

# BACKUP Q1 2014

DEUTSCHE TELEKOM

III Q1 2014

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# GROUP

## AT A GLANCE I<sup>1,2</sup>

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>GROUP</b>		<b>13.785</b>	<b>15.157</b>	<b>15.525</b>	<b>15.665</b>	<b>60.132</b>	<b>14.894</b>	<b>8,0</b>
Germany		5.566	5.565	5.670	5.634	22.435	5.483	(1,5)
United States		3.541	4.825	5.108	5.082	18.556	5.074	43,3
Europe		3.343	3.435	3.440	3.486	13.704	3.125	(6,5)
Systems Solutions		2.226	2.170	2.174	2.468	9.038	2.052	(7,8)
Group Headquarters & Group Services		691	761	635	792	2.879	622	(10,0)
Reconciliation		(1.582)	(1.599)	(1.502)	(1.797)	(6.480)	(1.462)	7,6
<b>NET REVENUE</b>								
Germany		5.216	5.227	5.331	5.282	21.056	5.146	(1,3)
United States		3.540	4.824	5.106	5.082	18.552	5.073	43,3
Europe		3.212	3.295	3.313	3.354	13.174	3.018	(6,0)
Systems Solutions		1.567	1.539	1.515	1.623	6.244	1.466	(6,4)
Group Headquarters & Group Services		250	272	260	324	1.106	191	(23,6)
<b>GROUP</b>		<b>13.785</b>	<b>15.157</b>	<b>15.525</b>	<b>15.665</b>	<b>60.132</b>	<b>14.894</b>	<b>8,0</b>
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>								
Germany		2.255	2.279	2.375	2.027	8.936	2.230	(1,1)
United States		888	930	1.082	974	3.874	844	(5,0)
Europe		1.097	1.117	1.169	1.167	4.550	1.027	(6,4)
Systems Solutions		168	210	197	199	774	138	(17,9)
Group Headquarters & Group Services		(99)	(111)	(155)	(290)	(655)	(118)	(19,2)
Reconciliation		(21)	(8)	(9)	(17)	(55)	0	n.a.
<b>GROUP</b>		<b>4.288</b>	<b>4.417</b>	<b>4.659</b>	<b>4.060</b>	<b>17.424</b>	<b>4.121</b>	<b>(3,9)</b>
Proportional EBITDA		3.867	3.505	3.920	3.095	14.387	3.494	(9,6)

1 The ICSS/GNF business of the local business units (LBUs), which had previously been organizationally assigned to the Systems Solutions operating segment, was brought together as of January 1, 2014 and is now reported under the Europe operating segment. In addition, as of January 1, 2014, the local business customer units of T-Systems Czech Republic, which had previously been managed under the Systems Solutions operating segment, were merged with T-Mobile Czech Republic; they are reported in the Europe operating segment. Comparative figures have been adjusted retrospectively.

2 As of May 1, 2013, including MetroPCS.

# GROUP

## AT A GLANCE II<sup>1,2</sup>

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>EBITDA MARGIN (ADJUSTED FOR SPECIAL FACTORS) (EBITDA / TOTAL REVENUE)</b>								
	%							
Germany	%	40,5	40,6	41,9	35,9	39,7	40,7	0,2p
United States	%	25,1	19,3	21,2	19,2	20,9	16,6	(8,5p)
Europe	%	32,8	32,5	34,0	33,5	33,2	32,9	0,1p
Systems Solutions	%	7,5	9,7	9,1	8,1	8,6	6,7	(0,8p)
Group Headquarters & Group Services	%	(14,3)	(14,6)	(24,4)	(36,6)	(22,8)	(19,0)	(4,7p)
<b>GROUP</b>	<b>%</b>	<b>31,1</b>	<b>29,1</b>	<b>30,0</b>	<b>25,9</b>	<b>28,9</b>	<b>27,7</b>	<b>(3,4p)</b>
<b>CASH CAPEX</b>								
Germany		594	644	892	1.281	3.411	705	18,7
United States		852	804	767	856	3.279	690	(19,0)
Europe		1.384	522	500	1.255	3.661	585	(57,7)
Systems Solutions		209	213	270	374	1.066	253	21,1
Group Headquarters & Group Services		77	94	97	143	411	65	(15,6)
Reconciliation		(92)	(79)	(148)	(441)	(760)	(101)	(9,8)
<b>GROUP</b>		<b>3.024</b>	<b>2.198</b>	<b>2.378</b>	<b>3.468</b>	<b>11.068</b>	<b>2.197</b>	<b>(27,3)</b>
- thereof spectrum investment		937	131	117	1.022	2.207	132	(85,9)
<b>NET PROFIT (LOSS)</b>								
adjusted for special factors		767	810	823	355	2.755	587	(23,5)
as reported		564	530	588	(752)	930	1.817	n.a.
<b>FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS, SPECTRUM INVESTMENT, EFFECTS IN CONNECTION WITH THE AT&amp;T TRANSACTION AND COMPENSATION PAYMENTS FOR METROPCS EMPLOYEES)</b>		<b>1.038</b>	<b>1.110</b>	<b>1.426</b>	<b>1.032</b>	<b>4.606</b>	<b>983</b>	<b>(5,3)</b>
Proportional free cash flow		908	1.007	1.346	781	4.042	1.043	14,9
<b>NET DEBT</b>		<b>37.119</b>	<b>41.374</b>	<b>39.726</b>	<b>39.093</b>	<b>39.093</b>	<b>37.964</b>	<b>2,3</b>

1 The ICSS/GNF business of the local business units (LBUs), which had previously been organizationally assigned to the Systems Solutions operating segment, was brought together as of January 1, 2014 and is now reported under the Europe operating segment. In addition, as of January 1, 2014, the local business customer units of T-Systems Czech Republic, which had previously been managed under the Systems Solutions operating segment, were merged with T-Mobile Czech Republic; they are reported in the Europe operating segment. Comparative figures have been adjusted retrospectively.

2 As of May 1, 2013, including MetroPCS.

# DT GROUP

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

	Note	Q1	Q2	Q3	Q4	Q1	Change compared to		Change compared to	
		2013	2013	2013	2013	2014	prior quarter		prior year	
		'000	'000	'000	'000	'000	abs.	%	abs.	%
<b>BROADBAND RETAIL LINES (END OF PERIOD)</b>	<b>2,3,4</b>	<b>17.017</b>	<b>17.061</b>	<b>17.079</b>	<b>17.118</b>	<b>17.151</b>	<b>33</b>	<b>0,2</b>	<b>134</b>	<b>0,8</b>
Germany		12.443	12.430	12.383	12.360	12.354	(6)	0,0	(89)	(0,7)
Europa		4.560	4.616	4.682	4.744	4.784	40	0,8	224	4,9
Greece		1.208	1.232	1.244	1.260	1.274	14	1,1	66	5,5
Romania		1.142	1.156	1.175	1.193	1.200	7	0,6	58	5,1
Hungary		801	812	832	851	867	16	1,9	66	8,2
Czech Republic		123	126	127	129	131	2	1,6	8	6,5
Croatia		634	631	631	628	624	(4)	(0,6)	(10)	(1,6)
Slovakia		421	422	431	434	436	2	0,5	15	3,6
other		232	238	242	249	251	2	0,8	19	8,2
<b>FIXED NETWORK LINES (END OF PERIOD)</b>	<b>3,4,5</b>	<b>31.773</b>	<b>31.415</b>	<b>31.052</b>	<b>30.765</b>	<b>30.485</b>	<b>(280)</b>	<b>(0,9)</b>	<b>(1.288)</b>	<b>(4,1)</b>
Germany		22.113	21.880	21.625	21.417	21.202	(215)	(1,0)	(911)	(4,1)
Europa		9.595	9.470	9.362	9.284	9.215	(69)	(0,7)	(380)	(4,0)
Greece		2.900	2.849	2.794	2.746	2.702	(44)	(1,6)	(198)	(6,8)
Romania		2.409	2.401	2.385	2.369	2.341	(28)	(1,2)	(68)	(2,8)
Hungary		1.626	1.597	1.597	1.596	1.595	(1)	(0,1)	(31)	(1,9)
Czech Republic		123	126	127	129	130	1	0,8	7	5,7
Croatia		1.192	1.174	1.156	1.133	1.138	5	0,4	(54)	(4,5)
Slovakia		945	932	919	922	914	(8)	(0,9)	(31)	(3,3)
other		400	392	385	390	396	6	1,5	(4)	(1,0)
<b>MOBILE SUBSCRIBERS (END OF PERIOD)</b>	<b>3,6</b>	<b>128.405</b>	<b>138.986</b>	<b>140.307</b>	<b>142.504</b>	<b>145.351</b>	<b>2.847</b>	<b>2,0</b>	<b>16.946</b>	<b>13,2</b>
Germany		37.005	37.492	37.936	38.625	39.145	520	1,3	2.140	5,8
United States	7	33.968	44.016	45.039	46.684	49.075	2.391	5,1	15.107	44,5
Europa		56.949	56.985	56.825	56.679	56.615	(64)	(0,1)	(334)	(0,6)
Greece		7.632	7.602	7.550	7.477	7.416	(61)	(0,8)	(216)	(2,8)
Romania		6.155	6.106	6.125	6.153	6.080	(73)	(1,2)	(75)	(1,2)
Hungary		4.845	4.838	4.853	4.887	4.878	(9)	(0,2)	33	0,7
Poland		15.919	15.969	15.667	15.563	15.748	185	1,2	(171)	(1,1)
Czech Republic		5.570	5.667	5.733	5.831	5.912	81	1,4	342	6,1
Croatia		2.309	2.350	2.392	2.303	2.272	(31)	(1,3)	(37)	(1,6)
Netherlands		4.622	4.561	4.534	4.441	4.343	(98)	(2,2)	(279)	(6,0)
Slovakia		2.289	2.273	2.263	2.262	2.257	(5)	(0,2)	(32)	(1,4)
Austria		4.090	4.073	4.044	4.091	4.105	14	0,3	15	0,4
other		3.518	3.548	3.663	3.671	3.604	(67)	(1,8)	86	2,4

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 (0,5mn mobile subscriber) and accesses (0,1mn fixed network lines) from T-Systems Hungary.

4 The customers of Euronet Communications in the Netherlands have no longer been included in the Europe operating segment since January 2, 2014 following the sale of the shares held in the company. They have been eliminated from all historical customer figures to improve comparability.

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

6 The customers of our companies in Bulgaria have no longer been included in the Europe operating segment since August 1, 2013 following the sale of the shares held in the companies. They have been eliminated from all historical customer figures to improve comparability.

7 On May 1, 2013, prepay customers increased by 8.918 tsd in connection with the acquisition of MetroPCS.

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# DT CONSOLIDATED INCOME STATEMENT

## ADJUSTED FOR SPECIAL FACTORS

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>NET REVENUE</b>		<b>13.785</b>	<b>15.204</b>	<b>15.525</b>	<b>15.679</b>	<b>60.193</b>	<b>14.894</b>	<b>8,0</b>
Cost of sales		(7.831)	(8.881)	(9.243)	(9.724)	(35.679)	(9.067)	(15,8)
<b>GROSS PROFIT</b>		<b>5.954</b>	<b>6.323</b>	<b>6.282</b>	<b>5.955</b>	<b>24.514</b>	<b>5.827</b>	<b>(2,1)</b>
Selling expenses		(3.078)	(3.410)	(3.403)	(3.663)	(13.554)	(3.260)	(5,9)
General and administrative expenses		(1.102)	(1.126)	(831)	(785)	(3.844)	(927)	15,9
Other operating income		296	232	277	264	1.069	245	(17,2)
Other operating expenses		(155)	(110)	(237)	(432)	(934)	(260)	(67,7)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>1.915</b>	<b>1.909</b>	<b>2.088</b>	<b>1.339</b>	<b>7.251</b>	<b>1.625</b>	<b>(15,1)</b>
EBIT margin (EBIT / net revenue)	%	13,9	12,6	13,4	8,5	12,0	10,9	(3,0p)
Profit (loss) from financial activities		(677)	(654)	(758)	(683)	(2.772)	(686)	(1,3)
of which: finance costs		(522)	(521)	(552)	(567)	(2.162)	(597)	(14,4)
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>1.238</b>	<b>1.255</b>	<b>1.330</b>	<b>656</b>	<b>4.479</b>	<b>939</b>	<b>(24,2)</b>
Income taxes		(443)	(328)	(351)	(242)	(1.364)	(304)	31,4
<b>PROFIT (LOSS)</b>		<b>795</b>	<b>927</b>	<b>979</b>	<b>414</b>	<b>3.115</b>	<b>635</b>	<b>(20,1)</b>
Profit (loss) attributable to non-controlling interests		28	117	156	59	360	48	71,4
<b>NET PROFIT (LOSS)</b>		<b>767</b>	<b>810</b>	<b>823</b>	<b>355</b>	<b>2.755</b>	<b>587</b>	<b>(23,5)</b>
Depreciation, amortization and impairment losses		(2.373)	(2.508)	(2.571)	(2.721)	(10.173)	(2.496)	(5,2)
<b>EBITDA</b>		<b>4.288</b>	<b>4.417</b>	<b>4.659</b>	<b>4.060</b>	<b>17.424</b>	<b>4.121</b>	<b>(3,9)</b>
EBITDA margin (EBITDA / net revenue)	%	31,1	29,1	30,0	25,9	28,9	27,7	(3,4p)



# DT GROUP

## EBITDA RECONCILIATION

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>NET REVENUE</b>		<b>13.785</b>	<b>15.157</b>	<b>15.525</b>	<b>15.665</b>	<b>60.132</b>	<b>14.894</b>	<b>8,0</b>
<b>NET PROFIT (LOSS)</b>		<b>564</b>	<b>530</b>	<b>588</b>	<b>(752)</b>	<b>930</b>	<b>1.817</b>	<b>n.a.</b>
+ Profit (loss) attributable to non-controlling interests		57	114	249	(146)	274	34	(40,4)
= Profit (loss)		621	644	837	(898)	1.204	1.851	n.a.
- Income taxes		(391)	(220)	(304)	(9)	(924)	(550)	(40,7)
= Profit (loss) before income taxes = EBT		1.012	864	1.141	(889)	2.128	2.401	n.a.
- Profit (loss) from financial activities		(680)	(661)	(755)	(706)	(2.802)	(741)	(9,0)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>1.692</b>	<b>1.525</b>	<b>1.896</b>	<b>(183)</b>	<b>4.930</b>	<b>3.142</b>	<b>85,7</b>
- Depreciation, amortization and impairment losses		(2.387)	(2.507)	(2.572)	(3.438)	(10.904)	(2.496)	(4,6)
<b>= EBITDA</b>		<b>4.079</b>	<b>4.032</b>	<b>4.468</b>	<b>3.255</b>	<b>15.834</b>	<b>5.638</b>	<b>38,2</b>
EBITDA margin (EBITDA/net revenue)	%	29,6	26,6	28,8	20,8	26,3	37,9	8,3p
- Special factors affecting EBITDA		(209)	(385)	(191)	(805)	(1.590)	1.517	n.a.
<b>= EBITDA ADJUSTED FOR SPECIAL FACTORS</b>		<b>4.288</b>	<b>4.417</b>	<b>4.659</b>	<b>4.060</b>	<b>17.424</b>	<b>4.121</b>	<b>(3,9)</b>
EBITDA margin (adjusted for special factors) (EBITDA / net revenue)	%	31,1	29,1	30,0	25,9	28,9	27,7	(3,4p)

# DT CONSOLIDATED INCOME STATEMENT

## AS REPORTED

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>NET REVENUE</b>		<b>13.785</b>	<b>15.157</b>	<b>15.525</b>	<b>15.665</b>	<b>60.132</b>	<b>14.894</b>	<b>8,0</b>
Cost of sales		(7.954)	(8.968)	(9.398)	(9.935)	(36.255)	(9.134)	(14,8)
<b>GROSS PROFIT</b>		<b>5.831</b>	<b>6.189</b>	<b>6.127</b>	<b>5.730</b>	<b>23.877</b>	<b>5.760</b>	<b>(1,2)</b>
Selling expenses		(3.145)	(3.466)	(3.456)	(3.730)	(13.797)	(3.301)	(5,0)
General and administrative expenses		(1.156)	(1.235)	(912)	(1.215)	(4.518)	(970)	16,1
Other operating income		356	263	410	297	1.326	1.957	n.a.
Other operating expenses		(194)	(226)	(273)	(1.265)	(1.958)	(304)	(56,7)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>1.692</b>	<b>1.525</b>	<b>1.896</b>	<b>(183)</b>	<b>4.930</b>	<b>3.142</b>	<b>85,7</b>
EBIT margin (EBIT / net revenue)	%	12,3	10,1	12,2	(1,2)	8,2	21,1	8,8p
Profit (loss) from financial activities		(680)	(661)	(755)	(706)	(2.802)	(741)	(9,0)
of which: finance costs		(522)	(521)	(552)	(567)	(2.162)	(597)	(14,4)
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>1.012</b>	<b>864</b>	<b>1.141</b>	<b>(889)</b>	<b>2.128</b>	<b>2.401</b>	<b>n.a.</b>
Income taxes		(391)	(220)	(304)	(9)	(924)	(550)	(40,7)
<b>PROFIT (LOSS)</b>		<b>621</b>	<b>644</b>	<b>837</b>	<b>(898)</b>	<b>1.204</b>	<b>1.851</b>	<b>n.a.</b>
Profit (loss) attributable to non-controlling interests		57	114	249	(146)	274	34	(40,4)
<b>NET PROFIT (LOSS)</b>		<b>564</b>	<b>530</b>	<b>588</b>	<b>(752)</b>	<b>930</b>	<b>1.817</b>	<b>n.a.</b>
Depreciation, amortization and impairment losses		(2.387)	(2.507)	(2.572)	(3.438)	(10.904)	(2.496)	(4,6)
<b>EBITDA</b>		<b>4.079</b>	<b>4.032</b>	<b>4.468</b>	<b>3.255</b>	<b>15.834</b>	<b>5.638</b>	<b>38,2</b>
EBITDA margin (EBITDA / net revenue)	%	29,6	26,6	28,8	20,8	26,3	37,9	8,3p

# DT GROUP

## SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €
<b>NET REVENUE</b>		<b>0</b>	<b>(47)</b>	<b>0</b>	<b>(14)</b>	<b>(61)</b>	<b>0</b>
Cost of sales		(123)	(87)	(155)	(211)	(576)	(67)
<b>GROSS PROFIT</b>		<b>(123)</b>	<b>(134)</b>	<b>(155)</b>	<b>(225)</b>	<b>(637)</b>	<b>(67)</b>
Selling expenses		(67)	(56)	(53)	(67)	(243)	(41)
General and administrative expenses		(54)	(109)	(81)	(430)	(674)	(43)
Other operating income	1	60	31	133	33	257	1.712
Other operating expenses		(39)	(116)	(36)	(833)	(1.024)	(44)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>	<b>1</b>	<b>(223)</b>	<b>(384)</b>	<b>(192)</b>	<b>(1.522)</b>	<b>(2.321)</b>	<b>1.517</b>
Profit (loss) from financial activities		(3)	(7)	3	(23)	(30)	(55)
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>	<b>1</b>	<b>(226)</b>	<b>(391)</b>	<b>(189)</b>	<b>(1.545)</b>	<b>(2.351)</b>	<b>1.462</b>
Income taxes		52	108	47	233	440	(246)
<b>PROFIT (LOSS)</b>		<b>(174)</b>	<b>(283)</b>	<b>(142)</b>	<b>(1.312)</b>	<b>(1.911)</b>	<b>1.216</b>
Profit (loss) attributable to non-controlling interests		29	(3)	93	(205)	(86)	(14)
<b>NET PROFIT (LOSS)</b>		<b>(203)</b>	<b>(280)</b>	<b>(235)</b>	<b>(1.107)</b>	<b>(1.825)</b>	<b>1.230</b>
Depreciation, amortization and impairment losses		(14)	1	(1)	(717)	(731)	0
<b>EBITDA</b>	<b>1</b>	<b>(209)</b>	<b>(385)</b>	<b>(191)</b>	<b>(805)</b>	<b>(1.590)</b>	<b>1.517</b>

1 Income from divestitures relating to the deconsolidation of the Scout24 group.

# DT GROUP

## DETAILS ON SPECIAL FACTORS I

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>EFFECT ON OPERATING EXPENSES</b>		<b>(283)</b>	<b>(368)</b>	<b>(325)</b>	<b>(1.541)</b>	<b>(2.517)</b>	<b>(195)</b>	<b>31,1</b>
of which: expenses / income for early retirement (civil servants)		(36)	(109)	(137)	(204)	(486)	(7)	80,6
of which: expenses for severance payments		(159)	(157)	(65)	(333)	(714)	(48)	69,8
of which: expenses / income for partial retirement		(14)	(15)	(20)	(36)	(85)	(29)	n.a.
of which: expenses for other personnel restructuring charges		(6)	(29)	(68)	(63)	(166)	(42)	n.a.
of which: restructuring charges		(47)	(66)	(6)	(77)	(196)	(30)	36,2
of which: expenses due to de-consolidations and other asset sales		(20)	(22)	(83)	(48)	(173)	(8)	60,0
of which: others		(1)	30	54	(780)	(697)	(31)	n.a.
<b>EFFECT ON OTHER OPERATING INCOME</b>		<b>60</b>	<b>31</b>	<b>133</b>	<b>33</b>	<b>257</b>	<b>1.712</b>	<b>n.a.</b>
of which: income due to asset sales		60	31	134	31	256	1.712	n.a.
of which: others		0	0	(1)	2	1	0	n.a.
<b>EFFECT ON REVENUE</b>	<b>1</b>	<b>0</b>	<b>(47)</b>	<b>0</b>	<b>(14)</b>	<b>(61)</b>	<b>0</b>	<b>n.a.</b>
<b>EFFECT ON PROFIT FROM OPERATIONS = EBIT</b>	<b>2</b>	<b>(223)</b>	<b>(384)</b>	<b>(192)</b>	<b>(1.522)</b>	<b>(2.321)</b>	<b>1.517</b>	<b>n.a.</b>
<b>DEPRECIATION, AMORTIZATION AND IMPAIRMENT LOSSES</b>		<b>(14)</b>	<b>1</b>	<b>(1)</b>	<b>(717)</b>	<b>(731)</b>	<b>0</b>	<b>n.a.</b>
of which: restructuring charges		(14)	1	12	(1)	(2)	0	n.a.
of which: expenses due to consolidations and other asset sales		0	0	(13)	0	(13)	0	n.a.
of which: others		0	0	0	(716)	(716)	0	n.a.
<b>EFFECT ON EBITDA</b>	<b>2</b>	<b>(209)</b>	<b>(385)</b>	<b>(191)</b>	<b>(805)</b>	<b>(1.590)</b>	<b>1.517</b>	<b>n.a.</b>

1 Special factors affecting Total revenue: EUR -47 mn in Q2/13 and EUR -14 mn in Q4/13 within Wholesale Services (ULL) in Germany.

2 Income from divestitures relating to the deconsolidation of the Scout24 group.

# DT GROUP

## DETAILS ON SPECIAL FACTORS II

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES</b>		(3)	(7)	3	(23)	(30)	(55)	n.a.
<b>EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES</b>	1	(226)	(391)	(189)	(1.545)	(2.351)	1.462	n.a.
<b>EFFECT ON TAXES</b>		52	108	47	233	440	(246)	n.a.
Tax effect of special factors within EBIT		70	92	90	266	518	43	(38,6)
Tax effect of special factors on profit (loss) from financial activities		2	2	4	10	18	1	(50,0)
Other tax effects		(20)	14	(47)	(43)	(96)	(290)	n.a.
<b>EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON-CONTROLLING INTERESTS</b>		29	(3)	93	(205)	(86)	(14)	n.a.
<b>EFFECT ON NET PROFIT (LOSS)</b>	1	(203)	(280)	(235)	(1.107)	(1.825)	1.230	n.a.

1 Income from divestitures relating to the deconsolidation of the Scout24 group.

# DT GROUP

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

	REPORTED NUMBERS		MINUS ACQUISITION EFFECTS					PLUS DECONSOLIDATION EFFECTS					TOTAL EFFECT	PRO FORMA			
	Q1 2013 millions of €	Q1 2014 millions of €	Total	Germany	United States	Europe	Systems Solutions	GHS	Total	Germany	United States	Europe		Systems Solutions	GHS	Q1 2014 millions of €	Change %
<b>NET REVENUE</b>	<b>13.785</b>	<b>14.894</b>	<b>958</b>	<b>0</b>	<b>951</b>	<b>7</b>	<b>0</b>	<b>0</b>	<b>196</b>	<b>8</b>	<b>0</b>	<b>104</b>	<b>26</b>	<b>58</b>	<b>(762)</b>	<b>14.132</b>	<b>2,5</b>
<b>PROFIT (LOSS) FROM OPERATIONS = EBIT</b>	<b>1.692</b>	<b>3.142</b>	<b>101</b>	<b>0</b>	<b>100</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>53</b>	<b>(3)</b>	<b>0</b>	<b>60</b>	<b>(15)</b>	<b>11</b>	<b>(48)</b>	<b>3.094</b>	<b>82,9</b>
Profit (loss) from financial activities	(680)	(741)	(18)	0	(18)	0	0	0	(73)	(25)	0	(42)	0	(6)	(55)	(796)	(17,1)
of which finance costs	(522)	(597)	(58)	0	(58)	0	0	0	(4)	0	0	(4)	0	0	54	(543)	(4,0)
<b>PROFIT (LOSS) BEFORE INCOME TAXES = EBT</b>	<b>1.012</b>	<b>2.401</b>	<b>83</b>	<b>0</b>	<b>82</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>(20)</b>	<b>(28)</b>	<b>0</b>	<b>18</b>	<b>(15)</b>	<b>5</b>	<b>(103)</b>	<b>2.298</b>	<b>n.a.</b>
Income taxes	(391)	(550)	0	0	0	0	0	0	(5)	0	0	(4)	0	(1)	(5)	(555)	(41,9)
<b>PROFIT (LOSS)</b>	<b>621</b>	<b>1.851</b>	<b>83</b>	<b>0</b>	<b>82</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>(25)</b>	<b>(28)</b>	<b>0</b>	<b>14</b>	<b>(15)</b>	<b>4</b>	<b>(108)</b>	<b>1.743</b>	<b>n.a.</b>

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## ASSETS

	Note	Mar. 31, 2013	Jun. 30, 2013	Sep. 30, 2013	Dec. 31, 2013	Mar. 31, 2014	Change compared to prior quarter %	Change compared to prior year %
		millions of €	millions of €	millions of €	millions of €	millions of €		
<b>CURRENT ASSETS</b>		<b>15.862</b>	<b>18.212</b>	<b>18.020</b>	<b>21.963</b>	<b>22.270</b>	<b>1,4</b>	<b>40,4</b>
Cash and cash equivalents		4.540	5.243	5.675	7.970	7.706	(3,3)	69,7
Trade and other receivables		6.423	6.763	7.146	7.712	7.536	(2,3)	17,3
Current recoverable income taxes		113	105	112	98	146	49,0	29,2
Other financial assets		1.696	2.100	2.230	2.745	2.695	(1,8)	58,9
Inventories		1.111	1.424	1.342	1.062	1.139	7,3	2,5
Current and non-current assets and disposal groups held for sale		217	744	78	1.033	1.211	17,2	n.a.
Other assets		1.762	1.833	1.437	1.343	1.837	36,8	4,3
<b>NON-CURRENT ASSETS</b>		<b>92.975</b>	<b>97.902</b>	<b>97.281</b>	<b>96.185</b>	<b>95.073</b>	<b>(1,2)</b>	<b>2,3</b>
Intangible assets		42.811	47.533	46.972	45.967	45.157	(1,8)	5,5
Property, plant and equipment		37.135	37.739	37.501	37.427	37.255	(0,5)	0,3
Investments accounted for using the equity method		6.288	6.218	6.247	6.167	6.257	1,5	(0,5)
Other financial assets		1.780	1.346	1.528	1.362	1.265	(7,1)	(28,9)
Deferred tax assets		4.630	4.742	4.708	4.960	4.841	(2,4)	4,6
Other assets		331	324	325	302	298	(1,3)	(10,0)
<b>TOTAL ASSETS</b>		<b>108.837</b>	<b>116.114</b>	<b>115.301</b>	<b>118.148</b>	<b>117.343</b>	<b>(0,7)</b>	<b>7,8</b>

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## LIABILITIES AND SHAREHOLDERS' EQUITY

	Note	Mar. 31, 2013	Jun. 30, 2013	Sep. 30, 2013	Dec. 31, 2013	Mar. 31, 2014	Change compared to prior quarter %	Change compared to prior year %
		millions of €	millions of €	millions of €	millions of €	millions of €		
<b>LIABILITIES</b>		<b>77.824</b>	<b>84.864</b>	<b>83.286</b>	<b>86.085</b>	<b>84.577</b>	<b>(1,8)</b>	<b>8,7</b>
<b>CURRENT LIABILITIES</b>		<b>22.783</b>	<b>25.296</b>	<b>25.188</b>	<b>22.496</b>	<b>23.490</b>	<b>4,4</b>	<b>3,1</b>
Financial liabilities		8.919	10.874	11.169	7.891	8.891	12,7	(0,3)
Trade and other payables		6.091	6.831	6.701	7.259	6.696	(7,8)	9,9
Income tax liabilities		441	346	428	308	295	(4,2)	(33,1)
Other provisions		2.924	2.575	2.709	3.120	3.315	6,3	13,4
Liabilities directly associated with non-current assets and disposal groups held for sale		47	235	0	113	0	n.a.	n.a.
Other liabilities		4.361	4.435	4.181	3.805	4.293	12,8	(1,6)
<b>NON-CURRENT LIABILITIES</b>		<b>55.041</b>	<b>59.568</b>	<b>58.098</b>	<b>63.589</b>	<b>61.087</b>	<b>(3,9)</b>	<b>11,0</b>
Financial liabilities		35.835	39.473	38.154	43.708	40.737	(6,8)	13,7
Provisions for pensions and other employee benefits		7.113	7.131	7.172	7.006	7.285	4,0	2,4
Other provisions		1.834	1.998	1.957	2.071	2.083	0,6	13,6
Deferred tax liabilities		6.263	6.934	6.845	6.916	7.103	2,7	13,4
Other liabilities		3.996	4.032	3.970	3.888	3.879	(0,2)	(2,9)
<b>SHAREHOLDERS' EQUITY</b>		<b>31.013</b>	<b>31.250</b>	<b>32.015</b>	<b>32.063</b>	<b>32.766</b>	<b>2,2</b>	<b>5,7</b>
Issued capital		11.063	11.395	11.395	11.395	11.395	n.a.	3,0
Capital reserves		51.506	51.297	51.346	51.428	50.996	(0,8)	(1,0)
Retained earnings incl. carryforwards		(34.361)	(37.348)	(37.333)	(37.437)	(36.670)	2,0	(6,7)
Total other comprehensive income		(2.346)	(2.215)	(2.276)	(2.383)	(2.502)	(5,0)	(6,6)
Net profit (loss)		564	1.094	1.682	930	1.817	95,4	n.a.
Treasury shares		(6)	(6)	(6)	(54)	(54)	n.a.	n.a.
Non-controlling interests		4.593	7.033	7.207	8.184	7.784	(4,9)	69,5
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>		<b>108.837</b>	<b>116.114</b>	<b>115.301</b>	<b>118.148</b>	<b>117.343</b>	<b>(0,7)</b>	<b>7,8</b>



# DT GROUP

## PROVISIONS FOR PENSIONS

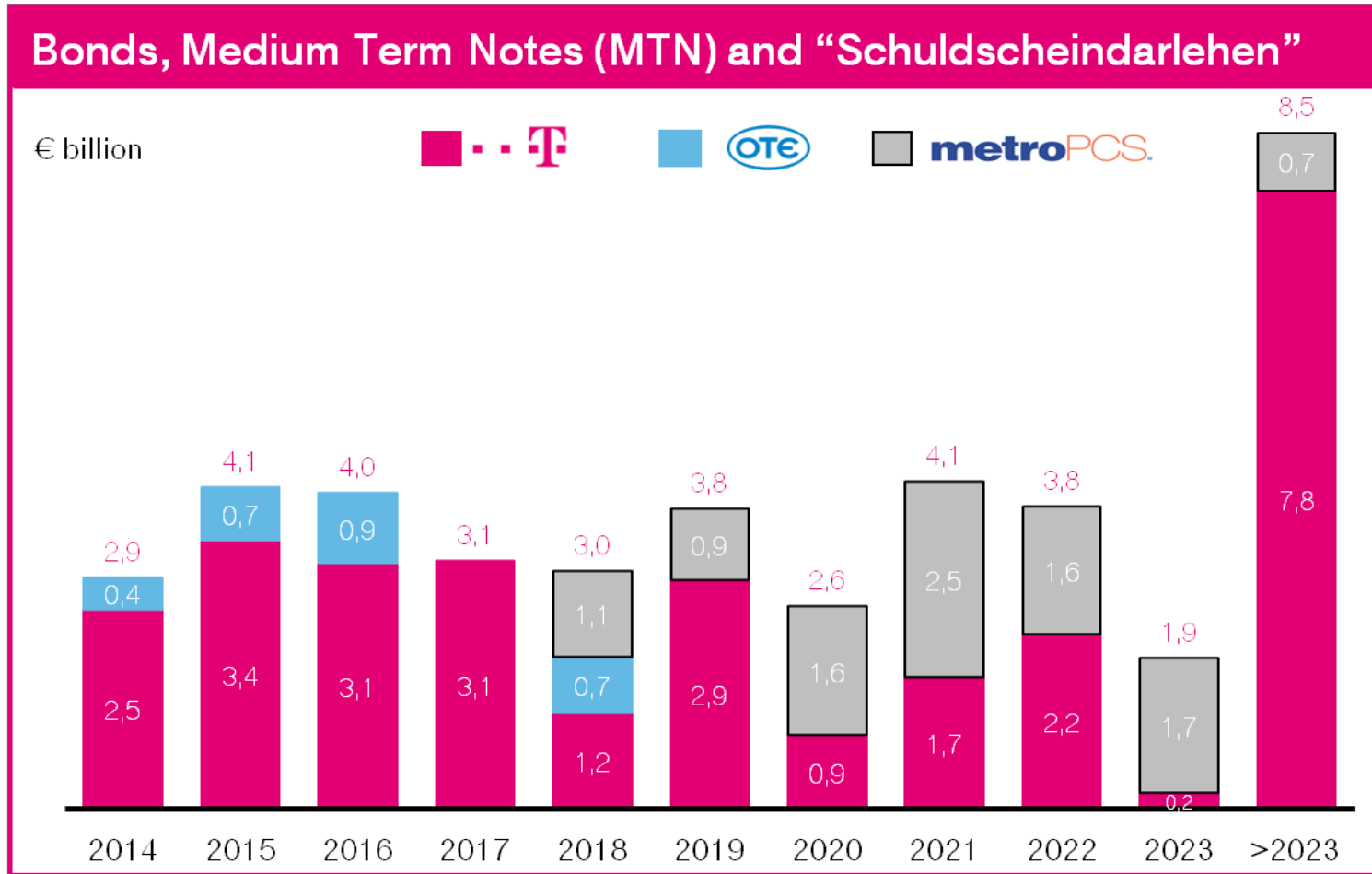
		2013 millions of €	2012 millions of €	2011 millions of €	2010 millions of €	2009 millions of €
<b>FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET</b>						
Present value of obligation (DBO)	1	8.965	8.973	6.966	7.017	6.833
Plan assets		(1.973)	(1.680)	(860)	(629)	(618)
Others		14	19	18	(15)	(36)
Provision in balance sheet		7.006	7.312	6.124	6.373	6.179
<b>PENSION COSTS INCLUDED IN P&amp;L (INCLUDED EXPECTED RETURN ON PLAN ASSETS)</b>						
		<b>388</b>	<b>511</b>	<b>530</b>	<b>514</b>	<b>525</b>
thereof included in EBITDA		160	197	199	197	204
thereof included in financial result		228	313	314	317	321
<b>CASH PAYMENTS FOR PENSIONS</b>						
1) funding of plan assets by DT (investment in financial assets)		269	768	267	2	45
2) benefits paid through plan assets	2	42	45	52	56	61
3) benefits paid through provision (included in cash flow from operations)		366	375	367	345	332
cash payments included in cash flow statement = 1) + 3)		635	1.143	634	347	377
cash payments included in free cash flow = 3)		366	375	367	345	332
<b>CHANGE IN THE PRESENT VALUE OF THE OBLIGATION (EXAMPLE)</b>						
End of 2012		8.973				
pension costs included in P&L		388				
benefits paid		(408)				
actuarial losses/gains	3	(35)				
F/X		(6)				
Others		53				
End of 2013		8.965				

1 Increase in obligation in 2012 mainly due to a change in the discount rate.

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

3 Actuarial losses/gains are via other comprehensive income directly billed vs. equity. Cumulative amount recorded in equity 2013: loss of 2.152 million €.

# MATURITY PROFILE AS OF MARCH 31, 2014



# LIQUIDITY RESERVE AS OF MARCH 31, 2014

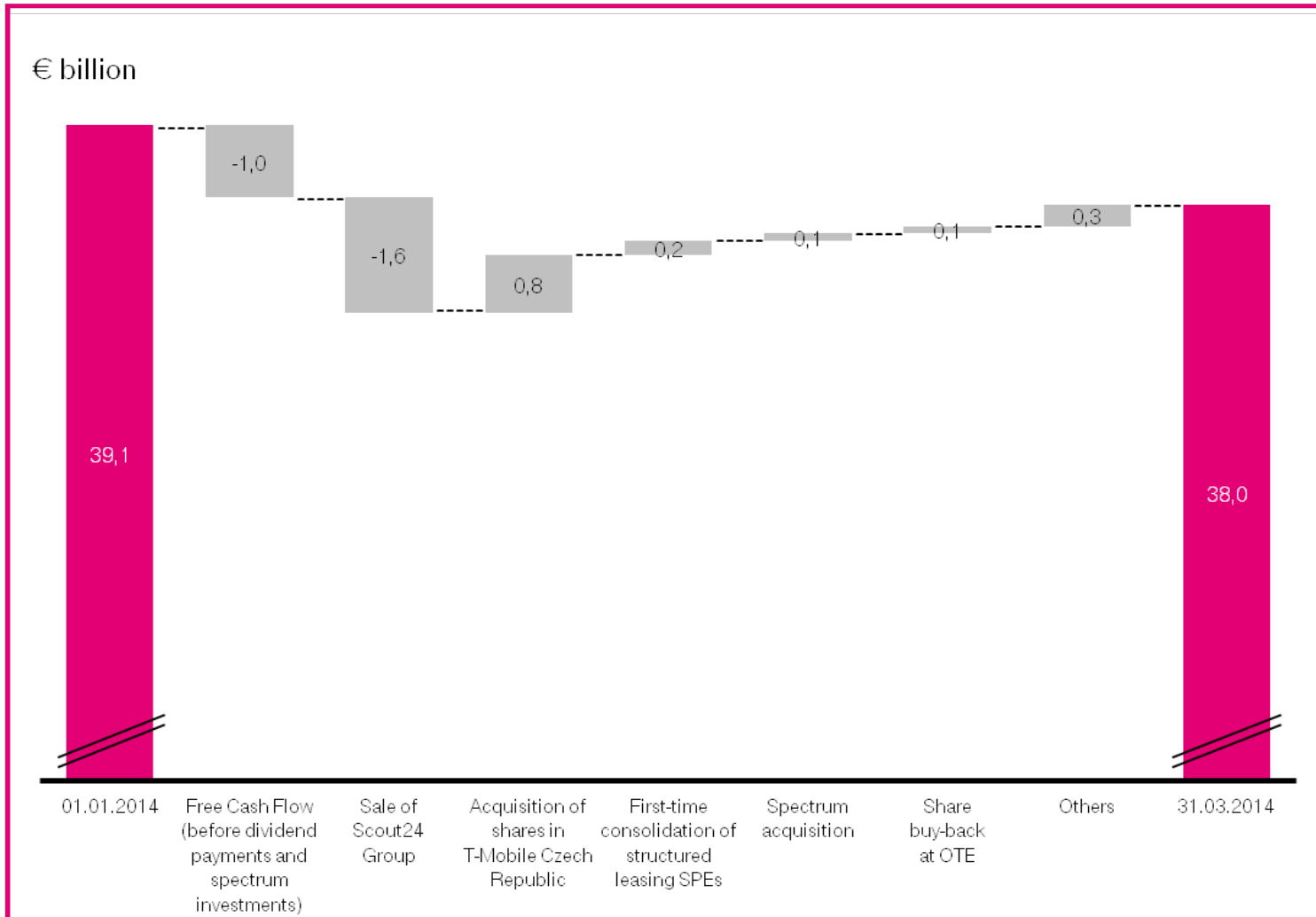
€ billion	60,7	Total line availability	
	22,7	<b>Liquidity reserve</b>	
		Unused bank lines:	€ 13,6 bn
		Other liquid assets:	€ 9,1 bn
	38,0	<b>Net-debt</b>	
		<b>Gross debt</b>	€ 47,8 bn
		Bonds:	€ 40,1 bn
		Other financial liabilities:	€ 7,7 bn
		<b>Liquid financial assets</b>	€ 9,9 bn
		Cash & equivalents:	€ 7,7 bn
	Available-for-sale/held-for-trading financial assets	€ 0,3 bn	
	Other financial assets:	€ 1,9 bn	
Numbers rounded			

# DT GROUP

## NET DEBT

		Mar. 31, 2013	Jun. 30, 2013	Sep. 30, 2013	Dec. 31, 2013	Mar. 31, 2014	Change compared to prior quarter %	Change compared to prior year %
	Note	millions of €	millions of €	millions of €	millions of €	millions of €		
Bonds		35.519	40.087	39.225	40.535	40.101	(1,1)	12,9
Other financial liabilities		7.694	8.466	8.366	9.092	7.717	(15,1)	0,3
<b>GROSS DEBT</b>		<b>43.213</b>	<b>48.553</b>	<b>47.591</b>	<b>49.627</b>	<b>47.818</b>	<b>(3,6)</b>	<b>10,7</b>
Cash and cash equivalents		4.540	5.243	5.675	7.970	7.706	(3,3)	69,7
Available-for-sale/held-for-trading financial assets		15	269	301	310	299	(3,5)	n.a.
Other financial assets		1.539	1.667	1.889	2.254	1.849	(18,0)	20,1
<b>NET DEBT</b>		<b>37.119</b>	<b>41.374</b>	<b>39.726</b>	<b>39.093</b>	<b>37.964</b>	<b>(2,9)</b>	<b>2,3</b>

# NET DEBT DEVELOPMENT Q1 2014



Numbers rounded

# DT GROUP

## CASH CAPEX

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>CASH CAPEX</b>								
Germany		594	644	892	1.281	3.411	705	18,7
United States		852	804	767	856	3.279	690	(19,0)
Europe		1.384	522	500	1.255	3.661	585	(57,7)
Systems Solutions		209	213	270	374	1.066	253	21,1
Group Headquarters & Group Services		77	94	97	143	411	65	(15,6)
Reconciliation		(92)	(79)	(148)	(441)	(760)	(101)	(9,8)
<b>GROUP</b>	<b>1</b>	<b>3.024</b>	<b>2.198</b>	<b>2.378</b>	<b>3.468</b>	<b>11.068</b>	<b>2.197</b>	<b>(27,3)</b>
- thereof spectrum investment		937	131	117	1.022	2.207	132	(85,9)

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

# DT GROUP

## FREE CASH FLOW

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
Net profit (loss)		564	530	588	(752)	930	1.817	n.a.
Profit (loss) attributable to non-controlling interests		57	114	249	(146)	274	34	(40,4)
<b>PROFIT (LOSS) AFTER INCOME TAXES</b>		<b>621</b>	<b>644</b>	<b>837</b>	<b>(898)</b>	<b>1.204</b>	<b>1.851</b>	<b>n.a.</b>
Depreciation, amortization and impairment losses		2.387	2.507	2.572	3.438	10.904	2.496	4,6
Income tax expense/(benefit)		391	220	304	9	924	550	40,7
Interest (income) and interest expenses		522	521	552	567	2.162	597	14,4
Other financial (income) expense		78	146	174	171	569	117	50,0
Share of (profit) loss of associates and joint ventures accounted for using the equity method		80	(6)	29	(32)	71	27	(66,3)
(Profit) loss on the disposal of fully consolidated subsidiaries		(55)	47	(122)	(1)	(131)	(1.709)	n.a.
Other non-cash transactions		3	18	28	52	101	53	n.a.
(Gain) loss from the disposal of intangible assets and property, plant and equipment		20	24	3	91	138	(26)	n.a.
Change in assets carried as working capital		(348)	(508)	(37)	(373)	(1.266)	(496)	(42,5)
Change in provisions		(108)	(595)	67	441	(195)	153	n.a.
Change in other liabilities carried as working capital		199	657	(424)	264	696	188	(5,5)
Income taxes received (paid)		(184)	(173)	(157)	(134)	(648)	(178)	3,3
Dividends received		110	2	92	69	273	237	n.a.
Net payments from entering into or canceling interest rate swaps		0	67	133	90	290	0	n.a.
Break-up fee T-Mobile USA		0	0	0	0	0	0	n.a.
Tax effect break-up fee T-Mobile USA		95	42	0	0	137	0	n.a.
Retention bonus T-Mobile USA/compensation payments for MetroPCS employees		0	51	1	8	60	0	n.a.
<b>CASH GENERATED FROM OPERATIONS</b>		<b>3.811</b>	<b>3.664</b>	<b>4.052</b>	<b>3.762</b>	<b>15.289</b>	<b>3.860</b>	<b>1,3</b>
Interest received (paid)		(764)	(540)	(411)	(360)	(2.075)	(898)	(17,5)
<b>NET CASH FROM OPERATING ACTIVITIES</b>		<b>3.047</b>	<b>3.124</b>	<b>3.641</b>	<b>3.402</b>	<b>13.214</b>	<b>2.962</b>	<b>(2,8)</b>
Cash outflows for investments in (proceeds from disposal of)		(2.009)	(2.014)	(2.215)	(2.370)	(8.608)	(1.979)	1,5
Intangible assets		(1.435)	(775)	(746)	(1.534)	(4.490)	(820)	42,9
Property, plant and equipment		(1.511)	(1.370)	(1.586)	(1.858)	(6.325)	(1.291)	14,6
Spectrum investment		937	131	117	1.022	2.207	132	(85,9)

# DT GROUP

## PERSONNEL<sup>1</sup>

AT REPORTING DATE	Note	Mar. 31,	Jun. 30,	Sep. 30,	Dec. 31,	Mar. 31,	Change compared to		Change compared to	
		2013	2013	2013	2013	2014	prior quarter		prior year	
							abs.	%	abs.	%
Germany		68.636	67.936	67.434	66.725	67.318	593	0,9	(1.318)	(1,9)
United States		29.826	33.489	34.132	37.071	36.633	(438)	(1,2)	6.807	22,8
Europe		58.170	57.877	55.744	53.265	52.982	(283)	(0,5)	(5.188)	(8,9)
Systems Solutions		50.835	49.563	49.468	49.540	49.436	(104)	(0,2)	(1.399)	(2,8)
Group Headquarters & Group Services		21.989	22.330	22.316	21.995	20.871	(1.124)	(5,1)	(1.118)	(5,1)
of which Vivento		8.200	8.300	8.100	8.000	8.900	900	11,3	700	8,5
<b>GROUP</b>		<b>229.456</b>	<b>231.195</b>	<b>229.094</b>	<b>228.596</b>	<b>227.240</b>	<b>(1.356)</b>	<b>(0,6)</b>	<b>(2.216)</b>	<b>(1,0)</b>
of which: Domestic		118.926	118.191	117.658	116.643	115.975	(668)	(0,6)	(2.951)	(2,5)
of which: International		110.530	113.004	111.436	111.953	111.265	(688)	(0,6)	735	0,7
of which: Civil servants (domestic)		21.963	21.239	20.988	20.523	20.578	55	0,3	(1.385)	(6,3)

AVERAGE	Note	Q1	Q2	Q3	Q4	Q1	Change compared to	
		2013	2013	2013	2013	2014	prior year	
							abs.	%
Germany		68.672	67.880	67.516	66.992	67.396	(1.276)	(1,9)
United States		30.033	31.971	33.881	35.962	36.400	6.367	21,2
Europe		58.225	57.995	56.329	54.689	52.990	(5.235)	(9,0)
Systems Solutions		50.868	50.091	49.448	49.535	49.476	(1.392)	(2,7)
Group Headquarters & Group Services		21.948	22.309	22.328	22.143	21.344	(604)	(2,8)
of which Vivento		8.200	8.300	8.100	8.100	8.400	200	2,4
<b>GROUP</b>		<b>229.746</b>	<b>230.246</b>	<b>229.502</b>	<b>229.321</b>	<b>227.606</b>	<b>(2.140)</b>	<b>(0,9)</b>
of which: Domestic		118.970	118.157	117.739	117.114	116.552	(2.418)	(2,0)
of which: International		110.776	112.089	111.763	112.207	111.054	278	0,3
of which: Civil servants (domestic)		21.974	21.336	21.087	20.732	20.628	(1.346)	(6,1)

1 The ICSS/GNF business of the local business units (LBUs), which had previously been organizationally assigned to the Systems Solutions operating segment, was brought together as of January 1, 2014 and is now reported under the Europe operating segment. In addition, as of January 1, 2014, the local business customer units of T-Systems Czech Republic, which had previously been managed under the Systems Solutions operating segment, were merged with T-Mobile Czech Republic; they are reported in the Europe operating segment. Comparative figures have been adjusted retrospectively. As of May 1, 2013, including MetroPCS.



# EXCHANGE RATES

## AVERAGE

	Q1 2013 €	Q2 2013 €	Q3 2013 €	Q4 2013 €	FY 2013 €	Q1 2014 €
1 US Dollar (USD)	0,75699	0,76530	0,75504	0,73457	0,75289	0,73015
1 British pound (GBP)	1,17465	1,17538	1,17022	1,18926	1,17714	1,20718
100 Czech korunas (CZK)	3,91222	3,87237	3,86870	3,74759	3,85018	3,64337
100 Croatian kunas (HRK)	13,18660	13,23430	13,25530	13,10810	13,19720	13,07380
1,000 Hungarian forints (HUF)	3,37393	3,38131	3,35604	3,36065	3,36771	3,24976
100 Macedonian Denar (MKD)	1,60447	1,61950	1,62362	1,62584	1,61831	1,62249
100 Polish Zloty (PLN)	24,06960	23,81640	23,54300	23,88820	23,82270	23,89150
10 Romanian leu (RON)	2,28004	2,27277	2,25165	2,24648	2,26252	2,22159

## END OF PERIOD

	Mar. 31 2013 €	Jun. 30 2013 €	Sep. 30 2013 €	Dec. 31 2013 €	Mar. 31 2014 €
1 US Dollar (USD)	0,78089	0,76482	0,74085	0,72597	0,72458
1 British pound (GBP)	1,18171	1,16541	1,19542	1,20086	1,20644
100 Czech korunas (CZK)	3,88554	3,85410	3,88750	3,64929	3,64469
100 Croatian kunas (HRK)	13,16710	13,42880	13,13020	13,12490	13,07470
1,000 Hungarian forints (HUF)	3,28837	3,38437	3,35295	3,36594	3,25664
100 Macedonian Denar (MKD)	1,62991	1,62286	1,62273	1,62712	1,62102
100 Polish Zloty (PLN)	23,94350	23,06330	23,67970	24,08060	23,96540
10 Romanian leu (RON)	2,26277	2,24026	2,24175	2,23723	2,24189



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

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>	2	5.566	5.612	5.670	5.648	22.496	5.483	(1,5)
<b>NET REVENUE</b>		5.216	5.274	5.331	5.296	21.117	5.146	(1,3)
<b>EBITDA</b>		2.255	2.279	2.375	2.027	8.936	2.230	(1,1)
EBITDA margin (EBITDA / total revenue)	%	40,5	40,6	41,9	35,9	39,7	40,7	0,2p
Depreciation, amortization and impairment losses		(966)	(978)	(989)	(1.028)	(3.961)	(956)	1,0
Profit (loss) from operations = EBIT		1.289	1.301	1.386	999	4.975	1.274	(1,2)
<b>CASH CAPEX</b>		594	644	892	1.281	3.411	705	18,7
<b>CASH CONTRIBUTION</b>		1.661	1.635	1.483	746	5.525	1.525	(8,2)

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

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		5.566	5.565	5.670	5.634	22.435	5.483	(1,5)
<b>NET REVENUE</b>		5.216	5.227	5.331	5.282	21.056	5.146	(1,3)
<b>EBITDA</b>		2.118	2.161	2.268	1.854	8.401	2.205	4,1
EBITDA margin (EBITDA / total revenue)	%	38,1	38,8	40,0	32,9	37,4	40,2	2,1p
Depreciation, amortization and impairment losses		(966)	(978)	(989)	(1.033)	(3.966)	(956)	1,0
Profit (loss) from operations = EBIT		1.152	1.183	1.279	821	4.435	1.249	8,4
<b>CASH CAPEX</b>		594	644	892	1.281	3.411	705	18,7
<b>CASH CONTRIBUTION</b>		1.524	1.517	1.376	573	4.990	1.500	(1,6)

1 As of April 1, 2013, deconsolidation of SAF Forderungsmanagement GmbH.

2 Special factors affecting Total revenue: EUR -47 mn in Q2/13 and EUR -14 mn in Q4/13 within Wholesale Services (ULL).

# GERMANY

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

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>5.566</b>	<b>5.565</b>	<b>5.670</b>	<b>5.634</b>	<b>22.435</b>	<b>5.483</b>	<b>(1,5)</b>
<b>TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)</b>	<b>2</b>	<b>5.566</b>	<b>5.612</b>	<b>5.670</b>	<b>5.648</b>	<b>22.496</b>	<b>5.483</b>	<b>(1,5)</b>
Profit (loss) from operations = EBIT		1.152	1.183	1.279	821	4.435	1.249	8,4
- Depreciation, amortization and impairment losses		(966)	(978)	(989)	(1.033)	(3.966)	(956)	1,0
<b>= EBITDA</b>		<b>2.118</b>	<b>2.161</b>	<b>2.268</b>	<b>1.854</b>	<b>8.401</b>	<b>2.205</b>	<b>4,1</b>
EBITDA margin	%	38,1	38,8	40,0	32,9	37,4	40,2	2,1p
- Special factors affecting EBITDA		(137)	(118)	(107)	(173)	(535)	(25)	81,8
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>2.255</b>	<b>2.279</b>	<b>2.375</b>	<b>2.027</b>	<b>8.936</b>	<b>2.230</b>	<b>(1,1)</b>
EBITDA margin (adjusted for special factors)	%	40,5	40,6	41,9	35,9	39,7	40,7	0,2p

## SPECIAL FACTORS

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(137)</b>	<b>(118)</b>	<b>(107)</b>	<b>(173)</b>	<b>(535)</b>	<b>(25)</b>	<b>81,8</b>
- of which personnel		(123)	(150)	(103)	(130)	(506)	(23)	81,3
- of which other		(14)	32	(4)	(43)	(29)	(2)	85,7
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(137)</b>	<b>(118)</b>	<b>(107)</b>	<b>(178)</b>	<b>(540)</b>	<b>(25)</b>	<b>81,8</b>
- of which personnel		(123)	(150)	(103)	(130)	(506)	(23)	81,3
- of which other		(14)	32	(4)	(48)	(34)	(2)	85,7

1 As of April 1, 2013, deconsolidation of SAF Forderungsmanagement GmbH.

2 Special factors affecting Total revenue: EUR -47 mn in Q2/13 and EUR -14 mn in Q4/13 within Wholesale Services (ULL).

## GERMANY OPERATIONALS

	Note	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Q1 2014	Change %	
<b>GERMANY</b>								
<b>ACCESS LINES</b>								
Fixed network	('000)	1	22.113	21.880	21.625	21.417	21.202	(4,1)
IP	('000)	1	1.215	1.474	1.774	2.141	2.640	n.a.
Broadband	('000)	1	12.443	12.430	12.383	12.360	12.354	(0,7)
Fiber	('000)	1,2	1.015	1.096	1.165	1.246	1.375	35,5
TV (incl. IPTV, SAT)	('000)	1	2.036	2.078	2.121	2.177	2.255	10,8
ULLs	('000)	1	9.422	9.359	9.299	9.257	9.207	(2,3)
Wholesale bundled	('000)	1	483	455	419	390	362	(25,1)
Wholesale unbundled	('000)	1	1.362	1.418	1.495	1.564	1.675	23,0
Fiber	('000)		127	172	222	274	367	n.a.
<b>MOBILE CUSTOMERS</b>								
Total	('000)		37.005	37.492	37.936	38.625	39.145	5,8
- contract	('000)		20.011	20.445	20.915	21.553	22.104	10,5
- prepaid	('000)		16.994	17.047	17.021	17.072	17.040	0,3

## CONSUMER OPERATIONALS

	Note	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Q1 2014	Change %	
<b>GERMANY - CONSUMER</b>								
<b>ACCESS LINES</b>								
Fixed network	('000)	1	17.536	17.331	17.109	16.923	16.698	(4,8)
IP	('000)	1	1.119	1.355	1.629	1.960	2.407	n.a.
Broadband	('000)	1	10.035	10.024	9.983	9.963	9.927	(1,1)
Fiber	('000)	1,2	866	935	994	1.064	1.171	35,2
TV (incl. IPTV, SAT)	('000)	1	1.866	1.906	1.948	2.001	2.071	11,0
<b>MOBILE CUSTOMERS</b>								
Total	('000)		29.064	29.343	29.623	29.943	30.174	3,8
- contract	('000)		14.396	14.762	15.159	15.669	16.112	11,9
- prepaid	('000)		14.668	14.581	14.463	14.275	14.061	(4,1)

## BUSINESS CUSTOMERS OPERATIONALS

	Note	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Q1 2014	Change %	
<b>GERMANY - BUSINESS</b>								
<b>ACCESS LINES</b>								
Fixed network	('000)	1	3.515	3.490	3.465	3.445	3.460	(1,6)
IP	('000)	1	81	103	128	164	216	n.a.
Broadband	('000)	1	2.083	2.080	2.074	2.072	2.101	0,9
Fiber	('000)	1,2	147	159	169	180	200	36,1
TV (incl. IPTV, SAT)	('000)	1	168	170	172	174	182	8,3
<b>MOBILE CUSTOMERS</b>								
Mobile communications	('000)		7.941	8.149	8.314	8.682	8.971	13,0
- contract	('000)		5.615	5.683	5.755	5.885	5.992	6,7
- prepaid (M2M)	('000)		2.326	2.467	2.558	2.797	2.979	28,1

1 Figures do not add up.

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

# GERMANY

## REVENUE SPLIT - PRODUCTS<sup>1</sup>

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>GERMANY</b>		<b>5.566</b>	<b>5.565</b>	<b>5.670</b>	<b>5.634</b>	<b>22.435</b>	<b>5.483</b>	<b>(1,5)</b>
<b>FIXED NETWORK</b>		<b>2.560</b>	<b>2.546</b>	<b>2.542</b>	<b>2.535</b>	<b>10.183</b>	<b>2.483</b>	<b>(3,0)</b>
of which Fixed Revenues (Fixed line)		1.864	1.856	1.835	1.821	7.376	1.809	(3,0)
Voice only revenues		553	542	529	520	2.144	512	(7,4)
Broadband revenues		1.078	1.075	1.065	1.057	4.275	1.046	(3,0)
TV revenues		233	239	241	244	957	251	7,7
of which Variable Revenues (Fixed line)		315	311	318	302	1.246	280	(11,1)
of which Revenues from add-on options (Fixed line)		43	39	41	43	166	40	(7,0)
thereof revenues from voice centric options		21	20	21	21	83	20	(4,8)
thereof revenues from broadband centric options		7	7	7	7	28	7	n.a.
thereof revenues from TV centric options		15	12	13	14	54	13	(13,3)
<b>MOBILE COMMUNICATIONS</b>		<b>1.842</b>	<b>1.925</b>	<b>2.006</b>	<b>1.957</b>	<b>7.730</b>	<b>1.871</b>	<b>1,6</b>
of which Service Revenues		1.628	1.673	1.700	1.650	6.651	1.631	0,2
thereof Data Revenues		541	569	651	679	2.440	697	28,8
<b>WHOLESALE SERVICES FIXED NETWORK</b>		<b>865</b>	<b>825</b>	<b>863</b>	<b>873</b>	<b>3.426</b>	<b>856</b>	<b>(1,0)</b>
of which access full ULL		323	273	320	304	1.220	315	(2,5)
of which bundled and unbundled access line		103	104	107	108	422	123	19,4
<b>ONLINE CONSUMER SERVICES</b>	2	<b>18</b>	<b>21</b>	<b>20</b>	<b>20</b>	<b>79</b>	<b>20</b>	<b>11,1</b>
<b>VALUE-ADDED SERVICES</b>		<b>83</b>	<b>74</b>	<b>71</b>	<b>65</b>	<b>293</b>	<b>64</b>	<b>(22,9)</b>
<b>OTHERS</b>		<b>198</b>	<b>174</b>	<b>169</b>	<b>184</b>	<b>725</b>	<b>189</b>	<b>(4,5)</b>

## REVENUE SPLIT - SEGMENTS<sup>1</sup>

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>GERMANY</b>		<b>5.566</b>	<b>5.565</b>	<b>5.670</b>	<b>5.634</b>	<b>22.435</b>	<b>5.483</b>	<b>(1,5)</b>
Consumer		2.982	3.031	3.086	3.023	12.122	2.928	(1,8)
Business customers		1.391	1.414	1.431	1.440	5.676	1.404	0,9
Wholesale services		959	922	959	971	3.811	952	(0,7)
Value-added services		80	73	71	64	288	63	(21,3)
Others		154	125	123	136	538	136	(11,7)

1 As of April 1, 2013, deconsolidation of SAF Forderungsmanagement GmbH.

2 Contains mainly security packages and hosting storages.

## GERMANY

### MOBILE COMMUNICATIONS KPIS

	Note	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Change %
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,4</b>	<b>1,5</b>	<b>1,4</b>	<b>1,5</b>	<b>1,4</b>	<b>1,3</b>	<b>(0,1p)</b>
- contract	(%)	1,1	1,2	1,1	1,0	1,1	1,1	0,0p
<b>SAC PER GROSS ADD</b>	(€)	<b>79</b>	<b>78</b>	<b>81</b>	<b>80</b>	<b>79</b>	<b>67</b>	<b>(15,2)</b>
- contract	(€)	136	123	133	131	131	101	(25,7)
- prepaid	(€)	12	25	20	17	19	15	25,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>197</b>	<b>210</b>	<b>213</b>	<b>207</b>	<b>207</b>	<b>214</b>	<b>8,6</b>
<b>ARPU</b>	(€)	<b>15</b>	<b>15</b>	<b>15</b>	<b>14</b>	<b>15</b>	<b>14</b>	<b>(6,7)</b>
- contract	(€)	24	25	24	23	24	23	(4,2)
- prepaid	(€)	3	3	4	3	3	3	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>44</b>	<b>45</b>	<b>48</b>	<b>51</b>	<b>47</b>	<b>50</b>	<b>6p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>81</b>	<b>85</b>	<b>84</b>	<b>83</b>	<b>83</b>	<b>80</b>	<b>(1,2)</b>
- contract	(min)	132	138	135	132	134	129	(2,3)

### CONSUMER - KPIS

	Note	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Change %
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,6</b>	<b>1,6</b>	<b>1,6</b>	<b>1,6</b>	<b>1,6</b>	<b>1,5</b>	<b>(0,1p)</b>
- contract	(%)	1,1	1,3	1,2	1,1	1,2	1,2	0,1p
<b>SAC PER GROSS ADD</b>	(€)	<b>74</b>	<b>75</b>	<b>80</b>	<b>83</b>	<b>78</b>	<b>67</b>	<b>(9,5)</b>
- contract	(€)	125	114	124	127	123	92	(26,4)
- prepaid	(€)	15	29	25	23	23	21	40,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>234</b>	<b>229</b>	<b>227</b>	<b>253</b>	<b>236</b>	<b>227</b>	<b>(3,0)</b>
<b>ARPU</b>	(€)	<b>13</b>	<b>13</b>	<b>13</b>	<b>12</b>	<b>13</b>	<b>12</b>	<b>(7,7)</b>
- contract	(€)	22	22	22	21	22	20	(9,1)
- prepaid	(€)	4	4	4	4	4	3	(25,0)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>44</b>	<b>45</b>	<b>49</b>	<b>51</b>	<b>47</b>	<b>49</b>	<b>5p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>76</b>	<b>80</b>	<b>80</b>	<b>80</b>	<b>79</b>	<b>74</b>	<b>(2,6)</b>
- contract	(min)	119	125	122	121	122	112	(5,9)

### BUSINESS CUSTOMERS - KPIS

	Note	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Change %
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>0,9</b>	<b>0,8</b>	<b>0,8</b>	<b>1,0</b>	<b>0,9</b>	<b>0,7</b>	<b>(0,2p)</b>
- contract	(%)	1,0	0,8	0,8	0,8	0,8	0,7	(0,3p)
<b>SAC PER GROSS ADD</b>	(€)	<b>98</b>	<b>89</b>	<b>85</b>	<b>70</b>	<b>84</b>	<b>69</b>	<b>(29,6)</b>
- contract	(€)	190	166	175	146	167	141	(25,8)
- prepaid	(€)	3	4	0	2	2	2	(33,3)
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>142</b>	<b>175</b>	<b>187</b>	<b>150</b>	<b>162</b>	<b>190</b>	<b>33,8</b>
<b>ARPU</b>	(€)	<b>23</b>	<b>23</b>	<b>22</b>	<b>22</b>	<b>22</b>	<b>21</b>	<b>(8,7)</b>
- contract	(€)	31	32	31	30	31	30	(3,2)
- prepaid	(€)	2	2	2	2	2	2	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>46</b>	<b>44</b>	<b>47</b>	<b>51</b>	<b>47</b>	<b>53</b>	<b>7p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>128</b>	<b>133</b>	<b>129</b>	<b>126</b>	<b>129</b>	<b>128</b>	<b>0,0</b>
- contract	(min)	179	188	185	183	184	189	5,6



# GERMANY

## SINGLE PLAY

<b>SINGLE PLAY<sup>1,2,3</sup> IN €</b>	<b>CALL START<sup>4</sup></b>	<b>CALL BASIC<sup>4,5</sup></b>	<b>CALL COMFORT<sup>4</sup></b>
	Standard-PSTN, voice usage per minute	Standard-PSTN, voice usage per minute, up to 120 minutes included within Germany	Standard-PSTN, voice flat rate within Germany
	17.95	19.95	29.95
<b>CITY, CDL</b>	<b>CENT/MINUTE</b>		
Off peak	2.9		0
Peak	2.9		0
international		from 2.9	
fixed to mobile		19.0	
<b>CALLING PLANS</b>			
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	

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 in cents/minute including VAT

4 Standard-PSTN; Universal-PSTN + €8

5 Universal-PSTN up to 240 Min included

# GERMANY

## DOUBLE PLAY

DOUBLE PLAY <sup>1,2,3</sup> IN €	CALL & SURF BASIC <sup>4</sup> (4.1)	CALL & SURF COMFORT <sup>4</sup>	CALL & SURF COMFORT SPEED <sup>9</sup>	CALL & SURF COMFORT PLUS <sup>4</sup>
	Bandwidth DSL 2 Mbit/s, flat rate Internet usage. <sup>7</sup>	Bandwidth DSL 16 Mbit/s, flat rate Internet usage and flat rate voice usage.	Bandwidth VDSL 50 Mbit/s <sup>6</sup> , 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.
	29.95 <sup>10</sup>	34.95 <sup>10</sup>	39.95 <sup>5,10</sup>	44.95 <sup>8,10</sup>
CITY, DLD	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	
Installation Service Comfort			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 31.12.2014. Regular price €44.95

6 Also available as Fiber 100 / 200 (IP-Product only) for €49.95 / €54.95 (promotional price until 30.06.2014)

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

8 Promotional Price €39.95 until 31.12.2014 for customer retention (IP-Product only)

9 Available as IP-Product only

10 120€ one-time-bonus for new customers from 03.03.2014 until 04.05.2014 (IP-Products only)

# GERMANY

## TRIPLE PLAY

TRIPLE PLAY <sup>1,2,3</sup> IN €	ENTERTAIN COMFORT <sup>5</sup>	ENTERTAIN PREMIUM <sup>5</sup>	ENTERTAIN SAT <sup>5,9</sup>	ENTERTAIN COMFORT SAT <sup>5,9</sup>
	Bandwidth DSL 16 Mbit/s plus <sup>6,7</sup> flat rate internet usage and flat rate voice usage, video on demand, IPTV basic package.	Bandwidth DSL 16 Mbit/s plus <sup>6,7</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.	Bandwidth DSL 16 Mbit/s plus flat rate internet usage and flat rate voice usage, video on demand, IPTV basic package.
	34.95 <sup>4,8,10</sup>	44.95 <sup>4,8</sup>	39.95 <sup>4</sup>	34.95 <sup>4,8,10</sup>
CITY, DLD	CENT/MINUTE			
Off peak	0			
Peak	0			
international	from 2.9			
fixed to mobile	19.0			
CALLING PLANS				
CountryFlat 1	€3.94 per month			
CountryFlat 2	€14.95 per month			
fixed to mobile	12.9 cents/minute, minimum charge € 4 per month			
fixed to T-Mobile flatrate	€14.95 per month			
Set-up	One off charge PSTN / IP €69.95			
Installation Service Comfort	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

4 120€ one-time-bonus for new customers from 03.03.2014 until 04.05.2014

5 Available as IP-Product only

6 Also available as VDSL 50 with a promotional price + €5 until 31.12.2014, Regular Price + €10

7 Also available as Fiber 100 / 200 with a promotional price + €15 / + €20 (IP-Product only) until 30.06.2014

8 Promotional price for 24 months for new Entertain customers until 31.12.2014; Regular price €44.95/ €49.95

9 Digital SAT-Environment is necessary

10 Additional promotional price the first 6 months, until 04.05.2014

# GERMANY

## SPECIAL ALLNET

<b>SPECIAL PLANS IN €</b>	<b>Special Allnet</b>
Monthly charge (without handset)	29.95
Monthly charge (with handset)	39.95
includes national voice minutes (on-net, fixed net, other mobile networks)	
- mobile to national fixed net	free
- on-net	free
- other mobile networks	free
- Voicebox	free
SMS (onnet, other networks)	free
Data Network	3G
Data Speed	8 Mbit/s
Data Volume until speed step down	200 MB
MultiSim	4.95
VoIP	9.95
Tethering	free
Activation fee	29.95
Duration of contract	24 months

# GERMANY

## COMPLETE COMFORT & COMPLETE PREMIUM

COMPLETE PLANS IN €	XS	S	M	L	XL	XXL	PREMIUM
Monthly charge (without handset)	15.96	27.96	39.96	55.96	63.96	79.96	-
Monthly charge (with handset)	19.95	34.95	49.95	69.95	79.95	99.95	149.95
includes national voice minutes (on-net, fixed net, other mobile networks)	50	100					
- mobile to national fixed net	0.29	0.29	free	free	free	free	free
- on-net	free	free	free	free	free	free	free
- other mobile networks	0.29	0.29	free	free	free	free	free
- Voicebox	free	free	free	free	free	free	free
International Calls (minutes)							1.000
includes SMS per month	50						
SMS (onnet, other networks)	0.19	free	free	free	free	free	free
HotSpot Flatrate	-	-	free	free	free	free	free
Data Network	3G	3G	3G/LTE	3G/LTE	3G/LTE	3G/LTE	3G/LTE
Data Speed	8 Mbit/s	16 Mbit/s	16 Mbit/s	50 Mbit/s	100 Mbit/s	150 Mbit/s	150 Mbit/s
Data Volume until speed step down	100 MB	500 MB	750 MB	1 GB	2 GB	5 GB	20 GB
MultiSim	4.95	4.95	4.95	4.95	free	free	free
VoIP	9.95	9.95	free	free	free	free	free
Tethering	free	free	free	free	free	free	free
Roaming Voice (Minutes)					50	100	250
Roaming SMS							1.000
Roaming Data <sup>1</sup>				4 x Travel & Surf WeekPass	4 x Travel & Surf WeekPass	8 x Travel & Surf WeekPass	16 x Travel & Surf WeekPass
Activation fee				29.95			
Duration of contract				24 months			

1 Travel & Surf WeekPass 50 MB within Europe (24 Monate)

# GERMANY

## MOBILE OPTIONS

<b>VOICE OPTIONS IN €</b>	<b>NETWORK FLAT (FixNet, VF, O2 or Eplus)</b>	<b>FIXED NUMBER</b>	<b>FAMILY</b>
Monthly charge	9.95	9.95	4.95
Additional national voice minutes (on-net, fixed net, other mobile networks)	Flat to other network	Flat from home zone	free calls between 4 mobil numbers (onnet)
<b>SMS OPTION IN €</b>	<b>SMS FLAT ALLNET</b>		
Monthly charge	9.95		
Additional SMS per month (on-net, other networks)	free		
<b>DATA OPTIONS IN €</b>	<b>LTE SPEED</b>	<b>MULTISIM</b>	
Monthly charge	9.95	4.95	
Data Speed	150 Mbit/s		
Additional Data Volume (per month)	250/500		

# GERMANY

## CALL

<b>CALL PLANS IN €</b>	<b>50</b>
Monthly charge (without handset)	9.95
Monthly charge (with handset)	-
includes national voice minutes (on-net, fixed net, other mobile networks)	50
- mobile to national fixed net	0.29
- on-net	0.29
- other mobile networks	0.29
- Voicebox	0.29
includes SMS per month	50
SMS (on-net, other networks)	0.19
Activation fee	29.95
Duration of contract	24 months

# GERMANY

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

<b>DOUBLE PLAY VIA WIRELESS<sup>1,2,3,4</sup> IN €</b>	<b>S</b>	<b>M</b>	<b>L</b>
Monthly Charge <sup>5</sup>	34.95 <sup>6</sup>	39.95 <sup>7</sup>	49.95 <sup>8</sup>
Data Speed (Mbit/s)	16 Mbit/s	50 Mbit/s	100 Mbit/s
Data Volume until Speed Step Down (SSD)	10 GB	15 GB	30 GB
<b>Voice minutes</b>	<b>Cent/Minute</b>		
fixed net city	0		
fixed net national	0		
international	from 2.9		
fixed to mobile	19.0		
<b>Options</b>			
Speed On	€14.95 für 10 GB		
fixed to mobile	12.9 cents/minute, minimum charge €4 per month		
mobile flat	to Telekom Mobile €14.95 per month		
CountryFlat 1	€3.95 per month		
CountryFlat 2	€14.95 per month		
Mail & Cloud M	€4.95 per month		
Security Package	€3.95 per month		

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

5 without terminal equipment. Monthly rent for Router €4.95

6 Promotional price until 30th September 2014. Regular price €39.95

7 Promotional price until 30th September 2014. Regular price €49.95

8 Promotional price until 30th September 2014. Regular price €69.95



# 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	10.08 <sup>4</sup>		10.19 <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	—		44.87 <sup>8,9</sup>	
Monthly fee	—		8.12 <sup>8,9</sup>	
IP-BSA ADSL STAND ALONE (CLASSIC)	OLD		NEW	
One time fee	—		47.68 <sup>8,9</sup>	
Monthly fee	—		18.20 <sup>8,9</sup>	

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 30/11/2014.

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 30/06/2013.

5 Twisted pair copper access line valid to 30/06/2016.

6 valid to 30/06/2012.

7 valid to 30/06/2014.

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

9 No price changes since 01/07/2011.



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# UNITED STATES

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.541</b>	<b>4.825</b>	<b>5.108</b>	<b>5.082</b>	<b>18.556</b>	<b>5.074</b>	<b>43,3</b>
<b>NET REVENUE</b>		<b>3.540</b>	<b>4.824</b>	<b>5.106</b>	<b>5.082</b>	<b>18.552</b>	<b>5.073</b>	<b>43,3</b>
<b>EBITDA</b>	<b>1</b>	<b>888</b>	<b>930</b>	<b>1.082</b>	<b>974</b>	<b>3.874</b>	<b>844</b>	<b>(5,0)</b>
EBITDA margin (EBITDA / total revenues)	%	25,1	19,3	21,2	19,2	20,9	16,6	(8,5)p
Depreciation, amortization and impairment losses		(396)	(529)	(607)	(609)	(2.141)	(641)	(61,9)
Profit (loss) from operations = EBIT		492	401	475	365	1.733	203	(58,7)
<b>CASH CAPEX</b>	<b>2</b>	<b>826</b>	<b>804</b>	<b>767</b>	<b>624</b>	<b>3.021</b>	<b>690</b>	<b>(16,5)</b>
<b>CASH CONTRIBUTION</b>	<b>2</b>	<b>62</b>	<b>126</b>	<b>315</b>	<b>350</b>	<b>853</b>	<b>154</b>	<b>n.a.</b>

## FINANCIALS (AS REPORTED)

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.541</b>	<b>4.825</b>	<b>5.108</b>	<b>5.082</b>	<b>18.556</b>	<b>5.074</b>	<b>43,3</b>
<b>NET REVENUE</b>		<b>3.540</b>	<b>4.824</b>	<b>5.106</b>	<b>5.082</b>	<b>18.552</b>	<b>5.073</b>	<b>43,3</b>
<b>EBITDA</b>		<b>854</b>	<b>884</b>	<b>1.019</b>	<b>885</b>	<b>3.642</b>	<b>795</b>	<b>(6,9)</b>
EBITDA margin (EBITDA / total revenue)	%	24,1	18,3	19,9	17,4	19,6	15,7	(8,4)p
Depreciation, amortization and impairment losses		(396)	(529)	(607)	(706)	(2.238)	(641)	(61,9)
Profit (loss) from operations = EBIT		458	355	412	179	1.404	154	(66,4)
<b>CASH CAPEX</b>		<b>852</b>	<b>804</b>	<b>767</b>	<b>856</b>	<b>3.279</b>	<b>690</b>	<b>(19,0)</b>
<b>CASH CONTRIBUTION</b>		<b>2</b>	<b>80</b>	<b>252</b>	<b>29</b>	<b>363</b>	<b>105</b>	<b>n.a.</b>

Including first-time consolidation of MetroPCS from May 1, 2013.

1 Excluding special factors affecting EBITDA of EUR 34mn in Q1/13, EUR 46mn in Q2/13, EUR 63mn in Q3/13, EUR 89mn in Q4/13, and EUR 49mn in Q1/14.

2 Adjusted by excluding spectrum purchases of EUR 26mn in Q1/13 and EUR 232mn in Q4/13.

## UNITED STATES

### EBITDA RECONCILIATION

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.541</b>	<b>4.825</b>	<b>5.108</b>	<b>5.082</b>	<b>18.556</b>	<b>5.074</b>	<b>43,3</b>
Profit (loss) from operations = EBIT		458	355	412	179	1.404	154	(66,4)
- Depreciation, amortization and impairment losses		(396)	(529)	(607)	(706)	(2.238)	(641)	(61,9)
<b>= EBITDA</b>		<b>854</b>	<b>884</b>	<b>1.019</b>	<b>885</b>	<b>3.642</b>	<b>795</b>	<b>(6,9)</b>
EBITDA margin	%	24,1	18,3	19,9	17,4	19,6	15,7	(8,4p)
- Special factors affecting EBITDA		(34)	(46)	(63)	(89)	(232)	(49)	(44,1)
<b>= EBITDA ADJUSTED FOR SPECIAL FACTORS</b>	<b>1</b>	<b>888</b>	<b>930</b>	<b>1.082</b>	<b>974</b>	<b>3.874</b>	<b>844</b>	<b>(5,0)</b>
EBITDA margin (adjusted for special factors)	%	25,1	19,3	21,2	19,2	20,9	16,6	(8,5p)

## SPECIAL FACTORS

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €
<b>EFFECTS ON EBITDA</b>		<b>(34)</b>	<b>(46)</b>	<b>(63)</b>	<b>(89)</b>	<b>(232)</b>	<b>(49)</b>
- of which personnel		(23)	(39)	(62)	(55)	(179)	(46)
- of which other		(11)	(7)	(1)	(34)	(53)	(3)
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(34)</b>	<b>(46)</b>	<b>(63)</b>	<b>(186)</b>	<b>(329)</b>	<b>(49)</b>
- of which personnel		(23)	(39)	(62)	(55)	(179)	(46)
- of which other		(11)	(7)	(1)	(131)	(150)	(3)

Including first-time consolidation of MetroPCS from May 1, 2013.

1 Excluding special factors affecting EBITDA of EUR 34mn in Q1/13, EUR 46mn in Q2/13, EUR 63mn in Q3/13, EUR 89mn in Q4/13, and EUR 49mn in Q1/14.

# UNITED STATES OPERATIONALS

	Note	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Change %
<b>CUSTOMERS (END OF PERIOD)</b>	( <sup>1</sup> 000)	<b>33.968</b>	<b>44.016</b>	<b>45.039</b>	<b>46.684</b>	<b>46.684</b>	<b>49.075</b>	<b>44,5</b>
Branded postpaid	( <sup>1</sup> 000)	20.094	20.783	21.430	22.299	22.299	23.622	17,6
Branded prepay	( <sup>1</sup> 000)	6.028	14.935	14.960	15.072	15.072	15.537	n.a.
<b>- BRANDED</b>	( <sup>1</sup> 000)	<b>26.122</b>	<b>35.718</b>	<b>36.390</b>	<b>37.371</b>	<b>37.371</b>	<b>39.159</b>	<b>49,9</b>
Machine-to-machine	( <sup>1</sup> 000)	3.290	3.423	3.430	3.602	3.602	3.822	16,2
MVNO	( <sup>1</sup> 000)	4.556	4.875	5.219	5.711	5.711	6.094	33,8
<b>- WHOLESALE</b>	( <sup>1</sup> 000)	<b>7.846</b>	<b>8.298</b>	<b>8.649</b>	<b>9.313</b>	<b>9.313</b>	<b>9.916</b>	<b>26,4</b>
<b>NET ADDS</b>	( <sup>1</sup> 000)	<b>579</b>	<b>1.130</b>	<b>1.023</b>	<b>1.645</b>	<b>4.377</b>	<b>2.391</b>	<b>n.a.</b>
Branded postpaid	( <sup>1</sup> 000)	(199)	688	648	869	2.006	1.323	n.a.
Branded prepay	( <sup>1</sup> 000)	202	(10)	24	112	328	465	n.a.
<b>- BRANDED</b>	( <sup>1</sup> 000)	<b>3</b>	<b>678</b>	<b>672</b>	<b>981</b>	<b>2.334</b>	<b>1.788</b>	<b>n.a.</b>
Machine-to-machine	( <sup>1</sup> 000)	200	133	7	172	512	220	10,0
MVNO	( <sup>1</sup> 000)	376	319	344	492	1.531	383	1,9
<b>- WHOLESALE</b>	( <sup>1</sup> 000)	<b>576</b>	<b>452</b>	<b>351</b>	<b>664</b>	<b>2.043</b>	<b>603</b>	<b>4,7</b>
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>3,3</b>	<b>3,3</b>	<b>3,6</b>	<b>3,4</b>	<b>3,4</b>	<b>3,1</b>	<b>(0,2p)</b>
- Branded postpaid	(%)	1,9	1,6	1,7	1,7	1,7	1,5	(0,4p)
- Branded prepay	(%)	7,0	5,4	5,0	5,1	5,4	4,3	(2,7p)
<b>TOTAL REVENUES</b>	(€ million)	<b>3.541</b>	<b>4.825</b>	<b>5.108</b>	<b>5.082</b>	<b>18.556</b>	<b>5.074</b>	<b>43,3</b>
Service revenue	(€ million)	2.958	3.539	3.785	3.685	13.968	3.785	28,0
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>888</b>	<b>930</b>	<b>1.082</b>	<b>974</b>	<b>3.874</b>	<b>844</b>	<b>(5,0)</b>
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(%)	25,1	19,3	21,2	19,2	20,9	16,6	(8,5p)
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(%)	30,0	26,3	28,6	26,4	27,7	22,3	(7,7p)
<b>BLENDED ARPU</b>	(€)	<b>29</b>	<b>29</b>	<b>28</b>	<b>27</b>	<b>28</b>	<b>26</b>	<b>(10,3)</b>
- Branded postpaid	(€)	40	40	38	36	38	35	(12,5)
- Branded prepay	(€)	21	26	27	26	26	26	23,8
<b>NON-VOICE % OF ARPU</b>	(%)	<b>38</b>	<b>41</b>	<b>42</b>	<b>46</b>	<b>42</b>	<b>51</b>	<b>13,0p</b>
<b>MOU PER BRANDED CUSTOMER</b>	(min)	<b>926</b>	<b>1.086</b>	<b>1.141</b>	<b>1.112</b>	<b>1.077</b>	<b>1.127</b>	<b>21,7</b>
- Branded postpaid	(min)	959	977	981	981	975	992	3,4
<b>CASH CAPEX</b>	(€ million)	<b>852</b>	<b>804</b>	<b>767</b>	<b>856</b>	<b>3.279</b>	<b>690</b>	<b>(19,0)</b>
<b>CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>6</b>	<b>826</b>	<b>804</b>	<b>767</b>	<b>3.021</b>	<b>690</b>	<b>(16,5)</b>
<b>CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>6</b>	<b>62</b>	<b>126</b>	<b>315</b>	<b>853</b>	<b>154</b>	<b>n.a.</b>

Note: T-Mobile's historical metrics have changed to conform with the current branded customer presentation. Branded customer metrics revenues exclude machine-to-machine, MVNO, third party roaming and third party one-time fees. Certain historical customer numbers may not tie to historical reports due to rounding.

1 On May 1, 2013, prepay customers increased by 8.918 tsd in connection with the acquisition of MetroPCS.

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

3 Excluding special factors affecting EBITDA of EUR 34mn in Q1/13, EUR 46mn in Q2/13, EUR 63mn in Q3/13, EUR 89mn in Q4/13, and EUR 49mn in Q1/14.

4 Represents the average service revenues from branded postpaid customers on a per user basis.

5 Represents the average service revenues from branded prepay customers on a per user basis.

6 Adjusted by excluding spectrum purchases of EUR 26mn in Q1/13 and EUR 232mn in Q4/13.

# UNITED STATES

## OPERATIONALS IN US-\$

	Note	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Change %
<b>CUSTOMERS (END OF PERIOD)</b>	(000)	<b>33.968</b>	<b>44.016</b>	<b>45.039</b>	<b>46.684</b>	<b>46.684</b>	<b>49.075</b>	<b>44,5</b>
Branded postpaid	(000)	20.094	20.783	21.430	22.299	22.299	23.622	17,6
Branded prepay	(000)	6.028	14.935	14.960	15.072	15.072	15.537	n.a.
<b>- BRANDED</b>	(000)	<b>26.122</b>	<b>35.718</b>	<b>36.390</b>	<b>37.371</b>	<b>37.371</b>	<b>39.159</b>	<b>49,9</b>
Machine-to-machine	(000)	3.290	3.423	3.430	3.602	3.602	3.822	16,2
MVNO	(000)	4.556	4.875	5.219	5.711	5.711	6.094	33,8
<b>- WHOLESALE</b>	(000)	<b>7.846</b>	<b>8.298</b>	<b>8.649</b>	<b>9.313</b>	<b>9.313</b>	<b>9.916</b>	<b>26,4</b>
<b>NET ADDS</b>	(000)	<b>579</b>	<b>1.130</b>	<b>1.023</b>	<b>1.645</b>	<b>4.377</b>	<b>2.391</b>	<b>n.a.</b>
Branded postpaid	(000)	(199)	688	648	869	2.006	1.323	n.a.
Branded prepay	(000)	202	(10)	24	112	328	465	n.a.
<b>- BRANDED</b>	(000)	<b>3</b>	<b>678</b>	<b>672</b>	<b>981</b>	<b>2.334</b>	<b>1.788</b>	<b>n.a.</b>
Machine-to-machine	(000)	200	133	7	172	512	220	10,0
MVNO	(000)	376	319	344	492	1.531	383	1,9
<b>- WHOLESALE</b>	(000)	<b>576</b>	<b>452</b>	<b>351</b>	<b>664</b>	<b>2.043</b>	<b>603</b>	<b>4,7</b>
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>3,3</b>	<b>3,3</b>	<b>3,6</b>	<b>3,4</b>	<b>3,4</b>	<b>3,1</b>	<b>(0,2p)</b>
- Branded postpaid	(%)	1,9	1,6	1,7	1,7	1,7	1,5	(0,4p)
- Branded prepay	(%)	7,0	5,4	5,0	5,1	5,4	4,3	(2,7p)
<b>TOTAL REVENUES</b>	(USD million)	<b>4.678</b>	<b>6.305</b>	<b>6.764</b>	<b>6.919</b>	<b>24.666</b>	<b>6.959</b>	<b>48,8</b>
Service revenue	(USD million)	3.908	4.624	5.013	5.018	18.563	5.193	32,9
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	<b>1.173</b>	<b>1.216</b>	<b>1.432</b>	<b>1.325</b>	<b>5.146</b>	<b>1.158</b>	<b>(1,3)</b>
EBITDA margin (adjusted for special factors)								
(EBITDA / total revenue)	(%)	25,1	19,3	21,2	19,2	20,9	16,6	(8,5p)
EBITDA margin (adjusted for special factors)								
(EBITDA / service revenue)	(%)	30,0	26,3	28,6	26,4	27,7	22,3	(7,7p)
<b>BLENDED ARPU</b>	(USD)	<b>39</b>	<b>38</b>	<b>38</b>	<b>37</b>	<b>38</b>	<b>36</b>	<b>(7,7)</b>
- Branded postpaid	(USD)	52	52	51	49	51	48	(7,7)
- Branded prepay	(USD)	28	35	35	36	34	36	28,6
<b>NON-VOICE % OF ARPU</b>	(%)	<b>38</b>	<b>41</b>	<b>42</b>	<b>46</b>	<b>42</b>	<b>51</b>	<b>13,0p</b>
<b>MOU PER BRANDED CUSTOMER</b>	(min)	<b>926</b>	<b>1.086</b>	<b>1.141</b>	<b>1.112</b>	<b>1.077</b>	<b>1.127</b>	<b>21,7</b>
- Branded postpaid	(min)	959	977	981	981	975	992	3,4
<b>CASH CAPEX</b>	(USD million)	<b>1.124</b>	<b>1.051</b>	<b>1.018</b>	<b>1.164</b>	<b>4.357</b>	<b>947</b>	<b>(15,7)</b>
<b>CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	<b>1.089</b>	<b>1.051</b>	<b>1.018</b>	<b>847</b>	<b>4.005</b>	<b>947</b>	<b>(13,0)</b>
<b>CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	<b>6</b>	<b>164</b>	<b>415</b>	<b>478</b>	<b>1.141</b>	<b>212</b>	<b>n.a.</b>

Note: T-Mobile's historical metrics have changed to conform with the current branded customer presentation. Branded customer metrics revenues exclude machine-to-machine, MVNO, third party roaming and third party one-time fees. Certain historical customer numbers may not tie to historical reports due to rounding.

1 On May 1, 2013, prepay customers increased by 8.918 tsd in connection with the acquisition of MetroPCS.

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

3 Excluding special factors affecting EBITDA of USD 44mn in Q1/13, USD 60mn in Q2/13, USD 83mn in Q3/13, USD 121mn in Q4/13, and USD 67mn in Q1/14.

4 Represents the average service revenues from branded postpaid customers on a per user basis.

5 Represents the average service revenues from branded prepay customers on a per user basis.

6 Adjusted by excluding spectrum purchases of USD 35mn in Q1/13 and USD 317mn in Q4/13.

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

# UNITED STATES

## T-MOBILE USA

### SIMPLE CHOICE PLAN<sup>1,2,3,5,6,7,8,9</sup>

### PRICING<sup>8</sup>

Unlimited Talk, Text and Web with up to 1GB of full speed data <sup>4,5</sup>	\$50.00
Unlimited Talk, Text and Web with up to 3GB of full speed data <sup>4,5</sup>	\$60.00
Unlimited Talk, Text and Web with up to 5GB of full speed data <sup>4,5</sup>	\$70.00
Unlimited Talk, Text and Unlimited Nationwide 4G LTE data (unlimited full speed data)	\$80.00

1 Text plans include unlimited nationwide text, picture and video messaging. As of 3/23, international texting from the US to virtually anywhere, at no extra charge

2 Web plans include overage-free data with nationwide Web and e-mail access. Full speeds available up to monthly allotment, then slowed to up to 2G speeds for rest of billing cycle. All unlimited data plans are unlimited while on T-Mobile's network.

3 On-network and domestic roaming data allotments differ: 1 GB full-speed plan includes 10 MB roaming; 3 GB and unlimited 4G LTE full-speed plans, and limited 5 GB through 11 GB Smartphone Mobile HotSpot features, include 50 MB roaming; 5 GB, 7 GB and 9 GB full-speed plans include 100 MB roaming; and 11 GB through 21 GB full-speed plans include 200 MB roamina.

4 Customers may choose to add more full speed data in increments of 2 GB/each \$10 more per month per line, up to 21 GB of data.

8 All prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$10 SIM starter kit and deposit may be required. Web plans provide access to data; capable device required to achieve 4G LTE speeds.

9 All postpaid Simple Choice plan options include unlimited (2G) data and text while in over 120 countries and destinations at no extra charge.

5 Includes up to 1GB of full speed data at no additional charge.

6 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G LTE plan which includes up to 5 GB of Smartphone Mobile HotSpot data usage that is capped. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G LTE Data plan in 2GB increments for \$10 each up to 11GB. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

7 No limits or overages while on T-Mobile's network. No annual service contract required.



# UNITED STATES

## T-MOBILE USA

### **SIMPLE CHOICE PLAN<sup>1,2,3,4,5,6,7,8</sup>**

#### **INCLUDED FEATURES PER LINE**

Unlimited Talk, Text and Web with up to 1GB of full speed data (first 2 lines)

Unlimited Talk, Text and Web with up to 1GB of full speed data (third, fourth, fifth lines)

#### **PRICING<sup>7</sup>**

\$80.00 for first 2 lines

\$10.00 per line

### **DATA PLAN ADD-ON TO SIMPLE CHOICE MULTI-LINE<sup>2,3,5,6,7</sup>**

Add more full speed data in increments of 2GB, up to 21 GB of data (each line)

Unlimited Nationwide 4G LTE data (unlimited full speed data)

#### **PRICING<sup>7</sup>**

\$10.00 (more per line per 2 GB)

\$30.00 (more per line)

1 Text plans include unlimited nationwide text, picture and video messaging. As of 3/23, international texting from the US to virtually anywhere, at no extra charge

2 Web plans include overage-free data with nationwide Web and e-mail access. Full speeds available up to monthly allotment, then slowed to up to 2G speeds for rest of billing cycle. All unlimited data plans are unlimited while on T-Mobile's network.

3 On-network and domestic roaming data allotments differ: 1 GB full-speed plan includes 10 MB roaming; 3 GB and unlimited 4G LTE full-speed plans, and limited 5 GB through 11 GB Smartphone Mobile HotSpot features, include 50 MB roaming; 5 GB, 7 GB and 9 GB full-speed plans include 100 MB roaming; and 11 GB through 21 GB full-speed plans include 200 MB roaming.

4 Includes up to 1GB of full speed data at no additional charge

8 All postpaid Simple Choice plan options include unlimited (2G) data and text while in over 120 countries and destinations at no extra charge per line.

5 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G LTE plan which includes up to 5 GB of Smartphone Mobile HotSpot data usage that is capped. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G LTE Data plan in 2GB increments for \$10 each up to 11GB. Use of connected devices subject to T-Mobile's Terms of Service, which may include restrictions on use of connected devices.

6 No limits or overages while on T-Mobile's network. No annual service contract required.

7 All prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$10 SIM starter kit and deposit may be required. Web plans provide access to data; capable device required to achieve 4G LTE speeds.

# UNITED STATES

## T-MOBILE USA

### SIMPLE CHOICE PLAN (PAY IN ADVANCE)<sup>1,2,3,4,5,6,7,8,12</sup>

### PRICING<sup>12</sup>

Unlimited Talk, Text and Web with up to 1GB of full speed data	\$50.00
Unlimited Talk, Text and Web with up to 3GB of full speed data	\$60.00
Unlimited Talk, Text and Web with up to 5GB of full speed data	\$70.00
Unlimited Talk, Text and Unlimited Nationwide 4G LTE data (unlimited full speed data)	\$80.00

1 No annual contract required.

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

3 Web plans include overage-free data with nationwide Web and e-mail access. Full speed, 4G LTE data available up to monthly allotment, then slowed to 2G speeds for balance of service period. All unlimited data plans are unlimited while on T-Mobile's network.

4 Features available for until 30th day.

5 These plan options include Smartphone Mobile HotSpot (tethering) capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G LTE plan which includes up to 5 GB of Smartphone Mobile HotSpot data usage that is capped. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

6 No limits or overages while on T-Mobile's network.

7 Includes access to BlackBerry email, BlackBerry Messenger, and BlackBerry App World for your BlackBerry device, for \$0 per month. For No Annual contract plans \$50 and up and that include unlimited data. Not available for Pay By The Day or Pay As You Go plans.

8 Roaming and on-network data allotments differ; 1GB full-speed plan includes 10 MB roaming; 3GB and unlimited 4G LTE plans, and limited 5 GB Smartphone Mobile Hotspot feature, include 50MB roaming, 5GB full-speed plan includes 100 MB roaming.

### ADDITIONAL ADD-ON PAY IN ADVANCE PLANS \$50/MONTH OR HIGHER

### TALK/TEXT<sup>12</sup>

Stateside International Talk & Text with Mobile <sup>9</sup>	\$15.00
Stateside International Talk & Text <sup>10</sup>	\$10.00
Stateside International Text <sup>11</sup>	\$7.00

9 Unlimited calling to mobile numbers in 30+ countries and unlimited calling to landlines in 70+ countries. Plus, get 1000 mobile-to-mobile minutes to Mexico (Overage extra (if available funds for Pay In Advance); \$0.04/minute), unlimited texting to 200+ countries, and discounted calling rates to the rest of the world.

10 Unlimited calls to landlines in 70+ countries and unlimited texting to 200+ countries. Plus, call mobile numbers in 100+ countries for just \$0.20/minute and get discounted calling rates to the rest of the world

11 Unlimited text messages from the US to over 200 countries.

12 All prices reflect monthly charges. \$10 SIM starter kit may be required. Capable device required to achieve 4G LTE speeds.

# UNITED STATES

## T-MOBILE USA

<b>SIMPLE CHOICE VALUE<sup>1,2,3,4,5,6,7</sup></b>	<b>PRICING<sup>1</sup></b>	<b>HOTSPOT ACCESS<sup>3</sup></b>
<b>MOBILE INTERNET PLANS</b>		
Unlimited, Overage-Free Mobile Internet 1 GB	\$20.00	Included
Unlimited, Overage-Free Mobile Internet 3 GB	\$30.00	Included
Unlimited, Overage-Free Mobile Internet 5 GB	\$40.00	Included
Unlimited, Overage-Free Mobile Internet 7 GB	\$50.00	Included
Unlimited, Overage-Free Mobile Internet 9 GB	\$60.00	Included
Unlimited, Overage-Free Mobile Internet 11 GB	\$70.00	Included
Unlimited, Overage-Free Mobile Internet 13 GB	\$80.00	Included
Unlimited, Overage-Free Mobile Internet 15 GB	\$90.00	Included
Unlimited, Overage-Free Mobile Internet 17 GB	\$100.00	Included
Unlimited, Overage-Free Mobile Internet 19 GB	\$110.00	Included
Unlimited, Overage-Free Mobile Internet 21 GB	\$120.00	Included

1 Prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$10 SIM starter kit and deposit may be required.

2 \$10 discount available when added to a postpaid voice line of service with T-Mobile on the same account.

3 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan. Plan data allotment applies. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

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

5 Customers may choose to add more full speed data in increments of 2 GB/each \$10 more per month per line, up to 21 GB of data. Or purchase an On Demand Mobile Internet (full speed data) Pass by day or week increments. (See On Demand Mobile Internet Passes (Postpaid) below)

6 On-network and domestic roaming data allotments differ: 1 GB full-speed plan includes 10 MB roaming; 3 GB full-speed plan includes 50 MB roaming; 5 GB, 7 GB and 9 GB full-speed plans include 100 MB roaming; and 11 GB through 21 GB full-speed plans include 200 MB roaming.

7 All monthly postpaid Simple Choice plan options include unlimited (2G)

<b>ON DEMAND MOBILE INTERNET PASSES (Postpaid)<sup>1,2,3</sup></b>	<b>PRICING<sup>1</sup></b>	<b>HOTSPOT ACCESS<sup>3</sup></b>
Unlimited, Overage-Free Mobile Internet 500 MB data (use for 1 days)	\$5.00	Included
Unlimited, Overage-Free Mobile Internet 1 GB data (use for 7 days)	\$10.00	Included

1 Credit approval, \$10 SIM starter kit and deposit may be required.

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

3 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan Plan data allotment applies. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

<b>PAY IN ADVANCE - (SINGLE USE) DATA PASSES<sup>1,2,3</sup></b>	<b>PRICING<sup>1</sup></b>	<b>HOTSPOT ACCESS</b>
Unlimited, Overage-Free 500 MB data (use for 1 day)	\$10.00	Not Included
Unlimited, Overage-Free 1 GB data (use for 7 days)	\$15.00	Not Included
Unlimited, Overage-Free 3 GB data (use for 30 days)	\$30.00	Not Included

1 \$10 SIM starter kit may be required. Service available for time period and/or usage amount provided by Pass. For time period, a day is 12:00 a.m. to 11:59 p.m., based on time zone associated with account phone number. Usage rounded up to the nearest MB

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

3 Domestic only. No roaming.

<b>PAY IN ADVANCE - MONTHLY RECURRING (AUTO-RENEW) PASSES<sup>1,2,3</sup></b>	<b>PRICING<sup>1</sup></b>	<b>HOTSPOT ACCESS</b>
Unlimited, Overage-Free Mobile Internet 1 GB	\$20.00	Not Included
Unlimited, Overage-Free Mobile Internet 3 GB	\$30.00	Not Included
Unlimited, Overage-Free Mobile Internet 5 GB	\$40.00	Not Included
Unlimited, Overage-Free Mobile Internet 7 GB	\$50.00	Not Included
Unlimited, Overage-Free Mobile Internet 9 GB	\$60.00	Not Included
Unlimited, Overage-Free Mobile Internet 11 GB	\$70.00	Not Included
Unlimited, Overage-Free Mobile Internet 13 GB	\$80.00	Not Included

1 Prices reflect monthly recurring charges. \$10 SIM starter kit and deposit may be required.

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

3 On-network, Domestic data only. No roaming.



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## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.343</b>	<b>3.435</b>	<b>3.440</b>	<b>3.486</b>	<b>13.704</b>	<b>3.125</b>	<b>(6,5)</b>
<b>NET REVENUE</b>		<b>3.212</b>	<b>3.295</b>	<b>3.313</b>	<b>3.354</b>	<b>13.174</b>	<b>3.018</b>	<b>(6,0)</b>
<b>EBITDA</b>	1	<b>1.097</b>	<b>1.117</b>	<b>1.169</b>	<b>1.167</b>	<b>4.550</b>	<b>1.027</b>	<b>(6,4)</b>
EBITDA margin (EBITDA / total revenue)	%	32,8	32,5	34,0	33,5	33,2	32,9	0,1p
Depreciation, amortization and impairment losses		(701)	(686)	(651)	(747)	(2.785)	(611)	12,8
Profit (loss) from operations = EBIT	2	396	431	518	420	1.765	416	5,1
<b>CASH CAPEX</b>	3	<b>473</b>	<b>392</b>	<b>382</b>	<b>466</b>	<b>1.713</b>	<b>453</b>	<b>(4,2)</b>
<b>CASH CONTRIBUTION</b>		<b>624</b>	<b>725</b>	<b>787</b>	<b>701</b>	<b>2.837</b>	<b>574</b>	<b>(8,0)</b>

## FINANCIALS (AS REPORTED)

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.343</b>	<b>3.435</b>	<b>3.440</b>	<b>3.486</b>	<b>13.704</b>	<b>3.125</b>	<b>(6,5)</b>
<b>NET REVENUE</b>		<b>3.212</b>	<b>3.295</b>	<b>3.313</b>	<b>3.354</b>	<b>13.174</b>	<b>3.018</b>	<b>(6,0)</b>
<b>EBITDA</b>		<b>1.139</b>	<b>1.116</b>	<b>1.271</b>	<b>845</b>	<b>4.371</b>	<b>1.012</b>	<b>(11,2)</b>
EBITDA margin (EBITDA / total revenue)	%	34,1	32,5	36,9	24,2	31,9	32,4	(1,7p)
Depreciation, amortization and impairment losses		(701)	(686)	(651)	(1.361)	(3.399)	(611)	12,8
Profit (loss) from operations = EBIT		438	430	620	(516)	972	401	(8,4)
<b>CASH CAPEX</b>		<b>1.384</b>	<b>522</b>	<b>500</b>	<b>1.255</b>	<b>3.661</b>	<b>585</b>	<b>(57,7)</b>
<b>CASH CONTRIBUTION</b>		<b>(245)</b>	<b>594</b>	<b>771</b>	<b>(410)</b>	<b>710</b>	<b>427</b>	<b>n.a.</b>

1 Special factors affecting EBITDA: EUR -42mn in Q1/13, EUR 1mn in Q2/13, EUR -102mn in Q3/13, EUR 322mn in Q4/13, EUR 15 mn in Q1/14.

2 Special factors affecting EBIT: EUR -42mn in Q1/13 (thereof EUR -42mn resulting from EBITDA), EUR 1mn in Q2/13 (thereof EUR 1mn resulting from EBITDA), EUR -102mn in Q3/13 (thereof EUR -102mn resulting from EBITDA) and EUR 936mn in Q4/13 (thereof EUR 322mn resulting from EBITDA), EUR 15mn in Q1/14 (thereof EUR 15mn resulting from EBITDA).

3 Excluding payments for spectrum licences: EUR 911mn in Q1/13 in the Netherlands, EUR 130mn in Q2/13 in Romania, EUR 107mn in Q3/13 in Poland, EUR 10mn in Q3/13 in Macedonia, EUR 1mn in Q3/13 in Hungary, EUR 656mn in Q4/13 in Austria, EUR 114mn in Q4/13 in Hungary, EUR 15mn in Q4/13 in Croatia, EUR 3mn in Q4/13 in Romania, EUR 1mn in Q4/13 in Slovakia, EUR 95mn in Q1/14 in the Czech Republic, EUR 32mn in Q1/14 in Slovakia, EUR 3mn in Q1/14 in Greece and EUR 2mn in Q1/14 in Austria.

The ICSS/GNF business of the local business units (LBUs), which had previously been organizationally assigned to the Systems Solutions operating segment, was brought together as of January 1, 2014 and is now reported under the Europe operating segment. In addition, as of January 1, 2014, the local business customer units of T-Systems Czech Republic, which had previously been managed under the Systems Solutions operating segment, were merged with T-Mobile Czech Republic; they are reported in the Europe operating segment. Comparative figures have been adjusted retrospectively.

# EUROPE

## EBITDA RECONCILIATION

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.343</b>	<b>3.435</b>	<b>3.440</b>	<b>3.486</b>	<b>13.704</b>	<b>3.125</b>	<b>(6,5)</b>
<b>TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>3.343</b>	<b>3.435</b>	<b>3.440</b>	<b>3.486</b>	<b>13.704</b>	<b>3.125</b>	<b>(6,5)</b>
Profit (loss) from operations = EBIT		438	430	620	(516)	972	401	(8,4)
- Depreciation, amortization and impairment losses		(701)	(686)	(651)	(1.361)	(3.399)	(611)	12,8
<b>= EBITDA</b>		<b>1.139</b>	<b>1.116</b>	<b>1.271</b>	<b>845</b>	<b>4.371</b>	<b>1.012</b>	<b>(11,2)</b>
EBITDA margin	%	34,1	32,5	36,9	24,2	31,9	32,4	(1,7p)
- Special factors affecting EBITDA		42	(1)	102	(322)	(179)	(15)	n.a.
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>1.097</b>	<b>1.117</b>	<b>1.169</b>	<b>1.167</b>	<b>4.550</b>	<b>1.027</b>	<b>(6,4)</b>
EBITDA margin (adjusted for special factors)	%	32,8	32,5	34,0	33,5	33,2	32,9	0,1p

## SPECIAL FACTORS

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>42</b>	<b>(1)</b>	<b>102</b>	<b>(322)</b>	<b>(179)</b>	<b>(15)</b>	<b>n.a.</b>
- of which personnel		(17)	(11)	(24)	(275)	(327)	(15)	11,8
- of which other		59	10	126	(47)	148	0	n.a.
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>42</b>	<b>(1)</b>	<b>102</b>	<b>(936)</b>	<b>(793)</b>	<b>(15)</b>	<b>n.a.</b>
- of which personnel		(17)	(11)	(24)	(275)	(327)	(15)	11,8
- of which other	1	59	10	126	(661)	(466)	0	n.a.

1 Impairment: Austria EUR 541 mn in Q4/13 and Netherlands EUR 14mn in Q4/13.

The ICSS/GNF business of the local business units (LBUs), which had previously been organizationally assigned to the Systems Solutions operating segment, was brought together as of January 1, 2014 and is now reported under the Europe operating segment. In addition, as of January 1, 2014, the local business customer units of T-Systems Czech Republic, which had previously been managed under the Systems Solutions operating segment, were merged with T-Mobile Czech Republic; they are reported in the Europe operating segment. Comparative figures have been adjusted retrospectively.

# EUROPE

## CUSTOMER SUMMARY

	Note	Q1 2013 '000	Q2 2013 '000	Q3 2013 '000	Q4 2013 '000	Q1 2014 '000	Change %
<b>GREECE</b>							
- Fixed network Access Lines		2.900	2.849	2.794	2.746	2.702	(6,8)
- Broadband Access Lines		1.234	1.257	1.270	1.286	1.299	5,3
- Mobile Customers		7.632	7.602	7.550	7.477	7.416	(2,8)
<b>ROMANIA</b>							
- Fixed network Access Lines		2.409	2.401	2.385	2.369	2.341	(2,8)
- Broadband Access Lines		1.142	1.156	1.175	1.193	1.200	5,1
- Mobile Customers		6.155	6.106	6.125	6.153	6.080	(1,2)
<b>HUNGARY</b>							
- Fixed network Access Lines		1.626	1.597	1.597	1.596	1.595	(1,9)
- Broadband Access Lines		884	891	906	922	936	5,9
- Mobile Customers		4.845	4.838	4.853	4.887	4.878	0,7
<b>POLAND</b>							
- Mobile Customers		15.919	15.969	15.667	15.563	15.748	(1,1)
<b>CZECH REPUBLIC</b>							
- Fixed network Access Lines		123	126	127	129	130	5,7
- Broadband Access Lines		123	126	127	129	131	6,5
- Mobile Customers		5.570	5.667	5.733	5.831	5.912	6,1
<b>CROATIA</b>							
- Fixed network Access Lines		1.192	1.174	1.156	1.133	1.138	(4,5)
- Broadband Access Lines		664	665	667	670	678	2,1
- Mobile Customers		2.309	2.350	2.392	2.303	2.272	(1,6)
<b>NETHERLANDS</b>							
- Mobile Customers		4.622	4.561	4.534	4.441	4.343	(6,0)
<b>SLOVAKIA</b>							
- Fixed network Access Lines		945	932	919	922	914	(3,3)
- Broadband Access Lines		488	496	511	521	532	9,0
- Mobile Customers		2.289	2.273	2.263	2.262	2.257	(1,4)
<b>AUSTRIA</b>							
- Mobile Customers		4.090	4.073	4.044	4.091	4.105	0,4
<b>OTHER</b>							
- Fixed network Access Lines		400	392	385	390	396	(1,0)
- Broadband Access Lines		259	265	269	274	278	7,3
- Mobile Customers		3.518	3.548	3.663	3.671	3.604	2,4
<b>TOTAL</b>							
- Fixed network Access Lines	1	9.595	9.470	9.362	9.284	9.215	(4,0)
- IP	1	1.803	1.968	2.258	2.472	2.680	48,6
- Broadband Access Lines Retail	1	4.560	4.616	4.682	4.744	4.784	4,9
- Wholesale Bundled Access Lines		154	153	152	150	158	2,6
- Wholesale Unbundled Access Lines		80	86	91	101	113	41,3
- TV (IPTV, Sat, cable)	1,2	2.969	3.045	3.398	3.503	3.558	19,8
- Mobile Customers	3	56.949	56.985	56.825	56.679	56.615	(0,6)

1 The customers of Euronet Communications have no longer been included in the Europe operating segment since January 2, 2014. Historical customer figures have been adjusted accordingly to improve comparability.

2 Incl. der DIGI Slovakia since 1. September 2013.

3 The customers of our companies in Bulgaria have no longer been included in the Europe operating segment since August 1, 2013 following the sale of the shares held in the companies. Historical customer figures have been adjusted accordingly to improve comparability.



# GREECE

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>713</b>	<b>744</b>	<b>771</b>	<b>760</b>	<b>2.988</b>	<b>691</b>	<b>(3,1)</b>
- of which Fixed network		434	442	456	469	1.801	428	(1,4)
- of which Mobile communications		313	338	355	331	1.337	295	(5,8)
<b>EBITDA</b>	<b>1</b>	<b>282</b>	<b>282</b>	<b>301</b>	<b>300</b>	<b>1.165</b>	<b>260</b>	<b>(7,8)</b>
- of which Fixed network		152	140	144	166	602	149	(2,0)
- of which Mobile communications		122	133	142	115	512	106	(13,1)
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>39,6</b>	<b>37,9</b>	<b>39,0</b>	<b>39,5</b>	<b>39,0</b>	<b>37,6</b>	<b>(2,0p)</b>
- of which Fixed network	%	35,0	31,7	31,6	35,4	33,4	34,8	(0,2p)
- of which Mobile communications	%	39,0	39,3	40,0	34,7	38,3	35,9	(3,1p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>52</b>	<b>85</b>	<b>88</b>	<b>107</b>	<b>332</b>	<b>71</b>	<b>36,5</b>
- of which Fixed network		23	32	45	83	183	33	43,5
- of which Mobile communications		29	51	43	16	139	37	27,6
<b>CASH CONTRIBUTION</b>		<b>230</b>	<b>197</b>	<b>213</b>	<b>193</b>	<b>833</b>	<b>189</b>	<b>(17,8)</b>
- of which Fixed network		129	108	99	83	419	116	(10,1)
- of which Mobile communications		93	82	99	99	373	69	(25,8)

1 Special factors affecting EBITDA: EUR -59mn in Q1/13, EUR 4mn in Q2/13, EUR 5mn in Q3/13, EUR 267mn in Q4/13 and EUR 1mn in Q1/14.

# GREECE

## OPERATIONALS

	Note	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>								
Fixed network Access Lines	('000)	2.900	2.849	2.794	2.746	2.746	2.702	(6,8)
- IP	('000)	4	5	7	9	9	10	n.a.
Broadband Access Lines Retail	('000)	1.208	1.232	1.244	1.260	1.260	1.274	5,5
TV (IPTV, SAT, Cable)	('000)	149	175	218	256	256	278	86,6
Wholesale Bundled Access Lines	('000)	26	25	26	26	26	26	0,0
ULLs/Wholesale PSTN	('000)	1.873	1.892	1.902	1.944	1.944	1.979	5,7
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>								
Service revenue	(€ million)	261	273	285	253	1.072	241	(7,7)
<b>CUSTOMERS</b>	('000)	<b>7.632</b>	<b>7.602</b>	<b>7.550</b>	<b>7.477</b>	<b>7.477</b>	<b>7.416</b>	<b>(2,8)</b>
- contract	('000)	2.286	2.284	2.262	2.249	2.249	2.224	(2,7)
- prepaid	('000)	5.345	5.318	5.288	5.228	5.228	5.192	(2,9)
<b>NET ADDS</b>	('000)	<b>(66)</b>	<b>(30)</b>	<b>(52)</b>	<b>(73)</b>	<b>(220)</b>	<b>(61)</b>	<b>7,6</b>
- contract	('000)	(16)	(3)	(21)	(13)	(53)	(25)	(56,3)
- prepaid	('000)	(49)	(27)	(30)	(60)	(167)	(36)	26,5
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,6</b>	<b>1,6</b>	<b>2,0</b>	<b>1,7</b>	<b>1,7</b>	<b>1,4</b>	<b>(0,2p)</b>
- contract	(%)	1,5	1,5	1,6	1,3	1,5	1,2	(0,3p)
<b>SAC PER GROSS ADD</b>	(€)	<b>16</b>	<b>19</b>	<b>16</b>	<b>17</b>	<b>17</b>	<b>15</b>	<b>(6,3)</b>
- contract	(€)	62	72	69	66	67	62	0,0
- prepaid	(€)	2	1	1	1	1	1	(50,0)
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>48</b>	<b>51</b>	<b>50</b>	<b>45</b>	<b>48</b>	<b>46</b>	<b>(4,2)</b>
<b>ARPU</b>	(€)	<b>11</b>	<b>12</b>	<b>12</b>	<b>11</b>	<b>12</b>	<b>11</b>	<b>0,0</b>
- contract	(€)	27	28	29	26	27	25	(7,4)
- prepaid	(€)	5	5	6	5	5	5	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>21</b>	<b>23</b>	<b>25</b>	<b>27</b>	<b>24</b>	<b>25</b>	<b>4p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>277</b>	<b>292</b>	<b>297</b>	<b>296</b>	<b>291</b>	<b>281</b>	<b>1,4</b>
- contract	(min)	390	427	438	433	422	421	7,9

# ROMANIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>243</b>	<b>248</b>	<b>254</b>	<b>272</b>	<b>1.017</b>	<b>261</b>	<b>7,4</b>
- of which Fixed network		145	149	152	162	608	157	8,3
- of which Mobile communications		108	111	116	123	458	118	9,3
<b>EBITDA</b>	<b>1</b>	<b>63</b>	<b>65</b>	<b>69</b>	<b>86</b>	<b>283</b>	<b>66</b>	<b>4,8</b>
- of which Fixed network		39	36	35	52	162	39	0,0
- of which Mobile communications		24	30	32	35	121	26	8,3
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>25,9</b>	<b>26,2</b>	<b>27,2</b>	<b>31,6</b>	<b>27,8</b>	<b>25,3</b>	<b>(0,6p)</b>
- of which Fixed network	%	26,9	24,2	23,0	32,1	26,6	24,8	(2,1p)
- of which Mobile communications	%	22,2	27,0	27,6	28,5	26,4	22,0	(0,2p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>37</b>	<b>163</b>	<b>23</b>	<b>41</b>	<b>264</b>	<b>40</b>	<b>8,1</b>
- of which Fixed network		13	18	13	31	75	24	84,6
- of which Mobile communications		24	145	10	10	189	16	(33,3)
<b>CASH CONTRIBUTION</b>		<b>26</b>	<b>(98)</b>	<b>46</b>	<b>45</b>	<b>19</b>	<b>26</b>	<b>0,0</b>
- of which Fixed network		26	18	22	21	87	15	(42,3)
- of which Mobile communications		0	(115)	22	25	(68)	10	n.a.

1 Special factors affecting EBITDA: EUR 1mn in Q1/13, EUR 2mn in Q2/13, EUR 8mn in Q3/13, EUR 10mn in Q4/13 and EUR 1mn in Q1/14.

# ROMANIA

## OPERATIONALS

	Note	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>								
Fixed network Access Lines	('000)	2.409	2.401	2.385	2.369	2.369	2.341	(2,8)
- IP	('000)	211	231	248	250	250	262	24,2
Broadband Access Lines Retail	('000)	1.142	1.156	1.175	1.193	1.193	1.200	5,1
TV (IPTV, SAT, Cable)	('000)	1.277	1.296	1.320	1.353	1.353	1.370	7,3
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>								
Service revenue	(€ million)	89	94	98	97	378	95	6,7
<b>CUSTOMERS</b>	('000)	<b>6.155</b>	<b>6.106</b>	<b>6.125</b>	<b>6.153</b>	<b>6.153</b>	<b>6.080</b>	<b>(1,2)</b>
- contract	('000)	1.591	1.600	1.606	1.639	1.639	1.611	1,3
- prepaid	('000)	4.564	4.506	4.519	4.515	4.515	4.469	(2,1)
<b>NET ADDS</b>	('000)	<b>(213)</b>	<b>(49)</b>	<b>19</b>	<b>28</b>	<b>(215)</b>	<b>(73)</b>	<b>65,7</b>
- contract	('000)	(47)	9	6	33	0	(27)	42,6
- prepaid	('000)	(166)	(58)	14	(5)	(215)	(46)	72,3
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>3,8</b>	<b>3,0</b>	<b>3,3</b>	<b>2,7</b>	<b>3,2</b>	<b>2,8</b>	<b>(1,0p)</b>
- contract	(%)	2,2	1,1	1,1	1,2	1,4	1,1	(1,1p)
<b>SAC PER GROSS ADD</b>	(€)	<b>12</b>	<b>12</b>	<b>7</b>	<b>9</b>	<b>10</b>	<b>10</b>	<b>(16,7)</b>
- contract	(€)	69	82	59	57	66	60	(13,0)
- prepaid	(€)	2	1	1	1	1	1	(50,0)
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>25</b>	<b>24</b>	<b>22</b>	<b>15</b>	<b>21</b>	<b>8</b>	<b>(68,0)</b>
<b>ARPU</b>	(€)	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>0,0</b>
- contract	(€)	11	11	11	11	11	11	0,0
- prepaid	(€)	3	3	3	3	3	3	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>15</b>	<b>14</b>	<b>16</b>	<b>18</b>	<b>16</b>	<b>19</b>	<b>4p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>272</b>	<b>280</b>	<b>278</b>	<b>287</b>	<b>279</b>	<b>294</b>	<b>8,1</b>
- contract	(min)	394	407	396	408	402	427	8,4

# HUNGARY

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>393</b>	<b>386</b>	<b>377</b>	<b>407</b>	<b>1.563</b>	<b>366</b>	<b>(6,9)</b>
<b>PRODUCT VIEW</b>		<b>393</b>	<b>386</b>	<b>377</b>	<b>407</b>	<b>1.563</b>	<b>366</b>	<b>(6,9)</b>
- of which Fixed network	1	202	177	172	198	749	180	(10,9)
- of which Mobile communications		191	208	206	208	813	186	(2,6)
<b>SEGMENT VIEW</b>		<b>393</b>	<b>386</b>	<b>377</b>	<b>407</b>	<b>1.563</b>	<b>366</b>	<b>(6,9)</b>
- of which Consumer		224	233	234	239	930	215	(4,0)
- of which Business		68	69	67	69	273	64	(5,9)
<b>EBITDA</b>	2	<b>93</b>	<b>119</b>	<b>124</b>	<b>102</b>	<b>438</b>	<b>94</b>	<b>1,1</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>23,7</b>	<b>30,8</b>	<b>32,9</b>	<b>25,1</b>	<b>28,0</b>	<b>25,7</b>	<b>2,0p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>54</b>	<b>46</b>	<b>72</b>	<b>170</b>	<b>342</b>	<b>64</b>	<b>18,5</b>
<b>CASH CONTRIBUTION</b>		<b>39</b>	<b>73</b>	<b>52</b>	<b>(68)</b>	<b>96</b>	<b>30</b>	<b>(23,1)</b>

1 Fixed Network include Total revenue of HU GHS.

2 Special factors affecting EBITDA: EUR 1mn in Q1/13, EUR -4mn in Q2/13 and EUR 6mn in Q4/13.

# HUNGARY

## OPERATIONALS

	Note	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>								
Fixed network Access Lines	('000)	1.626	1.597	1.597	1.596	1.596	1.595	(1,9)
- IP	('000)	617	621	636	665	665	683	10,7
Broadband Access Lines Retail	('000)	801	812	832	851	851	867	8,2
TV (IPTV, SAT, Cable)	('000)	844	852	871	885	885	896	6,2
Wholesale Bundled Access Lines	('000)	57	54	49	46	46	43	(24,6)
ULLs/Wholesale PSTN	('000)	16	17	17	16	16	15	(6,3)
Wholesale Unbundled Access Lines	('000)	26	25	25	25	25	26	0,0
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>								
Service revenue	(€ million)	159	166	170	168	663	157	(1,3)
<b>CUSTOMERS</b>	('000)	<b>4.845</b>	<b>4.838</b>	<b>4.853</b>	<b>4.887</b>	<b>4.887</b>	<b>4.878</b>	<b>0,7</b>
- contract	('000)	2.304	2.321	2.342	2.370	2.370	2.375	3,1
- prepaid	('000)	2.541	2.518	2.511	2.517	2.517	2.503	(1,5)
<b>NET ADDS</b>	('000)	<b>9</b>	<b>(7)</b>	<b>14</b>	<b>34</b>	<b>50</b>	<b>(9)</b>	<b>n.a.</b>
- contract	('000)	17	17	21	28	83	5	(70,6)
- prepaid	('000)	(8)	(24)	(7)	6	(33)	(14)	(75,0)
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,5</b>	<b>1,5</b>	<b>1,5</b>	<b>1,6</b>	<b>1,5</b>	<b>1,5</b>	<b>0,0p</b>
- contract	(%)	1,3	1,1	1,1	0,9	1,1	1,1	(0,2p)
<b>SAC PER GROSS ADD</b>	(€)	<b>19</b>	<b>18</b>	<b>22</b>	<b>26</b>	<b>22</b>	<b>18</b>	<b>(5,3)</b>
- contract	(€)	41	38	51	62	48	41	0,0
- prepaid	(€)	4	5	6	10	6	6	50,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>46</b>	<b>41</b>	<b>45</b>	<b>65</b>	<b>50</b>	<b>45</b>	<b>(2,2)</b>
<b>ARPU</b>	(€)	<b>11</b>	<b>11</b>	<b>12</b>	<b>12</b>	<b>11</b>	<b>11</b>	<b>0,0</b>
- contract	(€)	18	19	19	19	19	18	0,0
- prepaid	(€)	4	5	5	5	5	4	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>26</b>	<b>24</b>	<b>25</b>	<b>26</b>	<b>25</b>	<b>26</b>	<b>0p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>150</b>	<b>157</b>	<b>156</b>	<b>157</b>	<b>155</b>	<b>155</b>	<b>3,3</b>
- contract	(min)	252	264	260	262	259	263	4,4

# POLAND

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>385</b>	<b>407</b>	<b>392</b>	<b>400</b>	<b>1.584</b>	<b>350</b>	<b>(9,1)</b>
- of which Consumer		234	257	242	235	968	215	(8,1)
- of which Business		137	140	130	136	543	122	(10,9)
<b>EBITDA</b>	<b>1</b>	<b>140</b>	<b>147</b>	<b>145</b>	<b>167</b>	<b>599</b>	<b>134</b>	<b>(4,3)</b>
EBITDA margin (EBITDA / total revenue)	%	36,4	36,1	37,0	41,8	37,8	38,3	1,9p
<b>CASH CAPEX (AS REPORTED)</b>		<b>85</b>	<b>57</b>	<b>142</b>	<b>55</b>	<b>339</b>	<b>68</b>	<b>(20,0)</b>
<b>CASH CONTRIBUTION</b>		<b>55</b>	<b>90</b>	<b>3</b>	<b>112</b>	<b>260</b>	<b>66</b>	<b>20,0</b>

## OPERATIONALS

	Note	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>								
Service revenue (€ million)		315	314	292	299	1.220	272	(13,7)
<b>CUSTOMERS</b> ('000)		<b>15.919</b>	<b>15.969</b>	<b>15.667</b>	<b>15.563</b>	<b>15.563</b>	<b>15.748</b>	<b>(1,1)</b>
- contract ('000)		7.014	7.038	7.062	7.049	7.049	6.989	(0,4)
- prepaid ('000)		8.905	8.931	8.605	8.514	8.514	8.759	(1,6)
<b>NET ADDS</b> ('000)		<b>(121)</b>	<b>50</b>	<b>(302)</b>	<b>(104)</b>	<b>(477)</b>	<b>185</b>	<b>n.a.</b>
- contract ('000)		18	23	24	(13)	53	(60)	n.a.
- prepaid ('000)		(139)	27	(326)	(91)	(530)	245	n.a.
<b>AVERAGE MONTHLY CHURN</b> (%)		<b>2,4</b>	<b>2,1</b>	<b>2,6</b>	<b>2,3</b>	<b>2,4</b>	<b>1,2</b>	<b>(1,2p)</b>
- contract (%)		1,0	1,1	1,1	1,1	1,1	1,1	0,1p
<b>SAC PER GROSS ADD</b> (€)		<b>20</b>	<b>19</b>	<b>20</b>	<b>12</b>	<b>18</b>	<b>18</b>	<b>(10,0)</b>
- contract (€)		82	68	67	49	67	72	(12,2)
- prepaid (€)		2	2	2	1	2	3	50,0
<b>SRC PER RETAINED CUSTOMER</b> (€)		<b>31</b>	<b>34</b>	<b>21</b>	<b>11</b>	<b>24</b>	<b>18</b>	<b>(41,9)</b>
<b>ARPU</b> (€)		<b>7</b>	<b>7</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>(14,3)</b>
- contract (€)		13	12	11	13	12	11	(15,4)
- prepaid (€)		2	2	2	1	2	2	0,0
<b>NON-VOICE % OF ARPU</b> (%)		<b>33</b>	<b>33</b>	<b>35</b>	<b>38</b>	<b>35</b>	<b>37</b>	<b>4p</b>
<b>MOU PER CUSTOMER</b> (min)		<b>122</b>	<b>126</b>	<b>128</b>	<b>131</b>	<b>127</b>	<b>131</b>	<b>7,4</b>
- contract (min)		233	240	239	245	239	249	6,9

1 Special factors affecting EBITDA: EUR -6 in Q2/13, EUR -7mn in Q3/13, EUR -3mn in Q4/13 and EUR -1mn in Q1/14.

# CZECH REPUBLIC

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>238</b>	<b>249</b>	<b>242</b>	<b>244</b>	<b>973</b>	<b>214</b>	<b>(10,1)</b>
- of which Consumer		138	144	141	137	560	125	(9,4)
- of which Business		86	90	85	91	352	78	(9,3)
<b>EBITDA</b>	<b>1</b>	<b>109</b>	<b>111</b>	<b>102</b>	<b>103</b>	<b>425</b>	<b>92</b>	<b>(15,6)</b>
EBITDA margin (EBITDA / total revenue)	%	45,8	44,6	42,1	42,2	43,7	43,0	(2,8p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>46</b>	<b>20</b>	<b>23</b>	<b>31</b>	<b>120</b>	<b>133</b>	<b>n.a.</b>
<b>CASH CONTRIBUTION</b>		<b>63</b>	<b>91</b>	<b>79</b>	<b>72</b>	<b>305</b>	<b>(41)</b>	<b>n.a.</b>

## OPERATIONALS

	Note	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>								
Fixed network Access Lines	('000)	123	126	127	129	129	130	5,7
- IP	('000)	120	122	124	126	126	126	5,0
Broadband Access Lines Retail	('000)	123	126	127	129	129	131	6,5
TV (IPTV, SAT, Cable)	('000)	25	26	28	31	31	27	8,0
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>								
Service revenue	(€ million)	197	197	188	178	760	172	(12,7)
<b>CUSTOMERS</b>	('000)	<b>2</b>	<b>5.570</b>	<b>5.667</b>	<b>5.733</b>	<b>5.831</b>	<b>5.912</b>	<b>6,1</b>
- contract	('000)	3.137	3.210	3.248	3.289	3.289	3.393	8,2
- prepaid	('000)	2.434	2.456	2.474	2.502	2.502	2.520	3,5
<b>NET ADDS</b>	('000)	<b>2</b>	<b>72</b>	<b>97</b>	<b>66</b>	<b>333</b>	<b>81</b>	<b>12,5</b>
- contract	('000)	65	73	38	41	217	104	60,0
- prepaid	('000)	7	22	18	28	76	18	n.a.
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,1</b>	<b>1,1</b>	<b>1,2</b>	<b>1,3</b>	<b>1,1</b>	<b>1,3</b>	<b>0,2p</b>
- contract	(%)	0,4	0,3	0,4	0,5	0,4	0,5	0,1p
<b>SAC PER GROSS ADD</b>	(€)	<b>31</b>	<b>27</b>	<b>24</b>	<b>20</b>	<b>25</b>	<b>19</b>	<b>(38,7)</b>
- contract	(€)	60	57	59	52	57	43	(28,3)
- prepaid	(€)	2	2	3	3	2	2	0,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>29</b>	<b>8</b>	<b>9</b>	<b>10</b>	<b>13</b>	<b>11</b>	<b>(62,1)</b>
<b>ARPU</b>	(€)	<b>12</b>	<b>12</b>	<b>11</b>	<b>10</b>	<b>11</b>	<b>10</b>	<b>(16,7)</b>
- contract	(€)	17	17	16	15	16	14	(17,6)
- prepaid	(€)	5	5	5	4	5	4	(20,0)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>31</b>	<b>32</b>	<b>36</b>	<b>37</b>	<b>34</b>	<b>37</b>	<b>6p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>134</b>	<b>146</b>	<b>147</b>	<b>152</b>	<b>145</b>	<b>147</b>	<b>9,7</b>
- contract	(min)	205	223	224	233	221	226	10,2

1 Special factors affecting EBITDA: EUR 1 mn in Q3/13.

2 Q4/13: due to technical reasons one of our service providers is currently only available on total customer level.



# NETHERLANDS

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>393</b>	<b>406</b>	<b>412</b>	<b>455</b>	<b>1.666</b>	<b>393</b>	<b>0,0</b>
- of which Consumer		299	313	317	348	1.277	302	1,0
- of which Business		71	74	71	84	300	72	1,4
<b>EBITDA</b>	<b>1</b>	<b>114</b>	<b>108</b>	<b>116</b>	<b>157</b>	<b>495</b>	<b>148</b>	<b>29,8</b>
EBITDA margin (EBITDA / total revenue)	%	29,0	26,6	28,2	34,5	29,7	37,7	8,7p
<b>CASH CAPEX (AS REPORTED)</b>		<b>963</b>	<b>53</b>	<b>37</b>	<b>53</b>	<b>1.106</b>	<b>54</b>	<b>(94,4)</b>
<b>CASH CONTRIBUTION</b>		<b>(849)</b>	<b>55</b>	<b>79</b>	<b>104</b>	<b>(611)</b>	<b>94</b>	<b>n.a.</b>

## OPERATIONALS

	Note	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>								
Fixed network Access Lines	('000)	283	272	270	264	264	0	n.a.
- IP	('000)	274	264	261	256	256	0	n.a.
Broadband Access Lines Retail	('000)	266	264	261	256	256	0	n.a.
TV (IPTV, SAT, Cable)	('000) 2	45	49	55	59	59	0	n.a.
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>								
Service revenue	(€ million)	311	321	324	315	1.271	303	(2,6)
<b>CUSTOMERS</b>	('000)	<b>4.622</b>	<b>4.561</b>	<b>4.534</b>	<b>4.441</b>	<b>4.441</b>	<b>4.343</b>	<b>(6,0)</b>
- contract	('000)	3.045	3.085	3.142	3.129	3.129	3.105	2,0
- prepaid	('000)	1.578	1.476	1.392	1.312	1.312	1.237	(21,6)
<b>NET ADDS</b>	('000)	<b>(98)</b>	<b>(62)</b>	<b>(27)</b>	<b>(92)</b>	<b>(279)</b>	<b>(98)</b>	<b>0,0</b>
- contract	('000)	(7)	40	57	(13)	77	(24)	n.a.
- prepaid	('000)	(91)	(102)	(84)	(79)	(356)	(75)	17,6
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>3,0</b>	<b>2,7</b>	<b>2,6</b>	<b>2,5</b>	<b>2,7</b>	<b>2,4</b>	<b>(0,6p)</b>
- contract	(%)	1,6	1,3	1,2	1,3	1,4	1,4	(0,2p)
<b>SAC PER GROSS ADD</b>	(€)	<b>114</b>	<b>137</b>	<b>126</b>	<b>109</b>	<b>122</b>	<b>125</b>	<b>9,6</b>
- contract	(€)	224	241	216	198	221	210	(6,3)
- prepaid	(€)	24	18	21	23	22	23	(4,2)
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>179</b>	<b>213</b>	<b>209</b>	<b>87</b>	<b>171</b>	<b>100</b>	<b>(44,1)</b>
<b>ARPU</b>	(€)	<b>22</b>	<b>23</b>	<b>24</b>	<b>23</b>	<b>23</b>	<b>23</b>	<b>4,5</b>
- contract	(€)	32	33	33	32	32	31	(3,1)
- prepaid	(€)	4	4	4	4	4	4	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>40</b>	<b>41</b>	<b>43</b>	<b>44</b>	<b>42</b>	<b>46</b>	<b>6p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>129</b>	<b>133</b>	<b>129</b>	<b>135</b>	<b>132</b>	<b>134</b>	<b>3,9</b>
- contract	(min)	185	187	177	182	183	179	(3,2)

1 Special factors affecting EBITDA: EUR 1mn in Q1/13, EUR 4mn in Q2/13, EUR 4mn in Q4/13 and EUR 3mn in Q1/14.

2 DVB-T only.

Euronet Communications has no longer been included in the Europe operating segment since January 2, 2014 due to the sale of the shares.

# CROATIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>224</b>	<b>234</b>	<b>237</b>	<b>234</b>	<b>929</b>	<b>210</b>	<b>(6,3)</b>
<b>PRODUCT VIEW</b>		<b>224</b>	<b>234</b>	<b>237</b>	<b>234</b>	<b>929</b>	<b>210</b>	<b>(6,3)</b>
- of which Fixed network		135	138	137	145	555	127	(5,9)
- of which Mobile communications		89	96	100	90	375	83	(6,7)
<b>SEGMENT VIEW</b>		<b>224</b>	<b>234</b>	<b>237</b>	<b>234</b>	<b>929</b>	<b>210</b>	<b>(6,3)</b>
- of which Consumer		128	134	135	130	527	124	(3,1)
- of which Business		71	74	69	80	294	67	(5,6)
<b>EBITDA</b>	<b>1</b>	<b>88</b>	<b>99</b>	<b>105</b>	<b>112</b>	<b>404</b>	<b>82</b>	<b>(6,8)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>39,3</b>	<b>42,3</b>	<b>44,3</b>	<b>47,9</b>	<b>43,5</b>	<b>39,0</b>	<b>(0,3p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>40</b>	<b>33</b>	<b>44</b>	<b>43</b>	<b>160</b>	<b>29</b>	<b>(27,5)</b>
<b>CASH CONTRIBUTION</b>		<b>48</b>	<b>66</b>	<b>61</b>	<b>69</b>	<b>244</b>	<b>53</b>	<b>10,4</b>

1 Special factors affecting EBITDA: EUR 8mn in Q1/13 , EUR 1mn in Q3/13 and EUR 7mn in Q1/14.

# CROATIA

## OPERATIONALS

	Note	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>								
Fixed network Access Lines	('000)	1.192	1.174	1.156	1.133	1.133	1.138	(4,5)
- IP	('000)	303	337	460	492	492	595	96,4
Broadband Access Lines Retail	('000)	634	631	631	628	628	624	(3,3)
TV (IPTV, SAT, Cable)	('000)	369	374	383	391	391	392	6,2
Wholesale Bundled Access Lines	('000)	28	30	32	36	36	44	57,1
ULLs/Wholesale PSTN	('000)	272	277	282	262	262	260	(4,4)
Wholesale Unbundled Access Lines	('000)	3	3	4	6	6	10	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>								
Service revenue	(€ million)	77	86	88	76	327	70	(9,1)
<b>CUSTOMERS</b>	('000)	<b>2.309</b>	<b>2.350</b>	<b>2.392</b>	<b>2.303</b>	<b>2.303</b>	<b>2.272</b>	<b>(1,6)</b>
- contract	('000)	1.006	1.023	1.048	1.070	1.070	1.090	8,3
- prepaid	('000)	1.303	1.326	1.344	1.232	1.232	1.182	(9,3)
<b>NET ADDS</b>	('000)	<b>(17)</b>	<b>41</b>	<b>43</b>	<b>(90)</b>	<b>(23)</b>	<b>(31)</b>	<b>(82,4)</b>
- contract	('000)	(5)	17	25	22	59	20	n.a.
- prepaid	('000)	(12)	24	18	(112)	(82)	(50)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>3,0</b>	<b>2,6</b>	<b>2,9</b>	<b>3,9</b>	<b>3,1</b>	<b>2,9</b>	<b>(0,1p)</b>
- contract	(%)	1,3	0,9	1,0	1,0	1,1	1,1	(0,2p)
<b>SAC PER GROSS ADD</b>	(€)	<b>14</b>	<b>15</b>	<b>12</b>	<b>15</b>	<b>14</b>	<b>18</b>	<b>28,6</b>
- contract	(€)	72	66	57	51	60	56	(22,2)
- prepaid	(€)	2	2	1	3	2	2	0,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>77</b>	<b>64</b>	<b>59</b>	<b>49</b>	<b>63</b>	<b>66</b>	<b>(14,3)</b>
<b>ARPU</b>	(€)	<b>11</b>	<b>12</b>	<b>12</b>	<b>11</b>	<b>12</b>	<b>10</b>	<b>(9,1)</b>
- contract	(€)	17	19	19	16	18	15	(11,8)
- prepaid	(€)	6	7	7	6	7	6	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>36</b>	<b>36</b>	<b>40</b>	<b>40</b>	<b>38</b>	<b>43</b>	<b>7p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>162</b>	<b>179</b>	<b>178</b>	<b>175</b>	<b>174</b>	<b>179</b>	<b>10,5</b>
- contract	(min)	231	257	253	247	247	242	4,8

# SLOVAKIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>192</b>	<b>200</b>	<b>200</b>	<b>236</b>	<b>828</b>	<b>197</b>	<b>2,6</b>
<b>PRODUCT VIEW</b>		<b>192</b>	<b>200</b>	<b>200</b>	<b>236</b>	<b>828</b>	<b>197</b>	<b>2,6</b>
- of which Fixed network		91	95	98	129	413	103	13,2
- of which Mobile communications		100	106	101	107	414	94	(6,0)
<b>SEGMENT VIEW</b>		<b>192</b>	<b>200</b>	<b>200</b>	<b>236</b>	<b>828</b>	<b>197</b>	<b>2,6</b>
- of which Consumer		117	116	115	128	476	117	0,0
- of which Business		55	60	58	85	258	56	1,8
<b>EBITDA</b>	<b>1</b>	<b>84</b>	<b>78</b>	<b>87</b>	<b>88</b>	<b>337</b>	<b>78</b>	<b>(7,1)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>43,8</b>	<b>39,0</b>	<b>43,5</b>	<b>37,3</b>	<b>40,7</b>	<b>39,6</b>	<b>(4,2p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>36</b>	<b>22</b>	<b>21</b>	<b>36</b>	<b>115</b>	<b>74</b>	<b>n.a.</b>
<b>CASH CONTRIBUTION</b>		<b>48</b>	<b>56</b>	<b>66</b>	<b>52</b>	<b>222</b>	<b>4</b>	<b>(91,7)</b>

1 Special factors affecting EBITDA: EUR 1mn in Q1/13, EUR 1mn in Q3/13 and EUR 29mn in Q4/13.

# SLOVAKIA

## OPERATIONALS

	Note	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>								
Fixed network Access Lines	('000)	945	932	919	922	922	914	(3,3)
- IP	('000)	352	433	541	647	647	707	n.a.
Broadband Access Lines Retail	('000)	421	422	431	434	434	436	3,6
TV (IPTV, SAT, Cable)	('000) 1	179	184	438	440	440	444	n.a.
Wholesale Bundled Access Lines	('000)	16	17	17	18	18	18	12,5
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	51	57	62	70	70	78	52,9
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>								
Service revenue	(€ million)	90	90	88	84	352	82	(8,9)
<b>CUSTOMERS</b>	('000)	<b>2.289</b>	<b>2.273</b>	<b>2.263</b>	<b>2.262</b>	<b>2.262</b>	<b>2.257</b>	<b>(1,4)</b>
- contract	('000)	1.455	1.455	1.454	1.455	1.455	1.450	(0,3)
- prepaid	('000)	834	817	809	808	808	808	(3,1)
<b>NET ADDS</b>	('000)	<b>(22)</b>	<b>(16)</b>	<b>(9)</b>	<b>(1)</b>	<b>(48)</b>	<b>(5)</b>	<b>77,3</b>
- contract	('000)	(7)	0	(2)	1	(8)	(5)	28,6
- prepaid	('000)	(14)	(16)	(8)	(2)	(40)	0	(100,0)
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,4</b>	<b>1,3</b>	<b>1,2</b>	<b>1,3</b>	<b>1,3</b>	<b>1,3</b>	<b>(0,1p)</b>
- contract	(%)	1,1	1,0	0,9	1,1	1,0	1,1	0,0p
<b>SAC PER GROSS ADD</b>	(€)	<b>79</b>	<b>84</b>	<b>66</b>	<b>52</b>	<b>69</b>	<b>56</b>	<b>(29,1)</b>
- contract	(€)	138	141	120	92	122	93	(32,6)
- prepaid	(€)	4	4	5	5	4	5	25,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>101</b>	<b>115</b>	<b>107</b>	<b>43</b>	<b>89</b>	<b>87</b>	<b>(13,9)</b>
<b>ARPU</b>	(€)	<b>13</b>	<b>13</b>	<b>13</b>	<b>12</b>	<b>13</b>	<b>12</b>	<b>(7,7)</b>
- contract	(€)	18	19	18	17	18	17	(5,6)
- prepaid	(€)	4	4	4	3	4	3	(25,0)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>30</b>	<b>29</b>	<b>32</b>	<b>34</b>	<b>31</b>	<b>36</b>	<b>6p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>135</b>	<b>144</b>	<b>140</b>	<b>147</b>	<b>141</b>	<b>148</b>	<b>9,6</b>
- contract	(min)	192	203	197	206	199	208	8,3

1 Incl. der DIGI Slovakia since September 1, 2013.

# AUSTRIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>203</b>	<b>197</b>	<b>225</b>	<b>203</b>	<b>828</b>	<b>192</b>	<b>(5,4)</b>
- of which Consumer		142	147	172	157	618	146	2,8
- of which Business		36	36	41	36	149	36	0,0
<b>EBITDA</b>	<b>1</b>	<b>55</b>	<b>40</b>	<b>62</b>	<b>35</b>	<b>192</b>	<b>44</b>	<b>(20,0)</b>
EBITDA margin (EBITDA / total revenue)	%	27,1	20,3	27,6	17,2	23,2	22,9	(4,2p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>37</b>	<b>19</b>	<b>13</b>	<b>668</b>	<b>737</b>	<b>26</b>	<b>(29,7)</b>
<b>CASH CONTRIBUTION</b>		<b>18</b>	<b>21</b>	<b>49</b>	<b>(633)</b>	<b>(545)</b>	<b>18</b>	<b>0,0</b>

## OPERATIONALS

	Note	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>								
Service revenue	(€ million)	174	175	204	173	726	168	(3,4)
<b>CUSTOMERS</b>	('000)	<b>4.090</b>	<b>4.073</b>	<b>4.044</b>	<b>4.091</b>	<b>4.091</b>	<b>4.105</b>	<b>0,4</b>
- contract	('000)	2.575	2.588	2.605	2.630	2.630	2.636	2,4
- prepaid	('000)	1.515	1.485	1.439	1.461	1.461	1.469	(3,0)
<b>NET ADDS</b>	('000)	<b>(15)</b>	<b>(17)</b>	<b>(28)</b>	<b>47</b>	<b>(14)</b>	<b>14</b>	<b>n.a.</b>
- contract	('000)	4	12	18	24	59	6	50,0
- prepaid	('000)	(18)	(30)	(46)	22	(72)	8	n.a.
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,7</b>	<b>1,9</b>	<b>2,2</b>	<b>1,9</b>	<b>1,9</b>	<b>1,9</b>	<b>0,2p</b>
- contract	(%)	0,9	0,9	0,7	0,7	0,8	0,8	(0,1p)
<b>SAC PER GROSS ADD</b>	(€)	<b>59</b>	<b>84</b>	<b>69</b>	<b>65</b>	<b>69</b>	<b>54</b>	<b>(8,5)</b>
- contract	(€)	134	189	188	186	175	161	20,1
- prepaid	(€)	4	7	5	5	6	4	0,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>110</b>	<b>138</b>	<b>116</b>	<b>99</b>	<b>115</b>	<b>85</b>	<b>(22,7)</b>
<b>ARPU</b>	(€)	<b>14</b>	<b>14</b>	<b>17</b>	<b>14</b>	<b>15</b>	<b>14</b>	<b>0,0</b>
- contract	(€)	20	21	24	20	21	19	(5,0)
- prepaid	(€)	4	4	4	4	4	3	(25,0)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>47</b>	<b>45</b>	<b>40</b>	<b>45</b>	<b>44</b>	<b>42</b>	<b>(5p)</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>208</b>	<b>209</b>	<b>200</b>	<b>209</b>	<b>206</b>	<b>201</b>	<b>(3,4)</b>
- contract	(min)	291	291	272	285	285	275	(5,5)

1 Special factors affecting EBITDA: EUR 1mn in Q1/13 and EUR 1mn in Q1/14.

# BULGARIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>83</b>	<b>87</b>	<b>30</b>	<b>0</b>	<b>200</b>	<b>0</b>	<b>n.a.</b>
- of which Consumer		63	67	24	0	154	0	n.a.
- of which Business		16	16	6	0	38	0	n.a.
<b>EBITDA</b>		<b>26</b>	<b>34</b>	<b>13</b>	<b>0</b>	<b>73</b>	<b>0</b>	<b>n.a.</b>
EBITDA margin (EBITDA / total revenue)	%	31,3	39,1	43,3	n.a.	36,5	n.a.	n.a.
<b>CASH CAPEX (AS REPORTED)</b>		<b>12</b>	<b>14</b>	<b>5</b>	<b>0</b>	<b>31</b>	<b>0</b>	<b>n.a.</b>
<b>CASH CONTRIBUTION</b>		<b>14</b>	<b>20</b>	<b>8</b>	<b>0</b>	<b>42</b>	<b>0</b>	<b>n.a.</b>

## OPERATIONALS

	Note	Q1 2013	Q2 2013	Q3 2013	Q4 2013	FY 2013	Q1 2014	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>								
Service revenue	(€ million)	68	73	25	0	166	0	n.a.
<b>CUSTOMERS</b>	('000)	<b>4.554</b>	<b>4.635</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n.a.</b>
- contract	('000)	2.622	2.684	0	0	0	0	n.a.
- prepaid	('000)	1.932	1.951	0	0	0	0	n.a.
<b>NET ADDS</b>	('000)	<b>36</b>	<b>80</b>	<b>27</b>	<b>0</b>	<b>143</b>	<b>0</b>	<b>n.a.</b>
- contract	('000)	45	62	20	0	126	0	n.a.
- prepaid	('000)	(8)	18	7	0	17	0	n.a.
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>2,1</b>	<b>1,8</b>	<b>2,2</b>	<b>0,0</b>	<b>2,0</b>	<b>0,0</b>	<b>(2,1p)</b>
- contract	(%)	1,4	1,2	1,2	0,0	1,3	0,0	(1,4p)
<b>SAC PER GROSS ADD</b>	(€)	<b>9</b>	<b>2</b>	<b>3</b>	<b>0</b>	<b>5</b>	<b>0</b>	<b>n.a.</b>
- contract	(€)	20	4	8	0	12	0	n.a.
- prepaid	(€)	1	0	1	0	0	0	n.a.
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>10</b>	<b>4</b>	<b>2</b>	<b>0</b>	<b>6</b>	<b>0</b>	<b>n.a.</b>
<b>ARPU</b>	(€)	<b>5</b>	<b>5</b>	<b>5</b>	<b>0</b>	<b>5</b>	<b>0</b>	<b>n.a.</b>
- contract	(€)	8	8	8	0	8	0	n.a.
- prepaid	(€)	1	2	2	0	1	0	n.a.
<b>NON-VOICE % OF ARPU</b>	(%)	<b>14</b>	<b>14</b>	<b>16</b>	<b>0</b>	<b>15</b>	<b>0</b>	<b>(14p)</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>148</b>	<b>150</b>	<b>152</b>	<b>0</b>	<b>149</b>	<b>0</b>	<b>n.a.</b>
- contract	(min)	215	216	217	0	216	0	n.a.

The national companies of Bulgaria have no longer been included in the Europe operating segment since August 1, 2013 following the sale of the shares held in the companies.





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# SYSTEMS SOLUTIONS

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

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.226</b>	<b>2.170</b>	<b>2.174</b>	<b>2.468</b>	<b>9.038</b>	<b>2.052</b>	<b>(7,8)</b>
Market Unit		1.800	1.781	1.761	1.902	7.244	1.679	(6,7)
Telekom IT		426	389	413	566	1.794	372	(12,7)
International revenue		658	641	619	664	2.582	587	(10,8)
<b>NET REVENUE</b>		<b>1.567</b>	<b>1.539</b>	<b>1.515</b>	<b>1.623</b>	<b>6.244</b>	<b>1.466</b>	<b>(6,4)</b>
<b>EBITDA</b>		<b>168</b>	<b>210</b>	<b>197</b>	<b>199</b>	<b>774</b>	<b>138</b>	<b>(17,9)</b>
Market Unit		124	163	173	188	648	100	(19,4)
Telekom IT		44	47	24	11	126	38	(13,6)
EBITDA margin (EBITDA/ total revenue)	%	7,5	9,7	9,1	8,1	8,6	6,7	(0,8p)
Depreciation, amortization and impairment losses		(163)	(158)	(147)	(169)	(637)	(140)	14,1
Profit (loss) from operations = EBIT		5	52	50	30	137	(2)	n.a.
<b>EBIT MARGIN</b>	%	<b>0,2</b>	<b>2,4</b>	<b>2,3</b>	<b>1,2</b>	<b>1,5</b>	<b>(0,1)</b>	<b>(0,3p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>209</b>	<b>213</b>	<b>270</b>	<b>374</b>	<b>1.066</b>	<b>253</b>	<b>21,1</b>
<b>CASH CONTRIBUTION</b>		<b>(41)</b>	<b>(3)</b>	<b>(73)</b>	<b>(175)</b>	<b>(292)</b>	<b>(115)</b>	<b>n.a.</b>
<b>ORDER ENTRY</b>		<b>1.976</b>	<b>1.878</b>	<b>1.708</b>	<b>2.230</b>	<b>7.792</b>	<b>1.414</b>	<b>(28,4)</b>

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

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.226</b>	<b>2.170</b>	<b>2.174</b>	<b>2.468</b>	<b>9.038</b>	<b>2.052</b>	<b>(7,8)</b>
<b>NET REVENUE</b>		<b>1.567</b>	<b>1.539</b>	<b>1.515</b>	<b>1.623</b>	<b>6.244</b>	<b>1.466</b>	<b>(6,4)</b>
<b>EBITDA</b>		<b>108</b>	<b>41</b>	<b>128</b>	<b>81</b>	<b>358</b>	<b>81</b>	<b>(25,0)</b>
EBITDA margin (EBITDA/ total revenue)	%	4,9	1,9	5,9	3,3	4,0	3,9	(1,0p)
Depreciation, amortization and impairment losses		(177)	(157)	(148)	(170)	(652)	(140)	20,9
Profit (loss) from operations = EBIT		(69)	(116)	(20)	(89)	(294)	(59)	14,5
<b>CASH CAPEX</b>		<b>209</b>	<b>213</b>	<b>270</b>	<b>374</b>	<b>1.066</b>	<b>253</b>	<b>21,1</b>
<b>CASH CONTRIBUTION</b>		<b>(101)</b>	<b>(172)</b>	<b>(142)</b>	<b>(293)</b>	<b>(708)</b>	<b>(172)</b>	<b>(70,3)</b>

<sup>1</sup> Deconsolidation of T-Systems Italia S.p.A. as of May 1, 2013 and part of the French business as of June 1, 2013.

The ICSS/GNF business of the local business units (LBUs), which had previously been organizationally assigned to the Systems Solutions operating segment, was brought together as of January 1, 2014 and is now reported under the Europe operating segment. In addition, as of January 1, 2014, the local business customer units of T-Systems Czech Republic, which had previously been managed under the Systems Solutions operating segment, were merged with T-Mobile Czech Republic; they are reported in the Europe operating segment. Comparative figures have been adjusted retrospectively.

# SYSTEMS SOLUTIONS

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

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.226</b>	<b>2.170</b>	<b>2.174</b>	<b>2.468</b>	<b>9.038</b>	<b>2.052</b>	<b>(7,8)</b>
Profit (loss) from operations = EBIT		(69)	(116)	(20)	(89)	(294)	(59)	14,5
- Depreciation, amortization and impairment losses		(177)	(157)	(148)	(170)	(652)	(140)	20,9
<b>= EBITDA</b>		<b>108</b>	<b>41</b>	<b>128</b>	<b>81</b>	<b>358</b>	<b>81</b>	<b>(25,0)</b>
EBITDA margin	%	4,9	1,9	5,9	3,3	4,0	3,9	(1,0p)
- Special factors affecting EBITDA		(60)	(169)	(69)	(118)	(416)	(57)	5,0
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>168</b>	<b>210</b>	<b>197</b>	<b>199</b>	<b>774</b>	<b>138</b>	<b>(17,9)</b>
EBITDA margin (adjusted for special factors)	%	7,5	9,7	9,1	8,1	8,6	6,7	(0,8p)

## SPECIAL FACTORS

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(60)</b>	<b>(169)</b>	<b>(69)</b>	<b>(118)</b>	<b>(416)</b>	<b>(57)</b>	<b>5,0</b>
- of which personnel		(30)	(57)	(49)	(76)	(212)	(28)	6,7
- of which other		(30)	(112)	(20)	(42)	(204)	(29)	3,3
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(74)</b>	<b>(168)</b>	<b>(70)</b>	<b>(119)</b>	<b>(431)</b>	<b>(57)</b>	<b>23,0</b>
- of which personnel		(30)	(57)	(49)	(76)	(212)	(28)	6,7
- of which other		(44)	(111)	(21)	(43)	(219)	(29)	34,1

<sup>1</sup> Deconsolidation of T-Systems Italia S.p.A. as of May 1, 2013 and part of the French business as of June 1, 2013.

The ICSS/GNF business of the local business units (LBUs), which had previously been organizationally assigned to the Systems Solutions operating segment, was brought together as of January 1, 2014 and is now reported under the Europe operating segment. In addition, as of January 1, 2014, the local business customer units of T-Systems Czech Republic, which had previously been managed under the Systems Solutions operating segment, were merged with T-Mobile Czech Republic; they are reported in the Europe operating segment. Comparative figures have been adjusted retrospectively.



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# GROUP HEADQUARTERS & GROUP SERVICES

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

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>691</b>	<b>761</b>	<b>635</b>	<b>792</b>	<b>2.879</b>	<b>622</b>	<b>(10,0)</b>
of which: Digital Business Units		213	234	224	299	970	156	(26,8)
<b>NET REVENUE</b>		<b>250</b>	<b>272</b>	<b>260</b>	<b>324</b>	<b>1.106</b>	<b>191</b>	<b>(23,6)</b>
<b>EBITDA</b>		<b>(99)</b>	<b>(111)</b>	<b>(155)</b>	<b>(290)</b>	<b>(655)</b>	<b>(118)</b>	<b>(19,2)</b>
of which: Digital Business Units		30	25	44	22	121	1	(96,7)
EBITDA margin (EBITDA / total revenue)	%	(14,3)	(14,6)	(24,4)	(36,6)	(22,8)	(19,0)	(4,7p)
Depreciation, amortization and impairment losses		(164)	(166)	(183)	(186)	(699)	(149)	9,1
Profit (loss) from operations = EBIT		(263)	(277)	(338)	(476)	(1.354)	(267)	(1,5)
<b>CASH CAPEX</b>		<b>77</b>	<b>94</b>	<b>97</b>	<b>143</b>	<b>411</b>	<b>65</b>	<b>(15,6)</b>
<b>CASH CONTRIBUTION</b>		<b>(176)</b>	<b>(205)</b>	<b>(252)</b>	<b>(433)</b>	<b>(1.066)</b>	<b>(183)</b>	<b>(4,0)</b>

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

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>691</b>	<b>761</b>	<b>635</b>	<b>792</b>	<b>2.879</b>	<b>622</b>	<b>(10,0)</b>
of which: Digital Business Units		213	234	224	299	970	156	(26,8)
<b>NET REVENUE</b>		<b>250</b>	<b>272</b>	<b>260</b>	<b>324</b>	<b>1.106</b>	<b>191</b>	<b>(23,6)</b>
<b>EBITDA</b>		<b>(120)</b>	<b>(161)</b>	<b>(210)</b>	<b>(392)</b>	<b>(883)</b>	<b>1.544</b>	<b>n.a.</b>
of which: Digital Business Units		19	19	41	15	94	1.709	n.a.
EBITDA margin (EBITDA / total revenue)	%	(17,4)	(21,2)	(33,1)	(49,5)	(30,7)	n.a.	n.a.
Depreciation, amortization and impairment losses		(164)	(166)	(183)	(186)	(699)	(149)	9,1
Profit (loss) from operations = EBIT		(284)	(327)	(393)	(578)	(1.582)	1.395	n.a.
<b>CASH CAPEX</b>		<b>77</b>	<b>94</b>	<b>97</b>	<b>143</b>	<b>411</b>	<b>65</b>	<b>(15,6)</b>
<b>CASH CONTRIBUTION</b>		<b>(197)</b>	<b>(255)</b>	<b>(307)</b>	<b>(535)</b>	<b>(1.294)</b>	<b>1.479</b>	<b>n.a.</b>

1 The EE joint venture in the United Kingdom, which had previously been assigned to the Europe operating segment, was transferred to the Group Headquarters & Group Services segment as of January 1, 2014. The prior-year figures (Cashflow, Financial assets, Financial result) have been adjusted for better comparability.

Results impacted by deconsolidation of Scout24 as of February 1st 2014. Please see tables of "Special Factors" and "Change in the composition of the group" for further details.

# GROUP HEADQUARTERS & GROUP SERVICES

## EBITDA RECONCILIATION

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>691</b>	<b>761</b>	<b>635</b>	<b>792</b>	<b>2.879</b>	<b>622</b>	<b>(10,0)</b>
Profit (loss) from operations = EBIT		(284)	(327)	(393)	(578)	(1.582)	1.395	n.a.
- Depreciation, amortization and impairment losses		(164)	(166)	(183)	(186)	(699)	(149)	9,1
<b>= EBITDA</b>		<b>(120)</b>	<b>(161)</b>	<b>(210)</b>	<b>(392)</b>	<b>(883)</b>	<b>1.544</b>	<b>n.a.</b>
EBITDA margin	%	(17,4)	(21,2)	(33,1)	(49,5)	(30,7)	n.a.	n.a.
- Special factors affecting EBITDA		(21)	(50)	(55)	(102)	(228)	1.662	n.a.
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>(99)</b>	<b>(111)</b>	<b>(155)</b>	<b>(290)</b>	<b>(655)</b>	<b>(118)</b>	<b>(19,2)</b>
EBITDA margin (adjusted for special factors)	%	(14,3)	(14,6)	(24,4)	(36,6)	(22,8)	(19,0)	(4,7p)

## SPECIAL FACTORS

	Note	Q1 2013 millions of €	Q2 2013 millions of €	Q3 2013 millions of €	Q4 2013 millions of €	FY 2013 millions of €	Q1 2014 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(21)</b>	<b>(50)</b>	<b>(55)</b>	<b>(102)</b>	<b>(228)</b>	<b>1.662</b>	<b>n.a.</b>
- of which personnel		(22)	(53)	(53)	(98)	(226)	(14)	36,4
- of which other		1	3	(2)	(4)	(2)	1.676	n.a.
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(21)</b>	<b>(50)</b>	<b>(55)</b>	<b>(102)</b>	<b>(228)</b>	<b>1.662</b>	<b>n.a.</b>
- of which personnel		(22)	(53)	(53)	(98)	(226)	(14)	36,4
- of which other		1	3	(2)	(4)	(2)	1.676	n.a.

Results impacted by deconsolidation of Scout24 as of February 1st 2014. Please see tables of "Special Factors" and "Change in the composition of the group" for further details.

# EE LIMITED (JOINT VENTURE DEUTSCHE TELEKOM - FRANCE TELECOM)

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

	Note	Q1 2013 millions of GBP	Q2 2013 millions of GBP	H1 2013 millions of GBP	Q3 2013 millions of GBP	Q4 2013 millions of GBP	H2 2013 millions of GBP	FY 2013 millions of GBP	Q1 2014 millions of GBP	Change % (YoY)
<b>TOTAL REVENUE</b>		<b>1.605</b>	<b>1.606</b>	<b>3.211</b>	<b>1.631</b>	<b>1.639</b>	<b>3.270</b>	<b>6.482</b>	<b>1.548</b>	<b>(3,6)</b>
<b>EBITDA (AS REPORTED)</b>		--	--	<b>607</b>	--	--	<b>706</b>	<b>1.313</b>	--	--
EBITDA margin (EBITDA (as reported) / total revenue)	%	--	--	18,9	--	--	21,6	20,3	--	--
<b>RESTRUCTURING COST INCLUDED IN EBITDA</b>		--	--	<b>46</b>	--	--	<b>33</b>	<b>79</b>	--	--
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		--	--	<b>746</b>	--	--	<b>828</b>	<b>1.574</b>	--	--
EBITDA margin (EBITDA / total revenue)	%	--	--	23,2	--	--	25,3	24,3	--	--
<b>CAPEX</b>		--	--	<b>317</b>	--	--	<b>266</b>	<b>583</b>	--	--

## OPERATIONALS<sup>1</sup>

	Note	Q1 2013	Q2 2013	H1 2013	Q3 2013	Q4 2013	H2 2013	FY 2013	Q1 2014	Change % (YoY)
<b>SERVICE REVENUE</b>	(GBP million)	<b>1.422</b>	<b>1.421</b>	<b>2.843</b>	<b>1.446</b>	<b>1.445</b>	<b>2.891</b>	<b>5.734</b>	<b>1.387</b>	<b>(2,5)</b>
<b>CUSTOMERS</b>	('000)	<b>26.441</b>	<b>25.996</b>	<b>25.996</b>	<b>25.842</b>	<b>25.503</b>	<b>25.503</b>	<b>25.503</b>	<b>25.325</b>	<b>(4,2)</b>
- contract	('000)	13.759	13.976	13.976	14.156	14.350	14.350	14.350	14.473	5,2
- prepaid	('000)	11.983	11.312	11.312	10.967	10.424	10.424	10.424	10.103	(15,7)
- home	('000)	699	709	709	718	730	730	730	749	7,2
<b>NET ADDS</b>	('000)	<b>(404)</b>	<b>(445)</b>	<b>(849)</b>	<b>(155)</b>	<b>(338)</b>	<b>(493)</b>	<b>(1.342)</b>	<b>(179)</b>	<b>55,7</b>
- contract	('000)	166	216	382	181	194	375	757	123	(25,9)
- prepaid	('000)	(571)	(671)	(1.242)	(345)	(543)	(888)	(2.130)	(321)	43,8
- home	('000)	1	10	11	9	11	20	31	19	--
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>2,6</b>	<b>2,6</b>	--	<b>2,2</b>	<b>2,5</b>	--	--	<b>2,0</b>	<b>(0,6)</b>
- contract	(%)	1,2	1,1	--	1,1	1,2	--	--	1,2	0,0
<b>SAC PER GROSS ADD</b>	(GBP)	<b>62</b>	<b>56</b>	--	<b>59</b>	<b>61</b>	--	--	<b>60</b>	<b>(3,2)</b>
- contract	(GBP)	156	147	--	154	142	--	--	137	(12,2)
- prepaid	(GBP)	11	5	--	6	7	--	--	5	(54,5)
<b>SRC PER RETAINED CUSTOMER</b>	(GBP)	<b>193</b>	<b>168</b>	--	<b>190</b>	<b>155</b>	--	--	<b>184</b>	<b>(4,7)</b>
<b>ARPU</b>	(GBP)	<b>18</b>	<b>18</b>	--	<b>19</b>	<b>19</b>	--	--	<b>19</b>	<b>2,3</b>
- contract	(GBP)	30	30	--	30	30	--	--	29	(3,9)
- prepaid	(GBP)	5	5	--	5	5	--	--	4	(16,3)
<b>VOICE ARPU</b>	(GBP)	<b>9</b>	<b>8</b>	--	<b>9</b>	<b>8</b>	--	--	<b>8</b>	<b>(12,4)</b>
non-voice % of ARPU	(%)	51,1	54,6	--	55,5	56,1	--	--	58,4	7,3
<b>MOU PER CUSTOMER</b>	(min)	<b>198</b>	<b>201</b>	--	<b>201</b>	<b>208</b>	--	--	<b>206</b>	<b>4,0</b>
- contract	(min)	338	335	--	325	332	--	--	325	(3,8)

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

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

3 ARPU %-changes based on exact numbers.





## GLOSSARY AND DISCLAIMER

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

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