

# Backup Q4 2011

## Deutsche Telekom.



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Notes.

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# DT Group.

## At a Glance I.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Group</b>		<b>15.477</b>	<b>14.597</b>	<b>14.475</b>	<b>14.670</b>	<b>14.911</b>	<b>(3,7)</b>	<b>62.421</b>	<b>58.653</b>	<b>(6,0)</b>
Germany		6.442	5.991	5.989	6.004	6.047	(6,1)	25.145	24.031	(4,4)
Europe		3.913	3.672	3.807	3.873	3.772	(3,6)	16.840	15.124	(10,2)
United States		3.942	3.770	3.510	3.683	3.848	(2,4)	16.087	14.811	(7,9)
Systems Solutions		2.479	2.260	2.276	2.256	2.457	(0,9)	9.057	9.249	2,1
Group Headquarters & Shared Services		451	537	539	547	521	15,5	2.166	2.144	(1,0)
Reconciliation		(1.750)	(1.633)	(1.646)	(1.693)	(1.734)	0,9	(6.874)	(6.706)	2,4
<b>Net revenue</b>										
Germany		6.014	5.653	5.634	5.651	5.683	(5,5)	23.523	22.621	(3,8)
Europe		3.750	3.504	3.637	3.695	3.595	(4,1)	16.183	14.431	(10,8)
United States		3.940	3.767	3.507	3.680	3.847	(2,4)	16.075	14.801	(7,9)
Systems Solutions		1.714	1.616	1.638	1.587	1.726	0,7	6.411	6.567	2,4
Group Headquarters & Shared Services		59	57	59	57	60	1,7	229	233	1,7
<b>Group</b>		<b>15.477</b>	<b>14.597</b>	<b>14.475</b>	<b>14.670</b>	<b>14.911</b>	<b>(3,7)</b>	<b>62.421</b>	<b>58.653</b>	<b>(6,0)</b>
<b>EBITDA (adjusted for special factors)</b>										
Germany		2.358	2.384	2.439	2.490	2.286	(3,1)	9.618	9.599	(0,2)
Europe		1.265	1.226	1.316	1.388	1.311	3,6	5.748	5.241	(8,8)
United States		1.000	871	892	1.025	1.043	4,3	4.156	3.831	(7,8)
Systems Solutions		299	189	197	204	282	(5,7)	948	872	(8,0)
Group Headquarters & Shared Services		(324)	(163)	(140)	(150)	(289)	10,8	(870)	(742)	14,7
Reconciliation		(48)	(27)	(17)	(50)	(22)	54,2	(127)	(116)	8,7
<b>Group</b>		<b>4.550</b>	<b>4.480</b>	<b>4.687</b>	<b>4.907</b>	<b>4.611</b>	<b>1,3</b>	<b>19.473</b>	<b>18.685</b>	<b>(4,0)</b>
Proportional EBITDA		4.051	3.958	4.161	4.343	4.101	1,2	17.199	16.563	(3,7)

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>EBITDA margin (adjusted for special factors)</b>										
<b>(EBITDA / total revenue)</b>	%									
Germany	%	36,6	39,7	40,7	41,5	37,6	1,0p	38,3	39,9	1,6p
Europe	%	32,3	33,3	34,5	35,8	34,7	2,4p	34,1	34,6	0,5p
United States	%	25,4	23,1	25,4	27,8	27,1	1,7p	25,8	25,9	0,1p
Systems Solutions	%	12,1	8,4	8,7	9,0	11,5	(0,6p)	10,5	9,4	(1,1p)
Group Headquarters & Shared Services	%	(71,8)	(30,4)	(26,0)	(27,4)	(55,5)	16,3p	(40,2)	(34,6)	5,6p
<b>Group</b>	<b>%</b>	<b>29,4</b>	<b>30,6</b>	<b>32,4</b>	<b>33,4</b>	<b>30,9</b>	<b>1,5p</b>	<b>31,2</b>	<b>31,8</b>	<b>0,6p</b>
<b>Cash capex</b>										
Germany		1.178	815	811	979	1.039	(11,8)	4.765	3.644	(23,5)
Europe		594	512	356	437	565	(4,9)	2.012	1.870	(7,1)
United States		610	546	477	527	413	(32,3)	2.121	1.963	(7,4)
Systems Solutions		150	123	128	142	160	6,7	725	553	(23,7)
Group Headquarters & Shared Services		128	116	105	125	147	14,8	406	493	21,4
Reconciliation		(120)	8	2	(33)	(94)	21,7	(178)	(117)	34,3
<b>Group</b>		<b>2.540</b>	<b>2.120</b>	<b>1.879</b>	<b>2.177</b>	<b>2.230</b>	<b>(12,2)</b>	<b>9.851</b>	<b>8.406</b>	<b>(14,7)</b>
- thereof spectrum investment		19	0	0	63	83	n.a.	1.319	146	(88,9)
<b>Net profit (loss)</b>										
adjusted for special factors		758	701	951	1.291	(92)	n.a.	3.364	2.851	(15,2)
as reported		(514)	480	348	1.069	(1.340)	n.a.	1.695	557	(67,1)
<b>Free cash flow (before dividend payments, spectrum investment, PTC transaction and Break-up fee T-Mobile US)</b>		<b>1.733</b>	<b>1.061</b>	<b>1.767</b>	<b>1.706</b>	<b>1.887</b>	<b>8,9</b>	<b>6.543</b>	<b>6.421</b>	<b>(1,9)</b>
Proportional free cash flow		1.483	954	1.489	1.458	1.653	11,5	5.755	5.554	(3,5)
<b>Net debt</b>		<b>42.269</b>	<b>41.800</b>	<b>43.324</b>	<b>43.368</b>	<b>40.121</b>	<b>(5,1)</b>	<b>42.269</b>	<b>40.121</b>	<b>(5,1)</b>

000'	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	Delta q.o.q.		Delta y.o.y.	
							abs.	%	abs.	%
<b>Broadband retail lines (end of period)</b>	<b>2,3</b>	<b>16.307</b>	<b>16.535</b>	<b>16.692</b>	<b>16.746</b>	<b>16.868</b>	<b>122</b>	<b>0,7</b>	<b>561</b>	<b>3,4</b>
Germany		11.954	12.069	12.153	12.201	12.265	64	0,5	311	2,6
Europa		4.353	4.482	4.524	4.530	4.588	58	1,3	235	5,4
Greece		1.110	1.118	1.112	1.104	1.096	(8)	(0,7)	(14)	(1,3)
Romania		961	1.044	1.063	1.052	1.078	26	2,5	117	12,2
Hungary	4	693	695	703	721	741	20	2,8	48	6,9
Czech Republic		69	82	89	93	100	7	7,5	31	44,9
Croatia		629	642	647	646	647	1	0,2	18	2,9
Netherlands		289	288	289	287	284	(3)	(1,0)	(5)	(1,7)
Slovakia		402	413	417	420	426	6	1,4	24	6,0
others		200	200	204	207	216	9	4,3	16	8,0
<b>Fixed network lines (end of period)</b>	<b>3,5</b>	<b>35.987</b>	<b>35.487</b>	<b>35.018</b>	<b>34.516</b>	<b>34.033</b>	<b>(483)</b>	<b>(1,4)</b>	<b>(1.954)</b>	<b>(5,4)</b>
Germany		24.650	24.312	24.017	23.694	23.399	(295)	(1,2)	(1.251)	(5,1)
Europa		11.337	11.101	10.929	10.751	10.563	(188)	(1,7)	(774)	(6,8)
Greece		3.739	3.640	3.536	3.433	3.317	(116)	(3,4)	(422)	(11,3)
Romania		2.597	2.578	2.554	2.523	2.487	(36)	(1,4)	(110)	(4,2)
Hungary		1.652	1.546	1.523	1.506	1.486	(20)	(1,3)	(166)	(10,0)
Czech Republic		69	82	89	93	100	7	7,5	31	44,9
Croatia		1.431	1.418	1.407	1.395	1.387	(8)	(0,6)	(44)	(3,1)
Netherlands		289	298	299	297	294	(3)	(1,0)	5	1,7
Slovakia		1.061	1.051	1.039	1.029	1.021	(8)	(0,8)	(40)	(3,8)
others		498	488	482	475	471	(4)	(0,8)	(27)	(5,4)
<b>Mobile subscribers (end of period)</b>	<b>3</b>	<b>128.528</b>	<b>127.908</b>	<b>128.014</b>	<b>128.522</b>	<b>129.329</b>	<b>807</b>	<b>0,6</b>	<b>801</b>	<b>0,6</b>
Germany		34.694	34.574	34.517	34.905	35.403	498	1,4	709	2,0
USA		33.734	33.636	33.585	33.711	33.185	(526)	(1,6)	(549)	(1,6)
Europe		60.100	59.264	59.476	59.467	60.293	826	1,4	193	0,3
Greece		7.990	7.600	7.733	7.873	7.885	12	0,2	(105)	(1,3)
Romania		6.849	6.641	6.595	6.540	6.499	(41)	(0,6)	(350)	(5,1)
Hungary		5.208	4.777	4.773	4.790	4.817	27	0,6	(391)	(7,5)
Poland		13.259	13.175	13.203	13.406	14.161	755	5,6	902	6,8
Czech Republic		5.475	5.446	5.425	5.399	5.381	(18)	(0,3)	(94)	(1,7)
Croatia		2.901	3.006	2.988	2.485	2.418	(67)	(2,7)	(483)	(16,6)
Netherlands		4.526	4.718	4.829	4.935	4.909	(26)	(0,5)	383	8,5
Slovakia		2.411	2.363	2.349	2.318	2.326	8	0,3	(85)	(3,5)
Austria		3.778	3.833	3.878	3.934	4.060	126	3,2	282	7,5
Bulgaria		3.920	3.934	4.035	4.166	4.265	99	2,4	345	8,8
other		3.782	3.771	3.668	3.621	3.572	(49)	(1,4)	(210)	(5,6)

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	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Net revenue</b>		<b>15.477</b>	<b>14.617</b>	<b>14.480</b>	<b>14.674</b>	<b>14.944</b>	<b>(3,4)</b>	<b>62.421</b>	<b>58.715</b>	<b>(5,9)</b>
Cost of sales		(8.959)	(8.287)	(7.818)	(7.709)	(9.464)	(5,6)	(35.131)	(33.278)	5,3
<b>Gross profit</b>		<b>6.518</b>	<b>6.330</b>	<b>6.662</b>	<b>6.965</b>	<b>5.480</b>	<b>(15,9)</b>	<b>27.290</b>	<b>25.437</b>	<b>(6,8)</b>
Selling expenses		(3.706)	(3.410)	(3.220)	(3.301)	(3.675)	0,8	(14.446)	(13.606)	5,8
General and administrative expenses		(1.206)	(1.253)	(968)	(1.170)	(1.377)	(14,2)	(4.878)	(4.768)	2,3
Other operating income		433	309	283	300	464	7,2	1.460	1.356	(7,1)
Other operating expenses		(357)	(149)	(294)	(138)	(232)	35,0	(1.062)	(813)	23,4
<b>Profit (loss) from operations (EBIT)</b>		<b>1.682</b>	<b>1.827</b>	<b>2.463</b>	<b>2.656</b>	<b>660</b>	<b>(60,8)</b>	<b>8.364</b>	<b>7.606</b>	<b>(9,1)</b>
EBIT margin (EBIT / net revenue)	%	10,9	12,5	17,0	18,1	4,4	(6,5p)	13,4	13,0	(0,4p)
Profit (loss) from financial activities		(697)	(653)	(736)	(483)	(741)	(6,3)	(2.724)	(2.613)	4,1
of which: finance costs		(586)	(585)	(587)	(574)	(579)	1,2	(2.500)	(2.325)	7,0
<b>Profit (loss) before income taxes (EBT)</b>		<b>985</b>	<b>1.174</b>	<b>1.727</b>	<b>2.173</b>	<b>(81)</b>	<b>n.a.</b>	<b>5.640</b>	<b>4.993</b>	<b>(11,5)</b>
Income taxes		(137)	(342)	(651)	(739)	24	n.a.	(1.898)	(1.708)	10,0
<b>Profit (loss)</b>		<b>848</b>	<b>832</b>	<b>1.076</b>	<b>1.434</b>	<b>(57)</b>	<b>n.a.</b>	<b>3.742</b>	<b>3.285</b>	<b>(12,2)</b>
Profit (loss) attributable to non-controlling interests		90	131	125	143	35	(61,1)	378	434	14,8
<b>Net profit (loss)</b>		<b>758</b>	<b>701</b>	<b>951</b>	<b>1.291</b>	<b>(92)</b>	<b>n.a.</b>	<b>3.364</b>	<b>2.851</b>	<b>(15,2)</b>
Depreciation, amortization and impairment losses		(2.868)	(2.653)	(2.224)	(2.251)	(3.951)	(37,8)	(11.109)	(11.079)	0,3
<b>EBITDA</b>		<b>4.550</b>	<b>4.480</b>	<b>4.687</b>	<b>4.907</b>	<b>4.611</b>	<b>1,3</b>	<b>19.473</b>	<b>18.685</b>	<b>(4,0)</b>
EBITDA margin (EBITDA / net revenue)	%	29,4	30,6	32,4	33,4	30,9	1,5p	31,2	31,8	0,6p



## EBITDA reconciliation.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Net revenue</b>		<b>15.477</b>	<b>14.597</b>	<b>14.475</b>	<b>14.670</b>	<b>14.911</b>	<b>(3,7)</b>	<b>62.421</b>	<b>58.653</b>	<b>(6,0)</b>
<b>Net profit (loss)</b>		<b>(514)</b>	<b>480</b>	<b>348</b>	<b>1.069</b>	<b>(1.340)</b>	<b>n.a.</b>	<b>1.695</b>	<b>557</b>	<b>(67,1)</b>
+ Profit (loss) attributable to non-controlling interests		(178)	100	86	129	(202)	(13,5)	65	113	73,8
= Profit (loss)		(692)	580	434	1.198	(1.542)	n.a.	1.760	670	(61,9)
- Income taxes		174	(406)	(401)	(684)	(858)	n.a.	(935)	(2.349)	n.a.
= Profit (loss) before income taxes = EBT		(866)	986	835	1.882	(684)	21,0	2.695	3.019	12,0
- Profit (loss) from financial activities		(690)	(658)	(749)	(509)	(651)	5,7	(2.810)	(2.567)	8,6
<b>Profit (loss) from operations (EBIT)</b>		<b>(176)</b>	<b>1.644</b>	<b>1.584</b>	<b>2.391</b>	<b>(33)</b>	<b>81,3</b>	<b>5.505</b>	<b>5.586</b>	<b>1,5</b>
- Depreciation, amortization and impairment losses		(3.559)	(2.654)	(2.223)	(2.261)	(7.298)	n.a.	(11.808)	(14.436)	(22,3)
<b>= EBITDA</b>		<b>3.383</b>	<b>4.298</b>	<b>3.807</b>	<b>4.652</b>	<b>7.265</b>	<b>n.a.</b>	<b>17.313</b>	<b>20.022</b>	<b>15,6</b>
EBITDA margin (EBITDA/net revenue)	%	21,9	29,4	26,3	31,7	48,7	26,8p	27,7	34,1	6,4p
- Special factors affecting EBITDA		(1.167)	(182)	(880)	(255)	2.654	n.a.	(2.160)	1.337	n.a.
<b>= EBITDA adjusted for special factors</b>		<b>4.550</b>	<b>4.480</b>	<b>4.687</b>	<b>4.907</b>	<b>4.611</b>	<b>1,3</b>	<b>19.473</b>	<b>18.685</b>	<b>(4,0)</b>
EBITDA margin (adjusted for special factors) (EBITDA/net revenue)	%	29,4	30,6	32,4	33,4	30,9	1,5p	31,2	31,8	0,6p

## DT consolidated income statement.

As reported

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Net revenue</b>		<b>15.477</b>	<b>14.597</b>	<b>14.475</b>	<b>14.670</b>	<b>14.911</b>	<b>(3,7)</b>	<b>62.421</b>	<b>58.653</b>	<b>(6,0)</b>
Cost of sales		(9.204)	(8.347)	(8.093)	(7.805)	(9.640)	(4,7)	(35.725)	(33.885)	5,2
<b>Gross profit</b>		<b>6.273</b>	<b>6.250</b>	<b>6.382</b>	<b>6.865</b>	<b>5.271</b>	<b>(16,0)</b>	<b>26.696</b>	<b>24.768</b>	<b>(7,2)</b>
Selling expenses		(3.751)	(3.490)	(3.430)	(3.360)	(3.780)	(0,8)	(14.620)	(14.060)	3,8
General and administrative expenses		(1.478)	(1.269)	(1.345)	(1.258)	(1.412)	4,5	(5.252)	(5.284)	(0,6)
Other operating income		453	309	283	303	3.467	n.a.	1.498	4.362	n.a.
Other operating expenses		(1.673)	(156)	(306)	(159)	(3.579)	n.a.	(2.817)	(4.200)	(49,1)
<b>Profit (loss) from operations (EBIT)</b>		<b>(176)</b>	<b>1.644</b>	<b>1.584</b>	<b>2.391</b>	<b>(33)</b>	<b>81,3</b>	<b>5.505</b>	<b>5.586</b>	<b>1,5</b>
EBIT margin (EBIT / net revenue)	%	(1,1)	11,3	10,9	16,3	(0,2)	0,9p	8,8	9,5	0,7p
Profit (loss) from financial activities		(690)	(658)	(749)	(509)	(651)	5,7	(2.810)	(2.567)	8,6
of which: finance costs		(586)	(585)	(587)	(574)	(579)	1,2	(2.500)	(2.325)	7,0
<b>Profit (loss) before income taxes (EBT)</b>		<b>(866)</b>	<b>986</b>	<b>835</b>	<b>1.882</b>	<b>(684)</b>	<b>21,0</b>	<b>2.695</b>	<b>3.019</b>	<b>12,0</b>
Income taxes		174	(406)	(401)	(684)	(858)	n.a.	(935)	(2.349)	n.a.
<b>Profit (loss)</b>		<b>(692)</b>	<b>580</b>	<b>434</b>	<b>1.198</b>	<b>(1.542)</b>	<b>n.a.</b>	<b>1.760</b>	<b>670</b>	<b>(61,9)</b>
Profit (loss) attributable to non-controlling interests		(178)	100	86	129	(202)	(13,5)	65	113	73,8
<b>Net profit (loss)</b>		<b>(514)</b>	<b>480</b>	<b>348</b>	<b>1.069</b>	<b>(1.340)</b>	<b>n.a.</b>	<b>1.695</b>	<b>557</b>	<b>(67,1)</b>
Depreciation, amortization and impairment losses		(3.559)	(2.654)	(2.223)	(2.261)	(7.298)	n.a.	(11.808)	(14.436)	(22,3)
<b>EBITDA</b>		<b>3.383</b>	<b>4.298</b>	<b>3.807</b>	<b>4.652</b>	<b>7.265</b>	<b>n.a.</b>	<b>17.313</b>	<b>20.022</b>	<b>15,6</b>
EBITDA margin (EBITDA / net revenue)	%	21,9	29,4	26,3	31,7	48,7	26,8p	27,7	34,1	6,4p

## DT Group.

### Special factors in the consolidated income statement.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Net revenue</b>		<b>0</b>	<b>(20)</b>	<b>(5)</b>	<b>(4)</b>	<b>(33)</b>	<b>n.a.</b>	<b>0</b>	<b>(62)</b>	<b>n.a.</b>
Cost of sales		(245)	(60)	(275)	(96)	(176)	28,2	(594)	(607)	(2,2)
<b>Gross profit</b>		<b>(245)</b>	<b>(80)</b>	<b>(280)</b>	<b>(100)</b>	<b>(209)</b>	<b>14,7</b>	<b>(594)</b>	<b>(669)</b>	<b>(12,6)</b>
Selling expenses		(45)	(80)	(210)	(59)	(105)	n.a.	(174)	(454)	n.a.
General and administrative expenses		(272)	(16)	(377)	(88)	(35)	87,1	(374)	(516)	(38,0)
Other operating income		20	0	0	3	3.003	n.a.	38	3.006	n.a.
Other operating expenses		(1.316)	(7)	(12)	(21)	(3.347)	n.a.	(1.755)	(3.387)	(93,0)
<b>Profit (loss) from operations (EBIT)</b>		<b>(1.858)</b>	<b>(183)</b>	<b>(879)</b>	<b>(265)</b>	<b>(693)</b>	<b>62,7</b>	<b>(2.859)</b>	<b>(2.020)</b>	<b>29,3</b>
Profit (loss) from financial activities		7	(5)	(13)	(26)	90	n.a.	(86)	46	n.a.
of which: finance costs		0	0	0	0	0	n.a.	0	0	n.a.
<b>Profit (loss) before income taxes (EBT)</b>		<b>(1.851)</b>	<b>(188)</b>	<b>(892)</b>	<b>(291)</b>	<b>(603)</b>	<b>67,4</b>	<b>(2.945)</b>	<b>(1.974)</b>	<b>33,0</b>
Income taxes		311	(64)	250	55	(882)	n.a.	963	(641)	n.a.
<b>Profit (loss)</b>		<b>(1.540)</b>	<b>(252)</b>	<b>(642)</b>	<b>(236)</b>	<b>(1.485)</b>	<b>3,6</b>	<b>(1.982)</b>	<b>(2.615)</b>	<b>(31,9)</b>
Profit (loss) attributable to non-controlling interests		(268)	(31)	(39)	(14)	(237)	11,6	(313)	(321)	(2,6)
<b>Net profit (loss)</b>		<b>(1.272)</b>	<b>(221)</b>	<b>(603)</b>	<b>(222)</b>	<b>(1.248)</b>	<b>1,9</b>	<b>(1.669)</b>	<b>(2.294)</b>	<b>(37,4)</b>
Depreciation, amortization and impairment losses		(691)	(1)	1	(10)	(3.347)	n.a.	(699)	(3.357)	n.a.
<b>EBITDA</b>		<b>(1.167)</b>	<b>(182)</b>	<b>(880)</b>	<b>(255)</b>	<b>2.654</b>	<b>n.a.</b>	<b>(2.160)</b>	<b>1.337</b>	<b>n.a.</b>

## Details on special factors I.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Effect on operating expenses</b>		<b>(1.878)</b>	<b>(163)</b>	<b>(874)</b>	<b>(264)</b>	<b>(3.663)</b>	<b>(95,0)</b>	<b>(2.897)</b>	<b>(4.964)</b>	<b>(71,3)</b>
of which: expenses / income for early retirement (civil servants)		(404)	0	(670)	(43)	32	n.a.	(453)	(681)	(50,3)
of which: expenses for severance payments		(185)	(66)	(8)	(43)	(220)	(18,9)	(439)	(337)	23,2
of which: expenses / income for partial retirement (termination benefit)		(2)	(1)	1	(1)	(2)	n.a.	(12)	(3)	75,0
of which: expenses for other personnel restructuring charges		(41)	(14)	(24)	(56)	(42)	(2,4)	(102)	(136)	(33,3)
of which: restructuring charges		(156)	(32)	(46)	(45)	(78)	50,0	(293)	(201)	31,4
of which: expenses due to de-consolidations and other asset sales		(398)	0	(81)	(20)	39	n.a.	(767)	(62)	91,9
of which: others		(692)	(50)	(46)	(56)	(3.392)	n.a.	(831)	(3.544)	n.a.
<b>Effect on other operating income</b>		<b>20</b>	<b>0</b>	<b>0</b>	<b>3</b>	<b>3.003</b>	<b>n.a.</b>	<b>38</b>	<b>3.006</b>	<b>n.a.</b>
of which: income due to asset sales		22	0	0	3	3.003	n.a.	31	3.006	n.a.
of which: others		(2)	0	0	0	0	n.a.	7	0	n.a.
<b>Effect on revenue</b>	<b>1</b>	<b>0</b>	<b>(20)</b>	<b>(5)</b>	<b>(4)</b>	<b>(33)</b>	<b>n.a.</b>	<b>0</b>	<b>(62)</b>	<b>n.a.</b>
<b>Effect on profit from operations = EBIT</b>		<b>(1.858)</b>	<b>(183)</b>	<b>(879)</b>	<b>(265)</b>	<b>(693)</b>	<b>62,7</b>	<b>(2.859)</b>	<b>(2.020)</b>	<b>29,3</b>
<b>Depreciation, amortization and impairment losses</b>		<b>(691)</b>	<b>(1)</b>	<b>1</b>	<b>(10)</b>	<b>(3.347)</b>	<b>n.a.</b>	<b>(699)</b>	<b>(3.357)</b>	<b>n.a.</b>
of which: restructuring charges		(5)	0	0	(10)	(2)	60,0	(8)	(12)	(50,0)
of which: expenses due to consolidations and other asset sales		0	0	0	0	0	n.a.	0	0	n.a.
of which: others		(686)	(1)	1	0	(3.345)	n.a.	(691)	(3.345)	n.a.
<b>Effect on EBITDA</b>		<b>(1.167)</b>	<b>(182)</b>	<b>(880)</b>	<b>(255)</b>	<b>2.654</b>	<b>n.a.</b>	<b>(2.160)</b>	<b>1.337</b>	<b>n.a.</b>

1 Special factors affecting Total revenue: EUR 8 mn in Q1/11, EUR 28 mn in Q4/11 in Germany, EUR 12mn in Q1/11, EUR 5mn in Q2/11, EUR 4mn in Q3/11 and EUR 5mn in Q4/11 in Europe.

## Details on special factors II.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	FY/10	FY/11
<b>Effect on profit (loss) from financial activities</b>		7	(5)	(13)	(26)	90	(86)	46
<b>Effect on profit (loss) before income taxes</b>		(1.851)	(188)	(892)	(291)	(603)	(2.945)	(1.974)
<b>Effect on taxes</b>		311	(64)	250	55	(882)	963	(641)
Tax effect of special factors within EBITDA		315	46	264	51	(742)	481	(381)
Tax effect of special factors on profit (loss) from financial activities		1	0	0	1	(1)	16	0
Other tax effects		(5)	(110)	(14)	3	(139)	466	(260)
<b>Effect on profit (loss) attributable to non-controlling interests</b>		(268)	(31)	(39)	(14)	(237)	(313)	(321)
<b>Effect on net profit (loss)</b>		(1.272)	(221)	(603)	(222)	(1.248)	(1.669)	(2.294)

## DT Group.

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

millions of €	reported numbers		MINUS Acquisition effects						PLUS Deconsolidation effects						Total effect	% Pro forma		
	Q4/10	Q4/11	Total	Ger	Europe	USA	Sys	GHS	Total	Ger	Europe	USA	Sys	GHS		Pro forma	Q4/11	reported
																Q4/11	Q4/10	
<b>Net revenue</b>	<b>15.477</b>	<b>14.911</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>14.911</b>	<b>(3,7)</b>	
<b>Profit (loss) from operations = EBIT</b>	<b>(176)</b>	<b>(33)</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>(33)</b>	<b>81,3</b>	
Profit (loss) from financial activities	(690)	(651)	0	0	0	0	0	0	0	0	0	0	0	0	0	(651)	5,7	
of which finance costs	(586)	(579)	0	0	0	0	0	0	0	0	0	0	0	0	0	(579)	1,2	
<b>Profit (loss) before income taxes = EBT</b>	<b>(866)</b>	<b>(684)</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>(684)</b>	<b>21,0</b>	
Income taxes	174	(858)	0	0	0	0	0	0	0	0	0	0	0	0	0	(858)	n.a.	
<b>Profit (loss)</b>	<b>(692)</b>	<b>(1.542)</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>(1.542)</b>	<b>n.a.</b>	
Profit (loss) attributable to non-controlling interests	(178)	(202)	0	0	0	0	0	0	0	0	0	0	0	0	0	(202)	(13,5)	
<b>Net profit (loss)</b>	<b>(514)</b>	<b>(1.340)</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>(1.340)</b>	<b>n.a.</b>	
EBITDA	3.383	7.265	0	0	0	0	0	0	0	0	0	0	0	0	0	7.265	n.a.	
Special factors	(1.167)	2.654	0	0	0	0	0	0	0	0	0	0	0	0	0	2.654	n.a.	
EBITDA adjusted for special factors	4.550	4.611	0	0	0	0	0	0	0	0	0	0	0	0	0	4.611	1,3	

## 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			
	FY/10	FY/11	Total	Ger	Europe	USA	Sys	GHS	Total	Ger	Europe	USA		Sys	GHS	Pro forma FY/11	reported FY/10
	<b>Net revenue</b>	<b>62.421</b>	<b>58.653</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>758</b>	<b>0</b>	<b>758</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>758</b>	<b>59.411</b>
<b>Profit (loss) from operations = EBIT</b>	<b>5.505</b>	<b>5.586</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>5.754</b>	<b>4,5</b>
Profit (loss) from financial activities	(2.810)	(2.567)	0	0	0	0	0	0	(254)	0	(254)	0	0	0	(254)	(2.821)	(0,4)
of which finance costs	(2.500)	(2.325)	0	0	0	0	0	0	(248)	0	(248)	0	0	0	(248)	(2.573)	(2,9)
<b>Profit (loss) before income taxes = EBT</b>	<b>2.695</b>	<b>3.019</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>2.933</b>	<b>8,8</b>
Income taxes	(935)	(2.349)	0	0	0	0	0	0	6	0	6	0	0	0	6	(2.343)	n.a.
<b>Profit (loss)</b>	<b>1.760</b>	<b>670</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>590</b>	<b>(66,5)</b>
Profit (loss) attributable to non-controlling interests	65	113	0	0	0	0	0	0	0	0	0	0	0	0	0	113	73,8
<b>Net profit (loss)</b>	<b>1.695</b>	<b>557</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>477</b>	<b>(71,9)</b>
EBITDA	17.313	20.022	0	0	0	0	0	0	168	0	168	0	0	0	168	20.190	16,6
Special factors	(2.160)	1.337	0	0	0	0	0	0	(5)	0	(5)	0	0	0	(5)	1.332	n.a.
EBITDA adjusted for special factors	19.473	18.685	0	0	0	0	0	0	173	0	173	0	0	0	173	18.858	(3,2)

## Consolidated statement of financial position.

### Assets.

millions of €	Note	31.12.2010	31.03.2011	30.06.2011	30.09.2011	31.12.2011	y.o.y. %
<b>Current assets</b>		<b>15.243</b>	<b>46.976</b>	<b>47.629</b>	<b>50.086</b>	<b>15.865</b>	<b>4,1</b>
Cash and cash equivalents		2.808	1.676	2.744	2.130	3.749	33,5
Trade and other receivables		6.889	4.658	4.643	4.649	6.557	(4,8)
Current recoverable income taxes		224	125	102	119	129	(42,4)
Other financial assets		2.372	2.201	2.023	2.276	2.373	0,0
Inventories		1.310	899	823	779	1.084	(17,3)
Non-current assets and disposal groups held for sale		51	35.665	35.780	38.846	436	n.a.
Other assets		1.589	1.752	1.514	1.287	1.537	(3,3)
<b>Non-current assets</b>		<b>112.569</b>	<b>76.220</b>	<b>75.486</b>	<b>74.527</b>	<b>106.677</b>	<b>(5,2)</b>
Intangible assets		53.807	29.432	29.024	28.337	50.097	(6,9)
Property, plant and equipment		44.298	34.923	34.431	33.780	41.927	(5,4)
Investments accounted for using the equity method		7.242	6.770	6.634	6.665	6.873	(5,1)
Other financial assets		1.695	1.680	1.938	2.267	2.096	23,7
Deferred tax assets		5.129	3.109	3.154	3.184	4.449	(13,3)
Other assets		398	306	305	294	1.235	n.a.
<b>Total assets</b>		<b>127.812</b>	<b>123.196</b>	<b>123.115</b>	<b>124.613</b>	<b>122.542</b>	<b>(4,1)</b>

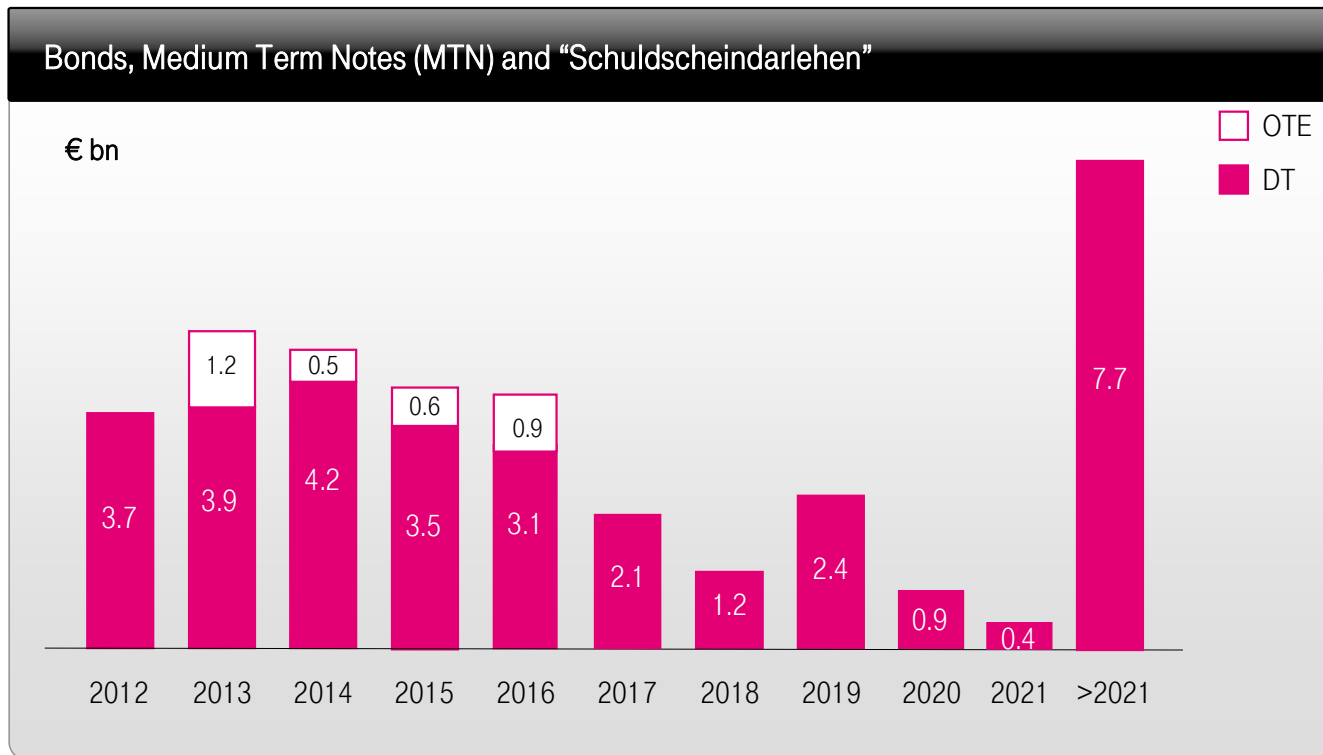


# Consolidated statement of financial position.

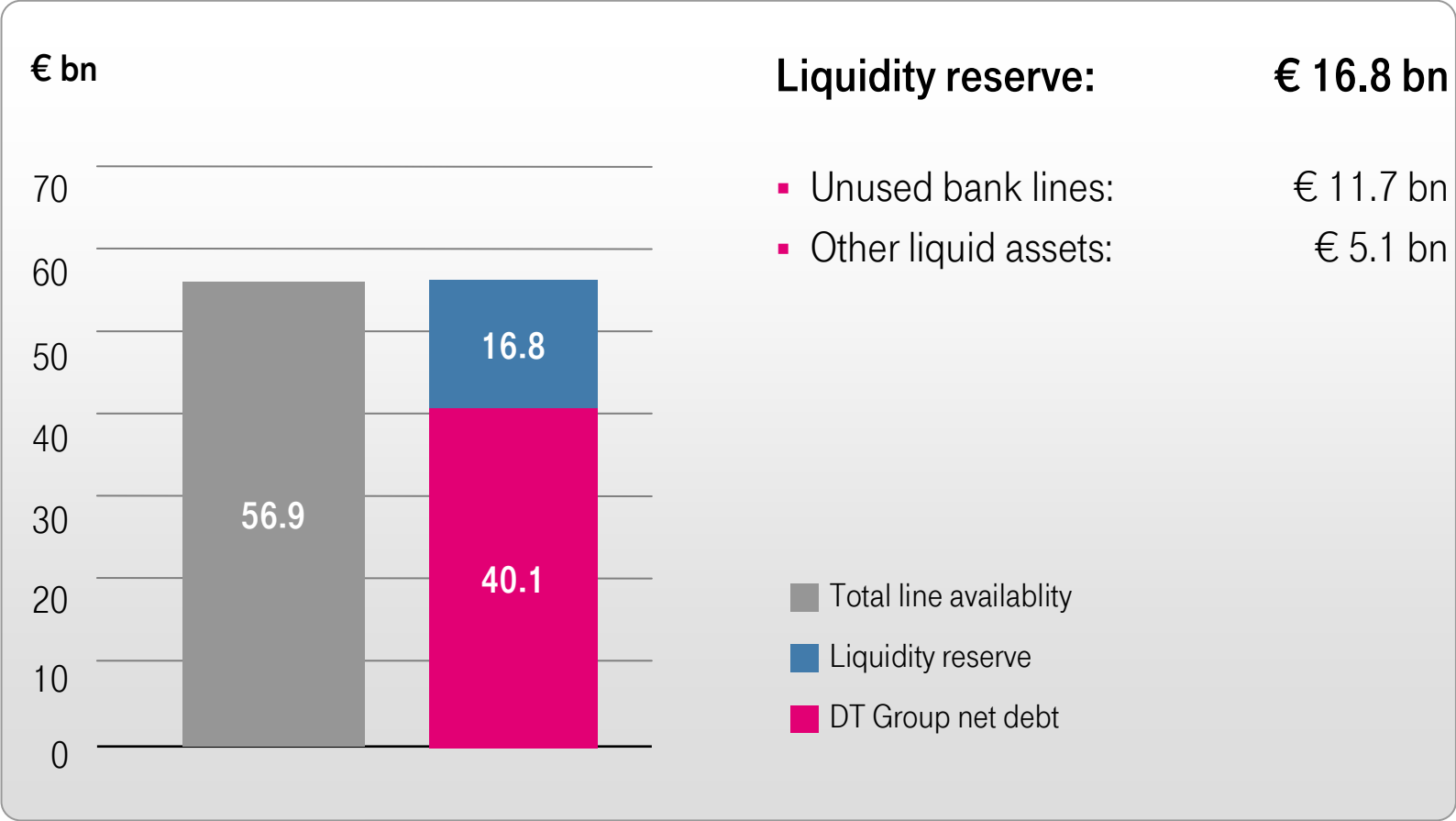
## Liabilities and shareholders' equity.

millions of €	Note	31.12.2010	31.03.2011	30.06.2011	30.09.2011	31.12.2011	y.o.y. %
<b>Liabilities</b>		<b>84.784</b>	<b>80.540</b>	<b>83.835</b>	<b>83.923</b>	<b>82.601</b>	<b>(2,6)</b>
<b>Current liabilities</b>		<b>26.452</b>	<b>31.586</b>	<b>34.842</b>	<b>34.585</b>	<b>24.338</b>	<b>(8,0)</b>
Financial liabilities		11.689	9.766	12.920	11.959	10.219	(12,6)
Trade and other payables		6.750	4.307	4.581	4.226	6.436	(4,7)
Income tax liabilities		545	331	306	280	577	5,9
Other provisions		3.193	3.022	2.486	2.548	3.217	0,8
Liabilities directly associated with non-current assets and disposal groups held for sale		0	10.253	10.587	11.644	0	n.a.
Other liabilities		4.275	3.907	3.962	3.928	3.889	(9,0)
<b>Non-current liabilities</b>		<b>58.332</b>	<b>48.954</b>	<b>48.993</b>	<b>49.338</b>	<b>58.263</b>	<b>(0,1)</b>
Financial liabilities		38.857	38.040	37.609	37.816	38.099	(2,0)
Provisions for pensions and other employee benefits		6.373	6.038	6.102	6.431	6.095	(4,4)
Other provisions		1.628	1.474	1.815	1.719	1.689	3,7
Deferred tax liabilities		7.635	885	873	814	8.492	11,2
Other liabilities		3.839	2.517	2.594	2.558	3.888	1,3
<b>Shareholders' equity</b>		<b>43.028</b>	<b>42.656</b>	<b>39.280</b>	<b>40.690</b>	<b>39.941</b>	<b>(7,2)</b>
Issued capital		11.063	11.063	11.063	11.063	11.063	n.a.
Capital reserves		51.635	51.503	51.504	51.506	51.504	(0,3)
Retained earnings incl. carryforwards		(24.355)	(22.417)	(25.409)	(25.584)	(25.498)	(4,7)
Total other comprehensive income		(2.017)	525	392	7	(2.326)	(15,3)
Total other comprehensive income directly associated with non-current assets and disposable groups held for sale		0	(3.546)	(3.815)	(3.040)	0	n.a.
Net profit (loss)		1.695	480	828	1.897	557	(67,1)
Treasury shares		(5)	(5)	(5)	(6)	(6)	(20,0)
Non-controlling interests		5.012	5.053	4.722	4.847	4.647	(7,3)
<b>Total liabilities and shareholders' equity</b>		<b>127.812</b>	<b>123.196</b>	<b>123.115</b>	<b>124.613</b>	<b>122.542</b>	<b>(4,1)</b>

# Maturity profile as of Dec. 31, 2011.



# Liquidity reserve as of Dec. 31, 2011.

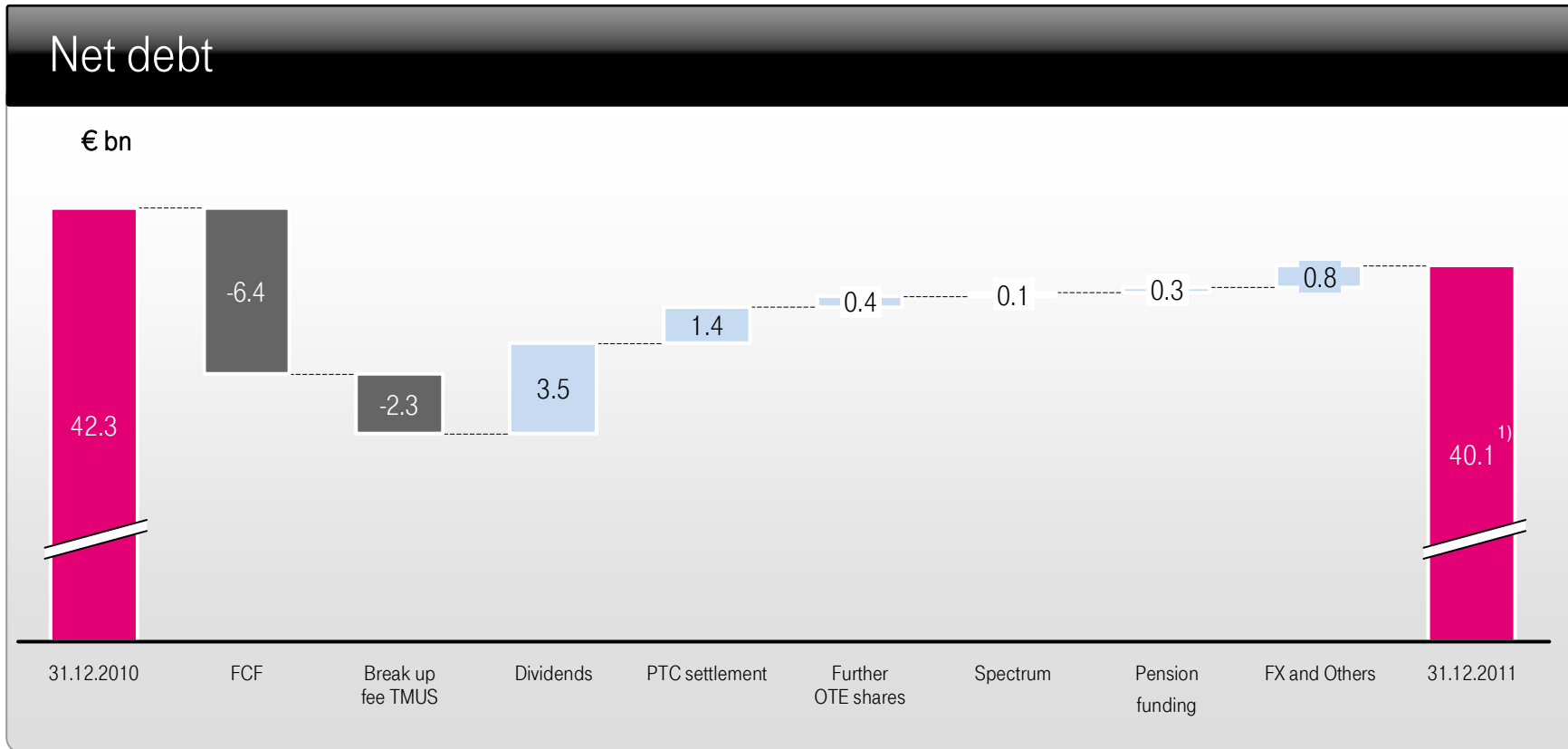


# DT Group.

## Net debt.

millions of €	Note	31.12.2010	31.03.2011	30.06.2011	30.09.2011	31.12.2011	q.o.q. %
Bonds		38.190	36.751	38.942	37.803	36.228	(4,2)
Other financial liabilities		9.128	9.091	9.716	10.739	10.509	(2,1)
<b>Gross debt</b>		<b>47.318</b>	<b>45.842</b>	<b>48.658</b>	<b>48.542</b>	<b>46.737</b>	<b>(3,7)</b>
Cash and cash equivalents		2.808	1.676	2.744	2.130	3.749	76,0
Available-for-sale/held-for-trading financial assets		75	84	84	94	402	n.a.
Other financial assets		2.166	2.282	2.506	2.950	2.465	(16,4)
<b>Net debt</b>		<b>42.269</b>	<b>41.800</b>	<b>43.324</b>	<b>43.368</b>	<b>40.121</b>	<b>(7,5)</b>

# DT Group: Net debt development 2011.



1) FX rate: USD/EUR: 1.30

# DT Group.

## Cash capex.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Cash capex</b>										
Germany	1	1.178	815	811	979	1.039	(11,8)	4.765	3.644	(23,5)
Europe		594	512	356	437	565	(4,9)	2.012	1.870	(7,1)
United States		610	546	477	527	413	(32,3)	2.121	1.963	(7,4)
Systems Solutions		150	123	128	142	160	6,7	725	553	(23,7)
Group Headquarters & Shared Services		128	116	105	125	147	14,8	406	493	21,4
Reconciliation		(120)	8	2	(33)	(94)	21,7	(178)	(117)	34,3
<b>Group</b>	<b>1,2</b>	<b>2.540</b>	<b>2.120</b>	<b>1.879</b>	<b>2.177</b>	<b>2.230</b>	<b>(12,2)</b>	<b>9.851</b>	<b>8.406</b>	<b>(14,7)</b>
- thereof spectrum investment		19	0	0	63	83	n.a.	1.319	146	(88,9)

1 Includes spectrum investment of EUR 1.3bn for LTE licences in Germany in FY/10.

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

## Free cash flow.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
Net profit (loss)		(514)	480	348	1.069	(1.340)	n.a.	1.695	557	(67,1)
Profit (loss) attributable to non-controlling interests		(178)	100	86	129	(202)	(13,5)	65	113	73,8
<b>Profit (loss) after income taxes</b>		<b>(692)</b>	<b>580</b>	<b>434</b>	<b>1.198</b>	<b>(1.542)</b>	<b>n.a.</b>	<b>1.760</b>	<b>670</b>	<b>(61,9)</b>
Depreciation, amortization and impairment losses		3.559	2.654	2.223	2.261	7.298	n.a.	11.808	14.436	22,3
Income tax expense/(benefit)		(174)	406	401	684	858	n.a.	935	2.349	n.a.
Interest (income) and interest expenses		586	586	586	573	580	(1,0)	2.500	2.325	(7,0)
Other financial (income) expense		120	42	172	(83)	38	(68,3)	253	169	(33,2)
Share of (profit) loss of associates and joint ventures accounted for using the equity method		(16)	30	(9)	19	33	n.a.	57	73	28,1
(Profit) loss on the disposal of fully consolidated subsidiaries		(2)	0	0	0	(4)	n.a.	349	(4)	n.a.
Other non-cash transactions		(14)	25	23	(2)	(724)	n.a.	(21)	(678)	n.a.
(Gain) loss from the disposal of intangible assets and property, plant and equipment		39	(14)	32	17	(7)	n.a.	90	28	(68,9)
Change in assets carried as working capital		209	(244)	503	152	279	33,5	(243)	690	n.a.
Change in provisions		436	(7)	148	91	303	(30,5)	(68)	535	n.a.
Change in other liabilities carried as working capital		102	(582)	(62)	(499)	(435)	n.a.	(209)	(1.578)	n.a.
Income taxes received (paid)		(161)	(246)	(143)	(172)	(217)	(34,8)	(819)	(778)	5,0
Dividends received		401	271	2	237	5	(98,8)	412	515	25,0
Net payments from entering into or canceling interest rate swaps		9	0	0	0	0	n.a.	265	0	n.a.
Payments for PTC transaction (included in the change in assets carried as working capital)		0	400	0	0	0	n.a.	0	400	n.a.
Break-up fee T-Mobile USA		0	0	0	0	(2.289)	n.a.	0	(2.289)	n.a.
<b>Cash generated from operations</b>		<b>4.402</b>	<b>3.901</b>	<b>4.310</b>	<b>4.476</b>	<b>4.176</b>	<b>(5,1)</b>	<b>17.069</b>	<b>16.863</b>	<b>(1,2)</b>
Interest received (paid)		(227)	(832)	(716)	(732)	(258)	(13,7)	(2.338)	(2.538)	(8,6)
<b>Net cash from operating activities</b>		<b>4.175</b>	<b>3.069</b>	<b>3.594</b>	<b>3.744</b>	<b>3.918</b>	<b>(6,2)</b>	<b>14.731</b>	<b>14.325</b>	<b>(2,8)</b>
Cash outflows for investments in (proceeds from disposal of)		(2.442)	(2.008)	(1.827)	(2.038)	(2.031)	16,8	(8.188)	(7.904)	3,5
Intangible assets		(701)	(393)	(323)	(407)	(694)	1,0	(2.952)	(1.817)	38,4
Property, plant and equipment		(1.760)	(1.615)	(1.504)	(1.694)	(1.420)	19,3	(6.555)	(6.233)	4,9
Spectrum investment		19	0	0	63	83	n.a.	1.319	146	(88,9)
<b>Free cash flow (before dividend payments and spectrum investment)</b>		<b>1.733</b>	<b>1.061</b>	<b>1.767</b>	<b>1.706</b>	<b>1.887</b>	<b>8,9</b>	<b>6.543</b>	<b>6.421</b>	<b>(1,9)</b>

DT Group.  
Personnel.

At reporting date	Note	31/12/2010	31/03/2011	30/06/2011	30/09/2011	31/12/2011	Delta q.o.q.		Delta y.o.y.	
							abs.	%	abs.	%
Germany		76.478	76.478	75.949	75.869	75.058	(811)	(1,1)	(1.420)	(1,9)
Europe		63.338	62.030	60.049	58.824	58.010	(814)	(1,4)	(5.328)	(8,4)
United States		37.760	35.616	35.096		32.868	(590)	(1,8)	(4.892)	(13,0)
Systems Solutions		47.707	48.280	48.205	48.240	48.163	(77)	(0,2)	456	1,0
Group Headquarters & Shared Services		21.494	21.607	21.558	21.424	21.033	(391)	(1,8)	(461)	(2,1)
of which Vivento		8.900	9.000	9.000	8.800	8.500	(300)	(3,4)	(400)	(4,5)
<b>Group</b>		<b>246.777</b>	<b>244.011</b>	<b>240.857</b>	<b>237.815</b>	<b>235.132</b>	<b>(2.683)</b>	<b>(1,1)</b>	<b>(11.645)</b>	<b>(4,7)</b>
of which: Domestic		123.174	123.332	122.931	122.826	121.564	(1.262)	(1,0)	(1.610)	(1,3)
of which: International		85.843	85.063	82.830	81.531	113.568	(1.421)	(1,2)	(10.035)	(8,1)
of which: Civil servants (domestic)		25.570	25.479	24.901	24.391	23.516	(875)	(3,6)	(2.054)	(8,0)

Average	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	Delta y.o.y.		FY/10	FY/11	Delta y.o.y.	
							abs.	%			abs.	%
Germany		77.680	76.598	76.065	75.994	75.454	(2.226)	(2,9)	79.364	76.028	(3.336)	(4,2)
Europe		63.506	62.366	60.509	59.229	58.318	(5.188)	(8,2)	65.435	60.105	(5.330)	(8,1)
United States		37.340	36.237	35.121	34.005	32.709	(4.631)	(12,4)	37.795	34.518	(3.277)	(8,7)
Systems Solutions		47.771	48.191	48.254	48.255	48.195	424	0,9	47.588	48.224	636	1,3
Group Headquarters & Shared Services		22.229	21.574	21.634	21.502	21.265	(964)	(4,3)	22.312	21.494	(818)	(3,7)
of which Vivento		9.600	8.900	9.000	8.900	8.700	(900)	(9,4)	9.700	8.900	(800)	(8,2)
<b>Group</b>		<b>248.526</b>	<b>244.966</b>	<b>241.583</b>	<b>238.985</b>	<b>235.941</b>	<b>(12.585)</b>	<b>(5,1)</b>	<b>252.494</b>	<b>240.369</b>	<b>(12.125)</b>	<b>(4,8)</b>
of which: Domestic		125.187	123.367	123.112	122.989	122.228	(2.959)	(2,4)	126.952	122.925	(4.027)	(3,2)
of which: International		85.999	85.362	83.350	81.991	113.713	(9.626)	(7,8)	125.542	117.444	(8.098)	(6,5)
of which: Civil servants (domestic)		26.626	25.532	25.208	24.560	23.942	(2.684)	(10,1)	28.066	24.810	(3.256)	(11,6)



## Exchange rates.

### Average.

€	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	FY/10	FY/11
1 U.S Dollar (USD)		0,73546	0,73040	0,69486	0,70750	0,74206	0,75398	0,71801
1 British pound (GBP)		1,16315	1,17122	1,13280	1,13928	1,16628	1,16553	1,15203
100 Czech korunas (CZK)		4,03572	4,10411	4,11208	4,10067	3,95783	3,95536	4,06830
100 Croatian kunas (HRK)		13,57370	13,51020	13,52810	13,40070	13,33880	13,72000	13,44360
1,000 Hungarian forints (HUF)		3,62633	3,67075	3,75328	3,63439	3,29635	3,63022	3,58103
100 Macedonian Denar (MKD)		1,62433	1,62094	1,62478	1,62699	1,62613	1,62526	1,62472
100 Polish Zloty (PLN)		25,20490	25,34090	25,24910	24,07300	22,62090	25,03320	24,27060
10 Rumanien Lei (ROI)		2,33154	2,36911	2,41706	2,34792	2,30603	2,37464	2,35921

## Exchange rates.

### End of period.

€		31/12/10	31/03/11	30/06/11	30/09/11	31/12/11
1 U.S Dollar (USD)		0,74698	0,70350	0,69077	0,74111	0,77246
1 British pound (GBP)		1,15979	1,13097	1,10601	1,15515	1,19583
100 Czech korunas (CZK)		3,98728	4,07494	4,11333	4,04312	3,87758
100 Croatian kunas (HRK)		13,54730	13,55490	13,51820	13,33400	13,28090
1,000 Hungarian forints (HUF)		3,59999	3,75479	3,76371	3,41701	3,18883
100 Macedonian Denar (MKD)		1,59628	1,61625	1,61646	1,64192	1,62320
100 Polish Zloty (PLN)		25,25810	24,90180	25,09280	22,62730	22,39550
10 Rumanien Lei (ROI)		2,33717	2,42483	2,36036	2,28740	2,30518

Notes.

A series of 15 horizontal dotted lines for taking notes.

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## Germany.

### Financials (adjusted for special factors).

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>	1	6.442	5.999	5.989	6.004	6.075	(5,7)	25.145	24.067	(4,3)
<b>Net revenue</b>		6.014	5.661	5.634	5.651	5.711	(5,0)	23.523	22.657	(3,7)
<b>EBITDA</b>		2.358	2.384	2.439	2.490	2.286	(3,1)	9.618	9.599	(0,2)
EBITDA margin (EBITDA / total revenues)	%	36,6	39,7	40,7	41,5	37,6	1,0p	38,3	39,9	1,6p
Depreciation, amortization and impairment losses		(1.114)	(1.067)	(1.101)	(1.115)	(1.164)	(4,5)	(4.193)	(4.447)	(6,1)
Profit (loss) from operations = EBIT		1.244	1.317	1.338	1.375	1.122	(9,8)	5.425	5.152	(5,0)
<b>Cash capex (as reported)</b>	2	1.178	815	811	979	1.039	(11,8)	3.465	3.644	5,2
<b>Cash contribution</b>	2	1.180	1.569	1.628	1.511	1.247	5,7	6.153	5.955	(3,2)

### Financials (as reported).

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		6.442	5.991	5.989	6.004	6.047	(6,1)	25.145	24.031	(4,4)
<b>Net revenue</b>		6.014	5.653	5.634	5.651	5.683	(5,5)	23.523	22.621	(3,8)
<b>EBITDA</b>		2.162	2.315	1.951	2.472	2.154	(0,4)	9.109	8.892	(2,4)
EBITDA margin (EBITDA / total revenues)	%	33,6	38,6	32,6	41,2	35,6	2,0p	36,2	37,0	0,8p
Depreciation, amortization and impairment losses		(1.114)	(1.067)	(1.101)	(1.115)	(1.164)	(4,5)	(4.193)	(4.447)	(6,1)
Profit (loss) from operations = EBIT		1.048	1.248	850	1.357	990	(5,5)	4.916	4.445	(9,6)
<b>Cash capex</b>	2	1.178	815	811	979	1.039	(11,8)	3.465	3.644	5,2
<b>Cash contribution</b>	2	984	1.500	1.140	1.493	1.115	13,3	6.153	5.955	(3,2)

1 Special factors affecting Total revenue: EUR 8 mn in Q1/11 and EUR 28 mn in Q4/11.

2 Before spectrum investment of EUR 1.3bn.

## Germany.

### EBITDA Reconciliation.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		6.442	5.991	5.989	6.004	6.047	(6,1)	25.145	24.031	(4,4)
<b>Total Revenue adjusted for special factors</b>	1	6.442	5.999	5.989	6.004	6.075	(5,7)	25.145	24.067	(4,3)
Profit (loss) from operations = EBIT		1.048	1.248	850	1.357	990	(5,5)	4.916	4.445	(9,6)
- Depreciation, amortization and impairment losses		(1.114)	(1.067)	(1.101)	(1.115)	(1.164)	(4,5)	(4.193)	(4.447)	(6,1)
<b>= EBITDA</b>		<b>2.162</b>	<b>2.315</b>	<b>1.951</b>	<b>2.472</b>	<b>2.154</b>	<b>(0,4)</b>	<b>9.109</b>	<b>8.892</b>	<b>(2,4)</b>
EBITDA margin	%	33,6	38,6	32,6	41,2	35,6	2,0p	36,2	37,0	0,8p
- Special factors affecting EBITDA		(196)	(69)	(488)	(18)	(132)	32,7	(509)	(707)	(38,9)
<b>= EBITDA adjusted for special factors</b>		<b>2.358</b>	<b>2.384</b>	<b>2.439</b>	<b>2.490</b>	<b>2.286</b>	<b>(3,1)</b>	<b>9.618</b>	<b>9.599</b>	<b>(0,2)</b>
EBITDA margin (adjusted for special factors)	%	36,6	39,7	40,7	41,5	37,6	1,0p	38,3	39,9	1,6p

### Special factors.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	FY/10	FY/11
<b>Effects on EBITDA</b>		<b>(196)</b>	<b>(69)</b>	<b>(488)</b>	<b>(18)</b>	<b>(132)</b>	<b>(509)</b>	<b>(707)</b>
- of which personnel		(199)	(15)	(485)	(7)	(97)	(401)	(604)
- of which other		3	(54)	(3)	(11)	(35)	(108)	(103)
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(196)</b>	<b>(69)</b>	<b>(488)</b>	<b>(18)</b>	<b>(132)</b>	<b>(509)</b>	<b>(707)</b>
- of which personnel		(199)	(15)	(485)	(7)	(97)	(401)	(604)
- of which other		3	(54)	(3)	(11)	(35)	(108)	(103)

1 Special factors affecting Total revenue: EUR 8 mn in Q1/11 and EUR 28 mn in Q4/11.

## Germany.

### Operational.

	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %
<b>Germany</b>							
Fixed network access lines	('000) 2	24.650	24.312	24.017	23.694	23.399	(5,1)
- broadband retail access lines	('000) 2	11.954	12.069	12.153	12.201	12.265	2,6
- TV	('000)	1.156	1.257	1.301	1.375	1.553	34,3
Mobile communications	('000)	34.694	34.574	34.517	34.905	35.403	2,0
- contract	('000) 2	17.173	17.198	17.368	17.834	18.221	6,1
- prepaid	('000)	17.521	17.376	17.149	17.071	17.182	(1,9)
ULLs	('000)	9.498	9.570	9.562	9.570	9.598	1,1
Wholesale bundled access lines	('000)	984	891	820	757	704	(28,5)
Wholesale unbundled access lines	('000)	1.037	1.108	1.155	1.198	1.222	17,8

### Consumer operational.

	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %
<b>Germany - Consumer</b>	<b>1</b>						
Fixed network access lines	('000) 2	19.889	19.579	19.321	19.030	18.763	(5,7)
- broadband retail access lines	('000) 2	9.705	9.796	9.866	9.902	9.959	2,6
- TV	('000)	1.070	1.162	1.201	1.269	1.434	34,0
Mobile communications	('000)	29.153	28.926	28.788	29.061	29.333	0,6
- contract	('000) 2	12.111	12.052	12.169	12.560	12.874	6,3
- prepaid	('000)	17.042	16.874	16.620	16.500	16.459	(3,4)

### Business customers operational.

	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %
<b>Germany - Business</b>	<b>1</b>						
Fixed network access lines	('000) 2	3.624	3.599	3.569	3.543	3.505	(3,3)
- broadband retail access lines	('000) 2	1.920	1.942	1.956	1.968	1.973	2,8
- TV	('000)	86	95	100	106	117	36,0
Mobile communications	('000)	5.541	5.648	5.729	5.844	6.070	9,5
- contract	('000) 2	5.062	5.145	5.200	5.274	5.347	5,6
- prepaid	('000)	479	502	529	570	723	50,9

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.

2 Since October 1, 2011 we disclose double play access via wireless (Call&Surf via Funk) in mobile contract customer:

## Germany.

### Revenue split - Products.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Germany</b>	<b>1</b>	<b>6.442</b>	<b>5.991</b>	<b>5.989</b>	<b>6.004</b>	<b>6.047</b>	<b>(6,1)</b>	<b>25.145</b>	<b>24.031</b>	<b>(4,4)</b>
<b>Fixed network</b>		2.723	2.644	2.633	2.615	2.601	(4,5)	10.983	10.493	(4,5)
of which single play	2	1.189	1.109	1.082	1.059	1.033	(13,1)	4.891	4.283	(12,4)
of which double play		1.158	1.157	1.157	1.149	1.129	(2,5)	4.644	4.592	(1,1)
of which triple play		142	156	164	171	186	31,0	501	677	35,1
<b>Mobile communications</b>		1.980	1.856	1.870	1.897	1.926	(2,7)	7.705	7.549	(2,0)
of which Service Revenues	3	1.756	1.690	1.706	1.757	1.728	(1,6)	7.047	6.881	(2,4)
thereof Data Revenues		334	384	409	410	440	31,7	1.264	1.643	30,0
<b>Wholesale services</b>		1.039	957	951	941	918	(11,6)	4.079	3.767	(7,6)
of which access full ULL		343	337	342	336	313	(8,7)	1.357	1.328	(2,1)
of which bundled and unbundled access line		97	100	102	99	100	3,1	349	401	14,9
<b>Online consumer services</b>	4	307	225	229	225	267	(13,0)	1.053	946	(10,2)
<b>Value-added services</b>		105	91	86	85	85	(19,0)	416	347	(16,6)
<b>Others</b>		288	218	220	241	250	(13,2)	909	929	2,2

### Revenue split - Segments.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Germany</b>	<b>1</b>	<b>6.442</b>	<b>5.991</b>	<b>5.989</b>	<b>6.004</b>	<b>6.047</b>	<b>(6,1)</b>	<b>25.145</b>	<b>24.031</b>	<b>(4,4)</b>
Consumer	5	3.283	3.118	3.147	3.159	3.160	(3,7)	13.109	12.584	(4,0)
Business customers		1.464	1.414	1.390	1.401	1.408	(3,8)	5.661	5.613	(0,8)
Wholesale		1.166	1.066	1.062	1.048	1.031	(11,6)	4.553	4.207	(7,6)
Digital Services		259	177	179	177	216	(16,6)	866	749	(13,5)
Value-added services		133	107	101	103	106	(20,3)	498	417	(16,3)
Others		137	109	110	116	126	(8,0)	458	461	0,7

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	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Average monthly churn</b>	(%)	<b>1,7%</b>	<b>1,5%</b>	<b>1,6%</b>	<b>1,5%</b>	<b>1,5%</b>	<b>(0,2p)</b>	<b>2,4%</b>	<b>1,5%</b>	<b>(0,9p)</b>
- contract	(%)	1,2%	1,0%	1,1%	1,1%	1,2%	0,0p	1,2%	1,1%	(0,1p)
<b>SAC per gross add</b>	(€)	<b>90</b>	<b>78</b>	<b>64</b>	<b>69</b>	<b>79</b>	<b>(12,2)</b>	<b>87</b>	<b>72</b>	<b>(17,2)</b>
- contract	(€)	189	153	114	107	146	(22,8)	173	128	(26,0)
- prepaid	(€)	20	15	16	20	11	(45,0)	19	15	(21,1)
<b>SRC per retained customer</b>	(€)	<b>203</b>	<b>162</b>	<b>185</b>	<b>177</b>	<b>199</b>	<b>(2,0)</b>	<b>183</b>	<b>180</b>	<b>(1,6)</b>
<b>ARPU</b>	(€)	<b>17</b>	<b>16</b>	<b>16</b>	<b>17</b>	<b>16</b>	<b>(5,9)</b>	<b>16</b>	<b>17</b>	<b>6,3</b>
- contract	(€)	29	28	29	29	28	(3,4)	29	29	0,0
- prepaid	(€)	4	4	4	4	4	0,0	3	4	33,3
<b>non-voice % of ARPU</b>	(%)	<b>32%</b>	<b>35%</b>	<b>36%</b>	<b>36%</b>	<b>38%</b>	<b>6p</b>	<b>30%</b>	<b>37%</b>	<b>7p</b>
<b>MOU per customer</b>	(min)	<b>90</b>	<b>86</b>	<b>87</b>	<b>89</b>	<b>87</b>	<b>(3,3)</b>	<b>81</b>	<b>87</b>	<b>7,4</b>
- contract	(min)	158	152	152	153	148	(6,3)	150	151	0,7

### Consumer - KPIs.

	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Average monthly churn</b>	(%)	<b>1,9%</b>	<b>1,7%</b>	<b>1,8%</b>	<b>1,7%</b>	<b>1,7%</b>	<b>(0,2p)</b>	<b>2,7%</b>	<b>1,7%</b>	<b>(1,0p)</b>
- contract	(%)	1,4%	1,2%	1,3%	1,3%	1,4%	0,0p	1,4%	1,3%	(0,1p)
<b>SAC per gross add</b>	(€)	<b>84</b>	<b>76</b>	<b>59</b>	<b>66</b>	<b>79</b>	<b>(6,0)</b>	<b>81</b>	<b>70</b>	<b>(13,6)</b>
- contract	(€)	209	175	115	107	147	(29,7)	185	132	(28,6)
- prepaid	(€)	19	15	16	20	13	(31,6)	19	16	(15,8)
<b>SRC per retained customer</b>	(€)	<b>202</b>	<b>180</b>	<b>179</b>	<b>177</b>	<b>207</b>	<b>2,5</b>	<b>189</b>	<b>186</b>	<b>(1,6)</b>
<b>ARPU</b>	(€)	<b>14</b>	<b>13</b>	<b>14</b>	<b>14</b>	<b>13</b>	<b>(7,1)</b>	<b>13</b>	<b>14</b>	<b>7,7</b>
- contract	(€)	26	26	27	27	26	0,0	26	27	3,8
- prepaid	(€)	4	4	4	4	4	0,0	3	4	33,3
<b>non-voice % of ARPU</b>	(%)	<b>30%</b>	<b>35%</b>	<b>36%</b>	<b>36%</b>	<b>38%</b>	<b>8p</b>	<b>29%</b>	<b>36%</b>	<b>7p</b>
<b>MOU per customer</b>	(min)	<b>72</b>	<b>68</b>	<b>70</b>	<b>71</b>	<b>69</b>	<b>(4,2)</b>	<b>65</b>	<b>70</b>	<b>7,7</b>
- contract	(min)	140	134	135	135	130	(7,1)	134	134	0,0

### Business Customers - KPIs.

	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Average monthly churn</b>	(%)	<b>0,7%</b>	<b>0,6%</b>	<b>0,7%</b>	<b>0,8%</b>	<b>0,8%</b>	<b>0,1p</b>	<b>0,9%</b>	<b>0,7%</b>	<b>(0,2p)</b>
- contract	(%)	0,7%	0,7%	0,7%	0,8%	0,8%	0,1p	0,7%	0,8%	0,1p
<b>SAC per gross add</b>	(€)	<b>131</b>	<b>89</b>	<b>94</b>	<b>88</b>	<b>77</b>	<b>(41,2)</b>	<b>129</b>	<b>86</b>	<b>(33,3)</b>
- contract	(€)	143	99	110	107	138	(3,5)	139	113	(18,7)
- prepaid	(€)	42	17	15	7	3	(92,9)	35	6	(82,9)
<b>SRC per retained customer</b>	(€)	<b>204</b>	<b>123</b>	<b>200</b>	<b>177</b>	<b>182</b>	<b>(10,8)</b>	<b>169</b>	<b>168</b>	<b>(0,6)</b>
<b>ARPU</b>	(€)	<b>33</b>	<b>32</b>	<b>31</b>	<b>31</b>	<b>31</b>	<b>(6,1)</b>	<b>33</b>	<b>31</b>	<b>(6,1)</b>
- contract	(€)	35	35	34	34	34	(2,9)	36	34	(5,6)
- prepaid	(€)	4	4	4	5	3	(25,0)	4	4	0,0
<b>non-voice % of ARPU</b>	(%)	<b>35%</b>	<b>37%</b>	<b>38%</b>	<b>36%</b>	<b>40%</b>	<b>5p</b>	<b>33%</b>	<b>38%</b>	<b>5p</b>
<b>MOU per customer</b>	(min)	<b>184</b>	<b>177</b>	<b>175</b>	<b>177</b>	<b>173</b>	<b>(6,0)</b>	<b>176</b>	<b>175</b>	<b>(0,6)</b>
- contract	(min)	200	193	191	194	192	(4,0)	193	193	0,0



# 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 <sup>7</sup>	Bandwidth DSL 16 Mbit/s, flat rate Internet usage and flat rate voice usage	Bandwidth VDSL 50 Mbit/s, flat rate Internet usage and flat rate voice usage <sup>5</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>5</sup>
	from € 29.95	from € 34.95	from € 44.95	from € 44.95	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>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 PSTN-Product: Universal + 4€; IP-Access incl. 2 Voice-Channels und 3 telephone no.

5 VDSL25 included. VDSL50 + 0 €. Nationwide promotional pricing until 31.01.2012.

6 Promotional pricing until 30.09.2012. Regular price 99.95 €.

7 IP-Product includes 16 Mbit/s bandwidth.

# Germany.

## Triple Play.

Triple Play. <sup>1,2,3</sup>	Entertain Comfort <sup>7</sup>	Entertain Premium <sup>7</sup>	Entertain SAT <sup>4,8</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	Bandwidth DSL min. 3 Mbit/s, flat rate Internet usage and flat rate voice usage, video on demand, IPTV basic package. No Pay TV possible
	from € 39.95 <sup>6</sup>	from € 44.95 <sup>6</sup>	from € 39.95
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>9</sup>		
Installations-Service	One off charge € 49.95		

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 PSTN-Product: Universal + 4€; IP-Access incl. 2 Voice-Channels und 3 telephone no.

5 VDSL25 + 10 €, Promotional pricing VDSL50 +10€ until 31.03.2012

6 Promotional pricing for 2 years (24 \* -5€) until 31.03.2012. Regular price 44,95€/49,95€

7 IP-Access incl. 2 Voice-Channels und 3 telephone no.

8 Digital SAT-Environment is necessary.

9 Promotional pricing. Regular price 99.95€.

# 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	One off charge € 0	

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 31.03.2012

# Germany.

## Call.

Call plans in €	XS	S	M	L	Special Call 100
Monthly charge (without handset)	4.95	14.95	24.95	34.95	9.95
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	100
- 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	free
- on-net	0.29	0.29	0.29	free	0.29
- other mobile networks	0.29	0.29	0.29	0.29	0.29
- Voicebox	0.29	free	free	free	0.29
SMS (on-net, other networks)	0.19	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 (without handset)	-	-	-	-	
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	free
- on-net	0.29	0.29	0.29	free	free
- other mobile networks	0.29	0.29	0.29	0.29	0.29
- Voicebox	0.29	free	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				

\* Free calls to one national mobile network of choice (E-Plus/O2/Vodafone)

# Germany.

## Complete Mobil.

Complete plans in €	S	M	L	XL	Special Complete Mobil
Monthly charge (without handset)	29.95	39.95	49.95	89.95	29.95
Monthly charge (with handset)	39.95	49.95	59.95	99.95	44.95/54.95
includes national voice minutes (on-net, fixed net, other mobile networks)	120	120	120	120 (EU+CH)	100
- 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	0.29
- on-net	0.29	0.29	free	free	free
- other mobile networks	0.29	0.29	0.29	free	0.29
- Voicebox	free	free	free	free	free
includes SMS per month	40	40	40	3000	free
SMS (on-net)	0.19	free	free	0.19	free
SMS (other networks)	0.19	0.19	0.19	0.19	free
HotSpot Flatrate	free	free	free	free	free
Data Speed	7.2 Mbit/s	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	200 MB
VoIP	9.95	9.95	free	free	9.95
Tethering	free	free	free	free	free
Activation fee		24.95			29.95
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 option in €	SMS Flat allnet
Monthly charge	9.95
Additional SMS per month (on-net, other networks)	free

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 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	0.54	0.45	0.38	0.32
Single transit	0.89	0.89	0.60	0.60
Double transit national	1.34	1.34	0.89	0.89
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	0.54	0.45	0.38	0.32
Single transit	0.89	0.69	0.60	0.46
Double transit national	1.34	1,03	0.89	0.68
Fully unbundled ("ULL")	Old		New	
One time fee	35.70 <sup>2</sup>		30.83 <sup>3</sup>	
Monthly fee	10.20 <sup>4</sup>		10.08 <sup>5</sup>	
Partially unbundled ("Line Sharing")	Old		New	
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>	
IP-BSA ADSL Shared	Old		New	
One time fee	54,22 <sup>8</sup>		44,87 <sup>9</sup>	
Monthly fee	8.12 <sup>8</sup>		8.12 <sup>9</sup>	
IP-BSA ADSL Stand Alone	Old		New	
One time fee	47,96 <sup>8</sup>		47.68 <sup>9</sup>	
Monthly fee	18,32 <sup>8</sup>		18.20 <sup>9</sup>	

1 Prices are valid from 01/07/2011 to 30/11/2012.

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 30/06/2013.

6 valid to 30/06/2010.

7 valid to 30/06/2012.

8 valid to 30/06/2011

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

Notes.

A series of 15 horizontal dotted lines for writing notes.



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## United States.

### Financials (adjusted for special factors).

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		<b>3.942</b>	<b>3.770</b>	<b>3.510</b>	<b>3.683</b>	<b>3.848</b>	(2,4)	<b>16.087</b>	<b>14.811</b>	(7,9)
<b>Net revenue</b>		<b>3.940</b>	<b>3.767</b>	<b>3.507</b>	<b>3.680</b>	<b>3.847</b>	(2,4)	<b>16.075</b>	<b>14.801</b>	(7,9)
<b>EBITDA</b>	1	<b>1.000</b>	<b>871</b>	<b>892</b>	<b>1.025</b>	<b>1.043</b>	4,3	<b>4.156</b>	<b>3.831</b>	(7,8)
EBITDA margin (EBITDA / total revenues)	%	25,4	23,1	25,4	27,8	27,1	1,7p	25,8	25,9	0,1p
Depreciation, amortization and impairment losses	3	(528)	(463)	0	0	(1.647)	n.a.	(2.064)	(2.110)	(2,2)
Profit (loss) from operations = EBIT	3	472	408	892	1.025	(604)	n.a.	2.092	1.721	(17,7)
<b>Cash capex</b>	2	<b>605</b>	<b>543</b>	<b>474</b>	<b>523</b>	<b>408</b>	(32,6)	<b>2.107</b>	<b>1.948</b>	(7,5)
<b>Cash contribution</b>		<b>395</b>	<b>328</b>	<b>418</b>	<b>502</b>	<b>635</b>	60,8	<b>2.049</b>	<b>1.883</b>	(8,1)

### Financials (as reported).

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		<b>3.942</b>	<b>3.770</b>	<b>3.510</b>	<b>3.683</b>	<b>3.848</b>	(2,4)	<b>16.087</b>	<b>14.811</b>	(7,9)
<b>Net revenue</b>		<b>3.940</b>	<b>3.767</b>	<b>3.507</b>	<b>3.680</b>	<b>3.847</b>	(2,4)	<b>16.075</b>	<b>14.801</b>	(7,9)
<b>EBITDA</b>		<b>1.000</b>	<b>864</b>	<b>868</b>	<b>976</b>	<b>989</b>	(1,1)	<b>4.156</b>	<b>3.697</b>	(11,0)
EBITDA margin (EBITDA / total revenue)	%	25,4	22,9	24,7	26,5	25,7	0,3p	25,8	25,0	(0,8)p
Depreciation, amortization and impairment losses	3	(528)	(463)	0	0	(3.944)	n.a.	(2.064)	(4.407)	n.a.
Profit (loss) from operations = EBIT	3	472	401	868	976	(2.955)	n.a.	2.092	(710)	n.a.
<b>Cash capex</b>		<b>610</b>	<b>546</b>	<b>477</b>	<b>527</b>	<b>413</b>	(32,3)	<b>2.121</b>	<b>1.963</b>	(7,4)
<b>Cash contribution</b>		<b>390</b>	<b>318</b>	<b>391</b>	<b>449</b>	<b>576</b>	47,7	<b>2.035</b>	<b>1.734</b>	(14,8)

1 Excluding special factors affecting EBITDA of EUR 7mn in Q1/11, EUR 24mn in Q2/11, EUR 49mn in Q3/11 and EUR 54mn in Q4/11.

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, EUR 3mn in Q2/11, EUR 4mn in Q3/11, and EUR 5mn in Q4/11.

3 Adjusted by excluding depreciation of EUR 66mn in Q1/11, EUR 516mn in Q2/11 and EUR 509mn in Q3/11 due to the pending sale of T-Mobile USA to AT&T that was announced March 2011. As of this announcement, non-current assets were classified as held-for-sale and the depreciation of these assets was discontinued for accounting purposes. In December 2011, AT&T's acquisition of T-Mobile USA was terminated and T-Mobile USA was no longer categorized as a discontinued operation. As a result, depreciation that was not previously recognized in 2011 was recognized in Q4/11. Additionally, T-Mobile USA recognized an impairment loss on goodwill of EUR 2,297mn in Q4/11.

## United States.

### EBITDA reconciliation.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		<b>3.942</b>	<b>3.770</b>	<b>3.510</b>	<b>3.683</b>	<b>3.848</b>	<b>(2,4)</b>	<b>16.087</b>	<b>14.811</b>	<b>(7,9)</b>
Profit (loss) from operations = EBIT	1	472	401	868	976	(2.955)	n.a.	2.092	(710)	n.a.
- Depreciation, amortization and impairment losses	1	(528)	(463)	0	0	(3.944)	n.a.	(2.064)	(4.407)	n.a.
<b>= EBITDA</b>		<b>1.000</b>	<b>864</b>	<b>868</b>	<b>976</b>	<b>989</b>	<b>(1,1)</b>	<b>4.156</b>	<b>3.697</b>	<b>(11,0)</b>
EBITDA margin	%	25,4	22,9	24,7	26,5	26	0,3p	25,8	25	(0,8p)
- Special factors affecting EBITDA		0	(7)	(24)	(49)	(54)	n.a.	0	(134)	n.a.
<b>= EBITDA adjusted for special factors</b>		<b>1.000</b>	<b>871</b>	<b>892</b>	<b>1.025</b>	<b>1.043</b>	<b>4,3</b>	<b>4.156</b>	<b>3.831</b>	<b>(7,8)</b>
EBITDA margin (adjusted for special factors)	%	25,4	23,1	25,4	27,8	27	1,7p	25,8	26	0,1p

### Special factors.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	FY/10	FY/11
<b>Effects on EBITDA</b>		<b>0</b>	<b>(7)</b>	<b>(24)</b>	<b>(49)</b>	<b>(54)</b>	<b>0</b>	<b>(134)</b>
- of which personnel		0	(7)	(23)	(48)	(38)	0	(116)
- of which other		0	0	(1)	(1)	(16)	0	(18)
<b>Effects on profit (loss) from operations = EBIT</b>		<b>0</b>	<b>(7)</b>	<b>(24)</b>	<b>(49)</b>	<b>(2.351)</b>	<b>0</b>	<b>(2.431)</b>
- of which personnel		0	(7)	(23)	(48)	(38)	0	(116)
- of which other		0	0	(1)	(1)	(2.313)	0	(2.315)

1 Adjusted by excluding depreciation of EUR 66mn in Q1/11, EUR 516mn in Q2/11 and EUR 509mn in Q3/11 due to the pending sale of T-Mobile USA to AT&T that was announced March 2011. As of this announcement, non-current assets were classified as held-for-sale and the depreciation of these assets was discontinued for accounting purposes. In December 2011, AT&T's acquisition of T-Mobile USA was terminated and T-Mobile USA was no longer categorized as a discontinued operation. As a result, depreciation that was not previously recognized in 2011 was recognized in Q4/11. Additionally, T-Mobile USA recognized an impairment loss on goodwill of EUR 2,297mn in Q4/11.

# United States.

## Operational.

	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %	
<b>Customers (end of period)</b>	('000)	<b>33.734</b>	<b>33.635</b>	<b>33.585</b>	<b>33.711</b>	<b>33.185</b>	<b>(1,6)</b>	<b>33.734</b>	<b>33.185</b>	<b>(1,6)</b>	
Branded contract		24.574	23.999	23.463	23.074	22.367	(9,0)	24.574	22.367	(9,0)	
Connected devices		1.873	2.065	2.321	2.525	2.429	29,7	1.873	2.429	29,7	
<b>- Contract</b>	('000)	<b>1</b>	<b>26.447</b>	<b>26.065</b>	<b>25.784</b>	<b>25.598</b>	<b>(6,2)</b>	<b>26.447</b>	<b>24.797</b>	<b>(6,2)</b>	
Branded prepaid		4.497	4.416	4.345	4.599	4.819	7,2	4.497	4.819	7,2	
MVNO		2.790	3.154	3.456	3.514	3.569	28,0	2.790	3.569	27,9	
<b>- Prepaid</b>	('000)	<b>1</b>	<b>7.287</b>	<b>7.570</b>	<b>7.801</b>	<b>8.113</b>	<b>15,1</b>	<b>7.287</b>	<b>8.389</b>	<b>15,1</b>	
<b>Net adds</b>	('000)		<b>(23)</b>	<b>(99)</b>	<b>(50)</b>	<b>126</b>	<b>n.a.</b>	<b>(56)</b>	<b>(549)</b>	<b>n.a.</b>	
Branded contract		(364)	(574)	(536)	(389)	(706)	(94,0)	(1.069)	(2.206)	n.a.	
Connected devices		113	192	256	204	(95)	n.a.	751	556	(26,0)	
<b>- Contract</b>	('000)	<b>1</b>	<b>(251)</b>	<b>(382)</b>	<b>(281)</b>	<b>(802)</b>	<b>n.a.</b>	<b>(318)</b>	<b>(1.650)</b>	<b>n.a.</b>	
Branded prepaid		(146)	(82)	(71)	254	220	n.a.	(513)	321	n.a.	
MVNO		374	365	302	57	56	(85,0)	775	780	0,6	
<b>- Prepaid</b>	('000)	<b>1</b>	<b>228</b>	<b>283</b>	<b>231</b>	<b>312</b>	<b>21,1</b>	<b>262</b>	<b>1.101</b>	<b>n.a.</b>	
<b>Average monthly churn</b>	(%)		<b>3,6</b>	<b>3,4</b>	<b>3,3</b>	<b>3,5</b>	<b>4,0</b>	<b>0,4p</b>	<b>3,4</b>	<b>3,6</b>	
- Contract	(%)		2,5	2,4	2,4	2,4	3,1	0,6p	2,3	2,6	
<b>Total revenues</b>	(€ million)		<b>3.942</b>	<b>3.770</b>	<b>3.510</b>	<b>3.683</b>	<b>3.848</b>	<b>(2,4)</b>	<b>16.087</b>	<b>14.811</b>	<b>(7,9)</b>
Service revenue	(€ million)	2	3.394	3.328	3.156	3.202	3.274	(3,5)	13.863	12.960	(6,5)
<b>EBITDA (adjusted for special factors)</b>	(€ million)		<b>1.000</b>	<b>871</b>	<b>892</b>	<b>1.025</b>	<b>1.043</b>	<b>4,3</b>	<b>4.156</b>	<b>3.831</b>	<b>(7,8)</b>
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(%)		25,4	23,1	25,4	27,8	27,1	1,7p	25,8	25,9	0,1p
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(%)		29,5	26,2	28,3	32,0	31,9	2,4p	30,0	29,6	(0,4p)
<b>SAC per gross add</b>	(€)		<b>96</b>	<b>92</b>	<b>87</b>	<b>64</b>	<b>70</b>	<b>(27,1)</b>	<b>100</b>	<b>78</b>	<b>(22,0)</b>
- Contract	(€)	1	184	191	179	132	141	(23,4)	177	160	(9,6)
- Prepaid	(€)	1	13	9	10	11	16	23,1	15	12	(20,0)
<b>SRC per retained customer</b>	(€)		<b>54</b>	<b>84</b>	<b>38</b>	<b>33</b>	<b>40</b>	<b>(25,9)</b>	<b>62</b>	<b>47</b>	<b>(24,2)</b>
<b>ARPU</b>	(€)		<b>34</b>	<b>33</b>	<b>31</b>	<b>32</b>	<b>33</b>	<b>(2,9)</b>	<b>34</b>	<b>32</b>	<b>(5,9)</b>
- Contract	(€)	1	39	38	37	37	39	0,0	40	38	(5,0)
- Prepaid	(€)	1	14	13	12	14	14	0,0	14	13	(7,1)
<b>Non-Voice % of ARPU</b>	(%)		<b>28</b>	<b>29</b>	<b>30</b>	<b>31</b>	<b>32</b>	<b>4,0p</b>	<b>26</b>	<b>31</b>	<b>5,0p</b>
<b>MOU per customer</b>	(min)		<b>950</b>	<b>929</b>	<b>906</b>	<b>906</b>	<b>901</b>	<b>(5,2)</b>	<b>972</b>	<b>911</b>	<b>(6,3)</b>
- Contract	(min)	1	1.052	1.016	987	986	970	(7,8)	1.099	990	(9,9)
Cash capex	(€ million)		610	546	477	527	413	(32,3)	2.121	1.963	(7,4)
Cash contribution	(€ million)		390	318	391	449	576	47,7	2.035	1.734	(14,8)
<b>Cash capex (adjusted for special factors)</b>	(€ million)	<b>3</b>	<b>605</b>	<b>543</b>	<b>474</b>	<b>523</b>	<b>408</b>	<b>(32,6)</b>	<b>2.107</b>	<b>1.948</b>	<b>(7,5)</b>
<b>Cash contribution (adjusted for special factors)</b>	(€ million)		<b>395</b>	<b>328</b>	<b>418</b>	<b>502</b>	<b>635</b>	<b>60,8</b>	<b>2.049</b>	<b>1.883</b>	<b>(8,1)</b>

Note: Amounts may not add due to rounding.

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 EUR 5mn in Q4/10, EUR 13mn in FY/10, EUR 3mn in Q1/11, EUR 3mn in Q2/11, EUR 4mn in Q3/11, and EUR 5mn in Q4/11.

# United States.

Operational in US-\$.

	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Customers (end of period)</b>	('000)	<b>33.734</b>	<b>33.635</b>	<b>33.585</b>	<b>33.711</b>	<b>33.185</b>	<b>(1,6)</b>	<b>33.734</b>	<b>33.185</b>	<b>(1,6)</b>
Branded contract		24.574	23.999	23.463	23.074	22.367	(9,0)	24.574	22.367	(9,0)
Connected devices		1.873	2.065	2.321	2.525	2.429	29,7	1.873	2.429	29,7
<b>- Contract</b>	('000)	<b>1</b>	<b>26.447</b>	<b>26.065</b>	<b>25.784</b>	<b>25.598</b>	<b>(6,2)</b>	<b>26.447</b>	<b>24.797</b>	<b>(6,2)</b>
Branded prepaid		4.497	4.416	4.345	4.599	4.819	7,2	4.497	4.819	7,2
MVNO		2.790	3.154	3.456	3.514	3.569	28,0	2.790	3.569	27,9
<b>- Prepaid</b>	('000)	<b>1</b>	<b>7.287</b>	<b>7.570</b>	<b>7.801</b>	<b>8.113</b>	<b>15,1</b>	<b>7.287</b>	<b>8.389</b>	<b>15,1</b>
<b>Net adds</b>	('000)		<b>(23)</b>	<b>(99)</b>	<b>(50)</b>	<b>126</b>	<b>n.a.</b>	<b>(56)</b>	<b>(549)</b>	<b>n.a.</b>
Branded contract			(364)	(574)	(536)	(389)	(94,0)	(1.069)	(2.206)	n.a.
Connected devices			113	192	256	204	n.a.	751	556	(26,0)
<b>- Contract</b>	('000)	<b>1</b>	<b>(251)</b>	<b>(382)</b>	<b>(281)</b>	<b>(186)</b>	<b>n.a.</b>	<b>(318)</b>	<b>(1.650)</b>	<b>n.a.</b>
Branded prepaid			(146)	(82)	(71)	254	n.a.	(513)	321	n.a.
MVNO			374	365	302	57	(85,0)	775	780	0,6
<b>- Prepaid</b>	('000)	<b>1</b>	<b>228</b>	<b>283</b>	<b>231</b>	<b>312</b>	<b>21,1</b>	<b>262</b>	<b>1.101</b>	<b>n.a.</b>
<b>Average monthly churn</b>	(%)		<b>3,6</b>	<b>3,4</b>	<b>3,3</b>	<b>3,5</b>	<b>4,0</b>	<b>0,4p</b>	<b>3,4</b>	<b>3,6</b>
- Contract	(%)		2,5	2,4	2,4	2,4	3,1	0,6p	2,3	2,6
<b>Total revenues</b>	(USD million)		<b>5.360</b>	<b>5.162</b>	<b>5.051</b>	<b>5.206</b>	<b>5.185</b>	<b>(3,3)</b>	<b>21.311</b>	<b>20.604</b>
Service revenue	(USD million)	2	4.615	4.556	4.543	4.525	4.413	(4,4)	18.364	18.037
<b>EBITDA (adjusted for special factors)</b>	(USD million)		<b>1.360</b>	<b>1.193</b>	<b>1.283</b>	<b>1.450</b>	<b>1.406</b>	<b>3,4</b>	<b>5.506</b>	<b>5.332</b>
EBITDA margin (adjusted for special factors)			25,4	23,1	25,4	27,8	27,1	1,7p	25,8	25,9
EBITDA / total revenue	(USD million)									0,1p
EBITDA margin (adjusted for special factors)			29,5	26,2	28,2	32,0	31,9	2,4p	30,0	29,6
EBITDA / service revenue	(USD million)									(0,4p)
<b>SAC per gross add</b>	(USD)		<b>131</b>	<b>126</b>	<b>126</b>	<b>91</b>	<b>95</b>	<b>(27,5)</b>	<b>133</b>	<b>109</b>
- Contract	(USD)	1	250	261	258	186	190	(24,0)	234	223
- Prepaid	(USD)	1	18	13	14	16	21	16,7	19	16
<b>SRC per retained customer</b>	(USD)		<b>74</b>	<b>115</b>	<b>55</b>	<b>47</b>	<b>54</b>	<b>(27,0)</b>	<b>83</b>	<b>65</b>
<b>ARPU</b>	(USD)		<b>46</b>	<b>45</b>	<b>45</b>	<b>45</b>	<b>44</b>	<b>(4,3)</b>	<b>45</b>	<b>45</b>
- Contract	(USD)	1	53	53	53	53	52	(1,9)	52	53
- Prepaid	(USD)	1	19	18	17	19	19	0,0	19	18
<b>Non-Voice % of ARPU</b>	(%)		<b>28</b>	<b>29</b>	<b>30</b>	<b>31</b>	<b>32</b>	<b>4,0p</b>	<b>26</b>	<b>31</b>
<b>MOU per customer</b>	(min)		<b>950</b>	<b>929</b>	<b>906</b>	<b>906</b>	<b>901</b>	<b>(5,2)</b>	<b>972</b>	<b>911</b>
- Contract	(min)	1	1.052	1.016	987	986	970	(7,8)	1.099	990
Cash capex	(USD million)		830	748	686	745	556	(33,0)	2.814	2.735
Cash contribution	(USD million)		530	445	597	705	850	60,4	2.692	2.597
<b>Cash capex (adjusted for special factors)</b>	(USD million)	<b>3</b>	<b>822</b>	<b>744</b>	<b>682</b>	<b>738</b>	<b>550</b>	<b>(33,1)</b>	<b>2.795</b>	<b>2.714</b>
<b>Cash contribution (adjusted for special factors)</b>	(USD million)		<b>537</b>	<b>449</b>	<b>601</b>	<b>712</b>	<b>856</b>	<b>59,4</b>	<b>2.710</b>	<b>2.618</b>

Note: Amounts may not add due to rounding.

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 7mn in Q4/10, USD 18mn in FY/10, USD 4mn in Q1/11, USD 4mn in Q2/11, USD 7mn in Q3/11 and USD 6mn in Q4/11.

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>1000 Minute</b>	<b>Unlimited</b>
<b>Whenever Minutes</b>			
Minute Only (talk)	\$34,99	\$44,99	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>1,2,3,4,5</sup>	<b>500 Minute</b>	<b>1000 Minute</b>	<b>Unlimited</b>
<b>Whenever Minutes</b>			
Minute Only (talk)	\$39,99	\$49,99	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, picture and video messaging.

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

<b>Data Plan Add-On</b>	<b>Value</b>	<b>Classic</b>
Simple (200 MB of high speed internet included, overage at \$0.10/MB)	\$5,00	\$10,00

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>Whenever Minutes</b>	<b>1000 Minute</b>	<b>2000 Minute</b>	<b>Unlimited</b>
Minute Only	\$49,98	\$69,98	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>Whenever Minutes</b>	<b>1000 Minute</b>	<b>2000 Minute</b>	<b>Unlimited</b>
Minute Only	\$59,98	\$79,98	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 includes two lines.

5 Text plans include unlimited nationwide text, 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</b>	<b>Value</b>
Unlimited (only available with Unlimited plans)	\$30,00	\$25,00
500 (only available with Unlimited plans)	\$10,00	\$5,00
Add a Line shares existing Whenever Minutes (only available with limited minute plans)	\$10,00	\$5,00

<b>Data Plan Add-on</b>	<b>Value</b>	<b>Classic</b>
Simple (200 MB of high speed internet included per line, overage at \$0.10/MB)	\$5,00	\$10,00

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

USA.

## T-Mobile USA.

<b>Monthly4G</b> <sup>1,2</sup>	<b>Talk</b>	<b>Text</b>	<b>Web</b>
100 (minutes)	\$30,00	Unlimited	Unlimited
1500 (minutes or messages)		\$30,00	30 MB
Unlimited (talk, text and first 100MB at up to 4G speeds)	\$50,00	Unlimited	Unlimited
Unlimited (talk, text and first 2GB at up to 4G speeds)	\$60,00	Unlimited	Unlimited
Unlimited (talk, text and first 5GB at up to 4G speeds)	\$70,00	Unlimited	Unlimited

1 No annual contract required.

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

<b>Additional Add-ons</b>	<b>Talk/Text</b>	<b>Web</b>
International Unlimited <sup>1</sup>	\$10,00	NA
BlackBerry Internet Service <sup>2</sup>	NA	\$10,00

1 Unlimited calls to landlines in over 50 countries, unlimited texting to any mobile phone in over 200 countries, and unlimited texting and discounted calling to landlines and mobile phones in over 150 countries.

2 Includes access to BlackBerry email, BlackBerry Messenger, and BlackBerry App World for your BlackBerry device. For Monthly4G plans \$50 and up. Web plans provide access to data; capable device required to achieve 4G speeds.



USA.

T-Mobile USA.

<b>Value Plans</b>	<b>Pricing<sup>1</sup></b>	<b>Hotspot Access</b>
<b>Monthly Mobile Broadband Plans</b>		
Overage-free Ultra (10 GB mobile broadband data)	\$69,99	Included
Overage-free Ultra (10 GB mobile broadband data with \$10 discount avail. when added to a voice line of service)	\$59,99	Included
Overage-free Premium (5 GB mobile broadband data)	\$39,99	Included
Overage-free Premium (5 GB mobile broadband data with \$10 discount avail. when added to a voice line of service)	\$29,99	Included
Overage-free Plus (2 GB mobile broadband data)	\$29,99	Included
Overage-free Plus (2 GB mobile broadband data with \$10 discount avail. when added to a voice line of service)	\$19,99	Included

No overage charges. Speeds slowed per plan at 2 GB, 5 GB and 10 GB.  
 \$10 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

<b>Classic Plans</b>	<b>Pricing<sup>1</sup></b>	<b>Hotspot Access</b>
<b>Monthly Mobile Broadband Plans</b>		
Overage-Free Plus (2 GB mobile broadband data)	\$39,99	Included
Overage-free Plus (2 GB mobile broadband data with \$10 discount avail. when added to a voice line of service)	\$29,99	Included
Overage-Free Premium (5 GB mobile broadband data)	\$49,99	Included
Overage-free Premium (5 GB mobile broadband data with \$10 discount avail. when added to a voice line of service)	\$39,99	Included
Overage-Free Ultra (10 GB mobile broadband data)	\$79,99	Included
Overage-free Ultra (10 GB mobile broadband data with \$10 discount avail. when added to a voice line of service)	\$69,99	Included

No overage charges. Speeds slowed per plan at 2 GB, 5 GB and 10 GB.  
 \$10 discount available when added to a voice line of service with T-Mobile.

Notes.

A series of 15 horizontal dotted lines for taking notes.

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## Europe.

### Financials (adjusted for special factors).

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>	1	3.913	3.684	3.812	3.877	3.777	(3,5)	16.840	15.150	(10,0)
<b>Net revenue</b>		3.750	3.516	3.642	3.699	3.600	(4,0)	16.183	14.457	(10,7)
<b>EBITDA</b>	2	1.265	1.226	1.316	1.388	1.311	3,6	5.748	5.241	(8,8)
EBITDA margin (EBITDA / total revenue)	%	32,3	33,3	34,5	35,8	34,7	2,4p	34,1	34,6	0,5p
Depreciation, amortization and impairment losses		(885)	(800)	(781)	(800)	(794)	10,3	(3.466)	(3.175)	8,4
Profit (loss) from operations = EBIT	3	380	426	535	588	517	36,1	2.282	2.066	(9,5)
<b>Cash capex</b>	4	583	512	356	374	482	(17,3)	1.992	1.724	(13,5)
<b>Cash contribution</b>		682	714	960	1.014	829	21,6	3.756	3.517	(6,4)

### Financials (as reported).

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		3.913	3.672	3.807	3.873	3.772	(3,6)	16.840	15.124	(10,2)
<b>Net revenue</b>		3.750	3.504	3.637	3.695	3.595	(4,1)	16.183	14.431	(10,8)
<b>EBITDA</b>		1.093	1.166	1.245	1.351	1.233	12,8	5.142	4.995	(2,9)
EBITDA margin (EBITDA / total revenue)	%	27,9	31,8	32,7	34,9	32,7	4,8p	30,5	33,0	2,5p
Depreciation, amortization and impairment losses		(1.571)	(801)	(780)	(800)	(1.834)	(16,7)	(4.157)	(4.215)	(1,4)
Profit (loss) from operations = EBIT		(478)	365	465	551	(601)	(25,7)	985	780	(20,8)
<b>Cash capex</b>		594	512	356	437	565	(4,9)	2.012	1.870	(7,1)
<b>Cash contribution</b>		499	654	889	914	668	33,9	3.130	3.125	(0,2)

1 Special factors affecting Total Revenue: EUR 12mn in Q1/11, EUR 5mn in Q2/11, EUR 4mn in Q3/11 and EUR 5mn in Q4/11.

2 Special factors affecting EBITDA: EUR 172mn in Q4/10, EUR 60mn in Q1/11, EUR 71mn in Q2/11, EUR 37mn in Q3/11 and EUR 78mn in Q4/11.

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), EUR 70mn in Q2/11 (thereof EUR 71mn resulting from EBITDA), EUR 37mn in Q3/11 (thereof EUR 37mn resulting from EBITDA) and EUR 1.118mn in Q4/11 (thereof EUR 78mn resulting from EBITDA).

4 Excluding payments for spectrum licences: EUR 11mn in Q4/10 at T-Mobile AT, EUR 48mn in Q3/11 at Slovakia, EUR 15mn in Q3/11 at Albania and EUR 83mn in Q4/11 at Greece.

## Europe.

### EBITDA Reconciliation.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		<b>3.913</b>	<b>3.672</b>	<b>3.807</b>	<b>3.873</b>	<b>3.772</b>	<b>(3,6)</b>	<b>16.840</b>	<b>15.124</b>	<b>(10,2)</b>
<b>Total revenue adjusted for special factors</b>	<b>1</b>	<b>3.913</b>	<b>3.684</b>	<b>3.812</b>	<b>3.877</b>	<b>3.777</b>	<b>(3,5)</b>	<b>16.840</b>	<b>15.150</b>	<b>(10,0)</b>
Profit (loss) from operations = EBIT		(478)	365	465	551	(601)	(25,7)	985	780	(20,8)
- Depreciation, amortization and impairment losses		(1.571)	(801)	(780)	(800)	(1.834)	(16,7)	(4.157)	(4.215)	(1,4)
<b>= EBITDA</b>		<b>1.093</b>	<b>1.166</b>	<b>1.245</b>	<b>1.351</b>	<b>1.233</b>	<b>12,8</b>	<b>5.142</b>	<b>4.995</b>	<b>(2,9)</b>
EBITDA margin	%	27,9	31,8	32,7	34,9	32,7	4,8p	30,5	33,0	2,5p
- Special factors affecting EBITDA		(172)	(60)	(71)	(37)	(78)	54,7	(606)	(246)	59,4
<b>= EBITDA adjusted for special factors</b>		<b>1.265</b>	<b>1.226</b>	<b>1.316</b>	<b>1.388</b>	<b>1.311</b>	<b>3,6</b>	<b>5.748</b>	<b>5.241</b>	<b>(8,8)</b>
EBITDA margin (adjusted for special factors)	%	32,3	33,3	34,5	35,8	34,7	2,4p	34,1	34,6	0,5p

### Special factors

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	FY/10	FY/11
<b>Effects on EBITDA</b>		<b>(172)</b>	<b>(60)</b>	<b>(71)</b>	<b>(37)</b>	<b>(78)</b>	<b>(606)</b>	<b>(246)</b>
- of which personnel		(160)	(45)	(22)	(3)	(62)	(209)	(132)
- of which other		(12)	(15)	(49)	(34)	(16)	(397)	(114)
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(858)</b>	<b>(61)</b>	<b>(70)</b>	<b>(37)</b>	<b>(1.118)</b>	<b>(1.297)</b>	<b>(1.286)</b>
- of which personnel		(160)	(45)	(22)	(3)	(62)	(209)	(132)
- of which other	1	(698)	(16)	(48)	(34)	(1.056)	(1.088)	(1.154)

1 Special factors affecting Total Revenue: EUR 12mn in Q1/11, EUR 5mn in Q2/11, EUR 4mn in Q3/11 and EUR 5mn in Q4/11.

2 Impairment: Greece Fixed EUR 287mn in Q4/10, Romania Fixed EUR 287mn in Q4/10, Romania Mobile EUR 80mn in Q4/10, Albania EUR 26mn in Q4/10, Greece Fixed EUR 135mn in Q4/11, Greece Mobile EUR 438mn in Q4/11, Romania Fixed EUR 244mn in Q4/11, Bulgaria Mobile EUR 130mn in Q4/11, Macedonia Fixed EUR 44mn in Q4/11 and Macedonia Mobile EUR 48mn.

## Europe.

### Customer Summary.

'000	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %
<b>Greece</b>							
- Fixed network Access Lines		3.739	3.640	3.536	3.433	3.317	(11,3)
- Broadband Access Lines		1.147	1.153	1.145	1.136	1.126	(1,8)
- Mobile Customers		7.990	7.600	7.733	7.873	7.885	(1,3)
<b>Romania</b>							
- Fixed network Access Lines		2.597	2.578	2.554	2.523	2.487	(4,2)
- Broadband Access Lines		961	1.044	1.063	1.052	1.078	12,2
- Mobile Customers		6.849	6.641	6.595	6.540	6.499	(5,1)
<b>Hungary</b>							
- Fixed network Access Lines	1	1.652	1.546	1.523	1.506	1.486	(10,0)
- Broadband Access Lines		824	814	818	832	848	2,9
- Mobile Customers		5.208	4.777	4.773	4.790	4.817	(7,5)
<b>Poland</b>							
- Mobile Customers	2	13.259	13.175	13.203	13.406	14.161	6,8
<b>Czech Republic</b>							
- Fixed network Access Lines		69	82	89	93	100	44,9
- Broadband Access Lines		69	82	89	93	100	44,9
- Mobile Customers		5.475	5.446	5.425	5.399	5.381	(1,7)
<b>Croatia</b>							
- Fixed network Access Lines	3	1.431	1.418	1.407	1.395	1.387	(3,1)
- Broadband Access Lines		629	642	647	648	651	3,5
- Mobile Customers		2.901	3.006	2.988	2.485	2.418	(16,6)
<b>Netherlands</b>							
- Fixed network Access Lines		289	298	299	297	294	1,7
- Broadband Access Lines		289	288	289	287	284	(1,7)
- Mobile Customers		4.526	4.718	4.829	4.935	4.909	8,5
<b>Slovakia</b>							
- Fixed network Access Lines		1.061	1.051	1.039	1.029	1.021	(3,8)
- Broadband Access Lines		436	449	453	457	464	6,4
- Mobile Customers		2.411	2.363	2.349	2.318	2.326	(3,5)
<b>Austria</b>							
- Mobile Customers		3.778	3.833	3.878	3.934	4.060	7,5
<b>Bulgaria</b>							
- Mobile Customers		3.920	3.934	4.035	4.166	4.265	8,8
<b>Other</b>							
- Fixed network Access Lines		498	488	482	476	471	(5,4)
- Broadband Access Lines		220	223	226	230	239	8,6
- Mobile Customers		3.782	3.771	3.668	3.621	3.573	(5,5)
<b>Total</b>							
- Fixed network Access Lines		11.337	11.101	10.929	10.751	10.563	(6,8)
- Broadband Access Lines Retail		4.353	4.482	4.524	4.530	4.588	5,4
- Wholesale Bundled Access Lines		180	166	161	156	153	(15,0)
- Wholesale Unbundled Access Lines		44	46	46	48	50	13,6
- Mobile Customers		60.100	59.264	59.476	59.467	60.293	0,3

1 As of 01.01.2011, mobile business subscribers (0,4mn) and business accesses (0,1 mn fixed network lines) are reclassified to segment Systems Solutions.

2 Mobile Customer figures and related KPIs (Net Adds, churn etc.) affected by a change in T-Mobile PL's prepaid churn policy as of September 2011 with an effect of +1,0 mn prepaid customers in 2011.

## Greece.

### Financials (adjusted for special factors).

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		<b>937</b>	<b>863</b>	<b>886</b>	<b>930</b>	<b>867</b>	<b>(7,5)</b>	<b>3.876</b>	<b>3.546</b>	<b>(8,5)</b>
-of which Fixed network		563	530	523	534	516	(8,3)	2.312	2.103	(9,0)
-of which Mobile communications		429	379	415	450	404	(5,8)	1.812	1.648	(9,1)
<b>EBITDA</b>	<b>1</b>	<b>335</b>	<b>327</b>	<b>303</b>	<b>349</b>	<b>321</b>	<b>(4,2)</b>	<b>1.433</b>	<b>1.300</b>	<b>(9,3)</b>
-of which Fixed network		169	161	135	157	160	(5,3)	709	613	(13,5)
-of which Mobile communications		154	151	153	186	142	(7,8)	666	632	(5,1)
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>35,8</b>	<b>37,9</b>	<b>34,2</b>	<b>37,5</b>	<b>37,0</b>	<b>1,2p</b>	<b>37,0</b>	<b>36,7</b>	<b>(0,3p)</b>
-of which Fixed network	<b>%</b>	30,0	30,4	25,8	29,4	31,0	1,0p	30,7	29,1	(1,6p)
-of which Mobile communications	<b>%</b>	35,9	39,8	36,9	41,3	35,1	(0,8p)	36,8	38,3	1,5p
<b>Cash capex (as reported)</b>		<b>111</b>	<b>94</b>	<b>84</b>	<b>101</b>	<b>199</b>	<b>79,3</b>	<b>426</b>	<b>478</b>	<b>12,2</b>
-of which Fixed network		83	35	52	43	60	(27,7)	237	190	(19,8)
-of which Mobile communications		23	58	27	57	134	n.a.	173	276	59,5
<b>Cash contribution</b>		<b>224</b>	<b>233</b>	<b>219</b>	<b>248</b>	<b>122</b>	<b>(45,5)</b>	<b>1.007</b>	<b>822</b>	<b>(18,4)</b>
-of which Fixed network		86	126	83	114	100	16,3	472	423	(10,4)
-of which Mobile communications		131	93	126	129	8	(93,9)	493	356	(27,8)

1 Special factors affecting EBITDA: EUR 135mn in Q4/10, EUR 20mn in Q1/11, EUR 2mn in Q2/11 and EUR 17mn in Q4/11.

## Greece.

## Operational.

	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
Fixed network (end of period)										
Fixed network access lines	('000)	3.739	3.640	3.536	3.433	3.317	(11,3)	3.739	3.317	(11,3)
Broadband retail access lines	('000)	1.110	1.118	1.112	1.104	1.096	(1,3)	1.110	1.096	(1,3)
IPTV	('000)	50	56	54	55	50	0,0	50	50	0,0
Wholesale bundled access lines	('000)	37	35	33	32	30	(18,9)	37	30	(18,9)
ULLs	('000)	1.346	1.425	1.496	1.550	1.642	22,0	1.346	1.642	22,0
Wholesale unbundled access lines	('000)	0	0	0	0	0	–	0	0	–
Mobile communications (end of period)										
Service revenue	(€ million)	346	320	348	382	331	(4,3)	1.498	1.381	(7,8)
Adj. EBITDA Margin (Service Rev.)	(%)	44,5	47,2	44,0	48,7	42,9	(1,6p)	44,5	45,8	1,3p
Customers	('000)	<b>7.990</b>	<b>7.600</b>	<b>7.733</b>	<b>7.873</b>	<b>7.885</b>	<b>(1,3)</b>	<b>7.990</b>	<b>7.885</b>	<b>(1,3)</b>
- contract	('000)	2.311	2.302	2.276	2.319	2.321	0,4	2.311	2.321	0,4
- prepaid	('000)	5.679	5.298	5.456	5.555	5.564	(2,0)	5.679	5.564	(2,0)
Net Adds	('000)	<b>(340)</b>	<b>(391)</b>	<b>133</b>	<b>141</b>	<b>11</b>	<b>n.a.</b>	<b>(1.227)</b>	<b>(106)</b>	<b>91,4</b>
- contract	('000)	(18)	(10)	(25)	42	2	n.a.	27	9	(66,7)
- prepaid	('000)	(323)	(381)	158	98	9	n.a.	(1.254)	(115)	90,8
Average monthly churn	(%)	<b>3,6</b>	<b>3,5</b>	<b>1,5</b>	<b>2,0</b>	<b>2,0</b>	<b>(1,6p)</b>	<b>3,5</b>	<b>2,3</b>	<b>(1,2p)</b>
- contract	(%)	2,2	1,9	1,9	1,6	2,1	(0,1p)	2,2	1,9	(0,3p)
SAC per gross add	(€)	<b>29</b>	<b>29</b>	<b>31</b>	<b>25</b>	<b>24</b>	<b>(17,2)</b>	<b>32</b>	<b>27</b>	<b>(15,6)</b>
- contract	(€)	101	91	105	93	72	(28,7)	105	90	(14,3)
- prepaid	(€)	4	5	3	3	3	(25,0)	4	3	(25,0)
SRC per retained customer	(€)	<b>68</b>	<b>46</b>	<b>56</b>	<b>59</b>	<b>57</b>	<b>(16,2)</b>	<b>68</b>	<b>55</b>	<b>(19,1)</b>
ARPU	(€)	<b>14</b>	<b>13</b>	<b>15</b>	<b>16</b>	<b>14</b>	<b>0,0</b>	<b>15</b>	<b>15</b>	<b>0,0</b>
- contract	(€)	36	32	34	36	32	(11,1)	39	34	(12,8)
- prepaid	(€)	6	6	7	8	7	16,7	6	7	16,7
non-voice % of ARPU	(%)	<b>15</b>	<b>19</b>	<b>19</b>	<b>18</b>	<b>19</b>	<b>4p</b>	<b>14</b>	<b>19</b>	<b>5p</b>
MOU per customer	(min)	<b>286</b>	<b>284</b>	<b>316</b>	<b>294</b>	<b>283</b>	<b>(1,0)</b>	<b>252</b>	<b>294</b>	<b>16,7</b>
- contract	(min)	321	311	344	362	359	11,8	306	344	12,4



## Romania.

### Financials (adjusted for special factors).

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>	<b>1</b>	<b>287</b>	<b>262</b>	<b>274</b>	<b>272</b>	<b>278</b>	<b>(3,1)</b>	<b>1.165</b>	<b>1.086</b>	<b>(6,8)</b>
-of which Fixed network		170	166	171	164	168	(1,2)	717	669	(6,7)
-of which Mobile communications		125	107	115	119	125	0,0	478	466	(2,5)
<b>EBITDA</b>	<b>2</b>	<b>67</b>	<b>61</b>	<b>68</b>	<b>72</b>	<b>73</b>	<b>9,0</b>	<b>281</b>	<b>274</b>	<b>(2,5)</b>
-of which Fixed network		41	42	46	41	43	4,9	187	172	(8,0)
-of which Mobile communications		29	17	24	30	30	3,4	96	101	5,2
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>23,3</b>	<b>23,3</b>	<b>24,8</b>	<b>26,5</b>	<b>26,3</b>	<b>3,0p</b>	<b>24,1</b>	<b>25,2</b>	<b>1,1p</b>
-of which Fixed network	<b>%</b>	24,1	25,3	26,9	25,0	25,6	1,5p	26,1	25,7	(0,4p)
-of which Mobile communications	<b>%</b>	23,2	15,9	20,9	25,2	24,0	0,8p	20,1	21,7	1,6p
<b>Cash capex (as reported)</b>		<b>50</b>	<b>46</b>	<b>38</b>	<b>34</b>	<b>30</b>	<b>(40,0)</b>	<b>232</b>	<b>148</b>	<b>(36,2)</b>
-of which Fixed network		24	30	19	19	17	(29,2)	126	85	(32,5)
-of which Mobile communications		26	16	19	15	13	(50,0)	106	63	(40,6)
<b>Cash contribution</b>		<b>17</b>	<b>15</b>	<b>30</b>	<b>38</b>	<b>43</b>	<b>n.a.</b>	<b>49</b>	<b>126</b>	<b>n.a.</b>
-of which Fixed network		17	12	27	22	26	52,9	61	87	42,6
-of which Mobile communications		3	1	5	15	17	n.a.	(10)	38	n.a.

1 Special factors affecting Total revenue: EUR 5mn in Q2/11, EUR 4mn in Q3/11 and EUR 5mn in Q4/11.

2 Special factors affecting EBITDA: EUR 9mn in Q4/10, EUR 20mn in Q1/11, EUR 16mn in Q2/11, EUR 5mn in Q3/11 and EUR 11mn in Q4/11.

# Romania.

## Operational.

	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
Fixed network (end of period)										
Fixed network access lines	('000)	2.597	2.578	2.554	2.523	2.487	(4,2)	2.597	2.487	(4,2)
Broadband retail access lines	('000)	961	1.044	1.063	1.052	1.078	12,2	961	1.078	12,2
IPTV	('000)	30	33	35	29	29	(3,3)	30	29	(3,3)
Wholesale bundled access lines	('000)	0	0	0	0	0	—	0	0	—
ULLs	('000)	1	1	1	1	1	0,0	1	1	0,0
Wholesale unbundled access lines	('000)	0	0	0	0	0	—	0	0	—
Mobile communications (end of period)										
Service revenue	(€ million)	98	93	99	103	102	4,1	389	397	2,1
Adj. EBITDA Margin (Service Rev.)	(%)	29,6	18,3	24,2	29,1	29,4	(0,2p)	24,7	25,4	0,7p
Customers	('000)	<b>6.849</b>	<b>6.641</b>	<b>6.595</b>	<b>6.540</b>	<b>6.499</b>	<b>(5,1)</b>	<b>6.849</b>	<b>6.499</b>	<b>(5,1)</b>
- contract	('000)	1.503	1.488	1.490	1.488	1.500	(0,2)	1.503	1.500	(0,2)
- prepaid	('000)	5.346	5.154	5.105	5.052	4.998	(6,5)	5.346	4.998	(6,5)
Net Adds	('000)	<b>(210)</b>	<b>(208)</b>	<b>(46)</b>	<b>(55)</b>	<b>(41)</b>	<b>80,5</b>	<b>(431)</b>	<b>(351)</b>	<b>18,6</b>
- contract	('000)	(4)	(16)	3	(3)	12	n.a.	(32)	(3)	90,6
- prepaid	('000)	(205)	(192)	(49)	(53)	(54)	73,7	(399)	(348)	12,8
Average monthly churn	(%)	<b>4,7</b>	<b>4,1</b>	<b>3,4</b>	<b>4,0</b>	<b>3,7</b>	<b>(1,0p)</b>	<b>4,0</b>	<b>3,8</b>	<b>(0,2p)</b>
- contract	(%)	2,3	2,1	1,5	1,9	1,8	(0,5p)	2,1	1,9	(0,2p)
SAC per gross add	(€)	<b>11</b>	<b>9</b>	<b>8</b>	<b>6</b>	<b>17</b>	<b>54,5</b>	<b>9</b>	<b>10</b>	<b>11,1</b>
- contract	(€)	80	63	52	42	106	32,5	69	67	(2,9)
- prepaid	(€)	1	1	1	1	3	n.a.	0	2	—
SRC per retained customer	(€)	<b>11</b>	<b>3</b>	<b>32</b>	<b>47</b>	<b>10</b>	<b>(9,1)</b>	<b>15</b>	<b>22</b>	<b>46,7</b>
ARPU	(€)	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>0,0</b>	<b>5</b>	<b>5</b>	<b>0,0</b>
- contract	(€)	13	12	13	13	13	0,0	13	13	0,0
- prepaid	(€)	3	2	3	3	3	0,0	2	3	50,0
non-voice % of ARPU	(%)	<b>6</b>	<b>7</b>	<b>8</b>	<b>7</b>	<b>7</b>	<b>1p</b>	<b>5</b>	<b>7</b>	<b>2p</b>
MOU per customer	(min)	<b>227</b>	<b>246</b>	<b>247</b>	<b>242</b>	<b>256</b>	<b>12,8</b>	<b>214</b>	<b>248</b>	<b>15,9</b>
- contract	(min)	442	431	439	420	425	(3,8)	433	429	(0,9)

## Hungary.

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

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>	<b>3</b>	<b>323</b>	<b>352</b>	<b>370</b>	<b>366</b>	<b>350</b>	<b>8,4</b>	<b>1.517</b>	<b>1.438</b>	<b>(5,2)</b>
-of which Fixed network		131	149	152	147	139	6,1	631	587	(7,0)
-of which Mobile communications		182	194	208	208	192	5,5	856	802	(6,3)
<b>EBITDA</b>	<b>4</b>	<b>60</b>	<b>145</b>	<b>144</b>	<b>143</b>	<b>110</b>	<b>83,3</b>	<b>567</b>	<b>542</b>	<b>(4,4)</b>
-of which Fixed network		27	57	57	56	45	66,7	237	215	(9,3)
-of which Mobile communications		45	89	93	96	66	46,7	377	344	(8,8)
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>18,6</b>	<b>41,2</b>	<b>38,9</b>	<b>39,1</b>	<b>31,4</b>	<b>12,8p</b>	<b>37,4</b>	<b>37,7</b>	<b>0,3p</b>
-of which Fixed network	<b>%</b>	20,6	38,3	37,5	38,1	32,4	11,8p	37,6	36,6	(1,0p)
-of which Mobile communications	<b>%</b>	24,7	45,9	44,7	46,2	34,4	9,7p	44,0	42,9	(1,1p)
<b>Cash capex (as reported)</b>		<b>78</b>	<b>53</b>	<b>42</b>	<b>51</b>	<b>73</b>	<b>(6,4)</b>	<b>241</b>	<b>219</b>	<b>(9,1)</b>
-of which Fixed network		42	37	27	27	40	(4,8)	156	131	(16,0)
-of which Mobile communications		32	11	14	21	28	(12,5)	75	74	(1,3)
<b>Cash contribution</b>		<b>(18)</b>	<b>92</b>	<b>102</b>	<b>92</b>	<b>37</b>	<b>n.a.</b>	<b>326</b>	<b>323</b>	<b>(0,9)</b>
-of which Fixed network		(15)	20	30	29	5	n.a.	81	84	3,7
-of which Mobile communications		13	78	79	75	38	n.a.	302	270	(10,6)

1 Since 01.01.2011 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, mobile business subscribers (0,4mn) and business accesses (0,1mn fixed network lines) are reclassified to segment Systems Solutions.

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

4 Special factors affecting EBITDA: EUR 13mn in Q4/10, EUR 4mn in Q1/11, 39 EURmn in Q2/11, EUR 24mn in Q3/11 and EUR 13mn in Q4/11.

# Hungary.

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

	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Fixed network (end of period)</b>										
Fixed network access lines	('000)	1.652	1.546	1.523	1.506	1.486	(10,0)	1.652	1.486	(10,0)
Broadband retail access lines	('000)	693	695	703	721	741	6,9	693	741	6,9
IPTV	('000)	125	146	164	191	226	80,8	125	226	80,8
Wholesale bundled access lines	('000)	106	94	89	85	80	(24,5)	106	80	(24,5)
ULLs	('000)	20	23	22	22	21	5,0	20	21	5,0
Wholesale unbundled access lines	('000)	25	25	25	26	27	8,0	25	27	8,0
<b>Mobile communications (end of period)</b>										
Service revenue	(€ million)	208	177	191	190	167	(19,7)	828	725	(12,4)
Adj. EBITDA Margin (Service Rev.)	(%)	21,6	50,3	48,7	50,5	39,5	17,9p	45,5	47,4	1,9p
Customers	('000)	<b>5.208</b>	<b>4.777</b>	<b>4.773</b>	<b>4.790</b>	<b>4.817</b>	<b>(7,5)</b>	<b>5.208</b>	<b>4.817</b>	<b>(7,5)</b>
- contract	('000)	2.513	2.095	2.126	2.175	2.225	(11,5)	2.513	2.225	(11,5)
- prepaid	('000)	2.695	2.682	2.647	2.615	2.592	(3,8)	2.695	2.592	(3,8)
Net Adds	('000)	<b>62</b>	<b>(2)</b>	<b>(4)</b>	<b>16</b>	<b>28</b>	<b>(54,8)</b>	<b>89</b>	<b>38</b>	<b>(57,3)</b>
- contract	('000)	81	11	32	48	50	(38,3)	208	141	(32,2)
- prepaid	('000)	(20)	(13)	(35)	(32)	(23)	(15,0)	(119)	(103)	13,4
Average monthly churn	(%)	<b>1,7</b>	<b>1,5</b>	<b>1,6</b>	<b>1,6</b>	<b>1,8</b>	<b>0,1p</b>	<b>1,6</b>	<b>1,6</b>	<b>0,0p</b>
- contract	(%)	1,0	1,4	1,2	1,1	1,2	0,2p	1,1	1,2	0,1p
SAC per gross add	(€)	<b>22</b>	<b>18</b>	<b>21</b>	<b>21</b>	<b>28</b>	<b>27,3</b>	<b>24</b>	<b>22</b>	<b>(8,3)</b>
- contract	(€)	43	41	41	58	60	39,5	47	50	6,4
- prepaid	(€)	6	1	4	3	7	16,7	5	4	(20,0)
SRC per retained customer	(€)	<b>55</b>	<b>57</b>	<b>67</b>	<b>66</b>	<b>73</b>	<b>32,7</b>	<b>61</b>	<b>67</b>	<b>9,8</b>
ARPU	(€)	<b>13</b>	<b>12</b>	<b>13</b>	<b>13</b>	<b>12</b>	<b>(7,7)</b>	<b>13</b>	<b>13</b>	<b>0,0</b>
- contract	(€)	21	21	23	22	19	(9,5)	22	21	(4,5)
- prepaid	(€)	6	5	6	6	5	(16,7)	6	6	0,0
non-voice % of ARPU	(%)	<b>22</b>	<b>21</b>	<b>21</b>	<b>22</b>	<b>22</b>	<b>0p</b>	<b>21</b>	<b>22</b>	<b>1p</b>
MOU per customer	(min)	<b>171</b>	<b>152</b>	<b>164</b>	<b>165</b>	<b>164</b>	<b>(4,1)</b>	<b>168</b>	<b>161</b>	<b>(4,2)</b>
- contract	(min)	276	260	281	272	266	(3,6)	277	270	(2,5)

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, mobile business subscribers (0,4mn) and business accesses (0,1mn fixed network lines) are reclassified to segment Systems Solutions.

## Poland.

### Financials (adjusted for special factors).

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		<b>475</b>	<b>440</b>	<b>453</b>	<b>438</b>	<b>409</b>	<b>(13,9)</b>	<b>1.839</b>	<b>1.740</b>	<b>(5,4)</b>
<b>EBITDA</b>	<b>1</b>	<b>187</b>	<b>144</b>	<b>176</b>	<b>156</b>	<b>153</b>	<b>(18,2)</b>	<b>691</b>	<b>629</b>	<b>(9,0)</b>
EBITDA margin (EBITDA / total revenue)	%	39,4	32,7	38,9	35,6	37,4	(2,0p)	37,6	36,1	(1,5p)
<b>Cash capex (as reported)</b>		<b>58</b>	<b>39</b>	<b>32</b>	<b>39</b>	<b>55</b>	<b>(5,2)</b>	<b>198</b>	<b>165</b>	<b>(16,7)</b>
<b>Cash contribution</b>		<b>129</b>	<b>105</b>	<b>144</b>	<b>117</b>	<b>98</b>	<b>(24,0)</b>	<b>493</b>	<b>464</b>	<b>(5,9)</b>

### Operational.

		Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
Mobile communications (end of period)										
Service revenue	(€ million)	<b>449</b>	<b>416</b>	<b>423</b>	<b>405</b>	<b>366</b>	<b>(18,5)</b>	<b>1.748</b>	<b>1.610</b>	<b>(7,9)</b>
Adj. EBITDA Margin (Service Rev.)	(%)	41,6	34,6	41,6	38,5	41,8	0,2p	39,5	39,1	(0,4p)
Customers	('000)	<b>13.259</b>	<b>13.175</b>	<b>13.203</b>	<b>13.406</b>	<b>14.161</b>	<b>6,8</b>	<b>13.259</b>	<b>14.161</b>	<b>6,8</b>
- contract	('000)	6.796	6.717	6.698	6.736	6.765	(0,5)	6.796	6.765	(0,5)
- prepaid	('000)	6.463	6.458	6.504	6.670	7.396	14,4	6.463	7.396	14,4
Net Adds	('000)	<b>(62)</b>	<b>(84)</b>	<b>27</b>	<b>204</b>	<b>755</b>	<b>n.a.</b>	<b>(241)</b>	<b>902</b>	<b>n.a.</b>
- contract	('000)	(18)	(23)	(19)	38	29	n.a.	140	25	(82,1)
- prepaid	('000)	(44)	(61)	46	166	726	n.a.	(381)	877	n.a.
Average monthly churn	(%)	<b>2,9</b>	<b>3,0</b>	<b>2,7</b>	<b>2,2</b>	<b>0,9</b>	<b>(2,0p)</b>	<b>2,9</b>	<b>2,2</b>	<b>(0,7p)</b>
- contract	(%)	1,1	1,1	1,0	0,9	1,0	(0,1p)	1,0	1,0	0,0p
SAC per gross add	(€)	<b>27</b>	<b>24</b>	<b>20</b>	<b>19</b>	<b>17</b>	<b>(37,0)</b>	<b>23</b>	<b>20</b>	<b>(13,0)</b>
- contract	(€)	133	127	109	93	82	(38,3)	112	102	(8,9)
- prepaid	(€)	2	2	1	2	1	(50,0)	2	2	0,0
SRC per retained customer	(€)	<b>82</b>	<b>86</b>	<b>74</b>	<b>67</b>	<b>42</b>	<b>(48,8)</b>	<b>81</b>	<b>69</b>	<b>(14,8)</b>
ARPU	(€)	<b>11</b>	<b>10</b>	<b>11</b>	<b>10</b>	<b>9</b>	<b>(18,2)</b>	<b>11</b>	<b>10</b>	<b>(9,1)</b>
- contract	(€)	18	17	17	16	15	(16,7)	17	16	(5,9)
- prepaid	(€)	4	4	4	4	3	(25,0)	4	4	0,0
non-voice % of ARPU	(%)	<b>28</b>	<b>27</b>	<b>27</b>	<b>26</b>	<b>29</b>	<b>1p</b>	<b>26</b>	<b>27</b>	<b>1p</b>
MOU per customer	(min)	<b>139</b>	<b>135</b>	<b>140</b>	<b>142</b>	<b>135</b>	<b>(2,9)</b>	<b>134</b>	<b>138</b>	<b>3,0</b>
- contract	(min)	216	211	219	222	222	2,8	209	219	4,8

1 Special factors affecting EBITDA: EUR 5mn in Q3/11.

2 Mobile Customer figures and related KPIs (Net Adds, churn etc.) affected by a change in T-Mobile PL's prepaid churn policy as of September 2011 with an effect of +1,0 mn prepaid customers in 2011.

## Czech Republic.

### Financials (adjusted for special factors).

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		291	268	282	272	270	(7,2)	1.157	1.092	(5,6)
<b>EBITDA</b>	1	134	136	139	116	118	(11,9)	551	509	(7,6)
EBITDA margin (EBITDA / total revenue)	%	46,0	50,7	49,3	42,6	43,7	(2,3p)	47,6	46,6	(1,0p)
<b>Cash capex (as reported)</b>		38	70	17	22	39	2,6	118	148	25,4
<b>Cash contribution</b>		96	66	122	94	79	(17,7)	433	361	(16,6)

### Operational.

		Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Fixed network (end of period)</b>										
Fixed network access lines	('000)	69	82	89	93	100	44,9	69	100	44,9
Broadband retail access lines	('000)	69	82	89	93	100	44,9	69	100	44,9
IPTV	('000)	0	0	0	0	0	–	0	0	–
Wholesale bundled access lines	('000)	0	0	0	0	0	–	0	0	–
ULLs	('000)	0	0	0	0	0	–	0	0	–
Wholesale unbundled access lines	('000)	0	0	0	0	0	–	0	0	–
<b>Mobile communications (end of period)</b>										
Service revenue	(€ million)	269	248	263	252	243	(9,7)	1.080	1.006	(6,9)
Adj. EBITDA Margin (Service Rev.)	(%)	49,8	54,8	52,9	46,0	48,6	(1,2p)	51,0	50,6	(0,4p)
Customers	('000)	5.475	5.446	5.425	5.399	5.381	(1,7)	5.475	5.381	(1,7)
- contract	('000)	2.778	2.798	2.823	2.844	2.872	3,4	2.778	2.872	3,4
- prepaid	('000)	2.696	2.648	2.602	2.554	2.509	(6,9)	2.696	2.509	(6,9)
Net Adds	('000)	15	(21)	(21)	(27)	(17)	n.a.	19	(86)	n.a.
- contract	('000)	28	27	25	21	28	0,0	126	101	(19,8)
- prepaid	('000)	(14)	(48)	(46)	(48)	(46)	n.a.	(108)	(188)	(74,1)
Average monthly churn	(%)	1,4	1,3	1,3	1,3	1,3	(0,1p)	1,3	1,3	0,0p
- contract	(%)	0,5	0,5	0,5	0,4	0,4	(0,1p)	0,5	0,5	0,0p
SAC per gross add	(€)	32	31	33	27	35	9,4	31	32	3,2
- contract	(€)	78	73	75	67	80	2,6	80	74	(7,5)
- prepaid	(€)	2	(1)	1	0	0	(100,0)	1	0	(100,0)
SRC per retained customer	(€)	23	26	28	28	39	69,6	23	30	30,4
ARPU	(€)	16	15	16	16	15	(6,3)	17	15	(11,8)
- contract	(€)	26	24	25	24	23	(11,5)	26	23	(11,5)
- prepaid	(€)	7	6	7	6	6	(14,3)	7	6	(14,3)
non-voice % of ARPU	(%)	24	24	24	27	26	2p	24	25	1p
MOU per customer	(min)	127	122	128	124	129	1,6	123	126	2,4
- contract	(min)	210	203	210	200	207	(1,4)	205	205	0,0

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

## Netherlands.

### Financials (adjusted for special factors).

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		427	418	436	428	465	8,9	1.767	1.747	(1,1)
<b>EBITDA</b>	1	122	82	128	121	174	42,6	461	505	9,5
EBITDA margin (EBITDA / total revenue)	%	28,6	19,6	29,4	28,3	37,4	8,8p	26,1	28,9	2,8p
<b>Cash capex (as reported)</b>		34	54	43	32	41	20,6	142	170	19,7
<b>Cash contribution</b>		88	28	85	89	133	51,1	319	335	5,0

### Operational.

		Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Fixed network (end of period)</b>										
Fixed network access lines	('000)	289	298	299	297	294	1,7	289	294	1,7
Broadband retail access lines	('000)	289	288	289	287	284	(1,7)	289	284	(1,7)
IPTV	('000)	0	7	0	0	0	–	0	0	–
Wholesale bundled access lines	('000)	0	0	0	0	0	–	0	0	–
ULLs	('000)	0	0	0	0	0	–	0	0	–
Wholesale unbundled access lines	('000)	0	0	0	0	0	–	0	0	–
<b>Mobile communications (end of period)</b>										
Service revenue	(€ million)	360	342	357	358	383	6,4	1.481	1.440	(2,8)
Adj. EBITDA Margin (Service Rev.)	(%)	33,9	24,0	35,9	33,8	45,4	11,5p	31,1	35,1	4,0p
<b>Customers</b>	('000)	<b>4.526</b>	<b>4.718</b>	<b>4.829</b>	<b>4.935</b>	<b>4.909</b>	<b>8,5</b>	<b>4.526</b>	<b>4.909</b>	<b>8,5</b>
- contract	('000)	2.650	2.790	2.832	2.885	2.931	10,6	2.650	2.931	10,6
- prepaid	('000)	1.876	1.929	1.997	2.050	1.978	5,4	1.876	1.978	5,4
<b>Net Adds</b>	('000)	<b>66</b>	<b>113</b>	<b>111</b>	<b>105</b>	<b>(26)</b>	<b>n.a.</b>	<b>(65)</b>	<b>303</b>	<b>n.a.</b>
- contract	('000)	43	61	42	53	46	7,0	244	201	(17,6)
- prepaid	('000)	22	52	68	53	(72)	n.a.	(310)	102	n.a.
<b>Average monthly churn</b>	(%)	<b>2,5</b>	<b>2,6</b>	<b>2,5</b>	<b>2,7</b>	<b>2,9</b>	<b>0,4p</b>	<b>2,9</b>	<b>2,7</b>	<b>(0,2p)</b>
- contract	(%)	1,2	1,3	1,3	1,3	1,3	0,1p	1,2	1,3	0,1p
<b>SAC per gross add</b>	(€)	<b>97</b>	<b>92</b>	<b>86</b>	<b>81</b>	<b>84</b>	<b>(13,4)</b>	<b>120</b>	<b>86</b>	<b>(28,3)</b>
- contract	(€)	250	213	212	206	183	(26,8)	261	204	(21,8)
- prepaid	(€)	8	18	22	15	21	n.a.	17	19	11,8
<b>SRC per retained customer</b>	(€)	<b>154</b>	<b>208</b>	<b>187</b>	<b>159</b>	<b>165</b>	<b>7,1</b>	<b>176</b>	<b>181</b>	<b>2,8</b>
<b>ARPU</b>	(€)	<b>27</b>	<b>25</b>	<b>25</b>	<b>24</b>	<b>26</b>	<b>(3,7)</b>	<b>28</b>	<b>25</b>	<b>(10,7)</b>
- contract	(€)	41	38	39	38	40	(2,4)	43	39	(9,3)
- prepaid	(€)	7	5	6	5	5	(28,6)	7	5	(28,6)
<b>non-voice % of ARPU</b>	(%)	<b>30</b>	<b>35</b>	<b>34</b>	<b>37</b>	<b>33</b>	<b>3p</b>	<b>29</b>	<b>35</b>	<b>6p</b>
<b>MOU per customer</b>	(min)	<b>152</b>	<b>145</b>	<b>144</b>	<b>133</b>	<b>135</b>	<b>(11,2)</b>	<b>147</b>	<b>139</b>	<b>(5,4)</b>
- contract	(min)	237	225	223	205	210	(11,4)	235	216	(8,1)

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

## Croatia.

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

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		<b>278</b>	<b>256</b>	<b>269</b>	<b>296</b>	<b>263</b>	<b>(5,4)</b>	<b>1.148</b>	<b>1.084</b>	<b>(5,6)</b>
-of which Fixed network		166	155	158	173	160	(3,6)	650	646	(0,6)
-of which Mobile communications		112	101	111	123	103	(8,0)	498	438	(12,0)
<b>EBITDA</b>	<b>2</b>	<b>113</b>	<b>104</b>	<b>122</b>	<b>151</b>	<b>131</b>	<b>15,9</b>	<b>507</b>	<b>508</b>	<b>0,2</b>
-of which Fixed network		76	70	68	83	75	(1,3)	286	296	3,5
-of which Mobile communications		38	34	53	69	56	47,4	221	212	(4,1)
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>40,6</b>	<b>40,6</b>	<b>45,4</b>	<b>51,0</b>	<b>49,8</b>	<b>9,2p</b>	<b>44,2</b>	<b>46,9</b>	<b>2,7p</b>
-of which Fixed network	%	45,8	45,2	43,0	48,0	46,9	1,1p	44,0	45,8	1,8p
-of which Mobile communications	%	33,9	33,7	47,7	56,1	54,4	20,5p	44,4	48,4	4,0p
<b>Cash capex (as reported)</b>		<b>64</b>	<b>35</b>	<b>32</b>	<b>25</b>	<b>19</b>	<b>(70,3)</b>	<b>167</b>	<b>111</b>	<b>(33,5)</b>
-of which Fixed network		41	23	23	19	15	(63,4)	116	80	(31,0)
-of which Mobile communications		23	12	10	6	3	(87,0)	51	31	(39,2)
<b>Cash contribution</b>		<b>49</b>	<b>69</b>	<b>90</b>	<b>126</b>	<b>112</b>	<b>n.a.</b>	<b>340</b>	<b>397</b>	<b>16,8</b>
-of which Fixed network		35	47	45	64	60	71,4	170	216	27,1
-of which Mobile communications		15	22	43	63	53	n.a.	170	181	6,5

<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 and EUR 22mn in Q4/11.



## Croatia.

Operational. <sup>1</sup>

	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
Fixed network (end of period)										
Fixed network access lines	('000)	1.431	1.418	1.407	1.395	1.387	(3,1)	1.431	1.387	(3,1)
Broadband retail access lines	('000)	629	642	647	646	647	2,9	629	647	2,9
IPTV	('000)	297	310	312	325	323	8,8	297	323	8,8
Wholesale bundled access lines	('000)	0	0	1	2	4	–	0	4	–
ULLs	('000)	133	138	141	144	176	32,3	133	176	32,3
Wholesale unbundled access lines	('000)	0	0	0	0	0	–	0	0	–
Mobile communications (end of period)										
Service revenue	(€ million)	96	89	100	113	94	(2,1)	442	396	(10,4)
Adj. EBITDA Margin (Service Rev.)	(%)	39,6	38,2	53,0	61,1	59,6	20,0p	50,0	53,5	3,5p
Customers	('000)	<b>2</b>	<b>2.901</b>	<b>3.006</b>	<b>2.988</b>	<b>2.485</b>	<b>(16,6)</b>	<b>2.901</b>	<b>2.418</b>	<b>(16,6)</b>
- contract	('000)	1.003	1.023	1.038	1.037	1.035	3,2	1.003	1.035	3,2
- prepaid	('000)	1.898	1.982	1.950	1.448	1.383	(27,1)	1.898	1.383	(27,1)
Net Adds	('000)	<b>127</b>	<b>104</b>	<b>(17)</b>	<b>(503)</b>	<b>(67)</b>	<b>n.a.</b>	<b>42</b>	<b>(483)</b>	<b>n.a.</b>
- contract	('000)	19	20	15	(1)	(2)	n.a.	83	32	(61,4)
- prepaid	('000)	108	84	(32)	(502)	(65)	n.a.	(41)	(515)	n.a.
Average monthly churn	(%)	<b>1,7</b>	<b>1,2</b>	<b>2,3</b>	<b>8,2</b>	<b>3,4</b>	<b>1,7p</b>	<b>2,3</b>	<b>3,7</b>	<b>1,4p</b>
- contract	(%)	1,0	1,1	1,0	1,1	1,2	0,2p	1,0	1,1	0,1p
SAC per gross add	(€)	<b>14</b>	<b>25</b>	<b>20</b>	<b>10</b>	<b>11</b>	<b>(21,4)</b>	<b>22</b>	<b>16</b>	<b>(27,3)</b>
- contract	(€)	52	81	70	62	52	0,0	65	67	3,1
- prepaid	(€)	8	14	8	2	3	(62,5)	13	7	(46,2)
SRC per retained customer	(€)	<b>81</b>	<b>133</b>	<b>111</b>	<b>99</b>	<b>70</b>	<b>(13,6)</b>	<b>79</b>	<b>107</b>	<b>35,4</b>
ARPU	(€)	<b>11</b>	<b>10</b>	<b>11</b>	<b>13</b>	<b>13</b>	<b>18,2</b>	<b>13</b>	<b>12</b>	<b>(7,7)</b>
- contract	(€)	21	20	23	26	21	0,0	26	22	(15,4)
- prepaid	(€)	6	5	5	6	7	16,7	6	5	(16,7)
non-voice % of ARPU	(%)	<b>25</b>	<b>27</b>	<b>26</b>	<b>31</b>	<b>35</b>	<b>10p</b>	<b>26</b>	<b>30</b>	<b>4p</b>
MOU per customer	(min)	<b>122</b>	<b>103</b>	<b>118</b>	<b>113</b>	<b>133</b>	<b>9,0</b>	<b>115</b>	<b>116</b>	<b>0,9</b>
- contract	(min)	218	200	232	173	220	0,9	222	206	(7,2)

1 Since 01.01.2011 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 Customer figures and related KPIs (Net Adds, churn, ARPU etc.) affected by a change in T-Mobile HR's prepaid churn policy as of Q3/11 with an effect of -479 thsd. customers.

## Slovakia.

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

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>	<b>2</b>	<b>232</b>	<b>214</b>	<b>230</b>	<b>223</b>	<b>231</b>	<b>(0,4)</b>	<b>934</b>	<b>898</b>	<b>(3,9)</b>
-of which Fixed network		110	102	115	105	114	3,6	442	436	(1,4)
-of which Mobile communications		123	112	115	118	117	(4,9)	493	462	(6,3)
<b>EBITDA</b>	<b>3</b>	<b>82</b>	<b>95</b>	<b>100</b>	<b>102</b>	<b>91</b>	<b>11,0</b>	<b>403</b>	<b>388</b>	<b>(3,7)</b>
-of which Fixed network		36	41	44	42	42	16,7	173	169	(2,3)
-of which Mobile communications		46	54	56	61	49	6,5	229	220	(3,9)
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>35,3</b>	<b>44,4</b>	<b>43,5</b>	<b>45,7</b>	<b>39,4</b>	<b>4,1p</b>	<b>43,1</b>	<b>43,2</b>	<b>0,1p</b>
-of which Fixed network	<b>%</b>	32,7	40,2	38,3	40,0	36,8	4,1p	39,1	38,8	(0,3p)
-of which Mobile communications	<b>%</b>	37,4	48,2	48,7	51,7	41,9	4,5p	46,5	47,6	1,1p
<b>Cash capex (as reported)</b>		<b>49</b>	<b>48</b>	<b>26</b>	<b>75</b>	<b>33</b>	<b>(32,7)</b>	<b>144</b>	<b>182</b>	<b>26,4</b>
-of which Fixed network		29	29	12	20	17	(41,4)	82	78	(4,9)
-of which Mobile communications		20	20	13	56	15	(25,0)	62	104	67,7
<b>Cash contribution</b>		<b>33</b>	<b>47</b>	<b>74</b>	<b>27</b>	<b>58</b>	<b>75,8</b>	<b>259</b>	<b>206</b>	<b>(20,5)</b>
-of which Fixed network		7	12	32	22	25	n.a.	91	91	0,0
-of which Mobile communications		26	34	43	5	34	30,8	167	116	(30,5)

<sup>1</sup> Since 01.01.2011 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 5mn in Q4/10, EUR 14mn in Q1/11 (of which EUR 12mn resulting from Total revenue), EUR 3mn in Q2/11, EUR 1mn in Q3/11 and EUR 5mn in Q4/11.

# Slovakia.

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

	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
Fixed network (end of period)										
Fixed network access lines	('000)	1.061	1.051	1.039	1.029	1.021	(3,8)	1.061	1.021	(3,8)
Broadband retail access lines	('000)	402	413	417	420	426	6,0	402	426	6,0
IPTV	('000)	82	86	89	90	94	14,6	82	94	14,6
Wholesale bundled access lines	('000)	15	15	15	15	14	(6,7)	15	14	(6,7)
ULLs	('000)	0	0	0	0	0	—	0	0	—
Wholesale unbundled access lines	('000)	19	20	21	22	23	21,1	19	23	21,1
Mobile communications (end of period)										
Service revenue	(€ million)	112	104	106	108	103	(8,0)	455	421	(7,5)
Adj. EBITDA Margin (Service Rev.)	(%)	41,1	51,9	52,8	56,5	47,6	6,5p	50,3	52,3	2,0p
Customers	('000)	<b>2.411</b>	<b>2.363</b>	<b>2.349</b>	<b>2.318</b>	<b>2.326</b>	<b>(3,5)</b>	<b>2.411</b>	<b>2.326</b>	<b>(3,5)</b>
- contract	('000)	1.443	1.439	1.444	1.442	1.447	0,3	1.443	1.447	0,3
- prepaid	('000)	967	923	905	876	879	(9,1)	967	879	(9,1)
Net Adds	('000)	<b>4</b>	<b>(48)</b>	<b>(14)</b>	<b>(31)</b>	<b>8</b>	<b>100,0</b>	<b>35</b>	<b>(85)</b>	<b>n.a.</b>
- contract	('000)	20	(4)	4	(2)	5	(75,0)	50	3	(94,0)
- prepaid	('000)	(15)	(44)	(18)	(29)	3	n.a.	(15)	(89)	n.a.
Average monthly churn	(%)	<b>1,3</b>	<b>1,6</b>	<b>1,2</b>	<b>1,4</b>	<b>1,5</b>	<b>0,2p</b>	<b>1,3</b>	<b>1,4</b>	<b>0,1p</b>
- contract	(%)	0,9	1,1	0,9	1,0	1,3	0,4p	0,9	1,1	0,2p
SAC per gross add	(€)	<b>50</b>	<b>48</b>	<b>33</b>	<b>43</b>	<b>39</b>	<b>(22,0)</b>	<b>35</b>	<b>40</b>	<b>14,3</b>
- contract	(€)	107	90	71	81	83	(22,4)	100	81	(19,0)
- prepaid	(€)	2	2	1	0	3	50,0	1	2	100,0
SRC per retained customer	(€)	<b>80</b>	<b>79</b>	<b>88</b>	<b>94</b>	<b>91</b>	<b>13,8</b>	<b>83</b>	<b>88</b>	<b>6,0</b>
ARPU	(€)	<b>16</b>	<b>15</b>	<b>15</b>	<b>15</b>	<b>15</b>	<b>(6,3)</b>	<b>16</b>	<b>15</b>	<b>(6,3)</b>
- contract	(€)	23	21	22	22	21	(8,7)	24	22	(8,3)
- prepaid	(€)	5	4	4	4	4	(20,0)	5	4	(20,0)
non-voice % of ARPU	(%)	<b>22</b>	<b>23</b>	<b>22</b>	<b>23</b>	<b>24</b>	<b>2p</b>	<b>21</b>	<b>23</b>	<b>2p</b>
MOU per customer	(min)	<b>127</b>	<b>121</b>	<b>126</b>	<b>120</b>	<b>126</b>	<b>(0,8)</b>	<b>125</b>	<b>123</b>	<b>(1,6)</b>
- contract	(min)	193	183	187	177	185	(4,1)	191	183	(4,2)

<sup>1</sup> Since 01.01.2011 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	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		<b>238</b>	<b>229</b>	<b>227</b>	<b>234</b>	<b>234</b>	<b>(1,7)</b>	<b>983</b>	<b>924</b>	<b>(6,0)</b>
<b>EBITDA</b>	<b>1</b>	<b>70</b>	<b>60</b>	<b>68</b>	<b>69</b>	<b>56</b>	<b>(20,0)</b>	<b>283</b>	<b>253</b>	<b>(10,6)</b>
EBITDA margin (EBITDA / total revenue)	%	29,4	26,2	30,0	29,5	23,9	(5,5p)	28,8	27,4	(1,4p)
<b>Cash capex (as reported)</b>		<b>62</b>	<b>24</b>	<b>20</b>	<b>17</b>	<b>41</b>	<b>(33,9)</b>	<b>116</b>	<b>102</b>	<b>(12,1)</b>
<b>Cash contribution</b>		<b>8</b>	<b>36</b>	<b>48</b>	<b>52</b>	<b>15</b>	<b>87,5</b>	<b>167</b>	<b>151</b>	<b>(9,6)</b>

### Operational.

		Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
Mobile communications (end of period)										
Service revenue	(€ million)	<b>223</b>	<b>218</b>	<b>215</b>	<b>220</b>	<b>210</b>	<b>(5,8)</b>	<b>926</b>	<b>863</b>	<b>(6,8)</b>
Adj. EBITDA Margin (Service Rev.)	(%)	31,4	27,5	31,6	31,4	26,7	(4,7p)	30,6	29,3	(1,3p)
Customers	('000)	<b>3.778</b>	<b>3.833</b>	<b>3.878</b>	<b>3.934</b>	<b>4.060</b>	<b>7,5</b>	<b>3.778</b>	<b>4.060</b>	<b>7,5</b>
- contract	('000)	2.382	2.397	2.410	2.426	2.522	5,9	2.382	2.522	5,9
- prepaid	('000)	1.396	1.435	1.468	1.508	1.538	10,2	1.396	1.538	10,2
Net Adds	('000)	<b>95</b>	<b>54</b>	<b>45</b>	<b>56</b>	<b>126</b>	<b>32,6</b>	<b>179</b>	<b>281</b>	<b>57,0</b>
- contract	('000)	48	15	12	16	96	100,0	56	140	n.a.
- prepaid	('000)	47	39	33	40	30	(36,2)	124	142	14,5
Average monthly churn	(%)	<b>1,6</b>	<b>1,6</b>	<b>1,5</b>	<b>1,6</b>	<b>1,6</b>	<b>0,0p</b>	<b>1,7</b>	<b>1,6</b>	<b>(0,1p)</b>
- contract	(%)	0,8	0,9	0,9	0,8	0,9	0,1p	1,1	0,9	(0,2p)
SAC per gross add	(€)	<b>69</b>	<b>68</b>	<b>66</b>	<b>59</b>	<b>66</b>	<b>(4,3)</b>	<b>79</b>	<b>65</b>	<b>(17,7)</b>
- contract	(€)	156	166	168	153	113	(27,6)	167	143	(14,4)
- prepaid	(€)	6	3	6	11	8	33,3	6	7	16,7
SRC per retained customer	(€)	<b>102</b>	<b>98</b>	<b>118</b>	<b>102</b>	<b>102</b>	<b>0,0</b>	<b>95</b>	<b>105</b>	<b>10,5</b>
ARPU	(€)	<b>20</b>	<b>19</b>	<b>19</b>	<b>19</b>	<b>18</b>	<b>(10,0)</b>	<b>21</b>	<b>18</b>	<b>(14,3)</b>
- contract	(€)	28	27	27	27	26	(7,1)	30	27	(10,0)
- prepaid	(€)	6	5	5	5	5	(16,7)	6	5	(16,7)
non-voice % of ARPU	(%)	<b>31</b>	<b>33</b>	<b>33</b>	<b>37</b>	<b>38</b>	<b>7p</b>	<b>30</b>	<b>35</b>	<b>5p</b>
MOU per customer	(min)	<b>234</b>	<b>226</b>	<b>224</b>	<b>213</b>	<b>219</b>	<b>(6,4)</b>	<b>228</b>	<b>221</b>	<b>(3,1)</b>
- contract	(min)	326	314	313	297	307	(5,8)	319	308	(3,4)

1 Special factors affecting EBITDA: EUR 2mn in Q3/11.

## Bulgaria.

### Financials (adjusted for special factors).

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		<b>106</b>	<b>96</b>	<b>102</b>	<b>108</b>	<b>107</b>	<b>0,9</b>	<b>422</b>	<b>413</b>	<b>(2,1)</b>
<b>EBITDA</b>		<b>45</b>	<b>37</b>	<b>39</b>	<b>42</b>	<b>40</b>	<b>(11,1)</b>	<b>168</b>	<b>158</b>	<b>(6,0)</b>
EBITDA margin (EBITDA / total revenue)	%	42,5	38,5	38,2	38,9	37,4	(5,1p)	39,8	38,3	(1,5p)
<b>Cash capex (as reported)</b>		<b>21</b>	<b>22</b>	<b>10</b>	<b>14</b>	<b>16</b>	<b>(23,8)</b>	<b>78</b>	<b>62</b>	<b>(20,5)</b>
<b>Cash contribution</b>		<b>24</b>	<b>15</b>	<b>29</b>	<b>28</b>	<b>24</b>	<b>0,0</b>	<b>90</b>	<b>96</b>	<b>6,7</b>

### Operational.

		Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
Mobile communications (end of period)										
Service revenue	(€ million)	<b>90</b>	<b>85</b>	<b>90</b>	<b>97</b>	<b>91</b>	<b>1,1</b>	<b>372</b>	<b>363</b>	<b>(2,4)</b>
Adj. EBITDA Margin (Service Rev.)	(%)	50,0	43,5	43,3	43,3	44,0	(6,0p)	45,2	43,5	(1,7p)
Customers	('000)	<b>3.920</b>	<b>3.934</b>	<b>4.035</b>	<b>4.166</b>	<b>4.265</b>	<b>8,8</b>	<b>3.920</b>	<b>4.265</b>	<b>8,8</b>
- contract	('000)	2.287	2.305	2.326	2.346	2.401	5,0	2.287	2.401	5,0
- prepaid	('000)	1.633	1.629	1.709	1.819	1.864	14,1	1.633	1.864	14,1
Net Adds	('000)	<b>34</b>	<b>14</b>	<b>101</b>	<b>131</b>	<b>99</b>	<b>n.a.</b>	<b>17</b>	<b>345</b>	<b>n.a.</b>
- contract	('000)	65	18	21	20	55	(15,4)	154	114	(26,0)
- prepaid	('000)	(31)	(4)	80	111	44	n.a.	(136)	231	n.a.
Average monthly churn	(%)	<b>3,4</b>	<b>2,7</b>	<b>2,8</b>	<b>2,6</b>	<b>2,5</b>	<b>(0,9p)</b>	<b>3,2</b>	<b>2,7</b>	<b>(0,5p)</b>
- contract	(%)	2,2	1,9	1,7	1,6	1,8	(0,4p)	2,2	1,8	(0,4p)
SAC per gross add	(€)	<b>2</b>	<b>5</b>	<b>6</b>	<b>9</b>	<b>10</b>	<b>n.a.</b>	<b>5</b>	<b>8</b>	<b>60,0</b>
- contract	(€)	0	10	20	25	22	—	7	19	n.a.
- prepaid	(€)	4	1	0	0	0	(100,0)	3	0	(100,0)
SRC per retained customer	(€)	<b>9</b>	<b>9</b>	<b>10</b>	<b>8</b>	<b>6</b>	<b>(33,3)</b>	<b>16</b>	<b>8</b>	<b>(50,0)</b>
ARPU	(€)	<b>8</b>	<b>7</b>	<b>8</b>	<b>8</b>	<b>7</b>	<b>(12,5)</b>	<b>8</b>	<b>7</b>	<b>(12,5)</b>
- contract	(€)	12	11	11	12	11	(8,3)	12	11	(8,3)
- prepaid	(€)	2	2	2	3	2	0,0	3	2	(33,3)
non-voice % of ARPU	(%)	<b>11</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>12</b>	<b>1p</b>	<b>10</b>	<b>10</b>	<b>0p</b>
MOU per customer	(min)	<b>143</b>	<b>141</b>	<b>146</b>	<b>145</b>	<b>147</b>	<b>2,8</b>	<b>131</b>	<b>145</b>	<b>10,7</b>
- contract	(min)	214	211	215	221	229	7,0	200	219	9,5

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

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

millions of GBP	Note	H1/10	Q4/10	H2/10	Q1/11	Q2/11	H1/11	Q3/11	Q4/11	% y.o.y.	H2/11	FY/10	FY/11	% y.o.y.
<b>Total revenue</b>		<b>3.472</b>	<b>1.804</b>	<b>3.577</b>	<b>1.704</b>	<b>1.663</b>	<b>3.367</b>	<b>1.697</b>	<b>1.720</b>	<b>(4,7)</b>	<b>3.417</b>	<b>7.049</b>	<b>6.784</b>	<b>(3,8)</b>
<b>EBITDA (as reported)</b>		<b>632</b>	<b>—</b>	<b>528</b>	<b>—</b>	<b>—</b>	<b>582</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>589</b>	<b>1.160</b>	<b>1.171</b>	<b>0,9</b>
EBITDA margin (EBITDA (as reported) / total revenue)	%	18,2	—	14,8	—	—	17,3	—	—	—	17,2	16,5	17,3	0,8p
<b>Restructuring cost included in EBITDA</b>		<b>14</b>	<b>—</b>	<b>57</b>	<b>—</b>	<b>—</b>	<b>25</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>49</b>	<b>71</b>	<b>75</b>	<b>5,6</b>
<b>EBITDA</b>		<b>714</b>	<b>—</b>	<b>668</b>	<b>—</b>	<b>—</b>	<b>682</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>733</b>	<b>1.382</b>	<b>1.416</b>	<b>2,5</b>
EBITDA margin (EBITDA / total revenue)	%	20,6	—	18,7	—	—	20,3	—	—	—	21,5	19,6	20,9	1,3p
<b>Capex</b>		<b>221</b>	<b>—</b>	<b>217</b>	<b>—</b>	<b>—</b>	<b>216</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>351</b>	<b>438</b>	<b>576</b>	<b>31,5</b>

Operational. <sup>1,3</sup>

		H1/10	Q4/10	H2/10	Q1/11	Q2/11	H1/11	Q3/11	Q4/11	% y.o.y.	H2/11	FY/10	FY/11	% y.o.y.
Service revenue	(GBP million)	<b>3.105</b>	<b>1.605</b>	<b>3.191</b>	<b>1.554</b>	<b>1.516</b>	<b>3.071</b>	<b>1.556</b>	<b>1.540</b>	<b>(4,0)</b>	<b>3.096</b>	<b>6.296</b>	<b>6.167</b>	<b>(2,0)</b>
Customers	('000)	<b>—</b>	<b>27.984</b>	<b>27.984</b>	<b>27.729</b>	<b>27.541</b>	<b>—</b>	<b>27.493</b>	<b>27.563</b>	<b>(1,5)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
- contract	('000)	<b>—</b>	<b>11.948</b>	<b>11.948</b>	<b>12.107</b>	<b>12.343</b>	<b>—</b>	<b>12.529</b>	<b>12.842</b>	<b>7,5</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
- prepaid	('000)	<b>—</b>	<b>15.266</b>	<b>15.266</b>	<b>14.871</b>	<b>14.460</b>	<b>—</b>	<b>14.233</b>	<b>13.992</b>	<b>(8,3)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
- home	('000)	<b>—</b>	<b>770</b>	<b>770</b>	<b>751</b>	<b>738</b>	<b>—</b>	<b>731</b>	<b>729</b>	<b>(5,3)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>Net Adds</b>	<b>('000)</b>	<b>(244)</b>	<b>88</b>	<b>96</b>	<b>(255)</b>	<b>(188)</b>	<b>(443)</b>	<b>(42)</b>	<b>70</b>	<b>(20,5)</b>	<b>28</b>	<b>(148)</b>	<b>(415)</b>	<b>n.a.</b>
- contract	('000)	489	300	485	160	236	396	185	313	4,3	498	974	894	(8,2)
- prepaid	('000)	(675)	(187)	(364)	(394)	(412)	(806)	(227)	(241)	n.a.	(468)	(1.039)	(1.274)	22,6
Average monthly churn	(%)	<b>—</b>	<b>3,2</b>	<b>—</b>	<b>2,7</b>	<b>2,4</b>	<b>—</b>	<b>2,2</b>	<b>2,4</b>	<b>(0,8p)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
- contract	(%)	<b>—</b>	<b>1,3</b>	<b>—</b>	<b>1,3</b>	<b>1,1</b>	<b>—</b>	<b>1,1</b>	<b>1,1</b>	<b>(0,2p)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>SAC per gross add</b>	<b>(GBP)</b>	<b>—</b>	<b>51</b>	<b>—</b>	<b>—</b>	<b>57</b>	<b>—</b>	<b>—</b>	<b>56</b>	<b>9,8</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
- contract	(GBP)	<b>—</b>	<b>150</b>	<b>—</b>	<b>—</b>	<b>156</b>	<b>—</b>	<b>—</b>	<b>156</b>	<b>4,0</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
- prepaid	(GBP)	<b>—</b>	<b>18</b>	<b>—</b>	<b>—</b>	<b>14</b>	<b>—</b>	<b>—</b>	<b>10</b>	<b>(44,4)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>SRC per retained customer</b>	<b>(GBP)</b>	<b>—</b>	<b>148</b>	<b>—</b>	<b>—</b>	<b>160</b>	<b>—</b>	<b>—</b>	<b>172,0</b>	<b>16,2</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>ARPU</b>	<b>(GBP)</b>	<b>—</b>	<b>20</b>	<b>—</b>	<b>19</b>	<b>19</b>	<b>—</b>	<b>19</b>	<b>19</b>	<b>(5,0)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
- contract	(GBP)	<b>—</b>	<b>35</b>	<b>—</b>	<b>35</b>	<b>34</b>	<b>—</b>	<b>34</b>	<b>33</b>	<b>(5,7)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
- prepaid	(GBP)	<b>—</b>	<b>8</b>	<b>—</b>	<b>7</b>	<b>6</b>	<b>—</b>	<b>7</b>	<b>7</b>	<b>(12,5)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>Voice ARPU</b>	<b>(GBP)</b>	<b>—</b>	<b>12</b>	<b>—</b>	<b>12</b>	<b>11</b>	<b>—</b>	<b>11</b>	<b>11</b>	<b>(8,3)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>non-voice % of ARPU</b>	<b>(%)</b>	<b>—</b>	<b>37</b>	<b>—</b>	<b>38</b>	<b>39</b>	<b>—</b>	<b>42</b>	<b>43</b>	<b>6p</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>MOU per customer</b>	<b>(min)</b>	<b>—</b>	<b>196</b>	<b>—</b>	<b>193</b>	<b>199</b>	<b>—</b>	<b>198</b>	<b>198</b>	<b>1,0</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
- contract	(min)	<b>—</b>	<b>371</b>	<b>—</b>	<b>368</b>	<b>367</b>	<b>—</b>	<b>363</b>	<b>359</b>	<b>(3,2)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>

1 Definitions of KPIs partially differ from those of the other European Entities.

2 Adjusted EBITDA excluding restructuring costs, brand and management fees.

3 In Q2/2011 non-voice methodology was changed by allocating access fee to the 3 businesses voice, messaging and data. Accordingly, voice and non-voice ARPU are adjusted retroactively.

Notes.

A series of 15 horizontal dotted lines for writing notes.

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## Systems Solutions.

### Financials (adjusted for special factors).

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		<b>2.479</b>	<b>2.260</b>	<b>2.276</b>	<b>2.256</b>	<b>2.457</b>	<b>(0,9)</b>	<b>9.057</b>	<b>9.249</b>	<b>2,1</b>
of which international		776	733	729	719	806	3,9	2.868	2.987	4,1
<b>Net revenue</b>		<b>1.714</b>	<b>1.616</b>	<b>1.638</b>	<b>1.587</b>	<b>1.726</b>	<b>0,7</b>	<b>6.411</b>	<b>6.567</b>	<b>2,4</b>
<b>EBITDA</b>		<b>299</b>	<b>189</b>	<b>197</b>	<b>204</b>	<b>282</b>	<b>(5,7)</b>	<b>948</b>	<b>872</b>	<b>(8,0)</b>
EBITDA margin (EBITDA / total revenue)	%	12,1	8,4	8,7	9,0	11,5	(0,6p)	10,5	9,4	(1,1p)
Depreciation, amortization and impairment losses		(162)	(160)	(152)	(150)	(158)	2,5	(615)	(620)	(0,8)
Profit (loss) from operations = EBIT		137	29	45	54	124	(9,5)	333	252	(24,3)
<b>EBIT margin</b>	%	<b>5,5</b>	<b>1,3</b>	<b>2,0</b>	<b>2,4</b>	<b>5,0</b>	<b>(0,5p)</b>	<b>3,7</b>	<b>2,7</b>	<b>(1,0p)</b>
<b>Cash capex (as reported)</b>		<b>150</b>	<b>123</b>	<b>128</b>	<b>142</b>	<b>160</b>	<b>6,7</b>	<b>725</b>	<b>553</b>	<b>(23,7)</b>
<b>Cash contribution</b>		<b>149</b>	<b>66</b>	<b>69</b>	<b>62</b>	<b>122</b>	<b>(18,1)</b>	<b>223</b>	<b>319</b>	<b>43,0</b>
<b>Order entry</b>		<b>3.206</b>	<b>2.593</b>	<b>2.039</b>	<b>1.926</b>	<b>2.268</b>	<b>(29,2)</b>	<b>9.281</b>	<b>8.826</b>	<b>(4,9)</b>

### Financials (as reported).

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		<b>2.479</b>	<b>2.260</b>	<b>2.276</b>	<b>2.256</b>	<b>2.457</b>	<b>(0,9)</b>	<b>9.057</b>	<b>9.249</b>	<b>2,1</b>
<b>Net revenue</b>		<b>1.714</b>	<b>1.616</b>	<b>1.638</b>	<b>1.587</b>	<b>1.726</b>	<b>0,7</b>	<b>6.411</b>	<b>6.567</b>	<b>2,4</b>
<b>EBITDA</b>		<b>162</b>	<b>149</b>	<b>174</b>	<b>98</b>	<b>176</b>	<b>8,6</b>	<b>667</b>	<b>597</b>	<b>(10,5)</b>
EBITDA margin (EBITDA / total revenue)	%	6,5	6,6	7,6	4,3	7,2	0,7p	7,4	6,5	(0,9p)
Depreciation, amortization and impairment losses		(167)	(160)	(152)	(160)	(168)	(0,6)	(623)	(640)	(2,7)
Profit (loss) from operations = EBIT		(5)	(11)	22	(62)	8	n.a.	44	(43)	n.a.
<b>Cash capex</b>		<b>150</b>	<b>123</b>	<b>128</b>	<b>142</b>	<b>160</b>	<b>6,7</b>	<b>725</b>	<b>553</b>	<b>(23,7)</b>
<b>Cash contribution</b>		<b>12</b>	<b>26</b>	<b>46</b>	<b>(44)</b>	<b>16</b>	<b>33,3</b>	<b>(58)</b>	<b>44</b>	<b>n.a.</b>

## Systems Solutions.

### EBITDA reconciliation.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		<b>2.479</b>	<b>2.260</b>	<b>2.276</b>	<b>2.256</b>	<b>2.457</b>	<b>(0,9)</b>	<b>9.057</b>	<b>9.249</b>	<b>2,1</b>
Profit (loss) from operations = EBIT		(5)	(11)	22	(62)	8	n.a.	44	(43)	n.a.
- Depreciation, amortization and impairment losses		(167)	(160)	(152)	(160)	(168)	(0,6)	(623)	(640)	(2,7)
<b>= EBITDA</b>		<b>162</b>	<b>149</b>	<b>174</b>	<b>98</b>	<b>176</b>	<b>8,6</b>	<b>667</b>	<b>597</b>	<b>(10,5)</b>
EBITDA margin	%	6,5	6,6	7,6	4,3	7,2	0,7p	7,4	6,5	(0,9p)
- Special factors affecting EBITDA		(137)	(40)	(23)	(106)	(106)	22,6	(281)	(275)	2,1
<b>= EBITDA adjusted for special factors</b>		<b>299</b>	<b>189</b>	<b>197</b>	<b>204</b>	<b>282</b>	<b>(5,7)</b>	<b>948</b>	<b>872</b>	<b>(8,0)</b>
EBITDA margin (adjusted for special factors)	%	12,1	8,4	8,7	9,0	11,5	(0,6p)	10,5	9,4	(1,1p)

### Special factors.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	FY/10	FY/11
<b>Effects on EBITDA</b>		<b>(137)</b>	<b>(40)</b>	<b>(23)</b>	<b>(106)</b>	<b>(106)</b>	<b>(281)</b>	<b>(106)</b>
- of which personnel		(65)	(12)	17	(61)	(25)	(113)	(25)
- of which other		(72)	(28)	(40)	(45)	(81)	(168)	(81)
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(142)</b>	<b>(40)</b>	<b>(23)</b>	<b>(116)</b>	<b>(116)</b>	<b>(289)</b>	<b>(116)</b>
- of which personnel		(65)	(12)	17	(61)	(25)	(113)	(25)
- of which other		(77)	(28)	(40)	(55)	(91)	(176)	(91)

## Systems Solutions. Computing Services.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		835	799	748	763	826	(1,1)	3.128	3.136	0,3
EBIT (adjusted for special factors)		37	11	(39)	(3)	21	(42,1)	71	(10)	n.a.
EBIT margin (adjusted for special factors)	%	4,4	1,3	(5,0)	(0,4)	2,6	(1,8p)	2,3	(0,3)	2,6p
<b>EBITDA (adjusted for special factors)</b>		139	113	56	89	119	(14,5)	450	377	(16,2)
EBITDA margin (adjusted for special factors)	%	16,7	14,1	7,2	11,7	14,4	(2,3p)	14,4	12,0	2,4p
<b>Capex</b>		138	67	88	82	98	(28,9)	538	334	(37,8)
<b>Cash contribution</b>		1	46	(33)	7	21	n.a.	(88)	43	n.a.

Value driver										
<b>MIPS capacity (number)</b>		118.603	118.168	120.223	116.662	117.978	(0,5)	118.603	117.978	(0,5)

## Desktop Services.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		409	335	340	325	374	(8,5)	1.461	1.373	(6,0)
EBIT (adjusted for special factors)		15	(4)	10	11	(6)	n.a.	40	11	(72,9)
EBIT margin (adjusted for special factors)	%	3,7	(1,2)	2,8	3,5	(1,7)	(5,4p)	2,7	0,8	1,9p
<b>EBITDA (adjusted for special factors)</b>		39	16	31	34	17	(56,9)	133	98	(26,3)
EBITDA margin (adjusted for special factors)	%	9,6	4,8	9,1	10,6	4,5	(5,1p)	9,1	7,2	1,9p
<b>Capex</b>		25	19	22	17	18	(28,0)	93	75	(19,4)
<b>Cash contribution</b>		14	(3)	9	17	(1)	n.a.	40	23	(42,5)

Value driver										
<b>Desktop under service ('000)</b>		1.950	1.988	1.994	1.995	1.994	2,2	1.950	1.994	2,2

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	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		<b>503</b>	<b>466</b>	<b>464</b>	<b>453</b>	<b>489</b>	<b>(2,6)</b>	<b>1.801</b>	<b>1.871</b>	<b>(3,9)</b>
EBIT (adjusted for special factors)		35	17	22	10	33	(5,6)	106	84	(20,9)
EBIT margin (adjusted for special factors)	%	7,1	3,7	4,9	2,2	6,8	(0,2p)	5,9	4,5	1,4p
<b>EBITDA (adjusted for special factors)</b>		<b>54</b>	<b>25</b>	<b>30</b>	<b>18</b>	<b>45</b>	<b>(16,3)</b>	<b>153</b>	<b>117</b>	<b>(23,2)</b>
EBITDA margin (adjusted for special factors)	%	10,8	5,3	6,4	3,9	9,2	(1,5p)	8,5	6,3	2,2p
<b>Capex</b>		<b>4</b>	<b>12</b>	<b>6</b>	<b>7</b>	<b>9</b>	<b>99,3</b>	<b>17</b>	<b>33</b>	<b>n.a.</b>
<b>Cash contribution</b>		<b>50</b>	<b>13</b>	<b>24</b>	<b>11</b>	<b>36</b>	<b>(28,0)</b>	<b>136</b>	<b>84</b>	<b>(38,2)</b>

Value driver											
<b>Utilization rate</b>	%	<b>1</b>	<b>84,0</b>	<b>83,5</b>	<b>84,2</b>	<b>84,0</b>	<b>84,1</b>	<b>0,1p</b>	<b>84,0</b>	<b>84,10</b>	<b>0,1p</b>

## Telecommunications.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		<b>832</b>	<b>771</b>	<b>770</b>	<b>803</b>	<b>853</b>	<b>2,5</b>	<b>3.086</b>	<b>3.197</b>	<b>3,6</b>
EBIT (adjusted for special factors)		6	9	54	2	74	n.a.	24	140	n.a.
EBIT margin (adjusted for special factors)	%	0,7	1,2	7,1	0,3	8,7	8,0p	0,8	4,4	(3,6p)
<b>EBITDA (adjusted for special factors)</b>		<b>19</b>	<b>35</b>	<b>79</b>	<b>27</b>	<b>94</b>	<b>n.a.</b>	<b>102</b>	<b>234</b>	<b>n.a.</b>
EBITDA margin (adjusted for special factors)	%	2,3	4,5	10,2	3,3	11,0	n.a.	3,3	7,3	(4,0p)
<b>Capex</b>		<b>(6)</b>	<b>15</b>	<b>16</b>	<b>25</b>	<b>18</b>	<b>n.a.</b>	<b>63</b>	<b>75</b>	<b>19,4</b>
<b>Cash contribution</b>		<b>25</b>	<b>19</b>	<b>63</b>	<b>2</b>	<b>76</b>	<b>n.a.</b>	<b>40</b>	<b>159</b>	<b>n.a.</b>

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.

Notes.

A series of 15 horizontal dotted lines spanning the width of the page, intended for taking notes.

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## Group Headquarters & Shared Services.

### Financials (adjusted for special factors).

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		451	537	539	547	521	15,5	2.166	2.144	(1,0)
<b>Net revenue</b>		59	57	59	57	60	1,7	229	233	1,7
<b>EBITDA</b>		(324)	(163)	(140)	(150)	(289)	10,8	(870)	(742)	14,7
EBITDA margin (EBITDA / total revenue)	%	(71,8)	(30,4)	(26,0)	(27,4)	(55,5)	16,3p	(40,2)	(34,6)	5,6p
Depreciation, amortization and impairment losses		(240)	(178)	(205)	(205)	(208)	13,3	(840)	(796)	5,2
<b>Profit (loss) from operations = EBIT</b>		(564)	(341)	(345)	(355)	(497)	11,9	(1.710)	(1.538)	10,1
<b>Cash capex (as reported)</b>		128	116	105	125	147	14,8	406	493	21,4
<b>Cash contribution</b>		(452)	(279)	(245)	(275)	(436)	3,5	(1.276)	(1.235)	3,2

### Financials (as reported).

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		451	537	539	547	521	15,5	2.166	2.144	(1,0)
<b>Net revenue</b>		59	57	59	57	60	1,7	229	233	1,7
<b>EBITDA</b>		(986)	(169)	(414)	(194)	2.733	n.a.	(1.639)	1.956	n.a.
EBITDA margin (EBITDA / total revenues)	%	n.a.	(31,5)	(76,8)	(35,5)	n.a.	n.a.	(75,7)	91,2	166,9p
Depreciation, amortization and impairment losses		(240)	(178)	(205)	(205)	(208)	13,3	(840)	(796)	5,2
<b>Profit (loss) from operations = EBIT</b>		(1.226)	(347)	(619)	(399)	2.525	n.a.	(2.479)	1.160	n.a.
<b>Cash capex</b>		128	116	105	125	147	14,8	406	493	21,4
<b>Cash contribution</b>		(1.114)	(285)	(519)	(319)	2.586	n.a.	(2.045)	1.463	n.a.

## Group Headquarters & Shared Services.

### EBITDA reconciliation.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	y.o.y. %	FY/10	FY/11	y.o.y. %
<b>Total revenue</b>		<b>451</b>	<b>537</b>	<b>539</b>	<b>547</b>	<b>521</b>	<b>15,5</b>	<b>2.166</b>	<b>2.144</b>	<b>(1,0)</b>
Profit (loss) from operations = EBIT		(1.226)	(347)	(619)	(399)	2.525	n.a.	(2.479)	1.160	n.a.
- Depreciation, amortization and impairment losses		(240)	(178)	(205)	(205)	(208)	13,3	(840)	(796)	5,2
<b>= EBITDA</b>		<b>(986)</b>	<b>(169)</b>	<b>(414)</b>	<b>(194)</b>	<b>2.733</b>	<b>n.a.</b>	<b>(1.639)</b>	<b>1.956</b>	<b>n.a.</b>
EBITDA margin	%	n.a.	(31,5)	(76,8)	(35,5)	n.a.	n.a.	(75,7)	91,2	166,9p
- Special factors affecting EBITDA		(662)	(6)	(274)	(44)	3.022	n.a.	(769)	2.698	n.a.
<b>= EBITDA adjusted for special factors</b>		<b>(324)</b>	<b>(163)</b>	<b>(140)</b>	<b>(150)</b>	<b>(289)</b>	<b>10,8</b>	<b>(870)</b>	<b>(742)</b>	<b>14,7</b>
EBITDA margin (adjusted for special factors)	%	(71,8)	(30,4)	(26,0)	(27,4)	(55,5)	16,3p	(40,2)	(34,6)	5,6p

### Special factors.

millions of €	Note	Q4/10	Q1/11	Q2/11	Q3/11	Q4/11	FY/10	FY/11
<b>Effects on EBITDA</b>		<b>(662)</b>	<b>(6)</b>	<b>(274)</b>	<b>(44)</b>	<b>3.022</b>	<b>(769)</b>	<b>2.698</b>
- of which personnel		(210)	(2)	(188)	(24)	(10)	(281)	(224)
- of which other		(452)	(4)	(86)	(20)	3.032	(488)	2.922
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(662)</b>	<b>(6)</b>	<b>(274)</b>	<b>(44)</b>	<b>3.022</b>	<b>(769)</b>	<b>2.698</b>
- of which personnel		(210)	(2)	(188)	(24)	(10)	(281)	(224)
- of which other		(452)	(4)	(86)	(20)	3.032	(488)	2.922



## Group Headquarters & Shared Services.

### Vivento.

End of Period.	Note	31/12/10	31/03/2011	30.06.2011	30.09.2011	31/12/2011
<b>Employees Vivento in total</b>	<b>1</b>	<b>8.900</b>	<b>9.000</b>	<b>9.000</b>	<b>8.800</b>	<b>8.500</b>
Employment external	2	3.600	3.300	3.500	3.600	3.600
Employment internal		3.300	3.400	3.400	3.400	3.300
Others	3	2.100	2.300	2.100	1.800	1.700
<b>Attrition Vivento</b>		<b>2.800</b>	<b>500</b>	<b>900</b>	<b>1.400</b>	<b>1.900</b>
- of which left the DT Group		2.300	250	500	800	1.200

1 Rounded figures; including Vivento management.

2 Mainly in public sector.

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

Notes.

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## Glossary and Disclaimer.

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