

# BACKUP Q4 2012

## DEUTSCHE TELEKOM

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### Investor Relations, Bonn office

Phone +49 228 181 -8 88 80  
Fax +49 228 181 -8 88 99  
E-Mail [investor.relations@telekom.de](mailto:investor.relations@telekom.de)

### Investor Relations, New York office

Phone +1 212 424 2959  
Phone +1 877 DT SHARE (toll-free)  
Fax +1 212 424 2977  
E-Mail [investor.relations@telekom.com](mailto:investor.relations@telekom.com)



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# CONTENT

At a Glance	4			
Excellent market position	6			
<b>GROUP</b>				
Adjusted for special factors	8			
EBITDA reconciliation	9			
As reported	10			
Special factors in the consolidated income statement	11			
Details on special factors	12			
Change in the composition of the group	14			
Consolidated statement of financial position	16			
Provisions for pensions	18			
Maturity profile	19			
Liquidity reserves	20			
Net debt	21			
Net debt development	22			
Cash capex	23			
Free cash flow	24			
Personnel	25			
Exchange rates	26			
		<b>GERMANY</b>		
		Financials	29	
		EBITDA reconciliation	30	
		Operational	31	
		Additional information	32	
		<b>USA</b>		
		Financials	42	
		EBITDA reconciliation	43	
		Operational	44	
		Additional information	46	
		<b>EUROPE</b>		
		Financials	52	
		EBITDA reconciliation	53	
		Greece	55	
		Romania	57	
		Hungary	59	
		Poland	61	
		Czech Republic	62	
		<b>EUROPE</b>		
		Netherlands	63	
		Croatia	64	
		Slovakia	66	
		Austria	68	
		Bulgaria	69	
		Everything Everywhere	70	
		<b>SYSTEMS SOLUTIONS</b>		
		Financials	73	
		EBITDA reconciliation	74	
		<b>GHS</b>		
		Financials	77	
		EBITDA reconciliation	78	
		Vivento	79	
		<b>GLOSSARY</b>		81

NOTES

Lined area for notes with horizontal dotted lines.

# DT GROUP

## AT A GLANCE I <sup>1</sup>

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Group</b>		<b>14.911</b>	<b>14.432</b>	<b>14.379</b>	<b>14.651</b>	<b>14.707</b>	<b>(1,4)</b>	<b>58.653</b>	<b>58.169</b>	<b>(0,8)</b>
Germany		5.810	5.659	5.610	5.736	5.731	(1,4)	23.206	22.736	(2,0)
Europe		3.772	3.575	3.584	3.654	3.595	(4,7)	15.124	14.408	(4,7)
United States		3.848	3.847	3.816	3.915	3.793	(1,4)	14.811	15.371	3,8
Systems Solutions		2.694	2.456	2.486	2.245	2.829	5,0	9.953	10.016	0,6
Group Headquarters & Shared Services		758	717	732	727	802	5,8	2.977	2.978	0,0
Reconciliation		(1.971)	(1.822)	(1.849)	(1.626)	(2.043)	(3,7)	(7.418)	(7.340)	1,1
<b>Net revenue</b>										
Germany		5.444	5.320	5.284	5.394	5.386	(1,1)	21.783	21.384	(1,8)
Europe		3.595	3.400	3.416	3.479	3.438	(4,4)	14.431	13.733	(4,8)
United States		3.847	3.845	3.815	3.913	3.792	(1,4)	14.801	15.365	3,8
Systems Solutions		1.726	1.624	1.614	1.600	1.771	2,6	6.567	6.609	0,6
Group Headquarters & Shared Services		299	243	250	265	320	7,0	1.071	1.078	0,7
<b>Group</b>		<b>14.911</b>	<b>14.432</b>	<b>14.379</b>	<b>14.651</b>	<b>14.707</b>	<b>(1,4)</b>	<b>58.653</b>	<b>58.169</b>	<b>(0,8)</b>
<b>EBITDA (adjusted for special factors)</b>										
Germany		2.294	2.343	2.348	2.401	2.073	(9,6)	9.553	9.165	(4,1)
Europe		1.311	1.173	1.200	1.328	1.220	(6,9)	5.241	4.921	(6,1)
United States		1.043	983	1.058	994	805	(22,8)	3.831	3.840	0,2
Systems Solutions		220	141	181	185	240	9,1	672	747	11,2
Group Headquarters & Shared Services		(266)	(149)	(86)	(142)	(318)	(19,5)	(617)	(695)	(12,6)
Reconciliation		9	(14)	(4)	11	7	(22,2)	5	0	n.a.
<b>Group</b>		<b>4.611</b>	<b>4.477</b>	<b>4.697</b>	<b>4.777</b>	<b>4.027</b>	<b>(12,7)</b>	<b>18.685</b>	<b>17.978</b>	<b>(3,8)</b>
Proportional EBITDA		4.101	3.994	4.212	4.247	3.557	(13,3)	16.563	16.010	(3,3)

<sup>1</sup> Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.

As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.

The prior-year figures have been adjusted for better comparability.

# DT GROUP

## AT A GLANCE II <sup>1</sup>

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>EBITDA margin (adjusted for special factors)</b>										
<b>(EBITDA / total revenue)</b>	%									
Germany	%	39,3	41,4	41,9	41,9	36,1	(3,2p)	41,1	40,3	(0,8p)
Europe	%	34,7	32,8	33,5	36,3	33,9	(0,8p)	34,6	34,2	(0,4p)
United States	%	27,1	25,6	27,7	25,4	21,2	(5,9p)	25,9	25,0	(0,9p)
Systems Solutions	%	8,2	5,7	7,3	8,2	8,5	0,3p	6,8	7,5	0,7p
Group Headquarters & Shared Services	%	(35,1)	(20,8)	(11,7)	(19,5)	(39,7)	(4,6p)	(20,7)	(23,3)	(2,6p)
<b>Group</b>	%	<b>30,9</b>	<b>31,0</b>	<b>32,7</b>	<b>32,6</b>	<b>27,3</b>	<b>(3,6p)</b>	<b>31,8</b>	<b>30,9</b>	<b>(0,9p)</b>
<b>Cash capex</b>										
Germany		916	903	819	677	1.019	11,2	3.506	3.418	(2,5)
Europe		565	505	287	328	578	2,3	1.870	1.698	(9,2)
United States		413	571	425	865	699	69,2	1.963	2.560	30,4
Systems Solutions		619	222	283	289	393	(36,5)	1.413	1.187	(16,0)
Group Headquarters & Shared Services		80	145	76	54	129	61,3	352	404	14,8
Reconciliation		(363)	(177)	(264)	(15)	(379)	(4,4)	(698)	(835)	(19,6)
<b>Group</b>		<b>2.230</b>	<b>2.169</b>	<b>1.626</b>	<b>2.198</b>	<b>2.439</b>	<b>9,4</b>	<b>8.406</b>	<b>8.432</b>	<b>0,3</b>
- thereof spectrum investment		83	40	1	288	82	(1,2)	146	411	n.a.
<b>Net profit (loss)</b>										
adjusted for special factors		(92)	581	819	926	203	n.a.	2.851	2.529	(11,3)
as reported		(1.340)	238	614	(6.900)	793	n.a.	557	(5.255)	n.a.
<b>Free cash flow (before dividend payments, spectrum investment, PTC and AT&amp;T transactions)</b>		<b>1.887</b>	<b>1.122</b>	<b>1.668</b>	<b>2.344</b>	<b>1.105</b>	<b>(41,4)</b>	<b>6.421</b>	<b>6.239</b>	<b>(2,8)</b>
Proportional free cash flow		1.653	995	1.442	2.064	899	(45,6)	5.554	5.400	(2,8)
<b>Net debt</b>		<b>40.121</b>	<b>38.627</b>	<b>41.030</b>	<b>39.001</b>	<b>36.860</b>	<b>(8,1)</b>	<b>40.121</b>	<b>36.860</b>	<b>(8,1)</b>

<sup>1</sup> Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.

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The prior-year figures have been adjusted for better comparability.

'000'	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	Delta q.o.q.		Delta y.o.y.	
							abs.	%	abs.	%
<b>Broadband retail lines (end of period)</b>	<b>2,3</b>	<b>16.868</b>	<b>16.995</b>	<b>17.070</b>	<b>17.126</b>	<b>17.207</b>	<b>81</b>	<b>0,5</b>	<b>339</b>	<b>2,0</b>
Germany		12.265	12.367	12.414	12.424	12.427	3	0,0	162	1,3
Europa		4.588	4.614	4.642	4.688	4.766	78	1,7	178	3,9
Greece		1.096	1.092	1.111	1.145	1.178	33	2,9	82	7,5
Romania		1.078	1.100	1.104	1.114	1.134	20	1,8	56	5,2
Hungary	4	741	752	766	773	785	12	1,6	44	5,9
Czech Republic		100	103	105	105	111	6	5,7	11	11,0
Croatia		647	643	634	629	633	4	0,6	(14)	(2,2)
Netherlands		284	282	281	280	275	(5)	(1,8)	(9)	(3,2)
Slovakia		426	427	422	420	420	0	0,0	(6)	(1,4)
others		216	215	219	222	230	8	3,6	14	6,5
<b>Fixed network lines (end of period)</b>	<b>3,5</b>	<b>34.033</b>	<b>33.548</b>	<b>33.219</b>	<b>32.775</b>	<b>32.403</b>	<b>(372)</b>	<b>(1,1)</b>	<b>(1.630)</b>	<b>(4,8)</b>
Germany		23.399	23.140	22.904	22.620	22.384	(236)	(1,0)	(1.015)	(4,3)
Europa		10.563	10.339	10.248	10.089	9.954	(135)	(1,3)	(609)	(5,8)
Greece		3.317	3.219	3.137	3.078	3.016	(62)	(2,0)	(301)	(9,1)
Romania		2.487	2.428	2.485	2.443	2.418	(25)	(1,0)	(69)	(2,8)
Hungary	4	1.486	1.462	1.439	1.419	1.401	(18)	(1,3)	(85)	(5,7)
Czech Republic		100	103	105	105	111	6	5,7	11	11,0
Croatia		1.387	1.367	1.342	1.322	1.312	(10)	(0,8)	(75)	(5,4)
Netherlands		294	291	290	288	283	(5)	(1,7)	(11)	(3,7)
Slovakia		1.021	1.009	993	977	960	(17)	(1,7)	(61)	(6,0)
others		471	460	457	457	453	(4)	(0,9)	(18)	(3,8)
<b>Mobile subscribers (end of period)</b>	<b>3</b>	<b>129.329</b>	<b>129.138</b>	<b>129.915</b>	<b>131.331</b>	<b>132.316</b>	<b>985</b>	<b>0,8</b>	<b>2.987</b>	<b>2,3</b>
Germany		35.403	35.100	35.470	35.994	36.568	574	1,6	1.165	3,3
USA		33.185	33.373	33.168	33.327	33.389	62	0,2	204	0,6
Europa		60.293	60.208	60.814	61.536	61.876	340	0,6	1.583	2,6
Greece		7.885	7.862	7.856	7.778	7.697	(81)	(1,0)	(188)	(2,4)
Romania		6.499	6.407	6.510	6.470	6.368	(102)	(1,6)	(131)	(2,0)
Hungary		4.817	4.815	4.821	4.820	4.837	17	0,4	20	0,4
Poland		14.161	14.512	15.048	15.575	16.040	465	3,0	1.879	13,3
Czech Republic		5.381	5.354	5.377	5.415	5.498	83	1,5	117	2,2
Croatia		2.418	2.350	2.378	2.443	2.326	(117)	(4,8)	(92)	(3,8)
<b>Netherlands</b>		<b>4.909</b>	<b>4.856</b>	<b>4.744</b>	<b>4.761</b>	<b>4.720</b>	<b>(41)</b>	<b>(0,9)</b>	<b>(189)</b>	<b>(3,9)</b>
Slovakia		2.326	2.312	2.325	2.313	2.311	(2)	(0,1)	(15)	(0,6)
Austria		4.060	4.069	4.069	4.076	4.104	28	0,7	44	1,1
Bulgaria		4.265	4.359	4.357	4.441	4.518	77	1,7	253	5,9
other		3.572	3.312	3.329	3.444	3.457	13	0,4	(115)	(3,2)

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 January 1, 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.

# CONTENT

At a Glance	4	<b>GERMANY</b>		<b>EUROPE</b>	
Excellent market position	6	Financials	29	Netherlands	63
		EBITDA reconciliation	30	Croatia	64
		Operational	31	Slovakia	66
		Additional information	32	Austria	68
				Bulgaria	69
				Everything Everywhere	70
<b>GROUP</b>		<b>USA</b>		<b>SYSTEMS SOLUTIONS</b>	
Adjusted for special factors	8	Financials	42	Financials	73
EBITDA reconciliation	9	EBITDA reconciliation	43	EBITDA reconciliation	74
As reported	10	Operational	44		
Special factors in the consolidated income statement	11	Additional information	46		
Details on special factors	12	<b>EUROPE</b>		<b>GHS</b>	
Change in the composition of the group	14	Financials	52	Financials	77
Consolidated statement of financial position	16	EBITDA reconciliation	53	EBITDA reconciliation	78
Provisions for pensions	18	Greece	55	Vivento	79
Maturity profile	19	Romania	57		
Liquidity reserves	20	Hungary	59		
Net debt	21	Poland	61		
Net debt development	22	Czech Republic	62		
Cash capex	23			<b>GLOSSARY</b>	81
Free cash flow	24				
Personnel	25				
Exchange rates	26				

# DT CONSOLIDATED INCOME STATEMENT

## ADJUSTED FOR SPECIAL FACTORS

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Net revenue</b>		<b>14.944</b>	<b>14.432</b>	<b>14.376</b>	<b>14.651</b>	<b>14.724</b>	<b>(1,5)</b>	<b>58.715</b>	<b>58.183</b>	<b>(0,9)</b>
Cost of sales		(9.464)	(8.221)	(8.048)	(8.492)	(8.844)	6,6	(33.278)	(33.605)	(1,0)
<b>Gross profit</b>		<b>5.480</b>	<b>6.211</b>	<b>6.328</b>	<b>6.159</b>	<b>5.880</b>	<b>7,3</b>	<b>25.437</b>	<b>24.578</b>	<b>(3,4)</b>
Selling expenses		(3.675)	(3.355)	(3.413)	(3.383)	(3.646)	0,8	(13.606)	(13.797)	(1,4)
General and administrative expenses		(1.377)	(1.253)	(1.120)	(947)	(967)	29,8	(4.768)	(4.287)	10,1
Other operating income		464	266	261	358	423	(8,8)	1.356	1.308	(3,5)
Other operating expenses		(232)	(126)	(156)	(220)	(316)	(36,2)	(813)	(818)	(0,6)
<b>Profit (loss) from operations (EBIT)</b>		<b>660</b>	<b>1.743</b>	<b>1.900</b>	<b>1.967</b>	<b>1.374</b>	<b>n.a.</b>	<b>7.606</b>	<b>6.984</b>	<b>(8,2)</b>
EBIT margin (EBIT / net revenue)	%	4,4	12,1	13,2	13,4	9,3	4,9p	13,0	12,0	(1,0p)
Profit (loss) from financial activities		(741)	(772)	(547)	(616)	(619)	16,5	(2.613)	(2.554)	2,3
of which: finance costs		(580)	(565)	(512)	(513)	(473)	18,4	(2.325)	(2.063)	11,3
<b>Profit (loss) before income taxes (EBT)</b>		<b>(81)</b>	<b>971</b>	<b>1.353</b>	<b>1.351</b>	<b>755</b>	<b>n.a.</b>	<b>4.993</b>	<b>4.430</b>	<b>(11,3)</b>
Income taxes		24	(282)	(419)	(248)	(504)	n.a.	(1.708)	(1.453)	14,9
<b>Profit (loss)</b>		<b>(57)</b>	<b>689</b>	<b>934</b>	<b>1.103</b>	<b>251</b>	<b>n.a.</b>	<b>3.285</b>	<b>2.977</b>	<b>(9,4)</b>
Profit (loss) attributable to non-controlling interests		35	108	115	177	48	37,1	434	448	3,2
<b>Net profit (loss)</b>		<b>(92)</b>	<b>581</b>	<b>819</b>	<b>926</b>	<b>203</b>	<b>n.a.</b>	<b>2.851</b>	<b>2.529</b>	<b>(11,3)</b>
Depreciation, amortization and impairment losses		(3.951)	(2.734)	(2.797)	(2.810)	(2.653)	32,9	(11.079)	(10.994)	0,8
<b>EBITDA</b>		<b>4.611</b>	<b>4.477</b>	<b>4.697</b>	<b>4.777</b>	<b>4.027</b>	<b>(12,7)</b>	<b>18.685</b>	<b>17.978</b>	<b>(3,8)</b>
EBITDA margin (EBITDA / net revenue)	%	30,9	31,0	32,7	32,6	27,3	(3,6p)	31,8	30,9	(0,9p)



# DT GROUP

## EBITDA RECONCILIATION

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Net revenue</b>		<b>14.911</b>	<b>14.432</b>	<b>14.379</b>	<b>14.651</b>	<b>14.707</b>	<b>(1,4)</b>	<b>58.653</b>	<b>58.169</b>	<b>(0,8)</b>
<b>Net profit (loss)</b>		<b>(1.340)</b>	<b>238</b>	<b>614</b>	<b>(6.900)</b>	<b>793</b>	<b>n.a.</b>	<b>557</b>	<b>(5.255)</b>	<b>n.a.</b>
+ Profit (loss) attributable to non-controlling interests		(202)	235	115	165	(17)	91,6	113	498	n.a.
= Profit (loss)		(1.542)	473	729	(6.735)	776	n.a.	670	(4.757)	n.a.
- Income taxes		(858)	(199)	(284)	2.487	(531)	38,1	(2.349)	1.473	n.a.
= Profit (loss) before income taxes = EBT		(684)	672	1.013	(9.222)	1.307	n.a.	3.019	(6.230)	n.a.
- Profit (loss) from financial activities		(651)	(546)	(596)	(642)	(636)	2,3	(2.567)	(2.420)	5,7
<b>Profit (loss) from operations (EBIT)</b>		<b>(33)</b>	<b>1.218</b>	<b>1.609</b>	<b>(8.580)</b>	<b>1.943</b>	<b>n.a.</b>	<b>5.586</b>	<b>(3.810)</b>	<b>n.a.</b>
- Depreciation, amortization and impairment losses		(7.298)	(2.734)	(2.800)	(13.399)	(3.024)	58,6	(14.436)	(21.957)	(52,1)
<b>= EBITDA</b>		<b>7.265</b>	<b>3.952</b>	<b>4.409</b>	<b>4.819</b>	<b>4.967</b>	<b>(31,6)</b>	<b>20.022</b>	<b>18.147</b>	<b>(9,4)</b>
EBITDA margin (EBITDA/net revenue)	%	48,7	27,4	30,7	32,9	33,8	(14,9p)	34,1	31,2	(2,9p)
- Special factors affecting EBITDA		2.654	(525)	(288)	42	940	(64,6)	1.337	169	(87,4)
<b>= EBITDA adjusted for special factors</b>		<b>4.611</b>	<b>4.477</b>	<b>4.697</b>	<b>4.777</b>	<b>4.027</b>	<b>(12,7)</b>	<b>18.685</b>	<b>17.978</b>	<b>(3,8)</b>
EBITDA margin (adjusted for special factors) (EBITDA / net revenue)	%	30,9	31,0	32,7	32,6	27,3	(3,6p)	31,8	30,9	(0,9p)

# DT CONSOLIDATED INCOME STATEMENT

## AS REPORTED

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Net revenue</b>		<b>14.911</b>	<b>14.432</b>	<b>14.379</b>	<b>14.651</b>	<b>14.707</b>	<b>(1,4)</b>	<b>58.653</b>	<b>58.169</b>	<b>(0,8)</b>
Cost of sales		(9.640)	(8.455)	(8.178)	(8.558)	(9.011)	6,5	(33.885)	(34.202)	(0,9)
<b>Gross profit</b>		<b>5.271</b>	<b>5.977</b>	<b>6.201</b>	<b>6.093</b>	<b>5.696</b>	<b>8,1</b>	<b>24.768</b>	<b>23.967</b>	<b>(3,2)</b>
Selling expenses		(3.780)	(3.508)	(3.428)	(3.385)	(3.676)	2,8	(14.060)	(13.997)	0,4
General and administrative expenses		(1.412)	(1.455)	(1.223)	(954)	(1.220)	13,6	(5.284)	(4.852)	8,2
Other operating income		3.467	334	265	484	1.885	(45,6)	4.362	2.968	(32,0)
Other operating expenses		(3.579)	(130)	(206)	(10.818)	(742)	79,3	(4.200)	(11.896)	n.a.
<b>Profit (loss) from operations (EBIT)</b>		<b>(33)</b>	<b>1.218</b>	<b>1.609</b>	<b>(8.580)</b>	<b>1.943</b>	<b>n.a.</b>	<b>5.586</b>	<b>(3.810)</b>	<b>n.a.</b>
EBIT margin (EBIT / net revenue)	%	(0,2)	8,4	11,2	(58,6)	13,2	13,4p	9,5	(6,5)	(16,0p)
Profit (loss) from financial activities		(651)	(546)	(596)	(642)	(636)	2,3	(2.567)	(2.420)	5,7
of which: finance costs		(580)	(535)	(512)	(513)	(473)	18,4	(2.325)	(2.033)	12,6
<b>Profit (loss) before income taxes (EBT)</b>		<b>(684)</b>	<b>672</b>	<b>1.013</b>	<b>(9.222)</b>	<b>1.307</b>	<b>n.a.</b>	<b>3.019</b>	<b>(6.230)</b>	<b>n.a.</b>
Income taxes		(858)	(199)	(284)	2.487	(531)	38,1	(2.349)	1.473	n.a.
<b>Profit (loss)</b>		<b>(1.542)</b>	<b>473</b>	<b>729</b>	<b>(6.735)</b>	<b>776</b>	<b>n.a.</b>	<b>670</b>	<b>(4.757)</b>	<b>n.a.</b>
Profit (loss) attributable to non-controlling interests		(202)	235	115	165	(17)	91,6	113	498	n.a.
<b>Net profit (loss)</b>		<b>(1.340)</b>	<b>238</b>	<b>614</b>	<b>(6.900)</b>	<b>793</b>	<b>n.a.</b>	<b>557</b>	<b>(5.255)</b>	<b>n.a.</b>
Depreciation, amortization and impairment losses		(7.298)	(2.734)	(2.800)	(13.399)	(3.024)	58,6	(14.436)	(21.957)	(52,1)
<b>EBITDA</b>		<b>7.265</b>	<b>3.952</b>	<b>4.409</b>	<b>4.819</b>	<b>4.967</b>	<b>(31,6)</b>	<b>20.022</b>	<b>18.147</b>	<b>(9,4)</b>
EBITDA margin (EBITDA / net revenue)	%	48,7	27,4	30,7	32,9	33,8	(14,9p)	34,1	31,2	(2,9p)

## SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	FY/11	FY/12
<b>Net revenue</b>		<b>(33)</b>	<b>0</b>	<b>3</b>	<b>0</b>	<b>(17)</b>	<b>(62)</b>	<b>(14)</b>
Cost of sales		(176)	(234)	(130)	(66)	(167)	(607)	(597)
<b>Gross profit</b>		<b>(209)</b>	<b>(234)</b>	<b>(127)</b>	<b>(66)</b>	<b>(184)</b>	<b>(669)</b>	<b>(611)</b>
Selling expenses		(105)	(153)	(15)	(2)	(30)	(454)	(200)
General and administrative expenses		(35)	(202)	(103)	(7)	(253)	(516)	(565)
Other operating income		3.003	68	4	126	1.462	3.006	1.660
Other operating expenses	1	(3.347)	(4)	(50)	(10.598)	(426)	(3.387)	(11.078)
<b>Profit (loss) from operations (EBIT)</b>	<b>1</b>	<b>(693)</b>	<b>(525)</b>	<b>(291)</b>	<b>(10.547)</b>	<b>569</b>	<b>(2.020)</b>	<b>(10.794)</b>
Profit (loss) from financial activities		90	226	(49)	(26)	(17)	46	134
of which: finance costs		0	30	0	0	0	0	30
<b>Profit (loss) before income taxes (EBT)</b>	<b>1</b>	<b>(603)</b>	<b>(299)</b>	<b>(340)</b>	<b>(10.573)</b>	<b>552</b>	<b>(1.974)</b>	<b>(10.660)</b>
Income taxes		(882)	83	135	2.735	(27)	(641)	2.926
<b>Profit (loss)</b>		<b>(1.485)</b>	<b>(216)</b>	<b>(205)</b>	<b>(7.838)</b>	<b>525</b>	<b>(2.615)</b>	<b>(7.734)</b>
Profit (loss) attributable to non-controlling interests		(237)	127	0	(12)	(65)	(321)	50
<b>Net profit (loss)</b>		<b>(1.248)</b>	<b>(343)</b>	<b>(205)</b>	<b>(7.826)</b>	<b>590</b>	<b>(2.294)</b>	<b>(7.784)</b>
Depreciation, amortization and impairment losses		(3.347)	0	(3)	(10.589)	(371)	(3.357)	(10.963)
<b>EBITDA</b>		<b>2.654</b>	<b>(525)</b>	<b>(288)</b>	<b>42</b>	<b>940</b>	<b>1.337</b>	<b>169</b>

1 Impairment loss on goodwill, intangible assets and property, plant and equipment of 10,589mn in Q3/12, triggered by announced combination with MetroPCS.

# DT GROUP

## DETAILS ON SPECIAL FACTORS I

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	FY/11	FY/12
<b>Effect on operating expenses</b>		<b>(3.663)</b>	<b>(593)</b>	<b>(298)</b>	<b>(10.673)</b>	<b>(876)</b>	<b>(4.964)</b>	<b>(12.440)</b>
of which: expenses / income for early retirement (civil servants)		32	(464)	(192)	0	(33)	(681)	(689)
of which: expenses for severance payments		(220)	(41)	(2)	(39)	(216)	(337)	(298)
of which: expenses / income for partial retirement (termination benefit)		(2)	(5)	(7)	(9)	(12)	(3)	(33)
of which: expenses for other personnel restructuring charges		(42)	(24)	(18)	(13)	(11)	(136)	(66)
of which: restructuring charges		(78)	(24)	(31)	(106)	(89)	(201)	(250)
of which: expenses due to de-consolidations and other asset sales		39	2	2	(10)	(69)	(62)	(75)
of which: others		(3.392)	(37)	(50)	(10.496)	(446)	(3.544)	(11.029)
<b>Effect on other operating income</b>		<b>3.003</b>	<b>68</b>	<b>4</b>	<b>126</b>	<b>1.462</b>	<b>3.006</b>	<b>1.660</b>
of which: income due to asset sales		3.003	1	4	126	1.460	3.006	1.591
of which: others		0	67	0	0	2	0	69
<b>Effect on revenue</b>	<b>1</b>	<b>(33)</b>	<b>0</b>	<b>3</b>	<b>0</b>	<b>(17)</b>	<b>(62)</b>	<b>(14)</b>
<b>Effect on profit from operations = EBIT</b>	<b>2</b>	<b>(693)</b>	<b>(525)</b>	<b>(291)</b>	<b>(10.547)</b>	<b>569</b>	<b>(2.020)</b>	<b>(10.794)</b>
<b>Depreciation, amortization and impairment losses</b>	<b>2</b>	<b>(3.347)</b>	<b>0</b>	<b>(3)</b>	<b>(10.589)</b>	<b>(371)</b>	<b>(3.357)</b>	<b>(10.963)</b>
of which: restructuring charges		(2)	0	0	(3)	(12)	(12)	(15)
of which: expenses due to consolidations and other asset sales		0	0	0	0	0	0	0
of which: others		(3.345)	0	(3)	(10.586)	(359)	(3.345)	(10.948)
<b>Effect on EBITDA</b>		<b>2.654</b>	<b>(525)</b>	<b>(288)</b>	<b>42</b>	<b>940</b>	<b>1.337</b>	<b>169</b>

1 Special factors affecting Total revenue: EUR 8mn in Q1/11, EUR 28 mn in Q4/11 and EUR 3 mn in Q2/12 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.

2 Impairment loss on goodwill, intangible assets and property, plant and equipment of 10,589mn in Q3/12, triggered by announced combination with MetroPCS.

# DT GROUP

## DETAILS ON SPECIAL FACTORS II

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	FY/11	FY/12
<b>Effect on profit (loss) from financial activities</b>		<b>90</b>	<b>226</b>	<b>(49)</b>	<b>(26)</b>	<b>(17)</b>	<b>46</b>	<b>134</b>
<b>Effect on profit (loss) before income taxes</b>	<b>1</b>	<b>(603)</b>	<b>(299)</b>	<b>(340)</b>	<b>(10.573)</b>	<b>552</b>	<b>(1.974)</b>	<b>(10.660)</b>
<b>Effect on taxes</b>		<b>(882)</b>	<b>83</b>	<b>135</b>	<b>2.735</b>	<b>(27)</b>	<b>(641)</b>	<b>2.926</b>
Tax effect of special factors within EBIT		(742)	164	75	3.124	(412)	(381)	2.951
Tax effect of special factors on profit (loss) from financial activities		(1)	(13)	17	7	6	0	17
Other tax effects		(139)	(68)	43	(396)	379	(260)	(42)
<b>Effect on profit (loss) attributable to non-controlling interests</b>		<b>(237)</b>	<b>127</b>	<b>0</b>	<b>(12)</b>	<b>(65)</b>	<b>(321)</b>	<b>50</b>
<b>Effect on net profit (loss)</b>		<b>(1.248)</b>	<b>(343)</b>	<b>(205)</b>	<b>(7.826)</b>	<b>590</b>	<b>(2.294)</b>	<b>(7.784)</b>

1 Impairment loss on goodwill, intangible assets and property, plant and equipment of 10,589mn in Q3/12, triggered by announced combination with MetroPCS.

# DT GROUP

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

	reported numbers		MINUS Acquisition effects						PLUS Deconsolidation effects					Total effect	% Pro forma		
	Q4/11	Q4/12	Total	Ger	Europe	USA	Sys	GHS	Total	Ger	Europe	USA	Sys		GHS	Pro forma Q4/12	reported Q4/11
millions of €																	
<b>Net revenue</b>	<b>14.911</b>	<b>14.707</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>14.707</b>	<b>(1,4)</b>
<b>Profit (loss) from operations = EBIT</b>	<b>(33)</b>	<b>1.943</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>1.943</b>	<b>n.a.</b>
Profit (loss) from financial activities	(651)	(636)	0	0	0	0	0	0	0	0	0	0	0	0	0	(636)	2,3
of which finance costs	(580)	(473)	0	0	0	0	0	0	0	0	0	0	0	0	0	(473)	18,4
<b>Profit (loss) before income taxes = EBT</b>	<b>(684)</b>	<b>1.307</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>1.307</b>	<b>n.a.</b>
Income taxes	(858)	(531)	0	0	0	0	0	0	0	0	0	0	0	0	0	(531)	38,1
<b>Profit (loss)</b>	<b>(1.542)</b>	<b>776</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>776</b>	<b>n.a.</b>
Profit (loss) attributable to non-controlling interests	(202)	(17)	0	0	0	0	0	0	0	0	0	0	0	0	0	(17)	91,6
<b>Net profit (loss)</b>	<b>(1.340)</b>	<b>793</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>793</b>	<b>n.a.</b>
EBITDA	7.265	4.967	0	0	0	0	0	0	0	0	0	0	0	0	0	4.967	(31,6)
Special factors	2.654	940	0	0	0	0	0	0	0	0	0	0	0	0	0	940	(64,6)
EBITDA adjusted for special factors	4.611	4.027	0	0	0	0	0	0	0	0	0	0	0	0	0	4.027	(12,7)

# 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/11	FY/12	Total	Ger	Europe	USA	Sys	GHS	Total	Ger	Europe	USA	Sys	GHS		Pro forma	reported
																FY/12	FY/11
<b>Net revenue</b>	<b>58.653</b>	<b>58.169</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>58.169</b>	<b>(0,8)</b>
<b>Profit (loss) from operations = EBIT</b>	<b>5.586</b>	<b>(3.810)</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>(3.810)</b>	<b>n.a.</b>
Profit (loss) from financial activities	(2.567)	(2.420)	0	0	0	0	0	0	0	0	0	0	0	0	0	(2.420)	5,7
of which finance costs	(2.325)	(2.033)	0	0	0	0	0	0	0	0	0	0	0	0	0	(2.033)	12,6
<b>Profit (loss) before income taxes = EBT</b>	<b>3.019</b>	<b>(6.230)</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>(6.230)</b>	<b>n.a.</b>
Income taxes	(2.349)	1.473	0	0	0	0	0	0	0	0	0	0	0	0	0	1.473	n.a.
<b>Profit (loss)</b>	<b>670</b>	<b>(4.757)</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>(4.757)</b>	<b>n.a.</b>
Profit (loss) attributable to non-controlling interests	(113)	(498)	0	0	0	0	0	0	0	0	0	0	0	0	0	(498)	n.a.
<b>Net profit (loss)</b>	<b>(557)</b>	<b>5.255</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>5.255</b>	<b>n.a.</b>
EBITDA	20.022	18.147	0	0	0	0	0	0	0	0	0	0	0	0	0	18.147	(9,4)
Special factors	1.337	169	0	0	0	0	0	0	0	0	0	0	0	0	0	169	(87,4)
EBITDA adjusted for special factors	18.685	17.978	0	0	0	0	0	0	0	0	0	0	0	0	0	17.978	(3,8)

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## ASSETS

millions of €	Note	31.12.2011	31.03.2012	30.06.2012	30.09.2012	31.12.2012	q.o.q. %	y.o.y. %
<b>Current assets</b>		<b>15.865</b>	<b>15.761</b>	<b>15.183</b>	<b>15.065</b>	<b>15.019</b>	<b>(0,3)</b>	<b>(5,3)</b>
Cash and cash equivalents		3.749	3.294	2.950	2.529	4.026	59,2	7,4
Trade and other receivables		6.557	6.504	6.608	6.669	6.417	(3,8)	(2,1)
Current recoverable income taxes		129	86	69	65	95	46,2	(26,4)
Other financial assets		2.373	2.789	2.516	2.259	2.020	(10,6)	(14,9)
Inventories		1.084	1.087	1.124	1.129	1.106	(2,0)	2,0
Non-current assets and disposal groups held for sale		436	60	135	835	90	(89,2)	(79,4)
Other assets		1.537	1.941	1.781	1.579	1.265	(19,9)	(17,7)
<b>Non-current assets</b>		<b>106.677</b>	<b>104.723</b>	<b>105.897</b>	<b>93.169</b>	<b>92.923</b>	<b>(0,3)</b>	<b>(12,9)</b>
Intangible assets		50.097	49.451	51.284	42.116	41.732	(0,9)	(16,7)
Property, plant and equipment		41.927	40.864	40.686	37.521	37.522	0,0	(10,5)
Investments accounted for using the equity method		6.873	6.687	6.766	6.656	6.726	1,1	(2,1)
Other financial assets		2.096	1.930	2.099	2.154	1.901	(11,7)	(9,3)
Deferred tax assets		4.449	4.579	4.745	4.407	4.714	7,0	6,0
Other assets		1.235	1.212	317	315	328	4,1	(73,4)
<b>Total assets</b>		<b>122.542</b>	<b>120.484</b>	<b>121.080</b>	<b>108.234</b>	<b>107.942</b>	<b>(0,3)</b>	<b>(11,9)</b>



# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## LIABILITIES AND SHAREHOLDERS' EQUITY

millions of €	Note	31.12.2011	31.03.2012	30.06.2012	30.09.2012	31.12.2012	q.o.q. %	y.o.y. %
<b>Liabilities</b>		<b>82.601</b>	<b>80.666</b>	<b>83.477</b>	<b>77.975</b>	<b>77.399</b>	<b>(0,7)</b>	<b>(6,3)</b>
<b>Current liabilities</b>		<b>24.338</b>	<b>21.617</b>	<b>22.902</b>	<b>23.658</b>	<b>23.008</b>	<b>(2,7)</b>	<b>(5,5)</b>
Financial liabilities		10.219	7.959	9.784	10.367	9.260	(10,7)	(9,4)
Trade and other payables		6.436	5.288	5.356	5.678	6.445	13,5	0,1
Income tax liabilities		577	614	608	472	440	(6,8)	(23,7)
Other provisions		3.217	3.398	2.705	2.645	2.899	9,6	(9,9)
Liabilities directly associated with non-current assets and disposal groups held for sale		0	0	0	99	9	(90,9)	n.a.
Other liabilities		3.889	4.358	4.449	4.397	3.955	(10,1)	1,7
<b>Non-current liabilities</b>		<b>58.263</b>	<b>59.049</b>	<b>60.575</b>	<b>54.317</b>	<b>54.391</b>	<b>0,1</b>	<b>(6,6)</b>
Financial liabilities		38.099	38.340	38.414	35.248	35.354	0,3	(7,2)
Provisions for pensions and other employee benefits		6.095	6.401	7.262	7.820	7.280	(6,9)	19,4
Other provisions		1.689	2.081	2.057	1.896	1.862	(1,8)	10,2
Deferred tax liabilities		8.492	8.354	8.759	5.434	5.990	10,2	(29,5)
Other liabilities		3.888	3.873	4.083	3.919	3.905	(0,4)	0,4
<b>Shareholders' equity</b>		<b>39.941</b>	<b>39.818</b>	<b>37.603</b>	<b>30.259</b>	<b>30.543</b>	<b>0,9</b>	<b>(23,5)</b>
Issued capital		11.063	11.063	11.063	11.063	11.063	n.a.	n.a.
Capital reserves		51.504	51.505	51.505	51.506	51.506	n.a.	0,0
Retained earnings incl. carryforwards		(25.498)	(25.131)	(28.689)	(29.029)	(29.212)	(0,6)	(14,6)
Total other comprehensive income		(2.326)	(2.560)	(1.598)	(1.838)	(2.176)	(18,4)	6,4
Net profit (loss)		557	238	852	(6.048)	(5.255)	13,1	n.a.
Treasury shares		(6)	(6)	(6)	(6)	(6)	n.a.	n.a.
Non-controlling interests		4.647	4.709	4.476	4.611	4.623	0,3	(0,5)
<b>Total liabilities and shareholders' equity</b>		<b>122.542</b>	<b>120.484</b>	<b>121.080</b>	<b>108.234</b>	<b>107.942</b>	<b>(0,3)</b>	<b>(11,9)</b>

# DT GROUP

## PROVISIONS FOR PENSIONS

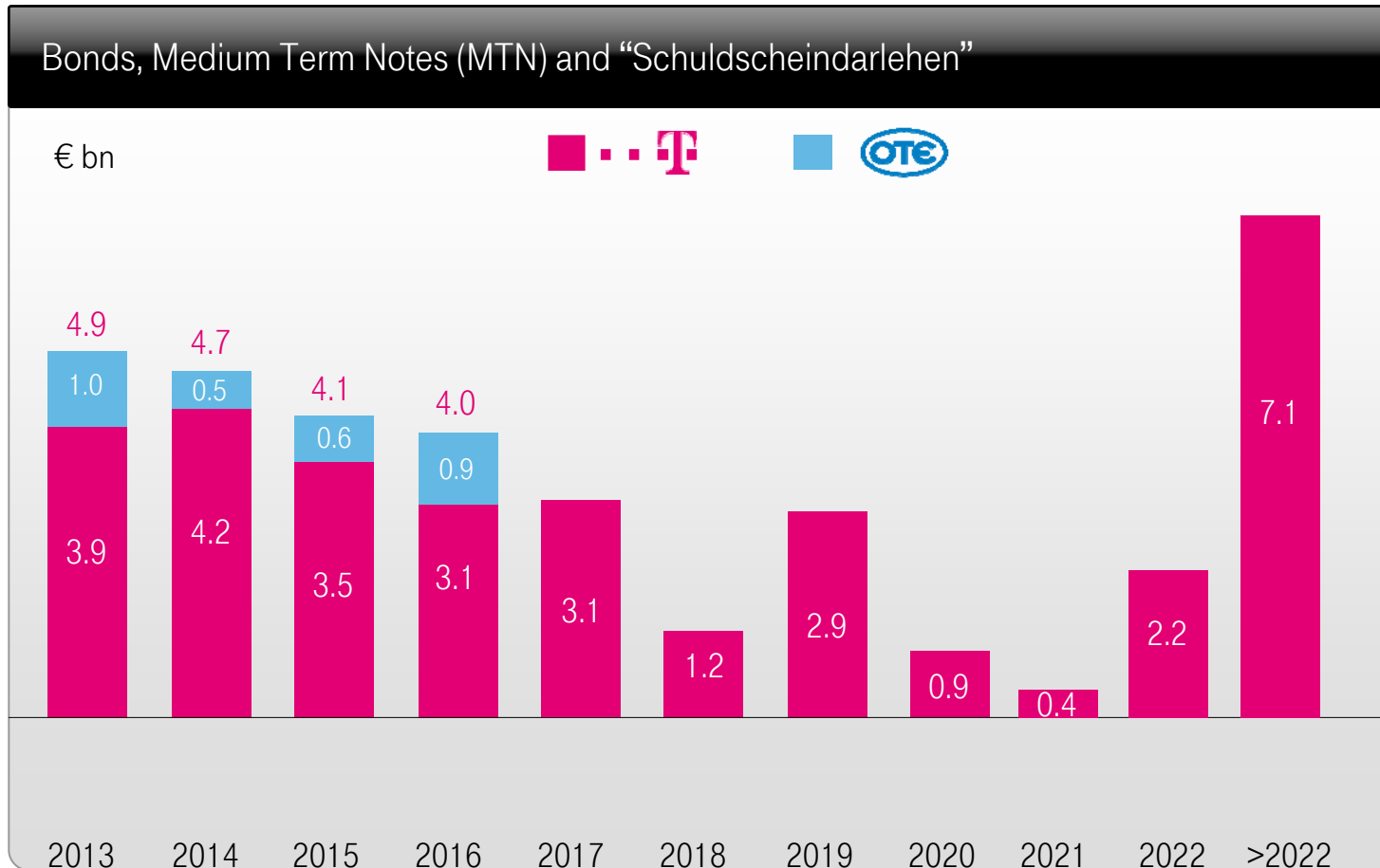
millions of €		2012	2011	2010	2009	2008
<b>From defined benefit obligation to provision in balance sheet</b>						
Present value of obligation (DBO)	1	8.978	6.969	7.017	6.833	6.101
Plan assets		(1.680)	(860)	(629)	(618)	(952)
Others		(18)	(14)	(15)	(36)	8
Provision in balance sheet		7.280	6.095	6.373	6.179	5.157
<b>Pension costs included in P&amp;L (included Expected Return on Plan Assets)</b>						
thereof included in EBITDA		192	211	197	204	204
thereof included in financial result		319	319	317	321	279
<b>Cash payments for pensions</b>						
1) funding of plan assets by DT (investment in financial assets)		768	267	2	45	54
2) benefits paid through plan assets	2	45	52	56	61	57
3) benefits paid through provision (included in cash flow from operations)		375	367	345	332	244
cash payments included in cash flow statement = 1) + 3)		1.143	634	347	377	298
cash payments included in free cash flow = 3)		375	367	345	332	244
<b>Change in the present value of the obligation (example 2012)</b>						
End of 2011		6.969				
pension costs included in P&L		511				
benefits paid		(420)				
actuarial losses/gains	3	1.870				
F/X		2				
Others		46				
End of 2012		8.978				

1 Increase in obligation in 2009 mainly due to OTE acquisition. Decrease in plan assets in 2009 mainly due to de-consolidation T-Mobile UK

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

3 Actuarial losses/gains are via other comprehensive income directly billed vs. equity. Cumulative amount recorded in equity 2011: loss of 431 million €

# MATURITY PROFILE AS OF DEC. 31, 2012.



# LIQUIDITY RESERVE AS OF DEC. 31, 2012.

55.2 Total line availability

18.3

## Liquidity reserve

Unused bank lines: € 13.4 bn

Other liquid assets: € 4.8 bn

36.9

## Net-debt

Gross debt €43.0 bn

Bonds: € 34.8 bn

Other fin. liabilities € 8.2 bn

Liquid financial assets €6.1 bn

Cash & equivalents: € 4.0 bn

Available-for-sale /  
held-for-trading

financial assets € 0.0 bn

Other financial assets: € 2.1 bn

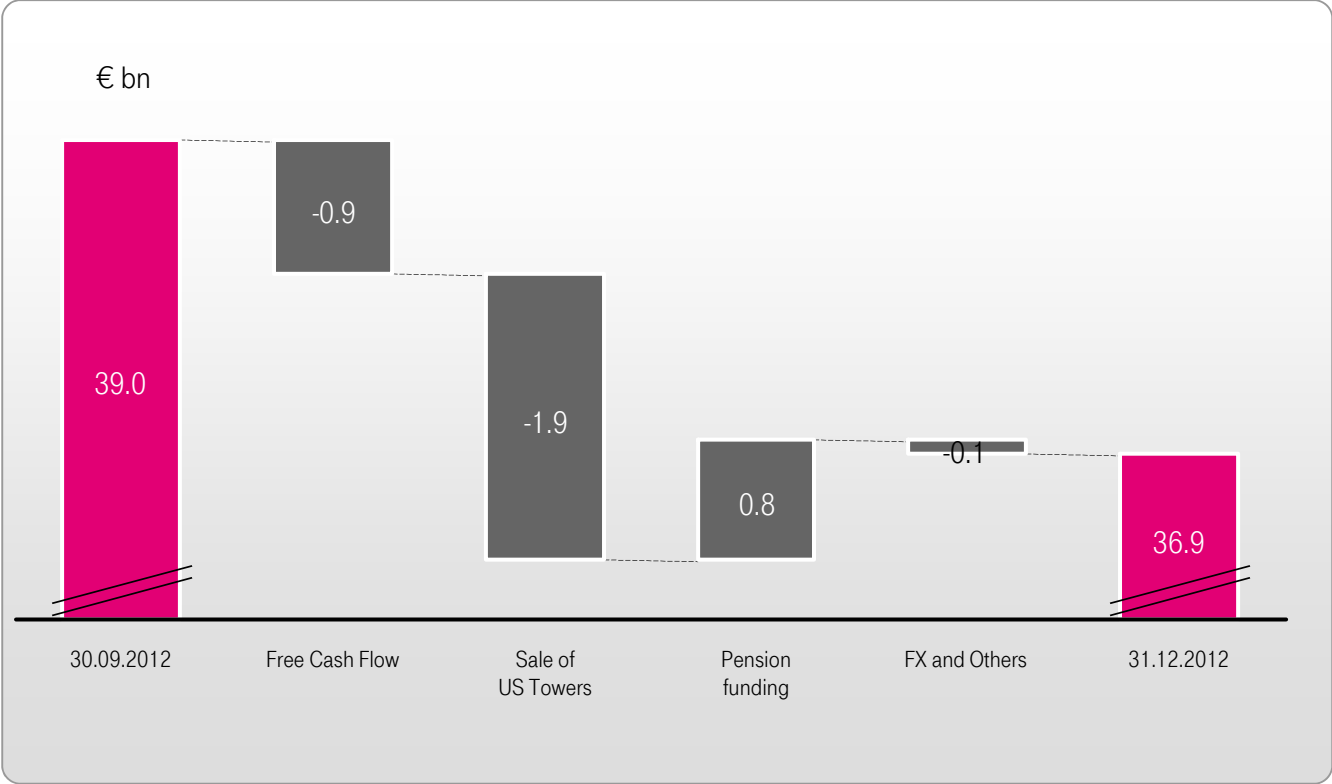
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# DT GROUP

## NET DEBT

millions of €	Note	31.12.2011	31.03.2012	30.06.2012	30.09.2012	31.12.2012	q.o.q. %	y.o.y. %
Bonds		36.228	35.421	36.769	34.945	33.674	(3,6)	(7,0)
Other financial liabilities		10.509	9.429	10.101	9.246	9.283	0,4	(11,7)
<b>Gross debt</b>		<b>46.737</b>	<b>44.850</b>	<b>46.870</b>	<b>44.191</b>	<b>42.957</b>	<b>(2,8)</b>	<b>(8,1)</b>
Cash and cash equivalents		3.749	3.294	2.950	2.529	4.026	59,2	7,4
Available-for-sale/held-for-trading financial assets		402	765	426	132	27	(79,5)	(93,3)
Other financial assets		2.465	2.164	2.464	2.529	2.044	(19,2)	(17,1)
<b>Net debt</b>		<b>40.121</b>	<b>38.627</b>	<b>41.030</b>	<b>39.001</b>	<b>36.860</b>	<b>(5,5)</b>	<b>(8,1)</b>

# NET DEBT DEVELOPMENT Q4 2012



# DT GROUP

## CASH CAPEX <sup>1</sup>

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Cash Capex</b>										
Germany		916	903	819	677	1.019	11,2	3.506	3.418	(2,5)
Europe		565	505	287	328	578	2,3	1.870	1.698	(9,2)
United States		413	571	425	865	699	69,2	1.963	2.560	30,4
Systems Solutions		619	222	283	289	393	(36,5)	1.413	1.187	(16,0)
Group Headquarters & Shared Services		80	145	76	54	129	61,3	352	404	14,8
Reconciliation		(363)	(177)	(264)	(15)	(379)	(4,4)	(698)	(835)	(19,6)
<b>Group</b>	<b>2</b>	<b>2.230</b>	<b>2.169</b>	<b>1.626</b>	<b>2.198</b>	<b>2.439</b>	<b>9,4</b>	<b>8.406</b>	<b>8.432</b>	<b>0,3</b>
- thereof spectrum investment		83	40	1	288	82	(1,2)	146	411	n.a.

<sup>1</sup> Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.

As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.

The prior-year figures have been adjusted for better comparability.

<sup>2</sup> Amounts of payouts for property, plant and equipment and intangible assets excluding goodwill.

# DT GROUP

## FREE CASH FLOW

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
Net profit (loss)		(1.340)	238	614	(6.900)	793	n.a.	557	(5.255)	n.a.
Profit (loss) attributable to non-controlling interests		(202)	235	115	165	(17)	91,6	113	498	n.a.
<b>Profit (loss) after income taxes</b>		<b>(1.542)</b>	<b>473</b>	<b>729</b>	<b>(6.735)</b>	<b>776</b>	<b>n.a.</b>	<b>670</b>	<b>(4.757)</b>	<b>n.a.</b>
Depreciation, amortization and impairment losses		7.298	2.734	2.800	13.399	3.024	(58,6)	14.436	21.957	52,1
Income tax expense/(benefit)		858	199	284	(2.487)	531	(38,1)	2.349	(1.473)	n.a.
Interest (income) and interest expenses		580	535	512	513	473	(18,4)	2.325	2.033	(12,6)
Other financial (income) expense		38	(41)	52	65	157	n.a.	169	233	37,9
Share of (profit) loss of associates and joint ventures accounted for using the equity method		33	52	32	64	6	(81,8)	73	154	n.a.
(Profit) loss on the disposal of fully consolidated subsidiaries		(4)	0	0	(6)	(1.444)	n.a.	(4)	(1.450)	n.a.
Other non-cash transactions		(724)	(2)	15	5	(3)	99,6	(678)	15	n.a.
(Gain) loss from the disposal of intangible assets and property, plant and equipment		(7)	27	25	(132)	(3)	57,1	28	(83)	n.a.
Change in assets carried as working capital		279	(543)	237	0	282	1,1	690	(24)	n.a.
Change in provisions		303	524	(522)	(34)	351	15,8	535	319	(40,4)
Change in other liabilities carried as working capital		(435)	(377)	(376)	(55)	(272)	37,5	(1.578)	(1.080)	31,6
Income taxes received (paid)		(217)	(107)	(106)	(305)	(176)	18,9	(778)	(694)	10,8
Dividends received		5	194	165	124	7	40,0	515	490	(4,9)
Net payments from entering into or canceling interest rate swaps		0	83	0	0	39	n.a.	0	122	n.a.
Payments for PTC transaction (included in the change in assets carried as working capital)		0	0	0	0	0	n.a.	400	0	n.a.
Break-up fee T-Mobile USA		(2.289)	157	0	0	0	n.a.	(2.289)	157	n.a.
Tax effect break-up fee T-Mobile USA		0	0	0	185	0	n.a.	0	185	n.a.
Retention bonus T-Mobile USA		0	69	55	0	4	n.a.	0	128	n.a.
<b>Cash generated from operations</b>		<b>4.176</b>	<b>3.977</b>	<b>3.902</b>	<b>4.601</b>	<b>3.752</b>	<b>(10,2)</b>	<b>16.863</b>	<b>16.232</b>	<b>(3,7)</b>
Interest received (paid)		(258)	(778)	(656)	(414)	(337)	(30,6)	(2.538)	(2.185)	13,9
<b>Net cash from operating activities</b>		<b>3.918</b>	<b>3.199</b>	<b>3.246</b>	<b>4.187</b>	<b>3.415</b>	<b>(12,8)</b>	<b>14.325</b>	<b>14.047</b>	<b>(1,9)</b>
Cash outflows for investments in (proceeds from disposal of) intangible assets		(2.031)	(2.077)	(1.578)	(1.843)	(2.310)	(13,7)	(7.904)	(7.808)	1,2
Property, plant and equipment		(694)	(443)	(337)	(710)	(604)	13,0	(1.817)	(2.094)	(15,2)
Spectrum investment		(1.420)	(1.674)	(1.242)	(1.421)	(1.788)	(25,9)	(6.233)	(6.125)	1,7
Free cash flow (before dividend payments, spectrum investment, PTC and AT&T transactions)		83	40	1	288	82	(1,2)	146	411	n.a.
<b>Free cash flow (before dividend payments, spectrum investment, PTC and AT&amp;T transactions)</b>		<b>1.887</b>	<b>1.122</b>	<b>1.668</b>	<b>2.344</b>	<b>1.105</b>	<b>(41,4)</b>	<b>6.421</b>	<b>6.239</b>	<b>(2,8)</b>



# DT GROUP

## PERSONNEL

At reporting date	Note	31.12.2011	31.03.2012	30.06.2012	30.09.2012	31.12.2012	Delta q.o.q.		Delta y.o.y.	
							abs.	%	abs.	%
Germany		69.574	69.783	68.853	67.619	67.497	(122)	(0,2)	(2.077)	(3,0)
Europe		58.010	57.408	58.407	58.226	56.468	(1.758)	(3,0)	(1.542)	(2,7)
United States		32.868	31.633	30.737	28.532	30.288	1.756	6,2	(2.580)	(7,8)
Systems Solutions		52.170	52.579	52.658	52.894	52.847	(47)	(0,1)	677	1,3
Group Headquarters & Shared Services		22.510	22.664	22.628	23.121	22.586	(535)	(2,3)	76	0,3
of which Vivento		8.500	8.600	8.500	8.400	8.200	(200)	(2,4)	(300)	(3,5)
<b>Group</b>		<b>235.132</b>	<b>234.067</b>	<b>233.283</b>	<b>230.392</b>	<b>229.686</b>	<b>(706)</b>	<b>(0,3)</b>	<b>(5.446)</b>	<b>(2,3)</b>
of which: Domestic		121.564	121.834	120.653	119.765	118.840	(925)	(0,8)	(2.724)	(2,2)
of which: International		113.568	112.233	112.630	110.627	110.846	219	0,2	(2.722)	(2,4)
of which: Civil servants (domestic)		23.516	23.507	22.949	22.559	21.958	(601)	(2,7)	(1.558)	(6,6)

Average	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	Delta y.o.y.	
							abs.	%
Germany		69.960	69.867	69.241	67.882	67.620	(2.340)	(3,3)
Europe		58.318	57.472	58.518	58.259	57.572	(746)	(1,3)
United States		32.709	32.029	30.486	28.586	29.634	(3.075)	(9,4)
Systems Solutions		52.213	52.510	52.651	52.816	52.991	778	1,5
Group Headquarters & Shared Services		22.741	22.663	22.644	23.156	22.771	30	0,1
of which Vivento		8.700	8.600	8.600	8.400	8.400	(300)	(3,4)
<b>Group</b>		<b>235.941</b>	<b>234.541</b>	<b>233.540</b>	<b>230.699</b>	<b>230.588</b>	<b>(5.353)</b>	<b>(2,3)</b>
of which: Domestic		122.228	121.950	121.154	120.046	119.306	(2.922)	(2,4)
of which: International		113.713	112.591	112.386	110.653	111.282	(2.431)	(2,1)
of which: Civil servants (domestic)		23.942	23.522	23.248	22.693	22.215	(1.727)	(7,2)

<sup>1</sup> Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.

As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.

The prior-year figures have been adjusted for better comparability.

## EXCHANGE RATES

### AVERAGE

€	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	FY/11	FY/12
1 US Dollar (USD)	0,74206	0,76272	0,77966	0,79957	0,77149	0,71801	0,77820
1 British pound (GBP)	1,16628	1,19820	1,23395	1,26293	1,23880	1,15203	1,23292
100 Czech korunas (CZK)	3,95783	3,98679	3,95965	3,98774	3,97398	4,06830	3,97740
100 Croatian kunas (HRK)	13,33880	13,23320	13,28550	13,38220	13,28230	13,44360	13,29600
1,000 Hungarian forints (HUF)	3,29635	3,36828	3,40413	3,53405	3,53309	3,58103	3,45820
100 Macedonian Denar (MKD)	1,62613	1,62357	1,62819	1,62062	1,62297	1,62472	1,62376
100 Polish Zloty (PLN)	22,62090	23,62220	23,49520	24,17340	24,30630	24,27060	23,89580
10 Romanian leu (RON)	2,30603	2,29717	2,25814	2,20995	2,20682	2,35921	2,24267

## EXCHANGE RATES

### END OF PERIOD

€	31/12/11	31/03/12	30/06/12	30/09/12	31/12/12
1 US Dollar (USD)	0,77246	0,74936	0,79394	0,77382	0,75845
1 British pound (GBP)	1,19583	1,20042	1,24024	1,25336	1,22643
100 Czech korunas (CZK)	3,87758	4,03826	3,90252	3,97351	3,98309
100 Croatian kunas (HRK)	13,28090	13,30970	13,30520	13,43120	13,23580
1,000 Hungarian forints (HUF)	3,18883	3,38866	3,47626	3,51266	3,41775
100 Macedonian Denar (MKD)	1,62320	1,61633	1,61224	1,61822	1,60626
100 Polish Zloty (PLN)	22,39550	24,04490	23,49560	24,35390	24,48640
10 Romanian leu (RON)	2,30518	2,28128	2,24627	2,20312	2,25069



# CONTENT

At a Glance	4	<b>GERMANY</b>		<b>EUROPE</b>	
Excellent market position	6	Financials	29	Netherlands	63
<b>GROUP</b>		EBITDA reconciliation	30	Croatia	64
Adjusted for special factors	8	Operational	31	Slovakia	66
EBITDA reconciliation	9	Additional information	32	Austria	68
As reported	10	<b>USA</b>		Bulgaria	69
Special factors in the consolidated income statement	11	Financials	42	Everything Everywhere	70
Details on special factors	12	EBITDA reconciliation	43	<b>SYSTEMS SOLUTIONS</b>	
Change in the composition of the group	14	Operational	44	Financials	73
Consolidated statement of financial position	16	Additional information	46	EBITDA reconciliation	74
Provisions for pensions	18	<b>EUROPE</b>			
Maturity profile	19	Financials	52	<b>GHS</b>	
Liquidity reserves	20	EBITDA reconciliation	53	Financials	77
Net debt	21	Greece	55	EBITDA reconciliation	78
Net debt development	22	Romania	57	Vivento	79
Cash capex	23	Hungary	59		
Free cash flow	24	Poland	61	<b>GLOSSARY</b>	81
Personnel	25	Czech Republic	62		
Exchange rates	26				

# GERMANY

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

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>	2	5.838	5.659	5.607	5.736	5.748	(1,5)	23.242	22.750	(2,1)
<b>Net revenue</b>		5.472	5.320	5.281	5.394	5.403	(1,3)	21.819	21.398	(1,9)
<b>EBITDA</b>		2.294	2.343	2.348	2.401	2.073	(9,6)	9.553	9.165	(4,1)
EBITDA margin (EBITDA / total revenue)	%	39,3	41,4	41,9	41,9	36,1	(3,2p)	41,1	40,3	(0,8p)
Depreciation, amortization and impairment losses		(1.136)	(1.099)	(1.104)	(1.083)	(1.107)	2,6	(4.344)	(4.393)	(1,1)
Profit (loss) from operations = EBIT		1.158	1.244	1.244	1.318	966	(16,6)	5.209	4.772	(8,4)
<b>Cash capex</b>		916	903	819	677	1.019	11,2	3.506	3.418	(2,5)
<b>Cash contribution</b>		1.378	1.440	1.529	1.724	1.054	(23,5)	6.047	5.747	(5,0)

## FINANCIALS (AS REPORTED) <sup>1</sup>

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		5.810	5.659	5.610	5.736	5.731	(1,4)	23.206	22.736	(2,0)
<b>Net revenue</b>		5.444	5.320	5.284	5.394	5.386	(1,1)	21.783	21.384	(1,8)
<b>EBITDA</b>		2.162	2.064	2.291	2.385	1.998	(7,6)	8.864	8.738	(1,4)
EBITDA margin (EBITDA / total revenue)	%	37,2	36,5	40,8	41,6	34,9	(2,3p)	38,2	38,4	0,2p
Depreciation, amortization and impairment losses		(1.136)	(1.099)	(1.104)	(1.083)	(1.107)	2,6	(4.344)	(4.393)	(1,1)
Profit (loss) from operations = EBIT		1.026	965	1.187	1.302	891	(13,2)	4.520	4.345	(3,9)
<b>Cash capex</b>		916	903	819	677	1.019	11,2	3.506	3.418	(2,5)
<b>Cash contribution</b>		1.246	1.161	1.472	1.708	979	(21,4)	5.358	5.320	(0,7)

<sup>1</sup> Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.

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<sup>2</sup> Special factors affecting Total revenue: EUR 8mn in Q1/11, EUR 28 mn in Q4/11, EUR 3 mn in Q2/12 and EUR 17 mn in Q4/12.

# GERMANY

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

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		<b>5.810</b>	<b>5.659</b>	<b>5.610</b>	<b>5.736</b>	<b>5.731</b>	<b>(1,4)</b>	<b>23.206</b>	<b>22.736</b>	<b>(2,0)</b>
<b>Total revenue (adjusted for special factors)</b>	<b>2</b>	<b>5.838</b>	<b>5.659</b>	<b>5.607</b>	<b>5.736</b>	<b>5.748</b>	<b>(1,5)</b>	<b>23.242</b>	<b>22.750</b>	<b>(2,1)</b>
Profit (loss) from operations = EBIT		1.026	965	1.187	1.302	891	(13,2)	4.520	4.345	(3,9)
- Depreciation, amortization and impairment losses		(1.136)	(1.099)	(1.104)	(1.083)	(1.107)	2,6	(4.344)	(4.393)	(1,1)
<b>= EBITDA</b>		<b>2.162</b>	<b>2.064</b>	<b>2.291</b>	<b>2.385</b>	<b>1.998</b>	<b>(7,6)</b>	<b>8.864</b>	<b>8.738</b>	<b>(1,4)</b>
EBITDA margin	%	37,2	36,5	40,8	41,6	34,9	(2,3p)	38,2	38,4	0,2p
- Special factors affecting EBITDA		(132)	(279)	(57)	(16)	(75)	43,2	(689)	(427)	38,0
<b>= EBITDA (adjusted for special factors)</b>		<b>2.294</b>	<b>2.343</b>	<b>2.348</b>	<b>2.401</b>	<b>2.073</b>	<b>(9,6)</b>	<b>9.553</b>	<b>9.165</b>	<b>(4,1)</b>
EBITDA margin (adjusted for special factors)	%	39,3	41,4	41,9	41,9	36,1	(3,2p)	41,1	40,3	(0,8p)

## SPECIAL FACTORS

millions of €	Note	SPECIAL FACTORS							
		Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	FY/11	FY/12	
<b>Effects on EBITDA</b>		<b>(132)</b>	<b>(279)</b>	<b>(57)</b>	<b>(16)</b>	<b>(75)</b>	<b>(689)</b>	<b>(427)</b>	
- of which personnel		(97)	(284)	(46)	(12)	(25)	(586)	(367)	
- of which other		(35)	5	(11)	(4)	(50)	(103)	(60)	
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(132)</b>	<b>(279)</b>	<b>(57)</b>	<b>(16)</b>	<b>(75)</b>	<b>(689)</b>	<b>(427)</b>	
- of which personnel		(97)	(284)	(46)	(12)	(25)	(586)	(367)	
- of which other		(35)	5	(11)	(4)	(50)	(103)	(60)	

<sup>1</sup> Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.

As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.

The prior-year figures have been adjusted for better comparability.

<sup>2</sup> Special factors affecting Total revenue: EUR 8mn in Q1/11, EUR 28 mn in Q4/11, EUR 3 mn in Q2/12 and EUR 17 mn in Q4/12.

# GERMANY

## OPERATIONAL

	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %
<b>Germany</b>							
Fixed network access lines	('000) 1	23.399	23.140	22.904	22.620	22.384	(4,3)
- broadband retail access lines	('000) 1	12.265	12.367	12.414	12.424	12.427	1,3
- TV	('000)	1.553	1.725	1.830	1.906	1.966	26,6
Mobile communications	('000)	35.403	35.100	35.470	35.994	36.568	3,3
- contract	('000) 1	18.221	18.114	18.578	19.133	19.570	7,4
- prepaid	('000)	17.182	16.987	16.893	16.861	16.998	(1,1)
ULLs	('000)	9.598	9.602	9.582	9.453	9.436	(1,7)
Wholesale bundled access lines	('000)	704	657	617	562	518	(26,4)
Wholesale unbundled access lines	('000)	1.222	1.253	1.267	1.283	1.303	6,6

## CONSUMER OPERATIONAL

	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %
<b>Germany - Consumer</b>							
Fixed network access lines	('000) 1	18.763	18.448	18.250	18.004	17.789	(5,2)
- broadband retail access lines	('000) 1	9.959	9.983	10.027	10.037	10.039	0,8
- TV	('000)	1.434	1.582	1.678	1.748	1.804	25,8
Mobile communications	('000)	29.333	29.008	29.203	29.586	29.915	2,0
- contract	('000) 1	12.874	12.799	13.159	13.650	13.990	8,7
- prepaid	('000)	16.459	16.209	16.044	15.936	15.926	(3,2)

## BUSINESS CUSTOMERS OPERATIONAL

	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %
<b>Germany - Business</b>							
Fixed network access lines	('000) 1	3.505	3.566	3.548	3.527	3.510	0,1
- broadband retail access lines	('000) 1	1.973	2.051	2.055	2.058	2.062	4,5
- TV	('000)	117	142	151	157	161	37,6
Mobile communications	('000)	6.070	6.092	6.267	6.408	6.653	9,6
- contract	('000) 1	5.347	5.314	5.419	5.483	5.581	4,4
- prepaid (M2M)	('000) 2	723	778	848	925	1.072	48,3

1 Stationary wireless solutions (Call&Surf via Funk) have been reported under mobile contract customers since October 1, 2011.

2 M2M: machine-to-machine.

# GERMANY

## REVENUE SPLIT - PRODUCTS

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Germany</b>	<b>1</b>	<b>5.810</b>	<b>5.659</b>	<b>5.610</b>	<b>5.736</b>	<b>5.731</b>	<b>(1,4)</b>	<b>23.206</b>	<b>22.736</b>	<b>(2,0)</b>
<b>Fixed network</b>		<b>2.679</b>	<b>2.636</b>	<b>2.628</b>	<b>2.612</b>	<b>2.602</b>	<b>(2,9)</b>	<b>10.767</b>	<b>10.478</b>	<b>(2,7)</b>
of which Fixed Revenues (Fixed line)	2	1.924	1.919	1.903	1.889	1.876	(2,5)	7.836	7.587	(3,2)
Voice only revenues		626	612	594	579	565	(9,7)	2.631	2.350	(10,7)
Broadband revenues		1.122	1.113	1.105	1.095	1.087	(3,1)	4.563	4.400	(3,6)
TV revenues		176	194	204	215	224	27,3	642	837	30,4
of which Variable Revenues (Fixed line)	2	383	364	350	354	345	(9,9)	1.561	1.413	(9,5)
of which Revenues from add-on options (Fixed line)	2	39	39	40	39	41	5,1	144	159	10,4
thereof revenues from voice centric options		20	21	21	20	20	n.a.	78	82	5,1
thereof revenues from broadband centric options		9	7	8	7	8	(11,1)	31	30	(3,2)
thereof revenues from TV centric options		10	11	11	11	13	30,0	35	46	31,4
<b>Mobile communications</b>		<b>1.926</b>	<b>1.835</b>	<b>1.852</b>	<b>1.958</b>	<b>1.987</b>	<b>3,2</b>	<b>7.552</b>	<b>7.632</b>	<b>1,1</b>
of which Service Revenues	3	1.728	1.660	1.690	1.749	1.680	(2,8)	6.884	6.779	(1,5)
thereof Data Revenues		440	462	484	498	522	18,6	1.644	1.966	19,6
<b>Wholesale services fixed network</b>		<b>911</b>	<b>920</b>	<b>897</b>	<b>909</b>	<b>869</b>	<b>(4,6)</b>	<b>3.752</b>	<b>3.595</b>	<b>(4,2)</b>
of which access full ULL		313	337	339	336	304	(2,9)	1.328	1.316	(0,9)
of which bundled and unbundled access line		100	100	101	100	101	1,0	401	402	0,2
<b>Online consumer services</b>	4	<b>23</b>	<b>21</b>	<b>20</b>	<b>21</b>	<b>21</b>	<b>(8,7)</b>	<b>90</b>	<b>83</b>	<b>(7,8)</b>
<b>Value-added services</b>		<b>109</b>	<b>99</b>	<b>92</b>	<b>88</b>	<b>91</b>	<b>(16,5)</b>	<b>429</b>	<b>370</b>	<b>(13,8)</b>
<b>Others</b>		<b>161</b>	<b>148</b>	<b>121</b>	<b>148</b>	<b>161</b>	<b>n.a.</b>	<b>616</b>	<b>578</b>	<b>(6,2)</b>

## REVENUE SPLIT - SEGMENTS

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Germany</b>	<b>1</b>	<b>5.810</b>	<b>5.659</b>	<b>5.610</b>	<b>5.736</b>	<b>5.731</b>	<b>(1,4)</b>	<b>23.206</b>	<b>22.736</b>	<b>(2,0)</b>
Consumer		3.138	2.997	2.999	3.097	3.124	(0,4)	12.497	12.217	(2,2)
Business customers		1.409	1.418	1.404	1.416	1.423	1,0	5.615	5.661	0,8
Wholesale services		1.031	1.034	1.005	1.021	975	(5,4)	4.209	4.035	(4,1)
Value-added services		108	98	92	87	90	(16,7)	425	367	(13,6)
Others		124	112	110	115	119	(4,0)	460	456	(0,9)

1 Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.

As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.

The prior-year figures have been adjusted for better comparability.

2 Reporting changed since Q1/12 due to steering logic and increased transparency.

3 Resulting from the DBU restatement revenue deviations due to consolidation of approx. €1 million per quarter compared to figures reported in 2011.

4 Contains mainly security packages and hosting storages.



## GERMANY

### MOBILE COMMUNICATIONS KPIS

	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Average monthly churn</b> (%)		<b>1,5</b>	<b>1,7</b>	<b>1,4</b>	<b>1,4</b>	<b>1,4</b>	<b>(0,1p)</b>	<b>1,5</b>	<b>1,5</b>	<b>0,0p</b>
- contract (%)		1,2	1,6	1,0	1,0	1,1	(0,1p)	1,1	1,2	0,1p
<b>SAC per gross add</b> (€)		<b>79</b>	<b>83</b>	<b>83</b>	<b>90</b>	<b>87</b>	<b>10,1</b>	<b>72</b>	<b>86</b>	<b>19,4</b>
- contract (€)		146	132	136	140	155	6,2	128	141	10,2
- prepaid (€)		11	25	19	30	18	63,6	15	23	53,3
<b>SRC per retained customer</b> (€)		<b>199</b>	<b>171</b>	<b>199</b>	<b>206</b>	<b>260</b>	<b>30,7</b>	<b>180</b>	<b>210</b>	<b>16,7</b>
<b>ARPU</b> (€)		<b>16</b>	<b>16</b>	<b>16</b>	<b>16</b>	<b>15</b>	<b>(6,3)</b>	<b>17</b>	<b>16</b>	<b>(5,9)</b>
- contract (€)		28	27	27	27	26	(7,1)	29	27	(6,9)
- prepaid (€)		4	3	4	4	4	0,0	4	4	0,0
<b>non-voice % of ARPU</b> (%)		<b>38</b>	<b>40</b>	<b>41</b>	<b>41</b>	<b>43</b>	<b>5p</b>	<b>37</b>	<b>41</b>	<b>4p</b>
<b>MOU per customer</b> (min)		<b>87</b>	<b>85</b>	<b>84</b>	<b>83</b>	<b>84</b>	<b>(3,4)</b>	<b>87</b>	<b>84</b>	<b>(3,4)</b>
- contract (min)		148	145	141	137	139	(6,1)	151	140	(7,3)

### CONSUMER - KPIS

	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Average monthly churn</b> (%)		<b>1,7</b>	<b>1,9</b>	<b>1,5</b>	<b>1,6</b>	<b>1,6</b>	<b>(0,1p)</b>	<b>1,7</b>	<b>1,6</b>	<b>(0,1p)</b>
- contract (%)	1	1,4	1,9	1,1	1,0	1,2	(0,2p)	1,3	1,3	0,0p
<b>SAC per gross add</b> (€)		<b>79</b>	<b>78</b>	<b>78</b>	<b>86</b>	<b>82</b>	<b>3,8</b>	<b>70</b>	<b>81</b>	<b>15,7</b>
- contract (€)		147	129	129	134	146	(0,7)	132	135	2,3
- prepaid (€)		13	27	20	33	21	61,5	16	25	56,3
<b>SRC per retained customer</b> (€)		<b>207</b>	<b>174</b>	<b>196</b>	<b>222</b>	<b>282</b>	<b>36,2</b>	<b>186</b>	<b>219</b>	<b>17,7</b>
<b>ARPU</b> (€)		<b>13</b>	<b>13</b>	<b>13</b>	<b>14</b>	<b>13</b>	<b>0,0</b>	<b>14</b>	<b>13</b>	<b>(7,1)</b>
- contract (€)		26	25	25	24	23	(11,5)	27	24	(11,1)
- prepaid (€)		4	3	4	4	4	0,0	4	4	0,0
<b>non-voice % of ARPU</b> (%)		<b>38</b>	<b>40</b>	<b>41</b>	<b>40</b>	<b>42</b>	<b>4p</b>	<b>36</b>	<b>41</b>	<b>5p</b>
<b>MOU per customer</b> (min)		<b>69</b>	<b>71</b>	<b>74</b>	<b>74</b>	<b>75</b>	<b>8,7</b>	<b>70</b>	<b>73</b>	<b>4,3</b>
- contract (min)		130	128	128	124	125	(3,8)	134	126	(6,0)

### BUSINESS CUSTOMERS - KPIS

	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Average monthly churn</b> (%)		<b>0,8</b>	<b>0,9</b>	<b>0,8</b>	<b>0,7</b>	<b>0,8</b>	<b>0,0p</b>	<b>0,7</b>	<b>0,8</b>	<b>0,1p</b>
- contract (%)		0,8	1,0	0,8	0,8	0,8	0,0p	0,8	0,9	0,1p
<b>SAC per gross add</b> (€)		<b>77</b>	<b>113</b>	<b>119</b>	<b>120</b>	<b>112</b>	<b>45,5</b>	<b>86</b>	<b>116</b>	<b>34,9</b>
- contract (€)		138	145	171	172	186	34,8	113	169	49,6
- prepaid (€)		3	6	6	6	3	0,0	6	5	(16,7)
<b>SRC per retained customer</b> (€)		<b>182</b>	<b>165</b>	<b>204</b>	<b>170</b>	<b>223</b>	<b>22,5</b>	<b>168</b>	<b>191</b>	<b>13,7</b>
<b>ARPU</b> (€)		<b>31</b>	<b>30</b>	<b>29</b>	<b>29</b>	<b>27</b>	<b>(12,9)</b>	<b>31</b>	<b>29</b>	<b>(6,5)</b>
- contract (€)		34	33	33	33	32	(5,9)	34	33	(2,9)
- prepaid (€)		3	4	4	5	2	(33,3)	4	4	0,0
<b>non-voice % of ARPU</b> (%)		<b>40</b>	<b>40</b>	<b>42</b>	<b>42</b>	<b>45</b>	<b>5p</b>	<b>38</b>	<b>42</b>	<b>4p</b>
<b>MOU per customer</b> (min)		<b>173</b>	<b>169</b>	<b>160</b>	<b>156</b>	<b>159</b>	<b>(8,1)</b>	<b>175</b>	<b>161</b>	<b>(8,0)</b>
- contract (min)		192	191	183	181	186	(3,1)	193	185	(4,1)

1 Q4/12: deregistration of inactive cards from a reseller (aprox. 0,1 mn SIM-cards)

# 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 PSTN € 69.95		
Installation Service	One off charge € 99.95		

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 Standard-PSTN; Universal-PSTN + 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>9</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	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
	from € 29.95	from € 34.94	from € 39.95 <sup>5</sup>	from € 39.95 <sup>6</sup>	from € 44.95 <sup>7</sup>
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 / IP € 69.95; DSL € 0 <sup>8</sup>				
Installation Service	One off charge € 99.95				

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 Standard-PSTN; Universal-PSTN + 4€; IP-Access incl. 2 voice channels and 3 telephone no.

5 Promotional price until 31.12.2013. Regular price 44.95€

6 Promotional price for IP-Product until 15.10.2013. Regular price 44.95€

7 Promotional price until 31.12.2013. Regular price 49.95€

8 DSL Promotional price until 31.03.2013. Regular price 99.95€

9 IP-Product "Call & Surf Basic IP" includes 16 Mbit/s bandwidth

# GERMANY

## TRIPLE PLAY

Triple Play. <sup>1,2,3</sup>	Entertain Comfort <sup>4</sup>	Entertain Premium <sup>4</sup>	Entertain SAT <sup>4,8</sup>
	Bandwidth DSL 16 Mbit/s plus <sup>5,6</sup> flat rate internet usage and flat rate voice usage, video on demand, IPTV basic package	Bandwidth DSL 16 Mbit/s plus <sup>5,6</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>7</sup>	from € 44.95 <sup>7</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 / IP € 69.95; DSL € 0 <sup>9</sup>		
Installation 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 Standard-PSTN; Universal-PSTN + 4€; IP-Access incl. 2 voice channels and 3 telephone no.

5 VDSL25 + 10€, Promotional price VDSL50 +10€ until 31.03.2013

6 Promotional price for new VDSL25/50 customers +5 € until 31.03.2013

7 Promotional price for 2 years (24 \* -5€) for new Entertain customers until 31.03.2013; Regular price 44.95€/49.95€

8 Digital SAT-Environment is necessary

9 DSL Promotional price until 31.03.13. Regular price 99.95 €

# GERMANY

## CALL

Call plans in €	XS	S	M	L	Special Call 100	
Monthly charge (without handset)	4.95+5	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 (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	0.29	free	0.29	free	0.29
- on-net	0.29	0.29	0.29	free	free	0.29
- other mobile networks	0.29	0.29	0.29	free	free	0.29
- Voicebox	0.29	free	free	free	free	0.29
SMS (on-net, other networks)	0.19	0.19	0.19	0.19	0.19	0.19
Activation fee	29.95					
Duration of contract	24 months					

## CALL & SURF MOBIL

Call & Surf Mobil plans in €	XS	S	M	L	Special Call & Surf Mobil	
Monthly charge (without handset)	-	-	-	-	19.95	
Monthly charge (with handset)	19.95	29.95	39.95	49.95	29.95	
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	0.29
- on-net	0.29	0.29	0.29	free	free	0.29
- other mobile networks	0.29	0.29	0.29	0.29	0.29	0.29
- Voicebox	0.29	free	free	free	free	free
SMS (on-net, other networks)	0.19	0.19	0.19	0.19	0.19	0.19
Data Speed	7.2 Mbit/s	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	200 MB	200 MB	200 MB	200 MB	200 MB	200 MB
Activation fee	29.95					
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	Special Complete Mobil XL
Monthly charge (without handset)	29.95	39.95	49.95	89.95	29.95	69.95
Monthly charge (with handset)	39.95	49.95	59.95	99.95	44.95/54.95	79.95
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	free
- on-net	0.29	0.29	free	free	free	free
- other mobile networks	0.29	0.29	0.29	free	0.29	free
- Voicebox	free	free	free	free	free	free
includes SMS per month	free	free	free	free	free	free
SMS (on-net)	free	free	free	free	free	free
SMS (other networks)	free	free	free	free	free	free
HotSpot Flatrate	free	free	free	free	free	free
Data Speed	21.6 Mbit/s	21.6 Mbit/s	21.6 Mbit/s	21.6 Mbit/s	21.6 Mbit/s	21.6 Mbit/s
Data Volume until speed step down	300 MB	300 MB	1 GB	2 GB	200 MB	500 MB
VoIP	9.95	9.95	free	free	9.95	free
Tethering	free	free	free	free	free	free
Activation fee			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 €*	LTE Speed
Monthly charge	9.95
Data Speed	100 Mbit/s
Additional Data Volume (per month)	double it

\*Available with Complete Mobil, doubles the included data volume.

# 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	Off-Peak (18:00-9:00), old	Off-Peak (18:00-9:00), new
Local	0.45	0.36 <sup>1</sup>	0.32	0.25 <sup>1</sup>
Single transit	0.89 <sup>1a</sup>	0.40 <sup>1b</sup>	0.60 <sup>1a</sup>	0.28 <sup>1b</sup>
Double transit national	1.34 <sup>1a</sup>	0.40 <sup>1b</sup>	0.89 <sup>1a</sup>	0.28 <sup>1b</sup>
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	0.45	0.36	0.32	0.25
Single transit	0.69	0.52	0.46	0.36
Double transit national	1,03	0.61	0.68	0.43
Fully unbundled ("ULL")	Old		New	
One time fee	30.83 <sup>2</sup>		31.01 <sup>3</sup>	
Monthly fee	10.20 <sup>4</sup>		10.08 <sup>5</sup>	
Partially unbundled ("Line Sharing")	Old		New	
One time fee	38.20 <sup>2</sup>		34.13 <sup>3</sup>	
Monthly fee	1.84 <sup>6</sup>		1.68 <sup>7</sup>	
IP-BSA ADSL Shared (Classic)	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 (Classic)	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 01/12/2012 to 30/11/2014.

1a Prices are valid to 31/01/2013.

1b Prices are valid from 01/02/2013 to 31/07/2013.

2 Depending on complexity – valid to 30/06/2012.

3 Depending on complexity - valid to 30/06/2014.

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 30/06/2012.

7 valid to 30/06/2014.

8 valid to 30/06/2011.

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

# NOTES

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# CONTENT

At a Glance	4			
Excellent market position	6			
<b>GROUP</b>				
Adjusted for special factors	8			
EBITDA reconciliation	9			
As reported	10			
Special factors in the consolidated income statement	11			
Details on special factors	12			
Change in the composition of the group	14			
Consolidated statement of financial position	16			
Provisions for pensions	18			
Maturity profile	19			
Liquidity reserves	20			
Net debt	21			
Net debt development	22			
Cash capex	23			
Free cash flow	24			
Personnel	25			
Exchange rates	26			
		<b>GERMANY</b>		
		Financials	29	
		EBITDA reconciliation	30	
		Operational	31	
		Additional information	32	
		<b>USA</b>		
		Financials	42	
		EBITDA reconciliation	43	
		Operational	44	
		Additional information	46	
		<b>EUROPE</b>		
		Financials	52	
		EBITDA reconciliation	53	
		Greece	55	
		Romania	57	
		Hungary	59	
		Poland	61	
		Czech Republic	62	
		<b>EUROPE</b>		
		Netherlands	63	
		Croatia	64	
		Slovakia	66	
		Austria	68	
		Bulgaria	69	
		Everything Everywhere	70	
		<b>SYSTEMS SOLUTIONS</b>		
		Financials	73	
		EBITDA reconciliation	74	
		<b>GHS</b>		
		Financials	77	
		EBITDA reconciliation	78	
		Vivento	79	
		<b>GLOSSARY</b>		81

## UNITED STATES

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		<b>3.848</b>	<b>3.847</b>	<b>3.816</b>	<b>3.915</b>	<b>3.793</b>	<b>(1,4)</b>	<b>14.811</b>	<b>15.371</b>	<b>3,8</b>
<b>Net revenue</b>		<b>3.847</b>	<b>3.845</b>	<b>3.815</b>	<b>3.913</b>	<b>3.792</b>	<b>(1,4)</b>	<b>14.801</b>	<b>15.365</b>	<b>3,8</b>
<b>EBITDA</b>	<b>1</b>	<b>1.043</b>	<b>983</b>	<b>1.058</b>	<b>994</b>	<b>805</b>	<b>(22,8)</b>	<b>3.831</b>	<b>3.840</b>	<b>0,2</b>
EBITDA margin (EBITDA / total revenues)	%	27,1	25,6	27,7	25,4	21,2	(5,9)p	25,9	25,0	(0,9)p
Depreciation, amortization and impairment losses	2	(1.647)	(561)	(640)	(652)	(424)	74,3	(2.110)	(2.277)	(7,9)
Profit (loss) from operations = EBIT	2	(604)	422	418	342	381	n.a.	1.721	1.563	(9,2)
<b>Cash capex</b>	<b>3</b>	<b>408</b>	<b>568</b>	<b>420</b>	<b>573</b>	<b>690</b>	<b>69,1</b>	<b>1.948</b>	<b>2.251</b>	<b>15,6</b>
<b>Cash contribution</b>	<b>3</b>	<b>635</b>	<b>415</b>	<b>638</b>	<b>421</b>	<b>115</b>	<b>(81,9)</b>	<b>1.883</b>	<b>1.589</b>	<b>(15,6)</b>

### FINANCIALS (AS REPORTED)

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		<b>3.848</b>	<b>3.847</b>	<b>3.816</b>	<b>3.915</b>	<b>3.793</b>	<b>(1,4)</b>	<b>14.811</b>	<b>15.371</b>	<b>3,8</b>
<b>Net revenue</b>		<b>3.847</b>	<b>3.845</b>	<b>3.815</b>	<b>3.913</b>	<b>3.792</b>	<b>(1,4)</b>	<b>14.801</b>	<b>15.365</b>	<b>3,8</b>
<b>EBITDA</b>		<b>989</b>	<b>905</b>	<b>1.036</b>	<b>1.133</b>	<b>2.245</b>	<b>n.a.</b>	<b>3.697</b>	<b>5.319</b>	<b>43,9</b>
EBITDA margin (EBITDA / total revenue)	%	25,7	23,5	27,1	28,9	59,2	33,5p	25,0	34,6	9,6p
Depreciation, amortization and impairment losses		(3.944)	(561)	(640)	(11.241)	(424)	89,2	(4.407)	(12.866)	n.a.
Profit (loss) from operations = EBIT		(2.955)	344	396	(10.108)	1.821	n.a.	(710)	(7.547)	n.a.
<b>Cash capex</b>		<b>413</b>	<b>571</b>	<b>425</b>	<b>865</b>	<b>699</b>	<b>69,2</b>	<b>1.963</b>	<b>2.560</b>	<b>30,4</b>
<b>Cash contribution</b>		<b>576</b>	<b>334</b>	<b>611</b>	<b>268</b>	<b>1.546</b>	<b>n.a.</b>	<b>1.734</b>	<b>2.759</b>	<b>59,1</b>

1 Excluding special factors affecting EBITDA of EUR 54mn in Q4/11, EUR 134mn in FY/11, EUR 78mn in Q1/12, EUR 22mn in Q2/12, EUR (139)mn in Q3/12 and EUR (1,440)mn in Q4/12. Included in special factors for Q4/12 was a gain of EUR (1,444)mn recognized on the sale of wireless communication tower sites.

2 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. Depreciation expense of EUR 1,091mn that was not previously recognized in Q1/11, Q2/11, and Q3/11 was recognized in Q4/11. Additionally, T-Mobile USA recognized an impairment loss on goodwill of EUR 2,297mn in Q4/11 and an impairment loss on goodwill, intangible assets and property, plant and equipment of 10,589mn in Q3/12.

3 Adjusted by excluding microwave clearing costs of EUR 5mn in Q4/11, EUR 15mn in FY/11, EUR 3mn in Q1/12, EUR 5mn in Q2/12, EUR 4mn in Q3/12 and EUR 6mn in Q4/12. Also, adjusted by excluding spectrum purchases of EUR 288mn in Q3/12 and EUR 3mn in Q4/12.

## UNITED STATES

### EBITDA RECONCILIATION

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		<b>3.848</b>	<b>3.847</b>	<b>3.816</b>	<b>3.915</b>	<b>3.793</b>	<b>(1,4)</b>	<b>14.811</b>	<b>15.371</b>	<b>3,8</b>
Profit (loss) from operations = EBIT	1	(2.955)	344	396	(10.108)	1.821	n.a.	(710)	(7.547)	n.a.
- Depreciation, amortization and impairment losses	1	(3.944)	(561)	(640)	(11.241)	(424)	89,2	(4.407)	(12.866)	n.a.
<b>= EBITDA</b>		<b>989</b>	<b>905</b>	<b>1.036</b>	<b>1.133</b>	<b>2.245</b>	<b>n.a.</b>	<b>3.697</b>	<b>5.319</b>	<b>43,9</b>
EBITDA margin		25,7	23,5	27,1	28,9	59,2	33,5p	25,0	34,6	9,6p
- Special factors affecting EBITDA		(54)	(78)	(22)	139	1.440	n.a.	(134)	1.479	n.a.
<b>= EBITDA adjusted for special factors</b>	<b>2</b>	<b>1.043</b>	<b>983</b>	<b>1.058</b>	<b>994</b>	<b>805</b>	<b>(22,8)</b>	<b>3.831</b>	<b>3.840</b>	<b>0,2</b>
EBITDA margin (adjusted for special factors)		27,1	25,6	27,7	25,4	21,2	(5,9p)	25,9	25,0	(0,9p)

### SPECIAL FACTORS

millions of €	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	FY/11	FY/12
<b>Effects on EBITDA</b>	<b>(54)</b>	<b>(78)</b>	<b>(22)</b>	<b>139</b>	<b>1.440</b>	<b>(134)</b>	<b>1.479</b>
- of which personnel	(38)	(41)	(31)	(3)	6	(116)	(69)
- of which other	(16)	(37)	9	142	1.434	(18)	1.548
<b>Effects on profit (loss) from operations = EBIT</b>	<b>(2.351)</b>	<b>(78)</b>	<b>(22)</b>	<b>(10.450)</b>	<b>1.440</b>	<b>(2.431)</b>	<b>(9.110)</b>
- of which personnel	(38)	(41)	(31)	(3)	6	(116)	(69)
- of which other	(2.313)	(37)	9	(10.447)	1.434	(2.315)	(9.041)

1 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. Depreciation expense of EUR 1,091mn that was not previously recognized in Q1/11, Q2/11, and Q3/11 was recognized in Q4/11. Additionally, T-Mobile USA recognized an impairment loss on goodwill of EUR 2,297mn in Q4/11 and an impairment loss on goodwill, intangible assets and property, plant and equipment of 10,589mn in Q3/12.

2 Excluding special factors affecting EBITDA of EUR 54mn in Q4/11, EUR 134mn in FY/11, EUR 78mn in Q1/12, EUR 22mn in Q2/12, EUR (139)mn in Q3/12 and EUR (1,440)mn in Q4/12. Included in special factors for Q4/12 was a gain of EUR (1,444)mn recognized on the sale of wireless communication tower sites.

# UNITED STATES

## OPERATIONAL

	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %	
<b>Customers (end of period)</b>	('000)	<b>33.186</b>	<b>33.373</b>	<b>33.168</b>	<b>33.327</b>	<b>33.389</b>	<b>0,6</b>	<b>33.186</b>	<b>33.389</b>	<b>0,6</b>	
Branded contract	('000)	22.367	21.857	21.300	20.809	20.293	(9,3)	22.367	20.293	(9,3)	
Machine-to-machine	('000)	2.430	2.692	2.787	2.954	3.090	27,2	2.430	3.090	27,1	
<b>- Contract</b>	('000)	<b>24.797</b>	<b>24.549</b>	<b>24.087</b>	<b>23.763</b>	<b>23.383</b>	<b>(5,7)</b>	<b>24.797</b>	<b>23.383</b>	<b>(5,7)</b>	
Branded prepaid	('000)	4.819	5.068	5.295	5.659	5.826	20,9	4.819	5.826	20,9	
MVNO	('000)	3.570	3.756	3.786	3.905	4.180	17,1	3.570	4.180	17,1	
<b>- Prepaid</b>	('000)	<b>8.389</b>	<b>8.824</b>	<b>9.081</b>	<b>9.564</b>	<b>10.006</b>	<b>19,3</b>	<b>8.389</b>	<b>10.006</b>	<b>19,3</b>	
<b>Net adds</b>	('000)	<b>(526)</b>	<b>187</b>	<b>(205)</b>	<b>160</b>	<b>61</b>	<b>n.a.</b>	<b>(548)</b>	<b>203</b>	<b>n.a.</b>	
Branded contract	('000)	(706)	(510)	(557)	(492)	(515)	27,0	(2.206)	(2.074)	6,0	
Machine-to-machine	('000)	(95)	262	95	168	135	n.a.	556	660	18,7	
<b>- Contract</b>	('000)	<b>(802)</b>	<b>(248)</b>	<b>(462)</b>	<b>(324)</b>	<b>(380)</b>	<b>52,6</b>	<b>(1.650)</b>	<b>(1.414)</b>	<b>14,3</b>	
Branded prepaid	('000)	220	249	227	365	166	(24,5)	322	1.007	n.a.	
MVNO	('000)	56	187	30	119	275	n.a.	780	610	(21,8)	
<b>- Prepaid</b>	('000)	<b>276</b>	<b>436</b>	<b>257</b>	<b>483</b>	<b>441</b>	<b>59,8</b>	<b>1.102</b>	<b>1.617</b>	<b>46,7</b>	
<b>Average monthly churn</b>	(%)	<b>4,0</b>	<b>3,3</b>	<b>3,2</b>	<b>3,4</b>	<b>3,7</b>	<b>(0,3p)</b>	<b>3,6</b>	<b>3,4</b>	<b>(0,2p)</b>	
- Contract	(%)	3,1	2,3	2,2	2,3	2,4	(0,7p)	2,6	2,3	(0,3p)	
<b>Total revenues</b>	(€ million)	<b>3.848</b>	<b>3.847</b>	<b>3.816</b>	<b>3.915</b>	<b>3.793</b>	<b>(1,4)</b>	<b>14.811</b>	<b>15.371</b>	<b>3,8</b>	
Service revenue	(€ million)	1	3.274	3.287	3.326	3.314	3.090	(5,6)	12.960	13.017	0,4
<b>EBITDA (adjusted for special factors)</b>	(€ million)	<b>2</b>	<b>1.043</b>	<b>983</b>	<b>1.058</b>	<b>994</b>	<b>805</b>	<b>(22,8)</b>	<b>3.831</b>	<b>3.840</b>	<b>0,2</b>
EBITDA margin (adjusted for special factors)	(%)		27,1	25,6	27,7	25,4	21,2	(5,9p)	25,9	25,0	(0,9p)
EBITDA margin (adjusted for special factors)	(%)		31,9	29,9	31,8	30,0	26,1	(5,8p)	29,6	29,5	(0,1p)
<b>SAC per gross add</b>	(€)	<b>70</b>	<b>63</b>	<b>56</b>	<b>55</b>	<b>61</b>	<b>(12,9)</b>	<b>78</b>	<b>59</b>	<b>(24,4)</b>	
- Contract	(€)	141	122	115	116	141	0,0	160	124	(22,5)	
- Prepaid	(€)	16	20	20	18	18	12,5	12	19	58,3	
<b>SRC per retained customer</b>	(€)	<b>40</b>	<b>55</b>	<b>60</b>	<b>60</b>	<b>80</b>	<b>100,0</b>	<b>47</b>	<b>64</b>	<b>36,2</b>	
<b>ARPU</b>	(€)	<b>33</b>	<b>33</b>	<b>33</b>	<b>33</b>	<b>31</b>	<b>(6,1)</b>	<b>32</b>	<b>33</b>	<b>3,1</b>	
- Contract	(€)	39	39	40	40	37	(5,1)	38	39	2,6	
- Prepaid	(€)	14	15	16	16	16	14,3	13	16	23,1	
<b>Non-Voice % of ARPU</b>	(%)	<b>32</b>	<b>33</b>	<b>33</b>	<b>34</b>	<b>36</b>	<b>4,0p</b>	<b>31</b>	<b>34</b>	<b>3,0p</b>	
<b>MOU per customer</b>	(min)	<b>901</b>	<b>895</b>	<b>882</b>	<b>866</b>	<b>840</b>	<b>(6,8)</b>	<b>911</b>	<b>871</b>	<b>(4,4)</b>	
- Contract	(min)	970	949	922	899	860	(11,3)	990	908	(8,3)	
<b>Cash capex</b>	(€ million)	<b>413</b>	<b>571</b>	<b>425</b>	<b>865</b>	<b>699</b>	<b>69,2</b>	<b>1.963</b>	<b>2.560</b>	<b>30,4</b>	
<b>Cash capex (adjusted for special factors)</b>	(€ million)	<b>3</b>	<b>408</b>	<b>568</b>	<b>420</b>	<b>573</b>	<b>69,1</b>	<b>1.948</b>	<b>2.251</b>	<b>15,6</b>	
<b>Cash contribution (adjusted for special factors)</b>	(€ million)	<b>3</b>	<b>635</b>	<b>415</b>	<b>638</b>	<b>421</b>	<b>115</b>	<b>1.883</b>	<b>1.589</b>	<b>(15,6)</b>	

Note: Certain historical customer numbers may not tie to historical reports due to rounding.

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

2 Excluding special factors affecting EBITDA of EUR 54mn in Q4/11, EUR 134mn in FY/11, EUR 78mn in Q1/12, EUR 22mn in Q2/12, EUR (139)mn in Q3/12 and EUR (1,440)mn in Q4/12. Included in special factors for Q4/12 was a gain of EUR (1,444)mn recognized on the sale of wireless communication tower sites.

3 Adjusted by excluding microwave clearing costs of EUR 5mn in Q4/11, EUR 15mn in FY/11, EUR 3mn in Q1/12, EUR 5mn in Q2/12, EUR 4mn in Q3/12 and EUR 6mn in Q4/12. Also, adjusted by spectrum purchases of EUR 288mn in Q3/12 and EUR 3mn in Q4/12.

# UNITED STATES

## OPERATIONAL IN US-\$

	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %	
<b>Customers (end of period)</b>	('000)	<b>33.186</b>	<b>33.373</b>	<b>33.168</b>	<b>33.327</b>	<b>33.389</b>	<b>0,6</b>	<b>33.186</b>	<b>33.389</b>	<b>0,6</b>	
Branded contract	('000)	22.367	21.857	21.300	20.809	20.293	(9,3)	22.367	20.293	(9,3)	
Machine-to-machine	('000)	2.430	2.692	2.787	2.954	3.090	27,2	2.430	3.090	27,1	
<b>- Contract</b>	('000)	<b>24.797</b>	<b>24.549</b>	<b>24.087</b>	<b>23.763</b>	<b>23.383</b>	<b>(5,7)</b>	<b>24.797</b>	<b>23.383</b>	<b>(5,7)</b>	
Branded prepaid	('000)	4.819	5.068	5.295	5.659	5.826	20,9	4.819	5.826	20,9	
MVNO	('000)	3.570	3.756	3.786	3.905	4.180	17,1	3.570	4.180	17,1	
<b>- Prepaid</b>	('000)	<b>8.389</b>	<b>8.824</b>	<b>9.081</b>	<b>9.564</b>	<b>10.006</b>	<b>19,3</b>	<b>8.389</b>	<b>10.006</b>	<b>19,3</b>	
<b>Net adds</b>	('000)	<b>(526)</b>	<b>187</b>	<b>(205)</b>	<b>160</b>	<b>61</b>	<b>n.a.</b>	<b>(548)</b>	<b>203</b>	<b>n.a.</b>	
Branded contract	('000)	(706)	(510)	(557)	(492)	(515)	27,0	(2.206)	(2.074)	6,0	
Machine-to-machine	('000)	(95)	262	95	168	135	n.a.	556	660	18,7	
<b>- Contract</b>	('000)	<b>(802)</b>	<b>(248)</b>	<b>(462)</b>	<b>(324)</b>	<b>(380)</b>	<b>52,6</b>	<b>(1.650)</b>	<b>(1.414)</b>	<b>14,3</b>	
Branded prepaid	('000)	220	249	227	365	166	(24,5)	322	1.007	n.a.	
MVNO	('000)	56	187	30	119	275	n.a.	780	610	(21,8)	
<b>- Prepaid</b>	('000)	<b>276</b>	<b>436</b>	<b>257</b>	<b>483</b>	<b>441</b>	<b>59,8</b>	<b>1.102</b>	<b>1.617</b>	<b>46,7</b>	
<b>Average monthly churn</b>	(%)	<b>4,0</b>	<b>3,3</b>	<b>3,2</b>	<b>3,4</b>	<b>3,7</b>	<b>(0,3p)</b>	<b>3,6</b>	<b>3,4</b>	<b>(0,2p)</b>	
- Contract	(%)	3,1	2,3	2,2	2,3	2,4	(0,7p)	2,6	2,3	(0,3p)	
<b>Total revenues</b>	(USD million)	<b>5.185</b>	<b>5.044</b>	<b>4.894</b>	<b>4.897</b>	<b>4.916</b>	<b>(5,2)</b>	<b>20.604</b>	<b>19.751</b>	<b>(4,1)</b>	
Service revenue	(USD million)	1	4.413	4.309	4.266	4.146	(9,2)	18.037	16.726	(7,3)	
<b>EBITDA (adjusted for special factors)</b>	(USD million)	<b>2</b>	<b>1.406</b>	<b>1.289</b>	<b>1.356</b>	<b>1.244</b>	<b>(25,7)</b>	<b>5.332</b>	<b>4.933</b>	<b>(7,5)</b>	
EBITDA margin (adjusted for special factors)	(USD million)		27,1	25,6	27,7	25,4	21,2	(5,9p)	25,9	25,0	(0,9p)
(EBITDA / total revenue)	(USD million)		31,9	29,9	31,8	30,0	26,1	(5,8p)	29,6	29,5	(0,1p)
EBITDA margin (adjusted for special factors)	(USD million)		31,9	29,9	31,8	30,0	26,1	(5,8p)	29,6	29,5	(0,1p)
(EBITDA / service revenue)	(USD million)		95	83	72	68	80	(15,8)	109	76	(30,3)
<b>SAC per gross add</b>	(USD)	<b>95</b>	<b>83</b>	<b>72</b>	<b>68</b>	<b>80</b>	<b>(15,8)</b>	<b>109</b>	<b>76</b>	<b>(30,3)</b>	
- Contract	(USD)	190	160	147	146	183	(3,7)	223	159	(28,7)	
- Prepaid	(USD)	21	27	26	23	24	14,3	16	25	56,3	
<b>SRC per retained customer</b>	(USD)	<b>54</b>	<b>72</b>	<b>76</b>	<b>75</b>	<b>103</b>	<b>90,7</b>	<b>65</b>	<b>82</b>	<b>26,2</b>	
ARPU	(USD)	44	43	43	42	40	(9,1)	45	42	(6,7)	
- Contract	(USD)	52	52	51	50	48	(7,7)	53	50	(5,7)	
- Prepaid	(USD)	19	19	21	21	21	10,5	18	21	16,7	
<b>Non-Voice % of ARPU</b>	(%)	<b>32</b>	<b>33</b>	<b>33</b>	<b>34</b>	<b>36</b>	<b>4,0p</b>	<b>31</b>	<b>34</b>	<b>3,0p</b>	
<b>MOU per customer</b>	(min)	<b>901</b>	<b>895</b>	<b>882</b>	<b>866</b>	<b>840</b>	<b>(6,8)</b>	<b>911</b>	<b>871</b>	<b>(4,4)</b>	
- Contract	(min)	970	949	922	899	860	(11,3)	990	908	(8,3)	
<b>Cash capex</b>	(USD million)	<b>556</b>	<b>749</b>	<b>545</b>	<b>1.082</b>	<b>906</b>	<b>62,9</b>	<b>2.735</b>	<b>3.282</b>	<b>20,0</b>	
<b>Cash capex (adjusted for special factors)</b>	(USD million)	<b>3</b>	<b>550</b>	<b>745</b>	<b>539</b>	<b>715</b>	<b>62,7</b>	<b>2.714</b>	<b>2.894</b>	<b>6,6</b>	
<b>Cash contribution (adjusted for special factors)</b>	(USD million)	<b>3</b>	<b>856</b>	<b>544</b>	<b>817</b>	<b>529</b>	<b>(82,6)</b>	<b>2.618</b>	<b>2.039</b>	<b>(22,1)</b>	

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

2 Excluding special factors affecting EBITDA of USD 73mn in Q4/11, USD 187mn in FY/11, USD 103mn in Q1/12, USD 26mn in Q2/12, USD (173)mn in Q3/12 and USD (1,866)mn in Q4/12.

Included in special factors for Q4/12 was a gain of USD (1,871)mn recognized on the sale of wireless communication tower sites.

3 Adjusted by excluding microwave clearing costs of USD 6mn in Q4/11, USD 21mn in FY/11, USD 4mn in Q1/12, USD 6mn in Q2/12, USD 7mn in Q3/12, USD 7mn in Q4/12 and spectrum purchases of USD 360mn in Q3/12 and USD 4mn in Q4/12.

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.

## T-MOBILE USA

<b>Value Plans</b> <sup>1,2,3,4,5,6,7, 9</sup> <b>Whenever Minutes</b>	<b>500 Minute</b>	<b>1000 Minute</b>	<b>Unlimited</b>
Talk	\$34,99	\$44,99	NA
Talk and Text	\$39,99		\$49,99
Plus (talk, text and up to 2 GB of high speed data)	\$49,99		\$59,99
Unlimited Nationwide 4G (talk, text and unlimited high speed data) <sup>8</sup>	\$59,99		\$69,99
Premium (talk, text and up to 5 GB of high speed data)	\$64,99		\$74,99
Ultra (talk, text and up to 10 GB of high speed data)	\$94,99		\$104,99

<b>Classic Plans</b> <sup>1,2,3,4,5,6,7, 9</sup> <b>Whenever Minutes</b>	<b>500 Minute</b>	<b>1000 Minute</b>	<b>Unlimited</b>
Talk	\$39,99	\$49,99	NA
Talk and Text	\$49,99		\$59,99
Plus (talk, text and up to 2 GB of high speed data)	\$69,99		\$79,99
Unlimited Nationwide 4G (talk, text and unlimited high speed data) <sup>8</sup>	\$79,99		\$89,99
Premium (talk, text and up to 5 GB of high speed data)	\$84,99		\$94,99
Ultra (talk, text and up to 10 GB of high speed data)	\$114,99		\$124,99

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.

For unlimited data plans, full speeds available up to monthly allotment, then slowed up to 2G speeds for rest of billing cycle. All unlimited data plans are unlimited while on T-Mobile's network.

6 Talk plans with limited Whenever Minutes - overage charge of \$0.45/minute.

7 On-network and domestic roaming data allotments differ: 2 GB full-speed & Unlimited 4G plans include 50 MB roaming; 5 GB full-speed plan includes 100 MB roaming; and 10 GB full-speed plan includes 200 MB roaming.

8 No caps, speed limits or overages while on T-Mobile's network. Plan does not permit Smartphone Mobile HotSpot capability.

9 5 GB full-speed & 10 GB full-speed plans include Smartphone Mobile HotSpot capability.

All prices reflect monthly recurring charges; taxes and fees additional. Web plans provide access to data; capable device required to achieve 4G speeds.

## T-MOBILE USA

<b>Value Plans for Families</b> <sup>1,2,3,4,5,6,7,8,9,11</sup>	<b>1000 Minute</b>	<b>2000 Minute</b>	<b>Unlimited</b>
<b>Whenever Minutes</b>			
Talk	\$49,98	\$69,98	NA
Talk and Text	\$59,98		\$79,98
Plus (talk, text and up to 2 GB of high speed data)	\$79,98		\$99,98
Unlimited Nationwide 4G (talk, text and unlimited high speed data) <sup>10</sup>	\$99,98		\$119,98
Premium (talk, text and up to 5 GB of high speed data)	\$109,98		\$129,98
Ultra (talk, text and up to 10 GB of high speed data)	\$169,98		\$189,98

<b>Classic Plans for Families</b> <sup>1,2,3,4,5,6,7,8,9,11</sup>	<b>1000 Minute</b>	<b>2000 Minute</b>	<b>Unlimited</b>
<b>Whenever Minutes</b>			
Talk	\$59,98	\$79,98	NA
Talk and Text	\$79,98		\$99,98
Plus (talk, text and up to 2 GB of high speed data)	\$119,98		\$139,98
Unlimited Nationwide 4G (talk, text and unlimited high speed data) <sup>10</sup>	\$139,98		\$159,98
Premium (talk, text and up to 5 GB of high speed data)	\$149,98		\$169,98
Ultra (talk, text and up to 10 GB of high speed data)	\$209,98		\$229,98

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 plan include overage-free data nationwide Web and email access.

For unlimited data plans full speeds available up to monthly allotment, then slowed up to 2G speed for rest of billing cycle. All unlimited data plans are unlimited while on T-Mobile's network.

7 On-network and domestic roaming data allotments differ: 2 GB full-speed & Unlimited 4G plans include 50 MB roaming; 5 GB full-speed plan includes 100 MB roaming; and 10 GB full-speed plan includes 200 MB roaming.

8 Talk plans with limited Whenever Minutes - overage charge of \$0.45/minute.

9 Whenever Minutes are shared by the first 2 lines.

10 No caps, speed limits or overages while on T-Mobile's network. Plan does not permit

Smartphone Mobile HotSpot capability.

11 5 GB full-speed & 10 GB full-speed plans include Smartphone Mobile HotSpot capability.

<b>Adding a line to the family plan Whenever Minutes (Talk)</b> <sup>1,2</sup>	<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

1 All family plans with unlimited text provide unlimited text for all additional lines.

2 Talk plans with limited Whenever Minutes - overage charge of \$0.45/minute.

<b>Data Plan Add-on to Talk and Text plans</b> <sup>1,2,3,4</sup>	<b>Value</b>	<b>Classic</b>
<b>Unlimited - Ultra (up to 10 GB of high speed data)</b>	<b>\$55,00</b>	<b>\$65,00</b>
<b>Unlimited - Premium (up to 5 GB of high speed data)</b>	<b>\$25,00</b>	<b>\$35,00</b>
Unlimited Nationwide 4G (unlimited high speed data) <sup>5</sup>	\$20,00	\$30,00
Unlimited - Plus (up to 2 GB of high-speed data)	\$10,00	\$20,00

1 Adding data for additional lines requires add-a-line talk plan; stand-alone data plans not available.

2 For unlimited data plans, full speeds available up to monthly allotment, then slowed up to 2G speeds for rest of billing cycle. All unlimited plans are unlimited while on T-Mobile's network.

3 On-network and domestic roaming data allotments differ: 2 GB full-speed & Unlimited 4G plans include 50 MB roaming; 5 GB full-speed plan includes 100 MB roaming; and 10 GB full-speed plan includes 200 MB roaming.

4 Classic plan smartphone customers must have a 2GB or higher data plan during their 2 year contract.

5 No caps, speed limits or overages while on T-Mobile's network.

All prices reflect monthly recurring charges; taxes and fees additional. Web plans provide access to data; capable device required to achieve 4G speeds.

# USA

## T-MOBILE USA

Monthly4G <sup>1,2,3,4</sup>	Talk	Text	Web
100 (minutes and first 5GB at up to 4G speeds) <sup>5,6</sup>	\$30,00	Unlimited	Unlimited
1500 (minutes or messages) <sup>7</sup>		\$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 Nationwide 4G (talk, text and unlimited high speed data) <sup>8</sup>	\$70,00	Unlimited	Unlimited

1 No annual contract required.

2 Unlimited text plans include unlimited nationwide text, picture and video messaging.

3 For unlimited plans, full speeds available up to monthly allotment, then slowed up to 2G speeds.

4 Features available for 30 days.

5 Plan available exclusively in Walmart stores, at [www.Walmart.com](http://www.Walmart.com) and at [www.T-Mobile.com](http://www.T-Mobile.com).

6 Plan includes 100 minutes; additional charge of 10 cents per minute after the first 100 minutes.

7 Use any combination of minutes and messages up to 1500.

8 No caps, speed limits or overages while on T-Mobile's network (domestic data roaming isn't permitted on Monthly4G).

Plan does not permit Smartphone Mobile HotSpot capability.

Additional Add-ons for Monthly4G plans \$50/month or higher	Talk/Text	Web
International Unlimited Talk & Text <sup>1</sup>	\$10,00	NA
BlackBerry Internet Service <sup>2</sup>	NA	\$10,00
Smartphone Mobile HotSpot Service <sup>3</sup>	NA	\$15,00

1 Unlimited calls while on T-Mobile's network to landlines in over 50 countries, unlimited texting to any mobile phone in over 200 countries, 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. Does not include BES access.

3 Qualifying plan required. Plan data allotment applies. Use of connected devices subject to T-Mobile's Terms and Conditions.

All prices reflect monthly charges. Web plans provide access to data. Monthly4G provides wireless service; capable device required to achieve 4G speeds.



T-MOBILE USA

<b>Value Plans<sup>1,2,3</sup></b>	<b>Pricing<sup>1</sup></b>	<b>Hotspot Access<sup>4</sup></b>
<b>Mobile Broadband Plans</b>		
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
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 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

1 Prices reflect monthly recurring charges; taxes and fees additional.

2 No overage charges. After data allotment used, speeds slowed up to 2G speeds for rest of billing cycle.

3 \$10 discount available when added to a postpaid voice line of service with T-Mobile on the same account.

4 Plan data allotment applies. Use of connected devices subject to T-Mobile's Terms and Conditions.

<b>No Annual Contract Broadband passes (Prepaid)</b>	<b>Pricing<sup>1</sup></b>	<b>Hotspot Access</b>
300 MB data (use for 7 days)	\$15,00	Not Included
1.5 GB data (use for 30 days)	\$25,00	Not Included
3.5 GB data (use for 30 days)	\$35,00	Not Included
5 GB data (use for 30 days)	\$50,00	Not Included

<b>Classic Plans<sup>1,2,3</sup></b>	<b>Pricing<sup>1</sup></b>	<b>Hotspot Access<sup>4</sup></b>
<b>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

1 Prices reflect monthly recurring charges; taxes and fees additional.

2 No overage charges. After data allotment used, speeds slowed up to 2G speeds for rest of billing cycle.

3 \$10 discount available when added to a postpaid voice line of service with T-Mobile on the same account.

4 Plan data allotment applies. Use of connected devices subject to T-Mobile's Terms and Conditions.

Capable device required to achieve 4G speeds.

# NOTES

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# CONTENT

At a Glance	4			
Excellent market position	6			
<b>GROUP</b>				
Adjusted for special factors	8			
EBITDA reconciliation	9			
As reported	10			
Special factors in the consolidated income statement	11			
Details on special factors	12			
Change in the composition of the group	14			
Consolidated statement of financial position	16			
Provisions for pensions	18			
Maturity profile	19			
Liquidity reserves	20			
Net debt	21			
Net debt development	22			
Cash capex	23			
Free cash flow	24			
Personnel	25			
Exchange rates	26			
		<b>GERMANY</b>		
		Financials	29	
		EBITDA reconciliation	30	
		Operational	31	
		Additional information	32	
		<b>USA</b>		
		Financials	42	
		EBITDA reconciliation	43	
		Operational	44	
		Additional information	46	
		<b>EUROPE</b>		
		Financials	52	
		EBITDA reconciliation	53	
		Greece	55	
		Romania	57	
		Hungary	59	
		Poland	61	
		Czech Republic	62	
		<b>EUROPE</b>		
		Netherlands	63	
		Croatia	64	
		Slovakia	66	
		Austria	68	
		Bulgaria	69	
		Everything Everywhere	70	
		<b>SYSTEMS SOLUTIONS</b>		
		Financials	73	
		EBITDA reconciliation	74	
		<b>GHS</b>		
		Financials	77	
		EBITDA reconciliation	78	
		Vivento	79	
		<b>GLOSSARY</b>		81

## EUROPE

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>	1	3.777	3.575	3.584	3.654	3.595	(4,8)	15.150	14.408	(4,9)
<b>Net revenue</b>		3.600	3.400	3.416	3.479	3.438	(4,5)	14.457	13.733	(5,0)
<b>EBITDA</b>	2	1.311	1.173	1.200	1.328	1.220	(6,9)	5.241	4.921	(6,1)
EBITDA margin (EBITDA / total revenue)	%	34,7	32,8	33,5	36,3	33,9	(0,8p)	34,6	34,2	(0,4p)
Depreciation, amortization and impairment losses		(794)	(717)	(703)	(707)	(743)	6,4	(3.175)	(2.870)	9,6
Profit (loss) from operations = EBIT	3	517	456	497	621	477	(7,7)	2.066	2.051	(0,7)
<b>Cash capex</b>	4	482	465	286	328	499	3,5	1.724	1.578	(8,5)
<b>Cash contribution</b>		829	708	914	1.000	721	(13,0)	3.517	3.343	(4,9)

### FINANCIALS (AS REPORTED)

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		3.772	3.575	3.584	3.654	3.595	(4,7)	15.124	14.408	(4,7)
<b>Net revenue</b>		3.595	3.400	3.416	3.479	3.438	(4,4)	14.431	13.733	(4,8)
<b>EBITDA</b>		1.233	1.167	1.168	1.324	1.058	(14,2)	4.995	4.717	(5,6)
EBITDA margin (EBITDA / total revenue)	%	32,7	32,6	32,6	36,2	29,4	(3,3p)	33,0	32,7	(0,3p)
Depreciation, amortization and impairment losses		(1.834)	(717)	(706)	(707)	(1.103)	39,9	(4.215)	(3.233)	23,3
Profit (loss) from operations = EBIT		(601)	450	462	617	(45)	92,5	780	1.484	90,3
<b>Cash capex</b>		565	505	287	328	578	2,3	1.870	1.698	(9,2)
<b>Cash contribution</b>		668	662	881	996	480	(28,1)	3.125	3.019	(3,4)

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 60mn in Q1/11, EUR 71mn in Q2/11, EUR 37mn in Q3/11, EUR 78mn in Q4/11, EUR 6mn in Q1/12, EUR 32mn in Q2/12, EUR 4mn in Q3/12 and EUR 162mn in Q4/12.

3 Special factors affecting EBIT: 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),

EUR 1.118mn in Q4/11 (thereof EUR 78mn resulting from EBITDA), EUR 6mn in Q1/12 (thereof EUR 6mn resulting from EBITDA), EUR 35mn in Q2/12 (thereof EUR 32mn resulting from EBITDA), EUR 4mn in Q3/12 (thereof EUR 4mn resulting from EBITDA) and EUR 522mn in Q4/12 (thereof EUR 162mn resulting from EBITDA).

4 Excluding payments for spectrum licences: EUR 48mn in Q3/11 at Slovakia, EUR 15mn in Q3/11 at Albania, EUR 83mn in Q4/11 at Greece, EUR 37mn in Q1/12 at Hungary, EUR 2mn in Q1/12 at Slovakia, EUR 1mn in Q1/12 at Montenegro

EUR 1mn in Q2/12 at Romania, EUR 7mn in Q4/12 at Greece, EUR 52mn in Q4/12 at Romania and EUR 20mn in Q4/12 at Croatia.

# EUROPE

## EBITDA RECONCILIATION

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		<b>3.772</b>	<b>3.575</b>	<b>3.584</b>	<b>3.654</b>	<b>3.595</b>	<b>(4,7)</b>	<b>15.124</b>	<b>14.408</b>	<b>(4,7)</b>
<b>Total revenue (adjusted for special factors)</b>	<b>1</b>	<b>3.777</b>	<b>3.575</b>	<b>3.584</b>	<b>3.654</b>	<b>3.595</b>	<b>(4,8)</b>	<b>15.150</b>	<b>14.408</b>	<b>(4,9)</b>
Profit (loss) from operations = EBIT		(601)	450	462	617	(45)	92,5	780	1.484	90,3
- Depreciation, amortization and impairment losses		(1.834)	(717)	(706)	(707)	(1.103)	39,9	(4.215)	(3.233)	23,3
<b>= EBITDA</b>		<b>1.233</b>	<b>1.167</b>	<b>1.168</b>	<b>1.324</b>	<b>1.058</b>	<b>(14,2)</b>	<b>4.995</b>	<b>4.717</b>	<b>(5,6)</b>
EBITDA margin	%	32,7	32,6	32,6	36,2	29,4	(3,3p)	33,0	32,7	(0,3p)
- Special factors affecting EBITDA		(78)	(6)	(32)	(4)	(162)	n.a.	(246)	(204)	17,1
<b>= EBITDA (adjusted for special factors)</b>		<b>1.311</b>	<b>1.173</b>	<b>1.200</b>	<b>1.328</b>	<b>1.220</b>	<b>(6,9)</b>	<b>5.241</b>	<b>4.921</b>	<b>(6,1)</b>
EBITDA margin (adjusted for special factors)	%	34,7	32,8	33,5	36,3	33,9	(0,8p)	34,6	34,2	(0,4p)

## SPECIAL FACTORS

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	FY/11	FY/12
<b>Effects on EBITDA</b>		<b>(78)</b>	<b>(6)</b>	<b>(32)</b>	<b>(4)</b>	<b>(162)</b>	<b>(246)</b>	<b>(204)</b>
- of which personnel		(62)	(1)	(4)	(4)	(170)	(132)	(179)
- of which other		(16)	(5)	(28)	0	8	(114)	(25)
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(1.118)</b>	<b>(6)</b>	<b>(35)</b>	<b>(4)</b>	<b>(522)</b>	<b>(1.286)</b>	<b>(567)</b>
- of which personnel		(62)	(1)	(4)	(4)	(170)	(132)	(179)
- of which other	2	(1.056)	(5)	(31)	0	(352)	(1.154)	(388)

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 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, Macedonia Mobile EUR 48mn in Q4/11, Bulgaria EUR 63mn in Q4/12 and Austria EUR 297mn in Q4/12.

# EUROPE

## CUSTOMER SUMMARY

'000	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %
<b>Greece</b>							
- Fixed network Access Lines		3.317	3.219	3.137	3.078	3.016	(9,1)
- Broadband Access Lines		1.126	1.120	1.136	1.170	1.203	6,8
- Mobile Customers		7.885	7.862	7.856	7.778	7.697	(2,4)
<b>Romania</b>							
- Fixed network Access Lines		2.487	2.428	2.485	2.443	2.418	(2,8)
- Broadband Access Lines		1.078	1.100	1.104	1.114	1.134	5,2
- Mobile Customers	1	6.499	6.407	6.510	6.470	6.368	(2,0)
<b>Hungary</b>							
- Fixed network Access Lines		1.486	1.462	1.439	1.419	1.401	(5,7)
- Broadband Access Lines		848	855	864	868	875	3,2
- Mobile Customers		4.817	4.815	4.821	4.820	4.837	0,4
<b>Poland</b>							
- Mobile Customers	2	14.161	14.512	15.048	15.575	16.040	13,3
<b>Czech Republic</b>							
- Fixed network Access Lines		100	103	105	105	111	11,0
- Broadband Access Lines		100	103	105	105	111	11,0
- Mobile Customers		5.381	5.354	5.377	5.415	5.498	2,2
<b>Croatia</b>							
- Fixed network Access Lines		1.387	1.367	1.342	1.322	1.312	(5,4)
- Broadband Access Lines		651	654	652	652	658	1,1
- Mobile Customers	3	2.418	2.350	2.378	2.443	2.326	(3,8)
<b>Netherlands</b>							
- Fixed network Access Lines		294	291	290	288	283	(3,7)
- Broadband Access Lines		284	282	281	280	275	(3,2)
- Mobile Customers		4.909	4.856	4.744	4.761	4.720	(3,9)
<b>Slovakia</b>							
- Fixed network Access Lines		1.021	1.009	993	977	960	(6,0)
- Broadband Access Lines		464	468	470	473	480	3,4
- Mobile Customers		2.326	2.312	2.325	2.313	2.311	(0,6)
<b>Austria</b>							
- Mobile Customers		4.060	4.069	4.069	4.076	4.104	1,1
<b>Bulgaria</b>							
- Mobile Customers		4.265	4.359	4.357	4.441	4.518	5,9
<b>Other</b>							
- Fixed network Access Lines		471	461	457	457	453	(3,8)
- Broadband Access Lines		239	239	243	249	258	7,9
- Mobile Customers		3.573	3.311	3.329	3.445	3.457	(3,2)
<b>Total</b>							
- Fixed network Access Lines		10.563	10.339	10.248	10.089	9.954	(5,8)
- Broadband Access Lines Retail		4.588	4.614	4.642	4.688	4.766	3,9
- Wholesale Bundled Access Lines		153	153	154	155	153	0,0
- Wholesale Unbundled Access Lines		50	54	60	67	74	48,0
- Mobile Customers		60.293	60.208	60.814	61.536	61.876	2,6

1 As of Q2/12, mobile customers of Romtelecom's CDMA-network included.

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 and +2 mn prepaid customers in Q1-Q4/12.

3 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.

# GREECE

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		<b>867</b>	<b>819</b>	<b>828</b>	<b>825</b>	<b>781</b>	<b>(9,9)</b>	<b>3.546</b>	<b>3.253</b>	<b>(8,3)</b>
- of which Fixed network		516	484	480	477	464	(10,1)	2.103	1.905	(9,4)
- of which Mobile communications		404	381	388	398	358	(11,4)	1.648	1.525	(7,5)
<b>EBITDA</b>	<b>1</b>	<b>321</b>	<b>309</b>	<b>301</b>	<b>310</b>	<b>290</b>	<b>(9,7)</b>	<b>1.300</b>	<b>1.210</b>	<b>(6,9)</b>
- of which Fixed network		160	151	127	131	139	(13,1)	613	548	(10,6)
- of which Mobile communications		142	153	161	163	136	(4,2)	632	613	(3,0)
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>37,0</b>	<b>37,7</b>	<b>36,4</b>	<b>37,6</b>	<b>37,1</b>	<b>0,1p</b>	<b>36,7</b>	<b>37,2</b>	<b>0,5p</b>
- of which Fixed network	<b>%</b>	31,0	31,2	26,5	27,5	30,0	(1,0p)	29,1	28,8	(0,3p)
- of which Mobile communications	<b>%</b>	35,1	40,2	41,5	41,0	38,0	2,9p	38,3	40,2	1,9p
<b>Cash capex (as reported)</b>		<b>199</b>	<b>53</b>	<b>60</b>	<b>74</b>	<b>131</b>	<b>(34,2)</b>	<b>478</b>	<b>318</b>	<b>(33,5)</b>
- of which Fixed network		60	22	32	36	79	31,7	190	169	(11,1)
- of which Mobile communications		134	30	28	37	51	(61,9)	276	146	(47,1)
<b>Cash contribution</b>		<b>122</b>	<b>256</b>	<b>241</b>	<b>236</b>	<b>159</b>	<b>30,3</b>	<b>822</b>	<b>892</b>	<b>8,5</b>
- of which Fixed network		100	129	95	95	60	(40,0)	423	379	(10,4)
- of which Mobile communications		8	123	133	126	85	n.a.	356	467	31,2

1 Special factors affecting EBITDA: EUR 20mn in Q1/11, EUR 2mn in Q2/11, EUR 17mn in Q4/11 and EUR 123mn in Q4/12.

# GREECE

## OPERATIONAL

	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Fixed network (end of period)</b>										
Fixed network access lines	('000)	3.317	3.219	3.137	3.078	3.016	(9,1)	3.317	3.016	(9,1)
Broadband retail access lines	('000)	1.096	1.092	1.111	1.145	1.178	7,5	1.096	1.178	7,5
IPTV	('000)	50	46	42	44	45	(10,0)	50	45	(10,0)
Wholesale bundled access lines	('000)	30	28	25	25	26	(13,3)	30	26	(13,3)
ULLs	('000)	1.642	1.691	1.731	1.738	1.780	8,4	1.642	1.780	8,4
Wholesale unbundled access lines	('000)	0	0	0	0	0	n.a.	0	0	n.a.
<b>Mobile communications (end of period)</b>										
Service revenue	(€ million)	331	323	333	334	290	(12,4)	1.381	1.280	(7,3)
<b>Customers</b>	('000)	<b>7.885</b>	<b>7.862</b>	<b>7.856</b>	<b>7.778</b>	<b>7.697</b>	<b>(2,4)</b>	<b>7.885</b>	<b>7.697</b>	<b>(2,4)</b>
- contract	('000)	2.321	2.292	2.286	2.293	2.302	(0,8)	2.321	2.302	(0,8)
- prepaid	('000)	5.564	5.570	5.570	5.485	5.395	(3,0)	5.564	5.395	(3,0)
<b>Net Adds</b>	('000)	<b>11</b>	<b>(22)</b>	<b>(6)</b>	<b>(79)</b>	<b>(80)</b>	<b>n.a.</b>	<b>(106)</b>	<b>(187)</b>	<b>(76,4)</b>
- contract	('000)	2	(29)	(6)	7	9	n.a.	9	(18)	n.a.
- prepaid	('000)	9	6	0	(85)	(90)	n.a.	(115)	(169)	(47,0)
<b>Average monthly churn</b>	(%)	<b>2,0</b>	<b>1,9</b>	<b>1,9</b>	<b>2,4</b>	<b>2,2</b>	<b>0,2p</b>	<b>2,3</b>	<b>2,1</b>	<b>(0,2p)</b>
- contract	(%)	2,1	1,9	2,0	1,7	1,8	(0,3p)	1,9	1,8	(0,1p)
<b>SAC per gross add</b>	(€)	<b>24</b>	<b>22</b>	<b>20</b>	<b>19</b>	<b>25</b>	<b>4,2</b>	<b>27</b>	<b>22</b>	<b>(18,5)</b>
- contract	(€)	72	68	63	67	72	0,0	90	68	(24,4)
- prepaid	(€)	3	2	3	2	3	0,0	3	2	(33,3)
<b>SRC per retained customer</b>	(€)	<b>57</b>	<b>55</b>	<b>50</b>	<b>51</b>	<b>54</b>	<b>(5,3)</b>	<b>55</b>	<b>53</b>	<b>(3,6)</b>
<b>ARPU</b>	(€)	<b>14</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>12</b>	<b>(14,3)</b>	<b>15</b>	<b>14</b>	<b>(6,7)</b>
- contract	(€)	32	31	32	33	29	(9,4)	34	31	(8,8)
- prepaid	(€)	7	6	7	7	5	(28,6)	7	6	(14,3)
<b>non-voice % of ARPU</b>	(%)	<b>19</b>	<b>18</b>	<b>18</b>	<b>18</b>	<b>20</b>	<b>1p</b>	<b>19</b>	<b>19</b>	<b>0p</b>
<b>MOU per customer</b>	(min)	<b>283</b>	<b>275</b>	<b>286</b>	<b>284</b>	<b>285</b>	<b>0,7</b>	<b>294</b>	<b>283</b>	<b>(3,7)</b>
- contract	(min)	359	368	398	409	407	13,4	344	396	15,1



# ROMANIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>	<b>1</b>	<b>278</b>	<b>264</b>	<b>260</b>	<b>260</b>	<b>253</b>	<b>(9,0)</b>	<b>1.086</b>	<b>1.037</b>	<b>(4,5)</b>
- of which Fixed network		168	160	156	154	149	(11,3)	669	619	(7,5)
- of which Mobile communications		125	116	115	118	114	(8,8)	466	463	(0,6)
<b>EBITDA</b>	<b>2</b>	<b>73</b>	<b>69</b>	<b>69</b>	<b>78</b>	<b>73</b>	<b>0,0</b>	<b>274</b>	<b>289</b>	<b>5,5</b>
- of which Fixed network		43	41	40	45	41	(4,7)	172	167	(2,9)
- of which Mobile communications		30	27	28	35	30	0,0	101	120	18,8
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>26,3</b>	<b>26,1</b>	<b>26,5</b>	<b>30,0</b>	<b>28,9</b>	<b>2,6p</b>	<b>25,2</b>	<b>27,9</b>	<b>2,7p</b>
- of which Fixed network	<b>%</b>	25,6	25,6	25,6	29,2	27,5	1,9p	25,7	27,0	1,3p
- of which Mobile communications	<b>%</b>	24,0	23,3	24,3	29,7	26,3	2,3p	21,7	25,9	4,2p
<b>Cash capex (as reported)</b>		<b>30</b>	<b>47</b>	<b>28</b>	<b>14</b>	<b>82</b>	<b>n.a.</b>	<b>148</b>	<b>171</b>	<b>15,5</b>
- of which Fixed network		17	17	12	9	19	11,8	85	57	(32,9)
- of which Mobile communications		13	30	16	5	63	n.a.	63	114	81,0
<b>Cash contribution</b>		<b>43</b>	<b>22</b>	<b>41</b>	<b>64</b>	<b>(9)</b>	<b>n.a.</b>	<b>126</b>	<b>118</b>	<b>(6,3)</b>
- of which Fixed network		26	24	28	36	22	(15,4)	87	110	26,4
- of which Mobile communications		17	(3)	12	30	(33)	n.a.	38	6	(84,2)

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 20mn in Q1/11, EUR 16mn in Q2/11, EUR 5mn in Q3/11, EUR 11mn in Q4/11 and EUR 1mn in Q4/12.

# ROMANIA

## OPERATIONAL

	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Fixed network (end of period)</b>										
Fixed network access lines	('000)	2.487	2.428	2.485	2.443	2.418	(2,8)	2.487	2.418	(2,8)
Broadband retail access lines	('000)	1.078	1.100	1.104	1.114	1.134	5,2	1.078	1.134	5,2
IPTV	('000)	29	31	35	37	40	37,9	29	40	37,9
Wholesale bundled access lines	('000)	0	0	0	0	0	n.a.	0	0	n.a.
ULLs	('000)	1	1	1	0	0	(100,0)	1	0	(100,0)
Wholesale unbundled access lines	('000)	0	0	0	0	0	n.a.	0	0	n.a.
<b>Mobile communications (end of period)</b>										
Service revenue	(€ million)	102	98	96	96	94	(7,8)	397	384	(3,3)
<b>Customers</b>	('000)	<b>6.499</b>	<b>6.407</b>	<b>6.510</b>	<b>6.470</b>	<b>6.368</b>	<b>(2,0)</b>	<b>6.499</b>	<b>6.368</b>	<b>(2,0)</b>
- contract	('000)	1.500	1.501	1.605	1.626	1.638	9,2	1.500	1.638	9,2
- prepaid	('000)	4.998	4.907	4.904	4.845	4.730	(5,4)	4.998	4.730	(5,4)
<b>Net Adds</b>	('000)	<b>(41)</b>	<b>(92)</b>	<b>103</b>	<b>(39)</b>	<b>(102)</b>	<b>n.a.</b>	<b>(351)</b>	<b>(131)</b>	<b>62,7</b>
- contract	('000)	12	0	105	20	13	8,3	(3)	138	n.a.
- prepaid	('000)	(54)	(92)	(2)	(60)	(115)	n.a.	(348)	(269)	22,7
<b>Average monthly churn</b>	(%)	<b>3,7</b>	<b>3,5</b>	<b>3,2</b>	<b>3,8</b>	<b>3,8</b>	<b>0,1p</b>	<b>3,8</b>	<b>3,6</b>	<b>(0,2p)</b>
- contract	(%)	1,8	1,8	1,6	1,5	1,7	(0,1p)	1,9	1,6	(0,3p)
<b>SAC per gross add</b>	(€)	<b>17</b>	<b>10</b>	<b>9</b>	<b>9</b>	<b>11</b>	<b>(35,3)</b>	<b>10</b>	<b>10</b>	<b>0,0</b>
- contract	(€)	106	64	57	67	66	(37,7)	67	64	(4,5)
- prepaid	(€)	3	2	2	1	1	(66,7)	2	2	0,0
<b>SRC per retained customer</b>	(€)	<b>10</b>	<b>38</b>	<b>31</b>	<b>1</b>	<b>46</b>	<b>n.a.</b>	<b>22</b>	<b>30</b>	<b>36,4</b>
<b>ARPU</b>	(€)	<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	11	11	11	(15,4)	13	11	(15,4)
- prepaid	(€)	3	3	3	3	3	0,0	3	3	0,0
<b>non-voice % of ARPU</b>	(%)	<b>7</b>	<b>9</b>	<b>14</b>	<b>12</b>	<b>13</b>	<b>6p</b>	<b>7</b>	<b>12</b>	<b>5p</b>
<b>MOU per customer</b>	(min)	<b>256</b>	<b>262</b>	<b>262</b>	<b>254</b>	<b>267</b>	<b>4,3</b>	<b>248</b>	<b>261</b>	<b>5,2</b>
- contract	(min)	425	418	417	400	409	(3,8)	429	411	(4,2)

1 As of Q2/12, mobile customers of Romtelecom's CDMA-network included.

# HUNGARY

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		350	335	333	363	398	13,7	1.438	1.429	(0,6)
<b>Product View</b>		350	335	333	363	398	13,7	1.438	1.429	(0,6)
- of which Fixed network	1	157	160	151	163	190	21,0	635	664	4,6
- of which Mobile communications		192	175	182	199	208	8,3	802	764	(4,7)
<b>Segment View</b>		350	335	333	363	398	13,7	1.438	1.429	(0,6)
- of which Consumer		225	209	215	233	244	8,4	936	901	(3,7)
- of which Business		72	69	71	74	76	5,6	309	290	(6,1)
<b>EBITDA</b>	2	110	122	115	131	106	(3,6)	542	474	(12,5)
<b>EBITDA margin (EBITDA / total revenue)</b>	%	31,4	36,4	34,5	36,1	26,6	(4,8p)	37,7	33,2	(4,5p)
<b>Cash capex (as reported)</b>		73	111	38	49	59	(19,2)	219	257	17,4
<b>Cash contribution</b>		37	11	77	82	47	27,0	323	217	(32,8)

1 Fixed Network include Total revenue of HU GHS.

2 Special factors affecting EBITDA: EUR 4mn in Q1/11, 39 EURmn in Q2/11, EUR 24mn in Q3/11, EUR 13mn in Q4/11, EUR 1mn in Q1/12, EUR 1mn in Q2/12, EUR 1mn in Q3/12 and EUR 19mn in Q4/12.

# HUNGARY

## OPERATIONAL

	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Fixed network (end of period)</b>										
Fixed network access lines	('000)	1.486	1.462	1.439	1.419	1.401	(5,7)	1.486	1.401	(5,7)
Broadband retail access lines	('000)	741	752	766	773	785	5,9	741	785	5,9
IPTV	('000)	226	256	275	290	312	38,1	226	312	38,1
Wholesale bundled access lines	('000)	80	75	71	67	62	(22,5)	80	62	(22,5)
ULLs	('000)	21	20	20	19	17	(19,0)	21	17	(19,0)
Wholesale unbundled access lines	('000)	27	28	27	28	27	0,0	27	27	0,0
<b>Mobile communications (end of period)</b>										
Service revenue	(€ million)	167	163	168	181	179	7,2	725	691	(4,7)
<b>Customers</b>	('000)	<b>4.817</b>	<b>4.815</b>	<b>4.821</b>	<b>4.820</b>	<b>4.837</b>	<b>0,4</b>	<b>4.817</b>	<b>4.837</b>	<b>0,4</b>
- contract	('000)	2.225	2.224	2.243	2.267	2.287	2,8	2.225	2.287	2,8
- prepaid	('000)	2.592	2.592	2.578	2.553	2.550	(1,6)	2.592	2.550	(1,6)
<b>Net Adds</b>	('000)	<b>28</b>	<b>(2)</b>	<b>6</b>	<b>(1)</b>	<b>17</b>	<b>(39,3)</b>	<b>38</b>	<b>20</b>	<b>(47,4)</b>
- contract	('000)	50	(1)	19	24	20	(60,0)	141	62	(56,0)
- prepaid	('000)	(23)	(1)	(13)	(25)	(3)	87,0	(103)	(43)	58,3
<b>Average monthly churn</b>	(%)	<b>1,8</b>	<b>1,4</b>	<b>1,4</b>	<b>1,6</b>	<b>1,7</b>	<b>(0,1p)</b>	<b>1,6</b>	<b>1,5</b>	<b>(0,1p)</b>
- contract	(%)	1,2	1,3	1,1	1,0	1,4	0,2p	1,2	1,2	0,0p
<b>SAC per gross add</b>	(€)	<b>28</b>	<b>19</b>	<b>20</b>	<b>15</b>	<b>21</b>	<b>(25,0)</b>	<b>22</b>	<b>19</b>	<b>(13,6)</b>
- contract	(€)	60	44	48	32	43	(28,3)	50	42	(16,0)
- prepaid	(€)	7	4	4	5	8	14,3	4	5	25,0
<b>SRC per retained customer</b>	(€)	<b>73</b>	<b>46</b>	<b>56</b>	<b>35</b>	<b>49</b>	<b>(32,9)</b>	<b>67</b>	<b>47</b>	<b>(29,9)</b>
<b>ARPU</b>	(€)	<b>12</b>	<b>11</b>	<b>12</b>	<b>13</b>	<b>12</b>	<b>0,0</b>	<b>13</b>	<b>12</b>	<b>(7,7)</b>
- contract	(€)	19	19	20	21	20	5,3	21	20	(4,8)
- prepaid	(€)	5	5	5	5	5	0,0	6	5	(16,7)
<b>non-voice % of ARPU</b>	(%)	<b>22</b>	<b>23</b>	<b>23</b>	<b>23</b>	<b>24</b>	<b>2p</b>	<b>22</b>	<b>23</b>	<b>1p</b>
<b>MOU per customer</b>	(min)	<b>164</b>	<b>159</b>	<b>161</b>	<b>159</b>	<b>160</b>	<b>(2,4)</b>	<b>161</b>	<b>160</b>	<b>(0,6)</b>
- contract	(min)	266	263	267	260	263	(1,1)	270	263	(2,6)

# POLAND

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		<b>409</b>	<b>413</b>	<b>418</b>	<b>422</b>	<b>425</b>	<b>3,9</b>	<b>1.740</b>	<b>1.678</b>	<b>(3,6)</b>
- of which Consumer		254	250	255	259	257	1,2	1.086	1.021	(6,0)
- of which Business		142	145	145	146	151	6,3	598	587	(1,8)
<b>EBITDA</b>	<b>1</b>	<b>153</b>	<b>127</b>	<b>139</b>	<b>160</b>	<b>160</b>	<b>4,6</b>	<b>629</b>	<b>586</b>	<b>(6,8)</b>
EBITDA margin (EBITDA / total revenue)	%	37,4	30,8	33,3	37,9	37,6	0,2p	36,1	34,9	(1,2p)
<b>Cash capex (as reported)</b>		<b>55</b>	<b>73</b>	<b>34</b>	<b>51</b>	<b>67</b>	<b>21,8</b>	<b>165</b>	<b>225</b>	<b>36,4</b>
<b>Cash contribution</b>		<b>98</b>	<b>54</b>	<b>105</b>	<b>109</b>	<b>93</b>	<b>(5,1)</b>	<b>464</b>	<b>361</b>	<b>(22,2)</b>

## OPERATIONAL

		Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Mobile communications (end of period)</b>										
Service revenue	(€ million)	366	360	366	364	351	(4,1)	1.610	1.441	(10,5)
<b>Customers</b>	('000)	<b>14.161</b>	<b>14.512</b>	<b>15.048</b>	<b>15.575</b>	<b>16.040</b>	<b>13,3</b>	<b>14.161</b>	<b>16.040</b>	<b>13,3</b>
- contract	('000)	6.765	6.808	6.884	6.950	6.996	3,4	6.765	6.996	3,4
- prepaid	('000)	7.396	7.704	8.165	8.625	9.044	22,3	7.396	9.044	22,3
<b>Net Adds</b>	('000)	<b>755</b>	<b>351</b>	<b>537</b>	<b>526</b>	<b>465</b>	<b>(38,4)</b>	<b>902</b>	<b>1.879</b>	<b>n.a.</b>
- contract	('000)	29	43	76	66	46	58,6	25	231	n.a.
- prepaid	('000)	726	308	461	460	419	(42,3)	877	1.648	87,9
<b>Average monthly churn</b>	(%)	<b>0,9</b>	<b>1,6</b>	<b>1,3</b>	<b>1,4</b>	<b>1,5</b>	<b>0,6p</b>	<b>2,2</b>	<b>1,4</b>	<b>(0,8p)</b>
- contract	(%)	1,0	0,9	0,8	0,9	1,0	0,0p	1,0	0,9	(0,1p)
<b>SAC per gross add</b>	(€)	<b>17</b>	<b>30</b>	<b>26</b>	<b>21</b>	<b>20</b>	<b>17,6</b>	<b>20</b>	<b>24</b>	<b>20,0</b>
- contract	(€)	82	127	118	94	89	8,5	102	107	4,9
- prepaid	(€)	1	2	2	2	1	0,0	2	2	0,0
<b>SRC per retained customer</b>	(€)	<b>42</b>	<b>56</b>	<b>48</b>	<b>53</b>	<b>32</b>	<b>(23,8)</b>	<b>69</b>	<b>47</b>	<b>(31,9)</b>
<b>ARPU</b>	(€)	<b>9</b>	<b>8</b>	<b>8</b>	<b>8</b>	<b>7</b>	<b>(22,2)</b>	<b>10</b>	<b>8</b>	<b>(20,0)</b>
- contract	(€)	15	15	15	15	14	(6,7)	16	15	(6,3)
- prepaid	(€)	3	3	3	2	2	(33,3)	4	2	(50,0)
<b>non-voice % of ARPU</b>	(%)	<b>29</b>	<b>29</b>	<b>31</b>	<b>30</b>	<b>32</b>	<b>3p</b>	<b>27</b>	<b>31</b>	<b>4p</b>
<b>MOU per customer</b>	(min)	<b>135</b>	<b>130</b>	<b>129</b>	<b>126</b>	<b>124</b>	<b>(8,1)</b>	<b>138</b>	<b>127</b>	<b>(8,0)</b>
- contract	(min)	222	221	226	227	232	4,5	219	227	3,7

1 Special factors affecting EBITDA: EUR 5mn in Q3/11, EUR 27mn in Q2/12 and EUR -12mn in Q4/12.

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 and +2 mn prepaid customers in Q1-Q4/12.

# CZECH REPUBLIC

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		<b>270</b>	<b>255</b>	<b>259</b>	<b>273</b>	<b>257</b>	<b>(4,8)</b>	<b>1.092</b>	<b>1.044</b>	<b>(4,4)</b>
- of which Consumer		161	155	159	162	157	(2,5)	658	633	(3,8)
- of which Business		99	92	91	101	88	(11,1)	397	372	(6,3)
<b>EBITDA</b>	<b>1</b>	<b>118</b>	<b>123</b>	<b>116</b>	<b>136</b>	<b>111</b>	<b>(5,9)</b>	<b>509</b>	<b>486</b>	<b>(4,5)</b>
EBITDA margin (EBITDA / total revenue)	%	43,7	48,2	44,8	49,8	43,2	(0,5p)	46,6	46,6	0,0p
<b>Cash capex (as reported)</b>		<b>39</b>	<b>55</b>	<b>22</b>	<b>20</b>	<b>32</b>	<b>(17,9)</b>	<b>148</b>	<b>129</b>	<b>(12,8)</b>
<b>Cash contribution</b>		<b>79</b>	<b>68</b>	<b>94</b>	<b>116</b>	<b>79</b>	<b>0,0</b>	<b>361</b>	<b>357</b>	<b>(1,1)</b>

## OPERATIONAL

		Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Fixed network (end of period)</b>										
Fixed network access lines	('000)	100	103	105	105	111	11,0	100	111	11,0
Broadband retail access lines	('000)	100	103	105	105	111	11,0	100	111	11,0
IPTV	('000)	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale bundled access lines	('000)	0	0	0	0	0	n.a.	0	0	n.a.
ULLs	('000)	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale unbundled access lines	('000)	0	0	0	0	0	n.a.	0	0	n.a.
<b>Mobile communications (end of period)</b>										
Service revenue	(€ million)	243	230	234	248	223	(8,2)	1.006	935	(7,1)
<b>Customers</b>	('000)	<b>5.381</b>	<b>5.354</b>	<b>5.377</b>	<b>5.415</b>	<b>5.498</b>	<b>2,2</b>	<b>5.381</b>	<b>5.498</b>	<b>2,2</b>
- contract	('000)	2.872	2.899	2.949	3.003	3.072	7,0	2.872	3.072	7,0
- prepaid	('000)	2.509	2.455	2.428	2.412	2.426	(3,3)	2.509	2.426	(3,3)
<b>Net Adds</b>	('000)	<b>(17)</b>	<b>(27)</b>	<b>23</b>	<b>38</b>	<b>83</b>	<b>n.a.</b>	<b>(86)</b>	<b>117</b>	<b>n.a.</b>
- contract	('000)	28	26	50	55	69	n.a.	101	199	97,0
- prepaid	('000)	(46)	(54)	(27)	(16)	14	n.a.	(188)	(83)	55,9
<b>Average monthly churn</b>	(%)	<b>1,3</b>	<b>1,2</b>	<b>1,1</b>	<b>1,1</b>	<b>1,1</b>	<b>(0,2p)</b>	<b>1,3</b>	<b>1,1</b>	<b>(0,2p)</b>
- contract	(%)	0,4	0,5	0,4	0,3	0,3	(0,1p)	0,5	0,4	(0,1p)
<b>SAC per gross add</b>	(€)	<b>35</b>	<b>22</b>	<b>35</b>	<b>32</b>	<b>37</b>	<b>5,7</b>	<b>32</b>	<b>32</b>	<b>0,0</b>
- contract	(€)	80	48	73	66	75	(6,3)	74	67	(9,5)
- prepaid	(€)	0	0	1	2	3	n.a.	0	2	n.a.
<b>SRC per retained customer</b>	(€)	<b>39</b>	<b>35</b>	<b>32</b>	<b>30</b>	<b>36</b>	<b>(7,7)</b>	<b>30</b>	<b>33</b>	<b>10,0</b>
<b>ARPU</b>	(€)	<b>15</b>	<b>14</b>	<b>15</b>	<b>15</b>	<b>13</b>	<b>(13,3)</b>	<b>15</b>	<b>14</b>	<b>(6,7)</b>
- contract	(€)	23	21	21	23	20	(13,0)	23	21	(8,7)
- prepaid	(€)	6	6	6	6	5	(16,7)	6	6	0,0
<b>non-voice % of ARPU</b>	(%)	<b>26</b>	<b>27</b>	<b>27</b>	<b>27</b>	<b>28</b>	<b>2p</b>	<b>25</b>	<b>27</b>	<b>2p</b>
<b>MOU per customer</b>	(min)	<b>129</b>	<b>132</b>	<b>134</b>	<b>130</b>	<b>138</b>	<b>7,0</b>	<b>126</b>	<b>133</b>	<b>5,6</b>
- contract	(min)	207	208	210	201	211	1,9	205	208	1,5

1 Special factors affecting EBITDA: EUR 1mn in Q2/12 and EUR 1mn in Q3/12.

# NETHERLANDS

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		<b>465</b>	<b>421</b>	<b>419</b>	<b>413</b>	<b>411</b>	<b>(11,6)</b>	<b>1.747</b>	<b>1.664</b>	<b>(4,8)</b>
- of which Consumer		372	325	322	325	321	(13,7)	1.384	1.293	(6,6)
- of which Business		75	81	80	75	75	0,0	295	311	5,4
<b>EBITDA</b>	<b>1</b>	<b>174</b>	<b>115</b>	<b>133</b>	<b>143</b>	<b>134</b>	<b>(23,0)</b>	<b>505</b>	<b>525</b>	<b>4,0</b>
EBITDA margin (EBITDA / total revenue)	%	37,4	27,3	31,7	34,6	32,6	(4,8p)	28,9	31,6	2,7p
<b>Cash capex (as reported)</b>		<b>41</b>	<b>44</b>	<b>22</b>	<b>22</b>	<b>49</b>	<b>19,5</b>	<b>170</b>	<b>137</b>	<b>(19,4)</b>
<b>Cash contribution</b>		<b>133</b>	<b>71</b>	<b>111</b>	<b>121</b>	<b>85</b>	<b>(36,1)</b>	<b>335</b>	<b>388</b>	<b>15,8</b>

## OPERATIONAL

		Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Fixed network (end of period)</b>										
Fixed network access lines	('000)	294	291	290	288	283	(3,7)	294	283	(3,7)
Broadband retail access lines	('000)	284	282	281	280	275	(3,2)	284	275	(3,2)
IPTV	('000)	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale bundled access lines	('000)	0	0	0	0	0	n.a.	0	0	n.a.
ULLs	('000)	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale unbundled access lines	('000)	0	0	0	0	0	n.a.	0	0	n.a.
<b>Mobile communications (end of period)</b>										
Service revenue	(€ million)	383	341	353	342	330	(13,8)	1.440	1.366	(5,1)
<b>Customers</b>	('000)	<b>4.909</b>	<b>4.856</b>	<b>4.744</b>	<b>4.761</b>	<b>4.720</b>	<b>(3,9)</b>	<b>4.909</b>	<b>4.720</b>	<b>(3,9)</b>
- contract	('000)	2.931	2.988	3.029	3.063	3.052	4,1	2.931	3.052	4,1
- prepaid	('000)	1.978	1.868	1.715	1.697	1.668	(15,7)	1.978	1.668	(15,7)
<b>Net Adds</b>	('000)	<b>(26)</b>	<b>(53)</b>	<b>(112)</b>	<b>17</b>	<b>(41)</b>	<b>(57,7)</b>	<b>303</b>	<b>(189)</b>	<b>n.a.</b>
- contract	('000)	46	57	42	34	(11)	n.a.	201	121	(39,8)
- prepaid	('000)	(72)	(110)	(153)	(17)	(29)	59,7	102	(310)	n.a.
<b>Average monthly churn</b>	(%)	<b>2,9</b>	<b>2,9</b>	<b>3,2</b>	<b>2,5</b>	<b>2,8</b>	<b>(0,1p)</b>	<b>2,7</b>	<b>2,8</b>	<b>0,1p</b>
- contract	(%)	1,3	1,2	1,1	1,2	1,6	0,3p	1,3	1,3	0,0p
<b>SAC per gross add</b>	(€)	<b>84</b>	<b>120</b>	<b>102</b>	<b>96</b>	<b>93</b>	<b>10,7</b>	<b>86</b>	<b>103</b>	<b>19,8</b>
- contract	(€)	183	221	210	207	199	8,7	204	210	2,9
- prepaid	(€)	21	33	26	22	22	4,8	19	26	36,8
<b>SRC per retained customer</b>	(€)	<b>165</b>	<b>190</b>	<b>200</b>	<b>159</b>	<b>187</b>	<b>13,3</b>	<b>181</b>	<b>184</b>	<b>1,7</b>
<b>ARPU</b>	(€)	<b>26</b>	<b>23</b>	<b>25</b>	<b>24</b>	<b>23</b>	<b>(11,5)</b>	<b>25</b>	<b>24</b>	<b>(4,0)</b>
- contract	(€)	40	35	36	34	33	(17,5)	39	35	(10,3)
- prepaid	(€)	5	5	5	6	5	0,0	5	5	0,0
<b>non-voice % of ARPU</b>	(%)	<b>33</b>	<b>36</b>	<b>40</b>	<b>40</b>	<b>39</b>	<b>6p</b>	<b>35</b>	<b>39</b>	<b>4p</b>
<b>MOU per customer</b>	(min)	<b>135</b>	<b>134</b>	<b>138</b>	<b>129</b>	<b>132</b>	<b>(2,2)</b>	<b>139</b>	<b>133</b>	<b>(4,3)</b>
- contract	(min)	210	204	201	184	189	(10,0)	216	195	(9,7)

1 Special factors affecting EBITDA: EUR 6mn in Q2/11, EUR 1mn in Q3/11, EUR 7mn in Q4/11, EUR 4mn in Q1/12, EUR 1mn in Q2/12, EUR 1mn in Q3/12 and EUR 3mn in Q4/12.

# CROATIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		<b>263</b>	<b>239</b>	<b>245</b>	<b>269</b>	<b>239</b>	<b>(9,1)</b>	<b>1.084</b>	<b>992</b>	<b>(8,5)</b>
<b>Product View</b>		<b>263</b>	<b>239</b>	<b>245</b>	<b>269</b>	<b>239</b>	<b>(9,1)</b>	<b>1.084</b>	<b>992</b>	<b>(8,5)</b>
- of which Fixed network		160	144	144	145	144	(10,0)	646	577	(10,7)
- of which Mobile communications		103	95	101	124	95	(7,8)	438	415	(5,3)
<b>Segment View</b>		<b>263</b>	<b>239</b>	<b>245</b>	<b>269</b>	<b>239</b>	<b>(9,1)</b>	<b>1.084</b>	<b>992</b>	<b>(8,5)</b>
- of which Consumer		147	134	135	141	135	(8,2)	592	545	(7,9)
- of which Business		90	80	78	80	78	(13,3)	358	316	(11,7)
<b>EBITDA</b>	<b>1</b>	<b>131</b>	<b>101</b>	<b>113</b>	<b>133</b>	<b>122</b>	<b>(6,9)</b>	<b>508</b>	<b>469</b>	<b>(7,7)</b>
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>49,8</b>	<b>42,3</b>	<b>46,1</b>	<b>49,4</b>	<b>51,0</b>	<b>1,2p</b>	<b>46,9</b>	<b>47,3</b>	<b>0,4p</b>
<b>Cash capex (as reported)</b>		<b>19</b>	<b>20</b>	<b>21</b>	<b>28</b>	<b>68</b>	<b>n.a.</b>	<b>111</b>	<b>137</b>	<b>23,4</b>
<b>Cash contribution</b>		<b>112</b>	<b>81</b>	<b>92</b>	<b>105</b>	<b>54</b>	<b>(51,8)</b>	<b>397</b>	<b>332</b>	<b>(16,4)</b>

1 Special factors affecting EBITDA: EUR 22mn in Q4/11 and EUR 19mn in Q4/12.



# CROATIA

## OPERATIONAL

	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Fixed network (end of period)</b>										
Fixed network access lines	('000)	1.387	1.367	1.342	1.322	1.312	(5,4)	1.387	1.312	(5,4)
Broadband retail access lines	('000)	647	643	634	629	633	(2,2)	647	633	(2,2)
IPTV	('000)	323	323	323	322	333	3,1	323	333	3,1
Wholesale bundled access lines	('000)	4	11	18	22	23	n.a.	4	23	n.a.
ULLs	('000)	176	155	161	164	162	(8,0)	176	162	(8,0)
Wholesale unbundled access lines	('000)	0	0	1	1	2	n.a.	0	2	n.a.
<b>Mobile communications (end of period)</b>										
Service revenue	(€ million)	94	86	91	113	84	(10,6)	396	374	(5,6)
<b>Customers</b>	('000)	<b>1</b>	<b>2.418</b>	<b>2.350</b>	<b>2.378</b>	<b>2.443</b>	<b>(3,8)</b>	<b>2.418</b>	<b>2.326</b>	<b>(3,8)</b>
- contract	('000)	1.035	1.031	1.025	1.020	1.011	(2,3)	1.035	1.011	(2,3)
- prepaid	('000)	1.383	1.319	1.353	1.423	1.315	(4,9)	1.383	1.315	(4,9)
<b>Net Adds</b>	('000)	<b>(67)</b>	<b>(68)</b>	<b>28</b>	<b>65</b>	<b>(117)</b>	<b>(74,6)</b>	<b>(483)</b>	<b>(93)</b>	<b>80,7</b>
- contract	('000)	(2)	(4)	(6)	(5)	(9)	n.a.	32	(24)	n.a.
- prepaid	('000)	(65)	(64)	34	70	(108)	(66,2)	(515)	(68)	86,8
<b>Average monthly churn</b>	(%)	<b>3,4</b>	<b>3,4</b>	<b>2,4</b>	<b>2,6</b>	<b>4,3</b>	<b>0,9p</b>	<b>3,7</b>	<b>3,2</b>	<b>(0,5p)</b>
- contract	(%)	1,2	1,2	1,2	1,0	1,3	0,1p	1,1	1,2	0,1p
<b>SAC per gross add</b>	(€)	<b>11</b>	<b>12</b>	<b>11</b>	<b>8</b>	<b>12</b>	<b>9,1</b>	<b>16</b>	<b>11</b>	<b>(31,3)</b>
- contract	(€)	52	63	64	59	62	19,2	67	62	(7,5)
- prepaid	(€)	3	4	4	3	3	0,0	7	3	(57,1)
<b>SRC per retained customer</b>	(€)	<b>70</b>	<b>75</b>	<b>89</b>	<b>71</b>	<b>72</b>	<b>2,9</b>	<b>107</b>	<b>77</b>	<b>(28,0)</b>
<b>ARPU</b>	(€)	<b>13</b>	<b>12</b>	<b>13</b>	<b>16</b>	<b>12</b>	<b>(7,7)</b>	<b>12</b>	<b>13</b>	<b>8,3</b>
- contract	(€)	21	19	20	26	18	(14,3)	22	21	(4,5)
- prepaid	(€)	7	7	7	8	7	0,0	5	7	40,0
<b>non-voice % of ARPU</b>	(%)	<b>35</b>	<b>31</b>	<b>29</b>	<b>30</b>	<b>36</b>	<b>1p</b>	<b>30</b>	<b>31</b>	<b>1p</b>
<b>MOU per customer</b>	(min)	<b>133</b>	<b>131</b>	<b>143</b>	<b>154</b>	<b>155</b>	<b>16,5</b>	<b>116</b>	<b>146</b>	<b>25,9</b>
- contract	(min)	220	186	206	223	228	3,6	206	211	2,4

1 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)

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>	<b>1</b>	<b>231</b>	<b>206</b>	<b>202</b>	<b>205</b>	<b>224</b>	<b>(3,0)</b>	<b>898</b>	<b>837</b>	<b>(6,8)</b>
<b>Product View</b>		<b>231</b>	<b>206</b>	<b>202</b>	<b>205</b>	<b>224</b>	<b>(3,0)</b>	<b>898</b>	<b>837</b>	<b>(6,8)</b>
- of which Fixed network		114	99	94	97	110	(3,5)	436	400	(8,3)
- of which Mobile communications		117	107	108	109	113	(3,4)	462	437	(5,4)
<b>Segment View</b>		<b>231</b>	<b>206</b>	<b>202</b>	<b>205</b>	<b>224</b>	<b>(3,0)</b>	<b>898</b>	<b>837</b>	<b>(6,8)</b>
- of which Consumer		132	124	121	122	133	0,8	530	500	(5,7)
- of which Business		70	65	61	60	69	(1,4)	266	255	(4,1)
<b>EBITDA</b>	<b>2</b>	<b>91</b>	<b>86</b>	<b>84</b>	<b>89</b>	<b>93</b>	<b>2,2</b>	<b>388</b>	<b>352</b>	<b>(9,3)</b>
<b>EBITDA margin (EBITDA / total revenue)</b>	<b>%</b>	<b>39,4</b>	<b>41,7</b>	<b>41,6</b>	<b>43,4</b>	<b>41,5</b>	<b>2,1p</b>	<b>43,2</b>	<b>42,1</b>	<b>(1,1p)</b>
<b>Cash capex (as reported)</b>		<b>33</b>	<b>43</b>	<b>22</b>	<b>16</b>	<b>23</b>	<b>(30,3)</b>	<b>182</b>	<b>104</b>	<b>(42,9)</b>
<b>Cash contribution</b>		<b>58</b>	<b>43</b>	<b>62</b>	<b>73</b>	<b>70</b>	<b>20,7</b>	<b>206</b>	<b>248</b>	<b>20,4</b>

1 Total revenue in Q1/11 adjusted for EUR 12mn Special factors (almost completely related to Fixed network).

2 Special factors affecting EBITDA: EUR 14mn in Q1/11 (of which EUR 12mn resulting from Total revenue), EUR 3mn in Q2/11, EUR 1mn in Q3/11, EUR 5mn in Q4/11, EUR 1mn in Q2/12, EUR 1mn in Q3/12 and EUR 5mn in Q4/12.

# SLOVAKIA

## OPERATIONAL

	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Fixed network (end of period)</b>										
Fixed network access lines	('000)	1.021	1.009	993	977	960	(6,0)	1.021	960	(6,0)
Broadband retail access lines	('000)	426	427	422	420	420	(1,4)	426	420	(1,4)
IPTV	('000)	94	95	96	100	104	10,6	94	104	10,6
Wholesale bundled access lines	('000)	14	15	15	15	16	14,3	14	16	14,3
ULLs	('000)	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale unbundled access lines	('000)	23	27	32	38	45	95,7	23	45	95,7
<b>Mobile communications (end of period)</b>										
Service revenue	(€ million)	103	98	97	98	93	(9,7)	421	386	(8,3)
<b>Customers</b>	('000)	<b>2.326</b>	<b>2.312</b>	<b>2.325</b>	<b>2.313</b>	<b>2.311</b>	<b>(0,6)</b>	<b>2.326</b>	<b>2.311</b>	<b>(0,6)</b>
- contract	('000)	1.447	1.446	1.459	1.457	1.463	1,1	1.447	1.463	1,1
- prepaid	('000)	879	866	866	857	848	(3,5)	879	848	(3,5)
<b>Net Adds</b>	('000)	<b>8</b>	<b>(13)</b>	<b>12</b>	<b>(12)</b>	<b>(3)</b>	<b>n.a.</b>	<b>(85)</b>	<b>(15)</b>	<b>82,4</b>
- contract	('000)	5	0	12	(2)	6	20,0	3	16	n.a.
- prepaid	('000)	3	(13)	0	(10)	(9)	n.a.	(89)	(31)	65,2
<b>Average monthly churn</b>	(%)	<b>1,5</b>	<b>1,5</b>	<b>1,2</b>	<b>1,3</b>	<b>1,3</b>	<b>(0,2p)</b>	<b>1,4</b>	<b>1,3</b>	<b>(0,1p)</b>
- contract	(%)	1,3	1,4	1,1	1,1	1,1	(0,2p)	1,1	1,1	0,0p
<b>SAC per gross add</b>	(€)	<b>39</b>	<b>52</b>	<b>56</b>	<b>80</b>	<b>70</b>	<b>79,5</b>	<b>40</b>	<b>64</b>	<b>60,0</b>
- contract	(€)	83	91	95	138	117	41,0	81	109	34,6
- prepaid	(€)	3	1	1	4	6	100,0	2	3	50,0
<b>SRC per retained customer</b>	(€)	<b>91</b>	<b>90</b>	<b>95</b>	<b>107</b>	<b>72</b>	<b>(20,9)</b>	<b>88</b>	<b>90</b>	<b>2,3</b>
<b>ARPU</b>	(€)	<b>15</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>(6,7)</b>	<b>15</b>	<b>14</b>	<b>(6,7)</b>
- contract	(€)	21	20	20	20	19	(9,5)	22	20	(9,1)
- prepaid	(€)	4	4	4	4	4	0,0	4	4	0,0
<b>non-voice % of ARPU</b>	(%)	<b>24</b>	<b>25</b>	<b>24</b>	<b>26</b>	<b>27</b>	<b>3p</b>	<b>23</b>	<b>26</b>	<b>3p</b>
<b>MOU per customer</b>	(min)	<b>126</b>	<b>122</b>	<b>125</b>	<b>125</b>	<b>133</b>	<b>5,6</b>	<b>123</b>	<b>126</b>	<b>2,4</b>
- contract	(min)	185	179	181	179	189	2,2	183	182	(0,5)

# AUSTRIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		<b>234</b>	<b>227</b>	<b>217</b>	<b>219</b>	<b>215</b>	<b>(8,1)</b>	<b>924</b>	<b>878</b>	<b>(5,0)</b>
- of which Consumer		182	170	167	167	168	(7,7)	719	672	(6,5)
- of which Business		41	40	39	40	39	(4,9)	150	158	5,3
<b>EBITDA</b>	<b>1</b>	<b>56</b>	<b>60</b>	<b>53</b>	<b>65</b>	<b>56</b>	<b>0,0</b>	<b>253</b>	<b>234</b>	<b>(7,5)</b>
EBITDA margin (EBITDA / total revenue)	%	23,9	26,4	24,4	29,7	26,0	2,1p	27,4	26,7	(0,7p)
<b>Cash capex (as reported)</b>		<b>41</b>	<b>27</b>	<b>16</b>	<b>24</b>	<b>30</b>	<b>(26,8)</b>	<b>102</b>	<b>97</b>	<b>(4,9)</b>
<b>Cash contribution</b>		<b>15</b>	<b>33</b>	<b>37</b>	<b>41</b>	<b>26</b>	<b>73,3</b>	<b>151</b>	<b>137</b>	<b>(9,3)</b>

## OPERATIONAL

		Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Mobile communications (end of period)</b>										
Service revenue	(€ million)	210	209	199	201	193	(8,1)	863	802	(7,1)
<b>Customers</b>	('000)	<b>4.060</b>	<b>4.069</b>	<b>4.069</b>	<b>4.076</b>	<b>4.104</b>	<b>1,1</b>	<b>4.060</b>	<b>4.104</b>	<b>1,1</b>
- contract	('000)	2.522	2.533	2.528	2.537	2.571	1,9	2.522	2.571	1,9
- prepaid	('000)	1.538	1.537	1.541	1.538	1.533	(0,3)	1.538	1.533	(0,3)
<b>Net Adds</b>	('000)	<b>126</b>	<b>9</b>	<b>0</b>	<b>6</b>	<b>29</b>	<b>(77,0)</b>	<b>281</b>	<b>45</b>	<b>(84,0)</b>
- contract	('000)	96	11	(5)	9	34	(64,6)	140	50	(64,3)
- prepaid	('000)	30	(2)	5	(3)	(5)	n.a.	142	(5)	n.a.
<b>Average monthly churn</b>	(%)	<b>1,6</b>	<b>1,8</b>	<b>1,6</b>	<b>1,7</b>	<b>1,7</b>	<b>0,1p</b>	<b>1,6</b>	<b>1,7</b>	<b>0,1p</b>
- contract	(%)	0,9	1,0	0,9	0,7	0,8	(0,1p)	0,9	0,9	0,0p
<b>SAC per gross add</b>	(€)	<b>66</b>	<b>70</b>	<b>69</b>	<b>48</b>	<b>68</b>	<b>3,0</b>	<b>65</b>	<b>64</b>	<b>(1,5)</b>
- contract	(€)	113	142	163	114	141	24,8	143	140	(2,1)
- prepaid	(€)	8	4	7	7	10	25,0	7	7	0,0
<b>SRC per retained customer</b>	(€)	<b>102</b>	<b>101</b>	<b>90</b>	<b>79</b>	<b>107</b>	<b>4,9</b>	<b>105</b>	<b>96</b>	<b>(8,6)</b>
<b>ARPU</b>	(€)	<b>18</b>	<b>17</b>	<b>16</b>	<b>16</b>	<b>16</b>	<b>(11,1)</b>	<b>18</b>	<b>16</b>	<b>(11,1)</b>
- contract	(€)	26	25	24	24	23	(11,5)	27	24	(11,1)
- prepaid	(€)	5	4	4	4	4	(20,0)	5	4	(20,0)
<b>non-voice % of ARPU</b>	(%)	<b>38</b>	<b>39</b>	<b>40</b>	<b>41</b>	<b>42</b>	<b>4p</b>	<b>35</b>	<b>41</b>	<b>6p</b>
<b>MOU per customer</b>	(min)	<b>219</b>	<b>217</b>	<b>216</b>	<b>202</b>	<b>209</b>	<b>(4,6)</b>	<b>221</b>	<b>211</b>	<b>(4,5)</b>
- contract	(min)	307	304	304	285	293	(4,6)	308	296	(3,9)

1 Special factors affecting EBITDA: EUR 2mn in Q3/11 and EUR 1mn in Q2/12.

# BULGARIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		<b>107</b>	<b>97</b>	<b>102</b>	<b>86</b>	<b>93</b>	<b>(13,1)</b>	<b>413</b>	<b>378</b>	<b>(8,5)</b>
- of which Consumer		81	74	79	64	71	(12,3)	308	288	(6,5)
- of which Business		23	20	21	17	17	(26,1)	89	75	(15,7)
<b>EBITDA</b>		<b>40</b>	<b>34</b>	<b>39</b>	<b>33</b>	<b>29</b>	<b>(27,5)</b>	<b>158</b>	<b>135</b>	<b>(14,6)</b>
EBITDA margin (EBITDA / total revenue)	%	37,4	35,1	38,2	38,4	31,2	(6,2p)	38,3	35,7	(2,6p)
<b>Cash capex (as reported)</b>		<b>16</b>	<b>13</b>	<b>7</b>	<b>16</b>	<b>10</b>	<b>(37,5)</b>	<b>62</b>	<b>46</b>	<b>(25,8)</b>
<b>Cash contribution</b>		<b>24</b>	<b>21</b>	<b>32</b>	<b>17</b>	<b>19</b>	<b>(20,8)</b>	<b>96</b>	<b>89</b>	<b>(7,3)</b>

## OPERATIONAL

		Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Mobile communications (end of period)</b>										
Service revenue	(€ million)	91	86	90	72	72	(20,9)	363	320	(11,8)
<b>Customers</b>	('000)	<b>4.265</b>	<b>4.359</b>	<b>4.357</b>	<b>4.441</b>	<b>4.518</b>	<b>5,9</b>	<b>4.265</b>	<b>4.518</b>	<b>5,9</b>
- contract	('000)	2.401	2.461	2.481	2.519	2.578	7,4	2.401	2.578	7,4
- prepaid	('000)	1.864	1.898	1.876	1.922	1.941	4,1	1.864	1.941	4,1
<b>Net Adds</b>	('000)	<b>99</b>	<b>95</b>	<b>(3)</b>	<b>84</b>	<b>78</b>	<b>(21,2)</b>	<b>345</b>	<b>254</b>	<b>(26,4)</b>
- contract	('000)	55	60	19	38	59	7,3	114	177	55,3
- prepaid	('000)	44	35	(22)	46	19	(56,8)	231	77	(66,7)
<b>Average monthly churn</b>	(%)	<b>2,5</b>	<b>2,3</b>	<b>2,8</b>	<b>2,4</b>	<b>2,5</b>	<b>0,0p</b>	<b>2,7</b>	<b>2,5</b>	<b>(0,2p)</b>
- contract	(%)	1,8	1,8	1,7	1,6	1,7	(0,1p)	1,8	1,7	(0,1p)
<b>SAC per gross add</b>	(€)	<b>10</b>	<b>14</b>	<b>8</b>	<b>6</b>	<b>7</b>	<b>(30,0)</b>	<b>8</b>	<b>9</b>	<b>12,5</b>
- contract	(€)	22	29	18	15	15	(31,8)	19	20	5,3
- prepaid	(€)	0	1	0	0	0	n.a.	0	0	n.a.
<b>SRC per retained customer</b>	(€)	<b>6</b>	<b>9</b>	<b>8</b>	<b>7</b>	<b>7</b>	<b>16,7</b>	<b>8</b>	<b>8</b>	<b>0,0</b>
<b>ARPU</b>	(€)	<b>7</b>	<b>7</b>	<b>7</b>	<b>5</b>	<b>5</b>	<b>(28,6)</b>	<b>7</b>	<b>6</b>	<b>(14,3)</b>
- contract	(€)	11	10	10	8	8	(27,3)	11	9	(18,2)
- prepaid	(€)	2	2	2	2	1	(50,0)	2	2	0,0
<b>non-voice % of ARPU</b>	(%)	<b>12</b>	<b>11</b>	<b>10</b>	<b>14</b>	<b>13</b>	<b>1p</b>	<b>10</b>	<b>12</b>	<b>2p</b>
<b>MOU per customer</b>	(min)	<b>147</b>	<b>148</b>	<b>149</b>	<b>151</b>	<b>150</b>	<b>2,0</b>	<b>145</b>	<b>150</b>	<b>3,4</b>
- contract	(min)	229	230	227	223	222	(3,1)	219	226	3,2

# EVERYTHING EVERYWHERE (JOINT VENTURE DEUTSCHE TELEKOM - FRANCE TELECOM)

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

millions of GBP	Note	H1/11	Q4/11	H2/11	Q1/12	Q2/12	H1/12	Q3/12	Q4/12	% y.o.y.	H2/12	FY/11	FY/12	% y.o.y.
<b>Total revenue</b>		<b>3.367</b>	<b>1.720</b>	<b>3.417</b>	<b>1.670</b>	<b>1.644</b>	<b>3.314</b>	<b>1.671</b>	<b>1.672</b>	<b>(2,8)</b>	<b>3.343</b>	<b>6.784</b>	<b>6.657</b>	<b>(1,9)</b>
<b>EBITDA (as reported)</b>		<b>582</b>	<b>—</b>	<b>589</b>	<b>—</b>	<b>—</b>	<b>551</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>535</b>	<b>1.171</b>	<b>1.085</b>	<b>(7,3)</b>
EBITDA margin (EBITDA (as reported) / total revenue)	%	17,3	—	17,2	—	—	16,6	—	—	—	16,0	17,3	16,3	(1,0p)
<b>Restructuring cost included in EBITDA</b>		<b>25</b>	<b>—</b>	<b>49</b>	<b>—</b>	<b>—</b>	<b>16</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>90</b>	<b>75</b>	<b>106</b>	<b>41,3</b>
<b>EBITDA (adjusted) <sup>2</sup></b>		<b>682</b>	<b>—</b>	<b>733</b>	<b>—</b>	<b>—</b>	<b>673</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>737</b>	<b>1.416</b>	<b>1.410</b>	<b>(0,4)</b>
EBITDA margin (EBITDA / total revenue)	%	20,3	—	21,5	—	—	20,3	—	—	—	22,0	20,9	21,2	0,3p
<b>Capex</b>		<b>216</b>	<b>—</b>	<b>351</b>	<b>—</b>	<b>—</b>	<b>245</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>361</b>	<b>567</b>	<b>606</b>	<b>6,9</b>

## OPERATIONAL <sup>1,3</sup>

		H1/11	Q4/11	H2/11	Q1/12	Q2/12	H1/12	Q3/12	Q4/12	% y.o.y.	H2/12	FY/11	FY/12	% y.o.y.
Service revenue <sup>4</sup>	(GBP million)	<b>3.044</b>	<b>1.526</b>	<b>3.068</b>	<b>1.503</b>	<b>1.486</b>	<b>2.989</b>	<b>1.496</b>	<b>1.467</b>	<b>(3,9)</b>	<b>2.963</b>	<b>6.112</b>	<b>5.953</b>	<b>(2,6)</b>
Customers	('000)	<b>—</b>	<b>27.563</b>	<b>—</b>	<b>27.219</b>	<b>27.047</b>	<b>—</b>	<b>26.913</b>	<b>26.846</b>	<b>(2,6)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
- contract	('000)	<b>—</b>	<b>12.842</b>	<b>—</b>	<b>12.993</b>	<b>13.143</b>	<b>—</b>	<b>13.393</b>	<b>13.594</b>	<b>5,9</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
- prepaid	('000)	<b>—</b>	<b>13.992</b>	<b>—</b>	<b>13.498</b>	<b>13.185</b>	<b>—</b>	<b>12.792</b>	<b>12.554</b>	<b>(10,3)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
- home	('000)	<b>—</b>	<b>729</b>	<b>—</b>	<b>728</b>	<b>719</b>	<b>—</b>	<b>728</b>	<b>698</b>	<b>(4,3)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Net Adds	('000)	<b>(443)</b>	<b>70</b>	<b>28</b>	<b>(344)</b>	<b>(172)</b>	<b>(516)</b>	<b>(143)</b>	<b>(68)</b>	<b>n.a.</b>	<b>(211)</b>	<b>—</b>	<b>—</b>	<b>—</b>
- contract	('000)	<b>396</b>	<b>313</b>	<b>498</b>	<b>151</b>	<b>150</b>	<b>301</b>	<b>250</b>	<b>201</b>	<b>(35,8)</b>	<b>451</b>	<b>—</b>	<b>—</b>	<b>—</b>
- prepaid	('000)	<b>(806)</b>	<b>(241)</b>	<b>(468)</b>	<b>(494)</b>	<b>(313)</b>	<b>(807)</b>	<b>(393)</b>	<b>(239)</b>	<b>n.a.</b>	<b>(632)</b>	<b>—</b>	<b>—</b>	<b>—</b>
Average monthly churn	(%)	<b>—</b>	<b>2,4</b>	<b>—</b>	<b>2,4</b>	<b>2,2</b>	<b>—</b>	<b>2,3</b>	<b>2,3</b>	<b>(0,1p)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
- contract	(%)	<b>—</b>	<b>1,1</b>	<b>—</b>	<b>1,2</b>	<b>1,2</b>	<b>—</b>	<b>1,2</b>	<b>1,2</b>	<b>0,1p</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
SAC per gross add	(GBP)	<b>—</b>	<b>56</b>	<b>—</b>	<b>—</b>	<b>57</b>	<b>—</b>	<b>—</b>	<b>55</b>	<b>(1,8)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
- contract	(GBP)	<b>—</b>	<b>156</b>	<b>—</b>	<b>—</b>	<b>165</b>	<b>—</b>	<b>—</b>	<b>146</b>	<b>(6,4)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
- prepaid	(GBP)	<b>—</b>	<b>10</b>	<b>—</b>	<b>—</b>	<b>7</b>	<b>—</b>	<b>—</b>	<b>7</b>	<b>(30,0)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
SRC per retained customer	(GBP)	<b>—</b>	<b>172</b>	<b>—</b>	<b>—</b>	<b>183</b>	<b>—</b>	<b>—</b>	<b>206</b>	<b>19,8</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
ARPU <sup>4</sup>	(GBP)	<b>—</b>	<b>19</b>	<b>—</b>	<b>19</b>	<b>19</b>	<b>—</b>	<b>19</b>	<b>19</b>	<b>0,0</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
- contract <sup>4</sup>	(GBP)	<b>—</b>	<b>33</b>	<b>—</b>	<b>32</b>	<b>32</b>	<b>—</b>	<b>32</b>	<b>31</b>	<b>(6,1)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
- prepaid	(GBP)	<b>—</b>	<b>7</b>	<b>—</b>	<b>6</b>	<b>6</b>	<b>—</b>	<b>6</b>	<b>6</b>	<b>(14,3)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
Voice ARPU <sup>4</sup>	(GBP)	<b>—</b>	<b>11</b>	<b>—</b>	<b>10</b>	<b>10</b>	<b>—</b>	<b>10</b>	<b>9</b>	<b>(18,2)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
non-voice % of ARPU	(%)	<b>—</b>	<b>43</b>	<b>—</b>	<b>45</b>	<b>47</b>	<b>—</b>	<b>48</b>	<b>50</b>	<b>7p</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
MOU per customer	(min)	<b>—</b>	<b>198</b>	<b>—</b>	<b>198</b>	<b>199</b>	<b>—</b>	<b>194</b>	<b>195</b>	<b>(1,5)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
- contract	(min)	<b>—</b>	<b>359</b>	<b>—</b>	<b>357</b>	<b>352</b>	<b>—</b>	<b>338</b>	<b>335</b>	<b>(6,7)</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 products voice, messaging and data. Accordingly, voice and non-voice ARPU are adjusted retroactively.

4 As part of the integration process accounting treatment has been changed, starting Q1/12. 2011 financials have been restated. All other numbers are unchanged.

# Notes.

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# CONTENT

At a Glance	4			
Excellent market position	6			
<b>GROUP</b>				
Adjusted for special factors	8			
EBITDA reconciliation	9			
As reported	10			
Special factors in the consolidated income statement	11			
Details on special factors	12			
Change in the composition of the group	14			
Consolidated statement of financial position	16			
Provisions for pensions	18			
Maturity profile	19			
Liquidity reserves	20			
Net debt	21			
Net debt development	22			
Cash capex	23			
Free cash flow	24			
Personnel	25			
Exchange rates	26			
		<b>GERMANY</b>		
		Financials	29	
		EBITDA reconciliation	30	
		Operational	31	
		Additional information	32	
		<b>USA</b>		
		Financials	42	
		EBITDA reconciliation	43	
		Operational	44	
		Additional information	46	
		<b>EUROPE</b>		
		Financials	52	
		EBITDA reconciliation	53	
		Greece	55	
		Romania	57	
		Hungary	59	
		Poland	61	
		Czech Republic	62	
		<b>EUROPE</b>		
		Netherlands	63	
		Croatia	64	
		Slovakia	66	
		Austria	68	
		Bulgaria	69	
		Everything Everywhere	70	
		<b>SYSTEMS SOLUTIONS</b>		
		Financials	73	
		EBITDA reconciliation	74	
		<b>GHS</b>		
		Financials	77	
		EBITDA reconciliation	78	
		Vivento	79	
		<b>GLOSSARY</b>		81



# SYSTEMS SOLUTIONS

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

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		<b>2.694</b>	<b>2.456</b>	<b>2.486</b>	<b>2.245</b>	<b>2.829</b>	<b>5,0</b>	<b>9.953</b>	<b>10.016</b>	<b>0,6</b>
Market Unit		2.084	1.889	1.929	1.894	2.127	2,1	7.773	7.839	0,8
Telekom IT		610	567	557	351	702	15,1	2.180	2.177	(0,1)
International revenue		806	756	772	785	858	6,5	2.987	3.174	6,3
<b>Net revenue</b>		<b>1.726</b>	<b>1.624</b>	<b>1.614</b>	<b>1.600</b>	<b>1.771</b>	<b>2,6</b>	<b>6.567</b>	<b>6.609</b>	<b>0,6</b>
<b>EBITDA</b>		<b>220</b>	<b>141</b>	<b>181</b>	<b>185</b>	<b>240</b>	<b>9,1</b>	<b>672</b>	<b>747</b>	<b>11,2</b>
Market Unit		194	115	160	161	212	9,3	570	648	13,7
Telekom IT		26	26	21	24	28	7,7	101	99	(2,0)
EBITDA margin (EBITDA / total revenue)	%	8,2	5,7	7,3	8,2	8,5	0,3p	6,8	7,5	0,7p
Depreciation, amortization and impairment losses		(166)	(155)	(151)	(158)	(173)	(4,2)	(649)	(637)	1,8
Profit (loss) from operations = EBIT		54	(14)	30	27	67	24,1	23	110	n.a.
<b>EBIT margin</b>	%	<b>2,0</b>	<b>(0,6)</b>	<b>1,2</b>	<b>1,2</b>	<b>2,4</b>	<b>0,4p</b>	<b>0,2</b>	<b>1,1</b>	<b>0,9p</b>
<b>Cash capex (as reported)</b>		<b>619</b>	<b>222</b>	<b>283</b>	<b>289</b>	<b>393</b>	<b>(36,5)</b>	<b>1.413</b>	<b>1.187</b>	<b>(16,0)</b>
<b>Cash contribution</b>		<b>(399)</b>	<b>(81)</b>	<b>(102)</b>	<b>(104)</b>	<b>(153)</b>	<b>61,7</b>	<b>(741)</b>	<b>(440)</b>	<b>40,6</b>
<b>Order entry</b>		<b>1.928</b>	<b>1.577</b>	<b>1.924</b>	<b>1.614</b>	<b>3.622</b>	<b>87,9</b>	<b>7.396</b>	<b>8.737</b>	<b>18,1</b>

## FINANCIALS (AS REPORTED) <sup>1</sup>

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		<b>2.694</b>	<b>2.456</b>	<b>2.486</b>	<b>2.245</b>	<b>2.829</b>	<b>5,0</b>	<b>9.953</b>	<b>10.016</b>	<b>0,6</b>
<b>Net revenue</b>		<b>1.726</b>	<b>1.624</b>	<b>1.614</b>	<b>1.600</b>	<b>1.771</b>	<b>2,6</b>	<b>6.567</b>	<b>6.609</b>	<b>0,6</b>
<b>EBITDA</b>		<b>114</b>	<b>38</b>	<b>68</b>	<b>119</b>	<b>125</b>	<b>9,6</b>	<b>379</b>	<b>350</b>	<b>(7,7)</b>
EBITDA margin (EBITDA / total revenue)	%	4,2	1,5	2,7	5,3	4,4	0,2p	3,8	3,5	(0,3p)
Depreciation, amortization and impairment losses		(176)	(155)	(151)	(158)	(185)	(5,1)	(669)	(649)	3,0
Profit (loss) from operations = EBIT		(62)	(117)	(83)	(39)	(60)	3,2	(290)	(299)	(3,1)
<b>Cash capex</b>		<b>619</b>	<b>222</b>	<b>283</b>	<b>289</b>	<b>393</b>	<b>(36,5)</b>	<b>1.413</b>	<b>1.187</b>	<b>(16,0)</b>
<b>Cash contribution</b>		<b>(505)</b>	<b>(184)</b>	<b>(215)</b>	<b>(170)</b>	<b>(268)</b>	<b>46,9</b>	<b>(1.034)</b>	<b>(837)</b>	<b>19,1</b>

<sup>1</sup> As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.

# SYSTEMS SOLUTIONS

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

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		<b>2.694</b>	<b>2.456</b>	<b>2.486</b>	<b>2.245</b>	<b>2.829</b>	<b>5,0</b>	<b>9.953</b>	<b>10.016</b>	<b>0,6</b>
Profit (loss) from operations = EBIT		(62)	(117)	(83)	(39)	(60)	3,2	(290)	(299)	(3,1)
- Depreciation, amortization and impairment losses		(176)	(155)	(151)	(158)	(185)	(5,1)	(669)	(649)	3,0
<b>= EBITDA</b>		<b>114</b>	<b>38</b>	<b>68</b>	<b>119</b>	<b>125</b>	<b>9,6</b>	<b>379</b>	<b>350</b>	<b>(7,7)</b>
EBITDA margin	%	4,2	1,5	2,7	5,3	4,4	0,2p	3,8	3,5	(0,3p)
- Special factors affecting EBITDA		(106)	(103)	(113)	(66)	(115)	(8,5)	(293)	(397)	(35,5)
<b>= EBITDA (adjusted for special factors)</b>		<b>220</b>	<b>141</b>	<b>181</b>	<b>185</b>	<b>240</b>	<b>9,1</b>	<b>672</b>	<b>747</b>	<b>11,2</b>
EBITDA margin (adjusted for special factors)	%	8,2	5,7	7,3	8,2	8,5	0,3p	6,8	7,5	0,7p

## SPECIAL FACTORS

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	FY/11	FY/12
<b>Effects on EBITDA</b>		<b>(106)</b>	<b>(103)</b>	<b>(113)</b>	<b>(66)</b>	<b>(115)</b>	<b>(293)</b>	<b>(397)</b>
- of which personnel		(25)	(77)	(76)	(34)	(43)	(99)	(230)
- of which other		(81)	(26)	(37)	(32)	(72)	(194)	(167)
<b>Effects on profit (loss) from operations = EBIT</b>		<b>(116)</b>	<b>(103)</b>	<b>(113)</b>	<b>(66)</b>	<b>(127)</b>	<b>(313)</b>	<b>(409)</b>
- of which personnel		(25)	(77)	(76)	(34)	(43)	(99)	(230)
- of which other		(91)	(26)	(37)	(32)	(84)	(214)	(179)

<sup>1</sup> As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.



# CONTENT

At a Glance	4			
Excellent market position	6			
<b>GROUP</b>				
Adjusted for special factors	8			
EBITDA reconciliation	9			
As reported	10			
Special factors in the consolidated income statement	11			
Details on special factors	12			
Change in the composition of the group	14			
Consolidated statement of financial position	16			
Provisions for pensions	18			
Maturity profile	19			
Liquidity reserves	20			
Net debt	21			
Net debt development	22			
Cash capex	23			
Free cash flow	24			
Personnel	25			
Exchange rates	26			
		<b>GERMANY</b>		
		Financials	29	
		EBITDA reconciliation	30	
		Operational	31	
		Additional information	32	
		<b>USA</b>		
		Financials	42	
		EBITDA reconciliation	43	
		Operational	44	
		Additional information	46	
		<b>EUROPE</b>		
		Financials	52	
		EBITDA reconciliation	53	
		Greece	55	
		Romania	57	
		Hungary	59	
		Poland	61	
		Czech Republic	62	
		<b>EUROPE</b>		
		Netherlands	63	
		Croatia	64	
		Slovakia	66	
		Austria	68	
		Bulgaria	69	
		Everything Everywhere	70	
		<b>SYSTEMS SOLUTIONS</b>		
		Financials	73	
		EBITDA reconciliation	74	
		<b>GHS</b>		
		Financials	77	
		EBITDA reconciliation	78	
		Vivento	79	
		<b>GLOSSARY</b>		81

## GROUP HEADQUARTERS & SHARED SERVICES

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

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		<b>758</b>	<b>717</b>	<b>732</b>	<b>727</b>	<b>802</b>	<b>5,8</b>	<b>2.977</b>	<b>2.978</b>	<b>0,0</b>
Digital Business Units		241	194	204	205	265	10,0	843	868	3,0
<b>Net revenue</b>		<b>299</b>	<b>243</b>	<b>250</b>	<b>265</b>	<b>320</b>	<b>7,0</b>	<b>1.071</b>	<b>1.078</b>	<b>0,7</b>
<b>EBITDA</b>		<b>(266)</b>	<b>(149)</b>	<b>(86)</b>	<b>(142)</b>	<b>(318)</b>	<b>(19,5)</b>	<b>(617)</b>	<b>(695)</b>	<b>(12,6)</b>
Digital Business Units		19	56	44	27	10	(47,4)	168	137	(18,5)
EBITDA margin (EBITDA / total revenue)	%	(35,1)	(20,8)	(11,7)	(19,5)	(39,7)	(4,6p)	(20,7)	(23,3)	(2,6p)
Depreciation, amortization and impairment losses		(213)	(203)	(196)	(210)	(202)	5,2	(807)	(811)	(0,5)
Profit (loss) from operations = EBIT		(479)	(352)	(282)	(352)	(520)	(8,6)	(1.424)	(1.506)	(5,8)
<b>Cash capex</b>		<b>80</b>	<b>145</b>	<b>76</b>	<b>54</b>	<b>129</b>	<b>61,3</b>	<b>352</b>	<b>404</b>	<b>14,8</b>
<b>Cash contribution</b>		<b>(346)</b>	<b>(294)</b>	<b>(162)</b>	<b>(196)</b>	<b>(447)</b>	<b>(29,2)</b>	<b>(969)</b>	<b>(1.099)</b>	<b>(13,4)</b>

### FINANCIALS (AS REPORTED) <sup>1</sup>

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		<b>758</b>	<b>717</b>	<b>732</b>	<b>727</b>	<b>802</b>	<b>5,8</b>	<b>2.977</b>	<b>2.978</b>	<b>0,0</b>
Digital Business Units		241	194	204	205	265	10,0	843	868	3,0
<b>Net revenue</b>		<b>299</b>	<b>243</b>	<b>250</b>	<b>265</b>	<b>320</b>	<b>7,0</b>	<b>1.071</b>	<b>1.078</b>	<b>0,7</b>
<b>EBITDA</b>		<b>2.756</b>	<b>(208)</b>	<b>(151)</b>	<b>(152)</b>	<b>(464)</b>	<b>n.a.</b>	<b>2.081</b>	<b>(975)</b>	<b>n.a.</b>
Digital Business Units		19	56	42	26	8	(57,9)	168	132	(21,4)
EBITDA margin (EBITDA / total revenue)	%	n.a.	(29,0)	(20,6)	(20,9)	(57,9)	n.a.	69,9	(32,7)	(102,6p)
Depreciation, amortization and impairment losses		(213)	(203)	(196)	(210)	(202)	5,2	(807)	(811)	(0,5)
Profit (loss) from operations = EBIT		2.543	(411)	(347)	(362)	(666)	n.a.	1.274	(1.786)	n.a.
<b>Cash capex</b>		<b>80</b>	<b>145</b>	<b>76</b>	<b>54</b>	<b>129</b>	<b>61,3</b>	<b>352</b>	<b>404</b>	<b>14,8</b>
<b>Cash contribution</b>		<b>2.676</b>	<b>(353)</b>	<b>(227)</b>	<b>(206)</b>	<b>(593)</b>	<b>n.a.</b>	<b>1.729</b>	<b>(1.379)</b>	<b>n.a.</b>

<sup>1</sup> Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.

As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.

The prior-year figures have been adjusted for better comparability.

## GROUP HEADQUARTERS & SHARED SERVICES

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

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	y.o.y. %	FY/11	FY/12	y.o.y. %
<b>Total revenue</b>		<b>758</b>	<b>717</b>	<b>732</b>	<b>727</b>	<b>802</b>	<b>5,8</b>	<b>2.977</b>	<b>2.978</b>	<b>0,0</b>
Profit (loss) from operations = EBIT		2.543	(411)	(347)	(362)	(666)	n.a.	1.274	(1.786)	n.a.
- Depreciation, amortization and impairment losses		(213)	(203)	(196)	(210)	(202)	5,2	(807)	(811)	(0,5)
<b>= EBITDA</b>		<b>2.756</b>	<b>(208)</b>	<b>(151)</b>	<b>(152)</b>	<b>(464)</b>	<b>n.a.</b>	<b>2.081</b>	<b>(975)</b>	<b>n.a.</b>
EBITDA margin	%	n.a.	(29,0)	(20,6)	(20,9)	(57,9)	n.a.	69,9	(32,7)	(102,6p)
- Special factors affecting EBITDA		3.022	(59)	(65)	(10)	(146)	n.a.	2.698	(280)	n.a.
<b>= EBITDA (adjusted for special factors)</b>		<b>(266)</b>	<b>(149)</b>	<b>(86)</b>	<b>(142)</b>	<b>(318)</b>	<b>(19,5)</b>	<b>(617)</b>	<b>(695)</b>	<b>(12,6)</b>
EBITDA margin (adjusted for special factors)	%	(35,1)	(20,8)	(11,7)	(19,5)	(39,7)	(4,6p)	(20,7)	(23,3)	(2,6p)

### SPECIAL FACTORS

millions of €	Note	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	FY/11	FY/12
<b>Effects on EBITDA</b>		<b>3.022</b>	<b>(59)</b>	<b>(65)</b>	<b>(10)</b>	<b>(146)</b>	<b>2.698</b>	<b>(280)</b>
- of which personnel		(10)	(129)	(64)	(8)	(40)	(224)	(241)
- of which other		3.032	70	(1)	(2)	(106)	2.922	(39)
<b>Effects on profit (loss) from operations = EBIT</b>		<b>3.022</b>	<b>(59)</b>	<b>(65)</b>	<b>(10)</b>	<b>(146)</b>	<b>2.698</b>	<b>(280)</b>
- of which personnel		(10)	(129)	(64)	(8)	(40)	(224)	(241)
- of which other		3.032	70	(1)	(2)	(106)	2.922	(39)

<sup>1</sup> Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.

As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.

The prior-year figures have been adjusted for better comparability.

# GROUP HEADQUARTERS & SHARED SERVICES

## VIVENTO

End of Period.	Note	31/12/2011	31/03/2012	30/06/2012	30/09/2012	31/12/2012
<b>Employees Vivento in total</b>	<b>1</b>	<b>8.500</b>	<b>8.600</b>	<b>8.500</b>	<b>8.400</b>	<b>8.200</b>
Employment external	2	3.600	3.500	3.600	3.500	3.600
Employment internal		3.300	3.100	3.000	3.100	3.200
Others	3	1.700	2.000	1.900	1.900	1.500
<b>Attrition Vivento</b>		<b>1.900</b>	<b>200</b>	<b>600</b>	<b>1.000</b>	<b>1.400</b>
- of which left the DT Group		1.200	100	400	600	1.000

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 ≤ 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.