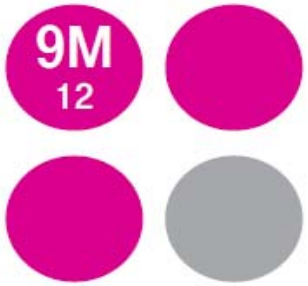
Backup Q3 2012

Deutsche Telekom.



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Life is for sharing.

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At a Glance I. [1]

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Group		**14.670**	**14.911**	**58.653**	**14.432**	**14.379**	**14.651**	**(0,1)**	**43.742**	**43.462**	**(0,6)**
Germany		5.810	5.810	23.206	5.659	5.610	5.736	(1,3)	17.396	17.005	(2,2)
Europe		3.873	3.772	15.124	3.575	3.584	3.654	(5,7)	11.352	10.813	(4,7)
United States		3.683	3.848	14.811	3.847	3.816	3.915	6,3	10.963	11.578	5,6
Systems Solutions		2.513	2.694	9.953	2.456	2.486	2.245	(10,7)	7.259	7.187	(1,0)
Group Headquarters & Shared Services		743	758	2.977	717	732	727	(2,2)	2.219	2.176	(1,9)
Reconciliation		(1.952)	(1.971)	(7.418)	(1.822)	(1.849)	(1.626)	16,7	(5.447)	(5.297)	2,8
Net revenue											
Germany		5.453	5.444	21.783	5.320	5.284	5.394	(1,1)	16.339	15.998	(2,1)
Europe		3.695	3.595	14.431	3.400	3.416	3.479	(5,8)	10.836	10.295	(5,0)
United States		3.680	3.847	14.801	3.845	3.815	3.913	6,3	10.954	11.573	5,7
Systems Solutions		1.587	1.726	6.567	1.624	1.614	1.600	0,8	4.841	4.838	(0,1)
Group Headquarters & Shared Services		255	299	1.071	243	250	265	3,9	772	758	(1,8)
Group		**14.670**	**14.911**	**58.653**	**14.432**	**14.379**	**14.651**	**(0,1)**	**43.742**	**43.462**	**(0,6)**
EBITDA (adjusted for special factors)											
Germany		2.463	2.294	9.553	2.343	2.348	2.401	(2,5)	7.259	7.092	(2,3)
Europe		1.388	1.311	5.241	1.173	1.200	1.328	(4,3)	3.930	3.701	(5,8)
United States		1.025	1.043	3.831	983	1.058	994	(3,0)	2.788	3.035	8,9
Systems Solutions		155	220	672	141	181	185	19,4	452	507	12,2
Group Headquarters & Shared Services		(112)	(266)	(617)	(149)	(86)	(142)	(26,8)	(351)	(377)	(7,4)
Reconciliation		(12)	9	5	(14)	(4)	11	n.a.	(4)	(7)	(75,0)
Group		**4.907**	**4.611**	**18.685**	**4.477**	**4.697**	**4.777**	**(2,6)**	**14.074**	**13.951**	**(0,9)**
Proportional EBITDA		4.343	4.101	16.563	3.994	4.212	4.247	(2,2)	12.462	12.453	(0,1)

1 Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.
As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.
The prior-year figures have been adjusted for better comparability.

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At a Glance II. [1]

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	**%**										
Germany	%	42,4	39,3	41,1	41,4	41,9	41,9	(0,5p)	41,7	41,7	n.a.
Europe	%	35,8	34,7	34,6	32,8	33,5	36,3	0,5p	34,6	34,2	(0,4p)
United States	%	27,8	27,1	25,9	25,6	27,7	25,4	(2,4p)	25,4	26,2	0,8p
Systems Solutions	%	6,2	8,2	6,8	5,7	7,3	8,2	2,0p	6,2	7,1	0,9p
Group Headquarters & Shared Services	%	(15,1)	(35,1)	(20,7)	(20,8)	(11,7)	(19,5)	(4,4p)	(15,8)	(17,3)	(1,5p)
Group	**%**	**33,4**	**30,9**	**31,8**	**31,0**	**32,7**	**32,6**	**(0,8p)**	**32,2**	**32,1**	**(0,1p)**
Cash capex											
Germany		1.080	916	3.506	903	819	677	(37,3)	2.590	2.399	(7,4)
Europe		437	565	1.870	505	287	328	(24,9)	1.305	1.120	(14,2)
United States		527	413	1.963	571	425	865	64,1	1.550	1.861	20,1
Systems Solutions		296	619	1.413	222	283	289	(2,4)	794	794	n.a.
Group Headquarters & Shared Services		82	80	352	145	76	54	(34,1)	272	275	1,1
Reconciliation		(245)	(363)	(698)	(177)	(264)	(15)	93,9	(335)	(456)	(36,1)
Group		**2.177**	**2.230**	**8.406**	**2.169**	**1.626**	**2.198**	**1,0**	**6.176**	**5.993**	**(3,0)**
- thereof spectrum investment		63	83	146	40	1	288	n.a.	63	329	n.a.
Net profit (loss)											
adjusted for special factors		1.291	(92)	2.851	581	819	926	(28,3)	2.943	2.326	(21,0)
as reported		1.069	(1.340)	557	238	614	(6.900)	n.a.	1.897	(6.048)	n.a.
Free cash flow (before dividend payments, spectrum investment, PTC and AT&T transactions)		**1.706**	**1.887**	**6.421**	**1.122**	**1.668**	**2.344**	**37,4**	**4.534**	**5.134**	**13,2**
Proportional free cash flow		1.458	1.653	5.554	995	1.442	2.064	41,6	3.901	4.501	15,4
Net debt		**43.368**	**40.121**	**40.121**	**38.627**	**41.030**	**39.001**	**(10,1)**	**43.368**	**39.001**	**(10,1)**

1 Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.
As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.
The prior-year figures have been adjusted for better comparability.

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Excellent market position.

'000[1]	Note	Q3/11	Q4/11	Q1/12	Q2/12	Q3/12	Delta q.o.q. abs.	Delta q.o.q. %	Delta y.o.y. abs.	Delta y.o.y. %
Broadband retail lines (end of period)	**2,3**	**16.746**	**16.868**	**16.995**	**17.070**	**17.126**	**56**	**0,3**	**380**	**2,3**
Germany		12.201	12.265	12.367	12.414	12.424	10	0,1	223	1,8
Europa		4.530	4.588	4.614	4.642	4.688	46	1,0	158	3,5
Greece		1.104	1.096	1.092	1.111	1.145	34	3,1	41	3,7
Romania		1.052	1.078	1.100	1.104	1.114	10	0,9	62	5,9
Hungary	4	721	741	752	766	773	7	0,9	52	7,2
Czech Republic		93	100	103	105	105	0	0,0	12	12,9
Croatia		646	647	643	634	629	(5)	(0,8)	(17)	(2,6)
Netherlands		287	284	282	281	280	(1)	(0,4)	(7)	(2,4)
Slovakia		420	426	427	422	420	(2)	(0,5)	0	0,0
others		207	216	215	219	222	3	1,4	15	7,2
Fixed network lines (end of period)	**3,5**	**34.516**	**34.033**	**33.548**	**33.219**	**32.775**	**(444)**	**(1,3)**	**(1.741)**	**(5,0)**
Germany		23.694	23.399	23.140	22.904	22.620	(284)	(1,2)	(1.074)	(4,5)
Europa		10.751	10.563	10.339	10.248	10.089	(159)	(1,6)	(662)	(6,2)
Greece		3.433	3.317	3.219	3.137	3.078	(59)	(1,9)	(355)	(10,3)
Romania		2.523	2.487	2.428	2.485	2.443	(42)	(1,7)	(80)	(3,2)
Hungary		1.506	1.486	1.462	1.439	1.419	(20)	(1,4)	(87)	(5,8)
Czech Republic		93	100	103	105	105	0	0,0	12	12,9
Croatia		1.395	1.387	1.367	1.342	1.322	(20)	(1,5)	(73)	(5,2)
Netherlands		297	294	291	290	288	(2)	(0,7)	(9)	(3,0)
Slovakia		1.029	1.021	1.009	993	977	(16)	(1,6)	(52)	(5,1)
others		475	471	460	457	457	0	0,0	(18)	(3,8)
Mobile subscribers (end of period)	**3**	**128.522**	**129.329**	**129.138**	**129.915**	**131.331**	**1.416**	**1,1**	**2.809**	**2,2**
Germany		34.905	35.403	35.100	35.470	35.994	524	1,5	1.089	3,1
USA		33.711	33.185	33.373	33.168	33.327	159	0,5	(384)	(1,1)
Europe		59.467	60.293	60.208	60.814	61.536	722	1,2	2.069	3,5
Greece		7.873	7.885	7.862	7.856	7.778	(78)	(1,0)	(95)	(1,2)
Romania		6.540	6.499	6.407	6.510	6.470	(40)	(0,6)	(70)	(1,1)
Hungary		4.790	4.817	4.815	4.821	4.820	(1)	0,0	30	0,6
Poland		13.406	14.161	14.512	15.048	15.575	527	3,5	2.169	16,2
Czech Republic		5.399	5.381	5.354	5.377	5.415	38	0,7	16	0,3
Croatia		2.485	2.418	2.350	2.378	2.443	65	2,7	(42)	(1,7)
Netherlands		4.935	4.909	4.856	4.744	4.761	17	0,4	(174)	(3,5)
Slovakia		2.318	2.326	2.312	2.325	2.313	(12)	(0,5)	(5)	(0,2)
Austria		3.934	4.060	4.069	4.069	4.076	7	0,2	142	3,6
Bulgaria		4.166	4.265	4.359	4.357	4.441	84	1,9	275	6,6
other		3.621	3.572	3.312	3.329	3.444	115	3,5	(177)	(4,9)

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

3 incl. business subscriber (0,4mn mobile subscriber) and accesses (0,1mn fixed network lines) from T-Systems Hungary.

4 as of January 1, 2011 business subscribers (Mobile communications) and business accesses (Fixed network) are reclassified to Systems Solutions.

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

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DT consolidated income statement.

Adjusted for special factors.

millions of €		Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Net revenue			**14.674**	**14.944**	**58.715**	**14.432**	**14.376**	**14.651**	**(0,2)**	**43.771**	**43.459**	**(0,7)**
Cost of sales			(7.709)	(9.464)	(33.278)	(8.221)	(8.048)	(8.492)	(10,2)	(23.814)	(24.761)	(4,0)
Gross profit			**6.965**	**5.480**	**25.437**	**6.211**	**6.328**	**6.159**	**(11,6)**	**19.957**	**18.698**	**(6,3)**
Selling expenses			(3.301)	(3.675)	(13.606)	(3.355)	(3.413)	(3.383)	(2,5)	(9.931)	(10.151)	(2,2)
General and administrative expenses			(1.170)	(1.377)	(4.768)	(1.253)	(1.120)	(947)	19,1	(3.391)	(3.320)	2,1
Other operating income			300	464	1.356	266	261	358	19,3	892	885	(0,8)
Other operating expenses			(138)	(232)	(813)	(126)	(156)	(220)	(59,4)	(581)	(502)	13,6
Profit (loss) from operations (EBIT)			**2.656**	**660**	**7.606**	**1.743**	**1.900**	**1.967**	**(25,9)**	**6.946**	**5.610**	**(19,2)**
EBIT margin (EBIT / net revenue)	%		18,1	4,4	13,0	12,1	13,2	13,4	(4,7p)	15,9	12,9	(3,0p)
Profit (loss) from financial activities			(483)	(741)	(2.613)	(772)	(547)	(616)	(27,5)	(1.872)	(1.935)	(3,4)
of which: finance costs			(573)	(580)	(2.325)	(565)	(512)	(513)	10,5	(1.745)	(1.590)	8,9
Profit (loss) before income taxes (EBT)			**2.173**	**(81)**	**4.993**	**971**	**1.353**	**1.351**	**(37,8)**	**5.074**	**3.675**	**(27,6)**
Income taxes			(739)	24	(1.708)	(282)	(419)	(248)	66,4	(1.732)	(949)	45,2
Profit (loss)			**1.434**	**(57)**	**3.285**	**689**	**934**	**1.103**	**(23,1)**	**3.342**	**2.726**	**(18,4)**
Profit (loss) attributable to non-controlling interests			143	35	434	108	115	177	23,8	399	400	0,3
Net profit (loss)			**1.291**	**(92)**	**2.851**	**581**	**819**	**926**	**(28,3)**	**2.943**	**2.326**	**(21,0)**
Depreciation, amortization and impairment losses			(2.251)	(3.951)	(11.079)	(2.734)	(2.797)	(2.810)	(24,8)	(7.128)	(8.341)	(17,0)
EBITDA			**4.907**	**4.611**	**18.685**	**4.477**	**4.697**	**4.777**	**(2,6)**	**14.074**	**13.951**	**(0,9)**
EBITDA margin (EBITDA / net revenue)	%		33,4	30,9	31,8	31,0	32,7	32,6	(0,8p)	32,2	32,1	(0,1p)

DT Group.

EBITDA reconciliation.

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Net revenue		**14.670**	**14.911**	**58.653**	**14.432**	**14.379**	**14.651**	**(0,1)**	**43.742**	**43.462**	**(0,6)**
Net profit (loss)		**1.069**	**(1.340)**	**557**	**238**	**614**	**(6.900)**	**n.a.**	**1.897**	**(6.048)**	**n.a.**
+ Profit (loss) attributable to non-controlling interests		129	(202)	113	235	115	165	27,9	315	515	63,5
= Profit (loss)		1.198	(1.542)	670	473	729	(6.735)	n.a.	2.212	(5.533)	n.a.
- Income taxes		(684)	(858)	(2.349)	(199)	(284)	2.487	n.a.	(1.491)	2.004	n.a.
= Profit (loss) before income taxes = EBT		1.882	(684)	3.019	672	1.013	(9.222)	n.a.	3.703	(7.537)	n.a.
- Profit (loss) from financial activities		(509)	(651)	(2.567)	(546)	(596)	(642)	(26,1)	(1.916)	(1.784)	6,9
Profit (loss) from operations (EBIT)		**2.391**	**(33)**	**5.586**	**1.218**	**1.609**	**(8.580)**	**n.a.**	**5.619**	**(5.753)**	**n.a.**
- Depreciation, amortization and impairment losses		(2.261)	(7.298)	(14.436)	(2.734)	(2.800)	(13.399)	n.a.	(7.138)	(18.933)	n.a.
= EBITDA		**4.652**	**7.265**	**20.022**	**3.952**	**4.409**	**4.819**	**3,6**	**12.757**	**13.180**	**3,3**
EBITDA margin (EBITDA/net revenue) %		31,7	48,7	34,1	27,4	30,7	32,9	1,2p	29,2	30,3	1,1p
- Special factors affecting EBITDA		(255)	2.654	1.337	(525)	(288)	42	n.a.	(1.317)	(771)	41,5
= EBITDA adjusted for special factors		**4.907**	**4.611**	**18.685**	**4.477**	**4.697**	**4.777**	**(2,6)**	**14.074**	**13.951**	**(0,9)**
EBITDA margin (adjusted for special factors) (EBITDA/net revenue) %		33,4	30,9	31,8	31,0	32,7	32,6	(0,8p)	32,2	32,1	(0,1p)

DT consolidated income statement.

As reported

millions of €		Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Net revenue			**14.670**	**14.911**	**58.653**	**14.432**	**14.379**	**14.651**	**(0,1)**	**43.742**	**43.462**	**(0,6)**
Cost of sales			(7.805)	(9.640)	(33.885)	(8.455)	(8.178)	(8.558)	(9,6)	(24.245)	(25.191)	(3,9)
Gross profit			**6.865**	**5.271**	**24.768**	**5.977**	**6.201**	**6.093**	**(11,2)**	**19.497**	**18.271**	**(6,3)**
Selling expenses			(3.360)	(3.780)	(14.060)	(3.508)	(3.428)	(3.385)	(0,7)	(10.280)	(10.321)	(0,4)
General and administrative expenses			(1.258)	(1.412)	(5.284)	(1.455)	(1.223)	(954)	24,2	(3.872)	(3.632)	6,2
Other operating income			303	3.467	4.362	334	265	484	59,7	895	1.083	21,0
Other operating expenses			(159)	(3.579)	(4.200)	(130)	(206)	(10.818)	n.a.	(621)	(11.154)	n.a.
Profit (loss) from operations (EBIT)			**2.391**	**(33)**	**5.586**	**1.218**	**1.609**	**(8.580)**	**n.a.**	**5.619**	**(5.753)**	**n.a.**
EBIT margin (EBIT / net revenue)	%		16,3	(0,2)	9,5	8,4	11,2	(58,6)	(74,9p)	12,8	(13,2)	(26,0p)
Profit (loss) from financial activities			(509)	(651)	(2.567)	(546)	(596)	(642)	(26,1)	(1.916)	(1.784)	6,9
of which: finance costs			(573)	(580)	(2.325)	(535)	(512)	(513)	10,5	(1.745)	(1.560)	10,6
Profit (loss) before income taxes (EBT)			**1.882**	**(684)**	**3.019**	**672**	**1.013**	**(9.222)**	**n.a.**	**3.703**	**(7.537)**	**n.a.**
Income taxes			(684)	(858)	(2.349)	(199)	(284)	2.487	n.a.	(1.491)	2.004	n.a.
Profit (loss)			**1.198**	**(1.542)**	**670**	**473**	**729**	**(6.735)**	**n.a.**	**2.212**	**(5.533)**	**n.a.**
Profit (loss) attributable to non-controlling interests			129	(202)	113	235	115	165	27,9	315	515	63,5
Net profit (loss)			**1.069**	**(1.340)**	**557**	**238**	**614**	**(6.900)**	**n.a.**	**1.897**	**(6.048)**	**n.a.**
Depreciation, amortization and impairment losses			(2.261)	(7.298)	(14.436)	(2.734)	(2.800)	(13.399)	n.a.	(7.138)	(18.933)	n.a.
EBITDA			**4.652**	**7.265**	**20.022**	**3.952**	**4.409**	**4.819**	**3,6**	**12.757**	**13.180**	**3,3**
EBITDA margin (EBITDA / net revenue)	%		31,7	48,7	34,1	27,4	30,7	32,9	1,2p	29,2	30,3	1,1p

DT Group.

Special factors in the consolidated income statement.

millions of€	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	Q1-Q3/11	Q1-Q3/12
Net revenue		**(4)**	**(33)**	**(62)**	**0**	**3**	**0**	**(29)**	**3**
Cost of sales		(96)	(176)	(607)	(234)	(130)	(66)	(431)	(430)
Gross profit		**(100)**	**(209)**	**(669)**	**(234)**	**(127)**	**(66)**	**(460)**	**(427)**
Selling expenses		(59)	(105)	(454)	(153)	(15)	(2)	(349)	(170)
General and administrative expenses		(88)	(35)	(516)	(202)	(103)	(7)	(481)	(312)
Other operating income		3	3.003	3.006	68	4	126	3	198
Other operating expenses	1	(21)	(3.347)	(3.387)	(4)	(50)	(10.598)	(40)	(10.652)
Profit (loss) from operations (EBIT	**1**	**(265)**	**(693)**	**(2.020)**	**(525)**	**(291)**	**(10.547)**	**(1.327)**	**(11.363)**
Profit (loss) from financial activities		(26)	90	46	226	(49)	(26)	(44)	151
of which: finance costs		0	0	0	30	0	0	0	30
Profit (loss) before income taxes (EBT	**1**	**(291)**	**(603)**	**(1.974)**	**(299)**	**(340)**	**(10.573)**	**(1.371)**	**(11.212)**
Income taxes		55	(882)	(641)	83	135	2.735	241	2.953
Profit (loss)		**(236)**	**(1.485)**	**(2.615)**	**(216)**	**(205)**	**(7.838)**	**(1.130)**	**(8.259)**
Profit (loss) attributable to non-controlling interests		(14)	(237)	(321)	127	0	(12)	(84)	115
Net profit (loss)		**(222)**	**(1.248)**	**(2.294)**	**(343)**	**(205)**	**(7.826)**	**(1.046)**	**(8.374)**
Depreciation, amortization and impairment losses		(10)	(3.347)	(3.357)	0	(3)	(10.589)	(10)	(10.592)
EBITDA		**(255)**	**2.654**	**1.337**	**(525)**	**(288)**	**42**	**(1.317)**	**(771)**

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

DT Group.

Details on special factors I.

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	Q1-Q3/11	Q1-Q3/12
Effect on operating expenses	**2**	**(264)**	**(3.663)**	**(4.964)**	**(593)**	**(298)**	**(10.673)**	**(1.301)**	**(11.564)**
of which: expenses / income for early retirement (civil servants)		(43)	32	(681)	(464)	(192)	0	(713)	(656)
of which: expenses for severance payments		(43)	(220)	(337)	(41)	(2)	(39)	(117)	(82)
of which: expenses / income for partial retirement (termination benefit)		(1)	(2)	(3)	(5)	(7)	(9)	(1)	(21)
of which: expenses for other personnel restructuring charges		(56)	(42)	(136)	(24)	(18)	(13)	(94)	(55)
of which: restructuring charges		(45)	(78)	(201)	(24)	(31)	(106)	(123)	(161)
of which: expenses due to de-consolidations and other asset sales		(20)	39	(62)	2	2	(10)	(101)	(6)
of which: others		(56)	(3.392)	(3.544)	(37)	(50)	(10.496)	(152)	(10.583)
Effect on other operating income		**3**	**3.003**	**3.006**	**68**	**4**	**126**	**3**	**198**
of which: income due to asset sales		3	3.003	3.006	1	4	126	3	131
of which: others		0	0	0	67	0	0	0	67
Effect on revenue	**1**	**(4)**	**(33)**	**(62)**	**0**	**3**	**0**	**(29)**	**3**
Effect on profit from operations = EBIT	**2**	**(265)**	**(693)**	**(2.020)**	**(525)**	**(291)**	**(10.547)**	**(1.327)**	**(11.363)**
Depreciation, amortization and impairment losses	**2**	**(10)**	**(3.347)**	**(3.357)**	**0**	**(3)**	**(10.589)**	**(10)**	**(10.592)**
of which: restructuring charges		(10)	(2)	(12)	0	0	(3)	(10)	(3)
of which: expenses due to consolidations and other asset sales		0	0	0	0	0	0	0	0
of which: others		0	(3.345)	(3.345)	0	(3)	(10.586)	0	(10.589)
Effect on EBITDA		**(255)**	**2.654**	**1.337**	**(525)**	**(288)**	**42**	**(1.317)**	**(771)**

1 Special factors affecting Total revenue: EUR 8mn in Q1/11, EUR 28 mn in Q4/11 and EUR 3 mn in Q2/12 in Germany, EUR 12mn in Q1/11, EUR 5mn in Q2/11, EUR 4mn in Q3/11 and EUR 5mn in Q4/11 in Europe.
2 Impairment loss on goodwill, intangible assets and property, plant and equipment of 10,589mn in Q3/12, triggered by announced combination with MetroPCS.

DT Group.

Details on special factors II.

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	Q1-Q3/11	Q1-Q3/12
Effect on profit (loss) from financial activities		**(26)**	**90**	**46**	**226**	**(49)**	**(26)**	**(44)**	**151**
Effect on profit (loss) before income taxes	**1**	**(291)**	**(603)**	**(1.974)**	**(299)**	**(340)**	**(10.573)**	**(1.371)**	**(11.212)**
Effect on taxes		**55**	**(882)**	**(641)**	**83**	**135**	**2.735**	**241**	**2.953**
Tax effect of special factors within EBITDA		51	(742)	(381)	164	75	3.124	361	3.363
Tax effect of special factors on profit (loss) from financial activities		1	(1)	0	(13)	17	7	1	11
Other tax effects		3	(139)	(260)	(68)	43	(396)	(121)	(421)
Effect on profit (loss) attributable to non-controlling interests		**(14)**	**(237)**	**(321)**	**127**	**0**	**(12)**	**(84)**	**115**
Effect on net profit (loss)		**(222)**	**(1.248)**	**(2.294)**	**(343)**	**(205)**	**(7.826)**	**(1.046)**	**(8.374)**

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

DT Group.

Change in the composition of the Group in the third quarter.

	reported numbers		MINUS Acquisition effects						PLUS Deconsolidation effects						Total effect	Pro forma	% Pro forma Q3/12 reported
millions of €	Q3/11	Q3/12	Total	Ger	Europe	USA	Sys	GHS	Total	Ger	Europe	USA	Sys	GHS		Q3/12	Q3/11
Net revenue	**14.670**	**14.651**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**14.651**	**(0,1)**
Profit (loss) from operations = EBIT	**2.391**	**(8.580)**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**(8.580)**	**n.a.**
Profit (loss) from financial activities	(509)	(642)	0	0	0	0	0	0	0	0	0	0	0	0	0	(642)	(26,1)
of which finance costs	(573)	(513)	0	0	0	0	0	0	0	0	0	0	0	0	0	(513)	10,5
Profit (loss) before income taxes = EBT	**1.882**	**(9.222)**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**(9.222)**	**n.a.**
Income taxes	(684)	2.487	0	0	0	0	0	0	0	0	0	0	0	0	0	2.487	n.a.
Profit (loss)	**1.198**	**(6.735)**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**(6.735)**	**n.a.**
Profit (loss) attributable to non-controlling interests	129	165	0	0	0	0	0	0	0	0	0	0	0	0	0	165	27,9
Net profit (loss)	**1.069**	**(6.900)**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**(6.900)**	**n.a.**
EBITDA	4.652	4.819	0	0	0	0	0	0	0	0	0	0	0	0	0	4.819	3,6
Special factors	(255)	42	0	0	0	0	0	0	0	0	0	0	0	0	0	42	n.a.
EBITDA adjusted for special factors	4.907	4.777	0	0	0	0	0	0	0	0	0	0	0	0	0	4.777	(2,6)

DT Group.

Change in the composition of the Group in the current year.

millions of €	reported numbers Q1-Q3/11	reported numbers Q1-Q3/12	MINUS Acquisition effects Total	Ger	Europe	USA	Sys	GHS	PLUS Deconsolidation effects Total	Ger	Europe	USA	Sys	GHS	Total effect	Pro forma Q1-Q3/12	% Pro forma Q1-Q3/12 reported Q1-Q3/11
Net revenue	**43.742**	**43.462**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**43.462**	**(0,6)**
Profit (loss) from operations = EBIT	**5.619**	**(5.753)**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**(5.753)**	**n.a.**
Profit (loss) from financial activities	(1.916)	(1.784)	0	0	0	0	0	0	0	0	0	0	0	0	0	(1.784)	6,9
of which finance costs	(1.745)	(1.560)	0	0	0	0	0	0	0	0	0	0	0	0	0	(1.560)	10,6
Profit (loss) before income taxes = EBT	**3.703**	**(7.537)**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**(7.537)**	**n.a.**
Income taxes	(1.491)	2.004	0	0	0	0	0	0	0	0	0	0	0	0	0	2.004	n.a.
Profit (loss)	**2.212**	**(5.533)**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**(5.533)**	**n.a.**
Profit (loss) attributable to non-controlling interests	(315)	(515)	0	0	0	0	0	0	0	0	0	0	0	0	0	(515)	(63,5)
Net profit (loss)	**(1.897)**	**6.048**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**6.048**	**n.a.**
EBITDA	12.757	13.180	0	0	0	0	0	0	0	0	0	0	0	0	0	13.180	3,3
Special factors	(1.317)	(771)	0	0	0	0	0	0	0	0	0	0	0	0	0	(771)	41,5
EBITDA adjusted for special factors	14.074	13.951	0	0	0	0	0	0	0	0	0	0	0	0	0	13.951	(0,9)

Consolidated statement of financial position.

Assets.

millions of €	Note	30.09.2011	31.12.2011	31.03.2012	30.06.2012	30.09.2012	q.o.q.%	y.o.y. %
Current assets		**50.086**	**15.865**	**15.761**	**15.183**	**15.065**	**(0,8)**	**(69,9)**
Cash and cash equivalents		2.130	3.749	3.294	2.950	2.529	(14,3)	18,7
Trade and other receivables		4.649	6.557	6.504	6.608	6.669	0,9	43,5
Current recoverable income taxes		119	129	86	69	65	(5,8)	(45,4)
Other financial assets		2.276	2.373	2.789	2.516	2.259	(10,2)	(0,7)
Inventories		779	1.084	1.087	1.124	1.129	0,4	44,9
Non-current assets and disposal groups held for sale		38.846	436	60	135	835	n.a.	(97,9)
Other assets		1.287	1.537	1.941	1.781	1.579	(11,3)	22,7
Non-current assets		**74.527**	**106.677**	**104.723**	**105.897**	**93.169**	**(12,0)**	**25,0**
Intangible assets		28.337	50.097	49.451	51.284	42.116	(17,9)	48,6
Property, plant and equipment		33.780	41.927	40.864	40.686	37.521	(7,8)	11,1
Investments accounted for using the equity method		6.665	6.873	6.687	6.766	6.656	(1,6)	(0,1)
Other financial assets		2.267	2.096	1.930	2.099	2.154	2,6	(5,0)
Deferred tax assets		3.184	4.449	4.579	4.745	4.407	(7,1)	38,4
Other assets		294	1.235	1.212	317	315	(0,6)	7,1
Total assets		**124.613**	**122.542**	**120.484**	**121.080**	**108.234**	**(10,6)**	**(13,1)**

Consolidated statement of financial position.

Liabilities and shareholders' equity.

millions of €	Note	30.09.2011	31.12.2011	31.03.2012	30.06.2012	30.09.2012	q.o.q.%	y.o.y. %
Liabilities		**83.923**	**82.601**	**80.666**	**83.477**	**77.975**	**(6,6)**	**(7,1)**
Current liabilities		**34.585**	**24.338**	**21.617**	**22.902**	**23.658**	**3,3**	**(31,6)**
Financial liabilities		11.959	10.219	7.959	9.784	10.367	6,0	(13,3)
Trade and other payables		4.226	6.436	5.288	5.356	5.678	6,0	34,4
Income tax liabilities		280	577	614	608	472	(22,4)	68,6
Other provisions		2.548	3.217	3.398	2.705	2.645	(2,2)	3,8
Liabilities directly associated with non-current assets and disposal groups held for sale		11.644	0	0	0	99	n.a.	(99,1)
Other liabilities		3.928	3.889	4.358	4.449	4.397	(1,2)	11,9
Non-current liabilities		**49.338**	**58.263**	**59.049**	**60.575**	**54.317**	**(10,3)**	**10,1**
Financial liabilities		37.816	38.099	38.340	38.414	35.248	(8,2)	(6,8)
Provisions for pensions and other employee benefits		6.431	6.095	6.401	7.262	7.820	7,7	21,6
Other provisions		1.719	1.689	2.081	2.057	1.896	(7,8)	10,3
Deferred tax liabilities		814	8.492	8.354	8.759	5.434	(38,0)	n.a.
Other liabilities		2.558	3.888	3.873	4.083	3.919	(4,0)	53,2
Shareholders' equity		**40.690**	**39.941**	**39.818**	**37.603**	**30.259**	**(19,5)**	**(25,6)**
Issued capital		11.063	11.063	11.063	11.063	11.063	n.a.	n.a.
Capital reserves		51.506	51.504	51.505	51.505	51.506	0,0	n.a.
Retained earnings incl. carryforwards		(25.584)	(25.498)	(25.131)	(28.689)	(29.029)	(1,2)	(13,5)
Total other comprehensive income		7	(2.326)	(2.560)	(1.598)	(1.838)	(15,0)	n.a.
Total other comprehensive income directly associated with non-current assets and disposable groups held for sale		(3.040)	0	0	0	0	n.a.	n.a.
Net profit (loss)		1.897	557	238	852	(6.048)	n.a.	n.a.
Treasury shares		(6)	(6)	(6)	(6)	(6)	n.a.	n.a.
Non-controlling interests		4.847	4.647	4.709	4.476	4.611	3,0	(4,9)
Total liabilities and shareholders' equity		**124.613**	**122.542**	**120.484**	**121.080**	**108.234**	**(10,6)**	**(13,1)**

DT Group.

Provisions for Pensions.

millions of €		2011	2010	2009	2008	2007
From defined benefit obligation to provision in balance sheet						
Present value of obligation	1	6.969	7.017	6.833	6.101	6.327
Plan assets		(860)	(629)	(618)	(952)	(986)
Others		(14)	(15)	(36)	8	13
Provision in balance sheet		6.095	6.373	6.179	5.157	5.354
Pension costs included in P&L		**530**	**514**	**525**	**483**	**507**
thereof included in EBITDA		211	197	204	204	250
thereof included in financial result		319	317	321	279	257
Cash payments for pensions						
1) funding of plan assets by DT (investment in financial assets)		267	2	45	54	43
2) benefits paid through plan assets	2	52	56	61	57	56
3) benefits paid through provision (included in cash flow from operations)		367	345	332	244	240
cash payments included in cash flow statement = 1) + 3)		634	347	377	298	283
cash payments included in free cash flow = 3)		367	345	332	244	240

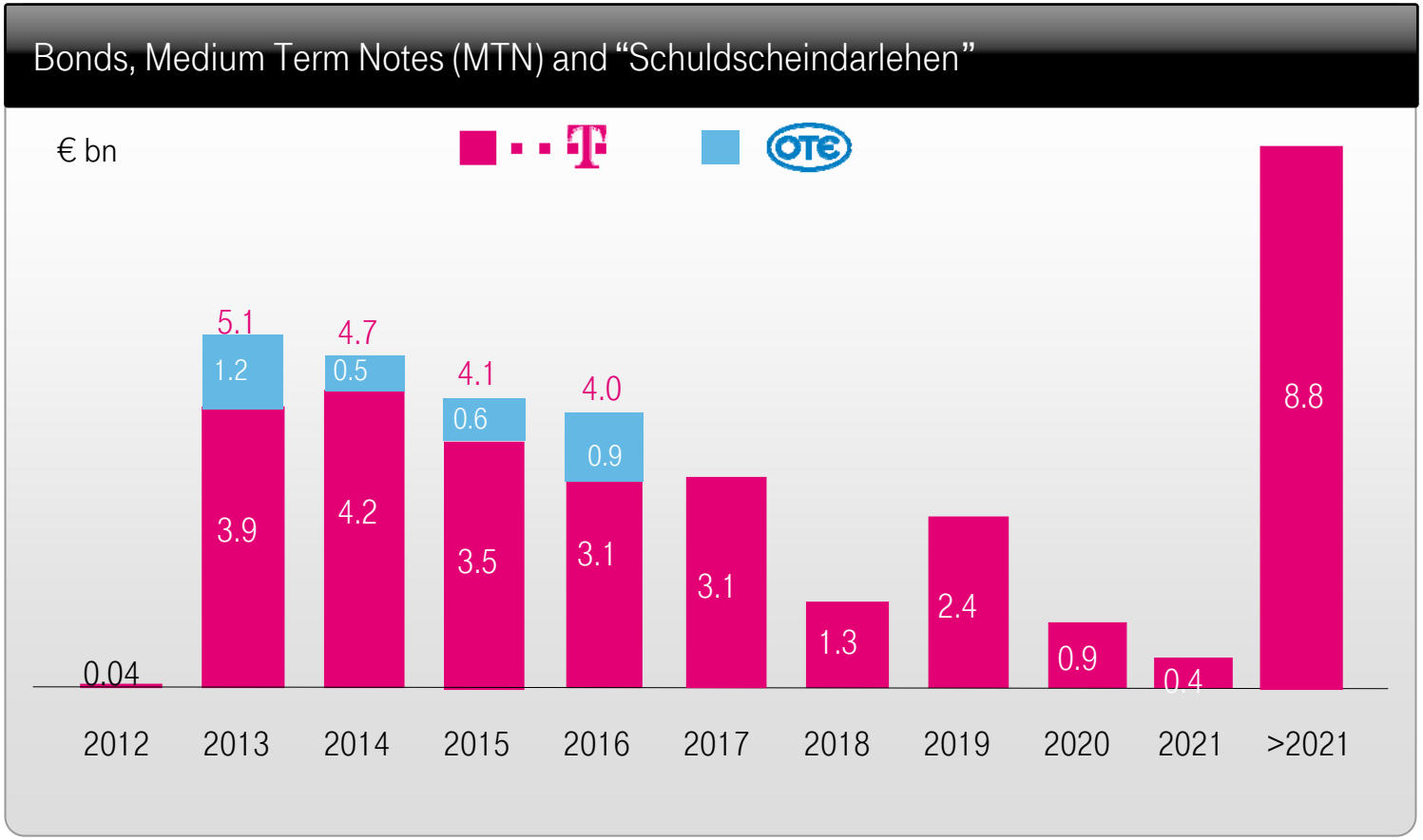
Change in the present value of the obligation (example 2011)		
End of 2010		7.017
pension costs included in P&L		530
benefits paid		(419)
actuarial losses/gains	3	(185)
F/X		6
Others		20
End of 2011		6.969

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

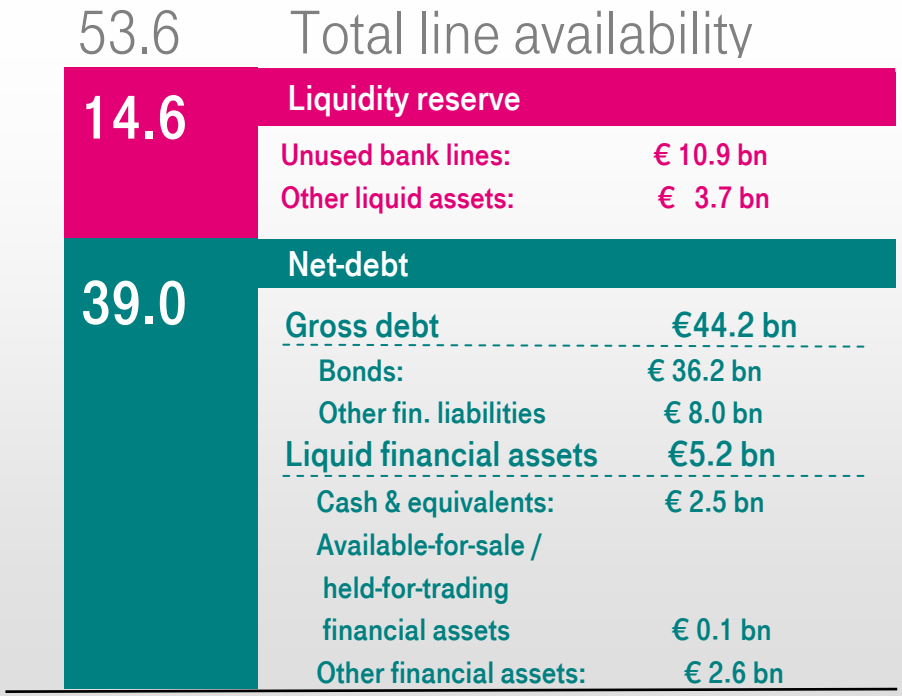
2 The sum of payments through plan assets and the benefit paid through provisions equal the "benefits paid" in "Change in the present value of the obligation"

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

Maturity profile as of Sep. 30, 2012.



Liquidity reserve as of Sep. 30, 2012.



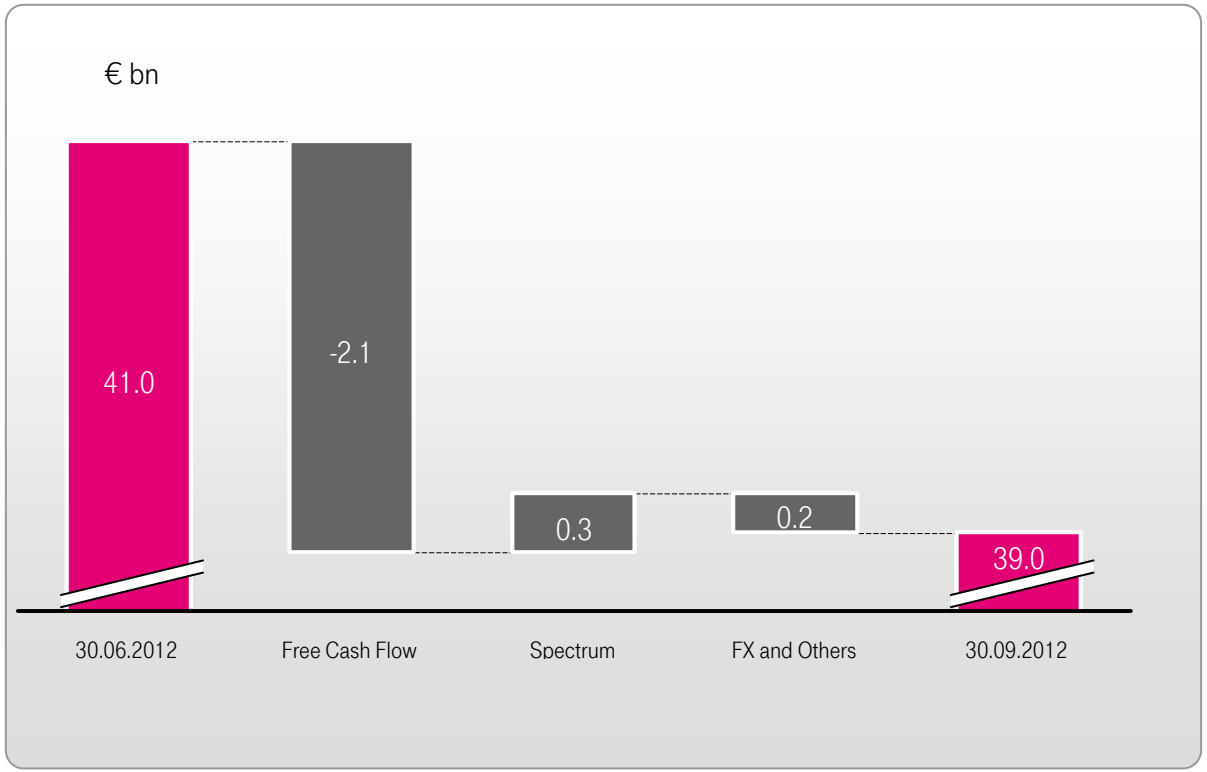
Numbers rounded

DT Group.

Net debt.

millions of €	Note	30.09.2011	31.12.2011	31.03.2012	30.06.2012	30.09.2012	q.o.q. %	y.o.y.%
Bonds		37.803	36.228	35.421	36.769	34.945	(5,0)	(7,6)
Other financial liabilities		10.739	10.509	9.429	10.101	9.246	(8,5)	(13,9)
Gross debt		**48.542**	**46.737**	**44.850**	**46.870**	**44.191**	**(5,7)**	**(9,0)**
Cash and cash equivalents		2.130	3.749	3.294	2.950	2.529	(14,3)	18,7
Available-for-sale/held-for-trading financial assets		94	402	765	426	132	(69,0)	40,4
Other financial assets		2.950	2.465	2.164	2.464	2.529	2,6	(14,3)
Net debt		**43.368**	**40.121**	**38.627**	**41.030**	**39.001**	**(4,9)**	**(10,1)**

Net debt development Q3 2012.



DT Group.

Cash capex. [1]

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Cash capex											
Germany		1.080	916	3.506	903	819	677	(37,3)	2.590	2.399	(7,4)
Europe		437	565	1.870	505	287	328	(24,9)	1.305	1.120	(14,2)
United States		527	413	1.963	571	425	865	64,1	1.550	1.861	20,1
Systems Solutions		296	619	1.413	222	283	289	(2,4)	794	794	n.a.
Group Headquarters & Shared Services		82	80	352	145	76	54	(34,1)	272	275	1,1
Reconciliation		(245)	(363)	(698)	(177)	(264)	(15)	93,9	(335)	(456)	(36,1)
Group	**2**	**2.177**	**2.230**	**8.406**	**2.169**	**1.626**	**2.198**	**1,0**	**6.176**	**5.993**	**(3,0)**
- thereof spectrum investment		63	83	146	40	1	288	n.a.	63	329	n.a.

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As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.
The prior-year figures have been adjusted for better comparability.

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

DT Group.

Free cash flow.

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Net profit (loss)		1.069	(1.340)	557	238	614	(6.900)	n.a.	1.897	(6.048)	n.a.
Profit (loss) attributable to non-controlling interests		129	(202)	113	235	115	165	27,9	315	515	63,5
Profit (loss) after income taxes		**1.198**	**(1.542)**	**670**	**473**	**729**	**(6.735)**	**n.a.**	**2.212**	**(5.533)**	**n.a.**
Depreciation, amortization and impairment losses		2.261	7.298	14.436	2.734	2.800	13.399	n.a.	7.138	18.933	n.a.
Income tax expense/(benefit)		684	858	2.349	199	284	(2.487)	n.a.	1.491	(2.004)	n.a.
Interest (income) and interest expenses		573	580	2.325	535	512	513	(10,5)	1.745	1.560	(10,6)
Other financial (income) expense		(83)	38	169	(41)	52	65	n.a.	131	76	(42,0)
Share of (profit) loss of associates and joint ventures accounted for using the equity method		19	33	73	52	32	64	n.a.	40	148	n.a.
(Profit) loss on the disposal of fully consolidated subsidiaries		0	(4)	(4)	0	0	(6)	n.a.	0	(6)	n.a.
Other non-cash transactions		(2)	(724)	(678)	(2)	15	5	n.a.	46	18	(60,9)
(Gain) loss from the disposal of intangible assets and property, plant and equipment		17	(7)	28	27	25	(132)	n.a.	35	(80)	n.a.
Change in assets carried as working capital		152	279	690	(543)	237	0	n.a.	411	(306)	n.a.
Change in provisions		91	303	535	524	(522)	(34)	n.a.	232	(32)	n.a.
Change in other liabilities carried as working capital		(499)	(435)	(1.578)	(377)	(376)	(55)	89,0	(1.143)	(808)	29,3
Income taxes received (paid)		(172)	(217)	(778)	(107)	(106)	(305)	(77,3)	(561)	(518)	7,7
Dividends received		237	5	515	194	165	124	(47,7)	510	483	(5,3)
Net payments from entering into or canceling interest rate swaps		0	0	0	83	0	0	n.a.	0	83	n.a.
Payments for PTC transaction (included in the change in assets carried as working capital)		0	0	400	0	0	0	n.a.	400	0	n.a.
Break-up fee T-Mobile USA		0	(2.289)	(2.289)	157	0	0	n.a.	0	157	n.a.
Tax effect break-up fee T-Mobile USA		0	0	0	0	0	185	n.a.	0	185	n.a.
Retention bonus T-Mobile USA		0	0	0	69	55	0	n.a.	0	124	n.a.
Cash generated from operations		**4.476**	**4.176**	**16.863**	**3.977**	**3.902**	**4.601**	**2,8**	**12.687**	**12.480**	**(1,6)**
Interest received (paid)		(732)	(258)	(2.538)	(778)	(656)	(414)	43,4	(2.280)	(1.848)	18,9
Net cash from operating activities		**3.744**	**3.918**	**14.325**	**3.199**	**3.246**	**4.187**	**11,8**	**10.407**	**10.632**	**2,2**
Cash outflows for investments in (proceeds from disposal of)		(2.038)	(2.031)	(7.904)	(2.077)	(1.578)	(1.843)	9,6	(5.873)	(5.498)	6,4
Intangible assets		(407)	(694)	(1.817)	(443)	(337)	(710)	(74,4)	(1.123)	(1.490)	(32,7)
Property, plant and equipment		(1.694)	(1.420)	(6.233)	(1.674)	(1.242)	(1.421)	16,1	(4.813)	(4.337)	9,9
Spectrum investment		63	83	146	40	1	288	n.a.	63	329	n.a.
Free cash flow (before dividend payments, spectrum investment, PTC and AT&T transactions)		**1.706**	**1.887**	**6.421**	**1.122**	**1.668**	**2.344**	**37,4**	**4.534**	**5.134**	**13,2**

DT Group.

Personnel. [1]

At reporting date	Note	30/09/2011	31/12/2011	31/03/2012	30/06/2012	30/09/2012	Delta q.o.q.		Delta y.o.y.	
							abs.	%	abs.	%
Germany		70.354	69.574	69.783	68.853	67.619	(1.234)	(1,8)	(2.735)	(3,9)
Europe		58.824	58.010	57.408	58.407	58.226	(181)	(0,3)	(598)	(1,0)
United States		33.458	32.868	31.633	30.737	28.532	(2.205)	(7,2)	(4.926)	(14,7)
Systems Solutions		52.242	52.170	52.579	52.658	52.894	236	0,4	652	1,2
Group Headquarters & Shared Services		22.937	22.510	22.664	22.628	23.121	493	2,2	184	0,8
of which Vivento		8.800	8.500	8.600	8.500	8.400	(100)	(1,2)	(400)	(4,5)
Group		**237.815**	**235.132**	**234.067**	**233.283**	**230.392**	**(2.891)**	**(1,2)**	**(7.423)**	**(3,1)**
of which: Domestic		122.826	121.564	121.834	120.653	119.765	(888)	(0,7)	(3.061)	(2,5)
of which: International		114.989	113.568	112.233	112.630	110.627	(2.003)	(1,8)	(4.362)	(3,8)
of which: Civil servants (domestic)		24.391	23.516	23.507	22.949	22.559	(390)	(1,7)	(1.832)	(7,5)

Average	Note	Q3/11	Q4/11	Q1/12	Q2/12	Q3/12	Delta y.o.y.	
							abs.	%
Germany		70.499	69.960	69.867	69.241	67.882	(2.617)	(3,7)
Europe		59.229	58.318	57.472	58.518	58.259	(970)	(1,6)
United States		34.005	32.709	32.029	30.486	28.586	(5.419)	(15,9)
Systems Solutions		52.248	52.213	52.510	52.651	52.816	568	1,1
Group Headquarters & Shared Services		23.004	22.741	22.663	22.644	23.156	152	0,7
of which Vivento		8.900	8.700	8.600	8.600	8.400	(500)	(5,6)
Group		**238.985**	**235.941**	**234.541**	**233.540**	**230.699**	**(8.286)**	**(3,5)**
of which: Domestic		122.989	122.228	121.950	121.154	120.046	(2.943)	(2,4)
of which: International		115.996	113.713	112.591	112.386	110.653	(5.343)	(4,6)
of which: Civil servants (domestic)		24.560	23.942	23.522	23.248	22.693	(1.867)	(7,6)

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As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.
The prior-year figures have been adjusted for better comparability.

Exchange rates.

Average.

€	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12
1 U.S Dollar (USD)		0,70750	0,74206	0,71801	0,76272	0,77966	0,79957
1 British pound (GBP)		1,13928	1,16628	1,15203	1,19820	1,23395	1,26293
100 Czech korunas (CZK)		4,10067	3,95783	4,06830	3,98679	3,95965	3,98774
100 Croatian kunas (HRK)		13,40070	13,33880	13,44360	13,23320	13,28550	13,38220
1,000 Hungarian forints (HUF)		3,63439	3,29635	3,58103	3,36828	3,40413	3,53405
100 Macedonian Denar (MKD)		1,62699	1,62613	1,62472	1,62357	1,62819	1,62062
100 Polish Zloty (PLN)		24,07300	22,62090	24,27060	23,62220	23,49520	24,17340
10 Rumanien Lei (ROI)		2,34792	2,30603	2,35921	2,29717	2,25814	2,20995

Exchange rates.

End of period.

€		30/09/11	31/12/11	31/03/12	30/06/12	30/09/12
1 U.S Dollar (USD)		0,74111	0,77246	0,74936	0,79394	0,77382
1 British pound (GBP)		1,15515	1,19583	1,20042	1,24024	1,25336
100 Czech korunas (CZK)		4,04312	3,87758	4,03826	3,90252	3,97351
100 Croatian kunas (HRK)		13,33400	13,28090	13,30970	13,30520	13,43120
1,000 Hungarian forints (HUF)		3,41701	3,18883	3,38866	3,47626	3,51266
100 Macedonian Denar (MKD)		1,64192	1,62320	1,61633	1,61224	1,61822
100 Polish Zloty (PLN)		22,62730	22,39550	24,04490	23,49560	24,35390
10 Rumanien Lei (ROI)		2,28740	2,30518	2,28128	2,24627	2,20312

Notes.

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Financials (adjusted for special factors). [1]

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue	**2**	**5.810**	**5.838**	**23.242**	**5.659**	**5.607**	**5.736**	**(1,3)**	**17.404**	**17.002**	**(2,3)**
Net revenue		**5.453**	**5.472**	**21.819**	**5.320**	**5.281**	**5.394**	**(1,1)**	**16.347**	**15.995**	**(2,2)**
EBITDA		**2.463**	**2.294**	**9.553**	**2.343**	**2.348**	**2.401**	**(2,5)**	**7.259**	**7.092**	**(2,3)**
EBITDA margin (EBITDA / total revenues) %		42,4	39,3	41,1	41,4	41,9	41,9	(0,5)p	41,7	41,7	n.a.
Depreciation, amortization and impairment losses		(1.089)	(1.136)	(4.344)	(1.099)	(1.104)	(1.083)	0,6	(3.208)	(3.286)	(2,4)
Profit (loss) from operations = EBIT		1.374	1.158	5.209	1.244	1.244	1.318	(4,1)	4.051	3.806	(6,0)
Cash capex (as reported)		**1.080**	**916**	**3.506**	**903**	**819**	**677**	**(37,3)**	**2.590**	**2.399**	**(7,4)**
Cash contribution		**1.383**	**1.378**	**6.047**	**1.440**	**1.529**	**1.724**	**24,7**	**4.669**	**4.693**	**0,5**

Financials (as reported). [1]

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue		**5.810**	**5.810**	**23.206**	**5.659**	**5.610**	**5.736**	**(1,3)**	**17.396**	**17.005**	**(2,2)**
Net revenue		**5.453**	**5.444**	**21.783**	**5.320**	**5.284**	**5.394**	**(1,1)**	**16.339**	**15.998**	**(2,1)**
EBITDA		**2.445**	**2.162**	**8.864**	**2.064**	**2.291**	**2.385**	**(2,5)**	**6.702**	**6.740**	**0,6**
EBITDA margin (EBITDA / total revenues) %		42,1	37,2	38,2	36,5	40,8	41,6	(0,5)p	38,5	39,6	1,1p
Depreciation, amortization and impairment losses		(1.089)	(1.136)	(4.344)	(1.099)	(1.104)	(1.083)	0,6	(3.208)	(3.286)	(2,4)
Profit (loss) from operations = EBIT		1.356	1.026	4.520	965	1.187	1.302	(4,0)	3.494	3.454	(1,1)
Cash capex		**1.080**	**916**	**3.506**	**903**	**819**	**677**	**(37,3)**	**2.590**	**2.399**	**(7,4)**
Cash contribution		**1.365**	**1.246**	**5.358**	**1.161**	**1.472**	**1.708**	**25,1**	**4.112**	**4.341**	**5,6**

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

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

Germany.

EBITDA Reconciliation. [1]

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue		**5.810**	**5.810**	**23.206**	**5.659**	**5.610**	**5.736**	**(1,3)**	**17.396**	**17.005**	**(2,2)**
Total Revenue adjusted for special factors	**2**	**5.810**	**5.838**	**23.242**	**5.659**	**5.607**	**5.736**	**(1,3)**	**17.404**	**17.002**	**(2,3)**
Profit (loss) from operations = EBIT		1.356	1.026	4.520	965	1.187	1.302	(4,0)	3.494	3.454	(1,1)
- Depreciation, amortization and impairment losses		(1.089)	(1.136)	(4.344)	(1.099)	(1.104)	(1.083)	0,6	(3.208)	(3.286)	(2,4)
= EBITDA		**2.445**	**2.162**	**8.864**	**2.064**	**2.291**	**2.385**	**(2,5)**	**6.702**	**6.740**	**0,6**
EBITDA margin %		42,1	37,2	38,2	36,5	40,8	41,6	(0,5p)	38,5	39,6	1,1p
- Special factors affecting EBITDA		(18)	(132)	(689)	(279)	(57)	(16)	11,1	(557)	(352)	36,8
= EBITDA adjusted for special factors		**2.463**	**2.294**	**9.553**	**2.343**	**2.348**	**2.401**	**(2,5)**	**7.259**	**7.092**	**(2,3)**
EBITDA margin (adjusted for special factors) %		42,4	39,3	41,1	41,4	41,9	41,9	(0,5p)	41,7	41,7	n.a.

Special factors.

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	Q1-Q3/11	Q1-Q3/12
Effects on EBITDA		**(18)**	**(132)**	**(689)**	**(279)**	**(57)**	**(16)**	**(557)**	**(352)**
- of which personnel		(7)	(97)	(586)	(284)	(46)	(12)	(489)	(342)
- of which other		(11)	(35)	(103)	5	(11)	(4)	(68)	(10)
Effects on profit (loss) from operations = EBIT		**(18)**	**(132)**	**(689)**	**(279)**	**(57)**	**(16)**	**(557)**	**(352)**
- of which personnel		(7)	(97)	(586)	(284)	(46)	(12)	(489)	(342)
- of which other		(11)	(35)	(103)	5	(11)	(4)	(68)	(10)

1 Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.
As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.
The prior-year figures have been adjusted for better comparability.

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

Germany.

Operational.

		Note	Q3/11	Q4/11	Q1/12	Q2/12	Q3/12	y.o.y. %
Germany								
Fixed network access lines	('000)	1	23.694	23.399	23.140	22.904	22.620	(4,5)
- broadband retail access lines	('000)	1	12.201	12.265	12.367	12.414	12.424	1,8
- TV	('000)		1.375	1.553	1.725	1.830	1.906	38,6
Mobile communications	('000)		34.905	35.403	35.100	35.470	35.994	3,1
- contract	('000)	1	17.834	18.221	18.114	18.578	19.133	7,3
- prepaid	('000)		17.071	17.182	16.987	16.893	16.861	(1,2)
ULLs	('000)		9.570	9.598	9.602	9.582	9.453	(1,2)
Wholesale bundled access lines	('000)		757	704	657	617	562	(25,8)
Wholesale unbundled access lines	('000)		1.198	1.222	1.253	1.267	1.283	7,1

Consumer operational.

		Note	Q3/11	Q4/11	Q1/12	Q2/12	Q3/12	y.o.y. %
Germany - Consumer								
Fixed network access lines	('000)	1	19.030	18.763	18.448	18.250	18.004	(5,4)
- broadband retail access lines	('000)	1	9.902	9.959	9.983	10.027	10.037	1,4
- TV	('000)		1.269	1.434	1.582	1.678	1.748	37,7
Mobile communications	('000)		29.061	29.333	29.008	29.203	29.586	1,8
- contract	('000)	1	12.560	12.874	12.799	13.159	13.650	8,7
- prepaid	('000)		16.500	16.459	16.209	16.044	15.936	(3,4)

Business customers operational.

		Note	Q3/11	Q4/11	Q1/12	Q2/12	Q3/12	y.o.y. %
Germany - Business								
Fixed network access lines	('000)	1	3.543	3.505	3.566	3.548	3.527	(0,5)
- broadband retail access lines	('000)	1	1.968	1.973	2.051	2.055	2.058	4,6
- TV	('000)		106	117	142	151	157	48,1
Mobile communications	('000)		5.844	6.070	6.092	6.267	6.397	9,5
- contract	('000)	1	5.274	5.347	5.314	5.419	5.483	4,0
- prepaid (M2M)	('000)	2	570	723	778	848	925	62,3

1 Stationary wireless solutions (Call&Surf via Funk) have been reported under mobile contract customers since October 1, 2011.
2 M2M: machine-to-machine.

Germany.

Revenue split - Products.

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Germany	**1**	**5.810**	**5.810**	**23.206**	**5.659**	**5.610**	**5.736**	**(1,3)**	**17.396**	**17.005**	**(2,2)**
Fixed network		**2.685**	**2.679**	**10.767**	**2.636**	**2.628**	**2.612**	**(2,7)**	**8.088**	**7.876**	**(2,6)**
of which Fixed Revenues (Fixed line)	2	1.947	1.924	7.836	1.919	1.903	1.889	(3,0)	5.912	5.711	(3,4)
Voice only revenues		645	626	2.631	612	594	579	(10,2)	2.005	1.785	(11,0)
Broadband revenues		1.141	1.122	4.563	1.113	1.105	1.095	(4,0)	3.441	3.313	(3,7)
TV revenues		161	176	642	194	204	215	33,5	466	613	31,5
of which Variable Revenues (Fixed line)	2	392	383	1.561	364	350	354	(9,7)	1.178	1.068	(9,3)
of which Revenues from add-on options (Fixed line)	2	36	39	144	39	40	39	8,3	105	118	12,4
thereof revenues from voice centric options		20	20	78	21	21	20	n.a.	58	62	6,9
thereof revenues from broadband centric options		7	9	31	7	8	7	n.a.	22	22	n.a.
thereof revenues from TV centric options		9	10	35	11	11	11	22,2	25	33	32,0
Mobile communications		**1.898**	**1.926**	**7.552**	**1.835**	**1.852**	**1.958**	**3,2**	**5.626**	**5.645**	**0,3**
of which Service Revenues	3	1.758	1.728	6.884	1.660	1.690	1.749	(0,5)	5.156	5.099	(1,1)
thereof Data Revenues		411	440	1.644	462	484	498	21,2	1.204	1.444	19,9
Wholesale services fixed network		**935**	**911**	**3.752**	**920**	**897**	**909**	**(2,8)**	**2.841**	**2.726**	**(4,0)**
of which access full ULL		336	313	1.328	337	339	336	n.a.	1.015	1.012	(0,3)
of which bundled and unbundled access line		99	100	401	100	101	100	1,0	301	301	n.a.
Online consumer services	4	**22**	**23**	**90**	**21**	**20**	**21**	**(4,5)**	**67**	**62**	**(7,5)**
Value-added services		**106**	**109**	**429**	**99**	**92**	**88**	**(17,0)**	**320**	**279**	**(12,8)**
Others		**164**	**161**	**616**	**148**	**121**	**148**	**(9,8)**	**455**	**417**	**(8,4)**

Revenue split - Segments.

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Germany	**1**	**5.810**	**5.810**	**23.206**	**5.659**	**5.610**	**5.736**	**(1,3)**	**17.396**	**17.005**	**(2,2)**
Consumer		3.137	3.138	12.497	2.997	2.999	3.097	(1,3)	9.359	9.093	(2,8)
Business customers		1.401	1.409	5.615	1.418	1.404	1.416	1,1	4.206	4.238	0,8
Wholesale services		1.048	1.031	4.209	1.034	1.005	1.021	(2,6)	3.178	3.060	(3,7)
Value-added services		106	108	425	98	92	87	(17,9)	317	277	(12,6)
Others		118	124	460	112	110	115	(2,5)	336	337	0,3

1 Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.
As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.
The prior-year figures have been adjusted for better comparability.
2 Reporting changed since Q1/12 due to steering logic and increased transparency.
3 Resulting from the DBU restatement revenue deviations due to consolidation of approx.€1 million per quarter compared to figures reported in 2011.
4 Contains mainly security packages and hosting storages.

Germany.

Mobile communications KPIs.

		Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %
Average monthly churn	(%)		**1,5**	**1,5**	**1,5**	**1,7**	**1,4**	**1,4**	**(0,1p)**
- contract	(%)		1,1	1,2	1,1	1,6	1	1,0	(0,1p)
SAC per gross add	(€)		**69**	**79**	**72**	**83**	**83**	**90**	**30,4**
- contract	(€)		107	146	128	132	136	140	30,8
- prepaid	(€)		20	11	15	25	19	30	50,0
SRC per retained customer	(€)		**177**	**199**	**180**	**171**	**199**	**206**	**16,4**
ARPU	(€)		**17**	**16**	**17**	**16**	**16**	**16**	**(5,9)**
- contract	(€)		29	28	29	27	27	27	(6,9)
- prepaid	(€)		4	4	4	3	4	4	0,0
non-voice % of ARPU	(%)		**36**	**38**	**37**	**40**	**41**	**41**	**5,0p**
MOU per customer	(min)		**89**	**87**	**87**	**85**	**84**	**83**	**(6,7)**
- contract	(min)		153	148	151	145	141	137	(10,5)

Consumer - KPIs.

		Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %
Average monthly churn	(%)		**1,7**	**1,7**	**1,7**	**1,9**	**1,5**	**1,6**	**(0,1p)**
- contract	(%)		1,3	1,4	1,3	1,9	1,1	1,0	(0,3p)
SAC per gross add	(€)		**66**	**79**	**70**	**78**	**78**	**86**	**30,3**
- contract	(€)		107	147	132	129	129	134	25,2
- prepaid	(€)		20	13	16	27	20	33	65,0
SRC per retained customer	(€)		**177**	**207**	**186**	**174**	**196**	**222**	**25,4**
ARPU	(€)		**14**	**13**	**14**	**13**	**13**	**14**	**0,0**
- contract	(€)		27	26	27	25	25	24	(11,1)
- prepaid	(€)		4	4	4	3	4	4	0,0
non-voice % of ARPU	(%)		**36**	**38**	**36**	**40**	**41**	**40**	**4,0p**
MOU per customer	(min)		**71**	**69**	**70**	**71**	**74**	**74**	**4,2**
- contract	(min)		135	130	134	128	128	124	(8,1)

Business Customers - KPIs.

		Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %
Average monthly churn	(%)		**0,8**	**0,8**	**0,7**	**0,9**	**0,8**	**0,7**	**(0,1p)**
- contract	(%)		0,8	0,8	0,8	1	0,8	0,8	0,0p
SAC per gross add	(€)		**88**	**77**	**86**	**113**	**119**	**120**	**36,4**
- contract	(€)		107	138	113	145	171	172	60,7
- prepaid	(€)		7	3	6	6	6	6	(14,3)
SRC per retained customer	(€)		**177**	**182**	**168**	**165**	**204**	**170**	**(4,0)**
ARPU	(€)		**32**	**31**	**31**	**30**	**29**	**29**	**(9,4)**
- contract	(€)		34	34	34	33	33	33	(2,9)
- prepaid	(€)		5	3	4	4	4	5	0,0
non-voice % of ARPU	(%)		**36**	**40**	**38**	**40**	**42**	**42**	**6,0p**
MOU per customer	(min)		**177**	**173**	**175**	**169**	**160**	**156**	**(11,9)**
- contract	(min)		194	192	193	191	183	181	(6,7)

Germany.

Single Play.

Single Play.[1,2,3]	Call Start[4]	Call Basic[4,5]	Call Comfort[4]
	Standard voice usage per minute	Standard up to 120 minutes included within Germany	Standard flat rate within Germany
	from € 17.95	from € 19.95	from € 29.95
City, CDL	**Cent/Minute**		**Cent/Minute**
Off peak	2.9		0
Peak	2.9		0
international	from 2.9		
fixed to mobile	19.0		
Calling plans			
CountryFlat 1	€ 3.94 per month		
CountryFlat 2	€ 14.95 per month		
fixed to mobile	12.9 cents/minute, minimum charge € 4 per month		
fixed to T-Mobile flatrate	€ 14.95 per month		
Set-up	One off charge PSTN € 59.95		
Installations-Service	One off charge € 69.98		

1 For general conditions and further details, please see www.telekom.de.
2 All prices in € including VAT.
3 Usage prices are stated in cents/minute including VAT.
4 Standard PSTN; Universal-PSTN + 8 €.
5 Universal up to 240 Min included.

Germany.

Double Play.

Double Play. [1,2,3]	Call & Surf Basic [4] (4.1)	Call & Surf Comfort [4]	Call & Surf Comfort VDSL [4]	Call & Surf Comfort Plus [4]	Call & Surf Comfort Plus VDSL [4]
	Bandwidth DSL 2 Mbit/s, flat rate Internet usage[9]	Bandwidth DSL 16 Mbit/s, flat rate Internet usage and flat rate voice usage	Bandwidth VDSL 50 Mbit/s, flat rate Internet usage and flat rate voice usage	Bandwidth DSL 16 Mbit/s, flat rate Internet usage and flat rate voice usage, Security pack, Hotspot flat e-Mail-Paket	Bandwidth DSL 50 Mbit/s, flat rate Internet usage and flat rate voice usage, Security pack, Hotspot flat e-Mail-Paket
	from € 29.95	from € 34.94	from € 39.95[5]	from € 39.95[6]	from € 44.95[7]
City, DLD	**Cent/Minute**	**Cent/Minute**			
Off peak	2.9	0			
Peak	2.9	0			
international	from 2.9				
fixed to mobile	19.0	12.9			
Calling plans					
CountryFlat 1	€ 3.94 per month				
CountryFlat 2	€ 14.95 per month				
fixed to mobile	12.9 cents/minute, minimum charge € 4 per month	included			
fixed to T-Mobile flatrate	€ 14.95 per month				
Set-up	One off charge PSTN / IP € 69.95; DSL € 0[8]				
Installations-Service	One off charge € 99.95				

1 For general conditions and further details, please see www.telekom.de.
2 All prices in € including VAT.
3 Usage prices are stated in cents/ minute including VAT.
4 Standard-PSTN; Universal-PSTN + 4€; IP-Access incl. 2 Voice-Channels und 3 telephone no.
5 Promotional price until 31.12.2012. Regular price 44.95 €.
6 Promotional price until 15.10.2012. Regular price 44.95 €.
7 Promotional price until 31.12.2012. Regular price 49.95 €.
8 DSL Promotional price until 31.12.2012. Regular price 99.95 €.
9 IP-Product "Call & Surf Basic IP" includes 16 Mbit/s bandwidth.

Germany.

Triple Play.

Triple Play.[1,2,3]	Entertain Comfort[4]	Entertain Premium[4]	Entertain SAT[4,8]
	Bandwidth DSL 16 Mbit/s plus[5,6] flat rate internet usage and flat rate voice usage, video on demand, IPTV basic package	Bandwidth DSL 16 Mbit/s plus[5,6] flat rate Internet usage and flat rate voice usage, video on demand, IPTV premium package	Bandwidth DSL min. 3 Mbit/s, flat rate Internet usage and flat rate voice usage, video on demand, IPTV basic package. No Pay TV possible
	from € 39.95[7]	from € 44.95[7]	from € 39.95
City, DLD	**Cent/Minute**		
Off peak	0		
Peak	0		
international	from 2.9		
fixed to mobile	19.0		
Calling plans			
CountryFlat 1	€ 3.94 per month		
CountryFlat 2	€ 14.95 per month		
fixed to mobile	12.9 cents/minute, minimum charge € 4 per month		
fixed to T-Mobile flatrate	€ 14.95 per month		
Set-up	One off charge PSTN / IP € 69.95; DSL € 0[9]		
Installations-Service	One off charge € 49.95		

1 For general conditions and further details, please see www.telekom.de.
2 All prices in € including VAT.
3 Usage prices are stated in cents/minute including VAT.
4 Standard-PSTN; Universal-PSTN + 4€; IP-Access incl. 2 Voice-Channels und 3 telephone no.
5 VDSL25 + 10 €, Promotional price VDSL50 +10€ until 31.12.2012
6 Promotional price new VDSL 25/ 50 customers +5 € until 31.12.2012.
7 Promotional price for 2 years (24 * -5€) for new Entertain customers until 31.12.2012. Regular price 44,95€/49,95€
8 Digital SAT-Environment is necessary.
9 DSL Promotional price until 31.12.2012. Regular price 99.95€.

Germany.

Call.

Call plans in €	XS	S	M	L	Special Call 100
Monthly charge (without handset)	4.95+5	14.95	24.95	34.95	9.95
Monthly charge (with handset)	14.95	24.95	34.95	44.95	-
includes national voice minutes (on-net, fixed net, other mobile networks)	30	120	120	120 (EU+CH)	100
- Weekend Flat (national calls on-net and fixed net)			free (Sat. 0:00 to Sund. 24:00)		-
- mobile to national fixed net	0.29	0.29	free	0.29 free	0.29
- on-net	0.29	0.29	0.29	free free	0.29
- other mobile networks	0.29	0.29	0.29	free	0.29
- Voicebox	0.29	free	free	free	0.29
SMS (on-net, other networks)	0.19	0.19	0.19	0.19	0.19
Activation fee			29.95		
Duration of contract			24 months		

Call & Surf Mobil.

Call & Surf Mobil plans in €	XS	S	M	L	Special Call & Surf Mobil
Monthly charge (without handset)	-	-	-	-	19.95
Monthly charge (with handset)	19.95	29.95	39.95	49.95	29.95
includes national voice minutes (on-net, fixed net, other mobile networks)	30	120	120	120	100
- Weekend Flat (national calls on-net and fixed net)			free (Sat. 0:00 to Sund. 24:00)		-
- mobile to national fixed net	0.29	0.29	free	0.29 free	0.29
- on-net	0.29	0.29	0.29	free free	0.29
- other mobile networks	0.29	0.29	0.29	0.29	0.29
- Voicebox	0.29	free	free	free	free
SMS (on-net, other networks)	0.19	0.19	0.19	0.19	0.19
Data Speed	7.2 Mbit/s	7.2 Mbit/s	7.2 Mbit/s	7.2 Mbit/s	7.2 Mbit/s
Data Volume until speed step down	200 MB	200 MB	200 MB	200 MB	200 MB
Activation fee			29.95		
Duration of contract			24 months		

Germany.

Complete Mobil.

Complete plans in €	S	M		L	XL	Special Complete Mobil	Special Complete Mobil XL
Monthly charge (without handset)	29.95	39.95		49.95	89.95	29.95	69.95
Monthly charge (with handset)	39.95	49.95		59.95	99.95	44.95/54.95	79.95
includes national voice minutes (on-net, fixed net, other mobile networks)	120	120		120	120 (EU+CH)	100	
- Weekend Flat (national calls on-net and fixed net)		free (Sat. 0:00 to Sund. 24:00)					
- mobile to national fixed net	0.29	free	0.29	free	free	0.29[1]	free
- on-net	0.29	0.29	free	free	free	free	free
- other mobile networks	0.29	0.29		0.29	free	0.29[1]	free
- Voicebox	free	free		free	free	free	free
includes SMS per month	free	free		free	free	free	free
SMS (on-net)	free	free		free	free	free	free
SMS (other networks)	free	free		free	free	free	free
HotSpot Flatrate	free	free		free	free	free	free
Data Speed	21.6 Mbit/s	21.6 Mbit/s		21.6 Mbit/s	21.6 Mbit/s	21.6 Mbit/s	21.6 Mbit/s
Data Volume until speed step down	300 MB	300 MB		1 GB	2 GB	200 MB	500 MB
VoIP	9.95	9.95		free	free	9.95	free
Tethering	free	free		free	free	free	free
Activation fee	29.95						
Duration of contract	24 months						

Call options in €	Call 120	Call 240
Monthly charge	12.95	19.95
Additional national voice minutes (on-net, fixed net, other mobile networks)	120	240

SMS option in €	SMS Flat allnet
Monthly charge	9.95
Additional SMS per month (on-net, other networks)	free

Highspeed option in €[2]	Speed
Monthly charge	9.95
Data Speed	21.6 Mbit/s
Additional Data Volume (per month)	4 GB

1 Free calls to one national mobile network of choice (E-Plus/O2/Vodafone) or national fixed net

2 Available with Complete Mobil L & XL.

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[1]	Off-Peak (18:00-9:00), old	Off-Peak (18:00-9:00), new[1]
Local	0.54	0.45	0.38	0.32
Single transit	0.89	0.89	0.60	0.60
Double transit national	1.34	1.34	0.89	0.89
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	0.54	0.45	0.38	0.32
Single transit	0.89	0.69	0.60	0.46
Double transit national	1.34	1,03	0.89	0.68
Fully unbundled ("ULL")	**Old**		**New**	
One time fee	30.83[2]		31.01[3]	
Monthly fee	10.20[4]		10.08[5]	
Partially unbundled ("Line Sharing")	**Old**		**New**	
One time fee	38.20[6]		34.13[7]	
Monthly fee	1.84[6]		1.68[7]	
IP-BSA ADSL Shared	**Old**		**New**	
One time fee	54.22[8]		44.87[9]	
Monthly fee	8.12[8]		8.12[9]	
IP-BSA ADSL Stand Alone	**Old**		**New**	
One time fee	47.96[8]		47.68[9]	
Monthly fee	18.32[8]		18.20[9]	

1 Prices are valid from 01/07/2011 to 30/11/2012.
2 Depending on complexity – valid to 30/06/2012.
3 Depending on complexity - valid to 30/06/2014.
4 Twisted pair copper access line valid to 31/03/2011.
5 Twisted pair copper access line valid to 30/06/2013.
6 valid to 30/06/2012.
7 valid to 30/06/2014.
8 valid to 30/06/2011.
9 Since 01/12/2010 these prices are ex post.

Notes.

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Financials (adjusted for special factors).

millions of €		Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue			**3.683**	**3.848**	**14.811**	**3.847**	**3.816**	**3.915**	**6,3**	**10.963**	**11.578**	**5,6**
Net revenue			**3.680**	**3.847**	**14.801**	**3.845**	**3.815**	**3.913**	**6,3**	**10.954**	**11.573**	**5,7**
EBITDA		**1**	**1.025**	**1.043**	**3.831**	**983**	**1.058**	**994**	**(3,0)**	**2.788**	**3.035**	**8,9**
EBITDA margin (EBITDA / total revenues)	%		27,8	27,1	25,9	25,6	27,7	25,4	(2,4)p	25,4	26,2	0,8p
Depreciation, amortization and impairment losses		3	0	(1.647)	(2.110)	(561)	(640)	(652)	n.a.	(463)	(1.853)	n.a.
Profit (loss) from operations = EBIT		3	1.025	(604)	1.721	422	418	342	(66,6)	2.325	1.182	(49,2)
Cash capex		**2**	**523**	**408**	**1.948**	**568**	**420**	**573**	**9,6**	**1.540**	**1.561**	**1,4**
Cash contribution			**502**	**635**	**1.883**	**415**	**638**	**421**	**(16,1)**	**1.248**	**1.474**	**18,1**

Financials (as reported).

millions of €		Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue			**3.683**	**3.848**	**14.811**	**3.847**	**3.816**	**3.915**	**6,3**	**10.963**	**11.578**	**5,6**
Net revenue			**3.680**	**3.847**	**14.801**	**3.845**	**3.815**	**3.913**	**6,3**	**10.954**	**11.573**	**5,7**
EBITDA			**976**	**989**	**3.697**	**905**	**1.036**	**1.133**	**16,1**	**2.708**	**3.074**	**13,5**
EBITDA margin (EBITDA / total revenue)	%		26,5	25,7	25,0	23,5	27,1	28,9	2,4p	24,7	26,6	1,9p
Depreciation, amortization and impairment losses			0	(3.944)	(4.407)	(561)	(640)	(11.241)	n.a.	(463)	(12.442)	n.a.
Profit (loss) from operations = EBIT			976	(2.955)	(710)	344	396	(10.108)	n.a.	2.245	(9.368)	n.a.
Cash capex			**527**	**413**	**1.963**	**571**	**425**	**865**	**64,1**	**1.550**	**1.861**	**20,1**
Cash contribution			**449**	**576**	**1.734**	**334**	**611**	**268**	**(40,3)**	**1.158**	**1.213**	**4,7**

1 Excluding special factors affecting EBITDA of EUR 7mn in Q1/11, EUR 24mn in Q2/11, EUR 49mn in Q3/11, EUR 54mn in Q4/11, EUR 78mn in Q1/12, EUR 22mn in Q2/12 and EUR (139)mn in Q3/12.

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

3 Adjusted by excluding depreciation of EUR 66mn in Q1/11, EUR 516mn in Q2/11 and EUR 509mn in Q3/11 due to the sale of T-Mobile USA to AT&T that was announced March 2011. As of this announcement, non-current assets were classified as held-for-sale and the depreciation of these assets was discontinued for accounting purposes. In December 2011, AT&T's acquisition of T-Mobile USA was terminated and T-Mobile USA was no longer categorized as discontinued operations. As a result, depreciation that was not previously recognized in 2011 was recognized in Q4/11. Additionally, T-Mobile USA recognized an impairment loss on goodwill of EUR 2,297mn in Q4/11 and an impairment loss on goodwill, intangible assets and property, plant and equipment of 10,589mn in Q3/12.

United States.

EBITDA reconciliation.

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue		**3.683**	**3.848**	**14.811**	**3.847**	**3.816**	**3.915**	**6,3**	**10.963**	**11.578**	**5,6**
Profit (loss) from operations = EBIT	1	976	(2.955)	(710)	344	396	(10.108)	n.a.	2.245	(9.368)	n.a.
- Depreciation, amortization and impairment losses	1	0	(3.944)	(4.407)	(561)	(640)	(11.241)	n.a.	(463)	(12.442)	n.a.
= EBITDA		**976**	**989**	**3.697**	**905**	**1.036**	**1.133**	**16,1**	**2.708**	**3.074**	**13,5**
EBITDA margin		26,5	25,7	25,0	23,5	27,1	28,9	2,4p	24,7	26,6	1,9p
- Special factors affecting EBITDA		(49)	(54)	(134)	(78)	(22)	139	n.a.	(80)	39	n.a.
= EBITDA adjusted for special factors		**1.025**	**1.043**	**3.831**	**983**	**1.058**	**994**	**(3,0)**	**2.788**	**3.035**	**8,9**
EBITDA margin (adjusted for special factors)		27,8	27,1	25,9	25,6	27,7	25,4	(2,4p)	25,4	26,2	0,8p

Special factors.

millions of €		Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	Q1-Q3/11	Q1-Q3/12
Effects on EBITDA		**(49)**	**(54)**	**(134)**	**(78)**	**(22)**	**139**	**(80)**	**39**
- of which personnel		(48)	(38)	(116)	(41)	(31)	(3)	(78)	(75)
- of which other		(1)	(16)	(18)	(37)	9	142	(2)	114
Effects on profit (loss) from operations = EBIT		**(49)**	**(2.351)**	**(2.431)**	**(78)**	**(22)**	**(10.450)**	**(80)**	**(10.550)**
- of which personnel		(48)	(38)	(116)	(41)	(31)	(3)	(78)	(75)
- of which other		(1)	(2.313)	(2.315)	(37)	9	(10.447)	(2)	(10.475)

1 Adjusted by excluding depreciation of EUR 66mn in Q1/11, EUR 516mn in Q2/11 and EUR 509mn in Q3/11 due to the pending sale of T-Mobile USA to AT&T that was announced March 2011. As of this announcement, non-current assets were classified as held-for-sale and the depreciation of these assets was discontinued for accounting purposes. In December 2011, AT&T's acquisition of T-Mobile USA was terminated and T-Mobile USA was no longer categorized as discontinued operations. As a result, depreciation that was not previously recognized in 2011 was recognized in Q4/11. Additionally, T-Mobile USA recognized an impairment loss on goodwill of EUR 2,297mn in Q4/11 and an impairment loss on goodwill, intangible assets and property, plant and equipment of 10,589mn in Q3/12.

United States.

Operational.

		Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Customers (end of period)	('000)		**33.711**	**33.186**	**33.186**	**33.373**	**33.168**	**33.327**	**(1,1)**	**33.711**	**33.327**	**(1,1)**
Branded contract	('000)		23.074	22.367	22.367	21.857	21.300	20.809	(9,8)	23.074	20.809	(9,8)
Machine-to-machine	('000)		2.524	2.430	2.430	2.692	2.787	2.954	17,0	2.524	2.954	17,0
- Contract	('000)		**25.598**	**24.797**	**24.797**	**24.549**	**24.087**	**23.763**	**(7,2)**	**25.598**	**23.763**	**(7,2)**
Branded prepaid	('000)		4.599	4.819	4.819	5.068	5.295	5.659	23,0	4.599	5.659	23,0
MVNO	('000)		3.514	3.570	3.570	3.756	3.786	3.905	11,1	3.514	3.905	11,1
- Prepaid	('000)		**8.113**	**8.389**	**8.389**	**8.824**	**9.081**	**9.564**	**17,9**	**8.113**	**9.564**	**17,9**
Net adds	('000)		**126**	**(526)**	**(549)**	**187**	**(205)**	**160**	**27,0**	**(24)**	**141**	**n.a.**
Branded contract	('000)		(389)	(706)	(2.206)	(510)	(557)	(492)	26,5	(1.500)	(1.559)	3,9
Machine-to-machine	('000)		204	(95)	556	262	95	168	(17,6)	652	525	(19,5)
- Contract	('000)		**(186)**	**(802)**	**(1.650)**	**(248)**	**(462)**	**(324)**	**74,2**	**(849)**	**(1.034)**	**21,8**
Branded prepaid	('000)		254	220	321	249	227	365	43,7	101	840	n.a.
MVNO	('000)		57	56	780	187	30	119	n.a.	724	335	(53,7)
- Prepaid	('000)		**312**	**276**	**1.101**	**436**	**257**	**483**	**54,8**	**825**	**1.175**	**42,4**
Average monthly churn	(%)		**3,5**	**4,0**	**3,6**	**3,3**	**3,2**	**3,4**	**(0,1p)**	**3,4**	**3,3**	**(0,1p)**
- Contract	(%)		2,4	3,1	2,6	2,3	2,2	2,3	(0,1p)	2,4	2,3	(0,1p)
Total revenues	(€ million)		**3.683**	**3.848**	**14.811**	**3.847**	**3.816**	**3.915**	**6,3**	**10.963**	**11.578**	**5,6**
Service revenue	(€ million)	1	3.202	3.274	12.960	3.287	3.326	3.314	3,5	9.686	9.927	2,5
EBITDA (adjusted for special factors)	(€ million)		**1.025**	**1.043**	**3.831**	**983**	**1.058**	**994**	**(3,0)**	**2.788**	**3.035**	**8,9**
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(%)		27,8	27,1	25,9	25,6	27,7	25,4	(2,4p)	25,4	26,2	0,8p
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(%)		32,0	31,9	29,6	29,9	31,8	30,0	(2,0p)	28,8	30,6	1,8p
SAC per gross add	(€)		**64**	**70**	**78**	**63**	**56**	**55**	**(14,1)**	**81**	**58**	**(28,4)**
- Contract	(€)		132	141	160	122	115	116	(12,1)	166	118	(28,9)
- Prepaid	(€)		11	16	12	20	20	18	63,6	10	20	100,0
SRC per retained customer	(€)		**33**	**40**	**47**	**55**	**60**	**60**	**81,8**	**49**	**58**	**18,4**
ARPU	(€)		**32**	**33**	**32**	**33**	**33**	**33**	**3,1**	**32**	**33**	**3,1**
- Contract	(€)		37	39	38	39	40	40	8,1	38	40	5,3
- Prepaid	(€)		14	14	13	15	16	16	14,3	13	16	23,1
Non-Voice % of ARPU	(%)		**31**	**32**	**31**	**33**	**33**	**34**	**3,0p**	**30**	**33**	**3,0p**
MOU per customer	(min)		**906**	**901**	**911**	**895**	**882**	**866**	**(4,4)**	**914**	**881**	**(3,6)**
- Contract	(min)		986	970	990	949	922	899	(8,8)	996	923	(7,3)
Cash capex	(€ million)		**527**	**413**	**1.963**	**571**	**425**	**865**	**64,1**	**1.550**	**1.861**	**20,1**
Cash contribution	(€ million)		**449**	**576**	**1.734**	**334**	**611**	**268**	**(40,3)**	**1.158**	**1.213**	**4,7**
Cash capex (adjusted for special factors)	(€ million)	2	**523**	**408**	**1.948**	**568**	**420**	**573**	**9,6**	**1.540**	**1.561**	**1,4**
Cash contribution (adjusted for special factors)	(€ million)	2	**502**	**635**	**1.883**	**415**	**638**	**421**	**(16,1)**	**1.248**	**1.474**	**18,1**

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

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

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

United States.

Operational in US-$.

		Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Customers (end of period)	('000)		**33.711**	**33.186**	**33.186**	**33.373**	**33.168**	**33.327**	**(1,1)**	**33.711**	**33.327**	**(1,1)**
Branded contract	('000)		23.074	22.367	22.367	21.857	21.300	20.809	(9,8)	23.074	20.809	(9,8)
Machine-to-machine	('000)		2.524	2.430	2.430	2.692	2.787	2.954	17,0	2.524	2.954	17,0
- Contract	('000)		**25.598**	**24.797**	**24.797**	**24.549**	**24.087**	**23.763**	**(7,2)**	**25.598**	**23.763**	**(7,2)**
Branded prepaid	('000)		4.599	4.819	4.819	5.068	5.295	5.659	23,0	4.599	5.659	23,0
MVNO	('000)		3.514	3.570	3.570	3.756	3.786	3.905	11,1	3.514	3.905	11,1
- Prepaid	('000)		**8.113**	**8.389**	**8.389**	**8.824**	**9.081**	**9.564**	**17,9**	**8.113**	**9.564**	**17,9**
Net adds	('000)		**126**	**(526)**	**(549)**	**187**	**(205)**	**160**	**27,0**	**(24)**	**141**	**n.a.**
Branded contract	('000)		(389)	(706)	(2.206)	(510)	(557)	(492)	26,5	(1.500)	(1.559)	3,9
Machine-to-machine	('000)		204	(95)	556	262	95	168	(17,6)	652	525	(19,5)
- Contract	('000)		**(186)**	**(802)**	**(1.650)**	**(248)**	**(462)**	**(324)**	**74,2**	**(849)**	**(1.034)**	**21,8**
Branded prepaid	('000)		254	220	321	249	227	365	43,7	101	840	n.a.
MVNO	('000)		57	56	780	187	30	119	n.a.	724	335	(53,7)
- Prepaid	('000)		**312**	**276**	**1.101**	**436**	**257**	**483**	**54,8**	**825**	**1.175**	**42,4**
Average monthly churn	(%)		**3,5**	**4,0**	**3,6**	**3,3**	**3,2**	**3,4**	**(0,1p)**	**3,4**	**3,3**	**(0,1p)**
- Contract	(%)		2,4	3,1	2,6	2,3	2,2	2,3	(0,1p)	2,4	2,3	(0,1p)
Total revenues	(USD million)		**5.206**	**5.185**	**20.604**	**5.044**	**4.894**	**4.897**	**(5,9)**	**15.419**	**14.835**	**(3,8)**
Service revenue	(USD million)	1	4.525	4.413	18.037	4.309	4.266	4.146	(8,4)	13.624	12.721	(6,6)
EBITDA (adjusted for special factors)	(USD million)		**1.450**	**1.406**	**5.332**	**1.289**	**1.356**	**1.244**	**(14,2)**	**3.926**	**3.889**	**(0,9)**
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(USD million)		27,8	27,1	25,9	25,6	27,7	25,4	(2,4p)	25,4	26,2	0,8p
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(USD million)		32,0	31,9	29,6	29,9	31,8	30,0	(2,0p)	28,8	30,6	1,8p
SAC per gross add	(USD)		**91**	**95**	**109**	**83**	**72**	**68**	**(25,3)**	**113**	**75**	**(33,6)**
- Contract	(USD)		186	190	223	160	147	146	(21,5)	234	151	(35,5)
- Prepaid	(USD)		16	21	16	27	26	23	43,8	14	25	78,6
SRC per retained customer	(USD)		**47**	**54**	**65**	**72**	**76**	**75**	**59,6**	**69**	**74**	**7,2**
ARPU	(USD)		**45**	**44**	**45**	**43**	**43**	**42**	**(6,7)**	**45**	**43**	**(4,4)**
- Contract	(USD)		53	52	53	52	51	50	(5,7)	53	51	(3,8)
- Prepaid	(USD)		19	19	18	19	21	21	10,5	18	20	11,1
Non-Voice % of ARPU	(%)		**31**	**32**	**31**	**33**	**33**	**34**	**3,0p**	**30**	**33**	**3,0p**
MOU per customer	(min)		**906**	**901**	**911**	**895**	**882**	**866**	**(4,4)**	**914**	**881**	**(3,6)**
- Contract	(min)		986	970	990	949	922	899	(8,8)	996	923	(7,3)
Cash capex	(USD million)		**745**	**556**	**2.735**	**749**	**545**	**1.082**	**45,2**	**2.179**	**2.376**	**9,0**
Cash contribution	(USD million)		**705**	**850**	**2.597**	**540**	**811**	**162**	**(77,0)**	**1.747**	**1.513**	**(13,4)**
Cash capex (adjusted for special factors)	(USD million)	**2**	**738**	**550**	**2.714**	**745**	**539**	**715**	**(3,1)**	**2.164**	**1.999**	**(7,6)**
Cash contribution (adjusted for special factors)	(USD million)	**2**	**712**	**856**	**2.618**	**544**	**817**	**529**	**(25,7)**	**1.762**	**1.890**	**7,3**

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

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

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

USA.

T-Mobile USA.

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

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

1 Two-year contract required.
2 All plans include unlimited nationwide T-Mobile to T-Mobile calling.
3 All plans include unlimited nights and weekends.
4 Text plans include unlimited nationwide text, picture and video messaging.
5 Web plans include overage-free data with nationwide Web and e-mail access.
For unlimited data plans, full speeds available up to monthly allotment, then slowed up to 2G speeds for rest of billing cycle.
6 Talk plans with limited Whenever Minutes - overage charge of $0.45/minute.
7 On-network and domestic roaming data allotments differ: 2 GB full-speed & Unlimited 4G plans include 50 MB roaming; 5 GB full-speed plan includes 100 MB roaming; and 10 GB full-speed plan includes 200 MB roaming.
8 No caps, limits or overages. Plan does not permit Smartphone Mobile HotSpot capability
9 5 GB full-speed & 10 GB full-speed plans include Smartphone Mobile HotSpot capability.

Data Plan Add-On to Talk & Text Plans[1,2,3]	Value	Classic
Simple (200 MB of full speed internet included, overage at $0.10/MB)	$5,00	$10,00

1 Stand-alone data plans not available.
2 On-network and domestic roaming data allotments differ: 200 MB full-speed data feature includes 10 MB roaming.
3 Classic plan smartphone customers must have a 2GB or higher data plan during their 2 year contract; once 2 year contract is complete, Classic plan customers may change their data plan to the 200 MB option.
All prices reflect monthly recurring charges; taxes and fees additional. Web plans provide access to data; capable device required to achieve 4G speeds.

USA.

T-Mobile USA.

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

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

1 Two-year contract required.
2 All plans include unlimited nationwide T-Mobile to T-Mobile calling.
3 All plans include unlimited nights and weekends.
4 Each family plan price includes two lines.
5 Text plans include unlimited nationwide text, picture and video messaging.
6 Web plan include overage-free data nationwide Web and email access. For unlimited data plans full speeds available up to monthly allotment, then slowed up to 2G speed for rest of billing cycle.
7 On-network and domestic roaming data allotments differ: 2 GB full-speed & Unlimited 4G plans include 50 MB roaming; 5 GB full-speed plan includes 100 MB roaming; and 10 GB full-speed plan includes 200 MB roaming.
8 Talk plans with limited Whenever Minutes - overage charge of $0.45/minute.
9 Whenever Minutes are shared by the first 2 lines.
10 No caps, speed limits or overages. Plan does not permit Smartphone Mobile HotSpot capability
11 5 GB full-speed & 10 GB full-speed plans include Smartphone Mobile HotSpot capability.

Adding a line to the family plan Whenever Minutes (Talk) [1,2]	Classic	Value
Unlimited (only available with Unlimited plans)	$30,00	$25,00
500 (only available with Unlimited plans)	$10,00	$5,00
Add a Line shares existing Whenever Minutes (only available with limited minute plans)	$10,00	$5,00

1 All family plans with unlimited text provide unlimited text for all additional lines.
2 Talk plans with limited Whenever Minutes - overage charge of $0.45/minute.

Data Plan Add-on to Talk and Text plans [1,2,3,4]	Value	Classic
Unlimited - Ultra (up to 10 GB of high speed data)	$55,00	$65,00
Unlimited - Premium (up to 5 GB of high speed data)	$25,00	$35,00
Unlimited Nationwide 4G (unlimited high speed data) [5]	$20,00	$30,00
Unlimited - Plus (up to 2 GB of high-speed data)	$10,00	$20,00
Simple (200 MB of full speed internet included per line, overage at $0.10/MB)	$5,00	$10,00

1 Adding data for additional lines requires add-a-line talk plan; stand-alone data plans not available.
2 For unlimited data plans, full speeds available up to monthly allotment, then slowed up to 2G speeds for rest of billing cycle.
3 On-network and domestic roaming data allotments differ: 200 MB full-speed plan includes 10 MB roaming; 2 GB full-speed & Unlimited 4G plans include 50 MB roaming; 5 GB full-speed plan includes 100 MB roaming; and 10 GB full-speed plan includes 200 MB roaming.
4 Classic plan smartphone customers must have a 2GB or higher data plan during their 2 year contract; once 2 year contract is complete, Classic plan customers may change their data plan to the 200 MB option.
5 No caps, speed limits or overages.

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

USA.

T-Mobile USA.

Monthly4G [1,2,3,4]	Talk	Text	Web
100 (minutes and first 5GB at up to 4G speeds)[5,6]	$30,00	Unlimited	Unlimited
1500 (minutes or messages)[7]	$30,00		30 MB
Unlimited (talk, text and first 100MB at up to 4G speeds)	$50,00	Unlimited	Unlimited
Unlimited (talk, text and first 2GB at up to 4G speeds)	$60,00	Unlimited	Unlimited
Unlimited (talk, text and first 5GB at up to 4G speeds)	$70,00	Unlimited	Unlimited

1 No annual contract required.
2 Unlimited text plans include unlimited nationwide text, picture and video messaging
3 For unlimited plans, full speeds available up to monthly allotment, then slowed up to 2G speeds
4 Features available for 30 days.
5 Plan available exclusively in Walmart stores, at www.Walmart.com and at www.T-Mobile.com
6 Plan includes 100 minutes; additional charge of 10 cents per minute after the first 100 minutes
7 Use any combination of minutes and messages up to 1500

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

1 Unlimited calls while on T-Mobile's network to landlines in over 50 countries, unlimited texting to any mobile phone in over 200 countries, and discounted calling to landlines and mobile phones in over 150 countries.
2 Includes access to BlackBerry email, BlackBerry Messenger, and BlackBerry App World for your BlackBerry device. Does not include BES access.
3 Qualifying plan required. Plan data allotment applies. Use of connected devices subject to T-Mobile's Terms and Conditions.

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

USA.

T-Mobile USA.

Value Plans[1,2,3] Mobile Broadband Plans	Pricing[1]	Hotspot Access[4]
Overage-free Plus (2 GB mobile broadband data)	$29,99	Included
Overage-free Plus (2 GB mobile broadband data with $10 discount avail. when added to a voice line of service)	$19,99	Included
Overage-free Premium (5 GB mobile broadband data)	$39,99	Included
Overage-free Premium (5 GB mobile broadband data with $10 discount avail. when added to a voice line of service)	$29,99	Included
Overage-free Ultra (10 GB mobile broadband data)	$69,99	Included
Overage-free Ultra (10 GB mobile broadband data with $10 discount avail. when added to a voice line of service)	$59,99	Included

1 Prices reflect monthly recurring charges; taxes and fees additional
2 No overage charges. After data allotment used, speeds slowed up to 2G speeds for rest of billing cycle.
3 $10 discount available when added to a postpaid voice line of service with T-Mobile on the same account.
4 Plan data allotment applies. Use of connected devices subject to T-Mobile's Terms and Conditions

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

Classic Plans[1,2,3] Mobile Broadband Plans	Pricing[1]	Hotspot Access[4]
Overage-Free Plus (2 GB mobile broadband data)	$39,99	Included
Overage-free Plus (2 GB mobile broadband data with $10 discount avail. when added to a voice line of service)	$29,99	Included
Overage-Free Premium (5 GB mobile broadband data)	$49,99	Included
Overage-free Premium (5 GB mobile broadband data with $10 discount avail. when added to a voice line of service)	$39,99	Included
Overage-Free Ultra (10 GB mobile broadband data)	$79,99	Included
Overage-free Ultra (10 GB mobile broadband data with $10 discount avail. when added to a voice line of service)	$69,99	Included

1 Prices reflect monthly recurring charges; taxes and fees additional
2 No overage charges. After data allotment used, speeds slowed up to 2G speeds for rest of billing cycle.
3 $10 discount available when added to a postpaid voice line of service with T-Mobile on the same accoun
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Capable device required to achieve 4G speeds.

Notes.

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Financials (adjusted for special factors).

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue	**1**	**3.877**	**3.777**	**15.150**	**3.575**	**3.584**	**3.654**	**(5,8)**	**11.373**	**10.813**	**(4,9)**
Net revenue		**3.699**	**3.600**	**14.457**	**3.400**	**3.416**	**3.479**	**(5,9)**	**10.857**	**10.295**	**(5,2)**
EBITDA	**2**	**1.388**	**1.311**	**5.241**	**1.173**	**1.200**	**1.328**	**(4,3)**	**3.930**	**3.701**	**(5,8)**
EBITDA margin (EBITDA / total revenue) %		35,8	34,7	34,6	32,8	33,5	36,3	0,5p	34,6	34,2	(0,4p)
Depreciation, amortization and impairment losses		(800)	(794)	(3.175)	(717)	(703)	(707)	11,6	(2.381)	(2.127)	10,7
Profit (loss) from operations = EBIT	3	588	517	2.066	456	497	621	5,6	1.549	1.574	1,6
Cash capex	**4**	**374**	**482**	**1.724**	**465**	**286**	**329**	**(12,0)**	**1.242**	**1.080**	**(13,0)**
Cash contribution		**1.014**	**829**	**3.517**	**708**	**914**	**999**	**(1,5)**	**2.688**	**2.621**	**(2,5)**

Financials (as reported).

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue		**3.873**	**3.772**	**15.124**	**3.575**	**3.584**	**3.654**	**(5,7)**	**11.352**	**10.813**	**(4,7)**
Net revenue		**3.695**	**3.595**	**14.431**	**3.400**	**3.416**	**3.479**	**(5,8)**	**10.836**	**10.295**	**(5,0)**
EBITDA		**1.351**	**1.233**	**4.995**	**1.167**	**1.168**	**1.324**	**(2,0)**	**3.762**	**3.659**	**(2,7)**
EBITDA margin (EBITDA / total revenue) %		34,9	32,7	33,0	32,6	32,6	36,2	1,3p	33,1	33,8	0,7p
Depreciation, amortization and impairment losses		(800)	(1.834)	(4.215)	(717)	(706)	(707)	11,6	(2.381)	(2.130)	10,5
Profit (loss) from operations = EBIT		551	(601)	780	450	462	617	12,0	1.381	1.529	10,7
Cash capex		**437**	**565**	**1.870**	**505**	**287**	**328**	**(24,9)**	**1.305**	**1.120**	**(14,2)**
Cash contribution		**914**	**668**	**3.125**	**662**	**881**	**996**	**9,0**	**2.457**	**2.539**	**3,3**

1 Special factors affecting Total Revenue: EUR 12mn in Q1/11, EUR 5mn in Q2/11, EUR 4mn in Q3/11 and EUR 5mn in Q4/11.

2 Special factors affecting EBITDA: EUR 60mn in Q1/11, EUR 71mn in Q2/11, EUR 37mn in Q3/11, EUR 78mn in Q4/11, EUR 6mn in Q1/12, EUR 32mn in Q2/12 and EUR 4mn in Q3/12.

3 Special factors affecting EBIT: EUR 61mn in Q1/11 (thereof EUR 60mn resulting from EBITDA), EUR 70mn in Q2/11 (thereof EUR 71mn resulting from EBITDA), EUR 37mn in Q3/11 (thereof EUR 37mn resulting from EBITDA), EUR 1.118mn in Q4/11 (thereof EUR 78mn resulting from EBITDA), EUR 6mn in Q1/12 (thereof EUR 6mn resulting from EBITDA), EUR 35mn in Q2/12 (thereof EUR 32mn resulting from EBITDA) and EUR 4mn in Q3/12 (thereof EUR 4mn resulting from EBITDA).

4 Excluding payments for spectrum licences: EUR 48mn in Q3/11 at Slovakia, EUR 15mn in Q3/11 at Albania, EUR 83mn in Q4/11 at Greece, EUR 37mn in Q1/12 at Hungary, EUR 2mn in Q1/12 at Slovakia, EUR 1mn in Q1/12 at Montenegro and EUR 1mn in Q2/12 at Romania.

Europe.

EBITDA Reconciliation.

millions of €		Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue			**3.873**	**3.772**	**15.124**	**3.575**	**3.584**	**3.654**	**(5,7)**	**11.352**	**10.813**	**(4,7)**
Total revenue adjusted for special factors		**1**	**3.877**	**3.777**	**15.150**	**3.575**	**3.584**	**3.654**	**(5,8)**	**11.373**	**10.813**	**(4,9)**
Profit (loss) from operations = EBIT			551	(601)	780	450	462	617	12,0	1.381	1.529	10,7
- Depreciation, amortization and impairment losses			(800)	(1.834)	(4.215)	(717)	(706)	(707)	11,6	(2.381)	(2.130)	10,5
= EBITDA			**1.351**	**1.233**	**4.995**	**1.167**	**1.168**	**1.324**	**(2,0)**	**3.762**	**3.659**	**(2,7)**
EBITDA margin	%		34,9	32,7	33,0	32,6	32,6	36,2	1,3p	33,1	33,8	0,7p
- Special factors affecting EBITDA			(37)	(78)	(246)	(6)	(32)	(4)	89,2	(168)	(42)	75,0
= EBITDA adjusted for special factors			**1.388**	**1.311**	**5.241**	**1.173**	**1.200**	**1.328**	**(4,3)**	**3.930**	**3.701**	**(5,8)**
EBITDA margin (adjusted for special factors)	%		35,8	34,7	34,6	32,8	33,5	36,3	0,5p	34,6	34,2	(0,4p)

Special factors

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	Q1-Q3/11	Q1-Q3/12
Effects on EBITDA		**(37)**	**(78)**	**(246)**	**(6)**	**(32)**	**(4)**	**(168)**	**(42)**
- of which personnel		(3)	(62)	(132)	(1)	(4)	(4)	(70)	(9)
- of which other		(34)	(16)	(114)	(5)	(28)	0	(98)	(33)
Effects on profit (loss) from operations = EBIT		**(37)**	**(1.118)**	**(1.286)**	**(6)**	**(35)**	**(4)**	**(168)**	**(45)**
- of which personnel		(3)	(62)	(132)	(1)	(4)	(4)	(70)	(9)
- of which other	2	(34)	(1.056)	(1.154)	(5)	(31)	0	(98)	(36)

1 Special factors affecting Total Revenue: EUR 12mn in Q1/11, EUR 5mn in Q2/11, EUR 4mn in Q3/11 and EUR 5mn in Q4/11.

2 Impairment: Greece Fixed EUR 135mn in Q4/11, Greece Mobile EUR 438mn in Q4/11, Romania Fixed EUR 244mn in Q4/11, Bulgaria Mobile EUR 130mn in Q4/11, Macedonia Fixed EUR 44mn in Q4/11 and Macedonia Mobile EUR 48mn.

Europe.

Customer Summary.

'000	Note	Q3/11	Q4/11	Q1/12	Q2/12	Q3/12	y.o.y. %
Greece							
- Fixed network Access Lines		3.433	3.317	3.219	3.137	3.078	(10,3)
- Broadband Access Lines		1.136	1.126	1.120	1.136	1.170	3,0
- Mobile Customers		7.873	7.885	7.862	7.856	7.778	(1,2)
Romania							
- Fixed network Access Lines		2.523	2.487	2.428	2.485	2.443	(3,2)
- Broadband Access Lines		1.052	1.078	1.100	1.104	1.114	5,9
- Mobile Customers	1	6.540	6.499	6.407	6.510	6.470	(1,1)
Hungary							
- Fixed network Access Lines		1.506	1.486	1.462	1.439	1.419	(5,8)
- Broadband Access Lines		832	848	855	864	868	4,3
- Mobile Customers		4.790	4.817	4.815	4.821	4.820	0,6
Poland							
- Mobile Customers	2	13.406	14.161	14.512	15.048	15.575	16,2
Czech Republic							
- Fixed network Access Lines		93	100	103	105	105	12,9
- Broadband Access Lines		93	100	103	105	105	12,9
- Mobile Customers		5.399	5.381	5.354	5.377	5.415	0,3
Croatia							
- Fixed network Access Lines		1.395	1.387	1.367	1.342	1.322	(5,2)
- Broadband Access Lines		648	651	654	652	652	0,6
- Mobile Customers	3	2.485	2.418	2.350	2.378	2.443	(1,7)
Netherlands							
- Fixed network Access Lines		297	294	291	290	288	(3,0)
- Broadband Access Lines		287	284	282	281	280	(2,4)
- Mobile Customers		4.935	4.909	4.856	4.744	4.761	(3,5)
Slovakia							
- Fixed network Access Lines		1.029	1.021	1.009	993	977	(5,1)
- Broadband Access Lines		457	464	468	470	473	3,5
- Mobile Customers		2.318	2.326	2.312	2.325	2.313	(0,2)
Austria							
- Mobile Customers		3.934	4.060	4.069	4.069	4.076	3,6
Bulgaria							
- Mobile Customers		4.166	4.265	4.359	4.357	4.441	6,6
Other							
- Fixed network Access Lines		476	471	461	457	457	(4,0)
- Broadband Access Lines		230	239	239	243	249	8,3
- Mobile Customers		3.621	3.573	3.311	3.329	3.445	(4,9)
Total							
- Fixed network Access Lines		10.751	10.563	10.339	10.248	10.089	(6,2)
- Broadband Access Lines Retail		4.530	4.588	4.614	4.642	4.688	3,5
- Wholesale Bundled Access Lines		156	153	153	154	155	(0,6)
- Wholesale Unbundled Access Lines		48	50	54	60	67	39,6
- Mobile Customers		59.467	60.293	60.208	60.814	61.536	3,5

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

2 Mobile Customer figures and related KPIs (Net Adds, churn etc.) affected by a change in T-Mobile PL's prepaid churn policy as of September 2011 with an effect of +1,0 mn prepaid customers in 2011 and +1,5 mn prepaid customers in Q1-Q3/12.

3 Customer figures and related KPIs (Net Adds, churn, ARPU etc.) affected by a change in T-Mobile HR's prepaid churn policy as of Q3/11 with an effect of -479 thsd. customers.

Greece.

Financials (adjusted for special factors).

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue		**930**	**867**	**3.546**	**819**	**828**	**825**	**(11,3)**	**2.679**	**2.472**	**(7,7)**
-of which Fixed network		534	516	2.103	484	480	477	(10,7)	1.587	1.441	(9,2)
-of which Mobile communications		450	404	1.648	381	388	398	(11,6)	1.244	1.167	(6,2)
EBITDA	**1**	**349**	**321**	**1.300**	**309**	**301**	**310**	**(11,2)**	**979**	**920**	**(6,0)**
-of which Fixed network		157	160	613	151	127	131	(16,6)	453	409	(9,7)
-of which Mobile communications		186	142	632	153	161	163	(12,4)	490	477	(2,7)
EBITDA margin (EBITDA / total revenue) %		**37,5**	**37,0**	**36,7**	**37,7**	**36,4**	**37,6**	**0,1p**	**36,5**	**37,2**	**0,7p**
-of which Fixed network %		29,4	31,0	29,1	31,2	26,5	27,5	(1,9p)	28,5	28,4	(0,1p)
-of which Mobile communications %		41,3	35,1	38,3	40,2	41,5	41,0	(0,3p)	39,4	40,9	1,5p
Cash capex (as reported)		**101**	**199**	**478**	**53**	**60**	**74**	**(26,7)**	**279**	**187**	**(33,0)**
-of which Fixed network		43	60	190	22	32	36	(16,3)	130	90	(30,8)
-of which Mobile communications		57	134	276	30	28	37	(35,1)	142	95	(33,1)
Cash contribution		**248**	**122**	**822**	**256**	**241**	**236**	**(4,8)**	**700**	**733**	**4,7**
-of which Fixed network		114	100	423	129	95	95	(16,7)	323	319	(1,2)
-of which Mobile communications		129	8	356	123	133	126	(2,3)	348	382	9,8

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

Greece.

Operational.

		Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Fixed network (end of period)												
Fixed network access lines	('000)		3.433	3.317	3.317	3.219	3.137	3.078	(10,3)	3.433	3.078	(10,3)
Broadband retail access lines	('000)		1.104	1.096	1.096	1.092	1.111	1.145	3,7	1.104	1.145	3,7
IPTV	('000)		55	50	50	46	42	44	(20,0)	55	44	(20,0)
Wholesale bundled access lines	('000)		32	30	30	28	25	25	(21,9)	32	25	(21,9)
ULLs	('000)		1.550	1.642	1.642	1.691	1.731	1.738	12,1	1.550	1.738	12,1
Wholesale unbundled access lines	('000)		0	0	0	0	0	0	n.a.	0	0	n.a.
Mobile communications (end of period)												
Service revenue	(€ million)		382	331	1.381	323	333	334	(12,6)	1.050	990	(5,7)
Customers	('000)		**7.873**	**7.885**	**7.885**	**7.862**	**7.856**	**7.778**	**(1,2)**	**7.873**	**7.778**	**(1,2)**
- contract	('000)		2.319	2.321	2.321	2.292	2.286	2.293	(1,1)	2.319	2.293	(1,1)
- prepaid	('000)		5.555	5.564	5.564	5.570	5.570	5.485	(1,3)	5.555	5.485	(1,3)
Net Adds	('000)		**141**	**11**	**(106)**	**(22)**	**(6)**	**(79)**	**n.a.**	**(117)**	**(107)**	**8,5**
- contract	('000)		42	2	9	(29)	(6)	7	(83,3)	7	(28)	n.a.
- prepaid	('000)		98	9	(115)	6	0	(85)	n.a.	(124)	(79)	36,3
Average monthly churn	(%)		**2,0**	**2,0**	**2,3**	**1,9**	**1,9**	**2,4**	**0,4p**	**2,3**	**2,0**	**(0,3p)**
- contract	(%)		1,6	2,1	1,9	1,9	2,0	1,7	0,1p	1,8	1,8	0,0p
SAC per gross add	(€)		**25**	**24**	**27**	**22**	**20**	**19**	**(24,0)**	**28**	**20**	**(28,6)**
- contract	(€)		93	72	90	68	63	67	(28,0)	96	66	(31,3)
- prepaid	(€)		3	3	3	2	3	2	(33,3)	3	2	(33,3)
SRC per retained customer	(€)		**59**	**57**	**55**	**55**	**50**	**51**	**(13,6)**	**54**	**52**	**(3,7)**
ARPU	(€)		**16**	**14**	**15**	**14**	**14**	**14**	**(12,5)**	**15**	**14**	**(6,7)**
- contract	(€)		36	32	34	31	32	33	(8,3)	34	32	(5,9)
- prepaid	(€)		8	7	7	6	7	7	(12,5)	7	7	0,0
non-voice % of ARPU	(%)		**18**	**19**	**19**	**18**	**18**	**18**	**0p**	**19**	**18**	**(1p)**
MOU per customer	(min)		**294**	**283**	**294**	**275**	**286**	**284**	**(3,4)**	**298**	**282**	**(5,4)**
- contract	(min)		362	359	344	368	398	409	13,0	339	392	15,6

Romania.

Financials (adjusted for special factors).

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue	**1**	**272**	**278**	**1.086**	**264**	**260**	**260**	**(4,4)**	**808**	**784**	**(3,0)**
-of which Fixed network		164	168	669	160	156	154	(6,1)	501	470	(6,2)
-of which Mobile communications		119	125	466	116	115	118	(0,8)	341	349	2,3
EBITDA	**2**	**72**	**73**	**274**	**69**	**69**	**78**	**8,3**	**201**	**216**	**7,5**
-of which Fixed network		41	43	172	41	40	45	9,8	129	126	(2,3)
-of which Mobile communications		30	30	101	27	28	35	16,7	71	90	26,8
EBITDA margin (EBITDA / total revenue) %		**26,5**	**26,3**	**25,2**	**26,1**	**26,5**	**30,0**	**3,5p**	**24,9**	**27,6**	**2,7p**
-of which Fixed network %		25,0	25,6	25,7	25,6	25,6	29,2	4,2p	25,7	26,8	1,1p
-of which Mobile communications %		25,2	24,0	21,7	23,3	24,3	29,7	4,5p	20,8	25,8	5,0p
Cash capex (as reported)		**34**	**30**	**148**	**47**	**28**	**14**	**(58,8)**	**118**	**89**	**(24,6)**
-of which Fixed network		19	17	85	17	12	9	(52,6)	68	38	(44,1)
-of which Mobile communications		15	13	63	30	16	5	(66,7)	50	51	2,0
Cash contribution		**38**	**43**	**126**	**22**	**41**	**64**	**68,4**	**83**	**127**	**53,0**
-of which Fixed network		22	26	87	24	28	36	63,6	61	88	44,3
-of which Mobile communications		15	17	38	(3)	12	30	100,0	21	39	85,7

1 Special factors affecting Total revenue: EUR 5mn in Q2/11, EUR 4mn in Q3/11 and EUR 5mn in Q4/11.

2 Special factors affecting EBITDA: EUR 20mn in Q1/11, EUR 16mn in Q2/11, EUR 5mn in Q3/11 and EUR 11mn in Q4/11.

Romania.

Operational.

		Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Fixed network (end of period)												
Fixed network access lines	('000)		2.523	2.487	2.487	2.428	2.485	2.443	(3,2)	2.523	2.443	(3,2)
Broadband retail access lines	('000)		1.052	1.078	1.078	1.100	1.104	1.114	5,9	1.052	1.114	5,9
IPTV	('000)		29	29	29	31	35	37	27,6	29	37	27,6
Wholesale bundled access lines	('000)		0	0	0	0	0	0	n.a.	0	0	n.a.
ULLs	('000)		1	1	1	1	1	0	(100,0)	1	0	(100,0)
Wholesale unbundled access lines	('000)		0	0	0	0	0	0	n.a.	0	0	n.a.
Mobile communications (end of period)												
Service revenue	(€ million)		103	102	397	98	96	96	(6,8)	295	290	(1,7)
Customers	('000)		**6.540**	**6.499**	**6.499**	**6.407**	**6.510**	**6.470**	**(1,1)**	**6.540**	**6.470**	**(1,1)**
- contract	('000)	1	1.488	1.500	1.500	1.501	1.605	1.626	9,3	1.488	1.626	9,3
- prepaid	('000)		5.052	4.998	4.998	4.907	4.904	4.845	(4,1)	5.052	4.845	(4,1)
Net Adds	('000)		**(55)**	**(41)**	**(351)**	**(92)**	**103**	**(39)**	**29,1**	**(309)**	**(28)**	**90,9**
- contract	('000)	1	(3)	12	(3)	0	105	20	n.a.	(15)	125	n.a.
- prepaid	('000)		(53)	(54)	(348)	(92)	(2)	(60)	(13,2)	(294)	(154)	47,6
Average monthly churn	(%)		**4,0**	**3,7**	**3,8**	**3,5**	**3,2**	**3,8**	**(0,2p)**	**3,9**	**3,5**	**(0,4p)**
- contract	(%)	1	1,9	1,8	1,9	1,8	1,6	1,5	(0,4p)	1,9	1,6	(0,3p)
SAC per gross add	(€)		**6**	**17**	**10**	**10**	**9**	**9**	**50,0**	**7**	**10**	**42,9**
- contract	(€)		42	106	67	64	57	67	59,5	52	63	21,2
- prepaid	(€)		1	3	2	2	2	1	0,0	1	2	100,0
SRC per retained customer	(€)		**47**	**10**	**22**	**38**	**31**	**1**	**(97,9)**	**28**	**24**	**(14,3)**
ARPU	(€)		**5**	**5**	**5**	**5**	**5**	**5**	**0,0**	**5**	**5**	**0,0**
- contract	(€)		13	13	13	12	11	11	(15,4)	13	12	(7,7)
- prepaid	(€)		3	3	3	3	3	3	0,0	3	3	0,0
non-voice % of ARPU	(%)		**7**	**7**	**7**	**9**	**14**	**12**	**5p**	**7**	**11**	**4p**
MOU per customer	(min)		**242**	**256**	**248**	**262**	**262**	**254**	**5,0**	**245**	**260**	**6,1**
- contract	(min)		420	425	429	418	417	400	(4,8)	430	412	(4,2)

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

Hungary.

Financials (adjusted for special factors.)

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue		**366**	**350**	**1.438**	**335**	**333**	**363**	**(0,8)**	**1.088**	**1.031**	**(5,2)**
Product view		**366**	**350**	**1.438**	**335**	**333**	**363**	**(0,8)**	**1.088**	**1.031**	**(5,2)**
- Fixed network	1	158	157	635	160	151	163	3,2	478	474	(0,8)
- Mobile communications		208	192	802	175	182	199	(4,3)	610	556	(8,9)
Segment view		**366**	**350**	**1.438**	**335**	**333**	**363**	**(0,8)**	**1.088**	**1.031**	**(5,2)**
- of which Consumer		239	225	936	209	215	233	(2,5)	711	657	(7,6)
- of which Business		80	72	309	69	71	74	(7,5)	237	214	(9,7)
EBITDA	2	**143**	**110**	**542**	**122**	**115**	**131**	**(8,4)**	**432**	**368**	**(14,8)**
EBITDA margin (EBITDA / total revenue) %		**39,1**	**31,4**	**37,7**	**36,4**	**34,5**	**36,1**	**(3,0p)**	**39,7**	**35,7**	**(4,0p)**
Cash capex (as reported)		**51**	**73**	**219**	**111**	**38**	**49**	**(3,9)**	**146**	**198**	**35,6**
Cash contribution		**92**	**37**	**323**	**11**	**77**	**82**	**(10,9)**	**286**	**170**	**(40,6)**

1 Fixed Network include Total revenue of HU GHS.

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

Hungary.

Operational.

		Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Fixed network (end of period)												
Fixed network access lines	('000)		1.506	1.486	1.486	1.462	1.439	1.419	(5,8)	1.506	1.419	(5,8)
Broadband retail access lines	('000)		721	741	741	752	766	773	7,2	721	773	7,2
IPTV	('000)		191	226	226	256	275	290	51,8	191	290	51,8
Wholesale bundled access lines	('000)		85	80	80	75	71	67	(21,2)	85	67	(21,2)
ULLs	('000)		22	21	21	20	20	19	(13,6)	22	19	(13,6)
Wholesale unbundled access lines	('000)		26	27	27	28	27	28	7,7	26	28	7,7
Mobile communications (end of period)												
Service revenue	(€ million)		190	167	725	163	168	181	(4,7)	558	512	(8,2)
Customers	('000)		**4.790**	**4.817**	**4.817**	**4.815**	**4.821**	**4.820**	**0,6**	**4.790**	**4.820**	**0,6**
- contract	('000)		2.175	2.225	2.225	2.224	2.243	2.267	4,2	2.175	2.267	4,2
- prepaid	('000)		2.615	2.592	2.592	2.592	2.578	2.553	(2,4)	2.615	2.553	(2,4)
Net Adds	('000)		**16**	**28**	**38**	**(2)**	**6**	**(1)**	**n.a.**	**11**	**3**	**(72,7)**
- contract	('000)		48	50	141	(1)	19	24	(50,0)	91	42	(53,8)
- prepaid	('000)		(32)	(23)	(103)	(1)	(13)	(25)	21,9	(80)	(39)	51,3
Average monthly churn	(%)		**1,6**	**1,8**	**1,6**	**1,4**	**1,4**	**1,6**	**0,0p**	**1,6**	**1,5**	**(0,1p)**
- contract	(%)		1,1	1,2	1,2	1,3	1,1	1,0	(0,1p)	1,2	1,1	(0,1p)
SAC per gross add	(€)		**21**	**28**	**22**	**19**	**20**	**15**	**(28,6)**	**20**	**18**	**(10,0)**
- contract	(€)		58	60	50	44	48	32	(44,8)	46	41	(10,9)
- prepaid	(€)		3	7	4	4	4	5	66,7	3	4	33,3
SRC per retained customer	(€)		**66**	**73**	**67**	**46**	**56**	**35**	**(47,0)**	**64**	**46**	**(28,1)**
ARPU	(€)		**13**	**12**	**13**	**11**	**12**	**13**	**0,0**	**13**	**12**	**(7,7)**
- contract	(€)		22	19	21	19	20	21	(4,5)	22	20	(9,1)
- prepaid	(€)		6	5	6	5	5	5	(16,7)	6	5	(16,7)
non-voice % of ARPU	(%)		**22**	**22**	**22**	**23**	**23**	**23**	**1p**	**21**	**23**	**2p**
MOU per customer	(min)		**165**	**164**	**161**	**159**	**161**	**159**	**(3,6)**	**160**	**160**	**0,0**
- contract	(min)		272	266	270	263	267	260	(4,4)	271	263	(3,0)

Poland.

Financials (adjusted for special factors).

millions of €		Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue			**438**	**409**	**1.740**	**413**	**418**	**422**	**(3,7)**	**1.331**	**1.253**	**(5,9)**
- of which Consumer			273	254	1.086	250	255	259	(5,1)	832	764	(8,2)
- of which Business			148	142	598	145	145	146	(1,4)	456	436	(4,4)
EBITDA		**1**	**156**	**153**	**629**	**127**	**139**	**160**	**2,6**	**476**	**426**	**(10,5)**
EBITDA margin (EBITDA / total revenue)	%		35,6	37,4	36,1	30,8	33,3	37,9	2,3p	35,8	34,0	(1,8p)
Cash capex (as reported)			**39**	**55**	**165**	**73**	**34**	**51**	**30,8**	**110**	**158**	**43,6**
Cash contribution			**117**	**98**	**464**	**54**	**105**	**109**	**(6,8)**	**366**	**268**	**(26,8)**

Operational.

			Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Mobile communications (end of period)												
Service revenue	(€ million)		**405**	**366**	**1.610**	**360**	**366**	**364**	**(10,1)**	**1.244**	**1.090**	**(12,4)**
Customers	('000)	**2**	**13.406**	**14.161**	**14.161**	**14.512**	**15.048**	**15.575**	**16,2**	**13.406**	**15.575**	**16,2**
- contract	('000)		6.736	6.765	6.765	6.808	6.884	6.950	3,2	6.736	6.950	3,2
- prepaid	('000)		6.670	7.396	7.396	7.704	8.165	8.625	29,3	6.670	8.625	29,3
Net Adds	('000)		**204**	**755**	**902**	**351**	**537**	**526**	**n.a.**	**147**	**1.414**	**n.a.**
- contract	('000)		38	29	25	43	76	66	73,7	(4)	185	n.a.
- prepaid	('000)		166	726	877	308	461	460	n.a.	151	1.229	n.a.
Average monthly churn	(%)		**2,2**	**0,9**	**2,2**	**1,6**	**1,3**	**1,4**	**(0,8p)**	**2,6**	**1,4**	**(1,2p)**
- contract	(%)		0,9	1,0	1,0	0,9	0,8	0,9	0,0p	1,0	0,9	(0,1p)
SAC per gross add	(€)		**19**	**17**	**20**	**30**	**26**	**21**	**10,5**	**21**	**25**	**19,0**
- contract	(€)		93	82	102	127	118	94	1,1	109	113	3,7
- prepaid	(€)		2	1	2	2	2	2	0,0	2	2	0,0
SRC per retained customer	(€)		**67**	**42**	**69**	**56**	**48**	**53**	**(20,9)**	**76**	**52**	**(31,6)**
ARPU	(€)		**10**	**9**	**10**	**8**	**8**	**8**	**(20,0)**	**10**	**8**	**(20,0)**
- contract	(€)		16	15	16	15	15	15	(6,3)	17	15	(11,8)
- prepaid	(€)		4	3	4	3	3	2	(50,0)	4	3	(25,0)
non-voice % of ARPU	(%)		**26**	**29**	**27**	**29**	**31**	**30**	**4p**	**27**	**30**	**3p**
MOU per customer	(min)		**142**	**135**	**138**	**130**	**129**	**126**	**(11,3)**	**139**	**128**	**(7,9)**
- contract	(min)		222	222	219	221	226	227	2,3	217	225	3,7

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

2 Mobile Customer figures and related KPIs (Net Adds, churn etc.) affected by a change in T-Mobile PL's prepaid churn policy as of September 2011 with an effect of +1,0 mn prepaid customers in 2011 and +1,5 mn prepaid customers in Q1-Q3/12.

Czech Republic.

Financials (adjusted for special factors).

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue		**272**	**270**	**1.092**	**255**	**259**	**273**	**0,4**	**822**	**787**	**(4,3)**
- of which Consumer		163	161	658	155	159	162	(0,6)	497	476	(4,2)
- of which Business		98	99	397	92	91	101	3,1	298	284	(4,7)
EBITDA	1	**116**	**118**	**509**	**123**	**116**	**136**	**17,2**	**391**	**375**	**(4,1)**
EBITDA margin (EBITDA / total revenue) %		42,6	43,7	46,6	48,2	44,8	49,8	7,2p	47,6	47,6	0,0p
Cash capex (as reported)		**22**	**39**	**148**	**55**	**22**	**20**	**(9,1)**	**109**	**97**	**(11,0)**
Cash contribution		**94**	**79**	**361**	**68**	**94**	**116**	**23,4**	**282**	**278**	**(1,4)**

Operational.

		Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Fixed network (end of period)											
Fixed network access lines	('000)	93	100	100	103	105	105	12,9	93	105	12,9
Broadband retail access lines	('000)	93	100	100	103	105	105	12,9	93	105	12,9
IPTV	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale bundled access lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
ULLs	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale unbundled access lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
Mobile communications (end of period)											
Service revenue	(€ million)	252	243	1.006	230	234	248	(1,6)	763	712	(6,7)
Customers	('000)	**5.399**	**5.381**	**5.381**	**5.354**	**5.377**	**5.415**	**0,3**	**5.399**	**5.415**	**0,3**
- contract	('000)	2.844	2.872	2.872	2.899	2.949	3.003	5,6	2.844	3.003	5,6
- prepaid	('000)	2.554	2.509	2.509	2.455	2.428	2.412	(5,6)	2.554	2.412	(5,6)
Net Adds	('000)	**(27)**	**(17)**	**(86)**	**(27)**	**23**	**38**	**n.a.**	**(69)**	**34**	**n.a.**
- contract	('000)	21	28	101	26	50	55	n.a.	73	131	79,5
- prepaid	('000)	(48)	(46)	(188)	(54)	(27)	(16)	66,7	(142)	(97)	31,7
Average monthly churn	(%)	**1,3**	**1,3**	**1,3**	**1,2**	**1,1**	**1,1**	**(0,2p)**	**1,3**	**1,1**	**(0,2p)**
- contract	(%)	0,4	0,4	0,5	0,5	0,4	0,3	(0,1p)	0,5	0,4	(0,1p)
SAC per gross add	(€)	**27**	**35**	**32**	**22**	**35**	**32**	**18,5**	**30**	**30**	**0,0**
- contract	(€)	67	80	74	48	73	66	(1,5)	72	63	(12,5)
- prepaid	(€)	0	0	0	0	1	2	n.a.	0	1	n.a.
SRC per retained customer	(€)	**28**	**39**	**30**	**35**	**32**	**30**	**7,1**	**27**	**32**	**18,5**
ARPU	(€)	**16**	**15**	**15**	**14**	**15**	**15**	**(6,3)**	**16**	**15**	**(6,3)**
- contract	(€)	24	23	23	21	21	23	(4,2)	24	22	(8,3)
- prepaid	(€)	6	6	6	6	6	6	0,0	6	6	0,0
non-voice % of ARPU	(%)	**27**	**26**	**25**	**27**	**27**	**27**	**0p**	**25**	**27**	**2p**
MOU per customer	(min)	**124**	**129**	**126**	**132**	**134**	**130**	**4,8**	**125**	**132**	**5,6**
- contract	(min)	200	207	205	208	210	201	0,5	204	207	1,5

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

Netherlands.

Financials (adjusted for special factors).

millions of €		Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue			**428**	**465**	**1.747**	**421**	**419**	**413**	**(3,5)**	**1.282**	**1.253**	**(2,3)**
- of which Consumer			337	372	1.384	325	322	325	(3,6)	1.012	972	(4,0)
- of which Business			72	75	295	81	80	75	4,2	220	236	7,3
EBITDA		1	**121**	**174**	**505**	**115**	**133**	**143**	**18,2**	**331**	**391**	**18,1**
EBITDA margin (EBITDA / total revenue)	%		28,3	37,4	28,9	27,3	31,7	34,6	6,3p	25,8	31,2	5,4p
Cash capex (as reported)			**32**	**41**	**170**	**44**	**22**	**22**	**(31,3)**	**129**	**88**	**(31,8)**
Cash contribution			**89**	**133**	**335**	**71**	**111**	**121**	**36,0**	**202**	**303**	**50,0**

Operational.

			Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Fixed network (end of period)												
Fixed network access lines	('000)		297	294	294	291	290	288	(3,0)	297	288	(3,0)
Broadband retail access lines	('000)		287	284	284	282	281	280	(2,4)	287	280	(2,4)
IPTV	('000)		0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale bundled access lines	('000)		0	0	0	0	0	0	n.a.	0	0	n.a.
ULLs	('000)		0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale unbundled access lines	('000)		0	0	0	0	0	0	n.a.	0	0	n.a.
Mobile communications (end of period)												
Service revenue	(€ million)		358	383	1.440	341	353	342	(4,5)	1.057	1.036	(2,0)
Customers	('000)		**4.935**	**4.909**	**4.909**	**4.856**	**4.744**	**4.761**	**(3,5)**	**4.935**	**4.761**	**(3,5)**
- contract	('000)		2.885	2.931	2.931	2.988	3.029	3.063	6,2	2.885	3.063	6,2
- prepaid	('000)		2.050	1.978	1.978	1.868	1.715	1.697	(17,2)	2.050	1.697	(17,2)
Net Adds	('000)		**105**	**(26)**	**303**	**(53)**	**(112)**	**17**	**(83,8)**	**329**	**(148)**	**n.a.**
- contract	('000)		53	46	201	57	42	34	(35,8)	156	132	(15,4)
- prepaid	('000)		53	(72)	102	(110)	(153)	(17)	n.a.	173	(281)	n.a.
Average monthly churn	(%)		**2,7**	**2,9**	**2,7**	**2,9**	**3,2**	**2,5**	**(0,2p)**	**2,6**	**2,8**	**0,2p**
- contract	(%)		1,3	1,3	1,3	1,2	1,1	1,2	(0,1p)	1,3	1,2	(0,1p)
SAC per gross add	(€)		**81**	**84**	**86**	**120**	**102**	**96**	**18,5**	**86**	**106**	**23,3**
- contract	(€)		206	183	204	221	210	207	0,5	210	213	1,4
- prepaid	(€)		15	21	19	33	26	22	46,7	19	27	42,1
SRC per retained customer	(€)		**159**	**165**	**181**	**190**	**200**	**159**	**0,0**	**187**	**183**	**(2,1)**
ARPU	(€)		**24**	**26**	**25**	**23**	**25**	**24**	**0,0**	**25**	**24**	**(4,0)**
- contract	(€)		38	40	39	35	36	34	(10,5)	38	35	(7,9)
- prepaid	(€)		5	5	5	5	5	6	20,0	5	5	0,0
non-voice % of ARPU	(%)		**37**	**33**	**35**	**36**	**40**	**40**	**3p**	**36**	**39**	**3p**
MOU per customer	(min)		**133**	**135**	**139**	**134**	**138**	**129**	**(3,0)**	**140**	**133**	**(5,0)**
- contract	(min)		205	210	216	204	201	184	(10,2)	218	196	(10,1)

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

Croatia.

Financials (adjusted for special factors).

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue		**296**	**263**	**1.084**	**239**	**245**	**269**	**(9,1)**	**821**	**753**	**(8,3)**
Product view		**296**	**263**	**1.084**	**239**	**245**	**269**	**(9,1)**	**821**	**753**	**(8,3)**
- Fixed network		173	160	646	144	144	145	(16,2)	486	433	(10,9)
- Mobile communications		123	103	438	95	101	124	0,8	335	320	(4,5)
Segment view		**296**	**263**	**1.084**	**239**	**245**	**269**	**(9,1)**	**821**	**753**	**(8,3)**
- of which Consumer		153	147	592	134	135	141	(7,8)	445	410	(7,9)
- of which Business		94	90	358	80	78	80	(14,9)	268	238	(11,2)
EBITDA	1	**151**	**131**	**508**	**101**	**113**	**133**	**(11,9)**	**377**	**347**	**(8,0)**
EBITDA margin (EBITDA / total revenue) %		**51,0**	**49,8**	**46,9**	**42,3**	**46,1**	**49,4**	**(1,6p)**	**45,9**	**46,1**	**0,2p**
Cash capex (as reported)		**25**	**19**	**111**	**20**	**21**	**28**	**12,0**	**92**	**69**	**(25,0)**
Cash contribution		**126**	**112**	**397**	**81**	**92**	**105**	**(16,7)**	**285**	**278**	**(2,5)**

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

Croatia.

Operational.

		Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Fixed network (end of period)												
Fixed network access lines	('000)		1.395	1.387	1.387	1.367	1.342	1.322	(5,2)	1.395	1.322	(5,2)
Broadband retail access lines	('000)		646	647	647	643	634	629	(2,6)	646	629	(2,6)
IPTV	('000)		325	323	323	323	323	322	(0,9)	325	322	(0,9)
Wholesale bundled access lines	('000)		2	4	4	11	18	22	n.a.	2	22	n.a.
ULLs	('000)		144	176	176	155	161	164	13,9	144	164	13,9
Wholesale unbundled access lines	('000)		0	0	0	0	1	1	n.a.	0	1	n.a.
Mobile communications (end of period)												
Service revenue	(€ million)		113	94	396	86	91	113	0,0	302	290	(4,0)
Customers	('000)	**1**	**2.485**	**2.418**	**2.418**	**2.350**	**2.378**	**2.443**	**(1,7)**	**2.485**	**2.443**	**(1,7)**
- contract	('000)		1.037	1.035	1.035	1.031	1.025	1.020	(1,6)	1.037	1.020	(1,6)
- prepaid	('000)		1.448	1.383	1.383	1.319	1.353	1.423	(1,7)	1.448	1.423	(1,7)
Net Adds	('000)		**(503)**	**(67)**	**(483)**	**(68)**	**28**	**65**	**n.a.**	**(416)**	**25**	**n.a.**
- contract	('000)		(1)	(2)	32	(4)	(6)	(5)	n.a.	34	(15)	n.a.
- prepaid	('000)		(502)	(65)	(515)	(64)	34	70	n.a.	(450)	40	n.a.
Average monthly churn	(%)		**8,2**	**3,4**	**3,7**	**3,4**	**2,4**	**2,6**	**(5,6p)**	**3,8**	**2,8**	**(1,0p)**
- contract	(%)		1,1	1,2	1,1	1,2	1,2	1,0	(0,1p)	1,1	1,2	0,1p
SAC per gross add	(€)		**10**	**11**	**16**	**12**	**11**	**8**	**(20,0)**	**18**	**10**	**(44,4)**
- contract	(€)		62	52	67	63	64	59	(4,8)	72	62	(13,9)
- prepaid	(€)		2	3	7	4	4	3	50,0	8	3	(62,5)
SRC per retained customer	(€)		**99**	**70**	**107**	**75**	**89**	**71**	**(28,3)**	**118**	**78**	**(33,9)**
ARPU	(€)		**13**	**13**	**12**	**12**	**13**	**16**	**23,1**	**11**	**14**	**27,3**
- contract	(€)		26	21	22	19	20	26	0,0	23	22	(4,3)
- prepaid	(€)		6	7	5	7	7	8	33,3	5	7	40,0
non-voice % of ARPU	(%)		**31**	**35**	**30**	**31**	**29**	**30**	**(1p)**	**28**	**30**	**2p**
MOU per customer	(min)		**113**	**133**	**116**	**131**	**143**	**154**	**36,3**	**111**	**143**	**28,8**
- contract	(min)		173	220	206	186	206	223	28,9	201	205	2,0

1 Customer figures and related KPIs (Net Adds, churn, ARPU etc.) affected by a change in T-Mobile HR's prepaid churn policy as of Q3/11 with an effect of -479 thsd. customers.

Slovakia.

Financials (adjusted for special factors).

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue	1	**223**	**231**	**898**	**206**	**202**	**205**	**(8,1)**	**667**	**613**	**(8,1)**
Product view		**223**	**231**	**898**	**206**	**202**	**205**	**(8,1)**	**667**	**613**	**(8,1)**
- Fixed network		105	114	436	99	94	97	(7,6)	322	290	(9,9)
- Mobile communications		118	117	462	107	108	109	(7,6)	345	324	(6,1)
Segment view		**223**	**231**	**898**	**206**	**202**	**205**	**(8,1)**	**667**	**613**	**(8,1)**
- of which Consumer		133	132	530	124	121	122	(8,3)	398	367	(7,8)
- of which Business		63	70	266	65	61	60	(4,8)	196	186	(5,1)
EBITDA	2	**102**	**91**	**388**	**86**	**84**	**89**	**(12,7)**	**297**	**259**	**(12,8)**
EBITDA margin (EBITDA / total revenue) %		**45,7**	**39,4**	**43,2**	**41,7**	**41,6**	**43,4**	**(2,3p)**	**44,5**	**42,3**	**(2,2p)**
Cash capex (as reported)		**75**	**33**	**182**	**43**	**22**	**16**	**(78,7)**	**149**	**81**	**(45,6)**
Cash contribution		**27**	**58**	**206**	**43**	**62**	**73**	**n.a.**	**148**	**178**	**20,3**

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

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

Slovakia.

Operational.

		Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Fixed network (end of period)												
Fixed network access lines	('000)		1.029	1.021	1.021	1.009	993	977	(5,1)	1.029	977	(5,1)
Broadband retail access lines	('000)		420	426	426	427	422	420	0,0	420	420	0,0
IPTV	('000)		90	94	94	95	96	100	11,1	90	100	11,1
Wholesale bundled access lines	('000)		15	14	14	15	15	15	0,0	15	15	0,0
ULLs	('000)		0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale unbundled access lines	('000)		22	23	23	27	32	38	72,7	22	38	72,7
Mobile communications (end of period)												
Service revenue	(€ million)		108	103	421	98	97	98	(9,3)	318	293	(7,9)
Customers	('000)		**2.318**	**2.326**	**2.326**	**2.312**	**2.325**	**2.313**	**(0,2)**	**2.318**	**2.313**	**(0,2)**
- contract	('000)		1.442	1.447	1.447	1.446	1.459	1.457	1,0	1.442	1.457	1,0
- prepaid	('000)		876	879	879	866	866	857	(2,2)	876	857	(2,2)
Net Adds	('000)		**(31)**	**8**	**(85)**	**(13)**	**12**	**(12)**	**61,3**	**(93)**	**(13)**	**86,0**
- contract	('000)		(2)	5	3	0	12	(2)	0,0	(1)	10	n.a.
- prepaid	('000)		(29)	3	(89)	(13)	0	(10)	65,5	(91)	(22)	75,8
Average monthly churn	(%)		**1,4**	**1,5**	**1,4**	**1,5**	**1,2**	**1,3**	**(0,1p)**	**1,4**	**1,3**	**(0,1p)**
- contract	(%)		1,0	1,3	1,1	1,4	1,1	1,1	0,1p	1,0	1,2	0,2p
SAC per gross add	(€)		**43**	**39**	**40**	**52**	**56**	**80**	**86,0**	**41**	**62**	**51,2**
- contract	(€)		81	83	81	91	95	138	70,4	80	106	32,5
- prepaid	(€)		0	3	2	1	1	4	n.a.	1	2	100,0
SRC per retained customer	(€)		**94**	**91**	**88**	**90**	**95**	**107**	**13,8**	**86**	**97**	**12,8**
ARPU	(€)		**15**	**15**	**15**	**14**	**14**	**14**	**(6,7)**	**15**	**14**	**(6,7)**
- contract	(€)		22	21	22	20	20	20	(9,1)	22	20	(9,1)
- prepaid	(€)		4	4	4	4	4	4	0,0	4	4	0,0
non-voice % of ARPU	(%)		**23**	**24**	**23**	**25**	**24**	**26**	**3p**	**23**	**25**	**2p**
MOU per customer	(min)		**120**	**126**	**123**	**122**	**125**	**125**	**4,2**	**122**	**124**	**1,6**
- contract	(min)		177	185	183	179	181	179	1,1	182	180	(1,1)

Austria.

Financials (adjusted for special factors).

millions of €		Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue			**234**	**234**	**924**	**227**	**217**	**219**	**(6,4)**	**690**	**663**	**(3,9)**
- of which Consumer			180	182	719	170	167	167	(7,2)	537	504	(6,1)
- of which Business			40	41	150	40	39	40	0,0	109	119	9,2
EBITDA			**69**	**56**	**253**	**60**	**53**	**65**	**(5,8)**	**197**	**178**	**(9,6)**
EBITDA margin (EBITDA / total revenue)	%		29,5	23,9	27,4	26,4	24,4	29,7	0,2p	28,6	26,8	(1,8p)
Cash capex (as reported)			**17**	**41**	**102**	**27**	**16**	**24**	**41,2**	**61**	**67**	**9,8**
Cash contribution			**52**	**15**	**151**	**33**	**37**	**41**	**(21,2)**	**136**	**111**	**(18,4)**

Operational.

			Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Mobile communications (end of period)												
Service revenue	(€ million)		**220**	**210**	**863**	**209**	**199**	**201**	**(8,6)**	**653**	**609**	**(6,7)**
Customers	('000)		**3.934**	**4.060**	**4.060**	**4.069**	**4.069**	**4.076**	**3,6**	**3.934**	**4.076**	**3,6**
- contract	('000)		2.426	2.522	2.522	2.533	2.528	2.537	4,6	2.426	2.537	4,6
- prepaid	('000)		1.508	1.538	1.538	1.537	1.541	1.538	2,0	1.508	1.538	2,0
Net Adds	('000)		**56**	**126**	**281**	**9**	**0**	**6**	**(89,3)**	**155**	**16**	**(89,7)**
- contract	('000)		16	96	140	11	(5)	9	(43,8)	44	16	(63,6)
- prepaid	('000)		40	30	142	(2)	5	(3)	n.a.	112	0	(100,0)
Average monthly churn	(%)		**1,6**	**1,6**	**1,6**	**1,8**	**1,6**	**1,7**	**0,1p**	**1,6**	**1,7**	**0,1p**
- contract	(%)		0,8	0,9	0,9	1,0	0,9	0,7	(0,1p)	0,9	0,9	0,0p
SAC per gross add	(€)		**59**	**66**	**65**	**70**	**69**	**48**	**(18,6)**	**64**	**62**	**(3,1)**
- contract	(€)		153	113	143	142	163	114	(25,5)	163	140	(14,1)
- prepaid	(€)		11	8	7	4	7	7	(36,4)	7	6	(14,3)
SRC per retained customer	(€)		**102**	**102**	**105**	**101**	**90**	**79**	**(22,5)**	**106**	**91**	**(14,2)**
ARPU	(€)		**19**	**18**	**18**	**17**	**16**	**16**	**(15,8)**	**19**	**17**	**(10,5)**
- contract	(€)		27	26	27	25	24	24	(11,1)	27	24	(11,1)
- prepaid	(€)		5	5	5	4	4	4	(20,0)	5	4	(20,0)
non-voice % of ARPU	(%)		**37**	**38**	**35**	**39**	**40**	**41**	**4p**	**34**	**40**	**6p**
MOU per customer	(min)		**213**	**219**	**221**	**217**	**216**	**202**	**(5,2)**	**221**	**212**	**(4,1)**
- contract	(min)		297	307	308	304	304	285	(4,0)	308	298	(3,2)

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

Bulgaria.

Financials (adjusted for special factors).

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue		**108**	**107**	**413**	**97**	**102**	**86**	**(20,4)**	**306**	**285**	**(6,9)**
- of which Consumer		80	81	308	74	79	64	(20,0)	227	217	(4,4)
- of which Business		23	23	89	20	21	17	(26,1)	66	58	(12,1)
EBITDA		**42**	**40**	**158**	**34**	**39**	**33**	**(21,4)**	**118**	**106**	**(10,2)**
EBITDA margin (EBITDA / total revenue) %		38,9	37,4	38,3	35,1	38,2	38,4	(0,5p)	38,6	37,2	(1,4p)
Cash capex (as reported)		**14**	**16**	**62**	**13**	**7**	**16**	**14,3**	**46**	**36**	**(21,7)**
Cash contribution		**28**	**24**	**96**	**21**	**32**	**17**	**(39,3)**	**72**	**70**	**(2,8)**

Operational.

		Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Mobile communications (end of period)											
Service revenue	(€ million)	**97**	**91**	**363**	**86**	**90**	**72**	**(25,8)**	**272**	**248**	**(8,8)**
Customers	('000)	**4.166**	**4.265**	**4.265**	**4.359**	**4.357**	**4.441**	**6,6**	**4.166**	**4.441**	**6,6**
- contract	('000)	2.346	2.401	2.401	2.461	2.481	2.519	7,4	2.346	2.519	7,4
- prepaid	('000)	1.819	1.864	1.864	1.898	1.876	1.922	5,7	1.819	1.922	5,7
Net Adds	('000)	**131**	**99**	**345**	**95**	**(3)**	**84**	**(35,9)**	**246**	**176**	**(28,5)**
- contract	('000)	20	55	114	60	19	38	90,0	59	118	100,0
- prepaid	('000)	111	44	231	35	(22)	46	(58,6)	187	58	(69,0)
Average monthly churn	(%)	**2,6**	**2,5**	**2,7**	**2,3**	**2,8**	**2,4**	**(0,2p)**	**2,7**	**2,5**	**(0,2p)**
- contract	(%)	1,6	1,8	1,8	1,8	1,7	1,6	0,0p	1,7	1,7	0,0p
SAC per gross add	(€)	**9**	**10**	**8**	**14**	**8**	**6**	**(33,3)**	**7**	**9**	**28,6**
- contract	(€)	25	22	19	29	18	15	(40,0)	19	21	10,5
- prepaid	(€)	0	0	0	1	0	0	0,0	0	0	n.a.
SRC per retained customer	(€)	**8**	**6**	**8**	**9**	**8**	**7**	**(12,5)**	**9**	**8**	**(11,1)**
ARPU	(€)	**8**	**7**	**7**	**7**	**7**	**5**	**(37,5)**	**8**	**6**	**(25,0)**
- contract	(€)	12	11	11	10	10	8	(33,3)	11	10	(9,1)
- prepaid	(€)	3	2	2	2	2	2	(33,3)	2	2	0,0
non-voice % of ARPU	(%)	**9**	**12**	**10**	**11**	**10**	**14**	**5p**	**9**	**12**	**3p**
MOU per customer	(min)	**145**	**147**	**145**	**148**	**149**	**151**	**4,1**	**144**	**149**	**3,5**
- contract	(min)	221	229	219	230	227	223	0,9	216	227	5,1

Everything Everywhere (Joint Venture Deutsche Telekom - France Telecom).

Financials (adjusted for special factors). [1,2]

millions of GBP		Note	H1/11	Q3/11	Q4/11	H2/11	FY/11	Q1/12	Q2/12	H1/12	Q3/12	y.o.y. %
Total revenue			**3.367**	**1.697**	**1.720**	**3.417**	**6.784**	**1.670**	**1.644**	**3.314**	**1.671**	**(1,5)**
EBITDA (as reported)			**582**	**–**	**–**	**589**	**1.171**	**–**	**–**	**551**	**–**	**–**
EBITDA margin (EBITDA (as reported) / total revenue)	%		17,3	–	–	17,2	17,3	–	–	16,6	–	–
Restructuring cost included in EBITDA			**25**	**–**	**–**	**49**	**75**	**–**	**–**	**16**	**–**	**–**
EBITDA			**682**	**–**	**–**	**733**	**1.416**	**–**	**–**	**673**	**–**	**–**
EBITDA margin (EBITDA / total revenue)	%		20,3	–	–	21,5	20,9	–	–	20,3	–	–
Capex			**216**	**–**	**–**	**351**	**576**	**–**	**–**	**245**	**–**	**–**

Operational. [1,3]

			H1/11	Q3/11	Q4/11	H2/11	FY/11	Q1/12	Q2/12	H1/12	Q3/12	y.o.y. %
Service revenue[4]	(GBP million)		**3.044**	**1.542**	**1.526**	**3.068**	**6.112**	**1.503**	**1.486**	**2.989**	**1.496**	**(3,0)**
Customers	('000)		**–**	**27.493**	**27.563**	**–**	**–**	**27.219**	**27.047**	**–**	**26.913**	**(2,1)**
- contract	('000)		–	12.529	12.842	–	–	12.993	13.143	–	13.393	6,9
- prepaid	('000)		–	14.233	13.992	–	–	13.498	13.185	–	12.792	(10,1)
- home	('000)		–	731	729	–	–	728	719	–	728	(0,4)
Net Adds	('000)		**(443)**	**(42)**	**70**	**28**	**(415)**	**(344)**	**(172)**	**(516)**	**(143)**	**–**
- contract	('000)		396	185	313	498	894	151	150	301	250	–
- prepaid	('000)		(806)	(227)	(241)	(468)	(1.274)	(494)	(313)	(807)	(393)	–
Average monthly churn	(%)		**–**	**2,2**	**2,4**	**–**	**–**	**2,4**	**2,2**	**–**	**2,3**	**0,1p**
- contract	(%)		–	1,1	1,1	–	–	1,2	1,2	–	1,2	0,1p
SAC per gross add	(GBP)		**–**	**–**	**56,0**	**–**	**–**	**–**	**57,0**	**–**	**–**	**–**
- contract	(GBP)		–	–	156,0	–	–	–	165,0	–	–	–
- prepaid	(GBP)		–	–	10,0	–	–	–	7,0	–	–	–
SRC per retained customer	(GBP)		**–**	**–**	**172**	**–**	**–**	**–**	**183,0**	**–**	**–**	**–**
ARPU[4]	(GBP)		**–**	**19**	**19**	**–**	**–**	**19**	**19**	**–**	**19**	**0,0**
- contract[4]	(GBP)		–	34	33	–	–	32	32	–	32	(5,9)
- prepaid	(GBP)		–	7	7	–	–	6	6	–	6	(14,3)
Voice ARPU[4]	(GBP)		**–**	**11**	**11**	**–**	**–**	**10**	**10**	**–**	**10**	**(9,1)**
non-voice % of ARPU	(%)		**–**	**42**	**43**	**–**	**–**	**45**	**47**	**–**	**48**	**6,0p**
MOU per customer	(min)		**–**	**198**	**198**	**–**	**–**	**198**	**199**	**–**	**194**	**(2,0)**
- contract	(min)		–	363	359	–	–	357	352	–	338	(6,9)

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

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

3 In Q2/2011 non-voice methodology was changed by allocating access fee to the 3 businesses voice, messaging and data. Accordingly, voice and non-voice ARPU are adjusted retroactively.

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

Notes.

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Financials (adjusted for special factors). [1]

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue		**2.513**	**2.694**	**9.953**	**2.456**	**2.486**	**2.245**	**(10,7)**	**7.259**	**7.187**	**(1,0)**
of which Telekom IT		623	610	2.180	567	557	351	(43,7)	1.570	1.475	(6,0)
of which international		719	806	2.987	756	772	785	9,5	2.181	2.316	6,2
Net revenue		**1.587**	**1.726**	**6.567**	**1.624**	**1.614**	**1.600**	**0,8**	**4.841**	**4.838**	**(0,1)**
EBITDA		**155**	**220**	**672**	**141**	**181**	**185**	**19,4**	**452**	**507**	**12,2**
of which Telekom IT		25	26	101	26	21	24	(1,6)	75	72	(4,8)
EBITDA margin (EBITDA / total revenue) %		6,2	8,2	6,8	5,7	7,3	8,2	2,0p	6,2	7,1	0,9p
Depreciation, amortization and impairment losses		(157)	(166)	(649)	(155)	(151)	(158)	(0,6)	(483)	(464)	3,9
Profit (loss) from operations = EBIT		(2)	54	23	(14)	30	27	n.a.	(31)	43	n.a.
EBIT margin %		**(0,1)**	**2,0**	**0,2**	**(0,6)**	**1,2**	**1,2**	**1,3p**	**(0,4)**	**0,6**	**1,0p**
Cash capex (as reported)		**296**	**619**	**1.413**	**222**	**283**	**289**	**(2,4)**	**794**	**794**	**n.a.**
Cash contribution		**(141)**	**(399)**	**(741)**	**(81)**	**(102)**	**(104)**	**26,2**	**(342)**	**(287)**	**16,1**
Order entry		**1.713**	**1.928**	**7.396**	**1.577**	**1.924**	**1.614**	**(5,8)**	**5.468**	**5.115**	**(6,5)**

Financials (as reported). [1]

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue		**2.513**	**2.694**	**9.953**	**2.456**	**2.486**	**2.245**	**(10,7)**	**7.259**	**7.187**	**(1,0)**
Net revenue		**1.587**	**1.726**	**6.567**	**1.624**	**1.614**	**1.600**	**0,8**	**4.841**	**4.838**	**(0,1)**
EBITDA		**49**	**114**	**379**	**38**	**68**	**119**	**n.a.**	**265**	**225**	**(15,1)**
EBITDA margin (EBITDA / total revenue) %		1,9	4,2	3,8	1,5	2,7	5,3	3,4p	3,7	3,1	(0,6p)
Depreciation, amortization and impairment losses		(167)	(176)	(669)	(155)	(151)	(158)	5,4	(493)	(464)	5,9
Profit (loss) from operations = EBIT		(118)	(62)	(290)	(117)	(83)	(39)	66,9	(228)	(239)	(4,8)
Cash capex		**296**	**619**	**1.413**	**222**	**283**	**289**	**(2,4)**	**794**	**794**	**n.a.**
Cash contribution		**(247)**	**(505)**	**(1.034)**	**(184)**	**(215)**	**(170)**	**31**	**(529)**	**(569)**	**(8)**

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

Systems Solutions.

EBITDA reconciliation. [1]

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue		**2.513**	**2.694**	**9.953**	**2.456**	**2.486**	**2.245**	**(10,7)**	**7.259**	**7.187**	**(1,0)**
Profit (loss) from operations = EBIT		(118)	(62)	(290)	(117)	(83)	(39)	66,9	(228)	(239)	(4,8)
- Depreciation, amortization and impairment losses		(167)	(176)	(669)	(155)	(151)	(158)	5,4	(493)	(464)	5,9
= EBITDA		**49**	**114**	**379**	**38**	**68**	**119**	**n.a.**	**265**	**225**	**(15,1)**
EBITDA margin %		1,9	4,2	3,8	1,5	2,7	5,3	3,4p	3,7	3,1	(0,6p)
- Special factors affecting EBITDA		(106)	(106)	(293)	(103)	(113)	(66)	37,7	(187)	(282)	(50,8)
= EBITDA adjusted for special factors		**155**	**220**	**672**	**141**	**181**	**185**	**19,4**	**452**	**507**	**12,2**
EBITDA margin (adjusted for special factors) %		6,2	8,2	6,8	5,7	7,3	8,2	2,0p	6,2	7,1	0,9p

Special factors.

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	Q1-Q3/11	Q1-Q3/12
Effects on EBITDA		**(106)**	**(106)**	**(293)**	**(103)**	**(113)**	**(66)**	**(187)**	**(282)**
- of which personnel		(61)	(25)	(99)	(77)	(76)	(34)	(74)	(187)
- of which other		(45)	(81)	(194)	(25)	(38)	(32)	(113)	(95)
Effects on profit (loss) from operations = EBIT		**(116)**	**(116)**	**(313)**	**(103)**	**(113)**	**(66)**	**(197)**	**(282)**
- of which personnel		(61)	(25)	(99)	(77)	(76)	(34)	(74)	(187)
- of which other		(55)	(91)	(214)	(26)	(37)	(32)	(123)	(95)

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

Notes.

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Group Headquarters & Shared Services.

Financials (adjusted for special factors). [1]

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue		**743**	**758**	**2.977**	**717**	**732**	**727**	**(2,2)**	**2.219**	**2.176**	**(1,9)**
of which: Digital Business Units		199	241	843	194	204	205	3,0	602	603	0,2
Net revenue		**255**	**299**	**1.071**	**243**	**250**	**265**	**3,9**	**772**	**758**	**(1,8)**
EBITDA		**(112)**	**(266)**	**(617)**	**(149)**	**(86)**	**(142)**	**(26,8)**	**(351)**	**(377)**	**(7,4)**
of which: Digital Business Units		52	19	168	56	44	27	(48,1)	149	127	(14,8)
EBITDA margin (EBITDA / total revenue) %		(15,1)	(35,1)	(20,7)	(20,8)	(11,7)	(19,5)	(4,4p)	(15,8)	(17,3)	(1,5p)
Depreciation, amortization and impairment losses		(206)	(213)	(807)	(203)	(196)	(210)	(1,9)	(594)	(609)	(2,5)
Profit (loss) from operations = EBIT		**(318)**	**(479)**	**(1.424)**	**(352)**	**(282)**	**(352)**	**(10,7)**	**(945)**	**(986)**	**(4,3)**
Cash capex (as reported)		**82**	**80**	**352**	**145**	**76**	**54**	**(34,1)**	**272**	**275**	**1,1**
Cash contribution		**(194)**	**(346)**	**(969)**	**(294)**	**(162)**	**(196)**	**(1,0)**	**(623)**	**(652)**	**(4,7)**

Financials (as reported). [1]

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue		**743**	**758**	**2.977**	**717**	**732**	**727**	**(2,2)**	**2.219**	**2.176**	**(1,9)**
of which: Digital Business Units		199	241	843	194	204	205	3,0	602	603	0,2
Net revenue		**255**	**299**	**1.071**	**243**	**250**	**265**	**3,9**	**772**	**758**	**(1,8)**
EBITDA		**(156)**	**2.756**	**2.081**	**(208)**	**(151)**	**(152)**	**2,6**	**(675)**	**(511)**	**24,3**
of which: Digital Business Units		52	19	168	56	42	26	(50,0)	149	124	(16,8)
EBITDA margin (EBITDA / total revenues) %		(21,0)	n.a.	69,9	(29,0)	(20,6)	(20,9)	0,1p	(30,4)	(23,5)	6,9p
Depreciation, amortization and impairment losses		(206)	(213)	(807)	(203)	(196)	(210)	(1,9)	(594)	(609)	(2,5)
Profit (loss) from operations = EBIT		**(362)**	**2.543**	**1.274**	**(411)**	**(347)**	**(362)**	**n.a.**	**(1.269)**	**(1.120)**	**11,7**
Cash capex		**82**	**80**	**352**	**145**	**76**	**54**	**(34,1)**	**272**	**275**	**1,1**
Cash contribution		**(238)**	**2.676**	**1.729**	**(353)**	**(227)**	**(206)**	**13,4**	**(947)**	**(786)**	**17,0**

1 Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.
As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.
The prior-year figures have been adjusted for better comparability.

Group Headquarters & Shared Services.

EBITDA reconciliation. [1]

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	y.o.y. %	Q1-Q3/11	Q1-Q3/12	y.o.y. %
Total revenue		**743**	**758**	**2.977**	**717**	**732**	**727**	**(2,2)**	**2.219**	**2.176**	**(1,9)**
Profit (loss) from operations = EBIT		(362)	2.543	1.274	(411)	(347)	(362)	n.a.	(1.269)	(1.120)	11,7
- Depreciation, amortization and impairment losses		(206)	(213)	(807)	(203)	(196)	(210)	(1,9)	(594)	(609)	(2,5)
= EBITDA		**(156)**	**2.756**	**2.081**	**(208)**	**(151)**	**(152)**	**2,6**	**(675)**	**(511)**	**24,3**
EBITDA margin %		(21,0)	n.a.	69,9	(29,0)	(20,6)	(20,9)	0,1p	(30,4)	(23,5)	6,9p
- Special factors affecting EBITDA		(44)	3.022	2.698	(59)	(65)	(10)	77,3	(324)	(134)	58,6
= EBITDA adjusted for special factors		**(112)**	**(266)**	**(617)**	**(149)**	**(86)**	**(142)**	**(26,8)**	**(351)**	**(377)**	**(7,4)**
EBITDA margin (adjusted for special factors) %		(15,1)	(35,1)	(20,7)	(20,8)	(11,7)	(19,5)	(4,4p)	(15,8)	(17,3)	(1,5p)

Special factors.

millions of €	Note	Q3/11	Q4/11	FY/11	Q1/12	Q2/12	Q3/12	Q1-Q3/11	Q1-Q3/12
Effects on EBITDA		**(44)**	**3.022**	**2.698**	**(59)**	**(65)**	**(10)**	**(324)**	**(134)**
- of which personnel		(24)	(10)	(224)	(129)	(64)	(8)	(214)	(201)
- of which other		(20)	3.032	2.922	70	(1)	(2)	(110)	67
Effects on profit (loss) from operations = EBIT		**(44)**	**3.022**	**2.698**	**(59)**	**(65)**	**(10)**	**(324)**	**(134)**
- of which personnel		(24)	(10)	(224)	(129)	(64)	(8)	(214)	(201)
- of which other		(20)	3.032	2.922	70	(1)	(2)	(110)	67

1 Since January 1, 2012, Deutsche Telekom has pooled the tasks and functions of the Digital Services growth business as well as the Internet service provider STRATO, which as of December 31, 2011 were still largely part of the Germany operating segment, as the Digital Business Unit (DBU) under Group Headquarters & Shared Services.
As of July 1, 2012, Deutsche Telekom reorganized the Group's IT structure and pooled all internal IT units from the Germany and Systems Solutions operating segments as well as Group Headquarters & Shared Services into the new Telekom IT unit within the Systems Solutions operating segment.
The prior-year figures have been adjusted for better comparability.

Group Headquarters & Shared Services.

Vivento.

End of Period.	Note	30/09/2011	31/12/2011	31/03/2012	30/06/2012	30/09/2012
Employees Vivento in total	**1**	**8.800**	**8.500**	**8.600**	**8.500**	**8.400**
Employment external	2	3.600	3.600	3.500	3.600	3.500
Employment internal		3.400	3.300	3.100	3.000	3.100
Others	3	1.800	1.700	2.000	1.900	1.900
Attrition Vivento		**1.400**	**1.900**	**200**	**600**	**1.000**
- of which left the DT Group		800	1.200	100	400	600

1 Rounded figures; including Vivento management.

2 Mainly in public sector.

3 Management, Operations, temp. unemployed, unemployed, in qualification etc.

Notes.

DTAG.

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 collater
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 ≤ 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.