

# Backup Q2 2011

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DT Group.  
At a Glance I.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Continuing operations</b>		<b>11.346</b>	<b>11.461</b>	<b>11.537</b>	<b>46.346</b>	<b>10.830</b>	<b>10.968</b>	<b>(3,3)</b>	<b>23.348</b>	<b>21.798</b>	<b>(6,6)</b>
Discontinued operations		(4.188)	(4.143)	(3.942)	(16.087)	(3.770)	(3.510)	16,2	(8.002)	(7.280)	9,0
Reconciliation		3	3	2	12	3	3	n.a.	7	6	(14,3)
<b>Continuing and discontinued operations</b>		<b>15.531</b>	<b>15.601</b>	<b>15.477</b>	<b>62.421</b>	<b>14.597</b>	<b>14.475</b>	<b>(6,8)</b>	<b>31.343</b>	<b>29.072</b>	<b>(7,2)</b>
Germany		6.197	6.317	6.442	25.145	5.991	5.989	(3,4)	12.386	11.980	(3,3)
Europe		4.030	4.123	3.913	16.840	3.672	3.807	(5,5)	8.804	7.479	(15,0)
United States		4.188	4.143	3.942	16.087	3.770	3.510	(16,2)	8.002	7.280	(9,0)
Systems Solutions		2.242	2.205	2.479	9.057	2.260	2.276	1,5	4.373	4.536	3,7
Group Headquarters & Shared Services		583	567	451	2.166	537	539	(7,5)	1.148	1.076	(6,3)
Reconciliation		(1.709)	(1.754)	(1.750)	(6.874)	(1.633)	(1.646)	3,7	(3.370)	(3.279)	2,7
<b>Net revenue</b>											
Germany		5.806	5.899	6.014	23.523	5.653	5.634	(3,0)	11.610	11.287	(2,8)
Europe		3.869	3.951	3.750	16.183	3.504	3.637	(6,0)	8.482	7.141	(15,8)
United States		4.185	4.140	3.940	16.075	3.767	3.507	(16,2)	7.995	7.274	(9,0)
Systems Solutions		1.610	1.555	1.714	6.411	1.616	1.638	1,7	3.142	3.254	3,6
Group Headquarters & Shared Services		61	56	59	229	57	59	(3,3)	114	116	1,8
<b>Continuing and discontinued operations</b>		<b>15.531</b>	<b>15.601</b>	<b>15.477</b>	<b>62.421</b>	<b>14.597</b>	<b>14.475</b>	<b>(6,8)</b>	<b>31.343</b>	<b>29.072</b>	<b>(7,2)</b>
Discontinued operations		(4.185)	(4.140)	(3.940)	(16.075)	(3.767)	(3.507)	16,2	(7.995)	(7.274)	9,0
<b>Continuing operations</b>		<b>11.346</b>	<b>11.461</b>	<b>11.537</b>	<b>46.346</b>	<b>10.830</b>	<b>10.968</b>	<b>(3,3)</b>	<b>23.348</b>	<b>21.798</b>	<b>(6,6)</b>
<b>EBITDA (adjusted for special factors)</b>											
Germany		2.438	2.523	2.358	9.618	2.384	2.439	0,0	4.737	4.823	1,8
Europe		1.431	1.465	1.265	5.748	1.226	1.316	(8,0)	3.018	2.542	(15,8)
United States		1.120	1.028	1.000	4.156	871	892	(20,4)	2.128	1.763	(17,2)
Systems Solutions		231	222	299	948	189	197	(14,7)	427	386	(9,6)
Group Headquarters & Shared Services		(182)	(192)	(324)	(870)	(163)	(140)	23,1	(354)	(303)	14,4
Reconciliation		(26)	(25)	(48)	(127)	(27)	(17)	34,6	(54)	(44)	18,5
<b>Continuing and discontinued operations</b>		<b>5.012</b>	<b>5.019</b>	<b>4.550</b>	<b>19.473</b>	<b>4.480</b>	<b>4.687</b>	<b>(6,5)</b>	<b>9.902</b>	<b>9.167</b>	<b>(7,4)</b>
Proportional EBITDA		4.444	4.402	4.051	17.199	3.958	4.161	(6,4)	8.746	8.119	(7,2)
Discontinued operations		(1.120)	(1.028)	(1.000)	(4.156)	(871)	(892)	20,4	(2.128)	(1.763)	17,2
Reconciliation		2	1	1	2	0	(2)	n.a.	2	(2)	n.a.
<b>Continuing operations</b>		<b>3.894</b>	<b>3.992</b>	<b>3.551</b>	<b>15.319</b>	<b>3.609</b>	<b>3.793</b>	<b>(2,6)</b>	<b>7.776</b>	<b>7.402</b>	<b>(4,8)</b>

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>EBITDA margin (adjusted for special factors) (EBITDA / total revenue)</b>	%										
Germany	%	39,3	39,9	36,6	38,3	39,7	40,7	1,4p	38,2	40,2	2,0p
Europe	%	35,5	35,5	32,3	34,1	33,3	34,5	(1,0p)	34,3	33,9	(0,4p)
United States	%	26,7	24,8	25,4	25,8	23,1	25,4	(1,3p)	26,6	24,2	(2,4p)
Systems Solutions	%	10,3	10,1	12,1	10,5	8,4	8,7	(1,6p)	9,8	8,5	(1,3p)
Group Headquarters & Shared Services	%	(31,2)	(33,9)	(71,8)	(40,2)	(30,4)	(26,0)	5,2p	(30,8)	(28,2)	2,6p
<b>Group</b>	<b>%</b>	<b>34,3</b>	<b>34,8</b>	<b>30,8</b>	<b>33,1</b>	<b>33,3</b>	<b>34,6</b>	<b>0,3p</b>	<b>33,3</b>	<b>33,9</b>	<b>0,6p</b>
<b>Cash capex</b>											
Germany	1	774	862	1.178	3.465	815	811	4,8	1.425	1.626	14,1
Europe		454	396	594	2.012	512	356	(21,6)	1.022	868	(15,1)
United States		534	496	610	2.121	546	477	(10,7)	1.015	1.023	0,8
Systems Solutions		220	207	150	725	123	128	(41,8)	368	251	(31,8)
Group Headquarters & Shared Services		70	99	128	406	116	105	50,0	179	221	23,5
Reconciliation		(11)	(24)	(120)	(178)	8	2	n.a.	(34)	10	n.a.
<b>Group</b>	<b>1</b>	<b>2.041</b>	<b>2.036</b>	<b>2.540</b>	<b>8.551</b>	<b>2.120</b>	<b>1.879</b>	<b>(7,9)</b>	<b>3.975</b>	<b>3.999</b>	<b>0,6</b>
<b>Net profit (loss)</b>											
adjusted for special factors		814	969	690	3.364	701	951	16,8	1.705	1.652	(3,1)
as reported		475	1.035	(582)	1.695	480	348	(26,7)	1.242	828	(33,3)
<b>Free cash flow (before dividend payments and spectrum investment and PTC transaction)</b>		<b>1.489</b>	<b>1.882</b>	<b>1.733</b>	<b>6.543</b>	<b>1.061</b>	<b>1.767</b>	<b>18,7</b>	<b>2.928</b>	<b>2.828</b>	<b>(3,4)</b>
Proportional free cash flow		1.338	1.602	1.483	5.755	954	1.489	11,3	2.670	2.443	(8,5)
<b>Net debt</b>		<b>46.250</b>	<b>43.747</b>	<b>42.269</b>	<b>42.269</b>	<b>41.800</b>	<b>43.324</b>	<b>(6,3)</b>	<b>46.250</b>	<b>43.324</b>	<b>(6,3)</b>

1 Before spectrum investment of € 1.3bn.

000'	Note	Q2/10	Q3/10	Q4/10	Q1/11	Q2/11	Delta q.o.q.		Delta y.o.y.	
							abs.	%	abs.	%
<b>Broadband retail lines (end of period)</b>	<b>2,3</b>	<b>15.873</b>	<b>16.029</b>	<b>16.307</b>	<b>16.535</b>	<b>16.692</b>	<b>157</b>	<b>0,9</b>	<b>819</b>	<b>5,2</b>
Germany		11.795	11.844	11.954	12.069	12.153	84	0,7	358	3,0
Europa		4.078	4.185	4.353	4.482	4.524	42	0,9	446	10,9
Greece		1.095	1.092	1.110	1.118	1.112	(6)	(0,5)	17	1,6
Romania		840	902	961	1.044	1.063	19	1,8	223	26,5
Hungary	4	655	672	693	695	703	8	1,2	48	7,3
Czech Republic		49	53	69	82	89	7	8,5	40	81,6
Croatia		584	600	629	642	647	5	0,8	63	10,8
Netherlands		288	288	289	288	289	1	0,3	1	0,3
Slovakia		387	392	402	413	417	4	1,0	30	7,8
others		180	186	200	200	204	4	2,0	24	13,3
<b>Fixed network lines (end of period)</b>	<b>3,5</b>	<b>37.285</b>	<b>36.548</b>	<b>35.987</b>	<b>35.487</b>	<b>35.018</b>	<b>(469)</b>	<b>(1,3)</b>	<b>(2.267)</b>	<b>(6,1)</b>
Germany		25.549	25.024	24.650	24.312	24.017	(295)	(1,2)	(1.532)	(6,0)
Europa		11.736	11.524	11.337	11.101	10.929	(172)	(1,5)	(807)	(6,9)
Greece		3.970	3.858	3.739	3.640	3.536	(104)	(2,9)	(434)	(10,9)
Romania		2.666	2.625	2.597	2.578	2.554	(24)	(0,9)	(112)	(4,2)
Hungary		1.729	1.690	1.652	1.546	1.523	(23)	(1,5)	(206)	(11,9)
Czech Republic		49	53	69	82	89	7	8,5	40	81,6
Croatia		1.446	1.437	1.431	1.418	1.407	(11)	(0,8)	(39)	(2,7)
Netherlands		288	288	289	298	299	1	0,3	11	3,8
Slovakia		1.084	1.072	1.061	1.051	1.039	(12)	(1,1)	(45)	(4,2)
others		504	500	498	488	482	(6)	(1,2)	(22)	(4,4)
<b>Mobile subscribers (end of period)</b>	<b>3</b>	<b>131.103</b>	<b>129.012</b>	<b>128.528</b>	<b>127.908</b>	<b>128.014</b>	<b>106</b>	<b>0,1</b>	<b>(3.089)</b>	<b>(2,4)</b>
Germany		36.976	34.882	34.694	34.574	34.517	(57)	(0,2)	(2.459)	(6,7)
USA		33.620	33.757	33.734	33.636	33.585	(51)	(0,2)	(35)	(0,1)
Europe		60.507	60.373	60.100	59.264	59.476	212	0,4	(1.031)	(1,7)
Greece		8.509	8.330	7.990	7.600	7.733	133	1,8	(776)	(9,1)
Romania		7.087	7.059	6.849	6.641	6.595	(46)	(0,7)	(492)	(6,9)
Hungary		5.131	5.147	5.208	4.777	4.773	(4)	(0,1)	(358)	(7,0)
Poland		13.276	13.321	13.259	13.175	13.203	28	0,2	(73)	(0,5)
Czech Republic		5.464	5.460	5.475	5.446	5.425	(21)	(0,4)	(39)	(0,7)
Croatia		2.779	2.774	2.901	3.006	2.988	(18)	(0,6)	209	7,5
Netherlands		4.382	4.461	4.526	4.718	4.829	111	2,4	447	10,2
Slovakia		2.412	2.407	2.411	2.363	2.349	(14)	(0,6)	(63)	(2,6)
Austria		3.653	3.683	3.778	3.833	3.878	45	1,2	225	6,2
Bulgaria		3.954	3.886	3.920	3.934	4.035	101	2,6	81	2,0
other		3.861	3.845	3.782	3.771	3.668	(103)	(2,7)	(193)	(5,0)

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

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

3 incl. business subscriber (0,4mn mobile subscriber) and accesses (0,1mn fixed network lines) from T-Systems Hungary.

4 as of 01.01.2011 business subscribers (Mobile communications) and business accesses (Fixed network) are reclassified to Systems Solutions.

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

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## DT consolidated income statement.

Adjusted for special factors.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Continuing operations</b>											
<b>Net revenue</b>		<b>11.346</b>	<b>11.461</b>	<b>11.537</b>	<b>46.346</b>	<b>10.850</b>	<b>10.973</b>	<b>(3,3)</b>	<b>23.348</b>	<b>21.823</b>	<b>(6,5)</b>
Cost of sales		(6.364)	(6.444)	(6.781)	(26.458)	(6.222)	(6.317)	0,7	(13.233)	(12.539)	5,2
<b>Gross profit</b>		<b>4.982</b>	<b>5.017</b>	<b>4.756</b>	<b>19.888</b>	<b>4.628</b>	<b>4.656</b>	<b>(6,5)</b>	<b>10.115</b>	<b>9.284</b>	<b>(8,2)</b>
Selling expenses		(2.367)	(2.260)	(2.554)	(9.699)	(2.271)	(2.170)	8,3	(4.885)	(4.441)	9,1
General and administrative expenses		(1.141)	(1.032)	(1.059)	(4.298)	(1.097)	(903)	20,9	(2.207)	(2.000)	9,4
Other operating income		336	361	416	1.406	305	278	(17,3)	629	583	(7,3)
Other operating expenses		(161)	(358)	(348)	(1.023)	(146)	(292)	(81,4)	(317)	(438)	(38,2)
<b>Profit (loss) from operations (EBIT)</b>		<b>1.649</b>	<b>1.728</b>	<b>1.211</b>	<b>6.274</b>	<b>1.419</b>	<b>1.569</b>	<b>(4,9)</b>	<b>3.335</b>	<b>2.988</b>	<b>(10,4)</b>
EBIT margin (EBIT / net revenue)	%	14,5	15,1	10,5	13,5	13,1	14,3	(0,2p)	14,3	13,7	(0,6p)
Profit (loss) from financial activities		(667)	(551)	(797)	(2.717)	(648)	(730)	(9,4)	(1.369)	(1.378)	(0,7)
of which: finance costs		(644)	(673)	(585)	(2.499)	(584)	(585)	9,2	(1.241)	(1.169)	5,8
<b>Profit (loss) before income taxes (EBT)</b>		<b>982</b>	<b>1.177</b>	<b>414</b>	<b>3.557</b>	<b>771</b>	<b>839</b>	<b>(14,6)</b>	<b>1.966</b>	<b>1.610</b>	<b>(18,1)</b>
Income taxes		(525)	(364)	42	(1.152)	(157)	(299)	43,0	(830)	(456)	45,1
<b>Profit (loss) after income taxes from continuing operations</b>		<b>457</b>	<b>813</b>	<b>456</b>	<b>2.405</b>	<b>614</b>	<b>540</b>	<b>18,2</b>	<b>1.136</b>	<b>1.154</b>	<b>1,6</b>
<b>Discontinued operations</b>											
Profit (loss) after income taxes from discontinued operations		369	309	324	1.337	218	536	45,3	704	754	7,1
<b>Profit (loss)</b>		<b>826</b>	<b>1.122</b>	<b>780</b>	<b>3.742</b>	<b>832</b>	<b>1.076</b>	<b>30,3</b>	<b>1.840</b>	<b>1.908</b>	<b>3,7</b>
Profit (loss) attributable to non-controlling interests		12	153	90	378	131	125	n.a.	135	256	89,6
<b>Net profit (loss)</b>		<b>814</b>	<b>969</b>	<b>690</b>	<b>3.364</b>	<b>701</b>	<b>951</b>	<b>16,8</b>	<b>1.705</b>	<b>1.652</b>	<b>(3,1)</b>
Depreciation, amortization and impairment losses		(2.245)	(2.264)	(2.340)	(9.045)	(2.190)	(2.224)	0,9	(4.441)	(4.414)	0,6
<b>EBITDA</b>		<b>3.894</b>	<b>3.992</b>	<b>3.551</b>	<b>15.319</b>	<b>3.609</b>	<b>3.793</b>	<b>(2,6)</b>	<b>7.776</b>	<b>7.402</b>	<b>(4,8)</b>
EBITDA margin (EBITDA / net revenue)	%	34,3	34,8	30,8	33,1	33,3	34,6	0,3p	33,3	33,9	0,6p



## DT Group - continuing operations.

### EBITDA reconciliation.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Net revenue</b>		<b>11.346</b>	<b>11.461</b>	<b>11.537</b>	<b>46.346</b>	<b>10.830</b>	<b>10.968</b>	<b>(3,3)</b>	<b>23.348</b>	<b>21.798</b>	<b>(6,6)</b>
<b>Net profit (loss)</b>		<b>475</b>	<b>1.035</b>	<b>(582)</b>	<b>1.695</b>	<b>480</b>	<b>348</b>	<b>(26,7)</b>	<b>1.242</b>	<b>828</b>	<b>(33,3)</b>
+ Profit (loss) attributable to non-controlling interests		(11)	156	(178)	(65)	100	86	n.a.	87	186	n.a.
= Profit (loss)		464	1.191	(760)	1.760	580	434	(6,5)	1.329	1.014	(23,7)
- Income taxes		(310)	8	353	(189)	(119)	(79)	74,5	(550)	(198)	64,0
= Profit (loss) before income taxes = EBT		405	874	(1.437)	612	590	51	(87,4)	1.175	641	(45,4)
- Profit (loss) from financial activities		(708)	(590)	(790)	(2.803)	(653)	(744)	(5,1)	(1.423)	(1.397)	1,8
<b>Profit (loss) from operations (EBIT)</b>		<b>1.113</b>	<b>1.464</b>	<b>(647)</b>	<b>3.415</b>	<b>1.243</b>	<b>795</b>	<b>(28,6)</b>	<b>2.598</b>	<b>2.038</b>	<b>(21,6)</b>
- Depreciation, amortization and impairment losses		(2.248)	(2.268)	(3.031)	(9.744)	(2.191)	(2.223)	1,1	(4.445)	(4.414)	0,7
<b>= EBITDA</b>		<b>3.361</b>	<b>3.732</b>	<b>2.384</b>	<b>13.159</b>	<b>3.434</b>	<b>3.018</b>	<b>(10,2)</b>	<b>7.043</b>	<b>6.452</b>	<b>(8,4)</b>
EBITDA margin (EBITDA/net revenue)	%	29,6	32,6	20,7	28,4	31,7	27,5	(2,1p)	30,2	29,6	(0,6p)
- Special factors affecting EBITDA		(533)	(260)	(1.167)	(2.160)	(175)	(775)	(45,4)	(733)	(950)	(29,6)
<b>= EBITDA adjusted for special factors</b>		<b>3.894</b>	<b>3.992</b>	<b>3.551</b>	<b>15.319</b>	<b>3.609</b>	<b>3.793</b>	<b>(2,6)</b>	<b>7.776</b>	<b>7.402</b>	<b>(4,8)</b>
EBITDA margin (adjusted for special factors)											
(EBITDA/net revenue)	%	34,3	34,8	30,8	33,1	33,3	34,6	0,3p	33,3	33,9	0,6p

## DT consolidated income statement.

As reported.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Continuing operations</b>											
<b>Net revenue</b>		<b>11.346</b>	<b>11.461</b>	<b>11.537</b>	<b>46.346</b>	<b>10.830</b>	<b>10.968</b>	<b>(3,3)</b>	<b>23.348</b>	<b>21.798</b>	<b>(6,6)</b>
Cost of sales		(6.442)	(6.549)	(7.026)	(27.052)	(6.282)	(6.589)	(2,3)	(13.477)	(12.871)	4,5
<b>Gross profit</b>		<b>4.904</b>	<b>4.912</b>	<b>4.511</b>	<b>19.294</b>	<b>4.548</b>	<b>4.379</b>	<b>(10,7)</b>	<b>9.871</b>	<b>8.927</b>	<b>(9,6)</b>
Selling expenses		(2.382)	(2.359)	(2.599)	(9.873)	(2.351)	(2.368)	0,6	(4.915)	(4.719)	4,0
General and administrative expenses		(1.188)	(1.069)	(1.331)	(4.672)	(1.106)	(1.190)	(0,2)	(2.272)	(2.296)	(1,1)
Other operating income		338	366	436	1.444	305	278	(17,8)	642	583	(9,2)
Other operating expenses		(559)	(386)	(1.664)	(2.778)	(153)	(304)	45,6	(728)	(457)	37,2
<b>Profit (loss) from operations (EBIT)</b>		<b>1.113</b>	<b>1.464</b>	<b>(647)</b>	<b>3.415</b>	<b>1.243</b>	<b>795</b>	<b>(28,6)</b>	<b>2.598</b>	<b>2.038</b>	<b>(21,6)</b>
EBIT margin (EBIT / net revenue)	%	9,8	12,8	(5,6)	7,4	11,5	7,2	(2,6p)	11,1	9,3	(1,8p)
Profit (loss) from financial activities		(708)	(590)	(790)	(2.803)	(653)	(744)	(5,1)	(1.423)	(1.397)	1,8
of which: finance costs		(644)	(673)	(585)	(2.499)	(584)	(585)	9,2	(1.241)	(1.169)	5,8
<b>Profit (loss) before income taxes (EBT)</b>		<b>405</b>	<b>874</b>	<b>(1.437)</b>	<b>612</b>	<b>590</b>	<b>51</b>	<b>(87,4)</b>	<b>1.175</b>	<b>641</b>	<b>(45,4)</b>
Income taxes		(310)	8	353	(189)	(119)	(79)	74,5	(550)	(198)	64,0
<b>Profit (loss) after income taxes from continuing operations</b>		<b>95</b>	<b>882</b>	<b>(1.084)</b>	<b>423</b>	<b>471</b>	<b>(28)</b>	<b>n.a.</b>	<b>625</b>	<b>443</b>	<b>(29,1)</b>
<b>Discontinued operations</b>											
Profit (loss) after income taxes from discontinued operations		369	309	324	1.337	109	462	25,2	704	571	(18,9)
<b>Profit (loss)</b>		<b>464</b>	<b>1.191</b>	<b>(760)</b>	<b>1.760</b>	<b>580</b>	<b>434</b>	<b>(6,5)</b>	<b>1.329</b>	<b>1.014</b>	<b>(23,7)</b>
Profit (loss) attributable to non-controlling interests		(11)	156	(178)	65	100	86	n.a.	87	186	n.a.
<b>Net profit (loss)</b>		<b>475</b>	<b>1.035</b>	<b>(582)</b>	<b>1.695</b>	<b>480</b>	<b>348</b>	<b>(26,7)</b>	<b>1.242</b>	<b>828</b>	<b>(33,3)</b>
Depreciation, amortization and impairment losses		(2.248)	(2.268)	(3.031)	(9.744)	(2.191)	(2.223)	1,1	(4.445)	(4.414)	0,7
<b>EBITDA</b>		<b>3.361</b>	<b>3.732</b>	<b>2.384</b>	<b>13.159</b>	<b>3.434</b>	<b>3.018</b>	<b>(10,2)</b>	<b>7.043</b>	<b>6.452</b>	<b>(8,4)</b>
EBITDA margin (EBITDA / net revenue)	%	29,6	32,6	20,7	28,4	31,7	27,5	(2,1p)	30,2	29,6	(0,6p)

## Special factors in the consolidated income statement.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Continuing operations</b>											
<b>Net revenue</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(20)</b>	<b>(5)</b>	<b>n.a.</b>	<b>0</b>	<b>(25)</b>	<b>n.a.</b>
Cost of sales		(78)	(105)	(245)	(594)	(60)	(272)	n.a.	(244)	(332)	(36,1)
<b>Gross profit</b>		<b>(78)</b>	<b>(105)</b>	<b>(245)</b>	<b>(594)</b>	<b>(80)</b>	<b>(277)</b>	<b>n.a.</b>	<b>(244)</b>	<b>(357)</b>	<b>(46,3)</b>
Selling expenses		(15)	(99)	(45)	(174)	(80)	(198)	n.a.	(30)	(278)	n.a.
General and administrative expenses		(47)	(37)	(272)	(374)	(9)	(287)	n.a.	(65)	(296)	n.a.
Other operating income		2	5	20	38	0	0	n.a.	13	0	n.a.
Other operating expenses		(398)	(28)	(1.316)	(1.755)	(7)	(12)	97,0	(411)	(19)	95,4
<b>Profit (loss) from operations (EBIT)</b>		<b>(536)</b>	<b>(264)</b>	<b>(1.858)</b>	<b>(2.859)</b>	<b>(176)</b>	<b>(774)</b>	<b>(44,4)</b>	<b>(737)</b>	<b>(950)</b>	<b>(28,9)</b>
Profit (loss) from financial activities		(41)	(39)	7	(86)	(5)	(14)	65,9	(54)	(19)	64,8
of which: finance costs		0	0	0	0	0	0	n.a.	0	0	n.a.
<b>Profit (loss) before income taxes (EBT)</b>		<b>(577)</b>	<b>(303)</b>	<b>(1.851)</b>	<b>(2.945)</b>	<b>(181)</b>	<b>(788)</b>	<b>(36,6)</b>	<b>(791)</b>	<b>(969)</b>	<b>(22,5)</b>
Income taxes		215	372	311	963	38	220	2,3	280	258	(7,9)
<b>Profit (loss) after income taxes from continuing operations</b>		<b>(362)</b>	<b>69</b>	<b>(1.540)</b>	<b>(1.982)</b>	<b>(143)</b>	<b>(568)</b>	<b>(56,9)</b>	<b>(511)</b>	<b>(711)</b>	<b>(39,1)</b>
Profit (loss) after income taxes from discontinued operations		0	0	0	0	(109)	(74)	n.a.	0	(183)	n.a.
<b>Profit (loss)</b>		<b>(362)</b>	<b>69</b>	<b>(1.540)</b>	<b>(1.982)</b>	<b>(252)</b>	<b>(642)</b>	<b>(77,3)</b>	<b>(511)</b>	<b>(894)</b>	<b>(75,0)</b>
Profit (loss) attributable to non-controlling interests		(23)	3	(268)	(313)	(31)	(39)	(69,6)	(48)	(70)	(45,8)
<b>Net profit (loss)</b>		<b>(339)</b>	<b>66</b>	<b>(1.272)</b>	<b>(1.669)</b>	<b>(221)</b>	<b>(603)</b>	<b>(77,9)</b>	<b>(463)</b>	<b>(824)</b>	<b>(78,0)</b>
Depreciation, amortization and impairment losses		(3)	(4)	(691)	(699)	(1)	1	n.a.	(4)	0	n.a.
<b>EBITDA</b>		<b>(533)</b>	<b>(260)</b>	<b>(1.167)</b>	<b>(2.160)</b>	<b>(175)</b>	<b>(775)</b>	<b>(45,4)</b>	<b>(733)</b>	<b>(950)</b>	<b>(29,6)</b>

Details on special factors I.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Effect on operating expenses</b>		<b>(538)</b>	<b>(269)</b>	<b>(1.878)</b>	<b>(2.897)</b>	<b>(156)</b>	<b>(769)</b>	<b>(42,9)</b>	<b>(750)</b>	<b>(925)</b>	<b>(23,3)</b>
of which: expenses / income for early retirement (civil servants)		(12)	(37)	(404)	(453)	0	(670)	n.a.	(12)	(670)	n.a.
of which: expenses for severance payments		(55)	(135)	(185)	(439)	(66)	(8)	85,5	(119)	(74)	37,8
of which: expenses / income for partial retirement (termination benefit)		(5)	(2)	(2)	(12)	(1)	1	n.a.	(8)	0	n.a.
of which: expenses for other personnel restructuring charges		(21)	(30)	(41)	(102)	(7)	(1)	95,2	(31)	(8)	74,2
of which: restructuring charges		(59)	(49)	(156)	(293)	(32)	(46)	22,0	(88)	(78)	11,4
of which: expenses due to de-consolidations and other asset sales		(370)	3	(398)	(767)	0	0	n.a.	(372)	0	n.a.
of which: others		(16)	(19)	(692)	(831)	(50)	(45)	n.a.	(120)	(95)	20,8
<b>Effect on other operating income</b>		<b>2</b>	<b>5</b>	<b>20</b>	<b>38</b>	<b>0</b>	<b>0</b>	<b>n.a.</b>	<b>13</b>	<b>0</b>	<b>n.a.</b>
of which: income due to asset sales		2	(1)	22	31	0	0	n.a.	10	0	n.a.
of which: others		0	6	(2)	7	0	0	n.a.	3	0	n.a.
<b>Effect on revenue</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(20)</b>	<b>(5)</b>	<b>n.a.</b>	<b>0</b>	<b>(25)</b>	<b>n.a.</b>
<b>Effect on profit from operations = EBIT</b>		<b>(536)</b>	<b>(264)</b>	<b>(1.858)</b>	<b>(2.859)</b>	<b>(176)</b>	<b>(774)</b>	<b>(44,4)</b>	<b>(737)</b>	<b>(950)</b>	<b>(28,9)</b>
<b>Depreciation, amortization and impairment losses</b>		<b>(3)</b>	<b>(4)</b>	<b>(691)</b>	<b>(699)</b>	<b>(1)</b>	<b>1</b>	<b>n.a.</b>	<b>(4)</b>	<b>0</b>	<b>n.a.</b>
of which: restructuring charges		0	(2)	(5)	(8)	0	0	n.a.	(1)	0	n.a.
of which: expenses due to consolidations and other asset sales		0	0	0	0	0	0	n.a.	0	0	n.a.
of which: others		(3)	(2)	(686)	(691)	(1)	1	n.a.	(3)	0	n.a.
<b>Effect on EBITDA</b>		<b>(533)</b>	<b>(260)</b>	<b>(1.167)</b>	<b>(2.160)</b>	<b>(175)</b>	<b>(775)</b>	<b>(45,4)</b>	<b>(733)</b>	<b>(950)</b>	<b>(29,6)</b>

1 Special factors affecting Total revenue: EUR 8 mn in Germany, EUR 12 mn in Slovakia in Q1/11 and EUR 5 mn in Romania in Q2/11.

Details on special factors II.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	H1/10	H1/11
<b>Effect on profit (loss) from financial activities</b>		(41)	(39)	7	(86)	(5)	(14)	(54)	(19)
<b>Effect on profit (loss) before income taxes</b>		(577)	(303)	(1.851)	(2.945)	(181)	(788)	(791)	(969)
<b>Effect on taxes</b>		215	372	311	963	38	220	280	258
Tax effect of special factors within EBITDA		45	69	315	481	43	231	97	274
Tax effect of special factors on profit (loss) from financial activities		3	9	1	16	0	0	6	0
Other tax effects		167	294	(5)	466	(5)	(11)	177	(16)
<b>Effect on profit (loss) attributable to non-controlling interests</b>		(23)	3	(268)	(313)	(31)	(39)	(48)	(70)
<b>Effect on net profit (loss)</b>		(339)	66	(1.272)	(1.669)	(221)	(603)	(463)	(824)

## DT Group.

Change in the composition of the Group in the first quarter.

millions of €	reported numbers		MINUS Acquisition effects					PLUS Deconsolidation effects					Total effect	% Pro forma Q2/11			
	Q2/10	Q2/11	Total	Ger	Europe	USA	Sys	GHS	Total	Ger	Europe	USA		Sys	GHS	Pro forma Q2/11	reported Q2/10
<b>Continuing operations</b>																	
Net revenue	11.346	10.968	0	0	0	0	0	0	0	0	0	0	0	0	0	10.968	(3,3)
<b>Profit (loss) from operations = EBIT</b>	<b>1.113</b>	<b>795</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>795</b>	<b>(28,6)</b>
Profit (loss) from financial activities	(708)	(744)	0	0	0	0	0	0	0	0	0	0	0	0	0	(744)	(5,1)
of which finance costs	(644)	(585)	0	0	0	0	0	0	0	0	0	0	0	0	0	(585)	9,2
<b>Profit (loss) before income taxes = EBT</b>	<b>405</b>	<b>51</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>51</b>	<b>(87,4)</b>
Income taxes	(310)	(79)	0	0	0	0	0	0	0	0	0	0	0	0	0	(79)	74,5
<b>Profit (loss) after income taxes from continuing operations</b>	<b>95</b>	<b>(28)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(28)</b>	<b>n.a.</b>
<b>Discontinued operations</b>																	
Profit (loss) after income taxes from discontinued operations	369	462	0	0	0	0	0	0	0	0	0	0	0	0	0	462	25,2
<b>Profit (loss)</b>	<b>464</b>	<b>434</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>434</b>	<b>(6,5)</b>
Profit (loss) attributable to non-controlling interests	(11)	86	0	0	0	0	0	0	0	0	0	0	0	0	0	86	n.a.
<b>Net profit (loss)</b>	<b>475</b>	<b>348</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>348</b>	<b>(26,7)</b>
EBITDA	3.361	3.018	0	0	0	0	0	0	0	0	0	0	0	0	0	3.018	(10,2)
Special factors	(533)	(775)	0	0	0	0	0	0	0	0	0	0	0	0	0	(775)	(45,4)
EBITDA adjusted for special factors	3.894	3.793	0	0	0	0	0	0	0	0	0	0	0	0	0	3.793	(2,6)

## DT Group.

Change in the composition of the Group in the current year.

millions of €	reported numbers		MINUS Acquisition effects					PLUS Deconsolidation effects					Total effect	% Pro forma H1/11			
	H1/10	H1/11	Total	Ger	Europe	USA	Sys	GHS	Total	Ger	Europe	USA		Sys	GHS	Pro forma H1/11	reported H1/10
<b>Continuing operations</b>																	
Net revenue	23.348	21.798	0	0	0	0	0	0	758	0	758	0	0	0	758	22.556	(3,4)
<b>Profit (loss) from operations = EBIT</b>	<b>2.598</b>	<b>2.038</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>168</b>	<b>0</b>	<b>168</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>168</b>	<b>2.206</b>	<b>(15,1)</b>
Profit (loss) from financial activities	(1.423)	(1.397)	0	0	0	0	0	0	(254)	0	(254)	0	0	0	(254)	(1.651)	(16,0)
of which finance costs	(1.241)	(1.169)	0	0	0	0	0	0	(248)	0	(248)	0	0	0	(248)	(1.417)	(14,2)
<b>Profit (loss) before income taxes = EBT</b>	<b>1.175</b>	<b>641</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(86)</b>	<b>0</b>	<b>(86)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(86)</b>	<b>555</b>	<b>(52,8)</b>
Income taxes	(550)	(198)	0	0	0	0	0	0	6	0	6	0	0	0	6	(192)	65,1
<b>Profit (loss) after income taxes from continuing operations</b>	<b>625</b>	<b>443</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(80)</b>	<b>0</b>	<b>(80)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(80)</b>	<b>363</b>	<b>(41,9)</b>
<b>Discontinued operations</b>																	
Profit (loss) after income taxes from discontinued operations	704	571	0	0	0	0	0	0	0	0	0	0	0	0	0	571	(18,9)
<b>Profit (loss)</b>	<b>1.329</b>	<b>1.014</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(80)</b>	<b>0</b>	<b>(80)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(80)</b>	<b>934</b>	<b>(29,7)</b>
Profit (loss) attributable to non-controlling interests	87	186	0	0	0	0	0	0	0	0	0	0	0	0	0	186	n.a.
<b>Net profit (loss)</b>	<b>1.242</b>	<b>828</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(80)</b>	<b>0</b>	<b>(80)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(80)</b>	<b>748</b>	<b>(39,8)</b>
EBITDA	7.043	6.452	0	0	0	0	0	0	168	0	168	0	0	0	168	6.620	(6,0)
Special factors	(733)	(950)	0	0	0	0	0	0	(5)	0	(5)	0	0	0	(5)	(955)	(30,3)
EBITDA adjusted for special factors	7.776	7.402	0	0	0	0	0	0	173	0	173	0	0	0	173	7.575	(2,6)

## Consolidated statement of financial position.

### Assets.

millions of €	Note	30.06.2010	30.09.2010	31.12.2010	31.03.2011	30.06.2011	y.o.y. %
<b>Current assets</b>		<b>15.471</b>	<b>13.918</b>	<b>15.243</b>	<b>46.976</b>	<b>47.629</b>	<b>n.a.</b>
Cash and cash equivalents		1.839	2.074	2.808	1.676	2.744	49,2
Trade and other receivables		7.236	7.080	6.889	4.658	4.643	(35,8)
Current recoverable income taxes		238	221	224	125	102	(57,1)
Other financial assets		2.808	1.525	2.372	2.201	2.023	(28,0)
Inventories		1.290	1.293	1.310	899	823	(36,2)
Non-current assets and disposal groups held for sale		84	75	51	35.665	35.780	n.a.
Other assets		1.976	1.650	1.589	1.752	1.514	(23,4)
<b>Non-current assets</b>		<b>117.313</b>	<b>113.841</b>	<b>112.569</b>	<b>76.220</b>	<b>75.486</b>	<b>(35,7)</b>
Intangible assets		55.058	53.702	53.807	29.432	29.024	(47,3)
Property, plant and equipment		45.539	44.312	44.298	34.923	34.431	(24,4)
Investments accounted for using the equity method		8.008	7.601	7.242	6.770	6.634	(17,2)
Other financial assets		3.003	2.609	1.695	1.680	1.938	(35,5)
Deferred tax assets		5.225	5.200	5.129	3.109	3.154	(39,6)
Other assets		480	417	398	306	305	(36,5)
<b>Total assets</b>		<b>132.784</b>	<b>127.759</b>	<b>127.812</b>	<b>123.196</b>	<b>123.115</b>	<b>(7,3)</b>



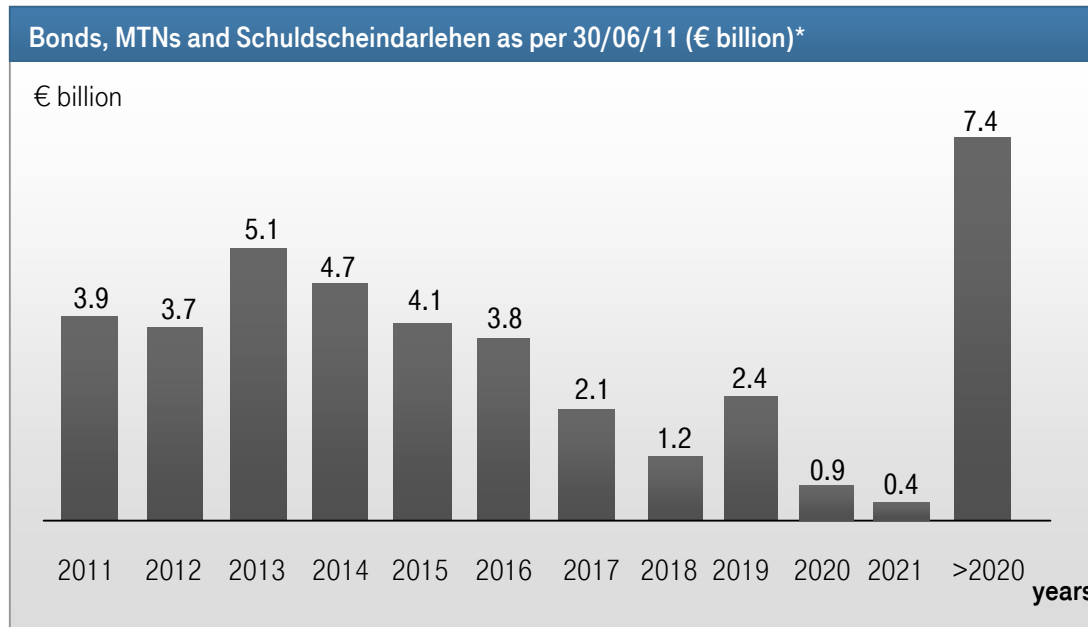
# Consolidated statement of financial position.

## Liabilities and shareholders' equity.

millions of €	Note	30.06.2010	30.09.2010	31.12.2010	31.03.2011	30.06.2011	y.o.y. %
<b>Liabilities</b>		<b>87.997</b>	<b>84.399</b>	<b>84.784</b>	<b>80.540</b>	<b>83.835</b>	<b>(4,7)</b>
<b>Current liabilities</b>		<b>25.238</b>	<b>25.288</b>	<b>26.452</b>	<b>31.586</b>	<b>34.842</b>	<b>38,1</b>
Financial liabilities		10.934	11.014	11.689	9.766	12.920	18,2
Trade and other payables		6.351	5.962	6.750	4.307	4.581	(27,9)
Income tax liabilities		670	693	545	331	306	(54,3)
Other provisions		2.995	3.098	3.193	3.022	2.486	(17,0)
Liabilities directly associated with non-current assets and disposal groups held for sale		0	0	0	10.253	10.587	n.a.
Other liabilities		4.288	4.521	4.275	3.907	3.962	(7,6)
<b>Non-current liabilities</b>		<b>62.759</b>	<b>59.111</b>	<b>58.332</b>	<b>48.954</b>	<b>48.993</b>	<b>(21,9)</b>
Financial liabilities		42.040	39.159	38.857	38.040	37.609	(10,5)
Provisions for pensions and other employee benefits		6.527	6.871	6.373	6.038	6.102	(6,5)
Other provisions		1.969	1.772	1.628	1.474	1.815	(7,8)
Deferred tax liabilities		8.299	7.636	7.635	885	873	(89,5)
Other liabilities		3.924	3.673	3.839	2.517	2.594	(33,9)
<b>Shareholders' equity</b>		<b>44.787</b>	<b>43.360</b>	<b>43.028</b>	<b>42.656</b>	<b>39.280</b>	<b>(12,3)</b>
Issued capital		11.165	11.165	11.063	11.063	11.063	(0,9)
Capital reserves		51.531	51.532	51.635	51.503	51.504	(0,1)
Retained earnings incl. carryforwards		(24.151)	(24.341)	(24.355)	(22.417)	(25.409)	(5,2)
Total other comprehensive income		(37)	(2.470)	(2.017)	525	392	n.a.
Total other comprehensive income directly associated with non-current assets and disposable groups held for sale		0	0	0	(3.546)	(3.815)	n.a.
Net profit (loss)		1.242	2.277	1.695	480	828	(33,3)
Treasury shares		(5)	(5)	(5)	(5)	(5)	n.a.
Non-controlling interests		5.042	5.202	5.012	5.053	4.722	(6,3)
<b>Total liabilities and shareholders' equity</b>		<b>132.784</b>	<b>127.759</b>	<b>127.812</b>	<b>123.196</b>	<b>123.115</b>	<b>(7,3)</b>

## Maturity profile - well balanced redemptions.

Bonds, Medium Term Notes and Schuldscheindarlehen maturities as of June 30, 2011.



- €0.4 billion bond maturities in the remainder of 2011 (€ 3.5 bn already redeemed on July 11, 2011)
- Funding done in 2011: 2.8bn

\*Thereof OTE maturities (in € bn):

- 2011: 0.4
- 2013: 1.2
- 2014: 0.5
- 2015: 0.6
- 2016: 0.9

Current Rating

**Moody's:** Baa1, watch positive (long term) and P-2 (short term)

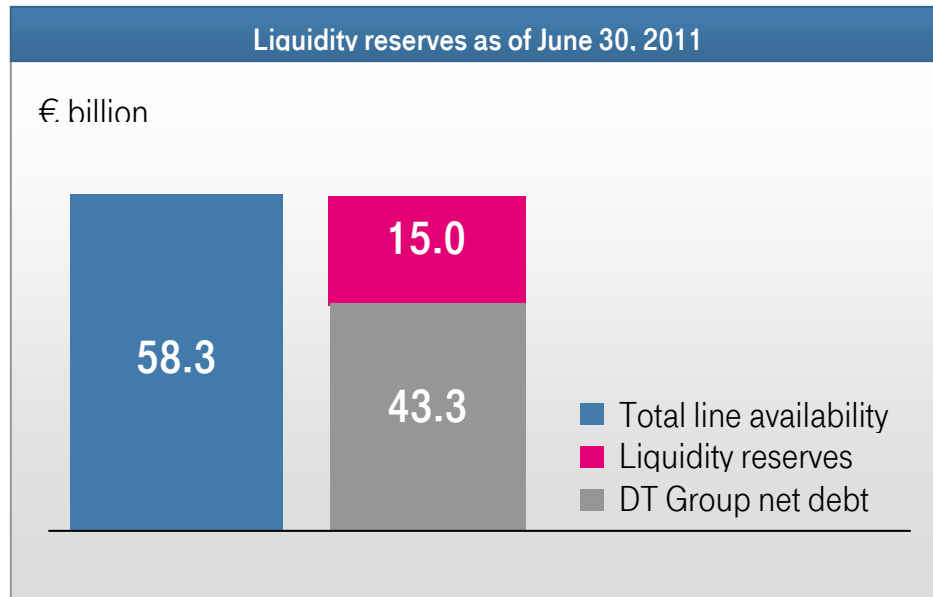
**S&P:** BBB+, positive outlook (long term) and A-2 (short term)

**Fitch:** BBB+, positive outlook (long term) and F2 (short term)

**R&I:** A, stable outlook (long term)

## DT Group.

### Solid liquidity reserve position.



- 21 bilateral credit facilities of €600 million each adding up to €12.6 billion
- € 2.3 billion Commercial papers outstanding
- Loan terms insure quality of our liquidity reserve
  - No financial covenants,
  - No MAC Clause,
  - No rating trigger.
- Average time to maturity of bank credit lines : 2.4 years.
- OTE: €300 million undrawn syndicated credit facility, maturing in 2013

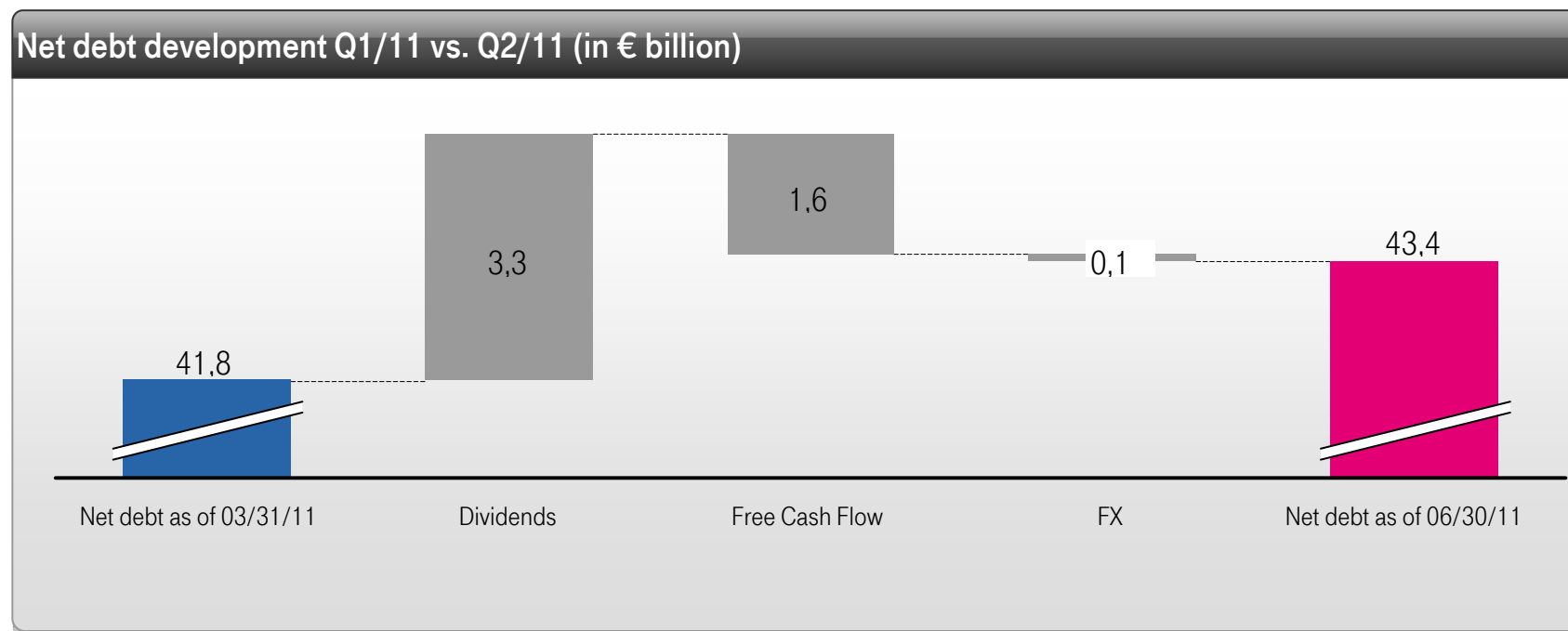
# DT Group.

## Net debt.

millions of €	Note	30.06.2010	30.09.2010	31.12.2010	31.03.2011	30.06.2011	q.o.q. %
Bonds		40.046	38.138	38.190	36.751	38.942	6,0
Other financial liabilities		10.108	9.308	9.128	9.091	9.716	6,9
<b>Gross debt</b>		<b>50.154</b>	<b>47.446</b>	<b>47.318</b>	<b>45.842</b>	<b>48.658</b>	<b>6,1</b>
Cash and cash equivalents		1.839	2.074	2.808	1.676	2.744	63,7
Available-for-sale/held-for-trading financial assets		83	52	75	84	84	n.a.
Other financial assets		1.982	1.573	2.166	2.282	2.506	9,8
<b>Net debt</b>		<b>46.250</b>	<b>43.747</b>	<b>42.269</b>	<b>41.800</b>	<b>43.324</b>	<b>3,6</b>

## DT Group.

### Net debt development.



## DT Group.

### Cash capex.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Cash capex</b>											
Germany	1	774	862	1.178	3.465	815	811	4,8	1.425	1.626	14,1
Europe		454	396	594	2.012	512	356	(21,6)	1.022	868	(15,1)
United States		534	496	610	2.121	546	477	(10,7)	1.015	1.023	0,8
Systems Solutions		220	207	150	725	123	128	(41,8)	368	251	(31,8)
Group Headquarters & Shared Services		70	99	128	406	116	105	50,0	179	221	23,5
Reconciliation		(11)	(24)	(120)	(178)	8	2	n.a.	(34)	10	n.a.
<b>Group</b>	<b>1,2</b>	<b>2.041</b>	<b>2.036</b>	<b>2.540</b>	<b>8.551</b>	<b>2.120</b>	<b>1.879</b>	<b>(7,9)</b>	<b>3.975</b>	<b>3.999</b>	<b>0,6</b>

1 Before spectrum investment of € 1.3bn.

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

**DT Group.**  
Free cash flow.<sup>1</sup>

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
Net profit (loss)		475	1.035	(582)	1.695	480	348	(26,7)	1.242	828	(33,3)
Profit (loss) attributable to non-controlling interests		(11)	156	(178)	65	100	86	n.a.	87	186	n.a.
<b>Profit (loss) after income taxes</b>		<b>464</b>	<b>1.191</b>	<b>(760)</b>	<b>1.760</b>	<b>580</b>	<b>434</b>	<b>(6,5)</b>	<b>1.329</b>	<b>1.014</b>	<b>(23,7)</b>
Depreciation, amortization and impairment losses		2.768	2.820	3.559	11.808	2.654	2.223	(19,7)	5.429	4.877	(10,2)
Income tax expense/(benefit)		539	160	(213)	935	406	401	(25,6)	988	807	(18,3)
Interest (income) and interest expenses		644	673	586	2.500	586	586	(9,0)	1.241	1.172	(5,6)
Other financial (income) expense		41	(136)	227	253	42	172	n.a.	162	214	32,1
Share of (profit) loss of associates and joint ventures accounted for using the equity method		23	53	(16)	57	30	(9)	n.a.	20	21	5,0
(Profit) loss on the disposal of fully consolidated subsidiaries		356	(5)	(2)	349	0	0	n.a.	356	0	n.a.
Other non-cash transactions		(37)	(52)	(14)	(21)	25	23	n.a.	45	48	6,7
(Gain) loss from the disposal of intangible assets and property, plant and equipment		20	11	39	90	(14)	32	60,0	40	18	(55,0)
Change in assets carried as working capital		101	76	209	(243)	(244)	503	n.a.	(528)	259	n.a.
Change in provisions		(529)	38	436	(68)	(7)	148	n.a.	(542)	141	n.a.
Change in other liabilities carried as working capital		83	(379)	102	(209)	(582)	(62)	n.a.	68	(644)	n.a.
Income taxes received (paid)		(242)	(171)	(161)	(819)	(246)	(143)	40,9	(487)	(389)	20,1
Dividends received		1	9	401	412	271	2	n.a.	2	273	n.a.
Net payments from entering into or canceling interest rate swaps		0	229	9	265	0	0	n.a.	27	0	n.a.
Payments for PTC transaction (included in the change in assets carried as working capital)		0	0	0	0	400	0	n.a.	0	400	n.a.
<b>Cash generated from operations</b>		<b>4.232</b>	<b>4.517</b>	<b>4.402</b>	<b>17.069</b>	<b>3.901</b>	<b>4.310</b>	<b>1,8</b>	<b>8.150</b>	<b>8.211</b>	<b>0,7</b>
Interest received (paid)		(790)	(674)	(227)	(2.338)	(832)	(716)	9,4	(1.437)	(1.548)	(7,7)
<b>Net cash from operating activities</b>		<b>3.442</b>	<b>3.843</b>	<b>4.175</b>	<b>14.731</b>	<b>3.069</b>	<b>3.594</b>	<b>4,4</b>	<b>6.713</b>	<b>6.663</b>	<b>(0,7)</b>
Cash outflows for investments in (proceeds from disposal of)		(1.953)	(1.961)	(2.442)	(8.188)	(2.008)	(1.827)	6,5	(3.785)	(3.835)	(1,3)
Intangible assets		(1.615)	(357)	(701)	(2.952)	(393)	(323)	80,0	(1.894)	(716)	62,2
Property, plant and equipment		(1.638)	(1.604)	(1.760)	(6.555)	(1.615)	(1.504)	8,2	(3.191)	(3.119)	2,3
Spectrum investment		1.300	0	19	1.319	0	0	n.a.	1.300	0	n.a.
<b>Free cash flow (before dividend payments and spectrum investment)</b>		<b>1.489</b>	<b>1.882</b>	<b>1.733</b>	<b>6.543</b>	<b>1.061</b>	<b>1.767</b>	<b>18,7</b>	<b>2.928</b>	<b>2.828</b>	<b>(3,4)</b>

<sup>1</sup> The prior-year figures have been adjusted to reflect the change in the reporting of the acquisition of LTE licenses (spectrum).

DT Group.  
Personnel.

At reporting date	Note	30/06/2010	30/09/2010	31/12/2010	31/03/2011	30/06/2011	Delta q.o.q.		Delta y.o.y.	
							abs.	%	abs.	%
Germany		79.524	79.093	76.478	76.478	75.949	(529)	(0,7)	(3.575)	(4,5)
Europe		64.007	63.662	63.338	62.030	60.049	(1.981)	(3,2)	(3.958)	(6,2)
United States		37.743	37.314	37.760	35.616	35.096	(520)	(1,5)	(2.647)	(7,0)
Systems Solutions		47.477	47.712	47.707	48.280	48.205	(75)	(0,2)	728	1,5
Group Headquarters & Shared Services		22.507	22.528	21.494	21.607	21.558	(49)	(0,2)	(949)	(4,2)
of which Vivento		9.700	9.900	8.900	9.000	9.000	0	0,0	(700)	(7,2)
<b>Continuing and discontinued operations</b>		<b>251.258</b>	<b>250.309</b>	<b>246.777</b>	<b>244.011</b>	<b>240.857</b>	<b>(3.154)</b>	<b>(1,3)</b>	<b>(10.401)</b>	<b>(4,1)</b>
Discontinued operations (United States)		37.743	37.314	37.760	35.616	35.096	(520)	(1,5)	(2.647)	(7,0)
<b>Continuing operations</b>		<b>213.515</b>	<b>212.995</b>	<b>209.017</b>	<b>208.395</b>	<b>205.761</b>	<b>(2.634)</b>	<b>(1,3)</b>	<b>(7.754)</b>	<b>(3,6)</b>
of which: Domestic		127.124	126.853	123.174	123.332	122.931	(401)	(0,3)	(4.193)	(3,3)
of which: International		86.391	86.142	85.843	85.063	82.830	(2.233)	(2,6)	(3.561)	(4,1)
of which: Civil servants (domestic)		28.457	27.748	25.570	25.479	24.901	(578)	(2,3)	(3.556)	(12,5)

Average	Note	Q2/10	Q3/10	Q4/10	Q1/11	Q2/11	Delta y.o.y.	
							abs.	%
Germany		79.729	79.318	77.680	76.598	76.065	(3.664)	(4,6)
Europe		64.359	63.747	63.506	62.366	60.509	(3.850)	(6,0)
United States		37.612	37.563	37.340	36.237	35.121	(2.491)	(6,6)
Systems Solutions		47.480	47.654	47.771	48.191	48.254	774	1,6
Group Headquarters & Shared Services		22.399	22.547	22.229	21.574	21.634	(765)	(3,4)
of which Vivento		9.800	9.900	9.600	8.900	9.000	(800)	(8,2)
<b>Continuing and discontinued operations</b>		<b>251.579</b>	<b>250.829</b>	<b>248.526</b>	<b>244.966</b>	<b>241.583</b>	<b>(9.996)</b>	<b>(4,0)</b>
Discontinued operations (United States)		37.612	37.563	37.340	36.237	35.121	(2.491)	(6,6)
<b>Continuing operations</b>		<b>213.967</b>	<b>213.266</b>	<b>211.186</b>	<b>208.729</b>	<b>206.462</b>	<b>(7.505)</b>	<b>(3,5)</b>
of which: Domestic		127.401	127.021	125.187	123.367	123.112	(4.289)	(3,4)
of which: International		86.566	86.245	85.999	85.362	83.350	(3.216)	(3,7)
of which: Civil servants (domestic)		28.626	27.993	26.626	25.532	25.208	(3.418)	(11,9)



## Exchange rates.

### Average.

€	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11
1 U.S Dollar (USD)		0,78668	0,77421	0,73546	0,75398	0,73040	0,69486
1 British pound (GBP)		1,17313	1,20031	1,16315	1,16553	1,17122	1,13280
100 Czech korunas (CZK)		3,90821	4,01085	4,03572	3,95536	4,10411	4,11208
100 Croatian kunas (HRK)		13,79630	13,78940	13,57370	13,72000	13,51020	13,52810
1,000 Hungarian forints (HUF)		3,64004	3,54016	3,62633	3,63022	3,67075	3,75328
100 Macedonian Denar (MKD)		1,62610	1,62458	1,62433	1,62526	1,62094	1,62478
100 Polish Zloty (PLN)		24,89920	24,94850	25,20490	25,03320	25,34090	25,24910
10 Rumanien Lei (ROI)		2,39042	2,35038	2,33154	2,37464	2,36911	2,41706

## Exchange rates.

### End of period.

€	30/06/10	30/09/10	31/12/10	31/03/11	30/06/11
1 U.S Dollar (USD)	0,81404	0,73271	0,74698	0,70350	0,69077
1 British pound (GBP)	1,22257	1,16506	1,15979	1,13097	1,10601
100 Czech korunas (CZK)	3,89225	4,06295	3,98728	4,07494	4,11333
100 Croatian kunas (HRK)	13,89660	13,68640	13,54730	13,55490	13,51820
1,000 Hungarian forints (HUF)	3,50645	3,62017	3,59999	3,75479	3,76371
100 Macedonian Denar (MKD)	1,61699	1,63090	1,59628	1,61625	1,61646
100 Polish Zloty (PLN)	24,21010	25,04980	25,25810	24,90180	25,09280
10 Rumanien Lei (ROI)	2,28876	2,34190	2,33717	2,42483	2,36036



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## Germany.

### Financials (adjusted for special factors).

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>	1	6.197	6.317	6.442	25.145	5.999	5.989	(3,4)	12.386	11.988	(3,2)
<b>Net revenue</b>		5.806	5.899	6.014	23.523	5.661	5.634	(3,0)	11.610	11.295	(2,7)
<b>EBITDA</b>		2.438	2.523	2.358	9.618	2.384	2.439	0,0	4.737	4.823	1,8
EBITDA margin (EBITDA / total revenues)	%	39,3	39,9	36,6	38,3	39,7	40,7	1,4p	38,2	40,2	2,0p
Depreciation, amortization and impairment losses		(1.030)	(1.035)	(1.114)	(4.193)	(1.067)	(1.101)	(6,9)	(2.044)	(2.168)	(6,1)
Profit (loss) from operations = EBIT		1.408	1.488	1.244	5.425	1.317	1.338	(5,0)	2.693	2.655	(1,4)
<b>Cash capex (as reported)</b>	2	774	862	1.178	3.465	815	811	4,8	1.425	1.626	14,1
<b>Cash contribution</b>	2	1.664	1.661	1.180	6.153	1.569	1.628	(2,2)	3.312	3.197	(3,5)

### Financials (as reported).

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		6.197	6.317	6.442	25.145	5.991	5.989	(3,4)	12.386	11.980	(3,3)
<b>Net revenue</b>		5.806	5.899	6.014	23.523	5.653	5.634	(3,0)	11.610	11.287	(2,8)
<b>EBITDA</b>		2.357	2.405	2.162	9.109	2.315	1.951	(17,2)	4.542	4.266	(6,1)
EBITDA margin (EBITDA / total revenues)	%	38,0	38,1	33,6	36,2	38,6	32,6	(5,4)p	36,7	35,6	(1,1)p
Depreciation, amortization and impairment losses		(1.030)	(1.035)	(1.114)	(4.193)	(1.067)	(1.101)	(6,9)	(2.044)	(2.168)	(6,1)
Profit (loss) from operations = EBIT		1.327	1.370	1.048	4.916	1.248	850	(35,9)	2.498	2.098	(16,0)
<b>Cash capex</b>	2	774	862	1.178	3.465	815	811	4,8	1.425	1.626	14,1
<b>Cash contribution</b>	2	1.583	1.543	984	5.644	1.500	1.140	(28,0)	3.117	2.640	(15,3)

1 Special factors affecting Total revenue: EUR 8 mn in Q1/11.

2 Before spectrum investment of € 1.3bn.

## Germany.

### EBITDA Reconciliation.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		<b>6.197</b>	<b>6.317</b>	<b>6.442</b>	<b>25.145</b>	<b>5.991</b>	<b>5.989</b>	<b>(3,4)</b>	<b>12.386</b>	<b>11.980</b>	<b>(3,3)</b>
Profit (loss) from operations = EBIT		1.327	1.370	1.048	4.916	1.248	850	(35,9)	2.498	2.098	(16,0)
- Depreciation, amortization and impairment losses		(1.030)	(1.035)	(1.114)	(4.193)	(1.067)	(1.101)	(6,9)	(2.044)	(2.168)	(6,1)
<b>= EBITDA</b>		<b>2.357</b>	<b>2.405</b>	<b>2.162</b>	<b>9.109</b>	<b>2.315</b>	<b>1.951</b>	<b>(17,2)</b>	<b>4.542</b>	<b>4.266</b>	<b>(6,1)</b>
EBITDA margin	%	38,0	38,1	33,6	36,2	38,6	32,6	(5,4p)	36,7	35,6	(1,1p)
- Special factors affecting EBITDA		(81)	(118)	(196)	(509)	(69)	(488)	n.a.	(195)	(557)	n.a.
<b>= EBITDA adjusted for special factors</b>	<b>1</b>	<b>2.438</b>	<b>2.523</b>	<b>2.358</b>	<b>9.618</b>	<b>2.384</b>	<b>2.439</b>	<b>0,0</b>	<b>4.737</b>	<b>4.823</b>	<b>1,8</b>
EBITDA margin (adjusted for special factors)	%	39,3	39,9	36,6	38,3	39,7	40,7	1,4p	38,2	40,2	2,0p

### Special factors.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	H1/10	H1/11
<b>Effects on EBITDA</b>		<b>(81)</b>	<b>(118)</b>	<b>(196)</b>	<b>(509)</b>	<b>(69)</b>	<b>(488)</b>	<b>(195)</b>	<b>(557)</b>
- of which personnel		(78)	(104)	(199)	(401)	(15)	(485)	(98)	(500)
- of which other		(3)	(14)	3	(108)	(54)	(3)	(97)	(57)
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(81)</b>	<b>(118)</b>	<b>(196)</b>	<b>(509)</b>	<b>(69)</b>	<b>(488)</b>	<b>(195)</b>	<b>(557)</b>
- of which personnel		(78)	(104)	(199)	(401)	(15)	(485)	(98)	(500)
- of which other		(3)	(14)	3	(108)	(54)	(3)	(97)	(57)

1 adj. EBITDA in the first three quarters of 2010 was affected by special factors totaling EUR 0.3 billion, mainly comprising a write-off of receivables in the first quarter from the German Main Customs Office (EUR 0,1 billion) for 2005 to 2009 and expenses for staff-related measures.

## Germany.

### Operational.

	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %
<b>Germany</b>								
Fixed network access lines	('000)	25.549	25.024	24.650	24.650	24.312	24.017	(6,0)
- broadband retail access lines	('000)	11.795	11.844	11.954	11.954	12.069	12.153	3,0
- TV	('000)	971	1.042	1.156	1.156	1.257	1.301	34,0
Mobile communications	('000)	36.976	34.882	34.694	34.694	34.574	34.517	(6,7)
- contract	('000)	17.176	17.201	17.173	17.173	17.198	17.368	1,1
- prepaid	('000)	19.800	17.681	17.521	17.521	17.376	17.149	(13,4)
ULLs	('000)	9.293	9.367	9.498	9.498	9.570	9.562	2,9
Wholesale bundled access lines	('000)	1.354	1.143	984	984	891	820	(39,4)
Wholesale unbundled access lines	('000)	723	892	1.037	1.037	1.108	1.155	59,8

### Consumer operational.

	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %
<b>Germany - Consumer</b>	1							
Fixed network access lines	('000)	20.707	20.229	19.889	19.889	19.579	19.321	(6,7)
- broadband retail access lines	('000)	9.583	9.613	9.705	9.705	9.796	9.866	3,0
- TV	('000)	901	966	1.070	1.070	1.162	1.201	33,3
Mobile communications	('000)	31.674	29.464	29.153	29.153	28.926	28.788	(9,1)
- contract	('000)	12.319	12.243	12.111	12.111	12.052	12.169	(1,2)
- prepaid	('000)	19.355	17.221	17.042	17.042	16.874	16.620	(14,1)

### Business customers operational.

	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %
<b>Germany - Business</b>	1							
Fixed network access lines	('000)	3.687	3.655	3.624	3.624	3.599	3.569	(3,2)
- broadband retail access lines	('000)	1.886	1.905	1.920	1.920	1.942	1.956	3,7
- TV	('000)	70	77	86	86	95	100	42,9
Mobile communications	('000)	5.302	5.418	5.541	5.541	5.648	5.729	8,1
- contract	('000)	4.856	4.958	5.062	5.062	5.145	5.200	7,1
- prepaid	('000)	445	461	479	479	502	529	18,9

1 As part of the One Company initiative, we intend to align our business structure even more closely with the needs of customers.

This is why in the first quarter of 2011 we started to classify our total customer base according to consumer and business use. Prior-year figures have been adjusted on a pro forma basis.

## Germany.

### Revenue split - Products.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Germany</b>	<b>1</b>	<b>6.197</b>	<b>6.317</b>	<b>6.442</b>	<b>25.145</b>	<b>5.991</b>	<b>5.989</b>	<b>(3,4)</b>	<b>12.386</b>	<b>11.980</b>	<b>(3,3)</b>
<b>Fixed network</b>		2.761	2.728	2.723	10.983	2.644	2.633	(4,6)	5.532	5.277	(4,6)
of which single play	2	1.229	1.210	1.189	4.891	1.109	1.082	(12,0)	2.492	2.191	(12,1)
of which double play		1.167	1.159	1.158	4.644	1.157	1.157	(0,9)	2.327	2.314	(0,6)
of which triple play		120	130	142	501	156	164	36,7	229	320	39,7
<b>Mobile communications</b>		1.893	2.002	1.980	7.705	1.856	1.870	(1,2)	3.723	3.726	0,1
of which Service Revenues	3	1.766	1.813	1.756	7.047	1.690	1.706	(3,4)	3.478	3.396	(2,4)
thereof Data Revenues		314	325	334	1.264	384	409	30,3	605	793	31,1
<b>Wholesale services</b>		985	1.030	1.039	4.079	957	951	(3,5)	2.010	1.908	(5,1)
of which access full ULL		337	338	343	1.357	337	342	1,5	676	679	0,4
of which bundled and unbundled access line		76	89	97	349	100	102	34,2	163	202	23,9
<b>Online consumer services</b>	4	252	250	307	1.053	225	229	(9,1)	496	454	(8,5)
<b>Value-added services</b>		101	99	105	416	91	86	(14,9)	212	177	(16,5)
<b>Others</b>		205	208	288	909	218	220	7,3	413	438	6,1

### Revenue split - Segments.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Germany</b>	<b>1</b>	<b>6.197</b>	<b>6.317</b>	<b>6.442</b>	<b>25.145</b>	<b>5.991</b>	<b>5.989</b>	<b>(3,4)</b>	<b>12.386</b>	<b>11.980</b>	<b>(3,3)</b>
Consumer	5	3.261	3.330	3.283	13.109	3.118	3.147	(3,5)	6.496	6.265	(3,6)
Business customers		1.406	1.414	1.464	5.661	1.414	1.390	(1,1)	2.783	2.804	0,8
Wholesale		1.104	1.142	1.166	4.553	1.066	1.062	(3,8)	2.245	2.128	(5,2)
Digital Services		206	202	259	866	177	179	(13,1)	405	356	(12,1)
Value-added services		119	116	133	498	107	101	(15,1)	249	208	(16,5)
Others		101	113	137	458	109	110	8,9	208	219	5,3

1 As part of the One Company initiative, we intend to align our business structure even more closely with the needs of customers.

This is why in the first quarter of 2011 we started to classify our total customer base according to consumer and business use. Prior-year figures have been adjusted on a pro forma basis.

2 Incl. revenues from access, calling minutes and voice centric options.

3 Since 1.1.2011 Total revenue and Service revenue as well as derived KPIs are shown without country-internal revenues as Fixed Network- and Mobile communications-business have been integrated.

Prior-year figures are adjusted accordingly on a pro forma basis.

4 Contains Digital Services, Strato and security packages.

5 incl.Strato.

## Germany.

### Mobile communications KPIs.

	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %
<b>Average monthly churn</b>	(%)	<b>2,8%</b>	<b>3,4%</b>	<b>1,7%</b>	<b>2,4%</b>	<b>1,5%</b>	<b>1,6%</b>	<b>(1,2p)</b>
- contract	(%)	1,4%	1,1%	1,2%	1,2%	1,0%	1,1%	(3,1p)
<b>SAC per gross add</b>	(€)	<b>84</b>	<b>86</b>	<b>90</b>	<b>87</b>	<b>78</b>	<b>64</b>	<b>(23,8)</b>
- contract	(€)	171	170	189	173	153	114	(33,3)
- prepaid	(€)	21	21	20	19	15	16	(23,8)
<b>SRC per retained customer</b>	(€)	<b>156</b>	<b>194</b>	<b>203</b>	<b>183</b>	<b>162</b>	<b>185</b>	<b>18,6</b>
<b>ARPU</b>	(€)	<b>16</b>	<b>17</b>	<b>17</b>	<b>16</b>	<b>16</b>	<b>16</b>	<b>0,0</b>
- contract	(€)	29	30	29	29	28	29	0,0
- prepaid	(€)	3	4	4	3	4	4	33,3
<b>non-voice % of ARPU</b>	(%)	<b>30%</b>	<b>30%</b>	<b>32%</b>	<b>30%</b>	<b>35%</b>	<b>36%</b>	<b>6p</b>
<b>MOU per customer</b>	(min)	<b>78</b>	<b>85</b>	<b>90</b>	<b>81</b>	<b>86</b>	<b>87</b>	<b>12,0</b>
- contract	(min)	149	152	158	150	152	152	1,9

### Consumer - KPIs.

	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %
<b>Average monthly churn</b>	(%)	<b>3,0%</b>	<b>3,9%</b>	<b>1,9%</b>	<b>2,7%</b>	<b>1,7%</b>	<b>1,8%</b>	<b>(1,2p)</b>
- contract	(%)	1,6%	1,3%	1,4%	1,4%	1,2%	1,3%	(0,3p)
<b>SAC per gross add</b>	(€)	<b>78</b>	<b>79</b>	<b>84</b>	<b>81</b>	<b>76</b>	<b>59</b>	<b>(24,4)</b>
- contract	(€)	187	182	209	185	175	115	(38,5)
- prepaid	(€)	20	21	19	19	15	16	(20,0)
<b>SRC per retained customer</b>	(€)	<b>156</b>	<b>206</b>	<b>202</b>	<b>189</b>	<b>180</b>	<b>179</b>	<b>14,7</b>
<b>ARPU</b>	(€)	<b>13</b>	<b>14</b>	<b>14</b>	<b>13</b>	<b>13</b>	<b>14</b>	<b>7,7</b>
- contract	(€)	27	27	26	26	26	27	0,0
- prepaid	(€)	3	4	4	3	4	4	33,3
<b>non-voice % of ARPU</b>	(%)	<b>29%</b>	<b>29%</b>	<b>30%</b>	<b>29%</b>	<b>35%</b>	<b>36%</b>	<b>7p</b>
<b>MOU per customer</b>	(min)	<b>63</b>	<b>68</b>	<b>72</b>	<b>65</b>	<b>68</b>	<b>70</b>	<b>11,4</b>
- contract	(min)	132	135	140	134	134	135	2,3

### Business Customers - KPIs.

	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %
<b>Average monthly churn</b>	(%)	<b>1,6%</b>	<b>0,6%</b>	<b>0,7%</b>	<b>0,9%</b>	<b>0,6%</b>	<b>0,7%</b>	<b>(0,9p)</b>
- contract	(%)	0,9%	0,7%	0,7%	0,7%	0,7%	0,7%	(0,2p)
<b>SAC per gross add</b>	(€)	<b>125</b>	<b>126</b>	<b>131</b>	<b>129</b>	<b>89</b>	<b>94</b>	<b>(24,8)</b>
- contract	(€)	130	138	143	139	99	110	(15,4)
- prepaid	(€)	73	30	42	35	17	15	(79,5)
<b>SRC per retained customer</b>	(€)	<b>155</b>	<b>167</b>	<b>204</b>	<b>169</b>	<b>123</b>	<b>200</b>	<b>29,0</b>
<b>ARPU</b>	(€)	<b>33</b>	<b>33</b>	<b>33</b>	<b>33</b>	<b>32</b>	<b>31</b>	<b>(6,1)</b>
- contract	(€)	36	36	35	36	35	34	(5,6)
- prepaid	(€)	5	4	4	4	4	4	(20,0)
<b>non-voice % of ARPU</b>	(%)	<b>32%</b>	<b>33%</b>	<b>35%</b>	<b>33%</b>	<b>37%</b>	<b>38%</b>	<b>6p</b>
<b>MOU per customer</b>	(min)	<b>175</b>	<b>178</b>	<b>184</b>	<b>176</b>	<b>177</b>	<b>175</b>	<b>(0,2)</b>
- contract	(min)	191	193	200	193	193	191	(0,1)



# Germany.

## Single Play.

Single Play. <sup>1,2,3</sup>	Call Start <sup>4</sup>	Call Basic <sup>4,5</sup>	Call Comfort <sup>4</sup>
	Standard voice usage per minute	Standard up to 120 minutes included within Germany	Standard flat rate within Germany
	from € 17.95	from € 19.95	from € 29.95
City, CDL	Cent/Minute		Cent/Minute
Off peak	2.9		0
Peak	2.9		0
international	from 2.9		
fixed to mobile	19.0		
Calling plans			
CountryFlat 1	€ 3.94 per month		
CountryFlat 2	€ 14.95 per month		
fixed to mobile	12.9 cents/minute, minimum charge € 4 per month		
fixed to T-Mobile flatrate	€ 14.95 per month		
Set-up	One off charge € 59.95		
Installations-Service	One off charge € 69.98		

1 For general conditions and further details, please see [www.telekom.de](http://www.telekom.de).

2 All prices in € including VAT.

3 Usage prices are stated in cents/minute including VAT.

4 Universal + 8 €, 5 Universal up to 240 Min included.

# Germany.

## Double Play.

Double Play. <sup>1,2,3</sup>	Call & Surf Basic <sup>4</sup> (4.1)	Call & Surf Comfort <sup>4</sup>	Call & Surf Comfort VDSL <sup>4</sup>	Call & Surf Comfort Plus <sup>4</sup>	Call & Surf Comfort Plus VDSL <sup>4</sup>
	Bandwidth DSL 2 Mbit/s, flat rate Internet usage	Bandwidth DSL 16 Mbit/s, flat rate Internet usage and flat rate voice usage <sup>5</sup>	Bandwidth VDSL 50 Mbit/s, flat rate Internet usage and flat rate voice usage <sup>6</sup>	Bandwidth DSL 16 Mbit/s, flat rate Internet usage and flat rate voice usage, Security pack, Hotspot flat e-Mail-Paket	Bandwidth DSL 50 Mbit/s, flat rate Internet usage and flat rate voice usage, Security pack, Hotspot flat e-Mail-Paket <sup>6</sup>
	from € 29.95	from € 34.95 <sup>7</sup>	from € 44.95	from € 44.95 <sup>9</sup>	from € 49.95
City, DLD	Cent/Minute	Cent/Minute			
Off peak	2.9	0			
Peak	2.9	0			
international		from 2.9			
fixed to mobile		19.0			12.9
Calling plans					
CountryFlat 1			€ 3.94 per month		
CountryFlat 2			€ 14.95 per month		
fixed to mobile	12.9 cents/minute, minimum charge € 4 per month				included
fixed to T-Mobile flatrate			€ 14.95 per month		
Set-up			One off charge PSTN € 59.95, DSL € 0 <sup>8</sup>		
Installations-Service			One off charge € 69.98		

1 For general conditions and further details, please see [www.telekom.de](http://www.telekom.de).

2 All prices in € including VAT.

3 Usage prices are stated in cents/minute including VAT.

4 Universal + 4 €.

5 Promotional increase of bandwidth from DSL 6 Mbit/s to DSL 16 Mbit/s until 30.06.2011.

6 VDSL25 included. VDSL50 + 0 €. Nationwide promotional pricing from 01.02.2011 until 30.06.2011.

7 Nationwide promotional pricing until 30.06.2011. Regular price 39.95 €.

8 Promotional pricing until 30.06.2011.

9 Nationwide promotional pricing until 30.06.2011. Regular price 49.95 €.

# Germany.

## Triple Play.

Triple Play. <sup>1,2,3</sup>	Entertain Comfort <sup>4</sup>	Entertain Premium <sup>4</sup>
	Bandwidth DSL 16 Mbit/s plus <sup>5</sup> , flat rate internet usage and flat rate voice usage, video on demand, IPTV basic package	Bandwidth DSL 16 Mbit/s plus <sup>5</sup> , flat rate Internet usage and flat rate voice usage, video on demand, IPTV premium package
	from € 44.95 <sup>6</sup>	from € 49.95 <sup>6</sup>
City, DLD	Cent/Minute	
Off peak	0	
Peak	0	
international	from 2.9	
fixed to mobile	19.0	
Calling plans		
CountryFlat 1	€ 3.94 per month	
CountryFlat 2	€ 14.95 per month	
fixed to mobile	12.9 cents/minute, minimum charge € 4 per month	
fixed to T-Mobile flatrate	€ 14.95 per month	
Set-up	One off charge PSTN € 59.95, DSL € 0 <sup>6</sup>	
Installations-Service	One off charge € 69.98	

1 For general conditions and further details, please see [www.telekom.de](http://www.telekom.de).

2 All prices in € including VAT.

3 Usage prices are stated in cents/minute including VAT.

4 Universal + 4 €.

5 VDSL25 + 10 €, Promotional pricing VDSL50 +10€ until 30.06.2011

6 Promotional pricing until 30.06.2011.

# Germany.

## Entertain Pur.

Entertain Pur. <sup>1,2,3</sup>	Entertain Pur <sup>4</sup>	Entertain Pur Flat <sup>4</sup>
	Standard voice usage, video on demand, IPTV basic package, Bandwidth DSL 16 Mbit/s plus <sup>5</sup> (No internet-usage) from € 27.95	Standard voice usage, video on demand, IPTV basic package, Bandwidth DSL 16 Mbit/s plus <sup>5</sup> (No internet-usage) from € 39.95
City, DLD	Cent/Minute	
Off peak	2.9	0
Peak	2.9	0
international	from 2.9	
fixed to mobile	19.0	
Calling plans		
CountryFlat 1	€ 3.94 per month	
CountryFlat 2	€ 14.95 per month	
fixed to mobile	12.9 cents/minute, minimum charge € 4 per month	
fixed to T-Mobile flatrate	€ 14.95 per month	
Set-up	One off charge PSTN € 59.95	
Installations-Service	0 € until 30.06.2011	

1 For general conditions and further details, please see [www.telekom.de](http://www.telekom.de).

2 All prices in € including VAT.

3 Usage prices are stated in cents/minute including VAT.

4 Universal + 4 €.

5 VDSL25 + 10 €, Promotional pricing

VDSL50 +10€ until 30.06.2011

## Germany.

### Call.

Call plans in €	XS	S	M	L
Monthly charge (without handset)	4,95	14,95	24,95	34,95
Monthly charge (with handset)	14,95	24,95	34,95	44,95
includes national voice minutes (on-net, fixed net, other mobile networks)	30	120	120	120
- Weekend Flat (national calls on-net and fixed net)		free (Sat. 0:00 to Sund. 24:00)		
- mobile to national fixed net	0.29	0.29	free	0.29
- on-net	0.29	0.29	0.29	free
- other mobile networks	0.29	0.29	0.29	0.29
- Voicebox	0.29	free	free	free
SMS (on-net, other networks)	0.19	0.19	0.19	0.19
Activation fee			24.95	
Duration of contract			24 months	

### Call & Surf Mobil

Call & Surf Mobil plans in €	XS	S	M	L
Monthly charge (with handset)	19,95	29,95	39,95	49,95
includes national voice minutes (on-net, fixed net, other mobile networks)	30	120	120	120
- Weekend Flat (national calls on-net and fixed net)		free (Sat. 0:00 to Sund. 24:00)		
- mobile to national fixed net	0.29	0.29	free	0.29
- on-net	0.29	0.29	0.29	free
- other mobile networks	0.29	0.29	0.29	0.29
- Voicebox	0.29	free	free	free
SMS (on-net, other networks)	0.19	0.19	0.19	0.19
Data Speed	3,6 Mbit/s	3,6 Mbit/s	3,6 Mbit/s	3,6 Mbit/s
Data Volume until speed step down	200 MB	200 MB	200 MB	200 MB
Activation fee			24.95	
Duration of contract			24 months	

## Germany.

### Complete Mobil.

Complete plans in €	S	M	L	XL
Monthly charge (without handset)	29,95	39,95	49,95	89,95
Monthly charge (with handset)	39,95	49,95	59,95	99,95
includes national voice minutes (on-net, fixed net, other mobile networks)	120	120	120	120 (EU+CH)
- Weekend Flat (national calls on-net and fixed net)		free (Sat. 0:00 to Sund. 24:00)		
- mobile to national fixed net	0.29	free	0.29	free
- on-net	0.29	0.29	free	free
- other mobile networks	0.29	0.29	0.29	free
- Voicebox	free	free	free	free
includes SMS per month	40	40	40	3000
SMS (on-net)	0.19	free	free	0.19
SMS (other networks)	0.19	0.19	0.19	0.19
HotSpot Flatrate	free	free	free	free
Data Speed	7,2 Mbit/s	7,2 Mbit/s	7,2 Mbit/s	7,2 Mbit/s
Data Volume until speed step down	300 MB	300 MB	1 GB	1 GB
VoIP	9,95	9,95	free	free
Tethering	free	free	free	free
Activation fee		24.95		
Duration of contract		24 months		

Call options in €	Call 120	Call 240
Monthly charge	12,95	19,95
Additional national voice minutes (on-net, fixed net, other mobile networks)	120	240

SMS options in €	SMS 40	SMS 120	SMS 3000	SMS Flat (on-net)
Monthly charge	4,95	9,95	24,95	4,95
Additional SMS per month (on-net, other networks)	40	120	3000	onnet Flat

Highspeed option in €*	Speed
Monthly charge	9,95
Data Speed	21,6 Mbit/s
Additional Data Volume (per month)	4 GB

\*Available with Complete Mobil L & XL.

## Fixed Network.

### Overview dom. interconnection tariffs (excl. VAT).

Termination/Origination fees in cent/min.	Peak (9:00-18:00), old	Peak (9:00-18:00), new <sup>1</sup>	Off-Peak (18:00-9:00), old	Off-Peak (18:00-9:00), new <sup>1</sup>
Local	0.52	0.54	0.36	0.38
Single transit	0.88	0.89	0.59	0.60
Double transit national	1.36	1.34	0.89	0.89
<b>Fully unbundled ("ULL")</b>				
	<b>Old</b>		<b>New</b>	
One time fee	35.70 <sup>2</sup>		30.83 <sup>3</sup>	
Monthly fee	1020 <sup>4</sup>		10.08 <sup>5</sup>	
<b>Partially unbundled ("Line Sharing")</b>				
	<b>Old</b>		<b>New</b>	
One time fee	43.99 <sup>6</sup>		38.20 <sup>7</sup>	
Monthly fee	1.78 <sup>6</sup>		1.84 <sup>7</sup>	
<b>IP-BSA Shared</b>				
	<b>Old</b>		<b>New</b>	
One time fee	56.47 <sup>8</sup>		54.22 <sup>9</sup>	
Monthly fee	8.65 <sup>8</sup>		8.12 <sup>9</sup>	
<b>IP-BSA Stand Alone</b>				
	<b>Old</b>		<b>New</b>	
One time fee	45.09 <sup>8</sup>		47.96 <sup>9</sup>	
Monthly fee	19.15 <sup>8</sup>		18.32 <sup>9</sup>	

1 Prices are valid from 01/12/2008 to 30/06/2011.

2 Depending on complexity - valid to 30/06/2010.

3 Depending on complexity - valid to 30/06/2012.

4 Twisted pair copper access line valid to 31/03/2011.

5 Twisted pair copper access line valid to 31/03/2013.

6 valid to 30/06/2010.

7 valid to 30/06/2012.

8 valid to 30/06/2009.

9 valid to 30/11/2010 (ex ante).

Since 01/12/2010 these prices are ex post.





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## United States.

### Financials (adjusted for special factors).

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		<b>4.188</b>	<b>4.143</b>	<b>3.942</b>	<b>16.087</b>	<b>3.770</b>	<b>3.510</b>	<b>(16,2)</b>	<b>8.002</b>	<b>7.280</b>	<b>(9,0)</b>
<b>Net revenue</b>		<b>4.185</b>	<b>4.140</b>	<b>3.940</b>	<b>16.075</b>	<b>3.764</b>	<b>3.507</b>	<b>(16,2)</b>	<b>7.995</b>	<b>7.274</b>	<b>(9,0)</b>
<b>EBITDA</b>	<b>1</b>	<b>1.120</b>	<b>1.028</b>	<b>1.000</b>	<b>4.156</b>	<b>871</b>	<b>892</b>	<b>(20,4)</b>	<b>2.128</b>	<b>1.763</b>	<b>(17,2)</b>
EBITDA margin (EBITDA / total revenues)	%	26,7	24,8	25,4	25,8	23,1	25,4	(1,3p)	26,6	24,2	(2,4p)
Depreciation, amortization and impairment losses	3	(520)	(552)	(528)	(2.064)	(463)	0	n.a.	(984)	(463)	52,9
Profit (loss) from operations = EBIT	3	600	476	472	2.092	401	868	44,7	1.144	1.269	10,9
<b>Cash capex</b>	<b>2</b>	<b>531</b>	<b>493</b>	<b>605</b>	<b>2.107</b>	<b>543</b>	<b>474</b>	<b>(10,7)</b>	<b>1.009</b>	<b>1.017</b>	<b>0,8</b>
<b>Cash contribution</b>		<b>589</b>	<b>535</b>	<b>395</b>	<b>2.049</b>	<b>328</b>	<b>418</b>	<b>(29,0)</b>	<b>1.119</b>	<b>746</b>	<b>(33,3)</b>

### Financials (as reported).

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		<b>4.188</b>	<b>4.143</b>	<b>3.942</b>	<b>16.087</b>	<b>3.770</b>	<b>3.510</b>	<b>(16,2)</b>	<b>8.002</b>	<b>7.280</b>	<b>(9,0)</b>
<b>Net revenue</b>		<b>4.185</b>	<b>4.140</b>	<b>3.940</b>	<b>16.075</b>	<b>3.764</b>	<b>3.507</b>	<b>(16,2)</b>	<b>7.995</b>	<b>7.274</b>	<b>(9,0)</b>
<b>EBITDA</b>		<b>1.120</b>	<b>1.028</b>	<b>1.000</b>	<b>4.156</b>	<b>864</b>	<b>868</b>	<b>(22,5)</b>	<b>2.128</b>	<b>1.732</b>	<b>(18,6)</b>
EBITDA margin (EBITDA / total revenue)	%	26,7	24,8	25,4	25,8	22,9	24,7	(2,0p)	26,6	23,8	(2,8p)
Depreciation, amortization and impairment losses	3	(520)	(552)	(528)	(2.064)	(463)	0	n.a.	(984)	(463)	52,9
Profit (loss) from operations = EBIT	3	600	476	472	2.092	401	868	44,7	1.144	1.269	10,9
<b>Cash capex</b>		<b>534</b>	<b>496</b>	<b>610</b>	<b>2.121</b>	<b>546</b>	<b>477</b>	<b>(10,7)</b>	<b>1.015</b>	<b>1.023</b>	<b>0,8</b>
<b>Cash contribution</b>		<b>586</b>	<b>532</b>	<b>390</b>	<b>2.035</b>	<b>318</b>	<b>391</b>	<b>(33,3)</b>	<b>1.113</b>	<b>709</b>	<b>(36,3)</b>

1 Excluding special factors affecting EBITDA of EUR 7mn in Q1/11 and EUR 24mn in Q2/11 related to the pending sale to AT&T.

2 Adjusted by excluding EUR 3mn microwave clearing costs in Q1/10, EUR 3mn in Q2/10, EUR 2mn in Q3/10, EUR 5mn in Q4/10, EUR 3mn in Q1/11 and EUR 3mn in Q2/11.

3 Adjusted by excluding depreciation of EUR 66mn in Q1/11 and EUR 516mn in Q2/11 due to the pending sale of T-Mobile USA to AT&T that was announced in March 2011. As of this announcement, non-current assets were classified as held-for-sale and the depreciation of these assets were discontinued for accounting purposes.

## United States.

### EBITDA reconciliation.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		<b>4.188</b>	<b>4.143</b>	<b>3.942</b>	<b>16.087</b>	<b>3.770</b>	<b>3.510</b>	<b>(16,2)</b>	<b>8.002</b>	<b>7.280</b>	<b>(9,0)</b>
Profit (loss) from operations = EBIT	1	600	476	472	2.092	401	868	44,7	1.144	1.269	10,9
- Depreciation, amortization and impairment losses	1	(520)	(552)	(528)	(2.064)	(463)	0	n.a.	(984)	(463)	n.a.
<b>= EBITDA</b>		<b>1.120</b>	<b>1.028</b>	<b>1.000</b>	<b>4.156</b>	<b>864</b>	<b>868</b>	<b>(22,5)</b>	<b>2.128</b>	<b>1.732</b>	<b>(18,6)</b>
EBITDA margin	%	26,7	24,8	25,4	25,8	22,9	24,7	(2,0p)	26,6	23,8	(2,8p)
- Special factors affecting EBITDA		(0)	(0)	(0)	(0)	(7)	(24)	n.a.	(0)	(31)	n.a.
<b>= EBITDA adjusted for special factors</b>		<b>1.120</b>	<b>1.028</b>	<b>1.000</b>	<b>4.156</b>	<b>871</b>	<b>892</b>	<b>(20,4)</b>	<b>2.128</b>	<b>1.763</b>	<b>(17,2)</b>
EBITDA margin (adjusted for special factors)	%	26,7	24,8	25,4	25,8	23,1	25,4	(1,3p)	26,6	24,2	(2,4p)

### Special factors.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	H1/10	H1/11
<b>Effects on EBITDA</b>		<b>(0)</b>	<b>(0)</b>	<b>(0)</b>	<b>(0)</b>	<b>(7)</b>	<b>(24)</b>	<b>(0)</b>	<b>(31)</b>
- of which personnel		0	0	0	0	(7)	(23)	0	(30)
- of which other		0	0	0	0	0	(1)	0	(1)
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(0)</b>	<b>(0)</b>	<b>(0)</b>	<b>(0)</b>	<b>(7)</b>	<b>(24)</b>	<b>(0)</b>	<b>(31)</b>
- of which personnel		0	0	0	0	(7)	(23)	0	(30)
- of which other		0	0	0	0	0	(1)	0	(1)

1 Adjusted by excluding depreciation of EUR 66mn in Q1/11 and EUR 516mn in Q2/11 due to the pending sale of T-Mobile USA to AT&T that was announced in March 2011. As of this announcement, non-current assets were classified as held-for-sale and the depreciation of these assets were discontinued for accounting purposes.

# United States.

## Operational.

	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Customers (end of period)</b>	('000)	<b>33.620</b>	<b>33.757</b>	<b>33.734</b>	<b>33.734</b>	<b>33.636</b>	<b>33.585</b>	<b>(0,1)</b>	<b>33.620</b>	<b>33.585</b>	<b>(0,1)</b>
- Contract	('000) 1	26.752	26.698	26.447	26.447	26.065	25.784	(3,6)	26.752	25.784	(3,6)
- Prepaid	('000) 1	6.868	7.059	7.287	7.287	7.570	7.801	13,6	6.868	7.801	13,6
<b>Net adds</b>	<b>('000)</b>	<b>(93)</b>	<b>137</b>	<b>(23)</b>	<b>(56)</b>	<b>(99)</b>	<b>(50)</b>	<b>46,2</b>	<b>(170)</b>	<b>(150)</b>	<b>11,8</b>
- Contract	('000)	106	(54)	(251)	(318)	(382)	(281)	n.a.	(12)	(663)	n.a.
- Prepaid	('000)	(199)	190	228	262	283	231	n.a.	(158)	513	n.a.
<b>Average monthly churn</b>	<b>(%)</b>	<b>3,4</b>	<b>3,4</b>	<b>3,6</b>	<b>3,4</b>	<b>3,4</b>	<b>3,3</b>	<b>(0,1p)</b>	<b>3,2</b>	<b>3,4</b>	<b>0,2p</b>
- Contract	(%)	2,2	2,4	2,5	2,3	2,4	2,4	0,2p	2,2	2,4	0,2p
<b>Total revenues</b>	<b>(€ million)</b>	<b>4.188</b>	<b>4.143</b>	<b>3.942</b>	<b>16.087</b>	<b>3.770</b>	<b>3.510</b>	<b>(16,2)</b>	<b>8.002</b>	<b>7.280</b>	<b>(9,0)</b>
Service revenue	(€ million) 2	3.622	3.567	3.394	13.863	3.328	3.156	(12,9)	6.902	6.484	(6,1)
<b>EBITDA (adjusted for special factors)</b>	<b>(€ million)</b>	<b>1.120</b>	<b>1.028</b>	<b>1.000</b>	<b>4.156</b>	<b>871</b>	<b>892</b>	<b>(20,4)</b>	<b>2.128</b>	<b>1.763</b>	<b>(17,2)</b>
EBITDA margin (adjusted for special factors)											
(EBITDA / total revenue)	(%)	26,7	24,8	25,4	25,8	23,1	25,4	(1,3p)	26,6	24,2	(2,4p)
EBITDA margin (adjusted for special factors)											
(EBITDA / service revenue)	(%)	30,9	28,8	29,5	30,0	26,2	28,3	(2,6p)	30,8	27,2	(3,6p)
<b>SAC per gross add</b>	<b>(€)</b>	<b>111</b>	<b>104</b>	<b>96</b>	<b>100</b>	<b>92</b>	<b>87</b>	<b>(21,6)</b>	<b>101</b>	<b>90</b>	<b>(10,9)</b>
- Contract	(€)	187	181	184	177	191	179	(4,3)	173	185	6,9
- Prepaid	(€)	8	20	13	15	9	10	25,0	12	10	(16,7)
<b>SRC per retained customer</b>	<b>(€)</b>	<b>69</b>	<b>68</b>	<b>54</b>	<b>62</b>	<b>84</b>	<b>38</b>	<b>(44,9)</b>	<b>65</b>	<b>61</b>	<b>(6,2)</b>
<b>ARPU</b>	<b>(€)</b>	<b>36</b>	<b>35</b>	<b>34</b>	<b>34</b>	<b>33</b>	<b>31</b>	<b>(13,9)</b>	<b>34</b>	<b>32</b>	<b>(5,9)</b>
- Contract	(€)	41	41	39	40	38	37	(9,8)	40	38	(5,0)
- Prepaid	(€)	14	15	14	14	13	12	(14,3)	14	12	(14,3)
<b>Non-Voice % of ARPU</b>	<b>(%)</b>	<b>25</b>	<b>27</b>	<b>28</b>	<b>26</b>	<b>29</b>	<b>30</b>	<b>5,0p</b>	<b>25</b>	<b>30</b>	<b>5,0p</b>
<b>MOU per customer</b>	<b>(min)</b>	<b>983</b>	<b>964</b>	<b>950</b>	<b>972</b>	<b>929</b>	<b>906</b>	<b>(7,8)</b>	<b>986</b>	<b>918</b>	<b>(6,9)</b>
- Contract	(min)	1.122	1.082	1.052	1.099	1.016	987	(12,0)	1.132	1.001	(11,6)
Cash capex	(€ million)	534	496	610	2.121	546	477	(10,7)	1.015	1.023	0,8
Cash contribution	(€ million)	586	532	390	2.035	318	391	(33,3)	1.113	709	(36,3)
<b>Cash capex (adjusted for special factors)</b>	<b>(€ million) 3</b>	<b>531</b>	<b>493</b>	<b>605</b>	<b>2.107</b>	<b>543</b>	<b>474</b>	<b>(10,7)</b>	<b>1.009</b>	<b>1.017</b>	<b>0,8</b>
<b>Cash contribution (adjusted for special factors)</b>	<b>(€ million)</b>	<b>589</b>	<b>535</b>	<b>395</b>	<b>2.049</b>	<b>328</b>	<b>418</b>	<b>(29,0)</b>	<b>1.119</b>	<b>746</b>	<b>(33,3)</b>

1 Prior quarter amounts have been restated to conform to current period customer reporting classifications.

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

3 Adjusted by excluding € 3mn microwave clearing costs in Q1/10, € 3mn in Q2/10, € 2m in Q3/10, € 5mn in Q4/10, € 3mn in Q1/11 and € 3mn in Q2/11.

United States.  
Operational in US-\$.

	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Customers (end of period)</b>		<b>33.620</b>	<b>33.757</b>	<b>33.734</b>	<b>33.734</b>	<b>33.636</b>	<b>33.585</b>	<b>(0,1)</b>	<b>33.620</b>	<b>33.585</b>	<b>(0,1)</b>
- Contract	1	26.752	26.698	26.447	26.447	26.065	25.784	(3,6)	26.752	25.784	(3,6)
- Prepaid	1	6.868	7.059	7.287	7.287	7.570	7.801	13,6	6.868	7.801	13,6
<b>Net adds</b>		<b>(93)</b>	<b>137</b>	<b>(23)</b>	<b>(56)</b>	<b>(99)</b>	<b>(50)</b>	<b>46,2</b>	<b>(170)</b>	<b>(150)</b>	<b>11,8</b>
- Contract	1	106	(54)	(251)	(318)	(382)	(281)	n.a.	(12)	(663)	n.a.
- Prepaid	1	(199)	190	228	262	283	231	n.a.	(158)	513	n.a.
<b>Average monthly churn</b>		<b>3,4</b>	<b>3,4</b>	<b>3,6</b>	<b>3,4</b>	<b>3,4</b>	<b>3,3</b>	<b>(0,1p)</b>	<b>3,2</b>	<b>3,4</b>	<b>0,2p</b>
- Contract	1	2,2	2,4	2,5	2,3	2,4	2,4	0,2p	2,2	2,4	0,2p
<b>Total revenues</b>		<b>5.325</b>	<b>5.351</b>	<b>5.360</b>	<b>21.311</b>	<b>5.162</b>	<b>5.051</b>	<b>(5,1)</b>	<b>10.600</b>	<b>10.213</b>	<b>(3,7)</b>
Service revenue	2	4.605	4.607	4.615	18.364	4.556	4.543	(1,3)	9.142	9.099	(0,5)
<b>EBITDA (adjusted for special factors)</b>		<b>1.423</b>	<b>1.328</b>	<b>1.360</b>	<b>5.506</b>	<b>1.193</b>	<b>1.283</b>	<b>(9,8)</b>	<b>2.818</b>	<b>2.476</b>	<b>(12,1)</b>
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)		26,7	24,8	25,4	25,8	23,1	25,4	(1,3p)	26,6	24,2	(2,4p)
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)		30,9	28,8	29,5	30,0	26,2	28,2	(2,7p)	30,8	27,2	(3,6p)
<b>SAC per gross add</b>		<b>141</b>	<b>134</b>	<b>131</b>	<b>133</b>	<b>126</b>	<b>126</b>	<b>(10,6)</b>	<b>133</b>	<b>126</b>	<b>(5,3)</b>
- Contract	1	238	232	250	234	261	258	8,4	228	259	13,6
- Prepaid	1	10	27	18	19	13	14	40,0	17	13	(23,5)
<b>SRC per retained customer</b>		<b>87</b>	<b>87</b>	<b>74</b>	<b>83</b>	<b>115</b>	<b>55</b>	<b>(36,8)</b>	<b>86</b>	<b>85</b>	<b>(1,2)</b>
<b>ARPU</b>		<b>46</b>	<b>46</b>	<b>46</b>	<b>45</b>	<b>45</b>	<b>45</b>	<b>(2,2)</b>	<b>45</b>	<b>45</b>	<b>0,0</b>
- Contract	1	53	53	53	52	53	53	0,0	52	53	1,9
- Prepaid	1	18	19	19	19	18	17	(5,6)	18	17	(5,6)
<b>Non-Voice % of ARPU</b>		<b>25</b>	<b>27</b>	<b>28</b>	<b>26</b>	<b>29</b>	<b>30</b>	<b>5,0p</b>	<b>25</b>	<b>30</b>	<b>5,0p</b>
<b>MOU per customer</b>		<b>983</b>	<b>964</b>	<b>950</b>	<b>972</b>	<b>929</b>	<b>906</b>	<b>(7,8)</b>	<b>986</b>	<b>918</b>	<b>(6,9)</b>
- Contract	1	1.122	1.082	1.052	1.099	1.016	987	(12,0)	1.132	1.001	(11,6)
Cash capex		679	640	830	2.814	748	686	1,0	1.344	1.434	6,7
Cash contribution		744	688	530	2.692	445	597	(19,8)	1.474	1.042	(29,3)
<b>Cash capex (adjusted for special factors)</b>	3	<b>675</b>	<b>637</b>	<b>822</b>	<b>2.795</b>	<b>744</b>	<b>682</b>	<b>1,0</b>	<b>1.336</b>	<b>1.426</b>	<b>6,7</b>
<b>Cash contribution (adjusted for special factors)</b>		<b>748</b>	<b>691</b>	<b>537</b>	<b>2.710</b>	<b>449</b>	<b>601</b>	<b>(19,7)</b>	<b>1.482</b>	<b>1.050</b>	<b>(29,1)</b>

1 Prior quarter amounts have been restated to conform to current period customer reporting classifications.

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

3 Adjusted by excluding microwave clearing costs of USD 4mn in Q1/10, USD 4mn in Q2/10, USD 3mn in Q3/10, USD 7mn in Q4/10, USD 4mn in Q1/11 and USD 4mn in Q2/11.

For US-GAAP numbers please visit [www.t-mobile.com/company/investors](http://www.t-mobile.com/company/investors) to download the corresponding T-Mobile USA earnings release.

USA.

## T-Mobile USA.

<b>Value Plans</b> <sup>1,2,3,4,5</sup>	<b>500 Minute</b>	<b>Unlimited</b>
<b>Whenever Minutes</b>		
Minute Only (talk)	\$34,99	NA
Basic (talk and text)	\$39,99	\$49,99
Plus (talk, text and 2 GB of high speed data)	\$49,99	\$59,99
Premium (talk, text and 5 GB of high speed data)	\$64,99	\$74,99
Ultra (talk, text and 10 GB of high speed data)	\$94,99	\$104,99

<b>Classic Plans</b> <sup>1,2,3</sup>	<b>500 Minute</b>	<b>Unlimited</b>
<b>Whenever Minutes</b>		
Minute Only (talk)	\$39,99	NA
Basic (talk and text)	\$49,99	\$59,99
Plus (talk, text and 2 GB of high speed data)	\$69,99	\$79,99
Premium (talk, text and 5 GB of high speed data)	\$79,99	\$89,99
Ultra (talk, text and 10 GB of high speed data)	\$109,99	\$119,99

1 Two-year contract required.

2 All plans include unlimited nationwide T-Mobile to T-Mobile calling.

3 All plans include unlimited nights and weekends.

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

5 Web plans include overage-free data with nationwide Web and e-mail access.

<b>Data Packages</b>	<b>Value</b>	<b>Classic</b>
Simple (200 MB of high speed internet included, overage at \$0.10/MB)	\$5,00	\$10,00
Plus <sup>1</sup> (2 GB of high speed internet included)	\$10,00	\$20,00
Premium <sup>1</sup> (5 GB high speed internet included)	\$25,00	\$30,00
Ultra <sup>1</sup> (10 GB high speed internet included)	\$55,00	\$60,00

1 Data plans include overage-free data.

Web plans provide access to data; capable device required to achieve 4G speeds.

USA.

## T-Mobile USA.

<b>Value Plans for Families</b> <sup>1,2,3,4, 5, 6</sup>	<b>1000 Minute</b>	<b>Unlimited</b>
<b>Whenever Minutes</b>		
Minute Only	\$49,98	NA
Basic (talk and text)	\$59,98	\$79,98
Plus (talk, text and 2 GB of high speed data)	\$79,98	\$99,98
Premium (talk, text and 5 GB of high speed data)	\$109,98	\$129,98
Ultra (talk, text and 10 GB of high speed data)	\$169,98	\$189,98

<b>Classic Plans for Families</b> <sup>1,2,3,4, 5, 6</sup>	<b>1000 Minute</b>	<b>Unlimited</b>
<b>Whenever Minutes</b>		
Minute Only	\$59,98	NA
Basic (talk and text)	\$79,98	\$99,98
Plus (talk, text and 2 GB of high speed data)	\$119,98	\$139,98
Premium (talk, text and 5 GB of high speed data)	\$139,98	\$159,98
Ultra (talk, text and 10 GB of high speed data)	\$199,98	\$219,98

1 Two-year contract required.

2 All plans include unlimited nationwide T-Mobile to T-Mobile calling.

3 All plans include unlimited nights and weekends.

4 Each family plan price is per line for two lines

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

6 Web plans include overage-free data nationwide Web and e-mail access.

<b>Adding a line to the family plan Whenever Minutes</b>	<b>Classic/Value</b>
Unlimited (only available with Unlimited plans)	\$25,00
500 (only available with Unlimited plans)	\$5,00
Add a Line shares existing Whenever Minutes (only available with limited minute plans)	\$5,00

<b>Data Packages</b>	<b>Value</b>	<b>Classic</b>
Simple (200 MB of high speed internet included, overage at \$0.10/MB)	\$5,00	\$10,00
Plus <sup>1</sup> (2 GB of high speed internet included)	\$10,00	\$20,00
Premium <sup>1</sup> (5 GB high speed internet included)	\$25,00	\$30,00
Ultra <sup>1</sup> (10 GB high speed internet included)	\$55,00	\$60,00

1 Data plans include overage-free data.

Web plans provide access to data; capable device required to achieve 4G speeds.

USA.

## T-Mobile USA.

<b>Monthly data plans</b>	<b>Pricing<sup>1</sup></b>	<b>Hotspot Access</b>
10 GB mobile broadband data	\$84,99	Included
10 GB mobile broadband data (20% discount avail. when added to a voice line of service)	\$67,99	Included
5 GB mobile broadband data	\$49,99	Included
5 GB mobile broadband data (20% discount avail. when added to a voice line of service)	\$39,99	Included
2 GB mobile broadband data	\$39,99	Included
2 GB mobile broadband data (20% discount avail. when added to a voice line of service)	\$31,99	Included
200 MB mobile broadband data	\$29,99	Included
200 MB mobile broadband data (20% discount avail. when added to a voice line of service)	\$23,99	Included

1 "Limited Time" Mobile Broadband Promotional Offers.

No overage charges. Speeds slowed per plan at 200 MB, 2 GB, 5 GB and 10 GB.

Same pricing for Even More Plus customers.

20% discount available when added to a voice line of service with T-Mobile.

<b>No commitment data passes (no annual contract)</b>	<b>Pricing<sup>1</sup></b>	<b>Hotspot Access</b>
100 MB data (use for 7 days)	\$10,00	Not Included
1 GB data (use for one month)	\$30,00	Not Included
3 GB data (use for one month)	\$50,00	Not Included





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## Europe.

### Financials (adjusted for special factors).

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>	1	4.030	4.123	3.913	16.840	3.684	3.812	(5,4)	8.804	7.496	(14,9)
<b>Net revenue</b>		3.869	3.951	3.750	16.183	3.516	3.642	(5,9)	8.482	7.158	(15,6)
<b>EBITDA</b>	2	1.431	1.465	1.265	5.748	1.226	1.316	(8,0)	3.018	2.542	(15,8)
EBITDA margin (EBITDA / total revenue)	%	35,5	35,5	32,3	34,1	33,3	34,5	(1,0p)	34,3	33,9	(0,4p)
Depreciation, amortization and impairment losses		(889)	(833)	(885)	(3.466)	(800)	(781)	12,1	(1.748)	(1.581)	9,6
Profit (loss) from operations = EBIT	3	542	632	380	2.282	426	535	(1,3)	1.270	961	(24,3)
<b>Cash capex</b>	4	445	396	583	1.992	512	356	(20,0)	1.013	868	(14,3)
<b>Cash contribution</b>		986	1.069	682	3.756	714	960	(2,6)	2.005	1.674	(16,5)

### Financials (as reported).

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		4.030	4.123	3.913	16.840	3.672	3.807	(5,5)	8.804	7.479	(15,0)
<b>Net revenue</b>		3.869	3.951	3.750	16.183	3.504	3.637	(6,0)	8.482	7.141	(15,8)
<b>EBITDA</b>		1.058	1.457	1.093	5.142	1.166	1.245	17,7	2.592	2.411	(7,0)
EBITDA margin (EBITDA / total revenue)	%	26,3	35,3	27,9	30,5	31,8	32,7	6,4p	29,4	32,2	2,8p
Depreciation, amortization and impairment losses		(892)	(835)	(1.571)	(4.157)	(801)	(780)	12,6	(1.751)	(1.581)	9,7
Profit (loss) from operations = EBIT		166	622	(478)	985	365	465	n.a.	841	830	(1,3)
<b>Cash capex</b>		454	396	594	2.012	512	356	(21,6)	1.022	868	(15,1)
<b>Cash contribution</b>		604	1.061	499	3.130	654	889	47,2	1.570	1.543	(1,7)

1 Special factors affecting Total Revenue: EUR 12mn in Q1/11 and EUR 5mn in Q2/11.

2 Special factors affecting EBITDA: EUR 373mn in Q2/10, EUR 8mn in Q3/10 and EUR 172mn in Q4/10, EUR 60mn in Q1/11 and EUR 71mn in Q2/11.

3 Special factors affecting EBIT: EUR 1.297mn in 2010 (thereof EUR 606mn resulting from EBITDA), EUR 61mn in Q1/11 (thereof EUR 60mn resulting from EBITDA) and EUR 70 €mn in Q2/11 (thereof EUR 71mn resulting from EBITDA).

4 Excluding EUR 9mn payments in Q2/10 for spectrum licences at Bulgaria and EUR 11mn in Q4/10 for spectrum licences at T-Mobile AT.

## Europe.

### EBITDA Reconciliation.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	% y.o.y.	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		<b>4.030</b>	<b>4.123</b>	<b>3.913</b>	<b>16.840</b>	<b>3.672</b>	<b>3.807</b>	<b>(5,5)</b>	<b>8.804</b>	<b>7.479</b>	<b>(15,0)</b>
Profit (loss) from operations = EBIT		166	622	(478)	985	365	465	n.a.	841	830	(1,3)
- Depreciation, amortization and impairment losses		(892)	(835)	(1.571)	(4.157)	(801)	(780)	12,6	(1.751)	(1.581)	9,7
<b>= EBITDA</b>		<b>1.058</b>	<b>1.457</b>	<b>1.093</b>	<b>5.142</b>	<b>1.166</b>	<b>1.245</b>	<b>17,7</b>	<b>2.592</b>	<b>2.411</b>	<b>(7,0)</b>
EBITDA margin	%	26,3	35,3	27,9	30,5	31,8	32,7	6,4p	29,4	32,2	2,8p
- Special factors affecting EBITDA		(373)	(8)	(172)	(606)	(60)	(71)	81,0	(426)	(131)	69,2
<b>= EBITDA adjusted for special factors</b>		<b>1.431</b>	<b>1.465</b>	<b>1.265</b>	<b>5.748</b>	<b>1.226</b>	<b>1.316</b>	<b>(8,0)</b>	<b>3.018</b>	<b>2.542</b>	<b>(15,8)</b>
EBITDA margin (adjusted for special factors)	%	35,5	35,5	32,3	34,1	33,3	34,5	(1,0p)	34,3	33,9	(0,4p)

### Special factors

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	H1/10	H1/11
<b>Effects on EBITDA</b>		<b>(373)</b>	<b>(8)</b>	<b>(172)</b>	<b>(606)</b>	<b>(60)</b>	<b>(71)</b>	<b>(426)</b>	<b>(131)</b>
- of which personnel		3	(7)	(160)	(209)	(45)	(22)	(42)	(67)
- of which other		(376)	(1)	(12)	(397)	(15)	(49)	(384)	(64)
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(376)</b>	<b>(10)</b>	<b>(858)</b>	<b>(1.297)</b>	<b>(61)</b>	<b>(70)</b>	<b>(429)</b>	<b>(131)</b>
- of which personnel		3	(7)	(160)	(209)	(45)	(22)	(42)	(67)
- of which other	1	(379)	(3)	(698)	(1.088)	(16)	(48)	(387)	(64)

1 Impairment: Greece Fixed EUR 287mn in Q4/10, Romania Fixed EUR 287mn in Q4/10, Romania Mobile EUR 80mn in Q4/10 and Albania EUR 26mn in Q4/10.

# Europe.

## Customer Summary.

'000	Note	Q2/10	Q3/10	Q4/10	Q1/11	Q2/11	y.o.y. %
<b>Greece</b>							
- Fixed network Access Lines		3.970	3.858	3.739	3.640	3.536	(10,9)
- Broadband Access Lines		1.139	1.133	1.147	1.153	1.145	0,5
- Mobile Customers		8.509	8.330	7.990	7.600	7.733	(9,1)
<b>Romania</b>							
- Fixed network Access Lines		2.666	2.625	2.597	2.578	2.554	(4,2)
- Broadband Access Lines		840	902	961	1.044	1.063	26,5
- Mobile Customers		7.087	7.059	6.849	6.641	6.595	(6,9)
<b>Hungary</b>							
	1						
- Fixed network Access Lines		1.729	1.690	1.652	1.546	1.523	(11,9)
- Broadband Access Lines		798	811	824	814	818	2,5
- Mobile Customers		5.131	5.147	5.208	4.777	4.773	(7,0)
<b>Poland</b>							
- Mobile Customers		13.276	13.321	13.259	13.175	13.203	(0,5)
<b>Czech Republic</b>							
- Fixed network Access Lines		49	53	69	82	89	81,6
- Broadband Access Lines		49	53	69	82	89	81,6
- Mobile Customers		5.464	5.460	5.475	5.446	5.425	(0,7)
<b>Croatia</b>							
- Fixed network Access Lines		1.446	1.437	1.431	1.418	1.407	(2,7)
- Broadband Access Lines		584	600	629	642	647	10,8
- Mobile Customers		2.779	2.774	2.901	3.006	2.988	7,5
<b>Netherlands</b>							
- Fixed network Access Lines		288	288	289	298	299	3,8
- Broadband Access Lines		288	288	289	288	289	0,3
- Mobile Customers		4.382	4.461	4.526	4.718	4.829	10,2
<b>Slovakia</b>							
- Fixed network Access Lines		1.084	1.072	1.061	1.051	1.039	(4,2)
- Broadband Access Lines		418	424	436	449	453	8,4
- Mobile Customers		2.412	2.407	2.411	2.363	2.349	(2,6)
<b>Austria</b>							
- Mobile Customers		3.653	3.683	3.778	3.833	3.878	6,2
<b>Bulgaria</b>							
- Mobile Customers		3.954	3.886	3.920	3.934	4.035	2,0
<b>Other</b>							
- Fixed network Access Lines		504	500	498	488	482	(4,4)
- Broadband Access Lines		200	207	220	223	226	13,0
- Mobile Customers		3.861	3.845	3.782	3.771	3.668	(5,0)
<b>Total</b>							
- Fixed network Access Lines		11.736	11.524	11.337	11.101	10.929	(6,9)
- Broadband Access Lines Retail		4.078	4.185	4.353	4.482	4.524	10,9
- Wholesale Bundled Access Lines		202	193	180	166	161	(20,3)
- Wholesale Unbundled Access Lines		36	39	44	46	46	27,8
- Mobile Customers		60.507	60.373	60.100	59.264	59.476	(1,7)

1 2 Q1/11 and Q2/11 excl. business subscriber (0,4mn mobile subscriber) and accesses (0,1 mn fixed network lines) from T-Systems Hungary.

## Greece.

### Financials (adjusted for special factors).

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		<b>963</b>	<b>979</b>	<b>937</b>	<b>3.876</b>	<b>863</b>	<b>886</b>	<b>(8,0)</b>	<b>1.960</b>	<b>1.749</b>	<b>(10,8)</b>
-of which Fixed network		579	578	563	2.312	530	523	(9,7)	1.171	1.053	(10,1)
-of which Mobile communications		448	471	429	1.812	379	415	(7,4)	912	794	(12,9)
<b>EBITDA</b>	<b>1</b>	<b>346</b>	<b>376</b>	<b>335</b>	<b>1.433</b>	<b>327</b>	<b>303</b>	<b>(12,4)</b>	<b>722</b>	<b>630</b>	<b>(12,7)</b>
-of which Fixed network		177	174	169	709	161	135	(23,7)	366	296	(19,1)
-of which Mobile communications		154	186	154	666	151	153	(0,6)	326	304	(6,7)
<b>EBITDA margin (EBITDA / total revenue)</b>	%	<b>35,9</b>	<b>38,4</b>	<b>35,8</b>	<b>37,0</b>	<b>37,9</b>	<b>34,2</b>	<b>(1,7p)</b>	<b>36,8</b>	<b>36,0</b>	<b>(0,8p)</b>
-of which Fixed network	%	30,6	30,1	30,0	30,7	30,4	25,8	(4,8p)	31,3	28,1	(3,2p)
-of which Mobile communications	%	34,4	39,5	35,9	36,8	39,8	36,9	2,5p	35,7	38,3	2,6p
<b>Cash capex (as reported)</b>		<b>102</b>	<b>112</b>	<b>111</b>	<b>426</b>	<b>94</b>	<b>84</b>	<b>(17,6)</b>	<b>203</b>	<b>178</b>	<b>(12,3)</b>
-of which Fixed network		57	49	83	237	35	52	(8,8)	105	87	(17,1)
-of which Mobile communications		40	60	23	173	58	27	(32,5)	90	85	(5,6)
<b>Cash contribution</b>		<b>244</b>	<b>264</b>	<b>224</b>	<b>1.007</b>	<b>233</b>	<b>219</b>	<b>(10,2)</b>	<b>519</b>	<b>452</b>	<b>(12,9)</b>
-of which Fixed network		120	125	86	472	126	83	(30,8)	261	209	(19,9)
-of which Mobile communications		114	126	131	493	93	126	10,5	236	219	(7,2)

1 Special factors affecting EBITDA: EUR -22mn in Q2/10, EUR 135mn in Q4/10, EUR 20mn in Q1/11 and EUR 2mn in Q2/11.

## Greece.

## Operational.

	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Fixed network (end of period)</b>											
Fixed network access lines	('000)	3.970	3.858	3.739	3.739	3.640	3.536	(10,9)	3.970	3.536	(10,9)
Broadband retail access lines	('000)	1.095	1.092	1.110	1.110	1.118	1.112	1,6	1.095	1.112	1,6
IPTV	('000)	30	40	50	50	56	54	80,0	30	54	80,0
Wholesale bundled access lines	('000)	44	41	37	37	35	33	(25,0)	44	33	(25,0)
ULLs	('000)	1.160	1.244	1.346	1.346	1.425	1.496	29,0	1.160	1.496	29,0
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	—	0	0	—
<b>Mobile communications (end of period)</b>											
Service revenue	(€ million)	379	389	346	1.498	320	348	(8,2)	763	668	(12,5)
Adj. EBITDA Margin (Service Rev.)	(%)	40,6	47,8	44,5	44,5	47,2	44,0	3,4p	42,7	45,5	2,8p
Customers	('000)	<b>8.509</b>	<b>8.330</b>	<b>7.990</b>	<b>7.990</b>	<b>7.600</b>	<b>7.733</b>	<b>(9,1)</b>	<b>8.509</b>	<b>7.733</b>	<b>(9,1)</b>
- contract	('000)	2.314	2.329	2.311	2.311	2.302	2.276	(1,6)	2.314	2.276	(1,6)
- prepaid	('000)	6.194	6.001	5.679	5.679	5.298	5.456	(11,9)	6.194	5.456	(11,9)
Net Adds	('000)	<b>(305)</b>	<b>(178)</b>	<b>(340)</b>	<b>(1.227)</b>	<b>(391)</b>	<b>133</b>	<b>n.a.</b>	<b>(709)</b>	<b>(258)</b>	<b>63,6</b>
- contract	('000)	8	15	(18)	27	(10)	(25)	n.a.	30	(35)	n.a.
- prepaid	('000)	(313)	(193)	(323)	(1.254)	(381)	158	n.a.	(739)	(223)	69,8
Average monthly churn	(%)	<b>3,5</b>	<b>3,4</b>	<b>3,6</b>	<b>3,5</b>	<b>3,5</b>	<b>1,5</b>	<b>(2,0p)</b>	<b>3,5</b>	<b>2,5</b>	<b>(1,0p)</b>
- contract	(%)	2,4	2,0	2,2	2,2	1,9	1,9	(0,5p)	2,2	1,9	(0,3p)
SAC per gross add	(€)	<b>39</b>	<b>24</b>	<b>29</b>	<b>32</b>	<b>29</b>	<b>31</b>	<b>(20,5)</b>	<b>37</b>	<b>30</b>	<b>(18,9)</b>
- contract	(€)	121	90	101	105	91	105	(13,2)	114	98	(14,0)
- prepaid	(€)	6	3	4	4	5	3	(50,0)	5	4	(20,0)
SRC per retained customer	(€)	<b>63</b>	<b>71</b>	<b>68</b>	<b>68</b>	<b>46</b>	<b>56</b>	<b>(11,1)</b>	<b>67</b>	<b>52</b>	<b>(22,4)</b>
ARPU	(€)	<b>15</b>	<b>15</b>	<b>14</b>	<b>15</b>	<b>13</b>	<b>15</b>	<b>0,0</b>	<b>14</b>	<b>14</b>	<b>0,0</b>
- contract	(€)	40	40	36	39	32	34	(15,0)	40	33	(17,5)
- prepaid	(€)	5	6	6	6	6	7	40,0	5	6	20,0
non-voice % of ARPU	(%)	<b>14</b>	<b>13</b>	<b>15</b>	<b>14</b>	<b>19</b>	<b>19</b>	<b>5p</b>	<b>14</b>	<b>19</b>	<b>5p</b>
MOU per customer	(min)	<b>250</b>	<b>265</b>	<b>286</b>	<b>252</b>	<b>284</b>	<b>316</b>	<b>26,4</b>	<b>230</b>	<b>300</b>	<b>30,4</b>
- contract	(min)	301	322	321	306	311	344	14,3	290	327	12,8

## Romania.

### Financials (adjusted for special factors).

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>	<b>1</b>	<b>293</b>	<b>294</b>	<b>287</b>	<b>1.165</b>	<b>262</b>	<b>274</b>	<b>(6,5)</b>	<b>584</b>	<b>536</b>	<b>(8,2)</b>
-of which Fixed network		181	182	170	717	166	171	(5,5)	365	337	(7,7)
-of which Mobile communications		118	121	125	478	107	115	(2,5)	232	222	(4,3)
<b>EBITDA</b>	<b>2</b>	<b>71</b>	<b>71</b>	<b>67</b>	<b>281</b>	<b>61</b>	<b>68</b>	<b>(4,2)</b>	<b>143</b>	<b>129</b>	<b>(9,8)</b>
-of which Fixed network		46	42	41	187	42	46	0,0	104	88	(15,4)
-of which Mobile communications		25	28	29	96	17	24	(4,0)	39	41	5,1
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>24,2</b>	<b>24,1</b>	<b>23,3</b>	<b>24,1</b>	<b>23,3</b>	<b>24,8</b>	<b>0,6p</b>	<b>24,5</b>	<b>24,1</b>	<b>(0,4p)</b>
-of which Fixed network	<b>%</b>	25,4	23,1	24,1	26,1	25,3	26,9	1,5p	28,5	26,1	(2,4p)
-of which Mobile communications	<b>%</b>	21,2	23,1	23,2	20,1	15,9	20,9	(0,3p)	16,8	18,5	1,7p
<b>Cash capex (as reported)</b>		<b>82</b>	<b>40</b>	<b>50</b>	<b>232</b>	<b>46</b>	<b>38</b>	<b>(53,7)</b>	<b>142</b>	<b>84</b>	<b>(40,8)</b>
-of which Fixed network		41	21	24	126	30	19	(53,7)	81	49	(39,5)
-of which Mobile communications		41	19	26	106	16	19	(53,7)	61	35	(42,6)
<b>Cash contribution</b>		<b>(11)</b>	<b>31</b>	<b>17</b>	<b>49</b>	<b>15</b>	<b>30</b>	<b>n.a.</b>	<b>1</b>	<b>45</b>	<b>n.a.</b>
-of which Fixed network		5	21	17	61	12	27	n.a.	23	39	69,6
-of which Mobile communications		(16)	9	3	(10)	1	5	n.a.	(22)	6	n.a.

1 Total revenue in Q2/11 adjusted for EUR 5mn Special factors.

2 Special factors affecting EBITDA: EUR 17mn in Q2/10, EUR 4mn in Q3/10, EUR 9mn in Q4/10, EUR 20mn in Q1/11 and EUR 16mn in Q2/11.



# Romania.

## Operational.

	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Fixed network (end of period)</b>											
Fixed network access lines	('000)	2.666	2.625	2.597	2.597	2.578	2.554	(4,2)	2.666	2.554	(4,2)
Broadband retail access lines	('000)	840	902	961	961	1.044	1.063	26,5	840	1.063	26,5
IPTV	('000)	12	21	30	30	33	35	n.a.	12	35	n.a.
Wholesale bundled access lines	('000)	0	0	0	0	0	0	–	0	0	–
ULLs	('000)	1	1	1	1	1	1	0,0	1	1	0,0
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	–	0	0	–
<b>Mobile communications (end of period)</b>											
Service revenue	(€ million)	98	99	98	389	93	99	1,0	192	192	0,0
Adj. EBITDA Margin (Service Rev.)	(%)	25,5	28,3	29,6	24,7	18,3	24,2	(1,3p)	20,3	21,4	1,1p
Customers	('000)	<b>7.087</b>	<b>7.059</b>	<b>6.849</b>	<b>6.849</b>	<b>6.641</b>	<b>6.595</b>	<b>(6,9)</b>	<b>7.087</b>	<b>6.595</b>	<b>(6,9)</b>
- contract	('000)	1.512	1.507	1.503	1.503	1.488	1.490	(1,5)	1.512	1.490	(1,5)
- prepaid	('000)	5.575	5.552	5.346	5.346	5.154	5.105	(8,4)	5.575	5.105	(8,4)
Net Adds	('000)	<b>(68)</b>	<b>(28)</b>	<b>(210)</b>	<b>(431)</b>	<b>(208)</b>	<b>(46)</b>	<b>32,4</b>	<b>(193)</b>	<b>(254)</b>	<b>(31,6)</b>
- contract	('000)	(4)	(4)	(4)	(32)	(16)	3	n.a.	(23)	(13)	43,5
- prepaid	('000)	(64)	(24)	(205)	(399)	(192)	(49)	23,4	(170)	(241)	(41,8)
Average monthly churn	(%)	<b>3,5</b>	<b>3,8</b>	<b>4,7</b>	<b>4,0</b>	<b>4,1</b>	<b>3,4</b>	<b>(0,1p)</b>	<b>3,8</b>	<b>3,8</b>	<b>0,0p</b>
- contract	(%)	1,9	1,9	2,3	2,1	2,1	1,5	(0,4p)	2,1	1,8	(0,3p)
SAC per gross add	(€)	<b>9</b>	<b>6</b>	<b>11</b>	<b>9</b>	<b>9</b>	<b>8</b>	<b>(11,1)</b>	<b>9</b>	<b>8</b>	<b>(11,1)</b>
- contract	(€)	72	50	80	69	63	52	(27,8)	72	57	(20,8)
- prepaid	(€)	0	1	1	0	1	1	–	0	1	–
SRC per retained customer	(€)	<b>21</b>	<b>11</b>	<b>11</b>	<b>15</b>	<b>3</b>	<b>32</b>	<b>52,4</b>	<b>18</b>	<b>17</b>	<b>(5,6)</b>
ARPU	(€)	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>0,0</b>	<b>4</b>	<b>5</b>	<b>25,0</b>
- contract	(€)	13	13	13	13	12	13	0,0	12	12	0,0
- prepaid	(€)	2	2	3	2	2	3	50,0	2	3	50,0
non-voice % of ARPU	(%)	<b>5</b>	<b>5</b>	<b>6</b>	<b>5</b>	<b>7</b>	<b>8</b>	<b>3p</b>	<b>5</b>	<b>7</b>	<b>2p</b>
MOU per customer	(min)	<b>212</b>	<b>211</b>	<b>227</b>	<b>214</b>	<b>246</b>	<b>247</b>	<b>16,5</b>	<b>210</b>	<b>247</b>	<b>17,6</b>
- contract	(min)	432	428	442	433	431	439	1,6	430	435	1,2

## Hungary.

### Financials (adjusted for special factors).<sup>1,2</sup>

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>	<b>3</b>	<b>402</b>	<b>390</b>	<b>323</b>	<b>1.517</b>	<b>352</b>	<b>370</b>	<b>(8,0)</b>	<b>804</b>	<b>722</b>	<b>(10,2)</b>
-of which Fixed network		168	158	131	631	149	152	(9,5)	342	301	(12,0)
-of which Mobile communications		226	229	182	856	194	208	(8,0)	445	402	(9,7)
<b>EBITDA</b>	<b>4</b>	<b>171</b>	<b>174</b>	<b>60</b>	<b>567</b>	<b>145</b>	<b>144</b>	<b>(15,8)</b>	<b>333</b>	<b>289</b>	<b>(13,2)</b>
-of which Fixed network		70	70	27	237	57	57	(18,6)	140	114	(18,6)
-of which Mobile communications		110	118	45	377	89	93	(15,5)	214	182	(15,0)
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>42,5</b>	<b>44,6</b>	<b>18,6</b>	<b>37,4</b>	<b>41,2</b>	<b>38,9</b>	<b>(3,6p)</b>	<b>41,4</b>	<b>40,0</b>	<b>(1,4p)</b>
-of which Fixed network	<b>%</b>	41,7	44,3	20,6	37,6	38,3	37,5	(4,2p)	40,9	37,9	(3,0p)
-of which Mobile communications	<b>%</b>	48,7	51,5	24,7	44,0	45,9	44,7	(4,0p)	48,1	45,3	(2,8p)
<b>Cash capex (as reported)</b>		<b>49</b>	<b>49</b>	<b>78</b>	<b>241</b>	<b>53</b>	<b>42</b>	<b>(14,3)</b>	<b>114</b>	<b>95</b>	<b>(16,7)</b>
-of which Fixed network		37	34	42	156	37	27	(27,0)	80	64	(20,0)
-of which Mobile communications		11	13	32	75	11	14	27,3	30	25	(16,7)
<b>Cash contribution</b>		<b>122</b>	<b>125</b>	<b>(18)</b>	<b>326</b>	<b>92</b>	<b>102</b>	<b>(16,4)</b>	<b>219</b>	<b>194</b>	<b>(11,4)</b>
-of which Fixed network		33	36	(15)	81	20	30	(9,1)	60	50	(16,7)
-of which Mobile communications		99	105	13	302	78	79	(20,2)	184	157	(14,7)

1 Since 1.1.2011 Total revenue and Service revenue as well as derived KPIs (EBITDA margins, ARPU) are shown without country-internal revenues as Fixed Network and Mobile Communications have been integrated.

Prior-year figures are adjusted accordingly on a pro forma basis.

2 As of 01.01.2011, business subscribers (Mobile communications) and business accesses (Fixed network) are reclassified to Systems Solutions.

3 Total revenue affected by Hungarian Telecommunication Tax, introduced in Q4/10 retroactively for 2010.

4 Special factors affecting EBITDA: EUR 8mn in Q2/10, EUR 4mn in Q3/10, EUR 13mn in Q4/10, EUR 4mn in Q1/11 and 39 EURmn in Q2/11.

# Hungary.

## Operational.<sup>1,2</sup>

	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Fixed network (end of period)</b>											
Fixed network access lines	('000)	1.729	1.690	1.652	1.652	1.546	1.523	(11,9)	1.729	1.523	(11,9)
Broadband retail access lines	('000)	655	672	693	693	695	703	7,3	655	703	7,3
IPTV	('000)	88	103	125	125	146	164	86,4	88	164	86,4
Wholesale bundled access lines	('000)	123	117	106	106	94	89	(27,6)	123	89	(27,6)
ULLs	('000)	19	20	20	20	23	22	15,8	19	22	15,8
Wholesale unbundled access lines	('000)	20	22	25	25	25	25	25,0	20	25	25,0
<b>Mobile communications (end of period)</b>											
Service revenue	(€ million)	208	210	208	828	177	191	(8,2)	410	368	(10,2)
Adj. EBITDA Margin (Service Rev.)	(%)	52,9	56,2	21,6	45,5	50,3	48,7	(4,2p)	52,2	49,5	(2,7p)
Customers	('000)	<b>5.131</b>	<b>5.147</b>	<b>5.208</b>	<b>5.208</b>	<b>4.777</b>	<b>4.773</b>	<b>(7,0)</b>	<b>5.131</b>	<b>4.773</b>	<b>(7,0)</b>
- contract	('000)	2.385	2.432	2.513	2.513	2.095	2.126	(10,9)	2.385	2.126	(10,9)
- prepaid	('000)	2.747	2.715	2.695	2.695	2.682	2.647	(3,6)	2.747	2.647	(3,6)
Net Adds	('000)	<b>11</b>	<b>15</b>	<b>62</b>	<b>89</b>	<b>(2)</b>	<b>(4)</b>	<b>n.a.</b>	<b>12</b>	<b>(6)</b>	<b>n.a.</b>
- contract	('000)	35	47	81	208	11	32	(8,6)	80	43	(46,3)
- prepaid	('000)	(24)	(31)	(20)	(119)	(13)	(35)	(45,8)	(68)	(48)	29,4
Average monthly churn	(%)	<b>1,6</b>	<b>1,6</b>	<b>1,7</b>	<b>1,6</b>	<b>1,5</b>	<b>1,6</b>	<b>0,0p</b>	<b>1,6</b>	<b>1,6</b>	<b>0,0p</b>
- contract	(%)	1,2	1,1	1,0	1,1	1,4	1,2	0,0p	1,2	1,3	0,1p
SAC per gross add	(€)	<b>23</b>	<b>22</b>	<b>22</b>	<b>24</b>	<b>18</b>	<b>21</b>	<b>(8,7)</b>	<b>26</b>	<b>19</b>	<b>(26,9)</b>
- contract	(€)	47	45	43	47	41	41	(12,8)	50	41	(18,0)
- prepaid	(€)	5	4	6	5	1	4	(20,0)	5	2	(60,0)
SRC per retained customer	(€)	<b>64</b>	<b>59</b>	<b>55</b>	<b>61</b>	<b>57</b>	<b>67</b>	<b>4,7</b>	<b>67</b>	<b>62</b>	<b>(7,5)</b>
ARPU	(€)	<b>14</b>	<b>14</b>	<b>13</b>	<b>13</b>	<b>12</b>	<b>13</b>	<b>(7,1)</b>	<b>13</b>	<b>13</b>	<b>0,0</b>
- contract	(€)	22	22	21	22	21	23	4,5	22	22	0,0
- prepaid	(€)	6	6	6	6	5	6	0,0	6	6	0,0
non-voice % of ARPU	(%)	<b>21</b>	<b>21</b>	<b>22</b>	<b>21</b>	<b>21</b>	<b>21</b>	<b>0p</b>	<b>20</b>	<b>21</b>	<b>1p</b>
MOU per customer	(min)	<b>170</b>	<b>171</b>	<b>171</b>	<b>168</b>	<b>152</b>	<b>164</b>	<b>(3,5)</b>	<b>165</b>	<b>158</b>	<b>(4,2)</b>
- contract	(min)	283	279	276	277	260	281	(0,7)	276	270	(2,2)

1 Since 1.1.2011 Total revenue and Service revenue as well as derived KPIs (EBITDA margins, ARPU) are shown without country-internal revenues as Fixed Network and Mobile Communications have been integrated.

Prior-year figures are adjusted accordingly on a pro forma basis.

2 Q1/11 and Q2/11 excl. business subscriber (0,4mn mobile subscriber) and accesses (0,1 mn fixed network lines) from T-Systems Hungary.

## Poland.

### Financials (adjusted for special factors).

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		451	472	475	1.839	440	453	0,4	892	893	0,1
<b>EBITDA</b>		176	159	187	691	144	176	0,0	345	320	(7,2)
EBITDA margin (EBITDA / total revenue)	%	39,0	33,7	39,4	37,6	32,7	38,9	(0,1p)	38,7	35,8	(2,9p)
<b>Cash capex (as reported)</b>		35	48	58	198	39	32	(8,6)	92	71	(22,8)
<b>Cash contribution</b>		141	111	129	493	105	144	2,1	253	249	(1,6)

### Operational.

		Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
Mobile communications (end of period)											
Service revenue	(€ million)	434	448	449	1.748	416	423	(2,5)	851	839	(1,4)
Adj. EBITDA Margin (Service Rev.)	(%)	40,6	35,5	41,6	39,5	34,6	41,6	1,0p	40,5	38,1	(2,4p)
Customers	('000)	13.276	13.321	13.259	13.259	13.175	13.203	(0,5)	13.276	13.203	(0,5)
- contract	('000)	6.763	6.814	6.796	6.796	6.717	6.698	(1,0)	6.763	6.698	(1,0)
- prepaid	('000)	6.512	6.507	6.463	6.463	6.458	6.504	(0,1)	6.512	6.504	(0,1)
Net Adds	('000)	(86)	46	(62)	(241)	(84)	27	n.a.	(224)	(56)	75,0
- contract	('000)	42	51	(18)	140	(23)	(19)	n.a.	108	(42)	n.a.
- prepaid	('000)	(127)	(5)	(44)	(381)	(61)	46	n.a.	(331)	(15)	95,5
Average monthly churn	(%)	2,9	2,8	2,9	2,9	3,0	2,7	(0,2p)	2,9	2,8	(0,1p)
- contract	(%)	0,9	0,8	1,1	1,0	1,1	1,0	0,1p	1,0	1,1	0,1p
SAC per gross add	(€)	21	24	27	23	24	20	(4,8)	21	22	4,8
- contract	(€)	105	127	133	112	127	109	3,8	94	118	25,5
- prepaid	(€)	2	3	2	2	2	1	(50,0)	2	2	0,0
SRC per retained customer	(€)	81	93	82	81	86	74	(8,6)	74	81	9,5
ARPU	(€)	11	11	11	11	10	11	0,0	11	11	0,0
- contract	(€)	17	18	18	17	17	17	0,0	17	17	0,0
- prepaid	(€)	4	5	4	4	4	4	0,0	4	4	0,0
non-voice % of ARPU	(%)	25	26	28	26	27	27	2p	25	27	2p
MOU per customer	(min)	134	136	139	134	135	140	4,5	129	137	6,2
- contract	(min)	209	210	216	209	211	219	4,8	205	215	4,9

## Czech Republic.

### Financials (adjusted for special factors).

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		<b>291</b>	<b>296</b>	<b>291</b>	<b>1.157</b>	<b>268</b>	<b>282</b>	<b>(3,1)</b>	<b>570</b>	<b>550</b>	<b>(3,5)</b>
<b>EBITDA</b>	<b>1</b>	<b>139</b>	<b>143</b>	<b>134</b>	<b>551</b>	<b>136</b>	<b>139</b>	<b>0,0</b>	<b>274</b>	<b>275</b>	<b>0,4</b>
EBITDA margin (EBITDA / total revenue)	%	47,8	48,3	46,0	47,6	50,7	49,3	1,5p	48,1	50,0	1,9p
<b>Cash capex (as reported)</b>		<b>18</b>	<b>18</b>	<b>38</b>	<b>118</b>	<b>70</b>	<b>17</b>	<b>(5,6)</b>	<b>62</b>	<b>87</b>	<b>40,3</b>
<b>Cash contribution</b>		<b>121</b>	<b>125</b>	<b>96</b>	<b>433</b>	<b>66</b>	<b>122</b>	<b>0,0</b>	<b>212</b>	<b>188</b>	<b>(11,3)</b>

### Operational.

		Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Fixed network (end of period)</b>											
Fixed network access lines	('000)	49	53	69	69	82	89	81,6	49	89	81,6
Broadband retail access lines	('000)	49	53	69	69	82	89	81,6	49	89	81,6
IPTV	('000)	0	0	0	0	0	0	–	0	0	–
Wholesale bundled access lines	('000)	0	0	0	0	0	0	–	0	0	–
ULLs	('000)	0	0	0	0	0	0	–	0	0	–
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	–	0	0	–
<b>Mobile communications (end of period)</b>											
Service revenue	(€ million)	273	276	269	1.080	248	263	(3,7)	535	511	(4,5)
Adj. EBITDA Margin (Service Rev.)	(%)	50,9	51,8	49,8	51,0	54,8	52,9	2,0p	51,2	53,8	2,6p
Customers	('000)	<b>5.464</b>	<b>5.460</b>	<b>5.475</b>	<b>5.475</b>	<b>5.446</b>	<b>5.425</b>	<b>(0,7)</b>	<b>5.464</b>	<b>5.425</b>	<b>(0,7)</b>
- contract	('000)	2.730	2.750	2.778	2.778	2.798	2.823	3,4	2.730	2.823	3,4
- prepaid	('000)	2.734	2.710	2.696	2.696	2.648	2.602	(4,8)	2.734	2.602	(4,8)
Net Adds	('000)	<b>16</b>	<b>(5)</b>	<b>15</b>	<b>19</b>	<b>(21)</b>	<b>(21)</b>	<b>n.a.</b>	<b>8</b>	<b>(42)</b>	<b>n.a.</b>
- contract	('000)	30	20	28	126	27	25	(16,7)	78	52	(33,3)
- prepaid	('000)	(14)	(24)	(14)	(108)	(48)	(46)	n.a.	(70)	(94)	(34,3)
Average monthly churn	(%)	<b>1,3</b>	<b>1,4</b>	<b>1,4</b>	<b>1,3</b>	<b>1,3</b>	<b>1,3</b>	<b>0,0p</b>	<b>1,3</b>	<b>1,3</b>	<b>0,0p</b>
- contract	(%)	0,4	0,5	0,5	0,5	0,5	0,5	0,1p	0,4	0,5	0,1p
SAC per gross add	(€)	<b>31</b>	<b>29</b>	<b>32</b>	<b>31</b>	<b>31</b>	<b>33</b>	<b>6,5</b>	<b>32</b>	<b>32</b>	<b>0,0</b>
- contract	(€)	81	82	78	80	73	75	(7,4)	80	74	(7,5)
- prepaid	(€)	2	1	2	1	-1	1	(50,0)	2	0	(100,0)
SRC per retained customer	(€)	<b>23</b>	<b>22</b>	<b>23</b>	<b>23</b>	<b>26</b>	<b>28</b>	<b>21,7</b>	<b>24</b>	<b>27</b>	<b>12,5</b>
ARPU	(€)	<b>17</b>	<b>17</b>	<b>16</b>	<b>17</b>	<b>15</b>	<b>16</b>	<b>(5,9)</b>	<b>16</b>	<b>16</b>	<b>0,0</b>
- contract	(€)	27	27	26	26	24	25	(7,4)	26	24	(7,7)
- prepaid	(€)	7	7	7	7	6	7	0,0	7	6	(14,3)
non-voice % of ARPU	(%)	<b>23</b>	<b>24</b>	<b>24</b>	<b>24</b>	<b>24</b>	<b>24</b>	<b>1p</b>	<b>23</b>	<b>24</b>	<b>1p</b>
MOU per customer	(min)	<b>126</b>	<b>121</b>	<b>127</b>	<b>123</b>	<b>122</b>	<b>128</b>	<b>1,6</b>	<b>121</b>	<b>125</b>	<b>3,3</b>
- contract	(min)	210	202	210	205	203	210	0,0	204	206	1,0

1 Special factors affecting EBITDA: EUR 1 mn in Q3/10 and EUR 1 mn in Q4/10.

## Netherlands.

### Financials (adjusted for special factors).

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		<b>448</b>	<b>450</b>	<b>427</b>	<b>1.767</b>	<b>418</b>	<b>436</b>	<b>(2,7)</b>	<b>890</b>	<b>854</b>	<b>(4,0)</b>
<b>EBITDA</b>	<b>1</b>	<b>139</b>	<b>98</b>	<b>122</b>	<b>461</b>	<b>82</b>	<b>128</b>	<b>(7,9)</b>	<b>241</b>	<b>210</b>	<b>(12,9)</b>
EBITDA margin (EBITDA / total revenue)	%	31,0	21,8	28,6	26,1	19,6	29,4	(1,6p)	27,1	24,6	(2,5p)
<b>Cash capex (as reported)</b>		<b>57</b>	<b>37</b>	<b>34</b>	<b>142</b>	<b>54</b>	<b>43</b>	<b>(24,6)</b>	<b>71</b>	<b>97</b>	<b>36,6</b>
<b>Cash contribution</b>		<b>82</b>	<b>61</b>	<b>88</b>	<b>319</b>	<b>28</b>	<b>85</b>	<b>3,7</b>	<b>170</b>	<b>113</b>	<b>(33,5)</b>

### Operational.

		Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Fixed network (end of period)</b>											
Fixed network access lines	('000)	288	288	289	289	298	299	3,8	288	299	3,8
Broadband retail access lines	('000)	288	288	289	289	288	289	0,3	288	289	0,3
IPTV	('000)	0	0	0	0	7	0	–	0	0	–
Wholesale bundled access lines	('000)	0	0	0	0	0	0	–	0	0	–
ULLs	('000)	0	0	0	0	0	0	–	0	0	–
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	–	0	0	–
<b>Mobile communications (end of period)</b>											
Service revenue	(€ million)	383	371	360	1.481	342	357	(6,8)	750	699	(6,8)
Adj. EBITDA Margin (Service Rev.)	(%)	36,3	26,4	33,9	31,1	24,0	35,9	(0,4p)	32,1	30,0	(2,1p)
<b>Customers</b>	<b>('000)</b>	<b>4.382</b>	<b>4.461</b>	<b>4.526</b>	<b>4.526</b>	<b>4.718</b>	<b>4.829</b>	<b>10,2</b>	<b>4.382</b>	<b>4.829</b>	<b>10,2</b>
- contract	('000)	2.536	2.607	2.650	2.650	2.790	2.832	11,7	2.536	2.832	11,7
- prepaid	('000)	1.846	1.854	1.876	1.876	1.929	1.997	8,2	1.846	1.997	8,2
<b>Net Adds</b>	<b>('000)</b>	<b>(9)</b>	<b>78</b>	<b>66</b>	<b>(65)</b>	<b>113</b>	<b>111</b>	<b>n.a.</b>	<b>(209)</b>	<b>224</b>	<b>n.a.</b>
- contract	('000)	76	70	43	244	61	42	(44,7)	131	103	(21,4)
- prepaid	('000)	(86)	8	22	(310)	52	68	n.a.	(340)	121	n.a.
<b>Average monthly churn</b>	<b>(%)</b>	<b>2,7</b>	<b>2,5</b>	<b>2,5</b>	<b>2,9</b>	<b>2,6</b>	<b>2,5</b>	<b>(0,2p)</b>	<b>3,3</b>	<b>2,5</b>	<b>(0,8p)</b>
- contract	(%)	1,0	1,1	1,2	1,2	1,3	1,3	0,3p	1,2	1,3	0,1p
<b>SAC per gross add</b>	<b>(€)</b>	<b>117</b>	<b>130</b>	<b>97</b>	<b>120</b>	<b>92</b>	<b>86</b>	<b>(26,5)</b>	<b>127</b>	<b>89</b>	<b>(29,9)</b>
- contract	(€)	231	297	250	261	213	212	(8,2)	247	212	(14,2)
- prepaid	(€)	22	19	8	17	18	22	0,0	22	20	(9,1)
<b>SRC per retained customer</b>	<b>(€)</b>	<b>176</b>	<b>202</b>	<b>154</b>	<b>176</b>	<b>208</b>	<b>187</b>	<b>6,3</b>	<b>171</b>	<b>199</b>	<b>16,4</b>
<b>ARPU</b>	<b>(€)</b>	<b>29</b>	<b>28</b>	<b>27</b>	<b>28</b>	<b>25</b>	<b>25</b>	<b>(13,8)</b>	<b>28</b>	<b>25</b>	<b>(10,7)</b>
- contract	(€)	45	43	41	43	38	39	(13,3)	45	38	(15,6)
- prepaid	(€)	8	7	7	7	5	6	(25,0)	7	5	(28,6)
<b>non-voice % of ARPU</b>	<b>(%)</b>	<b>28</b>	<b>29</b>	<b>30</b>	<b>29</b>	<b>35</b>	<b>34</b>	<b>6p</b>	<b>28</b>	<b>35</b>	<b>7p</b>
<b>MOU per customer</b>	<b>(min)</b>	<b>151</b>	<b>145</b>	<b>152</b>	<b>147</b>	<b>145</b>	<b>144</b>	<b>(4,6)</b>	<b>145</b>	<b>144</b>	<b>(0,7)</b>
- contract	(min)	240	226	237	235	225	223	(7,1)	239	224	(6,3)

1 Special factors affecting EBITDA: EUR 7mn in Q2/10, EUR 1mn in Q3/10, EUR 4mn in Q4/10 and EUR 6mn in Q2/11.

## Croatia.

### Financials (adjusted for special factors).<sup>1</sup>

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		<b>289</b>	<b>314</b>	<b>278</b>	<b>1.148</b>	<b>256</b>	<b>269</b>	<b>(6,9)</b>	<b>556</b>	<b>525</b>	<b>(5,6)</b>
-of which Fixed network		163	167	166	650	155	158	(3,1)	317	313	(1,3)
-of which Mobile communications		127	147	112	498	101	111	(12,6)	239	212	(11,3)
<b>EBITDA</b>	<b>2</b>	<b>124</b>	<b>157</b>	<b>113</b>	<b>507</b>	<b>104</b>	<b>122</b>	<b>(1,6)</b>	<b>237</b>	<b>226</b>	<b>(4,6)</b>
-of which Fixed network		66	78	76	286	70	68	3,0	132	138	4,5
-of which Mobile communications		58	78	38	221	34	53	(8,6)	105	87	(17,1)
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>42,9</b>	<b>50,0</b>	<b>40,6</b>	<b>44,2</b>	<b>40,6</b>	<b>45,4</b>	<b>2,5p</b>	<b>42,6</b>	<b>43,0</b>	<b>0,4p</b>
-of which Fixed network	<b>%</b>	40,5	46,7	45,8	44,0	45,2	43,0	2,5p	41,6	44,1	2,5p
-of which Mobile communications	<b>%</b>	45,7	53,1	33,9	44,4	33,7	47,7	2,0p	43,9	41,0	(2,9p)
<b>Cash capex (as reported)</b>		<b>30</b>	<b>33</b>	<b>64</b>	<b>167</b>	<b>35</b>	<b>32</b>	<b>6,7</b>	<b>70</b>	<b>67</b>	<b>(4,3)</b>
-of which Fixed network		19	27	41	116	23	23	21,1	48	46	(4,2)
-of which Mobile communications		11	6	23	51	12	10	(9,1)	22	22	0,0
<b>Cash contribution</b>		<b>94</b>	<b>124</b>	<b>49</b>	<b>340</b>	<b>69</b>	<b>90</b>	<b>(4,3)</b>	<b>167</b>	<b>159</b>	<b>(4,8)</b>
-of which Fixed network		47	51	35	170	47	45	(4,3)	84	92	9,5
-of which Mobile communications		47	72	15	170	22	43	(8,5)	83	65	(21,7)

<sup>1</sup> Since 1.1.2011 Total revenue and Service revenue as well as derived KPIs (EBITDA margins, ARPU) are shown without country-internal revenues as Fixed Network and Mobile Communications have been integrated.

Prior-year figures are adjusted accordingly on a pro forma basis.

<sup>2</sup> Special factors affecting EBITDA: EUR 4mn in Q4/10.

## Croatia.

Operational.<sup>1</sup>

	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Fixed network (end of period)</b>											
Fixed network access lines	('000)	1.446	1.437	1.431	1.431	1.418	1.407	(2,7)	1.446	1.407	(2,7)
Broadband retail access lines	('000)	584	600	629	629	642	647	10,8	584	647	10,8
IPTV	('000)	257	271	297	297	310	312	21,4	257	312	21,4
Wholesale bundled access lines	('000)	0	0	0	0	0	1	—	0	1	—
ULLs	('000)	126	130	133	133	138	141	11,9	126	141	11,9
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	—	0	0	—
<b>Mobile communications (end of period)</b>											
Service revenue	(€ million)	113	133	96	442	89	100	(11,5)	213	189	(11,3)
Adj. EBITDA Margin (Service Rev.)	(%)	51,3	58,6	39,6	50,0	38,2	53,0	1,7p	49,3	46,0	(3,3p)
Customers	('000)	<b>2.779</b>	<b>2.774</b>	<b>2.901</b>	<b>2.901</b>	<b>3.006</b>	<b>2.988</b>	<b>7,5</b>	<b>2.779</b>	<b>2.988</b>	<b>7,5</b>
- contract	('000)	966	984	1.003	1.003	1.023	1.038	7,5	966	1.038	7,5
- prepaid	('000)	1.813	1.790	1.898	1.898	1.982	1.950	7,6	1.813	1.950	7,6
Net Adds	('000)	<b>(19)</b>	<b>(5)</b>	<b>127</b>	<b>42</b>	<b>104</b>	<b>(17)</b>	<b>10,5</b>	<b>(80)</b>	<b>87</b>	<b>n.a.</b>
- contract	('000)	22	18	19	83	20	15	(31,8)	46	35	(23,9)
- prepaid	('000)	(41)	(23)	108	(41)	84	(32)	22,0	(126)	52	n.a.
Average monthly churn	(%)	<b>2,6</b>	<b>2,4</b>	<b>1,7</b>	<b>2,3</b>	<b>1,2</b>	<b>2,3</b>	<b>(0,3p)</b>	<b>2,5</b>	<b>1,7</b>	<b>(0,8p)</b>
- contract	(%)	1,0	1,1	1,0	1,0	1,1	1,0	0,0p	1,0	1,1	0,1p
SAC per gross add	(€)	<b>30</b>	<b>20</b>	<b>14</b>	<b>22</b>	<b>25</b>	<b>20</b>	<b>(33,3)</b>	<b>29</b>	<b>23</b>	<b>(20,7)</b>
- contract	(€)	73	57	52	65	81	70	(4,1)	75	76	1,3
- prepaid	(€)	21	12	8	13	14	8	(61,9)	18	11	(38,9)
SRC per retained customer	(€)	<b>84</b>	<b>67</b>	<b>81</b>	<b>79</b>	<b>133</b>	<b>111</b>	<b>32,1</b>	<b>83</b>	<b>124</b>	<b>49,4</b>
ARPU	(€)	<b>14</b>	<b>16</b>	<b>11</b>	<b>13</b>	<b>10</b>	<b>11</b>	<b>(21,4)</b>	<b>13</b>	<b>11</b>	<b>(15,4)</b>
- contract	(€)	27	32	21	26	20	23	(14,8)	25	21	(16,0)
- prepaid	(€)	7	7	6	6	5	5	(28,6)	6	5	(16,7)
non-voice % of ARPU	(%)	<b>25</b>	<b>27</b>	<b>25</b>	<b>26</b>	<b>27</b>	<b>26</b>	<b>1p</b>	<b>25</b>	<b>26</b>	<b>1p</b>
MOU per customer	(min)	<b>115</b>	<b>118</b>	<b>122</b>	<b>115</b>	<b>103</b>	<b>118</b>	<b>2,6</b>	<b>109</b>	<b>110</b>	<b>0,9</b>
- contract	(min)	228	224	218	222	200	232	1,8	222	216	(2,7)

<sup>1</sup> Since 1.1.2011 Total revenue and Service revenue as well as derived KPIs (EBITDA margins, ARPU) are shown without country-internal revenues as Fixed Network and Mobile Communications have been integrated.

Prior-year figures are adjusted accordingly on a pro forma basis.



## Slovakia.

### Financials (adjusted for special factors).<sup>1</sup>

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>	<b>2</b>	<b>233</b>	<b>239</b>	<b>232</b>	<b>934</b>	<b>214</b>	<b>230</b>	<b>(1,3)</b>	<b>463</b>	<b>444</b>	<b>(4,1)</b>
-of which Fixed network		110	114	110	442	102	115	4,5	218	217	(0,5)
-of which Mobile communications		123	125	123	493	112	115	(6,5)	245	227	(7,3)
<b>EBITDA</b>	<b>3</b>	<b>105</b>	<b>109</b>	<b>82</b>	<b>403</b>	<b>95</b>	<b>100</b>	<b>(4,8)</b>	<b>212</b>	<b>195</b>	<b>(8,0)</b>
-of which Fixed network		45	44	36	173	41	44	(2,2)	93	85	(8,6)
-of which Mobile communications		61	63	46	229	54	56	(8,2)	120	110	(8,3)
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>45,1</b>	<b>45,6</b>	<b>35,3</b>	<b>43,1</b>	<b>44,4</b>	<b>43,5</b>	<b>(1,6p)</b>	<b>45,8</b>	<b>43,9</b>	<b>(1,9p)</b>
-of which Fixed network	%	40,9	38,6	32,7	39,1	40,2	38,3	(2,6p)	42,7	39,2	(3,5p)
-of which Mobile communications	%	49,6	50,4	37,4	46,5	48,2	48,7	(0,9p)	49,0	48,5	(0,5p)
<b>Cash capex (as reported)</b>		<b>26</b>	<b>15</b>	<b>49</b>	<b>144</b>	<b>48</b>	<b>26</b>	<b>0,0</b>	<b>80</b>	<b>74</b>	<b>(7,5)</b>
-of which Fixed network		16	11	29	82	29	12	(25,0)	42	41	(2,4)
-of which Mobile communications		10	4	20	62	20	13	30,0	38	33	(13,2)
<b>Cash contribution</b>		<b>79</b>	<b>94</b>	<b>33</b>	<b>259</b>	<b>47</b>	<b>74</b>	<b>(6,3)</b>	<b>132</b>	<b>121</b>	<b>(8,3)</b>
-of which Fixed network		29	33	7	91	12	32	10,3	51	44	(13,7)
-of which Mobile communications		51	59	26	167	34	43	(15,7)	82	77	(6,1)

<sup>1</sup> Since 1.1.2011 Total revenue and Service revenue as well as derived KPIs (EBITDA margins, ARPU) are shown without country-internal revenues as Fixed network and Mobile communications have been integrated.

Prior-year figures are adjusted accordingly on a pro forma basis.

<sup>2</sup> Total revenue in Q1/11 adjusted for EUR 12mn Special factors (almost completely related to Fixed Network).

<sup>3</sup> Special factors affecting EBITDA: EUR 2mn in Q2/10, EUR 3mn in Q3/10, EUR 5mn in Q4/10, EUR 14mn in Q1/11 (thereof EUR 12mn resulting from Total revenue) and EUR 3mn in Q2/11.

## Slovakia.

Operational.<sup>1</sup>

	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
Fixed network (end of period)											
Fixed network access lines	('000)	1.084	1.072	1.061	1.061	1.051	1.039	(4,2)	1.084	1.039	(4,2)
Broadband retail access lines	('000)	387	392	402	402	413	417	7,8	387	417	7,8
IPTV	('000)	73	77	82	82	86	89	21,9	73	89	21,9
Wholesale bundled access lines	('000)	15	15	15	15	15	15	0,0	15	15	0,0
ULLs	('000)	0	0	0	0	0	0	—	0	0	—
Wholesale unbundled access lines	('000)	16	17	19	19	20	21	31,3	16	21	31,3
Mobile communications (end of period)											
Service revenue	(€ million)	115	116	112	455	104	106	(7,8)	227	210	(7,5)
Adj. EBITDA Margin (Service Rev.)	(%)	53,0	54,3	41,1	50,3	51,9	52,8	(0,2p)	52,9	52,4	(0,5p)
Customers	('000)	<b>2.412</b>	<b>2.407</b>	<b>2.411</b>	<b>2.411</b>	<b>2.363</b>	<b>2.349</b>	<b>(2,6)</b>	<b>2.412</b>	<b>2.349</b>	<b>(2,6)</b>
- contract	('000)	1.405	1.424	1.443	1.443	1.439	1.444	2,8	1.405	1.444	2,8
- prepaid	('000)	1.007	983	967	967	923	905	(10,1)	1.007	905	(10,1)
Net Adds	('000)	<b>13</b>	<b>(6)</b>	<b>4</b>	<b>35</b>	<b>(48)</b>	<b>(14)</b>	<b>n.a.</b>	<b>36</b>	<b>(62)</b>	<b>n.a.</b>
- contract	('000)	16	18	20	50	(4)	4	(75,0)	12	0	(100,0)
- prepaid	('000)	(3)	(24)	(15)	(15)	(44)	(18)	n.a.	25	(62)	n.a.
Average monthly churn	(%)	<b>1,1</b>	<b>1,2</b>	<b>1,3</b>	<b>1,3</b>	<b>1,6</b>	<b>1,2</b>	<b>0,1p</b>	<b>1,5</b>	<b>1,4</b>	<b>(0,1p)</b>
- contract	(%)	0,7	0,8	0,9	0,9	1,1	0,9	0,2p	0,9	1,0	0,1p
SAC per gross add	(€)	<b>35</b>	<b>41</b>	<b>50</b>	<b>35</b>	<b>48</b>	<b>33</b>	<b>(5,7)</b>	<b>27</b>	<b>40</b>	<b>48,1</b>
- contract	(€)	104	89	107	100	90	71	(31,7)	101	80	(20,8)
- prepaid	(€)	1	1	2	1	2	1	0,0	1	1	0,0
SRC per retained customer	(€)	<b>82</b>	<b>81</b>	<b>80</b>	<b>83</b>	<b>79</b>	<b>88</b>	<b>7,3</b>	<b>86</b>	<b>83</b>	<b>(3,5)</b>
ARPU	(€)	<b>16</b>	<b>16</b>	<b>16</b>	<b>16</b>	<b>15</b>	<b>15</b>	<b>(6,3)</b>	<b>16</b>	<b>15</b>	<b>(6,3)</b>
- contract	(€)	24	24	23	24	21	22	(8,3)	24	22	(8,3)
- prepaid	(€)	5	5	5	5	4	4	(20,0)	5	4	(20,0)
non-voice % of ARPU	(%)	<b>20</b>	<b>21</b>	<b>22</b>	<b>21</b>	<b>23</b>	<b>22</b>	<b>2p</b>	<b>21</b>	<b>22</b>	<b>1p</b>
MOU per customer	(min)	<b>127</b>	<b>123</b>	<b>127</b>	<b>125</b>	<b>121</b>	<b>126</b>	<b>(0,8)</b>	<b>125</b>	<b>124</b>	<b>(0,8)</b>
- contract	(min)	196	189	193	191	183	187	(4,6)	191	185	(3,1)

<sup>1</sup> Since 1.1.2011 Total revenue and Service revenue as well as derived KPIs (EBITDA margins, ARPU) are shown without country-internal revenues as Fixed network and Mobile communications have been integrated.

Prior-year figures are adjusted accordingly on a pro forma basis.

## Austria.

### Financials (adjusted for special factors).

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		<b>243</b>	<b>254</b>	<b>238</b>	<b>983</b>	<b>229</b>	<b>227</b>	<b>(6,6)</b>	<b>491</b>	<b>456</b>	<b>(7,1)</b>
<b>EBITDA</b>		<b>61</b>	<b>69</b>	<b>70</b>	<b>283</b>	<b>60</b>	<b>68</b>	<b>11,5</b>	<b>144</b>	<b>128</b>	<b>(11,1)</b>
EBITDA margin (EBITDA / total revenue)	%	25,1	27,2	29,4	28,8	26,2	30,0	4,9p	29,3	28,1	(1,2p)
<b>Cash capex (as reported)</b>		<b>13</b>	<b>14</b>	<b>62</b>	<b>116</b>	<b>24</b>	<b>20</b>	<b>53,8</b>	<b>40</b>	<b>44</b>	<b>10,0</b>
<b>Cash contribution</b>		<b>48</b>	<b>55</b>	<b>8</b>	<b>167</b>	<b>36</b>	<b>48</b>	<b>0,0</b>	<b>104</b>	<b>84</b>	<b>(19,2)</b>

### Operational.

		Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
Mobile communications (end of period)											
Service revenue	(€ million)	<b>232</b>	<b>236</b>	<b>223</b>	<b>926</b>	<b>218</b>	<b>215</b>	<b>(7,3)</b>	<b>467</b>	<b>433</b>	<b>(7,3)</b>
Adj. EBITDA Margin (Service Rev.)	(%)	26,3	29,2	31,4	30,6	27,5	31,6	5,3p	30,8	29,6	(1,2p)
Customers	('000)	<b>3.653</b>	<b>3.683</b>	<b>3.778</b>	<b>3.778</b>	<b>3.833</b>	<b>3.878</b>	<b>6,2</b>	<b>3.653</b>	<b>3.878</b>	<b>6,2</b>
- contract	('000)	2.340	2.334	2.382	2.382	2.397	2.410	3,0	2.340	2.410	3,0
- prepaid	('000)	1.313	1.349	1.396	1.396	1.435	1.468	11,8	1.313	1.468	11,8
Net Adds	('000)	<b>26</b>	<b>31</b>	<b>95</b>	<b>179</b>	<b>54</b>	<b>45</b>	<b>73,1</b>	<b>53</b>	<b>100</b>	<b>88,7</b>
- contract	('000)	12	(6)	48	56	15	12	0,0	13	28	n.a.
- prepaid	('000)	15	36	47	124	39	33	n.a.	40	72	80,0
Average monthly churn	(%)	<b>1,5</b>	<b>1,9</b>	<b>1,6</b>	<b>1,7</b>	<b>1,6</b>	<b>1,5</b>	<b>0,0p</b>	<b>1,7</b>	<b>1,6</b>	<b>(0,1p)</b>
- contract	(%)	0,9	1,4	0,8	1,1	0,9	0,9	0,0p	1,1	0,9	(0,2p)
SAC per gross add	(€)	<b>82</b>	<b>68</b>	<b>69</b>	<b>79</b>	<b>68</b>	<b>66</b>	<b>(19,5)</b>	<b>91</b>	<b>67</b>	<b>(26,4)</b>
- contract	(€)	167	151	156	167	166	168	0,6	181	167	(7,7)
- prepaid	(€)	7	7	6	6	3	6	(14,3)	6	5	(16,7)
SRC per retained customer	(€)	<b>89</b>	<b>108</b>	<b>102</b>	<b>95</b>	<b>98</b>	<b>118</b>	<b>32,6</b>	<b>85</b>	<b>107</b>	<b>25,9</b>
ARPU	(€)	<b>21</b>	<b>22</b>	<b>20</b>	<b>21</b>	<b>19</b>	<b>19</b>	<b>(9,5)</b>	<b>21</b>	<b>19</b>	<b>(9,5)</b>
- contract	(€)	30	31	28	30	27	27	(10,0)	30	27	(10,0)
- prepaid	(€)	6	6	6	6	5	5	(16,7)	6	5	(16,7)
non-voice % of ARPU	(%)	<b>28</b>	<b>31</b>	<b>31</b>	<b>30</b>	<b>33</b>	<b>33</b>	<b>5p</b>	<b>29</b>	<b>33</b>	<b>4p</b>
MOU per customer	(min)	<b>228</b>	<b>220</b>	<b>234</b>	<b>228</b>	<b>226</b>	<b>224</b>	<b>(1,8)</b>	<b>228</b>	<b>225</b>	<b>(1,3)</b>
- contract	(min)	321	309	326	319	314	313	(2,5)	320	313	(2,2)

## Bulgaria.

### Financials (adjusted for special factors).

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		<b>105</b>	<b>107</b>	<b>106</b>	<b>422</b>	<b>96</b>	<b>102</b>	<b>(2,9)</b>	<b>209</b>	<b>198</b>	<b>(5,3)</b>
<b>EBITDA</b>		<b>41</b>	<b>42</b>	<b>45</b>	<b>168</b>	<b>37</b>	<b>39</b>	<b>(4,9)</b>	<b>81</b>	<b>76</b>	<b>(6,2)</b>
EBITDA margin (EBITDA / total revenue)	%	39,0	39,3	42,5	39,8	38,5	38,2	(0,8p)	38,8	38,4	(0,4p)
<b>Cash capex (as reported)</b>		<b>22</b>	<b>11</b>	<b>21</b>	<b>78</b>	<b>22</b>	<b>10</b>	<b>(54,5)</b>	<b>46</b>	<b>32</b>	<b>(30,4)</b>
<b>Cash contribution</b>		<b>19</b>	<b>31</b>	<b>24</b>	<b>90</b>	<b>15</b>	<b>29</b>	<b>52,6</b>	<b>35</b>	<b>44</b>	<b>25,7</b>

### Operational.

		Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
Mobile communications (end of period)											
Service revenue	(€ million)	<b>95</b>	<b>94</b>	<b>90</b>	<b>372</b>	<b>85</b>	<b>90</b>	<b>(5,3)</b>	<b>188</b>	<b>175</b>	<b>(6,9)</b>
Adj. EBITDA Margin (Service Rev.)	(%)	43,2	44,7	50,0	45,2	43,5	43,3	0,1p	43,1	43,4	0,3p
Customers	('000)	<b>3.954</b>	<b>3.886</b>	<b>3.920</b>	<b>3.920</b>	<b>3.934</b>	<b>4.035</b>	<b>2,0</b>	<b>3.954</b>	<b>4.035</b>	<b>2,0</b>
- contract	('000)	2.183	2.222	2.287	2.287	2.305	2.326	6,6	2.183	2.326	6,6
- prepaid	('000)	1.771	1.664	1.633	1.633	1.629	1.709	(3,5)	1.771	1.709	(3,5)
Net Adds	('000)	<b>109</b>	<b>(68)</b>	<b>34</b>	<b>17</b>	<b>14</b>	<b>101</b>	<b>(7,3)</b>	<b>51</b>	<b>115</b>	<b>n.a.</b>
- contract	('000)	44	39	65	154	18	21	(52,3)	50	39	(22,0)
- prepaid	('000)	65	(107)	(31)	(136)	(4)	80	23,1	2	76	n.a.
Average monthly churn	(%)	<b>2,1</b>	<b>3,9</b>	<b>3,4</b>	<b>3,2</b>	<b>2,7</b>	<b>2,8</b>	<b>0,7p</b>	<b>2,7</b>	<b>2,7</b>	<b>0,0p</b>
- contract	(%)	2,0	2,0	2,2	2,2	1,9	1,7	(0,3p)	2,2	1,8	(0,4p)
SAC per gross add	(€)	<b>6</b>	<b>4</b>	<b>2</b>	<b>5</b>	<b>5</b>	<b>6</b>	<b>0,0</b>	<b>7</b>	<b>6</b>	<b>(14,3)</b>
- contract	(€)	9	6	0	7	10	20	n.a.	11	15	36,4
- prepaid	(€)	2	3	4	3	1	0	(100,0)	3	0	(100,0)
SRC per retained customer	(€)	<b>19</b>	<b>22</b>	<b>9</b>	<b>16</b>	<b>9</b>	<b>10</b>	<b>(47,4)</b>	<b>17</b>	<b>10</b>	<b>(41,2)</b>
ARPU	(€)	<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>	<b>7</b>	<b>8</b>	<b>0,0</b>	<b>8</b>	<b>7</b>	<b>(12,5)</b>
- contract	(€)	12	12	12	12	11	11	(8,3)	12	11	(8,3)
- prepaid	(€)	3	3	2	3	2	2	(33,3)	3	2	(33,3)
non-voice % of ARPU	(%)	<b>12</b>	<b>6</b>	<b>11</b>	<b>10</b>	<b>9</b>	<b>9</b>	<b>(3p)</b>	<b>11</b>	<b>9</b>	<b>(2p)</b>
MOU per customer	(min)	<b>126</b>	<b>133</b>	<b>143</b>	<b>131</b>	<b>141</b>	<b>146</b>	<b>15,9</b>	<b>124</b>	<b>143</b>	<b>15,3</b>
- contract	(min)	196	203	214	200	211	215	9,7	192	213	10,9

# Everything Everywhere (Joint Venture Deutsche Telekom - France Telecom).

Financials (adjusted for special factors). <sup>1,2</sup>

millions of GBP	Note	Q2/10	Q3/10	Q4/10	H2/10	Q1/11	Q2/11	% y.o.y.	H1/10	H1/11	% y.o.y.
<b>Total revenue</b>		<b>1.721</b>	<b>1.773</b>	<b>1.804</b>	<b>3.577</b>	<b>1.704</b>	<b>1.663</b>	<b>(3,4)</b>	<b>3.472</b>	<b>3.367</b>	<b>(3,0)</b>
<b>EBITDA (as reported)</b>		<b>309</b>	<b>—</b>	<b>—</b>	<b>528</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>632</b>	<b>582</b>	<b>(7,9)</b>
EBITDA margin (EBITDA (as reported) / total revenue)	%	<b>18,0</b>	<b>—</b>	<b>—</b>	<b>14,8</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>18,2</b>	<b>17,3</b>	<b>(0,9p)</b>
<b>Restructuring cost included in EBITDA</b>		<b>10</b>	<b>—</b>	<b>—</b>	<b>57</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>14</b>	<b>25</b>	<b>78,6</b>
<b>EBITDA</b>		<b>355</b>	<b>—</b>	<b>—</b>	<b>668</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>714</b>	<b>682</b>	<b>(4,5)</b>
EBITDA margin (EBITDA / total revenue)	%	<b>20,6</b>	<b>—</b>	<b>—</b>	<b>18,7</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>20,6</b>	<b>20,3</b>	<b>(0,3p)</b>
<b>Capex</b>		<b>104</b>	<b>—</b>	<b>—</b>	<b>217</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>221</b>	<b>216</b>	<b>(2,3)</b>

## Operational.<sup>1</sup>

		Q2/10	Q3/10	Q4/10	H2/10	Q1/11	Q2/11	% y.o.y.	H1/10	H1/11	% y.o.y.
Service revenue	(GBP million)	<b>1.557</b>	<b>1.586</b>	<b>1.605</b>	<b>3.191</b>	<b>1.554</b>	<b>1.516</b>	<b>(2,6)</b>	<b>3.105</b>	<b>3.071</b>	<b>(1,1)</b>
Customers	('000)	<b>27.931</b>	<b>27.896</b>	<b>27.984</b>	<b>27.984</b>	<b>27.729</b>	<b>27.541</b>	<b>(1,4)</b>	<b>—</b>	<b>—</b>	<b>—</b>
- contract	('000)	11.463	11.648	11.948	11.948	12.107	12.343	7,7	—	—	—
- prepaid	('000)	15.630	15.453	15.266	15.266	14.871	14.460	(7,5)	—	—	—
- home	('000)	838	795	770	770	751	738	(11,9)	—	—	—
Net Adds	('000)	<b>72</b>	<b>8</b>	<b>88</b>	<b>96</b>	<b>(255)</b>	<b>(188)</b>	<b>n.a.</b>	<b>(244)</b>	<b>(443)</b>	<b>(81,6)</b>
- contract	('000)	267	185	300	485	160	236	(11,6)	489	396	(19,0)
- prepaid	('000)	(195)	(177)	(187)	(364)	(394)	(412)	n.a.	(675)	(806)	(19,4)
Average monthly churn	(%)	<b>2,5</b>	<b>2,9</b>	<b>3,2</b>	<b>—</b>	<b>2,7p</b>	<b>2,4</b>	<b>(0,1p)</b>	<b>—</b>	<b>—</b>	<b>—</b>
- contract	(%)	<b>1,4</b>	<b>1,4</b>	<b>1,3</b>	<b>—</b>	<b>1,3p</b>	<b>1,1</b>	<b>(0,3p)</b>	<b>—</b>	<b>—</b>	<b>—</b>
SAC per gross add	(GBP)	<b>55</b>	<b>—</b>	<b>51</b>	<b>—</b>	<b>—</b>	<b>57</b>	<b>3,6</b>	<b>—</b>	<b>—</b>	<b>—</b>
- contract	(GBP)	148	—	150	—	—	156	5,4	—	—	—
- prepaid	(GBP)	14	—	18	—	—	14	0,0	—	—	—
SRC per retained customer	(GBP)	<b>155</b>	<b>—</b>	<b>148</b>	<b>—</b>	<b>—</b>	<b>160</b>	<b>3,2</b>	<b>—</b>	<b>—</b>	<b>—</b>
ARPU	(GBP)	<b>19</b>	<b>19</b>	<b>20</b>	<b>—</b>	<b>19,0</b>	<b>19</b>	<b>(2,6)</b>	<b>—</b>	<b>—</b>	<b>—</b>
- contract	(GBP)	36	36	35	—	35,0	34	(6,7)	—	—	—
- prepaid	(GBP)	7	7	8	—	7,0	6	(8,6)	—	—	—
Voice ARPU	(GBP)	<b>14</b>	<b>14</b>	<b>14</b>	<b>—</b>	<b>14,0</b>	<b>14</b>	<b>(1,4)</b>	<b>—</b>	<b>—</b>	<b>—</b>
non-voice % of ARPU	(%)	<b>36</b>	<b>36</b>	<b>37</b>	<b>—</b>	<b>38,0p</b>	<b>39</b>	<b>3p</b>	<b>—</b>	<b>—</b>	<b>—</b>
MOU per customer	(min)	<b>197</b>	<b>191</b>	<b>196</b>	<b>—</b>	<b>193,0</b>	<b>199</b>	<b>1,0</b>	<b>—</b>	<b>—</b>	<b>—</b>
- contract	(min)	372	361	371	—	368,0	367	(1,3)	—	—	—

<sup>1</sup> Definitions of KPIs partially differ from those of the other European Entities.

<sup>2</sup> Adjusted EBITDA excluding restructuring costs, brand and management fees.

Notes.

Lined area for notes with horizontal dashed lines.

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## Systems Solutions.

### Financials (adjusted for special factors).

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		<b>2.242</b>	<b>2.205</b>	<b>2.479</b>	<b>9.057</b>	<b>2.260</b>	<b>2.276</b>	<b>1,5</b>	<b>4.373</b>	<b>4.536</b>	<b>3,7</b>
of which international		707	715	776	2.868	733	729	3,1	1.377	1.462	6,2
<b>Net revenue</b>		<b>1.610</b>	<b>1.555</b>	<b>1.714</b>	<b>6.411</b>	<b>1.616</b>	<b>1.638</b>	<b>1,7</b>	<b>3.142</b>	<b>3.254</b>	<b>3,6</b>
<b>EBITDA</b>		<b>231</b>	<b>222</b>	<b>299</b>	<b>948</b>	<b>189</b>	<b>197</b>	<b>(14,7)</b>	<b>427</b>	<b>386</b>	<b>(9,6)</b>
EBITDA margin (EBITDA / total revenue)	%	10,3	10,1	12,1	10,5	8,4	8,7	(1,6p)	9,8	8,5	(1,3p)
Depreciation, amortization and impairment losses		(155)	(149)	(162)	(615)	(160)	(152)	1,9	(304)	(312)	(2,6)
Profit (loss) from operations = EBIT		76	73	137	333	29	45	(40,8)	123	74	(39,8)
<b>EBIT margin</b>	%	<b>3,4</b>	<b>3,3</b>	<b>5,5</b>	<b>3,7</b>	<b>1,3</b>	<b>2,0</b>	<b>(1,4p)</b>	<b>2,8</b>	<b>1,6</b>	<b>(1,2p)</b>
<b>Cash capex (as reported)</b>		<b>220</b>	<b>207</b>	<b>150</b>	<b>725</b>	<b>123</b>	<b>128</b>	<b>(41,8)</b>	<b>368</b>	<b>251</b>	<b>(31,8)</b>
<b>Cash contribution</b>		<b>11</b>	<b>15</b>	<b>149</b>	<b>223</b>	<b>66</b>	<b>69</b>	<b>n.a.</b>	<b>59</b>	<b>135</b>	<b>n.a.</b>
<b>Order entry</b>		<b>2.294</b>	<b>1.625</b>	<b>3.206</b>	<b>9.281</b>	<b>2.593</b>	<b>2.039</b>	<b>(11,1)</b>	<b>4.450</b>	<b>4.632</b>	<b>4,1</b>

### Financials (as reported).

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		<b>2.242</b>	<b>2.205</b>	<b>2.479</b>	<b>9.057</b>	<b>2.260</b>	<b>2.276</b>	<b>1,5</b>	<b>4.373</b>	<b>4.536</b>	<b>3,7</b>
<b>Net revenue</b>		<b>1.610</b>	<b>1.555</b>	<b>1.714</b>	<b>6.411</b>	<b>1.616</b>	<b>1.638</b>	<b>1,7</b>	<b>3.142</b>	<b>3.254</b>	<b>3,6</b>
<b>EBITDA</b>		<b>211</b>	<b>126</b>	<b>162</b>	<b>667</b>	<b>149</b>	<b>174</b>	<b>(17,5)</b>	<b>379</b>	<b>323</b>	<b>(14,8)</b>
EBITDA margin (EBITDA / total revenue)	%	9,4	5,7	6,5	7,4	6,6	7,6	(1,8p)	8,7	7,1	(1,6p)
Depreciation, amortization and impairment losses		(155)	(151)	(167)	(623)	(160)	(152)	1,9	(305)	(312)	(2,3)
Profit (loss) from operations = EBIT		56	(25)	(5)	44	(11)	22	(60,7)	74	11	(85,1)
<b>Cash capex</b>		<b>220</b>	<b>207</b>	<b>150</b>	<b>725</b>	<b>123</b>	<b>128</b>	<b>(41,8)</b>	<b>368</b>	<b>251</b>	<b>(31,8)</b>
<b>Cash contribution</b>		<b>(9)</b>	<b>(81)</b>	<b>12</b>	<b>(58)</b>	<b>26</b>	<b>46</b>	<b>n.a.</b>	<b>11</b>	<b>72</b>	<b>n.a.</b>



## Systems Solutions.

### EBITDA reconciliation.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		<b>2.242</b>	<b>2.205</b>	<b>2.479</b>	<b>9.057</b>	<b>2.260</b>	<b>2.276</b>	<b>1,5</b>	<b>4.373</b>	<b>4.536</b>	<b>3,7</b>
Profit (loss) from operations = EBIT		56	(25)	(5)	44	(11)	22	(60,7)	74	11	(85,1)
- Depreciation, amortization and impairment losses		(155)	(151)	(167)	(623)	(160)	(152)	1,9	(305)	(312)	(2,3)
<b>= EBITDA</b>		<b>211</b>	<b>126</b>	<b>162</b>	<b>667</b>	<b>149</b>	<b>174</b>	<b>(17,5)</b>	<b>379</b>	<b>323</b>	<b>(14,8)</b>
EBITDA margin	%	9,4	5,7	6,5	7,4	6,6	7,6	(1,8p)	8,7	7,1	(1,6p)
- Special factors affecting EBITDA		(20)	(96)	(137)	(281)	(40)	(23)	(15,0)	(48)	(63)	(31,3)
<b>= EBITDA adjusted for special factors</b>		<b>231</b>	<b>222</b>	<b>299</b>	<b>948</b>	<b>189</b>	<b>197</b>	<b>(14,7)</b>	<b>427</b>	<b>386</b>	<b>(9,6)</b>
EBITDA margin (adjusted for special factors)	%	10,3	10,1	12,1	10,5	8,4	8,7	(1,6p)	9,8	8,5	(1,3p)

### Special factors.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	H1/11	H1/11
<b>Effects on EBITDA</b>		<b>(20)</b>	<b>(96)</b>	<b>(137)</b>	<b>(281)</b>	<b>(40)</b>	<b>(23)</b>	<b>(48)</b>	<b>(63)</b>
- of which personnel		19	(58)	(65)	(113)	(12)	17	10	5
- of which other		(39)	(38)	(72)	(168)	(28)	(40)	(58)	(68)
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(20)</b>	<b>(98)</b>	<b>(142)</b>	<b>(289)</b>	<b>(40)</b>	<b>(23)</b>	<b>(49)</b>	<b>(63)</b>
- of which personnel		19	(58)	(65)	(113)	(12)	17	10	5
- of which other		(39)	(40)	(77)	(176)	(28)	(40)	(59)	(68)

## Systems Solutions. Computing Services.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		777	766	835	3.128	799	775	(0,3)	1.527	1.574	3,1
EBIT (adjusted for special factors)		14	0	37	71	11	(39)	n.a.	34	-28	n.a.
EBIT margin (adjusted for special factors)	%	1,8	0,1	4,4	2,3	1,3	(5,0)	(6,8p)	2,2	1,8	4,0p
<b>EBITDA (adjusted for special factors)</b>		110	90	139	450	113	56	(49,4)	220	168	(23,6)
EBITDA margin (adjusted for special factors)	%	14,2	11,8	16,7	14,4	14,1	7,2	(7,0p)	14,4	10,7	3,7p
<b>Capex</b>		147	116	138	538	67	88	(39,9)	285	154	(46,0)
<b>Cash contribution</b>		(37)	(25)	1	(88)	46	(33)	11,6	(65)	14	n.a.

Value driver											
<b>MIPS capacity (number)</b>		124.991	116.351	118.603	118.603	118.168	120.223	(3,8)	124.991	120.223	(3,8)

## Desktop Services.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		361	348	409	1.461	335	340	(5,8)	705	675	(4,3)
EBIT (adjusted for special factors)		8	10	15	40	(4)	10	27,6	15	6	(62,2)
EBIT margin (adjusted for special factors)	%	2,1	2,7	3,7	2,7	(1,2)	2,8	0,7p	2,1	0,8	1,3p
<b>EBITDA (adjusted for special factors)</b>		29	34	39	133	16	31	7,0	60	47	(21,5)
EBITDA margin (adjusted for special factors)	%	8,0	9,9	9,6	9,1	4,8	9,1	1,1p	8,5	6,9	1,5p
<b>Capex</b>		28	26	25	93	19	22	(23,1)	46	40	(12,6)
<b>Cash contribution</b>		1	9	14	40	(3)	9	n.a.	14	7	(51,7)

Value driver											
<b>Desktop under service ('000)</b>		1.961	1.957	1.950	1.950	1.988	1.994	1,7	1.961	1.994	1,7

The total was calculated on the basis of precise figures. Percentages calculated on the basis of precise figures.

## Systems Solutions. Systems Integration.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		437	436	503	1.801	466	464	6,1	863	929	7,7
EBIT (adjusted for special factors)		29	30	35	106	17	22	(22,8)	40	40	(1,5)
EBIT margin (adjusted for special factors)	%	6,7	6,8	7,1	5,9	3,7	4,9	(1,8p)	4,7	4,3	0,4p
<b>EBITDA (adjusted for special factors)</b>		39	38	54	153	25	30	(24,3)	60	54	(10,0)
EBITDA margin (adjusted for special factors)	%	9,0	8,8	10,8	8,5	5,3	6,4	(2,6p)	7,0	5,8	1,1p
<b>Capex</b>		3	3	4	17	12	6	n.a.	9	17	82,8
<b>Cash contribution</b>		36	36	50	136	13	24	(34,5)	51	37	(27,3)

Value driver	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %	
<b>Utilization rate</b>	%	1	0,82	0,83	0,84	0,84	0,83	0,84	1,8p	0,82p	0,84	1,8p

## Telecommunications.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		748	761	832	3.086	771	770	2,9	1.493	1.541	3,2
EBIT (adjusted for special factors)		1	7	6	24	9	54	n.a.	11	64	n.a.
EBIT margin (adjusted for special factors)	%	0,2	0,9	0,7	0,8	1,2	7,1	6,9p	0,7	4,1	(3,4p)
<b>EBITDA (adjusted for special factors)</b>		24	28	19	102	35	79	n.a.	55	113	n.a.
EBITDA margin (adjusted for special factors)	%	3,2	3,7	2,3	3,3	4,5	10,2	7,0p	3,7	7,3	(3,7p)
<b>Capex</b>		23	31	(6)	63	15	16	(28,5)	37	31	(16,0)
<b>Cash contribution</b>		1	(3)	25	40	19	63	n.a.	18	82	n.a.

1 National without changes in the composition of the group.

The total was calculated on the basis of precise figures. Percentages calculated on the basis of precise figures.



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## Group Headquarters & Shared Services.

Financials (adjusted for special factors).

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		583	567	451	2.166	537	539	(7,5)	1.148	1.076	(6,3)
<b>Net revenue</b>		61	56	59	229	57	59	(3,3)	114	116	1,8
<b>EBITDA</b>		(182)	(192)	(324)	(870)	(163)	(140)	23,1	(354)	(303)	14,4
EBITDA margin (EBITDA / total revenue)	%	(31,2)	(33,9)	(71,8)	(40,2)	(30,4)	(26,0)	5,2p	(30,8)	(28,2)	2,6p
Depreciation, amortization and impairment losses		(181)	(231)	(240)	(840)	(178)	(205)	(13,3)	(369)	(383)	(3,8)
<b>Profit (loss) from operations = EBIT</b>		(363)	(423)	(564)	(1.710)	(341)	(345)	5,0	(723)	(686)	5,1
<b>Cash capex (as reported)</b>		70	99	128	406	116	105	50,0	179	221	23,5
<b>Cash contribution</b>		(252)	(291)	(452)	(1.276)	(279)	(245)	2,8	(533)	(524)	1,7

Financials (as reported).

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		583	567	451	2.166	537	539	(7,5)	1.148	1.076	(6,3)
<b>Net revenue</b>		61	56	59	229	57	59	(3,3)	114	116	1,8
<b>EBITDA</b>		(245)	(231)	(986)	(1.639)	(169)	(414)	(69,0)	(422)	(583)	(38,2)
EBITDA margin (EBITDA / total revenues)	%	(42,0)	(40,7)	n.a.	(75,7)	(31,5)	(76,8)	(34,8p)	(36,8)	(54,2)	(17,4p)
Depreciation, amortization and impairment losses		(181)	(231)	(240)	(840)	(178)	(205)	(13,3)	(369)	(383)	(3,8)
<b>Profit (loss) from operations = EBIT</b>		(426)	(462)	(1.226)	(2.479)	(347)	(619)	(45,3)	(791)	(966)	(22,1)
<b>Cash capex</b>		70	99	128	406	116	105	50,0	179	221	23,5
<b>Cash contribution</b>		(315)	(330)	(1.114)	(2.045)	(285)	(519)	(64,8)	(601)	(804)	(33,8)

## Group Headquarters & Shared Services.

### EBITDA reconciliation.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	y.o.y. %	H1/10	H1/11	y.o.y. %
<b>Total revenue</b>		<b>583</b>	<b>567</b>	<b>451</b>	<b>2.166</b>	<b>537</b>	<b>539</b>	<b>(7,5)</b>	<b>1.148</b>	<b>1.076</b>	<b>(6,3)</b>
Profit (loss) from operations = EBIT		(426)	(462)	(1.226)	(2.479)	(347)	(619)	(45,3)	(791)	(966)	(22,1)
- Depreciation, amortization and impairment losses		(181)	(231)	(240)	(840)	(178)	(205)	(13,3)	(369)	(383)	(3,8)
<b>= EBITDA</b>		<b>(245)</b>	<b>(231)</b>	<b>(986)</b>	<b>(1.639)</b>	<b>(169)</b>	<b>(414)</b>	<b>(69,0)</b>	<b>(422)</b>	<b>(583)</b>	<b>(38,2)</b>
EBITDA margin	%	(42,0)	(40,7)	n.a.	(75,7)	(31,5)	(76,8)	(34,8p)	(36,8)	(54,2)	(17,4p)
- Special factors affecting EBITDA		(63)	(39)	(662)	(769)	(6)	(274)	n.a.	(68)	(280)	n.a.
<b>= EBITDA adjusted for special factors</b>		<b>(182)</b>	<b>(192)</b>	<b>(324)</b>	<b>(870)</b>	<b>(163)</b>	<b>(140)</b>	<b>23,1</b>	<b>(354)</b>	<b>(303)</b>	<b>14,4</b>
EBITDA margin (adjusted for special factors)	%	(31,2)	(33,9)	(71,8)	(40,2)	(30,4)	(26,0)	5,2p	(30,8)	(28,2)	2,6p

### Special factors.

millions of €	Note	Q2/10	Q3/10	Q4/10	FY/10	Q1/11	Q2/11	H1/10	H1/11
<b>Effects on EBITDA</b>		<b>(63)</b>	<b>(39)</b>	<b>(662)</b>	<b>(769)</b>	<b>(6)</b>	<b>(274)</b>	<b>(68)</b>	<b>(280)</b>
- of which personnel		(37)	(31)	(210)	(281)	(2)	(188)	(40)	(190)
- of which other		(26)	(8)	(452)	(488)	(4)	(86)	(28)	(90)
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(63)</b>	<b>(39)</b>	<b>(662)</b>	<b>(769)</b>	<b>(6)</b>	<b>(274)</b>	<b>(68)</b>	<b>(280)</b>
- of which personnel		(37)	(31)	(210)	(281)	(2)	(188)	(40)	(190)
- of which other		(26)	(8)	(452)	(488)	(4)	(86)	(28)	(90)

## Group Headquarters & Shared Services.

### Vivento.

End of Period.	Note	30/06/10	30/09/10	31/12/10	31/03/2011	30/06/2011
<b>Employees Vivento in total</b>	<b>1</b>	<b>9.700</b>	<b>9.900</b>	<b>8.900</b>	<b>9.000</b>	<b>9.000</b>
Employment external	2	4.200	4.200	3.600	3.300	3.500
Employment internal		2.900	3.200	3.300	3.400	3.400
Others	3	2.600	2.500	2.100	2.300	2.100
<b>Attrition Vivento</b>		<b>1.000</b>	<b>1.500</b>	<b>2.800</b>	<b>500</b>	<b>900</b>
- of which left the DT Group		700	1.000	2.300	250	500

1 Rounded figures; including Vivento management.

2 Mainly in public sector.

3 Management, Operations, temp. unemployed, unemployed, in qualification etc.





## Glossary and Disclaimer.

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

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