152)	(12.472)	(3.097)	(3.204)	(3.340)	(12,3)	(9.320)	(9.642)	(3,5)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>2.745</b>	<b>1.863</b>	<b>9.757</b>	<b>2.452</b>	<b>2.724</b>	<b>2.867</b>	<b>4,4</b>	<b>7.895</b>	<b>8.042</b>	<b>1,9</b>
EBIT margin (EBIT / net revenue)	%	15,0	9,7	13,0	13,7	14,8	15,0	0,0p	14,2	14,5	0,3p
Profit (loss) from financial activities		(490)	(535)	(2.895)	(413)	(479)	(501)	(2,2)	(2.360)	(1.394)	40,9
of which: finance costs		(541)	(509)	(2.201)	(424)	(427)	(443)	18,1	(1.691)	(1.293)	23,5
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>2.256</b>	<b>1.328</b>	<b>6.863</b>	<b>2.038</b>	<b>2.245</b>	<b>2.366</b>	<b>4,9</b>	<b>5.535</b>	<b>6.648</b>	<b>20,1</b>
Income taxes		(760)	2.462	949	(583)	(646)	(667)	12,2	(1.513)	(1.897)	(25,4)
<b>PROFIT (LOSS)</b>		<b>1.495</b>	<b>3.790</b>	<b>7.812</b>	<b>1.455</b>	<b>1.599</b>	<b>1.699</b>	<b>13,6</b>	<b>4.022</b>	<b>4.751</b>	<b>18,1</b>
Profit (loss) attributable to non-controlling interests		252	1.133	1.773	265	360	378	50,0	640	1.003	56,7
<b>NET PROFIT (LOSS)</b>		<b>1.244</b>	<b>2.657</b>	<b>6.039</b>	<b>1.190</b>	<b>1.238</b>	<b>1.321</b>	<b>6,2</b>	<b>3.382</b>	<b>3.749</b>	<b>10,9</b>



# GROUP

## EBITDA RECONCILIATION

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>NET REVENUE</b>		<b>18.251</b>	<b>19.160</b>	<b>74.947</b>	<b>17.924</b>	<b>18.367</b>	<b>19.104</b>	<b>4,7</b>	<b>55.787</b>	<b>55.395</b>	<b>(0,7)</b>
<b>NET PROFIT (LOSS)</b>		<b>507</b>	<b>1.332</b>	<b>3.461</b>	<b>992</b>	<b>495</b>	<b>1.110</b>	<b>n.a.</b>	<b>2.129</b>	<b>2.597</b>	<b>22,0</b>
+ Profit (loss) attributable to non-controlling interests		591	1.120	2.090	274	302	355	(39,9)	970	932	(3,9)
= Profit (loss)		1.098	2.452	5.551	1.266	797	1.466	33,5	3.099	3.529	13,9
- Income taxes		(1.323)	2.489	558	(494)	(370)	(563)	57,4	(1.931)	(1.427)	26,1
= Profit (loss) before income taxes = EBT		2.421	(37)	4.994	1.760	1.167	2.029	(16,2)	5.030	4.956	(1,5)
- Profit (loss) from financial activities		(676)	(721)	(4.390)	(411)	(1.185)	(502)	25,7	(3.669)	(2.098)	42,8
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>3.098</b>	<b>684</b>	<b>9.383</b>	<b>2.171</b>	<b>2.352</b>	<b>2.530</b>	<b>(18,3)</b>	<b>8.699</b>	<b>7.053</b>	<b>(18,9)</b>
- Depreciation, amortization and impairment losses		(4.220)	(4.019)	(14.586)	(3.097)	(3.204)	(3.344)	20,8	(10.568)	(9.645)	8,7
<b>= EBITDA</b>		<b>7.318</b>	<b>4.703</b>	<b>23.969</b>	<b>5.269</b>	<b>5.556</b>	<b>5.874</b>	<b>(19,7)</b>	<b>19.267</b>	<b>16.699</b>	<b>(13,3)</b>
EBITDA margin (EBITDA/net revenue)	%	40,1	24,5	32,0	29,4	30,2	30,7	(9,4p)	34,5	30,1	(4,4p)
- Special factors affecting EBITDA		1.598	(312)	1.740	(281)	(371)	(333)	n.a.	2.051	(985)	n.a.
<b>= EBITDA ADJUSTED FOR SPECIAL FACTORS</b>		<b>5.720</b>	<b>5.015</b>	<b>22.230</b>	<b>5.549</b>	<b>5.928</b>	<b>6.207</b>	<b>8,5</b>	<b>17.215</b>	<b>17.684</b>	<b>2,7</b>
EBITDA margin (adjusted for special factors) (EBITDA / net revenue)	%	31,3	26,2	29,7	31,0	32,3	32,5	1,2p	30,9	31,9	1,0p

# DT CONSOLIDATED INCOME STATEMENT AS REPORTED

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>NET REVENUE</b>		<b>18.251</b>	<b>19.160</b>	<b>74.947</b>	<b>17.924</b>	<b>18.367</b>	<b>19.104</b>	<b>4,7</b>	<b>55.787</b>	<b>55.395</b>	<b>(0,7)</b>
Other operating income		2.081	488	3.819	373	339	365	(82,5)	3.331	1.077	(67,7)
Changes in inventories		(3)	(11)	21	1	0	22	n.a.	31	23	(25,8)
Own capitalized costs		563	624	2.292	559	582	618	9,8	1.668	1.759	5,5
Goods and services purchased		(8.910)	(10.658)	(38.161)	(8.718)	(8.964)	(9.508)	(6,7)	(27.503)	(27.190)	1,1
Personnel costs		(3.817)	(3.900)	(15.504)	(4.057)	(4.162)	(4.026)	(5,5)	(11.605)	(12.245)	(5,5)
Other operating expenses		(847)	(1.001)	(3.444)	(813)	(605)	(701)	17,2	(2.443)	(2.119)	13,3
Depreciation, amortization, and impairment losses		(4.220)	(4.019)	(14.586)	(3.097)	(3.204)	(3.344)	20,8	(10.568)	(9.645)	8,7
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>3.098</b>	<b>684</b>	<b>9.383</b>	<b>2.171</b>	<b>2.352</b>	<b>2.530</b>	<b>(18,3)</b>	<b>8.699</b>	<b>7.053</b>	<b>(18,9)</b>
EBIT margin (EBIT / net revenue)	%	17,0	3,6	12,5	12,1	12,8	13,2	(3,8p)	15,6	12,7	(2,9p)
Profit (loss) from financial activities		(676)	(721)	(4.390)	(411)	(1.185)	(502)	25,7	(3.669)	(2.098)	42,8
of which: finance costs		(540)	(508)	(2.197)	(422)	(531)	(443)	18,0	(1.688)	(1.396)	17,3
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>2.421</b>	<b>(37)</b>	<b>4.994</b>	<b>1.760</b>	<b>1.167</b>	<b>2.029</b>	<b>(16,2)</b>	<b>5.030</b>	<b>4.956</b>	<b>(1,5)</b>
Income taxes		(1.323)	2.489	558	(494)	(370)	(563)	57,4	(1.931)	(1.427)	26,1
<b>PROFIT (LOSS)</b>		<b>1.098</b>	<b>2.452</b>	<b>5.551</b>	<b>1.266</b>	<b>797</b>	<b>1.466</b>	<b>33,5</b>	<b>3.099</b>	<b>3.529</b>	<b>13,9</b>
Profit (loss) attributable to non-controlling interests		591	1.120	2.090	274	302	355	(39,9)	970	932	(3,9)
<b>NET PROFIT (LOSS)</b>		<b>507</b>	<b>1.332</b>	<b>3.461</b>	<b>992</b>	<b>495</b>	<b>1.110</b>	<b>n.a.</b>	<b>2.129</b>	<b>2.597</b>	<b>22,0</b>

# GROUP

## SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €
<b>NET REVENUE</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Other operating income	1	1.850	57	2.683	30	0	0	2.626	30
Changes in inventories		0	0	0	0	0	0	0	0
Own capitalized costs		0	0	0	0	0	0	0	0
Goods and services purchased		(42)	(96)	(229)	(35)	(53)	(61)	(133)	(150)
Personnel costs		(189)	(178)	(559)	(270)	(371)	(244)	(381)	(884)
Other operating expenses		(21)	(95)	(155)	(5)	53	(28)	(60)	20
Depreciation, amortization, and impairment losses	2,3	(1.245)	(867)	(2.114)	0	0	(3)	(1.247)	(3)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>352</b>	<b>(1.178)</b>	<b>(374)</b>	<b>(281)</b>	<b>(371)</b>	<b>(337)</b>	<b>804</b>	<b>(989)</b>
Profit (loss) from financial activities	4	(187)	(186)	(1.495)	2	(705)	0	(1.309)	(704)
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>166</b>	<b>(1.365)</b>	<b>(1.869)</b>	<b>(278)</b>	<b>(1.077)</b>	<b>(337)</b>	<b>(505)</b>	<b>(1.692)</b>
Income taxes		(563)	27	(392)	89	276	104	(419)	470
<b>PROFIT (LOSS)</b>		<b>(397)</b>	<b>(1.338)</b>	<b>(2.261)</b>	<b>(189)</b>	<b>(801)</b>	<b>(233)</b>	<b>(923)</b>	<b>(1.223)</b>
Profit (loss) attributable to non-controlling interests		339	(13)	317	9	(58)	22	330	71
<b>NET PROFIT (LOSS)</b>		<b>(736)</b>	<b>(1.324)</b>	<b>(2.578)</b>	<b>(198)</b>	<b>(743)</b>	<b>(210)</b>	<b>(1.253)</b>	<b>(1.152)</b>

1 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. €)

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

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

4 Q2/2018: Expenses due to settlement of litigation Toll Collect (accounted for using the equity method) (0,6 bn. €)

# GROUP

## DETAILS ON SPECIAL FACTORS I

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>EFFECT ON OPERATING EXPENSES</b>		<b>(253)</b>	<b>(369)</b>	<b>(943)</b>	<b>(310)</b>	<b>(371)</b>	<b>(333)</b>	<b>(31,6)</b>	<b>(574)</b>	<b>(1.015)</b>	<b>(76,8)</b>
of which: expenses / income for early retirement (civil servants)		(7)	5	(4)	(190)	(224)	(89)	n.a.	(8)	(503)	n.a.
of which: expenses for severance payments		(139)	(114)	(342)	(20)	(82)	(78)	43,9	(228)	(180)	21,1
of which: expenses / income for partial retirement		(43)	(64)	(205)	(59)	(52)	(56)	(30,2)	(141)	(166)	(17,7)
of which: expenses for other personnel restructuring charges		0	(1)	(4)	0	(1)	(1)	n.a.	(2)	(3)	(50,0)
of which: Vivento transfer payments		(1)	(3)	(5)	(1)	(1)	(1)	0,0	(2)	(3)	(50,0)
of which: restructuring charges		(13)	(49)	(85)	(21)	(33)	(20)	(53,8)	(35)	(74)	n.a.
of which: expenses due to de-consolidations and other asset sales		(10)	(57)	(53)	(2)	(37)	(61)	n.a.	4	(100)	n.a.
of which: others		(40)	(85)	(246)	(17)	59	(28)	30,0	(161)	14	n.a.
<b>EFFECT ON OTHER OPERATING INCOME</b>		<b>1.850</b>	<b>57</b>	<b>2.683</b>	<b>30</b>	<b>0</b>	<b>0</b>	<b>(100,0)</b>	<b>2.626</b>	<b>30</b>	<b>(98,9)</b>
of which: income due to asset sales		(1)	57	831	30	0	0	(100,0)	774	30	(96,1)
of which: others	1	1.852	0	1.852	0	0	0	(100,0)	1.852	0	(100,0)
<b>EFFECT ON REVENUE</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n.a.</b>	<b>0</b>	<b>0</b>	<b>n.a.</b>
<b>EFFECT ON EBITDA</b>		<b>1.598</b>	<b>(312)</b>	<b>1.740</b>	<b>(281)</b>	<b>(371)</b>	<b>(333)</b>	<b>n.a.</b>	<b>2.051</b>	<b>(985)</b>	<b>n.a.</b>
<b>DEPRECIATION, AMORTIZATION AND IMPAIRMENT</b>	2, 3	<b>(1.245)</b>	<b>(867)</b>	<b>(2.114)</b>	<b>0</b>	<b>0</b>	<b>(3)</b>	<b>99,8</b>	<b>(1.247)</b>	<b>(3)</b>	<b>99,8</b>
<b>EFFECT ON PROFIT FROM OPERATIONS = EBIT</b>		<b>352</b>	<b>(1.178)</b>	<b>(374)</b>	<b>(281)</b>	<b>(371)</b>	<b>(337)</b>	<b>n.a.</b>	<b>804</b>	<b>(989)</b>	<b>n.a.</b>

1 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. €)

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

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

# GROUP

## DETAILS ON SPECIAL FACTORS II

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES</b>	1	(187)	(186)	(1.495)	2	(705)	0	(100,0)	(1.309)	(704)	46,2
<b>EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES</b>		166	(1.365)	(1.869)	(278)	(1.077)	(337)	n.a.	(505)	(1.692)	n.a.
<b>EFFECT ON TAXES</b>		(563)	27	(392)	89	276	104	n.a.	(419)	470	n.a.
Tax effect of special factors within EBIT		76	77	229	96	198	118	55,3	151	413	n.a.
Tax effect of special factors on profit (loss) from financial activities		(639)	(50)	(620)	(7)	78	(14)	97,8	(570)	57	n.a.
Other tax effects		0	0	0	0	0	0	n.a.	0	0	n.a.
<b>EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON-CONTROLLING INTERESTS</b>		339	(13)	317	(9)	58	22	(93,5)	330	71	(78,5)
<b>EFFECT ON NET PROFIT (LOSS)</b>		(736)	(1.324)	(2.578)	(198)	(743)	(210)	71,5	(1.253)	(1.152)	8,1

1 Q2/2018: Expenses due to settlement of litigation Toll Collect (accounted for using the equity method) (0,6 bn €)

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

	REPORTED NUMBERS	PLUS ACQUISITION EFFECTS							MINUS DECONSOLIDATION EFFECTS							TOTAL EFFECT	PRO FORMA	REPORTED NUMBERS	ORGANIC CHANGE
		Q3 2017 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				
NET REVENUE	18,251	62		1	61			2				2				60	18,311	19,104	4,3
PROFIT (LOSS) FROM OPERATIONS = EBIT	3,098	8	13	(14)	15		(6)	8				1			7	0	3,098	2,530	(18,3)
Profit (loss) from financial activities	(676)	0						0							0	0	(676)	(502)	(25,7)
of which finance costs	(540)	0						0							0	0	(540)	(443)	(18,0)
PROFIT (LOSS) BEFORE INCOME TAXES = EBT	2,421	8	13	(14)	15	0	(6)	8	0	0		1	0	0	7	0	2,421	2,029	(16,2)
Income taxes	(1,323)	(2)			(2)			0							(2)	(2)	(1,325)	(563)	(57,5)
PROFIT (LOSS)	1,098	6	13	(14)	13	0	(6)	8	0	0		1	0	0	7	(2)	1,096	1,466	33,8

## 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
		Q1 - Q3 2017 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				
NET REVENUE	Note	55.787	63	0	2	61	0	0	78	0	0	2	30	0	46	(15)	55.772	55.395	(0,7)
PROFIT (LOSS) FROM OPERATIONS = EBIT		8.699	(18)	13	(40)	15	0	(6)	811	0	0	1	752	0	58	(829)	7.870	7.053	(10,4)
Profit (loss) from financial activities		(3.669)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(3.669)	(2.098)	(42,8)
of which finance costs		(1.688)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(1.688)	(1.396)	(17,3)
PROFIT (LOSS) BEFORE INCOME TAXES = EBT		5.030	(18)	13	(40)	15	0	(6)	811	0	0	1	752	0	58	(829)	4.201	4.956	18,0
Income taxes		(1.931)	(2)	0	0	(2)	0	0	(5)	0	0	0	(1)	0	(4)	3	(1.928)	(1.427)	(26,0)
PROFIT (LOSS)		3.099	(20)	13	(40)	13	0	(6)	806	0	0	1	751	0	54	(826)	2.273	3.529	55,3

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## ASSETS

		Sep. 30	Dec. 31	Mar. 31	Jun. 30	Sep. 30	Change	Change
		2017	2017	2018	2018	2018	compared to	compared to
	Note	millions of €	millions of €	millions of €	millions of €	millions of €	prior quarter	prior year
							%	%
<b>CURRENT ASSETS</b>		<b>18.344</b>	<b>20.392</b>	<b>21.706</b>	<b>20.213</b>	<b>19.981</b>	<b>(1,1)</b>	<b>8,9</b>
Cash and cash equivalents		2.860	3.312	3.618	2.943	2.235	(24,1)	(21,9)
Trade and other receivables		9.196	9.723	9.121	8.921	9.331	4,6	1,5
Contract assets		0	0	1.728	1.715	1.716	0,1	n.a
Current recoverable income taxes		160	236	246	283	335	18,4	n.a
Other financial assets		2.442	3.329	2.918	2.585	2.912	12,6	19,2
Inventories		1.520	1.985	1.819	1.571	1.541	(1,9)	1,4
Current and non-current assets and disposal groups held for sale		371	161	134	175	159	(9,1)	(57,1)
Other assets		1.795	1.646	2.122	2.020	1.752	(13,3)	(2,4)
<b>NON-CURRENT ASSETS</b>		<b>121.497</b>	<b>120.943</b>	<b>116.319</b>	<b>119.536</b>	<b>122.279</b>	<b>2,3</b>	<b>0,6</b>
Intangible assets		63.577	62.865	61.957	63.636	64.890	2,0	2,1
Property, plant and equipment		46.081	46.878	46.576	47.844	49.448	3,4	7,3
Contract costs		0	0	1.286	1.445	1.566	8,4	n.a
Investments accounted for using the equity method		601	651	571	568	574	1,1	(4,5)
Other financial assets		5.963	5.716	1.829	1.812	1.621	(10,5)	(72,8)
Deferred tax assets		4.498	4.013	3.199	3.299	3.104	(5,9)	(31,0)
Other assets		778	819	902	930	1.075	15,6	38,2
<b>TOTAL ASSETS</b>		<b>139.841</b>	<b>141.334</b>	<b>138.025</b>	<b>139.749</b>	<b>142.260</b>	<b>1,8</b>	<b>1,7</b>



# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## LIABILITIES AND SHAREHOLDERS' EQUITY

		Sep. 30	Dec. 31	Mar. 31	Jun. 30	Sep. 30	Change	Change
		2017	2017	2018	2018	2018	compared to	compared to
	Note	millions of €	millions of €	millions of €	millions of €	millions of €	prior quarter	prior year
							%	%
<b>LIABILITIES</b>		<b>100.787</b>	<b>98.864</b>	<b>94.334</b>	<b>98.346</b>	<b>98.779</b>	<b>0,4</b>	<b>(2,0)</b>
<b>CURRENT LIABILITIES</b>		<b>25.937</b>	<b>27.366</b>	<b>26.223</b>	<b>23.454</b>	<b>24.183</b>	<b>3,1</b>	<b>(6,8)</b>
Financial liabilities		9.250	8.358	8.905	6.708	7.319	9,1	(20,9)
Trade and other payables		8.516	10.971	9.132	8.924	8.988	0,7	5,5
Income tax liabilities		341	224	307	353	334	(5,4)	(2,1)
Other provisions		2.953	3.372	3.082	2.784	2.839	2,0	(3,9)
Other liabilities		4.877	4.440	2.913	2.823	2.903	2,8	(40,5)
Contract Liabilities		0	0	1.885	1.861	1.801	(3,2)	n.a
<b>NON-CURRENT LIABILITIES</b>		<b>74.850</b>	<b>71.498</b>	<b>68.111</b>	<b>74.892</b>	<b>74.595</b>	<b>(0,4)</b>	<b>(0,3)</b>
Financial liabilities		49.387	49.171	48.799	54.554	53.804	(1,4)	8,9
Provisions for pensions and other employee benefits		8.185	8.375	5.264	5.650	5.347	(5,4)	(34,7)
Other provisions		3.220	3.155	3.115	3.143	3.159	0,5	(1,9)
Deferred tax liabilities		10.060	6.967	7.078	7.500	8.204	9,4	(18,4)
Other liabilities		3.999	3.831	3.321	3.473	3.476	0,1	(13,1)
Contract Liabilities		0	0	533	573	604	5,4	n.a
<b>SHAREHOLDERS' EQUITY</b>		<b>39.055</b>	<b>42.470</b>	<b>43.691</b>	<b>41.403</b>	<b>43.481</b>	<b>5,0</b>	<b>11,3</b>
Issued capital		12.189	12.189	12.189	12.189	12.189	0,0	0,0
Capital reserves		54.638	55.010	54.761	54.573	54.620	0,1	(0,0)
Retained earnings incl. carryforwards		(38.656)	(38.750)	(34.472)	(37.635)	(37.426)	(0,6)	(3,2)
Total other comprehensive income		(1.055)	(1.127)	(1.332)	(944)	(741)	(21,5)	(29,8)
Net profit (loss)		2.129	3.461	992	1.487	2.597	74,6	22,0
Treasury shares		(49)	(49)	(49)	(49)	(49)	0,0	0,0
Non-controlling interests		9.859	11.737	11.603	11.782	12.290	4,3	24,7
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>		<b>139.841</b>	<b>141.334</b>	<b>138.025</b>	<b>139.749</b>	<b>142.260</b>	<b>1,8</b>	<b>1,7</b>

# DT GROUP

## PROVISIONS FOR PENSIONS

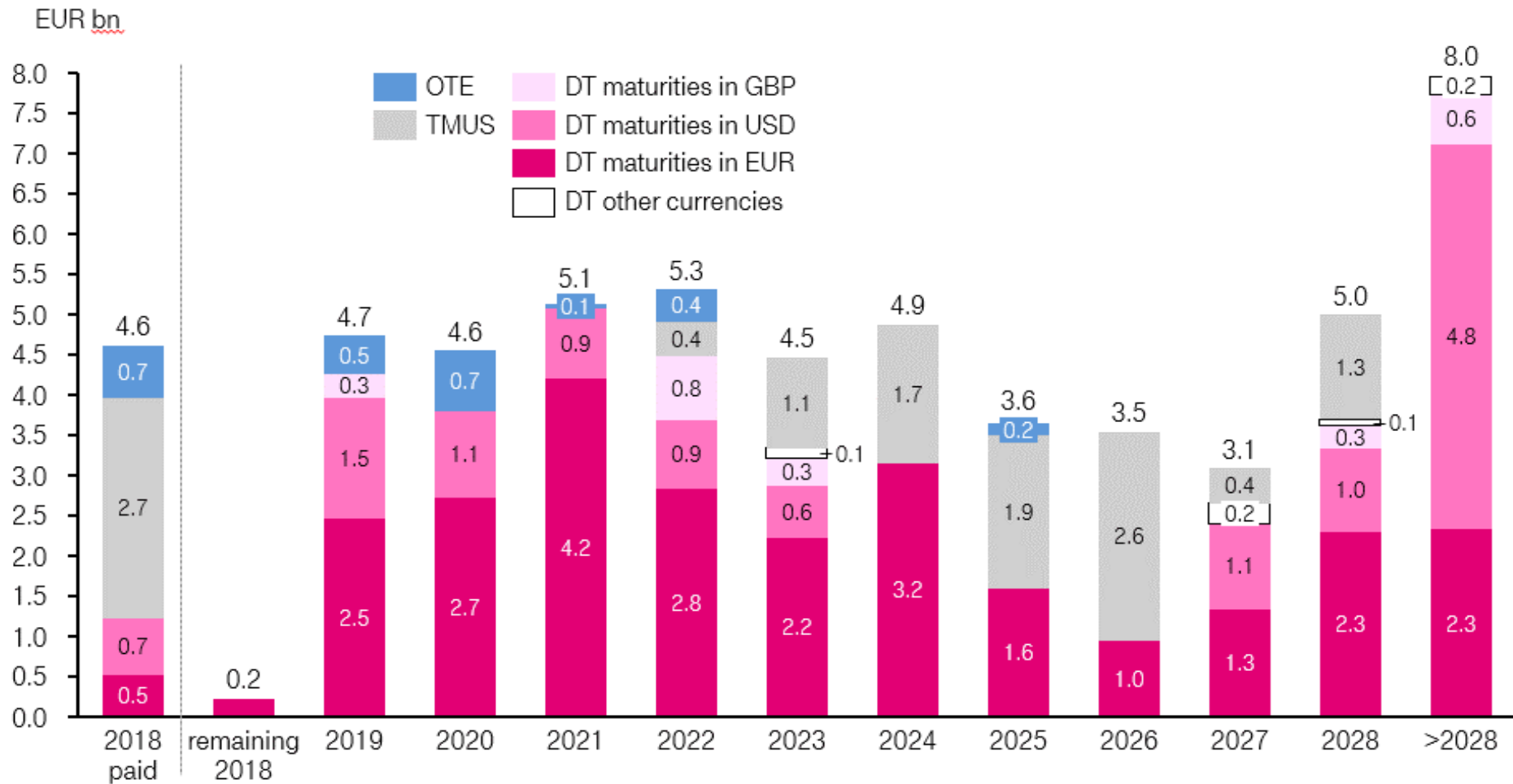
		2017 millions of €	2016 millions of €	2015 millions of €	2014 millions of €	2013 millions of €
<b>FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET</b>						
Present value of obligation (DBO)	1	11.462	11.427	10.753	10.940	8.965
Plan assets		(3.102)	(2.990)	(2.744)	(2.498)	(1.973)
Others		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".

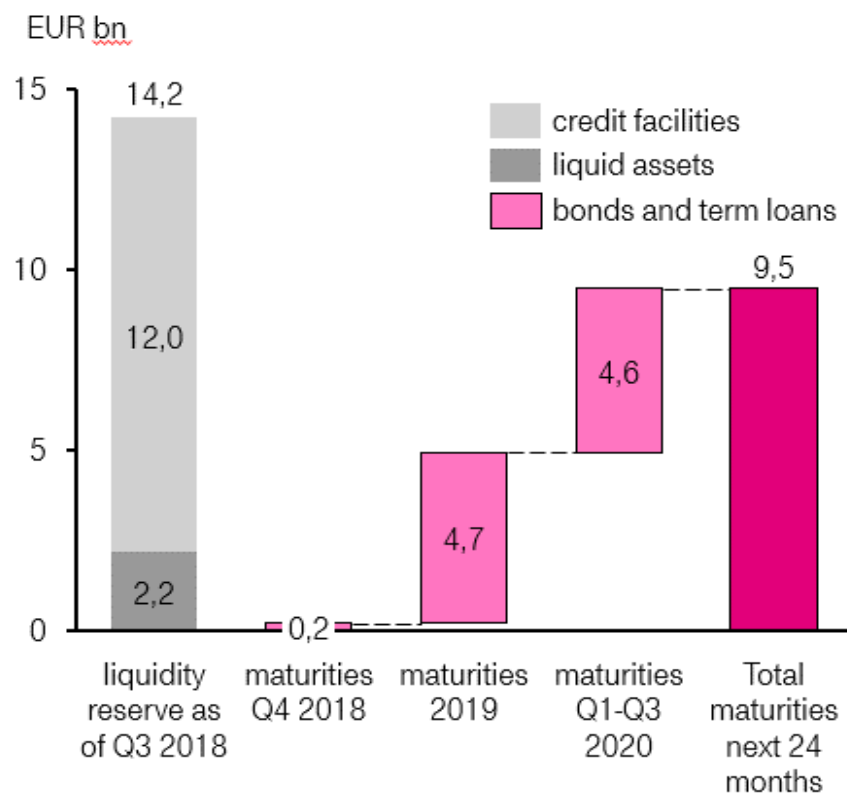
3 Actuarial losses/gains are via other comprehensive income directly billed vs. equity.

# WELL-BALANCED MATURITY PROFILE AS OF SEPTEMBER 30, 2018



due to rounding differences: sum of single maturities per year ≠ total maturity per year

# STRONG LIQUIDITY AS OF SEPTEMBER 30, 2018



- EUR 12.9 bn firm bilateral lines available
  - unconditionally committed
  - no MAC clauses
  - diversified: 22 banks
  - 3 year tenor, staggered maturities
  
- EUR 0.6 bn bilateral lines drawn
- CPs outstanding EUR 0.3 bn
- Residual undrawn amount EUR 12 bn
- Maturities of next 24 months covered

# DT/TMUS FUNDING - CREDIT POSITIVE FOR DT

## DT's funding support as of September 30<sup>th</sup> 2018

---

- 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 11.0bn High Yield bonds to external investors

## Positive credit implications

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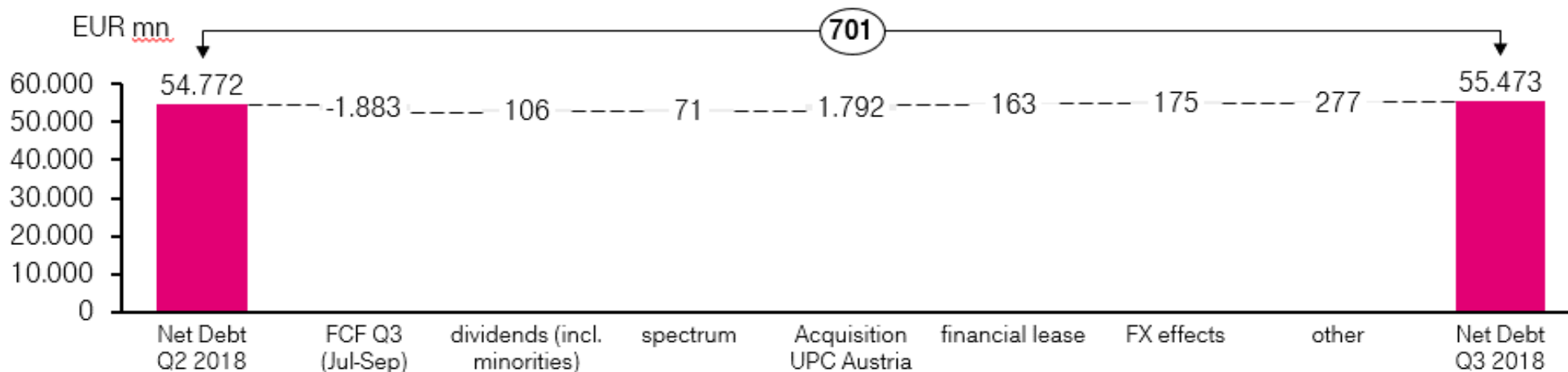
- Results in significant interest costs savings
- DT in preferential creditor position due to large portion of secured financing
- Eliminates structural subordination issues with rating agencies

# GROUP NET DEBT

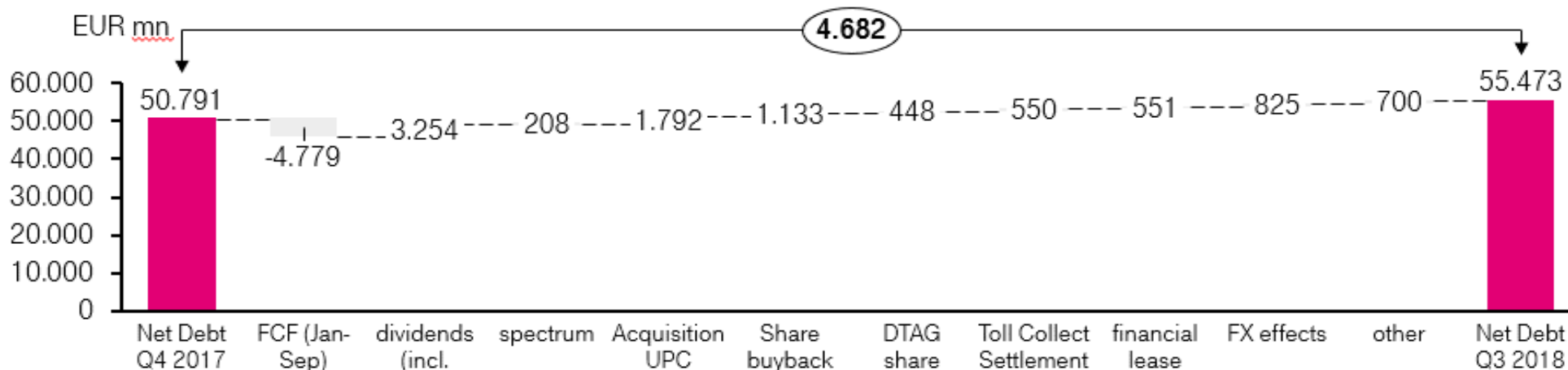
	Note	Sep. 30, 2017 millions of €	Dec. 31, 2017 millions of €	Mar. 31, 2018 millions of €	Jun. 30, 2018 millions of €	Sep. 30, 2018 millions of €	Change compared to prior quarter %	Change compared to prior year %
Bonds		46.816	45.453	44.261	48.286	47.965	(0,7)	2,5
Other financial liabilities		10.461	10.603	12.074	11.728	11.645	(0,7)	11,3
<b>GROSS DEBT</b>		<b>57.277</b>	<b>56.056</b>	<b>56.337</b>	<b>60.014</b>	<b>59.610</b>	<b>(0,7)</b>	<b>4,1</b>
Cash and cash equivalents		2.860	3.312	3.618	2.943	2.235	(24,1)	(21,9)
Available-for-sale/held-for-trading financial assets		7	7	0	0	0	n.a	n.a
Other financial assets		1.775	1.946	2.264	2.299	1.902	(17,3)	7,2
<b>NET DEBT</b>		<b>52.635</b>	<b>50.791</b>	<b>50.455</b>	<b>54.772</b>	<b>55.473</b>	<b>1,3</b>	<b>5,4</b>

# NET DEBT DEVELOPMENT Q3 2018

## Net debt reconciliation Q2 2018 – Q3 2018



## Net debt reconciliation Q4 2017 – Q3 2018



# DT GROUP

## CASH CAPEX

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>CASH CAPEX</b>											
Germany		1.052	1.105	4.214	1.145	963	1.134	7,8	3.109	3.242	4,3
United States		1.243	784	11.932	1.143	1.353	1.158	(6,8)	11.148	3.653	(67,2)
Europe		395	601	1.874	438	398	417	5,6	1.273	1.253	(1,6)
Systems Solutions		87	120	383	83	182	87	0,0	264	352	33,3
Group Development		76	76	290	85	56	60	(21,1)	215	201	(6,4)
Group Headquarters & Group Services		231	294	1.005	248	247	253	9,5	712	748	5,1
Reconciliation		(63)	(26)	(204)	(3)	(105)	8	n.a.	(179)	(99)	44,6
<b>GROUP</b>	<b>1</b>	<b>3.021</b>	<b>2.954</b>	<b>19.494</b>	<b>3.139</b>	<b>3.094</b>	<b>3.117</b>	<b>3,2</b>	<b>16.541</b>	<b>9.351</b>	<b>(43,5)</b>
- thereof spectrum investment		19	94	7.395	63	73	71	n.a.	7.300	208	(97,2)

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



# DT GROUP

## FREE CASH FLOW

		Q3	Q4	FY	Q1	Q2	Q3	Change	Q1 - Q3	Q1 - Q3	Change
	Note	2017	2017	2017	2018	2018	2018	%	2017	2018	%
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €		millions of €	millions of €	
Net profit (loss)		507	1.332	3.461	992	495	1.110	n.a.	2.129	2.597	22,0
Profit (loss) attributable to non-controlling interests		591	1.120	2.090	274	302	355	(39,9)	970	932	(3,9)
<b>PROFIT (LOSS) AFTER INCOME TAXES</b>		<b>1.098</b>	<b>2.452</b>	<b>5.551</b>	<b>1.266</b>	<b>797</b>	<b>1.466</b>	<b>33,5</b>	<b>3.099</b>	<b>3.529</b>	<b>13,9</b>
Depreciation, amortization and impairment losses		4.220	4.019	14.586	3.097	3.204	3.344	(20,8)	10.568	9.645	(8,7)
Income tax expense/(benefit)		1.323	(2.489)	(558)	494	370	563	(57,4)	1.931	1.427	(26,1)
Interest (income) and interest expenses		540	508	2.197	422	531	443	(18,0)	1.688	1.396	(17,3)
Other financial (income) expense		139	279	2.269	58	56	61	(56,1)	1.990	175	(91,2)
Share of (profit) loss of associates and joint ventures accounted for using the equity method		(3)	(66)	(76)	(69)	599	(3)	0,0	(10)	527	n.a.
(Profit) loss on the disposal of fully consolidated subsidiaries		2	11	(537)	0	0	0	(100,0)	(774)	0	(100,0)
(Income) loss from the sale of stakes accounted for using the equity method (EE)		0	0	(226)	0	0	0	n.a.	0	0	n.a.
Other non-cash transactions		(1.742)	110	(1.447)	112	118	103	n.a.	(1.557)	333	n.a.
(Gain) loss from the disposal of intangible assets and property, plant and equipment		19	(87)	(103)	(65)	(26)	5	(73,7)	(16)	(86)	n.a.
Change in assets carried as working capital		(26)	(1.740)	(1.874)	326	(15)	(605)	n.a.	(135)	(295)	n.a.
Change in provisions		154	437	265	(282)	(386)	168	9,1	(171)	(500)	n.a.
Change in other liabilities carried as working capital		(441)	1.054	51	(593)	(212)	(73)	83,4	(1.003)	(879)	12,4
Income taxes received (paid)		(204)	(250)	(634)	(124)	(98)	(241)	(18,1)	(384)	(463)	(20,6)
Dividends received		153	0	241	163	11	7	(95,4)	241	180	(25,3)
<b>CASH GENERATED FROM OPERATIONS</b>		<b>5.232</b>	<b>4.238</b>	<b>19.706</b>	<b>4.805</b>	<b>4.947</b>	<b>5.238</b>	<b>0,1</b>	<b>15.468</b>	<b>14.990</b>	<b>(3,1)</b>
Interest received (paid)		(424)	(408)	(2.509)	(509)	(555)	(385)	9,2	(2.102)	(1.449)	31,1
<b>NET CASH FROM OPERATING ACTIVITIES</b>		<b>4.808</b>	<b>3.830</b>	<b>17.196</b>	<b>4.297</b>	<b>4.392</b>	<b>4.853</b>	<b>0,9</b>	<b>13.367</b>	<b>13.542</b>	<b>1,3</b>
Cash outflows for investments in (proceeds from disposal of)		(2.935)	(2.736)	(11.699)	(2.916)	(2.879)	(2.971)	(1,2)	(8.965)	(8.762)	2,3
Intangible assets		(682)	(941)	(10.324)	(809)	(880)	(769)	(12,8)	(9.383)	(2.457)	73,8
Property, plant and equipment		(2.272)	(1.889)	(8.770)	(2.170)	(2.072)	(2.273)	0,0	(6.882)	(6.513)	5,4
Spectrum investment		19	94	7.395	63	73	71	n.a.	7.300	208	(97,2)
<b>FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM)</b>		<b>1.873</b>	<b>1.094</b>	<b>5.497</b>	<b>1.382</b>	<b>1.514</b>	<b>1.883</b>	<b>0,5</b>	<b>4.403</b>	<b>4.779</b>	<b>8,5</b>

# DT GROUP PERSONNEL

AT REPORTING DATE	Note	Sep. 30	Dec. 31	Mar. 31	Jun. 30	Sep. 30 2018	Change compared to		Change compared to	
		2017	2017	2018	2018		prior quarter		prior year	
							abs.	%	abs.	%
Germany		65.274	64.798	64.695	63.872	63.433	(439)	(0,7)	(1.841)	(2,8)
United States		44.394	45.888	45.119	45.643	46.172	529	1,2	1.778	4,0
Europe		47.579	47.421	47.986	48.038	48.572	534	1,1	993	2,1
Systems Solutions		37.596	37.924	37.963	37.830	37.751	(79)	(0,2)	155	0,4
Group Development		1.949	1.967	1.971	1.955	1.963	8	0,4	14	0,7
Group Headquarters & Group Services		19.551	19.351	19.192	18.981	18.716	(265)	(1,4)	(835)	(4,3)
<b>GROUP</b>		<b>216.343</b>	<b>217.349</b>	<b>216.926</b>	<b>216.319</b>	<b>216.606</b>	<b>287</b>	<b>0,1</b>	<b>263</b>	<b>0,1</b>
of which: Domestic		102.652	101.901	101.579	100.335	99.481	(854)	(0,9)	(3.171)	(3,1)
of which: Civil servants (in Germany, with an active service relationship)		15.726	15.482	15.077	14.393	13.876	(517)	(3,6)	(1.850)	(11,8)
of which: International		113.690	115.448	115.347	115.984	117.125	1.141	1,0	3.435	3,0

AVERAGE	Note	Q3	Q4	Q1	Q2	Q3 2018	Change compared to	
		2017	2017	2018	2018		prior year	
							abs.	%
Germany		65.385	65.086	64.818	64.014	63.556	(1.829)	(2,8)
United States		43.839	45.166	45.315	45.278	45.910	2.071	4,7
Europe		47.621	47.402	47.901	47.987	47.976	355	0,7
Systems Solutions		37.578	37.786	37.926	37.916	37.774	196	0,5
Group Development		1.956	1.965	1.970	1.963	1.955	(1)	(0,1)
Group Headquarters & Group Services		19.609	19.537	19.376	19.030	18.732	(877)	(4,5)
<b>GROUP</b>		<b>215.988</b>	<b>216.941</b>	<b>217.306</b>	<b>216.188</b>	<b>215.903</b>	<b>(85)</b>	<b>(0,0)</b>
of which: Domestic		102.737	102.449	101.895	100.618	99.660	(3.077)	(3,0)
of which: Civil servants (in Germany, with an active service relationship)		15.762	15.608	15.271	14.577	13.963	(1.799)	(11,4)
of which: International		113.251	114.493	115.411	115.570	116.243	2.992	2,6

# EXCHANGE RATES

## AVERAGE

	Q3 2017 1 €	Q4 2017 1 €	FY 2017 1 €	Q1 2018 1 €	Q2 2018 1 €	Q3 2018 1 €
US Dollar (USD)	1,17453	1,17752	1,12932	1,22921	1,19201	1,16272
British pound (GBP)	0,89786	0,88761	0,87671	0,88340	0,87609	0,89240
Czech korunas (CZK)	26,08514	25,64734	26,32972	25,40263	25,59417	25,71818
Croatian kunas (HRK)	7,42567	7,53318	7,46386	7,43793	7,39853	7,41658
Hungarian forints (HUF)	306,41761	311,61191	309,19452	311,02748	317,18241	324,10288
Macedonian Denar (MKD)	61,58090	61,56612	61,58090	61,56839	61,54225	61,57218
Polish Zloty (PLN)	4,25847	4,23134	4,25804	4,17978	4,26085	4,30331
Romanian leu (RON)	4,58230	4,61979	4,56850	4,65543	4,65406	4,64727

## END OF PERIOD

	Sep. 30 2017 1 €	Dec. 31 2017 1 €	Mar. 31 2018 1 €	Jun. 30 2018 1 €	Sep. 30 2018 1 €
US Dollar (USD)	1,18135	1,19990	1,23190	1,16540	1,15835
British pound (GBP)	0,88220	0,88759	0,87555	0,88619	0,88815
Czech korunas (CZK)	25,93751	25,57800	25,42401	26,00347	25,73247
Croatian kunas (HRK)	7,49423	7,44275	7,43262	7,38187	7,43318
Hungarian forints (HUF)	311,04489	310,27956	312,21998	329,79899	324,38990
Macedonian Denar (MKD)	61,64012	61,50364	61,58318	61,55816	61,57825
Polish Zloty (PLN)	4,31390	4,17875	4,21079	4,36824	4,27743
Romanian leu (RON)	4,59920	4,65851	4,65606	4,66001	4,66481

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



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### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>5.488</b>	<b>5.676</b>	<b>21.931</b>	<b>5.325</b>	<b>5.322</b>	<b>5.441</b>	<b>(0,9)</b>	<b>16.256</b>	<b>16.088</b>	<b>(1,0)</b>
<b>NET REVENUE</b>		<b>5.139</b>	<b>5.308</b>	<b>20.552</b>	<b>4.987</b>	<b>4.990</b>	<b>5.101</b>	<b>(0,7)</b>	<b>15.244</b>	<b>15.077</b>	<b>(1,1)</b>
<b>EBITDA</b>		<b>2.177</b>	<b>2.094</b>	<b>8.412</b>	<b>2.082</b>	<b>2.126</b>	<b>2.222</b>	<b>2,1</b>	<b>6.318</b>	<b>6.430</b>	<b>1,8</b>
EBITDA margin (EBITDA / total revenue)	%	39,7	36,9	38,4	39,1	39,9	40,8	1,1p	38,9	40,0	1,1p
Depreciation, amortization and impairment losses		(963)	(977)	(3.828)	(980)	(988)	(996)	(3,4)	(2.851)	(2.964)	(4,0)
Profit (loss) from operations = EBIT		1.214	1.117	4.584	1.102	1.139	1.225	0,9	3.467	3.466	0,0
<b>CASH CAPEX</b>		<b>1.052</b>	<b>1.105</b>	<b>4.214</b>	<b>1.145</b>	<b>963</b>	<b>1.134</b>	<b>7,8</b>	<b>3.109</b>	<b>3.242</b>	<b>4,3</b>

### FINANCIALS (AS REPORTED)

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>5.488</b>	<b>5.676</b>	<b>21.931</b>	<b>5.325</b>	<b>5.322</b>	<b>5.441</b>	<b>(0,9)</b>	<b>16.256</b>	<b>16.088</b>	<b>(1,0)</b>
<b>NET REVENUE</b>		<b>5.139</b>	<b>5.308</b>	<b>20.552</b>	<b>4.987</b>	<b>4.990</b>	<b>5.101</b>	<b>(0,7)</b>	<b>15.244</b>	<b>15.077</b>	<b>(1,1)</b>
<b>EBITDA</b>		<b>2.102</b>	<b>2.015</b>	<b>8.104</b>	<b>1.915</b>	<b>1.941</b>	<b>2.093</b>	<b>(0,4)</b>	<b>6.089</b>	<b>5.949</b>	<b>(2,3)</b>
EBITDA margin (EBITDA / total revenue)	%	38,3	35,5	37,0	36,0	36,5	38,5	0,2p	37,5	37,0	(0,5p)
Depreciation, amortization and impairment losses		(963)	(977)	(3.828)	(980)	(988)	(996)	(3,4)	(2.851)	(2.964)	(4,0)
Profit (loss) from operations = EBIT		1.139	1.038	4.276	935	954	1.096	(3,8)	3.238	2.985	(7,8)
<b>CASH CAPEX</b>		<b>1.052</b>	<b>1.105</b>	<b>4.214</b>	<b>1.145</b>	<b>963</b>	<b>1.134</b>	<b>7,8</b>	<b>3.109</b>	<b>3.242</b>	<b>4,3</b>

## GERMANY

### EBITDA RECONCILIATION

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>5.488</b>	<b>5.676</b>	<b>21.931</b>	<b>5.325</b>	<b>5.322</b>	<b>5.441</b>	<b>(0,9)</b>	<b>16.256</b>	<b>16.088</b>	<b>(1,0)</b>
<b>TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>5.488</b>	<b>5.676</b>	<b>21.931</b>	<b>5.325</b>	<b>5.322</b>	<b>5.441</b>	<b>(0,9)</b>	<b>16.256</b>	<b>16.088</b>	<b>(1,0)</b>
Profit (loss) from operations = EBIT		1.139	1.038	4.276	935	954	1.096	(3,8)	3.238	2.985	(7,8)
- Depreciation, amortization and impairment losses		(963)	(977)	(3.828)	(980)	(988)	(996)	(3,4)	(2.851)	(2.964)	(4,0)
<b>= EBITDA</b>		<b>2.102</b>	<b>2.015</b>	<b>8.104</b>	<b>1.915</b>	<b>1.941</b>	<b>2.093</b>	<b>(0,4)</b>	<b>6.089</b>	<b>5.949</b>	<b>(2,3)</b>
EBITDA margin	%	38,3	35,5	37,0	36,0	36,5	38,5	0,2p	37,5	37,0	(0,5p)
- Special factors affecting EBITDA		(75)	(79)	(308)	(167)	(185)	(129)	(72,0)	(229)	(481)	n.a.
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>2.177</b>	<b>2.094</b>	<b>8.412</b>	<b>2.082</b>	<b>2.126</b>	<b>2.222</b>	<b>2,1</b>	<b>6.318</b>	<b>6.430</b>	<b>1,8</b>
EBITDA margin (adjusted for special factors)	%	39,7	36,9	38,4	39,1	40,0	40,8	1,1p	38,9	40,0	1,1p

### SPECIAL FACTORS

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(75)</b>	<b>(79)</b>	<b>(308)</b>	<b>(167)</b>	<b>(185)</b>	<b>(129)</b>	<b>(72,0)</b>	<b>(229)</b>	<b>(481)</b>	<b>n.a.</b>
- of which personnel		(65)	(65)	(221)	(160)	(180)	(115)	(76,9)	(156)	(455)	n.a.
- of which other		(10)	(14)	(87)	(7)	(5)	(14)	(40,0)	(73)	(26)	64,4
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(75)</b>	<b>(79)</b>	<b>(308)</b>	<b>(167)</b>	<b>(185)</b>	<b>(129)</b>	<b>(72,0)</b>	<b>(229)</b>	<b>(481)</b>	<b>n.a.</b>
- of which personnel		(65)	(65)	(221)	(160)	(180)	(115)	(76,9)	(156)	(455)	n.a.
- of which other		(10)	(14)	(87)	(7)	(5)	(14)	(40,0)	(73)	(26)	64,4

# GERMANY

## OPERATIONALS

	Note	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Change %	
<b>GERMANY</b>								
<b>ACCESS LINES</b>								
Fixed network	('000)	1,2	19.352	19.239	19.149	18.989	18.809	(2,8)
retail IP-based	('000)	1	11.177	11.996	12.843	13.629	14.493	29,7
Broadband	('000)	1,3	13.105	13.209	13.357	13.437	13.504	3,0
Fiber	('000)	1,4	5.417	5.803	6.232	6.559	6.896	27,3
TV (incl. IPTV, SAT)	('000)	1	3.089	3.139	3.193	3.240	3.291	6,5
ULLs	('000)	1	6.417	6.138	5.846	5.587	5.402	(15,8)
Wholesale Broadband Access Lines	('000)	1	5.315	5.639	5.993	6.277	6.495	22,2
Fiber	('000)		3.485	3.783	4.135	4.432	4.685	34,4
<b>MOBILE CUSTOMERS</b>								
Total	('000)		42.534	43.125	42.730	43.023	43.646	2,6
- contract	('000)		25.452	25.887	25.102	24.965	25.179	(1,1)
- prepaid	('000)		17.082	17.238	17.628	18.058	18.466	8,1

# GERMANY

## MOBILE COMMUNICATIONS KPIS

	Note	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Change %
<b>AVERAGE MONTHLY CHURN</b>								
	(%)	<b>1,3</b>	<b>1,5</b>	<b>1,6</b>	<b>1,6</b>	<b>1,3</b>	1,3	<b>0,0p</b>
- contract	(%)	1,1	1,5	1,7	1,9	1,5	1,3	0,2p
<b>ARPU</b>								
	(€)	<b>15</b>	<b>15</b>	<b>15</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>(13,3)</b>
- contract	(€)	25	25	25	21	22	22	(12,0)
- prepaid	(€)	3	3	3	2	3	3	0,0
<b>MOU PER CUSTOMER</b>								
	(min)	<b>89</b>	<b>91</b>	<b>89</b>	<b>91</b>	<b>94</b>	92	3,4
- contract	(min)	138	140	138	141	149	148	7,2

1 Figures do not add up

2 Due to new products by business we see a change in the beginning balance of about +60k accesses

3 Due to new products by business we see a change in the beginning balance of about +55k accesses

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

5 Since Q2/18 ARPU is shown without impact from service providers. For better comparability historical figures have been adjusted.



## GERMANY

### REVENUE SPLIT - PRODUCTS

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>GERMANY</b>		<b>5.488</b>	<b>5.676</b>	<b>21.931</b>	<b>5.325</b>	<b>5.322</b>	<b>5.441</b>	<b>(0,9)</b>	<b>16.256</b>	<b>16.088</b>	<b>(1,0)</b>
<b>FIXED NETWORK CORE BUSINESS</b>		<b>2.379</b>	<b>2.419</b>	<b>9.575</b>	<b>2.371</b>	<b>2.374</b>	<b>2.373</b>	<b>(0,3)</b>	<b>7.156</b>	<b>7.117</b>	<b>(0,5)</b>
of which Fixed Revenues		1.733	1.724	6.958	1.786	1.773	1.754	1,2	5.234	5.312	1,5
Voice only revenues		402	388	1.620	373	355	336	(16,4)	1.232	1.063	(13,7)
Broadband revenues	1,3	978	979	3.938	1.049	1.049	1.045	6,9	2.959	3.143	6,2
TV revenues	1,3	353	357	1.400	364	369	373	5,7	1.043	1.106	6,0
of which Variable Revenues		186	179	755	176	158	160	(14,0)	576	494	(14,2)
of which Revenues from devices (fixed line)		132	129	519	141	141	141	6,8	390	422	8,2
thereof revenues from sale of devices and accessories (Fixed line)		31	25	120	33	31	29	(6,5)	95	94	(1,1)
<b>MOBILE COMMUNICATIONS</b>		<b>2.053</b>	<b>2.168</b>	<b>8.142</b>	<b>1.902</b>	<b>1.915</b>	<b>2.019</b>	<b>(1,7)</b>	<b>5.974</b>	<b>5.836</b>	<b>(2,3)</b>
of which Service Revenues		1.713	1.695	6.713	1.480	1.515	1.561	(8,9)	5.018	4.556	(9,2)
Service Revenues EXCL. IFRS 15					1.687	1.718	1.766	n.a.		5.172	n.a.
<b>WHOLESALE SERVICES FIXED NETWORK</b>		<b>874</b>	<b>878</b>	<b>3.451</b>	<b>862</b>	<b>859</b>	<b>864</b>	<b>(1,1)</b>	<b>2.574</b>	<b>2.585</b>	<b>0,4</b>
of which access full ULL		214	204	871	192	180	169	(21,0)	667	541	(18,9)
of which wholesale broadband access lines		289	295	1.107	328	340	351	21,5	813	1.019	25,3
<b>VALUE-ADDED SERVICES</b>		<b>47</b>	<b>48</b>	<b>192</b>	<b>46</b>	<b>43</b>	<b>43</b>	<b>(8,5)</b>	<b>144</b>	<b>132</b>	<b>(8,3)</b>
<b>OTHERS</b>		<b>136</b>	<b>163</b>	<b>571</b>	<b>145</b>	<b>131</b>	<b>142</b>	<b>4,4</b>	<b>408</b>	<b>418</b>	<b>2,5</b>

### REVENUE SPLIT - SEGMENTS

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>GERMANY</b>		<b>5.488</b>	<b>5.676</b>	<b>21.931</b>	<b>5.325</b>	<b>5.322</b>	<b>5.441</b>	<b>(0,9)</b>	<b>16.256</b>	<b>16.088</b>	<b>(1,0)</b>
Consumer		2.964	3.038	11.797	2.813	2.820	2.923	(1,4)	8.759	8.556	(2,3)
Business customers	2	1.486	1.587	6.017	1.491	1.492	1.500	0,9	4.430	4.483	1,2
Wholesale		947	945	3.747	932	926	930	(1,8)	2.802	2.789	(0,5)
Others	2	91	106	370	90	84	88	(3,3)	<b>265</b>	260	(1,9)

1 Due to new products by business we see a change in the revenues of about +48 Mio.€, YTD September +143 Mio.€

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

3 Retroactiv change by Q1/17 of Broadband Revenue Definition: Adjustment of broadband centric options and sales reductions

# GERMANY

## Magenta Mobil

Magenta Mobil PLANS IN €	XS	S	M	L	XL
Monthly charge (without handset)	19.95	36.95	46.95	56.95	79.95
Monthly charge (with entry level handset)	24.95	41.95	—	—	—
Monthly charge (with handset)	29.95	46.95	56.95	66.95	—
Monthly charge (with top handset)	39.95	56.95	66.95	76.95	99.95
Monthly charge (with premium handset)	—	—	76.95	86.95	109.95
Voice and SMS <sup>1</sup>	flat	flat	flat	flat	flat
Data	flat	flat	flat	flat	flat
- Data Speed (download)	max	max	max	max	max
- Data Speed (upload)	max	max	max	max	max
- Data Volume until speed step down	750 MB	2.5 GB	5 GB	10 GB	unlimited
- Data Network	3G/LTE	3G/LTE	3G/LTE	3G/LTE	3G/LTE
Streaming	—	—	StreamOn Music	StreamOn Music & Video	n.r.
VoIP	free	free	free	free	free
Tethering	free	free	free	free	free
MMS all net	0.39	0.39	0.39	0.39	0.39
International Calls (minutes)	—	—	—	—	—
International SMS (pieces)	—	—	—	—	—
HotSpot Flatrate	free	free	free	free	free
MultiSim	—	—	—	—	—
Roaming Voice, SMS and Data	free (EU)	free (EU)	free (EU)	free (EU)	23 GB (EU)
Fixed line number	—	—	—	—	—
Activation fee	39.95	39.95	39.95	39.95	39.95
Duration of contract	24 months	24 months	24 months	24 months	24 months

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

# GERMANY

## Magenta Mobil Premium

Premium PLANS IN €	XL PREMIUM
Monthly charge (with top handset)	199.95
handset upgrade period	12 months
Voice and SMS <sup>1</sup>	flat
Data	flat
- Data Speed (download)	max
- Data Speed (upload)	max
- Data Volume until speed step down	flat
- Data Network	3G/LTE
Streaming	n.r.
VoIP	free
Tethering	free
MMS all net	0.39
International Calls (minutes)	flat <sup>3</sup>
International SMS (pieces)	flat <sup>3</sup>
HotSpot Flatrate	free
MultiSim	free <sup>2</sup>
Roaming Voice, SMS and Data	free (EU Plus <sup>3</sup> )
Fixed line number	free
Activation fee	39.95
Duration of contract	24 months

1 voice and sms within all german networks (mobile and fixed network).  
2 up to two MultiSIM bookable  
3 EU, Switzerland, US, Canada, Turkey

# GERMANY

## Mobile Options

StreamOn	StreamOn Music	StreamOn Music & Video	MagentaEINS StreamOn Music & Video Max	StreamOn Gaming
Monthly charge	0	0	0	2.95
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	Online gaming 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	Starting with MagentaMobil S/Family Card S
<b>INTERNATIONAL OPTIONS IN €</b>		<b>INTERNATIONAL 50, 100 or 400</b>		<b>INTERNATIONAL SMS 100</b>
Monthly charge	4.95, 9.95 or 29.95			9.95
Description	50, 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 <sup>1</sup> /9.90	4.95		
Description	one/two MultiSIM bookable.	Data Full Flat for 24h		

<sup>1</sup> 29.95 for MagentaMobil XL

# GERMANY

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

<b>DOUBLE PLAY VIA WIRELESS</b> <sup>1</sup> in €	<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	€3.94 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 XL <sup>1</sup>	ZUHAUSE XXL <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>	54.95 <sup>2</sup>	69.95 <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	250 Mbit/s bandwidth <sup>5</sup> flat rate Internet usage all net flat rate voice usage	500 Mbit/s bandwidth <sup>5</sup> flat rate Internet usage all net flat rate voice usage	1.000 Mbit/s bandwidth flat rate Internet usage all net flat rate voice usage
<b>ENTERTAIN</b>							
MagentaTV	–			10.00 <sup>3,4</sup>			–
MagentaTV Sat	–			10.00 <sup>3,4</sup>			–
MagentaTV Plus	–			15.00 <sup>3,4</sup>			incl.
MagentaTV Sat Plus	–			15.00 <sup>3,4</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			incl.	
<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/-€35.00/-€50.00 for the first 6 months (ZUHAUSE S/M/L/XL/XXL)

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

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

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>			
MagentaTV		10.00 <sup>4,5</sup>	
MagentaTV Sat		10.00 <sup>4,5</sup>	
MagentaTV Plus		15.00 <sup>4,5</sup>	
MagentaTV Sat 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		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 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) / -€5.00 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, 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.



# 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	27.11 <sup>2</sup>		25.03 <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, 2018.

3 Depending on complexity -valid to Sep. 30, 2020.

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.

# NOTES

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### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>8.466</b>	<b>9.052</b>	<b>35.736</b>	<b>8.455</b>	<b>8.821</b>	<b>9.227</b>	<b>9,0</b>	<b>26.684</b>	<b>26.504</b>	<b>(0,7)</b>
<b>NET REVENUE</b>		<b>8.466</b>	<b>9.052</b>	<b>35.736</b>	<b>8.455</b>	<b>8.821</b>	<b>9.227</b>	<b>9,0</b>	<b>26.684</b>	<b>26.504</b>	<b>(0,7)</b>
<b>EBITDA</b>	1	<b>2.288</b>	<b>2.003</b>	<b>9.316</b>	<b>2.332</b>	<b>2.553</b>	<b>2.665</b>	<b>16,5</b>	<b>7.313</b>	<b>7.551</b>	<b>3,3</b>
EBITDA margin (EBITDA / total revenues)	%	27,0	22,1	26,1	27,6	28,9	28,9	1,9p	27,4	28,5	1,1p
Depreciation, amortization and impairment losses		(1.130)	(1.194)	(5.019)	(1.223)	(1.321)	(1.358)	(20,2)	(3.825)	(3.901)	(2,0)
Profit (loss) from operations = EBIT		1.157	809	4.297	1.109	1.232	1.308	13,1	3.488	3.649	4,6
<b>CASH CAPEX</b>	2	<b>1.223</b>	<b>774</b>	<b>4.624</b>	<b>1.084</b>	<b>1.280</b>	<b>1.088</b>	<b>(11,0)</b>	<b>3.850</b>	<b>3.451</b>	<b>(10,4)</b>

### FINANCIALS (AS REPORTED)

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>8.466</b>	<b>9.052</b>	<b>35.736</b>	<b>8.455</b>	<b>8.821</b>	<b>9.227</b>	<b>9,0</b>	<b>26.684</b>	<b>26.504</b>	<b>(0,7)</b>
<b>NET REVENUE</b>		<b>8.466</b>	<b>9.052</b>	<b>35.736</b>	<b>8.455</b>	<b>8.821</b>	<b>9.227</b>	<b>9,0</b>	<b>26.684</b>	<b>26.504</b>	<b>(0,7)</b>
<b>EBITDA</b>		<b>3.934</b>	<b>1.989</b>	<b>10.949</b>	<b>2.360</b>	<b>2.522</b>	<b>2.610</b>	<b>(33,7)</b>	<b>8.960</b>	<b>7.492</b>	<b>(16,4)</b>
EBITDA margin (EBITDA / total revenue)	%	46,5	22,0	30,6	27,9	28,6	28,3	(18,2p)	33,6	28,4	-5,2
Depreciation, amortization and impairment losses		(1.130)	(1.194)	(5.019)	(1.223)	(1.321)	(1.358)	(20,2)	(3.825)	(3.901)	-2,0
Profit (loss) from operations = EBIT		2.804	795	5.930	1.137	1.201	1.252	(55,3)	5.135	3.591	(30,1)
<b>CASH CAPEX</b>		<b>1.243</b>	<b>784</b>	<b>11.932</b>	<b>1.143</b>	<b>1.353</b>	<b>1.157</b>	<b>(6,9)</b>	<b>11.148</b>	<b>3.652</b>	<b>(67,2)</b>

1 Excluding special factors affecting EBITDA of EUR 1,647mn (mainly related to reversal of impairment) in Q3/17, EUR (14mn) in Q4/17, EUR 28mn in Q1/18, EUR (32mn) in Q2/18 and EUR (55mn) in Q3/18.

2 Adjusted by excluding spectrum purchases of EUR 18mn in Q3/17, EUR 10mn in Q4/17, EUR 59mn in Q1/18, EUR 74mn in Q2/18 and EUR 70mn in Q3/18.

## UNITED STATES

### EBITDA RECONCILIATION

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>8.466</b>	<b>9.052</b>	<b>35.736</b>	<b>8.455</b>	<b>8.821</b>	<b>9.227</b>	<b>9,0</b>	<b>26.684</b>	<b>26.504</b>	<b>(0,7)</b>
Profit (loss) from operations = EBIT		2.804	795	5.930	1.137	1.201	1.252	(55,3)	5.135	3.591	(30,1)
- Depreciation, amortization and impairment losses		(1.130)	(1.194)	(5.019)	(1.223)	(1.321)	(1.358)	(20,2)	(3.825)	(3.901)	(2,0)
<b>= EBITDA</b>		<b>3.934</b>	<b>1.989</b>	<b>10.949</b>	<b>2.360</b>	<b>2.522</b>	<b>2.610</b>	<b>(33,7)</b>	<b>8.960</b>	<b>7.492</b>	<b>(16,4)</b>
EBITDA margin	%	46,5	22,0	30,6	27,9	28,6	28,3	(18,2p)	33,6	28,3	(5,3p)
- Special factors affecting EBITDA		1.647	(14)	1.633	28	(32)	(55)	n.a.	1.647	(59)	n.a.
<b>= EBITDA ADJUSTED FOR SPECIAL FACTORS</b>	1	<b>2.288</b>	<b>2.003</b>	<b>9.316</b>	<b>2.332</b>	<b>2.553</b>	<b>2.665</b>	<b>16,5</b>	<b>7.313</b>	<b>7.551</b>	<b>3,3</b>
EBITDA margin (adjusted for special factors)	%	27,0	22,1	26,1	27,6	28,9	28,9	1,9p	27,4	28,5	1,1p

### SPECIAL FACTORS

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €
<b>EFFECTS ON EBITDA</b>		<b>1.647</b>	<b>(14)</b>	<b>1.633</b>	<b>28</b>	<b>(32)</b>	<b>(55)</b>	<b>1.647</b>	<b>(59)</b>
- of which personnel		0	(2)	(7)	2	2	6	(5)	10
- of which other		1.647	(12)	1.640	(30)	30	49	1.652	49
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>1.647</b>	<b>(14)</b>	<b>1.633</b>	<b>28</b>	<b>(32)</b>	<b>(55)</b>	<b>1.647</b>	<b>(59)</b>
- of which personnel		0	(2)	(7)	2	2	6	(5)	10
- of which other		1.647	(12)	1.640	(30)	30	49	1.652	49

1 Excluding special factors affecting EBITDA of EUR 1,647mn (mainly related to reversal of impairment) in Q3/17, EUR (14mn) in Q4/17, EUR 28 mn in Q1/18, EUR (32mn) in Q2/18 and EUR (55mn) in Q3/18.

# UNITED STATES<sup>4</sup>

## OPERATIONAL

	Note	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Change %	Q1 - Q3 2017	Q1 - Q3 2018	Change %
<b>CUSTOMERS (END OF PERIOD)</b>	('000)	<b>70.731</b>	<b>72.585</b>	<b>72.585</b>	<b>74.040</b>	<b>75.619</b>	<b>77.249</b>	<b>9,2</b>	<b>70.731</b>	<b>77.249</b>	<b>9,2</b>
Branded postpaid	4	36.975	38.047	38.047	39.065	40.082	41.161	11,3	36.975	41.161	11,3
Branded prepay	4	20.519	20.668	20.668	20.876	20.967	21.002	2,4	20.519	21.002	2,4
<b>- BRANDED</b>	('000)	<b>57.494</b>	<b>58.715</b>	<b>58.715</b>	<b>59.941</b>	<b>61.049</b>	<b>62.163</b>	<b>8,1</b>	<b>57.494</b>	<b>62.163</b>	<b>8,1</b>
<b>- WHOLESALE</b>	('000)	<b>13.237</b>	<b>13.870</b>	<b>13.870</b>	<b>14.099</b>	<b>14.570</b>	<b>15.086</b>	<b>14,0</b>	<b>13.237</b>	<b>15.086</b>	<b>14,0</b>
<b>NET ADDS</b>	('000)	<b>1.329</b>	<b>1.854</b>	<b>5.658</b>	<b>1.433</b>	<b>1.579</b>	<b>1.630</b>	<b>22,6</b>	<b>3.804</b>	<b>4.642</b>	<b>22,0</b>
Branded postpaid	('000)	817	1.072	3.620	1.005	1.017	1.079	32,1	2.548	3.101	21,7
Branded prepay	('000)	226	149	855	199	91	35	(84,5)	706	325	(54,0)
<b>- BRANDED</b>	('000)	<b>1.043</b>	<b>1.221</b>	<b>4.475</b>	<b>1.204</b>	<b>1.108</b>	<b>1.114</b>	<b>6,8</b>	<b>3.254</b>	<b>3.426</b>	<b>5,3</b>
<b>- WHOLESALE</b>	('000)	<b>286</b>	<b>633</b>	<b>1.183</b>	<b>229</b>	<b>471</b>	<b>516</b>	<b>80,4</b>	<b>550</b>	<b>1.216</b>	<b>n.a.</b>
<b>AVERAGE MONTHLY CHURN</b>											
- Branded postpaid	(%)	1,4	1,4	1,4	1,3	1,1	1,2	(0,2p)	1,4	1,2	(0,2p)
- Branded prepay	(%)	4,3	4,0	4,0	3,9	3,8	4,1	(0,2p)	4,1	4,0	(0,1p)
<b>TOTAL REVENUES</b>	(€ million)	<b>8.466</b>	<b>9.052</b>	<b>35.736</b>	<b>8.455</b>	<b>8.821</b>	<b>9.227</b>	<b>9,0</b>	<b>26.684</b>	<b>26.504</b>	<b>(0,7)</b>
Service revenue	(€ million)	6.336	6.426	26.210	6.226	6.523	6.776	6,9	19.784	19.524	(1,3)
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>2.288</b>	<b>2.003</b>	<b>9.316</b>	<b>2.332</b>	<b>2.553</b>	<b>2.665</b>	<b>16,5</b>	<b>7.313</b>	<b>7.551</b>	<b>3,3</b>
EBITDA margin (adjusted for special factors)											
(EBITDA / total revenue)	(%)	27,0	22,1	26,1	27,6	28,9	28,9	1,9p	27,4	28,5	1,1p
EBITDA margin (adjusted for special factors)											
(EBITDA / service revenue)	(%)	36,1	31,2	35,5	37,5	39,1	39,3	3,2p	37,0	38,7	1,7p
<b>ARPU</b>											
- Branded postpaid	(€)	37	37	39	35	36	36	(2,7)	40	36	(10,0)
- Branded prepay	(€)	33	32	34	31	31	32	(3,0)	34	31	(8,8)
<b>CASH CAPEX</b>	(€ million)	<b>1.243</b>	<b>784</b>	<b>11.932</b>	<b>1.143</b>	<b>1.353</b>	<b>1.158</b>	<b>(6,8)</b>	<b>11.148</b>	<b>3.653</b>	<b>(67,2)</b>
<b>CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>1.225</b>	<b>774</b>	<b>4.624</b>	<b>1.084</b>	<b>1.280</b>	<b>1.094</b>	<b>(10,7)</b>	<b>3.850</b>	<b>3.457</b>	<b>(10,2)</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 1,647mn (mainly related to reversal of impairment) in Q3/17, EUR (14mn) in Q4/17, EUR 28 mn in Q1/18, EUR (32mn) in Q2/18 and EUR (55mn) in Q3/18.

3 Adjusted by excluding spectrum purchases of EUR 18mn in Q3/17, EUR 10mn in Q4/17, EUR 59 mn in Q1/18, EUR 74mn in Q2/18 and EUR 70 mn in Q3/18.

4 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	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Change %	Q1 - Q3 2017	Q1 - Q3 2018	Change %
<b>CUSTOMERS (END OF PERIOD)</b>	('000)	<b>70.731</b>	<b>72.585</b>	<b>72.585</b>	<b>74.040</b>	<b>75.619</b>	<b>77.249</b>	<b>9,2</b>	<b>70.731</b>	<b>77.249</b>	<b>9,2</b>
- Branded postpaid	('000) 4	36.975	38.047	38.047	39.065	40.082	41.161	11,3	36.975	41.161	11,3
- Branded prepay	('000) 4	20.519	20.668	20.668	20.876	20.967	21.002	2,4	20.519	21.002	2,4
<b>- BRANDED</b>	('000) 4	<b>57.494</b>	<b>58.715</b>	<b>58.715</b>	<b>59.941</b>	<b>61.049</b>	<b>62.163</b>	<b>8,1</b>	<b>57.494</b>	<b>62.163</b>	<b>8,1</b>
<b>- WHOLESALE</b>	('000) 4	<b>13.237</b>	<b>13.870</b>	<b>13.870</b>	<b>14.099</b>	<b>14.570</b>	<b>15.086</b>	<b>14,0</b>	<b>13.237</b>	<b>15.086</b>	<b>14,0</b>
<b>NET ADDS</b>	('000)	<b>1.329</b>	<b>1.854</b>	<b>5.658</b>	<b>1.433</b>	<b>1.579</b>	<b>1.630</b>	<b>22,6</b>	<b>3.804</b>	<b>4.642</b>	<b>22,0</b>
- Branded postpaid	('000)	817	1.072	3.620	1.005	1.017	1.079	32,1	2.548	3.101	21,7
- Branded prepay	('000)	226	149	855	199	91	35	(84,5)	706	325	(54,0)
<b>- BRANDED</b>	('000)	<b>1.043</b>	<b>1.221</b>	<b>4.475</b>	<b>1.204</b>	<b>1.108</b>	<b>1.114</b>	<b>6,8</b>	<b>3.254</b>	<b>3.426</b>	<b>5,3</b>
<b>- WHOLESALE</b>	('000)	<b>286</b>	<b>633</b>	<b>1.183</b>	<b>229</b>	<b>471</b>	<b>516</b>	<b>80,4</b>	<b>550</b>	<b>1.216</b>	<b>n.a.</b>
<b>AVERAGE MONTHLY CHURN</b>											
- Branded postpaid	(%)	1,4	1,4	1,4	1,3	1,1	1,2	(0,2p)	1,4	1,2	(0,2p)
- Branded prepay	(%)	4,3	4,0	4,0	3,9	3,8	4,1	(0,2p)	4,1	4,0	(0,1p)
<b>TOTAL REVENUES</b>	(USD million)	<b>9.939</b>	<b>10.664</b>	<b>40.316</b>	<b>10.394</b>	<b>10.510</b>	<b>10.730</b>	<b>8,0</b>	<b>29.653</b>	<b>31.634</b>	<b>6,7</b>
Service revenue	(USD million) 1	7.439	7.570	29.558	7.653	7.773	7.879	5,9	21.989	23.305	6,0
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million) 2	<b>2.680</b>	<b>2.360</b>	<b>10.479</b>	<b>2.866</b>	<b>3.046</b>	<b>3.100</b>	<b>15,7</b>	<b>8.119</b>	<b>9.012</b>	<b>11,0</b>
EBITDA margin (adjusted for special factors)	(%)	27,0	22,1	26,0	27,6	29,0	28,9	1,9p	27,4	28,5	1,1p
EBITDA margin (adjusted for special factors)	(%)	36,0	31,2	35,5	37,4	39,2	39,3	3,3p	36,9	38,7	1,8p
<b>BLENDED ARPU</b>											
- Branded postpaid	(USD)	44	43	44	43	43	42	(4,5)	44	43	(2,3)
- Branded prepay	(USD)	38	38	38	38	37	37	(2,6)	38	37	(2,6)
<b>CASH CAPEX</b>	(USD million)	<b>1.452</b>	<b>923</b>	<b>13.243</b>	<b>1.403</b>	<b>1.627</b>	<b>1.347</b>	<b>(7,2)</b>	<b>12.320</b>	<b>4.377</b>	<b>(64,5)</b>
<b>CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million) 3	<b>1.429</b>	<b>913</b>	<b>5.170</b>	<b>1.330</b>	<b>1.540</b>	<b>1.265</b>	<b>(11,5)</b>	<b>4.257</b>	<b>4.136</b>	<b>(2,8)</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 1,945mn (mainly related to reversal of impairment) in Q3/17, USD (16mn) in Q4/17, USD 34 mn in Q1/18, USD (39)mn in Q2/18 and USD (64) mn in Q3/18.

3 Adjusted by excluding spectrum purchases of USD 22mn in Q3/17, USD 11mn in Q4/17, USD 73mn in Q1/18, USD 87mn in Q2/18 and USD 81mn in Q3/18.

4 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>

**NOTES**

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## EUROPE

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.945</b>	<b>3.002</b>	<b>11.589</b>	<b>2.811</b>	<b>2.896</b>	<b>3.045</b>	<b>3,4</b>	<b>8.587</b>	<b>8.752</b>	<b>1,9</b>
<b>NET REVENUE</b>		<b>2.848</b>	<b>2.903</b>	<b>11.218</b>	<b>2.727</b>	<b>2.811</b>	<b>2.952</b>	<b>3,7</b>	<b>8.316</b>	<b>8.490</b>	<b>2,1</b>
<b>EBITDA</b>	1	<b>1.007</b>	<b>906</b>	<b>3.749</b>	<b>911</b>	<b>953</b>	<b>1.062</b>	<b>5,5</b>	<b>2.843</b>	<b>2.926</b>	<b>2,9</b>
EBITDA margin (EBITDA / total revenue)	%	34,2	30,2	32,3	32,4	32,9	34,9	0,7p	33,1	33,4	0,3p
Depreciation, amortization and impairment losses	4	(558)	(624)	(2.292)	(559)	(550)	(616)	(10,4)	(1.668)	(1.726)	(3,5)
Profit (loss) from operations = EBIT	2	449	282	1.457	352	403	446	(0,7)	1.175	1.200	2,1
<b>CASH CAPEX</b>	3	<b>395</b>	<b>517</b>	<b>1.787</b>	<b>434</b>	<b>398</b>	<b>416</b>	<b>5,3</b>	<b>1.271</b>	<b>1.248</b>	<b>(1,8)</b>

### FINANCIALS (AS REPORTED)

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.945</b>	<b>3.002</b>	<b>11.589</b>	<b>2.811</b>	<b>2.896</b>	<b>3.045</b>	<b>3,4</b>	<b>8.587</b>	<b>8.752</b>	<b>1,9</b>
<b>NET REVENUE</b>		<b>2.848</b>	<b>2.903</b>	<b>11.218</b>	<b>2.727</b>	<b>2.811</b>	<b>2.952</b>	<b>3,7</b>	<b>8.316</b>	<b>8.490</b>	<b>2,1</b>
<b>EBITDA</b>		<b>959</b>	<b>870</b>	<b>3.619</b>	<b>905</b>	<b>907</b>	<b>1.041</b>	<b>8,6</b>	<b>2.749</b>	<b>2.853</b>	<b>3,8</b>
EBITDA margin (EBITDA / total revenue)	%	32,6	29,0	31,2	32,2	31,3	34,2	1,6p	32,0	32,6	0,6p
Depreciation, amortization and impairment losses		(558)	(1.489)	(3.157)	(559)	(550)	(616)	(10,4)	(1.668)	(1.726)	(3,5)
Profit (loss) from operations = EBIT		400	(620)	462	345	357	425	6,3	1.081	1.127	4,3
<b>CASH CAPEX</b>		<b>395</b>	<b>601</b>	<b>1.874</b>	<b>438</b>	<b>398</b>	<b>417</b>	<b>5,6</b>	<b>1.273</b>	<b>1.253</b>	<b>(1,6)</b>

1 Special factors affecting EBITDA: EUR 49mn in Q3/17, EUR 36mn in Q4/17, EUR 7mn in Q1/18, EUR 46mn in Q2/18, and EUR 21mn in Q3/18.

2 Special factors affecting EBIT: EUR 49mn in Q3/17 (thereof EUR 49mn resulting from EBITDA), EUR 902mn in Q4/17 (thereof EUR 36mn resulting from EBITDA), EUR 7mn in Q1/18 (thereof EUR 7mn resulting from EBITDA), EUR 46mn in Q2/18 (thereof EUR 46mn resulting from EBITDA), and EUR 21mn in Q3/18 (thereof EUR 21mn resulting from EBITDA).

3 EUR 84mn in Greece in Q4/17, EUR 3mn in Albania in Q1/18, EUR 1mn in Austria in Q1/18, and EUR 1mn in Hungary in Q3/18.

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

## EUROPE

### EBITDA RECONCILIATION

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.945</b>	<b>3.002</b>	<b>11.589</b>	<b>2.811</b>	<b>2.896</b>	<b>3.045</b>	<b>3,4</b>	<b>8.587</b>	<b>8.752</b>	<b>1,9</b>
<b>TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>2.945</b>	<b>3.002</b>	<b>11.589</b>	<b>2.811</b>	<b>2.896</b>	<b>3.045</b>	<b>3,4</b>	<b>8.587</b>	<b>8.752</b>	<b>1,9</b>
Profit (loss) from operations = EBIT		400	(620)	462	345	357	425	6,3	1.081	1.127	4,3
- Depreciation, amortization and impairment losses		(558)	(1.489)	(3.157)	(559)	(550)	(616)	(10,4)	(1.668)	(1.726)	(3,5)
<b>= EBITDA</b>		<b>959</b>	<b>870</b>	<b>3.619</b>	<b>905</b>	<b>907</b>	<b>1.041</b>	<b>8,6</b>	<b>2.749</b>	<b>2.853</b>	<b>3,8</b>
EBITDA margin	%	32,6	29,0	31,2	32,2	31,3	34,2	1,6p	32,0	32,6	0,6p
- Special factors affecting EBITDA		(49)	(36)	(130)	(7)	(46)	(21)	57,1	(94)	(73)	22,3
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>1.007</b>	<b>906</b>	<b>3.749</b>	<b>911</b>	<b>953</b>	<b>1.062</b>	<b>5,5</b>	<b>2.843</b>	<b>2.926</b>	<b>2,9</b>
EBITDA margin (adjusted for special factors)	%	34,2	30,2	32,3	32,4	32,9	34,9	<b>0,7p</b>	33,1	33,4	<b>0,3p</b>

## SPECIAL FACTORS

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(49)</b>	<b>(36)</b>	<b>(130)</b>	<b>(7)</b>	<b>(46)</b>	<b>(21)</b>	<b>57,1</b>	<b>(94)</b>	<b>(73)</b>	<b>22,3</b>
- of which personnel		(38)	(30)	(92)	(5)	(43)	(12)	68,4	(62)	(60)	3,2
- of which other		(10)	(6)	(37)	(1)	(3)	(9)	10,0	(31)	(13)	58,1
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(49)</b>	<b>(902)</b>	<b>(995)</b>	<b>(7)</b>	<b>(46)</b>	<b>(21)</b>	<b>57,1</b>	<b>(94)</b>	<b>(73)</b>	<b>22,3</b>
- of which personnel		(38)	(30)	(92)	(5)	(43)	(12)	68,4	(62)	(60)	3,2
- of which other		(10)	(871)	(902)	(1)	(3)	(9)	10,0	(31)	(13)	58,1

## GREECE

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

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>740</b>	<b>723</b>	<b>2.846</b>	<b>686</b>	<b>711</b>	<b>754</b>	<b>1,9</b>	<b>2.123</b>	<b>2.151</b>	<b>1,3</b>
<b>PRODUCT VIEW</b>		<b>740</b>	<b>723</b>	<b>2.846</b>	<b>686</b>	<b>711</b>	<b>754</b>	<b>1,9</b>	<b>2.123</b>	<b>2.151</b>	<b>1,3</b>
- Fixed network		445	443	1.769	438	439	456	2,5	1.326	1.333	0,5
- Mobile communications		294	280	1.077	248	272	298	1,4	797	818	2,6
<b>SEGMENT VIEW</b>		<b>740</b>	<b>723</b>	<b>2.846</b>	<b>686</b>	<b>711</b>	<b>754</b>	<b>1,9</b>	<b>2.123</b>	<b>2.151</b>	<b>1,3</b>
- of which Consumer		414	408	1.609	393	410	417	0,7	1.201	1.220	1,6
- of which Business		138	149	560	132	142	139	0,7	411	413	0,5
<b>EBITDA</b>	<b>1</b>	<b>303</b>	<b>293</b>	<b>1.135</b>	<b>280</b>	<b>279</b>	<b>321</b>	<b>5,9</b>	<b>842</b>	<b>880</b>	<b>4,5</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>40,9</b>	<b>40,5</b>	<b>39,9</b>	<b>40,8</b>	<b>39,2</b>	<b>42,6</b>	<b>1,7p</b>	<b>39,7</b>	<b>40,9</b>	<b>1,2p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>113</b>	<b>241</b>	<b>580</b>	<b>84</b>	<b>113</b>	<b>97</b>	<b>(14,2)</b>	<b>339</b>	<b>294</b>	<b>(13,3)</b>

1 Special factors affecting EBITDA: EUR 26mn in Q3/17, EUR -8mn in Q4/17, EUR 36mn in Q2/18 and EUR 4mn in Q3/18.

2 As of January 1, 2018, fixed and mobile revenues are shown without internal revenues now. Figures of the previous periods were adjusted.

# GREECE

## OPERATIONALS

	Note	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Change %	Q1 - Q3 2017	Q1 - Q3 2018	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	2.536	2.547	2.547	2.551	2.552	2.547	0,4	2.536	2.547	0,4
- IP Access Lines	('000)	1.046	1.156	1.156	1.301	1.496	1.680	60,6	1.046	1.680	60,6
Broadband Customers Retail	('000) 1	1.713	1.757	1.757	1.800	1.830	1.855	8,3	1.713	1.855	8,3
TV Customers (IPTV, SAT, Cable)	('000)	515	523	523	526	523	531	3,1	515	531	3,1
ULLs/Wholesale PSTN Access Lines	('000)	2.111	2.117	2.117	2.127	2.134	2.131	0,9	2.111	2.131	0,9
Wholesale Broadband Access Lines	('000)	76	86	86	96	106	118	55,3	76	118	55,3
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€)	260	236	942	213	234	257	(1,2)	717	704	(1,8)
Service revenue EXCL. IFRS 15	(€)				219	241	264	n.a.		724	n.a.
<b>CUSTOMERS</b>	<b>('000)</b>	<b>7.867</b>	<b>7.981</b>	<b>7.981</b>	<b>8.053</b>	<b>8.163</b>	<b>8.123</b>	<b>3,3</b>	<b>7.867</b>	<b>8.123</b>	<b>3,3</b>
- contract	('000)	2.222	2.231	2.231	2.241	2.255	2.256	1,5	2.222	2.256	1,5
- prepaid	('000)	5.645	5.750	5.750	5.813	5.907	5.866	3,9	5.645	5.866	3,9
<b>NET ADDS</b>	<b>('000)</b>	<b>130</b>	<b>114</b>	<b>256</b>	<b>72</b>	<b>109</b>	<b>(40)</b>	<b>n.a.</b>	<b>142</b>	<b>141</b>	<b>(0,7)</b>
- contract	('000)	(2)	9	13	9	15	1	n.a.	4	25	n.a.
- prepaid	('000)	132	105	243	63	95	(41)	n.a.	138	116	(15,9)
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>2,0</b>	<b>2,2</b>	<b>2,0</b>	<b>1,9</b>	<b>1,9</b>	<b>1,8</b>	<b>(0,2p)</b>	<b>2,0</b>	<b>1,9</b>	<b>(0,1p)</b>
- contract	(%)	1,4	1,3	1,3	1,3	1,1	1,3	(0,1p)	1,3	1,2	(0,1p)
<b>ARPU</b>	<b>€</b>	<b>11</b>	<b>10</b>	<b>10</b>	<b>9</b>	<b>10</b>	<b>11</b>	<b>0,0</b>	<b>10</b>	<b>10</b>	<b>0,0</b>
- contract	€	28	25	26	22	24	27	(3,6)	26	24	(7,7)
- prepaid	€	4	4	4	4	4	4	0,0	4	4	0,0
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>280</b>	<b>273</b>	<b>273</b>	<b>258</b>	<b>278</b>	<b>281</b>	<b>0,4</b>	<b>273</b>	<b>272</b>	<b>(0,4)</b>
- contract	(min)	443	434	435	412	426	443	0,0	435	427	(1,8)

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

# ROMANIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>240</b>	<b>266</b>	<b>972</b>	<b>226</b>	<b>238</b>	<b>227</b>	<b>(5,4)</b>	<b>706</b>	<b>691</b>	<b>(2,1)</b>
<b>PRODUCT VIEW</b>		<b>240</b>	<b>266</b>	<b>972</b>	<b>226</b>	<b>238</b>	<b>227</b>	<b>(5,4)</b>	<b>706</b>	<b>691</b>	<b>(2,1)</b>
- Fixed network		131	138	528	112	122	115	(12,2)	391	349	(10,7)
- Mobile communications		109	128	444	114	116	112	2,8	315	342	8,6
<b>SEGMENT VIEW</b>		<b>240</b>	<b>266</b>	<b>972</b>	<b>226</b>	<b>238</b>	<b>227</b>	<b>(5,4)</b>	<b>706</b>	<b>691</b>	<b>(2,1)</b>
- of which Consumer		141	156	588	146	142	136	(3,5)	431	424	(1,6)
- of which Business		50	67	213	48	60	53	6,0	146	161	10,3
<b>EBITDA</b>	1	<b>43</b>	<b>47</b>	<b>166</b>	<b>33</b>	<b>37</b>	<b>41</b>	<b>(4,7)</b>	<b>119</b>	<b>112</b>	<b>(5,9)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>17,9</b>	<b>17,7</b>	<b>17,1</b>	<b>14,6</b>	<b>15,5</b>	<b>18,2</b>	<b>0,3p</b>	<b>16,9</b>	<b>16,2</b>	<b>(0,7p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>37</b>	<b>40</b>	<b>162</b>	<b>39</b>	<b>32</b>	<b>38</b>	<b>2,7</b>	<b>122</b>	<b>109</b>	<b>(10,7)</b>

1 Special factors affecting EBITDA: EBITDA: EUR 5mn in Q3/17, EUR 6mn in Q4/17, EUR 1mn in Q2/18 and EUR 2mn in Q3/18.

# ROMANIA

## OPERATIONALS

	Note	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Change %	Q1 - Q3 2017	Q1 - Q3 2018	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	1.894	1.865	1.865	1.823	1.803	1.772	(6,4)	1.894	1.772	(6,4)
- IP Access lines	('000)	597	630	630	682	745	775	29,8	597	775	29,8
Broadband Customers Retail	('000) 1	1.139	1.134	1.134	1.124	1.117	1.108	(2,7)	1.139	1.108	(2,7)
TV Customers (IPTV, SAT, Cable)	('000)	1.473	1.470	1.470	1.464	1.463	1.454	(1,3)	1.473	1.454	(1,3)
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€)	86	92	336	82	82	82	(4,7)	243	247	1,6
Service revenue EXCL. IFRS 15	(€)				84	84	84	n.a.		252	n.a.
<b>CUSTOMERS</b>	<b>('000)</b>	<b>5.231</b>	<b>5.258</b>	<b>5.258</b>	<b>5.236</b>	<b>5.282</b>	<b>5.302</b>	<b>1,4</b>	<b>5.231</b>	<b>5.302</b>	<b>1,4</b>
- contract	('000)	2.097	2.148	2.148	2.188	2.259	2.312	10,3	2.097	2.312	10,3
- prepaid	('000)	3.133	3.109	3.109	3.048	3.023	2.990	(4,6)	3.133	2.990	(4,6)
<b>NET ADDS</b>	<b>('000)</b>	<b>(48)</b>	<b>27</b>	<b>(464)</b>	<b>(22)</b>	<b>46</b>	<b>20</b>	<b>n.a.</b>	<b>(491)</b>	<b>45</b>	<b>n.a.</b>
- contract	('000)	50	51	141	40	71	53	6,0	90	164	82,2
- prepaid	('000)	(98)	(24)	(605)	(61)	(25)	(32)	67,3	(582)	(119)	79,6
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>3,2</b>	<b>3,4</b>	<b>3,4</b>	<b>3,2</b>	<b>3,2</b>	<b>3,8</b>	<b>0,6p</b>	<b>3,5</b>	<b>3,4</b>	<b>(0,1p)</b>
- contract	(%)	1,2	2,4	1,7	2,2	1,7	2,3	1,1p	1,4	2,1	0,7p
<b>ARPU</b>	<b>€</b>	<b>5</b>	<b>6</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>0,0</b>	<b>5</b>	<b>5</b>	<b>0,0</b>
- contract	€	9	10	9	9	8	8	(11,1)	9	8	(11,1)
- prepaid	€	3	3	3	3	3	3	0,0	3	3	0,0
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>305</b>	<b>317</b>	<b>300</b>	<b>316</b>	<b>320</b>	<b>310</b>	<b>1,6</b>	<b>295</b>	<b>315</b>	<b>6,8</b>
- contract	(min)	410	413	406	410	411	384	(6,3)	404	402	(0,5)

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

# HUNGARY

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>463</b>	<b>476</b>	<b>1.808</b>	<b>443</b>	<b>488</b>	<b>460</b>	<b>(0,6)</b>	<b>1.332</b>	<b>1.391</b>	<b>4,4</b>
<b>PRODUCT VIEW</b>		<b>463</b>	<b>476</b>	<b>1.808</b>	<b>443</b>	<b>488</b>	<b>460</b>	<b>(0,6)</b>	<b>1.332</b>	<b>1.391</b>	<b>4,4</b>
- Fixed network		211	233	865	216	250	210	(0,5)	632	675	6,8
- Mobile communications		252	242	943	226	238	250	(0,8)	700	714	2,0
<b>SEGMENT VIEW</b>		<b>463</b>	<b>476</b>	<b>1.808</b>	<b>443</b>	<b>488</b>	<b>460</b>	<b>(0,6)</b>	<b>1.332</b>	<b>1.391</b>	<b>4,4</b>
- of which Consumer		263	265	1.015	263	262	265	0,8	750	790	5,3
- of which Business		157	176	646	154	192	157	0,0	470	503	7,0
<b>EBITDA</b>	1	<b>168</b>	<b>127</b>	<b>545</b>	<b>121</b>	<b>143</b>	<b>148</b>	<b>(11,9)</b>	<b>418</b>	<b>412</b>	<b>(1,4)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>36,3</b>	<b>26,7</b>	<b>30,1</b>	<b>27,3</b>	<b>29,3</b>	<b>32,2</b>	<b>(4,1p)</b>	<b>31,4</b>	<b>29,6</b>	<b>(1,8p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>50</b>	<b>83</b>	<b>260</b>	<b>50</b>	<b>52</b>	<b>56</b>	<b>12,0</b>	<b>177</b>	<b>158</b>	<b>(10,7)</b>

1 Special factors affecting EBITDA: EUR 2mn in Q3/17, EUR 5mn in Q4/17, EUR 1mn in Q1/18, EUR 2mn in Q2/18 and EUR 3mn in Q3/18.



# HUNGARY

## OPERATIONALS

	Note	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Change %	Q1 - Q3 2017	Q1 - Q3 2018	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	1.634	1.632	1.632	1.634	1.640	1.651	1,0	1.634	1.651	1,0
- IP Access Lines	('000)	1.597	1.598	1.598	1.603	1.612	1.624	1,7	1.597	1.624	1,7
Broadband Customers Retail	('000) 1	1.061	1.073	1.073	1.088	1.104	1.126	6,1	1.061	1.126	6,1
TV Customers (IPTV, SAT, Cable)	('000)	1.016	1.026	1.026	1.038	1.045	1.065	4,8	1.016	1.065	4,8
ULLs/Wholesale PSTN Access Lines	('000)	4	4	4	4	4	4	0,0	4	4	0,0
Wholesale Broadband Access Lines	('000)	33	32	32	31	31	30	(9,1)	33	30	(9,1)
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€)	191	195	742	175	180	182	(4,7)	547	537	(1,8)
Service revenue EXCL. IFRS 15	(€)				184	189	191	n.a.		564	n.a.
<b>CUSTOMERS</b>	<b>('000)</b>	<b>5.401</b>	<b>5.293</b>	<b>5.293</b>	<b>5.298</b>	<b>5.306</b>	<b>5.302</b>	<b>(1,8)</b>	<b>5.401</b>	<b>5.302</b>	<b>(1,8)</b>
- contract	('000)	3.382	3.415	3.415	3.434	3.481	3.537	4,6	3.382	3.537	4,6
- prepaid	('000)	2.019	1.878	1.878	1.864	1.825	1.765	(12,6)	2.019	1.765	(12,6)
<b>NET ADDS</b>	<b>('000)</b>	<b>11</b>	<b>(108)</b>	<b>(39)</b>	<b>5</b>	<b>8</b>	<b>(3)</b>	<b>n.a.</b>	<b>69</b>	<b>9</b>	<b>(87,0)</b>
- contract	('000)	55	33	260	19	47	56	1,8	228	122	(46,5)
- prepaid	('000)	(45)	(140)	(299)	(14)	(39)	(60)	(33,3)	(159)	(113)	28,9
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,5</b>	<b>2,0</b>	<b>1,5</b>	<b>1,1</b>	<b>1,2</b>	<b>1,5</b>	<b>0,0p</b>	<b>1,3</b>	<b>1,3</b>	<b>0,0p</b>
- contract	(%)	0,7	0,6	0,7	0,8	0,7	0,6	(0,1p)	0,7	0,7	0,0p
<b>ARPU</b>	<b>€</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>(8,3)</b>	<b>11</b>	<b>11</b>	<b>0,0</b>
- contract	€	17	17	17	15	15	16	(5,9)	16	15	(6,3)
- prepaid	€	3	4	3	3	3	4	33,3	3	3	0,0
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>209</b>	<b>203</b>	<b>206</b>	<b>200</b>	<b>226</b>	<b>222</b>	<b>6,2</b>	<b>207</b>	<b>222</b>	<b>7,2</b>
- contract	(min)	298	280	296	273	310	290	(2,7)	302	300	(0,7)

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

# POLAND

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

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>376</b>	<b>392</b>	<b>1.509</b>	<b>375</b>	<b>368</b>	<b>392</b>	<b>4,3</b>	<b>1.117</b>	<b>1.135</b>	<b>1,6</b>
<b>PRODUCT VIEW</b>		<b>376</b>	<b>392</b>	<b>1.509</b>	<b>375</b>	<b>368</b>	<b>392</b>	<b>4,3</b>	<b>1.117</b>	<b>1.135</b>	<b>1,6</b>
- Fixed network		27	29	105	27	27	28	3,7	77	84	9,1
- Mobile communications		349	363	1.403	348	340	364	4,3	1.040	1.052	1,2
<b>SEGMENT VIEW</b>		<b>376</b>	<b>392</b>	<b>1.509</b>	<b>375</b>	<b>368</b>	<b>392</b>	<b>4,3</b>	<b>1.117</b>	<b>1.135</b>	<b>1,6</b>
- of which Consumer		208	213	834	211	204	214	2,9	621	629	1,3
- of which Business		124	133	508	127	122	125	0,8	375	375	0,0
<b>EBITDA</b>	<b>1</b>	<b>88</b>	<b>106</b>	<b>419</b>	<b>96</b>	<b>101</b>	<b>97</b>	<b>10,2</b>	<b>313</b>	<b>294</b>	<b>(6,1)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>23,4</b>	<b>27,0</b>	<b>27,8</b>	<b>25,6</b>	<b>27,4</b>	<b>24,8</b>	<b>1,4p</b>	<b>28,0</b>	<b>25,9</b>	<b>(2,1p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>45</b>	<b>48</b>	<b>203</b>	<b>59</b>	<b>50</b>	<b>50</b>	<b>11,1</b>	<b>155</b>	<b>159</b>	<b>2,6</b>

1 Special factors affecting EBITDA: EUR 1 mn in Q3/17, EUR 1 mn in Q4/17, EUR 1 mn in Q1/18 and EUR 0mn in Q3/18.

2 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.

# POLAND

## OPERATIONALS

	Note	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Change %	Q1 - Q3 2017	Q1 - Q3 2018	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	29	32	32	27	26	19	(34,5)	29	19	(34,5)
- IP Accesslines	('000)	1	2	2	2	1	1	0,0	1	1	0,0
Broadband Customers Retail	('000) 1	27	25	25	23	23	20	(25,9)	27	20	(25,9)
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€)	224	230	899	223	220	234	4,5	669	677	1,2
Service revenue EXCL. IFRS 15	(€)				219	215	219	n.a.		653	n.a.
<b>CUSTOMERS</b>	<b>('000)</b>	<b>10.297</b>	<b>10.454</b>	<b>10.454</b>	<b>10.509</b>	<b>10.609</b>	<b>10.693</b>	<b>3,8</b>	<b>10.297</b>	<b>10.693</b>	<b>3,8</b>
- contract	('000)	6.797	6.921	6.921	6.990	7.068	7.152	5,2	6.797	7.152	5,2
- prepaid	('000)	3.500	3.533	3.533	3.519	3.541	3.541	1,2	3.500	3.541	1,2
<b>NET ADDS</b>	<b>('000)</b>	<b>46</b>	<b>156</b>	<b>(180)</b>	<b>56</b>	<b>100</b>	<b>84</b>	<b>82,6</b>	<b>(337)</b>	<b>239</b>	<b>n.a.</b>
- contract	('000)	56	124	309	69	78	84	50,0	186	231	24,2
- prepaid	('000)	(10)	33	(490)	(14)	22	0	(100,0)	(523)	8	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,8</b>	<b>1,5</b>	<b>2,1</b>	<b>1,4</b>	<b>1,3</b>	<b>1,4</b>	<b>(0,4p)</b>	<b>2,3</b>	<b>1,4</b>	<b>(0,9p)</b>
- contract	(%)	1,0	1,0	1,1	1,0	0,9	0,8	(0,2p)	1,1	0,9	(0,2p)
<b>ARPU</b>	<b>€</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>8</b>	<b>14,3</b>	<b>7</b>	<b>7</b>	<b>0,0</b>
- contract	€	9	10	10	9	9	10	11,1	10	10	0,0
- prepaid	€	3	3	3	3	3	3	0,0	3	3	0,0
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>258</b>	<b>269</b>	<b>255</b>	<b>260</b>	<b>253</b>	<b>248</b>	<b>(3,9)</b>	<b>251</b>	<b>254</b>	<b>1,2</b>
- contract	(min)	340	356	342	344	333	327	(3,8)	336	335	(0,3)

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

# CZECH REPUBLIC

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>255</b>	<b>271</b>	<b>1.011</b>	<b>254</b>	<b>258</b>	<b>261</b>	<b>2,4</b>	<b>740</b>	<b>773</b>	<b>4,5</b>
<b>PRODUCT VIEW</b>		<b>255</b>	<b>271</b>	<b>1.011</b>	<b>254</b>	<b>258</b>	<b>261</b>	<b>2,4</b>	<b>740</b>	<b>773</b>	<b>4,5</b>
- Fixed network		61	68	241	57	59	61	0,0	174	178	2,3
- Mobile communications		195	203	770	197	199	199	2,1	566	595	5,1
<b>SEGMENT VIEW</b>		<b>255</b>	<b>271</b>	<b>1.011</b>	<b>254</b>	<b>258</b>	<b>261</b>	<b>2,4</b>	<b>740</b>	<b>773</b>	<b>4,5</b>
- of which Consumer		127	134	499	128	131	130	2,4	366	390	6,6
- of which Business		112	122	449	111	114	114	1,8	327	338	3,4
<b>EBITDA</b>	1	<b>101</b>	<b>105</b>	<b>406</b>	<b>111</b>	<b>107</b>	<b>113</b>	<b>11,9</b>	<b>301</b>	<b>332</b>	<b>10,3</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>39,6</b>	<b>38,7</b>	<b>40,2</b>	<b>43,7</b>	<b>41,5</b>	<b>43,3</b>	<b>3,7p</b>	<b>40,7</b>	<b>42,9</b>	<b>2,2p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>25</b>	<b>32</b>	<b>121</b>	<b>42</b>	<b>29</b>	<b>24</b>	<b>(4,0)</b>	<b>89</b>	<b>96</b>	<b>7,9</b>

1 Special factors affecting EBITDA: EUR 1mn in Q3/17, EUR 19mn in Q4/17, EUR 1mn in Q1/18, EUR 1mn in Q2/18 and EUR 1mn in Q3/18.

# CZECH REPUBLIC

## OPERATIONALS

	Note	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Change %	Q1 - Q3 2017	Q1 - Q3 2018	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	153	197	197	220	248	276	80,4	153	276	80,4
- IP Access Lines	('000)	141	185	185	209	237	266	88,7	141	266	88,7
Broadband Customers Retail	('000) 1,2	163	176	176	189	208	227	39,3	163	227	39,3
TV Customers (IPTV, SAT, Cable)	('000)	25	37	37	47	57	68	n.a.	25	68	n.a.
ULLs/Wholesale PSTN Access Lines	('000)	6	6	6	5	5	5	(16,7)	6	5	(16,7)
Wholesale Broadband Access Lines	('000)	2	2	2	0	0	0	(100,0)	2	0	(100,0)
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€) 3	183	185	715	179	183	184	0,5	529	545	3,0
Service revenue EXCL. IFRS 15	(€)				181	186	187	n.a.		555	n.a.
<b>CUSTOMERS</b>	<b>('000)</b>	<b>6.176</b>	<b>6.176</b>	<b>6.176</b>	<b>6.156</b>	<b>6.174</b>	<b>6.177</b>	<b>0,0</b>	<b>6.176</b>	<b>6.177</b>	<b>0,0</b>
- contract	('000)	3.819	3.854	3.854	3.885	3.932	3.967	3,9	3.819	3.967	3,9
- prepaid	('000)	2.358	2.323	2.323	2.272	2.242	2.210	(6,3)	2.358	2.210	(6,3)
<b>NET ADDS</b>	<b>('000)</b>	<b>21</b>	<b>0</b>	<b>128</b>	<b>(20)</b>	<b>18</b>	<b>3</b>	<b>(85,7)</b>	<b>128</b>	<b>1</b>	<b>(99,2)</b>
- contract	('000)	29	35	167	31	47	35	20,7	132	113	(14,4)
- prepaid	('000)	(8)	(35)	(39)	(51)	(29)	(32)	n.a.	(4)	(113)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,3</b>	<b>1,4</b>	<b>1,3</b>	<b>1,4</b>	<b>1,2</b>	<b>1,3</b>	<b>0,0p</b>	<b>1,2</b>	<b>1,3</b>	<b>0,1p</b>
- contract	(%)	0,6	0,5	0,5	0,6	0,5	0,5	(0,1p)	0,5	0,5	0,0p
<b>ARPU</b>	<b>(€)</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>0,0</b>	<b>10</b>	<b>10</b>	<b>0,0</b>
- contract	(€)	14	14	13	13	13	13	(7,1)	13	13	0,0
- prepaid	(€)	4	4	4	4	4	4	0,0	4	4	0,0
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>155</b>	<b>162</b>	<b>158</b>	<b>153</b>	<b>162</b>	<b>155</b>	<b>0,0</b>	<b>157</b>	<b>157</b>	<b>0,0</b>
- contract	(min)	221	231	228	215	227	214	(3,2)	227	219	(3,5)

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

2 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

3 The Q1/18 numbers are retrospectively adjusted due to technical problems.

# CROATIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>259</b>	<b>241</b>	<b>955</b>	<b>222</b>	<b>233</b>	<b>261</b>	<b>0,8</b>	<b>714</b>	<b>717</b>	<b>0,4</b>
<b>PRODUCT VIEW</b>		<b>259</b>	<b>241</b>	<b>955</b>	<b>222</b>	<b>233</b>	<b>261</b>	<b>0,8</b>	<b>714</b>	<b>717</b>	<b>0,4</b>
- Fixed network		144	141	554	129	132	138	(4,2)	412	399	(3,2)
- Mobile communications		114	99	400	93	102	123	7,9	301	318	5,6
<b>SEGMENT VIEW</b>		<b>259</b>	<b>241</b>	<b>955</b>	<b>222</b>	<b>233</b>	<b>261</b>	<b>0,8</b>	<b>714</b>	<b>717</b>	<b>0,4</b>
- of which Consumer		125	123	493	118	121	125	0,0	369	364	(1,4)
- of which Business		81	82	306	70	74	82	1,2	224	226	0,9
<b>EBITDA</b>	<b>1</b>	<b>108</b>	<b>98</b>	<b>386</b>	<b>85</b>	<b>98</b>	<b>120</b>	<b>11,1</b>	<b>288</b>	<b>303</b>	<b>5,2</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>41,7</b>	<b>40,7</b>	<b>40,4</b>	<b>38,3</b>	<b>42,1</b>	<b>46,0</b>	<b>4,3p</b>	<b>40,3</b>	<b>42,3</b>	<b>2,0p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>50</b>	<b>41</b>	<b>173</b>	<b>47</b>	<b>38</b>	<b>38</b>	<b>(24,0)</b>	<b>132</b>	<b>122</b>	<b>(7,6)</b>

1 Special factors affecting EBITDA: EUR 7mn in Q3/17, EUR 6mn in Q4/17, EUR 3mn in Q1/18, EUR 1mn in Q2/18 and EUR 0mn in Q3/18.

# CROATIA

## OPERATIONALS

	Note	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Change %	Q1 - Q3 2017	Q1 - Q3 2018	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	974	967	967	959	952	942	(3,3)	974	942	(3,3)
- IP Access Lines	('000)	974	967	967	959	952	942	(3,3)	974	942	(3,3)
Broadband Customers Retail	('000) 1	624	624	624	620	621	620	(0,6)	624	620	(0,6)
TV Customers (IPTV, SAT, Cable)	('000)	413	417	417	415	415	413	0,0	413	413	0,0
ULLs/Wholesale PSTN Access Lines	('000)	135	135	135	131	128	124	(8,1)	135	124	(8,1)
Wholesale Broadband Access Lines	('000)	136	131	131	130	129	129	(5,1)	136	129	(5,1)
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€)	91	71	306	62	69	88	(3,3)	235	219	(6,8)
Service revenue EXCL. IFRS 15	(€)				70	79	97	n.a.		246	n.a.
<b>CUSTOMERS</b>	<b>('000)</b>	<b>2.297</b>	<b>2.244</b>	<b>2.244</b>	<b>2.229</b>	<b>2.268</b>	<b>2.331</b>	<b>1,5</b>	<b>2.297</b>	<b>2.331</b>	<b>1,5</b>
- contract	('000)	1.222	1.260	1.260	1.271	1.287	1.305	6,8	1.222	1.305	6,8
- prepaid	('000)	1.075	985	985	958	981	1.026	(4,6)	1.075	1.026	(4,6)
<b>NET ADDS</b>	<b>('000)</b>	<b>60</b>	<b>(52)</b>	<b>10</b>	<b>(15)</b>	<b>39</b>	<b>63</b>	<b>5,0</b>	<b>63</b>	<b>87</b>	<b>38,1</b>
- contract	('000)	16	38	101	11	16	18	12,5	63	45	(28,6)
- prepaid	('000)	44	(90)	(91)	(26)	23	45	2,3	(1)	41	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>2,1</b>	<b>3,1</b>	<b>2,5</b>	<b>2,2</b>	<b>2,0</b>	<b>2,2</b>	<b>0,1p</b>	<b>2,3</b>	<b>2,1</b>	<b>(0,2p)</b>
- contract	(%)	0,9	0,9	1,0	1,1	0,9	1,0	0,1p	1,0	1,0	0,0p
<b>ARPU</b>	<b>€</b>	<b>13</b>	<b>11</b>	<b>11</b>	<b>9</b>	<b>10</b>	<b>13</b>	<b>0,0</b>	<b>12</b>	<b>11</b>	<b>(8,3)</b>
- contract	€	20	15	16	12	13	18	(10,0)	17	14	(17,6)
- prepaid	€	6	6	6	6	6	6	0,0	6	6	0,0
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>221</b>	<b>216</b>	<b>216</b>	<b>220</b>	<b>232</b>	<b>218</b>	<b>(1,4)</b>	<b>216</b>	<b>223</b>	<b>3,2</b>
- contract	(min)	282	270	276	268	285	277	(1,8)	278	277	(0,4)

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

# SLOVAKIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>186</b>	<b>194</b>	<b>748</b>	<b>181</b>	<b>185</b>	<b>190</b>	<b>2,2</b>	<b>554</b>	<b>555</b>	<b>0,2</b>
<b>PRODUCT VIEW</b>		<b>186</b>	<b>194</b>	<b>748</b>	<b>181</b>	<b>185</b>	<b>190</b>	<b>2,2</b>	<b>554</b>	<b>555</b>	<b>0,2</b>
- Fixed network		93	101	379	92	96	97	4,3	277	284	2,5
- Mobile communications		93	92	369	88	89	93	0,0	277	271	(2,2)
<b>SEGMENT VIEW</b>		<b>186</b>	<b>194</b>	<b>748</b>	<b>181</b>	<b>185</b>	<b>190</b>	<b>2,2</b>	<b>554</b>	<b>555</b>	<b>0,2</b>
- of which Consumer		101	103	401	101	104	105	4,0	299	310	3,7
- of which Business		69	78	286	69	72	72	4,3	208	213	2,4
<b>EBITDA</b>	1	<b>86</b>	<b>71</b>	<b>315</b>	<b>80</b>	<b>78</b>	<b>82</b>	<b>(4,7)</b>	<b>244</b>	<b>240</b>	<b>(1,6)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>46,2</b>	<b>36,6</b>	<b>42,1</b>	<b>44,2</b>	<b>42,2</b>	<b>43,2</b>	<b>(3,0p)</b>	<b>44,0</b>	<b>43,2</b>	<b>(0,8p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>26</b>	<b>32</b>	<b>127</b>	<b>45</b>	<b>32</b>	<b>29</b>	<b>11,5</b>	<b>95</b>	<b>106</b>	<b>11,6</b>

1 Special factors affecting EBITDA: EUR 1mn in Q4/17 and EUR 1mn in Q3/18.



# SLOVAKIA

## OPERATIONALS

	Note	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Change %	Q1 - Q3 2017	Q1 - Q3 2018	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	855	858	858	860	859	851	(0,5)	855	851	(0,5)
- IP Access Lines	('000)	855	858	858	860	859	851	(0,5)	855	851	(0,5)
Broadband Customers Retail	('000) 1	506	516	516	525	532	533	5,3	506	533	5,3
TV Customers (IPTV, SAT, Cable)	('000)	581	592	592	600	605	607	4,5	581	607	4,5
Wholesale Broadband Access Lines	('000)	121	117	117	111	109	105	(13,2)	120	105	(12,5)
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€)	85	84	334	71	73	76	(10,6)	250	220	(12,0)
Service revenue EXCL. IFRS 15	(€)				83	85	87	n.a.		255	n.a.
<b>CUSTOMERS</b>	<b>('000)</b>	<b>2.245</b>	<b>2.243</b>	<b>2.243</b>	<b>2.282</b>	<b>2.320</b>	<b>2.339</b>	<b>4,2</b>	<b>2.245</b>	<b>2.339</b>	<b>4,2</b>
- contract	('000)	1.428	1.445	1.445	1.453	1.482	1.498	4,9	1.428	1.498	4,9
- prepaid	('000)	817	799	799	829	838	841	2,9	817	841	2,9
<b>NET ADDS</b>	<b>('000)</b>	<b>10</b>	<b>(2)</b>	<b>18</b>	<b>39</b>	<b>36</b>	<b>19</b>	<b>90,0</b>	<b>20</b>	<b>96</b>	<b>n.a.</b>
- contract	('000)	18	16	(33)	9	28	16	(11,1)	(50)	54	n.a.
- prepaid	('000)	(8)	(18)	52	31	9	3	n.a.	70	42	(40,0)
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,1</b>	<b>1,4</b>	<b>1,2</b>	<b>1,2</b>	<b>1,2</b>	<b>1,6</b>	<b>0,5p</b>	<b>1,2</b>	<b>1,3</b>	<b>0,1p</b>
- contract	(%)	0,7	0,9	1,3	0,9	0,7	0,9	0,2p	1,4	0,8	(0,6p)
<b>ARPU</b>	<b>€</b> 2	<b>13</b>	<b>13</b>	<b>12</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>(15,4)</b>	<b>12</b>	<b>10</b>	<b>(16,7)</b>
- contract	€	18	18	18	15	15	15	(16,7)	18	14	(22,2)
- prepaid	€	3	3	3	3	3	3	0,0	3	3	0,0
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>171</b>	<b>139</b>	<b>167</b>	<b>179</b>	<b>181</b>	<b>171</b>	<b>0,0</b>	<b>176</b>	<b>177</b>	<b>0,6</b>
- contract	(min)	240	203	234	246	250	235	(2,1)	245	243	(0,8)

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

2 The Q2/18 numbers are retrospectively adjusted due to technical problems.

# AUSTRIA

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

	Note	Q3 2017 €	Q4 2017 €	FY 2017 €	Q1 2018 €	Q2 2018 €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>222</b>	<b>234</b>	<b>900</b>	<b>218</b>	<b>214</b>	<b>289</b>	<b>30,2</b>	<b>665</b>	<b>721</b>	<b>8,4</b>
- of which Consumer		155	164	631	149	146	206	32,9	467	501	7,3
- of which Business		40	40	158	39	39	48	20,0	118	126	6,8
<b>EBITDA</b>		<b>73</b>	<b>35</b>	<b>266</b>	<b>76</b>	<b>68</b>	<b>114</b>	<b>56,2</b>	<b>231</b>	<b>258</b>	<b>11,7</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>32,9</b>	<b>15,0</b>	<b>29,6</b>	<b>34,9</b>	<b>31,8</b>	<b>39,4</b>	<b>6,5p</b>	<b>34,7</b>	<b>35,8</b>	<b>1,1p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>34</b>	<b>48</b>	<b>157</b>	<b>54</b>	<b>41</b>	<b>65</b>	<b>91,2</b>	<b>109</b>	<b>160</b>	<b>46,8</b>

## OPERATIONALS

	Note	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Change %	Q1 - Q3 2017	Q1 - Q3 2018	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000) 3						643	n.a.		643	n.a.
- IP	('000)						643	n.a.		643	n.a.
Broadband Customers	('000)						569	n.a.		569	n.a.
TV (IPTV, SAT, Cable)	('000)						456	n.a.		456	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€)	196	195	777	168	168	180	(8,2)	582	516	(11,3)
Service revenue EXCL. IFRS 15	(€)				189	188	200	n.a.		577	n.a.
<b>CUSTOMERS</b>	<b>('000)</b>	<b>5.201</b>	<b>5.702</b>	<b>5.702</b>	<b>6.071</b>	<b>6.441</b>	<b>6.870</b>	<b>32,1</b>	<b>5.201</b>	<b>6.870</b>	<b>32,1</b>
- contract	('000)	3.271	3.308	3.308	3.314	3.329	3.438	5,1	3.271	3.438	5,1
- prepaid	('000)	1.930	2.394	2.394	2.757	3.112	3.431	77,8	1.930	3.431	77,8
<b>NET ADDS</b>	<b>('000)</b>	<b>217</b>	<b>501</b>	<b>1.092</b>	<b>369</b>	<b>370</b>	<b>345</b>	<b>59,0</b>	<b>590</b>	<b>1.084</b>	<b>83,7</b>
- contract	('000)	30	37	115	6	15	26	(13,3)	78	47	(39,7)
- prepaid	('000)	187	464	976	363	355	320	71,1	513	1.037	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>2,7</b>	<b>2,1</b>	<b>2,4</b>	<b>2,2</b>	<b>2,0</b>	<b>2,3</b>	<b>(0,4p)</b>	<b>2,4</b>	<b>2,1</b>	<b>(0,3p)</b>
- contract	(%)	3,0	2,7	2,7	2,7	2,6	2,8	(0,2p)	2,7	2,7	0,0p
<b>ARPU</b>	<b>€</b>	<b>13</b>	<b>12</b>	<b>13</b>	<b>10</b>	<b>9</b>	<b>9</b>	<b>(30,8)</b>	<b>13</b>	<b>9</b>	<b>(30,8)</b>
- contract	€	19	18	19	16	16	16	(15,8)	19	16	(15,8)
- prepaid	€	3	2	3	2	1	1	(66,7)	3	1	(66,7)
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>161</b>	<b>156</b>	<b>164</b>	<b>145</b>	<b>136</b>	<b>122</b>	<b>(24,2)</b>	<b>167</b>	<b>134</b>	<b>(19,8)</b>
- contract	(min)	190	199	198	197	194	181	(4,7)	198	190	(4,0)

1 On July 31, 2018 the acquisition of UPC was completed. The financial results of UPC are included starting with Q3/18. Previous periods were not restated.

2 In the course of the Acquisition of UPC Austria we report Fixed Network figures for the first time in Q3/18.

3 Includes TV-only customers.

# NOTES

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## SYSTEMS SOLUTIONS

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

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>1.707</b>	<b>1.819</b>	<b>6.918</b>	<b>1.665</b>	<b>1.674</b>	<b>1.754</b>	<b>2,8</b>	<b>5.099</b>	<b>5.094</b>	<b>(0,1)</b>
International Revenue		455	475	1.889	437	450	476	4,6	1.413	1.362	(3,6)
<b>NET REVENUE</b>		<b>1.352</b>	<b>1.435</b>	<b>5.504</b>	<b>1.332</b>	<b>1.319</b>	<b>1.381</b>	<b>2,1</b>	<b>4.069</b>	<b>4.032</b>	<b>(0,9)</b>
<b>EBITDA</b>		<b>131</b>	<b>147</b>	<b>509</b>	<b>57</b>	<b>121</b>	<b>139</b>	<b>6,1</b>	<b>362</b>	<b>318</b>	<b>(12,2)</b>
EBITDA margin (EBITDA / total revenue)	%	7,7	8,1	7,4	3,4	7,2	7,9	0,2p	7,1	6,2	(0,9p)
Depreciation, amortization and impairment losses		(93)	(102)	(387)	(95)	(99)	(99)	(6,5)	(286)	(293)	(2,4)
Profit (loss) from operations = EBIT		38	45	121	(38)	23	40	5,3	76	25	(67,1)
<b>EBIT MARGIN</b>	%	<b>2,2</b>	<b>2,5</b>	<b>1,7</b>	<b>(2,3)</b>	<b>1,4</b>	<b>2,3</b>	<b>0,1p</b>	<b>1,5</b>	<b>0,5</b>	<b>(1,0p)</b>
<b>CASH CAPEX</b>		<b>87</b>	<b>120</b>	<b>383</b>	<b>83</b>	<b>182</b>	<b>87</b>	<b>0,0</b>	<b>264</b>	<b>352</b>	<b>33,3</b>
<b>ORDER ENTRY</b>		<b>1.366</b>	<b>1.305</b>	<b>5.241</b>	<b>1.506</b>	<b>1.842</b>	<b>1.324</b>	<b>(3,1)</b>	<b>3.936</b>	<b>4.672</b>	<b>18,7</b>

### FINANCIALS (AS REPORTED)

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>1.707</b>	<b>1.819</b>	<b>6.918</b>	<b>1.665</b>	<b>1.674</b>	<b>1.754</b>	<b>2,8</b>	<b>5.099</b>	<b>5.094</b>	<b>(0,1)</b>
<b>NET REVENUE</b>		<b>1.352</b>	<b>1.435</b>	<b>5.504</b>	<b>1.332</b>	<b>1.319</b>	<b>1.381</b>	<b>2,1</b>	<b>4.069</b>	<b>4.032</b>	<b>(0,9)</b>
<b>EBITDA</b>		<b>56</b>	<b>66</b>	<b>280</b>	<b>19</b>	<b>71</b>	<b>85</b>	<b>51,8</b>	<b>214</b>	<b>175</b>	<b>(18,2)</b>
EBITDA margin (EBITDA / total revenue)	%	3,3	3,6	4,0	1,1	4,2	4,8	1,5p	4,2	3,4	(0,8p)
Depreciation, amortization and impairment losses	2	(1.338)	(103)	(1.636)	(95)	(99)	(103)	92,3	(1.533)	(296)	80,7
Profit (loss) from operations = EBIT	2	(1.282)	(37)	(1.356)	(76)	(28)	(17)	98,7	(1.319)	(121)	90,8
<b>CASH CAPEX</b>		<b>87</b>	<b>120</b>	<b>383</b>	<b>83</b>	<b>182</b>	<b>87</b>	<b>0,0</b>	<b>264</b>	<b>352</b>	<b>33,3</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	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>1.707</b>	<b>1.819</b>	<b>6.918</b>	<b>1.665</b>	<b>1.674</b>	<b>1.754</b>	<b>2,8</b>	<b>5.099</b>	<b>5.094</b>	<b>(0,1)</b>
Profit (loss) from operations = EBIT	2	(1.282)	(37)	(1.356)	(76)	(28)	(17)	98,7	(1.319)	(121)	90,8
- Depreciation, amortization and impairment losses	2	(1.338)	(103)	(1.636)	(95)	(99)	(103)	92,3	(1.533)	(296)	80,7
<b>= EBITDA</b>		<b>56</b>	<b>66</b>	<b>280</b>	<b>19</b>	<b>71</b>	<b>85</b>	<b>51,8</b>	<b>214</b>	<b>175</b>	<b>(18,2)</b>
EBITDA margin	%	3,3	3,6	4,0	1,1	4,2	4,8	1,5p	4,2	3,4	(0,8p)
- Special factors affecting EBITDA		(74)	(80)	(229)	(38)	(51)	(54)	27,0	(148)	(143)	3,4
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>131</b>	<b>147</b>	<b>509</b>	<b>57</b>	<b>121</b>	<b>139</b>	<b>6,1</b>	<b>362</b>	<b>318</b>	<b>(12,2)</b>
EBITDA margin (adjusted for special factors)	%	7,7	8,1	7,4	3,4	7,2	7,9	0,2p	7,1	6,2	(0,9p)

### SPECIAL FACTORS

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(74)</b>	<b>(80)</b>	<b>(229)</b>	<b>(38)</b>	<b>(51)</b>	<b>(54)</b>	<b>27,0</b>	<b>(148)</b>	<b>(143)</b>	<b>3,4</b>
- of which personnel		(54)	(46)	(132)	(24)	(28)	(37)	31,5	(86)	(89)	(3,5)
- of which other		(20)	(34)	(97)	(14)	(23)	(17)	15,0	(62)	(54)	12,9
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>	2	<b>(1.319)</b>	<b>(82)</b>	<b>(1.477)</b>	<b>(38)</b>	<b>(51)</b>	<b>(57)</b>	<b>95,7</b>	<b>(1.396)</b>	<b>(146)</b>	<b>89,5</b>
- of which personnel		(54)	(46)	(132)	(24)	(28)	(37)	31,5	(86)	(89)	(3,5)
- of which other	2	(1.265)	(36)	(1.345)	(14)	(23)	(20)	98,4	(1.309)	(57)	95,6

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

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## GROUP DEVELOPMENT

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>545</b>	<b>561</b>	<b>2.263</b>	<b>528</b>	<b>535</b>	<b>544</b>	<b>(0,2)</b>	<b>1.702</b>	<b>1.607</b>	<b>(5,6)</b>
Netherlands		327	342	1.355	309	318	335	2,4	1.014	962	(5,1)
DFMG		217	217	864	218	217	209	(3,7)	647	645	(0,3)
Other		1	2	44	0	0	0	(100,0)	41	0	(100,0)
<b>EBITDA</b>		<b>220</b>	<b>220</b>	<b>915</b>	<b>231</b>	<b>233</b>	<b>227</b>	<b>3,2</b>	<b>695</b>	<b>691</b>	<b>(0,6)</b>
Netherlands		98	94	421	108	109	104	6,1	328	321	(2,1)
DFMG		126	133	510	130	131	131	4,0	376	393	4,5
Other		(4)	(7)	(16)	(7)	(7)	(8)	(100,0)	(9)	(23)	n.a.
EBITDA margin (EBITDA / total revenue)	%	40,4	39,2	40,4	43,8	43,6	41,7	1,3p	40,8	43,0	2,2p
Depreciation, amortization and impairment losses		(72)	(89)	(304)	(78)	(80)	(86)	(19,4)	(215)	(244)	(13,5)
Profit (loss) from operations = EBIT		148	131	611	153	153	141	(4,7)	480	447	(6,9)
<b>CASH CAPEX</b>		<b>76</b>	<b>76</b>	<b>290</b>	<b>85</b>	<b>56</b>	<b>60</b>	<b>(21,1)</b>	<b>215</b>	<b>201</b>	<b>(6,5)</b>

### FINANCIALS (AS REPORTED)

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>545</b>	<b>561</b>	<b>2.263</b>	<b>528</b>	<b>535</b>	<b>544</b>	<b>(0,2)</b>	<b>1.702</b>	<b>1.607</b>	<b>(5,6)</b>
<b>NET REVENUE</b>		<b>394</b>	<b>408</b>	<b>1.660</b>	<b>376</b>	<b>384</b>	<b>397</b>	<b>0,8</b>	<b>1.252</b>	<b>1.157</b>	<b>(7,6)</b>
<b>EBITDA</b>	1	<b>415</b>	<b>176</b>	<b>1.808</b>	<b>227</b>	<b>228</b>	<b>220</b>	<b>(47,0)</b>	<b>1.632</b>	<b>675</b>	<b>(58,6)</b>
Depreciation, amortization and impairment losses		(72)	(89)	(304)	(78)	(80)	(86)	(19,4)	(215)	(244)	(13,5)
Profit (loss) from operations = EBIT		343	87	1.504	148	149	134	(60,9)	1.417	431	(69,6)
<b>CASH CAPEX</b>		<b>76</b>	<b>76</b>	<b>290</b>	<b>85</b>	<b>56</b>	<b>60</b>	<b>(21,1)</b>	<b>215</b>	<b>201</b>	<b>(6,5)</b>

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

## GROUP DEVELOPMENT

### EBITDA RECONCILIATION

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>545</b>	<b>561</b>	<b>2.263</b>	<b>528</b>	<b>535</b>	<b>544</b>	<b>(0,2)</b>	<b>1.702</b>	<b>1.607</b>	<b>(5,6)</b>
Profit (loss) from operations = EBIT		343	87	1.504	148	149	134	(60,9)	1.417	431	(69,6)
- Depreciation, amortization and impairment losses		(72)	(89)	(304)	(78)	(80)	(86)	(19,4)	(215)	(244)	(13,5)
<b>= EBITDA</b>		<b>415</b>	<b>176</b>	<b>1.808</b>	<b>227</b>	<b>228</b>	<b>220</b>	<b>(47,0)</b>	<b>1.632</b>	<b>675</b>	<b>(58,6)</b>
EBITDA margin	%	76,1	31,4	79,9	43,0	42,6	40,4	<b>(35,7p)</b>	95,9	42,0	<b>(53,9p)</b>
- Special factors affecting EBITDA		195	(44)	893	(5)	(5)	(7)	n.a.	937	(16)	n.a.
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>220</b>	<b>220</b>	<b>915</b>	<b>231</b>	<b>233</b>	<b>227</b>	<b>3,2</b>	<b>695</b>	<b>691</b>	<b>(0,6)</b>
EBITDA margin (adjusted for special factors)	%	40,4	39,2	40,4	43,8	43,6	41,7	1,3p	40,8	43,0	2,2p

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

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>195</b>	<b>(44)</b>	<b>893</b>	<b>(5)</b>	<b>(5)</b>	<b>(7)</b>	<b>n.a.</b>	<b>937</b>	<b>(16)</b>	<b>n.a.</b>
- of which personnel		(1)	(3)	1	(2)	(2)	(1)	0,0	4	(4)	n.a.
- of which other		196	(41)	892	(3)	(3)	(6)	n.a.	933	(12)	n.a.
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>195</b>	<b>(44)</b>	<b>893</b>	<b>(5)</b>	<b>(5)</b>	<b>(7)</b>	<b>n.a.</b>	<b>937</b>	<b>(16)</b>	<b>n.a.</b>
- of which personnel		(1)	(3)	1	(2)	(2)	(1)	0,0	4	(4)	n.a.
- of which other		196	(41)	892	(3)	(3)	(6)	n.a.	933	(12)	n.a.

<sup>1</sup> Q3/17: Income from settlement agreement with BT.

## NETHERLANDS

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>327</b>	<b>342</b>	<b>1.355</b>	<b>309</b>	<b>318</b>	<b>335</b>	<b>2,4</b>	<b>1.014</b>	<b>962</b>	<b>(5,1)</b>
<b>PRODUCT VIEW</b>		<b>327</b>	<b>342</b>	<b>1.355</b>	<b>309</b>	<b>318</b>	<b>335</b>	<b>2,4</b>	<b>1.014</b>	<b>962</b>	<b>(5,1)</b>
- Fixed network		23	23	89	23	24	25	8,7	67	72	7,5
- Mobile communications		304	319	1.266	286	294	310	2,0	947	891	(5,9)
<b>SEGMENT VIEW</b>		<b>327</b>	<b>342</b>	<b>1.355</b>	<b>309</b>	<b>318</b>	<b>335</b>	<b>2,4</b>	<b>1.014</b>	<b>962</b>	<b>(5,1)</b>
- of which Consumer		210	223	890	201	203	214	1,9	656	633	(3,5)
- of which Business		59	65	252	59	61	63	6,8	187	183	(2,1)
<b>EBITDA</b>		<b>98</b>	<b>94</b>	<b>421</b>	<b>108</b>	<b>109</b>	<b>104</b>	<b>6,1</b>	<b>328</b>	<b>321</b>	<b>(2,1)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>30,0</b>	<b>27,5</b>	<b>31,1</b>	<b>35,0</b>	<b>34,3</b>	<b>31,0</b>	<b>1,0p</b>	<b>32,3</b>	<b>33,4</b>	<b>1,1p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>48</b>	<b>47</b>	<b>172</b>	<b>57</b>	<b>35</b>	<b>29</b>	<b>(39,6)</b>	<b>125</b>	<b>121</b>	<b>(3,2)</b>

# NETHERLANDS OPERATIONALS

	Note	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Change %	Q1 - Q3 2017	Q1 - Q3 2018	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	188	191	191	198	210	227	20,7	188	227	20,7
- IP	('000)	188	191	191	198	210	227	20,7	188	227	20,7
Broadband Customers	('000)	188	191	191	198	210	227	20,7	188	227	20,7
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	220	213	888	193	194	208	(5,5)	675	596	(11,7)
Service Revenues EXCL. IFRS 15	(€ million)				207	207	219	n.a.	675	632	(6,4)
<b>CUSTOMERS</b>	<b>('000)</b>	<b>3.876</b>	<b>3.850</b>	<b>3.850</b>	<b>3.905</b>	<b>3.967</b>	<b>4.004</b>	<b>3,3</b>	<b>3.876</b>	<b>4.004</b>	<b>3,3</b>
- contract	('000)	3.178	3.254	3.254	3.337	3.424	3.481	9,5	3.178	3.481	9,5
- prepaid	('000)	698	596	596	568	543	523	(25,1)	698	523	(25,1)
<b>NET ADDS</b>	<b>('000)</b>	<b>45</b>	<b>(26)</b>	<b>104</b>	<b>55</b>	<b>62</b>	<b>37</b>	<b>(17,8)</b>	<b>130</b>	<b>154</b>	<b>18,5</b>
- contract	('000)	66	77	272	83	87	57	(13,6)	195	227	16,4
- prepaid	('000)	(20)	(102)	(168)	(28)	(25)	(20)	0,0	(66)	(73)	(10,6)
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,2</b>	<b>2,0</b>	<b>1,4</b>	<b>1,3</b>	<b>1,2</b>	<b>1,3</b>	<b>0,1p</b>	<b>1,2</b>	<b>1,3</b>	<b>0,1p</b>
- contract	(%)	1,0	1,0	1,0	1,0	0,9	1,0	0,0p	0,9	1,0	0,1p
<b>ARPU</b>	<b>€</b>	<b>19</b>	<b>18</b>	<b>19</b>	<b>16</b>	<b>16</b>	<b>17</b>	<b>(10,5)</b>	<b>20</b>	<b>20</b>	<b>(2,0)</b>
- contract	€	22	20	22	19	19	19	(13,6)	25	24	(6,0)
- prepaid	€	3	4	4	4	4	4	33,4	3	3	(3,3)
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>192</b>	<b>216</b>	<b>197</b>	<b>219</b>	<b>221</b>	<b>208</b>	<b>8,3</b>	<b>172</b>	<b>208</b>	<b>20,8</b>
- contract	(min)	228	251	235	250	249	232	2,0	205	232	13,4



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## GROUP HEADQUARTERS & GROUP SERVICES

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>741</b>	<b>674</b>	<b>2.935</b>	<b>651</b>	<b>767</b>	<b>677</b>	<b>(8,6)</b>	<b>2.262</b>	<b>2.096</b>	<b>(7,3)</b>
<b>NET REVENUE</b>		<b>52</b>	<b>55</b>	<b>278</b>	<b>48</b>	<b>43</b>	<b>46</b>	<b>(11,5)</b>	<b>223</b>	<b>136</b>	<b>(39,0)</b>
<b>EBITDA</b>		<b>(102)</b>	<b>(370)</b>	<b>(661)</b>	<b>(70)</b>	<b>41</b>	<b>(114)</b>	<b>(11,8)</b>	<b>(291)</b>	<b>(143)</b>	<b>50,9</b>
EBITDA margin (EBITDA / total revenue)	%	(13,8)	(54,9)	(22,5)	(10,8)	5,3	(16,8)	(3,0p)	(12,9)	(6,8)	6,1p
Depreciation, amortization and impairment losses		(159)	(158)	(657)	(162)	(269)	(184)	(15,7)	(499)	(615)	(23,2)
Profit (loss) from operations = EBIT		(261)	(528)	(1.318)	(232)	(227)	(298)	(14,2)	(790)	(757)	4,2
<b>CASH CAPEX</b>		<b>231</b>	<b>294</b>	<b>1.005</b>	<b>248</b>	<b>247</b>	<b>253</b>	<b>9,5</b>	<b>711</b>	<b>748</b>	<b>5,2</b>

### FINANCIALS (AS REPORTED)

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>741</b>	<b>674</b>	<b>2.935</b>	<b>651</b>	<b>767</b>	<b>677</b>	<b>(8,6)</b>	<b>2.262</b>	<b>2.096</b>	<b>(7,3)</b>
<b>NET REVENUE</b>		<b>52</b>	<b>55</b>	<b>278</b>	<b>48</b>	<b>43</b>	<b>46</b>	<b>(11,5)</b>	<b>223</b>	<b>136</b>	<b>(39,0)</b>
<b>EBITDA</b>		<b>(148)</b>	<b>(428)</b>	<b>(780)</b>	<b>(162)</b>	<b>(12)</b>	<b>(182)</b>	<b>(23,0)</b>	<b>(352)</b>	<b>(356)</b>	<b>(1,1)</b>
EBITDA margin (EBITDA / total revenue)	%	(20,0)	(63,5)	(26,6)	(24,9)	(1,6)	(26,9)	(6,9p)	(15,6)	(17,0)	(1,4p)
Depreciation, amortization and impairment losses		(159)	(158)	(657)	(162)	(269)	(184)	(15,7)	(499)	(615)	(23,2)
Profit (loss) from operations = EBIT		(307)	(586)	(1.437)	(324)	(281)	(366)	(19,2)	(851)	(971)	(14,1)
<b>CASH CAPEX</b>		<b>231</b>	<b>294</b>	<b>1.005</b>	<b>248</b>	<b>247</b>	<b>253</b>	<b>9,5</b>	<b>711</b>	<b>748</b>	<b>5,2</b>

## GROUP HEADQUARTERS & GROUP SERVICES

### EBITDA RECONCILIATION

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>741</b>	<b>674</b>	<b>2.935</b>	<b>651</b>	<b>767</b>	<b>677</b>	<b>(8,6)</b>	<b>2.262</b>	<b>2.096</b>	<b>(7,3)</b>
Profit (loss) from operations = EBIT		(307)	(586)	(1.437)	(324)	(281)	(366)	(19,2)	(851)	(971)	(14,1)
- Depreciation, amortization and impairment losses		(159)	(158)	(657)	(162)	(269)	(184)	(15,7)	(499)	(615)	(23,2)
<b>= EBITDA</b>		<b>(148)</b>	<b>(428)</b>	<b>(780)</b>	<b>(162)</b>	<b>(12)</b>	<b>(182)</b>	<b>(23,0)</b>	<b>(352)</b>	<b>(356)</b>	<b>(1,1)</b>
EBITDA margin	%	(20,0)	(63,5)	(26,6)	(24,9)	(1,6)	(26,9)	(6,9p)	(15,6)	(17,0)	(1,4p)
- Special factors affecting EBITDA		(46)	(58)	(119)	(92)	(54)	(68)	(47,8)	(61)	(214)	n.a.
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>(102)</b>	<b>(370)</b>	<b>(661)</b>	<b>(70)</b>	<b>41</b>	<b>(114)</b>	<b>(11,8)</b>	<b>(291)</b>	<b>(143)</b>	<b>50,9</b>
EBITDA margin (adjusted for special factors)	%	(13,8)	(54,9)	(22,5)	(10,8)	5,3	(16,8)	(3,0p)	(12,9)	(6,8)	6,1p

### SPECIAL FACTORS

	Note	Q3 2017 millions of €	Q4 2017 millions of €	FY 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	Change %	Q1 - Q3 2017 millions of €	Q1 - Q3 2018 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(46)</b>	<b>(58)</b>	<b>(119)</b>	<b>(92)</b>	<b>(54)</b>	<b>(68)</b>	<b>(47,8)</b>	<b>(61)</b>	<b>(214)</b>	<b>n.a.</b>
- of which personnel		(32)	(31)	(107)	(76)	(106)	(53)	(65,6)	(76)	(236)	n.a.
- of which other		(14)	(27)	(12)	(16)	52	(14)	0,0	15	22	46,7
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(46)</b>	<b>(58)</b>	<b>(119)</b>	<b>(92)</b>	<b>(54)</b>	<b>(68)</b>	<b>(47,8)</b>	<b>(61)</b>	<b>(214)</b>	<b>n.a.</b>
- of which personnel		(32)	(31)	(107)	(76)	(106)	(53)	(65,6)	(76)	(236)	n.a.
- of which other		(14)	(27)	(12)	(16)	52	(14)	0,0	15	22	46,7





## 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.

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.