

# BACKUP Q2 2016

## DEUTSCHE TELEKOM

 H1 2016

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# CONTENT

At a Glance	4			
Excellent market position	6			
<hr/>				
<b>GROUP</b>				
Adjusted for special factors	8			
EBITDA reconciliation	9			
As reported	10			
Special factors in the consolidated income statement	11			
Details on special factors I & II	12 - 13			
Change in the composition of the group	14			
Consolidated statement of financial position	16			
Provisions for pensions	18			
Maturity profile	19			
Liquidity reserves	20			
Net debt	21			
Net debt development	22			
Cash capex	23			
Free cash flow	24			
Personnel	25			
Exchange rates	26			
<hr/>				
		<b>GERMANY</b>		
		Financials	29	
		EBITDA reconciliation	30	
		Operational	31	
		Additional information	32	
<hr/>				
		<b>UNITED STATES</b>		
		Financials	45	
		EBITDA reconciliation	46	
		Operational	47	
		Additional information	49	
<hr/>				
		<b>EUROPE</b>		
		Financials	56	
		EBITDA reconciliation	57	
		Greece	59	
		Romania	61	
		Hungary	63	
		Poland	65	
		Czech Republic	67	
<hr/>				
		<b>EUROPE</b>		
		Netherlands	69	
		Croatia	70	
		Slovakia	72	
		Austria	74	
<hr/>				
		<b>SYSTEMS SOLUTIONS</b>		
		Financials	77	
		EBITDA reconciliation	78	
<hr/>				
		<b>GHS</b>		
		Financials	81	
		EBITDA reconciliation	82	
<hr/>				
		<b>GLOSSARY</b>		84

# NOTES

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

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>GROUP</b>		<b>17.428</b>	<b>17.099</b>	<b>17.859</b>	<b>69.228</b>	<b>17.630</b>	<b>17.817</b>	<b>2,2</b>	<b>34.270</b>	<b>35.447</b>	<b>3,4</b>
Germany		5.580	5.593	5.659	22.421	5.452	5.406	(3,1)	11.169	10.858	(2,8)
United States		7.443	7.059	7.518	28.925	7.816	8.196	10,1	14.348	16.012	11,6
Europe		3.209	3.261	3.397	13.024	3.080	3.106	(3,2)	6.366	6.186	(2,8)
Systems Solutions		2.073	2.031	2.163	8.194	2.045	2.009	(3,1)	4.000	4.054	1,4
Group Headquarters & Group Services		584	555	571	2.275	513	542	(7,2)	1.149	1.055	(8,2)
Reconciliation		(1.461)	(1.400)	(1.449)	(5.611)	(1.276)	(1.442)	1,3	(2.762)	(2.718)	1,6
<b>NET REVENUE</b>											
Germany		5.235	5.248	5.321	21.069	5.136	5.076	(3,0)	10.500	10.212	(2,7)
United States		7.443	7.059	7.518	28.924	7.816	8.195	10,1	14.347	16.011	11,6
Europe		3.150	3.200	3.334	12.782	3.018	3.020	(4,1)	6.248	6.038	(3,4)
Systems Solutions		1.435	1.452	1.520	5.827	1.545	1.402	(2,3)	2.855	2.947	3,2
Group Headquarters & Group Services		165	140	166	626	115	124	(24,8)	320	239	(25,3)
<b>GROUP</b>		<b>17.428</b>	<b>17.099</b>	<b>17.859</b>	<b>69.228</b>	<b>17.630</b>	<b>17.817</b>	<b>2,2</b>	<b>34.270</b>	<b>35.447</b>	<b>3,4</b>
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>											
Germany		2.224	2.269	2.086	8.790	2.180	2.225	0,0	4.435	4.405	(0,7)
United States		1.652	1.702	2.075	6.654	1.908	2.172	31,5	2.877	4.080	41,8
Europe		1.081	1.157	1.075	4.329	986	1.038	(4,0)	2.097	2.024	(3,5)
Systems Solutions		203	176	216	740	206	175	(13,8)	348	381	9,5
Group Headquarters & Group Services		(76)	(133)	(321)	(552)	(117)	(108)	(42,1)	(98)	(225)	n.a.
Reconciliation		(58)	(6)	12	(53)	0	(45)	22,4	(59)	(45)	23,7
<b>GROUP</b>		<b>5.026</b>	<b>5.165</b>	<b>5.143</b>	<b>19.908</b>	<b>5.163</b>	<b>5.457</b>	<b>8,6</b>	<b>9.600</b>	<b>10.620</b>	<b>10,6</b>
Proportional EBITDA		4.173	4.236	4.088	16.317	4.173	4.384	5,1	7.993	8.557	7,1

<sup>1</sup> Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

# GROUP

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

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>EBITDA MARGIN (ADJUSTED FOR SPECIAL FACTORS)</b>											
<b>(EBITDA / TOTAL REVENUE)</b>											
Germany		39,9	40,8	36,9	39,2	40,0	41,1	1,2p	39,7	40,5	0,8p
United States		22,1	24,1	27,6	23,0	24,4	26,5	4,4p	20,0	25,5	5,5p
Europe		33,7	35,5	31,6	33,2	32,0	33,4	(0,3p)	32,9	32,7	(0,2p)
Systems Solutions		9,8	8,7	10,0	9,0	10,1	8,7	(1,1p)	8,7	9,4	0,7p
Group Headquarters & Group Services		(13,0)	(24,0)	(56,2)	(24,3)	(22,8)	(19,9)	(6,9p)	(8,5)	(21,3)	(12,8p)
<b>GROUP</b>		<b>28,8</b>	<b>30,2</b>	<b>28,8</b>	<b>28,8</b>	<b>29,3</b>	<b>30,6</b>	<b>1,8p</b>	<b>28,0</b>	<b>30,0</b>	<b>2,0p</b>
<b>CASH CAPEX</b>											
Germany		2.622	1.073	965	5.609	908	909	(65,3)	3.571	1.817	(49,1)
United States		1.230	1.103	1.319	6.381	1.756	1.251	1,7	3.959	3.007	(24,0)
Europe		303	403	463	1.667	1.009	391	29,0	801	1.400	74,8
Systems Solutions		276	282	345	1.151	237	260	(5,8)	524	497	(5,2)
Group Headquarters & Group Services		65	69	112	342	60	51	(21,5)	161	111	(31,1)
Reconciliation		(166)	(117)	(163)	(537)	(74)	(159)	4,2	(257)	(233)	9,3
<b>GROUP</b>		<b>4.330</b>	<b>2.813</b>	<b>3.041</b>	<b>14.613</b>	<b>3.896</b>	<b>2.703</b>	<b>(37,6)</b>	<b>8.759</b>	<b>6.599</b>	<b>(24,7)</b>
- thereof spectrum investment		1.755	115	26	3.795	1.065	39	(97,8)	3.654	1.104	(69,8)
<b>NET PROFIT (LOSS)</b>											
adjusted for special factors		1.078	1.040	959	4.113	1.047	1.054	(2,2)	2.114	2.101	(0,6)
as reported		712	809	946	3.254	3.125	621	(12,8)	1.499	3.746	n.a.
<b>FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM INVESTMENT)</b>											
Proportional free cash flow		1.375	1.308	998	4.546	822	1.320	(4,0)	2.240	2.142	(4,4)
		1.228	1.092	442	3.631	837	1.104	(10,1)	2.097	1.941	(7,4)
<b>NET DEBT</b>		<b>48.835</b>	<b>47.868</b>	<b>47.570</b>	<b>47.570</b>	<b>47.603</b>	<b>48.692</b>	<b>(0,3)</b>	<b>48.835</b>	<b>48.692</b>	<b>(0,3)</b>

1 Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

# DT GROUP

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

	Note	Q2	Q3	Q4	Q1	Q2	Change compared to		Change compared to	
		2015	2015	2015	2016	2016	prior quarter		prior year	
		('000)	('000)	('000)	('000)	('000)	abs.	%	abs.	%
<b>BROADBAND RETAIL LINES (END OF PERIOD)</b>	<b>2,3</b>	<b>17.602</b>	<b>17.718</b>	<b>17.833</b>	<b>17.960</b>	<b>18.077</b>	<b>117</b>	<b>0,7</b>	<b>475</b>	<b>2,7</b>
Germany		12.518	12.596	12.644	12.706	12.770	64	0,5	252	2,0
Europe		5.084	5.122	5.189	5.254	5.307	53	1,0	223	4,4
Greece		1.426	1.457	1.505	1.541	1.573	32	2,1	147	10,3
Romania		1.186	1.181	1.186	1.204	1.204	0	n.a.	18	1,5
Hungary		956	975	988	996	1.003	7	0,7	47	4,9
Poland		9	8	10	10	10	0	n.a.	1	11,1
Czech Republic		141	136	132	131	131	0	n.a.	(10)	(7,1)
Croatia		642	638	636	634	639	5	0,8	(3)	(0,5)
Slovakia		459	465	473	481	489	8	1,7	30	6,5
other		264	262	258	256	258	2	0,8	(6)	(2,3)
<b>FIXED NETWORK LINES (END OF PERIOD)</b>	<b>3,4</b>	<b>29.312</b>	<b>29.152</b>	<b>28.990</b>	<b>28.780</b>	<b>28.610</b>	<b>(170)</b>	<b>(0,6)</b>	<b>(702)</b>	<b>(2,4)</b>
Germany		20.437	20.354	20.227	20.093	19.971	(122)	(0,6)	(466)	(2,3)
Europe		8.875	8.798	8.763	8.687	8.639	(48)	(0,6)	(236)	(2,7)
Greece		2.591	2.577	2.586	2.583	2.576	(7)	(0,3)	(15)	(0,6)
Romania		2.153	2.117	2.091	2.055	2.029	(26)	(1,3)	(124)	(5,8)
Hungary		1.671	1.677	1.674	1.659	1.655	(4)	(0,2)	(16)	(1,0)
Poland		18	17	18	18	18	0	n.a.	0	n.a.
Czech Republic		152	147	154	141	140	(1)	(0,7)	(12)	(7,9)
Croatia		1.038	1.020	1.004	1.012	1.009	(3)	(0,3)	(29)	(2,8)
Slovakia		864	858	855	851	848	(3)	(0,4)	(16)	(1,9)
other		389	385	381	367	365	(2)	(0,5)	(24)	(6,2)
<b>MOBILE SUBSCRIBERS (END OF PERIOD)</b>	<b>3</b>	<b>154.718</b>	<b>157.358</b>	<b>156.392</b>	<b>158.354</b>	<b>160.735</b>	<b>2.381</b>	<b>1,5</b>	<b>6.017</b>	<b>3,9</b>
Germany		39.465	39.892	40.373	40.643	41.138	495	1,2	1.673	4,2
United States		58.908	61.220	63.282	65.503	67.384	1.881	2,9	8.476	14,4
Europe		56.345	56.246	52.737	52.208	52.213	5	0,0	(4.132)	(7,3)
Greece		7.387	7.428	7.399	7.477	7.610	133	1,8	223	3,0
Romania		6.015	5.905	5.992	5.934	5.909	(25)	(0,4)	(106)	(1,8)
Hungary		5.476	5.482	5.504	5.372	5.344	(28)	(0,5)	(132)	(2,4)
Poland		15.827	15.696	12.056	11.821	11.635	(186)	(1,6)	(4.192)	(26,5)
Czech Republic		5.996	5.981	6.019	6.024	6.008	(16)	(0,3)	12	0,2
Croatia		2.241	2.323	2.233	2.206	2.246	40	1,8	5	0,2
Netherlands		3.689	3.686	3.677	3.668	3.671	3	0,1	(18)	(0,5)
Slovakia		2.196	2.204	2.235	2.231	2.227	(4)	(0,2)	31	1,4
Austria		3.934	3.962	4.323	4.221	4.275	54	1,3	341	8,7
other		3.585	3.579	3.299	3.255	3.287	32	1,0	(298)	(8,3)

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 Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

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

# CONTENT

At a Glance	4
Excellent market position	6
<hr/>	
<b>GROUP</b>	
Adjusted for special factors	8
EBITDA reconciliation	9
As reported	10
Special factors in the consolidated income statement	11
Details on special factors I & II	12 - 13
Change in the composition of the group	14
Consolidated statement of financial position	16
Provisions for pensions	18
Maturity profile	19
Liquidity reserves	20
Net debt	21
Net debt development	22
Cash capex	23
Free cash flow	24
Personnel	25
Exchange rates	26

<hr/>	
<b>GERMANY</b>	
Financials	29
EBITDA reconciliation	30
Operationals	31
Additional information	32

<hr/>	
<b>UNITED STATES</b>	
Financials	45
EBITDA reconciliation	46
Operationals	47
Additional information	49

<hr/>	
<b>EUROPE</b>	
Financials	56
EBITDA reconciliation	57
Greece	59
Romania	61
Hungary	63
Poland	65
Czech Republic	67

<hr/>	
<b>EUROPE</b>	
Netherlands	69
Croatia	70
Slovakia	72
Austria	74

<hr/>	
<b>SYSTEMS SOLUTIONS</b>	
Financials	77
EBITDA reconciliation	78

<hr/>	
<b>GHS</b>	
Financials	81
EBITDA reconciliation	82

<hr/>	
<b>GLOSSARY</b>	84
<hr/>	

# DT CONSOLIDATED INCOME STATEMENT

## ADJUSTED FOR SPECIAL FACTORS

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>NET REVENUE</b>		<b>17.464</b>	<b>17.075</b>	<b>17.860</b>	<b>69.241</b>	<b>17.630</b>	<b>17.827</b>	<b>2,1</b>	<b>34.306</b>	<b>35.457</b>	<b>3,4</b>
Other operating income		301	233	459	1.390	268	203	(32,6)	698	471	(32,5)
Changes in inventories		3	1	(20)	(11)	12	(6)	n.a.	8	6	(25,0)
Own capitalized costs		462	515	561	2.036	481	518	12,1	960	999	4,1
Goods and services purchased		(8.795)	(8.279)	(9.206)	(35.010)	(8.587)	(8.683)	1,3	(17.525)	(17.270)	1,5
Personnel costs		(3.699)	(3.609)	(3.642)	(14.647)	(3.813)	(3.702)	(0,1)	(7.396)	(7.515)	(1,6)
Other operating expenses		(710)	(771)	(869)	(3.091)	(828)	(700)	1,4	(1.451)	(1.528)	(5,3)
Depreciation, amortization, and impairment losses		(2.679)	(2.775)	(3.097)	(11.235)	(3.142)	(3.151)	(17,6)	(5.363)	(6.293)	(17,3)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>2.347</b>	<b>2.390</b>	<b>2.046</b>	<b>8.673</b>	<b>2.021</b>	<b>2.306</b>	<b>(1,7)</b>	<b>4.237</b>	<b>4.327</b>	<b>2,1</b>
EBIT margin (EBIT / net revenue)	%	13,4	14,0	11,5	12,5	11,5	12,9	(0,5p)	12,4	12,2	(0,2p)
Profit (loss) from financial activities		(749)	(656)	(387)	(2.233)	(215)	(746)	0,4	(1.190)	(961)	19,2
of which: finance costs		(579)	(580)	(608)	(2.367)	(634)	(653)	(12,8)	(1.179)	(1.287)	(9,2)
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>1.598</b>	<b>1.734</b>	<b>1.659</b>	<b>6.440</b>	<b>1.806</b>	<b>1.560</b>	<b>(2,4)</b>	<b>3.047</b>	<b>3.366</b>	<b>10,5</b>
Income taxes		(444)	(572)	(545)	(1.927)	(582)	(424)	4,5	(810)	(1.006)	(24,2)
<b>PROFIT (LOSS)</b>		<b>1.154</b>	<b>1.162</b>	<b>1.114</b>	<b>4.513</b>	<b>1.224</b>	<b>1.136</b>	<b>(1,6)</b>	<b>2.237</b>	<b>2.360</b>	<b>5,5</b>
Profit (loss) attributable to non-controlling interests		76	122	155	400	177	82	7,9	123	259	n.a.
<b>NET PROFIT (LOSS)</b>		<b>1.078</b>	<b>1.040</b>	<b>959</b>	<b>4.113</b>	<b>1.047</b>	<b>1.054</b>	<b>(2,2)</b>	<b>2.114</b>	<b>2.101</b>	<b>(0,6)</b>



# GROUP

## EBITDA RECONCILIATION

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>NET REVENUE</b>		<b>17.428</b>	<b>17.099</b>	<b>17.859</b>	<b>69.228</b>	<b>17.630</b>	<b>17.817</b>	<b>2,2</b>	<b>34.270</b>	<b>35.447</b>	<b>3,4</b>
<b>NET PROFIT (LOSS)</b>		<b>712</b>	<b>809</b>	<b>946</b>	<b>3.254</b>	<b>3.125</b>	<b>621</b>	<b>(12,8)</b>	<b>1.499</b>	<b>3.746</b>	<b>n.a.</b>
+ Profit (loss) attributable to non-controlling interests		47	59	140	248	252	65	38,3	49	317	n.a.
= Profit (loss)		759	868	1.086	3.502	3.377	686	(9,6)	1.548	4.063	n.a.
- Income taxes		(283)	(260)	(499)	(1.276)	(934)	(114)	59,7	(517)	(1.048)	n.a.
= Profit (loss) before income taxes = EBT		1.042	1.128	1.585	4.778	4.311	800	(23,2)	2.065	5.111	n.a.
- Profit (loss) from financial activities		(764)	(657)	(386)	(2.250)	(214)	(746)	2,4	(1.207)	(960)	20,5
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>1.806</b>	<b>1.785</b>	<b>1.971</b>	<b>7.028</b>	<b>4.525</b>	<b>1.546</b>	<b>(14,4)</b>	<b>3.272</b>	<b>6.071</b>	<b>85,5</b>
- Depreciation, amortization and impairment losses		(2.728)	(2.796)	(3.142)	(11.360)	(3.142)	(3.151)	(15,5)	(5.422)	(6.293)	(16,1)
<b>= EBITDA</b>		<b>4.534</b>	<b>4.581</b>	<b>5.113</b>	<b>18.388</b>	<b>7.667</b>	<b>4.697</b>	<b>3,6</b>	<b>8.694</b>	<b>12.364</b>	<b>42,2</b>
EBITDA margin (EBITDA/net revenue)	%	26,0	26,8	28,6	26,6	43,5	26,4	0,4p	25,4	34,9	9,5p
- Special factors affecting EBITDA		(492)	(584)	(30)	(1.520)	2.504	(760)	(54,5)	(906)	1.744	n.a.
<b>= EBITDA ADJUSTED FOR SPECIAL FACTORS</b>		<b>5.026</b>	<b>5.165</b>	<b>5.143</b>	<b>19.908</b>	<b>5.163</b>	<b>5.457</b>	<b>8,6</b>	<b>9.600</b>	<b>10.620</b>	<b>10,6</b>
EBITDA margin (adjusted for special factors) (EBITDA / net revenue)	%	28,8	30,2	28,8	28,8	29,3	30,6	1,8p	28,0	30,0	2,0p

# DT CONSOLIDATED INCOME STATEMENT

## AS REPORTED

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>NET REVENUE</b>		<b>17.428</b>	<b>17.099</b>	<b>17.859</b>	<b>69.228</b>	<b>17.630</b>	<b>17.817</b>	<b>2,2</b>	<b>34.270</b>	<b>35.447</b>	<b>3,4</b>
Other operating income		337	233	1.041	2.008	3.179	258	(23,4)	734	3.437	n.a.
Changes in inventories		3	1	(20)	(11)	12	(6)	n.a.	8	6	(25,0)
Own capitalized costs		464	515	561	2.041	480	518	11,6	965	998	3,4
Goods and services purchased		(8.869)	(8.624)	(9.306)	(35.706)	(8.663)	(8.764)	1,2	(17.776)	(17.427)	2,0
Personnel costs		(4.064)	(3.857)	(4.065)	(15.856)	(4.062)	(4.365)	(7,4)	(7.934)	(8.427)	(6,2)
Other operating expenses		(765)	(786)	(957)	(3.316)	(909)	(761)	0,5	(1.573)	(1.670)	(6,2)
Depreciation, amortization, and impairment losses		(2.728)	(2.796)	(3.142)	(11.360)	(3.142)	(3.151)	(15,5)	(5.422)	(6.293)	(16,1)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>1.806</b>	<b>1.785</b>	<b>1.971</b>	<b>7.028</b>	<b>4.525</b>	<b>1.546</b>	<b>(14,4)</b>	<b>3.272</b>	<b>6.071</b>	<b>85,5</b>
EBIT margin (EBIT / net revenue)	%	10,4	10,4	11,0	10,2	25,7	8,7	(1,7p)	9,5	17,1	7,6p
Profit (loss) from financial activities		(764)	(657)	(386)	(2.250)	(214)	(746)	2,4	(1.207)	(960)	20,5
of which: finance costs		(577)	(579)	(607)	(2.363)	(633)	(652)	(13,0)	(1.177)	(1.285)	(9,2)
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>1.042</b>	<b>1.128</b>	<b>1.585</b>	<b>4.778</b>	<b>4.311</b>	<b>800</b>	<b>(23,2)</b>	<b>2.065</b>	<b>5.111</b>	<b>n.a.</b>
Income taxes		(283)	(260)	(499)	(1.276)	(934)	(114)	59,7	(517)	(1.048)	n.a.
<b>PROFIT (LOSS)</b>		<b>759</b>	<b>868</b>	<b>1.086</b>	<b>3.502</b>	<b>3.377</b>	<b>686</b>	<b>(9,6)</b>	<b>1.548</b>	<b>4.063</b>	<b>n.a.</b>
Profit (loss) attributable to non-controlling interests		47	59	140	248	252	65	38,3	49	317	n.a.
<b>NET PROFIT (LOSS)</b>		<b>712</b>	<b>809</b>	<b>946</b>	<b>3.254</b>	<b>3.125</b>	<b>621</b>	<b>(12,8)</b>	<b>1.499</b>	<b>3.746</b>	<b>n.a.</b>

# GROUP

## SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	H1 2015 millions of €	H1 2016 millions of €
<b>NET REVENUE</b>		<b>(36)</b>	<b>24</b>	<b>(1)</b>	<b>(13)</b>	<b>0</b>	<b>(10)</b>	<b>(36)</b>	<b>(10)</b>
Other operating income	1	36	0	582	618	2.911	55	36	2.966
Changes in inventories		0	0	0	0	0	0	0	0
Own capitalized costs		2	0	0	5	(1)	0	5	(1)
Goods and services purchased		(74)	(345)	(100)	(696)	(76)	(81)	(251)	(157)
Personnel costs		(365)	(248)	(423)	(1.209)	(249)	(663)	(538)	(912)
Other operating expenses		(55)	(15)	(88)	(225)	(81)	(61)	(122)	(142)
Depreciation, amortization, and impairment losses		(49)	(21)	(45)	(125)	0	0	(59)	0
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>	<b>1</b>	<b>(541)</b>	<b>(605)</b>	<b>(75)</b>	<b>(1.645)</b>	<b>2.504</b>	<b>(760)</b>	<b>(965)</b>	<b>1.744</b>
Profit (loss) from financial activities		(15)	(1)	1	(17)	1	0	(17)	1
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>	<b>1</b>	<b>(556)</b>	<b>(606)</b>	<b>(74)</b>	<b>(1.662)</b>	<b>2.505</b>	<b>(760)</b>	<b>(982)</b>	<b>1.745</b>
Income taxes		161	312	46	651	(352)	310	293	(42)
<b>PROFIT (LOSS)</b>		<b>(395)</b>	<b>(294)</b>	<b>(28)</b>	<b>(1.011)</b>	<b>2.153</b>	<b>(450)</b>	<b>(689)</b>	<b>1.703</b>
Profit (loss) attributable to non-controlling interests		(29)	(63)	(15)	(152)	75	(17)	(74)	58
<b>NET PROFIT (LOSS)</b>		<b>(366)</b>	<b>(231)</b>	<b>(13)</b>	<b>(859)</b>	<b>2.078</b>	<b>(433)</b>	<b>(615)</b>	<b>1.645</b>

1 2015: Income from the sale of the online platform t-online and the digital marketing company InteractiveMedia and income from the sale of part of the share package in Scout24 AG:

Q1/2016 EE joint venture; Q2/2016: sale of a part of the share package in Scout 24 AG

# GROUP

## DETAILS ON SPECIAL FACTORS I

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>EFFECT ON OPERATING EXPENSES</b>		<b>(492)</b>	<b>(608)</b>	<b>(611)</b>	<b>(2.125)</b>	<b>(407)</b>	<b>(805)</b>	<b>(63,6)</b>	<b>(906)</b>	<b>(1.212)</b>	<b>(33,8)</b>
of which: expenses / income for early retirement (civil servants)		(76)	(93)	(228)	(414)	(138)	(564)	n.a.	(93)	(702)	n.a.
of which: expenses for severance payments		(224)	(99)	(96)	(506)	(59)	(57)	74,6	(311)	(116)	62,7
of which: expenses / income for partial retirement		(43)	(43)	(59)	(183)	(48)	(43)	0,0	(81)	(91)	(12,3)
of which: expenses for other personnel restructuring charges		(27)	(8)	(41)	(101)	(3)	1	n.a.	(52)	(2)	96,2
of which: Vivento transfer payments		0	(5)	3	(4)	(1)	0	n.a.	(2)	(1)	50,0
of which: restructuring charges		(131)	(121)	(91)	(433)	(34)	(29)	77,9	(221)	(63)	71,5
of which: expenses due to de-consolidations and other asset sales		13	(236)	(17)	(360)	(79)	(66)	n.a.	(107)	(145)	(35,5)
of which: others		(4)	(3)	(82)	(124)	(45)	(47)	n.a.	(39)	(92)	n.a.
<b>EFFECT ON OTHER OPERATING INCOME</b>		<b>36</b>	<b>0</b>	<b>582</b>	<b>618</b>	<b>2.911</b>	<b>55</b>	<b>52,8</b>	<b>36</b>	<b>2.966</b>	<b>n.a.</b>
of which: income due to asset sales		36	0	582	618	2.911	54	50,0	36	2.965	n.a.
of which: others		0	0	0	0	0	1	n.a.	0	1	n.a.
<b>EFFECT ON REVENUE</b>		<b>(36)</b>	<b>24</b>	<b>(1)</b>	<b>(13)</b>	<b>0</b>	<b>(10)</b>	<b>72,2</b>	<b>(36)</b>	<b>(10)</b>	<b>72,2</b>
<b>EFFECT ON EBITDA</b>	1	<b>(492)</b>	<b>(584)</b>	<b>(30)</b>	<b>(1.520)</b>	<b>2.504</b>	<b>(760)</b>	<b>(54,5)</b>	<b>(906)</b>	<b>1.744</b>	<b>n.a.</b>
<b>DEPRECIATION, AMORTIZATION AND IMPAIRMENT</b>		<b>(49)</b>	<b>(21)</b>	<b>(45)</b>	<b>(125)</b>	<b>0</b>	<b>0</b>	<b>n.a.</b>	<b>(59)</b>	<b>0</b>	<b>n.a.</b>
of which: restructuring charges		0	(1)	1	(3)	0	0	n.a.	(3)	0	n.a.
of which: expenses due to consolidations and other asset sales		0	0	0	0	0	0	n.a.	0	0	n.a.
of which: others		(49)	(20)	(46)	(122)	0	0	n.a.	(56)	0	n.a.
<b>EFFECT ON PROFIT FROM OPERATIONS = EBIT</b>	1	<b>(541)</b>	<b>(605)</b>	<b>(75)</b>	<b>(1.645)</b>	<b>2.504</b>	<b>(760)</b>	<b>(40,5)</b>	<b>(965)</b>	<b>1.744</b>	<b>n.a.</b>

1 2015: Income from the sale of the online platform t-online and the digital marketing company InteractiveMedia and income from the sale of part of the share package in Scout24 AG:

Q1/2016 EE joint venture; Q2/2016: sale of a part of the share package in Scout 24 AG

# GROUP

## DETAILS ON SPECIAL FACTORS II

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES</b>		(15)	(1)	1	(17)	1	0	n.a.	(17)	1	n.a.
<b>EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES</b>		(556)	(606)	(74)	(1.662)	2.505	(760)	(36,7)	(982)	1.745	n.a.
<b>EFFECT ON TAXES</b>		161	312	46	651	(352)	310	92,5	293	(42)	n.a.
Tax effect of special factors within EBIT		126	122	130	446	16	316	n.a.	194	332	71,1
Tax effect of special factors on profit (loss) from financial activities		35	190	(84)	205	(368)	(6)	n.a.	99	(374)	n.a.
Other tax effects		0	0	0	0	0	0	n.a.	0	0	n.a.
<b>EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON- CONTROLLING INTERESTS</b>		(29)	(63)	(15)	(152)	75	(17)	41,4	(74)	58	n.a.
<b>EFFECT ON NET PROFIT (LOSS)</b>	1	(366)	(231)	(13)	(859)	2.078	(433)	(18,3)	(615)	1.645	n.a.

1 2015: Income from the sale of the online platform t-online and the digital marketing company InteractiveMedia and income from the sale of part of the share package in Scout24 AG;

Q1/2016: sale of stake in the EE joint venture; Q2/2016: sale of a part of the share package in Scout 24 AG

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

	REPORTED NUMBERS	PLUS ACQUISITION EFFECTS						MINUS DECONSOLIDATION EFFECTS						TOTAL EFFECT	PRO FORMA	REPORTED NUMBERS	ORGANIC CHANGE
		Q2 2015	Total	Germany	United States	Europe	Systems Solutions	GHS	Total	Germany	United States	Europe	Systems Solutions				
	Note	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	%
<b>NET REVENUE</b>		<b>17.428</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>60</b>	<b>0</b>	<b>0</b>	<b>34</b>	<b>0</b>	<b>26</b>	<b>(60)</b>	<b>17.368</b>	<b>17.817</b>	<b>2,6</b>
<b>PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>1.806</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>(5)</b>	<b>1.801</b>	<b>1.546</b>	<b>(14,2)</b>
Profit (loss) from financial activities		(764)	0	0	0	0	0	0	0	0	0	0	0	0	(764)	(746)	2,4
of which finance costs		(577)	0	0	0	0	0	0	0	0	0	0	0	0	(577)	(652)	(13,0)
<b>PROFIT (LOSS) BEFORE INCOME TAXES = EBT</b>		<b>1.042</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>(5)</b>	<b>1.037</b>	<b>800</b>	<b>(22,9)</b>
Income taxes		(283)	0	0	0	0	0	0	0	0	0	0	0	0	(283)	(114)	59,7
<b>PROFIT (LOSS)</b>		<b>759</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>(5)</b>	<b>754</b>	<b>686</b>	<b>(9,0)</b>

## CHANGE IN THE COMPOSITION OF THE GROUP IN THE CURRENT YEAR

	REPORTED NUMBERS	PLUS ACQUISITION EFFECTS						MINUS DECONSOLIDATION EFFECTS						TOTAL EFFECT	PRO FORMA	REPORTED NUMBERS	ORGANIC CHANGE
		H1 2015	Total	Germany	United States	Europe	Systems Solutions	GHS	Total	Germany	United States	Europe	Systems Solutions				
Note	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	%
	<b>34.270</b>	0	0	0	0	0	0	139	0	0	88	0	51	(139)	34.131	35.447	3,9
	<b>3.272</b>	0	0	0	0	0	0	15	0	0	3	0	12	(15)	3.257	6.071	86,4
	(1.207)	0	0	0	0	0	0	0	0	0	0	0	0	0	(1.207)	(960)	20,5
	(1.177)	0	0	0	0	0	0	0	0	0	0	0	0	0	(1.177)	(1.285)	(9,2)
	<b>2.065</b>	0	0	0	0	0	0	15	0	0	3	0	12	(15)	2.050	5.111	n.a.
	(517)	0	0	0	0	0	0	0	0	0	0	0	0	0	(517)	(1.048)	n.a.
	<b>1.548</b>	0	0	0	0	0	0	15	0	0	3	0	12	(15)	1.533	4.063	n.a.

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## ASSETS

	Note	Jun. 30 2015 millions of €	Sep. 30 2015 millions of €	Dec. 31 2015 millions of €	Mar. 31 2016 millions of €	Jun. 30 2016 millions of €	Change compared to prior quarter %	Change compared to prior year %
<b>CURRENT ASSETS</b>		<b>27.325</b>	<b>27.747</b>	<b>32.184</b>	<b>25.453</b>	<b>24.518</b>	<b>(3,7)</b>	<b>(10,3)</b>
Cash and cash equivalents		4.694	4.510	6.897	7.332	7.207	(1,7)	53,5
Trade and other receivables		10.600	10.289	9.238	8.894	8.825	(0,8)	(16,7)
Current recoverable income taxes		143	117	129	136	159	16,9	11,2
Other financial assets		2.109	2.386	5.805	4.829	4.172	(13,6)	97,8
Inventories		1.690	1.775	1.847	1.998	1.890	(5,4)	11,8
Current and non-current assets and disposal groups held for sale		6.458	7.209	6.922	409	463	13,2	(92,8)
Other assets		1.631	1.461	1.346	1.855	1.802	(2,9)	10,5
<b>NON-CURRENT ASSETS</b>		<b>107.653</b>	<b>107.482</b>	<b>111.736</b>	<b>118.152</b>	<b>118.948</b>	<b>0,7</b>	<b>10,5</b>
Intangible assets		57.165	56.049	57.025	57.384	58.269	1,5	1,9
Property, plant and equipment		41.027	42.173	44.637	44.442	44.901	1,0	9,4
Investments accounted for using the equity method		534	424	822	811	782	(3,6)	46,4
Other financial assets		3.046	3.097	3.530	9.877	9.218	(6,7)	n.a.
Deferred tax assets		5.507	5.315	5.248	5.119	5.208	1,7	(5,4)
Other assets		374	424	474	519	570	9,8	52,4
<b>TOTAL ASSETS</b>		<b>134.978</b>	<b>135.229</b>	<b>143.920</b>	<b>143.605</b>	<b>143.466</b>	<b>(0,1)</b>	<b>6,3</b>



# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## LIABILITIES AND SHAREHOLDERS' EQUITY

	Note	Jun. 30 2015 millions of €	Sep. 30 2015 millions of €	Dec. 31 2015 millions of €	Mar. 31 2016 millions of €	Jun. 30 2016 millions of €	Change compared to prior quarter %	Change compared to prior year %
<b>LIABILITIES</b>		<b>99.017</b>	<b>98.721</b>	<b>105.770</b>	<b>105.161</b>	<b>106.498</b>	<b>1,3</b>	<b>7,6</b>
<b>CURRENT LIABILITIES</b>		<b>32.603</b>	<b>31.734</b>	<b>33.548</b>	<b>32.211</b>	<b>30.286</b>	<b>(6,0)</b>	<b>(7,1)</b>
Financial liabilities		15.152	13.685	14.439	13.876	12.570	(9,4)	(17,0)
Trade and other payables		9.158	9.846	11.090	9.867	9.442	(4,3)	3,1
Income tax liabilities		302	230	197	260	203	(21,9)	(32,8)
Other provisions		3.150	3.180	3.367	3.227	2.852	(11,6)	(9,5)
Liabilities directly associated with non-current assets and disposal groups held for sale		10	42	4	0	90	n.a.	n.a.
Other liabilities		4.831	4.751	4.451	4.981	5.129	3,0	6,2
<b>NON-CURRENT LIABILITIES</b>		<b>66.414</b>	<b>66.987</b>	<b>72.222</b>	<b>72.950</b>	<b>76.212</b>	<b>4,5</b>	<b>14,8</b>
Financial liabilities		43.093	43.402	47.941	48.185	50.361	4,5	16,9
Provisions for pensions and other employee benefits		8.033	8.281	8.028	8.369	8.818	5,4	9,8
Other provisions		2.339	2.518	2.978	3.027	3.155	4,2	34,9
Deferred tax liabilities		8.913	8.787	9.205	9.342	9.529	2,0	6,9
Other liabilities		4.036	3.999	4.070	4.027	4.349	8,0	7,8
<b>SHAREHOLDERS' EQUITY</b>		<b>35.961</b>	<b>36.508</b>	<b>38.150</b>	<b>38.444</b>	<b>36.968</b>	<b>(3,8)</b>	<b>2,8</b>
Issued capital		11.793	11.793	11.793	11.793	11.973	1,5	1,5
Capital reserves		52.361	52.408	52.412	52.399	53.288	1,7	1,8
Retained earnings incl. carryforwards		(38.827)	(38.986)	(38.969)	(36.187)	(39.007)	(7,8)	(0,5)
Total other comprehensive income		(491)	(506)	(178)	(1.470)	(1.958)	(33,2)	n.a.
Total other comprehensive income directly associated with non-current assets and disposable groups held for sale		1.337	1.109	1.139	0	0	n.a.	n.a.
Net profit (loss)		1.499	2.308	3.254	3.125	3.746	19,9	n.a.
Treasury shares		(53)	(53)	(51)	(51)	(50)	2,0	5,7
Non-controlling interests		8.342	8.435	8.750	8.835	8.976	1,6	7,6
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>		<b>134.978</b>	<b>135.229</b>	<b>143.920</b>	<b>143.605</b>	<b>143.466</b>	<b>(0,1)</b>	<b>6,3</b>

# DT GROUP

## PROVISIONS FOR PENSIONS

		2015 millions of €	2014 millions of €	2013 millions of €	2012 millions of €	2011 millions of €
<b>FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET</b>						
Present value of obligation (DBO)	<b>1</b>	10.753	10.940	8.965	8.973	6.966
Plan assets		(2.744)	(2.498)	(1.973)	(1.680)	(860)
Others		19	23	14	19	18
Provision in balance sheet		8.028	8.465	7.006	7.312	6.124
<b>PENSION COSTS INCLUDED IN P&amp;L (INCLUDED EXPECTED RETURN ON PLAN ASSETS)</b>						
		<b>442</b>	<b>445</b>	<b>388</b>	<b>511</b>	<b>530</b>
thereof included in EBITDA		285	220	160	197	199
thereof included in financial result		157	225	228	313	314
<b>CASH PAYMENTS FOR PENSIONS</b>						
1) funding of plan assets by DT (investment in financial assets)		276	266	269	768	267
2) benefits paid through plan assets	<b>2</b>	31	30	42	45	52
3) benefits paid through provision (included in cash flow from operations)		386	298	366	375	367
cash payments included in cash flow statement = 1) + 3)		662	564	635	1.143	634
cash payments included in free cash flow = 3)		386	298	366	375	367
<b>CHANGE IN THE PRESENT VALUE OF THE OBLIGATION (EXAMPLE 2015)</b>						
End of 2014		10.940				
pension costs included in P&L		492				
benefits paid		(386)				
actuarial losses/gains	<b>3</b>	(312)				
F/X		33				
Others		(14)				
End of 2015		10.753				

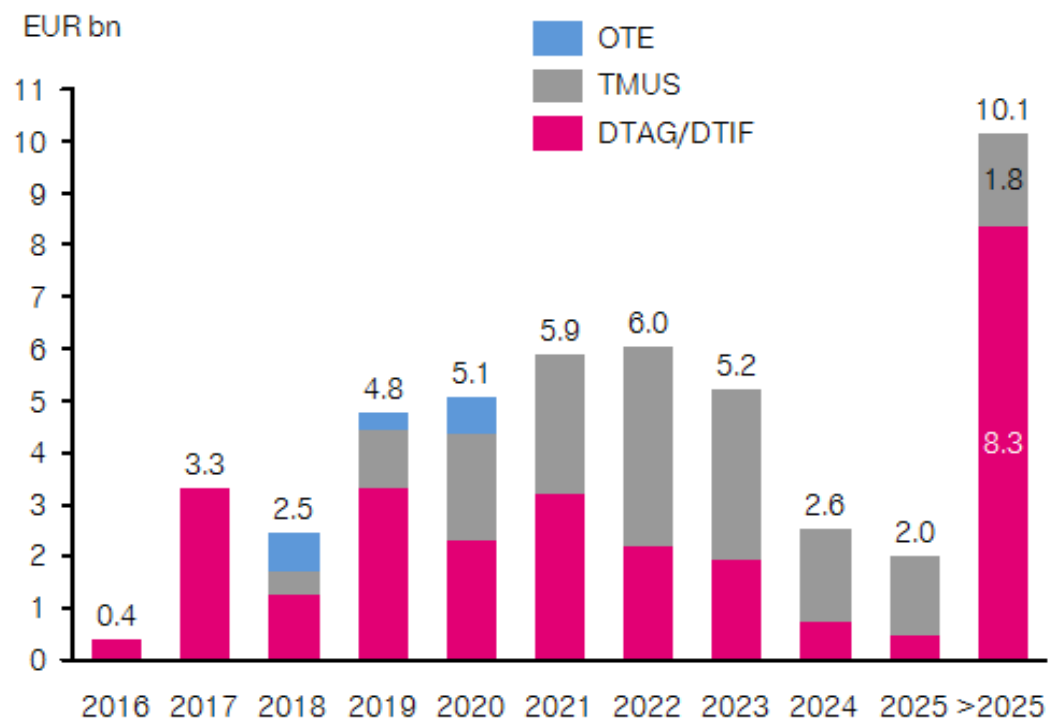
1 Increase in obligation in 2012 mainly due to a change in the discount rate.

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 2014: loss of 3.731 million €.

# MATURITY PROFILE AS OF JUNE 30, 2016

## Maturity profile of bonds and term loans

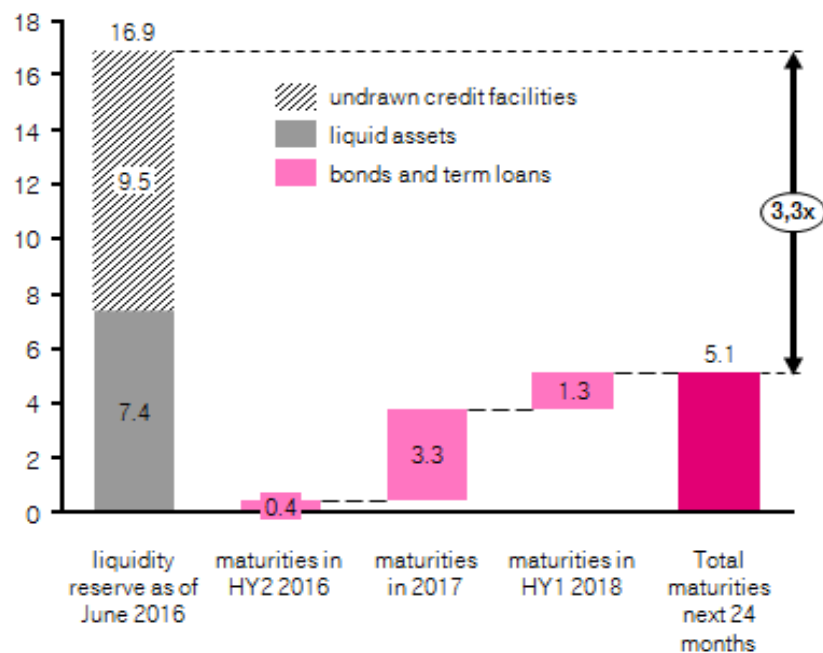


- **Well-balanced maturity profile:**
  - ➔ **upcoming debt maturities easily manageable**

# LIQUIDITY RESERVE AS OF JUNE 30, 2016

## Liquidity and financial flexibility

EUR bn (numbers rounded)



- **Comfortable liquidity position:**

- well in line with Financial Policy

- liquidity reserve exceeds maturities of coming 24 months significantly (3.3 times)

# GROUP

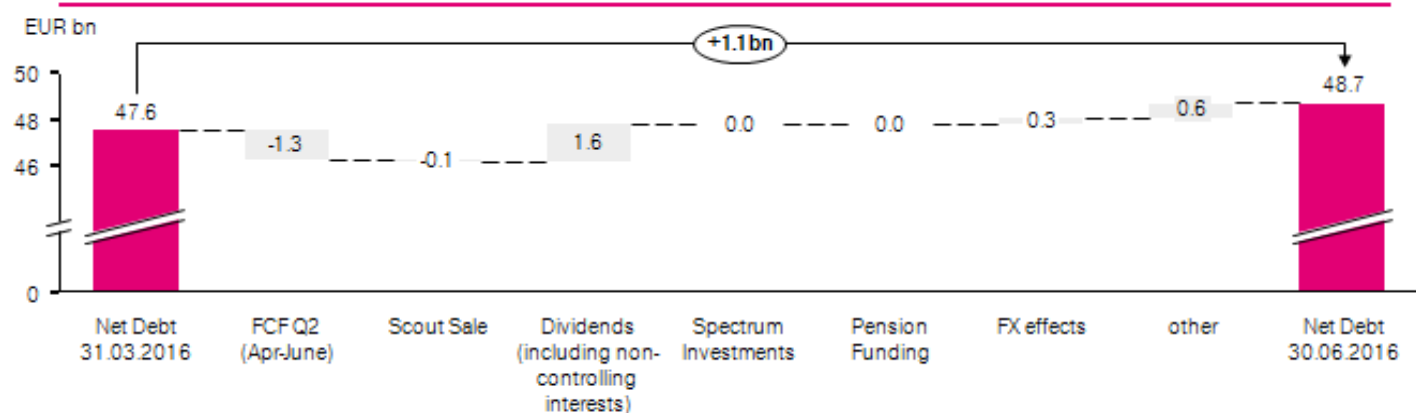
## Net Debt

	Note	Jun. 30, 2015 millions of €	Sep. 30, 2015 millions of €	Dec. 31, 2015 millions of €	Mar. 31, 2016 millions of €	Jun. 30, 2016 millions of €	Change compared to prior quarter %	Change compared to prior year %
Bonds		45.665	45.136	47.766	48.677	49.707	2,1	8,9
Other financial liabilities		10.861	10.297	12.743	11.856	11.112	(6,3)	2,3
<b>GROSS DEBT</b>		<b>56.526</b>	<b>55.433</b>	<b>60.509</b>	<b>60.533</b>	<b>60.819</b>	<b>0,5</b>	<b>7,6</b>
Cash and cash equivalents		4.694	4.510	6.897	7.332	7.207	(1,7)	53,5
Available-for-sale/held-for-trading financial assets		215	124	2.877	2.666	99	(96,3)	(54,0)
Other financial assets		2.782	2.931	3.165	2.932	4.821	64,4	73,3
<b>NET DEBT</b>		<b>48.835</b>	<b>47.868</b>	<b>47.570</b>	<b>47.603</b>	<b>48.692</b>	<b>2,3</b>	<b>(0,3)</b>

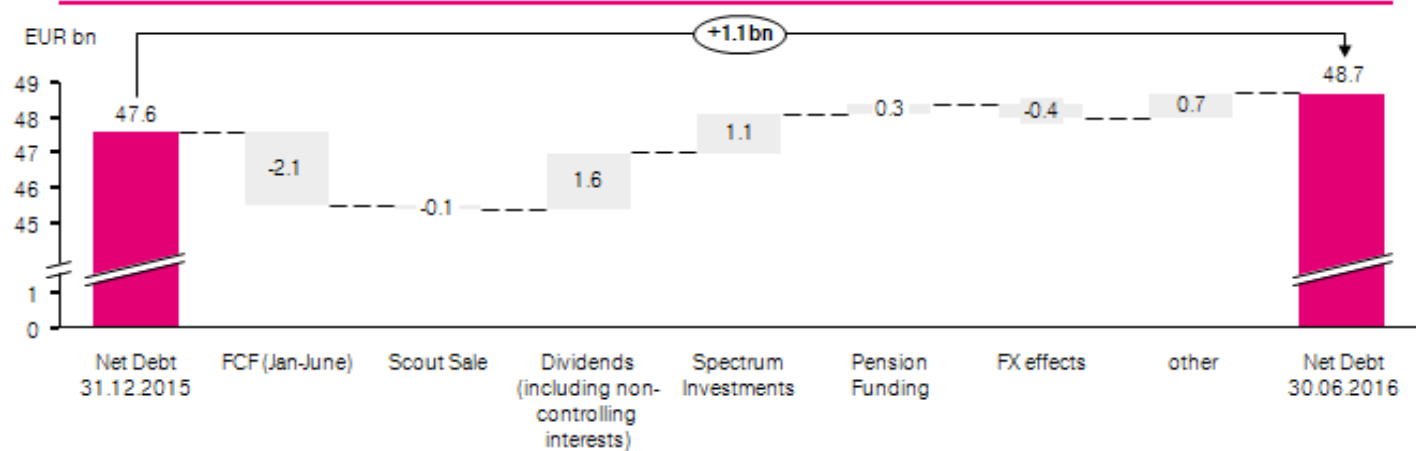
# GROUP

## Net Debt Development HY 2016

Net debt reconciliation Q1 - Q2 2016



Net debt reconciliation FY 2015 to HY 2016



# DT GROUP

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

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>CASH CAPEX</b>											
Germany		2.622	1.073	965	5.609	908	909	(65,3)	3.571	1.817	(49,1)
United States		1.230	1.103	1.319	6.381	1.756	1.251	1,7	3.959	3.007	(24,0)
Europe		303	403	463	1.667	1.009	391	29,0	801	1.400	74,8
Systems Solutions		276	282	345	1.151	237	260	(5,8)	524	497	(5,2)
Group Headquarters & Group Services		65	69	112	342	60	51	(21,5)	161	111	(31,1)
Reconciliation		(166)	(117)	(163)	(537)	(74)	(159)	4,2	(257)	(233)	9,3
<b>GROUP</b>	<b>2</b>	<b>4.330</b>	<b>2.813</b>	<b>3.041</b>	<b>14.613</b>	<b>3.896</b>	<b>2.703</b>	<b>(37,6)</b>	<b>8.759</b>	<b>6.599</b>	<b>(24,7)</b>
- thereof spectrum investment		1.755	115	26	3.795	1.065	39	(97,8)	3.654	1.104	(69,8)

<sup>1</sup> Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016.

Comparative figures have been adjusted retrospectively.

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

# DT GROUP

## FREE CASH FLOW

	Q2	Q3	Q4	FY	Q1	Q2	Change	H1	H1	Change
	2015	2015	2015	2015	2016	2016		2015	2016	
Note	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	%	millions of €	millions of €	%
Net profit (loss)	712	809	946	3.254	3.125	621	(12,8)	1.499	3.746	n.a.
Profit (loss) attributable to non-controlling interests	47	59	140	248	252	65	38,3	49	317	n.a.
<b>PROFIT (LOSS) AFTER INCOME TAXES</b>	<b>759</b>	<b>868</b>	<b>1.086</b>	<b>3.502</b>	<b>3.377</b>	<b>686</b>	<b>(9,6)</b>	<b>1.548</b>	<b>4.063</b>	<b>n.a.</b>
Depreciation, amortization and impairment losses	2.728	2.796	3.142	11.360	3.142	3.151	15,5	5.422	6.293	16,1
Income tax expense/(benefit)	283	260	499	1.276	934	114	(59,7)	517	1.048	n.a.
Interest (income) and interest expenses	577	579	607	2.363	633	652	13,0	1.177	1.285	9,2
Other financial (income) expense	200	60	(190)	(89)	(417)	93	(53,5)	41	(324)	n.a.
Share of (profit) loss of associates and joint ventures accounted for using the equity method	(13)	18	(31)	(24)	(2)	1	n.a.	(11)	(1)	90,9
(Profit) loss on the disposal of fully consolidated subsidiaries	1	0	(584)	(583)	(6)	(1)	n.a.	1	(7)	n.a.
(Income) loss from the sale of stakes accounted for using the equity method: Q1 2016 EE; Q2 2016 share package in Scout 24 AG	0	0	0	0	(2.507)	(55)	n.a.	0	(2.562)	n.a.
Other non-cash transactions	57	41	86	243	91	73	28,1	116	164	41,4
(Gain) loss from the disposal of intangible assets and property, plant and equipment	(35)	48	(110)	(87)	(410)	11	n.a.	(25)	(399)	n.a.
Change in assets carried as working capital	340	(787)	(733)	(1.438)	(417)	251	(26,2)	82	(166)	n.a.
Change in provisions	(422)	252	236	112	(92)	(302)	28,4	(376)	(394)	(4,8)
Change in other liabilities carried as working capital	(52)	445	407	878	128	(320)	n.a.	26	(192)	n.a.
Income taxes received (paid)	(164)	(187)	(208)	(695)	(132)	(135)	17,7	(300)	(267)	11,0
Dividends received	211	86	2	578	175	5	(97,6)	490	180	(63,3)
Net payments from entering into or canceling interest rate swaps	51	0	(1)	100	0	289	n.a.	101	289	n.a.
<b>CASH GENERATED FROM OPERATIONS</b>	<b>4.521</b>	<b>4.479</b>	<b>4.208</b>	<b>17.496</b>	<b>4.497</b>	<b>4.513</b>	<b>(0,2)</b>	<b>8.809</b>	<b>9.010</b>	<b>2,3</b>
Interest received (paid)	(650)	(533)	(336)	(2.499)	(1.001)	(582)	10,5	(1.630)	(1.583)	2,9
<b>NET CASH FROM OPERATING ACTIVITIES</b>	<b>3.871</b>	<b>3.946</b>	<b>3.872</b>	<b>14.997</b>	<b>3.496</b>	<b>3.931</b>	<b>1,5</b>	<b>7.179</b>	<b>7.427</b>	<b>3,5</b>
Cash outflows for investments in (proceeds from disposal of)	(2.496)	(2.638)	(2.874)	(10.451)	(2.674)	(2.611)	(4,6)	(4.939)	(5.285)	(7,0)
Intangible assets	(2.393)	(758)	(851)	(6.442)	(1.707)	(824)	65,6	(4.833)	(2.531)	47,6
Property, plant and equipment	(1.858)	(1.995)	(2.049)	(7.804)	(2.032)	(1.826)	1,7	(3.760)	(3.858)	(2,6)
Spectrum investment	1.755	115	26	3.795	1.065	39	(97,8)	3.654	1.104	(69,8)
<b>FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM)</b>	<b>1.375</b>	<b>1.308</b>	<b>998</b>	<b>4.546</b>	<b>822</b>	<b>1.320</b>	<b>(4,0)</b>	<b>2.240</b>	<b>2.142</b>	<b>(4,4)</b>



# DT GROUP

## PERSONNEL<sup>1</sup>

AT REPORTING DATE	Note	Jun. 30	Sep. 30	Dec. 31	Mar. 31	Jun. 30	Change compared to		Change compared to	
		2015	2015	2015	2016	2016	prior quarter		prior year	
							abs.	%	abs.	%
Germany		69.607	69.663	68.638	69.217	68.300	(917)	(1,3)	(1.307)	(1,9)
United States		41.212	42.600	44.229	43.445	43.541	96	0,2	2.329	5,7
Europe		52.029	51.592	51.125	50.098	49.377	(721)	(1,4)	(2.652)	(5,1)
Systems Solutions		44.910	44.784	44.504	43.940	43.586	(354)	(0,8)	(1.324)	(2,9)
Group Headquarters & Group Services		17.839	17.686	16.747	16.621	16.017	(604)	(3,6)	(1.822)	(10,2)
<b>GROUP</b>		<b>225.596</b>	<b>226.325</b>	<b>225.243</b>	<b>223.320</b>	<b>220.821</b>	<b>(2.499)</b>	<b>(1,1)</b>	<b>(4.775)</b>	<b>(2,1)</b>
of which: Domestic		113.336	112.966	110.354	110.063	108.266	(1.797)	(1,6)	(5.070)	(4,5)
of which: Civil servants (in Germany, with an active service relationship)	<b>2</b>	19.077	18.864	18.483	18.810	17.789	(1.021)	(5,4)	(1.288)	(6,8)
of which: International		112.260	113.358	114.888	113.258	112.555	(703)	(0,6)	295	0,3

AVERAGE	Note	Q2	Q3	Q4	Q1	Q2	Change compared to	
		2015	2015	2015	2016	2016	prior year	
							abs.	%
Germany		69.493	69.635	69.076	69.323	68.389	(1.104)	(1,6)
United States		40.875	42.143	43.569	43.333	43.319	2.444	6,0
Europe		52.585	51.661	51.190	50.336	49.647	(2.938)	(5,6)
Systems Solutions		45.034	44.820	44.750	43.946	43.649	(1.385)	(3,1)
Group Headquarters & Group Services		18.076	17.754	17.198	16.476	16.275	(1.801)	(10,0)
<b>GROUP</b>		<b>226.063</b>	<b>226.012</b>	<b>225.782</b>	<b>223.413</b>	<b>221.278</b>	<b>(4.785)</b>	<b>(2,1)</b>
of which: Domestic		113.598	113.109	111.580	110.076	108.703	(4.895)	(4,3)
of which: Civil servants (in Germany, with an active service relationship)		19.267	18.928	18.701	18.617	18.122	(1.145)	(5,9)
of which: International		112.464	112.903	114.203	113.337	112.575	111	0,1

<sup>1</sup> Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

<sup>2</sup> Includes employees returning from deconsolidated Group companies.

# EXCHANGE RATES

## AVERAGE

	Q1 2015 1 €	Q2 2015 1 €	Q3 2015 1 €	Q4 2015 1 €	FY 2015 1 €	Q1 2016 1 €	Q2 2016 1 €
US Dollar (USD)	1,12694	1,10453	1,11206	1,09521	1,10967	1,10248	1,12935
British pound (GBP)	0,74376	0,72106	0,71754	0,72171	0,72591	0,77064	0,78663
Czech korunas (CZK)	27,62877	27,37499	27,07578	27,05734	27,27801	27,03853	27,03886
Croatian kunas (HRK)	7,68189	7,57409	7,57788	7,62206	7,61394	7,61730	7,50410
Hungarian forints (HUF)	309,00141	306,00116	312,09698	312,53431	310,01097	311,96814	313,28402
Macedonian Denar (MKD)	61,42403	61,50774	61,56973	61,54730	61,51347	61,58257	61,61680
Polish Zloty (PLN)	4,19470	4,08732	4,18854	4,26394	4,18549	4,36466	4,37031
Romanian leu (RON)	4,45108	4,44404	4,42840	4,45580	4,44467	4,49187	4,49802

## END OF PERIOD

	Mar. 31 2015 1 €	Jun. 30 2015 1 €	Sep. 30 2015 1 €	Dec. 31 2015 1 €	Mar. 31 2016 1 €	Jun. 30 2016 1 €
US Dollar (USD)	1,07510	1,11760	1,12083	1,08910	1,13880	1,11055
British pound (GBP)	0,72681	0,71111	0,73792	0,73432	0,79120	0,82775
Czech korunas (CZK)	27,53495	27,24988	27,18032	27,02223	27,05150	27,13050
Croatian kunas (HRK)	7,64417	7,59709	7,64050	7,64104	7,52650	7,52885
Hungarian forints (HUF)	299,78950	315,19338	313,21595	315,31297	313,94500	317,04500
Macedonian Denar (MKD)	61,57000	61,57000	61,60000	61,57500	61,59500	61,58500
Polish Zloty (PLN)	4,08963	4,19104	4,23687	4,26510	4,25760	4,43565
Romanian leu (RON)	4,41105	4,47249	4,41564	4,52260	4,47140	4,52390

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



# CONTENT

At a Glance	4
Excellent market position	6
<hr/>	
<b>GROUP</b>	
Adjusted for special factors	8
EBITDA reconciliation	9
As reported	10
Special factors in the consolidated income statement	11
Details on special factors I & II	12. - 13
Change in the composition of the group	14
Consolidated statement of financial position	16
Provisions for pensions	18
Maturity profile	19
Liquidity reserves	20
Net debt	21
Net debt development	22
Cash capex	23
Free cash flow	24
Personnel	25
Exchange rates	26

<hr/>	
<b>GERMANY</b>	
Financials	29
EBITDA reconciliation	30
Operationals	31
Additional information	32

<hr/>	
<b>UNITED STATES</b>	
Financials	45
EBITDA reconciliation	46
Operationals	47
Additional information	49

<hr/>	
<b>EUROPE</b>	
Financials	56
EBITDA reconciliation	57
Greece	59
Romania	61
Hungary	63
Poland	65
Czech Republic	67

<hr/>	
<b>EUROPE</b>	
Netherlands	69
Croatia	70
Slovakia	72
Austria	74

<hr/>	
<b>SYSTEMS SOLUTIONS</b>	
Financials	77
EBITDA reconciliation	78

<hr/>	
<b>GHS</b>	
Financials	81
EBITDA reconciliation	82

<hr/>	
<b>GLOSSARY</b>	84
<hr/>	

## GERMANY

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>	1,2	5.580	5.568	5.659	22.396	5.452	5.416	(2,9)	11.169	10.868	(2,7)
<b>NET REVENUE</b>	1,2	5.235	5.223	5.321	21.044	5.136	5.086	(2,8)	10.500	10.222	(2,6)
<b>EBITDA</b>		2.224	2.269	2.086	8.790	2.180	2.225	0,0	4.435	4.405	(0,7)
EBITDA margin (EBITDA / total revenue)	%	39,9	40,8	36,9	39,2	40,0	41,1	1,2p	39,7	40,5	0,8p
Depreciation, amortization and impairment losses		(946)	(919)	(955)	(3.755)	(948)	(964)	(1,9)	(1.881)	(1.912)	(1,6)
Profit (loss) from operations = EBIT		1.278	1.350	1.131	5.035	1.232	1.261	(1,3)	2.554	2.493	(2,4)
<b>CASH CAPEX</b>	3	1.055	1.073	965	4.042	908	909	(13,8)	2.004	1.817	(9,3)
<b>CASH CONTRIBUTION</b>		1.169	1.196	1.121	4.748	1.272	1.316	12,6	2.431	2.588	6,5

### FINANCIALS (AS REPORTED)

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		5.580	5.593	5.659	22.421	5.452	5.406	(3,1)	11.169	10.858	(2,8)
<b>NET REVENUE</b>		5.235	5.248	5.321	21.069	5.136	5.076	(3,0)	10.500	10.212	(2,7)
<b>EBITDA</b>		2.102	2.146	1.872	8.245	2.022	1.846	(12,2)	4.227	3.868	(8,5)
EBITDA margin (EBITDA / total revenue)	%	37,7	38,4	33,1	36,8	37,1	34,1	(3,6p)	37,8	35,6	(2,2p)
Depreciation, amortization and impairment losses		(946)	(919)	(955)	(3.755)	(948)	(964)	(1,9)	(1.881)	(1.912)	(1,6)
Profit (loss) from operations = EBIT		1.156	1.227	917	4.490	1.074	882	(23,7)	2.346	1.956	(16,6)
<b>CASH CAPEX</b>		2.622	1.073	965	5.609	908	909	(65,3)	3.571	1.817	(49,1)
<b>CASH CONTRIBUTION</b>		(520)	1.073	907	2.636	1.114	937	n.a.	656	2.051	n.a.

1 Q3/15 Special factors related to settlement agreements concerning charged fees for previous years.

2 Q2/16 Special factors related to settlement agreements.

3 Excluding payments for spectrum licences: EUR 1,6 bn in Q2/15.

## GERMANY

### EBITDA RECONCILIATION

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>5.580</b>	<b>5.593</b>	<b>5.659</b>	<b>22.421</b>	<b>5.452</b>	<b>5.406</b>	<b>(3,1)</b>	<b>11.169</b>	<b>10.858</b>	<b>(2,8)</b>
<b>TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)</b>	<b>1,2</b>	<b>5.580</b>	<b>5.568</b>	<b>5.659</b>	<b>22.396</b>	<b>5.452</b>	<b>5.416</b>	<b>(2,9)</b>	<b>11.169</b>	<b>10.868</b>	<b>(2,7)</b>
Profit (loss) from operations = EBIT		1.156	1.227	917	4.490	1.074	882	(23,7)	2.346	1.956	(16,6)
- Depreciation, amortization and impairment losses		(946)	(919)	(955)	(3.755)	(948)	(964)	(1,9)	(1.881)	(1.912)	(1,6)
<b>= EBITDA</b>		<b>2.102</b>	<b>2.146</b>	<b>1.872</b>	<b>8.245</b>	<b>2.022</b>	<b>1.846</b>	<b>(12,2)</b>	<b>4.227</b>	<b>3.868</b>	<b>(8,5)</b>
EBITDA margin	%	37,7	38,4	33,1	36,8	37,1	34,1	(3,6p)	37,8	35,6	(2,2p)
- Special factors affecting EBITDA		(122)	(123)	(214)	(545)	(158)	(379)	n.a.	(208)	(537)	n.a.
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>2.224</b>	<b>2.269</b>	<b>2.086</b>	<b>8.790</b>	<b>2.180</b>	<b>2.225</b>	<b>0,0</b>	<b>4.435</b>	<b>4.405</b>	<b>(0,7)</b>
EBITDA margin (adjusted for special factors)	%	39,9	40,8	36,9	39,2	40,0	41,1	1,2p	39,7	40,5	0,8p

### SPECIAL FACTORS

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(122)</b>	<b>(123)</b>	<b>(214)</b>	<b>(545)</b>	<b>(158)</b>	<b>(379)</b>	<b>n.a.</b>	<b>(208)</b>	<b>(537)</b>	<b>n.a.</b>
- of which personnel		(92)	(89)	(160)	(402)	(144)	(355)	n.a.	(153)	(499)	n.a.
- of which other		(30)	(34)	(54)	(143)	(14)	(24)	20,0	(55)	(38)	30,9
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(122)</b>	<b>(123)</b>	<b>(214)</b>	<b>(545)</b>	<b>(158)</b>	<b>(379)</b>	<b>n.a.</b>	<b>(208)</b>	<b>(537)</b>	<b>n.a.</b>
- of which personnel		(92)	(89)	(160)	(402)	(144)	(355)	n.a.	(153)	(499)	n.a.
- of which other		(30)	(34)	(54)	(143)	(14)	(24)	20,0	(55)	(38)	30,9

1 Q3/15 Special factors related to settlement agreements concerning charged fees for previous years.

2 Q2/16 Special factors related to settlement agreements.

## GERMANY OPERATIONALS

	Note	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Change %
<b>GERMANY</b>							
<b>ACCESS LINES</b>							
Fixed network	('000)	1	20.437	20.354	20.227	20.093	19.971 (2,3)
retail IP-based	('000)	1	5.763	6.354	6.887	7.470	7.958 38,1
Broadband	('000)	1	12.518	12.596	12.644	12.706	12.770 2,0
Fiber	('000)	1,2	2.365	2.613	2.923	3.286	3.577 51,2
TV (incl. IPTV, SAT)	('000)	1	2.578	2.632	2.683	2.736	2.777 7,7
ULLs	('000)	1	8.432	8.231	8.050	7.867	7.648 (9,3)
Wholesale bundled	('000)	1	268	246	227	206	192 (28,4)
Wholesale unbundled	('000)	1	2.541	2.752	3.015	3.319	3.621 42,5
Fiber	('000)		1.045	1.222	1.444	1.741	2.028 94,1
<b>MOBILE CUSTOMERS</b>							
Total	('000)		39.465	39.892	40.373	40.643	41.138 4,2
- contract	('000)		22.984	23.347	23.709	23.940	24.096 4,8
- prepaid	('000)		16.482	16.545	16.665	16.703	17.042 3,4

## CONSUMER OPERATIONALS

	Note	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Change %
<b>GERMANY</b>							
<b>ACCESS LINES</b>							
Fixed network	('000)	1	16.068	16.003	15.900	15.790	15.695 (2,3)
retail IP-based	('000)	1	5.161	5.653	6.076	6.521	6.872 33,2
Broadband	('000)	1	10.093	10.162	10.209	10.257	10.302 2,1
Fiber	('000)	1,2	2.046	2.262	2.530	2.841	3.080 50,5
TV (incl. IPTV, SAT)	('000)	1	2.387	2.441	2.492	2.546	2.585 8,3
<b>MOBILE CUSTOMERS</b>							
Total	('000)		28.845	28.870	29.016	28.856	28.996 0,5
- contract	('000)		16.625	16.933	17.297	17.453	17.526 5,4
- prepaid	('000)		12.219	11.937	11.719	11.403	11.470 (6,1)

## BUSINESS OPERATIONALS

	Note	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Change %
<b>GERMANY</b>							
<b>ACCESS LINES</b>							
Fixed network	('000)	1	3.352	3.340	3.339	3.311	3.288 (1,9)
retail IP-based	('000)	1	572	667	773	897	1.025 79,2
Broadband	('000)	1,2	2.088	2.092	2.093	2.093	2.096 0,4
Fiber	('000)	1	312	343	385	435	484 55,1
TV (incl. IPTV, SAT)	('000)	1	189	189	190	189	190 0,5
<b>MOBILE CUSTOMERS</b>							
Total	('000)		10.620	11.022	11.358	11.787	12.142 14,3
- contract	('000)		6.358	6.414	6.412	6.487	6.570 3,3
- prepaid	('000)		4.262	4.608	4.946	5.300	5.572 30,7

1 Figures do not add up.

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

## GERMANY

### REVENUE SPLIT - PRODUCTS

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>GERMANY</b>	<b>1</b>	<b>5.580</b>	<b>5.593</b>	<b>5.659</b>	<b>22.421</b>	<b>5.452</b>	<b>5.406</b>	<b>(3,1)</b>	<b>11.169</b>	<b>10.858</b>	<b>(2,8)</b>
<b>FIXED NETWORK CORE BUSINESS</b>		<b>2.439</b>	<b>2.449</b>	<b>2.462</b>	<b>9.802</b>	<b>2.410</b>	<b>2.420</b>	<b>(0,8)</b>	<b>4.891</b>	<b>4.830</b>	<b>(1,2)</b>
of which Fixed Revenues		1.766	1.764	1.758	7.060	1.755	1.752	(0,8)	3.538	3.507	(0,9)
Voice only revenues		486	479	469	1.933	459	449	(7,6)	985	908	(7,8)
Broadband revenues		995	994	993	3.978	993	995	0,0	1.991	1.988	(0,2)
TV revenues		285	291	296	1.149	303	308	8,1	562	611	8,7
of which Variable Revenues		251	253	247	1.009	226	225	(10,4)	509	451	(11,4)
of which Revenues from add-on options		50	52	51	206	51	49	(2,0)	103	100	(2,9)
thereof revenues from voice centric options		17	18	16	70	17	16	(5,9)	36	33	(8,3)
thereof revenues from broadband centric options		17	18	17	69	17	17	0,0	34	34	0,0
thereof revenues from TV centric options		16	17	17	67	17	17	6,3	33	34	3,0
<b>MOBILE COMMUNICATIONS</b>		<b>2.047</b>	<b>2.056</b>	<b>2.072</b>	<b>8.236</b>	<b>1.941</b>	<b>1.889</b>	<b>(7,7)</b>	<b>4.108</b>	<b>3.830</b>	<b>(6,8)</b>
of which Service Revenues		1.670	1.692	1.673	6.712	1.649	1.656	(0,8)	3.347	3.305	(1,3)
thereof Data Revenues		772	776	774	3.083	789	801	3,7	1.533	1.589	3,7
<b>WHOLESALE SERVICES FIXED NETWORK</b>	<b>1,2,3</b>	<b>826</b>	<b>846</b>	<b>836</b>	<b>3.332</b>	<b>848</b>	<b>854</b>	<b>3,4</b>	<b>1.650</b>	<b>1.702</b>	<b>3,2</b>
of which access full ULL	<b>1</b>	283	302	269	1.148	265	258	(8,8)	577	523	(9,4)
of which bundled and unbundled access line		154	157	188	648	199	239	55,2	303	438	44,6
<b>ONLINE CONSUMER SERVICES</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n.a.</b>	<b>0</b>	<b>0</b>	<b>n.a.</b>
<b>VALUE-ADDED SERVICES</b>		<b>56</b>	<b>54</b>	<b>57</b>	<b>227</b>	<b>53</b>	<b>50</b>	<b>(10,7)</b>	<b>116</b>	<b>103</b>	<b>(11,2)</b>
<b>OTHERS</b>	<b>2,3</b>	<b>212</b>	<b>188</b>	<b>232</b>	<b>824</b>	<b>200</b>	<b>193</b>	<b>(9,0)</b>	<b>404</b>	<b>393</b>	<b>(2,7)</b>

### REVENUE SPLIT - SEGMENTS

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>GERMANY</b>	<b>1,4</b>	<b>5.580</b>	<b>5.593</b>	<b>5.659</b>	<b>22.421</b>	<b>5.452</b>	<b>5.406</b>	<b>(3,1)</b>	<b>11.169</b>	<b>10.858</b>	<b>(2,8)</b>
Consumer		3.047	3.028	3.034	12.146	2.922	2.863	(6,0)	6.084	5.785	(4,9)
Business customers		1.462	1.486	1.510	5.942	1.447	1.451	(0,8)	2.946	2.898	(1,6)
Wholesale	<b>1,2,3</b>	914	934	925	3.685	933	943	3,2	1.826	1.876	2,7
Others	<b>2,3</b>	157	145	190	648	150	149	(5,1)	313	299	(4,5)

1 Revenues Q3/15 not adjusted for special factors related to settlement agreements concerning charged fees for previous years.

2 Figures 2015 are restated; approximately 80 million are shifted from "wholesale" category to "others".

3 Revenues Q2/16 not adjusted for special factors related to settlement agreements.

4 As of 2016 the segment "Value Added Services" has been discontinued. The relevant revenues have been allocated to the segment Consumer, Business and Other. Figures 2015 have been restated accordingly.



## GERMANY

### MOBILE COMMUNICATIONS KPIS

	Note	Q2 2015	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Change %
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,7</b>	<b>1,8</b>	<b>1,8</b>	<b>1,7</b>	<b>1,6</b>	<b>1,4</b>	<b>(0,3p)</b>
- contract	(%)	1,5	1,9	1,8	1,7	1,5	1,7	0,2p
<b>SAC PER GROSS ADD</b>	(€)	<b>66</b>	<b>56</b>	<b>81</b>	<b>68</b>	<b>82</b>	<b>76</b>	<b>15,2</b>
- contract	(€)	93	82	122	100	124	109	17,2
- prepaid	(€)	12	9	7	10	14	13	8,3
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>248</b>	<b>231</b>	<b>276</b>	<b>251</b>	<b>252</b>	<b>302</b>	<b>21,8</b>
<b>ARPU</b>	(€)	<b>14</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>0,0</b>
- contract	(€)	22	22	22	22	21	21	(4,5)
- prepaid	(€)	3	3	3	3	3	3	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>52</b>	<b>52</b>	<b>52</b>	<b>53</b>	<b>52</b>	<b>52</b>	<b>0p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>87</b>	<b>89</b>	<b>89</b>	<b>87</b>	<b>88</b>	<b>90</b>	<b>2,3</b>
- contract	(min)	137	138	139	137	138	141	2,2

### CONSUMER - KPIS

	Note	Q2 2015	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Change %
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>2,0</b>	<b>2,2</b>	<b>2,1</b>	<b>2,1</b>	<b>2,0</b>	<b>1,7</b>	<b>(0,3p)</b>
- contract	(%)	1,8	2,2	2,1	2,0	1,8	2,1	0,3p
<b>SAC PER GROSS ADD</b>	(€)	<b>69</b>	<b>56</b>	<b>80</b>	<b>69</b>	<b>90</b>	<b>85</b>	<b>23,2</b>
- contract	(€)	85	70	107	90	116	106	24,7
- prepaid	(€)	20	15	11	15	25	22	10,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>280</b>	<b>257</b>	<b>301</b>	<b>272</b>	<b>277</b>	<b>333</b>	<b>18,9</b>
<b>ARPU</b>	(€)	<b>13</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>0,0</b>
- contract	(€)	20	20	19	20	19	19	(5,0)
- prepaid	(€)	4	4	3	4	3	4	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>51</b>	<b>51</b>	<b>51</b>	<b>53</b>	<b>52</b>	<b>52</b>	<b>1p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>78</b>	<b>80</b>	<b>80</b>	<b>78</b>	<b>95</b>	<b>98</b>	<b>5,1</b>
- contract	(min)	119	120	119	119	133	136	0,8

### BUSINESS CONSUMER - KPIS

	Note	Q2 2015	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Change %
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>0,7</b>	<b>0,6</b>	<b>0,8</b>	<b>0,7</b>	<b>0,6</b>	<b>0,6</b>	<b>(0,1p)</b>
- contract	(%)	0,7	0,9	1,2	0,8	0,8	0,7	0,0p
<b>SAC PER GROSS ADD</b>	(€)	<b>55</b>	<b>58</b>	<b>82</b>	<b>64</b>	<b>60</b>	<b>52</b>	<b>(5,5)</b>
- contract	(€)	136	160	223	164	163	125	(8,1)
- prepaid	(€)	2	1	1	2	2	2	0,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>199</b>	<b>189</b>	<b>235</b>	<b>214</b>	<b>208</b>	<b>246</b>	<b>23,6</b>
<b>ARPU</b>	(€)	<b>18</b>	<b>17</b>	<b>17</b>	<b>18</b>	<b>16</b>	<b>15</b>	<b>(16,7)</b>
- contract	(€)	29	28	28	29	28	27	(6,9)
- prepaid	(€)	2	1	1	1	1	1	(50,0)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>54</b>	<b>52</b>	<b>52</b>	<b>53</b>	<b>52</b>	<b>52</b>	<b>(2p)</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>112</b>	<b>111</b>	<b>110</b>	<b>112</b>	<b>106</b>	<b>106</b>	<b>(5,4)</b>
- contract	(min)	183	186	191	186	190	194	5,5

# GERMANY

## MAGENTA MOBIL

MAGENTA MOBIL PLANS IN €	S	M	L	L Plus
Monthly charge (without handset)	34.95	44.95	54.95	79.95
Monthly charge (with handset)	44.95	54.95	64.95	—
Monthly charge (with top handset)	54.95	64.95	74.95	99.95
Voice and SMS <sup>1</sup>	flat	flat	flat	flat
Data	flat	flat	flat	flat
- Data Speed (download)	up to 150 Mbit/s	up to 150 Mbit/s	max	max
- Data Speed (upload)	up to 25 Mbit/s	up to 25 Mbit/s	max	max
- Data Volume until speed step down	1 GB	3 GB	6 GB	10 GB
- Data Network	3G/LTE	3G/LTE	3G/LTE	3G/LTE
VoIP	free	free	free	free
Tethering	free	free	free	free
MMS all net	0.39	0.39	0.39	0.39
International Calls (minutes)	—	—	—	100
International SMS (pieces)	—	—	—	100
HotSpot Flatrate	free	free	free	free
MultiSim	—	—	—	free <sup>2</sup>
Roaming Voice, SMS and Data	free (EU)	free (EU)	free (EU)	free (EU)
Fixed line number	—	—	—	free
Activation fee	29.95	29.95	29.95	29.95
Duration of contract	24 months	24 months	24 months	24 months

1 voice and sms within all German networks (mobile and fixed network)

2 up to two MultiSIM bookable

# GERMANY

## MAGENTA MOBIL PREMIUM

PREMIUM PLANS IN €	L PREMIUM	L Plus PREMIUM	Complete PREMIUM
Monthly charge (with top handset)	84.95	109.95	149.95
handset upgrade period	12 months	12 months	12 months
Voice and SMS <sup>1</sup>	flat	flat	flat
Data	flat	flat	flat
- Data Speed (download)	max	max	max
- Data Speed (upload)	max	max	max
- Data Volume until speed step down	6 GB	10 GB	30 GB
- Data Network	3G/LTE	3G/LTE	3G/LTE
VoIP	free	free	free
Tethering	free	free	free
MMS all net	0.39	0.39	0.39
International Calls (minutes) <sup>2</sup>	—	100	1.000
International SMS (pieces)	—	100	—
HotSpot Flatrate	free	free	free
MultiSim	—	free <sup>3</sup>	free <sup>3</sup>
Roaming Voice, SMS and Data	free (EU)	free (EU)	250 minutes; 1.000 SMS; 16xTravel & Surf WeekPass <sup>4</sup>
Fixed line number	—	free	—
Activation fee	29.95	29.95	29.95
Duration of contract	24 months	24 months	24 months

1 voice and sms within all german networks (mobile and fixed network).

2 EU and CountryGroup 2

3 up to two MultiSIM bookable.

4 incl. 50 MB.

# GERMANY

## MOBILE OPTIONS

<b>INTERNATIONAL OPTIONS IN €</b>	<b>ALL INCLUSIVE (ROAMING)</b>	<b>INTERNATIONAL 100 or 400</b>	<b>INTERNATIONAL SMS 100</b>
Monthly charge	5.00	9.95 or 29.95	9.95
Description	Use your flat (voice, SMS & data) tarif in Europe	100 or 400 min. mobile and fixed Network to european countries.	100 SMS to EU
<b>VOICE OPTIONS IN €</b>	<b>FAMILY</b>	<b>FIXED LINE NUMBER</b>	
Monthly charge	4.95	4.95	
Description	free calls between 4 mobil numbers (onnet) and to one fixed line number.	fixed line number and call forwarding from this number.	
<b>ADDITIONAL DATA VOLUME OPTIONS IN €</b>	<b>Data S</b>	<b>Data M</b>	<b>Data L</b>
Monthly charge	9.95	14.95	24.95
Additional Data Volume (per month)	1 GB	2GB	5GB
<b>OTHER OPTIONS IN €</b>	<b>MULTISIM</b>	<b>SPEED LTE MAX</b>	
Monthly charge	4.95	5.00	
Description	up to two MultiSIM bookable.	max. LTE Speed	
<b>ADDITIONAL DATA PACKAGES IN €</b>	<b>MultiData S</b>	<b>MultiData M</b>	<b>MultiData L</b>
Monthly charge	10€	15€	25€
Additional Data Volume (per month)	1 GB	2GB	5GB
Description	up to two MultiSIM bookable	up to two MultiSIM bookable	up to two MultiSIM bookable

# GERMANY

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

<b>DOUBLE PLAY VIA WIRELESS<sup>1</sup> IN €</b>	<b>S</b>	<b>M</b>	<b>L</b>
Monthly Charge <sup>2</sup>	34.95 <sup>3</sup>	39.95 <sup>4</sup>	49.95 <sup>5</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 national	flat		
international	from 2.9		
fixed to mobile	19.0		
<b>Options</b>			
Speed On	€14.95 per 10GB	€14.95 per 15GB	€14.95 per 30GB
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 M	€3.95 per month		

1 Standard-PSTN; Universal-PSTN + €4

2 without terminal equipment. Monthly rent for Router €4.95

3 Promotional price. Regular price €39.95

4 Promotional price. Regular price €49.95

5 Promotional price. Regular price €69.95

For general conditions and further details, please see [www.telekom.de](http://www.telekom.de). All prices in € including VAT.

# GERMANY

## MAGENTA ZUHAUSE

valid from 01.08.2016

MAGENTA ZUHAUSE IN €	ZUHAUSE XS <sup>1</sup>	ZUHAUSE S <sup>1</sup>	ZUHAUSE M <sup>1</sup>	ZUHAUSE L <sup>1</sup>
	29.95	34.95 <sup>2</sup>	39.95 <sup>2</sup>	44.95 <sup>2</sup>
	16 Mbit/s bandwidth flat rate Internet usage	16 Mbit/s bandwidth, flat rate Internet usage flat rate voice usage	50 Mbit/s bandwidth flat rate Internet usage flat rate voice usage	100 Mbit/s bandwidth <sup>5</sup> flat rate Internet usage flat rate voice usage
<b>ENTERTAIN</b>				
ENTERTAIN TV	--		10.00 <sup>3,4</sup>	
ENTERTAIN COMFORT SAT	--		10.00 <sup>3,4</sup>	
ENTERTAIN TV PLUS	--		15.00 <sup>3,4</sup>	
ENTERTAIN SAT	--	5.00		--
<b>CITY, DLD</b>			<b>CENT/MINUTE</b>	
Peak/Off peak	2.9 ct		0 ct	
international			from 2.9 ct	
fixed to mobile			19.0 ct	
<b>CALLING PLANS</b>				
fixed to mobile			12.9 ct/minute, 4.00 monthly minimum charge	
fixed to T-Mobile flatrate			14.95	
fixed to mobile flatrate			19.95	
CountryFlat 1			3.94	
CountryFlat 2			14.95	
Set-up			69.95 (non-recurring charge)	

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

2 Promotional price for new broadband customers: -€15.00/-€20.00/-€25.00 for the first 12 months (ZUHAUSE S/M/L)

3 Additional (footnote 2) promotional price for new broadband customers: -€5.00 for the first 24 months (ZUHAUSE S) / ongoing (ZUHAUSE M&L)

4 Promotional price for upgraders from Double Play tariffs: -€5.00 for the first 24 months

5 SPEED OPTION XL: Also available with 200 Mbit/s for +€5.00

All prices in € including VAT; excl. terminal equipment.

All prices are charged on a monthly basis if not identified separately (usage prices excluded)

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

# GERMANY

## MAGENTA ZUHAUSE HYBRID

valid from 01.08.2016

MAGENTA ZUHAUSE HYBRID IN €	ZUHAUSE S <sup>1</sup> HYBRID	ZUHAUSE M <sup>1</sup> HYBRID	ZUHAUSE L <sup>1</sup> HYBRID
	34.95 <sup>2</sup>	39.95 <sup>2</sup>	44.95 <sup>2</sup>
	16 Mbit/s bandwidth + Hybrid LTE-Boost (up to 16 Mbit/s), flat rate Internet usage flat rate voice usage	50 Mbit/s bandwidth <sup>3</sup> + Hybrid LTE-Boost (up to 50 Mbit/s), flat rate Internet usage flat rate voice usage	100 Mbit/s bandwidth + Hybrid LTE-Boost (up to 100 Mbit/s), flat rate Internet usage flat rate voice usage
<b>ENTERTAIN</b>			
ENTERTAIN TV		10.00 <sup>4,5</sup>	
ENTERTAIN TV PLUS		15.00 <sup>4,5</sup>	
<b>CITY, DLD</b>		<b>CENT/MINUTE</b>	
national		0 ct	
international		from 2.9 ct	
fixed to mobile		19.0 ct	
<b>CALLING PLANS</b>			
fixed to mobile		12.9 ct/minute, 4.00 monthly minimum	
fixed to T-Mobile flatrate		14.95	
fixed to mobile flatrate		19.95	
CountryFlat 1		3.94	
CountryFlat 2		14.95	
Set-up		69.95 (non-recurring charge)	

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

2 Promotional price for new broadband customers: -€15.00/-€20.00/-€25.00 for the first 12 months (ZUHAUSE S/M/L Hybrid)

3 16 Mbit/s DSL-bandwidth in non-VDSL-areas (ZUHAUSE M Hybrid (2))

4 Additional (footnote 2) promotional price for new broadband customers: -€5.00 for the first 24 months (ZUHAUSE S Hybrid) / ongoing (ZUHAUSE M&L Hybrid)

5 Promotional price for upgraders from Double Play tariffs: -€5.00 for the first 24 months

All prices excl. terminal equipment; Speedport Hybrid required (rental price per month: €9.95, purchase price €399.99)

All prices in € including VAT; excl. terminal equipment.

All prices are charged on a monthly basis if not identified separately (usage prices excluded)

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

# GERMANY

## SINGLE PLAY

SINGLE PLAY IN €	CALL START <sup>1</sup>	CALL BASIC <sup>1,2</sup>	CALL COMFORT <sup>1</sup>
	19.95	19.95	29.95
	Standard, voice usage per minute	Standard, voice usage per minute, 120 minutes included within Germany	Standard, voice flat rate within Germany
<b>CITY, CDL</b>		<b>€ CENT/MINUTE</b>	
Peak/Off peak		2.9	flat
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	
fixed to mobile flatrate		€19.95 per month	
Set-up		One off charge PSTN €69.95	

1 Standard; Universal + €8

2 Universal up to 240 Min included

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

All prices in € including VAT.



# GERMANY

## MAGENTA EINS

valid from 01.08.2016

MAGENTA EINS <sup>1</sup> IN €	MagentaEINS S	MagentaEINS M	MagentaEINS L
Monthly charge	44.90 <sup>2</sup>	69.85 <sup>2</sup>	79.85 <sup>2</sup>
Fixed Line	Flatrate from fixed line to all national networks, including calls to all mobile networks. Internet Flat up to 16 Mbit/s download speed.	Flatrate from fixed line to all national networks, including calls to all mobile networks. Internet Flat up to 50 Mbit/s download speed.	Flatrate from fixed line to all national networks, including calls to all mobile networks. Internet Flat up to 100 Mbit/s download speed.
Mobile	Unlimited SMS and calls from mobile into all national networks in Germany. 1 GB Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.	Unlimited SMS and calls from mobile into all national networks in Germany. 3 GB Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.	Unlimited SMS and calls from mobile into all national networks in Germany. 6 GB Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.
TV		EntertainTV Plus incl. HD Receiver 500 GB Memory, including 47 channels in HD quality.	EntertainTV Plus incl. HD Receiver 500 GB Memory, including 47 channels in HD quality.
Set-up	Service fee of 69,95€ for new fixed line & 29,95€ for new mobile contract.		
Duration of contract	24 months for new costumers; duration depends otherwise on fixed network and/or on mobile network contract conditions		
Handsets, options, calling plans, etc.	Available based on comparable mobile and fixed line stand-alone offers.		

1 Booking Prerequisites: only available as IP-Tariff; Mobile tariff with monthly charge ≥ €29.95; Identical adress for fixed and mobile contracts.

2 Promotional price in the first 12 months for new customers; Regular price € 59.90 (S), €89.85 (M) and €104,85 (L).

3 Price for international calls depend of fixed-network and/or mobile-network contract. Otherwise from 2.9 cent/min. (fixed line) and from 69 cent/min. (mobile)

More MagentaEINS convergent Bundles including existing customers' tariffs available.

For general terms & conditions and further details, please visit: [www.telekom.de](http://www.telekom.de). All prices in € and include VAT.

# 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	0.36	0.24 <sup>1</sup>	0.25	0.24 <sup>1</sup>
Single transit	0.40	0.26 <sup>1</sup>	0.28	0.26 <sup>1</sup>
Double transit national	0.40	0.26 <sup>1</sup>	0.28	0.26 <sup>1</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	0.36	0.24	0.25	0.24
Single transit	0.52	0.35	0.36	0.35
Double transit national	0.61	0.41	0.43	0.41
FULLY UNBUNDLED ("ULL")	OLD		NEW	
One time fee	31.01 <sup>2</sup>		29.78 <sup>3</sup>	
Monthly fee	10.19 <sup>4</sup>		10.02 <sup>5</sup>	
PARTIALLY UNBUNDLED ("LINE SHARING")	OLD		NEW	
One time fee	34.13 <sup>2</sup>		34.23 <sup>3</sup>	
Monthly fee	1.68 <sup>6</sup>		1.78 <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>	
IP-BSA VDSL (until 50 Mbit/s) <sup>10</sup> STAND ALONE (CLASSIC)	OLD (IN €)		NEW (IN €)	
One time fee	--		46.43 <sup>8,9</sup>	
Monthly fee	--		25.32 <sup>8,9</sup>	

1 Prices are valid from Dec. 01, 2014 to Dec. 31, 2016.

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

3 Depending on complexity - valid to Sep. 30, 2016.

4 Twisted pair copper access line valid to Jun. 30, 2016.

5 Twisted pair copper access line valid to Jun. 30, 2019.

6 valid to Jun. 30, 2014.

7 valid to Sep. 30, 2016.

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

9 No price changes since Jul. 01, 2011.

10 Monthly fee for VDSL Vectoring (over 50 to 100 Mbit/s): 29.52 €. Launch Aug. 01, 2014.



# CONTENT

At a Glance	4
Excellent market position	6
<hr/>	
<b>GROUP</b>	
Adjusted for special factors	8
EBITDA reconciliation	9
As reported	10
Special factors in the consolidated income statement	11
Details on special factors I & II	12. - 13
Change in the composition of the group	14
Consolidated statement of financial position	16
Provisions for pensions	18
Maturity profile	19
Liquidity reserves	20
Net debt	21
Net debt development	22
Cash capex	23
Free cash flow	24
Personnel	25
Exchange rates	26

<hr/>	
<b>GERMANY</b>	
Financials	29
EBITDA reconciliation	30
Operationals	31
Additional information	32
<hr/>	
<b>UNITED STATES</b>	
Financials	45
EBITDA reconciliation	46
Operationals	47
Additional information	49
<hr/>	
<b>EUROPE</b>	
Financials	56
EBITDA reconciliation	57
Greece	59
Romania	61
Hungary	63
Poland	65
Czech Republic	67

<hr/>	
<b>EUROPE</b>	
Netherlands	69
Croatia	70
Slovakia	72
Austria	74
<hr/>	
<b>SYSTEMS SOLUTIONS</b>	
Financials	77
EBITDA reconciliation	78
<hr/>	
<b>GHS</b>	
Financials	81
EBITDA reconciliation	82
<hr/>	
<b>GLOSSARY</b>	84

## UNITED STATES

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>	1	7.479	7.060	7.519	28.963	7.816	8.196	9,6	14.384	16.012	11,3
<b>NET REVENUE</b>	1	7.479	7.060	7.518	28.961	7.816	8.195	9,6	14.383	16.011	11,3
<b>EBITDA</b>	2	1.652	1.702	2.075	6.654	1.908	2.172	31,5	2.877	4.080	41,8
EBITDA margin (EBITDA / total revenues)	%	22,1	24,1	27,6	23,0	24,4	26,5	4,4p	20,0	25,5	5,5p
Depreciation, amortization and impairment losses		(853)	(931)	(1.153)	(3.775)	(1.312)	(1.302)	(52,6)	(1.691)	(2.614)	(54,6)
Profit (loss) from operations = EBIT		799	771	922	2.879	596	870	8,9	1.186	1.466	23,6
<b>CASH CAPEX</b>	3	996	1.044	1.297	4.182	1.200	1.211	21,6	1.841	2.411	31,0
<b>CASH CONTRIBUTION</b>	3	656	658	778	2.472	708	961	46,5	1.036	1.669	61,1

### FINANCIALS (AS REPORTED)

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		7.443	7.059	7.518	28.925	7.816	8.196	10,1	14.348	16.012	11,6
<b>NET REVENUE</b>		7.443	7.059	7.518	28.924	7.816	8.195	10,1	14.347	16.011	11,6
<b>EBITDA</b>		1.581	1.468	2.069	6.229	2.268	2.123	34,3	2.692	4.391	63,1
EBITDA margin (EBITDA / total revenue)	%	21,2	20,8	27,5	21,5	29,0	25,9	4,7p	18,8	27,4	8,6p
Depreciation, amortization and impairment losses		(853)	(931)	(1.153)	(3.775)	(1.312)	(1.302)	(52,6)	(1.691)	(2.614)	(54,6)
Profit (loss) from operations = EBIT		728	537	916	2.454	956	821	12,8	1.001	1.777	77,5
<b>CASH CAPEX</b>		1.230	1.103	1.319	6.381	1.756	1.251	1,7	3.959	3.007	(24,0)
<b>CASH CONTRIBUTION</b>		351	365	750	(152)	512	872	n.a.	(1.267)	1.384	n.a.

1 Excluding special factors affecting revenue of EUR 36mn in Q2/15 and EUR 1mn in Q3/15.

2 Excluding special factors affecting EBITDA of EUR 71mn in Q2/15, EUR 234mn in Q3/15, EUR 6mn in Q4/15, EUR (360mn) in Q1/16, and EUR 49mn in Q2/16.

3 Adjusted by excluding spectrum purchases of EUR 234mn in Q2/15, EUR 59mn in Q3/15, EUR 22mn in Q4/15, EUR 556mn in Q1/16 and EUR 40mn in Q2/16.

## UNITED STATES

### EBITDA RECONCILIATION

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>7.443</b>	<b>7.059</b>	<b>7.518</b>	<b>28.925</b>	<b>7.816</b>	<b>8.196</b>	<b>10,1</b>	<b>14.348</b>	<b>16.012</b>	<b>11,6</b>
Profit (loss) from operations = EBIT		728	537	916	2.454	956	821	12,8	1.001	1.777	77,5
- Depreciation, amortization and impairment losses		(853)	(931)	(1.153)	(3.775)	(1.312)	(1.302)	(52,6)	(1.691)	(2.614)	(54,6)
<b>= EBITDA</b>		<b>1.581</b>	<b>1.468</b>	<b>2.069</b>	<b>6.229</b>	<b>2.268</b>	<b>2.123</b>	<b>34,3</b>	<b>2.692</b>	<b>4.391</b>	<b>63,1</b>
EBITDA margin	%	21,2	20,8	27,5	21,5	29,0	25,9	4,7p	18,8	27,4	8,6p
- Special factors affecting EBITDA		(71)	(234)	(6)	(425)	360	(49)	31,0	(185)	311	n.a.
<b>= EBITDA ADJUSTED FOR SPECIAL FACTORS</b>	<b>1</b>	<b>1.652</b>	<b>1.702</b>	<b>2.075</b>	<b>6.654</b>	<b>1.908</b>	<b>2.172</b>	<b>31,5</b>	<b>2.877</b>	<b>4.080</b>	<b>41,8</b>
EBITDA margin (adjusted for special factors)	%	22,1	24,1	27,6	23,0	24,4	26,5	4,4p	20,0	25,5	5,5p

## SPECIAL FACTORS

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	H1 2015 millions of €	H1 2016 millions of €
<b>EFFECTS ON EBITDA</b>		<b>(71)</b>	<b>(234)</b>	<b>(6)</b>	<b>(425)</b>	<b>360</b>	<b>(49)</b>	<b>(185)</b>	<b>311</b>
- of which personnel		(20)	(4)	(4)	(50)	(7)	(2)	(42)	(9)
- of which other		(51)	(230)	(2)	(375)	367	(47)	(143)	320
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(71)</b>	<b>(234)</b>	<b>(6)</b>	<b>(425)</b>	<b>360</b>	<b>(49)</b>	<b>(185)</b>	<b>311</b>
- of which personnel		(20)	(4)	(4)	(50)	(7)	(2)	(42)	(9)
- of which other		(51)	(230)	(2)	(375)	367	(47)	(143)	320

1 Excluding special factors affecting EBITDA of EUR 71mn in Q2/15, EUR 234mn in Q3/15, EUR 6mn in Q4/15, EUR (360mn) in Q1/16, and EUR 49mn in Q2/16.

# UNITED STATES

## OPERATIONAL

	Note	Q2 2015	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Change %	H1 2015	H1 2016	Change %	
<b>CUSTOMERS (END OF PERIOD)</b>	('000)	<b>58.908</b>	<b>61.220</b>	<b>63.282</b>	<b>63.282</b>	<b>65.503</b>	<b>67.384</b>	<b>14,4</b>	<b>58.908</b>	<b>67.384</b>	<b>14,4</b>	
Branded postpaid	('000)	29.318	30.403	31.695	31.695	32.736	33.626	14,7	29.318	33.626	14,7	
Branded prepaid	('000)	16.567	17.162	17.631	17.631	18.438	18.914	14,2	16.567	18.914	14,2	
<b>- BRANDED</b>	('000)	<b>45.885</b>	<b>47.565</b>	<b>49.326</b>	<b>49.326</b>	<b>51.174</b>	<b>52.540</b>	<b>14,5</b>	<b>45.885</b>	<b>52.540</b>	<b>14,5</b>	
<b>- WHOLESALE</b>	('000)	<b>13.023</b>	<b>13.655</b>	<b>13.956</b>	<b>13.956</b>	<b>14.329</b>	<b>14.844</b>	<b>14,0</b>	<b>13.023</b>	<b>14.844</b>	<b>14,0</b>	
<b>NET ADDS</b>	('000)	<b>2.072</b>	<b>2.312</b>	<b>2.062</b>	<b>8.264</b>	<b>2.221</b>	<b>1.881</b>	<b>(9,2)</b>	<b>3.890</b>	<b>4.102</b>	<b>5,4</b>	
Branded postpaid	('000)	1.008	1.085	1.292	4.510	1.041	890	(11,7)	2.133	1.931	(9,5)	
Branded prepaid	('000)	178	595	469	1.315	807	476	n.a.	251	1.283	n.a.	
<b>- BRANDED</b>	('000)	<b>1.186</b>	<b>1.680</b>	<b>1.761</b>	<b>5.825</b>	<b>1.848</b>	<b>1.366</b>	<b>15,2</b>	<b>2.384</b>	<b>3.214</b>	<b>34,8</b>	
<b>- WHOLESALE</b>	('000)	<b>886</b>	<b>632</b>	<b>301</b>	<b>2.439</b>	<b>373</b>	<b>515</b>	<b>(41,9)</b>	<b>1.506</b>	<b>888</b>	<b>(41,0)</b>	
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>3,4</b>	<b>3,5</b>	<b>3,5</b>	<b>3,4</b>	<b>3,0</b>	<b>3,0</b>	<b>(0,4p)</b>	<b>3,3</b>	<b>3,0</b>	<b>(0,3p)</b>	
- Branded postpaid	(%)	1,5	1,6	1,6	1,5	1,5	1,4	(0,1p)	1,5	1,4	(0,1p)	
- Branded prepaid	(%)	4,9	4,1	4,1	4,5	3,8	3,9	(1,0p)	4,8	3,9	(0,9p)	
<b>TOTAL REVENUES</b>	(€ million)	<b>7.443</b>	<b>7.059</b>	<b>7.518</b>	<b>28.925</b>	<b>7.816</b>	<b>8.196</b>	<b>10,1</b>	<b>14.348</b>	<b>16.012</b>	<b>11,6</b>	
Service revenue	(€ million)	1	5.436	5.553	5.880	21.906	5.870	5.982	10,0	10.473	11.852	13,2
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>2</b>	<b>1.652</b>	<b>1.702</b>	<b>2.075</b>	<b>6.654</b>	<b>1.908</b>	<b>2.172</b>	<b>31,5</b>	<b>2.877</b>	<b>4,080</b>	<b>41,8</b>
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(%)	22,1	24,1	27,6	23,0	24,4	26,5	4,4p	20,0	25,5	5,5p	
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(%)	30,4	30,7	35,3	30,4	32,5	36,3	5,9p	27,5	34,4	6,9p	
<b>BLENDED ARPU</b>	(€)	<b>31</b>	<b>31</b>	<b>32</b>	<b>31</b>	<b>30</b>	<b>30</b>	<b>(3,2)</b>	<b>31</b>	<b>30</b>	<b>(3,2)</b>	
- Branded postpaid	(€)	41	41	42	41	40	39	(4,9)	40	39	(2,5)	
- Branded prepaid	(€)	34	33	34	34	34	33	(2,9)	34	33	(2,9)	
<b>NON-VOICE % OF ARPU</b>	(%)	<b>56</b>	<b>57</b>	<b>58</b>	<b>56</b>	<b>58</b>	<b>59</b>	<b>3,0p</b>	<b>55</b>	<b>59</b>	<b>4,0p</b>	
<b>CASH CAPEX</b>	(€ million)	<b>1.230</b>	<b>1.103</b>	<b>1.319</b>	<b>6.381</b>	<b>1.756</b>	<b>1.251</b>	<b>1,7</b>	<b>3.959</b>	<b>3.007</b>	<b>(24,0)</b>	
<b>CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>3</b>	<b>996</b>	<b>1.044</b>	<b>1.297</b>	<b>4.182</b>	<b>1.200</b>	<b>1.211</b>	<b>21,6</b>	<b>1.841</b>	<b>2.411</b>	<b>31,0</b>
<b>CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>3</b>	<b>656</b>	<b>658</b>	<b>778</b>	<b>2.472</b>	<b>708</b>	<b>961</b>	<b>46,5</b>	<b>1.036</b>	<b>1.669</b>	<b>61,1</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 Includes revenues from providing recurring wireless, customer roaming and handset insurance services.

2 Excluding special factors affecting EBITDA of EUR 71mn in Q2/15, EUR 234mn in Q3/15, EUR 6mn in Q4/15, EUR (360mn) in Q1/16, and EUR 49mn in Q2/16.

3 Adjusted by excluding spectrum purchases of EUR 234mn in Q2/15, EUR 59mn in Q3/15, EUR 22mn in Q4/15, EUR 556mn in Q1/16, and EUR 40mn in Q2/16.

# UNITED STATES

## OPERATIONAL IN US-\$

	Note	Q2 2015	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Change %	H1 2015	H1 2016	Change %
<b>CUSTOMERS (END OF PERIOD)</b>	('000)	<b>58.908</b>	<b>61.220</b>	<b>63.282</b>	<b>63.282</b>	<b>65.503</b>	<b>67.384</b>	<b>14,4</b>	<b>58.908</b>	<b>67.384</b>	<b>14,4</b>
Branded postpaid	('000)	29.318	30.403	31.695	31.695	32.736	33.626	14,7	29.318	33.626	14,7
Branded prepay	('000)	16.567	17.162	17.631	17.631	18.438	18.914	14,2	16.567	18.914	14,2
<b>- BRANDED</b>	('000)	<b>45.885</b>	<b>47.565</b>	<b>49.326</b>	<b>49.326</b>	<b>51.174</b>	<b>52.540</b>	<b>14,5</b>	<b>45.885</b>	<b>52.540</b>	<b>14,5</b>
<b>- WHOLESALE</b>	('000)	<b>13.023</b>	<b>13.655</b>	<b>13.956</b>	<b>13.956</b>	<b>14.329</b>	<b>14.844</b>	<b>14,0</b>	<b>13.023</b>	<b>14.844</b>	<b>14,0</b>
<b>NET ADDS</b>	('000)	<b>2.072</b>	<b>2.312</b>	<b>2.062</b>	<b>8.264</b>	<b>2.221</b>	<b>1.881</b>	<b>(9,2)</b>	<b>3.890</b>	<b>4.102</b>	<b>5,4</b>
Branded postpaid	('000)	1.008	1.085	1.292	4.510	1.041	890	(11,7)	2.133	1.931	(9,5)
Branded prepay	('000)	178	595	469	1.315	807	476	n.a.	251	1.283	n.a.
<b>- BRANDED</b>	('000)	<b>1.186</b>	<b>1.680</b>	<b>1.761</b>	<b>5.825</b>	<b>1.848</b>	<b>1.366</b>	<b>15,2</b>	<b>2.384</b>	<b>3.214</b>	<b>34,8</b>
<b>- WHOLESALE</b>	('000)	<b>886</b>	<b>632</b>	<b>301</b>	<b>2.439</b>	<b>373</b>	<b>515</b>	<b>(41,9)</b>	<b>1.506</b>	<b>888</b>	<b>(41,0)</b>
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>3,4</b>	<b>3,5</b>	<b>3,5</b>	<b>3,4</b>	<b>3,0</b>	<b>3,0</b>	<b>(0,4p)</b>	<b>3,3</b>	<b>3,0</b>	<b>(0,3p)</b>
- Branded postpaid	(%)	1,5	1,6	1,6	1,5	1,5	1,4	(0,1p)	1,5	1,4	(0,1p)
- Branded prepay	(%)	4,9	4,1	4,1	4,5	3,8	3,9	(1,0p)	4,8	3,9	(0,9p)
<b>TOTAL REVENUES</b>	(USD million)	<b>8.219</b>	<b>7.849</b>	<b>8.227</b>	<b>32.069</b>	<b>8.619</b>	<b>9.256</b>	<b>12,6</b>	<b>15.993</b>	<b>17.875</b>	<b>11,8</b>
Service revenue	(USD million)	6.004	6.177	6.433	24.282	6.472	6.756	12,5	11.672	13.228	13,3
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	<b>1.823</b>	<b>1.893</b>	<b>2.268</b>	<b>7.355</b>	<b>2.104</b>	<b>2.453</b>	<b>34,6</b>	<b>3.194</b>	<b>4.557</b>	<b>42,7</b>
EBITDA margin (adjusted for special factors)	(%)	22,1	24,1	27,6	22,9	24,4	26,5	4,4p	19,9	25,5	5,6p
EBITDA margin (adjusted for special factors)	(%)	30,4	30,6	35,3	30,3	32,5	36,3	5,9p	27,4	34,4	7,0p
<b>BLENDED ARPU</b>	(USD)	<b>35</b>	<b>34</b>	<b>35</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>(2,9)</b>	<b>34</b>	<b>34</b>	<b>0,0</b>
- Branded postpaid	(USD)	46	45	46	45	44	44	(4,3)	45	44	(2,2)
- Branded prepay	(USD)	37	37	37	37	37	37	0,0	37	37	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>56</b>	<b>57</b>	<b>58</b>	<b>56</b>	<b>58</b>	<b>59</b>	<b>3,0p</b>	<b>55</b>	<b>59</b>	<b>4,0p</b>
<b>CASH CAPEX</b>	(USD million)	<b>1.350</b>	<b>1.224</b>	<b>1.453</b>	<b>7.141</b>	<b>1.933</b>	<b>1.413</b>	<b>4,7</b>	<b>4.464</b>	<b>3.346</b>	<b>(25,0)</b>
<b>CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	<b>1.096</b>	<b>1.157</b>	<b>1.428</b>	<b>4.647</b>	<b>1.322</b>	<b>1.368</b>	<b>24,8</b>	<b>2.062</b>	<b>2.690</b>	<b>30,5</b>
<b>CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	<b>3</b>	<b>727</b>	<b>736</b>	<b>840</b>	<b>2.708</b>	<b>782</b>	<b>1.085</b>	<b>49,2</b>	<b>1.132</b>	<b>1.867</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 Includes revenues from providing recurring wireless, customer roaming and handset insurance services.

2 Excluding special factors affecting EBITDA of USD 78mn in Q2/15 USD 259mn in Q3/15, USD 6mn in Q4/15, USD 400mn in Q1/16, and USD (56mn) in Q2/16.

3 Adjusted by excluding spectrum purchases of USD 254mn in Q2/15, USD 67mn in Q3/15, USD 25mn in Q4/15, USD 611mn in Q1/16, and USD 45mn in Q2/16.

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 (Individual)<sup>1,2,3,5,6,7,8,9,10,11,12</sup>

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

Unlimited Talk, Text and Web with up to 2GB of full speed data <sup>4,5,13</sup>	\$50.00
Unlimited Talk, Text and Web with up to 6GB of full speed data <sup>4,13</sup>	\$65.00
Unlimited Talk, Text and Web with up to 10GB of full speed data <sup>4,13</sup>	\$80.00
Unlimited Talk, Text and Unlimited Nationwide 4G LTE data (unlimited full speed data)	\$95.00

1 Text plans include unlimited nationwide text, picture and video messaging. As of Mar. 23, 2014 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: 2 GB full-speed plan, 6 GB, 10 GB and unlimited 4G LTE full-speed plans with 6 GB through 22 GB Smartphone Mobile HotSpot features include 200 MB roaming.

4 Customers may choose to add more full speed data in increments of 4 GB/each \$15 more per month per line, up to 10 GB of full-speed data; and unlimited 4G LTE with 14 GB through 22 GB of Smartphone Mobile HotSpot

5 Includes up to 2GB 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 14 GB of Smartphone Mobile HotSpot full speed data usage, then slowed to 2G speeds for balance of service period. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G LTE Data plan in 4GB increments for \$15 each up to 22GB. 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.

8 All prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$20 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 140 countries and destinations at no extra charge.

10 All postpaid Simple Choice plan options include free data for music streaming on select music stations

11 6-10GB postpaid Simple Choice plan options include Data Stash, the ability to carry forward unused high speed data for up to a year, up to 20GB.

12 All postpaid Simple Choice plan options include unlimited talk, text and data in Mexico and Canada just like in the U.S.

13 All postpaid Simple Choice plan options include Binge On, which optimizes detectable video streaming at DVD quality (480p+). Customers may disable Binge On at any time, but will lose Binge On benefits. All new dataplans with 6GB or more include unlimited video streaming from participating video services (62 partners as of 4/5/2016) not counting against the data limit, except for the Unlimited 4G LTE data plan.

# UNITED STATES

## T-MOBILE USA

### **SIMPLE CHOICE PLAN (Family)**<sup>1,2,3,4,5,6,7,8,9,10,11,12</sup>

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

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

\$80.00 for first 2 lines

Unlimited Talk, Text and Web with up to 2GB of full speed data (third, fourth, fifth and up to 12 lines)

\$10.00 per line

### **DATA PLAN ADD-ON TO SIMPLE CHOICE MULTI-LINE**<sup>2,3,5,6,7,9,10,11,12</sup>

#### **PRICING**<sup>7,13</sup>

Add more full speed data in increments of 4GB, up to 10 GB of data (each line)

\$15.00 (more per line per 4 GB)

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

\$45.00 (more per line)

1 Text plans include unlimited nationwide text, picture and video messaging. As of Mar. 23, 2014 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: 2 GB full-speed plan, 6 GB, 10 GB and unlimited 4G LTE full-speed plans with 6 GB through 22 GB Smartphone Mobile HotSpot features include 200 MB roaming.

4 Includes up to 2GB of full speed data at no additional charge.

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 14 GB of Smartphone Mobile HotSpot full speed data usage, then slowed to 2G speeds for balance of service period. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G LTE Data plan in 4GB increments for \$15 each up to 22GB. 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. No annual service contract required.

7 All prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$20 SIM starter kit and deposit may be required. Web plans provide access to data; capable device required to achieve 4G LTE speeds.

8 All postpaid Simple Choice plan options include unlimited (2G) data and text while in over 140 countries and destinations at no extra charge per line.

9 All postpaid Simple Choice plan options include free data for music streaming on select music stations

10 6-10GB postpaid Simple Choice plan options include Data Stash, the ability to carry forward unused high speed data for up to a year, up to 20GB.

11 All postpaid Simple Choice plan options include unlimited talk, text and data in Mexico and Canada just like in the U.S.

12 All postpaid Simple Choice plan options include Binge On, which optimizes detectable video streaming at DVD quality (480p+). Customers may disable Binge On at any time, but will lose Binge On benefits. All new dataplans with 6GB or more include unlimited video streaming from participating video services (62 partners as of 4/5/2016) not counting against the data limit, except for the Unlimited 4G LTE data plan.

13 Family Match applies when all lines in the account start with the same additional data, 6GB, 10GB or unlimited 4G LTE; the price is \$10 more per line per 4GB increments

# UNITED STATES

## T-MOBILE USA

<b>SIMPLE CHOICE PLAN (PAY IN ADVANCE)<sup>1,2,3,4,5,6,7,8,11,12,13</sup></b>	<b>PRICING<sup>11</sup></b>
Unlimited Talk, Text and Web with up to 2GB of full speed data <sup>14</sup>	\$50.00
Unlimited Talk, Text and Web with up to 6GB of full speed data <sup>14</sup>	\$65.00
Unlimited Talk, Text and Web with up to 10GB of full speed data <sup>14</sup>	\$80.00
Unlimited Talk, Text and Unlimited Nationwide 4G LTE data (unlimited full speed data)	\$95.00

1 No annual contract required.

2 Text plans include unlimited nationwide text, picture and video messaging. As of Apr. 26, 2014 international texting from the US to virtually anywhere, at no extra charge.

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 through the 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 14 GB of Smartphone Mobile HotSpot full speed data usage, then slowed to 2G speeds for balance of service period. 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 For No Annual contract plans \$50 and up and that include unlimited data. Not available for Pay As You Go plans.

8 On-network and domestic roaming data allotments differ: 2 GB full-speed plan; 6 GB, 10 GB and unlimited 4G LTE full-speed plans with 6 GB through 14 GB Smartphone Mobile HotSpot features include 200 MB roaming.

11 All prices reflect monthly charges. \$20 SIM starter kit may be required. Capable device required to achieve 4G LTE speeds.

12 Pay in Advance Simple Choice plan options include unlimited talk, text and data in Mexico and Canada just like in the U.S.

13 All Pay in Advance Simple Choice plan options include free data for music streaming on select music stations

14 All Pay in Advance Simple Choice plan options include Binge On, which optimizes detectable video streaming at DVD quality (480p+). Customers may disable Binge On at any time, but will lose Binge On benefits. All new data plans with 6GB or more include unlimited video streaming from participating video services (62 partners as of 4/5/2016) not counting against the data limit, except for the Unlimited 4G LTE plan.

<b>ADDITIONAL ADD-ON PAY IN ADVANCE PLANS \$50/MONTH OR HIGHER</b>	<b>TALK/TEXT PRICING<sup>11</sup></b>
Stateside International Talk with Mobile <sup>9</sup>	\$15.00
Stateside International Talk <sup>10</sup>	\$10.00

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

\* As of June, 2016, we grandfathered the Stateside International Talk add-on for \$10 and are only offering the \$15/mo Stateside International Talk w/Mobile; no longer includes 1000 mobile-to-mobile minutes in Mexico since Mexico is now included in the coverage area.

# UNITED STATES

## T-MOBILE USA

<b>SIMPLY PREPAID PLAN (PREPAID)<sup>1,2,4,5,6</sup></b>	<b>PRICING<sup>10</sup></b>
Unlimited Talk and Text	\$25.00
Unlimited Talk, Text and Web with up to 3GB of 4G LTE <sup>3,7,8</sup>	\$40.00
Unlimited Talk, Text and Web with up to 5GB of 4G LTE <sup>3,7,8</sup>	\$50.00
Unlimited Talk, Text and Web with up to 10GB of 4G LTE <sup>3,7,8</sup>	\$60.00

1 No annual contract required.

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

3 Web plans include overage-free data with nationwide Web and e-mail access. All plans have 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 through the 30th day.

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

6 Includes access to BlackBerry email, BlackBerry Messenger, and BlackBerry App World for your BlackBerry device, for \$0 per month. For No Annual contract plans \$40 and up and that include unlimited data. Not available for Pay As You Go plans.

7 Roaming and on-network data allotments differ; 3GB includes 50MB roaming, 5GB & 10GB includes 100 MB roaming.

8 Simply Prepaid plan options with data include Data Maximizer, which optimizes detectable video streaming at DVD quality (480p+). Customers may disable Data Maximizer at any time.

<b>ADDITIONAL ADD-ONS FOR ALL PREPAID PLANS<sup>9</sup></b>	<b>COST<sup>10</sup></b>
Stateside International Talk with Mobile <sup>11</sup>	\$15.00
Stateside International Talk <sup>12</sup>	\$10.00
Mexico + Canada Unlimited <sup>13</sup>	\$5.00

9 Applicable on all monthly prepaid plans, not applicable on Pay As You Go plans.

10 All prices reflect monthly charges. \$20 SIM starter kit may be required. Capable device required to achieve 4G LTE speeds.

11 Unlimited calling to mobile numbers in 30+ countries and unlimited calling to landlines in 70+ countries. Plus, get discounted calling rates to the rest of the world.\*

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

\* As of June, 2016, we grandfathered the Stateside International Talk add-on for \$10 and are only offering the \$15/mo Stateside International Talk w/Mobile; no longer includes 1000 mobile-to-mobile minutes in Mexico since Mexico is now included in the coverage area.

13 Get unlimited calling to and from the U.S. to any number, including mobile phones, in Mexico and Canada. And when you travel throughout the U.S., Mexico, & Canada your phone works the same with 4G LTE data and unlimited calling and texting. To top it off, this service includes unlimited texting from the U.S., Mexico, and Canada to virtually anywhere.

<b>ALSO AVAILABLE</b>	<b>PRICING<sup>10</sup></b>
Pay As You Go <sup>1,4,14</sup>	\$3.00

#### Add-Ons to Pay As You Go (optional):

1-Wk Data Pass - up to 1GB of 4G LTE data	\$10.00
1-Day Data Pass - up to 500MB of 4G LTE data	\$5.00
1-Wk Pass - Unlimited Talk & Text	\$10.00

14 Includes 30 minutes or messages. Additional minutes available for 10 cents per minute or message.

# UNITED STATES

## T-MOBILE USA

<b>SIMPLE CHOICE<sup>1,2,3,4,5,6,7, 8,9,10,11,12</sup></b>	<b>PRICING<sup>1</sup></b>	<b>HOTSPOT ACCESS<sup>3</sup></b>
<b>MOBILE INTERNET PLANS</b>		
Mobile Internet up to 2 GB of 4G LTE	\$20.00	Included
Mobile Internet up to 6 GB of 4G LTE	\$35.00	Included
Mobile Internet up to 10 GB of 4G LTE	\$50.00	Included
Mobile Internet up to 14 GB of 4G LTE	\$65.00	Included
Mobile Internet up to 18 GB of 4G LTE	\$80.00	Included
Mobile Internet up to 22 GB of 4G LTE	\$95.00	Included

1 Prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$20 SIM starter kit and deposit may be required. Capable device required for 4G LTE.

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.

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 4 GB/each \$15 more per month per line, up to 22 GB of data. Or purchase an On Demand

6 On-network and domestic roaming data allotments differ: 2 GB through 22 GB full-speed plans include 200 MB roaming.

7 Monthly postpaid Simple Choice Monthly Internet plans include unlimited (2G) while on T-Mobile's network.

8 Postpaid Simple Choice Mobile Internet plans include free data for music streaming on select music stations

9 6-22GB postpaid Simple Choice Mobile Internet plans include Data Stash, the ability to carry forward unused high speed data for up to a year, up to 20GB.

10 Mobile Internet Simple Choice plans include unlimited (2G) data and text while in over 140 countries and destinations at no extra charge per line.

11 Mobile Internet Simple Choice plan options include unlimited talk, text and data in Mexico and Canada just like in the U.S.

12 Postpaid Mobile Internet Simple Choice plans include Binge On, which optimizes detectable video streaming at DVD quality (480p+). Customers may disable Binge On at any time, but will lose Binge On benefits. All new data plans with 6GB or more include unlimited video streaming from participating video services (62 partners as of 4/5/2016) not counting against the data limit.

<b>ON DEMAND MOBILE INTERNET PASSES (Postpaid)<sup>1,2,3,4</sup></b>	<b>PRICING<sup>1</sup></b>	<b>HOTSPOT ACCESS<sup>3</sup></b>
Mobile Internet 500 MB data (use for 1 days)	\$5.00	Included
Mobile Internet 1 GB data (use for 7 days)	\$10.00	Included

1 Credit approval, \$20 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.

4 Mobile Internet On Demand passes include unlimited data in Mexico and Canada just like in the U.S. when added on top of Simple Choice plan options

<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 up to 500 MB full-speed data (use for 1 day)	\$5.00	Not Included
Unlimited, Overage-Free up to 1 GB full-speed data (use for 7 days)	\$10.00	Not Included
Unlimited, Overage-Free up to 3 GB full-speed data (use for 30 days)	\$30.00	Not Included
Unlimited, Overage-Free up to 5 GB full-speed data (use for 7 days)	\$40.00	Not Included
Unlimited, Overage-Free up to 7 GB full-speed data (use for 30 days)	\$50.00	Not Included

1 \$20 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 No domestic roaming. Pay in Advance Simple Choice single-use plan options include unlimited data in Mexico and Canada just like in the U.S.

<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>
Mobile Internet up to 2 GB of 4G LTE data	\$20.00	Not Included
Mobile Internet up to 6 GB of 4G LTE data	\$35.00	Not Included
Mobile Internet up to 10 GB of 4G LTE data	\$50.00	Not Included
Mobile Internet up to 14 GB of 4G LTE data	\$65.00	Not Included
Mobile Internet up to 18 GB of 4G LTE data	\$80.00	Not Included
Mobile Internet up to 22 GB of 4G LTE data	\$95.00	Not Included

1 Prices reflect monthly recurring charges. \$20 SIM starter kit and deposit may be required. Capable device required for 4G LTE.

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.



# CONTENT

At a Glance	4
Excellent market position	6
<hr/>	
<b>GROUP</b>	
Adjusted for special factors	8
EBITDA reconciliation	9
As reported	10
Special factors in the consolidated income statement	11
Details on special factors I & II	12. - 13
Change in the composition of the group	14
Consolidated statement of financial position	16
Provisions for pensions	18
Maturity profile	19
Liquidity reserves	20
Net debt	21
Net debt development	22
Cash capex	23
Free cash flow	24
Personnel	25
Exchange rates	26

<hr/>	
<b>GERMANY</b>	
Financials	29
EBITDA reconciliation	30
Operationals	31
Additional information	32
<hr/>	
<b>UNITED STATES</b>	
Financials	45
EBITDA reconciliation	46
Operationals	47
Additional information	49
<hr/>	
<b>EUROPE</b>	
Financials	56
EBITDA reconciliation	57
Greece	59
Romania	61
Hungary	63
Poland	65
Czech Republic	67

<hr/>	
<b>EUROPE</b>	
Netherlands	69
Croatia	70
Slovakia	72
Austria	74
<hr/>	
<b>SYSTEMS SOLUTIONS</b>	
Financials	77
EBITDA reconciliation	78
<hr/>	
<b>GHS</b>	
Financials	81
EBITDA reconciliation	82
<hr/>	
<b>GLOSSARY</b>	84

## EUROPE

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

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.209</b>	<b>3.261</b>	<b>3.397</b>	<b>13.024</b>	<b>3.080</b>	<b>3.106</b>	<b>(3,2)</b>	<b>6.366</b>	<b>6.186</b>	<b>(2,8)</b>
<b>NET REVENUE</b>		<b>3.150</b>	<b>3.200</b>	<b>3.334</b>	<b>12.782</b>	<b>3.018</b>	<b>3.020</b>	<b>(4,1)</b>	<b>6.248</b>	<b>6.038</b>	<b>(3,4)</b>
<b>EBITDA</b>	<b>2</b>	<b>1.081</b>	<b>1.157</b>	<b>1.075</b>	<b>4.329</b>	<b>986</b>	<b>1.038</b>	<b>(4,0)</b>	<b>2.097</b>	<b>2.024</b>	<b>(3,5)</b>
EBITDA margin (EBITDA / total revenue)	%	33,7	35,5	31,6	33,2	32,0	33,4	(0,3p)	32,9	32,7	(0,2p)
Depreciation, amortization and impairment losses		(627)	(640)	(686)	(2.589)	(636)	(639)	(1,9)	(1.263)	(1.275)	(1,0)
Profit (loss) from operations = EBIT	<b>3</b>	454	517	389	1.740	350	399	(12,1)	834	749	(10,2)
<b>CASH CAPEX</b>	<b>4</b>	<b>294</b>	<b>402</b>	<b>460</b>	<b>1.638</b>	<b>500</b>	<b>392</b>	<b>33,3</b>	<b>776</b>	<b>892</b>	<b>14,9</b>
<b>CASH CONTRIBUTION</b>		<b>787</b>	<b>755</b>	<b>615</b>	<b>2.691</b>	<b>486</b>	<b>646</b>	<b>(17,9)</b>	<b>1.321</b>	<b>1.132</b>	<b>(14,3)</b>

### FINANCIALS (AS REPORTED)

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.209</b>	<b>3.261</b>	<b>3.397</b>	<b>13.024</b>	<b>3.080</b>	<b>3.106</b>	<b>(3,2)</b>	<b>6.366</b>	<b>6.186</b>	<b>(2,8)</b>
<b>NET REVENUE</b>		<b>3.150</b>	<b>3.200</b>	<b>3.334</b>	<b>12.782</b>	<b>3.018</b>	<b>3.020</b>	<b>(4,1)</b>	<b>6.248</b>	<b>6.038</b>	<b>(3,4)</b>
<b>EBITDA</b>		<b>1.017</b>	<b>1.107</b>	<b>1.022</b>	<b>4.108</b>	<b>962</b>	<b>1.016</b>	<b>(0,1)</b>	<b>1.979</b>	<b>1.978</b>	<b>(0,1)</b>
EBITDA margin (EBITDA / total revenue)	%	31,7	33,9	30,1	31,5	31,2	32,7	1,0p	31,1	32,0	0,9p
Depreciation, amortization and impairment losses		(626)	(641)	(729)	(2.632)	(636)	(639)	(2,1)	(1.262)	(1.275)	(1,0)
Profit (loss) from operations = EBIT		391	466	293	1.476	326	377	(3,6)	717	703	(2,0)
<b>CASH CAPEX</b>		<b>303</b>	<b>403</b>	<b>463</b>	<b>1.667</b>	<b>1.009</b>	<b>391</b>	<b>29,0</b>	<b>801</b>	<b>1.400</b>	<b>74,8</b>
<b>CASH CONTRIBUTION</b>		<b>714</b>	<b>704</b>	<b>559</b>	<b>2.441</b>	<b>(47)</b>	<b>625</b>	<b>(12,5)</b>	<b>1.178</b>	<b>578</b>	<b>(50,9)</b>

1 Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

2 Special factors affecting EBITDA: EUR 62mn in Q2/15, EUR 51mn in Q3/15, EUR 51mn in Q4/15, EUR 24mn in Q1/16 and EUR 22mn in Q2/16.

3 Special factors affecting EBIT: EUR 62mn in Q2/15 (thereof EUR 62mn resulting from EBITDA), EUR 51mn in Q3/15 (thereof EUR 51mn resulting from EBITDA), EUR 94mn in Q4/15 (thereof EUR 51mn resulting from EBITDA), EUR 24mn in Q1/16 (thereof EUR 24mn resulting from EBITDA) and EUR 22mn in Q2/16 (thereof EUR 22mn resulting from EBITDA)

4 Excluding payments for spectrum licences: EUR 9mn in Q2/15 in Albania, EUR 1mn in Q3/15 in Austria, EUR 3mn in Q4/15 in Poland, EUR 485mn in Poland in Q1/16, EUR 24mn in Netherlands in Q1/16 and EUR -1mn in Poland in Q2/16



## EUROPE

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

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.209</b>	<b>3.261</b>	<b>3.397</b>	<b>13.024</b>	<b>3.080</b>	<b>3.106</b>	<b>(3,2)</b>	<b>6.366</b>	<b>6.186</b>	<b>(2,8)</b>
<b>TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>3.209</b>	<b>3.261</b>	<b>3.397</b>	<b>13.024</b>	<b>3.080</b>	<b>3.106</b>	<b>(3,2)</b>	<b>6.366</b>	<b>6.186</b>	<b>(2,8)</b>
Profit (loss) from operations = EBIT		391	466	293	1.476	326	377	(3,6)	717	703	(2,0)
- Depreciation, amortization and impairment losses		(626)	(641)	(729)	(2.632)	(636)	(639)	(2,1)	(1.262)	(1.275)	(1,0)
<b>= EBITDA</b>		<b>1.017</b>	<b>1.107</b>	<b>1.022</b>	<b>4.108</b>	<b>962</b>	<b>1.016</b>	<b>(0,1)</b>	<b>1.979</b>	<b>1.978</b>	<b>(0,1)</b>
EBITDA margin	%	31,7	33,9	30,1	31,5	31,2	32,7	1,0p	31,1	32,0	0,9p
- Special factors affecting EBITDA		(64)	(50)	(53)	(221)	(24)	(22)	65,6	(118)	(46)	61,0
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>1.081</b>	<b>1.157</b>	<b>1.075</b>	<b>4.329</b>	<b>986</b>	<b>1.038</b>	<b>(4,0)</b>	<b>2.097</b>	<b>2.024</b>	<b>(3,5)</b>
EBITDA margin (adjusted for special factors)	%	33,7	35,5	31,6	33,2	32,0	33,4	(0,3p)	32,9	32,7	(0,2p)

## SPECIAL FACTORS

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(64)</b>	<b>(50)</b>	<b>(53)</b>	<b>(221)</b>	<b>(24)</b>	<b>(22)</b>	<b>65,6</b>	<b>(118)</b>	<b>(46)</b>	<b>61,0</b>
- of which personnel		(97)	(34)	(24)	(177)	(29)	(22)	77,3	(119)	(51)	57,1
- of which other		33	(16)	(29)	(44)	5	0	(100,0)	1	5	n.a.
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(63)</b>	<b>(51)</b>	<b>(96)</b>	<b>(264)</b>	<b>(24)</b>	<b>(22)</b>	<b>65,1</b>	<b>(117)</b>	<b>(46)</b>	<b>60,7</b>
- of which personnel		(97)	(34)	(24)	(177)	(29)	(22)	77,3	(119)	(51)	57,1
- of which other		34	(17)	(72)	(87)	5	0	(100,0)	2	5	n.a.

<sup>1</sup> Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

## EUROPE

### CUSTOMER SUMMARY

	Note	Q2 2015 ('000)	Q3 2015 ('000)	Q4 2015 ('000)	Q1 2016 ('000)	Q2 2016 ('000)	Change %
<b>GREECE</b>							
- Fixed network Access Lines		2.591	2.577	2.586	2.583	2.576	(0,6)
- Broadband Access Lines		1.448	1.480	1.531	1.574	1.611	11,3
- Mobile Customers		7.387	7.428	7.399	7.477	7.610	3,0
<b>ROMANIA</b>							
- Fixed network Access Lines		2.153	2.117	2.091	2.055	2.029	(5,8)
- Broadband Access Lines		1.186	1.181	1.186	1.204	1.204	1,5
- Mobile Customers		6.015	5.905	5.992	5.934	5.909	(1,8)
<b>HUNGARY</b>							
	1						
- Fixed network Access Lines		1.671	1.677	1.674	1.659	1.655	(1,0)
- Broadband Access Lines		1.000	1.010	1.023	1.028	1.035	3,5
- Mobile Customers		5.476	5.482	5.504	5.372	5.344	(2,4)
<b>POLAND</b>							
- Fixed network Access Lines		18	17	18	18	18	0,0
- Broadband Access Lines		13	13	15	17	15	15,4
- Mobile Customers	2	15.827	15.696	12.056	11.821	11.635	(26,5)
<b>CZECH REPUBLIC</b>							
- Fixed network Access Lines		152	147	154	141	140	(7,9)
- Broadband Access Lines		143	138	134	133	133	(7,0)
- Mobile Customers		5.996	5.981	6.019	6.024	6.008	0,2
<b>CROATIA</b>							
- Fixed network Access Lines		1.038	1.020	1.004	1.012	1.009	(2,8)
- Broadband Access Lines		733	733	741	749	762	4,0
- Mobile Customers		2.241	2.323	2.233	2.206	2.246	0,2
<b>NETHERLANDS</b>							
- Mobile Customers		3.689	3.686	3.677	3.668	3.671	(0,5)
<b>SLOVAKIA</b>							
- Fixed network Access Lines		864	858	855	851	848	(1,9)
- Broadband Access Lines		578	587	599	609	618	6,9
- Mobile Customers		2.196	2.204	2.235	2.231	2.227	1,4
<b>AUSTRIA</b>							
- Mobile Customers		3.934	3.962	4.323	4.221	4.275	8,7
<b>OTHER</b>							
- Fixed network Access Lines	3	389	385	381	367	365	(6,2)
- Broadband Access Lines	3	291	289	285	283	284	(2,4)
- Mobile Customers		3.585	3.579	3.299	3.255	3.287	(8,3)
<b>TOTAL</b>							
	1						
- Fixed network Access Lines		8.875	8.798	8.763	8.687	8.639	(2,7)
- IP		3.805	3.973	4.132	4.261	4.514	18,6
- Broadband Access Lines Retail		5.084	5.122	5.189	5.254	5.307	4,4
- Wholesale Bundled Access Lines		126	121	121	122	124	(1,6)
- Wholesale Unbundled Access Lines		167	181	199	215	227	35,9
- TV (IPTV, SAT, Cable)		3.768	3.832	3.905	3.922	3.961	5,1
- Mobile Customers total		56.345	56.246	52.737	52.208	52.213	(7,3)

1 Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

2 In the fourth quarter of 2015, the number of mobile customers in Poland decreased by 3 838 thousand in connection with the deactivation of inactive prepaid SIM cards.

3 GTS Central Europe Group is part of the European Segment since May 30, 2014. From January 2015 parts of the Group were integrated into Czech Republic and Poland. From April 2015 parts were integrated into Hungary.

# GREECE

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>704</b>	<b>721</b>	<b>761</b>	<b>2.878</b>	<b>685</b>	<b>701</b>	<b>(0,4)</b>	<b>1.396</b>	<b>1.386</b>	<b>(0,7)</b>
- of which Fixed network		448	446	498	1.833	449	459	2,5	889	908	2,1
- of which Mobile communications		303	319	312	1.228	277	291	(4,0)	597	568	(4,9)
<b>EBITDA</b>	<b>1</b>	<b>267</b>	<b>297</b>	<b>291</b>	<b>1.118</b>	<b>267</b>	<b>268</b>	<b>0,4</b>	<b>530</b>	<b>535</b>	<b>0,9</b>
- of which Fixed network		147	162	177	639	165	163	10,9	300	328	9,3
- of which Mobile communications		110	127	101	438	92	97	(11,8)	210	189	(10,0)
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>37,9</b>	<b>41,2</b>	<b>38,2</b>	<b>38,8</b>	<b>39,0</b>	<b>38,2</b>	<b>0,3p</b>	<b>38,0</b>	<b>38,6</b>	<b>0,6p</b>
- of which Fixed network	<b>%</b>	32,8	36,3	35,5	34,9	36,7	35,5	2,7p	33,7	36,1	2,4p
- of which Mobile communications	<b>%</b>	36,3	39,8	32,4	35,7	33,2	33,3	(3,0p)	35,2	33,3	(1,9p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>44</b>	<b>88</b>	<b>94</b>	<b>311</b>	<b>87</b>	<b>100</b>	<b>n.a.</b>	<b>129</b>	<b>187</b>	<b>45,0</b>
- of which Fixed network		29	45	43	154	55	51	75,9	66	106	60,6
- of which Mobile communications		14	41	46	149	31	47	n.a.	62	78	25,8
<b>CASH CONTRIBUTION</b>		<b>223</b>	<b>209</b>	<b>197</b>	<b>807</b>	<b>180</b>	<b>168</b>	<b>(24,7)</b>	<b>401</b>	<b>348</b>	<b>(13,2)</b>
- of which Fixed network		118	117	134	485	110	112	(5,1)	234	222	(5,1)
- of which Mobile communications		97	85	55	289	61	50	(48,5)	148	111	(25,0)

1 Special factors affecting EBITDA: EUR 45mn in Q2/15, EUR 1mn in Q3/15, EUR 21mn in Q4/15, EUR 4mn in Q1/16 and EUR 1mn in Q2/16.

# GREECE

## OPERATIONALS

	Note	Q2 2015	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Change %	H1 2015	H1 2016	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	2.591	2.577	2.586	2.586	2.583	2.576	(0,6)	2.591	2.576	(0,6)
- IP	('000)	20	36	78	78	166	302	n.a.	20	302	n.a.
Broadband Access Lines Retail	('000)	1.426	1.457	1.505	1.505	1.541	1.573	10,3	1.426	1.573	10,3
TV (IPTV, SAT, Cable)	('000)	378	412	445	445	456	457	20,9	378	457	20,9
Wholesale Bundled Access Lines	('000)	21	23	26	26	32	38	81,0	21	38	81,0
ULLs/Wholesale PSTN	('000)	2.057	2.055	2.057	2.057	2.062	2.063	0,3	2.057	2.063	0,3
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	243	261	237	970	222	234	(3,7)	472	456	(3,4)
<b>CUSTOMERS</b>	<b>('000)</b>	<b>7.387</b>	<b>7.428</b>	<b>7.399</b>	<b>7.399</b>	<b>7.477</b>	<b>7.610</b>	<b>3,0</b>	<b>7.387</b>	<b>7.610</b>	<b>3,0</b>
- contract	('000)	2.289	2.283	2.250	2.250	2.231	2.226	(2,8)	2.289	2.226	(2,8)
- prepaid	('000)	5.097	5.144	5.150	5.150	5.245	5.384	5,6	5.097	5.384	5,6
<b>NET ADDS</b>	<b>('000)</b>	<b>78</b>	<b>41</b>	<b>(28)</b>	<b>119</b>	<b>77</b>	<b>133</b>	<b>70,5</b>	<b>107</b>	<b>211</b>	<b>97,2</b>
- contract	('000)	30	(6)	(34)	23	(18)	(5)	n.a.	62	(23)	n.a.
- prepaid	('000)	49	47	6	97	96	138	n.a.	44	234	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,5</b>	<b>1,7</b>	<b>1,7</b>	<b>1,6</b>	<b>1,6</b>	<b>1,6</b>	<b>0,1p</b>	<b>1,5</b>	<b>1,6</b>	<b>0,1p</b>
- contract	(%)	1,2	1,1	1,8	1,3	1,5	1,4	0,2p	1,2	1,5	0,3p
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>18</b>	<b>10</b>	<b>13</b>	<b>14</b>	<b>12</b>	<b>12</b>	<b>(33,3)</b>	<b>17</b>	<b>12</b>	<b>(29,4)</b>
- contract	€	63	66	59	60	66	62	(1,6)	58	64	10,3
- prepaid	€	2	2	2	2	2	2	0,0	2	2	0,0
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>40</b>	<b>45</b>	<b>42</b>	<b>41</b>	<b>40</b>	<b>36</b>	<b>(10,0)</b>	<b>40</b>	<b>38</b>	<b>(5,0)</b>
<b>ARPU</b>	<b>€</b>	<b>11</b>	<b>12</b>	<b>11</b>	<b>11</b>	<b>10</b>	<b>10</b>	<b>(9,1)</b>	<b>11</b>	<b>10</b>	<b>(9,1)</b>
- contract	€	25	27	24	25	23	25	0,0	25	24	(4,0)
- prepaid	€	5	5	5	5	4	4	(20,0)	5	4	(20,0)
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>27</b>	<b>31</b>	<b>28</b>	<b>28</b>	<b>29</b>	<b>29</b>	<b>2p</b>	<b>27</b>	<b>29</b>	<b>2p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>299</b>	<b>288</b>	<b>284</b>	<b>288</b>	<b>270</b>	<b>282</b>	<b>(5,7)</b>	<b>291</b>	<b>276</b>	<b>(5,2)</b>
- contract	(min)	444	420	439	430	423	452	1,8	432	438	1,4

# ROMANIA

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

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>241</b>	<b>239</b>	<b>263</b>	<b>984</b>	<b>234</b>	<b>242</b>	<b>0,4</b>	<b>482</b>	<b>476</b>	<b>(1,2)</b>
<b>PRODUCT VIEW</b>		<b>241</b>	<b>239</b>	<b>263</b>	<b>984</b>	<b>234</b>	<b>242</b>	<b>0,4</b>	<b>482</b>	<b>476</b>	<b>(1,2)</b>
- Fixed network		142	132	148	562	127	136	(4,2)	282	263	(6,7)
- Mobile communications		99	107	115	422	107	106	7,1	200	213	6,5
<b>SEGMENT VIEW</b>		<b>241</b>	<b>239</b>	<b>263</b>	<b>984</b>	<b>234</b>	<b>242</b>	<b>0,4</b>	<b>482</b>	<b>476</b>	<b>(1,2)</b>
- of which Consumer		153	157	165	635	153	152	(0,7)	313	305	(2,6)
- of which Business		54	53	69	230	50	56	1,8	109	106	(2,8)
<b>EBITDA</b>	2	<b>49</b>	<b>48</b>	<b>53</b>	<b>205</b>	<b>38</b>	<b>38</b>	<b>(22,4)</b>	<b>104</b>	<b>76</b>	<b>(26,9)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>20,3</b>	<b>20,1</b>	<b>20,2</b>	<b>20,8</b>	<b>16,2</b>	<b>15,7</b>	<b>(4,6p)</b>	<b>21,6</b>	<b>16,0</b>	<b>(5,6p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>32</b>	<b>28</b>	<b>23</b>	<b>132</b>	<b>33</b>	<b>30</b>	<b>(9,1)</b>	<b>81</b>	<b>63</b>	<b>(22,2)</b>
<b>CASH CONTRIBUTION</b>		<b>17</b>	<b>20</b>	<b>30</b>	<b>73</b>	<b>5</b>	<b>8</b>	<b>(50,0)</b>	<b>23</b>	<b>13</b>	<b>(43,5)</b>

1 Since our subsidiary in Romania offers convergent Fixed and Mobile products, from Q3/15 onwards it is shown as integrated company. For better comparability figures for prior periods have been adjusted.

2 Special factors affecting EBITDA: EUR 2mn in Q2/15, EUR 13mn in Q3/15, EUR 3mn in Q4/15 and EUR 5mn in Q2/16.

# ROMANIA

## OPERATIONALS

	Note	Q2 2015	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Change %	H1 2015	H1 2016	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	2.153	2.117	2.091	2.091	2.055	2.029	(5,8)	2.153	2.029	(5,8)
- IP	('000)	341	362	392	392	409	437	28,2	341	437	28,2
Broadband Access Lines Retail	('000)	1.186	1.181	1.186	1.186	1.204	1.204	1,5	1.186	1.204	1,5
TV (IPTV, SAT, Cable)	('000)	1.421	1.432	1.452	1.452	1.449	1.461	2,8	1.421	1.461	2,8
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	79	83	83	325	81	81	2,5	159	162	1,9
<b>CUSTOMERS</b>	<b>('000)</b>	<b>6.015</b>	<b>5.905</b>	<b>5.992</b>	<b>5.992</b>	<b>5.934</b>	<b>5.909</b>	<b>(1,8)</b>	<b>6.015</b>	<b>5.909</b>	<b>(1,8)</b>
- contract	('000)	1.794	1.846	1.893	1.893	1.923	1.956	9,0	1.794	1.956	9,0
- prepaid	('000)	4.221	4.060	4.099	4.099	4.011	3.953	(6,3)	4.221	3.953	(6,3)
<b>NET ADDS</b>	<b>('000)</b>	<b>7</b>	<b>(109)</b>	<b>87</b>	<b>(55)</b>	<b>(58)</b>	<b>(25)</b>	<b>n.a.</b>	<b>(33)</b>	<b>(83)</b>	<b>n.a.</b>
- contract	('000)	43	52	47	203	30	33	(23,3)	103	63	(38,8)
- prepaid	('000)	(36)	(161)	39	(258)	(88)	(58)	(61,1)	(136)	(146)	(7,4)
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>2,8</b>	<b>3,3</b>	<b>3,1</b>	<b>3,0</b>	<b>3,4</b>	<b>3,1</b>	<b>0,3p</b>	<b>2,8</b>	<b>3,3</b>	<b>0,5p</b>
- contract	(%)	1,3	1,2	1,7	1,3	1,7	1,5	0,2p	1,2	1,6	0,4p
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>13</b>	<b>17</b>	<b>14</b>	<b>14</b>	<b>11</b>	<b>8</b>	<b>(38,5)</b>	<b>12</b>	<b>10</b>	<b>(16,7)</b>
- contract	€	57	63	53	54	43	35	(38,6)	49	39	(20,4)
- prepaid	€	1	1	2	1	1	0	(100,0)	1	1	0,0
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>7</b>	<b>11</b>	<b>10</b>	<b>9</b>	<b>13</b>	<b>20</b>	<b>n.a.</b>	<b>7</b>	<b>16</b>	<b>n.a.</b>
<b>ARPU</b>	<b>€</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>0,0</b>	<b>5</b>	<b>5</b>	<b>0,0</b>
- contract	€	9	9	9	9	9	9	0,0	9	9	0,0
- prepaid	€	3	3	3	3	3	3	0,0	3	3	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>24</b>	<b>27</b>	<b>27</b>	<b>26</b>	<b>29</b>	<b>29</b>	<b>5p</b>	<b>26</b>	<b>29</b>	<b>3p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>299</b>	<b>289</b>	<b>297</b>	<b>295</b>	<b>303</b>	<b>292</b>	<b>(2,3)</b>	<b>298</b>	<b>298</b>	<b>0,0</b>
- contract	(min)	454	435	440	446	434	428	(5,7)	455	431	(5,3)

# HUNGARY

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

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>	<b>2</b>	<b>453</b>	<b>432</b>	<b>518</b>	<b>1.848</b>	<b>403</b>	<b>408</b>	<b>(9,9)</b>	<b>898</b>	<b>811</b>	<b>(9,7)</b>
<b>PRODUCT VIEW</b>		<b>453</b>	<b>432</b>	<b>518</b>	<b>1.848</b>	<b>403</b>	<b>408</b>	<b>(9,9)</b>	<b>898</b>	<b>811</b>	<b>(9,7)</b>
- Fixed network	<b>3</b>	234	219	292	973	194	188	(19,7)	462	382	(17,3)
- Mobile communications		219	213	226	875	209	220	0,5	436	429	(1,6)
<b>SEGMENT VIEW</b>		<b>453</b>	<b>432</b>	<b>518</b>	<b>1.848</b>	<b>403</b>	<b>408</b>	<b>(9,9)</b>	<b>898</b>	<b>811</b>	<b>(9,7)</b>
- of which Consumer		234	230	245	942	227	236	0,9	467	463	(0,9)
- of which Business		155	141	199	631	139	134	(13,5)	291	273	(6,2)
<b>EBITDA</b>	<b>2,4</b>	<b>145</b>	<b>142</b>	<b>124</b>	<b>526</b>	<b>126</b>	<b>144</b>	<b>(0,7)</b>	<b>260</b>	<b>270</b>	<b>3,8</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>32,0</b>	<b>32,9</b>	<b>23,9</b>	<b>28,5</b>	<b>31,3</b>	<b>35,3</b>	<b>3,3p</b>	<b>29,0</b>	<b>33,3</b>	<b>4,3p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>52</b>	<b>63</b>	<b>93</b>	<b>271</b>	<b>71</b>	<b>66</b>	<b>26,9</b>	<b>115</b>	<b>137</b>	<b>19,1</b>
<b>CASH CONTRIBUTION</b>		<b>93</b>	<b>79</b>	<b>31</b>	<b>255</b>	<b>55</b>	<b>78</b>	<b>(16,1)</b>	<b>145</b>	<b>133</b>	<b>(8,3)</b>

<sup>1</sup> Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

<sup>2</sup> From April 2015 parts of the GTS Central Europe Group were integrated into Hungary.

<sup>3</sup> Fixed Network includes Total revenue of HU GHS.

<sup>4</sup> Special factors affecting EBITDA: EUR 1mn in Q2/15, EUR 13mn in Q3/15, EUR 5mn in Q4/15 and EUR -7mn in Q1/16.

# HUNGARY

## OPERATIONALS<sup>1</sup>

	Note	Q2 2015	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Change %	H1 2015	H1 2016	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>	<b>2</b>										
Fixed network Access Lines	('000)	1.671	1.677	1.674	1.674	1.659	1.655	(1,0)	1.671	1.655	(1,0)
- IP	('000)	1.136	1.207	1.286	1.286	1.331	1.428	25,7	1.136	1.428	25,7
Broadband Access Lines Retail	('000)	956	975	988	988	996	1.003	4,9	956	1.003	4,9
TV (IPTV, SAT, Cable)	('000)	939	949	961	961	964	971	3,4	939	971	3,4
Wholesale Bundled Access Lines	('000)	18	17	17	17	15	16	(11,1)	18	16	(11,1)
ULLs/Wholesale PSTN	('000)	11	10	10	10	9	9	(18,2)	11	9	(18,2)
Wholesale Unbundled Access Lines	('000)	12	12	12	12	13	12	0,0	12	12	0,0
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	178	181	178	721	173	177	(0,6)	362	350	(3,3)
<b>CUSTOMERS</b>	<b>('000)</b>	<b>5.476</b>	<b>5.482</b>	<b>5.504</b>	<b>5.504</b>	<b>5.372</b>	<b>5.344</b>	<b>(2,4)</b>	<b>5.476</b>	<b>5.344</b>	<b>(2,4)</b>
- contract	('000)	3.055	3.069	3.103	3.103	3.100	3.110	1,8	3.055	3.110	1,8
- prepaid	('000)	2.421	2.414	2.401	2.401	2.271	2.234	(7,7)	2.421	2.234	(7,7)
<b>NET ADDS</b>	<b>('000)</b>	<b>13</b>	<b>6</b>	<b>22</b>	<b>26</b>	<b>(132)</b>	<b>(27)</b>	<b>n.a.</b>	<b>(2)</b>	<b>(160)</b>	<b>n.a.</b>
- contract	('000)	46	13	34	106	(2)	10	(78,3)	58	7	(87,9)
- prepaid	('000)	(33)	(7)	(13)	(80)	(130)	(37)	(12,1)	(60)	(167)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,4</b>	<b>1,6</b>	<b>1,2</b>	<b>1,4</b>	<b>1,8</b>	<b>1,4</b>	<b>0,0p</b>	<b>1,4</b>	<b>1,6</b>	<b>0,2p</b>
- contract	(%)	0,8	0,9	0,8	0,9	1,0	0,8	0,0p	0,9	0,9	0,0p
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>19</b>	<b>14</b>	<b>24</b>	<b>19</b>	<b>19</b>	<b>20</b>	<b>5,3</b>	<b>19</b>	<b>19</b>	<b>0,0</b>
- contract	€	30	42	53	40	40	45	50,0	34	42	23,5
- prepaid	€	10	3	4	5	3	6	(40,0)	8	4	(50,0)
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>54</b>	<b>47</b>	<b>66</b>	<b>55</b>	<b>55</b>	<b>56</b>	<b>3,7</b>	<b>53</b>	<b>56</b>	<b>5,7</b>
<b>ARPU</b>	<b>€</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>0,0</b>	<b>11</b>	<b>11</b>	<b>0,0</b>
- contract	€	17	17	17	17	16	16	(5,9)	17	16	(5,9)
- prepaid	€	4	4	4	4	3	4	0,0	4	4	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>27</b>	<b>28</b>	<b>28</b>	<b>27</b>	<b>33</b>	<b>33</b>	<b>6p</b>	<b>26</b>	<b>33</b>	<b>7p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>186</b>	<b>187</b>	<b>187</b>	<b>185</b>	<b>186</b>	<b>201</b>	<b>8,1</b>	<b>182</b>	<b>194</b>	<b>6,6</b>
- contract	(min)	291	290	289	288	288	309	6,2	286	298	4,2

1 Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

2 From April 2015 parts of the GTS Central Europe Group were integrated into Hungary.



# POLAND

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>385</b>	<b>391</b>	<b>386</b>	<b>1.544</b>	<b>378</b>	<b>343</b>	<b>(10,9)</b>	<b>767</b>	<b>721</b>	<b>(6,0)</b>
<b>PRODUCT VIEW</b>		<b>385</b>	<b>391</b>	<b>386</b>	<b>1.544</b>	<b>378</b>	<b>343</b>	<b>(10,9)</b>	<b>767</b>	<b>721</b>	<b>(6,0)</b>
- Fixed network		29	26	23	101	24	24	(11,1)	51	48	(5,9)
- Mobile communications		358	365	362	1.443	354	319	(10,9)	716	673	(6,0)
<b>SEGMENT VIEW</b>		<b>385</b>	<b>391</b>	<b>386</b>	<b>1.544</b>	<b>378</b>	<b>343</b>	<b>(10,9)</b>	<b>767</b>	<b>721</b>	<b>(6,0)</b>
- of which Consumer		217	216	215	868	196	198	(8,8)	437	394	(9,8)
- of which Business		136	132	132	536	124	126	(7,4)	272	250	(8,1)
<b>EBITDA</b>	1	<b>145</b>	<b>164</b>	<b>141</b>	<b>580</b>	<b>120</b>	<b>100</b>	<b>(31,0)</b>	<b>275</b>	<b>220</b>	<b>(20,0)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>37,7</b>	<b>41,9</b>	<b>36,5</b>	<b>37,6</b>	<b>31,7</b>	<b>29,2</b>	<b>(8,5p)</b>	<b>35,9</b>	<b>30,5</b>	<b>(5,4p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>45</b>	<b>34</b>	<b>48</b>	<b>189</b>	<b>546</b>	<b>35</b>	<b>(22,2)</b>	<b>107</b>	<b>581</b>	<b>n.a.</b>
<b>CASH CONTRIBUTION</b>		<b>100</b>	<b>130</b>	<b>93</b>	<b>391</b>	<b>(426)</b>	<b>65</b>	<b>(35,0)</b>	<b>168</b>	<b>(361)</b>	<b>n.a.</b>

1 Special factors affecting EBITDA: EUR 6mn in Q2/15, EUR 1mn in Q3/15, EUR 1mn in Q4/15 and EUR 14mn in Q1/16.

# POLAND

## OPERATIONALS

	Note	Q2 2015	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Change %	H1 2015	H1 2016	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	18	17	18	18	18	18	0,0	18	18	0,0
- IP	('000)	3	3	3	3	2	2	(33,3)	3	2	(33,3)
Broadband Access Lines Retail	('000)	9	8	10	10	10	10	11,1	9	10	11,1
TV (IPTV, SAT, Cable)	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	4	4	5	5	6	5	25,0	4	5	25,0
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	268	267	243	1.034	244	220	(17,9)	524	464	(11,5)
<b>CUSTOMERS</b>	<b>('000)</b>	<b>15.827</b>	<b>15.696</b>	<b>12.056</b>	<b>12.056</b>	<b>11.821</b>	<b>11.635</b>	<b>(26,5)</b>	<b>15.827</b>	<b>11.635</b>	<b>(26,5)</b>
- contract	('000)	6.708	6.640	6.569	6.569	6.518	6.516	(2,9)	6.708	6.516	(2,9)
- prepaid	('000)	1	9.056	5.487	5.487	5.303	5.119	(43,9)	9.118	5.119	(43,9)
<b>NET ADDS</b>	<b>('000)</b>	<b>32</b>	<b>(130)</b>	<b>(3.641)</b>	<b>(3.646)</b>	<b>(235)</b>	<b>(186)</b>	<b>n.a.</b>	<b>125</b>	<b>(421)</b>	<b>n.a.</b>
- contract	('000)	(76)	(68)	(71)	(254)	(50)	(3)	96,1	(115)	(53)	53,9
- prepaid	('000)	1	(62)	(3.569)	(3.391)	(184)	(183)	n.a.	240	(368)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>2,1</b>	<b>2,6</b>	<b>11,0</b>	<b>4,3</b>	<b>3,4</b>	<b>3,3</b>	<b>1,2p</b>	<b>2,1</b>	<b>3,4</b>	<b>1,3p</b>
- contract	(%)	1,1	1,1	1,2	1,1	1,2	1,1	0,0p	1,1	1,1	0,0p
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>11</b>	<b>6</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>6</b>	<b>(45,5)</b>	<b>8</b>	<b>6</b>	<b>(25,0)</b>
- contract	€	65	34	35	38	31	27	(58,5)	41	29	(29,3)
- prepaid	€	2	1	1	2	2	1	(50,0)	2	1	(50,0)
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>6</b>	<b>12</b>	<b>(12)</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>(100,0)</b>	<b>3</b>	<b>0</b>	<b>(100,0)</b>
<b>ARPU</b>	<b>€</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>7</b>	<b>6</b>	<b>0,0</b>	<b>6</b>	<b>7</b>	<b>16,7</b>
- contract	€	11	11	10	11	10	9	(18,2)	11	10	(9,1)
- prepaid	€	2	2	2	2	2	2	0,0	2	2	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>39</b>	<b>39</b>	<b>40</b>	<b>39</b>	<b>39</b>	<b>46</b>	<b>7p</b>	<b>39</b>	<b>42</b>	<b>3p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>154</b>	<b>154</b>	<b>172</b>	<b>157</b>	<b>204</b>	<b>213</b>	<b>38,3</b>	<b>152</b>	<b>209</b>	<b>37,5</b>
- contract	(min)	311	313	322	311	325	334	7,4	305	330	8,2

1 In the fourth quarter of 2015, the number of mobile customers in Poland decreased by 3 838 thousand in connection with the deactivation of inactive prepaid SIM cards.

# CZECH REPUBLIC

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>231</b>	<b>242</b>	<b>259</b>	<b>958</b>	<b>229</b>	<b>233</b>	<b>0,9</b>	<b>457</b>	<b>462</b>	<b>1,1</b>
<b>PRODUCT VIEW</b>		<b>231</b>	<b>242</b>	<b>259</b>	<b>958</b>	<b>229</b>	<b>233</b>	<b>0,9</b>	<b>457</b>	<b>462</b>	<b>1,1</b>
- Fixed network		51	51	70	218	51	51	0,0	97	102	5,2
- Mobile communications		181	191	189	740	178	182	0,6	360	360	0,0
<b>SEGMENT VIEW</b>		<b>231</b>	<b>242</b>	<b>259</b>	<b>958</b>	<b>229</b>	<b>233</b>	<b>0,9</b>	<b>457</b>	<b>462</b>	<b>1,1</b>
- of which Consumer		117	117	118	464	113	117	0,0	229	230	0,4
- of which Business		103	107	122	431	103	105	1,9	202	208	3,0
<b>EBITDA</b>	1	<b>96</b>	<b>100</b>	<b>105</b>	<b>390</b>	<b>99</b>	<b>100</b>	<b>4,2</b>	<b>185</b>	<b>199</b>	<b>7,6</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>41,6</b>	<b>41,3</b>	<b>40,5</b>	<b>40,7</b>	<b>43,2</b>	<b>42,9</b>	<b>1,3p</b>	<b>40,5</b>	<b>43,1</b>	<b>2,6p</b>
<b>CASH CAPEX (AS REPORTED)</b>	2	<b>(27)</b>	<b>29</b>	<b>36</b>	<b>104</b>	<b>42</b>	<b>42</b>	<b>n.a.</b>	<b>39</b>	<b>84</b>	<b>n.a.</b>
<b>CASH CONTRIBUTION</b>	2	<b>123</b>	<b>71</b>	<b>69</b>	<b>286</b>	<b>57</b>	<b>58</b>	<b>(52,8)</b>	<b>146</b>	<b>115</b>	<b>(21,2)</b>

1 Special factors affecting EBITDA: EUR 1mn in Q2/15, EUR 3mn in Q4/15 and EUR 1mn in Q1/16.

2 Reported Cash Capex in Q2/15 is impacted by an adjustment of the Q1/15 Cash Capex figure.

# CZECH REPUBLIC

## OPERATIONALS

	Note	Q2 2015	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Change %	H1 2015	H1 2016	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	152	147	154	154	141	140	(7,9)	152	140	(7,9)
- IP	('000)	134	130	137	137	125	125	(6,7)	134	125	(6,7)
Broadband Access Lines Retail	('000)	141	136	132	132	131	131	(7,1)	141	131	(7,1)
TV (IPTV, SAT, Cable)	('000)	2	2	2	2	2	6	n.a.	2	6	n.a.
ULLs/Wholesale PSTN	('000)	8	7	7	7	7	6	(25,0)	8	6	(25,0)
Wholesale Unbundled Access Lines	('000)	2	2	2	2	2	2	0,0	2	2	0,0
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	166	172	168	666	165	170	2,4	326	335	2,8
<b>CUSTOMERS</b>	<b>('000)</b>	<b>5.996</b>	<b>5.981</b>	<b>6.019</b>	<b>6.019</b>	<b>6.024</b>	<b>6.008</b>	<b>0,2</b>	<b>5.996</b>	<b>6.008</b>	<b>0,2</b>
- contract	('000)	3.532	3.556	3.597	3.597	3.628	3.623	2,6	3.532	3.623	2,6
- prepaid	('000)	2.464	2.425	2.422	2.422	2.396	2.385	(3,2)	2.464	2.385	(3,2)
<b>NET ADDS</b>	<b>('000)</b>	<b>3</b>	<b>(16)</b>	<b>38</b>	<b>18</b>	<b>5</b>	<b>(16)</b>	<b>n.a.</b>	<b>(4)</b>	<b>(11)</b>	<b>n.a.</b>
- contract	('000)	13	24	41	97	31	(5)	n.a.	32	26	(18,8)
- prepaid	('000)	(10)	(39)	(3)	(78)	(26)	(11)	(10,0)	(36)	(37)	(2,8)
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,6</b>	<b>1,5</b>	<b>1,3</b>	<b>1,5</b>	<b>1,3</b>	<b>1,4</b>	<b>(0,2p)</b>	<b>1,5</b>	<b>1,4</b>	<b>(0,1p)</b>
- contract	(%)	0,6	0,5	0,5	0,6	0,5	0,6	0,0p	0,6	0,6	0,0p
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>22</b>	<b>24</b>	<b>21</b>	<b>22</b>	<b>21</b>	<b>23</b>	<b>4,5</b>	<b>21</b>	<b>22</b>	<b>4,8</b>
- contract	€	50	57	47	50	49	54	8,0	49	51	4,1
- prepaid	€	2	3	3	3	4	3	50,0	2	4	100,0
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>10</b>	<b>12</b>	<b>13</b>	<b>11</b>	<b>12</b>	<b>14</b>	<b>40,0</b>	<b>9</b>	<b>13</b>	<b>44,4</b>
<b>ARPU</b>	<b>€</b>	<b>9</b>	<b>10</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>0,0</b>	<b>9</b>	<b>9</b>	<b>0,0</b>
- contract	€	13	14	13	13	13	13	0,0	13	13	0,0
- prepaid	€	3	4	4	3	3	3	0,0	3	3	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>45</b>	<b>47</b>	<b>47</b>	<b>45</b>	<b>48</b>	<b>47</b>	<b>2p</b>	<b>43</b>	<b>47</b>	<b>4p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>158</b>	<b>153</b>	<b>157</b>	<b>155</b>	<b>155</b>	<b>161</b>	<b>1,9</b>	<b>156</b>	<b>158</b>	<b>1,3</b>
- contract	(min)	240	230	234	235	231	238	(0,8)	238	235	(1,3)

## NETHERLANDS

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>362</b>	<b>346</b>	<b>340</b>	<b>1.394</b>	<b>324</b>	<b>319</b>	<b>(11,9)</b>	<b>708</b>	<b>643</b>	<b>(9,2)</b>
- of which Consumer		266	249	245	1.011	228	222	(16,5)	517	450	(13,0)
- of which Business		62	62	62	249	60	59	(4,8)	125	119	(4,8)
<b>EBITDA</b>	1	<b>124</b>	<b>125</b>	<b>118</b>	<b>500</b>	<b>88</b>	<b>102</b>	<b>(17,7)</b>	<b>257</b>	<b>190</b>	<b>(26,1)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>34,3</b>	<b>36,1</b>	<b>34,7</b>	<b>35,9</b>	<b>27,2</b>	<b>32,0</b>	<b>(2,3p)</b>	<b>36,3</b>	<b>29,5</b>	<b>(6,8p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>42</b>	<b>41</b>	<b>47</b>	<b>176</b>	<b>54</b>	<b>13</b>	<b>(69,0)</b>	<b>88</b>	<b>67</b>	<b>(23,9)</b>
<b>CASH CONTRIBUTION</b>		<b>82</b>	<b>84</b>	<b>71</b>	<b>324</b>	<b>34</b>	<b>89</b>	<b>8,5</b>	<b>169</b>	<b>123</b>	<b>(27,2)</b>

## OPERATIONALS

	Note	Q2 2015	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Change %	H1 2015	H1 2016	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	255	257	233	1.002	228	226	(11,4)	512	454	(11,3)
<b>CUSTOMERS</b>	('000)	<b>3.689</b>	<b>3.686</b>	<b>3.677</b>	<b>3.677</b>	<b>3.668</b>	<b>3.671</b>	<b>(0,5)</b>	<b>3.689</b>	<b>3.671</b>	<b>(0,5)</b>
- contract	('000)	2.751	2.775	2.800	2.800	2.825	2.857	3,9	2.751	2.857	3,9
- prepaid	('000)	938	910	878	878	843	814	(13,2)	938	814	(13,2)
<b>NET ADDS</b>	('000)	<b>(44)</b>	<b>(4)</b>	<b>(8)</b>	<b>(125)</b>	<b>(9)</b>	<b>3</b>	<b>n.a.</b>	<b>(113)</b>	<b>(6)</b>	<b>94,7</b>
- contract	('000)	2 (85)	24	24	(48)	25	32	n.a.	(97)	57	n.a.
- prepaid	('000)	2 41	(28)	(33)	(77)	(34)	(29)	n.a.	(17)	(63)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,7</b>	<b>1,7</b>	<b>1,6</b>	<b>1,7</b>	<b>1,5</b>	<b>1,4</b>	<b>(0,3p)</b>	<b>1,8</b>	<b>1,5</b>	<b>(0,3p)</b>
- contract	(%)	1,3	1,3	1,3	1,2	1,2	1,0	(0,3p)	1,2	1,1	(0,1p)
<b>SAC PER GROSS ADD</b>	€	<b>124</b>	<b>113</b>	<b>93</b>	<b>117</b>	<b>111</b>	<b>98</b>	<b>(21,0)</b>	<b>133</b>	<b>104</b>	<b>(21,8)</b>
- contract	€	162	143	115	151	130	115	(29,0)	182	123	(32,4)
- prepaid	€	17	19	8	16	18	14	(17,6)	18	16	(11,1)
<b>SRC PER RETAINED CUSTOMER</b>	€	<b>126</b>	<b>95</b>	<b>59</b>	<b>98</b>	<b>121</b>	<b>104</b>	<b>(17,5)</b>	<b>120</b>	<b>113</b>	<b>(5,8)</b>
<b>ARPU</b>	€	<b>23</b>	<b>23</b>	<b>21</b>	<b>22</b>	<b>21</b>	<b>21</b>	<b>(8,7)</b>	<b>23</b>	<b>21</b>	<b>(8,7)</b>
- contract	€	29	30	27	28	26	25	(13,8)	29	26	(10,3)
- prepaid	€	5	4	4	4	4	4	(20,0)	4	4	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>58</b>	<b>59</b>	<b>60</b>	<b>58</b>	<b>61</b>	<b>62</b>	<b>4p</b>	<b>56</b>	<b>61</b>	<b>5p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>168</b>	<b>163</b>	<b>175</b>	<b>165</b>	<b>180</b>	<b>189</b>	<b>12,5</b>	<b>163</b>	<b>184</b>	<b>12,9</b>
- contract	(min)	212	206	221	209	226	233	9,9	208	230	10,6

1 Special factors affecting EBITDA: EUR 1mn in Q2/15, EUR 1mn in Q3/15, EUR 5mn in Q4/15, EUR 1mn in Q1/16 and and EUR 7mn in Q2/16.

2 Q2/15 impacted by reclassification of M2M customers from postpaid to prepaid.

# CROATIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>222</b>	<b>249</b>	<b>227</b>	<b>909</b>	<b>220</b>	<b>230</b>	<b>3,6</b>	<b>433</b>	<b>450</b>	<b>3,9</b>
<b>PRODUCT VIEW</b>		<b>222</b>	<b>249</b>	<b>227</b>	<b>909</b>	<b>220</b>	<b>230</b>	<b>3,6</b>	<b>433</b>	<b>450</b>	<b>3,9</b>
- Fixed network		139	146	136	550	134	137	(1,4)	268	271	1,1
- Mobile communications		85	103	90	359	86	93	9,4	166	179	7,8
<b>SEGMENT VIEW</b>		<b>222</b>	<b>249</b>	<b>227</b>	<b>909</b>	<b>220</b>	<b>230</b>	<b>3,6</b>	<b>433</b>	<b>450</b>	<b>3,9</b>
- of which Consumer		120	124	120	483	116	120	0,0	239	236	(1,3)
- of which Business		70	79	74	287	70	72	2,9	134	142	6,0
<b>EBITDA</b>	1	<b>90</b>	<b>102</b>	<b>94</b>	<b>367</b>	<b>82</b>	<b>95</b>	<b>5,6</b>	<b>171</b>	<b>177</b>	<b>3,5</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>40,5</b>	<b>41,0</b>	<b>41,4</b>	<b>40,4</b>	<b>37,3</b>	<b>41,3</b>	<b>0,8p</b>	<b>39,5</b>	<b>39,3</b>	<b>(0,2p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>39</b>	<b>40</b>	<b>20</b>	<b>129</b>	<b>52</b>	<b>40</b>	<b>2,6</b>	<b>69</b>	<b>92</b>	<b>33,3</b>
<b>CASH CONTRIBUTION</b>		<b>51</b>	<b>62</b>	<b>74</b>	<b>238</b>	<b>30</b>	<b>55</b>	<b>7,8</b>	<b>102</b>	<b>85</b>	<b>(16,7)</b>

1 Special factors affecting EBITDA: EUR 1mn in Q2/15, EUR 1mn in Q4/15, EUR 8mn in Q1/16 and and EUR 1mn in Q2/16.

# CROATIA

## OPERATIONALS

	Note	Q2 2015	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Change %	H1 2015	H1 2016	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	1.038	1.020	1.004	1.004	1.012	1.009	(2,8)	1.038	1.009	(2,8)
- IP	('000)	952	1.001	1.004	1.004	1.012	1.008	5,9	952	1.008	5,9
Broadband Access Lines Retail	('000)	642	638	636	636	634	639	(0,5)	642	639	(0,5)
TV (IPTV, SAT, Cable)	('000)	387	385	388	388	387	391	1,0	387	391	1,0
Wholesale Bundled Access Lines	('000)	45	39	37	37	34	30	(33,3)	45	30	(33,3)
ULLs/Wholesale PSTN	('000)	173	161	159	159	156	153	(11,6)	173	153	(11,6)
Wholesale Unbundled Access Lines	('000)	46	56	68	68	81	93	n.a.	46	93	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	70	82	67	284	66	72	2,9	135	138	2,2
<b>CUSTOMERS</b>	<b>('000)</b>	<b>2.241</b>	<b>2.323</b>	<b>2.233</b>	<b>2.233</b>	<b>2.206</b>	<b>2.246</b>	<b>0,2</b>	<b>2.241</b>	<b>2.246</b>	<b>0,2</b>
- contract	('000)	1.105	1.112	1.119	1.119	1.119	1.128	2,1	1.105	1.128	2,1
- prepaid	('000)	1.136	1.211	1.114	1.114	1.087	1.119	(1,5)	1.136	1.119	(1,5)
<b>NET ADDS</b>	<b>('000)</b>	<b>27</b>	<b>83</b>	<b>(91)</b>	<b>(20)</b>	<b>(27)</b>	<b>40</b>	<b>48,1</b>	<b>(11)</b>	<b>14</b>	<b>n.a.</b>
- contract	('000)	7	7	7	20	0	8	14,3	6	9	50,0
- prepaid	('000)	19	76	(98)	(40)	(27)	32	68,4	(18)	5	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>2,0</b>	<b>2,2</b>	<b>3,7</b>	<b>2,6</b>	<b>2,6</b>	<b>2,2</b>	<b>0,2p</b>	<b>2,3</b>	<b>2,4</b>	<b>0,1p</b>
- contract	(%)	0,8	1,1	1,1	1,0	1,1	1,1	0,3p	1,0	1,1	0,1p
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>12</b>	<b>10</b>	<b>16</b>	<b>13</b>	<b>13</b>	<b>14</b>	<b>16,7</b>	<b>13</b>	<b>14</b>	<b>7,7</b>
- contract	€	50	53	59	53	52	51	2,0	50	52	4,0
- prepaid	€	2	2	3	3	2	2	0,0	3	2	(33,3)
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>74</b>	<b>67</b>	<b>57</b>	<b>63</b>	<b>69</b>	<b>49</b>	<b>(33,8)</b>	<b>64</b>	<b>59</b>	<b>(7,8)</b>
<b>ARPU</b>	<b>€</b>	<b>11</b>	<b>12</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>11</b>	<b>0,0</b>	<b>10</b>	<b>10</b>	<b>0,0</b>
- contract	€	15	18	14	16	15	16	6,7	15	15	0,0
- prepaid	€	6	6	5	6	5	6	0,0	5	5	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>46</b>	<b>49</b>	<b>46</b>	<b>47</b>	<b>49</b>	<b>49</b>	<b>3p</b>	<b>46</b>	<b>49</b>	<b>3p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>200</b>	<b>198</b>	<b>195</b>	<b>195</b>	<b>196</b>	<b>214</b>	<b>7,0</b>	<b>194</b>	<b>205</b>	<b>5,7</b>
- contract	(min)	268	269	266	263	260	285	6,3	258	272	5,4

# SLOVAKIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>185</b>	<b>199</b>	<b>212</b>	<b>783</b>	<b>187</b>	<b>186</b>	<b>0,5</b>	<b>372</b>	<b>373</b>	<b>0,3</b>
<b>PRODUCT VIEW</b>		<b>185</b>	<b>199</b>	<b>212</b>	<b>783</b>	<b>187</b>	<b>186</b>	<b>0,5</b>	<b>372</b>	<b>373</b>	<b>0,3</b>
- Fixed network		97	107	122	422	96	96	(1,0)	193	192	(0,5)
- Mobile communications		88	92	90	361	91	90	2,3	179	181	1,1
<b>SEGMENT VIEW</b>		<b>185</b>	<b>199</b>	<b>212</b>	<b>783</b>	<b>187</b>	<b>186</b>	<b>0,5</b>	<b>372</b>	<b>373</b>	<b>0,3</b>
- of which Consumer		115	119	117	467	119	118	2,6	231	237	2,6
- of which Business		48	60	72	227	47	44	(8,3)	95	91	(4,2)
<b>EBITDA</b>	1	<b>76</b>	<b>83</b>	<b>64</b>	<b>296</b>	<b>78</b>	<b>79</b>	<b>3,9</b>	<b>149</b>	<b>157</b>	<b>5,4</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>41,1</b>	<b>41,7</b>	<b>30,2</b>	<b>37,8</b>	<b>41,7</b>	<b>42,5</b>	<b>1,4p</b>	<b>40,1</b>	<b>42,1</b>	<b>2,0p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>22</b>	<b>24</b>	<b>26</b>	<b>100</b>	<b>43</b>	<b>20</b>	<b>(9,1)</b>	<b>50</b>	<b>63</b>	<b>26,0</b>
<b>CASH CONTRIBUTION</b>		<b>54</b>	<b>59</b>	<b>38</b>	<b>196</b>	<b>35</b>	<b>59</b>	<b>9,3</b>	<b>99</b>	<b>94</b>	<b>(5,1)</b>

1 Special factors affecting EBITDA: EUR 1mn in Q2/15, EUR 6mn in Q4/15 and EUR -2mn in Q1/16.



# SLOVAKIA

## OPERATIONALS

	Note	Q2 2015	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Change %	H1 2015	H1 2016	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	864	858	855	855	851	848	(1,9)	864	848	(1,9)
- IP	('000)	864	858	855	855	851	848	(1,9)	864	848	(1,9)
Broadband Access Lines Retail	('000)	459	465	473	473	481	489	6,5	459	489	6,5
TV (IPTV, SAT, Cable)	('000)	481	489	493	493	500	509	5,8	481	509	5,8
Wholesale Bundled Access Lines	('000)	18	17	17	17	16	16	(11,1)	18	16	(11,1)
Wholesale Unbundled Access Lines	('000)	102	105	109	109	112	113	10,8	102	113	10,8
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	79	84	80	323	82	80	1,3	159	162	1,9
<b>CUSTOMERS</b>	<b>('000)</b>	<b>2.196</b>	<b>2.204</b>	<b>2.235</b>	<b>2.235</b>	<b>2.231</b>	<b>2.227</b>	<b>1,4</b>	<b>2.196</b>	<b>2.227</b>	<b>1,4</b>
- contract	('000)	1.427	1.431	1.453	1.453	1.462	1.463	2,5	1.427	1.463	2,5
- prepaid	('000)	769	773	782	782	770	763	(0,8)	769	763	(0,8)
<b>NET ADDS</b>	<b>('000)</b>	<b>(6)</b>	<b>9</b>	<b>31</b>	<b>15</b>	<b>(4)</b>	<b>(4)</b>	<b>33,3</b>	<b>(24)</b>	<b>(9)</b>	<b>62,5</b>
- contract	('000)	3	4	22	22	8	2	(33,3)	(4)	10	n.a.
- prepaid	('000)	(9)	4	9	(7)	(12)	(6)	33,3	(20)	(18)	10,0
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,1</b>	<b>1,0</b>	<b>1,1</b>	<b>1,1</b>	<b>1,4</b>	<b>1,2</b>	<b>0,1p</b>	<b>1,2</b>	<b>1,3</b>	<b>0,1p</b>
- contract	(%)	0,9	0,8	0,9	0,9	0,9	0,8	(0,1p)	1,0	0,9	(0,1p)
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>65</b>	<b>51</b>	<b>56</b>	<b>58</b>	<b>44</b>	<b>48</b>	<b>(26,2)</b>	<b>64</b>	<b>46</b>	<b>(28,1)</b>
- contract	€	106	100	96	102	80	93	(12,3)	107	86	(19,6)
- prepaid	€	3	4	4	4	3	4	33,3	4	3	(25,0)
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>120</b>	<b>115</b>	<b>159</b>	<b>128</b>	<b>132</b>	<b>133</b>	<b>10,8</b>	<b>114</b>	<b>132</b>	<b>15,8</b>
<b>ARPU</b>	<b>€</b>	<b>12</b>	<b>13</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>0,0</b>	<b>12</b>	<b>12</b>	<b>0,0</b>
- contract	€	17	18	17	17	17	17	0,0	17	17	0,0
- prepaid	€	3	3	3	3	3	3	0,0	3	3	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>37</b>	<b>38</b>	<b>39</b>	<b>38</b>	<b>40</b>	<b>39</b>	<b>2p</b>	<b>38</b>	<b>40</b>	<b>2p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>171</b>	<b>168</b>	<b>175</b>	<b>169</b>	<b>171</b>	<b>179</b>	<b>4,7</b>	<b>167</b>	<b>175</b>	<b>4,8</b>
- contract	(min)	240	235	244	237	238	249	3,8	235	244	3,8

# AUSTRIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>205</b>	<b>207</b>	<b>220</b>	<b>829</b>	<b>208</b>	<b>208</b>	<b>1,5</b>	<b>402</b>	<b>416</b>	<b>3,5</b>
- of which Consumer		155	154	165	624	154	155	0,0	305	309	1,3
- of which Business		42	43	44	167	43	45	7,1	80	88	10,0
<b>EBITDA</b>	1	<b>66</b>	<b>64</b>	<b>64</b>	<b>259</b>	<b>69</b>	<b>70</b>	<b>6,1</b>	<b>131</b>	<b>139</b>	<b>6,1</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>32,2</b>	<b>30,9</b>	<b>29,1</b>	<b>31,2</b>	<b>33,2</b>	<b>33,7</b>	<b>1,5p</b>	<b>32,6</b>	<b>33,4</b>	<b>0,8p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>27</b>	<b>33</b>	<b>39</b>	<b>129</b>	<b>40</b>	<b>24</b>	<b>(11,1)</b>	<b>57</b>	<b>64</b>	<b>12,3</b>
<b>CASH CONTRIBUTION</b>		<b>39</b>	<b>31</b>	<b>25</b>	<b>130</b>	<b>29</b>	<b>46</b>	<b>17,9</b>	<b>74</b>	<b>75</b>	<b>1,4</b>

## OPERATIONALS

	Note	Q2 2015	Q3 2015	Q4 2015	FY 2015	Q1 2016	Q2 2016	Change %	H1 2015	H1 2016	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	175	178	179	704	178	179	2,3	347	357	2,9
<b>CUSTOMERS</b>	('000) 2,3	<b>3.934</b>	<b>3.962</b>	<b>4.323</b>	<b>4.323</b>	<b>4.221</b>	<b>4.275</b>	<b>8,7</b>	<b>3.934</b>	<b>4.275</b>	<b>8,7</b>
- contract	('000)	2.564	2.573	2.959	2.959	3.001	3.057	19,2	2.564	3.057	19,2
- prepaid	('000)	1.370	1.390	1.364	1.364	1.220	1.218	(11,1)	1.370	1.218	(11,1)
<b>NET ADDS</b>	('000) 2	<b>(22)</b>	<b>28</b>	<b>361</b>	<b>304</b>	<b>13</b>	<b>54</b>	<b>n.a.</b>	<b>(85)</b>	<b>67</b>	<b>n.a.</b>
- contract	('000)	(7)	9	387	336	42	56	n.a.	(59)	98	n.a.
- prepaid	('000)	(14)	19	(25)	(32)	(29)	(2)	85,7	(26)	(31)	(19,2)
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,6</b>	<b>1,5</b>	<b>2,6</b>	<b>1,9</b>	<b>2,7</b>	<b>2,7</b>	<b>1,1p</b>	<b>1,7</b>	<b>2,7</b>	<b>1,0p</b>
- contract	(%) 2	0,6	0,6	2,2	1,2	2,4	2,4	1,8p	1,0	2,4	1,4p
<b>SAC PER GROSS ADD</b>	€	<b>53</b>	<b>48</b>	<b>22</b>	<b>35</b>	<b>27</b>	<b>24</b>	<b>(54,7)</b>	<b>54</b>	<b>26</b>	<b>(51,9)</b>
- contract	€	152	143	24	52	35	32	(78,9)	142	33	(76,8)
- prepaid	€	4	4	7	5	4	4	0,0	5	4	(20,0)
<b>SRC PER RETAINED CUSTOMER</b>	€ 2	<b>101</b>	<b>100</b>	<b>106</b>	<b>100</b>	<b>102</b>	<b>107</b>	<b>5,9</b>	<b>95</b>	<b>105</b>	<b>10,5</b>
<b>ARPU</b>	€ 2,3	<b>15</b>	<b>15</b>	<b>14</b>	<b>15</b>	<b>14</b>	<b>14</b>	<b>(6,7)</b>	<b>15</b>	<b>14</b>	<b>(6,7)</b>
- contract	€	21	21	19	20	18	18	(14,3)	20	18	(10,0)
- prepaid	€	4	4	4	4	4	4	0,0	4	4	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>42</b>	<b>43</b>	<b>44</b>	<b>43</b>	<b>45</b>	<b>45</b>	<b>3p</b>	<b>40</b>	<b>45</b>	<b>5p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>203</b>	<b>194</b>	<b>192</b>	<b>199</b>	<b>193</b>	<b>192</b>	<b>(5,4)</b>	<b>205</b>	<b>192</b>	<b>(6,3)</b>
- contract	(min)	257	243	233	242	222	219	(14,8)	246	221	(10,2)

1 Special factors affecting EBITDA: EUR 16mn in Q3/15.

2 Effect in Q4/15: Standardization of SIM card reporting in whole segment.

Effect adjusted KPIs Q4/15: SAC per gross add 76€, SAC per gross add contract 143€, ARPU 15€, ARPU contract 21€.

Effect adjusted KPIs FY/15: SAC per gross add 58€, SAC per gross add contract 144€, ARPU 16€, ARPU contract 21€.

3 Effect in Q1/2016: impacted by reclassification of M2M customers



# CONTENT

At a Glance	4
Excellent market position	6
<hr/>	
<b>GROUP</b>	
Adjusted for special factors	8
EBITDA reconciliation	9
As reported	10
Special factors in the consolidated income statement	11
Details on special factors I & II	12. - 13
Change in the composition of the group	14
Consolidated statement of financial position	16
Provisions for pensions	18
Maturity profile	19
Liquidity reserves	20
Net debt	21
Net debt development	22
Cash capex	23
Free cash flow	24
Personnel	25
Exchange rates	26

<hr/>	
<b>GERMANY</b>	
Financials	29
EBITDA reconciliation	30
Operationals	31
Additional information	32
<hr/>	
<b>UNITED STATES</b>	
Financials	45
EBITDA reconciliation	46
Operationals	47
Additional information	49
<hr/>	
<b>EUROPE</b>	
Financials	56
EBITDA reconciliation	57
Greece	59
Romania	61
Hungary	63
Poland	65
Czech Republic	67

<hr/>	
<b>EUROPE</b>	
Netherlands	69
Croatia	70
Slovakia	72
Austria	74
<hr/>	
<b>SYSTEMS SOLUTIONS</b>	
Financials	77
EBITDA reconciliation	78
<hr/>	
<b>GHS</b>	
Financials	81
EBITDA reconciliation	82
<hr/>	
<b>GLOSSARY</b>	84

## SYSTEMS SOLUTIONS

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

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.073</b>	<b>2.031</b>	<b>2.163</b>	<b>8.194</b>	<b>2.045</b>	<b>2.009</b>	<b>(3,1)</b>	<b>4.000</b>	<b>4.054</b>	<b>1,4</b>
Market Unit		1.641	1.671	1.724	6.657	1.728	1.592	(3,0)	3.262	3.320	1,8
Telekom IT		432	360	439	1.537	317	417	(3,5)	738	734	(0,5)
International Revenue		537	534	529	2.137	631	474	(11,7)	1.074	1.105	2,9
<b>NET REVENUE</b>		<b>1.435</b>	<b>1.452</b>	<b>1.520</b>	<b>5.827</b>	<b>1.545</b>	<b>1.402</b>	<b>(2,3)</b>	<b>2.855</b>	<b>2.947</b>	<b>3,2</b>
<b>EBITDA</b>		<b>203</b>	<b>176</b>	<b>216</b>	<b>740</b>	<b>206</b>	<b>175</b>	<b>(13,8)</b>	<b>348</b>	<b>381</b>	<b>9,5</b>
Market Unit		122	142	182	581	196	111	(9,0)	257	307	19,5
Telekom IT		81	34	34	159	9	65	(19,8)	91	74	(18,7)
EBITDA margin (EBITDA / total revenue)	%	9,8	8,7	10,0	9,0	10,1	8,7	(1,1p)	8,7	9,4	0,7p
Depreciation, amortization and impairment losses		(172)	(128)	(137)	(568)	(116)	(164)	4,7	(303)	(280)	7,6
Profit (loss) from operations = EBIT		31	48	79	172	90	11	(64,5)	45	101	n.a.
<b>EBIT MARGIN</b>	%	<b>1,5</b>	<b>2,4</b>	<b>3,7</b>	<b>2,1</b>	<b>4,4</b>	<b>0,5</b>	<b>(1,0p)</b>	<b>1,1</b>	<b>2,5</b>	<b>1,4p</b>
<b>CASH CAPEX</b>		<b>276</b>	<b>282</b>	<b>345</b>	<b>1.151</b>	<b>237</b>	<b>260</b>	<b>(5,8)</b>	<b>524</b>	<b>497</b>	<b>(5,2)</b>
<b>CASH CONTRIBUTION</b>		<b>(73)</b>	<b>(106)</b>	<b>(129)</b>	<b>(411)</b>	<b>(31)</b>	<b>(85)</b>	<b>(16,4)</b>	<b>(176)</b>	<b>(116)</b>	<b>34,1</b>
<b>ORDER ENTRY</b>		<b>1.281</b>	<b>1.191</b>	<b>1.924</b>	<b>5.608</b>	<b>1.522</b>	<b>1.458</b>	<b>13,8</b>	<b>2.493</b>	<b>2.980</b>	<b>19,5</b>

### FINANCIALS (AS REPORTED)

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.073</b>	<b>2.031</b>	<b>2.163</b>	<b>8.194</b>	<b>2.045</b>	<b>2.009</b>	<b>(3,1)</b>	<b>4.000</b>	<b>4.054</b>	<b>1,4</b>
<b>NET REVENUE</b>		<b>1.435</b>	<b>1.452</b>	<b>1.520</b>	<b>5.827</b>	<b>1.545</b>	<b>1.402</b>	<b>(2,3)</b>	<b>2.855</b>	<b>2.947</b>	<b>3,2</b>
<b>EBITDA</b>		<b>(16)</b>	<b>34</b>	<b>4</b>	<b>93</b>	<b>146</b>	<b>65</b>	<b>n.a.</b>	<b>55</b>	<b>211</b>	<b>n.a.</b>
EBITDA margin (EBITDA / total revenue)	%	(0,8)	1,7	0,2	1,1	7,1	3,2	4,0p	1,4	5,2	3,8p
Depreciation, amortization and impairment losses		(221)	(133)	(139)	(634)	(116)	(164)	25,8	(362)	(280)	22,7
Profit (loss) from operations = EBIT		(237)	(99)	(135)	(541)	30	(99)	58,2	(307)	(69)	77,5
<b>CASH CAPEX</b>		<b>276</b>	<b>282</b>	<b>345</b>	<b>1.151</b>	<b>237</b>	<b>260</b>	<b>(5,8)</b>	<b>524</b>	<b>497</b>	<b>(5,2)</b>
<b>CASH CONTRIBUTION</b>		<b>(292)</b>	<b>(248)</b>	<b>(341)</b>	<b>(1.058)</b>	<b>(91)</b>	<b>(195)</b>	<b>33,2</b>	<b>(469)</b>	<b>(286)</b>	<b>39,0</b>

1 Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.

## SYSTEMS SOLUTIONS

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

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.073</b>	<b>2.031</b>	<b>2.163</b>	<b>8.194</b>	<b>2.045</b>	<b>2.009</b>	<b>(3,1)</b>	<b>4.000</b>	<b>4.054</b>	<b>1,4</b>
Profit (loss) from operations = EBIT		(237)	(99)	(135)	(541)	30	(99)	58,2	(307)	(69)	77,5
- Depreciation, amortization and impairment losses		(221)	(133)	(139)	(634)	(116)	(164)	25,8	(362)	(280)	22,7
<b>= EBITDA</b>		<b>(16)</b>	<b>34</b>	<b>4</b>	<b>93</b>	<b>146</b>	<b>65</b>	<b>n.a.</b>	<b>55</b>	<b>211</b>	<b>n.a.</b>
EBITDA margin	%	(0,8)	1,7	0,2	1,1	7,1	3,2	4,0p	1,4	5,2	3,8p
- Special factors affecting EBITDA		(219)	(142)	(212)	(647)	(60)	(110)	49,8	(293)	(170)	42,0
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>203</b>	<b>176</b>	<b>216</b>	<b>740</b>	<b>206</b>	<b>175</b>	<b>(13,8)</b>	<b>348</b>	<b>381</b>	<b>9,5</b>
EBITDA margin (adjusted for special factors)	%	9,8	8,7	10,0	9,0	10,1	8,7	(1,1p)	8,7	9,4	0,7p

## SPECIAL FACTORS

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(219)</b>	<b>(142)</b>	<b>(212)</b>	<b>(647)</b>	<b>(60)</b>	<b>(110)</b>	<b>49,8</b>	<b>(293)</b>	<b>(170)</b>	<b>42,0</b>
- of which personnel		(116)	(73)	(143)	(367)	(33)	(77)	33,6	(151)	(110)	27,2
- of which other		(103)	(69)	(69)	(280)	(27)	(33)	68,0	(142)	(60)	57,7
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(268)</b>	<b>(147)</b>	<b>(214)</b>	<b>(713)</b>	<b>(60)</b>	<b>(110)</b>	<b>59,0</b>	<b>(352)</b>	<b>(170)</b>	<b>51,7</b>
- of which personnel		(116)	(73)	(143)	(367)	(33)	(77)	33,6	(151)	(110)	27,2
- of which other		(152)	(74)	(71)	(346)	(27)	(33)	78,3	(201)	(60)	70,1

<sup>1</sup> Business customer operations at Magyar Telekom in Hungary, which had previously been organizationally assigned to the Systems Solutions operating segment, have been bundled and reported under the Europe operating segment since January 1, 2016. Comparative figures have been adjusted retrospectively.



# CONTENT

At a Glance	4
Excellent market position	6
<hr/>	
<b>GROUP</b>	
Adjusted for special factors	8
EBITDA reconciliation	9
As reported	10
Special factors in the consolidated income statement	11
Details on special factors I & II	12. - 13
Change in the composition of the group	14
Consolidated statement of financial position	16
Provisions for pensions	18
Maturity profile	19
Liquidity reserves	20
Net debt	21
Net debt development	22
Cash capex	23
Free cash flow	24
Personnel	25
Exchange rates	26

<hr/>	
<b>GERMANY</b>	
Financials	29
EBITDA reconciliation	30
Operationals	31
Additional information	32
<hr/>	
<b>UNITED STATES</b>	
Financials	45
EBITDA reconciliation	46
Operationals	47
Additional information	49
<hr/>	
<b>EUROPE</b>	
Financials	56
EBITDA reconciliation	57
Greece	59
Romania	61
Hungary	63
Poland	65
Czech Republic	67

<hr/>	
<b>EUROPE</b>	
Netherlands	69
Croatia	70
Slovakia	72
Austria	74
<hr/>	
<b>SYSTEMS SOLUTIONS</b>	
Financials	77
EBITDA reconciliation	78
<hr/>	
<b>GHS</b>	
Financials	81
EBITDA reconciliation	82
<hr/>	
<b>GLOSSARY</b>	84



## GROUP HEADQUARTERS & GROUP SERVICES

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>584</b>	<b>555</b>	<b>571</b>	<b>2.275</b>	<b>513</b>	<b>542</b>	<b>(7,2)</b>	<b>1.149</b>	<b>1.055</b>	<b>(8,2)</b>
<b>NET REVENUE</b>		<b>165</b>	<b>140</b>	<b>166</b>	<b>626</b>	<b>115</b>	<b>124</b>	<b>(24,8)</b>	<b>320</b>	<b>239</b>	<b>(25,3)</b>
<b>EBITDA</b>		<b>(76)</b>	<b>(133)</b>	<b>(321)</b>	<b>(552)</b>	<b>(117)</b>	<b>(108)</b>	<b>(42,1)</b>	<b>(98)</b>	<b>(225)</b>	<b>n.a.</b>
EBITDA margin (EBITDA / total revenue)	%	(13,0)	(24,0)	(56,2)	(24,3)	(22,8)	(19,9)	(6,9p)	(8,5)	(21,3)	(12,8p)
Depreciation, amortization and impairment losses		(138)	(158)	(171)	(611)	(130)	(129)	6,5	(282)	(259)	8,2
Profit (loss) from operations = EBIT		(214)	(291)	(492)	(1.163)	(247)	(237)	(10,7)	(380)	(484)	(27,4)
<b>CASH CAPEX</b>		<b>65</b>	<b>69</b>	<b>112</b>	<b>342</b>	<b>60</b>	<b>51</b>	<b>(21,5)</b>	<b>161</b>	<b>111</b>	<b>(31,1)</b>
<b>CASH CONTRIBUTION</b>		<b>(141)</b>	<b>(202)</b>	<b>(433)</b>	<b>(894)</b>	<b>(177)</b>	<b>(159)</b>	<b>(12,8)</b>	<b>(259)</b>	<b>(336)</b>	<b>(29,7)</b>

### FINANCIALS (AS REPORTED)

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>584</b>	<b>555</b>	<b>571</b>	<b>2.275</b>	<b>513</b>	<b>542</b>	<b>(7,2)</b>	<b>1.149</b>	<b>1.055</b>	<b>(8,2)</b>
<b>NET REVENUE</b>		<b>165</b>	<b>140</b>	<b>166</b>	<b>626</b>	<b>115</b>	<b>124</b>	<b>(24,8)</b>	<b>320</b>	<b>239</b>	<b>(25,3)</b>
<b>EBITDA</b>		<b>(93)</b>	<b>(167)</b>	<b>135</b>	<b>(233)</b>	<b>2.269</b>	<b>(307)</b>	<b>n.a.</b>	<b>(201)</b>	<b>1.962</b>	<b>n.a.</b>
EBITDA margin (EBITDA / total revenue)	%	(15,9)	(30,1)	23,6	(10,2)	n.a.	(56,6)	(40,7p)	(17,5)	n.a.	n.a.
Depreciation, amortization and impairment losses		(138)	(174)	(171)	(627)	(130)	(129)	6,5	(282)	(259)	8,2
Profit (loss) from operations = EBIT		(231)	(341)	(36)	(860)	2.139	(436)	(88,7)	(483)	1.703	n.a.
<b>CASH CAPEX</b>		<b>65</b>	<b>69</b>	<b>112</b>	<b>342</b>	<b>60</b>	<b>51</b>	<b>(21,5)</b>	<b>161</b>	<b>111</b>	<b>(31,1)</b>
<b>CASH CONTRIBUTION</b>		<b>(158)</b>	<b>(236)</b>	<b>23</b>	<b>(575)</b>	<b>2.209</b>	<b>(358)</b>	<b>n.a.</b>	<b>(362)</b>	<b>1.851</b>	<b>n.a.</b>

## GROUP HEADQUARTERS & GROUP SERVICES

### EBITDA RECONCILIATION

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>584</b>	<b>555</b>	<b>571</b>	<b>2.275</b>	<b>513</b>	<b>542</b>	<b>(7,2)</b>	<b>1.149</b>	<b>1.055</b>	<b>(8,2)</b>
Profit (loss) from operations = EBIT		(231)	(341)	(36)	(860)	2.139	(436)	(88,7)	(483)	1.703	n.a.
- Depreciation, amortization and impairment losses		(138)	(174)	(171)	(627)	(130)	(129)	6,5	(282)	(259)	8,2
<b>= EBITDA</b>		<b>(93)</b>	<b>(167)</b>	<b>135</b>	<b>(233)</b>	<b>2.269</b>	<b>(307)</b>	<b>n.a.</b>	<b>(201)</b>	<b>1.962</b>	<b>n.a.</b>
EBITDA margin	%	(15,9)	(30,1)	23,6	(10,2)	n.a.	(56,6)	(40,7p)	(17,5)	n.a.	n.a.
- Special factors affecting EBITDA		(17)	(34)	456	319	2.386	(199)	n.a.	(103)	2.187	n.a.
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>(76)</b>	<b>(133)</b>	<b>(321)</b>	<b>(552)</b>	<b>(117)</b>	<b>(108)</b>	<b>(42,1)</b>	<b>(98)</b>	<b>(225)</b>	<b>n.a.</b>
EBITDA margin (adjusted for special factors)	%	(13,0)	(24,0)	(56,2)	(24,3)	(22,8)	(19,9)	(6,9p)	(8,5)	(21,3)	(12,8p)

### SPECIAL FACTORS

	Note	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	FY 2015 millions of €	Q1 2016 millions of €	Q2 2016 millions of €	Change %	H1 2015 millions of €	H1 2016 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(17)</b>	<b>(34)</b>	<b>456</b>	<b>319</b>	<b>2.386</b>	<b>(199)</b>	<b>n.a.</b>	<b>(103)</b>	<b>2.187</b>	<b>n.a.</b>
- of which personnel		(41)	(46)	(93)	(213)	(35)	(208)	n.a.	(74)	(243)	n.a.
- of which other		24	12	549	532	2.421	9	(62,5)	(29)	2.430	n.a.
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(17)</b>	<b>(50)</b>	<b>456</b>	<b>303</b>	<b>2.386</b>	<b>(199)</b>	<b>n.a.</b>	<b>(103)</b>	<b>2.187</b>	<b>n.a.</b>
- of which personnel		(41)	(46)	(93)	(213)	(35)	(208)	n.a.	(74)	(243)	n.a.
- of which other		24	(4)	549	516	2.421	9	(62,5)	(29)	2.430	n.a.



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## GLOSSARY AND DISCLAIMER

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

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