

BACKUP Q4 2015

DEUTSCHE TELEKOM

 **FY 2015**

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- Detailed information for debt investors
- Shareholder structure
- Corporate governance

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Investor Relations, Bonn office

Phone +49 228 181 - 8 88 80
Fax +49 228 181 - 8 88 99
E-Mail investor.relations@telekom.de



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GROUP

AT A GLANCE I¹

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|-------------|
| GROUP | | 17.002 | 16.842 | 17.428 | 17.099 | 17.859 | 5,0 | 62.658 | 69.228 | 10,5 |
| Germany | | 5.723 | 5.589 | 5.580 | 5.593 | 5.659 | (1,1) | 22.257 | 22.421 | 0,7 |
| United States | | 6.510 | 6.905 | 7.443 | 7.059 | 7.518 | 15,5 | 22.408 | 28.925 | 29,1 |
| Europe | | 3.367 | 3.106 | 3.136 | 3.198 | 3.278 | (2,6) | 12.972 | 12.718 | (2,0) |
| Systems Solutions | | 2.294 | 2.001 | 2.166 | 2.115 | 2.310 | 0,7 | 8.601 | 8.592 | (0,1) |
| Group Headquarters & Group Services | | 688 | 565 | 584 | 555 | 571 | (17,0) | 2.516 | 2.275 | (9,6) |
| Reconciliation | | (1.580) | (1.324) | (1.481) | (1.421) | (1.477) | 6,5 | (6.096) | (5.703) | 6,4 |
| NET REVENUE | | | | | | | | | | |
| Germany | | 5.374 | 5.265 | 5.235 | 5.248 | 5.321 | (1,0) | 20.903 | 21.069 | 0,8 |
| United States | | 6.509 | 6.904 | 7.444 | 7.058 | 7.518 | 15,5 | 22.405 | 28.924 | 29,1 |
| Europe | | 3.282 | 3.029 | 3.061 | 3.123 | 3.202 | (2,4) | 12.596 | 12.415 | (1,4) |
| Systems Solutions | | 1.598 | 1.489 | 1.524 | 1.529 | 1.652 | 3,4 | 5.988 | 6.194 | 3,4 |
| Group Headquarters & Group Services | | 239 | 155 | 164 | 141 | 166 | (30,5) | 766 | 626 | (18,3) |
| GROUP | | 17.002 | 16.842 | 17.428 | 17.099 | 17.859 | 5,0 | 62.658 | 69.228 | 10,5 |
| EBITDA (ADJUSTED FOR SPECIAL FACTORS) | | | | | | | | | | |
| Germany | | 2.000 | 2.211 | 2.224 | 2.269 | 2.086 | 4,3 | 8.810 | 8.790 | (0,2) |
| United States | | 1.355 | 1.225 | 1.652 | 1.702 | 2.075 | 53,1 | 4.296 | 6.654 | 54,9 |
| Europe | | 1.123 | 1.008 | 1.069 | 1.148 | 1.063 | (5,3) | 4.432 | 4.288 | (3,2) |
| Systems Solutions | | 212 | 154 | 214 | 185 | 229 | 8,0 | 835 | 782 | (6,3) |
| Group Headquarters & Group Services | | (244) | (22) | (76) | (133) | (321) | (31,6) | (667) | (552) | 17,2 |
| Reconciliation | | (2) | (2) | (57) | (6) | 11 | n.a. | (137) | (54) | 60,6 |
| GROUP | | 4.444 | 4.574 | 5.026 | 5.165 | 5.143 | 15,7 | 17.569 | 19.908 | 13,3 |
| Proportional EBITDA | | 3.608 | 3.820 | 4.173 | 4.236 | 4.088 | 13,3 | 14.624 | 16.317 | 11,6 |

¹ As of May 30, 2014, including GTS Central Europe group.

GROUP

AT A GLANCE II¹

| | | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|-----------------------------|-----------------------------|-------------|
| EBITDA MARGIN (ADJUSTED FOR SPECIAL FACTORS) (EBITDA / TOTAL REVENUE) | % | | | | | | | | | |
| Germany | % | 34,9 | 39,6 | 39,9 | 40,8 | 36,9 | 2,0p | 39,6 | 39,2 | (0,4p) |
| United States | % | 20,8 | 17,7 | 22,1 | 24,1 | 27,6 | 6,8p | 19,2 | 23,0 | 3,8p |
| Europe | % | 33,4 | 32,5 | 34,1 | 35,9 | 32,4 | (1,0p) | 34,2 | 33,7 | (0,5p) |
| Systems Solutions | % | 9,2 | 7,7 | 9,9 | 8,7 | 9,9 | 0,7p | 9,7 | 9,1 | (0,6p) |
| Group Headquarters & Group Services | % | (35,5) | (3,9) | (13,0) | (24,0) | (56,2) | (20,7p) | (26,5) | (24,3) | 2,2p |
| GROUP | % | 26,1 | 27,2 | 28,8 | 30,2 | 28,8 | 2,7p | 28,0 | 28,8 | 0,8p |
| CASH CAPEX | | | | | | | | | | |
| Germany | | 1.075 | 949 | 2.622 | 1.073 | 965 | (10,2) | 3.807 | 5.609 | 47,3 |
| United States | | 1.115 | 2.729 | 1.230 | 1.103 | 1.319 | 18,3 | 5.072 | 6.381 | 25,8 |
| Europe | | 637 | 494 | 299 | 398 | 461 | (27,6) | 2.101 | 1.652 | (21,4) |
| Systems Solutions | | 345 | 252 | 279 | 288 | 350 | 1,4 | 1.171 | 1.169 | (0,2) |
| Group Headquarters & Group Services | | 141 | 96 | 65 | 69 | 112 | (20,6) | 381 | 342 | (10,2) |
| Reconciliation | | (196) | (91) | (165) | (118) | (166) | 15,3 | (688) | (540) | 21,5 |
| GROUP | | 3.117 | 4.429 | 4.330 | 2.813 | 3.041 | (2,4) | 11.844 | 14.613 | 23,4 |
| - thereof spectrum investment | | 338 | 1.899 | 1.755 | 115 | 26 | (92,3) | 2.310 | 3.795 | 64,3 |
| NET PROFIT (LOSS) | | | | | | | | | | |
| adjusted for special factors | | 399 | 1.036 | 1.078 | 1.040 | 959 | n.a. | 2.422 | 4.113 | 69,8 |
| as reported | | (110) | 787 | 712 | 809 | 946 | n.a. | 2.924 | 3.254 | 11,3 |
| FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM INVESTMENT) | | 983 | 865 | 1.375 | 1.308 | 998 | 1,5 | 4.140 | 4.546 | 9,8 |
| Proportional free cash flow | | 636 | 869 | 1.228 | 1.092 | 442 | (30,5) | 3.581 | 3.631 | 1,4 |
| NET DEBT | | 42.500 | 46.310 | 48.835 | 47.868 | 47.570 | 11,9 | 42.500 | 47.570 | 11,9 |

¹ As of May 30, 2014, including GTS Central Europe group.

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EXCELLENT MARKET POSITION¹

| | Note | Q4 | Q1 | Q2 | Q3 | Q4 | Change compared to | | Change compared to | |
|---|--------------|----------------|----------------|----------------|----------------|----------------|--------------------|--------------|--------------------|--------------|
| | | 2014 | 2015 | 2015 | 2015 | 2015 | prior quarter | | prior year | |
| | | ('000) | ('000) | ('000) | ('000) | ('000) | abs. | % | abs. | % |
| BROADBAND RETAIL LINES (END OF PERIOD) | 2,3,4 | 17.368 | 17.484 | 17.602 | 17.719 | 17.834 | 115 | 0,6 | 466 | 2,7 |
| Germany | | 12.361 | 12.437 | 12.518 | 12.596 | 12.644 | 48 | 0,4 | 283 | 2,3 |
| Europe | | 4.995 | 5.038 | 5.075 | 5.114 | 5.181 | 67 | 1,3 | 186 | 3,7 |
| Greece | | 1.365 | 1.392 | 1.426 | 1.457 | 1.505 | 48 | 3,3 | 140 | 10,3 |
| Romania | | 1.199 | 1.192 | 1.186 | 1.181 | 1.186 | 5 | 0,4 | (13) | (1,1) |
| Hungary | | 922 | 940 | 948 | 966 | 979 | 13 | 1,3 | 57 | 6,2 |
| Poland | | 0 | 6 | 9 | 8 | 10 | 2 | 25,0 | 10 | n.a. |
| Czech Republic | | 131 | 143 | 141 | 136 | 132 | (4) | (2,9) | 1 | 0,8 |
| Croatia | | 653 | 644 | 642 | 638 | 636 | (2) | (0,3) | (17) | (2,6) |
| Slovakia | | 448 | 454 | 459 | 465 | 473 | 8 | 1,7 | 25 | 5,6 |
| other | | 277 | 266 | 264 | 262 | 258 | (4) | (1,5) | (19) | (6,9) |
| FIXED NETWORK LINES (END OF PERIOD) | 3,4,5 | 29.790 | 29.542 | 29.312 | 29.153 | 28.990 | (163) | (0,6) | (800) | (2,7) |
| Germany | | 20.686 | 20.555 | 20.437 | 20.354 | 20.227 | (127) | (0,6) | (459) | (2,2) |
| Europe | | 9.033 | 8.922 | 8.810 | 8.735 | 8.700 | (35) | (0,4) | (333) | (3,7) |
| Greece | | 2.624 | 2.599 | 2.591 | 2.577 | 2.586 | 9 | 0,3 | (38) | (1,4) |
| Romania | | 2.239 | 2.189 | 2.153 | 2.117 | 2.091 | (26) | (1,2) | (148) | (6,6) |
| Hungary | | 1.645 | 1.644 | 1.606 | 1.614 | 1.610 | (4) | (0,2) | (35) | (2,1) |
| Poland | | 0 | 12 | 18 | 17 | 18 | 1 | 5,9 | 18 | n.a. |
| Czech Republic | | 131 | 155 | 152 | 147 | 154 | 7 | 4,8 | 23 | 17,6 |
| Croatia | | 1.076 | 1.052 | 1.038 | 1.020 | 1.004 | (16) | (1,6) | (72) | (6,7) |
| Slovakia | | 894 | 875 | 864 | 858 | 855 | (3) | (0,3) | (39) | (4,4) |
| other | | 423 | 395 | 389 | 385 | 381 | (4) | (1,0) | (42) | (9,9) |
| MOBILE SUBSCRIBERS (END OF PERIOD) | 3,6 | 150.513 | 152.401 | 154.718 | 157.358 | 156.392 | (966) | (0,6) | 5.879 | 3,9 |
| Germany | | 38.989 | 39.200 | 39.465 | 39.892 | 40.373 | 481 | 1,2 | 1.384 | 3,5 |
| United States | | 55.018 | 56.836 | 58.908 | 61.220 | 63.282 | 2.062 | 3,4 | 8.264 | 15,0 |
| Europe | | 55.992 | 55.849 | 55.807 | 55.699 | 52.183 | (3.516) | (6,3) | (3.809) | (6,8) |
| Greece | | 7.280 | 7.308 | 7.387 | 7.428 | 7.399 | (29) | (0,4) | 119 | 1,6 |
| Romania | | 6.047 | 6.008 | 6.015 | 5.905 | 5.992 | 87 | 1,5 | (55) | (0,9) |
| Hungary | | 4.964 | 4.948 | 4.938 | 4.935 | 4.950 | 15 | 0,3 | (14) | (0,3) |
| Poland | | 15.702 | 15.794 | 15.827 | 15.696 | 12.056 | (3.640) | (23,2) | (3.646) | (23,2) |
| Czech Republic | | 6.000 | 5.993 | 5.996 | 5.981 | 6.019 | 38 | 0,6 | 19 | 0,3 |
| Croatia | | 2.252 | 2.214 | 2.241 | 2.323 | 2.233 | (90) | (3,9) | (19) | (0,8) |
| Netherlands | | 3.900 | 3.830 | 3.689 | 3.686 | 3.677 | (9) | (0,2) | (223) | (5,7) |
| Slovakia | | 2.220 | 2.202 | 2.196 | 2.204 | 2.235 | 31 | 1,4 | 15 | 0,7 |
| Austria | | 4.020 | 3.956 | 3.934 | 3.962 | 4.323 | 361 | 9,1 | 303 | 7,5 |
| other | | 3.607 | 3.596 | 3.585 | 3.579 | 3.299 | (280) | (7,8) | (308) | (8,5) |

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

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

3 Incl. business subscribers (0,5mn mobile subscribers) and accesses (0,1mn fixed network lines) from T-Systems Hungary.

4 GTS Central Europe Group is part of the European Segment since May 30, 2014.

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

6 Our subsidiary in the Netherlands sold its Simpel brand and the customer relationships maintained under the brand effective Aug. 1, 2014. This decreased our customer base by 226 thousand customers. Customer figures for prior periods have not been adjusted.

DT CONSOLIDATED INCOME STATEMENT ADJUSTED FOR SPECIAL FACTORS

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|-------------|
| NET REVENUE | | 17.013 | 16.842 | 17.464 | 17.075 | 17.860 | 5,0 | 62.669 | 69.241 | 10,5 |
| Cost of sales | | (10.432) | (10.041) | (10.479) | (9.517) | (10.530) | (0,9) | (37.705) | (40.567) | (7,6) |
| GROSS PROFIT | | 6.581 | 6.801 | 6.985 | 7.558 | 7.330 | 11,4 | 24.964 | 28.674 | 14,9 |
| Selling expenses | | (3.819) | (3.878) | (3.660) | (4.037) | (4.219) | (10,5) | (13.699) | (15.794) | (15,3) |
| General and administrative expenses | | (1.095) | (1.151) | (1.266) | (1.274) | (1.456) | (33,0) | (4.182) | (5.147) | (23,1) |
| Other operating income | | 331 | 397 | 301 | 233 | 459 | 38,7 | 1.117 | 1.390 | 24,4 |
| Other operating expenses | | (288) | (279) | (13) | (90) | (68) | 76,4 | (1.145) | (450) | 60,7 |
| PROFIT (LOSS) FROM OPERATIONS (EBIT) | | 1.710 | 1.890 | 2.347 | 2.390 | 2.046 | 19,6 | 7.055 | 8.673 | 22,9 |
| EBIT margin (EBIT / net revenue) | % | 10,1 | 11,2 | 13,4 | 14,0 | 11,5 | 1,4p | 11,3 | 12,5 | 1,2p |
| Profit (loss) from financial activities | | (789) | (441) | (749) | (656) | (387) | 51,0 | (2.784) | (2.233) | 19,8 |
| of which: finance costs | | (556) | (600) | (579) | (580) | (608) | (9,4) | (2.340) | (2.367) | (1,2) |
| PROFIT (LOSS) BEFORE INCOME TAXES (EBT) | | 921 | 1.449 | 1.598 | 1.734 | 1.659 | 80,1 | 4.271 | 6.440 | 50,8 |
| Income taxes | | (399) | (366) | (444) | (572) | (545) | (36,6) | (1.474) | (1.927) | (30,7) |
| PROFIT (LOSS) | | 522 | 1.083 | 1.154 | 1.162 | 1.114 | n.a. | 2.797 | 4.513 | 61,4 |
| Profit (loss) attributable to non-controlling interests | | 123 | 47 | 76 | 122 | 155 | 26,0 | 375 | 400 | 6,7 |
| NET PROFIT (LOSS) | | 399 | 1.036 | 1.078 | 1.040 | 959 | n.a. | 2.422 | 4.113 | 69,8 |
| Depreciation, amortization and impairment losses | | (2.734) | (2.684) | (2.679) | (2.775) | (3.097) | (13,3) | (10.514) | (11.235) | (6,9) |
| EBITDA | | 4.444 | 4.574 | 5.026 | 5.165 | 5.143 | 15,7 | 17.569 | 19.908 | 13,3 |
| EBITDA margin (EBITDA / net revenue) | % | 26,1 | 27,2 | 28,8 | 30,2 | 28,8 | 2,7p | 28,0 | 28,8 | 0,8p |

GROUP

EBITDA RECONCILIATION

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|--------------|
| NET REVENUE | | 17.002 | 16.842 | 17.428 | 17.099 | 17.859 | 5,0 | 62.658 | 69.228 | 10,5 |
| NET PROFIT (LOSS) | | (110) | 787 | 712 | 809 | 946 | n.a. | 2.924 | 3.254 | 11,3 |
| + Profit (loss) attributable to non-controlling interests | | 68 | 2 | 47 | 59 | 140 | n.a. | 320 | 248 | (22,5) |
| = Profit (loss) | | (42) | 789 | 759 | 868 | 1.086 | n.a. | 3.244 | 3.502 | 8,0 |
| - Income taxes | | (182) | (234) | (283) | (260) | (499) | n.a. | (1.106) | (1.276) | (15,4) |
| = Profit (loss) before income taxes = EBT | | 140 | 1.023 | 1.042 | 1.128 | 1.585 | n.a. | 4.350 | 4.778 | 9,8 |
| - Profit (loss) from financial activities | | (831) | (443) | (764) | (657) | (386) | 53,5 | (2.897) | (2.250) | 22,3 |
| PROFIT (LOSS) FROM OPERATIONS (EBIT) | | 971 | 1.466 | 1.806 | 1.785 | 1.971 | n.a. | 7.247 | 7.028 | (3,0) |
| - Depreciation, amortization and impairment losses | | (2.788) | (2.694) | (2.728) | (2.796) | (3.142) | (12,7) | (10.574) | (11.360) | (7,4) |
| = EBITDA | | 3.759 | 4.160 | 4.534 | 4.581 | 5.113 | 36,0 | 17.821 | 18.388 | 3,2 |
| EBITDA margin (EBITDA/net revenue) | % | 22,1 | 24,7 | 26,0 | 26,8 | 28,6 | 6,5p | 28,4 | 26,6 | (1,8p) |
| - Special factors affecting EBITDA | | (685) | (414) | (492) | (584) | (30) | 95,6 | 252 | (1.520) | n.a. |
| = EBITDA ADJUSTED FOR SPECIAL FACTORS | | 4.444 | 4.574 | 5.026 | 5.165 | 5.143 | 15,7 | 17.569 | 19.908 | 13,3 |
| EBITDA margin (adjusted for special factors) (EBITDA / net revenue) | % | 26,1 | 27,2 | 28,8 | 30,2 | 28,8 | 2,7p | 28,0 | 28,8 | 0,8p |

DT CONSOLIDATED INCOME STATEMENT AS REPORTED

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|--------------|
| NET REVENUE | | 17.002 | 16.842 | 17.428 | 17.099 | 17.859 | 5,0 | 62.658 | 69.228 | 10,5 |
| Cost of sales | | (10.798) | (10.238) | (10.852) | (10.006) | (10.879) | (0,8) | (38.539) | (41.975) | (8,9) |
| GROSS PROFIT | | 6.204 | 6.604 | 6.576 | 7.093 | 6.980 | 12,5 | 24.119 | 27.253 | 13,0 |
| Selling expenses | | (3.890) | (3.938) | (3.754) | (4.080) | (4.276) | (9,9) | (13.898) | (16.048) | (15,5) |
| General and administrative expenses | | (1.257) | (1.223) | (1.316) | (1.288) | (1.557) | (23,9) | (4.721) | (5.384) | (14,0) |
| Other operating income | | 343 | 397 | 337 | 233 | 1.041 | n.a. | 3.231 | 2.008 | (37,9) |
| Other operating expenses | | (429) | (374) | (37) | (173) | (217) | 49,4 | (1.484) | (801) | 46,0 |
| PROFIT (LOSS) FROM OPERATIONS (EBIT) | | 971 | 1.466 | 1.806 | 1.785 | 1.971 | n.a. | 7.247 | 7.028 | (3,0) |
| EBIT margin (EBIT / net revenue) | % | 5,7 | 8,7 | 10,4 | 10,4 | 11,0 | 5,3p | 11,6 | 10,2 | (1,4p) |
| Profit (loss) from financial activities | | (831) | (443) | (764) | (657) | (386) | 53,5 | (2.897) | (2.250) | 22,3 |
| of which: finance costs | | (556) | (600) | (577) | (579) | (607) | (9,2) | (2.340) | (2.363) | (1,0) |
| PROFIT (LOSS) BEFORE INCOME TAXES (EBT) | | 140 | 1.023 | 1.042 | 1.128 | 1.585 | n.a. | 4.350 | 4.778 | 9,8 |
| Income taxes | | (182) | (234) | (283) | (260) | (499) | n.a. | (1.106) | (1.276) | (15,4) |
| PROFIT (LOSS) | | (42) | 789 | 759 | 868 | 1.086 | n.a. | 3.244 | 3.502 | 8,0 |
| Profit (loss) attributable to non-controlling interests | | 68 | 2 | 47 | 59 | 140 | n.a. | 320 | 248 | (22,5) |
| NET PROFIT (LOSS) | | (110) | 787 | 712 | 809 | 946 | n.a. | 2.924 | 3.254 | 11,3 |
| Depreciation, amortization and impairment losses | | (2.788) | (2.694) | (2.728) | (2.796) | (3.142) | (12,7) | (10.574) | (11.360) | (7,4) |
| EBITDA | | 3.759 | 4.160 | 4.534 | 4.581 | 5.113 | 36,0 | 17.821 | 18.388 | 3,2 |
| EBITDA margin (EBITDA / net revenue) | % | 22,1 | 24,7 | 26,0 | 26,8 | 28,6 | 6,5p | 28,4 | 26,6 | (1,8p) |

GROUP

SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | FY 2014 millions of € | FY 2015 millions of € |
|---|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| NET REVENUE | | (11) | 0 | (36) | 24 | (1) | (11) | (13) |
| Cost of sales | | (366) | (197) | (373) | (489) | (349) | (834) | (1.408) |
| GROSS PROFIT | | (377) | (197) | (409) | (465) | (350) | (845) | (1.421) |
| Selling expenses | | (71) | (60) | (94) | (43) | (57) | (199) | (254) |
| General and administrative expenses | | (162) | (72) | (50) | (14) | (101) | (539) | (237) |
| Other operating income | 1 | 12 | 0 | 36 | 0 | 582 | 2.114 | 618 |
| Other operating expenses | | (141) | (95) | (24) | (83) | (149) | (339) | (351) |
| PROFIT (LOSS) FROM OPERATIONS (EBIT) | 1 | (739) | (424) | (541) | (605) | (75) | 192 | (1.645) |
| Profit (loss) from financial activities | | (42) | (2) | (15) | (1) | 1 | (113) | (17) |
| PROFIT (LOSS) BEFORE INCOME TAXES (EBT) | 1 | (781) | (426) | (556) | (606) | (74) | 79 | (1.662) |
| Income taxes | | 217 | 132 | 161 | 312 | 46 | 368 | 651 |
| PROFIT (LOSS) | | (564) | (294) | (395) | (294) | (28) | 447 | (1.011) |
| Profit (loss) attributable to non-controlling interests | | (55) | (45) | (29) | (63) | (15) | (55) | (152) |
| NET PROFIT (LOSS) | | (509) | (249) | (366) | (231) | (13) | 502 | (859) |
| Depreciation, amortization and impairment losses | | (54) | (10) | (49) | (21) | (45) | (60) | (125) |
| EBITDA | 1 | (685) | (414) | (492) | (584) | (30) | 252 | (1.520) |

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

GROUP

DETAILS ON SPECIAL FACTORS I

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|---|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|---------------|
| EFFECT ON OPERATING EXPENSES | | (740) | (424) | (541) | (629) | (656) | 11,4 | (1.911) | (2.250) | (17,7) |
| of which: expenses / income for early retirement (civil servants) | | (125) | (18) | (75) | (93) | (228) | (82,4) | (272) | (414) | (52,2) |
| of which: expenses for severance payments | | (148) | (87) | (224) | (99) | (96) | 35,1 | (352) | (506) | (43,8) |
| of which: expenses / income for partial retirement | | (46) | (38) | (44) | (42) | (59) | (28,3) | (143) | (183) | (28,0) |
| of which: expenses for other personnel restructuring charges | | (20) | (28) | (22) | (9) | (42) | n.a. | (131) | (101) | 22,9 |
| of which: Vivento transfer payments | | (8) | (1) | (1) | (5) | 3 | n.a. | (9) | (4) | 55,6 |
| of which: restructuring charges | | (109) | (82) | (110) | (81) | (73) | 33,0 | (293) | (346) | (18,1) |
| of which: expenses due to de-consolidations and other asset sales | | (194) | (120) | 14 | (237) | (17) | 91,2 | (409) | (360) | 12,0 |
| of which: others | | (90) | (50) | (79) | (63) | (144) | (60,0) | (302) | (336) | (11,3) |
| EFFECT ON OTHER OPERATING INCOME | | 12 | 0 | 36 | 0 | 582 | n.a. | 2.114 | 618 | (70,8) |
| of which: income due to asset sales | | 11 | 0 | 36 | 0 | 582 | n.a. | 2.110 | 618 | (70,7) |
| of which: others | | 1 | 0 | 0 | 0 | 0 | (100,0) | 4 | 0 | (100,0) |
| EFFECT ON REVENUE | | (11) | 0 | (36) | 24 | (1) | 90,9 | (11) | (13) | (18,2) |
| EFFECT ON PROFIT FROM OPERATIONS = EBIT | 1 | (739) | (424) | (541) | (605) | (75) | 89,9 | 192 | (1.645) | n.a. |
| DEPRECIATION, AMORTIZATION AND IMPAIRMENT LOSSES | | (54) | (10) | (49) | (21) | (45) | 16,7 | (60) | (125) | n.a. |
| of which: restructuring charges | | (1) | (3) | 0 | (1) | 1 | n.a. | (7) | (3) | 57,1 |
| of which: expenses due to consolidations and other asset sales | | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| of which: others | | (53) | (7) | (49) | (20) | (46) | 13,2 | (53) | (122) | n.a. |
| EFFECT ON EBITDA | 1 | (685) | (414) | (492) | (584) | (30) | 95,6 | 252 | (1.520) | n.a. |

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

GROUP

DETAILS ON SPECIAL FACTORS II

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|-------------|
| EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES | | (42) | (2) | (15) | (1) | 1 | n.a. | (113) | (17) | 85,0 |
| EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES | | (781) | (426) | (556) | (606) | (74) | 90,5 | 79 | (1.662) | n.a. |
| EFFECT ON TAXES | | 217 | 132 | 161 | 312 | 46 | (78,8) | 368 | 651 | 76,9 |
| Tax effect of special factors within EBIT | | 213 | 114 | 168 | 222 | 143 | (32,9) | 362 | 647 | 78,7 |
| Tax effect of special factors on profit (loss) from financial activities | | 2 | 1 | 4 | 0 | 0 | (100,0) | 6 | 5 | (16,7) |
| Other tax effects | | 2 | 17 | (11) | 90 | (97) | n.a. | 0 | (1) | n.a. |
| EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON- CONTROLLING INTERESTS | | (55) | (45) | (29) | (63) | (15) | 72,7 | (55) | (152) | n.a. |
| EFFECT ON NET PROFIT (LOSS) | 1 | (509) | (249) | (366) | (231) | (13) | 97,4 | 502 | (859) | n.a. |

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

CHANGE IN THE COMPOSITION OF THE GROUP IN THE FOURTH QUARTER

| | REPORTED NUMBERS | PLUS ACQUISITION EFFECTS | | | | | | MINUS DECONSOLIDATION EFFECTS | | | | | | TOTAL EFFECT | PRO FORMA | REPORTED NUMBERS | ORGANIC CHANGE | |
|--|---------------------|-----------------------------|---------------|---------------|---------------|---------------|---------------------|----------------------------------|---------------|---------------|---------------|---------------|---------------------|-----------------|---------------|---------------------|-------------------|-------------|
| | | Q4 2014 | Total | Germany | United States | Europe | System Solutions | GHS | Total | Germany | United States | Europe | System Solutions | | | | | GHS |
| 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 € | millions of € | |
| NET REVENUE | 17.002 | 0 | 0 | 0 | 0 | 0 | 0 | 19 | 0 | 0 | 0 | 0 | 0 | 19 | (19) | 16.983 | 17.859 | 5,2 |
| PROFIT (LOSS) FROM OPERATIONS = EBIT | 971 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 2 | (2) | 969 | 1.971 | n.a. |
| Profit (loss) from financial activities | (831) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (831) | (386) | 53,5 |
| of which finance costs | (556) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (556) | (607) | (9,2) |
| PROFIT (LOSS) BEFORE INCOME TAXES = EBT | 140 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 2 | (2) | 138 | 1.585 | n.a. |
| Income taxes | (182) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (182) | (499) | n.a. |
| PROFIT (LOSS) | (42) | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 2 | (2) | (44) | 1.086 | n.a. |

Since 2015, the prior-year figure has been adjusted to ensure comparability.
The prior-year comparative is increased to account for any new acquisitions.
Analogously, divestitures reduce the prior-year figure.

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 |
|--|---------------------|-----------------------------|---------------|---------------|---------------|---------------|---------------------|----------------------------------|---------------|---------------|---------------|---------------|---------------------|-----------------|---------------|---------------------|-------------------|
| | | FY 2014 | Total | Germany | United States | Europe | System Solutions | GHS | Total | Germany | United States | Europe | System 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 € | millions of € |
| NET REVENUE | 62.658 | 127 | 0 | 0 | 127 | 0 | 0 | 46 | 0 | 0 | 0 | 0 | 46 | 81 | 62.739 | 69.228 | 10,3 |
| PROFIT (LOSS) FROM OPERATIONS = EBIT | 7.247 | 0 | 0 | 0 | 0 | 0 | 1.720 | 0 | 0 | 0 | 0 | 0 | 1.720 | (1.720) | 5.527 | 7.028 | 27,2 |
| Profit (loss) from financial activities | (2.897) | (9) | 0 | 0 | (9) | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | (10) | (2.907) | (2.250) | 22,6 |
| of which finance costs | (2.340) | (9) | 0 | 0 | (9) | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | (10) | (2.350) | (2.363) | (0,6) |
| PROFIT (LOSS) BEFORE INCOME TAXES = EBT | 4.350 | (9) | 0 | 0 | (9) | 0 | 1.721 | 0 | 0 | 0 | 0 | 0 | 1.721 | (1.730) | 2.620 | 4.778 | 82,4 |
| Income taxes | (1.106) | (1) | 0 | 0 | (1) | 0 | 0 | 40 | 0 | 0 | 0 | 0 | 40 | (41) | (1.147) | (1.276) | (11,2) |
| PROFIT (LOSS) | 3.244 | (10) | 0 | 0 | (10) | 0 | 1.761 | 0 | 0 | 0 | 0 | 0 | 1.761 | (1.771) | 1.473 | 3.502 | n.a. |

Since 2015, the prior-year figure has been adjusted to ensure comparability.
The prior-year comparative is increased to account for any new acquisitions.
Analogously, divestitures reduce the prior-year figure.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS

| | Note | Dec. 31 2014 millions of € | Mar. 31 2015 millions of € | Jun. 30 2015 millions of € | Sep. 30 2015 millions of € | Dec. 31 2015 millions of € | Change compared to prior quarter % | Change compared to prior year % |
|---|------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|---|--|
| CURRENT ASSETS | | 29.798 | 28.549 | 27.325 | 27.747 | 32.184 | 16,0 | 8,0 |
| Cash and cash equivalents | | 7.523 | 5.100 | 4.694 | 4.510 | 6.897 | 52,9 | (8,3) |
| Trade and other receivables | | 10.454 | 10.696 | 10.600 | 10.289 | 9.238 | (10,2) | (11,6) |
| Current recoverable income taxes | | 84 | 125 | 143 | 117 | 129 | 10,3 | 53,6 |
| Other financial assets | | 2.976 | 2.702 | 2.109 | 2.386 | 5.805 | n.a. | 95,1 |
| Inventories | | 1.503 | 1.841 | 1.690 | 1.775 | 1.847 | 4,1 | 22,9 |
| Current and non-current assets and disposal groups held for sale | | 5.878 | 6.259 | 6.458 | 7.209 | 6.922 | (4,0) | 17,8 |
| Other assets | | 1.380 | 1.826 | 1.631 | 1.461 | 1.346 | (7,9) | (2,5) |
| NON-CURRENT ASSETS | | 99.562 | 108.912 | 107.653 | 107.482 | 111.736 | 4,0 | 12,2 |
| Intangible assets | | 51.565 | 56.791 | 57.165 | 56.049 | 57.025 | 1,7 | 10,6 |
| Property, plant and equipment | | 39.616 | 41.221 | 41.027 | 42.173 | 44.637 | 5,8 | 12,7 |
| Investments accounted for using the equity method | | 617 | 652 | 534 | 424 | 822 | 93,9 | 33,2 |
| Other financial assets | | 2.284 | 3.759 | 3.046 | 3.097 | 3.530 | 14,0 | 54,6 |
| Deferred tax assets | | 5.169 | 6.142 | 5.507 | 5.315 | 5.248 | (1,3) | 1,5 |
| Other assets | | 311 | 347 | 374 | 424 | 474 | 11,8 | 52,4 |
| TOTAL ASSETS | | 129.360 | 137.461 | 134.978 | 135.229 | 143.920 | 6,4 | 11,3 |

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

LIABILITIES AND SHAREHOLDERS' EQUITY

| | | Dec. 31 | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Change | Change |
|--|------|----------------|----------------|----------------|----------------|----------------|---------------|-------------|
| | | 2014 | 2015 | 2015 | 2015 | 2015 | compared to | compared to |
| | Note | millions of € | millions of € | millions of € | millions of € | millions of € | prior quarter | prior year |
| | | | | | | | % | % |
| LIABILITIES | | 95.294 | 100.465 | 99.017 | 98.721 | 105.770 | 7,1 | 11,0 |
| CURRENT LIABILITIES | | 28.198 | 28.357 | 32.603 | 31.734 | 33.548 | 5,7 | 19,0 |
| Financial liabilities | | 10.558 | 10.116 | 15.152 | 13.685 | 14.439 | 5,5 | 36,8 |
| Trade and other payables | | 9.681 | 9.542 | 9.158 | 9.846 | 11.090 | 12,6 | 14,6 |
| Income tax liabilities | | 276 | 278 | 302 | 230 | 197 | (14,3) | (28,6) |
| Other provisions | | 3.517 | 3.605 | 3.150 | 3.180 | 3.367 | 5,9 | (4,3) |
| Liabilities directly associated with non-current assets and disposal groups held for sale | | 6 | 0 | 10 | 42 | 4 | (90,5) | (33,3) |
| Other liabilities | | 4.160 | 4.816 | 4.831 | 4.751 | 4.451 | (6,3) | 7,0 |
| NON-CURRENT LIABILITIES | | 67.096 | 72.108 | 66.414 | 66.987 | 72.222 | 7,8 | 7,6 |
| Financial liabilities | | 44.669 | 47.004 | 43.093 | 43.402 | 47.941 | 10,5 | 7,3 |
| Provisions for pensions and other employee benefits | | 8.465 | 9.213 | 8.033 | 8.281 | 8.028 | (3,1) | (5,2) |
| Other provisions | | 2.373 | 2.536 | 2.339 | 2.518 | 2.978 | 18,3 | 25,5 |
| Deferred tax liabilities | | 7.712 | 9.236 | 8.913 | 8.787 | 9.205 | 4,8 | 19,4 |
| Other liabilities | | 3.877 | 4.119 | 4.036 | 3.999 | 4.070 | 1,8 | 5,0 |
| SHAREHOLDERS' EQUITY | | 34.066 | 36.996 | 35.961 | 36.508 | 38.150 | 4,5 | 12,0 |
| Issued capital | | 11.611 | 11.611 | 11.793 | 11.793 | 11.793 | 0,0 | 1,6 |
| Capital reserves | | 51.778 | 51.796 | 52.361 | 52.408 | 52.412 | 0,0 | 1,2 |
| Retained earnings incl. carryforwards | | (39.783) | (37.385) | (38.827) | (38.986) | (38.969) | 0,0 | 2,0 |
| Total other comprehensive income | | (1.838) | (235) | (491) | (506) | (178) | 64,8 | 90,3 |
| Total other comprehensive income directly associated with non-current assets and disposable groups held for sale | | 798 | 1.201 | 1.337 | 1.109 | 1.139 | 2,7 | 42,7 |
| Net profit (loss) | | 2.924 | 787 | 1.499 | 2.308 | 3.254 | 41,0 | 11,3 |
| Treasury shares | | (53) | (53) | (53) | (53) | (51) | 3,8 | 3,8 |
| Non-controlling interests | | 8.629 | 9.274 | 8.342 | 8.435 | 8.750 | 3,7 | 1,4 |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY | | 129.360 | 137.461 | 134.978 | 135.229 | 143.920 | 6,4 | 11,3 |

DT GROUP

PROVISIONS FOR PENSIONS

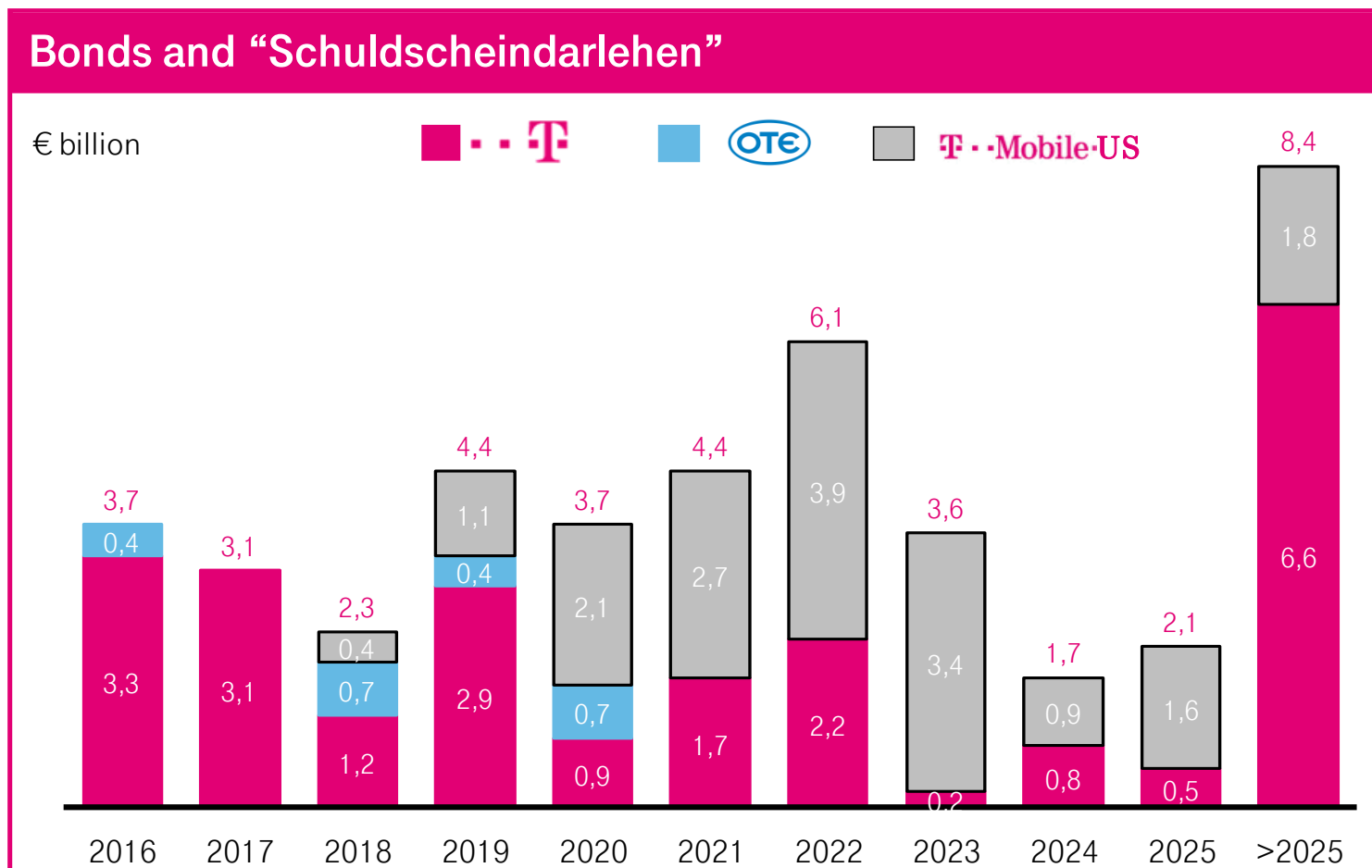
| | | 2015 millions of € | 2014 millions of € | 2013 millions of € | 2012 millions of € | 2011 millions of € |
|--|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET | | | | | | |
| Present value of obligation (DBO) | 1 | 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 |
| PENSION COSTS INCLUDED IN P&L (INCLUDED EXPECTED RETURN ON PLAN ASSETS) | | | | | | |
| | | 442 | 445 | 388 | 511 | 530 |
| thereof included in EBITDA | | 285 | 220 | 160 | 197 | 199 |
| thereof included in financial result | | 157 | 225 | 228 | 313 | 314 |
| CASH PAYMENTS FOR PENSIONS | | | | | | |
| 1) funding of plan assets by DT (investment in financial assets) | | 276 | 266 | 269 | 768 | 267 |
| 2) benefits paid through plan assets | 2 | 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 |
| CHANGE IN THE PRESENT VALUE OF THE OBLIGATION (EXAMPLE 2015) | | | | | | |
| End of 2014 | | 10.940 | | | | |
| pension costs included in P&L | | 492 | | | | |
| benefits paid | | (386) | | | | |
| actuarial losses/gains | 3 | (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 DECEMBER 31, 2015



LIQUIDITY RESERVE AS OF DECEMBER 31, 2015

€ billion

67,1 Total line availability

19,5

Liquidity reserve

| | | |
|----------------------|---|---------|
| Unused bank lines: | € | 9,2 bn |
| Other liquid assets: | € | 10,3 bn |

47,6

Net-debt

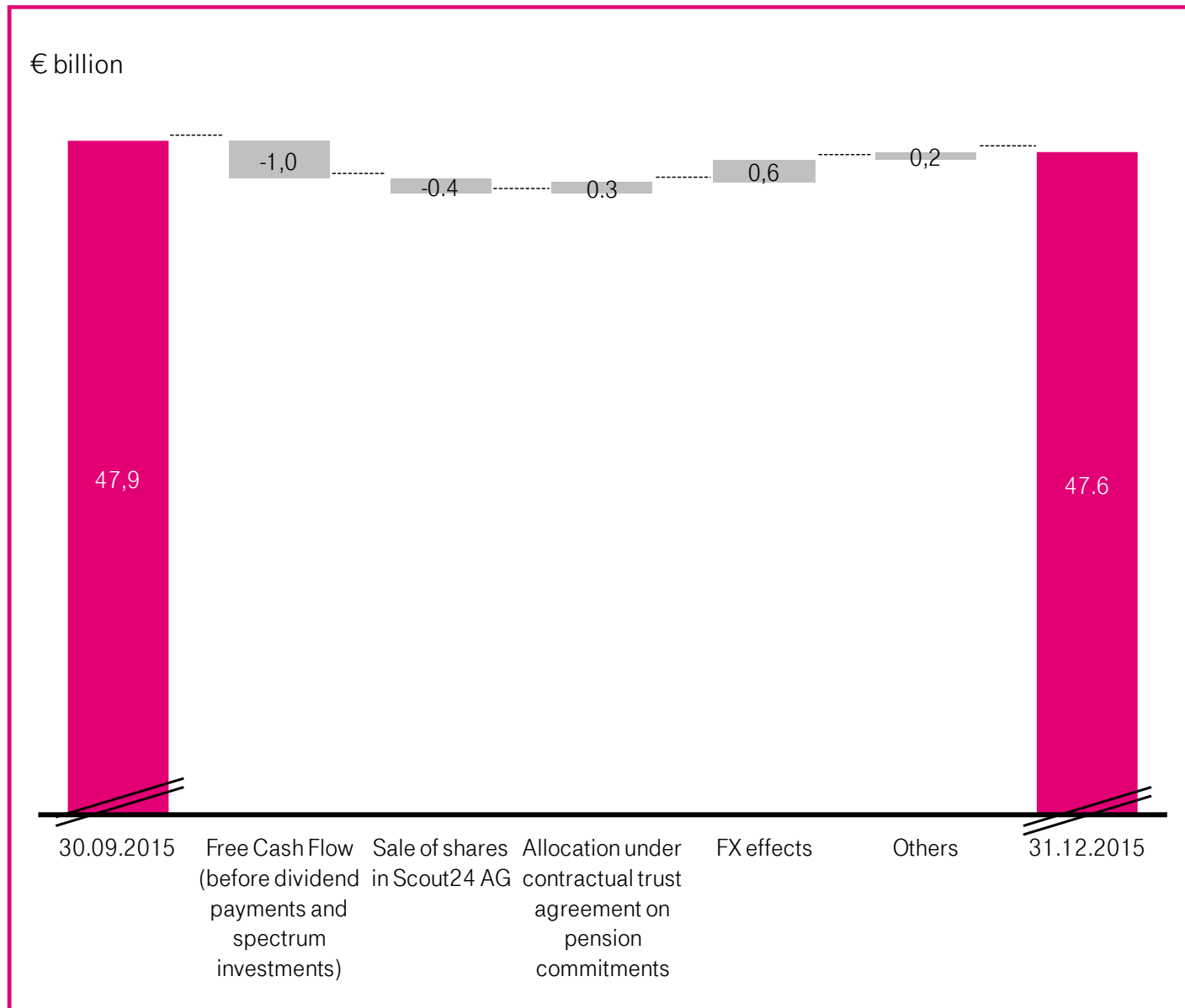
| | | |
|--|---|----------------|
| Gross debt | € | 60,5 bn |
| Bonds: | € | 47,8 bn |
| Other financial liabilities: | € | 12,7 bn |
| Liquid financial assets | € | 12,9 bn |
| Cash & equivalents: | € | 6,9 bn |
| Available-for-sale/held-for-trading financial assets: | € | 2,9 bn |
| Other financial assets: | € | 3,1 bn |

Numbers rounded

GROUP NET DEBT

| | | Dec. 31 2014 | Mar. 31 2015 | Jun. 30 2015 | Sep. 30 2015 | Dec. 31 2015 | Change compared to prior quarter % | Change compared to prior year % |
|--|------|-----------------|-----------------|-----------------|-----------------|-----------------|---|--|
| | Note | millions of € | millions of € | millions of € | millions of € | millions of € | | |
| Bonds | | 44.219 | 44.909 | 45.665 | 45.136 | 47.766 | 5,8 | 8,0 |
| Other financial liabilities | | 8.873 | 10.488 | 10.861 | 10.297 | 12.743 | 23,8 | 43,6 |
| GROSS DEBT | | 53.092 | 55.397 | 56.526 | 55.433 | 60.509 | 9,2 | 14,0 |
| Cash and cash equivalents | | 7.523 | 5.100 | 4.694 | 4.510 | 6.897 | 52,9 | (8,3) |
| Available-for-sale/held-for-trading financial assets | | 289 | 219 | 215 | 124 | 2.877 | n.a. | n.a. |
| Other financial assets | | 2.780 | 3.768 | 2.782 | 2.931 | 3.165 | 8,0 | 13,8 |
| NET DEBT | | 42.500 | 46.310 | 48.835 | 47.868 | 47.570 | (0,6) | 11,9 |

NET DEBT DEVELOPMENT Q4 2015



Numbers rounded

DT GROUP

CASH CAPEX

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|-------------------------------------|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|-----------------------------|-----------------------------|-------------|
| CASH CAPEX | | | | | | | | | | |
| Germany | | 1.075 | 949 | 2.622 | 1.073 | 965 | (10,2) | 3.807 | 5.609 | 47,3 |
| United States | | 1.115 | 2.729 | 1.230 | 1.103 | 1.319 | 18,3 | 5.072 | 6.381 | 25,8 |
| Europe | | 637 | 494 | 299 | 398 | 461 | (27,6) | 2.101 | 1.652 | (21,4) |
| Systems Solutions | | 345 | 252 | 279 | 288 | 350 | 1,4 | 1.171 | 1.169 | (0,2) |
| Group Headquarters & Group Services | | 141 | 96 | 65 | 69 | 112 | (20,6) | 381 | 342 | (10,2) |
| Reconciliation | | (196) | (91) | (165) | (118) | (166) | 15,3 | (688) | (540) | 21,5 |
| GROUP | 1 | 3.117 | 4.429 | 4.330 | 2.813 | 3.041 | (2,4) | 11.844 | 14.613 | 23,4 |
| - thereof spectrum investment | | 338 | 1.899 | 1.755 | 115 | 26 | (92,3) | 2.310 | 3.795 | 64,3 |

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

DT GROUP

FREE CASH FLOW

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|-------------|
| Net profit (loss) | | (110) | 787 | 712 | 809 | 946 | n.a. | 2.924 | 3.254 | 11,3 |
| Profit (loss) attributable to non-controlling interests | | 68 | 2 | 47 | 59 | 140 | n.a. | 320 | 248 | (22,5) |
| PROFIT (LOSS) AFTER INCOME TAXES | | (42) | 789 | 759 | 868 | 1.086 | n.a. | 3.244 | 3.502 | 8,0 |
| Depreciation, amortization and impairment losses | | 2.788 | 2.694 | 2.728 | 2.796 | 3.142 | 12,7 | 10.574 | 11.360 | 7,4 |
| Income tax expense/(benefit) | | 182 | 234 | 283 | 260 | 499 | n.a. | 1.106 | 1.276 | 15,4 |
| Interest (income) and interest expenses | | 556 | 600 | 577 | 579 | 607 | 9,2 | 2.340 | 2.363 | 1,0 |
| Other financial (income) expense | | 109 | (159) | 200 | 60 | (190) | n.a. | 359 | (89) | n.a. |
| Share of (profit) loss of associates and joint ventures accounted for using the equity method | | 166 | 2 | (13) | 18 | (31) | n.a. | 198 | (24) | n.a. |
| (Profit) loss on the disposal of fully consolidated subsidiaries | | (8) | 0 | 1 | 0 | (584) | n.a. | (1.674) | (583) | 65,2 |
| Other non-cash transactions | | 52 | 59 | 57 | 41 | 86 | 65,4 | 166 | 243 | 46,4 |
| (Gain) loss from the disposal of intangible assets and property, plant and equipment | | (25) | 10 | (35) | 48 | (110) | n.a. | (436) | (87) | 80,0 |
| Change in assets carried as working capital | | (1.001) | (258) | 340 | (787) | (733) | 26,8 | (2.275) | (1.438) | 36,8 |
| Change in provisions | | 419 | 46 | (422) | 252 | 236 | (43,7) | 382 | 112 | (70,7) |
| Change in other liabilities carried as working capital | | 864 | 78 | (52) | 445 | 407 | (52,9) | 2.207 | 878 | (60,2) |
| Income taxes received (paid) | | (163) | (136) | (164) | (187) | (208) | (27,6) | (679) | (695) | (2,4) |
| Dividends received | | 28 | 279 | 211 | 86 | 2 | (92,9) | 344 | 578 | 68,0 |
| Net payments from entering into or canceling interest rate swaps | | 55 | 50 | 51 | 0 | (1) | n.a. | 55 | 100 | 81,8 |
| CASH GENERATED FROM OPERATIONS | | 3.980 | 4.288 | 4.521 | 4.479 | 4.208 | 5,7 | 15.911 | 17.496 | 10,0 |
| Interest received (paid) | | (306) | (980) | (650) | (533) | (336) | (9,8) | (2.518) | (2.499) | 0,8 |
| NET CASH FROM OPERATING ACTIVITIES | | 3.674 | 3.308 | 3.871 | 3.946 | 3.872 | 5,4 | 13.393 | 14.997 | 12,0 |
| Cash outflows for investments in (proceeds from disposal of) | | (2.691) | (2.443) | (2.496) | (2.638) | (2.874) | (6,8) | (9.253) | (10.451) | (12,9) |
| Intangible assets | | (1.031) | (2.440) | (2.393) | (758) | (851) | 17,5 | (4.642) | (6.442) | (38,8) |
| Property, plant and equipment | | (1.998) | (1.902) | (1.858) | (1.995) | (2.049) | (2,6) | (6.921) | (7.804) | (12,8) |
| Spectrum investment | | 338 | 1.899 | 1.755 | 115 | 26 | (92,3) | 2.310 | 3.795 | 64,3 |
| FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM INVESTMENT) | | 983 | 865 | 1.375 | 1.308 | 998 | 1,5 | 4.140 | 4.546 | 9,8 |

DT GROUP

PERSONNEL¹

| AT REPORTING DATE | Note | Dec. 31 | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Change compared to | | Change compared to | |
|--|------|----------------|----------------|----------------|----------------|----------------|--------------------|--------------|--------------------|--------------|
| | | 2014 | 2015 | 2015 | 2015 | 2015 | prior quarter | | prior year | |
| | | | | | | | abs. | % | abs. | % |
| Germany | | 68.754 | 69.404 | 69.607 | 69.663 | 68.638 | (1.025) | (1,5) | (116) | (0,2) |
| United States | | 39.683 | 40.492 | 41.212 | 42.600 | 44.229 | 1.629 | 3,8 | 4.546 | 11,5 |
| Europe | | 51.982 | 51.507 | 50.505 | 50.077 | 49.638 | (439) | (0,9) | (2.344) | (4,5) |
| Systems Solutions | | 47.762 | 46.853 | 46.434 | 46.299 | 45.990 | (309) | (0,7) | (1.772) | (3,7) |
| Group Headquarters & Group Services | | 19.631 | 18.927 | 17.839 | 17.686 | 16.747 | (939) | (5,3) | (2.884) | (14,7) |
| GROUP | | 227.811 | 227.184 | 225.596 | 226.325 | 225.243 | (1.082) | (0,5) | (2.568) | (1,1) |
| of which: Domestic | | 114.749 | 114.455 | 113.336 | 112.966 | 110.354 | (2.612) | (2,3) | (4.395) | (3,8) |
| of which: Civil servants (in Germany, with an active service relationship) | | 19.881 | 19.765 | 19.077 | 18.864 | 18.483 | (381) | (2,0) | (1.398) | (7,0) |
| of which: International | | 113.061 | 112.729 | 112.260 | 113.358 | 114.888 | 1.530 | 1,3 | 1.827 | 1,6 |

| AVERAGE | Note | Q4 | Q1 | Q2 | Q3 | Q4 | Change compared to | |
|--|------|----------------|----------------|----------------|----------------|----------------|--------------------|--------------|
| | | 2014 | 2015 | 2015 | 2015 | 2015 | prior year | |
| | | | | | | | abs. | % |
| Germany | | 68.904 | 69.557 | 69.493 | 69.635 | 69.076 | 172 | 0,2 |
| United States | | 39.402 | 40.091 | 40.875 | 42.143 | 43.569 | 4.167 | 10,6 |
| Europe | | 52.059 | 51.644 | 51.056 | 50.139 | 49.699 | (2.360) | (4,5) |
| Systems Solutions | | 47.928 | 46.999 | 46.562 | 46.342 | 46.240 | (1.688) | (3,5) |
| Group Headquarters & Group Services | | 19.994 | 19.179 | 18.076 | 17.754 | 17.198 | (2.796) | (14,0) |
| GROUP | | 228.288 | 227.470 | 226.063 | 226.012 | 225.782 | (2.506) | (1,1) |
| of which: Domestic | | 115.456 | 114.819 | 113.598 | 113.109 | 111.580 | (3.876) | (3,4) |
| of which: Civil servants (in Germany, with an active service relationship) | | 20.095 | 19.821 | 19.267 | 18.928 | 18.701 | (1.394) | (6,9) |
| of which: International | | 112.832 | 112.651 | 112.464 | 112.903 | 114.203 | 1.371 | 1,2 |

¹ As of May 30, 2014, including GTS Central Europe group.

EXCHANGE RATES

AVERAGE

| | Q4 2014 1 € | FY 2014 1 € | Q1 2015 1 € | Q2 2015 1 € | Q3 2015 1 € | Q4 2015 1 € | FY 2015 1 € |
|-------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| US Dollar (USD) | 1,25005 | 1,32907 | 1,12694 | 1,10453 | 1,11206 | 1,09521 | 1,10967 |
| British pound (GBP) | 0,78932 | 0,80622 | 0,74376 | 0,72106 | 0,71754 | 0,72171 | 0,72591 |
| Czech korunas (CZK) | 27,63212 | 27,53880 | 27,62877 | 27,37499 | 27,07578 | 27,05734 | 27,27801 |
| Croatian kunas (HRK) | 7,66573 | 7,63389 | 7,68189 | 7,57409 | 7,57788 | 7,62206 | 7,61394 |
| Hungarian forints (HUF) | 308,42235 | 308,69901 | 309,00141 | 306,00116 | 312,09698 | 312,53431 | 310,01097 |
| Macedonian Denar (MKD) | 61,62629 | 61,58424 | 61,42403 | 61,50774 | 61,56973 | 61,54730 | 61,51347 |
| Polish Zloty (PLN) | 4,21191 | 4,18511 | 4,19470 | 4,08732 | 4,18854 | 4,26394 | 4,18549 |
| Romanian leu (RON) | 4,43381 | 4,44321 | 4,45108 | 4,44404 | 4,42840 | 4,45580 | 4,44467 |

END OF PERIOD

| | Dec. 31 2014 1 € | Mar. 31 2015 1 € | Jun. 30 2015 1 € | Sep. 30 2015 1 € | Dec. 31 2015 1 € |
|-------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
| US Dollar (USD) | 1,21507 | 1,07510 | 1,11760 | 1,12083 | 1,08910 |
| British pound (GBP) | 0,77865 | 0,72681 | 0,71111 | 0,73792 | 0,73432 |
| Czech korunas (CZK) | 27,71287 | 27,53495 | 27,24988 | 27,18032 | 27,02223 |
| Croatian kunas (HRK) | 7,65696 | 7,64417 | 7,59709 | 7,64050 | 7,64104 |
| Hungarian forints (HUF) | 315,30567 | 299,78950 | 315,19338 | 313,21595 | 315,31297 |
| Macedonian Denar (MKD) | 61,47500 | 61,57000 | 61,57000 | 61,60000 | 61,57500 |
| Polish Zloty (PLN) | 4,28117 | 4,08963 | 4,19104 | 4,23687 | 4,26510 |
| Romanian leu (RON) | 4,48385 | 4,41105 | 4,47249 | 4,41564 | 4,52260 |

Please note: the above quarterly and yearly average exchange rates are given as an indication only. As of 2014 the income statements and corresponding profit or loss of foreign-currency denominated Group entities are translated into euros on a monthly basis using a monthly average exchange rate.

NOTES

A series of 15 horizontal dotted lines for taking notes.

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GLOSSARY

GERMANY FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|-------------|
| TOTAL REVENUE | 1 | 5.723 | 5.589 | 5.580 | 5.568 | 5.659 | (1,1) | 22.257 | 22.396 | 0,6 |
| NET REVENUE | 1 | 5.374 | 5.265 | 5.235 | 5.223 | 5.321 | (1,0) | 20.903 | 21.044 | 0,7 |
| EBITDA | | 2.000 | 2.211 | 2.224 | 2.269 | 2.086 | 4,3 | 8.810 | 8.790 | (0,2) |
| EBITDA margin (EBITDA / total revenue) | % | 34,9 | 39,6 | 39,9 | 40,8 | 36,9 | 2,0p | 39,6 | 39,2 | (0,4p) |
| Depreciation, amortization and impairment losses | | (1.002) | (935) | (946) | (919) | (955) | 4,7 | (3.893) | (3.755) | 3,5 |
| Profit (loss) from operations = EBIT | | 998 | 1.276 | 1.278 | 1.350 | 1.131 | 13,3 | 4.917 | 5.035 | 2,4 |
| CASH CAPEX | 2 | 1.075 | 949 | 1.055 | 1.073 | 965 | (10,2) | 3.807 | 4.042 | 6,2 |
| CASH CONTRIBUTION | | 925 | 1.262 | 1.169 | 1.196 | 1.121 | 21,2 | 5.003 | 4.748 | (5,1) |

FINANCIALS (AS REPORTED)

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|-------------|
| TOTAL REVENUE | | 5.723 | 5.589 | 5.580 | 5.593 | 5.659 | (1,1) | 22.257 | 22.421 | 0,7 |
| NET REVENUE | | 5.374 | 5.265 | 5.235 | 5.248 | 5.321 | (1,0) | 20.903 | 21.069 | 0,8 |
| EBITDA | | 1.898 | 2.125 | 2.102 | 2.146 | 1.872 | (1,4) | 8.556 | 8.245 | (3,6) |
| EBITDA margin (EBITDA / total revenue) | % | 33,2 | 38,0 | 37,7 | 38,4 | 33,1 | (0,1p) | 38,4 | 36,8 | (1,6p) |
| Depreciation, amortization and impairment losses | | (1.002) | (935) | (946) | (919) | (955) | 4,7 | (3.893) | (3.755) | 3,5 |
| Profit (loss) from operations = EBIT | | 896 | 1.190 | 1.156 | 1.227 | 917 | 2,3 | 4.663 | 4.490 | (3,7) |
| CASH CAPEX | | 1.075 | 949 | 2.622 | 1.073 | 965 | (10,2) | 3.807 | 5.609 | 47,3 |
| CASH CONTRIBUTION | | 823 | 1.176 | (520) | 1.073 | 907 | 10,2 | 4.749 | 2.636 | (44,5) |

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

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

GERMANY

EBITDA RECONCILIATION

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|---|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|-----------------------------|-----------------------------|--------------|
| TOTAL REVENUE | | 5.723 | 5.589 | 5.580 | 5.593 | 5.659 | (1,1) | 22.257 | 22.421 | 0,7 |
| TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS) | 1 | 5.723 | 5.589 | 5.580 | 5.568 | 5.659 | (1,1) | 22.257 | 22.396 | 0,6 |
| Profit (loss) from operations = EBIT | | 896 | 1.190 | 1.156 | 1.227 | 917 | 2,3 | 4.663 | 4.490 | (3,7) |
| - Depreciation, amortization and impairment losses | | (1.002) | (935) | (946) | (919) | (955) | 4,7 | (3.893) | (3.755) | 3,5 |
| = EBITDA | | 1.898 | 2.125 | 2.102 | 2.146 | 1.872 | (1,4) | 8.556 | 8.245 | (3,6) |
| EBITDA margin | % | 33,2 | 38,0 | 37,7 | 38,4 | 33,1 | (0,1p) | 38,4 | 36,8 | (1,6p) |
| - Special factors affecting EBITDA | | (102) | (86) | (122) | (123) | (214) | n.a. | (254) | (545) | n.a. |
| = EBITDA (ADJUSTED FOR SPECIAL FACTORS) | | 2.000 | 2.211 | 2.224 | 2.269 | 2.086 | 4,3 | 8.810 | 8.790 | (0,2) |
| EBITDA margin (adjusted for special factors) | % | 34,9 | 39,6 | 39,9 | 40,8 | 36,9 | 2,0p | 39,6 | 39,2 | (0,4p) |

SPECIAL FACTORS

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|-------------|
| EFFECTS ON EBITDA | | (102) | (86) | (122) | (123) | (214) | n.a. | (254) | (545) | n.a. |
| - of which personnel | | (85) | (61) | (92) | (89) | (160) | (88,2) | (223) | (402) | (80,3) |
| - of which other | | (17) | (25) | (30) | (34) | (54) | n.a. | (31) | (143) | n.a. |
| EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT | | (102) | (86) | (122) | (123) | (214) | n.a. | (254) | (545) | n.a. |
| - of which personnel | | (85) | (61) | (92) | (89) | (160) | (88,2) | (223) | (402) | (80,3) |
| - of which other | | (17) | (25) | (30) | (34) | (54) | n.a. | (31) | (143) | n.a. |

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

GERMANY OPERATIONALS

| | Note | Q4 2014 | Q1 2015 | Q2 2015 | Q3 2015 | Q4 2015 | Change % |
|-------------------------|--------|------------|------------|------------|------------|------------|-------------|
| GERMANY | | | | | | | |
| ACCESS LINES | | | | | | | |
| Fixed network | ('000) | 20.686 | 20.555 | 20.437 | 20.354 | 20.227 | (2,2) |
| retail IP-based | ('000) | 4.383 | 5.120 | 5.763 | 6.354 | 6.887 | 57,1 |
| Broadband | ('000) | 12.361 | 12.437 | 12.518 | 12.596 | 12.644 | 2,3 |
| Fiber | ('000) | 1.799 | 2.094 | 2.365 | 2.613 | 2.923 | 62,5 |
| TV (incl. IPTV, SAT) | ('000) | 2.442 | 2.516 | 2.578 | 2.632 | 2.683 | 9,9 |
| ULLs | ('000) | 8.801 | 8.619 | 8.432 | 8.231 | 8.050 | (8,5) |
| Wholesale bundled | ('000) | 305 | 287 | 268 | 246 | 227 | (25,6) |
| Wholesale unbundled | ('000) | 2.153 | 2.353 | 2.541 | 2.752 | 3.015 | 40,0 |
| Fiber | ('000) | 718 | 886 | 1.045 | 1.222 | 1.444 | n.a. |
| MOBILE CUSTOMERS | | | | | | | |
| Total | ('000) | 38.989 | 39.200 | 39.465 | 39.892 | 40.373 | 3,5 |
| - contract | ('000) | 22.287 | 22.576 | 22.984 | 23.347 | 23.709 | 6,4 |
| - prepaid | ('000) | 16.701 | 16.624 | 16.482 | 16.545 | 16.665 | (0,2) |

CONSUMER OPERATIONALS

| | Note | Q4 2014 | Q1 2015 | Q2 2015 | Q3 2015 | Q4 2015 | Change % |
|-------------------------|--------|------------|------------|------------|------------|------------|-------------|
| GERMANY | | | | | | | |
| ACCESS LINES | | | | | | | |
| Fixed network | ('000) | 16.260 | 16.158 | 16.068 | 16.003 | 15.900 | (2,2) |
| retail IP-based | ('000) | 3.974 | 4.610 | 5.161 | 5.653 | 6.076 | 52,9 |
| Broadband | ('000) | 9.938 | 10.012 | 10.093 | 10.162 | 10.209 | 2,7 |
| Fiber | ('000) | 1.547 | 1.806 | 2.046 | 2.262 | 2.530 | 63,5 |
| TV (incl. IPTV, SAT) | ('000) | 2.254 | 2.326 | 2.387 | 2.441 | 2.492 | 10,6 |
| MOBILE CUSTOMERS | | | | | | | |
| Total | ('000) | 29.068 | 28.945 | 28.845 | 28.870 | 29.016 | (0,2) |
| - contract | ('000) | 16.040 | 16.303 | 16.625 | 16.933 | 17.297 | 7,8 |
| - prepaid | ('000) | 13.027 | 12.642 | 12.219 | 11.937 | 11.719 | (10,0) |

BUSINESS CUSTOMERS OPERATIONALS

| | Note | Q4 2014 | Q1 2015 | Q2 2015 | Q3 2015 | Q4 2015 | Change % |
|-------------------------|--------|------------|------------|------------|------------|------------|-------------|
| GERMANY | | | | | | | |
| ACCESS LINES | | | | | | | |
| Fixed network | ('000) | 3.402 | 3.375 | 3.352 | 3.340 | 3.339 | (1,9) |
| retail IP-based | ('000) | 387 | 482 | 572 | 667 | 773 | 99,7 |
| Broadband | ('000) | 2.096 | 2.090 | 2.088 | 2.092 | 2.093 | (0,1) |
| Fiber | ('000) | 248 | 283 | 312 | 343 | 385 | 55,2 |
| TV (incl. IPTV, SAT) | ('000) | 186 | 188 | 189 | 189 | 190 | 2,2 |
| MOBILE CUSTOMERS | | | | | | | |
| Total | ('000) | 9.921 | 10.256 | 10.620 | 11.022 | 11.358 | 14,5 |
| - contract | ('000) | 6.247 | 6.273 | 6.358 | 6.414 | 6.412 | 2,6 |
| - prepaid | ('000) | 3.674 | 3.982 | 4.262 | 4.608 | 4.946 | 34,6 |

1 Figures do not add up.

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

3 As of January 1, 2015, figures do not include internal framework agreements (approximately 61 thousand SIM cards). Prior-year figures have not been adjusted.

GERMANY

REVENUE SPLIT - PRODUCTS

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|---|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|-----------------------------|-----------------------------|--------------|
| GERMANY | 3 | 5.723 | 5.589 | 5.580 | 5.593 | 5.659 | (1,1) | 22.257 | 22.421 | 0,7 |
| FIXED NETWORK CORE BUSINESS | 1 | 2.503 | 2.452 | 2.439 | 2.449 | 2.462 | (1,6) | 10.013 | 9.802 | (2,1) |
| of which Fixed Revenues | | 1.778 | 1.772 | 1.766 | 1.764 | 1.758 | (1,1) | 7.179 | 7.060 | (1,7) |
| Voice only revenues | 2 | 505 | 499 | 486 | 479 | 469 | (7,1) | 2.083 | 1.933 | (7,2) |
| Broadband revenues | 2 | 1.003 | 996 | 995 | 994 | 993 | (1,0) | 4.053 | 3.978 | (1,9) |
| TV revenues | | 270 | 277 | 285 | 291 | 296 | 9,6 | 1.043 | 1.149 | 10,2 |
| of which Variable Revenues | | 276 | 258 | 251 | 253 | 247 | (10,5) | 1.120 | 1.009 | (9,9) |
| of which Revenues from add-on options | 1 | 53 | 53 | 50 | 52 | 51 | (3,8) | 219 | 206 | (5,9) |
| thereof revenues from voice centric options | | 19 | 19 | 17 | 18 | 16 | (15,8) | 79 | 70 | (11,4) |
| thereof revenues from broadband centric options | 1 | 17 | 17 | 17 | 18 | 17 | 0,0 | 72 | 69 | (4,2) |
| thereof revenues from TV centric options | 1 | 16 | 17 | 16 | 17 | 17 | 6,3 | 68 | 67 | (1,5) |
| MOBILE COMMUNICATIONS | | 2.098 | 2.061 | 2.047 | 2.056 | 2.072 | (1,2) | 7.856 | 8.236 | 4,8 |
| of which Service Revenues | | 1.680 | 1.677 | 1.670 | 1.692 | 1.673 | (0,4) | 6.678 | 6.712 | 0,5 |
| thereof Data Revenues | | 735 | 761 | 772 | 776 | 774 | 5,3 | 2.874 | 3.083 | 7,3 |
| WHOLESALE SERVICES FIXED NETWORK | 3 | 858 | 840 | 845 | 865 | 853 | (0,6) | 3.399 | 3.403 | 0,1 |
| of which access full ULL | 3 | 297 | 294 | 283 | 302 | 269 | (9,4) | 1.229 | 1.148 | (6,6) |
| of which bundled and unbundled access line | | 135 | 149 | 154 | 157 | 188 | 39,3 | 497 | 648 | 30,4 |
| ONLINE CONSUMER SERVICES | 1 | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| VALUE-ADDED SERVICES | | 63 | 60 | 56 | 54 | 57 | (9,5) | 242 | 227 | (6,2) |
| OTHERS | | 201 | 176 | 194 | 170 | 213 | 6,0 | 747 | 753 | 0,8 |

REVENUE SPLIT - SEGMENTS

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|----------------------|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|-----------------------------|-----------------------------|-------------|
| GERMANY | 3 | 5.723 | 5.589 | 5.580 | 5.593 | 5.659 | (1,1) | 22.257 | 22.421 | 0,7 |
| Consumer | | 3.095 | 3.024 | 3.034 | 3.015 | 3.022 | (2,4) | 11.970 | 12.095 | 1,0 |
| Business customers | | 1.474 | 1.440 | 1.425 | 1.447 | 1.469 | (0,3) | 5.726 | 5.781 | 1,0 |
| Wholesale | 3 | 947 | 928 | 932 | 954 | 941 | (0,6) | 3.775 | 3.755 | (0,5) |
| Value-added services | | 63 | 60 | 55 | 54 | 57 | (9,5) | 242 | 226 | (6,6) |
| Others | | 144 | 137 | 134 | 123 | 170 | 18,1 | 544 | 564 | 3,7 |

1 Online consumer services revenues have been allocated to revenues from broadband centric options and TV centric options since January 1, 2015.

Prior-year figures have been pro forma adjusted accordingly for better comparability.

2 Revenues from supplement accesses have been allocated to voice only revenues since January 1, 2015.

Prior-year figures have been pro forma adjusted accordingly for better comparability.

3 As reported. Figures not adjusted for special factors related to settlement agreements concerning charged fees for previous years in Q3/15.

GERMANY

MOBILE COMMUNICATIONS KPIS

| | Note | Q4 2014 | Q1 2015 | Q2 2015 | Q3 2015 | Q4 2015 | Change % | FY 2014 | FY 2015 | Change % |
|----------------------------------|-------|------------|------------|------------|------------|------------|---------------|------------|------------|---------------|
| AVERAGE MONTHLY CHURN | (%) | 2,7 | 1,7 | 1,7 | 1,8 | 1,8 | (0,9p) | 1,9 | 1,7 | (0,2p) |
| - contract | (%) | 3,2 | 1,5 | 1,5 | 1,9 | 1,8 | (1,4p) | 1,8 | 1,7 | (0,1p) |
| SAC PER GROSS ADD | (€) | 67 | 70 | 66 | 56 | 81 | 20,9 | 71 | 68 | (4,2) |
| - contract | (€) | 96 | 103 | 93 | 82 | 122 | 27,1 | 106 | 100 | (5,7) |
| - prepaid | (€) | 10 | 11 | 12 | 9 | 7 | (30,0) | 11 | 10 | (9,1) |
| SRC PER RETAINED CUSTOMER | (€) | 288 | 246 | 248 | 231 | 276 | (4,2) | 249 | 251 | 0,8 |
| ARPU | (€) | 14 | 14 | 14 | 14 | 14 | 0,0 | 14 | 14 | 0,0 |
| - contract | (€) | 23 | 23 | 22 | 22 | 22 | (4,3) | 23 | 22 | (4,3) |
| - prepaid | (€) | 3 | 3 | 3 | 3 | 3 | 0,0 | 3 | 3 | 0,0 |
| NON-VOICE % OF ARPU | (%) | 50 | 51 | 52 | 52 | 52 | 2p | 50 | 53 | 3p |
| MOU PER CUSTOMER | (min) | 87 | 86 | 88 | 89 | 89 | 2,3 | 83 | 88 | 6,0 |
| - contract | (min) | 139 | 137 | 139 | 140 | 140 | 0,7 | 132 | 139 | 5,3 |

CONSUMER - KPIS

| | Note | Q4 2014 | Q1 2015 | Q2 2015 | Q3 2015 | Q4 2015 | Change % | FY 2014 | FY 2015 | Change % |
|----------------------------------|-------|------------|------------|------------|------------|------------|---------------|------------|------------|---------------|
| AVERAGE MONTHLY CHURN | (%) | 3,3 | 2,0 | 2,0 | 2,2 | 2,1 | (1,2p) | 2,2 | 2,1 | (0,1p) |
| - contract | (%) | 4,1 | 1,8 | 1,8 | 2,2 | 2,1 | (2,0p) | 2,2 | 2,0 | (0,2p) |
| SAC PER GROSS ADD | (€) | 67 | 74 | 69 | 56 | 80 | 19,4 | 71 | 69 | (2,8) |
| - contract | (€) | 89 | 97 | 85 | 70 | 107 | 20,2 | 97 | 90 | (7,2) |
| - prepaid | (€) | 14 | 17 | 20 | 15 | 11 | (21,4) | 16 | 15 | (6,3) |
| SRC PER RETAINED CUSTOMER | (€) | 304 | 252 | 280 | 257 | 301 | (1,0) | 267 | 272 | 1,9 |
| ARPU | (€) | 13 | 13 | 13 | 13 | 13 | 0,0 | 12 | 13 | 8,3 |
| - contract | (€) | 20 | 20 | 20 | 20 | 19 | (5,0) | 20 | 20 | 0,0 |
| - prepaid | (€) | 3 | 3 | 4 | 4 | 3 | 0,0 | 3 | 4 | 33,3 |
| NON-VOICE % OF ARPU | (%) | 50 | 51 | 51 | 51 | 51 | 1p | 51 | 53 | 2p |
| MOU PER CUSTOMER | (min) | 87 | 88 | 91 | 94 | 95 | 9,2 | 80 | 92 | 15,0 |
| - contract | (min) | 129 | 131 | 134 | 136 | 135 | 4,7 | 119 | 134 | 12,6 |

BUSINESS CONSUMER - KPIS

| | Note | Q4 2014 | Q1 2015 | Q2 2015 | Q3 2015 | Q4 2015 | Change % | FY 2014 | FY 2015 | Change % |
|----------------------------------|-------|------------|------------|------------|------------|------------|---------------|------------|------------|---------------|
| AVERAGE MONTHLY CHURN | (%) | 0,8 | 0,7 | 0,7 | 0,6 | 0,8 | 0,0p | 0,9 | 0,7 | (0,2p) |
| - contract | (%) | 0,8 | 0,7 | 0,7 | 0,9 | 1,2 | 0,4p | 0,7 | 0,8 | 0,1p |
| SAC PER GROSS ADD | (€) | 66 | 57 | 55 | 58 | 82 | 24,2 | 70 | 64 | (8,6) |
| - contract | (€) | 143 | 132 | 136 | 160 | 223 | 55,9 | 155 | 164 | 5,8 |
| - prepaid | (€) | 2 | 2 | 2 | 1 | 1 | (50,0) | 2 | 2 | 0,0 |
| SRC PER RETAINED CUSTOMER | (€) | 257 | 234 | 199 | 189 | 235 | (8,6) | 216 | 214 | (0,9) |
| ARPU | (€) | 19 | 19 | 18 | 17 | 17 | (10,5) | 20 | 18 | (10,0) |
| - contract | (€) | 29 | 30 | 29 | 28 | 28 | (3,4) | 30 | 29 | (3,3) |
| - prepaid | (€) | 2 | 1 | 1 | 1 | 1 | (50,0) | 2 | 1 | (50,0) |
| NON-VOICE % OF ARPU | (%) | 48 | 52 | 54 | 52 | 53 | 5p | 49 | 53 | 4p |
| MOU PER CUSTOMER | (min) | 119 | 115 | 112 | 111 | 110 | (7,6) | 121 | 112 | (7,4) |
| - contract | (min) | 186 | 185 | 184 | 187 | 192 | 3,2 | 185 | 187 | 1,1 |

GERMANY

MAGENTA MOBIL

| MAGENTA MOBIL PLANS IN € | S | M | L | L Plus |
|-------------------------------------|------------------|------------------|-----------|-------------------|
| Monthly charge (without handset) | 29.95 | 39.95 | 49.95 | 79.95 |
| Monthly charge (with handset) | 39.95 | 49.95 | 59.95 | — |
| Monthly charge (with top handset) | 49.95 | 59.95 | 69.95 | 99.95 |
| Voice and SMS ¹ | 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 | 500 MB | 2 GB | 4 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 |
| MultiSim | — | — | — | free ² |
| Roaming Voice, SMS and Data | — | — | — | 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

ONLY AVAILABLE
FROM 19.4.16

| 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 ¹ | 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 ² |
| 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) | 79.95 | 109.95 | 149.95 |
| handset upgrade period | 12 months | 12 months | 12 months |
| Voice and SMS ¹ | 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 | 4 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) ² | — | 100 | 1.000 |
| International SMS (pieces) | — | 100 | — |
| HotSpot Flatrate | — | free | free |
| MultiSim | — | free ³ | free ³ |
| Roaming Voice, SMS and Data | — | free | 250 minutes; 1.000 SMS; 16xTravel & Surf WeekPass ⁴ |
| Fixed line number | — | free | 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 Country Group 2.

3 up to two MultiSIM bookable.

4 incl. 50 MB.

GERMANY

MOBILE OPTIONS

| INTERNATIONAL OPTIONS IN € | ALL INCLUSIVE (ROAMING) | INTERNATIONAL 100 or 400 | INTERNATIONAL PACKAGE | INTERNATIONAL SMS 100 |
|--|--|---|---|------------------------------|
| Monthly charge | 5.00 | 9.95 or 29.95 | 10.00 | 9.95 |
| Description | Use your flat (voice, SMS & data) tarif in Europe | 100 or 400 min. mobile and fixed Network to european countries. | All Inclusive (Roaming), International ¹ 100, International SMS ¹ 100 | 100 SMS to EU |
| | | | ¹ EU and Country Group 1 and 2. | |
| VOICE OPTIONS IN € | FAMILY | FIXED LINE NUMBER | | |
| 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. | | |
| ADDITIONAL DATA VOLUME OPTIONS IN € | Data S | Data M | Data L | |
| Monthly charge | 9.95 | 14.95 | 24.95 | |
| Additional Data Volume (per month) | 1 GB | 2GB | 5GB | |
| OTHER OPTIONS IN € | ON-THE-GO PACKAGE | MULTISIM | HOTSPOT FLAT | SPEED LTE MAX |
| Monthly charge | 10.00 | 4.95 | 4.95 | 5.00 |
| Description | up to two MultiSIM bookable, Hotspot Flat, fixed line number | up to two MultiSIM bookable. | — | max. LTE Speed |
| ADDITIONAL DATA PACKAGES IN € | MultiData S | MultiData M | MultiData L | |
| 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)

| DOUBLE PLAY VIA WIRELESS¹ IN € | S | M | L |
|--|--|--------------------|--------------------|
| Monthly Charge ² | 34.95 ³ | 39.95 ⁴ | 49.95 ⁵ |
| 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 |
| Voice minutes | € Cent/Minute | | |
| fixed net national | flat | | |
| international | from 2.9 | | |
| fixed to mobile | 19.0 | | |
| Options | | | |
| 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. All prices in € including VAT.

GERMANY

MAGENTA ZUHAUSE

| MAGENTA ZUHAUSE IN € | ZUHAUSE XS ¹ | ZUHAUSE S ¹ | ZUHAUSE M ¹ | ZUHAUSE L ¹ |
|----------------------------|---|--|---|---|
| | 29.95 | 34.95 ² | 39.95 ² | 44.95 ² |
| | 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 ⁵ flat rate Internet usage flat rate voice usage |
| ENTERTAIN | | | | |
| ENTERTAIN | -- | | 10.00 ^{3,4} | |
| ENTERTAIN COMFORT SAT | -- | | 10.00 ^{3,4} | |
| ENTERTAIN PREMIUM | -- | | 15.00 ^{3,4} | |
| ENTERTAIN SAT | -- | 5.00 | | -- |
| CITY, DLD | | CENT/MINUTE | | |
| Peak/Off peak | 2.9 ct | | 0 ct | |
| international | | | from 2.9 ct | |
| fixed to mobile | | | 19.0 ct | |
| CALLING PLANS | | | | |
| 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: -€5.00 for the first 12 months

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

GERMANY

MAGENTA ZUHAUSE HYBRID

| MAGENTA ZUHAUSE HYBRID IN € | ZUHAUSE S ¹ HYBRID | ZUHAUSE M ¹ HYBRID | ZUHAUSE L ¹ HYBRID |
|-----------------------------|--|---|--|
| | 34.95 ² | 39.95 ² | 44.95 ² |
| | 16 Mbit/s bandwidth + Hybrid LTE-Boost (up to 16 Mbit/s), flat rate Internet usage flat rate voice usage | 50 Mbit/s bandwidth ³ + 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 |
| CITY, DLD | | CENT/MINUTE | |
| national | | 0 ct | |
| international | | from 2.9 ct | |
| fixed to mobile | | 19.0 ct | |
| CALLING PLANS | | | |
| 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: -€5.00 for the first 12 months

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

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

GERMANY

SINGLE PLAY

| SINGLE PLAY IN € | CALL START ¹ | CALL BASIC ^{1,2} | CALL COMFORT ¹ |
|----------------------------|--|---|--|
| | 17.95 | 19.95 | 29.95 |
| | Standard-PSTN, voice usage per minute | Standard-PSTN, voice usage per minute, up to 120 minutes included within Germany | Standard-PSTN, voice flat rate within Germany |
| CITY, CDL | € CENT/MINUTE | | |
| Peak/Off peak | 2.9 | | flat |
| international | | from 2.9 | |
| fixed to mobile | | 19.0 | |
| CALLING PLANS | | | |
| CountryFlat 1 | | € 3.94 per month | |
| CountryFlat 2 | | €14.95 per month | |
| fixed to mobile | | 12.9 cents/minute, minimum charge €4 per month | |
| fixed to T-Mobile flatrate | | €14.95 per month | |
| Set-up | | One off charge PSTN €69.95 | |

1 Standard-PSTN; Universal-PSTN + €8

2 Universal-PSTN up to 240 Min included

For general conditions and further details, please see www.telekom.de.

All prices in € including VAT.

GERMANY

MAGENTA EINS

| MAGENTA EINS ¹ IN € | MagentaEINS S | MagentaEINS M | MagentaEINS L |
|--|--|---|---|
| Monthly charge | 49.90 ² | 64.85 ² | 74.85 ² |
| Communication ³ | Flat at home and on the mobile device into all national networks incl. fixed to mobile. | Flat at home and on the mobile device into all national networks incl. fixed to mobile. | Flat at home and on the mobile device into all national networks incl. fixed to mobile. |
| Data Mobile | Flat with LTE Max until speed step down 500 MB. | Flat with LTE Max until speed step down 500 MB. | Flat with LTE Max until speed step down 500 MB. |
| Internet at home | Flat with up to 16 Mbit/s download. | Flat with up to 50 Mbit/s download. | Flat with up to 100 Mbit/s download. |
| TV | ————— | Entertain incl. HD Receiver 500 GB Memory. | Entertain Premium incl. HD Receiver 500 GB Memory. |
| Set-up | One off charge new lines fixed (€ 69,95) & new mobile (€29.95) | | |
| Duration of contract | new customers 24 months. Otherwise duration depends of fixed-network and/or mobile-network contract. | | |
| 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 \geq €29.95; Identical adress for fixed and mobile contracts.

2 Promotional price in the first 12 months for new customers; Regular price € 54.90 (S), €69.85 (M) and €79.85 (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)

This tariff grid does not incorporate tariff changes that will come into effect on 19 April 16.

Note that until 29.02.2016 there is an additional promotion of Entertain Premium that is reflected in communicated MagentaEINS bundles.

More MagentaEINS convergnent bundles including existing customers' tariffs available.

For general conditions and further details, please see www.telekom.de. All prices in € including 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 ¹ | 0.25 | 0.24 ¹ |
| Single transit | 0.40 | 0.26 ¹ | 0.28 | 0.26 ¹ |
| Double transit national | 0.40 | 0.26 ¹ | 0.28 | 0.26 ¹ |
| ORIGINATION FEES IN CENT/MIN. | PEAK (9:00-18:00), OLD | PEAK (9:00-18:00), NEW ¹ | OFF-PEAK (18:00-9:00), OLD | OFF-PEAK (18:00-9:00), NEW ¹ |
| 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 ² | | 29.78 ³ | |
| Monthly fee | 10.08 ⁴ | | 10.19 ⁵ | |
| PARTIALLY UNBUNDLED ("LINE SHARING") | OLD | | NEW | |
| One time fee | 34.13 ² | | 34.23 ³ | |
| Monthly fee | 1.68 ⁶ | | 1.78 ⁷ | |
| IP-BSA ADSL SHARED (CLASSIC) | OLD | | NEW | |
| One time fee | -- | | 44.87 ^{8,9} | |
| Monthly fee | -- | | 8.12 ^{8,9} | |
| IP-BSA ADSL STAND ALONE (CLASSIC) | OLD | | NEW | |
| One time fee | -- | | 47.68 ^{8,9} | |
| Monthly fee | -- | | 18.20 ^{8,9} | |
| IP-BSA VDSL (until 50 Mbit/s) ¹⁰ STAND ALONE (CLASSIC) | OLD (IN €) | | NEW (IN €) | |
| One time fee | -- | | 46.43 ^{8,9} | |
| Monthly fee | -- | | 25.32 ^{8,9} | |

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, 2013.

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

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.

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UNITED STATES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|-------------|
| TOTAL REVENUE | 1 | 6.521 | 6.905 | 7.479 | 7.060 | 7.519 | 15,3 | 22.419 | 28.963 | 29,2 |
| NET REVENUE | 1 | 6.520 | 6.904 | 7.479 | 7.060 | 7.518 | 15,3 | 22.416 | 28.961 | 29,2 |
| EBITDA | 2 | 1.355 | 1.225 | 1.652 | 1.702 | 2.075 | 53,1 | 4.296 | 6.654 | 54,9 |
| EBITDA margin (EBITDA / total revenues) | % | 20,8 | 17,7 | 22,1 | 24,1 | 27,6 | 6,8p | 19,2 | 23,0 | 3,8p |
| Depreciation, amortization and impairment losses | | (748) | (838) | (853) | (931) | (1.153) | (54,1) | (2.839) | (3.775) | (33,0) |
| Profit (loss) from operations = EBIT | | 607 | 387 | 799 | 771 | 922 | 51,9 | 1.457 | 2.879 | 97,6 |
| CASH CAPEX | 3 | 1.009 | 845 | 996 | 1.044 | 1.297 | 28,5 | 3.253 | 4.182 | 28,6 |
| CASH CONTRIBUTION | 3 | 346 | 380 | 656 | 658 | 778 | n.a. | 1.043 | 2.472 | n.a. |

FINANCIALS (AS REPORTED)

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|-------------|
| TOTAL REVENUE | | 6.510 | 6.905 | 7.443 | 7.059 | 7.518 | 15,5 | 22.408 | 28.925 | 29,1 |
| NET REVENUE | | 6.509 | 6.904 | 7.443 | 7.059 | 7.518 | 15,5 | 22.405 | 28.924 | 29,1 |
| EBITDA | | 1.169 | 1.111 | 1.581 | 1.468 | 2.069 | 77,0 | 4.244 | 6.229 | 46,8 |
| EBITDA margin (EBITDA / total revenue) | % | 18,0 | 16,1 | 21,2 | 20,8 | 27,5 | 9,5p | 18,9 | 21,5 | 2,6p |
| Depreciation, amortization and impairment losses | | (748) | (838) | (853) | (931) | (1.153) | (54,1) | (2.839) | (3.775) | (33,0) |
| Profit (loss) from operations = EBIT | | 421 | 273 | 728 | 537 | 916 | n.a. | 1.405 | 2.454 | 74,7 |
| CASH CAPEX | | 1.115 | 2.729 | 1.230 | 1.103 | 1.319 | 18,3 | 5.072 | 6.381 | 25,8 |
| CASH CONTRIBUTION | | 54 | (1.618) | 351 | 365 | 750 | n.a. | (828) | (152) | 81,6 |

1 Excluding special factors affecting revenue of EUR 11mn in Q4/14, EUR 36mn in Q2/15, and EUR 1mn in Q3/15.

2 Excluding special factors affecting EBITDA of EUR 186mn in Q4/14, EUR 114mn in Q1/15, EUR 71mn in Q2/15, and EUR 234mn in Q3/15, EUR 6mn in Q4/15.

3 Adjusted by excluding spectrum purchases of EUR 106mn in Q4/14, EUR 1.884mn in Q1/15, EUR 234mn in Q2/15, and EUR 59mn in Q3/15, EUR 22mn in Q4/15.

UNITED STATES

EBITDA RECONCILIATION

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|-------------|
| TOTAL REVENUE | | 6.510 | 6.905 | 7.443 | 7.059 | 7.518 | 15,5 | 22.408 | 28.925 | 29,1 |
| Profit (loss) from operations = EBIT | | 421 | 273 | 728 | 537 | 916 | n.a. | 1.405 | 2.454 | 74,7 |
| - Depreciation, amortization and impairment losses | | (748) | (838) | (853) | (931) | (1.153) | (54,1) | (2.839) | (3.775) | (33,0) |
| = EBITDA | | 1.169 | 1.111 | 1.581 | 1.468 | 2.069 | 77,0 | 4.244 | 6.229 | 46,8 |
| EBITDA margin | % | 18,0 | 16,1 | 21,2 | 20,8 | 27,5 | 9,5p | 18,9 | 21,5 | 2,6p |
| - Special factors affecting EBITDA | | (186) | (114) | (71) | (234) | (6) | 96,8 | (52) | (425) | n.a. |
| = EBITDA ADJUSTED FOR SPECIAL FACTORS | 1 | 1.355 | 1.225 | 1.652 | 1.702 | 2.075 | 53,1 | 4.296 | 6.654 | 54,9 |
| EBITDA margin (adjusted for special factors) | % | 20,8 | 17,7 | 22,1 | 24,1 | 27,6 | 6,8p | 19,2 | 23,0 | 3,8p |

SPECIAL FACTORS

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | FY 2014 millions of € | FY 2015 millions of € |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| EFFECTS ON EBITDA | | (186) | (114) | (71) | (234) | (6) | (52) | (425) |
| - of which personnel | | (23) | (22) | (20) | (4) | (4) | (133) | (50) |
| - of which other | | (163) | (92) | (51) | (230) | (2) | 81 | (375) |
| EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT | | (186) | (114) | (71) | (234) | (6) | (52) | (425) |
| - of which personnel | | (23) | (22) | (20) | (4) | (4) | (133) | (50) |
| - of which other | | (163) | (92) | (51) | (230) | (2) | 81 | (375) |

1 Excluding special factors affecting EBITDA of EUR 186mn in Q4/14, EUR 114mn in Q1/15, EUR 71mn in Q2/15, and EUR 234mn in Q3/15, EUR 6mn in Q4/15

UNITED STATES

OPERATIONAL

| | Note | Q4 2014 | Q1 2015 | Q2 2015 | Q3 2015 | Q4 2015 | Change % | FY 2014 | FY 2015 | Change % |
|---|-------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| CUSTOMERS (END OF PERIOD) | ('000) | 55.018 | 56.836 | 58.908 | 61.220 | 63.282 | 15,0 | 55.018 | 63.282 | 15,0 |
| Branded postpaid | ('000) | 27.185 | 28.310 | 29.318 | 30.403 | 31.695 | 16,6 | 27.185 | 31.695 | 16,6 |
| Branded prepaid | ('000) | 16.316 | 16.389 | 16.567 | 17.162 | 17.631 | 8,1 | 16.316 | 17.631 | 8,1 |
| - BRANDED | ('000) | 43.501 | 44.699 | 45.885 | 47.565 | 49.326 | 13,4 | 43.501 | 49.326 | 13,4 |
| Machine-to-machine | ('000) | 4.421 | 4.562 | 4.529 | 5.034 | 5.318 | 20,3 | 4.421 | 5.318 | 20,3 |
| MVNO | ('000) | 7.096 | 7.575 | 8.494 | 8.621 | 8.638 | 21,7 | 7.096 | 8.638 | 21,7 |
| - WHOLESALE | ('000) | 11.517 | 12.137 | 13.023 | 13.655 | 13.956 | 21,2 | 11.517 | 13.956 | 21,2 |
| NET ADDS | ('000) | 2.128 | 1.818 | 2.072 | 2.312 | 2.062 | (3,1) | 8.334 | 8.264 | (0,8) |
| Branded postpaid | ('000) | 1.276 | 1.125 | 1.008 | 1.085 | 1.292 | 1,3 | 4.886 | 4.510 | (7,7) |
| Branded prepaid | ('000) | 266 | 73 | 178 | 595 | 469 | 76,3 | 1.244 | 1.315 | 5,7 |
| - BRANDED | ('000) | 1.542 | 1.198 | 1.186 | 1.680 | 1.761 | 14,2 | 6.130 | 5.825 | (5,0) |
| Machine-to-machine | ('000) | 152 | 141 | (33) | 505 | 284 | 86,8 | 819 | 897 | 9,5 |
| MVNO | ('000) | 434 | 479 | 919 | 127 | 17 | (96,1) | 1.385 | 1.542 | 11,3 |
| - WHOLESALE | ('000) | 586 | 620 | 886 | 632 | 301 | (48,6) | 2.204 | 2.439 | 10,7 |
| AVERAGE MONTHLY CHURN | (%) | 3,6 | 3,3 | 3,4 | 3,5 | 3,5 | (0,1p) | 3,4 | 3,4 | 0,0p |
| - Branded postpaid | (%) | 1,8 | 1,5 | 1,5 | 1,6 | 1,6 | (0,2p) | 1,6 | 1,5 | (0,1p) |
| - Branded prepaid | (%) | 5,4 | 4,6 | 4,9 | 4,1 | 4,1 | (1,3p) | 4,8 | 4,5 | (0,3p) |
| TOTAL REVENUES | (€ million) | 6.510 | 6.905 | 7.443 | 7.059 | 7.518 | 15,5 | 22.408 | 28.925 | 29,1 |
| Service revenue | (€ million) | 4.561 | 5.037 | 5.436 | 5.553 | 5.880 | 28,9 | 16.401 | 21.906 | 33,6 |
| EBITDA (ADJUSTED FOR SPECIAL FACTORS) | (€ million) | 1.355 | 1.225 | 1.652 | 1.702 | 2.075 | 53,1 | 4.296 | 6.654 | 54,9 |
| EBITDA margin (adjusted for special factors) | (%) | 20,8 | 17,7 | 22,1 | 24,1 | 27,6 | 6,8p | 19,2 | 23,0 | 3,8p |
| EBITDA margin (adjusted for special factors) | (%) | 29,7 | 24,3 | 30,4 | 30,7 | 35,3 | 5,6p | 26,2 | 30,4 | 4,2p |
| BLENDED ARPU | (€) | 28 | 30 | 31 | 31 | 32 | 14,3 | 27 | 31 | 14,8 |
| - Branded postpaid | (€) | 36 | 40 | 41 | 41 | 42 | 16,7 | 35 | 41 | 17,1 |
| - Branded prepaid | (€) | 29 | 33 | 34 | 33 | 34 | 17,2 | 27 | 34 | 25,9 |
| NON-VOICE % OF ARPU | (%) | 54 | 55 | 56 | 57 | 58 | 4,0p | 52 | 56 | 4,0p |
| MOU PER BRANDED CUSTOMER | (min) | 1.080 | 1.081 | 1.078 | 1.025 | 777 | (28,1) | 1.177 | 987 | (16,1) |
| - Branded postpaid | (min) | 961 | 977 | 981 | 936 | 933 | (2,9) | 982 | 956 | (2,6) |
| CASH CAPEX | (€ million) | 1.115 | 2.729 | 1.230 | 1.103 | 1.319 | 18,3 | 5.072 | 6.381 | 25,8 |
| CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS) | (€ million) | 1.009 | 845 | 996 | 1.044 | 1.297 | 28,5 | 3.253 | 4.182 | 28,6 |
| CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS) | (€ million) | 3 | 380 | 656 | 658 | 778 | n.a. | 1.043 | 2.472 | n.a. |

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 186mn in Q4/14, EUR 114mn in Q1/15, EUR 71mn in Q2/15, and EUR 234mn in Q3/15, EUR 6mn in Q4/15

3 Adjusted by excluding spectrum purchases of EUR 106mn in Q4/14, EUR 1.884mn in Q1/15, EUR 234mn in Q2/15, and EUR 59mn in Q3/15, EUR 22mn in Q4/15

UNITED STATES

OPERATIONAL IN US-\$

| | Note | Q4 2014 | Q1 2015 | Q2 2015 | Q3 2015 | Q4 2015 | Change % | FY 2014 | FY 2015 | Change % | |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-------------|
| CUSTOMERS (END OF PERIOD) | ('000) | 55.018 | 56.836 | 58.908 | 61.220 | 63.282 | 15,0 | 55.018 | 63.282 | 15,0 | |
| Branded postpaid | ('000) | 27.185 | 28.310 | 29.318 | 30.403 | 31.695 | 16,6 | 27.185 | 31.695 | 16,6 | |
| Branded prepaid | ('000) | 16.316 | 16.389 | 16.567 | 17.162 | 17.631 | 8,1 | 16.316 | 17.631 | 8,1 | |
| - BRANDED | ('000) | 43.501 | 44.699 | 45.885 | 47.565 | 49.326 | 13,4 | 43.501 | 49.326 | 13,4 | |
| Machine-to-machine | ('000) | 4.421 | 4.562 | 4.529 | 5.034 | 5.318 | 20,3 | 4.421 | 5.318 | 20,3 | |
| MVNO | ('000) | 7.096 | 7.575 | 8.494 | 8.621 | 8.638 | 21,7 | 7.096 | 8.638 | 21,7 | |
| - WHOLESALE | ('000) | 11.517 | 12.137 | 13.023 | 13.655 | 13.956 | 21,2 | 11.517 | 13.956 | 21,2 | |
| NET ADDS | ('000) | 2.128 | 1.818 | 2.072 | 2.312 | 2.062 | (3,1) | 8.334 | 8.264 | (0,8) | |
| Branded postpaid | ('000) | 1.276 | 1.125 | 1.008 | 1.085 | 1.292 | 1,3 | 4.886 | 4.510 | (7,7) | |
| Branded prepaid | ('000) | 266 | 73 | 178 | 595 | 469 | 76,3 | 1.244 | 1.315 | 5,7 | |
| - BRANDED | ('000) | 1.542 | 1.198 | 1.186 | 1.680 | 1.761 | 14,2 | 6.130 | 5.825 | (5,0) | |
| Machine-to-machine | ('000) | 152 | 141 | (33) | 505 | 284 | 86,8 | 819 | 897 | 9,5 | |
| MVNO | ('000) | 434 | 479 | 919 | 127 | 17 | (96,1) | 1.385 | 1.542 | 11,3 | |
| - WHOLESALE | ('000) | 586 | 620 | 886 | 632 | 301 | (48,6) | 2.204 | 2.439 | 10,7 | |
| AVERAGE MONTHLY CHURN | (%) | 3,6 | 3,3 | 3,4 | 3,5 | 3,5 | (0,1p) | 3,4 | 3,4 | 0,0p | |
| - Branded postpaid | (%) | 1,8 | 1,5 | 1,5 | 1,6 | 1,6 | (0,2p) | 1,6 | 1,5 | (0,1p) | |
| - Branded prepaid | (%) | 5,4 | 4,6 | 4,9 | 4,1 | 4,1 | (1,3p) | 4,8 | 4,5 | (0,3p) | |
| TOTAL REVENUES | (USD million) | 8.132 | 7.774 | 8.219 | 7.849 | 8.227 | 1,2 | 29.677 | 32.069 | 8,1 | |
| Service revenue | (USD million) | 1 | 5.698 | 5.668 | 6.004 | 6.177 | 6.433 | 12,9 | 21.745 | 24.282 | 11,7 |
| EBITDA (ADJUSTED FOR SPECIAL FACTORS) | (USD million) | 2 | 1.690 | 1.371 | 1.823 | 1.893 | 2.268 | 34,2 | 5.678 | 7.355 | 29,5 |
| EBITDA margin (adjusted for special factors) | (%) | 20,8 | 17,6 | 22,1 | 24,1 | 27,6 | 6,8p | 19,1 | 22,9 | 3,8p | |
| EBITDA margin (adjusted for special factors) | (%) | 29,7 | 24,2 | 30,4 | 30,6 | 35,3 | 5,6p | 26,1 | 30,3 | 4,2p | |
| BLENDED ARPU | (USD) | 35 | 34 | 35 | 34 | 35 | 0,0 | 36 | 34 | (5,6) | |
| - Branded postpaid | (USD) | 45 | 45 | 46 | 45 | 46 | 2,2 | 47 | 45 | (4,3) | |
| - Branded prepaid | (USD) | 37 | 37 | 37 | 37 | 37 | 0,0 | 36 | 37 | 2,8 | |
| NON-VOICE % OF ARPU | (%) | 54 | 55 | 56 | 57 | 58 | 4,0p | 52 | 56 | 4,0p | |
| MOU PER BRANDED CUSTOMER | (min) | 1.080 | 1.081 | 1.078 | 1.025 | 777 | (28,1) | 1.177 | 987 | (16,1) | |
| - Branded postpaid | (min) | 961 | 977 | 981 | 936 | 933 | (2,9) | 982 | 956 | (2,6) | |
| CASH CAPEX | (USD million) | 1.396 | 3.114 | 1.350 | 1.224 | 1.453 | 4,1 | 6.801 | 7.141 | 5,0 | |
| CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS) | (USD million) | 3 | 1.265 | 966 | 1.096 | 1.157 | 1.428 | 12,9 | 4.302 | 4.647 | 8,0 |
| CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS) | (USD million) | 3 | 425 | 405 | 727 | 736 | 840 | 97,6 | 1.376 | 2.708 | 96,8 |

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 231mn in Q4/14, USD 132mn in Q1/15, USD 78mn in Q2/15 and USD 259mn in Q3/15, USD 6mn in Q4/15

3 Adjusted by excluding spectrum purchases of USD 131mn in Q4/14, USD 2.148mn in Q1/15, USD 254mn in Q2/15, and USD 67mn in Q3/15, USD 25mn in Q4/15

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^{1,2,3,5,6,7,8,9,10,11,12, 13}

PRICING⁸

| | |
|---|---------|
| Unlimited Talk, Text and Web with up to 2GB of full speed data ^{4,5} | \$50.00 |
| Unlimited Talk, Text and Web with up to 6GB of full speed data ⁴ | \$65.00 |
| Unlimited Talk, Text and Web with up to 10GB of full speed data ⁴ | \$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

8 All prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$15 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.

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.

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 video content to 480p. All new dataplans with 6GB or more include unlimited video streaming from participating video services (38 partners as of 1/15/2016) not counting against the data limit.

UNITED STATES

T-MOBILE USA

SIMPLE CHOICE PLAN^{1,2,3,4,5,6,7,8,9,10,12,13}

INCLUDED FEATURES PER LINE

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

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

PRICING⁷

\$80.00 for first 2 lines

\$10.00 per line

DATA PLAN ADD-ON TO SIMPLE CHOICE MULTI-LINE^{2,3,5,6,7}

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

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

PRICING^{7,14}

\$15.00 (more per line per 4 GB)

\$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.

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.

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, \$15 SIM starter kit and deposit may be required. Web plans provide access to data; capable device required to achieve 4G LTE speeds.

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 All Simple Choice plan options include Binge On, which optimizes video content to 480p. All new dataplans with 6GB or more include unlimited video streaming from participating video services (38 partners as of 1/15/2016) not counting against the data limit.

14 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

SIMPLE CHOICE PLAN (PAY IN ADVANCE)^{1,2,3,4,5,6,7,8,11,13,14,15}

PRICING¹¹

| | |
|---|---------|
| Unlimited Talk, Text and Web with up to 2GB of full speed data | \$50.00 |
| Unlimited Talk, Text and Web with up to 6GB of full speed data | \$65.00 |
| Unlimited Talk, Text and Web with up to 10GB of full speed data | \$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 until 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.

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

15 All Pay in Advance Simple Choice plan options include Binge On, which optimizes video content to 480p. All new dataplans with 6GB or more include unlimited video streaming from participating video services (38 partners as of 1/15/2016) not counting against the data limit.

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.

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

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

TALK/TEXT¹¹

| | |
|---|---------|
| Stateside International Talk with Mobile ⁹ | \$15.00 |
| Stateside International Talk ¹⁰ | \$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 discounted calling rates to the rest of the world.

11 All prices reflect monthly charges. \$15 SIM starter kit may be required. Capable device required to achieve 4G LTE speeds.

UNITED STATES

T-MOBILE USA

| SIMPLY PREPAID PLAN (PREPAID) ^{1,2,3,4,5,6,7,8,9, 10, 11, 12} | PRICING ¹² |
|---|------------------------------|
| Unlimited Talk, Text and Web with up to 1GB of 4G LTE | \$40.00 |
| Unlimited Talk, Text and Web with up to 3GB of 4G LTE | \$50.00 |
| Unlimited Talk, Text and Web with up to 5GB of 4G LTE | \$60.00 |

1 No annual contract required.

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

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

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

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

8 Roaming and on-network data allotments differ; 1GB includes 10 MB roaming; 3GB includes 50MB roaming. 5GB includes 100 MB roaming.

| ADDITIONAL ADD-ONS FOR ALL PREPAID PLANS ⁹ | COST ¹⁰ |
|---|---------------------------|
| Stateside International Talk & Text with Mobile ¹¹ | \$15.00 |
| Stateside International Talk & Text ¹² | \$10.00 |
| SCORE! ¹³ | \$5.00 |

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

10 All prices reflect monthly charges. \$15 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 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.

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

13 Phone upgrade program, after 6-mos receive a new, entry-level 4G smartphone or after 12-mos save up to \$150 when upgrading to one of our most advanced and popular smartphones.

| ALSO AVAILABLE | PRICING |
|-----------------------------|----------------|
| Pay As You Go ¹⁴ | \$3.00 |

Add-Ons (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

| SIMPLE CHOICE VALUE^{1,2,3,4,5,6,7, 8,9,10,11,12} | PRICING¹ | HOTSPOT ACCESS³ |
|--|----------------------------|-----------------------------------|
| MOBILE INTERNET PLANS | | |
| Unlimited, Overage-Free Mobile Internet 2 GB | \$20.00 | Included |
| Unlimited, Overage-Free Mobile Internet 6 GB | \$35.00 | Included |
| Unlimited, Overage-Free Mobile Internet 10 GB | \$50.00 | Included |
| Unlimited, Overage-Free Mobile Internet 14 GB | \$65.00 | Included |
| Unlimited, Overage-Free Mobile Internet 18 GB | \$80.00 | Included |
| Unlimited, Overage-Free Mobile Internet 22 GB | \$95.00 | Included |

1 Prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$15 SIM starter kit and deposit may be required.

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

3 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan. Plan data allotment applies.

Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

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

5 Customers may choose to add more full speed data in increments of 4 GB/each \$15 more per month per line, up to 22 GB of data. Or purchase an On Demand

Mobile Internet (full speed data) Pass by day or week increments. (See On Demand Mobile Internet Passes (Postpaid) below).

6 On-network and domestic roaming data allotments differ: 1 GB full-speed plan includes 10 MB roaming; 3 GB full-speed plan includes 50 MB roaming; 5 GB,

7 GB and 9 GB full-speed plans include 100 MB roaming; and 11 GB through 21 GB full-speed plans include 200 MB roaming.

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

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

9 6-22GB 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.

10 Mobile Internet Simple Choice plan options 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 All postpaid Mobile Internet Simple Choice plan options include Binge On, which optimizes video content to 480p. All new dataplans with 6GB or more include unlimited video streaming from participating video services (38 partners as of 1/15/2016) not counting against the data limit.

| ON DEMAND MOBILE INTERNET PASSES (Postpaid)^{1,2,3,4} | PRICING¹ | HOTSPOT ACCESS³ |
|--|----------------------------|-----------------------------------|
| Unlimited, Overage-Free Mobile Internet 500 MB data (use for 1 days) | \$5.00 | Included |
| Unlimited, Overage-Free Mobile Internet 1 GB data (use for 7 days) | \$10.00 | Included |

1 Credit approval, \$15 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

| PAY IN ADVANCE - (SINGLE USE) DATA PASSES^{1,2,3} | PRICING¹ | HOTSPOT ACCESS |
|--|----------------------------|-----------------------|
| Unlimited, Overage-Free 500 MB data (use for 1 day) | \$5.00 | Not Included |
| Unlimited, Overage-Free 1 GB data (use for 7 days) | \$10.00 | Not Included |
| Unlimited, Overage-Free 3 GB data (use for 30 days) | \$30.00 | Not Included |
| Unlimited, Overage-Free 5 GB data (use for 30 days) | \$40.00 | Not Included |
| Unlimited, Overage-Free 7 GB data (use for 30 days) | \$50.00 | Not Included |

1 \$15 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.

| PAY IN ADVANCE - MONTHLY RECURRING (AUTO-RENEW) PASSES^{1,2,3} | PRICING¹ | HOTSPOT ACCESS |
|---|----------------------------|-----------------------|
| Unlimited, Overage-Free Mobile Internet 2 GB | \$20.00 | Not Included |
| Unlimited, Overage-Free Mobile Internet 6 GB | \$35.00 | Not Included |
| Unlimited, Overage-Free Mobile Internet 10 GB | \$50.00 | Not Included |
| Unlimited, Overage-Free Mobile Internet 14 GB | \$65.00 | Not Included |
| Unlimited, Overage-Free Mobile Internet 18 GB | \$80.00 | Not Included |
| Unlimited, Overage-Free Mobile Internet 22 GB | \$95.00 | Not Included |

1 Prices reflect monthly recurring charges. \$15 SIM starter kit and deposit may be required.

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

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

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EUROPE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|-------------|
| TOTAL REVENUE | 1 | 3.367 | 3.106 | 3.136 | 3.198 | 3.278 | (2,6) | 12.972 | 12.718 | (2,0) |
| NET REVENUE | | 3.282 | 3.029 | 3.061 | 3.123 | 3.202 | (2,4) | 12.596 | 12.415 | (1,4) |
| EBITDA | 1,2 | 1.123 | 1.008 | 1.069 | 1.148 | 1.063 | (5,3) | 4.432 | 4.288 | (3,2) |
| EBITDA margin (EBITDA / total revenue) | % | 33,4 | 32,5 | 34,1 | 35,9 | 32,4 | (1,0p) | 34,2 | 33,7 | (0,5p) |
| Depreciation, amortization and impairment losses | | (661) | (633) | (622) | (638) | (683) | (3,3) | (2.575) | (2.576) | 0,0 |
| Profit (loss) from operations = EBIT | 3 | 462 | 375 | 447 | 510 | 380 | (17,7) | 1.857 | 1.712 | (7,8) |
| CASH CAPEX | 4 | 404 | 478 | 290 | 397 | 458 | 13,4 | 1.610 | 1.623 | 0,8 |
| CASH CONTRIBUTION | | 719 | 530 | 779 | 751 | 605 | (15,9) | 2.822 | 2.665 | (5,6) |

FINANCIALS (AS REPORTED)

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|-------------|
| TOTAL REVENUE | | 3.367 | 3.106 | 3.136 | 3.198 | 3.278 | (2,6) | 12.972 | 12.718 | (2,0) |
| NET REVENUE | | 3.282 | 3.029 | 3.061 | 3.123 | 3.202 | (2,4) | 12.596 | 12.415 | (1,4) |
| EBITDA | | 1.073 | 953 | 1.007 | 1.097 | 1.012 | (5,7) | 4.301 | 4.069 | (5,4) |
| EBITDA margin (EBITDA / total revenue) | % | 31,9 | 30,7 | 32,1 | 34,3 | 30,9 | (1,0p) | 33,2 | 32,0 | (1,2p) |
| Depreciation, amortization and impairment losses | | (683) | (633) | (622) | (638) | (726) | (6,3) | (2.597) | (2.619) | (0,8) |
| Profit (loss) from operations = EBIT | | 390 | 320 | 385 | 459 | 286 | (26,7) | 1.704 | 1.450 | (14,9) |
| CASH CAPEX | | 637 | 494 | 299 | 398 | 461 | (27,6) | 2.101 | 1.652 | (21,4) |
| CASH CONTRIBUTION | | 436 | 459 | 708 | 699 | 551 | 26,4 | 2.200 | 2.417 | 9,9 |

1 GTS Central Europe Group is part of the European segment since May 30, 2014.

2 Special factors affecting EBITDA: EUR 50mn in Q4/14, EUR 55mn in Q1/15, EUR 62mn in Q2/15, EUR 51mn in Q3/15 and EUR 51mn in Q4/15.

3 Special factors affecting EBIT: EUR 72mn in Q4/14 (thereof EUR 50mn resulting from EBITDA), EUR 55mn in Q1/15 (thereof EUR 55mn resulting from EBITDA), EUR 62mn in Q2/15 (thereof EUR 62mn resulting from EBITDA), EUR 51mn in Q3/15 (thereof EUR 51mn resulting from EBITDA) and EUR 94mn in Q4/15 (thereof EUR 51mn resulting from EBITDA).

4 Excluding payments for spectrum licences: EUR 40mn in Q4/14 in Greece, EUR 191mn in Q4/14 in Hungary, EUR 1mn in Q4/14 in Poland, EUR 1mn in Q4/14 in Austria, EUR 1mn in Q1/15 in Austria, EUR 15mn in Q1/15 in Albania, EUR 9mn in Q2/15 in Albania, EUR 1mn in Q3/15 in Austria and EUR 3mn in Q4/15 in Poland.

EUROPE

EBITDA RECONCILIATION

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|-----------------------------|-----------------------------|--------------|
| TOTAL REVENUE | | 3.367 | 3.106 | 3.136 | 3.198 | 3.278 | (2,6) | 12.972 | 12.718 | (2,0) |
| TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS) | | 3.367 | 3.106 | 3.136 | 3.198 | 3.278 | (2,6) | 12.972 | 12.718 | (2,0) |
| Profit (loss) from operations = EBIT | | 390 | 320 | 385 | 459 | 286 | (26,7) | 1.704 | 1.450 | (14,9) |
| - Depreciation, amortization and impairment losses | | (683) | (633) | (622) | (638) | (726) | (6,3) | (2.597) | (2.619) | (0,8) |
| = EBITDA | | 1.073 | 953 | 1.007 | 1.097 | 1.012 | (5,7) | 4.301 | 4.069 | (5,4) |
| EBITDA margin | % | 31,9 | 30,7 | 32,1 | 34,3 | 30,9 | (1,0p) | 33,2 | 32,0 | (1,2p) |
| - Special factors affecting EBITDA | | (50) | (55) | (62) | (51) | (51) | (2,0) | (131) | (219) | (67,2) |
| = EBITDA (ADJUSTED FOR SPECIAL FACTORS) | | 1.123 | 1.008 | 1.069 | 1.148 | 1.063 | (5,3) | 4.432 | 4.288 | (3,2) |
| EBITDA margin (adjusted for special factors) | % | 33,4 | 32,5 | 34,1 | 35,9 | 32,4 | (1,0p) | 34,2 | 33,7 | (0,5p) |

SPECIAL FACTORS

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|-----------------------------|-----------------------------|---------------|
| EFFECTS ON EBITDA | | (50) | (55) | (62) | (51) | (51) | (2,0) | (131) | (219) | (67,2) |
| - of which personnel | | (34) | (22) | (97) | (34) | (22) | 35,3 | (91) | (175) | (92,3) |
| - of which other | | (16) | (33) | 35 | (17) | (29) | (81,3) | (40) | (44) | (10,0) |
| EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT | | (72) | (55) | (62) | (51) | (94) | (30,6) | (153) | (262) | (71,2) |
| - of which personnel | | (34) | (22) | (97) | (34) | (22) | 35,3 | (91) | (175) | (92,3) |
| - of which other | 1 | (38) | (33) | 35 | (17) | (72) | (89,5) | (62) | (87) | (40,3) |

1 Impairment: Romania EUR 22mn in Q4/14.

EUROPE

CUSTOMER SUMMARY

| | Note | Q4 2014 (^{'000}) | Q1 2015 (^{'000}) | Q2 2015 (^{'000}) | Q3 2015 (^{'000}) | Q4 2015 (^{'000}) | Change % |
|------------------------------------|------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-------------|
| GREECE | | | | | | | |
| - Fixed network Access Lines | | 2.624 | 2.599 | 2.591 | 2.577 | 2.586 | (1,4) |
| - Broadband Access Lines | | 1.388 | 1.413 | 1.448 | 1.480 | 1.531 | 10,3 |
| - Mobile Customers | | 7.280 | 7.308 | 7.387 | 7.428 | 7.399 | 1,6 |
| ROMANIA | | | | | | | |
| - Fixed network Access Lines | | 2.239 | 2.189 | 2.153 | 2.117 | 2.091 | (6,6) |
| - Broadband Access Lines | | 1.199 | 1.192 | 1.186 | 1.181 | 1.186 | (1,1) |
| - Mobile Customers | | 6.047 | 6.008 | 6.015 | 5.905 | 5.992 | (0,9) |
| HUNGARY | | | | | | | |
| - Fixed network Access Lines | | 1.645 | 1.644 | 1.606 | 1.614 | 1.610 | (2,1) |
| - Broadband Access Lines | | 969 | 981 | 991 | 1.002 | 1.014 | 4,6 |
| - Mobile Customers | | 4.964 | 4.948 | 4.938 | 4.935 | 4.950 | (0,3) |
| POLAND | | | | | | | |
| - Fixed network Access Lines | 1 | 0 | 12 | 18 | 17 | 18 | n.a. |
| - Broadband Access Lines | 1 | 0 | 11 | 13 | 13 | 15 | n.a. |
| - Wholesale Unbundled Access Lines | | 0 | 5 | 4 | 4 | 5 | n.a. |
| - Mobile Customers | 5 | 15.702 | 15.794 | 15.827 | 15.696 | 12.056 | (23,2) |
| CZECH REPUBLIC | | | | | | | |
| - Fixed network Access Lines | 1 | 131 | 155 | 152 | 147 | 154 | 17,6 |
| - Broadband Access Lines | 1 | 131 | 145 | 143 | 138 | 134 | 2,3 |
| - Mobile Customers | | 6.000 | 5.993 | 5.996 | 5.981 | 6.019 | 0,3 |
| CROATIA | | | | | | | |
| - Fixed network Access Lines | | 1.076 | 1.052 | 1.038 | 1.020 | 1.004 | (6,7) |
| - Broadband Access Lines | | 725 | 726 | 733 | 733 | 741 | 2,2 |
| - Mobile Customers | | 2.252 | 2.214 | 2.241 | 2.323 | 2.233 | (0,8) |
| NETHERLANDS | | | | | | | |
| - Mobile Customers | 2 | 3.900 | 3.830 | 3.689 | 3.686 | 3.677 | (5,7) |
| SLOVAKIA | | | | | | | |
| - Fixed network Access Lines | | 894 | 875 | 864 | 858 | 855 | (4,4) |
| - Broadband Access Lines | | 559 | 570 | 578 | 587 | 599 | 7,2 |
| - Mobile Customers | | 2.220 | 2.202 | 2.196 | 2.204 | 2.235 | 0,7 |
| AUSTRIA | | | | | | | |
| - Mobile Customers | | 4.020 | 3.956 | 3.934 | 3.962 | 4.323 | 7,5 |
| OTHER | | | | | | | |
| - Fixed network Access Lines | 3 | 423 | 395 | 389 | 385 | 381 | (9,9) |
| - Broadband Access Lines | 3 | 307 | 293 | 291 | 289 | 285 | (7,2) |
| - Mobile Customers | | 3.607 | 3.596 | 3.585 | 3.579 | 3.299 | (8,5) |
| TOTAL | | | | | | | |
| - Fixed network Access Lines | | 9.033 | 8.922 | 8.810 | 8.735 | 8.700 | (3,7) |
| - IP | | 3.486 | 3.606 | 3.779 | 3.944 | 4.100 | 17,6 |
| - Broadband Access Lines Retail | | 4.995 | 5.038 | 5.075 | 5.114 | 5.181 | 3,7 |
| - Wholesale Bundled Access Lines | | 140 | 136 | 126 | 121 | 121 | (13,6) |
| - Wholesale Unbundled Access Lines | | 144 | 156 | 167 | 181 | 199 | 38,2 |
| - TV (IPTV, SAT, Cable) | 4 | 3.714 | 3.741 | 3.768 | 3.832 | 3.904 | 5,1 |
| - Mobile Customers | 2 | 55.992 | 55.849 | 55.807 | 55.699 | 52.183 | (6,8) |

1 Parts of the GTS Central Europe were included from January 2015.

2 Our subsidiary in the Netherlands sold its Simpel brand and the customer relationships maintained under the brand effective Aug. 1, 2014. This decreased our customer base by 226 thousand customers. Customer figures for prior periods have not been adjusted.

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.

4 Our subsidiary in Czech Republic sold its SAT TV customer base in Nov. 2014. This decreased our customer base by 27 thousand customers. Customer figures for prior periods have not been adjusted.

5 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.

GREECE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|---|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|-----------------------------|-----------------------------|---------------|
| TOTAL REVENUE | | 754 | 692 | 704 | 721 | 761 | 0,9 | 2.869 | 2.878 | 0,3 |
| - of which Fixed network | | 480 | 441 | 448 | 446 | 498 | 3,8 | 1.762 | 1.833 | 4,0 |
| - of which Mobile communications | | 314 | 294 | 303 | 319 | 312 | (0,6) | 1.251 | 1.228 | (1,8) |
| EBITDA | 1 | 293 | 263 | 267 | 297 | 291 | (0,7) | 1.138 | 1.118 | (1,8) |
| - of which Fixed network | | 173 | 153 | 147 | 162 | 177 | 2,3 | 633 | 639 | 0,9 |
| - of which Mobile communications | | 103 | 100 | 110 | 127 | 101 | (1,9) | 459 | 438 | (4,6) |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 38,9 | 38,0 | 37,9 | 41,2 | 38,2 | (0,7p) | 39,7 | 38,8 | (0,9p) |
| - of which Fixed network | % | 36,0 | 34,7 | 32,8 | 36,3 | 35,5 | (0,5p) | 35,9 | 34,9 | (1,0p) |
| - of which Mobile communications | % | 32,8 | 34,0 | 36,3 | 39,8 | 32,4 | (0,4p) | 36,7 | 35,7 | (1,0p) |
| CASH CAPEX (AS REPORTED) | | 136 | 85 | 44 | 88 | 94 | (30,9) | 388 | 311 | (19,8) |
| - of which Fixed network | | 64 | 37 | 29 | 45 | 43 | (32,8) | 174 | 154 | (11,5) |
| - of which Mobile communications | | 70 | 48 | 14 | 41 | 46 | (34,3) | 207 | 149 | (28,0) |
| CASH CONTRIBUTION | | 157 | 178 | 223 | 209 | 197 | 25,5 | 750 | 807 | 7,6 |
| - of which Fixed network | | 109 | 116 | 118 | 117 | 134 | 22,9 | 459 | 485 | 5,7 |
| - of which Mobile communications | | 33 | 52 | 97 | 85 | 55 | 66,7 | 252 | 289 | 14,7 |

1 Special factors affecting EBITDA: EUR 20mn in Q4/14, EUR 8mn in Q1/15, EUR 45mn in Q2/15, EUR 1mn in Q3/15 and EUR 21mn in Q4/15.

GREECE OPERATIONALS

| | Note | Q4 2014 | Q1 2015 | Q2 2015 | Q3 2015 | Q4 2015 | Change % | FY 2014 | FY 2015 | Change % |
|--|---------------|--------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|---------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 2.624 | 2.599 | 2.591 | 2.577 | 2.586 | (1,4) | 2.624 | 2.586 | (1,4) |
| - IP | ('000) | 15 | 16 | 20 | 36 | 78 | n.a. | 15 | 78 | n.a. |
| Broadband Access Lines Retail | ('000) | 1.365 | 1.392 | 1.426 | 1.457 | 1.505 | 10,3 | 1.365 | 1.505 | 10,3 |
| TV (IPTV, SAT, Cable) | ('000) | 354 | 367 | 378 | 412 | 445 | 25,7 | 354 | 445 | 25,7 |
| Wholesale Bundled Access Lines | ('000) | 22 | 21 | 21 | 23 | 26 | 18,2 | 22 | 26 | 18,2 |
| ULLs/Wholesale PSTN | ('000) | 2.044 | 2.059 | 2.057 | 2.055 | 2.057 | 0,6 | 2.044 | 2.057 | 0,6 |
| Wholesale Unbundled Access Lines | ('000) | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | |
| Service revenue | (€ million) | 242 | 229 | 243 | 261 | 237 | (2,1) | 1.008 | 970 | (3,8) |
| CUSTOMERS | ('000) | 7.280 | 7.308 | 7.387 | 7.428 | 7.399 | 1,6 | 7.280 | 7.399 | 1,6 |
| - contract | ('000) | 2.227 | 2.260 | 2.289 | 2.283 | 2.250 | 1,0 | 2.227 | 2.250 | 1,0 |
| - prepaid | ('000) | 5.053 | 5.049 | 5.097 | 5.144 | 5.150 | 1,9 | 5.053 | 5.150 | 1,9 |
| NET ADDS | ('000) | (56) | 28 | 78 | 41 | (28) | 50,0 | (181) | 119 | n.a. |
| - contract | ('000) | 5 | 33 | 30 | (6) | (34) | n.a. | (6) | 23 | n.a. |
| - prepaid | ('000) | (61) | (4) | 49 | 47 | 6 | n.a. | (175) | 97 | n.a. |
| AVERAGE MONTHLY CHURN | (%) | 1,8 | 1,5 | 1,5 | 1,7 | 1,7 | (0,1p) | 1,7 | 1,6 | (0,1p) |
| - contract | (%) | 1,5 | 1,2 | 1,2 | 1,1 | 1,8 | 0,3p | 1,3 | 1,3 | 0,0p |
| SAC PER GROSS ADD | (€) | 18 | 16 | 18 | 10 | 13 | (27,8) | 17 | 14 | (17,6) |
| - contract | (€) | 64 | 53 | 63 | 66 | 59 | (7,8) | 67 | 60 | (10,4) |
| - prepaid | (€) | 1 | 1 | 2 | 2 | 2 | 100,0 | 1 | 2 | 100,0 |
| SRC PER RETAINED CUSTOMER | (€) | 45 | 39 | 40 | 45 | 42 | (6,7) | 44 | 41 | (6,8) |
| ARPU | (€) | 11 | 10 | 11 | 12 | 11 | 0,0 | 11 | 11 | 0,0 |
| - contract | (€) | 25 | 24 | 25 | 27 | 24 | (4,0) | 26 | 25 | (3,8) |
| - prepaid | (€) | 5 | 4 | 5 | 5 | 5 | 0,0 | 5 | 5 | 0,0 |
| NON-VOICE % OF ARPU | (%) | 26 | 27 | 27 | 31 | 28 | 2p | 25 | 28 | 3p |
| MOU PER CUSTOMER | (min) | 301 | 282 | 299 | 288 | 284 | (5,6) | 298 | 288 | (3,4) |
| - contract | (min) | 450 | 419 | 444 | 420 | 439 | (2,4) | 446 | 430 | (3,6) |

ROMANIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)¹

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|-----------------------------|-----------------------------|---------------|
| TOTAL REVENUE | | 252 | 241 | 241 | 239 | 263 | 4,4 | 1.002 | 984 | (1,8) |
| PRODUCT VIEW | | 252 | 241 | 241 | 239 | 263 | 4,4 | 1.002 | 984 | (1,8) |
| - Fixed network | | 144 | 140 | 142 | 132 | 148 | 2,8 | 580 | 562 | (3,1) |
| - Mobile communications | | 108 | 101 | 99 | 107 | 115 | 6,5 | 422 | 422 | 0,0 |
| SEGMENT VIEW | | 252 | 241 | 241 | 239 | 263 | 4,4 | 1.002 | 984 | (1,8) |
| - of which Consumer | | 169 | 160 | 153 | 157 | 165 | (2,4) | 673 | 635 | (5,6) |
| - of which Business | | 57 | 54 | 54 | 53 | 69 | 21,1 | 215 | 230 | 7,0 |
| EBITDA | 2 | 70 | 55 | 49 | 48 | 53 | (24,3) | 266 | 205 | (22,9) |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 27,8 | 22,8 | 20,3 | 20,1 | 20,2 | (7,6p) | 26,5 | 20,8 | (5,7p) |
| CASH CAPEX (AS REPORTED) | | 21 | 49 | 32 | 28 | 23 | 9,5 | 140 | 132 | (5,7) |
| CASH CONTRIBUTION | | 49 | 6 | 17 | 20 | 30 | (38,8) | 126 | 73 | (42,1) |

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 8mn in Q4/14, EUR 2mn in Q2/15, EUR 13mn in Q3/15 and EUR 3mn in Q4/15.

ROMANIA

OPERATIONALS

| | Note | Q4 2014 | Q1 2015 | Q2 2015 | Q3 2015 | Q4 2015 | Change % | FY 2014 | FY 2015 | Change % |
|--|---------------|--------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 2.239 | 2.189 | 2.153 | 2.117 | 2.091 | (6,6) | 2.239 | 2.091 | (6,6) |
| - IP | ('000) | 301 | 316 | 341 | 362 | 392 | 30,2 | 301 | 392 | 30,2 |
| Broadband Access Lines Retail | ('000) | 1.199 | 1.192 | 1.186 | 1.181 | 1.186 | (1,1) | 1.199 | 1.186 | (1,1) |
| TV (IPTV, SAT, Cable) | ('000) | 1.414 | 1.414 | 1.421 | 1.432 | 1.452 | 2,7 | 1.414 | 1.452 | 2,7 |
| Wholesale Bundled Access Lines | ('000) | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| ULLs/Wholesale PSTN | ('000) | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| Wholesale Unbundled Access Lines | ('000) | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | |
| Service revenue | (€ million) | 81 | 80 | 79 | 83 | 83 | 2,5 | 332 | 325 | (2,1) |
| CUSTOMERS | ('000) | 6.047 | 6.008 | 6.015 | 5.905 | 5.992 | (0,9) | 6.047 | 5.992 | (0,9) |
| - contract | ('000) | 1.690 | 1.751 | 1.794 | 1.846 | 1.893 | 12,0 | 1.690 | 1.893 | 12,0 |
| - prepaid | ('000) | 4.357 | 4.257 | 4.221 | 4.060 | 4.099 | (5,9) | 4.357 | 4.099 | (5,9) |
| NET ADDS | ('000) | 102 | (40) | 7 | (109) | 87 | (14,7) | (106) | (55) | 48,1 |
| - contract | ('000) | 54 | 61 | 43 | 52 | 47 | (13,0) | 52 | 203 | n.a. |
| - prepaid | ('000) | 48 | (100) | (36) | (161) | 39 | (18,8) | (158) | (258) | (63,3) |
| AVERAGE MONTHLY CHURN | (%) | 2,9 | 2,8 | 2,8 | 3,3 | 3,1 | 0,2p | 3,0 | 3,0 | 0,0p |
| - contract | (%) | 1,6 | 1,0 | 1,3 | 1,2 | 1,7 | 0,1p | 1,4 | 1,3 | (0,1p) |
| SAC PER GROSS ADD | (€) | 9 | 11 | 13 | 17 | 14 | 55,6 | 9 | 14 | 55,6 |
| - contract | (€) | 41 | 41 | 57 | 63 | 53 | 29,3 | 50 | 54 | 8,0 |
| - prepaid | (€) | 0 | 1 | 1 | 1 | 2 | n.a. | 1 | 1 | 0,0 |
| SRC PER RETAINED CUSTOMER | (€) | 8 | 8 | 7 | 11 | 10 | 25,0 | 9 | 9 | 0,0 |
| ARPU | (€) | 5 | 4 | 5 | 5 | 5 | 0,0 | 5 | 5 | 0,0 |
| - contract | (€) | 9 | 9 | 9 | 9 | 9 | 0,0 | 10 | 9 | (10,0) |
| - prepaid | (€) | 3 | 3 | 3 | 3 | 3 | 0,0 | 3 | 3 | 0,0 |
| NON-VOICE % OF ARPU | (%) | 27 | 27 | 24 | 27 | 27 | 0p | 24 | 26 | 2p |
| MOU PER CUSTOMER | (min) | 303 | 297 | 299 | 289 | 297 | (2,0) | 297 | 295 | (0,7) |
| - contract | (min) | 461 | 455 | 454 | 435 | 440 | (4,6) | 443 | 446 | 0,7 |

HUNGARY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|-------------|
| TOTAL REVENUE | 1 | 394 | 393 | 380 | 369 | 399 | 1,3 | 1.492 | 1.541 | 3,3 |
| PRODUCT VIEW | | 394 | 393 | 380 | 369 | 399 | 1,3 | 1.492 | 1.541 | 3,3 |
| - Fixed network | 2 | 176 | 192 | 180 | 172 | 193 | 9,7 | 682 | 737 | 8,1 |
| - Mobile communications | | 220 | 201 | 200 | 197 | 206 | (6,4) | 812 | 804 | (1,0) |
| SEGMENT VIEW | | 394 | 393 | 380 | 369 | 399 | 1,3 | 1.492 | 1.541 | 3,3 |
| - of which Consumer | | 245 | 233 | 234 | 230 | 245 | 0,0 | 918 | 942 | 2,6 |
| - of which Business | | 67 | 65 | 64 | 63 | 63 | (6,0) | 263 | 255 | (3,0) |
| EBITDA | 1,3 | 99 | 106 | 135 | 132 | 112 | 13,1 | 445 | 485 | 9,0 |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 25,1 | 27,0 | 35,5 | 35,8 | 28,1 | 3,0p | 29,8 | 31,5 | 1,7p |
| CASH CAPEX (AS REPORTED) | | 249 | 59 | 49 | 57 | 91 | (63,5) | 400 | 256 | (36,0) |
| CASH CONTRIBUTION | | (150) | 47 | 86 | 75 | 21 | n.a. | 45 | 229 | n.a. |

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

2 Fixed Network include Total revenue of HU GHS.

3 Special factors affecting EBITDA: EUR 1mn in Q4/14, EUR 1mn in Q1/15, EUR 1mn in Q2/15, EUR 13mn in Q3/15 and EUR 5mn in Q4/15.

HUNGARY OPERATIONALS

| | Note | Q4 2014 | Q1 2015 | Q2 2015 | Q3 2015 | Q4 2015 | Change % | FY 2014 | FY 2015 | Change % |
|--|---------------|--------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|
| FIXED NETWORK (END OF PERIOD) | 1 | | | | | | | | | |
| Fixed network Access Lines | ('000) | 1.645 | 1.644 | 1.606 | 1.614 | 1.610 | (2,1) | 1.645 | 1.610 | (2,1) |
| - IP | ('000) | 968 | 1.021 | 1.110 | 1.178 | 1.254 | 29,5 | 968 | 1.254 | 29,5 |
| Broadband Access Lines Retail | ('000) | 922 | 940 | 948 | 966 | 979 | 6,2 | 922 | 979 | 6,2 |
| TV (IPTV, SAT, Cable) | ('000) | 923 | 934 | 939 | 949 | 960 | 4,0 | 923 | 960 | 4,0 |
| Wholesale Bundled Access Lines | ('000) | 28 | 27 | 18 | 17 | 17 | (39,3) | 28 | 17 | (39,3) |
| ULLs/Wholesale PSTN | ('000) | 12 | 12 | 11 | 10 | 10 | (16,7) | 12 | 10 | (16,7) |
| Wholesale Unbundled Access Lines | ('000) | 19 | 13 | 12 | 12 | 12 | (36,8) | 19 | 12 | (36,8) |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | |
| Service revenue | (€ million) | 170 | 167 | 160 | 165 | 159 | (6,5) | 664 | 651 | (2,0) |
| CUSTOMERS | ('000) | 4.964 | 4.948 | 4.938 | 4.935 | 4.950 | (0,3) | 4.964 | 4.950 | (0,3) |
| - contract | ('000) | 2.483 | 2.493 | 2.517 | 2.522 | 2.549 | 2,7 | 2.483 | 2.549 | 2,7 |
| - prepaid | ('000) | 2.481 | 2.454 | 2.421 | 2.414 | 2.401 | (3,2) | 2.481 | 2.401 | (3,2) |
| NET ADDS | ('000) | 32 | (17) | (10) | (2) | 14 | (56,3) | 78 | (14) | n.a. |
| - contract | ('000) | 39 | 10 | 24 | 5 | 27 | (30,8) | 113 | 66 | (41,6) |
| - prepaid | ('000) | (7) | (27) | (33) | (7) | (13) | (85,7) | (36) | (80) | n.a. |
| AVERAGE MONTHLY CHURN | (%) | 1,6 | 1,5 | 1,5 | 1,7 | 1,3 | (0,3p) | 1,5 | 1,5 | 0,0p |
| - contract | (%) | 0,8 | 1,0 | 0,8 | 1,0 | 0,9 | 0,1p | 0,9 | 0,9 | 0,0p |
| SAC PER GROSS ADD | (€) | 23 | 19 | 22 | 15 | 25 | 8,7 | 18 | 20 | 11,1 |
| - contract | (€) | 50 | 44 | 44 | 50 | 62 | 24,0 | 40 | 50 | 25,0 |
| - prepaid | (€) | 11 | 6 | 10 | 3 | 4 | (63,6) | 8 | 5 | (37,5) |
| SRC PER RETAINED CUSTOMER | (€) | 54 | 51 | 51 | 45 | 64 | 18,5 | 46 | 54 | 17,4 |
| ARPU | (€) | 11 | 11 | 11 | 11 | 11 | 0,0 | 11 | 11 | 0,0 |
| - contract | (€) | 19 | 19 | 18 | 18 | 18 | (5,3) | 19 | 18 | (5,3) |
| - prepaid | (€) | 4 | 4 | 4 | 4 | 4 | 0,0 | 4 | 4 | 0,0 |
| NON-VOICE % OF ARPU | (%) | 27 | 28 | 30 | 31 | 31 | 4p | 26 | 30 | 4p |
| MOU PER CUSTOMER | (min) | 171 | 173 | 182 | 185 | 185 | 8,2 | 166 | 181 | 9,0 |
| - contract | (min) | 290 | 293 | 305 | 307 | 307 | 5,9 | 281 | 303 | 7,8 |

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

POLAND

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|-------------|
| TOTAL REVENUE | 1 | 389 | 382 | 385 | 391 | 386 | (0,8) | 1.492 | 1.544 | 3,5 |
| PRODUCT VIEW | | 389 | 382 | 385 | 391 | 386 | (0,8) | 1.492 | 1.544 | 3,5 |
| - Fixed network | | 3 | 23 | 29 | 26 | 23 | n.a. | 12 | 101 | n.a. |
| - Mobile communications | | 387 | 358 | 358 | 365 | 362 | (6,5) | 1.481 | 1.443 | (2,6) |
| SEGMENT VIEW | | 389 | 382 | 385 | 391 | 386 | (0,8) | 1.492 | 1.544 | 3,5 |
| - of which Consumer | | 220 | 220 | 217 | 216 | 215 | (2,3) | 882 | 868 | (1,6) |
| - of which Business | | 124 | 136 | 136 | 132 | 132 | 6,5 | 499 | 536 | 7,4 |
| EBITDA | 1,2 | 155 | 130 | 145 | 164 | 141 | (9,0) | 579 | 580 | 0,2 |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 39,8 | 34,0 | 37,7 | 41,9 | 36,5 | (3,3p) | 38,8 | 37,6 | (1,2p) |
| CASH CAPEX (AS REPORTED) | | 42 | 62 | 45 | 34 | 48 | 14,3 | 285 | 189 | (33,7) |
| CASH CONTRIBUTION | | 113 | 68 | 100 | 130 | 93 | (17,7) | 294 | 391 | 33,0 |

1 From January 2015 parts of the GTS Central Europe Group were integrated into Poland.

2 Special factors affecting EBITDA: EUR 5mn in Q4/14, EUR 1mn in Q1/15, EUR 6mn in Q2/15, EUR 1mn in Q3/15 and EUR 1mn in Q4/15.

POLAND

OPERATIONALS

| | Note | Q4 2014 | Q1 2015 | Q2 2015 | Q3 2015 | Q4 2015 | Change % | FY 2014 | FY 2015 | Change % |
|--|---------------|---------------|---------------|---------------|---------------|----------------|---------------|---------------|----------------|---------------|
| FIXED NETWORK (END OF PERIOD) | 1 | | | | | | | | | |
| Fixed network Access Lines | ('000) | 0 | 12 | 18 | 17 | 18 | n.a. | 0 | 18 | n.a. |
| - IP | ('000) | 0 | 2 | 3 | 3 | 3 | n.a. | 0 | 3 | n.a. |
| Broadband Access Lines Retail | ('000) | 0 | 6 | 9 | 8 | 10 | n.a. | 0 | 10 | n.a. |
| TV (IPTV, SAT, Cable) | ('000) | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| Wholesale Bundled Access Lines | ('000) | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| ULLs/Wholesale PSTN | ('000) | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| Wholesale Unbundled Access Lines | ('000) | 0 | 5 | 4 | 4 | 5 | n.a. | 0 | 5 | n.a. |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | |
| Service revenue | (€ million) | 266 | 256 | 268 | 267 | 243 | (8,6) | 1.094 | 1.034 | (5,5) |
| CUSTOMERS | ('000) | 15.702 | 15.794 | 15.827 | 15.696 | 12.056 | (23,2) | 15.702 | 12.056 | (23,2) |
| - contract | ('000) | 6.823 | 6.784 | 6.708 | 6.640 | 6.569 | (3,7) | 6.823 | 6.569 | (3,7) |
| - prepaid | ('000) | 8.878 | 9.010 | 9.118 | 9.056 | 5.487 | (38,2) | 8.878 | 5.487 | (38,2) |
| NET ADDS | ('000) | (27) | 93 | 32 | (130) | (3.641) | n.a. | 138 | (3.646) | n.a. |
| - contract | ('000) | (68) | (39) | (76) | (68) | (71) | (4,4) | (226) | (254) | (12,4) |
| - prepaid | ('000) | 41 | 132 | 108 | (62) | (3.569) | n.a. | 364 | (3.391) | n.a. |
| AVERAGE MONTHLY CHURN | (%) | 2,3 | 2,0 | 2,1 | 2,6 | 11,0 | 8,7p | 2,0 | 4,3 | 2,3p |
| - contract | (%) | 1,2 | 1,1 | 1,1 | 1,1 | 1,2 | 0,0p | 1,0 | 1,1 | 0,1p |
| SAC PER GROSS ADD | (€) | 5 | 5 | 11 | 6 | 7 | 40,0 | 9 | 7 | (22,2) |
| - contract | (€) | 22 | 21 | 65 | 34 | 35 | 59,1 | 44 | 38 | (13,6) |
| - prepaid | (€) | 2 | 2 | 2 | 1 | 1 | (50,0) | 2 | 2 | 0,0 |
| SRC PER RETAINED CUSTOMER | (€) | 2 | 0 | 6 | 12 | (12) | n.a. | 18 | 1 | (94,4) |
| ARPU | (€) | 6 | 5 | 6 | 6 | 6 | 0,0 | 6 | 6 | 0,0 |
| - contract | (€) | 11 | 11 | 11 | 11 | 10 | (9,1) | 11 | 11 | 0,0 |
| - prepaid | (€) | 2 | 2 | 2 | 2 | 2 | 0,0 | 2 | 2 | 0,0 |
| NON-VOICE % OF ARPU | (%) | 38 | 39 | 39 | 39 | 40 | 2p | 37 | 39 | 2p |
| MOU PER CUSTOMER | (min) | 148 | 150 | 154 | 154 | 172 | 16,2 | 140 | 157 | 12,1 |
| - contract | (min) | 289 | 299 | 311 | 313 | 322 | 11,4 | 269 | 311 | 15,6 |

1 From January 2015 parts of the GTS Central Europe Group were integrated into Poland.

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.

CZECH REPUBLIC

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|---|------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|---------------|
| TOTAL REVENUE | 1 | 220 | 226 | 231 | 242 | 259 | 17,7 | 862 | 958 | 11,1 |
| PRODUCT VIEW | | 220 | 226 | 231 | 242 | 259 | 17,7 | 862 | 958 | 11,1 |
| - Fixed network | | 33 | 46 | 51 | 51 | 70 | n.a. | 104 | 218 | n.a. |
| - Mobile communications | | 188 | 179 | 181 | 191 | 189 | 0,5 | 758 | 740 | (2,4) |
| SEGMENT VIEW | | 220 | 226 | 231 | 242 | 259 | 17,7 | 862 | 958 | 11,1 |
| - of which Consumer | | 120 | 112 | 117 | 117 | 118 | (1,7) | 493 | 464 | (5,9) |
| - of which Business | | 88 | 99 | 103 | 107 | 122 | 38,6 | 321 | 431 | 34,3 |
| EBITDA | 1,2 | 86 | 89 | 96 | 100 | 105 | 22,1 | 362 | 390 | 7,7 |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 39,1 | 39,4 | 41,6 | 41,3 | 40,5 | 1,4p | 42,0 | 40,7 | (1,3p) |
| CASH CAPEX (AS REPORTED) | 3 | 21 | 66 | (27) | 29 | 36 | 71,4 | 186 | 104 | (44,1) |
| CASH CONTRIBUTION | 3 | 65 | 23 | 123 | 71 | 69 | 6,2 | 176 | 286 | 62,5 |

1 From January 2015 parts of the GTS Central Europe Group were integrated into Czech Republic.

2 Special factors affecting EBITDA: EUR 2mn in Q4/14, EUR 1mn in Q2/15 and EUR 3mn in Q4/15.

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

CZECH REPUBLIC OPERATIONALS

| | Note | Q4 2014 | Q1 2015 | Q2 2015 | Q3 2015 | Q4 2015 | Change % | FY 2014 | FY 2015 | Change % |
|--|---------------|--------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|---------------|
| FIXED NETWORK (END OF PERIOD) | 1 | | | | | | | | | |
| Fixed network Access Lines | ('000) | 131 | 155 | 152 | 147 | 154 | 17,6 | 131 | 154 | 17,6 |
| - IP | ('000) | 128 | 136 | 134 | 130 | 137 | 7,0 | 128 | 137 | 7,0 |
| Broadband Access Lines Retail | ('000) | 131 | 143 | 141 | 136 | 132 | 0,8 | 131 | 132 | 0,8 |
| TV (IPTV, SAT, Cable) | ('000) 2 | 2 | 2 | 2 | 2 | 2 | 0,0 | 2 | 2 | 0,0 |
| Wholesale Bundled Access Lines | ('000) | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| ULLs/Wholesale PSTN | ('000) | 0 | 8 | 8 | 7 | 7 | n.a. | 0 | 7 | n.a. |
| Wholesale Unbundled Access Lines | ('000) | 0 | 2 | 2 | 2 | 2 | n.a. | 0 | 2 | n.a. |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | |
| Service revenue | (€ million) | 169 | 160 | 166 | 172 | 168 | (0,6) | 686 | 666 | (2,9) |
| CUSTOMERS | ('000) | 6.000 | 5.993 | 5.996 | 5.981 | 6.019 | 0,3 | 6.000 | 6.019 | 0,3 |
| - contract | ('000) | 3.500 | 3.519 | 3.532 | 3.556 | 3.597 | 2,8 | 3.500 | 3.597 | 2,8 |
| - prepaid | ('000) | 2.500 | 2.474 | 2.464 | 2.425 | 2.422 | (3,1) | 2.500 | 2.422 | (3,1) |
| NET ADDS | ('000) | 7 | (7) | 3 | (16) | 38 | n.a. | 169 | 18 | (89,3) |
| - contract | ('000) | 25 | 19 | 13 | 24 | 41 | 64,0 | 211 | 97 | (54,0) |
| - prepaid | ('000) | (18) | (26) | (10) | (39) | (3) | 83,3 | (2) | (78) | n.a. |
| AVERAGE MONTHLY CHURN | (%) | 1,4 | 1,5 | 1,6 | 1,5 | 1,3 | (0,1p) | 1,3 | 1,5 | 0,2p |
| - contract | (%) | 0,6 | 0,6 | 0,6 | 0,5 | 0,5 | (0,1p) | 0,5 | 0,6 | 0,1p |
| SAC PER GROSS ADD | (€) | 24 | 21 | 22 | 24 | 21 | (12,5) | 21 | 22 | 4,8 |
| - contract | (€) | 53 | 47 | 50 | 57 | 47 | (11,3) | 47 | 50 | 6,4 |
| - prepaid | (€) | 3 | 2 | 2 | 3 | 3 | 0,0 | 3 | 3 | 0,0 |
| SRC PER RETAINED CUSTOMER | (€) | 7 | 9 | 10 | 12 | 13 | 85,7 | 9 | 11 | 22,2 |
| ARPU | (€) | 9 | 9 | 9 | 10 | 9 | 0,0 | 10 | 9 | (10,0) |
| - contract | (€) | 13 | 13 | 13 | 14 | 13 | 0,0 | 14 | 13 | (7,1) |
| - prepaid | (€) | 3 | 3 | 3 | 4 | 4 | 33,3 | 4 | 3 | (25,0) |
| NON-VOICE % OF ARPU | (%) | 39 | 41 | 45 | 47 | 47 | 8p | 38 | 45 | 7p |
| MOU PER CUSTOMER | (min) | 154 | 154 | 158 | 153 | 157 | 1,9 | 151 | 155 | 2,6 |
| - contract | (min) | 237 | 235 | 240 | 230 | 234 | (1,3) | 232 | 235 | 1,3 |

1 From January 2015 parts of the GTS Central Europe Group were integrated into Czech Republic.

2 Our subsidiary in Czech Republic sold its SAT TV customer base in Nov. 2014. This decreased our customer base by 27 thousand customers. Customer figures for prior periods have not been adjusted.

NETHERLANDS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q4 2014 | Q1 2015 | Q2 2015 | Q3 2015 | Q4 2015 | Change % | FY 2014 | FY 2015 | Change % |
|---|------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | | millions of € | millions of € | millions of € | millions of € | millions of € | | millions of € | millions of € | |
| TOTAL REVENUE | | 403 | 346 | 362 | 346 | 340 | (15,6) | 1.551 | 1.394 | (10,1) |
| - of which Consumer | | 300 | 251 | 266 | 249 | 245 | (18,3) | 1.170 | 1.011 | (13,6) |
| - of which Business | | 67 | 63 | 62 | 62 | 62 | (7,5) | 272 | 249 | (8,5) |
| EBITDA | 1 | 171 | 133 | 124 | 125 | 118 | (31,0) | 630 | 500 | (20,6) |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 42,4 | 38,4 | 34,3 | 36,1 | 34,7 | (7,7p) | 40,6 | 35,9 | (4,7p) |
| CASH CAPEX (AS REPORTED) | | 37 | 46 | 42 | 41 | 47 | 27,0 | 181 | 176 | (2,8) |
| CASH CONTRIBUTION | | 134 | 87 | 82 | 84 | 71 | (47,0) | 449 | 324 | (27,8) |

OPERATIONALS

| | Note | Q4 2014 | Q1 2015 | Q2 2015 | Q3 2015 | Q4 2015 | Change % | FY 2014 | FY 2015 | Change % |
|--|-------------|--------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|---------------|
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | |
| Service revenue | (€ million) | 307 | 257 | 255 | 257 | 233 | (24,1) | 1.206 | 1.002 | (16,9) |
| CUSTOMERS | ('000) | 3.900 | 3.830 | 3.689 | 3.686 | 3.677 | (5,7) | 3.900 | 3.677 | (5,7) |
| - contract | ('000) | 2.848 | 2.836 | 2.751 | 2.775 | 2.800 | (1,7) | 2.848 | 2.800 | (1,7) |
| - prepaid | ('000) | 1.052 | 994 | 938 | 910 | 878 | (16,5) | 1.052 | 878 | (16,5) |
| NET ADDS | ('000) | (64) | (70) | (44) | (4) | (8) | 87,5 | (315) | (125) | 60,3 |
| - contract | ('000) | 3,4 | (20) | (12) | (85) | 24 | n.a. | (55) | (48) | 12,7 |
| - prepaid | ('000) | 4 | (44) | (58) | 41 | (28) | (33) | (260) | (77) | 70,4 |
| AVERAGE MONTHLY CHURN | (%) | 1,8 | 1,8 | 1,7 | 1,7 | 1,6 | (0,2p) | 2,1 | 1,7 | (0,4p) |
| - contract | (%) | 1,3 | 1,1 | 1,3 | 1,3 | 1,3 | 0,0p | 1,3 | 1,2 | (0,1p) |
| SAC PER GROSS ADD | (€) | 123 | 143 | 124 | 113 | 93 | (24,4) | 124 | 117 | (5,6) |
| - contract | (€) | 186 | 206 | 162 | 143 | 115 | (38,2) | 197 | 151 | (23,4) |
| - prepaid | (€) | 17 | 19 | 17 | 19 | 8 | (52,9) | 19 | 16 | (15,8) |
| SRC PER RETAINED CUSTOMER | (€) | 93 | 113 | 126 | 95 | 59 | (36,6) | 93 | 98 | 5,4 |
| ARPU | (€) | 26 | 22 | 23 | 23 | 21 | (19,2) | 24 | 22 | (8,3) |
| - contract | (€) | 34 | 29 | 29 | 30 | 27 | (20,6) | 32 | 28 | (12,5) |
| - prepaid | (€) | 4 | 4 | 5 | 4 | 4 | 0,0 | 4 | 4 | 0,0 |
| NON-VOICE % OF ARPU | (%) | 46 | 54 | 58 | 59 | 60 | 14p | 48 | 58 | 10p |
| MOU PER CUSTOMER | (min) | 154 | 158 | 168 | 163 | 175 | 13,6 | 142 | 165 | 16,2 |
| - contract | (min) | 201 | 204 | 212 | 206 | 221 | 10,0 | 187 | 209 | 11,8 |

1 Special factors affecting EBITDA: EUR 1mn in Q4/14, EUR 2mn in Q1/15, EUR 1mn in Q2/15, EUR 1mn in Q3/15 and EUR 5mn in Q4/15.

2 Our subsidiary in the Netherlands sold its Simpel brand and the customer relationships maintained under the brand effective Aug. 1, 2014. This decreased our customer base by 226 thousand customers. Customer figures for prior periods have not been adjusted.

3 Our subsidiary in the Netherlands sold its Simpel brand and the customer relationships maintained under the brand effective Aug. 1, 2014. The effect of 226 thousand customers in Q3/14 was included in net additions to improve comparability.

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

5 Our subsidiary in the Netherlands sold its Blipe brand and the prepaid customer relationships maintained under the brand effective March 1, 2015. This decreased our customer base by 97 thousand customers up from April. Customer figures for prior periods have not been adjusted.

CROATIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|---|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|-----------------------------|-----------------------------|--------------|
| TOTAL REVENUE | | 231 | 211 | 222 | 249 | 227 | (1,7) | 905 | 909 | 0,4 |
| PRODUCT VIEW | | 231 | 211 | 222 | 249 | 227 | (1,7) | 905 | 909 | 0,4 |
| - Fixed network | | 139 | 129 | 139 | 146 | 136 | (2,2) | 537 | 550 | 2,4 |
| - Mobile communications | | 91 | 81 | 85 | 103 | 90 | (1,1) | 367 | 359 | (2,2) |
| SEGMENT VIEW | | 231 | 211 | 222 | 249 | 227 | (1,7) | 905 | 909 | 0,4 |
| - of which Consumer | | 129 | 119 | 120 | 124 | 120 | (7,0) | 514 | 483 | (6,0) |
| - of which Business | | 73 | 64 | 70 | 79 | 74 | 1,4 | 282 | 287 | 1,8 |
| EBITDA | 1 | 96 | 81 | 90 | 102 | 94 | (2,1) | 365 | 367 | 0,5 |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 41,6 | 38,4 | 40,5 | 41,0 | 41,4 | (0,2p) | 40,3 | 40,4 | 0,1p |
| CASH CAPEX (AS REPORTED) | | 23 | 30 | 39 | 40 | 20 | (13,0) | 123 | 129 | 4,9 |
| CASH CONTRIBUTION | | 73 | 51 | 51 | 62 | 74 | 1,4 | 242 | 238 | (1,7) |

1 Special factors affecting EBITDA: EUR 5mn in Q4/14, EUR 10mn in Q1/15, EUR 1mn in Q2/15 and EUR 1mn in Q4/15.

CROATIA OPERATIONALS

| | Note | Q4 2014 | Q1 2015 | Q2 2015 | Q3 2015 | Q4 2015 | Change % | FY 2014 | FY 2015 | Change % |
|--|---------------|--------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|---------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 1.076 | 1.052 | 1.038 | 1.020 | 1.004 | (6,7) | 1.076 | 1.004 | (6,7) |
| - IP | ('000) | 843 | 897 | 952 | 1.001 | 1.004 | 19,1 | 843 | 1.004 | 19,1 |
| Broadband Access Lines Retail | ('000) | 653 | 644 | 642 | 638 | 636 | (2,6) | 653 | 636 | (2,6) |
| TV (IPTV, SAT, Cable) | ('000) | 393 | 390 | 387 | 385 | 388 | (1,3) | 393 | 388 | (1,3) |
| Wholesale Bundled Access Lines | ('000) | 46 | 46 | 45 | 39 | 37 | (19,6) | 46 | 37 | (19,6) |
| ULLs/Wholesale PSTN | ('000) | 208 | 191 | 173 | 161 | 159 | (23,6) | 208 | 159 | (23,6) |
| Wholesale Unbundled Access Lines | ('000) | 26 | 36 | 46 | 56 | 68 | n.a. | 26 | 68 | n.a. |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | |
| Service revenue | (€ million) | 73 | 65 | 70 | 82 | 67 | (8,2) | 307 | 284 | (7,5) |
| CUSTOMERS | ('000) | 2.252 | 2.214 | 2.241 | 2.323 | 2.233 | (0,8) | 2.252 | 2.233 | (0,8) |
| - contract | ('000) | 1.099 | 1.098 | 1.105 | 1.112 | 1.119 | 1,8 | 1.099 | 1.119 | 1,8 |
| - prepaid | ('000) | 1.153 | 1.116 | 1.136 | 1.211 | 1.114 | (3,4) | 1.153 | 1.114 | (3,4) |
| NET ADDS | ('000) | (80) | (38) | 27 | 83 | (91) | (13,8) | (50) | (20) | 60,0 |
| - contract | ('000) | 10 | (1) | 7 | 7 | 7 | (30,0) | 29 | 20 | (31,0) |
| - prepaid | ('000) | (90) | (37) | 19 | 76 | (98) | (8,9) | (79) | (40) | 49,4 |
| AVERAGE MONTHLY CHURN | (%) | 3,5 | 2,6 | 2,0 | 2,2 | 3,7 | 0,2p | 2,9 | 2,6 | (0,3p) |
| - contract | (%) | 1,2 | 1,1 | 0,8 | 1,1 | 1,1 | (0,1p) | 1,2 | 1,0 | (0,2p) |
| SAC PER GROSS ADD | (€) | 13 | 14 | 12 | 10 | 16 | 23,1 | 16 | 13 | (18,8) |
| - contract | (€) | 44 | 49 | 50 | 53 | 59 | 34,1 | 56 | 53 | (5,4) |
| - prepaid | (€) | 2 | 3 | 2 | 2 | 3 | 50,0 | 2 | 3 | 50,0 |
| SRC PER RETAINED CUSTOMER | (€) | 60 | 57 | 74 | 67 | 57 | (5,0) | 56 | 63 | 12,5 |
| ARPU | (€) | 11 | 10 | 11 | 12 | 10 | (9,1) | 11 | 10 | (9,1) |
| - contract | (€) | 16 | 14 | 15 | 18 | 14 | (12,5) | 17 | 16 | (5,9) |
| - prepaid | (€) | 6 | 5 | 6 | 6 | 5 | (16,7) | 6 | 6 | 0,0 |
| NON-VOICE % OF ARPU | (%) | 40 | 45 | 46 | 49 | 46 | 6p | 41 | 47 | 6p |
| MOU PER CUSTOMER | (min) | 188 | 187 | 200 | 198 | 195 | 3,7 | 188 | 195 | 3,7 |
| - contract | (min) | 258 | 248 | 268 | 269 | 266 | 3,1 | 255 | 263 | 3,1 |

SLOVAKIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|---|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|----------------|-----------------------------|-----------------------------|---------------|
| TOTAL REVENUE | | 184 | 187 | 185 | 199 | 212 | 15,2 | 768 | 783 | 2,0 |
| PRODUCT VIEW | | 184 | 187 | 185 | 199 | 212 | 15,2 | 768 | 783 | 2,0 |
| - Fixed network | | 90 | 96 | 97 | 107 | 122 | 35,6 | 394 | 422 | 7,1 |
| - Mobile communications | | 93 | 91 | 88 | 92 | 90 | (3,2) | 373 | 361 | (3,2) |
| SEGMENT VIEW | | 184 | 187 | 185 | 199 | 212 | 15,2 | 768 | 783 | 2,0 |
| - of which Consumer | | 119 | 116 | 115 | 119 | 117 | (1,7) | 472 | 467 | (1,1) |
| - of which Business | | 45 | 47 | 48 | 60 | 72 | 60,0 | 204 | 227 | 11,3 |
| EBITDA | 1 | 76 | 73 | 76 | 83 | 64 | (15,8) | 310 | 296 | (4,5) |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 41,3 | 39,0 | 41,1 | 41,7 | 30,2 | (11,1p) | 40,4 | 37,8 | (2,6p) |
| CASH CAPEX (AS REPORTED) | | 24 | 28 | 22 | 24 | 26 | 8,3 | 178 | 100 | (43,8) |
| CASH CONTRIBUTION | | 52 | 45 | 54 | 59 | 38 | (26,9) | 132 | 196 | 48,5 |

1 Special factors affecting EBITDA: EUR 3mn in Q4/14, EUR 29mn in Q1/15, EUR 1mn in Q2/15 and EUR 6mn in Q4/15.

SLOVAKIA OPERATIONALS

| | Note | Q4 2014 | Q1 2015 | Q2 2015 | Q3 2015 | Q4 2015 | Change % | FY 2014 | FY 2015 | Change % |
|--|---------------|--------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|---------------|
| FIXED NETWORK (END OF PERIOD) | | | | | | | | | | |
| Fixed network Access Lines | ('000) | 894 | 875 | 864 | 858 | 855 | (4,4) | 894 | 855 | (4,4) |
| - IP | ('000) | 894 | 875 | 864 | 858 | 855 | (4,4) | 894 | 855 | (4,4) |
| Broadband Access Lines Retail | ('000) | 448 | 454 | 459 | 465 | 473 | 5,6 | 448 | 473 | 5,6 |
| TV (IPTV, SAT, Cable) | ('000) | 468 | 474 | 481 | 489 | 493 | 5,3 | 468 | 493 | 5,3 |
| Wholesale Bundled Access Lines | ('000) | 18 | 18 | 18 | 17 | 17 | (5,6) | 18 | 17 | (5,6) |
| ULLs/Wholesale PSTN | ('000) | 0 | 0 | 0 | 0 | 0 | n.a. | 0 | 0 | n.a. |
| Wholesale Unbundled Access Lines | ('000) | 93 | 98 | 102 | 105 | 109 | 17,2 | 93 | 109 | 17,2 |
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | |
| Service revenue | (€ million) | 82 | 80 | 79 | 84 | 80 | (2,4) | 331 | 323 | (2,4) |
| CUSTOMERS | ('000) | 2.220 | 2.202 | 2.196 | 2.204 | 2.235 | 0,7 | 2.220 | 2.235 | 0,7 |
| - contract | ('000) | 1.431 | 1.424 | 1.427 | 1.431 | 1.453 | 1,5 | 1.431 | 1.453 | 1,5 |
| - prepaid | ('000) | 789 | 777 | 769 | 773 | 782 | (0,9) | 789 | 782 | (0,9) |
| NET ADDS | ('000) | (8) | (18) | (6) | 9 | 31 | n.a. | (42) | 15 | n.a. |
| - contract | ('000) | (1) | (7) | 3 | 4 | 22 | n.a. | (23) | 22 | n.a. |
| - prepaid | ('000) | (7) | (11) | (9) | 4 | 9 | n.a. | (19) | (7) | 63,2 |
| AVERAGE MONTHLY CHURN | (%) | 1,4 | 1,3 | 1,1 | 1,0 | 1,1 | (0,3p) | 1,3 | 1,1 | (0,2p) |
| - contract | (%) | 1,2 | 1,1 | 0,9 | 0,8 | 0,9 | (0,3p) | 1,1 | 0,9 | (0,2p) |
| SAC PER GROSS ADD | (€) | 54 | 62 | 65 | 51 | 56 | 3,7 | 55 | 58 | 5,5 |
| - contract | (€) | 89 | 108 | 106 | 100 | 96 | 7,9 | 92 | 102 | 10,9 |
| - prepaid | (€) | 3 | 4 | 3 | 4 | 4 | 33,3 | 4 | 4 | 0,0 |
| SRC PER RETAINED CUSTOMER | (€) | 122 | 110 | 120 | 115 | 159 | 30,3 | 100 | 128 | 28,0 |
| ARPU | (€) | 12 | 12 | 12 | 13 | 12 | 0,0 | 12 | 12 | 0,0 |
| - contract | (€) | 17 | 17 | 17 | 18 | 17 | 0,0 | 17 | 17 | 0,0 |
| - prepaid | (€) | 3 | 3 | 3 | 3 | 3 | 0,0 | 3 | 3 | 0,0 |
| NON-VOICE % OF ARPU | (%) | 37 | 39 | 37 | 38 | 39 | 2p | 36 | 38 | 2p |
| MOU PER CUSTOMER | (min) | 162 | 164 | 171 | 168 | 175 | 8,0 | 155 | 169 | 9,0 |
| - contract | (min) | 228 | 231 | 240 | 235 | 244 | 7,0 | 218 | 237 | 8,7 |

AUSTRIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|---|----------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|-----------------------------|-----------------------------|-------------|
| TOTAL REVENUE | | 212 | 197 | 205 | 207 | 220 | 3,8 | 815 | 829 | 1,7 |
| - of which Consumer | | 164 | 150 | 155 | 154 | 165 | 0,6 | 626 | 624 | (0,3) |
| - of which Business | | 39 | 38 | 42 | 43 | 44 | 12,8 | 151 | 167 | 10,6 |
| EBITDA | 1 | 40 | 65 | 66 | 64 | 64 | 60,0 | 211 | 259 | 22,7 |
| EBITDA MARGIN (EBITDA / TOTAL REVENUE) | % | 18,9 | 33,0 | 32,2 | 30,9 | 29,1 | 10,2p | 25,9 | 31,2 | 5,3p |
| CASH CAPEX (AS REPORTED) | | 33 | 30 | 27 | 33 | 39 | 18,2 | 94 | 129 | 37,2 |
| CASH CONTRIBUTION | | 7 | 35 | 39 | 31 | 25 | n.a. | 117 | 130 | 11,1 |

OPERATIONALS

| | Note | Q4 2014 | Q1 2015 | Q2 2015 | Q3 2015 | Q4 2015 | Change % | FY 2014 | FY 2015 | Change % | |
|--|---------------|------------|--------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|---------------|
| MOBILE COMMUNICATIONS (END OF PERIOD) | | | | | | | | | | | |
| Service revenue | (€ million) | 174 | 172 | 175 | 178 | 179 | 2,9 | 693 | 704 | 1,6 | |
| CUSTOMERS | ('000) | 2 | 4.020 | 3.956 | 3.934 | 3.962 | 4.323 | 7,5 | 4.020 | 4.323 | 7,5 |
| - contract | ('000) | | 2.623 | 2.571 | 2.564 | 2.573 | 2.959 | 12,8 | 2.623 | 2.959 | 12,8 |
| - prepaid | ('000) | | 1.396 | 1.385 | 1.370 | 1.390 | 1.364 | (2,3) | 1.396 | 1.364 | (2,3) |
| NET ADDS | ('000) | 2 | (3) | (64) | (22) | 28 | 361 | n.a. | (71) | 304 | n.a. |
| - contract | ('000) | | 22 | (52) | (7) | 9 | 387 | n.a. | (7) | 336 | n.a. |
| - prepaid | ('000) | | (25) | (12) | (14) | 19 | (25) | 0,0 | (64) | (32) | 50,0 |
| AVERAGE MONTHLY CHURN | (%) | | 1,6 | 1,8 | 1,6 | 1,5 | 2,6 | 1,0p | 1,9 | 1,9 | 0,0p |
| - contract | (%) | 2 | 0,6 | 1,3 | 0,6 | 0,6 | 2,2 | 1,6p | 0,8 | 1,2 | 0,4p |
| SAC PER GROSS ADD | (€) | | 74 | 54 | 53 | 48 | 22 | (70,3) | 58 | 35 | (39,7) |
| - contract | (€) | | 172 | 133 | 152 | 143 | 24 | (86,0) | 156 | 52 | (66,7) |
| - prepaid | (€) | | 7 | 6 | 4 | 4 | 7 | 0,0 | 5 | 5 | 0,0 |
| SRC PER RETAINED CUSTOMER | (€) | 2 | 84 | 89 | 101 | 100 | 106 | 26,2 | 87 | 100 | 14,9 |
| ARPU | (€) | 2 | 14 | 14 | 15 | 15 | 14 | 0,0 | 14 | 15 | 7,1 |
| - contract | (€) | | 20 | 20 | 21 | 21 | 19 | (5,0) | 20 | 20 | 0,0 |
| - prepaid | (€) | | 4 | 4 | 4 | 4 | 4 | 0,0 | 4 | 4 | 0,0 |
| NON-VOICE % OF ARPU | (%) | | 42 | 44 | 42 | 43 | 44 | 2p | 42 | 43 | 1p |
| MOU PER CUSTOMER | (min) | | 211 | 206 | 203 | 194 | 192 | (9,0) | 203 | 199 | (2,0) |
| - contract | (min) | | 288 | 261 | 257 | 243 | 233 | (19,1) | 278 | 242 | (12,9) |

1 Special factors affecting EBITDA: EUR 3mn in Q4/14, EUR 5mn in Q1/15 and EUR 16mn in Q3/15.

2 Effect in Q4: Standardization of SIM card reporting in wholesale segment.

Effect adjusted KPIs Q4/2015: SAC per gross add 76€, SAC per gross add contract 143€, ARPU 15€, ARPU contract 21€.

Effect adjusted KPIs FY 2015: SAC per gross add: 58€, SAC per gross add contract 144€, ARPU 16€, ARPU contract 21€.

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FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|-----------------------------|-----------------------------|---------------|
| TOTAL REVENUE | | 2.294 | 2.001 | 2.166 | 2.115 | 2.310 | 0,7 | 8.601 | 8.592 | (0,1) |
| Market Unit | | 1.843 | 1.695 | 1.734 | 1.755 | 1.871 | 1,5 | 6.874 | 7.055 | 2,6 |
| Telekom IT | | 451 | 306 | 432 | 360 | 439 | (2,7) | 1.727 | 1.537 | (11,0) |
| International Revenue | | 695 | 609 | 632 | 533 | 761 | 9,5 | 2.445 | 2.535 | 3,7 |
| NET REVENUE | | 1.598 | 1.489 | 1.524 | 1.529 | 1.652 | 3,4 | 5.988 | 6.194 | 3,4 |
| EBITDA | | 212 | 154 | 214 | 185 | 229 | 8,0 | 835 | 782 | (6,3) |
| Market Unit | | 232 | 144 | 133 | 151 | 195 | (15,9) | 602 | 623 | 3,5 |
| Telekom IT | | (20) | 10 | 81 | 34 | 34 | n.a. | 233 | 159 | (31,8) |
| EBITDA margin (EBITDA / total revenue) | % | 9,2 | 7,7 | 9,9 | 8,7 | 9,9 | 0,7p | 9,7 | 9,1 | (0,6p) |
| Depreciation, amortization and impairment losses | | (147) | (135) | (176) | (131) | (140) | 4,8 | (708) | (582) | 17,8 |
| Profit (loss) from operations = EBIT | | 65 | 19 | 37 | 56 | 88 | 35,4 | 127 | 200 | 57,5 |
| EBIT MARGIN | % | 2,8 | 0,9 | 1,7 | 2,6 | 3,8 | 1,0p | 1,5 | 2,3 | 0,8p |
| CASH CAPEX (AS REPORTED) | | 345 | 252 | 279 | 288 | 350 | 1,4 | 1.171 | 1.169 | (0,2) |
| CASH CONTRIBUTION | | (133) | (98) | (65) | (103) | (121) | 9,0 | (336) | (387) | (15,2) |
| ORDER ENTRY | | 2.380 | 1.286 | 1.372 | 1.276 | 2.071 | (13,0) | 7.456 | 6.005 | (19,5) |

FINANCIALS (AS REPORTED)

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|-----------------------------|-----------------------------|---------------|
| TOTAL REVENUE | | 2.294 | 2.001 | 2.166 | 2.115 | 2.310 | 0,7 | 8.601 | 8.592 | (0,1) |
| NET REVENUE | | 1.598 | 1.489 | 1.524 | 1.529 | 1.652 | 3,4 | 5.988 | 6.194 | 3,4 |
| EBITDA | | 15 | 80 | (5) | 43 | 15 | 0,0 | 295 | 133 | (54,9) |
| EBITDA margin (EBITDA / total revenue) | % | 0,7 | 4,0 | (0,2) | 2,0 | 0,6 | (0,1p) | 3,4 | 1,5 | (1,9p) |
| Depreciation, amortization and impairment losses | | (150) | (145) | (225) | (135) | (144) | 4,0 | (717) | (649) | 9,5 |
| Profit (loss) from operations = EBIT | | (135) | (65) | (230) | (92) | (129) | 4,4 | (422) | (516) | (22,3) |
| CASH CAPEX | | 345 | 252 | 279 | 288 | 350 | 1,4 | 1.171 | 1.169 | (0,2) |
| CASH CONTRIBUTION | | (330) | (172) | (284) | (245) | (335) | (1,5) | (876) | (1.036) | (18,3) |

SYSTEMS SOLUTIONS

EBITDA RECONCILIATION

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|---------------|
| TOTAL REVENUE | | 2.294 | 2.001 | 2.166 | 2.115 | 2.310 | 0,7 | 8.601 | 8.592 | (0,1) |
| Profit (loss) from operations = EBIT | | (135) | (65) | (230) | (92) | (129) | 4,4 | (422) | (516) | (22,3) |
| - Depreciation, amortization and impairment losses | | (150) | (145) | (225) | (135) | (144) | 4,0 | (717) | (649) | 9,5 |
| = EBITDA | | 15 | 80 | (5) | 43 | 15 | 0,0 | 295 | 133 | (54,9) |
| EBITDA margin | % | 0,7 | 4,0 | (0,2) | 2,0 | 0,6 | (0,1p) | 3,4 | 1,5 | (1,9p) |
| - Special factors affecting EBITDA | | (197) | (74) | (219) | (142) | (214) | (8,6) | (540) | (649) | (20,2) |
| = EBITDA (ADJUSTED FOR SPECIAL FACTORS) | | 212 | 154 | 214 | 185 | 229 | 8,0 | 835 | 782 | (6,3) |
| EBITDA margin (adjusted for special factors) | % | 9,2 | 7,7 | 9,9 | 8,7 | 9,9 | 0,7p | 9,7 | 9,1 | (0,6p) |

SPECIAL FACTORS

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------|-----------------------------|-----------------------------|---------------|
| EFFECTS ON EBITDA | | (197) | (74) | (219) | (142) | (214) | (8,6) | (540) | (649) | (20,2) |
| - of which personnel | | (127) | (34) | (117) | (73) | (145) | (14,2) | (286) | (369) | (29,0) |
| - of which other | | (70) | (40) | (102) | (69) | (69) | 1,4 | (254) | (280) | (10,2) |
| EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT | | (200) | (84) | (267) | (147) | (218) | (9,0) | (549) | (716) | (30,4) |
| - of which personnel | | (127) | (34) | (117) | (73) | (145) | (14,2) | (286) | (369) | (29,0) |
| - of which other | | (73) | (50) | (150) | (74) | (73) | 0,0 | (263) | (347) | (31,9) |

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GROUP HEADQUARTERS & GROUP SERVICES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|-----------------------------|-----------------------------|---------------|
| TOTAL REVENUE | | 688 | 565 | 584 | 555 | 571 | (17,0) | 2.516 | 2.275 | (9,6) |
| NET REVENUE | | 239 | 155 | 164 | 140 | 168 | (29,7) | 766 | 627 | (18,1) |
| EBITDA | | (244) | (22) | (76) | (133) | (321) | (31,6) | (667) | (552) | 17,2 |
| EBITDA margin (EBITDA / total revenue) | % | (35,5) | (3,9) | (13,0) | (24,0) | (56,2) | (20,7p) | (26,5) | (24,3) | 2,2p |
| Depreciation, amortization and impairment losses | | (178) | (144) | (138) | (158) | (171) | 3,9 | (642) | (611) | 4,8 |
| Profit (loss) from operations = EBIT | | (422) | (166) | (214) | (291) | (492) | (16,6) | (1.309) | (1.163) | 11,2 |
| CASH CAPEX (AS REPORTED) | | 141 | 96 | 65 | 69 | 112 | (20,6) | 381 | 342 | (10,2) |
| CASH CONTRIBUTION | | (385) | (118) | (141) | (202) | (433) | (12,5) | (1.048) | (894) | 14,7 |

FINANCIALS (AS REPORTED)

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|-----------------------------|-----------------------------|---------------|
| TOTAL REVENUE | | 688 | 565 | 584 | 555 | 571 | (17,0) | 2.516 | 2.275 | (9,6) |
| NET REVENUE | | 239 | 155 | 164 | 140 | 167 | (30,1) | 766 | 626 | (18,3) |
| EBITDA | | (394) | (108) | (93) | (167) | 135 | n.a. | 562 | (233) | n.a. |
| EBITDA margin (EBITDA / total revenue) | % | (57,3) | (19,1) | (15,9) | (30,1) | 23,6 | 80,9p | 22,3 | (10,2) | (32,5p) |
| Depreciation, amortization and impairment losses | | (207) | (144) | (138) | (174) | (171) | 17,4 | (671) | (627) | 6,6 |
| Profit (loss) from operations = EBIT | | (601) | (252) | (231) | (341) | (36) | 94,0 | (109) | (860) | n.a. |
| CASH CAPEX | | 141 | 96 | 65 | 69 | 112 | (20,6) | 381 | 342 | (10,2) |
| CASH CONTRIBUTION | | (535) | (204) | (158) | (236) | 23 | n.a. | 181 | (575) | n.a. |

GROUP HEADQUARTERS & GROUP SERVICES

EBITDA RECONCILIATION

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|---------------|-----------------------------|-----------------------------|--------------|
| TOTAL REVENUE | | 688 | 565 | 584 | 555 | 571 | (17,0) | 2.516 | 2.275 | (9,6) |
| Profit (loss) from operations = EBIT | | (601) | (252) | (231) | (341) | (36) | 94,0 | (109) | (860) | n.a. |
| - Depreciation, amortization and impairment losses | | (207) | (144) | (138) | (174) | (171) | 17,4 | (671) | (627) | 6,6 |
| = EBITDA | | (394) | (108) | (93) | (167) | 135 | n.a. | 562 | (233) | n.a. |
| EBITDA margin | % | (57,3) | (19,1) | (15,9) | (30,1) | 23,6 | 80,9p | 22,3 | (10,2) | (32,5p) |
| - Special factors affecting EBITDA | | (150) | (86) | (17) | (34) | 456 | n.a. | 1.229 | 319 | (74,0) |
| = EBITDA (ADJUSTED FOR SPECIAL FACTORS) | | (244) | (22) | (76) | (133) | (321) | (31,6) | (667) | (552) | 17,2 |
| EBITDA margin (adjusted for special factors) | % | (35,5) | (3,9) | (13,0) | (24,0) | (56,2) | (20,7p) | (26,5) | (24,3) | 2,2p |

SPECIAL FACTORS

| | Note | Q4 2014 millions of € | Q1 2015 millions of € | Q2 2015 millions of € | Q3 2015 millions of € | Q4 2015 millions of € | Change % | FY 2014 millions of € | FY 2015 millions of € | Change % |
|--|------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-------------|-----------------------------|-----------------------------|---------------|
| EFFECTS ON EBITDA | | (150) | (86) | (17) | (34) | 456 | n.a. | 1.229 | 319 | (74,0) |
| - of which personnel | | (78) | (33) | (41) | (46) | (93) | (19,2) | (174) | (213) | (22,4) |
| - of which other | | (72) | (53) | 24 | 12 | 549 | n.a. | 1.403 | 532 | (62,1) |
| EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT | | (179) | (86) | (17) | (50) | 456 | n.a. | 1.200 | 303 | (74,8) |
| - of which personnel | | (78) | (33) | (41) | (46) | (93) | (19,2) | (174) | (213) | (22,4) |
| - of which other | | (101) | (53) | 24 | (4) | 549 | n.a. | 1.374 | 516 | (62,4) |

EE LIMITED (JOINT VENTURE DEUTSCHE TELEKOM - ORANGE SA)

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)^{1,2}

| | Note | H1 2014 millions of GBP | Q4 2014 millions of GBP | H2 2014 millions of GBP | Q1 2015 millions of GBP | Q2 2015 millions of GBP | H1 2015 millions of GBP | Q3 2015 millions of GBP | Q4 2015 millions of GBP | Change % (QoQ) | H2 2015 millions of GBP | FY 2014 millions of GBP | FY 2015 millions of GBP | Change % (YoY) |
|--|------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------|-------------------------------|-------------------------------|-------------------------------|-------------------|
| TOTAL REVENUE | | 3.114 | 1.622 | 3.213 | 1.541 | 1.575 | 3.116 | 1.586 | 1.608 | (0,9) | 3.195 | 6.327 | 6.311 | (0,3) |
| EBITDA (AS REPORTED) | | 657 | -- | 373 | -- | -- | 771 | -- | -- | -- | 901 | 1.030 | 1.672 | 62,3 |
| EBITDA margin (EBITDA / total revenue) | % | 21,1 | -- | 11,6 | -- | -- | 24,7 | -- | -- | -- | 28,2 | 16,3 | 26,5 | 10,2p |
| RESTRUCTURING COST INCLUDED IN EBITDA | | 26 | -- | 386 | -- | -- | 4 | -- | -- | -- | 0 | 413 | 4 | (99,0) |
| EBITDA (ADJUSTED FOR SPECIAL FACTORS) | | 760 | -- | 828 | -- | -- | 830 | -- | -- | -- | 951 | 1.589 | 1.781 | 12,1 |
| EBITDA margin (EBITDA / total revenue) | % | 24,4 | -- | 25,8 | -- | -- | 26,7 | -- | -- | -- | 29,8 | 25,1 | 28,2 | 3,1p |
| CAPEX | | 268 | -- | 328 | -- | -- | 249 | -- | -- | -- | 346 | 596 | 594 | (0,3) |

OPERATIONAL¹

| | Note | H1 2014 | Q4 2014 | H2 2014 | Q1 2015 | Q2 2015 | H1 2015 | Q3 2015 | Q4 2015 | Change % (QoQ) | H2 2015 | FY 2014 | FY 2015 | Change % (YoY) |
|----------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-------------------|---------------|---------------|---------------|-------------------|
| SERVICE REVENUE | (GBP million) | 2.793 | 1.415 | 2.826 | 1.363 | 1.506 | 2.975 | 1.391 | 1.512 | 6,9 | 2.771 | 5.619 | 5.514 | (1,9) |
| CUSTOMERS | ('000) | 25.317 | 25.311 | 25.311 | 25.218 | 25.165 | 25.165 | 25.125 | 25.120 | (0,8) | 25.120 | 25.311 | 25.120 | (0,8) |
| - contract | ('000) | 14.638 | 14.901 | 14.901 | 14.954 | 15.050 | 15.050 | 15.197 | 15.338 | 2,9 | 15.338 | 14.901 | 15.338 | 2,9 |
| - prepaid | ('000) | 9.901 | 9.575 | 9.575 | 9.380 | 9.196 | 9.196 | 9.001 | 8.849 | (7,6) | 8.849 | 9.575 | 8.849 | (7,6) |
| - home | ('000) | 778 | 834 | 834 | 884 | 919 | 919 | 927 | 933 | 11,9 | 933 | 834 | 933 | 11,9 |
| NET ADDS | ('000) | (187) | 26 | (5) | (92) | (53) | (146) | (40) | (4) | -- | (44) | (192) | (191) | 0,5 |
| - contract | ('000) | 288 | 144 | 263 | 53 | 96 | 149 | 147 | 141 | (2,1) | 188 | 551 | 437 | (20,7) |
| - prepaid | ('000) | (523) | (157) | (325) | (195) | (184) | (379) | (195) | (152) | 3,2 | (347) | (848) | (726) | 14,4 |
| - home | ('000) | 48 | 39 | 57 | 50 | 35 | 85 | 8 | 7 | (82,1) | 15 | 105 | 99 | (5,7) |
| AVERAGE MONTHLY CHURN | (%) | -- | 2,1 | -- | 2,0 | -- | -- | 2,1 | 2,0 | (0,1p) | -- | -- | -- | -- |
| - contract | (%) | -- | 1,3 | -- | 1,2 | 1,1 | -- | 1,1 | 1,1 | (0,2p) | -- | -- | -- | -- |
| SAC PER GROSS ADD | (GBP) | -- | 62 | -- | 65 | 63 | -- | 58 | 49 | (21,0) | -- | -- | -- | -- |
| - contract | (GBP) | -- | 154 | -- | 149 | 150 | -- | 141 | 120 | (22,1) | -- | -- | -- | -- |
| - prepaid | (GBP) | -- | 4 | -- | 6 | 5 | -- | 4 | 3 | (25,0) | -- | -- | -- | -- |
| SRC PER RETAINED CUSTOMER | (GBP) | -- | 162 | -- | 180 | 211 | -- | 217 | 187 | 15,4 | -- | -- | -- | -- |
| ARPU | (GBP) | 3 | 19 | -- | 19 | 19 | -- | 19 | 19 | (1,0) | -- | -- | -- | -- |
| - contract | (GBP) | -- | 29 | -- | 28 | 28 | -- | 28 | 28 | (4,2) | -- | -- | -- | -- |
| - prepaid | (GBP) | -- | 5 | -- | 4 | 4 | -- | 4 | 4 | (4,4) | -- | -- | -- | -- |
| VOICE ARPU | (GBP) | 3 | 8 | -- | 7 | 7 | -- | 7 | 7 | (7,9) | -- | -- | -- | -- |
| non-voice % of ARPU | (%) | -- | 60,2 | -- | 61,7 | 0,6 | -- | 63,3 | 63,8 | 3,6p | -- | -- | -- | -- |
| MOU PER CUSTOMER | (min) | -- | 212 | -- | 203 | 198 | -- | 194 | 200 | (5,7) | -- | -- | -- | -- |
| - contract | (min) | -- | 329 | -- | 305 | 296 | -- | 286 | 298 | (9,4) | -- | -- | -- | -- |

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

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

3 ARPU %-changes based on exact numbers.

GLOSSARY AND DISCLAIMER

| | |
|---|---|
| In addition to financial information presented in accordance with IFRS, this presentation contains non-GAAP financial measures, | |
| such as ... | which is defined as ... |
| EBIT | Abbreviation for EARNINGS BEFORE INTEREST AND TAXES. EBIT is equivalent to the P&L-line "Profit from operations". |
| Adj. EBIT | EBIT adjusted for special factors. |
| EBT | Abbreviation for EARNINGS BEFORE TAXES. EBT is equivalent to the P&L-line "Profit before income taxes". |
| Adj. EBT | EBT adjusted for special factors. |
| EBITDA | 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". |
| Adj. EBITDA | EBITDA adjusted for special factors. |
| Adj. Net profit/loss | Net profit/loss adjusted for special factors. |
| Special factors | 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. |
| Cash capex | Cash outflows for investments in intangible assets (excluding goodwill) and property, plant and equipment. |
| Cash contribution | EBITDA minus capex. |
| Free cash flow | Net cash from operating activities minus net cash outflows for investments in intangible assets (excluding goodwill) and property, plant and equipment. |
| Gross debt | 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. |
| Net debt | 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. |
| n.a. | not applicable |
| n.m. | not meaningful |
| ARPU | 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. |
| SAC | 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.