

# Consensus Q3 AND FY 2016 - 2020. Details.

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|  | Q3             |      |               |               | FY 16          |               |     |               | FY 17          |               |               |         | FY 18          |               |               |               | FY 19          |               |               |               | FY 20          |      |               |               | CAGR 16/20    |               |    |               |               |               |             |  |  |
|--|----------------|------|---------------|---------------|----------------|---------------|-----|---------------|----------------|---------------|---------------|---------|----------------|---------------|---------------|---------------|----------------|---------------|---------------|---------------|----------------|------|---------------|---------------|---------------|---------------|----|---------------|---------------|---------------|-------------|--|--|
|  | # of estimates | High | Low           | Average       | # of estimates | High          | Low | Average       | # of estimates | High          | Low           | Average | # of estimates | High          | Low           | Average       | # of estimates | High          | Low           | Average       | # of estimates | High | Low           | Average       |               |               |    |               |               |               |             |  |  |
| <b>DE</b>                              | <b>5.469</b>   | 16   | 5.623         | 5.373         | 5.475          | <b>21.912</b> | 16  | 22.348        | 21.539         | 21.920        | <b>21.996</b> | 14      | 22.572         | 21.551        | 21.984        | <b>22.125</b> | 15             | 22.861        | 21.727        | 22.160        | <b>22.262</b>  | 13   | 23.133        | 21.709        | 22.387        | <b>22.656</b> | 12 | 23.593        | 21.679        | 22.653        | 0,8%        | <b>DE</b>                              |  |
| Mobile Service revs                    | 1.679          | 20   | 1.699         | 1.660         | 1.680          | 6.653         | 20  | 6.827         | 6.575          | 6.659         | 6.693         | 18      | 6.802          | 6.479         | 6.669         | 6.731         | 19             | 6.969         | 6.381         | 6.719         | 6.795          | 18   | 7.181         | 6.484         | 6.810         | 6.843         | 16 | 7.373         | 6.564         | 6.891         | 0,7%        | Mobile Service revs                    |  |
| Mobile Contract Net Adds Germany [000] | 200            | 11   | 400           | 69            | 203            | 817           | 12  | 987           | 306            | 801           | 550           | 12      | 1.277          | 157           | 584           | 500           | 12             | 1.006         | 49            | 494           | 440            | 11   | 1.000         | -139          | 443           | 340           | 11 | 1.000         | -284          | 373           | -19,7%      | Mobile Contract Net Adds Germany [000] |  |
| Mobile Serv Rev Market yoy             | -0,55%         | 6    | 0,45%         | -1,06%        | -0,45%         | -0,9%         | 6   | -0,6%         | -2,0%          | -1,0%         | -0,5%         | 6       | 1,5%           | -1,5%         | -0,3%         | 1,0%          | 6              | 1,8%          | -2,7%         | 0,2%          | 1,3%           | 6    | 1,8%          | 0,8%          | 1,3%          | 1,3%          | 6  | 1,8%          | 0,9%          | 1,3%          | 1,3%        | Mobile Serv Rev Market yoy             |  |
| Retail Line Losses [000]               | 100            | 15   | 130           | 65            | 97             | 453           | 16  | 530           | 405            | 457           | 394           | 16      | 800            | 198           | 401           | 356           | 16             | 800           | 98            | 348           | 304            | 14   | 800           | 50            | 335           | 310           | 12 | 600           | 150           | 328           | -9,0%       | Retail Line Losses [000]               |  |
| BB retail Net Adds DT [000]            | 68             | 13   | 85            | 30            | 64             | 282           | 14  | 495           | 236            | 287           | 260           | 14      | 469            | 11            | 246           | 250           | 14             | 428           | 7             | 231           | 225            | 13   | 360           | 35            | 214           | 200           | 12 | 300           | 32            | 190           | -8,2%       | BB retail Net Adds DT [000]            |  |
| Broadband Net Adds total market [000]  | 304            | 9    | 355           | 97            | 275            | 1.371         | 10  | 1.496         | 329            | 1.140         | 985           | 10      | 1.616          | 376           | 945           | 715           | 10             | 1.357         | 363           | 821           | 565            | 9    | 1.300         | 353           | 706           | 540           | 9  | 1.300         | 346           | 630           | -20,8%      | Broadband Net Adds total market [000]  |  |
| TV Customer                            | 2.847          | 14   | 2.874         | 2.736         | 2.837          | 2.930         | 15  | 3.301         | 2.872          | 2.953         | 3.243         | 15      | 5.593          | 3.082         | 3.398         | 3.542         | 14             | 7.968         | 3.297         | 3.853         | 3.832          | 14   | 4.559         | 3.103         | 3.818         | 4.097         | 14 | 5.263         | 2.889         | 4.107         | 8,7%        | TV Customer                            |  |
| <b>USA (gross revs in €)</b>           | <b>8.290</b>   | 18   | 9.167         | 7.854         | 8.356          | <b>32.989</b> | 18  | 35.521        | 31.237         | 33.057        | <b>35.497</b> | 16      | 39.462         | 32.971        | 35.860        | <b>37.694</b> | 17             | 40.745        | 33.594        | 37.701        | <b>39.025</b>  | 15   | 42.993        | 36.650        | 39.652        | <b>40.266</b> | 14 | 45.338        | 37.219        | 41.015        | 5,1%        | <b>USA (gross revs in €)</b>           |  |
| Gross revs in \$                       | 9.258          | 19   | 10.165        | 8.708         | 9.298          | 36.753        | 19  | 39.458        | 34.985         | 36.830        | 39.491        | 17      | 43.761         | 37.953        | 39.781        | 41.786        | 18             | 45.186        | 39.772        | 41.759        | 43.172         | 17   | 46.476        | 40.912        | 43.463        | 44.770        | 15 | 48.493        | 41.548        | 44.887        | 4,9%        | Gross revs in \$                       |  |
| Service revs in \$                     | 7.035          | 19   | 7.368         | 6.106         | 6.991          | 27.619        | 19  | 28.151        | 24.495         | 27.424        | 30.299        | 17      | 31.316         | 26.591        | 30.047        | 32.171        | 18             | 34.164        | 28.244        | 31.988        | 33.725         | 17   | 36.534        | 29.550        | 33.576        | 34.770        | 15 | 38.770        | 30.672        | 34.691        | 5,9%        | Service revs in \$                     |  |
| FX-Rate: 1 Euro for ...                | 1,12           | 16   | 1,12          | 1,10          | 1,11           | 1,11          | 16  | 1,13          | 1,10           | 1,11          | 1,11          | 14      | 1,14           | 1,09          | 1,11          | 1,11          | 15             | 1,15          | 1,07          | 1,11          | 1,11           | 14   | 1,15          | 1,06          | 1,11          | 1,11          | 12 | 1,15          | 1,06          | 1,11          | -0,1%       | FX-Rate: 1 Euro for ...                |  |
| ARPU [\$]                              | 35             | 9    | 47            | 34            | 37             | 35            | 9   | 47            | 34             | 37            | 35            | 9       | 47             | 33            | 37            | 35            | 9              | 46            | 33            | 37            | 36             | 8    | 46            | 34            | 38            | 37            | 7  | 46            | 33            | 38            | 1,7%        | ARPU [\$]                              |  |
| Net Adds: Branded Contract [000]       | 969            | 9    | 1.050         | 766           | 920            | 3.690         | 9   | 4.099         | 2.681          | 3.623         | 2.700         | 9       | 3.867          | 2.100         | 2.858         | 2.260         | 9              | 3.477         | 1.700         | 2.380         | 1.870          | 7    | 3.011         | 561           | 1.730         | 1.284         | 6  | 2.635         | 42            | 1.299         | -23,2%      | Net Adds: Branded Contract [000]       |  |
| Net Adds: Branded Prepaid [000]        | 684            | 9    | 1.001         | 400           | 661            | 2.253         | 9   | 2.540         | 1.588          | 2.226         | 1.600         | 9       | 2.134          | 800           | 1.545         | 1.397         | 9              | 2.176         | 200           | 1.201         | 624            | 6    | 1.307         | 200           | 696           | 542           | 6  | 1.046         | 218           | 601           | -30,0%      | Net Adds: Branded Prepaid [000]        |  |
| Net Adds: Total [000]                  | 1.915          | 11   | 1.989         | 1.600         | 1.847          | 7.623         | 11  | 7.872         | 4.934          | 7.186         | 5.100         | 11      | 6.675          | 4.542         | 5.280         | 4.100         | 11             | 5.375         | 3.284         | 4.200         | 3.544          | 10   | 4.325         | 742           | 3.075         | 2.950         | 9  | 4.100         | 583           | 2.499         | -21,1%      | Net Adds: Total [000]                  |  |
| <b>EU</b>                              | <b>3.175</b>   | 18   | 3.219         | 3.084         | 3.172          | <b>12.679</b> | 18  | 12.895        | 12.376         | 12.651        | <b>12.667</b> | 16      | 12.912         | 11.789        | 12.500        | <b>12.745</b> | 17             | 13.019        | 11.946        | 12.670        | <b>12.822</b>  | 15   | 13.257        | 11.936        | 12.746        | <b>12.906</b> | 14 | 13.216        | 11.957        | 12.780        | 0,4%        | <b>EU</b>                              |  |
| Netherlands                            | 318            | 19   | 343           | 297           | 316            | 1.274         | 19  | 1.371         | 1.241          | 1.280         | 1.249         | 17      | 1.364          | 1.131         | 1.248         | 1.251         | 17             | 1.358         | 1.011         | 1.235         | 1.250          | 17   | 1.351         | 901           | 1.226         | 1.257         | 16 | 1.352         | 803           | 1.222         | -0,3%       | Netherlands                            |  |
| Poland                                 | 367            | 20   | 379           | 306           | 361            | 1.460         | 20  | 1.533         | 1.293          | 1.448         | 1.459         | 18      | 1.614          | 1.203         | 1.441         | 1.463         | 19             | 1.775         | 1.178         | 1.452         | 1.472          | 18   | 1.774         | 1.153         | 1.456         | 1.484         | 16 | 1.698         | 1.127         | 1.453         | 0,4%        | Poland                                 |  |
| Czechs                                 | 242            | 19   | 248           | 225           | 240            | 965           | 19  | 977           | 921            | 959           | 963           | 17      | 987            | 929           | 960           | 963           | 18             | 1.001         | 924           | 965           | 972            | 17   | 1.021         | 913           | 973           | 975           | 16 | 1.041         | 902           | 980           | 0,3%        | Czechs                                 |  |
| Austria                                | 212            | 19   | 218           | 207           | 212            | 852           | 19  | 865           | 838            | 850           | 860           | 17      | 915            | 840           | 862           | 868           | 18             | 965           | 830           | 873           | 879            | 17   | 1.015         | 823           | 886           | 895           | 16 | 1.065         | 818           | 899           | 1,2%        | Austria                                |  |
| Greece                                 | 722            | 18   | 735           | 689           | 720            | 2.873         | 18  | 2.897         | 2.797          | 2.863         | 2.875         | 16      | 2.996          | 2.731         | 2.879         | 2.896         | 17             | 3.039         | 2.685         | 2.903         | 2.924          | 16   | 3.104         | 2.663         | 2.928         | 2.940         | 14 | 3.124         | 2.643         | 2.946         | 0,6%        | Greece                                 |  |
| Hungary                                | 403            | 19   | 454           | 368           | 402            | 1.668         | 19  | 1.853         | 1.588          | 1.675         | 1.684         | 17      | 1.885          | 1.605         | 1.689         | 1.798         | 18             | 1.918         | 1.604         | 1.702         | 1.739          | 17   | 1.951         | 1.591         | 1.721         | 1.754         | 16 | 1.984         | 1.559         | 1.733         | 1,3%        | Hungary                                |  |
| Slovakia                               | 200            | 19   | 203           | 191           | 199            | 784           | 19  | 822           | 760            | 783           | 789           | 17      | 857            | 743           | 789           | 792           | 18             | 886           | 723           | 795           | 798            | 17   | 914           | 703           | 805           | 804           | 16 | 940           | 683           | 815           | 0,6%        | Slovakia                               |  |
| Croatia                                | 253            | 19   | 257           | 227           | 249            | 932           | 19  | 942           | 878            | 928           | 934           | 17      | 962            | 767           | 919           | 941           | 18             | 977           | 672           | 918           | 947            | 17   | 992           | 659           | 919           | 952           | 16 | 1.039         | 647           | 921           | 0,5%        | Croatia                                |  |
| Romania                                | 239            | 18   | 254           | 220           | 238            | 977           | 18  | 1.008         | 898            | 971           | 975           | 16      | 1.049          | 900           | 975           | 980           | 17             | 1.074         | 908           | 984           | 989            | 16   | 1.105         | 892           | 993           | 992           | 14 | 1.139         | 880           | 1.003         | 0,4%        | Romania                                |  |
| <b>T-Systems</b>                       | <b>2.031</b>   | 21   | 2.136         | 1.950         | 2.026          | <b>8.235</b>  | 21  | 8.516         | 8.076          | 8.271         | <b>8.258</b>  | 19      | 8.678          | 7.803         | 8.264         | <b>8.397</b>  | 20             | 8.846         | 7.491         | 8.317         | <b>8.489</b>   | 18   | 9.022         | 7.266         | 8.392         | <b>8.528</b>  | 16 | 9.206         | 7.121         | 8.441         | 0,9%        | <b>T-Systems</b>                       |  |
| GHS                                    | 525            | 20   | 543           | 505           | 525            | 2.127         | 20  | 2.264         | 2.057          | 2.127         | 2.101         | 18      | 2.254          | 1.860         | 2.081         | 2.065         | 19             | 2.243         | 1.682         | 2.046         | 2.035          | 17   | 2.258         | 1.521         | 2.013         | 2.016         | 16 | 2.274         | 1.375         | 1.981         | -1,3%       | GHS                                    |  |
| Reconciliation                         | -1.379         | 19   | -1.278        | -1.461        | -1.383         | -5.536        | 19  | -5.274        | -5.913         | -5.550        | -5.462        | 17      | -5.138         | -6.060        | -5.520        | -5.458        | 18             | -5.003        | -6.227        | -5.517        | -5.500         | 16   | -4.720        | -6.368        | -5.531        | -5.481        | 15 | -4.392        | -6.501        | -5.515        | -0,2%       | Reconciliation                         |  |
| <b>Group revenues</b>                  | <b>18.075</b>  | 21   | <b>20.001</b> | <b>17.742</b> | <b>18.230</b>  | <b>72.212</b> | 21  | <b>79.972</b> | <b>71.154</b>  | <b>72.755</b> | <b>74.977</b> | 19      | <b>82.367</b>  | <b>72.786</b> | <b>75.430</b> | <b>76.469</b> | 20             | <b>84.295</b> | <b>73.572</b> | <b>77.434</b> | <b>78.759</b>  | 18   | <b>86.418</b> | <b>75.142</b> | <b>79.606</b> | <b>80.205</b> | 16 | <b>88.639</b> | <b>75.633</b> | <b>81.253</b> | <b>2,7%</b> | <b>Group revenues</b>                  |  |
| <b>Net Revenues</b>                    |                |      |               |               |                |               |     |               |                |               |               |         |                |               |               |               |                |               |               |               |                |      |               |               |               |               |    |               |               |               |             |  |  |
| DE                                     | 5.164          | 15   | 5.492         | 5.073         | 5.197          | 20.650        | 15  | 21.712        | 20.405         | 20.709        | 20.744        | 13      | 21.551         | 20.384        | 20.764        | 20.839        | 14             | 21.727        | 19.914        | 20.889        | 21.059         | 13   | 21.973        | 19.854        | 21.108        | 21.282        | 11 | 22.177        | 19.545        | 21.226        | 0,8%        | DE                                     |  |
| USA                                    | 8.284          | 15   | 9.167         | 7.578         | 8.316          | 32.901        | 15  | 35.520        | 30.408         | 32.895        | 35.293        | 13      | 39.462         | 32.823        | 35.692        | 36.733        | 14             | 40.745        | 35.224        | 37.413        | 38.742         | 13   | 42.491        | 37.291        | 39.033        | 39.150        | 11 | 44.604        | 38.138        | 40.299        | 4,4%        | USA                                    |  |
| EU                                     | 3.105          | 15   | 3.192         | 2.962         | 3.092          | 12.369        | 15  | 12.694        | 11.800         | 12.321        | 12.384        | 13      | 12.903         | 11.439        | 12.256        | 12.458        | 14             | 13.019        | 11.592        | 12.356        | 12.484         | 13   | 13.257        | 11.582        | 12.441        | 12.539        | 11 | 12.856        | 11.602        | 12.425        | 0,3%        | EU                                     |  |
| T-Systems                              | 1.453          | 15   | 2.011         | 1.359         | 1.552          | 5.978         | 15  | 6.195         | 5.784          | 6.232         | 5.963         | 13      | 6.195          | 5.652         | 6.286         | 6.001         | 14             | 6.441         | 5.558         | 6.313         | 6.083          | 13   | 6.694         | 5.447         | 6.417         | 6.144         | 11 | 6.847         | 5.3           |               |             |  |  |

# Consensus Q3 AND FY 2016 - 2020. Details.

| T   | Q3     | # of estimates |        |         |        | FY 16  | # of estimates |         |        |        | FY 17  | # of estimates |        |        |         | FY 18  | # of estimates |        |         |        | FY 19  | # of estimates |         |        |        | FY 20  | CAGR 16/20 | T      |         |        |       |   |  |                           |
|---|--------|----------------|--------|---------|--------|--------|----------------|---------|--------|--------|--------|----------------|--------|--------|---------|--------|----------------|--------|---------|--------|--------|----------------|---------|--------|--------|--------|------------|--------|---------|--------|-------|---|--|---------------------------|
|   |        | High           | Low    | Average | High   |        | Low            | Average | High   | Low    |        | Average        | High   | Low    | Average |        | High           | Low    | Average | High   |        | Low            | Average | High   | Low    |        |            |        | Average |        |       |   |  |                           |
| Adj. EBITDA                                       |        |                |        |         |        |        |                |         |        |        |        |                |        |        |         |        |                |        |         |        |        |                |         |        |        |        |            |        |         |        |       |   |  | Adj. EBITDA               |
| DE  | 2,256  | 21             | 2,291  | 2,168   | 2,252  | 8,779  | 21             | 8,921   | 8,699  | 8,777  | 8,903  | 19             | 9,067  | 8,723  | 8,915   | 9,083  | 20             | 9,442  | 8,702   | 9,100  | 9,289  | 18             | 9,911   | 8,792  | 9,309  | 9,511  | 16         | 10,361 | 8,888   | 9,516  | 2.0%  | DE  |  |                           |
| USA   | 2,181  | 21             | 2,369  | 2,084   | 2,208  | 8,514  | 21             | 8,840   | 8,096  | 8,540  | 9,732  | 19             | 10,631 | 9,052  | 9,801   | 10,629 | 20             | 11,949 | 9,651   | 10,645 | 11,350 | 18             | 13,294  | 10,130 | 11,477 | 11,850 | 16         | 14,587 | 10,803  | 12,172 | 8.6%  | USA   |  |                           |
| \$  | 2,431  | 18             | 2,636  | 2,313   | 2,469  | 9,605  | 18             | 10,460  | 9,064  | 9,653  | 10,993 | 16             | 11,538 | 10,105 | 10,925  | 11,792 | 17             | 12,957 | 10,990  | 11,852 | 12,529 | 16             | 14,223  | 11,450 | 12,660 | 13,241 | 15         | 15,432 | 12,190  | 13,354 | 8.4%  | \$  |  |                           |
| \$ Ex handset leasing & data stash                | 2,127  | 9              | 2,482  | 1,855   | 2,169  | 8,479  | 9              | 9,447   | 7,678  | 8,511  | 9,529  | 8              | 10,027 | 8,008  | 9,375   | 10,578 | 9              | 11,071 | 8,593   | 10,282 | 11,142 | 8              | 12,243  | 8,971  | 10,948 | 11,583 | 8          | 13,117 | 8,961   | 11,429 | 8.1%  | \$ Ex handset leasing & data stash                |  |                           |
| EU  | 1,083  | 21             | 1,120  | 1,000   | 1,084  | 4,160  | 21             | 4,291   | 4,041  | 4,159  | 4,164  | 19             | 4,286  | 3,957  | 4,161   | 4,204  | 20             | 4,331  | 4,015   | 4,199  | 4,261  | 18             | 4,419   | 3,988  | 4,244  | 4,299  | 16         | 4,509  | 4,041   | 4,289  | 0.8%  | EU  |  |                           |
| Netherlands                                       | 99     | 19             | 127    | 88      | 100    | 387    | 19             | 486     | 365    | 394    | 379    | 17             | 482    | 311    | 380     | 377    | 18             | 478    | 293     | 377    | 377    | 17             | 474     | 310    | 380    | 380    | 16         | 470    | 311     | 384    | -0.5% | Netherlands                                       |  |                           |
| Poland  | 129    | 19             | 167    | 103     | 130    | 487    | 19             | 576     | 418    | 488    | 487    | 17             | 578    | 423    | 488     | 494    | 18             | 581    | 411     | 492    | 495    | 17             | 607     | 329    | 492    | 506    | 16         | 611    | 337     | 497    | 1.0%  | Poland  |  |                           |
| Czechs  | 101    | 19             | 105    | 92      | 100    | 403    | 19             | 412     | 385    | 402    | 399    | 17             | 427    | 381    | 401     | 404    | 18             | 435    | 376     | 404    | 408    | 17             | 444     | 372    | 407    | 411    | 16         | 453    | 367     | 411    | 0.5%  | Czechs  |  |                           |
| Austria   | 67     | 19             | 70     | 60      | 67     | 272    | 19             | 281     | 251    | 271    | 279    | 17             | 293    | 248    | 277     | 280    | 18             | 314    | 262     | 282    | 280    | 17             | 334     | 262    | 288    | 286    | 16         | 354    | 260     | 295    | 1.3%  | Austria   |  |                           |
| Greece  | 291    | 18             | 383    | 265     | 296    | 1,119  | 18             | 1,425   | 1,066  | 1,131  | 1,137  | 16             | 1,411  | 1,038  | 1,147   | 1,156  | 17             | 1,418  | 1,023   | 1,160  | 1,168  | 16             | 1,425   | 1,043  | 1,174  | 1,182  | 15         | 1,432  | 1,040   | 1,183  | 1.4%  | Greece  |  |                           |
| Hungary   | 139    | 19             | 154    | 126     | 139    | 527    | 19             | 552     | 503    | 528    | 532    | 17             | 574    | 517    | 534     | 535    | 18             | 597    | 517     | 541    | 543    | 17             | 620     | 513    | 547    | 544    | 16         | 644    | 503     | 554    | 0.8%  | Hungary   |  |                           |
| Slovakia  | 84     | 19             | 86     | 72      | 82     | 308    | 19             | 330     | 288    | 309    | 315    | 17             | 333    | 280    | 311     | 312    | 18             | 336    | 272     | 313    | 313    | 17             | 350     | 264    | 316    | 314    | 16         | 369    | 256     | 319    | 0.5%  | Slovakia  |  |                           |
| Croatia   | 103    | 19             | 108    | 92      | 102    | 374    | 19             | 385     | 343    | 372    | 378    | 17             | 393    | 273    | 364     | 382    | 18             | 399    | 243     | 365    | 380    | 17             | 405     | 236    | 363    | 380    | 16         | 425    | 231     | 364    | 0.4%  | Croatia   |  |                           |
| Romania   | 43     | 17             | 71     | 36      | 46     | 170    | 17             | 244     | 148    | 181    | 181    | 15             | 259    | 147    | 187     | 188    | 16             | 261    | 151     | 195    | 196    | 15             | 268     | 155    | 206    | 198    | 14         | 281    | 159     | 214    | 3.9%  | Romania   |  |                           |
| T-Systems   | 178    | 21             | 204    | 157     | 182    | 783    | 21             | 832     | 742    | 785    | 818    | 19             | 939    | 737    | 821     | 837    | 20             | 976    | 737     | 845    | 861    | 18             | 985     | 727    | 864    | 912    | 16         | 1,044  | 737     | 896    | 3.9%  | T-Systems   |  |                           |
| GHS   | -133   | 21             | -117   | -189    | -141   | -655   | 21             | -450    | -789   | -648   | -663   | 19             | -474   | -789   | -650    | -661   | 20             | -454   | -789    | -645   | -648   | 18             | -444    | -789   | -629   | -639   | 16         | -444   | -806    | -619   | -5.2% | GHS   |  |                           |
| Reconciliation                                    | -11    | 16             | -4     | -30     | -13    | -56    | 19             | -41     | -90    | -58    | -50    | 15             | -20    | -93    | -52     | -50    | 16             | -20    | -96     | -51    | -50    | 16             | 0       | -98    | -44    | -50    | 15         | 0      | -100    | -44    | -2.7% | Reconciliation                                    |  |                           |
| Adj. Group EBITDA                                 | 5,563  | 21             | 5,736  | 5,444   | 5,575  | 21,510 | 21             | 21,978  | 21,190 | 21,558 | 23,094 | 19             | 23,820 | 22,029 | 23,002  | 24,289 | 20             | 25,382 | 22,711  | 24,117 | 25,284 | 18             | 26,831  | 23,293 | 25,247 | 26,376 | 16         | 28,244 | 24,087  | 26,248 | 5.2%  | Adj. Group EBITDA                                 |  |                           |
| ex US EBITDA                                      | 3,373  | 18             | 3,440  | 2,326   | 3,303  | 13,017 | 18             | 13,234  | 12,857 | 13,021 | 13,226 | 17             | 13,520 | 12,907 | 13,211  | 13,551 | 17             | 14,003 | 12,980  | 13,494 | 13,895 | 15             | 14,483  | 13,086 | 13,828 | 14,207 | 13         | 14,937 | 13,205  | 14,185 | 2.2%  | ex US EBITDA                                      |  |                           |
| Adj. Group EBITDA ex handset leasing & data stash | 5,281  | 9              | 5,613  | 5,100   | 5,297  | 20,730 | 9              | 20,910  | 19,717 | 20,578 | 21,790 | 8              | 22,301 | 21,171 | 21,796  | 22,936 | 9              | 23,789 | 22,033  | 22,919 | 23,698 | 8              | 25,273  | 22,731 | 23,927 | 24,483 | 8          | 26,489 | 23,090  | 24,682 | 4.2%  | Adj. Group EBITDA ex handset leasing & data stash |  |                           |
| Adj. EBITDA-Margin                                |        |                |        |         |        |        |                |         |        |        |        |                |        |        |         |        |                |        |         |        |        |                |         |        |        |        |            |        |         |        |       |   |  | Adj. EBITDA-Margin        |
| DE  | 41,34% | 16             | 42,0%  | 39,5%   | 41,13% | 40,03% | 16             | 41,1%   | 39,3%  | 40,04% | 40,67% | 14             | 41,4%  | 39,9%  | 40,55%  | 41,31% | 15             | 42,8%  | 40,0%   | 41,07% | 41,59% | 13             | 44,5%   | 40,5%  | 41,58% | 42,28% | 12         | 45,7%  | 40,5%   | 42,01% | 1.4%  | DE  |  |                           |
| USA   | 26,51% | 18             | 28,8%  | 24,0%   | 26,42% | 25,89% | 18             | 27,4%   | 23,9%  | 25,83% | 28,18% | 16             | 29,2%  | 24,5%  | 27,33%  | 29,00% | 17             | 30,5%  | 25,3%   | 28,24% | 29,67% | 15             | 32,1%   | 26,0%  | 28,94% | 29,61% | 14         | 35,1%  | 26,3%   | 29,68% | 3.4%  | USA   |  |                           |
| EU  | 34,11% | 18             | 35,4%  | 31,2%   | 34,17% | 32,84% | 18             | 33,6%   | 31,8%  | 32,87% | 33,15% | 16             | 34,6%  | 31,4%  | 33,05%  | 33,21% | 17             | 34,6%  | 31,6%   | 33,14% | 33,09% | 15             | 35,5%   | 31,6%  | 33,29% | 33,43% | 14         | 36,0%  | 31,6%   | 33,56% | 0.4%  | EU  |  |                           |
| T-Systems   | 8,80%  | 21             | 10,0%  | 7,8%    | 8,97%  | 9,46%  | 21             | 9,8%    | 9,0%   | 9,49%  | 9,80%  | 19             | 11,0%  | 9,0%   | 9,93%   | 9,94%  | 20             | 12,0%  | 9,0%    | 10,16% | 10,18% | 18             | 12,0%   | 9,0%   | 10,29% | 10,33% | 16         | 12,4%  | 9,0%    | 10,61% | 2.2%  | T-Systems   |  |                           |
| Adj. Group EBITDA-Margin                          | 30,82% | 21             | 31,7%  | 27,2%   | 30,58% | 29,83% | 21             | 30,4%   | 27,1%  | 29,63% | 30,76% | 19             | 32,0%  | 27,8%  | 30,5%   | 31,30% | 20             | 32,7%  | 28,1%   | 31,15% | 31,81% | 18             | 33,5%   | 28,9%  | 31,72% | 32,37% | 16         | 35,1%  | 29,7%   | 32,30% | 2.1%  | Adj. Group EBITDA-Margin                          |  |                           |
| Cash Capex (w/o Spectrum)                         |        |                |        |         |        |        |                |         |        |        |        |                |        |        |         |        |                |        |         |        |        |                |         |        |        |        |            |        |         |        |       |   |  | Cash Capex (w/o Spectrum) |
| DE  | 1,096  | 18             | 1,268  | 1,033   | 1,114  | 4,170  | 20             | 4,552   | 3,967  | 4,154  | 4,513  | 18             | 4,821  | 4,293  | 4,551   | 4,206  | 19             | 4,554  | 3,410   | 4,193  | 4,005  | 18             | 4,507   | 3,050  | 3,915  | 3,799  | 16         | 4,469  | 3,150   | 3,754  | -2.3% | DE  |  |                           |
| USA   | 1,032  | 18             | 1,147  | 896     | 1,015  | 4,292  | 18             | 4,593   | 3,705  | 4,295  | 4,582  | 18             | 4,995  | 4,358  | 4,625   | 4,735  | 19             | 5,235  | 4,433   | 4,795  | 4,834  | 18             | 5,585   | 4,595  | 4,891  | 4,989  | 16         | 5,469  | 4,363   | 5,041  | -2.8% | USA   |  |                           |
| USA \$  | 1,159  | 17             | 1,280  | 994     | 1,129  | 4,782  | 17             | 5,128   | 4,618  | 4,828  | 5,069  | 17             | 5,609  | 4,896  | 5,144   | 5,281  | 18             | 5,912  | 4,980   | 5,340  | 5,468  | 17             | 6,235   | 5,100  | 5,556  | 5,590  | 15         | 6,287  | 4,870   | 5,617  | 4.0%  | USA \$  |  |                           |
| EU  | 415    | 18             | 900    | 360     | 442    | 1,783  | 20             | 2,630   | 1,576  | 1,944  | 1,679  | 18             | 2,443  | 1,545  | 1,757   | 1,675  | 19             | 2,618  | 1,575   | 1,757  | 1,703  | 18             | 2,199   | 1,539  | 1,716  | 1,664  | 16         | 2,107  | 1,435   | 1,686  | -1.7% | EU  |  |                           |
| T-Systems   | 273    | 18             | 285    | 236     | 269    | 1,105  | 20             | 1,161   | 909    | 1,090  | 1,036  | 18             | 1,128  | 884    | 1,023   | 981    | 19             | 1,134  | 839     | 985    | 947    | 18             | 1,140   | 790    | 959    | 917    | 16         | 1,146  | 741     | 935    | -4.6% | T-Systems   |  |                           |
| GHS   | 64     | 18             | 100    | 52      | 67     | 296    | 20             | 350     | 79     | 286    | 295    | 18             | 400    | 233    | 292     | 278    | 19             | 400    | 192     | 284    | 258    | 18             | 400     | 142    | 267    | 255    | 16         | 350    | 92      | 250    | -3.7% | GHS   |  |                           |
| Group Cash Capex (w/o Spectrum)                   | 2,759  | 20             | 3,367  | 2,278   | 2,766  | 11,187 | 20             | 11,902  | 9,951  | 11,135 | 11,833 | 19             | 12,656 | 10,517 | 11,788  | 11,618 | 20             | 12,832 | 10,526  | 11,604 | 11,415 | 18             | 12,489  | 10,214 | 11,457 | 11,144 | 16         | 12,227 | 9,945   | 11,235 | -0.1% | Group Cash Capex (w/o Spectrum)                   |  |                           |
| FCF before dividends                              | 1,450  | 17             | 1,655  | 903     | 1,421  | 4,962  | 20             | 5,199   | 3,944  | 4,873  | 5,384  | 18             | 6,643  | 4,982  | 5,483   | 6,585  | 19             | 7,703  | 5,698   | 6,581  | 7,756  | 17             | 8,893   | 6,059  | 7,675  | 8,606  | 15         | 9,755  | 6,509   | 8,370  | 14.8% | FCF before dividends                              |  |                           |
| FCF reported by TMUS                              | 581    | 3              | 1,503  | 299     | 794    | 1,470  | 4              | 1,650   | 1,058  | 1,412  | 2,336  | 4              | 3,301  | 1,710  | 2,421   | 3,037  | 4              | 4,111  | 2,100   | 3,071  | 4,593  | 3              | 5,012   | 2,688  | 4,097  | 3,194  | 3          | 5,546  | 3,142   | 3,961  | 21.4% | FCF reported by TMUS                              |  |                           |
| Dividend per Share                                | 0      | #WERT!         | #WERT! |         |        | 0,60   | 18             | 0,62    | 0,50   | 0,59   | 0,65   | 17             | 0,75   | 0,60   | 0,66    | 0,72   | 18             | 0,99   | 0,67    | 0,75   | 0,80   | 16             | 1,13    | 0,63   | 0,83   | 0,88   | 14         | 1,26   | 0,79    | 0,93   | 10.1% | Dividend per Share                                |  |                           |
| Net Financial Debt                                | 48,015 |                |        |         |        |        |                |         |        |        |        |                |        |        |         |        |                |        |         |        |        |                |         |        |        |        |            |        |         |        |       |   |  |                           |