

DEUTSCHE TELEKOM

BACKUP RESULTS Q3 2019



LIFE IS FOR SHARING.

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GROUP

AT A GLANCE

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| REVENUE | | | | | | | | | | | |
| Germany | | 5.441 | 5.612 | 21.700 | 5.357 | 5.388 | 5.472 | 0,6 | 16.088 | 16.217 | 0,8 |
| United States | | 9.227 | 10.018 | 36.522 | 9.796 | 9.826 | 10.006 | 8,4 | 26.504 | 29.629 | 11,8 |
| Europe | 1 | 3.045 | 3.132 | 11.885 | 2.891 | 2.978 | 3.074 | 1,0 | 8.752 | 8.943 | 2,2 |
| Systems Solutions | | 1.754 | 1.842 | 6.936 | 1.630 | 1.673 | 1.657 | (5,5) | 5.094 | 4.961 | (2,6) |
| Group Development | | 544 | 578 | 2.185 | 682 | 683 | 704 | 29,4 | 1.607 | 2.068 | 28,7 |
| Group Headquarters & Group Services | | 677 | 640 | 2.735 | 651 | 678 | 633 | (6,5) | 2.096 | 1.961 | (6,4) |
| Reconciliation | | (1.585) | (1.561) | (6.307) | (1.520) | (1.561) | (1.529) | 3,5 | (4.746) | (4.610) | 2,9 |
| GROUP | | 19.104 | 20.261 | 75.656 | 19.488 | 19.664 | 20.017 | 4,8 | 55.395 | 59.169 | 6,8 |
| NET REVENUE | | | | | | | | | | | |
| Germany | | 5.101 | 5.275 | 20.351 | 5.036 | 5.059 | 5.141 | 0,8 | 15.077 | 15.235 | 1,0 |
| United States | | 9.227 | 10.018 | 36.521 | 9.796 | 9.826 | 10.005 | 8,4 | 26.503 | 29.628 | 11,8 |
| Europe | 1 | 2.952 | 3.032 | 11.522 | 2.808 | 2.891 | 2.982 | 1,0 | 8.490 | 8.681 | 2,2 |
| Systems Solutions | | 1.381 | 1.465 | 5.497 | 1.278 | 1.321 | 1.299 | (5,9) | 4.032 | 3.898 | (3,3) |
| Group Development | | 397 | 422 | 1.579 | 522 | 520 | 540 | 36,0 | 1.157 | 1.582 | 36,7 |
| Group Headquarters & Group Services | | 46 | 50 | 186 | 48 | 48 | 49 | 6,5 | 136 | 145 | 6,6 |
| GROUP | | 19.104 | 20.261 | 75.656 | 19.488 | 19.664 | 20.017 | 4,8 | 55.395 | 59.169 | 6,8 |
| EBITDA (ADJUSTED FOR SPECIAL FACTORS) | | | | | | | | | | | |
| Germany | | 2.222 | 2.179 | 8.610 | 2.114 | 2.161 | 2.260 | 1,7 | 6.430 | 6.535 | 1,6 |
| United States | | 2.665 | 2.537 | 10.088 | 3.309 | 3.534 | 3.563 | 33,7 | 7.551 | 10.406 | 37,8 |
| Europe | 1 | 1.062 | 953 | 3.880 | 1.059 | 1.099 | 1.196 | 12,6 | 2.926 | 3.355 | 14,7 |
| Systems Solutions | | 139 | 111 | 429 | 125 | 158 | 175 | 25,9 | 318 | 459 | 44,3 |
| Group Development | | 227 | 230 | 921 | 332 | 319 | 345 | 52,0 | 691 | 996 | 44,1 |
| Group Headquarters & Group Services | | (114) | (373) | (515) | (35) | 20 | (45) | 60,5 | (143) | (60) | 58,0 |
| Reconciliation | | 6 | 11 | (79) | (2) | (29) | (4) | n.a. | (90) | (35) | 61,1 |
| GROUP | | 6.207 | 5.649 | 23.333 | 6.901 | 7.263 | 7.490 | 20,7 | 17.684 | 21.654 | 22,4 |
| Proportional EBITDA | | 4.884 | 4.419 | 18.412 | 5.341 | 5.609 | 5.769 | 18,1 | 13.993 | 16.719 | 19,5 |
| EBITDA AL (ADJUSTED FOR SPECIAL FACTORS) | | | | | | | | | | | |
| Germany | | 2.200 | 2.154 | 8.516 | 2.108 | 2.153 | 2.254 | 2,4 | 6.361 | 6.515 | 2,4 |
| United States | | 2.664 | 2.536 | 10.084 | 2.679 | 2.872 | 2.874 | 7,9 | 7.547 | 8.424 | 11,6 |
| Europe | 1 | 1.044 | 935 | 3.813 | 945 | 991 | 1.086 | 4,0 | 2.878 | 3.022 | 5,0 |
| Systems Solutions | | 143 | 115 | 442 | 92 | 127 | 144 | 0,7 | 327 | 363 | 11,0 |
| Group Development | | 222 | 218 | 892 | 255 | 250 | 269 | 21,2 | 674 | 774 | 14,8 |
| Group Headquarters & Group Services | | (132) | (400) | (601) | (137) | (82) | (143) | (8,3) | (201) | (362) | (80,1) |
| Reconciliation | | 7 | 15 | (72) | (2) | (29) | (4) | n.a. | (87) | (35) | 59,8 |
| GROUP | | 6.148 | 5.573 | 23.074 | 5.940 | 6.283 | 6.478 | 5,4 | 17.501 | 18.701 | 6,9 |

1 Sale of Telekom Albania, discontinuing our mobile business activities in the country effective May 7, 2019. Historical figures were not adjusted.

GROUP

AT A GLANCE II

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| EBITDA AL MARGIN (ADJUSTED FOR SPECIAL FACTORS) (EBITDA AL / TOTAL REVENUE) | % | | | | | | | | | | |
| Germany | | 40,4 | 38,4 | 39,2 | 39,4 | 40,0 | 41,2 | 0,8p | 39,5 | 40,2 | 0,7p |
| United States | | 28,9 | 25,3 | 27,6 | 27,3 | 29,2 | 28,7 | (0,2p) | 28,5 | 28,4 | (0,1p) |
| Europe | 1 | 34,3 | 29,9 | 32,1 | 32,7 | 33,3 | 35,3 | 1,0p | 32,9 | 33,8 | 0,9p |
| Systems Solutions | | 8,2 | 6,2 | 6,4 | 5,6 | 7,6 | 8,7 | 0,5p | 6,4 | 7,3 | 0,9p |
| Group Development | | 40,8 | 37,7 | 40,8 | 37,4 | 36,6 | 38,2 | (2,6p) | 41,9 | 37,4 | (4,5p) |
| Group Headquarters & Group Services | | (19,5) | (62,5) | (22,0) | (21,0) | (12,1) | (22,6) | (3,1p) | (9,6) | (18,5) | (8,9p) |
| GROUP | | 32,2 | 27,5 | 30,5 | 30,5 | 32,0 | 32,4 | 0,2p | 31,6 | 31,6 | 0,0p |
| CASH CAPEX | | | | | | | | | | | |
| Germany | | 1.134 | 998 | 4.240 | 1.216 | 1.069 | 1.066 | (6,0) | 3.242 | 3.351 | 3,4 |
| United States | | 1.158 | 1.008 | 4.661 | 1.713 | 2.272 | 1.329 | 14,8 | 3.653 | 5.314 | 45,5 |
| Europe | 1 | 417 | 634 | 1.887 | 446 | 469 | 386 | (7,4) | 1.253 | 1.301 | 3,8 |
| Systems Solutions | | 87 | 110 | 462 | 93 | 73 | 66 | (24,1) | 352 | 233 | (33,8) |
| Group Development | | 60 | 69 | 271 | 86 | 106 | 99 | 65,0 | 201 | 291 | 44,8 |
| Group Headquarters & Group Services | | 253 | 329 | 1.078 | 274 | 231 | 234 | (7,5) | 748 | 739 | (1,2) |
| Reconciliation | | 8 | (7) | (107) | (1) | (20) | (1) | n.a. | (99) | (22) | 77,8 |
| GROUP | | 3.117 | 3.141 | 12.492 | 3.827 | 4.199 | 3.180 | 2,0 | 9.351 | 11.206 | 19,8 |
| - thereof spectrum investment | | 71 | 62 | 269 | 145 | 875 | 143 | n.a. | 208 | 1.164 | n.a. |
| NET PROFIT (LOSS) | | | | | | | | | | | |
| adjusted for special factors | | 1.321 | 796 | 4.545 | 1.183 | 1.329 | 1.420 | 7,5 | 3.749 | 3.932 | 4,9 |
| as reported | | 1.110 | (431) | 2.166 | 900 | 944 | 1.368 | 23,2 | 2.597 | 3.213 | 23,7 |
| FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM INVESTMENT) | | 1.883 | 1.471 | 6.250 | 2.370 | 2.312 | 2.913 | 54,7 | 4.779 | 7.596 | 58,9 |
| Proportional free cash flow | | 1.451 | 934 | 4.642 | 1.884 | 804 | 2.161 | 48,9 | 3.708 | 4.849 | 30,8 |
| FREE CASH FLOW AL (BEFORE DIVIDEND PAYMENTS AND SPECTRUM INVESTMENT) | | 1.828 | 1.438 | 6.051 | 1.557 | 1.546 | 2.147 | 17,5 | 4.613 | 5.250 | 13,8 |
| NET DEBT | | 55.473 | 55.425 | 55.425 | 71.876 | 75.709 | 78.807 | 42,1 | 55.473 | 78.807 | 42,1 |
| NET DEBT AL | | 54.429 | 54.732 | 54.732 | 54.946 | 58.364 | 60.742 | 11,6 | 54.429 | 60.742 | 11,6 |

1 Sale of Telekom Albania, discontinuing our mobile business activities in the country effective May 7, 2019. Historical figures were not adjusted.

DT GROUP

EXCELLENT MARKET POSITION¹

| | Note | Q3 | Q4 | Q1 | Q2 | Q3 | Change compared to | | Change compared to | |
|--|------|----------------|----------------|----------------|----------------|----------------|--------------------|--------------|--------------------|--------------|
| | | 2018 | 2018 | 2019 | 2019 | 2019 | prior quarter | | prior year | |
| | | ('000) | ('000) | ('000) | ('000) | ('000) | abs. | % | abs. | % |
| BROADBAND CUSTOMERS RETAIL(END OF PERIOD) | 2,3 | 20.024 | 20.207 | 20.643 | 20.754 | 20.871 | 117 | 0,6 | 847 | 4,2 |
| Germany | | 13.504 | 13.561 | 13.608 | 13.636 | 13.683 | 47 | 0,3 | 179 | 1,3 |
| Europe | | 6.293 | 6.405 | 6.478 | 6.540 | 6.587 | 47 | 0,7 | 294 | 4,7 |
| Greece | 7 | 1.855 | 1.893 | 1.938 | 1.972 | 1.993 | 21 | 1,1 | 138 | 7,4 |
| Romania | | 1.108 | 1.101 | 1.078 | 1.055 | 1.040 | (15) | (1,4) | (68) | (6,1) |
| Hungary | | 1.126 | 1.148 | 1.170 | 1.189 | 1.209 | 20 | 1,7 | 83 | 7,4 |
| Poland | | 20 | 18 | 11 | 10 | 11 | 1 | 10,0 | (9) | (45,0) |
| Czech Republic | | 227 | 251 | 274 | 290 | 305 | 15 | 5,2 | 78 | 34,4 |
| Croatia | | 620 | 618 | 617 | 619 | 622 | 3 | 0,5 | 2 | 0,3 |
| Slovakia | | 533 | 543 | 550 | 557 | 565 | 8 | 1,4 | 32 | 6,0 |
| Austria | 5 | 569 | 594 | 601 | 606 | 597 | (9) | (1,5) | 28 | 4,9 |
| other | | 234 | 238 | 239 | 241 | 245 | 4 | 1,7 | 11 | 4,7 |
| Group Development | | 227 | 241 | 557 | 578 | 601 | 23 | 4,0 | 374 | n.a. |
| Netherlands | | 227 | 241 | 557 | 578 | 601 | 23 | 4,0 | 374 | n.a. |
| FIXED NETWORK LINES (END OF PERIOD) | 4 | 27.962 | 27.829 | 27.948 | 27.792 | 27.598 | (194) | (0,7) | (364) | (1,3) |
| Germany | | 18.809 | 18.625 | 18.414 | 18.228 | 17.996 | (232) | (1,3) | (813) | (4,3) |
| Europe | | 8.926 | 8.963 | 8.977 | 8.986 | 9.001 | 15 | 0,2 | 75 | 0,8 |
| Greece | | 2.547 | 2.566 | 2.581 | 2.607 | 2.625 | 18 | 0,7 | 78 | 3,1 |
| Romania | | 1.772 | 1.741 | 1.697 | 1.648 | 1.608 | (40) | (2,4) | (164) | (9,3) |
| Hungary | | 1.651 | 1.663 | 1.673 | 1.680 | 1.690 | 10 | 0,6 | 39 | 2,4 |
| Poland | | 19 | 18 | 18 | 19 | 19 | 0 | 0,0 | 0 | 0,0 |
| Czech Republic | | 276 | 318 | 355 | 384 | 409 | 25 | 6,5 | 133 | 48,2 |
| Croatia | | 942 | 931 | 922 | 916 | 914 | (2) | (0,2) | (28) | (3,0) |
| Slovakia | | 851 | 853 | 854 | 854 | 855 | 1 | 0,1 | 4 | 0,5 |
| Austria | 6 | 535 | 538 | 544 | 546 | 548 | 2 | 0,4 | 13 | 2,4 |
| other | | 333 | 333 | 334 | 332 | 334 | 2 | 0,6 | 1 | 0,3 |
| Group Development | | 227 | 241 | 557 | 578 | 601 | 23 | 4,0 | 374 | n.a. |
| Netherlands | | 227 | 241 | 557 | 578 | 601 | 23 | 4,0 | 374 | n.a. |
| MOBILE SUBSCRIBERS (END OF PERIOD) | | 175.328 | 178.416 | 179.140 | 179.803 | 181.813 | 2.010 | 1,1 | 6.485 | 3,7 |
| Germany | | 43.646 | 44.202 | 44.657 | 44.827 | 45.598 | 771 | 1,7 | 1.952 | 4,5 |
| United States | | 77.249 | 79.651 | 81.301 | 83.052 | 84.183 | 1.131 | 1,4 | 6.934 | 9,0 |
| Europe | | 50.429 | 50.542 | 47.800 | 46.469 | 46.501 | 32 | 0,1 | (3.928) | (7,8) |
| Greece | 7 | 8.123 | 7.893 | 7.682 | 7.605 | 7.505 | (100) | (1,3) | (618) | (7,6) |
| Romania | | 5.302 | 5.360 | 5.421 | 5.258 | 5.051 | (207) | (3,9) | (251) | (4,7) |
| Hungary | | 5.302 | 5.330 | 5.305 | 5.332 | 5.323 | (9) | (0,2) | 21 | 0,4 |
| Poland | | 10.693 | 10.787 | 10.823 | 10.869 | 10.908 | 39 | 0,4 | 215 | 2,0 |
| Czech Republic | | 6.177 | 6.188 | 6.186 | 6.224 | 6.282 | 58 | 0,9 | 105 | 1,7 |
| Croatia | | 2.331 | 2.273 | 2.262 | 2.286 | 2.359 | 73 | 3,2 | 28 | 1,2 |
| Slovakia | | 2.339 | 2.369 | 2.391 | 2.402 | 2.432 | 30 | 1,2 | 93 | 4,0 |
| Austria | | 6.870 | 7.194 | 4.765 | 4.938 | 5.024 | 86 | 1,7 | (1.846) | (26,9) |
| other | 8 | 3.291 | 3.149 | 2.967 | 1.555 | 1.617 | 62 | 4,0 | (1.674) | (50,9) |
| Group Development | | 4.004 | 4.021 | 5.382 | 5.455 | 5.531 | 76 | 1,4 | 1.527 | 38,1 |
| Netherlands | | 4.004 | 4.021 | 5.382 | 5.455 | 5.531 | 76 | 1,4 | 1.527 | 38,1 |

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.

7 As of Q1/19 17k Hybrid customers have been reclassified from Mobile to Broadband Customers. Figures of previous periods were not adjusted.

8 Sale of Telekom Albania, discontinuing our mobile business activities in the country effective May 7, 2019. Historical figures were not adjusted.

CONTENT

| | | | | | | | |
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| At a Glance | 3 | GERMANY | Financials | 30 | SYSTEMS SOLUTIONS | Financials | 68 |
| Excellent market position | 5 | EBITDA reconciliation | 31 | EBITDA reconciliation | 69 | | |
| <hr/> GROUP <hr/> | | Operational & Mobile Communication KPIs | 32 | <hr/> GROUP DEVELOPMENT <hr/> | | | |
| Adjusted for special factors | 8 | Additional information | 33 | Financials | 72 | | |
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| As reported | 10 | Financials | 43 | Netherlands | 74 | | |
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| Provisions for pensions | 18 | EBITDA reconciliation | 50 | | | | |
| Maturity profile | 19 | Greece | 51 | | | | |
| Liquidity reserves | 20 | Romania | 53 | | | | |
| DT/TMUS Funding | 21 | Hungary | 55 | | | | |
| Net debt | 22 | Poland | 57 | | | | |
| Net debt development | 23 | Czech Republic | 59 | | | | |
| Cash capex | 24 | Croatia | 61 | | | | |
| Free cash flow | 25 | Slovakia | 63 | | | | |
| Personnel | 26 | Austria | 65 | | | | |
| Exchange rates | 27 | | | | | | |

DT CONSOLIDATED INCOME STATEMENT¹

ADJUSTED FOR SPECIAL FACTORS

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| NET REVENUE | | 19.104 | 20.261 | 75.656 | 19.488 | 19.664 | 20.017 | 4,8 | 55.395 | 59.169 | 6,8 |
| Other operating income | | 365 | 411 | 1.458 | 204 | 188 | 216 | (40,8) | 1.047 | 608 | (41,9) |
| Changes in inventories | | 22 | (37) | (14) | 32 | 23 | 24 | 9,1 | 23 | 79 | n.a. |
| Own capitalized costs | | 618 | 675 | 2.433 | 590 | 589 | 600 | (2,9) | 1.759 | 1.779 | 1,1 |
| Goods and services purchased | | (9.447) | (10.877) | (37.917) | (8.754) | (8.568) | (8.797) | 6,9 | (27.040) | (26.119) | 3,4 |
| Personnel costs | | (3.782) | (3.855) | (15.216) | (3.978) | (3.919) | (3.853) | (1,9) | (11.361) | (11.750) | (3,4) |
| Other operating expenses | | (673) | (929) | (3.067) | (680) | (714) | (717) | (6,5) | (2.139) | (2.112) | 1,3 |
| Depreciation, amortization, and impairment losses | | (3.340) | (3.486) | (13.128) | (4.204) | (4.301) | (4.256) | (27,4) | (9.642) | (12.761) | (32,3) |
| PROFIT (LOSS) FROM OPERATIONS (EBIT) | | 2.867 | 2.162 | 10.204 | 2.698 | 2.962 | 3.234 | 12,8 | 8.042 | 8.893 | 10,6 |
| EBIT margin (EBIT / net revenue) | % | 15,0 | 10,7 | 13,5 | 13,8 | 15,1 | 16,2 | 1,2p | 14,5 | 15,0 | 0,5p |
| Profit (loss) from financial activities | | (501) | (697) | (2.091) | (406) | (465) | (616) | (23,0) | (1.394) | (1.487) | (6,7) |
| of which: finance costs | | (443) | (421) | (1.714) | (603) | (590) | (592) | (33,6) | (1.293) | (1.785) | (38,1) |
| PROFIT (LOSS) BEFORE INCOME TAXES (EBT) | | 2.366 | 1.465 | 8.114 | 2.292 | 2.497 | 2.618 | 10,7 | 6.648 | 7.407 | 11,4 |
| Income taxes | | (667) | (328) | (2.225) | (649) | (684) | (703) | (5,4) | (1.897) | (2.036) | (7,3) |
| PROFIT (LOSS) | | 1.699 | 1.137 | 5.889 | 1.643 | 1.813 | 1.915 | 12,7 | 4.751 | 5.371 | 13,0 |
| Profit (loss) attributable to non-controlling interests | | 378 | 341 | 1.344 | 460 | 484 | 496 | 31,2 | 1.003 | 1.439 | 43,5 |
| NET PROFIT (LOSS) | | 1.321 | 796 | 4.545 | 1.183 | 1.329 | 1.420 | 7,5 | 3.749 | 3.932 | 4,9 |

¹ Sale of Telekom Albania, discontinuing our mobile business activities in the country effective May 7, 2019. Historical figures were not adjusted.

GROUP¹

EBITDA RECONCILIATION

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| NET REVENUE | | 19.104 | 20.261 | 75.656 | 19.488 | 19.664 | 20.017 | 4,8 | 55.395 | 59.169 | 6,8 |
| NET PROFIT (LOSS) | | 1.110 | (431) | 2.166 | 900 | 944 | 1.368 | 23,2 | 2.597 | 3.213 | 23,7 |
| + Profit (loss) attributable to non-controlling interests | | 355 | 231 | 1.163 | 425 | 428 | 451 | 27,0 | 932 | 1.303 | 39,8 |
| = Profit (loss) | | 1.466 | (200) | 3.329 | 1.325 | 1.372 | 1.819 | 24,1 | 3.529 | 4.516 | 28,0 |
| - Income taxes | | (563) | (397) | (1.824) | (527) | (511) | (623) | (10,7) | (1.427) | (1.662) | (16,5) |
| = Profit (loss) before income taxes = EBT | | 2.029 | 197 | 5.153 | 1.852 | 1.883 | 2.442 | 20,4 | 4.956 | 6.178 | 24,7 |
| - Profit (loss) from financial activities | | (502) | (751) | (2.848) | (406) | (466) | (615) | (22,5) | (2.098) | (1.488) | 29,1 |
| PROFIT (LOSS) FROM OPERATIONS (EBIT) | | 2.530 | 947 | 8.001 | 2.258 | 2.350 | 3.058 | 20,9 | 7.053 | 7.665 | 8,7 |
| - Depreciation, amortization and impairment losses | | (3.344) | (4.190) | (13.836) | (4.204) | (4.351) | (4.256) | (27,3) | (9.645) | (12.811) | (32,8) |
| = EBITDA | | 5.874 | 5.138 | 21.836 | 6.461 | 6.701 | 7.314 | 24,5 | 16.699 | 20.476 | 22,6 |
| - Special factors affecting EBITDA | | (333) | (511) | (1.497) | (440) | (562) | (176) | 47,1 | (985) | (1.178) | (19,6) |
| = EBITDA ADJUSTED FOR SPECIAL FACTORS | | 6.207 | 5.649 | 23.333 | 6.901 | 7.263 | 7.490 | 20,7 | 17.684 | 21.654 | 22,4 |
| = EBITDA AL ADJUSTED FOR SPECIAL FACTORS | | 6.148 | 5.573 | 23.074 | 5.940 | 6.283 | 6.478 | 5,4 | 17.501 | 18.701 | 6,9 |

¹ Sale of Telekom Albania, discontinuing our mobile business activities in the country effective May 7, 2019. Historical figures were not adjusted.

DT CONSOLIDATED INCOME STATEMENT¹

AS REPORTED

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| NET REVENUE | | 19.104 | 20.261 | 75.656 | 19.488 | 19.664 | 20.017 | 4,8 | 55.395 | 59.169 | 6,8 |
| Other operating income | | 365 | 414 | 1.491 | 204 | 254 | 389 | 6,6 | 1.077 | 846 | (21,4) |
| Changes in inventories | | 22 | (37) | (14) | 32 | 23 | 24 | 9,1 | 23 | 79 | n.a. |
| Own capitalized costs | | 618 | 675 | 2.433 | 590 | 589 | 600 | (2,9) | 1.759 | 1.779 | 1,1 |
| Goods and services purchased | | (9.508) | (10.969) | (38.160) | (8.842) | (8.781) | (8.916) | 6,2 | (27.190) | (26.540) | 2,4 |
| Personnel costs | | (4.026) | (4.190) | (16.436) | (4.301) | (4.262) | (4.013) | 0,3 | (12.245) | (12.576) | (2,7) |
| Other operating expenses | | (701) | (1.015) | (3.134) | (709) | (786) | (787) | (12,3) | (2.119) | (2.282) | (7,7) |
| Depreciation, amortization, and impairment losses | | (3.344) | (4.190) | (13.836) | (4.204) | (4.351) | (4.256) | (27,3) | (9.645) | (12.811) | (32,8) |
| PROFIT (LOSS) FROM OPERATIONS (EBIT) | | 2.530 | 947 | 8.001 | 2.258 | 2.350 | 3.058 | 20,9 | 7.053 | 7.665 | 8,7 |
| EBIT margin (EBIT / net revenue) | % | 13,2 | 4,7 | 10,6 | 11,6 | 12,0 | 15,3 | 2,1p | 12,7 | 13,0 | 0,3p |
| Profit (loss) from financial activities | | (502) | (751) | (2.848) | (406) | (466) | (615) | (22,5) | (2.098) | (1.488) | 29,1 |
| of which: finance costs | | (443) | (421) | (1.817) | (603) | (590) | (591) | (33,4) | (1.396) | (1.784) | (27,8) |
| PROFIT (LOSS) BEFORE INCOME TAXES (EBT) | | 2.029 | 197 | 5.153 | 1.852 | 1.883 | 2.442 | 20,4 | 4.956 | 6.178 | 24,7 |
| Income taxes | | (563) | (397) | (1.824) | (527) | (511) | (623) | (10,7) | (1.427) | (1.662) | (16,5) |
| PROFIT (LOSS) | | 1.466 | (200) | 3.329 | 1.325 | 1.372 | 1.819 | 24,1 | 3.529 | 4.516 | 28,0 |
| Profit (loss) attributable to non-controlling interests | | 355 | 231 | 1.163 | 425 | 428 | 451 | 27,0 | 932 | 1.303 | 39,8 |
| NET PROFIT (LOSS) | | 1.110 | (431) | 2.166 | 900 | 944 | 1.368 | 23,2 | 2.597 | 3.213 | 23,7 |

¹ Sale of Telekom Albania, discontinuing our mobile business activities in the country effective May 7, 2019. Historical figures were not adjusted.

GROUP¹

SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € |
|---|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|----------------------------------|----------------------------------|
| NET REVENUE | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other operating income | | 0 | 3 | 32 | 0 | 65 | 173 | 30 | 238 |
| 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 | | (61) | (92) | (242) | (88) | (213) | (119) | (150) | (420) |
| Personnel costs | | (244) | (335) | (1.220) | (323) | (343) | (160) | (884) | (826) |
| Other operating expenses | | (28) | (86) | (66) | (29) | (71) | (70) | 20 | (170) |
| Depreciation, amortization, and impairment losses | | (3) | (704) | (707) | 0 | (50) | 0 | (3) | (50) |
| PROFIT (LOSS) FROM OPERATIONS (EBIT) | 2 | (337) | (1.215) | (2.204) | (440) | (612) | (176) | (989) | (1.228) |
| Profit (loss) from financial activities | | 0 | (54) | (757) | 0 | (1) | 0 | (704) | (1) |
| PROFIT (LOSS) BEFORE INCOME TAXES (EBT) | | (337) | (1.269) | (2.961) | (440) | (613) | (176) | (1.692) | (1.229) |
| Income taxes | | 104 | (69) | 401 | 122 | 173 | 79 | 470 | 374 |
| PROFIT (LOSS) | | (233) | (1.337) | (2.560) | (318) | (441) | (97) | (1.223) | (855) |
| Profit (loss) attributable to non-controlling interests | | 22 | 110 | 181 | 36 | 56 | 45 | 71 | 136 |
| NET PROFIT (LOSS) | | (210) | (1.227) | (2.379) | (282) | (385) | (52) | (1.152) | (719) |

1 Sale of Telekom Albania, discontinuing our mobile business activities in the country effective May 7, 2019. Historical figures were not adjusted.

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

GROUP¹

DETAILS ON SPECIAL FACTORS I

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|----------------|----------------------------------|----------------------------------|---------------|
| EFFECT ON OPERATING EXPENSES | | (333) | (514) | (1.529) | (440) | (627) | (349) | (5) | (1.015) | (1.416) | (39,5) |
| of which: expenses / income for early retirement (civil servants) | | (89) | (80) | (583) | (172) | (119) | (6) | 93,3 | (503) | (297) | 41,0 |
| of which: expenses for severance payments (termination benefit) | | (78) | (146) | (326) | (54) | (119) | (57) | 26,9 | (180) | (229) | (27,2) |
| of which: expenses for other personnel restructuring charges | | (56) | (74) | (241) | (62) | (62) | (64) | (14,3) | (166) | (189) | (13,9) |
| of which: Vivento transfer payments | | (1) | (3) | (5) | (1) | (3) | (3) | n.a. | (3) | (7) | n.a. |
| of which: restructuring charges | | (1) | (1) | (4) | (1) | (1) | (1) | 0,0 | (3) | (3) | 0,0 |
| of which: expenses due to de-consolidations and other asset sales | | (20) | (34) | (109) | (19) | (30) | (11) | 45,0 | (74) | (59) | 20,3 |
| of which: others | | (61) | (155) | (255) | (111) | (239) | (172) | n.a. | (100) | (523) | n.a. |
| EFFECT ON OTHER OPERATING INCOME | | 0 | 3 | 32 | 0 | 65 | 173 | n.a. | 30 | 238 | n.a. |
| of which: income due to asset sales | | 0 | 3 | 32 | 0 | 65 | 142 | n.a. | 30 | 207 | n.a. |
| of which: others | | 0 | 0 | 0 | 0 | 0 | 31 | n.a. | 0 | 31 | n.a. |
| EFFECT ON REVENUE | | 0 | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| EFFECT ON EBITDA | | (333) | (511) | (1.497) | (440) | (562) | (176) | 47,1 | (985) | (1.178) | (19,6) |
| LOSSES | | (3) | (704) | (707) | 0 | (50) | 0 | (100,0) | (3) | (50) | n.a. |
| EFFECT ON PROFIT FROM OPERATIONS = EBIT | | (337) | (1.215) | (2.204) | (440) | (612) | (176) | 47,8 | (989) | (1.228) | (24,2) |

¹ Sale of Telekom Albania, discontinuing our mobile business activities in the country effective May 7, 2019. Historical figures were not adjusted.

GROUP¹

DETAILS ON SPECIAL FACTORS II

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES | 2 | 0 | (54) | (757) | 0 | (1) | 0 | n.a. | (704) | (1) | 99,9 |
| EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES | | (337) | (1.269) | (2.961) | (440) | (613) | (176) | 47,8 | (1.692) | (1.229) | 27,4 |
| EFFECT ON TAXES | | 104 | (69) | 401 | 122 | 173 | 79 | (24,0) | 470 | 374 | (20,4) |
| EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON- CONTROLLING INTERESTS | | 22 | 110 | 181 | 36 | 56 | (45) | n.a. | 71 | (136) | n.a. |
| EFFECT ON NET PROFIT (LOSS) | | (210) | (1.227) | (2.379) | (282) | (385) | (52) | 75,2 | (1.152) | (719) | 37,6 |

1 Sale of Telekom Albania, discontinuing our mobile business activities in the country effective May 7, 2019. Historical figures were not adjusted.

2 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

| | Note | REPORTED | PLUS | | | | | | MINUS | | | | | | TOTAL | PRO | REPORTED | ORGANIC | |
|--|------|---------------|---------------------|---------------|------------------|---------------|----------------------|----------------------|-------------------------|---------------|---------------|------------------|---------------|----------------------|----------------------|---------------|---------------|---------------|--------|
| | | NUMBERS | ACQUISITION EFFECTS | | | | | | DECONSOLIDATION EFFECTS | | | | | | EFFECT | FORMA | NUMBERS | CHANGE | |
| | | Q3 2018 | Total | Germany | United States | Europe | Group Development | Systems Solutions | GHS | Total | Germany | United States | Europe | Group Development | Systems Solutions | GHS | Q3 2018 | Q3 2019 | Change |
| | | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | % |
| NET REVENUE | | 19.104 | 171 | | | 30 | 141 | | 16 | | | | 16 | | | 155 | 19.259 | 20.017 | 3,9 |
| PROFIT (LOSS) FROM OPERATIONS = EBIT | | 2.530 | 10 | | | 8 | 2 | | 10 | | | | 1 | | | 0 | 2.530 | 3.058 | 20,9 |
| Profit (loss) from financial activities | | (502) | (4) | | | | (4) | | 0 | | | | | | | (4) | (506) | (615) | (21,5) |
| of which finance costs | | (443) | (5) | | | | (5) | | 0 | | | | | | | (5) | (448) | (591) | (31,9) |
| PROFIT (LOSS) BEFORE INCOME TAXES = EBT | | 2.029 | 6 | 0 | 0 | 8 | (2) | 0 | 10 | 0 | 0 | 1 | 9 | 0 | 0 | (4) | 2.025 | 2.442 | 20,6 |
| Income taxes | | (563) | 0 | | | | | | 0 | | | | | | | 0 | (563) | (623) | (10,7) |
| PROFIT (LOSS) | | 1.466 | 6 | 0 | 0 | 8 | (2) | 0 | 10 | 0 | 0 | 1 | 9 | 0 | 0 | (4) | 1.462 | 1.819 | 24,4 |

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 2018 | Total | Germany | United States | Europe | Group Development | Systems Solutions | GHS | Total | Germany | United States | Europe | Group Development | Systems Solutions | | | | |
| | Note | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | millions of € | % |
| NET REVENUE | | 55.395 | 624 | | | 210 | 414 | | 26 | | | 26 | | | | 598 | 55.993 | 59.169 | 5,7 |
| PROFIT (LOSS) FROM OPERATIONS = EBIT | | 7.053 | 57 | | | 57 | 0 | | 9 | | | 0 | 9 | | | 48 | 7.101 | 7.665 | 7,9 |
| Profit (loss) from financial activities | | (2.098) | (15) | | | | (15) | | (8) | | | (8) | | | | (7) | (2.105) | (1.488) | 29,3 |
| of which finance costs | | (1.396) | (16) | | | | (16) | | 0 | | | | | | | (16) | (1.412) | (1.784) | (26,3) |
| PROFIT (LOSS) BEFORE INCOME TAXES = EBT | | 4.956 | 42 | 0 | 0 | 57 | (15) | 0 | 1 | 0 | 0 | (8) | 9 | 0 | 0 | 41 | 4.997 | 6.178 | 23,6 |
| Income taxes | | (1.427) | (5) | | | (5) | | | (2) | | | (2) | | | | (3) | (1.430) | (1.662) | (16,2) |
| PROFIT (LOSS) | | 3.529 | 37 | 0 | 0 | 52 | (15) | 0 | (1) | 0 | 0 | (10) | 9 | 0 | 0 | 38 | 3.567 | 4.516 | 26,6 |

CONSOLIDATED STATEMENT OF FINANCIAL POSITION¹

ASSETS

| | Note | Sep. 30 2018 millions of € | Dec. 31 2018 millions of € | Mar. 31 2019 millions of € | Jun. 30 2019 millions of € | Sep. 30 2019 millions of € | Change compared to prior quarter % | Change compared to prior year % |
|--|------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|---|--|
| CURRENT ASSETS | | 19.981 | 21.870 | 24.693 | 21.801 | 24.563 | 12,7 | 22,9 |
| Cash and cash equivalents | | 2.235 | 3.679 | 6.144 | 3.894 | 6.461 | 65,9 | n.a. |
| Trade and other receivables | | 9.331 | 9.988 | 9.990 | 9.898 | 9.919 | 0,2 | 6,3 |
| Contract assets | | 1.716 | 1.765 | 1.841 | 1.894 | 1.882 | (0,6) | 9,7 |
| Current recoverable income taxes | | 335 | 492 | 556 | 511 | 446 | (12,7) | 33,1 |
| Other financial assets | | 2.912 | 2.847 | 2.277 | 2.187 | 2.614 | 19,5 | (10,2) |
| Inventories | | 1.541 | 1.790 | 2.015 | 1.702 | 1.598 | (6,1) | 3,7 |
| Current and non-current assets and disposal groups held for sale | | 159 | 145 | 145 | 94 | 177 | 88,3 | 11,3 |
| Other assets | | 1.752 | 1.164 | 1.726 | 1.621 | 1.465 | (9,6) | (16,4) |
| NON-CURRENT ASSETS | | 122.279 | 123.505 | 140.779 | 142.413 | 149.764 | 5,2 | 22,5 |
| Intangible assets | | 64.890 | 64.950 | 66.387 | 66.266 | 69.645 | 5,1 | 7,3 |
| Property, plant and equipment | | 49.448 | 50.631 | 48.766 | 49.119 | 49.982 | 1,8 | 1,1 |
| Right of Use assets | | | | 16.828 | 17.549 | 18.474 | n.a. | n.a. |
| Contract costs | | 1.566 | 1.744 | 1.833 | 1.873 | 1.988 | 6,1 | 26,9 |
| Investments accounted for using the equity method | | 574 | 576 | 614 | 675 | 397 | (41,2) | (30,8) |
| Other financial assets | | 1.621 | 1.585 | 2.147 | 2.731 | 4.656 | 70,5 | n.a. |
| Deferred tax assets | | 3.104 | 2.949 | 3.169 | 3.163 | 3.529 | 11,6 | 13,7 |
| Other assets | | 1.075 | 1.070 | 1.035 | 1.036 | 1.092 | 5,4 | 1,6 |
| TOTAL ASSETS | | 142.260 | 145.375 | 165.472 | 164.214 | 174.327 | 6,2 | 22,5 |

¹ Sale of Telekom Albania, discontinuing our mobile business activities in the country effective May 7, 2019. Historical figures were not adjusted.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION¹

LIABILITIES AND SHAREHOLDERS' EQUITY

| | Note | Sep. 30 2018 millions of € | Dec. 31 2018 millions of € | Mar. 31 2019 millions of € | Jun. 30 2019 millions of € | Sep. 30 2019 millions of € | Change compared to prior quarter % | Change compared to prior year % |
|---|------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|---|--|
| LIABILITIES | | 98.779 | 101.938 | 122.710 | 121.524 | 129.190 | 6,3 | 30,8 |
| CURRENT LIABILITIES | | 24.183 | 29.144 | 37.365 | 35.063 | 35.249 | 0,5 | 45,8 |
| Financial liabilities | | 7.319 | 10.527 | 14.958 | 13.582 | 14.148 | 4,2 | 93,3 |
| Lease liabilities | | | | 4.054 | 4.019 | 4.146 | n.a. | n.a. |
| Trade and other payables | | 8.988 | 10.735 | 10.241 | 9.647 | 8.896 | (7,8) | (1,0) |
| Income tax liabilities | | 334 | 328 | 368 | 359 | 387 | 7,8 | 15,9 |
| Other provisions | | 2.839 | 3.144 | 2.995 | 2.580 | 2.697 | 4,5 | (5,0) |
| Liabilities directly associated with non-current assets and disposal groups held for sale | | 0 | 36 | 30 | 0 | 0 | n.a. | n.a. |
| Other liabilities | | 2.903 | 2.654 | 3.013 | 3.177 | 3.299 | 3,8 | 13,6 |
| Contract Liabilities | | 1.801 | 1.720 | 1.703 | 1.700 | 1.676 | (1,4) | (6,9) |
| NON-CURRENT LIABILITIES | | 74.595 | 72.794 | 85.345 | 86.461 | 93.941 | 8,7 | 25,9 |
| Financial liabilities | | 53.804 | 51.748 | 50.988 | 50.605 | 55.510 | 9,7 | 3,2 |
| Lease liabilities | | | | 14.673 | 15.328 | 16.167 | n.a. | n.a. |
| Provisions for pensions and other employee benefits | | 5.347 | 5.502 | 5.750 | 6.569 | 6.702 | 2,0 | 25,3 |
| Other provisions | | 3.159 | 3.291 | 3.201 | 3.319 | 3.489 | 5,1 | 10,4 |
| Deferred tax liabilities | | 8.204 | 8.240 | 8.996 | 8.935 | 9.683 | 8,4 | 18,0 |
| Other liabilities | | 3.476 | 3.427 | 1.233 | 1.173 | 1.894 | 61,5 | (45,5) |
| Contract Liabilities | | 604 | 585 | 504 | 532 | 496 | (6,8) | (17,9) |
| SHAREHOLDERS' EQUITY | | 43.481 | 43.437 | 42.762 | 42.690 | 45.137 | 5,7 | 3,8 |
| Issued capital | | 12.189 | 12.189 | 12.189 | 12.189 | 12.189 | 0,0 | 0,0 |
| Capital reserves | | 54.620 | 54.646 | 54.894 | 54.919 | 54.992 | 0,1 | 0,7 |
| Retained earnings incl. carryforwards | | (37.426) | (37.392) | (38.518) | (39.131) | (39.520) | 1,0 | 5,6 |
| Total other comprehensive income | | (741) | (653) | (416) | (886) | (351) | (60,4) | (52,6) |
| Net profit (loss) | | 2.597 | 2.166 | 900 | 1.845 | 3.213 | 74,1 | 23,7 |
| Treasury shares | | (49) | (49) | (48) | (48) | (47) | (2,1) | (4,1) |
| Non-controlling interests | | 12.290 | 12.530 | 13.761 | 13.802 | 14.662 | 6,2 | 19,3 |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY | | 142.260 | 145.375 | 165.472 | 164.214 | 174.327 | 6,2 | 22,5 |

¹ Sale of Telekom Albania, discontinuing our mobile business activities in the country effective May 7, 2019. Historical figures were not adjusted.

DT GROUP

PROVISIONS FOR PENSIONS

| | | 2018 millions of € | 2017 millions of € | 2016 millions of € | 2015 millions of € | 2014 millions of € |
|--|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET | | | | | | |
| Present value of obligation (DBO) | 1 | 11.590 | 11.462 | 11.427 | 10.753 | 10.940 |
| Plan assets | 2 | (6.099) | (3.102) | (2.990) | (2.744) | (2.498) |
| Others | | 11 | 15 | 14 | 19 | 23 |
| Provision in balance sheet | | 5.502 | 8.375 | 8.451 | 8.028 | 8.465 |
| PENSION COSTS INCLUDED IN P&L (INCLUDED EXPECTED RETURN ON PLAN ASSETS) | | | | | | |
| | | 313 | 402 | 396 | 442 | 445 |
| thereof included in EBITDA | | 217 | 266 | 230 | 285 | 220 |
| thereof included in financial result | | 96 | 136 | 166 | 157 | 225 |
| CASH PAYMENTS FOR PENSIONS | | | | | | |
| 1) funding of plan assets by DT (investment in financial assets) | 3 | (214) | 10 | 264 | 276 | 266 |
| 2) benefits paid through plan assets | | 132 | 31 | 32 | 31 | 30 |
| 3) benefits paid through provision (included in cash flow from operations) | | 343 | 378 | 375 | 386 | 298 |
| cash payments included in cash flow statement = 1) + 3) | | 129 | 388 | 639 | 662 | 564 |
| cash payments included in free cash flow = 3) | | 343 | 378 | 375 | 386 | 298 |
| CHANGE IN THE PRESENT VALUE OF THE OBLIGATION | | | | | | |
| Defined Benefit Obligation as of January 1 | | 11.462 | | | | |
| pension costs included in P&L | | 401 | | | | |
| benefits paid | | (343) | | | | |
| actuarial losses/gains | 4 | 51 | | | | |
| F/X | | 6 | | | | |
| Others | | 13 | | | | |
| Defined Benefit Obligation as of December 31 | | 11.590 | | | | |

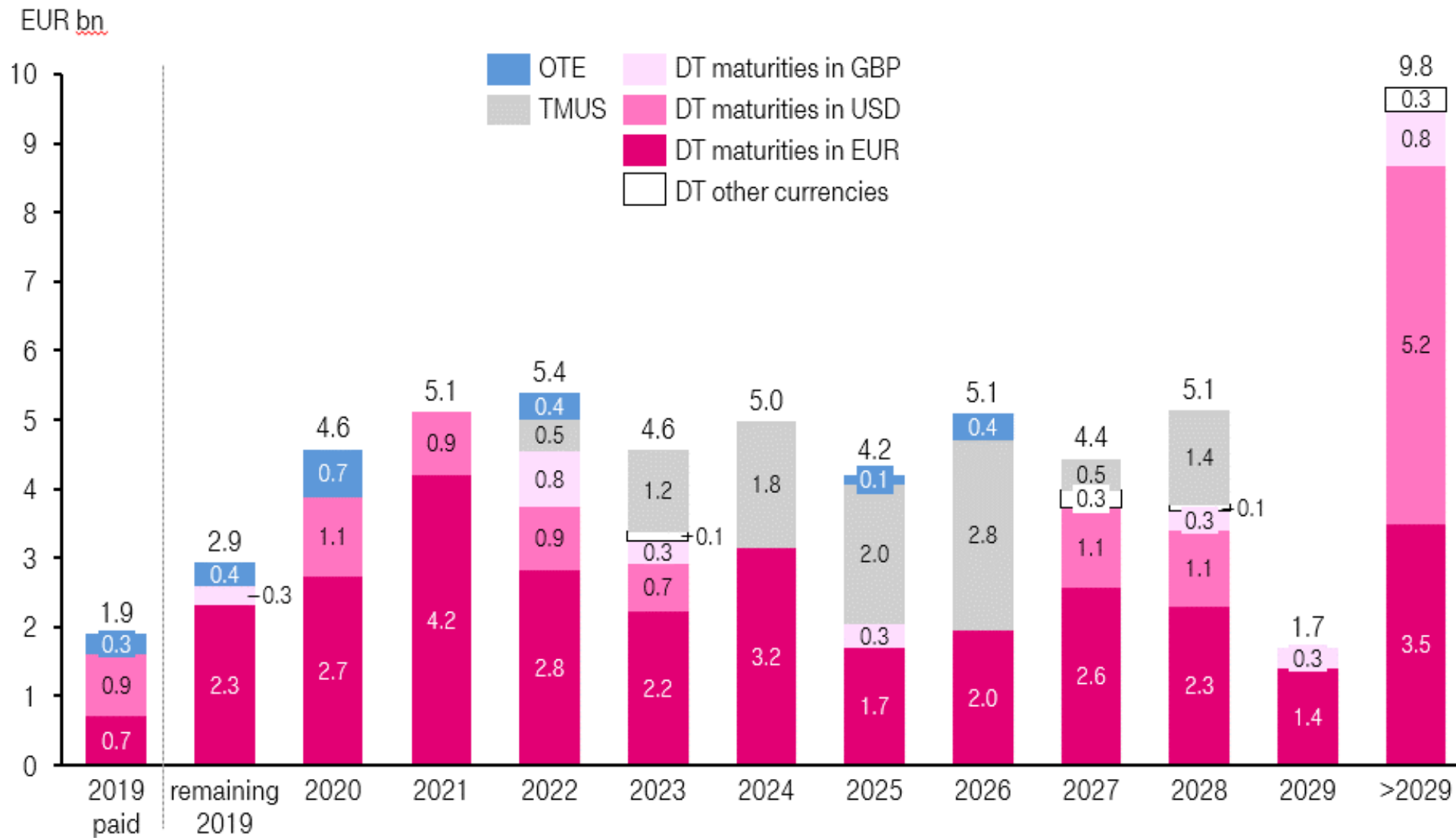
1 Increase in obligation mainly due to a change in the discount rate.

2 Increase mainly from contribution of shares in British Telecom to plan assets.

3 In 2018 net amount of reverse allocation under contractual trust agreement (CTA) -225m€ in Germany and funding of 11m€ abroad.

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

WELL-BALANCED MATURITY PROFILE AS OF SEPTEMBER 30, 2019

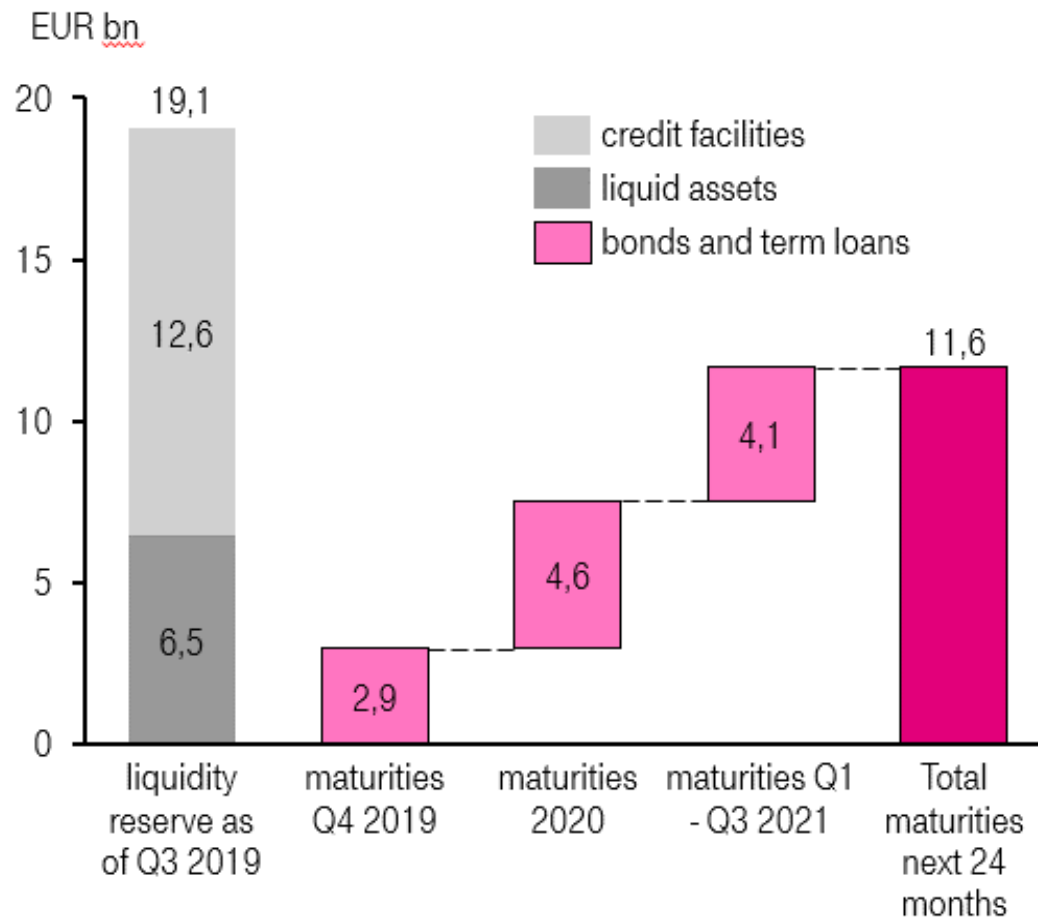


LIFE IS FOR SHARING.

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

DT IR BackUp Q3/19

STRONG LIQUIDITY PROFILE AS OF SEPTEMBER 30, 2019



- EUR 12.6bn firm bilateral lines available
 - unconditionally committed
 - no MAC clauses
 - diversified: 21 banks
 - 3 year tenor, staggered maturities
- No bilateral lines drawn
- No CPs outstanding
- Residual undrawn amount EUR 12.6bn
- Maturities of next 24 months covered



DT/TMUS FUNDING - CREDIT POSITIVE FOR DT

DT's funding support as of September 30th 2019

- USD 10bn unsecured HY bonds (disbursed)
 - USD 2.5bn Revolving Credit Facility, thereof 1.5bn secured (undrawn)
 - USD 4.0bn secured term loan (disbursed)
-

USD 16.5bn 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

- 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

GROUP¹

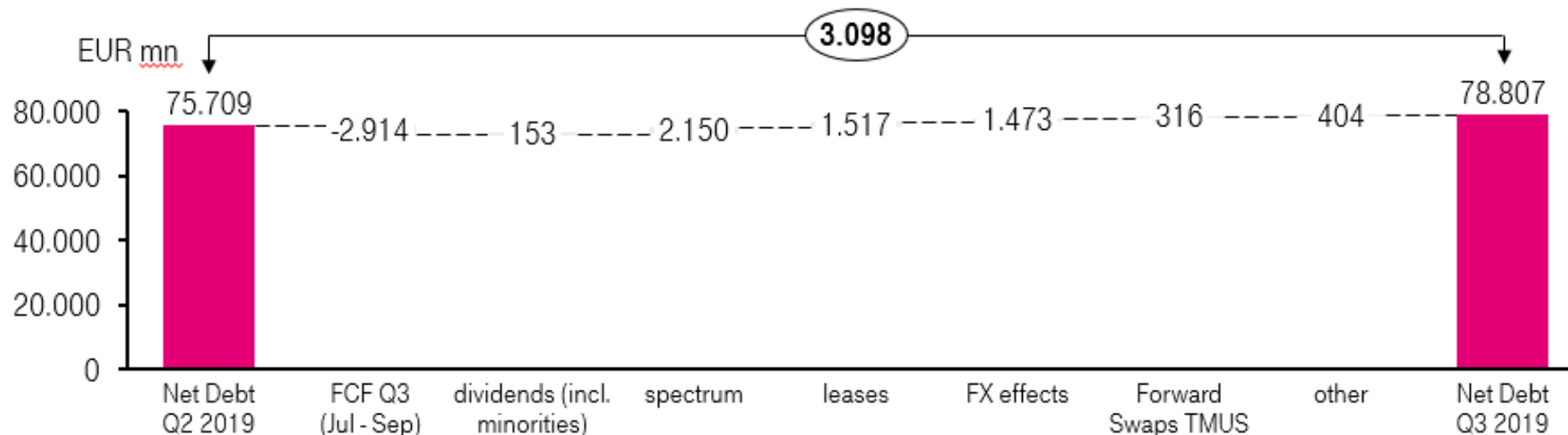
NET DEBT

| | Note | Sep. 30, 2018 millions of € | Dec. 31, 2018 millions of € | Mar. 31, 2019 millions of € | Jun. 30, 2019 millions of € | Sep. 30, 2019 millions of € | Change compared to prior quarter % | Change compared to prior year % |
|-----------------------------|------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|---|--|
| Bonds | | 47.965 | 49.033 | 51.835 | 51.997 | 54.719 | 5,2 | 14,1 |
| Other financial liabilities | | 11.645 | 11.595 | 28.084 | 31.537 | 33.746 | 7,0 | n.a. |
| GROSS DEBT | | 59.610 | 60.628 | 79.919 | 83.534 | 88.465 | 5,9 | 48,4 |
| Cash and cash equivalents | | 2.235 | 3.679 | 6.144 | 3.894 | 6.461 | 65,9 | n.a. |
| Other financial assets | | 1.902 | 1.524 | 1.899 | 3.931 | 3.197 | (18,7) | 68,1 |
| NET DEBT | | 55.473 | 55.425 | 71.876 | 75.709 | 78.807 | 4,1 | 42,1 |
| NET DEBT AL | | 54.429 | 54.732 | 54.946 | 58.364 | 60.742 | 4,1 | 11,6 |

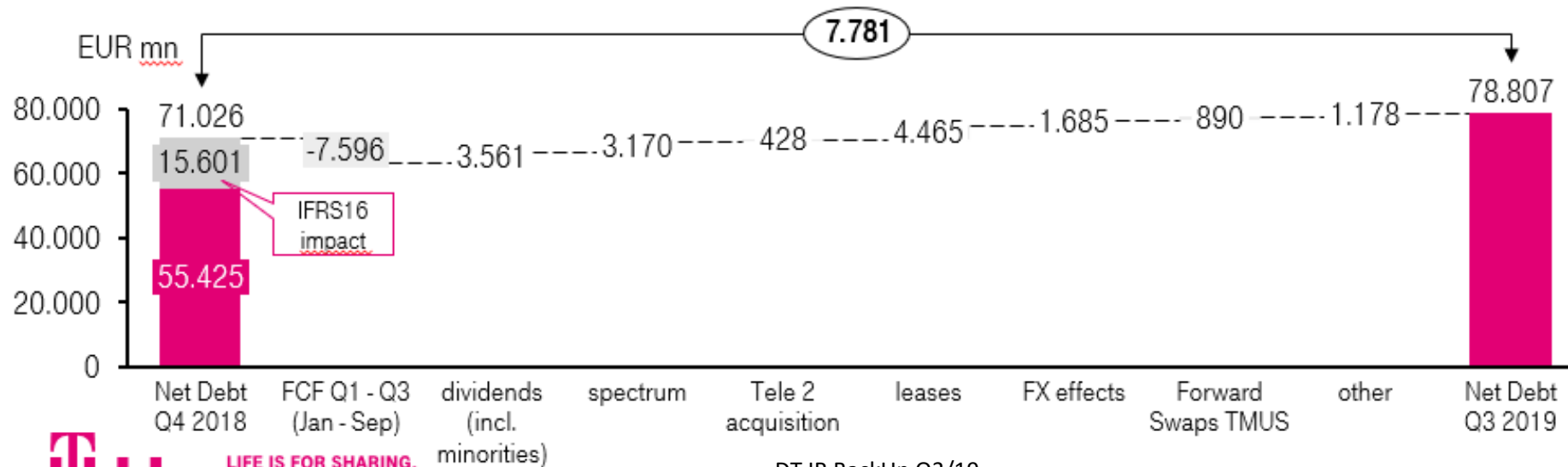
1 Sale of Telekom Albania, discontinuing our mobile business activities in the country effective May 7, 2019. Historical figures were not adjusted.

NET DEBT DEVELOPMENT Q3 2019

Net debt reconciliation Q2 2019 – Q3 2019



Net debt reconciliation Q4 2018 – Q3 2019



DT GROUP

CASH CAPEX

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|-------------------------------------|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| CASH CAPEX | | | | | | | | | | | |
| Germany | | 1.134 | 998 | 4.240 | 1.216 | 1.069 | 1.066 | (6,0) | 3.242 | 3.351 | 3,4 |
| United States | | 1.158 | 1.008 | 4.661 | 1.713 | 2.272 | 1.329 | 14,8 | 3.653 | 5.314 | 45,5 |
| Europe | 1 | 417 | 634 | 1.887 | 446 | 469 | 386 | (7,4) | 1.253 | 1.301 | 3,8 |
| Systems Solutions | | 87 | 110 | 462 | 93 | 73 | 66 | (24,1) | 352 | 233 | (33,8) |
| Group Development | | 60 | 69 | 271 | 86 | 106 | 99 | 65,0 | 201 | 291 | 44,8 |
| Group Headquarters & Group Services | | 253 | 329 | 1.078 | 274 | 231 | 234 | (7,5) | 748 | 739 | (1,2) |
| Reconciliation | | 8 | (7) | (107) | (1) | (20) | (1) | n.a. | (99) | (22) | 77,8 |
| GROUP | 2 | 3.117 | 3.141 | 12.492 | 3.827 | 4.199 | 3.180 | 2,0 | 9.351 | 11.206 | 19,8 |
| - thereof spectrum investment | | 71 | 62 | 269 | 145 | 875 | 143 | n.a. | 208 | 1.164 | n.a. |

1 Sale of Telekom Albania, discontinuing our mobile business activities in the country effective May 7, 2019. Historical figures were not adjusted.

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

DT GROUP¹

FREE CASH FLOW

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| Net profit (loss) | | 1.110 | (431) | 2.166 | 900 | 944 | 1.368 | 23,2 | 2.597 | 3.213 | 23,7 |
| Profit (loss) attributable to non-controlling interests | | 355 | 231 | 1.163 | 425 | 428 | 451 | 27,0 | 932 | 1.303 | 39,8 |
| PROFIT (LOSS) AFTER INCOME TAXES | | 1.466 | (200) | 3.329 | 1.325 | 1.372 | 1.819 | 24,1 | 3.529 | 4.516 | 28,0 |
| Depreciation, amortization and impairment losses | | 3.344 | 4.190 | 13.836 | 4.204 | 4.351 | 4.256 | 27,3 | 9.645 | 12.811 | 32,8 |
| Income tax expense/(benefit) | | 563 | 397 | 1.824 | 527 | 511 | 623 | 10,7 | 1.427 | 1.662 | 16,5 |
| Interest (income) and interest expenses | | 443 | 421 | 1.817 | 603 | 590 | 591 | 33,4 | 1.396 | 1.784 | 27,8 |
| Other financial (income) expense | | 61 | 327 | 502 | (131) | (88) | 30 | (50,8) | 175 | (190) | n.a. |
| Share of (profit) loss of associates and joint ventures accounted for using the equity method | | (3) | 3 | 529 | (66) | (35) | (6) | (100,0) | 527 | (107) | n.a. |
| (Profit) loss on the disposal of fully consolidated subsidiaries | | 0 | 0 | 0 | (1) | 12 | (142) | n.a. | 0 | (131) | n.a. |
| Other non-cash transactions | | 103 | 96 | 430 | 189 | 125 | 118 | 14,6 | 333 | 432 | 29,7 |
| (Gain) loss from the disposal of intangible assets and property, plant and equipment | | 5 | (40) | (126) | 26 | 15 | 41 | n.a. | (86) | 82 | n.a. |
| Change in assets carried as operating working capital | 2 | (475) | (886) | (998) | 86 | 260 | 77 | n.a. | (112) | 423 | n.a. |
| Change in other operating assets | 2 | (130) | (154) | (337) | (329) | (63) | (35) | 73,1 | (182) | (427) | n.a. |
| Change in provisions | | 168 | 400 | (100) | (99) | (297) | 104 | (38,1) | (500) | (292) | 41,6 |
| Change in liabilities carried as working capital | 2 | (27) | 766 | (515) | 56 | (483) | (519) | n.a. | (1.281) | (945) | 26,2 |
| Change in other operating liabilities | 2 | (46) | (413) | (11) | 398 | 66 | (256) | n.a. | 402 | 207 | (48,5) |
| Income taxes received (paid) | | (241) | (234) | (697) | (178) | (193) | (176) | 27,0 | (463) | (546) | (17,9) |
| Dividends received | | 7 | 1 | 181 | 0 | 13 | 2 | (71,4) | 180 | 15 | (91,7) |
| CASH GENERATED FROM OPERATIONS | | 5.238 | 4.672 | 19.663 | 6.609 | 6.157 | 6.528 | 24,6 | 14.990 | 19.294 | 28,7 |
| Interest received (paid) | | (385) | (266) | (1.715) | (600) | (559) | (604) | (56,9) | (1.449) | (1.763) | (21,7) |
| NET CASH FROM OPERATING ACTIVITIES | | 4.853 | 4.407 | 17.948 | 6.009 | 5.598 | 5.924 | 22,1 | 13.542 | 17.531 | 29,5 |
| Cash outflows for investments in (proceeds from disposal of) | | (2.971) | (2.935) | (11.698) | (3.638) | (3.286) | (3.010) | (1,3) | (8.762) | (9.935) | (13,4) |
| Intangible assets | | (769) | (895) | (3.351) | (1.030) | (1.808) | (762) | 0,9 | (2.457) | (3.601) | (46,6) |
| Property, plant and equipment | | (2.273) | (2.102) | (8.616) | (2.753) | (2.353) | (2.391) | (5,2) | (6.513) | (7.498) | (15,1) |
| Spectrum investment | | 71 | 62 | 269 | 145 | 875 | 143 | n.a. | 208 | 1.164 | n.a. |
| FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM) | | 1.883 | 1.471 | 6.250 | 2.370 | 2.312 | 2.913 | 54,7 | 4.779 | 7.596 | 58,9 |
| FREE CASH FLOW AL (BEFORE DIVIDEND PAYMENTS AND SPECTRUM) | | 1.828 | 1.438 | 6.051 | 1.557 | 1.546 | 2.147 | 17,5 | 4.613 | 5.250 | 13,8 |

1 Sale of Telekom Albania, discontinuing our mobile business activities in the country effective May 7, 2019. Historical figures were not adjusted.

2 New split of change in assets and other liabilities carried as working capital from Q1 2019 onwards

DT GROUP¹

PERSONNEL

| AT REPORTING DATE | Note | Sep. 30 | Dec. 31 | Mar. 31 | Jun. 30 | Sep. 30 | Change compared to | | Change compared to | |
|--|------|----------------|----------------|----------------|----------------|----------------|--------------------|--------------|--------------------|--------------|
| | | 2018 | 2018 | 2019 | 2019 | 2019 | prior quarter | | prior year | |
| | | | | | | | abs. | % | abs. | % |
| Germany | | 63.433 | 62.621 | 62.358 | 61.552 | 61.181 | (371) | (0,6) | (2.252) | (3,6) |
| United States | | 46.172 | 46.871 | 45.786 | 46.600 | 47.496 | 896 | 1,9 | 1.324 | 2,9 |
| Europe | | 48.572 | 48.133 | 47.191 | 46.017 | 45.240 | (777) | (1,7) | (3.332) | (6,9) |
| Systems Solutions | | 37.751 | 37.467 | 38.036 | 37.803 | 37.718 | (85) | (0,2) | (33) | (0,1) |
| Group Development | | 1.963 | 1.976 | 2.795 | 2.739 | 2.615 | (124) | (4,5) | 652 | 33,2 |
| Group Headquarters & Group Services | | 18.716 | 18.606 | 18.442 | 18.050 | 17.635 | (415) | (2,3) | (1.081) | (5,8) |
| GROUP | | 216.606 | 215.675 | 214.609 | 212.762 | 211.884 | (878) | (0,4) | (4.722) | (2,2) |
| of which: Domestic | | 99.481 | 98.092 | 97.414 | 95.974 | 95.029 | (945) | (1,0) | (4.452) | (4,5) |
| of which: Civil servants (in Germany, with an active service relationship) | | 13.876 | 13.507 | 13.135 | 12.595 | 12.281 | (314) | (2,5) | (1.595) | (11,5) |
| of which: International | | 117.125 | 117.582 | 117.195 | 116.788 | 116.855 | 67 | 0,1 | (270) | (0,2) |

| AVERAGE | Note | Q3 | Q4 | Q1 | Q2 | Q3 | Change compared to | |
|--|------|----------------|----------------|----------------|----------------|----------------|--------------------|--------------|
| | | 2018 | 2018 | 2019 | 2019 | 2019 | prior year | |
| | | | | | | | abs. | % |
| Germany | | 63.556 | 62.939 | 62.739 | 61.696 | 61.309 | (2.247) | (3,5) |
| United States | | 45.910 | 46.413 | 46.008 | 46.051 | 47.225 | 1.315 | 2,9 |
| Europe | 2 | 47.976 | 48.372 | 47.637 | 46.410 | 45.490 | (2.486) | (5,2) |
| Systems Solutions | | 37.774 | 37.733 | 38.143 | 37.841 | 37.746 | (28) | (0,1) |
| Group Development | 2 | 1.955 | 1.970 | 2.824 | 2.744 | 2.656 | 701 | 35,9 |
| Group Headquarters & Group Services | | 18.732 | 18.650 | 18.528 | 18.172 | 17.692 | (1.040) | (5,6) |
| GROUP | 2 | 215.903 | 216.077 | 215.880 | 212.914 | 212.118 | (3.785) | (1,8) |
| of which: Domestic | | 99.660 | 98.735 | 97.964 | 96.335 | 95.224 | (4.436) | (4,5) |
| of which: Civil servants (in Germany, with an active service relationship) | | 13.963 | 13.624 | 13.360 | 12.778 | 12.355 | (1.608) | (11,5) |
| of which: International | 2 | 116.243 | 117.342 | 117.916 | 116.579 | 116.894 | 651 | 0,6 |

1 Sale of Telekom Albania, discontinuing our mobile business activities in the country effective May 7, 2019. Historical figures were not adjusted.

2 The Q2/19 numbers are retrospectively adjusted due to technical problems.

EXCHANGE RATES

AVERAGE

| | Q3 2018 1 € | Q4 2018 1 € | FY 2018 1 € | Q1 2019 1 € | Q2 2019 1 € | Q3 2019 1 € |
|-------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| US Dollar (USD) | 1,16272 | 1,14122 | 1,18166 | 1,13574 | 1,12344 | 1,11184 |
| British pound (GBP) | 0,89240 | 0,88640 | 0,88471 | 0,87255 | 0,87406 | 0,90221 |
| Czech korunas (CZK) | 25,71818 | 25,86332 | 25,64221 | 25,68231 | 25,68528 | 25,73334 |
| Croatian kunas (HRK) | 7,41658 | 7,41889 | 7,41818 | 7,42181 | 7,41917 | 7,39454 |
| Hungarian forints (HUF) | 324,10288 | 323,07151 | 318,83993 | 317,91549 | 323,02559 | 328,11628 |
| Macedonian Denar (MKD) | 61,57218 | 61,56043 | 61,56119 | 61,56574 | 61,54831 | 61,15684 |
| Polish Zloty (PLN) | 4,30331 | 4,29908 | 4,26049 | 4,30182 | 4,28354 | 4,31867 |
| Romanian leu (RON) | 4,64727 | 4,66109 | 4,65430 | 4,73577 | 4,74910 | 4,73178 |

END OF PERIOD

| | Sep. 30 2018 1 € | Dec. 31 2018 1 € | Mar. 31 2019 1 € | Jun. 30 2019 1 € | Sep. 30 2019 1 € |
|-------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
| US Dollar (USD) | 1,15835 | 1,14520 | 1,12335 | 1,13720 | 1,09085 |
| British pound (GBP) | 0,88815 | 0,89470 | 0,85800 | 0,89585 | 0,88630 |
| Czech korunas (CZK) | 25,73247 | 25,73751 | 25,80392 | 25,42795 | 25,81844 |
| Croatian kunas (HRK) | 7,43318 | 7,41350 | 7,43716 | 7,40039 | 7,41087 |
| Hungarian forints (HUF) | 324,38990 | 321,18504 | 321,04481 | 323,50943 | 334,97471 |
| Macedonian Denar (MKD) | 61,57825 | 61,55930 | 61,55361 | 61,59380 | 61,51386 |
| Polish Zloty (PLN) | 4,27743 | 4,30124 | 4,29995 | 4,24930 | 4,37869 |
| Romanian leu (RON) | 4,66481 | 4,66620 | 4,76179 | 4,73671 | 4,75091 |

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

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GERMANY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|----------------------------------|----------------------------------|--------------|
| TOTAL REVENUE | | 5.441 | 5.612 | 21.700 | 5.357 | 5.388 | 5.472 | 0,6 | 16.088 | 16.217 | 0,8 |
| NET REVENUE | | 5.101 | 5.275 | 20.351 | 5.036 | 5.059 | 5.141 | 0,8 | 15.077 | 15.235 | 1,0 |
| EBITDA | | 2.222 | 2.179 | 8.610 | 2.114 | 2.161 | 2.260 | 1,7 | 6.430 | 6.535 | 1,6 |
| EBITDA margin (EBITDA / total revenue) | % | 40,8 | 38,8 | 39,7 | 39,5 | 40,1 | 41,3 | 0,5p | 40,0 | 40,3 | 0,3p |
| EBITDA AL | | 2.200 | 2.154 | 8.516 | 2.108 | 2.153 | 2.254 | 2,4 | 6.361 | 6.515 | 2,4 |
| EBITDA AL margin (EBITDA / total revenue) | % | 40,4 | 38,4 | 39,2 | 39,4 | 40,0 | 41,2 | 0,8p | 39,5 | 40,2 | 0,7p |
| Depreciation, amortization and impairment losses | | (996) | (1.078) | (4.042) | (1.083) | (1.144) | (961) | 3,5 | (2.964) | (3.188) | (7,6) |
| Profit (loss) from operations = EBIT | | 1.225 | 1.101 | 4.567 | 1.031 | 1.017 | 1.299 | 6,0 | 3.466 | 3.346 | (3,5) |
| CASH CAPEX (before spectrum investment) | | 1.134 | 998 | 4.240 | 1.216 | 1.031 | 993 | (12,4) | 3.242 | 3.240 | (0,1) |

FINANCIALS (AS REPORTED)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|----------------------------------|----------------------------------|-------------|
| TOTAL REVENUE | | 5.441 | 5.612 | 21.700 | 5.357 | 5.388 | 5.472 | 0,6 | 16.088 | 16.217 | 0,8 |
| NET REVENUE | | 5.101 | 5.275 | 20.351 | 5.036 | 5.059 | 5.141 | 0,8 | 15.077 | 15.235 | 1,0 |
| EBITDA | | 2.093 | 2.062 | 8.012 | 1.946 | 2.036 | 2.199 | 5,1 | 5.949 | 6.181 | 3,9 |
| EBITDA margin (EBITDA / total revenue) | % | 38,5 | 36,7 | 36,9 | 36,3 | 37,8 | 40,2 | 1,7p | 37,0 | 38,1 | 1,1p |
| Depreciation, amortization and impairment losses | | (996) | (1.078) | (4.042) | (1.083) | (1.144) | (961) | 3,5 | (2.964) | (3.188) | (7,6) |
| Profit (loss) from operations = EBIT | | 1.096 | 984 | 3.969 | 863 | 892 | 1.238 | 13,0 | 2.985 | 2.992 | 0,2 |
| CASH CAPEX | | 1.134 | 998 | 4.240 | 1.216 | 1.069 | 1.066 | (6,0) | 3.242 | 3.351 | 3,4 |

GERMANY

EBITDA RECONCILIATION

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| TOTAL REVENUE | | 5.441 | 5.612 | 21.700 | 5.357 | 5.388 | 5.472 | 0,6 | 16.088 | 16.217 | 0,8 |
| TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS) | | 5.441 | 5.612 | 21.700 | 5.357 | 5.388 | 5.472 | 0,6 | 16.088 | 16.217 | 0,8 |
| Profit (loss) from operations = EBIT | | 1.096 | 984 | 3.969 | 863 | 892 | 1.238 | 13,0 | 2.985 | 2.992 | 0,2 |
| - Depreciation, amortization and impairment losses | | (996) | (1.078) | (4.042) | (1.083) | (1.144) | (961) | 3,5 | (2.964) | (3.188) | (7,6) |
| = EBITDA | | 2.093 | 2.062 | 8.012 | 1.946 | 2.036 | 2.199 | 5,1 | 5.949 | 6.181 | 3,9 |
| - Special factors affecting EBITDA | | (129) | (117) | (598) | (168) | (125) | (61) | 52,7 | (481) | (354) | 26,4 |
| = EBITDA (ADJUSTED FOR SPECIAL FACTORS) | | 2.222 | 2.179 | 8.610 | 2.114 | 2.161 | 2.260 | 1,7 | 6.430 | 6.535 | 1,6 |
| = EBITDA AL (ADJUSTED FOR SPECIAL FACTORS) | | 2.200 | 2.154 | 8.516 | 2.108 | 2.153 | 2.254 | 2,4 | 6.361 | 6.515 | 2,4 |

SPECIAL FACTORS

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| EFFECTS ON EBITDA | | (129) | (117) | (598) | (168) | (125) | (61) | 52,7 | (481) | (354) | 26,4 |
| - of which personnel | | (115) | (110) | (565) | (163) | (121) | (56) | 51,3 | (455) | (340) | 25,3 |
| - of which other | | (14) | (7) | (33) | (5) | (4) | (5) | 64,3 | (26) | (14) | 46,2 |
| EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT | | (129) | (117) | (598) | (168) | (125) | (61) | 52,7 | (481) | (354) | 26,4 |
| - of which personnel | | (115) | (110) | (565) | (163) | (121) | (56) | 51,3 | (455) | (340) | 25,3 |
| - of which other | | (14) | (7) | (33) | (5) | (4) | (5) | 64,3 | (26) | (14) | 46,2 |

GERMANY

OPERATIONALS

| | Note | Q3 2018 | Q4 2018 | Q1 2019 | Q2 2019 | Q3 2019 | Change % | |
|----------------------------------|--------|------------|------------|------------|------------|------------|-------------|--------|
| GERMANY | | | | | | | | |
| ACCESS LINES | | | | | | | | |
| Fixed network | ('000) | 1 | 18.809 | 18.625 | 18.414 | 18.228 | 17.996 | (4,3) |
| retail IP-based | ('000) | | 14.493 | 15.356 | 16.065 | 16.614 | 17.158 | 18,4 |
| Broadband | ('000) | 1 | 13.504 | 13.561 | 13.608 | 13.636 | 13.683 | 1,3 |
| Fiber | ('000) | 2 | 6.896 | 7.236 | 7.609 | 7.913 | 8.231 | 19,4 |
| TV (incl. IPTV, SAT) | ('000) | 1 | 3.291 | 3.353 | 3.419 | 3.477 | 3.544 | 7,7 |
| ULLs | ('000) | 1 | 5.402 | 5.236 | 5.050 | 4.913 | 4.770 | (11,7) |
| Wholesale Broadband Access Lines | ('000) | 1 | 6.495 | 6.722 | 6.975 | 7.126 | 7.282 | 12,1 |
| Fiber | ('000) | 2 | 4.685 | 4.970 | 5.285 | 5.503 | 5.719 | 22,1 |
| MOBILE CUSTOMERS | | | | | | | | |
| Total | ('000) | | 43.646 | 44.202 | 44.657 | 44.827 | 45.598 | 4,5 |
| - contract | ('000) | | 25.179 | 25.435 | 25.195 | 24.974 | 25.138 | (0,2) |
| - prepaid | ('000) | | 18.466 | 18.767 | 19.462 | 19.853 | 20.460 | 10,8 |

GERMANY

MOBILE COMMUNICATIONS KPIS

| | Note | Q3 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | Q3 2019 | Change % |
|------------------------------|------|------------|------------|------------|------------|------------|------------|--------------|
| AVERAGE MONTHLY CHURN | | | | | | | | |
| | (%) | 1,3 | 1,2 | 1,4 | 1,1 | 1,0 | 1,0 | 0,0p |
| - contract | (%) | 1,3 | 1,4 | 1,5 | 1,3 | 1,2 | 1,0 | (0,2p) |
| ARPU | | | | | | | | |
| | (€) | 13 | 13 | 13 | 12 | 12 | 12 | (7,7) |
| - contract | (€) | 22 | 22 | 22 | 21 | 22 | 22 | 0,0 |
| - prepaid | (€) | 3 | 3 | 3 | 2 | 2 | 2 | (33,3) |

1 Figures do not add up

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

GERMANY

REVENUE SPLIT - PRODUCTS

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|----------------------------------|----------------------------------|---------------|
| GERMANY | | 5.441 | 5.612 | 21.700 | 5.357 | 5.388 | 5.472 | 0,6 | 16.088 | 16.217 | 0,8 |
| FIXED NETWORK CORE BUSINESS | | 2.373 | 2.404 | 9.521 | 2.353 | 2.340 | 2.357 | (0,7) | 7.117 | 7.051 | (0,9) |
| of which Fixed Revenues | | 1.754 | 1.741 | 7.053 | 1.749 | 1.734 | 1.738 | (0,9) | 5.312 | 5.222 | (1,7) |
| Voice only revenues | | 336 | 321 | 1.384 | 304 | 284 | 271 | (19,3) | 1.063 | 859 | (19,2) |
| Broadband revenues | | 1.045 | 1.043 | 4.186 | 1.054 | 1.053 | 1.059 | 1,3 | 3.143 | 3.167 | 0,8 |
| TV revenues | | 373 | 377 | 1.483 | 391 | 397 | 408 | 9,4 | 1.106 | 1.196 | 8,1 |
| of which Variable Revenues | | 160 | 153 | 647 | 145 | 133 | 130 | (18,8) | 494 | 408 | (17,4) |
| of which Revenues from devices (fixed line) | | 141 | 141 | 563 | 142 | 141 | 145 | 2,8 | 422 | 427 | 1,2 |
| thereof revenues from sale of devices and accessories (Fixed line) | | 29 | 27 | 121 | 26 | 24 | 26 | (10,3) | 94 | 75 | (20,2) |
| MOBILE COMMUNICATIONS | | 2.019 | 2.146 | 7.981 | 1.947 | 1.991 | 2.048 | 1,4 | 5.836 | 5.987 | 2,6 |
| of which Service Revenues | | 1.561 | 1.535 | 6.090 | 1.521 | 1.552 | 1.572 | 0,7 | 4.556 | 4.646 | 2,0 |
| WHOLESALE SERVICES FIXED NETWORK | | 864 | 870 | 3.456 | 876 | 877 | 893 | 3,4 | 2.585 | 2.646 | 2,4 |
| of which access full ULL | | 169 | 165 | 706 | 165 | 157 | 169 | 0,0 | 541 | 491 | (9,2) |
| of which wholesale broadband access lines | | 351 | 362 | 1.381 | 374 | 376 | 379 | 8,0 | 1.019 | 1.129 | 10,8 |
| VALUE-ADDED SERVICES | | 43 | 42 | 175 | 39 | 37 | 38 | (11,6) | 132 | 114 | (13,6) |
| OTHERS | | 142 | 150 | 567 | 142 | 142 | 136 | (4,2) | 418 | 420 | 0,5 |

REVENUE SPLIT - SEGMENTS

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--------------------|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| GERMANY | | 5.441 | 5.612 | 21.700 | 5.357 | 5.388 | 5.472 | 0,6 | 16.088 | 16.217 | 0,8 |
| Consumer | | 2.923 | 2.987 | 11.543 | 2.833 | 2.861 | 2.909 | (0,5) | 8.556 | 8.604 | 0,6 |
| Business customers | | 1.500 | 1.599 | 6.082 | 1.510 | 1.514 | 1.539 | 2,6 | 4.483 | 4.562 | 1,8 |
| Wholesale | | 930 | 931 | 3.720 | 931 | 927 | 940 | 1,1 | 2.789 | 2.798 | 0,3 |
| Others | | 88 | 95 | 355 | 83 | 86 | 84 | (4,5) | 261 | 253 | (3,1) |

GERMANY

Magenta Mobil

| Magenta Mobil PLANS IN € | S | M | L | XL |
|--|-----------------|-----------------------|--------------------------------------|--------------------------------------|
| Monthly charge (without handset) | 39.95 | 49.95 | 59.95 | 84.95 |
| Monthly charge (with handset) | 49.95 | 59.95 | 69.95 | 94.95 |
| Monthly charge (with top handset) | 59.95 | 69.95 | 79.95 | 104.95 |
| Monthly charge (with premium handset) | — | 79.95 | 89.95 | 114.95 |
| Monthly charge (with premium-plus-handset) | — | — | 99.95 | 124.95 |
| Monthly charge (with hero- handset) | — | — | 109.95 | 134.95 |
| Voice and SMS ¹ | flat | flat | flat | flat |
| Data | flat | flat | flat | flat |
| - Data Speed (download) | max | max | max | max |
| - Data Speed (upload) | max | max | max | max |
| - Data Volume until speed step down | 6 GB | 12 GB | 24 GB | unlimited |
| - Data Network | LTE/5G | LTE/5G | LTE/5G | LTE/5G |
| Streaming (StreamOn) | Music Gaming | Music&Video Gaming | Music&Video Gaming Social&Chat | Music&Video Gaming Social&Chat |
| VoIP | free | free | free | free |
| Tethering | free | free | free | free |
| MMS all net | 0.39 | 0.39 | 0.39 | 0.39 |
| International Calls (minutes) | — | — | — | — |
| International SMS (pieces) | — | — | — | — |
| HotSpot Flatrate | free | free | free | free |
| MultiSim | — | — | — | — |
| Roaming Voice, SMS and Data | free (EU) | free (EU) | free (EU) | 32 GB (EU) |
| Fixed line number | — | — | — | — |
| Activation fee | 39.95 | 39.95 | 39.95 | 39.95 |
| Duration of contract | 24 months | 24 months | 24 months | 24 months |

¹ 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 ¹ | flat |
| Data | flat |
| - Data Speed (download) | max |
| - Data Speed (upload) | max |
| - Data Volume until speed step down | flat |
| - Data Network | 5G/LTE |
| Streaming | n.r. |
| VoIP | free |
| Tethering | free |
| MMS all net | 0.39 |
| International Calls (minutes) | flat ³ |
| International SMS (pieces) | flat ³ |
| HotSpot Flatrate | free |
| MultiSim | free ² |
| Roaming Voice, SMS and Data | free (EU Plus ³) |
| 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 | StreamOn Gaming | StreamOn Social&Chat |
|--|--|--|---|---|
| Monthly charge | 0 | 0 | 0 | 4.95 |
| Description | Music Streaming zero-rating for connected partners | Music &Video Streaming zero-rating for connected partners, HD-resolution | Online gaming zero-rating for connected partners, high resolution | Online social media zero-rating for connected partners, high resolution |
| Booking restrictions | Starting with MagentaMobil S /MagentaMobil S Young / FamilyCard S | Starting with MagentaMobil M /MagentaMobil M Young / FamilyCard M | Starting with MagentaMobil S/Family Card S /Young S | Starting with MagentaMobil S/Family Card S /Young S |
| INTERNATIONAL OPTIONS IN € | | INTERNATIONAL 50, 100 or 400 | | INTERNATIONAL SMS 100 |
| 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 |
| ADDITIONAL DATA VOLUME OPTIONS IN € | | | | |
| | Data S | Data M | Data L | |
| Monthly charge | 9.95 | 14.95 | 24.95 | |
| Additional Data Volume (per month) | 1 GB | 2 GB | 5 GB | |
| OTHER OPTIONS IN € | | | | |
| | MULTISIM | DayFlat unlimited | | |
| Monthly charge | from 4.95 onwards | 4.95 | | |
| Description | ten MultiSIM bookable. | Data Full Flat for 24h | | |

GERMANY

MAGENTA ZUHAUSE

| MAGENTA ZUHAUSE IN € | ZUHAUSE START ¹ | ZUHAUSE S ¹ | ZUHAUSE M ¹ | ZUHAUSE L ¹ | ZUHAUSE XL ¹ | ZUHAUSE XXL ¹ | ZUHAUSE GIGA ¹ |
|----------------------------|---|--|---|---|---|---|--|
| | 24.95 | 34.95 ² | 39.95 ² | 44.95 ² | 54.95 ² | 69.95 ² | 119.95 |
| | 16 Mbit/s bandwidth 100GB Internet usage | 16 Mbit/s bandwidth, flat rate Internet usage flat rate voice usage | 50 Mbit/s bandwidth flat rate Internet usage flat rate voice usage | 100 Mbit/s bandwidth ⁵ flat rate Internet usage flat rate voice usage | 250 Mbit/s bandwidth ⁵ flat rate Internet usage all net flat rate voice usage | 500 Mbit/s bandwidth ⁵ 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 |
| MAGENTA TV | | | | | | | |
| MagentaTV (Sat) | – | | | 10.00 ^{3,4} | | | – |
| MagentaTV Plus (Sat) | – | | | 15.00 ^{3,4} | | | incl. |
| MagentaTV Netflix (Sat) | – | | | 24.00 ^{3,4} | | | – |
| CITY, DLD | | | | | CENT/MINUTE | | |
| Peak/Off peak | | | | | included | | |
| international | | | | | from 2.9 ct | | |
| fixed to mobile | | | 19.0 ct | | | incl. | |
| CALLING PLANS | | | | | | | |
| fixed to mobile | | 12.9 ct/minute, 4.00 monthly minimum charge | | | – | – | – |
| fixed to T-Mobile flatrate | | | 14.95 | | – | – | – |
| fixed to mobile flatrate | | | 19.95 | | – | – | – |
| CountryFlat 1 | | | | 3.94 | | | |
| CountryFlat 2 | | | | 14.95 | | | |
| Set-up | | | | 69.95 (non-recurring charge) | | | |

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

2 Promotional price for new broadband customers: -€15.00/-€20.00/-€25.00/-€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

GERMANY

MAGENTA ZUHAUSE HYBRID

| MAGENTA ZUHAUSE HYBRID IN € | ZUHAUSE S ¹ HYBRID | ZUHAUSE M ¹ HYBRID | ZUHAUSE L ¹ HYBRID |
|-----------------------------|--|---|--|
| | 34.95 ² | 39.95 ² | 44.95 ² |
| | 16 Mbit/s bandwidth + Hybrid LTE-Boost (up to 16 Mbit/s), flat rate Internet usage flat rate voice usage | 50 Mbit/s bandwidth ³ + Hybrid LTE-Boost (up to 50 Mbit/s), flat rate Internet usage flat rate voice usage | 100 Mbit/s bandwidth + Hybrid LTE-Boost (up to 100 Mbit/s), flat rate Internet usage flat rate voice usage |
| MAGENTA TV | | | |
| MagentaTV (Sat) | | 10.00 ^{4,5} | |
| MagentaTV Plus (Sat) | | 15.00 ^{4,5} | |
| CITY, DLD | | CENT/MINUTE | |
| national | | 0 ct | |
| international | | from 2.9 ct | |
| fixed to mobile | | 19.0 ct | |
| CALLING PLANS | | | |
| fixed to mobile | | 12.9 ct/minute, 4.00 monthly minimum 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

GERMANY

SINGLE PLAY

| SINGLE PLAY IN € | CALL START | CALL BASIC | CALL COMFORT |
|----------------------------|------------------------|---|----------------------------------|
| | 21.95 | 21.95 | 31.94 |
| | voice usage per minute | voice usage per minute 120 minutes includes (national calls) | voice flat rate (national calls) |
| 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) | |

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

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 ¹ | OFF-PEAK (18:00-9:00), OLD | OFF-PEAK (18:00-9:00), NEW ¹ |
|---|---------------------------|--|-------------------------------|--|
| Local | 0.10 | 0.08 | 0.10 | 0.08 |
| Single transit | entfallen | entfallen | entfallen | entfallen |
| Double transit national | 0.10 | 0.08 | 0.10 | 0.08 |
| ORIGINATION FEES IN CENT/MIN. | PEAK (9:00-18:00), OLD | PEAK (9:00-18:00), NEW ¹ | OFF-PEAK (18:00-9:00), OLD | OFF-PEAK (18:00-9:00), NEW ¹ |
| Local | 0.23 | 0.13 | 0.23 | 0.13 |
| Single transit | entfallen | entfallen | entfallen | entfallen |
| Double transit national | 0.23 | 0.13 | 0.23 | 0.13 |
| FULLY UNBUNDLED ("ULL") | OLD | | NEW | |
| One time fee | 27.11 ² | | 25.03 ³ | |
| Monthly fee | 10.02 ⁴ | | 11.19 ⁵ | |
| PARTIALLY UNBUNDLED ("LINE SHARING") | OLD | | NEW | |
| One time fee | 34.13 ¹¹ | | 34.23 ¹² | |
| Monthly fee | 1.68 ⁶ | | 1.78 ⁷ | |
| IP-BSA ADSL SHARED (CLASSIC) | OLD | | NEW | |
| One time fee | -- | | 44.87 ^{8,9} | |
| Monthly fee | -- | | 8.12 ^{8,9} | |
| IP-BSA ADSL STAND ALONE (CLASSIC) | OLD | | NEW | |
| One time fee | -- | | 47.68 ^{8,9} | |
| Monthly fee | -- | | 18.20 ^{8,9} | |
| IP-BSA VDSL (until 50 Mbit/s) ¹⁰ STAND ALONE (CLASSIC) | OLD (IN €) | | NEW (IN €) | |
| One time fee | -- | | 46.43 ^{8,9} | |
| Monthly fee | -- | | 25.32 ^{8,9} | |

1 Prices are valid from Jan. 01, 2019 to Dec. 31, 2019.

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, 2019.

5 Twisted pair copper access line valid to Jun. 30, 2022.

6 valid to Jun. 30, 2014.

7 valid from Jul. 01, 2014.

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

9 No price changes since Jul. 01, 2011.

10 Monthly fee for VDSL Vectoring (over 50 to 100

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

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

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

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FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| TOTAL REVENUE | | 9.227 | 10.018 | 36.522 | 9.796 | 9.826 | 10.006 | 8,4 | 26.504 | 29.629 | 11,8 |
| NET REVENUE | | 9.227 | 10.017 | 36.521 | 9.796 | 9.826 | 10.005 | 8,4 | 26.504 | 29.628 | 11,8 |
| EBITDA | 1 | 2.665 | 2.537 | 10.088 | 3.309 | 3.534 | 3.563 | 33,7 | 7.551 | 10.406 | 37,8 |
| EBITDA margin (EBITDA / total revenues) | % | 28,9 | 25,3 | 27,6 | 33,8 | 36,0 | 35,6 | 6,7p | 28,5 | 35,1 | 6,6p |
| EBITDA AL | | 2.664 | 2.536 | 10.084 | 2.679 | 2.872 | 2.874 | 7,9 | 7.547 | 8.424 | 11,6 |
| EBITDA AL margin (EBITDA / total revenues) | % | 28,9 | 25,3 | 27,6 | 27,3 | 29,2 | 28,7 | (0,2p) | 28,5 | 28,4 | (0,1p) |
| Depreciation, amortization and impairment losses | | (1.358) | (1.393) | (5.294) | (1.835) | (1.870) | (1.976) | (45,5) | (3.901) | (5.681) | (45,6) |
| Profit (loss) from operations = EBIT | | 1.308 | 1.145 | 4.794 | 1.474 | 1.665 | 1.587 | 21,3 | 3.649 | 4.726 | 29,5 |
| CASH CAPEX (before spectrum investment) | 2 | 1.088 | 946 | 4.396 | 1.604 | 1.491 | 1.259 | 15,7 | 3.451 | 4.354 | 26,2 |

FINANCIALS (AS REPORTED)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| TOTAL REVENUE | | 9.227 | 10.018 | 36.522 | 9.796 | 9.826 | 10.006 | 8,4 | 26.504 | 29.629 | 11,8 |
| NET REVENUE | | 9.227 | 10.017 | 36.521 | 9.796 | 9.826 | 10.005 | 8,4 | 26.504 | 29.628 | 11,8 |
| EBITDA | | 2.610 | 2.436 | 9.928 | 3.210 | 3.334 | 3.421 | 31,1 | 7.492 | 9.965 | 33,0 |
| EBITDA margin (EBITDA / total revenue) | % | 28,3 | 24,3 | 27,2 | 32,8 | 33,9 | 34,2 | 5,9p | 28,4 | 33,6 | 5,2p |
| Depreciation, amortization and impairment losses | | (1.358) | (1.393) | (5.294) | (1.835) | (1.870) | (1.976) | (45,5) | (3.901) | (5.681) | (45,6) |
| Profit (loss) from operations = EBIT | | 1.252 | 1.043 | 4.634 | 1.376 | 1.465 | 1.444 | 15,3 | 3.591 | 4.285 | 19,3 |
| CASH CAPEX | | 1.158 | 1.008 | 4.661 | 1.713 | 2.272 | 1.329 | 14,8 | 3.653 | 5.314 | 45,5 |

1 Excluding special factors affecting EBITDA of EUR (55mn) in Q3/18, EUR (101mn) in Q4/18, EUR (99mn) in Q1/19, EUR (200mn) in Q2/19, and EUR (142mn) in Q3/19

2 Adjusted by excluding spectrum purchases of EUR 70mn in Q3/18, EUR 62mn in Q4/18, EUR 110mn in Q1/19, EUR 781mn in Q2/19, and EUR 70mn in Q3/19.

UNITED STATES

EBITDA RECONCILIATION

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| TOTAL REVENUE | | 9.227 | 10.018 | 36.522 | 9.796 | 9.826 | 10.006 | 8,4 | 26.504 | 29.629 | 11,8 |
| Profit (loss) from operations = EBIT | | 1.252 | 1.043 | 4.634 | 1.376 | 1.465 | 1.444 | 15,3 | 3.591 | 4.285 | 19,3 |
| - Depreciation, amortization and impairment losses | | (1.358) | (1.393) | (5.294) | (1.835) | (1.870) | (1.976) | (45,5) | (3.901) | (5.681) | (45,6) |
| = EBITDA | | 2.610 | 2.436 | 9.928 | 3.210 | 3.334 | 3.421 | 31,1 | 7.492 | 9.965 | 33,0 |
| - Special factors affecting EBITDA | | (55) | (101) | (160) | (99) | (200) | (142) | n.a. | (59) | (441) | n.a. |
| = EBITDA ADJUSTED FOR SPECIAL FACTORS | 1 | 2.665 | 2.537 | 10.088 | 3.309 | 3.534 | 3.563 | 33,7 | 7.551 | 10.406 | 37,8 |
| = EBITDA AL (ADJUSTED FOR SPECIAL FACTORS) | | 2.664 | 2.536 | 10.084 | 2.679 | 2.872 | 2.874 | 7,9 | 7.547 | 8.424 | 11,6 |

SPECIAL FACTORS

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| EFFECTS ON EBITDA | | (55) | (101) | (160) | (99) | (200) | (142) | n.a. | (59) | (441) | n.a. |
| - of which personnel | | (6) | (5) | (15) | (2) | (2) | (3) | 50,0 | (10) | (6) | 40,0 |
| - of which other | | (49) | (96) | (145) | (97) | (198) | (140) | n.a. | (49) | (435) | n.a. |
| EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT | | (55) | (101) | (160) | (99) | (200) | (142) | n.a. | (59) | (441) | n.a. |
| - of which personnel | | (6) | (5) | (15) | (2) | (2) | (3) | 50,0 | (10) | (6) | 40,0 |
| - of which other | | (49) | (96) | (145) | (97) | (198) | (140) | n.a. | (49) | (435) | n.a. |

1 Excluding special factors affecting EBITDA of EUR (55mn) in Q3/18, EUR (101mn) in Q4/18, EUR (99mn) in Q1/19, EUR (200mn) in Q2/19, and EUR (142mn) in Q3/19

UNITED STATES

OPERATIONAL

| | Note | Q3 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | Q3 2019 | Change % | Q1 - Q3 2018 | Q1 - Q3 2019 | Change % |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-------------|-----------------|-----------------|-------------|
| CUSTOMERS (END OF PERIOD) | ('000) | 77.249 | 79.651 | 79.651 | 81.301 | 83.052 | 84.183 | 9,0 | 77.249 | 84.183 | 9,0 |
| - Branded postpaid | ('000) 4 | 41.161 | 42.519 | 42.519 | 43.538 | 44.646 | 45.720 | 11,1 | 41.161 | 45.720 | 11,1 |
| - Branded prepay | ('000) 4 | 21.002 | 21.137 | 21.137 | 21.206 | 21.337 | 20.783 | (1,0) | 21.002 | 20.783 | (1,0) |
| - BRANDED | ('000) 4 | 62.163 | 63.656 | 63.656 | 64.744 | 65.983 | 66.503 | 7,0 | 62.163 | 66.503 | 7,0 |
| - WHOLESALE | ('000) 4 | 15.086 | 15.995 | 15.995 | 16.557 | 17.069 | 17.680 | 17,2 | 15.086 | 17.680 | 17,2 |
| NET ADDS | ('000) | 1.630 | 2.402 | 7.044 | 1.650 | 1.751 | 1.747 | 7,2 | 4.642 | 5.148 | 10,9 |
| - Branded postpaid | ('000) | 1.079 | 1.358 | 4.459 | 1.019 | 1.108 | 1.074 | (0,5) | 3.101 | 3.201 | 3,2 |
| - Branded prepay | ('000) | 35 | 135 | 460 | 69 | 131 | 62 | 77,1 | 325 | 262 | (19,4) |
| - BRANDED | ('000) | 1.114 | 1.493 | 4.919 | 1.088 | 1.239 | 1.136 | 2,0 | 3.426 | 3.463 | 1,1 |
| - WHOLESALE | ('000) | 516 | 909 | 2.125 | 562 | 512 | 611 | 18,4 | 1.216 | 1.685 | 38,6 |
| AVERAGE MONTHLY CHURN | | | | | | | | | | | |
| - Branded postpaid | (%) | 1,2 | 1,2 | 1,2 | 1,1 | 0,9 | 1,0 | (0,2p) | 1,2 | 1,0 | (0,2p) |
| - Branded prepay | (%) | 4,1 | 4,0 | 4,0 | 3,9 | 3,5 | 4,0 | (0,1p) | 4,0 | 3,8 | (0,2p) |
| TOTAL REVENUES | (€ million) | 9.227 | 10.018 | 36.522 | 9.796 | 9.826 | 10.006 | 8,4 | 26.504 | 29.629 | 11,8 |
| Service revenue | (€ million) 1 | 6.776 | 7.029 | 26.554 | 7.151 | 7.393 | 7.597 | 12,1 | 19.524 | 22.141 | 13,4 |
| EBITDA (ADJUSTED FOR SPECIAL FACTORS) | (€ million) 2 | 2.665 | 2.537 | 10.088 | 3.309 | 3.534 | 3.563 | 33,7 | 7.551 | 10.406 | 37,8 |
| EBITDA margin (adjusted for special factors) | (%) | 28,9 | 25,3 | 27,6 | 33,8 | 36,0 | 35,6 | 6,7p | 28,5 | 35,1 | 6,6p |
| EBITDA margin (adjusted for special factors) | (%) | 39,3 | 36,1 | 38,0 | 46,3 | 47,8 | 46,9 | 7,6p | 38,7 | 47,0 | 8,3p |
| EBITDA AL (ADJUSTED FOR SPECIAL FACTORS) | (€ million) | 2.664 | 2.536 | 10.084 | 2.679 | 2.872 | 2.874 | 7,9 | 7.544 | 8.424 | 11,7 |
| EBITDA AL margin (adjusted for special factors) | (%) | 28,9 | 25,3 | 27,6 | 27,3 | 29,2 | 28,7 | (0,2p) | 28,5 | 28,4 | (0,1p) |
| ARPU | | | | | | | | | | | |
| - Branded postpaid | (€) | 36 | 37 | 36 | 37 | 37 | 38 | 5,6 | 36 | 37 | 2,8 |
| - Branded prepay | (€) | 32 | 32 | 32 | 32 | 33 | 33 | 3,1 | 31 | 33 | 6,5 |
| CASH CAPEX | (€ million) | 1.158 | 1.008 | 4.661 | 1.713 | 2.272 | 1.329 | 14,8 | 3.653 | 5.314 | 45,5 |
| CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS) | (€ million) 3 | 1.094 | 946 | 4.396 | 1.604 | 1.491 | 1.259 | 15,1 | 3.457 | 4.354 | 25,9 |

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

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

2 Excluding special factors affecting EBITDA of EUR (55mn) in Q3/18, EUR (101mn) in Q4/18, EUR (99mn) in Q1/19, EUR (200mn) in Q2/19, and EUR (142mn) in Q3/19.

3 Adjusted by excluding spectrum purchases of EUR 70mn in Q3/18, EUR 62mn in Q4/18, EUR 110mn in Q1/19, EUR 781mn in Q2/19, and EUR 70mn in Q3/19.

4 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.

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

OPERATIONAL IN US-\$

| | Note | Q3 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | Q3 2019 | Change % | Q1 - Q3 2018 | Q1 - Q3 2019 | Change % |
|--|-----------------|---------------|---------------|---------------|---------------|---------------|---------------|-------------|-----------------|-----------------|-------------|
| CUSTOMERS (END OF PERIOD) | ('000) | 77.249 | 79.651 | 79.651 | 81.301 | 83.052 | 84.183 | 9,0 | 77.249 | 84.183 | 9,0 |
| - Branded postpaid | ('000) 4 | 41.161 | 42.519 | 42.519 | 43.538 | 44.646 | 45.720 | 11,1 | 41.161 | 45.720 | 11,1 |
| - Branded prepay | ('000) 4 | 21.002 | 21.137 | 21.137 | 21.206 | 21.337 | 20.783 | (1,0) | 21.002 | 20.783 | (1,0) |
| - BRANDED | ('000) 4 | 62.163 | 63.656 | 63.656 | 64.744 | 65.983 | 66.503 | 7,0 | 62.163 | 66.503 | 7,0 |
| - WHOLESALE | ('000) 4 | 15.086 | 15.995 | 15.995 | 16.557 | 17.069 | 17.680 | 17,2 | 15.086 | 17.680 | 17,2 |
| NET ADDS | ('000) | 1.630 | 2.402 | 7.044 | 1.650 | 1.751 | 1.747 | 7,2 | 4.642 | 5.148 | 10,9 |
| - Branded postpaid | ('000) | 1.079 | 1.358 | 4.459 | 1.019 | 1.108 | 1.074 | (0,5) | 3.101 | 3.201 | 3,2 |
| - Branded prepay | ('000) | 35 | 135 | 460 | 69 | 131 | 62 | 77,1 | 325 | 262 | (19,4) |
| - BRANDED | ('000) | 1.114 | 1.493 | 4.919 | 1.088 | 1.239 | 1.136 | 2,0 | 3.426 | 3.463 | 1,1 |
| - WHOLESALE | ('000) | 516 | 909 | 2.125 | 562 | 512 | 611 | 18,4 | 1.216 | 1.685 | 38,6 |
| AVERAGE MONTHLY CHURN | | | | | | | | | | | |
| - Branded postpaid | (%) | 1,2 | 1,2 | 1,2 | 1,1 | 0,9 | 1,0 | (0,2p) | 1,2 | 1,0 | (0,2p) |
| - Branded prepay | (%) | 4,1 | 4,0 | 4,0 | 3,9 | 3,5 | 4,0 | (0,1p) | 4,0 | 3,8 | (0,2p) |
| TOTAL REVENUES | (USD million) | 10.730 | 11.428 | 43.063 | 11.124 | 11.041 | 11.120 | 3,6 | 31.634 | 33.286 | 5,2 |
| Service revenue | (USD million) 1 | 7.879 | 8.020 | 31.325 | 8.121 | 8.308 | 8.444 | 7,2 | 23.305 | 24.873 | 6,7 |
| EBITDA (ADJUSTED FOR SPECIAL FACTORS) | (USD million) 2 | 3.100 | 2.894 | 11.906 | 3.758 | 3.972 | 3.960 | 27,7 | 9.012 | 11.689 | 29,7 |
| EBITDA margin (adjusted for special factors) (EBITDA / total revenue) | (%) | 28,9 | 25,3 | 27,6 | 33,8 | 36,0 | 35,6 | 6,7p | 28,5 | 35,1 | 6,6p |
| EBITDA margin (adjusted for special factors) (EBITDA / service revenue) | (%) | 39,3 | 36,1 | 38,0 | 46,3 | 47,8 | 46,9 | 7,6p | 38,7 | 47,0 | 8,3p |
| EBITDA AL (ADJUSTED FOR SPECIAL FACTORS) | (USD million) | 3.099 | 2.893 | 11.901 | 3.042 | 3.227 | 3.194 | 3,1 | 9.009 | 9.463 | 5,0 |
| EBITDA AL margin (adjusted for special factors) (EBITDA AL / total revenue) | (%) | 28,9 | 25,3 | 27,6 | 27,3 | 29,2 | 28,7 | (0,2p) | 28,5 | 28,4 | (0,1p) |
| BLENDED ARPU | | | | | | | | | | | |
| - Branded postpaid | (USD) | 42 | 42 | 43 | 42 | 42 | 42 | 0,0p | 43 | 42 | (2,3) |
| - Branded prepay | (USD) | 37 | 37 | 37 | 37 | 37 | 37 | 0,0p | 37 | 37 | 0,0 |
| CASH CAPEX | (USD million) | 1.347 | 1.150 | 5.527 | 1.946 | 2.556 | 1.481 | 9,9 | 4.377 | 5.983 | 36,7 |
| CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS) | (USD million) 3 | 1.265 | 1.079 | 5.215 | 1.821 | 1.675 | 1.404 | 11,0 | 4.136 | 4.900 | 18,5 |

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

2 Excluding special factors affecting EBITDA of USD (64mn) in Q3/18, USD (115mn) in Q4/18, USD (112mn) in Q1/19, USD (225mn) in Q2/19 and (158mn) in Q3/19.

3 Adjusted by excluding spectrum purchases of USD 81mn in Q3/18 USD 70mn in Q4/18, USD 125mn in Q1/19, USD 881mn in Q2/19, and 77mn in Q3/19.

4 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.

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

For plan details see:

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

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

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

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

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EUROPE¹

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|----------------------------------|----------------------------------|--------------|
| TOTAL REVENUE | | 3.045 | 3.132 | 11.885 | 2.891 | 2.978 | 3.074 | 1,0 | 8.752 | 8.943 | 2,2 |
| NET REVENUE | | 2.952 | 3.032 | 11.522 | 2.808 | 2.891 | 2.982 | 1,0 | 8.490 | 8.681 | 2,2 |
| EBITDA | 2 | 1.062 | 953 | 3.880 | 1.059 | 1.099 | 1.196 | 12,6 | 2.926 | 3.355 | 14,7 |
| EBITDA margin (EBITDA / total revenue) | % | 34,9 | 30,4 | 32,6 | 36,6 | 36,9 | 38,9 | 4,0p | 33,4 | 37,5 | 4,1p |
| EBITDA AL | | 1.044 | 935 | 3.813 | 945 | 991 | 1.086 | 4,0 | 2.878 | 3.022 | 5,0 |
| EBITDA AL margin (EBITDA / total revenue) | % | 34,3 | 29,9 | 32,1 | 32,7 | 33,3 | 35,3 | 1,0p | 32,9 | 33,8 | 0,9p |
| Depreciation, amortization and impairment losses | 5 | (616) | (613) | (2.339) | (696) | (681) | (695) | (12,8) | (1.726) | (2.072) | (20,0) |
| Profit (loss) from operations = EBIT | 3 | 446 | 341 | 1.541 | 364 | 418 | 501 | 12,3 | 1.200 | 1.283 | 6,9 |
| CASH CAPEX (before spectrum investment) | 4 | 416 | 634 | 1.882 | 410 | 412 | 386 | (7,2) | 1.248 | 1.208 | (3,2) |

FINANCIALS (AS REPORTED)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|----------------------------------|----------------------------------|-------------|
| TOTAL REVENUE | | 3.045 | 3.132 | 11.885 | 2.891 | 2.978 | 3.074 | 1,0 | 8.752 | 8.943 | 2,2 |
| NET REVENUE | | 2.952 | 3.032 | 11.522 | 2.808 | 2.891 | 2.982 | 1,0 | 8.490 | 8.681 | 2,2 |
| EBITDA | | 1.041 | 904 | 3.757 | 1.035 | 1.038 | 1.172 | 12,6 | 2.853 | 3.244 | 13,7 |
| EBITDA margin (EBITDA / total revenue) | % | 34,2 | 28,9 | 31,6 | 35,8 | 34,9 | 38,1 | 3,9p | 32,6 | 36,3 | 3,7p |
| Depreciation, amortization and impairment losses | | (616) | (1.287) | (3.013) | (696) | (681) | (695) | (12,8) | (1.726) | (2.072) | (20,0) |
| Profit (loss) from operations = EBIT | | 425 | (383) | 744 | 339 | 357 | 477 | 12,2 | 1.127 | 1.173 | 4,1 |
| CASH CAPEX | | 417 | 634 | 1.887 | 446 | 469 | 386 | (7,4) | 1.253 | 1.301 | 3,8 |

1 Sale of Telekom Albania, discontinuing our mobile business activities in the country effective May 7, 2019. Historical figures were not adjusted.

2 Special factors affecting EBITDA: EUR 21mn in Q3/18, EUR 49mn in Q4/18, EUR 24mn in Q1/19, EUR 62mn in Q2/19 and EUR 24mn in Q3/19.

3 Special factors affecting EBIT: EUR 21mn in Q3/18 (thereof EUR 21mn resulting from EBITDA), EUR 724mn in Q4/18 (thereof EUR 49mn resulting from EBITDA), EUR 24mn in Q1/19 (thereof EUR 24mn resulting from EBITDA), EUR 62mn in Q2/19 (thereof EUR 62mn resulting from EBITDA) and EUR 24mn in Q3/19 (thereof EUR 24mn resulting from EBITDA).

4 Spectrum investment: EUR 1mn in Hungary in Q3/18, EUR 34mn in Hungary and EUR 1mn in Austria in Q1/19 and EUR 57mn in Austria in Q2/19.

5 The Q4/18 numbers are affected by EUR 608mn impairment in Poland and EUR 31mn impairment in Romania.

EUROPE¹

EBITDA RECONCILIATION

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| TOTAL REVENUE | | 3.045 | 3.132 | 11.885 | 2.891 | 2.978 | 3.074 | 1,0 | 8.752 | 8.943 | 2,2 |
| TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS) | | 3.045 | 3.132 | 11.885 | 2.891 | 2.978 | 3.074 | 1,0 | 8.752 | 8.943 | 2,2 |
| Profit (loss) from operations = EBIT | | 425 | (383) | 744 | 339 | 357 | 477 | 12,2 | 1.127 | 1.173 | 4,1 |
| - Depreciation, amortization and impairment losses | | (616) | (1.287) | (3.013) | (696) | (681) | (695) | (12,8) | (1.726) | (2.072) | (20,0) |
| = EBITDA | | 1.041 | 904 | 3.757 | 1.035 | 1.038 | 1.172 | 12,6 | 2.853 | 3.244 | 13,7 |
| - Special factors affecting EBITDA | | (21) | (49) | (122) | (24) | (62) | (24) | (14,3) | (73) | (110) | (50,7) |
| = EBITDA (ADJUSTED FOR SPECIAL FACTORS) | | 1.062 | 953 | 3.880 | 1.059 | 1.099 | 1.196 | 12,6 | 2.926 | 3.355 | 14,7 |
| = EBITDA AL (ADJUSTED FOR SPECIAL FACTORS) | | 1.044 | 935 | 3.813 | 945 | 991 | 1.086 | 4,0 | 2.878 | 3.022 | 5,0 |

SPECIAL FACTORS

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|----------------------------------|----------------------------------|---------------|
| EFFECTS ON EBITDA | | (21) | (49) | (122) | (24) | (62) | (24) | (14,3) | (73) | (110) | (50,7) |
| - of which personnel | | (12) | (30) | (90) | (16) | (62) | (16) | (33,3) | (60) | (95) | (58,3) |
| - of which other | | (9) | (19) | (32) | (8) | 1 | (8) | 11,1 | (13) | (15) | (15,4) |
| EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT | | (21) | (724) | (797) | (24) | (62) | (24) | (14,3) | (73) | (110) | (50,7) |
| - of which personnel | | (12) | (30) | (90) | (16) | (62) | (16) | (33,3) | (60) | (95) | (58,3) |
| - of which other | | (9) | (693) | (706) | (8) | 1 | (8) | 11,1 | (13) | (15) | (15,4) |

¹ Sale of Telekom Albania, discontinuing our mobile business activities in the country effective May 7, 2019. Historical figures were not adjusted.

GREECE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|----------------------------------|----------------------------------|---------------|
| TOTAL REVENUE | | 754 | 736 | 2.888 | 697 | 720 | 771 | 2,3 | 2.151 | 2.188 | 1,7 |
| PRODUCT VIEW | | 754 | 736 | 2.888 | 697 | 720 | 771 | 2,3 | 2.151 | 2.188 | 1,7 |
| - Fixed network | | 456 | 458 | 1.791 | 446 | 446 | 467 | 2,4 | 1.333 | 1.358 | 1,9 |
| - Mobile communications | | 298 | 279 | 1.097 | 251 | 274 | 304 | 2,0 | 818 | 830 | 1,5 |
| SEGMENT VIEW | | 754 | 736 | 2.888 | 697 | 720 | 771 | 2,3 | 2.151 | 2.188 | 1,7 |
| - of which Consumer | | 417 | 413 | 1.633 | 398 | 412 | 425 | 1,9 | 1.220 | 1.235 | 1,2 |
| - of which Business | | 139 | 157 | 569 | 137 | 142 | 145 | 4,3 | 413 | 424 | 2,7 |
| EBITDA | 1 | 321 | 300 | 1.180 | 300 | 308 | 354 | 10,3 | 880 | 963 | 9,4 |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 42,6 | 40,8 | 40,9 | 43,0 | 42,8 | 45,9 | 3,3p | 40,9 | 44,0 | 3,1p |
| EBITDA AL | | 318 | 298 | 1.173 | 283 | 290 | 337 | 6,0 | 874 | 910 | 4,1 |
| EBITDA AL MARGIN (EBITDA AL/ TOTAL REVENUE) | % | 42,2 | 40,5 | 40,6 | 40,6 | 40,3 | 43,7 | 1,5p | 40,6 | 41,6 | 1,0p |
| CASH CAPEX (AS REPORTED) | | 97 | 160 | 454 | 55 | 134 | 66 | (32,0) | 294 | 255 | (13,3) |

1 Special factors affecting EBITDA: EUR 4mn in Q3/18, EUR 2mn in Q4/18 and EUR 39mn in Q2/19.

GREECE

OPERATIONALS

| | Note | Q3 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | Q3 2019 | Change % | Q1 - Q3 2018 | Q1 - Q3 2019 | Change % |
|--|----------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-----------------|-----------------|--------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 2.547 | 2.566 | 2.566 | 2.581 | 2.607 | 2.625 | 3,1 | 2.547 | 2.625 | 3,1 |
| - IP Access Lines | ('000) | 1.680 | 1.894 | 1.894 | 2.191 | 2.458 | 2.597 | 54,6 | 1.680 | 2.597 | 54,6 |
| Broadband Customers Retail | ('000) 1 | 1.855 | 1.893 | 1.893 | 1.938 | 1.972 | 1.993 | 7,4 | 1.855 | 1.993 | 7,4 |
| TV Customers (IPTV, SAT, Cable) | ('000) | 531 | 540 | 540 | 539 | 542 | 547 | 3,0 | 531 | 547 | 3,0 |
| ULLs/Wholesale PSTN Access Lines | ('000) | 2.131 | 2.143 | 2.143 | 2.151 | 2.150 | 2.176 | 2,1 | 2.131 | 2.176 | 2,1 |
| Wholesale Broadband Access Lines | ('000) | 118 | 132 | 132 | 145 | 159 | 169 | 43,2 | 118 | 169 | 43,2 |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue | (€) | 257 | 222 | 926 | 215 | 239 | 265 | 3,1 | 704 | 719 | 2,1 |
| CUSTOMERS | ('000) | 8.123 | 7.893 | 7.893 | 7.682 | 7.605 | 7.505 | (7,6) | 8.123 | 7.505 | (7,6) |
| - contract | ('000) 1 | 2.256 | 2.255 | 2.255 | 2.268 | 2.298 | 2.312 | 2,5 | 2.256 | 2.312 | 2,5 |
| - prepaid | ('000) | 5.866 | 5.637 | 5.637 | 5.414 | 5.307 | 5.193 | (11,5) | 5.866 | 5.193 | (11,5) |
| NET ADDS | ('000) | (40) | (230) | (89) | (211) | (77) | (100) | n.a. | 141 | (387) | n.a. |
| - contract | ('000) | 1 | (1) | 24 | 13 | 30 | 14 | n.a. | 25 | 57 | n.a. |
| - prepaid | ('000) | (41) | (229) | (112) | (224) | (107) | (114) | n.a. | 116 | (444) | n.a. |
| AVERAGE MONTHLY CHURN | (%) | 1,8 | 2,5 | 2,0 | 2,5 | 2,0 | 2,2 | 0,4p | 1,9 | 2,2 | 0,3p |
| - contract | (%) | 1,3 | 1,3 | 1,3 | 1,4 | 1,0 | 0,9 | (0,4p) | 1,2 | 1,1 | (0,1p) |
| ARPU | (€) | 11 | 9 | 10 | 9 | 10 | 12 | 9,1 | 10 | 10 | 0,0 |
| - contract | (€) | 27 | 22 | 23 | 21 | 23 | 26 | (3,7) | 24 | 23 | (4,2) |
| - prepaid | (€) | 4 | 4 | 4 | 4 | 5 | 5 | 25,0 | 4 | 5 | 25,0 |

1 As of Q1/19 Hybrid customers have been reclassified from Mobile to Broadband Customers. Figures of previous periods were not adjusted.

ROMANIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| TOTAL REVENUE | | 227 | 242 | 933 | 217 | 231 | 243 | 7,0 | 691 | 691 | 0,0 |
| PRODUCT VIEW | | 227 | 242 | 933 | 217 | 231 | 243 | 7,0 | 691 | 691 | 0,0 |
| - Fixed network | | 115 | 141 | 491 | 113 | 128 | 137 | 19,1 | 349 | 378 | 8,3 |
| - Mobile communications | | 112 | 101 | 443 | 103 | 103 | 106 | (5,4) | 342 | 313 | (8,5) |
| SEGMENT VIEW | | 227 | 242 | 933 | 217 | 231 | 243 | 7,0 | 691 | 691 | 0,0 |
| - of which Consumer | | 136 | 130 | 554 | 132 | 129 | 132 | (2,9) | 424 | 393 | (7,3) |
| - of which Business | | 53 | 59 | 220 | 47 | 50 | 58 | 9,4 | 161 | 155 | (3,7) |
| EBITDA | 1 | 41 | 26 | 138 | 35 | 37 | 44 | 7,3 | 112 | 116 | 3,6 |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 18,2 | 10,7 | 14,8 | 16,1 | 16,0 | 18,1 | (0,1p) | 16,2 | 16,8 | 0,6p |
| EBITDA AL | | 41 | 25 | 135 | 26 | 29 | 36 | (12,2) | 111 | 90 | (18,9) |
| EBITDA AL MARGIN (EBITDA AL / TOTAL REVENUE) | % | 18,1 | 10,3 | 14,5 | 12,0 | 12,6 | 14,8 | (3,3p) | 16,1 | 13,0 | (3,1p) |
| CASH CAPEX (AS REPORTED) | | 38 | 40 | 148 | 59 | 26 | 30 | (21,1) | 109 | 115 | 5,5 |

1 Special factors affecting EBITDA: EUR 2mn in Q3/18, EUR 18mn in Q4/18, EUR 2mn in Q1/19 and EUR 3mn in Q3/19.

ROMANIA

OPERATIONALS

| | Note | Q3 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | Q3 2019 | Change % | Q1 - Q3 2018 | Q1 - Q3 2019 | Change % |
|--|--------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-----------------|-----------------|--------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 1.772 | 1.741 | 1.741 | 1.697 | 1.648 | 1.608 | (9,3) | 1.772 | 1.608 | (9,3) |
| - IP Access lines | ('000) | 775 | 821 | 821 | 829 | 825 | 825 | 6,5 | 775 | 825 | 6,5 |
| Broadband Customers Retail | ('000) | 1.108 | 1.101 | 1.101 | 1.078 | 1.055 | 1.040 | (6,1) | 1.108 | 1.040 | (6,1) |
| TV Customers (IPTV, SAT, Cable) | ('000) | 1.454 | 1.443 | 1.443 | 1.409 | 1.380 | 1.354 | (6,9) | 1.454 | 1.354 | (6,9) |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue | (€) | 82 | 76 | 322 | 77 | 78 | 79 | (3,7) | 247 | 234 | (5,3) |
| CUSTOMERS | ('000) | 5.302 | 5.360 | 5.360 | 5.421 | 5.258 | 5.051 | (4,7) | 5.302 | 5.051 | (4,7) |
| - contract | ('000) | 2.312 | 2.317 | 2.317 | 2.341 | 2.354 | 2.366 | 2,3 | 2.312 | 2.366 | 2,3 |
| - prepaid | ('000) | 2.990 | 3.043 | 3.043 | 3.079 | 2.904 | 2.685 | (10,2) | 2.990 | 2.685 | (10,2) |
| NET ADDS | ('000) | 20 | 58 | 103 | 60 | (163) | (207) | n.a. | 45 | (310) | n.a. |
| - contract | ('000) | 53 | 5 | 169 | 24 | 12 | 12 | (77,4) | 164 | 48 | (70,7) |
| - prepaid | ('000) | (32) | 53 | (67) | 36 | (175) | (219) | n.a. | (119) | (358) | n.a. |
| AVERAGE MONTHLY CHURN | (%) | 3,8 | 4,1 | 3,6 | 3,2 | 3,6 | 3,9 | 0,1p | 3,4 | 3,6 | 0,2p |
| - contract | (%) | 2,3 | 3,2 | 2,4 | 2,2 | 2,2 | 2,1 | (0,2p) | 2,1 | 2,2 | 0,1p |
| ARPU | (€) | 5 | 5 | 5 | 5 | 5 | 5 | 0,0 | 5 | 5 | 0,0 |
| - contract | (€) | 8 | 7 | 8 | 7 | 8 | 8 | 0,0 | 8 | 8 | 0,0 |
| - prepaid | (€) | 3 | 3 | 3 | 3 | 3 | 3 | 0,0 | 3 | 3 | 0,0 |

HUNGARY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|----------------------------------|----------------------------------|--------------|
| TOTAL REVENUE | | 460 | 498 | 1.889 | 459 | 455 | 456 | (0,9) | 1.391 | 1.370 | (1,5) |
| PRODUCT VIEW | | 460 | 498 | 1.889 | 459 | 455 | 456 | (0,9) | 1.391 | 1.370 | (1,5) |
| - Fixed network | | 210 | 242 | 918 | 218 | 218 | 211 | 0,5 | 675 | 645 | (4,4) |
| - Mobile communications | | 250 | 256 | 971 | 242 | 237 | 246 | (1,6) | 714 | 724 | 1,4 |
| SEGMENT VIEW | | 460 | 498 | 1.889 | 459 | 455 | 456 | (0,9) | 1.391 | 1.370 | (1,5) |
| - of which Consumer | | 265 | 287 | 1.077 | 272 | 271 | 271 | 2,3 | 790 | 814 | 3,0 |
| - of which Business | | 157 | 177 | 680 | 152 | 153 | 147 | (6,4) | 503 | 452 | (10,1) |
| EBITDA | 1 | 148 | 135 | 547 | 139 | 155 | 165 | 11,5 | 412 | 459 | 11,4 |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 32,2 | 27,1 | 29,0 | 30,3 | 34,1 | 36,2 | 4,0p | 29,6 | 33,5 | 3,9p |
| EBITDA AL | | 146 | 133 | 540 | 121 | 139 | 149 | 2,1 | 408 | 408 | 0,0 |
| EBITDA AL MARGIN (EBITDA AL / TOTAL REVENUE) | % | 31,7 | 26,7 | 28,6 | 26,4 | 30,5 | 32,7 | 1,0p | 29,3 | 29,8 | 0,5p |
| CASH CAPEX (AS REPORTED) | | 56 | 108 | 266 | 68 | 57 | 60 | 7,1 | 158 | 185 | 17,1 |

1 Special factors affecting EBITDA: EUR 3mn in Q3/18, EUR 5 in Q4/18, EUR 9mn in Q1/19, EUR 1mn in Q2/19 and EUR 2mn in Q3/19.

HUNGARY

OPERATIONALS

| | Note | Q3 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | Q3 2019 | Change % | Q1 - Q3 2018 | Q1 - Q3 2019 | Change % |
|--|--------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|-----------------|-----------------|-------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 1.651 | 1.663 | 1.663 | 1.673 | 1.680 | 1.690 | 2,4 | 1.651 | 1.690 | 2,4 |
| - IP Access Lines | ('000) | 1.624 | 1.636 | 1.636 | 1.646 | 1.655 | 1.666 | 2,6 | 1.624 | 1.666 | 2,6 |
| Broadband Customers Retail | ('000) | 1.126 | 1.148 | 1.148 | 1.170 | 1.189 | 1.209 | 7,4 | 1.126 | 1.209 | 7,4 |
| TV Customers (IPTV, SAT, Cable) | ('000) | 1.065 | 1.087 | 1.087 | 1.106 | 1.122 | 1.138 | 6,9 | 1.065 | 1.138 | 6,9 |
| ULLs/Wholesale PSTN Access Lines | ('000) | 4 | 4 | 4 | 3 | 3 | 3 | (25,0) | 4 | 3 | (25,0) |
| Wholesale Broadband Access Lines | ('000) | 30 | 29 | 29 | 28 | 26 | 24 | (20,0) | 30 | 24 | (20,0) |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue | (€) | 182 | 178 | 715 | 179 | 182 | 184 | 1,1 | 537 | 545 | 1,5 |
| CUSTOMERS | ('000) | 5.302 | 5.330 | 5.330 | 5.305 | 5.332 | 5.323 | 0,4 | 5.302 | 5.323 | 0,4 |
| - contract | ('000) | 3.537 | 3.579 | 3.579 | 3.616 | 3.659 | 3.686 | 4,2 | 3.537 | 3.686 | 4,2 |
| - prepaid | ('000) | 1.765 | 1.751 | 1.751 | 1.690 | 1.674 | 1.637 | (7,3) | 1.765 | 1.637 | (7,3) |
| NET ADDS | ('000) | 1 | (3) | 37 | (25) | 27 | (9) | n.a. | 9 | (7) | n.a. |
| - contract | ('000) | 56 | 42 | 164 | 36 | 43 | 27 | (51,8) | 122 | 106 | (13,1) |
| - prepaid | ('000) | 1 | (60) | (128) | (61) | (16) | (36) | 40,0 | (113) | (113) | 0,0 |
| AVERAGE MONTHLY CHURN | (%) | 1,5 | 1,3 | 1,3 | 1,5 | 1,2 | 1,4 | (0,1p) | 1,3 | 1,4 | 0,1p |
| - contract | (%) | 0,6 | 0,7 | 0,7 | 0,8 | 0,7 | 0,7 | 0,1p | 0,7 | 0,7 | 0,0p |
| ARPU | (€) | 11 | 11 | 11 | 11 | 11 | 11 | 0,0 | 11 | 11 | 0,0 |
| - contract | (€) | 16 | 15 | 15 | 15 | 15 | 15 | (6,3) | 15 | 15 | 0,0 |
| - prepaid | (€) | 4 | 3 | 3 | 3 | 3 | 4 | 0,0 | 3 | 3 | 0,0 |

1 The Q4 and FY 18 numbers are retrospectively adjusted due to technical problems.

POLAND

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|----------------------------------|----------------------------------|--------------|
| TOTAL REVENUE | | 392 | 390 | 1.526 | 348 | 366 | 373 | (4,8) | 1.135 | 1.087 | (4,2) |
| PRODUCT VIEW | | 392 | 390 | 1.526 | 348 | 366 | 373 | (4,8) | 1.135 | 1.087 | (4,2) |
| - Fixed network | 2 | 28 | 38 | 120 | 30 | 31 | 32 | 14,3 | 84 | 91 | 8,3 |
| - Mobile communications | 2 | 364 | 353 | 1.406 | 318 | 335 | 342 | (6,0) | 1.052 | 995 | (5,4) |
| SEGMENT VIEW | | 392 | 390 | 1.526 | 348 | 366 | 373 | (4,8) | 1.135 | 1.087 | (4,2) |
| - of which Consumer | | 214 | 212 | 841 | 202 | 210 | 209 | (2,3) | 629 | 621 | (1,3) |
| - of which Business | | 125 | 145 | 520 | 123 | 130 | 131 | 4,8 | 375 | 384 | 2,4 |
| EBITDA | 1 | 97 | 96 | 390 | 110 | 118 | 116 | 19,6 | 294 | 344 | 17,0 |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 24,8 | 24,6 | 25,6 | 31,6 | 32,2 | 31,1 | 6,3p | 25,9 | 31,6 | 5,7p |
| EBITDA AL | | 95 | 94 | 382 | 92 | 100 | 98 | 3,2 | 289 | 290 | 0,3 |
| EBITDA AL MARGIN (EBITDA AL / TOTAL REVENUE) | % | 24,2 | 24,1 | 25,0 | 26,4 | 27,3 | 26,3 | 2,1p | 25,5 | 26,7 | 1,2p |
| CASH CAPEX (AS REPORTED) | | 50 | 60 | 219 | 65 | 42 | 49 | (2,0) | 159 | 156 | (1,9) |

1 Special factors affecting EBITDA: EUR 0mn in Q3/18, EUR 1mn in Q4/18, EUR 2mn in Q1/19, EUR 1mn in Q2/19 and EUR 1mn in Q3/19.

2 Numbers are retrospectively adjusted due to shift of IFRS 15 interest revenue.

POLAND

OPERATIONALS

| | Note | Q3 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | Q3 2019 | Change % | Q1 - Q3 2018 | Q1 - Q3 2019 | Change % |
|--|--------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|-----------------|---------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 19 | 18 | 18 | 18 | 19 | 19 | 0,0 | 19 | 19 | 0,0 |
| - IP Accesslines | ('000) | 1 | 1 | 1 | 0 | 0 | 3 | n.a. | 1 | 3 | n.a. |
| Broadband Customers Retail | ('000) | 20 | 18 | 18 | 11 | 10 | 11 | (45,0) | 20 | 11 | (45,0) |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue | (€) | 234 | 233 | 910 | 222 | 231 | 235 | 0,4 | 677 | 688 | 1,6 |
| CUSTOMERS | ('000) | 10.693 | 10.787 | 10.787 | 10.823 | 10.869 | 10.908 | 2,0 | 10.693 | 10.908 | 2,0 |
| - contract | ('000) | 7.152 | 7.243 | 7.243 | 7.298 | 7.374 | 7.434 | 3,9 | 7.152 | 7.434 | 3,9 |
| - prepaid | ('000) | 3.541 | 3.544 | 3.544 | 3.525 | 3.495 | 3.474 | (1,9) | 3.541 | 3.474 | (1,9) |
| NET ADDS | ('000) | 84 | 94 | 333 | 36 | 47 | 38 | (54,8) | 239 | 121 | (49,4) |
| - contract | ('000) | 84 | 90 | 322 | 55 | 76 | 60 | (28,6) | 231 | 191 | (17,3) |
| - prepaid | ('000) | 0 | 3 | 12 | (20) | (29) | (21) | n.a. | 8 | (70) | n.a. |
| AVERAGE MONTHLY CHURN | (%) | 1,4 | 1,3 | 1,4 | 1,3 | 1,3 | 1,3 | (0,1p) | 1,4 | 1,3 | (0,1p) |
| - contract | (%) | 0,8 | 0,9 | 0,9 | 0,8 | 0,7 | 0,7 | (0,1p) | 0,9 | 0,8 | (0,1p) |
| ARPU | (€) | 8 | 7 | 7 | 7 | 7 | 7 | (12,5) | 7 | 7 | 0,0 |
| - contract | (€) | 10 | 10 | 10 | 9 | 9 | 9 | (10,0) | 10 | 9 | (10,0) |
| - prepaid | (€) | 3 | 3 | 3 | 3 | 3 | 3 | 0,0 | 3 | 3 | 0,0 |

CZECH REPUBLIC

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|----------------------------------|----------------------------------|---------------|
| TOTAL REVENUE | | 261 | 274 | 1.047 | 257 | 265 | 274 | 5,0 | 773 | 796 | 3,0 |
| PRODUCT VIEW | | 261 | 274 | 1.047 | 257 | 265 | 274 | 5,0 | 773 | 796 | 3,0 |
| - Fixed network | | 61 | 71 | 248 | 61 | 63 | 73 | 19,7 | 178 | 197 | 10,7 |
| - Mobile communications | | 199 | 203 | 799 | 196 | 202 | 201 | 1,0 | 595 | 600 | 0,8 |
| SEGMENT VIEW | | 261 | 274 | 1.047 | 257 | 265 | 274 | 5,0 | 773 | 796 | 3,0 |
| - of which Consumer | | 130 | 135 | 525 | 130 | 136 | 135 | 3,8 | 390 | 400 | 2,6 |
| - of which Business | | 114 | 124 | 462 | 113 | 114 | 119 | 4,4 | 338 | 346 | 2,4 |
| EBITDA | 1 | 113 | 112 | 444 | 120 | 127 | 120 | 6,2 | 332 | 367 | 10,5 |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 43,3 | 40,9 | 42,4 | 46,7 | 47,9 | 43,8 | 0,5p | 42,9 | 46,1 | 3,2p |
| EBITDA AL | | 110 | 109 | 432 | 107 | 114 | 107 | (2,7) | 323 | 328 | 1,5 |
| EBITDA AL MARGIN (EBITDA AL / TOTAL REVENUE) | % | 42,1 | 39,8 | 41,3 | 41,6 | 43,0 | 39,1 | (3,0p) | 41,8 | 41,2 | (0,6p) |
| CASH CAPEX (AS REPORTED) | | 24 | 60 | 156 | 48 | 22 | 26 | 8,3 | 96 | 96 | 0,0 |

1 Special factors affecting EBITDA: EUR 1mn in Q3/18, EUR 2mn in Q4/18, EUR 1mn in Q1/19 and EUR 1mn in Q2/19.

CZECH REPUBLIC

OPERATIONALS

| | Note | Q3 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | Q3 2019 | Change % | Q1 - Q3 2018 | Q1 - Q3 2019 | Change % |
|--|--------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|-----------------|-----------------|---------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 276 | 318 | 318 | 355 | 384 | 409 | 48,2 | 276 | 409 | 48,2 |
| - IP Access Lines | ('000) | 266 | 309 | 309 | 346 | 376 | 401 | 50,8 | 266 | 401 | 50,8 |
| Broadband Customers Retail | ('000) | 227 | 251 | 251 | 274 | 290 | 305 | 34,4 | 227 | 305 | 34,4 |
| TV Customers (IPTV, SAT, Cable) | ('000) | 68 | 86 | 86 | 101 | 113 | 124 | 82,4 | 68 | 124 | 82,4 |
| ULLs/Wholesale PSTN Access Lines | ('000) | 5 | 5 | 5 | 4 | 4 | 4 | (20,0) | 5 | 4 | (20,0) |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue | (€) | 184 | 183 | 728 | 180 | 186 | 185 | 0,5 | 545 | 551 | 1,1 |
| CUSTOMERS | ('000) | 6.177 | 6.188 | 6.188 | 6.186 | 6.224 | 6.282 | 1,7 | 6.177 | 6.282 | 1,7 |
| - contract | ('000) | 3.967 | 3.999 | 3.999 | 4.029 | 4.062 | 4.097 | 3,3 | 3.967 | 4.097 | 3,3 |
| - prepaid | ('000) | 2.210 | 2.189 | 2.189 | 2.156 | 2.162 | 2.185 | (1,1) | 2.210 | 2.185 | (1,1) |
| NET ADDS | ('000) | 3 | 11 | 11 | (2) | 39 | 58 | n.a. | 1 | 95 | n.a. |
| - contract | ('000) | 35 | 32 | 145 | 30 | 33 | 35 | 0,0 | 113 | 98 | (13,3) |
| - prepaid | ('000) | (32) | (22) | (134) | (32) | 6 | 23 | n.a. | (113) | (4) | 96,5 |
| AVERAGE MONTHLY CHURN | (%) | 1,3 | 1,4 | 1,3 | 1,3 | 1,2 | 1,2 | (0,1p) | 1,3 | 1,2 | (0,1p) |
| - contract | (%) | 0,5 | 0,6 | 0,5 | 0,5 | 0,5 | 0,5 | 0,0p | 0,5 | 0,5 | 0,0p |
| ARPU | (€) | 10 | 10 | 10 | 10 | 10 | 10 | 0,0 | 10 | 10 | 0,0 |
| - contract | (€) | 13 | 13 | 13 | 13 | 13 | 13 | 0,0 | 13 | 13 | 0,0 |
| - prepaid | (€) | 4 | 4 | 4 | 4 | 4 | 4 | 0,0 | 4 | 4 | 0,0 |

CROATIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|----------------------------------|----------------------------------|---------------|
| TOTAL REVENUE | | 261 | 249 | 966 | 220 | 239 | 252 | (3,4) | 717 | 711 | (0,8) |
| PRODUCT VIEW | | 261 | 249 | 966 | 220 | 239 | 252 | (3,4) | 717 | 711 | (0,8) |
| - Fixed network | | 138 | 146 | 545 | 122 | 136 | 131 | (5,1) | 399 | 389 | (2,5) |
| - Mobile communications | | 123 | 103 | 421 | 98 | 103 | 121 | (1,6) | 318 | 322 | 1,3 |
| SEGMENT VIEW | | 261 | 249 | 966 | 220 | 239 | 252 | (3,4) | 717 | 711 | (0,8) |
| - of which Consumer | | 125 | 123 | 487 | 117 | 120 | 122 | (2,4) | 364 | 359 | (1,4) |
| - of which Business | | 82 | 93 | 318 | 69 | 81 | 75 | (8,5) | 226 | 224 | (0,9) |
| EBITDA | 1 | 120 | 95 | 398 | 94 | 97 | 115 | (4,2) | 303 | 307 | 1,3 |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 46,0 | 38,2 | 41,2 | 42,7 | 40,6 | 45,6 | (0,4p) | 42,3 | 43,2 | 0,9p |
| EBITDA AL | | 113 | 88 | 374 | 83 | 91 | 104 | (8,0) | 286 | 278 | (2,8) |
| EBITDA AL MARGIN (EBITDA AL / TOTAL REVENUE) | % | 43,3 | 35,3 | 38,7 | 37,7 | 38,1 | 41,3 | (2,0p) | 39,9 | 39,1 | (0,8p) |
| CASH CAPEX (AS REPORTED) | | 38 | 68 | 190 | 33 | 35 | 43 | 13,2 | 122 | 111 | (9,0) |

1 Special factors affecting EBITDA: EUR 0mn in Q3/18, EUR 2mn in Q4/18, EUR 1mn in Q1/19, EUR 1mn in Q2/19 and EUR 9mn in Q3/19.

CROATIA

OPERATIONALS

| | Note | Q3 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | Q3 2019 | Change % | Q1 - Q3 2018 | Q1 - Q3 2019 | Change % |
|--|----------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|-----------------|-----------------|--------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 942 | 931 | 931 | 922 | 916 | 914 | (3,0) | 942 | 914 | (3,0) |
| - IP Access Lines | ('000) | 942 | 931 | 931 | 922 | 916 | 913 | (3,1) | 942 | 913 | (3,1) |
| Broadband Customers Retail | ('000) | 620 | 618 | 618 | 617 | 619 | 622 | 0,3 | 620 | 622 | 0,3 |
| TV Customers (IPTV, SAT, Cable) | ('000) 1 | 413 | 418 | 418 | 488 | 490 | 490 | 18,6 | 413 | 490 | 18,6 |
| ULLs/Wholesale PSTN Access Lines | ('000) | 124 | 121 | 121 | 116 | 109 | 106 | (14,5) | 124 | 106 | (14,5) |
| Wholesale Broadband Access Lines | ('000) | 129 | 129 | 129 | 128 | 123 | 130 | 0,8 | 129 | 130 | 0,8 |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue | (€) | 88 | 60 | 279 | 63 | 71 | 88 | 0,0 | 219 | 222 | 1,4 |
| CUSTOMERS | ('000) | 2.331 | 2.273 | 2.273 | 2.262 | 2.286 | 2.359 | 1,2 | 2.331 | 2.359 | 1,2 |
| - contract | ('000) | 1.305 | 1.322 | 1.322 | 1.329 | 1.350 | 1.371 | 5,1 | 1.305 | 1.371 | 5,1 |
| - prepaid | ('000) | 1.026 | 951 | 951 | 933 | 936 | 988 | (3,7) | 1.026 | 988 | (3,7) |
| NET ADDS | ('000) | 63 | (58) | 28 | (11) | 24 | 73 | 15,9 | 87 | 86 | (1,1) |
| - contract | ('000) | 18 | 17 | 62 | 7 | 21 | 22 | 22,2 | 45 | 50 | 11,1 |
| - prepaid | ('000) | 45 | (75) | (34) | (18) | 3 | 51 | 13,3 | 41 | 37 | (9,8) |
| AVERAGE MONTHLY CHURN | (%) | 2,2 | 3,2 | 2,4 | 2,3 | 2,1 | 2,0 | (0,2p) | 2,1 | 2,1 | 0,0p |
| - contract | (%) | 1,0 | 1,2 | 1,1 | 1,2 | 0,9 | 0,9 | (0,1p) | 1,0 | 1,0 | 0,0p |
| ARPU | (€) | 13 | 9 | 10 | 9 | 10 | 13 | 0,0 | 11 | 11 | 0,0 |
| - contract | (€) | 18 | 11 | 14 | 12 | 13 | 17 | (5,6) | 14 | 14 | 0,0 |
| - prepaid | (€) | 6 | 5 | 6 | 5 | 6 | 7 | 16,7 | 6 | 6 | 0,0 |

1 As of Q1/19 including Evo TV Services.

SLOVAKIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|----------------------------------|----------------------------------|--------------|
| TOTAL REVENUE | | 190 | 206 | 761 | 185 | 190 | 199 | 4,7 | 555 | 574 | 3,4 |
| PRODUCT VIEW | | 190 | 206 | 761 | 185 | 190 | 199 | 4,7 | 555 | 574 | 3,4 |
| - Fixed network | | 97 | 104 | 389 | 96 | 97 | 102 | 5,2 | 284 | 295 | 3,9 |
| - Mobile communications | | 93 | 101 | 372 | 89 | 93 | 97 | 4,3 | 271 | 280 | 3,3 |
| SEGMENT VIEW | | 190 | 206 | 761 | 185 | 190 | 199 | 4,7 | 555 | 574 | 3,4 |
| - of which Consumer | | 105 | 114 | 423 | 105 | 108 | 115 | 9,5 | 310 | 329 | 6,1 |
| - of which Business | | 72 | 81 | 294 | 70 | 71 | 71 | (1,4) | 213 | 212 | (0,5) |
| EBITDA | 1 | 82 | 82 | 322 | 88 | 84 | 90 | 9,8 | 240 | 262 | 9,2 |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 43,2 | 39,8 | 42,3 | 47,6 | 44,2 | 45,2 | 2,0p | 43,2 | 45,6 | 2,4 |
| EBITDA AL | | 82 | 82 | 320 | 82 | 79 | 85 | 3,7 | 239 | 247 | 3,3 |
| EBITDA AL MARGIN (EBITDA AL / TOTAL REVENUE) | % | 43,2 | 39,8 | 42,0 | 44,3 | 41,6 | 42,7 | (0,5p) | 43,1 | 43,0 | (0,1) |
| CASH CAPEX (AS REPORTED) | | 29 | 37 | 143 | 40 | 27 | 38 | 31,0 | 106 | 105 | (0,9) |

1 Special factors affecting EBITDA: EUR 1mn in Q3/18 and EUR 6mn in Q4/18.

SLOVAKIA

OPERATIONALS

| | Note | Q3 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | Q3 2019 | Change % | Q1 - Q3 2018 | Q1 - Q3 2019 | Change % |
|--|--------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|-----------------|-----------------|-------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 851 | 853 | 853 | 854 | 854 | 855 | 0,5 | 851 | 855 | 0,5 |
| - IP Access Lines | ('000) | 851 | 853 | 853 | 854 | 854 | 855 | 0,5 | 851 | 855 | 0,5 |
| Broadband Customers Retail | ('000) | 533 | 543 | 543 | 550 | 557 | 565 | 6,0 | 533 | 565 | 6,0 |
| TV Customers (IPTV, SAT, Cable) | ('000) | 607 | 617 | 617 | 621 | 623 | 627 | 3,3 | 607 | 627 | 3,3 |
| Wholesale Broadband Access Lines | ('000) | 105 | 102 | 102 | 99 | 96 | 95 | (9,5) | 105 | 95 | (9,5) |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue | (€) | 76 | 73 | 293 | 73 | 74 | 75 | (1,3) | 220 | 222 | 0,9 |
| CUSTOMERS | ('000) | 2.339 | 2.369 | 2.369 | 2.391 | 2.402 | 2.432 | 4,0 | 2.339 | 2.432 | 4,0 |
| - contract | ('000) | 1.498 | 1.523 | 1.523 | 1.540 | 1.574 | 1.614 | 7,7 | 1.498 | 1.614 | 7,7 |
| - prepaid | ('000) | 841 | 847 | 847 | 851 | 829 | 819 | (2,6) | 841 | 819 | (2,6) |
| NET ADDS | ('000) | 19 | 30 | 126 | 21 | 12 | 30 | 57,9 | 96 | 63 | (34,4) |
| - contract | ('000) | 16 | 25 | 78 | 17 | 34 | 40 | n.a. | 54 | 91 | 68,5 |
| - prepaid | ('000) | 3 | 5 | 48 | 4 | (22) | (10) | n.a. | 42 | (28) | n.a. |
| AVERAGE MONTHLY CHURN | (%) | 1,6 | 1,6 | 1,4 | 1,7 | 1,7 | 1,2 | (0,4) | 1,3 | 1,5 | 0,2 |
| - contract | (%) | 0,9 | 0,9 | 0,8 | 1,0 | 0,8 | 0,4 | (0,5p) | 0,8 | 0,7 | (0,1p) |
| ARPU | (€) | 11 | 10 | 11 | 10 | 10 | 10 | (9,1p) | 10 | 10 | 0,0p |
| - contract | (€) | 15 | 15 | 15 | 14 | 14 | 14 | (6,7) | 14 | 14 | 0,0 |
| - prepaid | (€) | 3 | 3 | 3 | 3 | 3 | 3 | 0,0 | 3 | 3 | 0,0 |

AUSTRIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|----------------------------------|----------------------------------|-------------|
| TOTAL REVENUE | | 289 | 334 | 1.055 | 306 | 315 | 318 | 10,0 | 721 | 939 | 30,2 |
| SEGMENT VIEW | | 289 | 334 | 1055 | 306 | 315 | 318 | 10,0 | 721 | 939 | 30,2 |
| - of which Consumer | | 206 | 240 | 741 | 222 | 225 | 230 | 11,7 | 501 | 677 | 35,1 |
| - of which Business | | 48 | 55 | 181 | 52 | 52 | 54 | 12,5 | 126 | 158 | 25,4 |
| EBITDA | 1 | 114 | 86 | 345 | 138 | 134 | 155 | 36,0 | 258 | 427 | 65,5 |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 39,4 | 25,7 | 32,7 | 45,1 | 42,5 | 48,7 | 9,3p | 35,8 | 45,5 | 9,7p |
| EBITDA AL | | 112 | 84 | 336 | 118 | 114 | 136 | 21,4 | 252 | 368 | 46,0 |
| EBITDA MARGIN AL (EBITDA AL / TOTAL REVENUE) | % | 38,8 | 25,1 | 31,8 | 38,6 | 36,2 | 42,8 | 4,0p | 35,0 | 39,2 | 4,2p |
| CASH CAPEX (AS REPORTED) | | 65 | 81 | 241 | 60 | 108 | 63 | (3,1) | 160 | 231 | 44,4 |

OPERATIONALS²

| | Note | Q3 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | Q3 2019 | Change % | Q1 - Q3 2018 | Q1 - Q3 2019 | Change % |
|--|----------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|-----------------|-----------------|---------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | | |
| Fixed network Access Lines | ('000) 3 | 535 | 538 | 538 | 544 | 546 | 548 | 2,4 | 535 | 548 | 2,4 |
| - IP | ('000) | 535 | 538 | 538 | 544 | 546 | 548 | 2,4 | 535 | 548 | 2,4 |
| Broadband Customers | ('000) 4 | 569 | 594 | 594 | 601 | 606 | 597 | 4,9 | 569 | 597 | 4,9 |
| TV (IPTV, SAT, Cable) | ('000) | 456 | 451 | 451 | 447 | 442 | 438 | (3,9) | 456 | 438 | (3,9) |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue | (€) | 180 | 177 | 692 | 171 | 175 | 181 | 0,6 | 516 | 527 | 2,1 |
| CUSTOMERS | ('000) | 6.870 | 7.194 | 7.194 | 4.765 | 4.938 | 5.024 | (26,9) | 6.870 | 5.024 | (26,9) |
| - contract | ('000) | 3.438 | 3.474 | 3.474 | 3.459 | 3.496 | 3.567 | 3,8 | 3.438 | 3.567 | 3,8 |
| - prepaid | ('000) 5 | 3.431 | 3.720 | 3.720 | 1.306 | 1.442 | 1.456 | (57,6) | 3.431 | 1.456 | (57,6) |
| NET ADDS | ('000) | 345 | 324 | 1.408 | (16) | 172 | 86 | (75,1) | 1.084 | 242 | (77,7) |
| - contract | ('000) | 26 | 35 | 82 | (14) | 37 | 71 | n.a. | 47 | 94 | 100,0 |
| - prepaid | ('000) | 320 | 289 | 1.326 | (2) | 136 | 15 | (95,3) | 1.037 | 148 | (85,7) |
| AVERAGE MONTHLY CHURN | (%) | 2,3 | 1,9 | 2,1 | 2,6 | 3,4 | 1,8 | (0,5p) | 2,1 | 1,9 | (0,2p) |
| - contract | (%) | 2,8 | 2,8 | 2,7 | 2,8 | 2,5 | 3,2 | 0,4p | 2,7 | 3,2 | 0,5p |
| ARPU | (€) | 9 | 8 | 9 | 12 | 12 | 12 | 33,3 | 9 | 12 | 33,3 |
| - contract | (€) | 16 | 15 | 16 | 15 | 16 | 16 | 0,0 | 16 | 16 | 0,0 |
| - prepaid | (€) 6 | 1 | 1 | 1 | 3 | 3 | 1 | 0,0 | 1 | 1 | 0,0 |

1 Special factors affecting EBITDA: EUR 8mn in Q3/18, EUR 10mn in Q4/18, EUR 9mn in Q1/19, EUR 11mn in Q2/19 and EUR 6mn in Q3/19.

2 In the course of the acquisition of UPC Austria we report Fixed Line Accesses and Broadband customers since Q3/18. Fixed Line Accesses of previous periods were adjusted for TV-only customers.

3 Alignment with DT definition. 2018 figures were adjusted accordingly.

4 In Q4/18 Business customers have been reclassified as Broadband Customers.

5 As of January 1, 2019 the customer base of M2M-SIM-cards in Austria was adjusted. 2,4 m SIM-cards were taken out. Previous periods were not adjusted accordingly.

6 The Q1/19 number was retrospectively adjusted due to technical problem.

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| Provisions for pensions | 18 | EBITDA reconciliation | 50 | | | | |
| Maturity profile | 19 | Greece | 51 | | | | |
| Liquidity reserves | 20 | Romania | 53 | | | | |
| DT/TMUS Funding | 21 | Hungary | 55 | | | | |
| Net debt | 22 | Poland | 57 | | | | |
| Net debt development | 23 | Czech Republic | 59 | | | | |
| Cash capex | 24 | Croatia | 61 | | | | |
| Free cash flow | 25 | Slovakia | 63 | | | | |
| Personnel | 26 | Austria | 65 | | | | |
| Exchange rates | 27 | | | | | | |

SYSTEMS SOLUTIONS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|----------------------------------|----------------------------------|---------------|
| TOTAL REVENUE | | 1.754 | 1.842 | 6.936 | 1.630 | 1.673 | 1.657 | (5,5) | 5.094 | 4.961 | (2,6) |
| International Revenue | | 476 | 448 | 1.810 | 427 | 443 | 441 | (7,4) | 1.362 | 1.311 | (3,7) |
| NET REVENUE | | 1.381 | 1.465 | 5.497 | 1.278 | 1.321 | 1.299 | (5,9) | 4.032 | 3.898 | (3,3) |
| EBITDA | | 139 | 111 | 429 | 125 | 158 | 175 | 25,9 | 318 | 459 | 44,3 |
| EBITDA margin (EBITDA / total revenue) | % | 7,9 | 6,0 | 6,2 | 7,7 | 9,4 | 10,6 | 2,7p | 6,2 | 9,3 | 3,1p |
| EBITDA AL | | 143 | 115 | 442 | 92 | 127 | 144 | 0,7 | 327 | 363 | 11,0 |
| EBITDA AL margin (EBITDA AL/ total revenue) | % | 8,2 | 6,2 | 6,4 | 5,6 | 7,6 | 8,7 | 0,5p | 6,4 | 7,3 | 0,9p |
| Depreciation, amortization and impairment losses | | (99) | (105) | (398) | (128) | (127) | (125) | (26,3) | (293) | (381) | (30,0) |
| Profit (loss) from operations = EBIT | | 40 | 6 | 32 | (3) | 31 | 50 | 25,0 | 25 | 78 | n.a. |
| EBIT MARGIN | % | 2,3 | 0,3 | 0,5 | (0,2) | 1,9 | 3,0 | 0,7p | 0,5 | 1,6 | 1,1p |
| CASH CAPEX (before spectrum investment) | | 87 | 110 | 462 | 93 | 73 | 66 | (24,1) | 352 | 233 | (33,8) |
| ORDER ENTRY | | 1.324 | 2.104 | 6.776 | 1.609 | 1.886 | 1.637 | 23,6 | 4.672 | 5.132 | 9,8 |

FINANCIALS (AS REPORTED)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|----------------------------------|----------------------------------|---------------|
| TOTAL REVENUE | | 1.754 | 1.842 | 6.936 | 1.630 | 1.673 | 1.657 | (5,5) | 5.094 | 4.961 | (2,6) |
| NET REVENUE | | 1.381 | 1.465 | 5.497 | 1.278 | 1.321 | 1.299 | (5,9) | 4.032 | 3.898 | (3,3) |
| EBITDA | | 85 | (13) | 163 | 79 | 29 | 115 | 35,3 | 175 | 223 | 27,4 |
| EBITDA margin (EBITDA / total revenue) | % | 4,8 | (0,7) | 2,4 | 4,8 | 1,7 | 6,9 | 2,1p | 3,4 | 4,5 | 1,1p |
| Depreciation, amortization and impairment losses | | (103) | (157) | (453) | (128) | (155) | (125) | (21,4) | (296) | (408) | (37,8) |
| Profit (loss) from operations = EBIT | | (17) | (170) | (291) | (49) | (126) | (10) | 41,2 | (121) | (185) | (52,9) |
| CASH CAPEX | | 87 | 110 | 462 | 93 | 73 | 66 | (24,1) | 352 | 233 | (33,8) |

SYSTEMS SOLUTIONS

EBITDA RECONCILIATION

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|----------------------------------|----------------------------------|--------------|
| TOTAL REVENUE | | 1.754 | 1.842 | 6.936 | 1.630 | 1.673 | 1.657 | (5,5) | 5.094 | 4.961 | (2,6) |
| Profit (loss) from operations = EBIT | | (17) | (170) | (291) | (49) | (126) | (10) | 41,2 | (121) | (185) | (52,9) |
| - Depreciation, amortization and impairment losses | | (103) | (157) | (453) | (128) | (155) | (125) | (21,4) | (296) | (408) | (37,8) |
| = EBITDA | | 85 | (13) | 163 | 79 | 29 | 115 | 35,3 | 175 | 223 | 27,4 |
| - Special factors affecting EBITDA | | (54) | (123) | (266) | (46) | (130) | (60) | (11,1) | (143) | (236) | (65,0) |
| = EBITDA (ADJUSTED FOR SPECIAL FACTORS) | | 139 | 111 | 429 | 125 | 158 | 175 | 25,9 | 318 | 459 | 44,3 |
| = EBITDA AL (ADJUSTED FOR SPECIAL FACTORS) | | 143 | 115 | 442 | 92 | 127 | 144 | 0,7 | 327 | 363 | 11,0 |

SPECIAL FACTORS

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|----------------------------------|----------------------------------|---------------|
| EFFECTS ON EBITDA | | (54) | (123) | (266) | (46) | (130) | (60) | (11,1) | (143) | (236) | (65,0) |
| - of which personnel | | (37) | (105) | (194) | (34) | (40) | (28) | 24,3 | (89) | (101) | (13,5) |
| - of which other | | (17) | (18) | (72) | (12) | (90) | (32) | (88,2) | (54) | (134) | n.a. |
| EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT | | (57) | (176) | (322) | (46) | (157) | (60) | (5,3) | (146) | (263) | (80,1) |
| - of which personnel | | (37) | (105) | (194) | (34) | (40) | (28) | 24,3 | (89) | (101) | (13,5) |
| - of which other | | (20) | (71) | (128) | (12) | (118) | (32) | (60,0) | (57) | (162) | n.a. |

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| Liquidity reserves | 20 | | | | |
| DT/TMUS Funding | 21 | | | | |
| Net debt | 22 | | | | |
| Net debt development | 23 | | | | |
| Cash capex | 24 | | | | |
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| | | Financials | 78 | | |
| | | EBITDA reconciliation | 79 | | |
| | | GLOSSARY | | | 81 |

GROUP DEVELOPMENT

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)¹

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| TOTAL REVENUE | | 544 | 578 | 2.185 | 682 | 683 | 704 | 29,4 | 1.607 | 2.068 | 28,7 |
| Netherlands | | 335 | 360 | 1.322 | 461 | 458 | 479 | 43,0 | 962 | 1.398 | 45,3 |
| GD Towers | 2 | 209 | 218 | 862 | 236 | 239 | 239 | 14,4 | 645 | 714 | 10,7 |
| Other | | 0 | 0 | 0 | (15) | (14) | (14) | n.a. | 0 | (44) | n.a. |
| EBITDA | | 227 | 230 | 921 | 332 | 319 | 345 | 52,0 | 691 | 996 | 44,1 |
| Netherlands | | 104 | 104 | 425 | 147 | 137 | 153 | 47,1 | 321 | 437 | 36,1 |
| GD Towers | 2 | 131 | 136 | 529 | 191 | 188 | 197 | 50,4 | 393 | 577 | 46,8 |
| Other | | (8) | (10) | (33) | (6) | (6) | (5) | 37,5 | (23) | (18) | 21,7 |
| EBITDA AL | | 222 | 218 | 892 | 255 | 250 | 269 | 21,2 | 674 | 774 | 14,8 |
| Netherlands | | 102 | 102 | 413 | 123 | 117 | 132 | 29,4 | 312 | 372 | 19,2 |
| GD Towers | 2 | 129 | 125 | 509 | 138 | 140 | 142 | 10,1 | 384 | 420 | 9,4 |
| Other | | (9) | (9) | (30) | (6) | (7) | (5) | 44,4 | (23) | (18) | 21,7 |
| EBITDA margin (EBITDA / total revenue) | % | 41,7 | 39,8 | 42,2 | 48,7 | 46,7 | 49,0 | 7,3p | 43,0 | 48,1 | 5,1p |
| EBITDA AL margin (EBITDA AL / total revenue) | % | 40,8 | 37,7 | 40,8 | 37,4 | 36,6 | 38,2 | (2,6p) | 41,9 | 37,4 | (4,5p) |
| Depreciation, amortization and impairment losses | | (86) | (89) | (334) | (200) | (199) | (208) | n.a. | (244) | (607) | n.a. |
| Profit (loss) from operations = EBIT | | 141 | 141 | 587 | 132 | 120 | 137 | (2,8) | 447 | 389 | (13,0) |
| CASH CAPEX (before spectrum investment) | | 60 | 69 | 271 | 86 | 106 | 99 | 65,0 | 201 | 291 | 44,8 |

FINANCIALS (AS REPORTED)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| TOTAL REVENUE | | 544 | 578 | 2.185 | 682 | 683 | 704 | 29,4 | 1.607 | 2.068 | 28,7 |
| NET REVENUE | | 397 | 422 | 1.579 | 522 | 520 | 540 | 36,0 | 1.157 | 1.582 | 36,7 |
| EBITDA | | 220 | 218 | 893 | 325 | 300 | 479 | n.a. | 675 | 1.105 | 63,7 |
| Depreciation, amortization and impairment losses | | (86) | (89) | (334) | (200) | (199) | (208) | n.a. | (244) | (607) | n.a. |
| Profit (loss) from operations = EBIT | | 134 | 129 | 560 | 126 | 102 | 270 | n.a. | 431 | 498 | 15,5 |
| CASH CAPEX | | 60 | 69 | 271 | 86 | 106 | 99 | 65,0 | 201 | 291 | 44,8 |

1 2019 Netherlands: including Tele2, without T-Mobile NL Tower Business

2 2019 GD Towers: including DFMG and T-Mobile NL Tower Business

GROUP DEVELOPMENT

EBITDA RECONCILIATION

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| TOTAL REVENUE | | 544 | 578 | 2.185 | 682 | 683 | 704 | 29,4 | 1.607 | 2.068 | 28,7 |
| Profit (loss) from operations = EBIT | | 134 | 129 | 560 | 126 | 102 | 270 | n.a. | 431 | 498 | 15,5 |
| - Depreciation, amortization and impairment losses | | (86) | (89) | (334) | (200) | (199) | (208) | n.a. | (244) | (607) | n.a. |
| = EBITDA | | 220 | 218 | 893 | 325 | 300 | 479 | n.a. | 675 | 1.105 | 63,7 |
| - Special factors affecting EBITDA | | (7) | (12) | (27) | (6) | (18) | 134 | n.a. | (16) | 109 | n.a. |
| = EBITDA (ADJUSTED FOR SPECIAL FACTORS) | | 227 | 230 | 921 | 332 | 319 | 345 | 52,0 | 691 | 996 | 44,1 |
| = EBITDA AL (ADJUSTED FOR SPECIAL FACTORS) | | 222 | 218 | 892 | 255 | 250 | 269 | 21,2 | 674 | 774 | 14,8 |

SPECIAL FACTORS

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| EFFECTS ON EBITDA | | (7) | (12) | (27) | (6) | (18) | 134 | n.a. | (16) | 109 | n.a. |
| - of which personnel | | (1) | (1) | (6) | (3) | (11) | (2) | (100,0) | (4) | (16) | n.a. |
| - of which other | | (6) | (10) | (22) | (3) | (7) | 136 | n.a. | (12) | 125 | n.a. |
| EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT | | (7) | (12) | (27) | (6) | (18) | 134 | n.a. | (16) | 109 | n.a. |
| - of which personnel | | (1) | (1) | (6) | (3) | (11) | (2) | (100,0) | (4) | (16) | n.a. |
| - of which other | | (6) | (10) | (22) | (3) | (7) | 136 | n.a. | (12) | 125 | n.a. |

NETHERLANDS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)¹

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|----------------------------------|----------------------------------|---------------|
| TOTAL REVENUE | | 335 | 360 | 1.322 | 461 | 458 | 479 | 43,0 | 962 | 1.398 | 45,3 |
| PRODUCT VIEW | | 335 | 360 | 1.322 | 461 | 458 | 479 | 43,0 | 962 | 1.398 | 45,3 |
| - Fixed network | | 25 | 26 | 98 | 90 | 90 | 90 | n.a. | 72 | 269 | n.a. |
| - Mobile communications | | 310 | 333 | 1.224 | 371 | 368 | 390 | 25,8 | 891 | 1.129 | 26,7 |
| SEGMENT VIEW | | 335 | 360 | 1.322 | 461 | 458 | 479 | 43,0 | 962 | 1.398 | 45,3 |
| - of which Consumer | | 214 | 231 | 849 | 352 | 361 | 356 | 66,4 | 633 | 1.069 | 68,9 |
| - of which Business | | 63 | 70 | 253 | 99 | 100 | 98 | 55,6 | 183 | 297 | 62,3 |
| EBITDA | | 104 | 104 | 425 | 147 | 137 | 153 | 47,1 | 321 | 437 | 36,1 |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 31,0 | 28,9 | 32,1 | 31,9 | 29,9 | 31,9 | 0,9p | 33,4 | 31,3 | (2,1p) |
| EBITDA AL | | 102 | 102 | 413 | 123 | 117 | 132 | 29,4 | 312 | 372 | 19,2 |
| EBITDA AL MARGIN (EBITDA AL/ TOTAL REVENUE) | % | 30,4 | 28,3 | 31,2 | 26,7 | 25,5 | 27,6 | (2,8p) | 32,4 | 26,6 | (5,8p) |
| CASH CAPEX (AS REPORTED) | | 29 | 36 | 157 | 63 | 62 | 58 | 100,0 | 121 | 183 | 51,2 |

¹ 2019 Netherlands: including Tele2, without T-Mobile NL Tower Business

NETHERLANDS OPERATIONALS¹

| | Note | Q3 2018 | Q4 2018 | FY 2018 | Q1 2019 | Q2 2019 | Q3 2019 | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|---------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|----------------------------------|----------------------------------|---------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 227 | 241 | 241 | 557 | 578 | 601 | n.a. | 227 | 601 | n.a. |
| - IP | ('000) | 227 | 241 | 241 | 557 | 578 | 601 | n.a. | 227 | 601 | n.a. |
| Broadband Customers | ('000) | 227 | 241 | 241 | 557 | 578 | 601 | n.a. | 227 | 601 | n.a. |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue | (€ million) | 208 | 198 | 794 | 254 | 262 | 277 | 33,2 | 596 | 795 | 33,4 |
| CUSTOMERS | ('000) | 4.004 | 4.021 | 4.021 | 5.382 | 5.455 | 5.531 | 38,1 | 4.004 | 5.531 | 38,1 |
| - contract | ('000) | 3.481 | 3.518 | 3.518 | 4.949 | 5.026 | 5.110 | 46,8 | 3.481 | 5.110 | 46,8 |
| - prepaid | ('000) | 523 | 503 | 503 | 432 | 429 | 422 | (19,3) | 523 | 422 | (19,3) |
| NET ADDS | ('000) | 37 | 17 | 170 | 51 | 73 | 73 | 97,3 | 154 | 197 | 27,9 |
| - contract | ('000) | 57 | 37 | 264 | 71 | 77 | 80 | 40,4 | 227 | 228 | 0,4 |
| - prepaid | ('000) | (20) | (20) | (93) | (20) | (4) | (7) | 65,0 | (73) | (31) | 57,5 |
| AVERAGE MONTHLY CHURN | (%) | 1,3 | 1,4 | 1,3 | 1,1 | 1,0 | 1,1 | (0,2p) | 1,3 | 1,1 | (0,2p) |
| - contract | (%) | 1,0 | 1,1 | 1,0 | 1,0 | 0,9 | 0,9 | (0,1p) | 1,0 | 1,0 | 0,0p |
| ARPU | € | 17 | 17 | 18 | 16 | 16 | 16 | (5,9) | 20 | 16 | (20,0) |
| - contract | € | 19 | 19 | 20 | 17 | 17 | 17 | (10,5) | 24 | 17 | (29,2) |
| - prepaid | € | 4 | 4 | 4 | 3 | 3 | 3 | (25,0) | 3 | 3 | 0,0 |

¹ 2019 Netherlands: including Tele2, without T-Mobile NL Tower Business

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GROUP HEADQUARTERS & GROUP SERVICES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|----------------------------------|----------------------------------|---------------|
| TOTAL REVENUE | | 677 | 640 | 2.735 | 651 | 678 | 633 | (6,5) | 2.096 | 1.961 | (6,4) |
| NET REVENUE | | 46 | 50 | 186 | 48 | 48 | 49 | 6,5 | 136 | 145 | 6,6 |
| EBITDA | | (114) | (373) | (515) | (35) | 20 | (45) | 60,5 | (143) | (60) | 58,0 |
| EBITDA margin (EBITDA / total revenue) | % | (16,8) | (58,3) | (18,8) | (5,4) | 2,9 | (7,1) | 9,7p | (6,8) | (3,1) | 3,7p |
| EBITDA AL | | (132) | (400) | (601) | (137) | (82) | (143) | (8,3) | (201) | (362) | (80,1) |
| EBITDA AL margin (EBITDA AL / total revenue) | % | (19,5) | (62,5) | (22,0) | (21,0) | (12,1) | (22,6) | (3,1p) | (9,6) | (18,5) | (8,9p) |
| Depreciation, amortization and impairment losses | | (184) | (210) | (825) | (260) | (307) | (289) | (57,1) | (615) | (857) | (39,3) |
| Profit (loss) from operations = EBIT | | (298) | (583) | (1.340) | (296) | (287) | (334) | (12,1) | (757) | (917) | (21,1) |
| CASH CAPEX (before spectrum investment) | | 253 | 329 | 1.078 | 274 | 231 | 234 | (7,5) | 748 | 739 | (1,2) |

FINANCIALS (AS REPORTED)

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|----------------------------------|----------------------------------|--------------|
| TOTAL REVENUE | | 677 | 640 | 2.735 | 651 | 678 | 633 | (6,5) | 2.096 | 1.961 | (6,4) |
| NET REVENUE | | 46 | 50 | 186 | 48 | 48 | 49 | 6,5 | 136 | 145 | 6,6 |
| EBITDA | | (182) | (481) | (837) | (132) | (7) | (67) | 63,2 | (356) | (206) | 42,1 |
| EBITDA margin (EBITDA / total revenue) | % | (26,9) | (75,2) | (30,6) | (20,3) | (1,0) | (10,6) | 16,3p | (17,0) | (10,5) | 6,5p |
| Depreciation, amortization and impairment losses | | (184) | (210) | (825) | (260) | (307) | (289) | (57,1) | (615) | (857) | (39,3) |
| Profit (loss) from operations = EBIT | | (366) | (692) | (1.662) | (393) | (314) | (357) | 2,5 | (971) | (1.063) | (9,5) |
| CASH CAPEX | | 253 | 329 | 1.078 | 274 | 231 | 234 | (7,5) | 748 | 739 | (1,2) |

GROUP HEADQUARTERS & GROUP SERVICES

EBITDA RECONCILIATION

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|----------------------------------|----------------------------------|---------------|
| TOTAL REVENUE | | 677 | 640 | 2.735 | 651 | 678 | 633 | (6,5) | 2.096 | 1.961 | (6,4) |
| Profit (loss) from operations = EBIT | | (366) | (692) | (1.662) | (393) | (314) | (357) | 2,5 | (971) | (1.063) | (9,5) |
| - Depreciation, amortization and impairment losses | | (184) | (210) | (825) | (260) | (307) | (289) | (57,1) | (615) | (857) | (39,3) |
| = EBITDA | | (182) | (481) | (837) | (132) | (7) | (67) | 63,2 | (356) | (206) | 42,1 |
| - Special factors affecting EBITDA | | (68) | (109) | (322) | (97) | (27) | (23) | 66,2 | (214) | (146) | 31,8 |
| = EBITDA (ADJUSTED FOR SPECIAL FACTORS) | | (114) | (373) | (515) | (35) | 20 | (45) | 60,5 | (143) | (60) | 58,0 |
| = EBITDA AL (ADJUSTED FOR SPECIAL FACTORS) | | (132) | (400) | (601) | (137) | (82) | (143) | (8,3) | (201) | (362) | (80,1) |

SPECIAL FACTORS

| | Note | Q3 2018 millions of € | Q4 2018 millions of € | FY 2018 millions of € | Q1 2019 millions of € | Q2 2019 millions of € | Q3 2019 millions of € | Change % | Q1 - Q3 2018 millions of € | Q1 - Q3 2019 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|----------------------------------|----------------------------------|-------------|
| EFFECTS ON EBITDA | | (68) | (109) | (322) | (97) | (27) | (23) | 66,2 | (214) | (146) | 31,8 |
| - of which personnel | | (53) | (53) | (288) | (72) | (67) | (28) | 47,2 | (236) | (167) | 29,2 |
| - of which other | | (14) | (56) | (34) | (25) | 41 | 5 | n.a. | 22 | 21 | (4,5) |
| EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT | | (68) | (109) | (322) | (97) | (27) | (23) | 66,2 | (214) | (146) | 31,8 |
| - of which personnel | | (53) | (53) | (288) | (72) | (67) | (28) | 47,2 | (236) | (167) | 29,2 |
| - of which other | | (14) | (56) | (34) | (25) | 41 | 5 | n.a. | 22 | 21 | (4,5) |

GLOSSARY AND DISCLAIMER

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

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.